

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q3'FY22

EARNINGS PRESENTATION - FEBRUARY 2022



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9M 'FY22 PERFORMANCE

Rs. in crores

^30%

NET REVENUE

909.36 1185.67

^30%

EBITDA

96.02 125.12

^27%

PROFIT AFTER TAX

70.33 89.36

^27%

EPS (9M)

Rs. 1.56 Rs. 1.99

9M 'FY21 9M 'FY22

9M 'FY21 9M 'FY22

MOREPEN

CONSOLIDATED

YTD HIGHLIGHTS

Rs. in crores

^59%

PROFIT BEFORE TAX

70.88 112.53

9M 'FY21

9M 'FY22

Q3'FY22 PERFORMANCE

Rs. in crores

^29%

NET REVENUE

310.26

399.19

Q3'FY21

Q3'FY22

MOREPEN

CONSOLIDATED

QUARTERLY HIGHLIGHTS

Rs. in crores

^14%

PROFIT BEFORE TAX

23.80

27.14

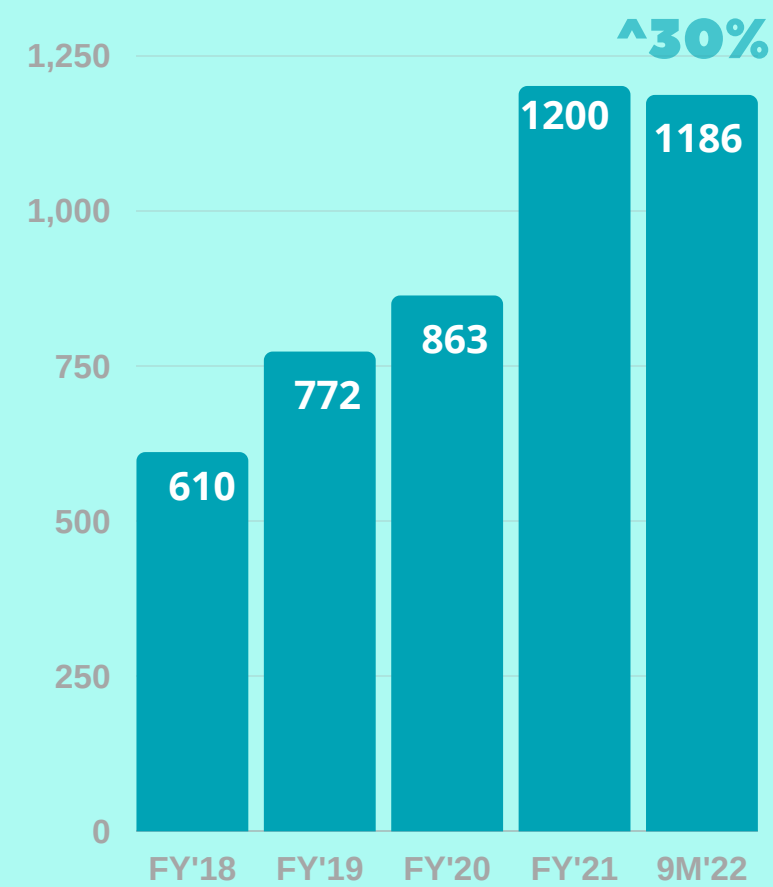
Q3'FY21

Q3'FY22



CONSOLIDATED
QUARTERLY PERFORMANCE

25% CAGR



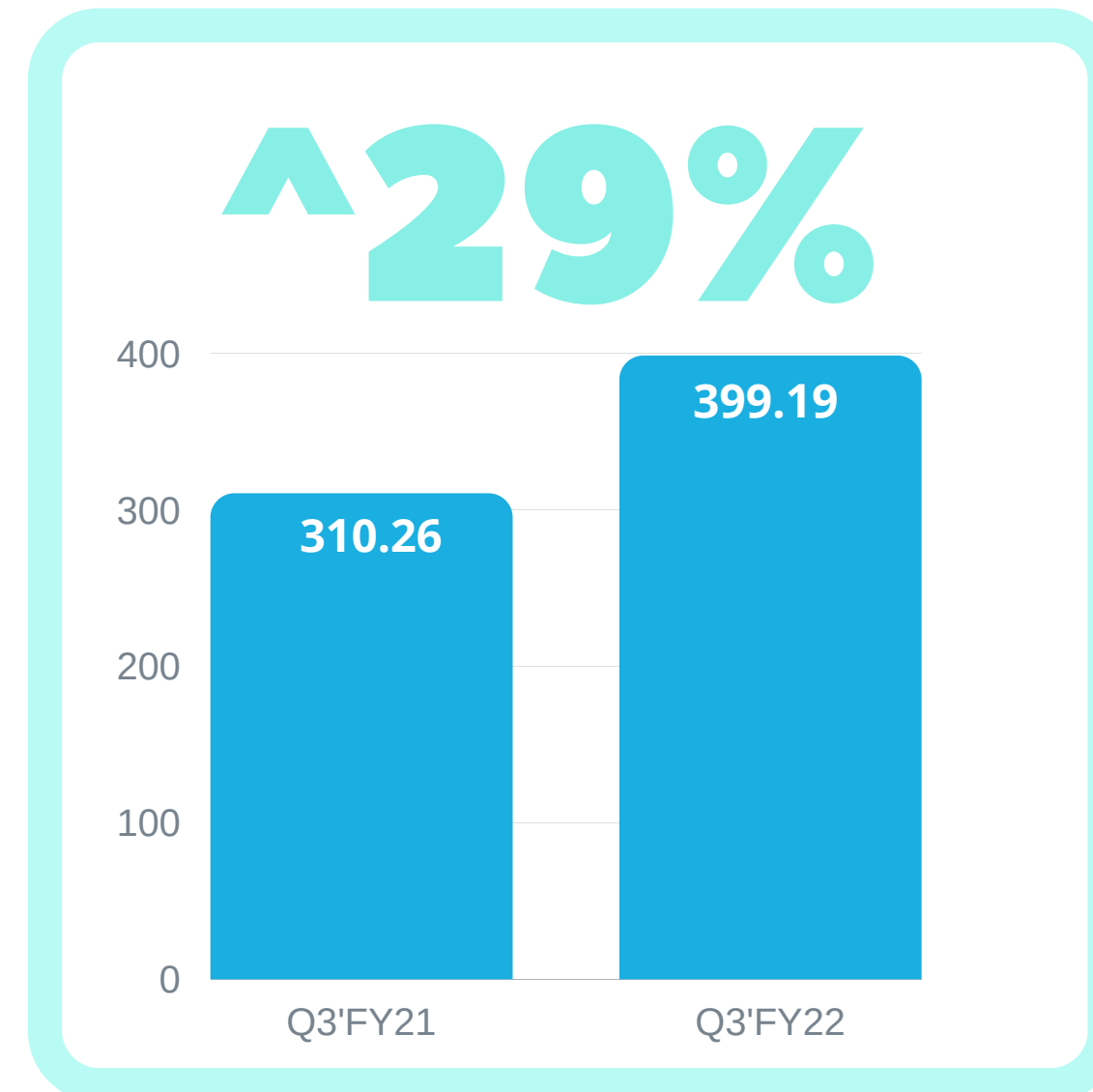
ANNUAL PERFORMANCE



CONSOLIDATED

REVENUE GROWTH

Rs. in crores



Q3'FY22 PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

MOREPEN

 **Dr. Morepen[®]**

B2-B

API BUSINESS

MEDICAL DEVICES

B2-C

B2-B2-C

FORMULATIONS

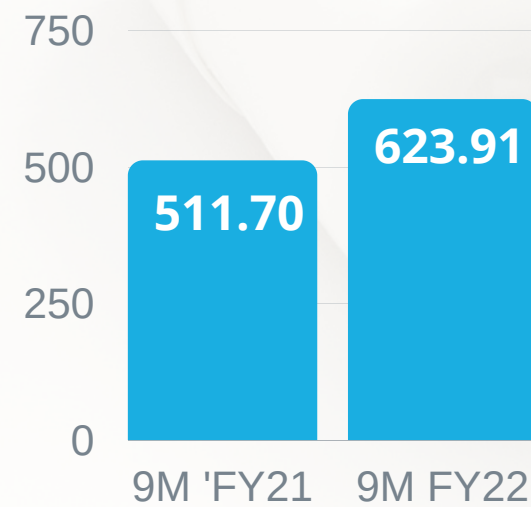
OTC (SUBSIDIARY)

