



November 08, 2023

The Manager
BSE Limited
Corporate Relationship Department
P. J. Towers, Dalal Street,
Mumbai – 400 001.

The Manager
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra - Kurla Complex, Bandra (E),
Mumbai – 400 051.

BSE Scrip Code No. 524280

NSE Symbol : KOPRAN

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith presentation for Q2 & Half Year ended September 30, 2023 of the Company. A copy of the said presentation is also being uploaded on the Company's website www.kopran.com.

Kindly disseminate the information on Exchange website.

Regards,

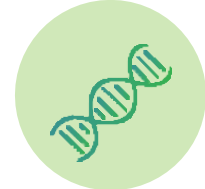
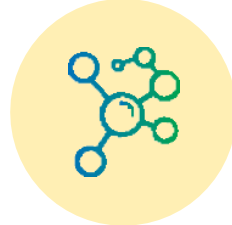
For Kopran Limited

Sunil Sodhani
Company Secretary & Compliance Officer

Encl.: a/a.



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Fax: (022) 2495 0363 Website: www.kopran.com CIN – L 24230 MH 1958 PLC 011078. E-mail: cs@kopran.com
Works: • Village Savroli, Taluka: Khalapur, District: Raigad - 410 202. Tel.: (02192) 274500 / 335 / 337 • Fax: (02192) 274025



ONEDIRECTION, ENDLESS OPPORTUNITIES.

CORPORATE PRESENTATION
Q2 and H1 2023-24

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An integrated Pharmaceutical Company, committed to supplying International Quality Formulations and Active Pharmaceutical Ingredients (APIs) globally

State-of-the-art manufacturing facilities and products with various accreditations and approvals by major global regulatory authorities

The formulations vertical is operated through Kopran Limited

The API vertical is being operated under Kopran Research Laboratories Ltd. (KRLL), a wholly owned subsidiary of Kopran Limited

50+

Nations - Export Reach

Technology-focused company

Serving Regulated and Non-Regulated markets



State-of-the-art
Manufacturing Facilities

API VERTICAL

Development, manufacturing and sale of diverse APIs and Advanced Intermediates

One of the leaders in Atenolol

One of the major players in Sterile Carbapenems

World-class facility and quality systems

Catering export and domestic market

DEDICATED AND VERSATILE FACILITIES FOR

Atenolol

Cephalosporins - Non-Sterile & Sterile

Macrolides

Granules

Sterile Carbapenems

Multipurpose plants

Pilot plants

PRODUCT SEGMENTS

Anti-hypertensive

Macrolides

Neuromodulator

Urological

Anti-infective/Anti-acne

Sterile Carbapenems

Sterile Cephalosporins

Anti-thrombosis

Gastroenterology

FACILITY

Located at
**MIDC Mahad,
Maharashtra**

11,900 sq. mts.
built-up area

26

Products commercialised



PRODUCT SEGMENTS

PENICILLIN-BASED FINISHED ORAL DOSAGE FORMS

Anti-infective
Amoxicillin
Ampicillin
Cloxacillin
Amoxy Clav

NON-PENICILLIN-BASED FINISHED ORAL DOSAGE FORMS

Macrolides
Anti-hypertensive
Cardiovascular
Anti-helmentics
Anti-histamine
EDS
Anti-diabetic
CNS
Pain Management
Gastroenterology



FORMULATIONS VERTICAL

Development and manufacturing of oral solid dosages and dry powder formulations for both Penicillin- and Non-Penicillin-based drugs

Catering 100% export markets of both Regulated and Non-Regulated markets

Manufacturers of more than 100 dosages meeting the standards of international markets which includes Tablets, Capsules, Dry Powder and Suspension

