Symbiotec Pharmalab Limited

21 August-2026

Subscribe- Long Term

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Sector- Pharmaceuticals

Company Description

Symbiotec Pharmalab Limited is a research and development-driven pharmaceutical and biotechnology company with capabilities across three interconnected platforms—organic chemistry, biotechnology and complex injectables. The company has a global leadership position in corticosteroid and steroidal-hormone APIs, with a 38.2% global volume market share in corticosteroids and 23.8% in steroidal hormones in FY26. It is the only Indian and global company with a presence across the top 10 corticosteroid and steroidal-hormone APIs and has a portfolio of over 60 such APIs, including Hydrocortisone, Betamethasone, Methylprednisolone, Progesterone, Estrogens and Testosterone. The company held global volume market shares of 80.1%, 76.4% and 76.0% in Hydrocortisone, Testosterone and Methylprednisolone, respectively, in FY26. Its products cater to therapeutic areas including respiratory, dermatology, pain management, oncology and gynaecology, while its regulatory capabilities are supported by 43 US FDA DMFs and 23 CEPs as of March 31, 2026.

With over 30 years of industry experience, Symbiotec has evolved from a lab-scale steroidal-hormone API manufacturer into a vertically integrated "microbe-to-pharmacy" and "farm-to-pharmacy" platform. Its capabilities span complex chemical synthesis, fermentation, biotransformation and recombinant biologics, while its backward integration enables cost-effective make-versus-buy decisions for key starting materials across over 80% of its products by revenue. As of March 31, 2026, the company had aggregate chemical synthesis capacity of 584.67 MT, fermentation capacity of 700 KL and complex injectables capacity of 20 million double-chamber vials annually across facilities in Rau, Pithampur, Ujjain and Mhow. Symbiotec is also expanding into CDMO services and complex injectables, enabling it to provide end-to-end solutions from API development to differentiated drug-device combinations. Supported by three dedicated R&D centres, 156 scientists and engineers, and over ₹7,986 million invested in additional manufacturing capacities and capabilities over the last three fiscals, the company serves over 200 customers across more than 40 countries.

Valuation

Symbiotec has established a differentiated position in the global pharmaceutical manufacturing landscape through its strong presence in corticosteroid and steroidal-hormone APIs, where it held global volume market shares of 38.2% and 23.8%, respectively, in FY26. Its integrated capabilities across organic chemistry, biotechnology and complex injectables, supported by backward integration, fermentation expertise and regulatory approvals across key global markets, provide a strong competitive moat. With a portfolio of over 60 APIs, leadership in key molecules such as Hydrocortisone, Testosterone and Methylprednisolone, and an expanding CDMO and complex injectables platform, the company is well positioned to capture growth in complex and niche pharmaceutical products. Its 'farm/microbe-to-pharmacy' model, R&D capabilities and investments in new capacities further strengthen its long-term growth potential and support a premium positioning within the pharmaceutical manufacturing space.

At the upper price band company is valuing at P/E of **56.9x** and EV/EBITDA of **27.85x** with to its FY26 earnings and market cap of Rs.62,444 million post issue of equity shares.

We believe that the IPO is fully priced and recommend a **"Subscribe-Long Term"** rating to the IPO.

Issue Details

Issue Details	
Issue Size (Value in ₹ million, Upper Band)	17,573
Fresh Issue (No. of Shares in Lakhs)	15.2
Offer for Sale (No. of Shares in Lakhs)	162.7
Bid/Issue opens on	24-August-26
Bid/Issue closes on	27-August-26
Face Value	₹ 2
Price Band	₹ 938-988
Minimum Lot	15

Objects of the Issue

- **Fresh Issue: ₹ 1,503 million**
  - Pre-payment, or scheduled repayment, in full or part, of certain borrowings availed by the Company.
  - General Corporate Purpose.
- **Offer for sale: ₹ 16,070 million**

Book Running Lead Managers
JM Financial Limited
Avendus Capital Private Limited
Motilal Oswal Investment Advisors Limited
Nomura Financial Advisory and Securities (India) Private Limited
Registrar to the Offer
MUFG Intime India Private Limited

Capital Structure (₹ million)	Aggregate Value
Authorized share capital	300
Subscribed paid up capital (Pre-Offer)	125
Paid up capital (Post - Offer)	126

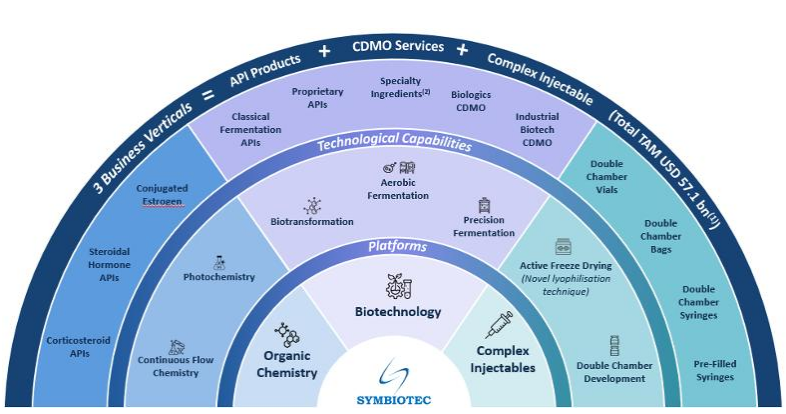
Share Holding Pattern %	Pre-Issue	Post Issue
Promoters & Promoter group	36.4	9.8
Public	63.6	90.2
Total	**100.0**	**100.0**

Financials

Particulars (Rs. In Million)	FY26	FY25	FY24
Revenue from operations	**8,691**	**7,516**	**7,162**
Operating Expenses	6,313	5,497	5,449
EBIDTA	**2,378**	**2,019**	**1,713**
Other Income	31	44	71
Depreciation	533	431	388
EBIT	**1,876**	**1,632**	**1,396**
Interest	253	160	72
PBT before Share of Profit of Joint Venture	**1,623**	**1,472**	**1,324**
Share of net profit of joint venture	0	-2	-14
PBT before Exceptional Items	**1,623**	**1,470**	**1,310**
Exceptional Items	90	0	0
PBT	**1,533**	**1,470**	**1,310**
Tax Expense	435	502	309
Consolidated PAT	**1,099**	**968**	**1,001**
EPS	**17.4**	**15.3**	**15.8**
Ratio	**FY26**	**FY25**	**FY24**
EBITDAM	27.4%	26.9%	23.9%
PATM	12.6%	12.9%	14.0%
Sales growth	15.6%	4.9%	

➢ **Description of Business**:

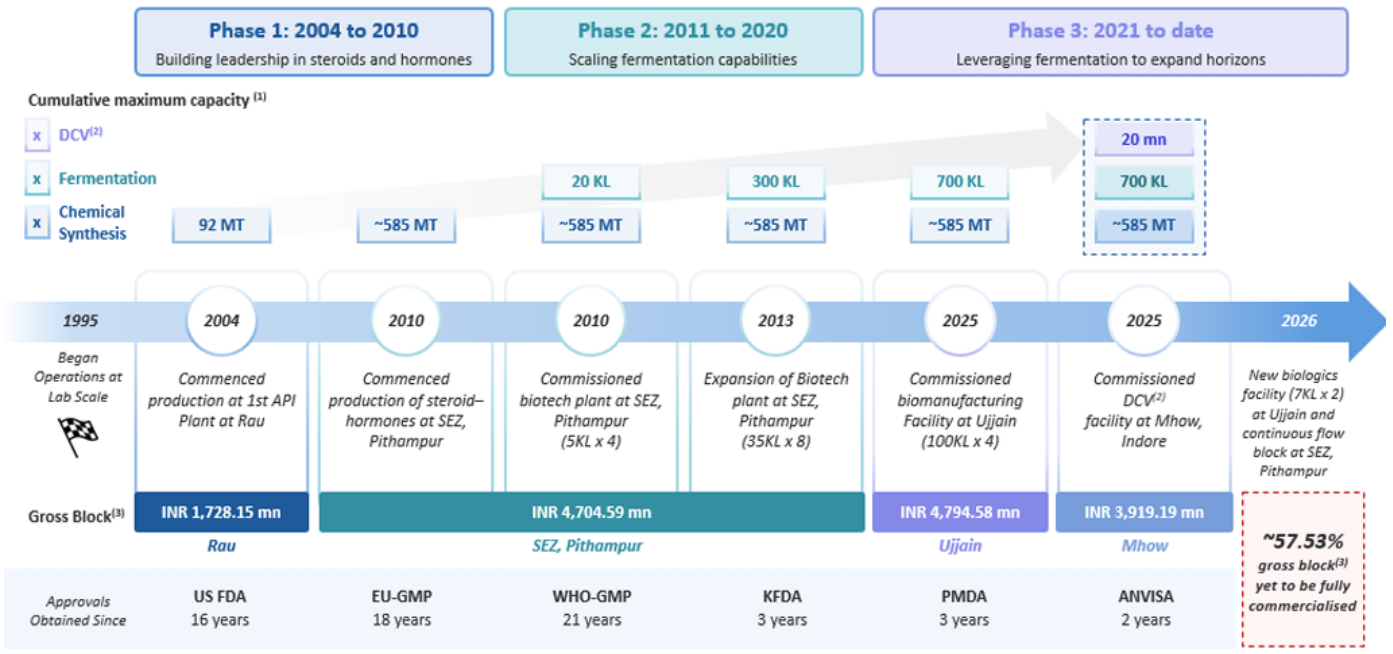
Symbiotec is a research and development-driven pharmaceutical and biotechnology company with capabilities across organic chemistry, biotechnology and complex injectables, and over 30 years of experience in developing and manufacturing complex pharmaceutical products. The company has established a strong global position in corticosteroid and steroidal-hormone APIs, with a portfolio of over 60 APIs including Hydrocortisones, Betamethasones, Methylprednisolones, Progesterones, Estrogens and Testosterones, catering to critical care and therapeutic areas such as respiratory, dermatology, oncology and gynaecology. Its integrated 'farm/microbe-to-pharmacy' model combines backward integration, fermentation, biosynthesis, biotransformation and complex chemical synthesis, enabling cost-efficient manufacturing and reduced dependence on external suppliers. Symbiotec operates manufacturing facilities across Rau, Pithampur, Ujjain and Mhow, with aggregate chemical synthesis capacity of 584.7 MT, fermentation capacity of 700 KL and complex injectables capacity of 20 million vials per annum. The company has also developed capabilities in recombinant biologics, including GLP-1 and insulin, and complex drug-device combinations such as double-chamber vials, bags and syringes. Its strong R&D capabilities, regulatory approvals and expertise in complex manufacturing processes support the development of niche products, while its customer base of over 200 customers across 40+ countries provides a diversified platform across APIs, CDMO and complex injectables.

