

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q3'FY21

(Investor Presentation February 2021)



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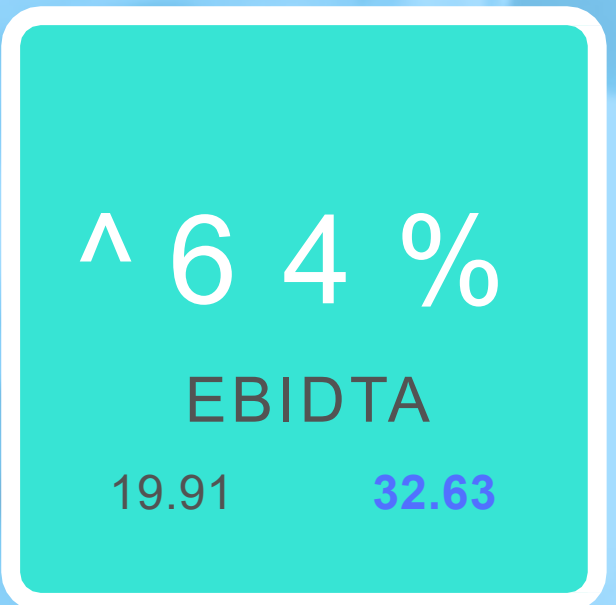
HIGHLIGHTS FOR THE QUARTER

(Consolidated)



Rs. in crores
Q3'FY21

Exponential growth



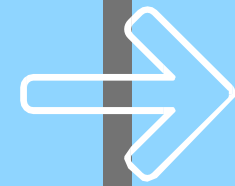
Q3'FY20 **Q3'FY21**

9M'FY20 **9M'FY21**

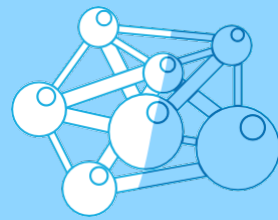
Q3'FY20

Q3'FY21

MOREPEN
The Joy Of Growing Together

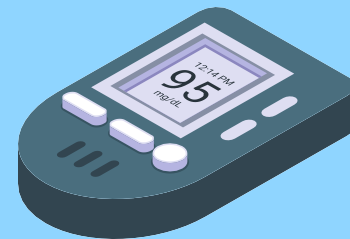


THREE VERTICALS



BULK DRUGS (API)

Strong portfolio of lifestyle drugs including anti-diabetics, antihypertensives, neuropsychiatric, anti-cancers and anti-virals



DIAGNOSTIC DEVICES

Home diagnostics including glucose meters, BP monitors, nebulisers, weighing scales, digital and IR thermometers, Oximeters, Oxygen Concentrators



FINISHED DOSAGES

Prescription drugs development, manufacturing, distribution, contract manufacturing, marketing all over India both as branded and generic drugs



Subsidiary



Dr. Morepen[®]
DR. MOREPEN LIMITED
Over the counter health products and medicine under umbrella brand Dr. Morepen

MANUFACTURING FACILITIES

Global Approvals/ International Standards

APIs, R&D, Diagnostic Devices, Formulation, OTC

APIs, R&D



Masulkhana (HP)

Formulation



Parwanoo (HP)



Baddi (HP)



BADDI FACILITY (60 ACRES)



REVENUE GROWTH (Consolidated)

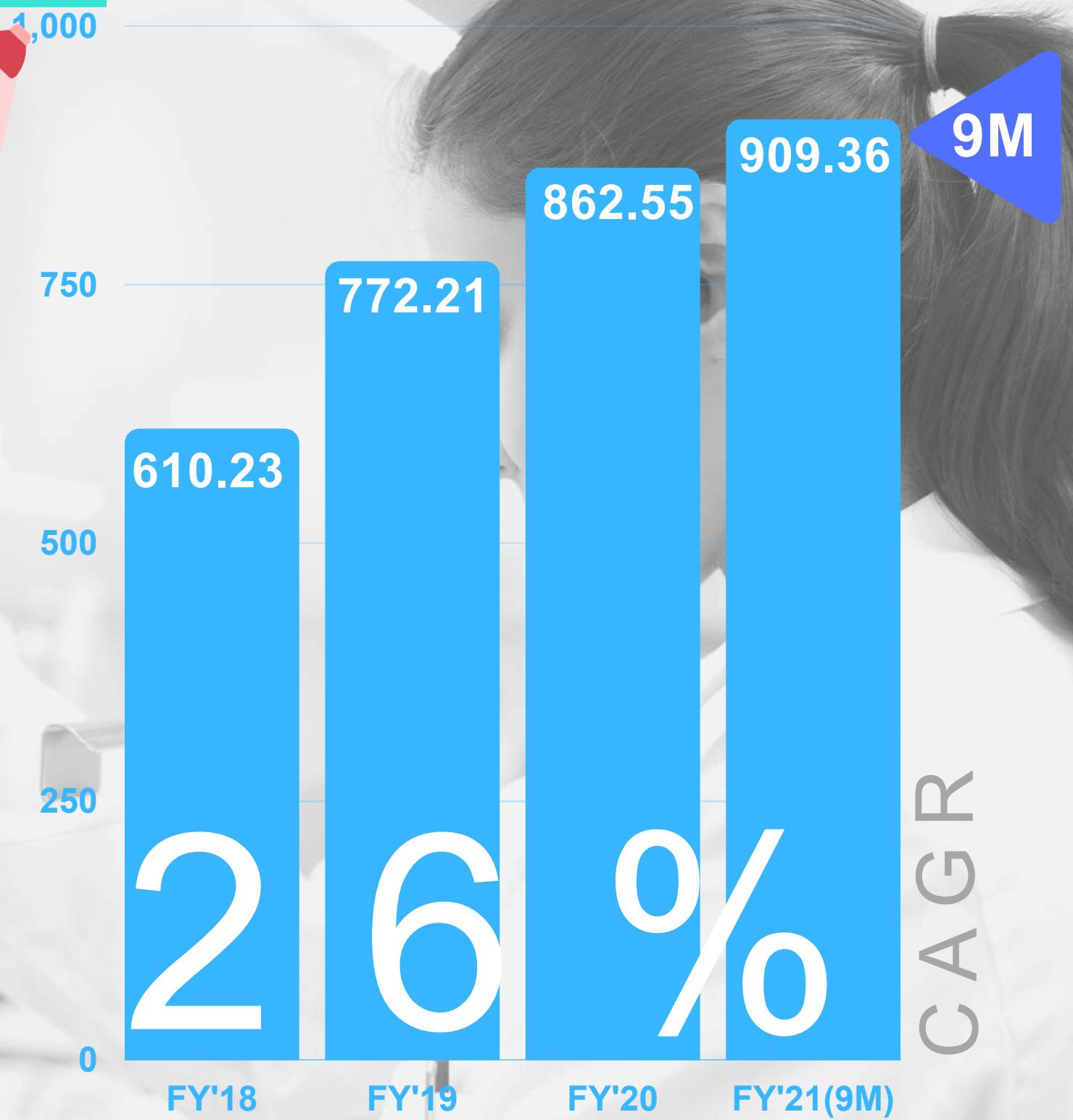
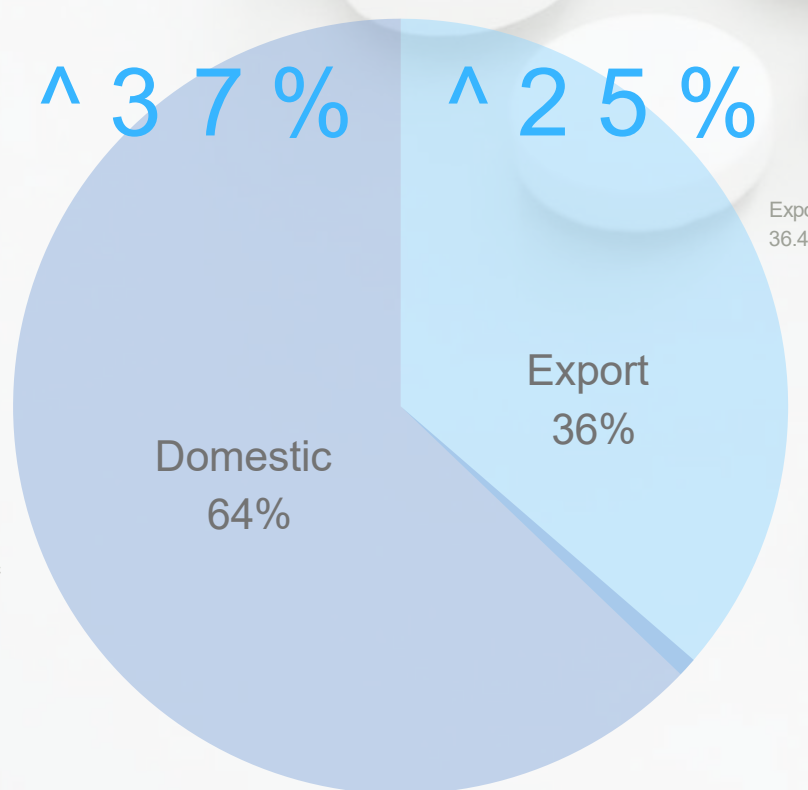
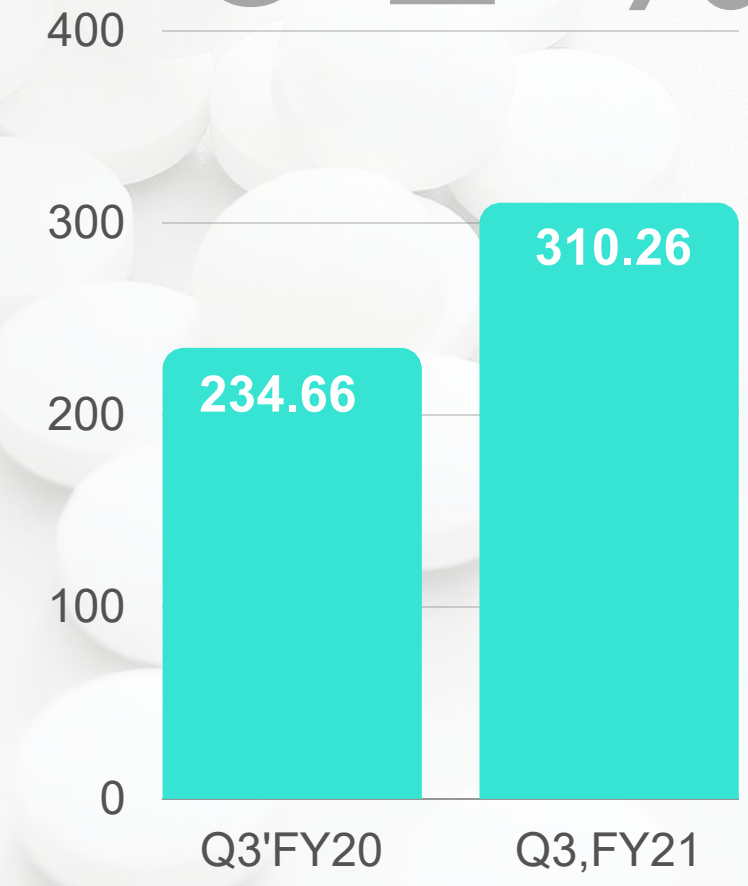


