

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q2'FY23

EARNINGS PRESENTATION - NOV 2022



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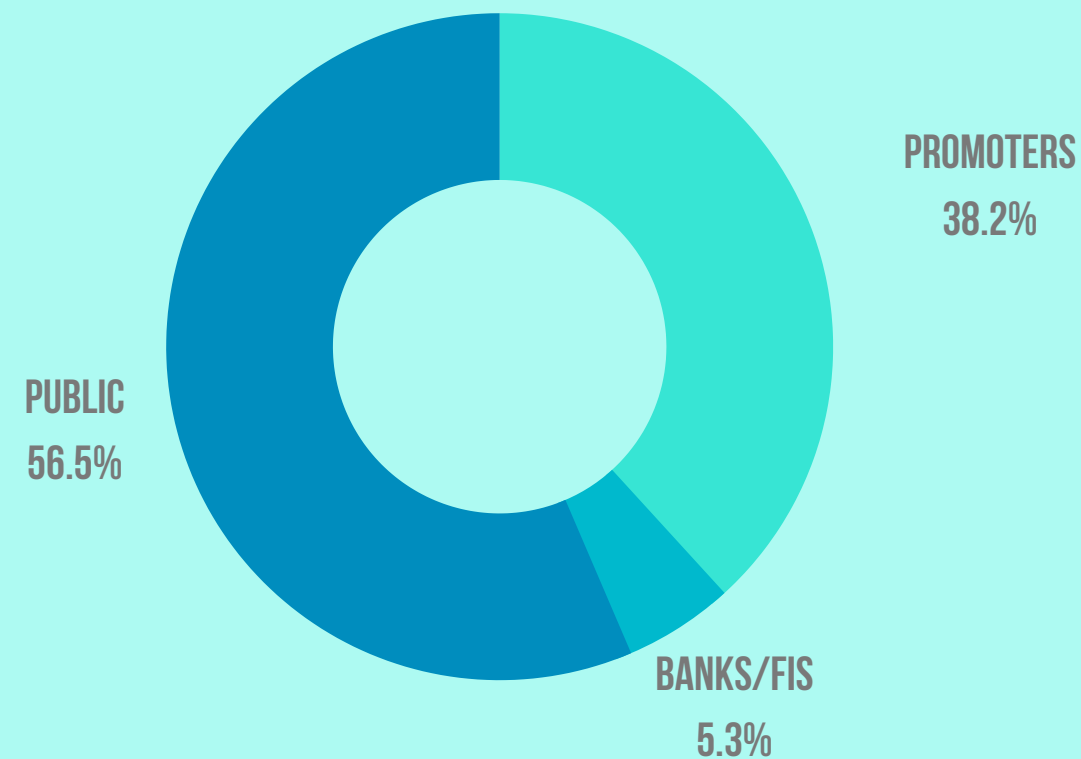
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QUARTERLY HIGHLIGHTS

SHAREHOLDING PATTERN



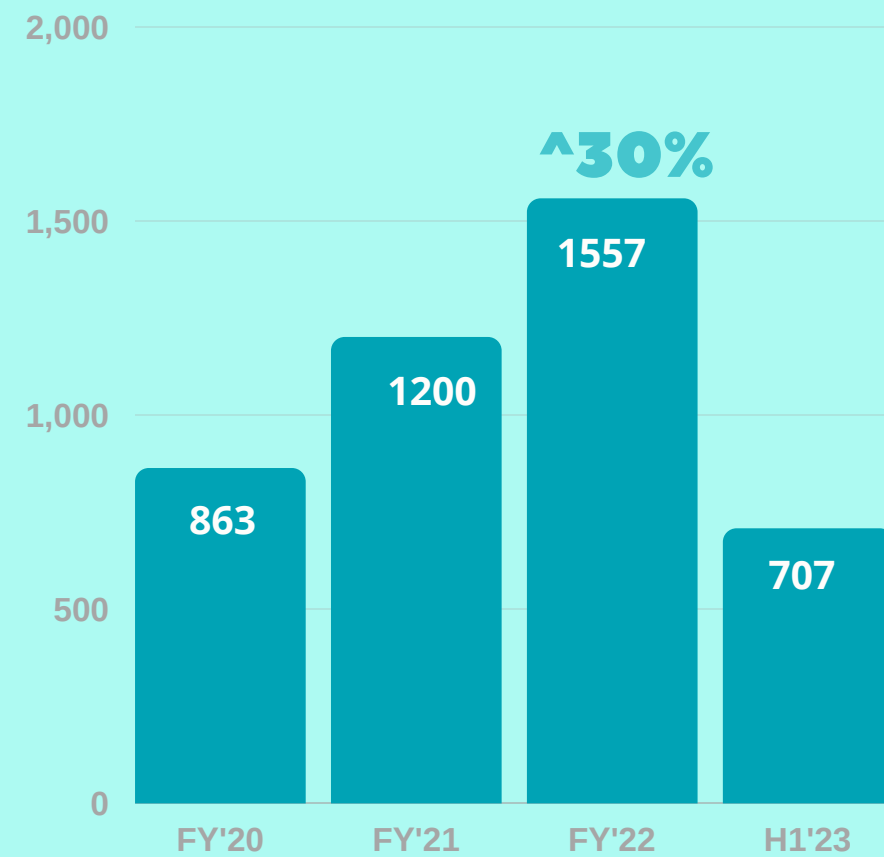
- Promoter Group shareholding has gone up from 34.54% to 38.22% post subscription of warrants by the promoters companies
- Banks/FI's holdings has gone up from 1.39% to 5.33% post conversion of their Pref. Capital into Equity Capital.

- During the current Quarter Q2'FY23, the business has started stabilising post covid period, and is on the path to recovery.
- During quarter Q2'FY23, the company has achieved the highest ever Quarterly Revenue of at Rs. 404 crores.
- Quarterly revenues have grown with a CAGR of 23% in last three years, up 87% from pre-covid level.
- Subdued demand, pressure on sales realisation, higher input costs and USD appreciation has adversely impacted the profit margins for last two quarters.
- There is an increased emphasis on marketing, selling, distribution and reach across various channels.



