



Dr. Reddy's

Q3FY26 RESULTS UPDATE

21 JANUARY 2026

Safe Harbor Statement

This presentation contains forward-looking statements and information that involve risks, uncertainties and assumptions. Forward-looking statements are all statements that concern plans, objectives, goals, strategies, future events or performance and underlying assumptions and other statements that are other than statements of historical fact, including, but not limited to, those that are identified by the use of words such as “anticipates”, “believes”, “estimates”, “expects”, “intends”, “plans”, “predicts”, “projects” and similar expressions. Risks and uncertainties that could affect us include, without limitation:

- General economic and business conditions in India and other key global markets in which we operate;
- The ability to successfully implement our strategy, our research and development efforts, growth & expansion plans and technological changes;
- Changes in the value of the Rupee and other currency changes;
- Changes in the Indian and international interest rates;
- Allocations of funds by the Governments in our key global markets;
- Changes in laws and regulations that apply to our customers, suppliers, and the pharmaceutical industry;
- Increasing competition in and the conditions of our customers, suppliers and the pharmaceutical industry; and
- Changes in political conditions in India and in our key global markets.

Should one or more of such risks and uncertainties materialize, or should any underlying assumption prove incorrect, actual outcomes may vary materially from those indicated in the applicable forward-looking statements.

For more detailed information on the risks and uncertainties associated with the Company's business activities, please see the company's annual report filed in Form 20-F with the US SEC for the fiscal year ended March 31, 2025, quarter ended June 30, 2025, September 30, 2025, and our other filings with US SEC. Any forward-looking statement or information contained in this presentation speaks only as of the date of the statement. We are not required to update any such statement or information to either reflect events or circumstances that occur after the date the statement or information is made or to account for unanticipated events.

Q3FY26 Financial Highlights



Double-digit growth in base business^; overall steady profitability, despite product specific headwinds

Revenues

₹ 8,727 Cr

↑ 4.4%YoY ↓ 0.9%QoQ

EBITDA | EBITDA %

₹ 2,049 Cr | 23.5%

↓ 11%YoY ↓ 13%QoQ

PBT | PBT %

₹ 1,543 Cr | 17.7%

↓ 18%YoY ↓ 16%QoQ

*PAT | PAT %

₹ 1,210 Cr | 13.9%

↓ 14%YoY ↓ 16%QoQ

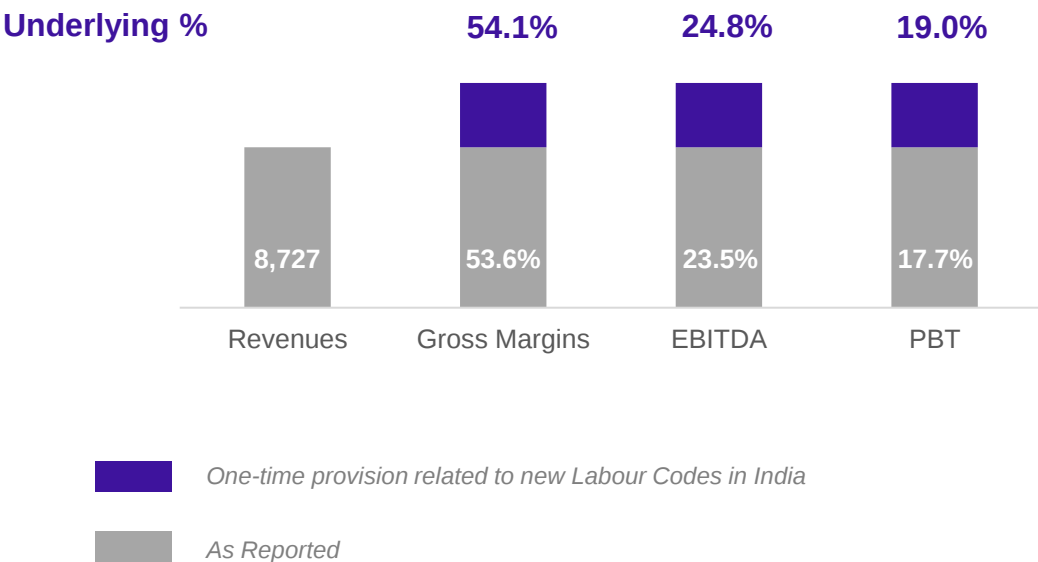
**Attributable to Equity shareholders*

- Revenue growth @4.4%
- Reported EBITDA Margin @23.5%
- Annualised RoCE at 20.4%
- Net Cash surplus at ₹3,069 Cr