Rs. in crores
Q3'FY21

Achieving New Milestones

9M revenue exceeds last full year revenue

^ 32%



Domestic 63.6%

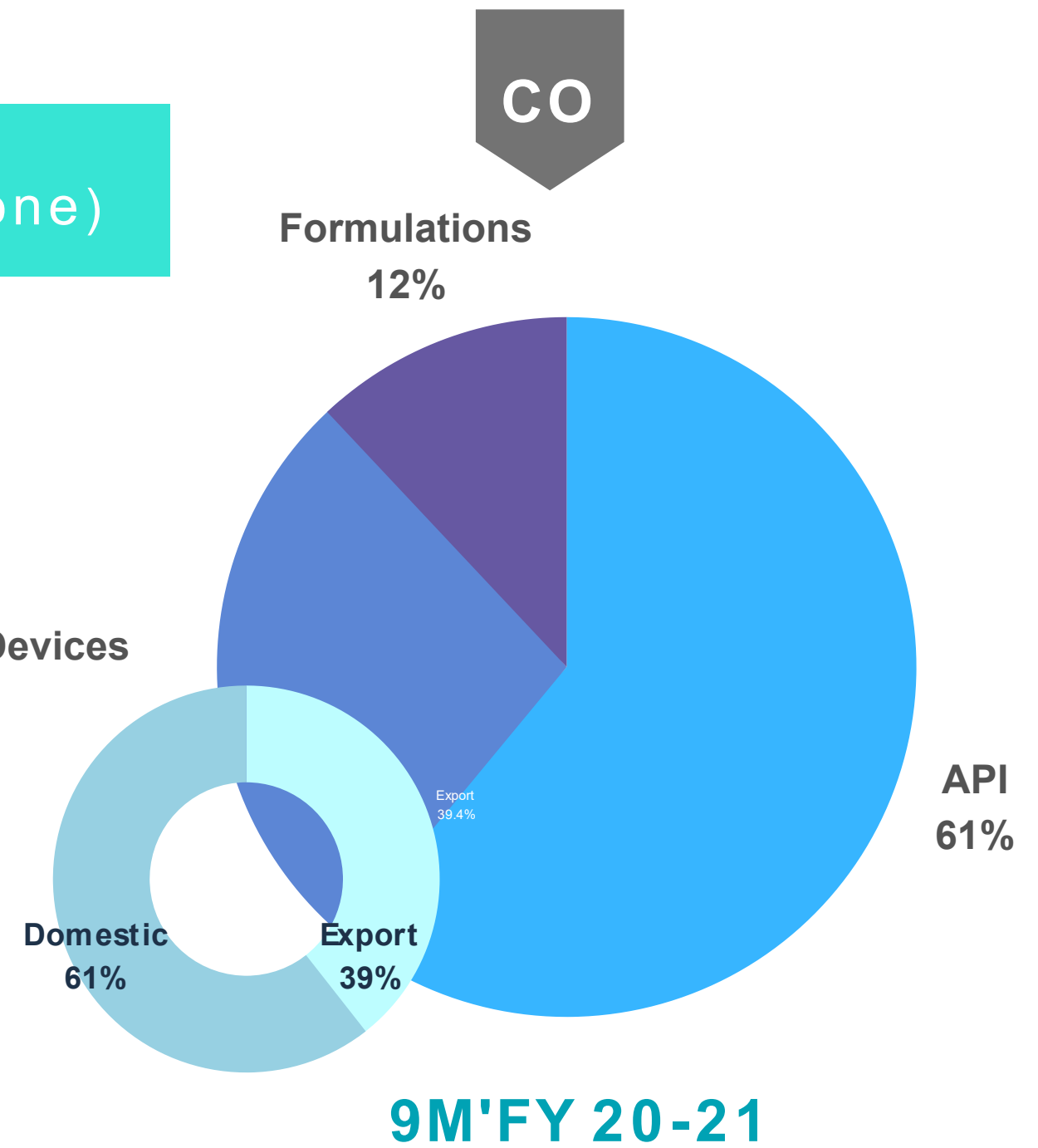
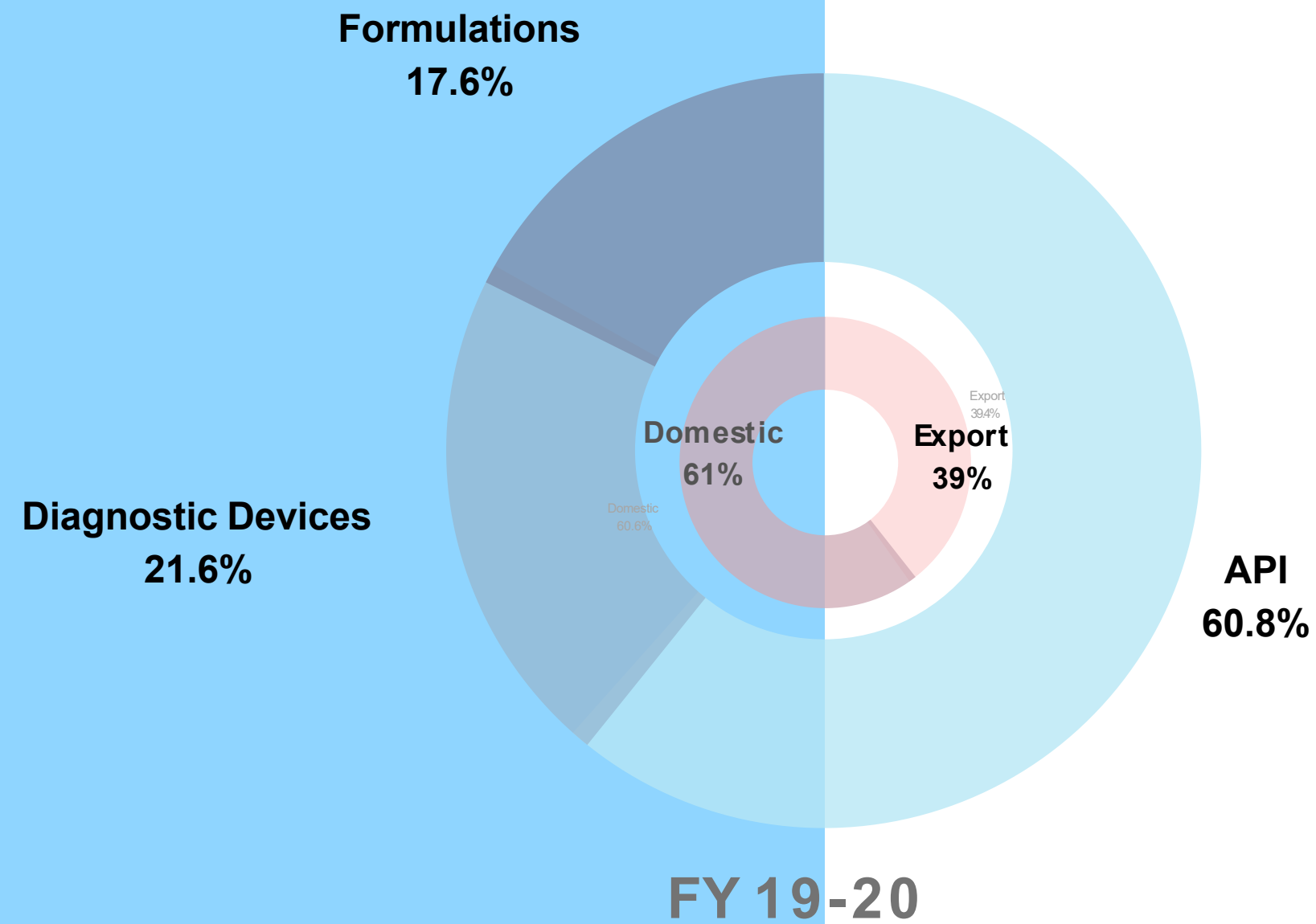
Q3'FY21



MOREPEN: Q3'FY21

SEGMENT WISE REVENUE (Standalone)

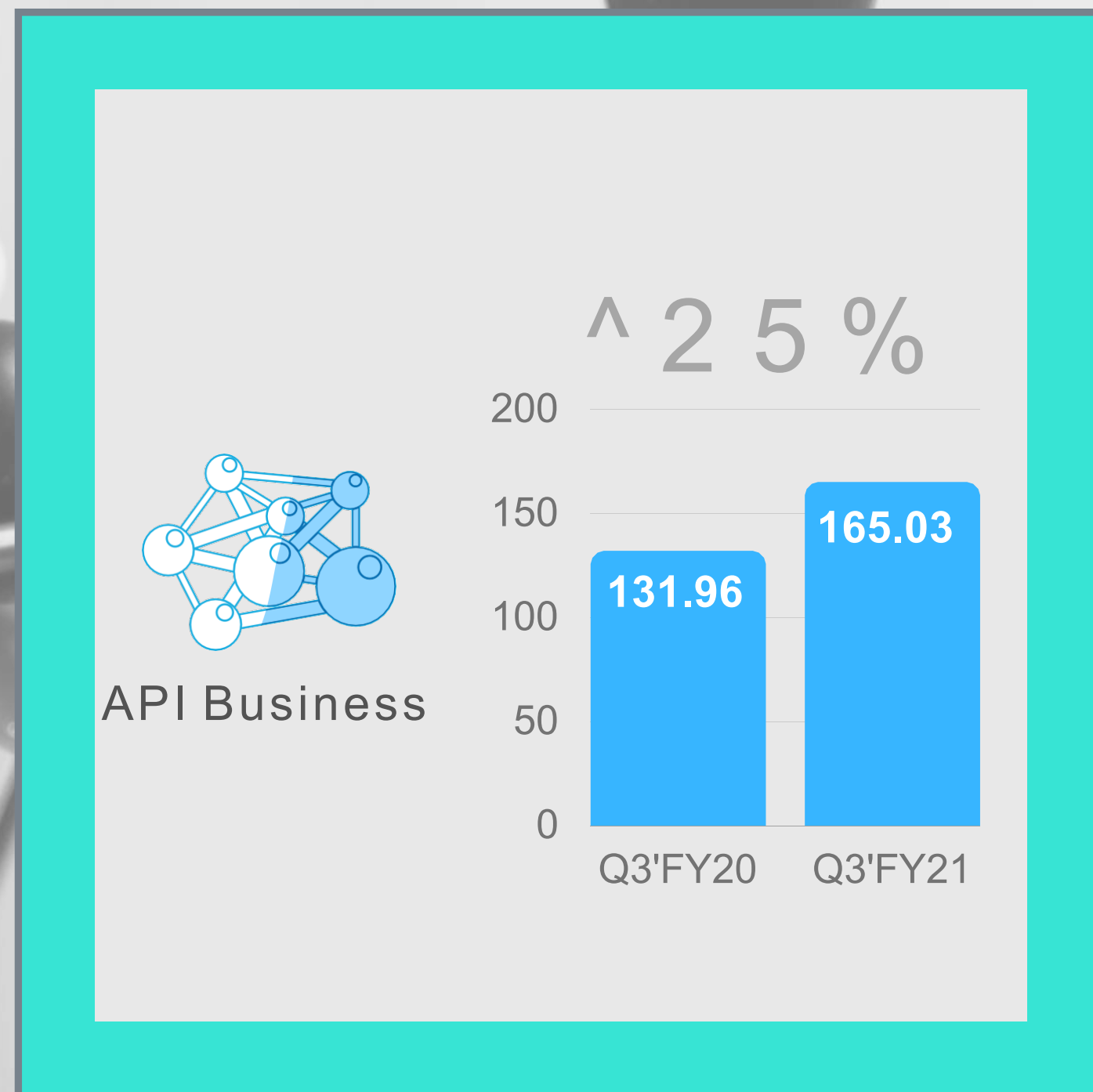
API Leads the Show



	FY'20- 9M'FY21
API Share	62% - 61%
API Export	72% - 69%
Diagnostics	21% - 27%

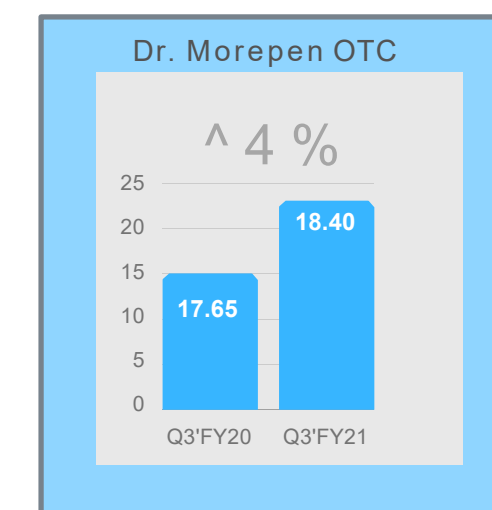
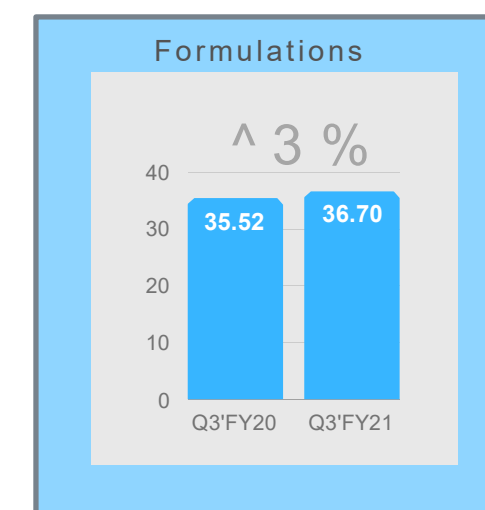
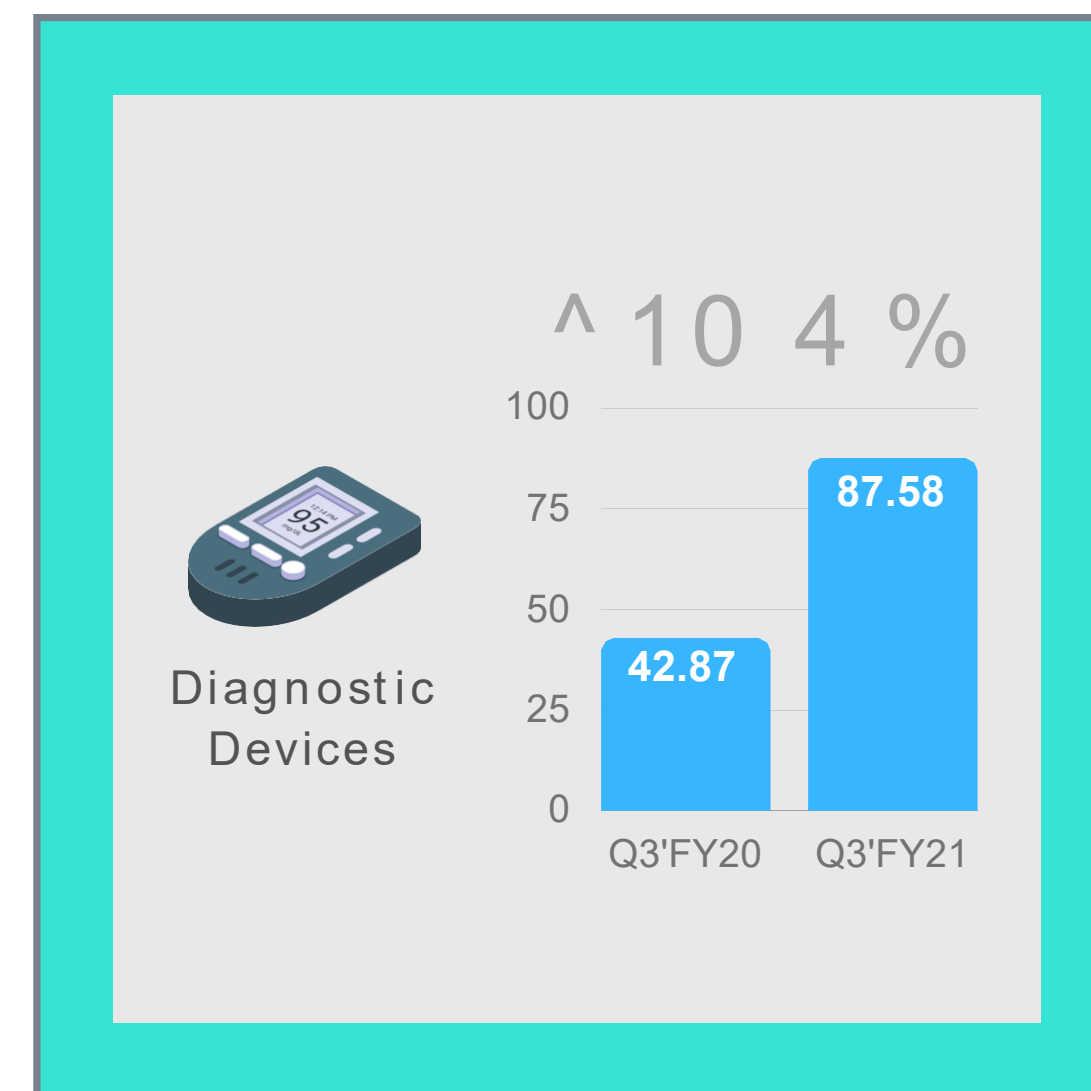
SEGMENT WISE GROWTH

