

MOREPEN  
LABORATORIES LIMITED



**MOREPEN**

**Q1'FY22**

EARNINGS PRESENTATION - JULY 2021





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## Q1'FY22 PERFORMANCE

Rs. in crores

**^50%**

NET REVENUE

258.97    388.31

**^63%**

EBIDTA

27.90    45.43

**^57%**

PROFIT AFTER TAX

19.36    30.47

**^57%**

EPS (3M)

Rs. 0.43    Rs. 0.68

Q1'FY21    Q1'FY22

Q1'FY21    Q1'FY22

**MOREPEN**

CONSOLIDATED

## QUARTERLY HIGHLIGHTS

Rs. in crores

**^97%**

PROFIT BEFORE TAX

19.55    38.53

Q1'FY21

Q1'FY22



RUSSIAN DIRECT  
INVESTMENT FUND

**MOREPEN**



## Morepen starts trial production of Sputnik V in India for RDIF

Press Release: 6th July 2021

# Sputnik V

THE FIRST REGISTERED COVID-19 VACCINE  
PROVEN HUMAN ADENOVIRAL VECTOR TECHNOLOGY

- Trial samples of 6 batches being sent to Gamelya, Moscow for testing.
- Can start commercial production within 4-6 weeks subject to regulatory clearances.
- Capacity to produce upto 250 mn doses pa which can be increased to 500mn doses pa.



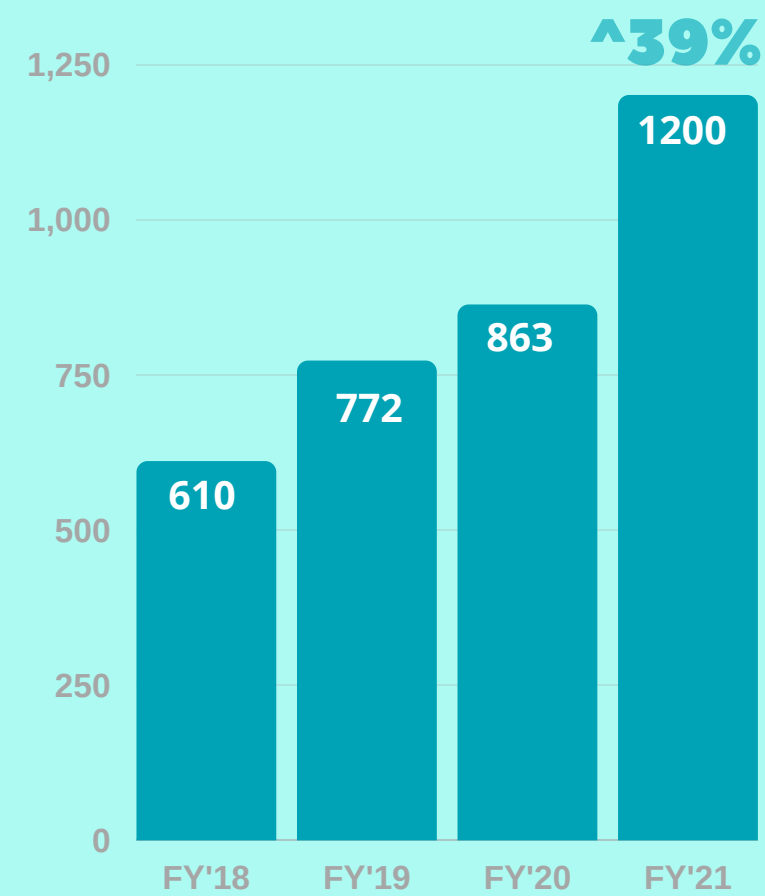


**CONSOLIDATED**  
QUARTERLY PERFORMANCE

CONSOLIDATED

# REVENUE GROWTH

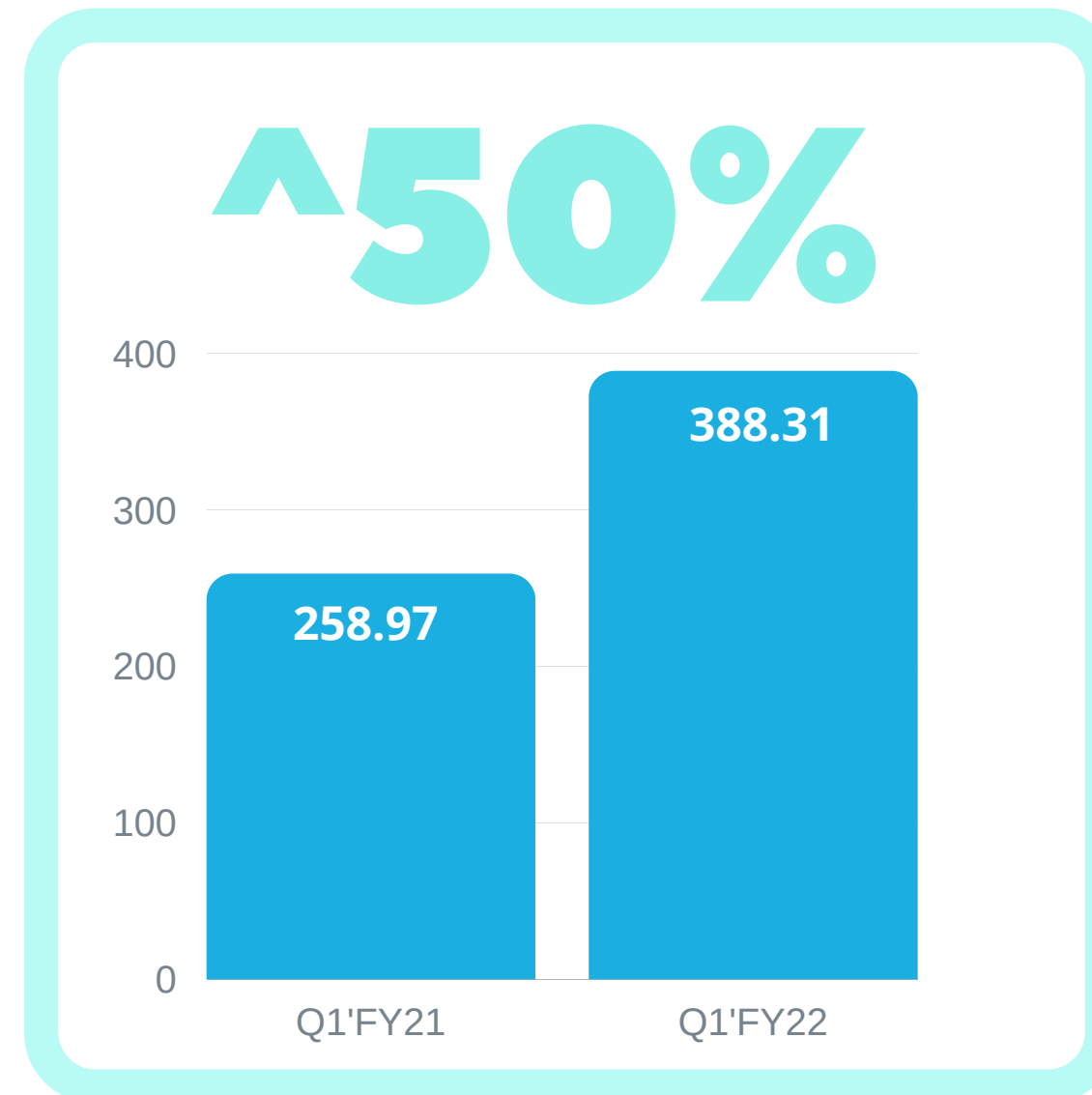
25% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE





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# BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