CONSOLIDATED
QUARTERLY PERFORMANCE

34% CAGR



ANNUAL PERFORMANCE

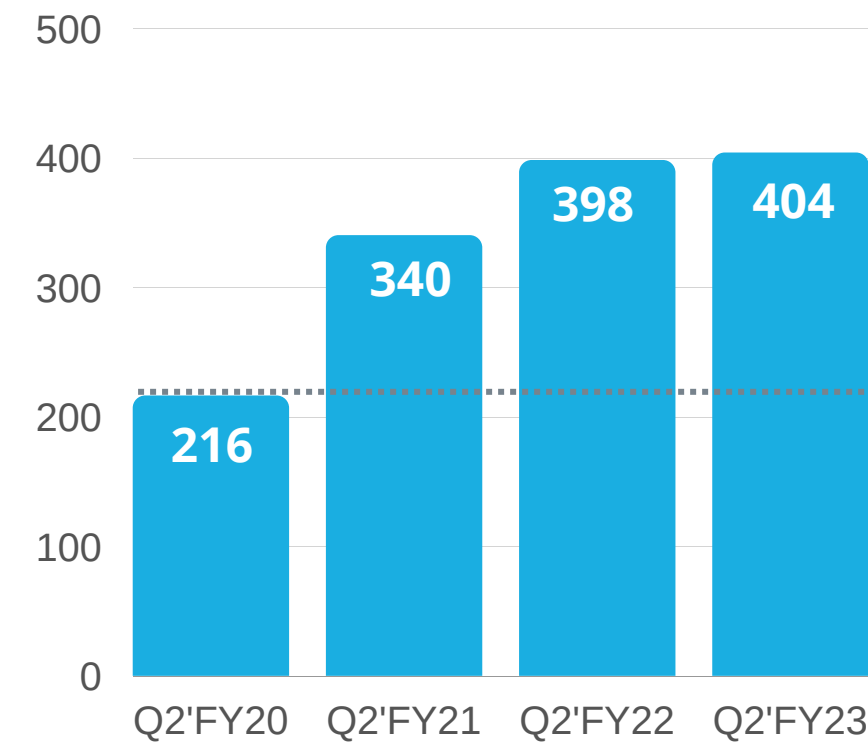


CONSOLIDATED

REVENUE GROWTH

Rs. in crores

23% CAGR



UP 87% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

MOREPEN

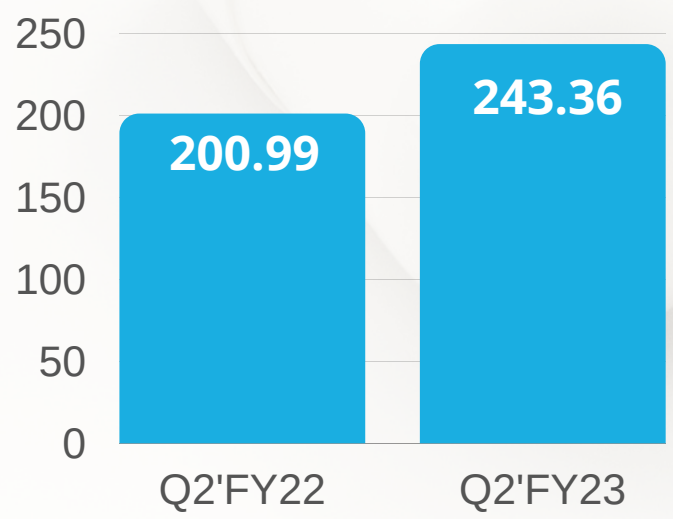


CONSOLIDATED

SEGMENTS WISE PERFORMANCE

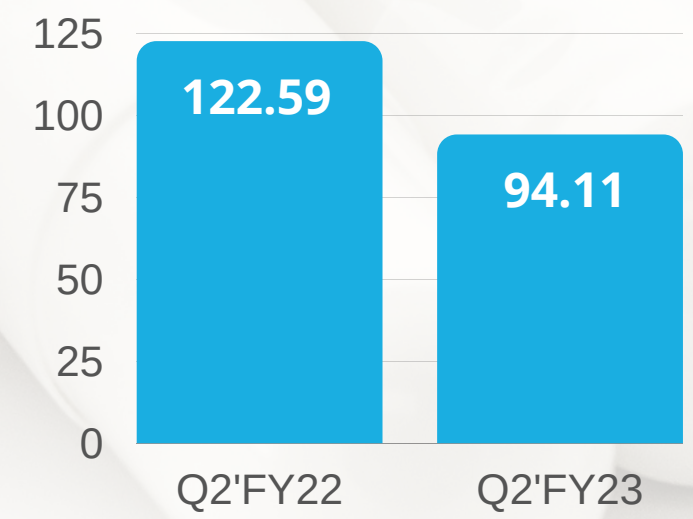
API

^21%



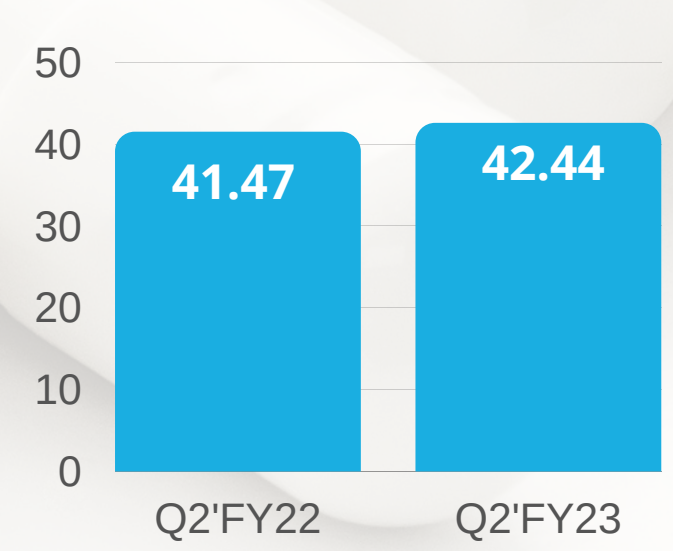
DIAGNOSTICS

-23%



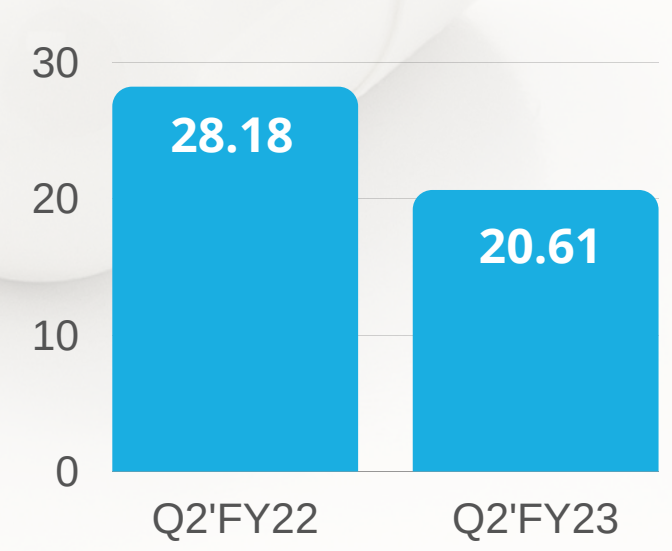
FORMULATIONS

^2%



DR.MOREPEN -OTC

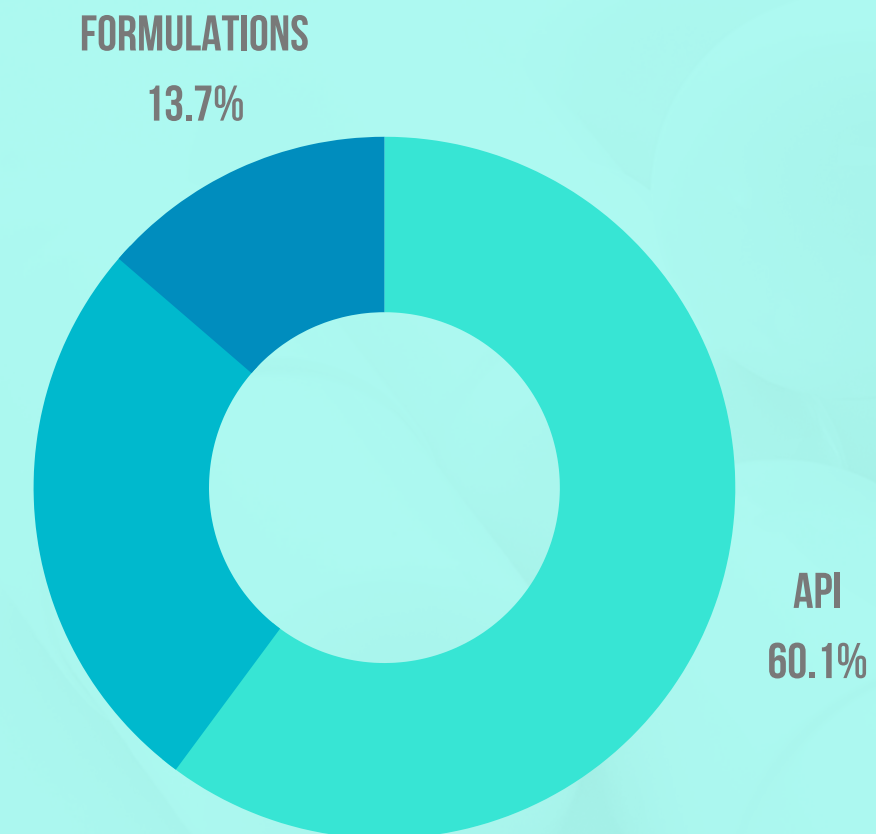
-27%



NOTE: CURRENT QUARTER NUMBERS ARE NOT COMPARABLE AGAINST THE PEAK COVID DEMAND IN PREVIOUS YEAR (Q2'FY22)

