



MOREPEN



Date: 13/02/2023

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 (Q3' FY23) February 2023

Dear Sir/ Madam,

Please find enclosed the **Investors Presentation (Q3' FY23) February 2023**, based on the financial performance of the company for the quarter and nine months ended 31st December 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.: +91 124 4892000, E-mail: corporate@morepen.com, Website: www.morepen.com

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

MOREPEN
LABORATORIES LIMITED

MOREPEN

Q3'FY23

EARNINGS PRESENTATION - FEB 2023



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QUARTERLY HIGHLIGHTS

Re-imagining
HEALTHCARE HORIZONS



THREE MANUFACTURING FACILITIES IN HP

MOREPEN

- 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.



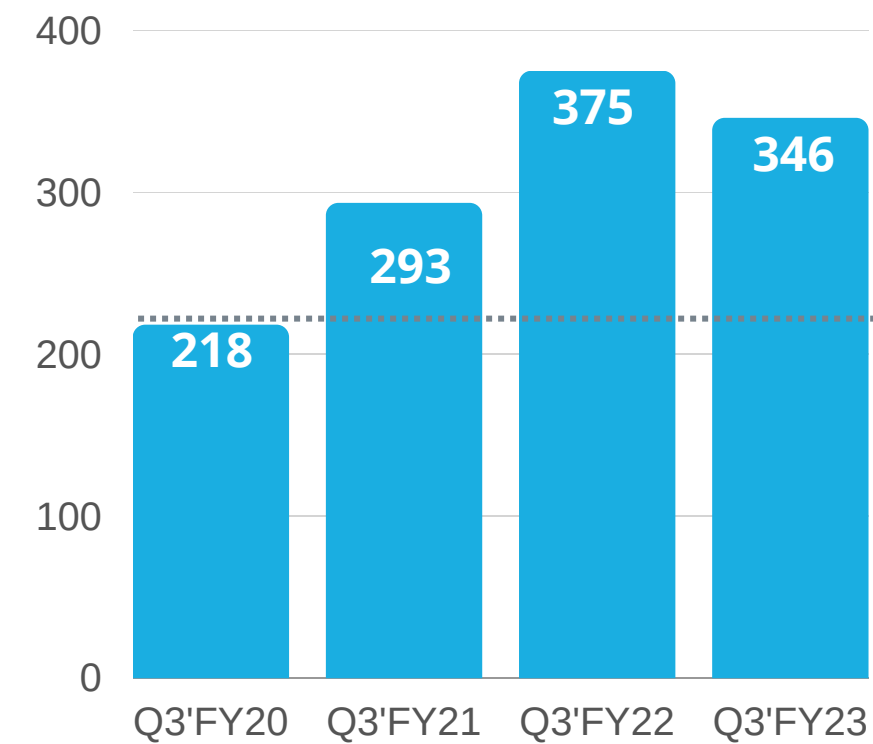
CONSOLIDATED
QUARTERLY PERFORMANCE

STANDALONE

REVENUE GROWTH

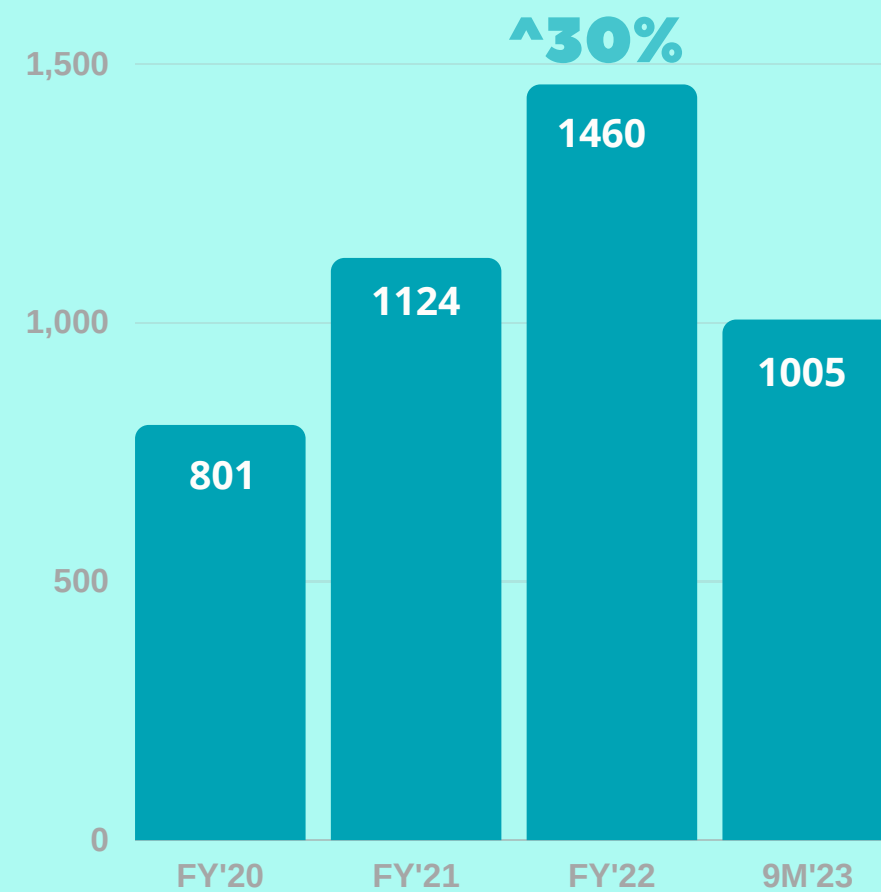
Rs. in crores

26% CAGR



Q3'FY23 PERFORMANCE

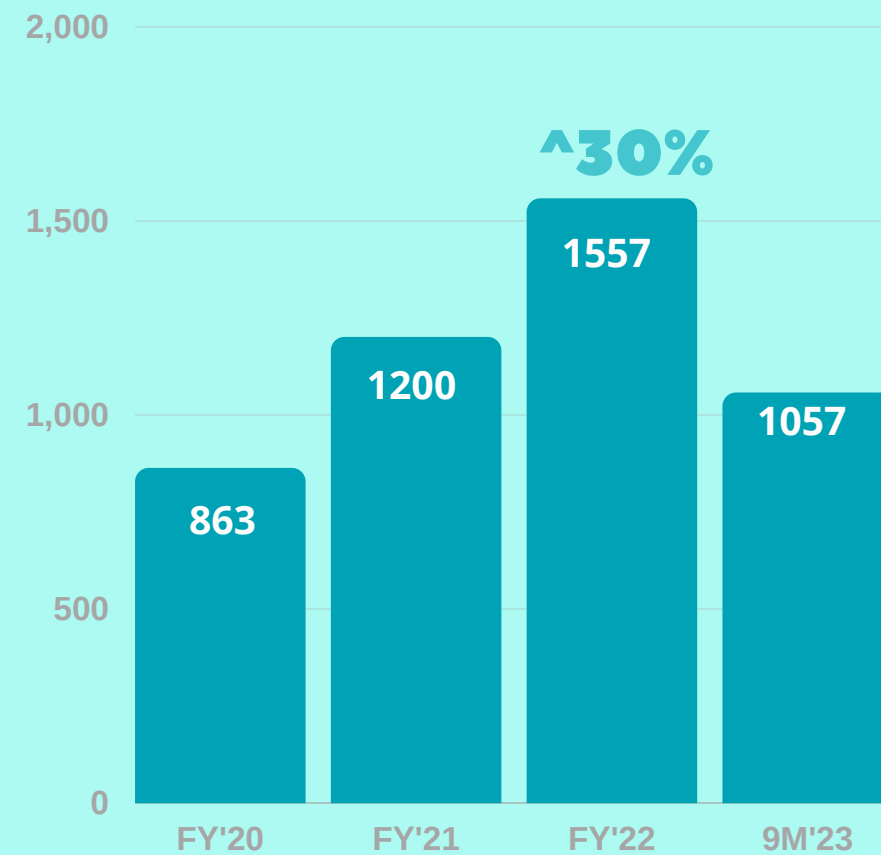
35% CAGR



ANNUAL PERFORMANCE



34% CAGR



ANNUAL PERFORMANCE

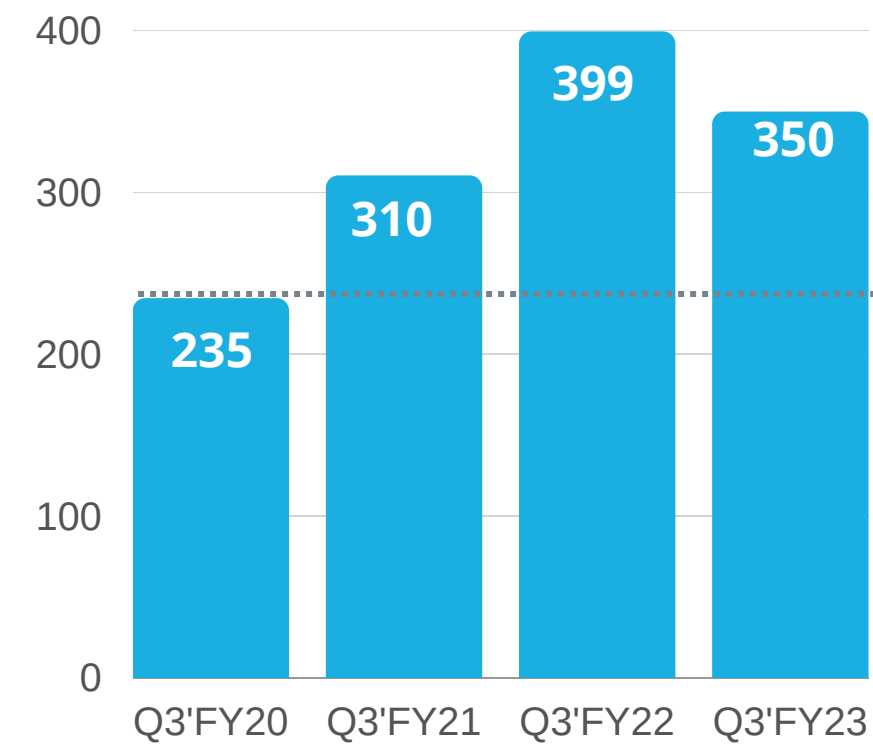


CONSOLIDATED

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)

