



MOREPEN



Date: 06/02/2025

To,

National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
Symbol: MOREPENLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 500288

Subject: Investor Presentation - Q3' FY25

Dear Sir/ Madam,

Please find enclosed the **Investor Presentation - Q3' FY25** based on the financial performance of the company for the quarter and nine months ended 31st December 2024.

Kindly take aforesaid on record.

Thanking you,

Yours faithfully,

For Morepen Laboratories Limited

Vipul Kumar Srivastava
Company Secretary
Membership no. F-12148

Encl.: a/a.

Morepen Laboratories Limited

CIN NO. L24231 HP1984PLC006028

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MOREPEN

INVESTOR PRESENTATION

Q3'FY25

MOREPEN LABORATORIES LIMITED

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1 Consolidated View

2 Medical Devices

3 Pharma Business

4 Financial Overview

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1

Consolidated View



Significant Increase In Margins
Medical Devices and Pharma

1

Consolidated

MOREPEN

Nine Months Highlights: Focus on Higher Margins Q2 & Q3'FY25

Rs. 2.39

Earnings Per Share (EPS) for the Trailing Twelve Months (TTM)

6.5%

Gross Revenue
Rs.1359.47 cr

21.3%

EBITDA
Rs.145.58 cr

39%

Profit Before Tax
Rs.129.39 cr

44%

Profit After Tax
Rs.97.71 cr

Rs. in Crores

DESC.	Q2 FY'25	Q3'FY25
REVENUE	442.71	458.12
EBITDA	49.06	41.48
PBT	46.02	35.21
PAT	34.85	26.69
EPS (RS.)	0.65	0.49

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2

Business Segments



Medical Devices

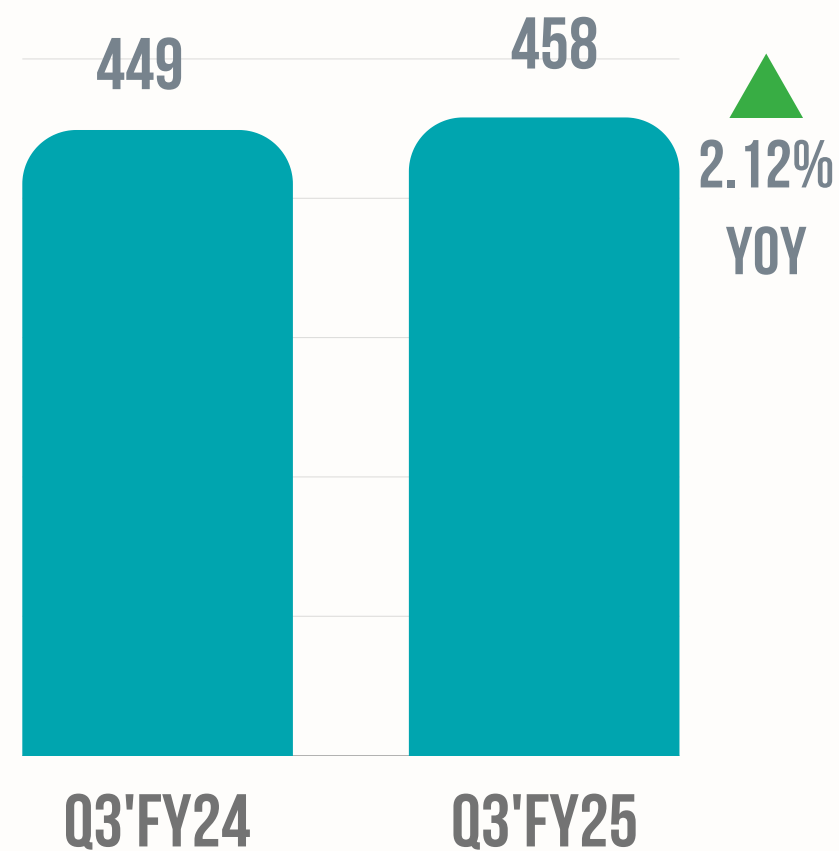
1

Consolidated

Operational Performance:

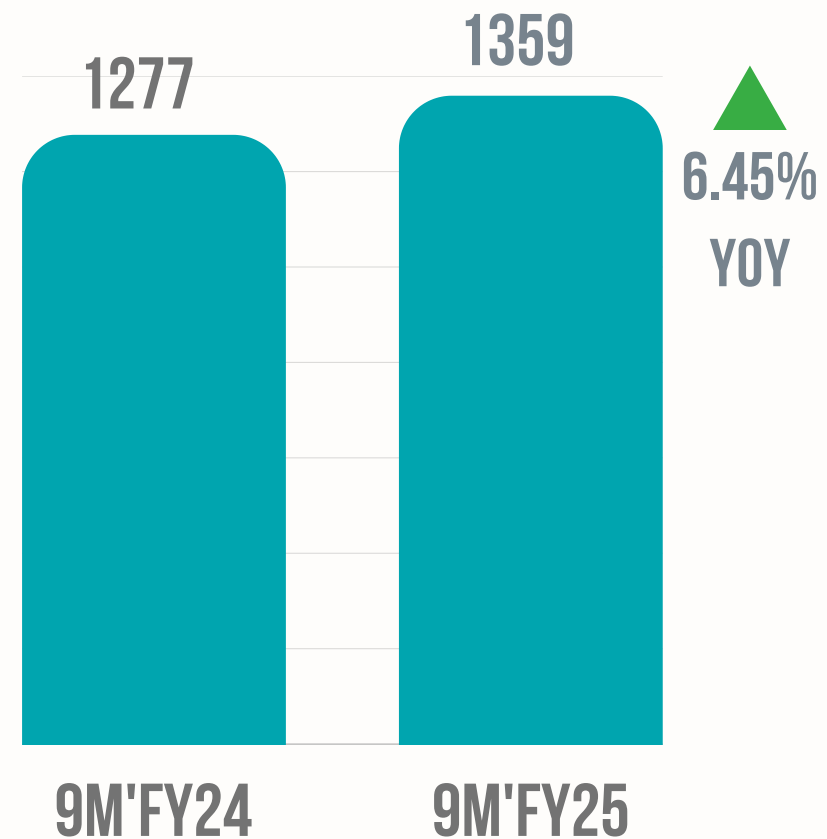
Quarterly Revenue

Rs. in Crores



9M Revenue

Rs. in Crores



10%

Growth in Exports and 4% increase in Domestic Revenue in 9M'FY25

- Overall demand for the quarter remained muted; there was a modest growth of 2.12% and 6.45%, respectively, in Q3 and 9M'FY25.
- This quarter's primary focus was on high-value markets like Europe, which has grown 55% in 9M'FY25.
- Import prices have started rising, while the markets have not responded yet, putting pressure on the gross margins.

