

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q3'FY24

EARNINGS PRESENTATION - JAN 2024



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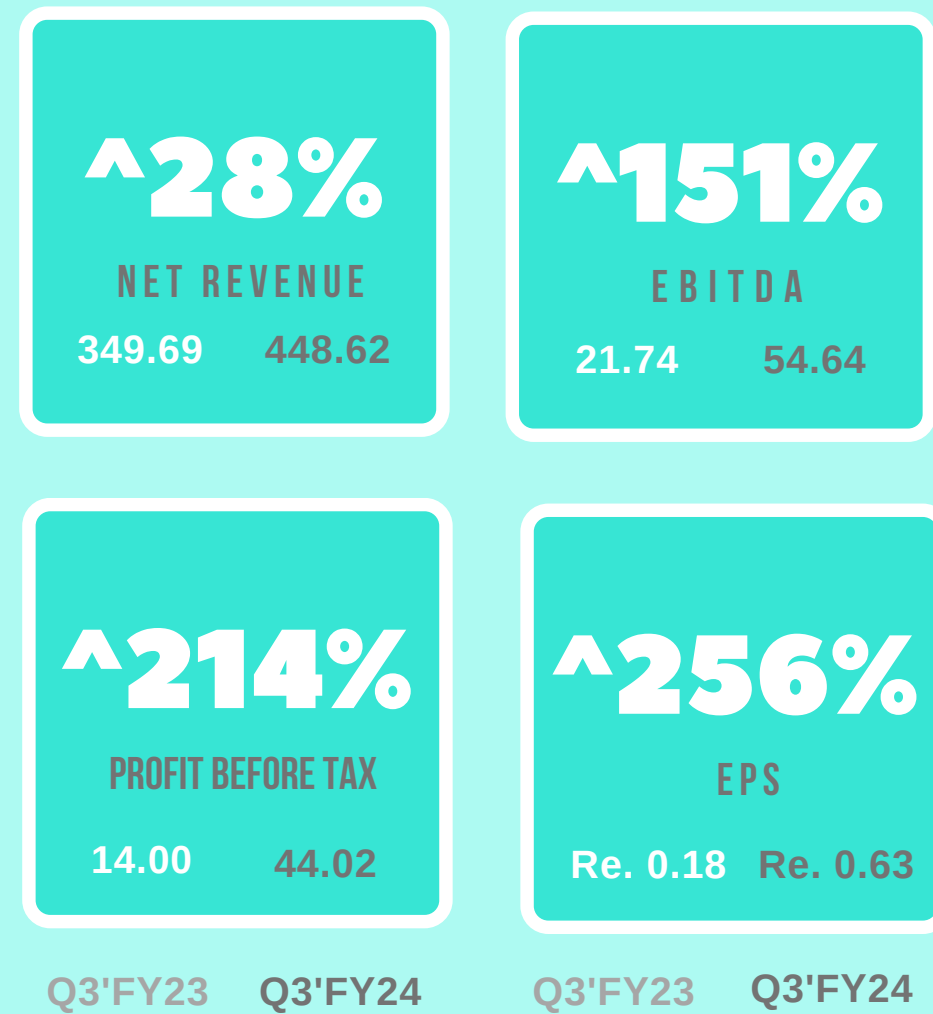
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Q3'FY24 HIGHLIGHTS

Rs. in crores



CONSOLIDATED

QUARTERLY HIGHLIGHTS

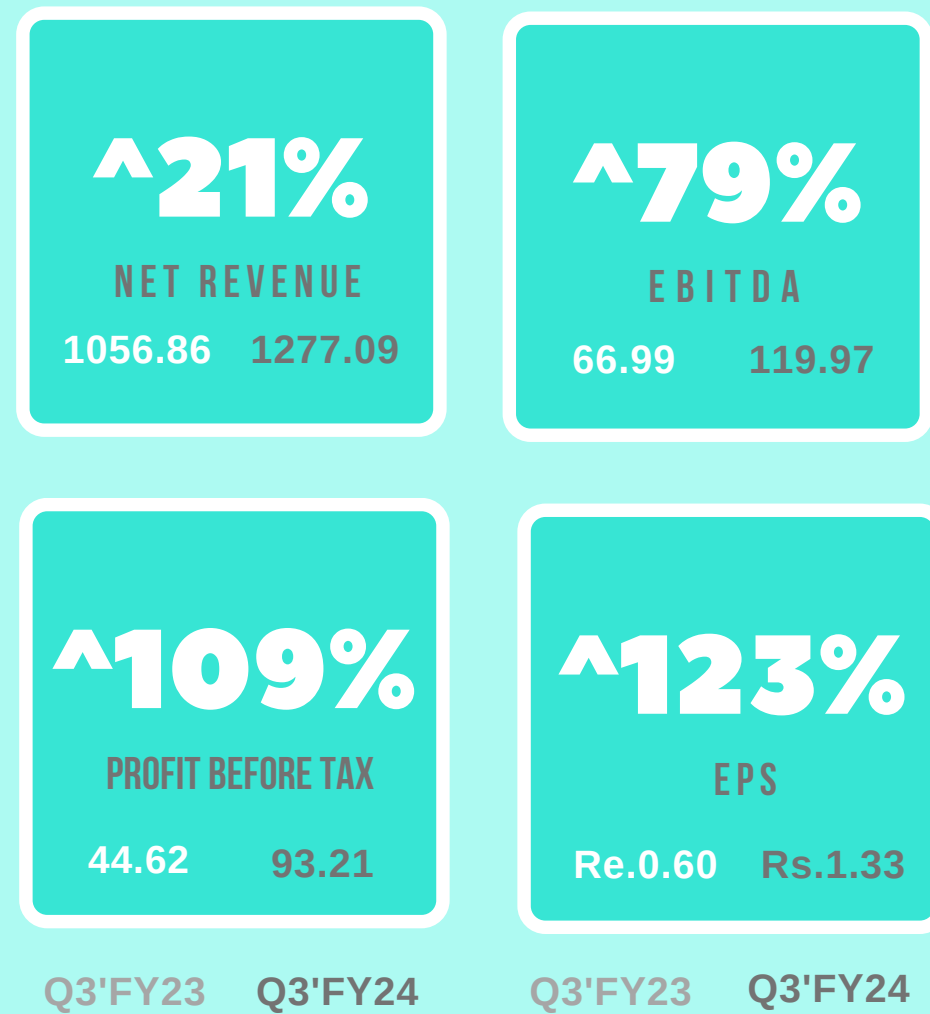
Rs. in crores



	Q3'FY23	Q3'FY24
EBIDTA %AGE	6.22%	12.18%
PAT %AGE	2.57%	7.13%

9M'FY24 HIGHLIGHTS

Rs. in crores



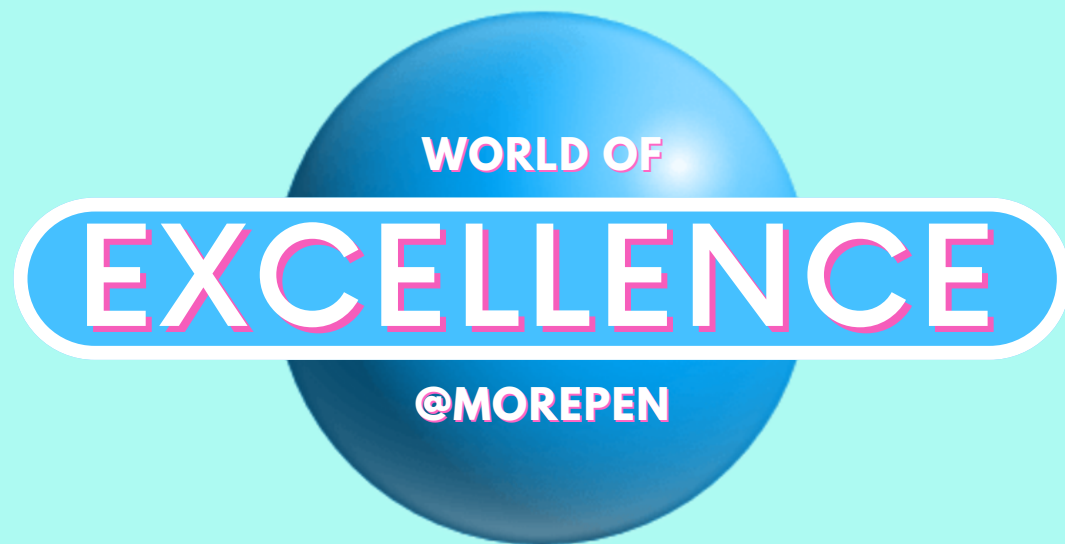
CONSOLIDATED

9 MONTHS HIGHLIGHTS

Rs. in crores



	Q3'FY23	Q3'FY24
EBIDTA %AGE	6.34%	9.39%
PAT %AGE	2.88%	5.32%



QUARTERLY HIGHLIGHTS

- **Q3'FY24 Revenue at Rs. 449 crores** is up by **28%** on **y-o-y** basis. 9M revenue of **Rs. 1277 crores**, is up 21%.
- **Domestic** revenue for the Q3 at **Rs. 271 crores** are up by **27%**. For 9M period, at **Rs. 829 Crores**, revenue growth is at **30%**.
- **API total revenue at Rs. 253 Crores** for Q3 is up by **20%** on y-o-y basis, whereas for **9M period at Rs. 668 Crores**, revenues growth is at **10%**.
- **API Q3 exports at Rs. 176 Crores** are up by **31%** while **Domestic Business** is up only **1%**.
- **Medical Devices** business continues its high growth journey with **24% revenue growth** in Q3 and **37% jump** in 9M period.
- Q3 revenue for **Formulation business** at **Rs. 65 crores** is up by **40%** whereas for **9 months period**, revenue growth is at **22%** for **Rs. 166 Crores**.



PASSION

ENERGY | DRIVE | COMMITMENT

ACTION

EXECUTION | SPEED | RESULTS

INNOVATION

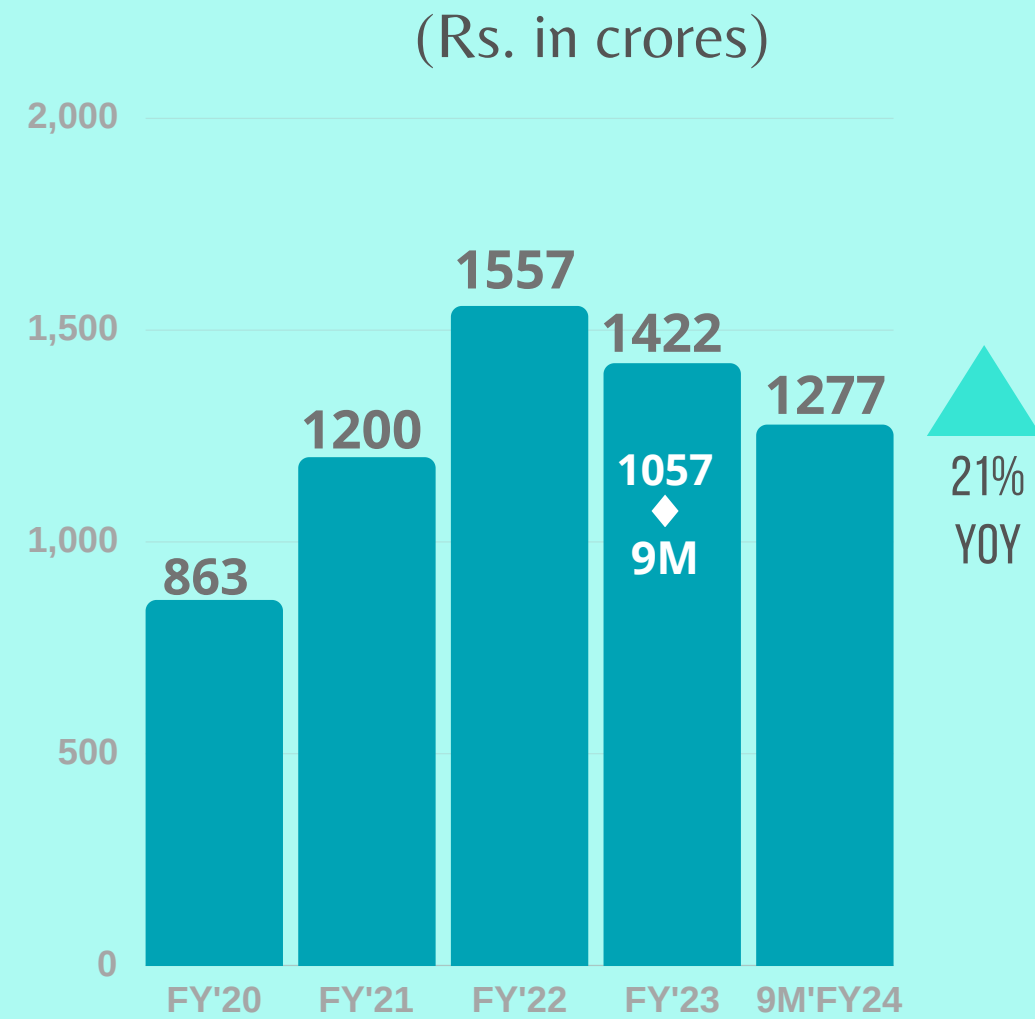
TECHNOLOGY | RESEARCH | FUTURE READY

MOREPEN

QUARTERLY HIGHLIGHTS

- **EBITDA margins** for Q3'FY24, has almost doubled to **12.18%** from **6.22%** on y-o-y basis.
- **EBITDA** at **Rs. 55 Crores** is up by **151%** for Q3'FY24 and **79%** for 9M'FY24.
- **Profit before Tax (PBT)** at **Rs. 44.02 Crores** is up **214%** in Q3 and **109%** for 9M.
- **PAT margins** for Q3 FY24 have moved to **7.13%** from **2.57%**.
- **PAT** at **Rs. 31.99 Crores** is **up 256%** for the current Quarter and **123%** for **9M'FY24**.
- **EPS** for Quarter at **Re. 0.63** is up by **256 %** from **Re. 0.18** in Q3 FY'23.

