

MOREPEN  
LABORATORIES LIMITED



**MOREPEN**

**Q4'FY 21**

INVESTOR PRESENTATION MAY 2021





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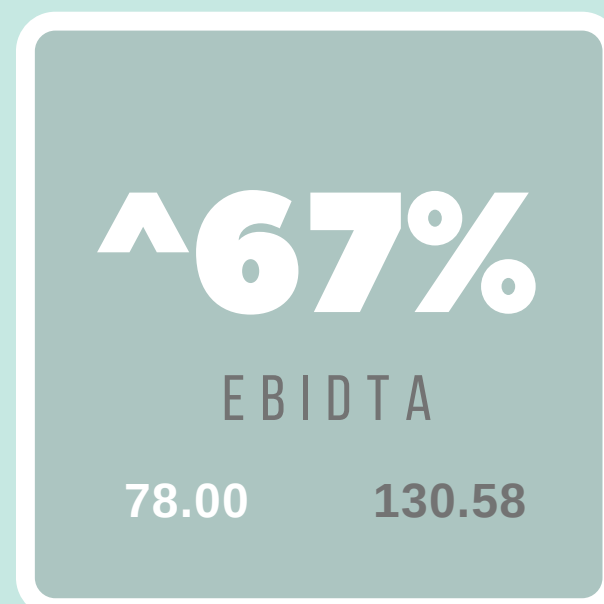
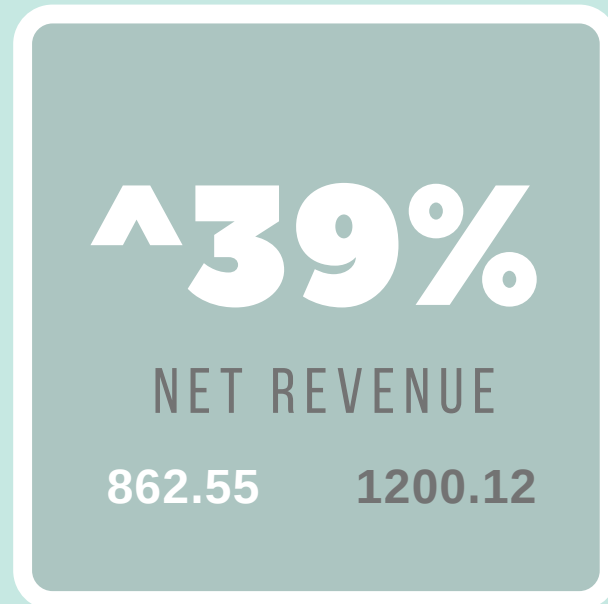
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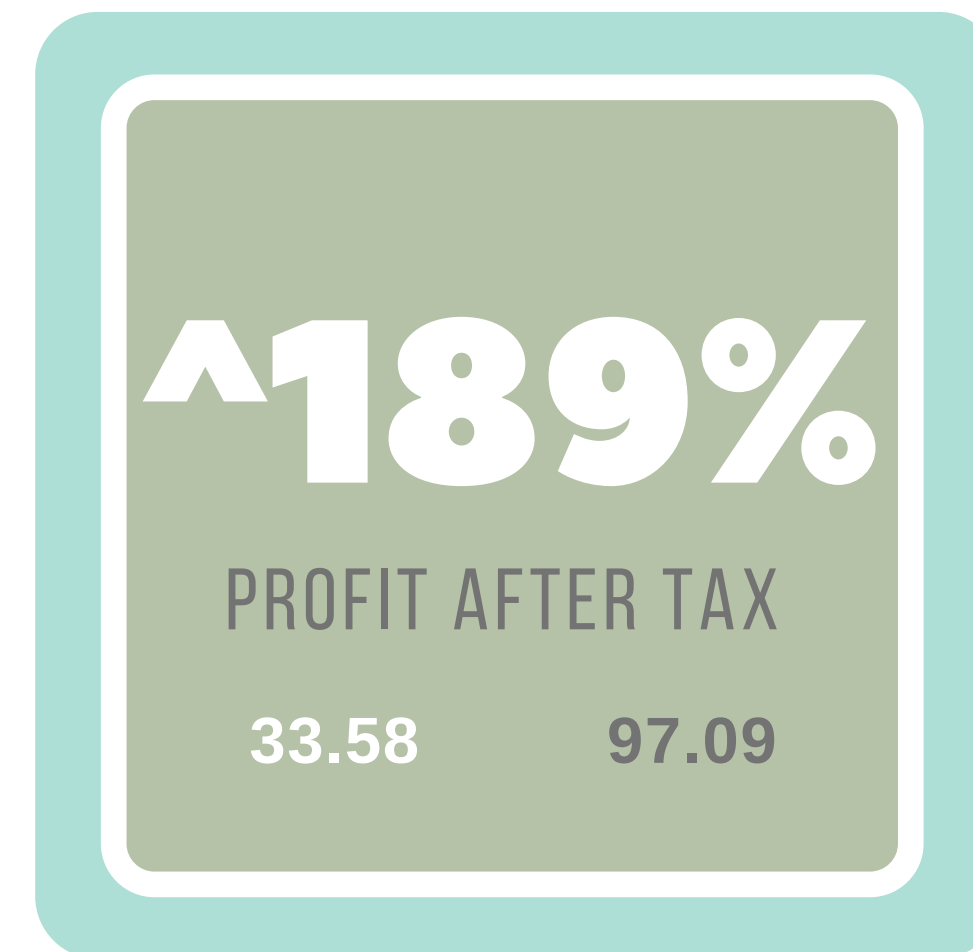
Rs. in crores  
**12M'FY21**

# ANNUAL HIGHLIGHTS



FY20    FY21

FY20    FY21



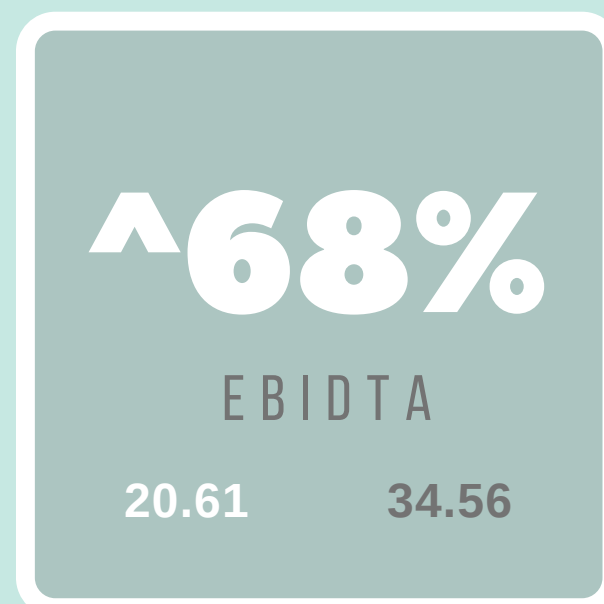
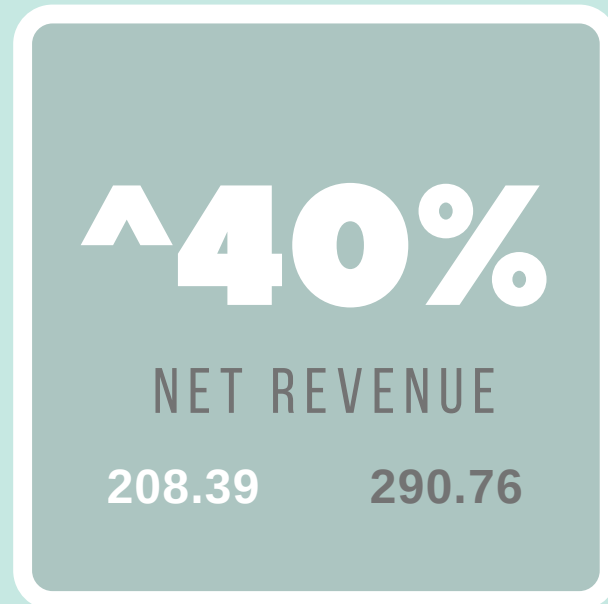
FY20

FY21

CONSOLIDATED

Rs. in crores  
**Q4'FY21**

# QUARTERLY HIGHLIGHTS



Q4'FY20    Q4'FY21

Q4'FY20    Q4'FY21



Q4'FY20

Q4'FY21

# FRESH EQUITY INFUSION

PROMOTERS INCREASING STAKE FROM 34.54% TO 44.28%

- 70 MILLION WARRANTS IN FY21  
25% - SUBSCRIPTION RECEIVED  
75% - TO BE RECEIVED WITHIN 18 MONTHS

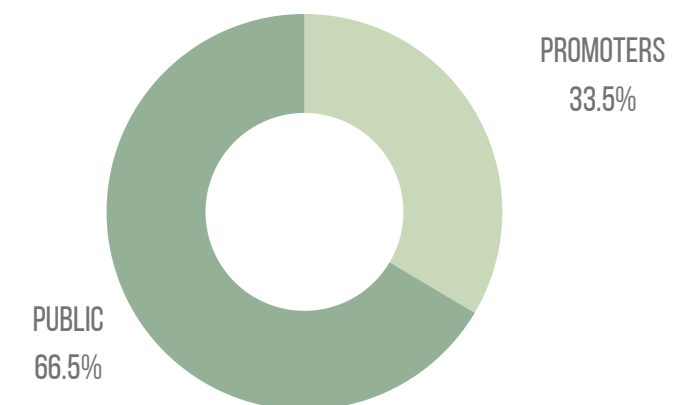
- 50 MILLION SHARES IN FY22  
APPROVED BY THE BOARD ON 28.4.21\*

\*SUBJECT TO REGULATORY AND SHAREHOLDERS APPROVALS

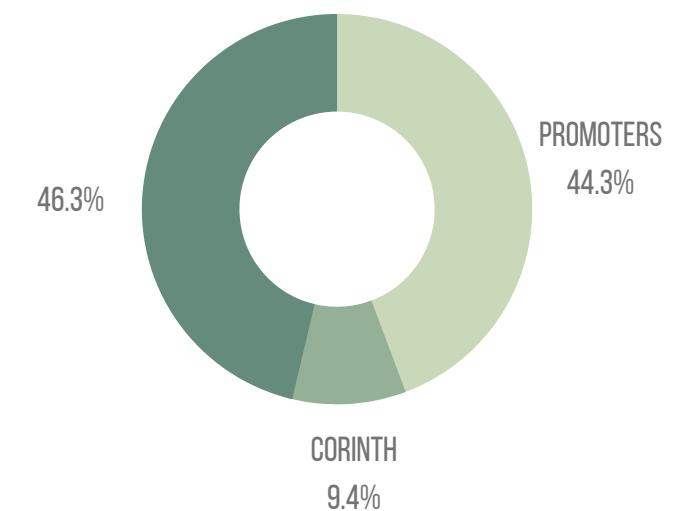
**\$32.50 MILLION**  
CORINTH GROUP SWITZERLAND  
9.41% EQUITY STAKE

APPROVED BY THE BOARD ON 28.4.21"