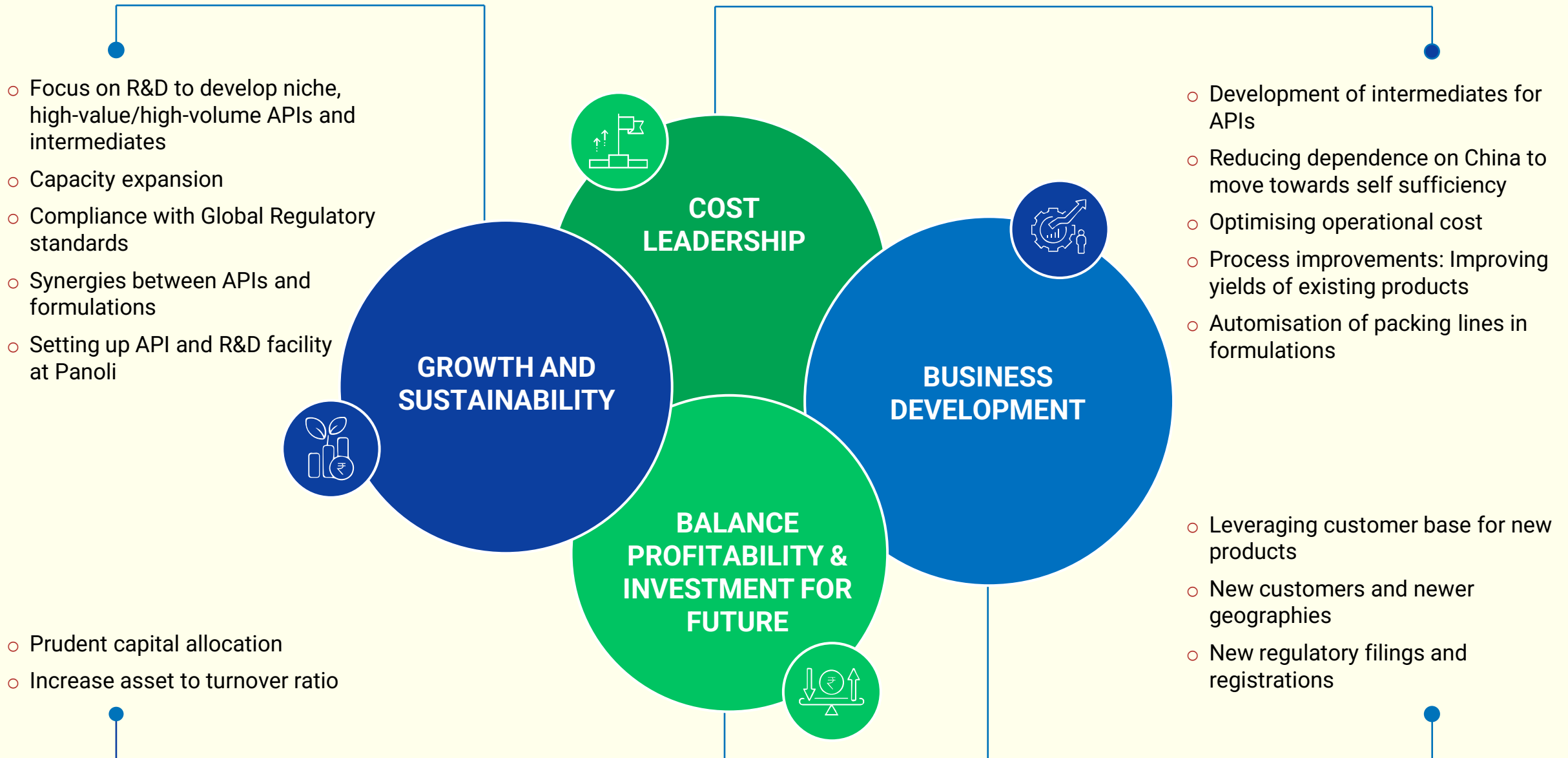
DEDICATED FACILITIES

- Penicillin-based finished oral dosage forms
- Non-Penicillin-based finished oral dosage forms

FACILITY

Located at
**Khopoli,
Maharashtra**

11,432 sq. mts.
built-up area



OFFERING BEST-IN-CLASS QUALITY THROUGH STRICT COMPLIANCE



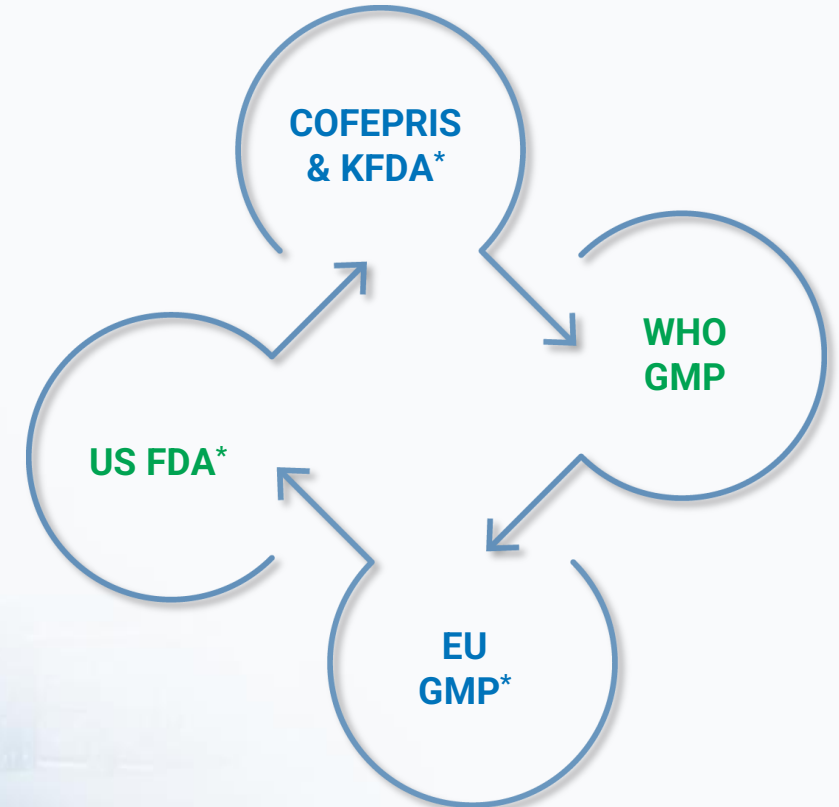
FORMULATIONS ACCREDITATIONS

Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen

The Company maintains highest global regulatory standards of manufacturing and quality at its all plants

API ACCREDITATIONS

The plant has been approved by



*Except sterile facility

OPERATIONAL PERFORMANCE



Kopran Research Laboratories Limited
उच्च उत्पादकता और गुणवत्ता हमारा लक्ष्य; सुरक्षितता में रहे हम सदैव दक्ष
OUR "COMMITMENT" SAFE AND GREEN ENVIRONMENT

OUR "COMMITMENT" SAFE AND GREEN ENVIRONMENT

Single women
and child are
not allowed
WORKERS STRICTLY
PROHIBITED

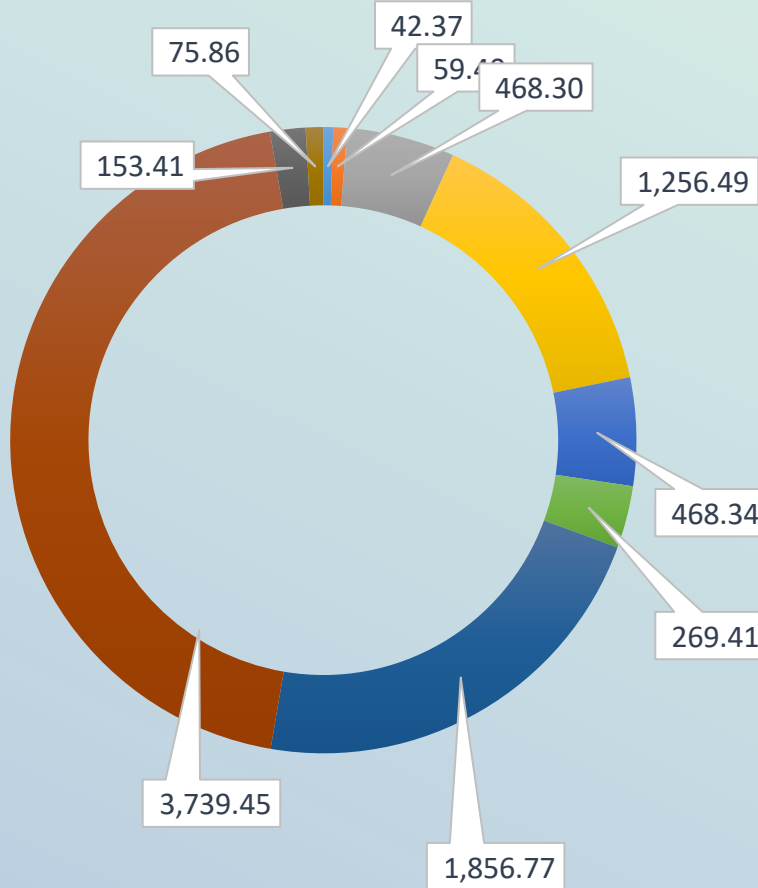
ELECTRICAL DEPT.
POLYMER DEPT.
POLYMER
WATER SYSTEM