**MOREPEN**

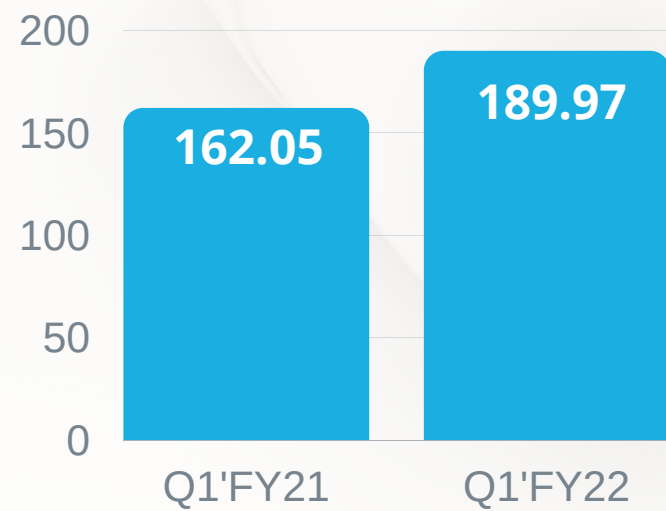


CONSOLIDATED

# SEGMENTS WISE GROWTH

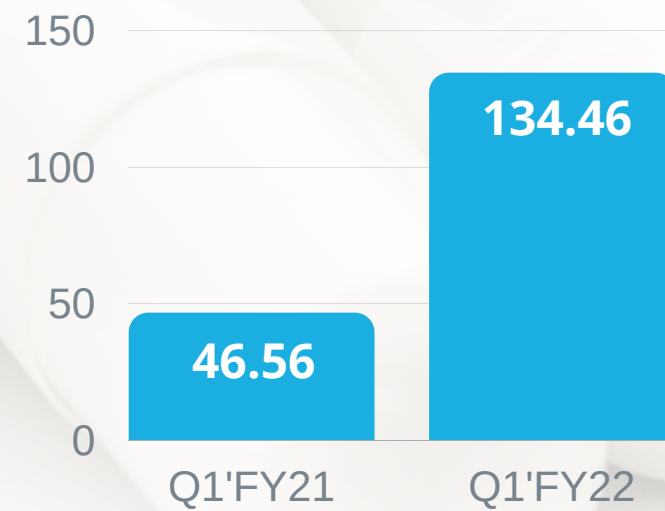
API

**^17%**



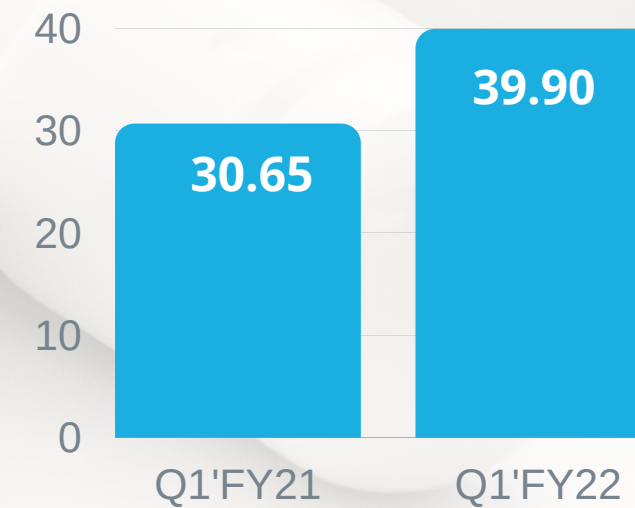
DIAGNOSTICS

**^189%**



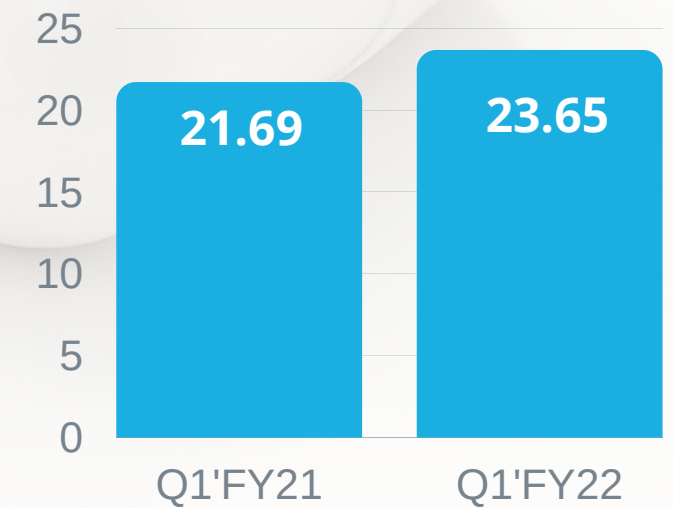
FORMULATIONS

**^30%**



DR.MOREPEN -OTC

**^9%**

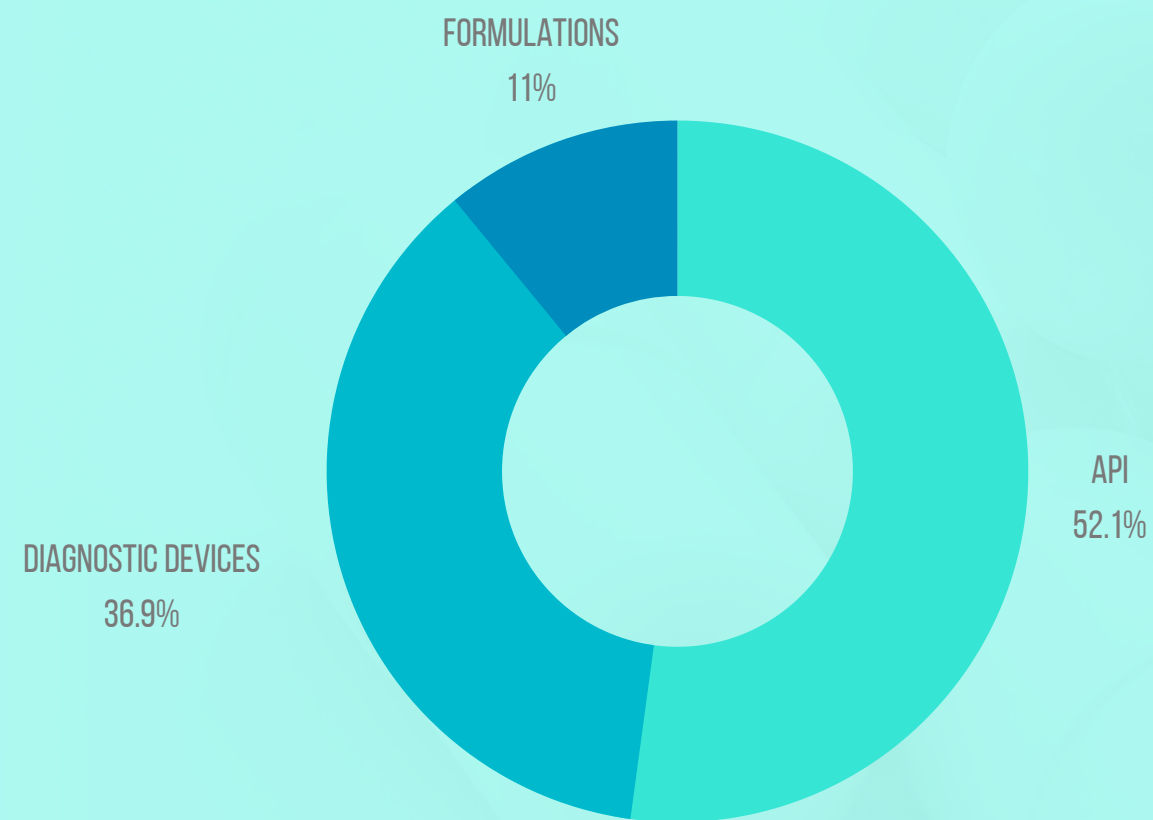


\*Non-Covid Revenue Growth 172%



STANDALONE

# SEGMENT WISE BREAKUP



REVENUE SPLIT Q1'FY'22



SHARE	FY'21	Q1'FY22	
API	62.0%	52.1%	9.90% ↓
DIAGNOSTICS	26.1%	36.9%	10.8% ↑
FORMULATIONS	11.9%	11.0%	0.80% ↓



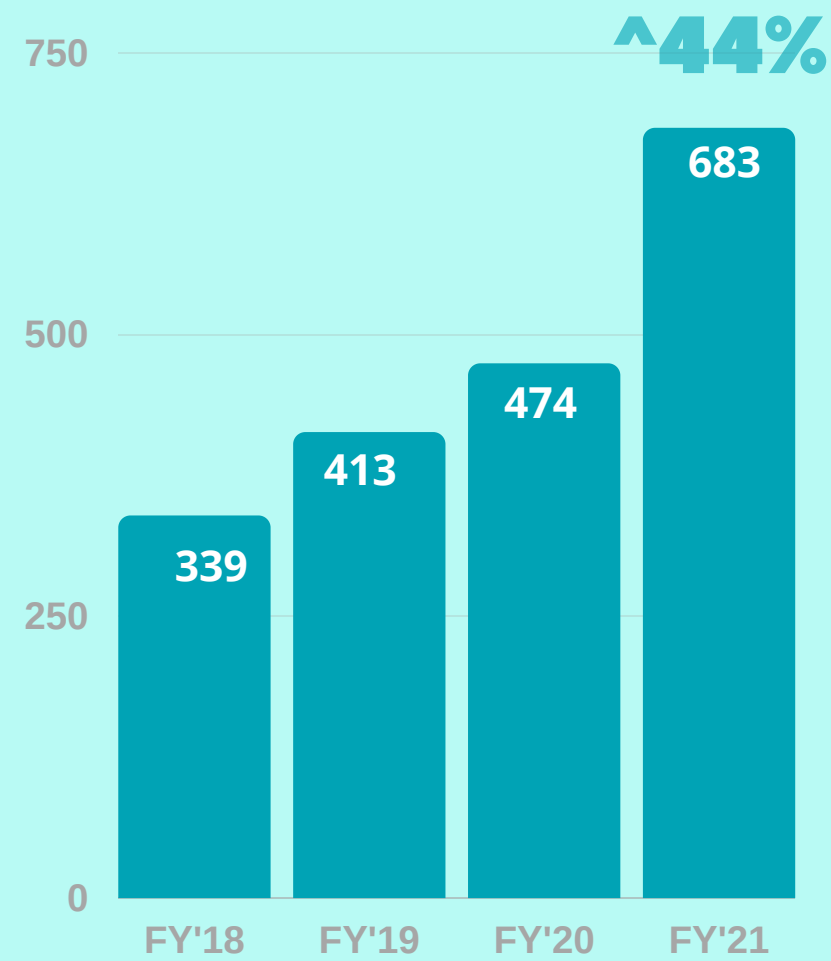
# **API BUSINESS**

**LEADERSHIP THROUGH QUALITY**

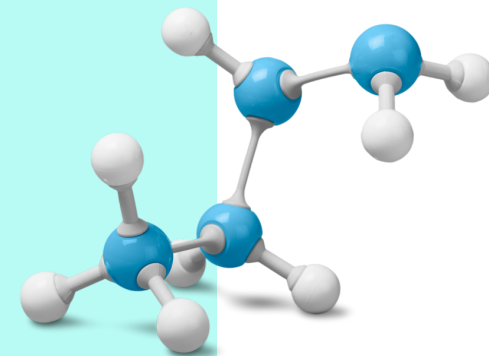


# API REVENUE

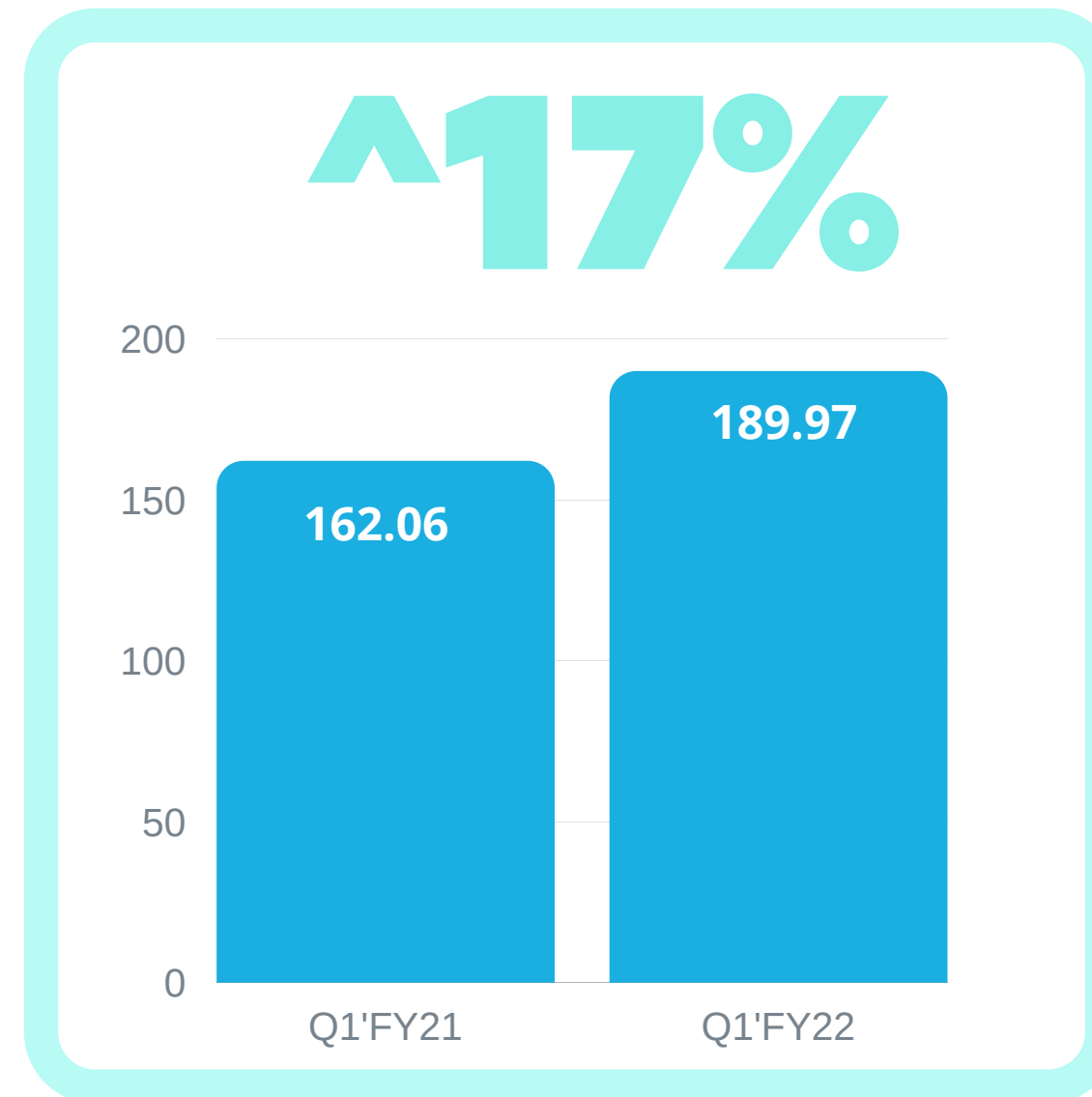
26% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE

## KEY API PRODUCTS

**LORATADINE**

**^ 16 %**

**MONTELUKAST**

**^ 45 %**

**ATORVASTATIN**

**- 5 %**

**NEW MOLECULES**

**^ 110 %**



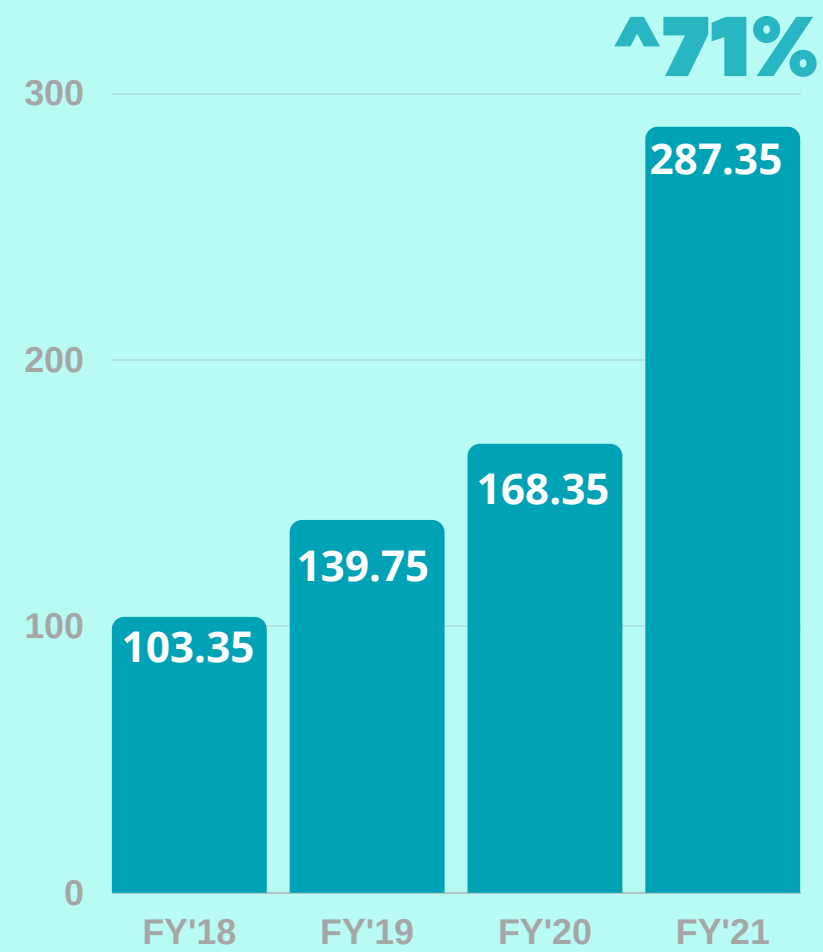


# **POC MEDICAL DEVICES**

**MARKET LEADERSHIP**

# POC REVENUE

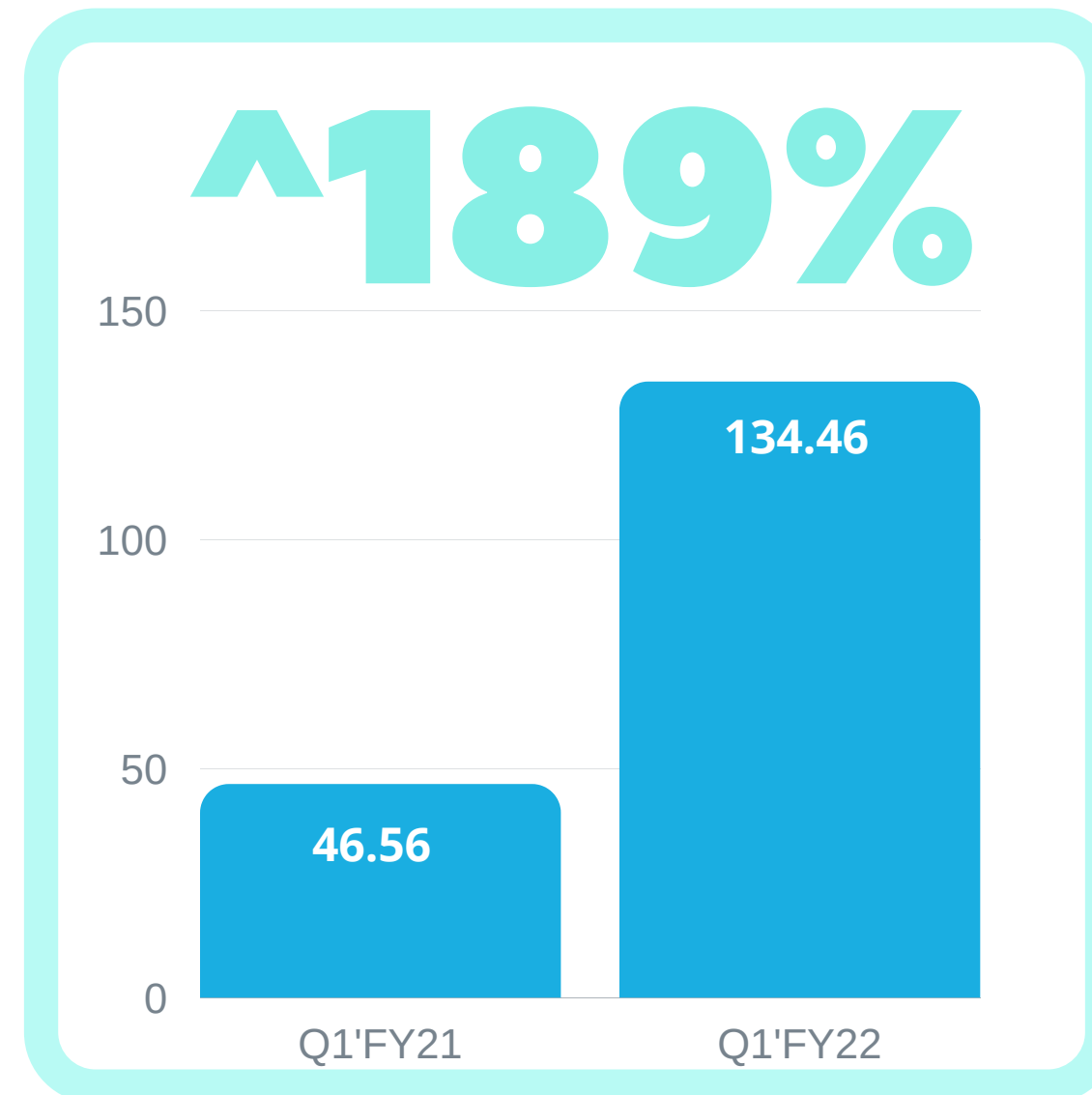
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE



# GROWTH DRIVERS

**^233%**  
GLUCO METERS



**^183%**  
BP MONITORS



**^730%**  
NEBULISERS



**^2032%**  
OXIMETERS



**NEW**

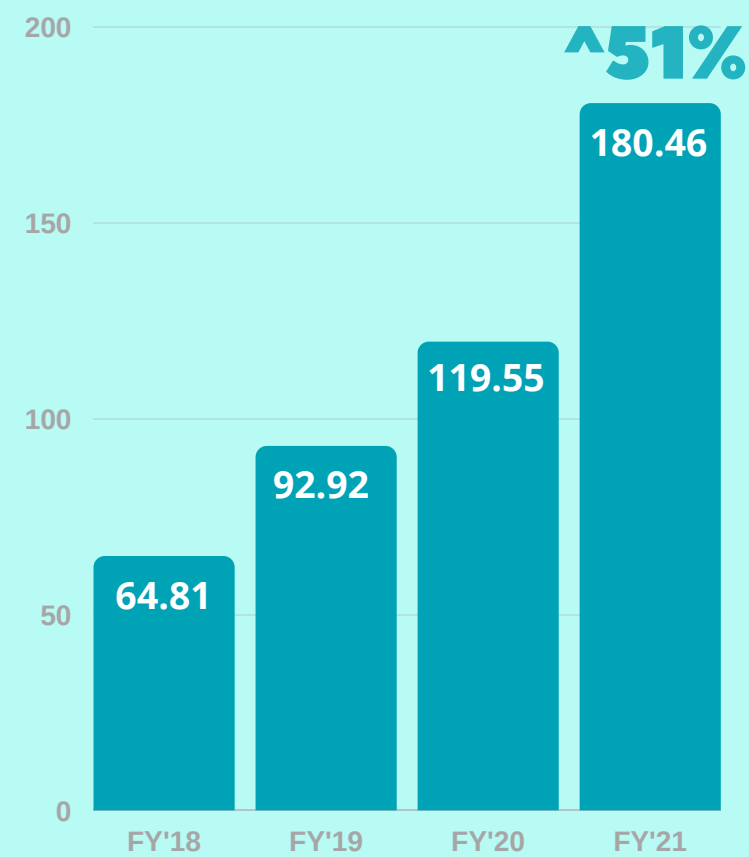


OXYGEN CONCENTRATOR



# GLUCO METER REVENUE

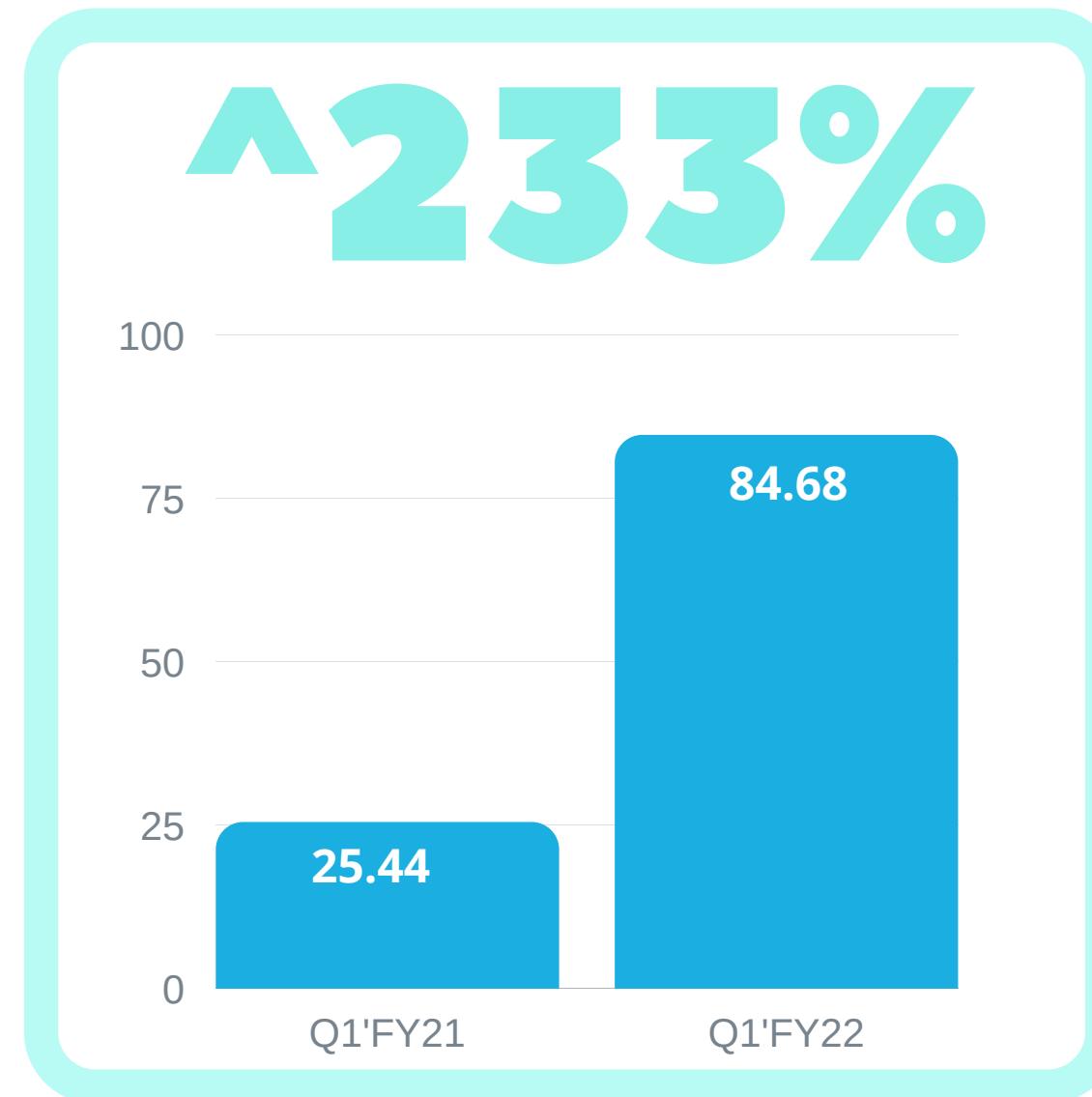
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores

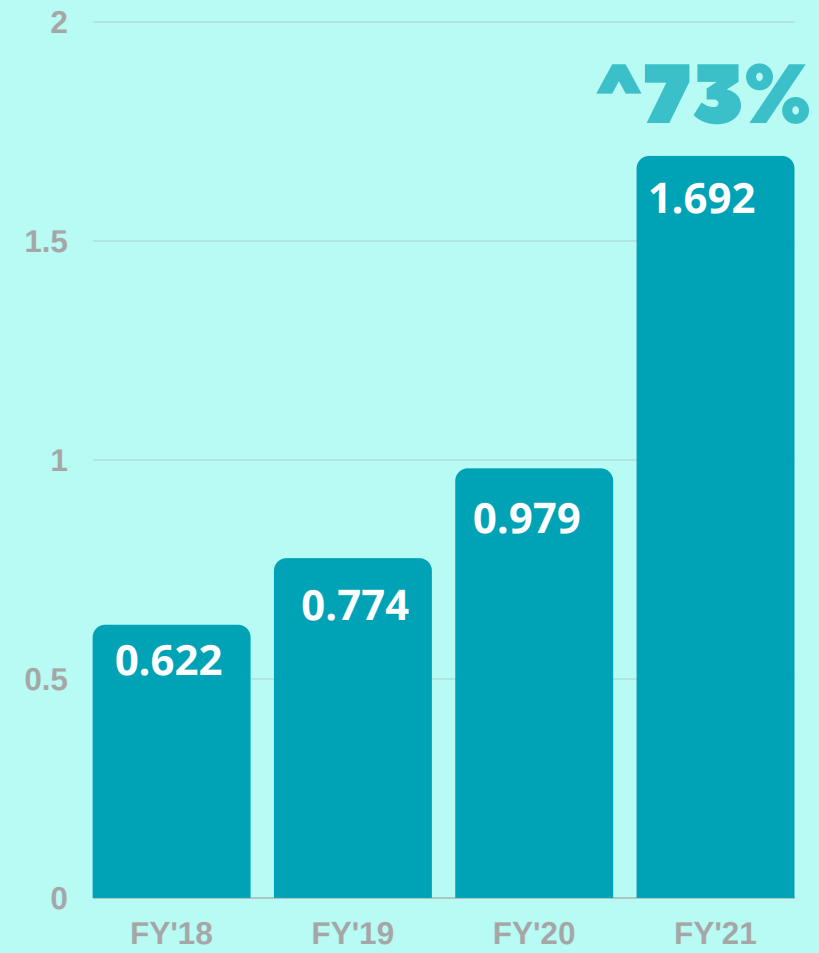


Q1'FY22 PERFORMANCE



# GLUCO METER INSTALLED

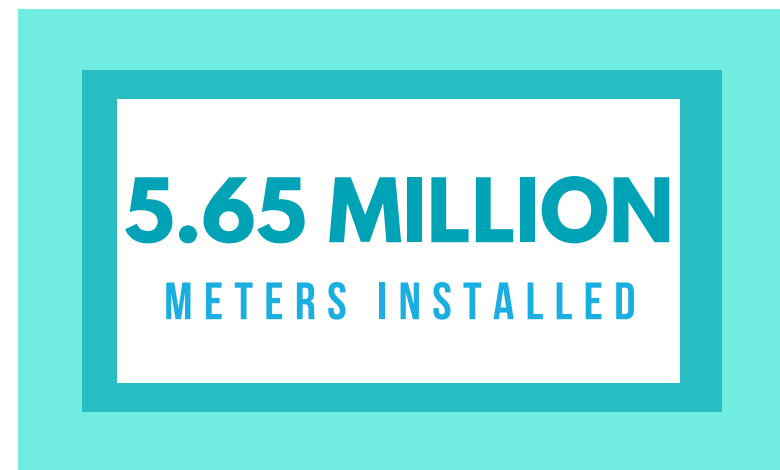
40% CAGR



MILLION METER INSTALLED



**^176%**



Q1'FY21 **0.62 MILLION**



**^187%**

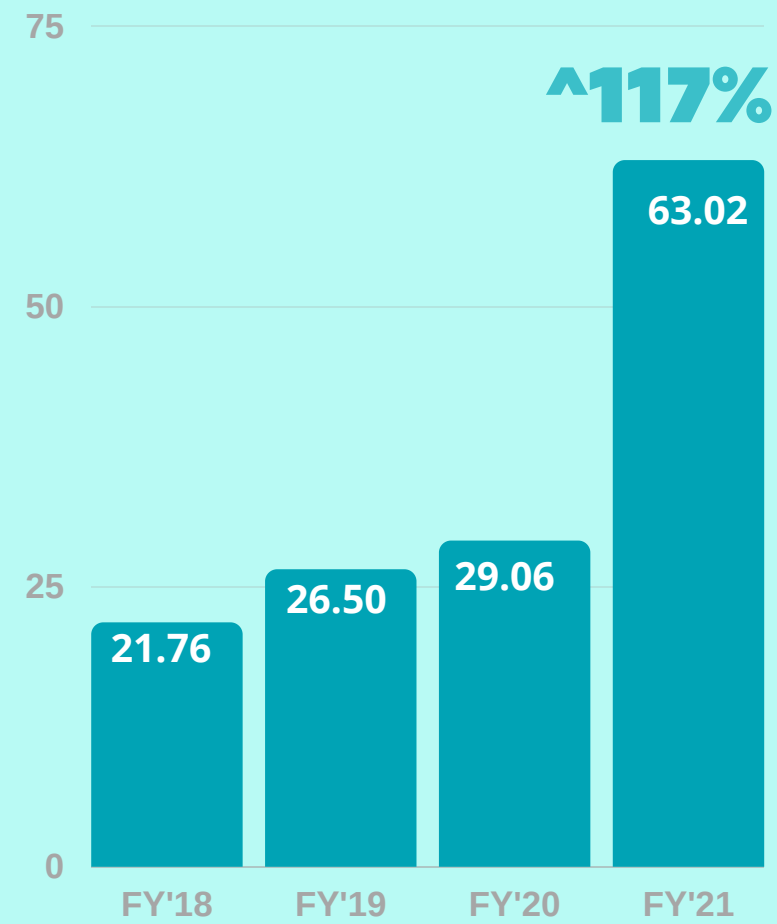


Q1'FY22 **86 MILLION**



# BP MONITOR REVENUE

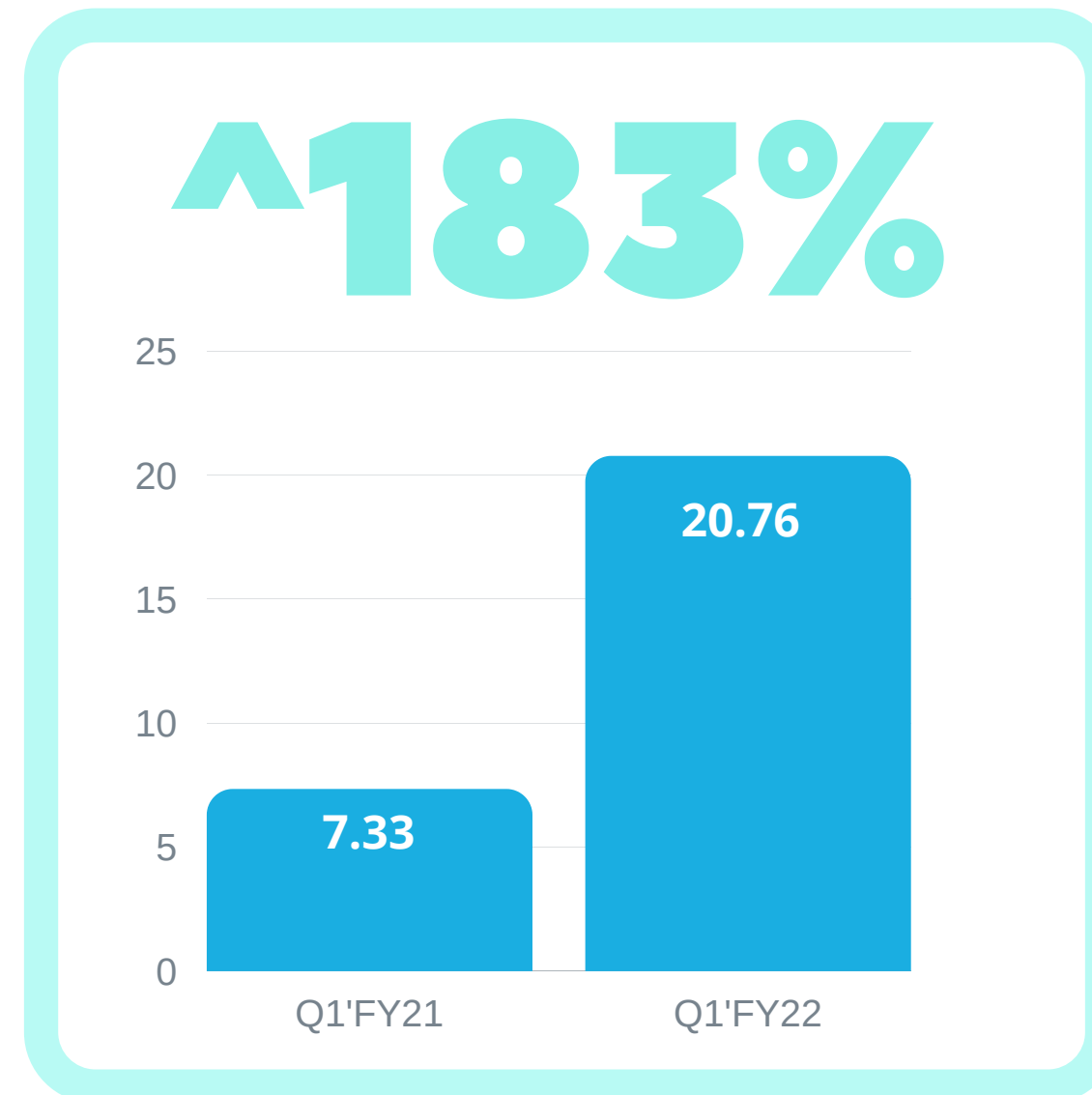
43% CAGR



ANNUAL PERFORMANCE



Rs. in crores



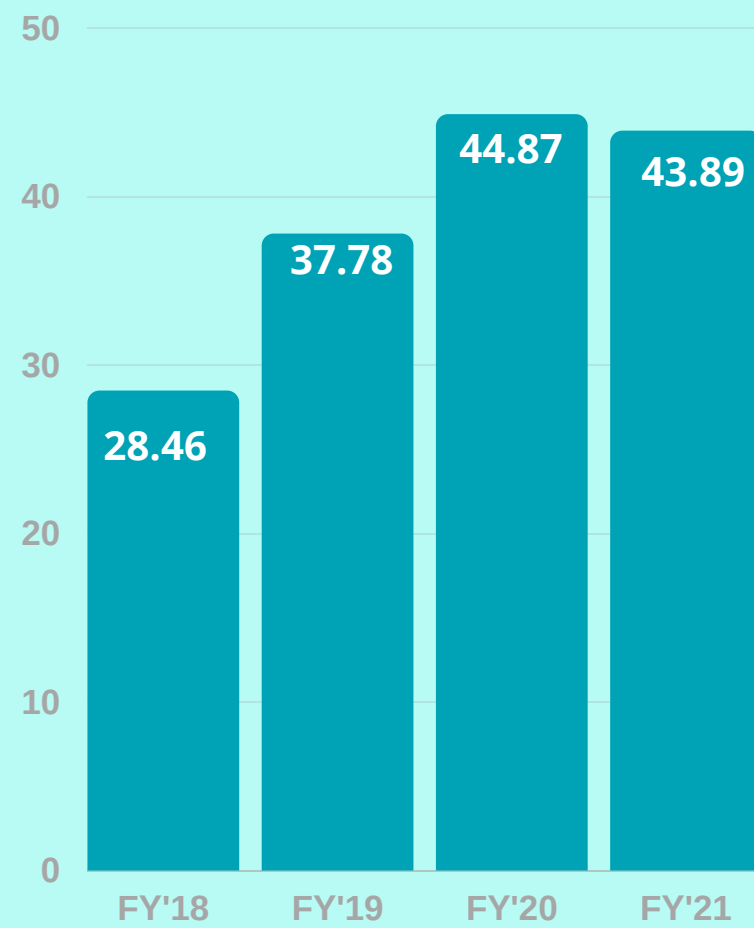
Q1'FY22 PERFORMANCE





# OTHER PRODUCTS

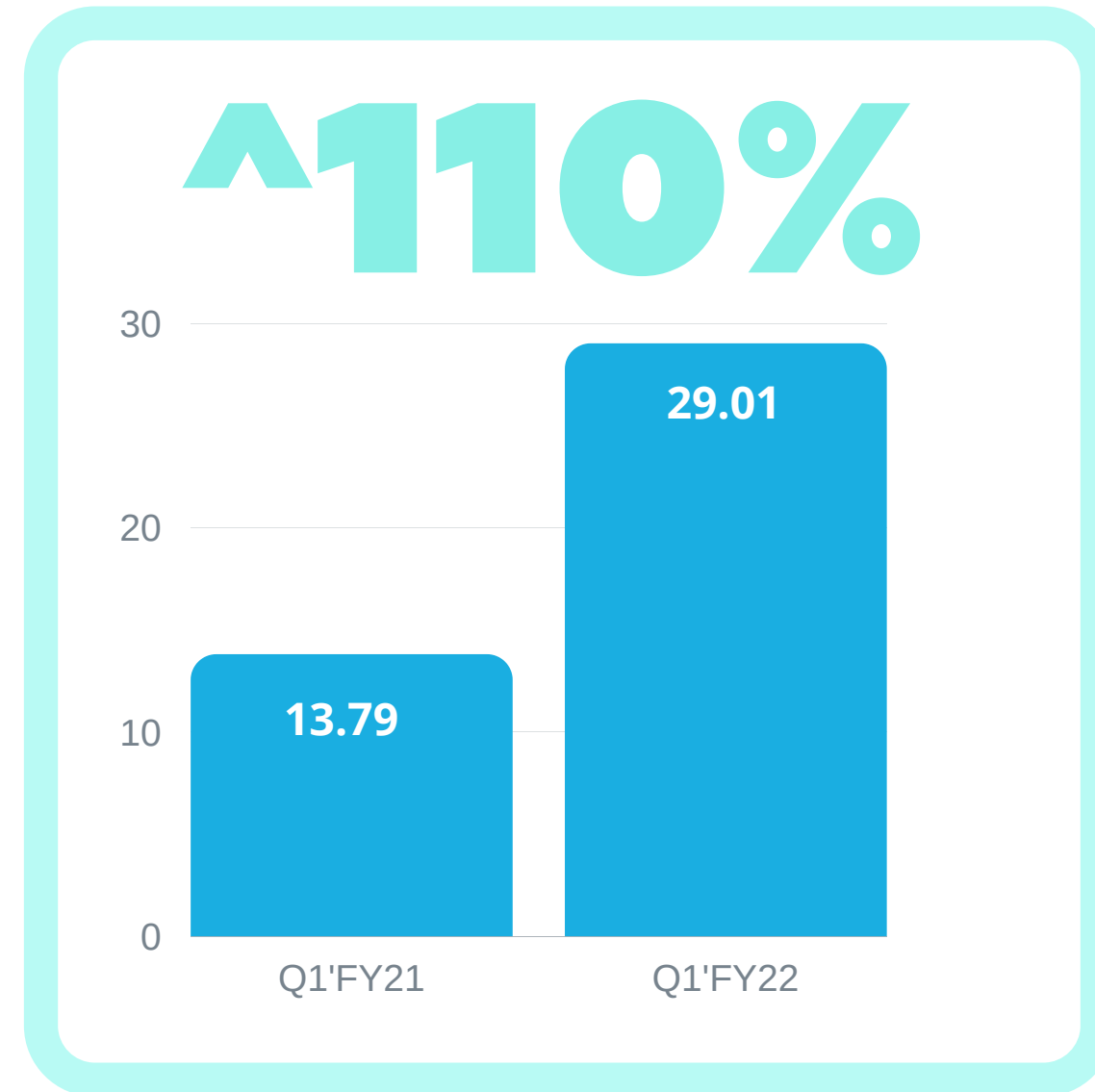
16% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE



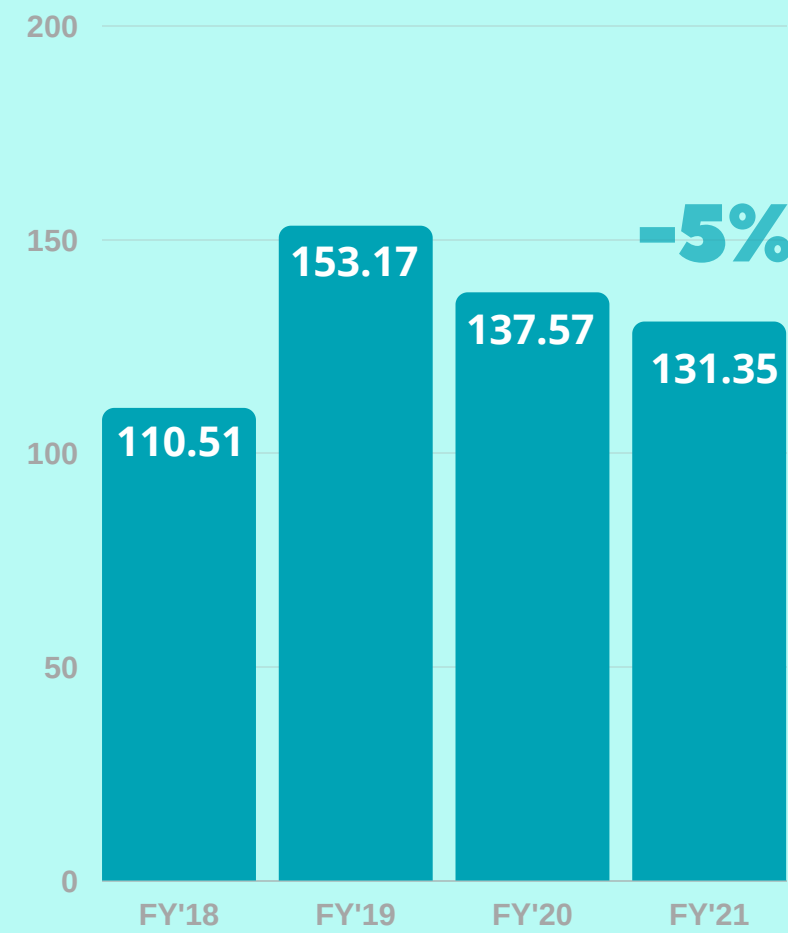
# **FORMULATIONS**

**BRANDED FORMULATIONS IN INDIA**

# FORMULATIONS

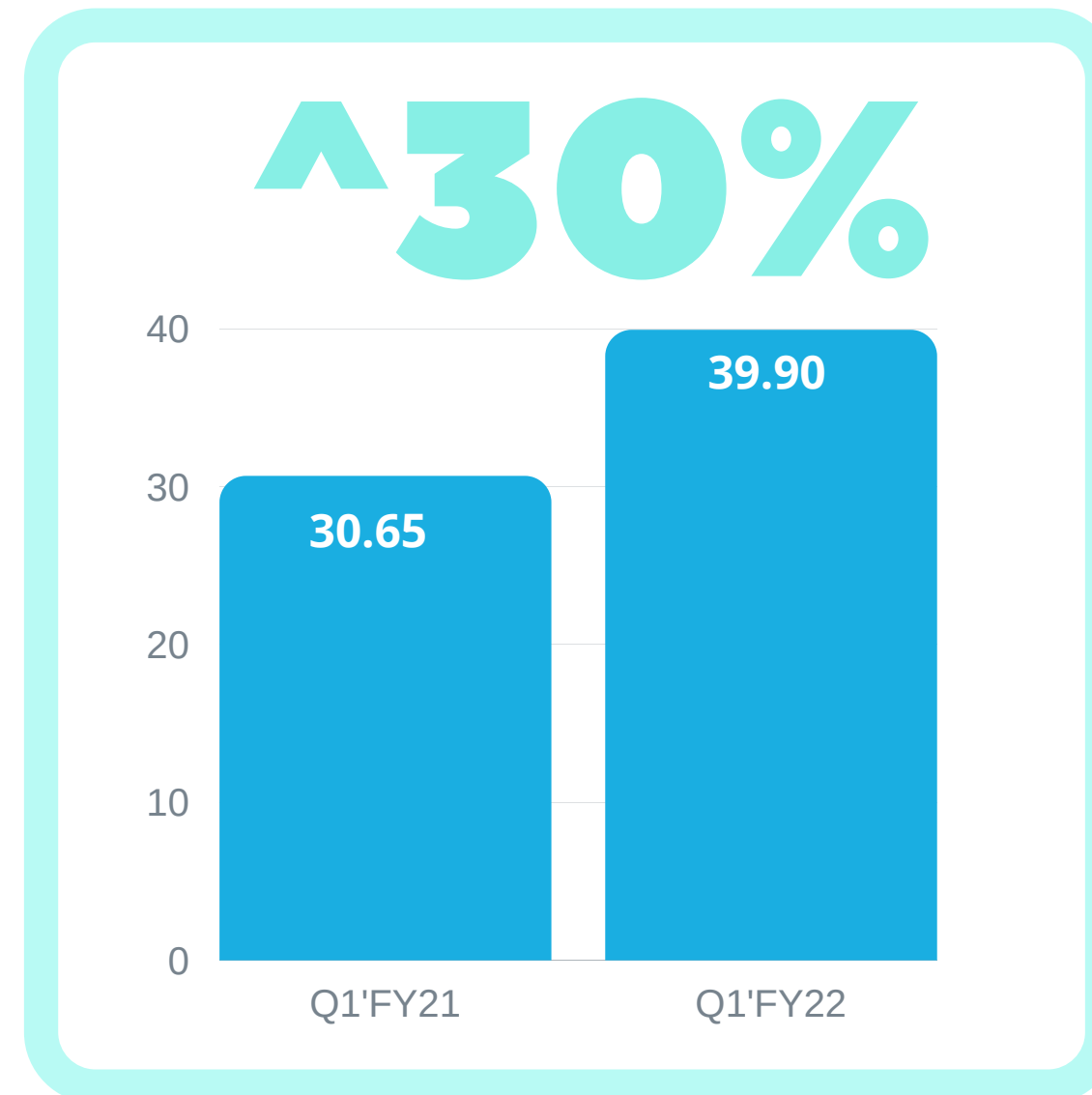
## FORMULATIONS REVENUE

5% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q1'FY22 PERFORMANCE



# GROWTH DRIVERS

**^179%**  
ANTIBIOTICS

**^91%**  
VITAMINS

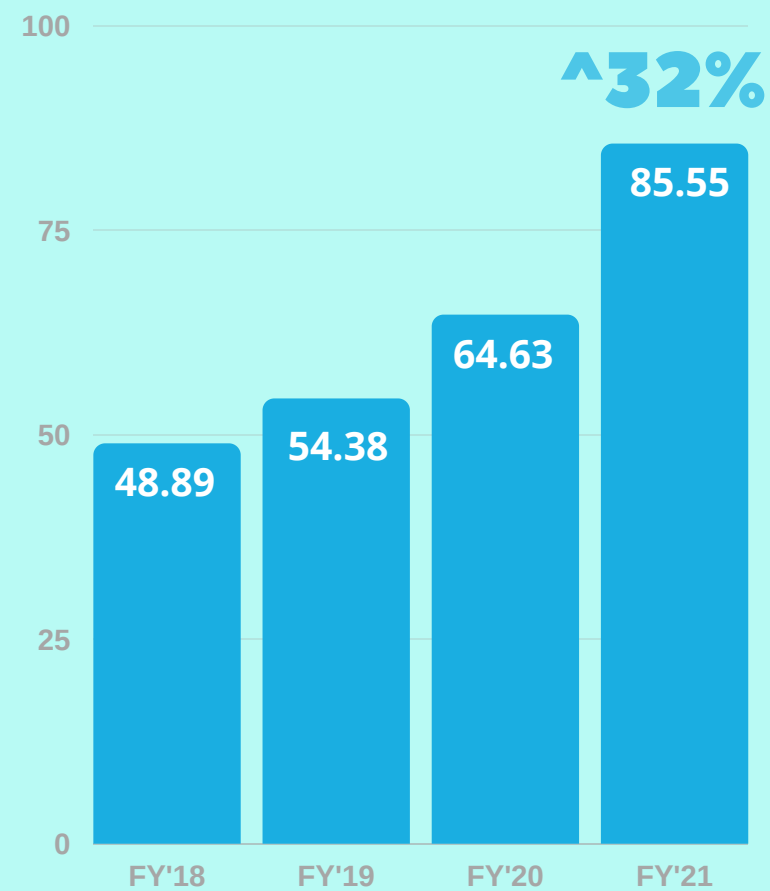
**^55%**  
GASTRO

**^201%**  
OTHERS



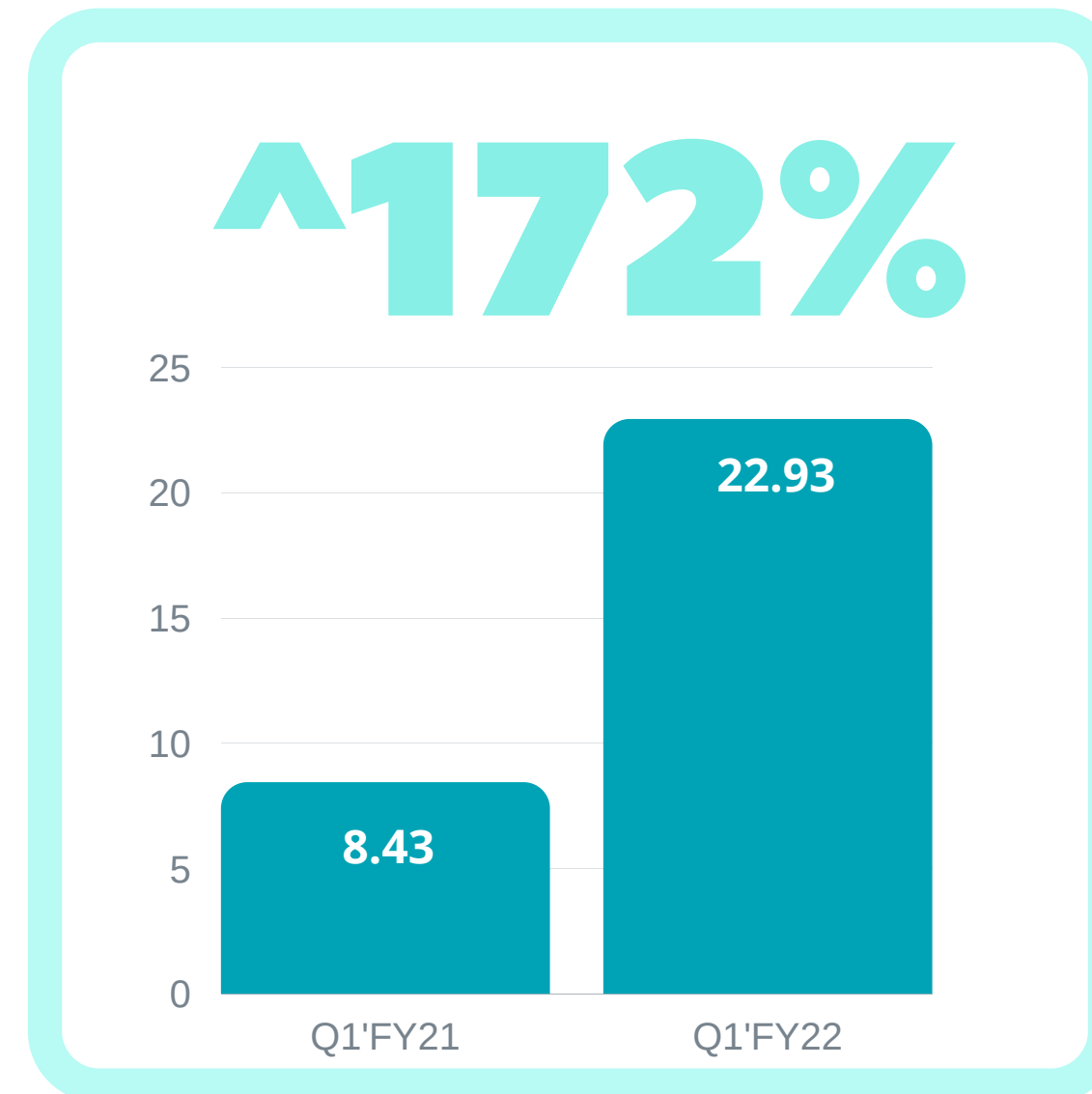
# GROSS REVENUE

20% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q1'FY22 PERFORMANCE\*

\*Non-Covid Revenue 172% Growth; Total 9%



