



Dr. Reddy's

Q4 & FY26 RESULTS UPDATE

12 MAY 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, December 31, 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.

Q4FY26 Financial Highlights



Double-digit growth in base business^ and 19.5% EBITDA Margin before impact of specific items

Reported Revenues

₹ 7,516 Cr

↓ 12%YoY ↓ 14%QoQ

EBITDA | EBITDA %

₹ 981 Cr | 13%

↓ 60%YoY ↓ 52%QoQ

PBT | PBT %

₹ 199 Cr | 2.6%

↓ 90%YoY ↓ 87%QoQ

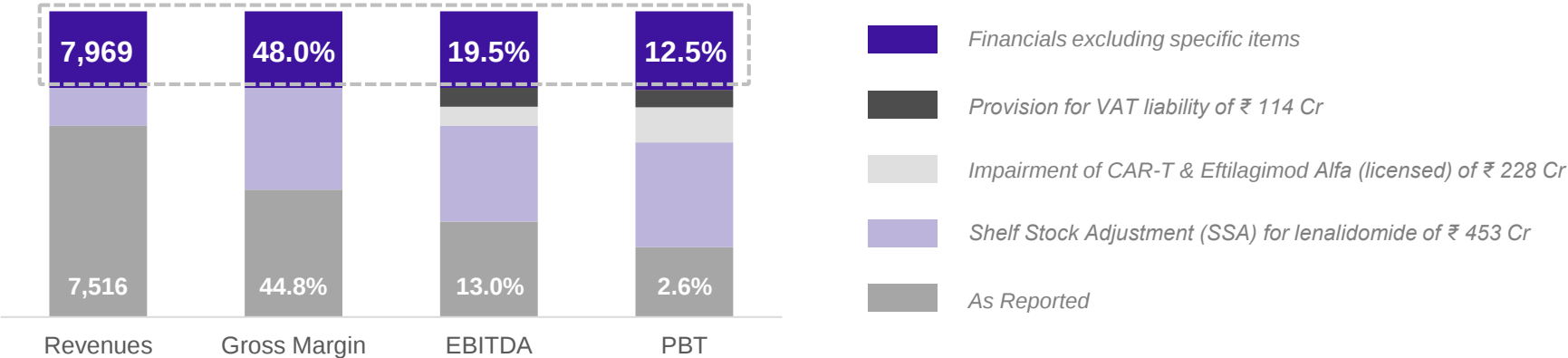
*PAT | PAT %

₹ 220 Cr | 2.9%

↓ 86%YoY ↓ 82%QoQ

**Attributable to Equity shareholders*

FINANCIALS EXCLUDING SPECIFIC ITEMS



^Excluding Lenalidomide and its SSA impact

FY26 Financial Highlights

Performance aided by double-digit base business^ growth, acquired NRT business & productivity efforts before impact of specific items

Reported Revenues

₹ 33,593 Cr

↑ 3%YoY

EBITDA | EBITDA %

₹ 7,659 Cr | 23%

↓ 17%YoY

PBT | PBT %

₹ 5,482 Cr | 16%

↓ 29%YoY

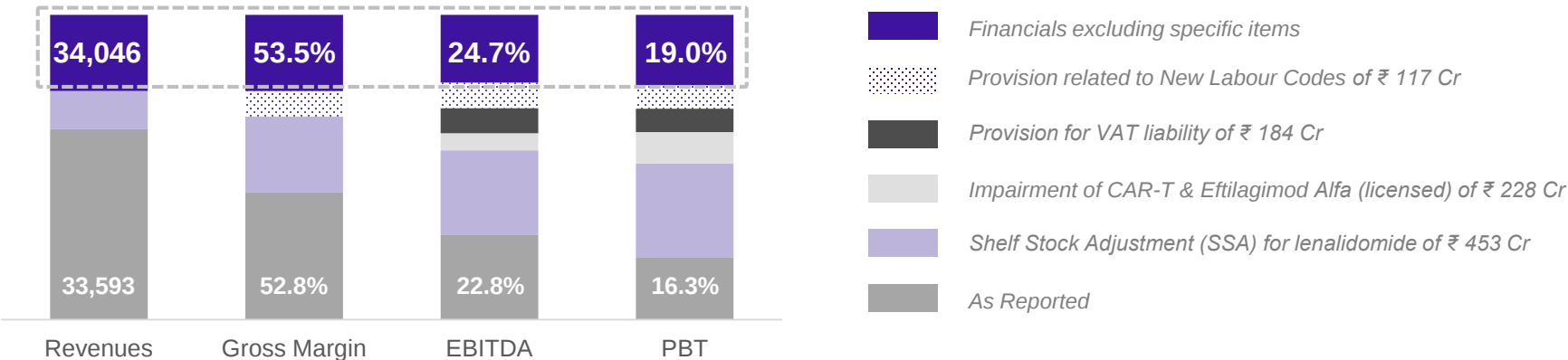
*PAT | PAT %

₹ 4,285 Cr | 13%

↓ 24%YoY

*Attributable to Equity shareholders

FINANCIALS EXCLUDING SPECIFIC ITEMS



- Excluding one-time SSA of ₹ 453 Cr, **revenues at ₹ 34,046 Cr, growth of 4.6%.**
- **RoCE @16%. Excluding impact of items above, RoCE @17.5%.**
- **Net Cash surplus at ₹3,271 Cr.**

