

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q2'FY24

EARNINGS PRESENTATION - NOV 2023



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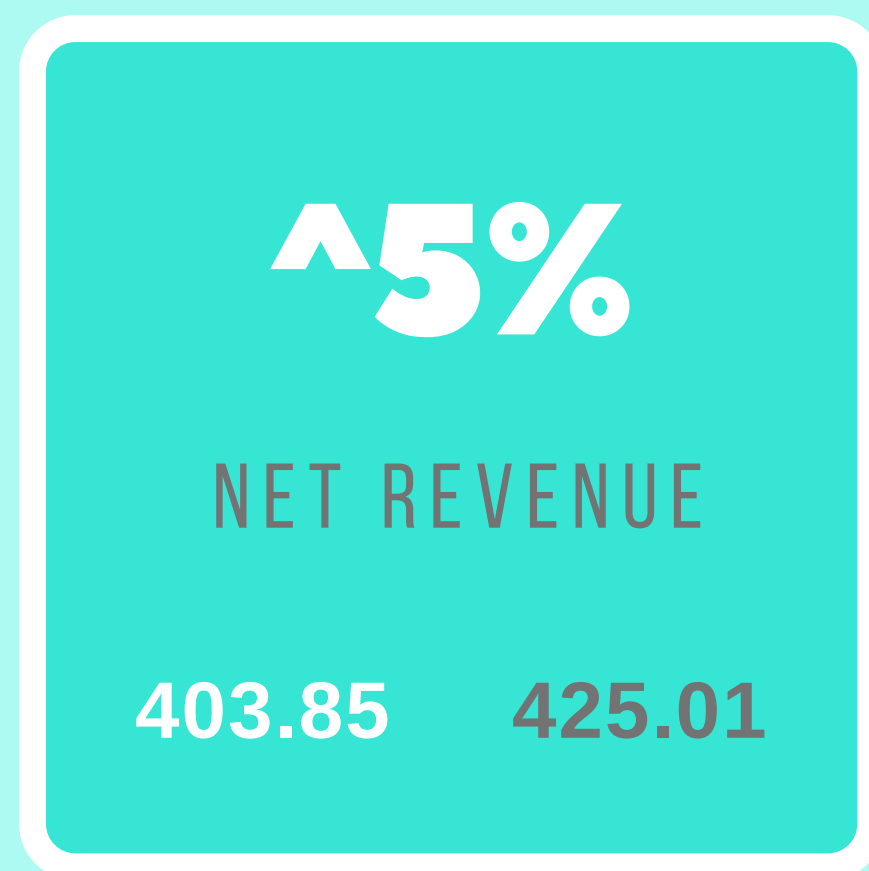
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Q2'FY24 PERFORMANCE