One-time provision

Impact of new Labour Codes in India

UNDERLYING FINANCIALS (Adjusted for One-off)



^Excluding Lenalidomide

Q3FY26 Business Highlights

Continued progress on strategic priorities

- Strategic collaboration with **Immunetep** for commercialisation of a novel, immunotherapy oncology drug, **Eftilagimod Alfa**, in key Emerging Markets.
- Launched **Hevaxin**[®], a novel, recombinant vaccine for prevention of Hepatitis-E virus infection in India.
- Completed **integration** of 85% of acquired **NRT** business by value.
- Received **Marketing Authorisation** for **Semaglutide** injection in **India** from DCGI.
- **Filed** BLA for **abatacept** biosimilar (IV) for US in Dec'25.
- Received **EC for Europe and MHRA, UK** approval for **denosumab** biosimilar. Launched in **Germany** in Dec'25.

immunetep 
Empowering the Immune System



Q3FY26 Other Highlights

ESG

- Announced **Science-Based Net Zero Climate Targets** - only Indian Pharma co to commit to such a target by FY2045.
- Leadership position in **2025 CDP Water Security & Climate Change**.
- **CII Award** of Merit for Excellence in 4R category, amongst top 25 in India.
- **TÜV SÜD** South Asia certification for **Net Positive Water Impact**.
- **India's Top 100 Great Places to Work®**, 2nd year in a row.
- **Industrial Green Chemistry World Award 2025**.
- **7 Eminence Awards** at Pharmaceutical Manufacturing & Automation Conclave.

OTHER UPDATES

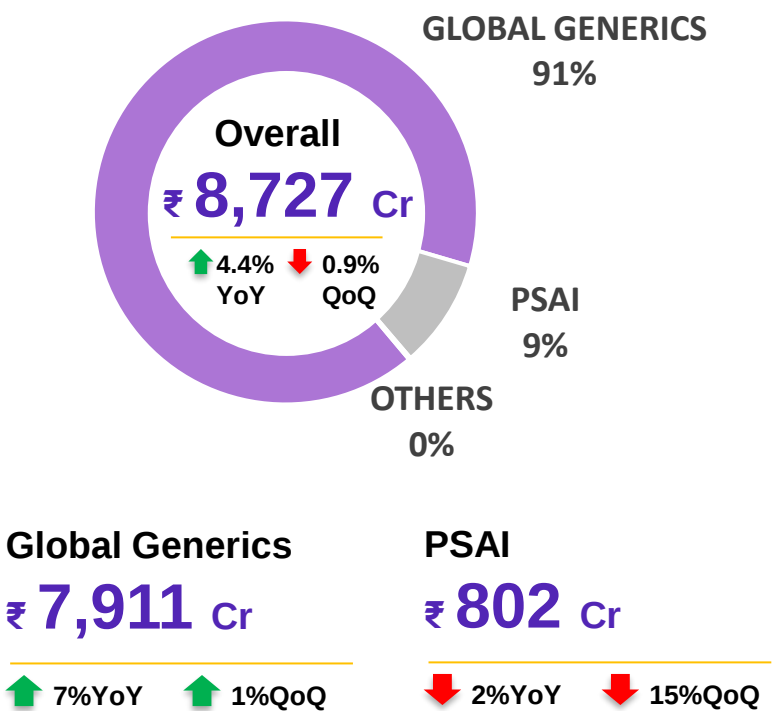
- USFDA conducted **GMP** inspection at **CTO-SEZ** API facility (Srikakulam), issued Form 483 with zero observations.
- USFDA conducted **GMP & PAI** inspection at **FTO-SEZ PU-01** formulations facility (Srikakulam), issued Form 483 with five observations. Response submitted within timelines.
- USFDA issued a **PAAL** as part of ongoing review of responses submitted to observations at Bachupally biologics facility for **Rituximab** biosimilar.
- Received **NON** from **Health Canada** for **Semaglutide** Injection. Response submitted within timelines.
- Received **CRL** from USFDA for **denosumab** biosimilar BLA, related to observations at Alvotech's facility.



