



Everything in Pharma... Everywhere in India...

Entero Healthcare Solutions Limited

Q1FY27 Investor Presentation – August 2026

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Q1 FY27 Financial Highlights



Management Commentary



Prabhat Agrawal
Promoter, MD and CEO

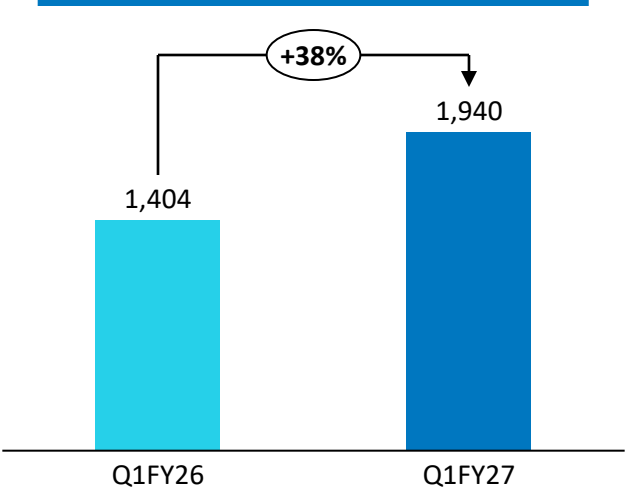
We have started FY27 on a strong footing with consolidated revenue growth of 40.0% YoY on a like-for-like basis to INR 1,940 crore alongside further margin improvement with EBITDA margins reaching 5.0%. Also, return ratios have moved decisively in line, with ROCE nearly doubling y-o-y to 21.1% and ROE to 20.4%. This sets a very strong momentum for rest of the year with high confidence on delivering on our guidance.

Q1FY27 - Key Financial Highlights

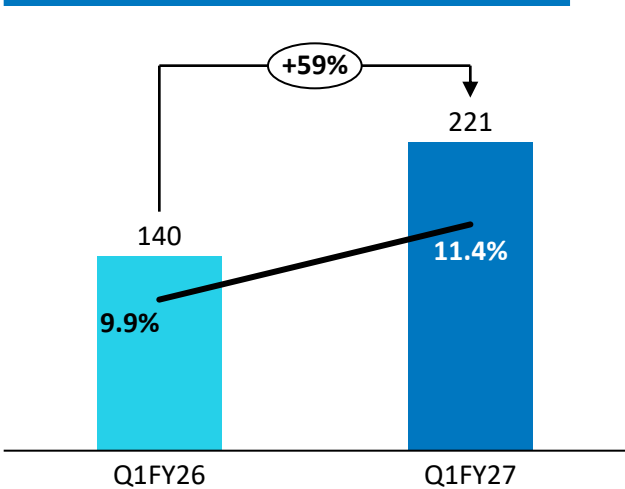
- › **Revenue growth on LFL basis** was **40.0% YoY**. **Organic revenue growth on LFL basis** was **19.6% YoY**. Like-for-Like growth includes impact of revenue recorded on net margin basis and divestment of a subsidiary
- › **Reported revenue growth** was **38.2% YoY**. **Organic revenue growth** was **17.8% YoY** and **Inorganic growth** was **20.4%**, entirely on account of calendarisation.
- › **Gross margin** improved by 147bps YoY to **11.4%**
- › **EBITDA Margin** improved by 143bps YoY to **5.0%**
- › **PAT Margin** was **2.7%**
- › **NWC days** improved to **61 days** (from 66 days in Q1FY26)
- › **ROCE** improved to **21.0%** from 11.5% in Q1FY26. **ROE** was **20.4%** vs 9.0% in Q1FY26
- › No new acquisitions done during the quarter; organic growth ran ahead of IPM growth, moderated by the conscious exit from certain low-margin businesses

Consolidated Financial Highlights

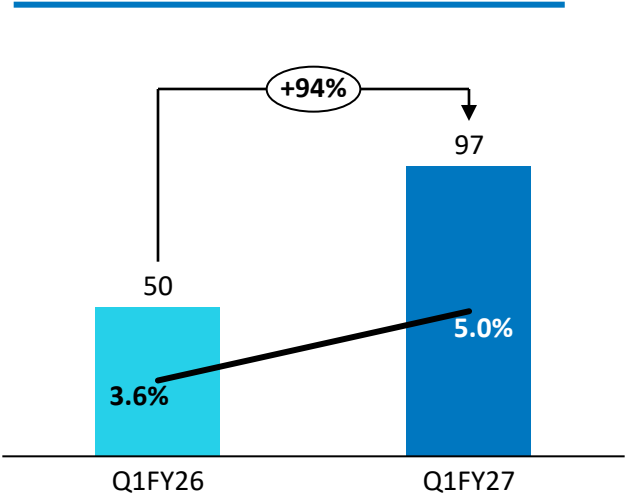
Revenue (Rs. Cr)



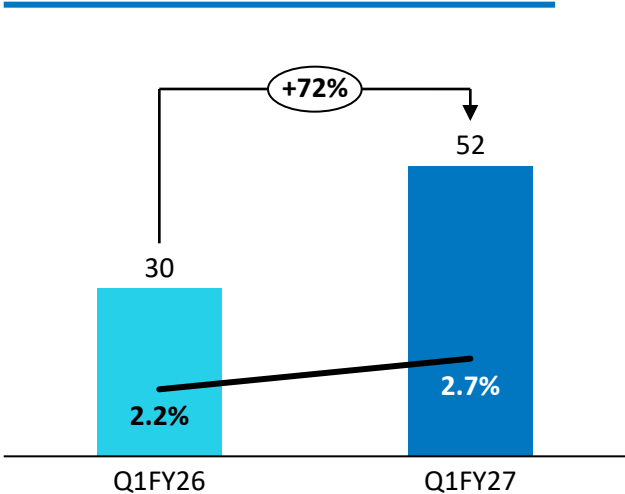
Gross Profit (Rs. Cr) & Margin (%)



EBITDA (Rs. Cr) & Margin (%)



PAT (Rs. Cr) & Margin (%)



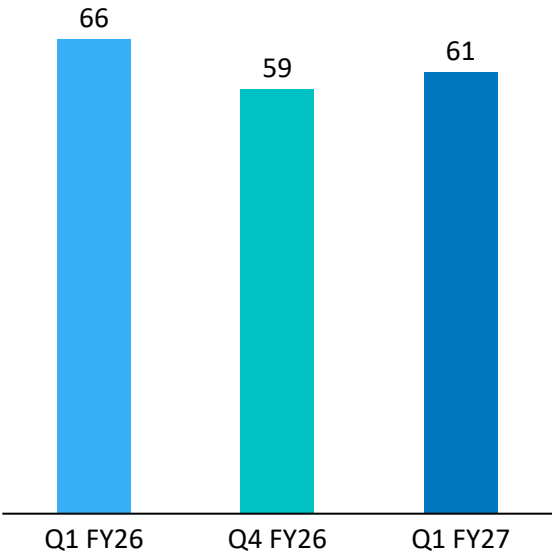
Consolidated Profit & Loss Statement

Particulars (INR Cr)	Q1FY27	Q4FY26	Q1FY26	YoY%
Revenue	1,940.5	1,909.9	1,403.8	38%
Cost of Goods Sold	1,719.1	1,702.5	1,264.2	
Gross Profit	221.4	207.4	139.6	59%
Gross Margin (%)	11.4%	10.9%	9.9%	147 bps
Employee Expenses	68.7	64.0	56.7	
ESOP Expenses	0.8	0.7	0.9	
Other Expenses	55.0	56.6	31.9	
EBITDA	97.0	86.0	50.1	94%
EBITDA Margin (%)	5.0%	4.5%	3.6%	143 bps
Other Income	1.6	3.6	5.6	
Lease Rental related Income	1.4	0.4	0.2	
Depreciation	4.9	6.5	2.6	
Lease Rental related expenses	7.4	8.3	6.3	
Finance Costs	18.1	14.4	8.3	
Lease Rental related expenses	2.5	2.9	2.3	
Profit Before Tax before exceptional items	67.1	57.9	36.4	85%
Exceptional Items	0.0	0.0	0.0	
Profit Before Tax	67.1	57.9	36.4	85%
Taxes	15.1	12.8	6.1	
Profit After Tax	52.1	45.1	30.2	72%
Non-controlling Interest*	13.9	17.1	2.4	
Profit After Tax (to owners)	38.2	28.0	27.8	37%
EPS (Basic)	8.77	6.44	6.39	
EPS (Diluted)	8.76	6.43	6.38	

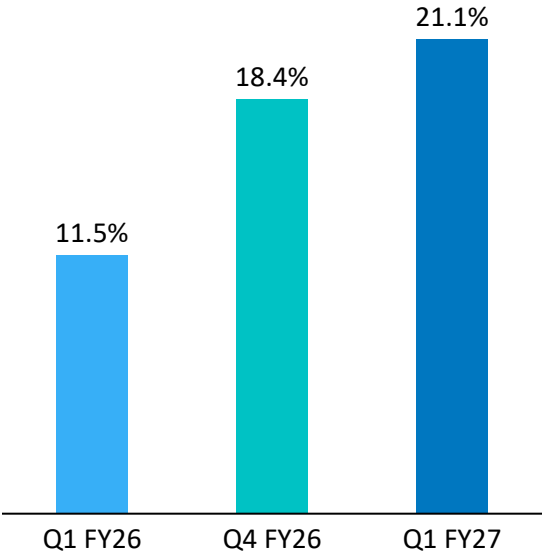
*The Company holds call options (subject to certain conditions) to acquire the residual minority stake in its subsidiaries over a pre-defined time horizon, exercisable at a valuation multiple consistent with the multiple paid at the time of the original acquisition.