CAGR 19%



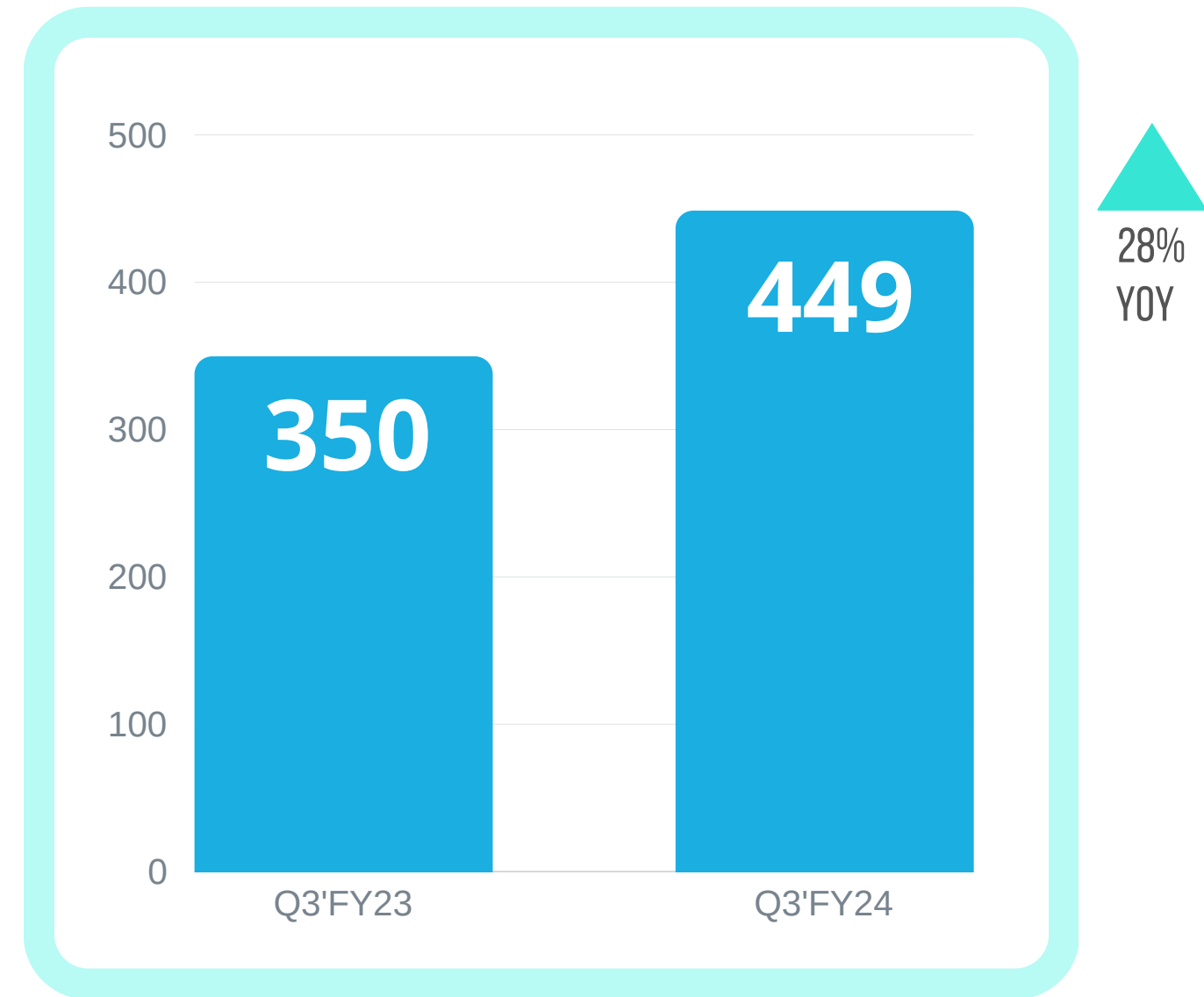
ANNUAL PERFORMANCE



CONSOLIDATED

REVENUE GROWTH

(Rs. in crores)



QUARTERLY PERFORMANCE



CONSOLIDATED

BUSINESS SEGMENTS

API
(BULK DRUGS)