STANDALONE

SEGMENT WISE BREAKUP



REVENUE SPLIT H1'FY'23



SHARE	H1 FY'22	H1'FY23	
API	53.3%	60.1%	6.80% ↑
DIAGNOSTICS	35.1%	26.2%	8.90% ↓
FORMULATIONS	11.6%	13.7%	2.10% ↑



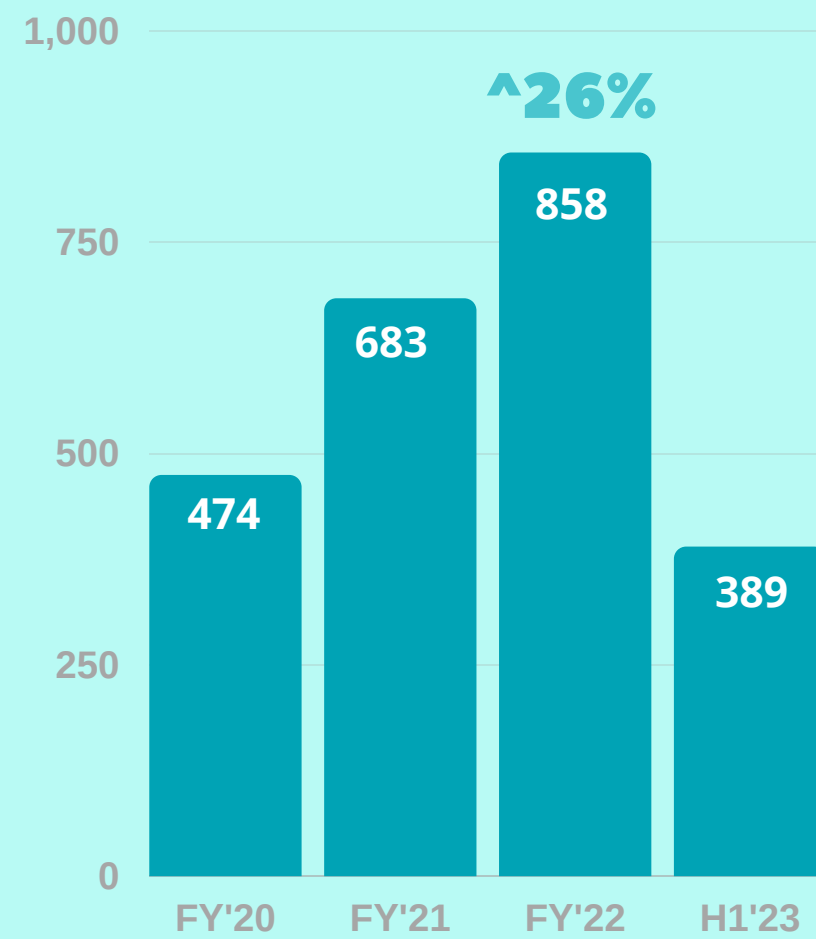
API BUSINESS

LEADERSHIP THROUGH QUALITY

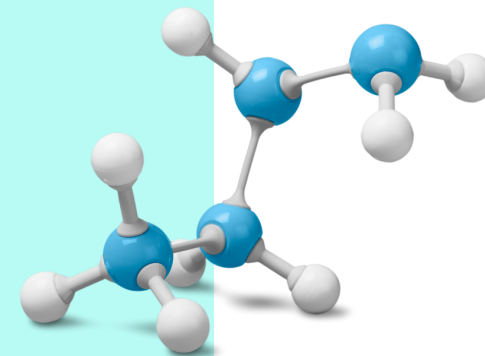
API BUSINESS

API REVENUE

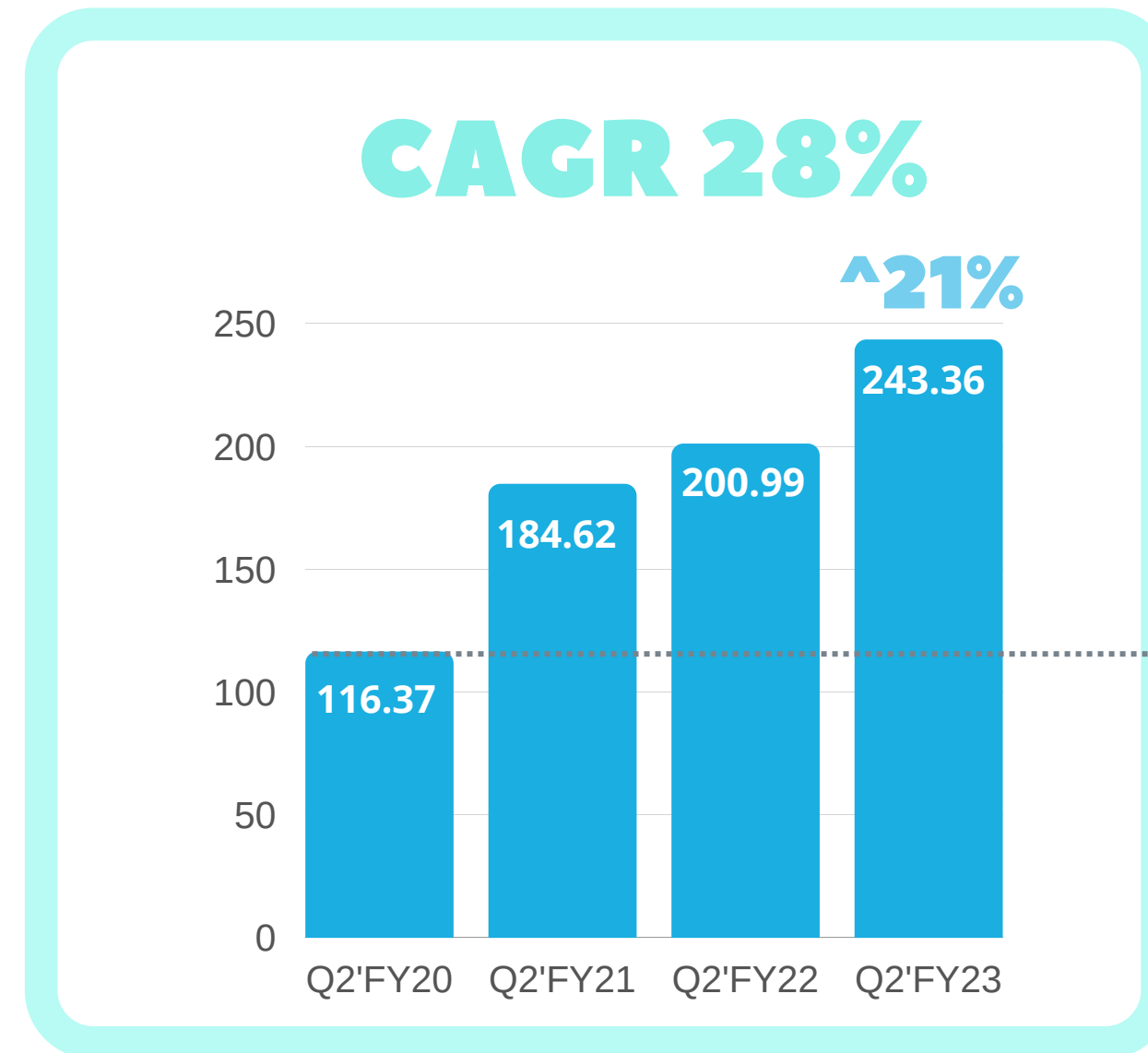
35% CAGR



ANNUAL PERFORMANCE