Key Balance Sheet Highlights

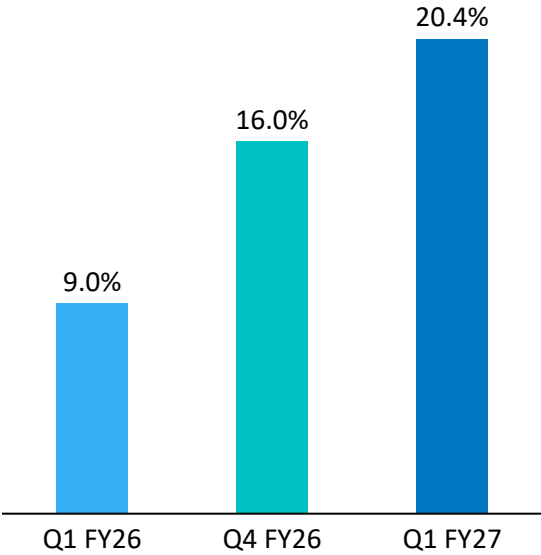
Net Operating Working Capital (Days)



RoCE (%)

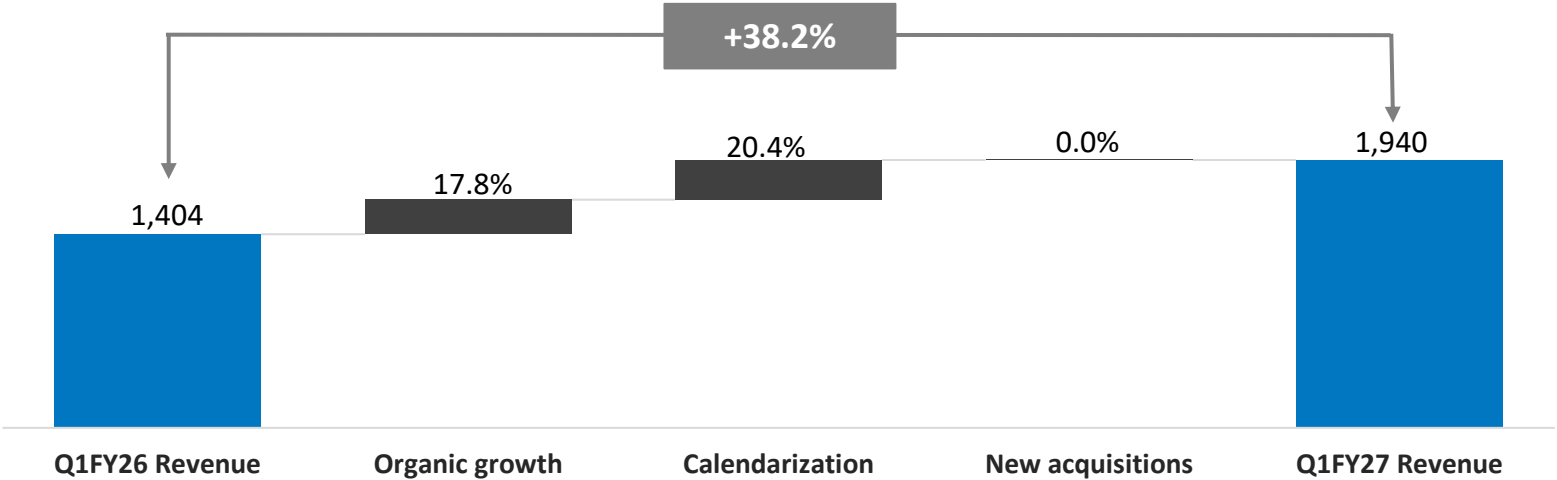


RoE (%)



RoCE: EBIT / Average Capital Employed (Capital Employed = Tangible Network + Borrowings + Deferred Tax Liability)
RoE: PAT / Average Tangible Network (Tangible Network = Total Equity – Intangible Assets)
Net Operating Working Capital (Days) = (Trade receivables+ Inventories - Trade payables) / (Operating Revenue with GST/ 365)

Revenue Split

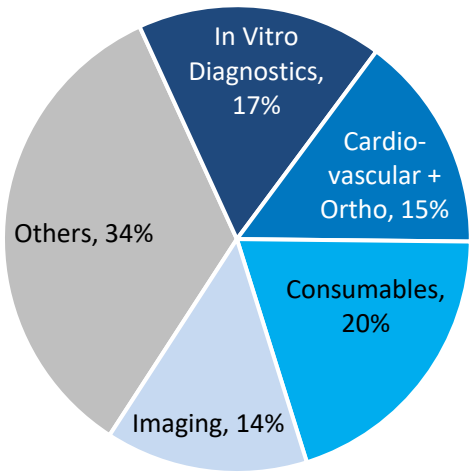
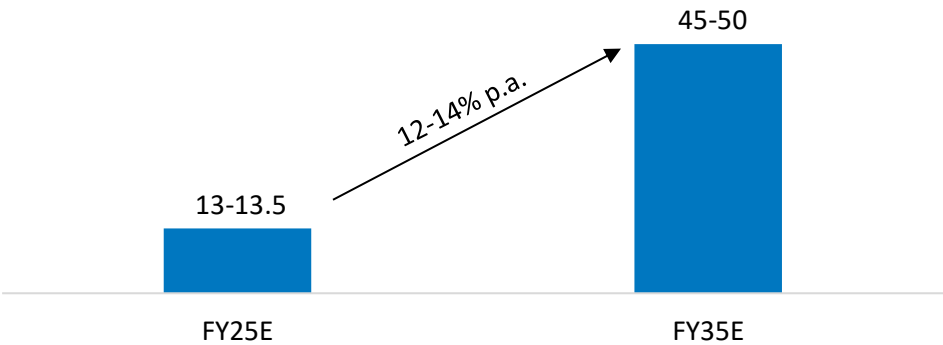


Particulars	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY26	Q1FY27
Organic Growth	12.0%	10.7%	14.2%	16.6%	13.4%	17.8%
Organic growth - LFL	15.0%	13.4%	17.1%	17.1%	15.6%	19.6%
vs IPM growth	1.7x	1.8x	1.4x	1.4x	1.6x	1.4x
Inorganic Growth	16.4%	10.0%	11.4%	26.0%	16.0%	20.4%
o/w Calendarisation	16.4%	6.3%	0.6%	0.0%	5.3%	20.4%
o/w New Acquisition	-	3.8%	10.7%	26.0%	10.7%	0.0%
Total Growth	28.0%	21.0%	25.6%	42.6%	29.3%	38.2%
Total Growth - LFL	31.4%	23.4%	28.5%	43.1%	31.5%	40.0%

Like-for-Like growth includes impact of revenue recorded on net margin basis and divestment of a subsidiary

Entero’s FY27 MedTech revenue expected to cross Rs. 1,000 Cr

MedTech Industry Overview (USD bn)



Strategic rationale for acquisitions in MedTech market

-  MedTech is **large and a growing** market
-  **Synergistic** with Entero’s pharmaceutical distribution
-  **Attractive** and significant **consolidation opportunity**
-  Distributors play a high **value-add** role
-  **Higher Margin profile** for **distributors** than in the **pharmaceutical** market

The current business and acquisitions are focused around IVD and Cardiology/Orthopedic devices segment which are large and high growth

Operational Highlights



Outperforming Market Growth (Q1FY27)

Entero: 38%

IPM: 14%



Customers (Retailers)

Q1FY27: 72,000+

Q1FY26: 71,000+



SKU's Handled

Q1FY27: 83,400+

Q1FY26: 74,700+



Relationship with healthcare product manufacturers

Q1FY27: 3,000+

Q1FY26: 2,600+



Customers (Hospital)

