

Dishman Carbogen Amc

Operator: Good evening, ladies and gentlemen. I am Akash, moderator for the conference call. Welcome to Dishman Carbogen Amcis Ltd. Q1 FY27 earnings conference call. We have with us today Mr. Stephan Tracy – Chief Executive Officer, Carbogen Amcis; Mr. Harshil Dalal – Global Chief Financial Officer; Mr. Paolo Armanino – Chief Operating Officer, India; Ms. Angela Amrix – Chief Commercial Officer; and Ms. Krishna Patel – EY. As a reminder, all participants will be in listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star and then zero on a touchtone telephone. Please note that this conference is being recorded. I would now like to hand over the floor to Mr. Stephan Tracy. Thank you, and over to you, sir.

Stephan Tracy – CEO, Carbogen Amcis: Thank you very much. Welcome, everybody, to today's investor call to discuss the Q1 FY27 financial results. As you heard, this is Stephan Tracy speaking, and I am the CEO of Carbogen Amcis. Before we go into the financials, I would like to give a brief operational update about Carbogen Amcis, followed by Paolo's update on Dishman Carbogen Amcis operations.

Let's start with our sales activities and what we have done over the past 3 months. Quite a few changes have taken place in this area. As you know, I have mentioned this in the past: our slogan is, "Be close to the market, be close to the customers." With this slogan in mind, we have hired a new Global Chief Commercial Officer, namely Angela Amrix, and I am very happy to introduce her. She will address you briefly at the end of this presentation. She brings decades of experience in the CDMO business. She has worked for highly recognized CDMOs in the past and brings a remarkable network to our organization.

A new sales leadership team has also been hired for India. This intensifies our focus on sales activities. We continue to strengthen our sales force significantly, and we will keep doing this. With all this in mind, we want to be more agile and more active in the market.

Some other keynotes: our Sprint initiative, as you might remember, is our initiative to acquire early-phase projects for Carbogen Amcis. It has been quite successful, has resulted in positive outcomes, and some attractive and promising projects have been acquired. The package from drug substance to drug product is also being promoted and continues to be promoted. It is of high interest to our customers, especially in the field of bioconjugation.

Last but not least, the close interaction between Dishman Carbogen Amcis and Carbogen Amcis has intensified and increased significantly and is showing some good results in the market. Multiple processes are being transferred from Carbogen to Dishman in India. Customers will benefit from our lower prices while still receiving the high quality they expect. Generally speaking, order intake is picking up, although market pressure still exists.

Let us come to our business units, and let me share some information about them, starting with our French subsidiary, the drug product business located in Riom. We are becoming more recognized in the drug product market, and more RFPs are being received. Although the market presents some challenges, we have still been able to increase our quotation rate. Some new projects were acquired

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

during the last quarter, and some Big Pharma audits took place with very positive outcomes. This is very promising, and we are confident that we can obtain more business from these Big Pharma companies. In parallel, we continue to pursue cost control rigorously.

Regarding drug substance, we have successfully transformed multiple Phase 2 projects into late-phase programs. More than 10 late-phase projects, including {? PPQ campaigns ?}, are now in our portfolio—actually, more than 13. Among normal APIs, ADC-related molecules with higher-priority status at the FDA have also been secured. This is important for future commercial product supply. FDA inspections are also scheduled for later this year. More information will be communicated once they take place.

Just recently, a new commercial product from a Big Pharma company was approved by the USFDA, which adds another commercial product to our portfolio. The co-investment with our Japanese client is also proceeding well and is on track. We still expect operations to be in place during the course of next year.

Specialty, which is our cholesterol, Vitamin D, and analogs business, developed well in the first quarter. In particular, the VDA, or Vitamin D and analogs business, increased its sales as well as its margin, which is very good news for us. We also obtained access to new wool grease sources at more attractive prices, and we are confident that this will continue as we engage with different suppliers. Cost-reduction programs across this business unit are still ongoing and are showing their first results.

New markets for cholesterol, as well as Vitamin D and derivatives, have been accessed and penetrated, for example, in Vietnam, Africa, South America, and other regions. Last but not least, the collaboration with Dishman Carbogen Amcis is very important and is becoming increasingly important. Numerous transfer activities have been initiated with the goal of producing the corresponding commercial products in India for the benefit of our customers and also to guarantee higher margins for our group. This is what we call active life-cycle management of commercial products. It is an ongoing effort.

With this, I would like to hand over to Paolo, who will provide more information about our Indian operations.

