



MOREPEN

Date: 13/08/2019

To,

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Bandra (East), Mumbai- 400 051

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Scrip Code: 500288

Subject: Investor Presentation - Q1 August, 2019

Dear Sir,

Please find enclosed the **Investor Presentation - Q1 August, 2019**, based on the financial performance of the Company for the quarter ended 30th June, 2019.

Kindly acknowledge the receipt and take it on your record.

Thanking you.

Yours faithfully,

For Morepen Laboratories Limited

(Vipul Kumar Srivastava)

Company Secretary

Encl.: As Above

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MOREPEN
The Joy Of Growing Together

INVESTORS PRESENTATION (Q1'FY20) AUGUST 2019

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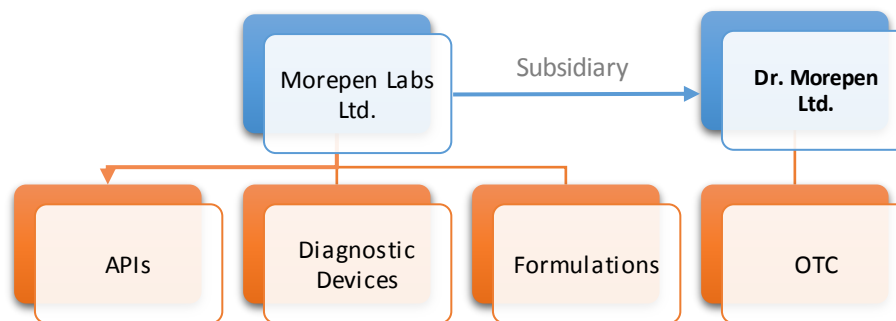
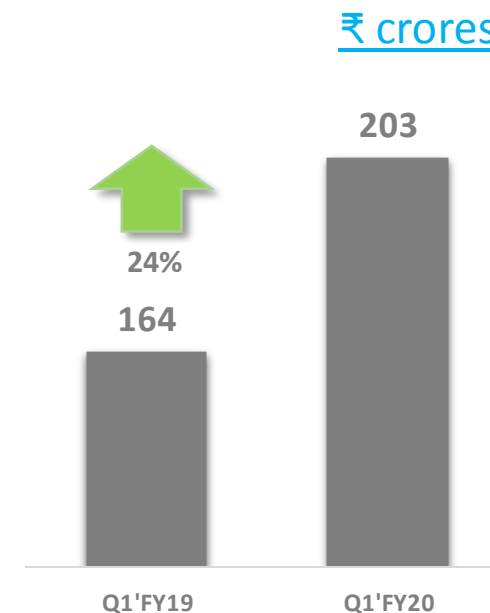
Highlights of Q1'FY20 Performance

₹ crores

- **Net Sales Revenue** in Q1'FY20 up by **25.4%** at Rs. 186.70 crore as compared to Q1'FY19 .
- **Net Profit after tax** up by **256%** at Rs. 8.41 crore against Rs.2.36 crores in Q1'FY19 .
- **Cash Profits** up by 70% at Rs. 19.31 crore against Rs.11.38 crores last year same quarter .
- **API sales** up by **44%** with an impressive growth of **50% in Exports** and 33% in domestic market.
- **Montelukast export** jumps **210 %** and **Atorvastatin Export** spurs **57%** in Q1'FY20 Vs Q1FY19
- **Blood Glucose Monitors'** quarterly sales jump up by **30%** and **Nebulisers'** by **118%**.
- **Branded Formulations** quarterly sales have recorded a growth of **25%**.
- **Company gets accreditation** for its **In- House R&D Centre** at Baddi (HP) form **Department of Scientific & Industrial Research, Govt. of India Delhi.**

Segments wise growth:

- **Overall business** for the Quarter (Q1'FY20) has grown at **24%** as compared to Q1'FY19
- **API Business** has shown extremely good results having grown at **44%** for the Q1'FY20 and still contributes **56%** including its exports.
- **Home Diagnostic Devices** business which contributes **20%** of the topline has registered a growth of **16%** in Q1'FY20.
- **Finished dosage** business having **17%** contribution in the quarterly sales has registered a decline of **6%** for Q1'FY20 as compared to Q1'FY19. **Branded Formulations** among the category registered a growth of **25%**.
- **OTC Business** has grown by **6%** in Q1'FY20.