# GROWTH DRIVERS

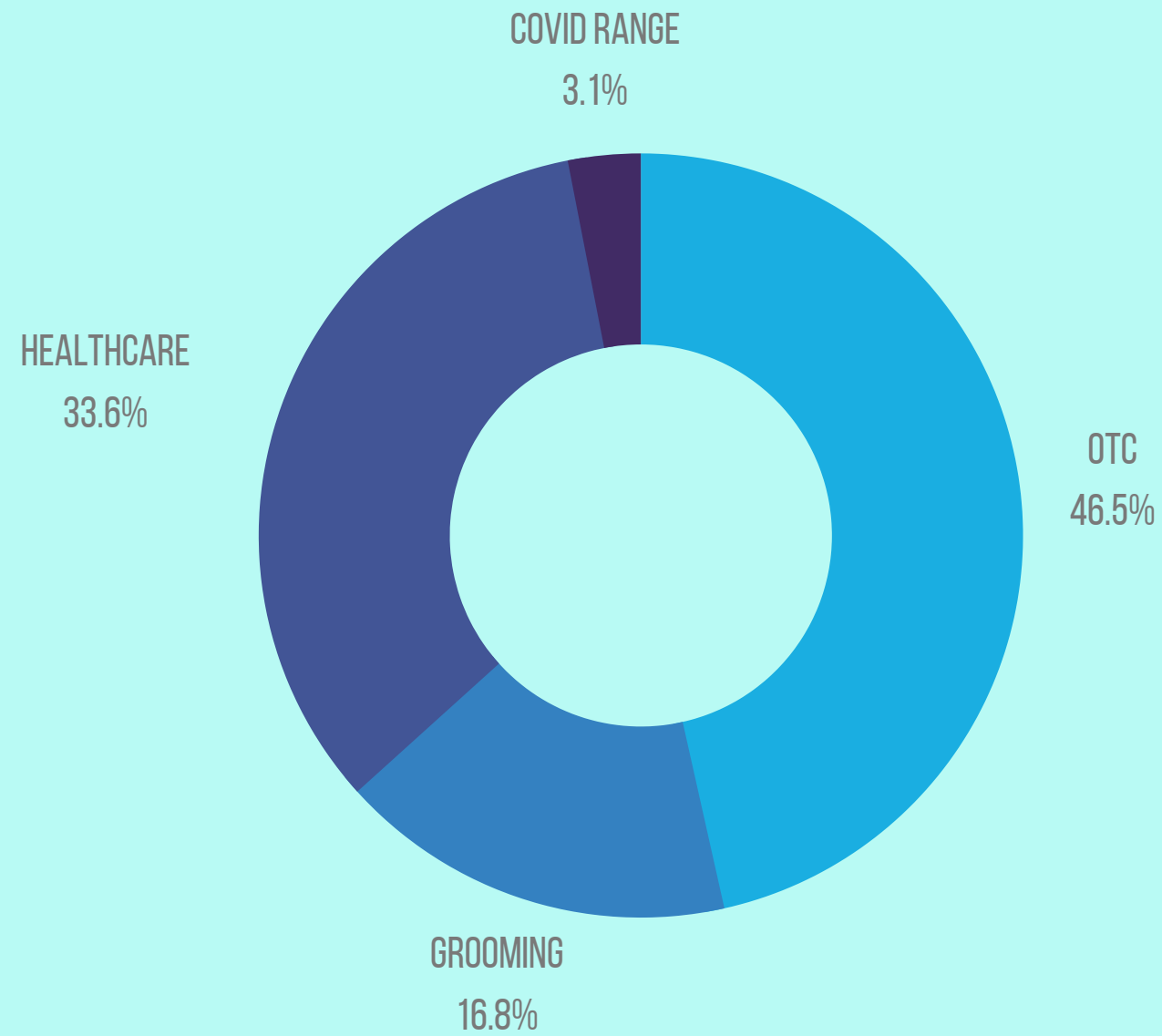
**^259%**  
OTC PRODUCTS

**^273%**  
GROOMING

**^85%**  
GENERAL HEALTH

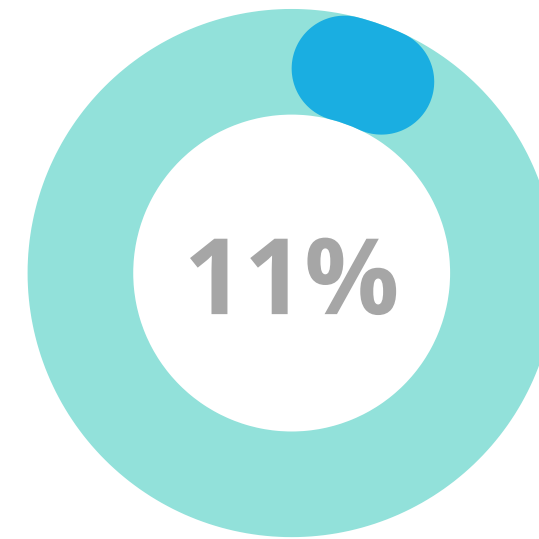
**110%**  
ONLINE SALES

# BUSINESS SEGMENTS

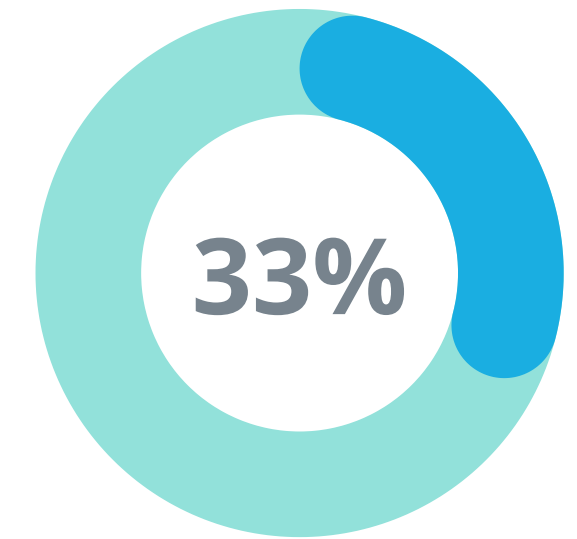


BUSINESS SEGMENTS Q1'FY22

## ON LINE SALES



OTC



GUBB

GROOMING

# NEW ONLINE LAUNCHES



IMMUNE TEA



PCOS POWDER



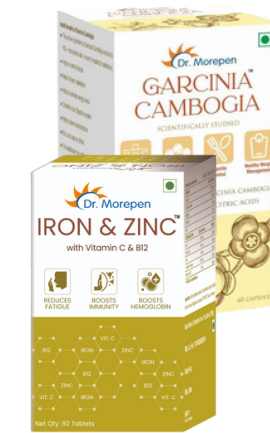
COLLAGEN



MUSCLE FOOD



SEXUAL WELLNESS



IRON & ZINC  
GARCINIA



HONEY



VITAMINS



COQ-10  
COD LIVER OIL



GILOY+TULSI  
AMLA JUICE



OMEGA-3



STRESS & SLEEP



SLIM SHAKE



