



Kwality Pharmaceuticals Ltd

India's fastest growing manufacturer of complex injectables

INVESTOR PRESENTATION
FY25



DISCLAIMER

Some of the statements made in this presentation are forward-looking statements and are based on the current beliefs, assumptions, expectations, estimates, objectives and projections of the directors and management of Kwality Pharmaceutical Limited about its business, the industry and markets in which it operates.

These statements are not guarantees of future performance and are subject to risks, uncertainties and other factors, some of which are beyond the control of the Company and are difficult to predict.

Kwality Pharmaceutical Limited does not undertake to update these forward-looking statements to reflect events or circumstances that may arise after publication.



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COMPANY OVERVIEW



Kwality Pharma : A legacy of quality and growth

For over 40 years, Kwality Pharma has been a trusted name in the healthcare sector, synonymous with unparalleled growth and reliability. We are driven by a customer centric vision, committed to delivering high quality products.

Started with a modest venture into basic finished formulations. Now we specialise in a wide range of products including :

- Sterile Powder for Injection
- Small Volume Parentals (Liquid and Lyophilised)
- Pre filled Syringes
- Liquid Orals and Powder for Oral Suspension
- Tablets and Capsules
- Creams and Ointments
- Ophthalmic Preparations
- Suppositories

Each product category is manufactured in a dedicated unit at our facilities of Generic, Beta Lactam, Cephalosporins, Oncology and Biologics located in Amritsar, Punjab and Jassur, Himachal Pradesh.



KWALITY PHARMA AT A GLANCE



Manufacturing Excellence



Product Specialization

Development and supply of affordable
Complex Injectables



R&D Capabilities

In-house research and development expertise



Regulatory Accreditations

Accredited by global regulatory authorities



Manufacturing Facilities

Five state-of-the-art facilities in India

Established History

Founded in 1983,
with 40+ years
experience.

Dedicated Workforce

Over 1700
employees, including
80+ in R&D

Regulatory Success

Completed 600+
regulatory filings
across many
countries.

Global Operations

Operations span 70+
countries, serving a
diverse clientele.

Financial Strength

Revenue of 370
crore, net profit of 40
crore.

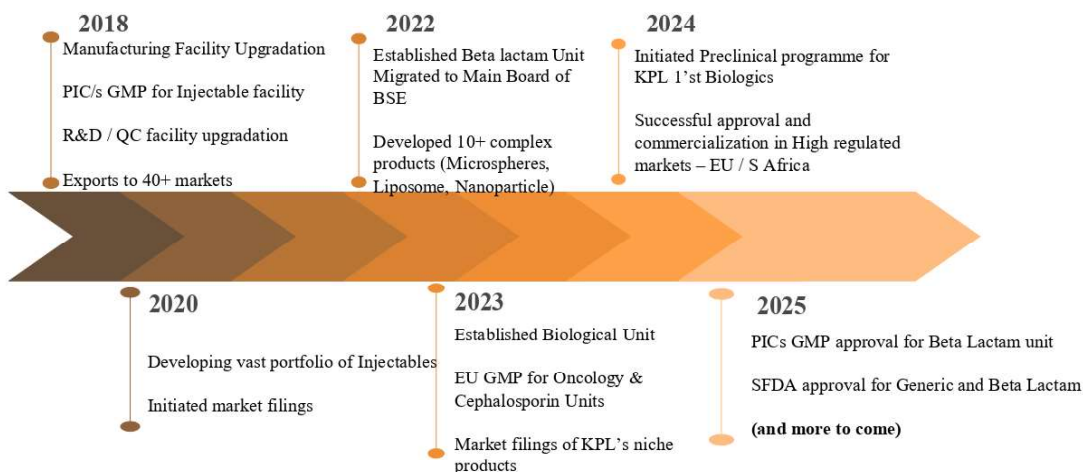
MORE THAN THREE DECADE LEGACY OF EXPERIENCE AND TRUST



Journey so far...