Rs. in crores



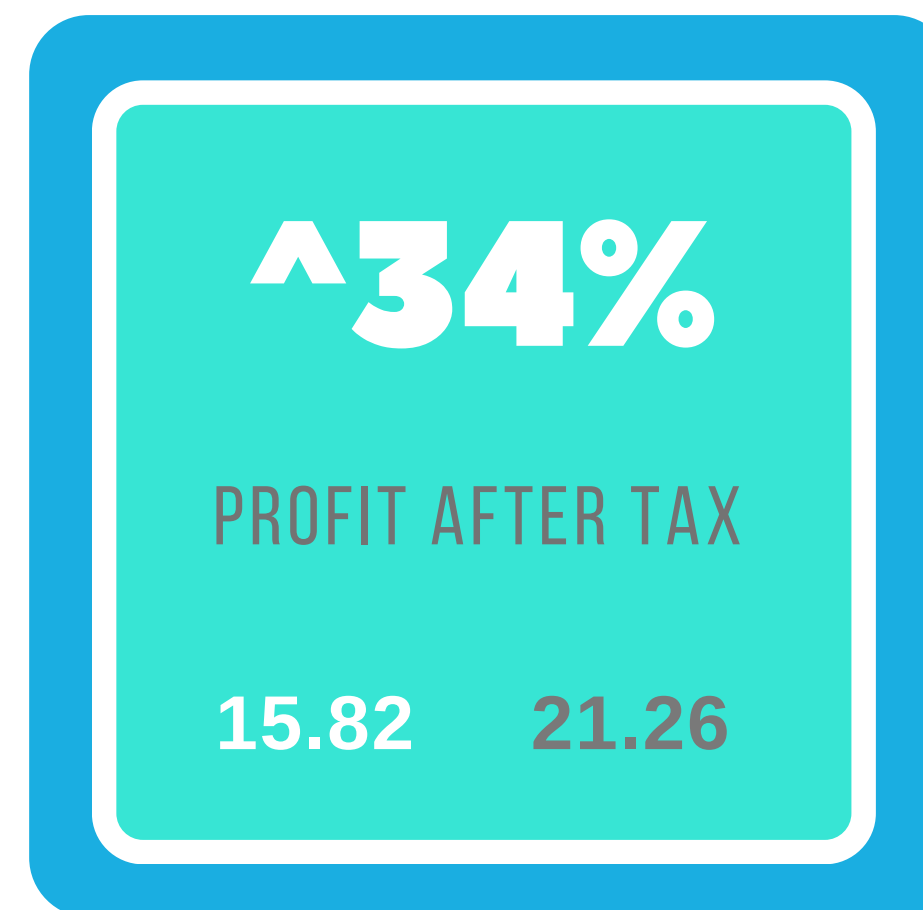
Q2'FY23 Q2'FY24

MOREPEN

CONSOLIDATED

QUARTERLY HIGHLIGHTS

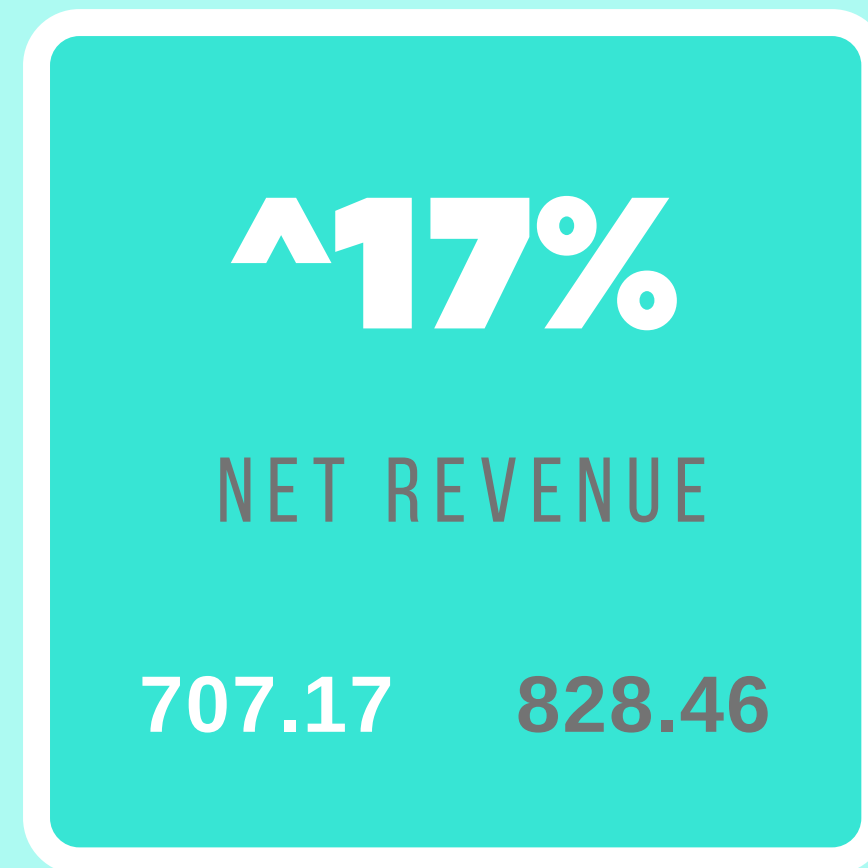
Rs. in crores



Q2FY23 Q2'FY24

H1'FY24 PERFORMANCE

Rs. in crores



H1'FY23 H1'FY24

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HALF YEARLY HIGHLIGHTS

Rs. in crores

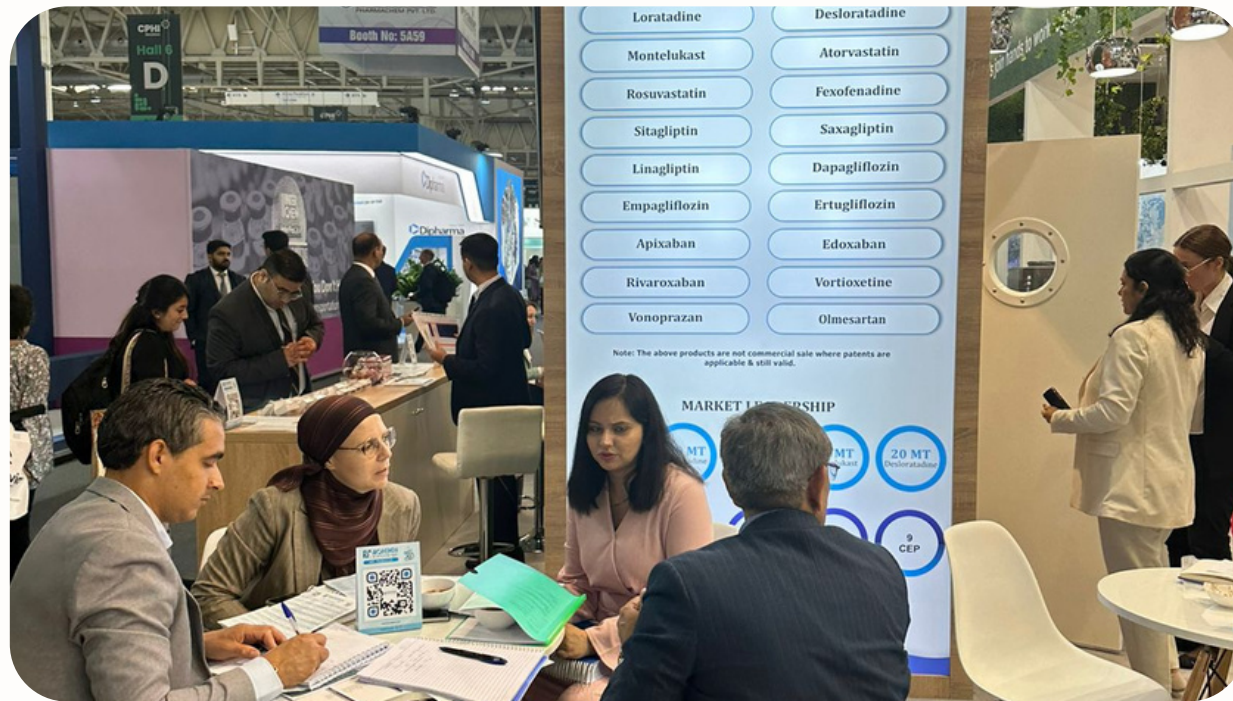


H1'FY23 H1'FY24

CONSOLIDATED

QUARTERLY HIGHLIGHTS

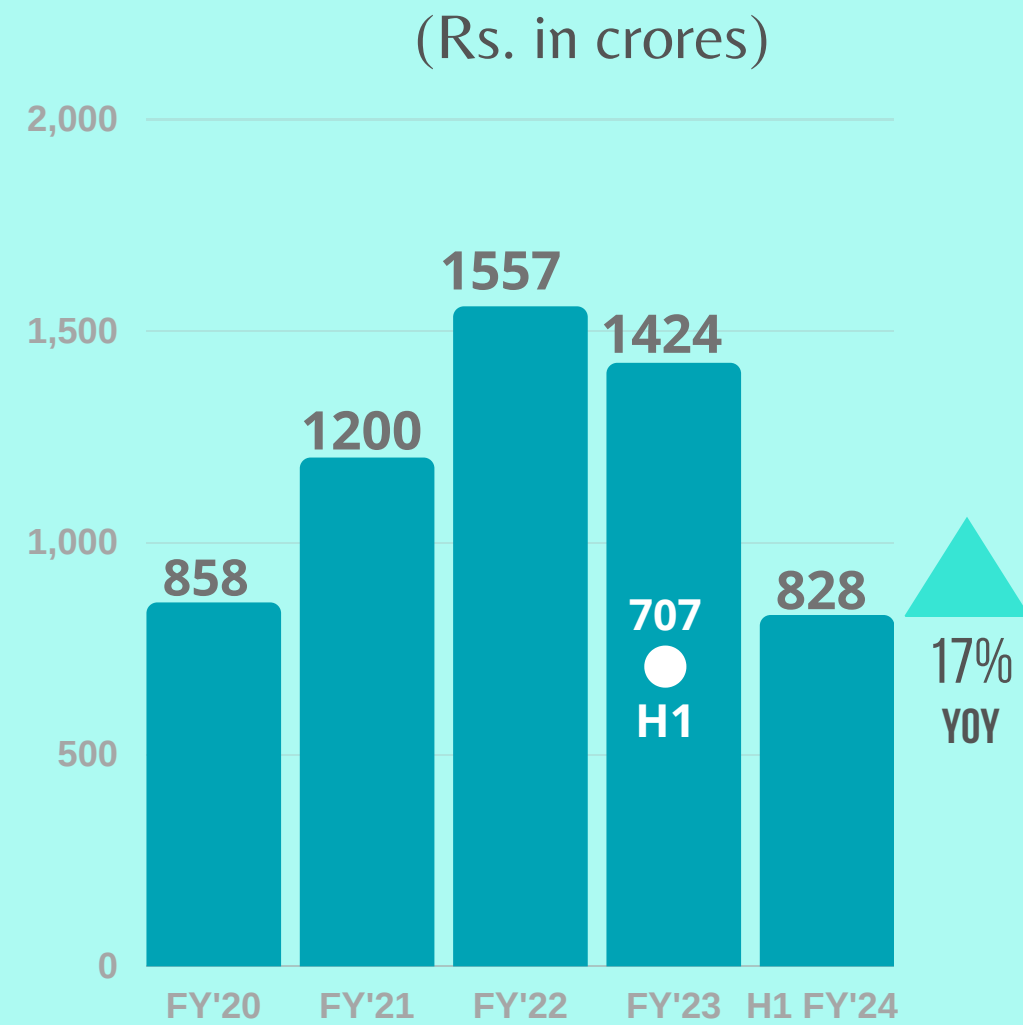
- Business is on the fast growth with a quarterly revenue of Rs. 425 cr. up 5% in Q2 and 17% on H1.
- Domestic revenue at Rs. 280.10 Cr. are up by 26% and 31% for Q2'FY24 and H1'FY24 respectively.
- In the **API Business**, exports is up by 14% while domestic business has declined 13% on QoQ basis.
- **Medical Devices** business with an astounding 41% jump in this quarter and 44% in H1.
- Domestic Formulation are up 16% in Q2, and 12% in H1.
- EBITDA at at Rs. 36.83 Cr is up 24% for Q2 and 44% up for H1.
- Profit before Tax at Rs. 28.68 Crs. is up 29% in Q2 and 61% in H1.
- PAT at Rs. 21.26 Cr. is up 34% in the Quarter and 67% in H1.



CPHI BARCELONA OCT'23

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CAGR 19%



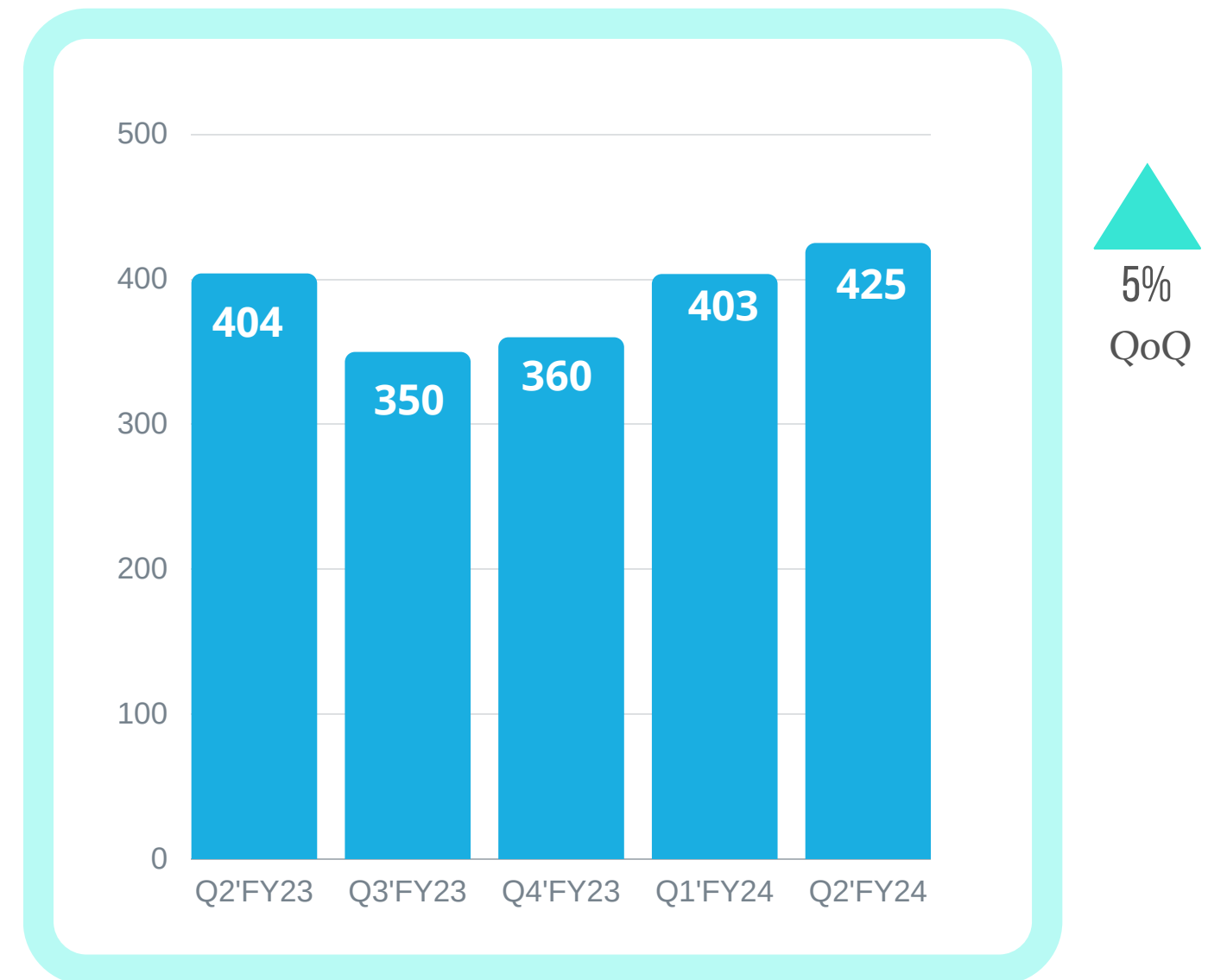
ANNUAL PERFORMANCE



CONSOLIDATED

REVENUE GROWTH

(Rs. in crores)



QUARTERLY PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OVER THE COUNTER

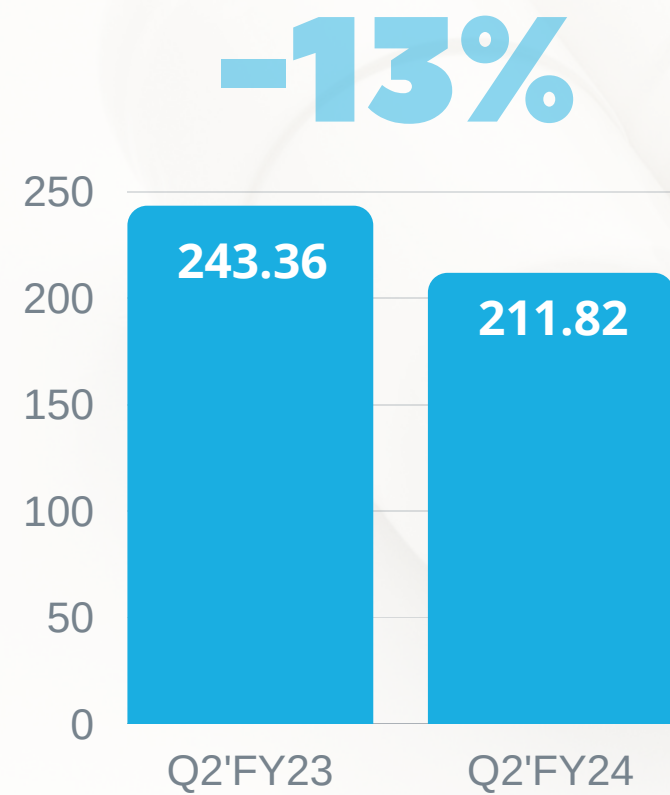
SUBSIDIARIES →

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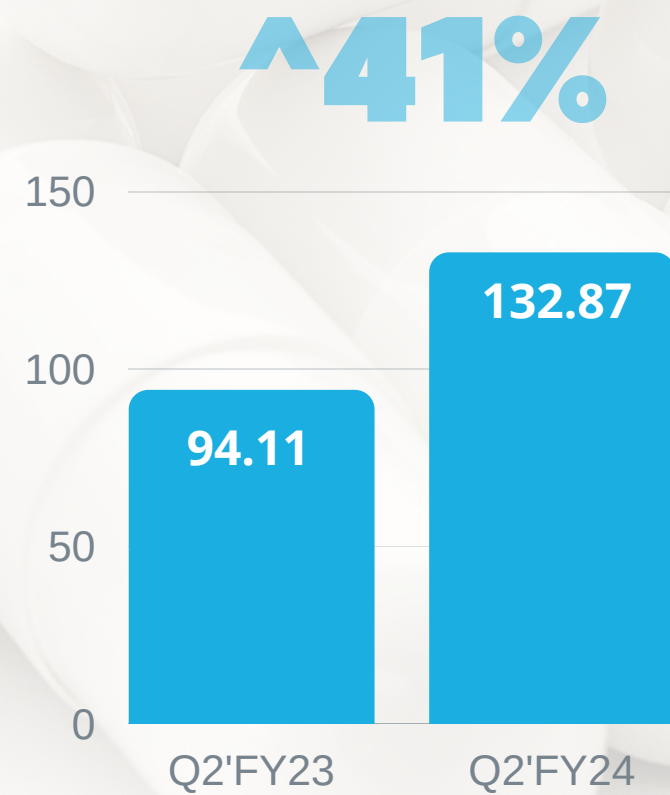
SEGMENTS WISE PERFORMANCE