^Excluding Lenalidomide and its SSA impact

Q4FY26 Business Highlights

Steady progress across strategic priorities

- Dr. Reddy's becomes **1st company** to secure approval for generic **semaglutide** injection for Type 2 Diabetes in **Canada**
- **Day 1** launch of generic semaglutide injection under brand name, '**Obeda®**' in India.
- Secured approval from DCGI for **generic semaglutide tablets** in India.
- BLA for our **abatacept** biosimilar (IV) accepted for review by USFDA.
- Forayed into Hormone Replacement Therapy with acquisition of **Progynova®** and Cyclo- Progynova® in India.
- Completed **integration** of 95% of acquired **NRT** business by value as of Mar'26.



Q4FY26 Other Highlights

ESG

- **Gold Medal** by **EcoVadis** for FY26, achieving our highest-ever score of 80, placing us among top 5% companies assessed globally.
- Among **India's Top 5 Most Sustainable Companies** by **BusinessWorld**, #1 in Indian healthcare & pharmaceutical industry for 2024-25.
- **'Leadership category'** of 2025 **Indian Corporate Governance Scorecard**, for 3rd consecutive year.



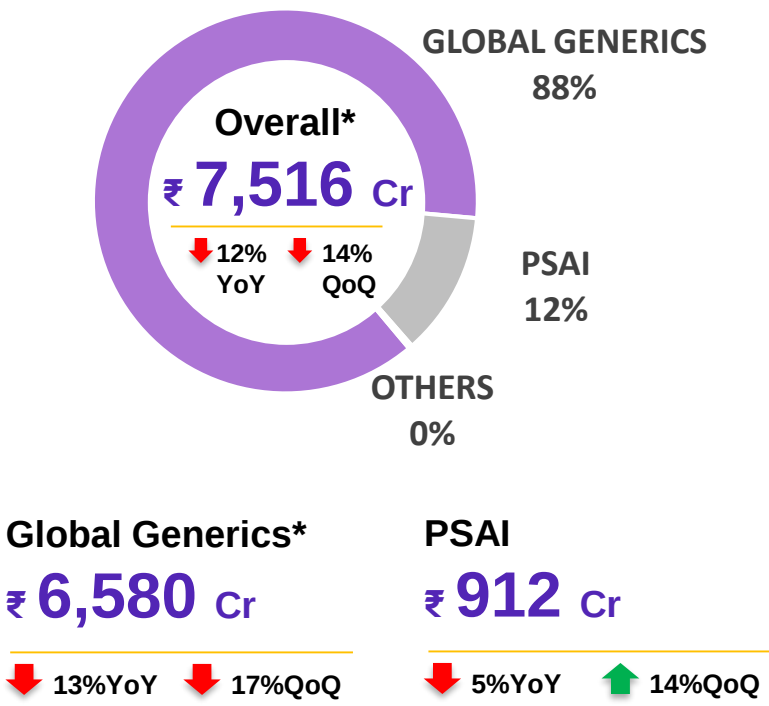
OTHER UPDATES

- **'VAI' classification** by USFDA for **FTO-SEZ PU-01** formulations facility (Srikakulam), following a GMP & PAI inspection.