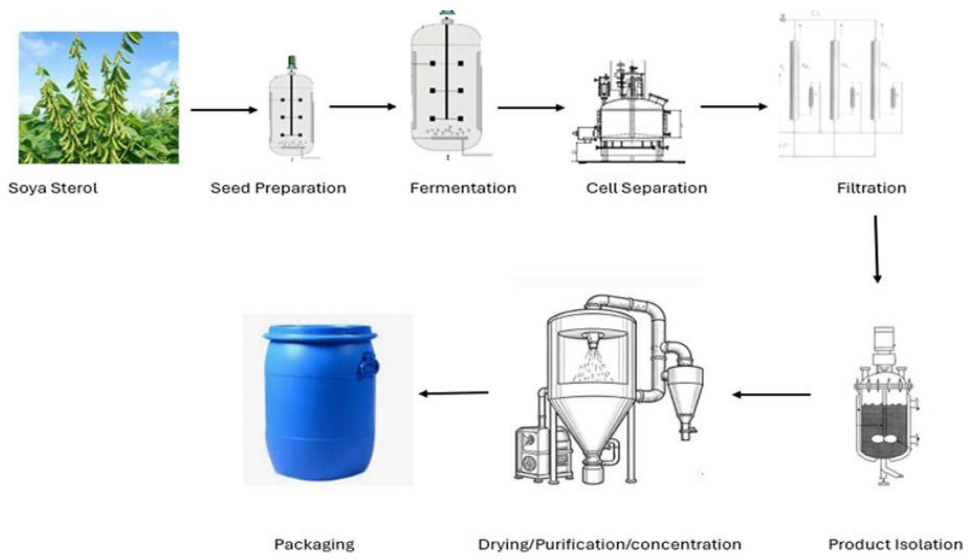


Symbiotec's differentiated chemistry capabilities enable the efficient development and manufacture of complex APIs involving up to 400 synthesis steps. Its ability to commercialise niche products is demonstrated by its successful development of conjugated estrogen, a complex API comprising 82 mandated components, for which it has entered into a collaboration with a global specialty pharmaceutical company involving milestone payments and profit sharing. The company's backward-integrated 'farm/microbe-to-pharmacy' model enables in-house production of key starting materials for over 80% of its products by revenue, reducing dependence on external suppliers. Its fermentation capabilities span biotransformation, classical fermentation, recombinant protein expression and precision fermentation, supporting applications across APIs, GLP-1, insulin, nutraceuticals and food products. Symbiotec has further strengthened its value chain through complex injectables, including double-chamber vials, bags and syringes, enabling end-to-end solutions from APIs to finished products. Innovation remains central to its strategy, supported by 156 scientists and engineers across three R&D centres in Indore. R&D expenditure stood at 3.4% of revenue in FY26, focused on complex chemistry, biotechnology, biosimilars, insulin analogues, precision fermentation and differentiated injectables, supporting the company's ability to develop and scale high-value, technically complex products. They have built a fully integrated, scaled manufacturing infrastructure that supports both their own product development and their CDMO operations. The following table sets forth the details of revenue generated from their own product development and their CDMO operations for the years indicated:

Particulars	FY2026 (₹ million)	% of Revenue	FY2025 (₹ million)	% of Revenue	FY2024 (₹ million)	% of Revenue
Revenue from own product development	8,350	96.1%	7,448	99.1%	7,162	100.0%
Revenue from CDMO services	11	0.1%	68	0.9%	–	–
Revenue from complex injectables	331	3.8%	–	–	–	–
Total Revenue from Operations	**8,691**	**100.0%**	**7,516**	**100.0%**	**7,162**	**100.0%**

Manufacturing Infrastructure: Symbiotec operates a strategically integrated manufacturing network in Madhya Pradesh, comprising facilities at Rau, Pithampur, Ujjain and Mhow. Its Rau facility has 92 MT of chemical synthesis capacity and manufactures sterile and non-sterile corticosteroid APIs, while the Pithampur facility offers 492.7 MT of chemical synthesis and 300 KL of fermentation capacity for steroidal-hormone and corticosteroid APIs. Both facilities have approvals from key global regulatory authorities, including the US FDA, EU-GMP and WHO-GMP. The company has also commissioned a 400 KL biomanufacturing facility at Ujjain, equipped with four 100 KL fermenters, and is developing an additional 14 KL biologics fermentation capacity to cater to growing demand for GLP-1 and insulin products. Its Mhow facility has a capacity of 20 million double-chamber vials per annum and is being developed as a platform for complex injectables. The Ujjain and Mhow facilities have commenced R&D and pilot-scale operations, with regulatory approvals for the latter in progress. Symbiotec has invested over ₹7,986 million in additional capacities and capabilities across APIs and complex injectables over the last three fiscals and has entered into multiple contracts for developing and supplying complex biotechnology products to global specialty pharmaceutical, food and nutraceutical companies.





The table below sets forth details in relation to their manufacturing facilities:

Manufacturing Facility	Focus Area	Year of Commissioning	Total Area (sq. metres)	Total Fermenters	Maximum Capacity
Rau Facility	Sterile and non-sterile corticosteroid API manufacturing blocks	2004	22,970	Nil	92 MT chemical synthesis capacity
Pithampur Facility	Dedicated steroidal-hormone manufacturing, chemical synthesis, fermentation and biotransformation blocks	2009	53,864	12	300 KL fermentation capacity and 493 MT chemical synthesis capacity
Ujjain Facility	Large-volume industrial biotechnology manufacturing	2025	125,816	4	400 KL fermentation capacity
Mhow Facility	Complex injectables	2025	23,470	Nil	20 million DCVs per annum

Regulatory Track Record, Management and Sustainability: Symbiotec has maintained a strong regulatory track record, completing over 108 customer inspections and nine regulatory inspections across agencies including the US FDA, EU-GMP, ANVISA and PMDA over the last three fiscals, without receiving any critical observations. The company is led by an experienced management team, with its Promoter, Chairman and Managing Director Anil Satwani having around 30 years of pharmaceutical industry experience, supported by over 2,500 employees. Symbiotec also focuses on sustainable manufacturing through renewable energy, bio-briquettes, zero-liquid-discharge systems and water reuse, while adopting flow chemistry to improve safety and reduce waste. Its business has a global orientation, with 67.0% of FY26 revenue generated from international markets and 33.0% from domestic markets. The company has also maintained a CARE A+ credit rating over the last three fiscals, reflecting its consistent financial and operational performance.

