AKUMS
DRUGS & PHARMACEUTICALS LTD.

Plot No. 131 to 133, Block-C, Mangolpuri Ind. Area, Phase-I,
(Adjoining CBSE Office) Delhi - 110083 (INDIA).
+91-11-69041000 CIN: L24239DL2004PLC125888
www.akums.in
akumsho@akums.net
+91-11-27023256

Ref: Akums/Exchange/2026-27/68 November 26, 2026

To,
The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Symbol: AKUMS

To,
The Listing Department
BSE Limited
25th Floor, New Trading Ring,
Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001

Scrip Code: 544222

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor Presentation

Pursuant to Regulation 30 read with Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, a copy of the investor presentation is enclosed herewith for the Investors/Analysts Meetings scheduled to be held on November 26 & 27 of 2026.

A copy of this disclosure is being updated on the website of Akums Drugs and Pharmaceuticals Limited at www.akums.in

This is for your information and records.

Thanking You

Yours Faithfully
For **Akums Drugs and Pharmaceuticals Limited**

Dharamvir Malik
Digitally signed by Dharamvir Malik
Date: 2026.11.26 07:46:15 +05'30'

Dharamvir Malik
Company Secretary & Compliance Officer

Encl: As above



Akums

Investor Presentation

November 2026

Disclaimer

All information contained in this presentation has been prepared solely by Akums Drugs and Pharmaceuticals Limited. Akums Drugs and Pharmaceuticals Limited does not accept any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith.

Akums Drugs and Pharmaceuticals Limited may, from time to time, make written and oral forward-looking statements, in addition to statements contained in the company's filings with BSE Limited (BSE) and National Stock Exchange of India Limited (NSE), and its reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Akums Drugs and Pharmaceuticals Limited.

Managing Directors' Message



Sandeep Jain | Sanjeev Jain

Dear Investors

It gives us immense pleasure connecting with you to update on Akums' journey and our vision forward. It has been 22 years since Akums started its journey and over 2 years since we listed. Over the last two decades, Akums has been at the forefront of augmenting access to quality medicines at affordable prices in India and globally. The trust of more than 1,700 clients has established us as the largest India-focused formulations CDMO, with presence across 60+ dosage forms and 4,000+ formulations. With over 50 billion capacity across 13 operational plants, we are one of the leading global players in terms of scale and diversity of offerings. Since we started this business, our focus has been on providing exceptional client service and becoming a "one stop" solution provider across product development and commercial production.

CDMO vertical, our flagship business, commands over 30% market share in the domestic CDMO market through diverse capabilities and extensive product pipeline. Our volumes have grown over 20% during last 12 months, driven by healthy order book, ramping up of our new facilities and deeper client penetration. Our annual investment in R&D has doubled in the past 5 years and accounts of ~4% of our revenues. With multiple tailwinds in place, we expect CDMO vertical to maintain strong growth in near future as well.

As we prepare ourselves for the 3rd decade of our journey, one of the strategic priorities is to meaningfully expand our geographical footprints. Regulated markets, incl. Europe, Latin America, Russia, Middle East, Australia and Canada are our focus markets for CDMO offerings. Our Plant 1 (oral solids) and Plant 2 (oral liquids) are EUGMP approved. Our Plant 3 (injectables), approved by Brazil ANVISA, and Plant 4 (hormones), approved by Russian regulators, are expected to trigger and receive EUGMP accreditation soon along with our β-Lactam antibiotic facility. This will allow us to serve our global customers with a robust infrastructure of globally accredited facilities across diverse dosage forms and therapeutic capabilities. Our R&D product pipeline for European and other regulated markets is shaping up well with 2 approved, 8 filed and over 30 in pipeline. Our European contract, worth EUR 200 million+, is a testimony to our global CDMO capabilities. In order to diversify our manufacturing base and cater to localization opportunities across high potential, emerging countries, we intend to selectively set up facilities globally. Our manufacturing JV with Govt. of Zambia is a key step in that direction. It would meaningfully open opportunities for us in Zambia and neighboring countries.

Beyond pharma, we are looking to add impetus to our growth journey by tapping into fast growing BPC (Beauty and Personal Care) category with specific focus on nutraceuticals and cosmetics, for the Indian as well as global markets,. Driven by our formulation expertise, supply chain efficiency, manufacturing prowess and strong need for quality CDMO partners, we see this as an exciting opportunity.

Sustainability is core to Akums in whatever we do. We have been awarded EcoVadis Bronze Medal and are on our journey to be among the top global companies focused on environment, labour rights, ethics and sustainability. We remain committed to driving sustainable growth, maintaining market leadership and creating long term shareholder value.

More than Two Decades' Legacy of
Expertise, Experience & Trust

2004 ← **Build** → 2010 ← **Strengthen** → 2021 ← **Accelerate** → 2026











2004

Incorporated in April 2004

Set up **first oral solid dosage plant** in Haridwar

2005-09

Established dedicated manufacturing site for **Oral Liquid Dosage & Sterile products**

Established a **nutraceutical** facility

2010-13

Dedicated facilities for **Hormones, Cosmetics and Dermatology**

Launched **Akumentis to venture into branded formulations**

Started dedicated plant for **β-lactam anti-infectives** and steroids

2014-18

Expanded into **Asian markets**

Established R&D lab in Mumbai **to venture into regulated markets**

Received **US-NSF Certification for Maxcure Nutravedics** facility

2019-21

Acquired Parabolic Drugs to **venture into API**

Set up dedicated facility for **Penems at Kotdwar**

2022-26

Listed on NSE and BSE

Plant 1 & 2 received EU-GMP accreditation

Commercialized **new injectable** and **new OSD** facility

Acquired 2 plants in Cosmetics & nutraceuticals

Largest India-Focused CDMO



Akums has a strategic presence across the pharmaceutical value chain

	Business Verticals	FY26 Revenue
	Contract Development and Manufacturing Organization	80%
	Domestic Branded Formulation	10%
	Active Pharmaceutical Ingredients	4%
	International Branded Formulations	3%
	Trade Generics	2%

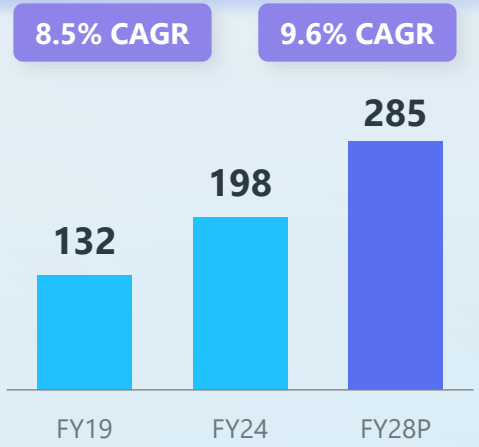
Increasing Outsourcing penetration
Within India as well as Globally





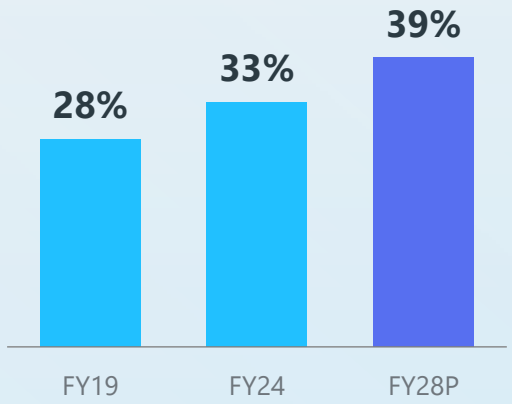


Domestic Pharma Market*



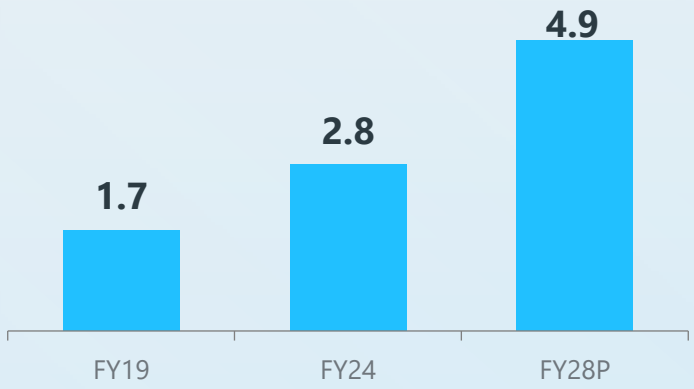
INR '000 crore | FY19–FY28P

Growing Share Of Outsourcing*



Share of pharma manufacturing | FY19–FY28P

Indian Export CDMO Market*



USD Billion | FY19–FY28P

*Source: Frost and Sullivan Report on Indian Pharma CDMO (details in Akums Prospectus)

Global CDMO Market
Multiple Drivers to Accelerate Growth



Portfolio Expansion and Innovation

Outsourcing enables marketing companies to rapidly expand into new products, complex formulations, and innovative dosage forms without heavy investment



"China + 1" and "Europe +1"

Global players adopting "China+1" strategy in APIs and "Europe+1 in formulations" to diversify supply chain – India biggest beneficiary



Increased outsourcing – R&D and manufacturing

Brands gravitating towards asset-light models to focus on core competencies i.e. enhancing doctor outreach and improving patient engagement



Heightened regulatory stringency

Increased regulatory scrutiny and quality issues push companies to rely on CDMOs with proven compliance records to minimize supply disruptions and product recalls



Emergence of organized retail & D2C brands

Organized players like pharmacy chains adopting private labels and penetration of D2C / "digital-first" brands has created growth opportunities for quality CDMOs



Time and cost efficiency

With ever increasing healthcare inflation, there is greater focus on cost reduction - Indian CDMOs offer substantial cost advantages over their global counterparts

The Akums Advantage

Akums has distinctive strengths to succeed in CDMO business Globally



Deep Partner Connect

Deep and long-lasting relationships with 1,700+ clients and 1,600+ suppliers



Extensive Infrastructure

13 CDMO manufacturing facilities catering to 60+ dosage forms and 22,000+ SKUs



Strong R&D Focus

3 R&D centers, 1,000+ DCGI products approvals, 1100 + FSSAI products, 40+ product pipeline for regulated markets



Quality Assurance

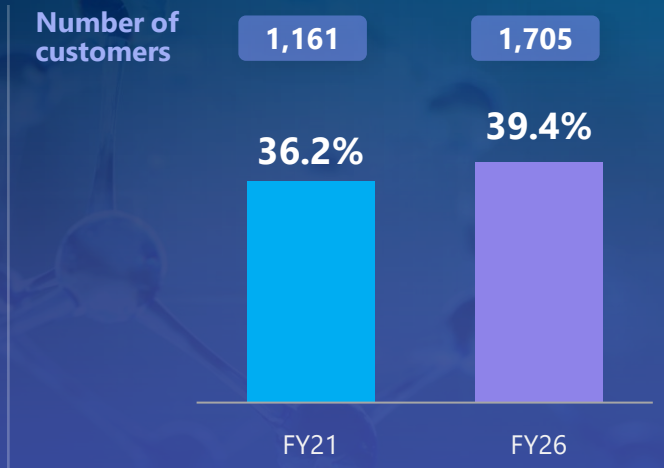
60+ regulatory audits passed successfully (EU-GMP, ANVISA Brazil, MOH Russia, PICS/S Indonesia, US-NSF etc.)

