



Marksans Pharma Ltd.

Date: 4th August, 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 4th August, 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 & Manager – Legal

Marksans Pharma Ltd.

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Marksans Pharma Ltd.

Q1FY21 Revenue at Rs. 331.3 Cr.; growth of 34.0%

EBITDA at Rs. 70.2 Cr., growth of 102.9%

Mumbai, August 4th, 2020 – 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 ended June 30th, 2020.

Financial Highlights - Consolidated Financial Overview:

In Rs. Cr.	Q1FY21	Q1FY20	YoY Growth (%)	Q4FY20	QoQ Growth (%)
Total Revenue	331.3	247.2	34.0%	335.4	-1.2%
EBITDA	70.2	34.6	102.9%	69.2	1.4%
EBITDA Margin%	21.2%	14.0%	720 bps	20.6%	55 bps
PAT	49.4	22.5	119.6%	42.7	15.5%
PAT Margin%	14.9%	9.1%	580 bps	12.7%	215 bps

Consolidated Q1 FY21 (Y-o-Y)

- **Total Revenue** was Rs. 331.3 Cr as compared to Rs. 247.2 Cr in Q1 FY20, an increase of 34.0%
- **EBITDA** was Rs. 70.2Cr. as compared to Rs. 34.6 Cr. in Q1 FY20, an increase of 102.9%
- **EBITDA Margin** stood at 21.2% for Q1 FY21 as against 14.0% in Q1 FY20
- **PAT** stood at Rs. 49.4 Cr. as compared to Rs. 22.5 Cr. in Q1 FY20, a growth of 119.6%

Commenting on the performance Mark Saldanha, Managing Director of the Company said *“I am happy to state that we have achieved another quarter of robust performance, wherein we achieved our highest ever EBITDA of Rs.70.2 crores. This was due to all round growth across geographies. I wish to place on record my gratitude to our employees who have tirelessly worked despite the operational challenges faced from the pandemic. We remain cautiously confident of delivering such superior performance going forward.”*

Business Performance

Revenue by Market:

In Rs. Cr.	Q1FY21	Q1FY20	YoY Growth (%)	Q4FY20	QoQ Growth (%)	Mix (Q1FY21) %
Europe, UK – Formulations	144.2	100.9	43.0%	149.1	-3.3%	43.5%
US & North America – Formulations	133.6	103.6	29.0%	126.5	5.6%	40.3%
Australia & NZ – Formulations	34.1	30.8	10.8%	47.5	-28.2%	10.3%
Rest of World (ROW)	19.4	12.0	62.2%	12.3	57.9%	5.8%
Consolidated Revenue from operations	331.3	247.2	34.0%	335.4	-1.2%	100.0%

Business Highlights

- Company achieved revenue of Rs. 144.2 cr. from Europe, UK: Formulation business in Q1FY21 as compared to Rs. 100.9 cr. achieved during last year same period registering a growth of 43.0%
- US & North America Formulation business reported growth of 29.0% to Rs 133.6 cr. in Q1FY21
- Australia & NZ Formulation business revenue was at Rs. 34.1 cr. in Q1FY21, registering growth of 10.8% YoY
- Rest of World Formulation business was Rs. 19.4cr. in Q1FY21

About Marksans Pharma Ltd

Marksans Pharma Limited (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:

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BSE CODE: 524404

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