Paolo Armanino – COO, India: Thank you, Stephan, and good afternoon to all the shareholders. I would like to begin by mentioning the very recent inspection by the Ministry of Food and Drug Safety of the Republic of South Korea at the Naroda site. The MFDS inspection was successfully completed, and it underscores once again our unwavering commitment to quality, compliance, and operational excellence. This achievement also reflects the dedication and expertise of our team, whose relentless focus enables us to consistently meet the high standards expected by global regulatory authorities and customers. In just the last year, the Naroda site successfully passed inspections by MFDS Korea and the USFDA with no observations. As of today, both the Bavla and Naroda sites hold certifications from all the major international health authorities.

From a regulatory standpoint, we continue filing across many countries worldwide, including the APAC and LatAm regions. Very recently, Dishman Carbogen Amcis Ltd. was granted 2 CEPs in Europe by EDQM. Additionally, 2 new dosage drug products were recently approved in Myanmar.

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

In the last quarter, we continued our journey aimed at strengthening the relationship with Carbogen Amcis through tech transfer of legacy products and in the CDMO business. The journey is proceeding very steadily, as Stephan said, showcasing strong interaction between the teams and a strong focus on the final common target. I am glad to inform you that a commercial contract has already been signed with a US company to tech transfer a legacy project from Switzerland to the Bavla site. The activity has already started, and the project should be completed within this financial year.

I am also extremely pleased to inform you all that a second major legacy project tech transfer has been approved by a prominent Japanese MNC, thanks to the strong contribution of Carbogen Amcis' commercial product management. In this case also, the project has already been initiated. In addition to what I have just said, 3 other tech transfer projects from Switzerland to India are in an advanced phase of discussion.

As already mentioned by Stephan, since June we have had a single point of contact for the Carbogen Amcis and Dishman Carbogen Amcis commercial teams. Ms. Angela Amrix, Chief Commercial Officer, is now leading the group's sales, marketing, and market intelligence team. We are also excited to work with her to strengthen our strategic business development, and we look forward to meeting her in India in just a few weeks.

In Naroda, from a CDMO business perspective, we are witnessing very interesting developments. First of all, we are very proud to have supported, with one of our quaternary salts, the launch of a microsphere peptide in the US market just in the last month of July. The US multinational company formally acknowledged Dishman Carbogen Amcis' invaluable contribution to bringing this breakthrough therapy to the market.

At the Naroda site, we continue working to transfer specific CDMO businesses related to a semiconductor product for Japan and a lithium fine-chemical project for the European market. Apart from these, the Naroda site continues to receive many different inquiries to develop new variants of the old legacy quaternary salt.

With regard to the Bavla CDMO business, we see a steep increase in requests for proposals, and we are developing them in the final negotiation phase. Meanwhile, we continue to strengthen our team and also keep exploring new areas for us, such as providing simple analytical services to customers.

Regarding our softgel drug operations, we have seen significant business growth over the last year, and we are very enthusiastic about future business opportunities to build long-term CDMO partnerships and support entry into commercialization in different geographical areas. We are receiving significant interest from many different customers, both in India and abroad, in providing the softgel platform, which enables developers to support the broader objective of establishing a solid commercial pipeline.

As Stephan mentioned earlier, we are very confident about the future of the organization. We remain focused on continuously enhancing our capabilities while delivering reliable and compliant solutions worldwide, aimed at fast-paced safety and customer success.

Dishman Carbogen Amc

Having said that, I hand over the call to our new Chief Commercial Officer, Angela Amrix. Angela, over to you.

Angela Amrix – Chief Commercial Officer: Thank you, Paolo. Good afternoon, everybody. My name is Angela Amrix, and it is nice to meet you all. I am honored to be here today as the Chief Commercial Officer for Dishman Carbogen Amcis. As Stephan mentioned, I started my sales career here 21 years ago and, after 6 years, moved on to other top-tier suppliers such as {? Hobion ?} and Lonza.

I am very much looking forward to getting out there and being closer to our clients by traveling with the team and interacting with our partners face-to-face, particularly as we are about 6 weeks away from CPHI.

First and foremost, it is undeniable that we strive for more business. We need to increase our prospecting efforts and work closely on the various opportunities we have to ensure that they close. As previously mentioned, we added new sales leaders in the past quarter. They each bring unique and relevant skills to their respective areas of the business, and I anticipate that their presence will be impactful.

Not only have we introduced this new stable leadership for the various sales teams, but we are also actively recruiting for key roles in Europe, such as the UK and Central Europe, to manage some of our accounts. We have also recently signed a new hire for the US West Coast who comes with a couple of decades of experience and will start on September 1.

In addition, we will also be adding some inside-sales or prospecting roles specifically to find leads for our services business. We are also looking to capitalize on our integrated offering to differentiate ourselves, especially by leveraging all the assets to provide a competitive offer, particularly between the {? ProVigent ?}, Amcis, and Dishman entities.

Further, we are looking to close our first deal with {? Salonic ?} as our biologics partner in our bioconjugation offering, and we continue to offer our drug product services at a competitive rate to entice clients to secure work with us across the drug substance and drug product offerings.