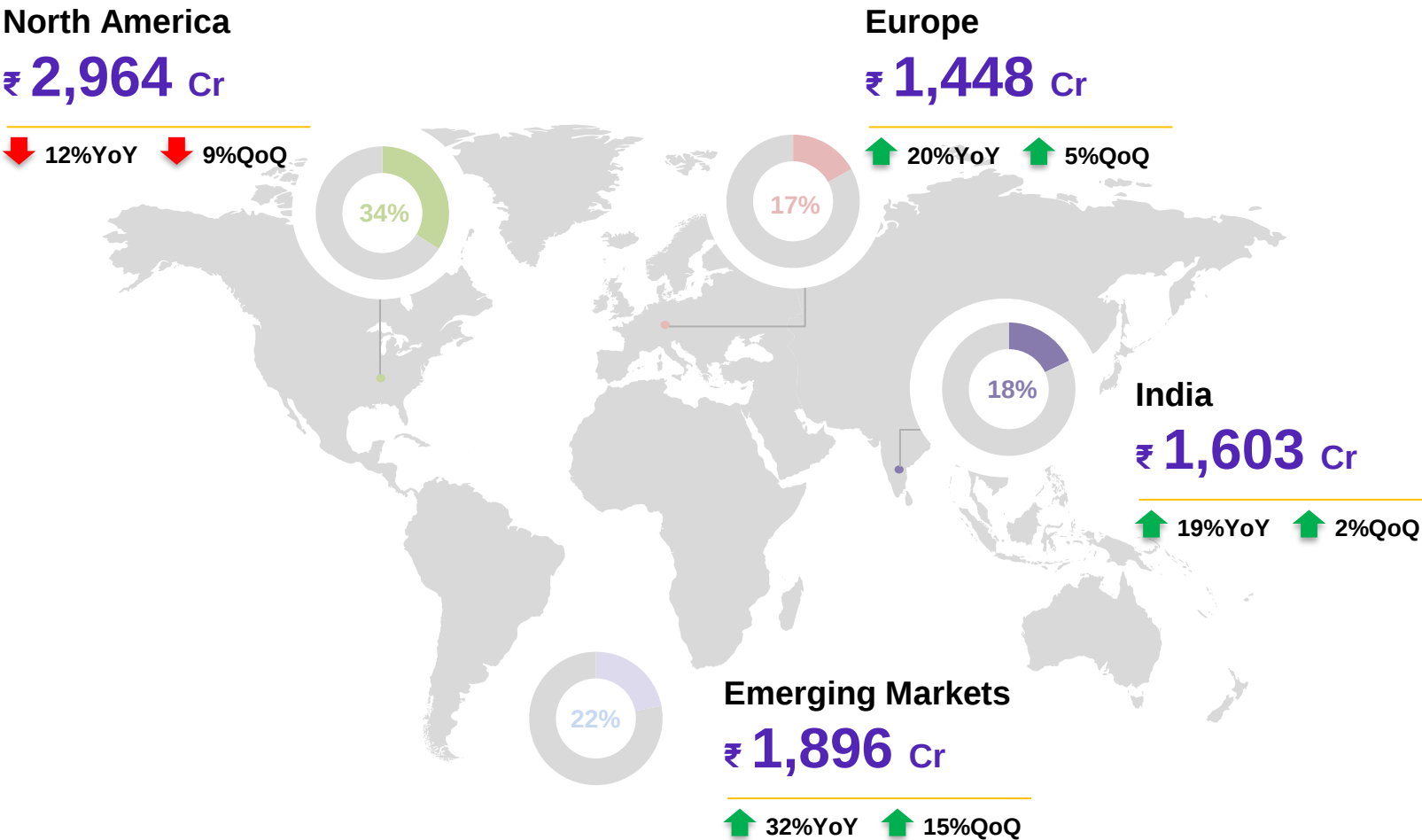
Q3FY26 Revenue Split

Broad-based growth, aided by forex; moderated by product-specific headwinds in the US