Q4FY26 Revenue Split

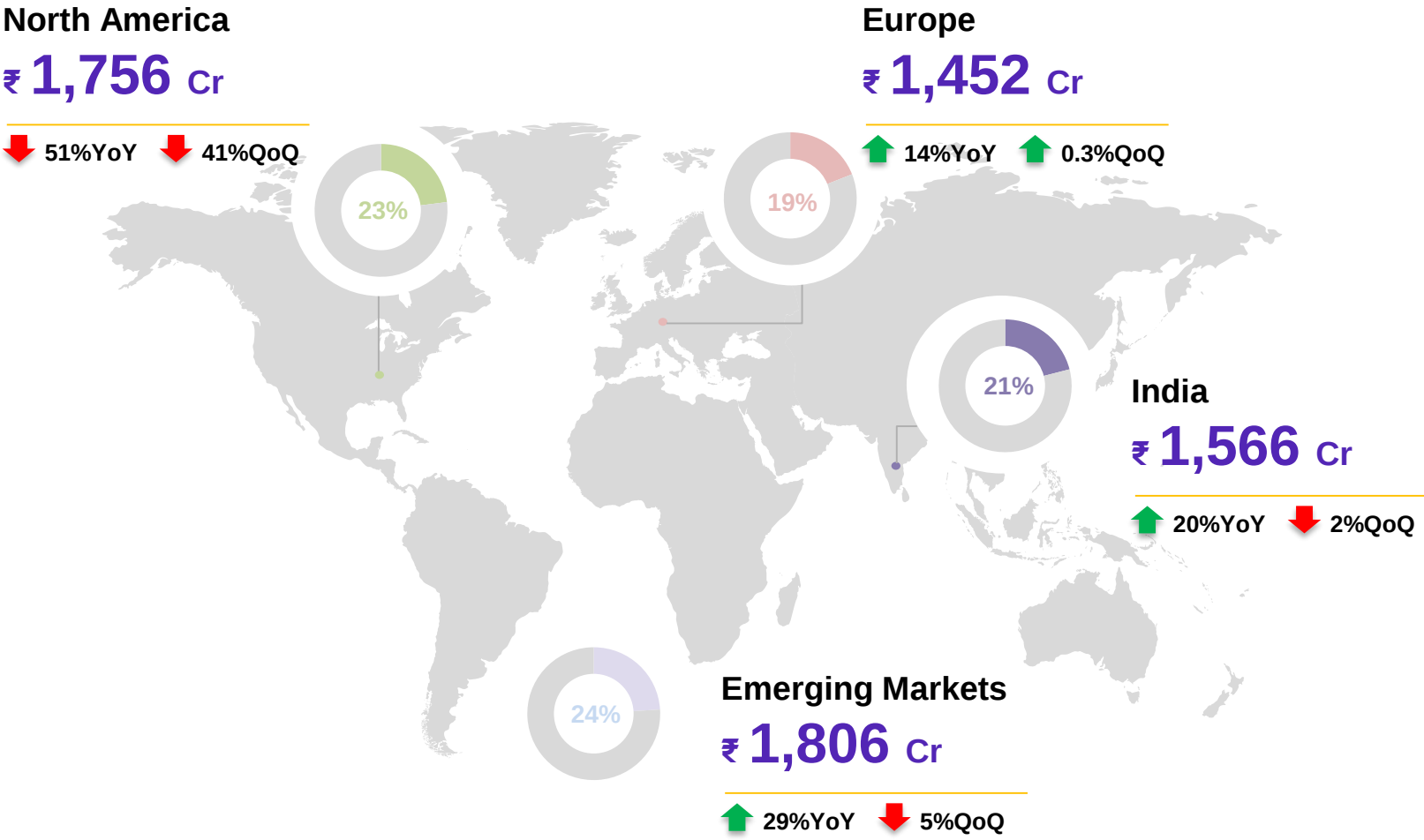
Broad-based growth ex. US, supported by forex; moderated by lower lenalidomide sales and SSA

REVENUE BY SEGMENT



*Excluding SSA :
- Overall revenues were at ₹ 7,969 Cr, a decline of 6.3% YoY and 8.7 QoQ
- GG revenues were at ₹ 7,033 Cr, a decline of 6.7% YoY.