API



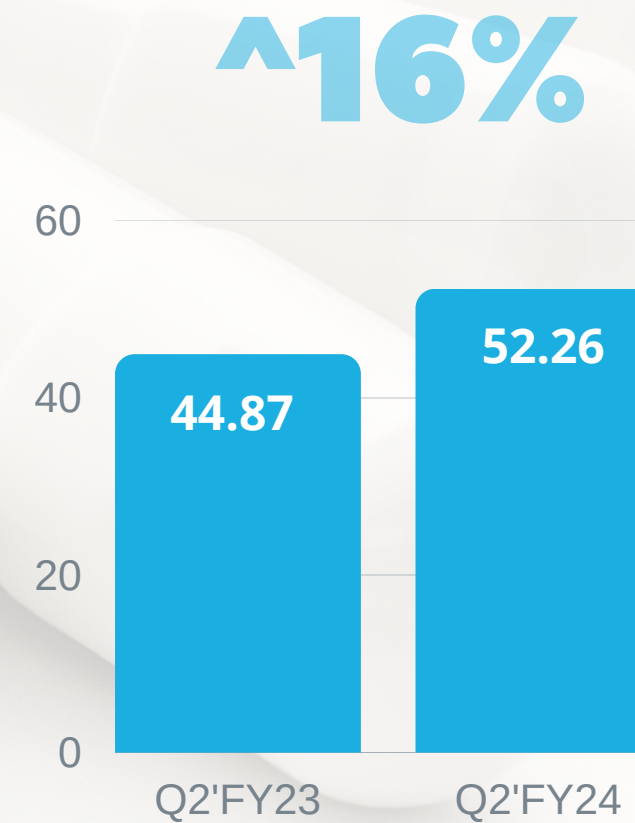
H1 ^5%

DIAGNOSTICS



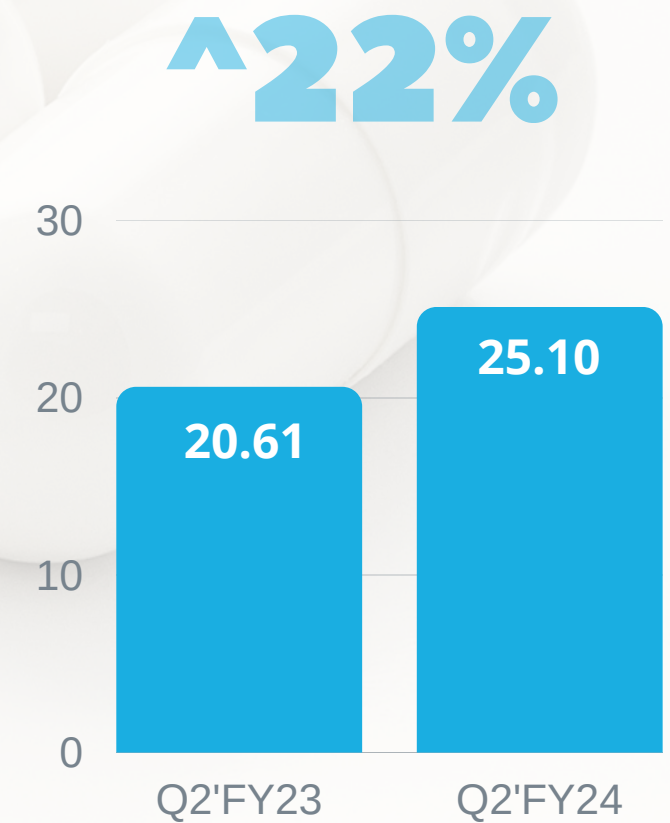
H1 ^44%

FORMULATIONS



H1 ^12%

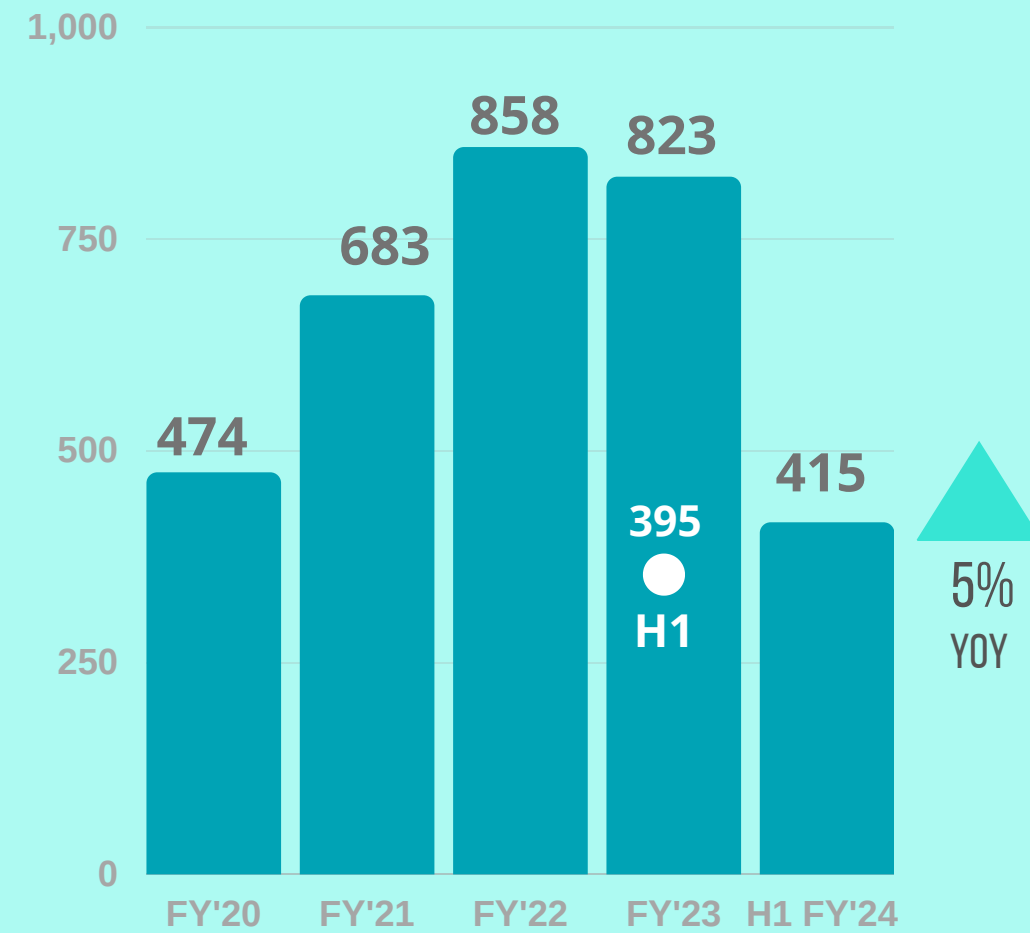
DR.MOREPEN -OTC



H1 -3%

CAGR 20%

(Rs. in crores)



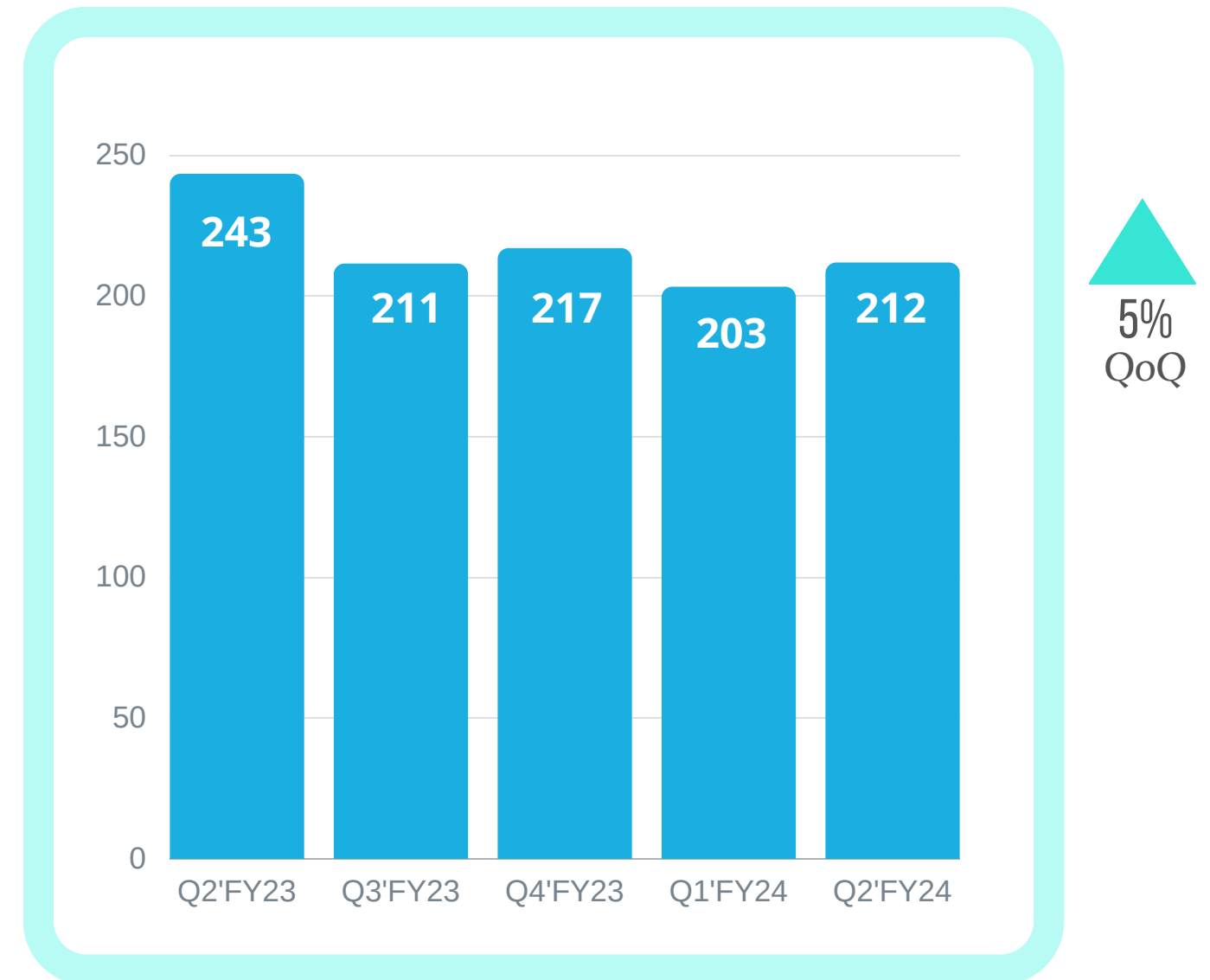
ANNUAL PERFORMANCE



API BUSINESS

API REVENUES

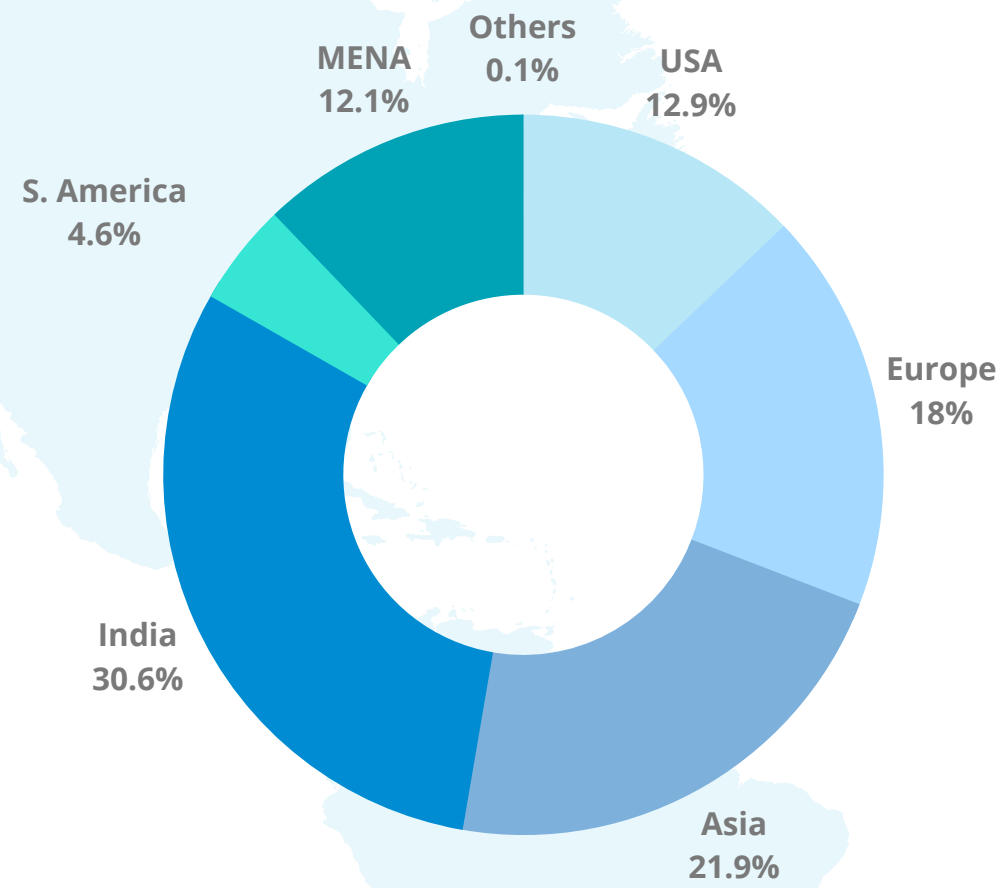
(Rs. in crores)