- **Key Strengths:**

  - **Global leadership in corticosteroid and steroidal-hormone APIs:** Symbiotec holds a leading global position in corticosteroid and steroidal-hormone APIs by volume, with 38.2% and 23.8% market shares, respectively, in FY26. The company has a portfolio of over 60 APIs across sterile and non-sterile formats and is present across 90.0% of corticosteroid and steroidal-hormone API products, providing broad portfolio depth. It is the only Indian and global player with a presence across the top 10 APIs in these categories. Symbiotec has established particularly strong positions in Hydrocortisone, Testosterone and Methylprednisolone, with FY26 volume market shares of 80.1%, 76.4% and 76.0%, respectively. Its market share in Clobetasol Propionate also increased to 50.0% in FY26 from 38.5% in FY25. The company's diversified portfolio, manufacturing capabilities and regulatory approvals across key markets strengthen its competitive positioning and support its leadership across complex steroidal APIs. The following table sets forth details of revenues they earned from their top APIs in the corresponding years:

Particulars	FY2026 Amount (₹ million)	FY2026 (% of Revenue)	FY2025 Amount (₹ million)	FY2025 (% of Revenue)	FY2024 Amount (₹ million)	FY2024 (% of Revenue)
Revenue from top five products	5,412	62.3%	4,747	63.2%	4,324	60.4%
Revenue from top 10 products	6,862	79.0%	6,249	83.2%	5,625	78.5%

Symbiotec is among the few backward-integrated Indian and global manufacturers capable of producing corticosteroid and hormone precursors in-house, strengthening cost efficiency and supply security. It generated the highest revenue among Indian API manufacturers from corticosteroid and steroidal-hormone APIs during the three preceding Fiscals. The company also holds strong global positions in Hydrocortisone, Testosterone and Methylprednisolone, with FY26 volume market shares of 80.1%, 76.4% and 76.0%, respectively, reinforcing its leadership in key steroidal API segments. The table below sets forth revenues generated from various geographies "Operating Segments" as well as their percentage of revenue from operations in the corresponding years (rest of the world includes Asia (other than India) and Africa):

Particulars	FY2026 Amount (₹ million)	FY2026 (% of Revenue)	FY2025 Amount (₹ million)	FY2025 (% of Revenue)	FY2024 Amount (₹ million)	FY2024 (% of Revenue)
Revenue from external customers – India	2,865	33.0%	3,368	44.8%	2,867	40.0%
Revenue from external customers – Outside India	5,826	67.0%	4,148	55.2%	4,295	60.0%
Europe	*2,530*	*29.1%*	*2,271*	*30.2%*	*2,157*	*30.1%*
United States	*1,140*	*13.1%*	*302*	*4.0%*	*642*	*9.0%*
Rest of the world	*2,157*	*24.8%*	*1,575*	*21.0%*	*1,528*	*21.3%*
Revenue from operations	**8,691**	**100.0%**	**7,516**	**100.0%**	**7,162**	**100.0%**

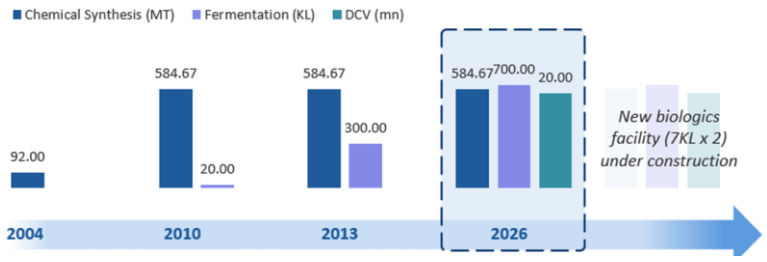
Symbiotec is well positioned to benefit from rising demand for corticosteroid and steroidal-hormone APIs, supported by increasing prevalence of inflammatory and autoimmune diseases and growing applications in reproductive health and hormone replacement therapies. Its integrated farm/microbe-to-pharmacy model, 700 KL fermentation capacity and investments of over ₹7,986 million in additional API and injectables capabilities provide a strong foundation to address emerging opportunities and sustain its leadership in complex steroidal APIs.

- **Long-standing relationships with domestic and global customer base:** Symbiotec served over 200 customers across more than 40 countries as of March 31, 2026, including leading generic and specialty pharmaceutical and formulation companies across North America, Europe and Asia. Its customer base comprised over 50 domestic and more than 150 export customers, while the company added 101 new customers in FY26, compared with 96 and 89 in FY25 and FY24, respectively. Customer relationships also demonstrate strong stickiness, with customers having relationships of over seven years contributing ₹6,040 million, or 69.5% of FY26 revenue. Customers with one to three years of relationship contributed ₹1,359 million (15.6%), indicating a growing contribution from relatively newer customers. The expanding customer base, long-standing relationships and diversified geographic presence provide revenue visibility and support the company's global commercial footprint. The following table sets forth the contribution to their revenue from sale of products from their top five and top ten customers for the years indicated:

Particulars	FY2026 Amount (₹ million)	FY2026 (% of Revenue from Sale of Products)	FY2025 Amount (₹ million)	FY2025 (% of Revenue from Sale of Products)	FY2024 Amount (₹ million)	FY2024 (% of Revenue from Sale of Products)
Top five customers	3,476	43.0%	3,037	42.3%	3,155	48.5%
Top ten customers	4,655	57.6%	4,016	55.9%	4,010	61.7%

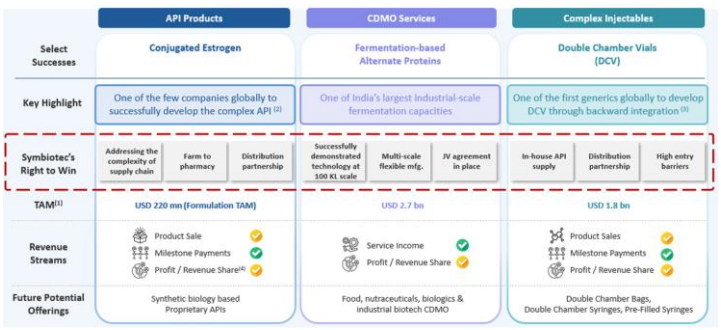
Symbiotec's top five customers have maintained relationships with the company for more than 10 years, with two being global steroidal-hormone innovators. The company supplied 4–8 products to each of its top five customers in FY26. The complex nature of steroidal APIs, stringent regulatory requirements and high switching costs support strong customer stickiness. Its backward integration, consistent quality standards and reliable supply capabilities have enabled Symbiotec to build long-term relationships, with average relationship tenure exceeding 10 years for both its top five and top ten customers.

- **Fully-invested, multi-scale, vertically integrated manufacturing platform with sustainable practices and clean regulatory track record:** As of March 31, 2026, the company operated two industrial-scale API manufacturing facilities and had commissioned the Ujjain and Mhow facilities, resulting in aggregate maximum capacities of 584.67 MT of chemical synthesis, 700 KL of fermentation and 20 million complex injectable vials. Its multi-scale fermentation infrastructure enables production across varying volumes and supports flexible CDMO engagements. The Rau Facility has a maximum chemical synthesis capacity of 92 MT, while the Pithampur Facility offers 492.67 MT of chemical synthesis and 300 KL of fermentation capacity, including fermenters ranging from 5 KL to 35 KL. The Ujjain Facility, established with an investment of ₹4,795 million, houses four 100 KL fermenters and provides scope for further expansion. The proposed Biologics Facility will add 14 KL of fermentation capacity for Insulin and GLP-1 products. The Mhow Facility, established with an investment of ₹3,919 million, has capacity to manufacture up to 20 million double-chamber vials annually. The Rau and Pithampur facilities hold approvals from major global regulators, including the US FDA, WHO-GMP and EU-GMP. Over the last three Fiscals, the company completed 11 regulatory and over 90 customer inspections, without receiving any critical regulatory observations. It has also adopted flow chemistry, renewable energy, carbon-neutral bio-briquettes and zero-liquid-discharge systems to improve operational sustainability.



- **Continuous investment in R&D, with leading technological capabilities among Indian peers:** The company follows an R&D-led approach that has enabled it to build differentiated capabilities across organic chemistry, biotechnology and complex injectables. Over time, it has evolved from a lab-scale manufacturer undertaking five to six synthesis steps into an industrial-scale platform capable of manufacturing complex APIs and products involving up to 400 cGMP-validated synthesis steps. Its R&D capabilities support product development across steroidal APIs, fermentation-based products, biologics and drug-device combinations. As of March 31, 2026, the company operated three dedicated R&D centres in Indore, with its team comprising 156 scientists and engineers, including 117 with master's degrees and 10 PhDs. The R&D function is supported by more than 86 scientists in organic chemistry, over 39 in biotechnology and 14 in complex injectables. The company invested ₹297 million in R&D in Fiscal 2026, equivalent to 3.4% of revenue from operations. Its pipeline includes proprietary and classical fermentation APIs, generic conjugated estrogen products and complex injectables, including five DCV products under the 505(b)(2) pathway, alongside two existing approved DCV products.

- **Ability to leverage science and existing competencies to increase total addressable market and deepen intellectual property-driven offerings:** Symbiotec is leveraging its scientific expertise and integrated capabilities to expand across API products, CDMO services and complex injectables. In APIs, its fermentation and backward-integrated manufacturing capabilities reduce dependence on external intermediates, while its pipeline of classical fermentation products, including immunosuppressants and anti-infectives, provides entry into new therapeutic categories. The company is also expanding its 700 KL fermentation capacity into CDMO opportunities across pharmaceuticals, nutraceuticals, alternative proteins and industrial biotechnology. It has secured long-term collaborations, including five-year and ten-year take-or-pay arrangements for insulin drug substance, classical fermentation APIs and alternative proteins, supporting revenue visibility. In complex injectables, Symbiotec is developing double-chamber vials, bags and syringes, leveraging its in-house API capabilities. Its DCV platform has been developed for Methylprednisolone Sodium Succinate and Hydrocortisone Sodium Succinate, while DCBs and DCSs remain under development. These initiatives enable the company to move beyond its traditional steroidal API base and capture higher-value opportunities across pharmaceutical and biotechnology markets.