PRE-ISSUE HOLDINGS



POST ISSUE HOLDINGS



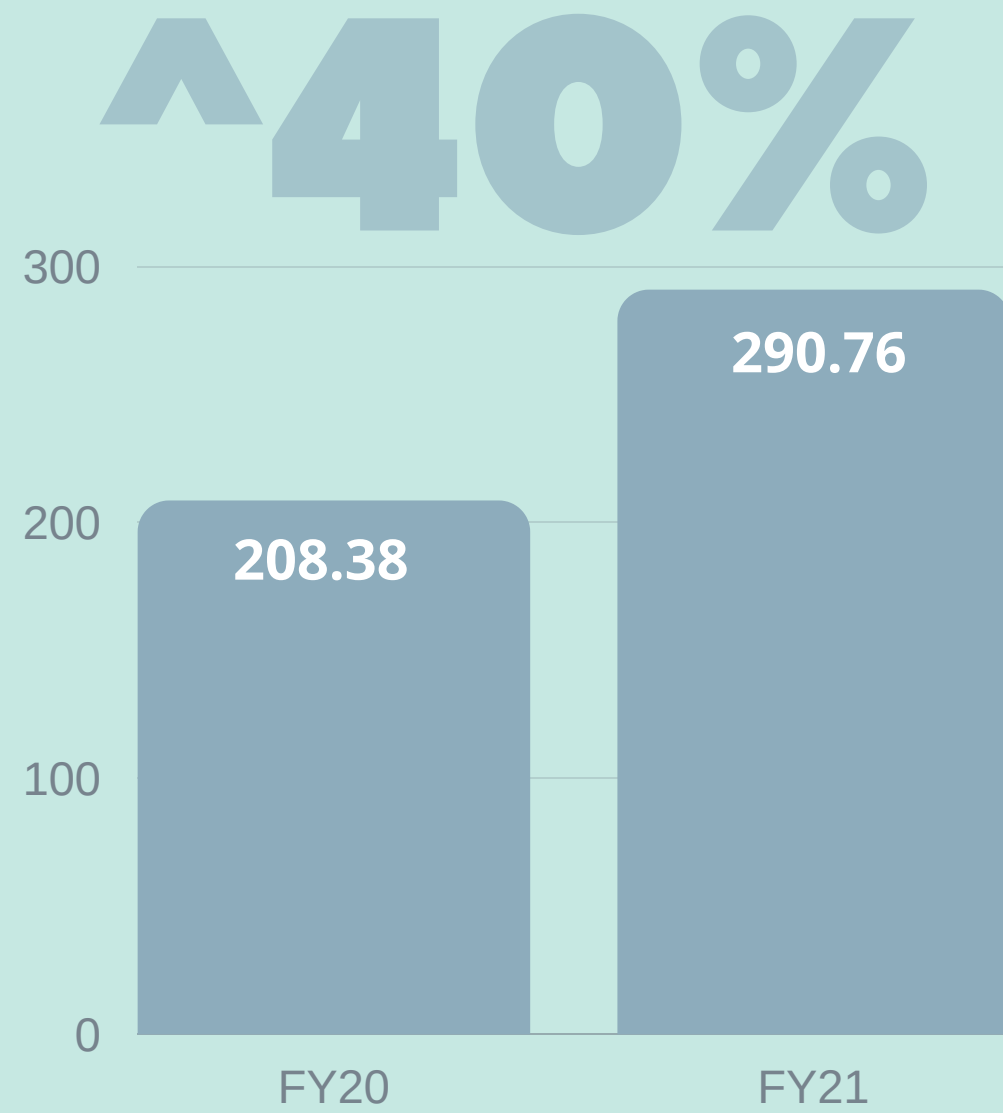


**CONSOLIDATED**

ANNUAL OPERATIONAL PERFORMANCE

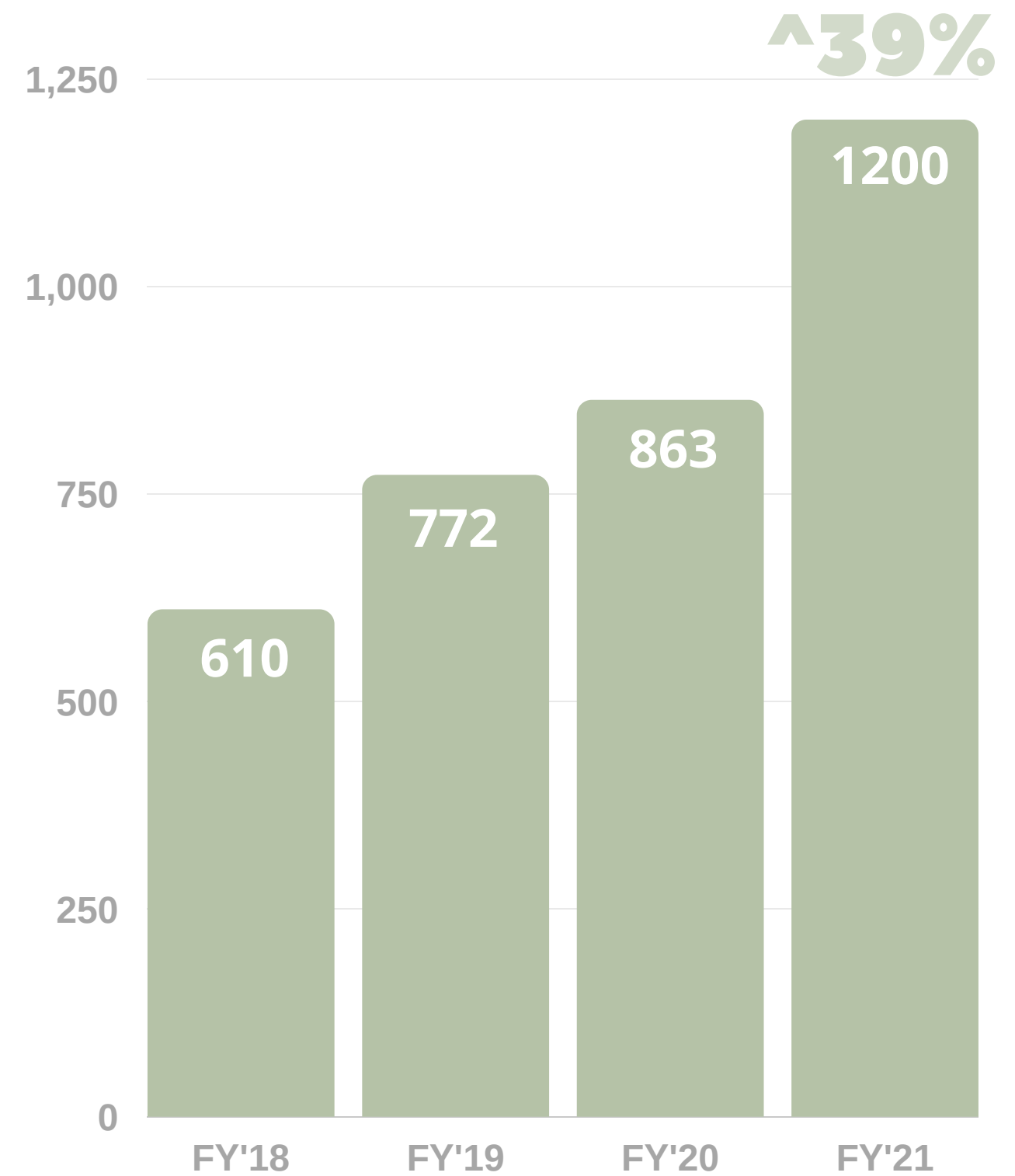
CONSOLIDATED

# REVENUE GROWTH



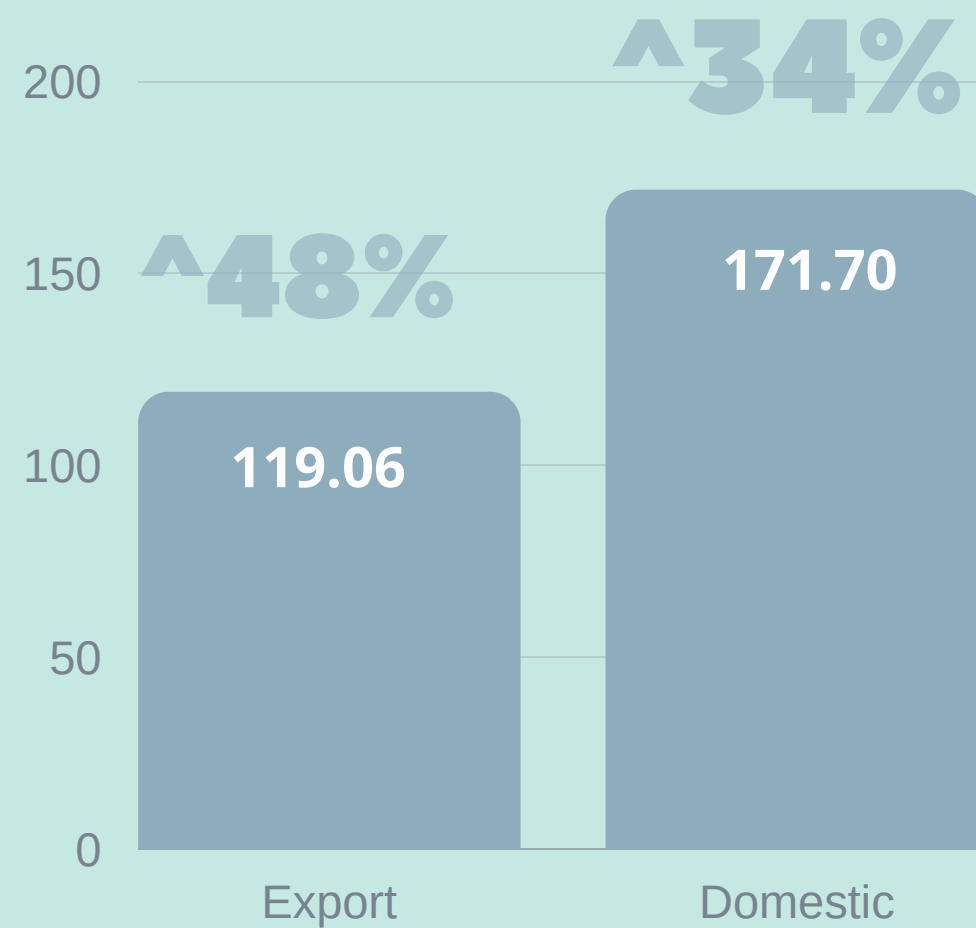
QUARTERLY PERFORMANCE

Rs. in crores  
**12M'FY21**

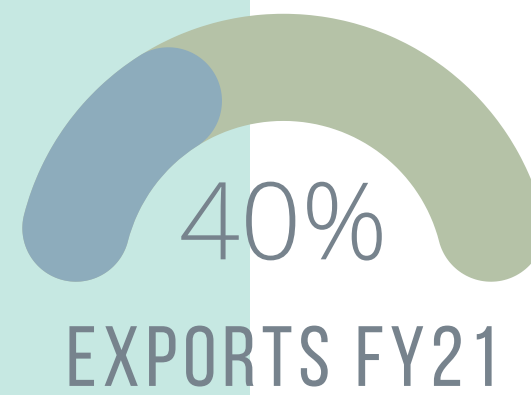


**25% CAGR**

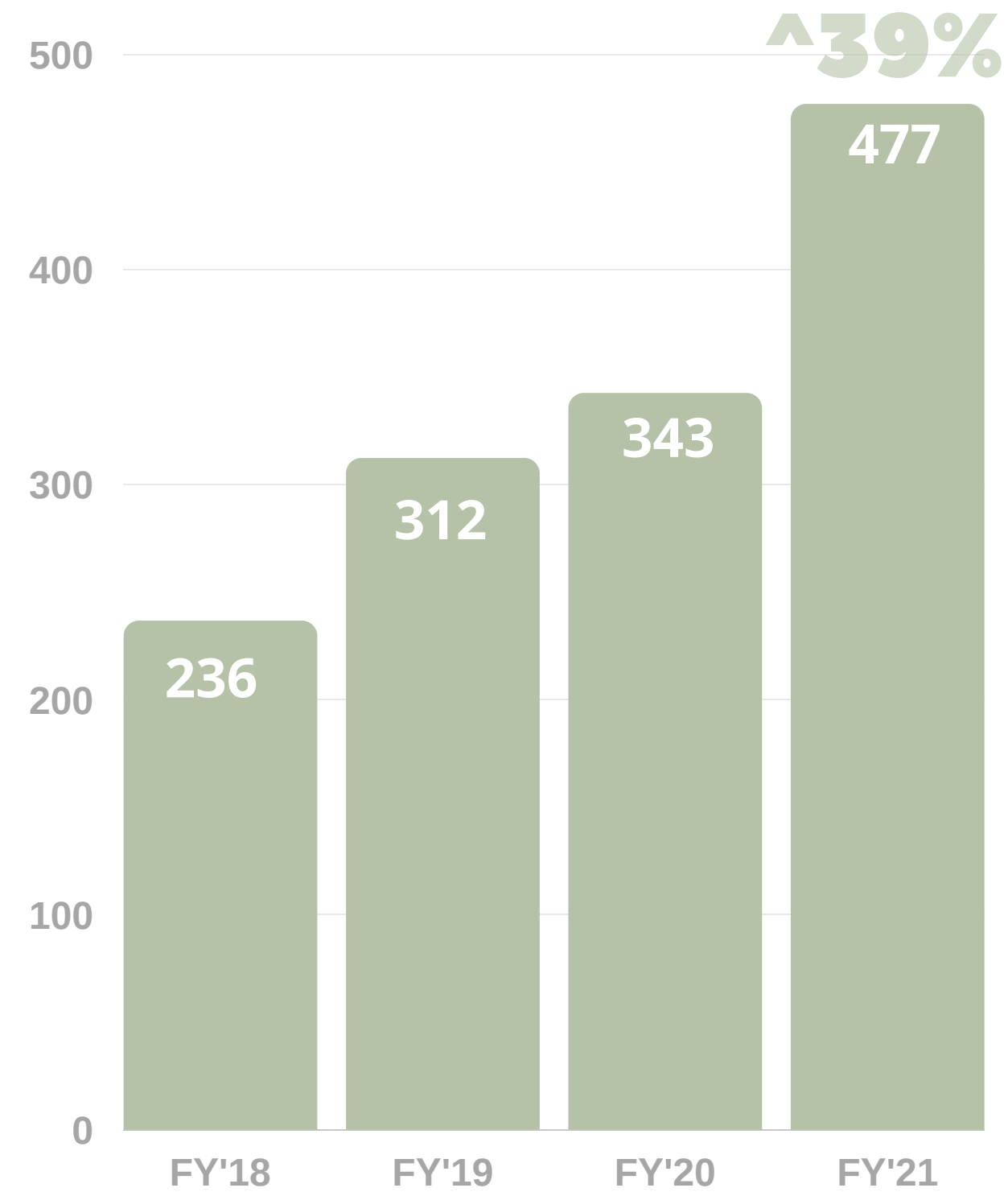
# EXPORT REVENUE



Q4'FY21 REVENUE SPLIT



