

Management Discussion

Unidentified Participant

Hi sir. Sir, we are unable to hear you.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Just a minute. Abby, is it -- am I audible?

Unidentified Participant

Yes. Yes, sir. Now you are audible. Sir, should we start with the meeting or are we also waiting for someone else?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

As per your choice.

Unidentified Participant

I am asking if we are waiting for someone else from management or IR to join?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

From management side nobody is going to join itself [Foreign Speech].

Unidentified Participant

Okay. Okay, sir. I'll start with the meeting. Good afternoon, everyone. This is the first day of Bharat Connect Conference 2026 September edition. I welcome you all to the call of Aptus Pharma Limited.

Today from the management, we have Tejash Hathi, the Managing Director. Before I hand over the call to the management, I will lay out the flow of the event. We'll start with the opening remarks by the management and then we'll move to the Q&A route.

[Operator Instructions]. Please note that we'll take our last question five minutes before the end of this session. So we have 43 participants right now and we are starting with the meeting.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Fine.

Unidentified Participant

Thank you. Over to you, sir.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Fine. Thank you very much, first of all to Arihant Capital and I welcome all the participants. [Foreign Speech]. Myself Tejash Sathi, Managing Director of Aptus Pharma Limited. In brief I will give my brief journey. In 2003 I have started my career as a medical representative. Am I audible ma'am? [Foreign Speech]?

Unidentified Participant

Yes, sir. You are clearly audible

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

In 2003 after MBA, I have started my career as a medical representative with Mankind Pharma Limited. After the started of my journey as a medical rep gradually at [Foreign Speech] And in 2011, we have started small ventures with the name of Aptus Pharma Private Limited. [Foreign Speech]

with just two headquarters and four products. [Foreign Speech] Nowadays it becomes a growing company of the India from the local player to now we are emerging as the national -- regional -- we emerged as a regional player and now we are emerging as the national player also.

In brief, I can say we are an integrated pharmaceutical company. We engage in the business of pharmaceutical product manufacturing, marketing, distributions as well as export-related activities. [Foreign Speech] business model, it is exact business model like the -- all the pharma giants, but the scale is a little small right now. In 2025, we get listed in the BSE SME platform and [Foreign Speech] in coming next three to five years, company is planning to become the pan-India company.

[Foreign Speech] business vertical, say, that is core three business verticals. First is the revenue generation through a prescription generation. Second is a OTC and wellness products by Kevish Push and third is export and export-related activities. So this is our business verticals and we are very rapidly-growing now a compact pharmaceutical company. Hello?

Unidentified Participant

Yes sir

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] is a compact pharmaceutical company has emerged [Foreign Speech] and in coming times, we will be the pan-India company. [Foreign Speech] company has shown a very good growth. Almost 90% growth in the revenue we achieved as we have launched many states in the Western zone as well as far as profitability is also concerned, we achieved a remarkable profit also.

And by 2030, our roadmap is very much clear that we will be a pan-India company and as well as [Foreign Speech] as an integrated pharmaceutical company [Foreign Speech]. So these are basic information about the company.

Unidentified Participant

Okay, sir. Now can we take-up the questions from the participant?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Yeah, please, please. That would be more ideal.

Questions & Answers

Unidentified Participant

Okay. [Operator Instructions]. We will take our first question from Darshil Jhaveri. Sir, you are unmuted.

Unidentified Participant

Hi, sir. Thank you.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Hello, sir. Hello, Darshil sir. How are you?

Unidentified Participant

Sir, just wanted to know [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Sir, yes, absolutely. As sir, as a listed company, [Foreign Speech]. So I cannot go with the forward

figures. But after the first-half, I have talked to my CS, [Foreign Speech]. But for sure, we will be the pan-India company in next three years with one dedicated manufacturing unit that will be [Foreign Speech] manufacturing unit just 20% cell consumption or [Foreign Speech]. But as far as forward-figure is concerned, sir, I really sorry [Foreign Speech].

Unidentified Participant

No one moment, sir. Sir, also just wanted to know, [Foreign Speech]. So what is the figure currently?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Sorry as we are -- we are in the expansion mode. [Foreign Speech] expansion mode here. So [Foreign Speech] material consumption here as well as we are very aggressive in the manpower recruitment also. [Foreign Speech] we are more focusing on the top-line as well as the focusing on the at least passing mark of the migration towards the main board.

