



MOREPEN



Date: 27/07/2021

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

BSE Limited
Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 500288

Subject: Investors Presentation (Q1'FY22) July, 2021

Dear Sir,

Please find enclosed the **Investors Presentation (Q1'FY22) July, 2021**, based on the financial performance of the Company for the quarter ended 30th June, 2021.

Kindly acknowledge the receipt and take it on your record.

Thanking you.

Yours faithfully,

For Morepen Laboratories Limited

(Vipul Kumar Srivastava)
Company Secretary



Encl.: As above.

Morepen Laboratories Limited

Corp. Off.: 4th Floor, Antriksh Bhawan, 22 K.G. Marg, New Delhi- 110 001, INDIA
Tel.: +91-11-23324443, 23712025, E-mail: corporate@morepen.com, Website: ww.morepen.com
CIN NO. L24231 HP1984PLC006028

Plant & Regd. Off.: Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) -173205
Tel.: +91-1795-266401-03, 244590, Fax: +91-1795-244591, E-mail: plants@morepen.com

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q1'FY22

EARNINGS PRESENTATION - JULY 2021



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Q1'FY22 PERFORMANCE

Rs. in crores

^50%

NET REVENUE

258.97 388.31

^63%

EBIDTA

27.90 45.43

^57%

PROFIT AFTER TAX

19.36 30.47

^57%

EPS (3M)

Rs. 0.43 Rs. 0.68

Q1'FY21 Q1'FY22

Q1'FY21 Q1'FY22

MOREPEN

CONSOLIDATED

QUARTERLY HIGHLIGHTS

Rs. in crores

^97%

PROFIT BEFORE TAX

19.55 38.53

Q1'FY21

Q1'FY22



RUSSIAN DIRECT
INVESTMENT FUND

MOREPEN



Morepen starts trial production of Sputnik V in India for RDIF

Press Release: 6th July 2021

Sputnik V

THE FIRST REGISTERED COVID-19 VACCINE
PROVEN HUMAN ADENOVIRAL VECTOR TECHNOLOGY

- Trial samples of 6 batches being sent to Gamelya, Moscow for testing.
- Can start commercial production within 4-6 weeks subject to regulatory clearances.
- Capacity to produce upto 250 mn doses pa which can be increased to 500mn doses pa.

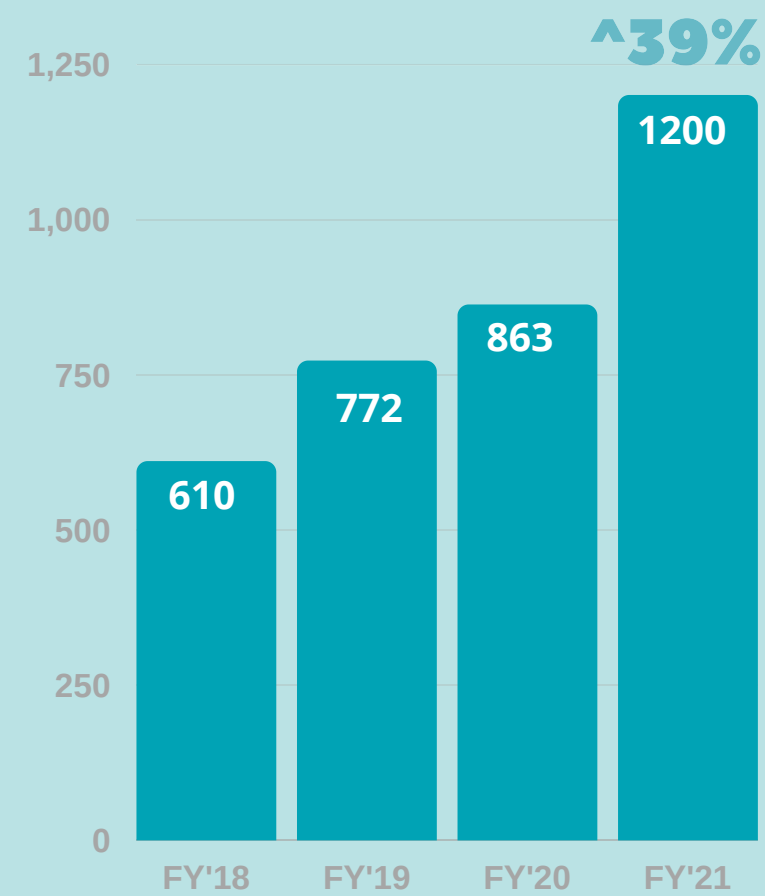


CONSOLIDATED
QUARTERLY PERFORMANCE

CONSOLIDATED

REVENUE GROWTH

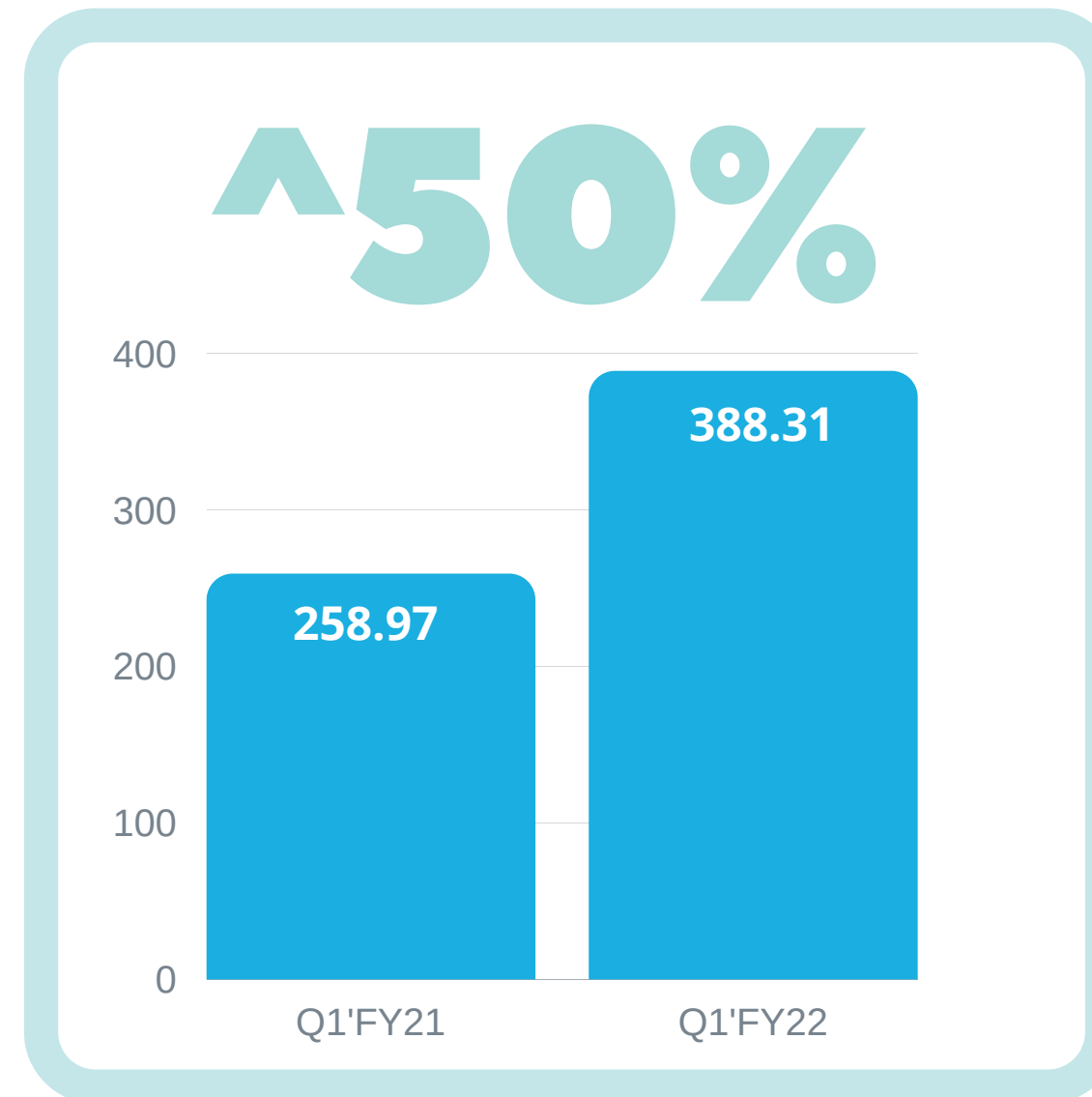
25% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE



CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

MOREPEN

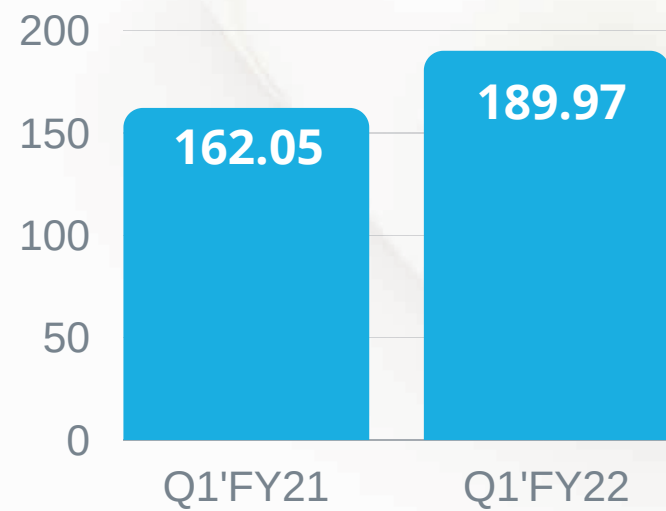


CONSOLIDATED

SEGMENTS WISE GROWTH

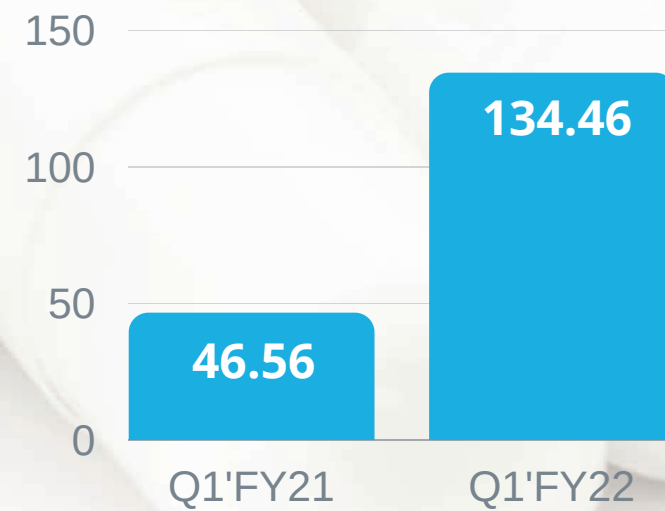
API

^17%



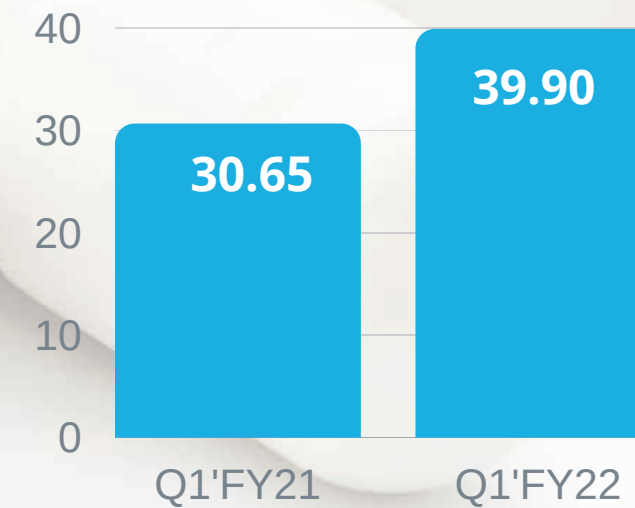
DIAGNOSTICS

^189%



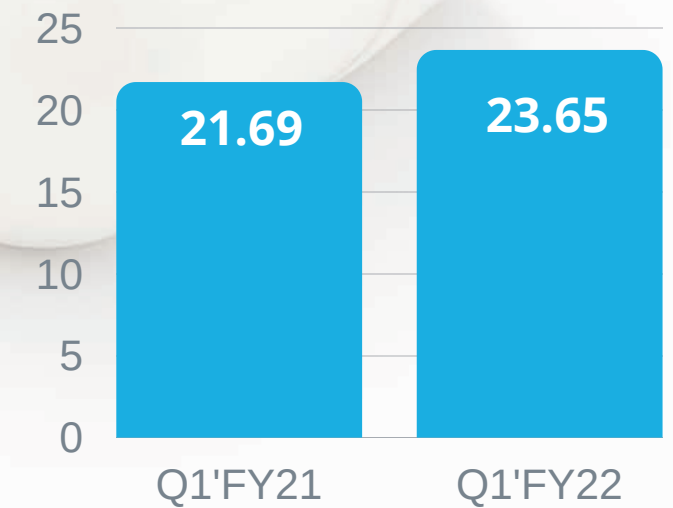
FORMULATIONS

^30%



DR.MOREPEN -OTC

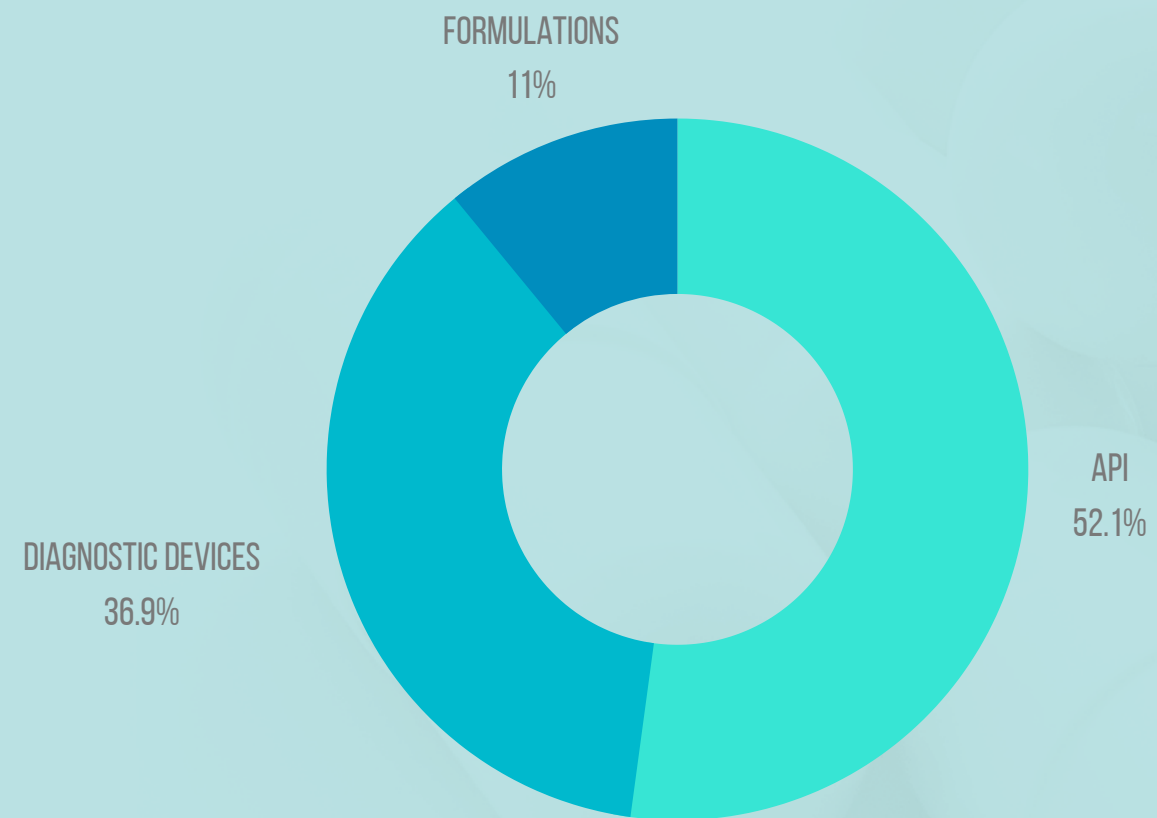
^9%



*Non-Covid Revenue Growth 172%

STANDALONE

SEGMENT WISE BREAKUP



REVENUE SPLIT Q1'FY'22



SHARE	FY'21	Q1'FY22	
API	62.0%	52.1%	9.90% ↓
DIAGNOSTICS	26.1%	36.9%	10.8% ↑
FORMULATIONS	11.9%	11.0%	0.80% ↓



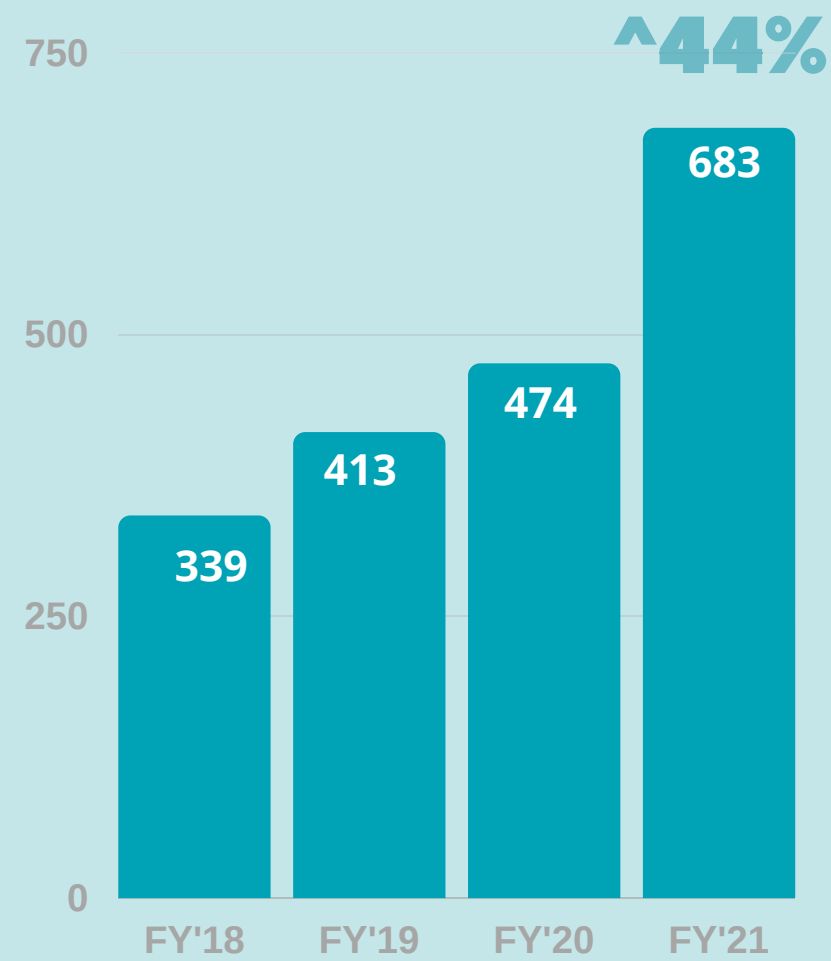
API BUSINESS

LEADERSHIP THROUGH QUALITY

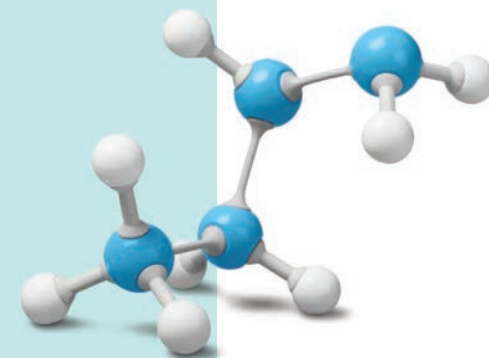
API BUSINESS

API REVENUE

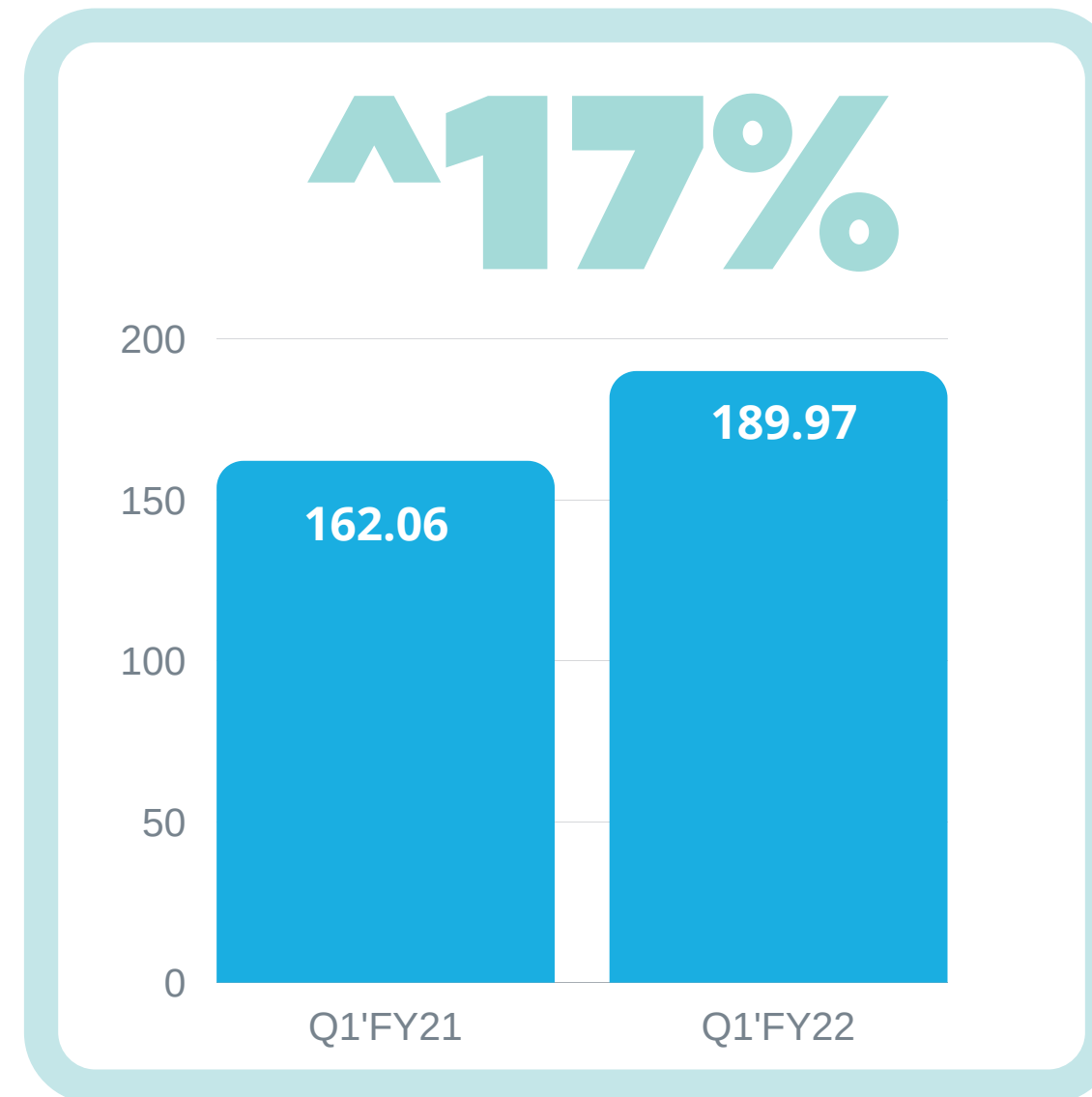
26% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE

KEY API PRODUCTS

LORATADINE

^ 16 %

MONTELUKAST

^ 45 %

ATORVASTATIN

- 5 %

NEW MOLECULES

^ 110 %

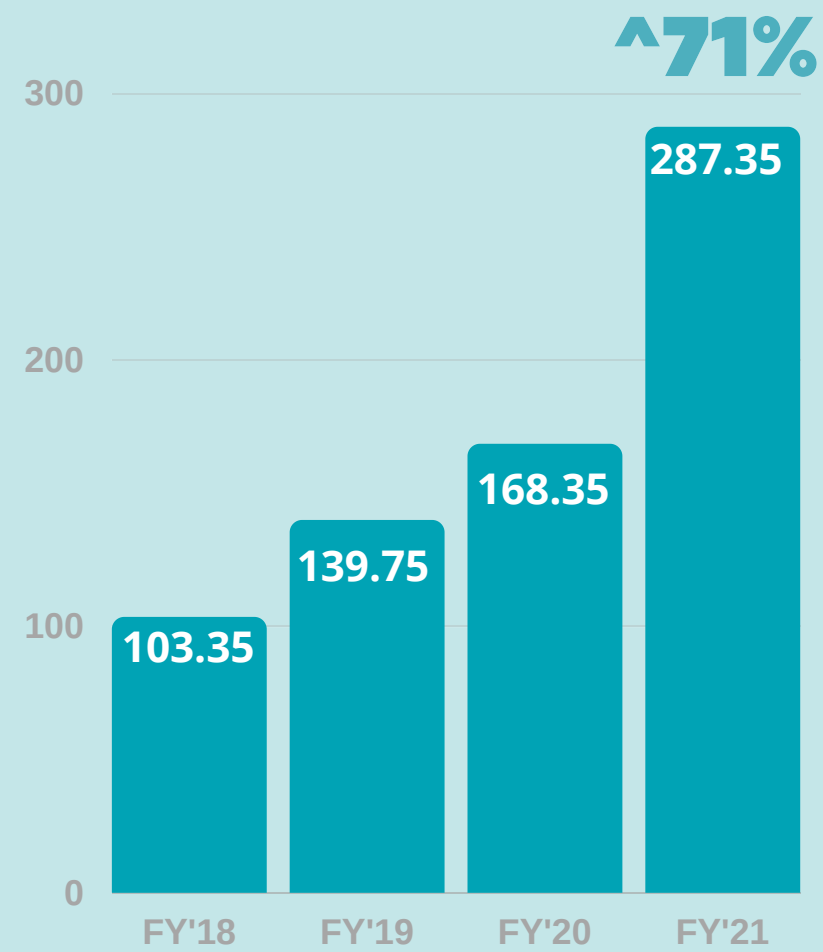


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

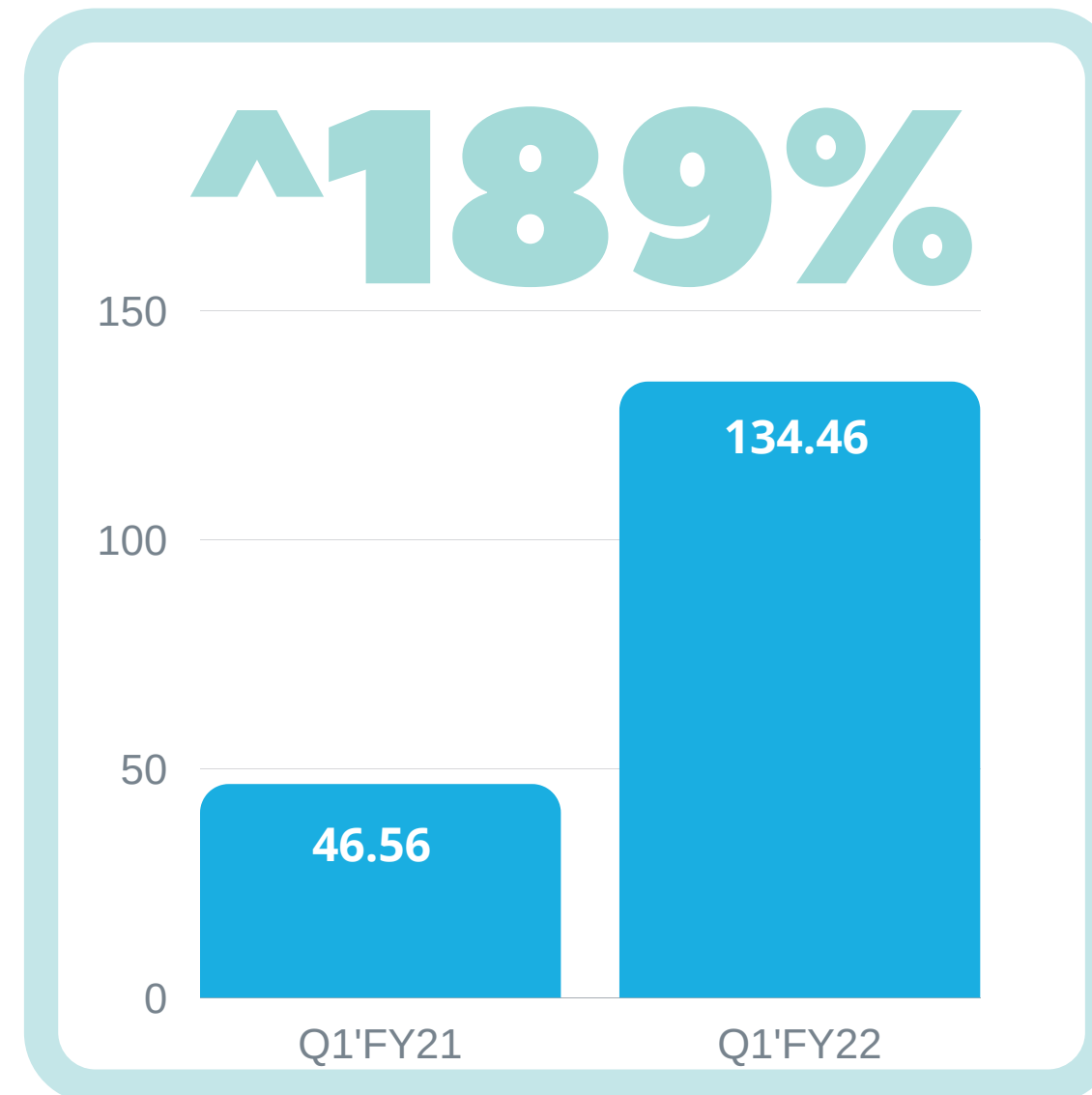
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE

GROWTH DRIVERS

^233%
GLUCO METERS



^183%
BP MONITORS



^730%
NEBULISERS



^2032%
OXIMETERS



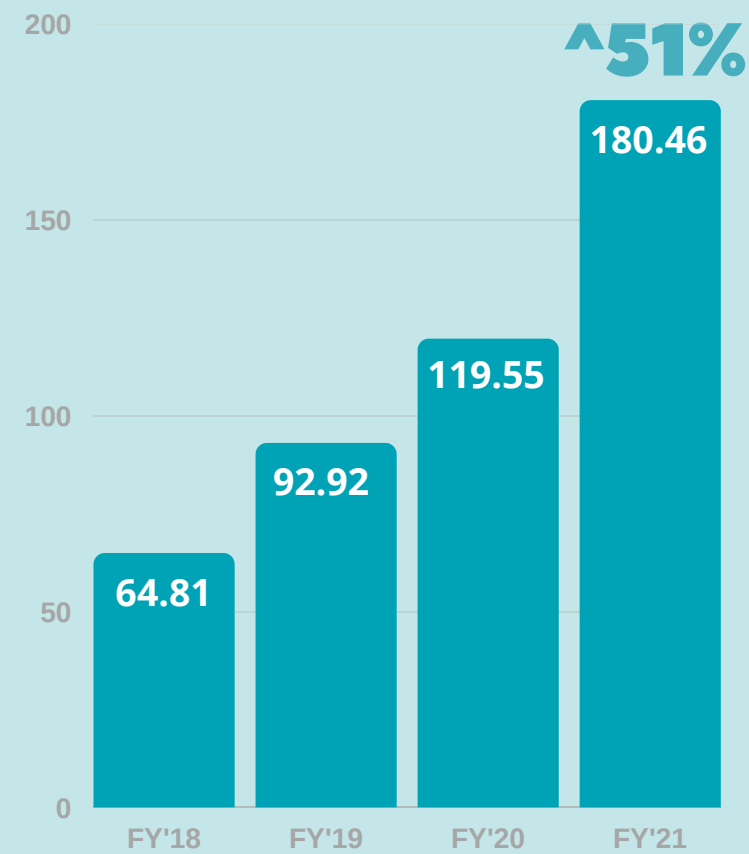
NEW



OXYGEN CONCENTRATOR

GLUCO METER REVENUE

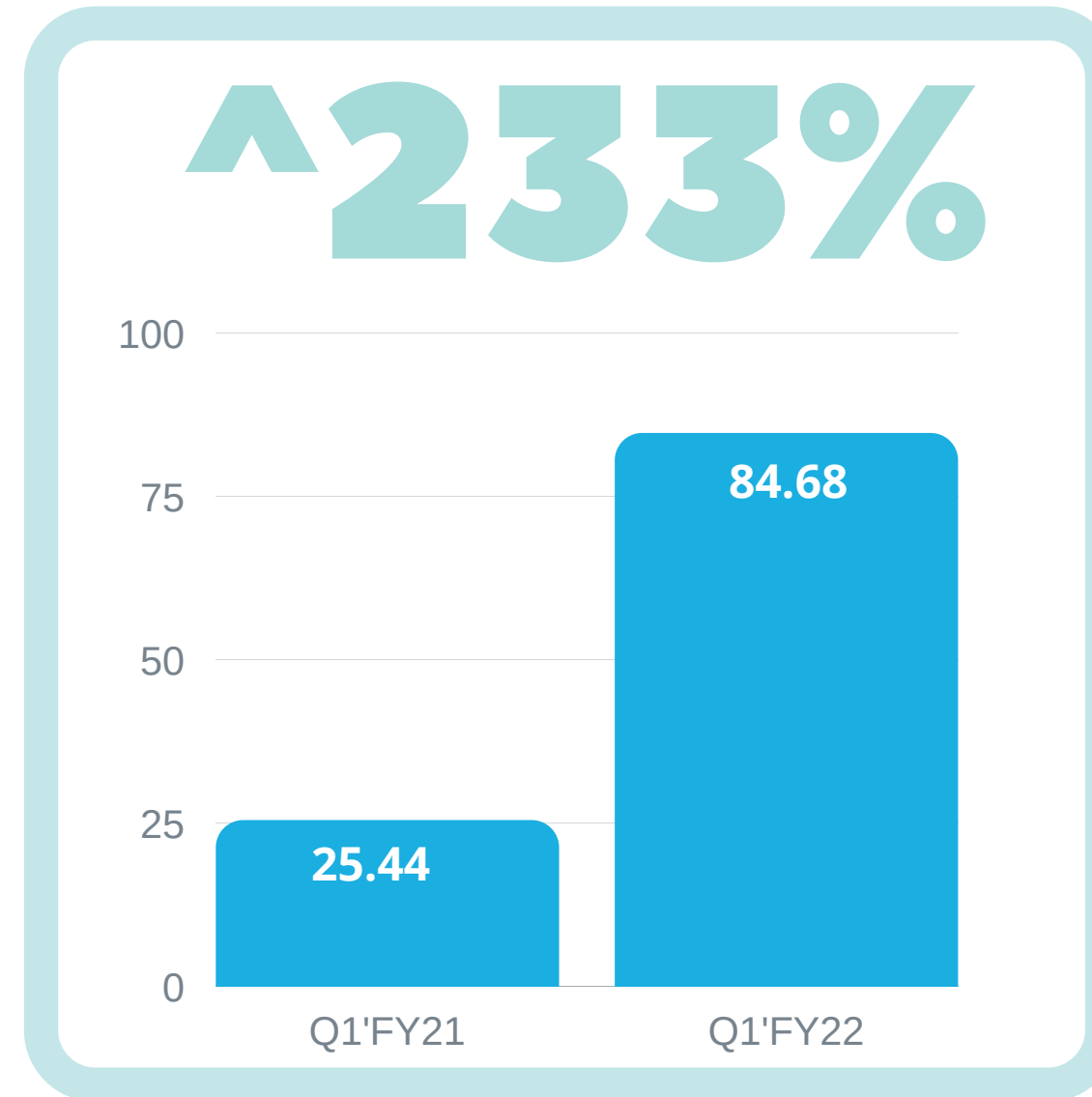
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores

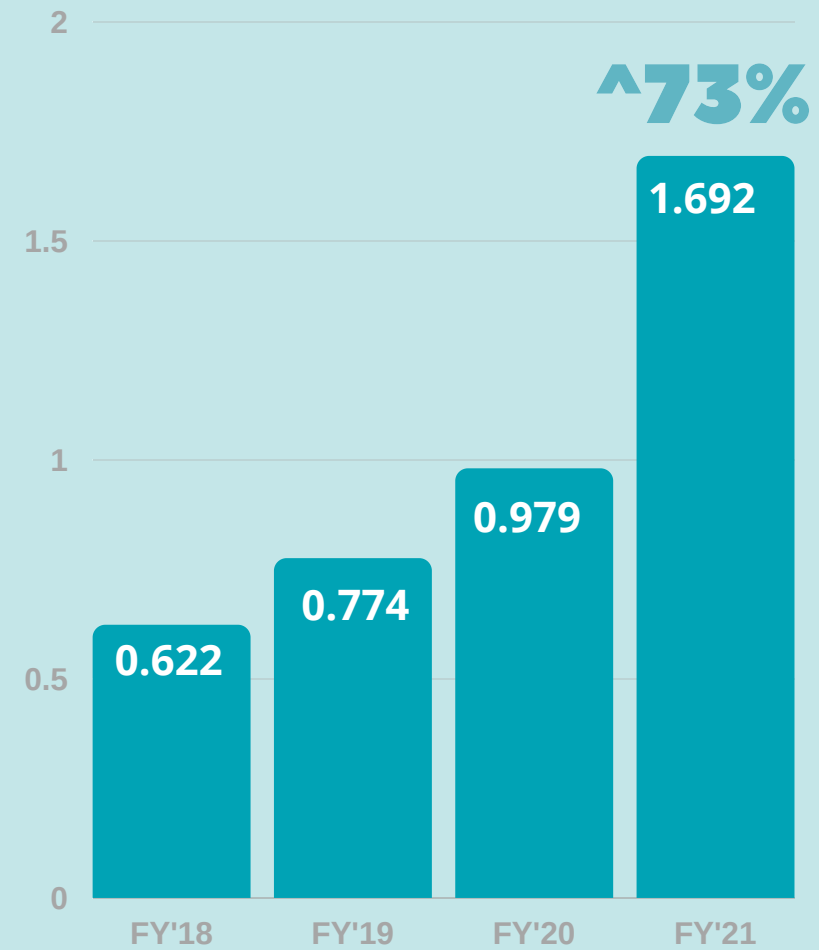


Q1'FY22 PERFORMANCE



GLUCO METER INSTALLED

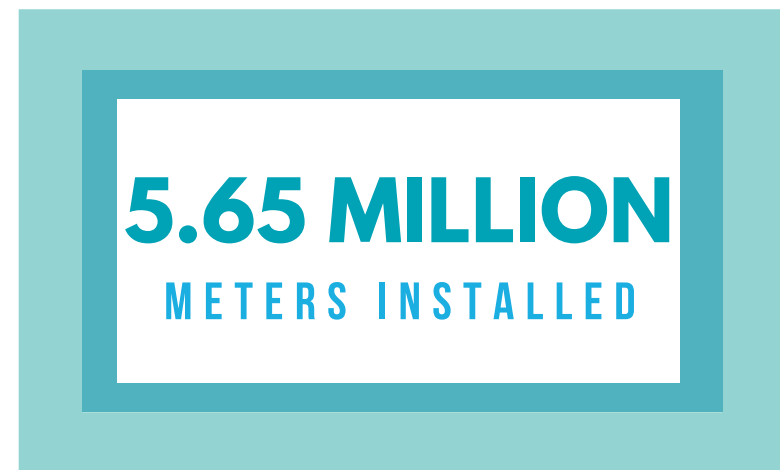
40% CAGR



MILLION METER INSTALLED



^176%



Q1'FY21 **0.62 MILLION**



^187%

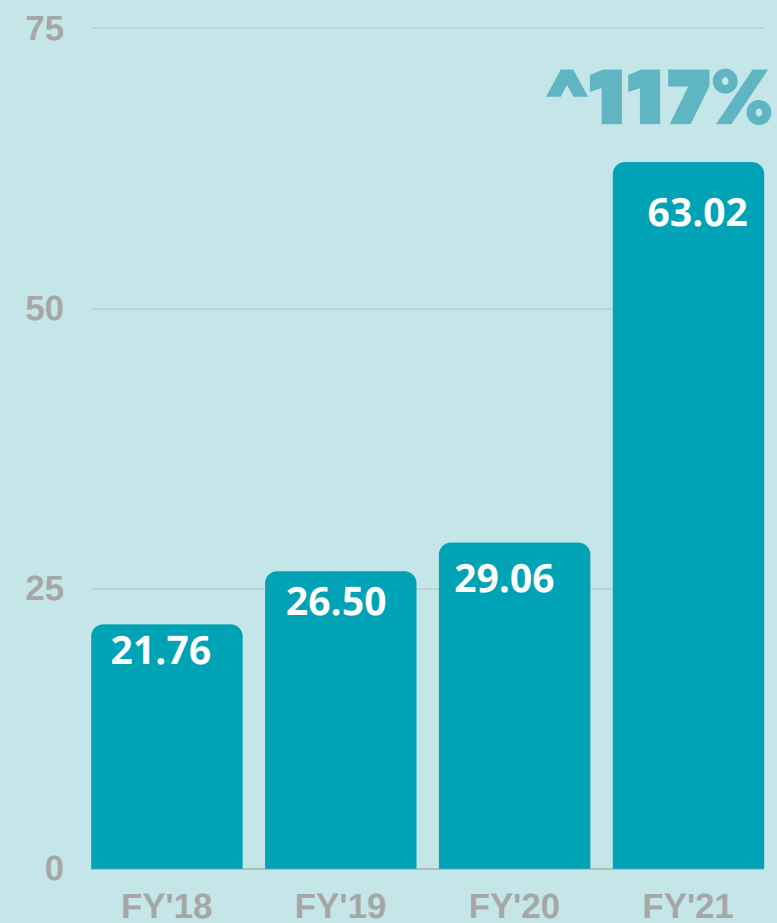


Q1'FY22 **86 MILLION**



BP MONITOR REVENUE

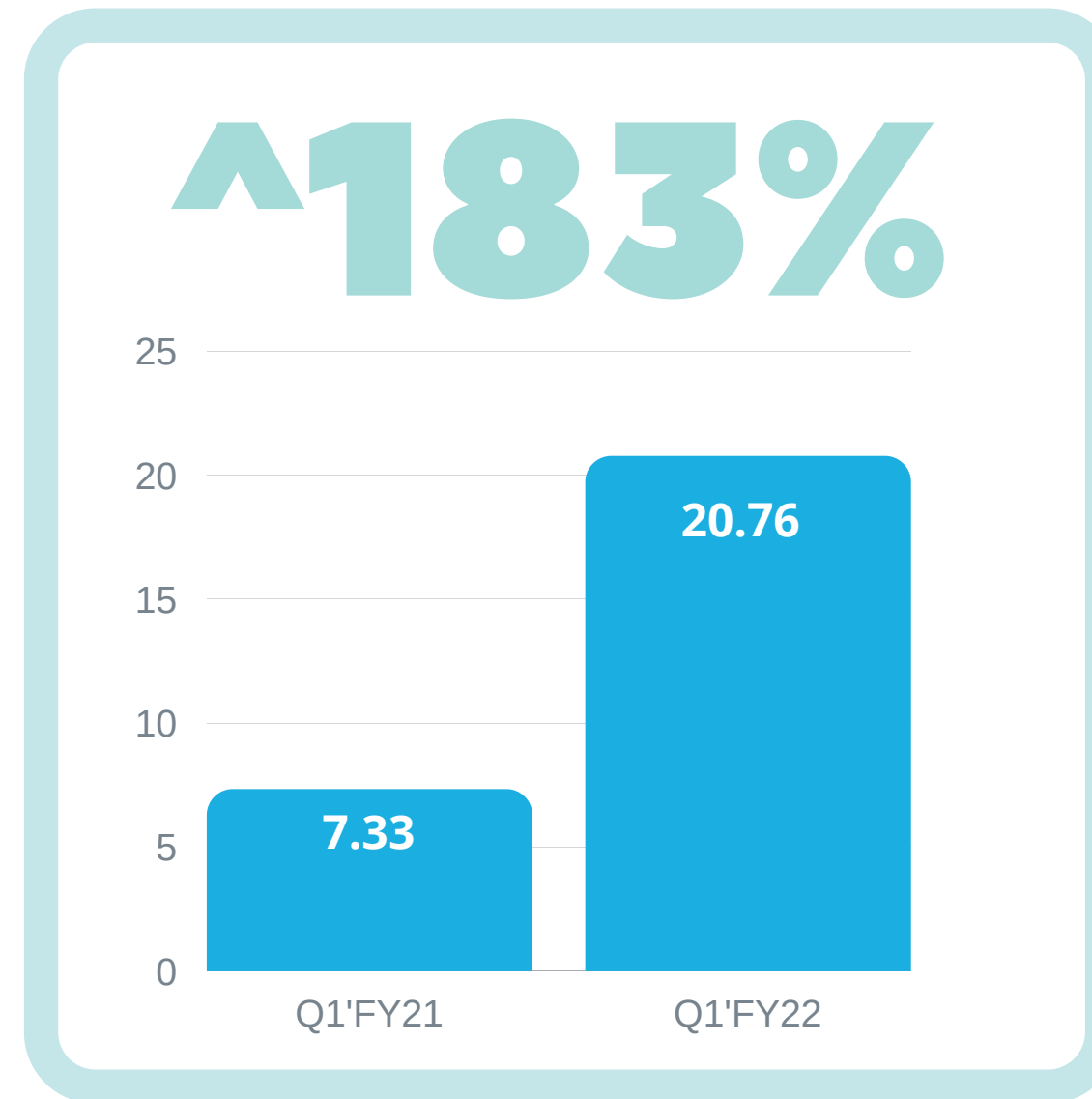
43% CAGR



ANNUAL PERFORMANCE



Rs. in crores

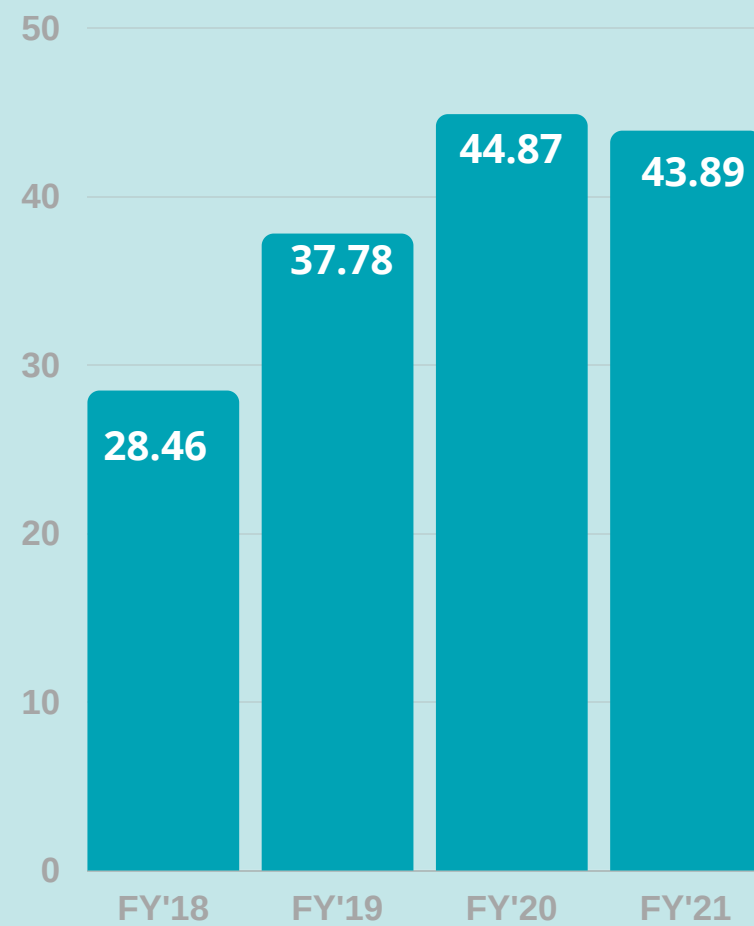


Q1'FY22 PERFORMANCE



OTHER PRODUCTS

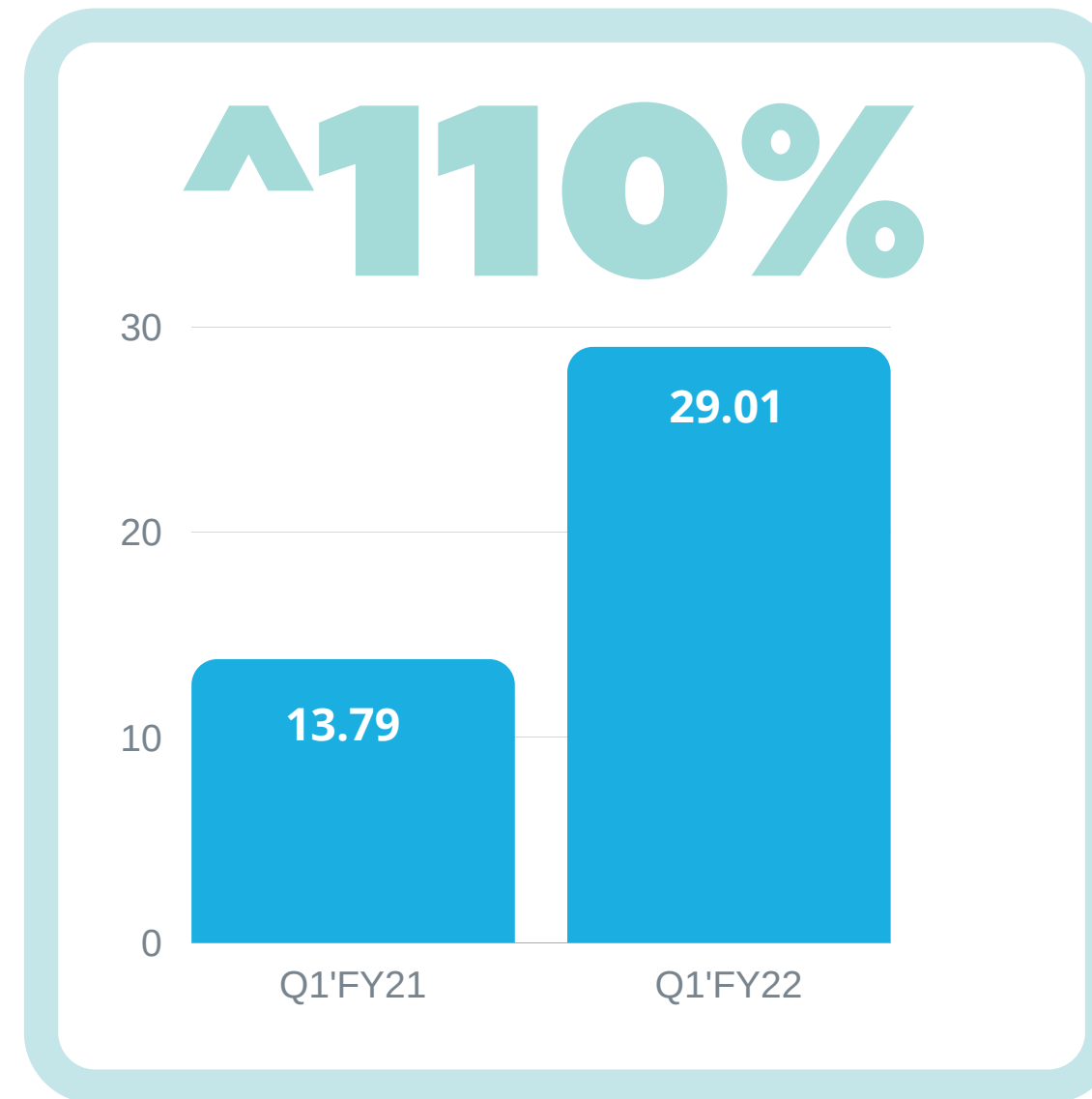
16% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q1'FY22 PERFORMANCE



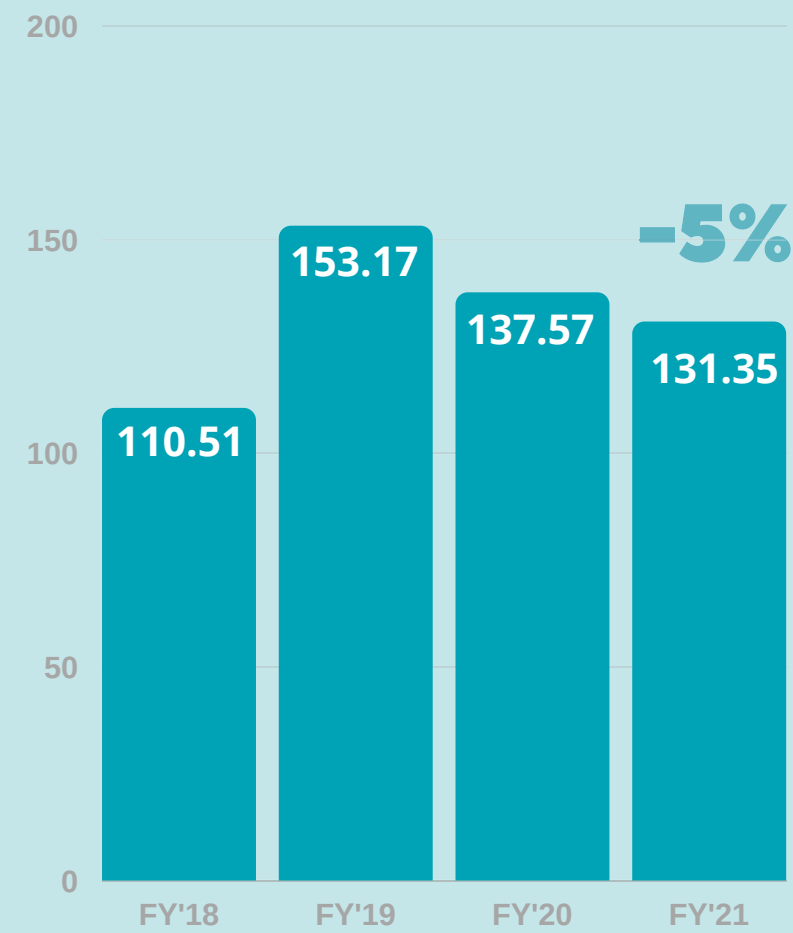
FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS

FORMULATIONS REVENUE

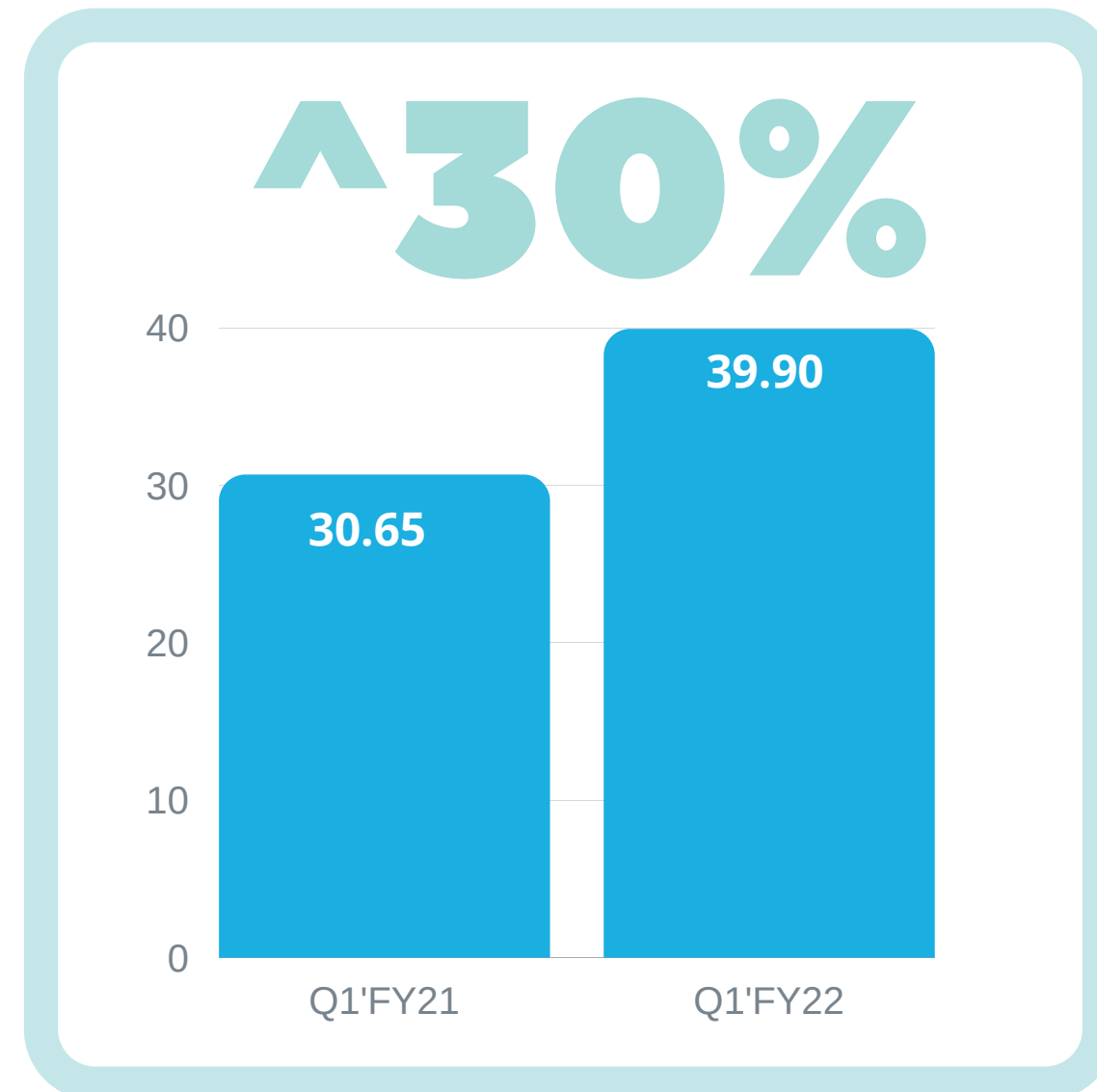
5% CAGR



ANNUAL PERFORMANCE

MOREPEN

Rs. in crores



Q1'FY22 PERFORMANCE

GROWTH DRIVERS

^179%
ANTIBIOTICS

^91%
VITAMINS

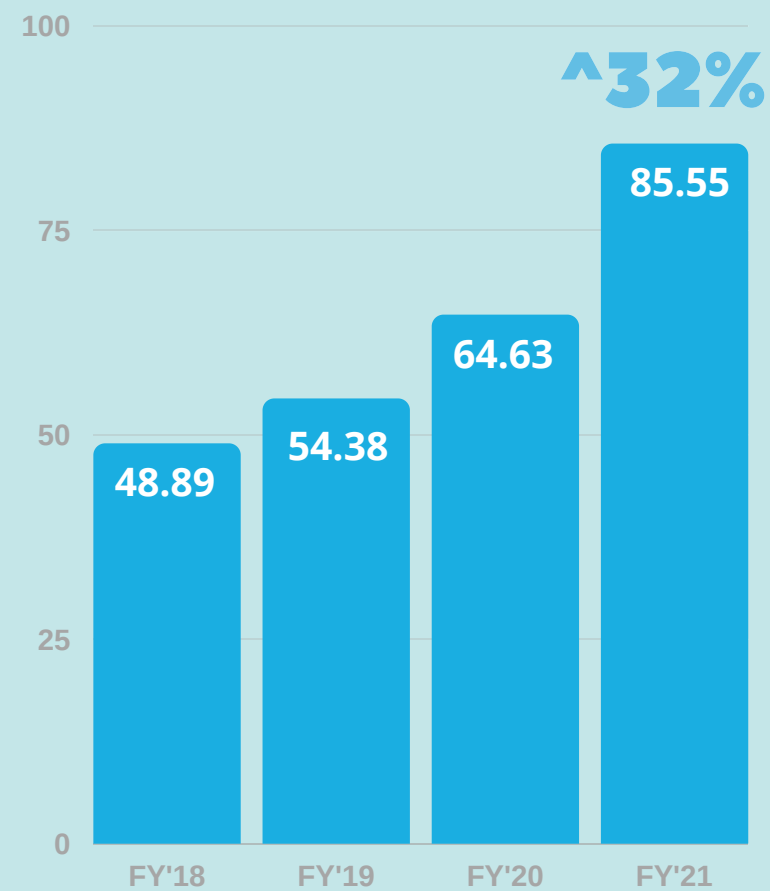
^55%
GASTRO

^201%
OTHERS



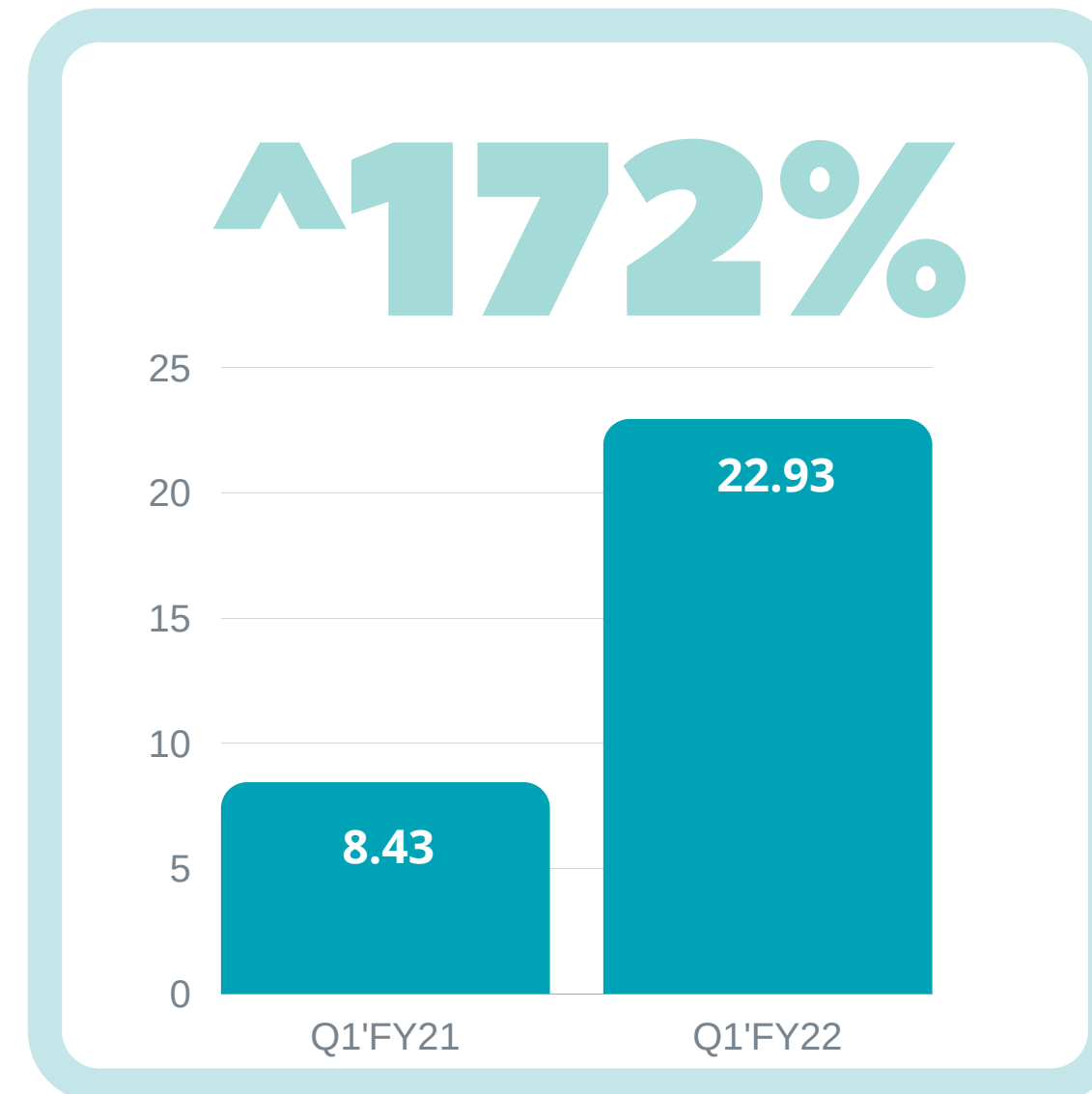
GROSS REVENUE

20% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q1'FY22 PERFORMANCE*

*Non-Covid Revenue 172% Growth; Total 9%

GROWTH DRIVERS

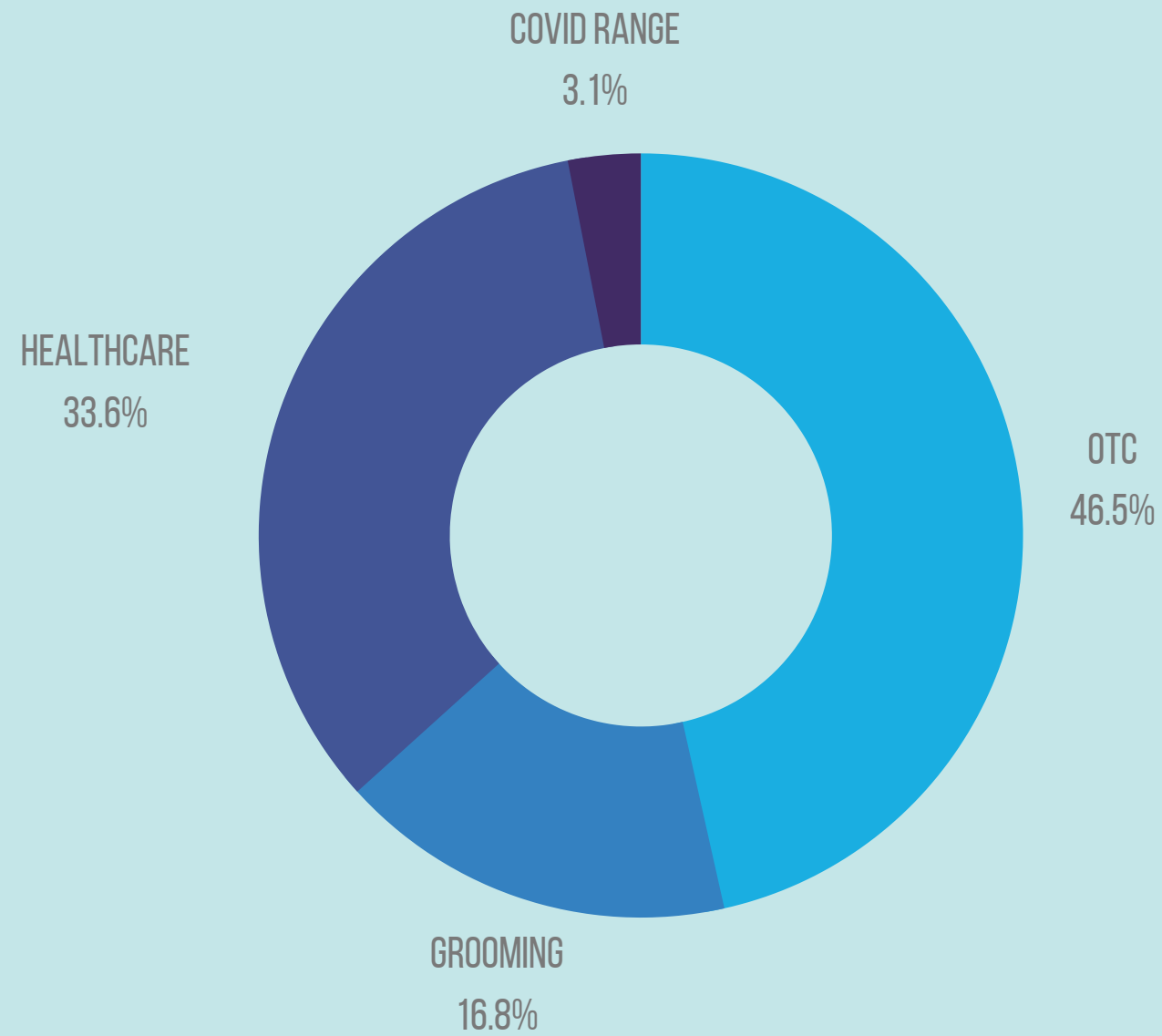
^259%
OTC PRODUCTS

^273%
GROOMING

^85%
GENERAL HEALTH

