

Press Release

30 January 2026

Hester Biosciences Q3 and 9M FY26 Results

Standalone: Q3 Revenue up 12%, Profit up 140% | 9M: Revenue down 5%, Profit up 16%
Consolidated: Q3 Revenue up 22%, Profit down 18% | 9M: Revenue up 1%, Profit up 50%

Hester today announced the unaudited financial results for Q3 and 9M FY26

Standalone Financial Highlights

Revenues

(INR Million)

Divisions	Q3			9M		
	FY26	FY25	Change %	FY26	FY25	Change %
Poultry Healthcare	513.91	389.06	32%	1410.59	1,203.54	17%
Animal Healthcare	148.79	239.20	-38%	531.91	893.46	-40%
Total Divisional Product Sales	662.70	628.26	5%	1,942.50	2,097.00	-7%
Other Operating Income	40.84	-	-	41.73	0.94	-
Revenue from Operations	703.54	628.26	12%	1,984.23	2,097.94	-5%

Poultry Healthcare Division

The Poultry Healthcare Division delivered 32% growth in Q3 FY26 and 17% growth in 9M FY26, driven by deeper market penetration, improved placements and sustained demand for our vaccines.

Enhanced field execution, better distributor coverage, and focused technical engagement with customers also supported higher volumes during the quarter.

Post the quarter-end, the company received marketing and manufacturing licences for the H9N2 Avian Influenza vaccine, marking an important regulatory milestone and further strengthening Hester's poultry vaccine portfolio.

Animal Healthcare Division

The Animal Healthcare Division recorded a 38% decline in Q3 FY26 and a 40% decline in 9M FY26, primarily due to delays in government-led immunisation programmes in the ruminant segment, particularly PPR and Goat Pox (for immunising against the Lumpy Skin Disease).

Having said that, the execution of PPR orders under national immunisation program will commence in February 2026 adding substantial amounts in Q4.

The Petcare segment continued to scale gradually, with steady traction across the therapeutic and supplement products. However, the segment remains at an early stage of growth, and its contribution was not sufficient to offset the impact of deferred institutional revenues in the ruminant portfolio.

Standalone Profitability Analysis

(INR Million)

Divisions	Q3			9M		
	FY26	FY25	Change %	FY26	FY25	Change %
Gross Profit Margin	70%	68%	2%	69%	68%	1%
EBITDA	177.51	103.17	72%	444.63	409.48	9%
EBITDA%	25%	16%	9%	22%	20%	2%
PAT	106.69	44.39	140%	257.16	222.07	16%
PAT%	15%	7%	8%	13%	11%	2%
EPS (in INR, not annualised)	12.54	5.22	140%	30.23	26.10	16%

- Gross profit margins improved to 70% in Q3 FY26, supported by a favourable product mix and continued cost management initiatives.
- EBITDA and PAT increased by 72% and 140%, respectively, in Q3 FY26, driven by improved operating leverage and higher contribution from the Poultry Healthcare Division.
- The company continues to maintain strong operational discipline through controlled overheads, process standardisation, and efficient manpower deployment.

Operational Update

1. During the quarter, Hester capitalised its fill-finish facility, effectively doubling its drug product capacity.
2. The expanded facility enhances manufacturing flexibility, scalability, and readiness to support future growth across domestic and export markets.

Consolidated Financial Highlights

(INR Million)

Particulars	Q3			9M		
	FY26	FY25	Change %	FY26	FY25	Change %
Revenue from operations	774.15	632.18	22%	2,324.89	2,291.77	1%
Gross Profit Margin	73%	69%	4%	73%	71%	2%
EBITDA	197.77	138.45	43%	695.53	555.35	25%
EBITDA%	26%	22%	4%	30%	24%	6%
PAT	93.10	114.08	-18%	409.37	272.85	50%
PAT%	12%	18%	-6%	18%	12%	6%
EPS (in INR, not annualised)	10.94	13.41	-18%	48.12	32.07	50%

Consolidated results include the operations of subsidiaries in Nepal and Tanzania:

Hester Nepal recorded a net profit of INR 7.02 million in Q3 FY26 and INR 15.22 million in 9M FY26, on topline of INR 26.93 million and INR 83.21 million, respectively. Performance was supported by execution of institutional orders and stable operating conditions during the period.

Hester Africa reported a net loss of INR 38.89 million in Q3 FY26, primarily due to timing delays in order execution and higher operating costs. For 9M FY26, the subsidiary reported a profit of INR 64.33 million, supported by improved execution and recovery in order flows across select geographies.

While order flows across certain geographies remain uneven due to delays in institutional approvals, the company expects execution momentum across overseas operations to improve over the coming quarters.

Way Forward

1. Q3 FY26 marked a phase of improved execution and capacity strengthening for Hester.
2. The company remains focused on building a more balanced and resilient business by reducing dependence on tender-based revenues, nationally and internationally, by deepening its presence across commercial, private markets.
3. Improved placements, stronger market penetration, and disciplined execution are expected to support sustained performance, particularly in the Poultry Healthcare Division.
4. With the commercialisation of H9N2 vaccine against Avian Influenza in poultry and the expanded fill-finish capacity now operational, the company is well positioned to support future growth while maintaining margin stability and operational discipline.

About Hester Biosciences Limited

Hester Biosciences Limited is one of the India's leading animal health company, manufacturing vaccines and health products since 1997. Hester has two divisions:

1. Poultry Healthcare division
 2. Animal Healthcare division (which includes Ruminants and Pet health segments)
- It is the world's largest manufacturer and supplier of PPR vaccine, having approximately 75% of the world market.
 - It has over 70% market share in Goat Pox vaccine in India which is being used to immunise cattle against Lumpy Skin disease.
 - It is the second largest poultry vaccine manufacturer, with approximately 35% market share in India.

Hester's vaccine capabilities include multiple platforms such as Chick Embryo Origin, Continuous Cell line, Tissue Culture and Fermentation based live as well as inactivated vaccines.

Hester recognises the vision of ONE HEALTH and works on improving the health of animals by enabling better health for human beings.

For more information, please visit www.hester.in