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08 August 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 quarter ended 30 June 2025.

Dear Sir/ Madam,

With reference to the above subject, we enclose herewith the Investor Presentation for the quarter ended 30 June 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: 2025.08.08 11:32:52 +05'30'

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

Encl: As above

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Sai Life Sciences Limited

Investor Presentation

August 08, 2025

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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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

"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."

- Krishna Kanumuri, MD & CEO

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

ACS Green Chemistry Institute Pharmaceutical Roundtable

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Executive Summary

Message from Managing Director & CEO

Mr. Krishna Kanumuri

MD & CEO

"We have begun FY26 on a strong footing, delivering healthy performance across our Discovery, Development and Commercial Manufacturing businesses. This momentum reflects the growing trust and deepening engagement we share with our global pharma clients' relationships that continue to anchor us through macroeconomic uncertainty and broader industry cycles.

As the nature of innovation in drug development evolves, we are proactively investing in the infrastructure and scientific depth required to support complex and emerging modalities. During the quarter, we inaugurated new Biology Labs that significantly strengthen our Integrated Discovery platform and enhance our ability to handle greater molecular complexity. We also broke ground on a new Process R&D Block at our Hyderabad campus, which will nearly double our process R&D capacity and bring in next generation, data-rich process capabilities to handle increasingly complex molecules.

These are deliberate steps in our journey to be the partner of choice for advancing innovation in complex science. We remain committed to enabling our clients' aspirations with speed, scientific rigor, and an unrelenting focus on quality."

Message from Chief Financial Officer

Mr. Siva Chittor

CFO

"We are pleased to report a robust performance for Q1FY26, marked by strong growth across our Discovery and CDMO businesses.

Total revenue for the quarter stood at ₹496 Cr, up 77% YoY, led by 113% growth in CDMO and a 38% rise in Discovery, enabled by deeper engagement with global clients.

We recorded EBITDA of ₹125 Cr, growing 305% YoY, with margins expanding to 25%, an improvement of 14% YoY driven by operating leverage, scale efficiencies, and improved productivity across our sites.

During the quarter, we invested ₹134 Cr in capex. This includes investments in new R&D infrastructure and process development capabilities, enabling us to support complex and emerging modalities such as peptides, ADCs, and oligonucleotides.

As we look ahead, we remain optimistic about our growth trajectory. With a strong foundation in place, we are focused on scaling execution, strengthening client partnerships, and investing in technology and talent to deliver sustained performance and long-term value."

Q1FY26 Business Highlights

Infrastructure & Capacity Expansion

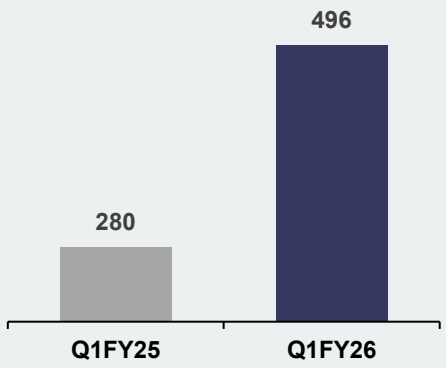
- Commenced commercial operations at Bidar (PB-11 Phase II), adding ~91 KL capacity and taking the total manufacturing capacity to ~700 KL
- Inaugurated Peptide Research Center at Hyderabad R&D campus, strengthening capabilities in complex peptides and emerging modalities
- Inaugurated 10,300 sq. ft. Biology facility with multiple laboratories, strengthening the company's discovery offering.
- Construction underway for new Medicinal Chemistry block with 200 fume hood capacity
- Broke ground for a new Process R&D Block at Unit 2 Hyderabad, nearly doubling PRD capacity and adding capabilities in early phase peptide development and Clinical Formulations
- Commencing work on building additional 200 KL production capacity at Unit IV, Bidar; to be ready by Q3FY27
- Onboarded 253 scientists and technical staff to support scaling
- Recognised as Great Place to Work™ , strengthening talent positioning

Sustainability, Quality & Compliance

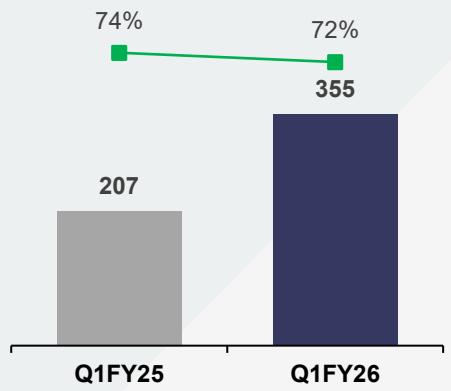
- Launched GoGreen Plus logistics initiative with DHL for low-emission pharma shipments
- Completed 11 client and regulatory audits successfully across sites during Q1FY26

Consolidated Financial Highlights

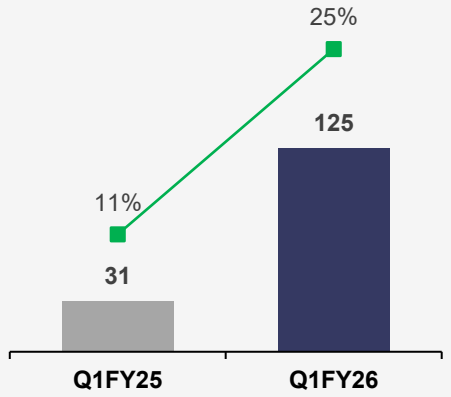
Revenue (₹ Cr)



