



November 14, 2024

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: Investor Presentation on Unaudited Financial Results for the quarter ended September 30, 2024.

Dear Sir / Madam,

Please find attached Investor Presentation on Unaudited Financial Results for the quarter ended September 30, 2024.

The above information will also be made available on the website of the Company www.kopran.com

Regards,
For Kopran Limited

Sunil Radheyshyam
Sodhani

Digitally signed by Sunil
Radheyshyam Sodhani
Date: 2024.11.14 17:20:37 +05'30'

Sunil Sodhani
Company Secretary & Compliance Officer
Membership No. FCS3897
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



Pursuing Sustainable Growth

Exploring opportunities
Safeguarding health



Kopran

**CORPORATE
PRESENTATION
Q2 FY 2024-25**

SAFE HARBOUR STATEMENT



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PERFORMANCE

- **Financial Highlights**
- **Operational Performance**
- **API**
- **Formulation**

FINANCIAL HIGHLIGHTS

Consolidated (Rs. Lakhs)



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PARTICULARS	Q-2 2024-25	Q-1 2024-25	Q-2 2023-24	HY 2024-25	HY 2023-24
Revenue from Operations	15,156	13,944	15,259	29,100	26,959
Other Income	100	263	13	362	252
EBITDA*	1,474	1,816	2,283	3,290	2,914
Finance Costs	223	218	194	442	377
Depreciation	385	387	277	773	603
Tax Expenses	226	364	448	590	532
Net Profit	738	1,110	1,377	1,848	1,654
EBITDA Margin	9.72%	13.03%	14.96%	11.31%	10.81%

* EBIDTA excluding other income

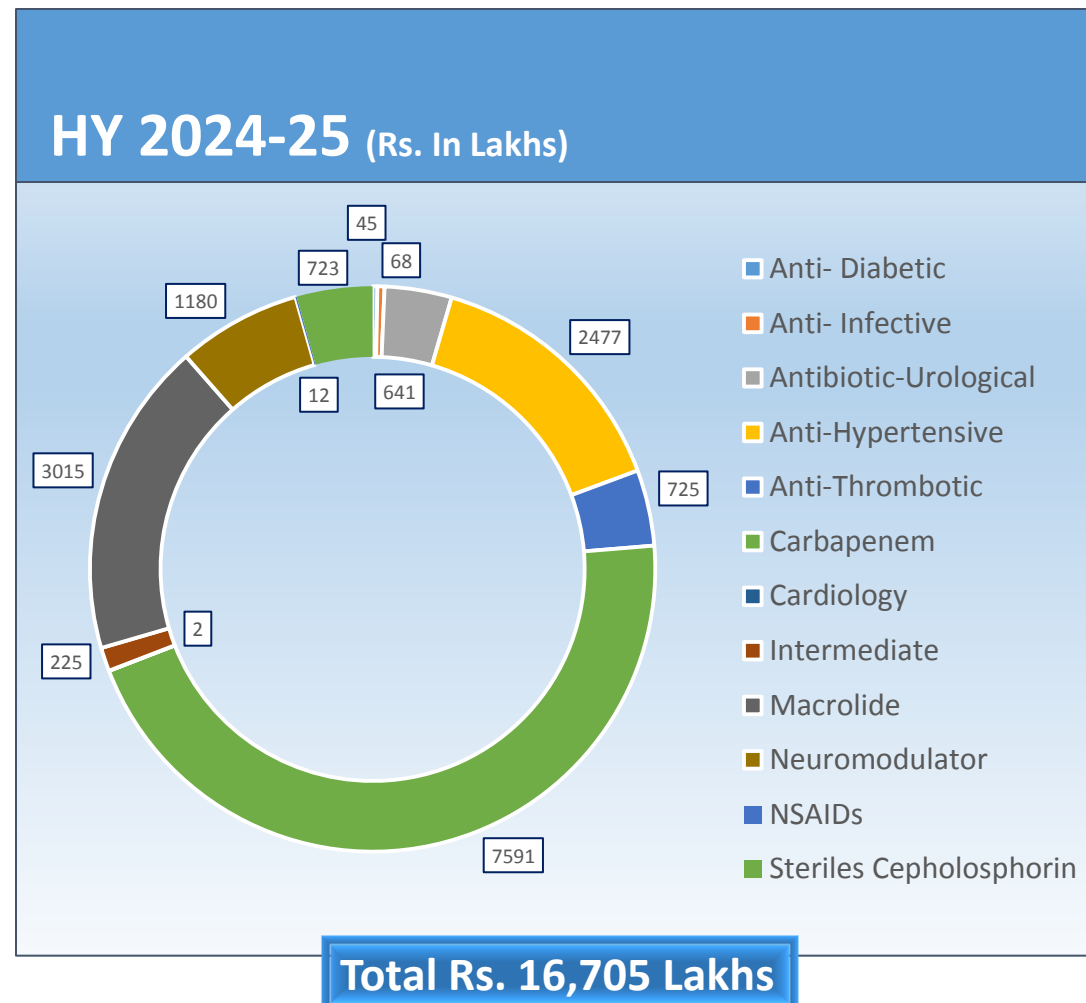
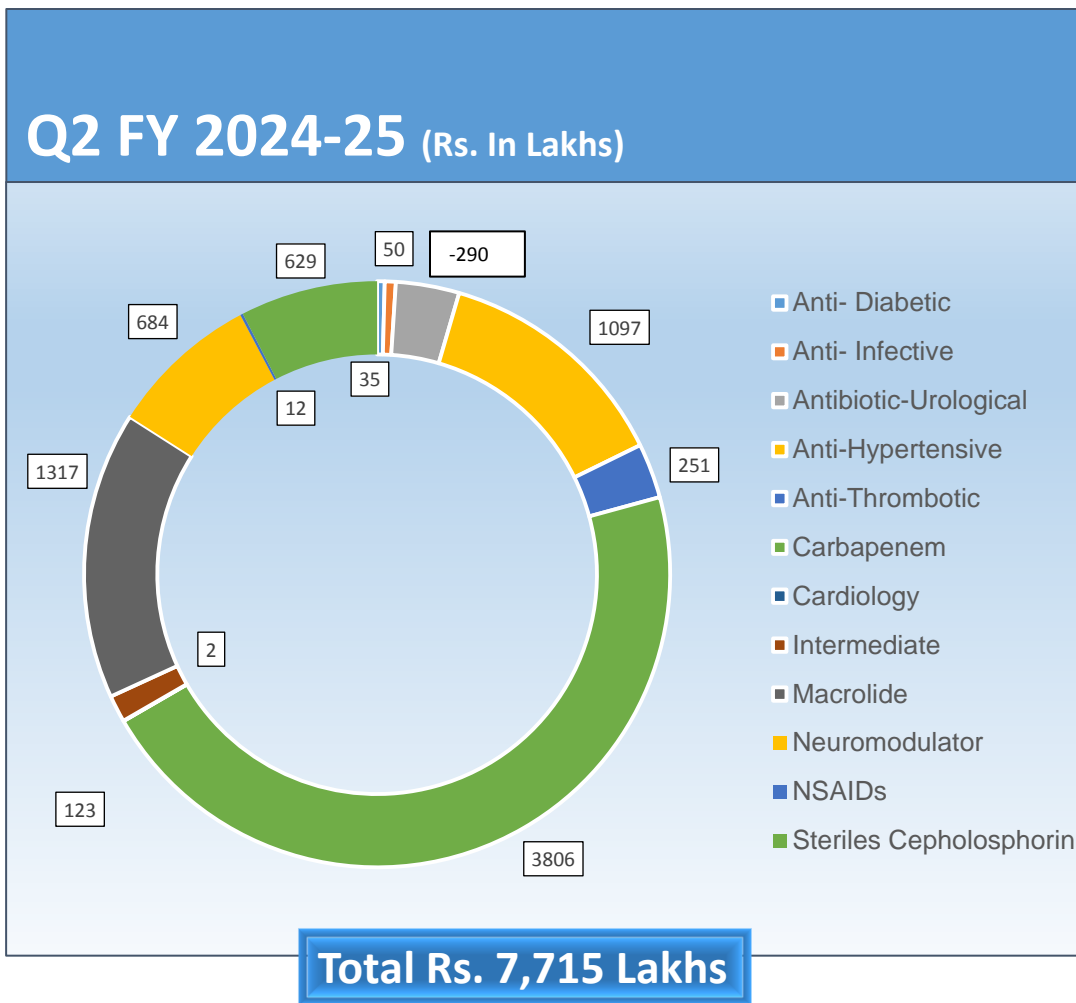
OPERATIONAL PERFORMANCE