B2-C

SEGMENTS WISE GROWTH

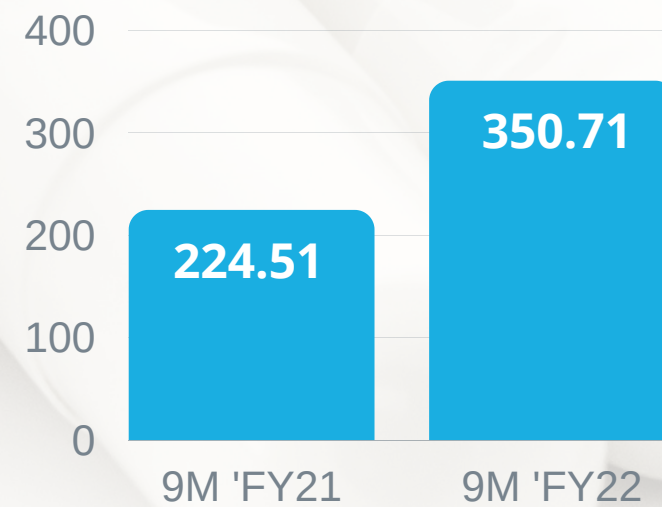
API

^22%



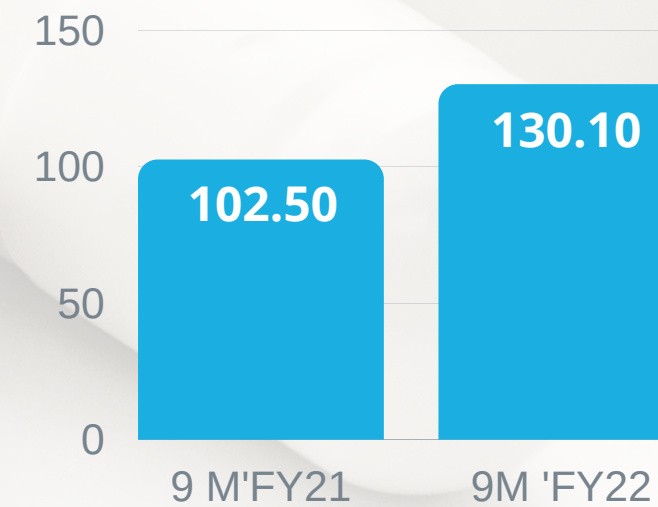
DIAGNOSTICS

^56%



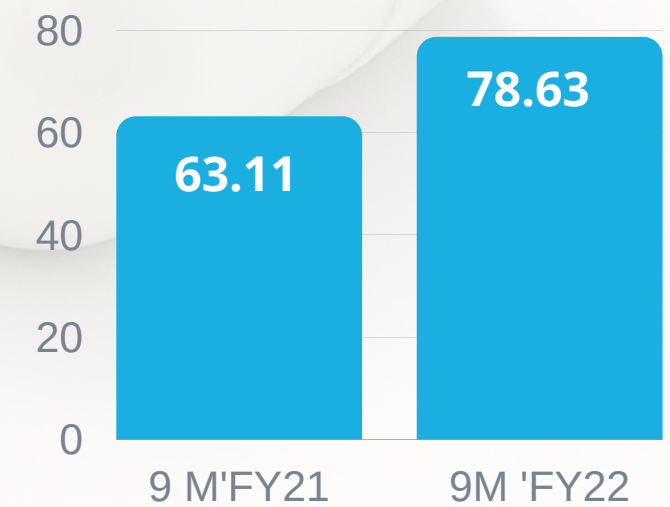
FORMULATIONS

^27%



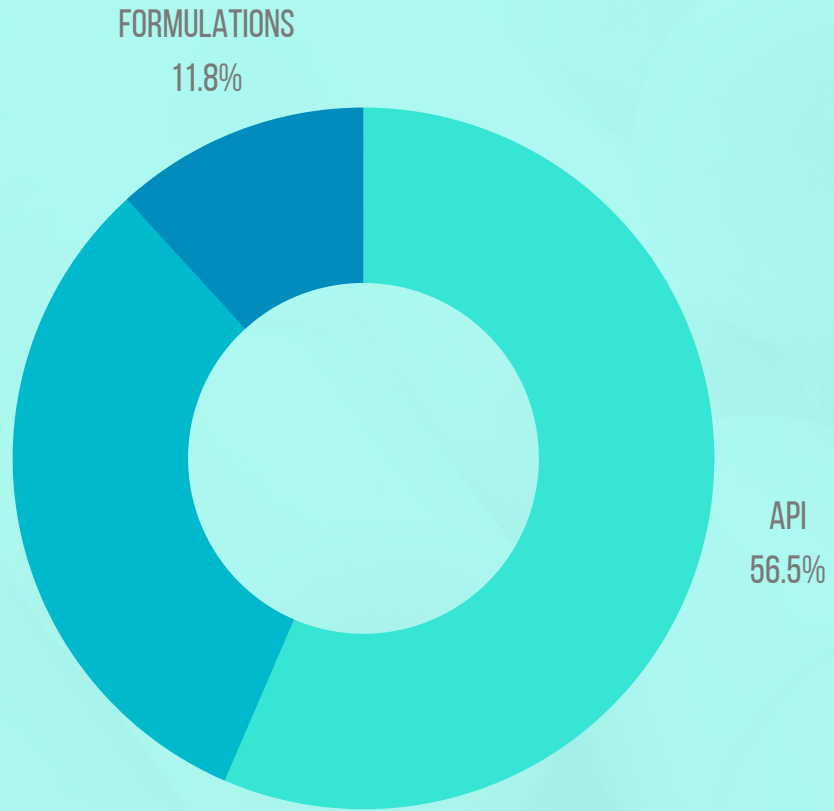
DR.MOREPEN -OTC

^25%



RS. IN CRORESS

SEGMENT WISE BREAKUP



REVENUE SPLIT
9M FY'22



SHARE	9MFY'21	9MFY'22	Change
API	61.0%	56.5%	4.5% ↓
DIAGNOSTICS	26.8%	31.7%	4.9% ↑
FORMULATIONS	12.2%	11.8%	0.4% ↓



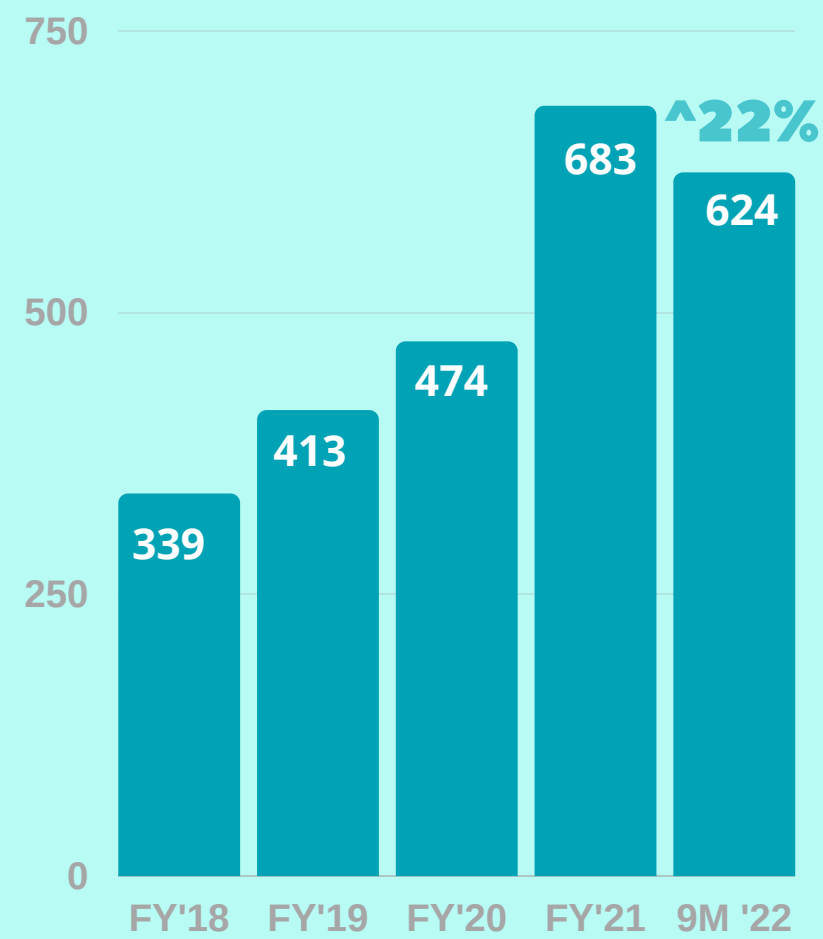
API BUSINESS

LEADERSHIP THROUGH QUALITY

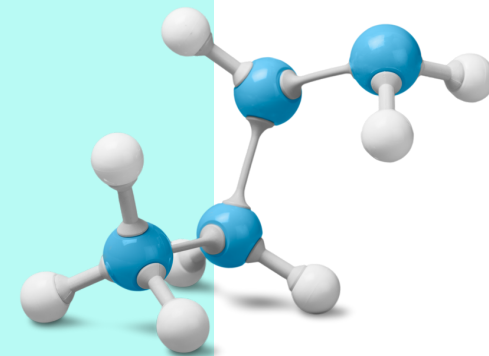
API BUSINESS

API REVENUE

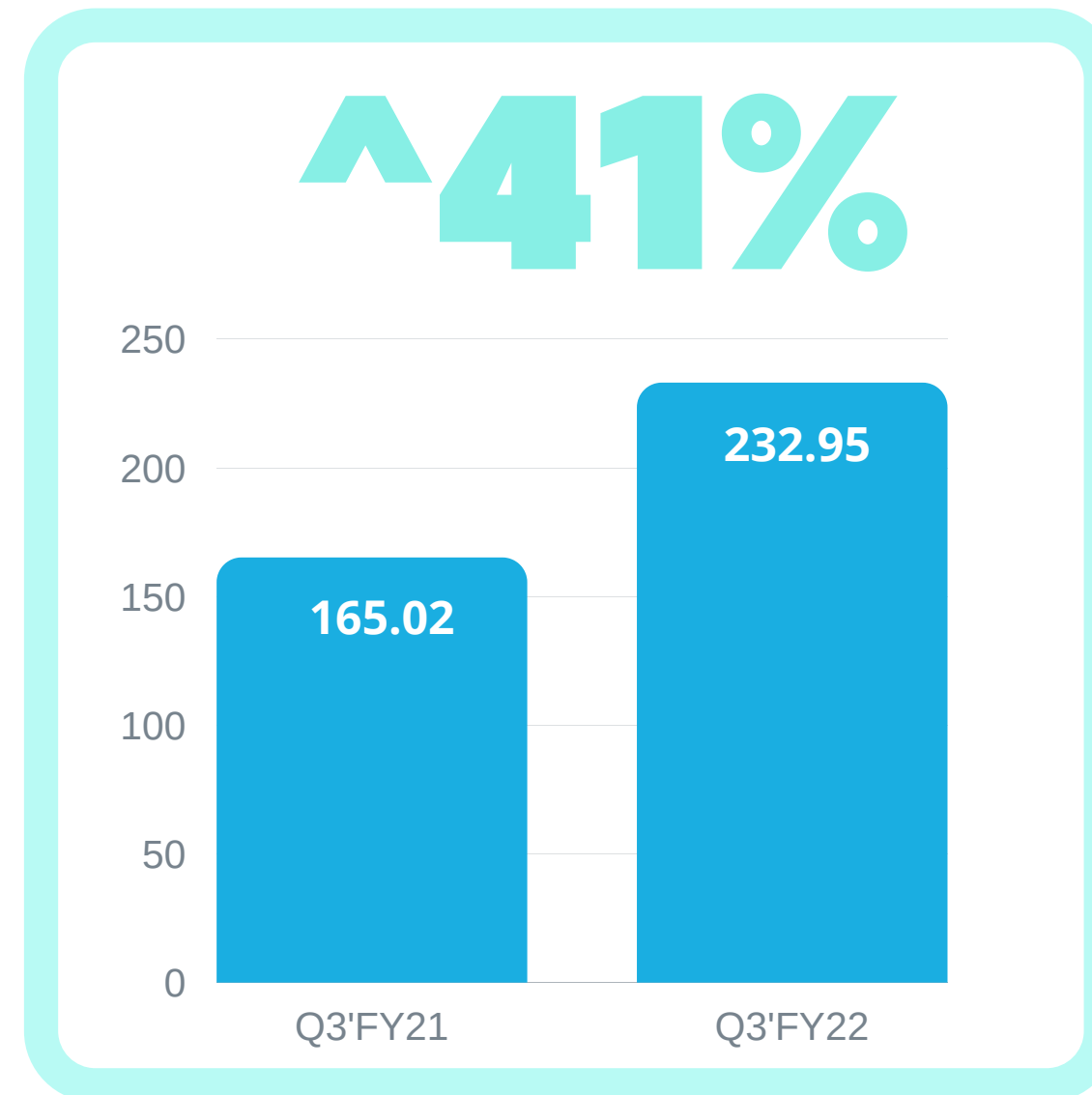
26% CAGR



ANNUAL PERFORMANCE



Rs. in crores

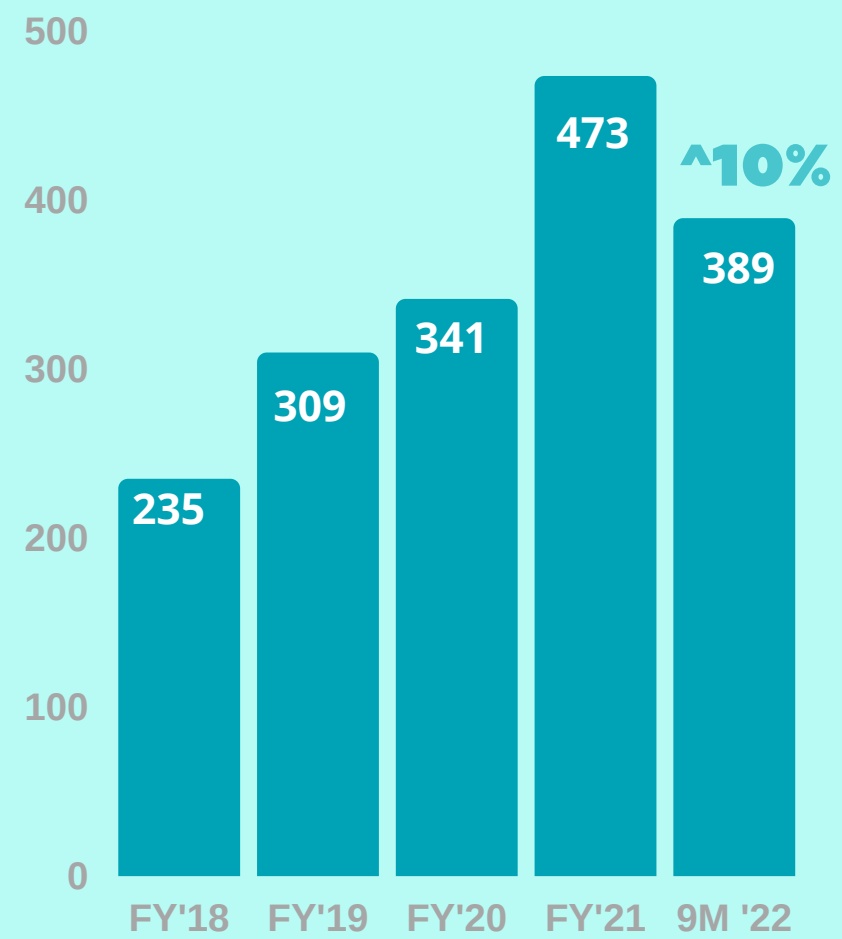


Q3'FY22 PERFORMANCE

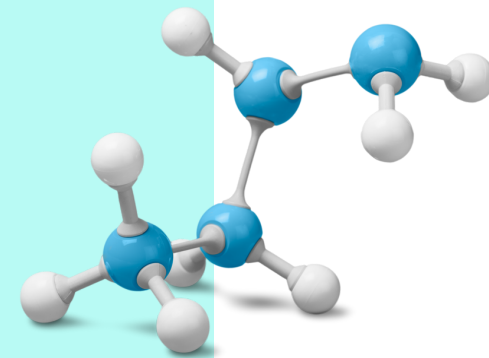
API BUSINESS

API EXPORT

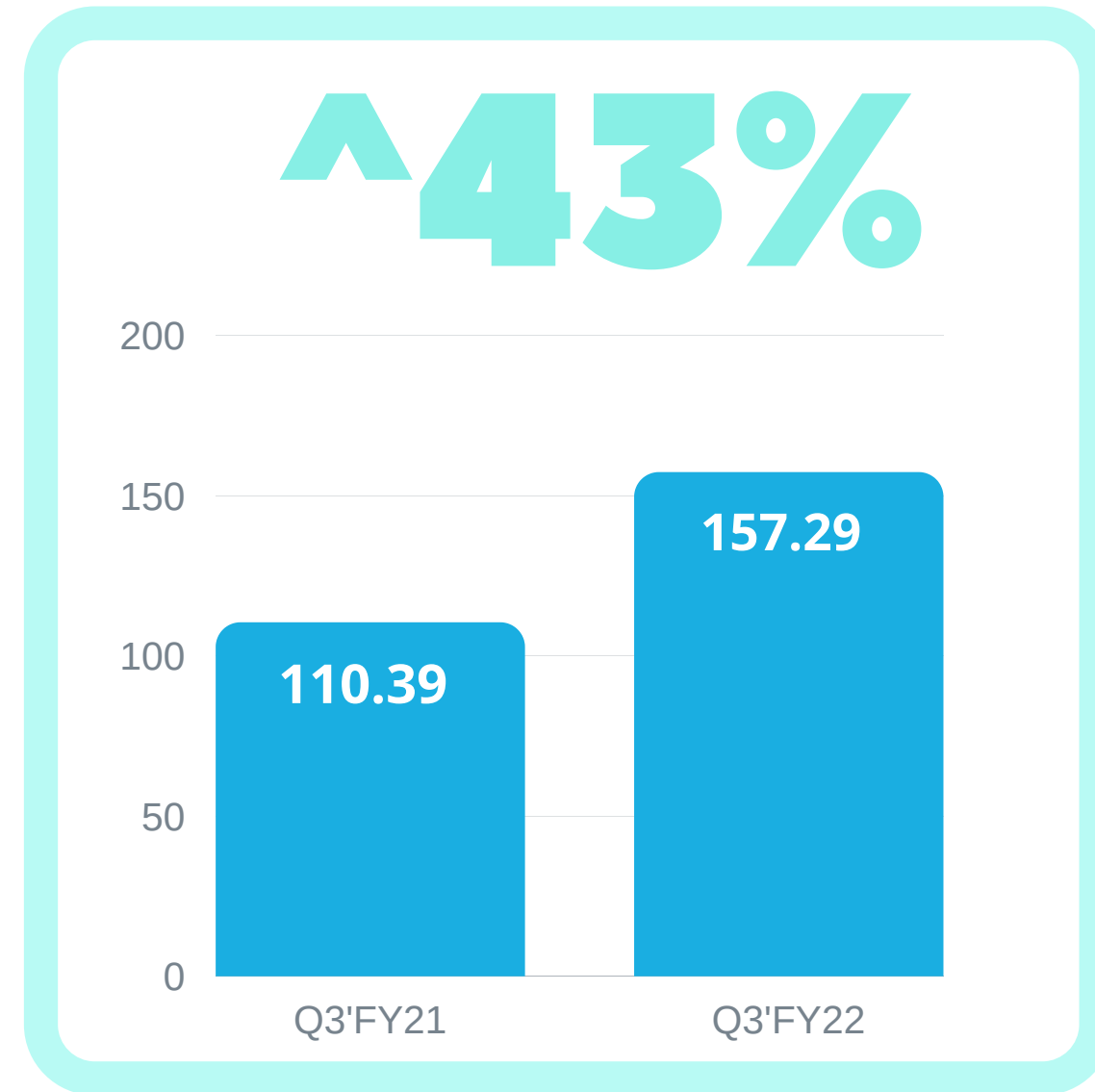
26% CAGR



ANNUAL PERFORMANCE

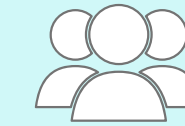