Last but not least, I am doing as much as I can to leverage my network and stay close to the market and our competitors. With this, I will turn it back over to Stephan. Thank you.

Stephan Tracy – CEO, Carbogen Amcis: Thank you very much, Angela. Thank you also for joining our company, and especially our sales team. We are looking forward to a great collaboration. Thank you. With this, I would like to hand over to Harshil Dalal, our Chief Financial Officer.

Harshil Dalal – CFO: Thank you very much, Stephan. A very good afternoon to all the shareholders.

Regarding the financial performance for the quarter ending June 30, 2026, it was a soft quarter for us from a numbers perspective, but there were some specific reasons that we will get into. However, the overall outlook looks quite promising for the year and going into the future.

Income from operations for the quarter ending June 30 stood at 6,776 million, compared to 7,080 million in the comparative quarter of last year. This represents a 4% decrease in revenue. The major

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

reason for the decrease is that one of the orders, which we actually should have received, was postponed to the latter half of the financial year, compared to our expectation that it would have been delivered in Q1 of the year. That represented almost 10 million in value and a significant amount of operating profit as well.

COGS for the quarter stood at 1,142 million. Employee expenses were 3,891 million, very much in line with what we had in Q4 of the last financial year. Other expenses were also under control at about 1,142 million for the quarter.

Overall, because of the lower revenue that we were able to book in Q1 of the financial year, EBITDA stood at 600 million, compared to 1,406 million in the comparative quarter of the previous financial year. Depreciation and amortization were also very much in line with Q4 of the previous financial year. Finance costs showed a positive impact, in the sense that finance costs reduced compared to the previous quarter. We were at about 370 million for the quarter.

All of this resulted in a loss before tax of about 512 million and a tax expense of about 66 million. We also had a foreign exchange impact on the financials, which is also part of other expenses, amounting to about 117.3 million. This was mainly on account of the fluctuation between the US dollar and the Swiss franc.

As far as the segment-wise breakup is concerned, the CDMO segment posted revenue of 5,343 million for the quarter, compared to 6,112 million in the comparative quarter of last year. The marketable molecules segment showed significant growth. Revenue for the segment stood at 1,432 million for the quarter, compared to 968 million in Q1 FY26.

As far as margins are concerned, the CDMO segment, because of the deferment of revenue and the foreign exchange loss, posted an EBITDA margin of 6.3%, compared to 17.9% in the comparative quarter of last year. In the marketable molecules segment, there was a significant amount of sales of analogs in Q1 FY26, and hence the margin was 32%. For the quarter ending June 30, 2026, this normalized at 18.6% because of higher sales of cholesterol compared to analogs.

The Capex incurred in Q1 of the financial year stood at about 4.9 million Swiss francs, and net debt, excluding lease liabilities, stood at 153.16 million as of June 30, 2026.

These were the financial highlights for the quarter, and with this we would like to open the floor for any questions that any of you might have.

Operator: Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If you have a question, please press star and one on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request, you may do so by pressing star and one again.

Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The first question comes from the line of Mr. {? Harshit Katka ?} from Robo Capital. Please go ahead, sir.

{? Harshit Katka ?} – Robo Capital: Thank you for the opportunity, sir. Am I audible?

Dishman Carbogen Amc

Harshil Dalal – CFO: Yes, you are audible.

{? Harshit Katka ?} – Robo Capital: Yes, sir. What is the revenue target and EBITDA margin target for FY27?

Harshil Dalal – CFO: We do expect single-digit growth in revenue, and as far as the EBITDA margin is concerned, it should be similar to what we did last year. It could be a little bit higher, but that is more or less the guidance.

{? Harshit Katka ?} – Robo Capital: Okay. What is the outlook for Q2 FY27? What kind of numbers are we expecting?

Harshil Dalal – CFO: It would be difficult to provide guidance quarter-over-quarter. What we can provide is guidance for the full year, ideally for the next 3 years. However, it would be difficult to provide guidance for Q2 at this point.

{? Harshit Katka ?} – Robo Capital: I understand, sir. What are the expectations for FY28 and FY29?

Harshil Dalal – CFO: For FY28 and FY29, we expect substantial growth, as we have seen in the India operations as well as in the CDMO part of the business from the Swiss entity and also from the French entity, which is our injectables plant. We expect at least double-digit growth in the French entity as well as in the India operations.

All of this should help us achieve more than 10% year-over-year revenue growth. The EBITDA margin should be closer to the 25–26% that we were achieving before the incidental issues we had at the India plant.

{? Harshit Katka ?} – Robo Capital: Okay, sir. All right. Thank you.

Harshil Dalal – CFO: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Mr. Keshav Goyen from Greyhill Capital. Please go ahead, sir.