REVENUE BY SEGMENT



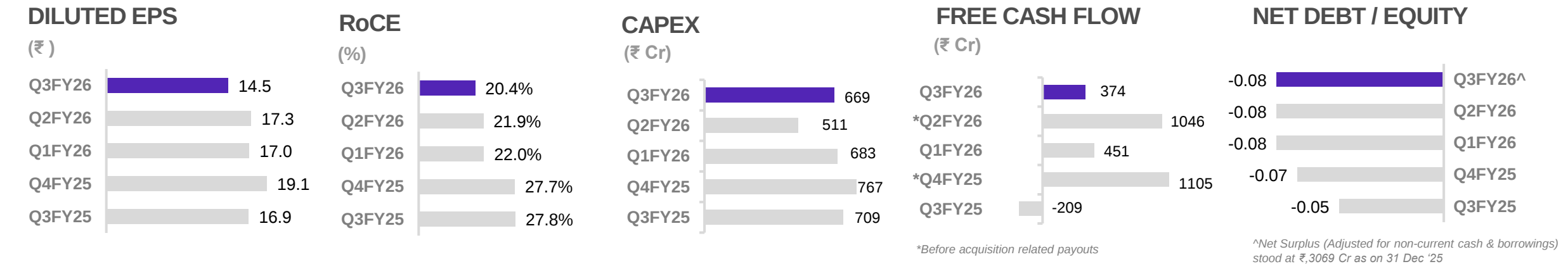
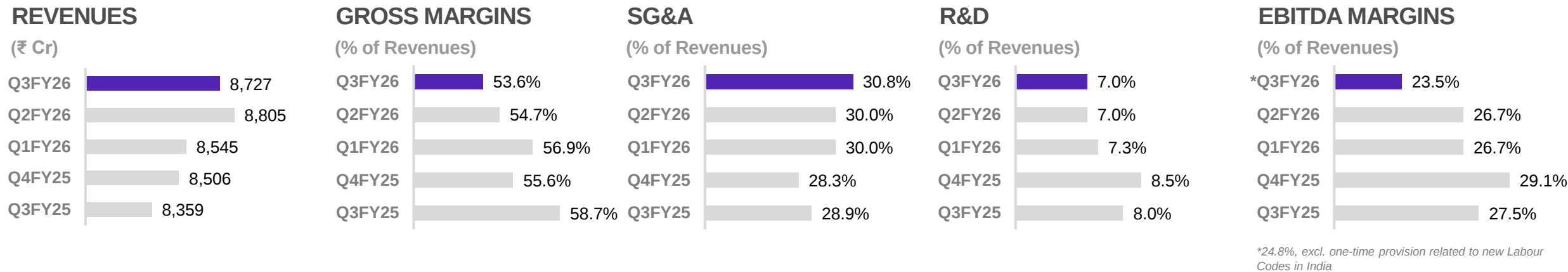
GLOBAL GENERICS SPLIT



Key Financial Metrics

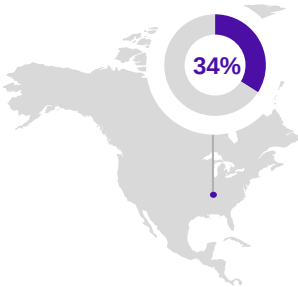


Sustaining growth & profitability, while investing for the future



Q3FY26 North America Performance

Moderated due to lower Lenalidomide sales and continued pricing pressure



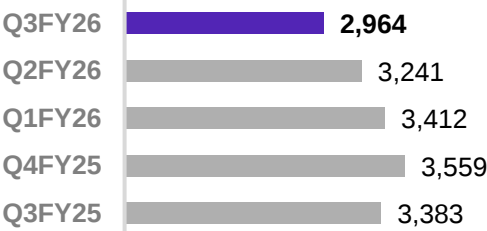
Revenues

₹ 2,964 cr

↓ 12%YoY ↓ 9%QoQ

Declined due to lower Lenalidomide sales and product specific price erosion

Historical Revenues (₹ Cr)



MARKET PERFORMANCE

2.6% vs -0.3%

DRL Growth vs US Generics Market
(Excl. Lenalidomide)

*As per IQVIA MQT Nov '25

NEW LAUNCHES

6 18
Q3FY26 9MFY26

NEW ANDA FILINGS

4 10
Q3FY26 9MFY26

PRICE EROSION

MODERATE

PENDING APPROVAL

71 2
ANDAs NDAs
Includes 44 Para IVs & 21 FTFs
As of Dec'25

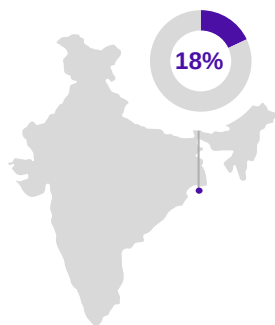
KEY UPDATES

- First-to-market launch of Olopatadine Hydrochloride Ophthalmic Solution, in the US
- Filed Biologics Licence Application (BLA) for abatacept biosimilar for the Intravenous (IV) presentation for the US market in Dec '25.