➢ **Key Strategies:**

- **Build on their global leadership by expanding product portfolio across steroidal-hormones in their own API and ingredients business:** The company intends to strengthen its global leadership in corticosteroid and steroidal-hormone APIs by expanding into new product categories, therapeutic areas and international markets. Its backward-integrated, cost-efficient manufacturing model, supported by scale and in-house chemistry and biotechnology capabilities, provides a foundation to develop complex molecules and capture opportunities arising from the diversification of global supply chains. Alongside its core portfolio, the company is expanding into classical fermentation-based APIs, including Mupirocin and Serratiopeptidase, while developing high-value, low-volume APIs and speciality ingredients such as Vegan Vitamin D3 and algal-based DHA. It is also developing differentiated APIs using synthetic biology and pursuing a generic alternative to Premarin (conjugated equine estrogens), leveraging its expertise in complex chemistry, analytical science and chromatography-based purification. The company plans to commercialise conjugated estrogen products in vaginal cream and oral tablet formats through its global partnership. These initiatives are expected to diversify its product portfolio and strengthen its position in high-value, complex API categories.

- **Build on fermentation capabilities and expand biotechnology offerings such as GLP-1 and Insulin:** The company intends to expand its fermentation and biotechnology capabilities by leveraging its maximum fermentation capacity of 700 KL and vertically integrated 'microbe-to-pharmacy' and 'farm-to-pharmacy' platform. Its ability to manufacture fermentation-based key starting materials for a majority of its API portfolio supports cost-efficient sourcing and reduces dependence on external suppliers. The Ujjain Facility, with a maximum fermentation capacity of 400 KL, is designed as a multipurpose platform for large-scale fermentation across own APIs, CDMO services for alternative proteins and enzymes, industrial biotechnology products and backward integration of steroidal APIs. At the Pithampur Facility, the company manufactures high-value biologics such as GLP-1 analogues and Insulin, supported by validation and customer agreements. It is also developing a dedicated 14 KL Biologics

Facility in Ujjain to cater to anticipated demand for GLP-1 and Insulin. The company aims to leverage increasing global demand for fermentation-based products and establish a scalable biologics platform through fermentation and synthetic biology.

- **Commercialize complex injectables through differentiated drug device combinations:** The company intends to forward integrate into complex injectables through its Mhow Facility, established with an investment of ₹3,919 million and annual capacity of up to 20 million vials, with scope for further expansion. The platform focuses on double-chamber vials (DCVs), double-chamber bags (DCBs) and double-chamber syringes (DCSs), targeting high-value and technology-intensive applications. The company has developed two DCV products—Methylprednisolone Sodium Succinate and Hydrocortisone Sodium Succinate—with commercialisation targeted for Fiscal 2027. It is also developing additional DCV products under the 505(b)(2) regulatory pathway and engaging with global specialty pharmaceutical companies for their commercialisation. Further, the company has achieved proof of concept for DCBs and DCSs and is undertaking stability testing for DCBs. These differentiated drug-device combinations are expected to enhance product differentiation, patient convenience and the company's presence in hospital and critical-care applications.

- **Scale up their diverse CDMO offerings based on their three interlinked differentiated platform technologies:** The company intends to scale its end-to-end CDMO platform across organic chemistry, biotechnology and complex injectables through targeted investments in manufacturing infrastructure, regulatory systems and R&D capabilities. Its Ujjain Facility, supported by FSSAI certification and FSSC accreditation, is positioned as a base for non-pharmaceutical CDMO opportunities spanning precision fermentation, nutraceuticals and alternative proteins. In pharmaceuticals, the company is pursuing collaborations across India, the United States and Europe for biologics and fermentation-based APIs, including Insulin and GLP-1 analogues. It has secured a five-year take-or-pay arrangement for Insulin drug substance, a ten-year arrangement for classical fermentation-based APIs and a ten-year contract with a US company for an alternative protein product. It has also entered into a term sheet with a European company for an alternative protein product with a proposed scale of 600–1,600 KL. The company plans to deepen relationships with existing clients while expanding its customer base across key international markets.

- **Continue to invest in new technologies, R&D for optimising products, building on historical innovation ethos:** The company intends to strengthen its R&D-led business model through continued investments in advanced technologies, infrastructure and process innovation. Its focus will include reducing manufacturing costs and improving process efficiency for existing products, while leveraging its expertise in complex molecules to address emerging global market opportunities. The company plans to deepen collaborations with global specialty pharmaceutical companies, academic institutions and technology partners to accelerate product development and enhance its innovation capabilities. It also intends to deploy automation, digitalisation and AI-driven process optimisation across its laboratories and manufacturing facilities to improve scalability, cost efficiency, regulatory compliance and time-to-market. These initiatives are expected to support the expansion of its product pipeline across APIs, biotechnology and complex injectables, while strengthening its position as a science-led technology platform offering differentiated solutions to the global pharmaceutical industry.

- **Partner with large companies for difficult-to-execute projects:** The company intends to deepen strategic collaborations with global and regional pharmaceutical companies to co-develop and commercialise complex, high-barrier products, moving beyond conventional CDMO services towards value-sharing partnerships. These arrangements are expected to incorporate milestone payments, royalties and profit-sharing, aligning the company's economics with the commercial success of its partners while leveraging their regulatory expertise, distribution networks and market access. The company plans to pursue collaborations across complex injectables and industrial biotechnology, particularly for differentiated products requiring specialised capabilities. Its existing collaboration for conjugated estrogen with a global specialty pharmaceutical company includes multi-million-dollar revenues, milestone payments and profit sharing. In addition, it has partnered with a US-based pharmaceutical company to develop a hydrocortisone suppository drug-device combination for ulcerative colitis, which has reported favourable Phase III results and is proposed to be submitted for regulatory approval.

➢ **Business Operations:** Symbiotec operates across three complementary business verticals—API products, complex injectables and CDMO services—serving over 200 customers across more than 40 countries, including generic and specialty pharmaceutical companies in the US, Europe and Asia. The API business remains the core revenue contributor, accounting for ₹8,350 million or 96.1% of FY26 revenue from operations, compared with 99.1% in FY25. The company is increasingly focused on expanding its higher-value complex injectables and CDMO businesses. Revenue from complex injectables stood at ₹331 million in FY26, following the commissioning of its Mhow facility, which was established with an investment of ₹3,919 million as of March 31, 2026. The company commenced its CDMO business in FY25, with revenue of ₹11 million in FY26, and has commissioned the Ujjain facility to support future non-pharmaceutical CDMO opportunities. This diversification is expected to complement its established API franchise and create additional avenues for growth.

- *API's:* Symbiotec's API portfolio comprises corticosteroid APIs, steroidal-hormone APIs, classical fermentation APIs and differentiated APIs, with plans to commercialise conjugated estrogens. Its corticosteroid portfolio is supported by 48 DMFs and CEPs and caters to critical care and chronic therapeutic areas including respiratory, dermatology, pain management, oncology and gynaecology. The company also has 18 DMFs and CEPs for steroidal-hormone APIs, primarily used in hormone replacement therapies. Its classical fermentation and differentiated API pipeline covers anti-infectives, anti-fungals, immunosuppressants, enzymes and anti-parasitics, while its biotechnology capabilities extend to recombinant proteins such as GLP-1 and insulin. Symbiotec also leverages precision fermentation and synthetic biology to develop sustainable alternatives to animal- and plant-derived inputs. Further, through its integrated 'farm/microbe-to-pharmacy' platform and a distribution partnership with a global pharmaceutical company, the company plans to commercialise conjugated estrogen products in vaginal cream and oral tablet formulations, targeting the global demand for hormone replacement therapies.

- *Complex Injectables:* Symbiotec has expanded into technically complex injectables by leveraging its fermentation and API capabilities, with a focus on differentiated drug-delivery platforms including double-chamber vials (DCVs), double-chamber bags (DCBs) and double-chamber syringes (DCSs). DCVs comprise two separate chambers containing the lyophilised API and diluent, separated by a stopper, enabling convenient reconstitution and administration. As of March 31, 2026, the company was developing additional DCV products under the Section 505(b)(2)

regulatory pathway in the US, alongside two developed DCV products. It has also achieved proof of concept for DCBs and DCSs, with stability testing underway for DCBs, highlighting its focus on developing differentiated and technically complex injectable delivery solutions.