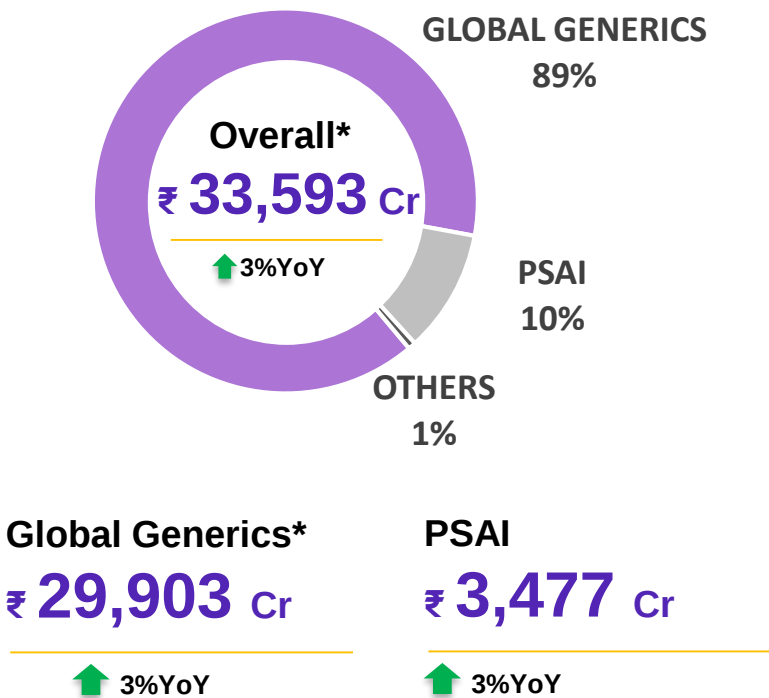
GLOBAL GENERICS SPLIT



FY26 Revenue Split

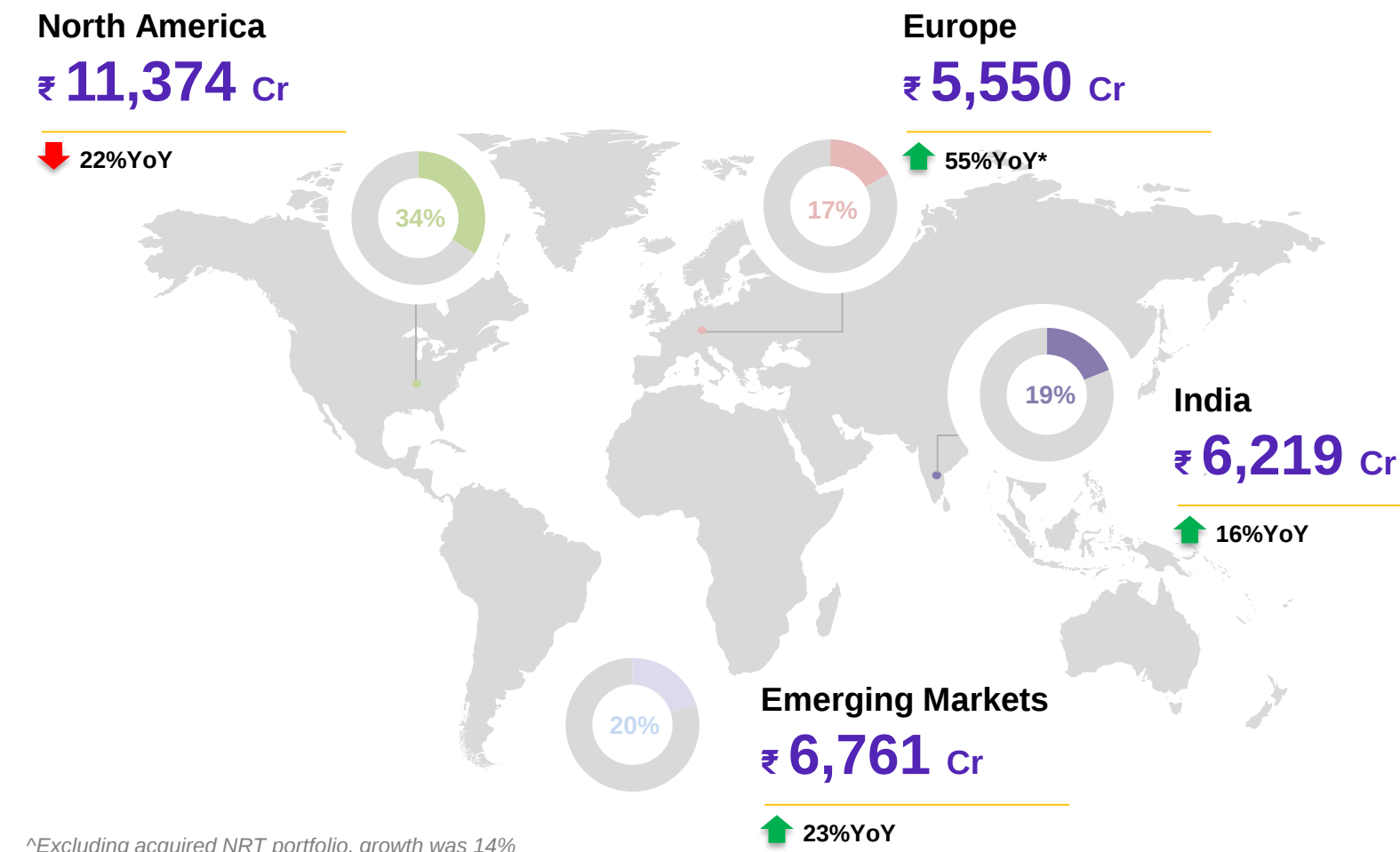
Double digit growth across geographies, except North America due to product-specific headwinds

REVENUE BY SEGMENT



*Excluding SSA :
- Overall revenues were at ₹ 34,046 Cr, a growth of 4.6% YoY.
- GG revenues were at ₹ 30,356 Cr, a growth of 4.8% YoY.