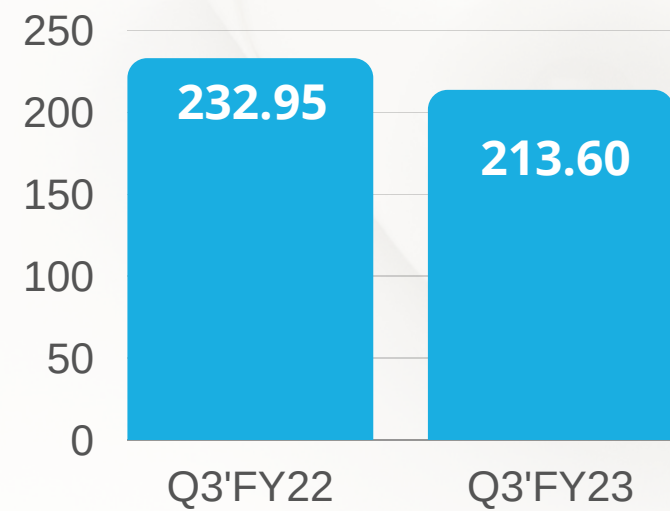
MOREPEN



BUSINESS WISE PERFORMANCE

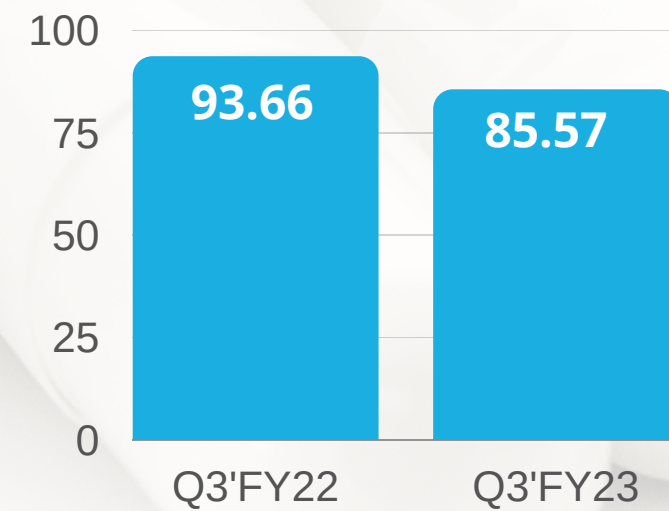
API

-8%



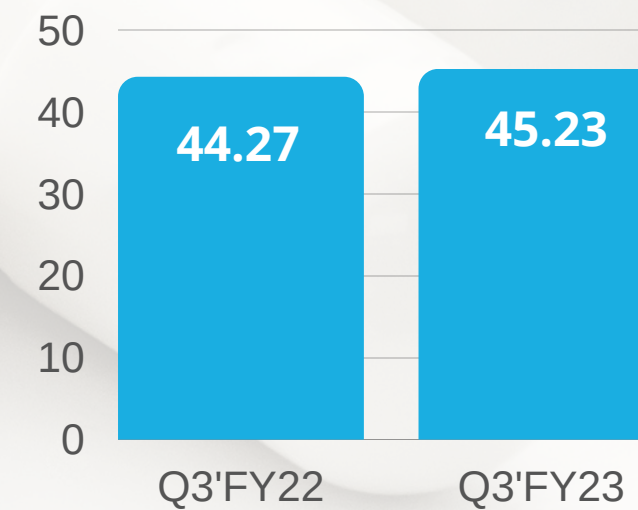
DIAGNOSTICS

-9%



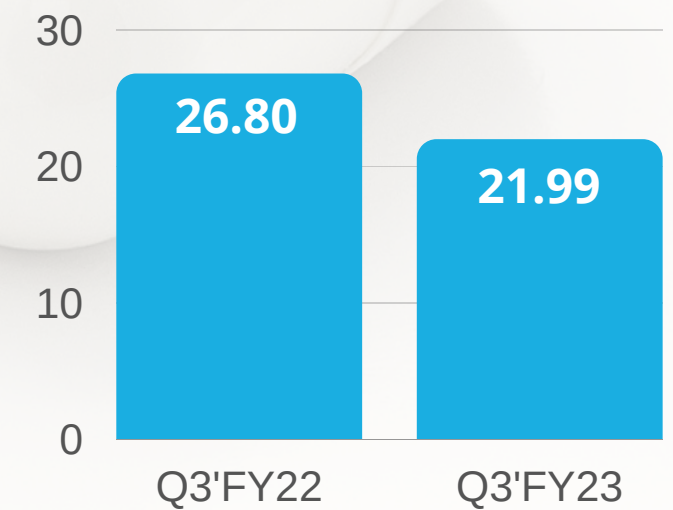
FORMULATIONS

^2%



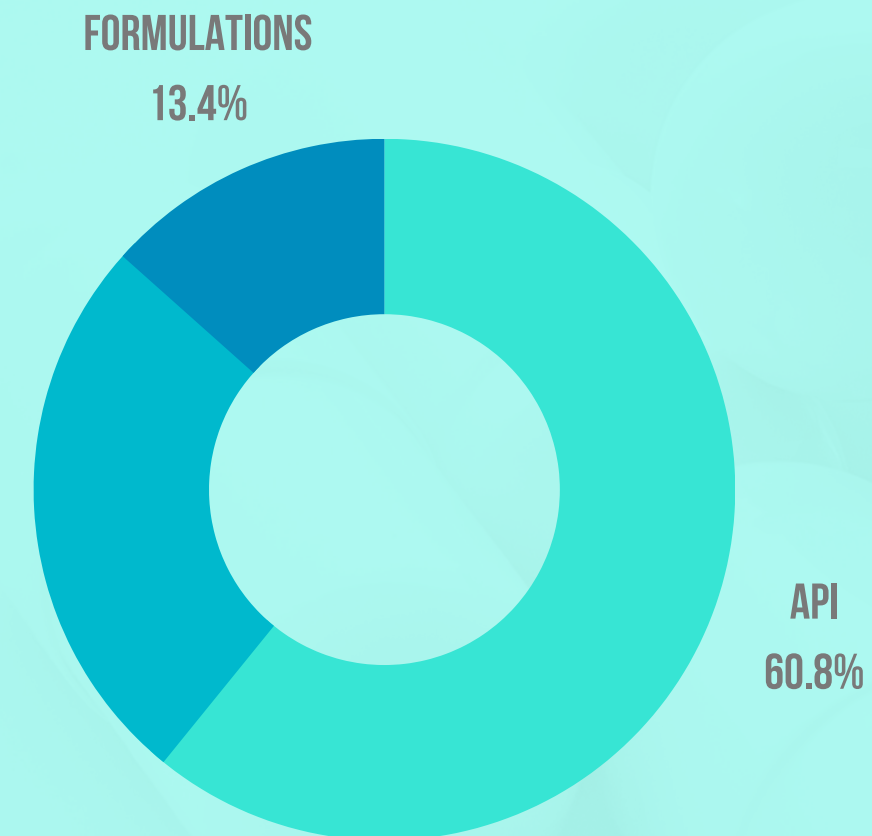
DR.MOREPEN -OTC

-18%



STANDALONE

SEGMENT WISE BREAKUP



REVENUE SPLIT 9M'FY'23



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