Deep Partner Connect

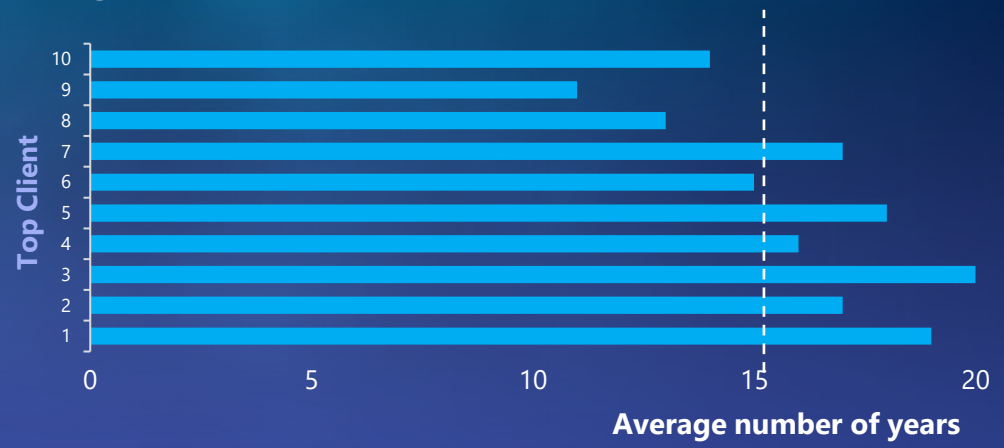
CLIENT CONCENTRATION — TOP 10 CDMO CLIENTS

Optimal concentration of revenue from large customers

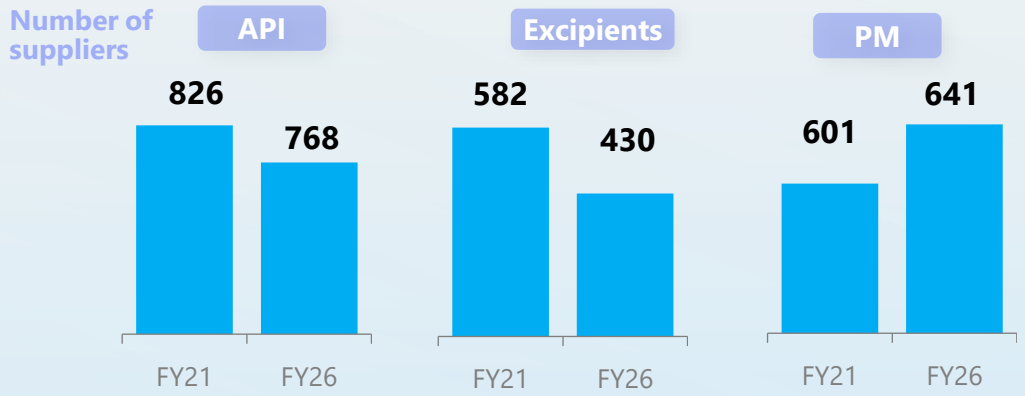
39% FY26 share



Length of Client Relationships

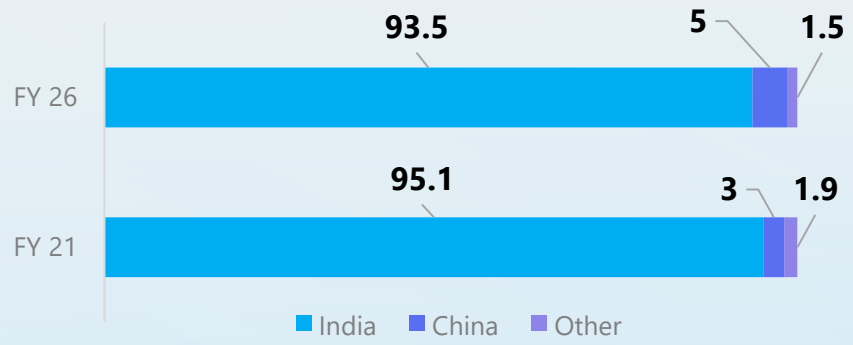


Supplier Diversification



Supplier Base (FY 21 vs FY 26)

Strong local base of suppliers

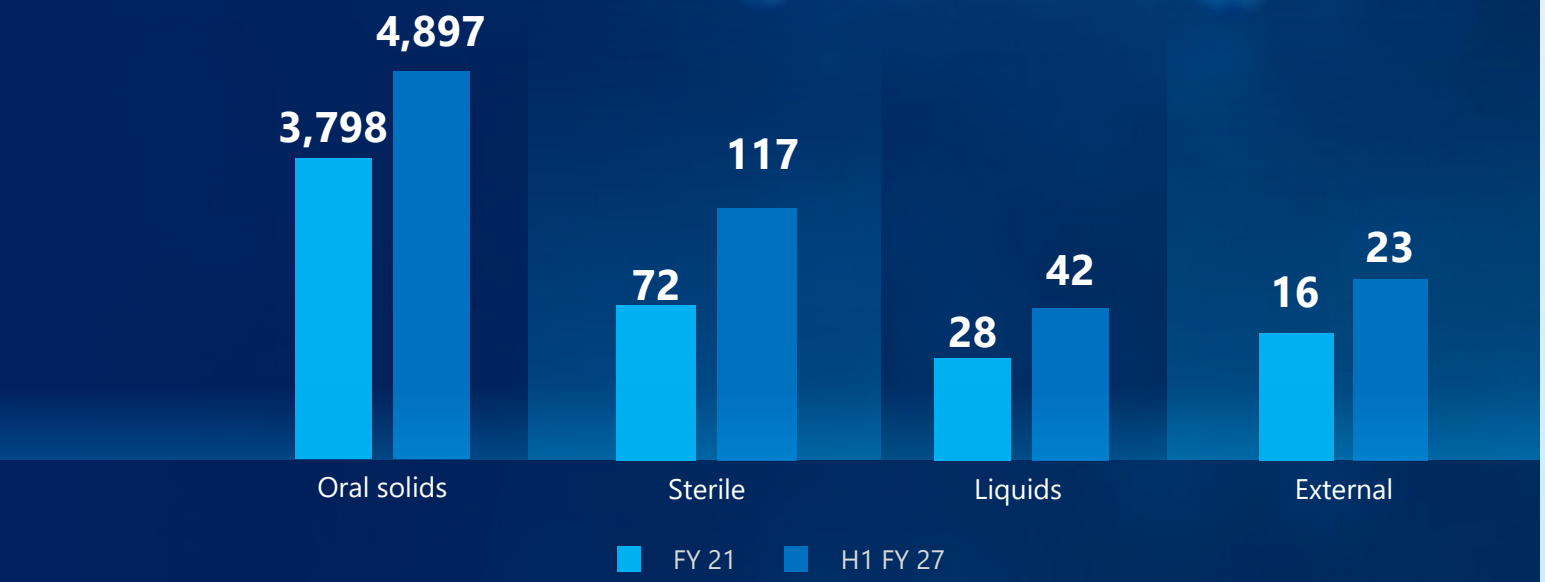


Extensive Infrastructure
Scaled up and Diversified

Dosage form-wise capacity details

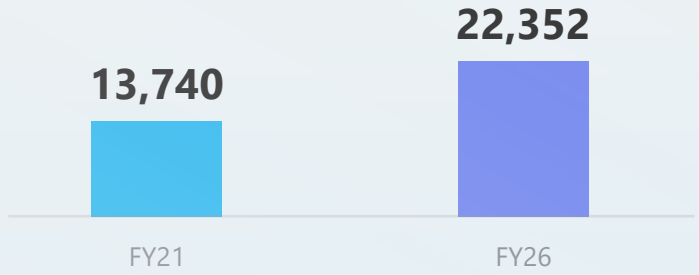
Current no. of Plants	8	6	6	6
Capacity Increase	28.9%	62.4%	49.4%	43.1%