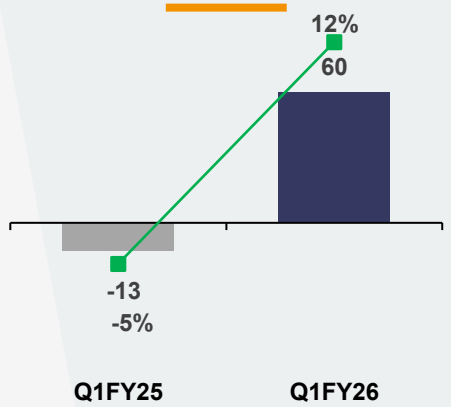
Material Margin (₹ Cr) and Margin (%)



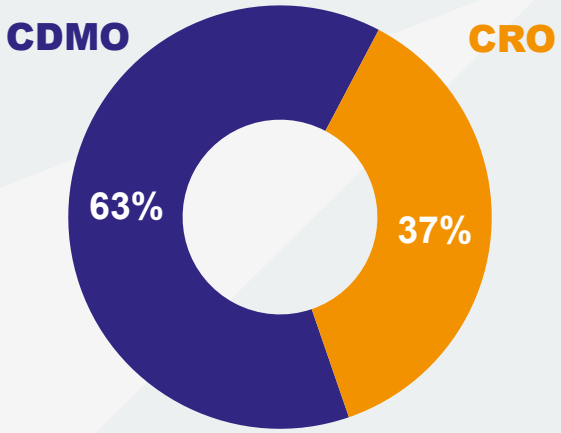
EBITDA (₹ Cr) and Margin (%)



PAT (₹ Cr) and Margin (%)



Q1FY26 Revenue Contribution



- Revenue for Q1FY26 was ₹496 crore, a 77% increase over ₹280 crore in Q1FY25, driven primarily by strong growth in the CDMO
- **CDMO** recorded revenues of **₹314 Cr in Q1FY26**, **up 113%** from ₹148 Cr in Q1FY25
- **CRO** recorded revenues of **₹182 Cr in Q1FY26, up 38%** from ₹132 Cr in Q1FY25
- EBITDA for Q1FY26 stood at ₹125 Cr compared to ₹31 Cr in Q1FY25, an increase of 305%
- EBITDA margin expanded by 14% YoY to 25% in Q1FY26
- PAT for Q1FY26 stood at ₹60 crore.
- Invested ₹134 crore in capital expenditure during Q1FY26

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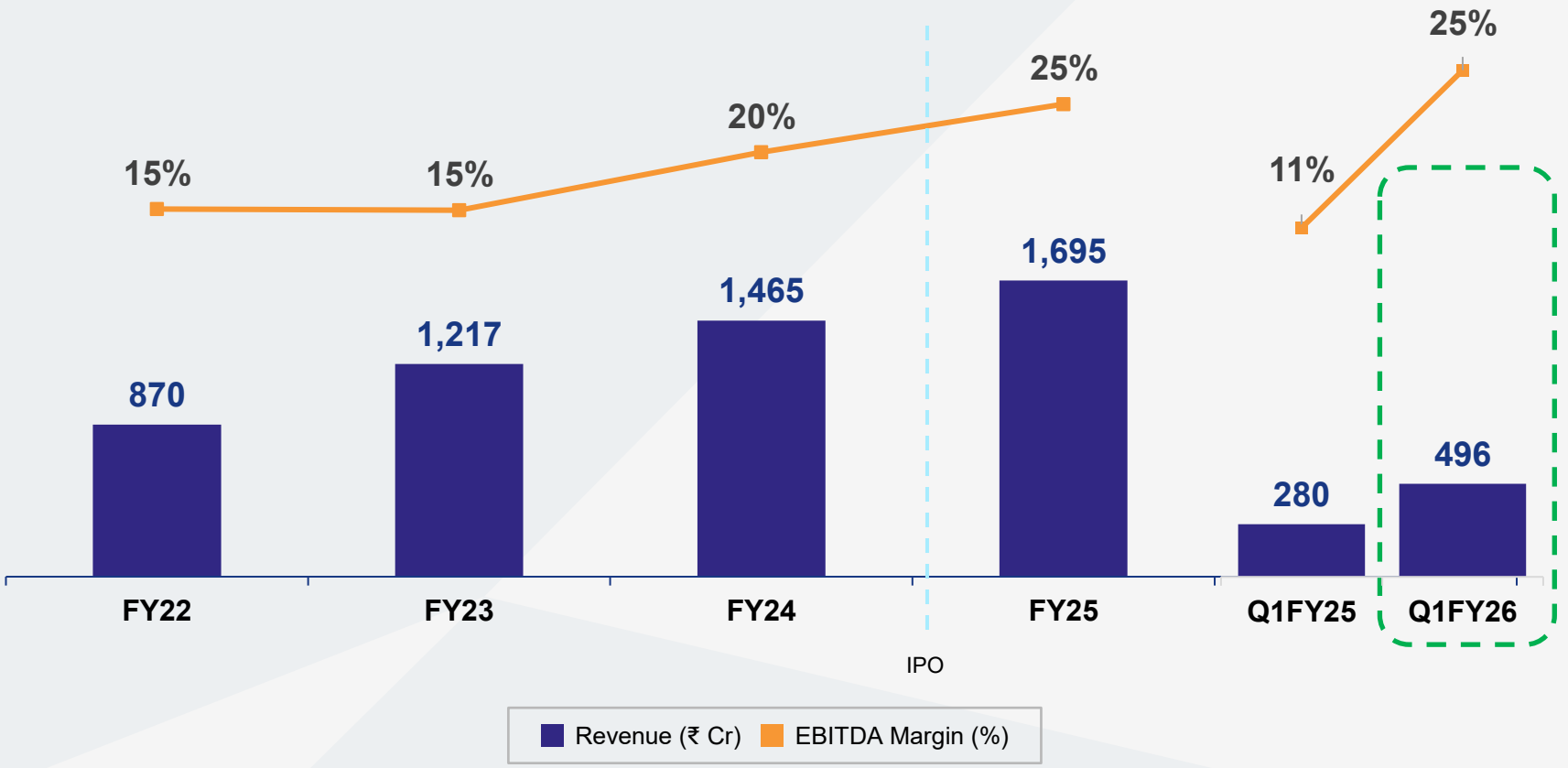
Sustained Growth Momentum with Expanding Profitability