Keshav Goyen – Greyhill Capital: Good evening. Is anything being done to refinance or perhaps reduce the debt? I see that about one-third of the operating profits are going toward the company's finance costs. Is there any way to reduce the debt load or refinance at a lower cost of capital?

Harshil Dalal – CFO: That is already a work in progress. We had announced in the last board meeting, and subsequently obtained shareholders' approval, to raise funds in foreign currency at the promoter entity level and infuse those funds into the Indian entity in order to reduce the high-cost debt, which is primarily sitting in India. This is currently being worked upon, and we expect this to happen in the next couple of months or so.

Keshav Goyen – Greyhill Capital: A small follow-up on that. What is the expected amount, at what cost is the promoter lending to the company, and what kind of effect can we see on the bottom line from this?

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

Harshil Dalal – CFO: We have mentioned the specific details of that particular loan, which was approved by the shareholders, in the explanatory statement that was sent out. For your benefit, the total amount for which we have taken approval is up to 200 million Swiss francs.

The entire 200 million would not come in one tranche; it would come in multiple tranches. The primary purpose will be to prepay the high-cost debt and also utilize this room to finance any future Capex or working-capital requirements. The interest cost will be 4% all-inclusive, and the overall tenor we are looking at is 10 years.

Keshav Goyen – Greyhill Capital: Perfect. Thank you so much.

Harshil Dalal – CFO: Sure.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Ameesh Sanghvi from Amwell Limited. Please go ahead, sir.

Ameesh Sanghvi – Amwell Limited: Thank you for the opportunity. I would like to know how many Phase 3 molecules were commercialized during this quarter.

Harshil Dalal – CFO: As Stephan mentioned, we had 1 molecule that was in Phase 3 and received approval. It was not in the quarter ending June 30, but this was just about 4 days ago. It was from {? AbbVie Pharma ?}, and that is the molecule that has now entered the commercial space.

Ameesh Sanghvi – Amwell Limited: Okay, so there were none in Q1, correct?

Harshil Dalal – CFO: No, there were none in Q1.

Ameesh Sanghvi – Amwell Limited: Okay, thank you.

Stephan Tracy – CEO, Carbogen Amcis: May I add something on that? Can you hear me?

Harshil Dalal – CFO: Yes, Stephan.

Stephan Tracy – CEO, Carbogen Amcis: We had 3 late-stage projects added last quarter. For us, late-stage projects are molecules that we handled in the early phases, Phase 1 and Phase 2, and that were promoted into Phase 3. This is just additional information.

Operator: Thank you, sir. The next question is from Mr. Vivian Joshi. Please go ahead, sir.

Vivian Joshi: Hi, am I audible, sir?

Harshil Dalal – CFO: Yes, you are.

Vivian Joshi: I am also asking about the last quarter. We are not getting a sense of when this company will become a stable, profitable company every quarter. After all, we are in the pharma business, and you are now an outlier where you make a loss in one quarter and a profit in another quarter. Could you provide some specific color on this?

Dishman Carbogen Amc

Harshil Dalal – CFO: Our business is completely B2B, and many shipments, when the customer requires the material, are driven by what they demand, how their molecule is performing, what the market needs, and so on. So yes, there would be lumpiness in the business if you look at it quarter-over-quarter, and that is inherent in our business, especially because we deal with New Chemical Entities. That is something that is very difficult to eliminate.

That is the reason we say it is best to look at our business over a 2- to 3-year perspective, or at a minimum, on a yearly perspective rather than a quarterly perspective.

Vivian Joshi: I understand. However, I am thinking back to this observation I have that normally mature pharma companies have sufficient pipeline and other factors to ensure that they at least make a profit. I can understand fluctuations, but we literally fluctuate between a loss and a profit. Do you have any aspirations in this regard, or is it acceptable for a loss-making business to remain in this segment? I am just trying to understand.

Management: If we add the \$10 million of revenue that could not be accrued in the current quarter, the numbers would have looked very different. If you look at our cost base, most of it is fixed in nature, especially employee costs, which account for about 50% of the P&L. That is fixed in nature.

Even other expenses are more or less fixed in nature because a large portion of our revenue comes from the development work that we do, in addition to the commercial part of the business. As revenue continues to increase, except for COGS, which are completely variable, the rest of the expenses are more or less fixed in nature.

If we are talking about \$10 million of revenue, this could translate into an addition of close to 70% to EBITDA. That is how the mechanics work. The more we are able to grow the top line, the more it would translate directly into EBITDA.

Vivian Joshi: I understand. What is the bottleneck we are facing on the top line? I am comparing this with normal CDMO companies. Usually, they have a very steady business, and they are also B2B companies, so the B2B explanation does not apply here because most CDMOs are B2B companies. I am trying to understand what bottleneck we internally recognize in our sales or elsewhere that we are trying to address.