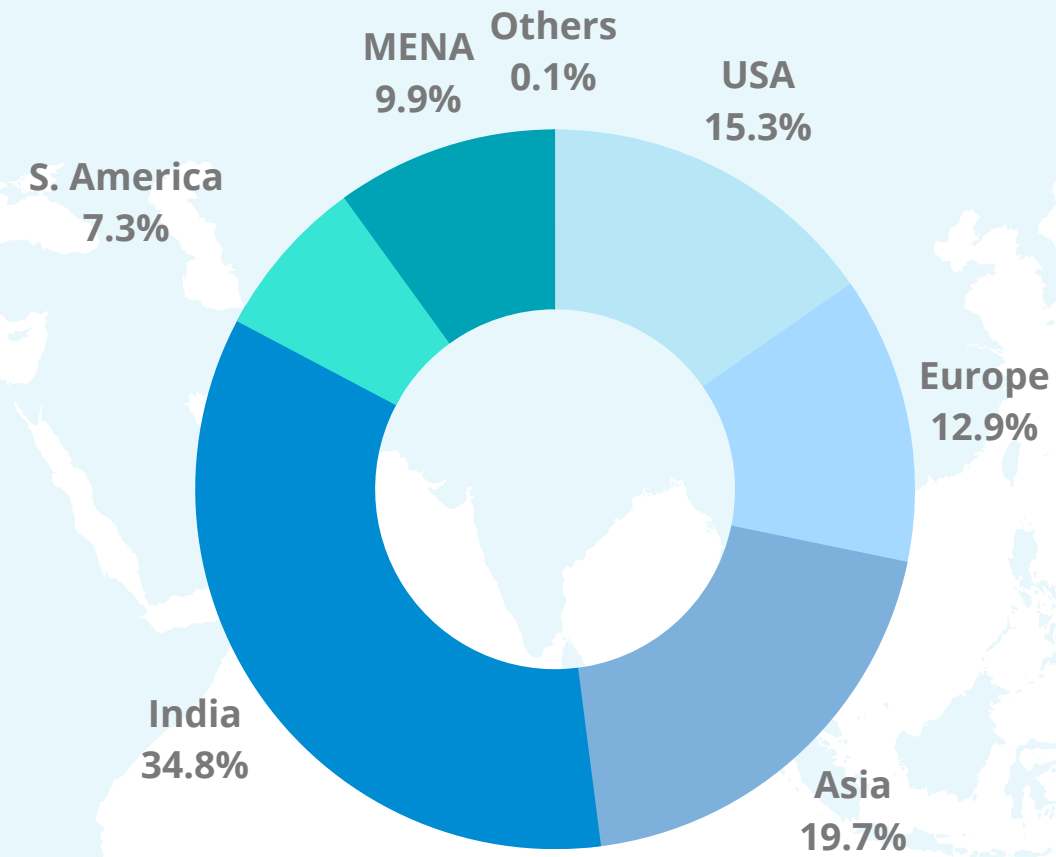
QUARTERLY PERFORMANCE

API BUSINESS

CONTINENT WISE SHARE



FY23



H1' FY24

KEY GROWTH CONTRIBUTORS

FEXOFENADINE
^ 413% *



ROSUVASTATIN
^ 26%

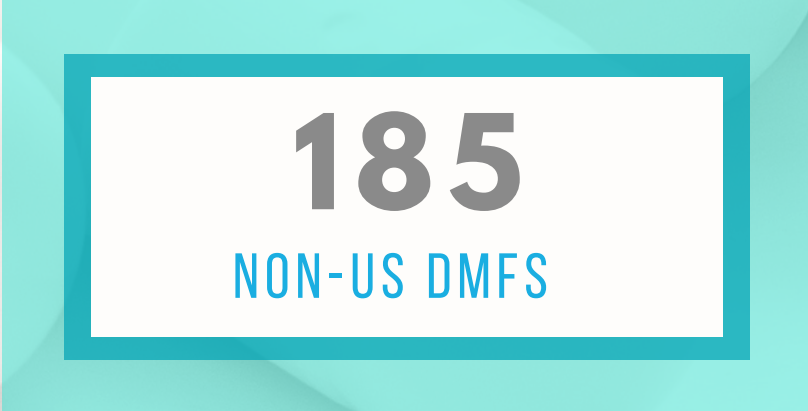
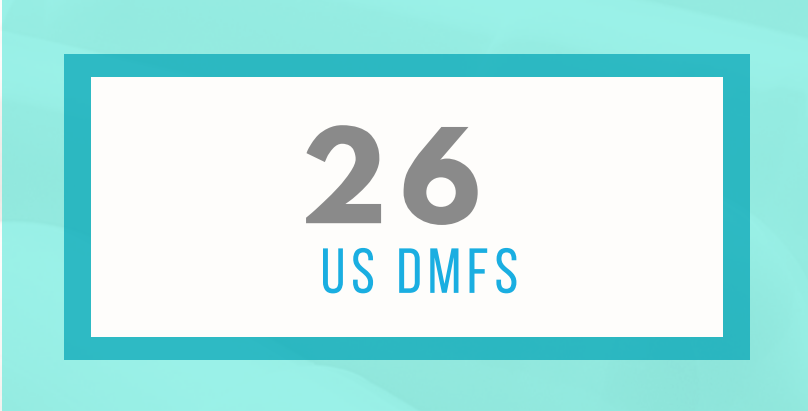
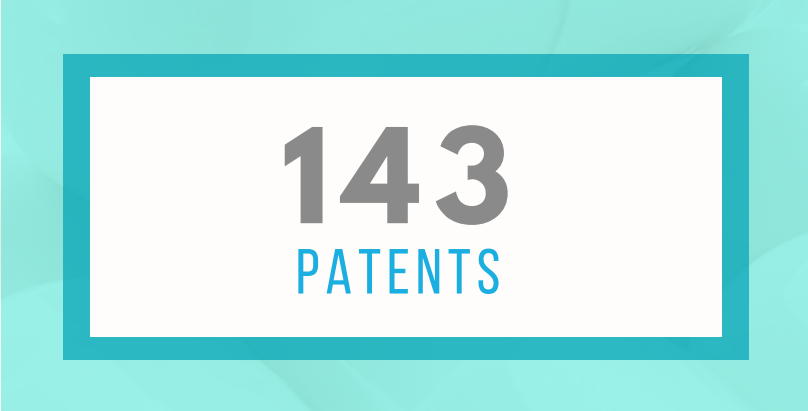
ATORVASTATIN
^ 12%

OLMESARTAN
^ 129%

*WITH MAJOR GROWTH COMING FROM US MARKET WITH START OF SUPPLIES FOR REGULATORY CUSTOMERS POST USFDA OF THE PRODUCT

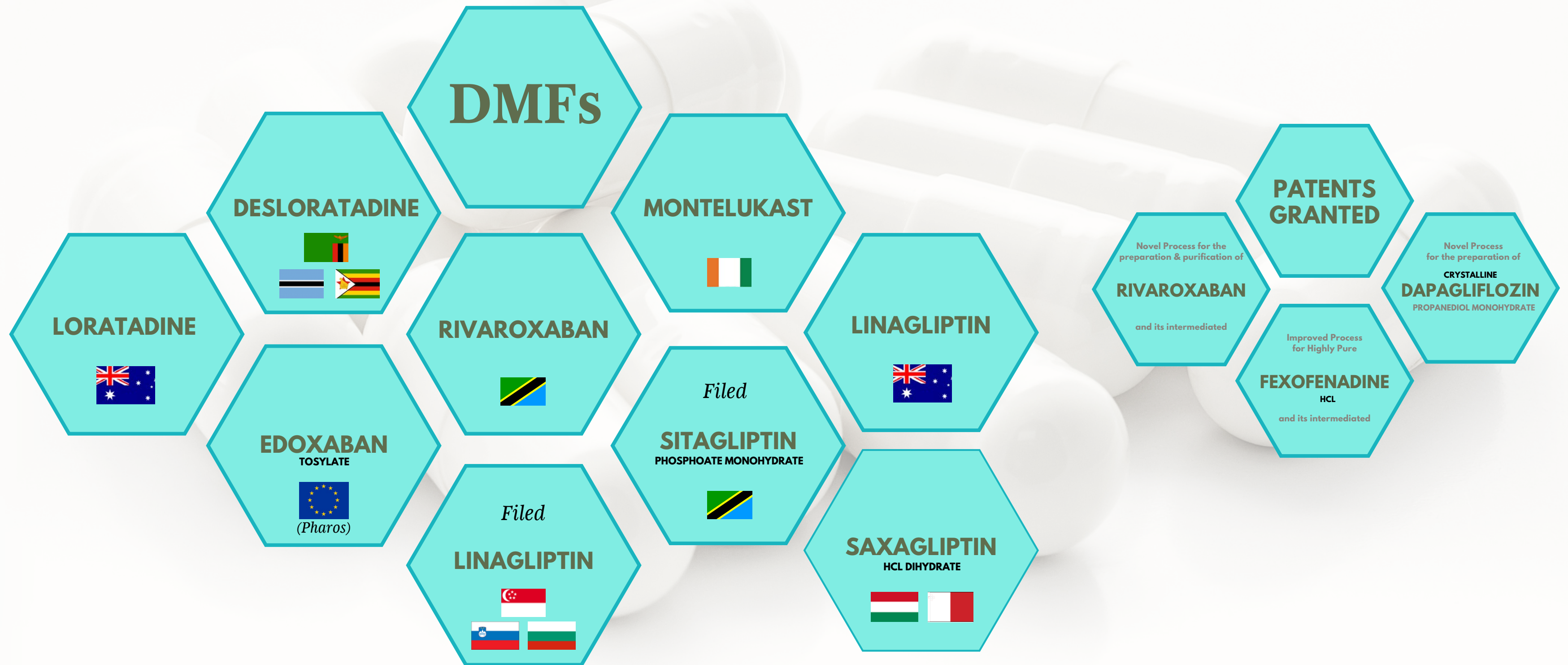
INTELLECTUAL PROPERTY

USA
EUROPE
JAPAN
KOREA
CHINA
TAIWAN
AUSTRALIA
BRAZIL



* 36 PATENTS GRANTED

DMF FILINGS AND PATENTS



* THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION



API BUSINESS

NEW APIs DEVELOPED

TAFAMIDIS

TRANSTHYRETIN STABILIZER

TICAGRELOR

ANTI - PLATELET

NOTE: THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION

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API BUSINESS

CAPACITY EXPANSIONS

**NEW PRODUCTION
BLOCK (P-11)**
STARTED IN BADDI (HP)

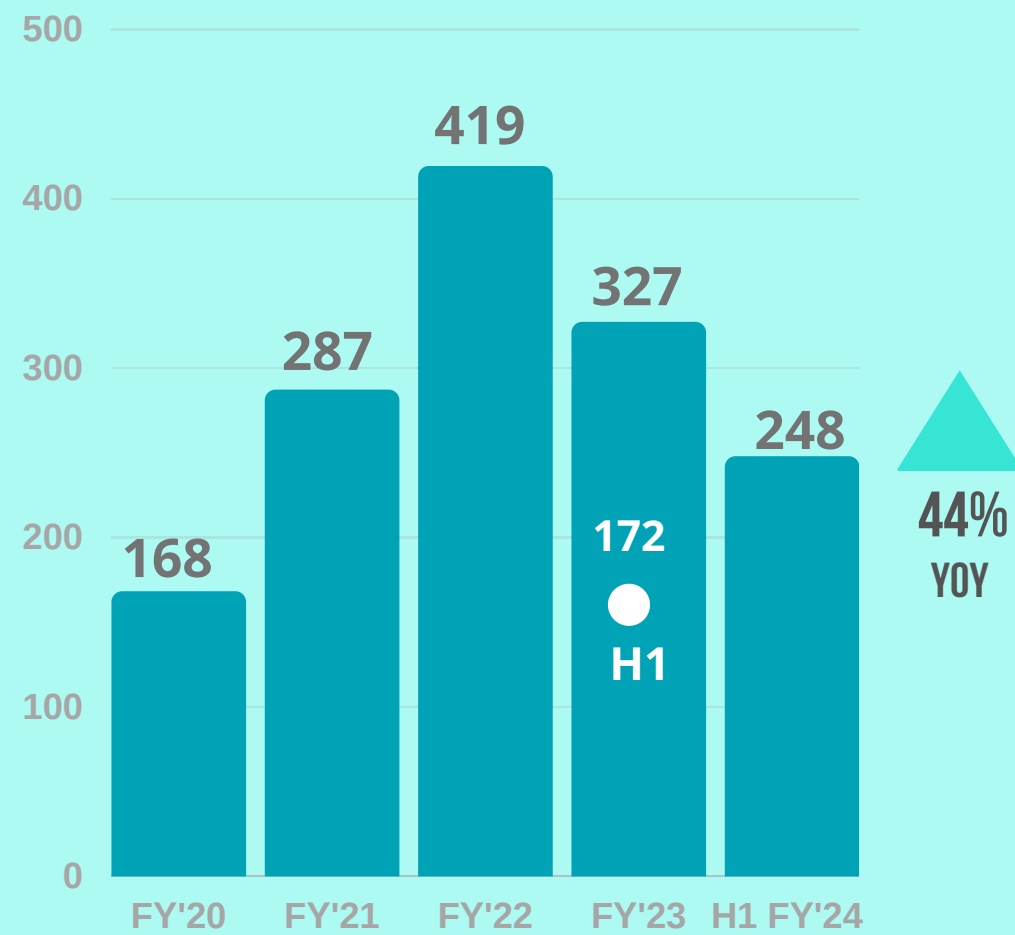
**MONTELUKAST
CAPACITY**
55 MT TO 66 MT

NOTE: THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION

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CAGR 25%

(Rs. in crores)



