




Dr. Morepen[®]
Q4'INVESTOR
 PRESENTATION - MAY 2024

Leading Player in
Medical Devices and APIs

MOREPEN LABORATORIES LIMITED



SAFE HARBOUR

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- 2 Business Segments**
- 3 Financial Overview**
- 4 Expansion Playbook**
- 5 Management Team**

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1

Executive Summary

Outstanding Performance

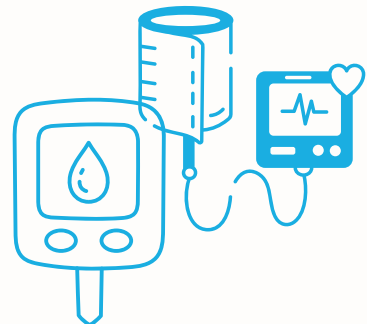
Medical Devices and APIs





1

Executive Summary


Business Segments:



Medical Devices
Point of Care



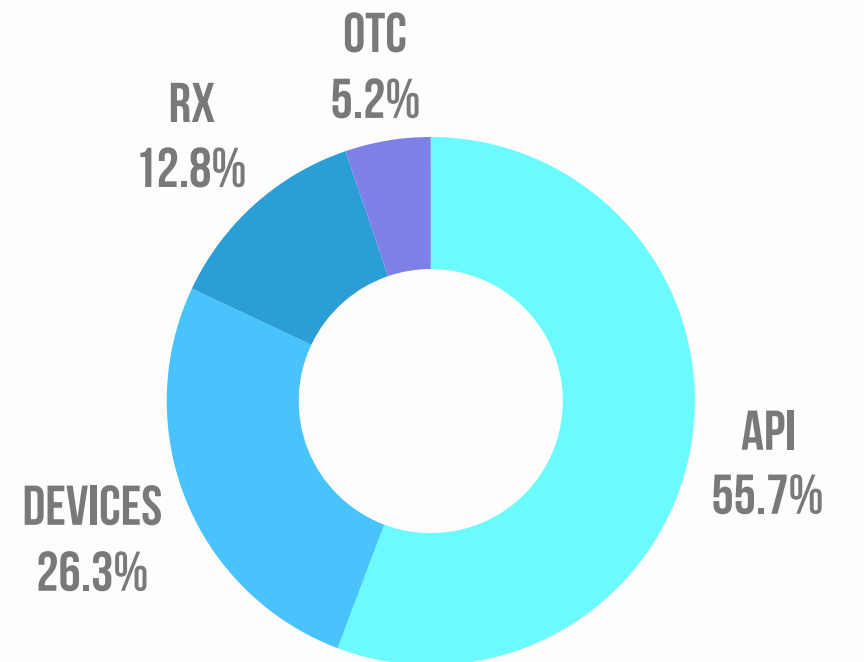
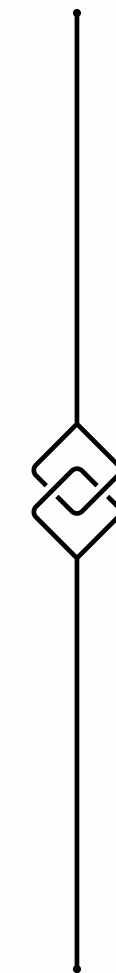
APIs
Bulk Drugs



Rx Formulation
MOREPEN

OTC Products
Dr. Morepen®

Over
80%
Revenue comes from
Medical Devices & APIs



REVENUE SPLIT FY24

1

Executive Summary

Company Positioning:



Market leader
Glucometers*



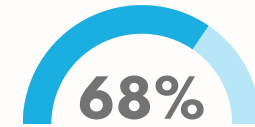
Leading BP Monitor
manufacturer*



Category Leaders
in six APIs*



Exporting to over 80
countries



68% Export
for API



Consistent Growth in
top and bottom line

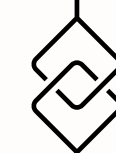


Celebrating
40th year
of the Journey



Debt Free
Company**

With Robust Financials with
negligible interest burden



**Excluding Car loans and LC/OD facility against Fixed Deposits of the company



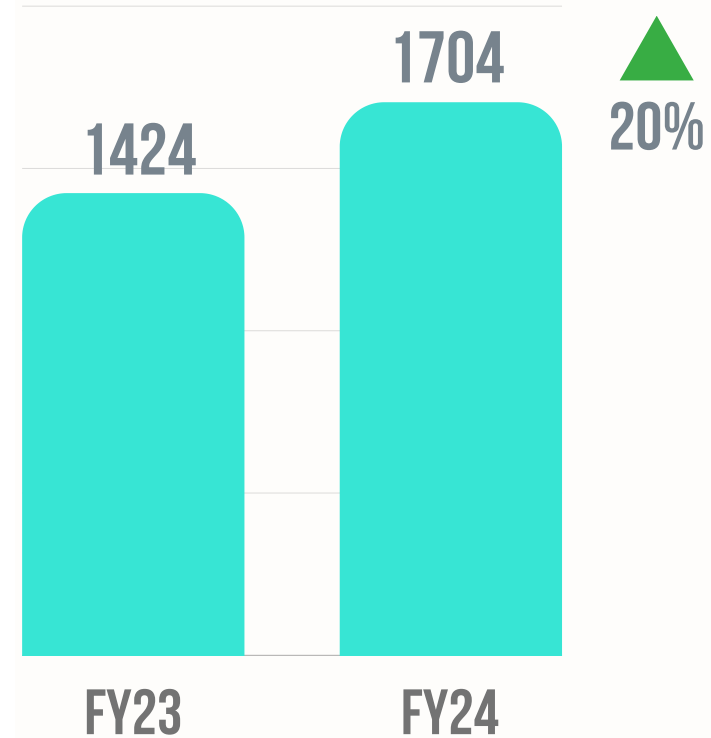
1

Executive Summary

Operational Performance:

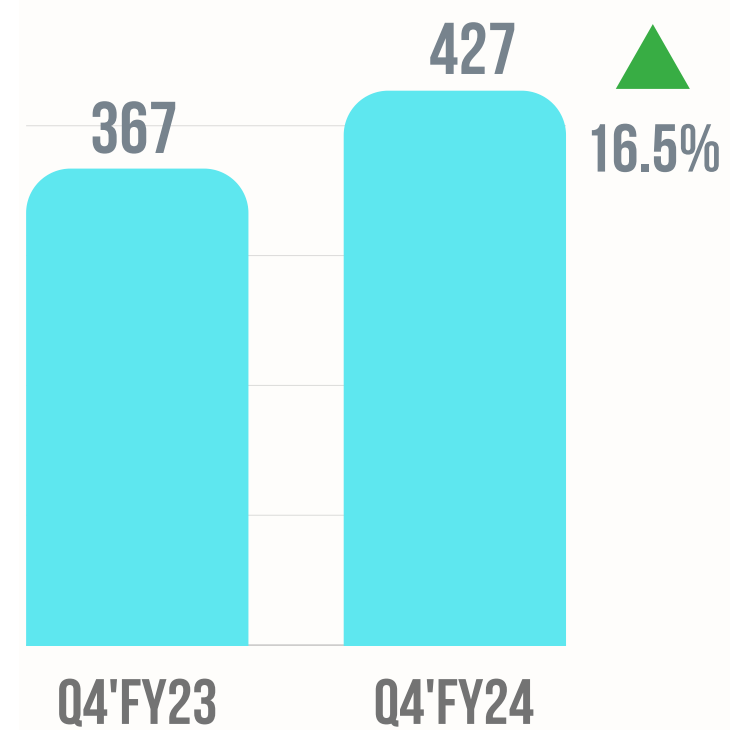
Rs. in Crores

Annual Revenue



Rs. in Crores

Quarterly Revenue



20%

Revenue growth with remarkable rise in Devices business

- Markets have stabilized after post-covid inventory build-ups and fresh buying is happening
- Rollback is much faster in the Devices segment which grew 35% this year
- API Business grew by 14% despite substantial price pressure at the end products
- Import prices have softened and we continue to improve our margins

Rs. in Crores

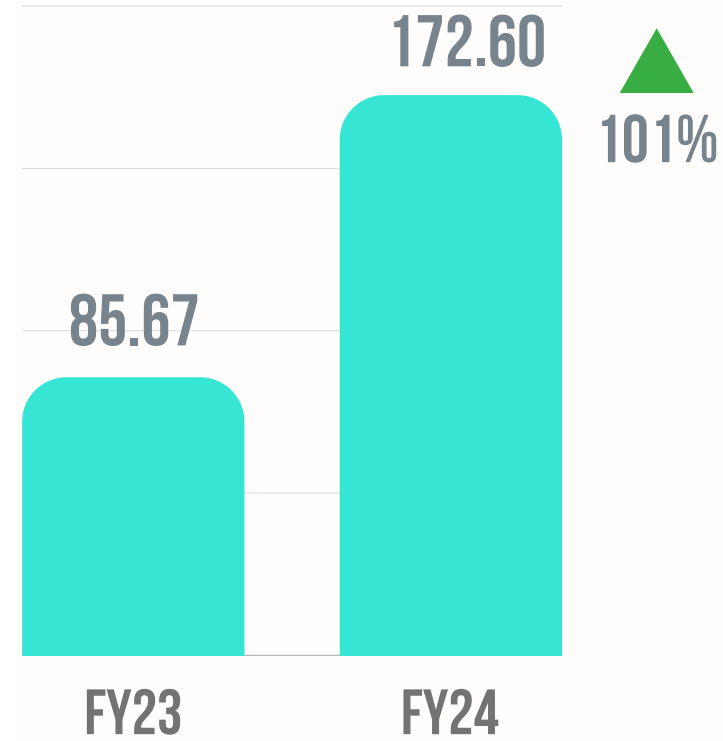
1

Executive Summary

Operational Performance:

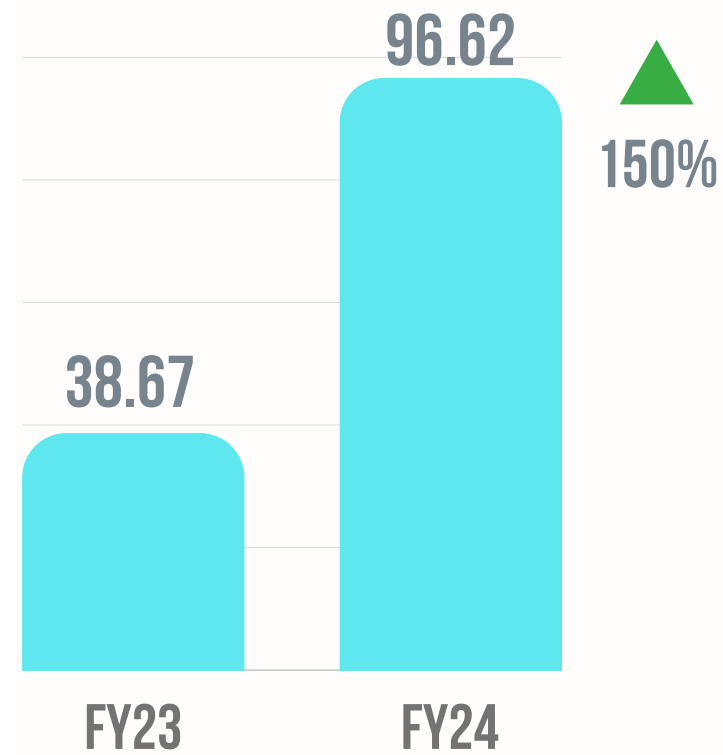
Rs. in Crores

Annual EBITDA



Rs. in Crores

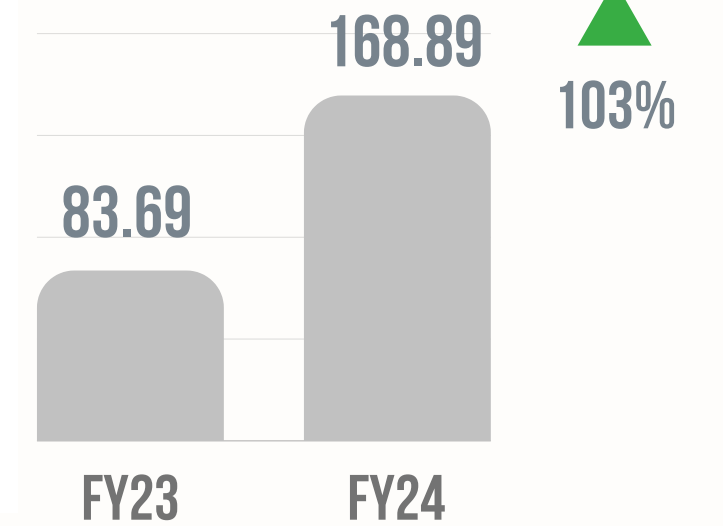
Annual PAT



101%

Jump in the EDITDA with higher revenues and better gross margins

Cash Generatrion -pre tax



Rs. in Crores

INDEX

2

Business Segments



Category Leader in

Medical Devices and APIs

2

Medical Devices



Over
95%
*Business comes from Glucometers
and BP Monitors*

Category Leader in Medical Devices :