Q3FY26 India Performance

Robust double-digit growth, continued outperformance of IPM



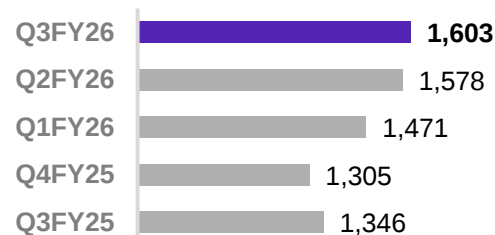
Revenues

₹ **1,603** Cr

↑ 19%YoY ↑ 2%QoQ

Growth Drivers : Innovation portfolio, new brand launches, price increases, higher volumes & acquired STUGERON® portfolio.

Historical Revenues (₹ Cr)



MARKET PERFORMANCE[^]

12.3% vs 11.9%

[^]DRL MQT Growth vs IPM (Dec'25)

IPM RANK

#9

FTM
Dec'25

#10

MQT & MAT
Dec'25

THERAPY LEADERHIP*

#1

STOMATOLOGICALS

#2

VACCINES

NEW BRAND LAUNCHES

2

Q3FY26

18

9MFY26

**₹100 CR+*
BRANDS**

23

**BRANDS IN
IPM TOP 300***

15

*As per IQVIA MAT Dec' 25

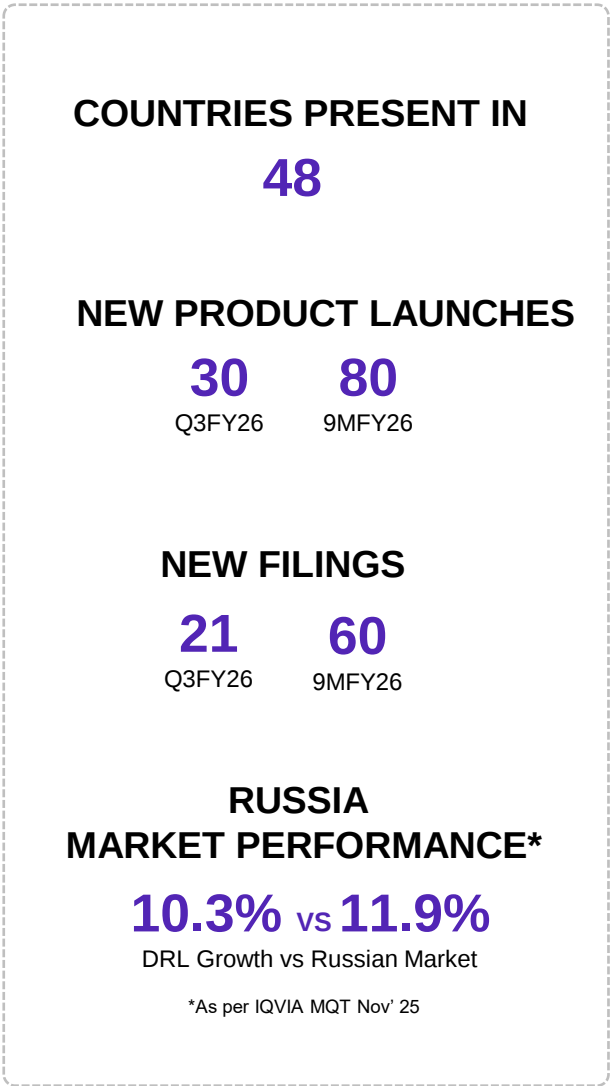
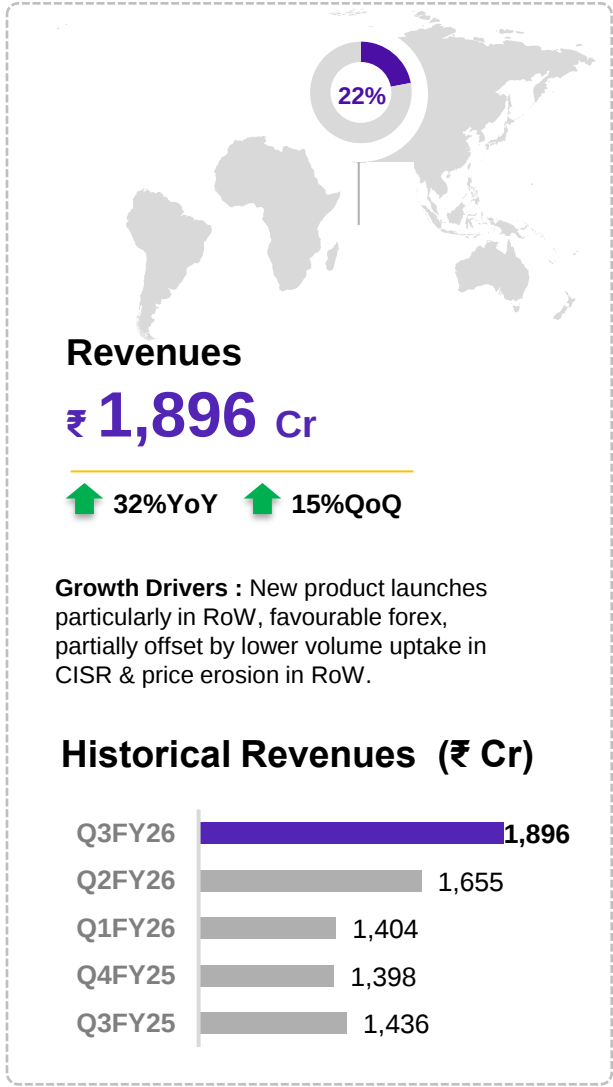
KEY UPDATES