Rs. in crores

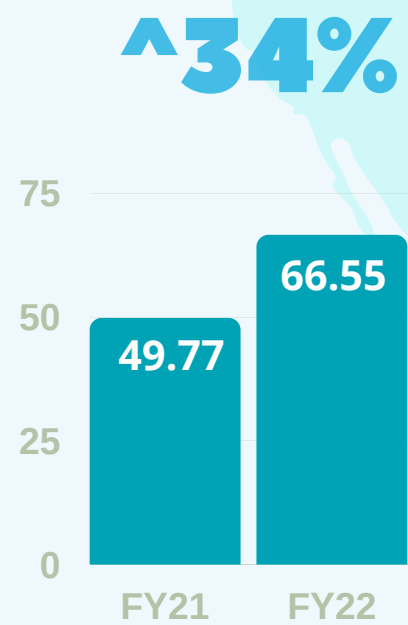


Q3'FY22 PERFORMANCE

CONTINENT WISE GROWTH



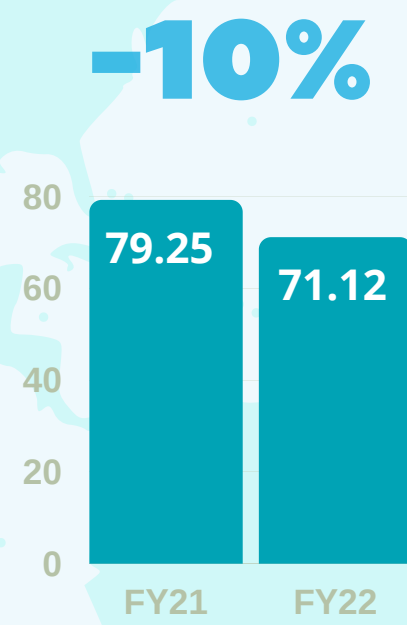
877 CUSTOMERS
DEC.'2021



USA



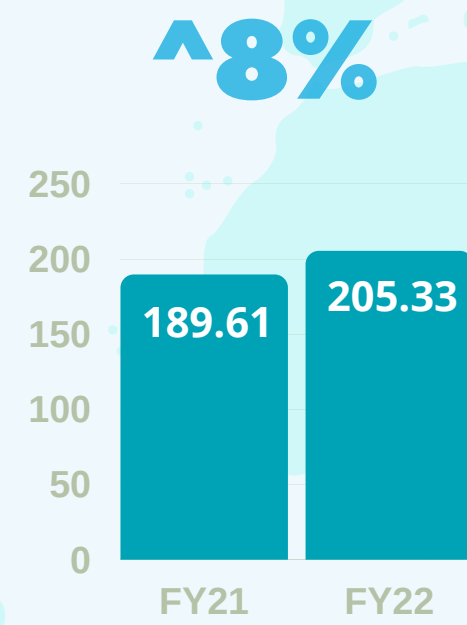
12



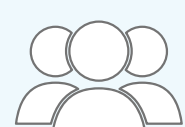
EUROPE



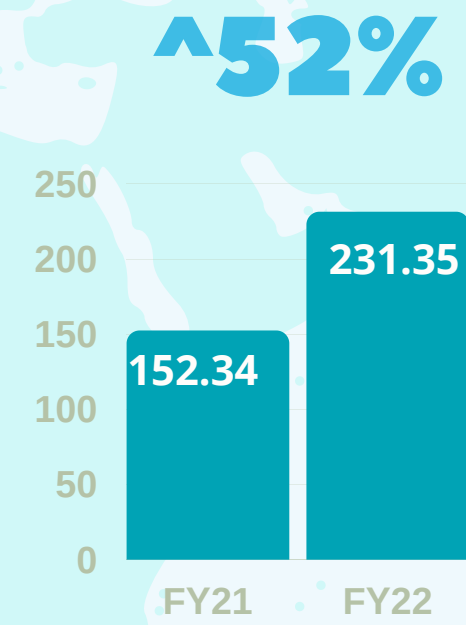
99



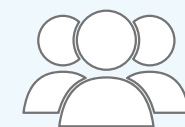
ASIA



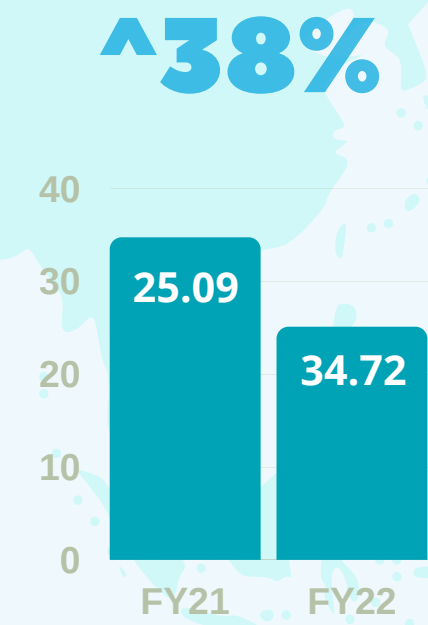
349



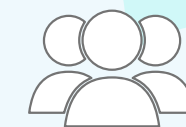
INDIA



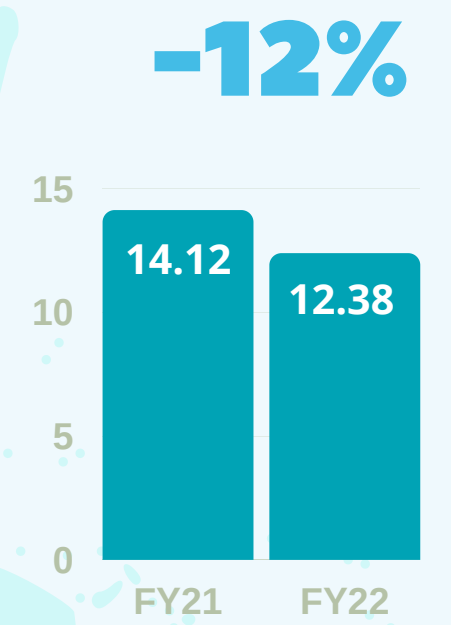
256



S. AMERICA



90



AFRICA



71

KEY API PRODUCTS

MONTELUKAST

^ 108 %

ATORVASTATIN

^ 31 %

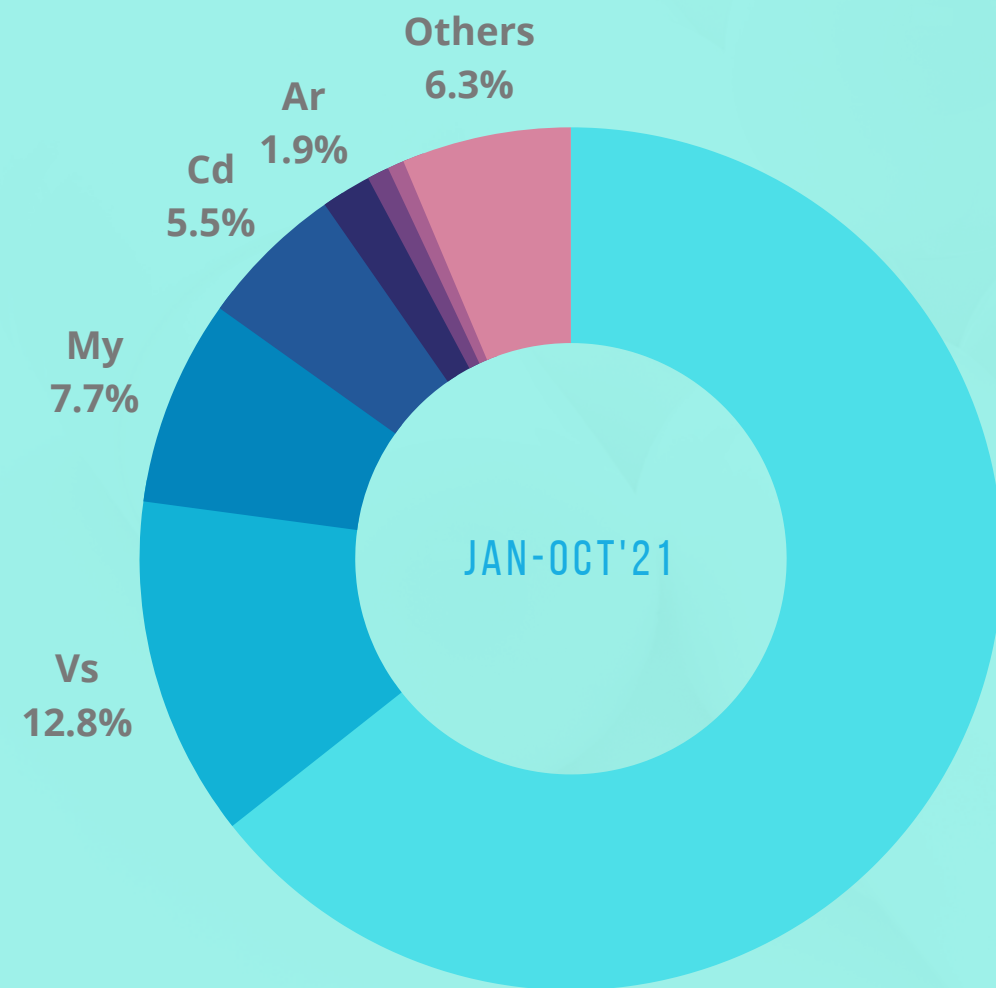
NEW MOLECULES

^ 32 %

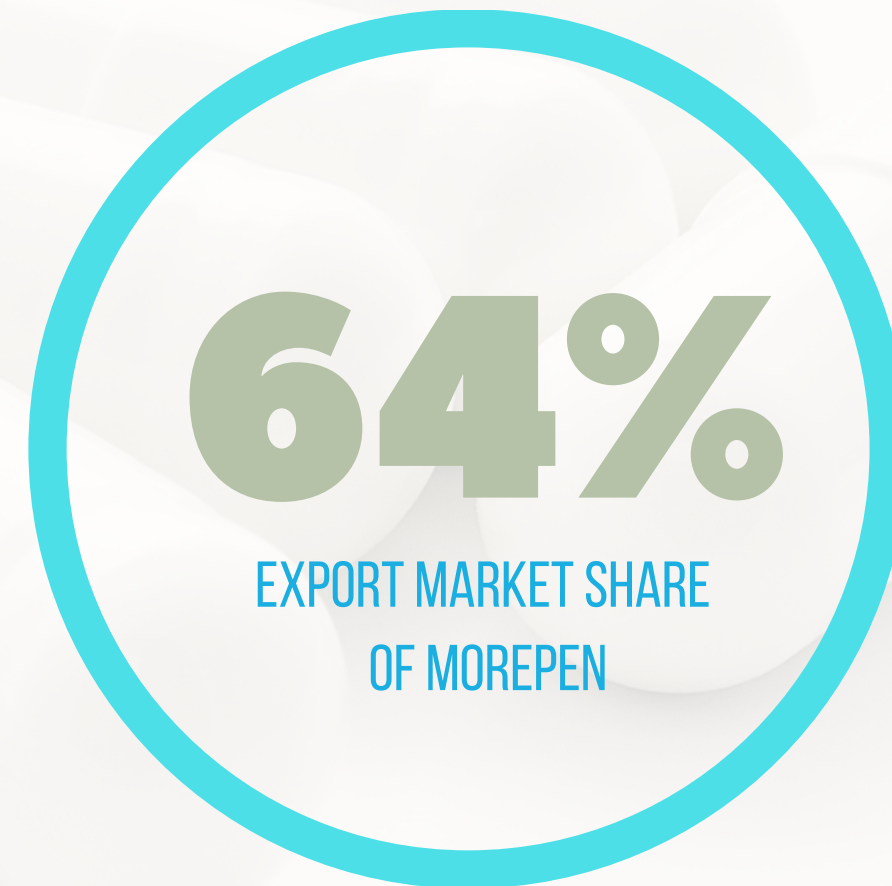
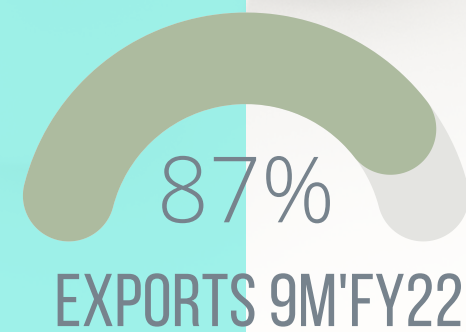
LORATADINE

^ 5 %

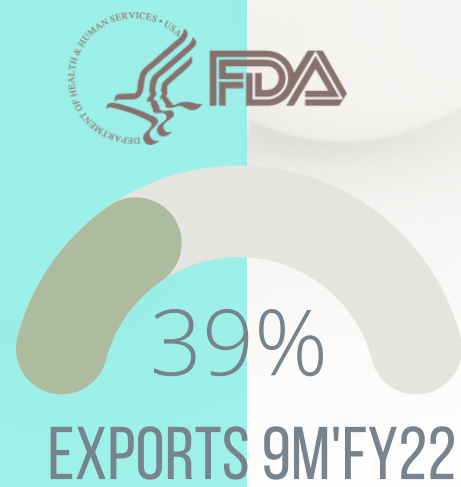
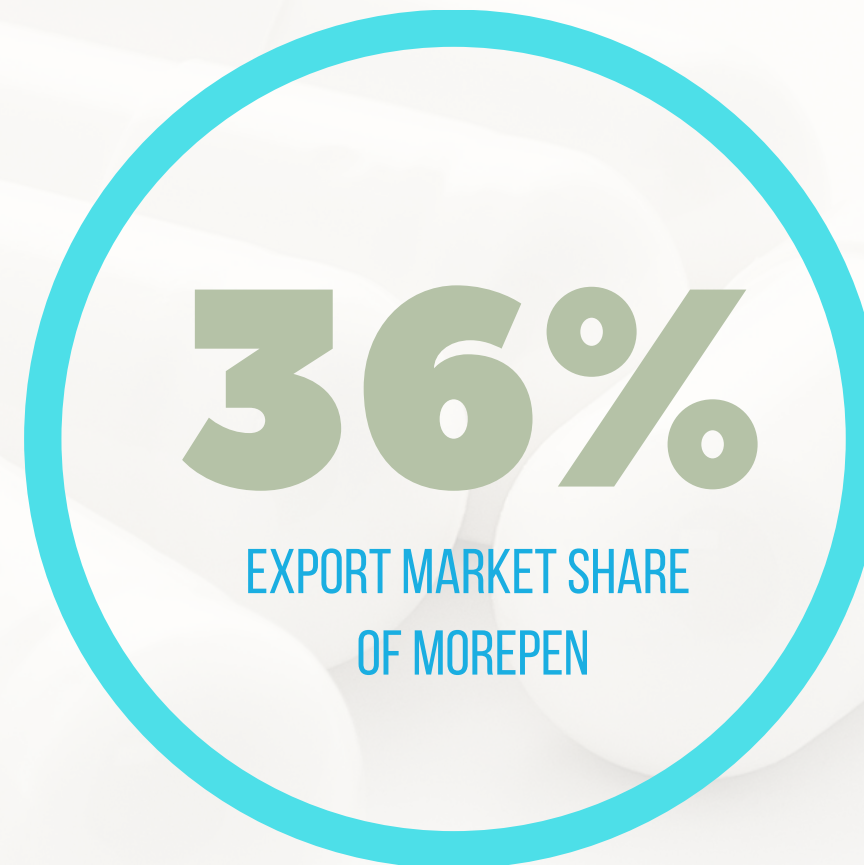
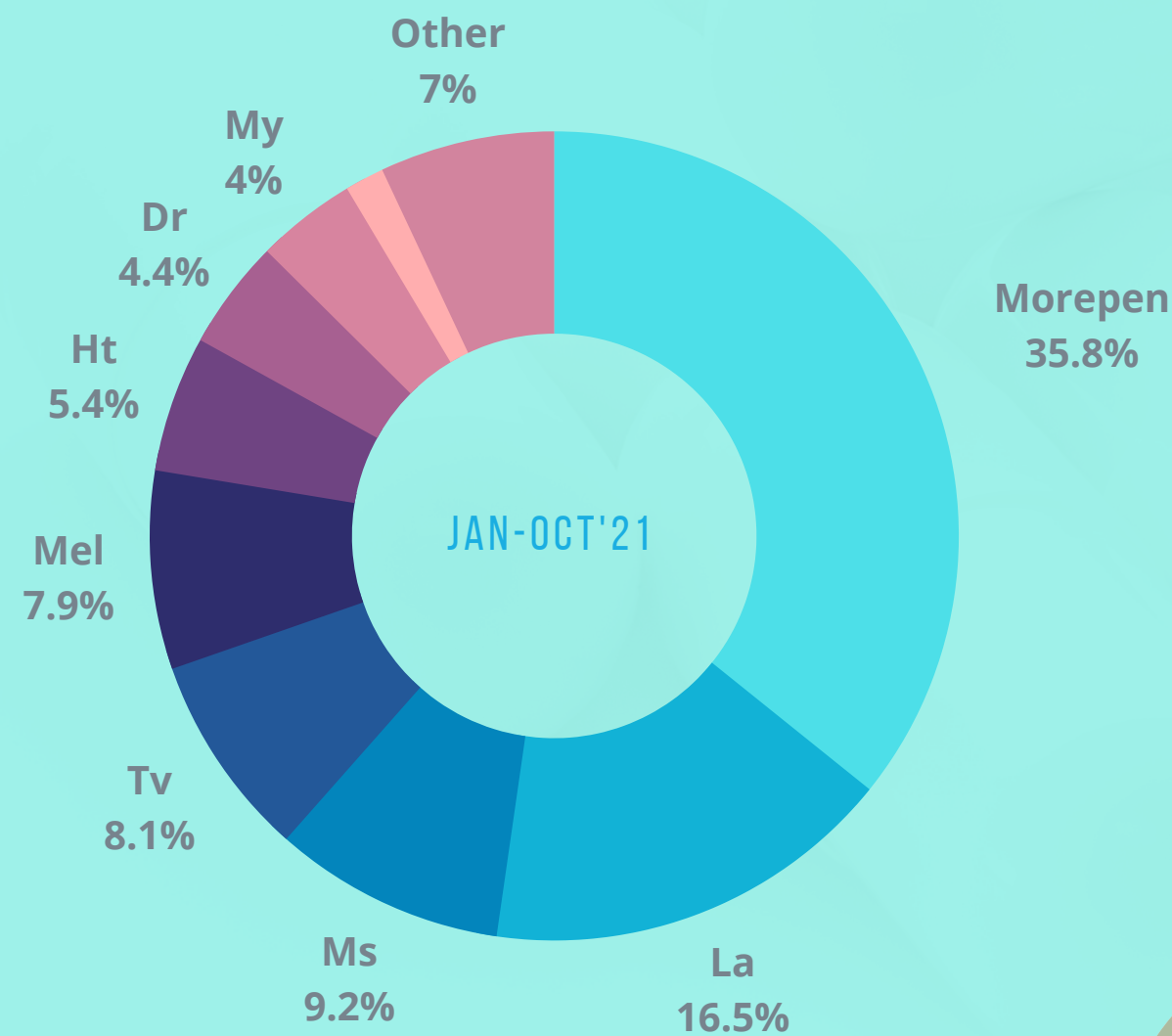
LORATADINE : EXPORT