[Foreign Speech], and as a pan India expansion, [Foreign Speech] rather than the having a heavy profitability, but the EBITDA margin also we are expecting good incoming times.

Unidentified Participant

Okay, okay. That's good. I just wanted to know [Foreign Speech] what do we expect, sir? [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Absolutely, sir. [Foreign Speech] and my entire team is the experienced team. My entire management, even my Vice President, my CEO, all are from the pharma background and we have started with a very routed level. [Foreign Speech] acute chronic as well as OTC wellness [Foreign Speech]. [Technical Issues].

Unidentified Participant

Hi sir. Sir, your network is a bit interrupting.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech]. Am I audible?

Unidentified Participant

Yes, it comes.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech].

Unidentified Participant

Okay. So our business is more B2B or B2C?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] we engage in the business of prescription generation. [Foreign Speech].

Unidentified Participant

That's really great to hear, sir. Okay. Okay. And sir, [Foreign Speech] if you would just give us a result that we can have?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] Are we are in the expansion mode, [Foreign Speech]. As far as old area is concerned, [Foreign Speech] So it is not the big issue. [Foreign Speech] we are almost top at the stage of nil debt. [Foreign Speech] payments are very regularized. So payment is not the issue in our industry.

Unidentified Participant

And just sir, last question other like while will someone chose us like [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] is our key USP [Foreign Speech] we are very strong in the Yestro market. [Foreign Speech] and we are very focusing on the PPA segments, [Foreign Speech] as a power band [Foreign Speech].

Unidentified Participant

No, that's really great enough. That's it from my side. Thank you so much, sir.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Thank you.

Unidentified Participant

Thank you. We'll take our next question from Nikhil Agarwal. Nikhil, you are unmuted

Unidentified Participant

Hello, sir. I hope I'm audible?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Really, sir

Unidentified Participant

[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech], we are not directly in exports. [Foreign Speech] as we do not have our own plant at present [Foreign Speech]. So at present what we are doing [Foreign Speech] that we pass on to our direct contract manufacturer. [Foreign Speech] we will take the commission income on the execution of that order.

Unidentified Participant

[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] we do not have our own manufacturing unit at present. We are at present, we are asset-light company. [Foreign Speech].

Unidentified Participant

[Foreign Speech].

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech].

Unidentified Participant
[Foreign Speech]?

Unidentified Participant
Yeah.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Yeah, please.

Unidentified Participant
[Foreign Speech].

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
At present 250 products [Foreign Speech] we will come up by the end of this financial year. We are expecting 350 product and 25 plus therapeutic segment [Foreign Speech].

Unidentified Participant
[Foreign Speech].

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant
Got you, sir. [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech]?

Unidentified Participant
Hello. Hello. [Foreign Speech]

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech]

Unidentified Participant
[Foreign Speech]

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
I'm really sorry, sir, [Foreign Speech] But I'm quite sure [Foreign Speech] with the heavy investment I am quite sure that we will utilize each and every penny very efficiently. [Foreign Speech]

Unidentified Participant
[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Within two years -- two to three year. [Foreign Speech].

Unidentified Participant
[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Everything is on paper, sir. [Foreign Speech]. We will be a pan-India operated company by 2030. Today I am sitting in MP. [Foreign Speech]. Whatever we mentioned the DRHP one year back, almost we are going to complete this.

Unidentified Participant

Got it. [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] as we are in the business of the brand building [Foreign Speech] we lost our customer permanently. [Foreign Speech] the way we have planned. [Foreign Speech].

Unidentified Participant

[Foreign Speech]?

Unidentified Participant

I am so sorry to interrupt Nikhil. There are other people waiting in the queue. We will take a question first and then you can join the queue.

Unidentified Participant

Sure. I will fall-back on the queue. Thank you.

Unidentified Participant

Okay. Yeah. So we'll take our next question from Bhadresh Srikant.

Unidentified Participant

Hi, sir. Sir, I have just two doubts, sir. One is, as you mentioned, we are more into asset-light model where the manufacturing two suppliers. [Foreign Speech]. It mentioned that almost 80% of our supply comes to three suppliers alone.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Sorry, I'm not getting your question?

Unidentified Participant

[Foreign Speech]. Actually our credit rating agency report.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Yes, CRA report, yes.

Unidentified Participant

Our credit agency report mentioned that around 80% of our supply comes from five suppliers alone.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Definitely.