MEDICAL DEVICES

FORMULATIONS

OVER THE COUNTER

SUBSIDIARIES



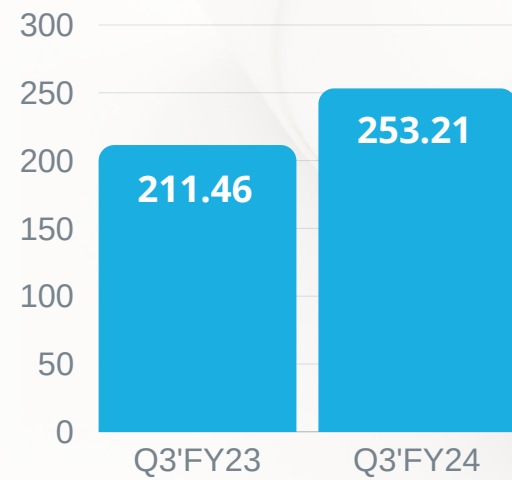
MOREPEN



SEGMENTS WISE PERFORMANCE

API

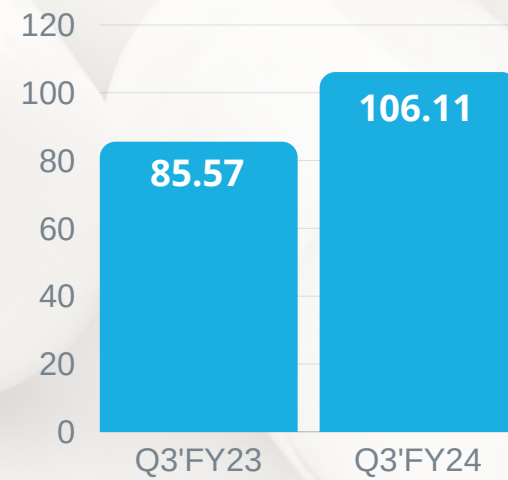
^20%



9M ^10%

DEVICES

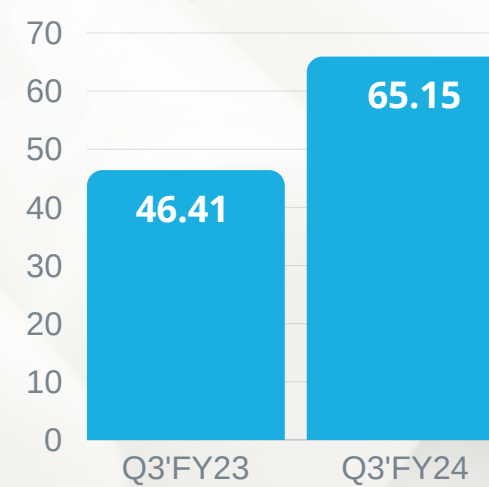
^24%



9M ^37%

FORMULATIONS

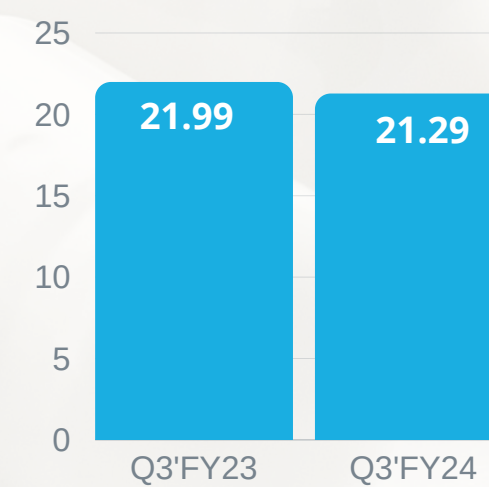
^40%



9M ^22%

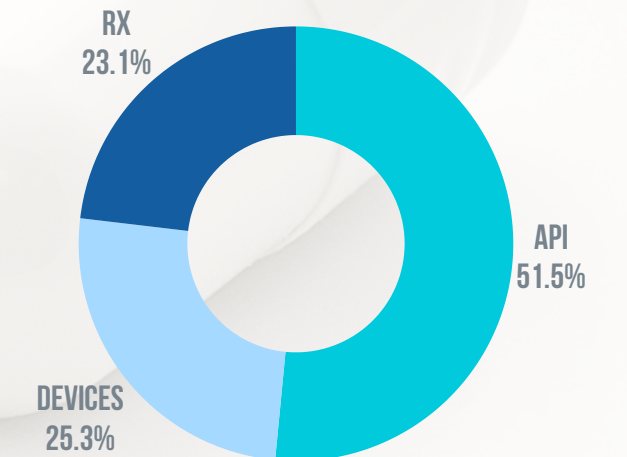
DR.MOREPEN -OTC

-3%



9M -3%

GROWTH CONTRIBUTION

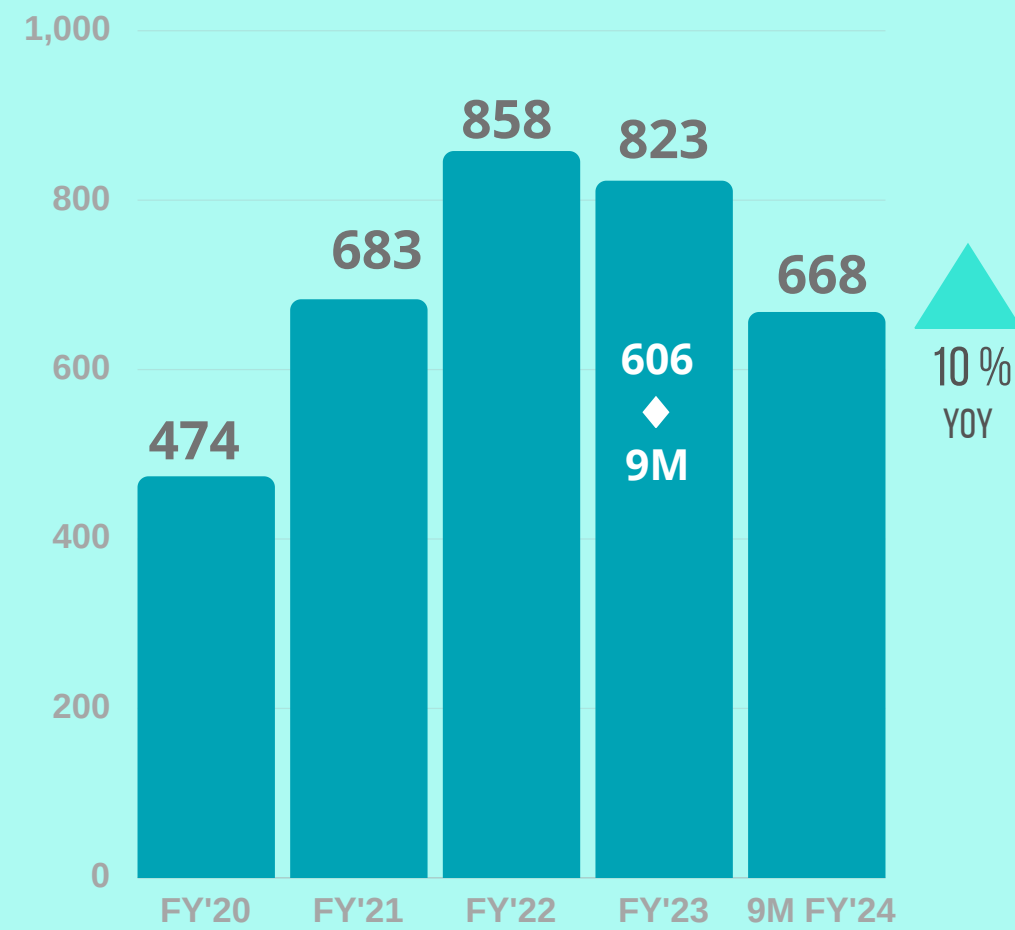


API BUSINESS

API REVENUES

CAGR 20%

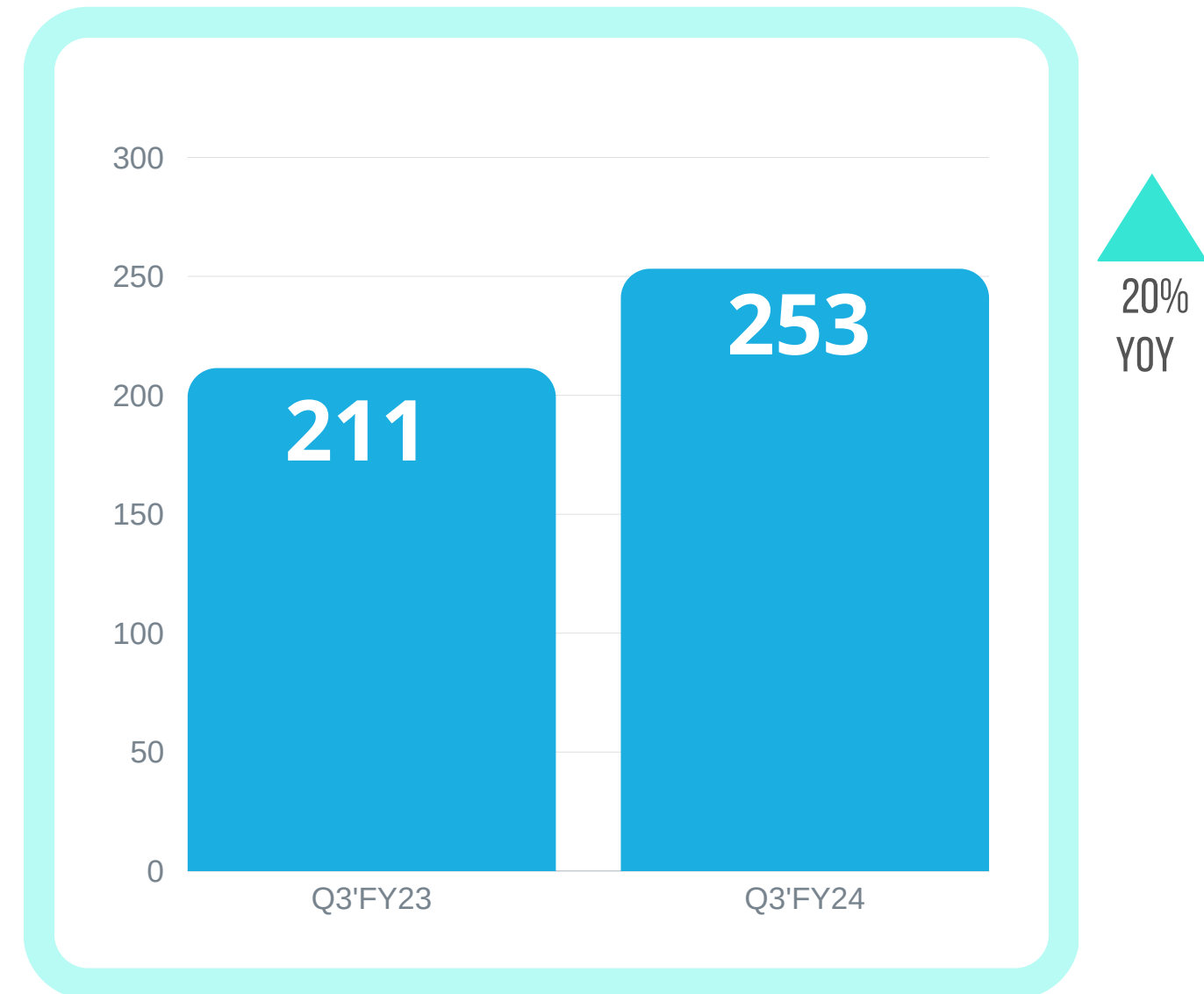
(Rs. in crores)



ANNUAL PERFORMANCE



(Rs. in crores)

