



# Marksans Pharma Ltd.

Date: 6<sup>th</sup> November, 2020

**BSE Limited**

Corporate Relation Department  
Phiroze Jeejeeboi Towers,  
Dalal Street,  
Mumbai - 400001.  
Scrip Code: 524404

**National Stock Exchange of India Limited**

Listing Department  
Exchange Plaza, C-1, Block-G,  
Bandra-Kurla Complex,  
Bandra (East), Mumbai - 400051.  
Symbol: MARKSANS

**Sub: News Release**

Dear Sir,

Enclosed herewith kindly find a News Release dated 6<sup>th</sup> November, 2020 of the Company.

You are requested to note the above in your records.

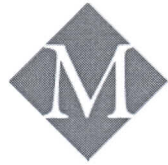
Thanking You.

Yours faithfully,  
For **Marksans Pharma Limited**

Harshavardhan Panigrahi  
Company Secretary

## Marksans Pharma Ltd.

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www.marksanspharma.com



# Marksans Pharma Ltd.

**Q2FY21 Revenue at Rs.360.1 Cr.; growth of 36.3%**

**EBITDA at Rs.86.8Cr., growth of 109.5%**

**Mumbai, November 6, 2020** – Marksans Pharma Ltd (NSE:MARKSANS;BSE Code:524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the second quarter and half year ended September 30<sup>th</sup>, 2020.

## Financial Highlights - Consolidated Financial Overview:

in Rs. Cr.

|                | Q2FY21 | Q2FY20 | YoY Growth (%) | 1HFY21 | 1HFY20 | YoY Growth (%) |
|----------------|--------|--------|----------------|--------|--------|----------------|
| Total Revenue  | 360.1  | 264.3  | 36.3%          | 691.5  | 511.5  | 35.2%          |
| EBITDA         | 86.8   | 41.4   | 109.5%         | 157.0  | 76.0   | 106.5%         |
| EBITDA Margin% | 24.1%  | 15.7%  | 843 bps        | 22.7%  | 14.9%  | 784 bps        |
| PAT            | 50.7   | 26.0   | 95.4%          | 100.1  | 48.5   | 106.6%         |
| PAT Margin%    | 14.1%  | 9.8%   | 426 bps        | 14.5%  | 9.5%   | 500 bps        |

### Consolidated Q2 FY21 (Y-o-Y)

- Total Revenue was Rs.360.1 Cr. as compared to Rs. 264.3Cr. in Q2 FY20, an increase of 36.3%
- EBITDA was Rs. 86.8 Cr. as compared to Rs. 41.4 Cr. in Q2 FY20, an increase of 109.5%
- EBITDA Margin stood at 24.1% as against 15.7% in Q2 FY20
- PAT stood at Rs.50.7Cr. as compared to Rs. 26.0Cr. in Q2 FY20, a growth of 95.4%

### Consolidated H1 FY21 (Y-o-Y)

- Total Revenue was Rs.691.5 Cr. as compared to Rs. 511.5Cr. in H1 FY20, an increase of 35.2%
- EBITDA was Rs.157.0 Cr. as compared to Rs. 76.0Cr. in H1 FY20, a growth of 106.5%
- EBITDA Margin stood at 22.7% as against 14.9% in H1 FY20
- PAT stood at Rs.100.1 Cr. as compared to Rs. 48.5 Cr. in H1 FY20, an increase of 106.6%

**Commenting on the performance** Mark Saldanha, Managing Director of the Company said *“The Company turned in another quarter of exemplary performance and this was evidenced by a 36% revenue growth and a record EBITDA of Rs. 86.8 crore. I feel all the more delighted as it came in the background of the pandemic and was only achieved through the unflinching efforts of our employees along with support from all out stakeholders. We continue to remain cautiously optimistic of continuing the momentum in the future.”*



## Business Performance

### Revenue by Market:

in Rs. Cr.

|   | H1 FY21      | H1 FY20      | YoY Growth (%) | Mix (H1 FY21) % |
|---|--------------|--------------|----------------|-----------------|
| Europe, UK- Formulation                     | 286.0        | 225.2        | 27.0%          | 41.4%           |
| US & North America- Formulation             | 302.5        | 203.4        | 48.7%          | 43.7%           |
| Australia & NZ- Formulation                 | 69.4         | 61.9         | 12.1%          | 10.0%           |
| Rest of World (ROW)                         | 33.6         | 21.0         | 60.4%          | 4.9%            |
| <b>Consolidated Revenue from operations</b> | <b>691.5</b> | <b>511.5</b> | <b>35.2%</b>   | <b>100.0%</b>   |

### Business Highlights

- Company achieved revenue of Rs.286.0 Cr. from Europe, UK: Formulation business in H1FY21 as compared to Rs. 225.2Cr. achieved during last year same period registering growth of 27.0%.
- US & North America Formulation business reported growth of 48.7% to Rs.302.5 Cr.in H1FY21
- Australia & NZ Formulation business revenue was at Rs.69.4Cr.in H1FY21, registering growth of 12.1% YoY
- Rest of World Formulation business was Rs.33.6 crores in H1FY21

### About Marksans Pharma Ltd

Marksans Pharma Limited ([www.marksanspharma.com](http://www.marksanspharma.com)) headquartered at Mumbai, India is engaged in Research, Manufacturing & Marketing of generic pharmaceutical formulation in the global markets. The company's manufacturing facilities are approved by several leading regulatory agencies including USFDA, UKMHRA and Australian TGA. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Antidiabetic, Pain Management, Gastroenterological and Anti-allergies. The company is marketing these products globally.

For details, feel free to contact:

#### Investor Relations Team at Marksans Pharma

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BSE CODE: 524404

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