



MOREPEN



Date: 10/11/2022

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: Investors Presentation (Q2' FY23) November 2022

Dear Sir/ Madam,

Please find enclosed the **Investors Presentation (Q2' FY23) November 2022**, based on the financial performance of the company for the quarter and half year ended 30th September 2022.

Kindly acknowledge the receipt and take it on your record.

Thanking you,

Yours faithfully,

For Morepen Laboratories Limited

(Vipul Kumar Srivastava)
Company Secretary
Membership no. F-12148

Encl.: As above

Morepen Laboratories Limited

CIN No: L24231 HP1984PLC006028

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Tel.: +91-1795-266401-03, 244590, Fax: +91-1795-244591, E-mail: plants@morepen.com

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q2'FY23

EARNINGS PRESENTATION - NOV 2022



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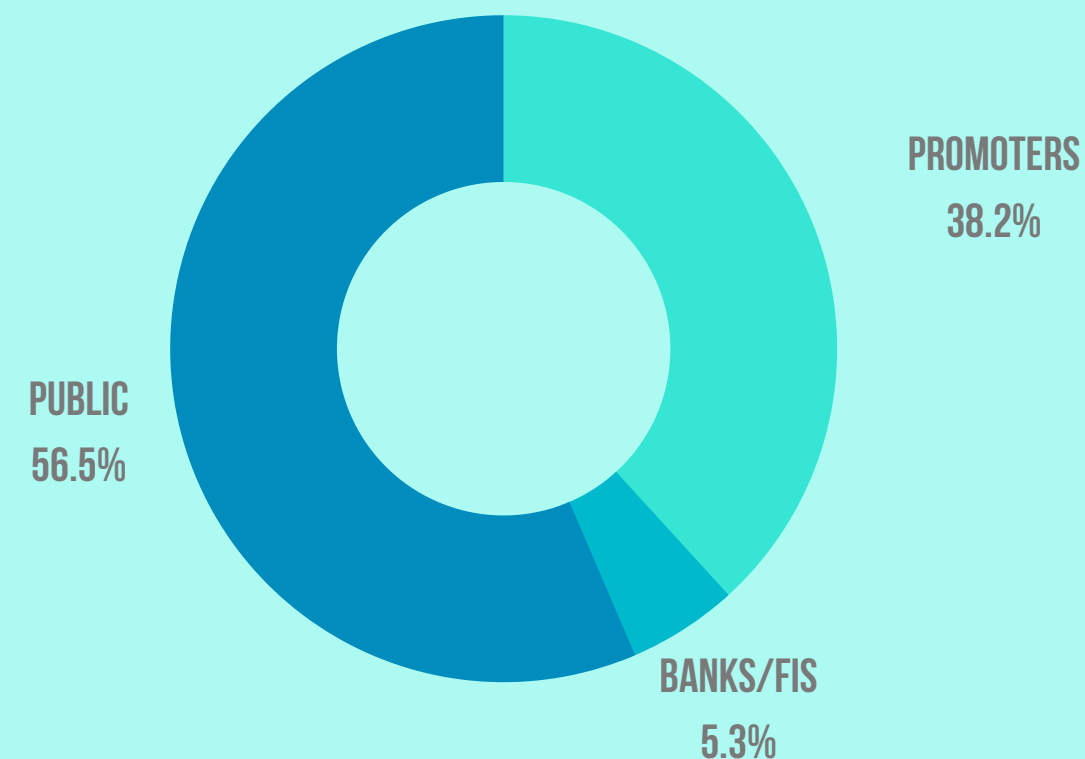
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QUARTERLY HIGHLIGHTS

SHAREHOLDING PATTERN



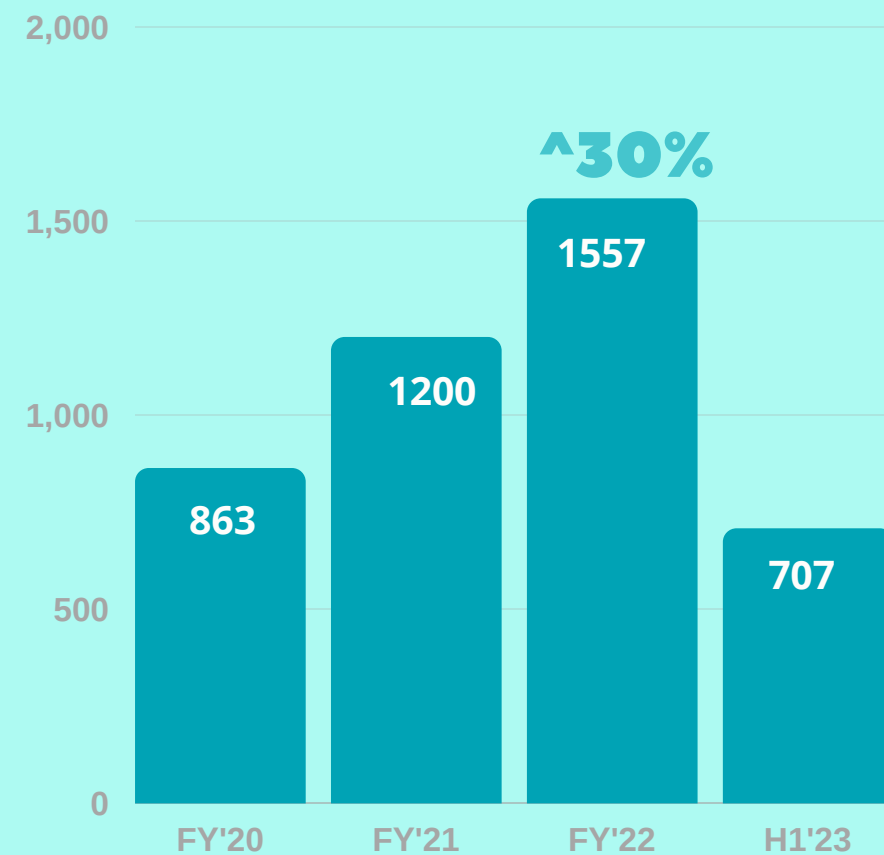
- Promoter Group shareholding has gone up from 34.54% to 38.22% post subscription of warrants by the promoters companies
- Banks/FI's holdings has gone up from 1.39% to 5.33% post conversion of their Pref. Capital into Equity Capital.

- During the current Quarter Q2'FY23, the business has started stabilising post covid period, and is on the path to recovery.
- During quarter Q2'FY23, the company has achieved the highest ever Quarterly Revenue of at Rs. 404 crores.
- Quarterly revenues have grown with a CAGR of 23% in last three years, up 87% from pre-covid level.
- Subdued demand, pressure on sales realisation, higher input costs and USD appreciation has adversely impacted the profit margins for last two quarters.
- There is an increased emphasis on marketing, selling, distribution and reach across various channels.