(Consolidated)



Positioned to achieve 15-20% revenue CAGR over 3-5 years, 28 - 30% EBITDA margins over the next 2-3 years

Delivered consistent revenue growth and expanding profitability, with EBITDA margins rising from 15% in FY22 to 25% by FY25 and maintaining positive momentum in Q1FY26, keeping Sai on track toward its longer-term growth aspirations

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Company Overview

Sai Life Sciences: At a Glance

25+ Years of Expertise

Founded in 1999, Sai Life Sciences has transformed into an integrated CRDMO, delivering value across the pharma lifecycle from early discovery to commercial manufacturing

Global Partner of Choice

Trusted by 300+ global clients, including 18 of the top 25 global pharma companies across the US, UK, EU, and Japan

Expansive Infrastructure

World-class R&D and manufacturing facilities across Hyderabad, Bidar, Manchester, and Boston, with ~700 KL of installed capacity

Innovation-Led Growth

Focused investments in next-gen modalities like Peptides, ADCs, Oligos and TPDs; empowered by digital transformation, automation, and AI/ML to accelerate delivery and differentiation

Key Highlights

25+
Years of experience
(Incorporated in 1999)

One-stop platform
for discovery,
development and manufacturing

3,400+
Total employees

300+
Active customers across US, UK, EU, Japan

USFDA, PMDA
100% successful track record of regulatory inspections across our R&D and manufacturing facilities.

Diverse therapy areas
Oncology, CNS, Inflammation, Antivirals, Rare diseases and more

10+
Years: Enduring customer relationships

18/25
of the largest pharmaceutical companies are customers

>65%
Integrated Drug Discovery (IDD)

18 months
Demonstrated time from Hit to IND

30
Commercial molecules

6
Phase III/ pre-registration

40+
Programs advanced to IND or Phase I/II/III

5
Molecules from discovery to market

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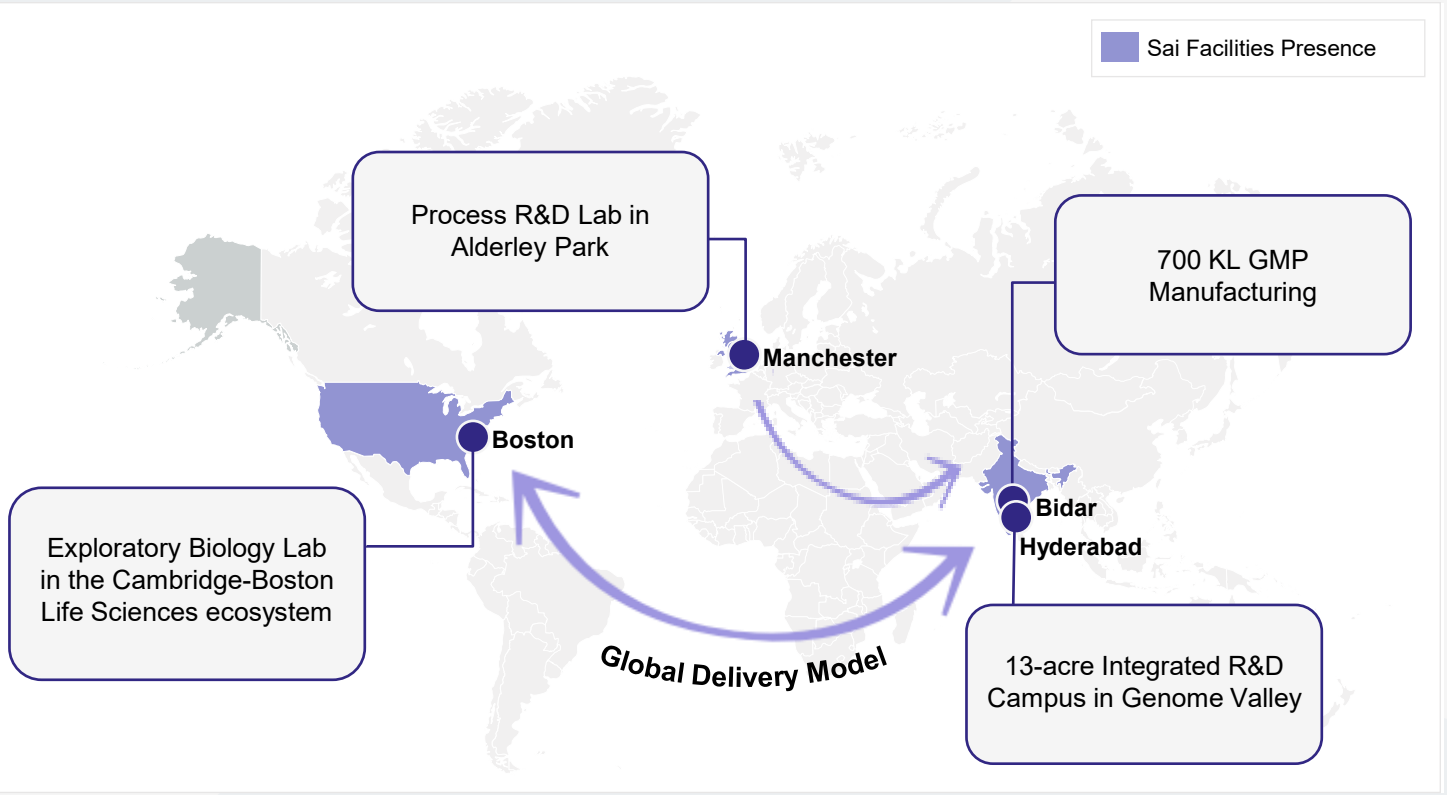
Global Presence