Blood Glucometers

19% Market Share*

Leading Brands

- Other Portfolio :
- Thermometers
 - Weighing Scales



BP Monitors

18% Market Share*

- Pregnancy Kits
- Oximeters
- Ortho Support
- Stethoscope

- 100% in-house production, started in Baddi at 2015 including injection moulding.
- Glucometers manufactured from bare PCBs, with low dependence on import
- Facilities as per global standards, approved by ISO:13485
- Capacity Expansion is an going process



*Industry Report (FY23)

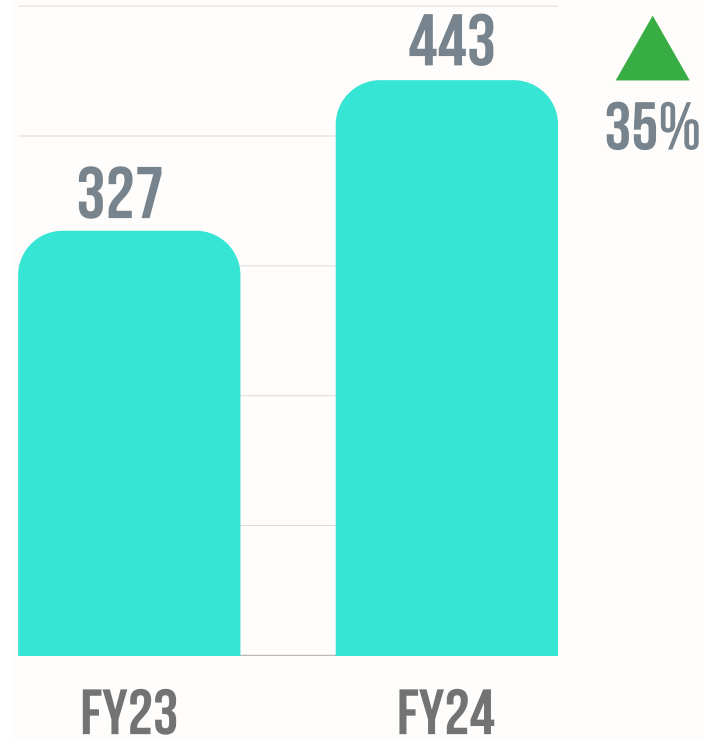
2

Medical Devices

Operational Performance:

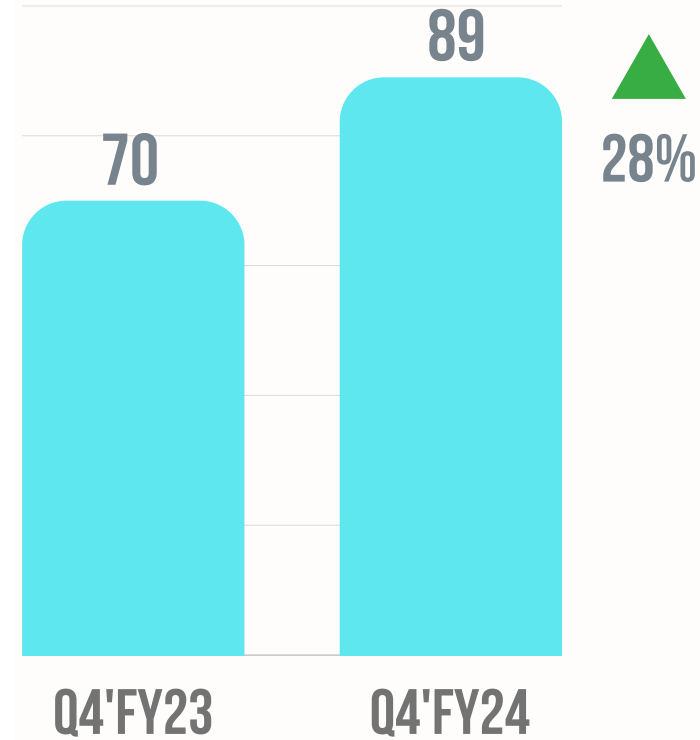
Rs. in Crores

Annual Revenue



Rs. in Crores

Quarterly Revenue



35%

Increase in revenue with excellent come back in Glucometers

- Annual revenue grew from Rs.327 cr last year to Rs. 443 cr, recording a leap of 35% in FY24.
- Quarterly revenue jumped 28% in Q4 on y-o-y basis.
- More pressure to produce more to keep pace with demand.
- More and more backward integration to control the costs and supply chain.

Rs. in Crores

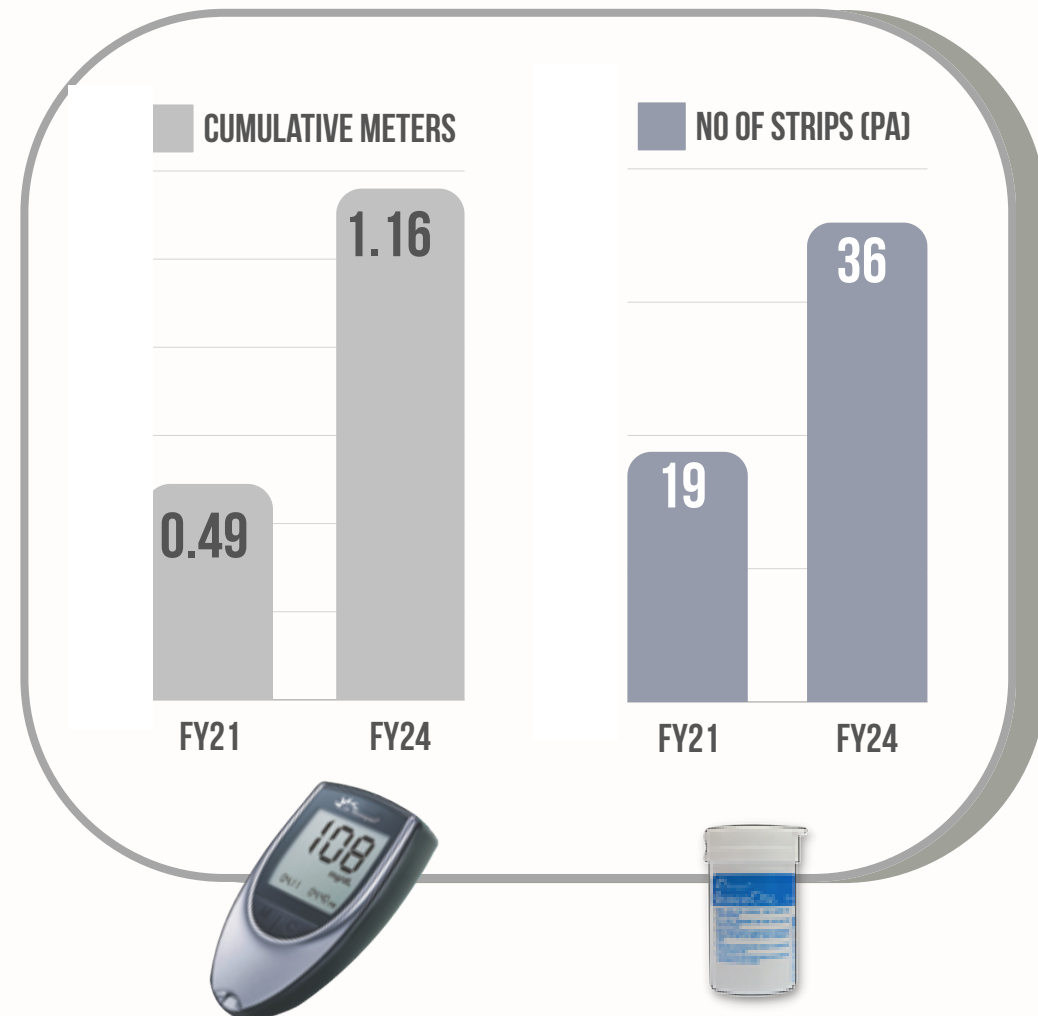
2

Medical Devices

Glucometers:

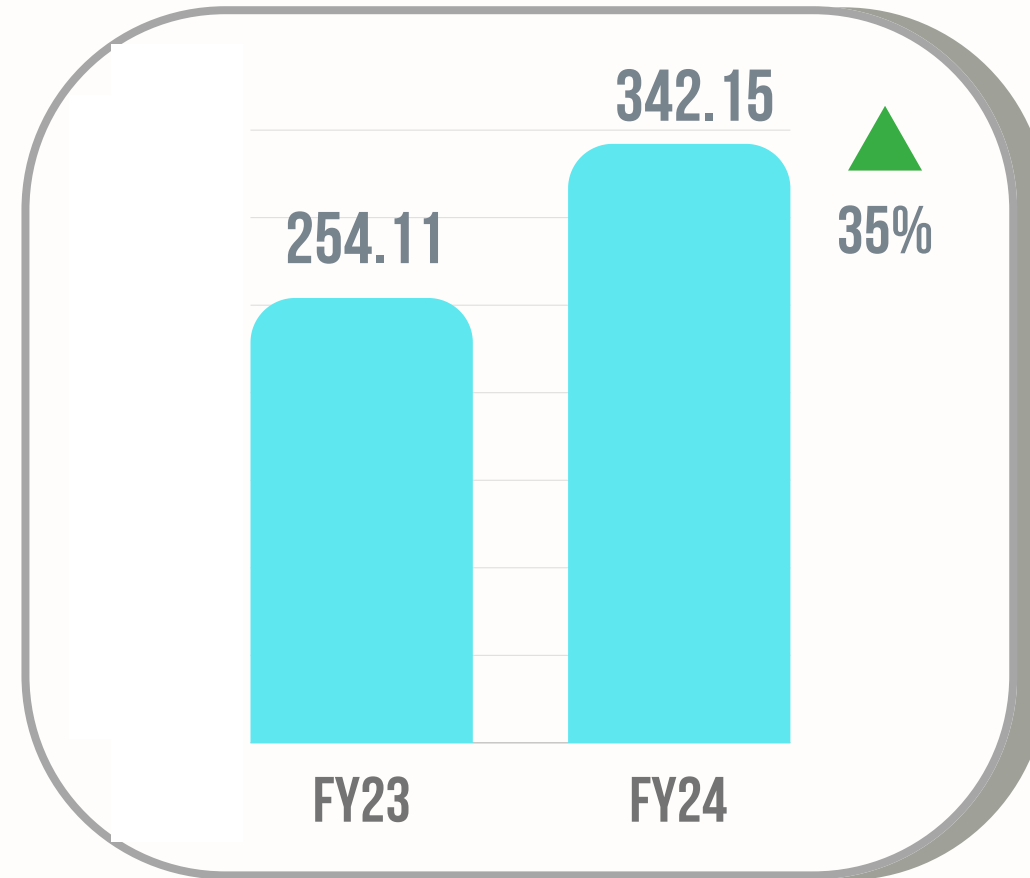
Numbers in Crores

No of Meters and Strips Sold



Rs. in Crores

Glucometer & Strip Sales (Total)



11.6mn

Customer base with repeat purchase of strips every year

- Number of meters installed has gone double in last three years and so is the number of strips sold every year.
- We keep investing in the market to expand the customer base and assure lifetime supply of strips, sold over 1.50 bn strips so far.
- Lifetime free repair and replacement of meters. Service centres across India
- Entered International markets like Thailand and Middle East.

