

Date: May 05, 2025

BSE Limited Listing Department- Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400001 Scrip Code: 544292, ISIN: INE013P01021	National Stock Exchange of India Ltd Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051 Symbol: ONESOURCE
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Dear Madam/ Sir,

Sub: Press Release

Please find enclosed herewith Press Release (along with Earnings presentation) issued by the Company.

The Board Meeting commenced at 15:45 hrs IST and concluded at 19:15 hrs IST.

The above information is also available on the website of the Company i.e. <https://www.onesourcecdmo.com/investor-relations/stock-exchange-intimation/>

You are requested to kindly take the same on record.

For and on behalf of
OneSource Specialty Pharma Limited

Trisha A Digitally signed by Trisha A
Date: 2025.05.05 19:47:20 +05'30'

Trisha A
Company Secretary and Compliance Officer
Membership Number: A47635

OneSource Reports Strong Q4 and FY25 Results

- Achieves Revenue & EBITDA Outlook in First Year Post-Listing
- Strong business wins, focused execution, and strategic investments are fuelling momentum towards long-term profitability

Performance Highlights

- Q4FY25 Revenues of ₹4,260 million, up 22% YoY
- Q4FY25 EBITDA grew 79% YoY to ₹1,825 million
- Q4FY25 EBITDA margin of 43%, an expansion of 1,362 basis points YoY
- Q4FY25 PAT stood at ₹992 million with adjusted EPS of ₹12.2²
- FY25 revenues at ₹14,449 million, growing 30% YoY
- FY25 EBITDA grew 104% YoY to ₹4,665 million
- FY25 EBITDA margin of 32%, a YoY expansion of 1,165 basis points
- FY25 PAT at ₹936¹ million adjusted for one-time exceptional items
- 39 new RFPs/ licensing deals won with ~50% coming from existing customers

Bangalore, India, May 05, 2025 - OneSource Specialty Pharma Limited (BSE:544292, NSE: ONESOURCE) today announced its consolidated financial results for the quarter (Q4FY25) and full year ended March 31, 2025

Financial Highlights (In ₹ million)

Particulars	Q4FY25	Q4FY24 ³	YoY	FY25	FY24 ³	YoY
Revenues	4,260	3,436	22%	14,449	10,821	30%
EBITDA	1,825	1,004	79%	4,665	2,247	104%
EBITDA %	43%	29%	1362 bps	32%	21%	1165 bps
PAT	992	(112)	100%+	936 ¹	(2,280)	100%+
Adjusted EPS	12.2 ²	2.3 ²	100%+	21.4 ²	(7.9)	100%+

1. FY25 PAT excludes exceptional one-time scheme related expenses in YTD Q3'25 and FY25 of ₹ 1,108m

2. Adjusted EPS = Excluding exceptional items & Scheme amortization

3. Prior period numbers are presented proforma basis. The prior period numbers have been reclassified to align with the current period to make it comparable

Mr. Neeraj Sharma, CEO & MD, OneSource Specialty Pharma Limited speaking on the performance said, *"We're delighted to announce a 30% revenue increase, driven by all-round robust growth. EBITDA grew significantly due to product mix in favour of Drug Device Combinations (DDCs) and Biologics, and higher operational efficiencies. Our business has been driven by strong customer acquisition and new MSAs. With the successful on-going integration of the acquired entities, we're achieving cross-selling opportunities, and cost synergies, creating greater value for customers and shareholders."*

Detailed investor communication on the performance of the Company is attached.

About OneSource Specialty Pharma Limited

OneSource Specialty Pharma Limited (BSE: 544292, NSE: ONESOURCE) is India's first pure-play specialty pharmaceutical CDMO focused on the development and manufacturing of complex, high-value pharmaceutical products and biologics. The Company's integrated capabilities encompass biologics, drug device combinations, complex injectables, and oral technologies (soft gelatin capsules). The Company's end-to-end capabilities, coupled with five world-class, regulatory-approved facilities and a dedicated team of over 1,200 experts, positions it as a trusted partner for global companies seeking the efficient delivery of therapies worldwide. For more information, please visit www.onesourcecdmo.com.

