

Date: May 19, 2025

To,
The Manager- Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, Plot No. C/1, Block-G,
Bandra - Kurla Complex, Bandra (E),
Mumbai - 400051

SYMBOL: REMUS

Dear Sir/Madam,

Sub.: Intimation under Regulations 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

In terms of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our intimation dated May 14, 2025 regarding the Earnings Conference Call, we enclose herewith the Investor Presentation for H2 and FY2024-25.

The aforesaid information is also being hosted on the Company's website at www.remuspharma.com.

You are requested to take the same on record.

Thanking you.

For, Remus Pharmaceuticals Limited

Deval Patel

Company Secretary and Compliance Officer
ICSI Membership No.: A60090

Encl: As Above

Remus Pharmaceuticals Limited

REGISTERED OFFICE: 1101 to 1103, South Tower, One42, B/H Ashok Vatika, Nr. Jayantilal Park BRTS,
Ambli Bopal Road, Ahmedabad-380054, Gujarat, India.
P: 079 2999 9857

E. remus@remuspharma.com | W. www.remuspharma.com
GST NO: 24AAHCR4771P2ZQ | CIN NO: L24232GJ2015PLC084536

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

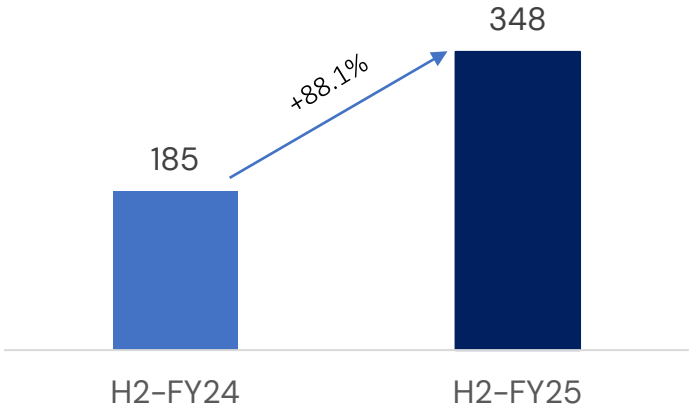
H2 & FY 2024-25

Performance Highlights

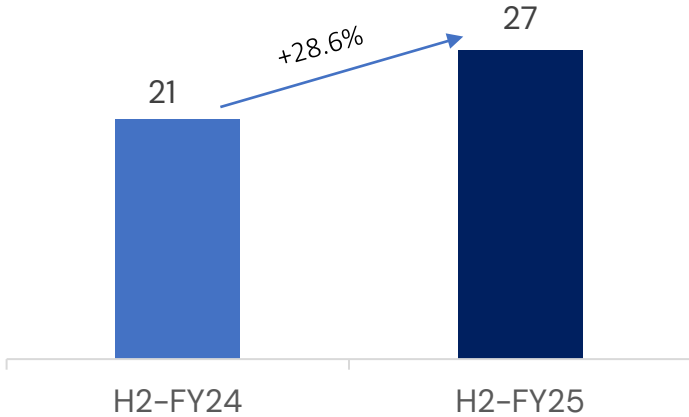
Financial Highlights

Consolidated

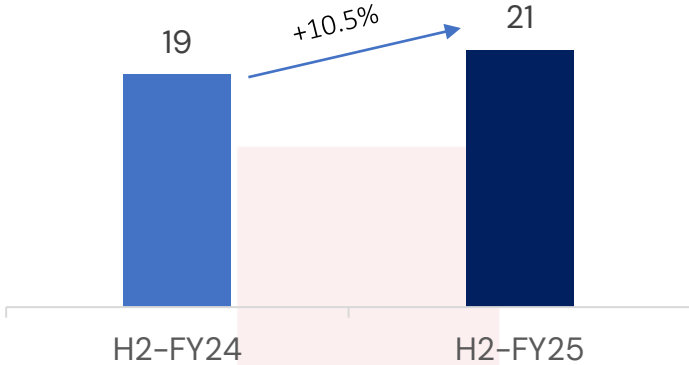
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)

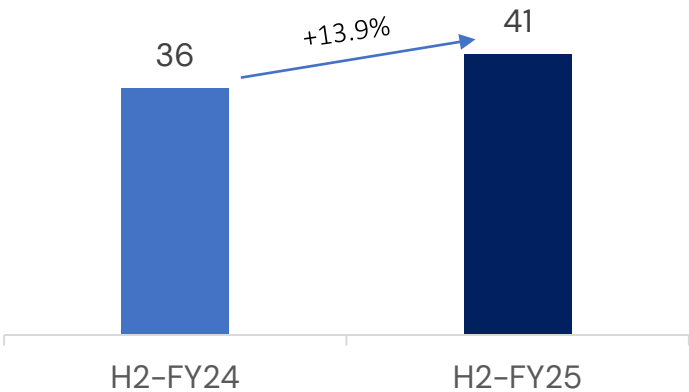


PAT (INR Cr.)