- *CDMO services:* Symbiotec has entered into multiple collaborations with global and Indian pharmaceutical companies across APIs and CDMO services, providing visibility for future growth. The company has secured a five-year take-or-pay contract for Insulin drug substance (DS) and a ten-year take-or-pay contract for classical fermentation-based APIs. In its non-pharmaceutical CDMO business, Symbiotec has entered into a ten-year take-or-pay agreement with a US-based company for supplying alternate protein products and has signed a term sheet with a European company for an alternate protein product, with a proposed scale of 600 KL to 1,600 KL. The company has also signed term sheets for fermentation-based CDMO services catering to nutraceuticals, alternative proteins and other industrial biotechnology applications. Ongoing discussions with potential customers across India, the US and Europe could further support the scale-up of its CDMO business and enhance revenue visibility over the medium to long term.

➢ **Maximum Capacity, Actual Production and Capacity Utilization:** The maximum capacity, actual production and capacity utilisation of Symbiotec's manufacturing facilities are based on management's assumptions and estimates. These capacity calculations have been independently assessed by an independent chartered engineer, considering various operational and technical parameters. Accordingly, the stated capacity figures represent estimated manufacturing capabilities and may vary based on factors such as product mix, manufacturing processes, batch sizes and operational conditions. The following table sets forth information in relation to the maximum capacity, actual production and capacity utilisation of their manufacturing facilities for the years indicated:

Manufacturing Facility	Capacity Type	Unit	FY2026 Maximum Capacity	FY2026 Effective Capacity	FY2026 Actual Production	FY2026 Capacity Utilisation	FY2025 Maximum Capacity	FY2025 Effective Capacity	FY2025 Actual Production	FY2025 Capacity Utilisation	FY2024 Maximum Capacity	FY2024 Effective Capacity	FY2024 Actual Production	FY2024 Capacity Utilisation
Rau Facility	Chemical synthesis capacity	MT	92.0	72.3	45.9	63.5%	96.0	74.6	37.2	49.8%	96.0	68.0	36.3	53.3%
Pithampur Facility	Chemical synthesis capacity	MT	492.7	433.5	361.8	83.5%	500.0	381.3	340.8	89.4%	500.0	361.4	325.0	89.9%
Pithampur Facility	Fermentation capacity	KL	300.0	300.0	218.8	72.9%	300.0	300.0	247.6	82.5%	300.0	289.5	204.5	70.6%
Ujjain Facility	Fermentation capacity	KL	400.0	–	–	–	–	–	–	–	–	–	–	–
Mhow Facility	Double-chamber vials	Units	20,000,000	–	–	–	–	–	–	–	–	–	–	–

Note: Ujjain and Mhow facilities were commissioned as of March 31, 2026; hence, maximum capacity is presented.

- **Raw Materials:** Their principal raw materials include phytosterols and certain fermentation-based and semi-synthetic intermediates, as KSMs for their APIs. They procure such raw materials from their suppliers based on purchase orders. They choose suppliers on quality, price, company history, and delivery capability. Their suppliers undergo a qualification process and performance rating to ensure that the supplied raw materials are of satisfactory quality. The table below sets forth details of their cost of raw materials, packing material and consumables consumed and its percentage of total expenses in the corresponding years:

Particulars	FY2026	FY2025	FY2024
Cost of raw materials, packing material and consumables consumed (₹ million)	3,021	2,855	3,126
Total expenses (₹ million)	7,099	6,088	5,910
Raw materials, packing material and consumables as % of total expenses	42.6%	46.9%	52.9%

Further, they import certain of their raw materials from various countries such as the United States of America and China. Set forth below are details regarding their sources of raw materials in the corresponding years:

Particulars	FY2026 Amount (₹ million)	FY2026 (% of Total Expenses)	FY2025 Amount (₹ million)	FY2025 (% of Total Expenses)	FY2024 Amount (₹ million)	FY2024 (% of Total Expenses)
Raw materials sourced domestically	781	11.0%	916	15.0%	758.6	12.8%
Raw material imports	1,869	26.3%	1,197	19.7%	3,276	55.4%
United States of America	*60*	*0.8%*	*39*	*0.6%*	*55*	*0.9%*
China	*1,695*	*23.9%*	*1,024*	*16.8%*	*3,120*	*52.8%*
Other countries	*114*	*1.6%*	*134*	*2.2%*	*101*	*1.7%*

Note: Other Countries include Singapore, Malaysia and Germany

In addition, they depend on certain suppliers for raw materials. The table below sets forth details of their purchases from their largest suppliers in the corresponding years:

Particulars	FY2026 Amount (₹ million)	FY2026 (% of Total Expenses)	FY2025 Amount (₹ million)	FY2025 (% of Total Expenses)	FY2024 Amount (₹ million)	FY2024 (% of Total Expenses)
Top five suppliers	1,502	21.2%	850	14.0%	2,294	38.8%
Top ten suppliers	1,810	25.5%	1,121	18.4%	2,974	50.3%

- **Transportation and Utilities:** Symbiotec transports its products through road, sea and air, with the mode selected based on factors such as shipment urgency, order size and product value. The company relies on third-party logistics providers for transportation, enabling flexibility across domestic and international shipments. Manufacturing operations require significant consumption of electricity and fuel, making reliable and cost-effective utility availability critical to production. Electricity is primarily sourced through the state electricity grid, while diesel generators are maintained to support operations during power outages and other emergencies. Water required for manufacturing and other operations is sourced from state and municipal corporations and local bodies in the respective locations of its manufacturing facilities.

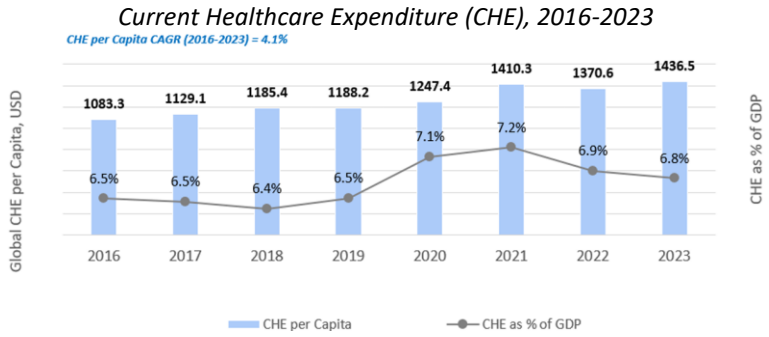
- **Research and Development:** Symbiotec operates three dedicated R&D centres in Indore, Madhya Pradesh, with capabilities spanning organic chemistry, biotechnology and complex injectables. Its organic chemistry R&D focuses on complex synthesis, photochemistry, cryogenic and Grignard chemistry and continuous flow chemistry, supported by advanced analytical and purification equipment. The biotechnology platform covers recombinant proteins, biosimilars, insulin analogues, precision fermentation, strain improvement and downstream purification, with applications across pharmaceuticals and nutraceuticals. The complex injectables R&D platform focuses on active freeze-drying, double-chamber delivery systems and proprietary packaging solutions. As of March 31, 2026, the R&D team comprised 156 scientists and engineers, including 117 with master's degrees and 10 PhDs, engaged in product development, process innovation and scale-up. The company invested ₹297 million in R&D in FY26, equivalent to 3.4% of revenue from operations, compared with ₹311 million and ₹205 million in FY25 and FY24, respectively.

- **Customers:** Symbiotec has established long-standing relationships with Indian and global pharmaceutical companies, including leading generic and specialty pharmaceutical and formulation companies across the US, Europe and Asia. As of March 31, 2026, the company served over 50 domestic customers and more than 150 export customers, providing a diversified customer base across key pharmaceutical markets. The company's customer relationships demonstrate strong stickiness, with an average relationship tenure of over 10 years with its top five customers and more than nine years with its top ten customers. This established customer base provides Symbiotec with recurring business opportunities and supports revenue visibility across its core API and emerging CDMO and complex injectables businesses.

➢ **Industry Snapshot:**

Overview of Global Expenditure on Healthcare: Global healthcare expenditure continues to rise, driven by increasing disposable incomes, greater health awareness, ageing populations, chronic disease prevalence, technological advancements and improved healthcare accessibility. According to the latest WHO data, global current healthcare expenditure (CHE) per capita grew at a 4.1% CAGR between 2016 and 2023, while CHE as a share of GDP increased from 6.5% to 6.8%. Government spending, household out-of-pocket payments and voluntary healthcare schemes remain key funding sources. Post-pandemic behavioural changes, healthcare reforms and increased focus on wellness and self-medication are expected to support sustained growth in global healthcare spending.

Current Healthcare Expenditure (CHE), 2016-2023



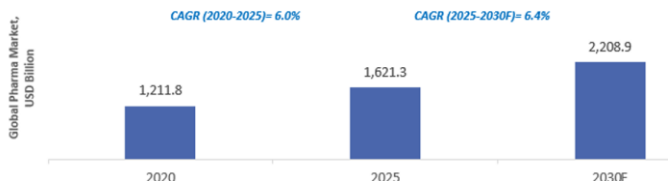
- *Overview of Healthcare Expenditure by Key Countries:* The ratio of current health expenditure (CHE) to GDP is high in many developed countries. A well-developed need based healthcare approach is demonstrated by the United States' highest CHE as a percentage of GDP (16.7%). Germany, France, and UK are next with 11.7%, 11.5%, and 11.0% of the total. Advanced economies typically have higher healthcare expenditures in relation to GDP because of increased government spending as well as advancements in medical technology and devices. One important aspect of global healthcare spending is strengthening the resilience of healthcare services following the COVID-19 pandemic. Globally, the average ratio of CHE to GDP is 6.7% which is indicative of significant potential for increasing spending in healthcare and associated reforms by key countries globally.