GLOBAL GENERICS SPLIT



^Excluding acquired NRT portfolio, growth was 14%

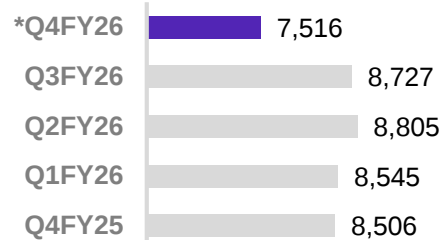
Key Financial Metrics



Sustaining growth & profitability, while investing for the future

REVENUES

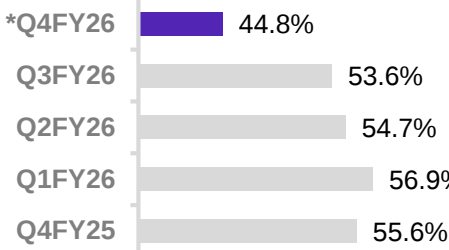
(₹ Cr)



*Excl. shelf stock adjustment (SSA), revenues ₹7,969Cr

GROSS MARGINS

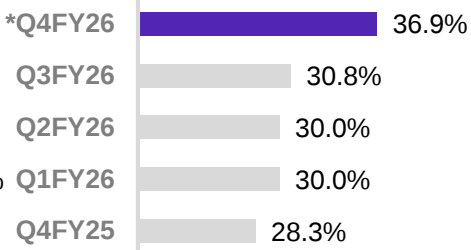
(% of Revenues)



*48% excl. SSA

SG&A

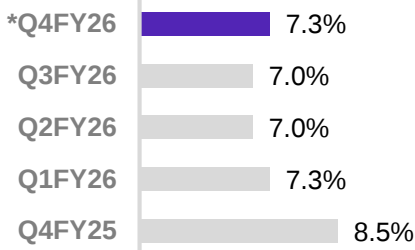
(% of Revenues)



*Excl. VAT liability, 33.4% of revenues excl. SSA

R&D

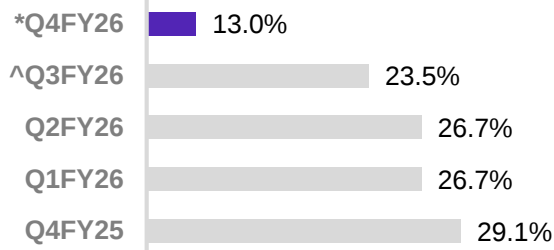
(% of Revenues)



*Excl. CAR-T charge, 6.8% of revenues excl. SSA

EBITDA MARGINS

(% of Revenues)

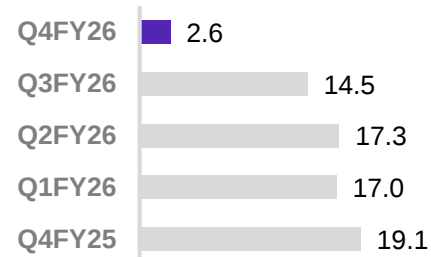


*19.5%, excl. SSA, CAR-T charge, VAT liability

^24.8%, excl. one-time provision related to new Labour Codes in India

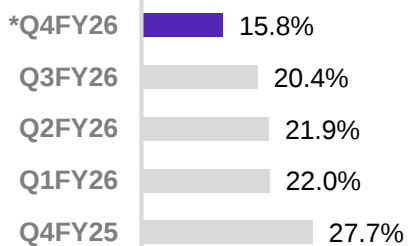
DILUTED EPS

(₹)



RoCE (Annualized)

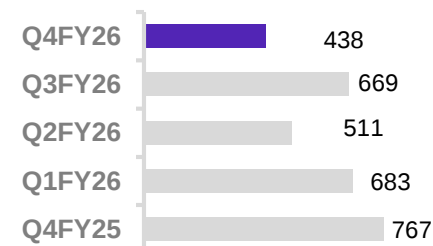
(%)



*17.5%, excl. SSA, Impairment of CAR-T & Eftilagimod Alfa, VAT liability

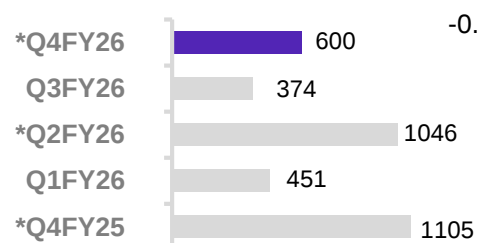
CAPEX

(₹ Cr)



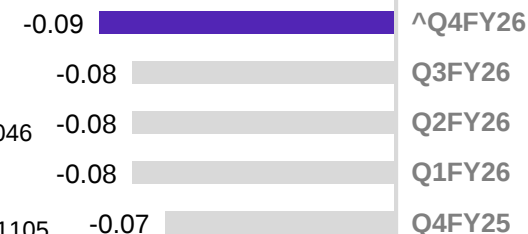
FREE CASH FLOW

(₹ Cr)