EHS
Kopran
ENVIRONMENTAL, HEALTH & SAFETY POLICY
Kopran Research Laboratories Limited
The following are the key elements of our EHS Policy:
1. Compliance with all applicable laws and regulations.
2. Prevention of pollution and environmental degradation.
3. Protection of the health and safety of our employees and the community.
4. Promotion of a safe and healthy working environment.
5. Encouragement of a green and sustainable approach to our operations.
6. Regular communication and consultation with our employees and the community.
7. Continuous improvement of our EHS performance.
8. Provision of necessary resources and training to our employees.
9. Prompt investigation and reporting of incidents and non-compliance.
10. Commitment to transparency and accountability in our EHS management.

Kopran Research Laboratories Limited
SITE PLAN

Q2 FY 2023-24 (₹ LAKHS)

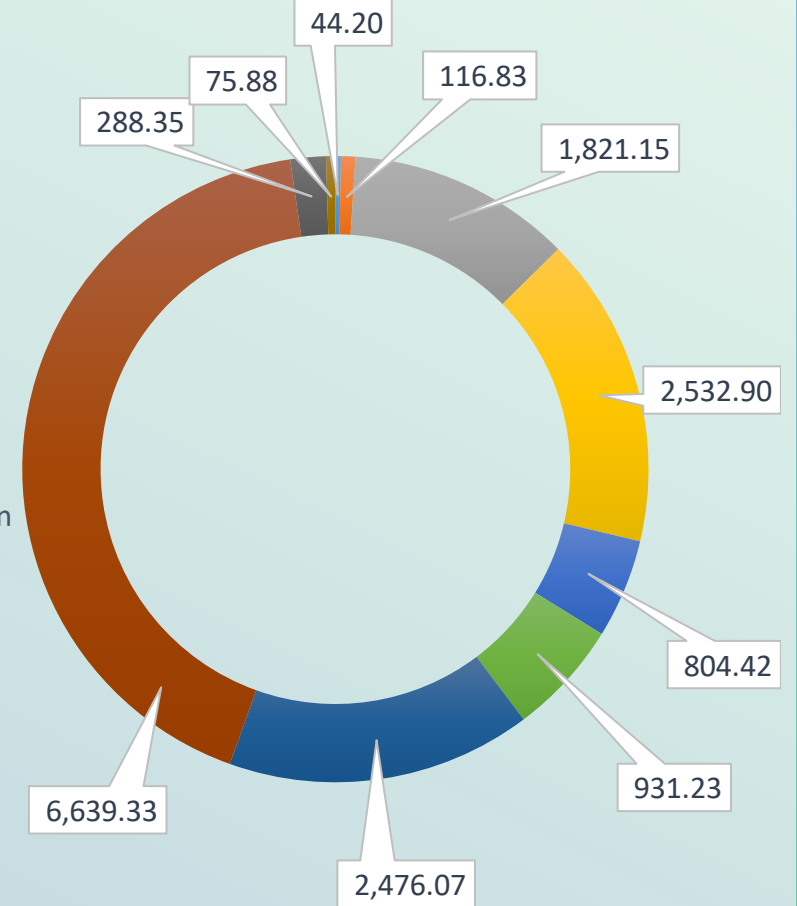
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total ₹ **8,389** Lakhs

H1 FY 2023-24 (₹ LAKHS)

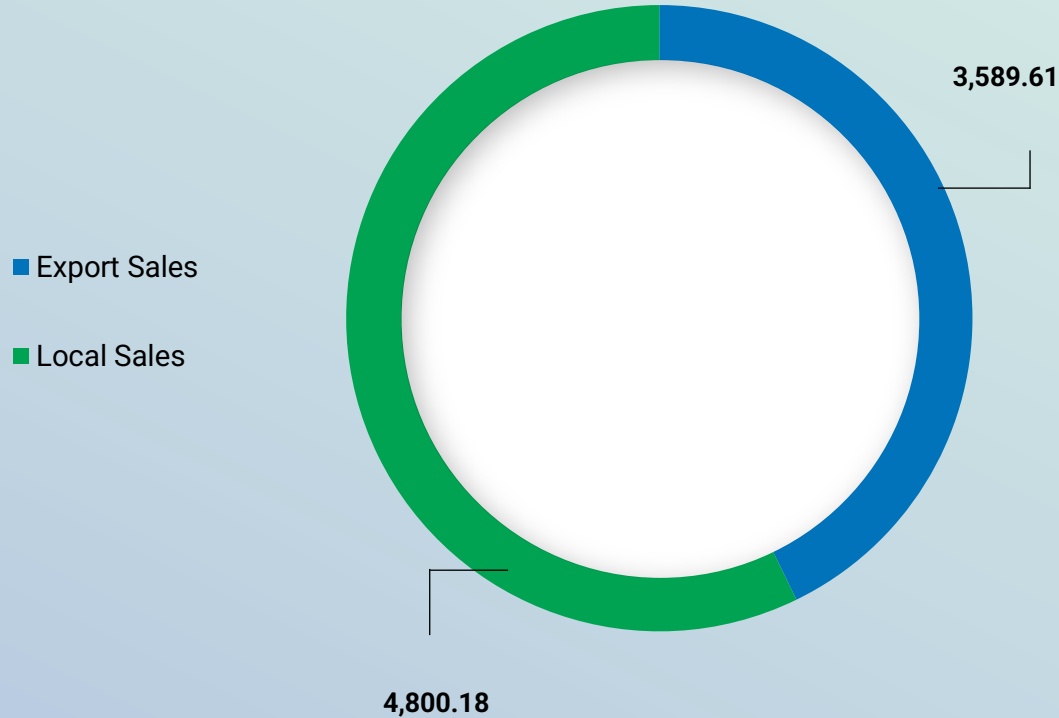
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total ₹ **15,730** Lakhs