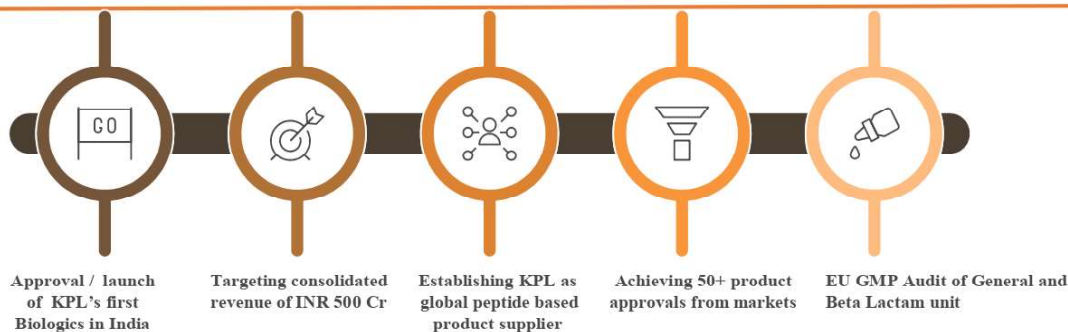
1983
Company Founded

2016
Listed on BSE SME



FY26

“Year of Focus”



PROMOTERS PROFILE



Mr. Ramesh Arora, Managing Director

A respected leader in the pharmaceutical industry, Ramesh Arora has played a pivotal role in transforming Kwality Pharma Ltd into a globally trusted brand. With decades of experience, he drives strategic growth and mentors the next generation of leaders. His strong stakeholder relationships, technological foresight, and pursuit of new business opportunities keep the company ahead in a competitive landscape.



Mr. Ajay Kumar Arora, Director

With over 20 years in the industry and a B. Pharm. degree, Ajay Kumar Arora oversees manufacturing operations at Kwality Pharma. He leads raw material procurement, machinery acquisition, and daily production, while supervising key departments. His deep understanding of pharmaceutical processes and plant engineering has been critical in efficiently establishing multiple manufacturing units.



Mr. Aditya Arora, Director and CFO

Aditya Arora is the driving force behind Kwality Pharma's next-generation growth. A leader with sharp business acumen, he brings exceptional energy and insights to the company. Despite a commerce background, his deep expertise across QA, QC, manufacturing, and regulatory compliance matches that of seasoned professionals. Focused on expanding into high regulated global markets, Aditya leads the company towards accelerating international growth and plant approvals and plays a key part for making the financial strategy. His blend of entrepreneurial agility and technical precision is positioning Kwality Pharma for a strong and sustainable global presence.

AMRITSAR PLANT - Comprehensive Offerings with Advanced Manufacturing Capabilities



Unit 1
General Block



Capabilities

Oral Solids – Tab/Capsule, Suppositories
Ointments/Creams, Oral Liquids
Dental Cartridges
Injectables (Vials/Ampoules/PFS)

Capacities

Tablets – 1800 Million Dental Cartridge – 40 Million
Capsules – 180 Million Suppositories – 40 Million
Ampoules – 200 Million Ointments – 20 Million
Vials – 200 Million
Lyophilized Products – 3 Million
Dry Powder Injection – 100 Million
PFS – 1 Million

Major
Regulatory
Accreditation

SFDA, ANVISA, DIGEMED, BOMRA, UAE,
INVIMA, NAFDAC, TMDA, IRAQ, MCAZ

Unit 2
Beta Lactam



Oral Solids – Tab/Capsule
Powder for Injection
Dry Syrup
Sachet

Tablets – 3000 Million
Capsules – 1500 Million
Powder for Injection – 50 Million
Dry Syrup – 200 Million
Sachet – 100 Million

SFDA, ANVISA

Unit 5
Biologics



Drug Product – PFS
Drug Substance – Sterile Liquid

Bioreactor Capacity – 100 lts
(Installing Capacity of 500 lts+)
PFS – 1 Million

WHO GMP – by Sep 2025

HIMACHAL PLANT : High End Technology Driven campus in the lap of nature



Unit 3
Oncology



Capabilities

Oral Solids – Tab/Capsule
Injectables (Vials) (Liquid/Lyophilized)

Capacities

Tablets – 380 Million
Capsules – 38 Million
Liquid Injection (Non peptide) – 47 Million
Lyophilized Powder & Cake – 15 Million
(Peptide based)

