

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q3'FY23

EARNINGS PRESENTATION - FEB 2023



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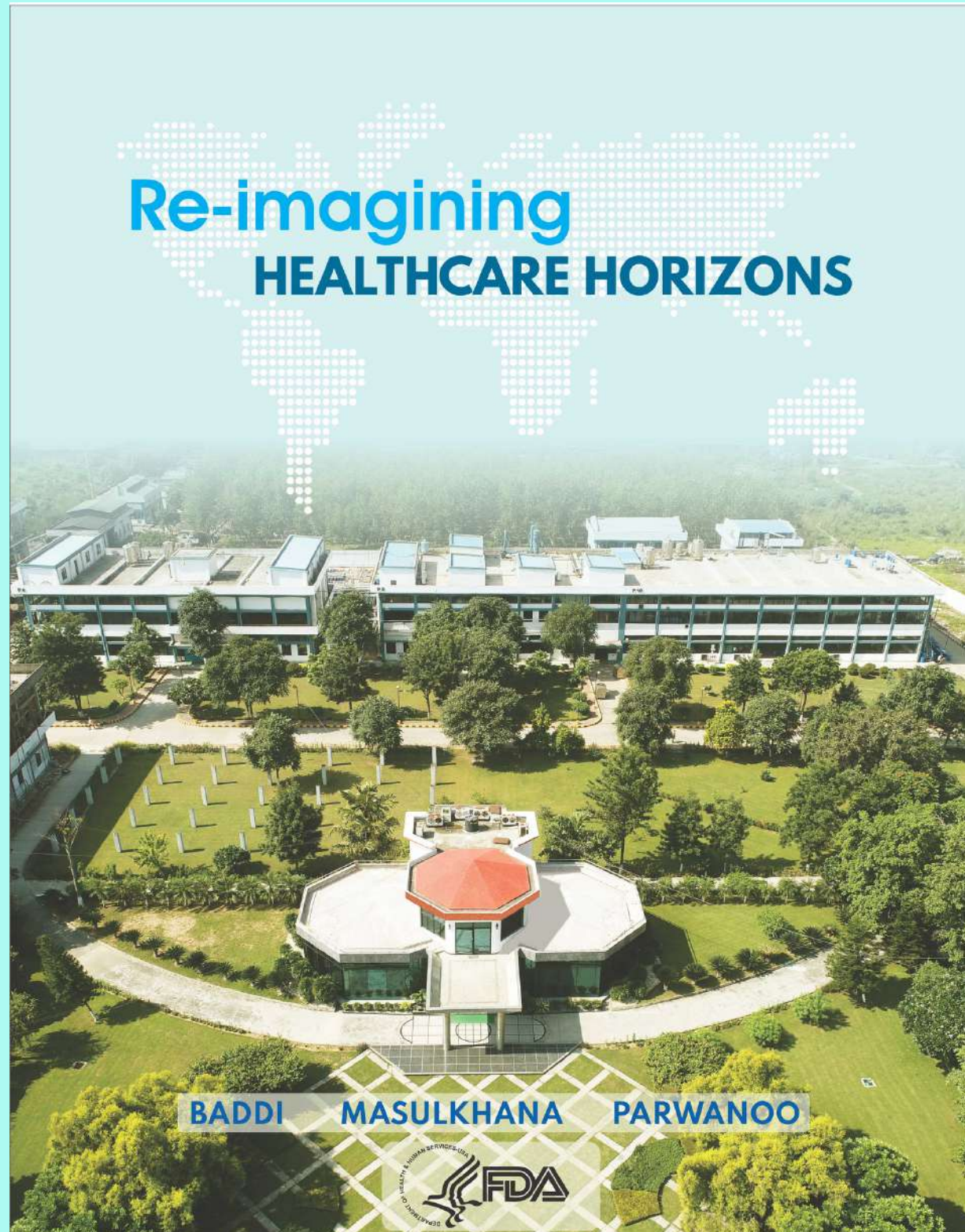
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QUARTERLY HIGHLIGHTS



THREE MANUFACTURING FACILITIES IN HP

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- During the current Quarter Q3'FY23, the business has stabilised post Covid period fluctuations, and is on the recovery path.
- Q3'FY23 standalone revenues at Rs.345.81 crores are short by 7.8% against Rs. 374.90 crores in the same quarter last year.
- During last four years, standalone quarterly revenues have risen up with a CAGR of 26% and are by 59% from pre-Covid level.
- Demand and supply position in the market is getting normalised, though the margin pressure remains.
- Enhanced focus on marketing and advertising activities to promote the sales, has affected the profitability levels.