Annual capacity in Cr Units



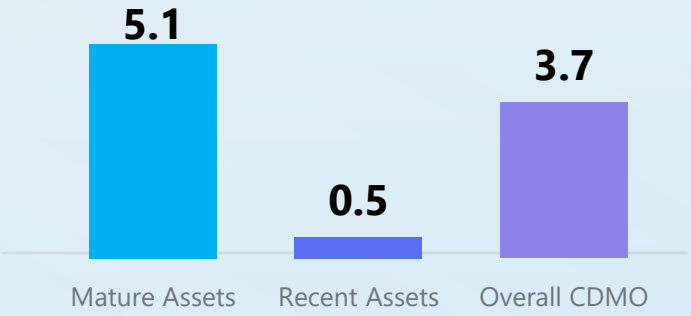
Total number of SKUs

Extensive and growing portfolio



Asset Turns*

Healthy asset turns for mature assets



*Only Include PPE for Operational Asset

Extensive Infrastructure
Globally accredited Facilities

Year	2004	2007	2007	2010	2010	2010	2014	2014	2021	2023	2024	2026	2026	2027
														
Location	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Haridwar	Kotdwar	Baddi	Haridwar	Roorkee	Noida	Baddi
Capacity*	649	15	39	264	6	269	2,635	732	17	392	41	13	7	Upcoming (H2 FY27)
Capability	General	General	General	Hormonal	Cosmetics	Ayurvedic / Nutraceuticals	General	β-lactams & steroids	Penem anti-infective	General	General	Cosmetics/ Nutraceuticals	Cosmetics	General
Dosage Forms	1	2	3	1 3 4	4	1 2	1 2 3 4	1 2 3 4	1 2 3	1 2	3	1 4	4	1

DOSAGE FORM KEY

- 1 Oral solid
- 2 Oral liquid
- 3 Injectable / sterile
- 4 External / topical

Regulatory Accreditations**

EUROPEAN UNION GMP · EFDA · FDA Food and Drug Administration PHILIPPINES · EAEU · ANVISA

* Annual capacity in Cr units

** Received by some or all facilities

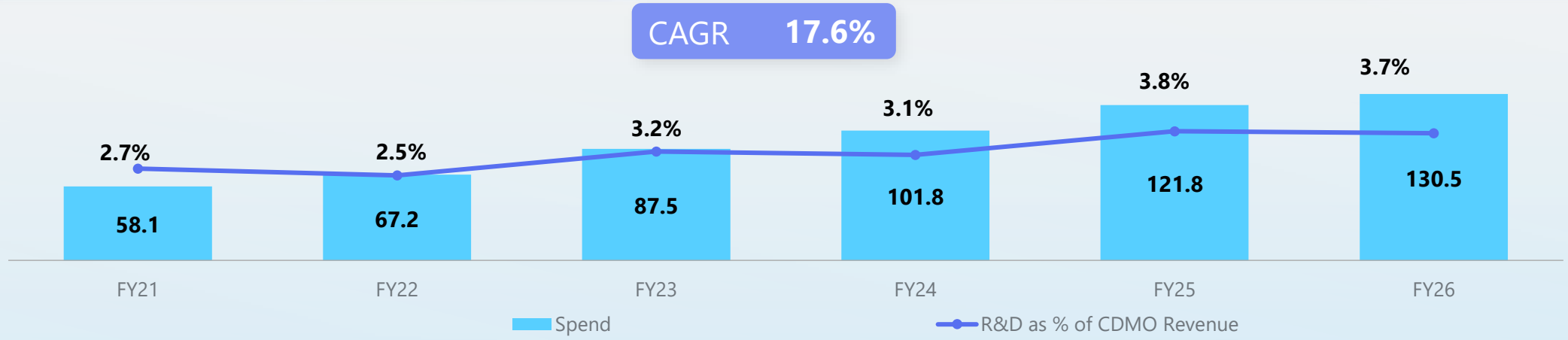
Strong R&D focus

Investing for the Future

3	375	1,070	1,168	40+
R&D Centres*	R&D Scientists	DCGI Product Approvals*	FSSAI Product Approvals*	Regulated market pipeline



R&D Investment (Rs Cr) – More than doubled during the last 5 years



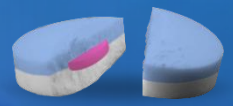
* As on H1FY27

Strong R&D focus
Differentiated Dosage Forms

Our focus on Innovation and Cost Efficiency has resulted in cutting-edge dosage forms designed for patient convenience and efficacy



Tablet
In Tablet



Bi-layered, Sustained Release Tablet in Tablet



Inlay
Tablet



Multiple Tablets in Capsule



Pre-filled syringes



Lyophilized Vials



Smart Tablets



Gummies



Mouth Melting Powders in Sachet



Tri Layered Tablet

Innovative In-house Technologies

FAST ABSOL Technology | with solphilic technology | SAFTALONG Technology | DO.WEL | Spornam TECHNOLOGY | With biophilic Technology | sportine technology | Emulsol TECHNOLOGY

Mizet Technology | With nano Technology | EXCEDERM Technology | Ultramax TECHNOLOGY | EntroSeal Technology | UHVM TECHNOLOGY | Xanlong Technology | PRIBSYS TECHNOLOGY

Aquaject TECHNOLOGY | with e-SOL Technology | evt Technology | S-TAB TECHNOLOGY | Kurafast Technology | DUOKLIK TECHNOLOGY | AQUAderm Technology | SMPR TECHNOLOGY

Quality Assurance

60+

Successful regulatory audits passed (EU-GMP Europe, ANVISA Brazil, MOH Russia, NDA Uganda, WHO-CDSCO, etc.)





2,000+

Dedicated QA/QC professionals

10,000+

Stability studies annually



5,000+

SOPs & protocols

15,000+

Change controls managed per year



78,000+

Batches released annually





100%

Validated equipment and processes

20+Bn

Dosage units manufactured annually under QMS protocols





45,000+

Quality training hours annually for staff GMP compliance

Branded Domestic Formulations



58
IPM **Rank****

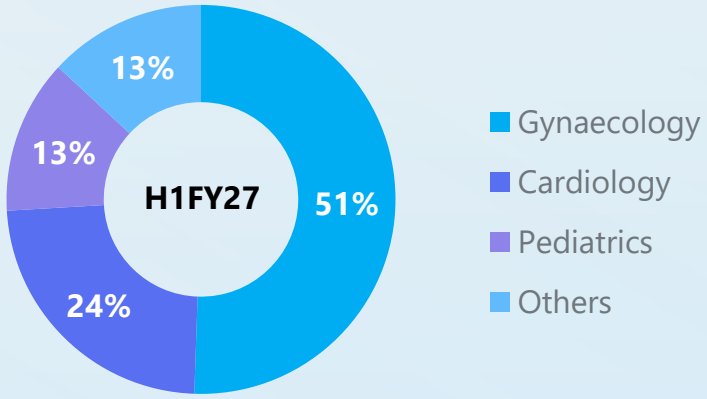
67 %
of Doctors covered by MRs are **Specialists***

66 %
Chronic Sales*#

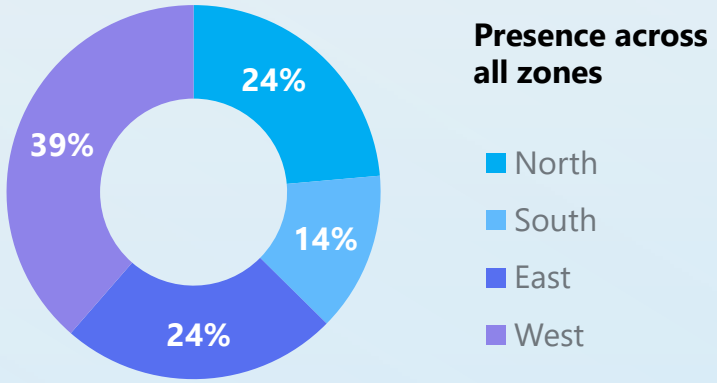
1,600+
Medical Representatives along with 400+ field line managers**

