Operator: Ladies and gentlemen, good day, and welcome to Sakar Healthcare Limited Q2 and H1 FY27 earnings conference call. As a reminder, all participant lines 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 the operator by pressing star, then zero on a touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Miss Sejal from MUFG. Thank you, and over to you, Miss Sejal.

Operator: Thank you, Siddhant. Welcome to Sakar Healthcare Q2 and H1 FY27 earnings call. Today on the call, we have Mr. Bikramjit Ghosh – Vice President, Strategy and Business Development; Mr. Dharmesh Sachal – CFO; Mr. Bharat Soni – Company Secretary; and Ms. Pushpa Onmani – Manager. Before we proceed with the call, I would like to give a small disclaimer that the call may contain certain forward-looking statements, which are based on the business opinions and expectations of the company as of today. A detailed disclaimer has been provided in the company's investor presentation, which is uploaded on the stock exchange. Now, I would like to hand over the call to Ms. Pushpa. Over to you, ma'am.

Pushpa Onmani – Manager: Thank you. Good afternoon, everyone, and thank you for joining Sakar Healthcare's Q2 and H1 FY27 earnings conference call. On behalf of the management team, I extend a warm welcome to our shareholders, investors, analysts, and business partners. We appreciate your continued trust and support.

The first half of FY27 has been marked by strong execution across our oncology platform. Beyond the encouraging financial performance, we have made meaningful progress in regulatory approvals, customer engagement, technology transfer, and commercialization activities, strengthening the foundation for sustainable long-term growth.

During the period, we executed 69 oncology product contracts and are actively engaged in discussions for an additional 45 opportunities across international markets. These engagements reinforce confidence in our development, regulatory, and manufacturing capabilities, while providing visibility for future growth.

Our regulatory pipeline continues to advance steadily. We have now shared 351 oncology dossiers globally, with 191 submissions made to regulatory agencies and 22 marketing authorizations granted. These approvals include 11 in Europe and the UK, 6 in Latin America, 4 in Myanmar, and 1 in Canada.

We also completed 36 European marketing authorization filings, including 16 proprietary filings. In parallel, we submitted 33 site variations covering 18 cytotoxic molecules, with approvals already received for 11 products across the European Union and the United Kingdom.

Further strengthening our global presence, Accord received 6 additional EMA site variation approvals at our oncology facility, taking the total approvals to 8 out of 11 molecules. We also secured 3 additional approvals from the MHRA and EMA through our partners in the UK and Germany, supporting future commercial supplies.

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Our CDMO business continues to gain momentum, with 33 technology transfer projects currently underway across our 4 partners. On the backward integration front, we have developed 21 oncology APIs in-house, including 16 APIs with written confirmation.

8 products have already been commercialized, while 2 of our 7 CEP applications have been approved, and the remaining applications continue to progress through the regulatory review process.

We are now seeing the benefits of our integrated oncology strategy. Commercial supplies have commenced in both domestic and international markets from our API-integrated, EU-GMP-approved oncology formulation facility, reflecting our ability to combine development, regulatory, API, and formulation capabilities into a scalable commercial model.

Our oncology portfolio has also expanded considerably, and today addresses a broad range of therapies covering cancers of the breast, lung, prostate, stomach, head and neck, colorectal, ovarian, liver, kidney, and thyroid, as well as blood, bone marrow, and lymphatic cancers. This diversification broadens our addressable opportunities while reducing concentration in any single therapy area.

Turning to our financial performance, revenue from operations for Q2 FY27 grew 50% 52% year-on-year to Rs.8,741.61 lakhs, while H1 FY27 revenue increased 45% to Rs.16,038.86 lakhs.

Q2 EBITDA more than doubled, rising 114% to Rs.2,434.53 lakhs, with EBITDA margin improving to 28% from 20%.

H1 EBITDA increased 90% to Rs.4,559.42 lakhs, with margins expanding to 28% from 22%.

Profit after tax grew 149% to Rs.1,130.69 lakhs in Q2 FY27, and 134% to Rs.2,159.18 lakhs in H1 FY27.

The improvement in profitability reflects a stronger business mix, operating leverage, and the increasing contribution of our oncology business.