CONSOLIDATED
QUARTERLY PERFORMANCE

34% CAGR



ANNUAL PERFORMANCE

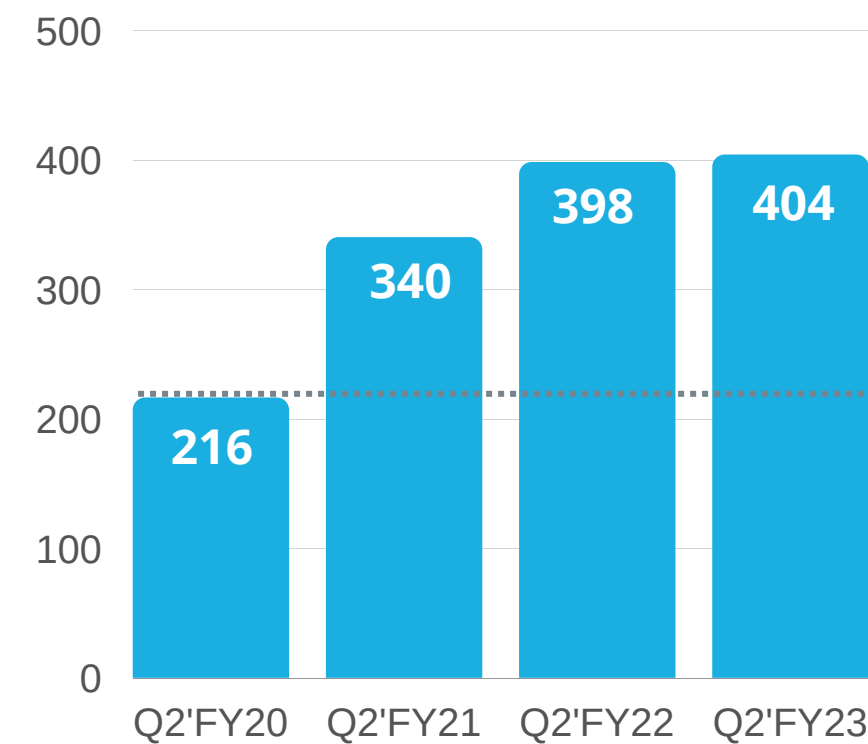


CONSOLIDATED

REVENUE GROWTH

Rs. in crores

23% CAGR



UP 87% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

MOREPEN

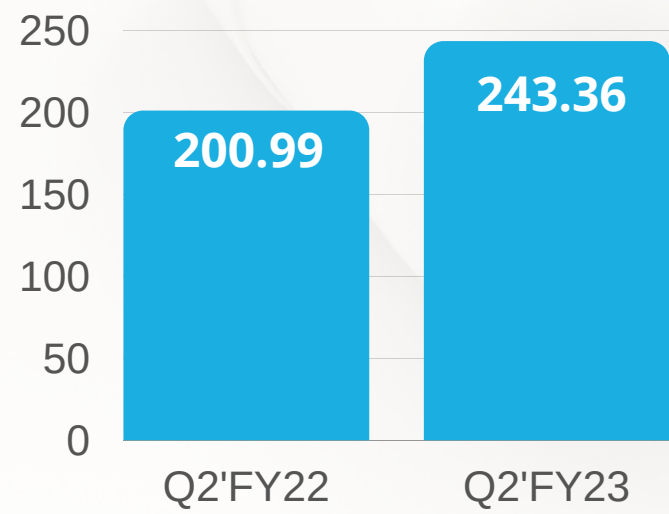


CONSOLIDATED

SEGMENTS WISE PERFORMANCE

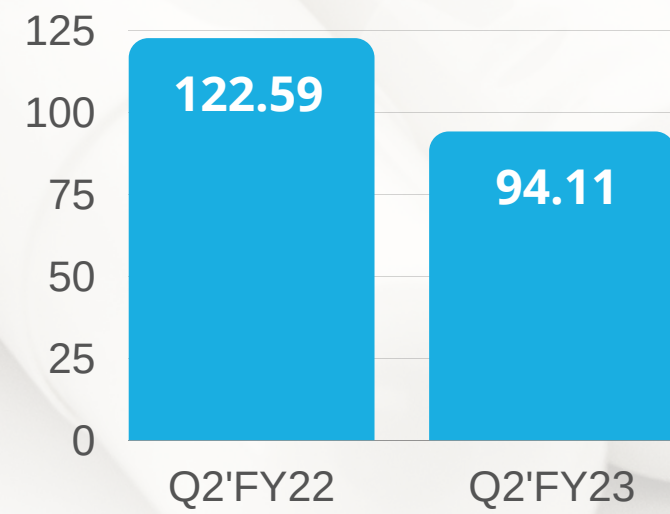
API

^21%



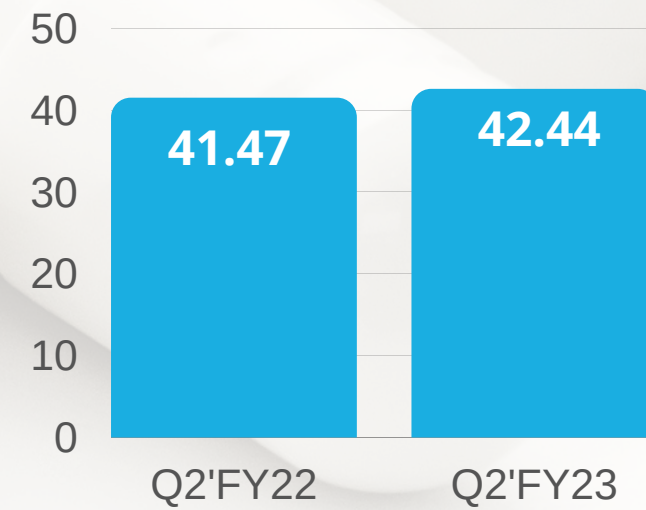
DIAGNOSTICS

-23%



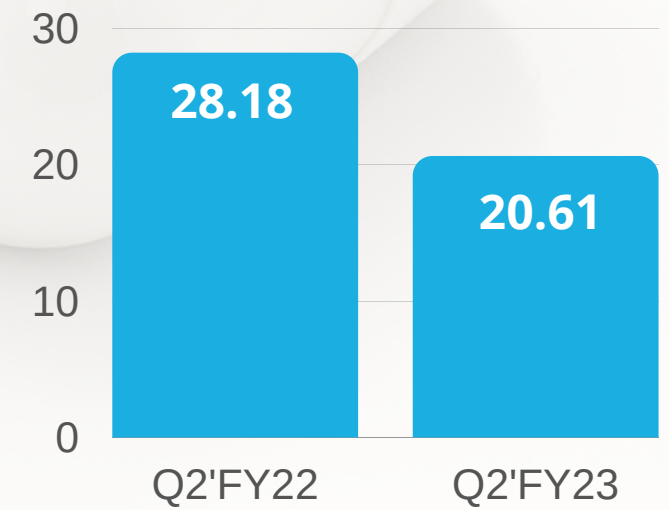
FORMULATIONS

^2%



DR.MOREPEN -OTC

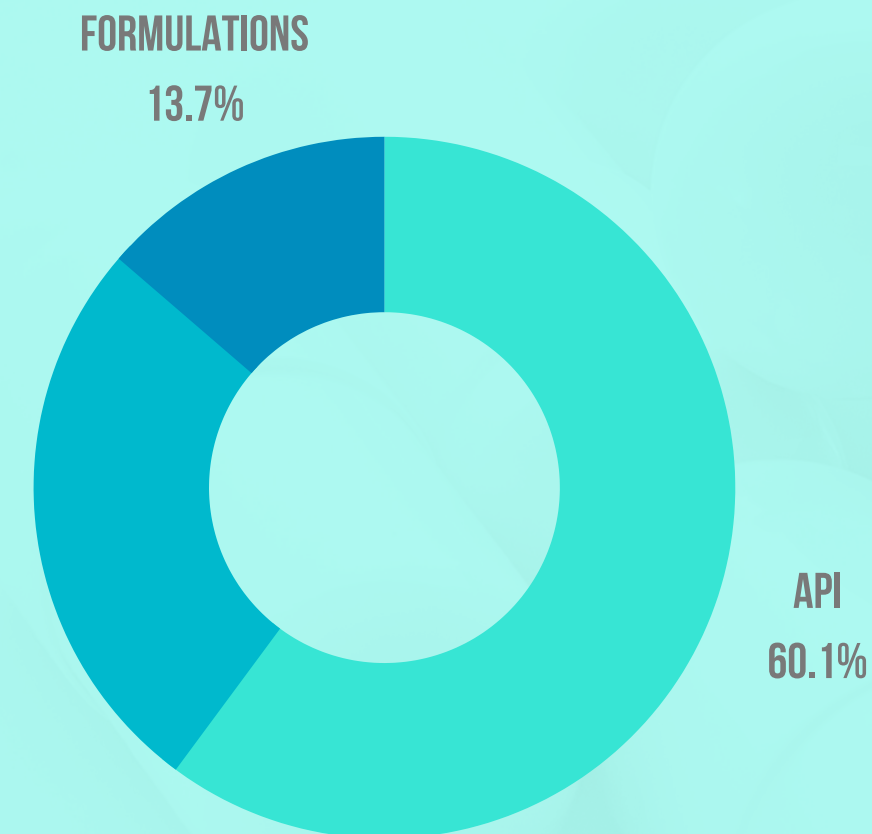
-27%



NOTE: CURRENT QUARTER NUMBERS ARE NOT COMPARABLE AGAINST THE PEAK COVID DEMAND IN PREVIOUS YEAR (Q2'FY22)