5
Brands above INR 20 Cr. annual sales*

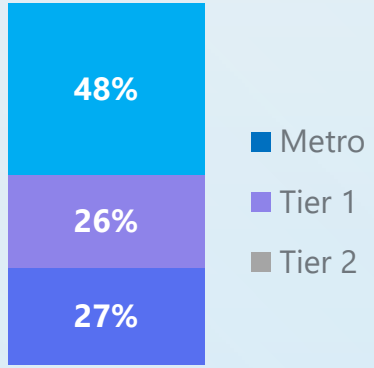
Therapy Mix**



Geographical Split of Revenue - FY 26



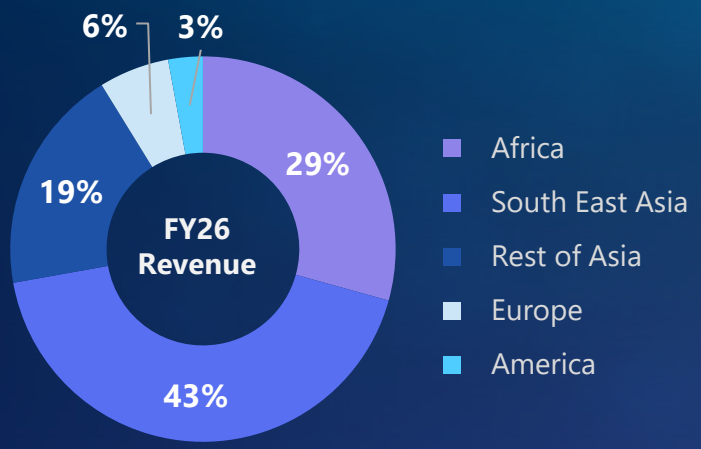
Town class – FY 26



* As on FY26 # Chronic includes sub-chronic ** As on YTD Sep'26

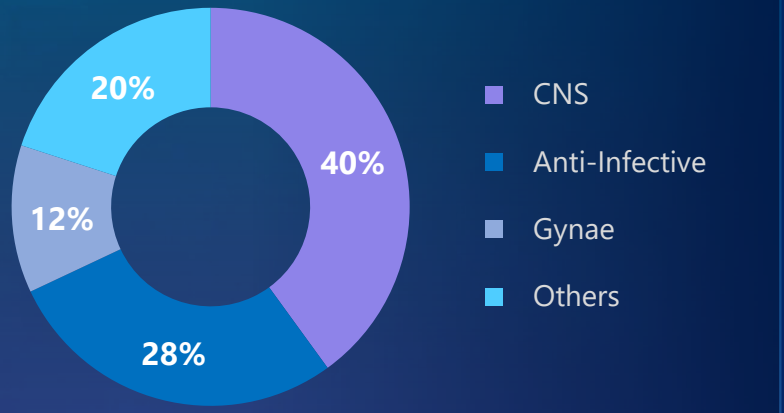
Branded Exports

Focused Presence across 35+countries

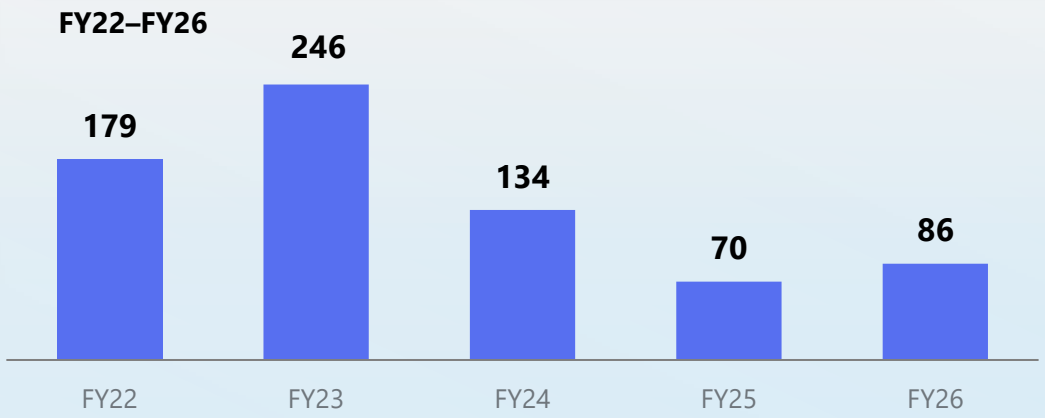


Therapy split (FY26)

Chronic therapies contribute ~1/3rd of revenue



Global Dossier Approvals



Country-wise Field Force

Country	Total Field force
Uganda	21
Kenya	15
Sri Lanka	16
Nigeria	11
Others	17
Total	**80**

Key Growth Drivers
Four Strategic Pillars

01 DOMESTIC

Domestic CDMO

1. **Spare capacity in mature plants** – can be further enhanced through de-bottlenecking initiatives.
2. **New capex yet to fully ramp up** – client audits and product approvals to improve utilization.
3. **Upcoming capex at Baddi** – adds capacity for the next leg of growth.



KEY CAPACITY LEVERS
Utilization & Baddi 2

02 EUROPEAN CDMO & EXPORTS

International CDMO

Multi-year European CDMO contract enhances growth visibility: supplies expected from FY28 with commitments till 2032.

Exports across Europe and regulated markets to accelerate growth; plan for ~5 EU GMP certified plants by FY28, 2 products approved and over a robust pipeline in place

EU GMP CERTIFIED BY FY28
~5 Plants

03 International Operations

International Manufacturing

Annual supplies and manufacturing plant in Zambia to aid global expansion. USD 25 million per year supply commitments for FY28 and FY29. Zambia plant to commence operations during FY30.

Focus on localization of manufacturing operations in selected high growth, emerging markets



PLANT OPERATIONS
FY29

04 BEYOND PHARMA

Nutraceuticals and Cosmetics

Akums' existing play in nutraceuticals and cosmetics through dedicated facilities

Strong outlook driven by growing demand and Akums' formulation and manufacturing expertise

Global opportunities across nutraceuticals and cosmetics



ORIFLAME PLANTS ACQUIRED
2 Plants

Regulated Market Expansion – Europe and Beyond

Robust Pipeline and Diversified Infrastructure

2

EUGMP – approved plants





APPROVED DOSAGE FORMS

- Hard gelatin capsules
- Soft gelatin capsules
- Tablets
- Powder (sachet)
- Syrups/drops
- Suspension
- Medicinal jellies

PLANNED AUDITS

Expand regulated market capabilities across multiple dosage formas

Injectables

Sterile lines spanning ampoules, vials, FFS, eye drops and nasal. Plant under EUGMP renewal. Already approved by Brazil ANVISA

Hormonals

Offering across sterile, oral and topical dosage forms. Already approved by Russian MOH

Beta-lactams

Cephalosporin and penicillin capabilities across sterile and oral forms.

Regulated market product pipeline

Dosage Form	Approved	Filed	R&D
General Solids / liquids	2	4	10
Sterile (Injectables / eye drops)	-	1	9
Hormonal	-	2	3
Beta-lactams	-	-	7
Others (Steroids, nasal spray etc.)	-	1	2
Total	**2**	**8**	**31**

European Contract – Establishing Akums as a reliable supplier for European market



Contract Snapshot

€200 Mn+

Cumulative value to be delivered across 5 years

€100 Mn

Part consideration received

Execution Milestones

Dec ’24	Apr ’25	Sep ’25	Oct ’25	Q4 FY26	Q4 FY27	FY28
Signed	Consideration received	Tech transfer completed	Plant 2 audit completed	EU-GMP approval received	Dossier approvals expected	Commercial supply commences

Zambian Partnership – Gateway to serve growing African market



Strategic intent

- Zambia's pharma market is around USD 200 million*; expected to grow above USD 300 million by 2030
- Close to 85% of essential medicines are imported with limited local manufacturing
- Strong potential for exports to neighboring SADC nations with population of over 400 million

Partnership Details

- Akums to set up a Joint Venture with Govt. of Zambia
- Akums to hold 51% while 49% will be held by Zambian Govt
- JV to set up a manufacturing facility to localize production of pharmaceuticals across multiple dosage forms
- Akums to also receive USD 25 million order for 2 years each to be supplied from India

Oct'24	Aug'25	Oct'25	FY27-28	FY28-29	FY29-30
MoU signed with GRZ	Framework Agreement signed with GRZ	JV formed and Ground breaking ceremony of the manufacturing plant	USD 25 million worth procurement, supplies to begin in Q4 FY26-27	USD 25 million worth procurement	Operationalization of the manufacturing plant in Zambia

Nutraceuticals and Cosmetics – avenues for growth acceleration

Market dynamics: growth drivers

Nutraceuticals 10–11% CAGR

- Shift to preventive healthcare as lifestyle diseases (diabetes, obesity, heart) rise
- Rising health awareness and incomes, plus an ageing population seeking joint, cognitive and immunity support
- Strong pull for natural, Ayurvedic & herbal ingredients
- E-commerce / D2C reach and a supportive FSSAI regulatory framework



Beauty & personal care (BPC) ~12% CAGR

- BPC Market to ~2x at USD 40 Bn by 2030 from USD 23bn market (FY25)
- ~155 Mn households earning >INR 8 lakh p.a. by 2030; female workforce participation heading to ~50%
- Gen Z / Alpha demand for ingredient-led, clean and sustainable products
- 850 Mn+ social media users and influencers drive discovery; e-commerce to be 34–38% of spend



Akums right to win

1 Recent growth

Nutraceuticals and Cosmetics have grown well organically by adding marque clients and expanding product basket

2 Inorganic impetus

2 plants acquired from Oriflame adds manufacturing capabilities and accelerates growth

3 Growth capex

New planned investment in plant and R&D portfolio to support the growing demand

Akums capabilities

4 Dedicated plants

3 Bn Units annual capacity

Source: IMARC, TechSci Research, Grand View Research (nutraceuticals), Redseer (beauty & personal care)

Board of Directors

Executive Board members



Sanjeev Jain
Managing Director

Co-founder and promoter

Extensive experience in Indian CDMO pharma industry



Sandeep Jain
Managing Director

Co-founder and promoter

Extensive experience in establishing and running large scale pharma manufacturing operations

B.Com from University of Delhi



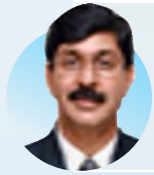
Sanjay Sinha
Whole Time Director

Over 4 decades of experience in formulation operations

Previously with IPCA as President, Operations (Formulations)

B.Pharma and M.Pharma

Independent and Non-Executive Board members



Kewal Kundanlal Handa
Independent Director

Served as director of Pfizer India

Appointed as Chairman of Union Bank of India

Director with Borosil and Borosil Scientific



Satwinder Singh
Independent Director

Past chairman of Expert Group on Secretarial Standards and Secretarial Standards Committee

Past Chairman of NCLT/NCLAT Taskforce



Matangi Gowrishankar
Independent Director

Previously associated with BP India, Cummins India and International Computers India

Director with Cyient, IDFC First, Gabriel India



Anil Amin
Independent Director

Previously associated with Pfizer & Viatris

Master's degree in Technology Management fom New Jersey



Sunil Kumar Thakur
Non-Executive Director

Partner at Quadria Capital and co-founder of Healthquad Capital

Over 2 decades in private equity and investment banking



ESG – Focus on sustainability

31% of total energy is sourced from **renewables**

100% workforce trained on **Health and Safety**

4,325 **women**, representing **24%** of the total workforce of 18,010



EcoVadis Bronze Certification - 2026



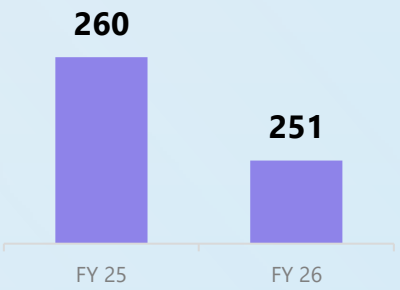
Water management CII - 2026

ISO 45001 : 2018
CERTIFIED
Occupational Health, Safety Management System

ISO 45001 CERTIFCATION

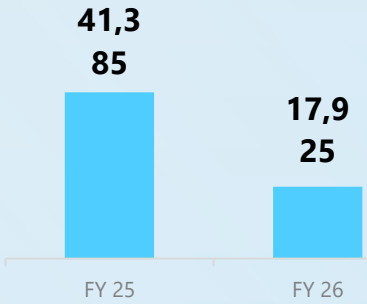
Water Consumption*

Reduction **6%**



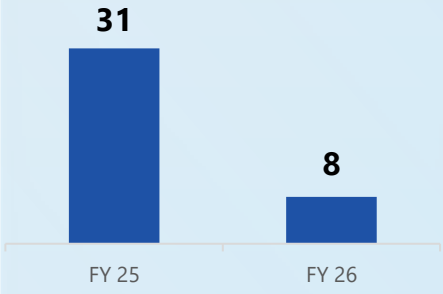
Scope 1 Emissions*

Reduction **57%**



SOx Emissions*

Reduction **76%**



*Source: Akums Annual report FY26

Q2/H1 FY 27

Financial Performance Highlights



Consolidated Annual Performance Highlights

FY 2025-26

4,359 Cr
Revenue
(+5.8% YoY)