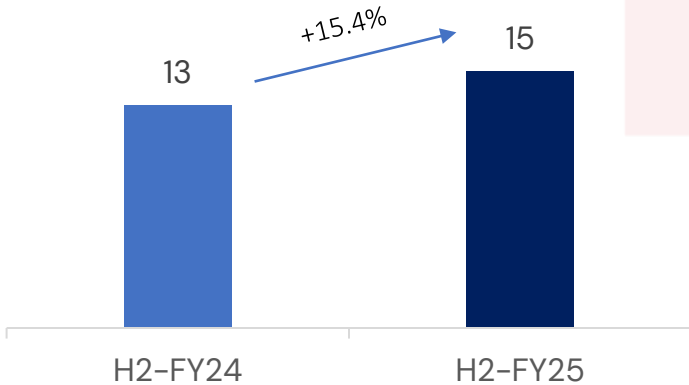


Standalone

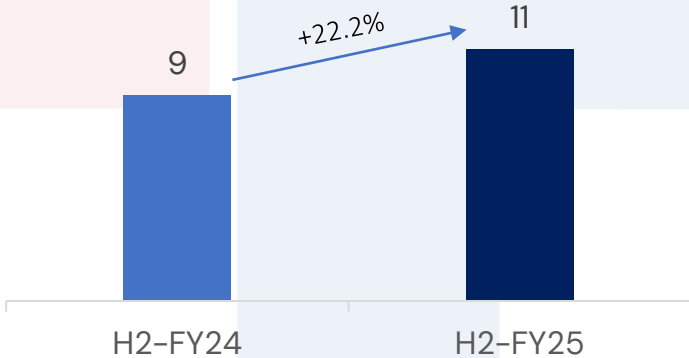
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)



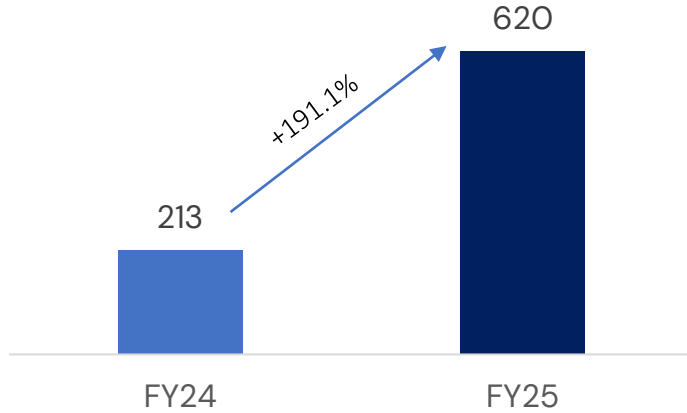
PAT (INR Cr.)



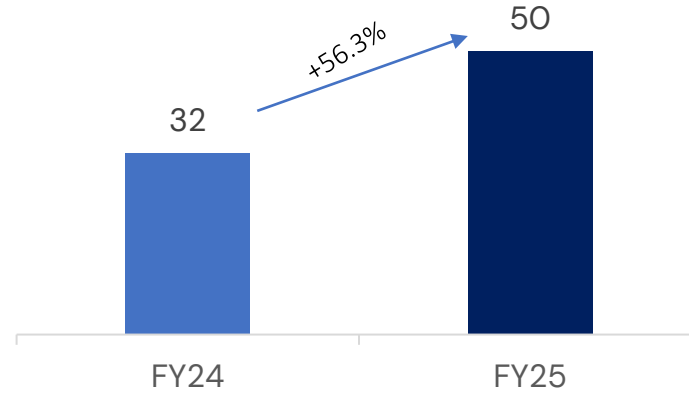
Financial Highlights

Consolidated

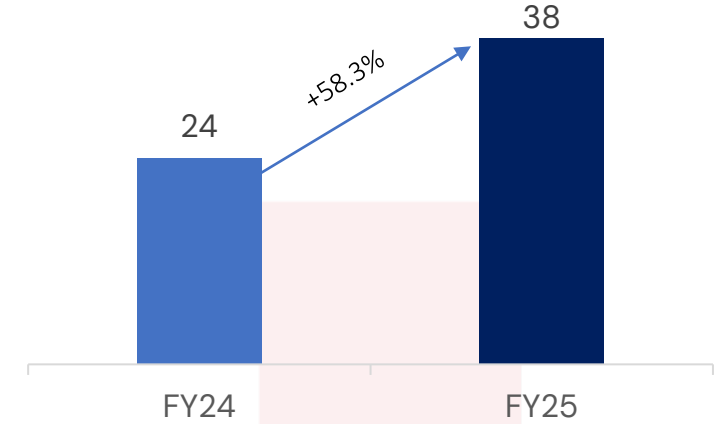
Operational Revenue (INR Cr.)