Q1FY27: 2,300+

Q1FY26: 2,500+



Districts Covered

Q1FY27: 475

Q1FY26: 469

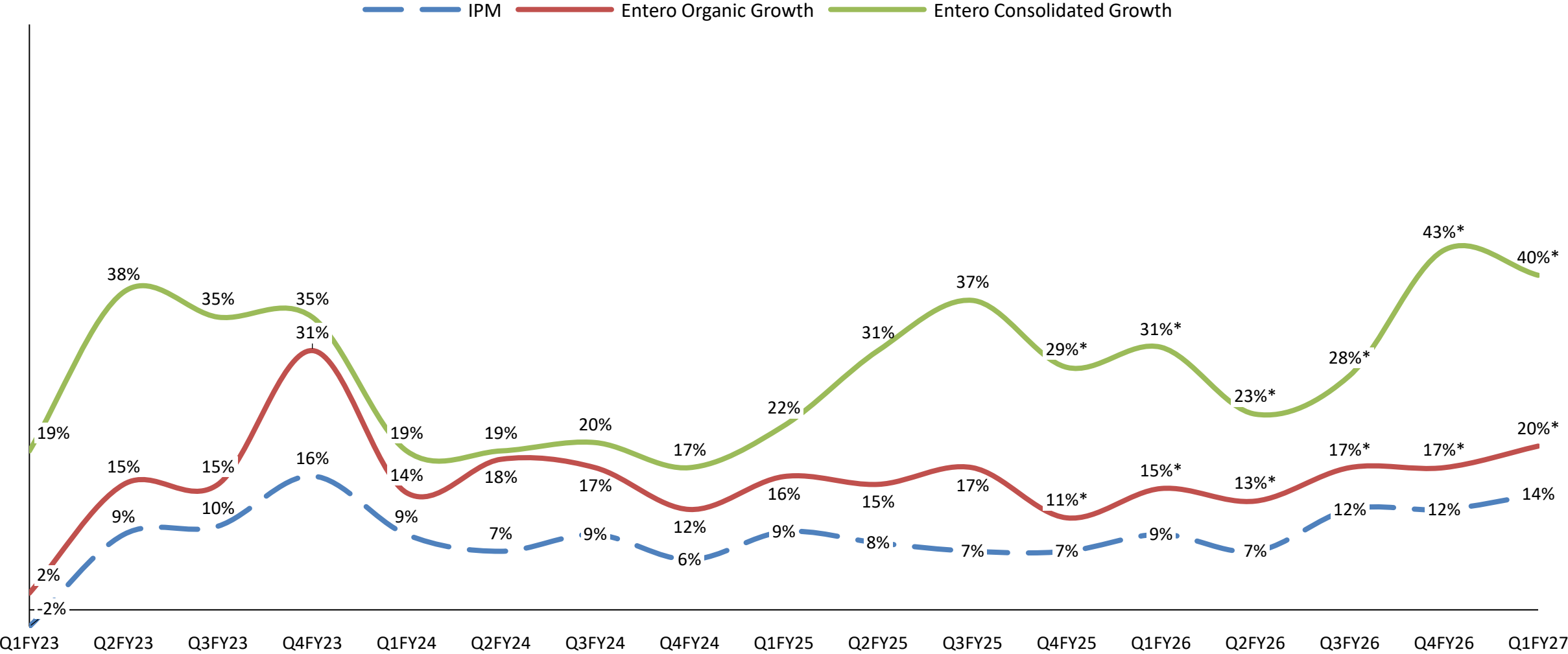


Warehouses

Q1FY27: 138

Q1FY26: 102

Growing faster than Industry... Gaining Market Share



*Like-for-Like growth includes impact of revenue recorded on net margin basis and divestment of a subsidiary

About Us



We are a Healthcare Supply Chain Solutions Specialist



Amongst the **top three healthcare products distributors** in India in terms of revenue



Fastest scale-up of operations among healthcare products distributors in India with **track record of 51 acquisitions**



Pan-India presence through our 138 warehouses in ~45 cities and 475+ districts across 19+ states & Union Territories



Offer both **demand fulfilment & generation solutions** to healthcare product manufacturers



Experienced, committed and qualified **founding and professional management team** backed by **Healthcare focused investor**

Our Warehouses



Geographical Reach of Distribution Network



Customers

72,000+

Retail customers catered to

2,300+

Hospital customers

3,000+

Supply relationships with healthcare product manufacturers

Scale of operations

6,71,907+

Total Warehouse area (sq ft.)

138

Warehouses

~83,400+

SKUs billed

Presence

475

Districts serviced

45

Cities

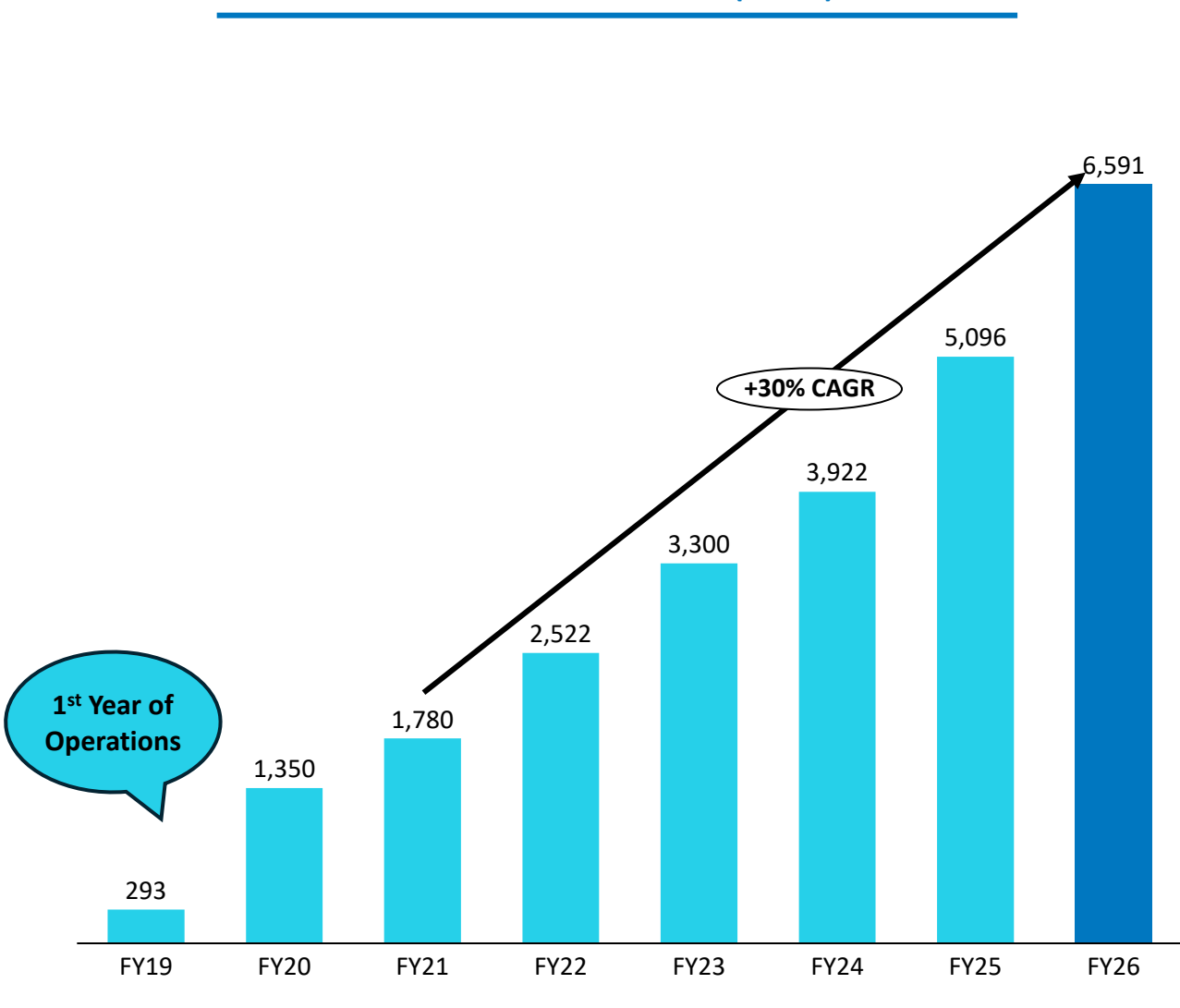
19

States

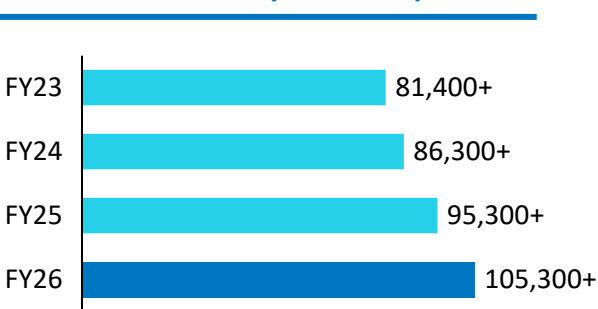
Notes:
1. Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness
2. As on 30th June 2026