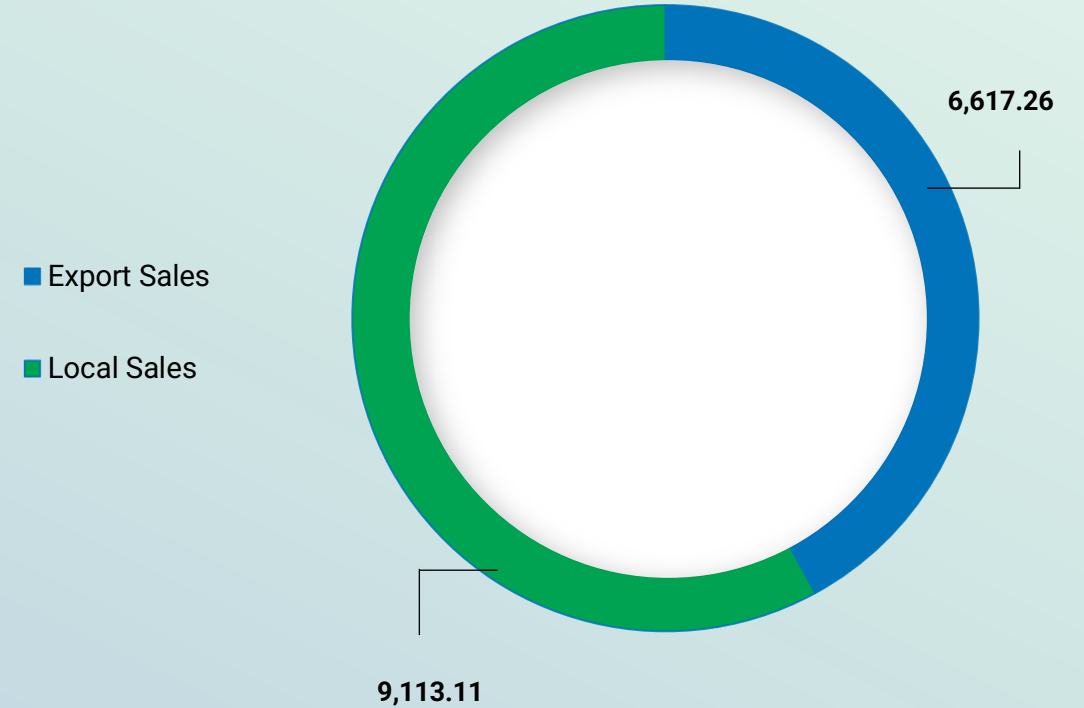
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

Q2 FY 2023-24 (₹ LAKHS)



Total ₹ **8,389** Lakhs

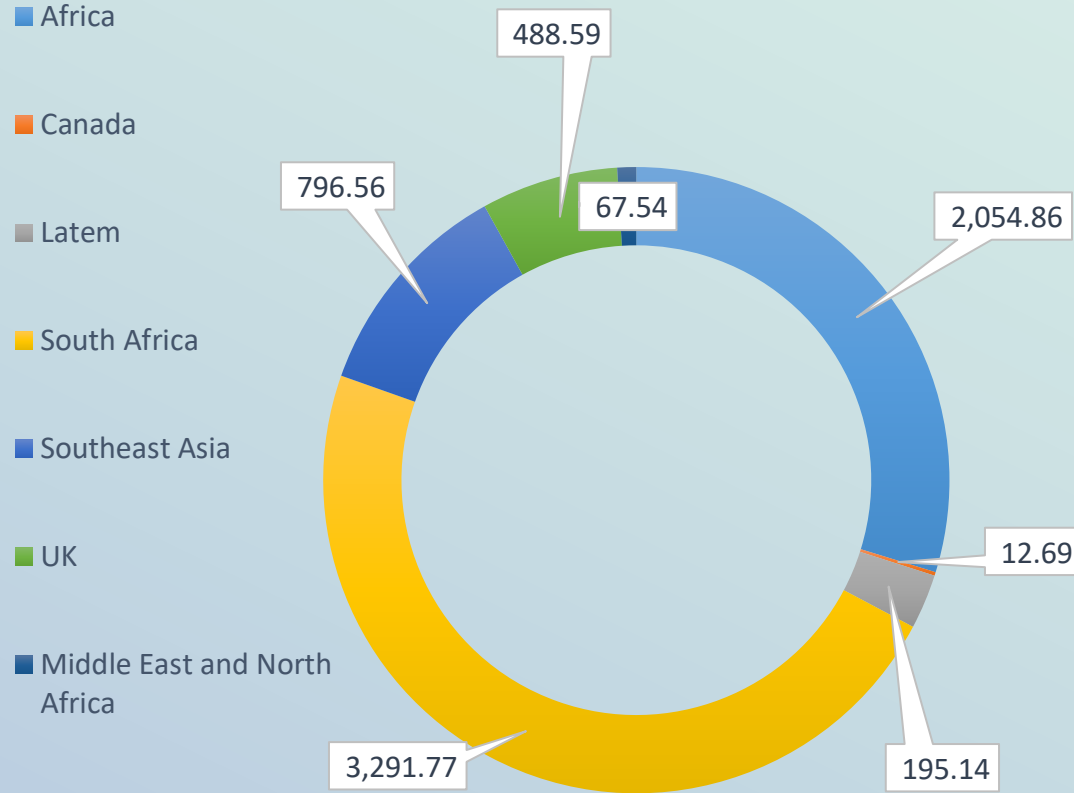
H1 FY 2022-23 (₹ LAKHS)