Morepen
64.4%



MONTELUKAST : EXPORT



NEW DEVELOPMENTS

IN THE QUARTER



FEXOFINADINE
GOT USFDA APPROVAL

DAPAGLIFLOZIN
COMMERCIALY LAUNCHED

SITAGLIPTIN
READY FOR LAUNCH

LINAGLIPTIN
PROCESS PATENT GRANTED

NEW DEVELOPMENTS

IN THE QUARTER

NINE
PATENTS FILED

EIGHT
DMFS FILED

ONE
COS APPROVALS

FOUR
PATENTS GRANTED

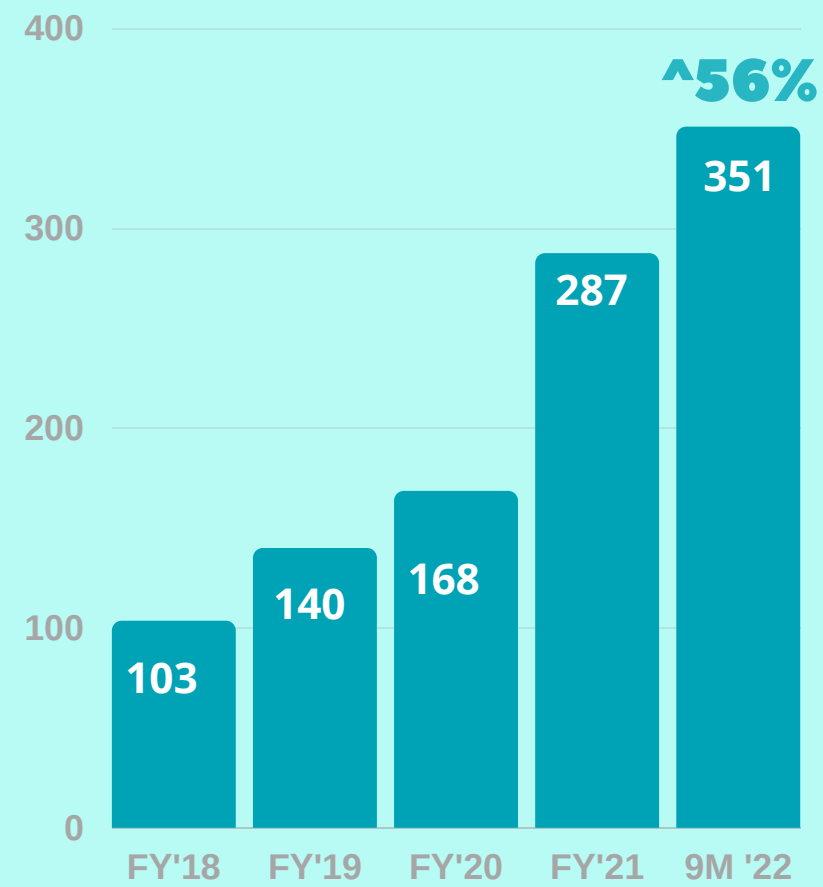


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

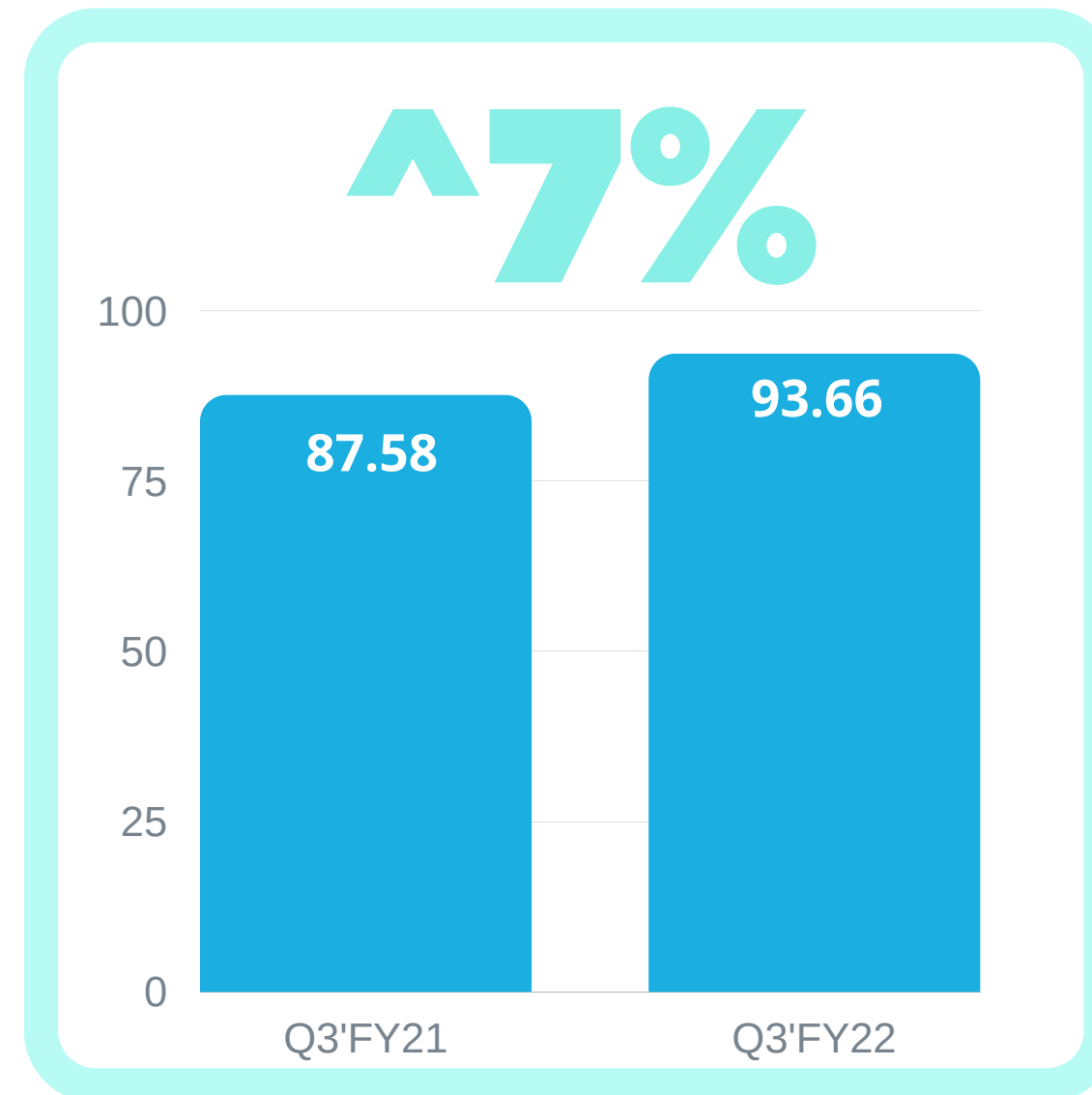
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q3'FY22 PERFORMANCE