*Before acquisition related payouts

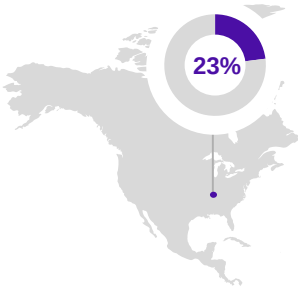
NET DEBT / EQUITY



^Net Surplus (Adjusted for non-current cash & borrowings) stood at ₹,3,271 Cr as on 31 Mar '26

Q4FY26 North America Performance

Impacted by lower sales and shelf stock adjustment of lenalidomide



Revenues

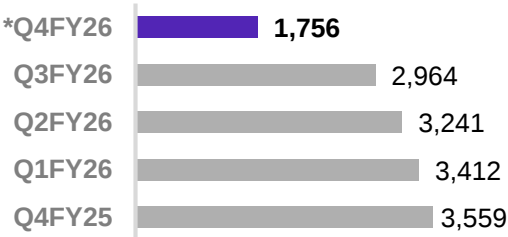
₹ 1,756* Cr

↓ 51%YoY ↓ 41%QoQ

Declined due to lower lenalidomide sales and one-time shelf stock adjustment (SSA) of ₹453 Cr related to lenalidomide.

*Excl. SSA, revenues at ₹2,209 Cr, decline of 38% YoY and 25% QoQ.

Historical Revenues (₹ Cr)



MARKET PERFORMANCE

7.6% vs 0.8%

DRL Growth vs US Generics Market
(Excl. Lenalidomide)
*As per IQVIA MAT Feb' 26

NEW LAUNCHES

7 25
Q4FY26 FY26

NEW ANDA FILINGS

5 15
Q4FY26 FY26

PRICE EROSION

STABLE

PENDING APPROVAL

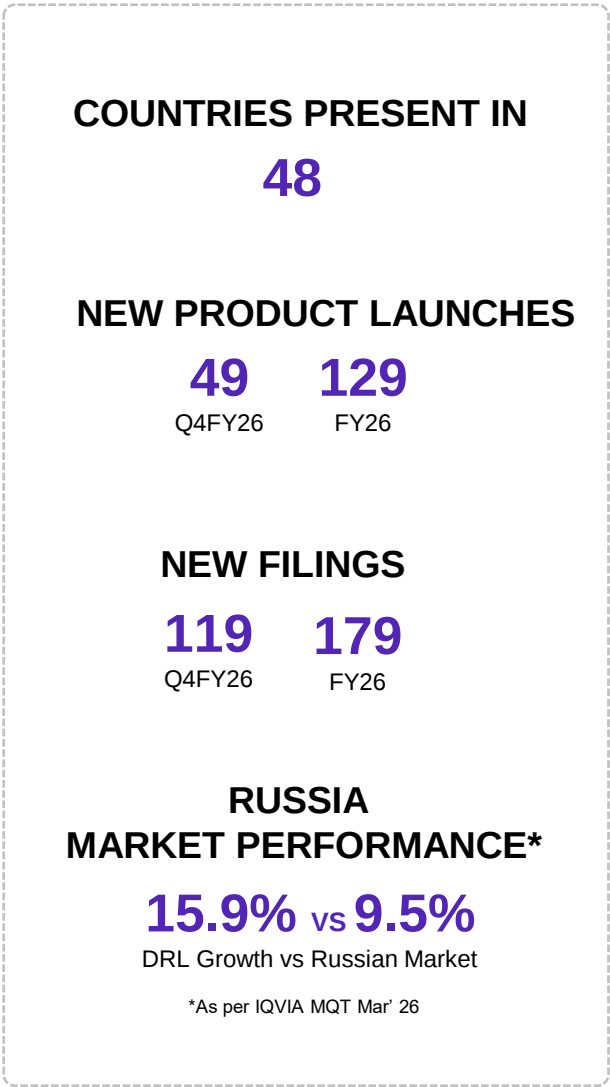
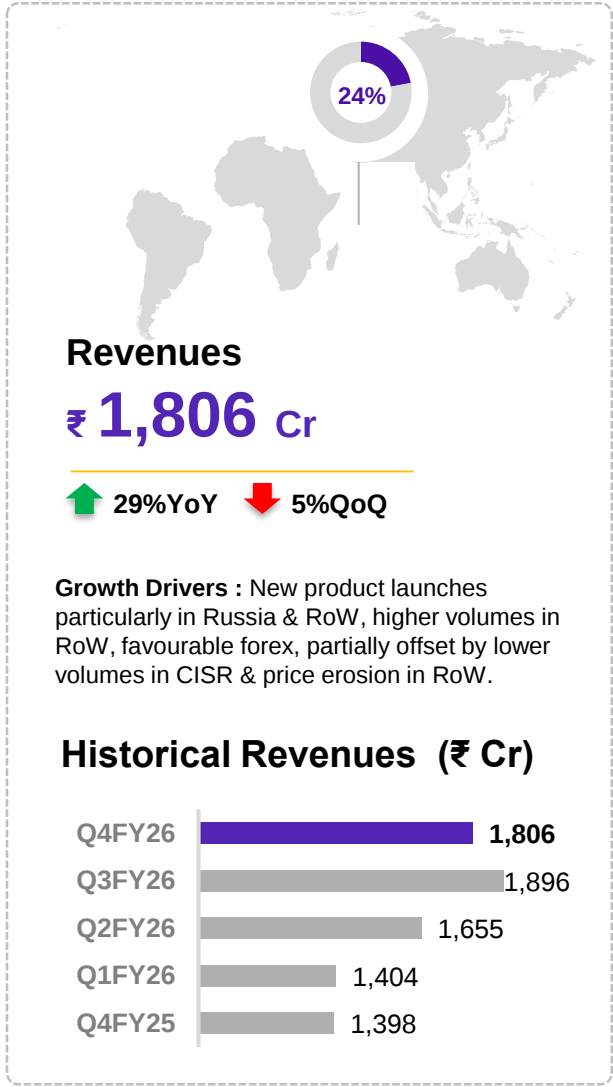
75 2
ANDAs NDAs
Includes 44 Para IVs & 22 FTFs
As of Mar'26