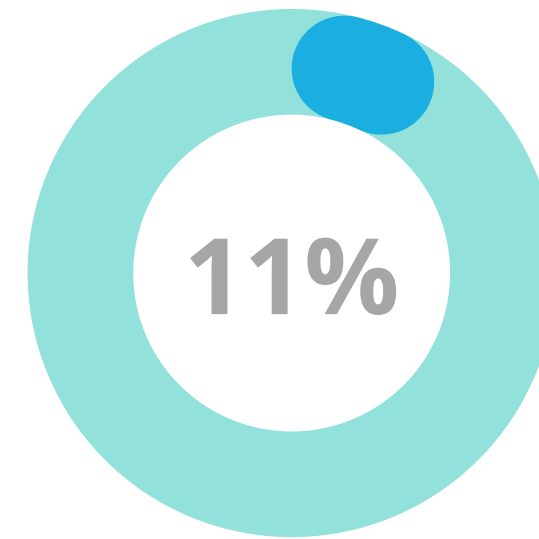
110%
ONLINE SALES

BUSINESS SEGMENTS

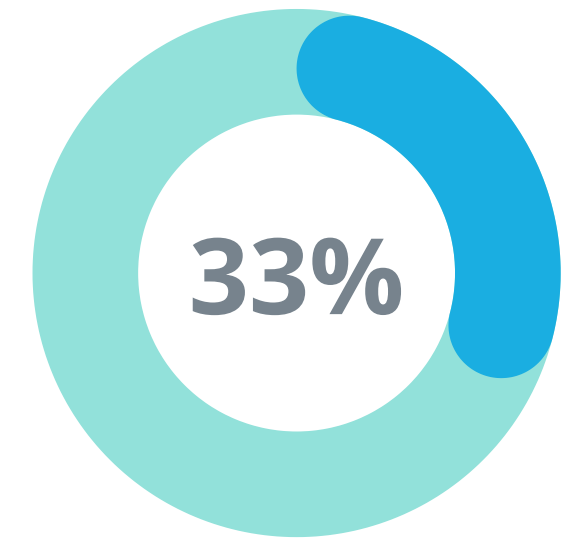


BUSINESS SEGMENTS Q1'FY22

ON LINE SALES



OTC



GUBB

GROOMING

NEW ONLINE LAUNCHES



IMMUNE TEA



PCOS POWDER



COLLAGEN



MUSCLE FOOD



SEXUAL WELLNESS



IRON & ZINC
GARCINIA



HONEY



VITAMINS



COQ-10
COD LIVER OIL



GILOY+TULSI
AMLA JUICE



OMEGA-3



STRESS & SLEEP



SLIM SHAKE



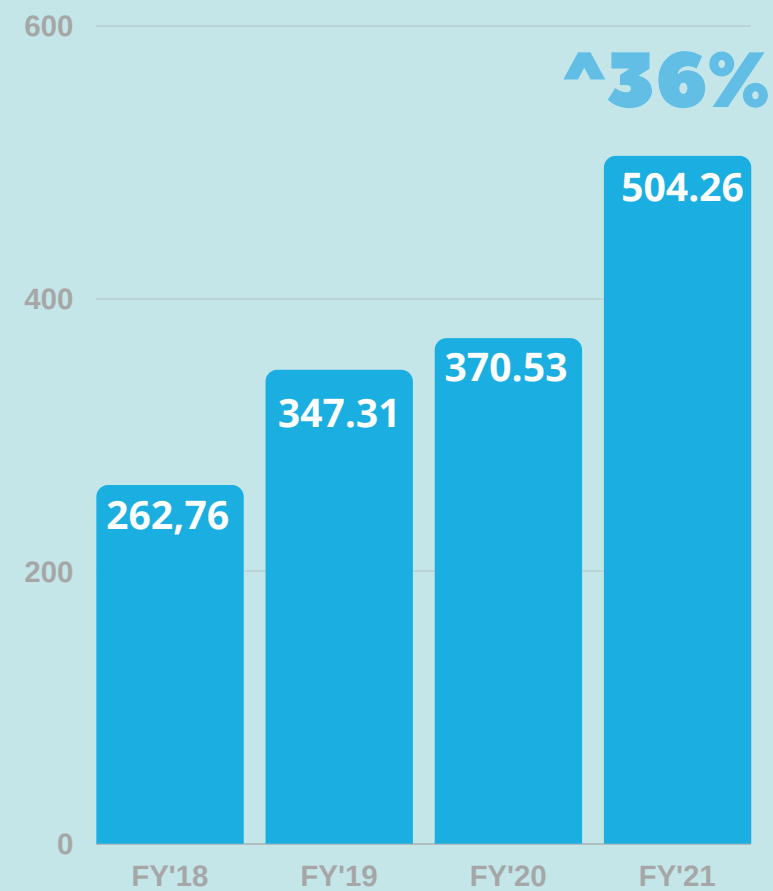
GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT WWW.HEALTH.DRMOREPEN.COM