2

Business Segments

Medical Devices

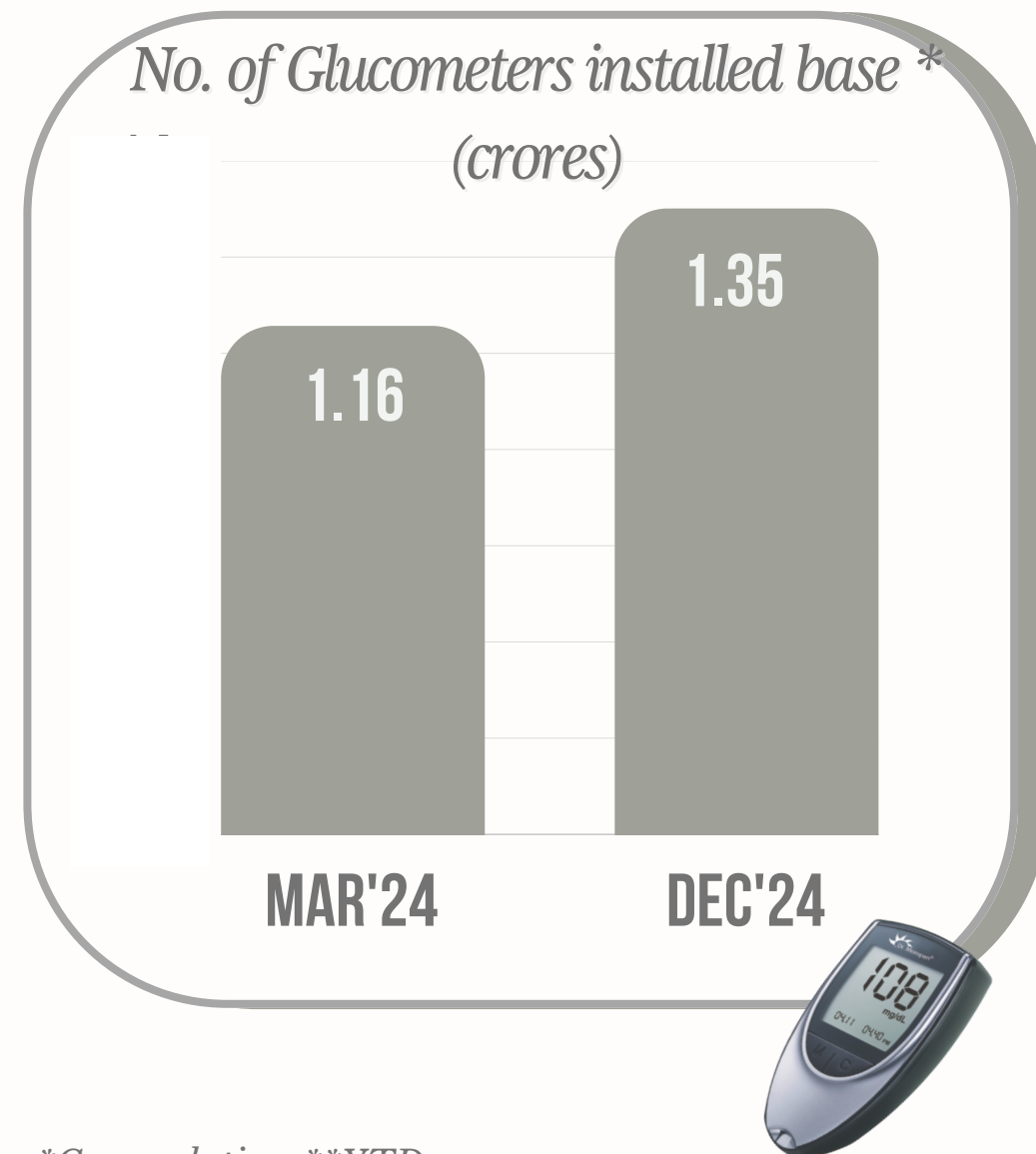


13.5mn

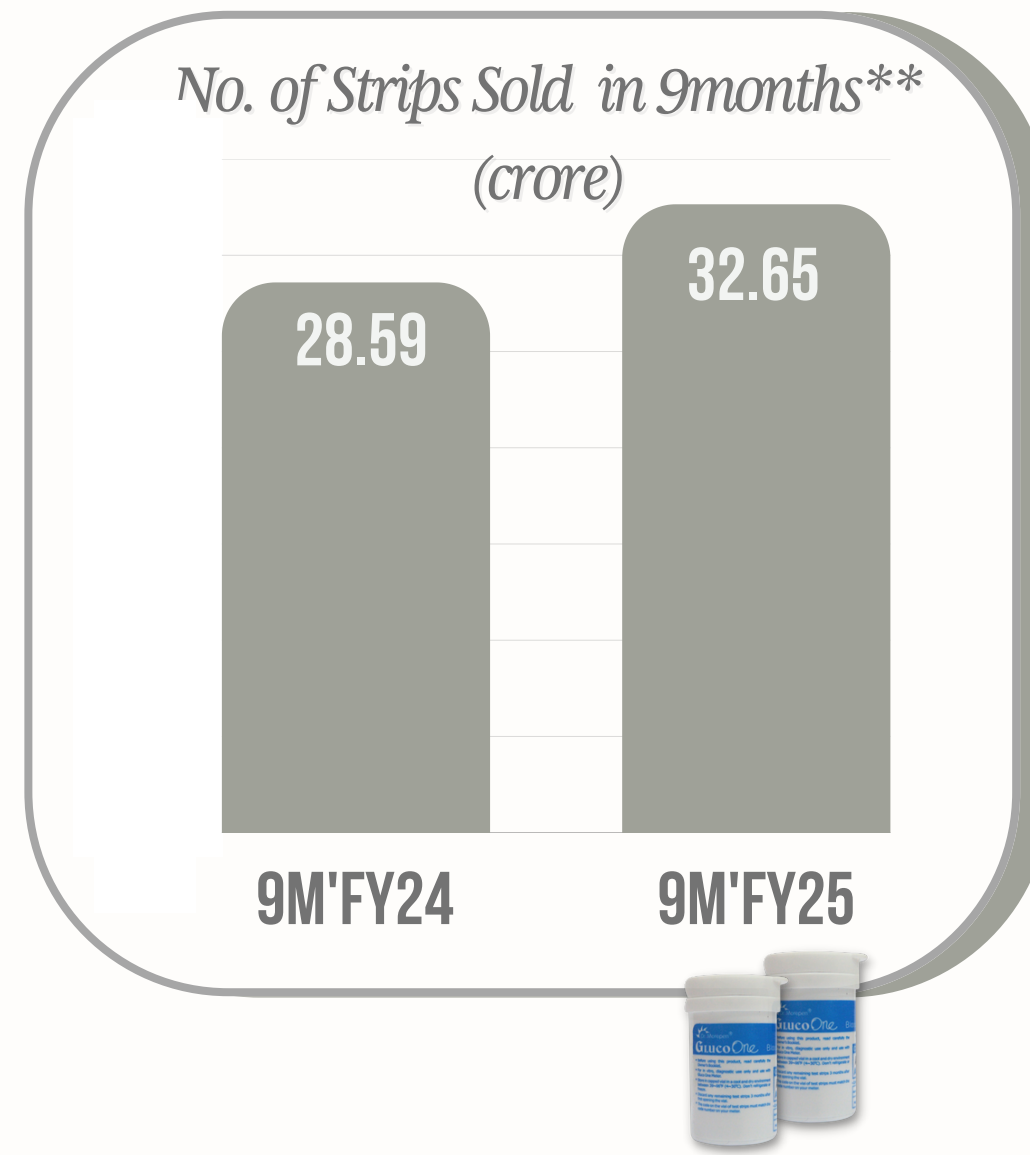
Customer base with repeat purchase of strips every year

Glucometers:

Cumulative Glucometers Installed

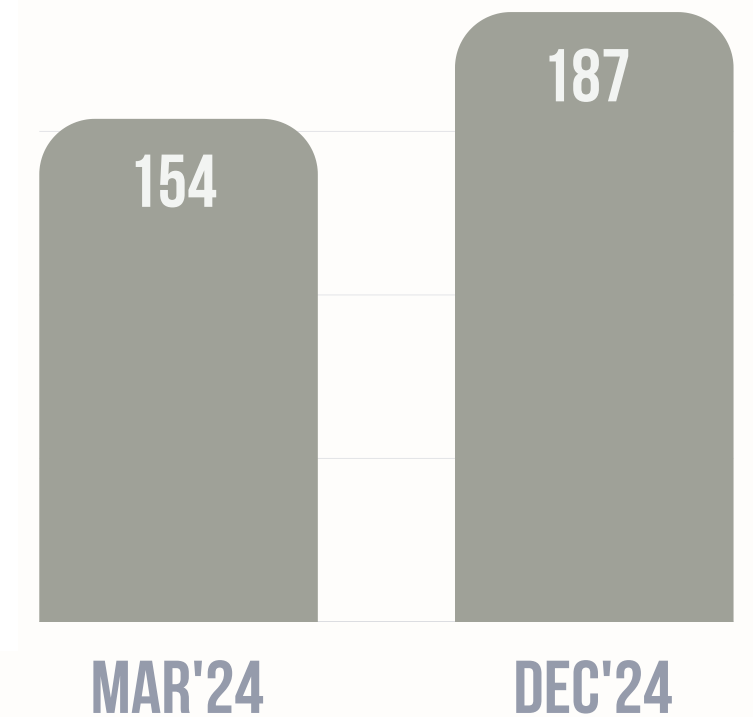


Gluko Strip Sold



Cumulative no. Strips Sold*

(crore)



*Cumulative **YTD

2

Business Segments

Medical Devices



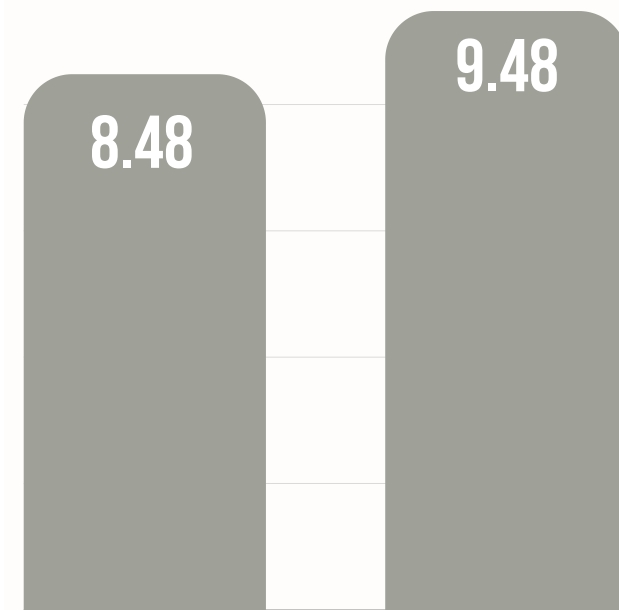
6.65mn

BP Monitors sold till 9M'FY25
with increasing health awareness

Blood Pressure Monitors:

No. of BP Monitors Sold

Numbers in lakhs



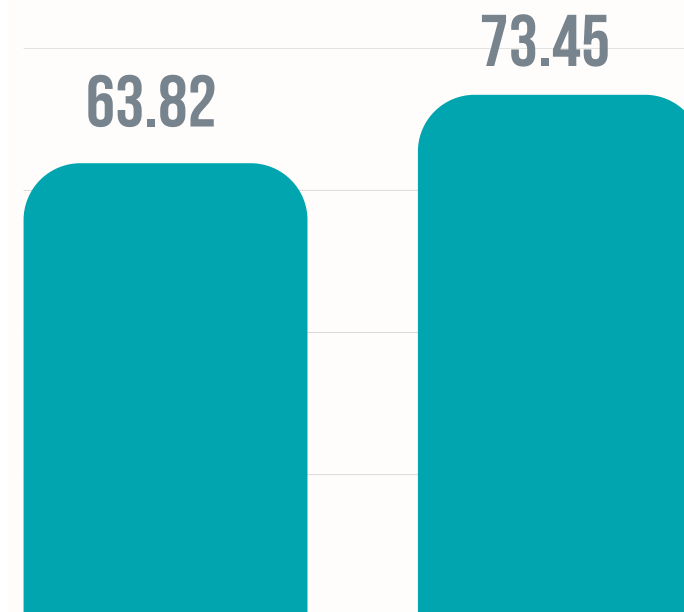
9M'FY24

9M'FY25



Sales Revenue

Rs. in Crores



9M'FY24

9M'FY25

- Consistent growth in product demand and expansion into new markets
- 100% manufacturing in India with full backward integration
- Dedicated SMT lines installed to ensure regular supply at competitive costs
- Expanding market reach across India and exploring export opportunities

2

Medical Devices

Business Update:



Capacity

Expansion and backward integration in full swing

120K sqft New Facility ready



LED Screen Printing Plant started



Expansion of BP Monitor Capacity



2

Medical Devices

Business Update:



Global

*Marketing and opportunities on
bring evaluated*

Arab Health, Dubai Jan'25



Product launch in Qatar, Doha



Medica, Germany Nov'24



2

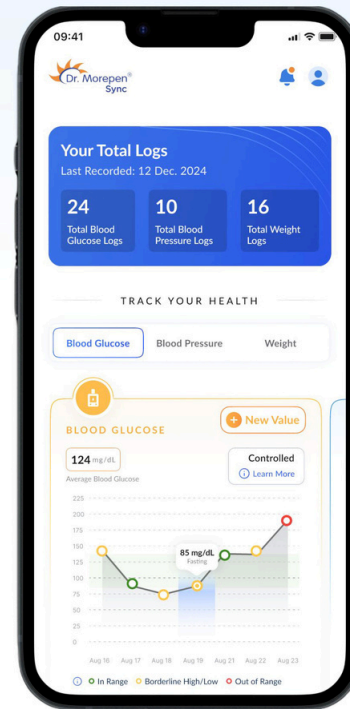
Medical Devices



Sync

Sync your vitals with Dr. Morepen Sync Mobile App

Launch of New Mobile App:



Take control of your health and wellness with Dr. Morepen - Sync

Log and track your key health metrics like **blood glucose, blood pressure, weight** and much more, effortlessly.

