

Earnings Presentation

H2 & FY 2024-25

We believe in creating a positive
difference in people's lives.

Contents

1

H2 & FY 2024-25
Performance Highlights

2

Company Overview

3

Business Overview

4

Financial Overview

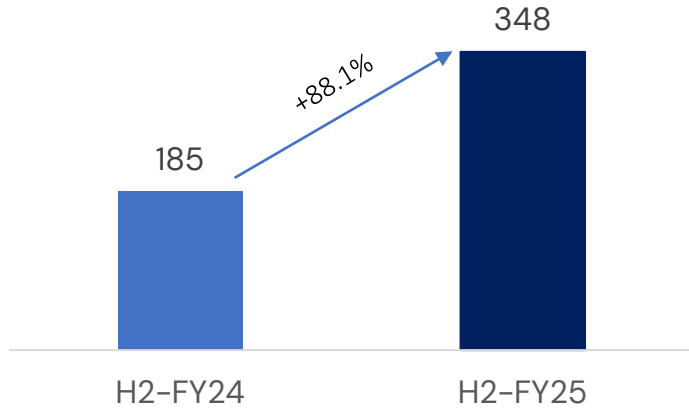
H2 & FY 2024-25

Performance Highlights

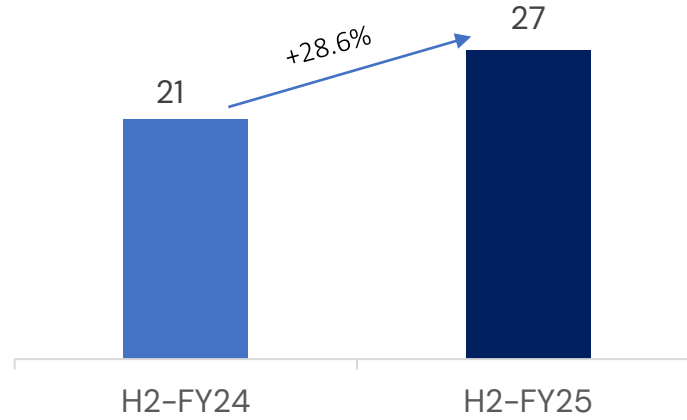
Financial Highlights

Consolidated

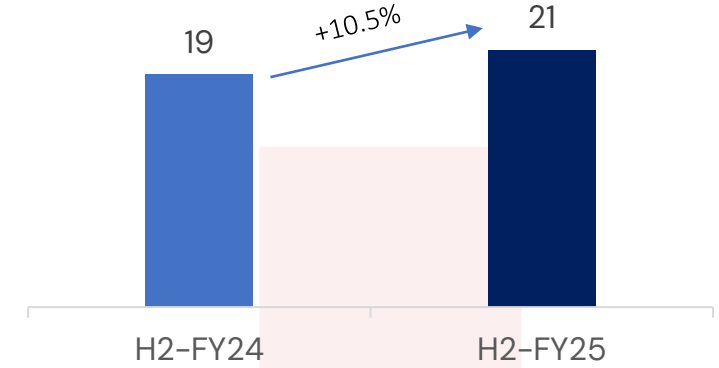
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)

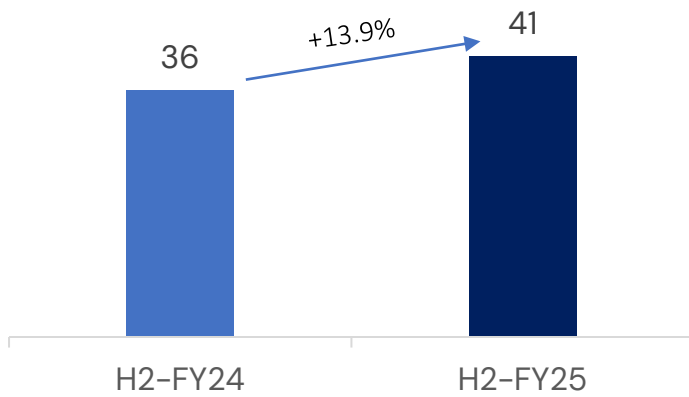


PAT (INR Cr.)

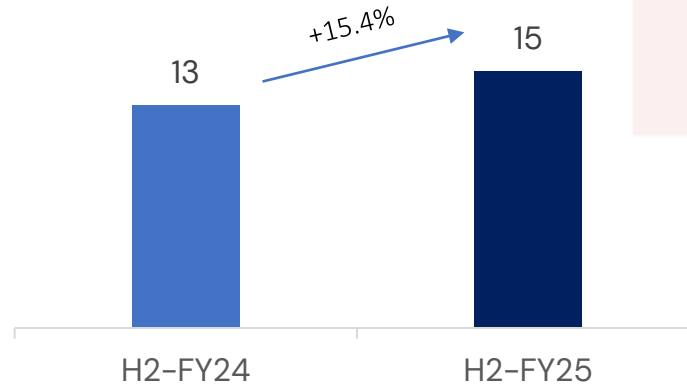


Standalone

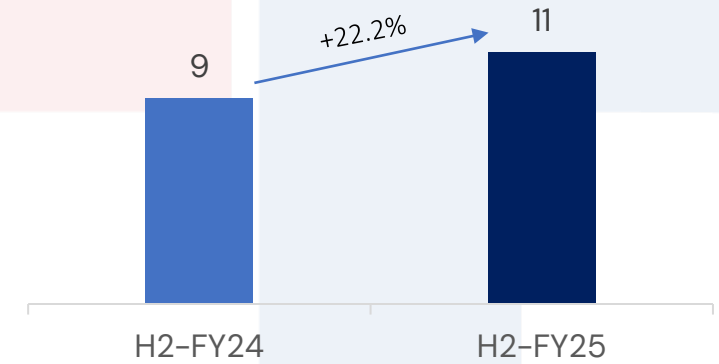
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)