Looking ahead, our focus remains on converting approvals into commercial opportunities, expanding customer partnerships, advancing technology transfers, and strengthening our position in global oncology markets.

The progress achieved across approvals, customer engagement, CDMO projects, and commercial supplies provides confidence in our long-term growth trajectory.

Before I conclude, I would like to thank our Chairman and Managing Director, Mr. Sanjay Shah, the Board of Directors, employees, customers, partners, and shareholders for their continued support and trust.

With that, I request the moderator to open the floor for questions. Thank you.

Operator: Thank you. We will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue

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assembles.

The first question is from the line of Priyanshu Jain from GrowthX Infinity. Please go ahead.

Priyanshu Jain – GrowthX Infinity: Hi, am I audible?

Management: Yes. Yes, please go ahead.

Priyanshu Jain – GrowthX Infinity: Hi, congratulations first of all on a great set of execution. I have a few questions. First will be on the revenue mix side. For the upcoming 2 to 3 years, can you give me the percentage of the revenue mix that we are targeting from each business segment?

Bikramjit Ghosh – Vice President Strategy and Business Development: This is Bikramjit speaking. Currently, if you see the revenue mix in terms of both oncology and non-oncology, they are moving head-to-head, considering that non-oncology was predominant until the last financial year. But going ahead, the oncology contribution will grow by a substantial percentage based on the infrastructure that we presently have for that particular setup. And [cut off]

Management: ...and we expect that it will be contributing the major share in the days to come, maybe in the coming 2 to 3 financial years.

Priyanshu Jain – GrowthX Infinity: Sir, earlier we said that we would be targeting somewhere close to 60% from the oncology business in the next 2 to 3 years. Are we still on track with the stated target?

Management: Yes, right now we are almost, as I told you, at almost 50% of that. So maybe from next year onward, we will be crossing that 50%. In a couple of years' time, we will be crossing the 60% mark that you are expecting from oncology. We are expecting that from oncology.

Priyanshu Jain – GrowthX Infinity: Great, sir. Sir, the second question will be on the partnership side. We have entered into very good partnerships with some of the global players. Are we expecting more partnerships to be commercialized this year or next financial year?

Management: Yes, obviously. Whatever we have done in terms of partnerships, as you rightly mentioned, that number crosses around 70 and will cross around 70 within this year, considering that we are currently at 69. In terms of partnerships, we are well spread globally across the continents that we currently cover. But what we are mostly focusing on right now is product registrations and thereby commercialization. Coming to that part, we have already submitted the dossiers that we prepared in-house to more than 40 countries, which covers more than 191 dossiers. That is going to result in registrations in maybe a couple of years' time. That is one part of it.

Apart from that, there are other partners who are value-added partners in our portfolio. They are also carrying out site variations for our particular oncology site. From there as well, we have filed more than 30 site variations, of which 12-13 have already been approved. That is a positive development going ahead in terms of partnerships being converted into commercialization or revenue generation. That is what we are looking forward to now.

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Priyanshu Jain – GrowthX Infinity: Great, sir. Sir, lastly, on the regulatory front, recently there was a notification from the government regarding a 30% cap. I do not think that there will be any impact on our margins from that regulatory front, but can you share or throw some light on this front as well?

Management: There was a disclosure on that as well. As a manufacturer, we do not have any impact from that because it is basically for other users in the value chain, not for manufacturers.

Priyanshu Jain – GrowthX Infinity: Lastly, on the commercialization part, are you expecting more commercialization of our products this year? How many are you expecting next financial year as well?

Management: Are you asking about oncology only, or the entire business...?

Priyanshu Jain – GrowthX Infinity: Oncology only, sir.

Management: Regarding oncology, as and when the registrations or site approvals are received, we move into the commercialization stage. As of today, out of 22, we have already commercialized around 6 of the molecules for which we have received approvals from the EMA or other regulatory bodies.

Priyanshu Jain – GrowthX Infinity: Great, sir. Thank you. That is all from my side. All the best for the future.

Operator: Thank you. A reminder to all participants: please restrict yourself to 2 questions. The next question is from the line of Bhavika Sanghvi from Nivesha. Please go ahead.