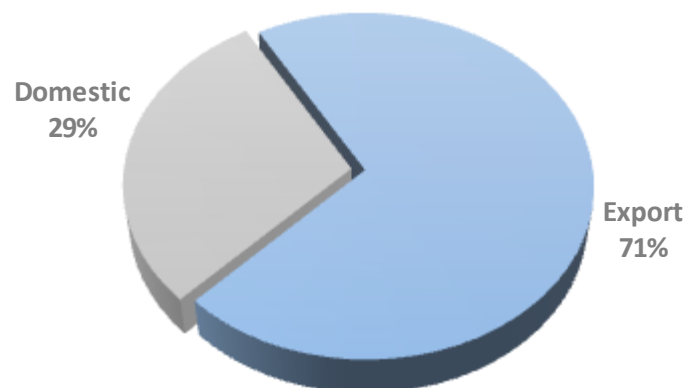
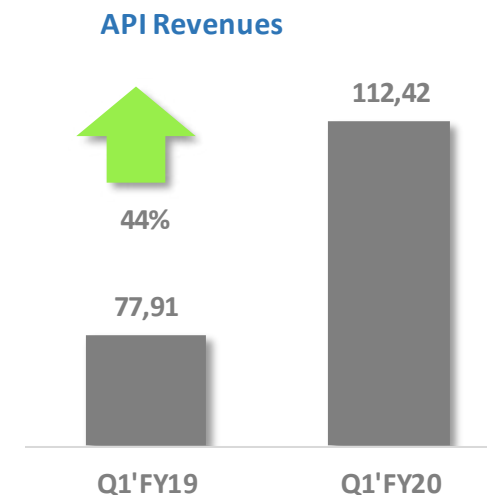


Segments	Q1'FY20	Q1'FY19	Y-o-Y Growth
APIs	112.42	77.91	44%
Diagnostics	40.03	34.58	16%
Formulations	34.25	36.34	(6%)
OTC	14.16	13.31	6%

API: Export leads the way

₹ crores

- **API Export business has got a jump of 50%** with
 - **Montelukast registering 210% growth**
 - **Atorvastatin 57% growth**
 - **New Molecules registering 346% growth**
- **Domestic business has grown by 33%** during the Q1'FY20 as compared to Q1'FY19 at Rs. 32.91 crore with
 - **Rosuvastatin & Atorvastatin registering 262% each**
 - **Loratadine 28% growth**
- **APIs have grown by 41%** at Rs. 100.12 crore from Rs. 71.17 crore of last year .
- **New Molecules have shown remarkable growth of 650%** by touching Rs. 6.19 Crore from a small base of Rs. 0.83 crores Q1'FY19

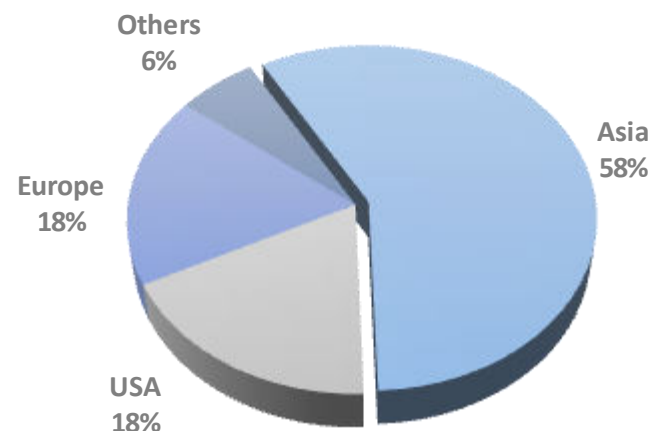
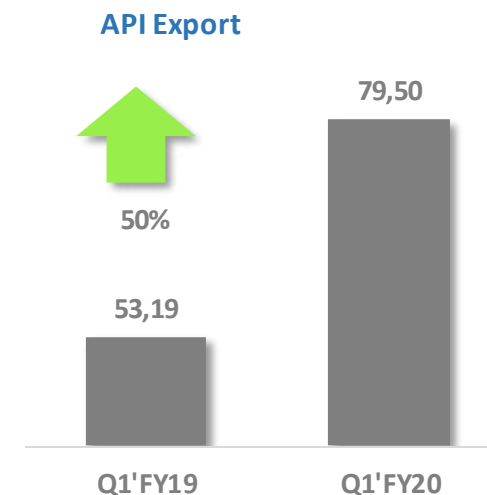