API and Devices grow exponentially



CO

Rs. in crores
Q3'FY21



MOREPEN: Q3'FY21



API DIVISION

API GROWTH

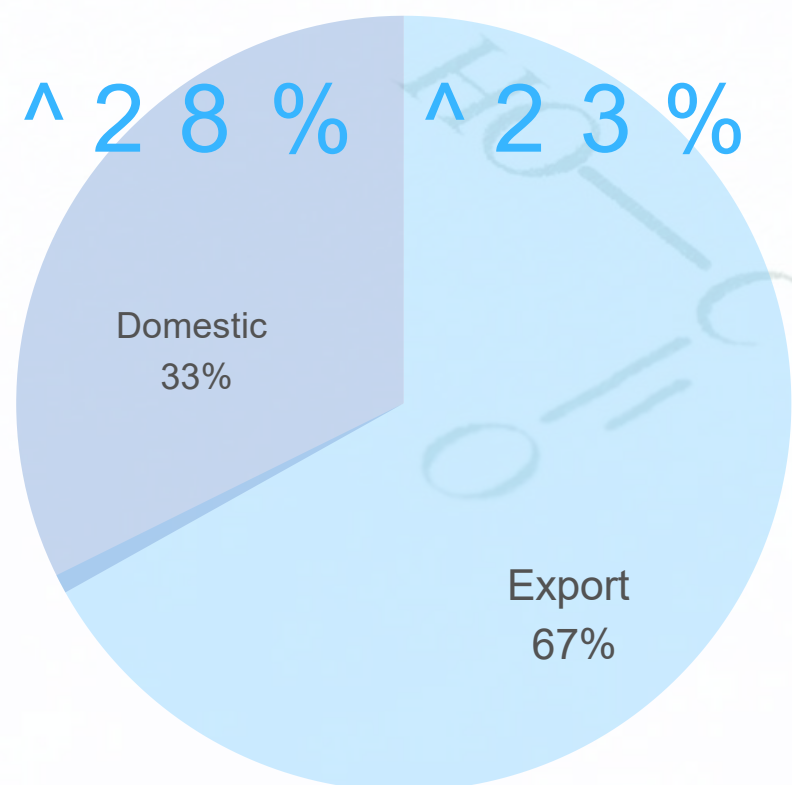
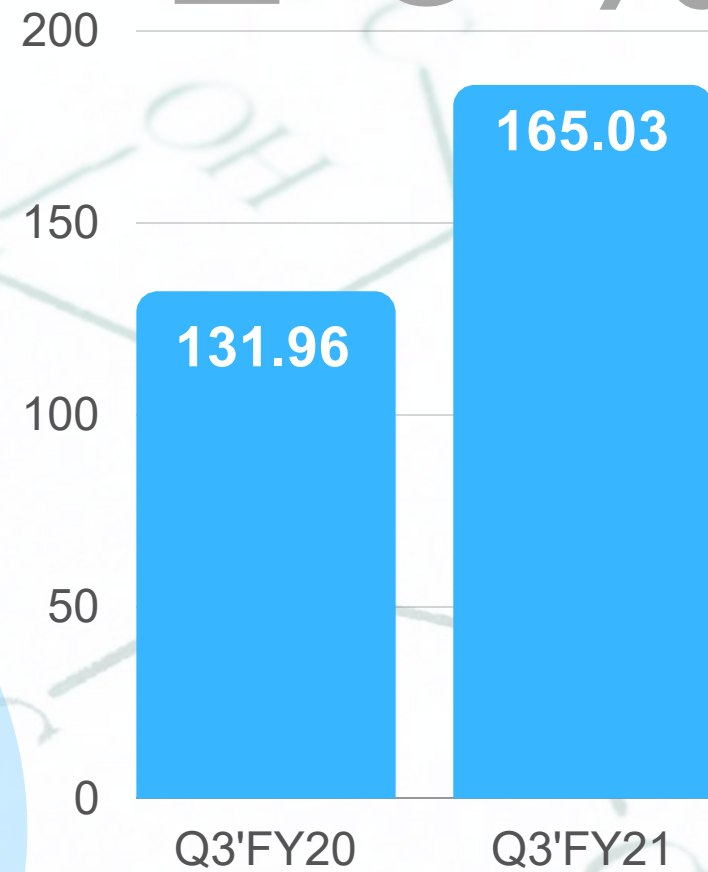
Trendsetting performance