Total ₹ **15,730** Lakhs

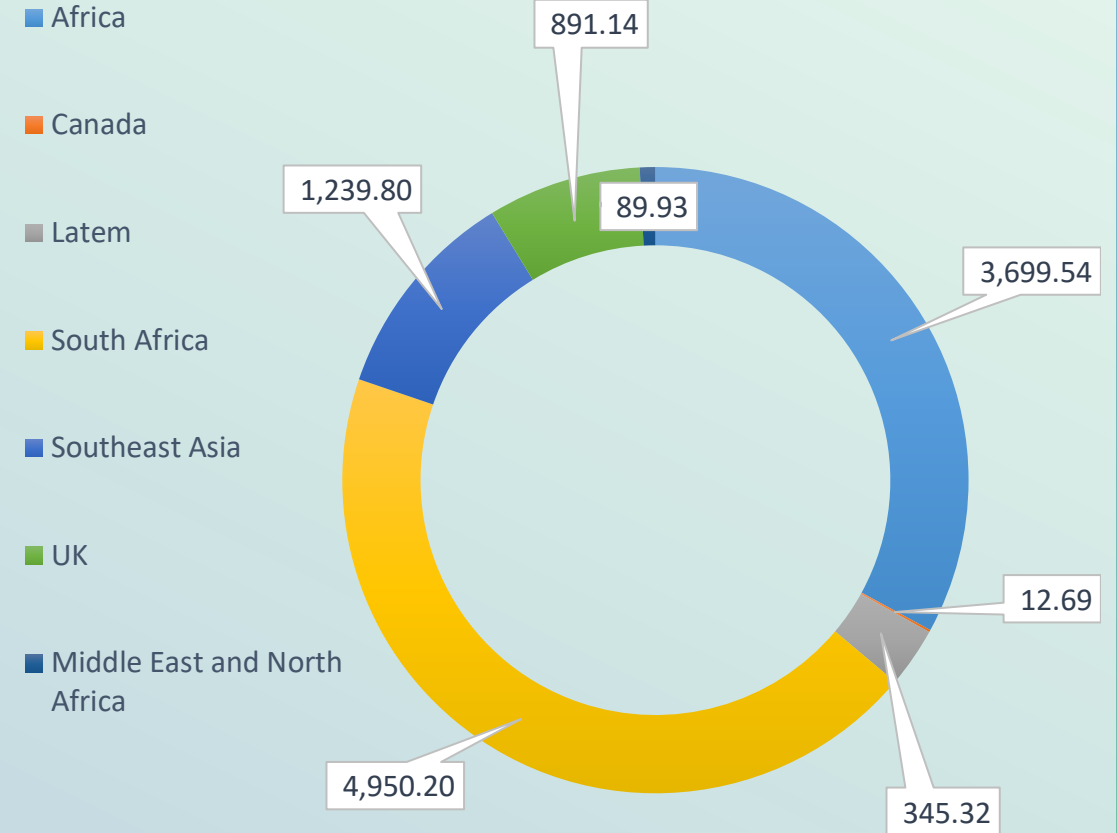
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

Q2 FY 2023-24 (₹ LAKHS)



Total ₹ **6,907** Lakhs

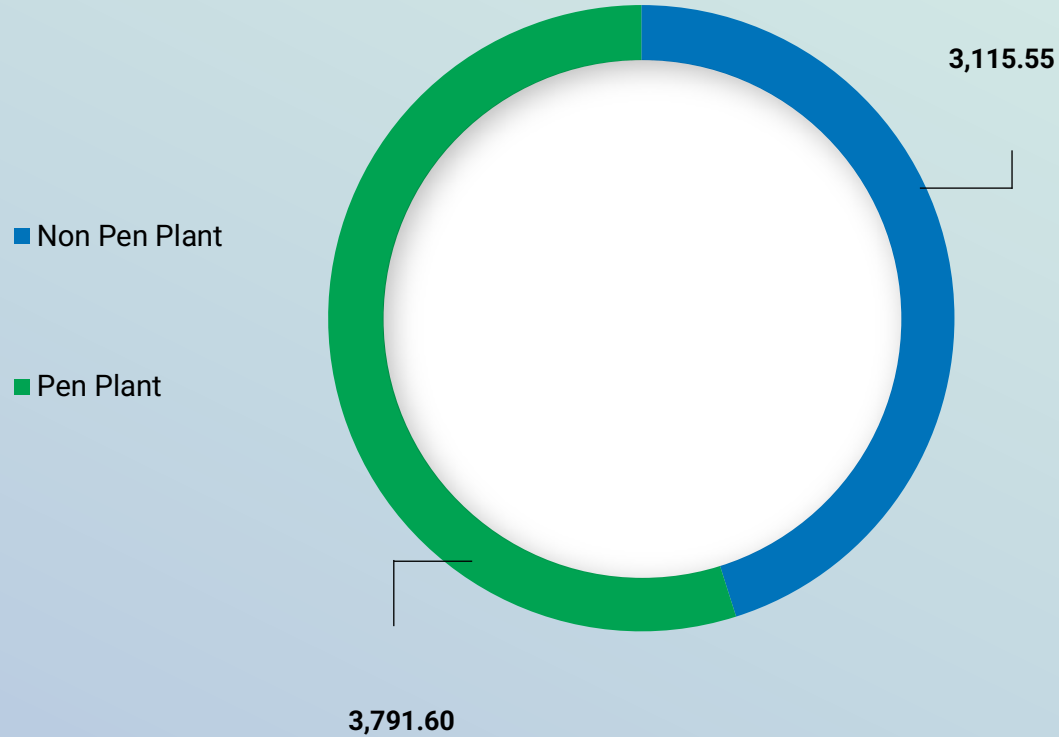
H1 FY 2023-24 (₹ LAKHS)



