

BUSINESS REVIEW

Annual Performance Review

Riverstone Pharma · FY 2025–26

Strategy & Finance · FY 2025–26 · Leadership team



Agenda

01 Highlights

02 Performance

03 Operations

04 Outlook



Image

01

HIGHLIGHTS

Highlights of the period

₹48 Cr

revenue, up 18% year on
year

2,140

active business customers

94%

on-time delivery

All figures are sample data.

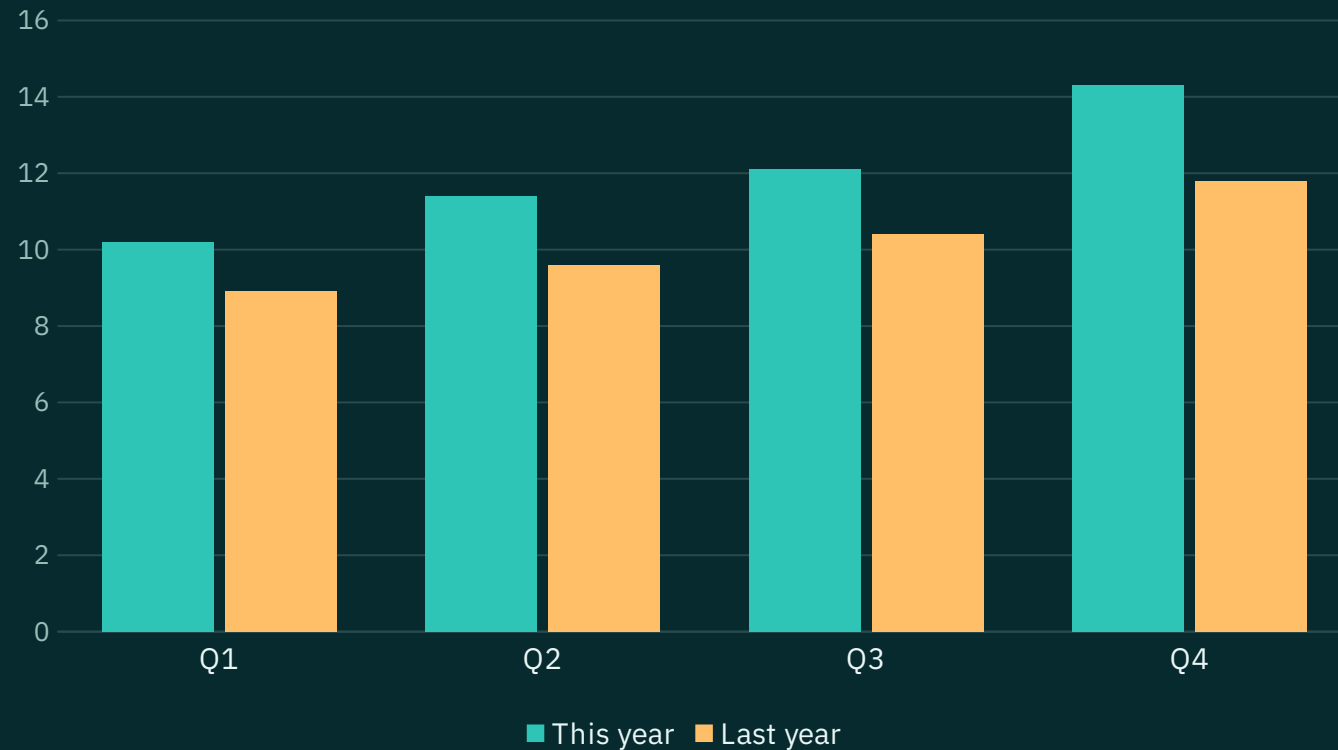
Steady growth in generics and a strong export year.