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APIs OPERATIONAL HIGHLIGHTS SEGMENT-WISE REVENUE MIX



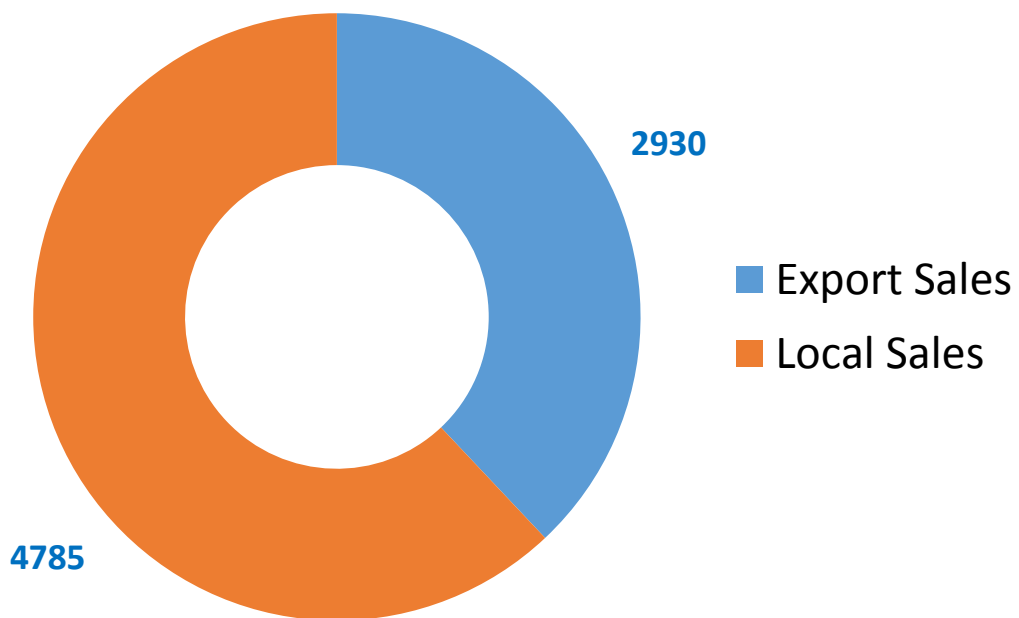


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APIs

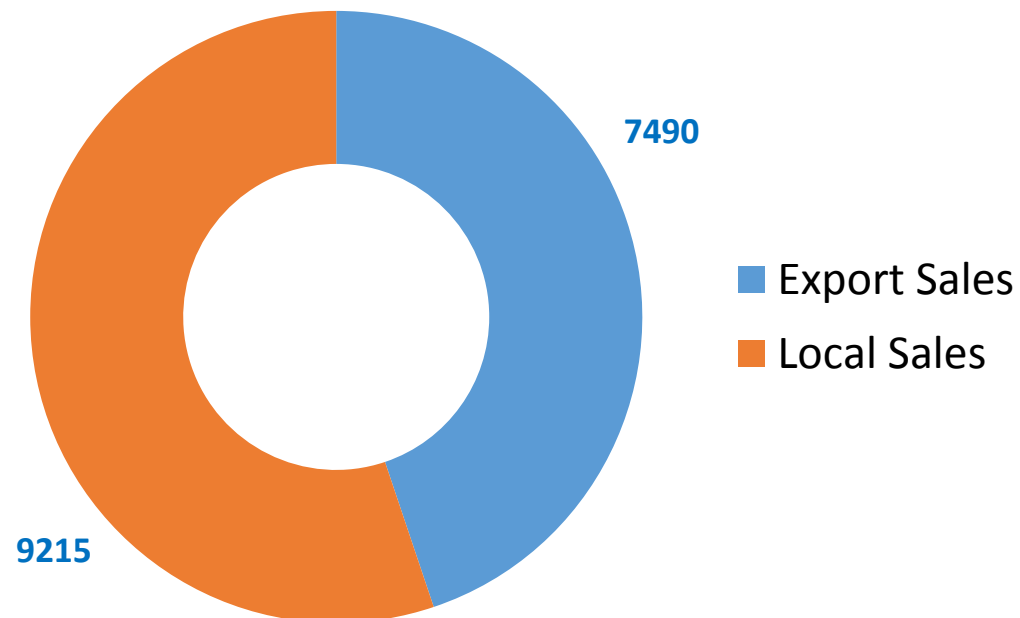
OPERATIONAL HIGHLIGHTS
MARKET-WISE REVENUE MIX

Q2 FY 2024-25 (Rs. In Lakhs)