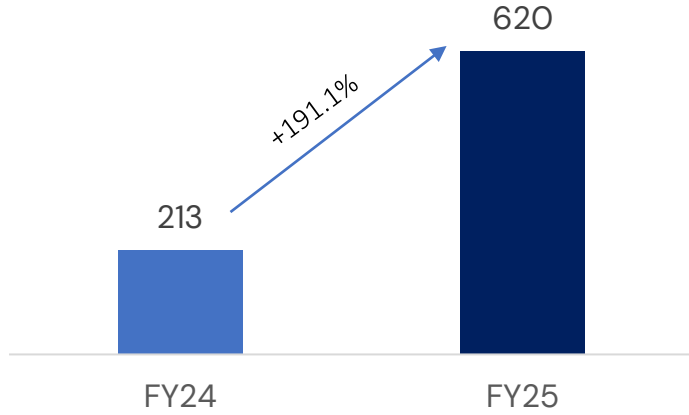
PAT (INR Cr.)



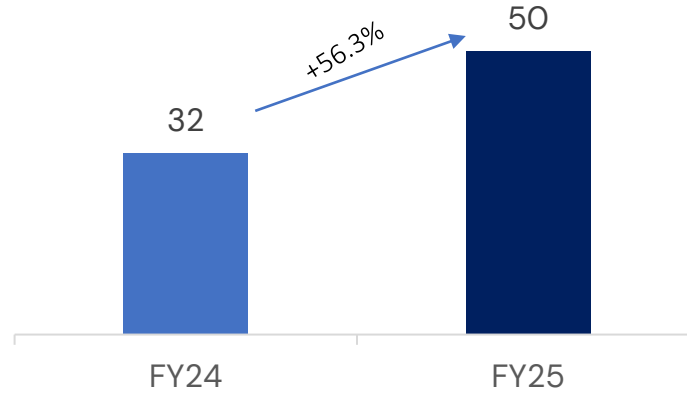
Financial Highlights

Consolidated

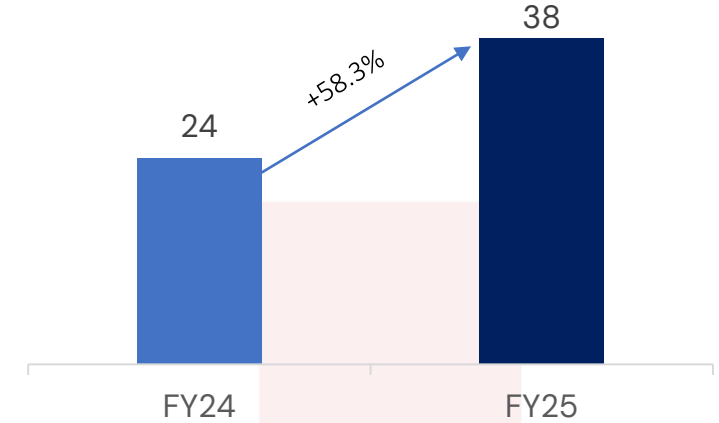
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)

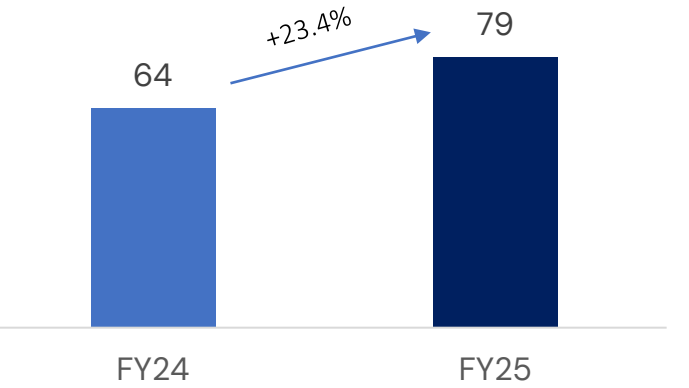


PAT (INR Cr.)

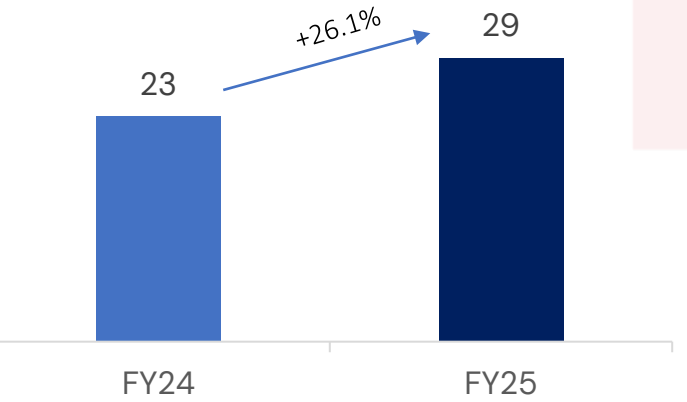


Standalone

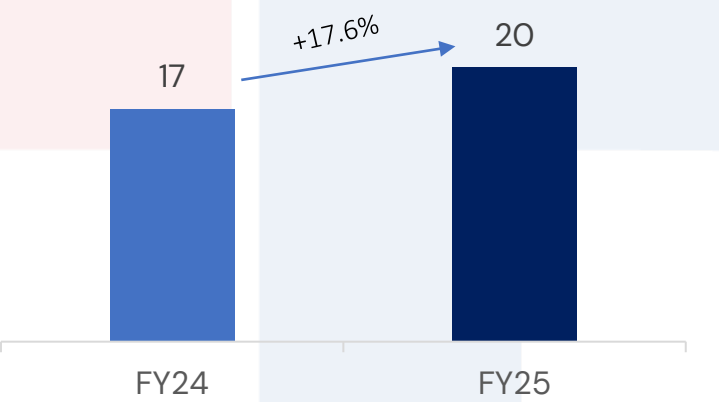
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)



PAT (INR Cr.)