Major
Regulatory
Accreditation

EU GMP, INVIMA, DIGEMED,
COFEPRIS

Unit 4
Cephalosporins

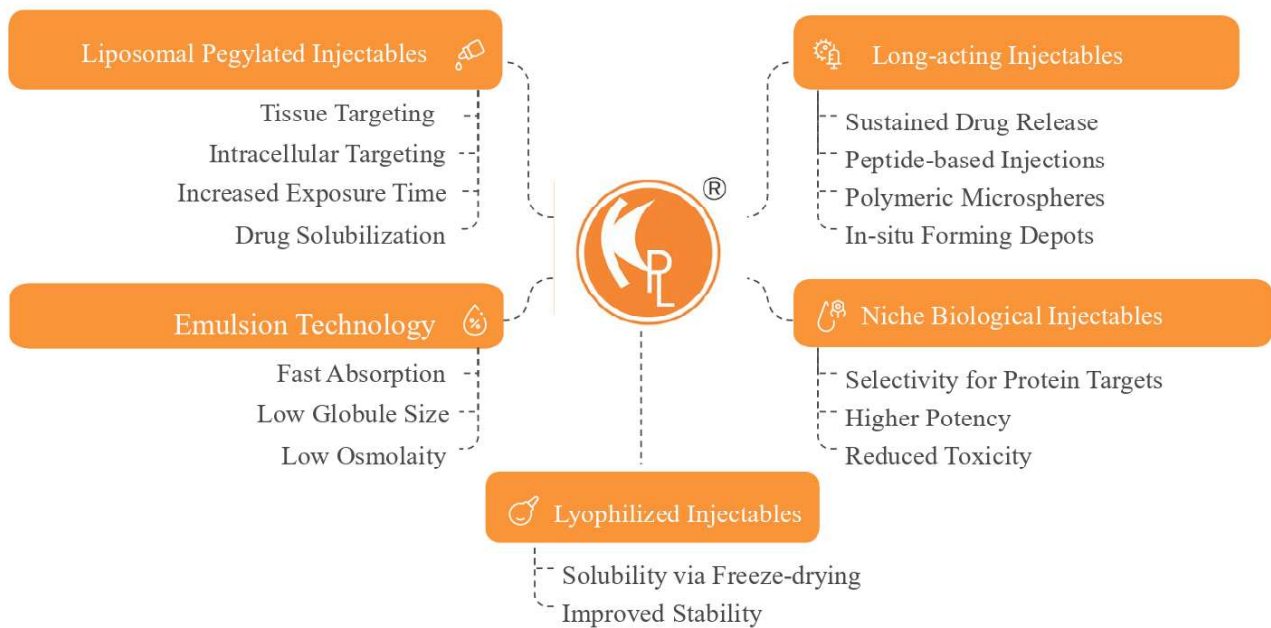


Oral Solids – Tab/Capsule
Powder for Injection
Dry Syrup

Tablets – 205 Million
Capsules – 31 Million
Powder for Injection – 19
Million
Dry Syrup – 7 Million

EU GMP

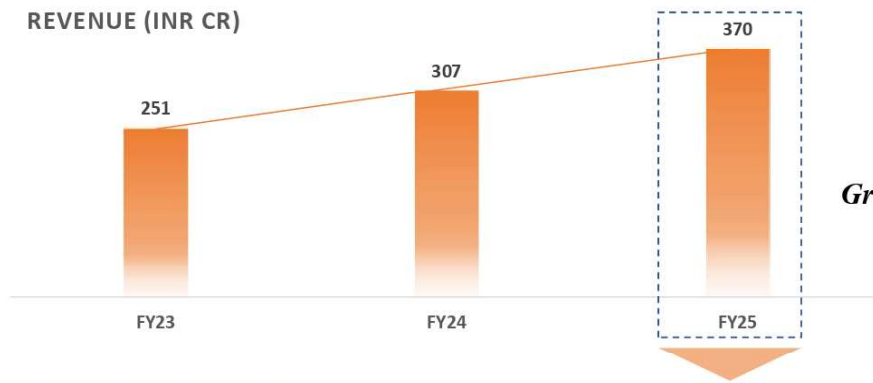
DIFFERENTIATED CAPABILITIES





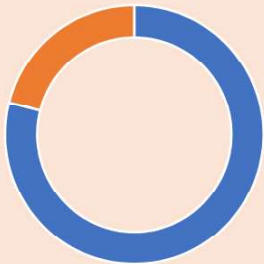
REVENUE SPLIT

REVENUE (INR CR)