Management: It depends on which companies you are comparing us with. For us, the major cost base largely lies overseas, especially at our Swiss entities. A major cost there is employee cost, which has to be incurred in order to develop the molecules we are working on.

At any point in time, we would be working on 700–800 programs across different phases of development. That is our business model. We start the journey with the pre-clinical phase, Phase 1, and Phase 2 of the molecule, walk through the entire life cycle of development, and then, at some point, some of these molecules enter the commercial space.

I do not know which other companies you are comparing us with, but perhaps those companies also have some large generic molecules, which we do not. They may have other segments of business, including biologics, which we are not involved in.

Dishman Carbogen Amc

From that perspective, there can be swings quarter-over-quarter, and that is something we also saw last year, when Q3 was relatively weak for us. Historically, Q4 has been our strongest quarter because it becomes like Q1 for our customers, and that is when they want most of the shipments. That is a cycle we have to go through.

Also, after the pandemic, many of our customers had stocked up on significant quantities, and we are now seeing a considerable amount of destocking.

Vivian Joshi: Okay. Thank you very much. All the best.

Management: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. We have a follow-up question from Mr. Suprit Nagaseth from Wealth Team Invest. Please go ahead, sir.

Suprit Nagaseth – Wealth Team Invest: Yes, hi. Sorry, I had some problems and am coming back into the queue. My question was regarding the fundraise or bringing money into the company. The promoters were expected to receive some funds. Could you share some updates on that, how it is progressing, and by when we can expect those funds to come in?

Management: One of the investors already asked that, but I can answer it for your benefit.

Suprit Nagaseth – Wealth Team Invest: Yes, if you do not mind, because I missed it and dropped off.

Management: That is fine. The matter is currently being worked upon. The idea is to conclude the fundraise within the next 60 to 90 days. We have taken the necessary approvals, including shareholders' approval, and since the funds are going to come by way of an external commercial borrowing into the Indian entity, we have also completed all the necessary compliance from that perspective. It is now just a matter of execution at the overseas entity, and that is when the funds should flow.

Suprit Nagaseth – Wealth Team Invest: My question is this: for the funds to come in, the promoters' entity will raise the funds in its own name and then infuse the money into the company, correct? Is my understanding correct?

Management: That is correct.

Suprit Nagaseth – Wealth Team Invest: What will the promoter do to arrange this? Will it involve pledging properties? What is the structure, because this is a very large sum of money?

Management: It will be a combination, largely involving the personal assets of the promoter as well as guarantees and other arrangements, all at the private promoter entity level.

Suprit Nagaseth – Wealth Team Invest: You must have obviously received offers from bankers there, and all of those offers must be in hand, correct? Or do you still have to find the money, and is that why you are asking for 90 days?

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

Management: We proceeded with the necessary approvals from the board as well as the shareholders only once it was confirmed.

Suprit Nagaseth – Wealth Team Invest: What time is needed in addition to that? Why do you need another 90 days? I am just trying to understand what formalities are involved.

Management: It involves certain conditions precedent that need to be complied with, a certain amount of diligence that needs to be conducted by the banks, and then the execution of the documents, where lawyers from different jurisdictions are involved. All of that takes time.

July and August are usually the holiday period here in Europe. Taking that into account, we believe that the next 60 to 90 days would be a fair timeframe.

Suprit Nagaseth – Wealth Team Invest: I understand. I have one other question, Harshil. In past calls, it has been mentioned that there is a net debt position because there is some cash on the books and there is debt. Net debt reduces by the cash that you have on the balance sheet. Is there a schedule indicating when that cash would be used to repay the debt?

The last time this question was asked, you mentioned that there were some prepayment clauses or charges that would apply if you used it now. However, there must be a schedule indicating when you would be able to start doing this. Is that something you can share with us?

Management: That cash has 2 parts. One is the India part, and the second is the Swiss part. There is debt sitting in both these locations, and the bulk of the cash is sitting at the Swiss entity level.

Ideally, we would have wanted to utilize that cash to pay off the debt in India. However, regulatorily, a subsidiary is not permitted to give a loan to the parent. That is the reason the cash lying overseas cannot simply be used in that manner.

We can bring it in the form of dividends, but again, there would be tax implications. Therefore, that cash will be utilized for purposes overseas at the Swiss entity level, where the cost of borrowing is quite low.

That is why the debt is not being paid off, and the cash is being kept as deposits in order to obtain a positive return against the borrowings at the overseas entity. As far as the India debt is concerned, the plan is to pay it off by raising these funds at the promoter entity level and injecting them as an external commercial borrowing.

Suprit Nagaseth – Wealth Team Invest: Would that not still be the same as a subsidiary paying back the parent?