STANDALONE

SEGMENT WISE BREAKUP



REVENUE SPLIT H1'FY'23



SHARE	H1 FY'22	H1'FY23	
API	53.3%	60.1%	6.80% ↑
DIAGNOSTICS	35.1%	26.2%	8.90% ↓
FORMULATIONS	11.6%	13.7%	2.10% ↑



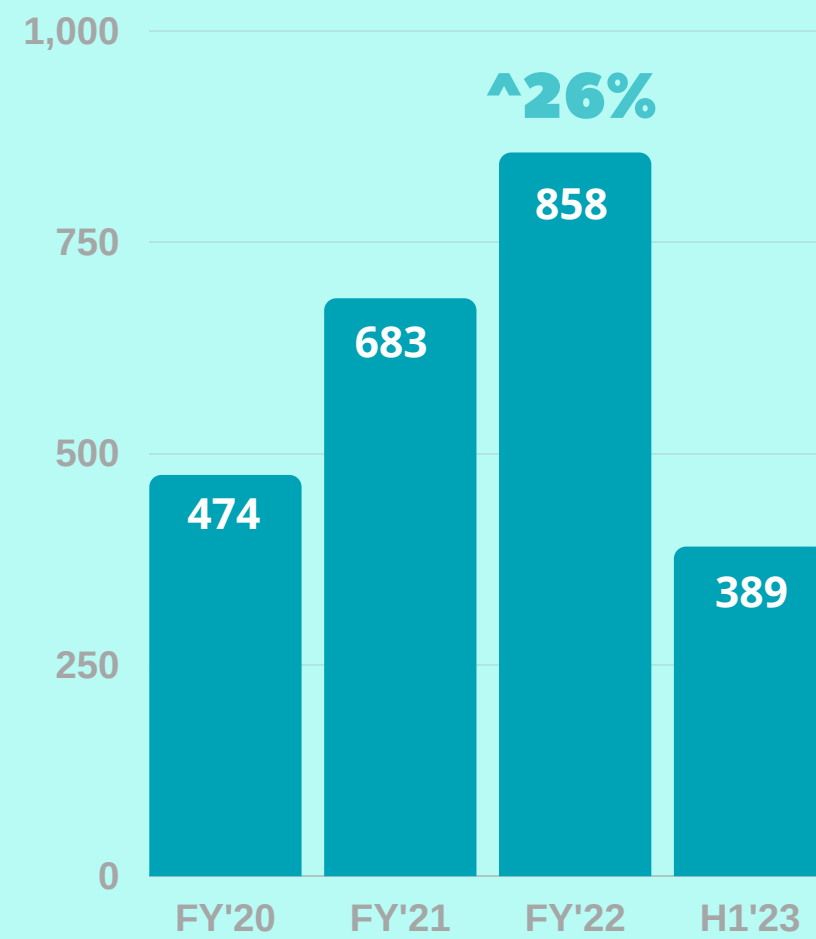
API BUSINESS

LEADERSHIP THROUGH QUALITY

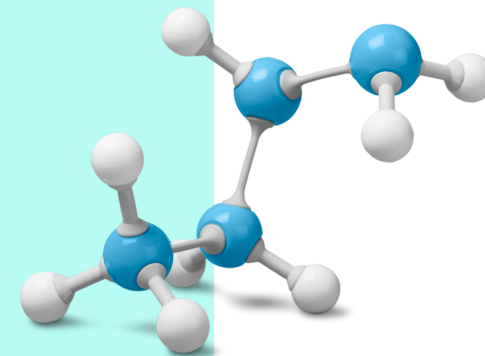
API BUSINESS

API REVENUE

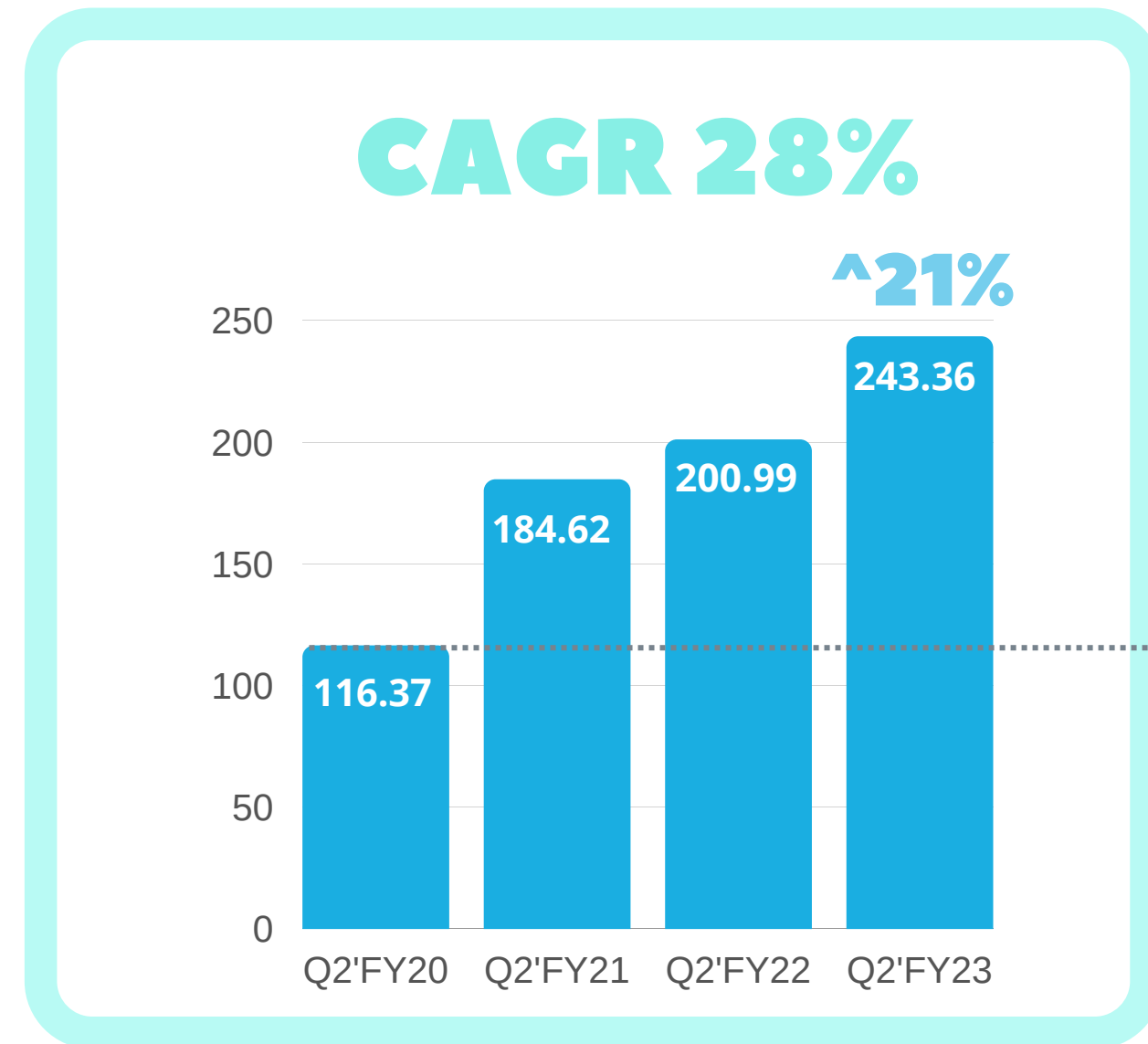
35% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY23 PERFORMANCE