Rs. in crores



UP 109% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE

KEY API PRODUCTS

LORATADINE

^ 44 %

MONTELUKAST

- 16 %

ATORVASTATIN

^ 21 %

NEW MOLECULES

^ 145 %

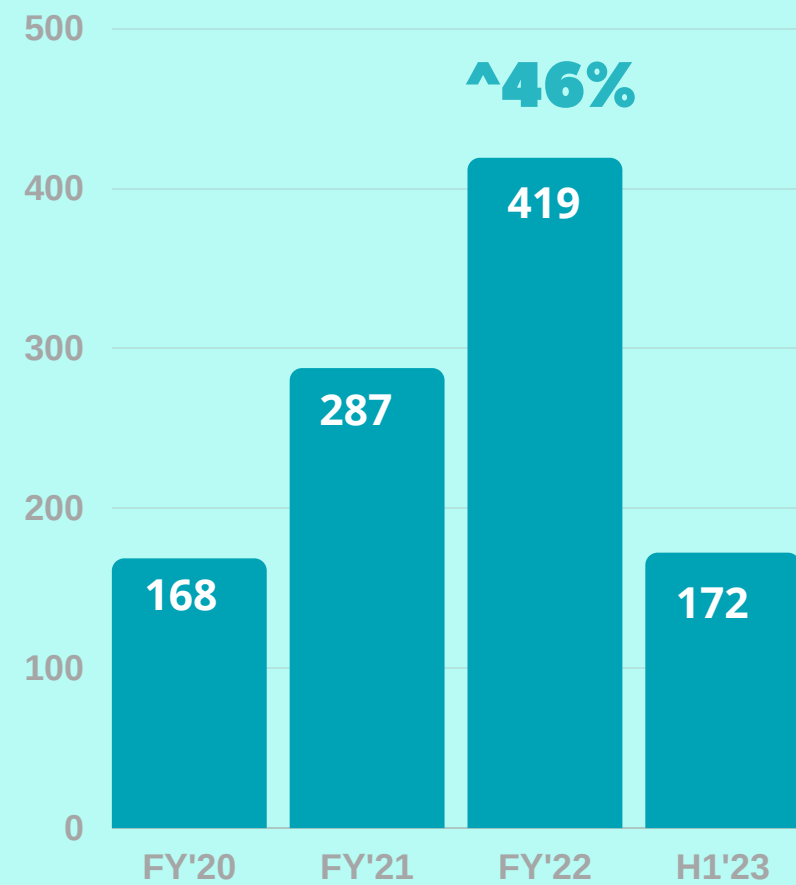


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

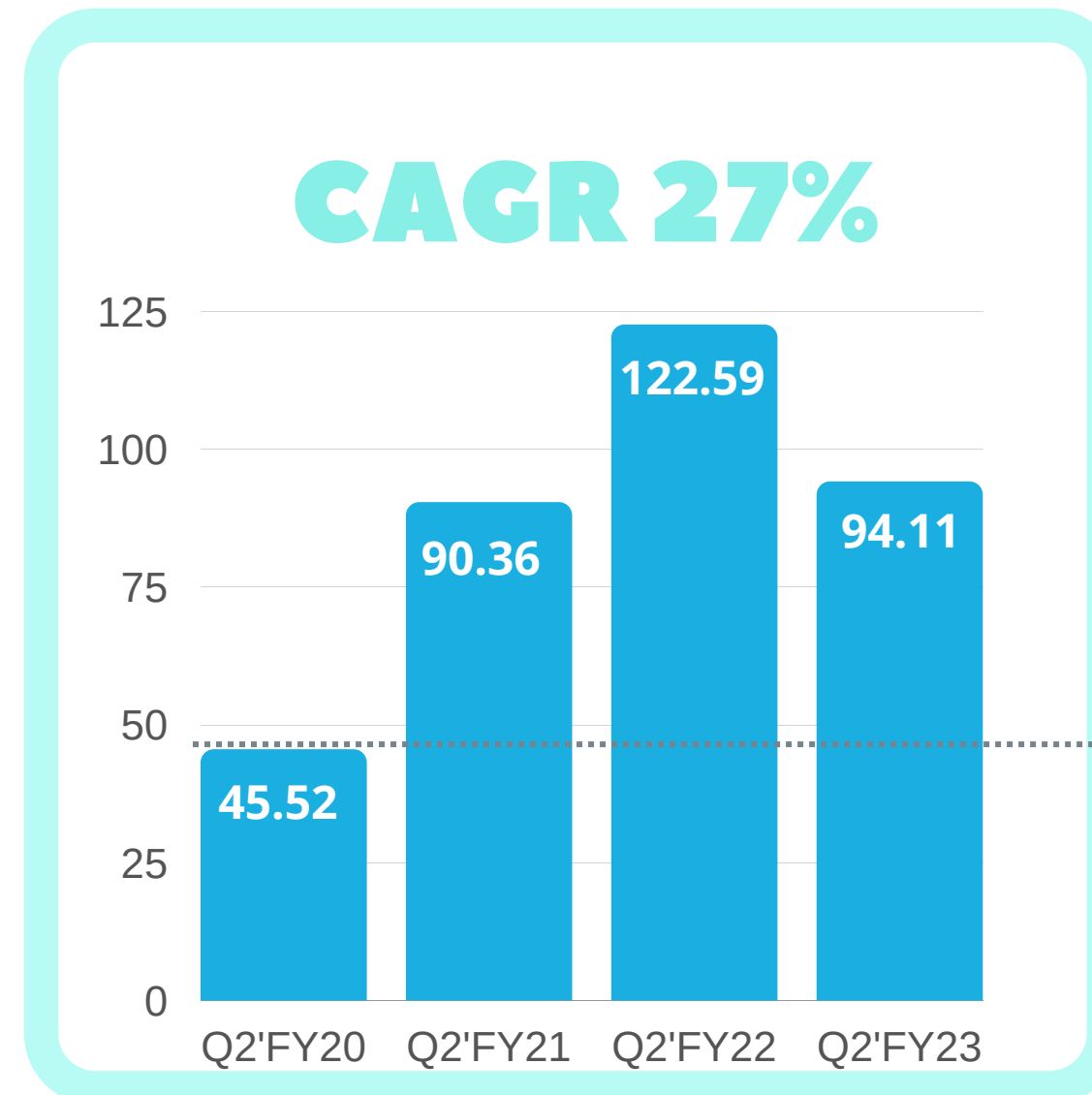
58% CAGR



ANNUAL PERFORMANCE



Rs. in crores

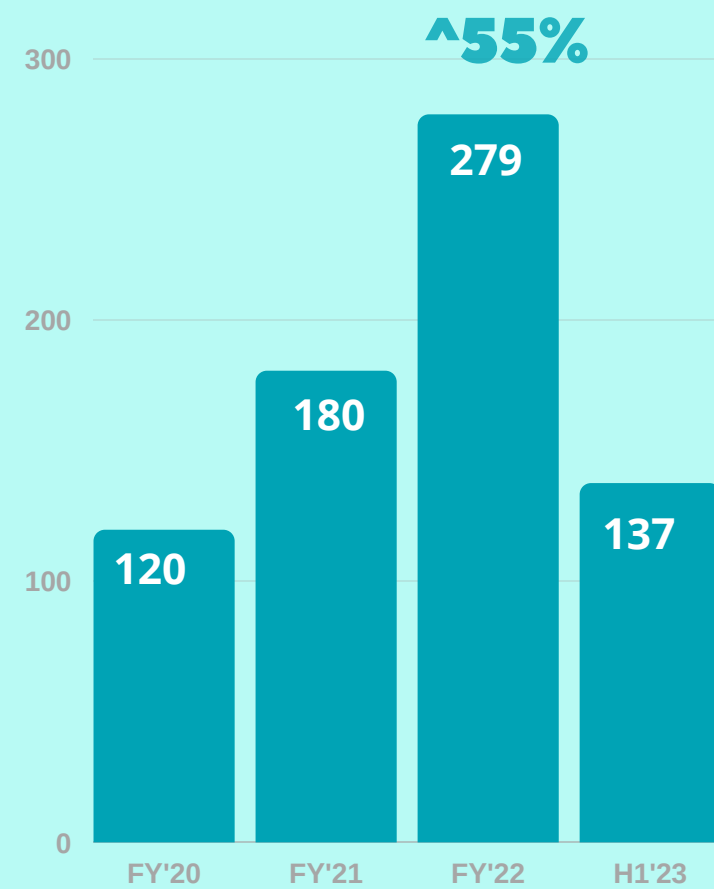