Management: No. The promoter can provide an ECB to the Indian entity because it is the shareholder or promoter entity, and it is permitted to provide an ECB to the Indian entity. The subsidiary is not permitted to do so.

Suprit Nagaseth – Wealth Team Invest: So you are saying that the promoter's entity will directly provide the money to the Indian entity?

Management: Absolutely, yes.

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

17 August 2026

Suprit Nagaseth – Wealth Team Invest: It will not be routed through the subsidiary to the parent?

Management: No. It will be a direct infusion.

Suprit Nagaseth – Wealth Team Invest: Understood. All right. Great. Thank you.

Management: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. We have a follow-up question from Mr. Harshit Kapadia from RoboCapital. Please go ahead, sir.

Harshit Kapadia – RoboCapital: Hi, thank you for the opportunity again. What will be our debt level and interest expense for FY27 and FY28?

Management: From a net debt perspective, I think we should be somewhere around 140–150 million, and this is in Swiss francs. That would be the right way to look at our debt.

This does not take into account any infusion coming from the promoter entity level. This is only the as-is situation. We expect that net debt should reduce by roughly 8–9 million.

As far as interest expense is concerned, I would say it would be similar to what you see right now, somewhere between 35 and 40 crores. Again, this does not take into account the additional promoter infusion.

Harshit Kapadia – RoboCapital: So 35–40 crores for the full year?

Management: No, for the quarter. Sorry.

Harshit Kapadia – RoboCapital: For the full year, are we saying 120 crores?

Management: Roughly 130–140 crores.

Harshit Kapadia – RoboCapital: Since margins are expected to be better than last year, we would have to achieve around 550 crores of EBITDA for the remaining 3 quarters. How confident are we about this?

Management: We are working toward that. As I explained earlier, we will have to determine how we can increase the top line because the more revenue we are able to generate, the more directly it will translate into the bottom line. That is what we are working on.

As indicated, we also now have the new Chief Commercial Officer on board. This is another area we are working on, and we are fairly confident that we can achieve EBITDA margins similar to, at least, what we achieved last year.

Harshit Kapadia – RoboCapital: Are the promoters going to pledge the shares of Dishman, which is the listed entity? If yes, by how much?

Management: Right now, there is no plan to pledge the shares in order to raise funds. If there is a requirement at the promoter entity level, there could be a pledge for a brief period or for a smaller

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

amount, but nothing concrete has been decided as of now.

Harshit Kapadia – RoboCapital: Okay. All right, sir. Thank you.

Management: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Mr. Venkat Pordwala. Please go ahead, sir.

Venkat Pordwala: Hello, am I audible?

Management: Yes, yes, you are.

Venkat Pordwala: My first question is related to the revenue and profit guidance for the Indian entity for FY27. That was the first question.

Management: For the current financial year, revenue for the Indian entity should increase by at least 30–35% compared to the previous year. As far as margins are concerned, at the operating level we should be close to about 10%.

Venkat Pordwala: In the last conference call, I heard that new projects were coming to India and the Indian entity, and that some client visits had also been completed in the last quarter. Could you provide some information on the current status of those new projects coming to India?

Management: As Paulo Albanello, our Chief Operating Officer, already explained, we have signed 1 tech transfer from Switzerland to India, and we are at an advanced stage of concluding 3 more tech transfers. We also had successful customer visits. Perhaps Paulo can highlight in more detail what happened over the last 3–6 months.

Paulo Albanello – Chief Operating Officer: As mentioned during the opening remarks, the first process project that we are tech transferring from Switzerland to India is at an advanced stage. We are at the pilot phase. We have just started the tech transfer, and it will be completed by this year.

The second tech transfer, which is a major tech transfer, is a major project from Switzerland to India, and we have already started it. These are the other 3 projects, as I said, and as Harshil mentioned earlier. These are the tech transfers.

Then there is the CDMO business. We are seeing CDMO business at both the Naroda site and the Bavla site. We have seen good interest from some MNCs to start activities in Naroda. As I mentioned earlier, one of the projects in Naroda is also using a molecule [inaudible].

Harshil Dalal – CFO: The project was launched a month ago in the USA for a major innovator. There are other {? [unclear] ?}. We are seeing several very interesting CDMO projects on the product side.

On the product side, we are seeing a major project coming mostly from commercial-stage molecules. We are currently in an advanced stage of negotiations for several CDMO projects. There are also other projects that are growing, so there is a significant pipeline for the business.

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

There are also businesses between us and the Carbogen Amcis entity in Europe. We are restarting some API production for our entity in the Netherlands, so this is another project that we are restarting.

There are also other businesses related to services. We are exploring the significant business opportunity of externalizing end-to-end services for analytics. There are many new projects coming altogether.