Building a Highly Scalable Business Model

Consolidated Revenue (Rs. Cr)



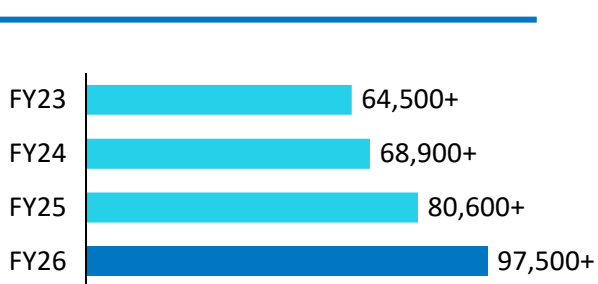
Customers (Retailers)



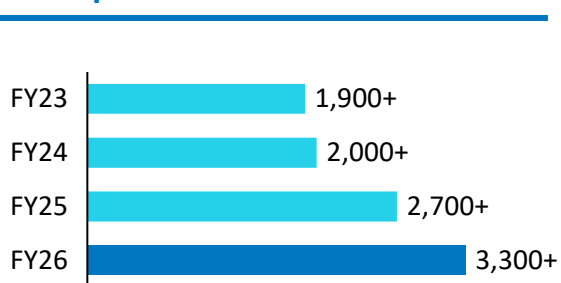
Customers (Hospitals)



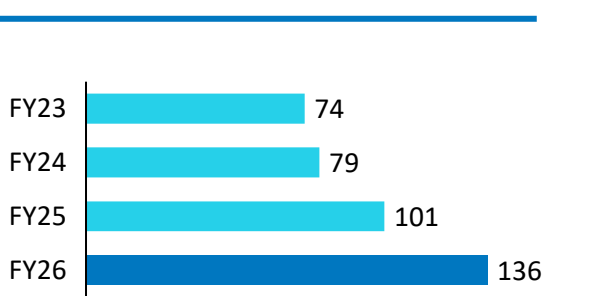
SKU's Handled



Relationship with healthcare product manufacturers



Warehouse



Districts Covered



Board of Directors : Governance is our foundation for growth



Prabhat Agrawal
Promoter, Managing Director and
CEO



Sujesh Vasudevan
Chairperson and Non-Executive
Independent Director



Rajesh Shashikant Dalal
Non-Executive Independent
Director



Sandhya Gadkari Sharma
Non-Executive Independent
Director



Prem Sethi
Promoter, Whole-time
Director and COO



Arun Sadhanandham
Non-Executive Non-Independent
(Nominee) Director



Sumona Chakraborty
Non-Executive Non-Independent
(Nominee) Director

Leadership Team



Prabhat Agrawal

Promoter, Managing Director and CEO

- Previous experience as CEO with Alkem Laboratories, Group CFO with Metalfrio Solutions, Brazil, and as Deputy Operations Director with Frigoglass Industries
- Bachelor's in commerce from Mumbai University and Master's degree in management from The Indian School of Business, Hyderabad
- Qualified Chartered Accountant and a Chartered Financial Analyst
- "CEO Of the Year – 2016" award at the 9th Annual Pharmaceutical Leadership Summit and Pharma Leaders Business Leadership Awards 2016



Prem Sethi

Promoter, Whole-time Director and COO

- Previous experience as Director – Offering Development and Product Management with IQVIA Consulting, Senior Practice Leader with Excellence Data Research Private Limited, and Information Services India Private Limited as Director – Offering Development and Product Management
- Bachelor's degree in pharmacy from Rajiv Gandhi University of Health Sciences and a Master's diploma in Clinical Research and Pharmacovigilance from James Lind Institute
- Business Leader Award from Business Transformation Awards 2021 by Mint and Techcircle



Balakrishnan Natesan Kaushik

Group Chief Financial Officer

- Previous experience in multi-cultural/ cross continental roles having worked with Deloitte, Saint Gobain, Quantum Advisors, Piramal Healthcare, Sandoz, IMS Health and Nestle Skin Health both in India and abroad.
- He has 26 years of post-qualification experience in Finance entailing Strategic Planning & Budgeting, Business Restructuring, Costing & Pricing, Working capital Management, Controlling, Financial & Management Accounting, Compliance, Audits & Due Diligence across diverse industries at plant and corporate level.
- He is currently responsible for strategic finance, investor relations, planning, financial reporting, treasury, compliance and controls.
- He is member of the founding team.

Leadership Team



Abhitesh Kumar
Chief Growth Officer

- Member of the founding team
- B.Tech - BITS Pilani and Post Graduate program in Business Management from IIM Calcutta
- More than 11 years of experience
- Responsible for building new growth businesses including B2B2C initiatives



Manish Kumar
President - Central Procurement & Partnership

- Completed PGDMM and B.Sc.(Biosciences)
- 25+ years of rich blended experience
- Headed Procurement in Reliance Retail and worked with varied Pharma companies - Medlife, Religare Wellness, Nicholas Piramal and Zydus Cadila
- Responsible for Strategic Partnerships and Central Procurement.



Sanjay Chakraborty
SVP - Sales & Marketing, MedTech Business

- Diploma in Electronics & Tele Communication from GEC, Bhopal and MBA from Symbiosis, Pune
- 25+ years of rich experience focusing on Sales, Marketing, Business Development and Revenue Growth



Gaurav Kumar
VP - Retail Pharma Business

- B.Tech from NIT, Jalandhar and PGDIM degree from IIM, Mumbai
- Heading Pan India retail pharma, Sales & Operations and initiatives to drive growth in the retail segment



Sandip Dey
President - Institutional Business

- BSc degree from Calcutta University
- Has more than 33 years of experience driving growth across Sales, Marketing, Business Development, and Operations in leading organizations - Akums, Alkem, Claris Injectables, Gland Pharma, Nicholas Piramal, and Dr. Reddy's
- Responsible for driving revenue growth and profitability of key institutional business in the company



Sanu Kapoor
VP - General Counsel, Company Secretary & Compliance Officer

- Associate member of the Institute of Company Secretaries of India (ACS) and the Institute of Cost and Management Accountants of India (ACMA). Graduate in Law and Commerce from Mumbai University and EMBA degree from NMIMS, Mumbai
- Has more than 21 years of experience spanning diverse sectors, including retail, civil aviation, heavy engineering (elevators), advertising and media, pharmaceuticals and construction
- Held key roles with leading Indian conglomerates and multinational corporations