Rs. in crores  
**12M'FY21**



26% CAGR



**MOREPEN**



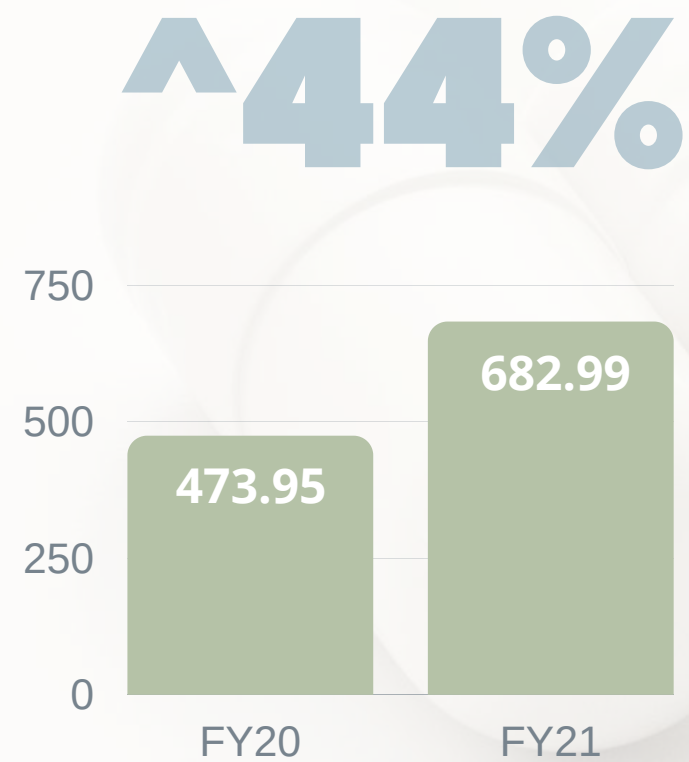
**API BUSINESS**

**MEDICAL DEVICES**

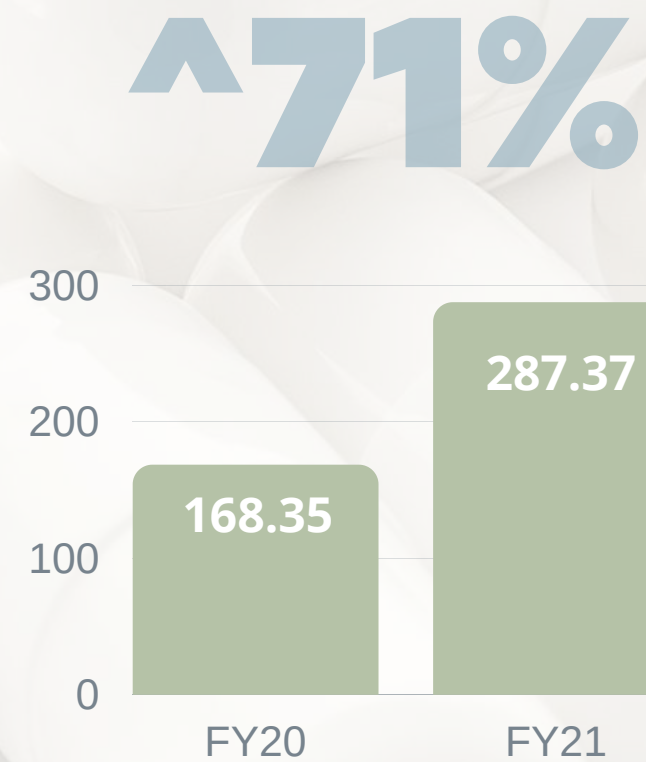
**FORMULATIONS**

**OTC (SUBSIDIARY)**

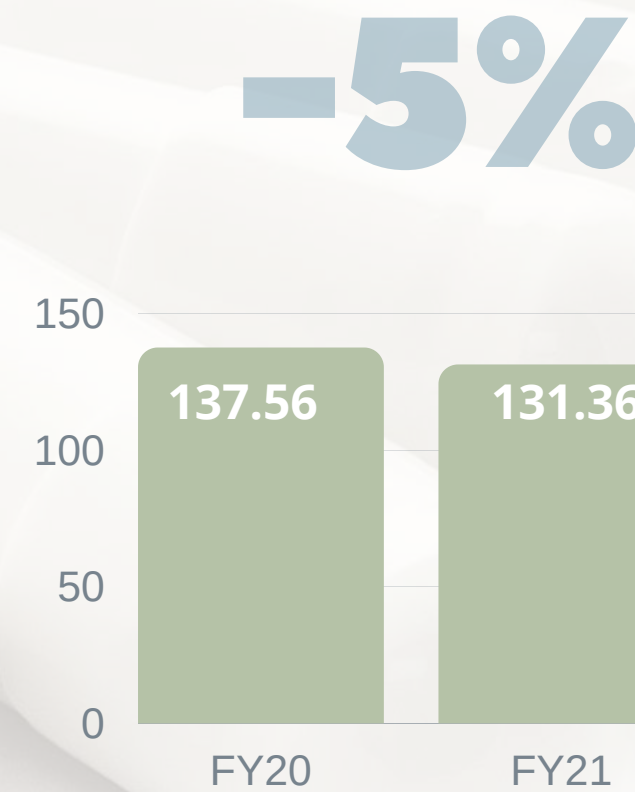
# SEGMENT WISE GROWTH



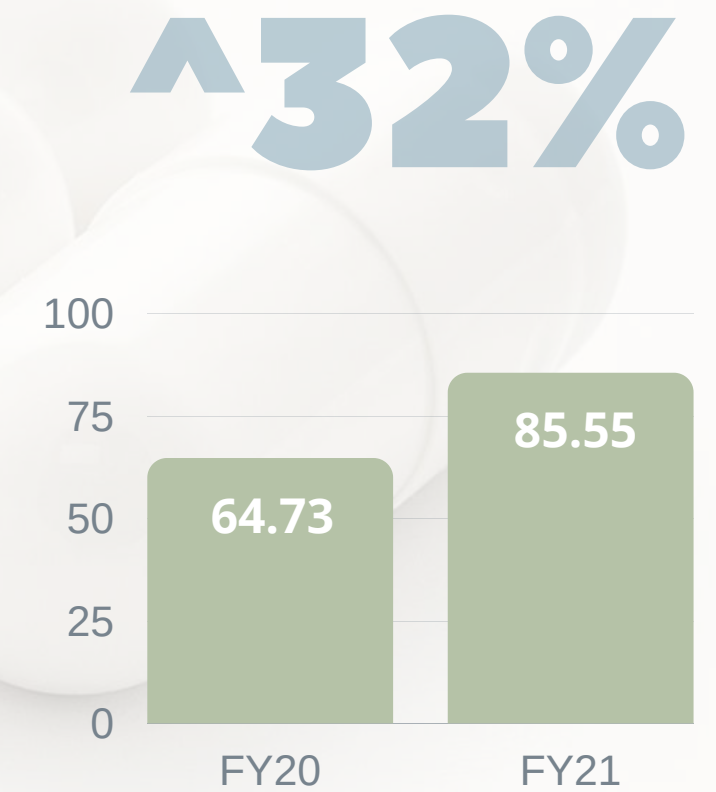
API



DIAGNOSTICS

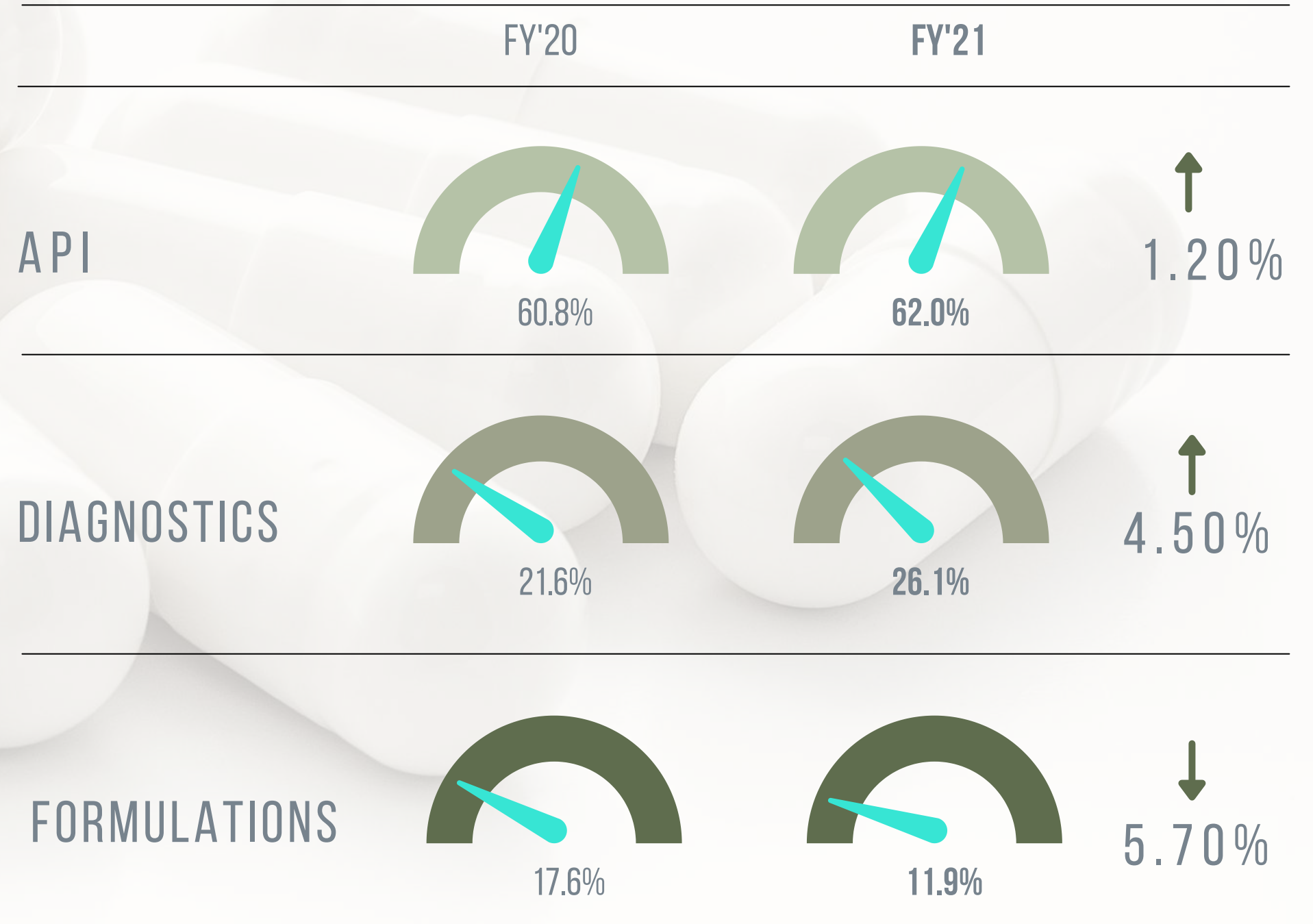
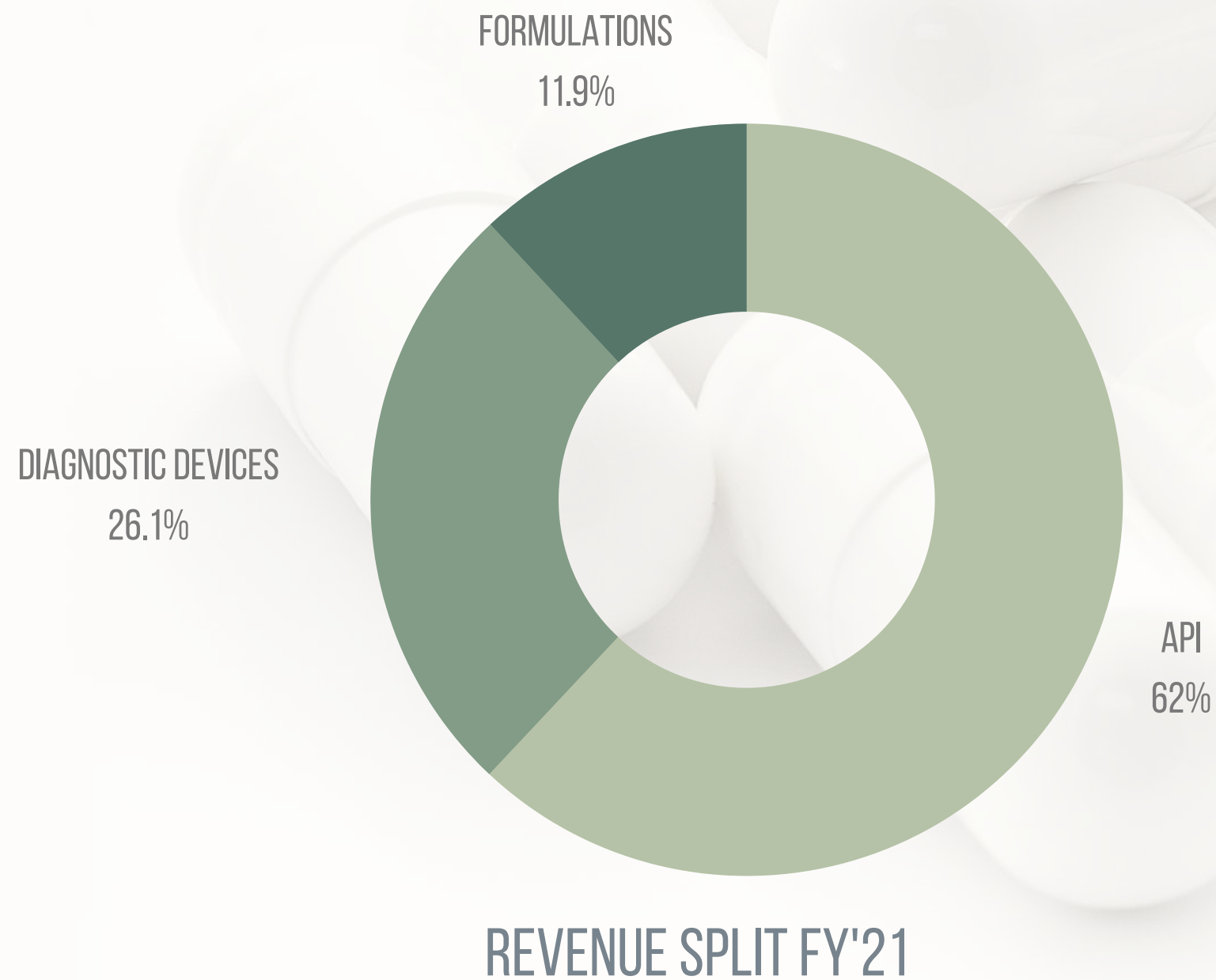