For further information, please contact:

<u>Institutional Investors</u> Anurag Bhagania CFO Email: investor-relations@onesourcecdmo.com	<u>Corporate Communication</u> Pallavi Panchmatia: +91 8951939181 Abhilash Mukherjee: +91 89044 28907 Email: corpcomm@onesourcecdmo.com <u>PR Consultancy</u> Adfactors PR Janhavi Bellare: +91 93228 54508 Email: Janhavi.bellare@adfactorspr.com Syed Talal: +91 99876 19679 Email: syed.talal@adfactorspr.com
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onesource

THE NEW WAY TO CDMO

(Q4'25) earnings
update



Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties, and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Strong all-round performance in first year delivering financial outlook on revenues and profitability



	Revenues (million)	EBITDA (million)	EBITDA Margins (%)	PAT (million)
Q4'25				
\$	50.4 ↑ 22%	21.6 ↑ 79%	42.8 ↑ 1362 bps	11.7 ↑ 100% +
₹	4,260	1,825		992
FY25				
\$	171.1 ¹ ↑ 30%	55.2 ¹ ↑ 104%	32.3 ↑ 1165 bps	11.1 ² ↑ 100% +
₹	14,449	4,665		936

The %ages reflect YoY increase for the Q4'25 and FY25

1. Outlook provided by the company on September 26, 2024 was at \$/₹ 83.59; FY25 Revenues, EBITDA would be \$172.9 and \$55.8m respectively, if restated on this \$/INR rate

2. PAT excludes exceptional one-time scheme related expenses in YTD Q3'25 of ₹ 1,108m (\$ 13.1m)

3. Prior period numbers are proforma. They are calculated on like-to-like basis as prior period reported results are pre-OneSource consolidation and not comparable

4. The prior period numbers have been reclassified to align with the current period to make it comparable.

Note: All amounts expressed in \$m across the entire presentation, Profit and loss items (revenue, expenses etc.) using average of FY25 \$/ ₹ 84.46 (FY24 \$/ ₹ 83.0), Balance sheet items (receivables, payables etc.) as on 31-Mar-25 using closing FY \$/ ₹ 85.5

OneSource inception story playing out



Neeraj Sharma
CEO & MD

We're delighted to announce a 30% revenue increase, driven by all-round robust growth. EBITDA grew significantly due to product mix in favour of Drug Device Combinations (DDCs) and Biologics, and higher operational efficiencies. Our business has been driven by strong customer acquisition and new MSAs. With the successful on-going integration of the acquired entities, we're achieving cross-selling opportunities, and cost synergies, leading to greater value for customers and shareholders.

All time high quarterly performance with Q4'25 revenue at \$50m and EBITDA margin of 42%



In \$ m	Q4'24 ⁴	Q4'25	Q3'25	YoY	QoQ
Revenue	41.4	50.4	46.5	22%	9%
EBITDA	12.1	21.6	16.8	79%	29%
EBITDA margin (%)	29%	43%	36%	1362bps	670bps
PAT	(1.3)	11.7	3.8 ²	100%+	100%+
EPS (\$) ³	0.03	0.14	0.07	100%+	94%

In ₹ m	Q4'24 ⁴	Q4'25	Q3'25	YoY	QoQ
Revenue	3,436	4,260	3,926	22%	9%
EBITDA	1,004	1,825	1,419	79%	29%
EBITDA margin (%)	29%	43%	36%	1362bps	670bps
PAT	(112)	992	317 ²	100%+	100%+
EPS (₹) ³	2.3	12.2	6.2	100%+	94%

Key Updates

- ▷ **Revenue:** Q4'25 revenue at \$ 50.4m / ₹4,260m registered a 22% growth YoY with contribution from all businesses
- ▷ **EBITDA:** Quarterly EBITDA of \$ 21.6m / ₹ 1,825m, up 79% YoY driven by execution of high value MSAs
- ▷ **EBITDA Margin:** Margin improved by 1362 bps YoY to 43% driven by increased contribution from DDC and Operating Cost (Opex) leverage
- ▷ **PAT:** Q4'25 PAT at \$ 11.7m / ₹ 992m versus negative PAT in Q4 '24
- ▷ **PAT Margin:** PAT Margin improved by >100% YoY to 23% in Q4'25
- ▷ **EPS:** ₹12.2/ \$ 0.14 in Q4'25, 5x growth over Q4'24

1. Outlook provided by the company on September 26, 2024 was at \$/₹ 83.59; FY25 Revenues, EBITDA would be \$172.9 and \$55.8m respectively, if restated on this \$/INR rate

2. PAT excludes exceptional one-time scheme related expenses in Q3'25 of ₹ 1,005m (\$ 11.9m)

3. EPS excludes exceptional one-time scheme related expenses and scheme related intangibles amortization

4. Prior period numbers are proforma. They are calculated on like-to-like basis as prior period reported results are pre-OneSource consolidation and not comparable

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Full year revenue up by 30%, EBITDA up 2x propelled by robust all-round growth



In \$ m	FY24 ⁴	FY25	YoY
Revenue	131.2	171.1 ¹	30%
EBITDA	27.1	55.2 ¹	104%
EBITDA margin (%)	21%	32%	1165bps
PAT	(27.5)	11.1 ²	100%+
EPS (\$) ³	(0.09)	0.25	100%+
In ₹ m	FY24 ⁴	FY25	YoY
Revenue	10,891	14,449	30%
EBITDA	2,247	4,665	104%
EBITDA margin (%)	21%	32%	1165bps
PAT	(2,280)	936 ²	100%+
EPS (₹) ³	(7.9)	21.4	100%+