522 Cr
12.0 %
EBITDA
(+13.3% YoY)

256 Cr
5.7 %
PAT
(-25.4% YoY)

H1 FY2026-27

2,509 Cr
Revenue
(+22.9% YoY)

369 Cr
14.7%
EBITDA
(+65.3% YoY)

216 Cr
8.4%
PAT
(+100.7% YoY)

1,400 Cr+
Cumulative capex in past 5 years

550 Cr+
Cumulative R&D spend in past 5 years

1,600 Cr+*
Cash and Cash Equivalents

+363 bps
EBITDA Margin expansion from FY 22 to H1 FY 27

3.7x
Fixed Asset Turnover

19.4%*
RoCE

12.2%*
ROE

69.2%*
OCF/EBITDA



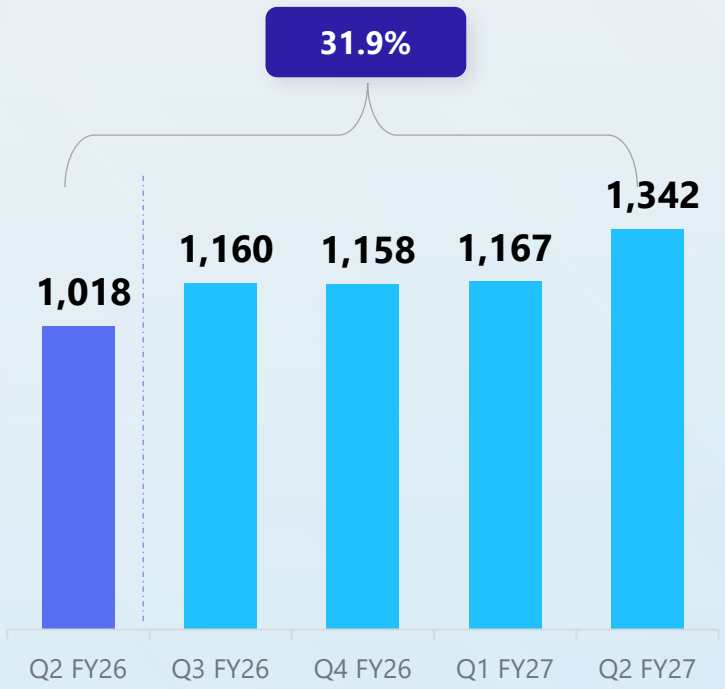
*H1 FY 27

Profit & Loss Statement

Particulars (Rs Cr)	Q2 FY27	Q2 FY26	Y-O-Y (%)	Q1 FY27	Q-O-Q (%)	H1 FY 27	H1 FY 26	Y-O-Y (%)	FY26
Revenue	1,342	1,018	31.9%	1,167	15.1%	2,509	2,042	22.9%	4,359
COGS	767	593	29.4%	645	18.8%	1,412	1,174	20.2%	2,514
GP Margin %	42.9%	41.8%		44.7%		43.7%	42.5%		42.3%
Employee Expenses	224	189	18.5%	201	11.3%	426	365	16.5%	754
Other Expenses	157	141	10.9%	145	8.0%	302	278	8.5%	570
EBITDA	195	94	106.1%	175	11.5%	369	223	65.3%	522
EBITDA Margin %	14.5%	9.3%		15.0%		14.7%	10.9%		12.0%
Finance Cost	26	23	10.2%	25	3.7%	50	46	8.6%	94
Depreciation & Amort.	43	38	14.1%	41	5.2%	84	75	12.7%	155
Exceptional Expenses	-	-	-	-	-	-	-	-	20
Other Income	29	32	(10.7)%	30	(4.9)%	59	59	0.3%	129
Profit Before Tax	155	66	135.6%	139	11.1%	294	161	82.2%	382
Tax	40	23	74.9%	38	5.0%	78	54	45.4%	126
PAT	115	43	168.3%	101	13.5%	216	107	100.7%	256
PAT Margin %	8.4%	4.1%		8.4%		8.4%	5.1%		5.7%
EPS	7.37	2.66	176.7%	6.53	12.8%	13.90	6.81	104.1%	16.67

Quarterly Performance Trends

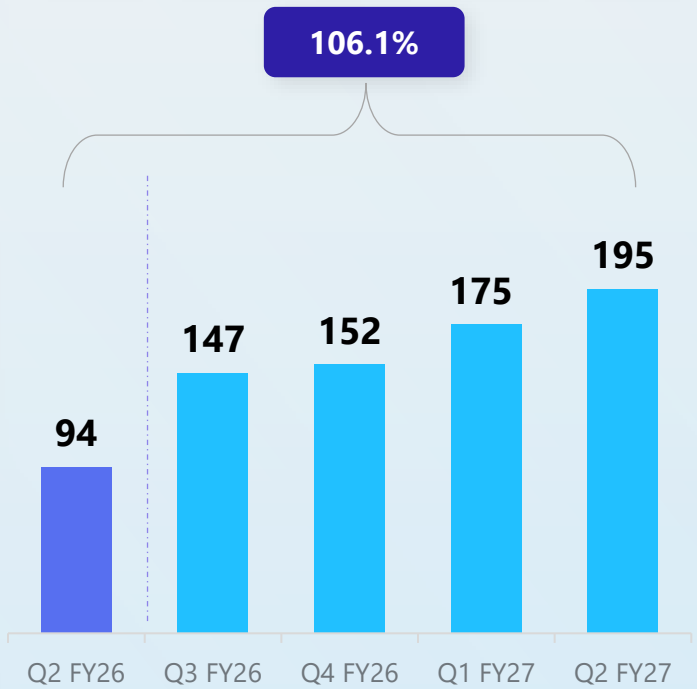
Revenue (INR Cr)



EBITDA (INR Cr)

Margin %

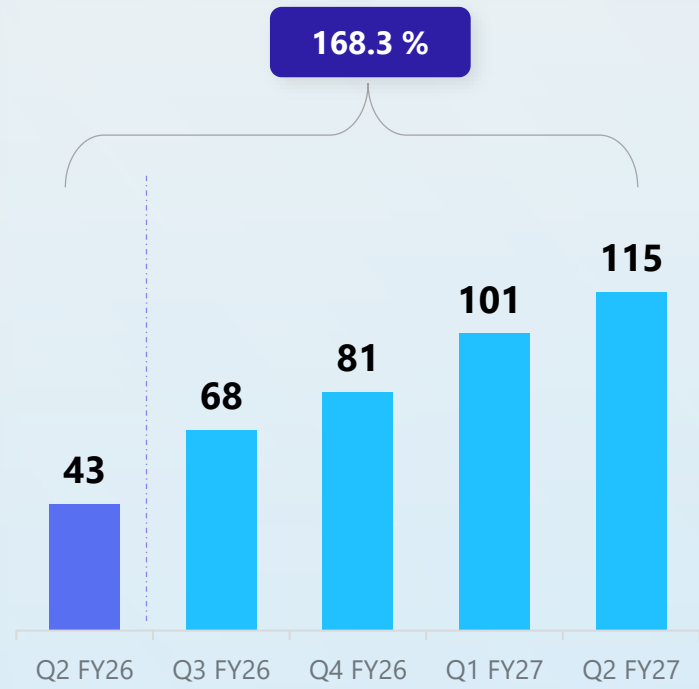
9.3%	12.7%	13.1%	15.0%	14.5%



PAT (INR Cr)

