

MOREPEN



Date: 12/02/2021

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 (Q3'FY21) February 2021

Dear Sir,

Please find enclosed the **Investors Presentation (Q3'FY21) February 2021**, based on the financial performance of the Company for the Quarter and Nine months ended 31st December, 2020.

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: www.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

Q3'FY21

(Investor Presentation February 2021)



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HIGHLIGHTS FOR THE QUARTER

(Consolidated)

Exponential growth

^ 32 %

Net Revenue

234.66 **310.26**

^ 64 %

EBIDTA

19.91 **32.63**

^ 120 %

Profit before Tax

10.82 **23.80**

^ 212 %

EPS (9M)

Rs. 0.50 **Rs. 1.56**

Q3'FY20 **Q3'FY21**

9M'FY20 **9M'FY21**

CO

Rs. in crores
Q3'FY21

^ 120 %

Profit after Tax

10.82 **23.80**

Q3'FY20

Q3'FY21

MOREPEN: Q3'FY21

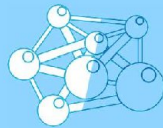


MOREPEN

The Joy Of Growing Together



THREE VERTICALS



BULK DRUGS (API)

Strong portfolio of lifestyle drugs including anti-diabetics, antihypertensives, neuropsychiatric, anti-cancers and anti-virals



DIAGNOSTIC DEVICES

Home diagnostics including glucose meters, BP monitors, nebulisers, weighing scales, digital and IR thermometers, Oximeters, Oxygen Concentrators



FINISHED DOSAGES

Prescription drugs development, manufacturing, distribution, contract manufacturing, marketing all over India both as branded and generic drugs



Subsidiary



Dr. Morepen®

DR. MOREPEN LIMITED

Over the counter health products and medicine under umbrella brand Dr Morepen

MANUFACTURING FACILITIES

Global Approvals/ International Standards

APIs, R&D, Diagnostic Devices, Formulation, OTC



Baddi (HP)

APIs, R&D



Masulkhana (HP)

Formulation



Parwanoo (HP)

BADDI FACILITY (60 ACRES)



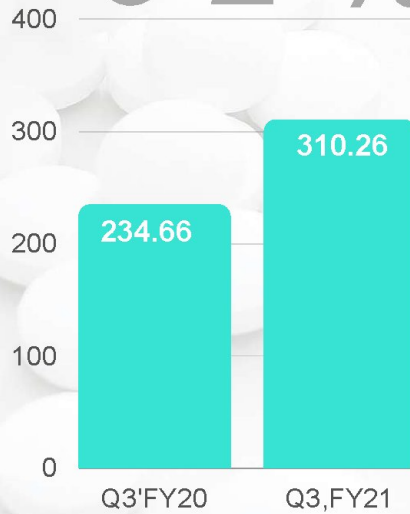
MOREPEN: Q3 FY21

REVENUE GROWTH

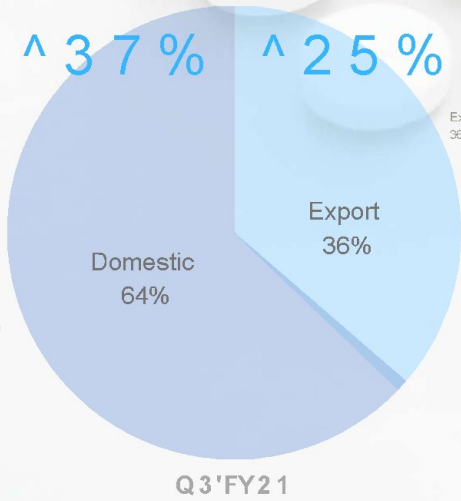
(Consolidated)