- Built a strong global brand portfolio with 170 trademarks filed and 35+ approvals secured.
- Successfully commercialized 10+ recently off-patent niche pharmaceutical products.
- Commenced product registration in Bosnia and Herzegovina, Kosovo, Mexico, Tanzania, Azerbaijan, Mauritius, Bhutan, and Cambodia.
- Initiated own brand and marketing authorization processes in Chile, Peru, Dominican Republic, and El Salvador.
- Initiated business operations in Saudi Arabia and filed Ivermectin 3 mg tablet in partnership with a strategic local ally.
- Launched 10+ products in Bolivia's private market through partnerships with 8+ pharmacy chains, 10+ private hospitals, and 3+ sub-distributors.
- Organized multiple brand engagement events in Bolivia, including a Brand Awareness Conference with 55+ doctors and pharmacy representatives ; targeted events for gynecologists, general practitioners, and hematologists in Oruro; and a promotional event with Farma Elías pharmacy chain.



Awareness Event for gynecologists, general practitioners, and hematologists in Oruro – March 2025



Brand Awareness Conference with 55+ doctors and pharmacy representatives October – 2024



Farmacorp Conference and Training Event – December 2024



Promotional event with Farma Elías pharmacy chain – March 2025



St. Agustin's Pharmacy Chain Training – Jan 2025

HALF YEARLY STANDALONE INCOME STATEMENT

PARTICULARS (INR Cr.)	H2-FY25	H2-FY24	Y-O-Y	H1-FY25	H-O-H
Operational Revenue	41	36	13.9%	38	7.9%
Other Income	1	1	NA	2	(50.0)%
Operating Expenses	27	24	12.5%	27	NA
EBITDA	15	13	15.4%	13	15.4%
Operational EBITDA Margin (%)	36.59%	36.11%	48 Bps	34.21%	238 Bps
Depreciation and Amortisation	1	1	NA	1	NA
Finance costs	-	-	NA	-	NA
PBT	14	12	16.7%	12	16.7%
Tax Expense	3	3	NA	3	NA
PAT	11	9	22.2%	9	22.2%
PAT Margin (%)	26.83%	25.00%	183 Bps	23.68%	315 bps
Other Comprehensive Income	70	72	(2.8)%	-	NA
Total Comprehensive Income	81	81	NA	9	NA
Diluted EPS	18.16	15.58	16.6%	15.60	16.4%

YTD STANDALONE INCOME STATEMENT

PARTICULARS (INR Cr.)	FY25	FY24	Y-O-Y
Operational Revenue	79	64	23.4%
Other Income	3	3	NA
Operating Expenses	53	44	20.5%
EBITDA	29	23	26.1%
EBITDA Margin (%)	36.71%	35.94%	77 Bps
Depreciation and Amortisation	2	1	NA
Finance costs	-	-	NA
PBT	27	22	22.7%
Tax Expense	7	5	40.0%
PAT	20	17	17.6%
PAT Margin (%)	25.32%	26.56%	(124) Bps
Other Comprehensive Income	70	71	(1.4)%
Total Comprehensive Income	90	88	2.3%
Diluted EPS	33.75	29.40	14.8%

HALF YEARLY CONSOLIDATED INCOME STATEMENT

PARTICULARS (INR Cr.)	H2-FY25	H2-FY24	Y-O-Y	H1-FY25	H-O-H
Operational Revenue	348	185	88.1%	273	27.5%
Other Income	3	1	NA	2	50.0%
Operating Expenses	324	165	96.4%	251	29.1%
EBITDA	27	21	28.6%	24	12.5%
EBITDA Margin (%)	7.76%	11.35%	(359) Bps	8.79%	(103) Bps
Depreciation and Amortisation	1	1	NA	1	NA
Finance costs	1	-	NA	1	NA
Profit before exceptional and extraordinary Items	25	20	25.0%	22	13.6%
Extraordinary item Profit/(loss)	-	2	NA	-	NA
PBT	25	22	13.6%	22	13.6%
Tax Expense	4	3	33.3%	4	NA
PAT	21	19	10.5%	18	16.7%
PAT Margin (%)	6.03%	10.27%	(424) Bps	6.59%	(56) Bps
Other Comprehensive Income	70	73	(4.1)%	-	NA
Total Comprehensive Income	91	92	(1.1)%	18	NA
Diluted EPS	34.92	32.26	8.2%	30.29	15.3%

YTD CONSOLIDATED INCOME STATEMENT

PARTICULARS (INR Cr.)	FY25	FY24	Y-O-Y
Operational Revenue	620	213	NA
Other Income	5	3	66.7%
Operating Expenses	575	184	NA
Operational EBITDA	50	32	56.3%
Operational EBITDA Margin (%)	8.06%	15.02%	(696) Bps
Depreciation and Amortisation	2	1	NA
Finance costs	1	1	NA
PBT	47	30	56.7%
Tax Expense	9	6	50.0%
PAT	38	24	58.3%
PAT Margin (%)	6.13%	11.27%	(514) Bps
Other Comprehensive Income	71	73	(2.7)%
Total Comprehensive Income	109	97	12.4%
Diluted EPS	65.21	42.97	51.8%