Research laboratories for discovery and development located near overseas innovation hubs in Greater Boston, US and Manchester, UK, complemented by large-scale research laboratories and manufacturing facilities in cost competitive locations in India



Strategically located to combine innovation access, client proximity, and cost efficiency

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Our Growth Journey

1999 - 2008

Founding & Early Biotech Foray

- Incorporated in 1999; began as a medicinal chemistry partner to US biotech firms
- Expanded into Process R&D and small-scale manufacturing aligned with the needs of Biotechs clients

2009 – 2013

CDMO Pivot

- First USFDA approval of Unit IV
- Expanded R&D (Unit II) to enable large-scale pharma CDMO services
- Added 100 KL capacity at Unit IV
- Animal facility received AAALAC accreditation

2014 – 2018

Consolidation of CDMO Capabilities

- Cleared USFDA & PMDA audits at multiple sites
- Integrated Biology services; becoming end-to-end Discovery partner
- Added >120 KL (PB-07) and >170 KL (PB-08) blocks at Unit IV

2019 – 2023

Globalization, Scaled-up Integrated CRDMO

- Entered global markets: labs in Manchester & Boston
- Commissioned Clean Room, Amidites, and HPAPI blocks at Unit IV
- Strategic partnership with Schrödinger to enhance discovery science
- Continued regulatory track record and expansion of global footprint

2024 – Present

Increasing Capacity & Strengthening New-Age Modalities

- Listed on NSE & BSE
- Construction underway for new MedChem block with 200 fume hood capacity
- Broke ground for a new Process R&D Block at Unit 2 Hyderabad, nearly doubling PRD capacity and adding capabilities in early phase peptide development and clinical formulations
- Commenced work on building additional 200kL production capacity at Unit IV, Bidar

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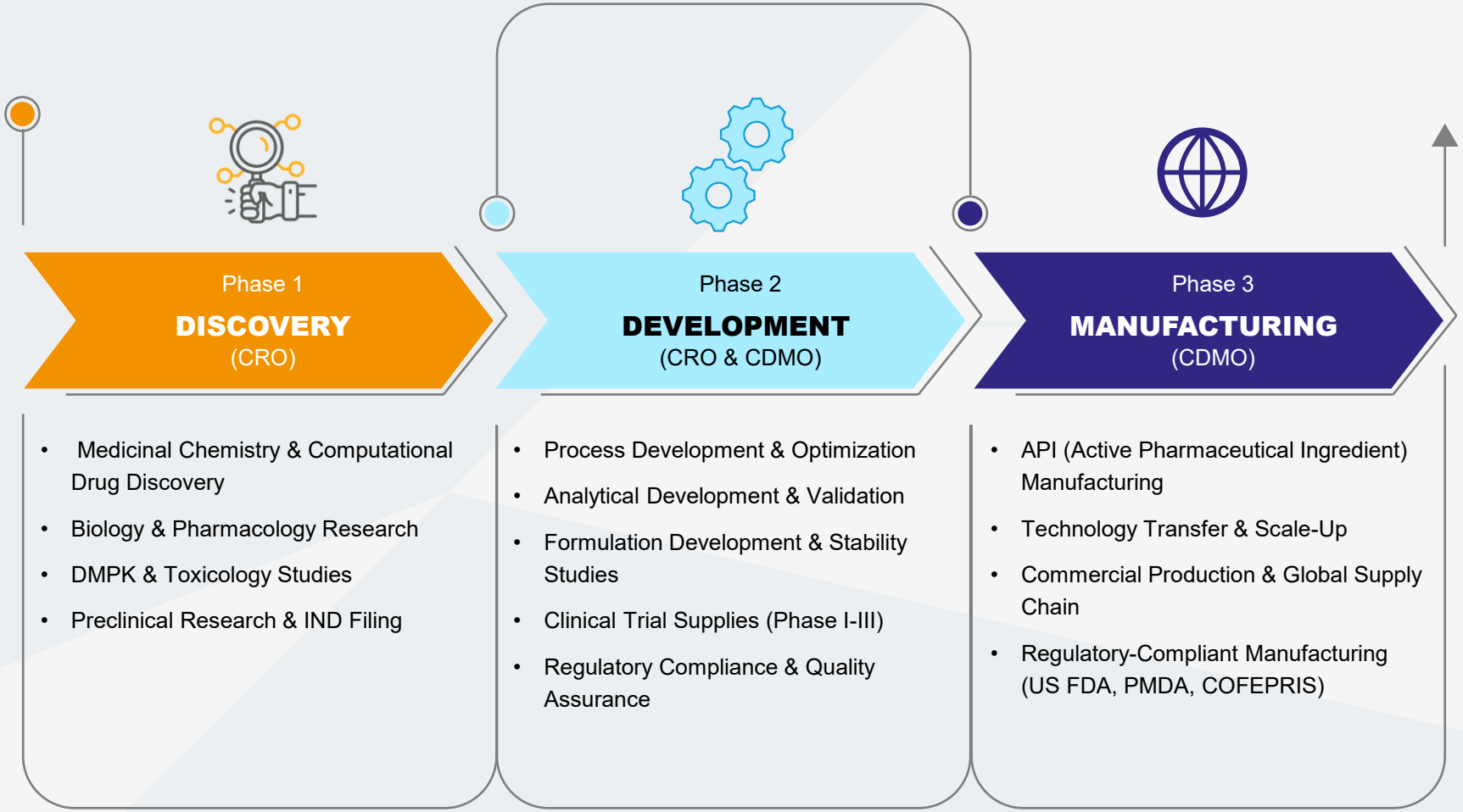
A leading CRDMO with scaled operations across both verticals