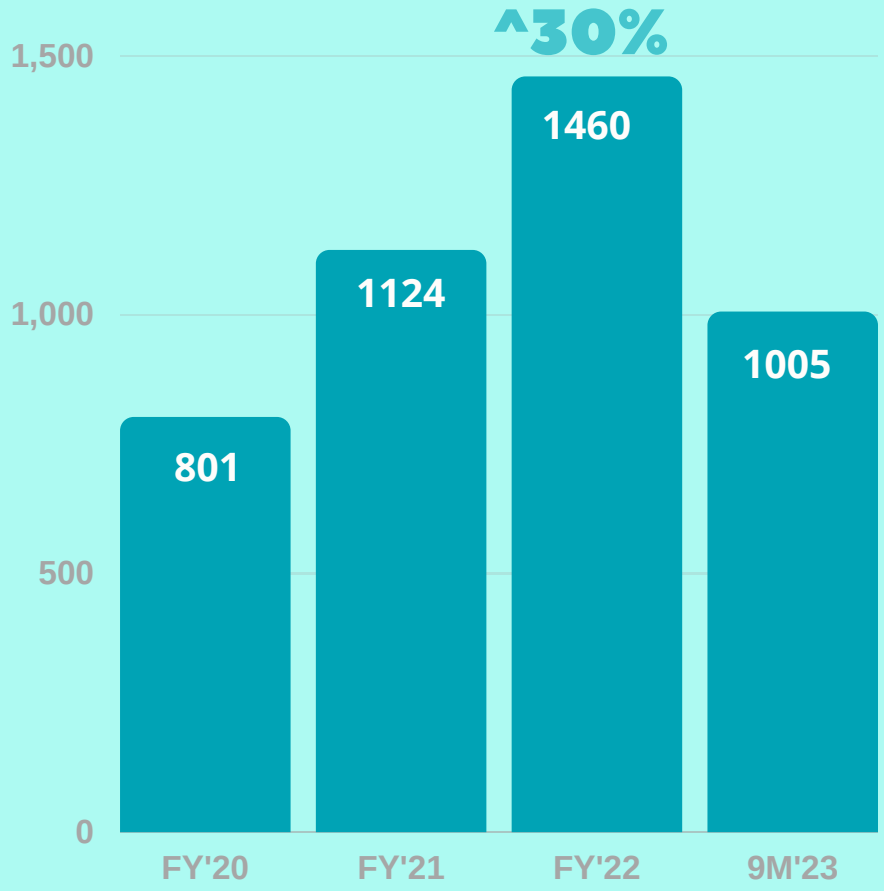


CONSOLIDATED
QUARTERLY PERFORMANCE

STANDALONE

REVENUE GROWTH

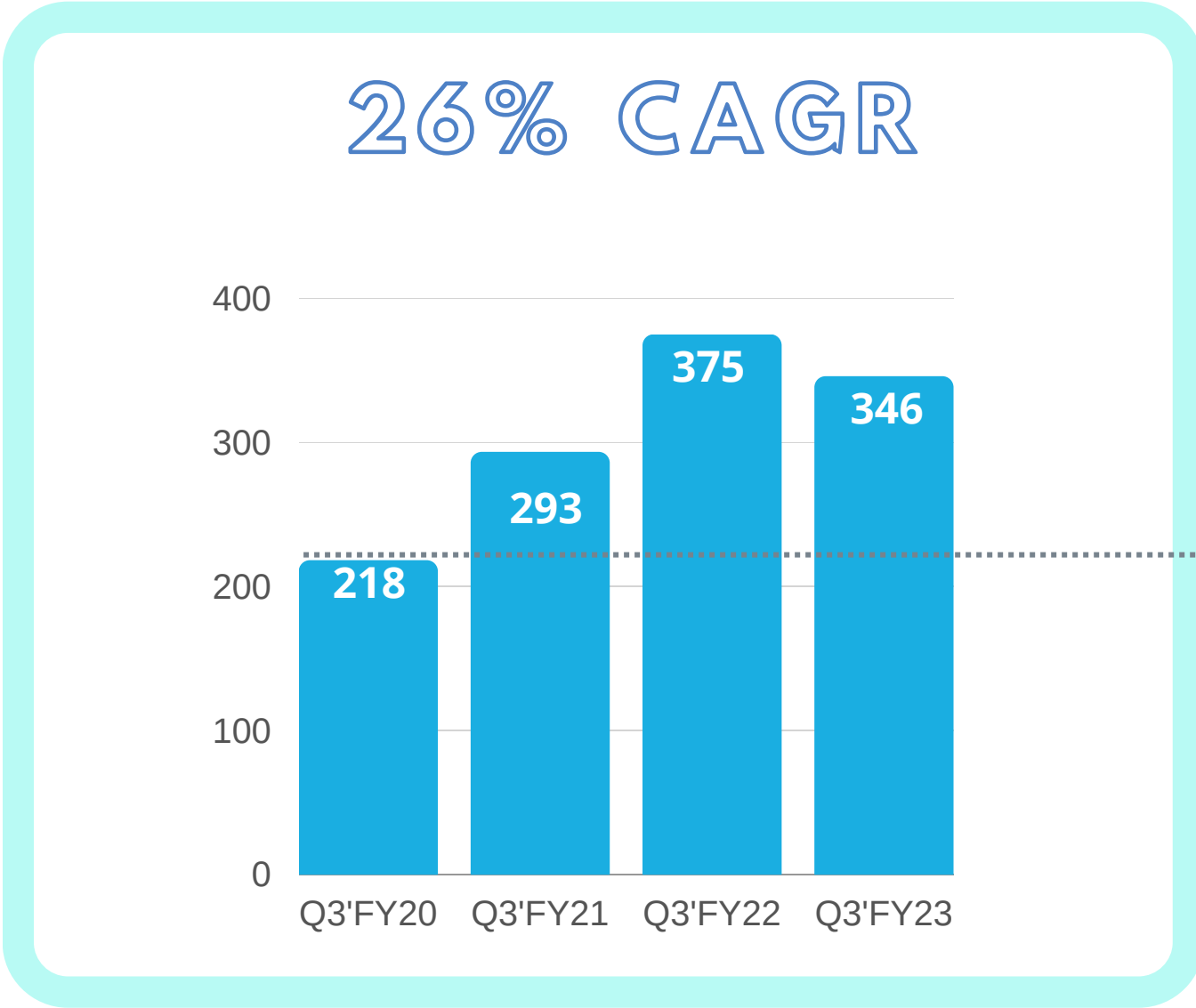
35% CAGR



ANNUAL PERFORMANCE



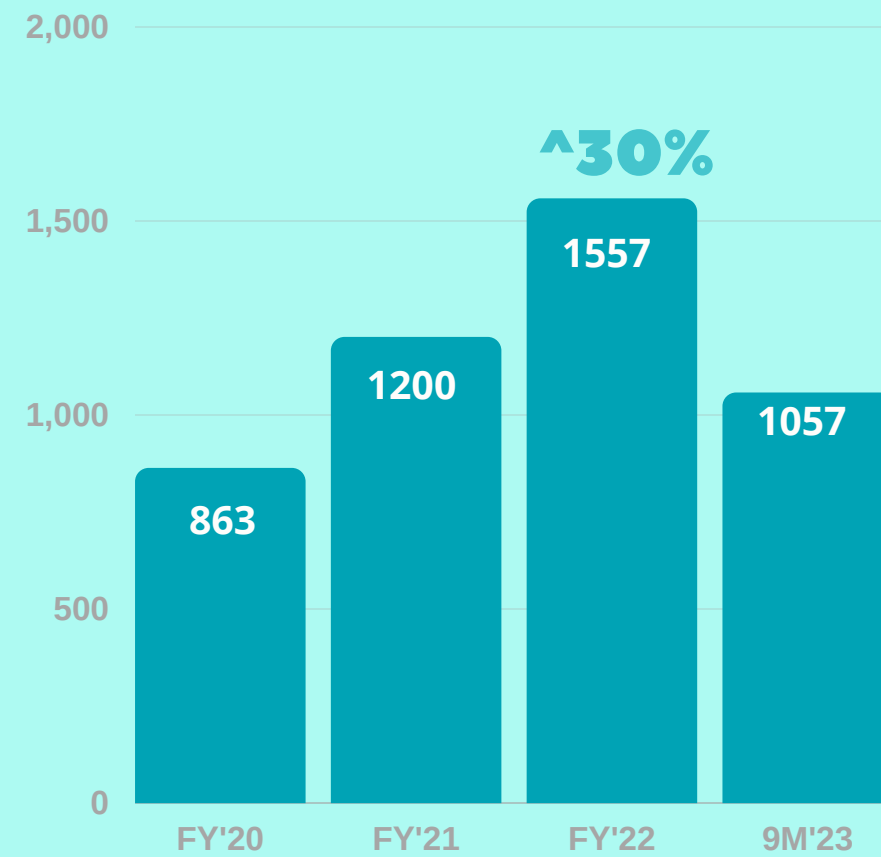
Rs. in crores



Q3'FY23 PERFORMANCE

UP 59% FROM PRE-COVID LEVEL

34% CAGR



ANNUAL PERFORMANCE

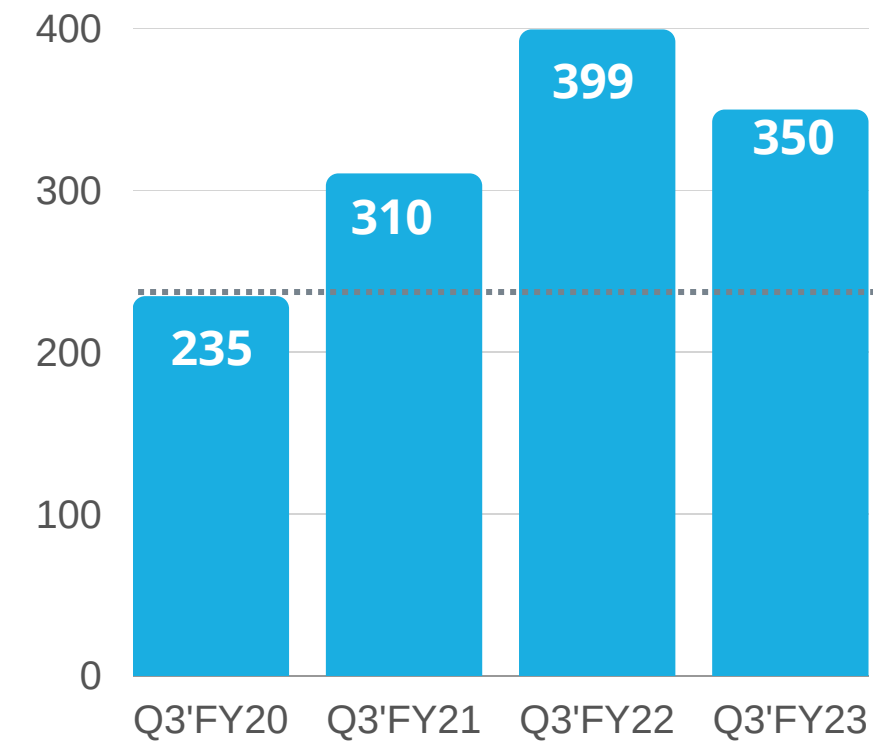


CONSOLIDATED

REVENUE GROWTH

Rs. in crores

14% CAGR



UP 49% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

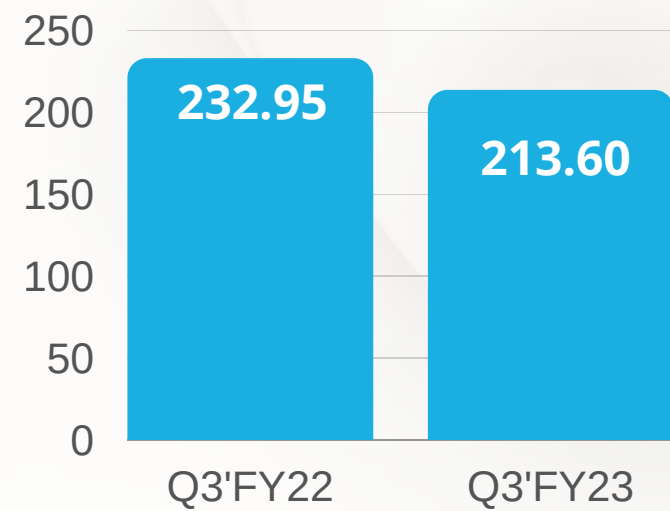
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BUSINESS WISE PERFORMANCE