API

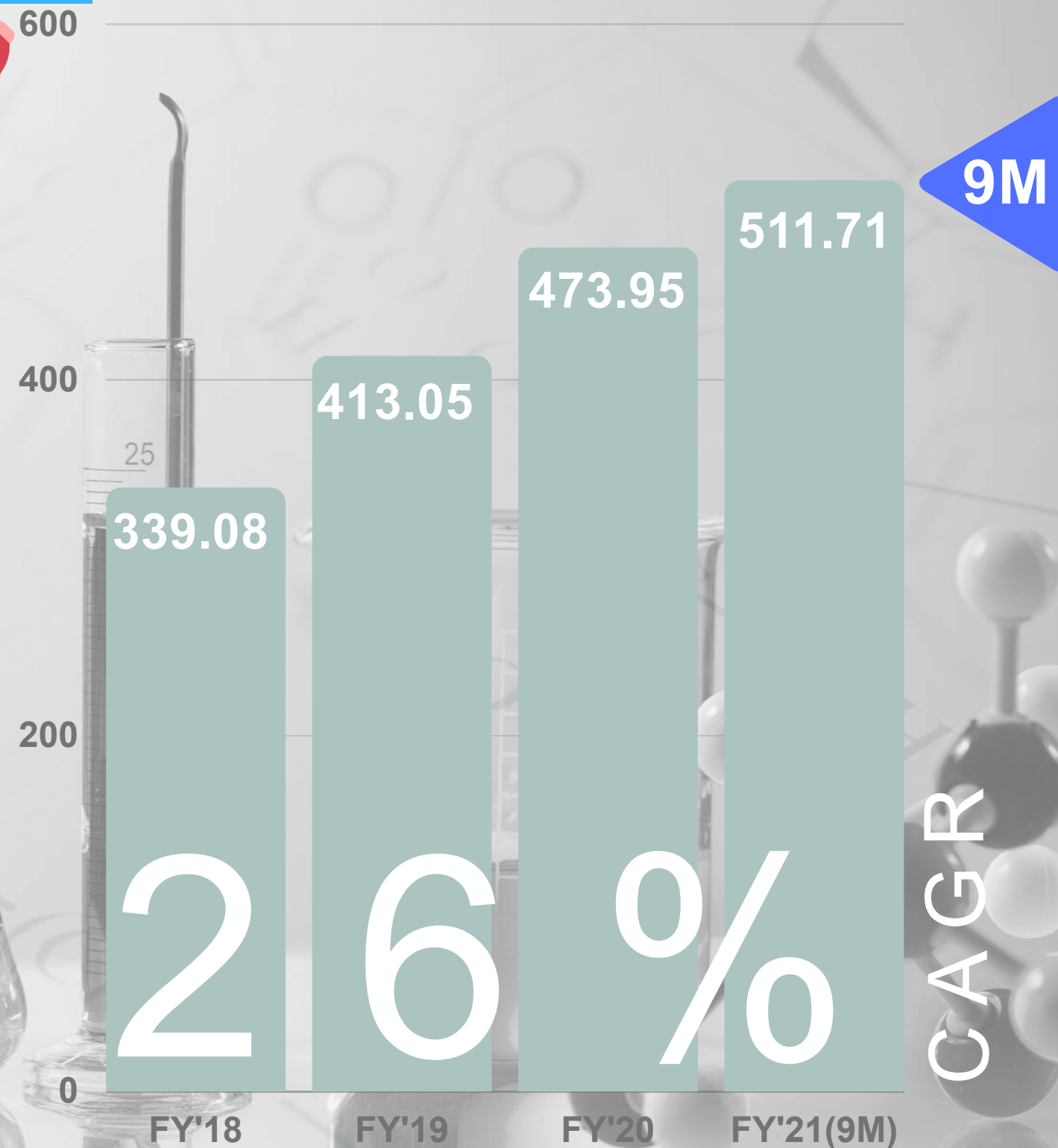
Rs. in crores
Q3'FY21

9M revenue exceeds last full year revenue

^ 25 %



Q3'FY21



9M

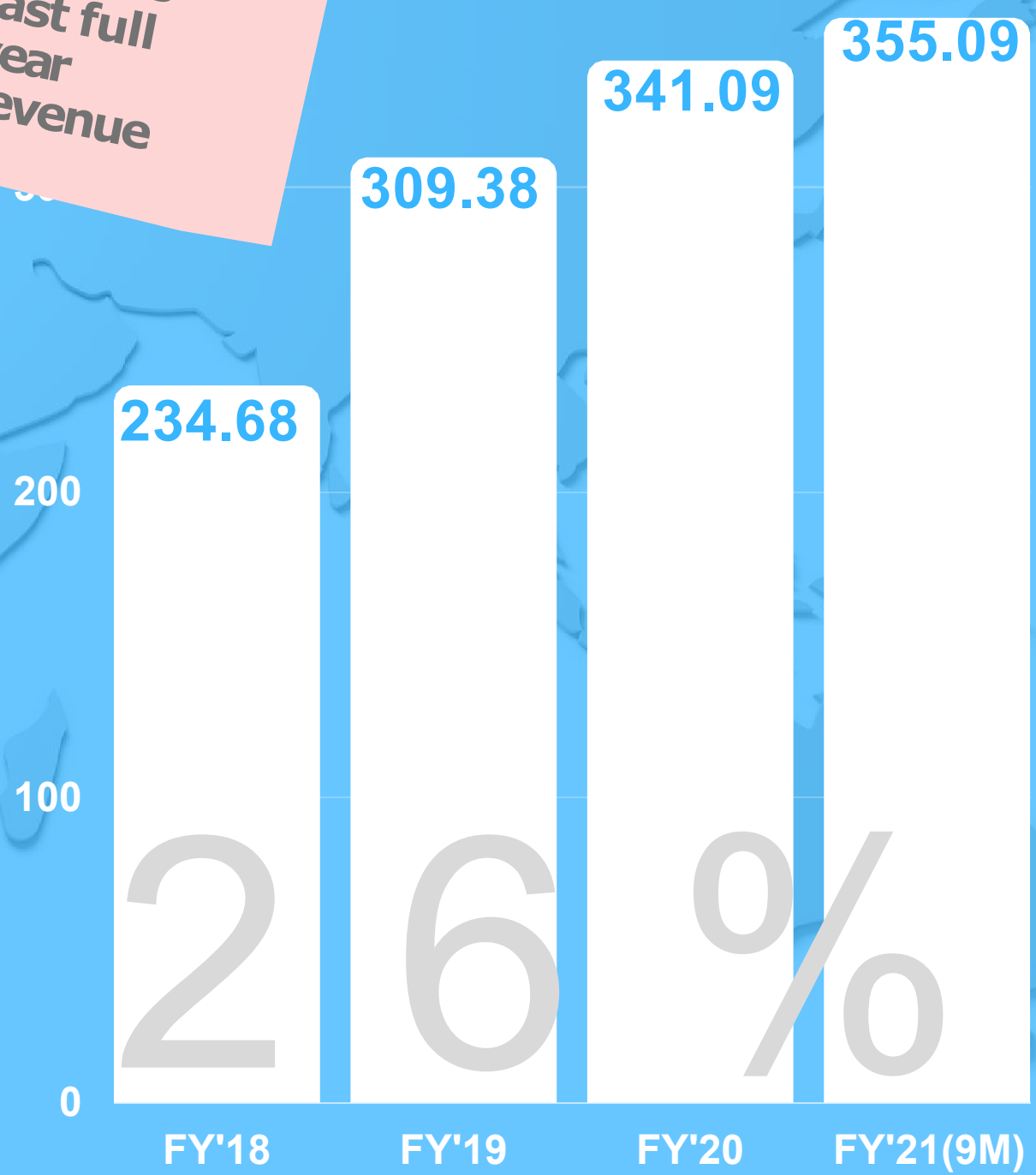


Rs. in crores
Q3'FY21

9M
export
exceeds
last full
year
revenue

9M

69%
EXPORT
To Regulated Markets
9M'FY 21



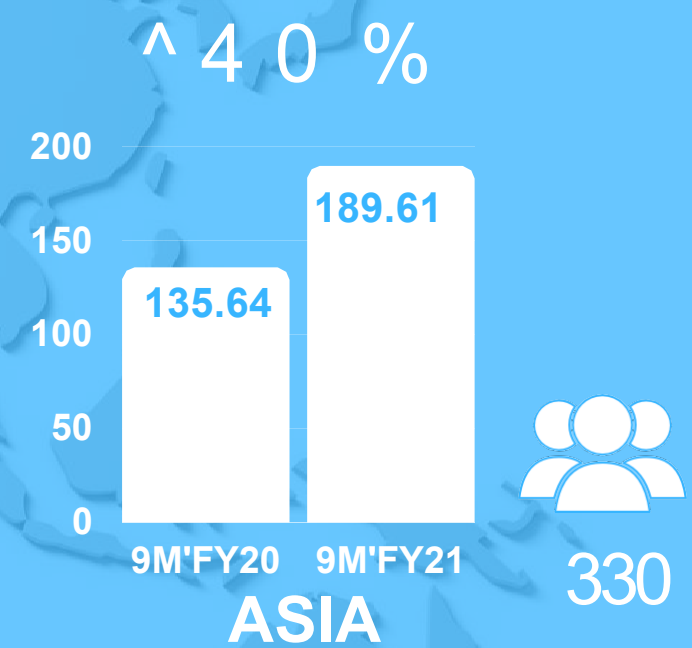
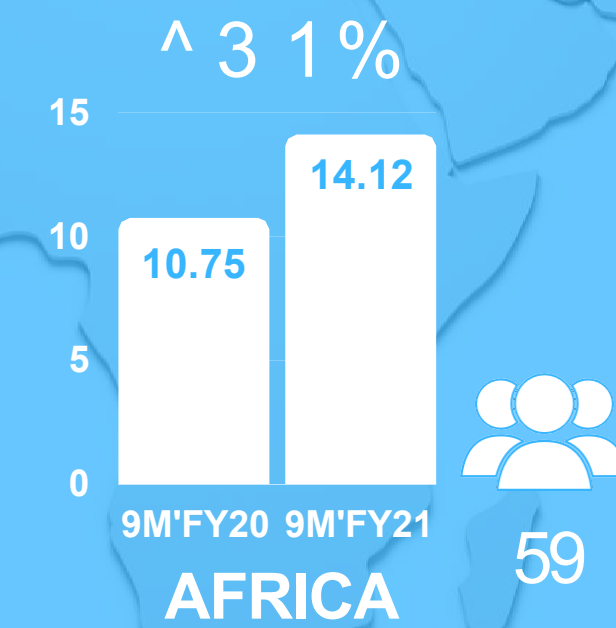
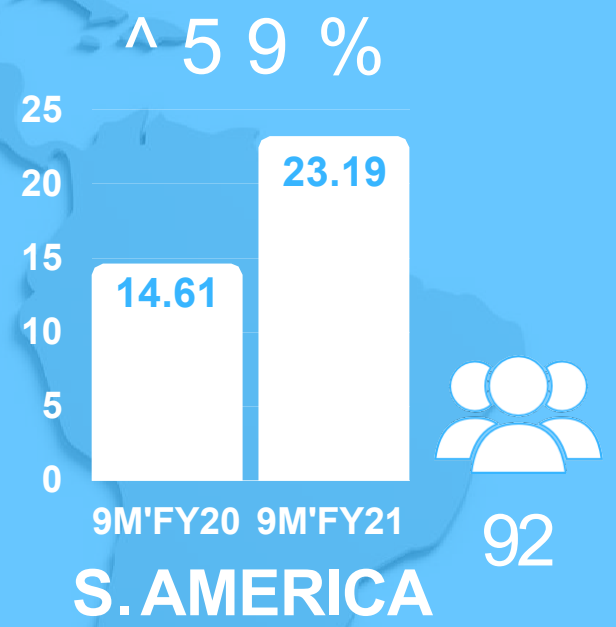
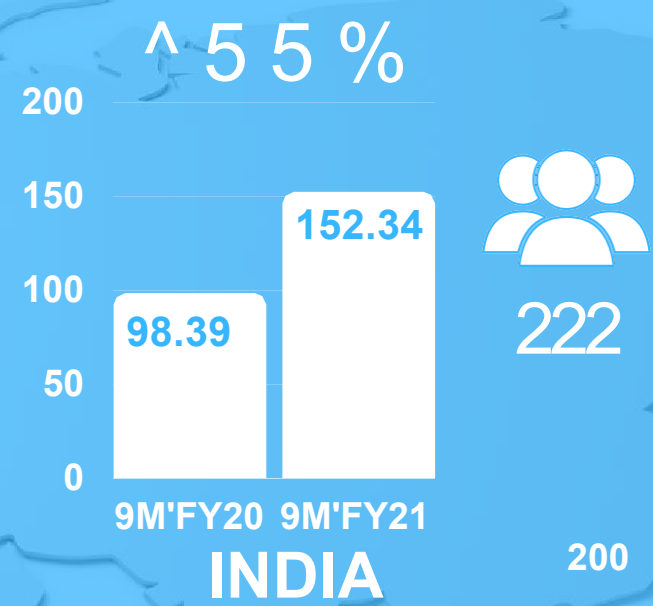
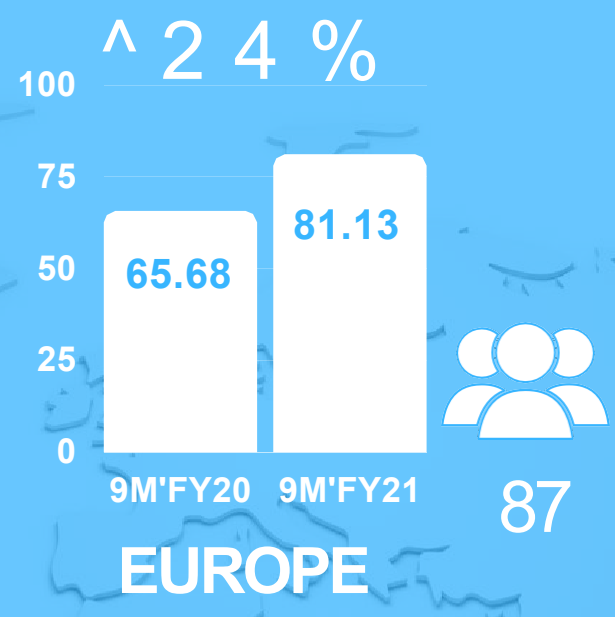
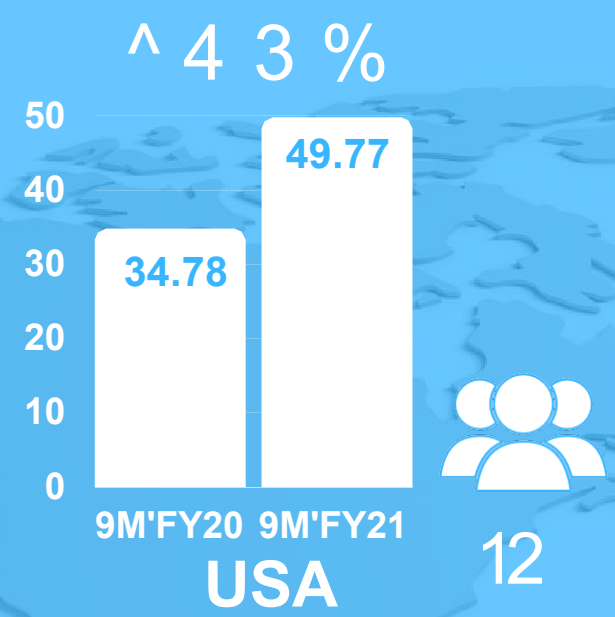
26%