KEY UPDATES

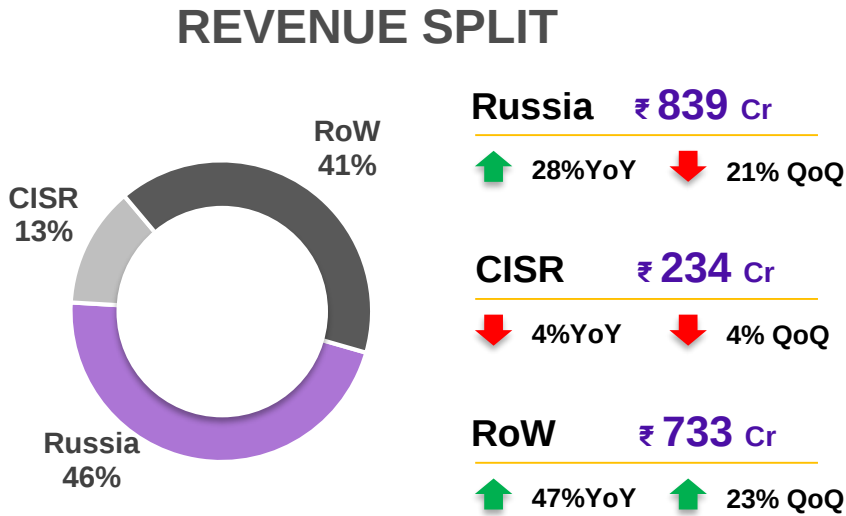
- **First company** to secure approval for generic semaglutide injection for Type 2 Diabetes in **Canada**
- Biologics Licence Application (BLA) for our **abatacept** biosimilar (IV) accepted for review.

Q4FY26 Emerging Markets Performance

New product launches, higher volume uptake and favourable forex driving growth

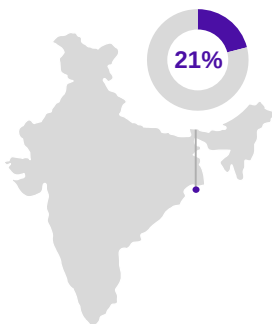


- KEY UPDATES**
- Launched **Tegoprazan** in Russia
 - Submitted responses to **ANVISA** in Brazil to address concerns w.r.t. our generic Semaglutide injection filing.
 - Discontinuation of trial of licensed novel drug, **Eftilagimod alfa**, by partner, Immuteq, following a planned interim futility analysis.



Q4FY26 India Performance

Sustained double-digit growth, continued outperformance of IPM



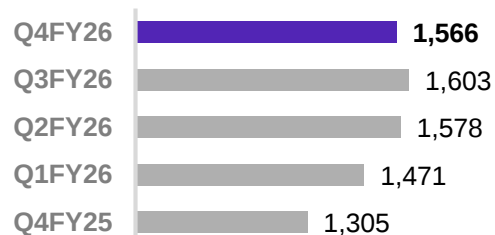
Revenues

₹ **1,566** cr

↑ 20%YoY ↓ 2%QoQ

Growth Drivers : Innovation portfolio, new brand launches, price increases, higher volumes & acquisitions (Stugeron, Progynova).