Unidentified Participant

So isn't there an inherent risk, sir, because they are dependent on them. So the pricing could be controlled by them?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech]. Even I am DC member of the Indian Manufacturing Association. [Foreign Speech]. And we have the longer relations. [Foreign Speech] we are dependant. [Foreign Speech] we are equally [Foreign Speech] since long.

[Foreign Speech]. That is our choice. [Foreign Speech]. So that is the way. [Foreign Speech].

Unidentified Participant

Understood understood. But understood, sir. So you are saying basically you have good relation with them. So we can't -- if you changing the quality, affected. And there is no harm in fact, keeping a long-term relation?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

110% [Foreign Speech]

Unidentified Participant

Understood. My second question is, sir, these kind of branded generics, there is two questions, sir. One is, there is this national essential list of medicines, which is being given by the government

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

NBDA.

Unidentified Participant

Yeah. So the government caps the maximum price that we can charge on a -- on national essential medicines, sir?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Even the government has introduced one more policy also, [Foreign Speech] So yes, the government we are controlled industry as we are -- we are in the industry a very sensitive industry. [Foreign Speech].

Unidentified Participant

Correct, sir. So my question is, how much percentage of our revenue is affected by this national essential medicine list which caps our price and how much percentage is affected by the 10% inflation which you are seeing?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

As far as our concern is there, sir, there are so many companies working with the same model.

Unidentified Participant

[Foreign Speech], so pricing is not the issue.

Unidentified Participant

Okay. So are we focusing on any other segments, sir, which we can have more premiumization like we can charge in coming time?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

It is too early to say, but in coming times, we'll deal with hormones, we deal with onco market also. Recently, we introduced our OTC and wellness segment very aggressively. OTC and wellness segment [Foreign Speech].

Unidentified Participant

Sir, what do you think is the future, sir? What -- every pharma industry, what they're looking at, sir, what is the future look like?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

India is a pharmacy of the world.

Unidentified Participant

Correct, sir. That is branded generics, but more brand?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Yeah, branded generic. Yes.

Unidentified Participant

Yeah. Other than branded generics where there is no price cap, like they can charge higher premium, they are more -- what kind of industry or what kind of medicines are pharma giants moving towards sir? What is the future they are looking at?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech] One is the lifestyle product and another is lifestyle disease. [Foreign Speech] even Torrent also come with so many skincare products like [Indecipherable] and all those things. So we are focusing in the board the way. [Foreign Speech] So we are focusing in all these therapeutic segment, lifestyle products, [Foreign Speech]. Above and all we can divide the therapy in two-ways acute chronic and semicronic.

[Foreign Speech] So we are focusing in that also. Equally we are growing in acute therapy also as well as chronic therapy.

[Foreign Speech] respiratory disease are very high. [Foreign Speech]. Now waterborne disease has gone almost. Now the airborne disease are very-high. So we are focusing very strongly on this whole solution of this disease.[Foreign Speech] scope is very brighter.

Unidentified Participant

Correct, sir. Understood, sir.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

[Foreign Speech].

Unidentified Participant

Understood, sir. So even eye allergy is also part of the pollution, sir, that could also be forming part of it now sir or what do you think of it, sir? Is it also? Okay, understood, sir. Thank you, sir. Thank you.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Ji sir. Thank you.

Unidentified Participant

Thank you. Nikhil, if you have any other question you can ask.

Unidentified Participant

So I wanted to understand the sales part of the business. [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant
Okay. [Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Gujarat, naturally Gujarat. Naturally Gujarat sir. Before listing, we were in the concentrated company in the Gujarat. [Foreign Speech].

Unidentified Participant
[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Chilkul. Chilkul is our good brand. [Foreign Speech]. We are focusing in respiratory channel disease. [Foreign Speech]. So we are focusing very aggressively on the [Foreign Speech] if someone is taking for acidity [Foreign Speech]. In coming times, it will be known as the gold people.

Unidentified Participant
Got it, sir. Thank you. Thank you from my side. [Foreign Speech].

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Thank you, Nikhil ji. Thank you, Nikhil sir.

Unidentified Participant
Thank you, Nikhil. We have our next question from Adi Shah. Adi, you are unmuted.

Unidentified Participant
Yeah. Hi.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Sir.