EBITDA (INR Cr.)

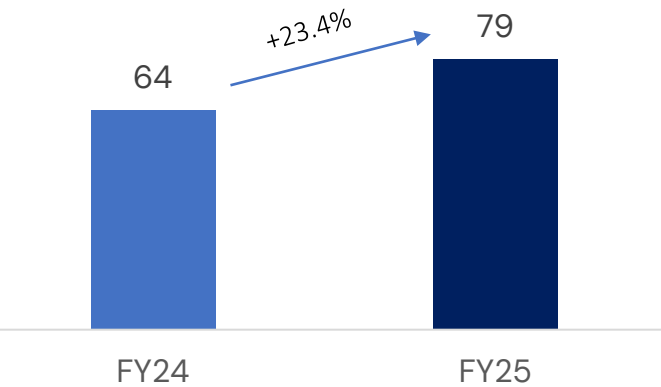


PAT (INR Cr.)

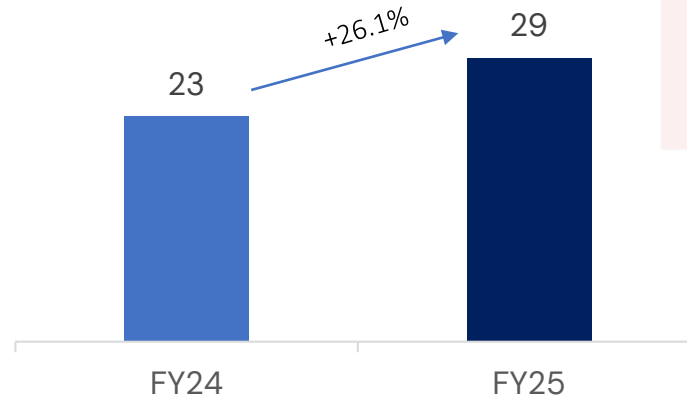


Standalone

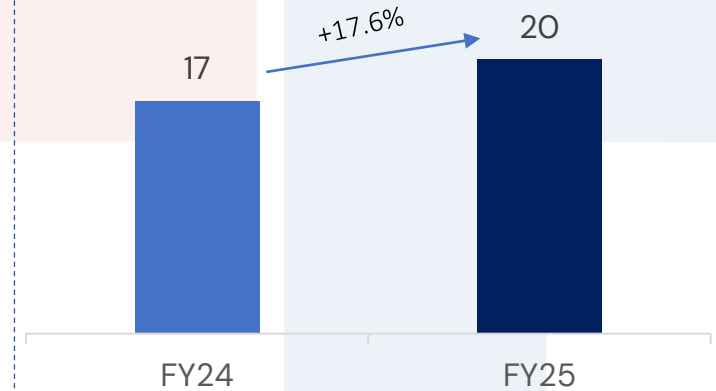
Operational Revenue (INR Cr.)



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.

Event Highlights



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



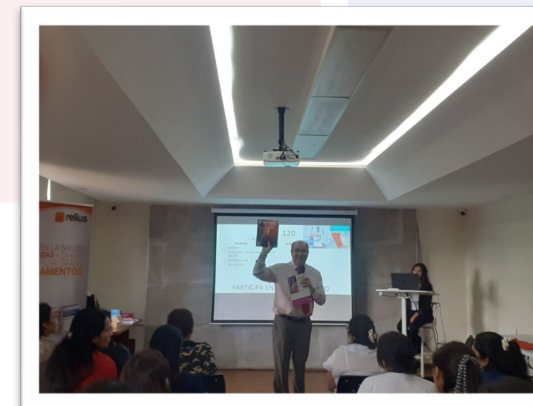
Brand Awareness Conference with 55+ doctors and pharmacy representatives October – 2024