UP 109% FROM
PRE-COVID LEVEL

KEY API PRODUCTS

LORATADINE

^ 44 %

MONTELUKAST

- 16 %

ATORVASTATIN

^ 21 %

NEW MOLECULES

^ 145 %

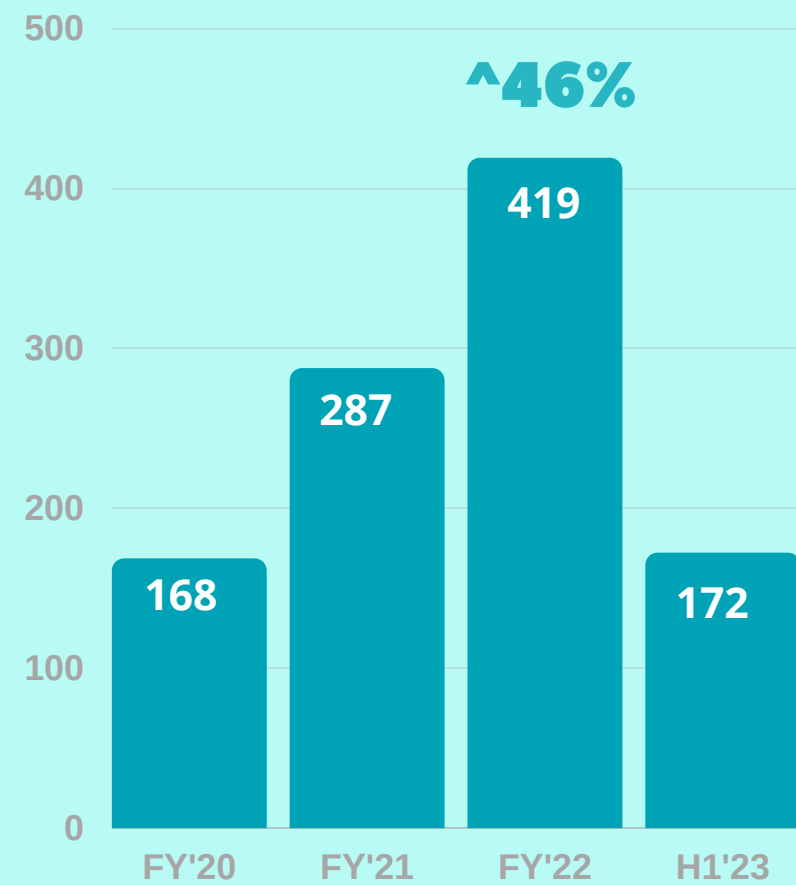


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

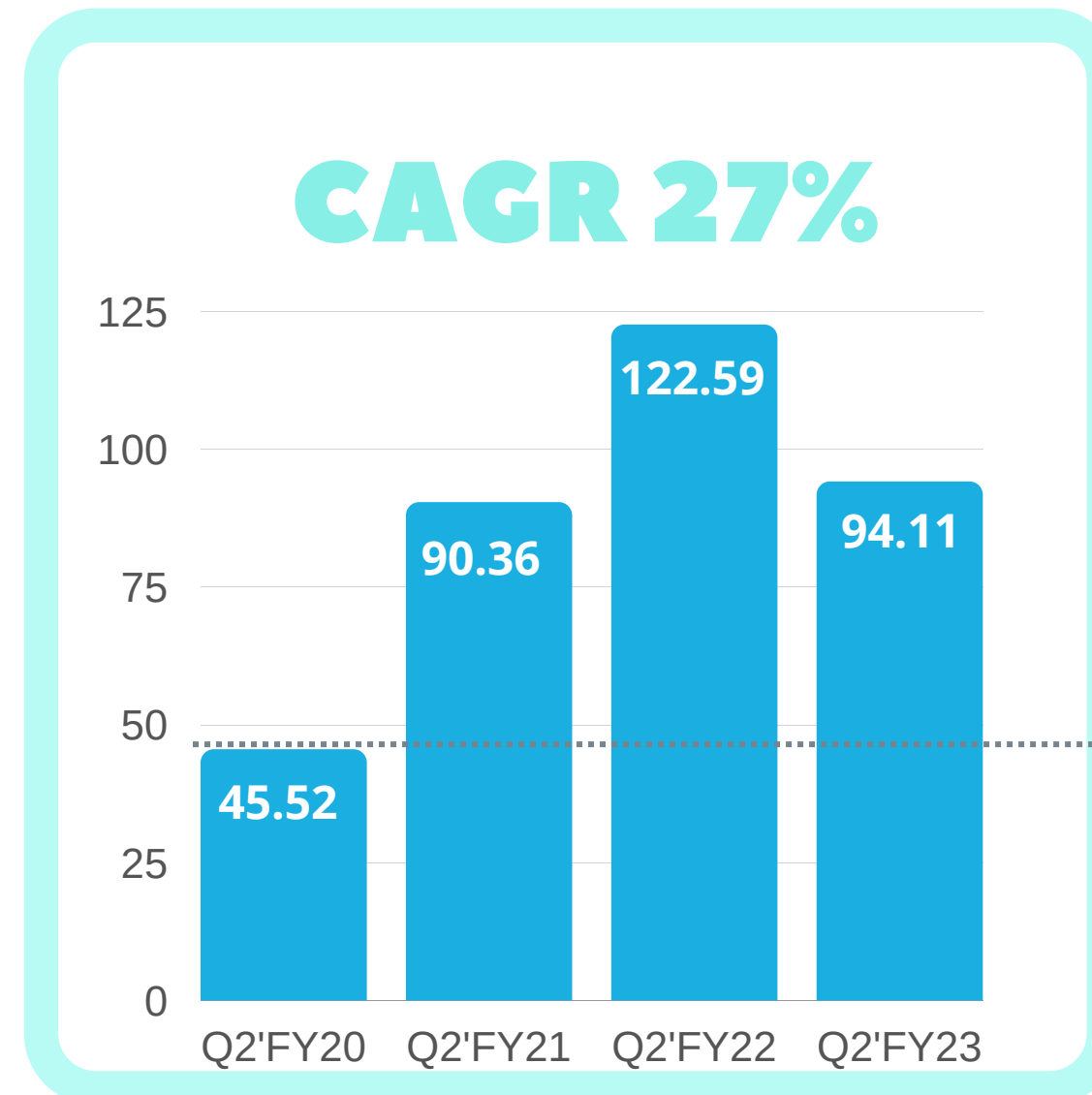
58% CAGR



ANNUAL PERFORMANCE



Rs. in crores

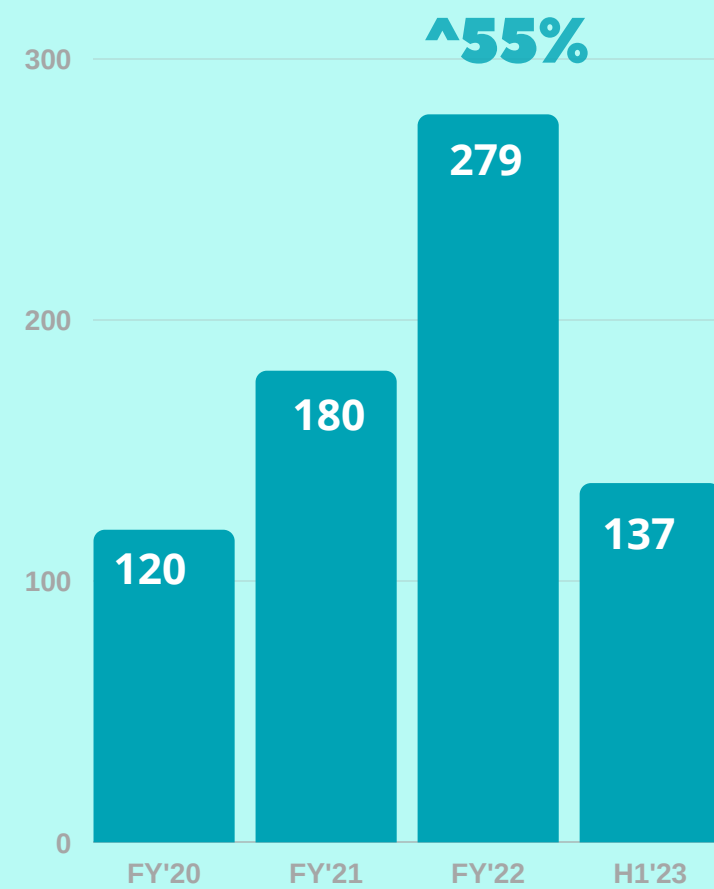


Q2'FY23 PERFORMANCE

UP 107% FROM
PRE-COVID LEVEL

GLUCO METER REVENUE