1. Outlook provided by the company on September 26, 2024 was at \$/₹ 83.59; FY25 Revenues, EBITDA would be \$172.9 and \$55.8m respectively, if restated on this \$/INR rate

2. PAT excludes exceptional one-time scheme related expenses in YTD Q3'25 and FY25 of ₹ 1.108m (\$ 13.1m)

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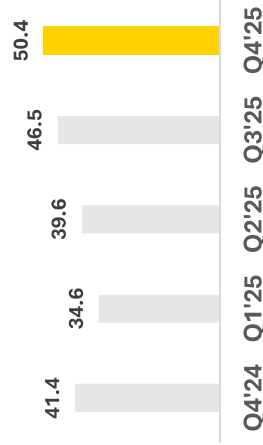
Key Updates

- Revenue:** FY25 revenue at \$171.1m / ₹14,449m registered a 30% growth YOY driven by 16 new DDC project MSAs, initiation of CDMO offering for softgel caps, and new product launches
- EBITDA:** FY25 EBITDA grew by 104% reaching \$ 55.2m/ ₹4,665m driven by changing product mix in favor of DDCs and Biologics
- EBITDA Margin:** EBITDA Margin expanded by 1165 bps to 32% driven by better line utilizations and operational synergies
- PAT²:** Recorded first profitable year for the company with PAT at \$11.1m / ₹ 936m
- EPS³:** EPS at ₹ 21.4/ \$ 0.25 in FY25

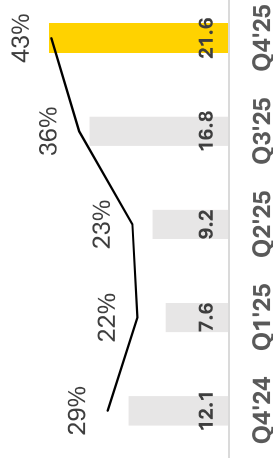
Strong financial indicators demonstrate continued upward trajectory of growth, and profitability



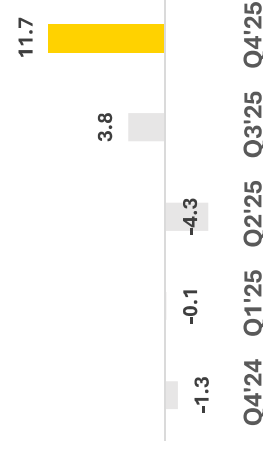
Revenues (\$m)



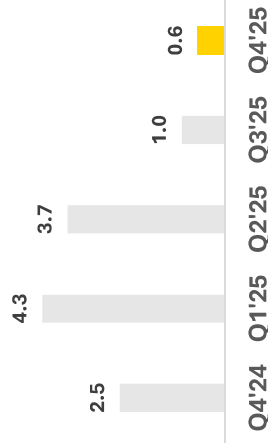
EBITDA¹ (\$m) and Margins (%)



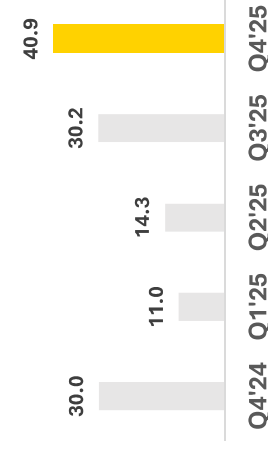
PAT² (\$m)



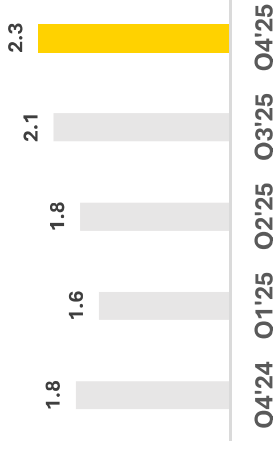
Net Debt to EBITDA (annualized)



ROCE³ (% annualized)



Fixed Asset Turns (annualized)



1. Outlook provided by the company on September 26, 2024 was at \$/₹ 83.59; FY25 Revenues, EBITDA would be \$172.9 and \$55.8m respectively, if restated on this \$/INR rate