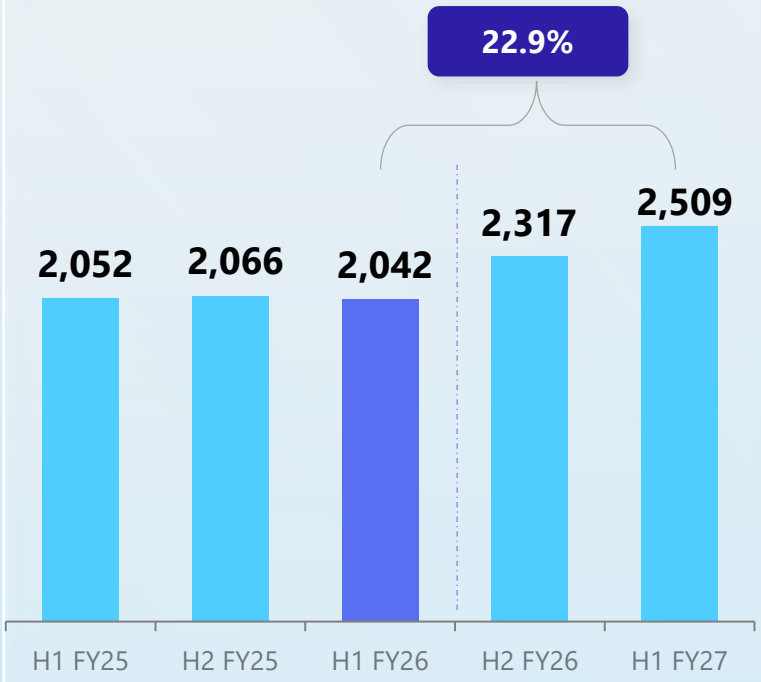
Margin %

4.1%	5.7%	6.8%	8.4%	8.4%

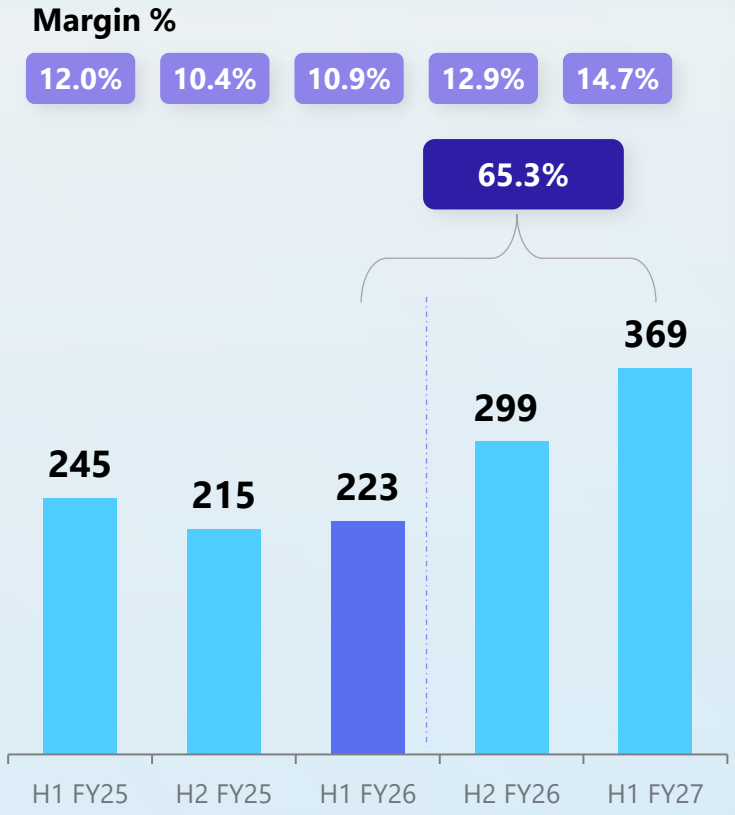


Half-Yearly
Performance Trends

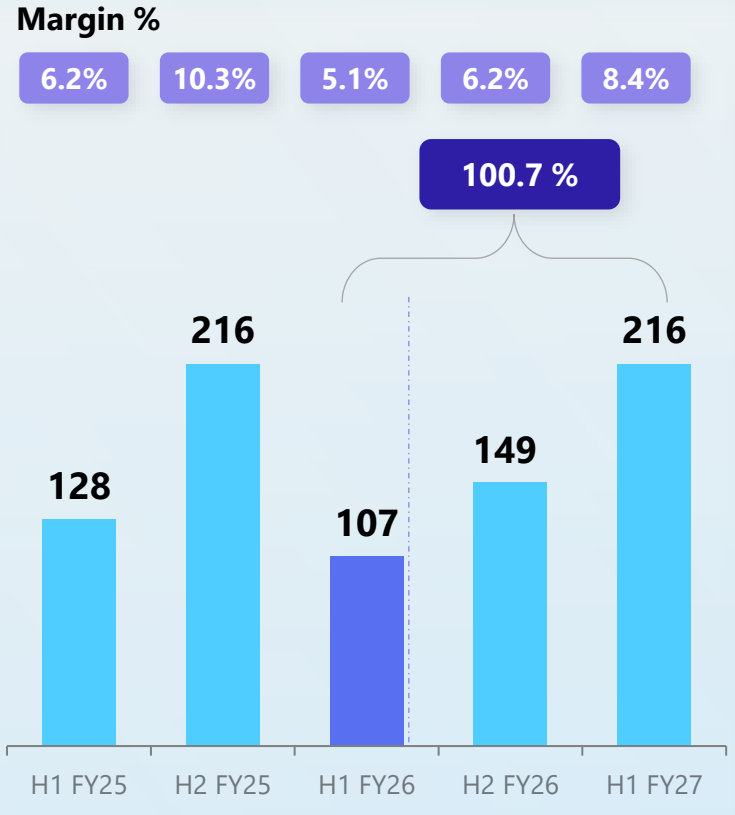
Revenue (INR Cr)



EBITDA (INR Cr)

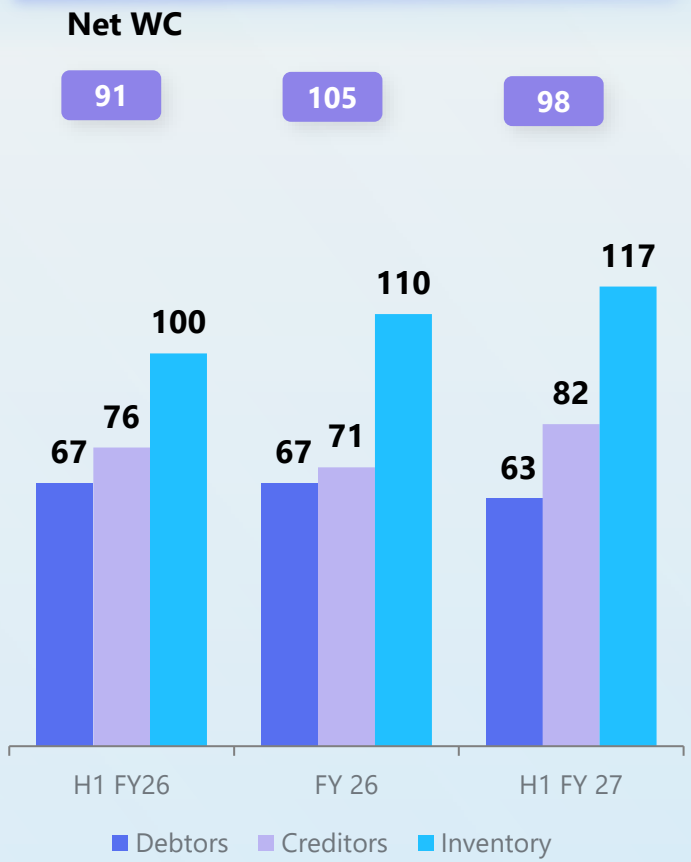


PAT (INR Cr)