Q2'FY23 PERFORMANCE

UP 107% FROM
PRE-COVID LEVEL

GLUCO METER REVENUE

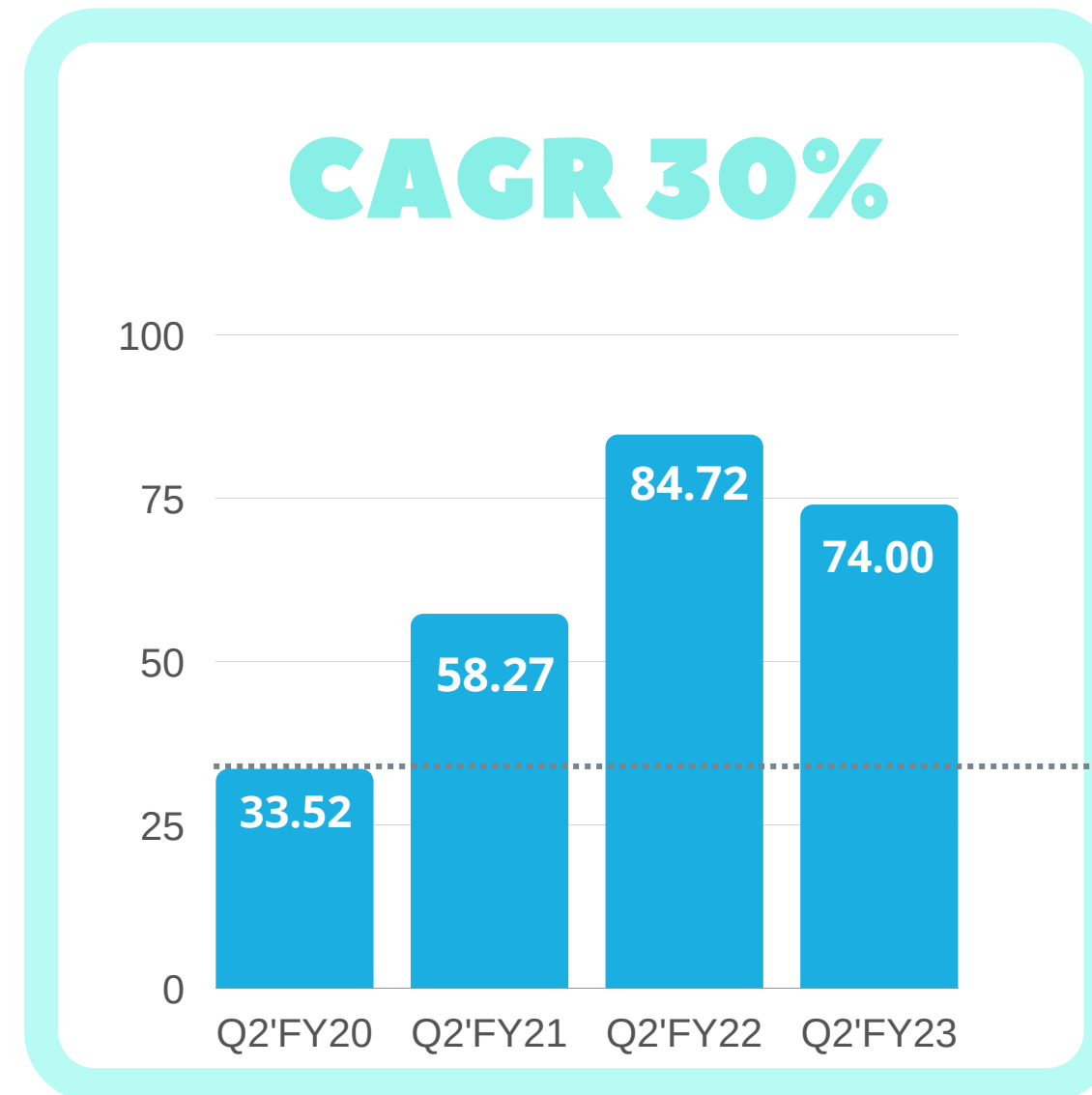
52% CAGR



ANNUAL PERFORMANCE



Rs. in crores

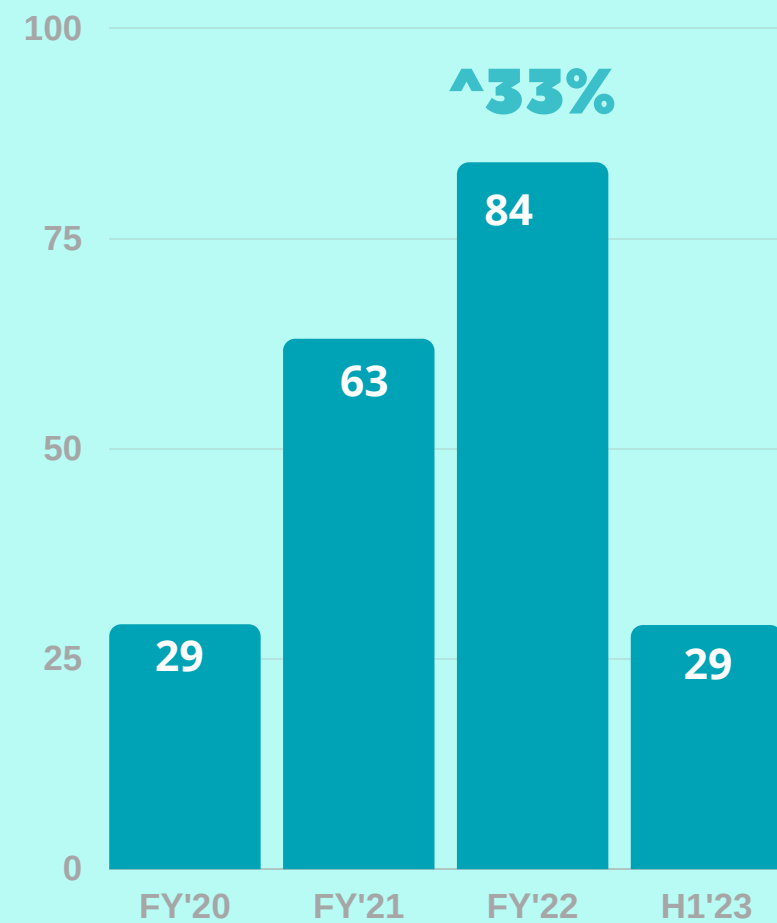


Q2'FY23 PERFORMANCE

UP 121% FROM
PRE-COVID LEVEL

BP MONITOR REVENUE

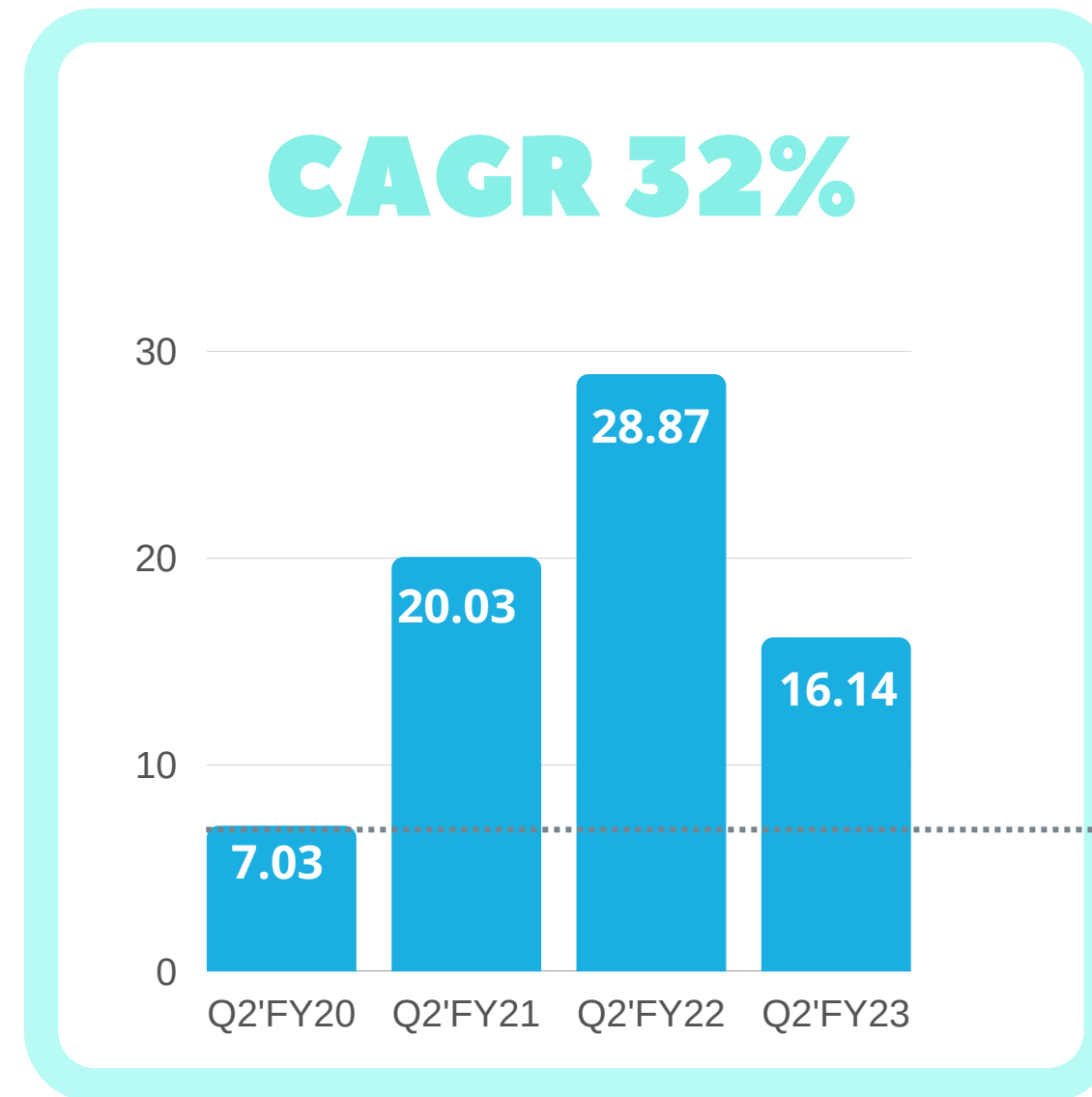
70% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY23 PERFORMANCE