Sai Life Sciences operates as both a CRO and a CDMO, offering an end-to-end platform for global pharmaceutical and biotech companies



- **Seamless Integration** – One-stop solution from research to commercial production
- **Regulatory Excellence** – Compliant with global standards (US FDA, PMDA, COFEPRIS)
- **Scalable & Flexible** – Supporting emerging biotech & leading pharma companies

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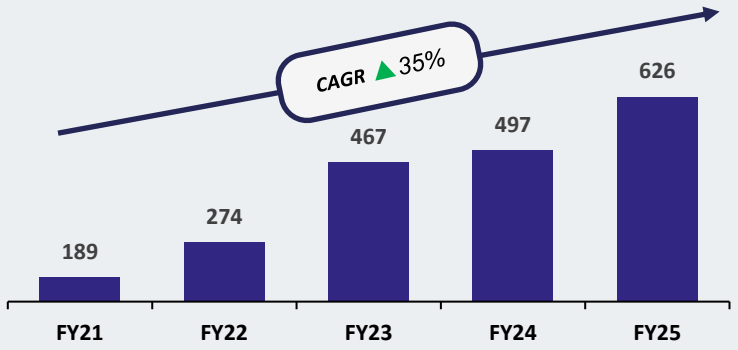
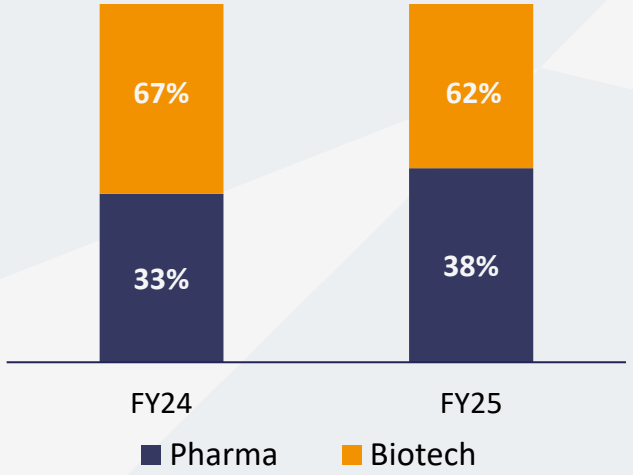
Discovery Services (CRO)

Consistent Revenue Growth (₹ Cr)



Customer Split %



Client Stickiness

>65% Revenues from customers in FY23-25 who availed more than one Discovery services(2)

Dedicated Facility

Among the few CROs with a dedicated facility for a global innovator, now scaled up by 30% to support growing demand and deeper integration.

Modalities Expansion

Expanding capabilities in ADCs, TPDs, Peptides, CGTs, Oligos, and more.

Notes: (1) Last 5 years (2) Discovery services (including chemistry, biology and/or DMPK services)

Discovery Services: Scaling Innovation, Driving Impact

>65% of Discovery programs are now integrated, with active use of next-gen biology, automation, and AI to accelerate development and improve outcomes

Expanded Core Capabilities

Scaled Chemistry, Biology, DMPK, and In Vivo labs delivering faster, parallelized research

Colocalized & Global Teams

Hyderabad campus and Boston Biology Lab enable seamless collaboration and rapid tech transfer

Tech-Enabled Drug Discovery

AI-enabled retrosynthesis tools High-throughput Experimentation DMPK automation CADD in silico tools

Specialized Modalities

Peptides, ADC payloads, Oligos, TPDs and driving high-value Discovery growth

Next-Gen Preclinical Models

Organoids and spheroids enable predictive, FDA-aligned efficacy and toxicity testing

Technology advancements are transforming Sai's Discovery platform into a scalable, high-value growth engine

