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Date: 14 May 2025

To **National Stock Exchange of India Limited** Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051 NSE Scrip Symbol: SaiLife	To **BSE Limited** Phiroze Jeejeebhoy Towers, Dalal Street Mumbai – 400001 BSE Scrip Code: 544306

Sub: Investor Presentation for the year ended 31 March 2025

Dear Sir/ Madam,

With reference to the above subject, we enclose herewith the Investor Presentation for the year ended 31 March 2025.

We request you to take note of the same and oblige.

Thank you.

For **Sai Life Sciences Limited**

RUNA KARAN
Digitally signed by RUNA KARAN
Date: 2025.05.14 15:52:34 +05'30'

Runa Karan
Company Secretary & Compliance Officer
Membership No.: A13721

Encl: As above

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Sai Life Sciences Limited

Earnings Presentation

May 14, 2025

Great Place To Work.
Certified
APR 2025-APR 2026
INDIA

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements", These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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Message from Managing Director & CEO

Mr. Krishna Kanumuri

MD & CEO

"We are pleased to report a strong performance for FY25, ably supported by solid execution, capacity expansion, and deeper engagement with our customers. Our integrated CRDMO model continues to add value, helping us deliver seamless solutions across the drug development lifecycle to our global and biotech partners.

One of the highlights of the year was the launch of our Peptide Research Centre, set up to meet the growing demand for complex peptide synthesis and conjugation. This investment marks another step forward in strengthening our capabilities to support next-generation therapeutics.

With India emerging as a strategic hub in global drug development, Sai Life Sciences is well-positioned to tap into new growth opportunities. We remain focused on investing in technology, infrastructure, and talent to stay aligned with the evolving needs of our clients.

As we step into FY26, our priorities remain clear - to expand our capabilities, improve execution, and deliver lasting value to our stakeholders"

Message from Chief Financial Officer

Mr. Siva Chittor

CFO

"We are pleased to report a strong FY25 performance, driven by consistent momentum across our CDMO and CRO segments.

Revenue grew by 16% and our EBITDA margin expanded to 25%, in line with our growth aspirations. Profit after tax grew by 105%, supported by lower finance costs and operating leverage. With the completion of our planned ₹720 Cr debt repayment, we have significantly strengthened our balance sheet and expect lower interest costs starting FY26.

Capex for the year stood at ₹ 408Cr, focused on enhancing our manufacturing footprint and expanding discovery capabilities.

We remain committed to disciplined execution and prudent capital allocation as we continue to build on our growth momentum and deliver long-term value to stakeholders."

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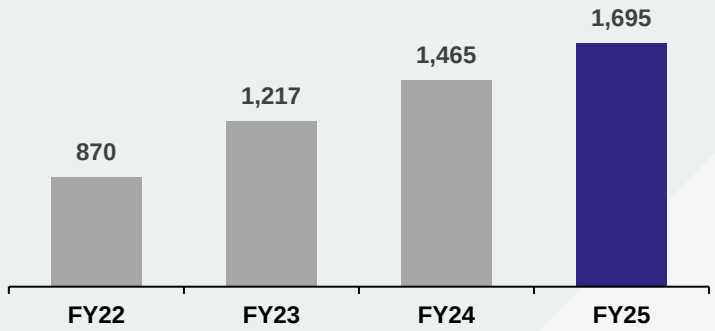
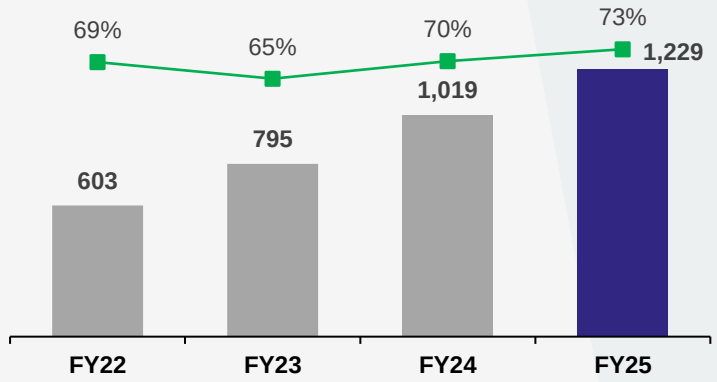
Performance Highlights

Robust Yearly Financial Performance

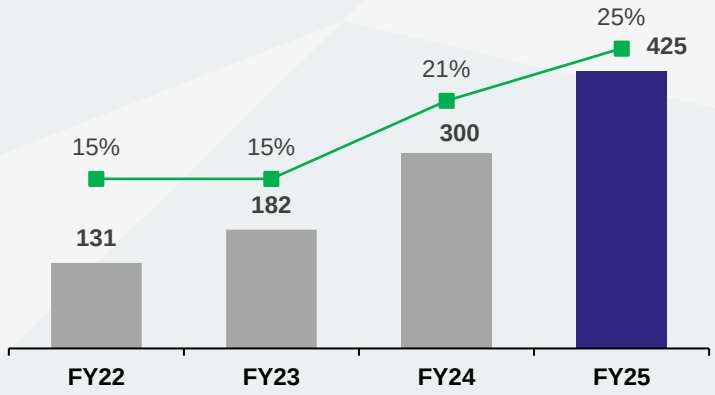
Revenue (₹ Cr)