Total Rs. 7,715 Lakhs

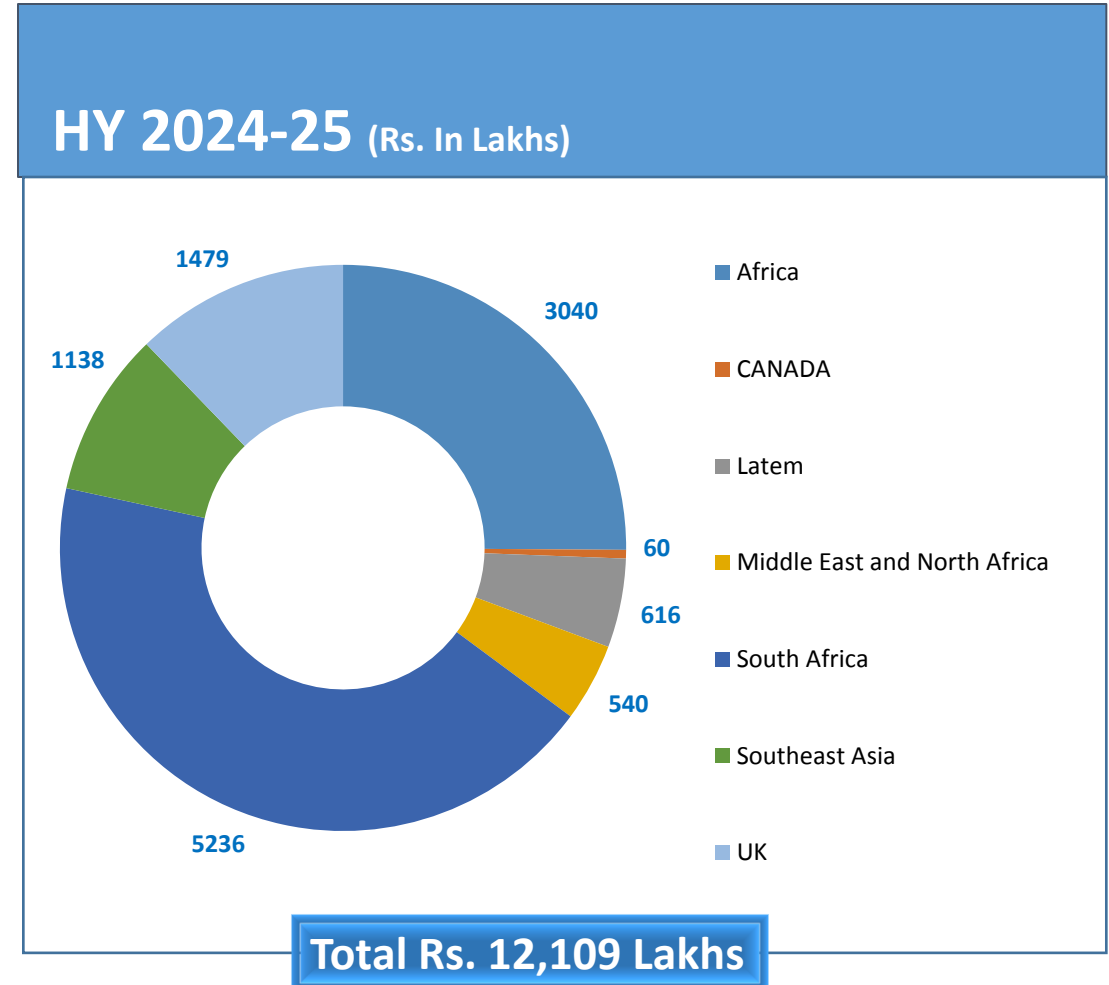
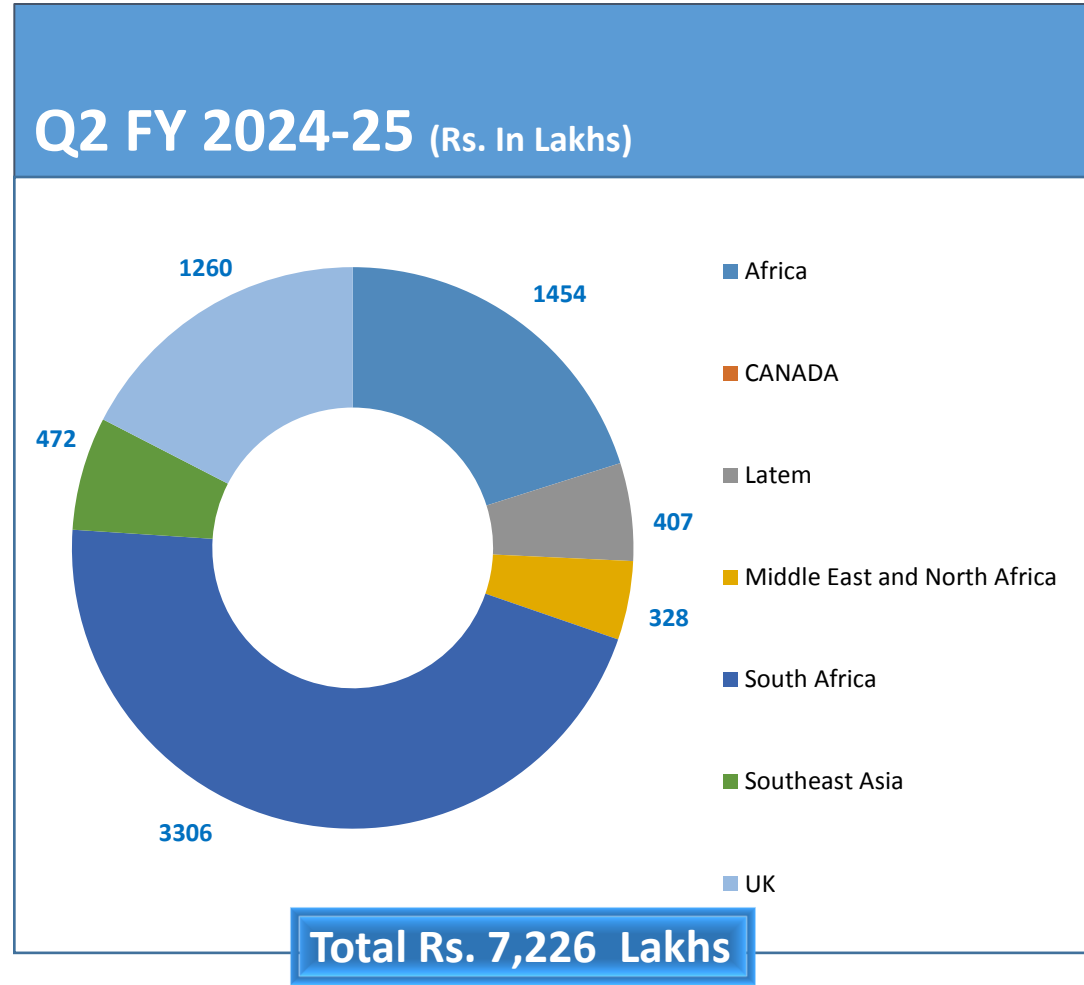
HY 2024-25 (Rs. In Lakhs)