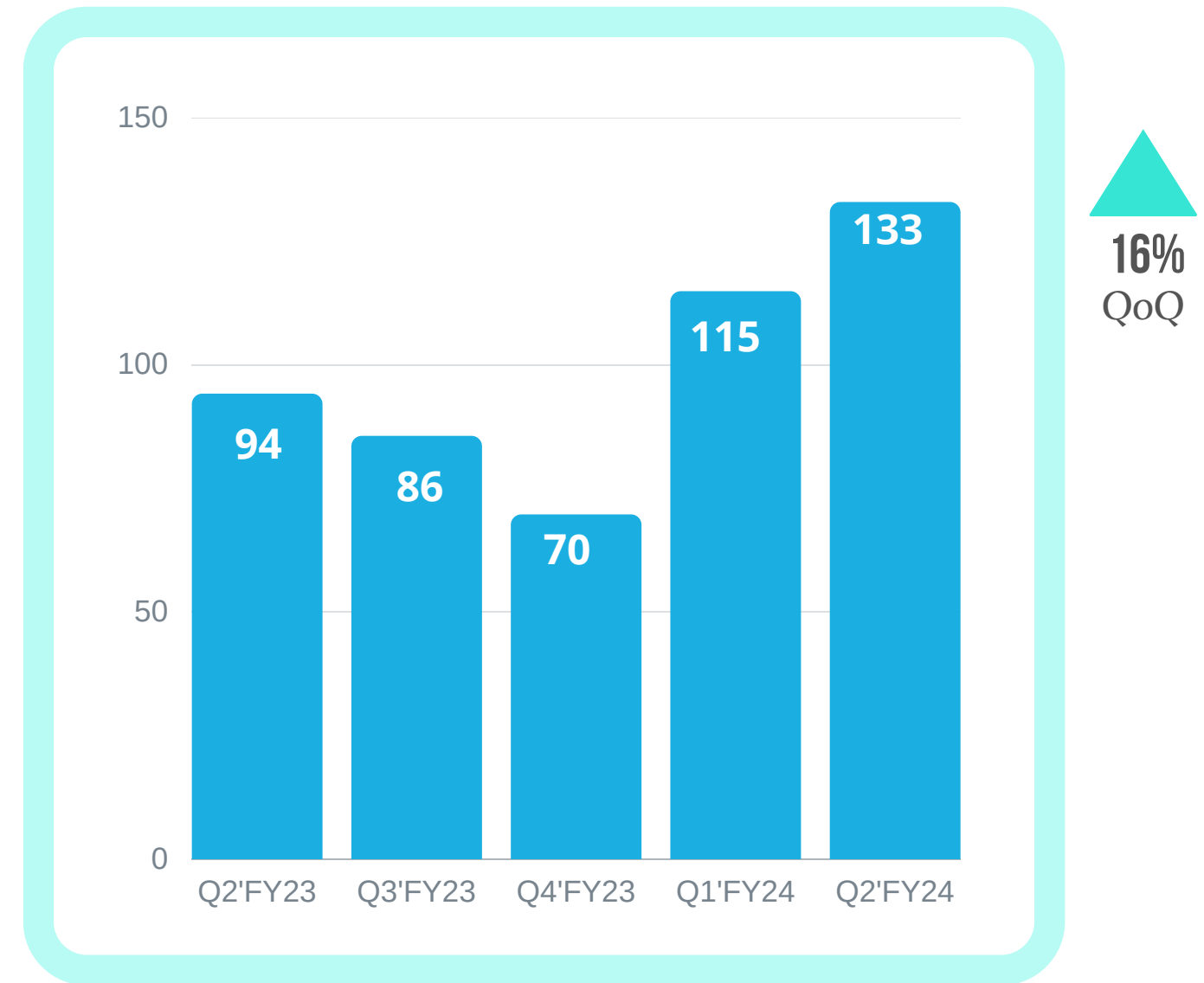
ANNUAL PERFORMANCE



MEDICAL DEVICES

DEVICES REVENUE

(Rs. in crores)

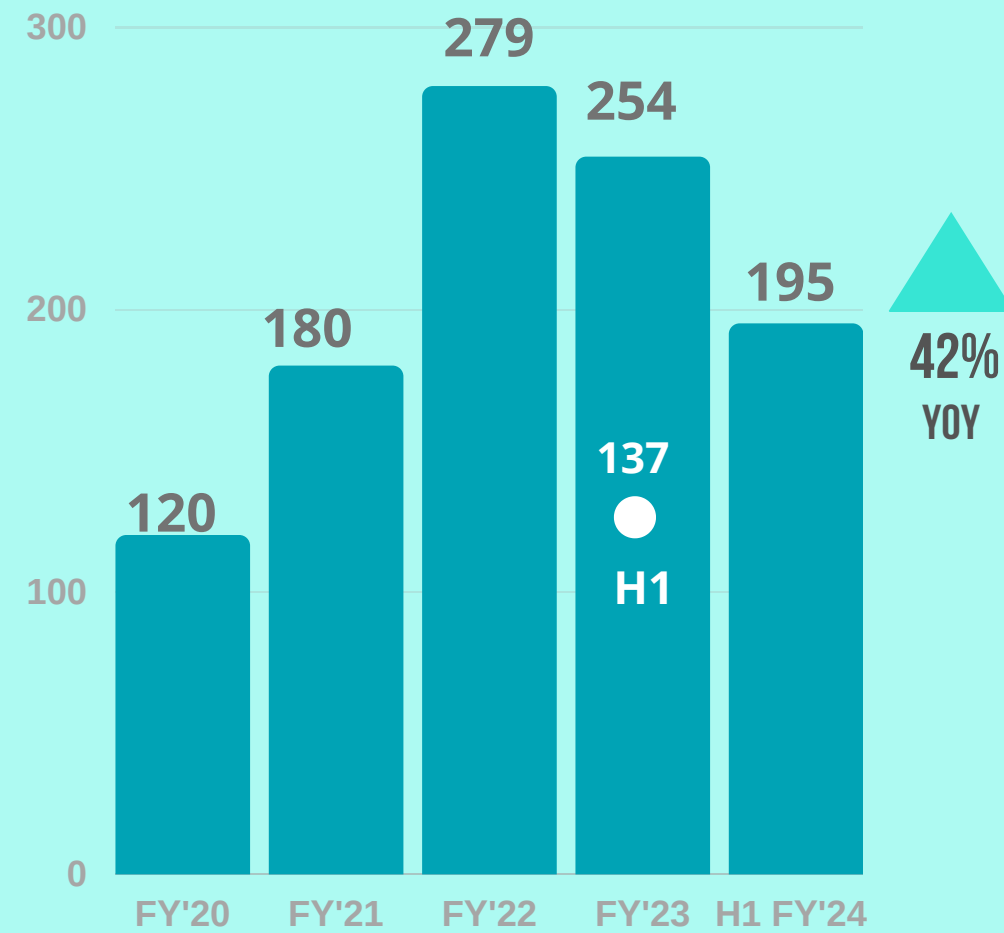


QUARTERLY PERFORMANCE

GLUCO METER REVENUE

CAGR 29%

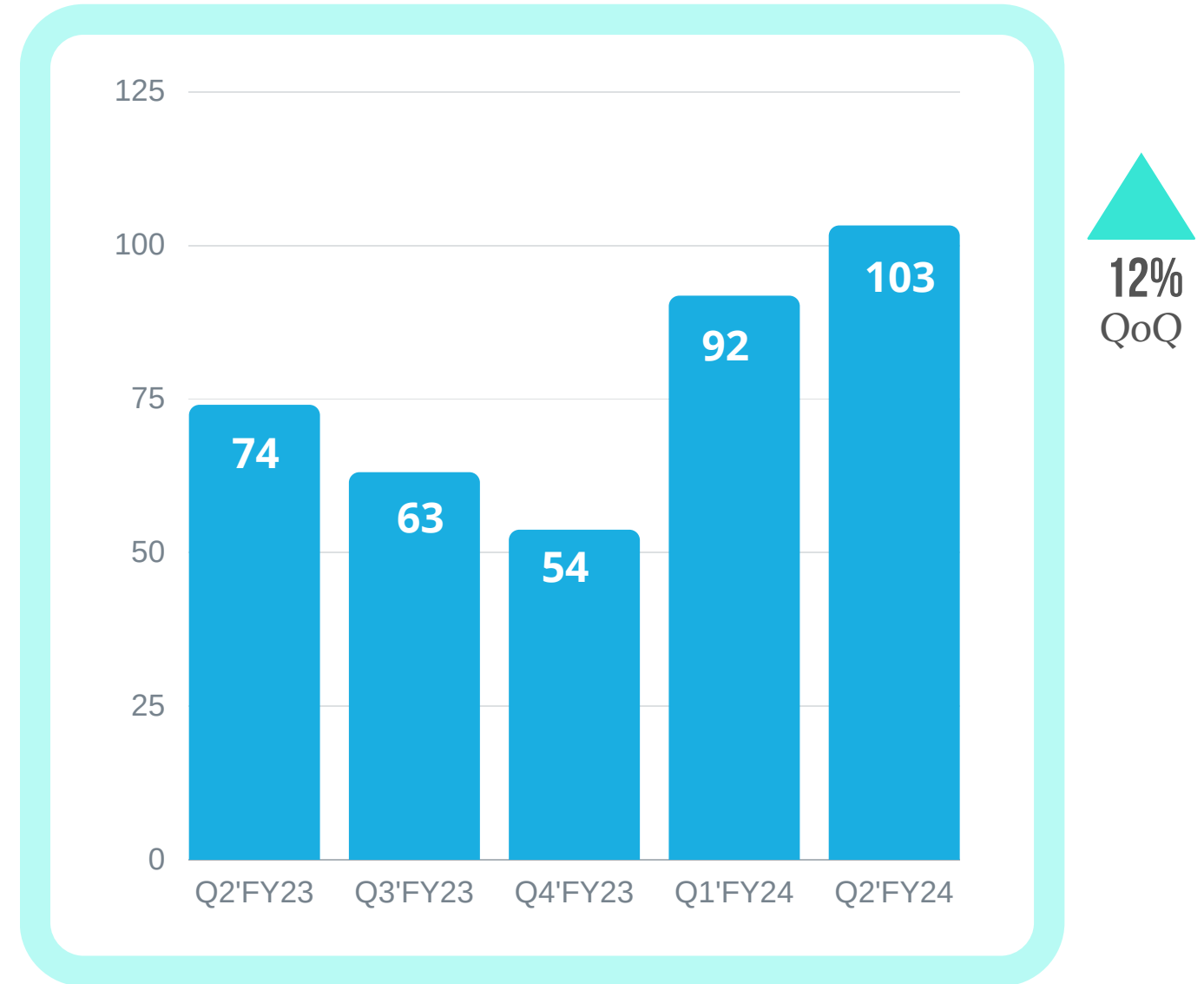
(Rs. in crores)