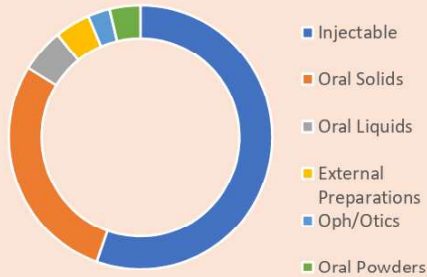
Growing with CAGR (3Yrs) – 21.4%

Facility Wise Sales Break Up

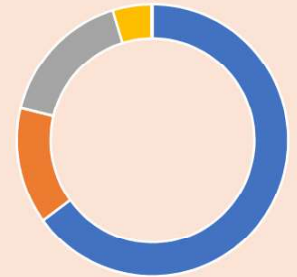


■ Amritsar ■ Himachal

Segment Wise Sales Break Up

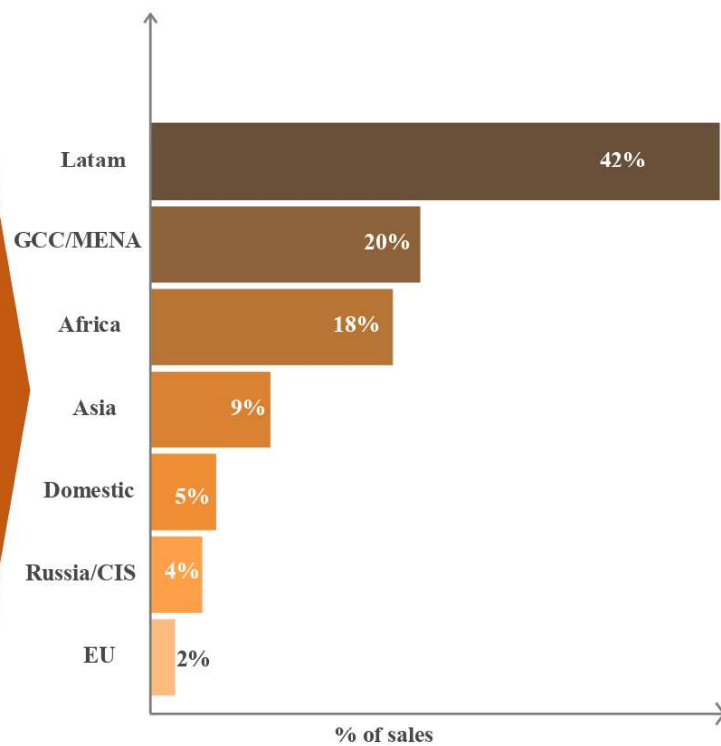


Unit Wise Sales Break Up



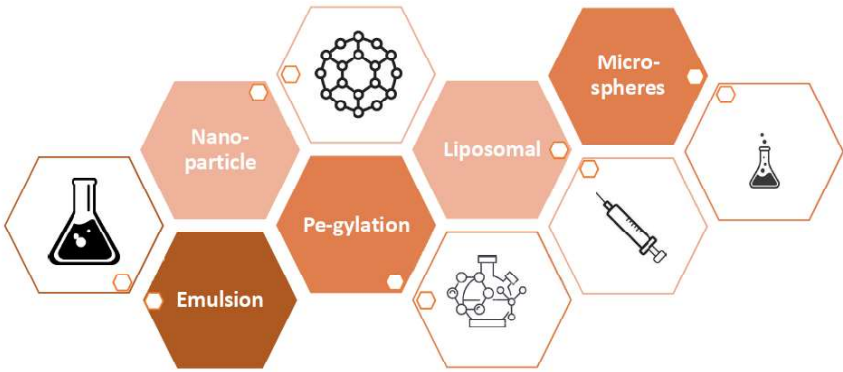
■ Unit 1 ■ Unit 2 ■ Unit 3 ■ Unit 4

GEOGRAPHIC SEGEMENTATION





Championing the art of Complex Injectable Development



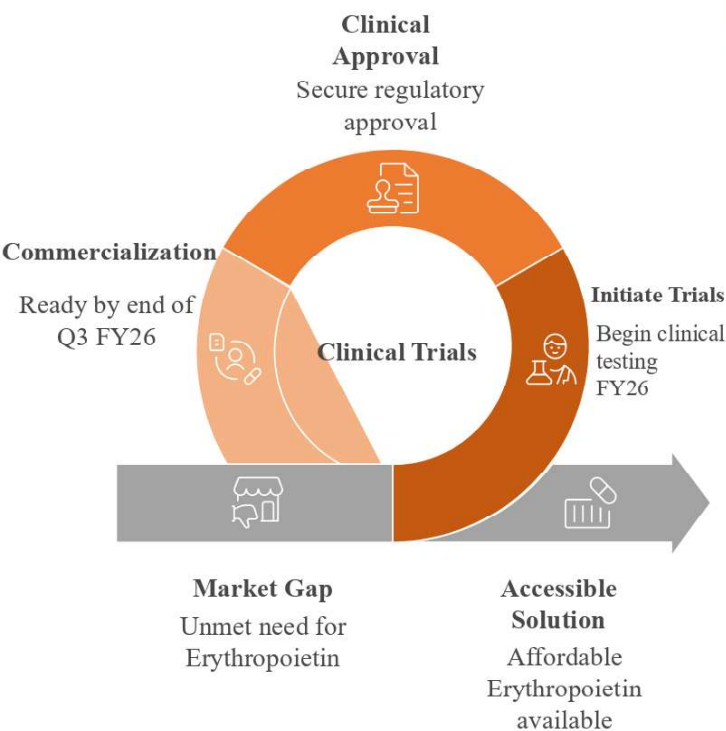
Few of them are....

Product	API Partner	Status	Product	API Partner	Status
<u>Propofol Emulsion</u> 10 mg/ ml <u>(Gx Diprivane)</u>	EU Manufacturer (KPL Strategic Partner)	Filed – 20+ Approved – 10+	<u>Octreotide Long Acting Release</u> 20 mg, 30 mg <u>(Gx Sandostatin LAR)</u>	Indian Manufacturer (KPL Strategic Partner)	Filed – 10+ Approved – 4+
<u>Amphotericin B Liposomal</u> 50 mg <u>(Gx Ambisome, Gilead)</u>	Indian Manufacturer (KPL Strategic Partner)	Filed – 10+ Approved – 7+	<u>Paclitaxel Nano Albumin Bound</u> 100 mg <u>(Gx Abraxane)</u>	Indian Manufacturer (KPL Strategic Partner)	Filed – 5+ Approved – 2+
<u>Leuprolide Depot</u> 3.75mg, 7.5 mg, 11.25mg, 22.5 mg, 30 mg <u>(Gx Leupron Depot)</u>	EU Manufacturer (KPL Strategic Partner)	Filed – 10+ Approved – 4+	<u>Triptorelin Pamoate</u> 3.75 mg, 11.25 mg, 22.5 mg <u>(Gx Trelstar)</u>	EU Manufacturer (KPL Strategic Partner)	Under development

BIOLOGICS



KPL Erythropoietin Programme