Total Rs. 16,705 Lakhs

Formulations OPERATIONAL HIGHLIGHTS

REGION-WISE SALES BREAK-UP

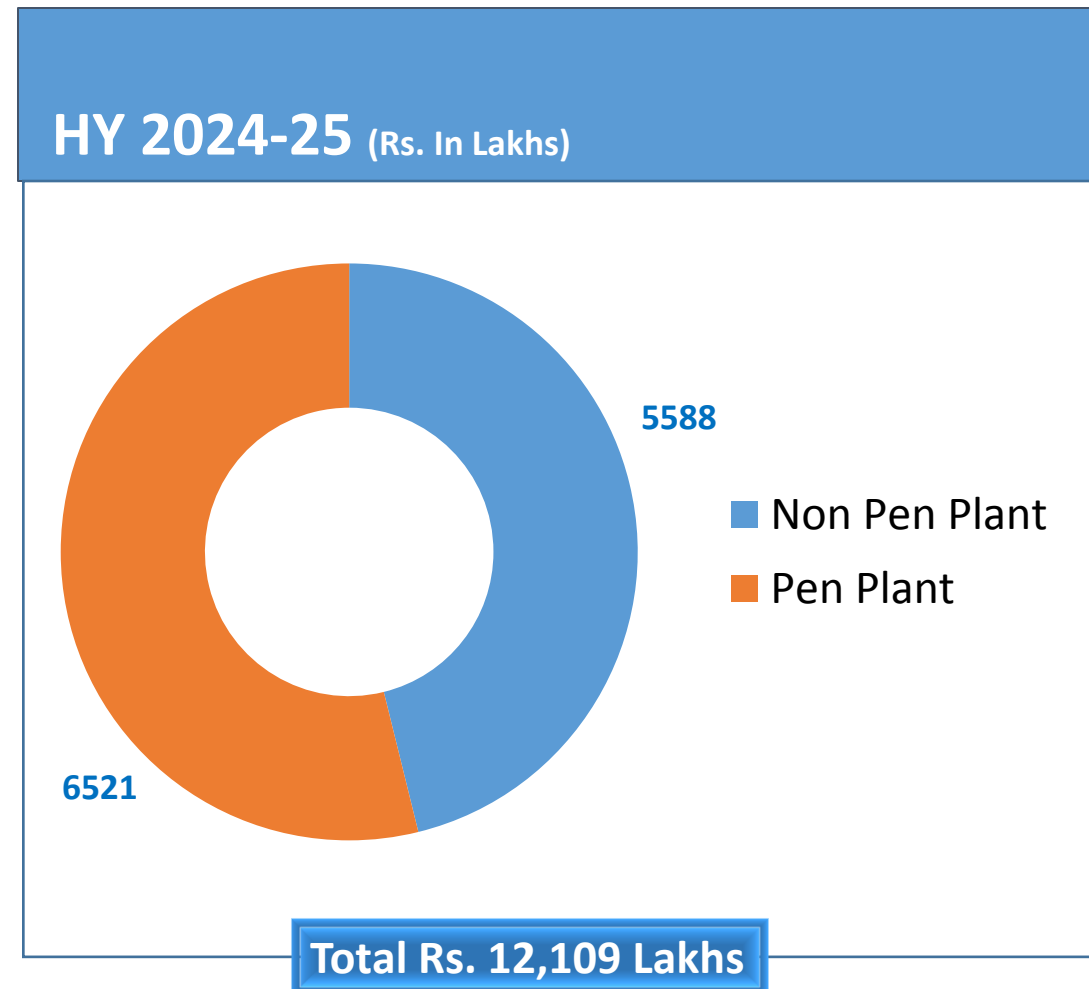
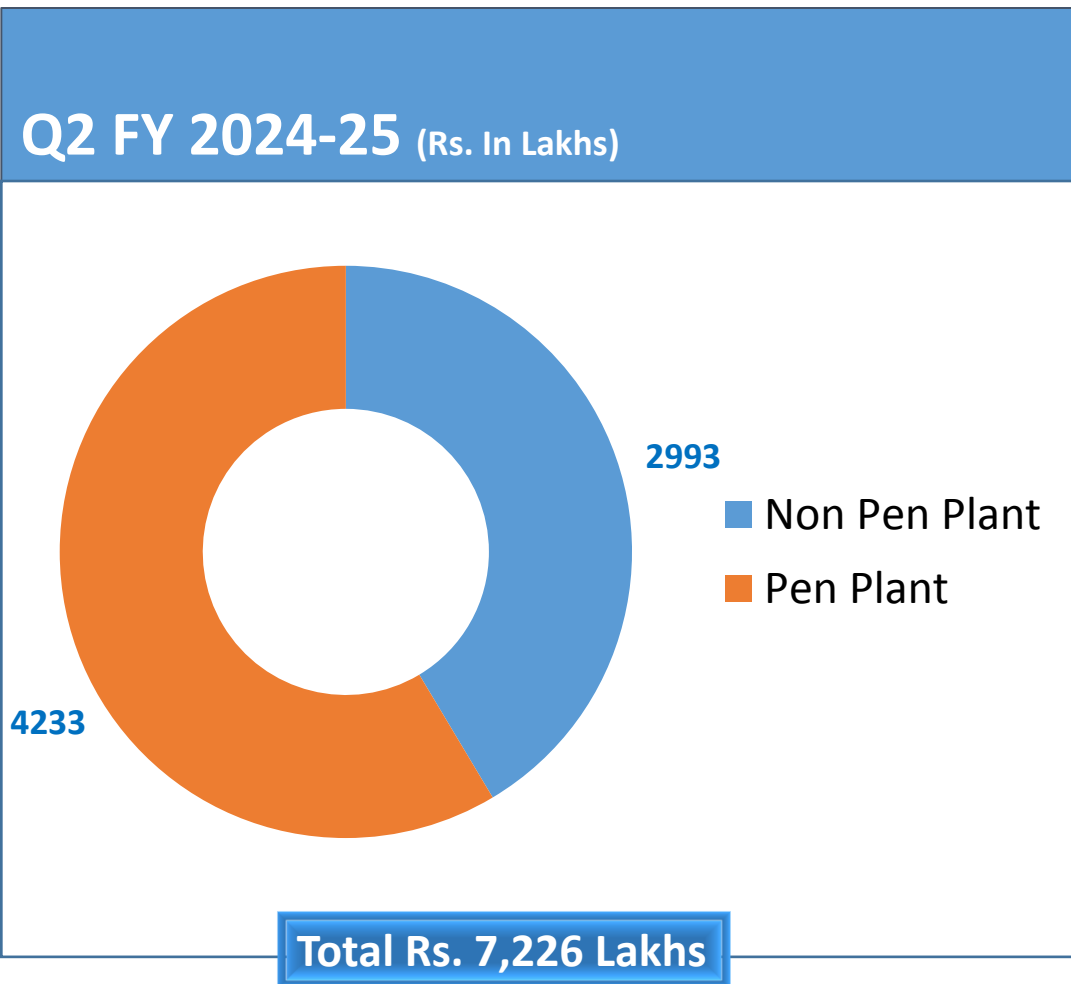