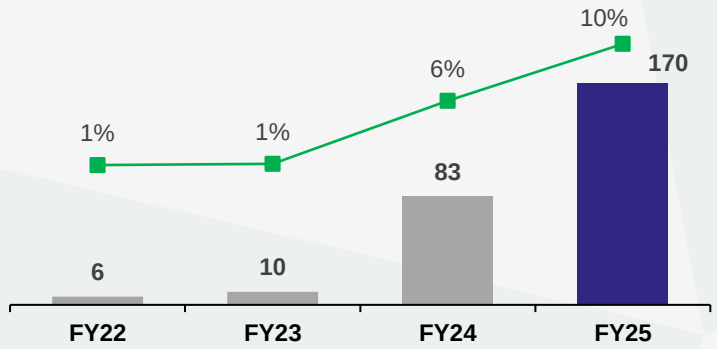
Material Margin (₹ Cr) and Margin (%)



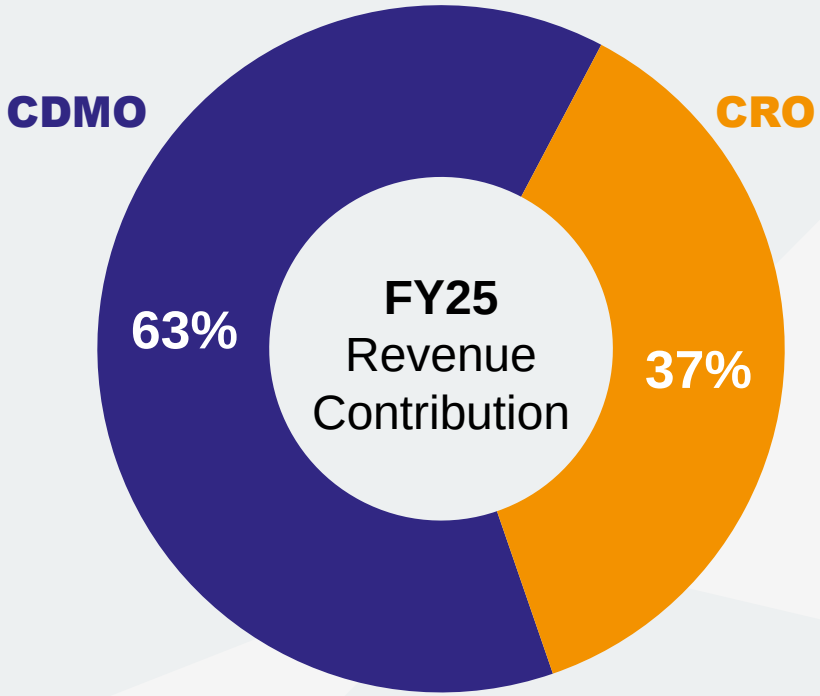
EBITDA (₹ Cr) and Margin (%)