KPL Biological Snapshot

Product	Current Status	Pre – Clinical Studies	Clinical Studies
<u>KPL 001 - Erythropoietin</u> 2000 IU, 4000IU, 10000IU <i>Indicated for Anemia</i>	POC established Stability studies available Characterization Studies done Promising Pre Clinical Results RCGM Submission Ongoing	Completed	Q3 FY 2026
<u>KPL 002 - Etanercept</u> 50mg/1.0mL, 25mg/0.5mL <i>Indicated for Rheumatoid Arthritis</i>	POC established Stability studies (1M) done Validation Ongoing	Q3 FY 2026	Q1 FY 2027
<u>KPL 003 – (Confidential)</u> 50mg in 50mL 2mg in 2mL 100mg in 100mL	POC studies Ongoing Validation / Studies planned in Nov Partial Payment Done	Q1 FY 2027	Q4 FY 2027
<u>Peg Asparaginase</u> 750 IU/ml <i>Indicated for leukemia</i>	POC established Stability Studies available	Launched in India with partners Targeting for global development and filing	

STRIVING FOR EXCELLENCE



Research Excellence

Our R&D division is at the forefront of Pharmaceutical Innovation. With a team of experienced scientist, we focus on developing innovative drug delivery systems, including

Injectables – Liposomal Pegylated injectable, Long acting Injectables using microsphere technology, Peptide based technology, Emulsion and implant technology and Niche biological Injectable etc.

Oral Solids – Matrix/reservoir based release system, Multiple unit pellets, Bio availability enhancement, Taste masking, Oral dispersible, and effervescent technologies etc.