Bhavika Sanghvi – Nivesha: Hello, am I audible?

Management: Yes, absolutely.

Bhavika Sanghvi – Nivesha: Thank you very much for the opportunity, and congratulations on a good set of numbers. First, I wanted to understand from the industry point of view, as recently we have been hearing news about NPPA trade-margin caps for 137 non-scheduled anti-cancer drugs. I wanted to understand whether this has any impact on a manufacturer like us, who also supplies domestically either through a CMO, through any other player, or through our own business. I wanted to understand that.

Also, there is a need for clarity on whether we deal in platinum-based oncology drugs. Recently, there have been some issues regarding the availability of raw materials, and even the government had increased the cap by 50%, but it might be rolled back in the coming few months. We wanted to understand how we see that impacting us as a company.

Management: Coming to your first query, I have already addressed that, and we also made a disclosure a couple of weeks ago regarding the same. Since our direct presence in the domestic market is not there at all, we operate through different principals. We do not have any impact from that particular mandate, which has been passed, or is about to be passed, rather. The important point is that this basically does not impact any manufacturers of the products, which is clear from

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that mandate.

Coming to the second part, we already have an API-integrated oncology unit. All the platins that you are hearing about in the market—oxaliplatin, carboplatin, and cisplatin—we manufacture these in-house as well. We also have written confirmation so that we can supply the same product as an API to Europe or other developed markets. This gives us flexibility, as well as overall confirmation that we will be ready with the APIs despite whatever fluctuations are taking place in the market.

Having said that, it is definitely a concern that the rate of platinum, which is an integral part of platins, has gone up, thereby increasing the API cost, and consequently increasing the overall finished-product prices globally. This is a self-reliant way of managing market fluctuations. That is how we are currently prepared.

Bhavika Sanghvi – Nivesha: Understood. Sir, can you quantify how much of our business comes from platinum-based drugs? Is that possible?

Management: At present, it would be difficult, but it would not be very significant because we have 32 molecules overall that we deal with. As I mentioned, platins are only 3 of them. So, you can consider that roughly 8% to 10% would be from that, from a product perspective.

Bhavika Sanghvi – Nivesha: Understood. Regarding what you said, I understand that there is no direct impact on the manufacturer, but I wanted to understand whether, as a market and as an industry as a whole, we see any indirect impact going forward, in terms of demand or supply. If the trade margins are applied, there will be pressure in terms of discounts and prices. I wanted to understand whether we see such an indirect impact on us or any manufacturer because of this regulation.

Management: It is very difficult to comment on the rest of the value chain. Obviously, the price gets inflated as it moves down or moves up, depending on how you consider it. The government has taken a positive step to cap each of the margins down the line. That is the reason why it has been introduced. It will hardly be a beneficial thing for the consumer overall.

As a manufacturer, we are always bound by contracts with whomever we supply. Those contracts remain in place, perhaps for a period of 3 to 5 years, depending on whatever we have agreed upon. Therefore, it becomes immaterial whether there is any capping further down the line. As I also mentioned earlier, our substantial business is overseas, and we do not have any direct presence or sales in the domestic market. Therefore, this becomes mostly irrelevant for a manufacturer like us.

Bhavika Sanghvi – Nivesha: But, sir, in the last call you mentioned that your oncology revenue was around 33 crores last year—last quarter—and out of that, exports were 6.5 crores. So, the rest was catered to the domestic market, right? Can we still have, yes. [crosstalk]

Management: These are basically sales to principals. As I mentioned, we have fixed contracts with them. They procure under those contracts. We hardly have the type of margins that are currently being openly discussed because of this mandate. We are bound by the practical margins applicable to a manufacturer. Therefore, there is no impact, or hardly any impact, that we see in the coming days because of this.

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Bhavika Sanghvi – Nivesha: Understood. Sir, can you tell us the oncology revenue we generated this quarter, how much of that was export revenue, what growth we are seeing in the next quarter, what run rate we are expecting, and going forward in [cut off]

Operator: Ms. Sanghvi, sorry for interrupting. Please rejoin the queue for more questions.

Bhavika Sanghvi – Nivesha: Okay, sure.