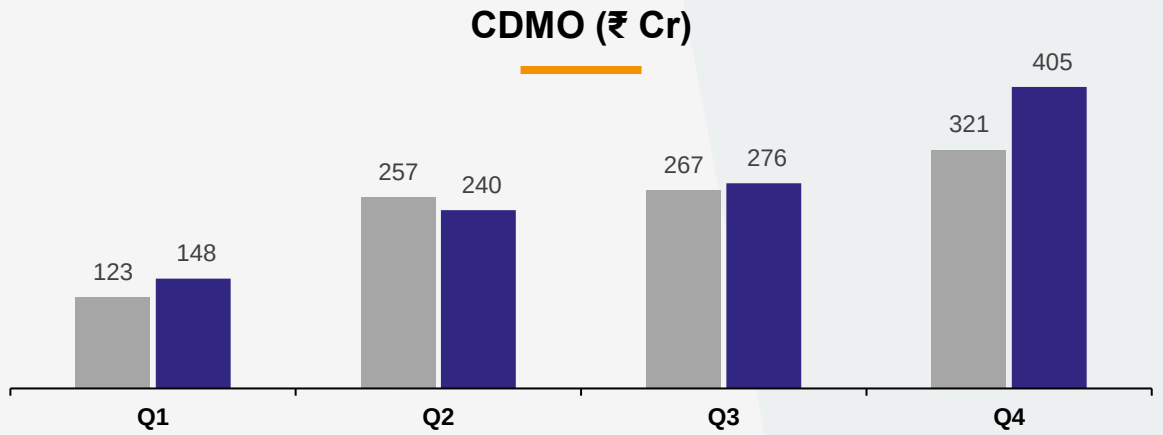


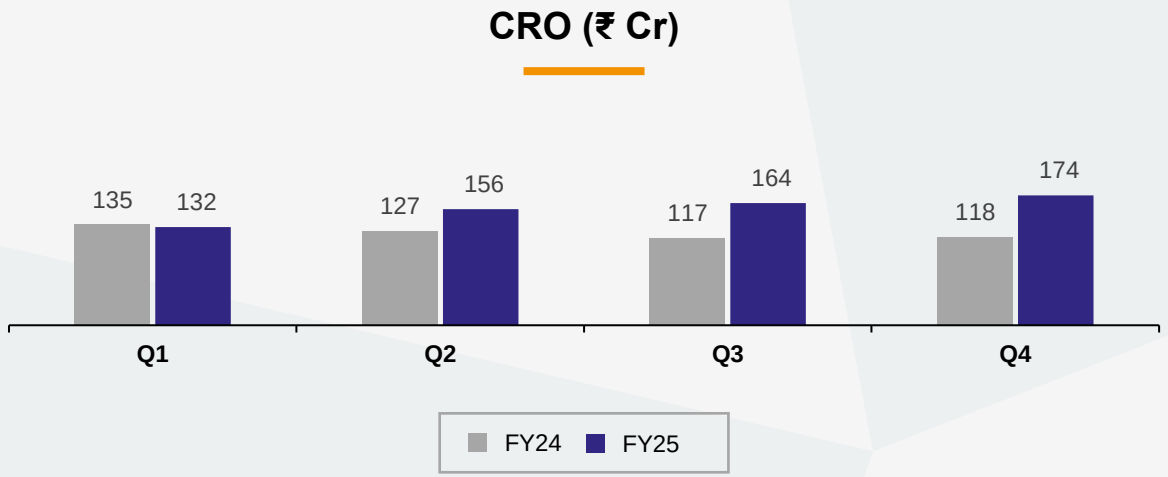
PAT (₹ Cr) and Margin (%)



Segmental Performance: CDMO & CRO







- Both CDMO and CRO businesses continue to demonstrate growth momentum, supported by increased business from existing customers and new collaboration

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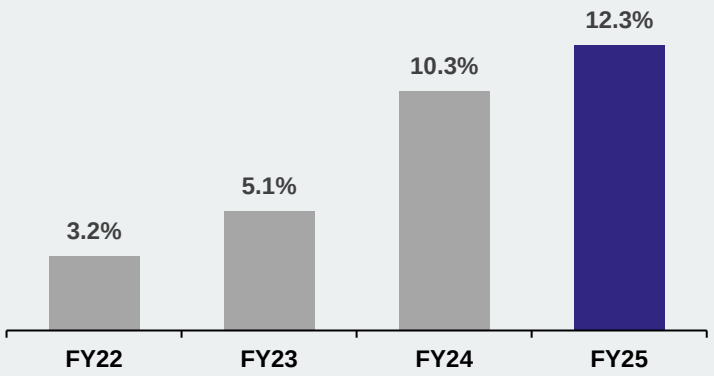
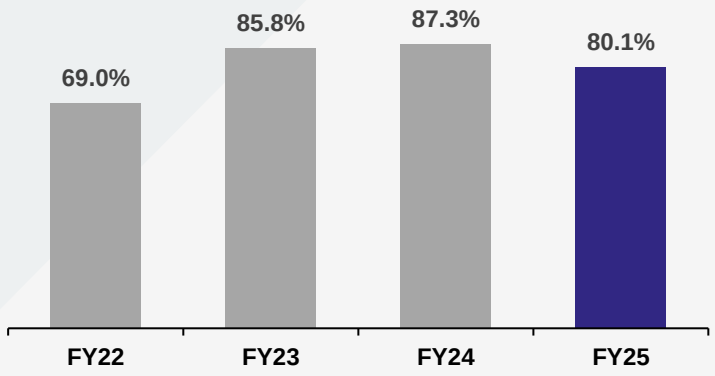
Financial Ratios Overview