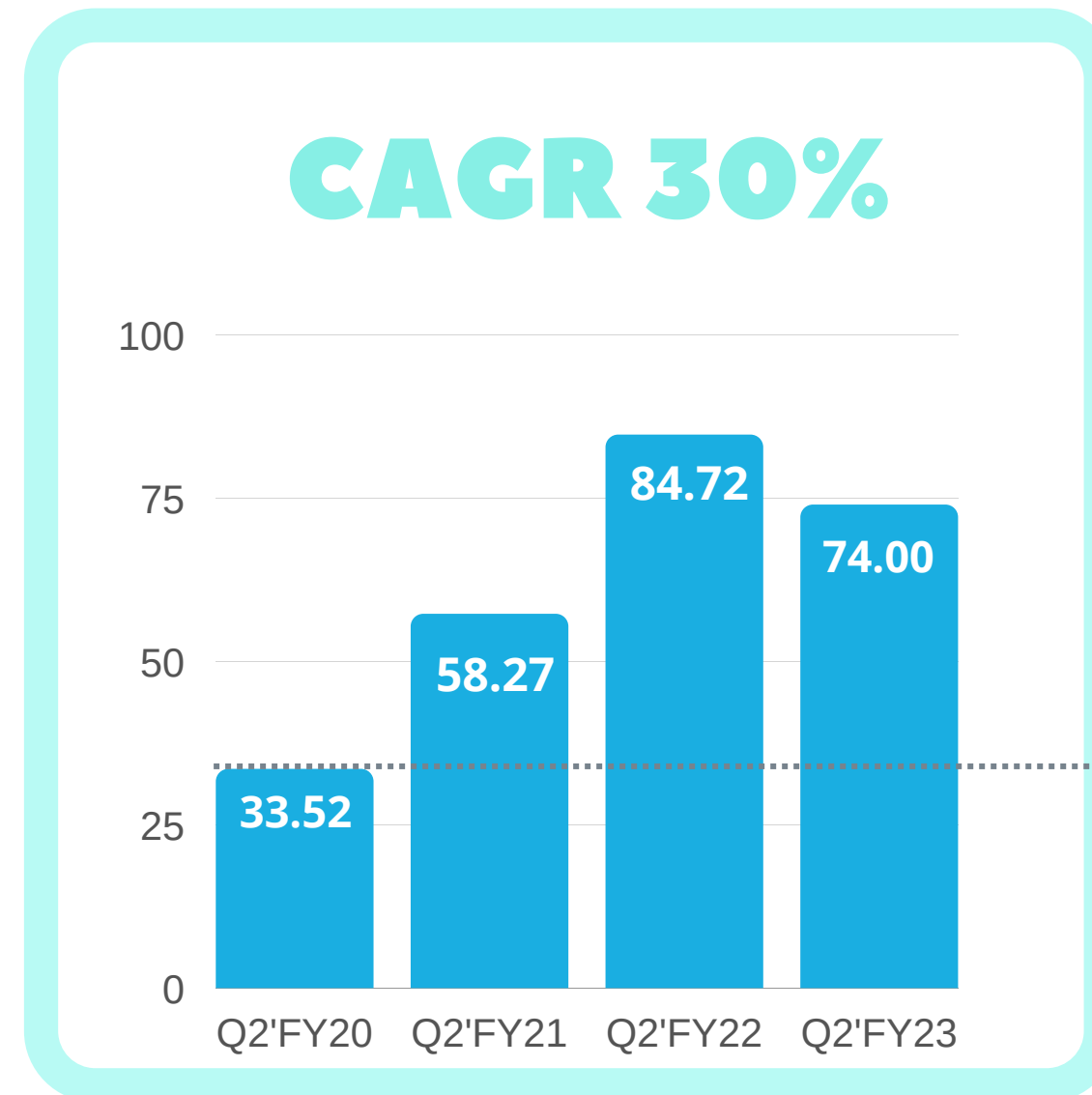
52% CAGR



ANNUAL PERFORMANCE



Rs. in crores

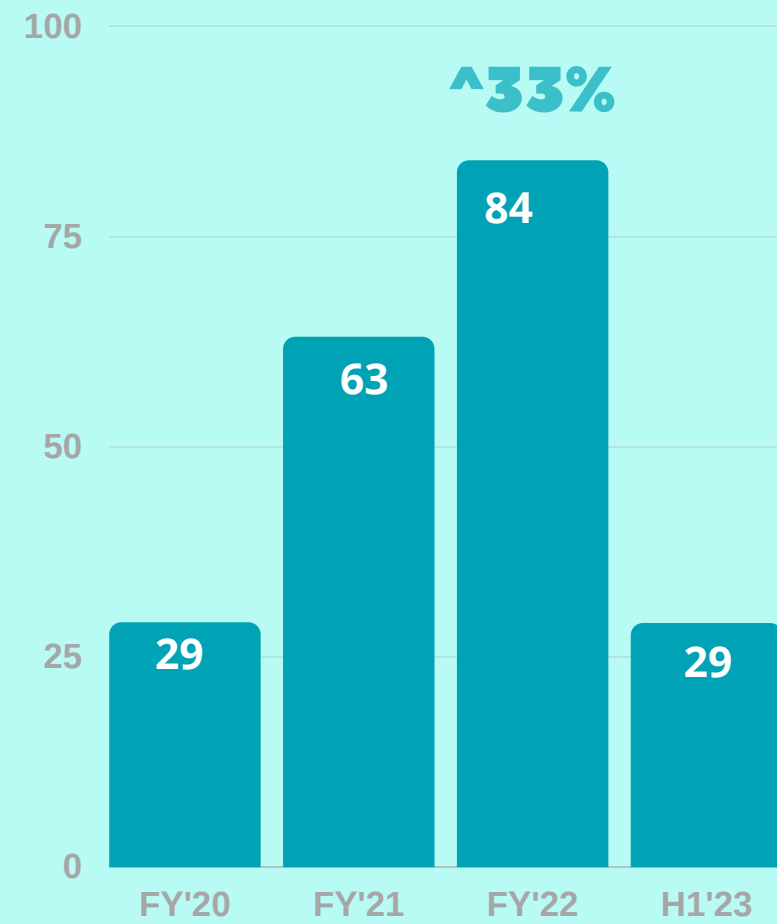


Q2'FY23 PERFORMANCE

UP 121% FROM
PRE-COVID LEVEL

BP MONITOR REVENUE

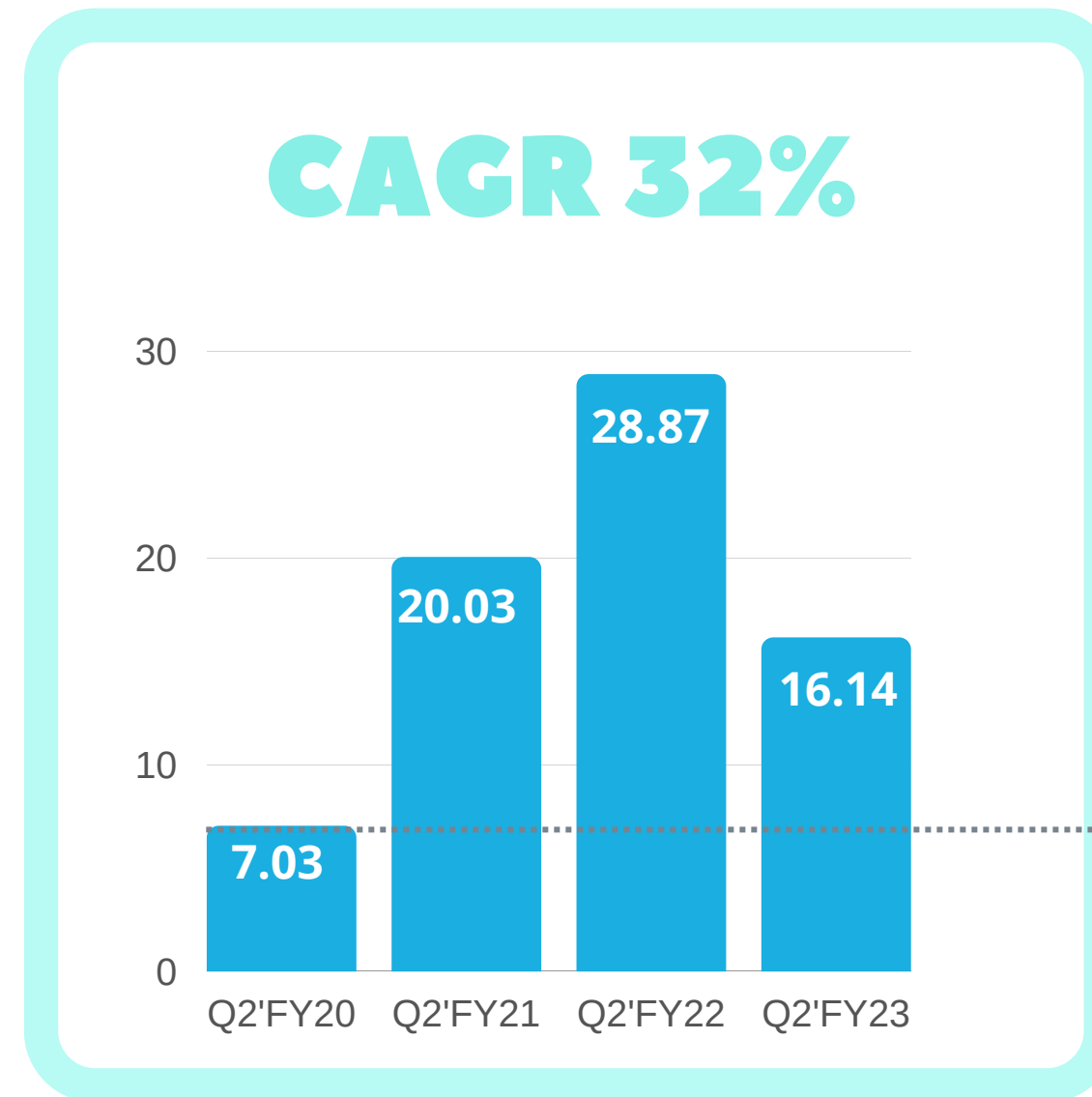
70% CAGR



ANNUAL PERFORMANCE



Rs. in crores



121% GROWTH FROM PRE-COVID LEVEL

Q2'FY23 PERFORMANCE



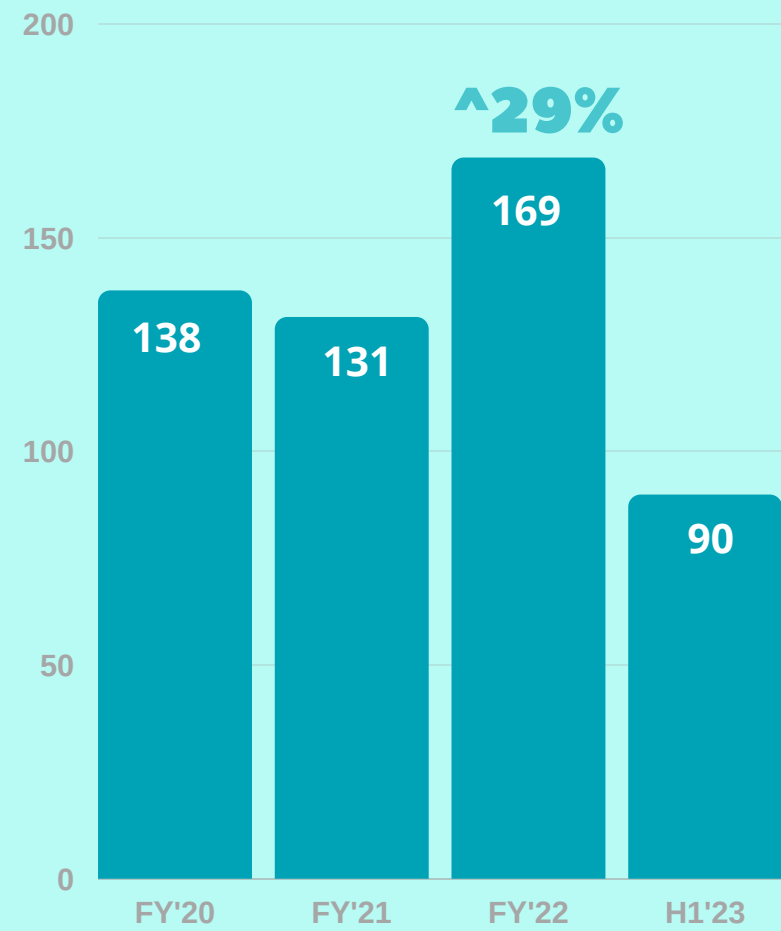
FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS

FORMULATIONS REVENUE

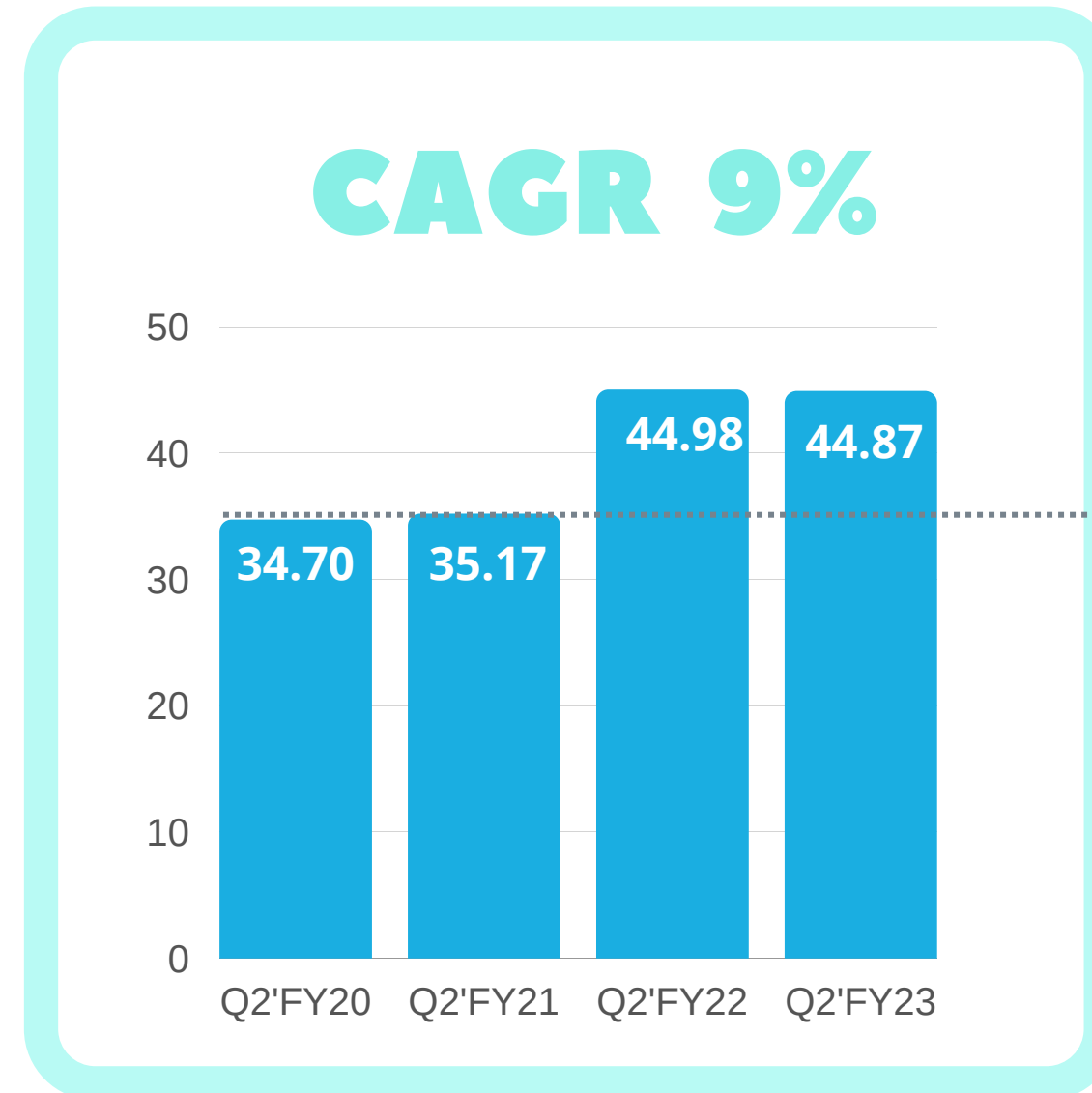
11% CAGR



ANNUAL PERFORMANCE



Rs. in crores



UP 29% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE

GROWTH DRIVERS

^13%
ANTIBIOTICS

^34%
VITAMINS

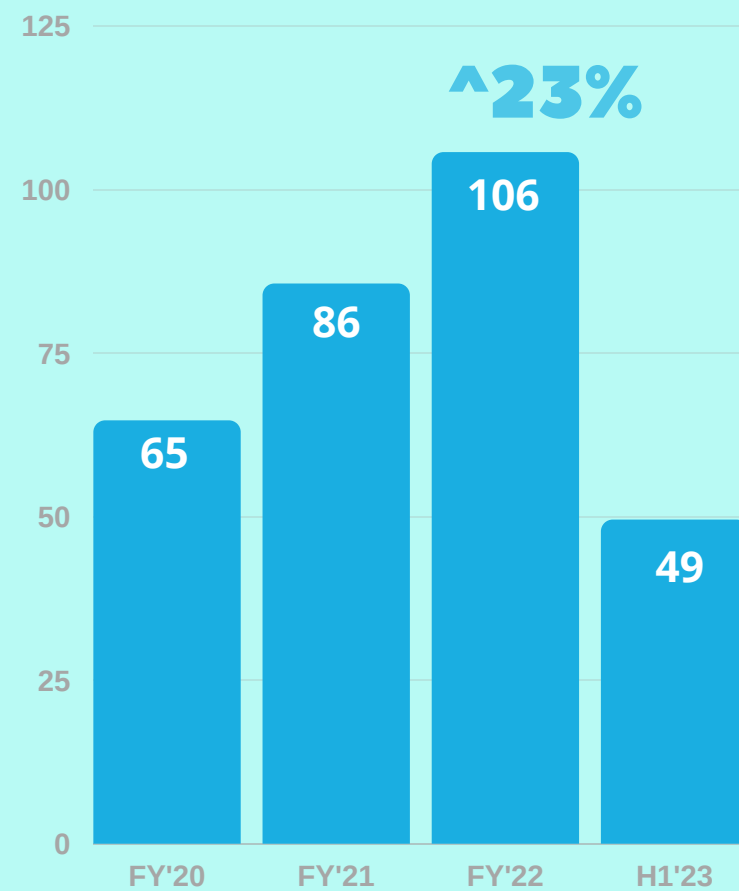
-8%
GASTRO

^6%
OTHERS