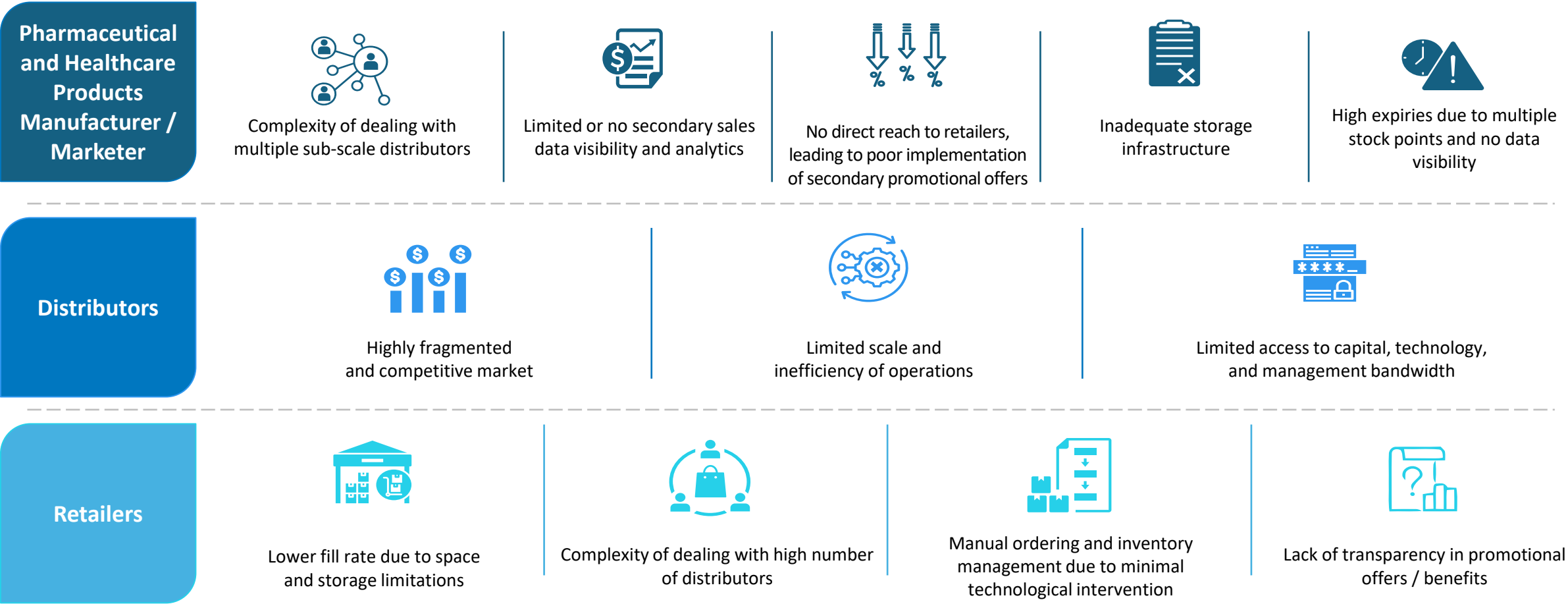
Market Opportunity



Pharmaceutical Supply Chain in India is Highly Fragmented

Player in Value Chain	Typical Functions and Role	No. of Players	Typical Margin range
 Pharmaceutical and Healthcare Products Manufacturer	- Manufacturing units supplying finished products - Marketer for pharma products	Companies ~3,000 Man. Units 10,500	40 – 60%
 C&F Agents	- Storage facilities to dispatched goods - Sales record and tax details to government	~3,000 – 5,000	2 – 4%
 Distributors	- Key supply point for a particular area - Distribution to retail and hospital pharmacies - Inventory and order management	~65,000	8 – 15%
 Retailers	- Last mile connectivity in the pharmaceutical supply chain - Face of supply chain with patients / customers	~900,000	Pharmacy 20–25% Hospitals 35-40%
 Hospitals			
 Physicians			

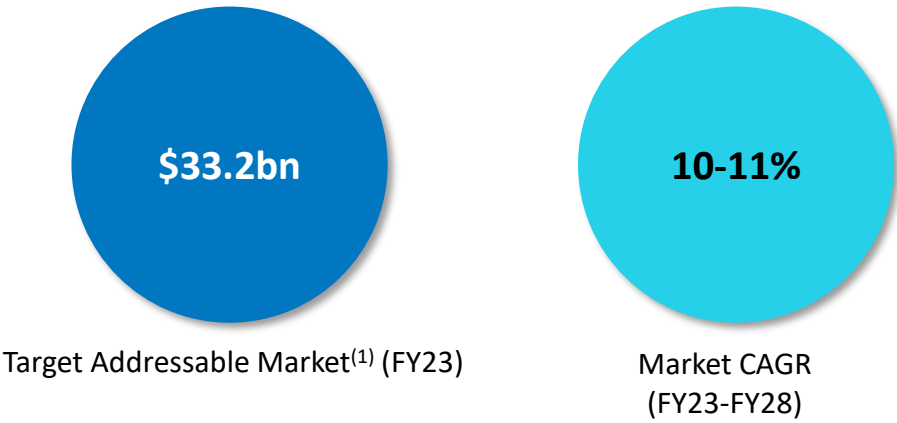
Key Challenges in the Pharmaceutical Supply Chain



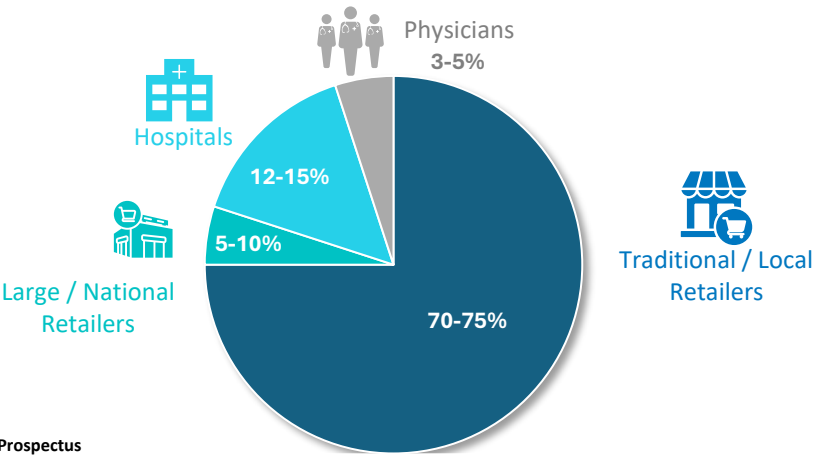
India is witnessing a shift from standalone/traditional distributors to large/national distributors having a wider presence, backed by market consolidation and the need for a reliable and scalable supply channel

Healthcare Products Distribution Market Overview

Large and Growing Target Addressable Market...



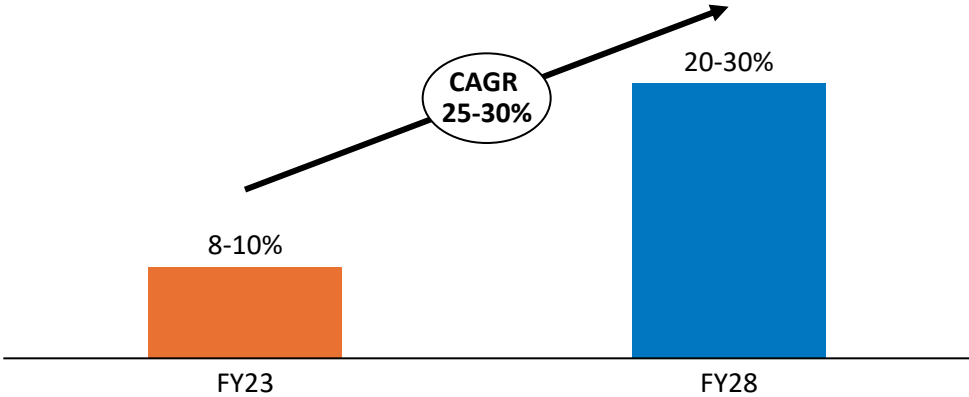
Industry Dominated by Traditional Local Retailers



Source: Prospectus
 Note:
 (1) Target Addressable Market is with respect to pharmaceutical and medical devices (including hospital supply of medical devices and consumables)

...Led by Increasing Share of Large / National Distributors

Share of the total distributor sales for Large / National pharmaceutical distributors