The biggest projects are certainly those related to the tech transfers, but we are also seeing very interesting projects coming to our product side from the new CDMO business.

Venkat Pordwala: One question related to this tech-transfer product: is this tech transfer related to the ADC drug that we are supplying to the Japanese customer, or is it another drug?

Harshil Dalal – CFO: No, this is not related to the Japanese customer.

Venkat Pordwala: I have one more question. The current Indian entity is going to grow by at least 25–30% this year, correct? Can we assume double-digit growth at the overall entity level, in terms of revenue growth for the entire global revenue?

Harshil Dalal – CFO: For the whole group, we expect growth to be in the single digits, largely because we have the French entity, where it is taking more time than expected to reach a breakeven level, so it will take some more time.

As Stephan also mentioned earlier, RFPs have been increasing, and we are seeing some truly exciting projects. However, the translation of all of that into revenue might take place in the next financial year.

Apart from that, in the CDMO business at the Swiss entity, we have seen molecules now moving into Phase 3, with 1 Phase 3 molecule moving into the commercial stage. However, from a market perspective, we have seen some slowdown in funding for biotech companies, which are our main customers for development work and for early-phase development initiatives.

The realization of all of this might take place in the next financial year. For the current year, we do expect growth to be in the single digits.

Venkat Pordwala: Okay, thank you. That is all.

Harshil Dalal – CFO: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Mr. Ramanuj Chandak. Please go ahead, sir.

Ramanuj Chandak: Hello, sir. Am I audible?

Harshil Dalal – CFO: Yes, sir.

Dishman Carbogen Amc

Ramanuj Chandak: My question is regarding goodwill. How much goodwill is currently still existing on our balance sheet?

Harshil Dalal – CFO: On a consolidated basis, it would be more or less similar to what we had as of March 31, 2026, except that it is restated at the end of every reporting period at the closing exchange rate. It should be in excess of 4,000 crores.

Ramanuj Chandak: That goodwill is in the Swiss entity, meaning it is denominated in Swiss francs?

Harshil Dalal – CFO: No, sir. There were 2 parts to the goodwill. One was the goodwill that existed on the India standalone balance sheet, which we amortize over a period of time. The second is goodwill on consolidation.

This figure gets restated at the closing exchange rate because all of this goodwill pertains to the investment that the Indian entity has in its wholly owned subsidiaries. All of these investments were fair-valued in 2017, when there was a merger between the erstwhile Dishman Pharmaceuticals and Chemicals Limited and its wholly owned subsidiary, Carbogen Amcis India Limited. The combined entity was Dishman Carbogen Amcis Ltd.

That is the goodwill that represents the investment in our wholly owned subsidiaries, and that is the goodwill which is restated at the closing exchange rate.

Ramanuj Chandak: Which goodwill are we currently amortizing?

Harshil Dalal – CFO: That is the goodwill we have on the India standalone balance sheet. I think the outstanding amount would be close to about 550 crores.

Ramanuj Chandak: So there is no amortization for the remaining goodwill?

Harshil Dalal – CFO: There is no amortization. It is tested for impairment at the end of every financial year.

Ramanuj Chandak: Basically, do you not think it would be better for Dishman to have assets that produce income, unlike goodwill, which is just an accounting asset? How long will it take for that goodwill to reach zero?

Harshil Dalal – CFO: The goodwill would remain on the balance sheet because, for goodwill to be written off, it would mean that the asset in which the investment was made is not yielding value. That is not the case because the asset it represents is the investment in our Swiss entity, Dutch entity, UK entity, Shanghai entity, and others, all of which are yielding value.

That is what the impairment testing is conducted for at the end of every financial year. This goodwill arose on account of consolidation, and it would remain on the balance sheet unless and until we find a way to write it off through the reserves.

Ramanuj Chandak: Does that mean that until March 31, 2026, we were amortizing that goodwill as well?

Dishman Carbogen Amc

Harshil Dalal – CFO: No, not the goodwill on consolidation. Only the goodwill on the standalone balance sheet is amortized.

Ramanuj Chandak: Until when were we amortizing the entire goodwill? Up to which quarter?

Harshil Dalal – CFO: Never. The entire goodwill has never been amortized. If you take the 2017 balance sheet and the periods thereafter, goodwill on consolidation has always remained and has been restated at the closing exchange rate at the end of every year.

The goodwill on the standalone balance sheet, which was originally about 1,350 crores, has now been amortized to about 550 crores. Therefore, about 800 crores has been written off.

Ramanuj Chandak: Okay, sir, that is all from my side. I thought that, to clarify, Ind AS does not permit amortization of goodwill but requires impairment testing at the end of every reporting period. So the board will test it at every financial year-end to determine how much impairment is required, correct?

Harshil Dalal – CFO: I am sorry, I could not hear you, sir.