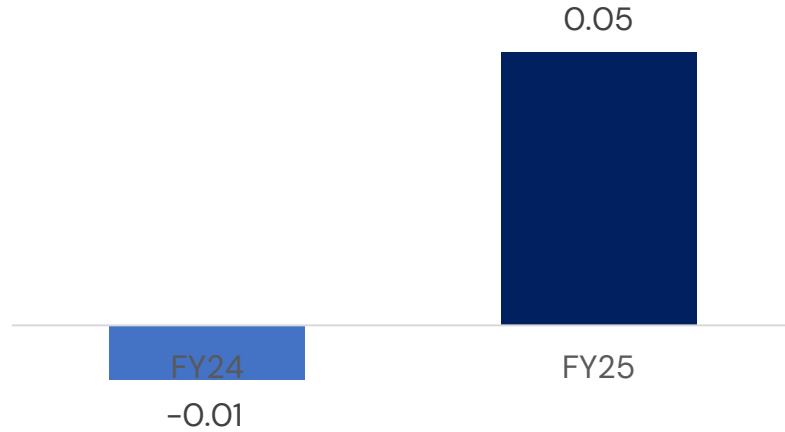
HISTORICAL CONSOLIDATED BALANCE SHEET

ASSETS (INR Cr.)	FY24	FY25
Non-current assets		
a)Property, Plant & Equipment and Intangible Assets		
i) Property, Plant & Equipment	2	5
ii) Intangible Assets	-	-
iii) Goodwill on Consolidation	9	9
iv) Capital Work-In-Progress	-	-
v) Intangible Assets Under Development	-	-
vi) Right to Use Assets	3	2
b) Non-Current Investments	104	186
c) Long-term Loans and Advances	-	-
d) Other Financial Assets	3	9
e) Deferred Tax Asset (net)	-	-
f) Other Non-current Asset	-	-
Total of Non-current assets	121	211
Current assets		
a) Current Investments	-	-
b) Inventories	43	52
c) Trade Receivables	115	108
d) Cash and Cash Equivalents	5	7
e) Bank Balance other than above	9	1
f) Short-Term Loans And Advances	18	21
g) Other Financial Assets	11	19
h) Other Current Assets	11	14
Total Current assets	212	222
Total Assets	333	433

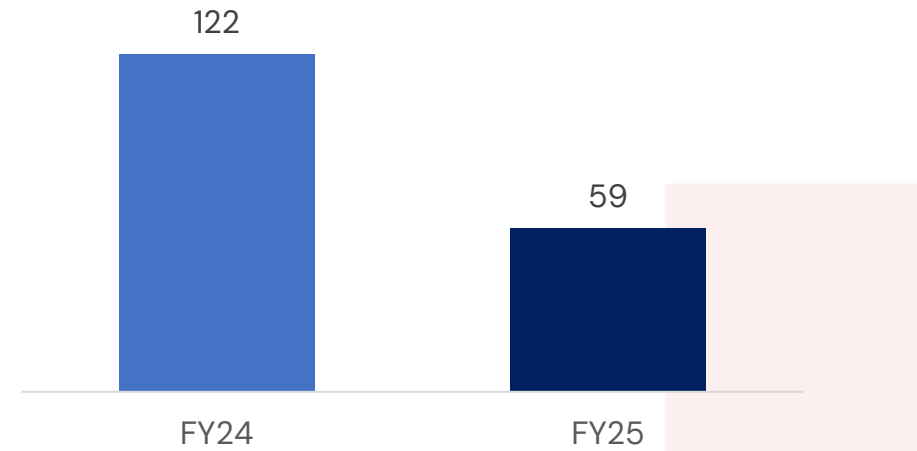
EQUITY & LIABILITIES (INR Cr.)	FY24	FY25
Equity Share Capital	1	6
Reserve and Surplus	156	250
Total Equity	157	256
Minority Interest	18	27
Liabilities		
Non-current liabilities		
a) Long-Term Borrowings	3	3
b) Lease Liabilities	2	2
c) Deferred Tax Liabilities (Net)	11	23
d) Other Long Term Liabilities	1	-
e) Long -Term Provision	-	1
Total of Non-current liabilities	17	29
Current liabilities		
a) Short-Term Borrowings	9	17
b) Lease Liabilities	1	1
c) Trade Payables		
Total outstanding Dues for Creditors belongs to Micro & Small Enterprises	4	2
Total outstanding Dues for Creditors belongs other Micro & Small Enterprises	89	69
d) Other Financial Liabilities	-	-
d)Other Current Liabilities	36	28
e)Short-Term Provision	-	1
f) Current Tax Liabilities (Net)	2	3
Total of Current liabilities	141	121
Total Liabilities	158	150
Total Equity & Liabilities	333	433

CONSOLIDATED FINANCIAL HIGHLIGHTS

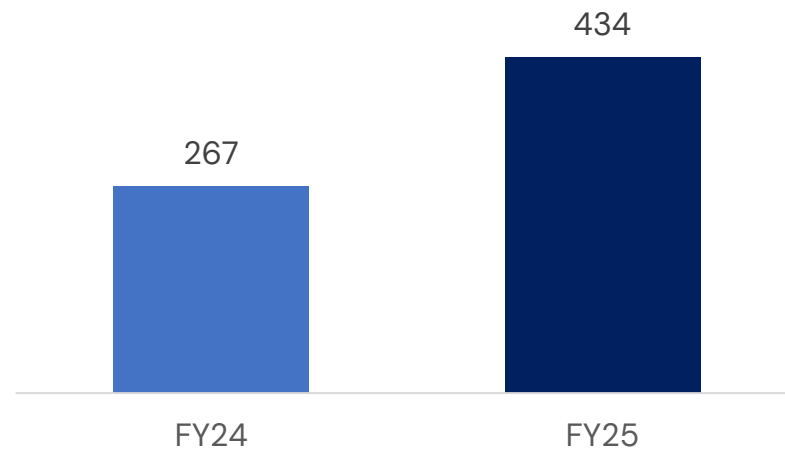
Net Debt to Equity (X)



