

**Date: 06 February 2025**

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| To<br><b>National Stock Exchange of India Limited</b><br>Exchange Plaza, C-1, Block G, Bandra Kurla<br>Complex, Bandra (E), Mumbai – 400 051<br>NSE Scrip Symbol: SAILIFE | To<br><b>BSE Limited</b><br>Phiroze Jeejeebhoy Towers, Dalal Street<br>Mumbai – 400001<br>BSE Scrip Code: 544306 |
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**Sub: Press Release for the Financial Results for the quarter ending 31 December 2024**

Dear Sir/ Madam,

With reference to the subject above, please find enclosed Press release for the Financial Results for the quarter ending 31 December 2024.

We request you to take note of the same and oblige.

Thank you.

For **Sai Life Sciences Limited**

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**Runa Karan**  
**Company Secretary & Compliance Officer**  
**Membership No.: A13721**

**Encl: As above**

**Sai Life Sciences Limited**

CIN: U24110TG1999PLC030970

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## Sai Life Sciences Limited reports robust quarterly results

Revenue grows by 15%; Net Profit up 36% year-on-year

**Hyderabad, February 6, 2025:** Sai Life Sciences Limited (BSE: 544306 | NSE: SAILIFE), an innovator focused, Contract Research and Development Organization (CRDMO) today announced its financial results for the third quarter and nine months ended December 31, 2024.

### Financial Performance:

| Particulars (₹ crores)  | Q3FY25 | Q3FY24 | YoY%    | 9MFY25  | 9MFY24  | YoY%    |
|-------------------------|--------|--------|---------|---------|---------|---------|
| Revenue from Operations | 439.8  | 383.6  | 14.6%   | 1,115.1 | 1,026.0 | 8.7%    |
| EBITDA                  | 124.5  | 104.2  | 19.5%   | 264.0   | 176.0   | 50%     |
| EBITDA Margin%          | 28.3%  | 27.2%  | 110 bps | 23.7%   | 17.2%   | 650 bps |
| PBT                     | 71.6   | 52.9   | 35.3%   | 108.9   | 33.2    | 228.2%  |
| PAT                     | 53.9   | 39.6   | 36.0%   | 81.9    | 26.7    | 206.8%  |
| PAT Margin%             | 12.2%  | 10.3%  | 190 bps | 7.3%    | 2.6%    | 470 bps |

### Q3FY25 Highlights

- Revenue from Operations was ₹439.8 Cr for Q3FY25 compared to ₹383.6 Cr in Q3FY24, **an increase of 14.6%**
- EBITDA stood at ₹124.5 Cr. for Q3FY25 compared to ₹104.2 Cr. in Q3FY24 **an increase of 19.5%**
- PAT stood at ₹53.9 Cr. for Q3FY25 compared to ₹39.6 Cr. in Q3FY24, **an increase of 36.0%**

### 9MFY25 Highlights

- Revenue from Operations was ₹1,115.1 Cr for 9MFY25 compared to ₹1,026.0 Cr in 9MFY24, **an increase of 8.7%**
- EBITDA stood at ₹264.0 Cr. for 9MFY25 compared to ₹176.0 Cr in 9MFY24. **an increase of 50%**
- PAT stood at ₹81.9 Cr. for 9MFY25 compared to ₹26.7 Cr in 9MFY24, **an increase of 206.8%**

**Commenting on the performance during the quarter, Mr. Krishna Kanumuri, Managing Director and CEO, Sai Life Sciences Limited, said,** “We are pleased to announce a healthy performance this quarter, driven by strong execution, expanding capacity, and deepening customer relationships. Our integrated CRDMO model continues to differentiate us in the market, enabling us to provide seamless solutions across the drug development lifecycle. The pharmaceutical and biotech industries are increasingly seeking partners with end-to-end capabilities, scientific excellence, and a commitment to speed and efficiency—areas where Sai Life Sciences has built a strong competitive edge.

*The global CRDMO industry presents a tremendous growth opportunity, particularly as large pharmaceutical and biotech companies diversify their supply chains and seek strategic partners beyond China. India is at the forefront of this transformation, with the potential to scale as a global innovation hub. With a robust pipeline of commercial molecules, a growing presence in key global markets, and continuous investments in technology and infrastructure, Sai Life Sciences is well-positioned to capitalize on these industry tailwinds.*

*As we look ahead, we remain focused on strengthening our service offerings, expanding our capabilities into new modalities, and driving operational excellence. Our unwavering commitment to innovation, quality, and customer-centricity will continue to propel us forward, delivering sustainable value to all our stakeholders.”*

**Mr. Siva Chittor, Chief Financial Officer, Sai Life Sciences Limited added,** “We are delighted to share our Q3 FY25 financial performance, which highlights robust business momentum, operational discipline, and strong customer relationships.