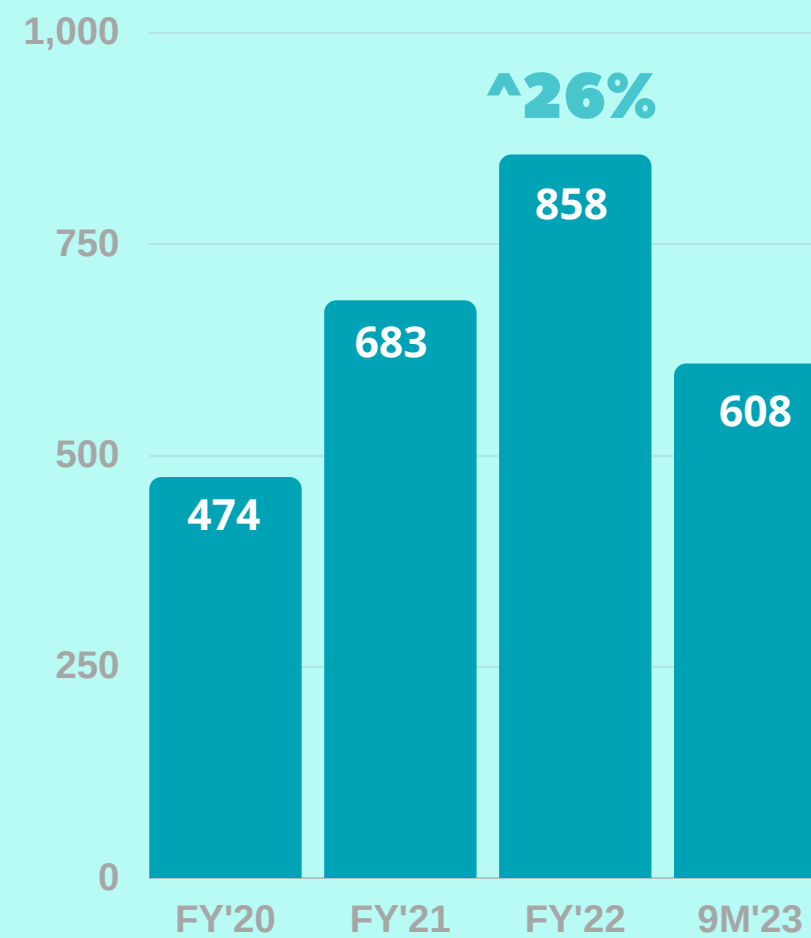


API BUSINESS

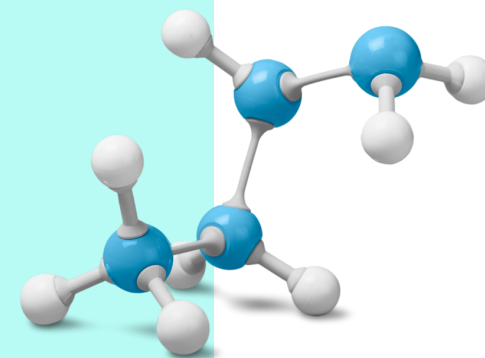
LEADERSHIP THROUGH QUALITY

API REVENUE

35% CAGR

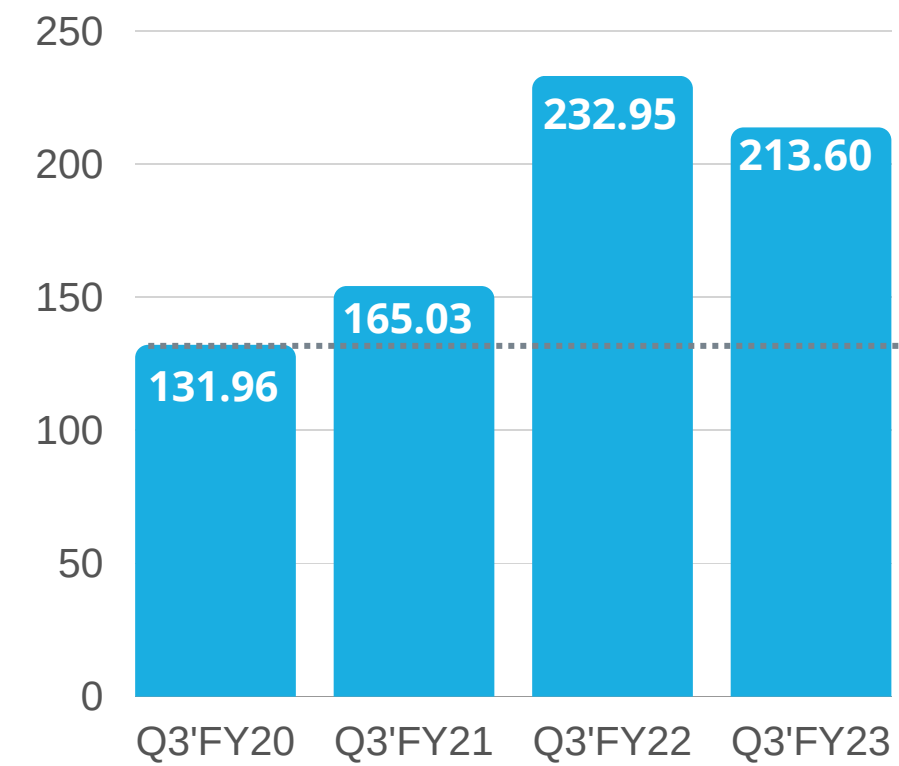


ANNUAL PERFORMANCE



Rs. in crores

CAGR 17%



UP 62% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

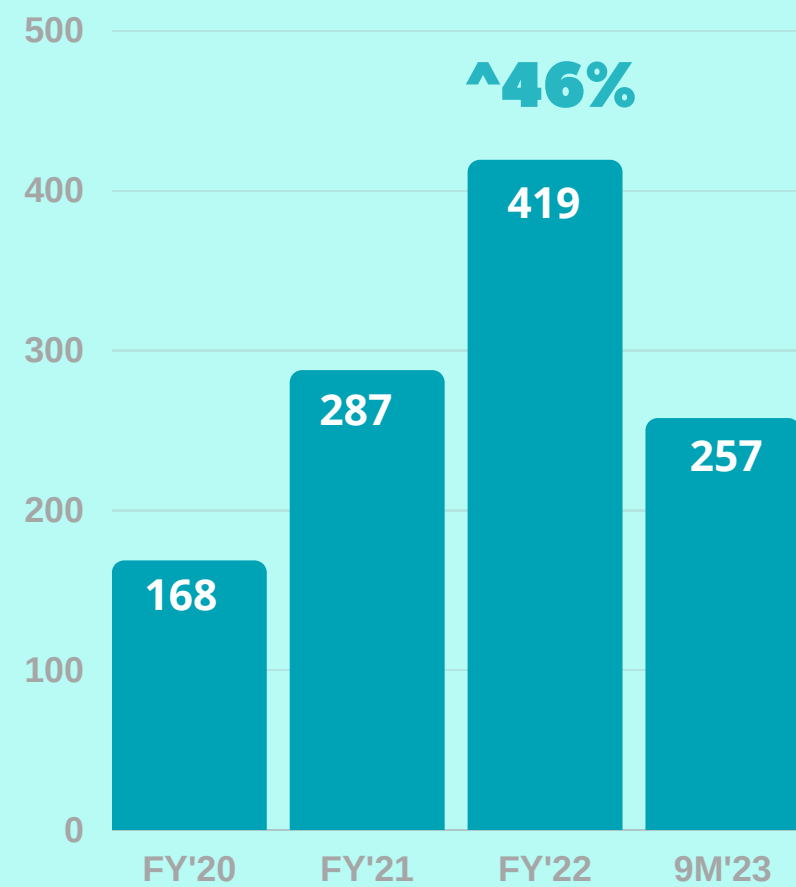


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

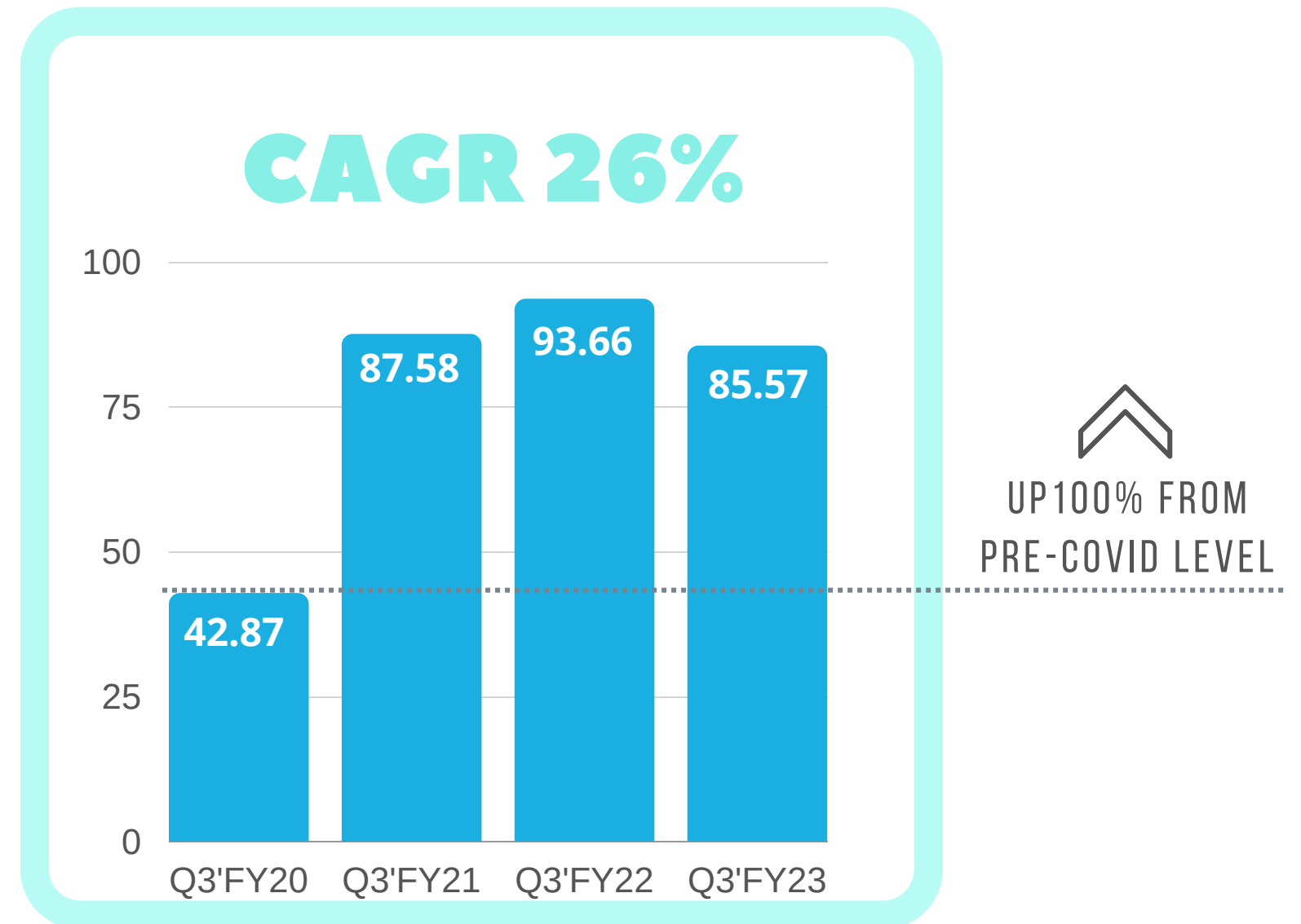
58% CAGR