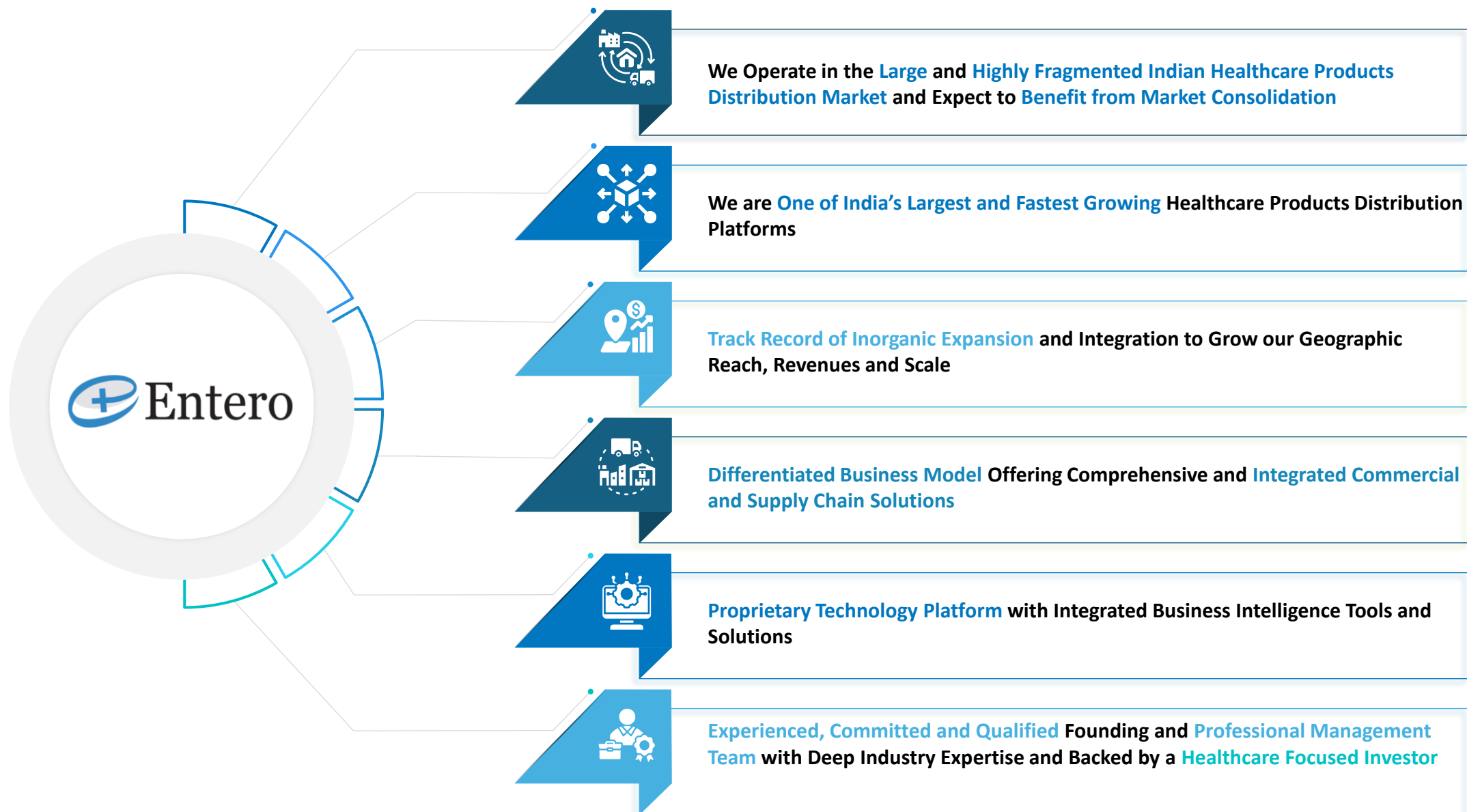
Key Trends

-  Consolidation in the distribution industry
-  Technological advances to support operational efficiencies in distribution
-  Micro-market and regional data opportunities
-  Higher demand for surgical and medical devices
-  Increasing government focus on generics to further support distributors
-  Omnichannel adoption to improve demand for pharmaceutical distribution

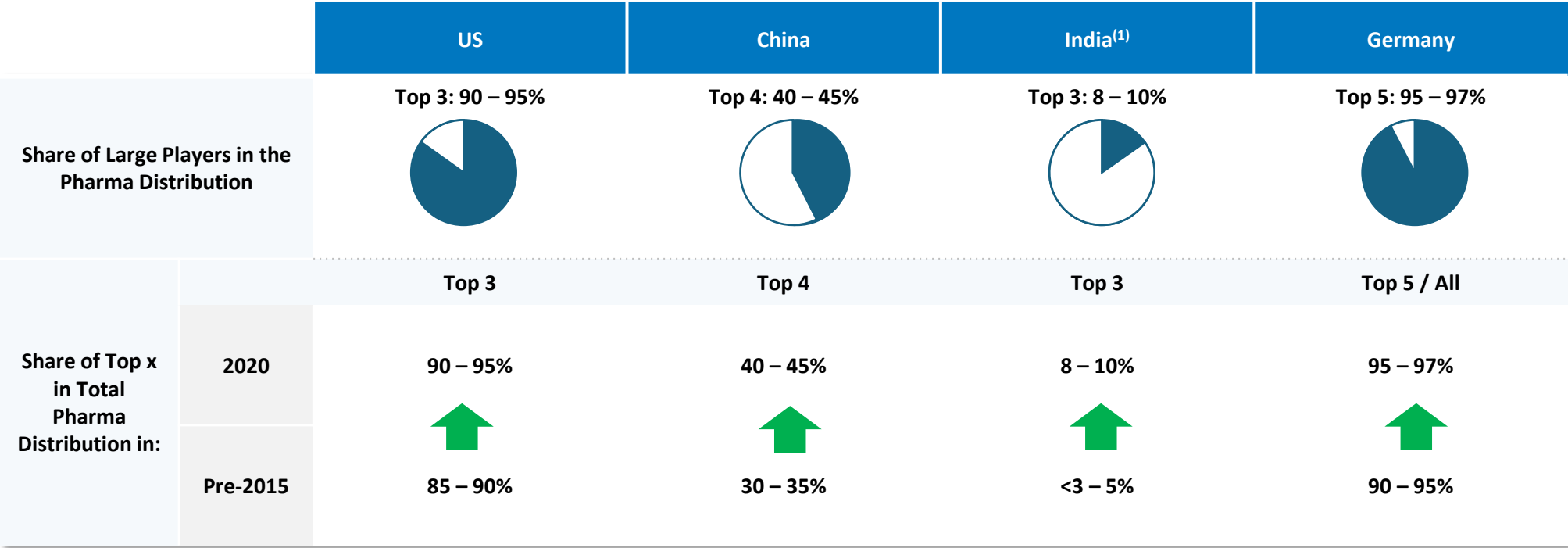
Key Strengths



Key Strengths



Highly Fragmented Market... to Accelerate Consolidation



Market Consolidation is expected in India with share of large / national distributors expected to rise to 20-30% by FY28 supported by multiple factors and Entero is expected to benefit from this trend



Introduction of the Good and Services Tax Regime



Access to Additional Capital



Better Resource Management



Scale Advantages



Technology-driven country-wide distribution network

Source: Prospectus
Note: (1) Indian numbers as of FY23

Geographical Reach of Distribution Network



Distribution Presence

19 States

45/475 Cities/Districts

Customer Network

72,000+ Retail customers catered to

2,300+ Hospital customers

Warehouse Infrastructure

138 Warehouse Locations

6,71,907 Aggregate size (Sq ft)

Breadth of Offerings

3,000+ Healthcare product manufacturer relationships

83,400+ SKUs

Notes:
1. Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness
2. As on 30th June 2026

Successful track record of Acquisitions and Integration

Acquisition Strategy



› Take advantage of market consolidation opportunities available



› Pan-India approach towards acquiring and integrating smaller distributors



› On-ground acquisition team to identify acquisition opportunities



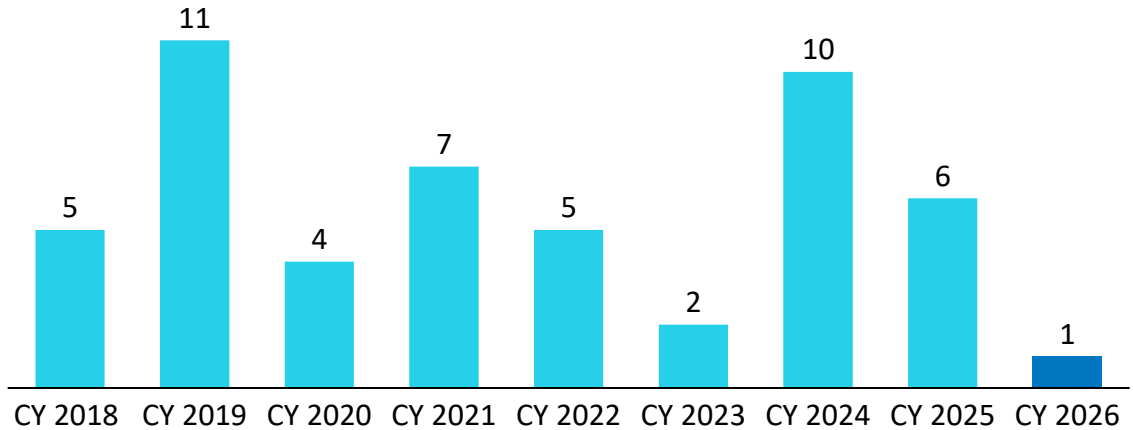
› Integration and growth approach replicable in existing and new geographies

Given our acquisition track record, we have been able to continuously attract distributors to integrate with us