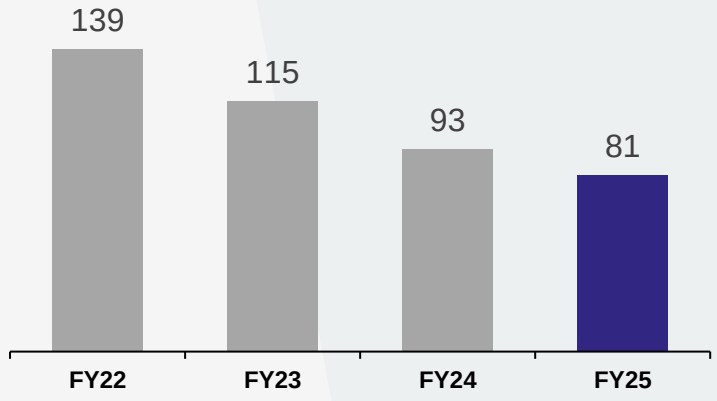
ROCE



Gross Fixed Asset Turnover



Inventory Days



Net Debt/ Equity (x)

Net Debt/ EBITDA (x)

Net Working Capital Days

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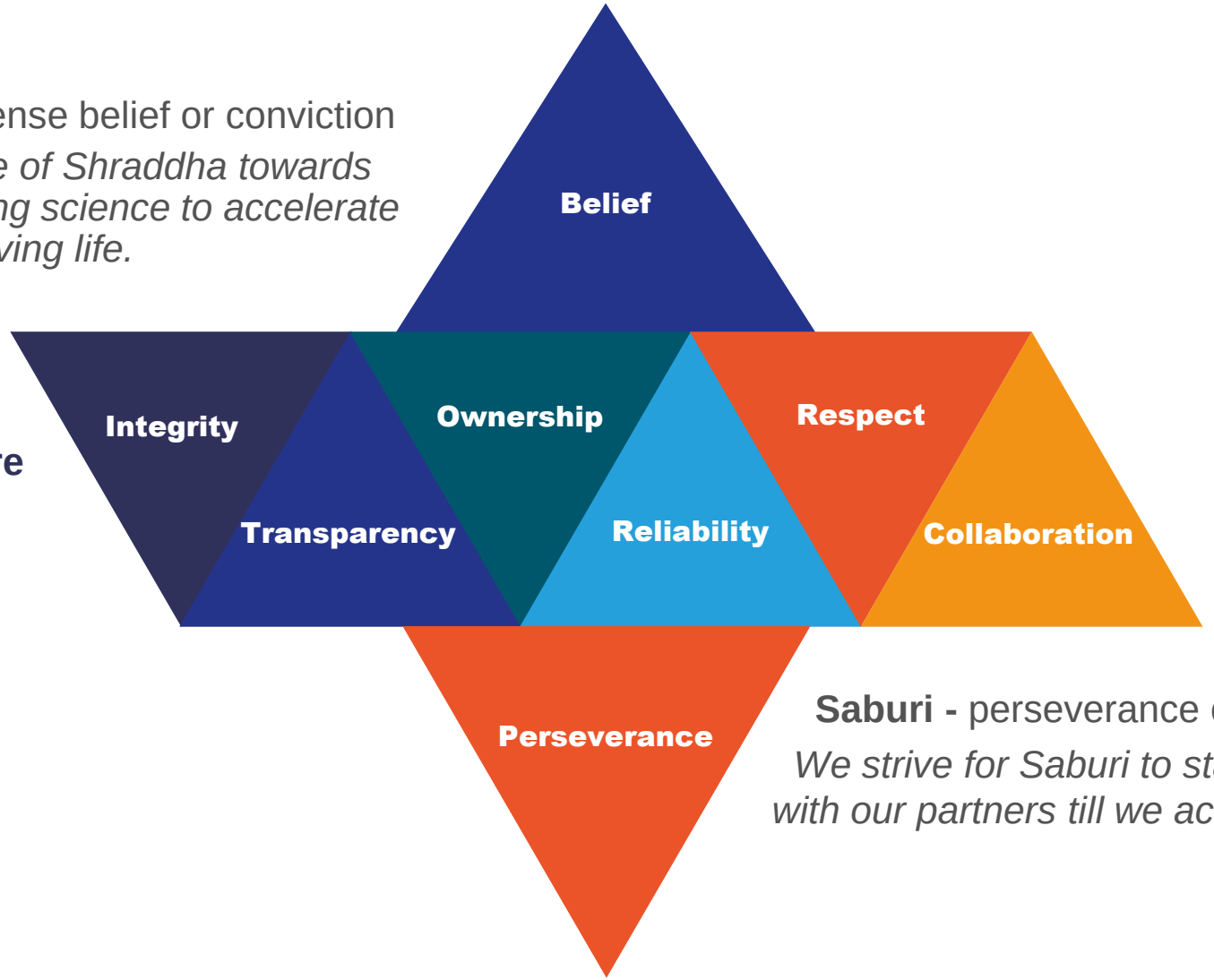
Sai Life Sciences Corporate Overview

Sai Life Sciences is driven by the eternal teachings of the Saint of Shirdi, from whom we derive our name

Shraddha - an intense belief or conviction

We uphold a sense of Shraddha towards our purpose of using science to accelerate solutions for improving life.