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Formulations

OPERATIONAL HIGHLIGHTS
PRODUCT-WISE REVENUE MIX





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Company Overview

- **About Us**
- **Business Overview – API**
- **Business Overview – Formulations**
- **Driving Sustainable Growth**



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**

2
State-of-the-art
Manufacturing
Facilities



* Our presence across two major verticals in the pharmaceutical value chain



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 SEGMENT

- ❖ Anti-hypertensive
- ❖ Macrolide
- ❖ Neuromodulator
- ❖ Urological
- ❖ Anti-infective/Anti-acne
- ❖ Sterile Carbapenem
- ❖ Sterile Cephalosporin
- ❖ Anti-thrombotic
- ❖ Intermediate
- ❖ Anti-Diabetic
- ❖ Cardiology
- ❖ NSAIDs

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 Clauv

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



GROWTH AND SUSTAINABILITY

- ❖ Focus on R&D to develop niche, high-value/high-volume APIs and intermediates
- ❖ Capacity expansion
- ❖ Compliance with Global Regulatory standards
- ❖ Synergies between APIs and formulations
- ❖ Setting up API and R&D facility at Panoli

BALANCE PROFITABILITY & INVESTMENT FOR FUTURE

- ❖ Prudent capital allocation
- ❖ Increase asset to turnover ratio

COST LEADERSHIP

- ❖ Development of intermediates for APIs
- ❖ Reducing dependence on China to move towards self sufficiency
- ❖ Optimising operational cost
- ❖ Process improvements: Improving yields of existing products
- ❖ Automisation of packing lines in formulations

BUSINESS DEVELOPMENT

- ❖ Leveraging customer base for new products
- ❖ New customers and newer geographies
- ❖ New regulatory filings and registrations

OFFERING BEST-IN-CLASS QUALITY THROUGH STRICT COMPLIANCE

FORMULATIONS ACCREDITATIONS

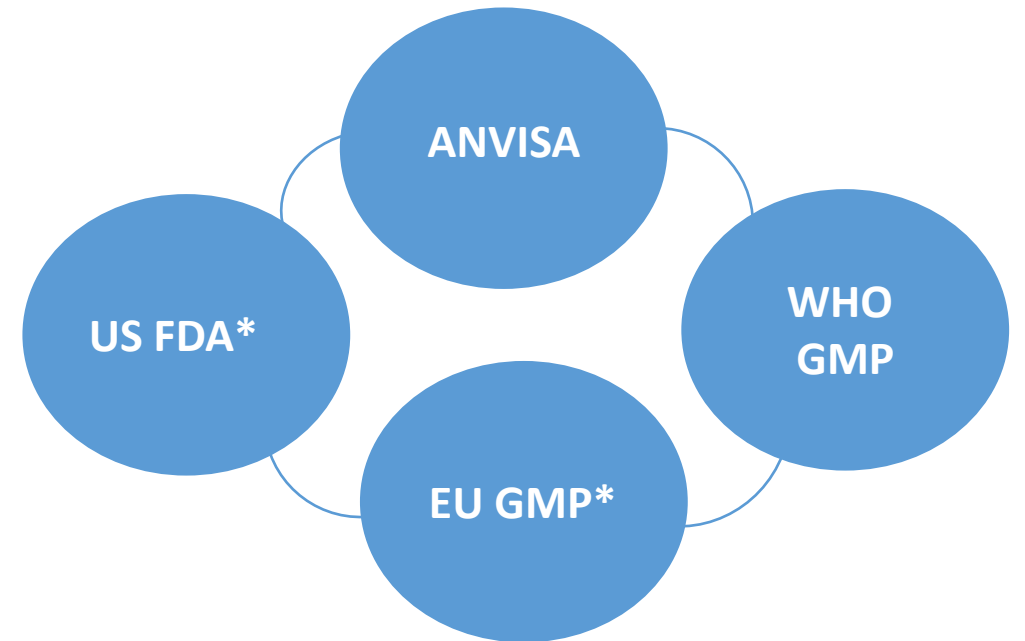
Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen



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

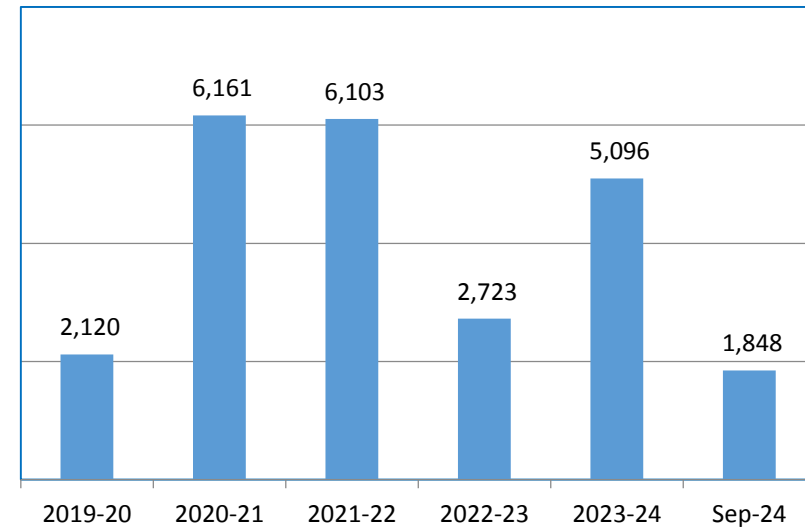
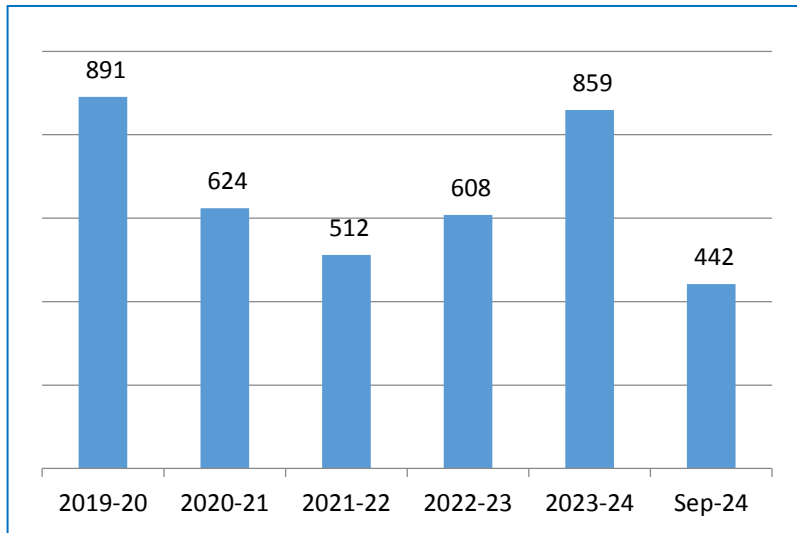
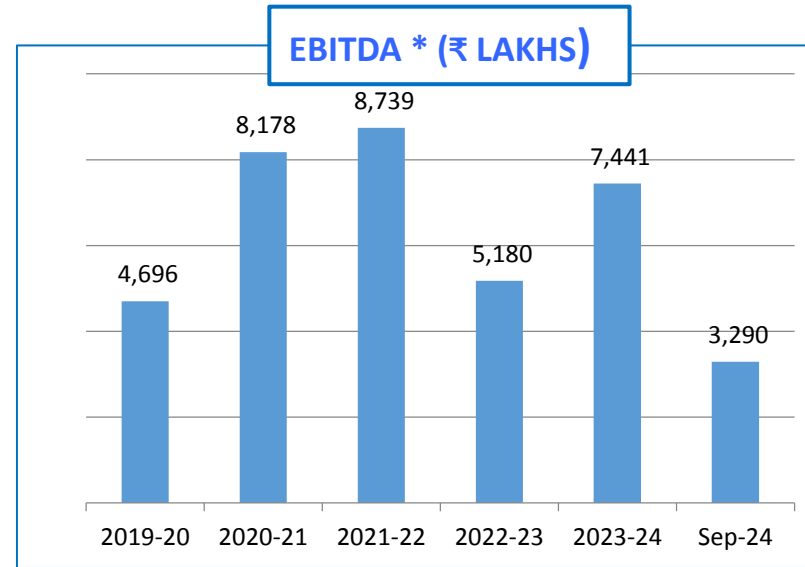
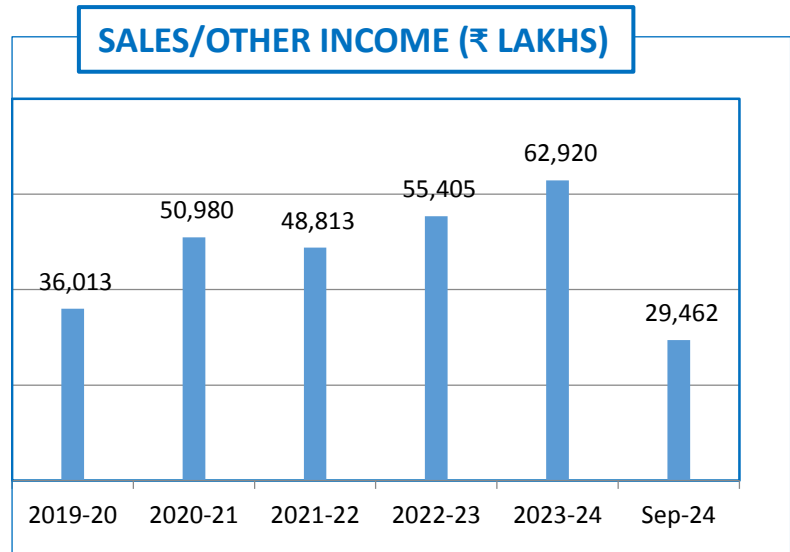
FINANCIAL PERFORMANCE



FINANCIAL HIGHLIGHTS SNAPSHOT



Kopran



FINANCE COSTS (₹ LAKHS)

Note: EBITDA excluding other income

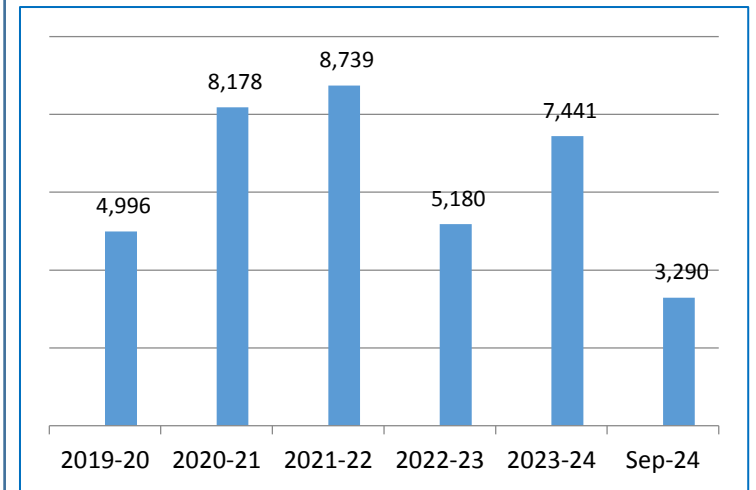
NET PROFIT/(LOSS) (₹ LAKHS)