Executive summary

02

PERFORMANCE

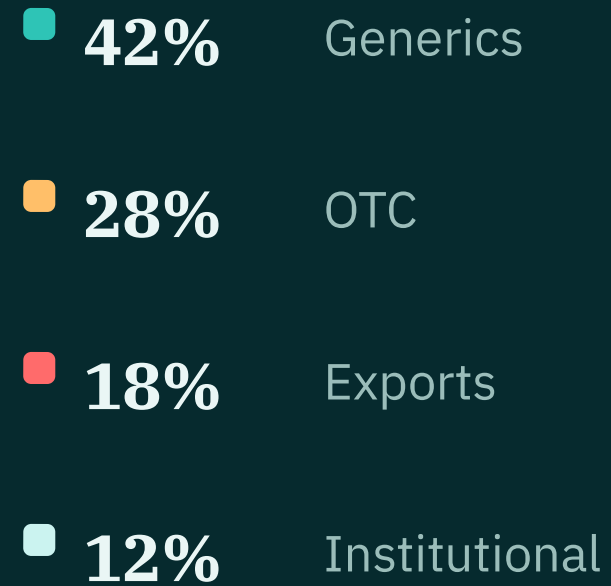
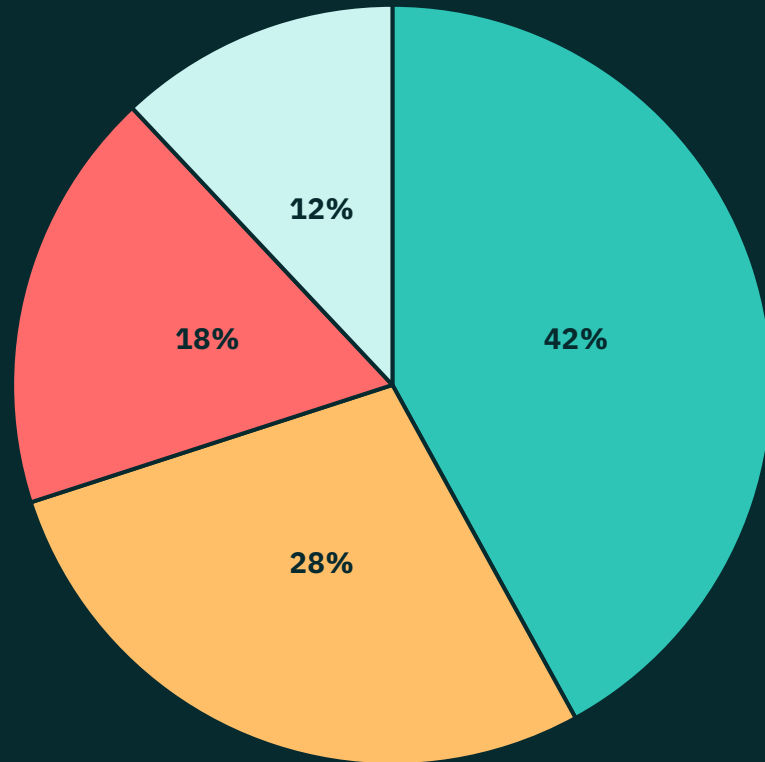
Revenue by quarter



Growth was strongest in the second half as new contracts came online.

Sample data for illustration — replace with your own figures.

Revenue mix



Sample data for illustration.

Segment performance

Segment	Revenue	Growth	Margin
Generics	₹20.2 Cr	+21%	24%
OTC	₹13.4 Cr	+15%	19%
Exports	₹8.6 Cr	+12%	17%
Institutional	₹5.8 Cr	+9%	14%

Sample data.

03

OPERATIONS

Operational priorities

01

Efficiency

Automate reporting and cut month-end close to five days.

02

Quality

Bring complaint resolution under 48 hours.

03

People

Launch a manager development programme.