Operator: The next question is from the line of Vidisha from CR Kothari & Sons. Please go ahead.

Vidisha – CR Kothari & Sons: Hello, sir. [inaudible] What kind of margins are we expecting [inaudible]

Operator: Miss Vidhi, your voice is breaking. Please come in range and talk a little louder.

Vidisha – CR Kothari & Sons: Hello, am I audible now?

Operator: Yes, I can hear you now.

Vidisha – CR Kothari & Sons: Yes, sir. I wanted to understand what kind of margins we are expecting going ahead, in FY28-29.

Management: Are you asking for the blended figure, or only for oncology?

Vidisha – CR Kothari & Sons: The individual split as well as the blended figure.

Management: Right now, EBITDA is around 28%, with more or less an equal contribution from oncology and non-oncology in terms of revenue. If we consider that, then perhaps it will be around 30% for oncology and 26% for non-oncology. Having said that, oncology will pull it further upward with API integration fully in place for APIs along with the finished dosage formulation, for which we are well prepared, or ready, rather. That will help us boost EBITDA to around 30%.

Vidisha – CR Kothari & Sons: Okay, sir. Earlier, you had guided to 35% margins. Assuming full API integration in 1 or 2 years, when can we expect 35% margins?

Management: This will take another couple of years because we are currently in the process of procuring the CEPs. We have already obtained 2, and another 5 are in process. You can understand that, out of 7 CEPs, we need to do this for another 20-odd products in terms of APIs. Alternatively, the key molecules that will be required may not be all of them, and the total may be around 15 to 20. Once that is integrated, it will obviously push margins above 35%.

Vidisha – CR Kothari & Sons: All right. May I know the current capacity utilization?

Management: For what?

Vidisha – CR Kothari & Sons: For the new Bavla plant?

Management: It will be around 26%.

Vidisha – CR Kothari & Sons: And for the Changodar facility?

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Management: The Changodar facility will be around 37%, or 36%–37%, on a half-yearly basis.

Vidisha – CR Kothari & Sons: Okay. Thank you, sir. All the best.

Management: Thank you.

Operator: Thank you. A reminder to all participants: please restrict yourself to 2 questions. The next question comes from the line of Vedant Nillekar from ICICI Securities. Please go ahead.

Vedant Nillekar – ICICI Securities: Hello, sir. Am I audible?

Management: Yes.

Vedant Nillekar – ICICI Securities: Thank you for the opportunity, and congratulations to the management on a great set of numbers. For this quarter, what is our revenue bifurcation in terms of oncology and non-oncology? Within oncology, what is the split between domestic and exports?

Management: It will be roughly around 50 crores from oncology, and the rest from non-oncology. Having said that, if we break up oncology, we have some deemed exports through certain partners who take the products here and then export them. The sales figure we receive is around 43-odd crores from the domestic front and around 8.2 crores from the export part, which was earlier 6.3 crores.

Vedant Nillekar – ICICI Securities: Okay, sir. Understood. My second question is on the timeline. As discussed in previous calls, it takes around 6 to 9 months to start commercialization of a product once marketing authorization is received. We have received some new marketing authorizations recently, including between the last quarter and this quarter. Are the timelines intact for the marketing authorizations received earlier and their commercialization?

Management: Most of the items are on time. A part of it is also [cut off]

Management: ...going for tenders, which occur periodically, perhaps quarterly or half-yearly. Based on that, those products are dispatched. As I mentioned earlier, of the 22 marketing authorizations we have received, either the product has been dispatched or the dispatch process is planned, whether manufacturing is taking place or the artwork is being finalized. It is basically that phase of between 1 and 6 months that you are referring to.

Having said that, in the site variation area, where less time is required because our partner basically receives the license to manufacture at our site, more than 6 products have already been commercialized.

Vedant Nillekar – ICICI Securities: Okay, sir, understood. Thank you so much. That is all from my side.

Operator: Thank you. The next question comes from the line of Dhruv Sethalani from Leo Capital. Please go ahead.