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%

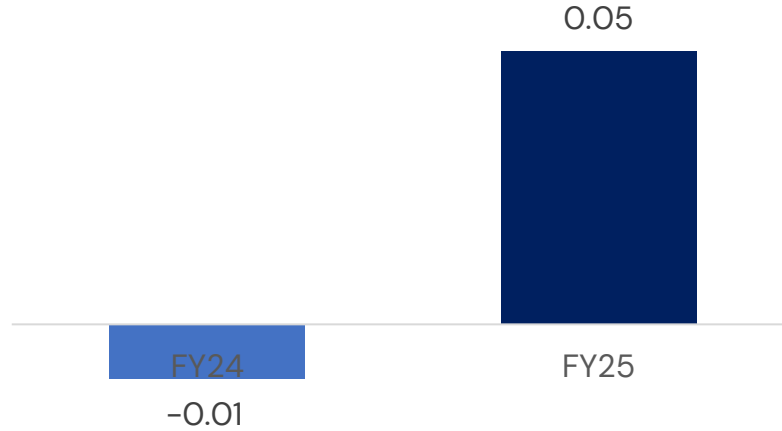
HISTORICAL CONSOLIDATED BALANCE SHEET

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

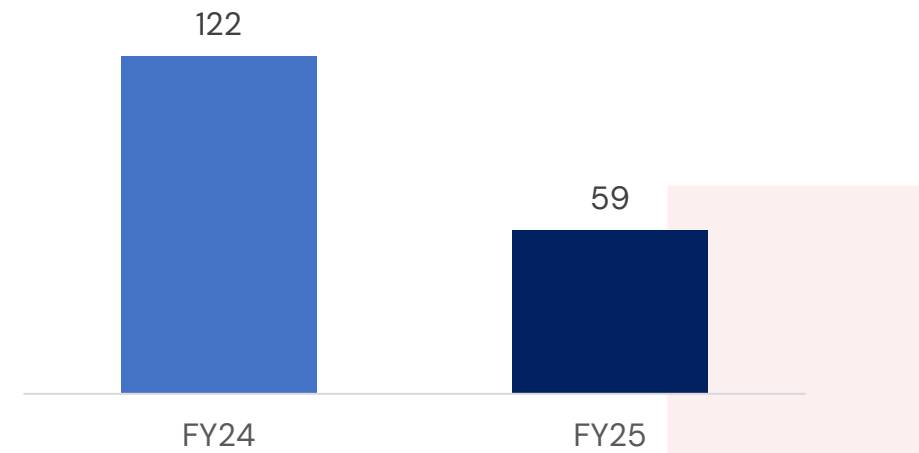
EQUITY & LIABILITIES (INR Cr.)	FY24	FY25
Equity Share Capital	1	6
Reserve and Surplus	156	250
Total Equity	157	256
Minority Interest	18	27
Liabilities		
Non-current liabilities		
a) Long-Term Borrowings	3	3
b) Lease Liabilities	2	2
c) Deferred Tax Liabilities (Net)	11	23
d) Other Long Term Liabilities	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

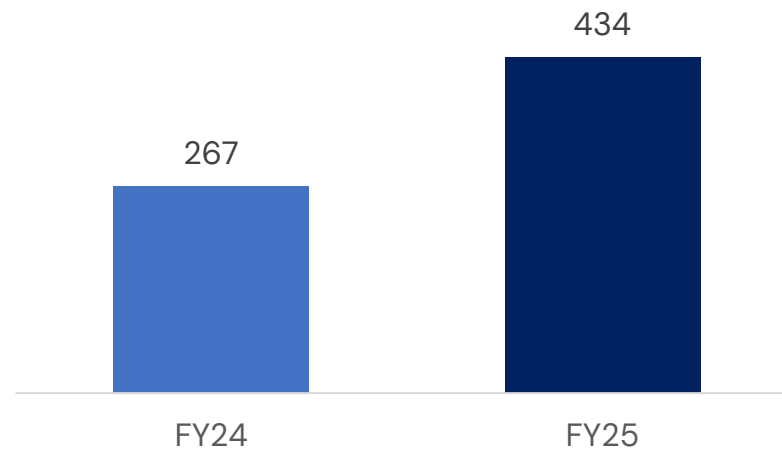
Net Debt to Equity (X)



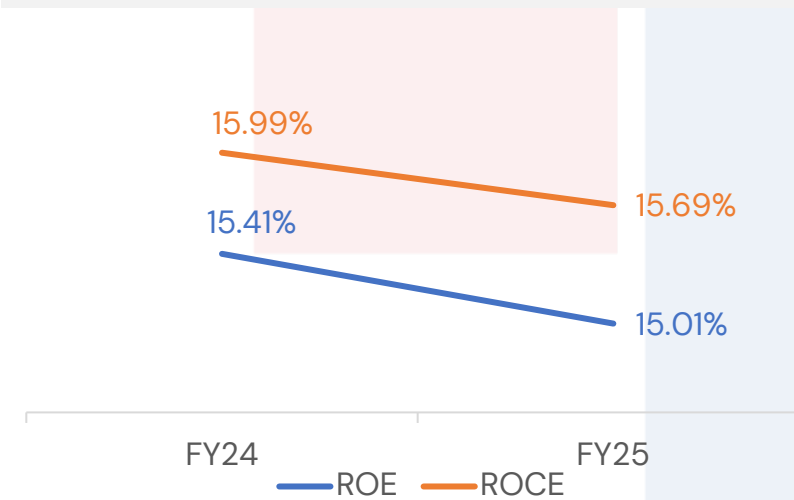
Working Capital Days



Book Value Per share



ROCE (%) & ROE (%)