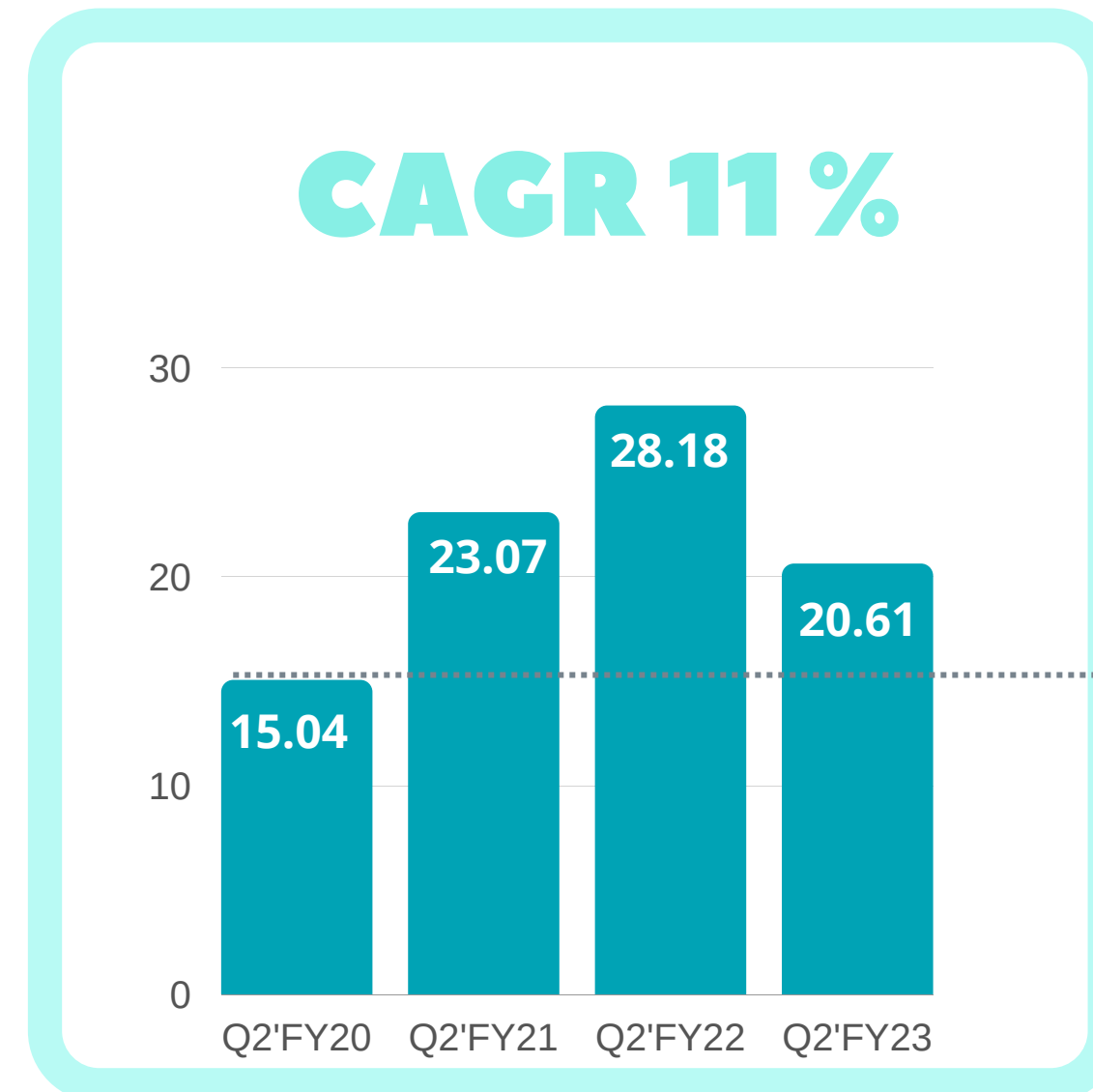
GROSS REVENUE

28% CAGR



ANNUAL PERFORMANCE

Rs. in crores



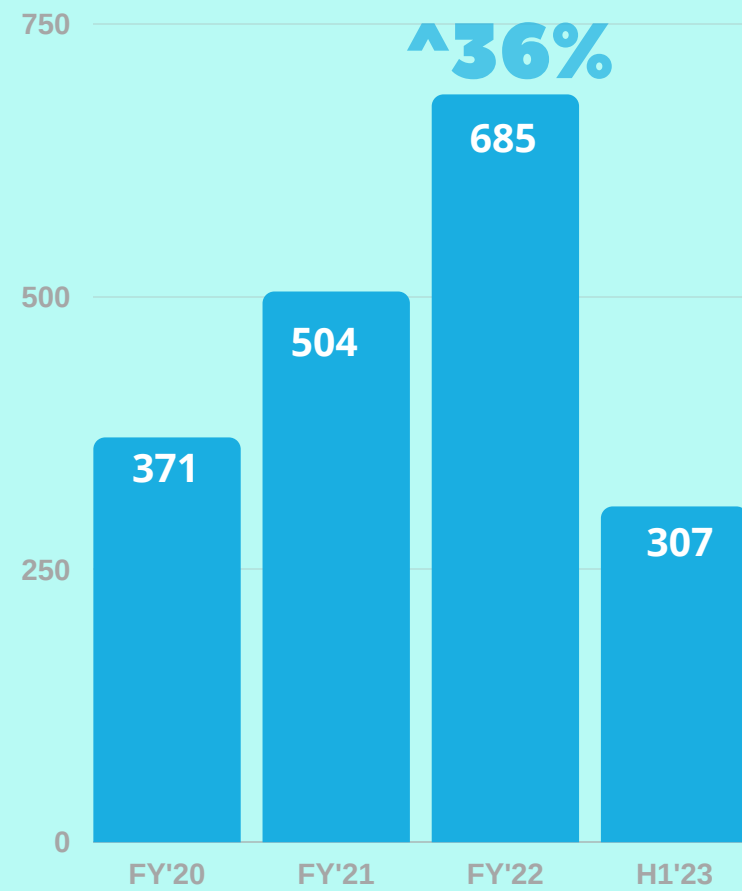
Q2'FY23 PERFORMANCE

UP 37% FROM
PRE-COVID LEVEL

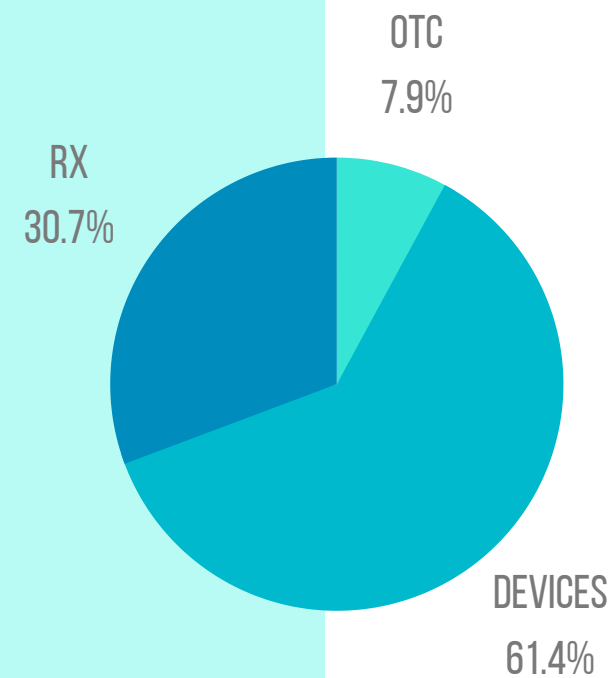
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