*Cumulative **Annual

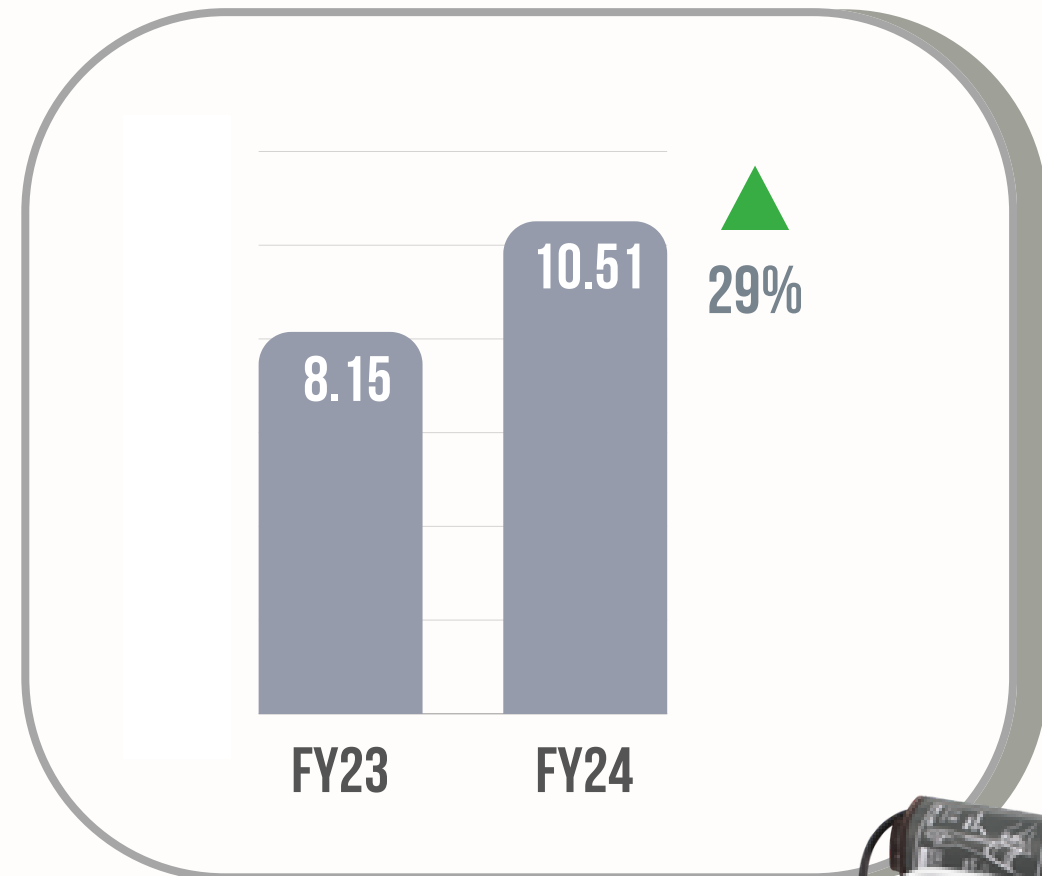
2

Medical Devices

Blood Pressure Monitors:

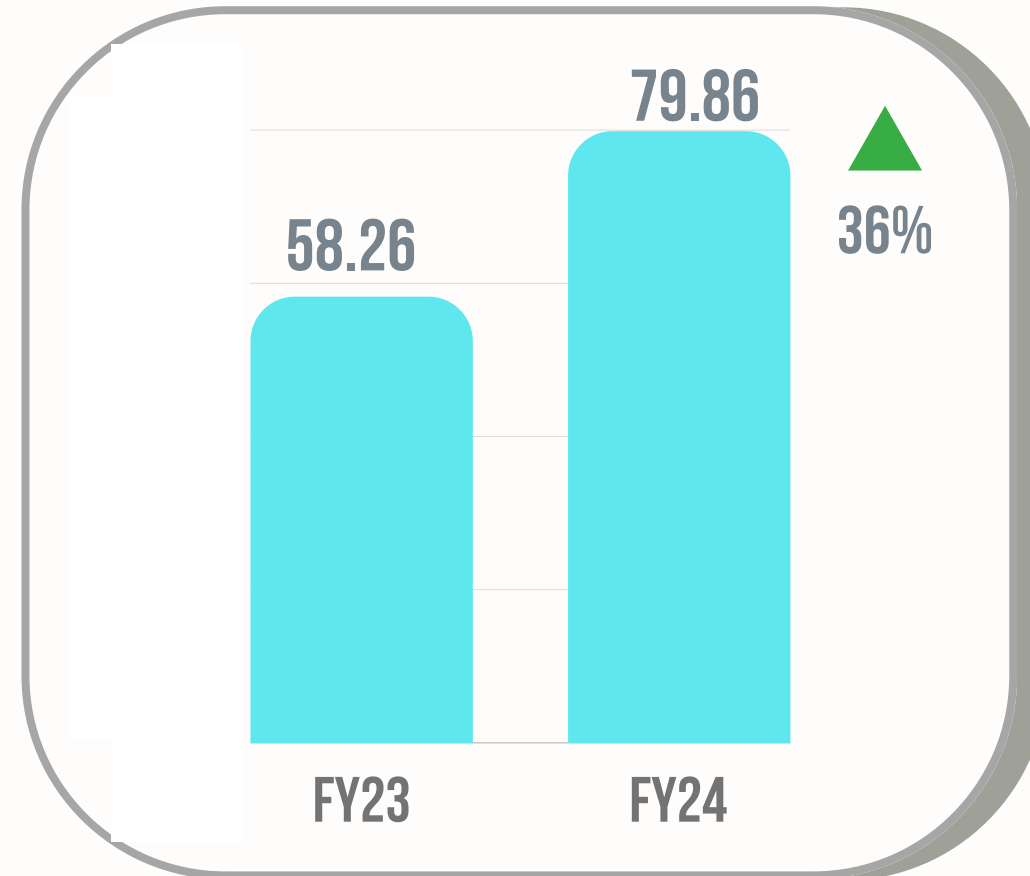
Numbers in lakhs

No. of BP Monitors Sold



Rs. in Crores

Sales Revenue



Over
1 million
BP Monitors sold this year with
increasing awareness

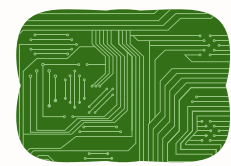
- Strong come back from post-covid drop with a substantial growth of 29% in the number of meters sold and 36% in the Revenue
- 100% manufacturing in India with full backward integration.
- Dedicated SMT lines ordered to have regular supplies at good cost.
- Expanding all India market reach, particularly in South

*Cumulative **Annual

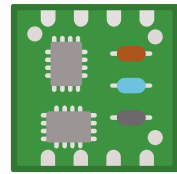
2

Medical Devices

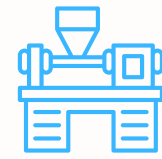
Manufacturing Cycle:



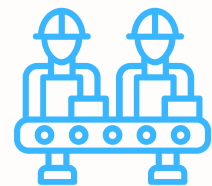
Bare PCB



PCB Mounting SMT



Injection Moulding



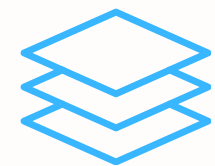
Assembly lines



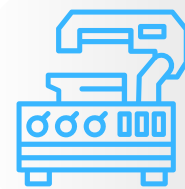
In process testing



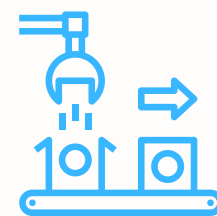
Final Quality Tests



Bulk ♦ Sheets



Sheet Cutting



Strip Packing



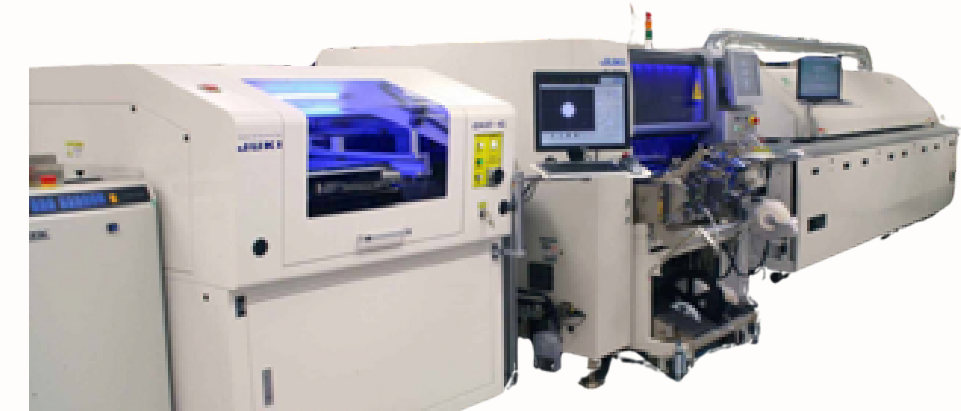
Ready to Ship



Meter Packing

STRIP

Manufacturing to begin in India in this fiscal at full swing



• A typical SMT Machine used for Mounting



To start manufacturing in-house in FY25

2

Medical Devices

Growth Drivers:



Capacity Expansion



Increased Reach in South India



Direct exports and private label



Bigger Sales Team



More Retail coverage



Higher productivity per person

100mn

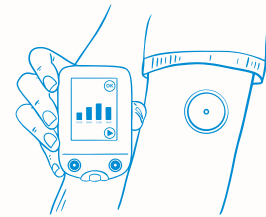
Estimated diabetic patients in India, only ~50% market is accessible now

- *Capacity expansion to feed the growing demand of BP and Gluco meters*
- *Increased market reach particularly in south region.*
- *Expanding sales team with better retail coverage*
- *Focus on export to US and other markets*

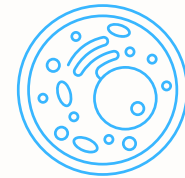
2

Medical Devices

New Initiatives:



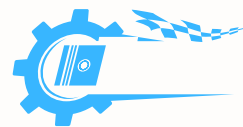
Continuous Glucose Monitoring (CGM)



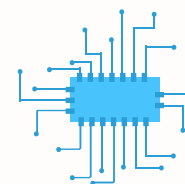
Cell Culture Monoclonal Antibodies



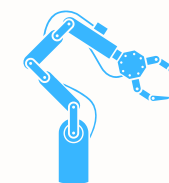
Immuno Diagnostics



Mechanical Design



Electronics Design



Industrial Design

R&D

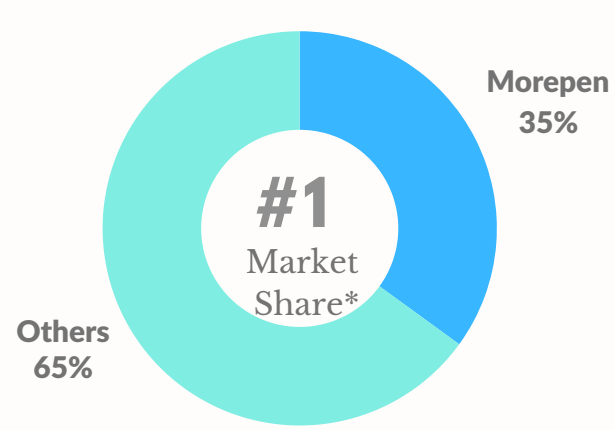
Three R&D Labs at Delhi, Bangalore and Baddi (HP)

- *Long term focus on developing Continuous Glucose Monitoring (CGM)*
- *Rapid tests for infectious diseases like Malaria and Dengue*
- *Pregnancy and ovulation related products*
- *Product design and aesthetics with in house 3D printers*

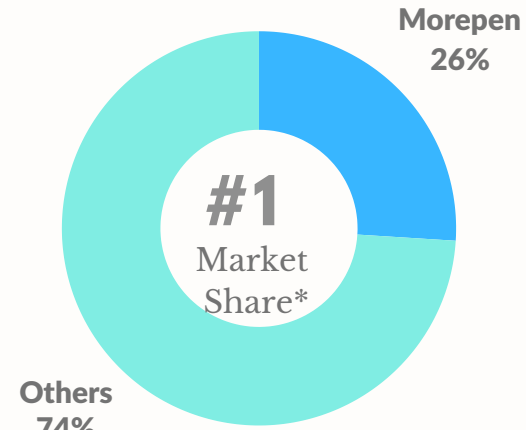
2

API Business

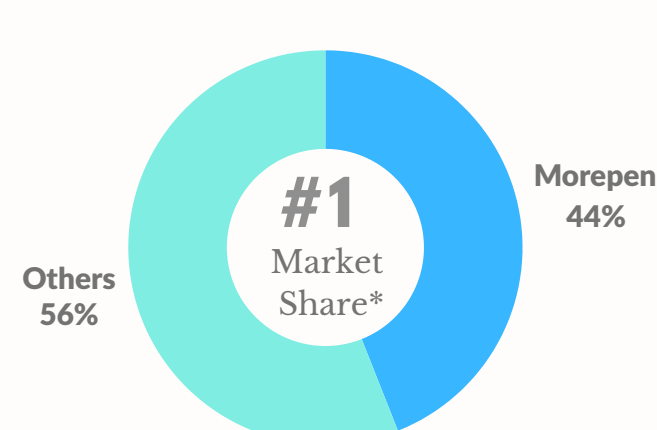
Category Leaders in Six Drugs:



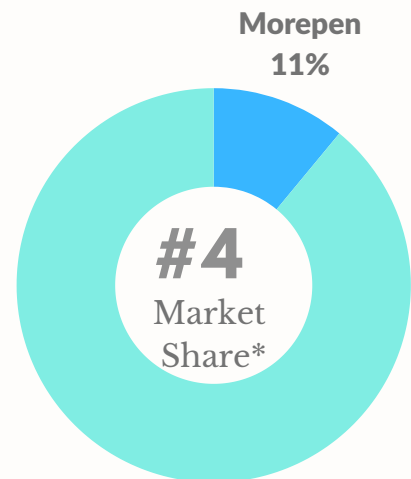
LORATADINE



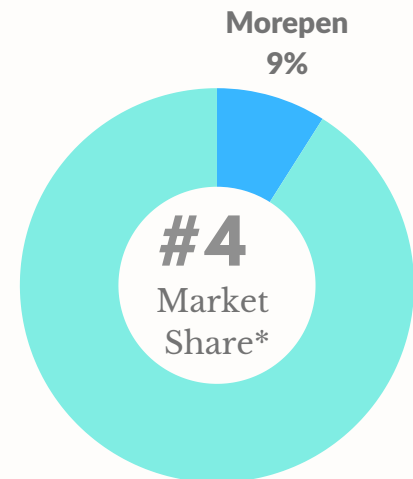
DESLORATADINE



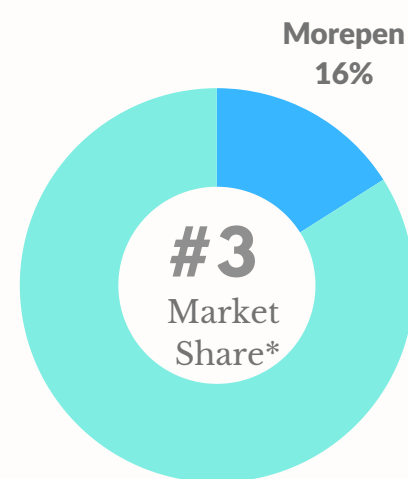
MONTELUKAST



ATORVASTATIN

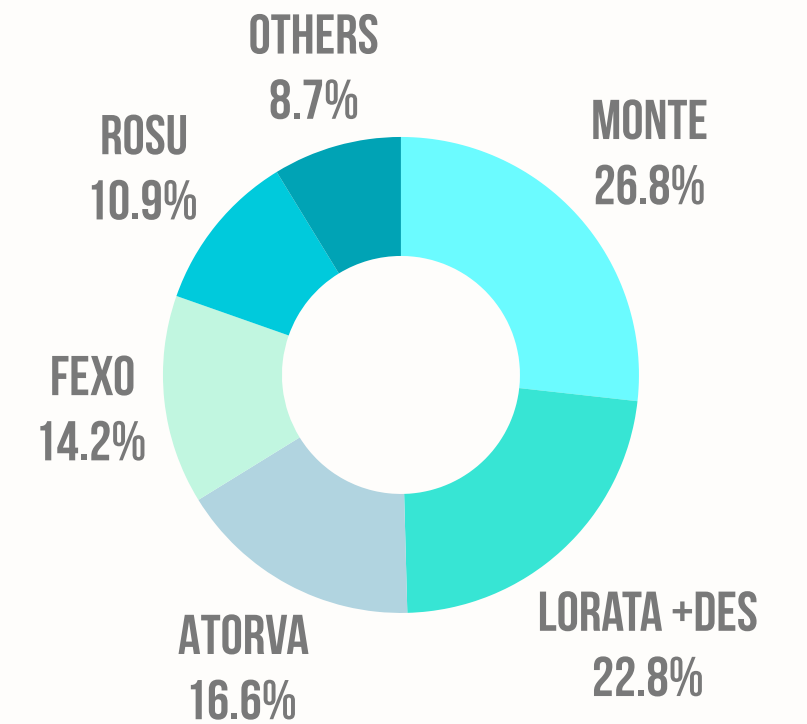
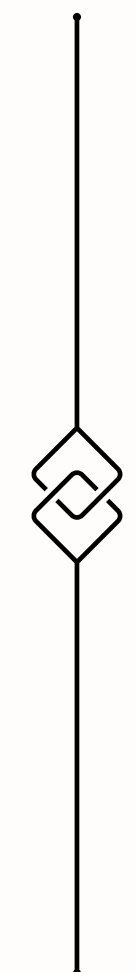


ROSUVASTATIN



FEXOFINADINE

Over **90%** of API revenue comes from top six high value lead products



API REVENUE SPLIT FY24

Other Lifestyle Product Categories : • Anti-Allergy • Anti-Diabetes • Cardiac • Anti-depressants

*Source: Industry Report



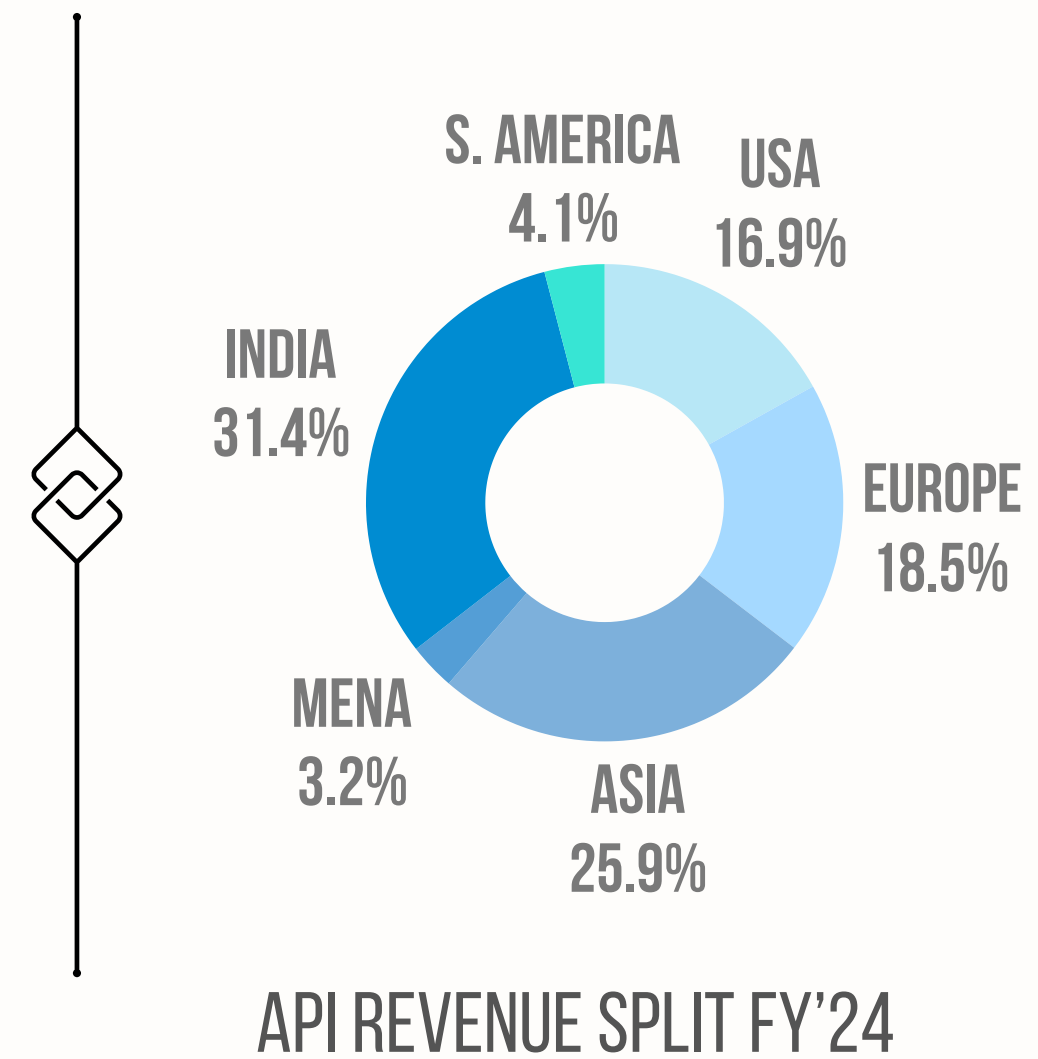
2

API Business

Exporting to over 80 Countries:



Over **60%**
Repeat customers with more than 10 years of long relationship



2

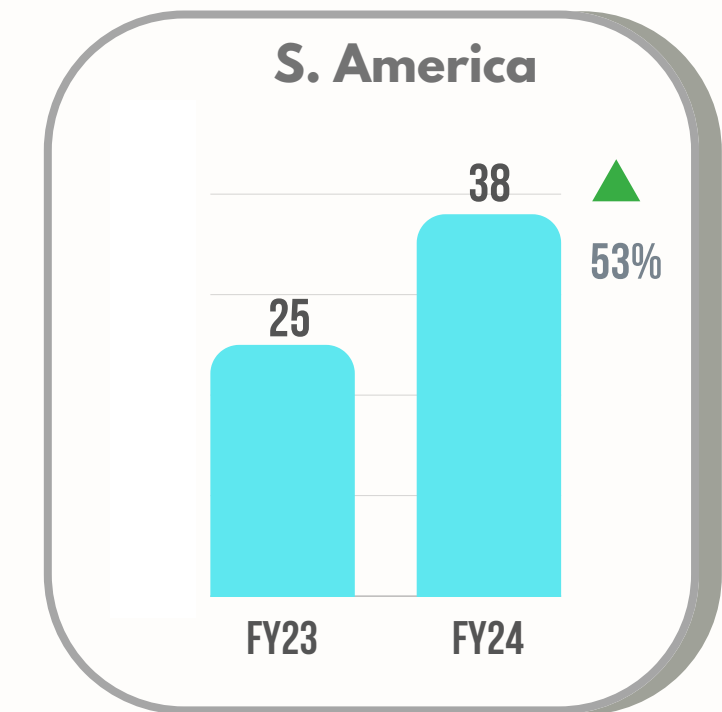
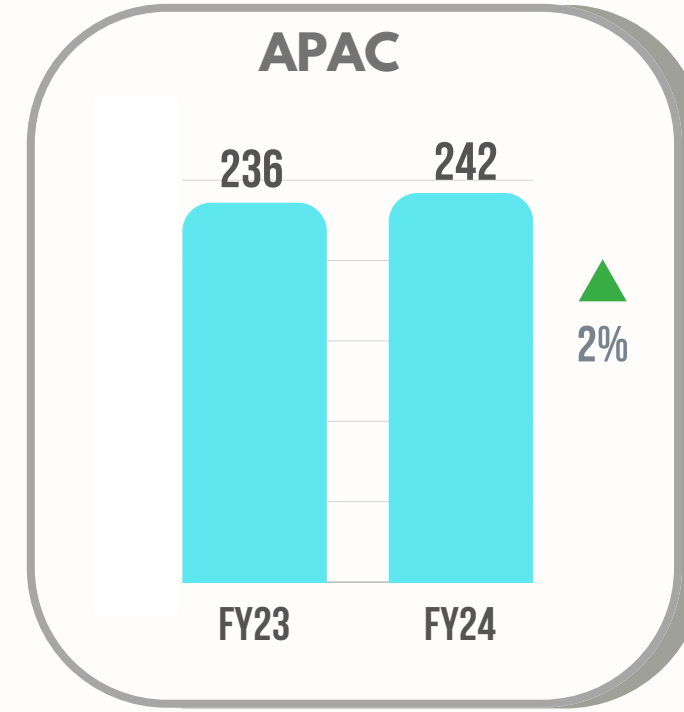
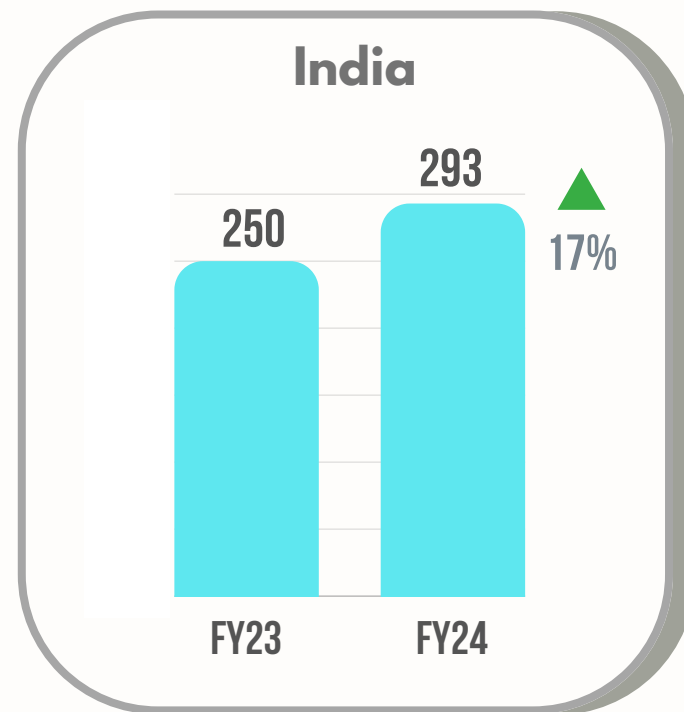
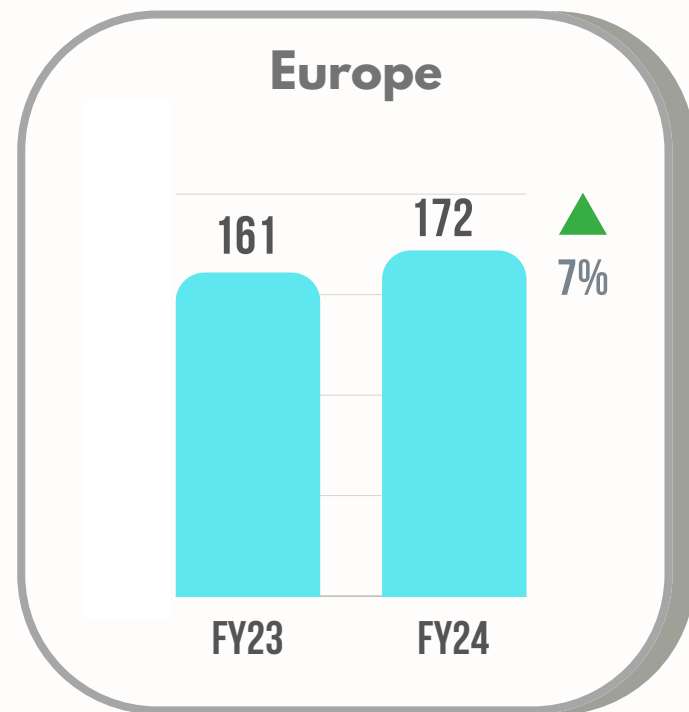
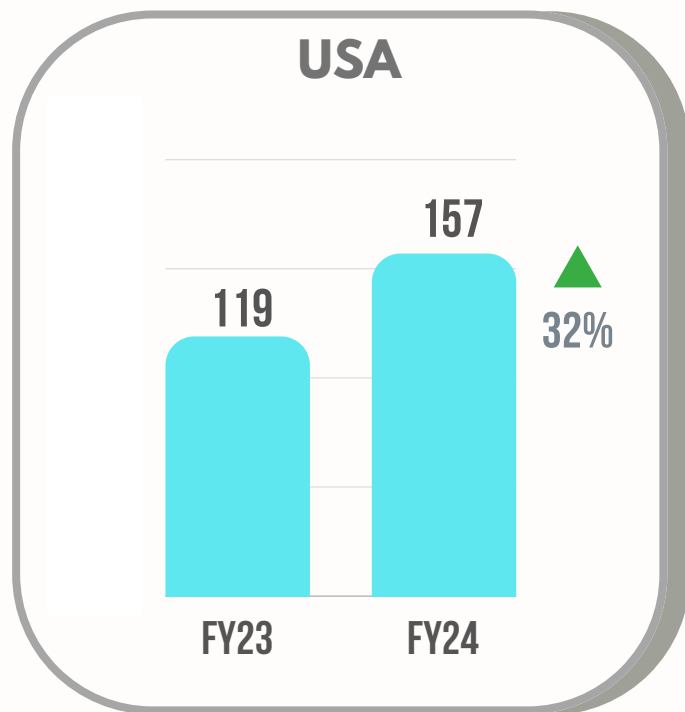
API Business