Note: ROE & ROCE, Calculated on increased Capital base due to IND AS impact

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

2025 & Beyond

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

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



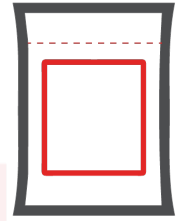
Injections
(liquid & lyophilized,
pre-filled syringes)



Ophthalmic



Liquid Orals



Sachets



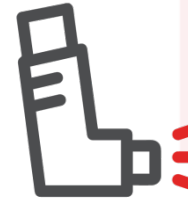
**Soft Gel
Capsules**



**Ointments,
Creams & Gels**



**Powder for
Injections**



**Inhalers
& Sprays**

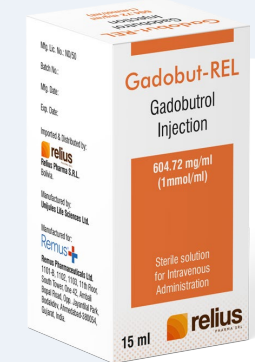
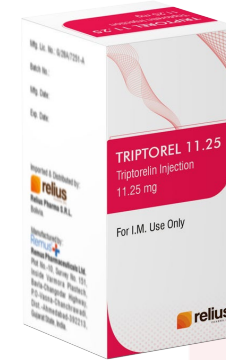