- Launched **Hevaxin®**, a novel, recombinant vaccine for prevention of Hepatitis-E virus infection.
- Received **Marketing Authorisation** from Drug Controller General of India (DCGI) and secured **local manufacturing licenses** for **Semaglutide** injection.

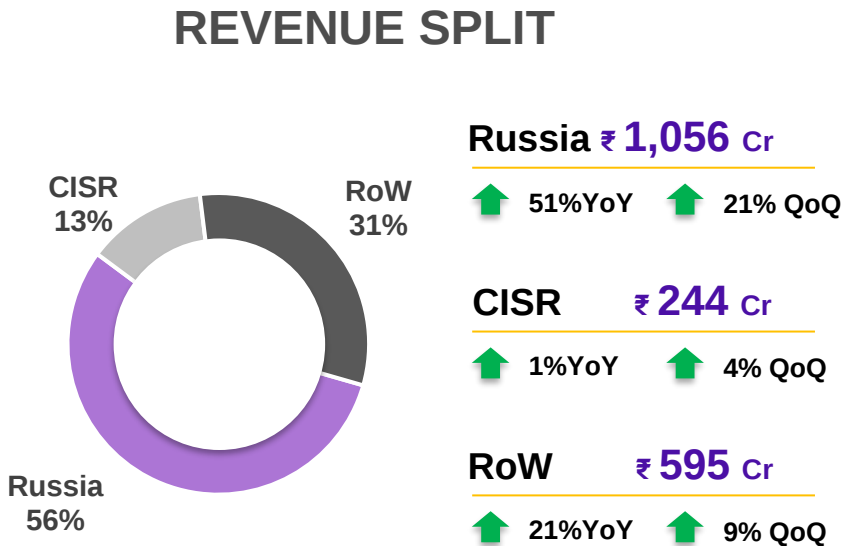


Q3FY26 Emerging Markets Performance

New product launches & favourable forex driving growth

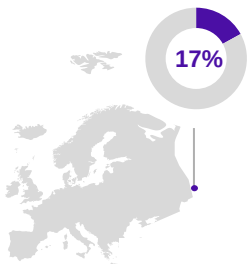


- KEY UPDATES**
- Collaboration with **Immutep** for commercialisation of novel, immunotherapy oncology drug, **Eftilagimod Alfa**, outside North America, Europe, Japan & Greater China; upfront US\$20 million, regulatory & commercial milestones up to US\$350 million and royalties.
- 