Dhruv Sethalani – Leo Capital: Thank you for the opportunity to interact with the management. Firstly, congratulations on a stellar set of numbers and commendable execution. I have a couple of

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questions I would like to address. My first question is, what sort of scale-up do you expect in the oncology business in FY28? How much of that will be driven by CDMO, and how much will be driven by our own registrations?

Management: First of all, our current expectation is that we are growing at around 35% plus, perhaps in terms of revenue. Last year also, it was 40% plus year-on-year, and this year also we are at 35% plus. That growth rate will also be maintained this year and in the coming year.

Regarding the second question, the export business will now drive the business because we have a few products that are yet to be commercialized. Of the 22 products in the licensing-out part, 16 are yet to be commercialized. In the other part, which is the site variation business, we also have around 7-8 molecules that need to be commercialized. These will definitely provide that impetus.

Having said that, we have another 191 minus 22 products for which marketing authorization has not yet been granted. Some of them will come in the first half of the next financial year, which will also boost sales and contribute to the export business.

Dhruv Sethalani – Leo Capital: Thank you, that was really helpful. My second question is regarding the 8.2 crores from exports in the oncology business. How much came from CDMO exports, and how much came from exports under our own registrations?

Management: Please repeat that.

Dhruv Sethalani – Leo Capital: You mentioned that 8.2 crores came from exports in our oncology business. I wanted to get a rough sense of how much came from CDMO exports and how much came from exports under our own registrations.

Management: In the export business?

Dhruv Sethalani – Leo Capital: Yes, sir.

Management: The export business we have done currently will be around 3.5 crores, roughly, from the exports we are doing or have done, and the rest will be from the CDMO business.

Dhruv Sethalani – Leo Capital: Okay, sir. Thank you.

Operator: Thank you. The next question comes from the line of Rupesh Tatiya from Longevity Partners. Please go ahead.

Rupesh Tatiya – Longevity Partners: Hello, sir. Am I audible?

Management: Yes.

Rupesh Tatiya – Longevity Partners: Congratulations, Vikramjit, on a fantastic set of results. My first question is, how much were API sales for this quarter?

Management: API sales will be around 36-37 crores, which is equal to last year's sales.

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Rupesh Tatiya – Longevity Partners: Is there an oncology and non-oncology split, or is everything oncology?

Management: No, everything is oncology because we only manufacture oncology cytotoxic APIs.

Rupesh Tatiya – Longevity Partners: Considering that amount, was everything consumed in-house, or was there some open-market sale?

Management: No, this is basically the sale of APIs. Captive consumption is not included.

Rupesh Tatiya – Longevity Partners: [crosstalk] It is not included either, right, sir? So, this is external; this is only third-party sales.

Management: Right. It has a lot of potential. The thing is that we are more focused on finished dosage, which is why we are not gearing up, but all the big Indian companies are looking forward to sourcing oncology APIs from us.

Rupesh Tatiya – Longevity Partners: That is good to know, sir. My second question is regarding EU GMP. I think the audit took place. When can we expect the certificate? Are there any timelines?

Management: The regulatory bodies have their own defined timelines. It is up to them when they issue it, but the process is currently underway, and we are interacting with them regularly. We expect it to be issued within this quarter.

Rupesh Tatiya – Longevity Partners: Okay, we can get it by December.

Management: Perhaps even earlier than that.

Rupesh Tatiya – Longevity Partners: Even earlier, okay. And the final...

Management: Yes, but there are holidays in between, so please continue.

Rupesh Tatiya – Longevity Partners: I understand. European holidays. My final question is, when can we expect the first approval of our own marketing authorization and the launch after that? Do you have any tentative timeline or visibility?

Management: We received one during this quarter, so commercial supplies for that will begin very soon.

Rupesh Tatiya – Longevity Partners: So, in FY28, is 30-40 crores of oncology revenue from our own marketing authorizations a possibility?

Management: For the full year, if we receive them, the issue is that we will not have a full year in terms of the marketing authorizations we are discussing. The 16 marketing authorizations we are discussing will be received around the middle of next year or perhaps in the third quarter. Therefore, in the subsequent year, we will definitely achieve that with those marketing authorizations.

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Next year, we can look forward to perhaps half of the marketing authorizations being granted, which will provide full sales. So, regarding what you are indicating, we are obviously optimistic that 50%–60% of that value will be achieved.