Our Core Values



Saburi - perseverance or patience

We strive for Saburi to stay the course with our partners till we achieve our goals.

We aspire to be the pre-eminent CRDMO partner for global innovators in the Asia-Pacific region

Leading Asian CRDMOs grew rapidly during the period from 2018 to 2022, on the back of aggressive Capex investments.

Today, India stands at the threshold of a similar opportunity with macro trends pointing to a rebalancing of global offshoring towards the Asian region.

Sai Life Sciences benchmarks itself with the best of global players in building its scientific, technological, operational, regulatory and sustainability capabilities.

Sai Life Sciences continues to invest in:

- Increasing R&D and Manufacturing capacity
- Talent pool with niche capabilities
- New technologies & modalities
- Automation and Digitalization
- Health, Safety & Environmental practices

Corporate Overview

Two business verticals
Discovery and Chemistry, Manufacturing, & Controls (CMC)

25+ year
track record of delivery

300+
Innovator clients including 18 of the top 25 big pharma

Diverse client profile
Biotech, small & mid and big pharma

4 Global sites; 3000+ employees

10+ Years
Enduring customer relationships

100% Revenues from NCEs
serving highly regulated markets such as US, UK, EU & Japan

Diverse Therapy Areas
Oncology, CNS, Inflammation, Antivirals, Rare diseases, and more

Excellence in
Sustainability

Focus on
Complex Chemistry and new modalities

USFDA, PMDA
100% successful regulatory record

Sai Life Sciences was the first Indian company to join the PSCI membership

PSCI PHARMACEUTICAL SUPPLY CHAIN INITIATIVE
Building responsible supply chains

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The CRDMO industry is a Service Business with value drivers different from generic pharma companies

- R&D investments in drug discovery / development program translate to revenue opportunities for CRDMOs – irrespective of whether it receives approval or not
- Stage-gating decisions rest with the innovator (clients)
- Given the multitude of factors involved, the success or failure of a molecule is never directly attributed to the CRDMO.
- CRDMOs are purely judged by the quality of work they render within the scope of the defined project

Krishna Kanumuri

MD & CEO,
Sai Life Sciences

"As a CRDMO, our value doesn't hinge on drug approvals—we're not in the business of binary outcomes. We generate consistent, scalable value through scientific depth, execution reliability, and long-term client partnerships."

Sai Life Sciences is an Associate Member of ACS-Green Chemistry Institute Pharmaceutical Roundtable

ACS Green Chemistry Institute Pharmaceutical Roundtable

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Value drivers for CRDMO companies

- Culture & value system
- R&D problem-solving abilities
- Ability to scale up novel chemistry at speed
- GMP capability and Quality systems
- Safety & Sustainability practices
- Ability to attract and nurture top talent

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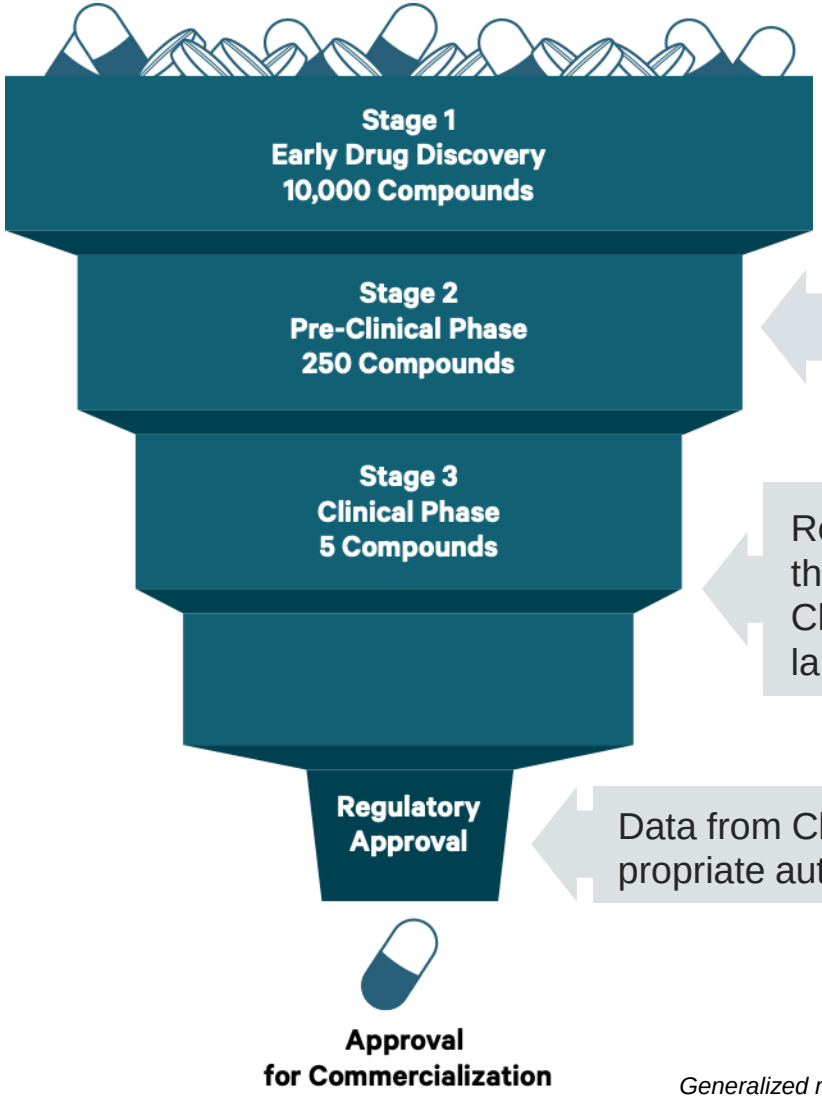
Typical journey of bringing a new drug to market