ANNUAL PERFORMANCE



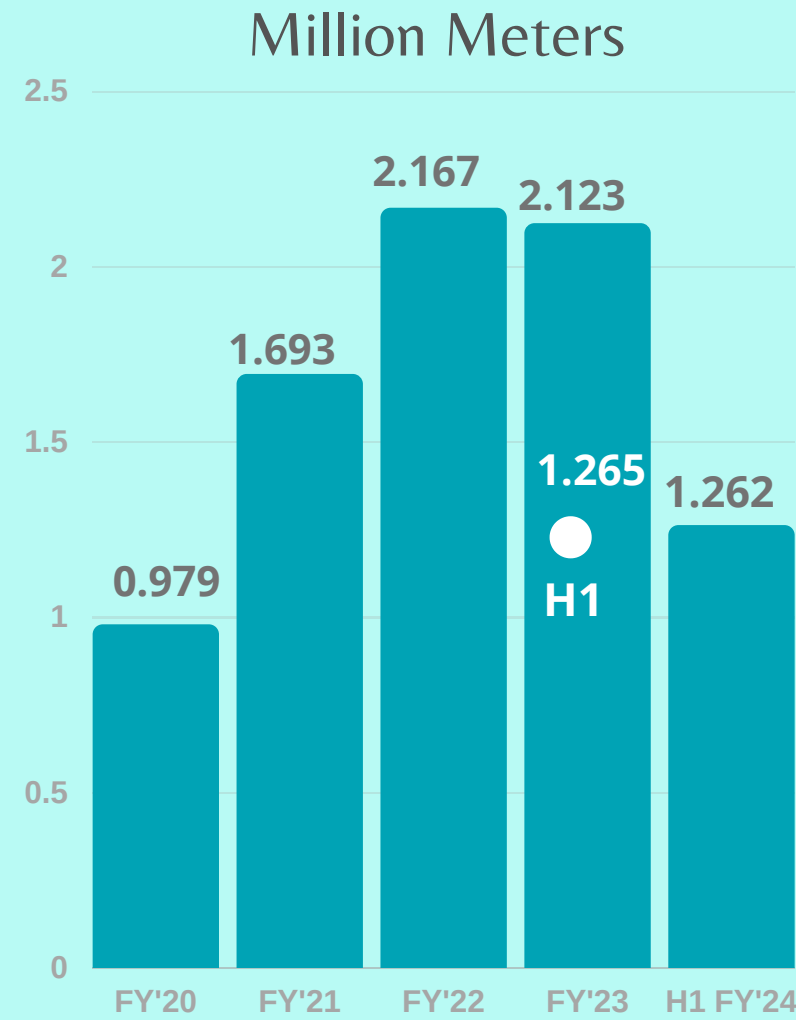
(Rs. in crores)



QUARTERLY PERFORMANCE

GLUCO METER INSTALLED

CAGR 29%



MILLION METER INSTALLED

10.6 MILLION
METERS INSTALLED

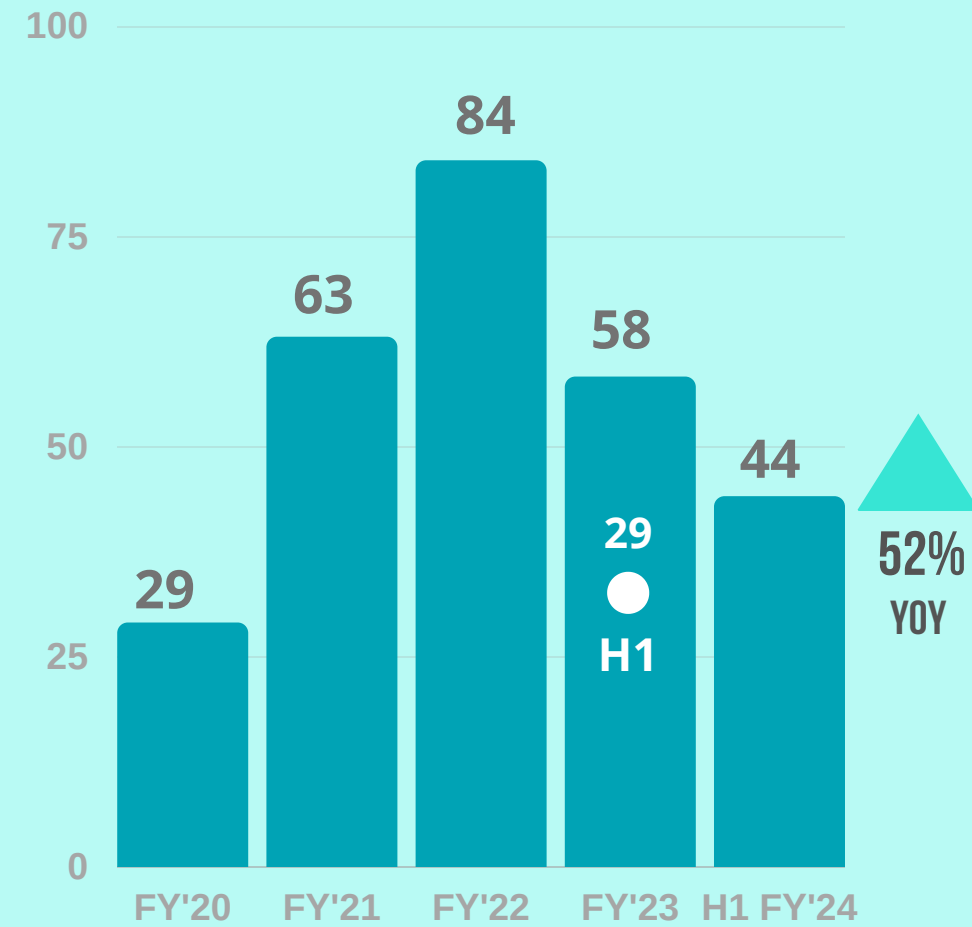
1.39 BILLION
STRIPS SOLD SO FAR



BP MONITOR REVENUE

CAGR 26%

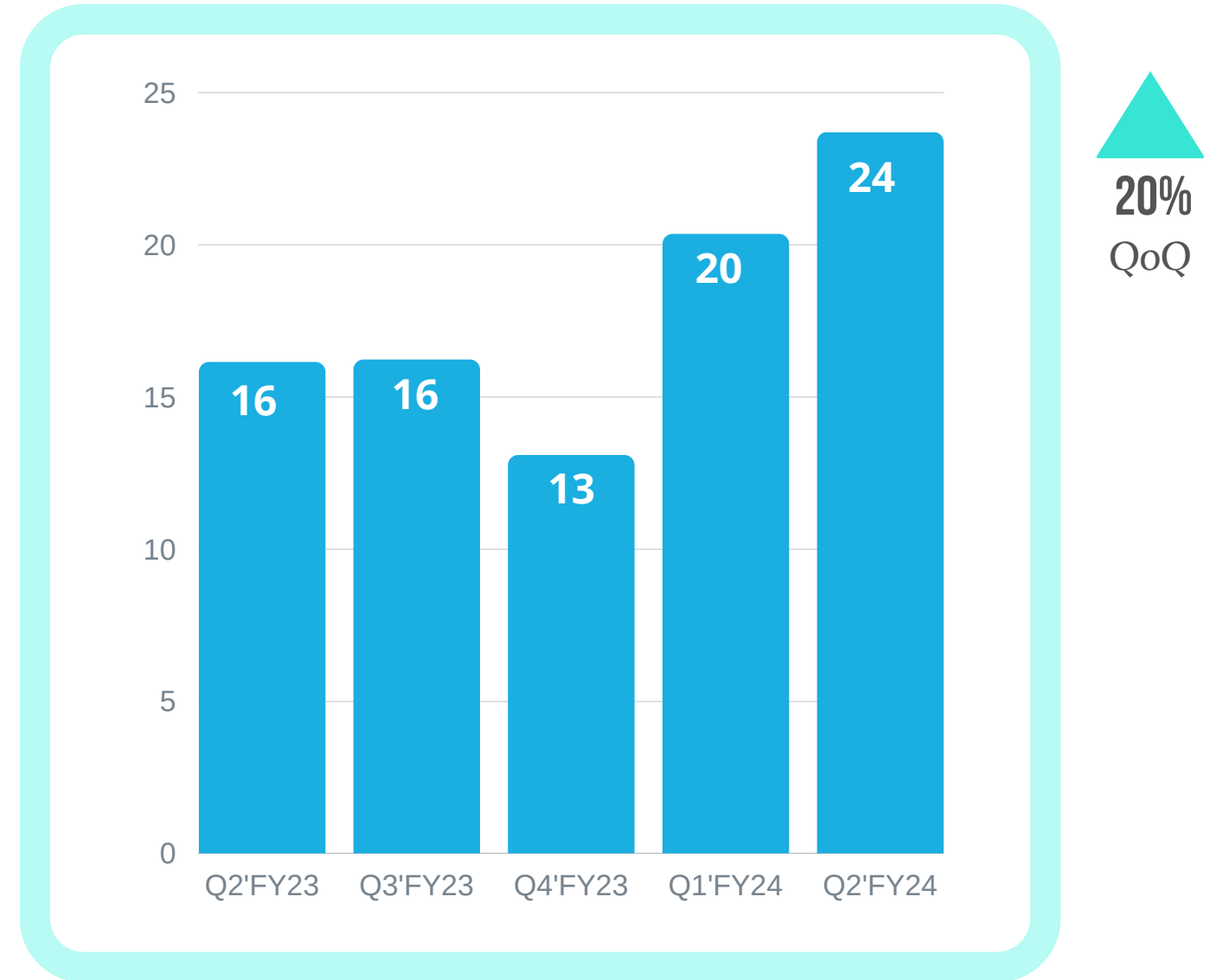
Rs. in crores



ANNUAL PERFORMANCE



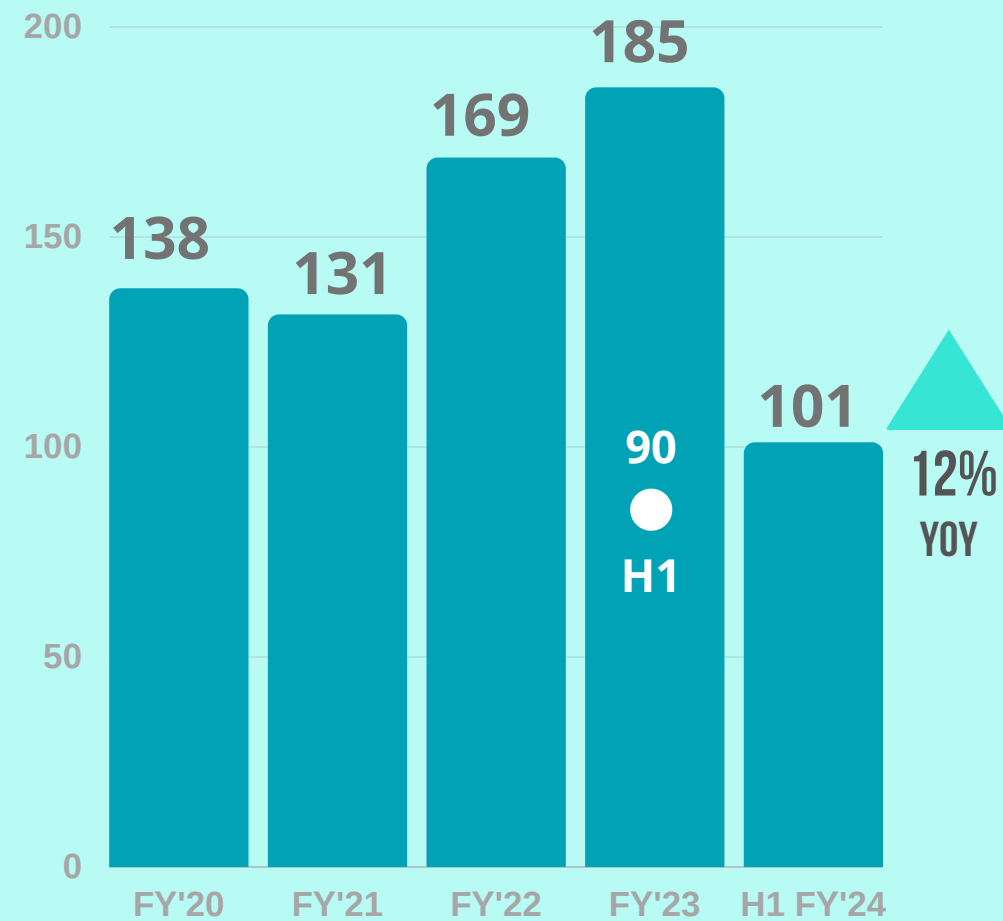
(Rs. in crores)