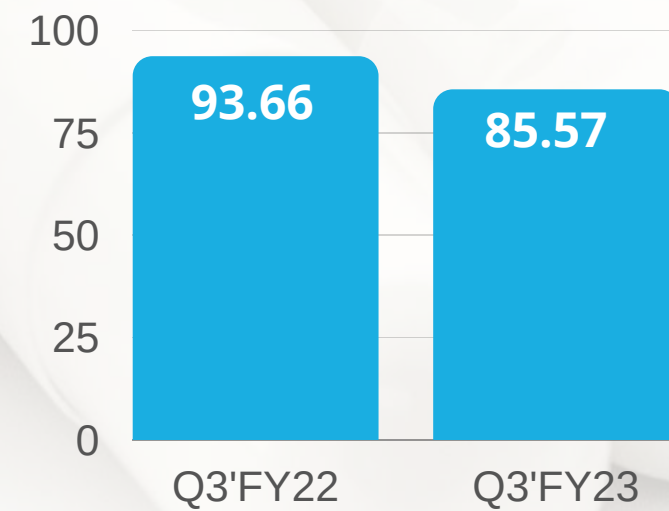
API

-8%



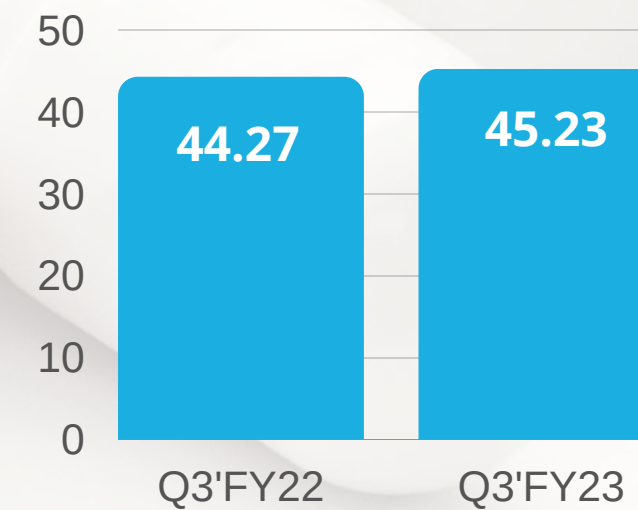
DIAGNOSTICS

-9%



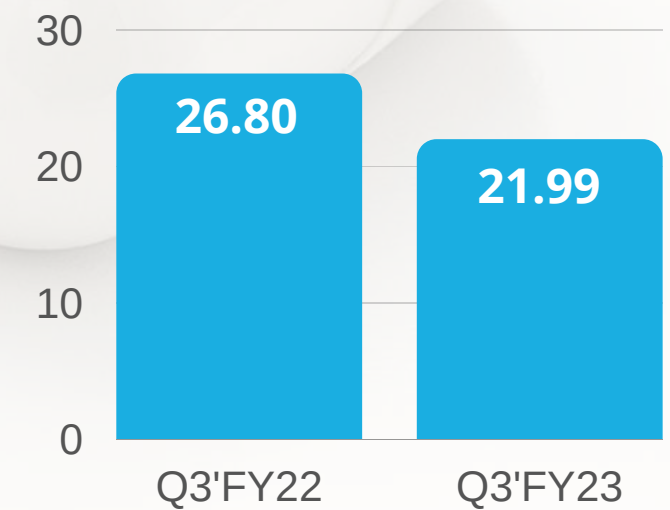
FORMULATIONS

^2%

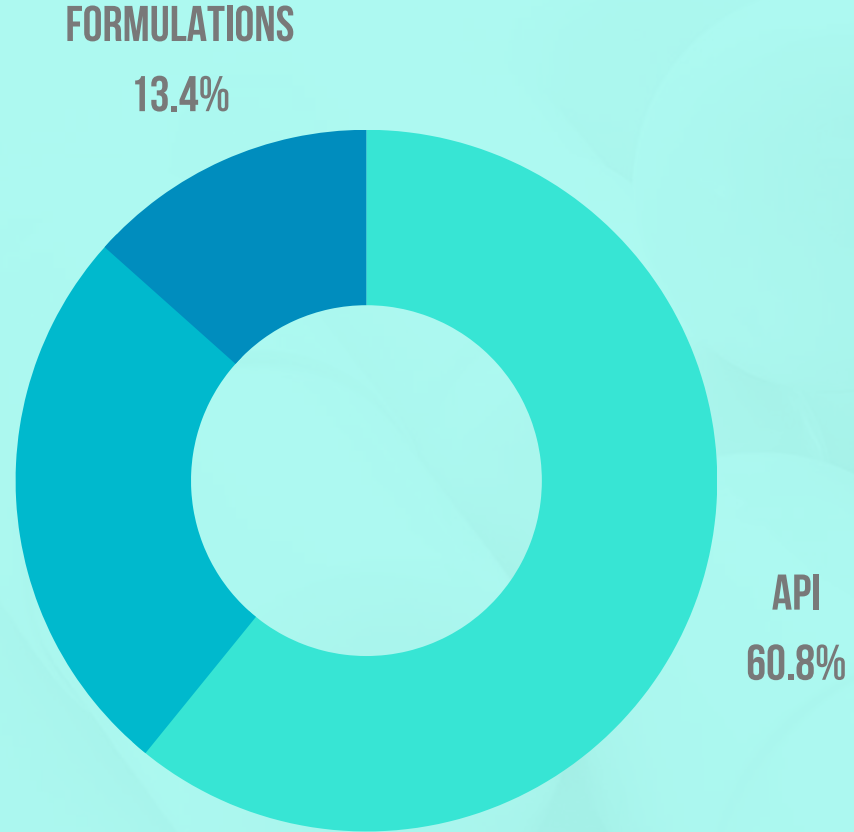


DR.MOREPEN -OTC

-18%



SEGMENT WISE BREAKUP



REVENUE SPLIT 9M'FY'23



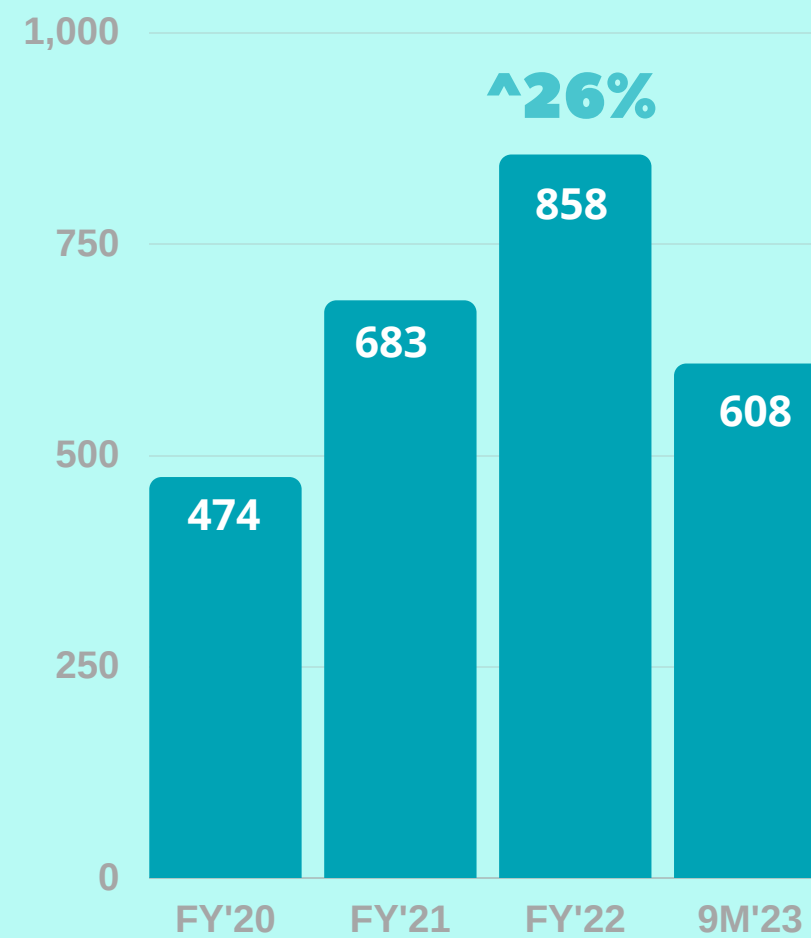
SHARE	9M FY'22	9M'FY23	Change
API	56.5%	60.8%	4.30% ↑
DIAGNOSTICS	31.7%	25.7%	6.00% ↓
FORMULATIONS	11.8%	13.5%	1.70% ↑