Achieving New Milestones

^ 32 %

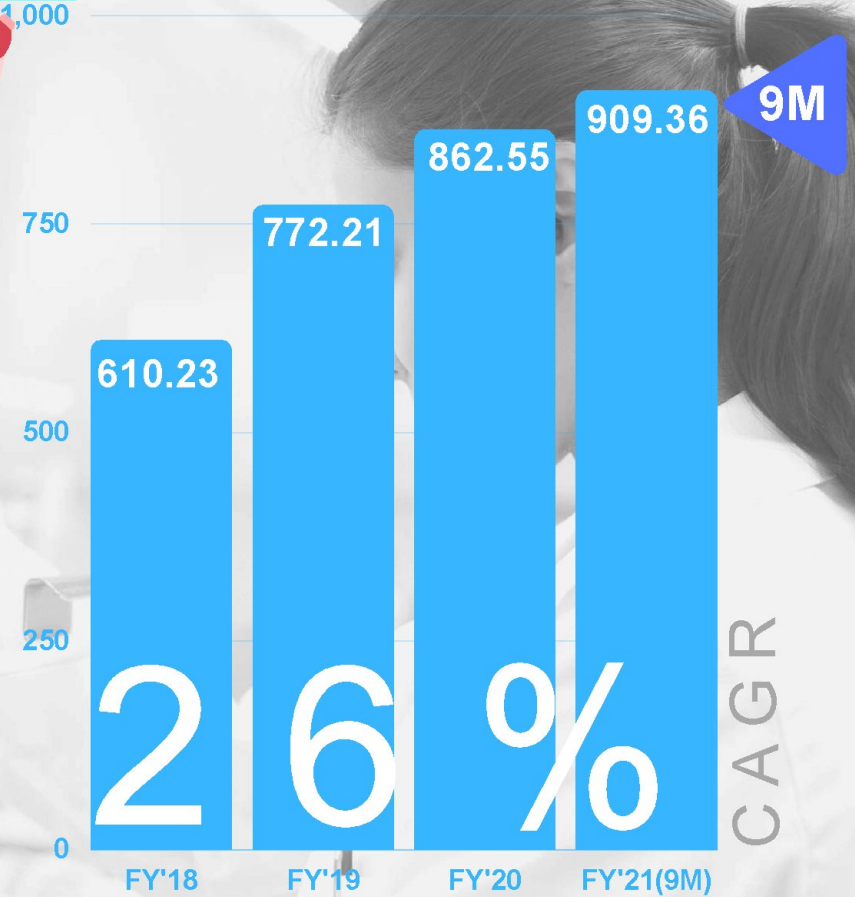


9M revenue exceeds last full year revenue



CO

Rs. in crores
Q3'FY21