Historical Revenues (₹ Cr)



MARKET PERFORMANCE*

15.2% vs 11.6%

*DRL MQT Growth vs IPM (Mar'26)

IPM RANK

#9 **#10**

FTM & MQT
Mar'26

MAT
Mar'26

THERAPY LEADERHIP*

#1 **#2**

STOMATOLOGICALS VACCINES

NEW BRAND LAUNCHES

10 **28**

Q4FY26

FY26

₹100 CR+*
BRANDS

23

BRANDS IN
IPM TOP 300*

15

*As per IQVIA MAT Mar' 26

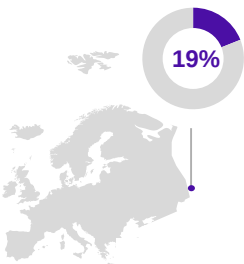
KEY UPDATES

- **Day 1 launch** of generic **semaglutide injection** under brand name, 'Obeda®'.
- Secured approval from DCGI for generic **semaglutide tablets**.
- Forayed into Hormone Replacement Therapy with acquisition of **Progynova®** and Cyclo- **Progynova®**.
- Divestment of two **non-core brands**.
- Discontinued certain R&D programs in **CAR-T**, as part of portfolio rationalisation.



Q4FY26 Europe Performance

Momentum in new launches, aided by forex tailwinds, moderated by pricing pressure



Revenues

₹ 1,452 Cr

↑ 14%YoY ↑ 0.3%QoQ

Growth Drivers : New product launches, favourable forex, offset by price erosion

Historical Revenues (₹ Cr)

Q4FY26	1,452
Q3FY26	1,448
Q2FY26	1,376
Q1FY26	1,274
Q4FY25	1,275

EU COUNTRIES
PRESENT IN
20

NEW GX PRODUCT LAUNCHES

7 38
Q4FY26 FY26

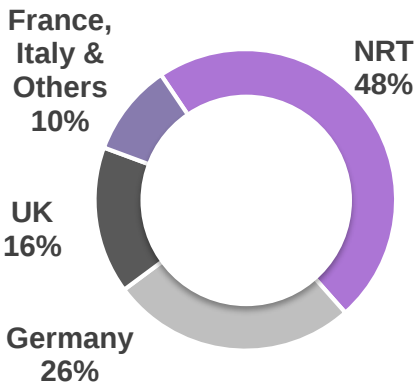
NEW FILINGS

4 15
Q4FY26 FY26

KEY UPDATES

- NRT integration progressing well; 95% business value integrated.

REVENUE SPLIT



NRT ₹ 696 Cr
↑ 16%YoY ↓ 8% QoQ

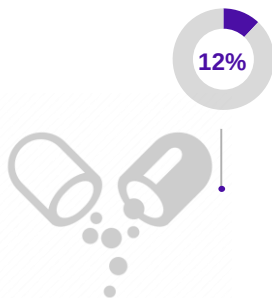
Germany ₹ 383 Cr
↑ 8%YoY ↓ 5% QoQ

UK ₹ 229 Cr
↑ 6%YoY ↑ 38% QoQ

Others ₹ 144 Cr
↑ 35%YoY ↑ 15% QoQ

Q4FY26 PSAI Performance

Decline on account of lower API volume uptake



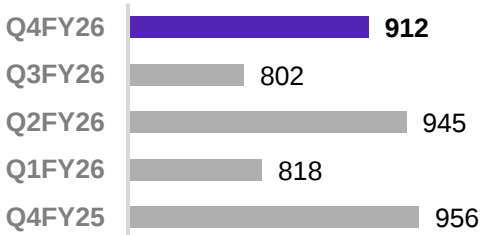
Revenues

₹ **912** Cr

↓ 5%YoY ↑ 14%QoQ

YoY decline due to lower volume uptake
QoQ growth on account of momentum in CDMO business

Historical Revenues (₹ Cr)



GROSS MARGIN

19.9% vs 26.3%

Q4FY26 vs Q4FY25

DMF FILINGS

48 128

Q4FY26 FY26

US DMF FILINGS

11 16

Q4FY26 FY26

KEY UPDATES

- **CDMO business** under subsidiary, Aurigene Pharmaceutical Services Limited continues to see good traction
- Multiple collaboration opportunities through PSAI.

In Summary

A diversified business model with broad based levers

Dr.Reddy's



Strengthen Core Businesses, build future growth drivers
(Peptides, Biosimilars, Consumer Health, Innovation)



Advance key pipeline products (Semaglutide, Abatacept)



Drive efficiencies through better operational leverage



Augment organic growth with **M&A and In-Licensing**



Enhance capabilities – People, Digital, Processes



Focus on **quality, compliance** and **sustainability**

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.