Track Record of Growth of Acquired Companies

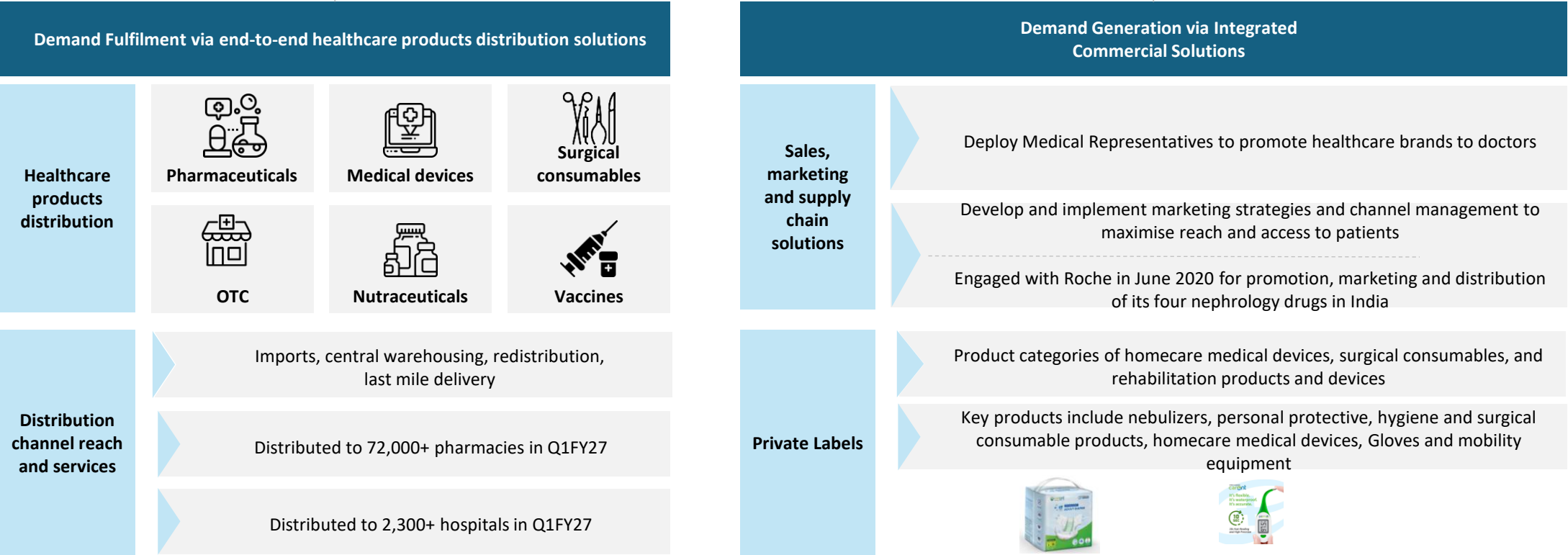
Distributor Name	Date of Acquisition	Location	FY21-23 Growth
R.S.M Pharma	14-Aug-2018	Bengaluru	~69%
Getwell Medicare Solution	26-Dec-2018	Kochi	~66%
Galaxystar Pharma Distributors	21-Feb-2019	Mumbai	~60%
Vasavi Medicare Solutions	31-May-2019	Coimbatore, Madurai	~88%
Millennium Medisolutions	07-Aug-2019	Gurugram	~61%
Sesha Balajee Medisolutions	13-Jan-2020	Visakhapatnam	~66%

51 Acquisitions Since Inception



Differentiated Business Model

Offers both demand generation and demand fulfilment capabilities to healthcare brands and product manufacturers

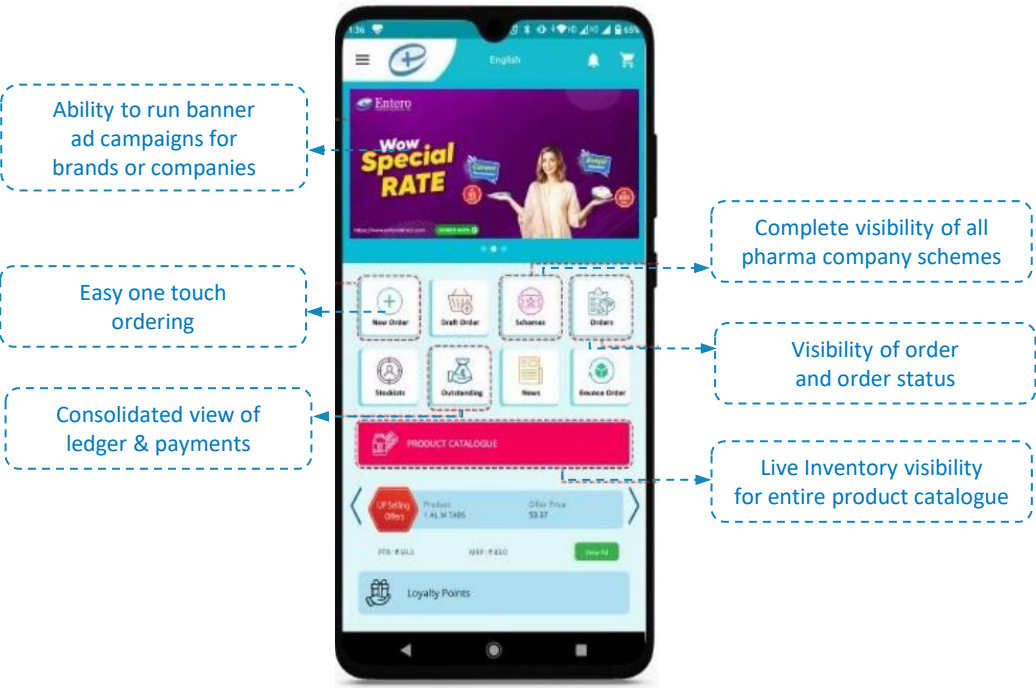


Our Demand generation and demand fulfilment solutions are integrated across the value chain, and we benefit from synergies arising from our wide customer network, distribution infrastructure and geographic reach

Proprietary Technology Platform with Integrated Business Intelligence Tools and Solutions

Technology-Focused Approach Anchored on Our Proprietary Integrated Tech Platforms and Business Intelligence Tools...

Single-interface platform to pharmacies



...To Grow our Operations and Bring Efficiencies in the Healthcare Products Distribution Ecosystem

-  Real time visibility of products, pricing, inventory levels, order status, outstanding balances and promotional offers
-  Platform for healthcare product manufacturers to display their products and run promotional offers to increase visibility and promote their brands
-  Optimize internal operations, performance and productivity of sales and delivery teams
-  Established a “hub and spoke” model by connecting our warehouses and supply points to scale our footprint in a capital and cost-efficient manner
-  Invest in technology at all of our distribution warehouses to enhance fulfilment rates, reliability and product availability
-  Provide healthcare product manufacturers with timely secondary sales and inventory data and market insights on sales in a micro-market for sales strategies



Benefit from healthcare products distribution market consolidation with strategic acquisitions



Strengthen market position through increases in customer base, wallet share and geographic penetration



Pursue comprehensive marketing and distribution collaborations with healthcare product manufacturers



Continue to invest in and leverage our technology, scale and synergistic adjacencies to drive efficiencies and profitability



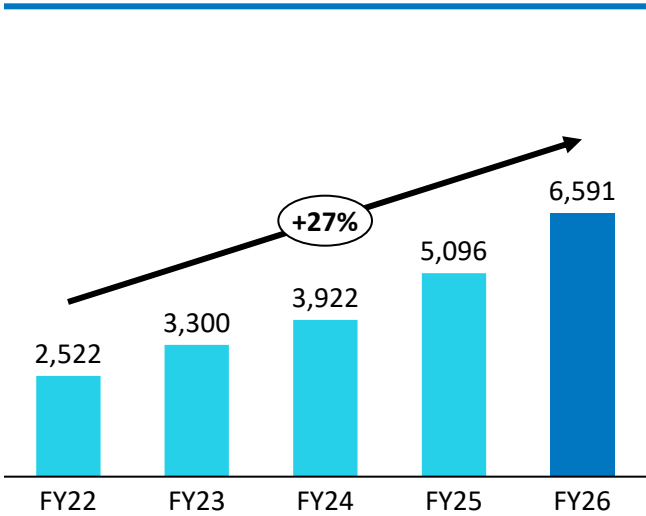
Expand our product adjacencies, private label and service offerings

Historical Financials

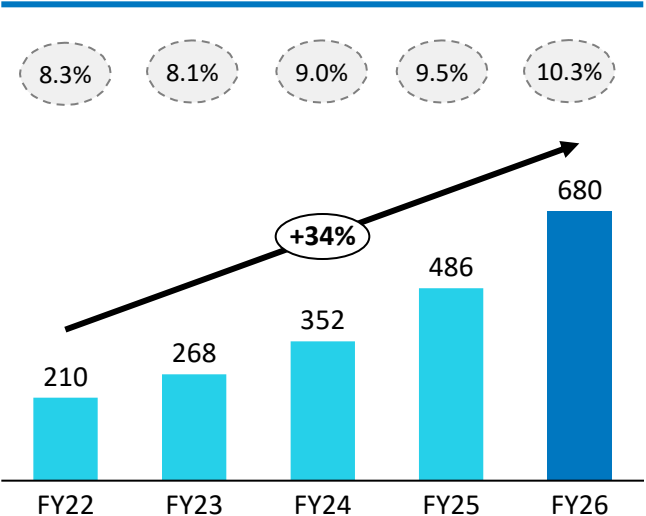


Historical Financial Highlights

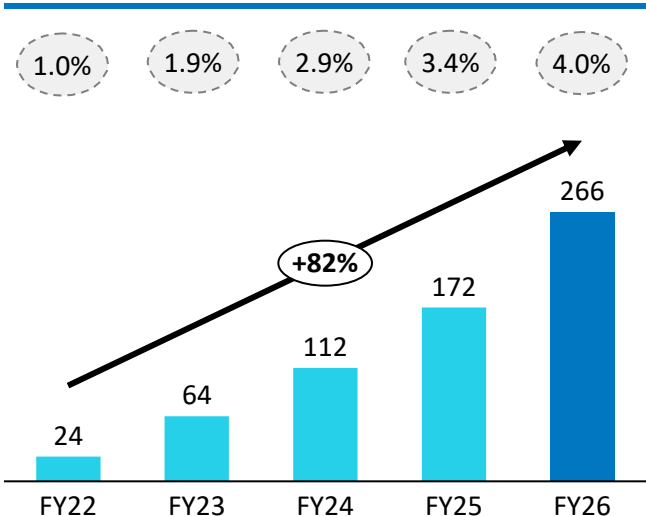
Revenue (Rs. Cr)