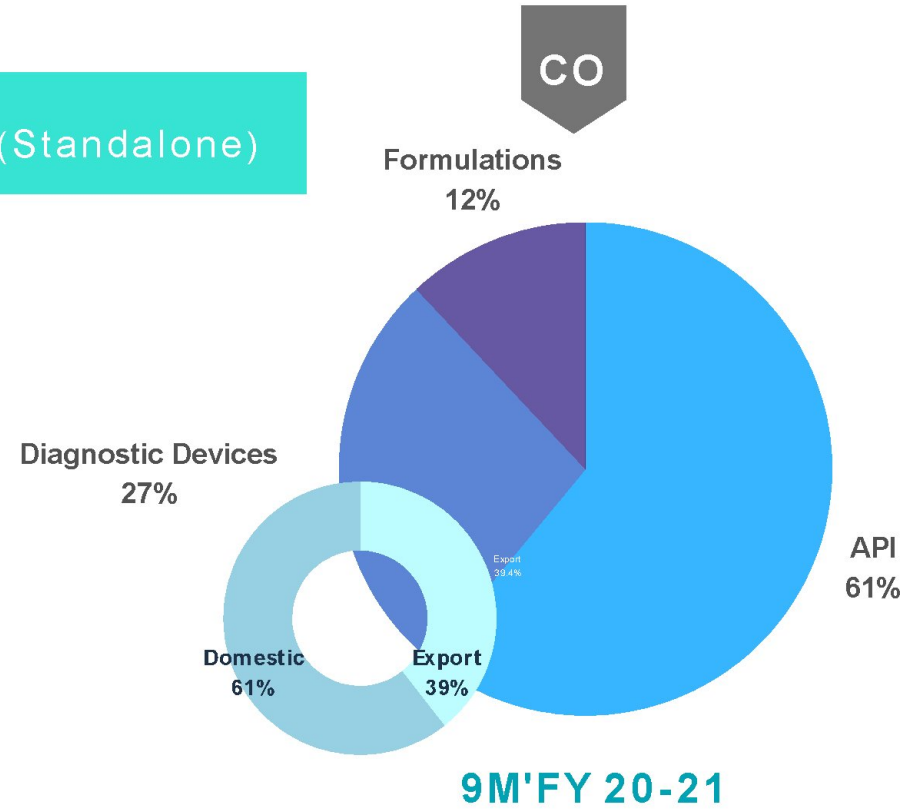
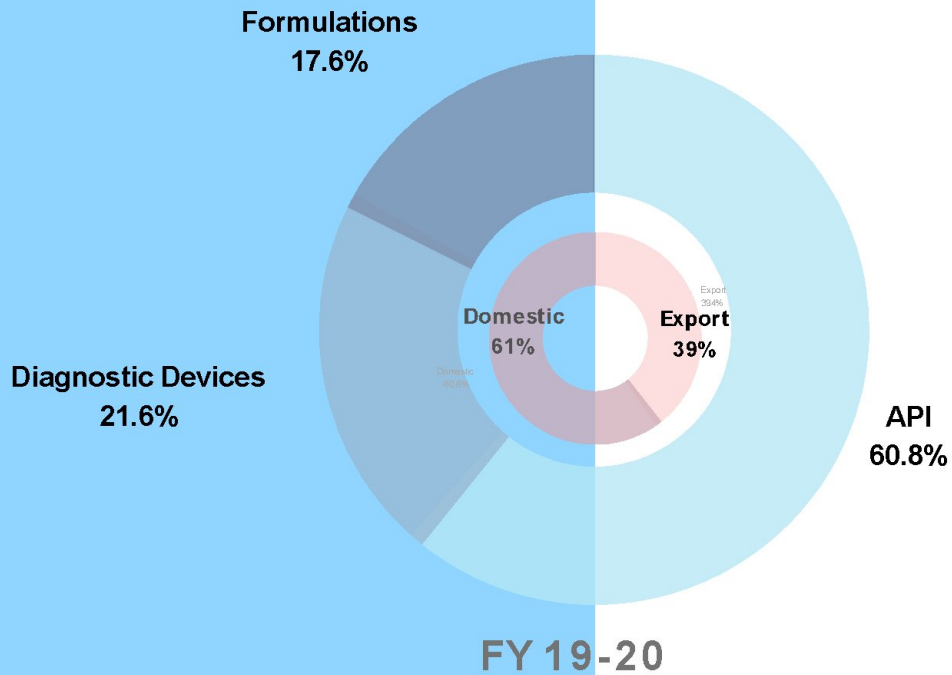


MOREPEN

MOREPEN: Q3'FY21

SEGMENT WISE REVENUE (Standalone)