2. PAT excludes exceptional one-time scheme related expenses in YTD Q3'25 of ₹ 1,108m (\$ 13.1m)

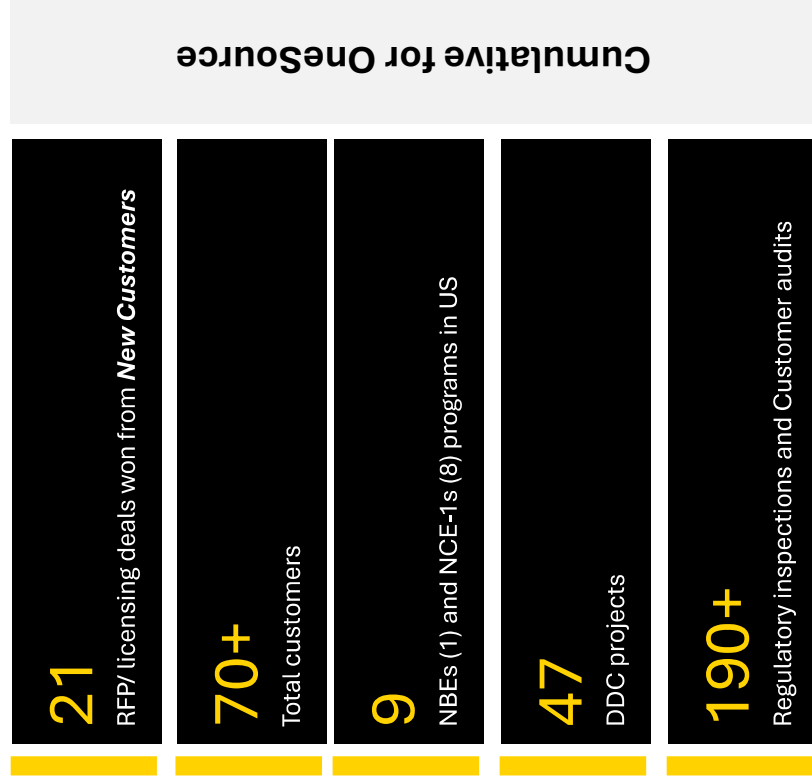
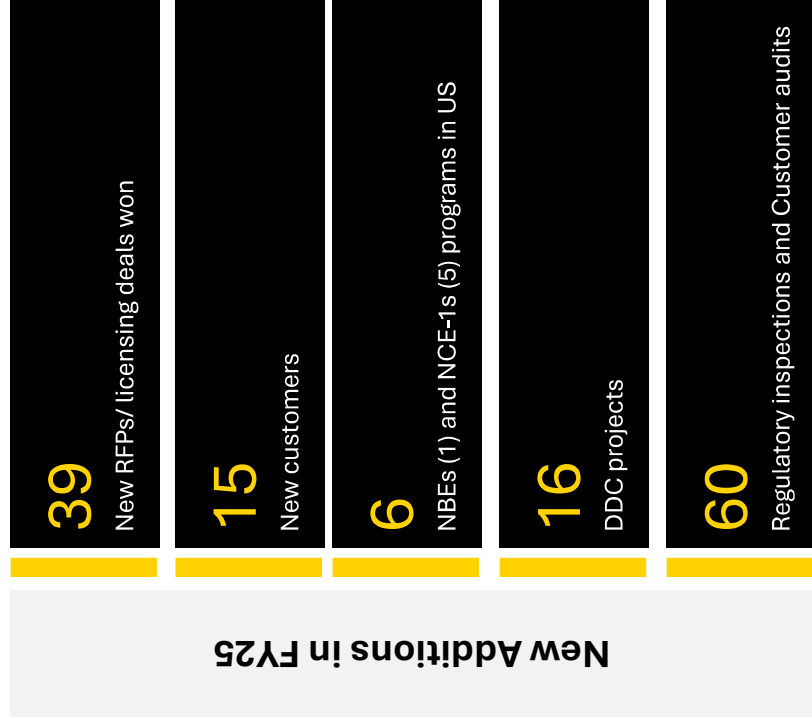
3. Goodwill and Scheme Intangibles arising from the business combination is excluded from the ROCE calculation as it is not reflective of operating performance in the absence of common control. Capital employed excludes new capital investment in progress

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Adding new customers, winning more business from existing customers, maintaining stellar compliance record





Business Outlook and Growth Strategy



Q4'25 & FY25

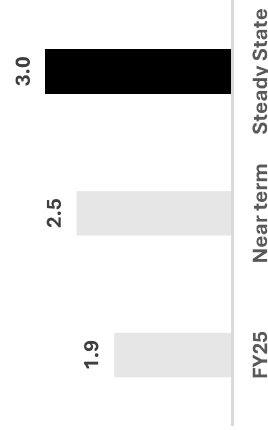
onesource

Investing \$100 million in capital expenditures to service partner demand and drive growth across our modalities

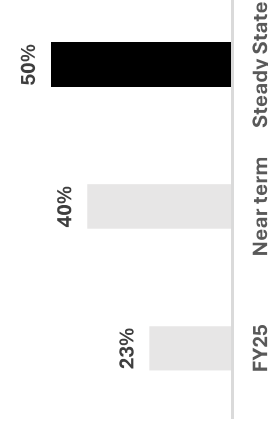


Capacity	Current	Planned	Target Completion
Cartridges (in millions)	~40	~220	Phase 1 (+60m) by Q4 FY 26
Pre-filled Syringes (in millions)	~38	~50	Q3 FY 26
Viials (in millions)	~28	~50	Phase 1 by Q3 FY 26
Microbial (in KL)	1	6	FY 27 – FY 28
Mammalian (in KL)	4	-	n.a.