121% GROWTH FROM
PRE-COVID LEVEL

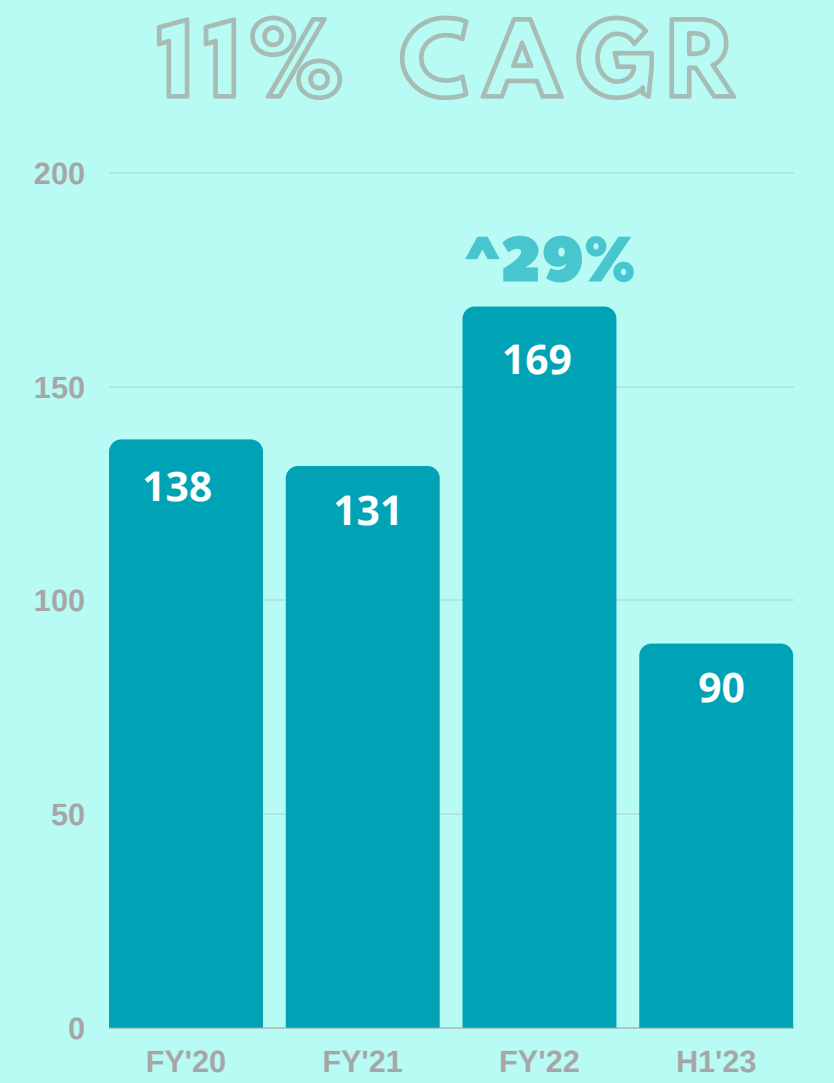


FORMULATIONS

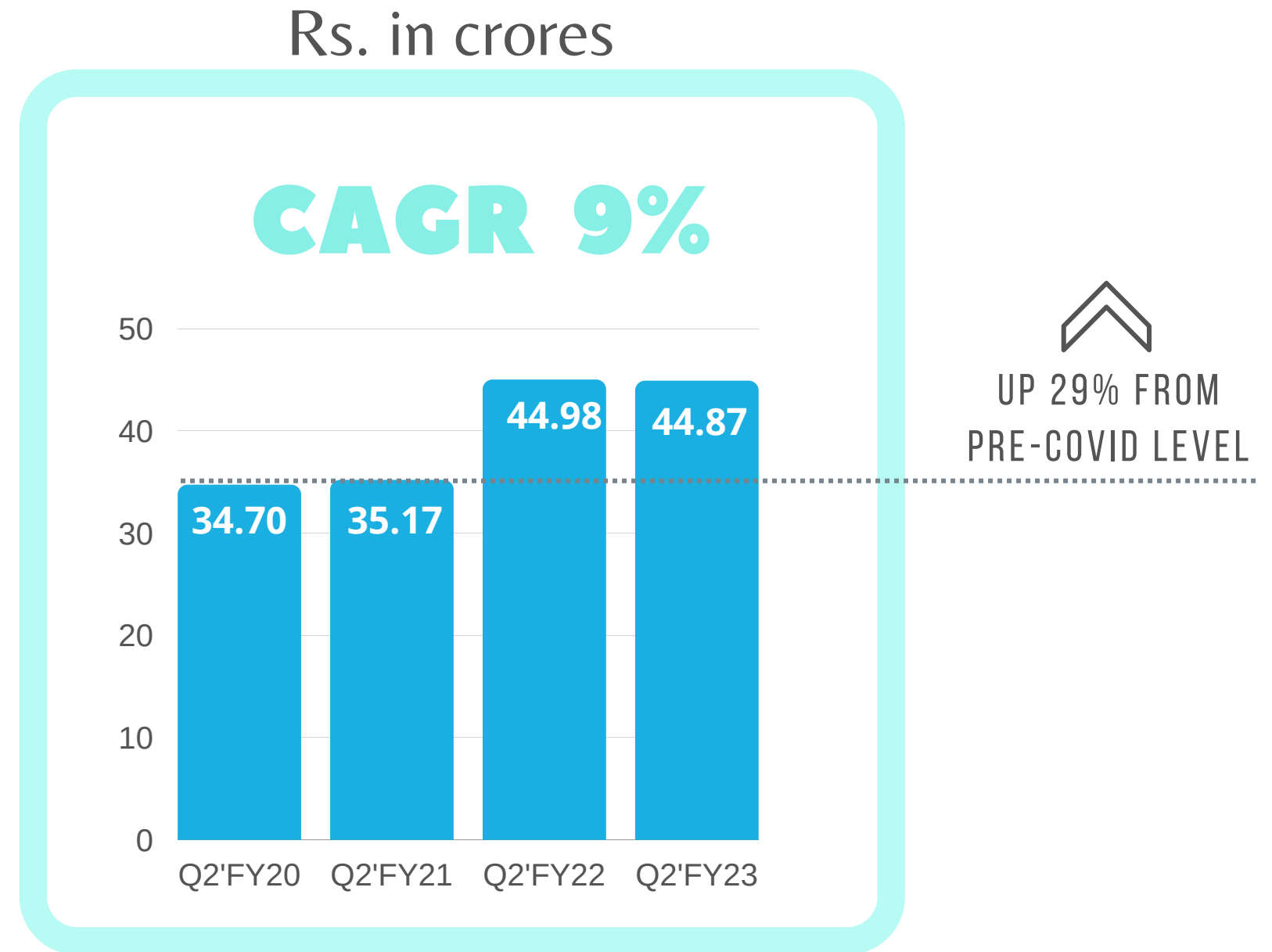
BRANDED FORMULATIONS IN INDIA

FORMULATIONS

FORMULATIONS REVENUE



ANNUAL PERFORMANCE



Q2'FY23 PERFORMANCE

GROWTH DRIVERS

^13%
ANTIBIOTICS

^34%
VITAMINS

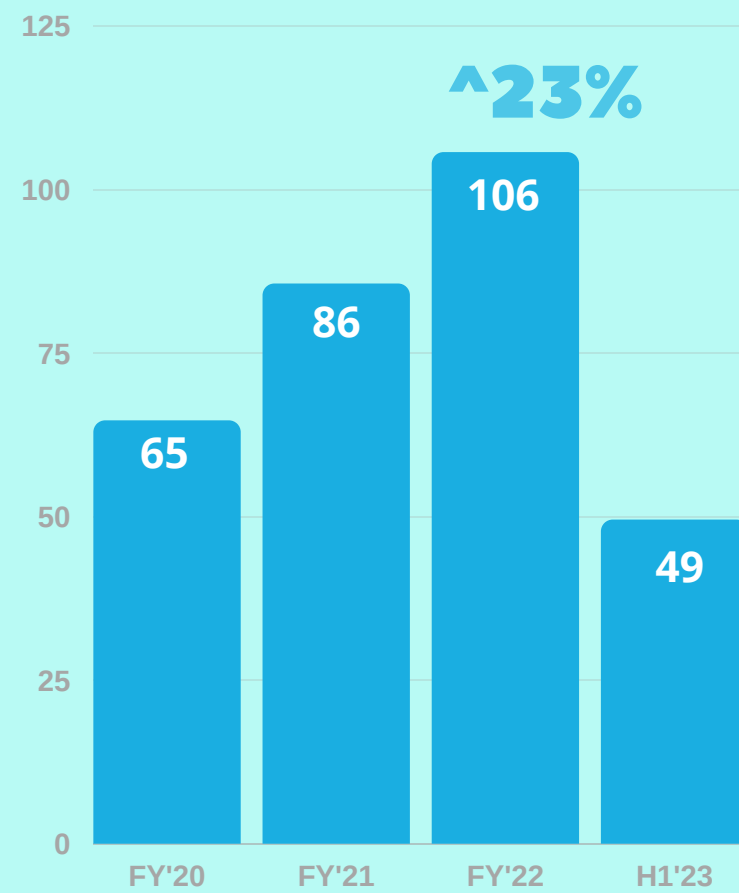