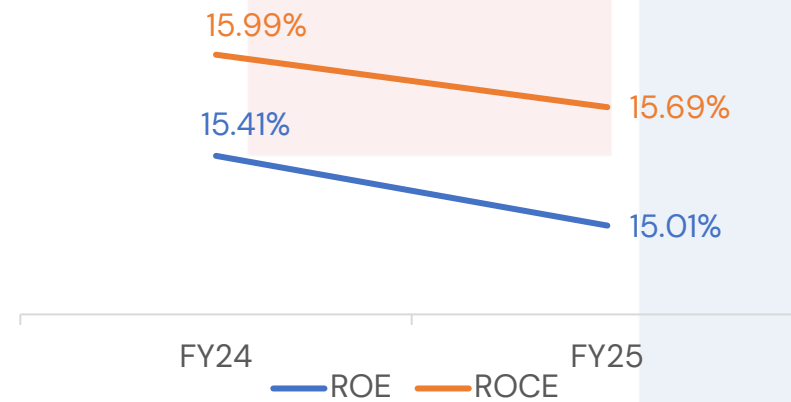
Working Capital Days



Book Value Per share



ROCE (%) & ROE (%)



Company Overview



Comprehensive Pharmaceutical Solution

- Remus specializes in the **Complex Specialty and Niche Products Branding, Marketing and Distribution of approved finished formulations** in various countries



Expanding Portfolio

- A growing portfolio of **620+ registered products, 640+ MOH submitted/under evaluation , 745+ dossiers prepared and** for registration of products in major geographies
- Aiming for **2000 new filings** in the next **3 years**



Global Reach

- With the focus in the **semi-regulated** market, we have a strong presence in Latin America, CIS, Africa and the South East Asia countries



Expanding Market Reach

- Working with channel partners to participate in **large government & institutional tenders** and **strategic partnership with dominant organizations for private markets**
- Signed **multi-country agreements** for biosimilars
- **Special focus** on **stringent countries** like Mexico and East Europe



- **Strategic Positioning:** Relius, as a brand, enhances last-mile distribution, ensuring direct reach to consumers, with a differentiated product portfolio
- **D2C & Pharmacy Channels:** By utilizing both direct-to-consumer (D2C) and pharmacy supply channels, we are enhancing convenience and accessibility for our customers
- **Commitment to Safety & Efficacy:** Our approach prioritizes the highest standards of safety and efficacy for the benefit of end users
- **Brand Strengthening:** Relius Pharma is focused on building and reinforcing its brand presence in the market
- **Trademark Registration:** As part of our brand strategy, Relius is securing trademark and product registration
- **Geographical Expansion:** Strategic expansion planned starting with Bolivia and Guatemala which will be extended to Ecuador and other Latin American countries
- **Government and institution tie ups:** Participation in National Tenders, leveraging competitive pricing and strategic opportunities to win large contracts and hospital supplies



- Espee is a US based WDD service provider that provide supports to innovators, multinational generic manufacturers, **CMOs, Biopharmaceutical companies, CROs, and government bodies** and various other entities in more than **25 countries** across 6 continents.
- Our primary focus is to provide Finished Pharmaceutical products and services for **R&D, clinical trials, and bioequivalence studies**
- We have **FDA approved warehouse** and best in class storage facilities

We provide services to the following



World leader generic pharma companies



Innovators working on generic/
505B2 opportunities



CDMO and Other contract services



Global institutions and Research centres



Clinical Trial service provider

Milestones

Initiated the export of finished formulations and began marketing efforts to introduce Remus as a competitive player in the global pharmaceutical market

2015

Business Consolidation

2017–2019

Collaboration & Partnership Building

Established strategic partnerships with leading multinational pharmaceutical companies to boost brand credibility and enhance product distribution

Initiated a focused presence in select international markets, building a foundation for increased market penetration

2022

Strategic Market Presence

2023

Subsidiary Expansion

- Successfully incorporated subsidiaries in Bolivia and Guatemala

- **Acquired Espee USA**
- **LATAM Expansion:** Continue incorporating subsidiaries in additional LATAM countries to deepen regional influence
- **Partnership Network:** Build a strong network of partnerships with local distributors and pharmaceutical firms.
- **New Market Growth:** Pursue strategic alliances and joint ventures in new regions, prioritizing long-term market sustainability

2024

Strengthening LATAM Presence and Exploring New Markets

- Expansion in 5+ new territories.
- Participation in Bolivia's national tender for 10+ products

2025 & Beyond

Board of Directors



Mr. Arpit Shah
Managing Director



Mr. Swapnil Shah
Chairman &
Non-Executive Non-Independent Director*



Ms. Roma Shah
Whole-time Director



Ms. Anar Shah
Non-Executive Non-Independent Director*



Mr. Vishrut Pathak
Non-Executive Independent Director



Ms. Sanjana Shah
Non-Executive Independent Director



Mr. Balwant Purohit
Non-Executive Independent Director

Our Products



Tablets



Capsules



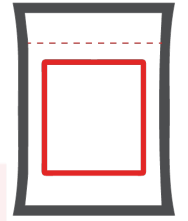
Injections
(liquid & lyophilized,
pre-filled syringes)



Ophthalmic



Liquid Orals



Sachets



Soft Gel
Capsules



Ointments,
Creams & Gels



Powder for
Injections



Inhalers
& Sprays

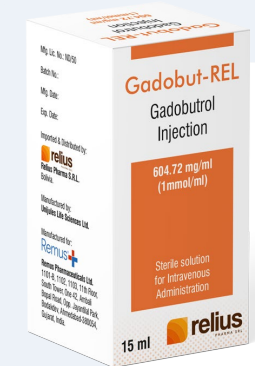
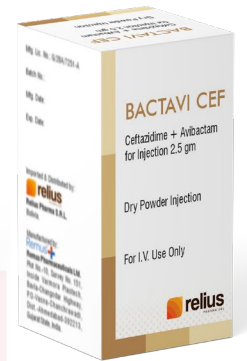
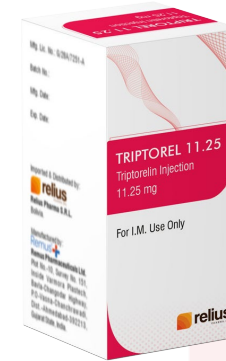