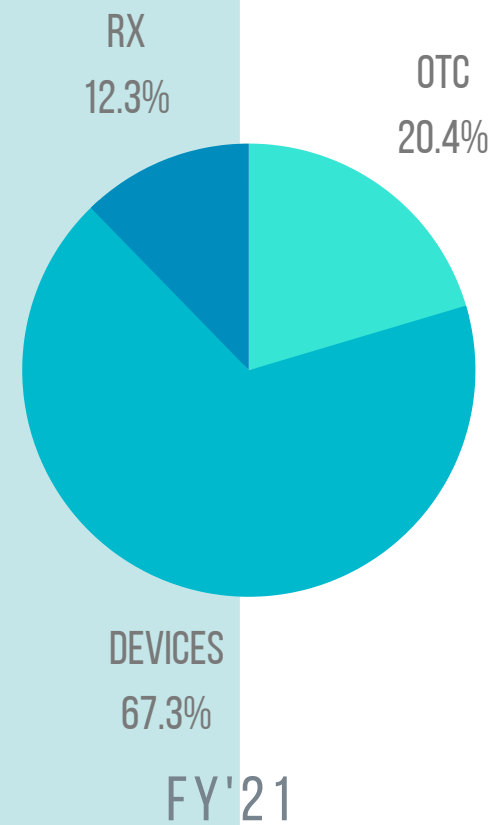
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

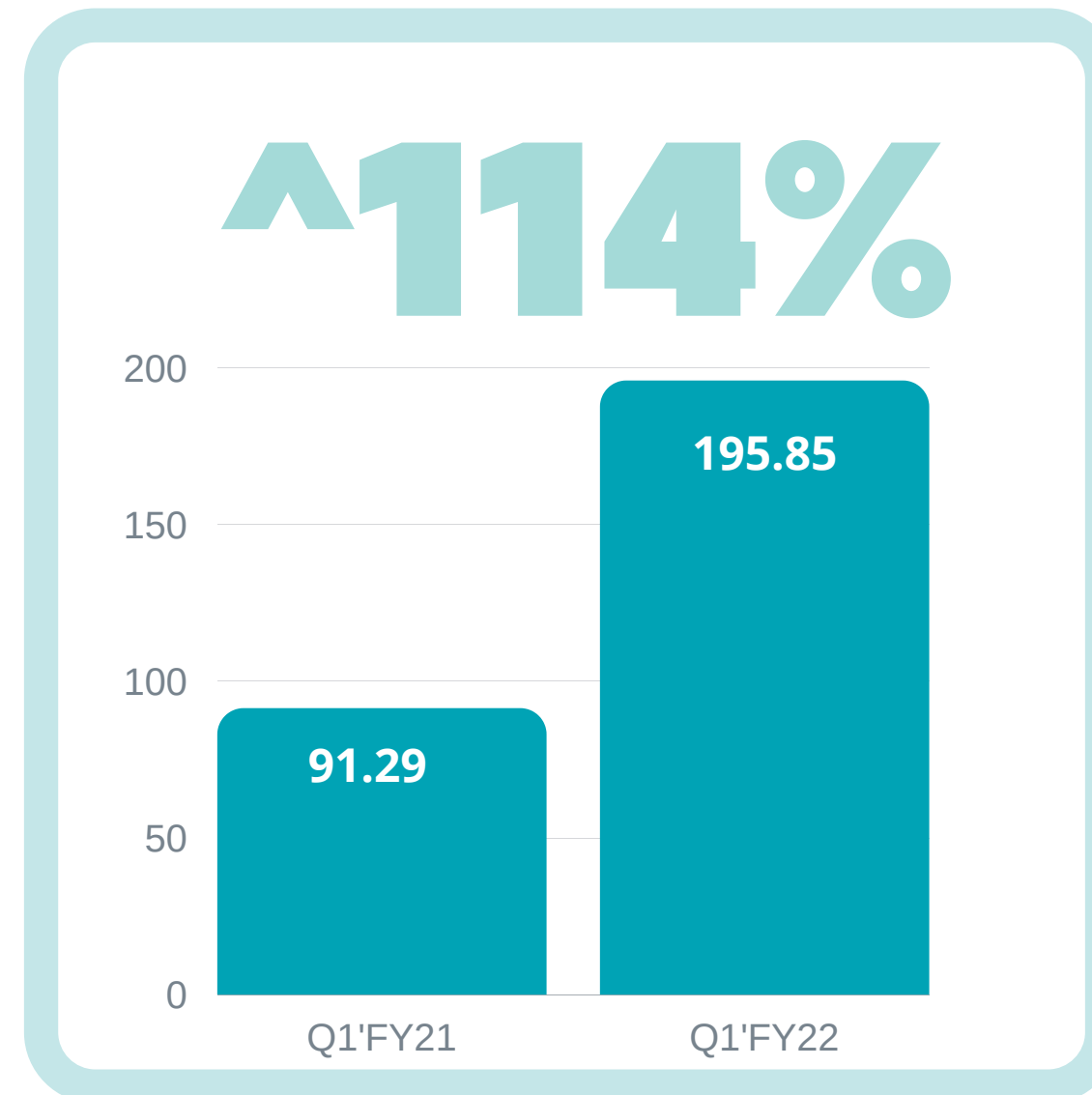
24% CAGR



ANNUAL PERFORMANCE

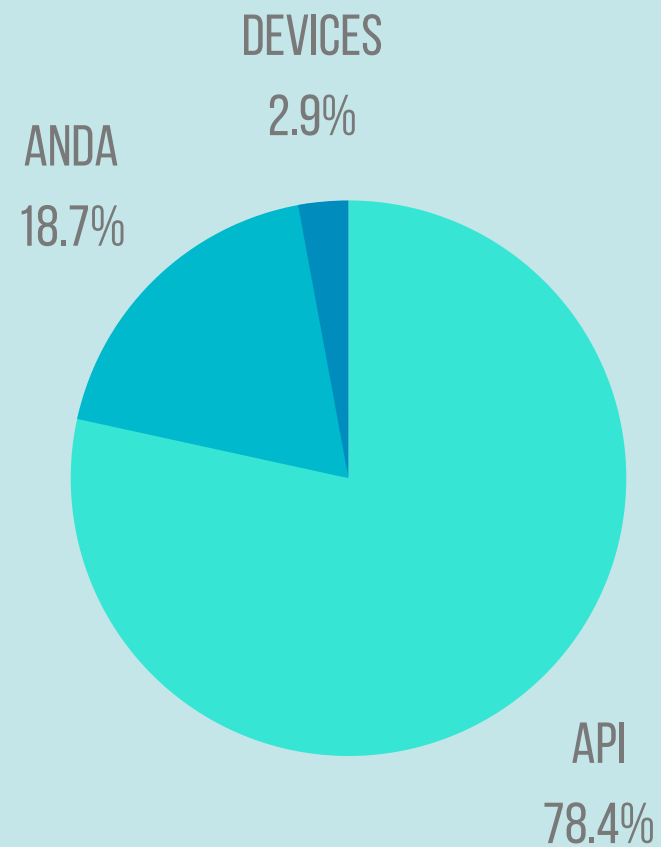


Rs. in crores



Q1'FY22 PERFORMANCE

INCREASING INVESTMENT IN R&D
 FOCUS ON \$40 BILLION GENERIC MARKET OPENING UP
 NEW INITIATIVES INCLUDING BIO-SIMILARS, ENZYMES