Total ₹ **11,228** Lakhs

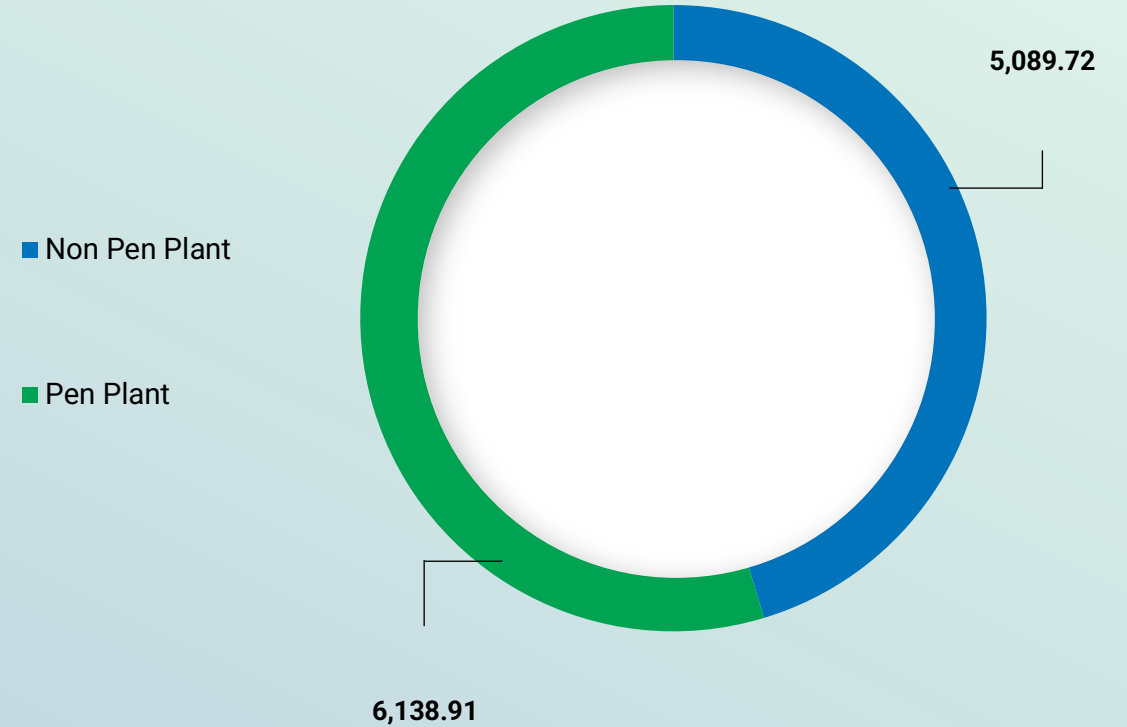
Note: Excluding Scrap Sales

Q2 FY 2023-24 (₹ LAKHS)



Total ₹ **6,907** Lakhs

H1 FY 2023-24 (₹ LAKHS)



Total ₹ **11,228** Lakhs

Note: Excluding Scrap Sales

FINANCIAL PERFORMANCE

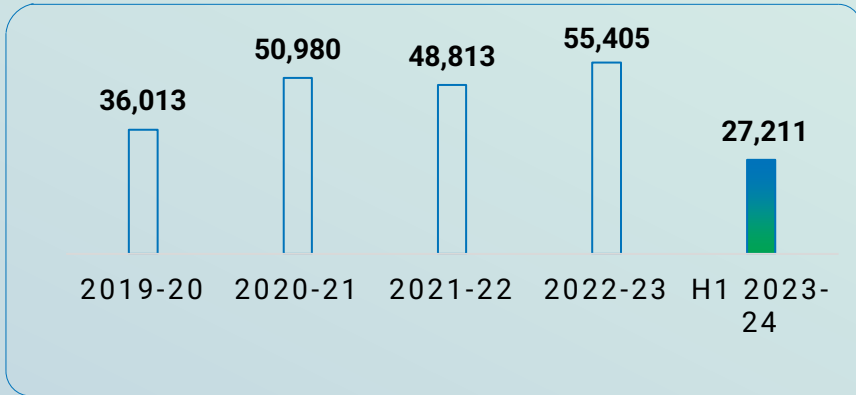


PARTICULARS	Q2 FY 2023-24	Q1 FY 2023-24
Revenue from Operations	15,259	11,700
EBITDA	2,283	631
Net Profit/(loss)	1,377	277

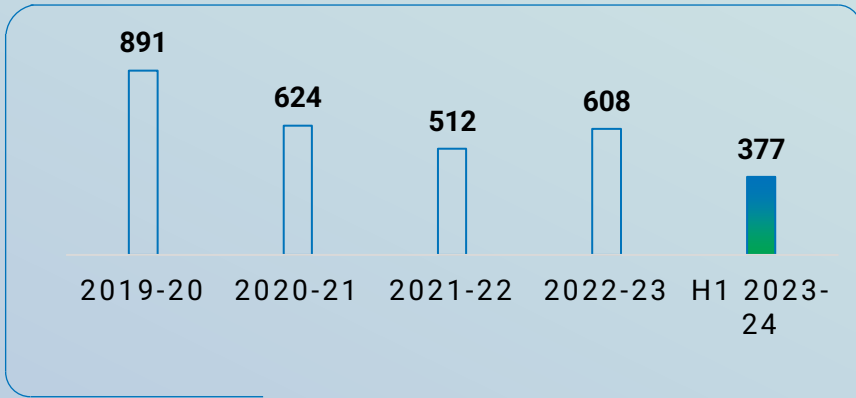
PARTICULARS	H1 FY 2023-24	FY 2022-23
Debt: Equity	0.20	0.14
RoCe (%)	4.5	7.9

Summary

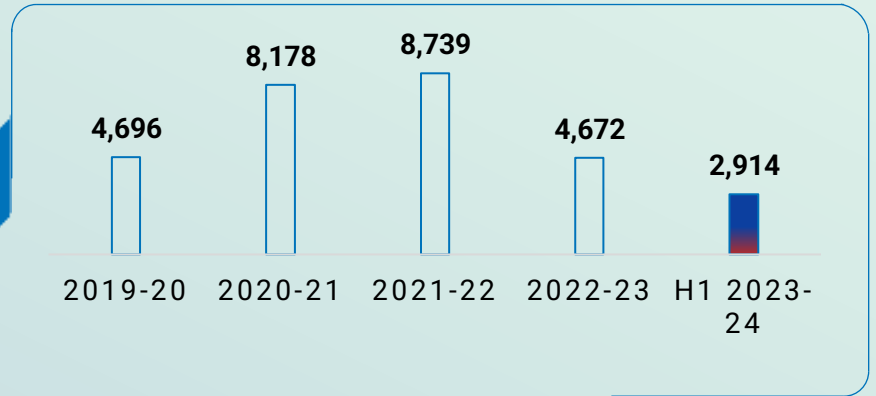
- Revenue from Operations increased by 30% to ₹ 15,259 Lakhs in Q2 FY 2023-24 as compared to ₹ 11,700 Lakhs in the previous quarter as the raw material and API prices stabilised while demand picked up.
- EBITDA witnessed a remarkable growth of 261% during the quarter and stood at ₹ 2,283 Lakhs. A similar growth was witnessed in Net Profit which grew by 397% and was recorded at ₹ 1,377 Lakhs.
- The EBITDA margins also improved due to higher revenue and growth in some newer molecules.