FORMULATIONS



DR.MOREPEN -OTC

# SEGMENT WISE BREAKUP

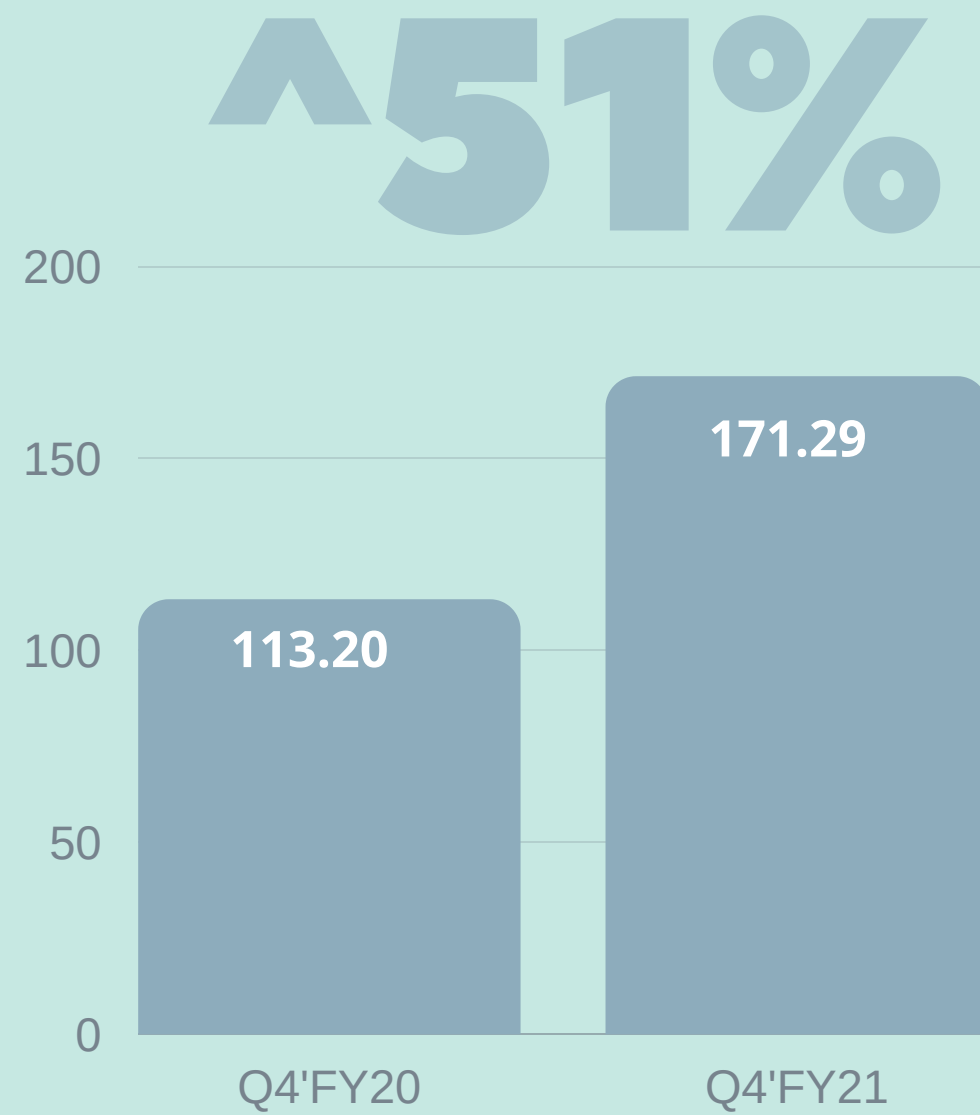




# **API BUSINESS**

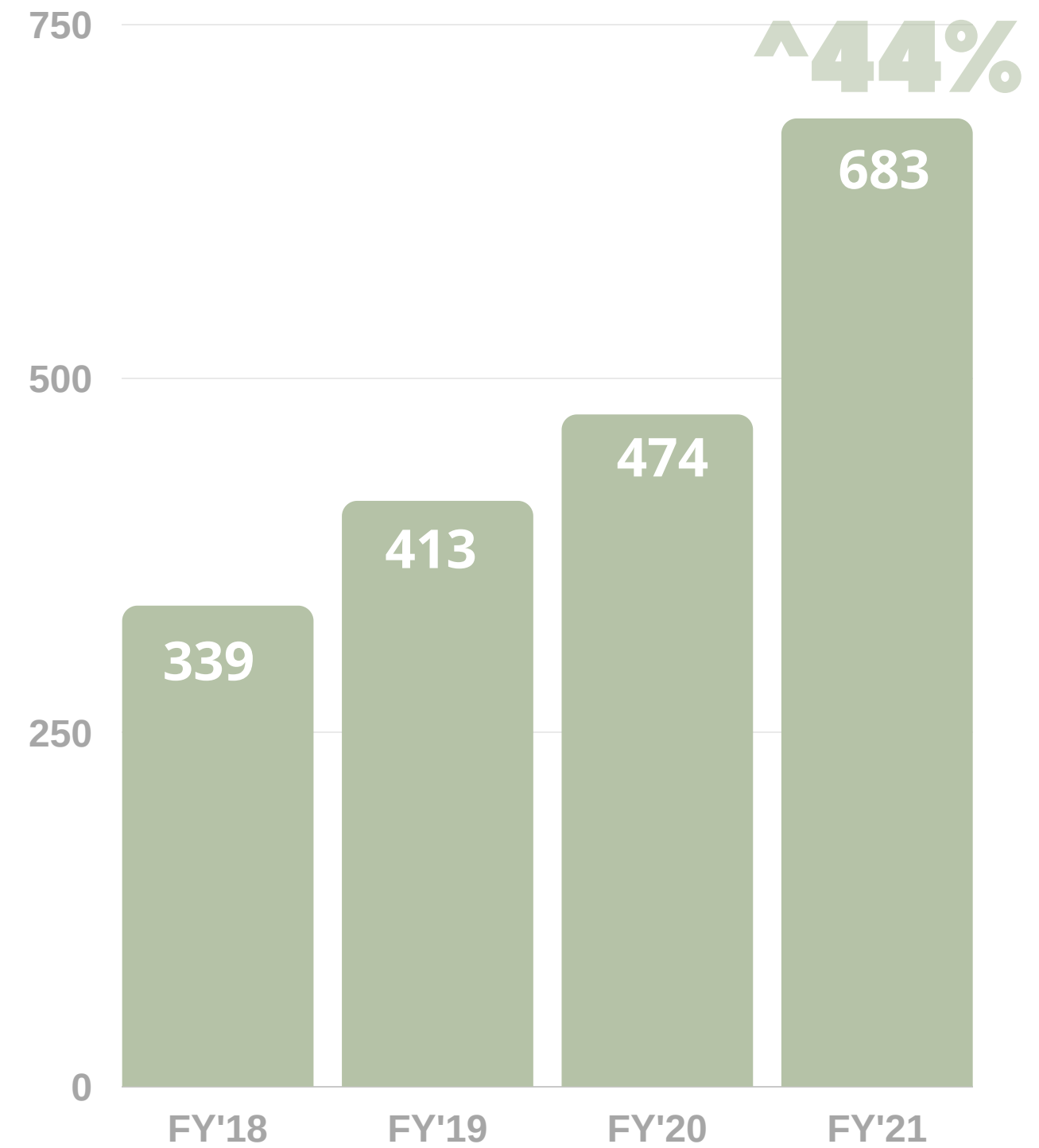
LEADERSHIP THROUGH QUALITY

# API REVENUE



QUARTERLY PERFORMANCE

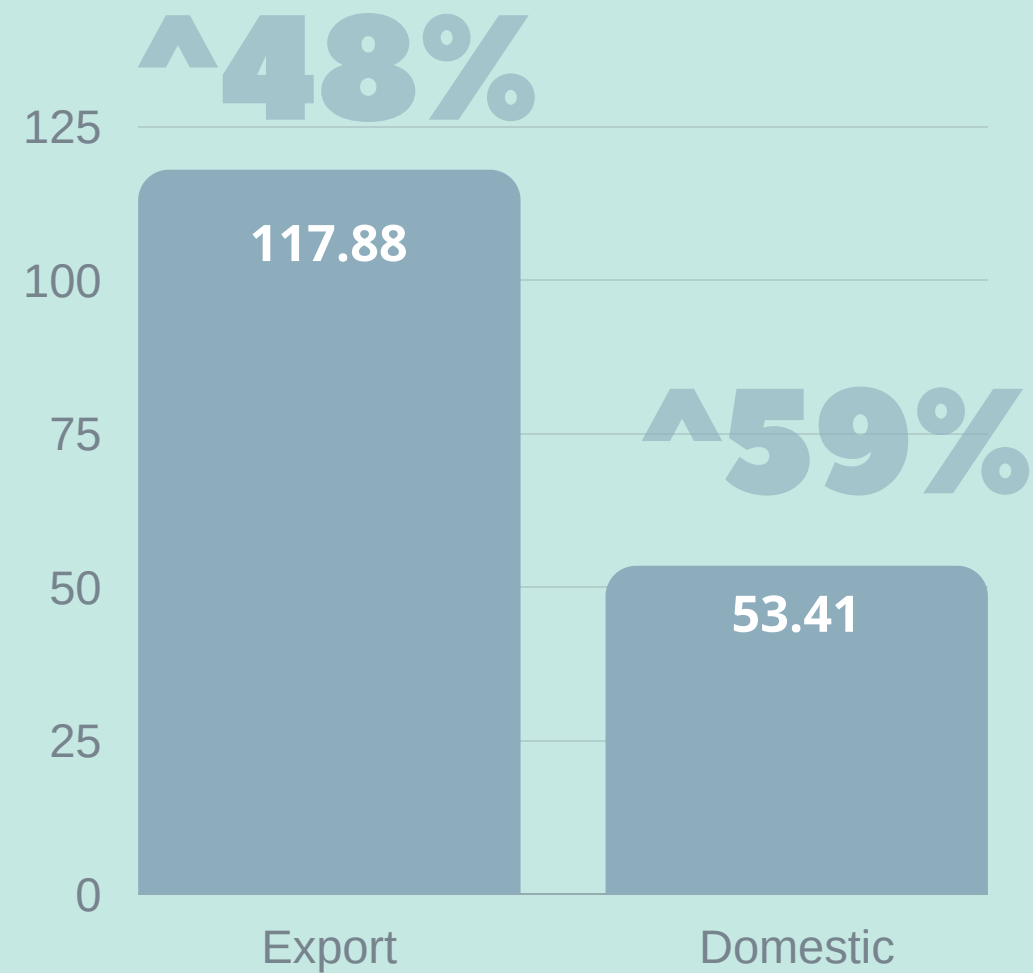
Rs. in crores  
**12M'FY21**



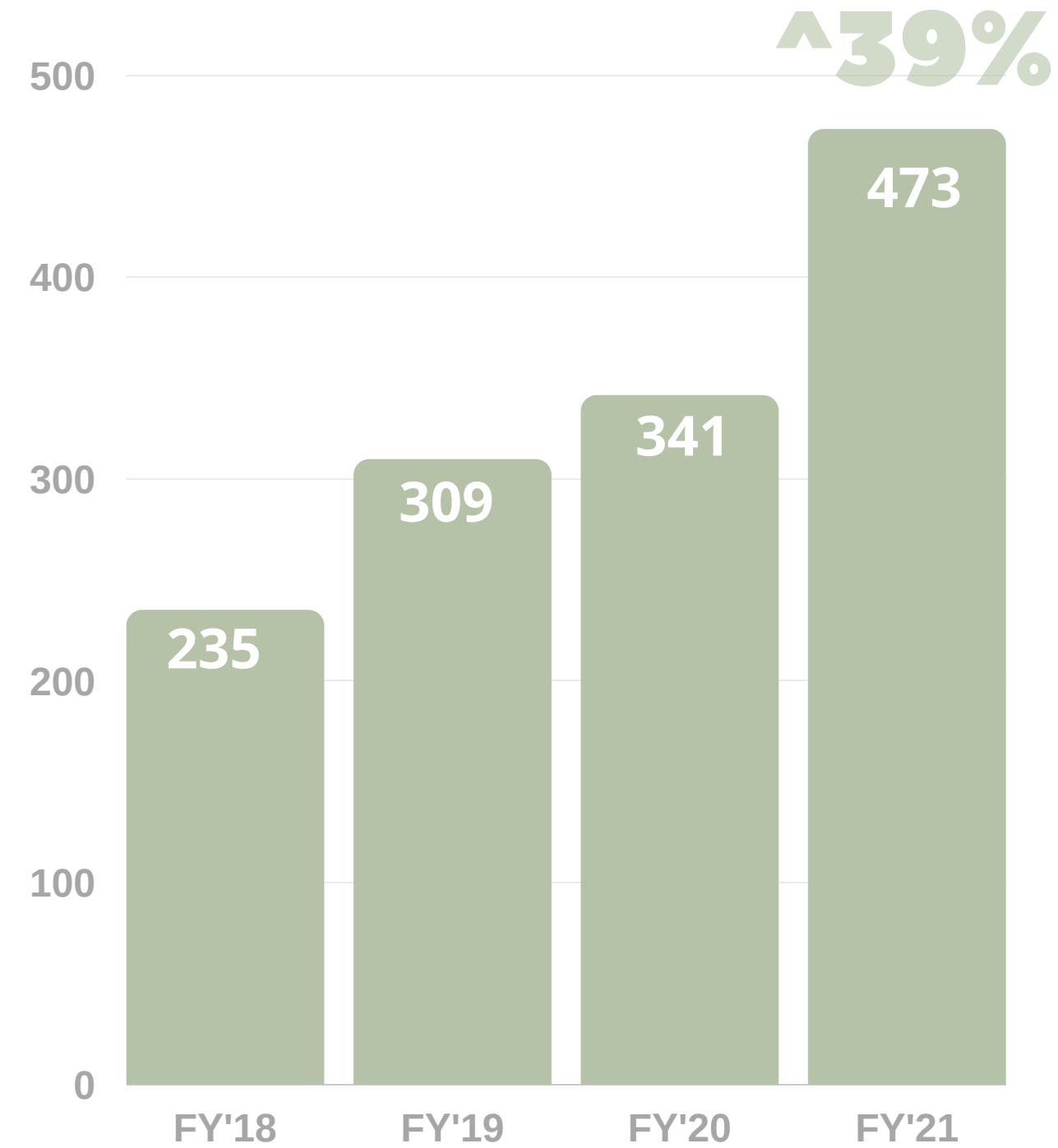
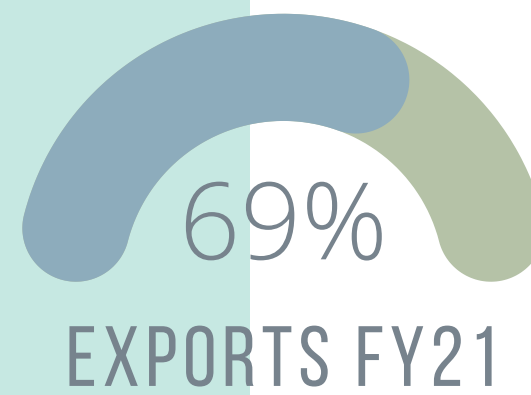
**26% CAGR**