SEGMENT WISE SPEND



246 PEOPLE*

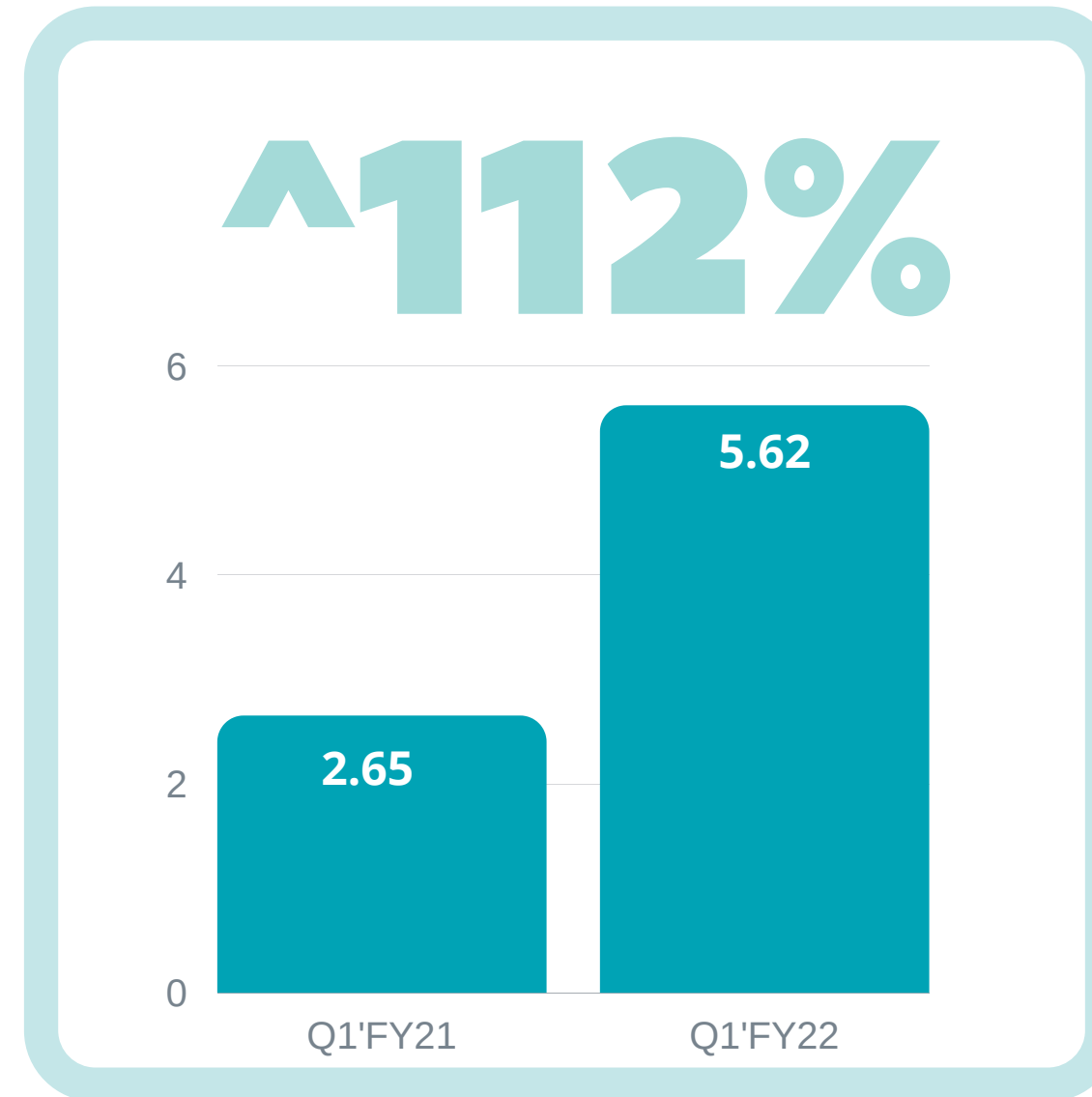


*Includes R&D/ARD/QC team

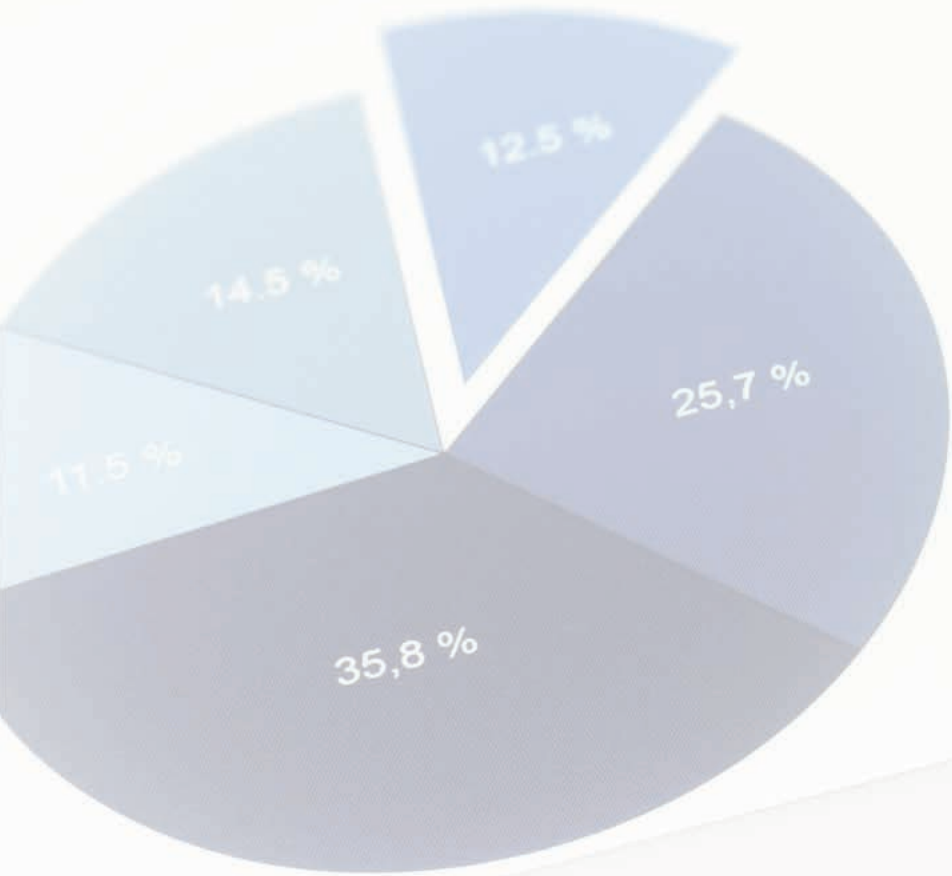
CONSOLIDATED

R&D SPEND

Rs. in crores



Q1'FY22 SPEND



FINANCIAL

HIGHLIGHTS & RATIOS

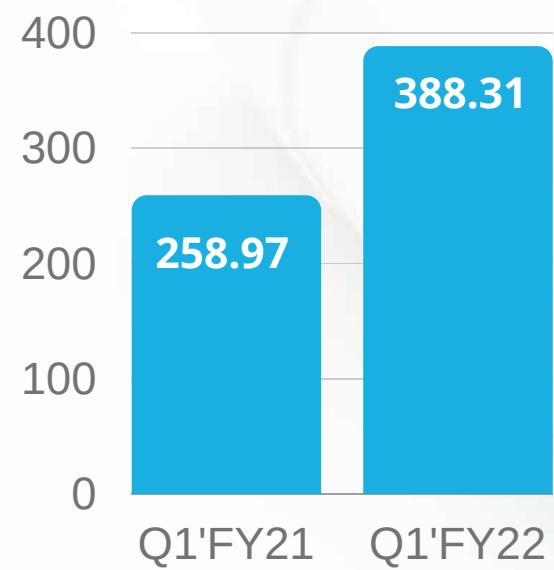


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REVENUE HIGHLIGHTS

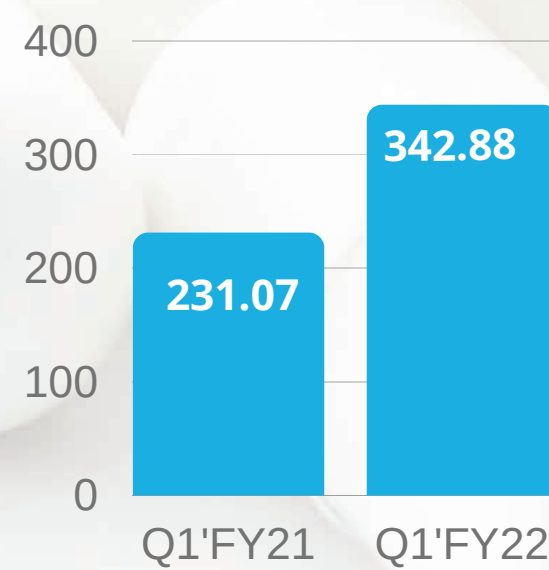
NET REVENUE

^50%



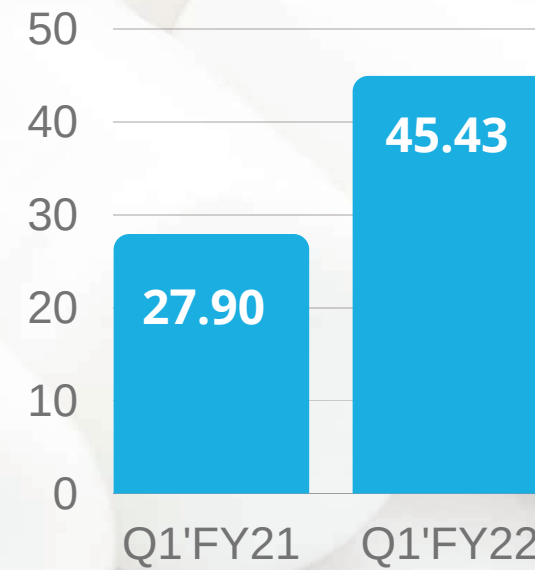
EXPENDITURE

^48%



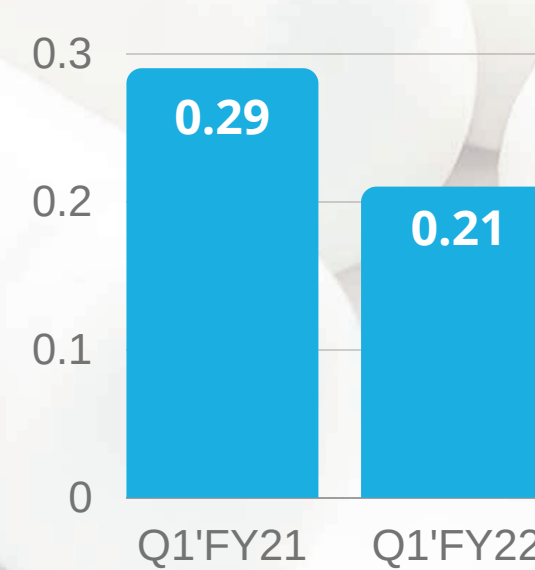
EBITDA

^63%



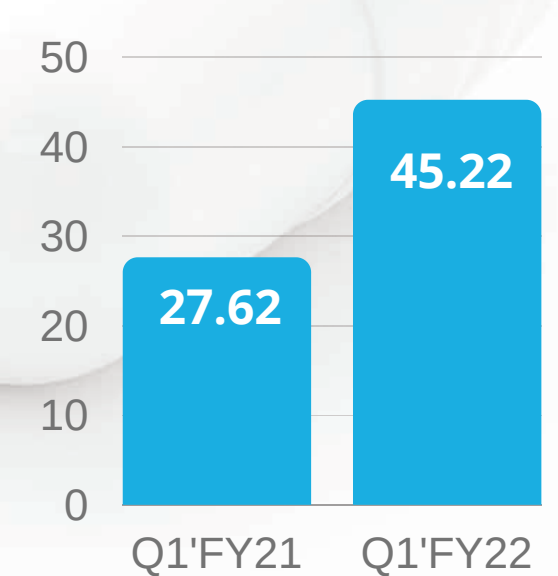
INTEREST

-27%



CASH PROFIT

^64%



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PROFITABILITY RATIOS

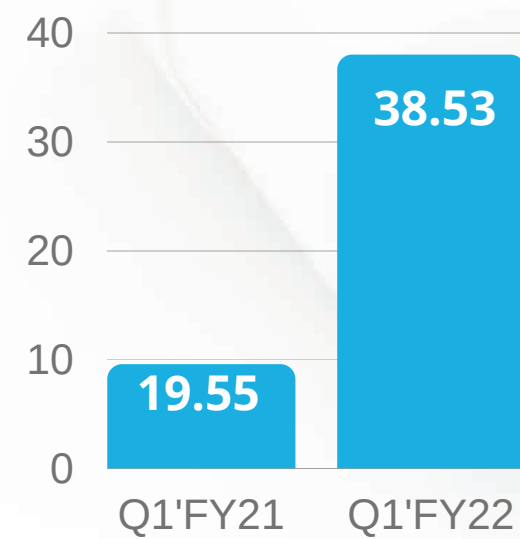
	Q1' FY'21	Q1'FY22	CHANGE
EBIDTA	10.8%	11.7%	0.90% ↑
PROFIT BEFORE TAX	7.55%	9.92%	2.37% ↑
PROFIT AFTER TAX	7.84%	7.96%	0.12% ↑

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PROFITABILITY HIGHLIGHTS

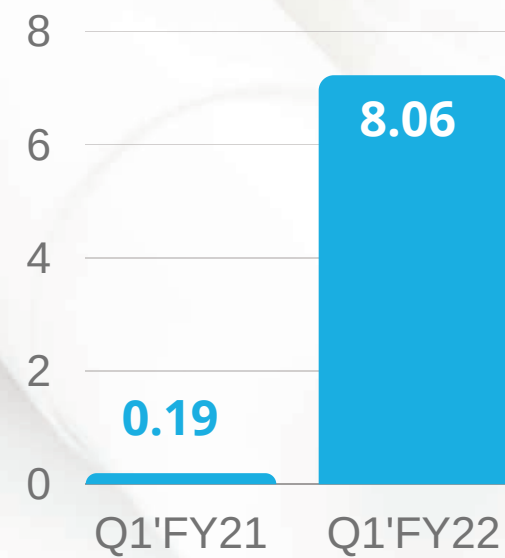
PROFIT BEFORE TAX

^97%



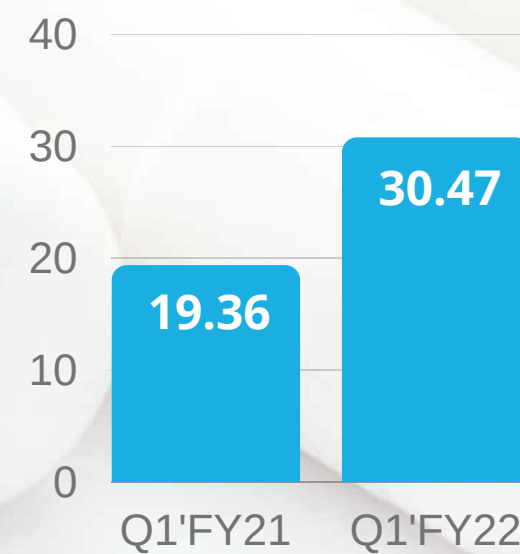
PROVISION FOR TAX

^4187%



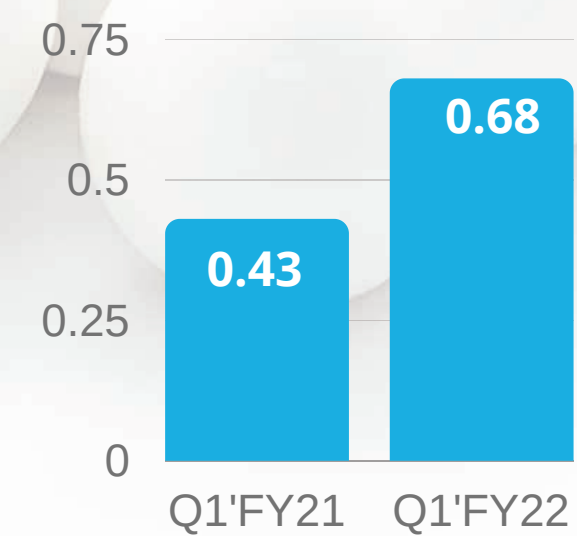
PROFIT AFTER TAX

^57%



EPS(RS.)

^57%



*Diluted EPS- Rs. 0.59



Take Care

THANK YOU