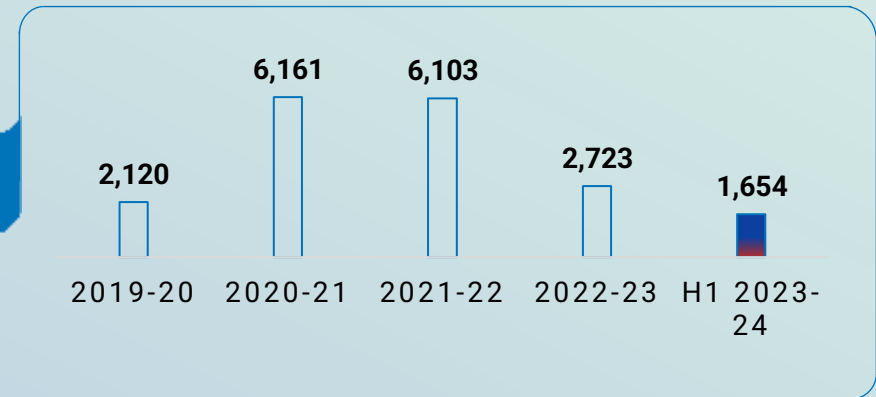
SALES/OTHER INCOME
(₹ LAKHS)



FINANCE COSTS
(₹ LAKHS)



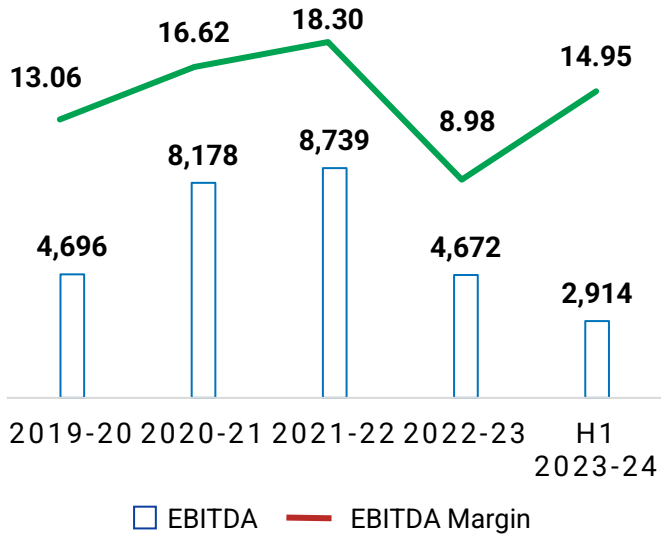
EBITDA *
(₹ LAKHS)



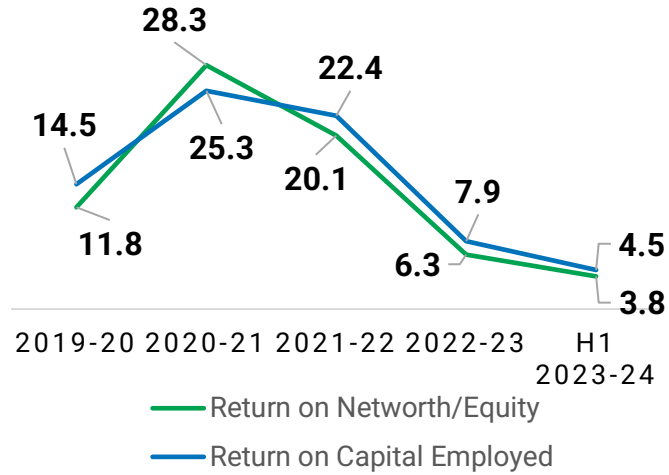
NET PROFIT/(LOSS)
(₹ LAKHS)

Note: EBITDA excluding other income

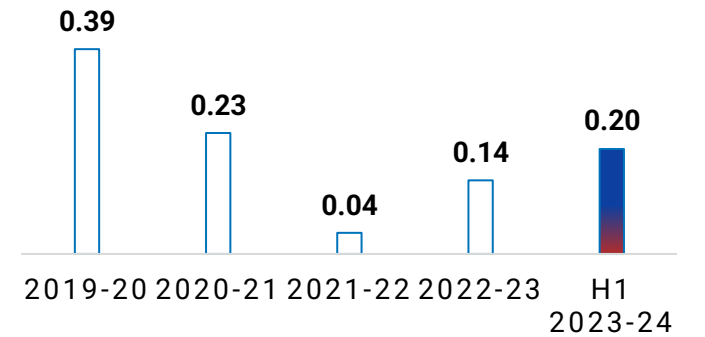
EBITDA & EBITDA Margin (₹ Lakhs, %)



RoE (%) RoCE (%)



Total Debt/Equity (X)



CONSOLIDATED FINANCIAL HIGHLIGHTS

PARTICULARS	H1 FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Revenue from Operations	26,959	55,098	47,752	49,181	35,949
Equity Share Capital	4,821	4,821	4,821	4,325	4,324
Other Equity	39,322	39,104	37,796	20,177	14,643
Net Worth	44,143	43,925	42,617	24,503	18,968
Fixed Assets(net)	25,658	23,457	18,623	15,508	14,139
Borrowings	9,317	7,524	7,248	6,429	7,806
EBITDA	2,914	4,672	8,739	8,178	4,696
Finance Costs	377	608	512	623	891
Depreciation	603	1,271	1,110	1,019	957
Tax Expenses	532	376	2,075	2,172	726
Net Profit/(loss)	1,654	2,723	6,103	6,183	2,120
Earnings Per Share(Rs)	3.43	5.65	13.77	14.24	4.86