# API EXPORT

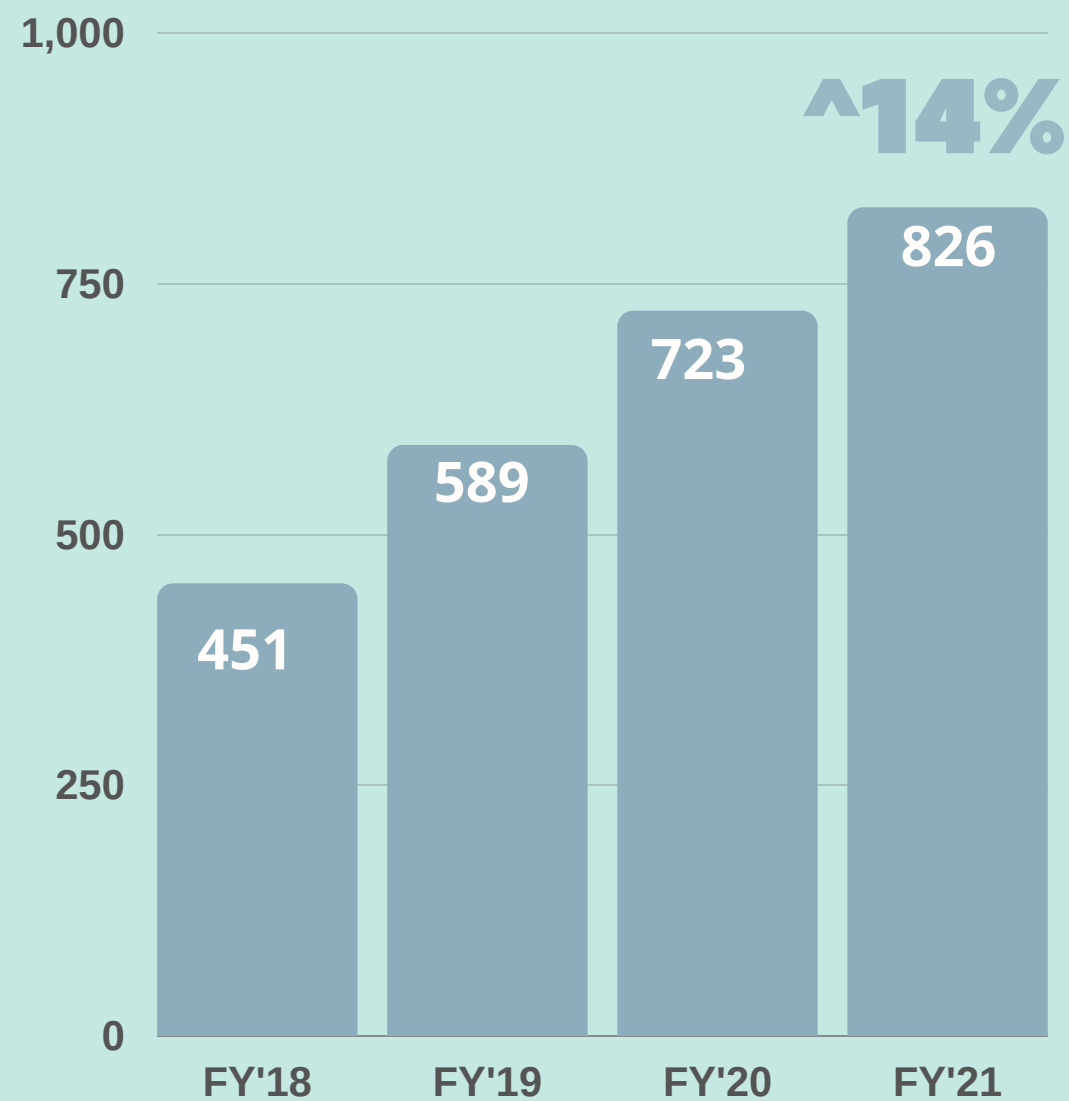


Q4'FY21 REVENUE SPLIT



26% CAGR

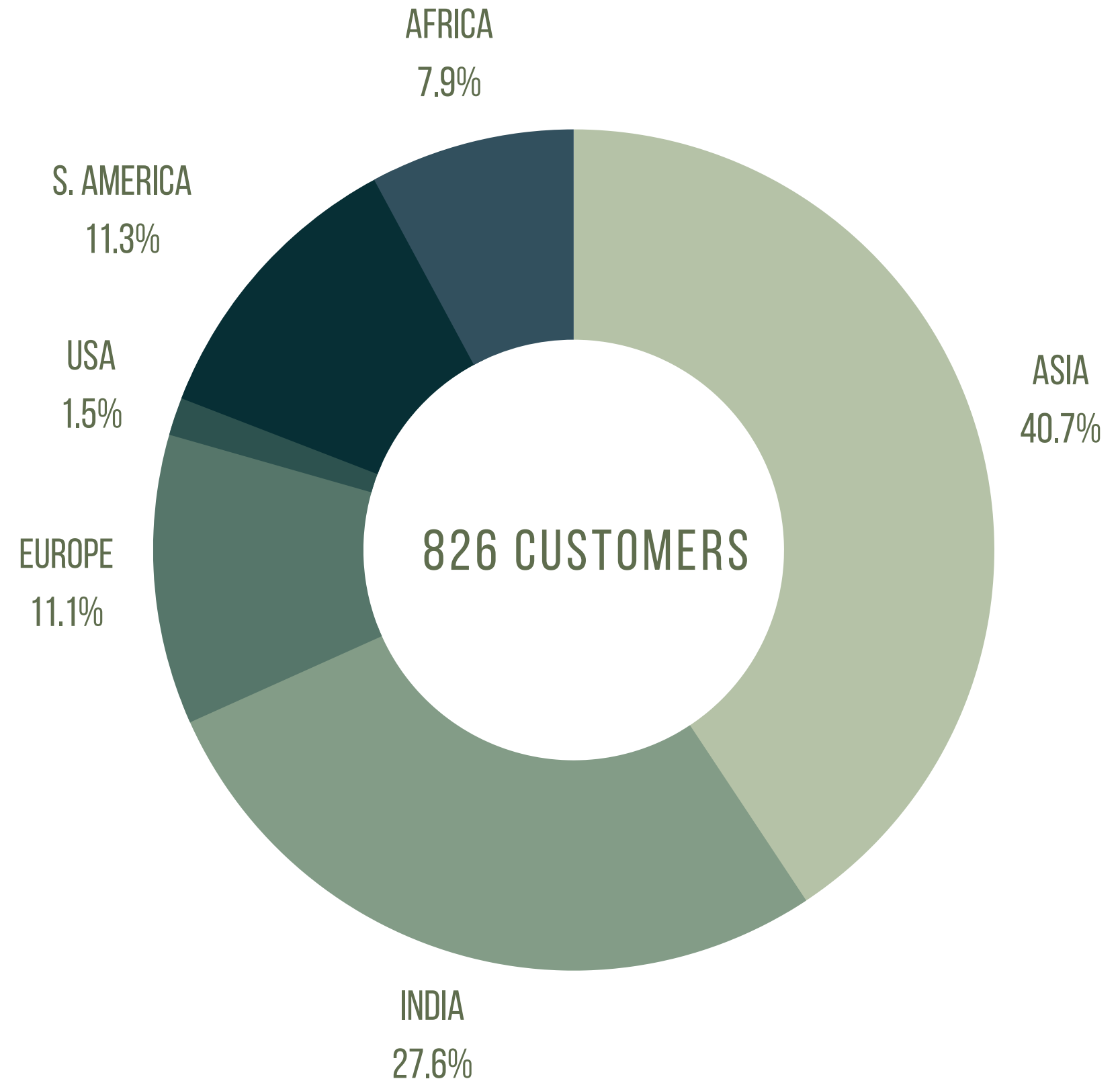
# GLOBAL CUSTOMERS



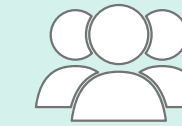
INCREASING CUSTOMER BASE



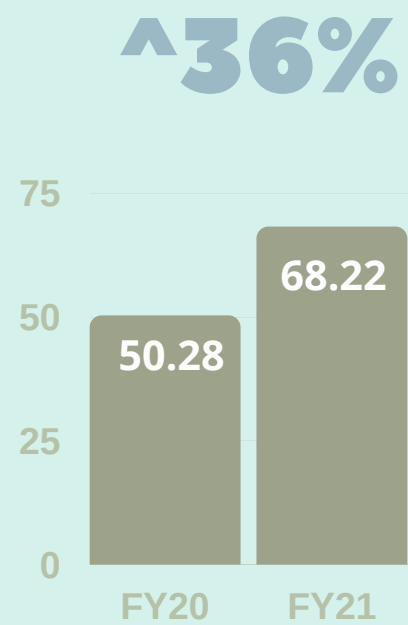
103 NEW CUSTOMERS  
ADDED IN FY21



# CONTINENT WISE GROWTH



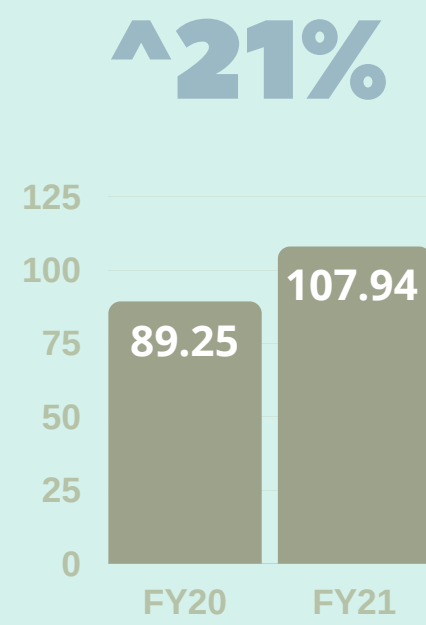
826 CUSTOMERS



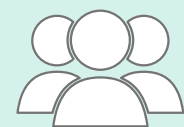
**USA**



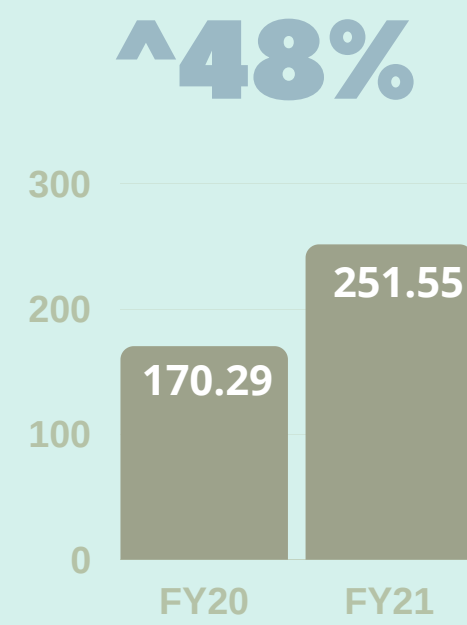
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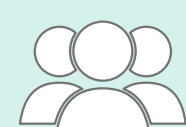
**EUROPE**



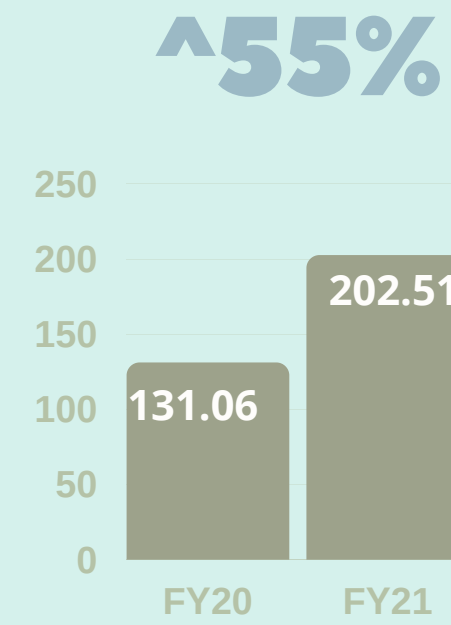
92



**ASIA**



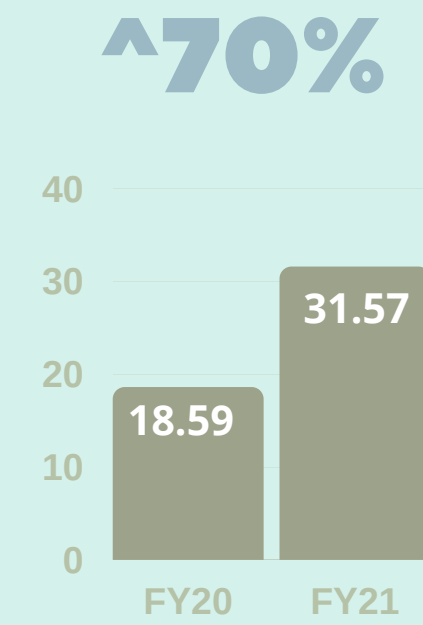
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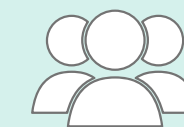
**INDIA**



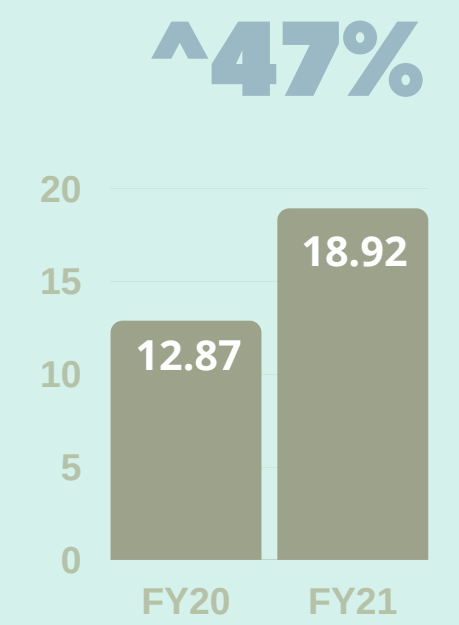
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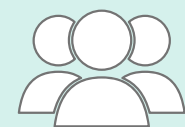
**S. AMERICA**



93

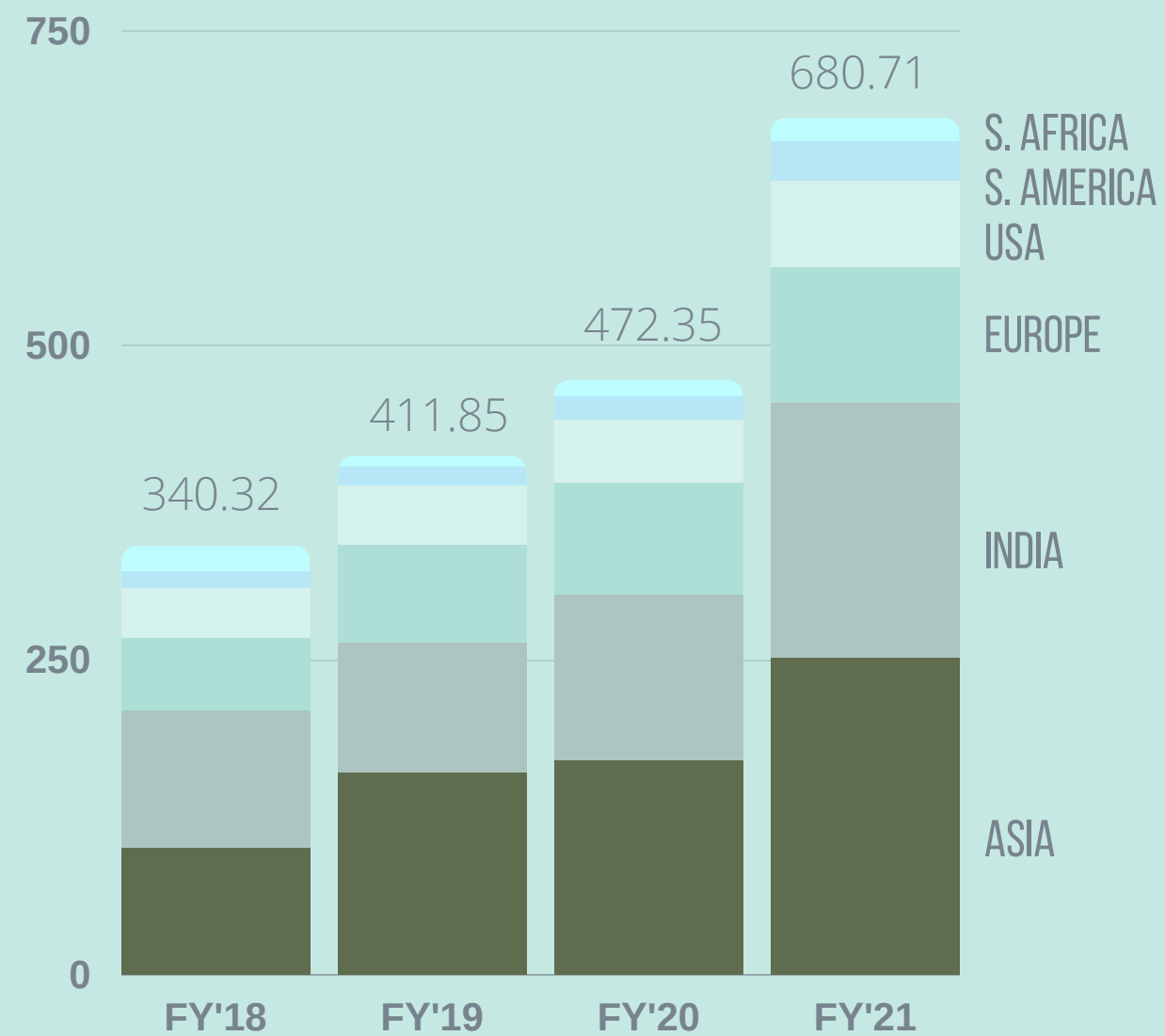


**AFRICA**

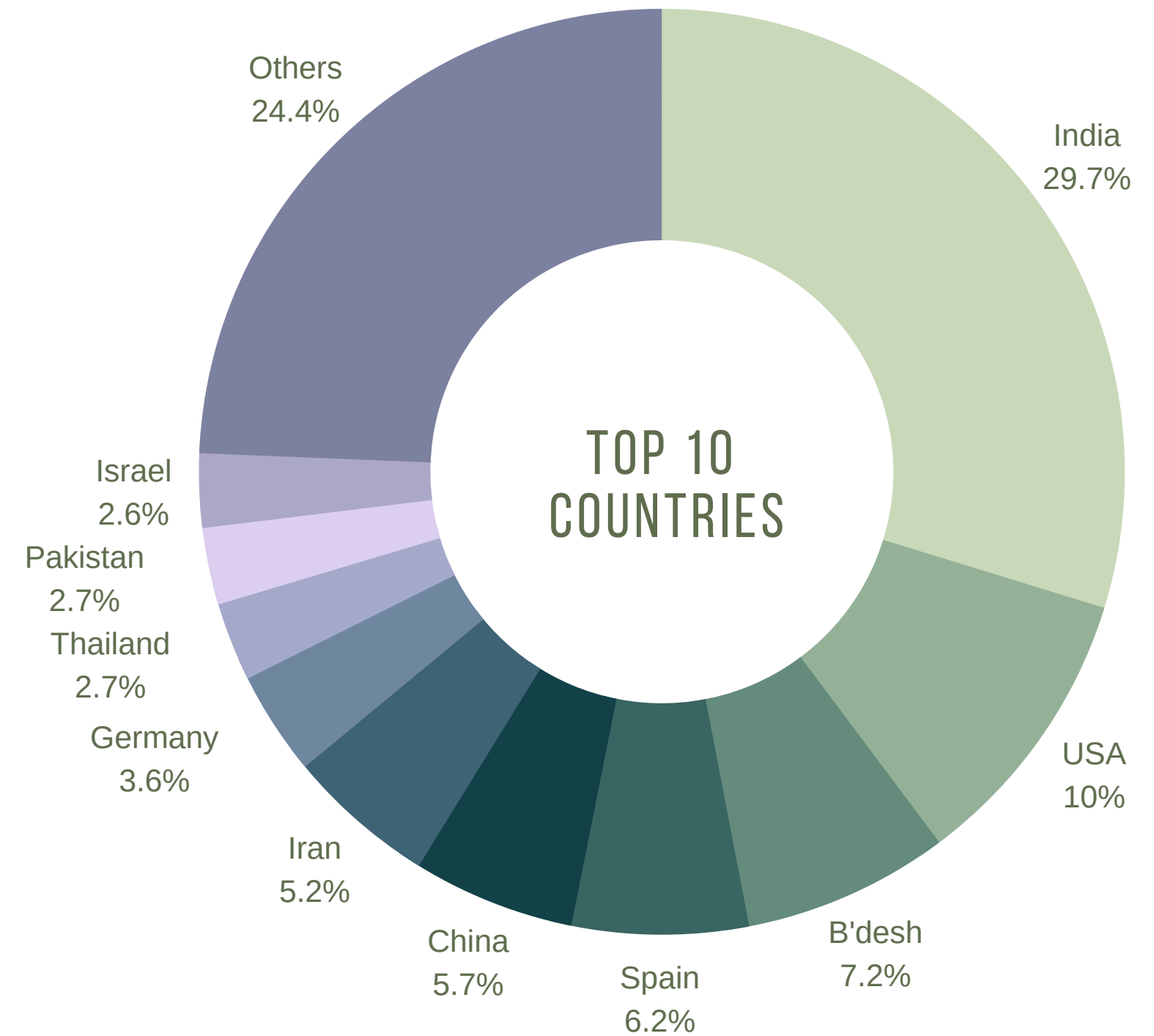


65

# CONTINENT WISE GROWTH



CONTINENT WISE SALES



API BUSINESS

# R&D CENTRE

THE BACKBONE OF API



# R&D CORE COMPETENCE

**NON-INFRINGEMENT**  
PROCESS & PATENTS

**NEW POLYMORPHS**  
DEVELOPMENT

**COST EFFECTIVE**  
PROCESSES

**IMPURITY**  
PROFILING

## SPECIALISED CHEMISTRY SKILLS

**GRIGNARD**  
REACTION

**FRIEDEL-CRAFT**  
REACTION

**STEREOSELECTIVE**  
CHIRAL REDUCTION

**CYNATION**  
REACTION

**HECK**  
REACTION

**SN2**  
REACTION

ONE OF FEW SELECT INDIAN COMPANIES CARRYING OUT HIGHLY SENSITIVE AND COMPLEX REACTIONS AT PLANT LEVEL SINCE LAST 25 YEARS AT 3KL TO 5KL REACTION VOLUME