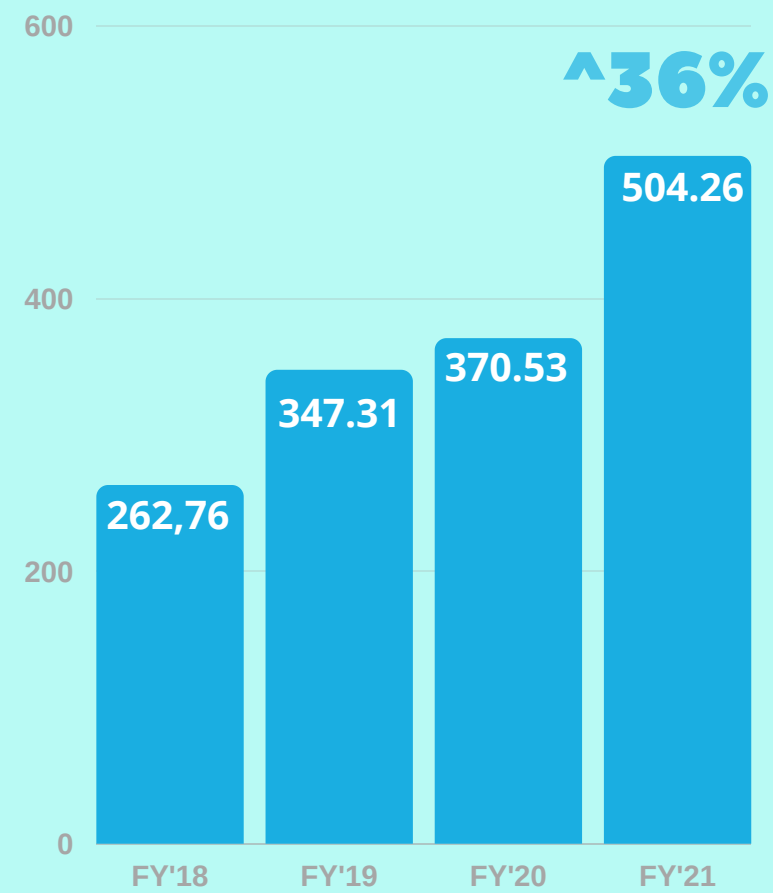
GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT [WWW.HEALTH.DRMOREPEN.COM](http://WWW.HEALTH.DRMOREPEN.COM)

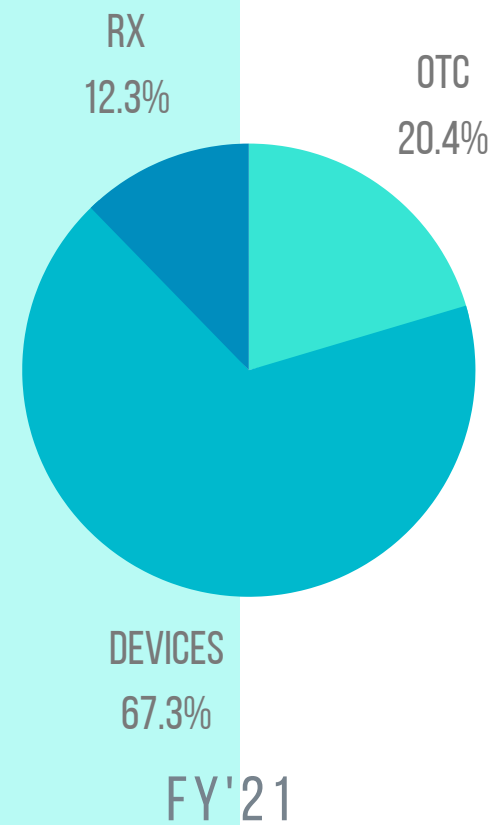
# BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

24% CAGR

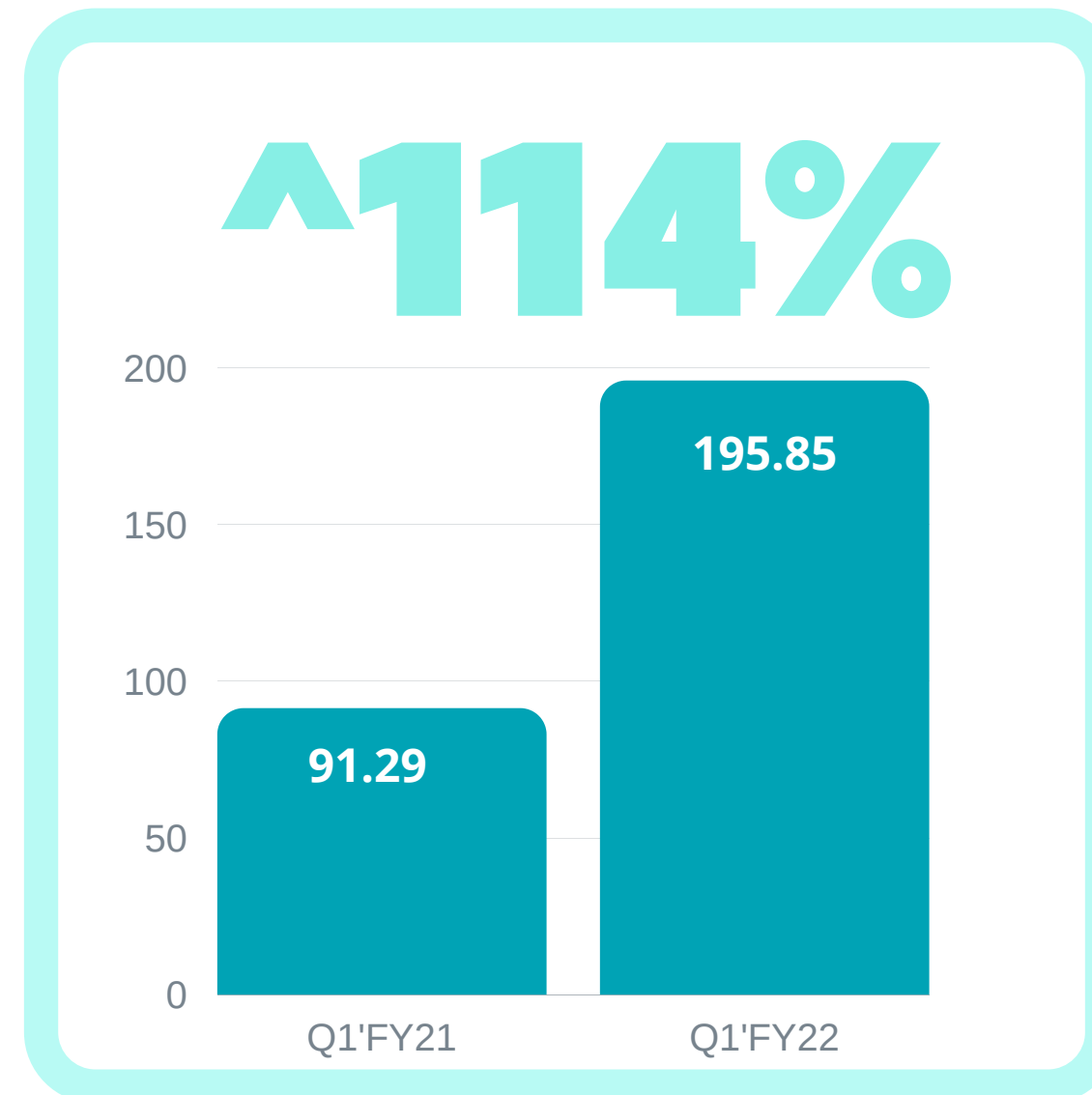


ANNUAL PERFORMANCE



FY'21

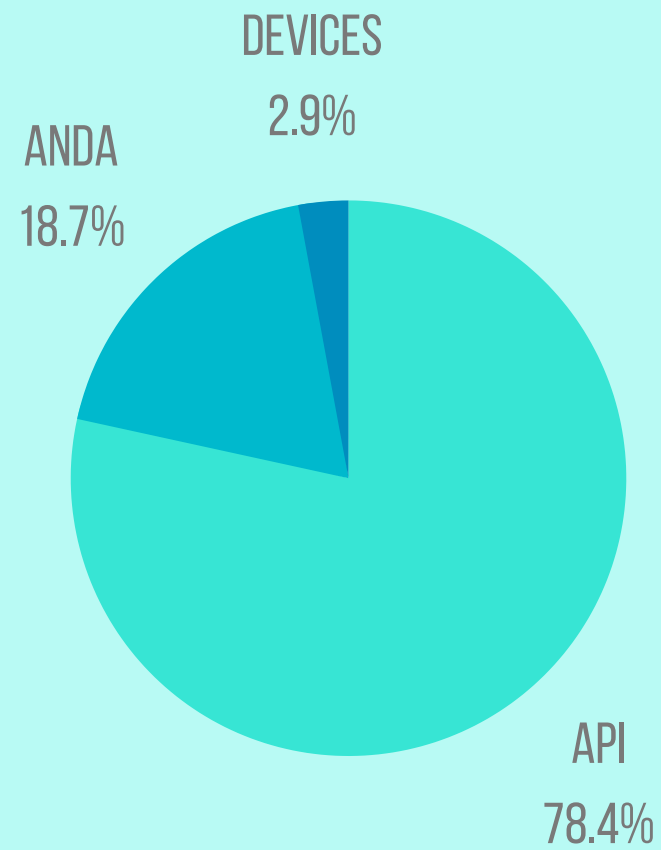
Rs. in crores



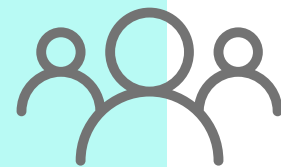
Q1'FY22 PERFORMANCE



INCREASING INVESTMENT IN R&D  
FOCUS ON \$40 BILLION GENERIC MARKET OPENING UP  
NEW INITIATIVES INCLUDING BIO-SIMILARS, ENZYMES