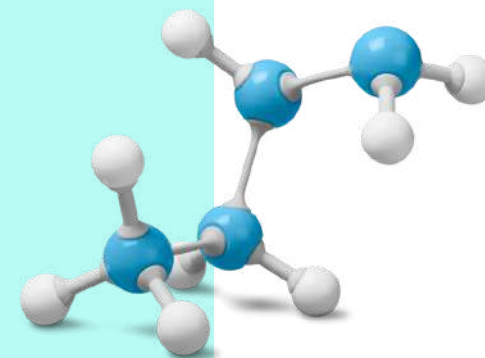
API BUSINESS
LEADERSHIP THROUGH QUALITY

API REVENUE

35% CAGR

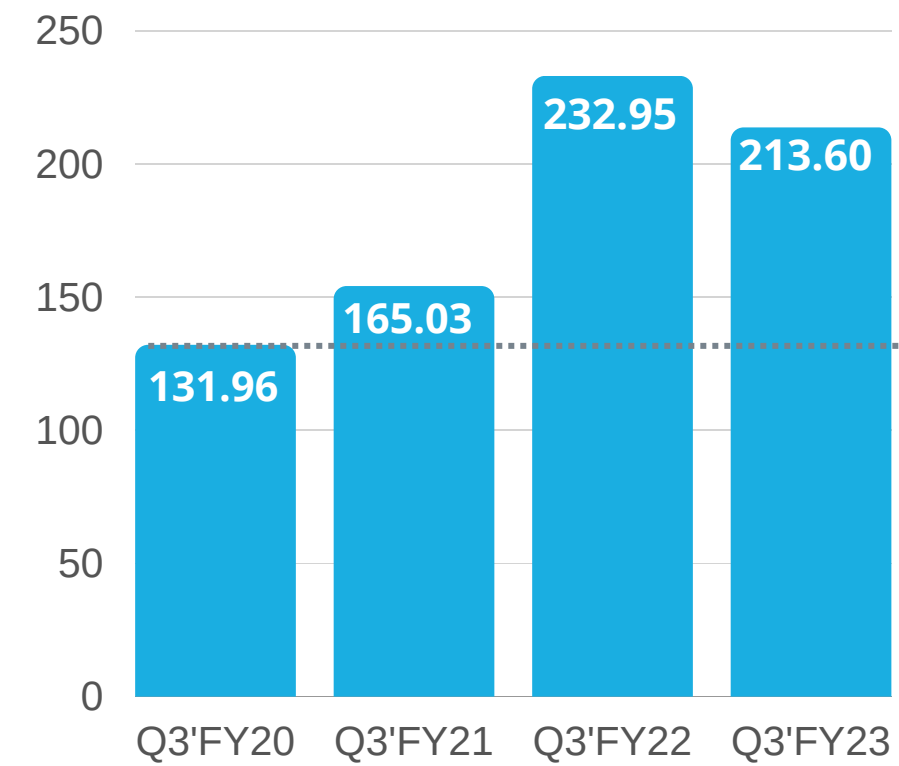


ANNUAL PERFORMANCE



Rs. in crores

CAGR 17%



UP 62% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

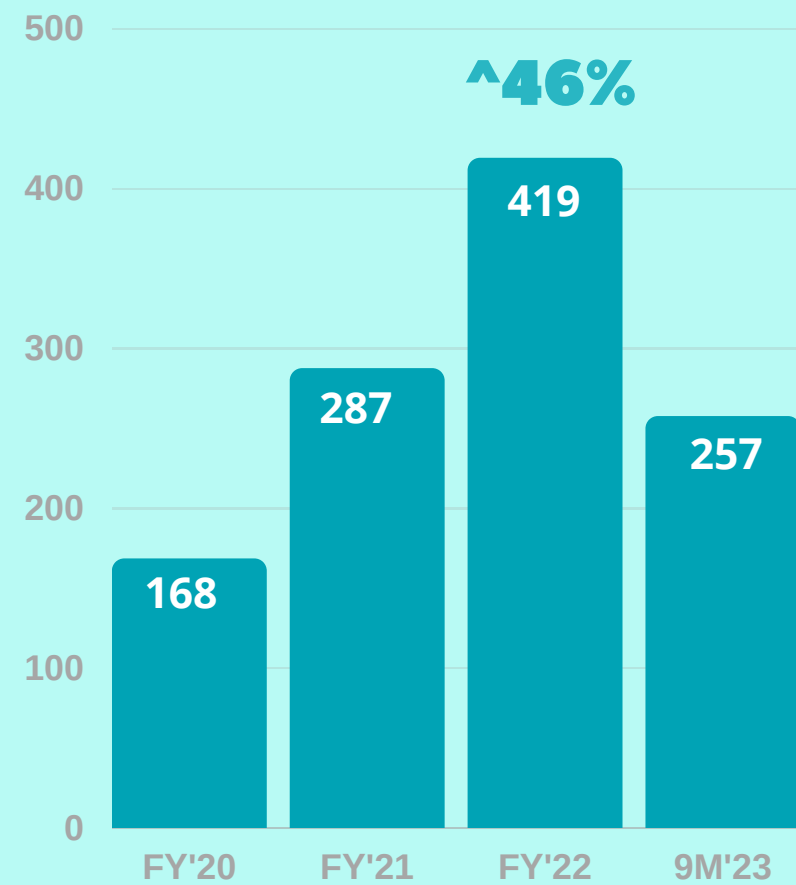


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

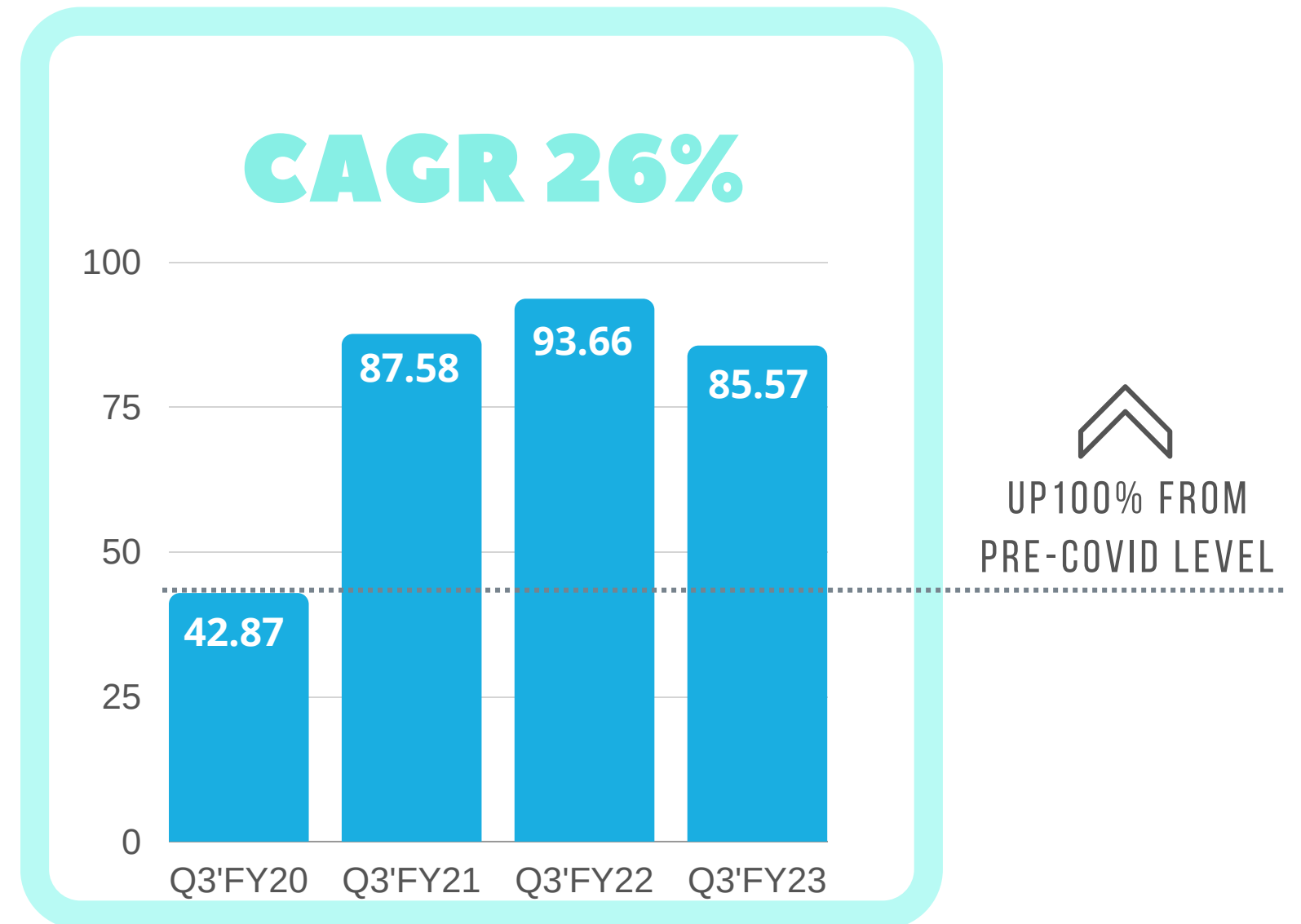