Asset Turns (X)



ROCE* (%)



- △ \$100 million capex planned for capacity expansion
- △ Multiple lines being added (particularly DDCs), with commercial supplies expected to begin in latter part of FY26
- △ Niche capabilities in prefilled syringes (PFS) are being added and vial capacity is being scaled up
- △ Fungible capacities are being added modularly to ensure operational flexibility
- △ Capex will be funded through a combination of internal accruals, partner commitments, and debt. Upfront payments from the customers to secure capacity
- △ Majority of planned expansions to be completed within 12–18-months
- △ Targeted ROCE* of >50%
- △ Net debt-to-EBITDA to remain under 1.5x despite expansion, to become debt-free in the next 3 to 4 years

* Goodwill and Scheme Intangibles arising from the business combination is excluded from the ROCE calculation as it is not reflective of operating performance in the absence of common control. Capital employed excludes new capital investment in progress



Historical Performance	In \$ m	FY23A ^{2,3}	FY24A ^{1,2,3}	FY25A
	Revenue	85	131	171 ¹
	EBITDA	-5	27	55 ¹
	EBITDA margin (%)	-	21%	32%

Growth Outlook (Organic)	In \$ m	FY25A	FY28P
	Revenue	171 ¹	~400
	EBITDA	55 ¹	~160
	EBITDA margin (%)	32%	~40%

FY 23-25 CAGR

42%

FY25 EBITDA

32%

FY25-28
Revenue CAGR
>30%

Steady state
EBITDA
~40%

- △ OneSource reaffirms its post-listing revenue growth guidance of >30% (FY25-28) with a steady-state EBITDA margins of ~40% led by DDCs, injectables and softgel caps
- △ FY26 is poised to be a pivotal year for the company
 - 10+ DDC projects will start moving from MSAs → CSAs pending approval (many approvals expected in H2 FY 26)
 - Semaglutide patent expiries in 100+ markets including key markets of Canada, Brazil, Saudi Arabia, India
- △ FY27 to be the first full year of sales for Semaglutide in several markets
- △ 15+ high-value DDC projects (7 non GLP-1 molecules) are under various stages of development/ approval with commercialization during FY 26 – 28 period
- △ Ramp up from recently signed contracts for injectables and softgel caps along with organic growth from IP-led CDMO

1. Outlook provided by the company on September 26, 2024 was at ₹ 83.59; FY25 Revenues, EBITDA would be \$172.9 and \$55.8m respectively, if restated on this \$/INR rate

2. Prior period numbers are proforma. They are calculated on like-to-like basis as prior period reported results are pre-OneSource consolidation and not comparable to current period company on a proforma basis. (See the notes to consolidated financial statements for more information.)

3. The prior period numbers have been reclassified to align with the current period to make it comparable. Prior period numbers are proforma. They are calculated on like-to-like basis as prior period reported results are pre-OneSource consolidation and not comparable.

Note: All amounts expressed in \$m across the entire presentation. Profit and loss items (revenue, expenses etc.) using average of FY25 \$/¥ 84.46 (FY24 \$/¥ 83.0). Balance sheet items (receivables, payables etc.) as on 31-Mar-25 using closing FY \$/¥ 85.5

onesource (Q4'25) earnings call



Schedule:

Day: Tuesday
Date: 6th May 2025
Time: 9:00 AM IST



Speakers:

Arun Kumar, Founder & Non-Executive Chairperson
Neeraj Sharma, CEO & MD
Anurag Bhagania, CFO



Dial In:

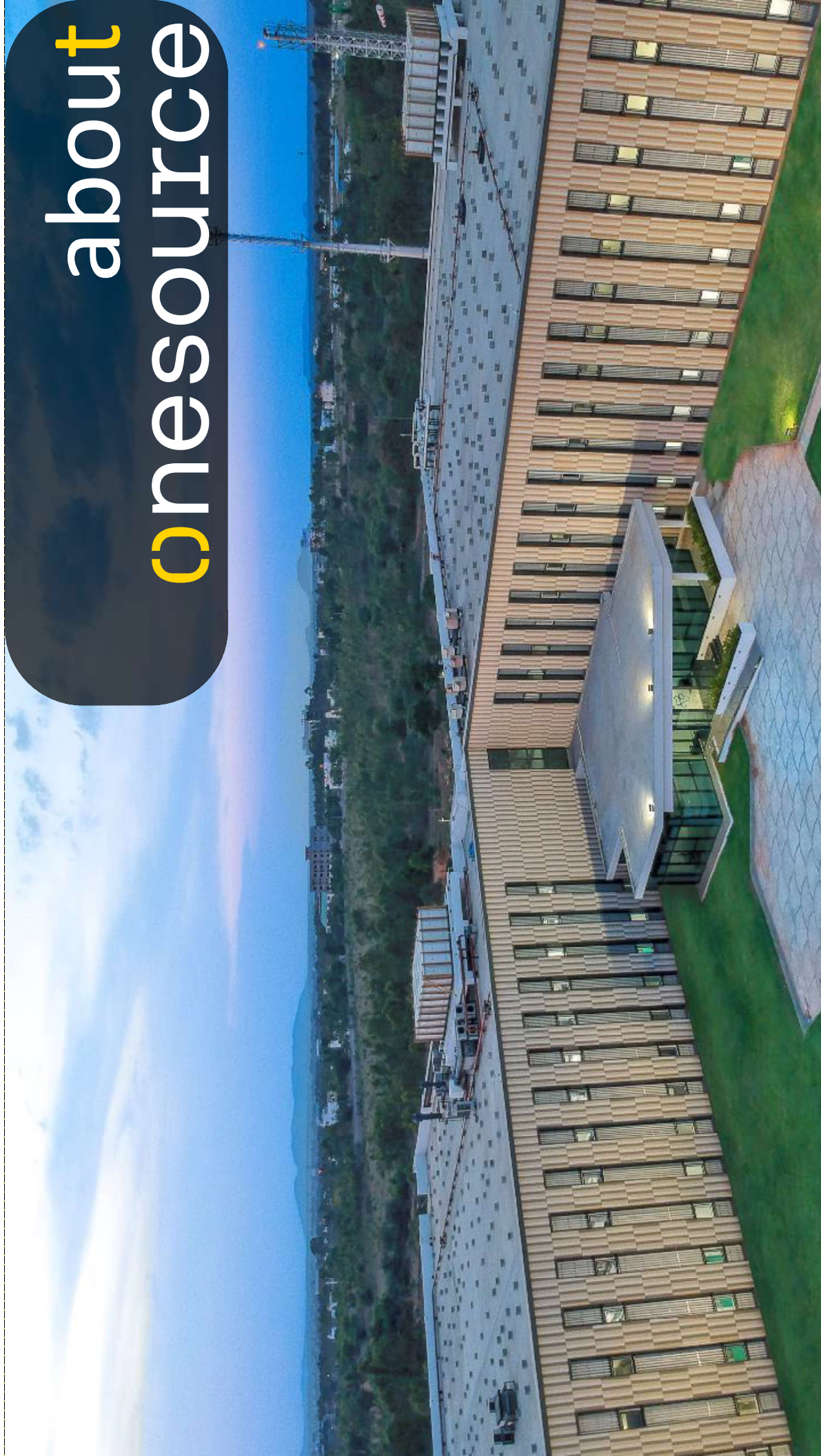
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+91 22 7115 8193



Diamond Pass:

[Click here](#) for early registration

about onesource



Scaling a first-of-its-kind CDMO platform, distinguished by extensive capabilities and robust financial metrics