*Revenue from operations grew to ₹439.8 Cr, up 15% from ₹383.6 Cr in Q3FY24, on account of continued momentum in both our CDMO and CRO businesses. Our EBITDA margin increased to 28.3% in Q3FY25, up from 27.5% in Q3FY24, reflecting improved operating leverage and enhanced productivity. PAT grew to ₹53.9 Cr, compared to ₹39.6 Cr in*

Q3FY24, highlighting that our operational strategies are delivering results and positioning the company for sustained financial strength.

This success is driven by disciplined cost management despite rising employee costs in line with our ongoing investment in talent and organizational growth. Finance costs remained relatively stable at ₹23.1 Cr for Q3 FY25, compared to ₹23.3 Cr in the same quarter last year, indicating effective debt management. As of December 2024, the Company had repaid ₹585.7 Cr of debt out of the planned ₹720.0 crores from the IPO proceeds. The remaining debt was repaid in January, and we expect a reduction in interest costs in the following quarter. We remain focused on investing in digital initiatives, new technologies, and commercial capabilities to fuel future growth.

Over the past five years, our strategic investments in talent, technology, and infrastructure have strengthened our position as a leading integrated CRDMO player. These investments are now translating into higher customer retention, an expanding product pipeline, and improving profitability.

Looking ahead, we expect sustained growth momentum, supported by a strong order pipeline and ongoing investments in infrastructure and capabilities.”

### Earnings Call:

Sai Life Sciences will conduct an earnings call at 4.30 PM (IST) on 7 February 2025 to discuss the financial and business performance of the quarter. To participate in this conference call, please dial the numbers provided below ten minutes ahead of the scheduled start time.

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|----------------------------------|---|
| <b>Date</b>                      | <b>February 7, 2025</b>   |
| <b>Time</b>                      | 04:30 PM – 6:00 PM (IST)  |
| <b>Dial-in Number</b>            | <b>+91 22 6280 1107, +91 22 7115 8008</b>   |
| <b>International Toll Free</b>   | USA: 8667462133   UK: 08081011573   Singapore: 8001012045  <br>Hong Kong: 800964448 |
| <b>Pre-Registration Facility</b> | <a href="#">Click Here</a>  |

### About Sai Life Sciences Limited (BSE: 544306 | NSE: SAILIFE)

Sai Life Sciences is a leading global Contract Research, Development, and Manufacturing Organization (CRDMO) that partners with innovator pharmaceutical and biotech companies to accelerate the discovery, development, and commercialization of new medicines. Headquartered in Hyderabad, India, with a strong global presence, the company offers integrated solutions spanning medicinal chemistry, process development, clinical and commercial manufacturing, and advanced technology platforms. Sai Life Sciences is committed to delivering high-quality, cost-effective, and scalable solutions while upholding the highest standards of safety, compliance, and integrity. With a focus on innovation and operational excellence, the company continues to strengthen its capabilities to support emerging therapeutic modalities and meet the evolving needs of the life sciences industry.

For more information, please visit [www.sailife.com](http://www.sailife.com)

For further details, please feel free to contact: [Investorrelation@sailife.com](mailto:Investorrelation@sailife.com)

### Disclaimer:

*This press release may include statements of future expectations and other forward-looking statements based on management's current expectations and beliefs concerning future developments and their potential effects on the Company. These forward-looking statements involve known or unknown risks and uncertainties that could cause actual results, performance, or events to differ materially from those expressed or implied in such statements. Forward-looking statements are provided to allow potential investors the opportunity to understand management's beliefs and opinions in respect of the future so that they may use such beliefs and opinions as one factor in evaluating an investment. These statements are not guarantees of future performance and undue reliance should not be placed on them. Important factors that could cause actual results to differ materially from our expectations include, amongst other: general economic and business conditions in India, our ability to successfully implement our strategy, our research and development efforts, our growth and expansion plans and technological changes, change in laws and regulations that apply to pharmaceuticals, increasing competition in and changes in political conditions in India. Neither Sai Life, nor our directors, assume any obligation to update any forward-looking statement contained in this release. The Company undertakes no obligation to update forward-looking statements if circumstances or management's estimates or opinions should change except as required by applicable securities laws. The reader is cautioned not to place undue reliance on forward-looking statements.*