Biosimilars



Oncology

Our Products

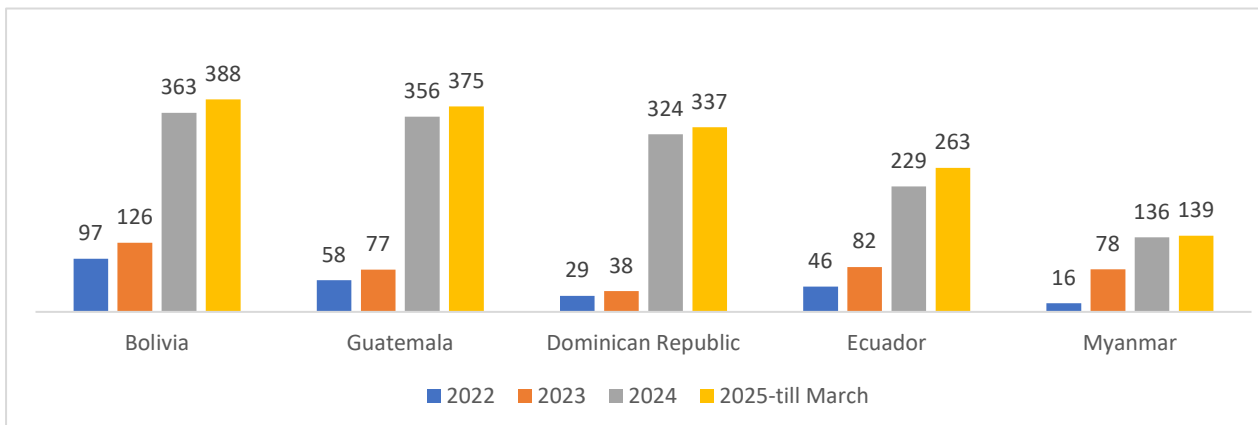


Dosage Form

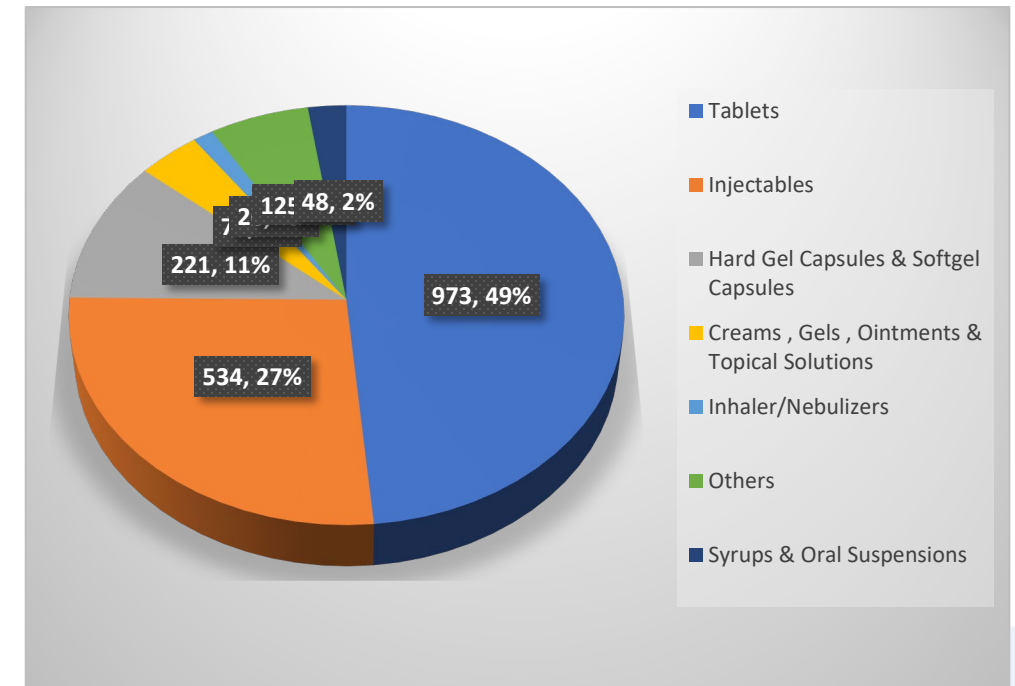
Dosage Form	SKUs* (Mar-25)
Tablets	973
Injectables	534
Hard Gel Capsules & Softgel Capsules	221
Creams , Gels , Ointments & Topical Solutions	78
Inhaler/Nebulizers	26
Others	125
Syrups & Oral Suspensions	48
Total	2,005