onesource

ONE OF ITS KIND CDMO
PLATFORM

#1

Multi Modality CDMO Platform
from India

4

Solid Offerings – DDC¹, Biologics,
SGC and Sterile Fill-finish

ROBUST MANUFACTURING &
COMPLIANCE TRACK RECORD

5

State-of- the-Art
Facilities

190+

Successful
Audits

PRESENCE ACROSS
MODALITIES INCLUDING GLP-1

Multiple

Ongoing/Completed
DDC Projects

70+

Global
Customers

HIGHLY ATTRACTIVE
FINANCIAL PROFILE

>30%

FY 2025 – FY2028 Revenue
CAGR

~40%

Steady State EBITDA
margins

STRONG AND DEDICATED
MANAGEMENT TEAM

30

Average Years of Experience of
Management team

Accomplished

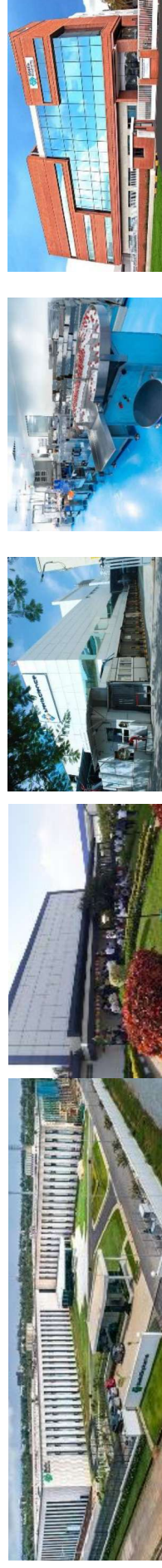
Board of
Directors

Targeting Industry leading ROCE in the near term

onesource

1. DDC: Drug-Device Combinations
2. Goodwill and Scheme Intangibles arising from the business combinations in absence of common control has been excluded from the ROCE calculation to reflect true operating performance (Capital employed = Equity + Net debt - Goodwill - Scheme Intangibles)

One of the widest offerings with industry leading installed capacities and stellar compliance record



Drug-device combinations
Integrated Biologics and drug products site

Soft gelatin capsules¹

Sterile Injectables

Penicillin fill-finish

Multi-modal Biologics development centre

Area (Sq ft)	450,000	60,000	70,000	42,000	100,000
Capability & Capacity	Microbial: 1x1KL SS Mammalian: 2x 2KL SUB Cartridges: 40 million PFS: 28 million Vials: 12 million	Capsules: 2.4 billion	PFS: 10 million Vials: 16 million	Vials: 18 million	Microbial: 1x 50L Fill-finish: Clinical supplies

Major accreditations

OneSource stands out among global CDMOs by offering a diverse, multi-modality approach with a comprehensive suite of services



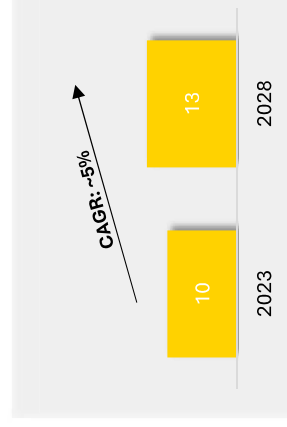
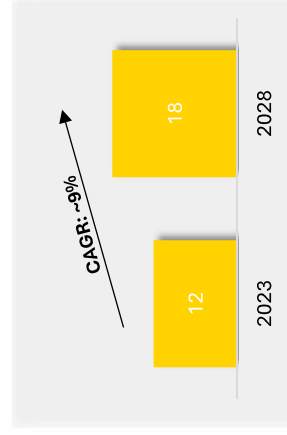
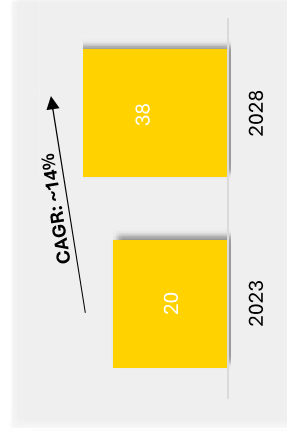
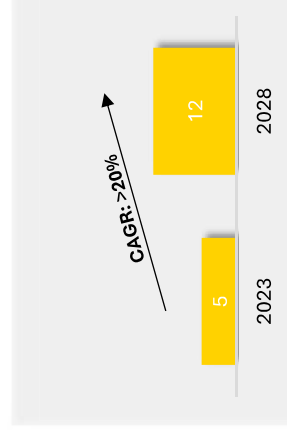
Drug-device Combinations
including GLP-1s

Biologics
(DS and DP)

Soft gelatin
capsules¹

Sterile fill-finish (excluding
DDCs)

CDMO Market
Size (\$bn)



Growth
Drivers

Primarily driven by GLP-1s, Biosimilar
and shift towards homecare/ self-
administration

Increase in R&D spending, new
modalities, wider acceptance
of biologics

Supply constraint, high skill and
specialization for pharma grade
softgels

LOEs, ageing facilities,
cost optimization

OneSource
Positioning

45+ Projects delivered
20+ GLP-1 customers

3 Platform technologies
1 of the few integrated DS-DP site for
microbial and mammalian

Top 5 global capacity
19 ANDAs commercialized

20+ years of manufacturing legacy
Top 5 Inj. Penicillin² supplier to US

1. Pharmaceutical
2. In molecules being supplied to US
Source: Industry research, Frost & Sullivan, LEK Consulting, McKinsey

Strong leadership team with global industry expertise and delivery track record...