# INTELLECTUAL PROPERTY

USA  
EUROPE  
JAPAN  
KOREA  
CHINA  
TAIWAN  
AUSTRALIA

**135**  
PATENTS

**129**  
DMFS

**13**  
CHINA IDLS

**30**  
NEW PRODUCTS



FY'21: 10 PATENT, 18 DMF, 1 IDL, 5 NEW PRODUCTS



# **API EXPANSION**

CAPITALISING BIG OPPORTUNITY

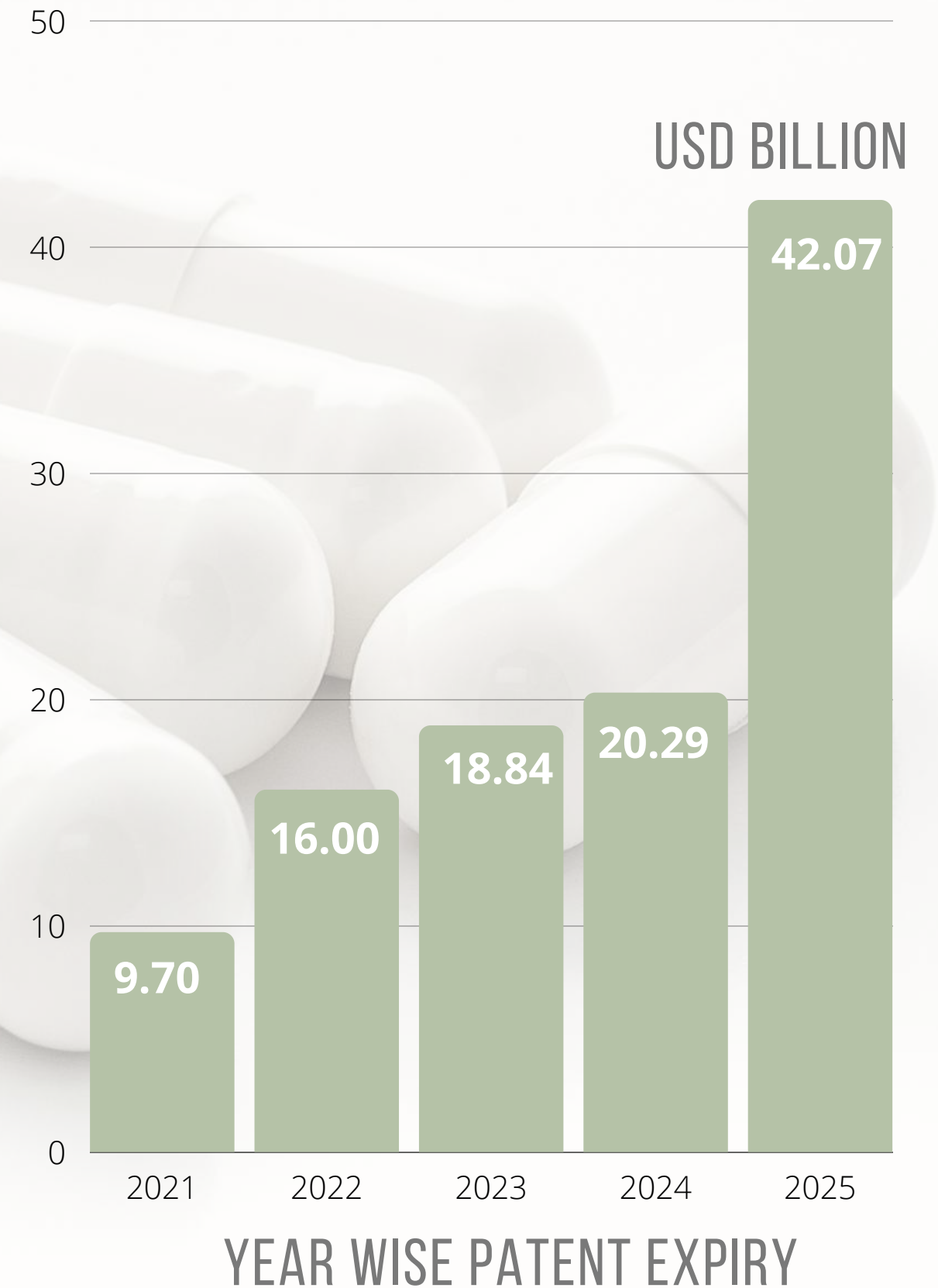
# APIS GOING OFF PATENT

15 BLOCKBUSTER DRUGS GOING OFF PATENT IN NEXT 5 YEARS

MOREPEN READY WITH GENERIC VERSION TO LAUNCH AT PATENT EXPIRY

**\$42 BILLION**  
MARKET SIZE IN 2025

**15X** MOREPEN MARKET TO GROW 15 TIMES FROM PRESENT \$2.89 BILLION MARKET







# API EXPANSION AT BADDI

**178 CR**

PROJECT COST

**3 YEARS**

COMPLETION TIME

**700**

NEW HIRINGS

**2000 MT**

INSTALLED CAPACITY

**40**

NEW PRODUCTS

**4217 CR**

PRODUCTION VALUE

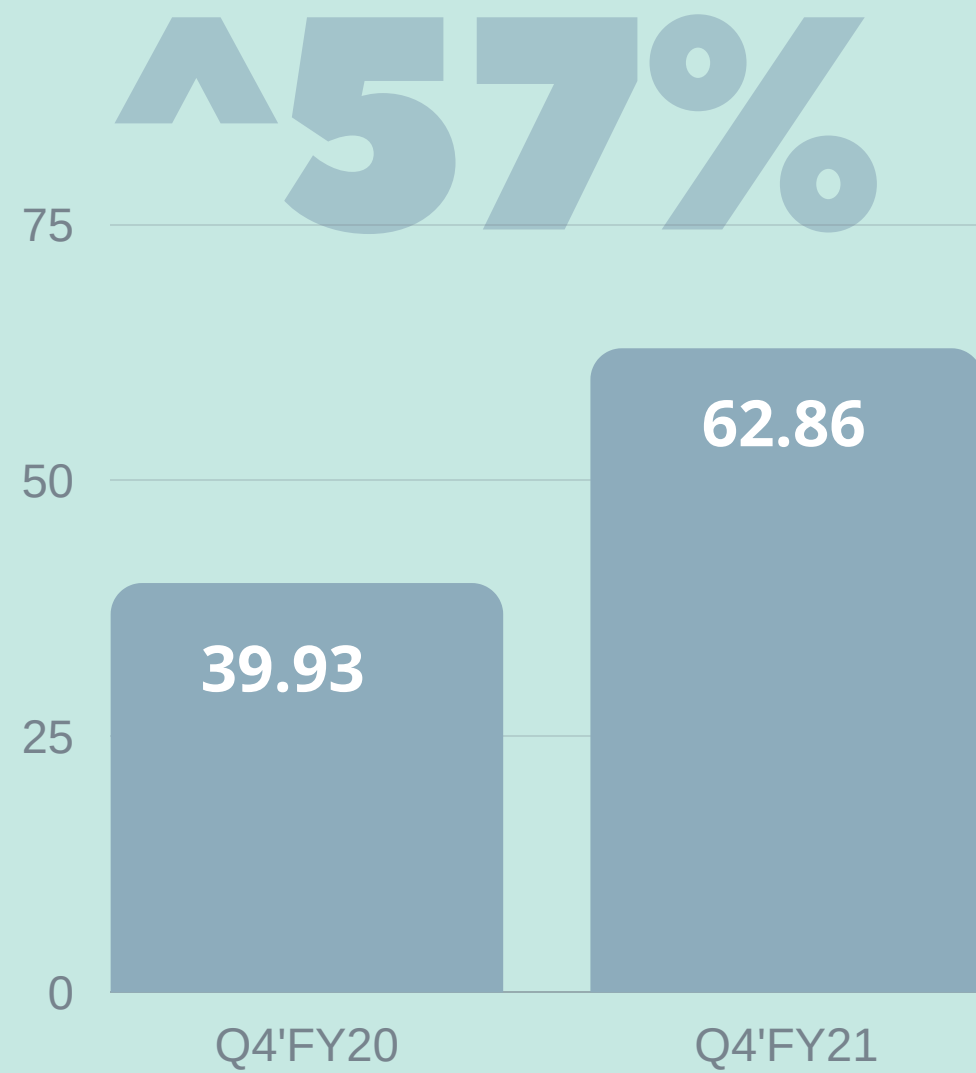
PROJECT APPROVED BY STATE GOVT, ENVIRONMENT CLEARANCE OBTAINED



# **MEDICAL DEVICES**

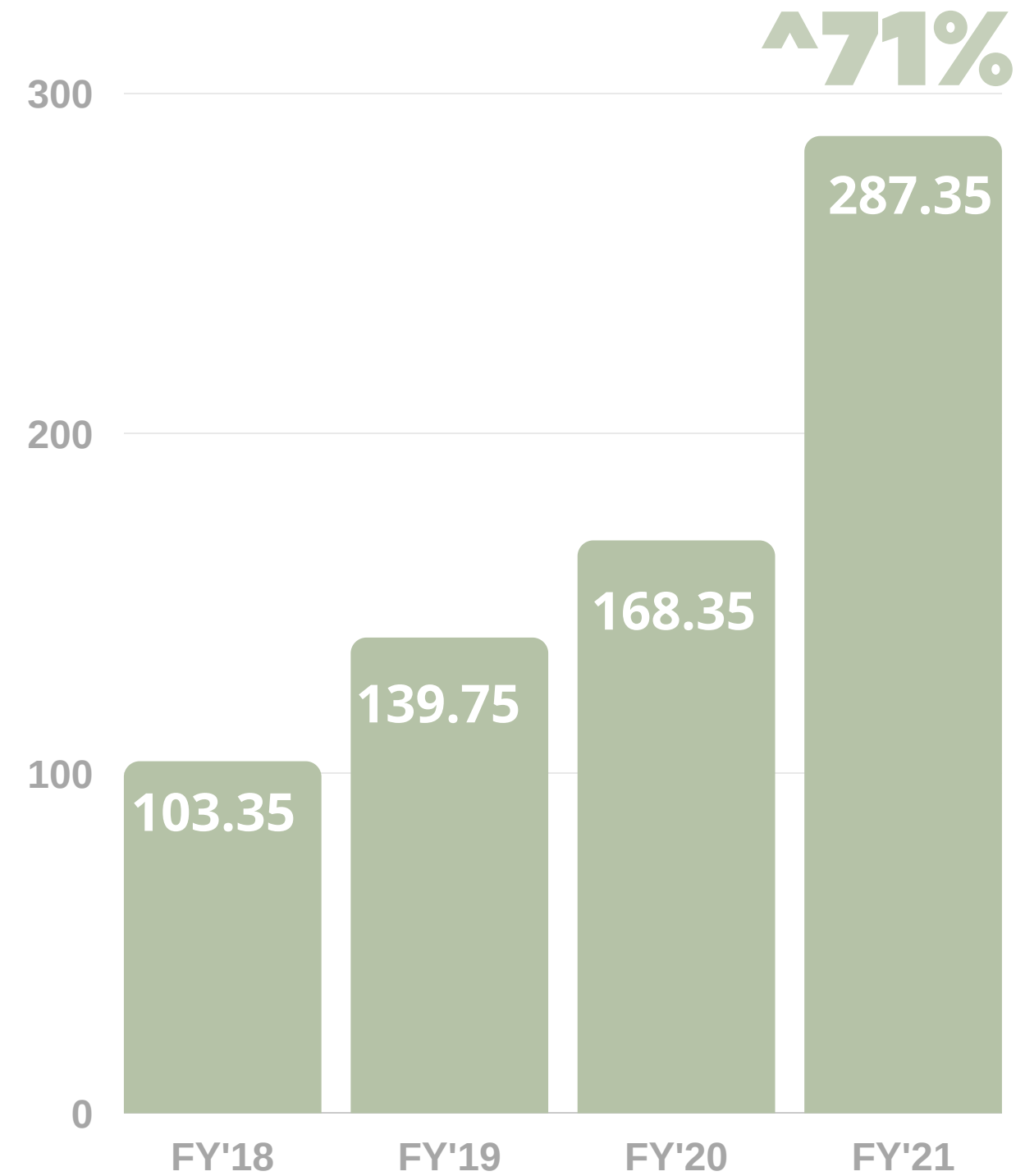
MARKET LEADERSHIP

# REVENUE GROWTH



QUARTERLY PERFORMANCE

Rs. in crores  
**12M'FY21**



41% CAGR

# GROWTH DRIVERS

**^51%**  
GLUCO METERS



**117%**  
BP MONITORS



# GLUCO METERS

**5 MILLION**  
METERS INSTALLED

FY21 **1.69 MILLION**

**600 MILLION**  
STRIPS SOLD SO FAR

FY21 **188 MILLION**



# **DEVICES EXPANSION**

LEADERSHIP IN POC DEVICES



# DEVICES R&D CENTRE

SCALING UP R&D TEAM TO CREATE WORLD CLASS R&D CENTRE FOR MEDICAL DEVICES IN INDIA

**CORE**  
TECHNOLOGIES

**KEY**  
HI-TECH COMPONENTS

**BACKWARD**  
INTEGRATION

**CONNECTED**  
DEVICES

**DATA**  
MINING USING AI AND ML

**QUICK**  
RAPID TESTS



# DEVICES EXPANSION PLAN

IMMEDIATE REQUIREMENTS AND FOCUS

THE NEW PRODUCTS ARE PROUDLY DEVELOPED BY IN HOUSE R&D TEAM

**OXIMETERS**  
AND RELATED DEVICES

**OXYGEN**  
CONCENTRATORS

**PATIENT**  
MONITORS

**FERTILITY**  
PREGNANCY & OVULATION

**RAPID TESTS**  
FOR INFECTIOUS DISEASES

**PAIN**  
MANAGEMENT DEVICES



# THREE YEAR VISION

BACKWARD INTEGRATION INTO CORE TECHNOLOGIES

**ENZYMES**  
FOR IN-VITRO DEVICES