Unidentified Participant
Yeah. So just a follow-up, sir, from a previous participant. So sir, [Foreign Speech] sales per month sales as a percent per month across division and what is the breakeven threshold?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech] 40% to 50% revenue that is from equipped therapy. 20% to 30% revenue is from chronic therapy and from semi-chronic therapy. And 10% to -- 15% to 20% is from OTC and wellness. [Foreign Speech]

Unidentified Participant
[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
At present direct and indirect [Foreign Speech].

Unidentified Participant
[Foreign Speech]?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant
[Foreign Speech].

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant
Got it, sir. Yeah. That's from our side, sir.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Thank you.

Unidentified Participant
Thank you. [Operator Instructions]. We'll take a follow-up question from Bhadresh sir.

Unidentified Participant
Hi, sir. Sorry to you.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant
Our exports what is our margin, sir?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech] margin are very high. [Foreign Speech] we are depending on CDMO [Foreign Speech]. I cannot disclose the percentage exactly because we have NDC agreements. [Foreign Speech] as we NDC agreement with them. [Foreign Speech] that would be phenomenal. [Foreign Speech]. Telmisartan is the brand for the anti-hypertensive. [Foreign Speech] that is around we can say [Foreign Speech]. So we can take the transfer price around INR300 also. [Foreign Speech].

Unidentified Participant
Correct, sir. The reason why I was asking about exports is, generally US we cannot sell branded generic. Like paracetamol, they will say paracetamol, many products will be there. They can't ask the Dolo 650 or paracetamol.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech] undoubtedly, we are operating our manufacturing unit in two years. We are focusing on the export also. [Foreign Speech] that should from the India itself. [Foreign Speech].

Unidentified Participant
Correct, sir. Understood. So there is an opportunity in emerging markets also, sir, like whatever margin you have?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Absolutely.

Unidentified Participant

So matured market like US will have tight margins?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech].

Unidentified Participant

Just want to understand the industry, sir. Like --

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
The industry scope is very high. India is emerging as a world pharmacy. [Foreign Speech].

Unidentified Participant

Okay, sir. The before medicine you mentioned was Telmisartan, sir, I forgot name.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Yeah. It is just example, sir.

Unidentified Participant

Yeah, just wanted to.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
We cannot -- it is example. [Foreign Speech]. I don't want to give any misleading statements at any point of time.

Unidentified Participant

Correct, correct. Understood, sir. Just wanted to know it.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Yes.

Unidentified Participant

Thanks. Thanks.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Thanks, sir

Unidentified Participant

Thank you. [Operator Instructions]. Okay, sir, your hand is still raised. Do you have any further doubts? Okay, sir. Sir, we'll take a few questions from the people who are not able to join the call. I'll take them one-by-one.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
Okay.

Unidentified Participant

Sir, the company declared 2:3 bonus in May '26 but has no dividend history. What is the capital allocation philosophy? When does the company --

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited
[Foreign Speech]. Actually our scale is very low. We are a SME registered company. [Foreign

Speech]. As far as bonus is concerned, as our equity was very limited. [Foreign Speech]. That is why we have declared the bonus. [Foreign Speech] utilized in the bonus, madam.

Unidentified Participant

Okay, sir. Sir, as we are short of time and we have next lot of another company at 4:00 to 5:00 PM. So I think we'll end-up this call. Any closing remark you want to make?

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Yeah. Yes, sir. First of all, I would like to thank all the participants at Arihant Capital for giving such a nice platform. One thing I would like to very clear that Aptus Pharma has started as a local player.

We emerge as a regional -- fastest-growing regional player and I'm saying very confidently to all the members that in coming times we will emerge as a national pharma player in the Indian pharma industry.

So thank you very much for showing your interest in our company. Thank you very much for understanding our thought process and thank you very much for understanding our business. And ma'am, I would really like to meet personally also all the participants even when we get the chance.

Unidentified Participant

Sure, sir. Hopefully we'll also arrange one conference which is physical and where all the management can meet the investors. And I'm so glad to host this call.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

\It is not about the raising the money, it is not about anything else, but it is about we create the awareness that what we are, what exactly we are doing and what exactly we are thinking.

Unidentified Participant

True, sir, true. Thank you, sir. Thank you so much. This is Juhi, and I will now sign-up from this call. It was pleasure hosting it. Looking-forward for more such event. Thank you, everyone.

Tejash Maheshchandra Hathi - Managing Director and Promoter, Aptus Pharma Limited

Thank you so much. Thank you so much, madam. Thank you.