Biosimilars



Oncology

Our Products



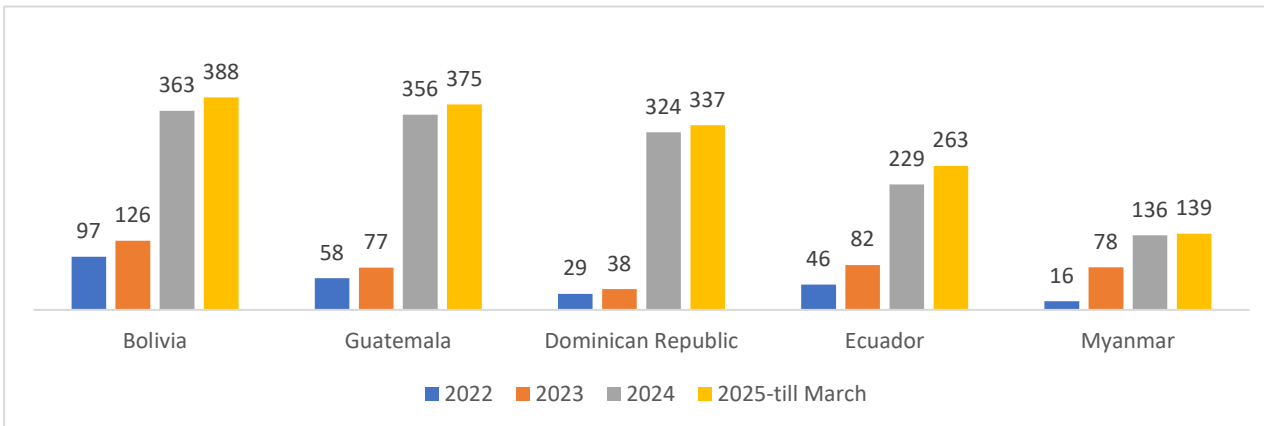
Dosage Form

SKUs* (Mar-25)

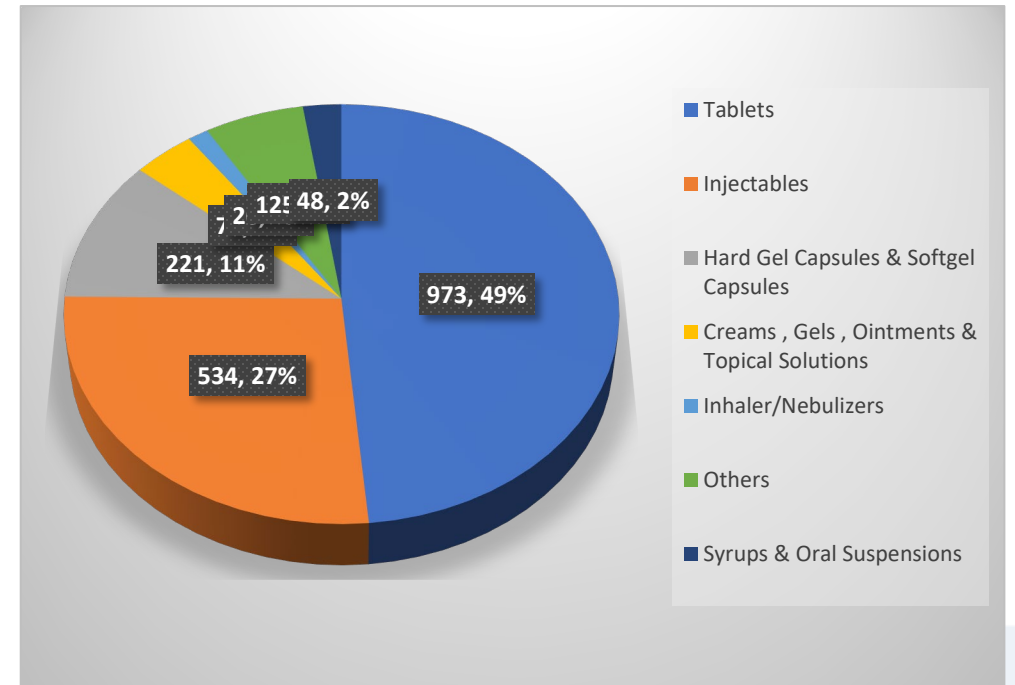
Tablets	973
Injectables	534
Hard Gel Capsules & Softgel Capsules	221
Creams , Gels , Ointments & Topical Solutions	78
Inhaler/Nebulizers	26
Others	125
Syrups & Oral Suspensions	48
Total	2,005