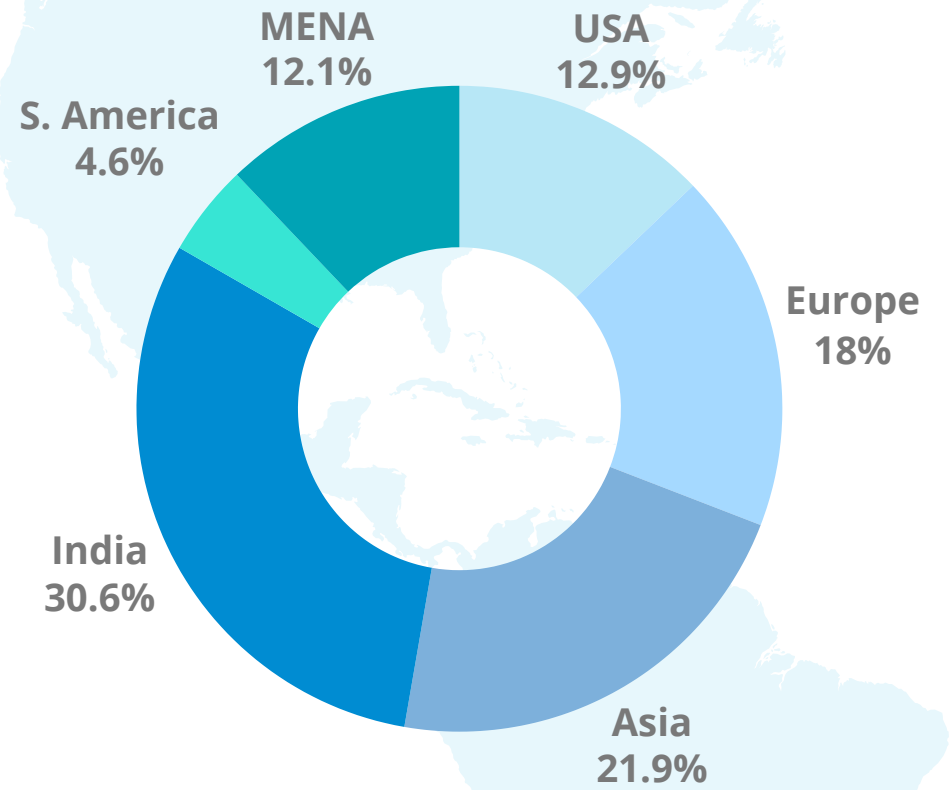


QUARTERLY PERFORMANCE

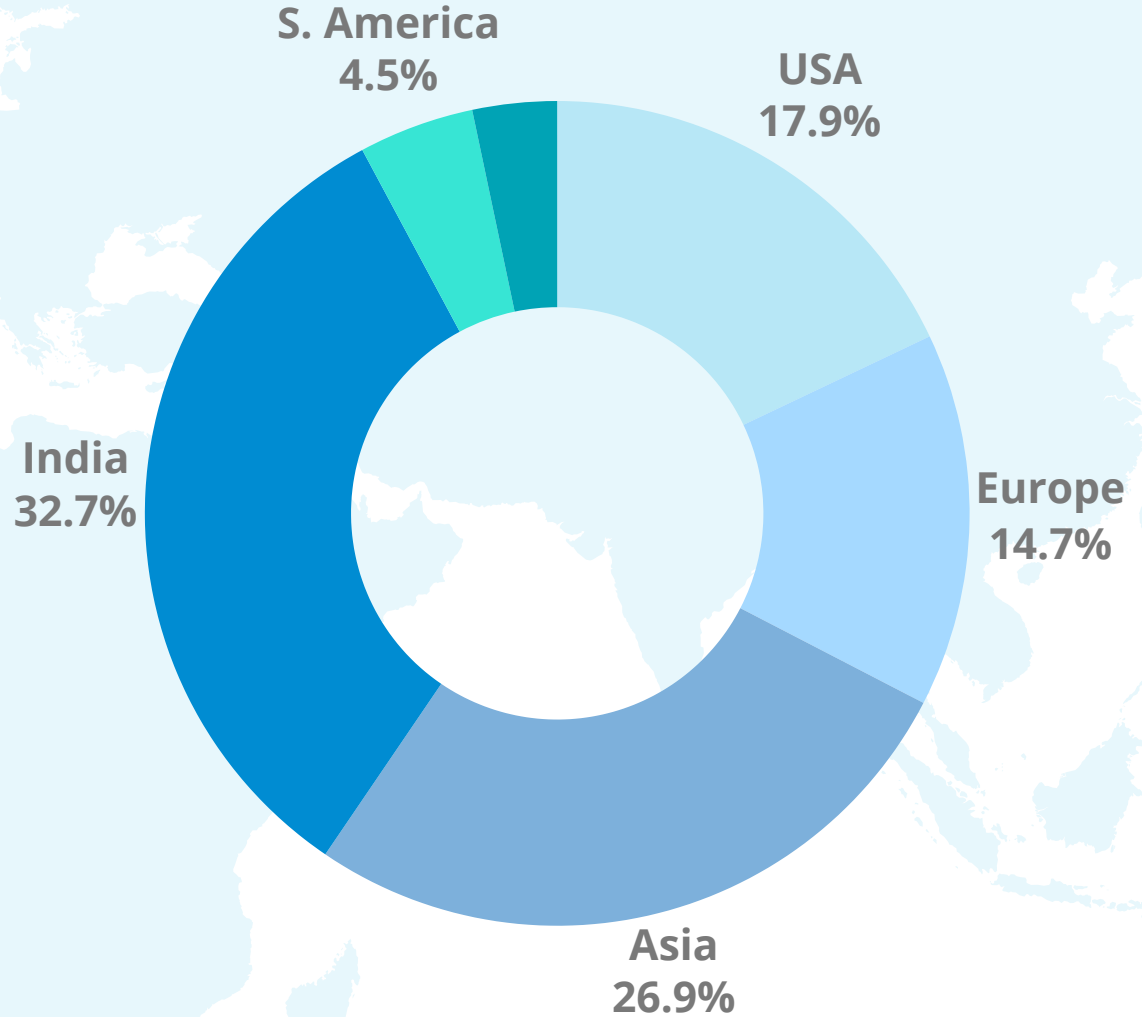


API BUSINESS

CONTINENT WISE SHARE

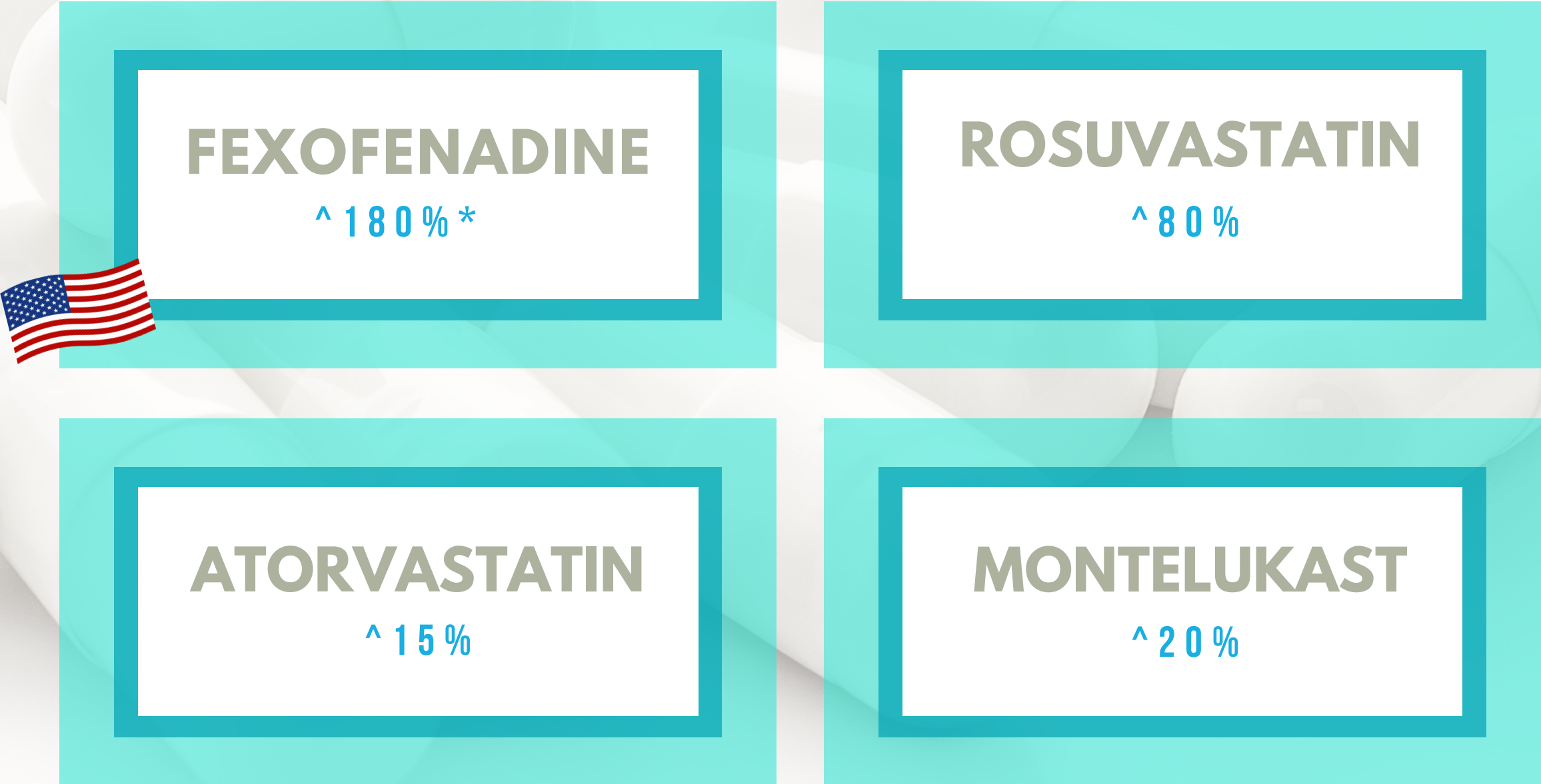


12M' FY23



9M' FY24

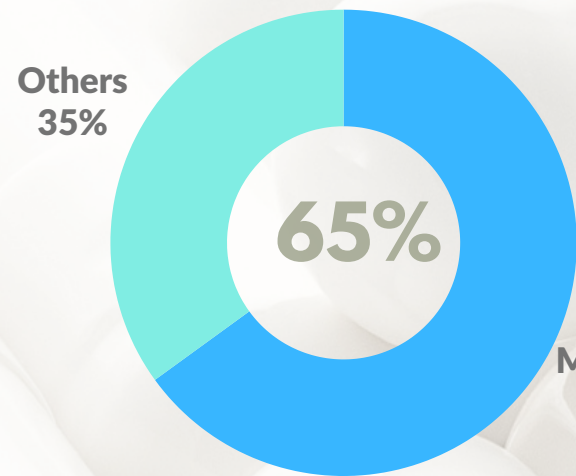
KEY GROWTH CONTRIBUTORS



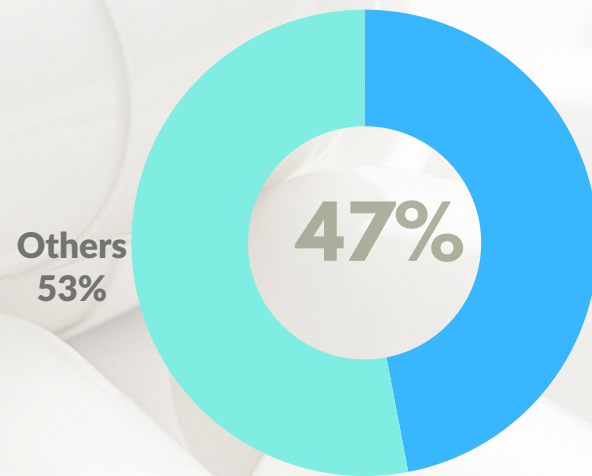
*WITH MAJOR GROWTH COMING FROM US MARKET WITH START OF SUPPLIES FOR REGULATORY CUSTOMERS POST USFDA OF THE PRODUCT

EXPORT MARKET SHARE

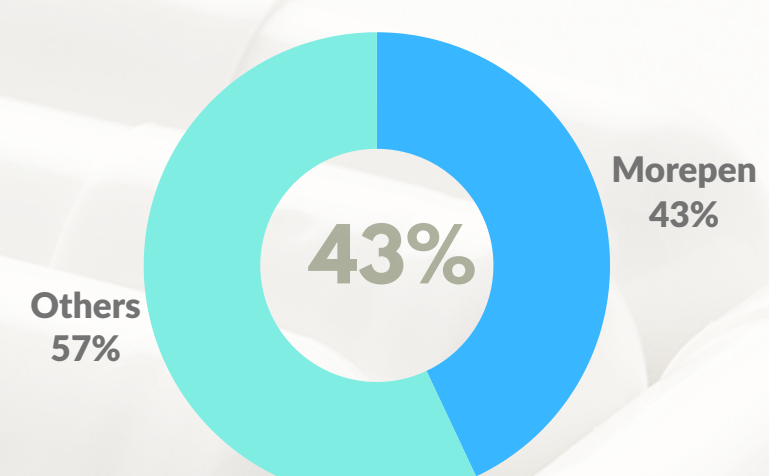
Jan-Dec 2023



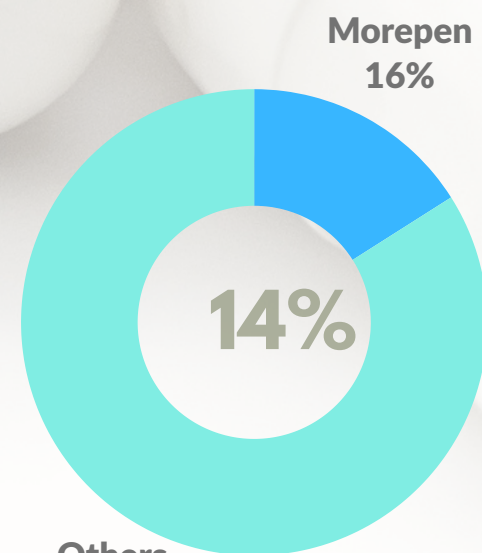
LORATADINE



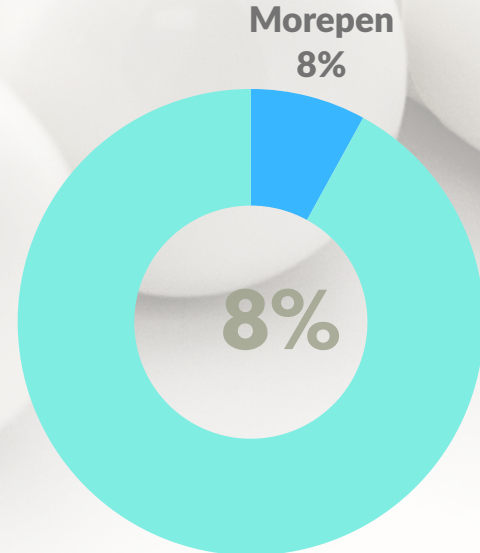
DESLORATADINE



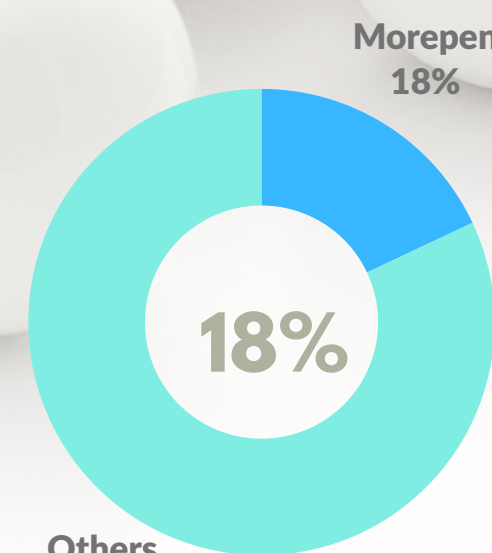
MONTELUKAST



ATORVASTATIN



ROSUVASTATIN



FEXOFINADINE

NOTE: THESE GRAPHS SHOW MARKET SHARE OF EXPORTS OF THESE PRODUCTS OUT OF INDIA BY VARIOUS COMPANIES BASED IN INDIA.