CAGR





Rs. in crores
9M'FY21



802 customers

GLOBAL FOOTPRINT

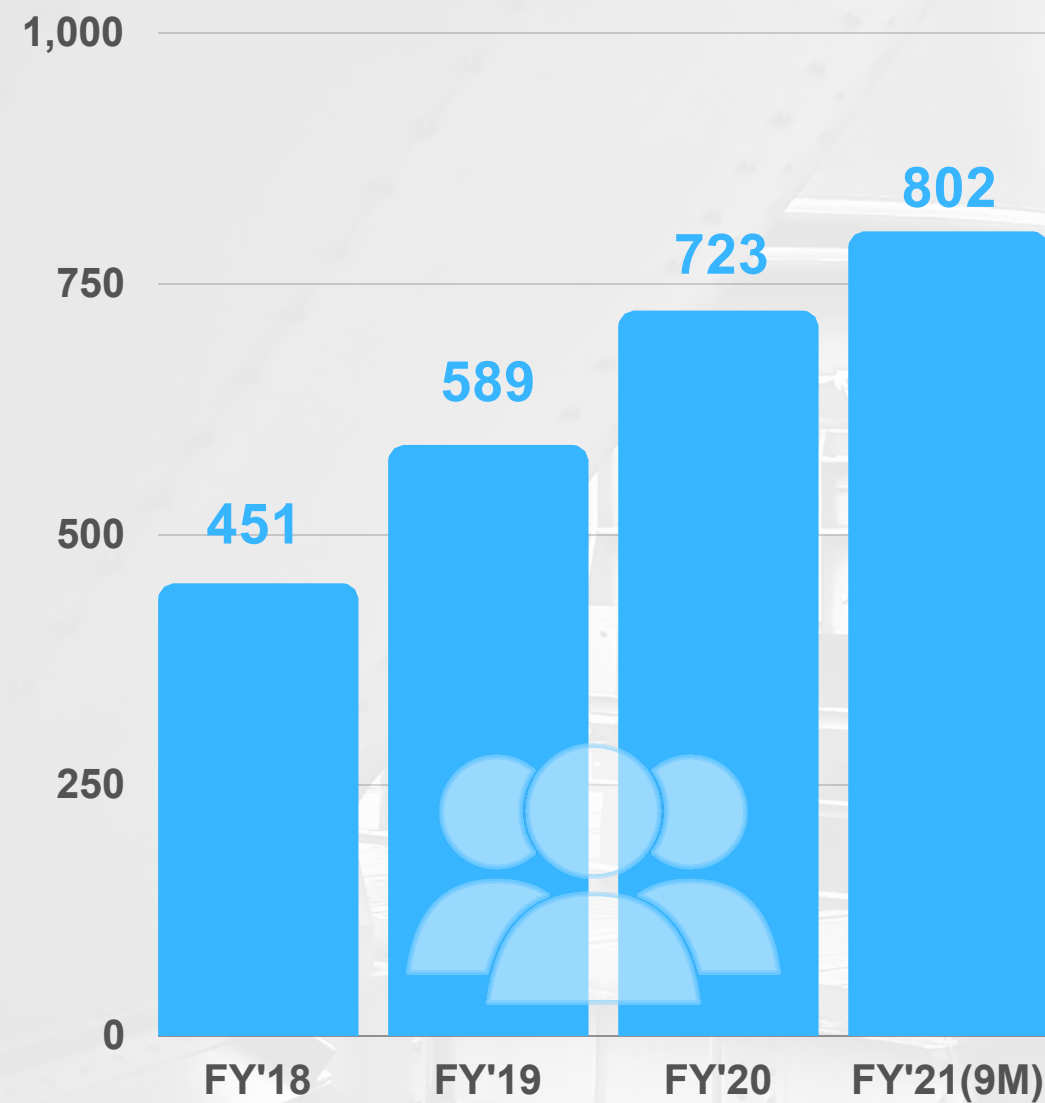


WIDESPREAD GLOBAL BASE

API

Rs. in crores
Q3'FY21

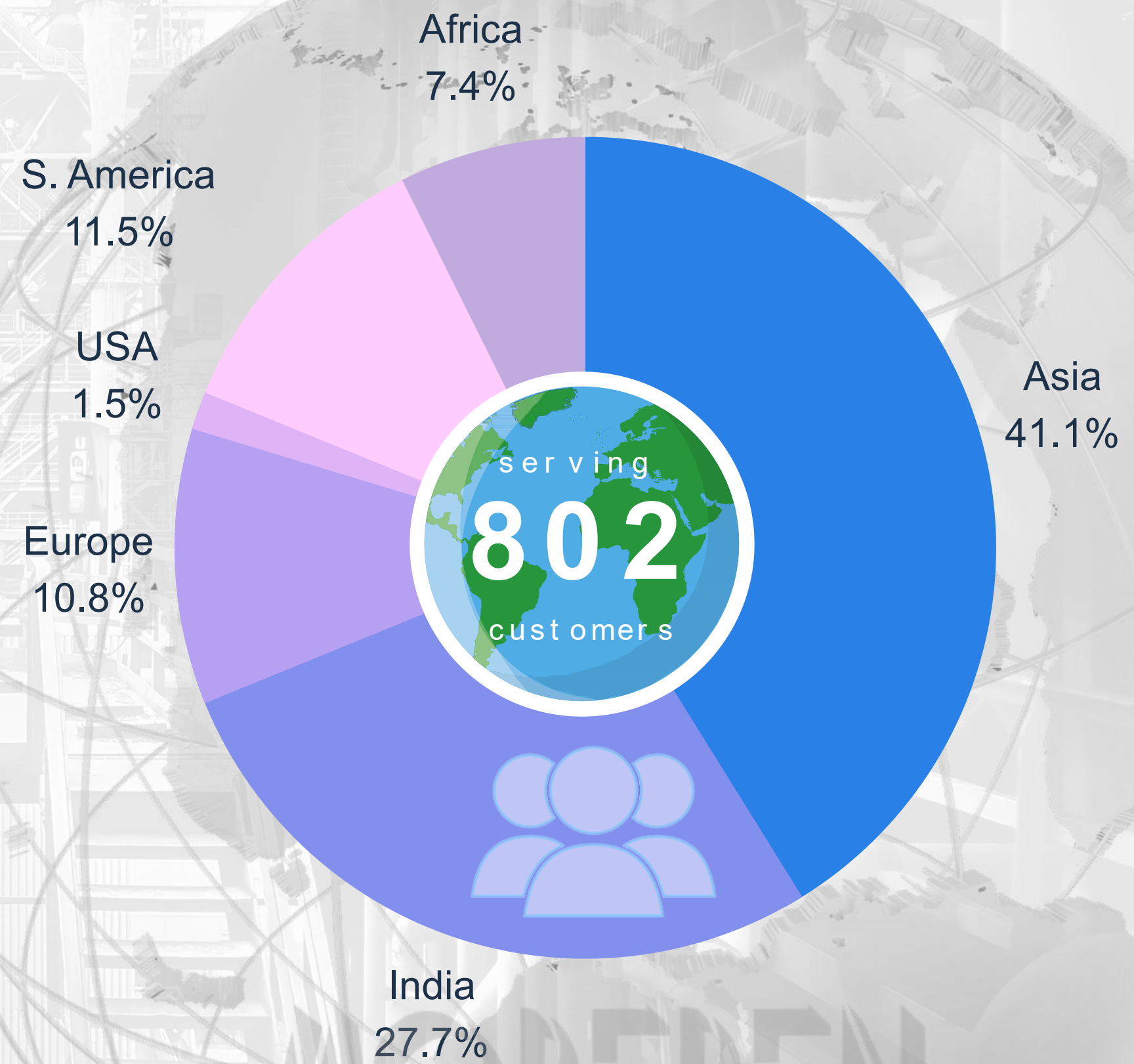
Increasing Customer Reach



Increasing Customers Base



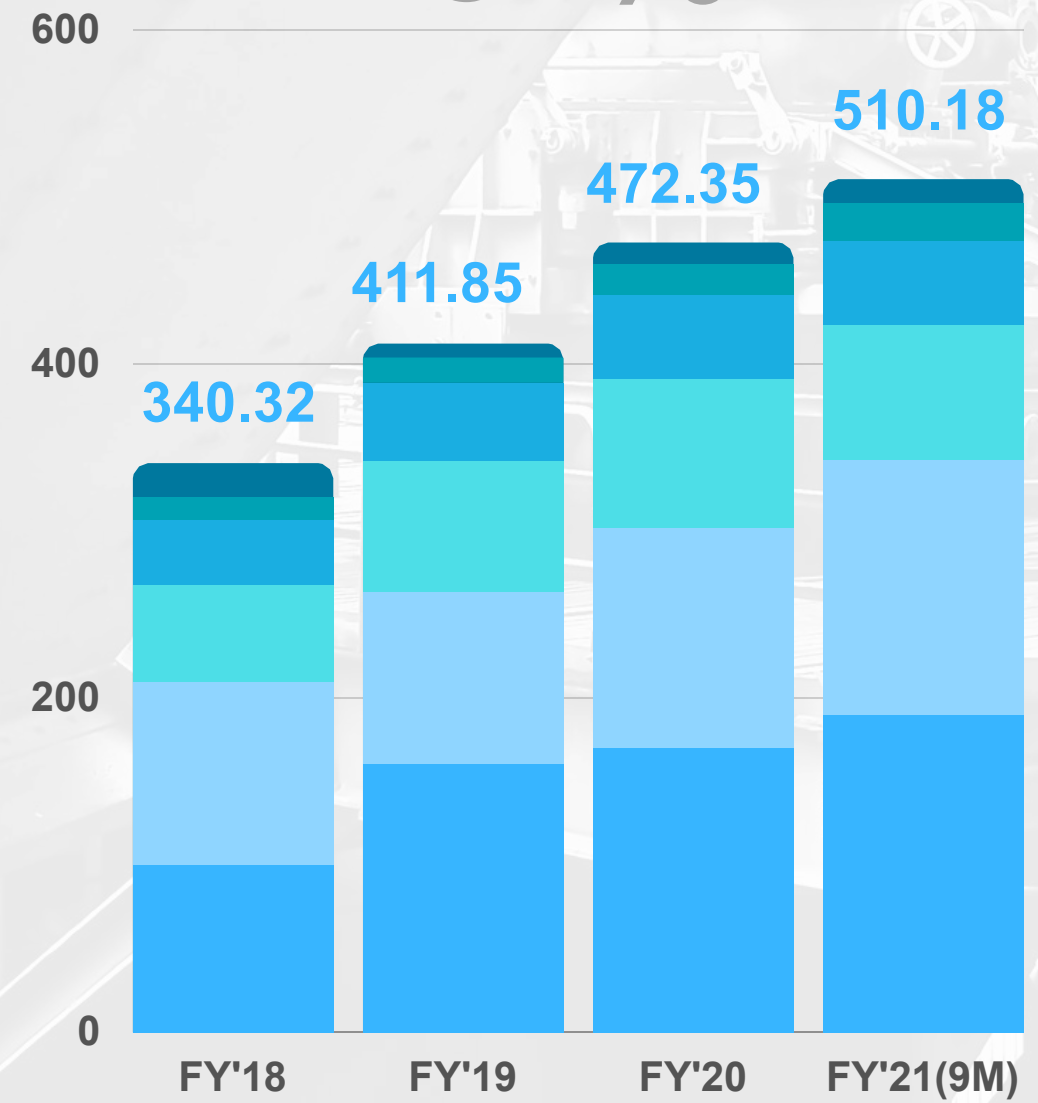
FY'21(9M)



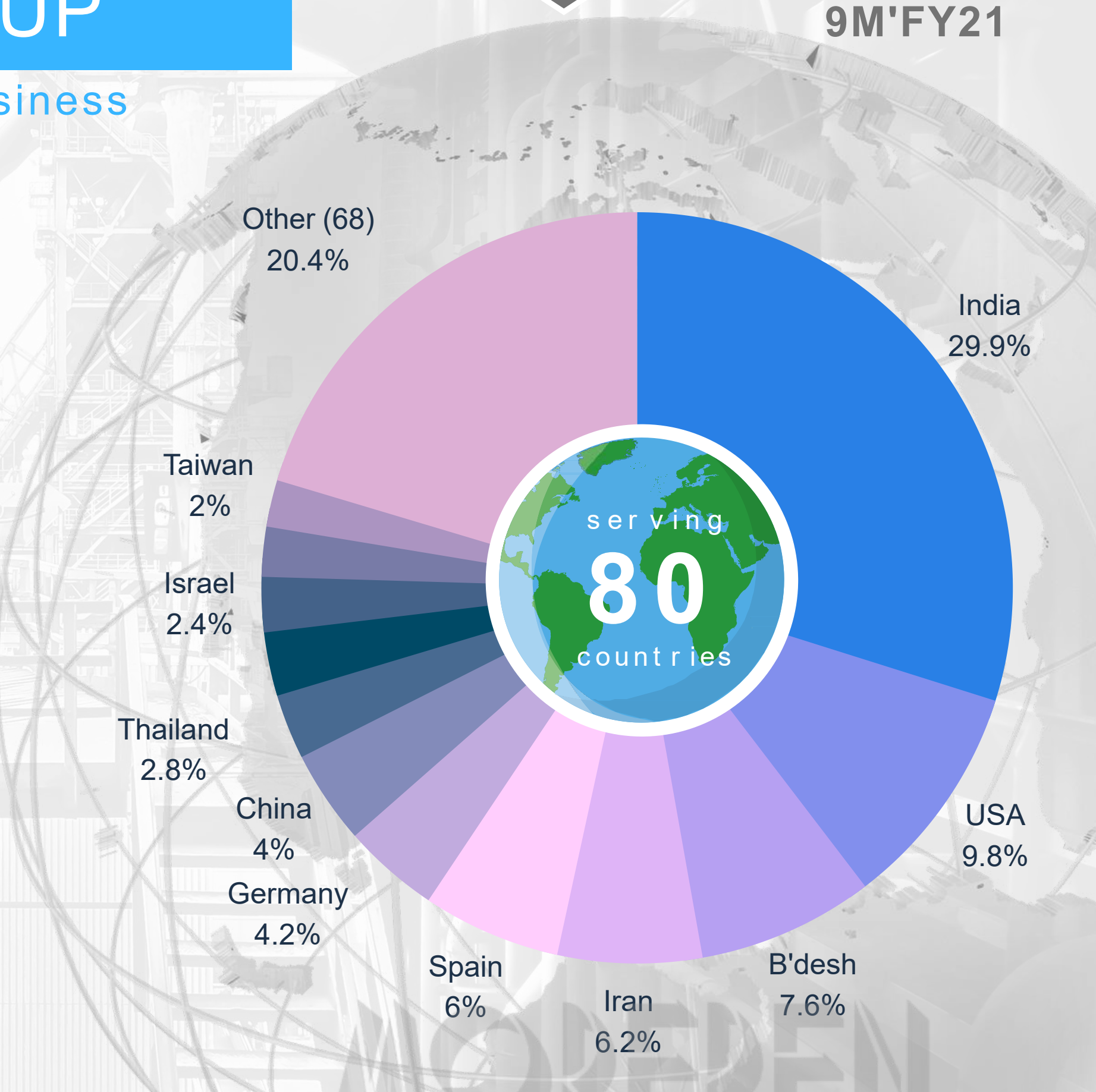
COUNTRIES WISE BREAK UP

Asia (Including India) Contributes 67% of Business

26% CAGR



Continent-wise Sales



KEY API PRODUCTS

Consistent Growth and Market Leadership

API

Rs. in crores
9M'FY21



Loratadine



Montelukast



Atorvastatin

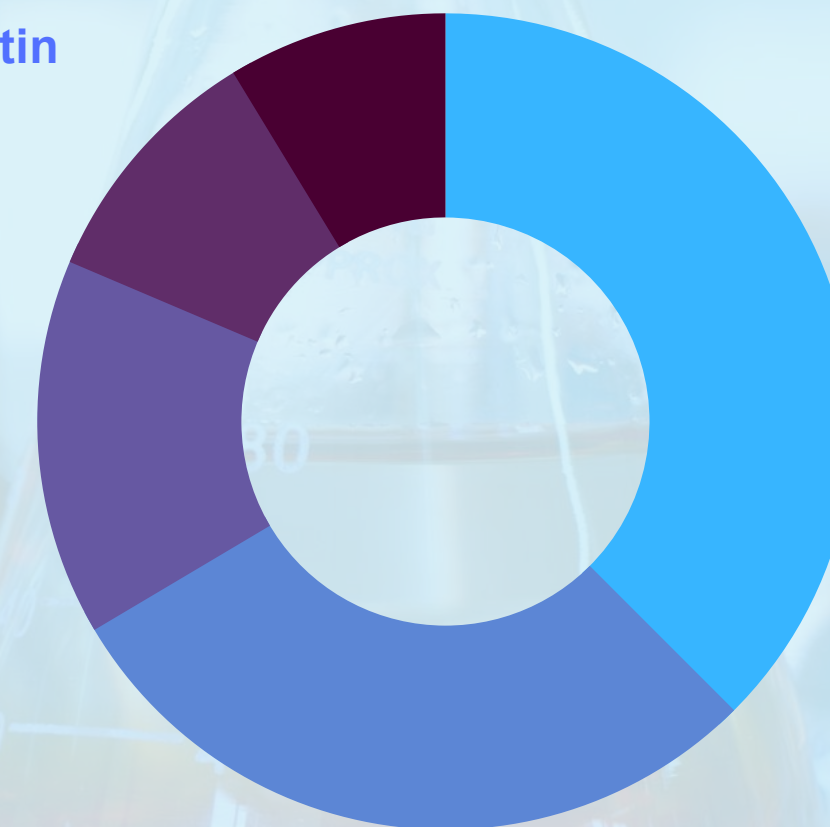


Rosuvastatin

Rosuvastatin
9.9%

Atorvastatin
14.9%

Others
8.7%



Loratadine
37.5%

Montelukast
29%

INTELLECTUAL PROPERTY

The Growth Engine



129
Patents

120
DMFs

10
China- IDLs

30
New Products

USA . Europe . Japan