Note: EBITDA excluding other income



MR. SURENDRA SOMANI
EXECUTIVE VICE CHAIRMAN



MR. ADARSH RAJENDRA SOMANI
DIRECTOR



MRS. MAMTA BIYANI
INDEPENDENT DIRECTOR



MR. NARAYAN ATAL
INDEPENDENT DIRECTOR



DR. SIDDHAN SUBRAMANIAN
INDEPENDENT DIRECTOR



DR. SUNITA BANERJI
INDEPENDENT DIRECTOR



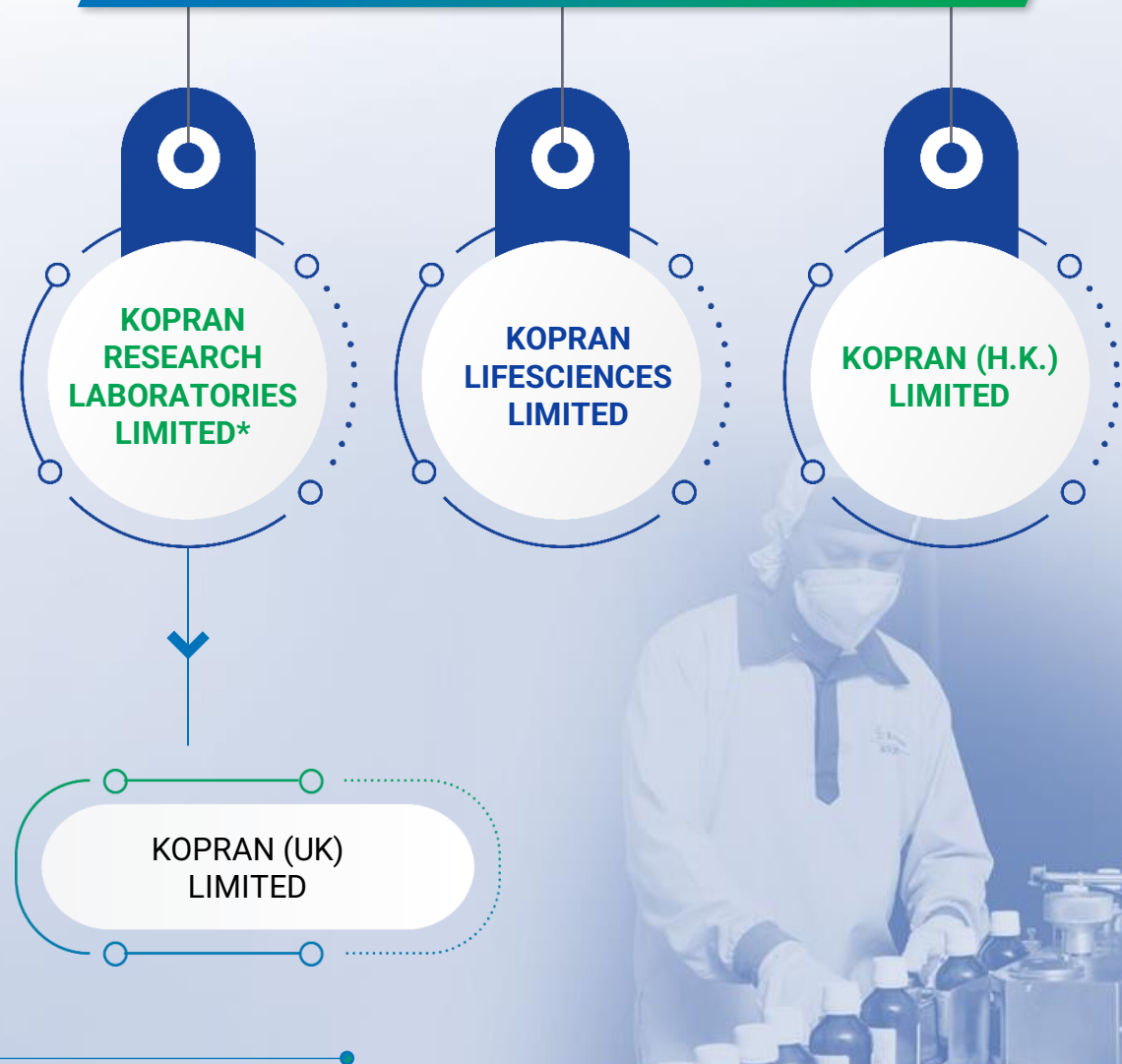
MR. SUSHEEL SOMANI
DIRECTOR



MR. VARUN SURENDRA SOMANI
DIRECTOR

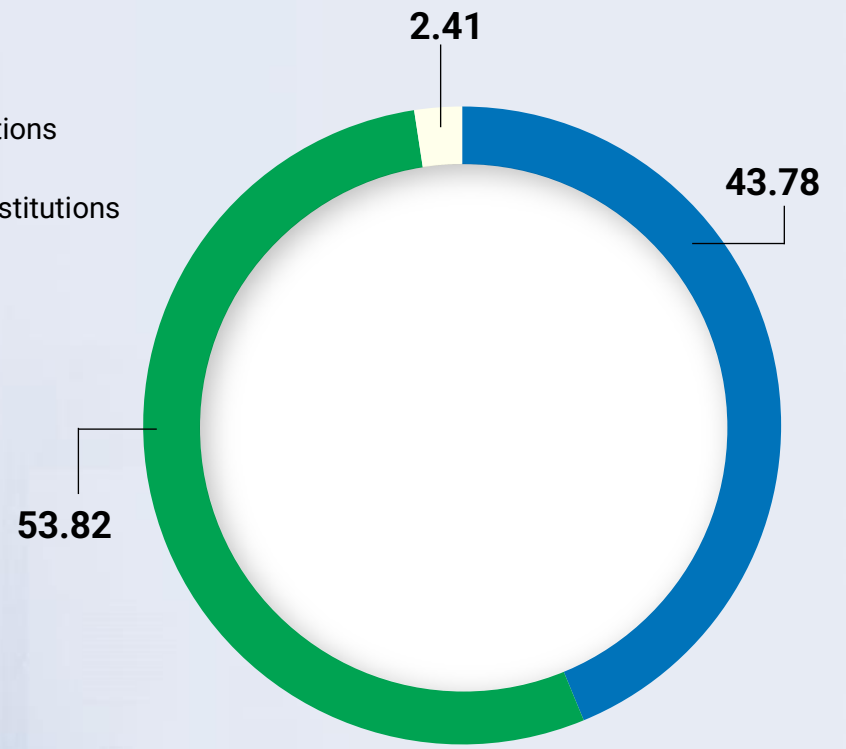
OWNERSHIP STRUCTURE

KOPRAN LIMITED



SHAREHOLDING PATTERN (%)

- Promoters
- Non-Institutions
- Financial Institutions



ABOUT KOPRAN LIMITED:

Kopran Limited is an integrated Pharmaceutical Company, committed to manufacturing and supplying International Quality Formulations and APIs worldwide. Kopran's manufacturing facilities and products have accreditations across all the continents. Research & Development for New Products and Processes for both Formulations & APIs form the strategy of Kopran's growth.

REGISTERED OFFICE:

Parijat House,
1076, Dr. E. Moses Road,
Worli, Mumbai – 400 018,
Maharashtra (India)

Corporate Identification No.:
L24230MH1958PLC011078

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Email: sunil@kopran.com



THANK YOU