Neeraj Sharma, CEO and MD



- 30+ years of global experience in pharma
- Part of the group for more than 4 years
- Previously leadership roles at Ranbaxy, Sun Pharma in Asia and Europe

Biju Matthews, Chief Operating Officer



- 30+ years of pharma experience; Responsible for building the state-of-the-art drug product and drug substance manufacturing facility (Unit 2) at Stellis
- Part of the group for over 2 decades, instrumental in Agila specialties success
- Previously Head of Quality at Wockhardt Bio Pharma and Mylan

Anurag Bhagania, CFO



- 25+ years of experience across large global automotive and industrial companies like SKF, Honeywell, General Electric
- Chartered Accountant and MBA in Marketing



Bernhard Thurnbauer, Chief Quality Officer

- 30+ years of leadership experience in global quality assurance, compliance, and technical operations across the biotech and pharmaceutical industries
- Previously Global Head of Audit Program Management at Moderna and senior positions at Roche, Acino, and B. Braun

Prateek Gupta, Head of R&D and Scientific Services



- 17+ years of experience in biologics product development
- Previously Head of Process Science, R&D at Intas Pharmaceuticals. Global leadership experience at Pfizer and Genentech (USA)
- PhD from Cornell, B. Tech. from IIT Delhi



Ravi Kumar, Head of Strategy

- 18+ years of global experience in pharmaceutical industry and management consulting
- Previously Head of Strategy, M&A and portfolio at Xellia (CPH), a novo holdings company along with strategic roles at Sandoz (Munich), Kearney (India)
- MBA from IIM Ahmedabad, B. Tech. from IIT Kanpur

...supported by a diverse and independent Board to build on the group's strong corporate governance legacy



Arun Kumar

Arun Kumar is a first-generation entrepreneur and known for his ability to identify great opportunities in "difficult to operate" business domains. He founded Strides Pharma Science Limited (Strides) in 1990. Besides founding Strides, Arun's family office (setup in the early 2000s) ran a differentiated set of investments spread across several companies with a combined revenue base of over a billion dollars and an invested capital of over half a billion dollars



Dr. Claudio Albrecht

Dr. Albrecht, with a Ph.D. in Law, has 30+ years in pharma. He started at Sandoz in 1987, led Ratiopharm Group's growth as CEO, co-founded CoMeth, and oversaw Actavis Group's \$6 billion sale to Watson. He also co-founded Albrecht, Prock & Partners AG and was CEO of STADA AG until 2018



Rashmi H. Barbhuiya

Dr. Rashmi H. Barbhuiya is a seasoned pharmaceutical executive with a global track record of driving innovation, drug development, and building successful pharma and CRO companies. He began his career with Bristol-Myers, where he spent 21 years contributing to the discovery and development of drugs for various diseases, including AIDS, cancer, and hypertension. His background combines management and entrepreneurial acumen, honed through decades of leading high-stakes pharma initiatives



Vijay Karwal

Vijay Karwal is a Managing Director of CBC Group, based in Singapore, with over 25 years of global management and advisory experience in the healthcare industry, including an extensive background in strategy, business development, M&A and capital raising gained in roles in industry and as a senior investment banker. He also serves as an Independent Director of Mega Lifesciences PCL, one of the largest pharmaceutical groups in Southeast Asia and as a Non Executive Director of AffaMed Therapeutics Ltd. and AffaMed Technologies



Debarati Sen

Debarati is a proven global business leader known for driving transformative business performance through operating and financial expertise. She has public company CEO and non-executive director experience in India, in a \$3.0B market capitalization, top 100 public company with an independent chairman of the board. She is an independent director on the board of Nortech Systems, a globally recognized electronic manufacturing systems (EMS) provider



Bharat Shah

Bharat holds a Bachelor's Degree in Science from University of Mumbai and a Diploma in Applied Chemistry from Borough Polytechnic, London. He has a rich experience in the financial services sector and has expertise in the fields of banking, finance, real estate and securities market. Presently, he is the Chairman of 3M India Limited and Exide Industries Limited. He is also an independent director with HDFC Credila



Neeraj Sharma

In a distinguished career spanning of 30 years, Neeraj has resided and worked in pharma markets in India, South-East Asia, Latin America, and Europe. A seasoned professional, Neeraj has extensive General Management and P&L experience, steering businesses through pivotal stages such as market entry, growth leadership, turnarounds and M&A integration. Neeraj brings a wealth of experience to his role as Managing Director at OneSource Specialty Pharma Limited

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REGISTERED AND CORPORATE OFFICE

OneSource Specialty Pharma Ltd

Registered Office:

201, Devavrata, Sector 17, Vashi, Navi Mumbai – 400 703, India

T: +91 22 2789 2924

F: +91 22 2789 2942

Corporate Office:

OneSource Specialty Pharma Limited

Star 1, Opp IIM Bangalore, Bilekahalli, Bannerghatta Road, Bengaluru – 560076, India

T: +91 80 6784 0738

www.onesourcecdmo.com

INVESTOR RELATIONS

investors@onesourcecdmo.com