



# Marksans Pharma Ltd.

Date: 9<sup>th</sup> August, 2019

**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 9<sup>th</sup> August, 2019 of the Company.

You are requested to note the above in your records.

Thanking you.

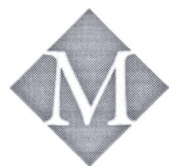
Yours faithfully,

**For Marksans Pharma Limited**

**Harshavardhan Panigrahi**  
**Company Secretary & Manager – Legal**

**Marksans Pharma Ltd.**

11th Floor, "GRANDEUR", Opp. Gundecha Symphony, Veera Desai Extension Road, Oshiwara,  
Andheri (W), Mumbai - 400 053 • Tel.: +91 22 4001 2000 • E-mail: info@marksanspharma.com  
www.marksanspharma.com



# Marksans Pharma Ltd.

**Q1 FY20 Revenue at Rs. 247.21Cr., EBITDA at Rs.34.60 Cr., PAT at Rs. 22.48 Cr.**

Mumbai, India, August 9<sup>th</sup>, 2019 – Marksans Pharma Ltd.(NSE:MARKSANS;BSE Code:524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the first quarter(Q1 FY20) ended June 30<sup>th</sup>, 2019.

## Financial Highlights

### Consolidated Q1 FY20 (Y-o-Y)

- **Total Revenue** was Rs. 247.21 Cr. as compared to Rs. 238.48Cr. in Q1 FY19, an increase of **3.66%**
- **EBITDA** was Rs. 34.60Cr. as compared to Rs. 38.72 Cr. in Q1 FY19
- **EBITDA Margin** stood at ~14%
- **Profit before Tax** was Rs. 27.61Cr. for the quarter
- **PAT** stood at Rs. 22.48Cr. as compared to Rs. 24.87Cr. in Q1 FY19

### Consolidated Financial Overview:

in Rs. Cr.

	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY
Total Revenue	247.21	257.14	-3.86%	238.48	3.66%
EBITDA	34.60	25.38	36.31%	38.72	-10.65%
EBITDA Margin%	13.99%	9.87%	412 bps	16.23%	-224 bps
PAT	22.48	9.85	128.24%	24.87	-9.60%
PAT Margin%	9.09%	3.83%	526 bps	10.43%	-133 bps

**Commenting on the performance** Mark Saldanha, Managing Director of the Company said “We have had a satisfactory quarter in terms of revenue growth while our EBITDA margins continues to be at a healthy level. We will continue to focus on our strategy of niche products that have minimal competition to drive revenue growth. UK along with US markets will drive the revenue contribution of the Company going forward.”

He also added, “New product launches in the US and UK markets in the current fiscal would be key to further establishing our presence in those markets.”

## Business Performance

### Revenue by Market:

in Rs. Cr.

	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY	Mix %
Europe, UK – Formulations	100.87	89.87	12.24%	108.24	-6.81%	40.80%
US & North America – Formulations	103.57	102.19	1.35%	92.08	12.48%	41.90%
Australia & NZ – Formulations	30.82	40.53	-23.96%	25.37	21.48%	12.47%
Rest of World (ROW)	11.95	24.56	-51.34%	12.80	-6.64%	4.83%
<b>Consolidated Revenue from operations</b>	<b>247.21</b>	<b>257.15</b>	<b>-3.87%</b>	<b>238.49</b>	<b>3.66%</b>	<b>100.00%</b>

## Business Highlights

- Company achieved revenue of Rs. 100.9 crores from Europe, UK: Formulation business as compared to Rs. 108.24 crores achieved during last year same period registering degrowth of 6.8% during the quarter, mainly on account of currency fluctuations
- US & North America Formulation business reported growth of 12.5% to Rs. 103.6 crores during the quarter. Time Cap Laboratories Inc (company's 100% Wholly Owned Subsidiary) offers Marksans an ideal platform to further expand its operations in US
- Australia & NZ Formulation business revenue was at Rs. 30.8 crores for the quarter registering growth of 21.5% over June quarter in previous year
- Rest of World Formulation business was Rs. 11.95 crores
- Almost 95.2% of company's total revenue came from regulated markets of US, Europe, Australia and New Zealand

## 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

#### Jitendra Sharma, CFO

Marksans Pharma Ltd

Tel: +91 022 40012000

[jitendra@marksanspharma.com](mailto:jitendra@marksanspharma.com)

#### Swati Sablok

Christensen Investor Relations

Tel : +91 22 4215 0210

[ssablok@christensenir.com](mailto:ssablok@christensenir.com)

### Registered Office

11th Floor, "GRANDEUR"

Off Veera Desai Extension Road

Oshiwara, Andheri West

Mumbai, Maharashtra, 400 053

Telephone: +91 224001 2000

Fax: +91 224001 2011

CIN: L24110MH1992PLC066364

ISIN: INE750C01026

NSE Code: MARKSANS

BSE CODE: 524404

Website: <http://www.marksanspharma.com>