Ramanuj Chandak: How is the amount of impairment determined? How is that process carried out?

Harshil Dalal – CFO: We obtain external valuation reports, and based on those reports, the valuation is compared with the value recorded on the balance sheet. If any devaluation is identified, that amount would be written off.

Ramanuj Chandak: Okay, sir, that is all from my side.

Harshil Dalal – CFO: Thank you.

Operator: Thank you, sir. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Mr. Harshit. Please go ahead, sir.

Harshit Kapadia – RoboCapital: Hello. Yes, sir, am I audible?

Harshil Dalal – CFO: Yes, you are audible.

Harshit Kapadia – RoboCapital: You said that 2 Phase 3 molecules had been commercialized. What kind of revenue can we expect from them?

Harshil Dalal – CFO: Sorry, let me correct that. We mentioned that 2 new molecules entered late Phase 3, and 1 molecule recently moved from Phase 3 into the commercial stage.

Harshit Kapadia – RoboCapital: What incremental revenue could we expect from that molecule? Just an indication would be helpful.

Harshil Dalal – CFO: We would have to wait for feedback from the customer on what they forecast for the next 12 months, 24 months, and beyond. Initially, everybody thinks a molecule will be a blockbuster drug, but we will have to see. The molecule is quite promising, as indicated by the

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

accelerated approval. However, at this point, it would be premature to provide a number.

Harshit Kapadia – RoboCapital: On the fundraising side, when we go back, you raised around 75 crores of new NCDs at 10%. Has the ECB refinancing been delayed, or are we raising funds through NCDs every time?

Harshil Dalal – CFO: The NCDs are only for short-term purposes. As soon as the ECB funds are in place, we should be able to either repay or prepay many of these facilities, taking into account the lock-in periods, prepayment penalties, and other factors.

Harshit Kapadia – RoboCapital: One further question was regarding the Japanese innovator. It has received approximately 10 approvals for the drug from September to date. Has there been any communication about significant capacity requirements going forward for the drug, given that approvals are being received every month for different geographies?

Harshil Dalal – CFO: As you might be aware, we are already in the process of completing the second phase of investment for the customer, and we expect that to be completed during the course of the next calendar year. This additional capacity would help us provide additional quantities to the customer.

Harshit Kapadia – RoboCapital: One question on EBITDA: Q1 EBITDA was approximately 60 crores, and your guidance was 20–21% for the full year. The remaining quarters would therefore need to deliver an average EBITDA of at least 200 crores. What makes you believe that this margin will be achieved for the year?

Harshil Dalal – CFO: It will not be 200 crores in each quarter, but we will have to see, depending on how the shipments go out. What we are seeing right now is that we should still be able to achieve a similar level of EBITDA as we did last year. The important thing is to focus on the top line.

Harshit Kapadia – RoboCapital: Has the RBI approval been given for the ECB? Is there any process with the RBI—

Harshil Dalal – CFO: Yes, that is already in place.

Harshit Kapadia – RoboCapital: Okay, thank you. What was the share of ADC revenue in this quarter?

Harshil Dalal – CFO: In this quarter, total ADC revenue was close to approximately 150 crores.

Harshit Kapadia – RoboCapital: How much? 60 crores?

Harshil Dalal – CFO: No, 150 crores. ADC includes the linker, the payload, the high-potency molecule, and everything put together.

Harshit Kapadia – RoboCapital: Regarding the order that was deferred, was it specifically from the Japanese innovator for the ADC supply?

Operator: Harshit, sorry to interrupt, but we would request you to join the queue again for further questions. Thank you, sir.

Report is AI-generated and may contain inaccuracies.

Dishman Carbogen Amc

17 August 2026

Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. The next question comes from the line of Julie Mehta from 361 One Capital. Please go ahead. Ms. Julie Mehta from 361 One Capital, please go ahead with your question.

There is no response from Julie Mehta. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. Ladies and gentlemen, if you have any questions, please press star and one on your telephone keypad. There are no questions. I hand over the floor to management for closing comments.

Harshil Dalal – CFO: Thank you. Thank you very much for all your interesting questions.

Management: As a summary, I would say that, all in all, Dishman Carbogen Amcis is very well positioned to acquire additional new business. We are looking very optimistically toward our future. We have opened up capacity, and we have strengthened our collaboration between Dishman Carbogen Amcis and Carbogen Amcis.

With this, I thank you again for your interest in our company. I would like to close the call and wish you a nice evening. Thank you very much.

Operator: Thank you, sir. Ladies and gentlemen, this concludes your conference for today. On behalf of Dishman Carbogen Amcis Ltd., we thank you for your participation and for using Chorus Call conference call services. You may disconnect your lines now. Thank you, and have a pleasant evening.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

Report is AI-generated and may contain inaccuracies.