Download on Android Download



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3

Pharma Business



Pharma Business

API, FINISHED DOSAGES, RX AND OTC

Business Segments

3 Pharma Business

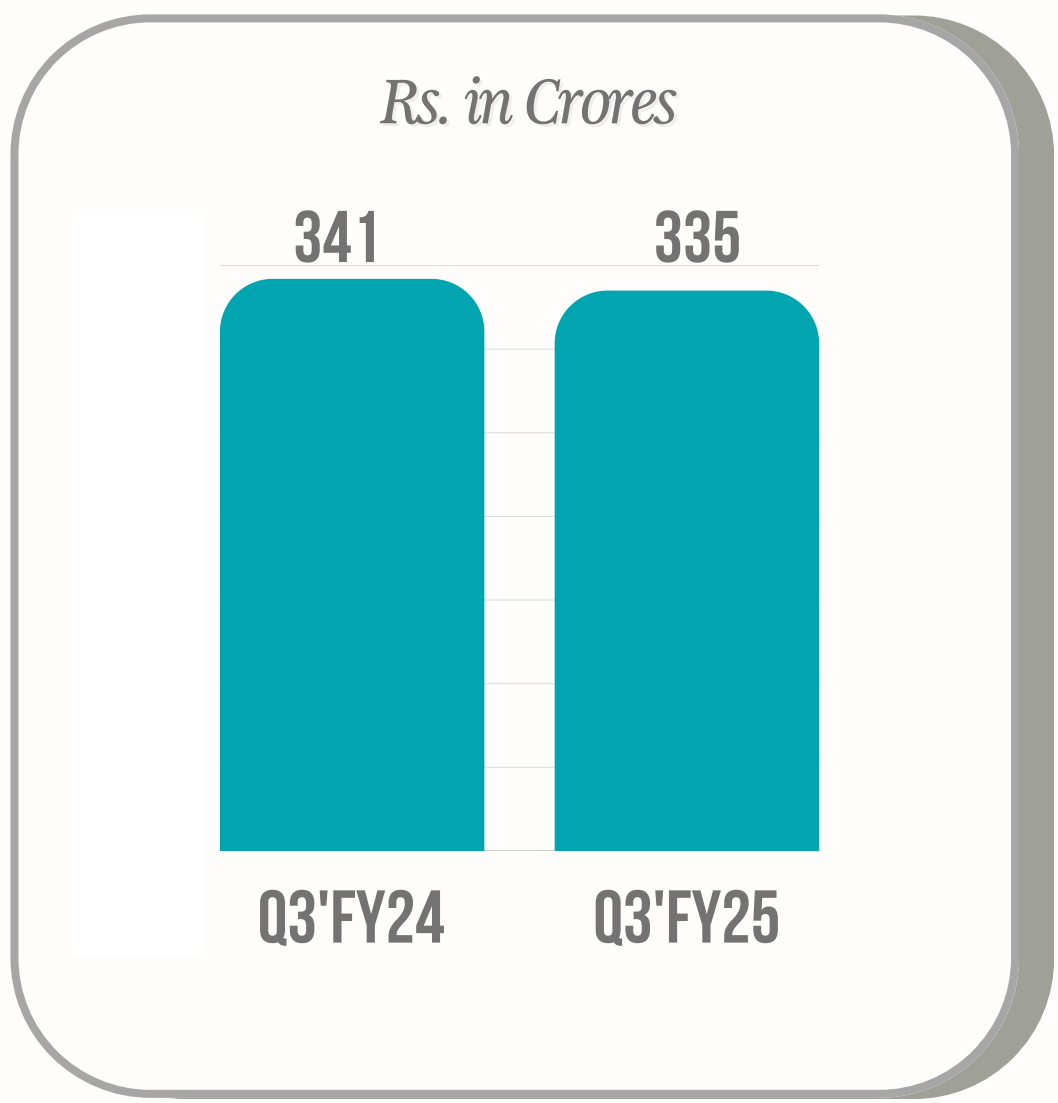
APIs and Finished Dosages



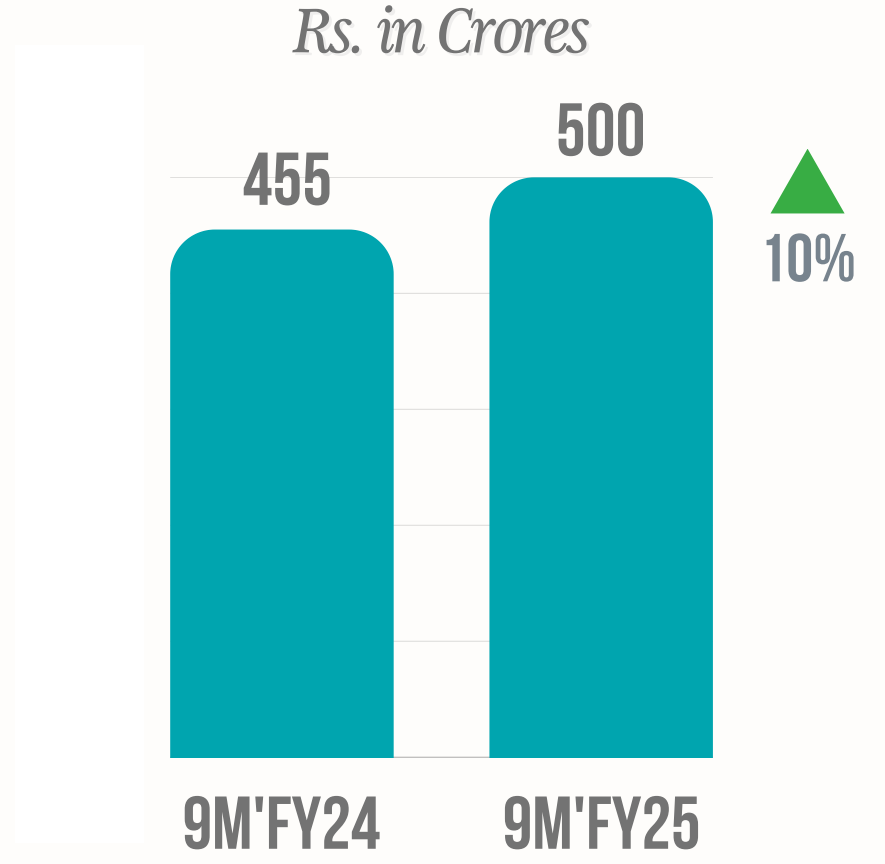
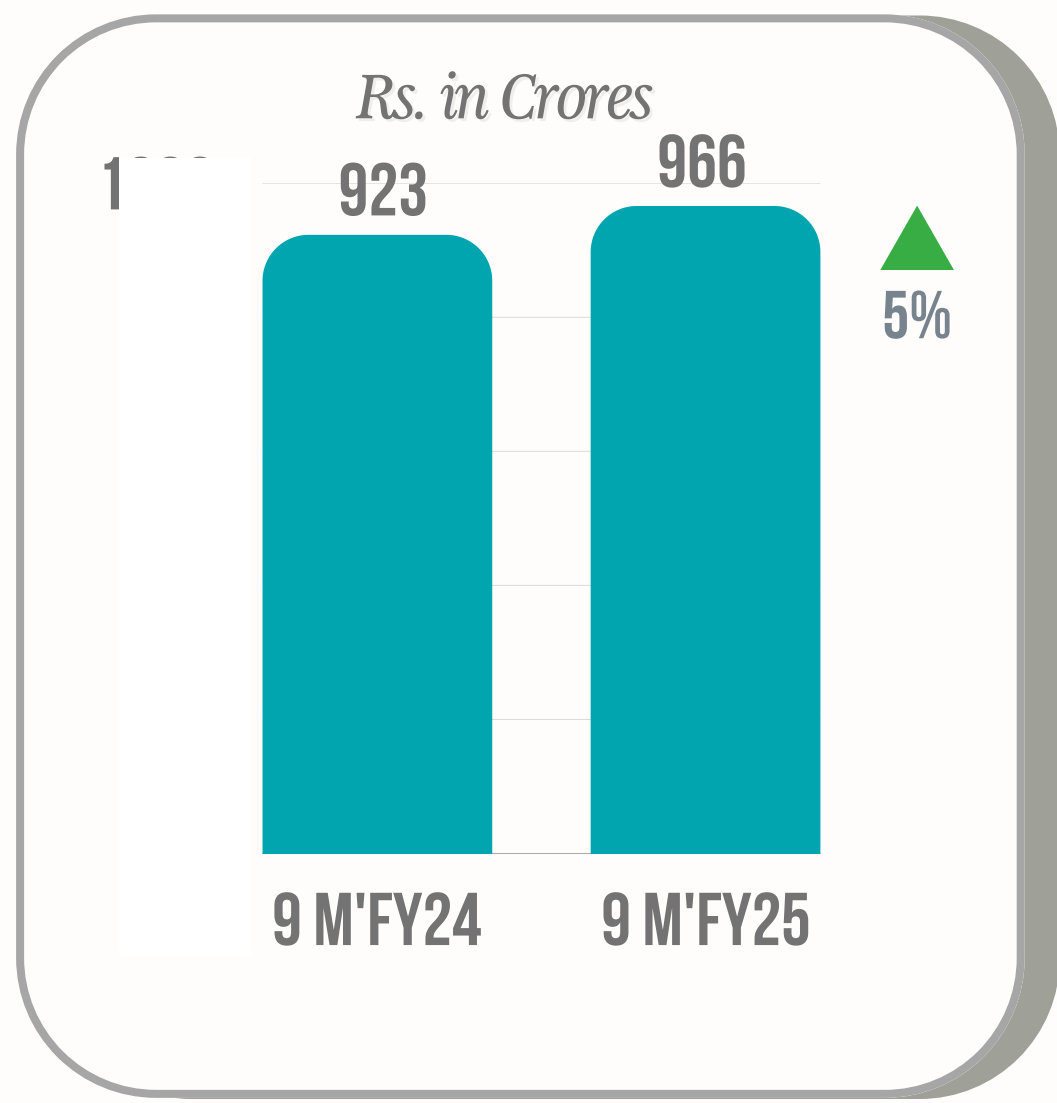
10%
Increase in Exports of High Value APIs in 9M'FY25

Operational Performance:

Quarterly Revenue



9M Revenue



PHARMA EXPORT GROWTH

1

Consolidated

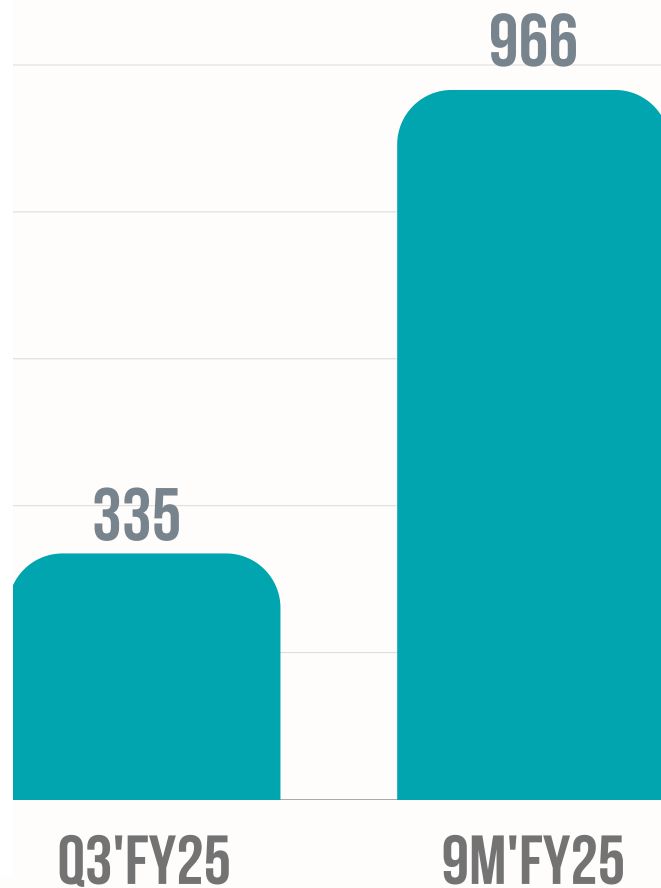
Business Segments: Consolidated Revenue of Rs. 901 cr, up 9%