**PCB/SMT**  
LINES FOR ALL DEVICES

**MOLECULAR**  
SIEVES & FILTERS

**ACQUISITIONS**  
SIMILAR PRODUCTS

**JV PARTNERS**  
FOR TECHNOLOGIES

**CONNECTED**  
DEVICES & DATA



# DEVICES EXPANSION PLAN

**150 CR**

PROJECT COST

**2 YEARS**

COMPLETION TIME

**500**

NEW HIRINGS

**ROBOTIC**

CONTROLS

**10**

NEW PRODUCTS

**2000 CR**

PRODUCTION VALUE

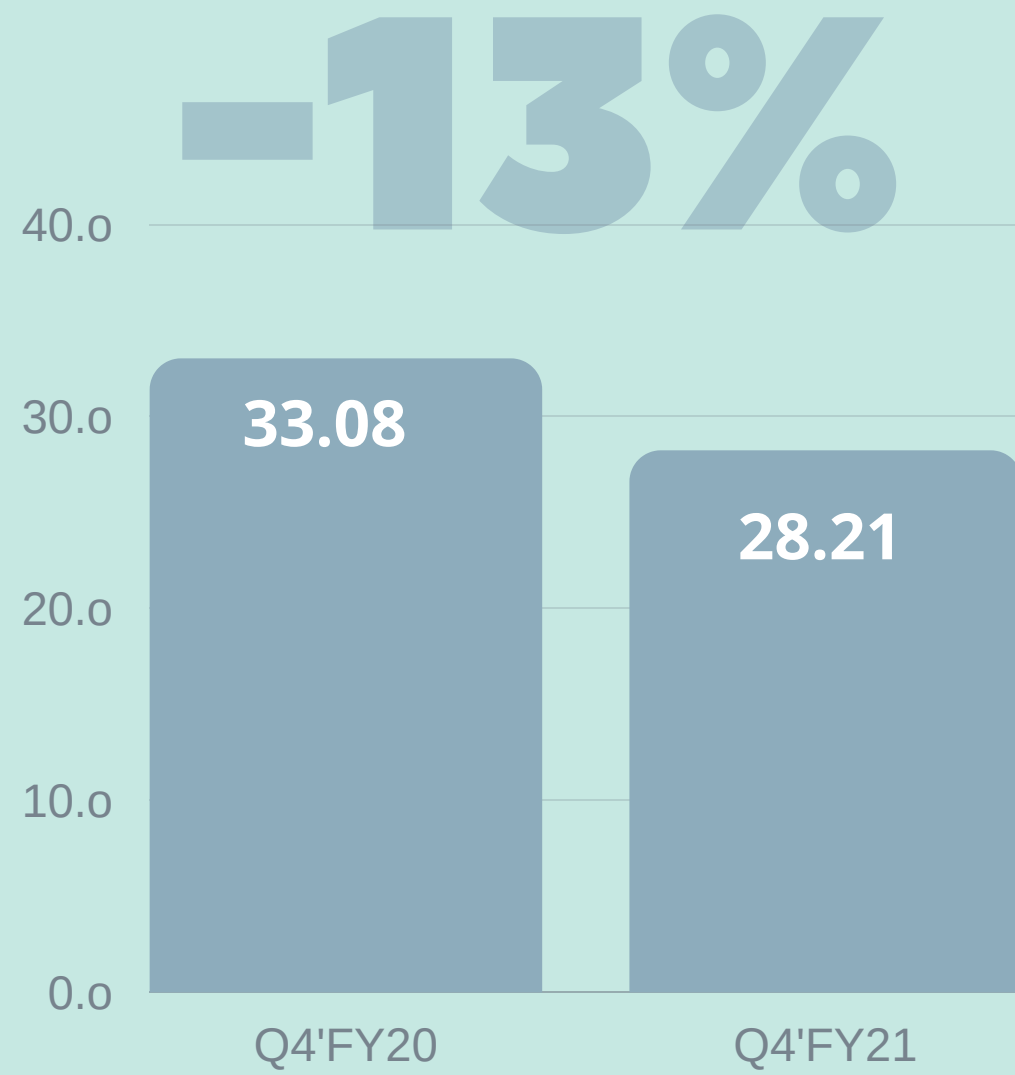
AT ADJOINING SITE AT BADDI ONLY, LAND OWNED BY THE PROMOTERS



# **FORMULATIONS**

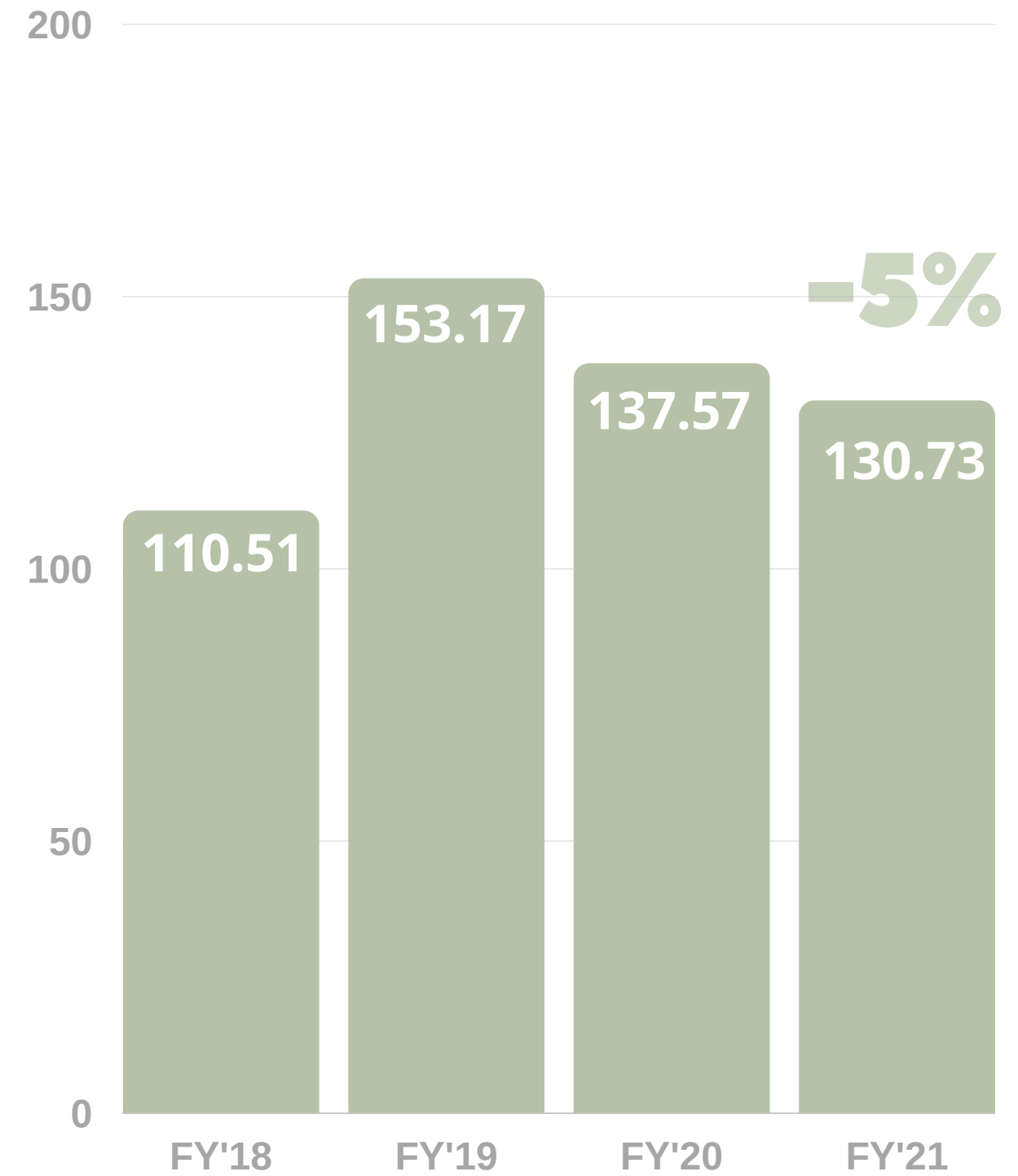
BRANDED & GENERIC FORMULATIONS

# GROSS REVENUE



QUARTERLY PERFORMANCE

Rs. in crores  
**12M'FY21**





FORMULATIONS

# EXPANSION

ANDAS FOR REGULATED MARKETS

# R&D & PRODUCT DEV'P.

SETTING UP FORMULATION DEVELOPMENT CENTRE AT PAR WITH INTERNATIONAL STANDARDS

**NON- INFRINGING**  
PROCESSES

**NOVEL**  
FORMULATIONS

**NOVEL**  
POLYMORPHIC FORMS

**NDDS**  
WITH LEAST DRUG SUBSTANCE

**SUSTAINED**  
RELEASE TABLETS

**NEW**  
COMBINATION

# ANDAS FOR USA MARKETS

WORKING ON 13 ANDAS WITH 41 DIFFERENT STRENGTHS

## DIABETES

6 PRODUCTS-14 STRENGTHS

## CARDIAC

5 PRODUCTS-24 STRENGTHS

## OTHERS

2 PRODUCTS-3 STRENGTHS

**\$6.25 BN**

MARKET SIZE AT EXPIRY

**\$23.61 BN**

MARKET SIZE AT EXPIRY

**\$ 0.76 BN**

MARKET SIZE

# ANDAS FOR USA MARKETS

DEVELOPMENT  
COMPLETED

**6 PRODUCTS**  
READY WITH 6M STABILITY

**PILOT BIO**  
WITHIN 3 MONTHS

LAB SCALE  
COMPLETED

**2 PRODUCTS**  
PROTOTYPE FRML AVAILABLE

**TECH-TRANSFER**  
WITHIN 3 MONTHS

BENCH SCALE  
DEVELOPMENT

**5 PRODUCTS**  
BENCH SCALE

**TECH PACK**  
WITHIN 6 MONTHS

# WORLD CLASS ANDA PROJECT

**100 CR**

PROJECT COST

**2 YEARS**

COMPLETION TIME

**300**

NEW HIRINGS

**AUTOMATIC**

FILLING & PACKING LINES

**25**

NEW PRODUCTS

**2000 CR**

PRODUCTION VALUE

AT EXISTING SITE AT BADDI ONLY, LAND PARCEL ALREADY EAR MARKED

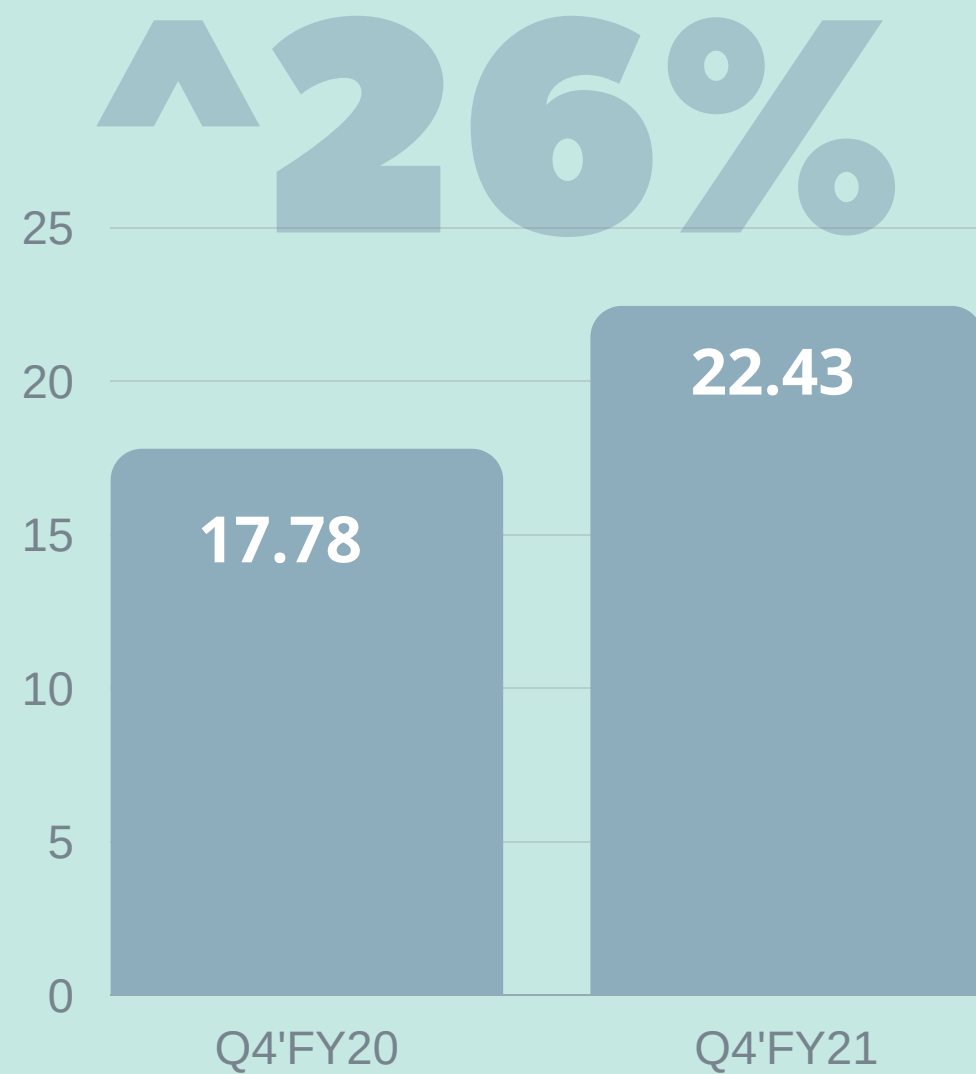




OTC, HEALTH & NUTRITION

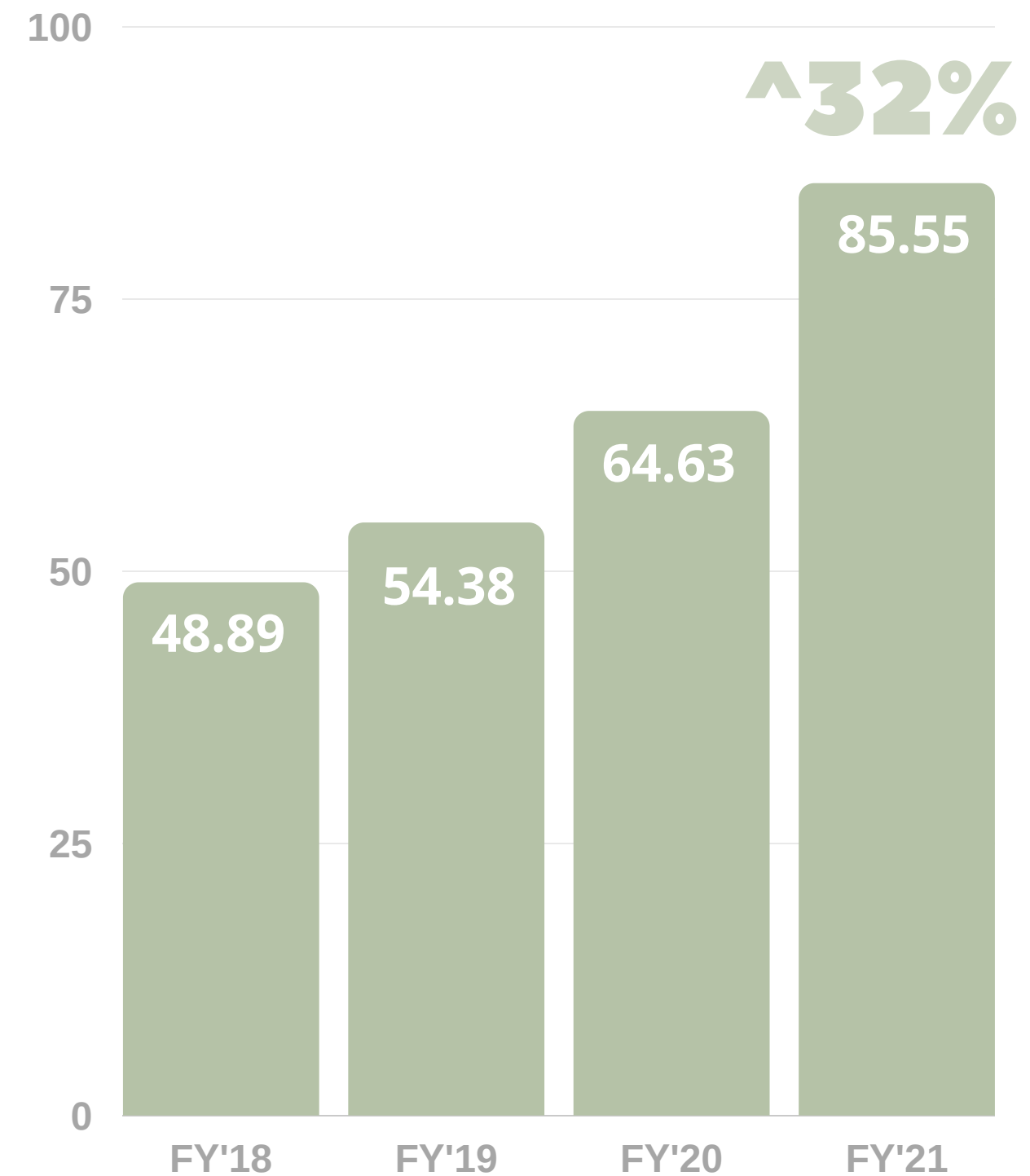


# GROSS REVENUE



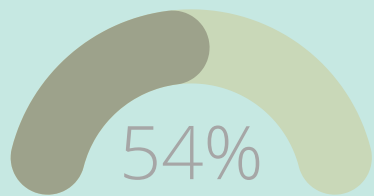