GROWTH DRIVERS

^16%
GLUCO METERS

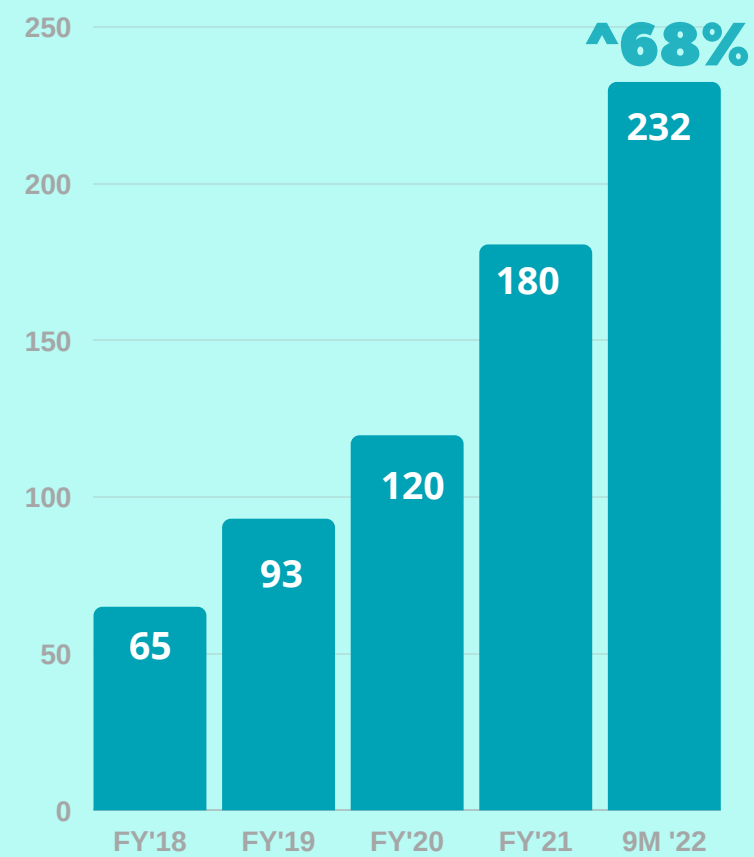


^39%
BP MONITORS



GLUCO METER REVENUE

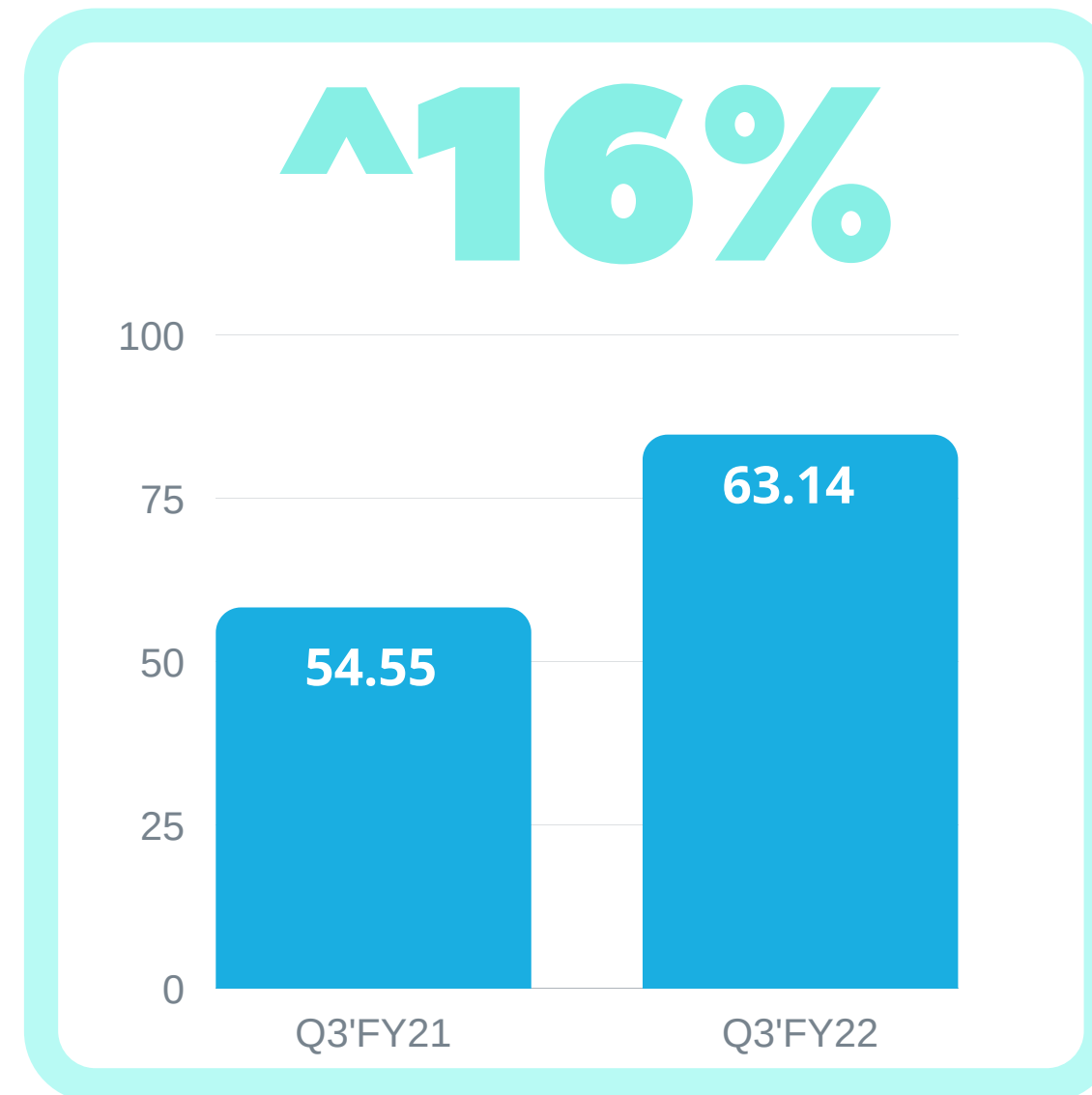
41% CAGR



ANNUAL PERFORMANCE

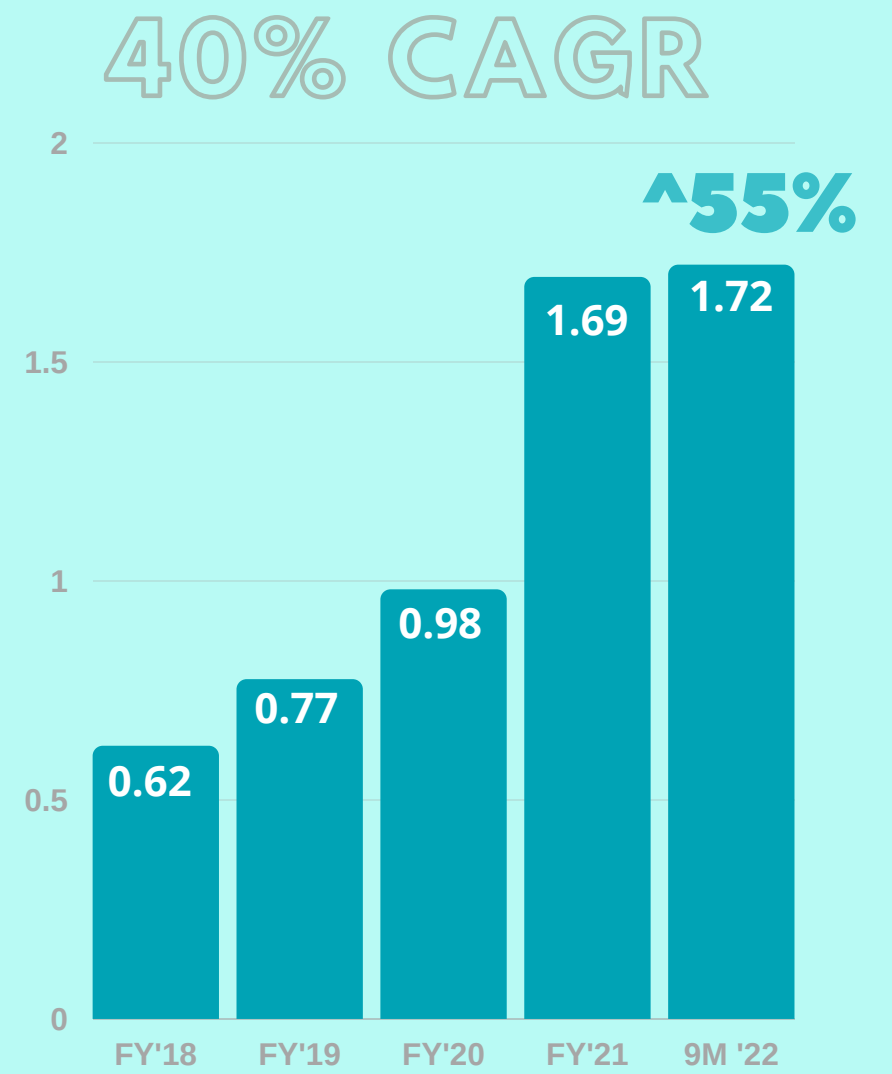


Rs. in crores



Q3'FY22 PERFORMANCE

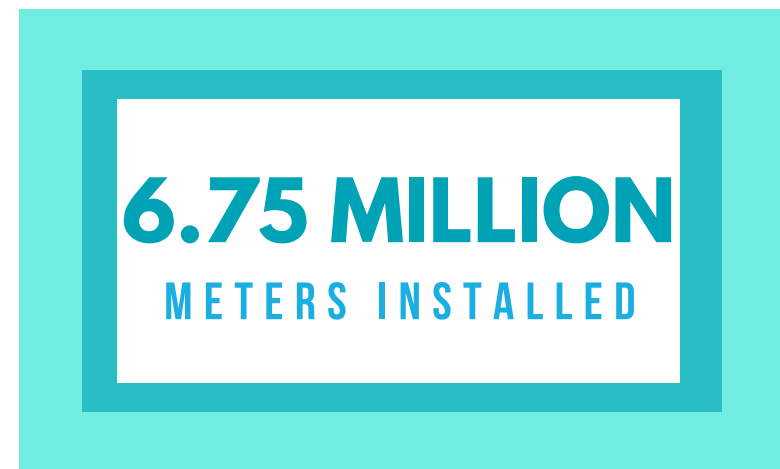
GLUCO METER INSTALLED



MILLION METER INSTALLED



^28%



Q3'FY22 **0.61 MILLION**



^16%

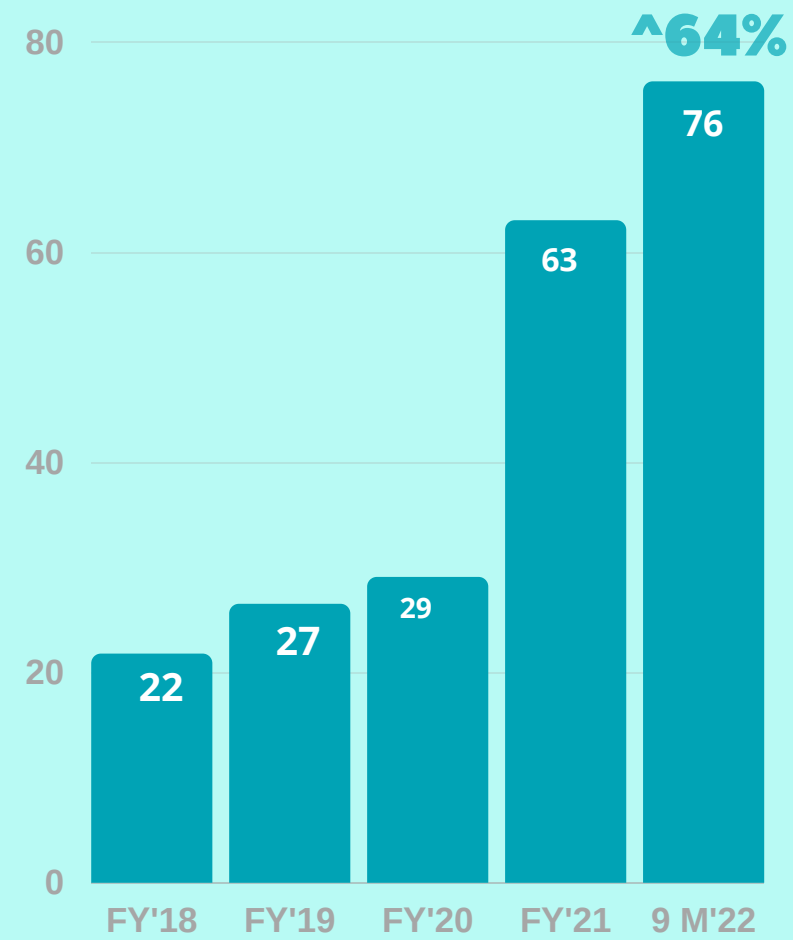


Q3'FY22 **64 MILLION**



BP MONITOR REVENUE

43% CAGR

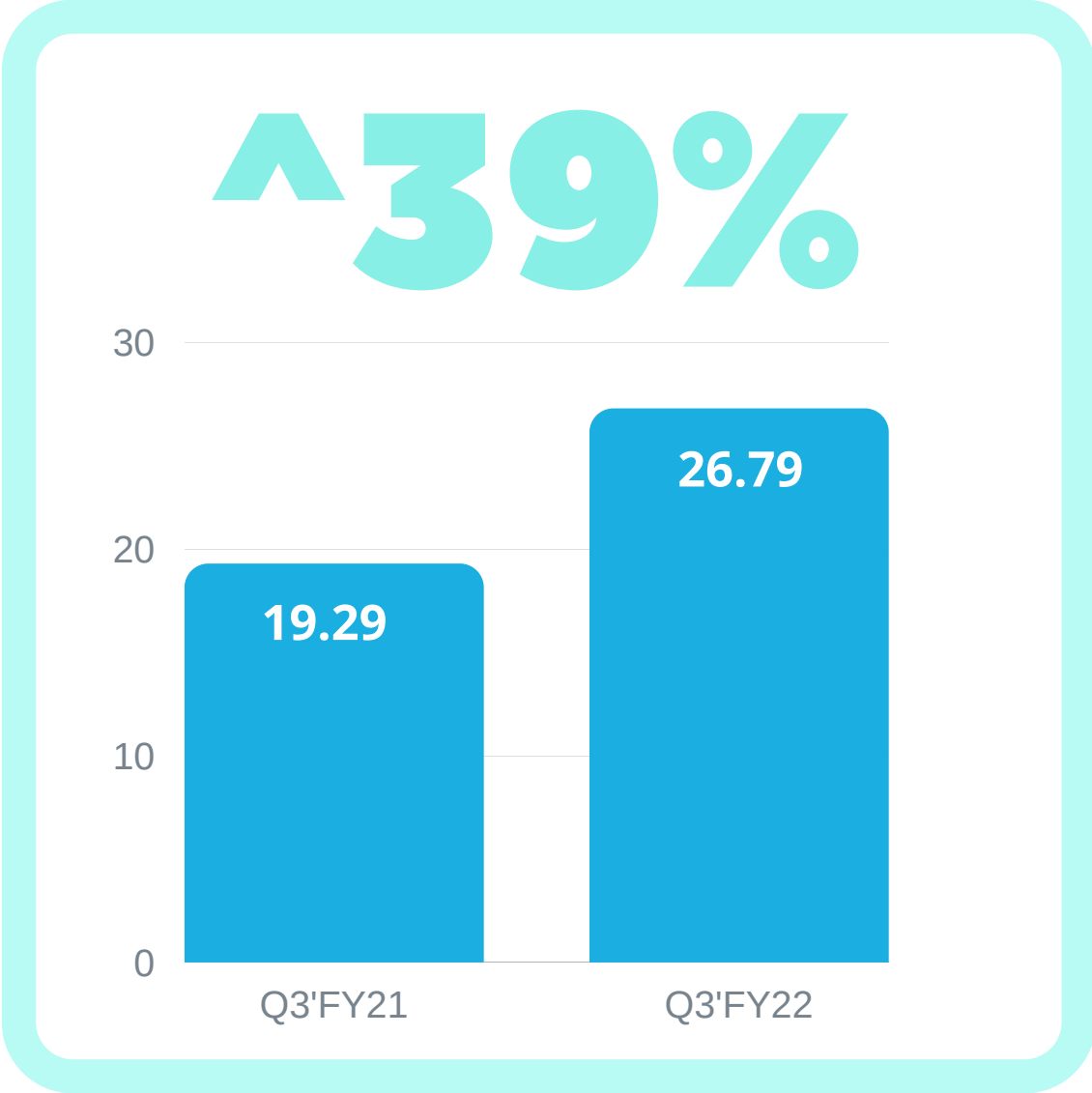


ANNUAL PERFORMANCE

ONE MILLION METERS SOLD YTD



Rs. in crores



Q3'FY22 PERFORMANCE

POC MEDICAL DEVICES

INCREASING REACH



GLUCO AND BP MONITOR
WITH JAVED AKHTAR



GLUCO AND BP MONITOR
WITH BOMAN IRANI



PREGNANCY KIT
WITH KAREENA KAPOOR

MOREPEN



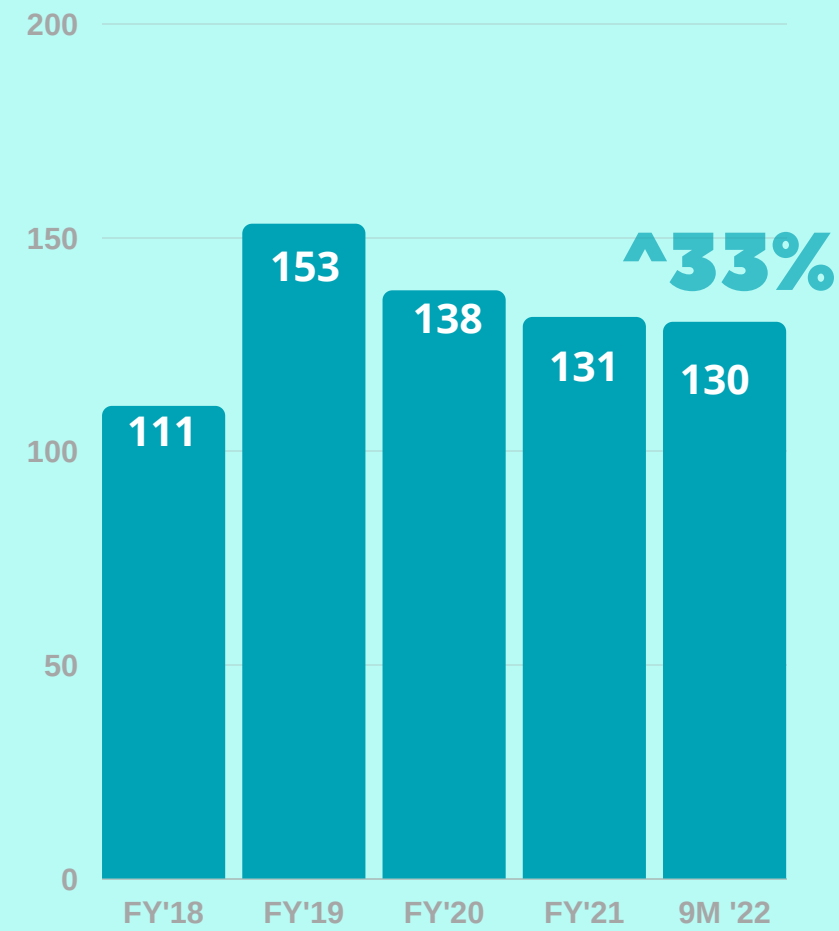
FORMULATIONS

BRANDED DOMESTIC FORMULATIONS

FORMULATIONS