- *Key Growth Drivers of Healthcare Expenditure:* Healthcare expenditure is expected to remain on an upward trajectory, supported by broader healthcare access, rising chronic disease prevalence and continuous pharmaceutical and medical technology innovation. Greater adoption of universal healthcare coverage, favourable policy reforms, vaccines, generics, telemedicine, AI and automation is improving access and diagnostic efficiency. Meanwhile, chronic diseases are estimated to impose costs of US$47 trillion by 2030, while the global population aged 60 years and above is projected to increase from 1.1 billion in 2023 to 2.1 billion by 2050. R&D-intensive innovations and advanced treatments further support healthcare spending growth.

Overview of the Global Pharmaceutical (Pharma) Industry : The pharmaceutical market is poised for robust growth, fueled by supply-side drivers like the introduction of new therapies and a surge in generics amid the patent cliff, alongside demand-side factors such as an aging population, rising chronic disease burden, increased healthcare prioritization, wider access to affordable treatments, and growing health awareness. The global pharmaceutical industry is adapting to a complex interplay of scientific advances, demographic changes, and geopolitical developments that are reshaping the way therapies are discovered, developed, and delivered. Innovation is accelerating, driven by breakthroughs in biomedical research and a growing focus on

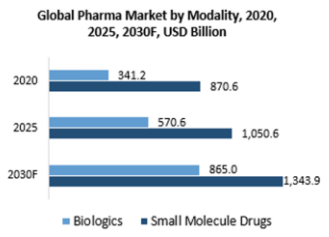
therapies with curative potential. At the same time, the push to enhance access, affordability, and health system efficiency is encouraging companies to broaden their generics and biosimilar portfolios. Market growth continues to be supported by established factors such as population ageing, the rising prevalence of chronic diseases, and the increasing consumer orientation of healthcare, particularly in the over the counter (OTC) space, alongside newer catalysts including precision medicine and complex modalities. In this evolving landscape, the global pharmaceutical market is expected to grow at a CAGR of 6.4% between 2025 and 2030, surpassing the 6.0% growth recorded from 2020 to 2025, and reaching USD 2.2 trillion by 2030, up from USD 1.2 trillion in 2020.

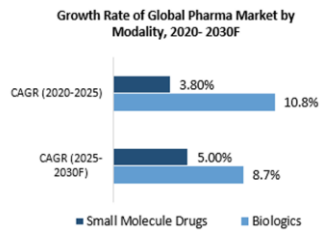
Global Pharma Market , 2020-2030F

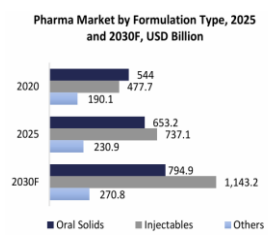


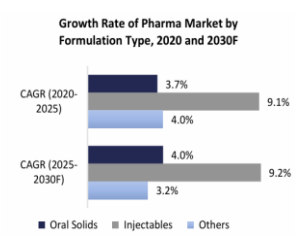
- *Growth Drivers of the Global Pharma Market:* The global pharmaceutical market is poised for sustained expansion, propelled by a confluence of structural demand drivers and ongoing innovation. As populations age and the burden of chronic diseases intensifies, healthcare systems worldwide are witnessing increased demand for effective, accessible, and long-term treatment solutions. This is further supported by rising health awareness and greater prioritization of healthcare expenditure, particularly in emerging markets where demand for and access to treatment is rapidly improving. Governments and private insurers alike are expanding coverage, reinforcing pharmaceutical uptake across income segments. On the supply side, the upcoming patent cliff is unlocking opportunities for generics and biosimilars, thereby broadening access and intensifying competition. At the same time, sustained investment in Research and Development (R&D) is yielding novel therapies across areas such as oncology, immunology, diabetes, obesity, and rare diseases.

Pharma Market Overview by Modalities: The global pharmaceutical market is witnessing growth across both small molecules and biologics, with small molecules accounting for 64.8% of market value in 2025. The segment is expected to grow at a 5.0% CAGR during 2025–30, supported by broad therapeutic applications, affordability and scalable manufacturing. In contrast, biologics are expanding faster at an estimated 8.7% CAGR, with their market share expected to rise from 28.2% in 2020 to 39.2% by 2030, driven by advances in antibodies, cell and gene therapies and targeted treatments. Within formulations, injectables represent the fastest-growing segment, with the market projected to increase from US$737.1bn in 2025 to US$1,143.2bn by 2030, implying a 9.2% CAGR. Growth is supported by superior bioavailability, rapid therapeutic action and increasing adoption of biologics, peptides and complex therapies. Rising demand for long-acting formulations, prefilled syringes and autoinjectors is further strengthening the injectable drug-delivery segment.







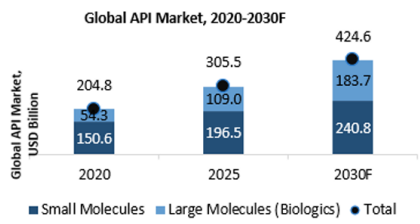


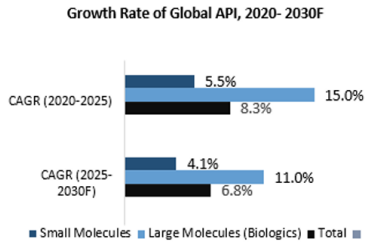
- *Market Dynamics and Growth Drivers for Injectable Drugs:* Injectables are becoming increasingly important in pharmaceutical innovation, with their share of drug candidates rising from 55% in 2019 to over 63% in 2025. FDA approvals of injectable small-molecule drugs also increased from 99 in 2019 to nearly 129 in 2024. The segment offers relatively stronger pricing power, with average price erosion of around 70% versus up to 95% for oral drugs, supported by complex manufacturing and higher entry barriers. However, injectables remain vulnerable to supply disruptions, accounting for 58% of US drug shortages in 2025, compared with 39% in 2019. Technological advancements in long-acting injectables, nanoparticle formulations, sustained-release biologics, prefilled syringes and autoinjectors are expanding applications, improving treatment adherence and enabling greater adoption in self-administration and home healthcare.

- *Overview of Specialty Injectable Market Leveraging Double Chamber Technology:* Double-chamber injectables are gaining adoption due to improved drug stability, precise reconstitution, extended shelf life and reduced dosing errors. The technology enhances convenience and adherence, particularly for complex biologics and high-value therapies, while supporting differentiated drug-delivery solutions.

Overview of Double Chamber Technology: Double chamber technology enables separation of active ingredients and diluents until administration, improving stability, safety, dosing accuracy and convenience. Double chamber vials (DCVs) accounted for nearly 55% of the market in 2025, with a global market size of US$1.81 billion and expected 9.5% CAGR during 2025–30. The segment remains highly concentrated, with innovators holding 65–70% market share, reflecting high barriers from specialised manufacturing, significant capex, R&D requirements, intellectual property and stringent regulatory compliance. Double chamber bags represented a US$1.30 billion market in 2025, growing at 8.2% CAGR, while double chamber syringes were valued at US$183 million, with 7.5% CAGR. The technology can command a 20–50% price premium over conventional injectables due to improved stability, reduced contamination and wastage, precise dosing and enhanced convenience. However, manufacturing costs are typically 25–40% higher, limiting adoption and creating entry barriers.

Overview of the Global API Market: The global API market was valued at US$305.5 billion in 2025 and is projected to reach US$424.6 billion by 2030, implying a 6.8% CAGR. Growth is supported by rising pharmaceutical consumption, increasing chronic disease prevalence, improving healthcare access and affordability, particularly across emerging markets. The shift towards complex, specialty and high-value APIs, including HPAPIs and fermentation-derived compounds, is further enhancing market value. Small-molecule APIs accounted for 64.3% of the market in 2025, while biological APIs increased their share from 26.5% in 2020 to 35.7% in 2025, reflecting accelerating biologics adoption. Technological advancements in synthesis, process optimisation and automation are improving manufacturing efficiency and quality. Increasing demand for generics, innovative therapies and complex formulations is expected to sustain API market growth through 2030.





- *Global API Market by Region:* North America dominated the global API market, increasing its share from 47.9% in 2020 to 53.4% in 2025, and is expected to reach 55.9% by 2030F. APAC's share declined from 22.8% to 17.8% during 2020–25, but its CAGR is projected to improve to 4.3%. Global biopharmaceutical fermentation capacity stands at approximately 16 million litres, with North America accounting for 37%, Western Europe 33% and APAC 25%. Within Asia, India has 941,000 litres of capacity versus 870,000 litres in China, highlighting India's growing role in fermentation-based manufacturing.
-
- *Growth Drivers of the Global API Market:* Increasing volume demand from generics and value demand from specialty innovators continue to drive growth in the API market. Moreover, regulatory and commercial pressure to diversify sourcing to more dependable geographies is 20 The Good Food Institute (GFI) 21 Bioprocess International 184 attracting investment in new regional hubs and adding supply chain resilience while ensuring consistent supply in the market. Meanwhile, technological advances in synthesis and process efficiency are improving yields, cost structures, and quality standards, further enhancing the segment's global competitiveness.