QUARTERLY PERFORMANCE

Rs. in crores  
**12M'FY21**

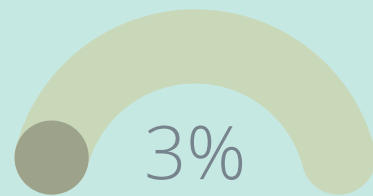


**20% CAGR**

# HEALTH & NUTRITION



HEALTH & NUTRITION



ONLINE SALES



IMMUNITY



DISINFECTANTS



SANITIZERS

NEW LAUNCHES IN FY21



SKIN COLLAGEN



MUSCLE FOOD



SEXUALL WELLNESS



GREEN TEA & HONEY



OMEGA-3



STRESS & SLEEP



SLIM SHAKE

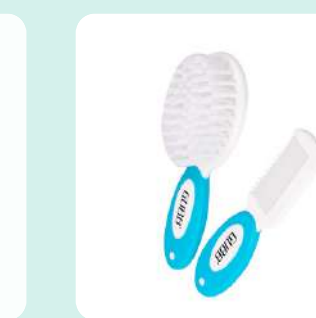
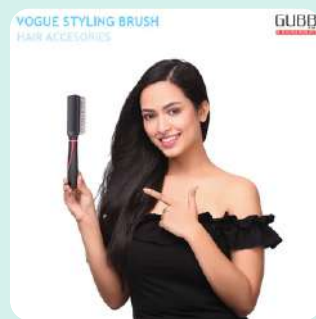
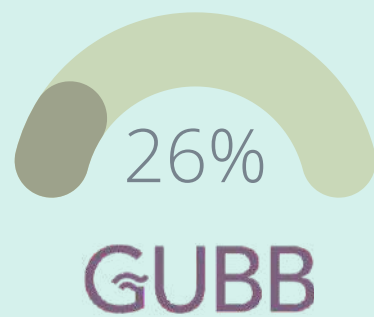


GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT DR.MOREPEN.COM



# PERSONAL GROOMING





# SPECIALITY SKINCARE

# H

# H A P P I E R

SEE YOU SOON



DEEP CLEANSER



VITAMIN-C SERUM



PROBIOTIC



BODY SCRUB

# EXPANSION

EXPANDING THE PRODUCT BASKET & REACH



# R&D & PRODUCT DEV'P.

INVESTING HEAVILY ON PRODUCT DEVELOPMENT IN VARIOUS AREAS

**HEALTH**  
& FITNESS PRODUCTS

**NUTRACEUTICALS**  
PRODUCTS

**ENERGY**  
DRINKS & CAPSULES

**AYURVEDA**  
WITH A SCIENTIFIC BACKING

**HIGH-END**  
COSMETOLOGY

**PACKAGING**  
INNOVATIONS



# EXPANSION PLAN

CAPITALISING ON THE EQUITY OF DR.MOREPEN - A HOUSEHOLD BRAND

**OTC- TRADE**

100 PRODUCTS

**ONLINE**

HEALTH & NUTRITION

**GROOMING**

200 PRODUCTS AVAILABLE

**500**

PRODUCTS IN THREE YEARS

**1000**

PRODUCTS IN THREE YEARS

**500**

PRODUCTS IN THREE YEARS

# DR. MOREPEN EXPANSION

**100 CR**

PROJECT COST

**2 YEARS**

COMPLETION TIME

**ONLINE**

FULL ECOMMERCE SET UP

**BRAND**

BUILDING & SURVEYS

**SOCIAL**

MEDIA & REACH

**1000 CR**

SALES VALUE

CONSOLIDATED

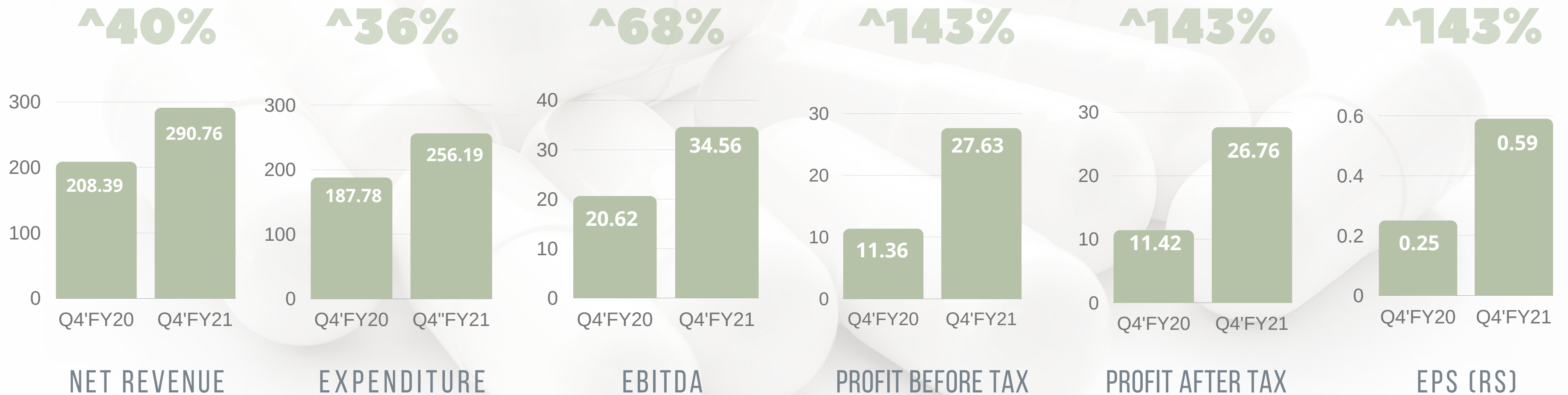
# FINANCIAL

HIGHLIGHTS & RATIOS

CONSOLIDATED

Rs. in crores  
**Q4'FY21**

# FINANCIAL HIGHLIGHTS

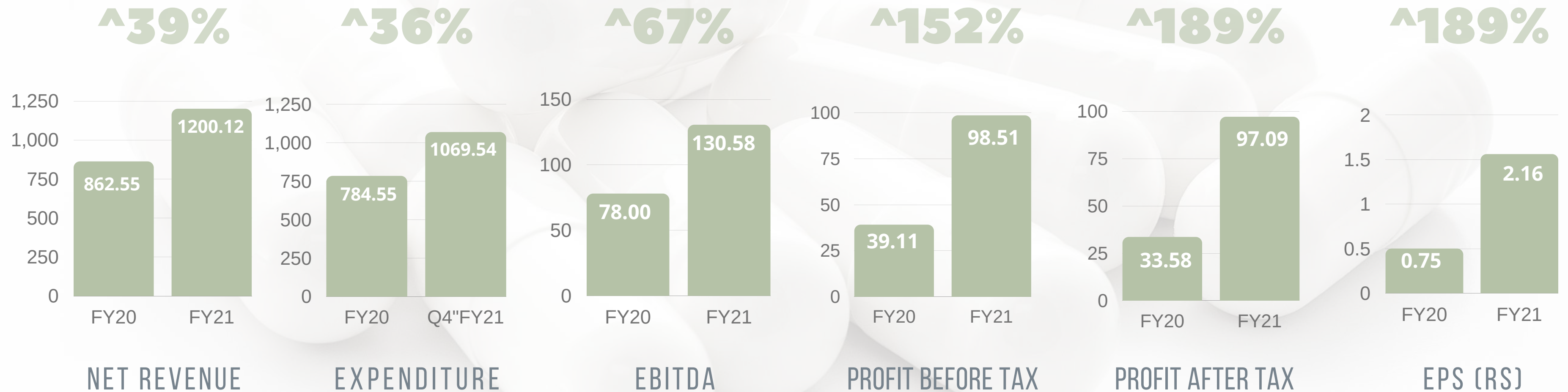


QUARTERLY PERFORMANCE

CONSOLIDATED

Rs. in crores  
**12M'FY21**

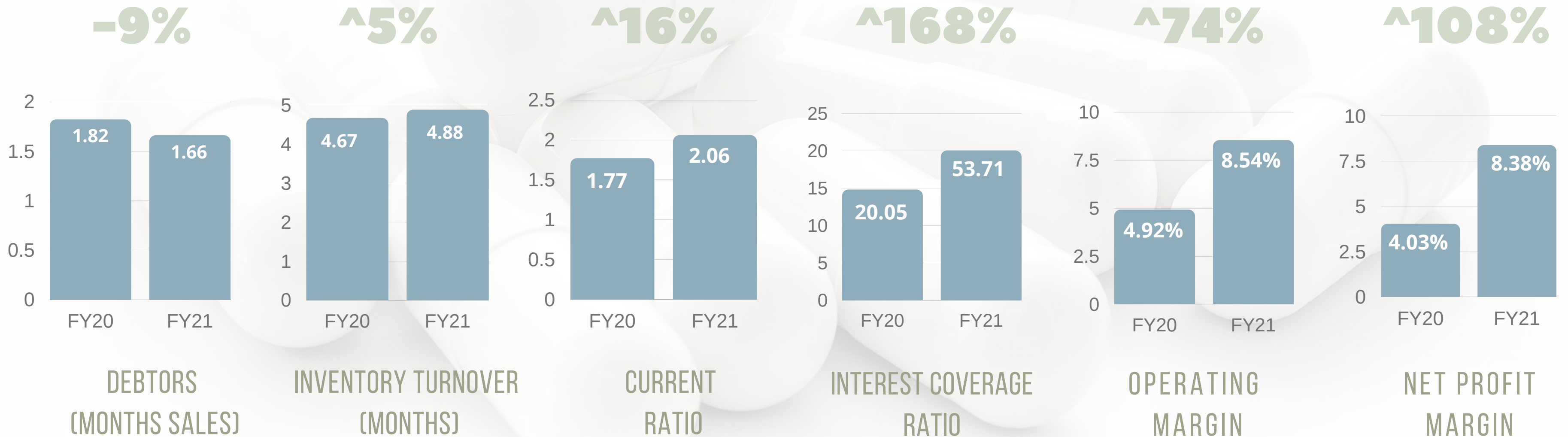
# FINANCIAL HIGHLIGHTS



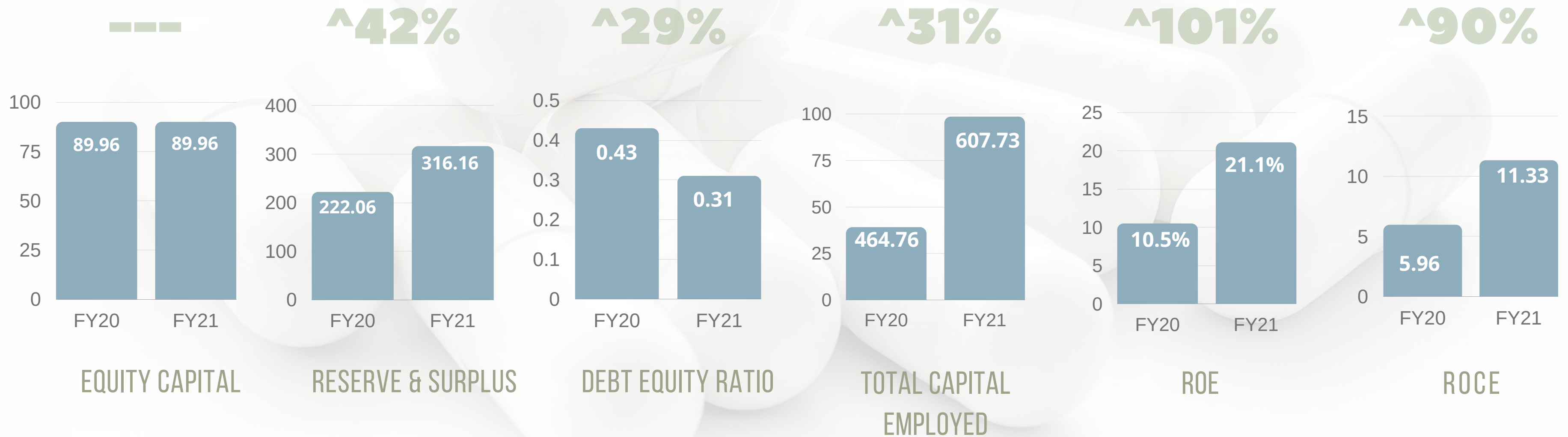
ANNUAL PERFORMANCE



# OPERATING RATIOS



# BALANCE SHEET RATIOS







Thank you