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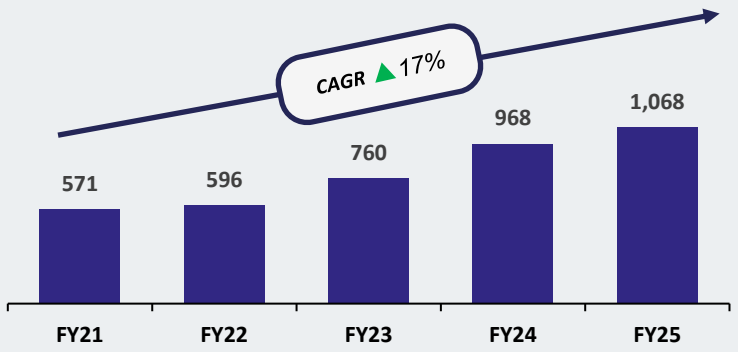
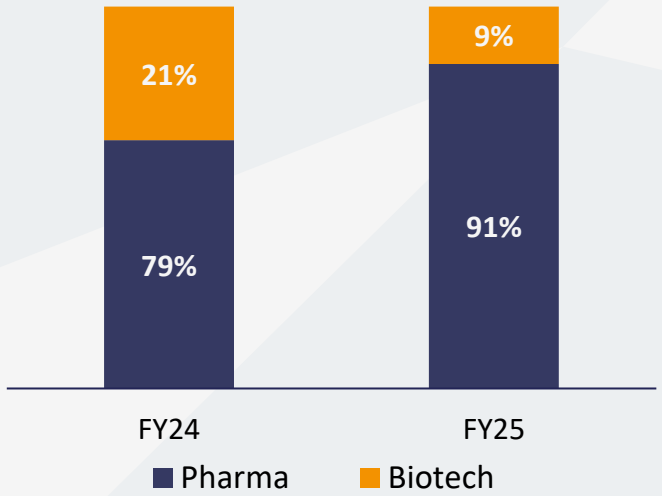
CMC Services (CDMO)

Consistent Revenue Growth (₹ Cr)

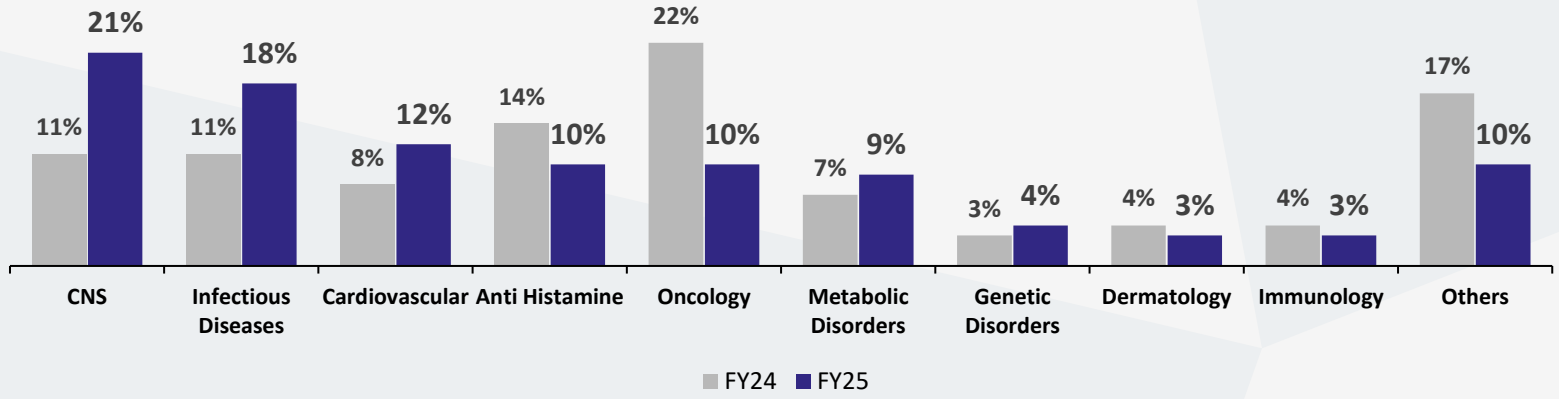


Customer Split %



- 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
- **160 Programs** in the pipeline across multiple therapy areas
- **Clear Regulatory Record:** USFDA, PMDA
- At the forefront of **digitalization, automation and sustainability**

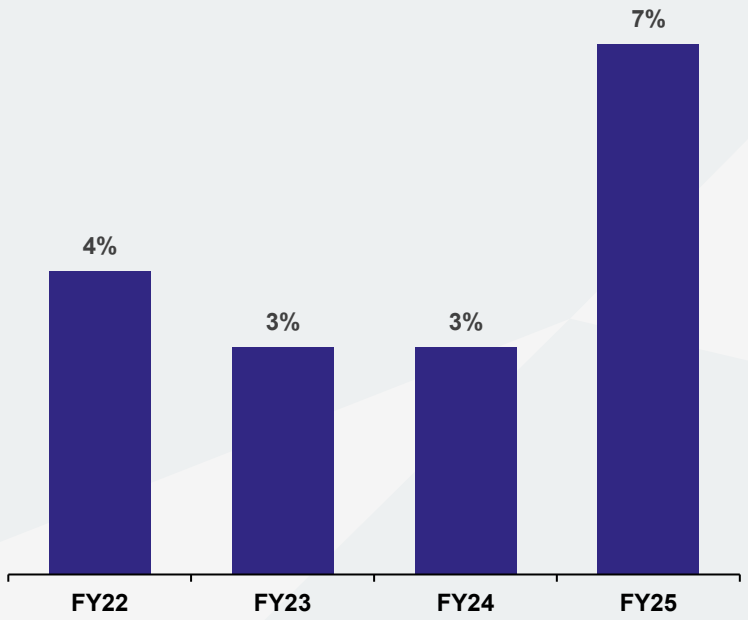
Business Mix Revenue Contribution – By Therapy (%)



Note: Therapy area contribution varies year-to-year based on client portfolio mix and project timelines. Not indicative of overall market trends

New Modalities: Fortifying foundation to build scale

New Modalities Revenue Contribution (%)



Peptides

Complement peptide discovery with process and scale-up facilities for clinical supplies; focus on commercial supply of fragments before evolving to full-scale peptide manufacturing.