INTELLECTUAL PROPERTY

USA
EUROPE
JAPAN
KOREA
CHINA
TAIWAN
AUSTRALIA
BRAZIL

147
PATENTS

26
US DMFS

11
CEP

8
CHINA IDLS

190
NON-US DMFS

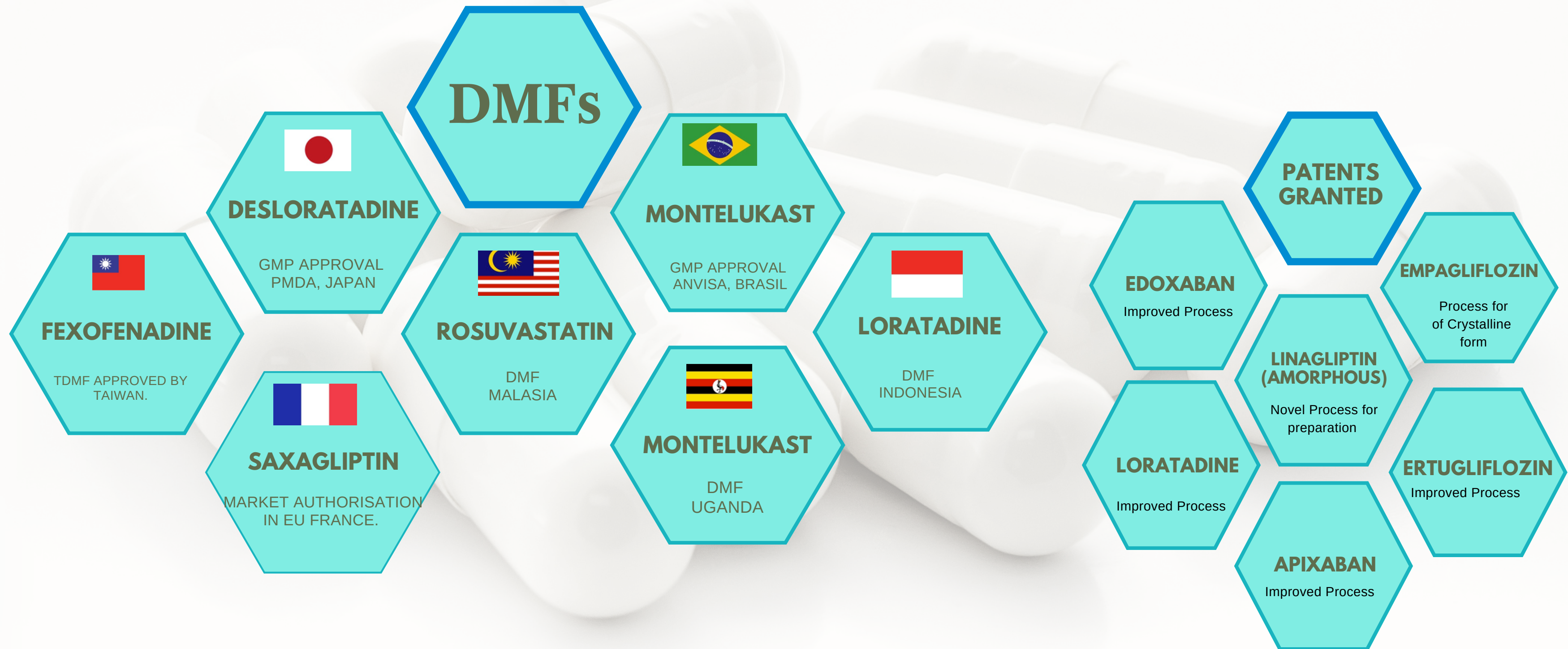
44
NEW PRODUCTS



* 44 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

BILASTINE
ANTI - HISTAMINIC

IMEGLIMIN
ANTI - DIABIETIC

TAPENTADOL
OPIOID ANALGESIC

TICAGRELOR
ANTI - PLATELET

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





API BUSINESS

CAPACITY EXPANSIONS

50KL

NEW CAPACITY ADDED

400KL

TOTAL API CAPACITY

250 KL

NEW CAPACITY PLANNED

12 MONTHS

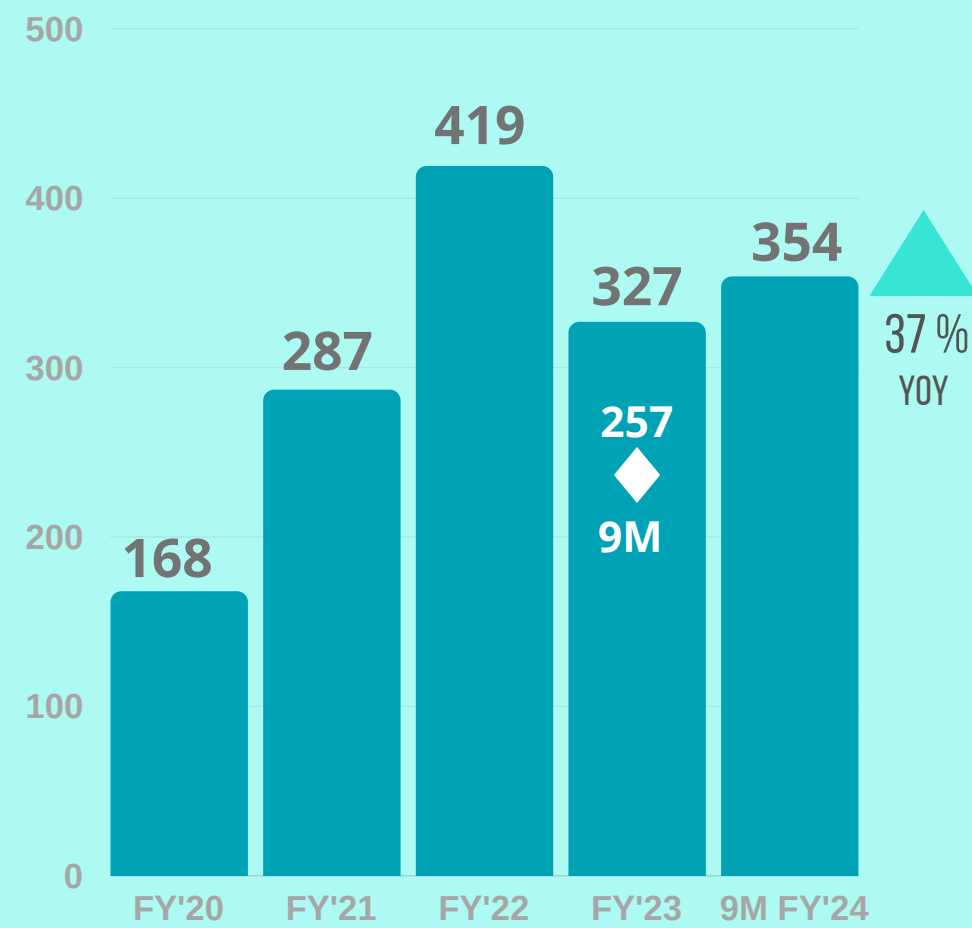
TIMELINES

MEDICAL DEVICES

DEVICES REVENUE

CAGR 25%

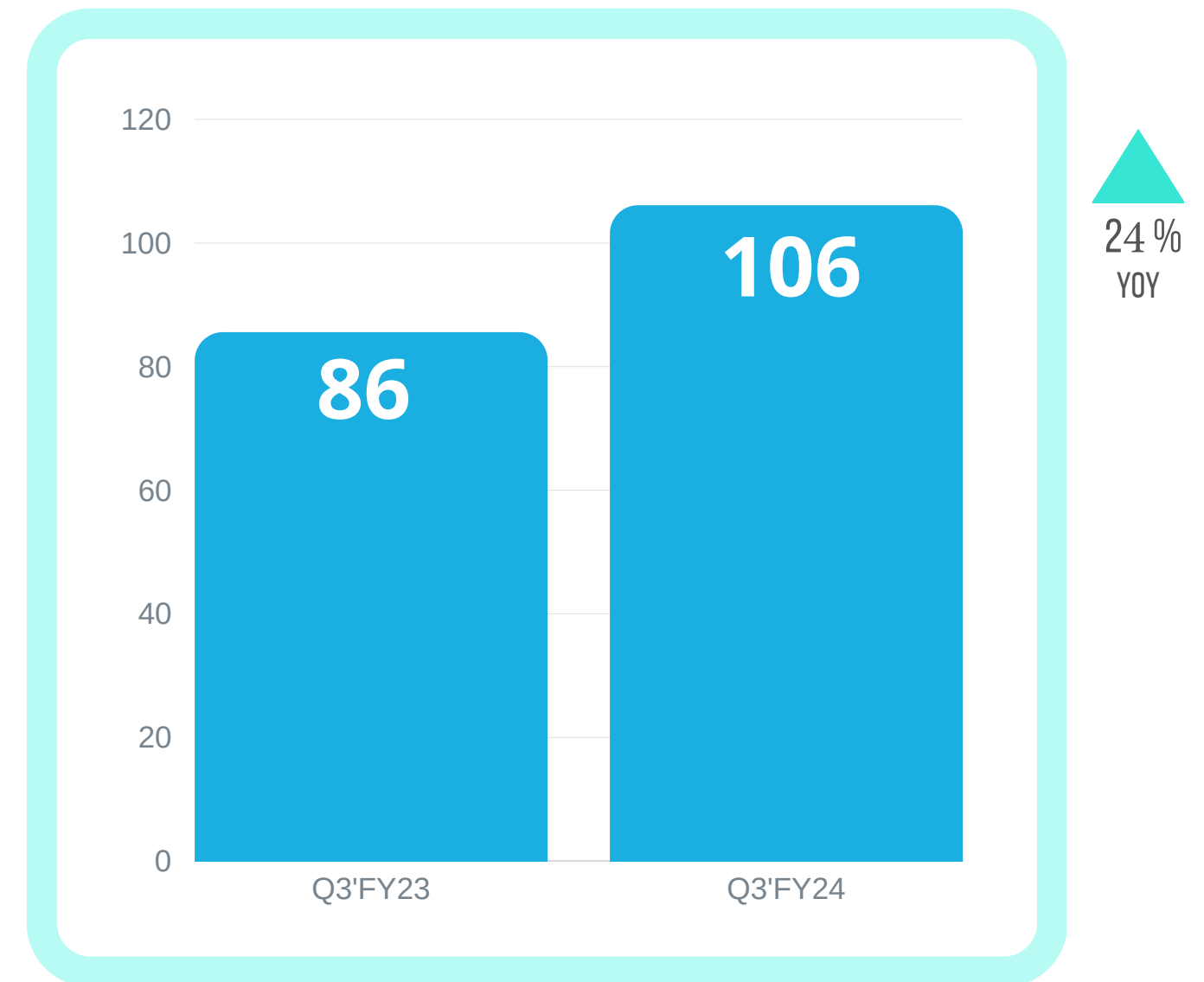
(Rs. in crores)



ANNUAL PERFORMANCE



(Rs. in crores)



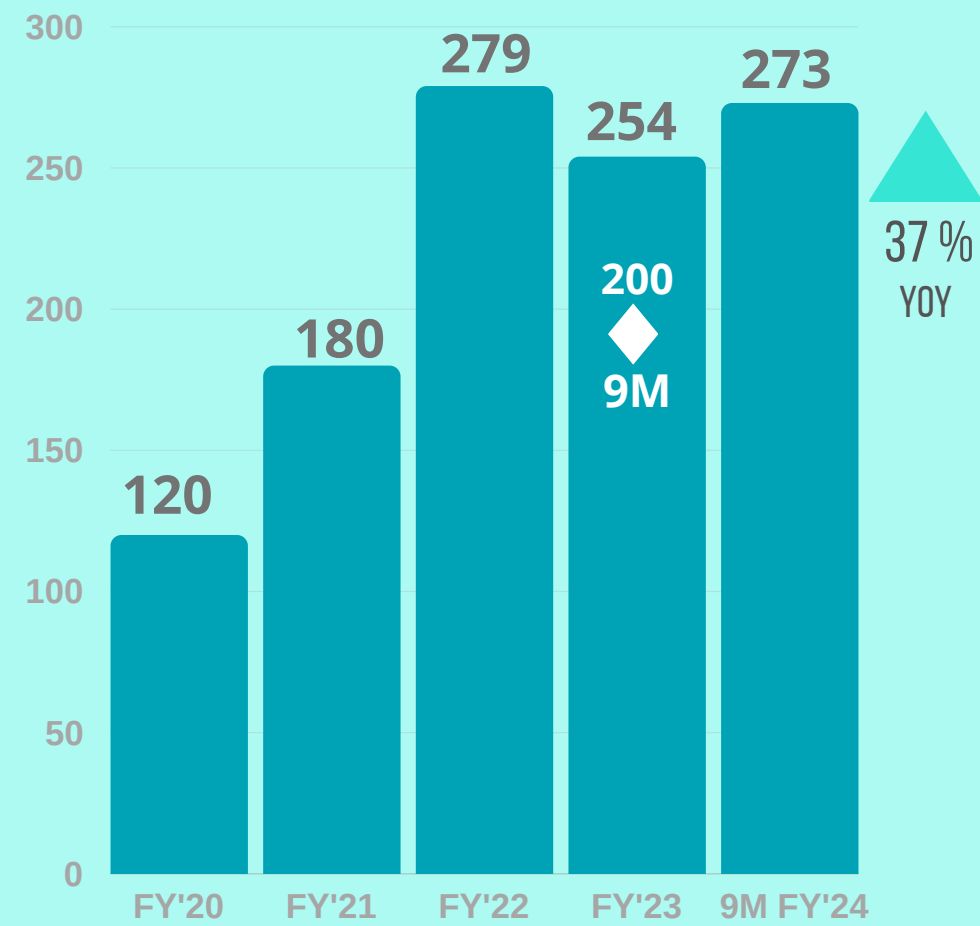
QUARTERLY PERFORMANCE



GLUCO METER REVENUE

CAGR 29%

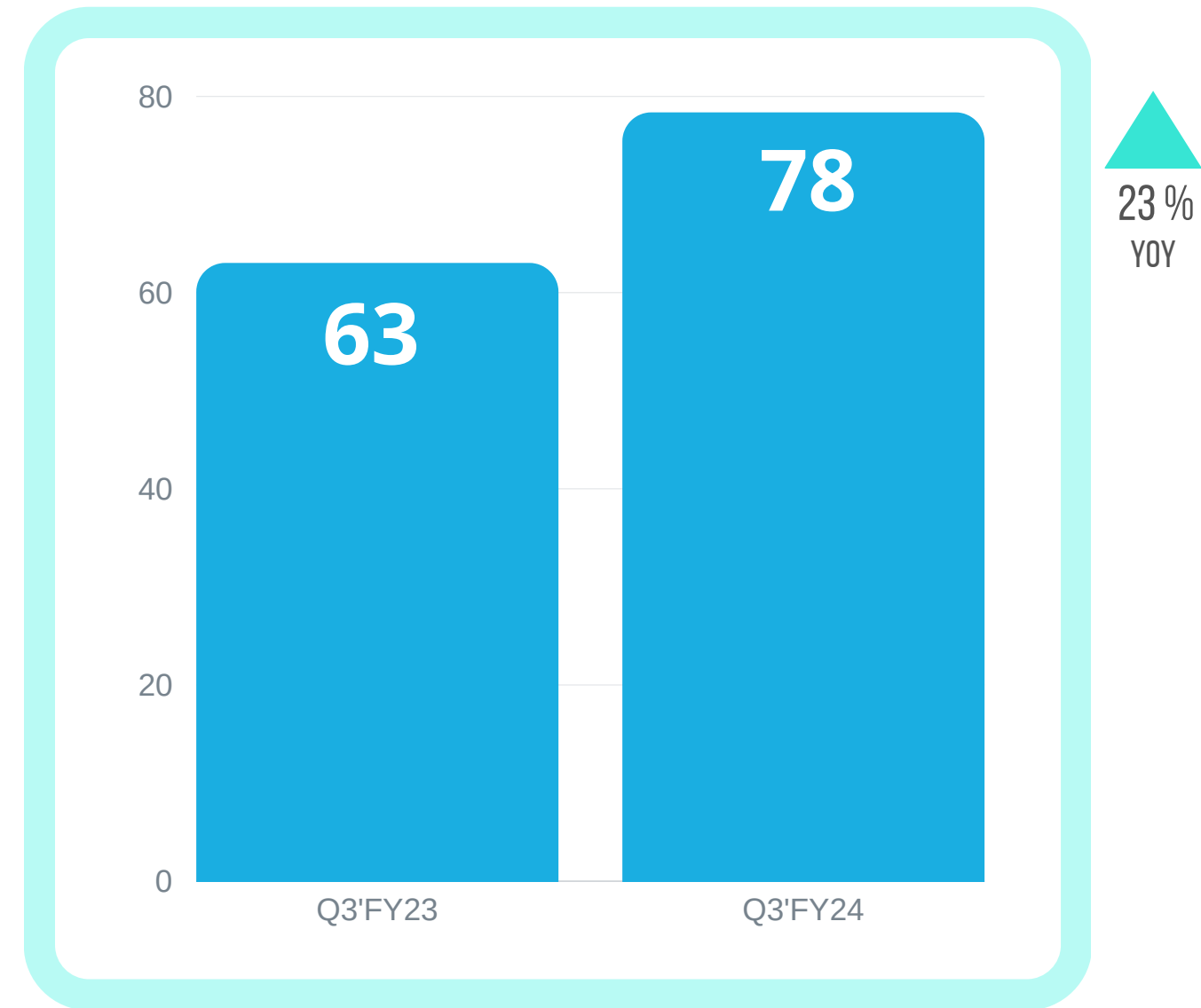
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ANNUAL PERFORMANCE