FINANCIAL HIGHLIGHTS

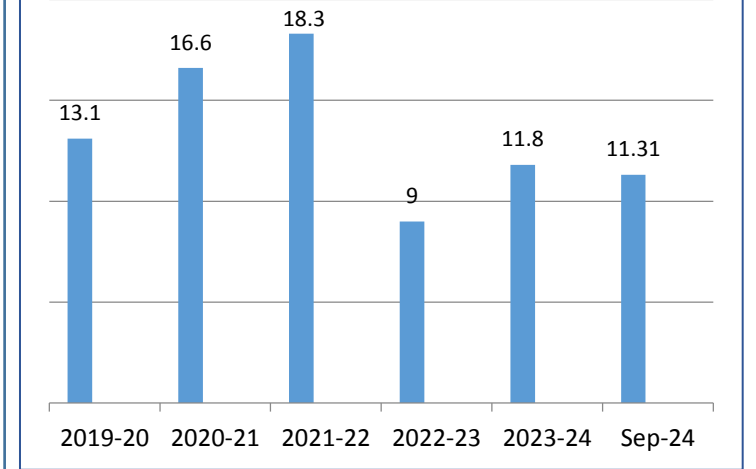
BUILDING SHAREHOLDER VALUE YEAR ON YEAR



EBITDA (₹ Lakhs)

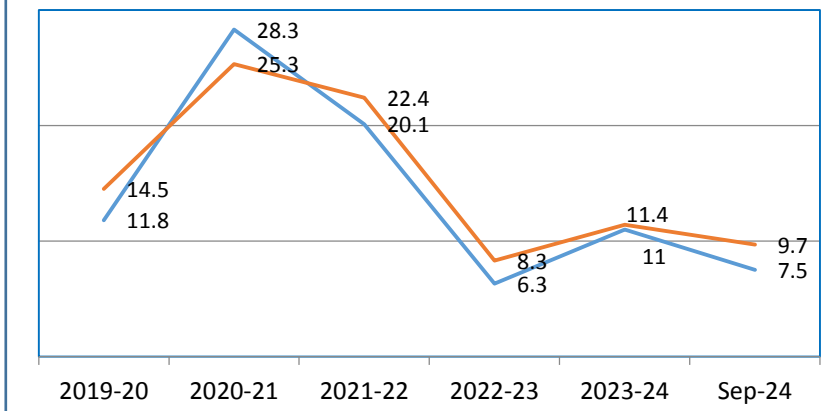


EBITDA Margin (%)



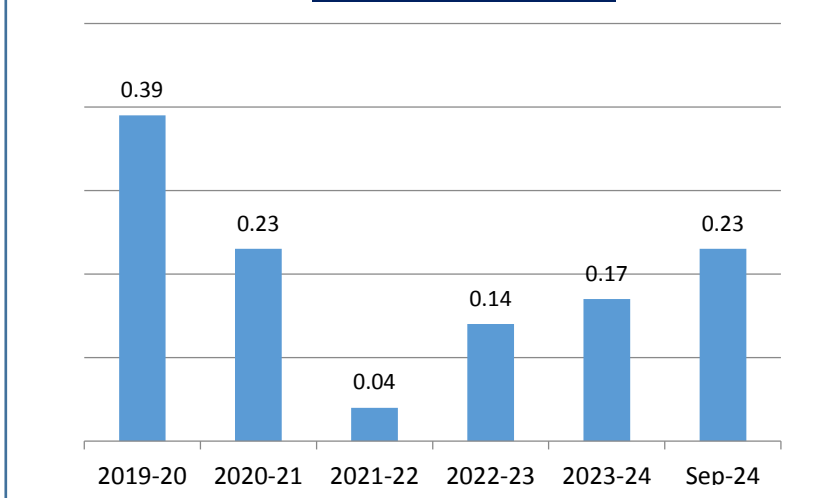
The EBITDA margins improved due to better product mix.

RoE (%) RoCE (%)



- Return on Networth/Equity - Return on Capital Employed

Net Debt/Equity (X)



CONSOLIDATED FINANCIAL HIGHLIGHTS (Rs. Lakhs)



PARTICULARS	Sep-2024	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Equity Share Capital	4,821	4,821	4,821	4,821	4,325	4,325
Other Equity	44,910	44,303	39,104	37,796	20,178	14,643
Networth	49,731	49,125	43,925	42,617	24,503	18,968
Fixed Assets(net)	29,106	27,830	23,457	18,623	15,508	14,139
Borrowings	12,412	9,923	7,524	7,248	6,429	7,806
Sales/Other Income	29,462	62,920	55,405	48,813	50,980	36,013
EBIDTA	3,290	7,441	5,180	8,739	8,178	4,696
Finance Costs	442	859	608	512	624	891
Depreciation	773	1,289	1,271	1,110	1,019	958
Tax Expenses	590	1,659	376	2,075	2,173	726
Net Profit/(loss)	1,848	5,096	2,723	6,103	6,161	2,120
Earning per share(Rs.)	3.83	10.57	5.65	13.77	14.24	4.86

Note: EBITDA excluding other income

GOVERNANCE BOARD OF DIRECTORS



Kopran



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

CONTACT US



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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us, please visit
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or contact:
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Tel.: +91 8692991999
Email: sunil@kopran.com