Rupesh Tatiya – Longevity Partners: So, 20–25 crores next year and then 60–70 crores the year after.

Management: Yes.

Rupesh Tatiya – Longevity Partners: That is something we can look forward to. A good number to pencil in. Thank you for answering my questions. I will come back in the queue.

Operator: Thank you. The next question comes from the line of Ankit Gupta from Bamboo Capital. Please go ahead.

Ankit Gupta – Bamboo Capital: Sir, thank you for the opportunity, and congratulations on a great set of numbers. First of all, I wanted to clarify one thing. You said 37 crores of oncology API sales. Out of 50 crores of oncology sales for this quarter, have we generated almost 37 crores from API sales, with finished formulation sales of only 13 crores?

Management: This is for the half year.

Ankit Gupta – Bamboo Capital: Okay, half year, understood. So, 50 crores of oncology sales for this quarter and 33 crores for the last quarter means that, out of 83 crores of oncology sales for the first half of this year, 37 crores are oncology API sales, specifically external oncology API sales.

Management: Around 85, if we consider the rounded figures—85 in total. Around 36–37 will be API sales.

Ankit Gupta – Bamboo Capital: Understood. How should we look at our oncology API sales scaling up this year and next year? We were always under the impression that API sales would largely be for our own backward integration and that external sales would not be significant. How should we look at these API sales numbers for FY27 and FY28?

Management: You can understand that if we have achieved that figure in the first half, the full-year figure will be double or more than that. That is what we are looking forward to by the end of FY27.

In the coming year, because some of the APIs will be backward-integrated, we will focus more on captive consumption so that the blended profit from APIs as well as finished formulations can increase, rather than taking the APIs to the market for sale. This will help us become self-reliant and protect us from fluctuations in API prices in the market. Therefore, our primary objective will be to become more self-reliant rather than further increasing API sales.

Ankit Gupta – Bamboo Capital: And regarding site variation products, as you said, there are 6 or 7 products that we are currently manufacturing at our plant. With more products having already been site-transferred, especially for Accord, we should see a significant jump in contract manufacturing revenue in the coming quarters. Can we expect to reach triple-digit revenue in the coming quarter as well?

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Management: For what? Triple-digit revenue for what?

Ankit Gupta - Bamboo Capital: Q3 or Q4—will we reach 100 crores? Is that possible?

Management: Only oncology?

Ankit Gupta - Bamboo Capital: No, combined for the company, oncology and non-oncology.

Management: Yes, obviously, we are looking forward to that number in the next quarter itself.

Ankit Gupta - Bamboo Capital: And on the margin front, assuming that in FY28 we receive all the further CEP approvals beyond the...

Operator: Sorry for interrupting, Mr. Ankit. Please rejoin the queue for more questions. A reminder to all participants: please restrict yourself to 2 questions. The next question comes from the line of Amar Maurya from Lucky. Please go ahead.

Amar Maurya - Lucky: Hi, sir. Thank you very much for the opportunity. I joined the call a little late and wanted to know the oncology sales breakup between exports and domestic sales.

Management: Do you want to know that for the half year or for the quarter?

Amar Maurya - Lucky: For the quarter.

Management: For the quarter, oncology domestic business is around 43-plus crores, and exports are around 8.2 crores.

Amar Maurya - Lucky: 8.2 crores. 43...

Management: Adding to that, the domestic figure we mentioned includes some deemed exports because some of our partners, such as Torrent and Intas, take some of the products from us and export them on their own.

Amar Maurya - Lucky: Correct. And what would be the export and domestic mix for non-oncology this quarter?

Management: Exports would be around 29 crores, and domestic sales would be around 7.3-7.4 crores.

Amar Maurya - Lucky: 7.3-7.4 crores. Fantastic, sir. Thank you.

Operator: Thank you. The next question comes from the line of Avneesh from {? Vaikarya ?}. Please go ahead.

Avneesh - {? Vaikarya ?}: Hello. Congratulations on a good set of numbers, Vikramjit. I have a couple of questions. Can you provide some color on the overall potential of the Accord contract that you have? How much can this business scale up to over the next 2 years or so?