58% CAGR



ANNUAL PERFORMANCE



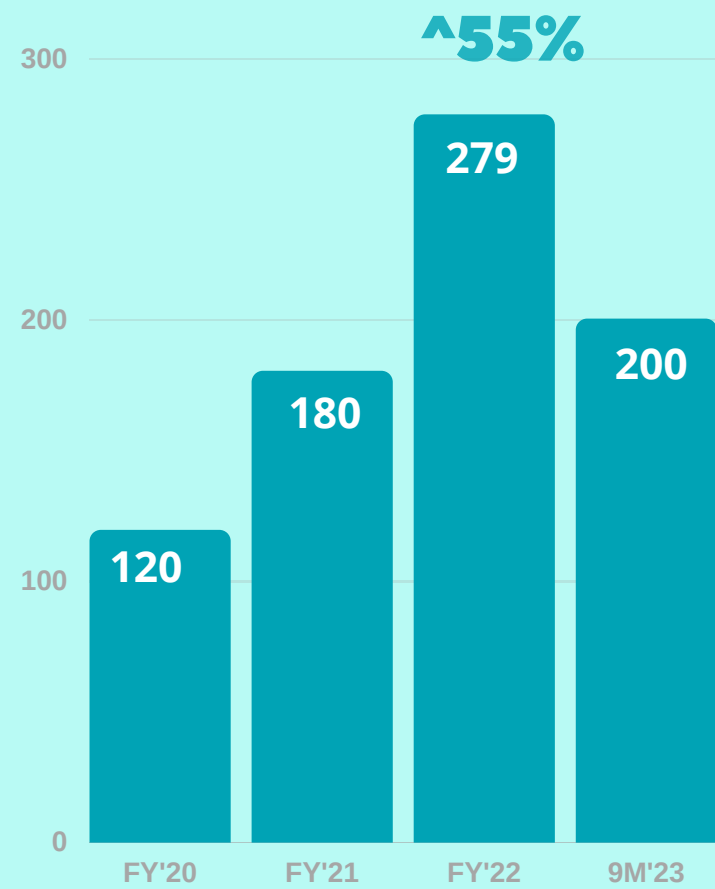
Rs. in crores



Q3'FY23 PERFORMANCE

GLUCO METER REVENUE

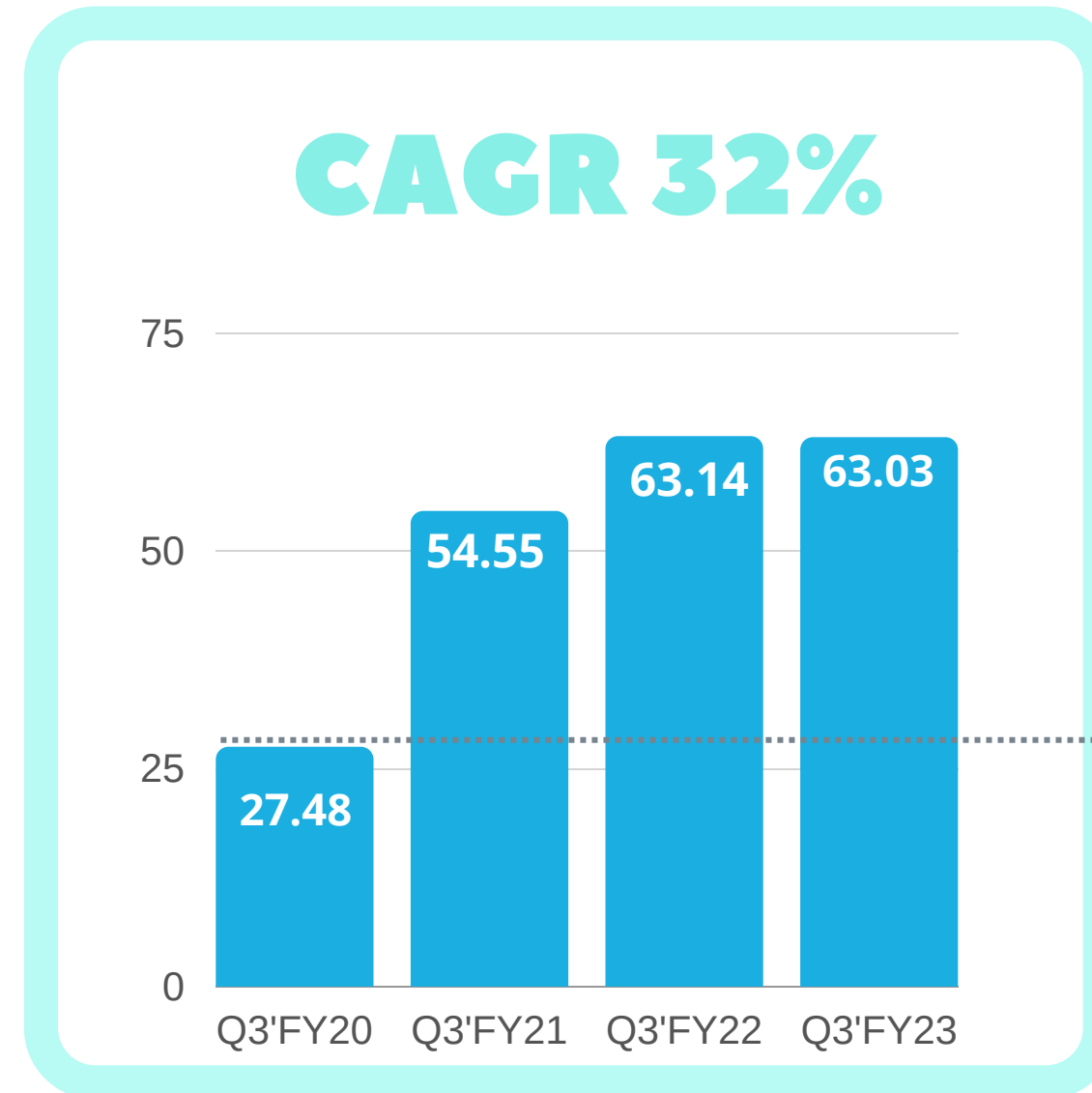
52% CAGR



ANNUAL PERFORMANCE



Rs. in crores

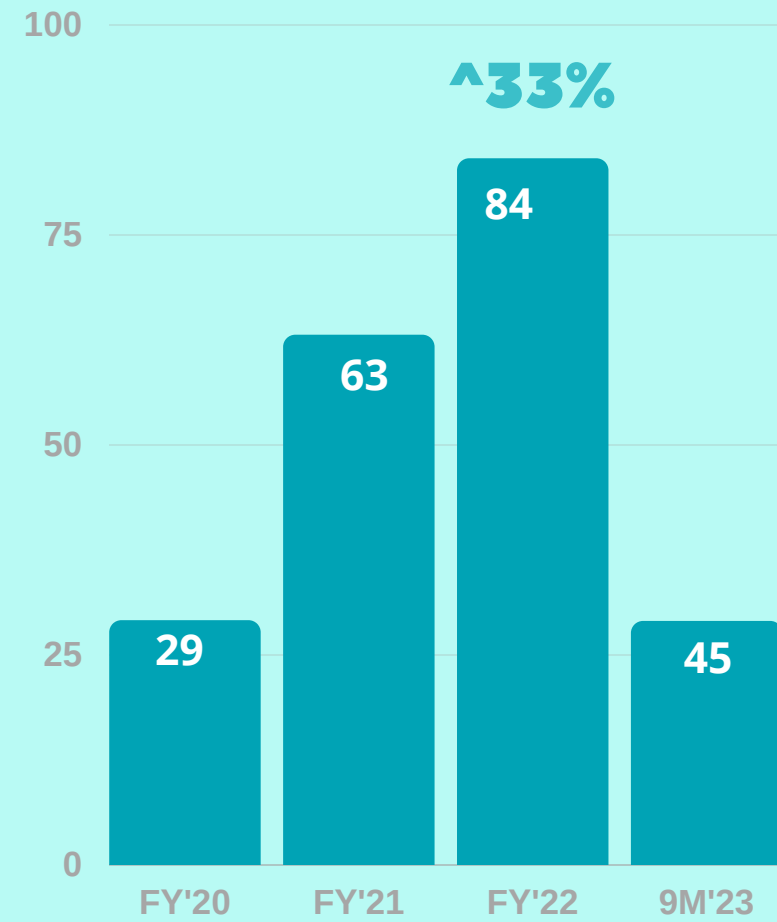


Q3'FY23 PERFORMANCE

UP 129% FROM
PRE-COVID LEVEL

BP MONITOR REVENUE

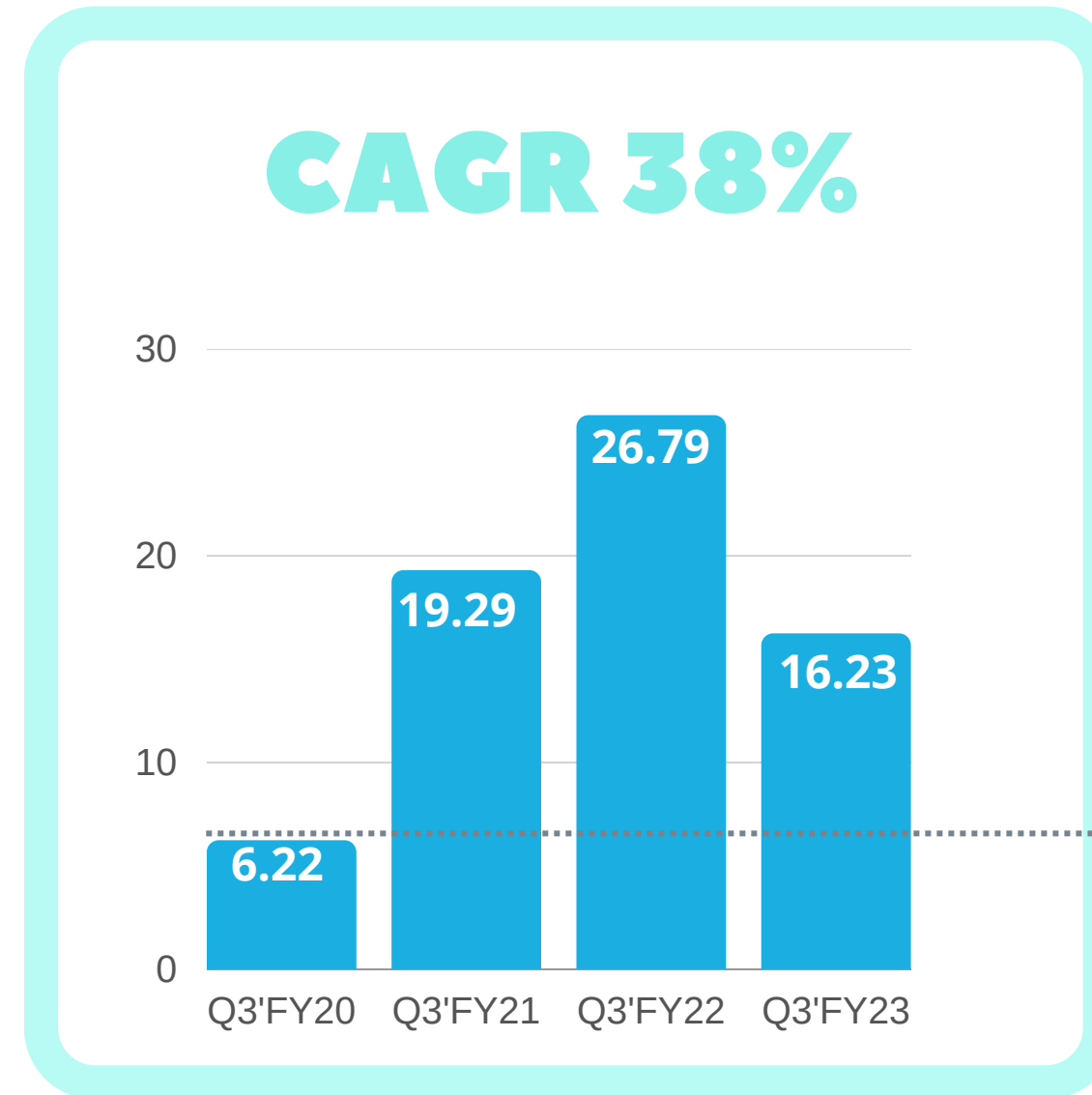
70% CAGR



ANNUAL PERFORMANCE