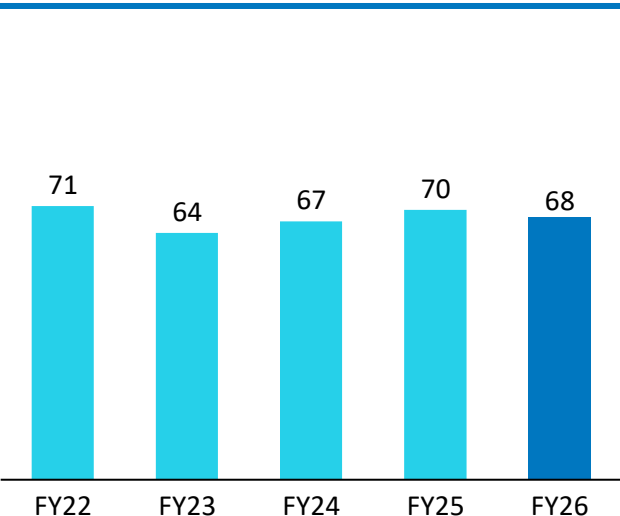
Gross Profit (Rs. Cr) and Margin (%)



EBITDA (Rs. Cr) and Margin (%)



Net Operating Working Capital (Days)*



*Net Operating Working Capital (Days) = (Trade receivables+ Inventories - Trade payables) / (Operating Revenue with GST / 365)

Consolidated Profit & Loss Statement

Particulars (INR Cr)	FY26	FY25	FY24	FY23	FY22
Revenue	6,591.2	5,095.8	3,922.3	3,300.2	2,522.1
Cost of Goods Sold	5,910.8	4,609.5	3,570.4	3,031.9	2,312.4
Gross Profit	680.4	486.3	352.0	268.3	209.6
Gross Margin (%)	10.3%	9.5%	9.0%	8.1%	8.3%
Employee Expenses	241.9	195.5	149.4	128.1	114.8
ESOP Expenses	3.6	3.5	1.8	0.0	0.0
Other Expenses	168.9	115.7	89.0	76.2	70.4
EBITDA	266.0	171.5	111.8	64.0	24.4
EBITDA Margin (%)	4.0%	3.4%	2.9%	1.9%	1.0%
Other Income	18.2	38.9	13.9	4.8	4.1
Lease Rental related Income	1.1	0.6	0.5	0.7	0.4
Depreciation	15.0	10.1	8.6	9.6	7.7
Lease Rental related expenses	28.3	20.5	16.4	14.6	12.0
Finance Costs	43.9	33.4	59.9	42.4	22.8
Lease Rental related expenses	10.5	8.3	5.8	6.5	6.2
Exceptional Items*	8.2	-	-	-	-
Profit Before Tax	179.3	138.7	35.6	-3.6	-19.8
Taxes	33.5	31.3	-4.2	7.4	9.6
Profit After Tax	145.8	107.4	39.8	-11.0	-29.4

*One-off impact of New Labour Code in India

Consolidated Balance Sheet

ASSETS (Rs. Cr)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
ASSETS					
Non-current assets					
Property, plant and equipment	103.1	57.0	41.0	43.2	45.7
Right of use assets	97.3	75.1	52.0	53.7	61.7
Goodwill	749.1	424.0	192.8	167.0	150.2
Other intangible assets	8.5	3.3	3.4	3.8	4.4
Intangible assets under development	2.5	0.3	-	-	0.1
Capital work-in-progress	-	-	-	-	0.6
Other financial assets	49.3	26.2	15.7	7.9	6.7
Deferred tax assets (net)	54.0	14.3	19.0	2.0	0.7
Non Current tax assets (net)	26.9	26.7	9.9	7.9	4.9
Other non-current assets	1.1	-	-	-	0.2
Sub-total - Non-Current Assets	1,091.8	626.8	334.0	285.6	275.1
Current assets					
Inventories	841.7	659.8	421.2	341.6	310.2
Investments	129.9	57.6	-	-	-
Trade receivables	1,212.4	830.4	615.4	514.9	374.6
Cash and cash equivalents	146.9	229.3	147.6	25.4	46.5
Bank balances other than Cash and Cash equivalents	14.9	31.1	745.5	81.5	58.9
Loans	0.0	0.1	0.1	0.6	1.0
Other financial assets	30.8	183.2	25.8	10.4	1.5
Other current assets	131.9	84.3	55.3	48.8	58.2
Sub-total - Current Assets	2,508.4	2,075.7	2,011.0	1,023.2	850.9
TOTAL - ASSETS	3,600.2	2,702.5	2,345.0	1,308.7	1,126.0

EQUITY AND LIABILITIES (Rs. Cr)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Equity					
Equity Share capital	43.5	43.5	43.5	4.1	3.9
Other equity	1,645.1	1,680.6	1,594.6	590.9	557.2
Non-Controlling Interest	63.9	46.2	3.3	2.6	2.2
Sub-total - Shareholders' funds	1,752.5	1,770.4	1641.4	597.7	563.2
LIABILITIES					
Non-current liabilities					
Borrowings	122.6	0.0	45.5	31.1	37.1
Lease Liability	82.4	67.0	49.0	50.0	57.7
Other financial liabilities	33.6	10.5	-	-	-
Provisions	21.6	9.6	7.1	5.4	4.4
Deferred tax liabilities (net)	0.0	0.0	0.0	0.7	1.7
Sub-total - Non-current liabilities	260.1	87.1	101.6	87.1	101.0
Current liabilities					
Borrowings	444.1	298.8	230.0	342.4	247.9
Trade payables	725.3	397.3	229.9	210.5	139.8
Lease Liability	28.1	19.4	13.5	13.5	11.9
Other financial liabilities	359.7	107.8	105.7	39.2	41.1
Other current liabilities	9.7	10.7	15.9	14.5	11.9
Provisions	5.1	2.7	2.9	2.1	8.0
Current tax liabilities (net)	15.6	8.3	4.0	1.8	1.2
Sub-total - Current liabilities	1,587.6	845.0	601.9	624.0	461.8
TOTAL - EQUITY AND LIABILITIES	3,600.2	2,702.5	2,345.0	1,308.7	21,126.0

Consolidated Cash Flow Statement

Particulars (Rs. Cr)	FY26	FY25	FY24	FY23	FY22
Net Profit Before Tax	179.3	138.7	35.6	-3.7	-19.8
Adjustments for: Non-Cash Items / Other Investment or Financial Items	107.1	44.0	86.6	-71.2	-41.5
Operating profit before working capital changes	286.4	182.8	122.2	67.5	21.7
Changes in working capital	-136.5	-221.5	-145.7	-100.4	-46.1
Cash generated from Operations	150.0	-38.7	-23.6	-32.9	-24.4
Direct taxes paid (net of refund)	-53.8	-38.1	-13.1	-12.4	-10.9
Net Cash from Operating Activities	96.2	-76.9	-36.6	-45.3	-35.3
Net Cash from Investing Activities	-303.0	219.8	-705.1	-48.6	-161.7
Net Cash from Financing Activities	123.6	-73.7	862.9	72.8	211.2
Exchange Difference	-	-	-	-	-
Net Increase / (Decrease) in Cash and Cash equivalents	-83.2	69.3	121.2	-21.1	14.2
Add: Cash & Cash equivalents at the beginning of the period	229.3	147.6	25.4	46.5	32.3
Add: Cash on acquisition	0.8	12.4	1.1	-	-
Cash & Cash equivalents at the end of the period	146.9	229.3	147.6	25.4	46.5

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