Involves screening for potentially active compounds that have a therapeutic effect on an intended disease

Substances identified are refined, optimized, and extensively tested to provide sufficient evidence of safety and efficacy before trials in humans can begin

Research studies involving human volunteers to evaluate the safety, efficacy, and outcomes of the drug candidates. Clinical trials consist of four phases with progressively larger numbers of volunteers.

Data from Clinical Trials is collected, analyzed and submitted to appropriate authorities for review and approval.

Time frame: **7-12 years**

Compounds evaluated: **> 10000**

Investment: **US$ 1-2 Billion**

Value of services: **> 50%**

Generalized representation for illustrative purposes only

**Source: Internal research*

Sai Life Sciences has solutions that support pharmaceutical innovators along the entire drug discovery journey

Stage 1
Early Drug Discovery

Stage 2
Pre-Clinical Phase

Stage 3
Clinical Phase

Regulatory
Approval

Approval
for Commercialization

Discovery

Process Development Clinical supplies

Commercial Manufacturing

Target Validation to Lead Candidate

Lead Identified to First -Time-In-Human Trials

Early Phase (FTIH) to Late Phase Clinical Supplies

Late Phase through to Validation & Filing

Life Cycle Management of Commercialised products

Sai Life Sciences has a play in the monetization opportunities across the journey

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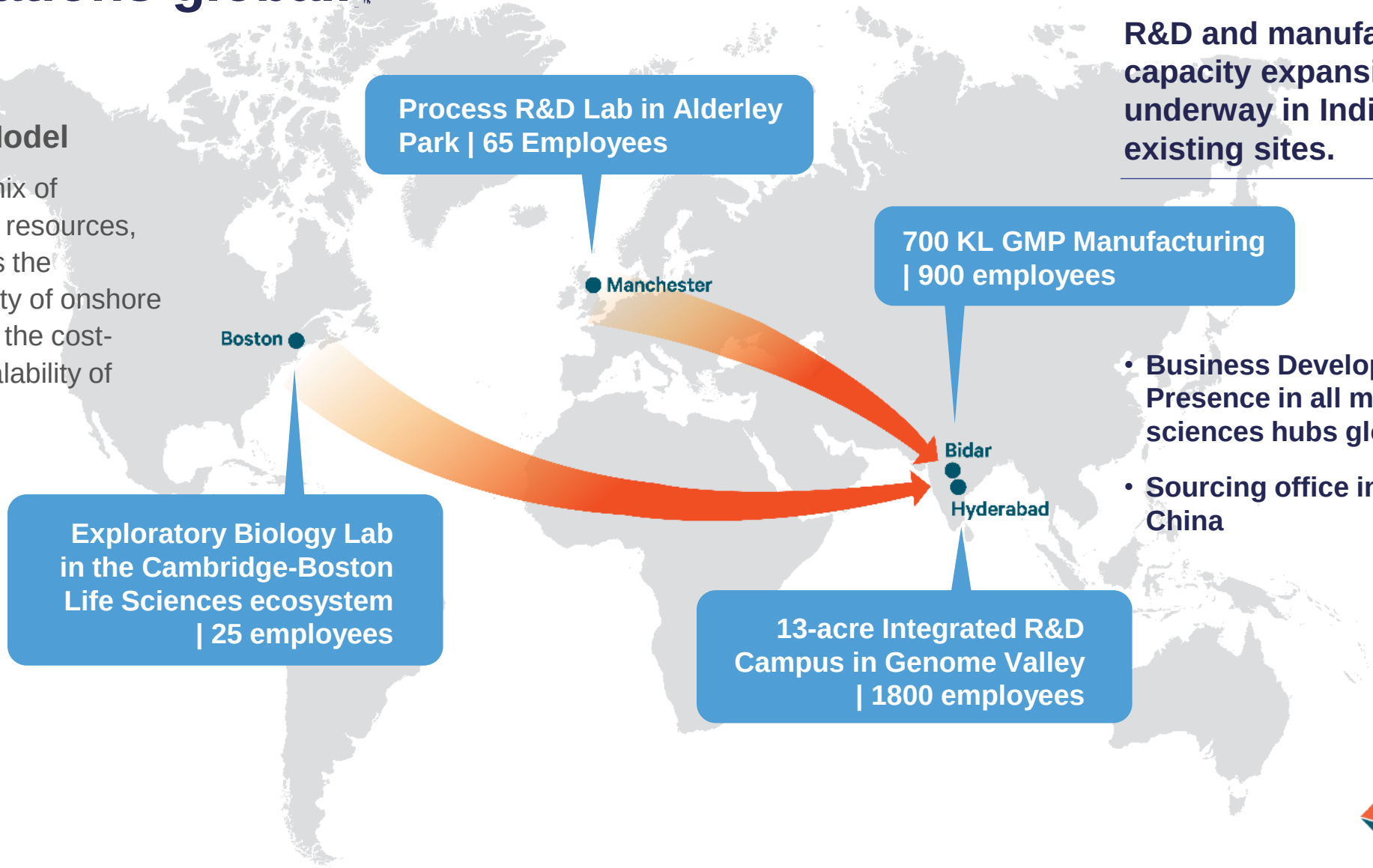
World-class R&D and Manufacturing facilities in key locations globally