- *API Fermentation Process Overview:* API manufacturing is broadly classified into fermentation-derived and non-fermentation APIs. Fermentation uses microorganisms to biosynthesize complex molecules, with applications across antibiotics, hormones, enzymes and biologics. The process involves critical stages including strain development, media optimisation and scale-up, requiring specialised bioreactors, stringent process controls and significant R&D investment, creating high entry barriers. Key technologies include classical fermentation, bioconversion, precision fermentation, recombinant and continuous fermentation, supporting applications ranging from steroid modification to insulin and recombinant proteins. The global fermentation API market was valued at US$100.4 billion in 2025 and is projected to reach US$162.5 billion by 2030, implying a 10.1% CAGR. Large-molecule biologics are expected to drive growth, with fermentation increasingly important for complex, chiral and biologically derived molecules. Advances in strain engineering, bioprocess control and systems biology are improving yields, scalability and product consistency, strengthening fermentation's role in modern pharmaceutical manufacturing.

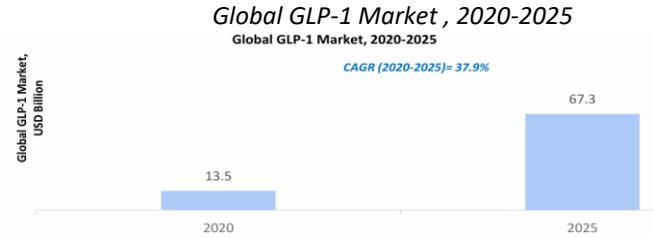
- *Market Dynamics and Growth Drivers:* The fermentation API market is supported by synthetic biology, CRISPR-based strain engineering and AI-enabled process optimisation, improving yields, consistency and production economics. A China+1 shift amid geopolitical and supply-chain risks is creating opportunities for Indian manufacturers, supported by PLI incentives and regulatory reforms. Rising demand for complex molecules across oncology, immunosuppressants, anti-infectives and metabolic therapies is expanding applications, while increasing outsourcing to specialised CDMOs supports capacity utilisation. Fermentation also offers sustainability benefits through lower solvent usage and renewable feedstocks. However, the market remains protected by high entry barriers, including capital-intensive infrastructure, specialised technical expertise, stringent regulatory requirements, contamination risks and lengthy scale-up timelines. Growth is further supported by increasing chronic disease prevalence and expanding adoption of fermentation-derived APIs across high-value therapeutic areas.

Overview of Corticosteroid Manufacturing Technology: The global corticosteroid API market was valued at US$421.2 million in 2025 and is expected to grow at a 1.6–3.0% CAGR during 2025–30F, supported by rising prevalence of inflammatory and autoimmune diseases. Corticosteroids are widely used across respiratory, dermatology, ophthalmology, rheumatology and gastroenterology applications. Fermentation combined with chemical synthesis enables selective production of complex steroid intermediates, improving yields, cost efficiency and scalability while reducing environmental impact. Growing incidence of asthma, COPD, rheumatoid arthritis and inflammatory bowel disease, alongside expanding healthcare access, is supporting demand. Innovation in aerosols, double-chamber systems and sustained-release formulations is further broadening applications by improving stability, dosing precision and patient compliance. Key APIs include Prednisolone, Hydrocortisone, Betamethasone Valerate, Methylprednisolone and Triamcinolone Acetonide, with Methylprednisolone volumes recording 12.0% CAGR during 2023–25.

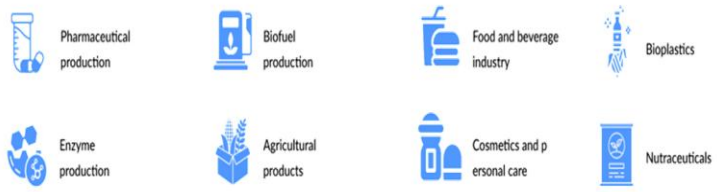
Overview of Steroid Hormones Manufacturing Technology: The global steroid hormones API market was valued at US$300.7 million in 2025 and is projected to grow at a 1.0–2.5% CAGR during 2025–30F, driven by increasing demand for hormone replacement therapies, reproductive health and treatment of hormonal disorders. Manufacturing typically combines microbial fermentation and chemical synthesis, with plant sterols converted into key intermediates before final hormone synthesis, enabling high-purity and cost-efficient production. Rising prevalence of menopause, hypogonadism and other hormonal imbalances, alongside greater acceptance of bioidentical hormones, is supporting demand. Key applications include hormone replacement therapies, contraceptives, endocrinology, pharmaceuticals, biotechnology and veterinary medicine. Among key APIs, Progesterone recorded approximately 382.3 tonnes of volume in 2025, while Testosterone volumes grew at 7.4% CAGR during 2023–25. Improvements in transdermal delivery and personalised therapies should further support market expansion.

Other Growth Opportunities in the Fermentation API Market: The global fermentation API market presents multiple growth opportunities beyond traditional antibiotics and steroids, particularly across GLP-1 therapies, insulin and conjugated estrogens. GLP-1 drugs are witnessing exceptional growth, with the market expanding from USD 13.5 billion in 2020 to USD 67.3 billion in 2025, supported by rising obesity and diabetes prevalence, superior clinical efficacy, next-generation combination therapies and expanding indications. Insulin remains a large, relatively mature market, with global volumes expected to grow at 1.0–3.0% CAGR during 2025–30, driven by rising diabetes prevalence, biosimilar adoption and next-generation delivery technologies. Conjugated estrogens represent a niche opportunity, supported by a growing postmenopausal population and limited generic competition due to complex sourcing and manufacturing requirements. However, systemic use faces pressure from safety concerns and increasing preference for estradiol-based and non-hormonal alternatives. Overall, fermentation capabilities can position manufacturers to participate in high-value, complex and biologically derived APIs, supported by evolving therapeutic pipelines and increasing demand for specialized manufacturing.

Global GLP-1 Market , 2020-2025

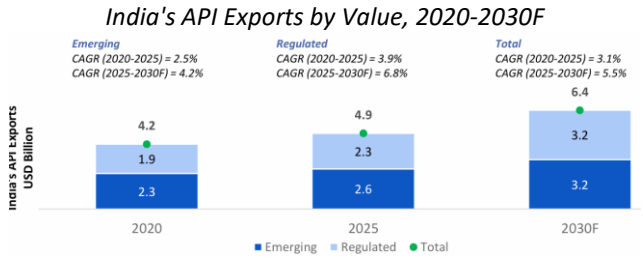


Global Fermentation Technology Applications



Role of Indian Companies in the Global API Supply: India has emerged as a reliable global API supplier, supported by its cost competitiveness, regulatory expertise, manufacturing scale and skilled talent base. It is the world's largest supplier of generic medicines by volume, with a 20% global share, while pharmaceutical exports reached USD 31.1 billion in 2025. India's API exports increased from USD 4.2 billion in 2020 to USD 4.9 billion in 2025 and are projected to reach USD 6.4 billion by 2030, implying a 5.5% CAGR. While China gained dominance in fermentation APIs through lower costs and large-scale capacity, India is rebuilding its position through PLI incentives, infrastructure investments and technology partnerships. Rising global fermentation capacity constraints, China+1 sourcing and the need for supply-chain resilience further support India's opportunity. Government-backed investments in bulk drugs and fermentation facilities, coupled with India's scientific talent and lower manpower costs, are expected to strengthen its position in high-volume and niche, high-value fermentation APIs.

India's API Exports by Value, 2020-2030F

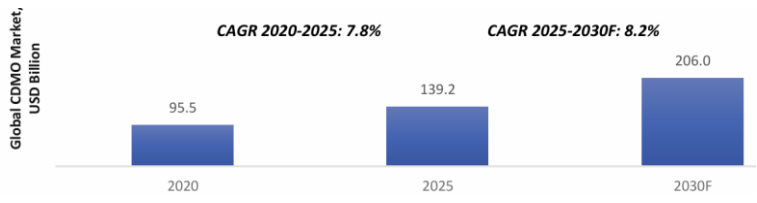


- *Competitive Advantages of Indian Companies:* India's API and FDF manufacturing advantages are anchored in cost competitiveness, regulatory capabilities, infrastructure and technical talent. Government initiatives such as PLI schemes, bulk drug parks and BioE3 are supporting capacity expansion and reducing import dependence. India has 220+ US FDA-approved API facilities, while its manufacturing costs remain structurally lower, with 40–70% lower operating costs and around 50% lower capital costs than developed markets. A strong R&D ecosystem, established specialty chemicals industry and growing biologics capabilities further support complex API and CDMO manufacturing. Indian CDMOs are also benefiting from stricter GMP norms, global outsourcing and China+1 strategies, with investments in advanced technologies and complex formulations. These structural advantages, combined with a large skilled workforce, liberal FDI policy and improving IP framework, position India as a competitive and increasingly strategic global pharmaceutical manufacturing hub.