China . Taiwan . Australia

FY'21 (9m): 5 patent, 9 dmf, 1IDL, 5 new products

API EXPANSION PROJECT

Major Expansion after 22 years



New Project Site

Govt. of India supporting API expansions plans and has also launched performance linked incentive scheme



rs. **178** crores
Project Cost



3 years
Completion time



700 people
New Hiring



2000 MT
Capacity



40
New Products



rs. **4217** crores
Production Value



EXPANDING API MARKET

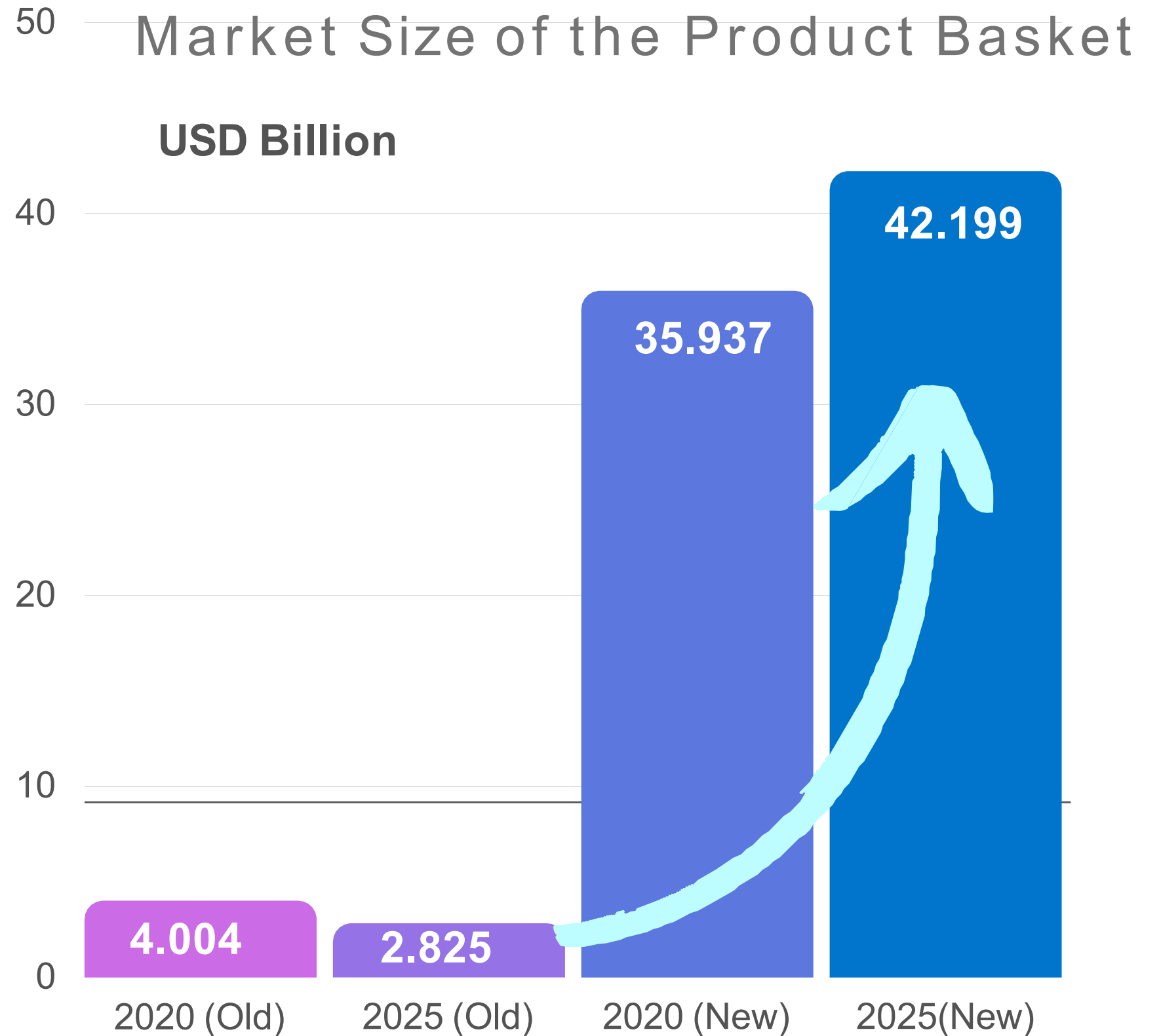
New Molecules add 15X market size

Total global market size of the all the products which the Company is presently selling is only \$4.004 Billion and in coming five years is going to go down to \$2.825 Billion since these are all old products for which patent expired in last 10-20 years ago and the market is not expanding very fast though Company is growing at 27% CAGR