Q3FY26 Europe Performance

Momentum in NRT business, new launches, aided by forex tailwinds



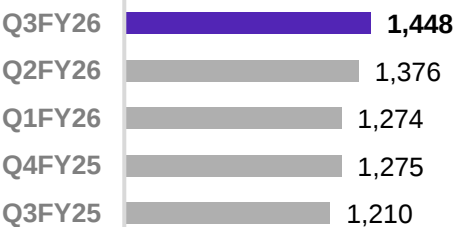
Revenues

₹ 1,448 Cr

↑ 20%YoY ↑ 5%QoQ

Growth Drivers : Acquired NRT business (now in base), new product launches, favourable forex, offset by price erosion

Historical Revenues (₹ Cr)



COUNTRIES
PRESENT IN
20

NEW GX PRODUCT LAUNCHES

10 31
Q3FY26 9MFY26

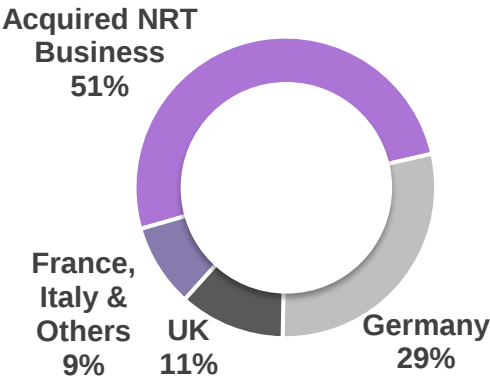
NEW FILINGS

3 11
Q3FY26 9MFY26

KEY UPDATES

- NRT integration progressing well; 85% business value integrated.
- Received **European Commission** and **MHRA, UK** approval for **denosumab** biosimilar. Launched in **Germany** in Dec'25.

REVENUE SPLIT



NRT ₹ 755 Cr
↑ 25%YoY ↑ 8% QoQ

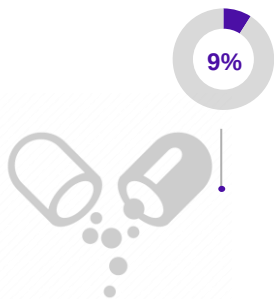
Germany ₹ 402 Cr
↑ 21%YoY ↑ 1% QoQ

UK ₹ 166 Cr
↓ 12%YoY ↑ 6% QoQ

France, Italy & Others ₹ 125 Cr
↑ 49%YoY ↑ 2% QoQ

Q3FY26 PSAI Performance

Adverse Product mix impacting gross margins

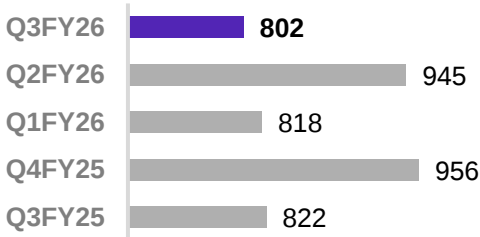


Revenues
₹ 802 Cr

↓ 2%YoY ↓ 15%QoQ

QoQ decline due to lower volume uptake

Historical Revenues (₹ Cr)



GROSS MARGIN

17.3% vs 28.6%
Q3FY26 vs Q3FY25

DMF FILINGS

31 80
Q3FY26 9MFY26

US DMF FILINGS

3 5
Q3FY26 9MFY26

KEY UPDATES

- Non-binding strategic cooperation term sheet signed with **Hybio Pharmaceutical** on **Peptide APIs**.
- **Aurigene Pharmaceutical Services Limited** (APSL), our CDMO business, served as exclusive API manufacturer for two of 46 Novel Drugs approved by USFDA in 2025.
- APSL delivered three discovery programs through its in-house, AI assisted drug discovery platform, **Aurigene.AI**.