Rs. in crores



161% GROWTH FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

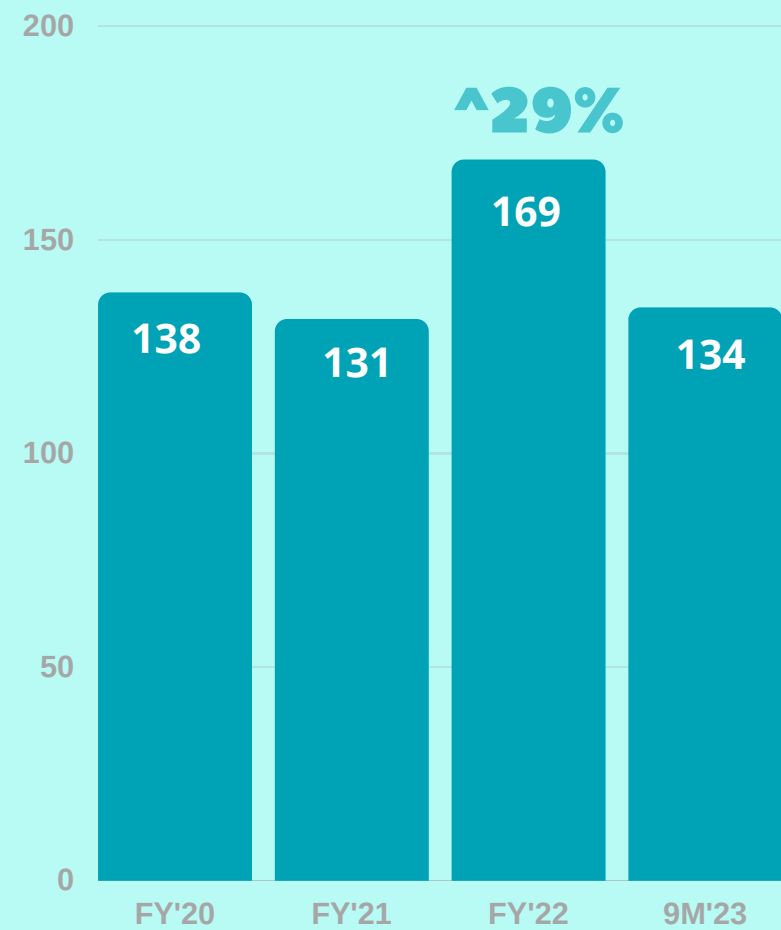


FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS REVENUE

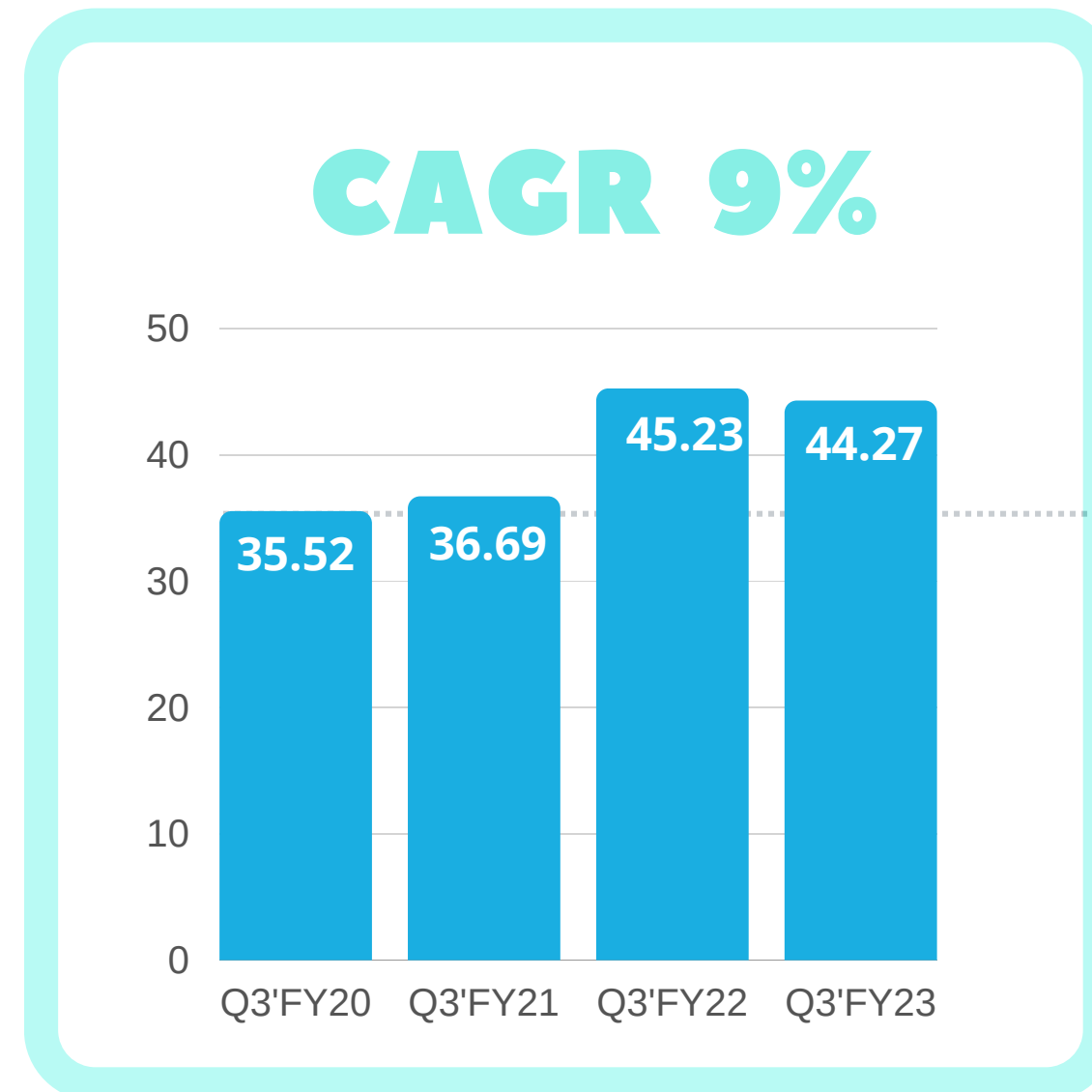
11% CAGR



ANNUAL PERFORMANCE



Rs. in crores



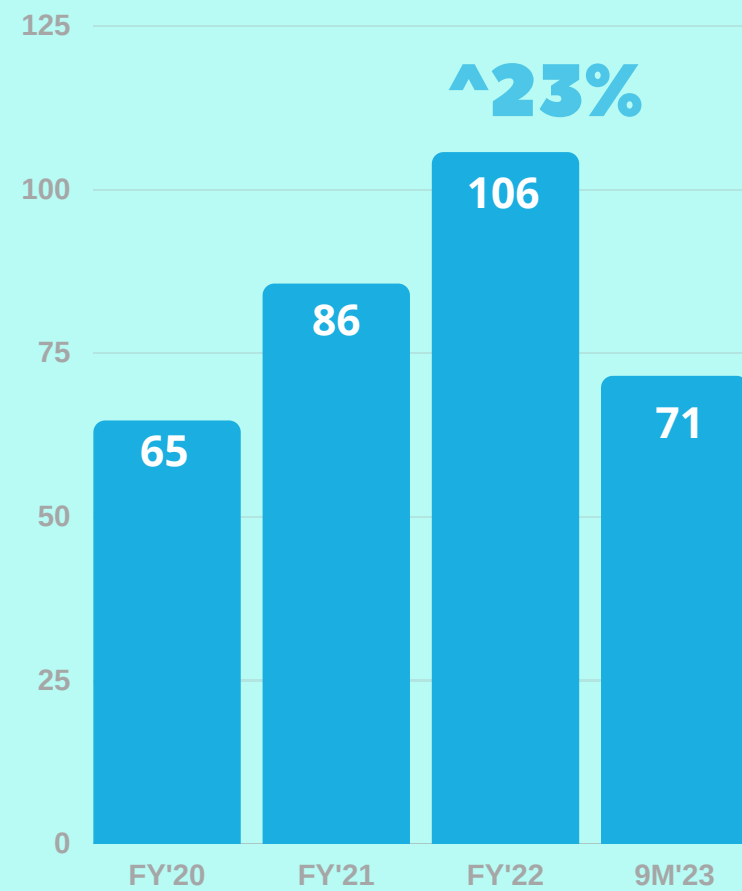
UP 25% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE



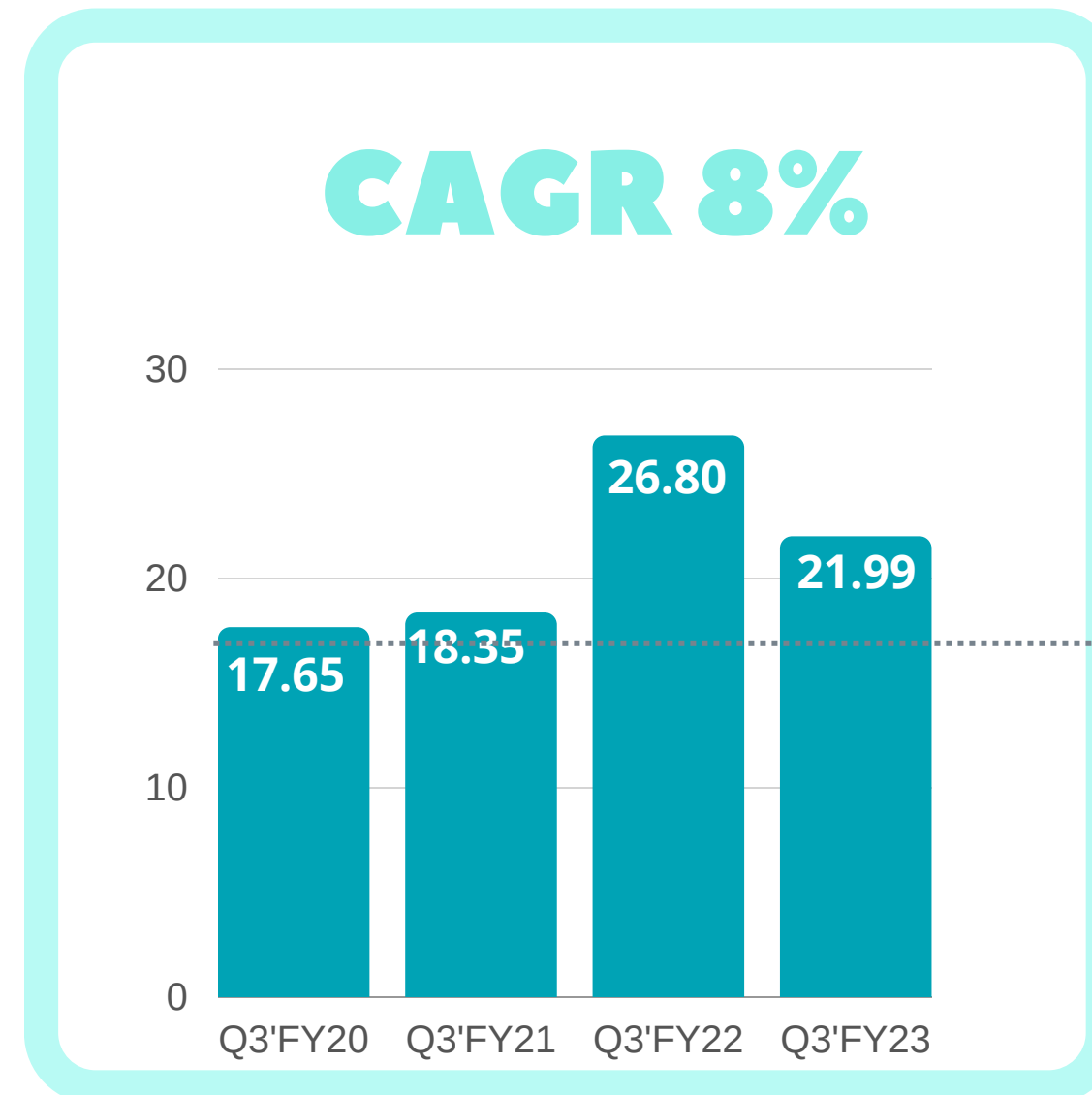
GROSS REVENUE

28% CAGR



ANNUAL PERFORMANCE

Rs. in crores



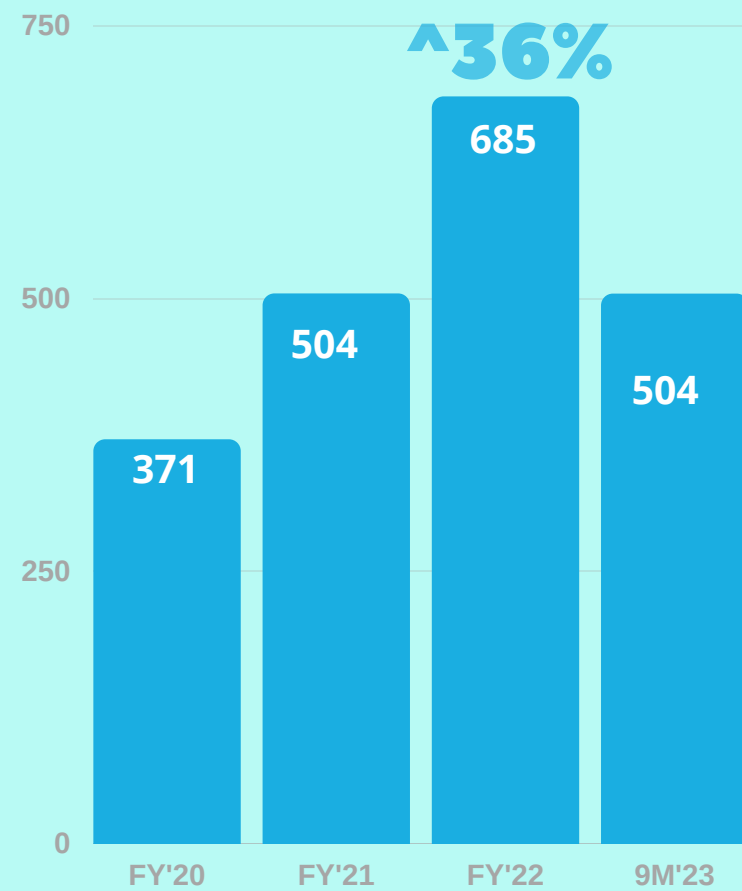
UP25% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

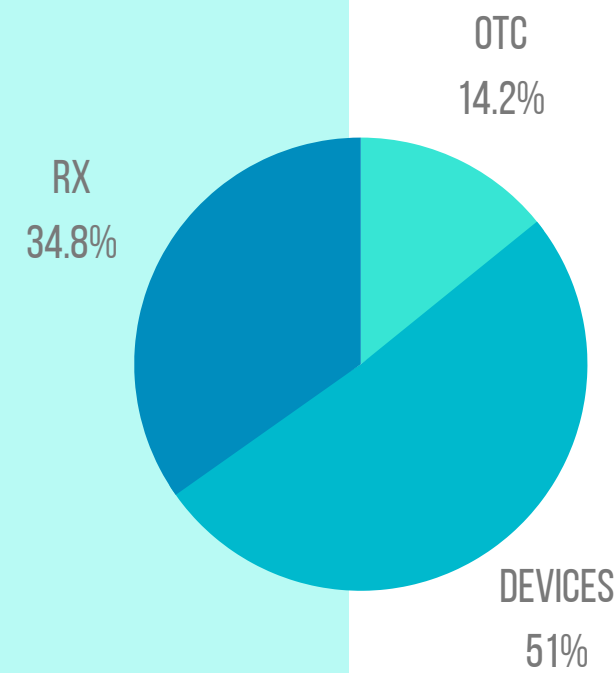
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

36% CAGR



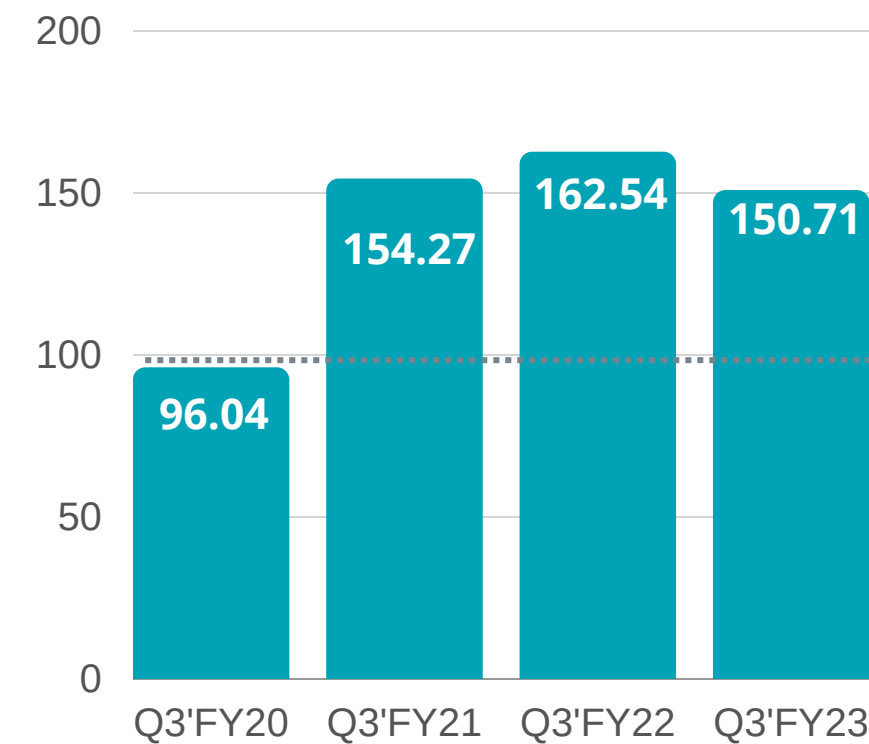
ANNUAL PERFORMANCE



9 M FY'23

Rs. in crores

CAGR 16%



Q3'FY23 PERFORMANCE

UP 57% FROM PRE-COVID LEVEL



FINANCIAL

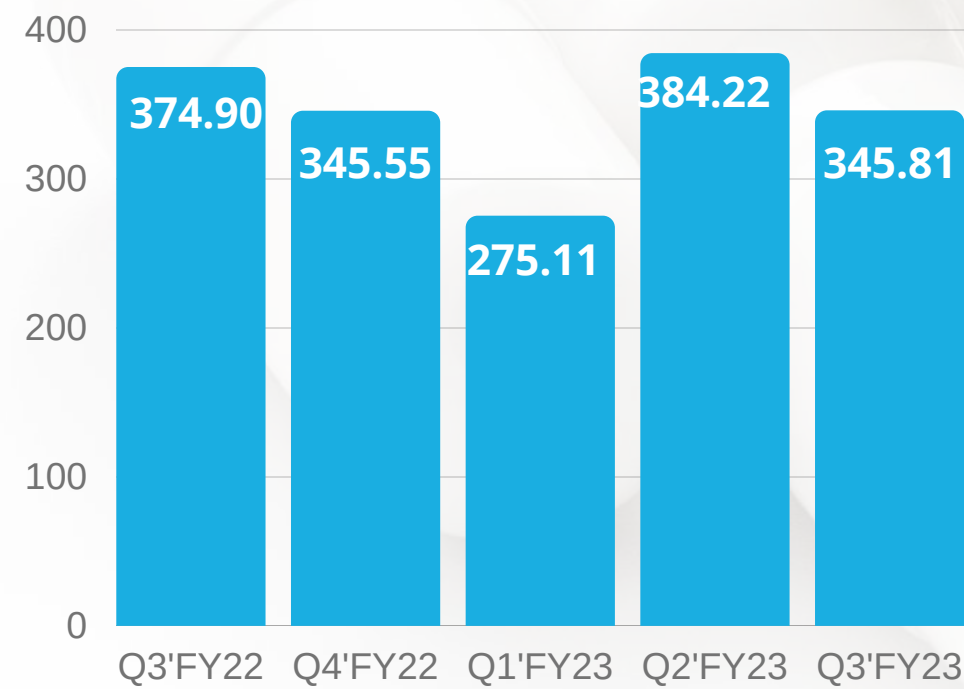
HIGHLIGHTS

STANDALONE

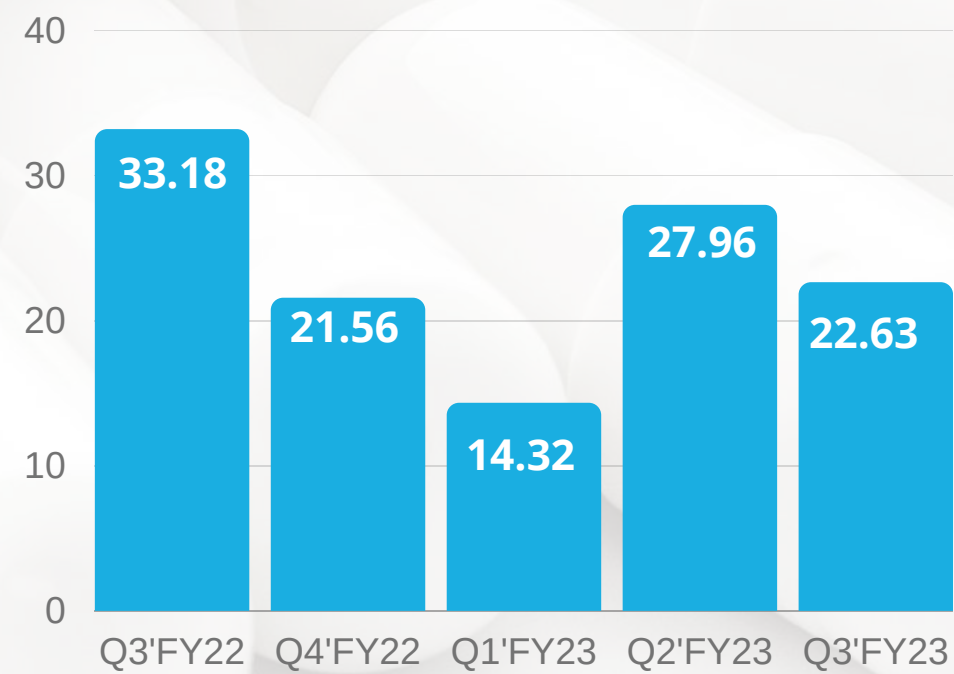
REVENUE HIGHLIGHTS (Q3)