Global Delivery Model

Through a strategic mix of onshore and offshore resources, we provide our clients the expertise and proximity of onshore teams combined with the cost-effectiveness and scalability of offshore operations.



R&D and manufacturing capacity expansion underway in India around existing sites.

- **Business Development Presence in all major life sciences hubs globally.**
- **Sourcing office in Beijing China**

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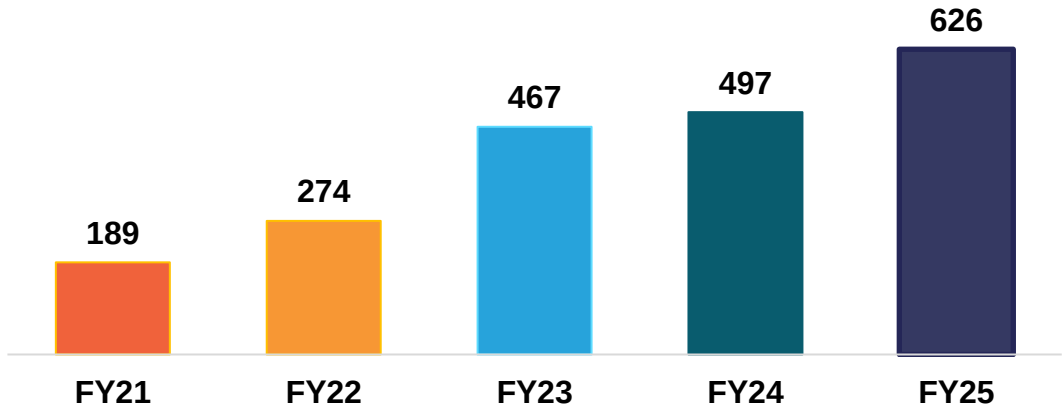
Discovery Overview

- Capabilities spanning **Target Validation to IND**
- **300+ programs** successfully delivered
- **Integrated services:** Medicinal Chemistry & Synthetic Chemistry, CADD, Biology, DMPK & Toxicology
- **> 65%** Integrated Programs in current portfolio
- **Diverse Therapeutic Experience**
- **25 programs** advanced to development stage in last 2 years
- **Expanding capabilities** in ADCs, TPDs, Peptides, CGTs, Oligos, and more.
- **Flexible engagement models** and collaborative mindset
- **Enduring client relationships**

ISO 14001:2015, ISO 45001:2018 & ISO 50001: 2018 certification

Certificate of Registration: Information Security Management System – ISO/IEC 27001:2013



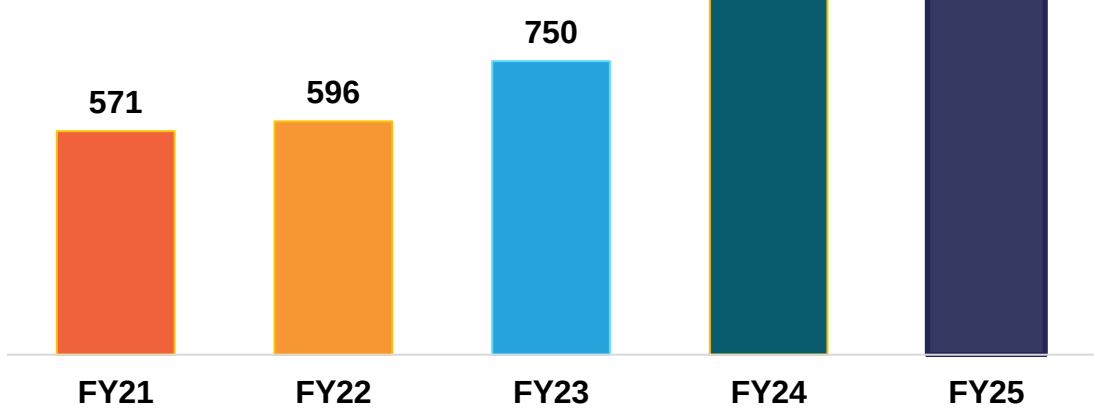
Discovery Revenues
(INR Cr.)