In Summary

A diversified business model with broad based levers

Dr.Reddy's



STRENGTHEN CORE BUSINESSES ACROSS MARKETS



ADVANCE KEY PIPELINE PRODUCTS (SEMAGLUTIDE, ABATACEPT)



DRIVE EFFICIENCIES THROUGH BETTER OPERATIONAL LEVERAGE



AUGMENT ORGANIC GROWTH WITH M&A AND IN-LICENSING



STRENGTHEN CAPABILITIES – PEOPLE, DIGITAL, PROCESSES



FOCUS ON QUALITY, COMPLIANCE, SUSTAINABILITY



We accelerate access to affordable and innovative medicines because

Good Health Can't Wait.

~756mn patients reached globally

\$3.8bn Revenue

17% Revenue Growth

28% EBITDA Margin

~28% RoCE

26,000+ Employees globally

57 Nationalities (Employees)

83 Markets served

32 Plants (Manufacturing & R&D)

At a glance



All information as of FY25

Consolidated Income Statement



Particulars (₹ Cr)	Q3FY26	Q3FY25	YoY Gr %	Q2FY26	QoQ Gr%	9MFY26	9MFY25	YoY Gr %
Revenues	8,727	8,359	4.4	8,805	(0.9)	26,077	24,048	8.4
Cost of Revenues	4,046	3,453	17	3,991	1	11,720	9,731	20
Gross Profit	4,681	4,905	(5)	4,814	(3)	14,357	14,317	0
% of Revenues	53.6%	58.7%		54.7%		55.1%	59.5%	
Selling, General & Administrative Expenses	2,692	2,412	12	2,644	2	7,900	6,982	13
% of Revenues	30.8%	28.9%		30.0%		30.3%	29.0%	
Research & Development Expenses	615	666	(8)	620	(1)	1,860	2,012	(8)
% of Revenues	7.0%	8.0%		7.0%		7.1%	8.4%	
Impairment of Non-Current Assets, net	27	0	(6,875)	66	(59)	93	93	1
Other (Income)/Expense, net	(77)	(44)	75	(267)	(71)	(418)	(189)	121
Results from Operating Activities	1,424	1,872	(24)	1,751	(19)	4,923	5,420	(9)
Finance (Income)/Expense, net	(117)	2	(5,940)	(77)	51	(351)	(237)	48
Share of Profit of Equity Accounted Investees, net of tax	(2)	(4)	(45)	(6)	(63)	(9)	(16)	(46)
Profit before Income Tax	1,543	1,874	(18)	1,835	(16)	5,283	5,673	(7)
% of Revenues	17.7%	22.4%		20.8%		20.3%	23.6%	
Income Tax Expense	353	470	(25)	408	(13)	1,257	1,536	(18)
Profit for the Period	1,190	1,404	(15)	1,427	(17)	4,026	4,137	(3)
Attributable to Equity holders of the parent company	1,210	1,413	(14)	1,437	(16)	4,065	4,061	0
% of Revenues	13.9%	16.9%		16.3%		15.6%	16.9%	
Attributable to Non-controlling interests	(20)	(10)	113	(10)	95	(39)	77	(2)
Diluted Earnings per Share (EPS) in ₹	14.52	16.94	(14)	17.25	(16)	48.78	48.68	0
EBITDA	2,049	2,298	(11)	2,351	(13)	6,679	6,738	(3)
% of Revenues	23.5%	27.5%		26.7%		25.6%	28.0%	

About Key Metrics and Non-GAAP Financial Measures

This press presentation contains non-GAAP financial measures within the meaning of Regulation G and Item 10(e) of Regulation S-K. Such non-GAAP financial measures are measures of our historical performance, financial position or cash flows that are adjusted to exclude or include amounts, as the case may be, from the most directly comparable financial measure calculated and presented in accordance with IFRS.

The presentation of this financial information is not intended to be considered in isolation or as a substitute for, or superior to, the financial information prepared and presented in accordance with IFRS. Our non-GAAP financial measures are not based on any comprehensive set of accounting rules or principles. These measures may be different from non-GAAP financial measures used by other companies, limiting their usefulness for comparison purposes.

We believe these non-GAAP financial measures provide investors with useful supplemental information about the financial performance of our business, enable comparison of financial results between periods where certain items may vary independent of business performance, and allow for greater transparency with respect to key metrics used by management in operating our business.

For more information on our non-GAAP financial measures and a reconciliation of GAAP to non-GAAP measures, please refer to "Reconciliation of GAAP to Non-GAAP Results" table in the press release.



Good Health Can't Wait.