Rs. in crores

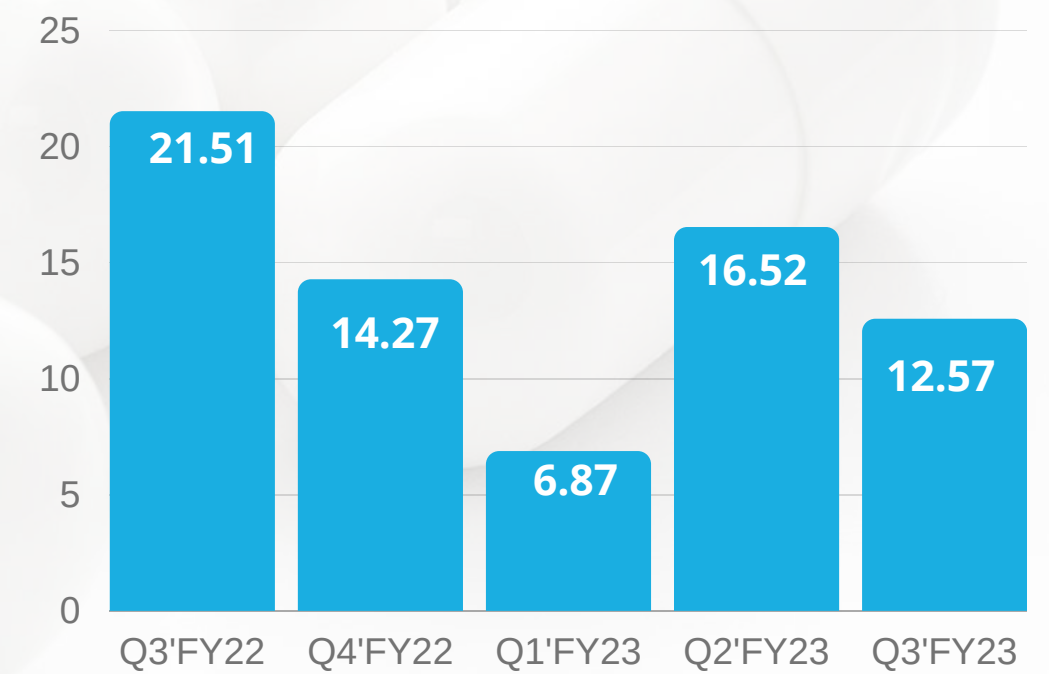
NET REVENUE



EBIDTA



PROFIT AFTER TAX

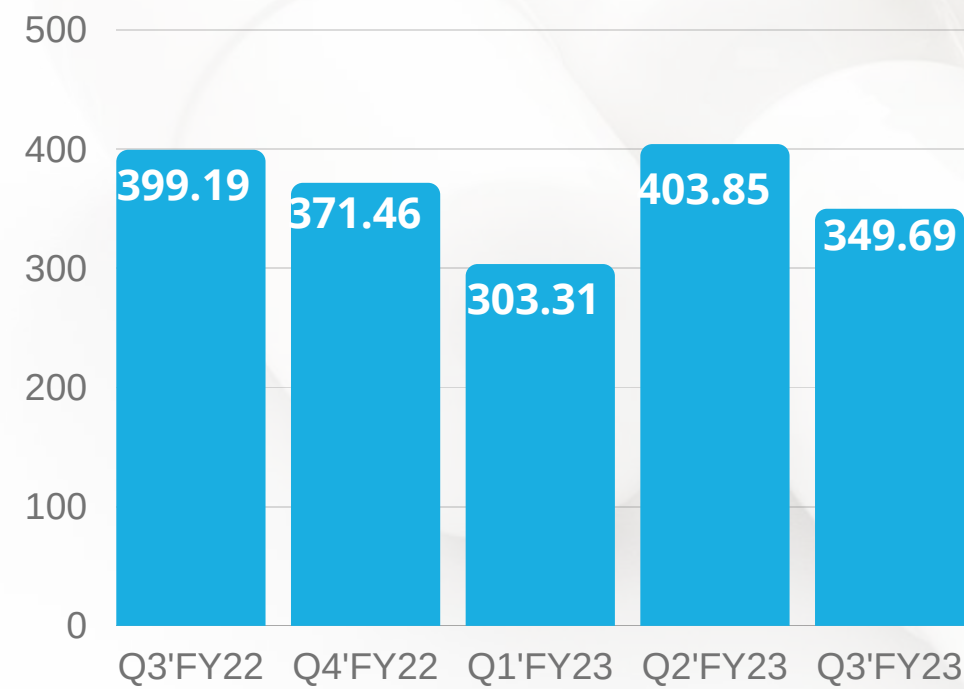


CONSOLIDATED

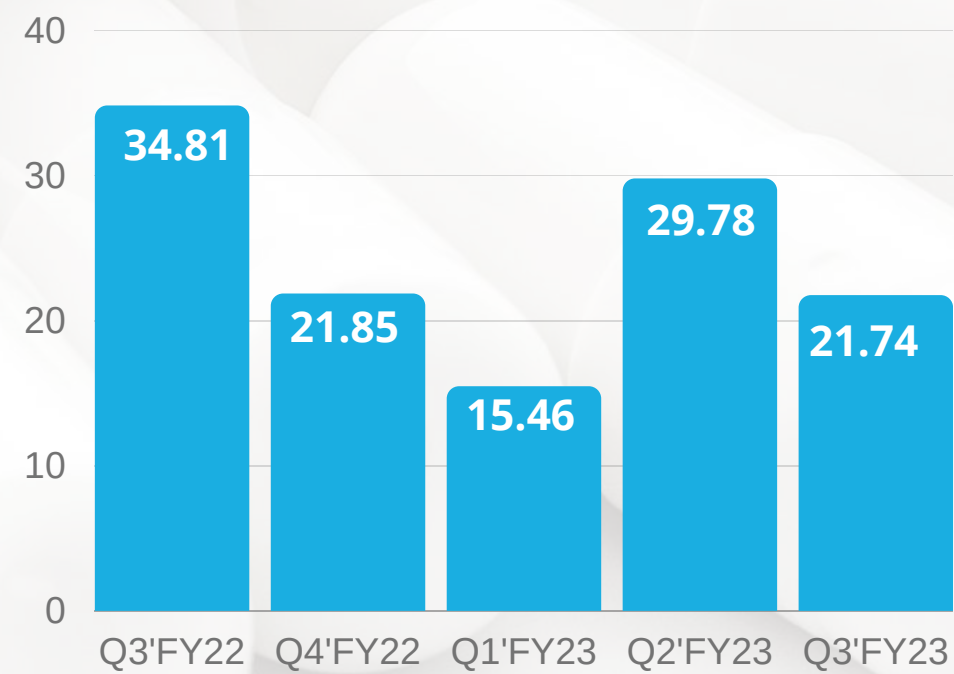
REVENUE HIGHLIGHTS (Q3)

Rs. in crores

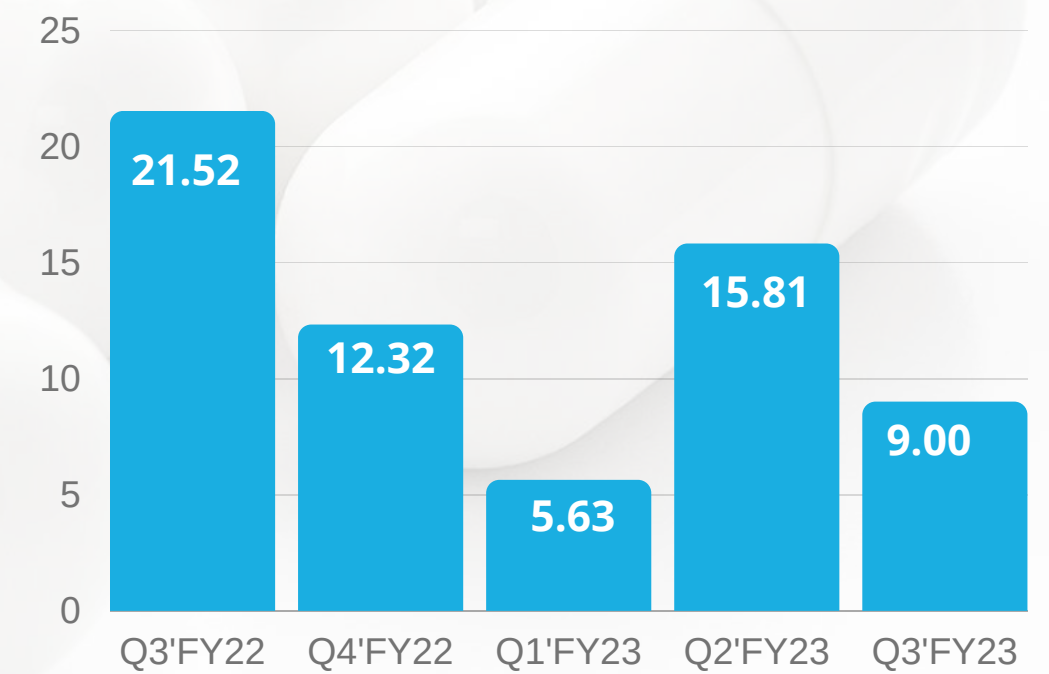
NET REVENUE



EBIDTA



PROFIT AFTER TAX





Thank you

A GLIMPESE OF CORPORATE OFFICE IN DELHI NCR