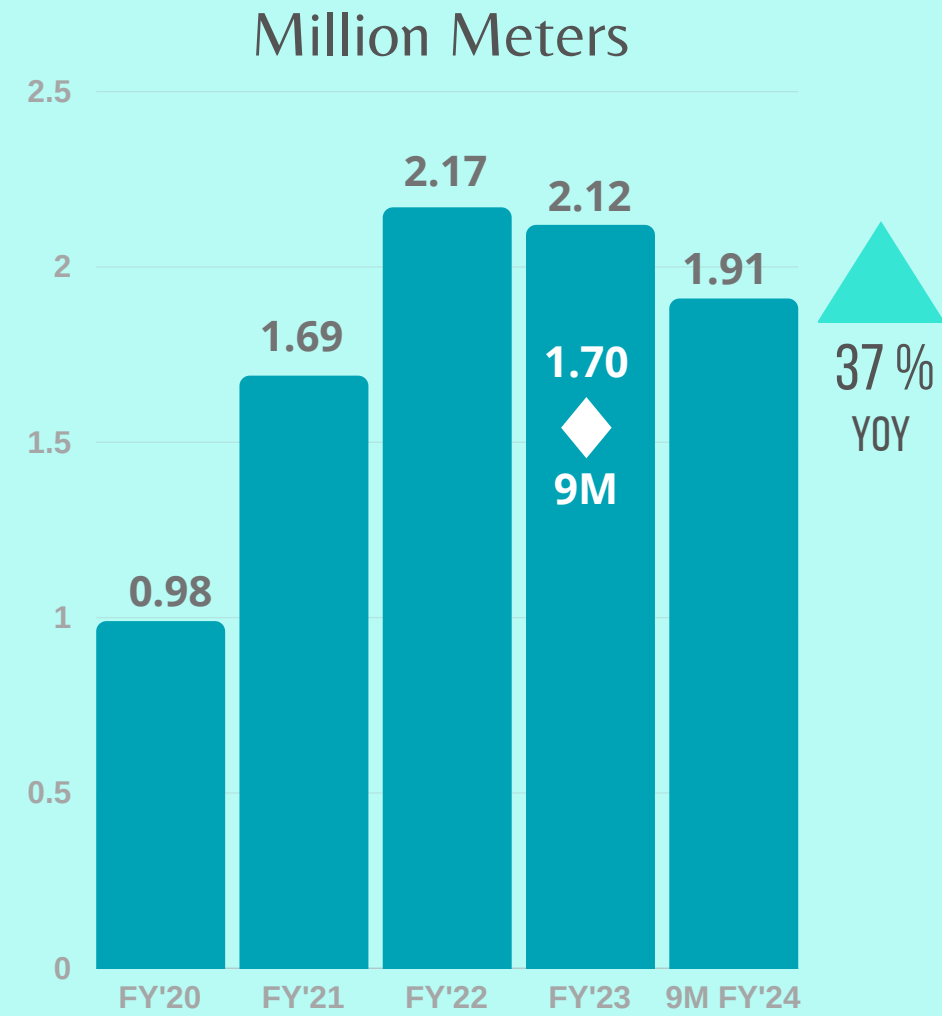
(Rs. in crores)



QUARTERLY PERFORMANCE

GLUCO METER INSTALLED

CAGR 29%



MILLION METER INSTALLED



11.23 MILLION
SATISFIED CUSTOMERS

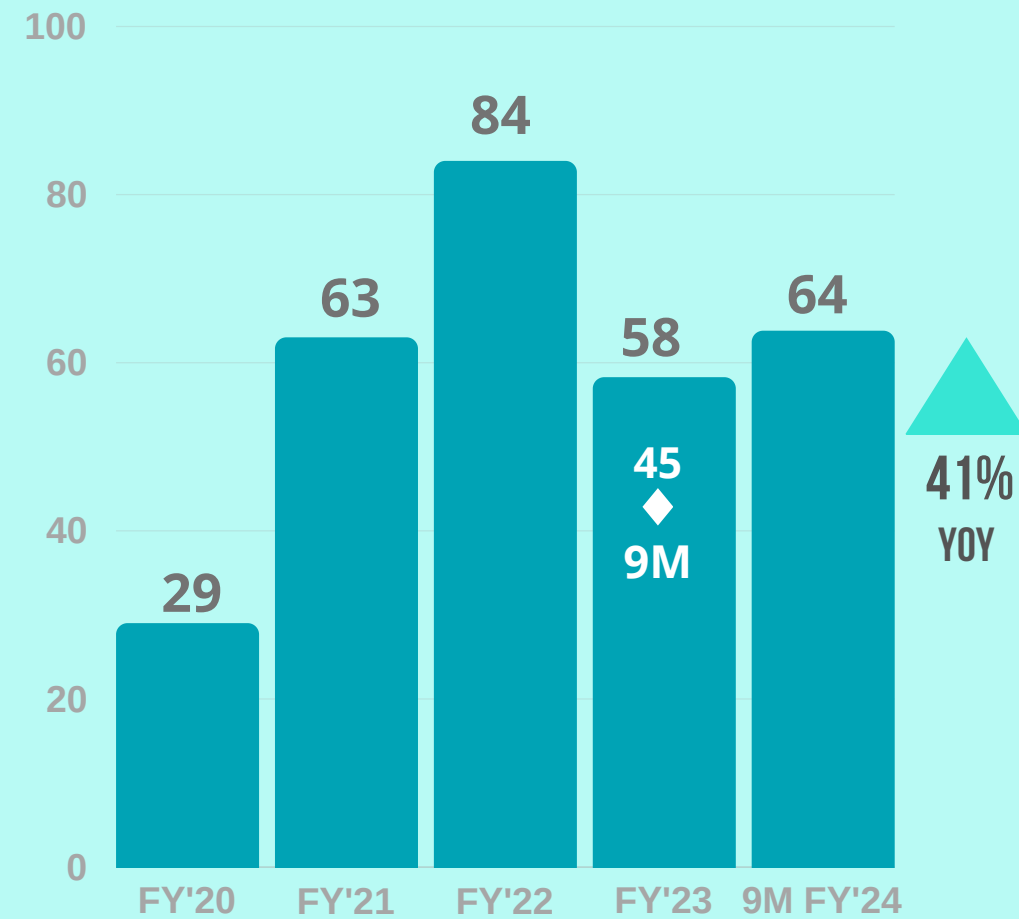
1.47 BILLION
STRIPS SOLD SO FAR



BP MONITOR REVENUE

CAGR 26%

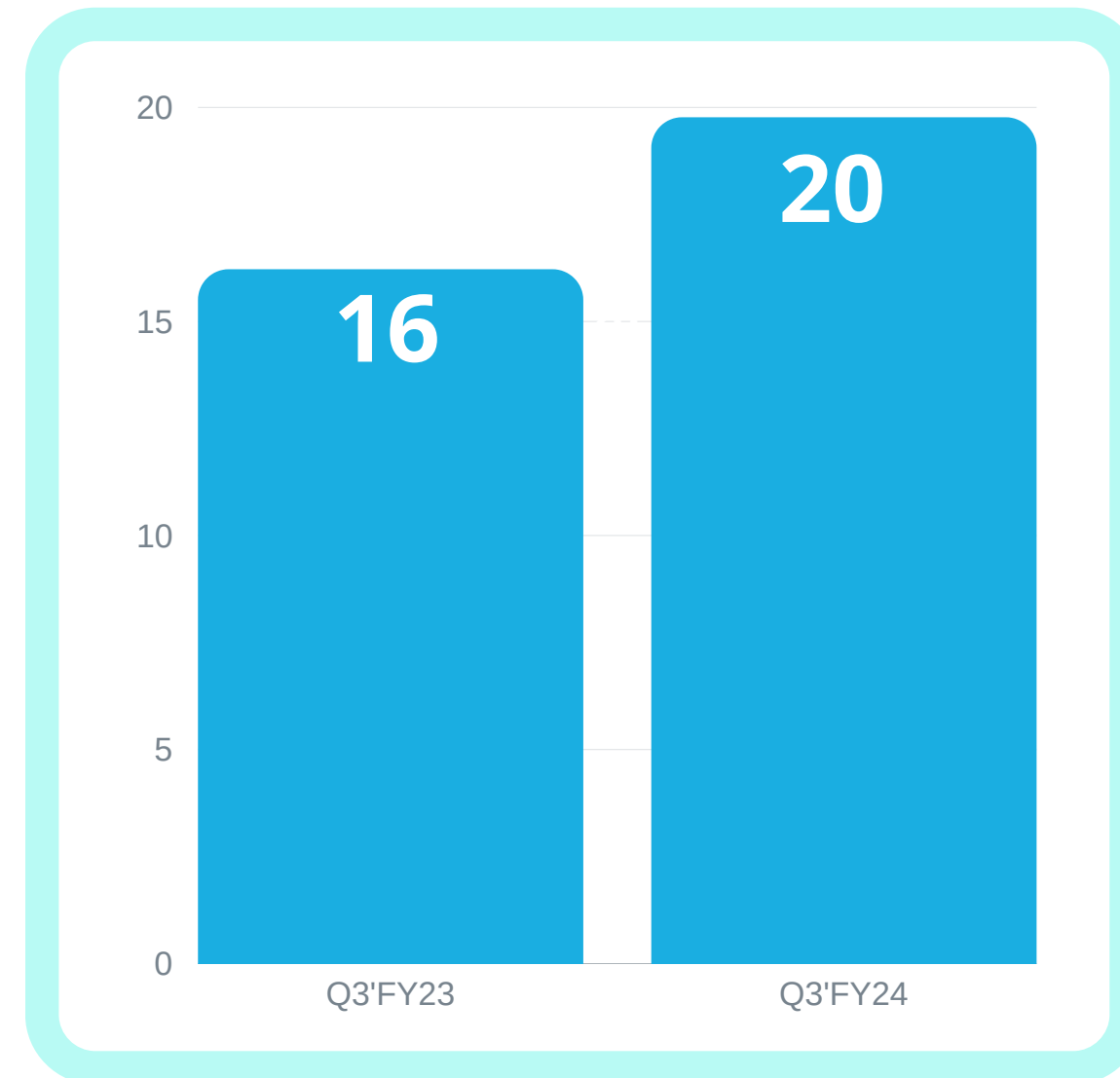
Rs. in crores



ANNUAL PERFORMANCE



(Rs. in crores)