-8%
GASTRO

^6%
OTHERS



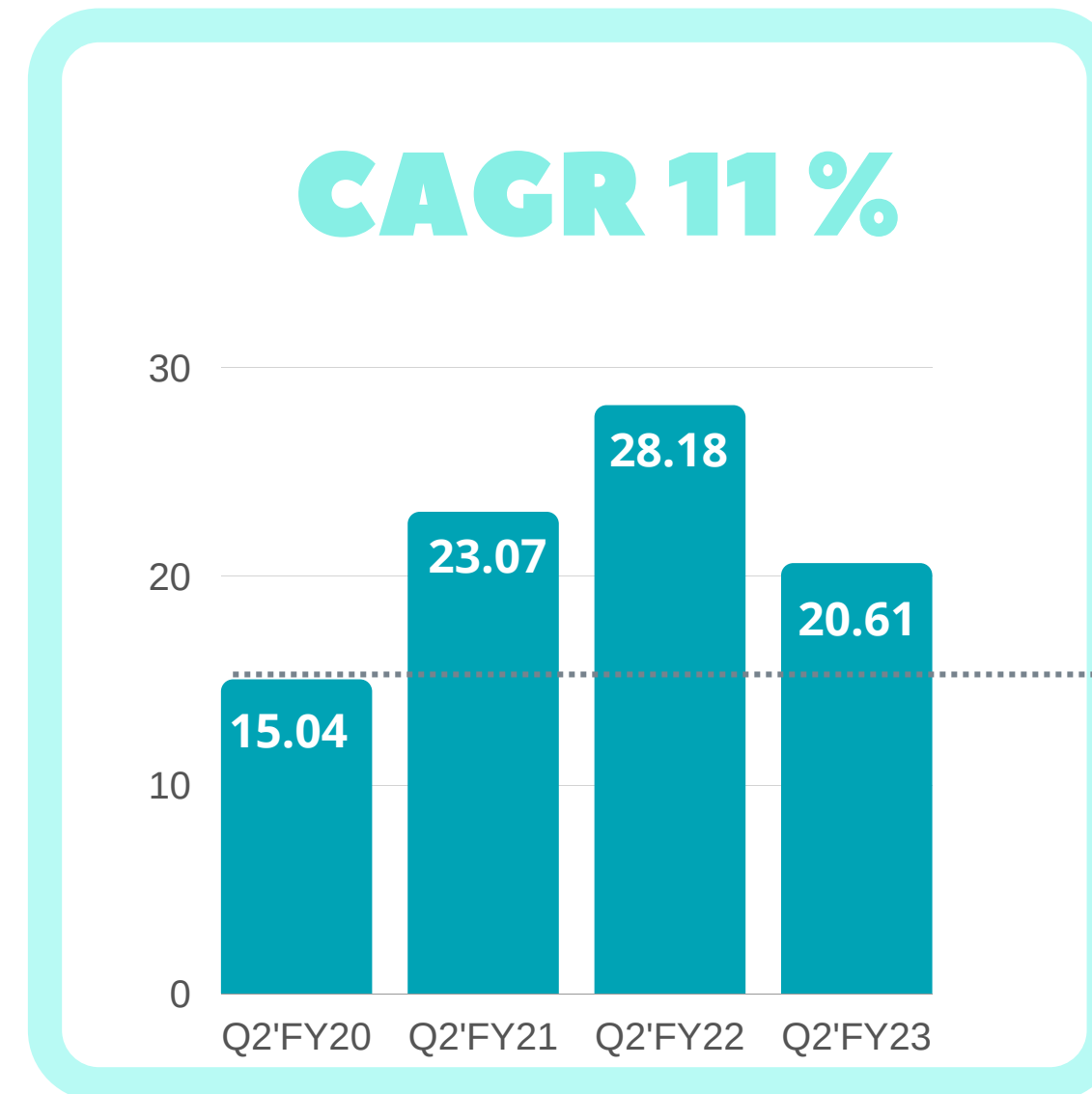
GROSS REVENUE

28% CAGR



ANNUAL PERFORMANCE

Rs. in crores



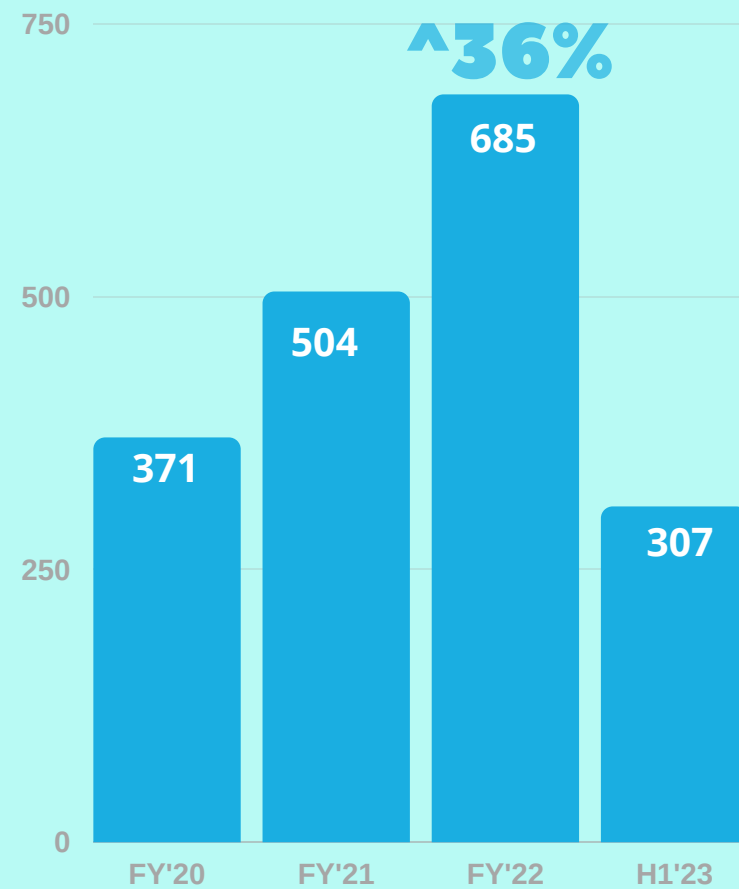
Q2'FY23 PERFORMANCE

UP 37% FROM
PRE-COVID LEVEL

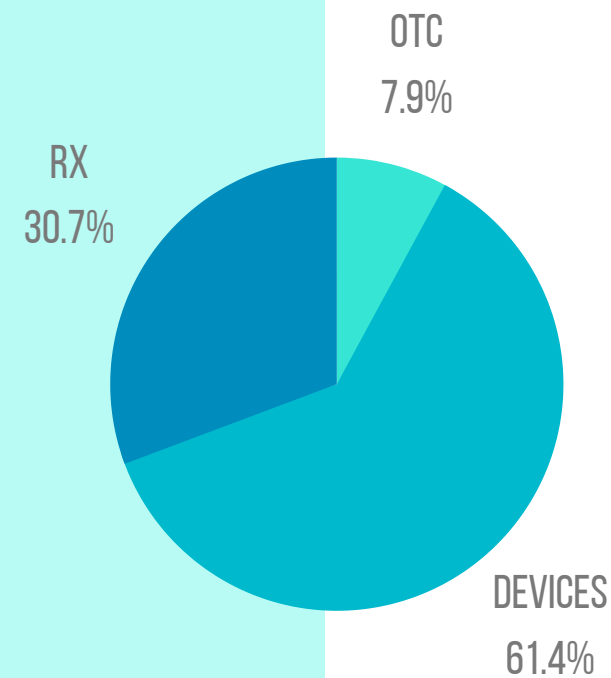
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