*Includes registered, filed and under process of filing

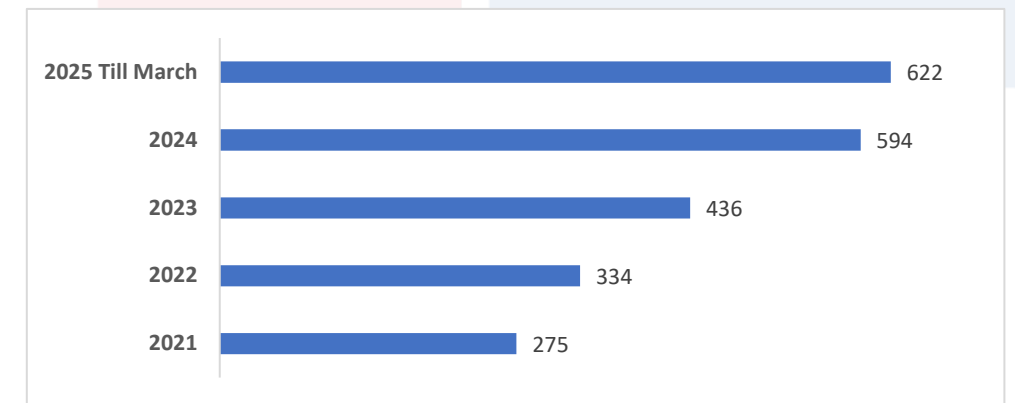
Top countries Growth



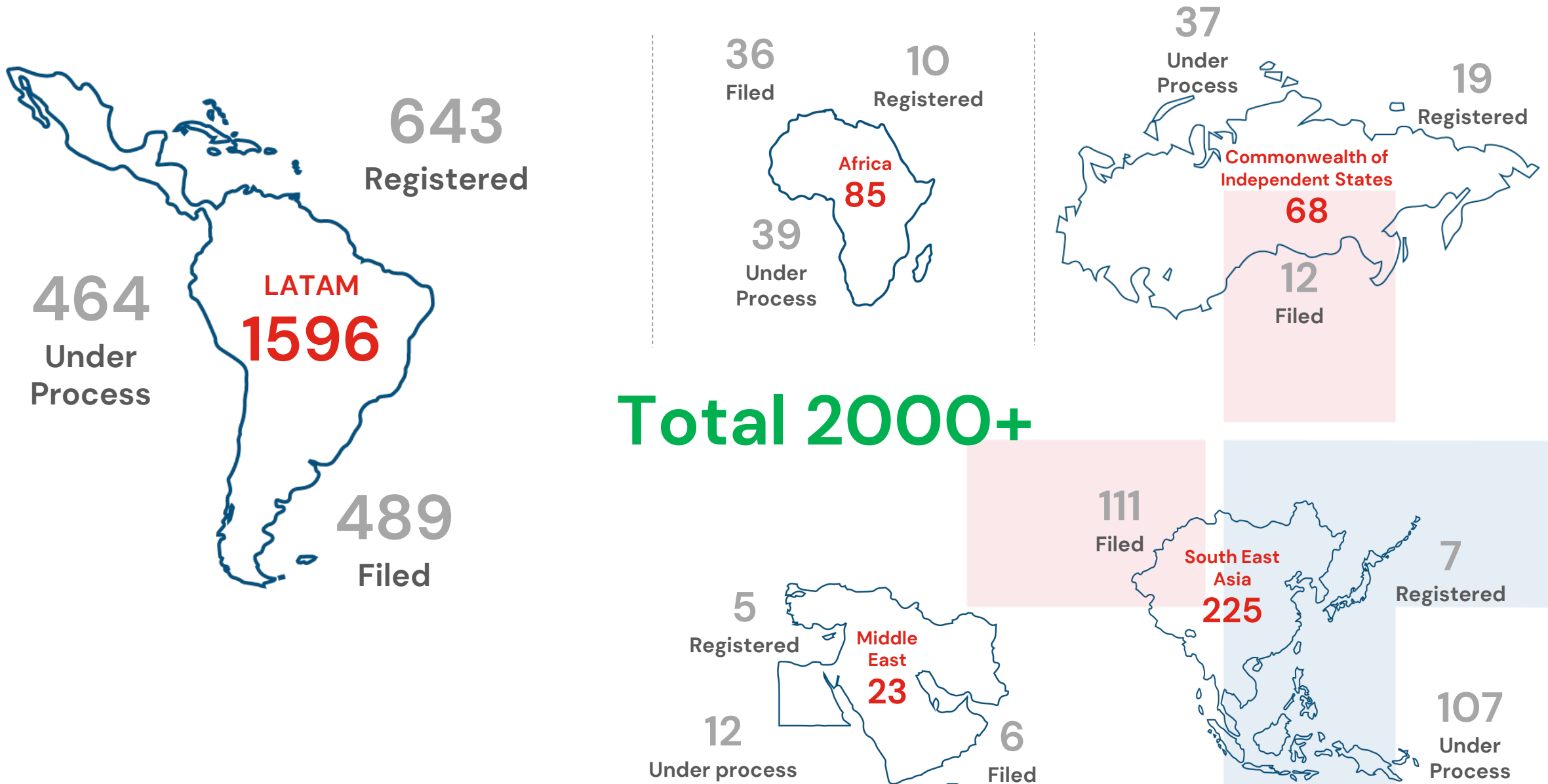
SKUs



Registered Products



Global Reach



Presence in other markets : 8+ SKUs

Expert Regulatory Affairs Team

A highly skilled team of 30+ professionals, each specializing in key regions and complex products, including Oncology, Biosimilars, and Monoclonal Antibodies (MAB).

Dossier Submission Excellence

Submitting 50+ dossiers monthly, with strong compliance to country-specific regulations.

Bioequivalence, Clinical, and Non-Clinical Research:

Performing bioequivalence and clinical studies for compliance, and preparing non-clinical research to meet regulatory standards.