36% CAGR



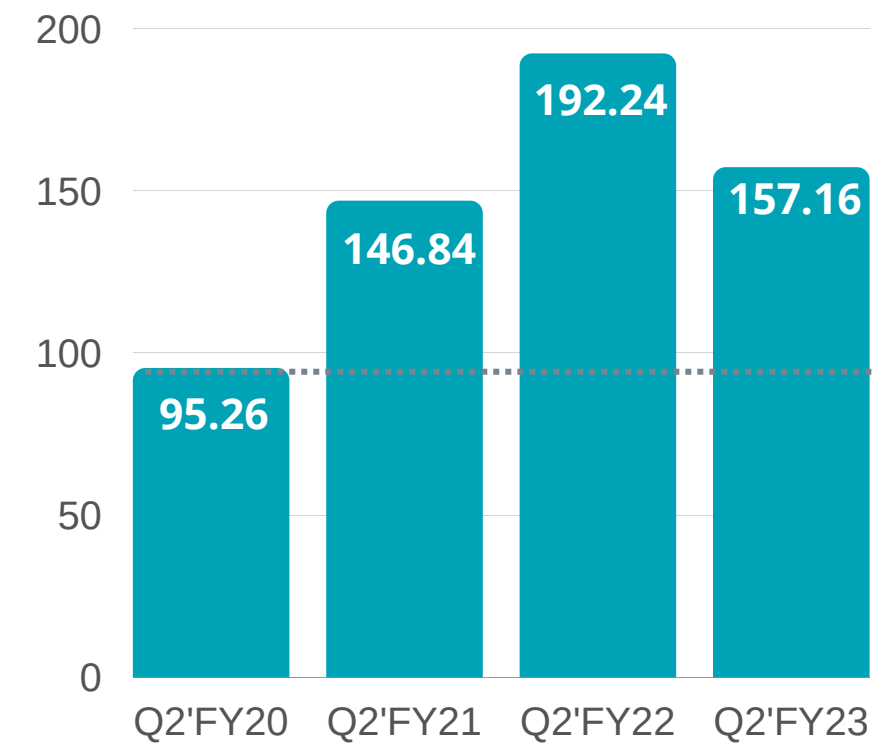
ANNUAL PERFORMANCE



FY'22

Rs. in crores

CAGR 18%



UP 65% FROM
PRE-COVID LEVEL

Q2'FY23 PERFORMANCE



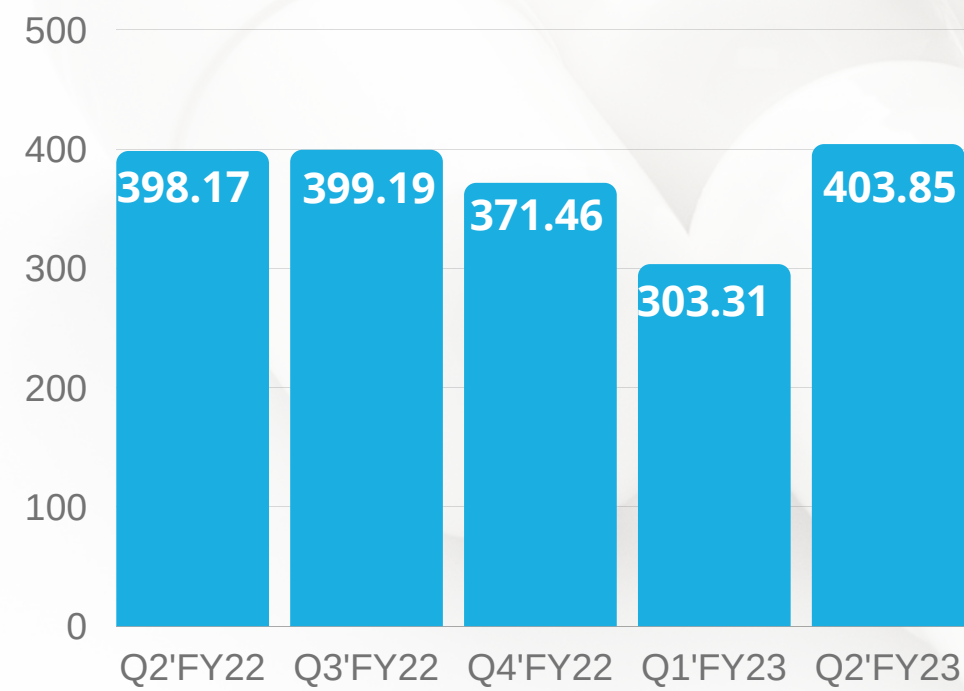
FINANCIAL
HIGHLIGHTS & RATIOS

CONSOLIDATED

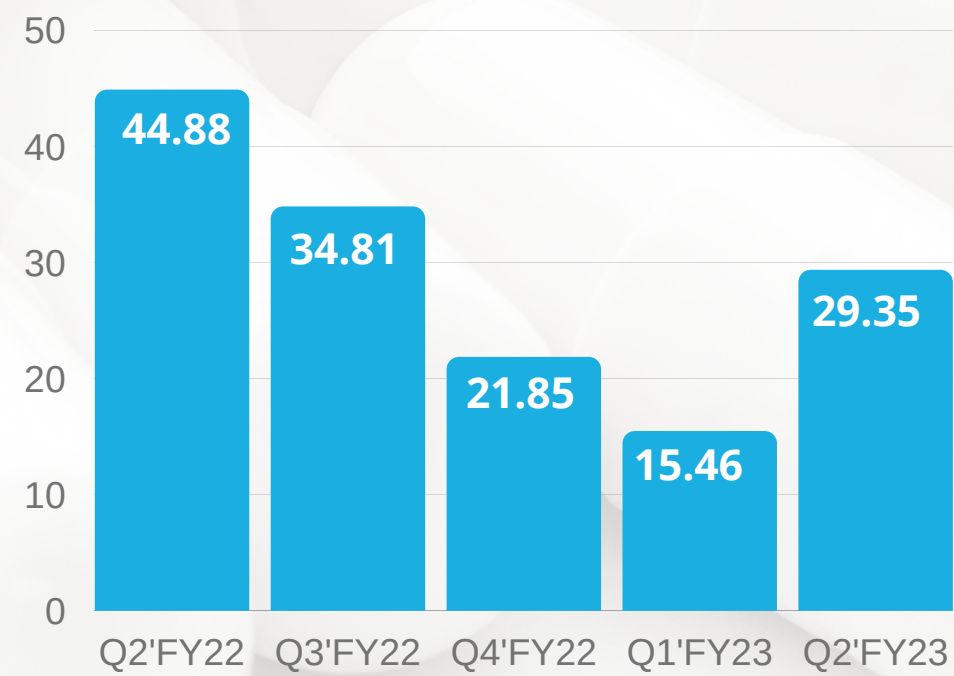
REVENUE HIGHLIGHTS (Q2)

Rs. in crores

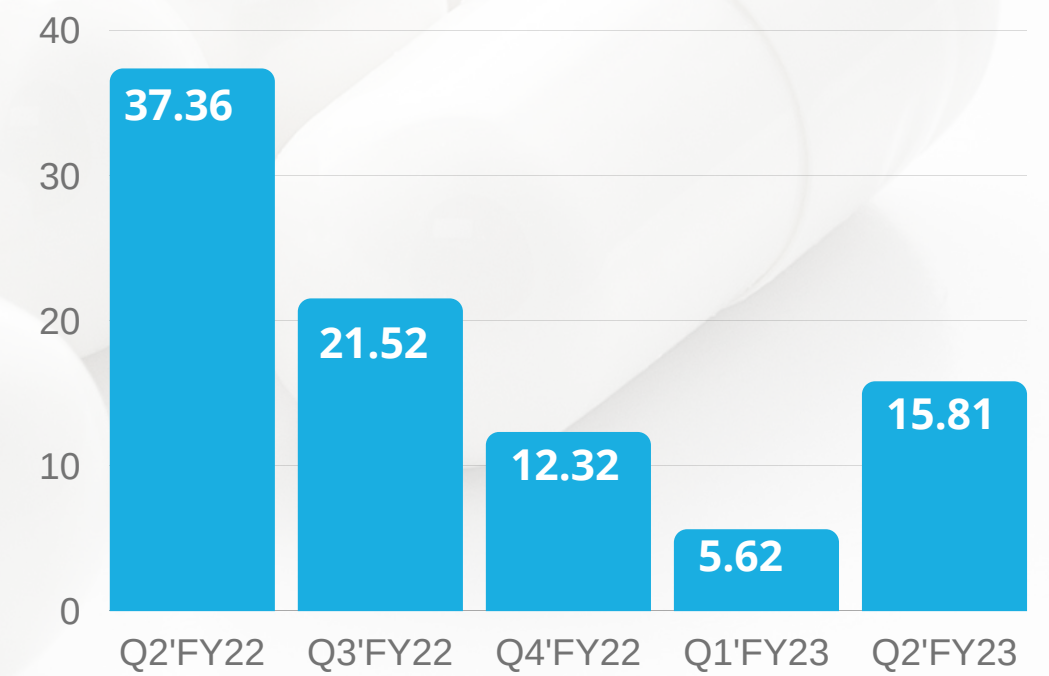
NET REVENUE



EBIDTA



PROFIT AFTER TAX





Thank you

LOVE HEALS