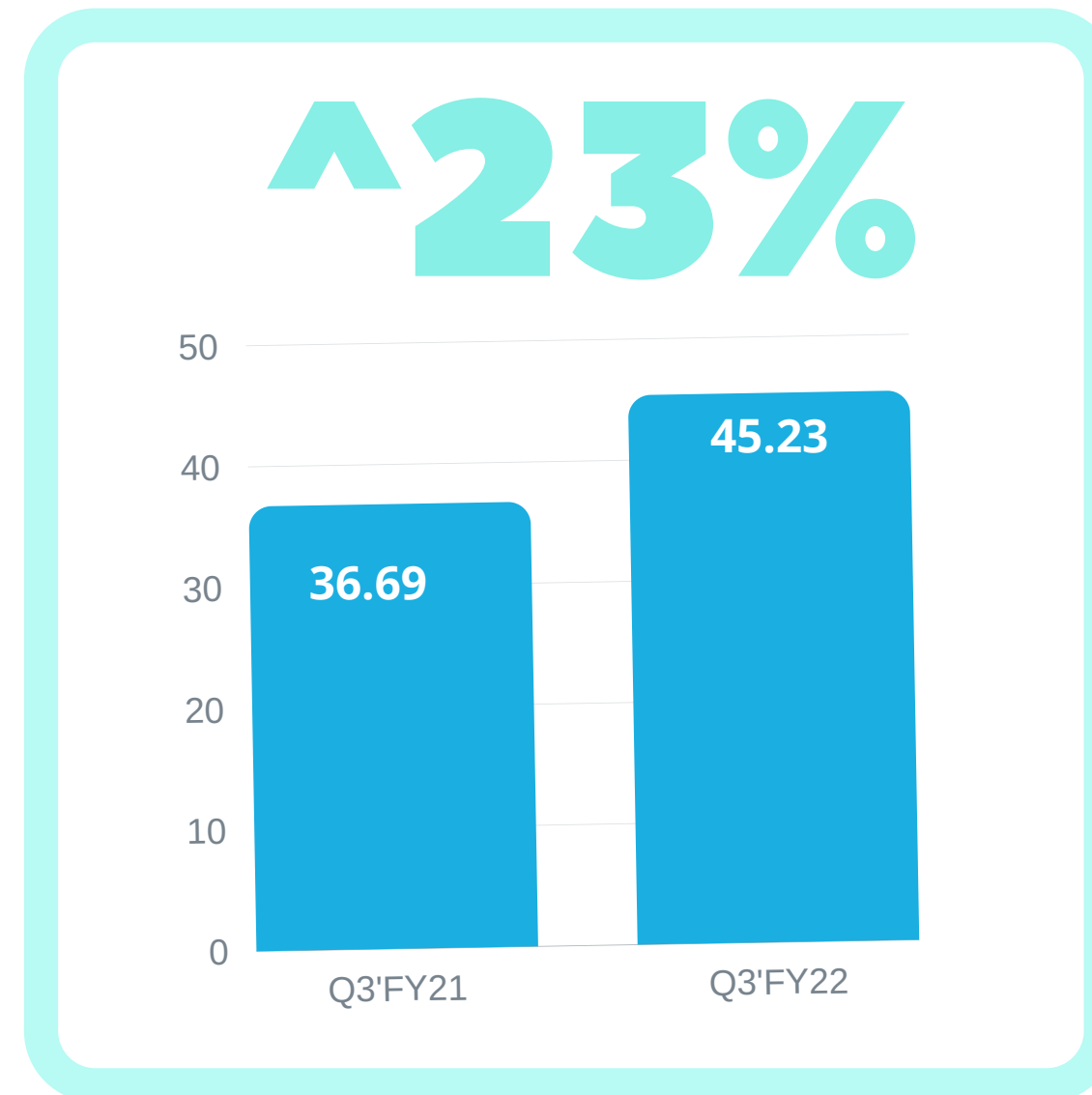
FORMULATIONS REVENUE

5% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q3'FY22 PERFORMANCE

GROWTH DRIVERS

^32%
ANTIBIOTICS

^5%
GENERICS

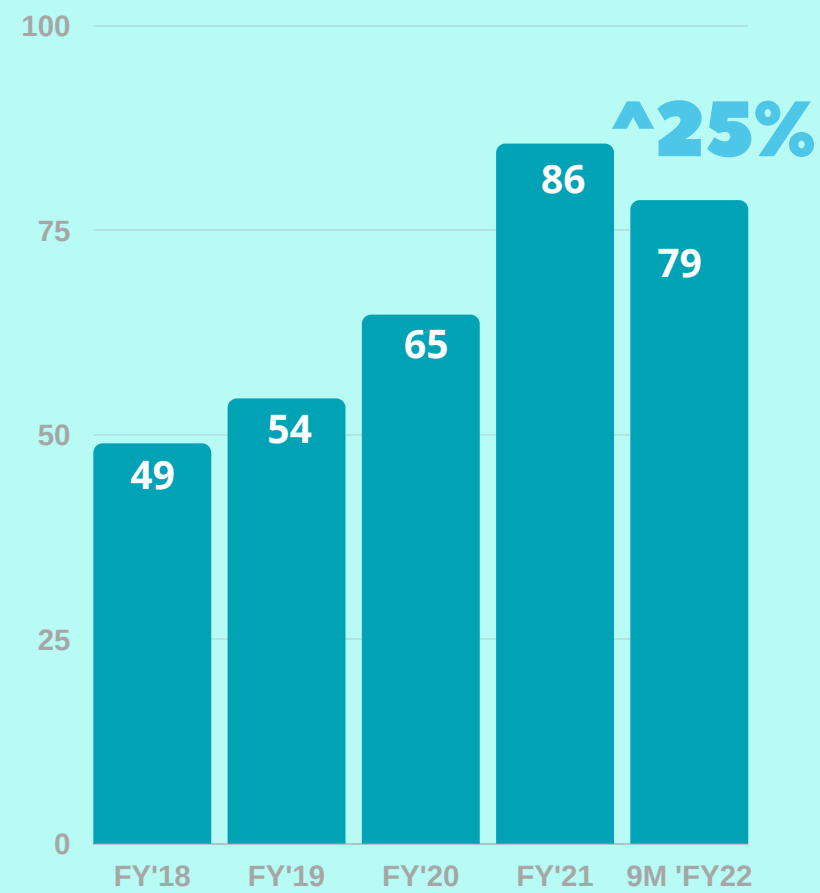
^37%
GASTRO

^57%
OTHERS



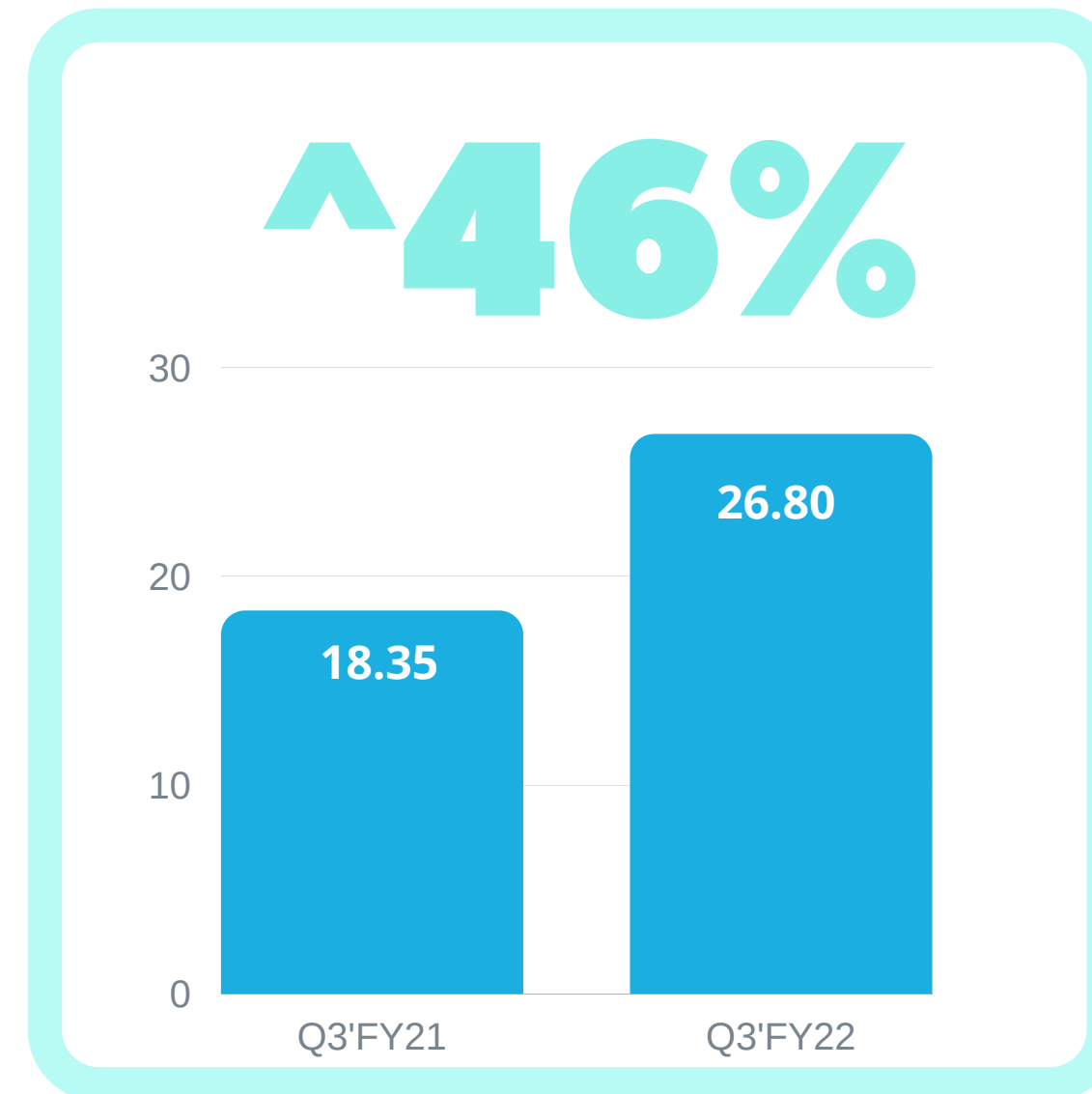
GROSS REVENUE

20% CAGR



ANNUAL PERFORMANCE

Rs. in crores



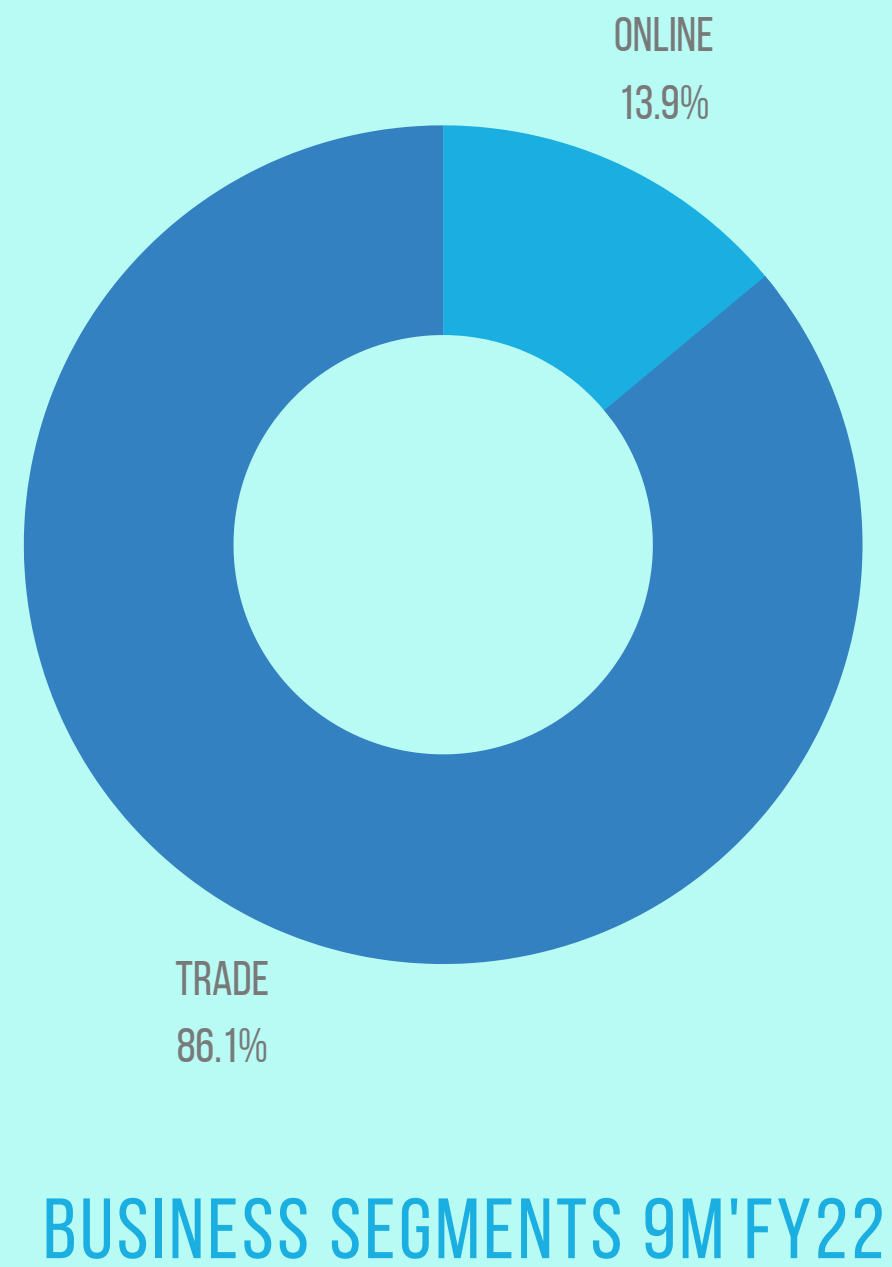
Q3'FY22 PERFORMANCE

GROWTH DRIVERS

^25%
TRADE

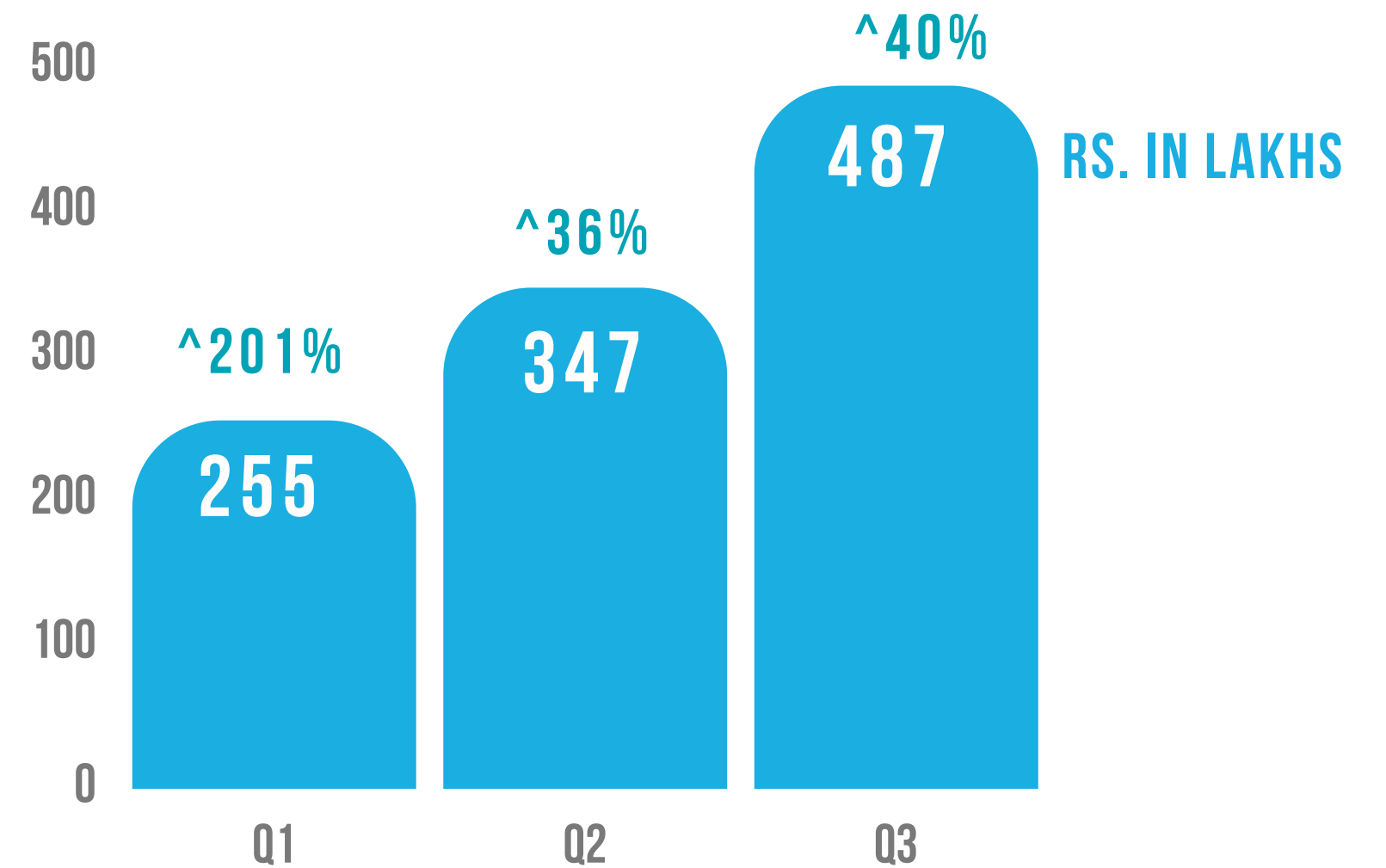
^449%
ON-LINE

BUSINESS SEGMENTS



ONLINE BUSINESS

QUARTER ON QUARTER GROWTH



NEW ONLINE LAUNCHES



MULTI-VITAMINS



PCOS POWDER



COLLAGEN



MUSCLE FOOD



SEXUAL WELLNESS



IRON & ZINC
GARCINIA



PROBIOTICS



VITAMIN-C,E



COQ-10
KRILL OIL



GILOY+TULSI
AMLA JUICE



OMEGA-3



STRESS & SLEEP



SLIM SHAKE



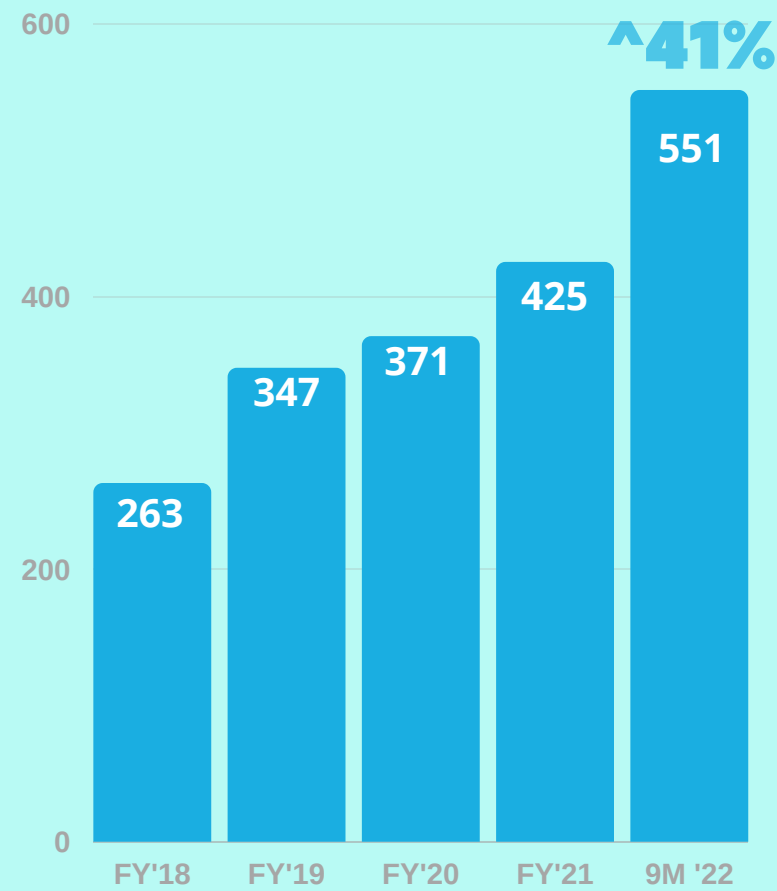
GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT WWW.HEALTH.DRMOREPEN.COM