Main Products	Q1'FY20	Q1'FY19	Growth
APIs	100.12	71.17	41%
Intermediates	6.11	5.91	3%
New Molecules	6.19	0.83	650%

APAC Region outperforms

₹ crores

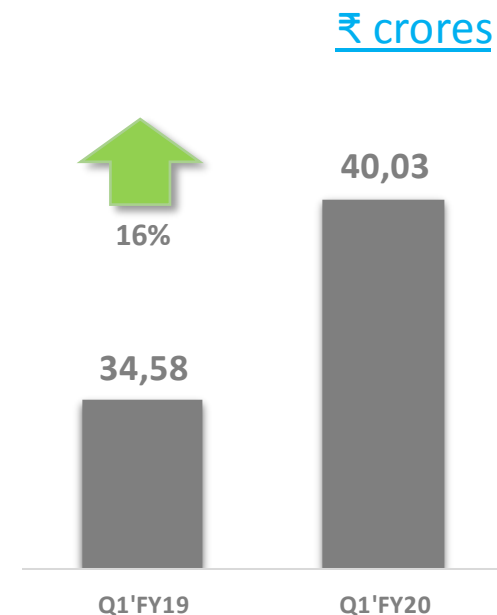
- **Asia Pacific Export business** has got 58% share in the export business for the quarter and a jump of 79% as compared to Q1'FY19, with major growth registered from following markets:
 - Bangladesh
 - Iran
 - China
 - Japan
 - Israel
 - Thailand
 - Korea
- While **USA** business has grown by 37%, Europe market has shown an increase of only 4%
- Other semi-regulated markets have come up with an upside of 2%



Region	Q1'FY20	Q1'FY19	Growth
APAC	45.96	25.64	79%
USA	14.41	10.55	37%
Europe	14.26	13.72	4%
Others	4.87	3.28	2%

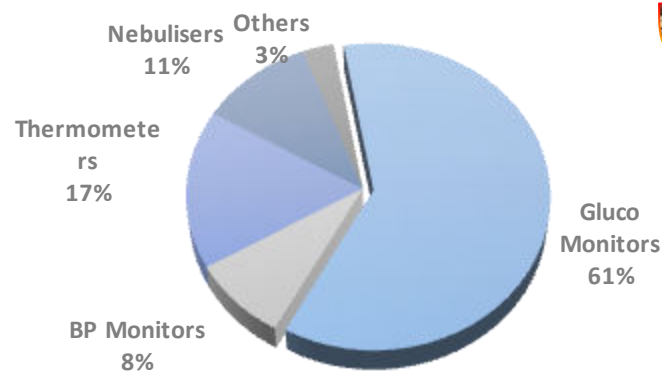
Devices Business – Solid Performance

- **Home Devices portfolio** has been growing with fast pace and has recorded a growth of **16%** during the quarter.
- **Blood Gluco Monitors** have marked a growth of **30%** in Q1'FY20 as against Q1'FY19. Total Gluco monitors installed have crossed 3 million target.
- The company has achieved a milestone of having **sold around 325 million glucose testing strips (tests)**. No. of strips sold during the Q'FY20 were **34%** more than Q1'FY19.
- **Nebulizer** sales have grown by **118%** during the Quarter as compared to Q1'FY19 which is very encouraging for the company.