ANNUAL PERFORMANCE



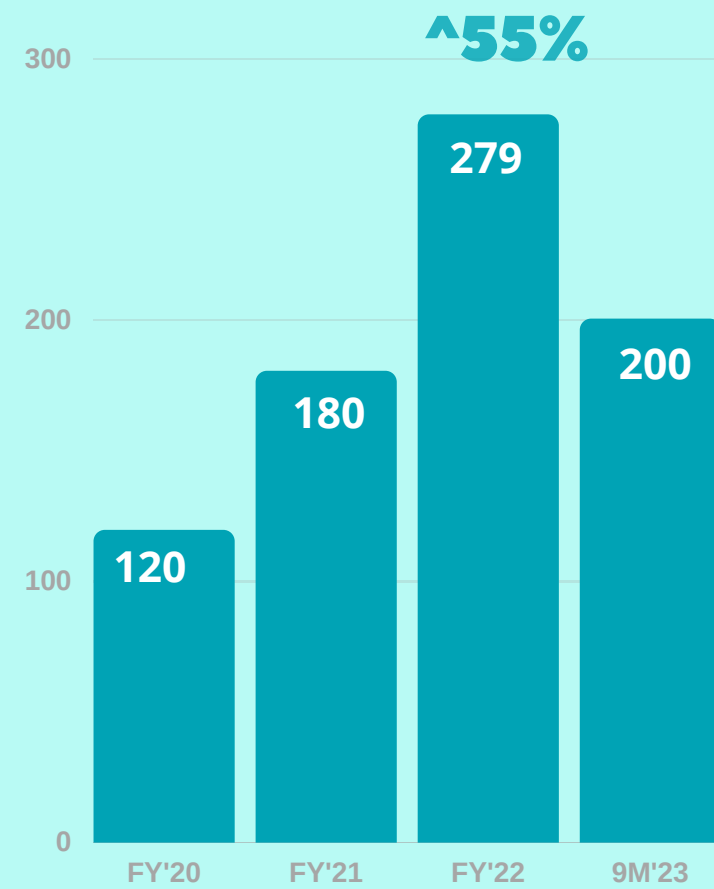
Rs. in crores



Q3'FY23 PERFORMANCE

GLUCO METER REVENUE

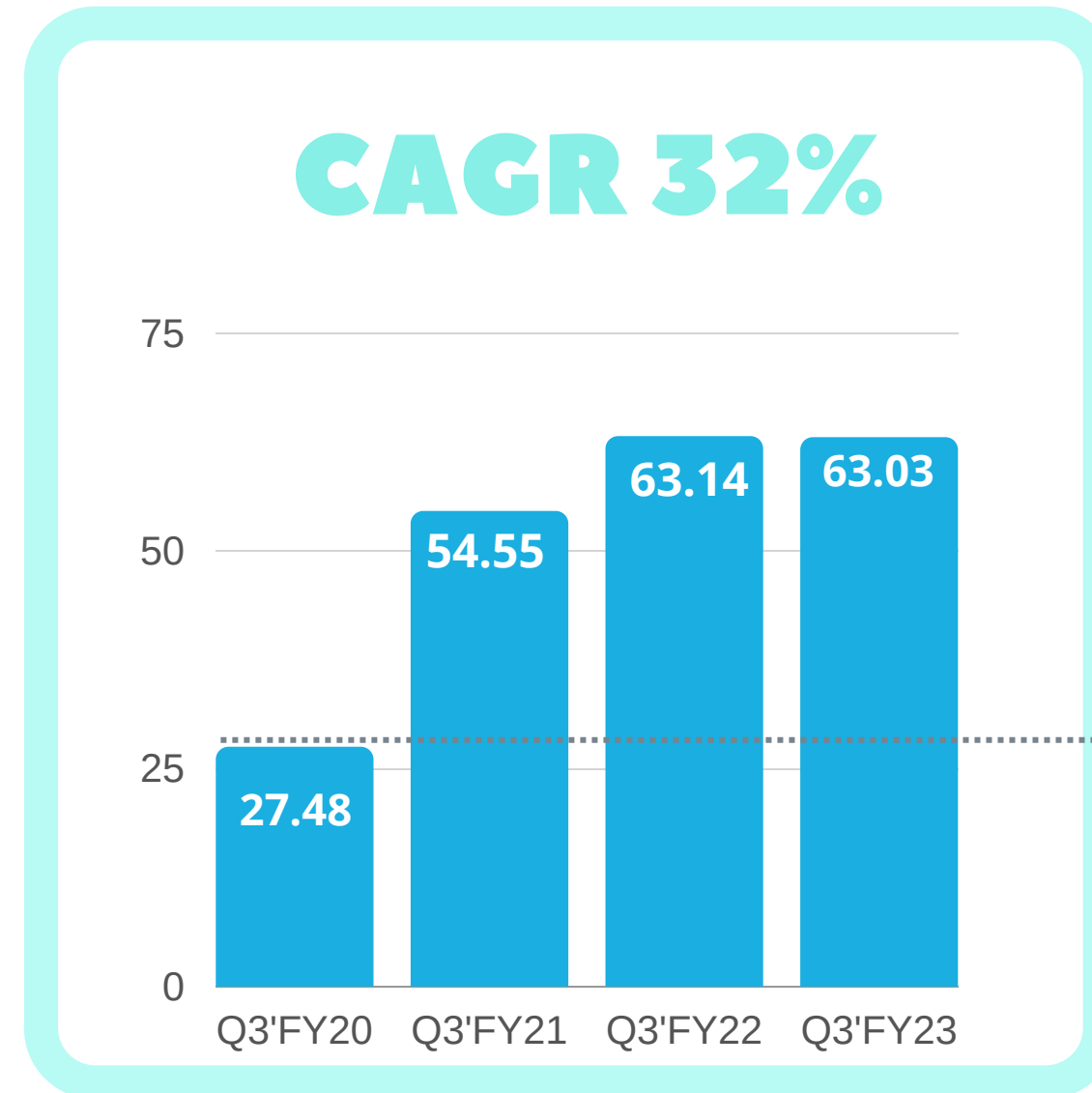
52% CAGR



ANNUAL PERFORMANCE



Rs. in crores

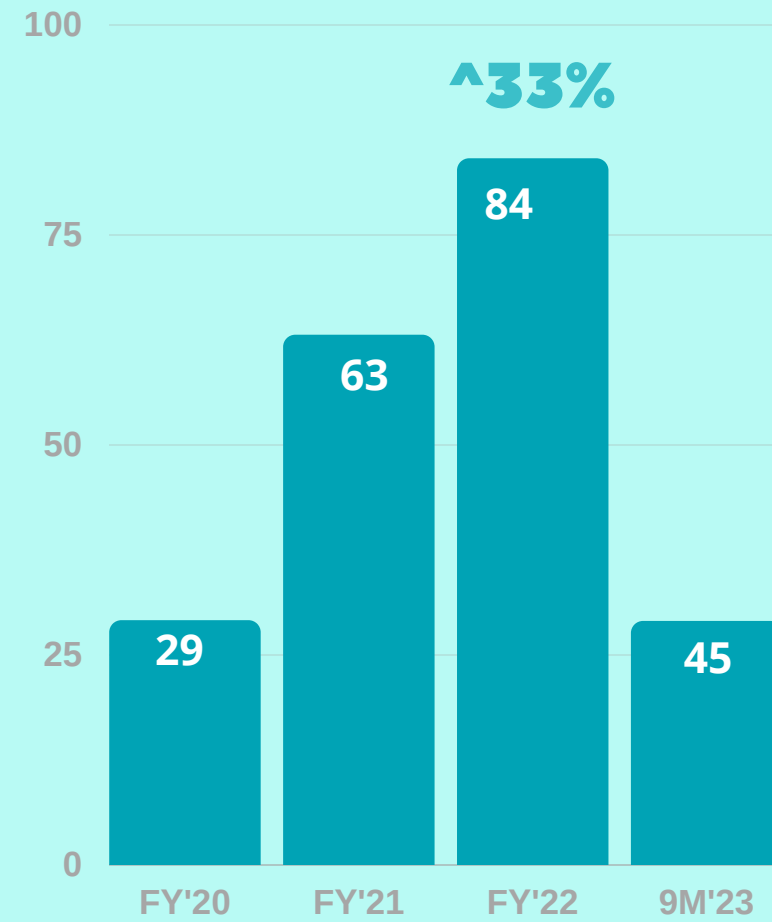


Q3'FY23 PERFORMANCE

UP 129% FROM
PRE-COVID LEVEL

BP MONITOR REVENUE

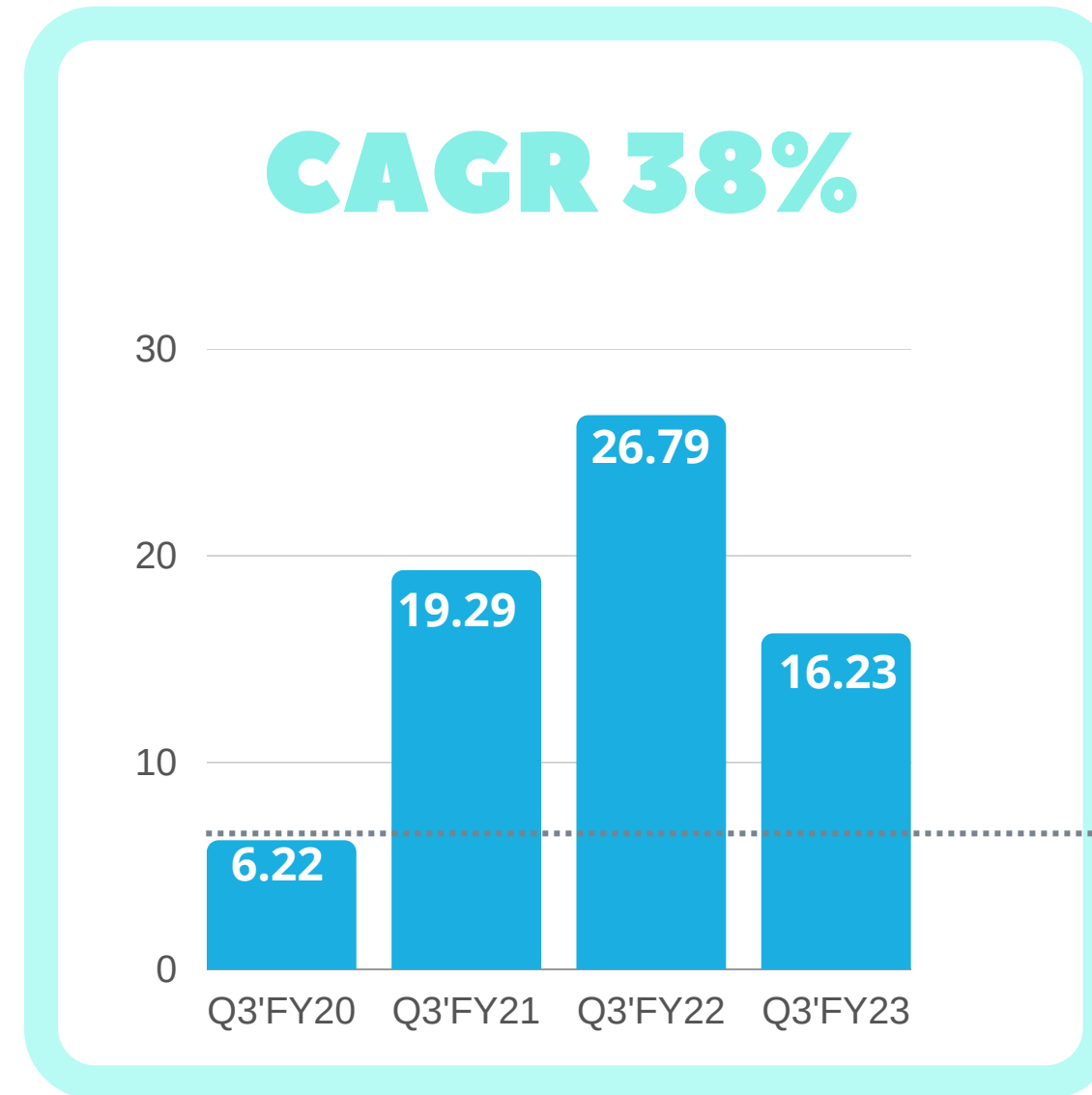
70% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q3'FY23 PERFORMANCE