BRAND PORTFOLIO

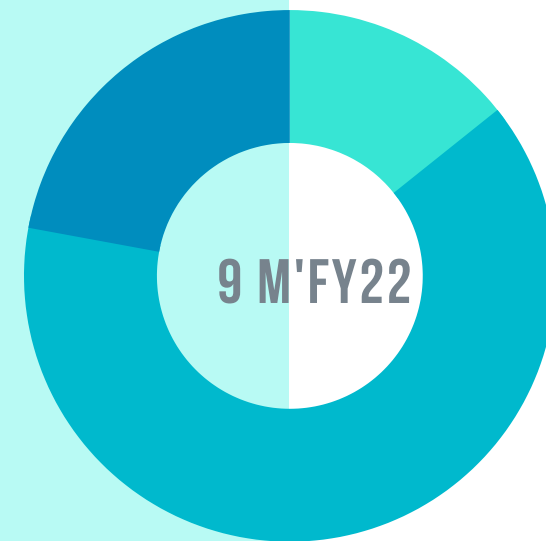
AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

17% CAGR



ANNUAL PERFORMANCE

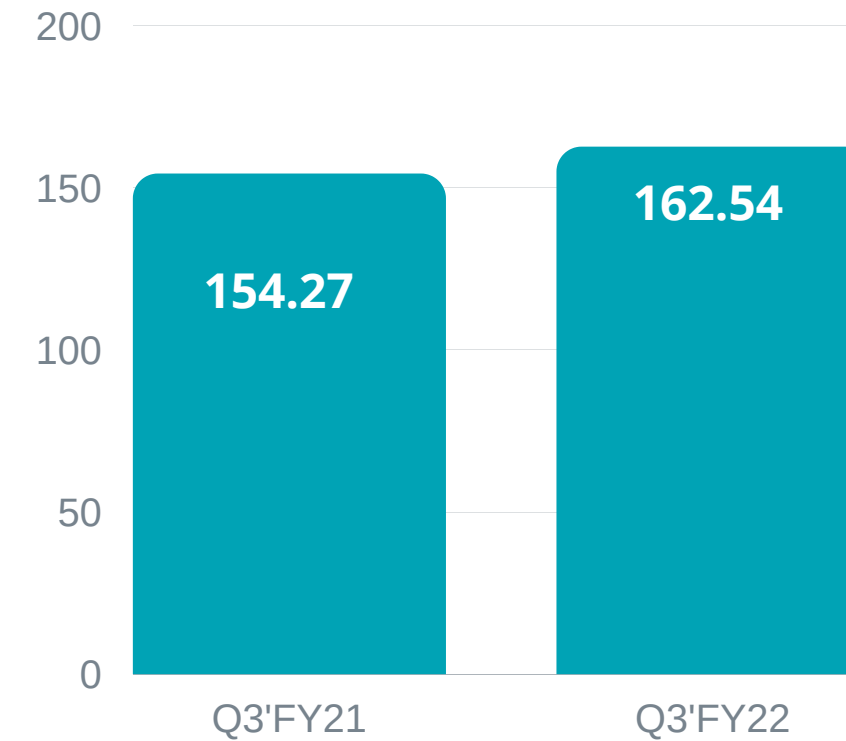
HEALTHCARE 22.1%



DEVICES 63.6%

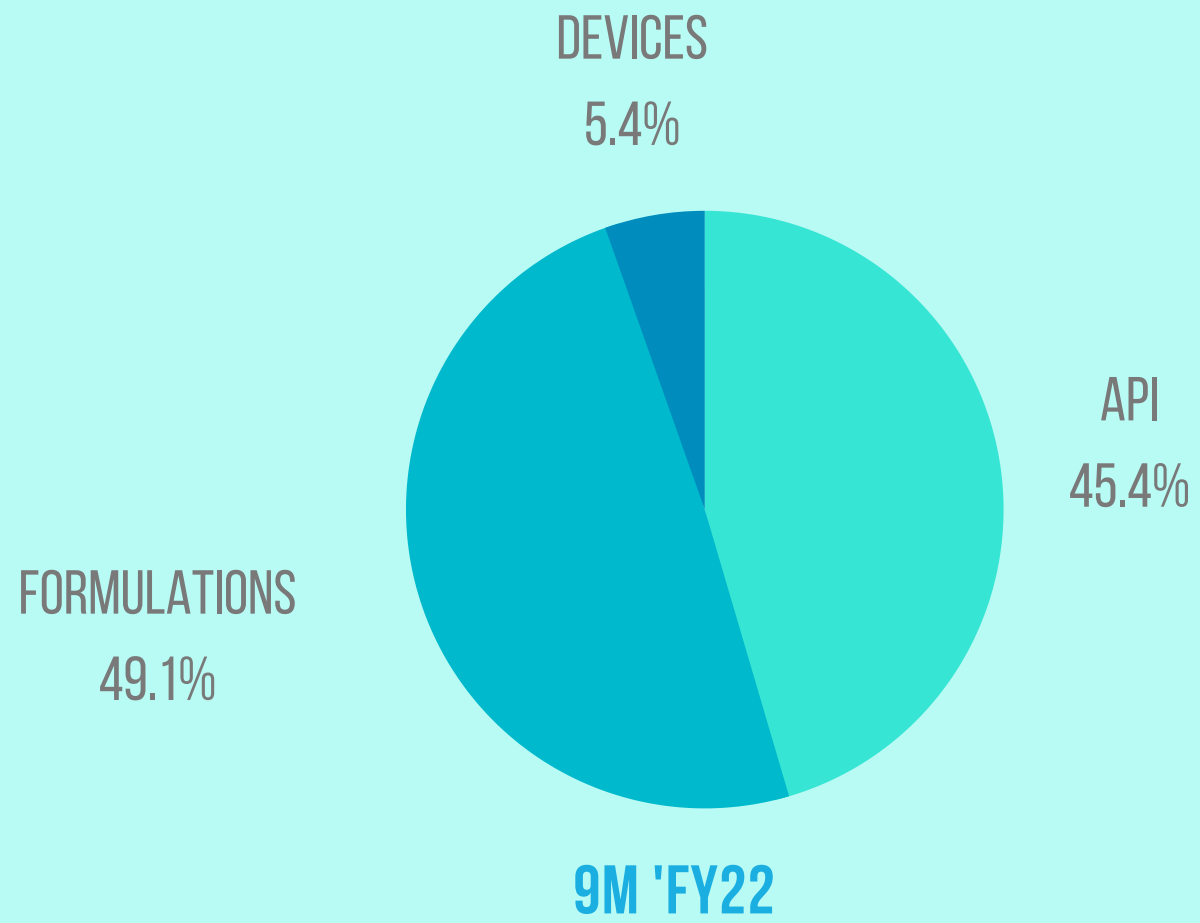
Rs. in crores

^5%



Q3'FY22 PERFORMANCE

INCREASING INVESTMENT IN R&D



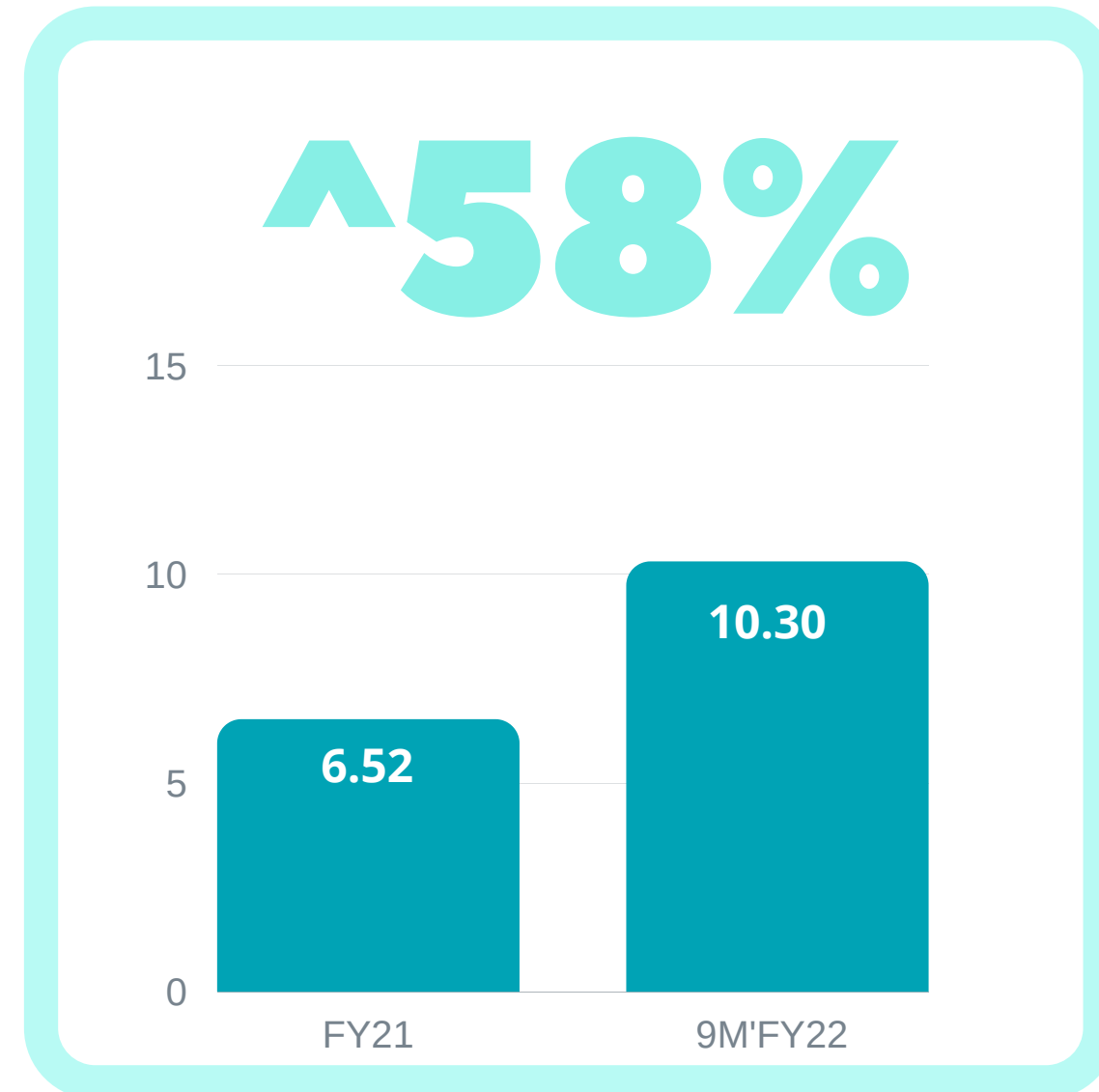
SEGMENT WISE SPEND



CONSOLIDATED

R&D SPEND

Rs. in crores



YTD 9M SPEND

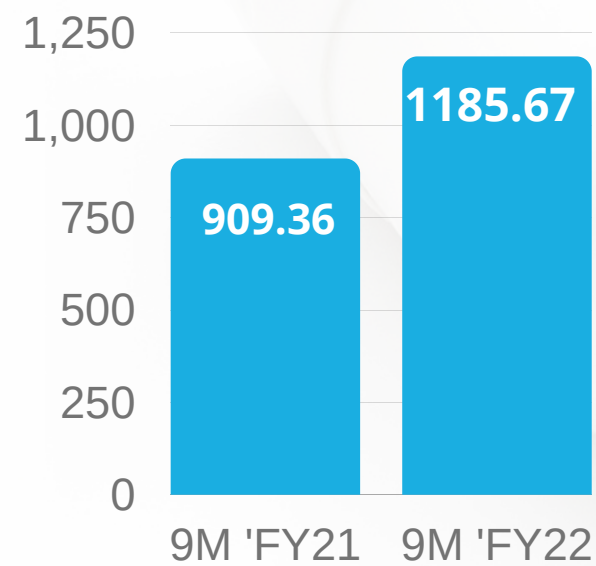


FINANCIAL
HIGHLIGHTS

REVENUE HIGHLIGHTS

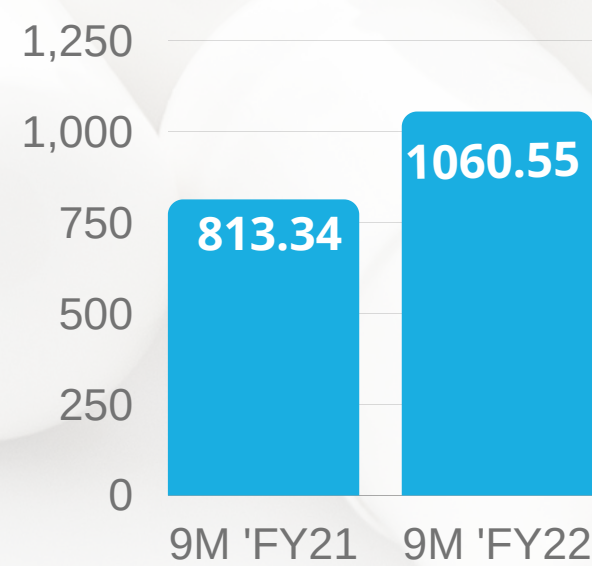
NET REVENUE

^30%



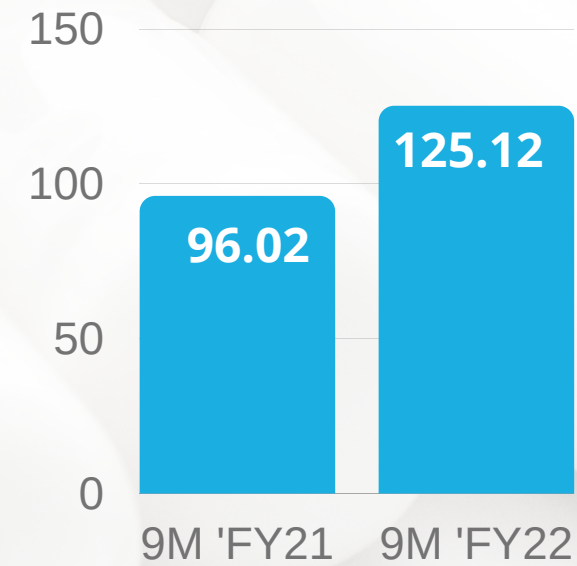
EXPENDITURE

^30%



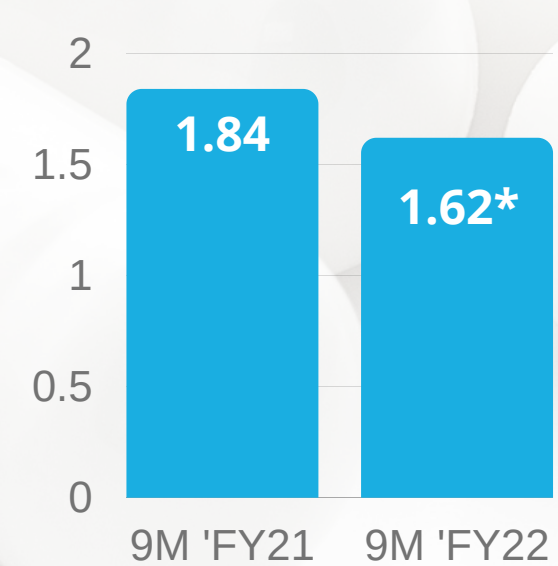
EBITDA

^30%



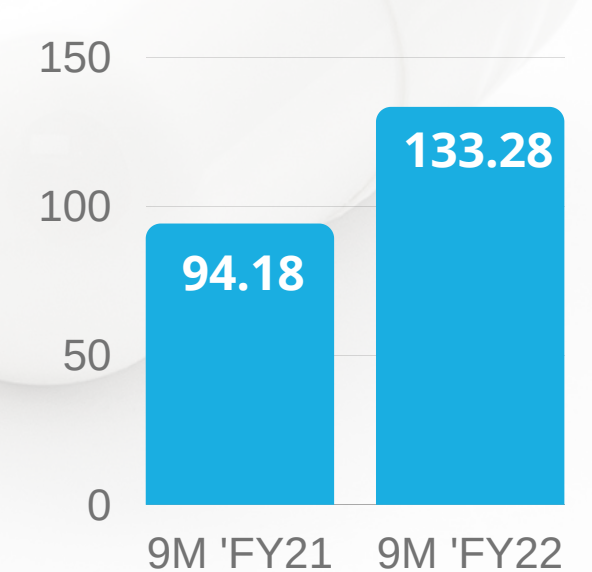
INTEREST

-18%



CASH PROFIT

^42%

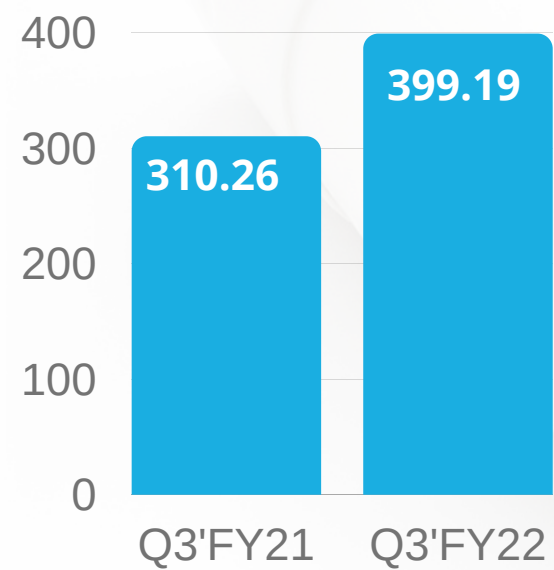


*excluding provisions written back of Rs. 9.78 Crores