32%

*Jump in Exports to US market
which is highly regulated*

Region Wise Growth:

Rs. in Crores



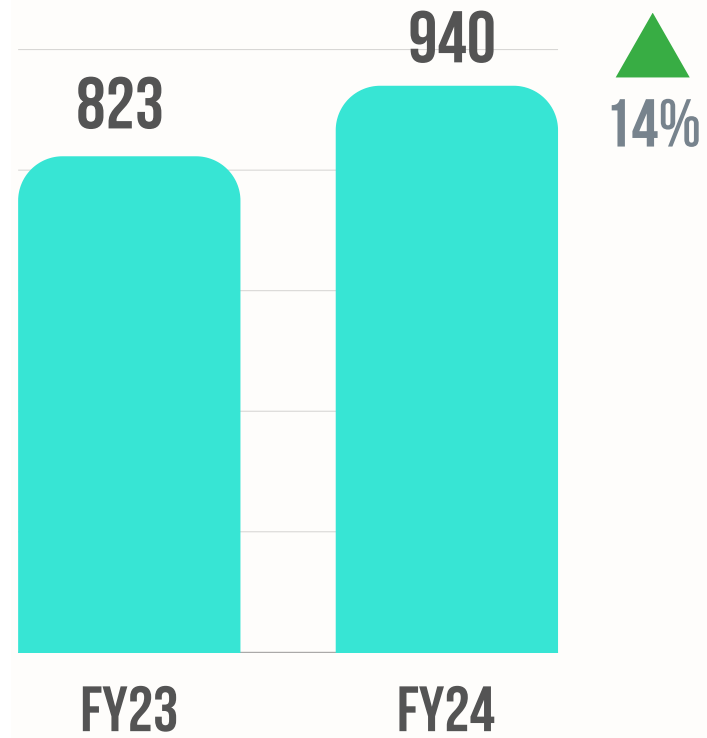
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API Business

Operational Performance:

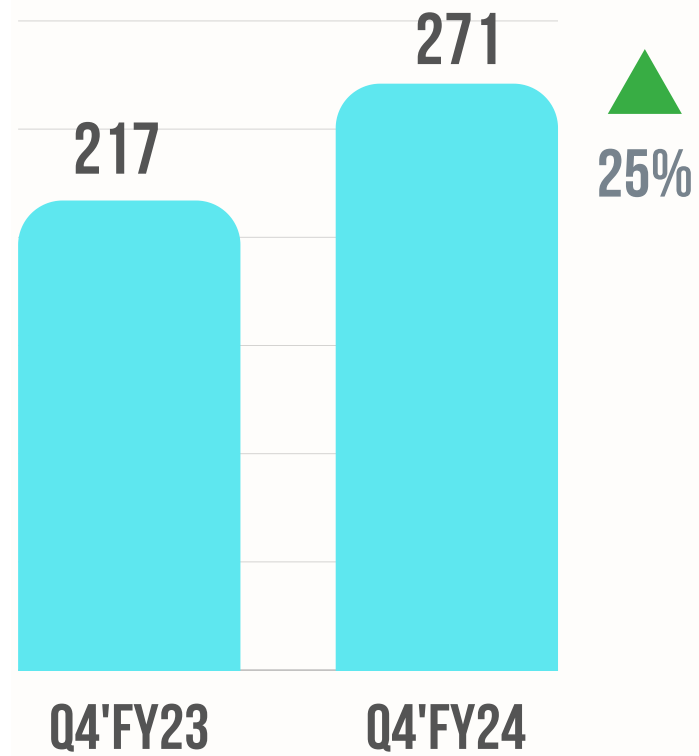
Rs. in Crores

Annual Revenue

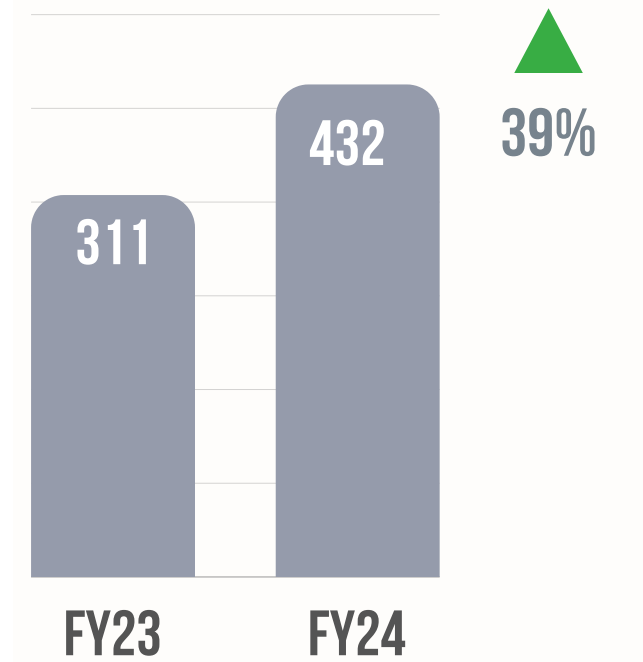


Rs. in Crores

Quarterly Revenue



Qty in MT



API QUANTITY SOLD (MT)

Over
300%
Increase in revenue of
Fexofinadine with recent USFDA

2

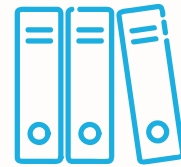
API Business

Intellectual Property:



155 Patents Filed

55 Patents Granted



249 DMFs[^] Filed

Worldwide



26 US DMFs

CEPs in Europe



Chemistry Skills

New Polymorphs



Team of 339 people*

With well equipped Labs



43 new Molecules

Robust product pipeline

NIL

'483' observation for last three
USFDA inspections in 2 Plants*

- *Long track record of Product Quality and customer relationships.*
- *Strong team of 339 research scientists, analysts and QC/QA/RA** associates*
- *Strict compliance as per Global standards.*
- *No material product recall or rejection from regulated markets. No import alert or warning from the regulators*



[^]Drug Master Files

**USFDA Observations given post inspections at the plant*

***R&D, Quality Control, Quality Assurance, Regulatory Affairs*

2 Formulation & OTC

Brand Play and Distribution :



Formulations

Leading Brands

Saltum, Rhymix, Cefopen, Klarim, Intebact, Kompact, Acifix



OTC Products

Burnol, Lemolate, Omega-3 Pain-X, Fever-X, Head-X

Over 75 year of legacy of

Burnol

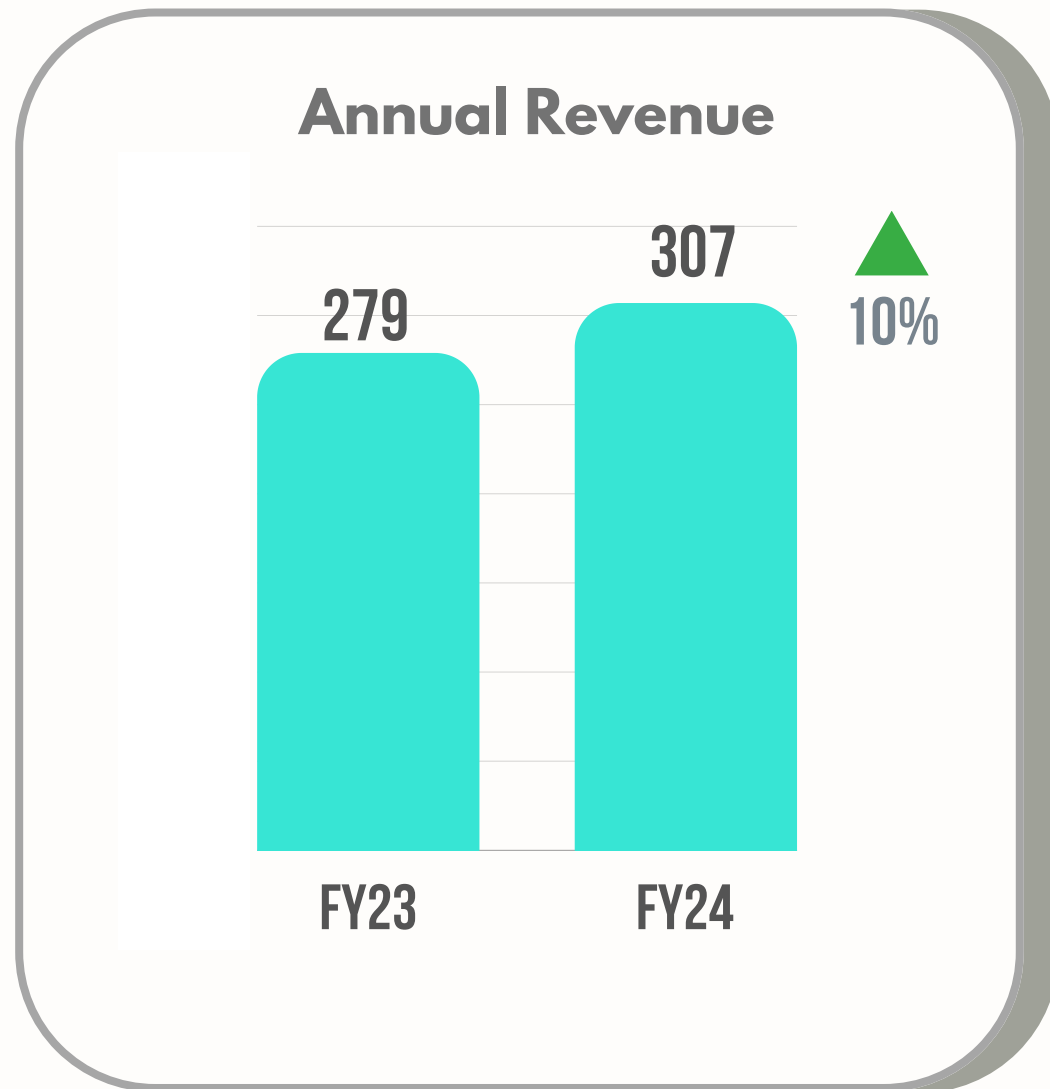
*A synonyms for Burns
"Jalega to Burnol hi Chalega"*

- *All India distribution for OTC and twelve states for Formulation*
- *Separate dedicated teams reaching out to over ~35000 doctors.*
- *Dr. Morepen OTC products like Burnol are sold through trade and online channels*
- *Dr. Morepen has become a household name and has huge potetial to grow in the healthcare segment*