161% GROWTH FROM
PRE-COVID LEVEL

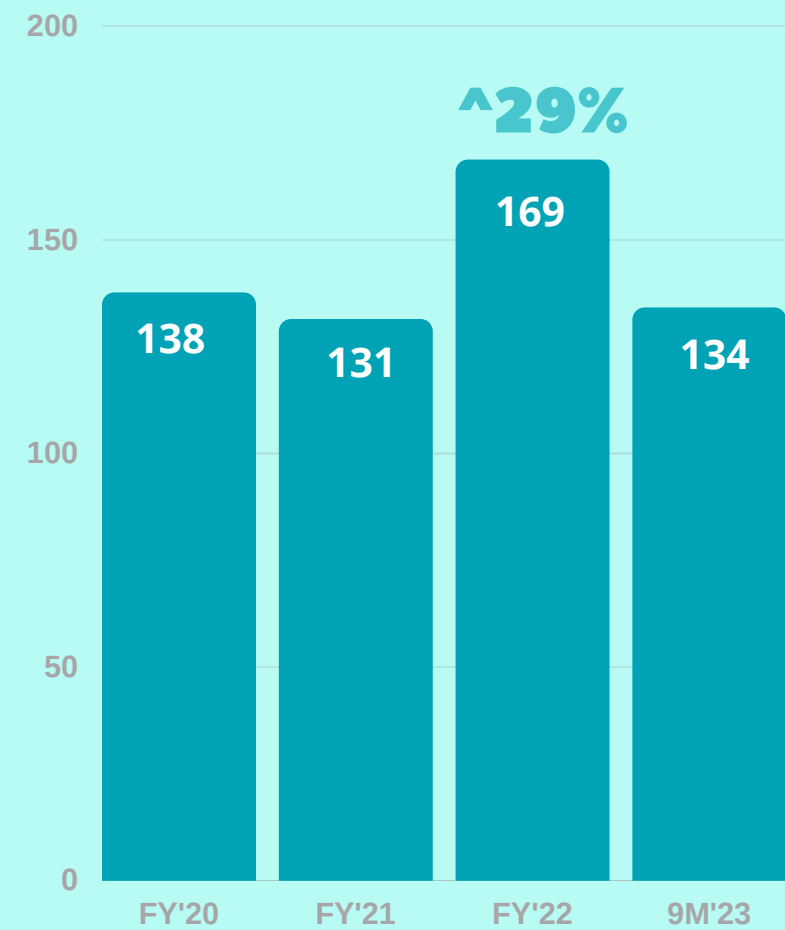


FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS REVENUE

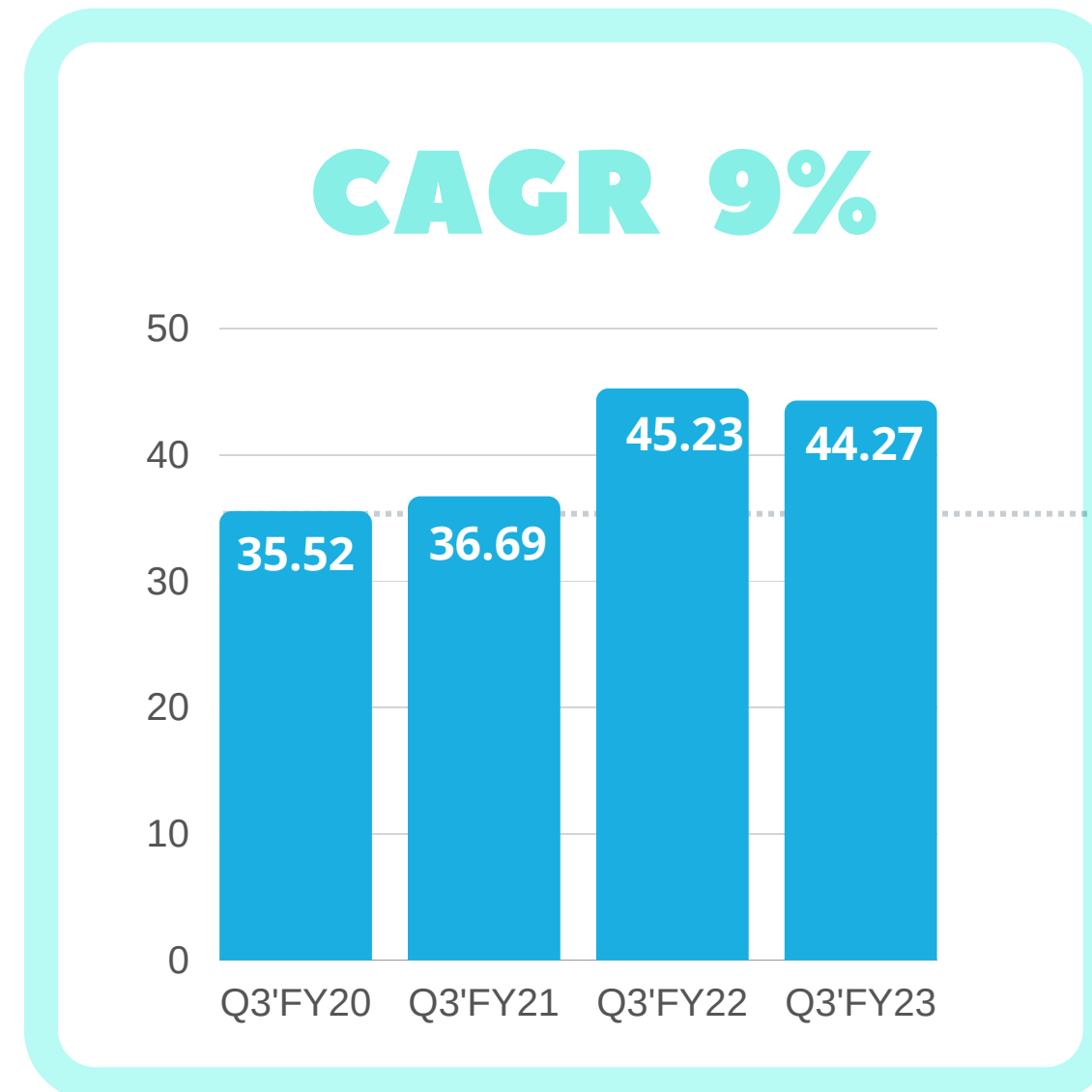
11% CAGR



ANNUAL PERFORMANCE



Rs. in crores



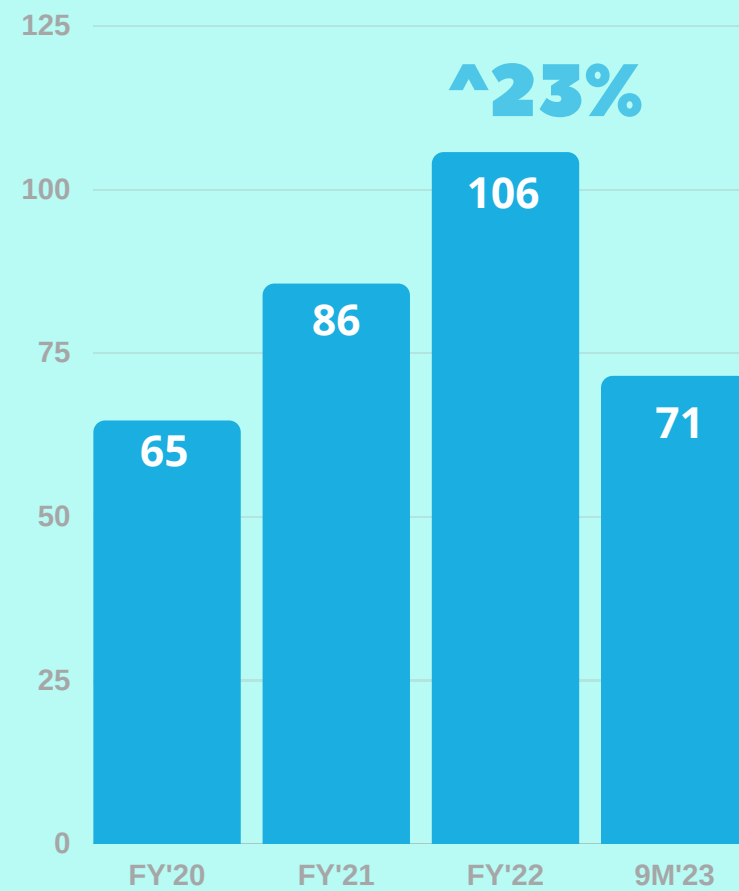
UP 25% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE



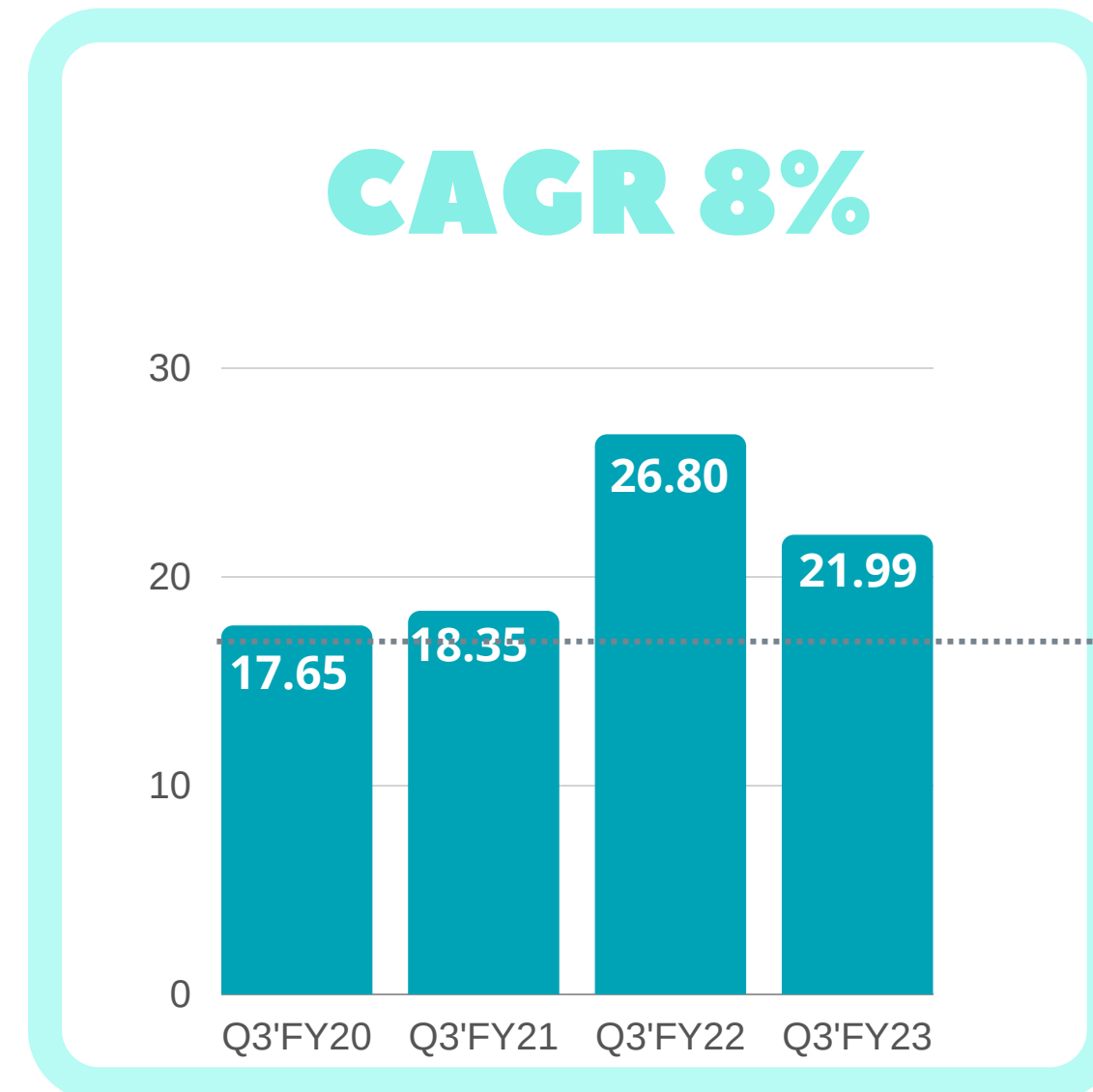
GROSS REVENUE

28% CAGR



ANNUAL PERFORMANCE

Rs. in crores



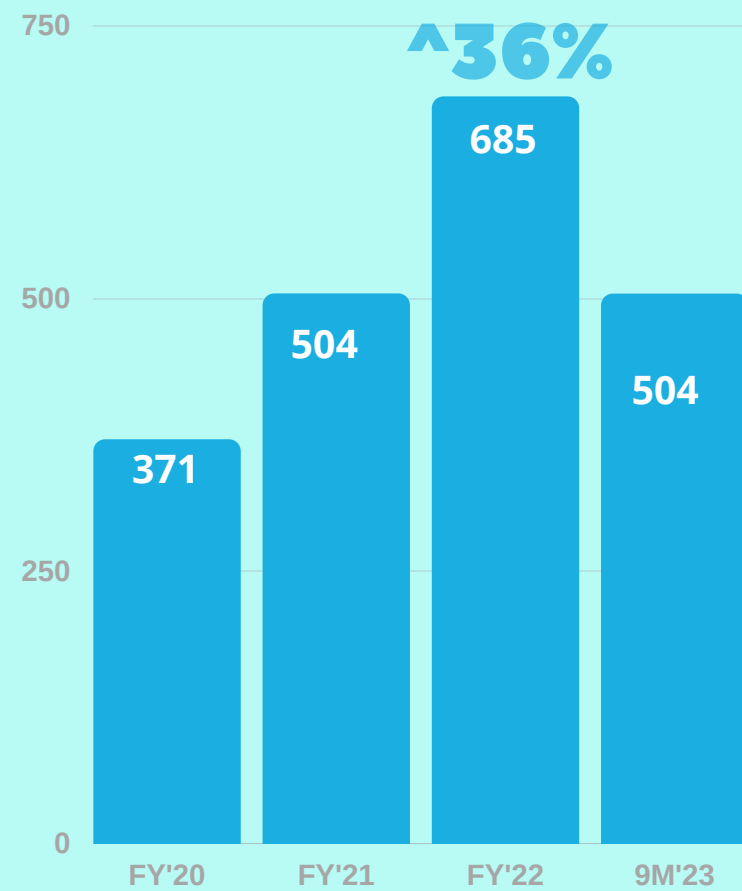
UP25% FROM
PRE-COVID LEVEL

Q3'FY23 PERFORMANCE

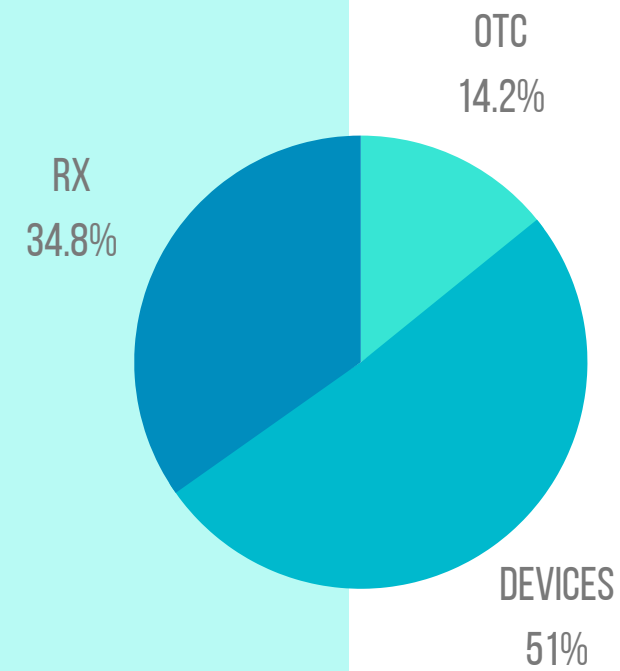
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

36% CAGR