QUARTERLY PERFORMANCE

CAGR 10%

Rs. in crores



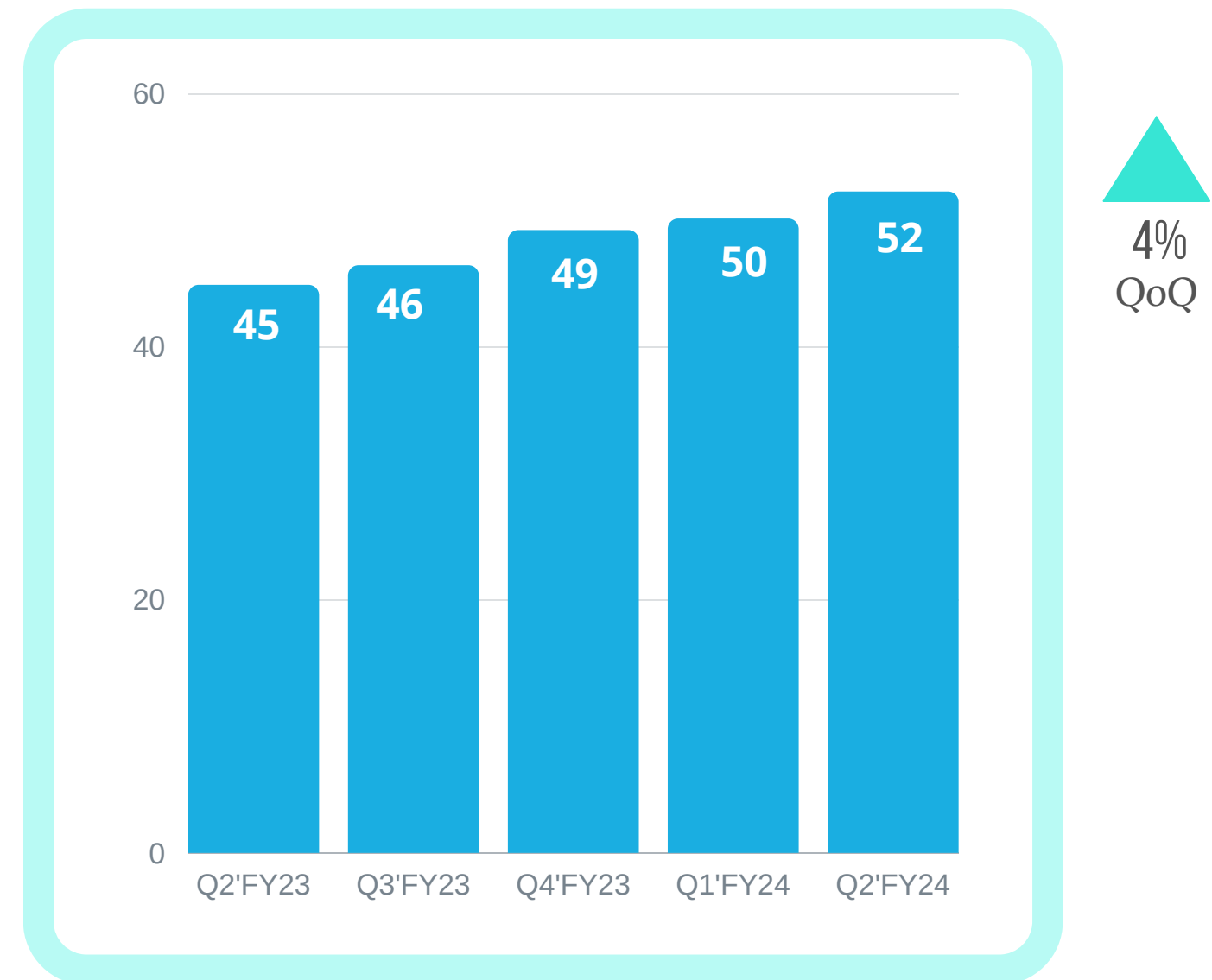
ANNUAL PERFORMANCE



FORMULATION

FORMULATION REVENUE

(Rs. in crores)



QUARTERLY PERFORMANCE

GROWTH DRIVERS

^24%
ANTIBIOTICS

^1%
VITAMINS

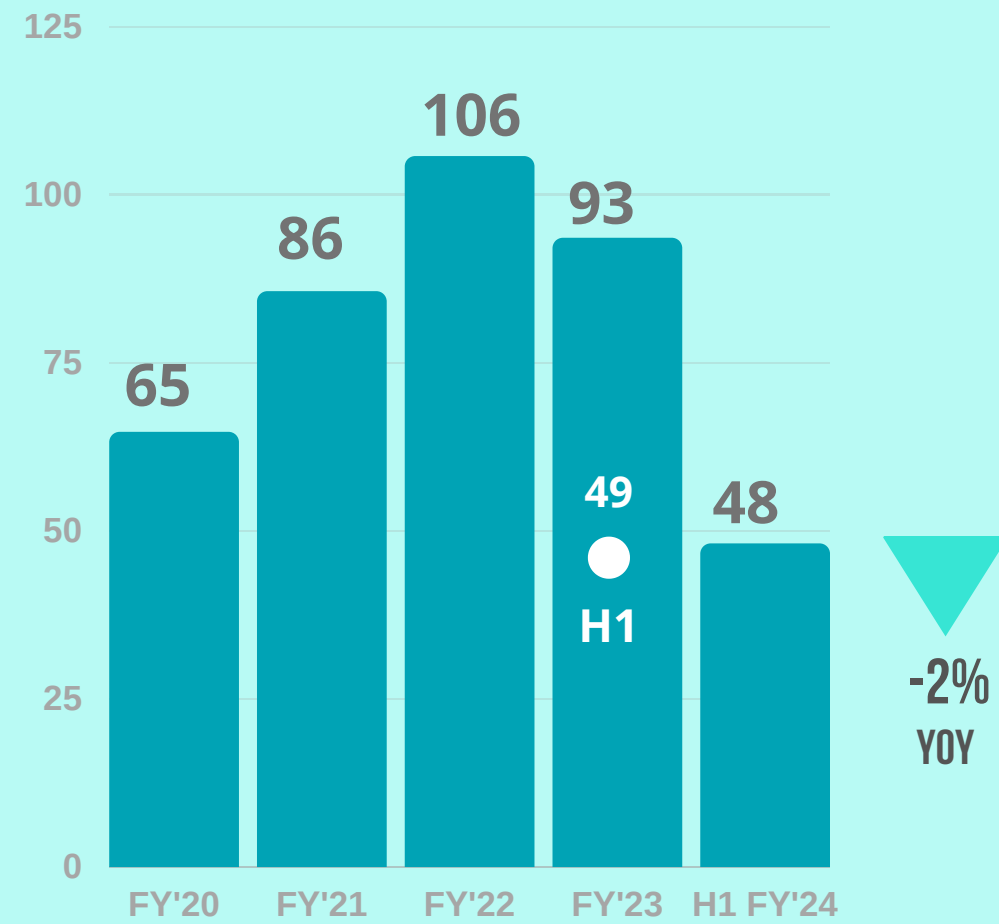
^52%
GASTRO

^135%
OTHERS

GROSS REVENUE

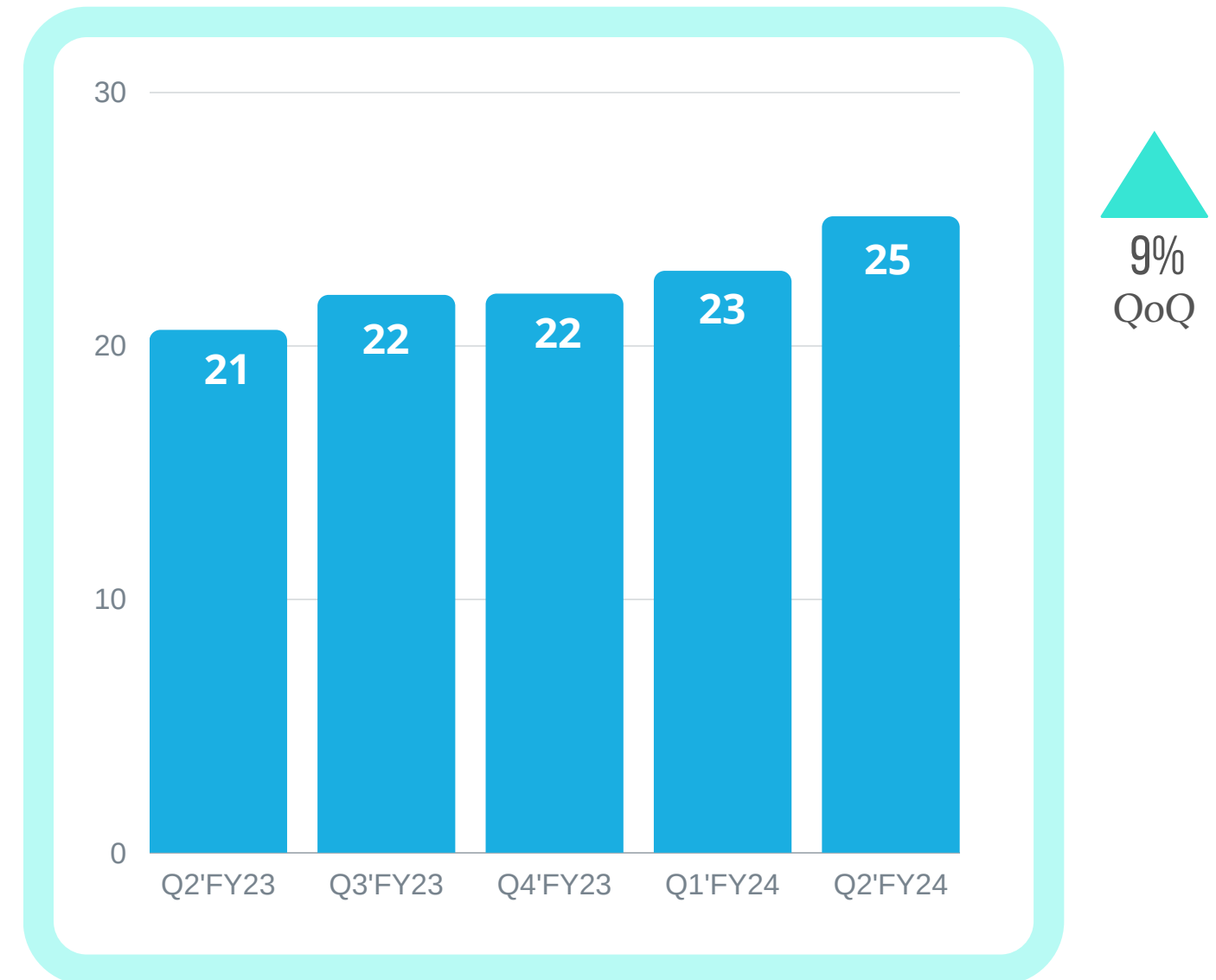
CAGR 13%

Rs. in crores



ANNUAL PERFORMANCE

(Rs. in crores)



QUARTERLY PERFORMANCE

GROWTH DRIVERS

^78%
BURNOL

^76%
ORAL REHYDRATION/ORS

^38%
GENERAL HEALTH

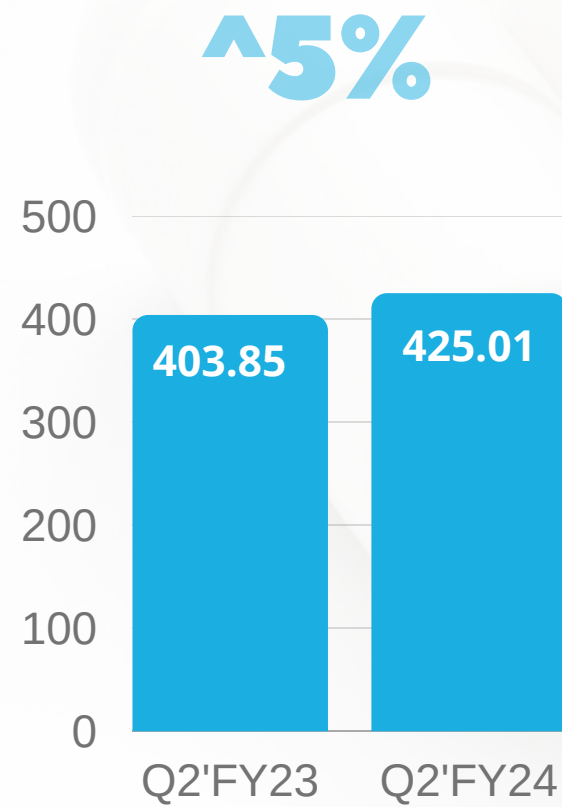
-31%
OTC ONLINE

FINANCIAL HIGHLIGHTS

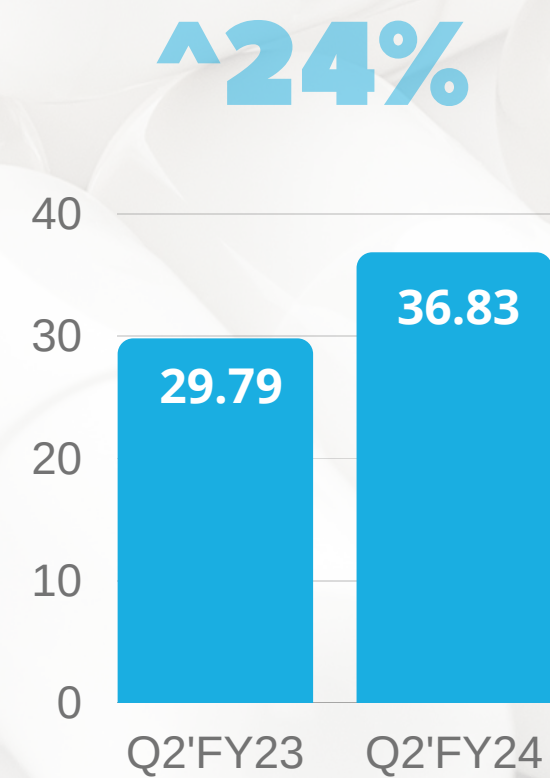
CONSOLIDATED-Q2'FY24

(Rs. in crores)