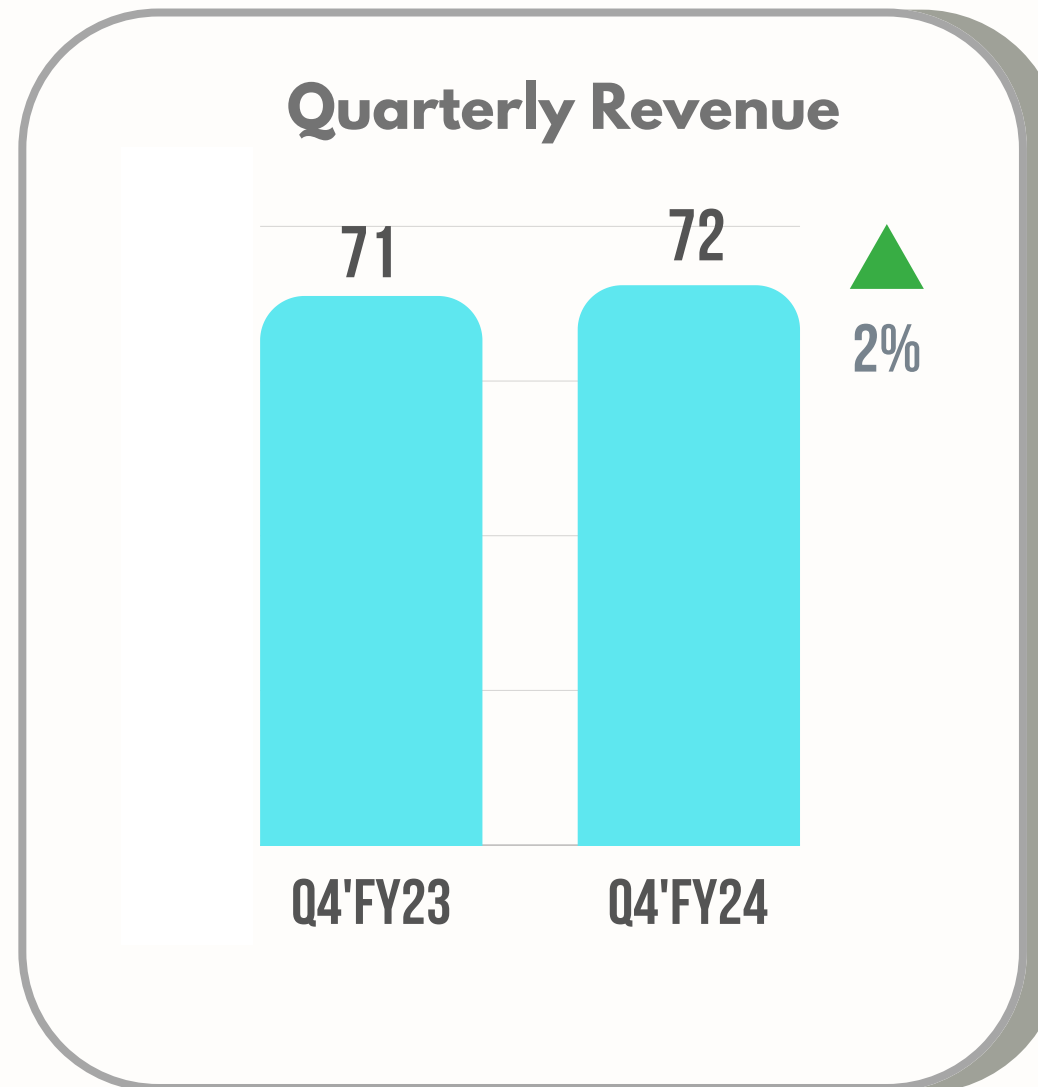
2 Formulation & OTC

Operational Performance:

Rs. in Crores

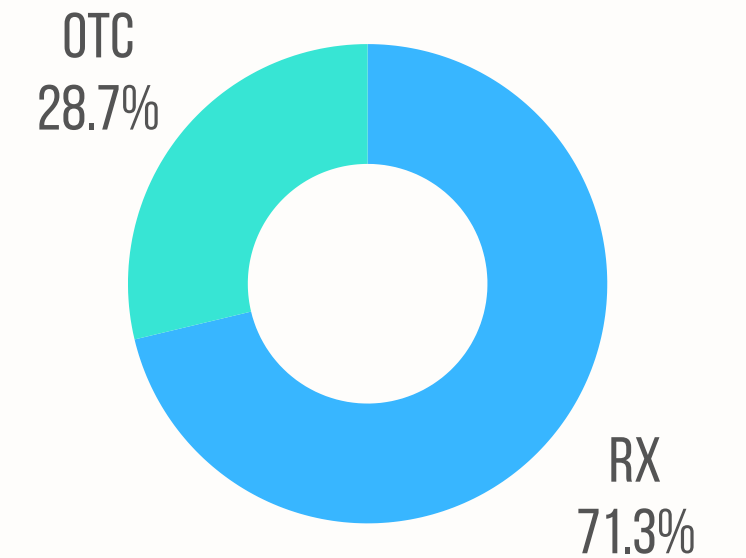
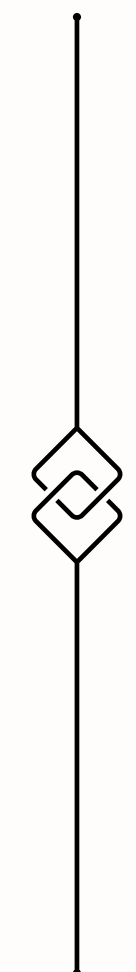


Rs. in Crores



Focus

Is on increasing the reach by adding new teams at uncovered HQs



RX/OTC SPLIT FY24

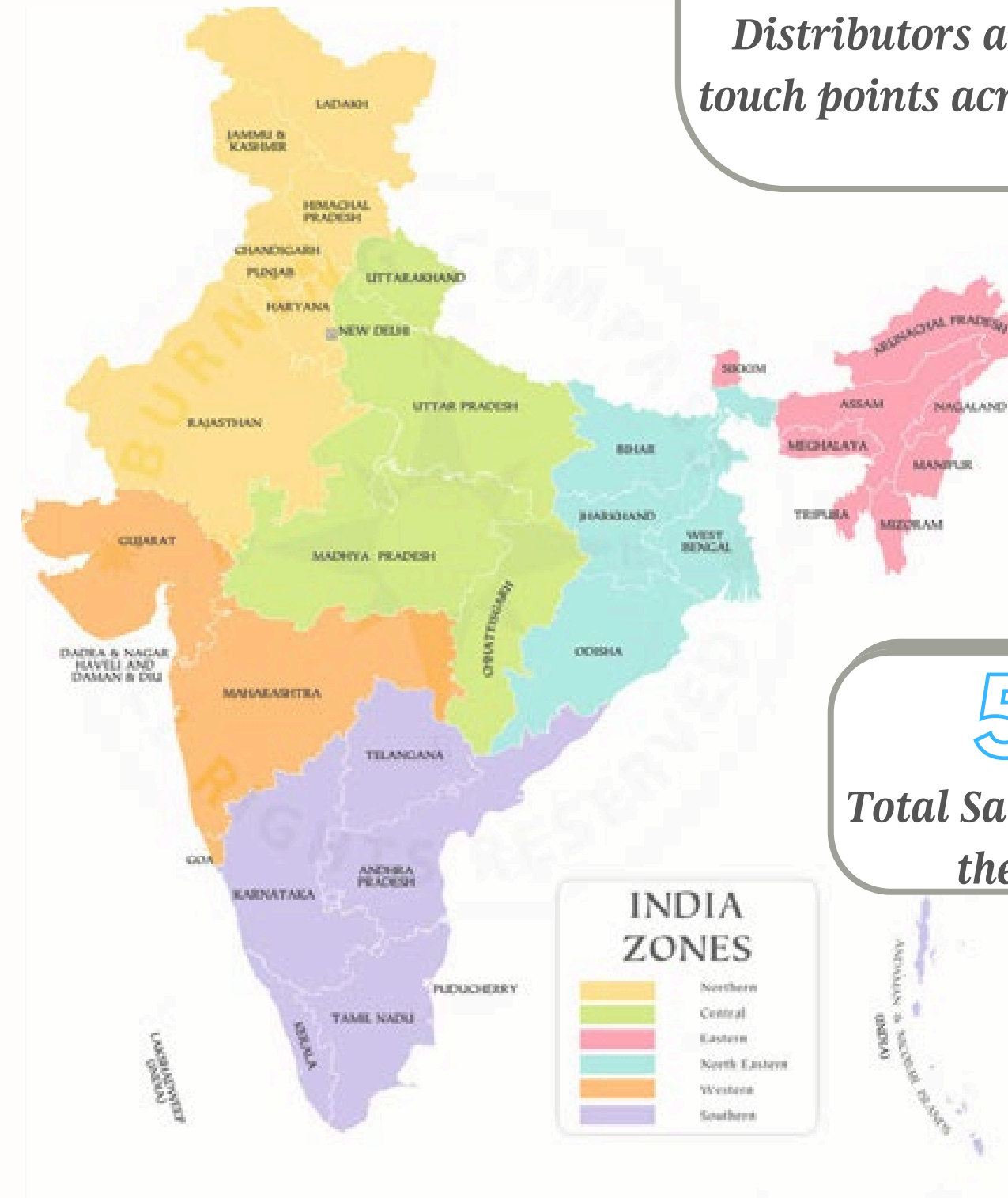
2

Distribution

5100+

Distributors and 3.28 lakhs retail touch points across product portfolio

- *5,100+ distributors and 3.28 lakhs retail touch points in 28 states and 1 UT across product portfolio**
- *Separate dedicated teams for Med. Devices, Rx and OTC businesses*
- *Total all sales team of 580 people* (including managers) all India*
- *All India distribution of Generics through one super distributor*
- *Five company owned Service Centres in each zone, in addition to sales team.*



580

Total Sales force across the portfolio

Note: Map not to scale



**INTEGRATED PHARMA COMPLEX
AT BADDI (HP) INDIA**



2

Manufacturing Plants

Facilities at par with International Standards:



📍 **Baddi (1998)**

Location :

*APIs, Med. Devices
Formulations*

Product Lines:



Approvals:



📍 **Masulkhana (1984)**

APIs Products



📍 **Parwanoo (1996)**

Formulations



📍 **Parwanoo (2007)**

Formulations



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3

Financial Overview



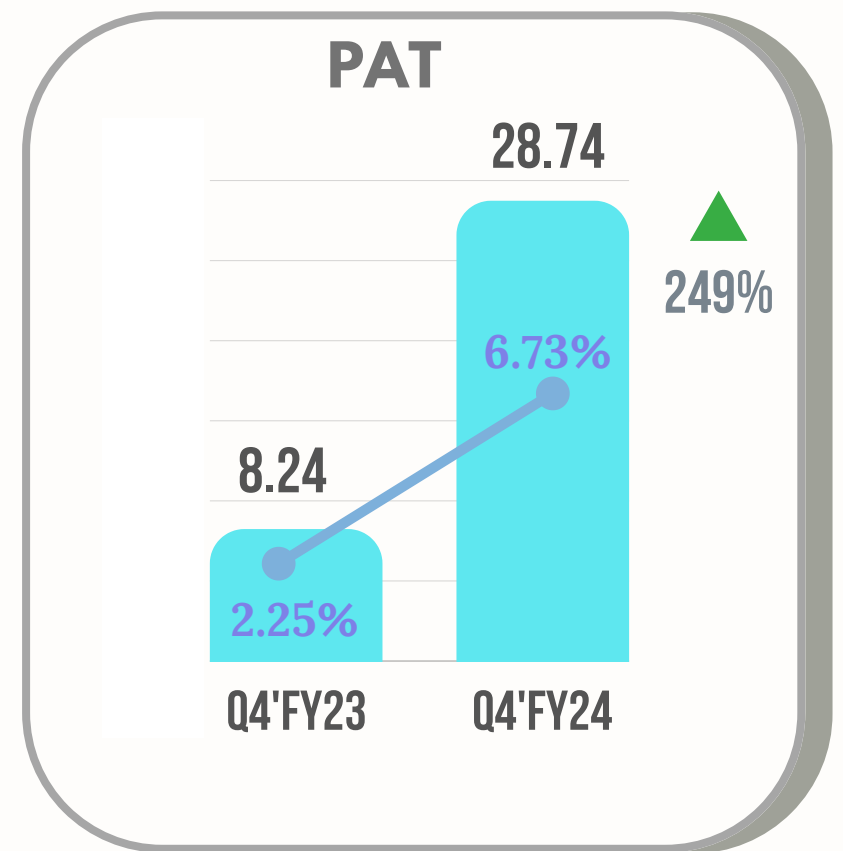
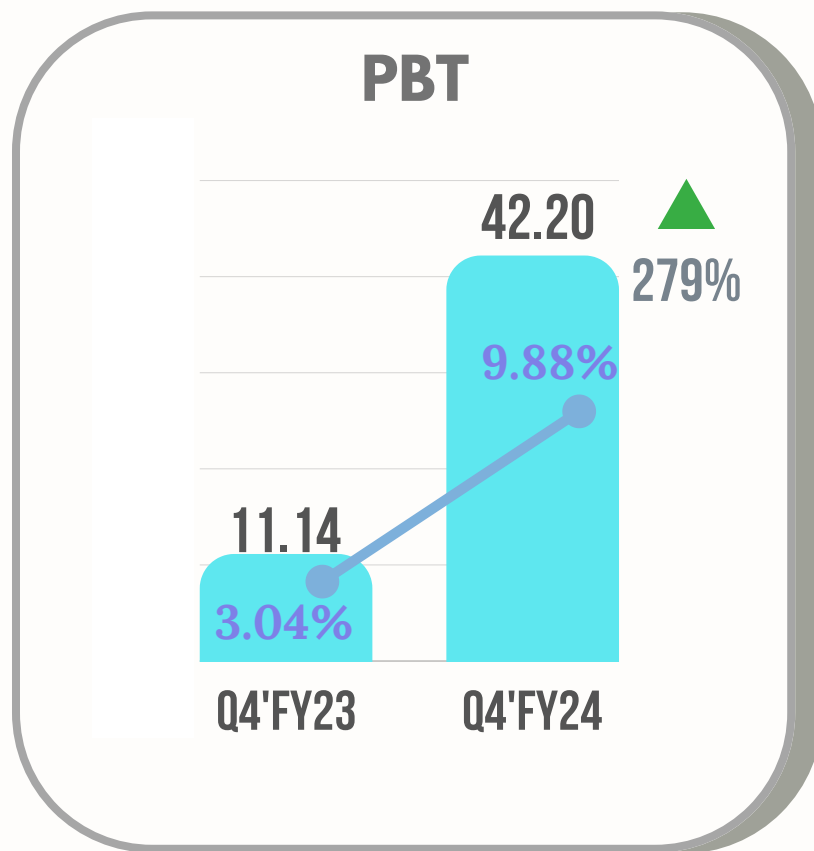
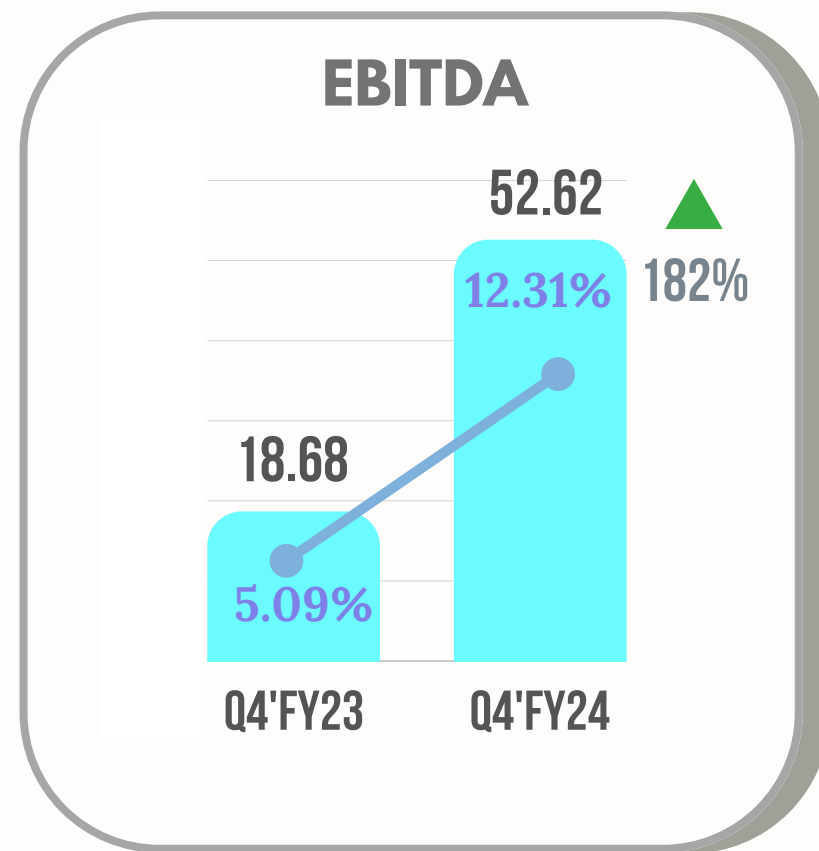
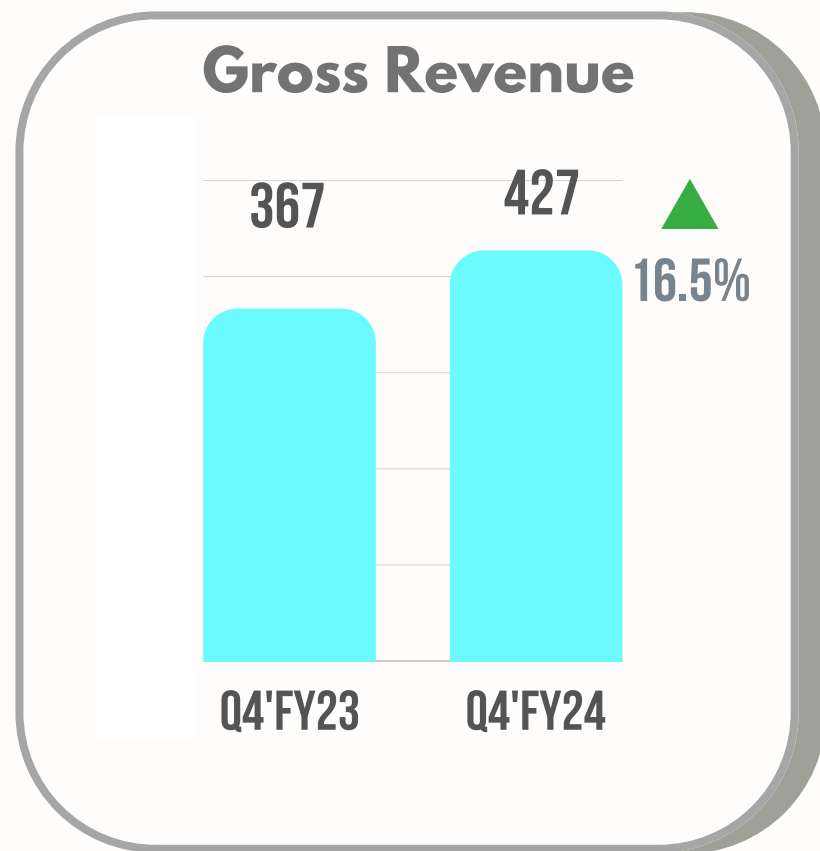
Improved
Revenue and EBITDA Margins

3 Financial Overview

Quarterly Performance:

Rs. in Crores

249%
Increase in the Profit after Tax on the back of 182% increase in EBITDA

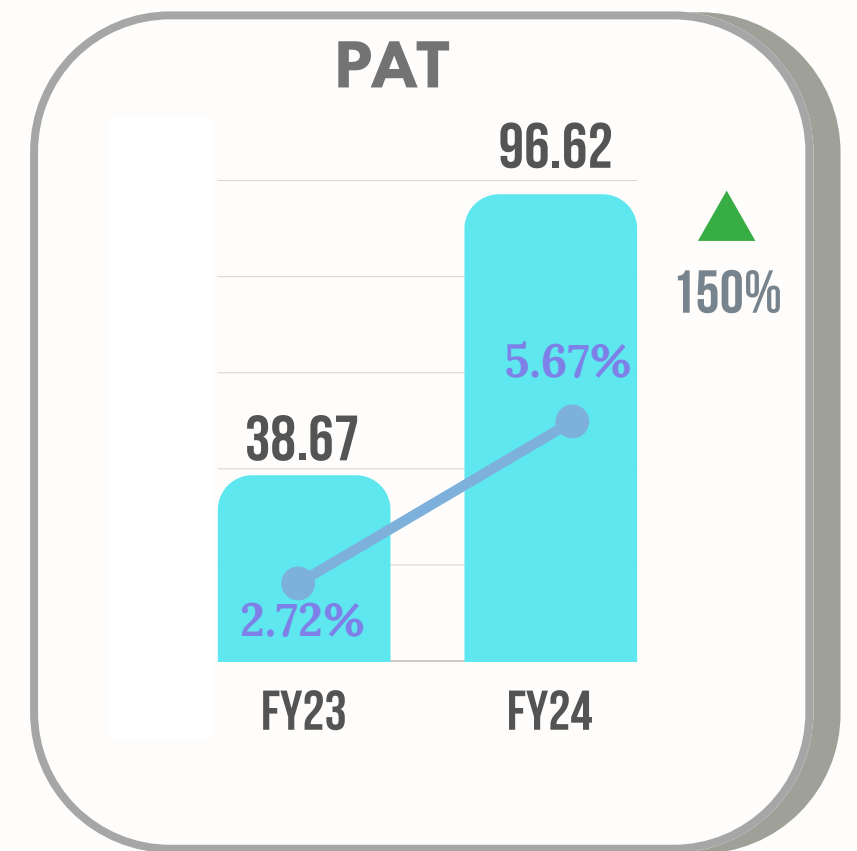
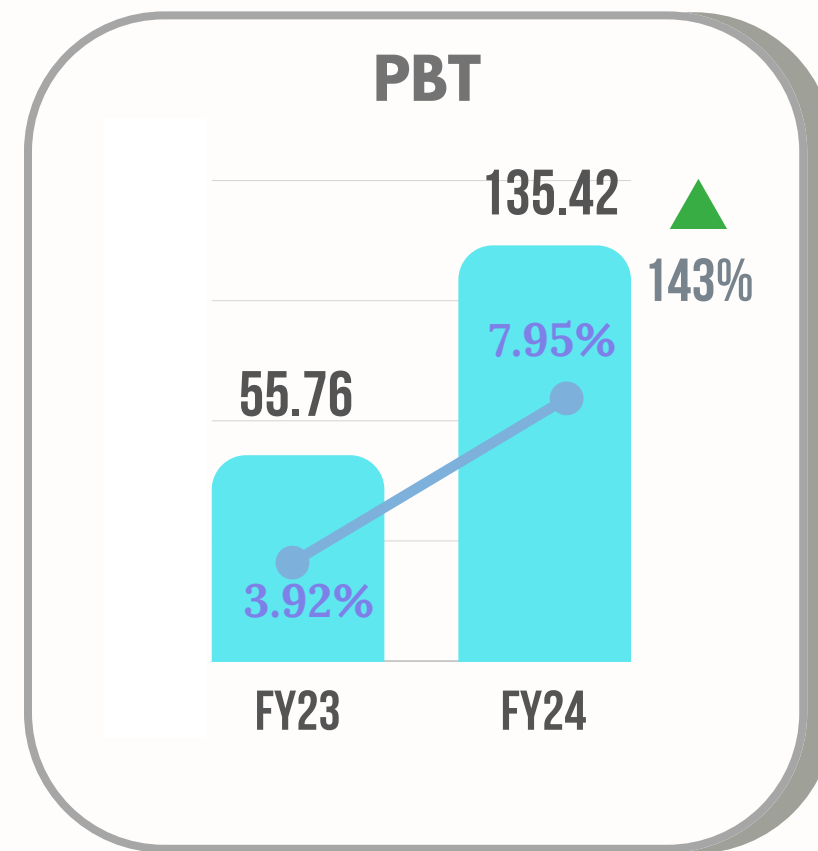
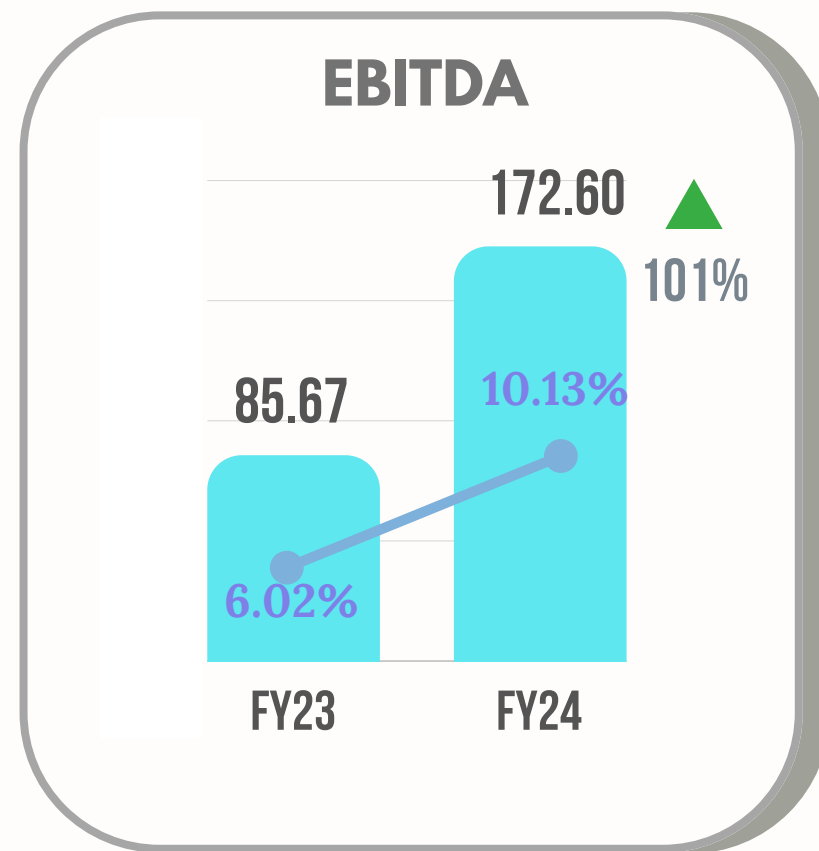
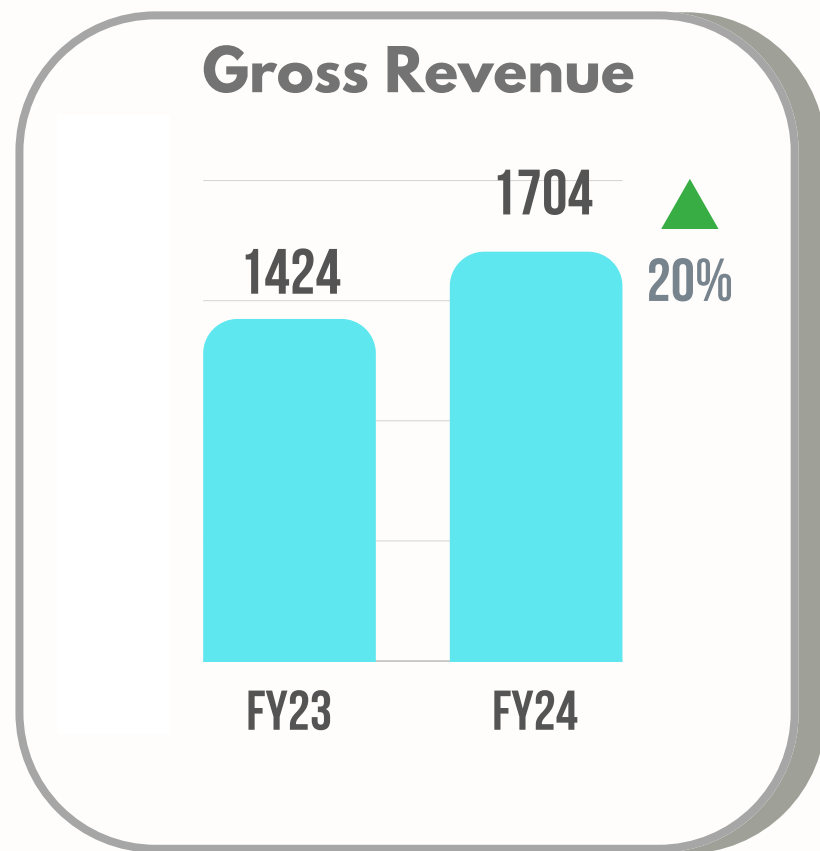