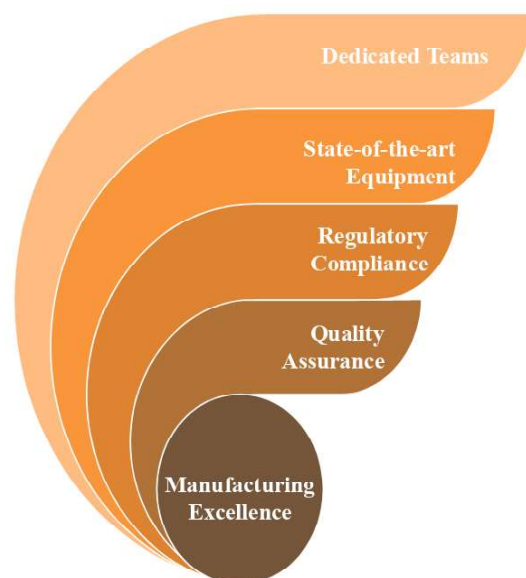
Quality Excellence

- For Kwality Pharmaceuticals, quality is our top priority. We strive for quality in our processes, Quality in our products.
- We are dedicated to providing the highest quality products and services to our customers.
- Our commitment to excellence is reflected in our adherence to stringent quality control standards and our continuous efforts to improve our processes and achieve customer satisfaction.
- Our robust SOP driven processes keep us audit ready for our customers/agencies anytime and everytime.

Manufacturing Excellence

All manufacturing units are equipped with state of the art equipment and adhering to stringent regulatory standards, with dedicated manpower/leadership teams along with required departments like QA/QC/Engineering /Regulatory for respective units.

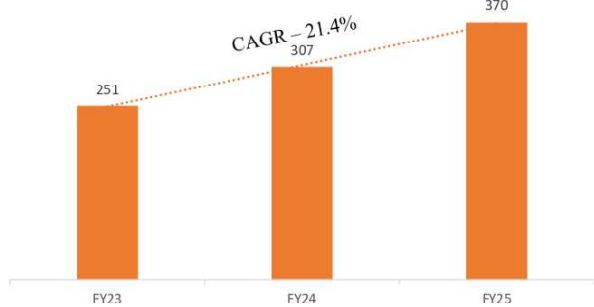
All the departments are backed by Project teams and respective central / Corporate team for efficient working and control



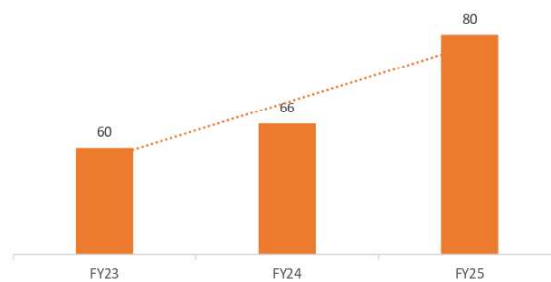
FINANCIAL METRICS



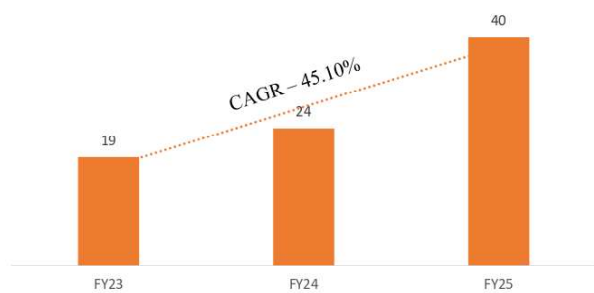
Revenue (INR CR)



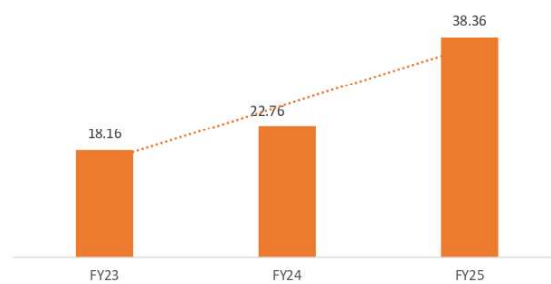
EBITDA (INR CR)



PAT (INR CR)



EPS



KPL Growth strategy and Financials



Kwality's FY26 Growth Strategy



Revenue Target

Aiming for ₹500 crores in revenue



EBITDA Margins

Projecting margins between 22–25%



Strategic Initiatives

Implementing strategies to enhance efficiency



Market Positioning

Strengthening position in high regulated markets to expand market share

Particulars	FY23	FY24	FY25
Revenue from Operations	251	307	370
Total Expenses	190	241	290
EBITDA	60	66	80
Finance cost	6	10	10
Depreciation	15	20	18
Other income	3	2	2
Exceptional items	-17	-7	0
Profit before tax	25	31	54
Tax Expense	6	7	14
Profit after Tax	19	24	40

THANK YOU

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