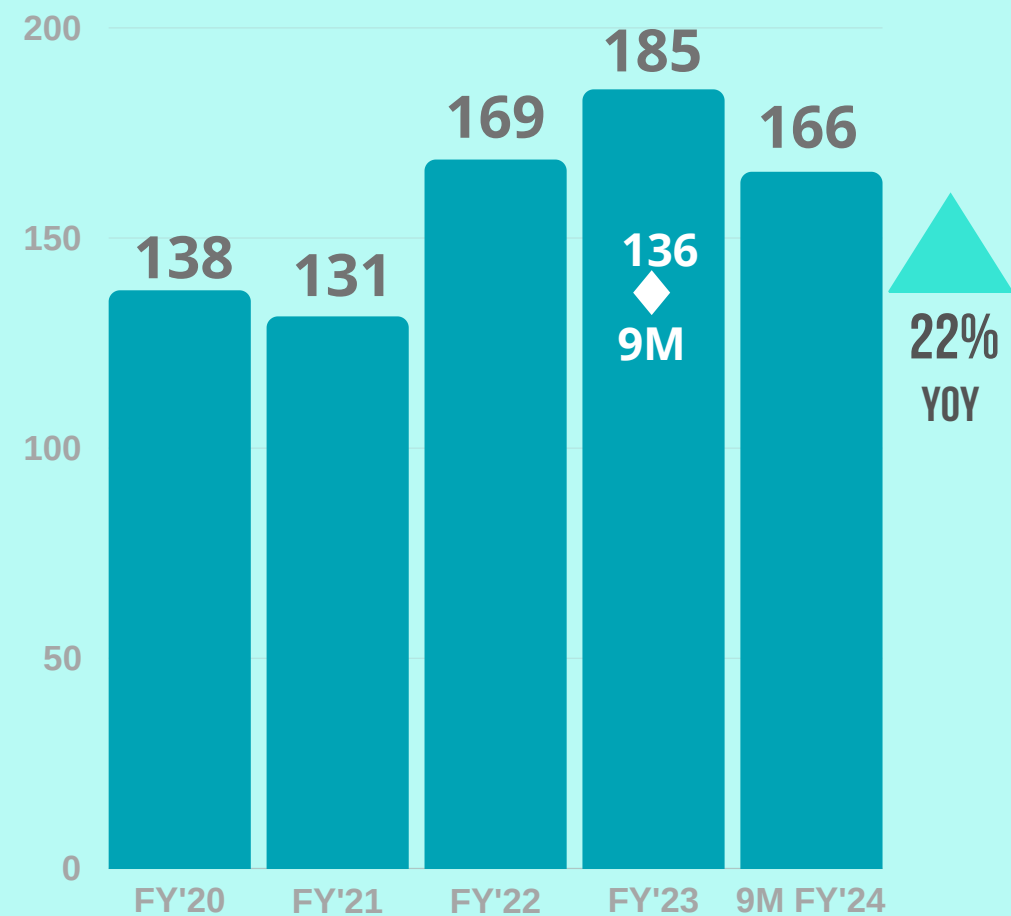


QUARTERLY PERFORMANCE



CAGR 10%

Rs. in crores



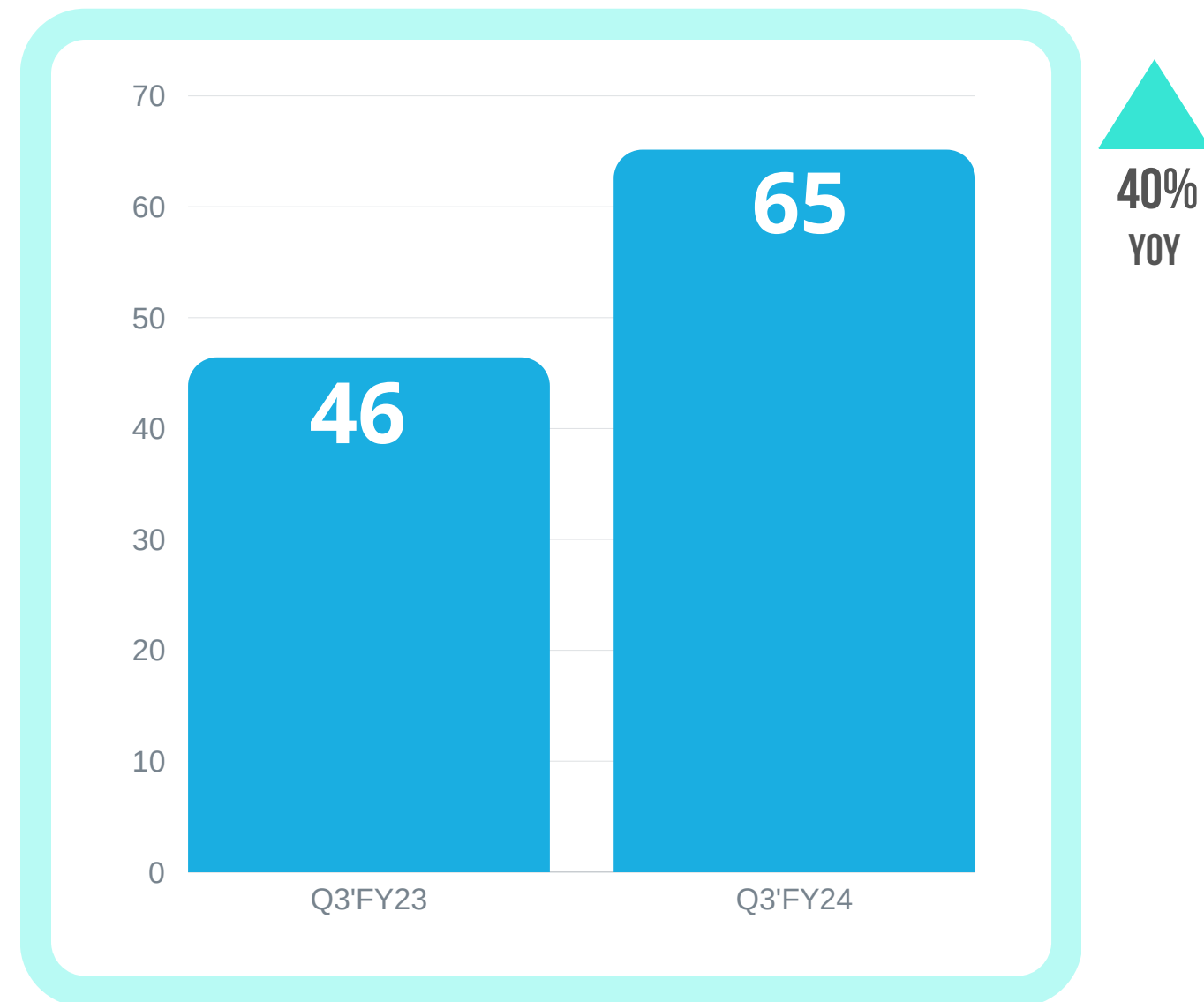
ANNUAL PERFORMANCE



FORMULATION

REVENUE

(Rs. in crores)