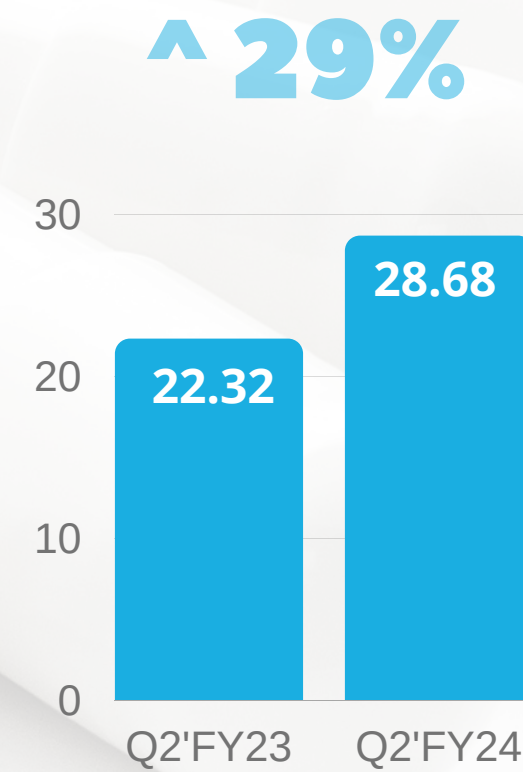
NET REVENUE



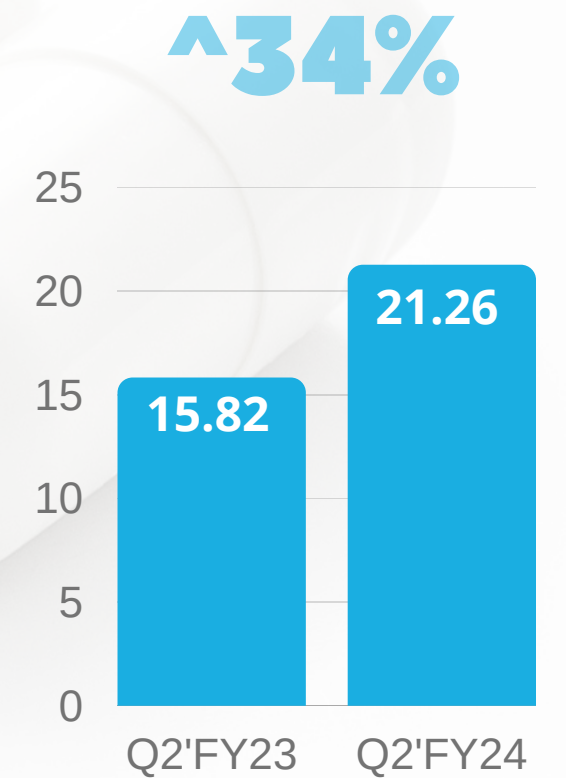
EBIDTA



PROFIT BEFORE TAX



PROFIT AFTER TAX

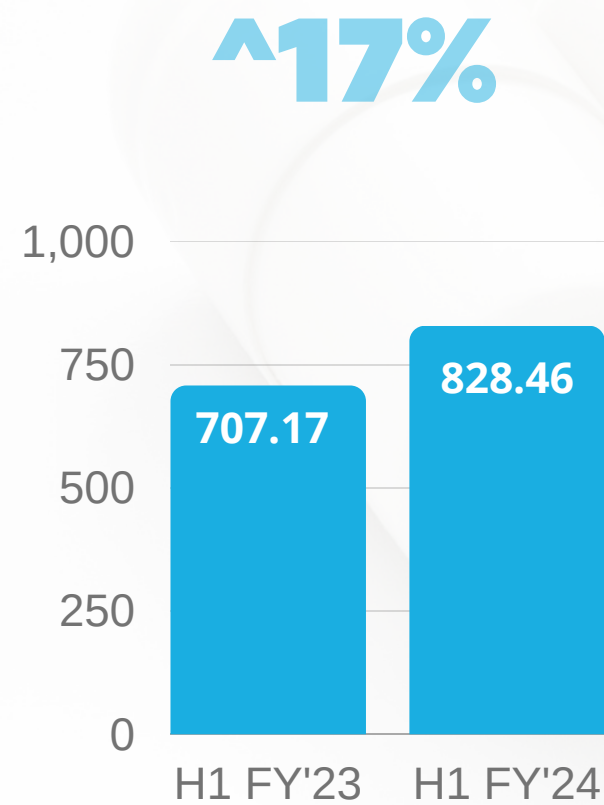


FINANCIAL HIGHLIGHTS

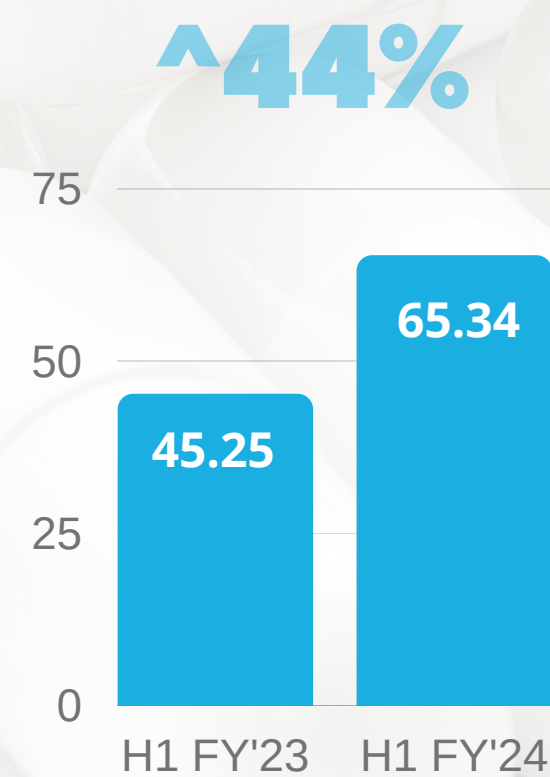
CONSOLIDATED- H1'FY24

(Rs. in crores)

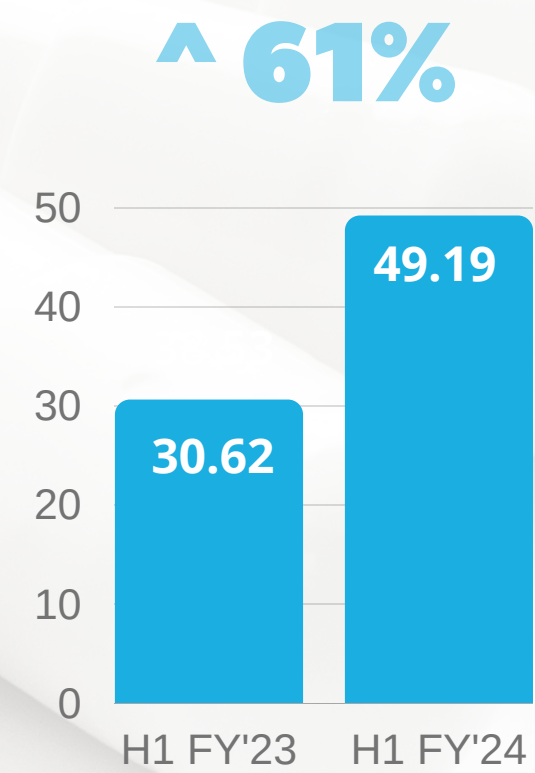
NET REVENUE



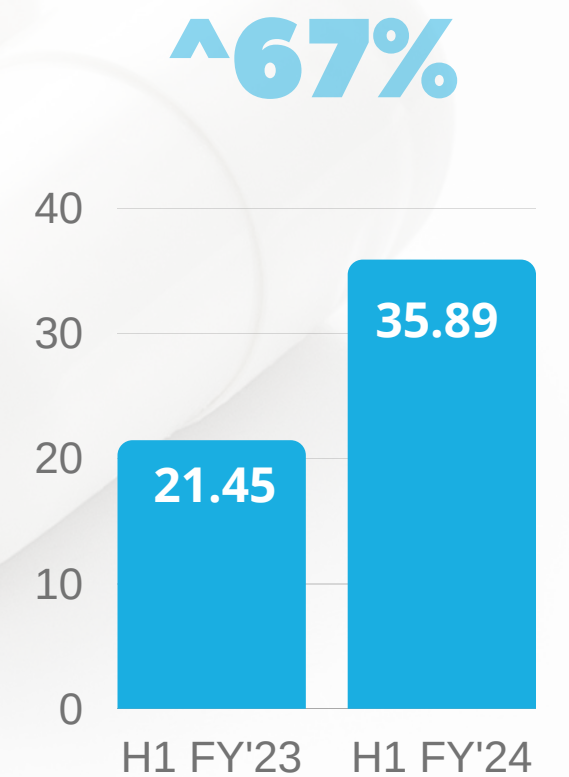
EBIDTA



PROFIT BEFORE TAX



PROFIT AFTER TAX





BEYOND NUMBERS

ENHANCING TALENT FOR PROGRESS

FRESH FACES, DIVERSE EXPERIENCES, BOUNDLESS POTENTIAL

PATH TO GROWTH AND EXPANSION



LALIT BAREGAMA

CHIEF GROWTH OFFICER (API)

20 YEARS EXP | VIWIT, CADILA, VIMTA LABS



ASHUTOSH SHARMA

AVP - SALES & MARKETING, RX

29 YEARS EXP | NATCO, CADILA, TORRENT



PRAMOD SINGH

HEAD- REGIONAL GROWTH (API)

25 YEARS EXP | CENTRIENT, DSM SINOCHEM



PUNEET CHAWLA

NATIONAL SALES MANAGER, RX

21 YEARS EXP | MSN, BIOCON, ARISTO



MAHESH METRI

TERRITORY GROWTH HEAD (API)

17 YEARS EXP | LUPIN



ANJU SINGH

DGM - HR & ADMIN HEAD

20 YEARS EXP | EDUORIENS, MAHINDRA LMT



MANISH GUPTA

TERRITORY GROWTH HEAD

13 YEARS EXP | SUN PHARMA, JUBILANT, BIOCON



NITIKA SAINI

MANAGER CORPORATE COMMUNICATION

10 YEARS EXP | CARE, DENTSU

BUSINESS SYNERGY AND WORK CULTURE

EXCELLENCE IN WORKPLACE



BUBBLE CHAT

- A live chat for transparent, engaging discussions with senior management, industry experts, and mentors. Fostering a vibrant, collaborative workplace culture



MENTORSHIP PROGRAMS

- Development of essential skills, enhanced engagement, motivation, and productivity
- **A special Masterclass by Dr Ram Charan organised to train leaders in emerging leadership trends**



AWARDS

- **Awarded Best Company to Work for in 2023 by Tradeflock.**

KEEPING PACE WITH THE CHANGE



CONNECT 360

- In house initiative for Connecting with all the internal team members through technology and one-on-one relationships



FAST COMMUNICATION

- Fast and secure way to communicate internally and externally



CRM

- World best Customer Relationship Management Software for the sales team to connect and serve the customers worldwide.



MOREPEN@WORK



Thank you

LOVE HEALS