36% CAGR



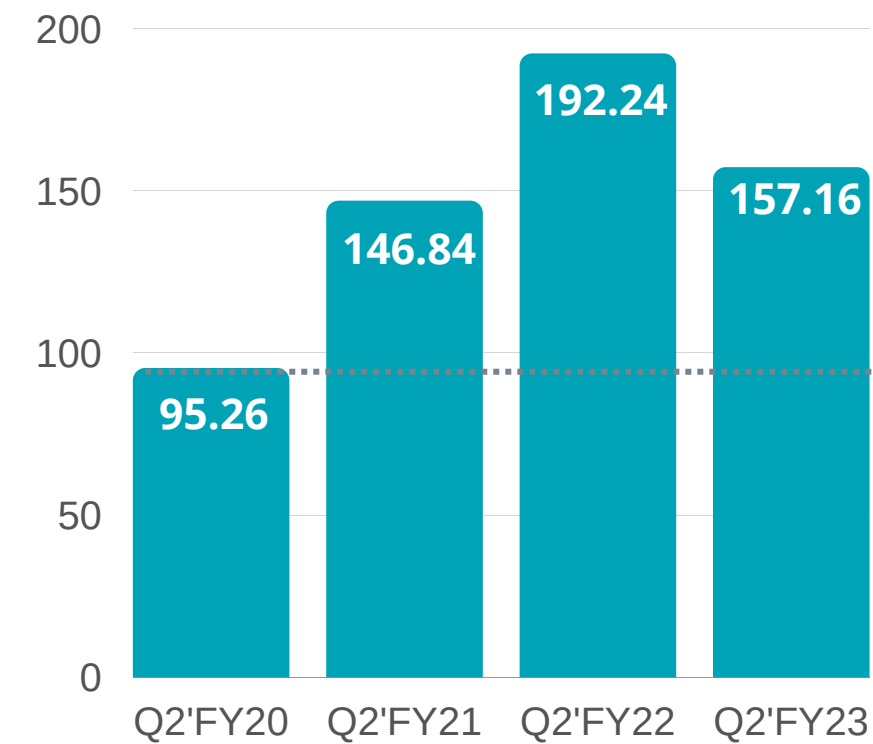
ANNUAL PERFORMANCE



FY'22

Rs. in crores

CAGR 18%



UP 65% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE



FINANCIAL

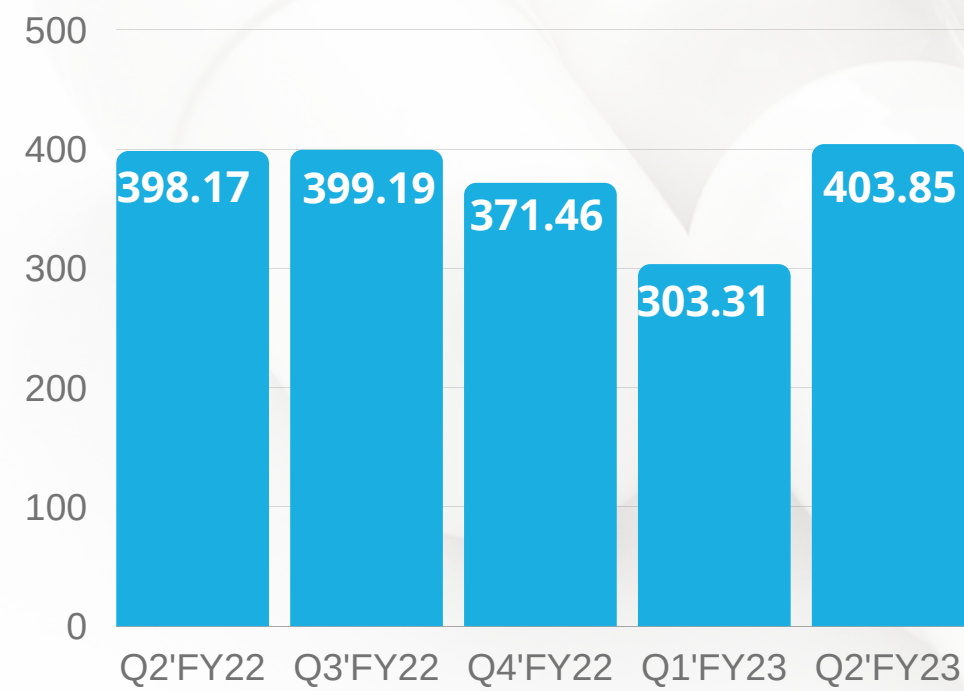
HIGHLIGHTS & RATIOS

CONSOLIDATED

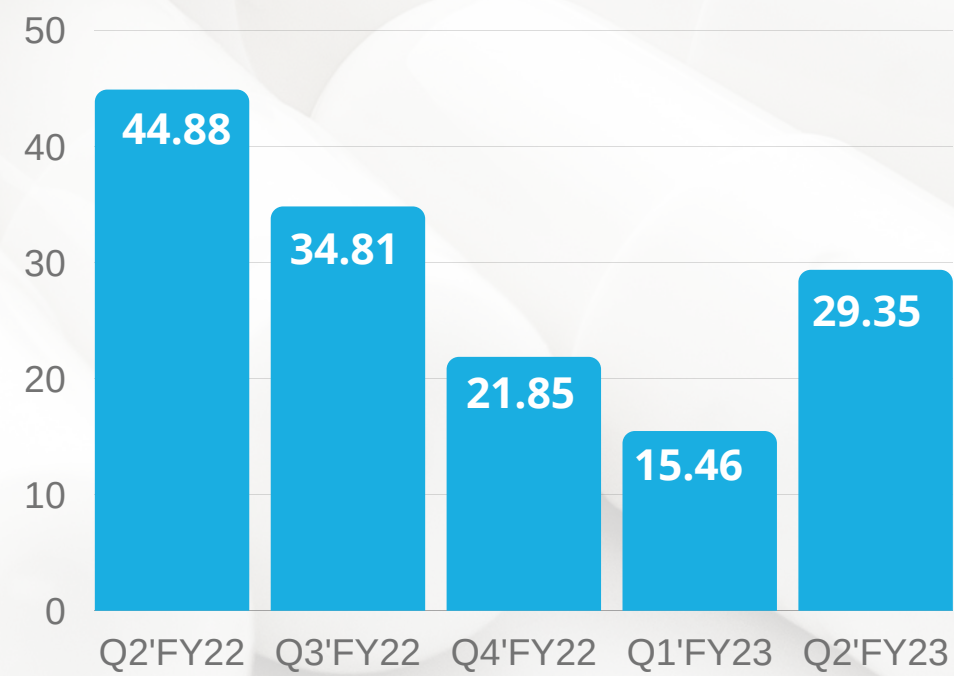
REVENUE HIGHLIGHTS (Q2)

Rs. in crores

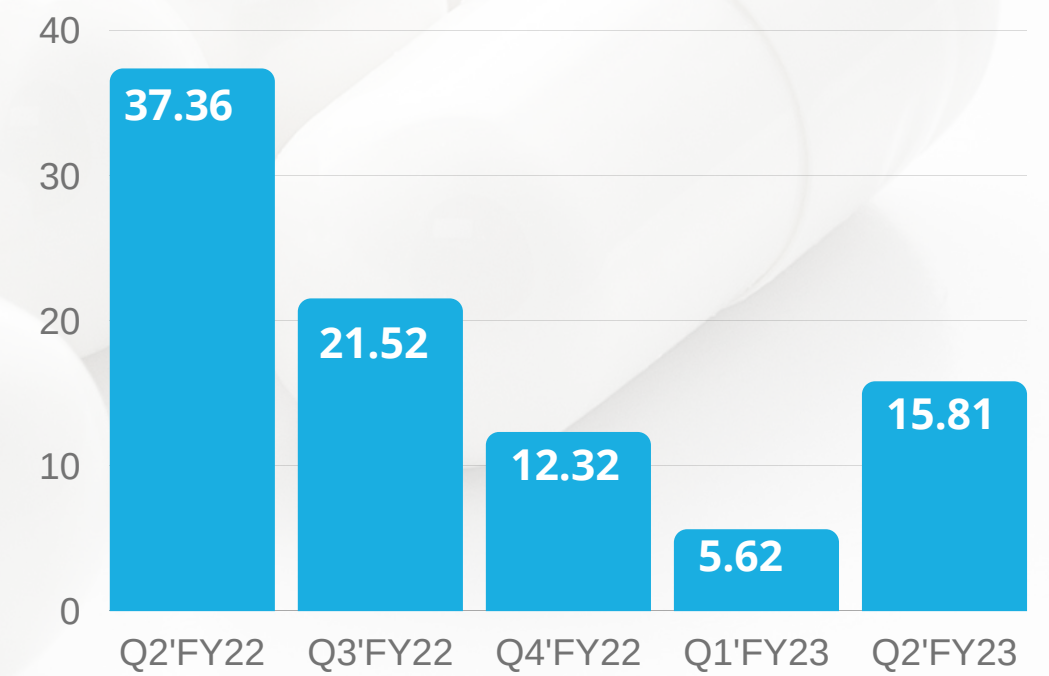
NET REVENUE



EBIDTA



PROFIT AFTER TAX





Thank you

LOVE HEALS