CMC Overview

- End-to-End capabilities from **IND through to commercialization**
- Focus on **Complex Chemistry,** ADC Payloads & Linkers
- **Modern, GMP-compliant facilities** across UK and India
- Flexibility to support both small-scale clinical supplies and large-scale commercial production.
- Proven track record of **commercializing NCEs**
- **Robust regulatory record** with USFDA and PMDA
- **90+ Programs** in the pipeline across multiple therapy areas
- **Clear Regulatory Record:** USFDA, PMDA
- At the forefront of **digitalization, automation and sustainability**

Eco Vadis Silver Medal for Sustainability

Signatory of United Nations Global Compact (UNGC)



CMC Revenues
(INR Cr.)

Consolidated Statement of Profit and Loss

Particulars (₹ crores)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Revenue from operations	580	440	439	1695	1465
Other income	6	4	3	18	14
Total income	586	449	443	1712	1494
Expenses					
Cost of materials consumed and changes in inventories	168	121	124	466	446
Employee benefits expense	151	133	131	549	495
Other expenses	103	66	60	274	239
Forex exchange (gain)/loss	-3	-5	0	-19	-15
EBITDA	**161**	**124**	**125**	**425**	**300**
EBITDA Margin	*28%*	*28%*	*28%*	*25%*	*20%*
Finance costs	11	23	21	76	86
Depreciation and amortisation expense	37	34	31	139	119
Profit before tax	**119**	**72**	**76**	**228**	**109**
Total Tax expense	31	18	20	58	26
Profit after tax	**88**	**54**	**56**	**170**	**83**

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Thank You

For more details please contact:

Investorrelation@sailife.com

L4, SLN Terminus, Gachibowli, Hyderabad 500032, Telangana, India.

Glossary

APIs	Active pharmaceutical ingredients
Biotechs	Biotechnology companies, often referred to as biotech companies, are largely startups in the pharmaceutical sector which typically focus on developing innovative drugs and drug development technologies to address unmet medical needs
Blockbuster End Molecules	Blockbusters are drug products with annual sales of over US$1 billion in the Financial Year 2023
CDSCO	Central Drug Standards Control Organization, India
CMC / CDMO	Chemistry, Manufacturing and Control / Contract Development and Manufacturing Organization
CMO	Contract Manufacturing Organization
COFEPRIS Mexico	Federal Commission for the Protection against Sanitary Risk of Mexico
CRDMO	Contract Research, Development, And Manufacturing Organization
CRO	Contract Research Organization
DMPK	Drug metabolism and pharmacokinetics
GATT	General Agreement on Tariffs and Trade
Generic drugs	Refer to pharmaceutical drugs that have the same chemical composition as the original innovator drug and can be sold by companies after the patent on the original drug expires
Innovation Clusters/Hubs	Nine regions identified by Frost and Sullivan including Boston/Cambridge in Massachusetts, Manchester/London/Cambridge in UK, Chicago in Illinois, New Jersey, New York, Paris in France, Switzerland and Japan. In 2022, approximately 57% of global R&D spending were in these nine pharma hubs
Innovator Drugs	Refer to first drugs created containing specific active ingredients and undergo approval or patent process for use
Large Molecule	Have a large molecular weight and made of proteins that are complex in structure compared to small molecule drugs. Costly to manufacture and, at this time, in most cases can only be administered by injection or infusion. Typically manufactured biologically, i.e. extracted from living organisms, but often include certain synthetic chemistry processes
Large Pharma Companies	Pharma companies with revenues > USD 10 billion
Mid Pharma Companies	Pharma companies with revenues in range of USD 500 million to USD 10 billion
NCE	New chemical entities
PMDA	Pharmaceuticals and Medical Devices Agency, Japan
Small Molecule	Organic compound with low molecular weight, small molecule drugs are known for their affordability, ease of administration (largely orally), and broad therapeutic coverage. Typically manufactured using synthetic chemistry processes
Small Pharma Companies	Pharma companies with revenues lower than USD 500 million
TRIPS	Trade-Related Aspects of Intellectual Property Rights
USFDA	United States Food and Drug Administration

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