29%

9M revenue share from Medical Devices as compared to 26% in FY24

Pharma Business

Rs. in Crores

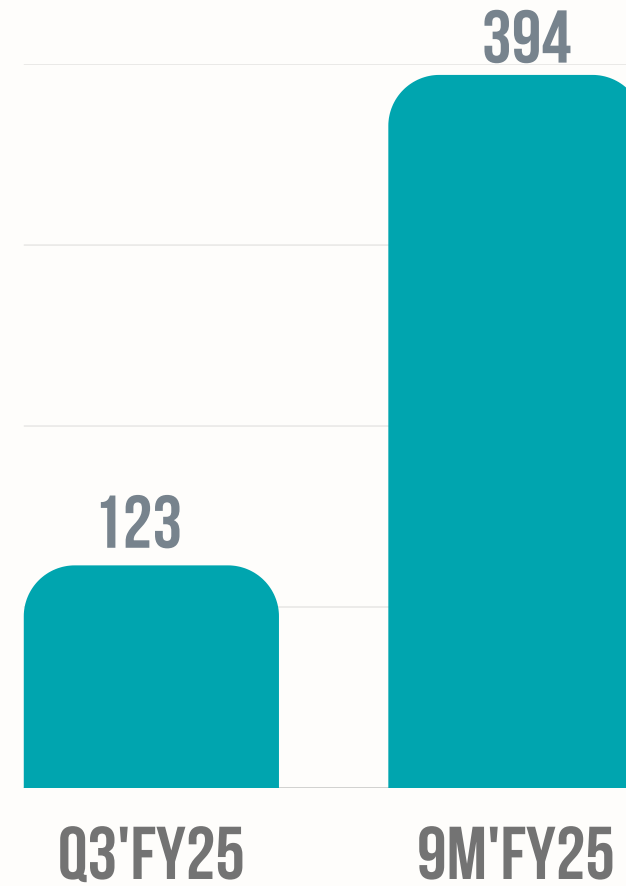


MOREPEN

API, Finished Dosages and OTC

Medical Devices

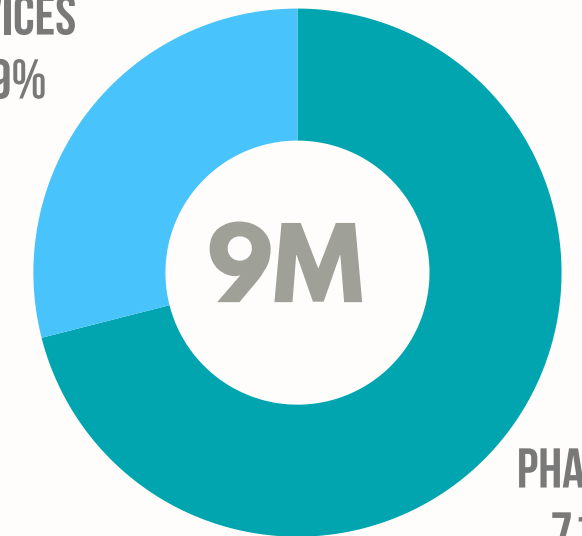
Rs. in Crores



Dr. Morepen®

Home Devices - BP/ Sugar

DEVICES
29%



REVENUE SPLIT 9M'FY25

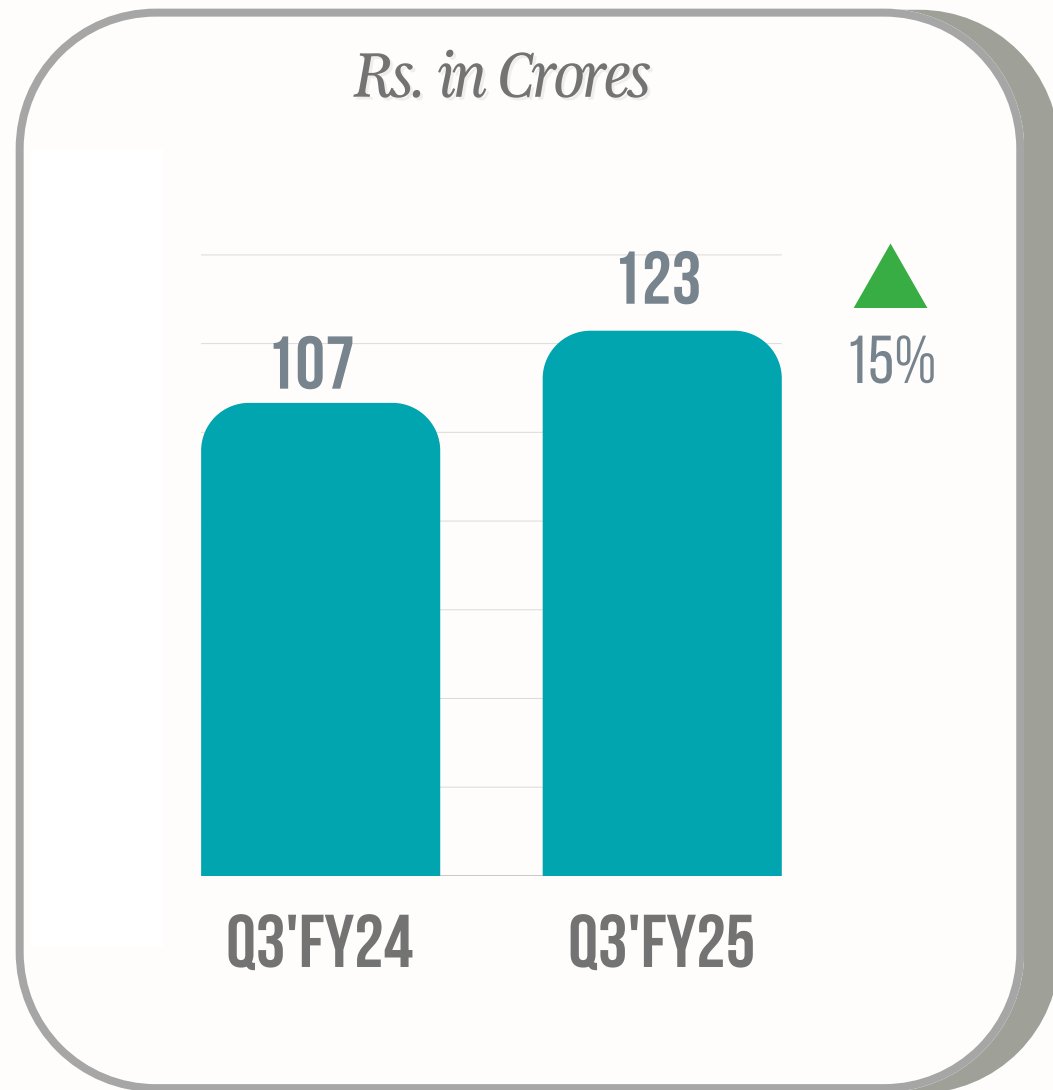
2

Business Segments

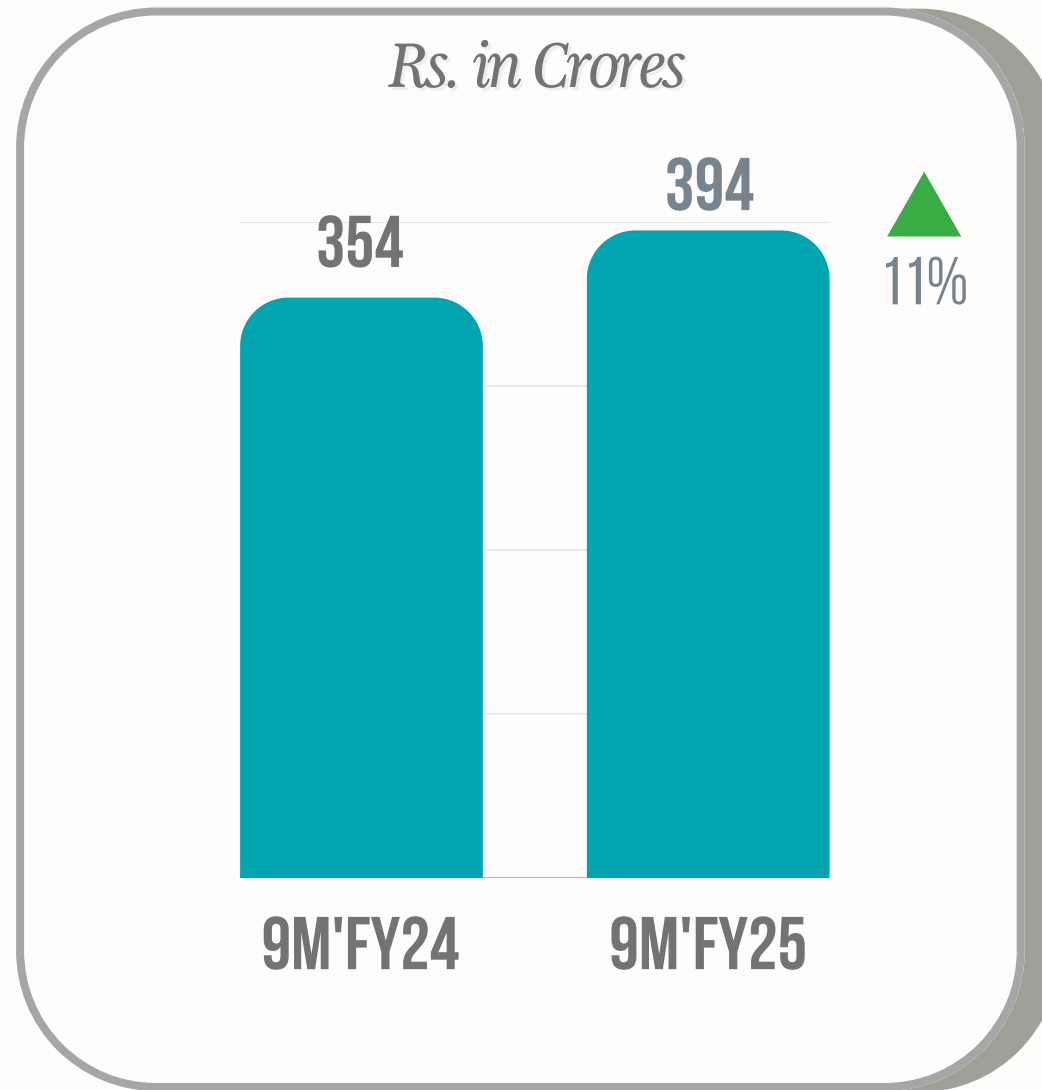
Medical Devices