Customer satisfaction

4.6/5

average rating

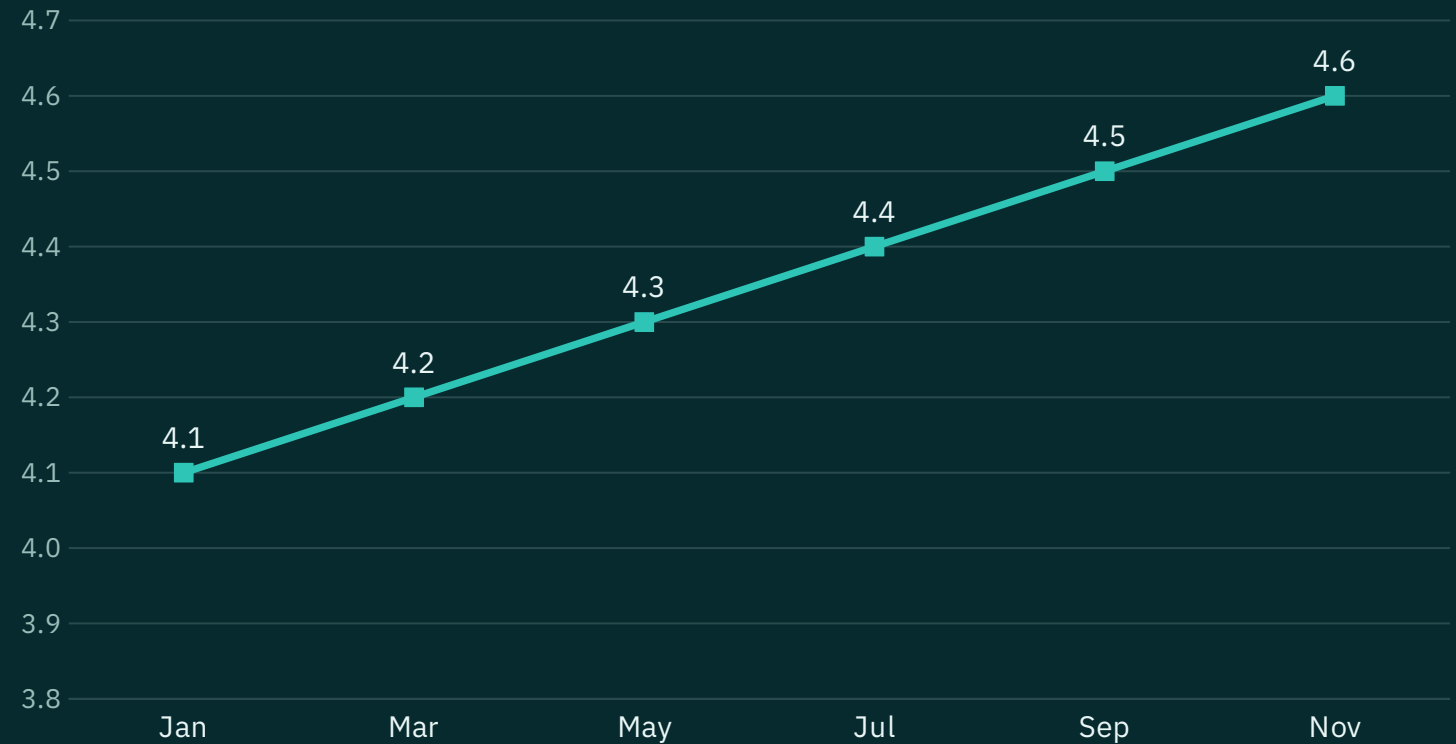
62

net promoter score

-18%

fewer complaints

Sample data for illustration.



04

OUTLOOK

Plan for next year

Q1

Systems

New ERP go-live

Q3

Products

Launch premium tier

Q2

Markets

Enter two new regions

Q4

Scale

Double partner network

Targets vs this year

This year

- Revenue ₹48 Cr
- 2,140 customers
- 94% on-time delivery

vs

Next year target

- Revenue ₹58 Cr
- 2,700 customers
- 97% on-time delivery

Decisions needed

- Approve the regional expansion budget
- Confirm hiring plan for sales and support
- Agree on the new pricing structure
- Nominate owners for each priority



Image

Discussion

Thank you — questions and decisions.

Strategy & Finance team