With addition of New Molecules for which patent expiry is slated in 5-6 years, a new market of \$35.937 Billion opens up which will grow to \$42.199

15X

market reach



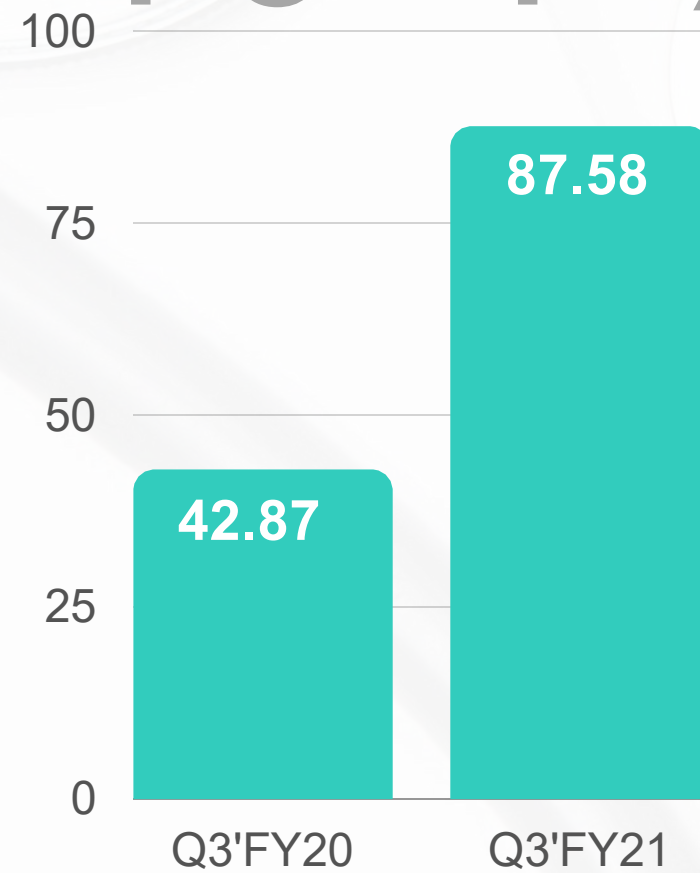


DIAGNOSTICS DEVICES

DIAGNOSTIC DEVICES

Manufactured in India

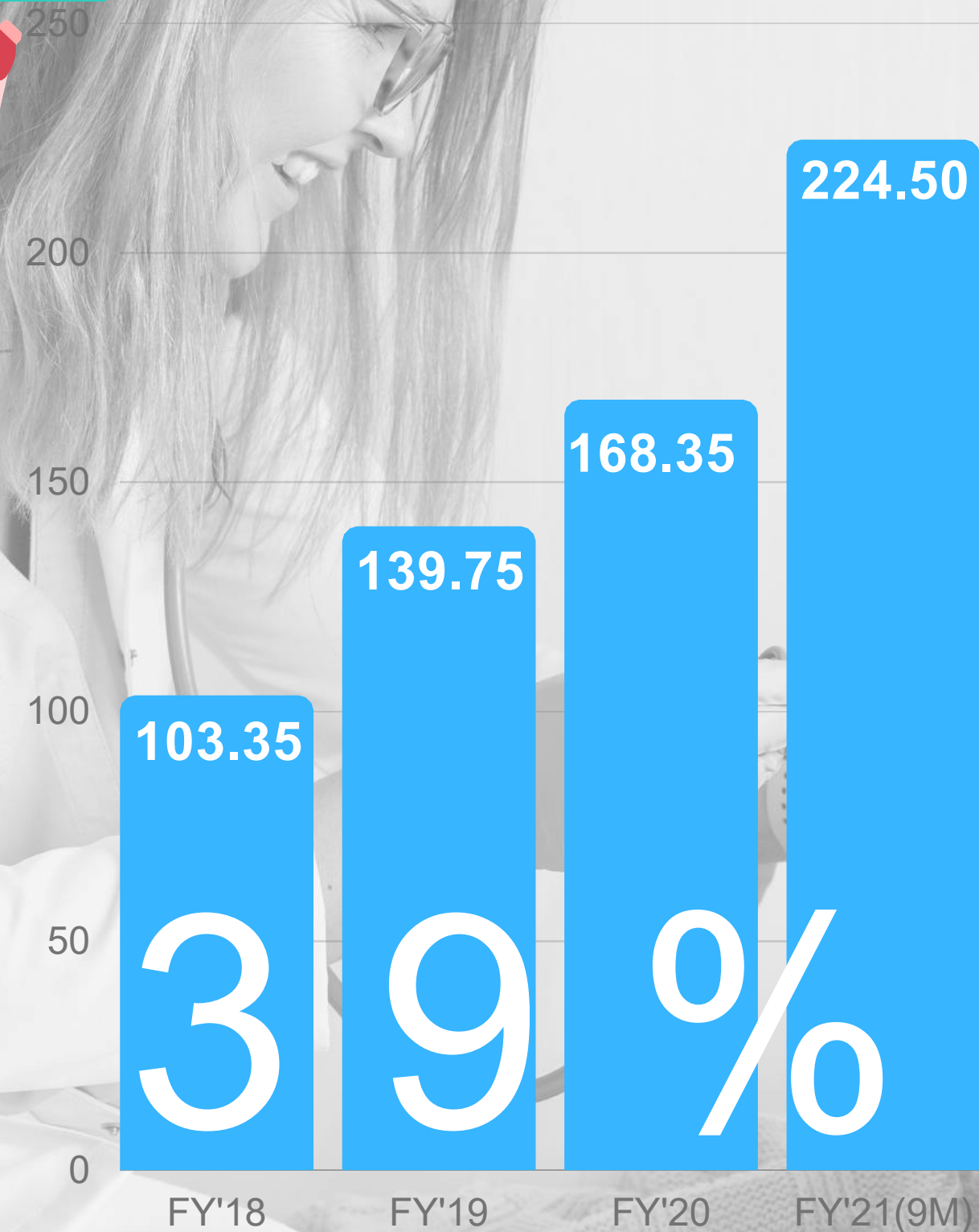
^ 104%



9M revenue far exceeds last full year revenue

MEDICAL DEVICES

Rs. in crores
Q3'FY21



9M

39%

CAGR

KEY PRODUCTS

MEDICAL
DEVICES

Q3'FY21

A significant increase

^ 99 %

Gluco Meters



^ 210 %

BP Meters



^ 45 %

Thermometers



^ 22 %

Nebulisers

62%

GLUCO
METER

SHARE OF GROSS REVENUE

9M'FY 21

GLUCO MONITORS

Market Leadership

YTD DEC'20



4.5 MILLION
INSTALLATIONS

5 6 5
MILLION
STRIPS
SOLD

Q3'FY21:
0.477 million
New Meters Installed

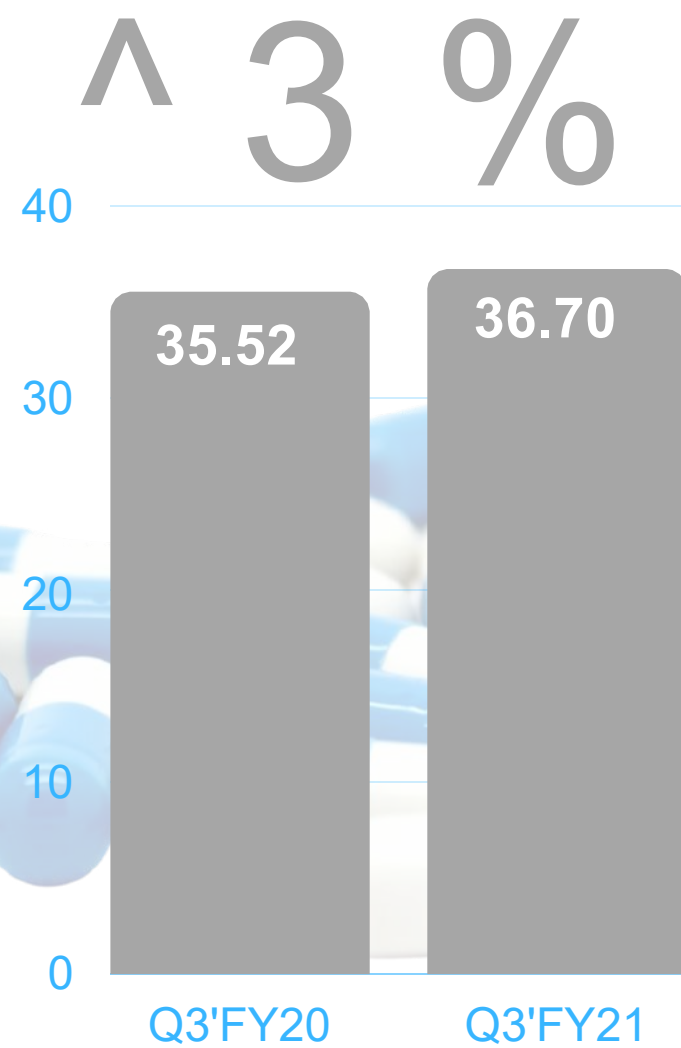
Q3'FY21:
55 million test
strips sold



FINISHED DOSAGES

FORMULATION

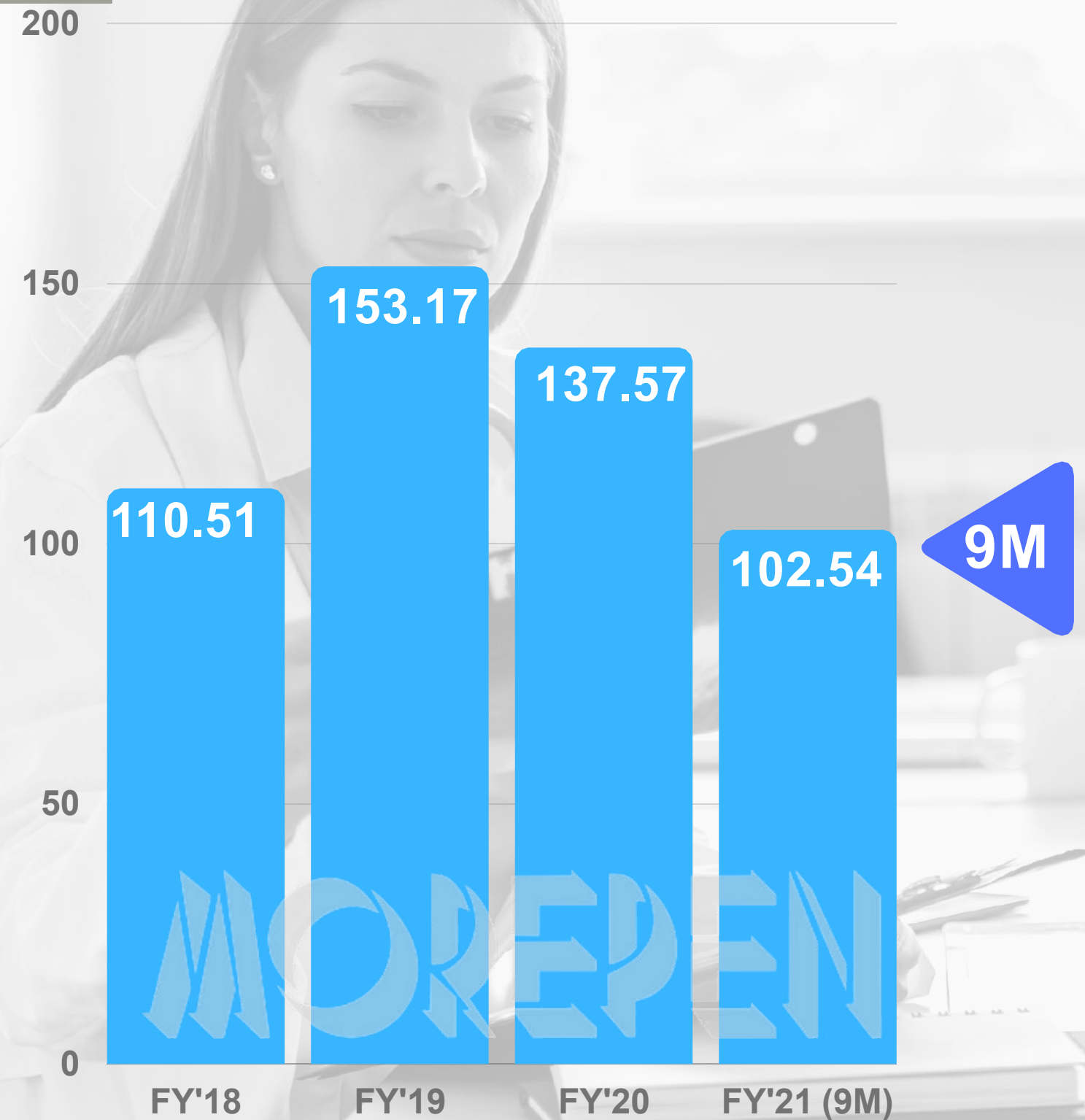
Branded & Generics



Affected by Covid-19
Q-o-Q recovery coming

FINISHED
DOSAGES

Rs. in crores
Q3'FY21



RX PRODUCT RANGE

Nutrition, Diabetic, Cardiac

FINISHED DO SAGES



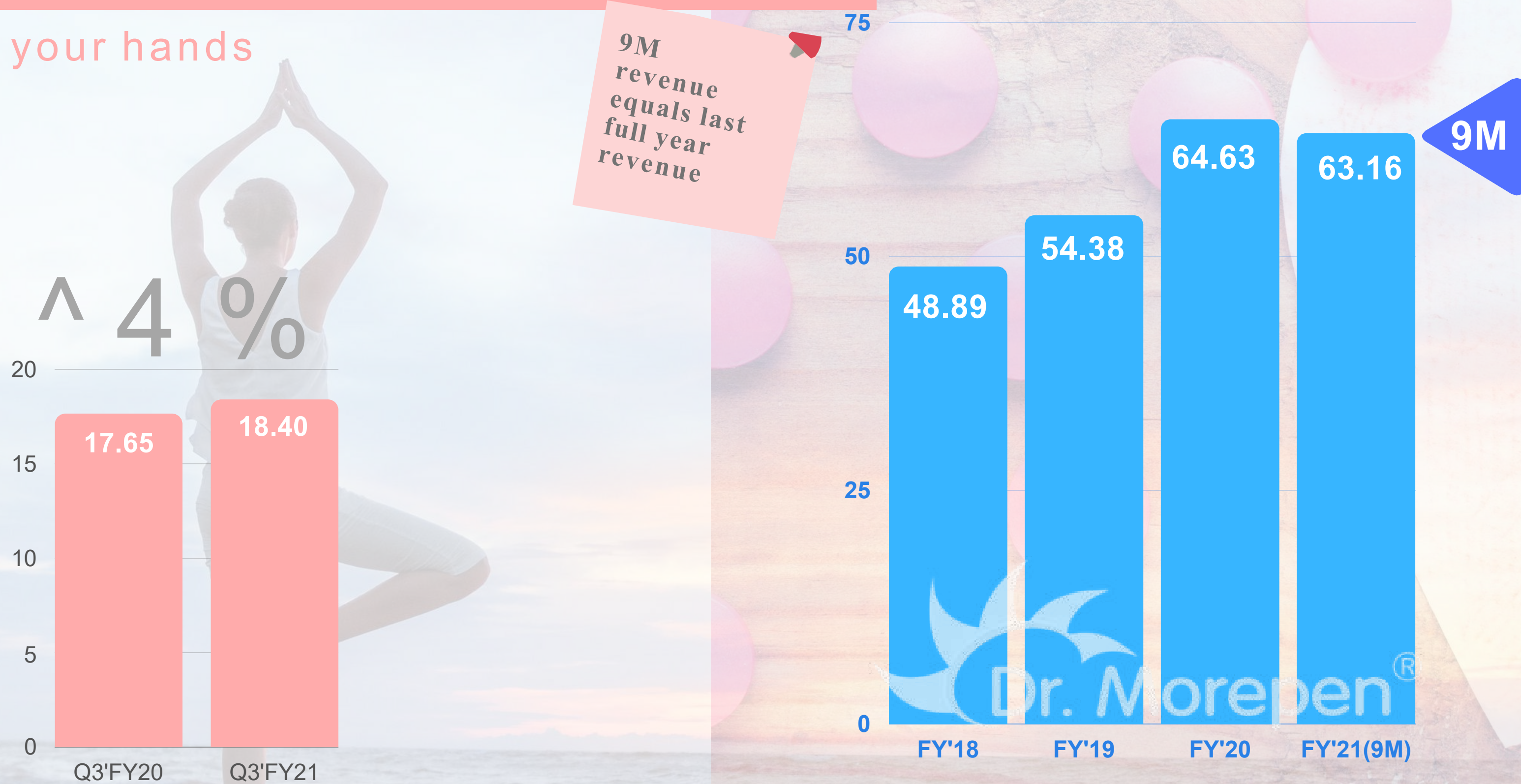


DR. MOREPEN

Health in your hands

OTC

Rs. in crores
Q3'FY21



DR. MOREPEN

Burnol- Original Burn Cream

OTC



DR. MOREPEN

Complete Product Basket

OTC



Covid Essentials

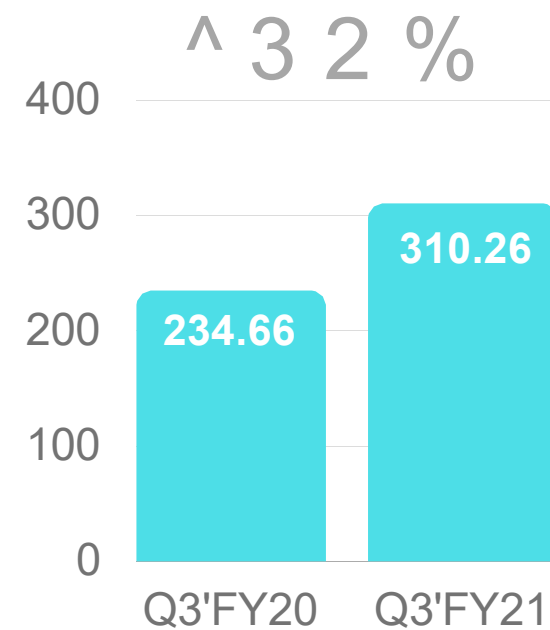


FINANCIAL HIGHLIGHTS (Consolidated)