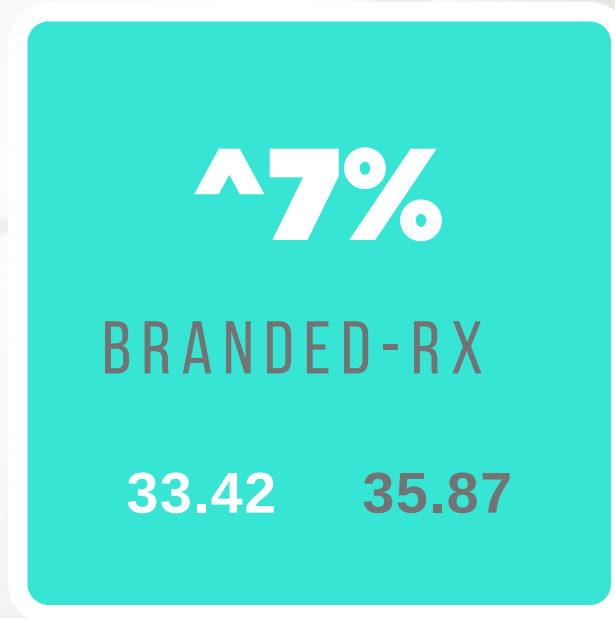
QUARTERLY PERFORMANCE



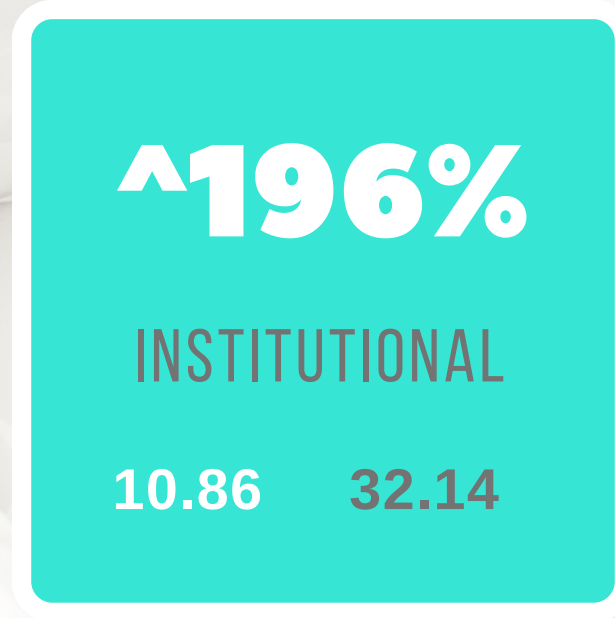
FORMULATIONS

GROWTH DRIVERS

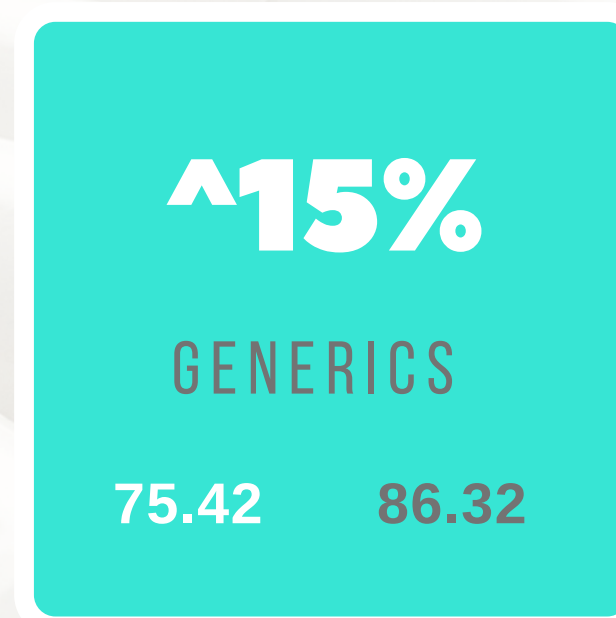
GROWTH DRIVERS



9M'FY23 9M'FY24



9M'FY23 9M'FY24

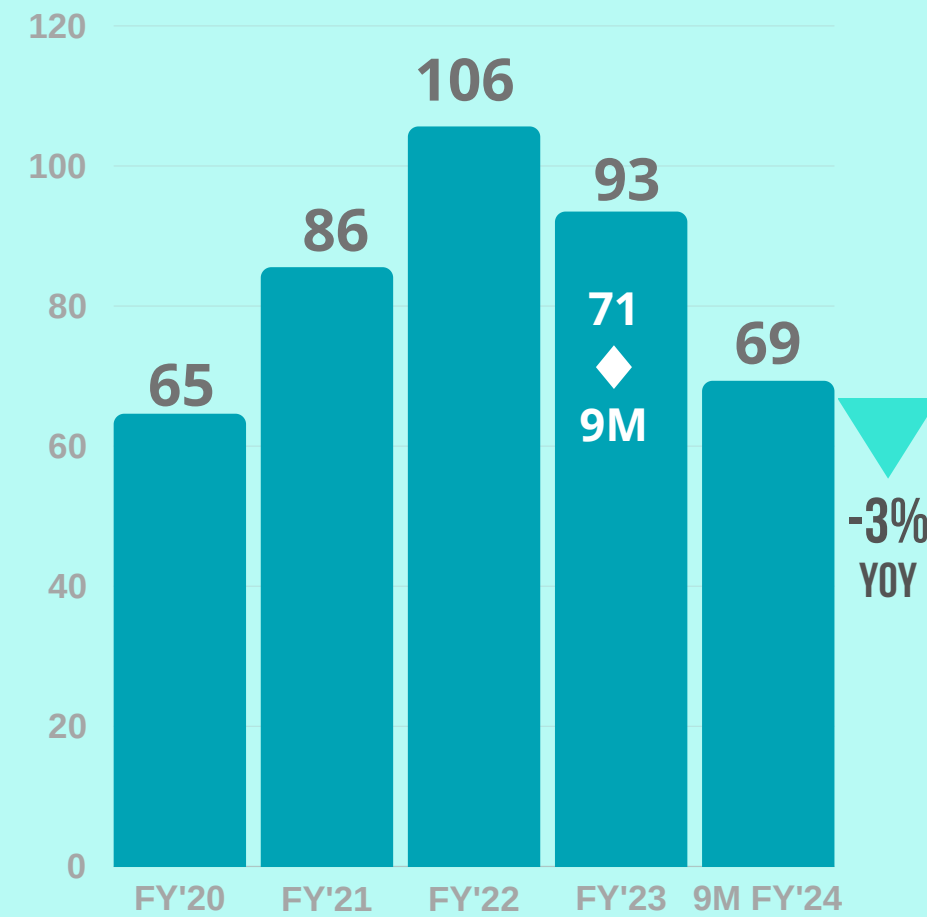


9M'FY23 9M'FY24

GROSS REVENUE

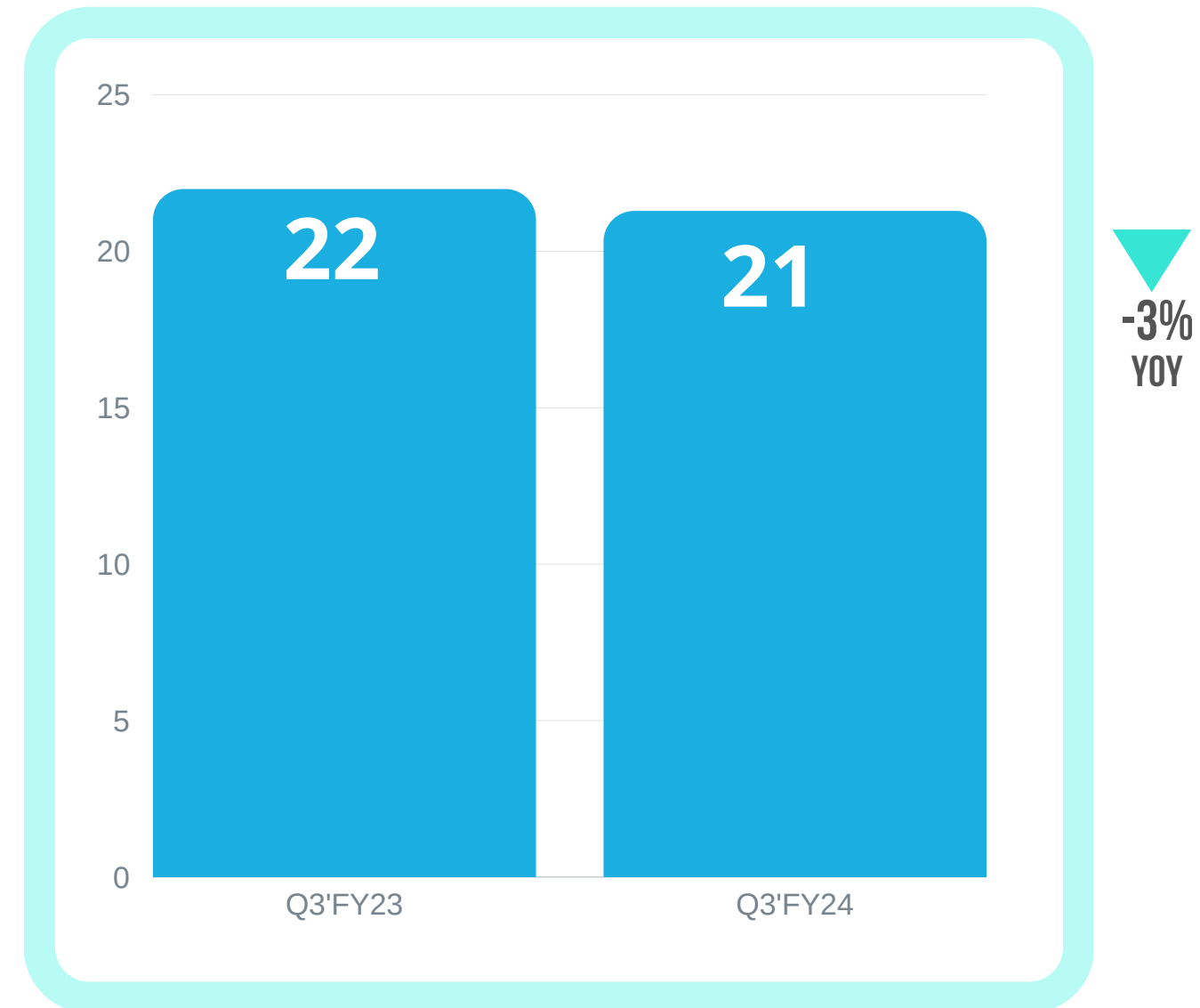
CAGR 13%

Rs. in crores



ANNUAL PERFORMANCE

(Rs. in crores)



QUARTERLY PERFORMANCE

GROWTH DRIVERS

^5%
LEMOLATE

^21%
GENERAL HEALTH

-20%
ONLINE SALES

^10%
OTHERS

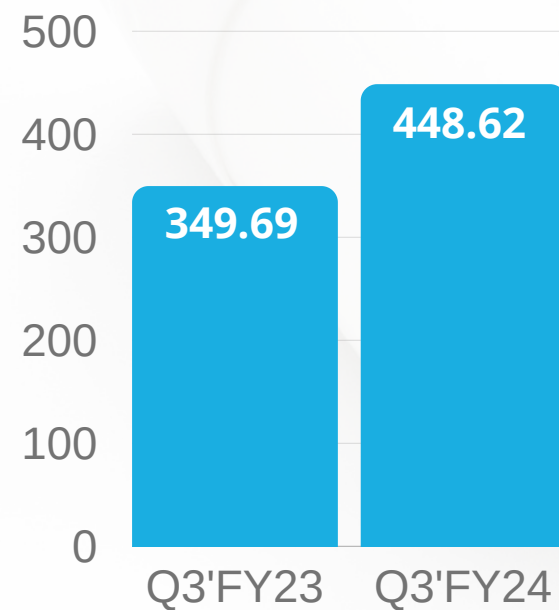
FINANCIAL HIGHLIGHTS

CONSOLIDATED-Q3'FY24

(Rs. in crores)

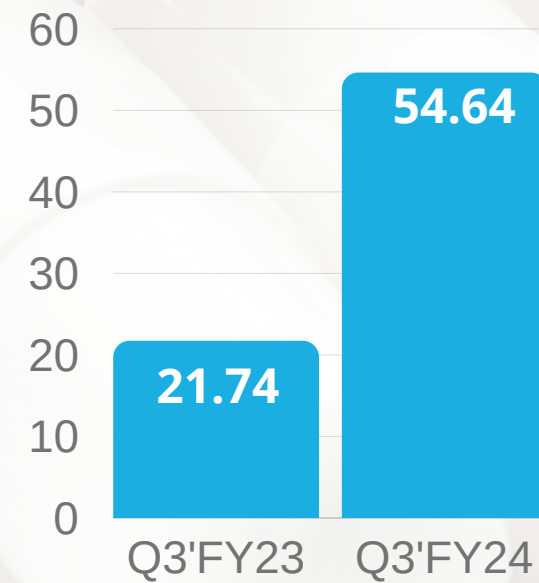
NET REVENUE

^28%



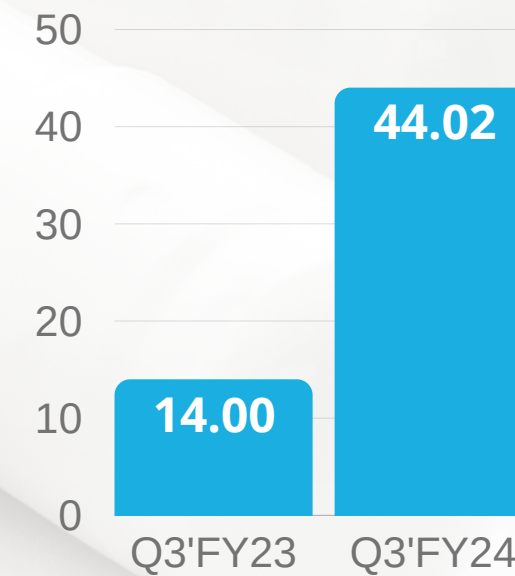
EBIDTA

^151%



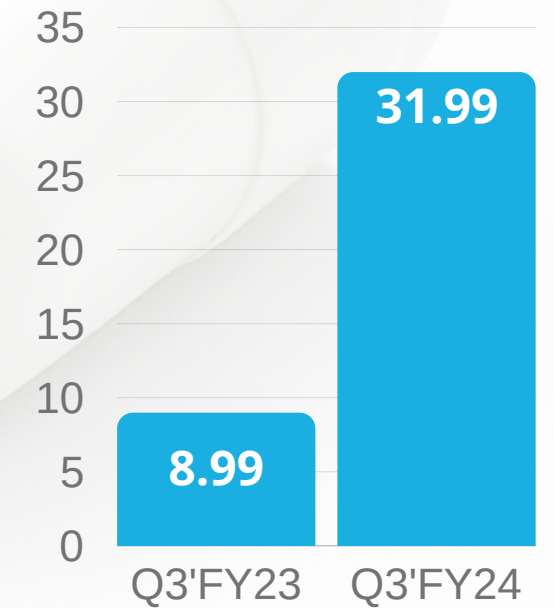
PROFIT BEFORE TAX

^214%



PROFIT AFTER TAX

^256%



FY'24
FY'23

EBDITA%

12.18%
6.22%

PBT%

9.81%
4.00%

PAT%

7.13%
2.57%



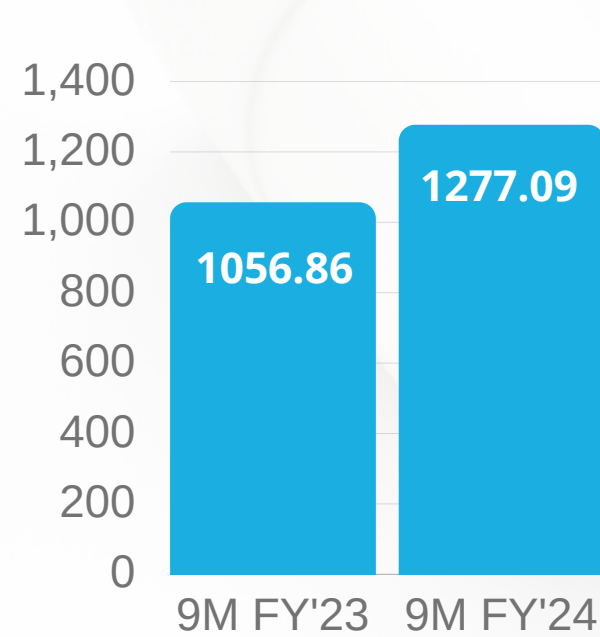
FINANCIAL HIGHLIGHTS

CONSOLIDATED- 9M'FY24

(Rs. in crores)

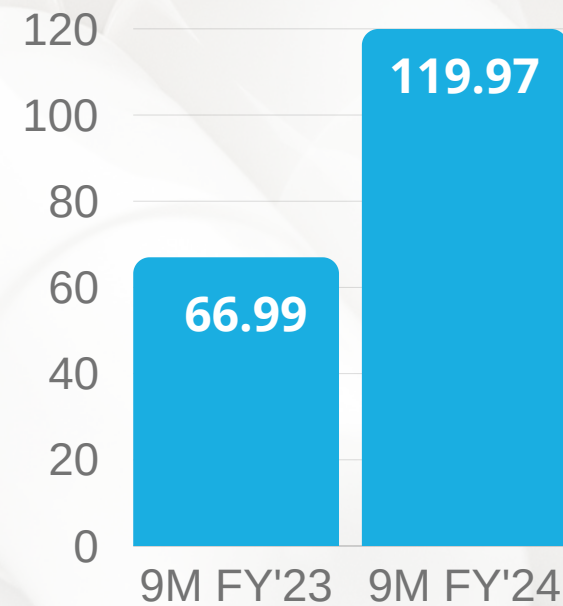
NET REVENUE

^21%



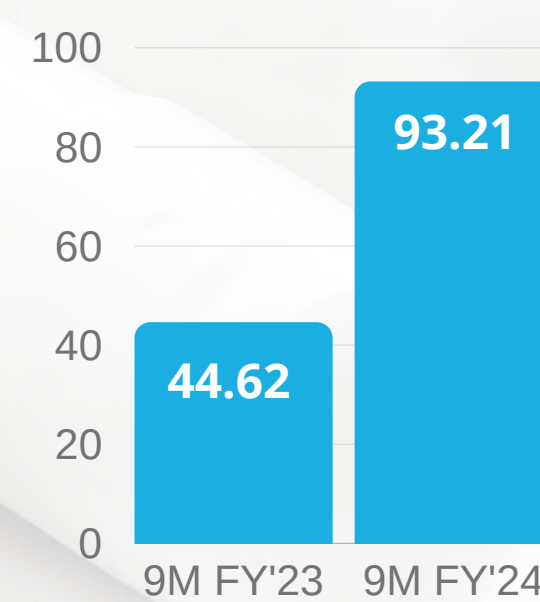
EBIDTA

^79%



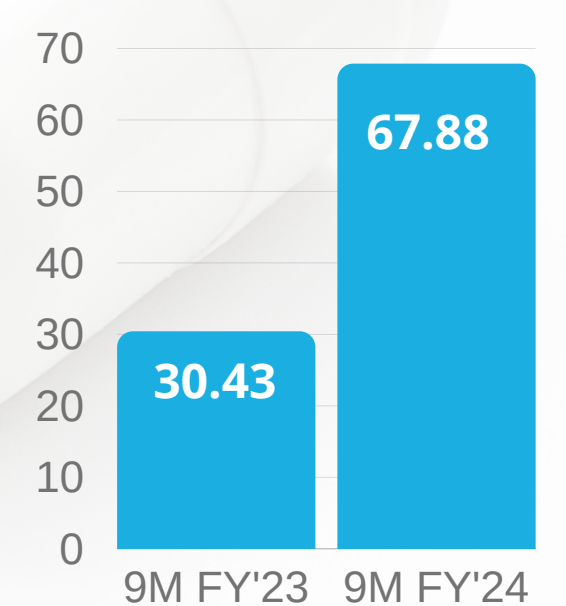
PROFIT BEFORE TAX

^109%



PROFIT AFTER TAX

^123%



FY'24
FY'23

EBDITA%

9.39%
6.34%

PBT%

7.30%
4.22%

PAT%

5.32%
2.88%





Thank you

EXCELLENCE | PASSION | ACTION | INNOVATION