Operational Performance: Quarterly Revenue

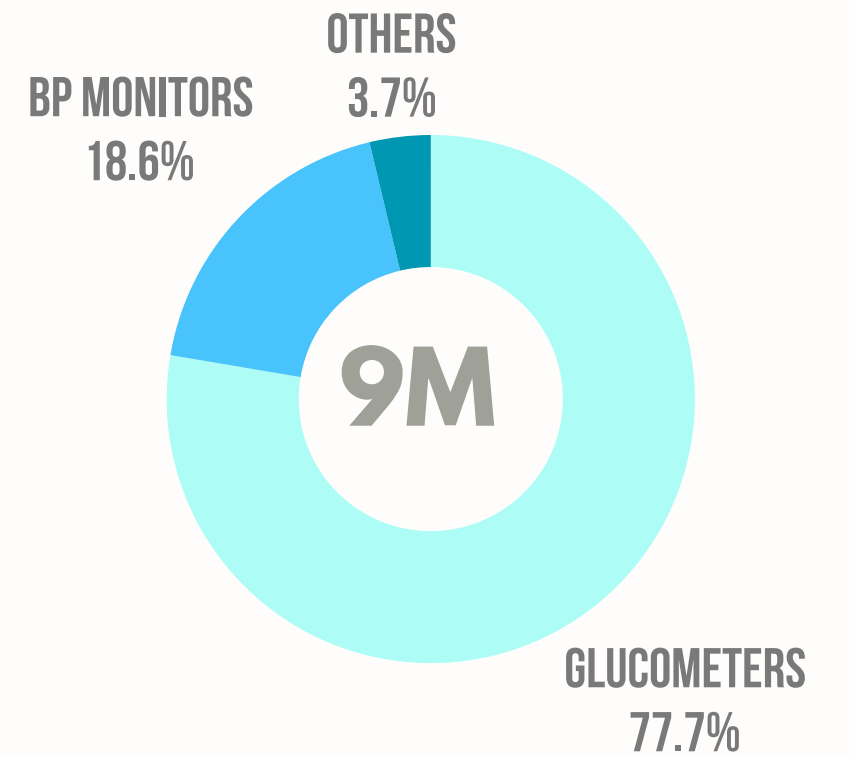


9M Revenue



11%

Increase in 9M revenue with increased installed Glucometers base



PRODUCT SPLIT-9M'FY25

Business Segments

3 Pharma Business

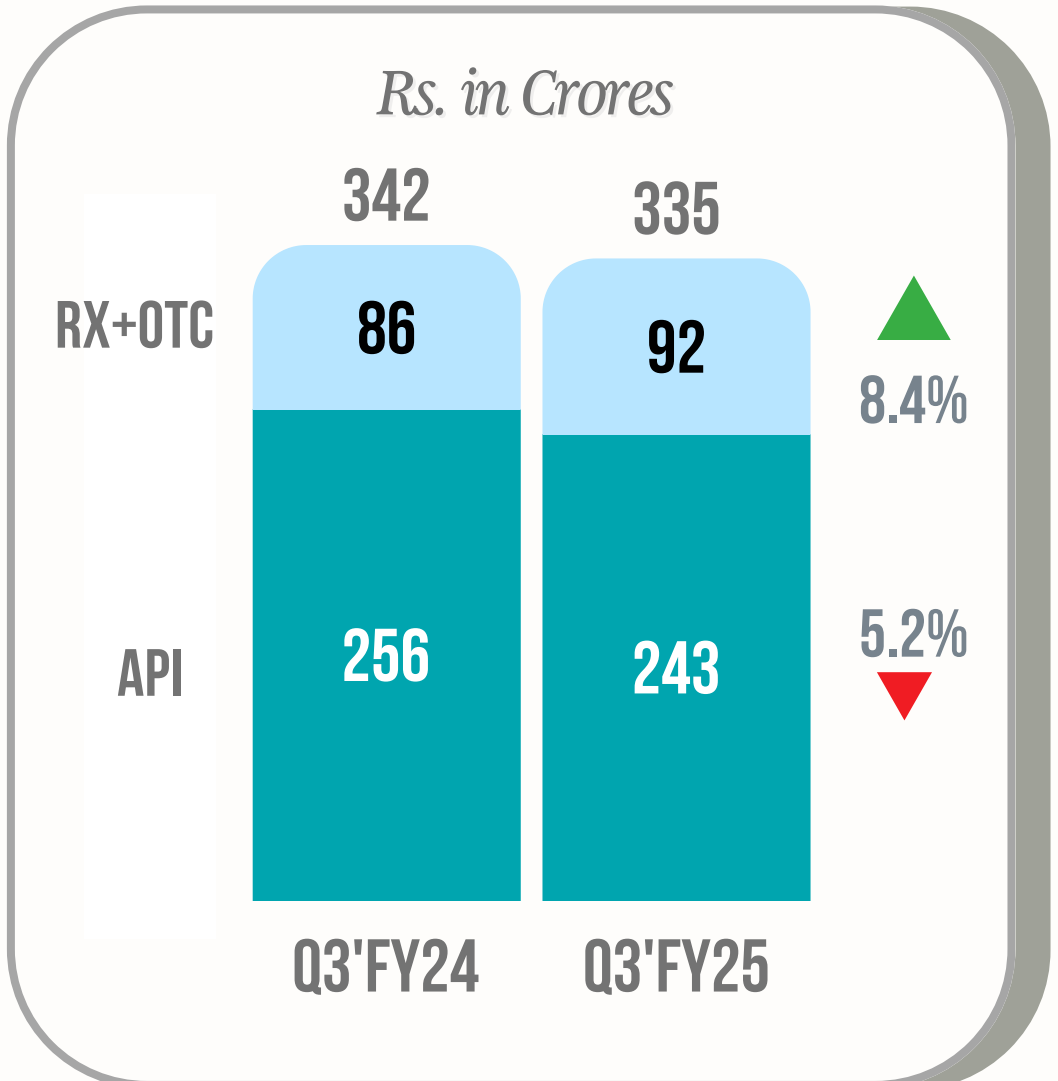
APIs and Finished Dosages



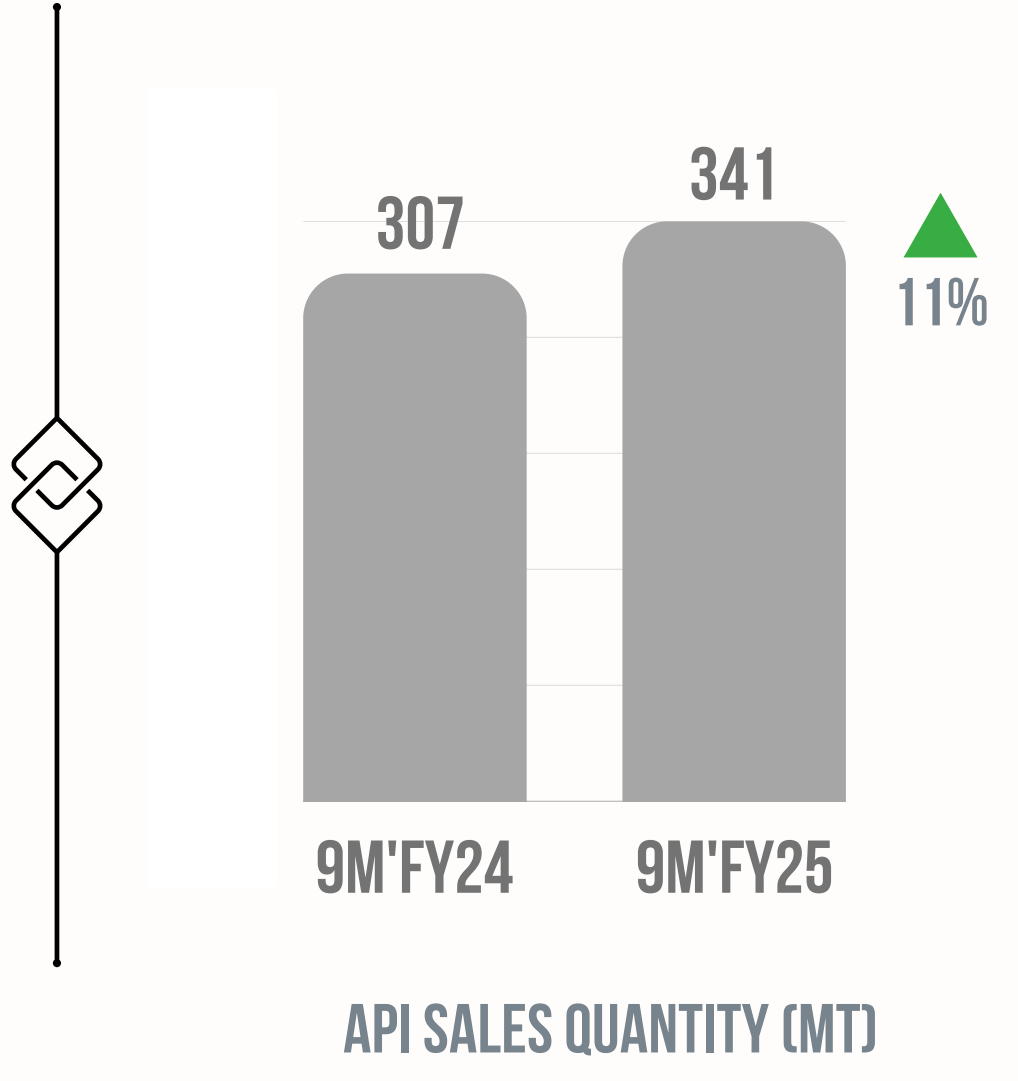
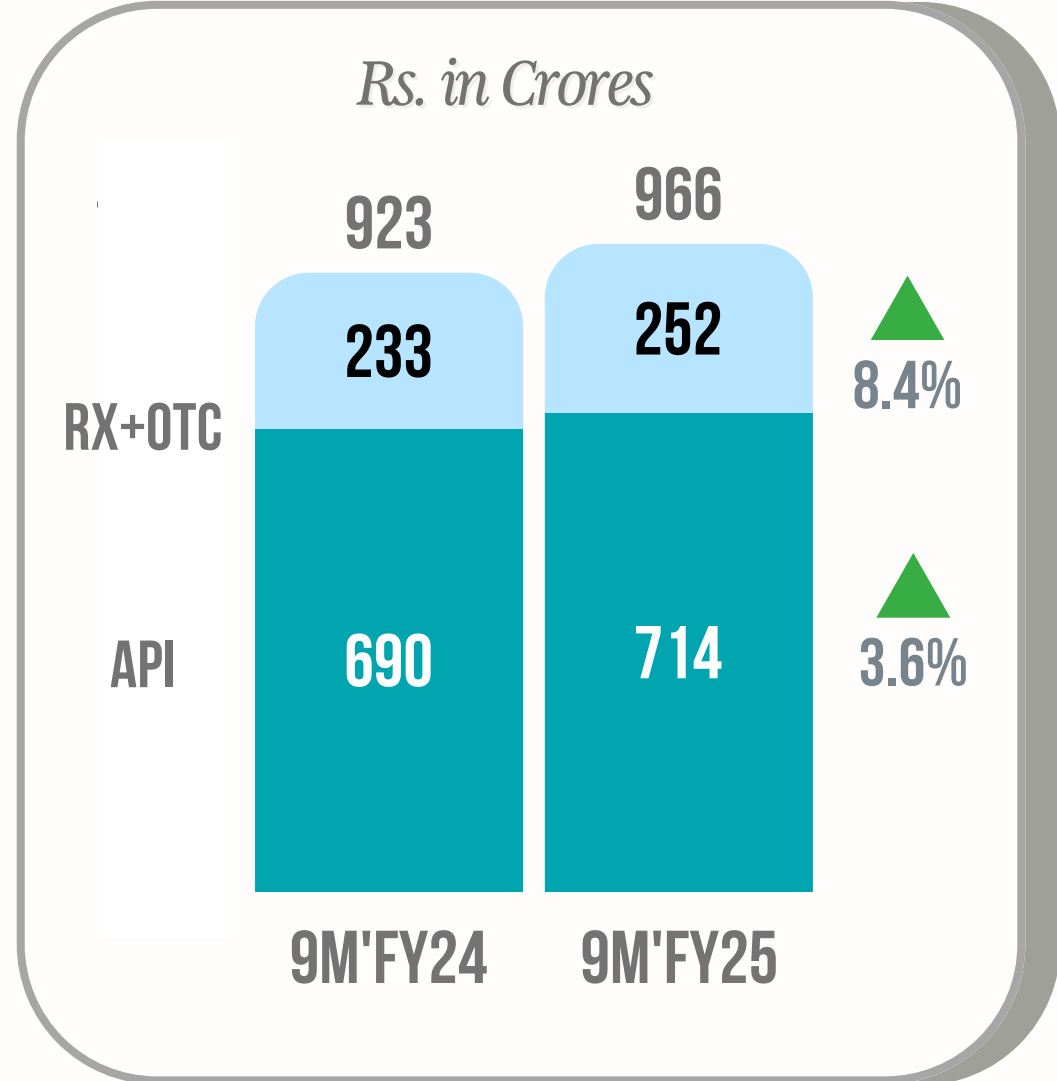
75%
Business share of API from long-term customers

Operational Performance:

Quarterly Revenue



9M Revenue



3

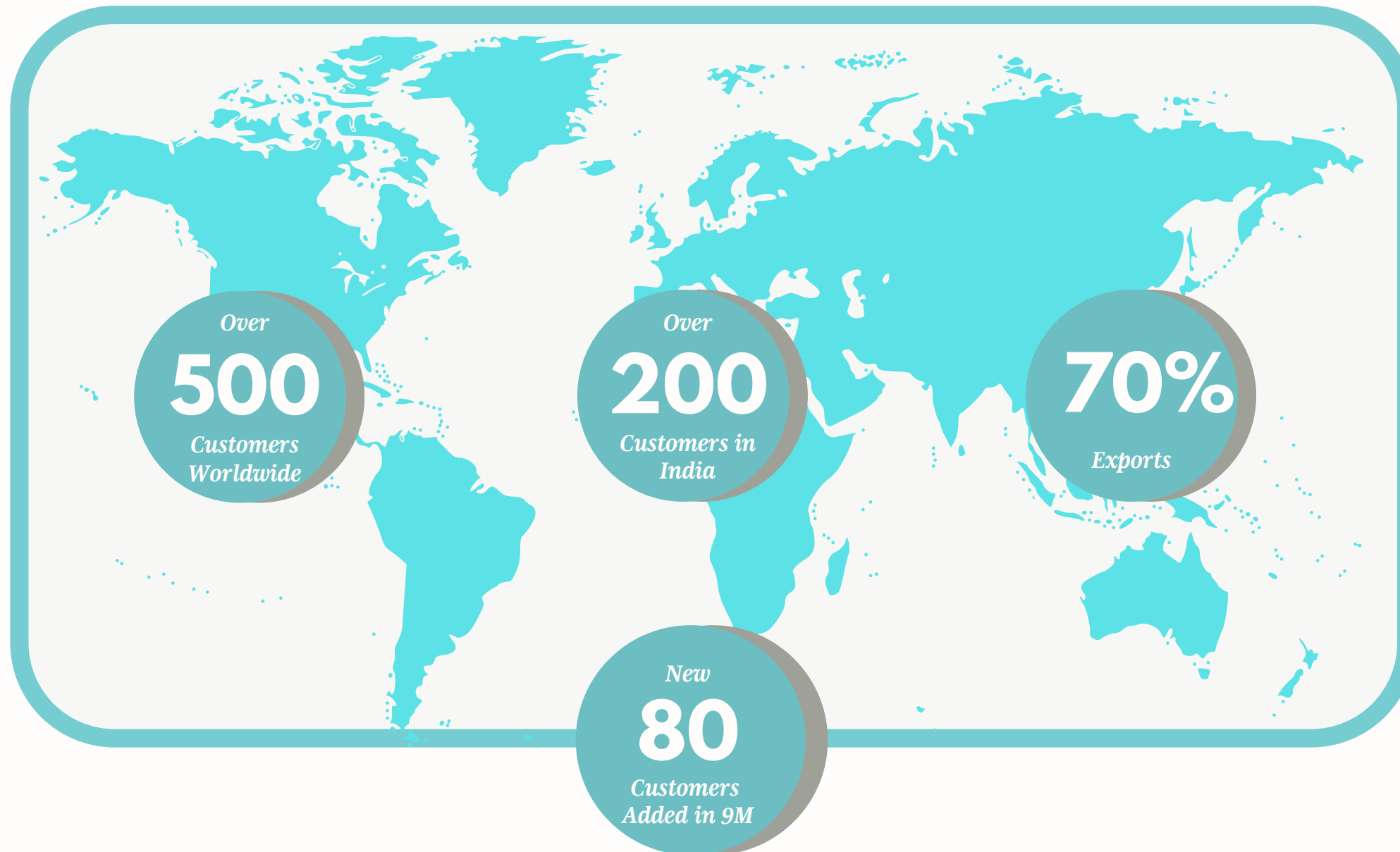
Business Segments

Pharma Business

API Business

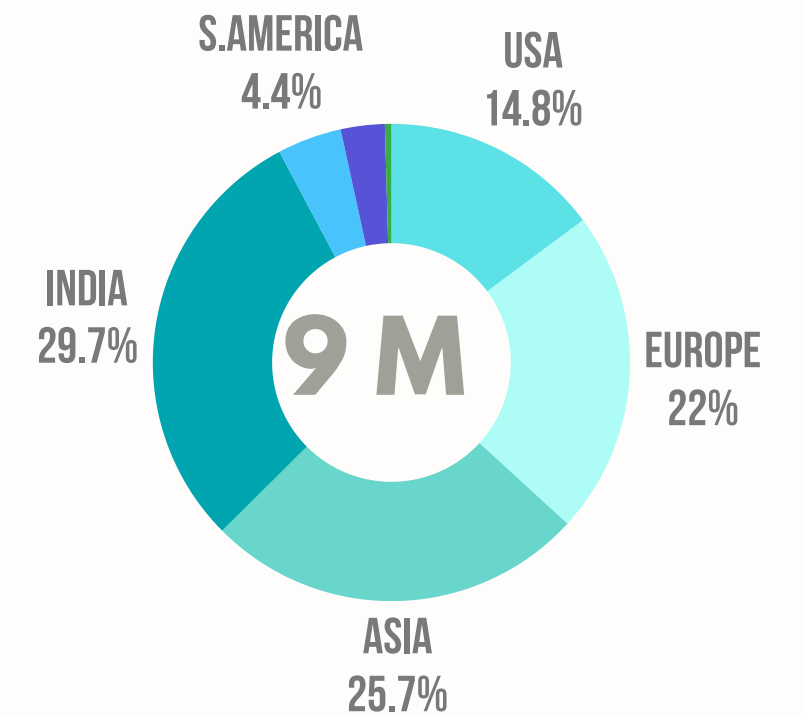
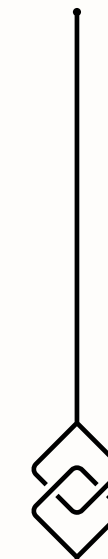
MOREPEN

Exporting to over 80 Countries:



9%

Increase in exports with consistent repeat orders



API REVENUE SPLIT - 9M 'FY25

3

API Business

MOREPEN

510KL

*API Capacity ready, up from 400Kl
one year ago*

Project Updates:

P-8 Plant Expansion Completed



P-8 Ready for Production



P-9 Expansion Started



3

API Business

MOREPEN

50KL

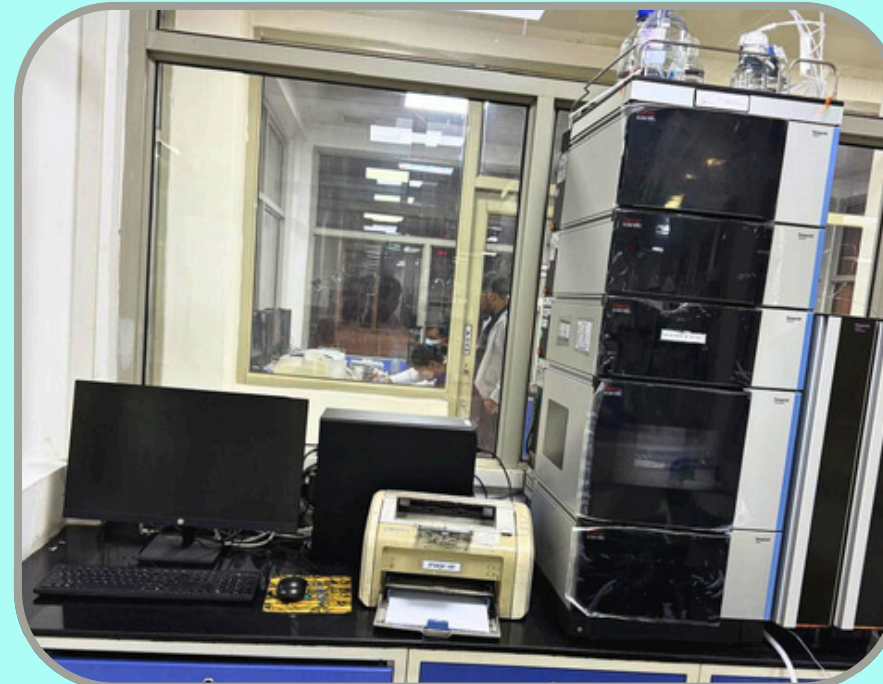
API Capacity added making available API capacity 450KL

Project Updates:

QC Lab Expansion



QC Lab Expansion



QC Lab Expansion



3

API Business

MOREPEN

50KL

API Capacity added making available API capacity 450KL

International Outreach:

CPHI, Milan



CPHI, India



CPHI, China



3 Consumer Business

New Products Launched:

Award-winning Slimbiome® from the UK and Intelicaps Probiotics from Belgium



\$23bn

Market Size of the Weight Management market in India

Pre-meal Drinks



On the Go Meal



Patented Ingredients



Backed by Science



Formulated by Experts

3

Rx Medicines

New Products Launched:

MOREPEN

New

Product to prevent for the heart stroke and liver sclerosis

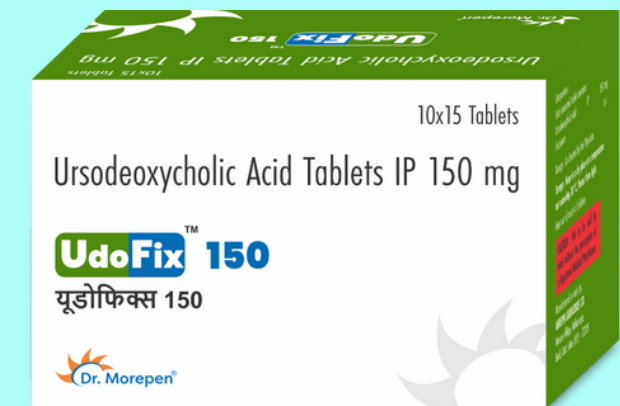
Ticapen 90mg



UdoFix 300



UdoFix 150



3

General

Awards and Accolades:

MOREPEN

Awards

*Awards and Accolades for
Operational excellence*

Visionary Entrepreneur 2024



Top 50 Supply Chain & Logistics



Dr. Morepen- Brand Icon of 2024



3

General

MOREPEN

32

Episodes of a talk show with Industry leaders

Bubble Chat Season 2 was completed successfully:

Live Monthly Chat Show with live YouTube streaming



Season -2

[CLICK HERE TO JOIN](#)



Bubble Chat@Dr Morepen

BubbleChat @ Dr Morepen is a private chat show that provides a platform for fun and engaging conversations with senior management, industry...