REVENUE HIGHLIGHTS

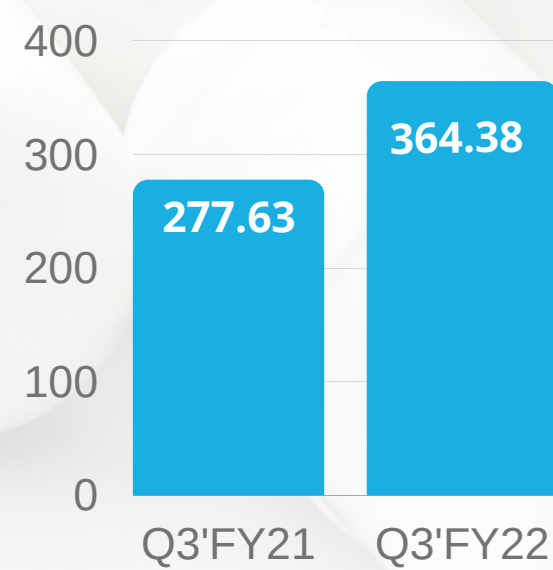
NET REVENUE

^29%



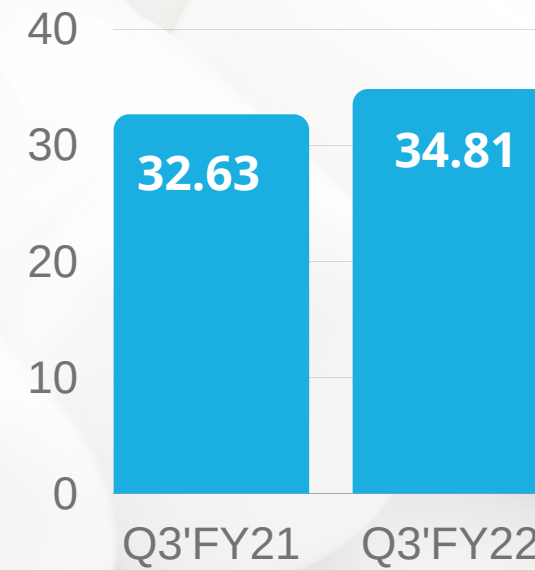
EXPENDITURE

^31%



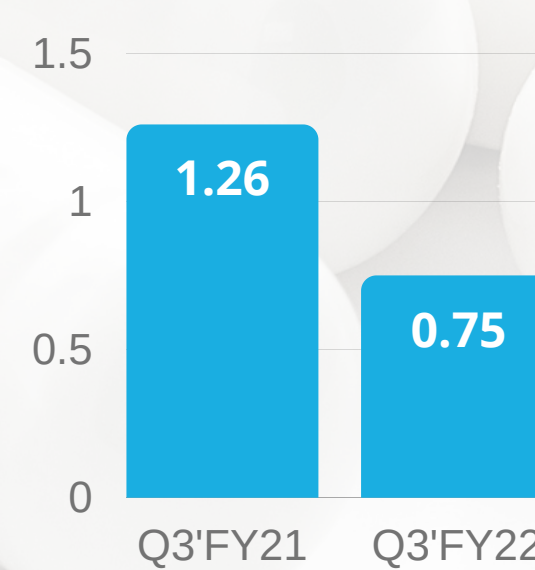
EBITDA

^7%



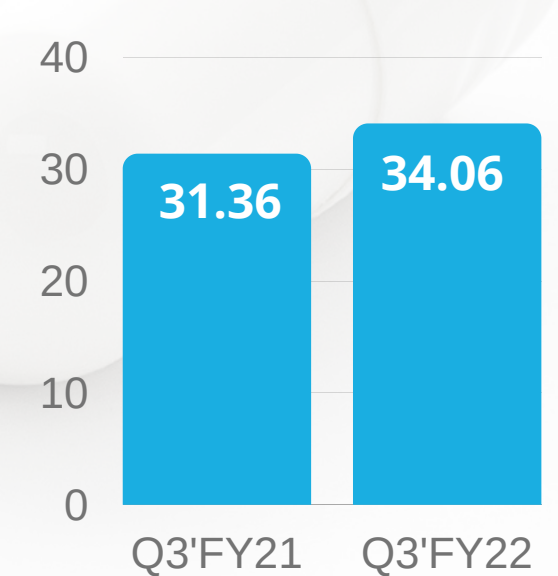
INTEREST

-41%



CASH PROFIT

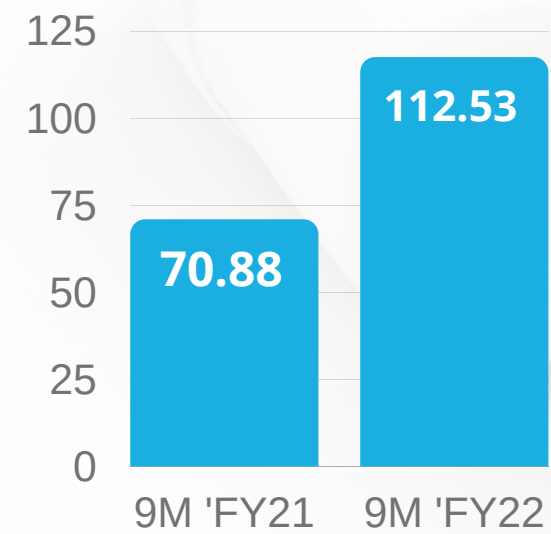
^9%



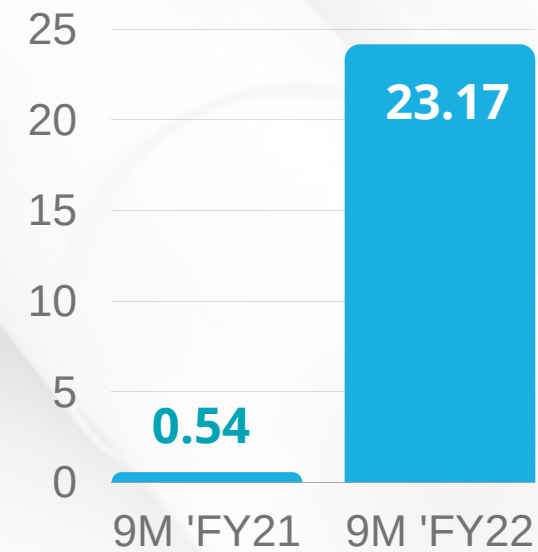
PROFITABILITY HIGHLIGHTS

PROFIT BEFORE TAX

^59%

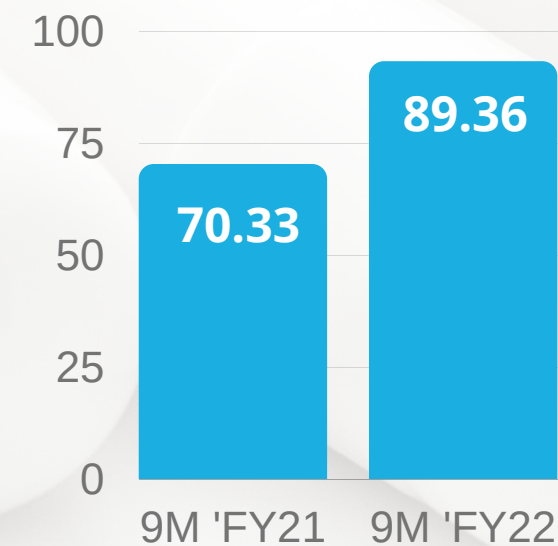


PROVISION FOR TAX



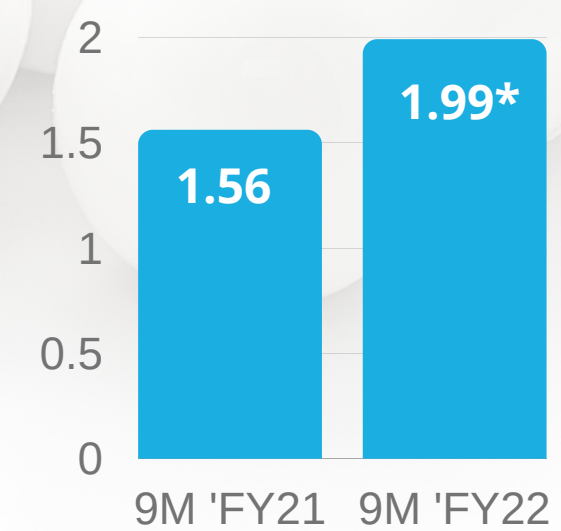
PROFIT AFTER TAX

^27%



EPS(RS.)

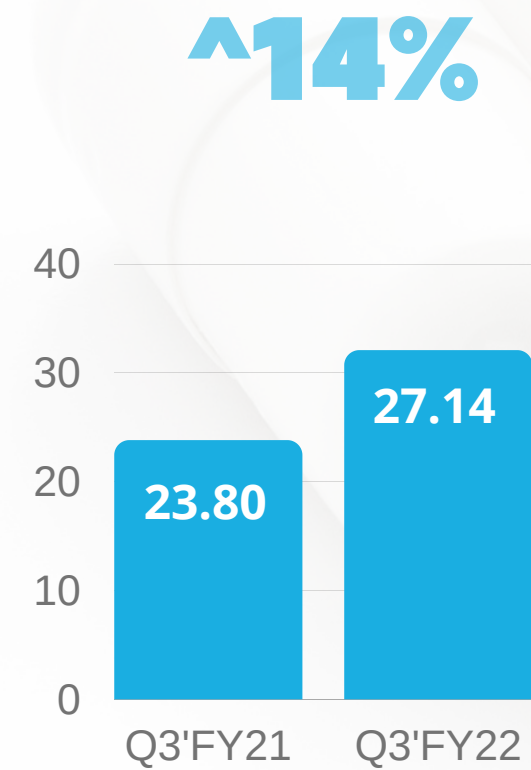
^27%



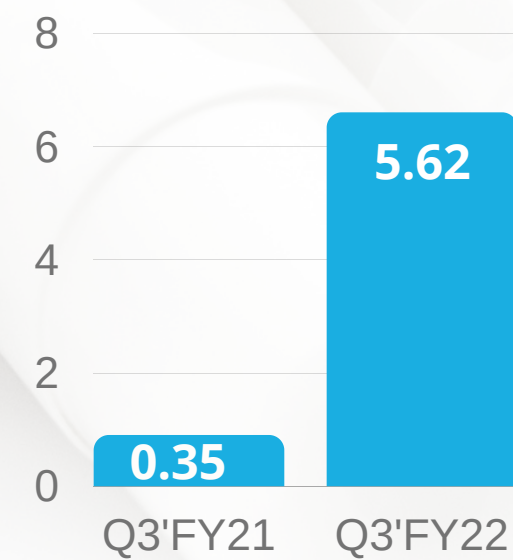
*Diluted EPS- Rs.1.72

PROFITABILITY HIGHLIGHTS

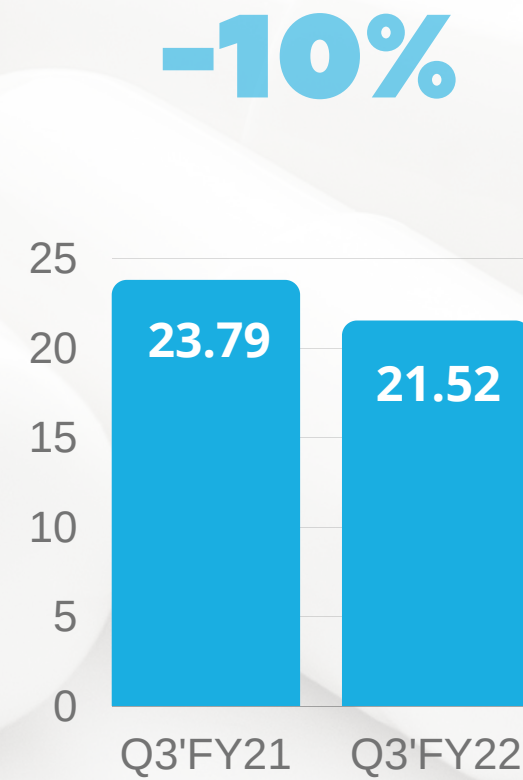
PROFIT BEFORE TAX



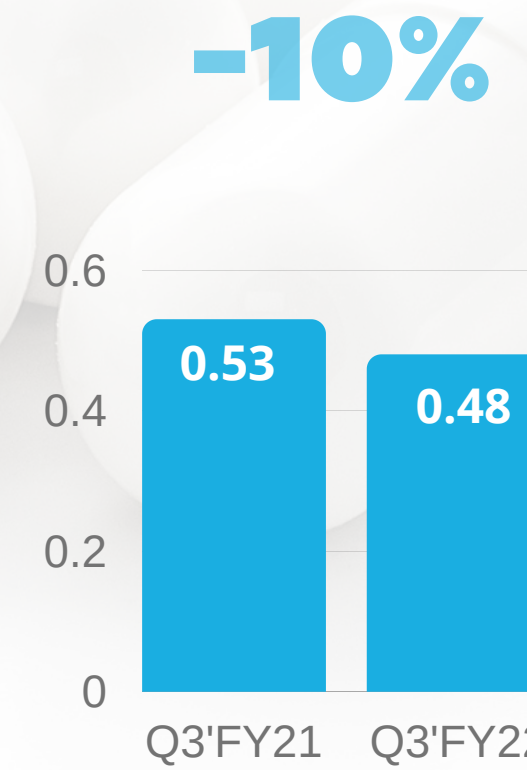
PROVISION FOR TAX



PROFIT AFTER TAX



EPS(RS.)



*Diluted EPS- Rs.0.41



Take Care

THANK YOU