Management: Since you have been hearing me for quite a long time, [laughs] you must be aware that we have 11 products under technology transfer, meaning site variations, of which almost all

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have been approved at our site. The potential is somewhat 50 crores to 150 crores. Again, I am giving a broad range because they are multinational companies and also have multiple sites from which to procure.

Having said that, because Intas is located nearby, they enjoy the benefit of closer proximity, monitoring, supply chain, and everything else. Therefore, we expect that we can take around 100 crores as an average figure to look forward to from this portfolio.

Avneesh – {? Vaikarya ?}: Okay, great. A few months ago, you also announced a potential partnership with Zydus for GCC countries. Can you please throw some light on that as well?

Management: We have already given them the dossiers. Roughly 16 dossiers are currently under approval in different GCC countries and other nearby markets. Once those approvals come through, we can look forward to the potential business from them.

Avneesh – {? Vaikarya ?}: So, is this approximately a year away...?

Operator: Sorry for interrupting, Mr. Avneesh. Please rejoin the queue for more questions. The next question comes from the line of Dhaval Desai from Turtle Capital. Please go ahead.

Dhaval Desai – Turtle Capital: Hi, sir. Good afternoon, everyone, and congratulations on a very good set of numbers. My first question is, this year we are on course to achieve 190–200 crores on the oncology side. If we think about next year, say 300 crores, which we are aspiring to achieve, and you said that our own marketing authorizations may contribute 25–30-odd crores, would the incremental 70 crores next year come from site transfers and exports? Is that a fair understanding?

Management: Yes, obviously, because next year our own marketing authorizations, or whatever marketing authorization approvals come through, may arrive in the first half. Therefore, we will not receive the full potential of that business, whether from the marketing authorization or licensing-out business.

Management: However, the site variations and the domestic business we are conducting will definitely continue to progress at their own pace. They will continue to provide the momentum we are looking for. By the end of FY28, we will have all the marketing authorizations currently under process ready to make a full-year contribution, along with the site variations. That will be the year that provides significant momentum to oncology growth.

Dhaval Desai – Turtle Capital: Understood. So next year, even with a very small contribution from marketing authorizations, 300 crores is achievable from oncology?

Management: Yes.

Dhaval Desai – Turtle Capital: Okay. My second question is on margins. You said that we generated a lot of external API sales and that incrementally we would want to use the APIs in-house. Even without that, we are generating around 29–30% margins. In FY28, should we see margins growing in the range of 30% to 35%? Is that a fair assumption?

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Management: As long as the current business model continues for oncology, the margin will be around 30%. Once we complete the API integration, it will move ahead to perhaps 34%, 35%, or even more. However, that will take a couple of years, as I mentioned, because we need to integrate the APIs in-house. Until then, as long as the business mix continues, EBITDA will remain around 30%.

Dhaval Desai – Turtle Capital: But that will be a journey, right? As you integrate more and more, the margin will keep improving. Over 2 years, it will incrementally increase and reach 34%-35%. So, we will see improvement every year as we integrate.

Management: Correct. If you look at the last 2 years, EBITDA was around 25% when we had a larger non-oncology contribution, and right now we are moving around 28%. This is because the business is shifting from non-oncology to oncology. As oncology picks up a larger percentage, share, or contribution, we will see further improvement. With API integration, it will be around 35%.

Dhaval Desai – Turtle Capital: Understood. Very clear. That is all from my side, and I wish you all the best.

Management: Thank you.

Operator: Thank you. Ladies and gentlemen, that was the last question for today. We have reached the end of the question-and-answer session. I now hand the conference over to management for closing comments.

Management: Thank you, everyone, for joining us on this earnings conference call. On behalf of the company, I would like to express my sincere gratitude to all the participants, investors, analysts, and stakeholders for taking the time to join us today, for your valuable questions, and for your continued interest in the company. We appreciate your engagement and the confidence you continue to place in us. With this, we conclude today's conference call. Thank you once again for your participation and support. Have a great day.

Operator: Thank you. On behalf of Sakar Healthcare Limited, that concludes this conference. Thank you for joining us. You may now disconnect your lines.

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.

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