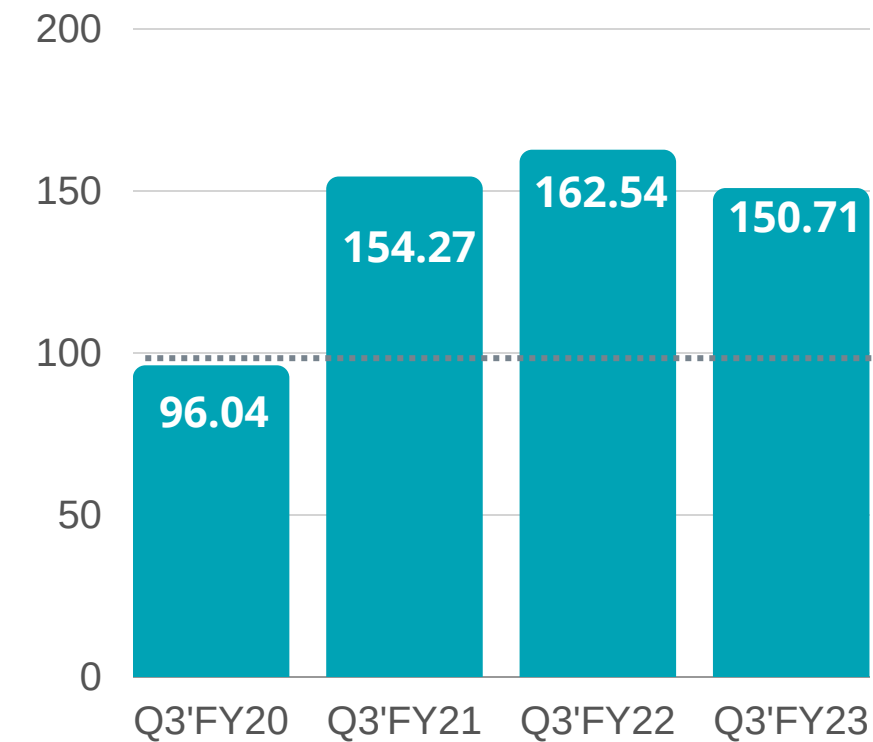
ANNUAL PERFORMANCE



9 M FY'23

Rs. in crores

CAGR 16%



Q3'FY23 PERFORMANCE

UP 57% FROM PRE-COVID LEVEL



FINANCIAL

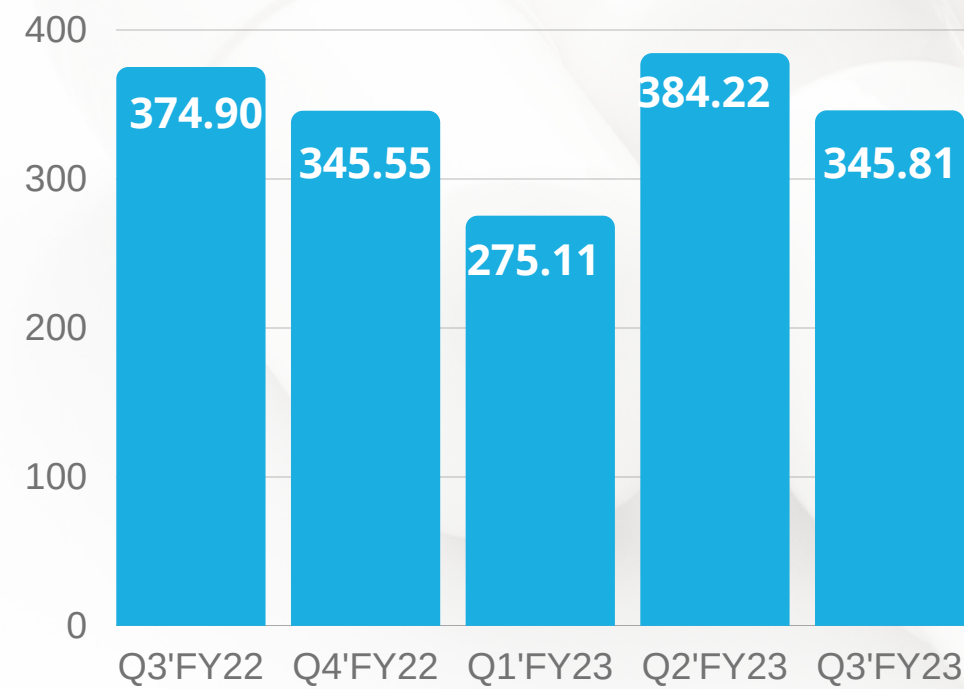
HIGHLIGHTS

STANDALONE

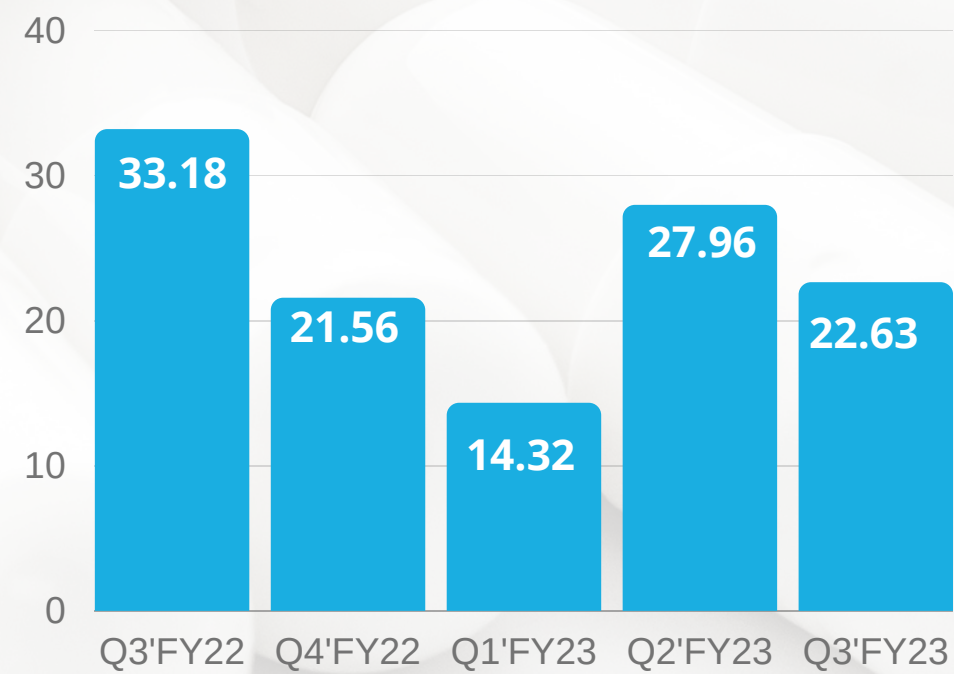
REVENUE HIGHLIGHTS (Q3)