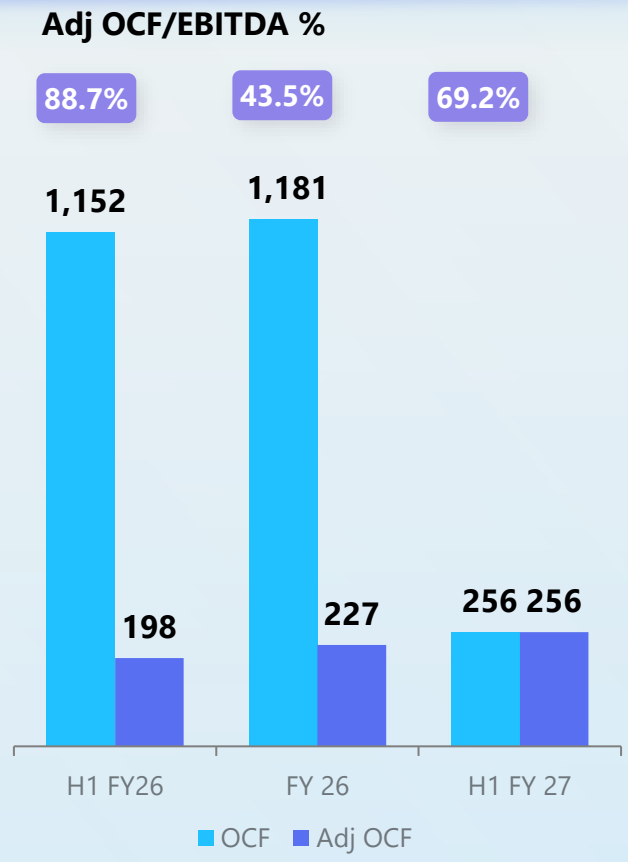


Half-Yearly
Performance Highlights

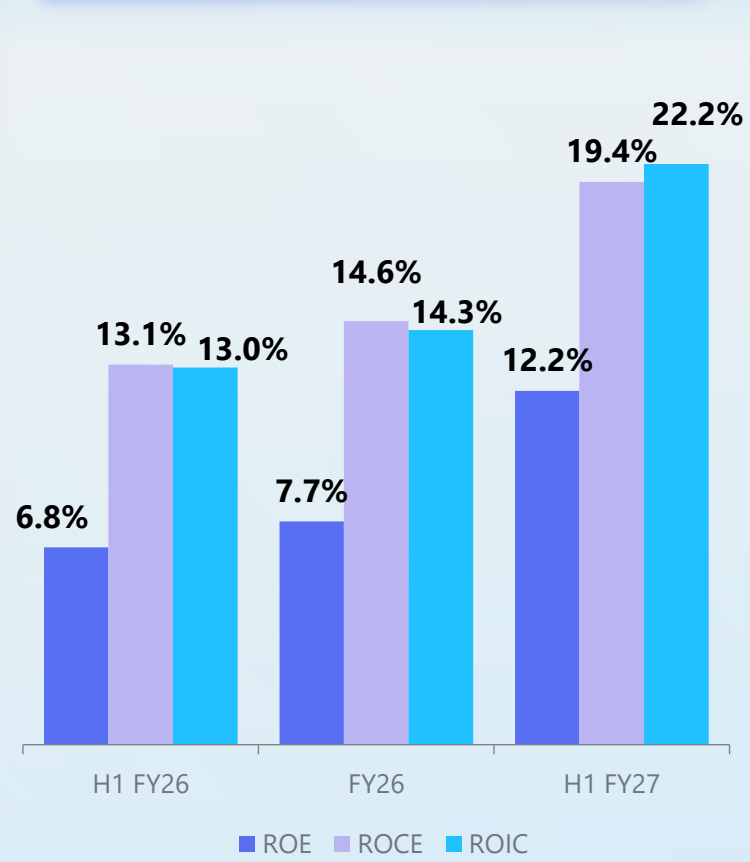
Working Capital Days



Operating Cash Flow (INR Cr)*



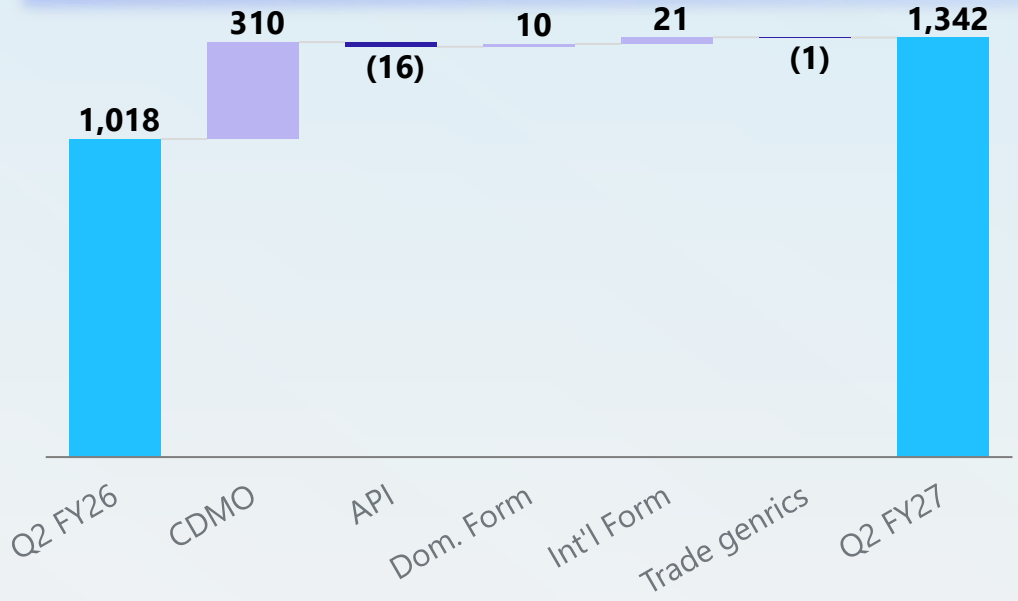
Return Ratios*



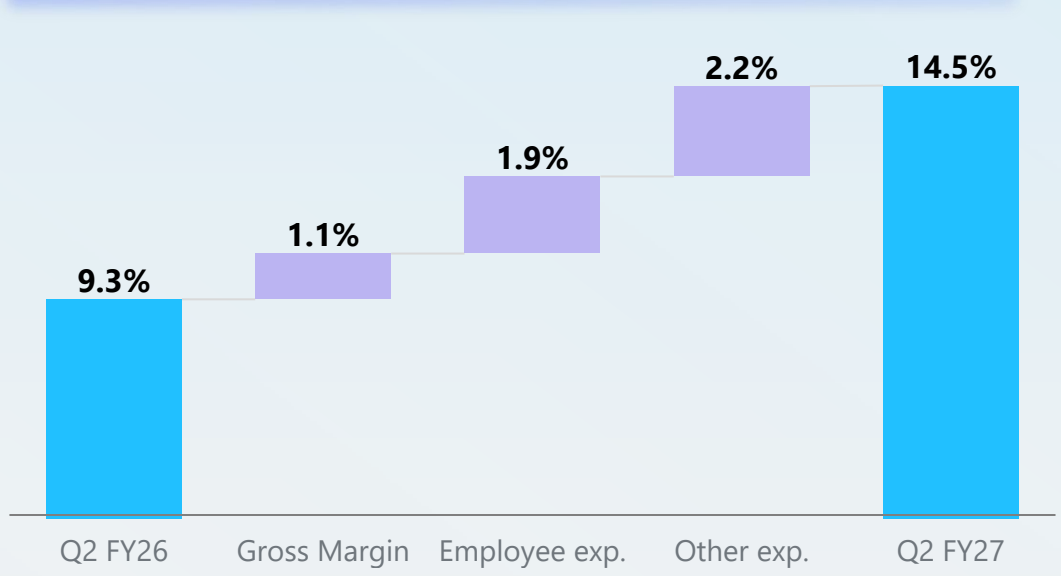
* Half-yearly figures are annualized; #Adj OCF/EBITDA (including other income) for FY 26 was 34.9%

Quarterly
Revenue and Margin Deep Dive

Revenue (INR Cr)



EBITDA %



Revenue growth driven by CDMO

International branded formulation showed healthy growth on low base

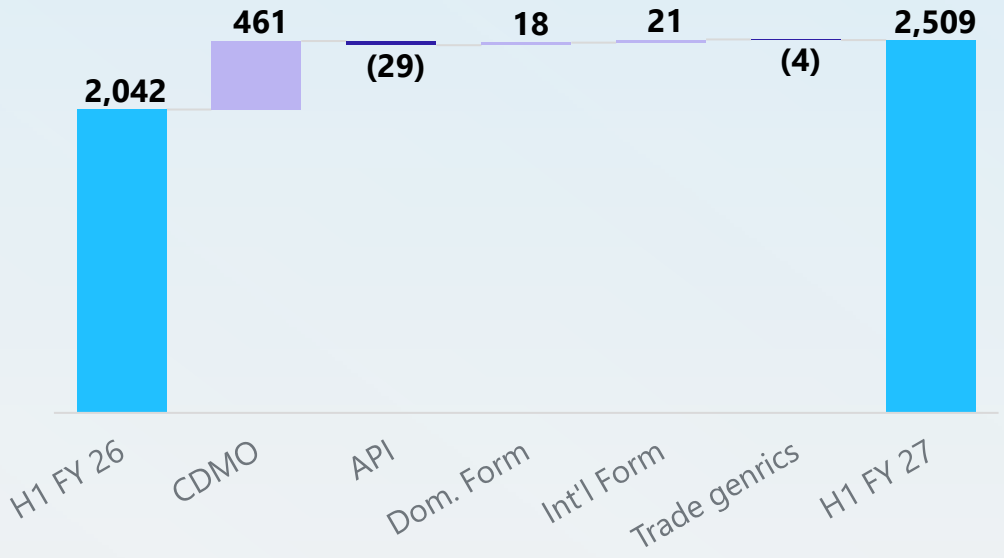
Reduction in API and Trade generics sales to minimize losses

Employee and other expenses optimized due to operating leverage

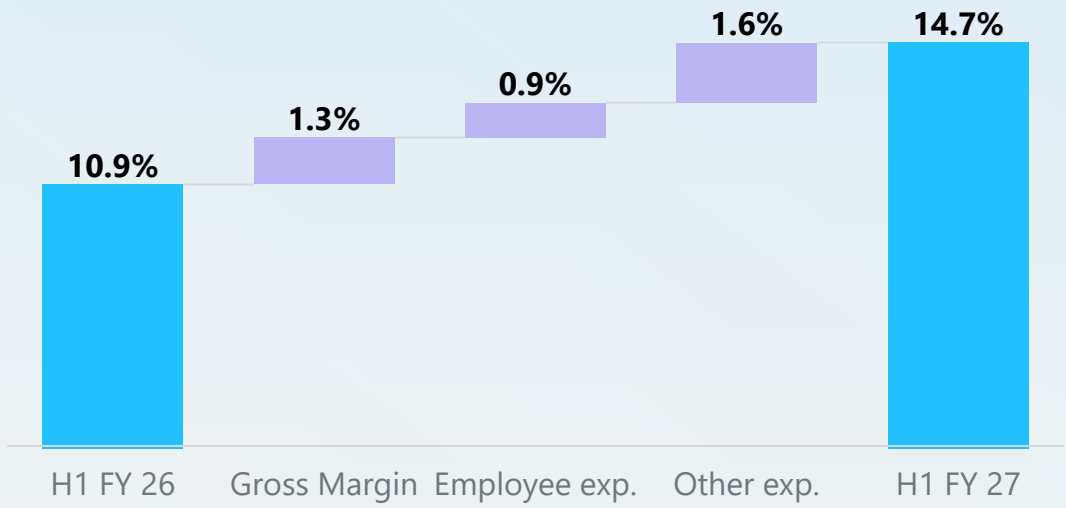
Gross margin improvement led by CDMO and API segments

Half Yearly
Revenue and Margin Deep Dive

Revenue (INR Cr)



EBITDA %



Revenue growth driven by CDMO

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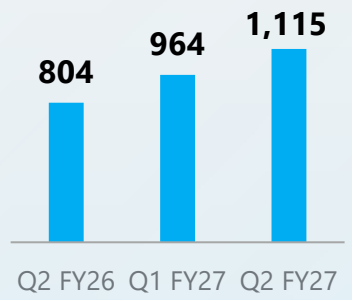
Employee and other expenses optimized due to operating leverage

Gross margin improvement led by CDMO and API segments

Segmental Quarterly Performance

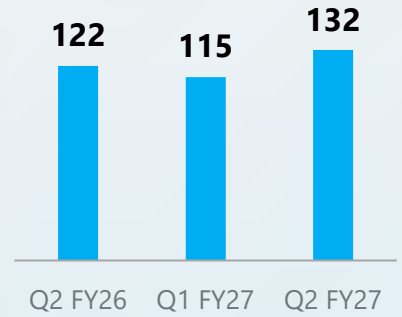
CDMO Revenue

QoQ 15.6% YoY 38.6%



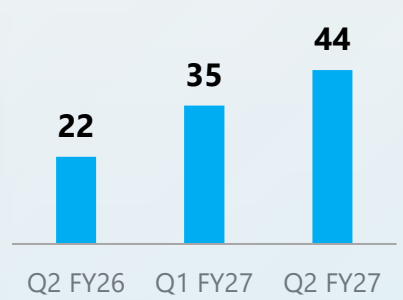
Domestic Branded Formulation Revenue

QoQ 14.4% YoY 8.2%



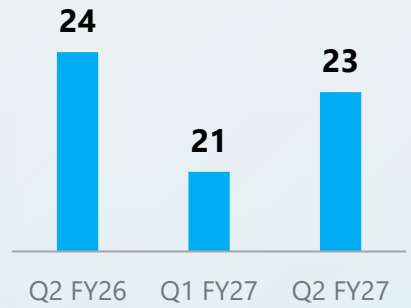
International Branded Formulation Revenue