YouTube

Dr. Ram Charan



Mr. Shiv Khera



Dr. Praveen Gupta



Mr. Kush Kapoor



Mrs. Shalu Suri



Lt. Rita Gangwani



Mr. D. K. Bakshi



B K Sarita Didi



Dr. Ankur Behl



Dr. Rahul Bhargav

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4

Financial Overview



Improving
EBITDA Margins and PAT

4 Financial Overview

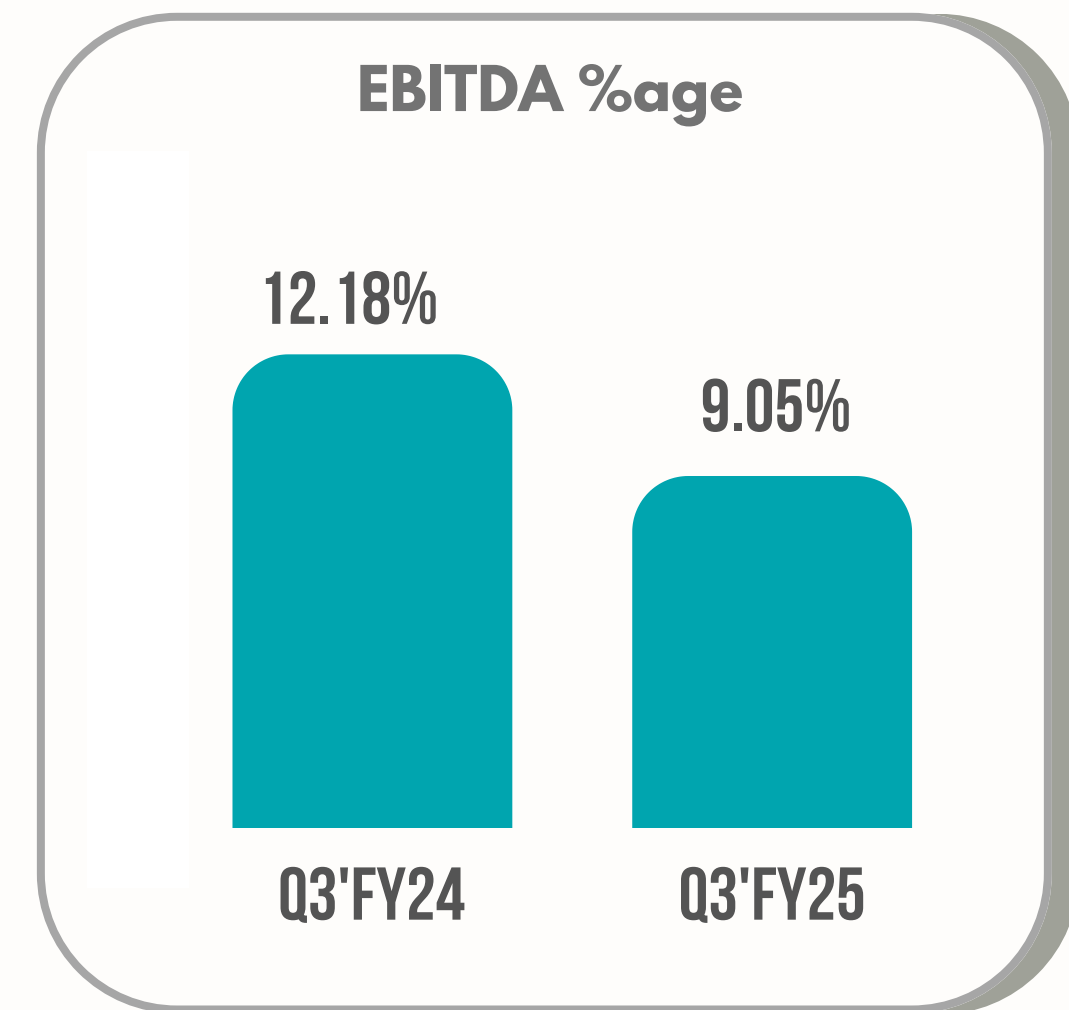
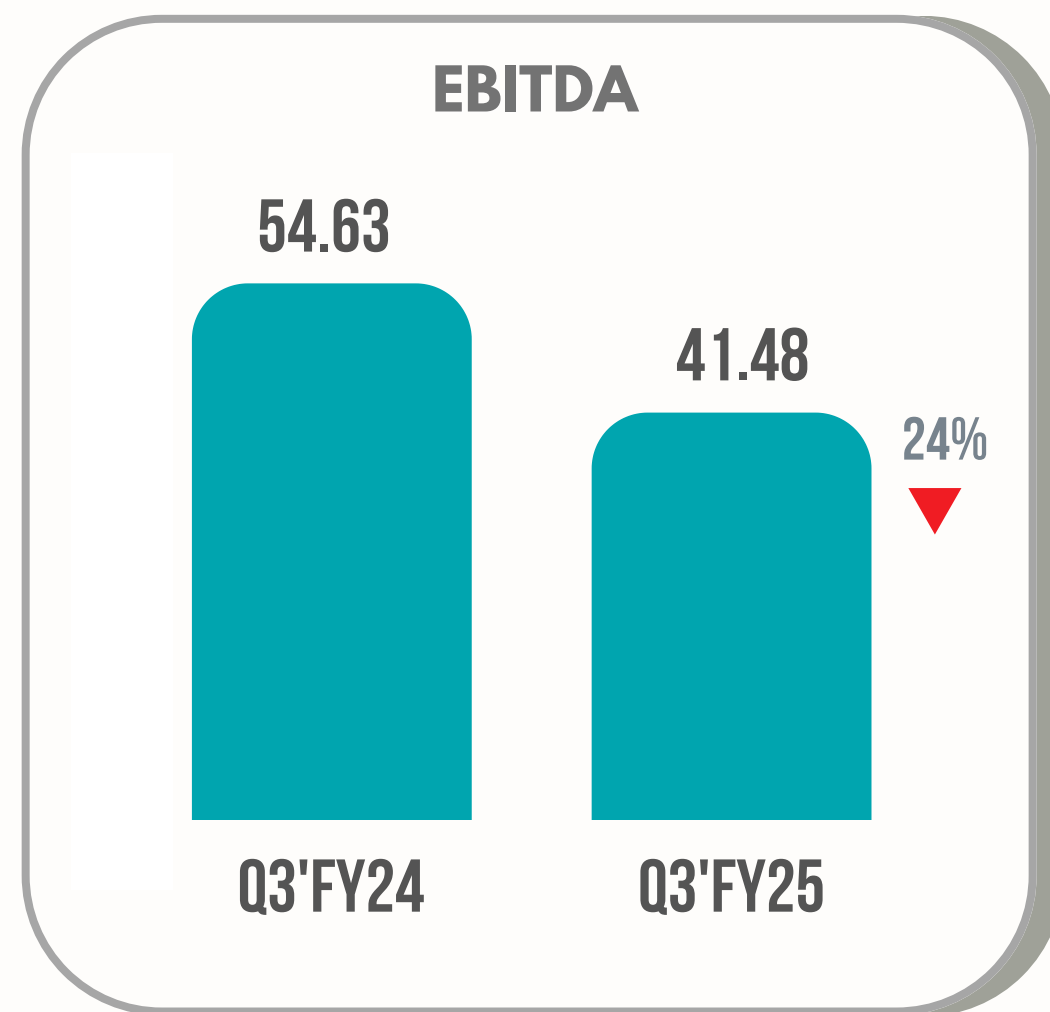
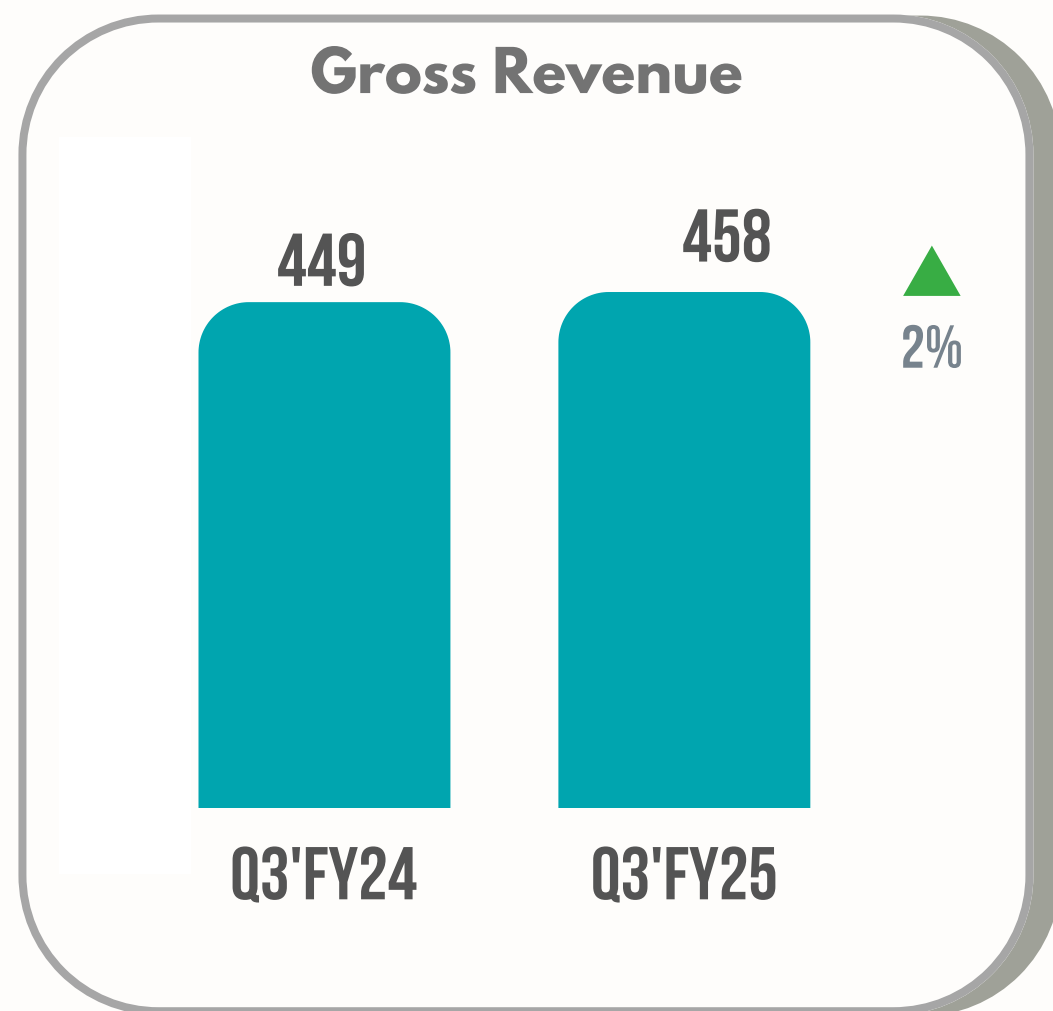


Quarterly Performance:

24%
Lower EBITDA on account of input cost pressure and expenses increase

Rs. in Crores

Rs. in Crores



4 Financial Overview



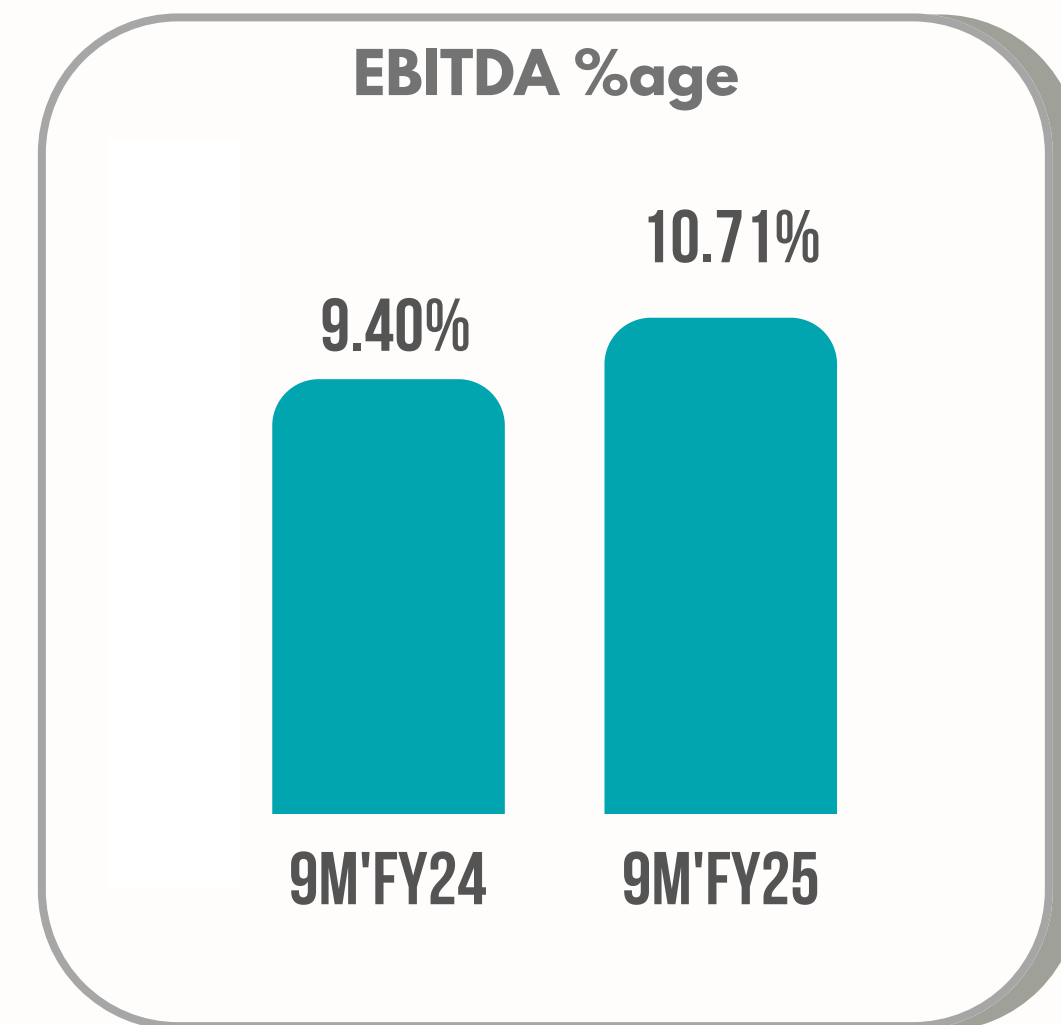
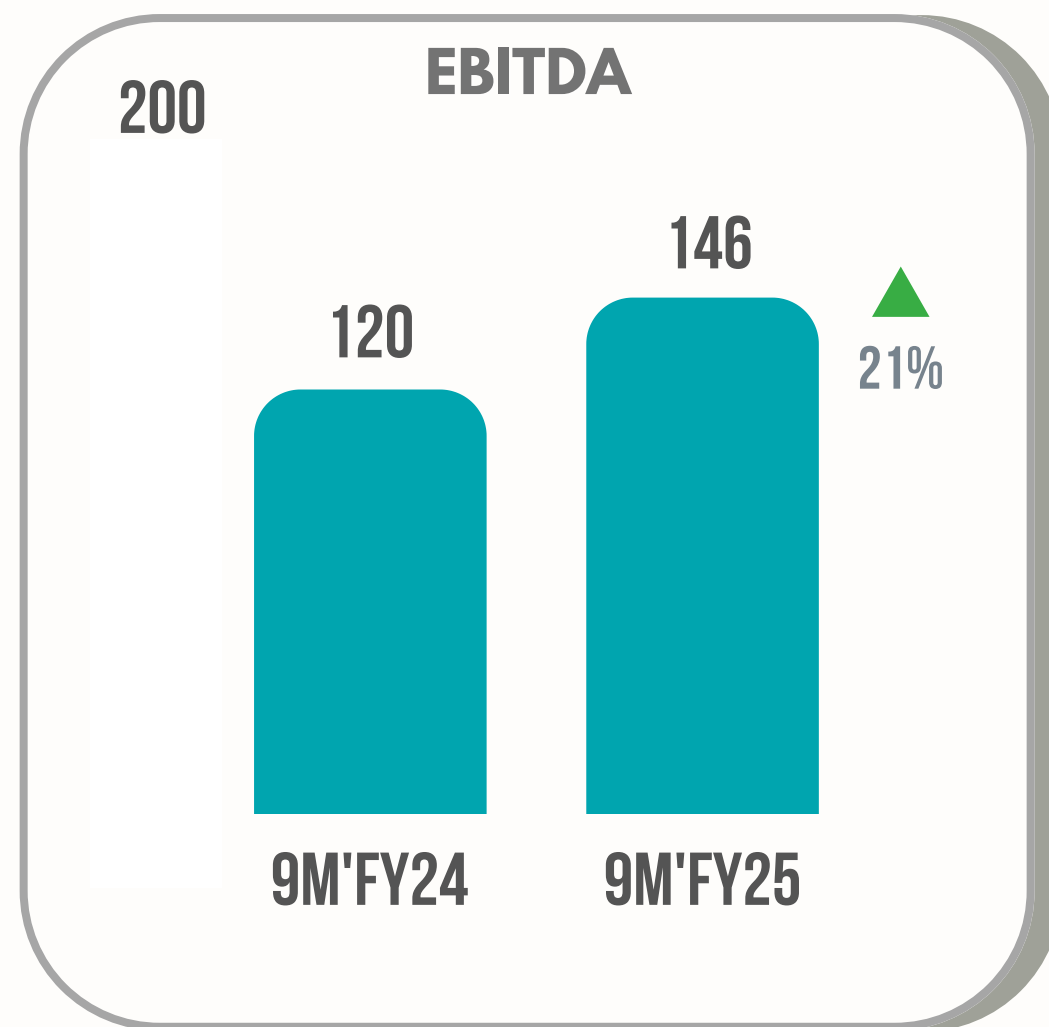
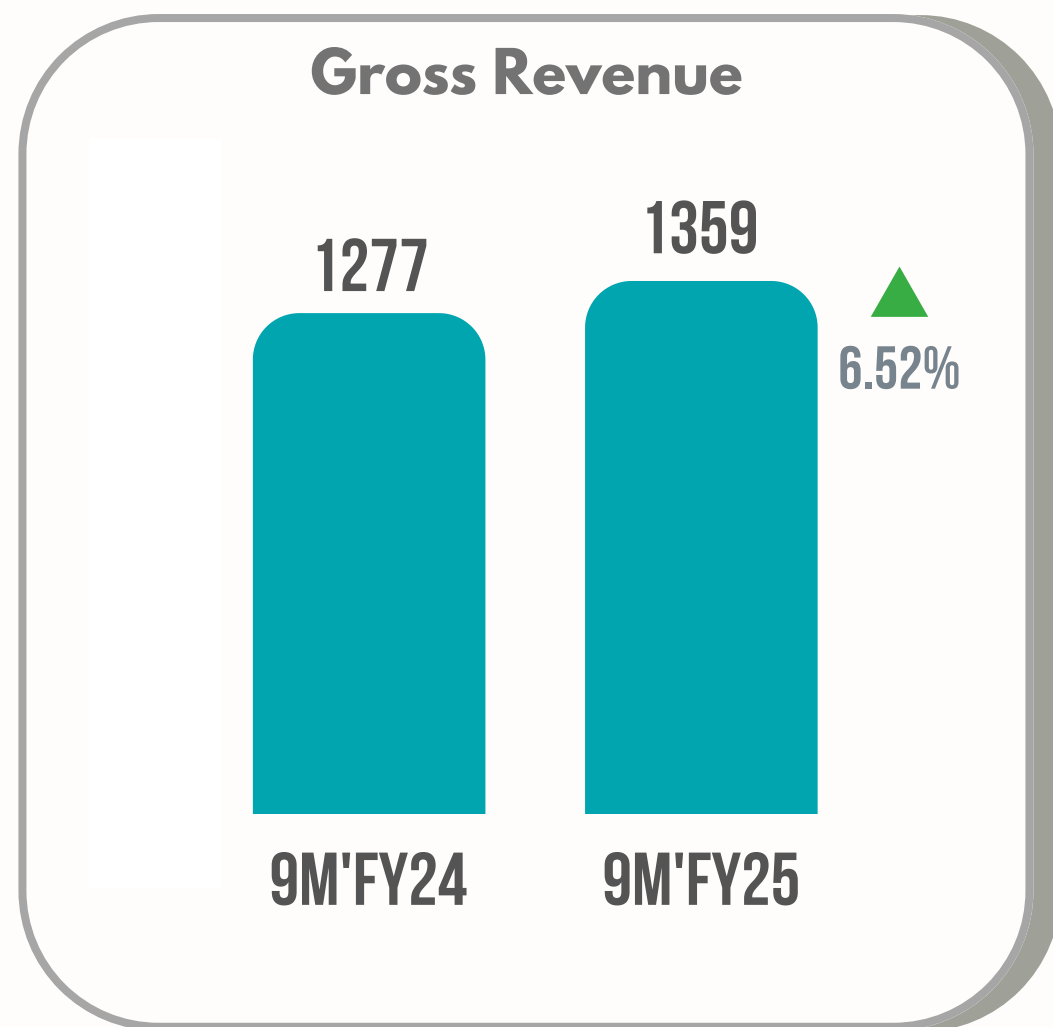
9 Months Performance:

21%

EBITDA growth on account of increase in sales revenues

Rs. in Crores

Rs. in Crores



4 Financial Overview

9 Months Profitability:



44%

Increase in Profit after tax in 9M on with improved EBITDA

Rs. in Crores

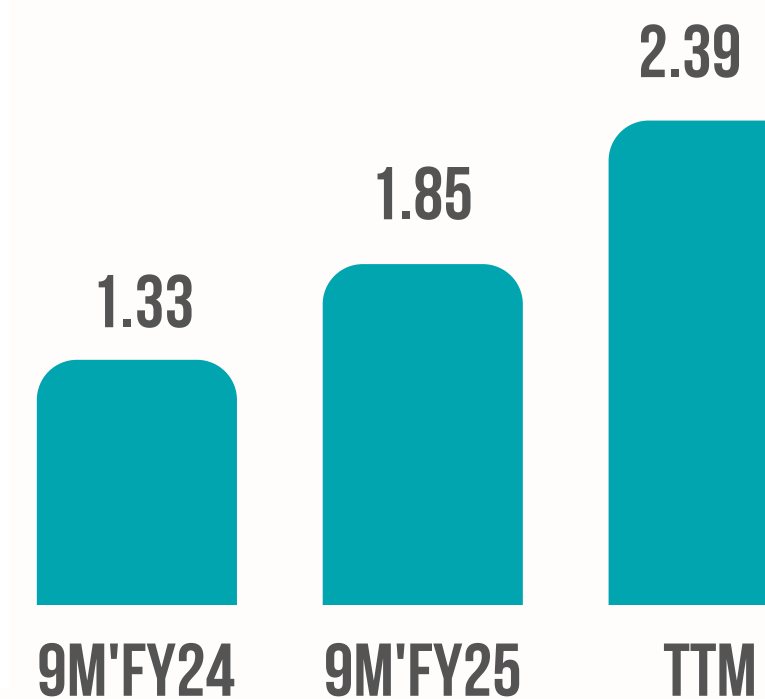
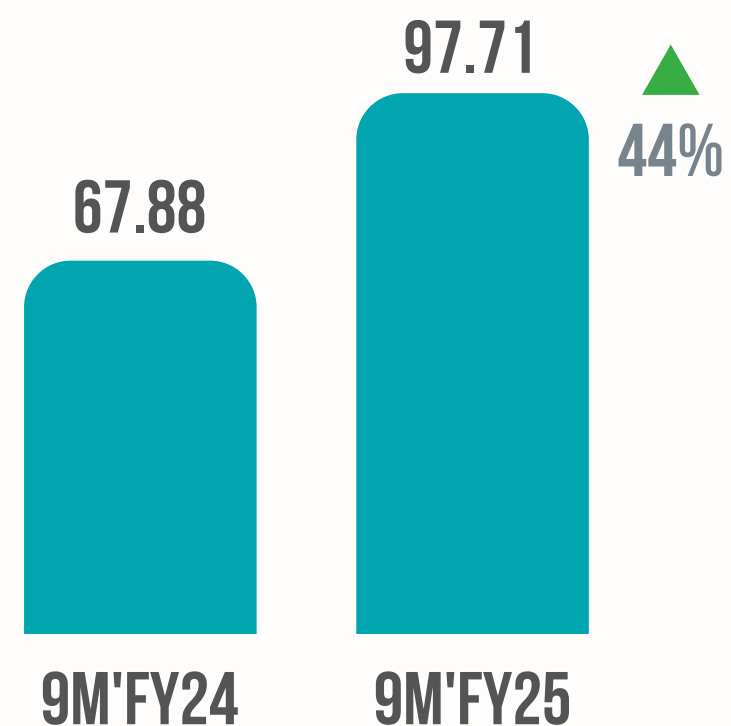
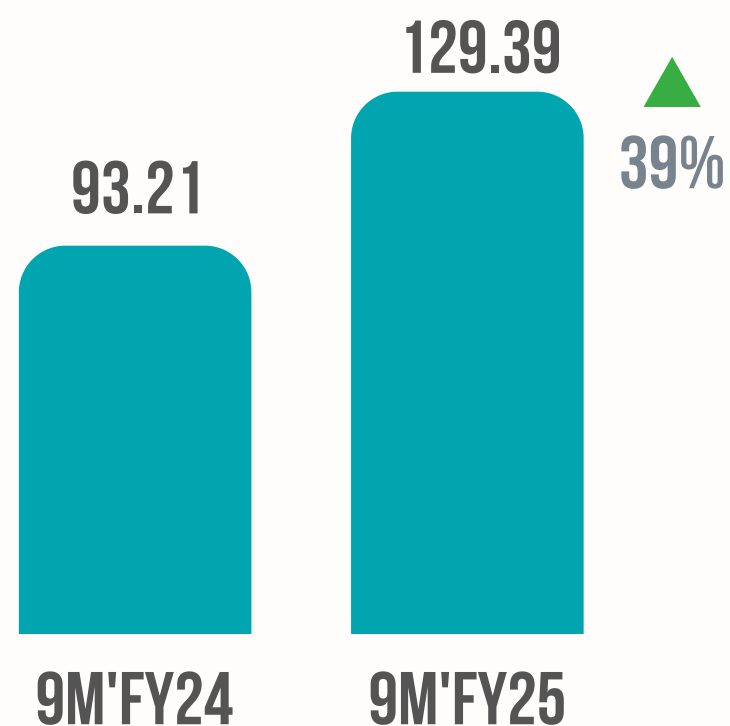
Rs. in Crores

Rupees

Profit Before Tax (PBT)

Profit After Tax (PAT)

Earning Per Share (Rs.)





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