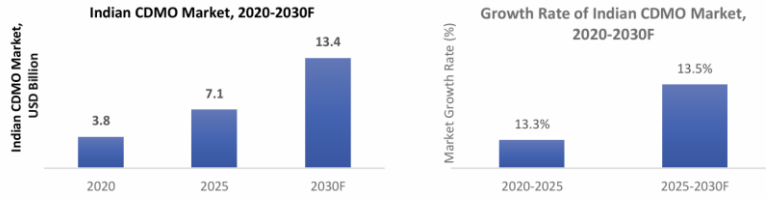
- *Key Success Factors for Indian Companies:* Key success factors for Indian fermentation API companies include advanced fermentation and downstream processing capabilities, supported by high-yield strains, automation and efficient purification. Strong regulatory and quality compliance across global agencies is critical to building customer trust. Large-scale capacity, cost-efficient operations and in-house R&D for strain development and process optimization are key differentiators. Diversification across geographies and end-markets can reduce concentration risks, while strategic partnerships, backward integration and long-term customer contracts enhance supply security. Consistent quality, reliable delivery and robust contingency planning further strengthen competitive positioning.

Global and Indian CDMO Industry Overview: The global CDMO market is projected to grow at an 8.2% CAGR from 2025 to 2030F, reaching USD 206.0 billion, driven by increasing pharmaceutical outsourcing and demand for specialized manufacturing. APAC is expected to grow faster at 8.8% CAGR, supported by cost-efficient manufacturing, skilled talent and regulatory capabilities. India's CDMO market is expected to outperform, expanding from USD 7.1 billion in 2025 to USD 13.4 billion by 2030F, implying a 13.5% CAGR, aided by supply-chain diversification, government support and technology investments. Within fermentation CDMOs, the market for small and large molecules is expected to reach USD 35.2 billion by 2030F, with large molecules growing at 16.7% CAGR. Non-pharma fermentation outsourcing offers an additional opportunity, reaching USD 51.7 billion by 2030F, led by specialty ingredients at USD 47.5 billion.

Global CDMO Market, 2020-2030F



Opportunities In Global Fermentation CDMO Market



- *Drivers For Outsourcing to Fermentation CDMO:* Outsourcing to fermentation CDMOs is gaining traction as companies seek to reduce capital intensity, access specialized bioprocessing expertise and accelerate commercialization. Fermentation CDMOs provide regulatory-compliant infrastructure, integrated upstream–downstream capabilities and flexible capacity across scales. Rising demand for biologics, probiotics, enzymes and microbial-derived products is expanding outsourcing beyond pharmaceuticals. Advanced CDMOs also offer access to automation, AI-enabled strain engineering, single-use technologies and continuous processing, improving yields and shortening scale-up timelines. Additionally, outsourcing enhances supply-chain resilience and sustainability, while allowing companies to meet stringent quality, traceability and environmental standards without continuous investment in internal manufacturing infrastructure.

➢ Financial & Operational Performance Indicators

Particulars	FY2026	FY2025	FY2024
Financial Metrics (₹ million, except percentages and ratios)			
Revenue from operations	8,691	7,516	7,162
Total income	8,723	7,560	7,233

Gross margin	5,537	4,542	3,952
Gross margin (%)	63.7%	60.4%	55.2%
Depreciation & amortisation expense	533	431	388
Finance costs	253	160	72
EBITDA	2,320	2,061	1,770
EBITDA margin (%)	26.6%	27.3%	24.5%
Profit before tax	1,534	1,470	1,310
Profit for the year	1,099	968	1,001
PAT margin (%)	12.6%	12.8%	13.8%
Total assets	17,808	15,797	12,948
Total equity	11,496	8,147	7,148
Return on equity (%)	11.2%	12.7%	15.0%
ROCE (%)	11.6%	11.8%	14.0%
Adjusted ROCE (%)	30.4%	27.7%	24.6%
Net worth	11,586	8,212	7,207
Total borrowings	3,879	5,409	2,472
Net debt	3,809	5,180	2,430
Net debt / EBITDA (times)	1.64x	2.51x	1.37x
Total current assets	4,855	4,929	5,082
Total current liabilities	5,276	4,726	3,512
Gross fixed assets turnover (times)	1.54x	1.39x	1.42x
Operating working capital	2,751	2,868	2,057
Net cash flow from operating activities	1,746	473	1,875
CFO / EBITDA (times)	0.75x	0.23x	1.06x
Capital expenditure	2,373	3,929	1,767
Operational Metrics			
Number of API DMFs / CEPs	66	64	64
Fermentation capacity (KL)	700	300	300

➢ Comparison with listed entity

The following is the comparison with their peer group companies listed in India and engaged in the same line of business as that of the Company:

Name of the Company	Face Value (₹/share)	Revenue from Operations FY26 (₹ million)	EPS FY26 (₹) – Basic	EPS FY26 (₹) – Diluted	NAV FY26 (₹/share)	P/E (x)	RoNW FY26 (%)
Symbiotec Pharmalab Limited	2	8,691	19.10	19.00	184.69	**56.9**	9.5%
Key Listed Peers							
Concord Biotech Limited	1	10,549	24.78	24.78	N.A.	61.07	14.0%
Divi's Laboratories Limited	2	105,600	96.75	96.75	631.00	87.80	16.5%
Cohance Lifesciences Limited	1	22,686	4.69	4.68	N.A.	95.02	7.0%
Laurus Labs Limited	2	68,129	16.47	16.45	N.A.	109.36	16.8%

Note: Financial information of the Company is derived from the Restated Financial Statements for the Fiscal Year ended March 31, 2026

➢ Key Risks

- API sales constituted 96.07% of revenue in FY26, while the top five APIs contributed 62.27%, creating significant exposure to product concentration and demand fluctuations.
- Exports contributed 67.04% of FY26 revenue, up from 55.19% in FY25, exposing the company to geopolitical, regulatory, currency and international market risks.
- Export revenue accounted for 67.04% of FY26 revenue, exposing the company to geopolitical, regulatory, currency and trade-related risks across international markets. US revenue rose to 13.12% of FY26 revenue from 4.02% in FY25, increasing exposure to potential US tariffs and anti-outsourcing measures.
- Top 10 customers contributed 57.59% of FY26 product revenue, creating customer concentration risk; loss of key customers or lower orders could impact financial performance.
- All manufacturing facilities and R&D centres are concentrated in Madhya Pradesh, exposing operations to regional disruptions, regulatory changes, natural calamities or infrastructure constraints.
- Top 10 suppliers accounted for 25.50% of FY26 total expenses, creating supplier concentration risk; disruption or non-performance could affect production and profitability.
- Raw material imports accounted for 26.32% of FY26 total expenses, including 23.88% from China, exposing operations to geopolitical and trade risks.
- Operations are subject to extensive regulatory, environmental, health, safety and labour requirements, with non-compliance potentially resulting in sanctions, shutdowns, approval delays and higher compliance costs.
- Working capital remained significant at ₹2,750.50mn in FY26, while the current ratio declined to 0.92x, indicating tighter short-term liquidity and funding requirements.
- Certain raw materials and production processes require specialised handling, storage and transportation, with mishandling potentially causing material losses, product rejection and operational disruptions.

- FY26 capacity utilisation was 63.49% at Rau and 83.47% for Pithampur chemical synthesis, while Pithampur fermentation stood at 72.91%, indicating under-utilisation risk.
- Trade receivable days increased to 78 days in FY26 from 61 days in FY24, with receivables of ₹1,975.98mn, that might lead to counterparty credit risk.
- They have issued equity shares at a price that may be lower than the Issue Price in the last 12 months.

➢ Valuation

Symbiotec has established a differentiated position in the global pharmaceutical manufacturing landscape through its strong presence in corticosteroid and steroidal-hormone APIs, where it held global volume market shares of 38.2% and 23.8%, respectively, in FY26. Its integrated capabilities across organic chemistry, biotechnology and complex injectables, supported by backward integration, fermentation expertise and regulatory approvals across key global markets, provide a strong competitive moat. With a portfolio of over 60 APIs, leadership in key molecules such as Hydrocortisone, Testosterone and Methylprednisolone, and an expanding CDMO and complex injectables platform, the company is well positioned to capture growth in complex and niche pharmaceutical products. Its 'farm/microbe-to-pharmacy' model, R&D capabilities and investments in new capacities further strengthen its long-term growth potential and support a premium positioning within the pharmaceutical manufacturing space.

At the upper price band company is valuing at P/E of **56.9x** and EV/EBITDA of **27.85x** with to its FY26 earnings and market cap of Rs.62,444 million post issue of equity shares.

We believe that the IPO is fully priced and recommend a **"Subscribe- Long Term"** rating to the IPO.

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