QoQ 26.7% YoY 95.2%



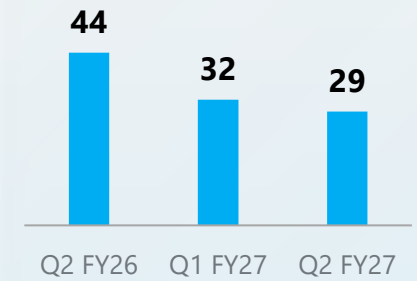
Trade Generics Revenue

QoQ 10.1% YoY -5.4%



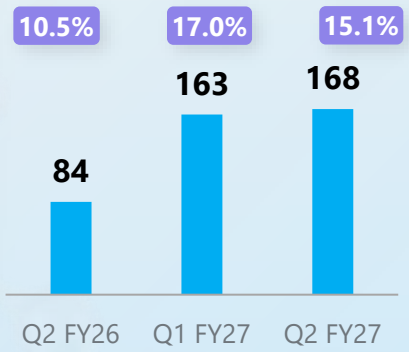
API Revenue

QoQ -9.1% YoY -35.3%

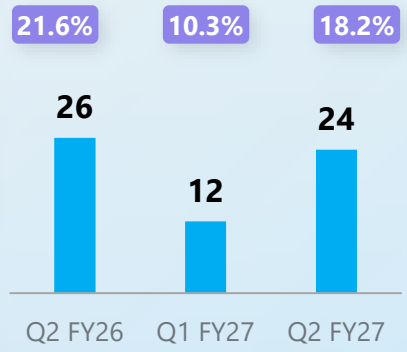


CDMO EBITDA

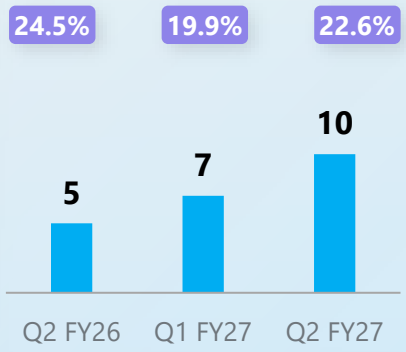
Margin %



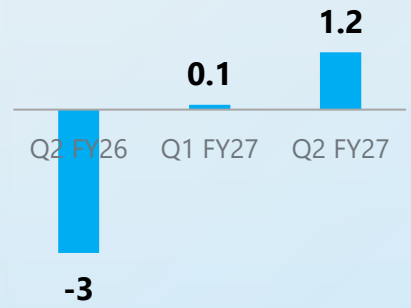
Domestic Branded Formulation EBITDA



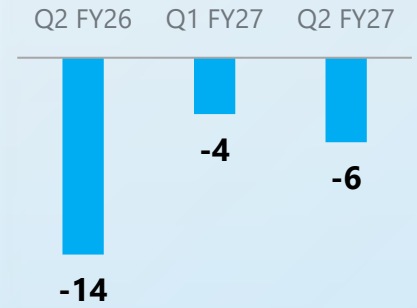
International Branded Formulation EBITDA



Trade Generics EBITDA

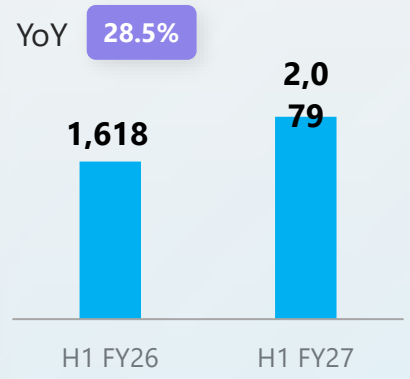


API EBITDA

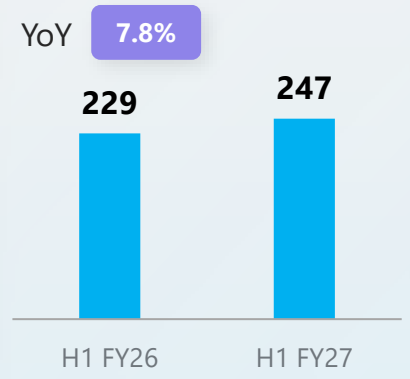


Segmental HY Performance

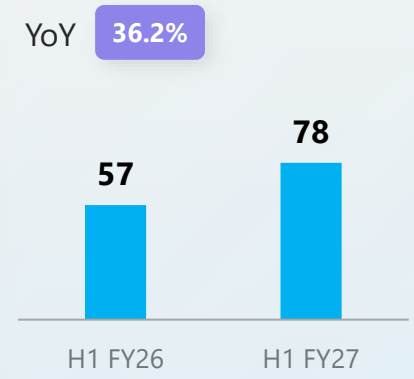
CDMO Revenue



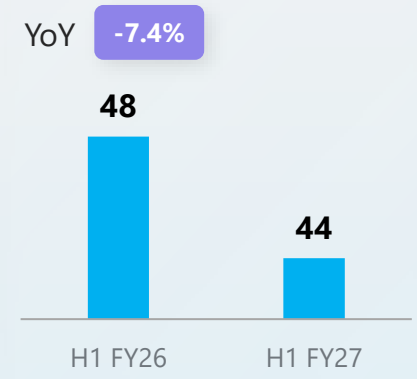
Domestic Branded Formulation Revenue



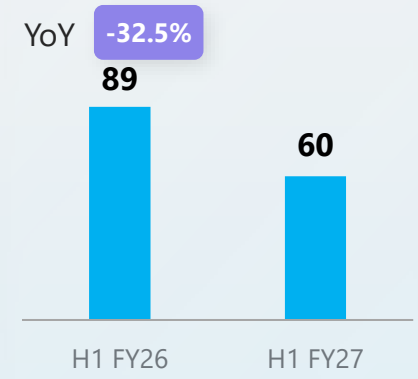
International Branded Formulation Revenue



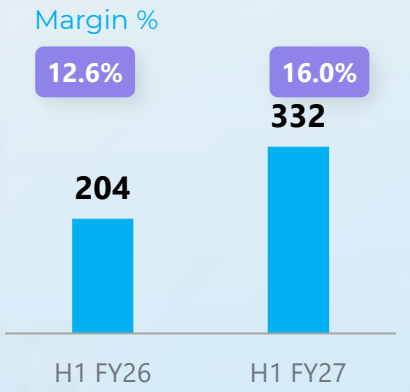
Trade Generics Revenue



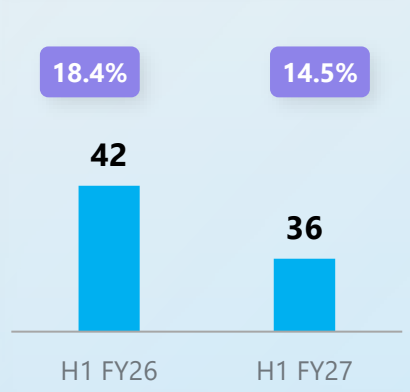
API Revenue



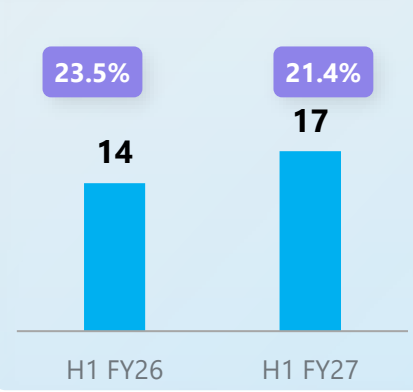
CDMO EBITDA



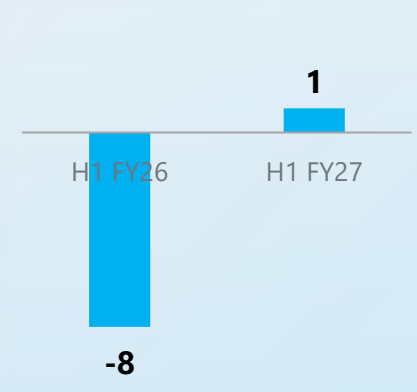
Domestic Branded Formulation EBITDA



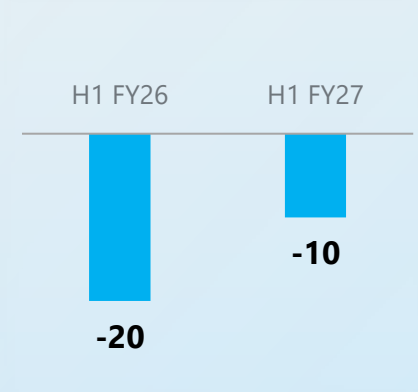
International Branded Formulation EBITDA



Trade Generics EBITDA



API EBITDA



Annexures



Abbreviations & Definitions

Abbreviations

CDMO
Contract development and manufacturing organization

API
Active Pharmaceutical Ingredient

EBITDA
Earnings before interest, depreciation & tax

GRZ
Govt of Republic of Zambia

EPS
Earnings per share

INR
Indian Rupee

ROE
Return on Equity

ROCE
Return on capital employed

EBIT
Earnings before interest and tax

ROIC
Return on invested capital

Net WC
Net Working capital

NOPAT
Net operating profit after tax

OCF
Operating cash flow

PBT
Profit before tax

PAT
Profit after tax

Cr
Crore

EU
Europe

Adj
Adjusted

Definitions

Net WC
Debtor days + Inventory days – Creditor days

Invested Capital
Capital Employed – Cash and cash equivalents

Capital Employed
Total Equity + Borrowings

ROE
PAT/ Total Equity

Tax rate
Total Tax exp / PBT

ROCE
(EBIT+ Other Income)/Capital Employed

ROIC
NOPAT/ Invested Capital

NOPAT
EBIT * (1-Tax rate)

Adj OCF
OCF–INR 954 Cr advance received in FY26 against EU contract

Invested Capital
Capital Employed–Cash and cash equivalents

THANK YOU



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ankit.jain@akums.net