*Includes registered, filed and under process of filing

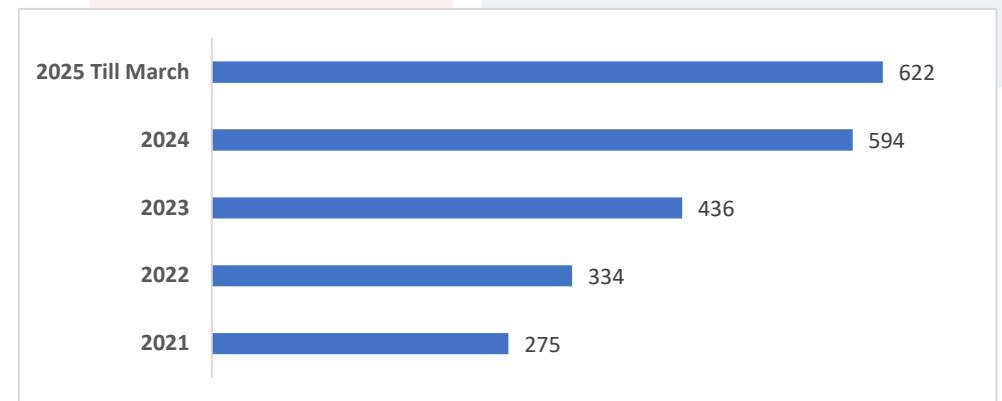
Top countries Growth

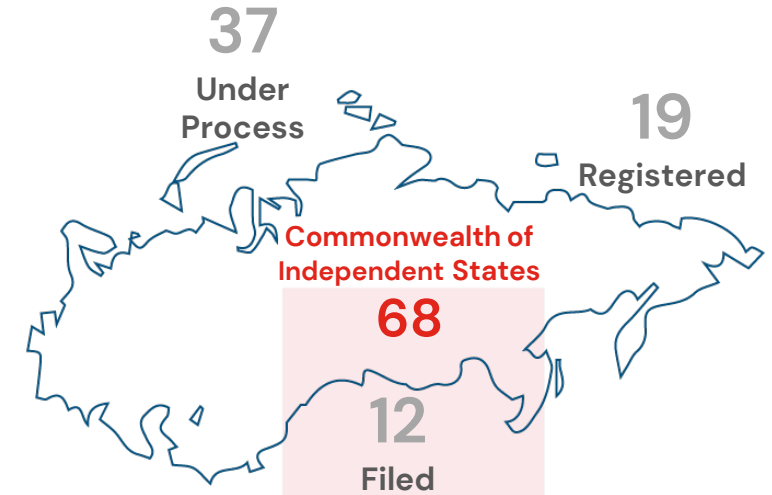


SKUs

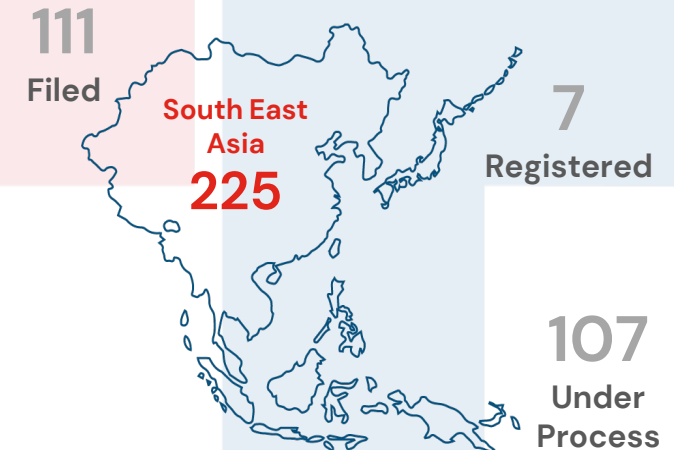
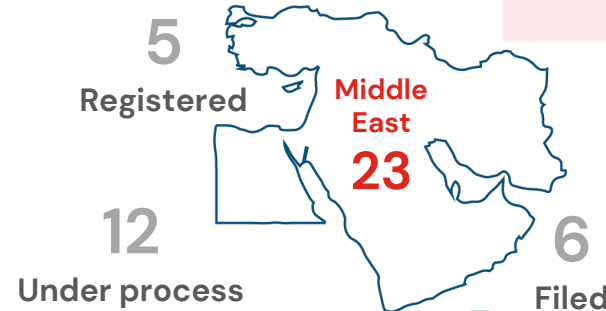


Registered Products





Total 2000+



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

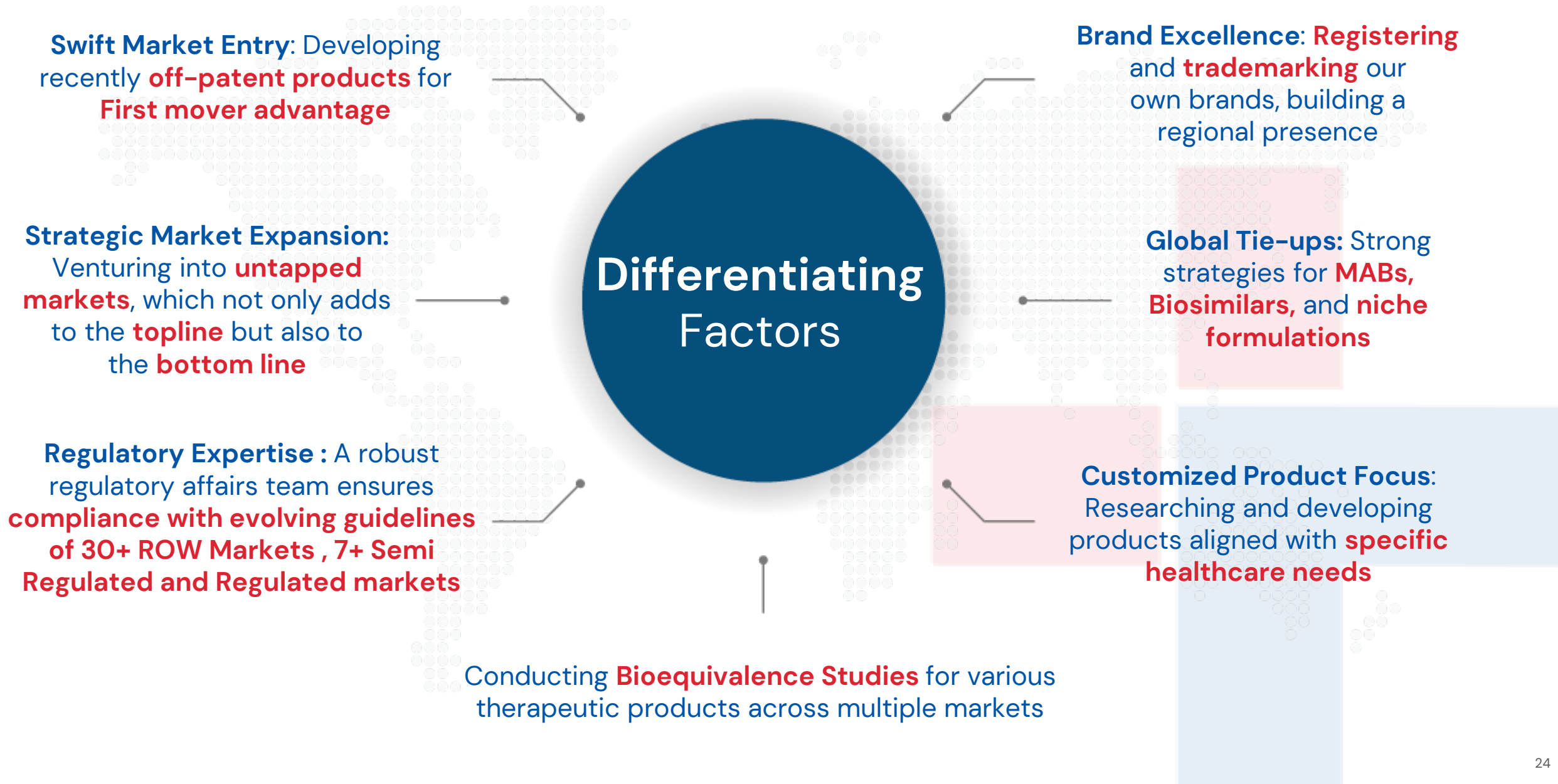
Young professionals driving innovation and complex molecule development to meet global market demands.