SEGMENT WISE SPEND



246 PEOPLE\*

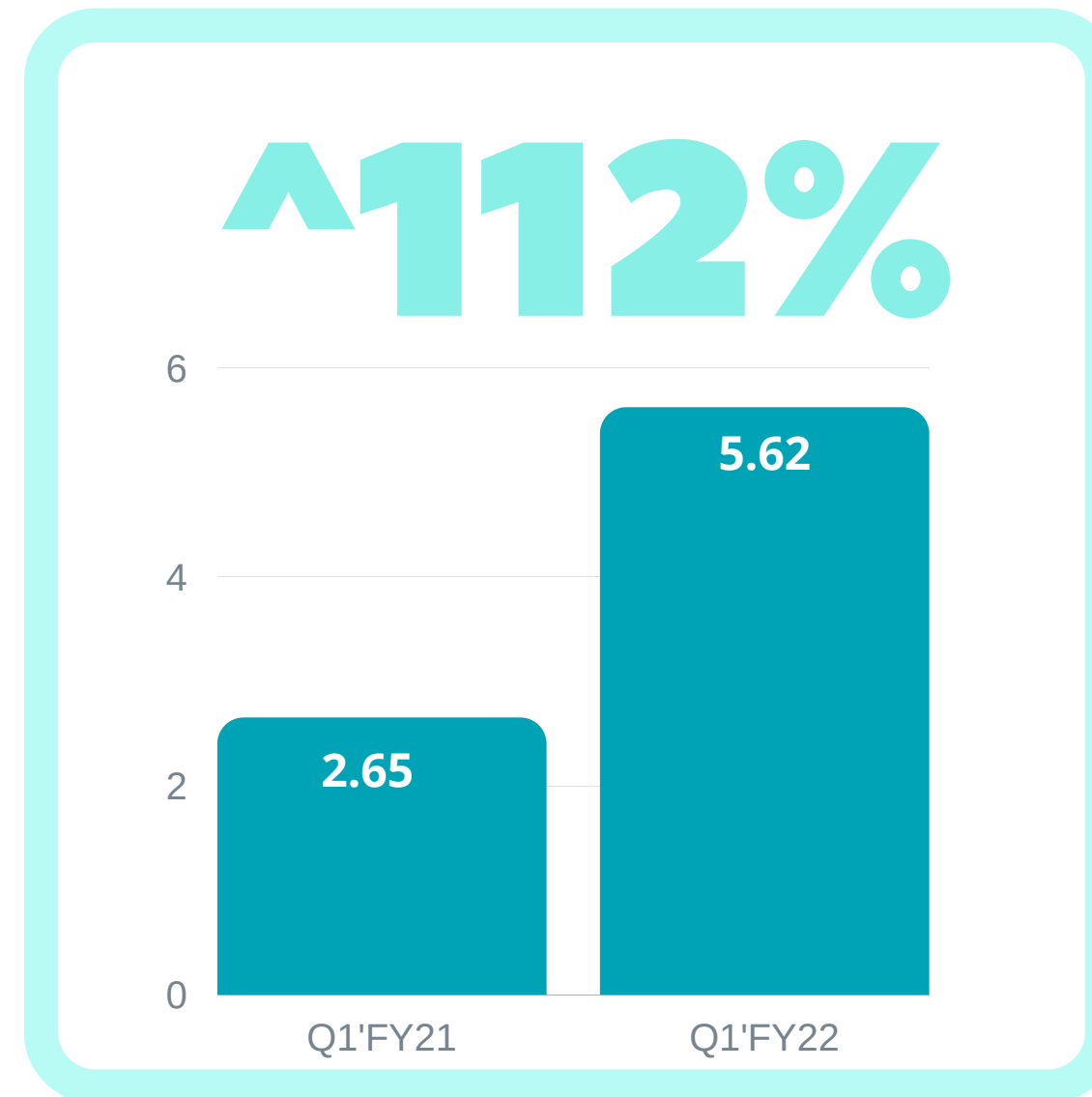


\*Includes R&D/ARD/QC team

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# R&D SPEND

Rs. in crores



Q1'FY22 SPEND



# FINANCIAL

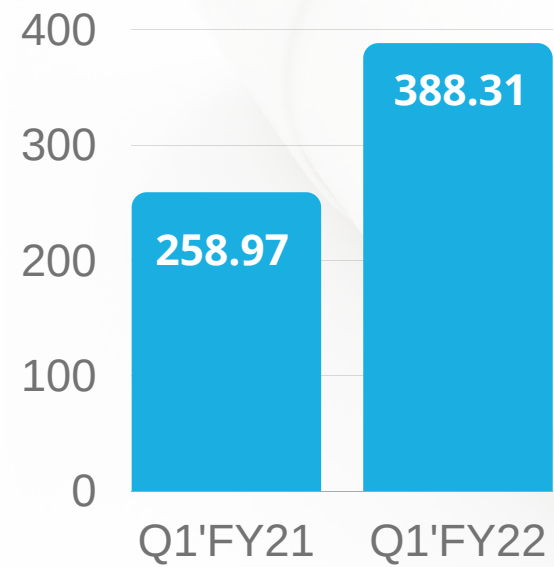
## HIGHLIGHTS & RATIOS

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# REVENUE HIGHLIGHTS

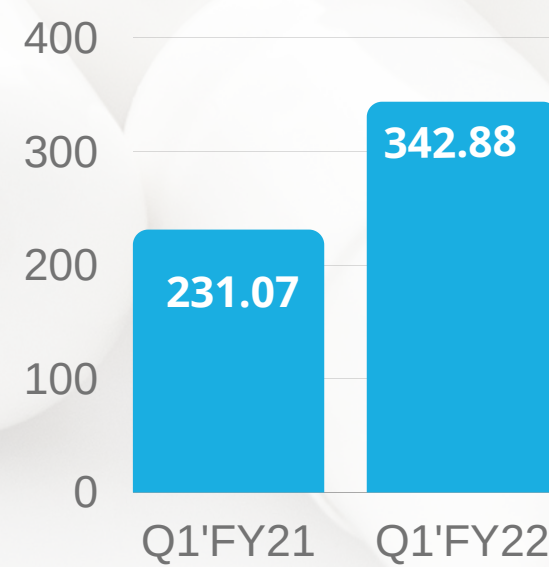
## NET REVENUE

**^50%**



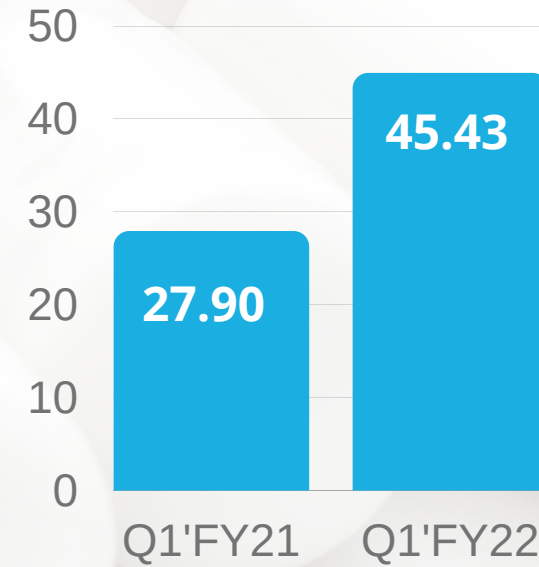
## EXPENDITURE

**^48%**



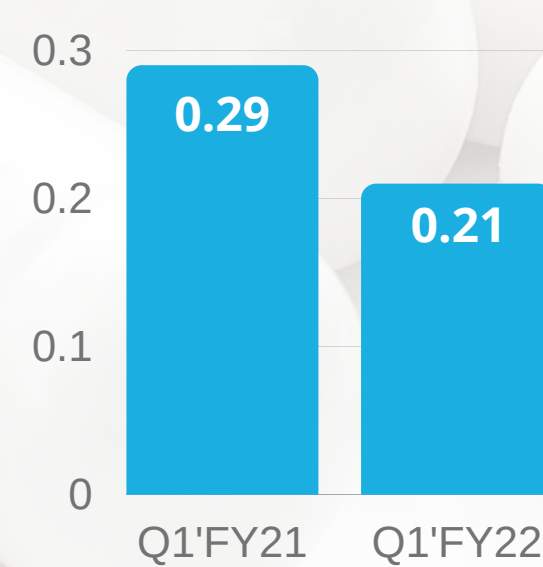
## EBITDA

**^63%**



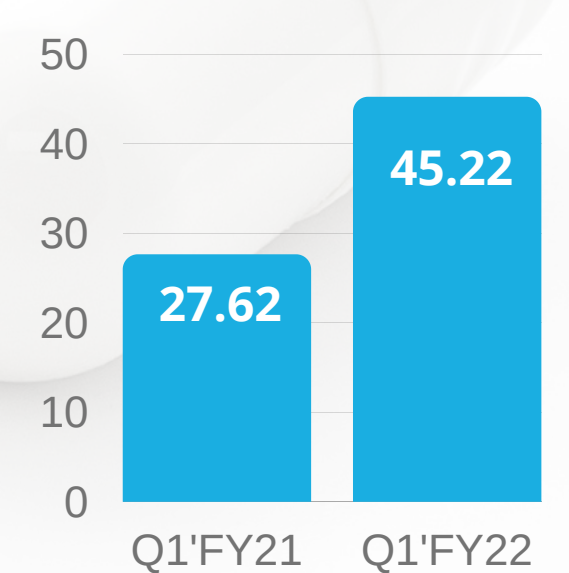
## INTEREST

**-27%**



## CASH PROFIT

**^64%**





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# PROFITABILITY RATIOS

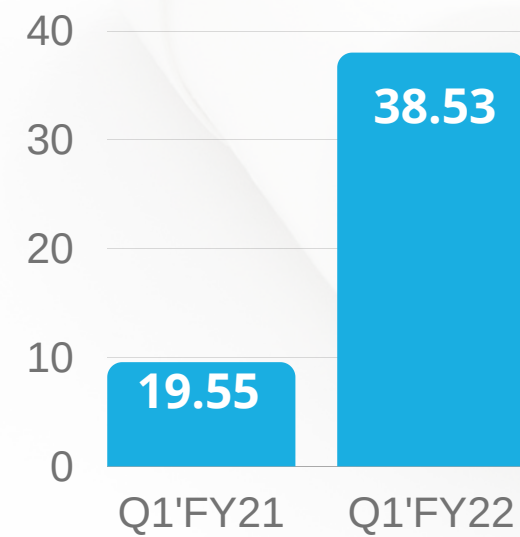
	Q1' FY'21	Q1'FY22	CHANGE
EBIDTA	10.8%	11.7%	0.90% ↑
PROFIT BEFORE TAX	7.55%	9.92%	2.37% ↑
PROFIT AFTER TAX	7.84%	7.96%	0.12% ↑

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# PROFITABILITY HIGHLIGHTS

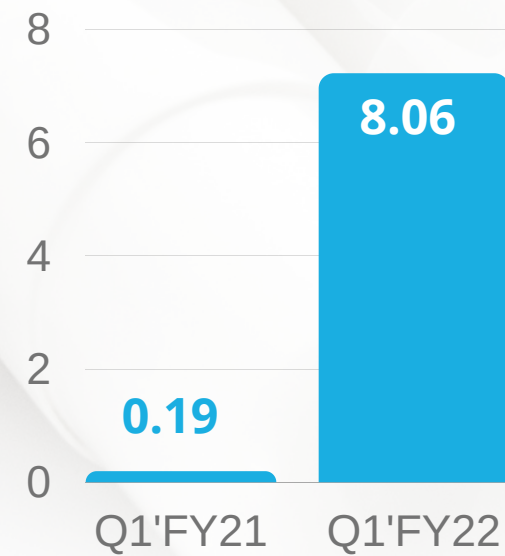
## PROFIT BEFORE TAX

**^97%**



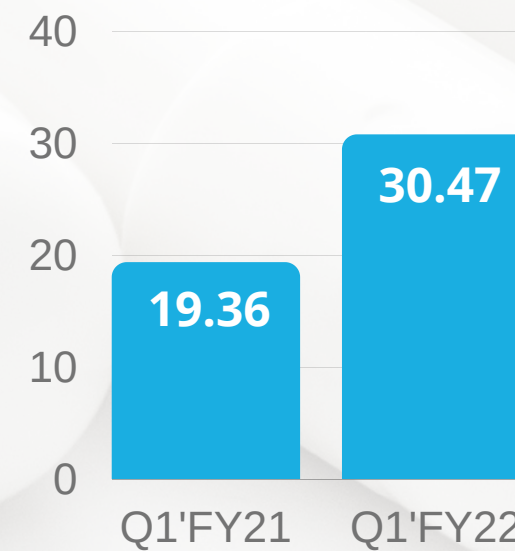
## PROVISION FOR TAX

**^4187%**



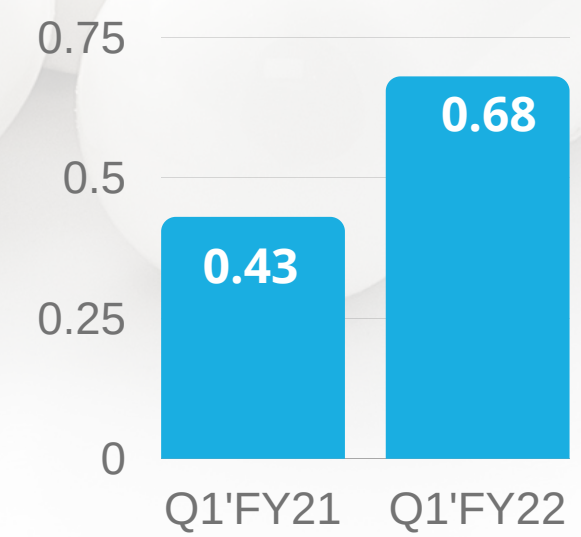
## PROFIT AFTER TAX

**^57%**



## EPS(RS.)

**^57%**



\*Diluted EPS- Rs. 0.59





Take Care

THANK YOU