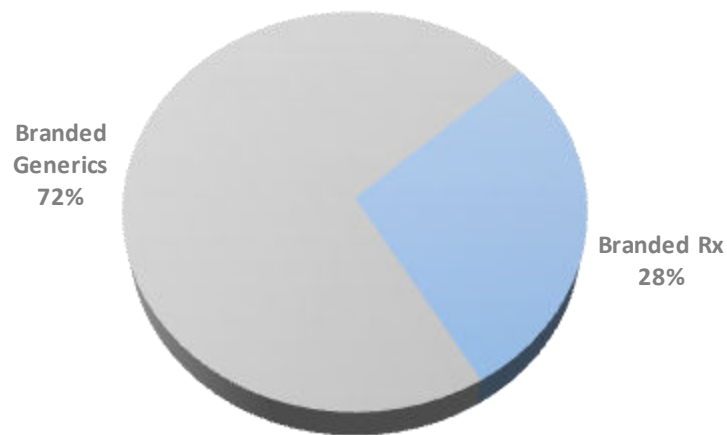
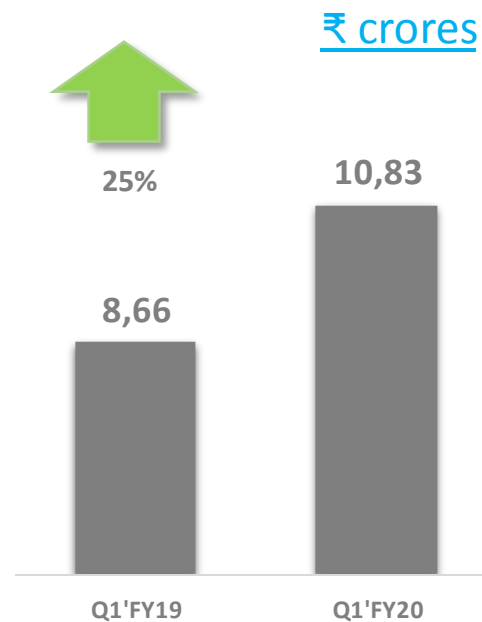
Blood Gluco Monitors

3,000,000
USERS



Prescription drugs sales up

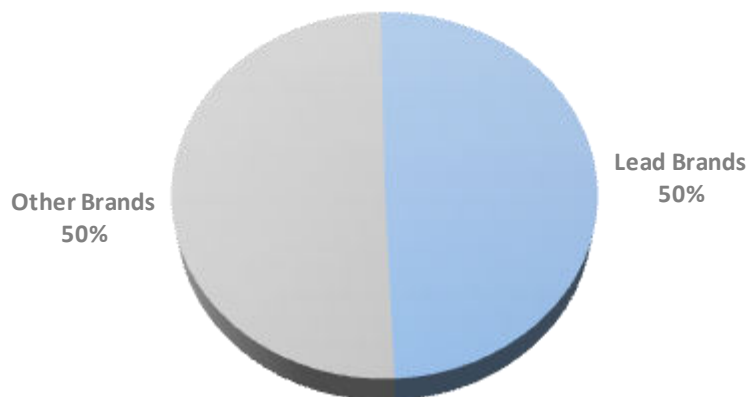
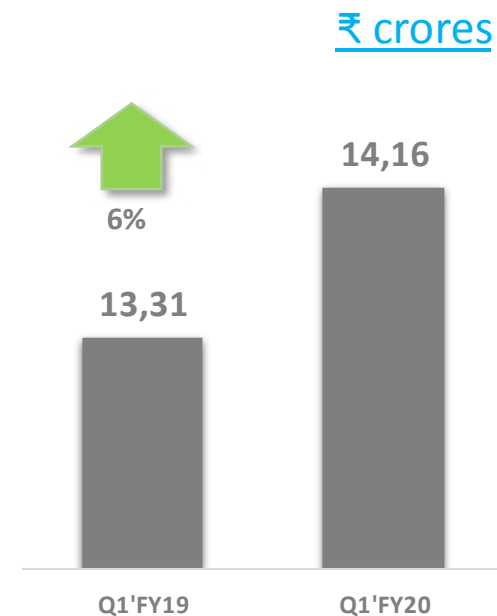
- Overall Finished Dosages has not performed well in this quarter due to general slowdown and the business has declined by 6% in Q1FY'20 as compared to last year same quarter.
- **Branded Prescription (Rx)** products has grown by 25% during the Q1FY'20 with major contribution coming from main brands like Saltum, Rhythmix, Acifix, Klarim, and Cefopen. Old Gastro brand DOM has registered a small decline.
- During the this quarter Pharma Division has **launched new generation probiotics (Brand: Intebact)** with international technology tie from Vesale Pharma, Belgium and has received very good response form the market.
- **Branded Generics** business has de-grown by 15% during the quarter due to general slow down in the industry.



Segments	Q1'FY20	Q1'FY19	Y-o-Y Growth
Branded Rx	10.83	8.66	25%
Branded Generics	23.42	27.68	(15%)

OTC Business remains stable

- **Total OTC** category has registered a growth of **6%** during the quarter.
- **OTC Brand Sharing** and other lead brands **Lemolate** and **Burnol** have registered decline during the quarter .
- **ORS and Pain-X** brands have grown **by 88% and 44%** respectively on a small base.
- Other **small brands** which are distribution and reach based have got a substantial gain of **82%** in the sales in the Q1'FY20 .