Dynamic & Adaptive Team

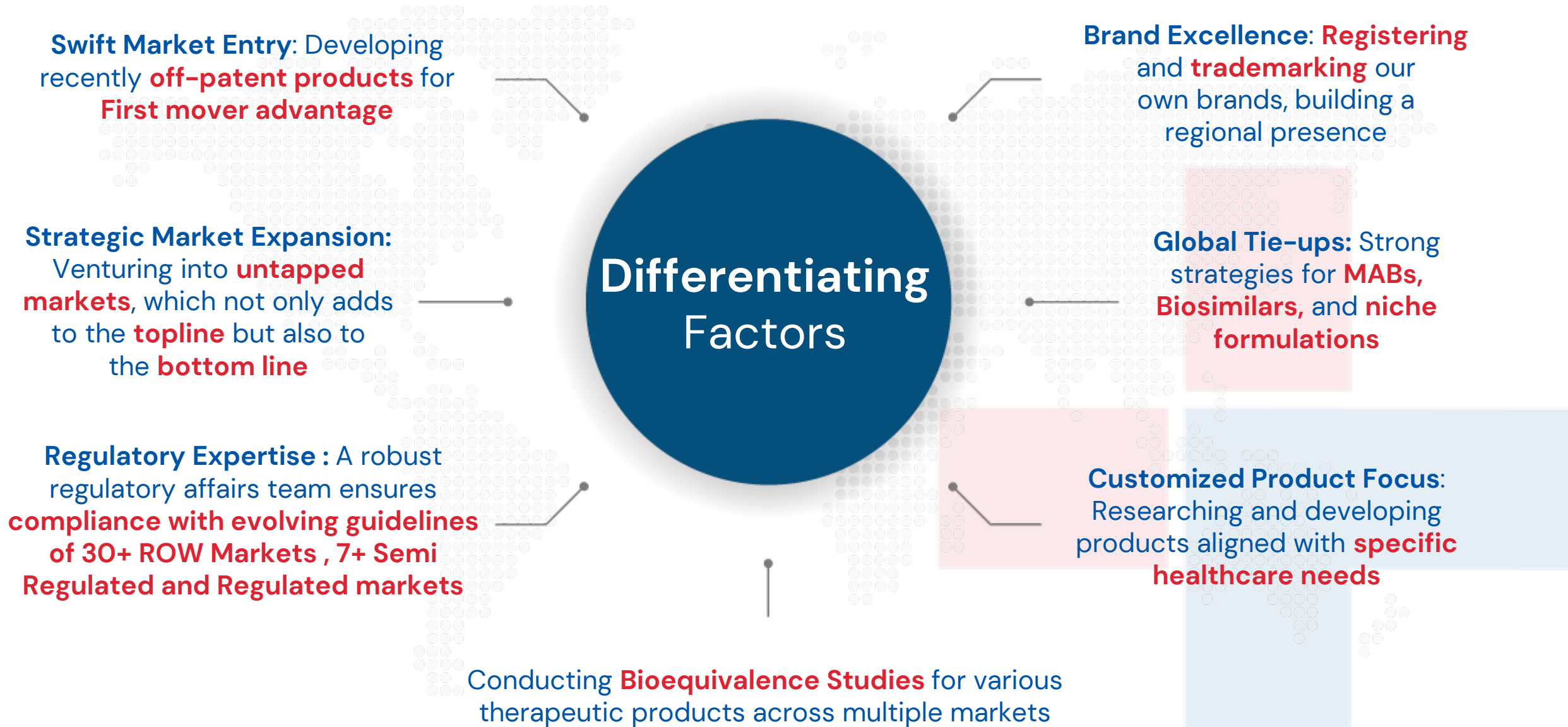
Young professionals driving innovation and complex molecule development to meet global market demands.

Timely & Strategic Assessment

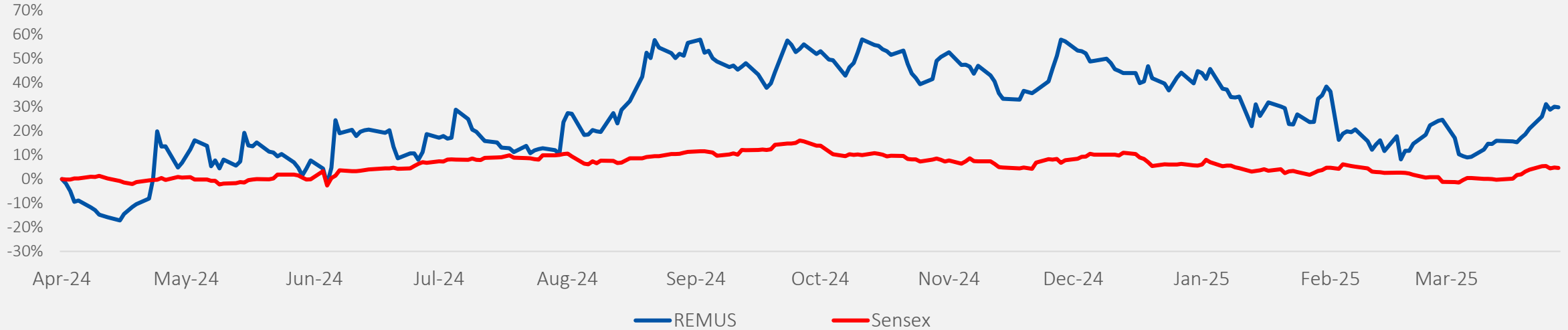
Conducting up-to-date studies to ensure products are market-ready and strategically aligned.

Quality Assurance & Control

Multi-step quality checks including IPQC, Batch Testing, Stability and Visual Inspections, Lab Testing, and Packaging Integrity to ensure safety and compliance.



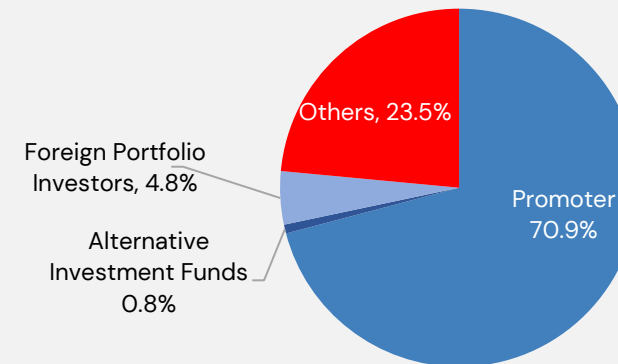
1 YEAR SHARE PRICE MOVEMENT (UP TO 31st March 2025)



PRICE DATA (As on 31st March 2025)

Face value (INR)	10.0
Market Price (INR)	2,239.0
52 Week H/L (INR)	2,834.8 / 1,412.5
Market Cap (INR Cr.)	1,319.2
Equity Shares Outstanding (Cr.)	0.6
1 Year Avg. trading volume ('000)	7,635.1

SHAREHOLDING PATTERN (As on 31st March 2025)



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