Antibody-Drug Conjugates

Enhancing conjugation in Discovery; upgrading to class 6 containment for end-to-end support. Evaluating clinical conjugation and fill-finish for clinical supply

Oligonucleotides

Involved in multiple projects with Pharma from development to commercial; to focus only on making amidites.

Lipids

Involved in supplying lipids for last few years; looking to expand capacity

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Our Strengths

Strategic Growth Levers & Competitive Edge

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Information Technology - Driven Excellence: Digitization & Beyond

Digitization
2017 onwards

Converting data, documents and processes from paper/ analog to digital

R&D and Mfg processes progressively digitized to current levels of 85% digitization

- GMP Pro and ELN implementation
- QR Code & Label Management
- Learning Management System
- Audit Management System
- Laboratory Information Management System
- Validation Life Cycle Management System

Digitalization
2022 onwards

Use of digitized data for effective monitoring through visual interactive dashboards.

Interactive Business Intelligence dashboards created using real-time data across functions and use cases.

- Batch Quality, Yield, Experiments, Equipment Occupancy, Staffing status, QMS, etc.

Digital Transformation
2023 onwards

integration of digital technologies into all aspects of business operations

Leveraging large data sets with AIML models to create prediction models.

- Digital Transformation Initiatives
- AI/ML - Manufacturing Process Prediction Model

Looking Ahead

- Digitization process expected to be complete by 2027
- Continued adoption of BI models to aid faster decision-making
- AI/ML model proof-of-concept outcome to emerge in 2025.
- Based on results, further integration into operations will be undertaken.

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Global-Standard Operations, End-to-End

Quality Assurance

- 285+ QA/QC professionals across sites
- Integrated e-systems: LIMS, e-QMS
- QA independent; reports to CEO
- Audited by USFDA, EMA, PMDA, Indian regulators
- Focus on data integrity & global compliance

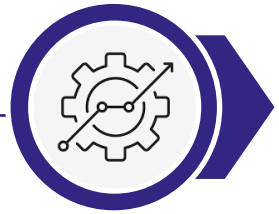
Sustainability Leadership

- 89% renewable energy at Bidar site
- Zero Liquid Discharge: water-neutral ops
- Carbon roadmap approved by SBTi
- Low-emission logistics via DHL

Safety & EHS Leadership

- Embedded Process Safety from quote to execution phase; rigorous lifecycle safety assessments.
- Plant Intermediates areas & lab fume cupboards validated down to 1 µcg/ m^3 containment
- First Indian company to join the PSCI membership; >30 PSCI Audits over the past 7 years
- Silver rating by EcoVadis

Key Drivers for Growth



Scaling Capacity & Infrastructure

- The company continue to make strategic capital investments in line with its annual capex plan of ~ ₹700 Cr for FY26 to enhance manufacturing and R&D infrastructure, including development of a second manufacturing site in Hyderabad.
- These strategic investments will nearly double Sai's overall manufacturing capacity by FY27, while diversifying its footprint and reducing concentration risk

Diversifying Portfolio

- 36 active molecules* –30 commercial, with 6 Phase III / pre registration
- 160 in early phase development
- Established model for a dedicated partnerships
- Average tenure of large pharma relationships is ~10 years
- 200+ clients, 60+ integrated collaboration under discovery

Scientific & Talent Leadership

- Driving global program transfers to India across discovery, development & manufacturing
- Rapidly expanding leadership bench with experts from top CDMOs and global pharma
- Strengthening capabilities in new modalities, enabling pipeline expansion and stickier client relationships
- Building future-ready teams aligned to Sai's scale-up and innovation roadmap

** Excluding molecules under destocking and low value molecules with limited potential*

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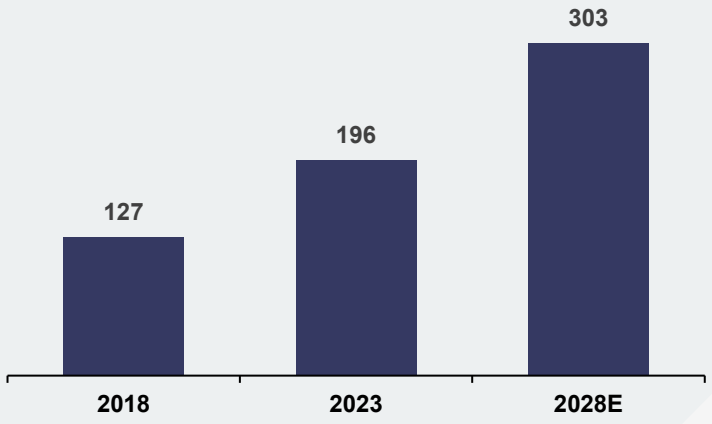
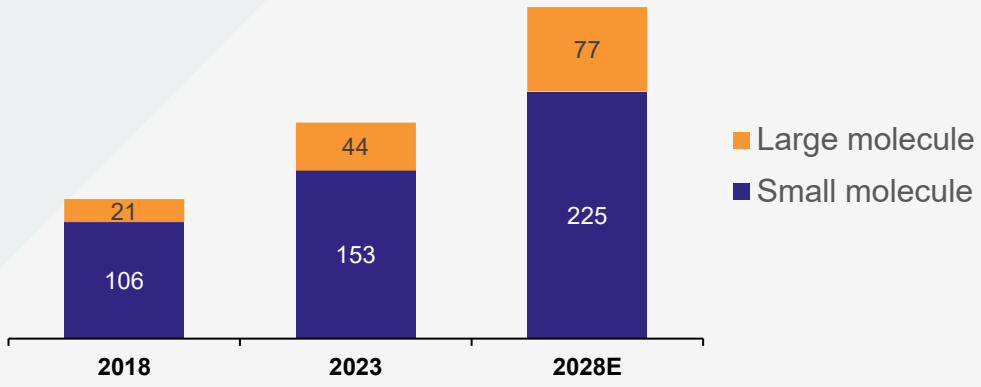
Industry Overview