3 Financial Overview

Annual Performance:

Double
101% increase in the EBITDA on the back of higher revenue and margins

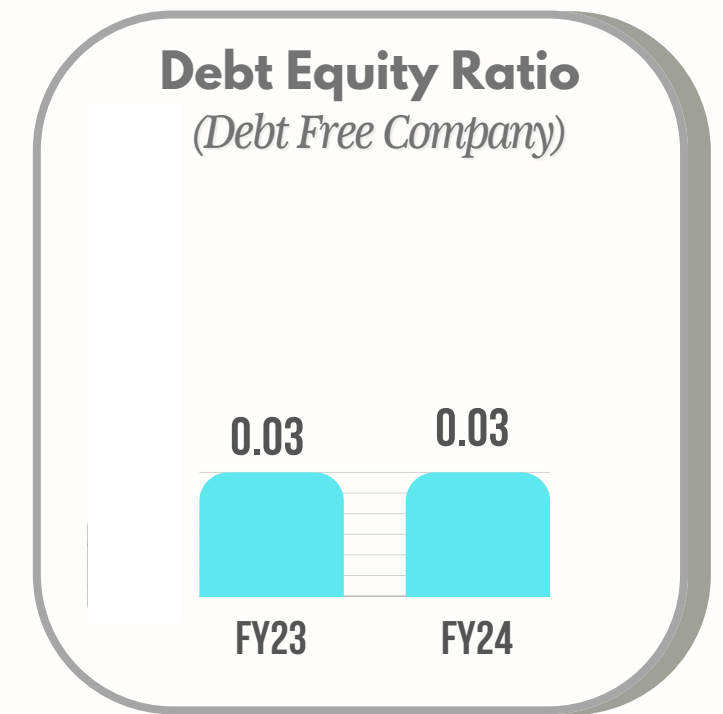
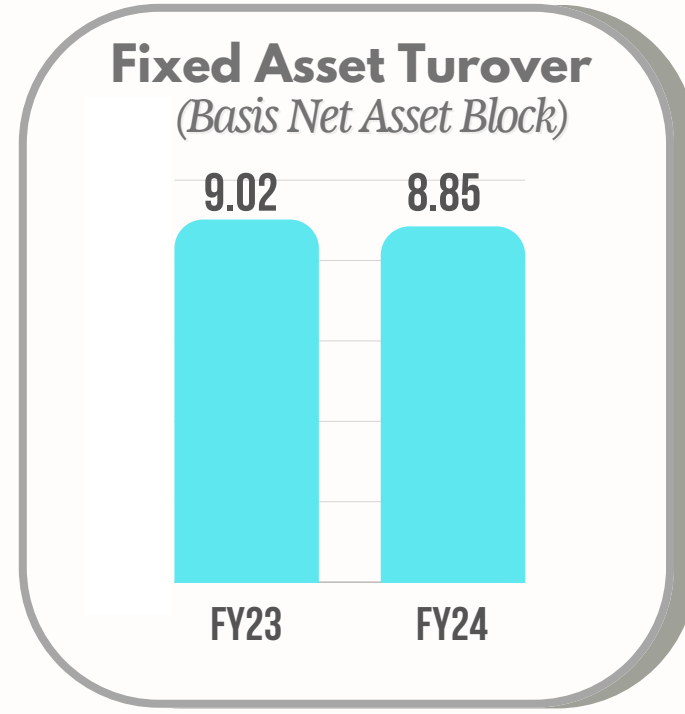
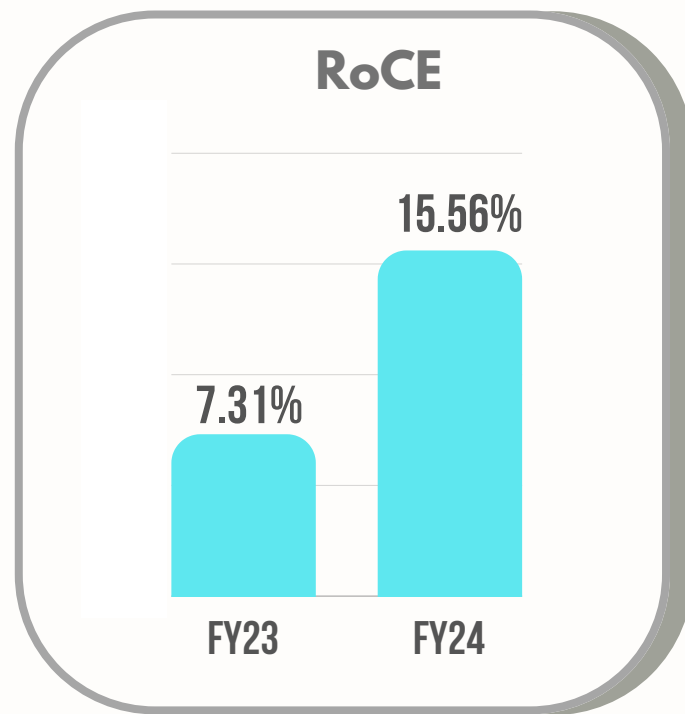
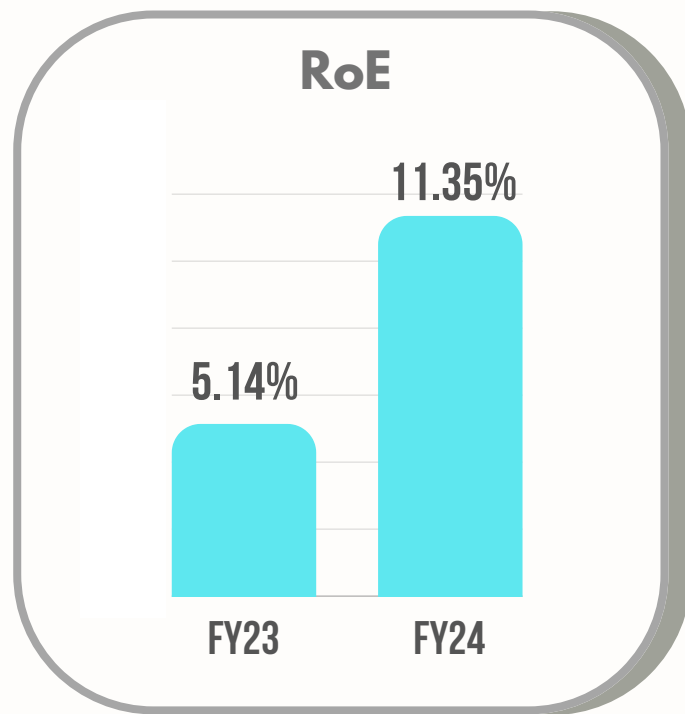
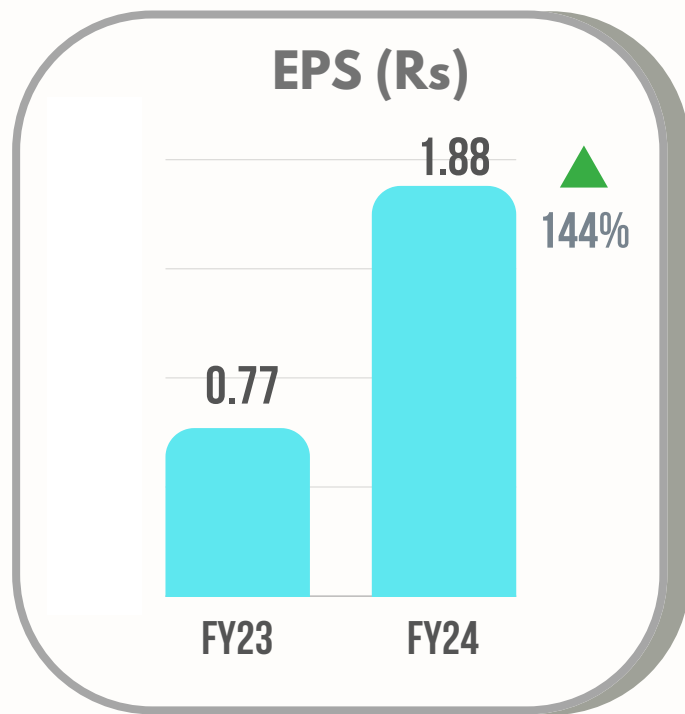
Rs. in Crores



3 Financial Overview

Financial Ratios:

144%
Increase in the Earning per share (EPS) on the expanded equity base



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4 Expansion Playbook

2X
Growth Plan

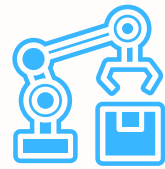


4 Expansion Playbook

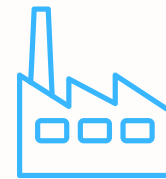
2X Growth Plan

Growth Engine: 15-20% growth year on year with new products and markets

Expand
Reach
with new products, market, customers with focus on sales force



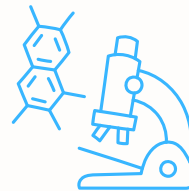
Medical Devices
Capacity expansion backward integration



API Business
Capacity expansion and automation



Working Capital
Augmenting working capital for growing businesses



Research & Devp.
Expansion and new hi-tech equipments

- *Expand capacities, size and scale for optimum cost structure*
- *Expand sales team with top talent and increase market reach and customer relationships*
- *Expand product basket with innovative cost effective offerings*
- *Focus on Category Leadership for Devices*



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5

Managment Team





VARUN SURI
CEO- CONSUMER CARE



ANUBHAV SURI
CEO-MEDICAL DEVICES



AMITA SHARMA
COO- API



AJAY SHARMA
CFO



SENIOR MANAGEMENT



FINANCE TEAM



VIPUL SRIVASTAVA
COMPANY SECRETARY



VIKAS SHARMA
HEAD TALENT ACQUISITION



MANJU NATH
CHIEF OF R&D (DEVICES)



PYUSH TANDON
VP- SALES & MKTG (API)



VIVAN PRASHAR
VP- PROJECT & ENGG.



ASHUTOSH SHARMA
VP- SALES & MKTG (RX)



SUMIT BHATNAGAR
VP-FINANCE & ACC



NISHANT DOSHI
VP- CORP FINANCE & IR



NARESH SHARMA
VP- OPERATIONS (API)



MK SHARMA
QC/QA



GEETA SACHDEVA
HR ADVISOR



REKHA BANSAL
GM -FINANCE (DEVICES/DML)



DEEPAK TALWAR
GM FINANCE-RX



CHARANJIT CHITKARA
GM-QC



JPS BOONGA
HEAD OF IT

A black and white photograph of a young girl with curly hair and a woman smiling together. The girl is on the left, looking towards the camera with a wide smile. The woman is on the right, looking towards the girl with a joyful expression. The background is bright and slightly blurred.

**Looking for a
Fruitful
Partnership**

Thank you

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