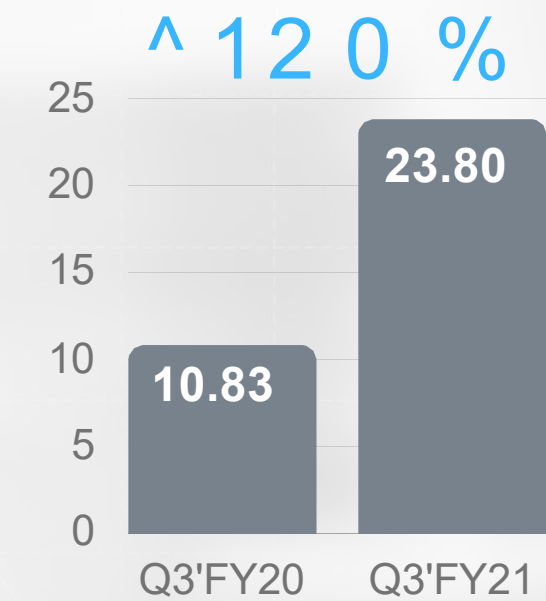
CO

Rs. in crores
Q3'FY21

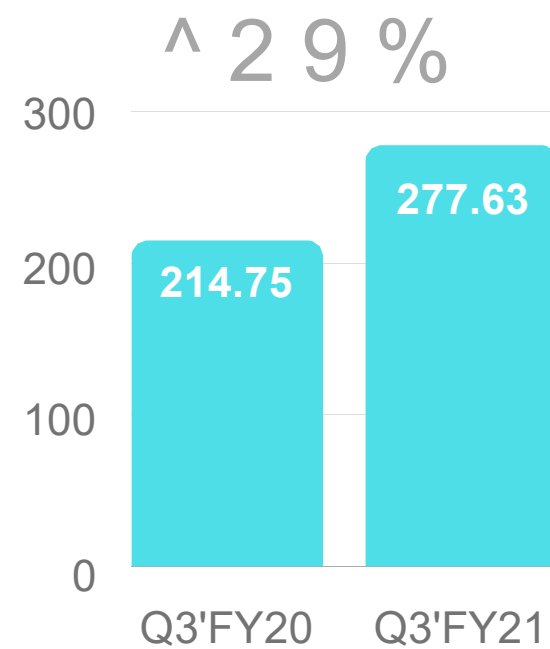
Exponential Growth



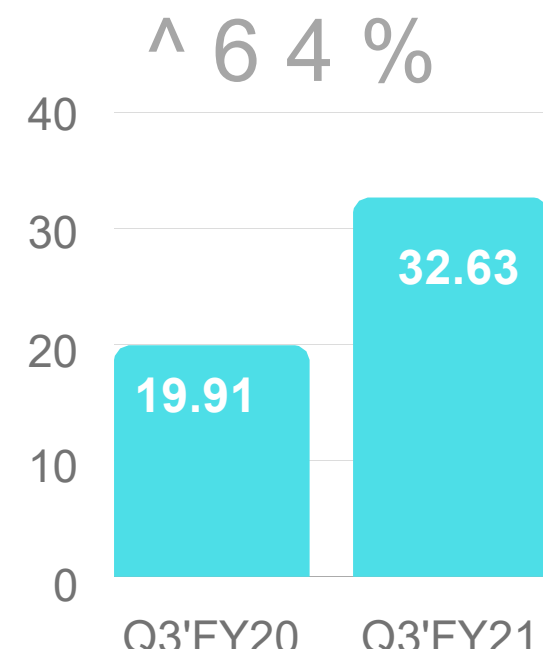
Net Revenue



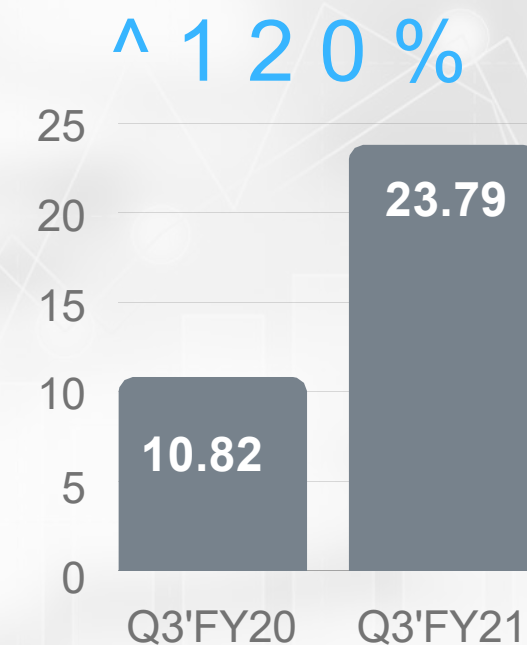
Profit before tax



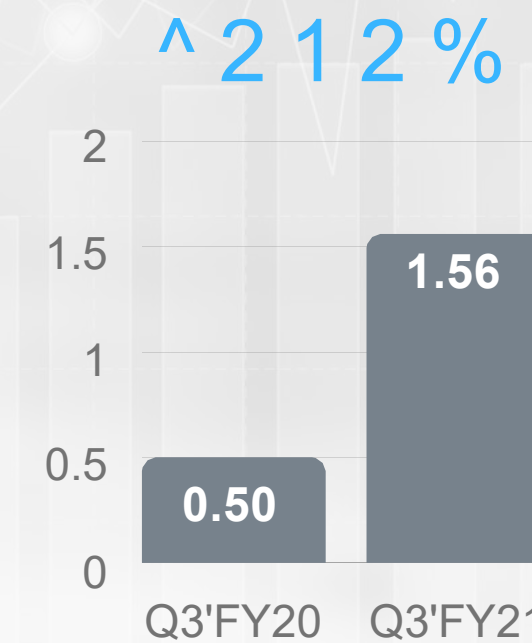
Expenditure



EBIDTA



Profit after tax



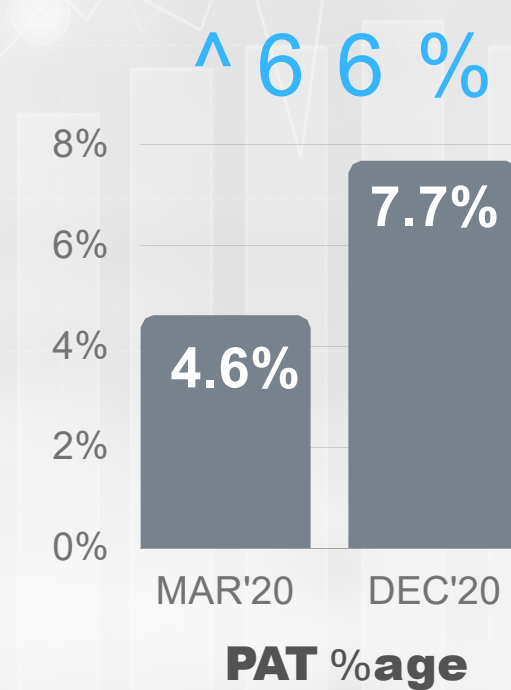
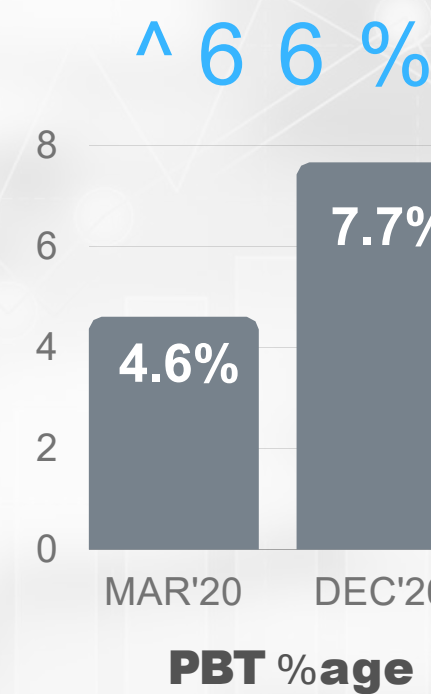
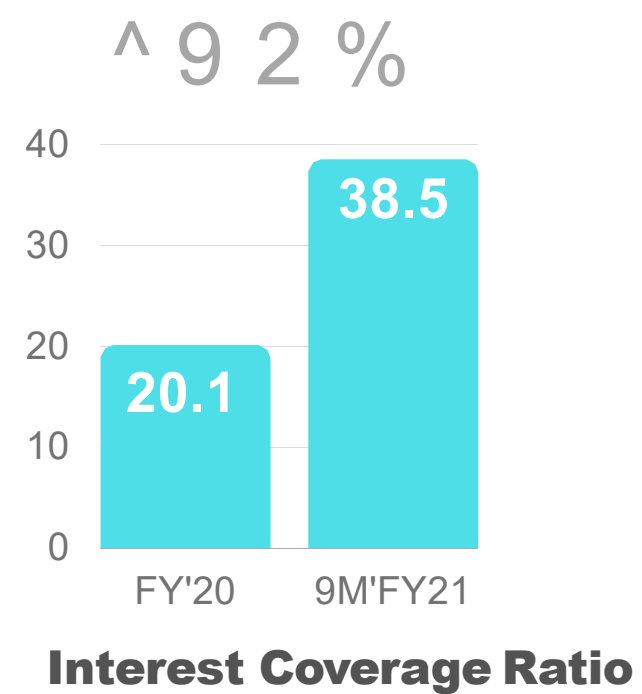
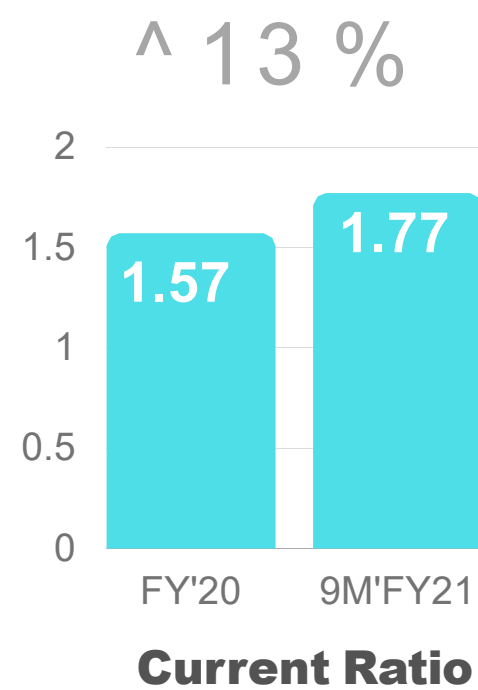
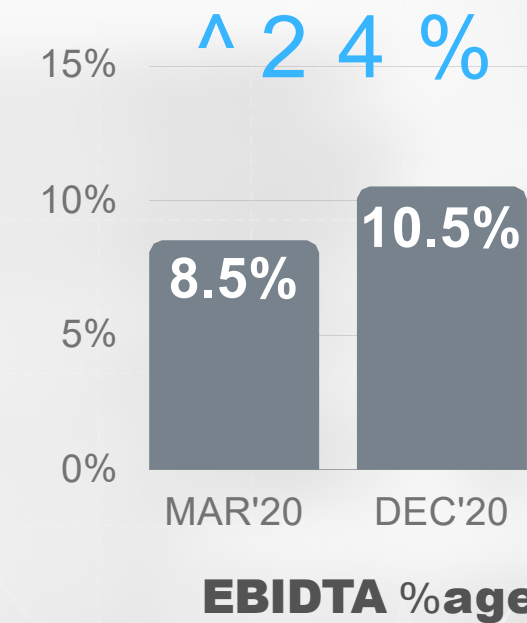
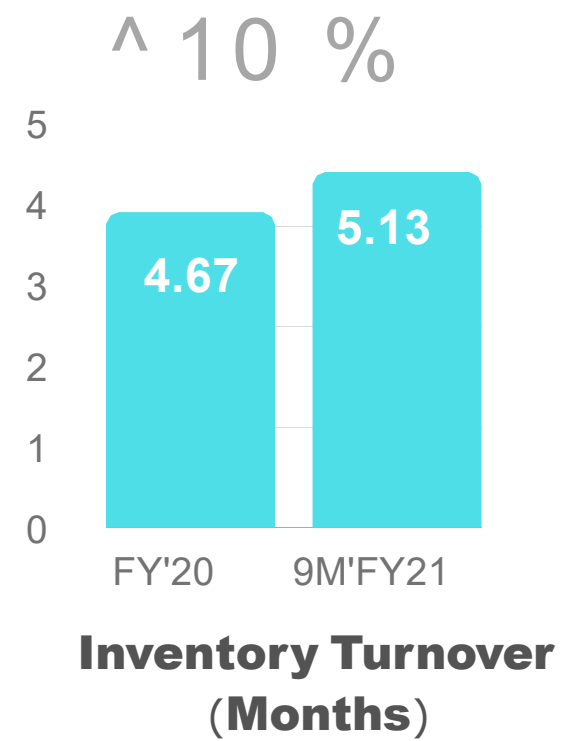
9M EPS (Rs.)

OPERATING RATIOS (Consolidated)

CO

Rs. in crores
Q3'FY'21

Excellent Performance Indicators

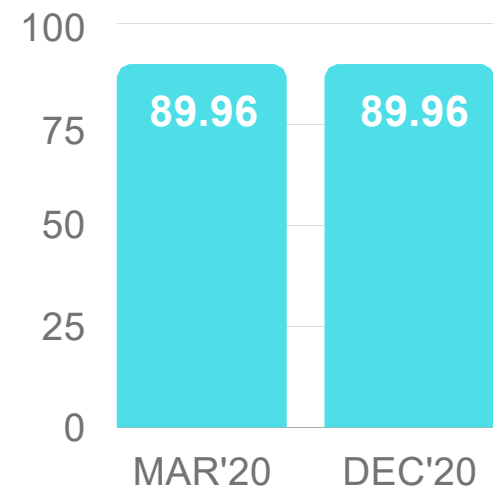


BALANCE SHEET RATIOS (Standalone)

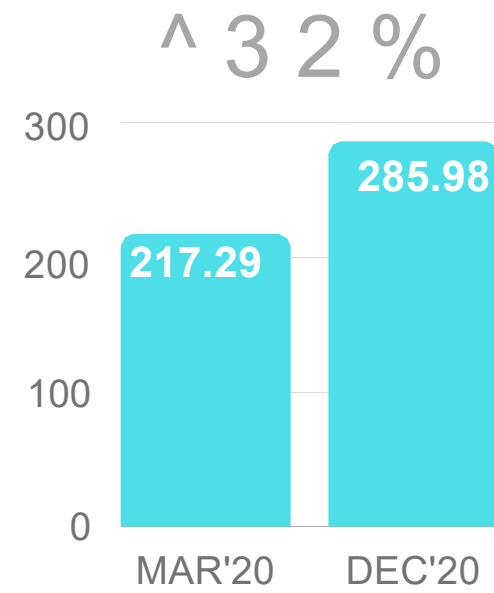
CO

Rs. in crores
9M'FY'21

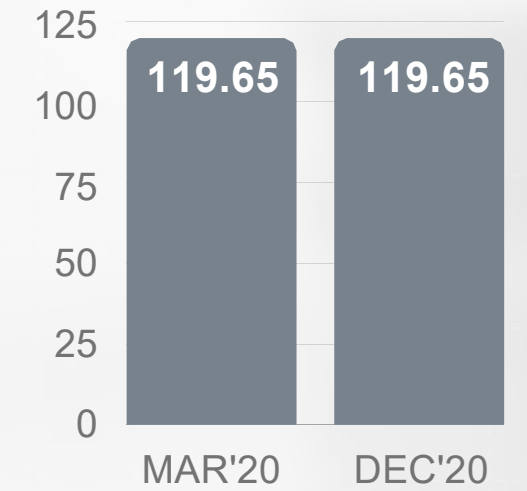
Growth from within



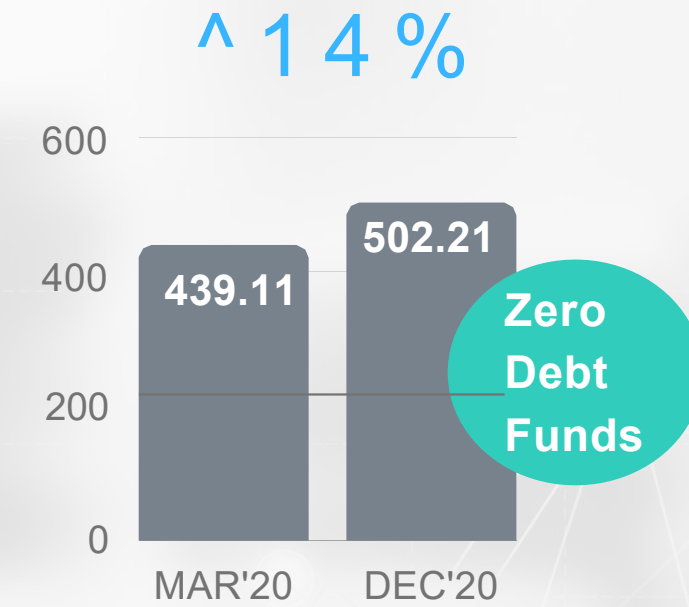
Equity Capital



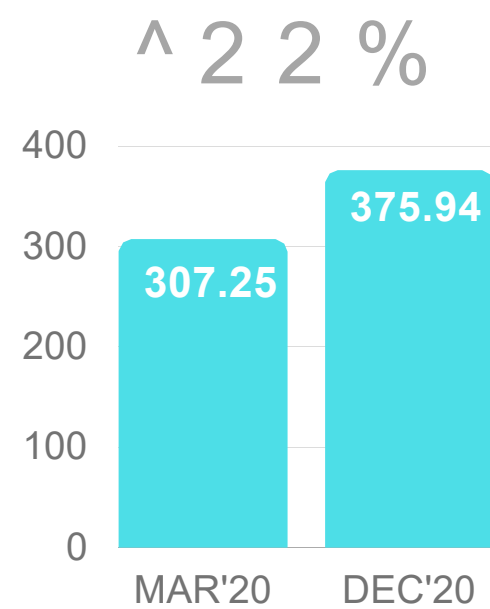
Reserve & Surplus



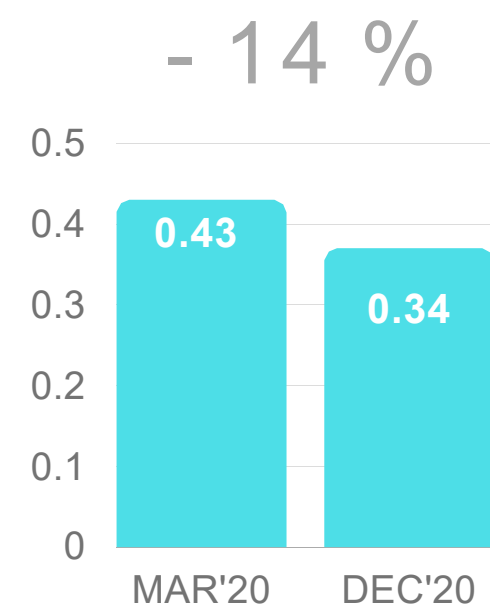
Preference Capital (Banks)



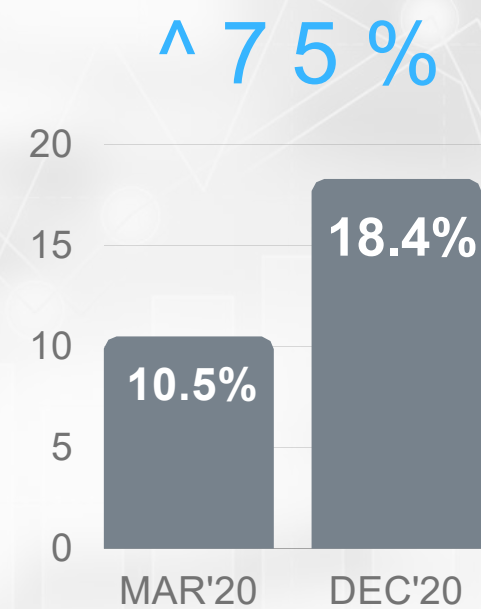
Total Capital Employed



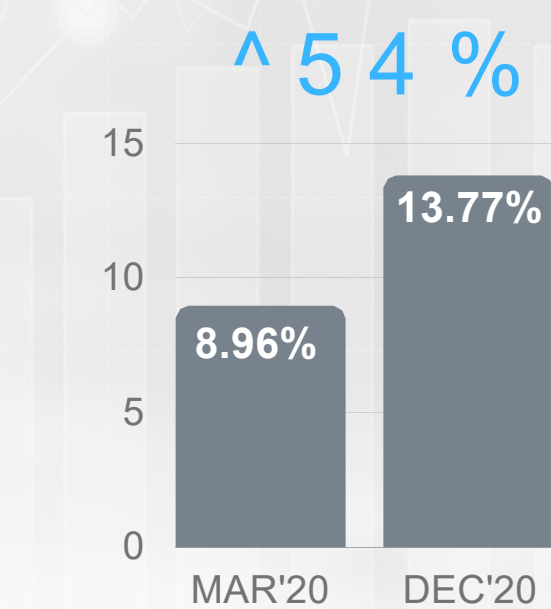
Total Shareholders' Funds



Debt Equity Ratio



ROE



ROCE



Thank you