Global CRDMO Industry Set to Cross USD 300 Bn by 2028

Global CRDMO Market (USD Bn)



Global CRDMO Market by Modality (USD Bn)



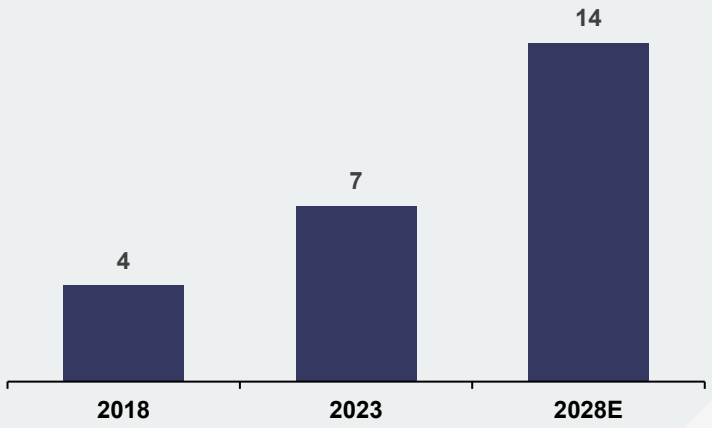
With growing investments in biologics, peptides, and new modalities, Sai Life Sciences is positioned to capture growth in the fastest-expanding CRDMO segments globally

- Global CRDMO market projected to reach **USD 303 Bn by 2028 (9% CAGR 2023-2028)**
- **50%+ of pharma R&D budgets** outsourced to CRDMOs, driving structural growth
- **Biologics, peptides, and oligonucleotides** expected to drive ~40% of total growth by 2028
- **Large molecule CRDMO segment growing fastest (12% CAGR 2023 - 28),** supported by biologics demand
- Asia-Pacific market projected to grow **at 12% CAGR (2023–28) -** the fastest among all regions, **outpacing Europe (10%) and North America (5%)**

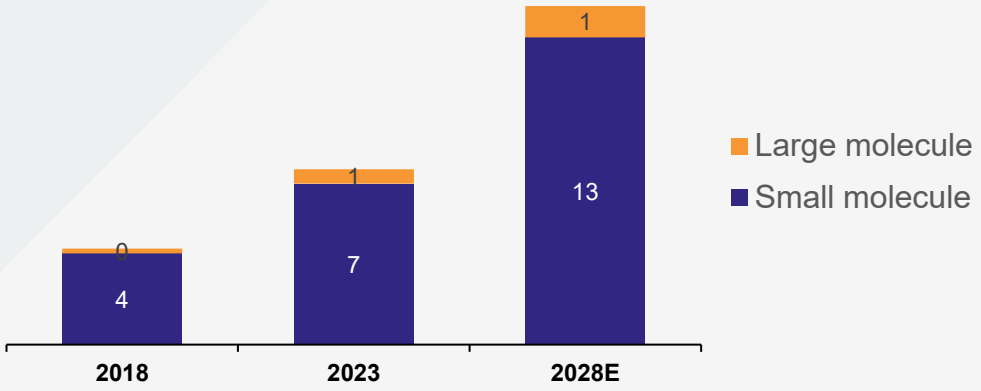
Source: Frost & Sullivan

India Rising as a Strategic CRDMO Hub

Indian CRDMO Market (USD Bn)



Global CRDMO Market by Modality (USD Bn)



Sai Life Sciences is scaling capacity, innovation, and specialty modalities to leverage India's rising global CRDMO share and China-to-India outsourcing shift.

- **Indian CRDMO industry is among the fastest-growing worldwide**, projected to grow at 14% CAGR (2023–28)
- By 2028, **CDMO is expected to contribute ~75%** of India's USD 14 Bn CRDMO market, growing to USD 11 Bn, while CRO expands to USD 3 Bn
- **Cost efficiency (30–40%)** with global-standard quality is making India the **preferred outsourcing destination for pharma sponsors**

Source: Frost & Sullivan

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Annexure

Consolidated Statement of Profit and Loss

Particulars (₹ Cr)	Q1FY26	Q1FY25	Q4FY25	FY25	FY24
Revenue from operations	496	280	580	1695	1465
Other income	10	8	6	18	14
Total income	506	288	586	1712	1494
Expenses					
Cost of materials consumed and changes in inventories	141	73	168	466	446
Employee benefits expense	161	130	151	549	495
Other expenses	74	50	103	274	239
Forex (gain)/loss	(4)	(5)	(3)	(19)	(15)
EBITDA	**125**	**31**	**161**	**425**	**300**
EBITDA Margin	*25%*	*11%*	*28%*	*25%*	*20%*
Finance costs	12	21	11	76	86
Depreciation and amortisation expense	38	31	37	139	119
Profit before tax	**81**	**-18**	**119**	**228**	**109**
Tax expense	20	-5	31	58	26
Profit after tax	**60**	**-13**	**88**	**170**	**83**

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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
UNIT IV	Manufacturing facility at Bidar
USFDA	United States Food and Drug Administration

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Thank You

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