Rs. in crores

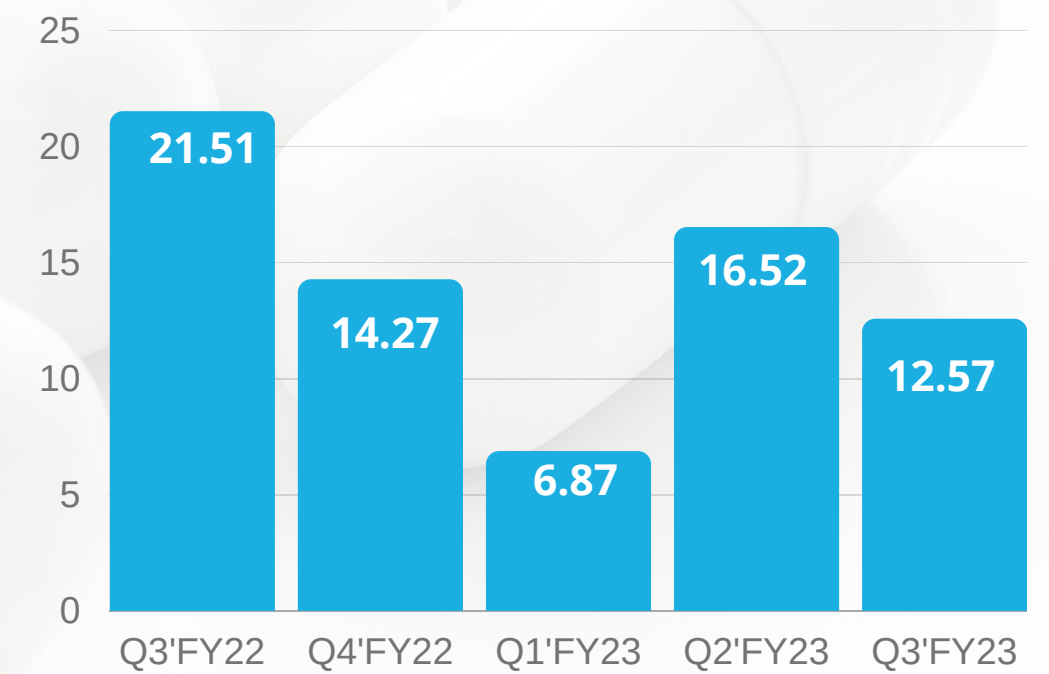
NET REVENUE



EBIDTA



PROFIT AFTER TAX

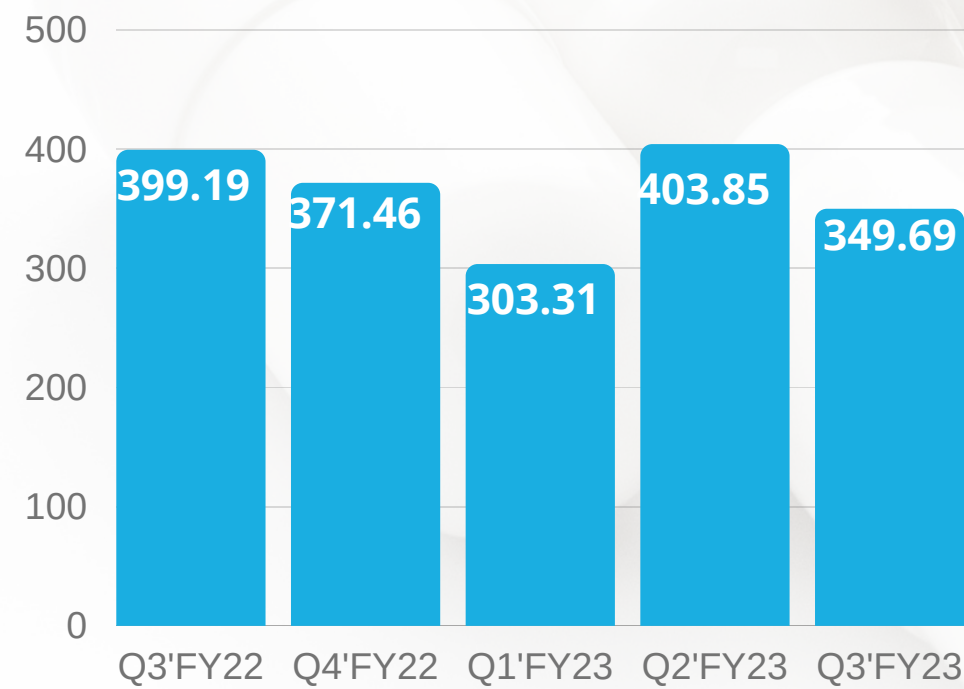


CONSOLIDATED

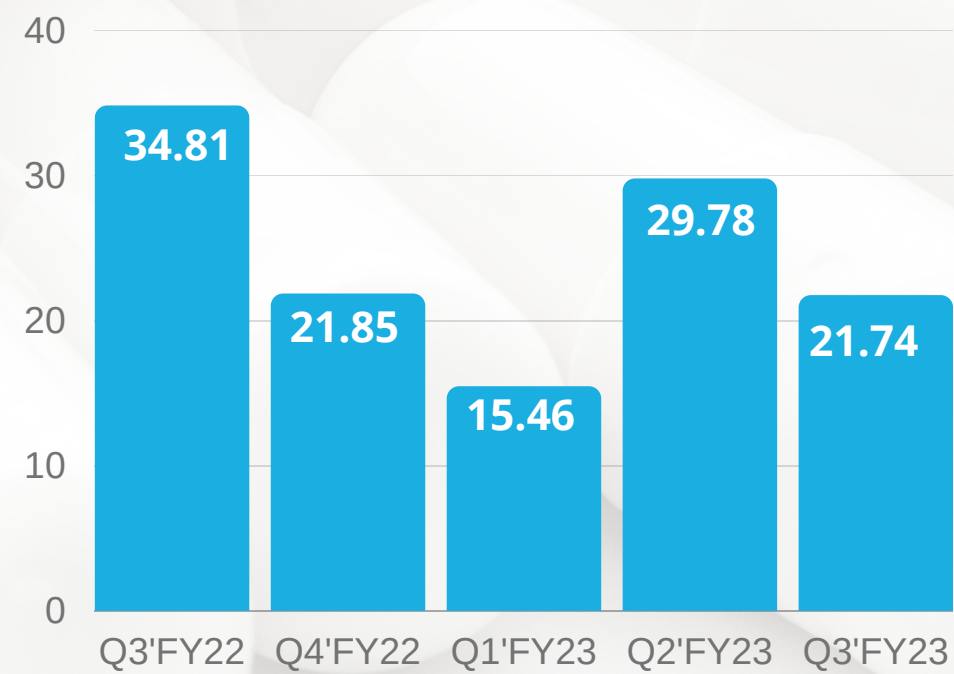
REVENUE HIGHLIGHTS (Q3)

Rs. in crores

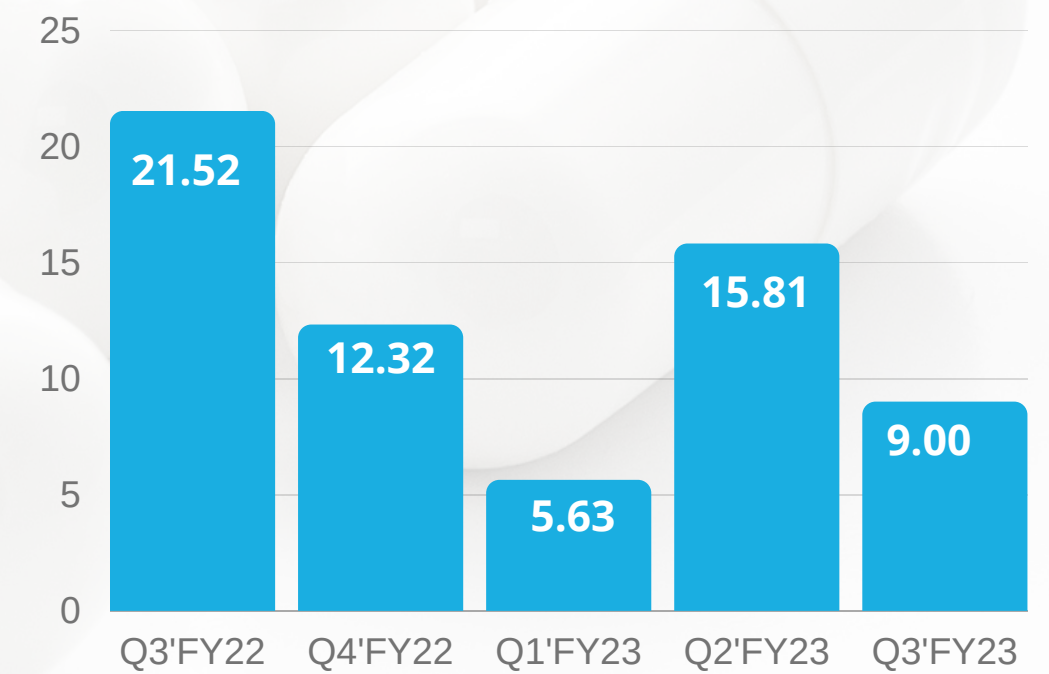
NET REVENUE



EBIDTA



PROFIT AFTER TAX





Thank you

A GLIMPESE OF CORPORATE OFFICE IN DELHI NCR