Segments	Q1'FY20	Q1'FY19	Y-o-Y Growth
Lead Brands	7.02	6.23	(13%)
Other Brands	7.14	7.08	1%



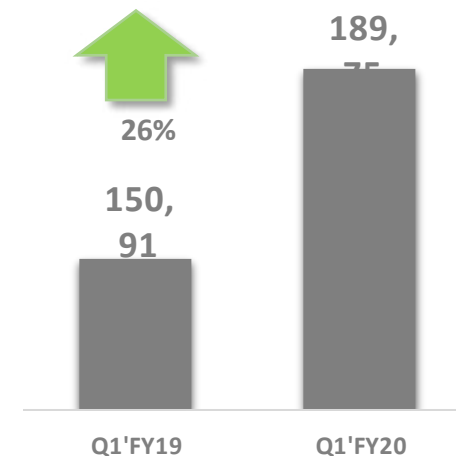
Net Profit jumps many folds

- **EBIDTA** number has grown up by **67%** during the Quarter as compared to corresponding Quarter last year
- Quantum jump in Cash Profits during Q1'FY20 and Cash surplus has increased by **70%** as compared to Q1'FY19.
- **Net profit** after tax has risen to Rs. 8.41 crores as against Rs.2.36 crores in Q1'FY19, an increase of 256%

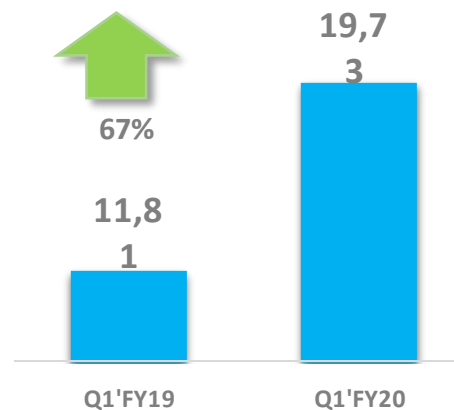


₹ crores

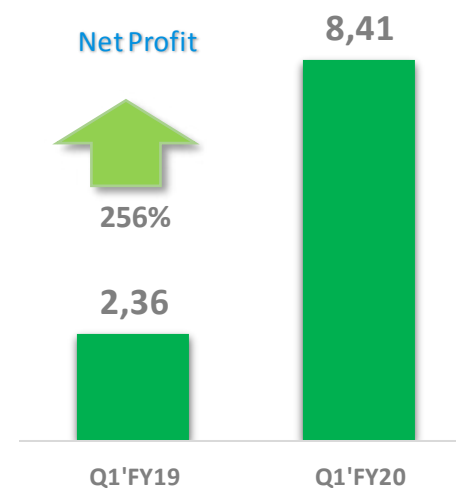
Net Standalone Revenue



EBIDTA



Net Profit



Synopsis of Q1'FY20 Performance

₹ crores

	Standalone Q1'FY20	Standalone Q1'FY19	Y-o-Y Growth
<i>Net Revenue</i>	189.75	150.91	25.7%
<i>Expenditure</i>	170.02	139.10	22.2%
EBIDTA	19.73	11.81	66.9%
<i>Interest</i>	0.42	0.43	(2.1%)
<i>Cash Surplus</i>	19.31	11.38	69.6%
<i>Dep. & Amortization</i>	10.90	8.83	23.4%
<i>Income Tax</i>	-	0.19	-
Net Profit	8.41	2.36	255.7%

Synopsis of Q1'FY20 Performance

₹ crores

	Consolidated Q1'FY20	Consolidated Q1'FY19	Y-o-Y Growth
<i>Net Revenue</i>	203.26	163.80	24.1%
<i>Expenditure</i>	183.65	151.55	21.1%
EBIDTA	19.61	12.25	60.0%
<i>Interest</i>	0.43	0.44	(3.3%)
<i>Cash Surplus</i>	19.18	11.81	62.4%
<i>Dep. & Amortization</i>	11.50	9.16	25.6%
<i>Income Tax</i>	0.02	0.19	
Net Profit	7.66	2.46	210.9%



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Thank You



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