Timely & Strategic Assessment

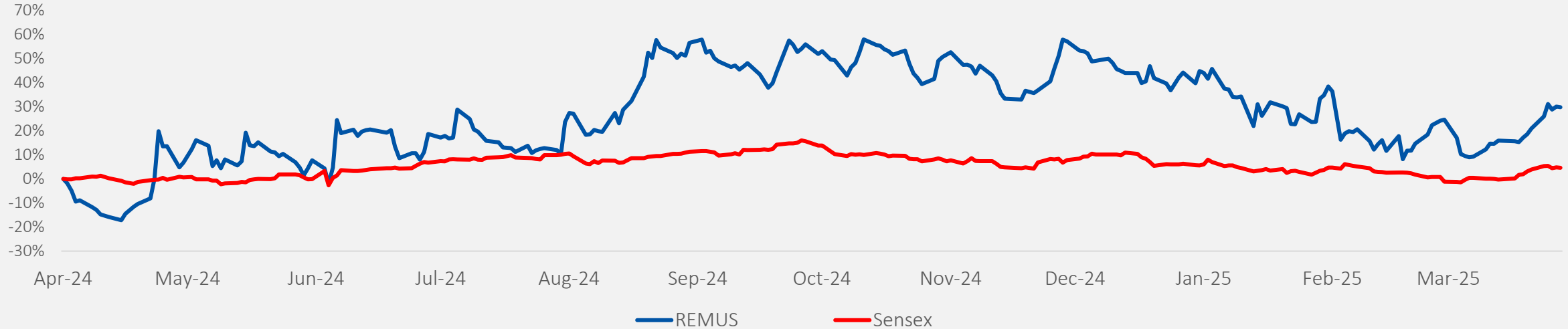
Conducting up-to-date studies to ensure products are market-ready and strategically aligned.

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.



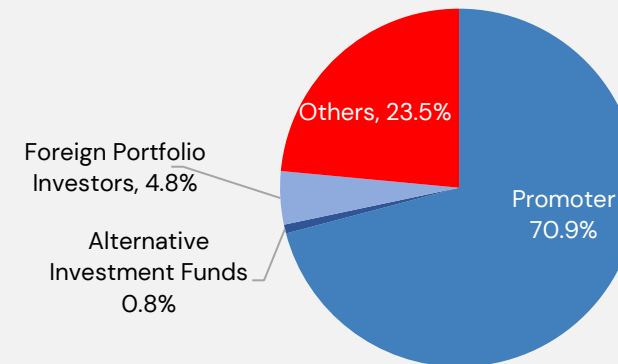
1 YEAR SHARE PRICE MOVEMENT (UP TO 31st March 2025)



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)



Remus Pharmaceuticals Ltd. Disclaimer:

The information contained herein is for general information purposes only and based on estimates and should not be considered as a recommendation that any investor should subscribe / purchase the company shares. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation should not be construed as legal, tax, investment or other advice. This presentation is confidential, being given solely for your information and for your use, and may not be copied, distributed or disseminated, directly or indirectly, in any manner. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Company.

Certain statements in this presentation may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

For further details, please feel free to contact our Investor Relations Representatives:



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-4903 9500
Email: remus@valoremadvisors.com

Registered Office

1101 to 1103, South Tower, One 42,
B/H Ashok Vatika, Nr. Jayantilal Park BRTS,
Ambli –Bopal Road, Ahmedabad,
Gujarat, India, 380054

CIN

L24232GJ2015PLC084536

ISIN

INE005T01011

 **NSE : REMUS**

Thank You