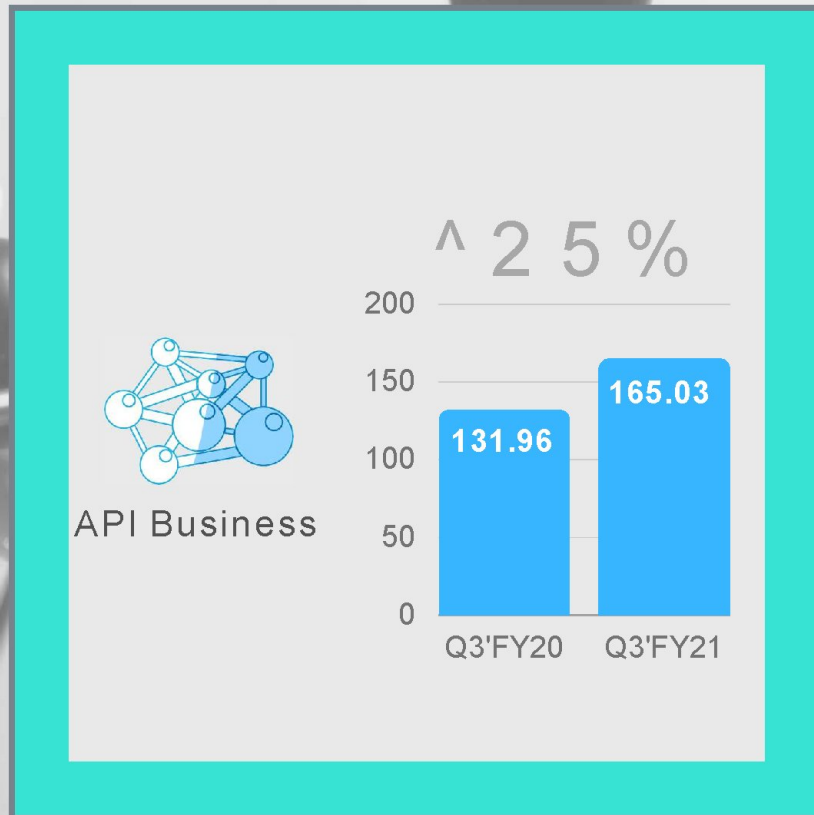
API Leads the Show



	FY'20- 9M'FY21
API Share	62% - 61%
API Export	72% - 69%
Diagnostics	21% - 27%

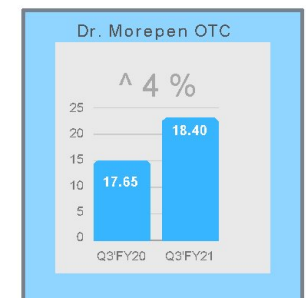
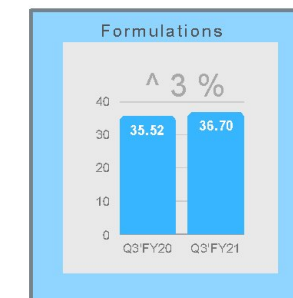
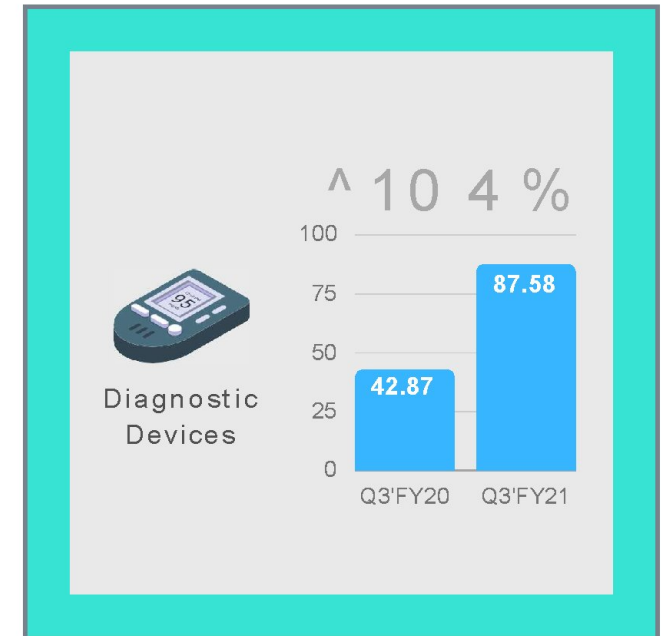
SEGMENT WISE GROWTH

API and Devices grow exponentially



CO

Rs. in crores
Q3'FY21



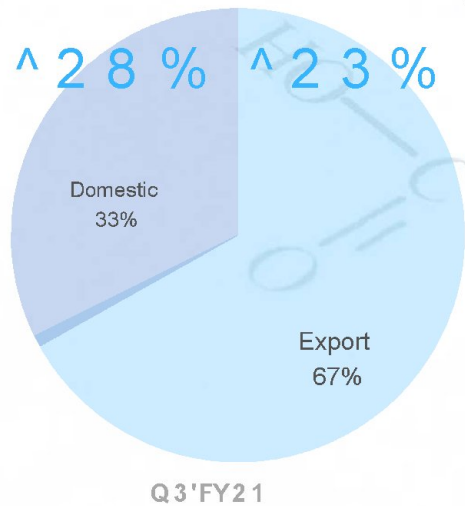
MOREPEN: Q3'FY21



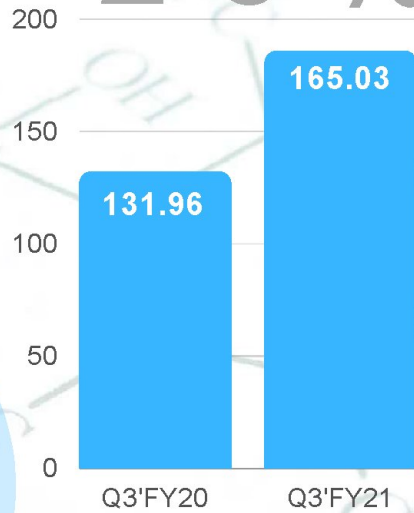
API DIVISION

API GROWTH

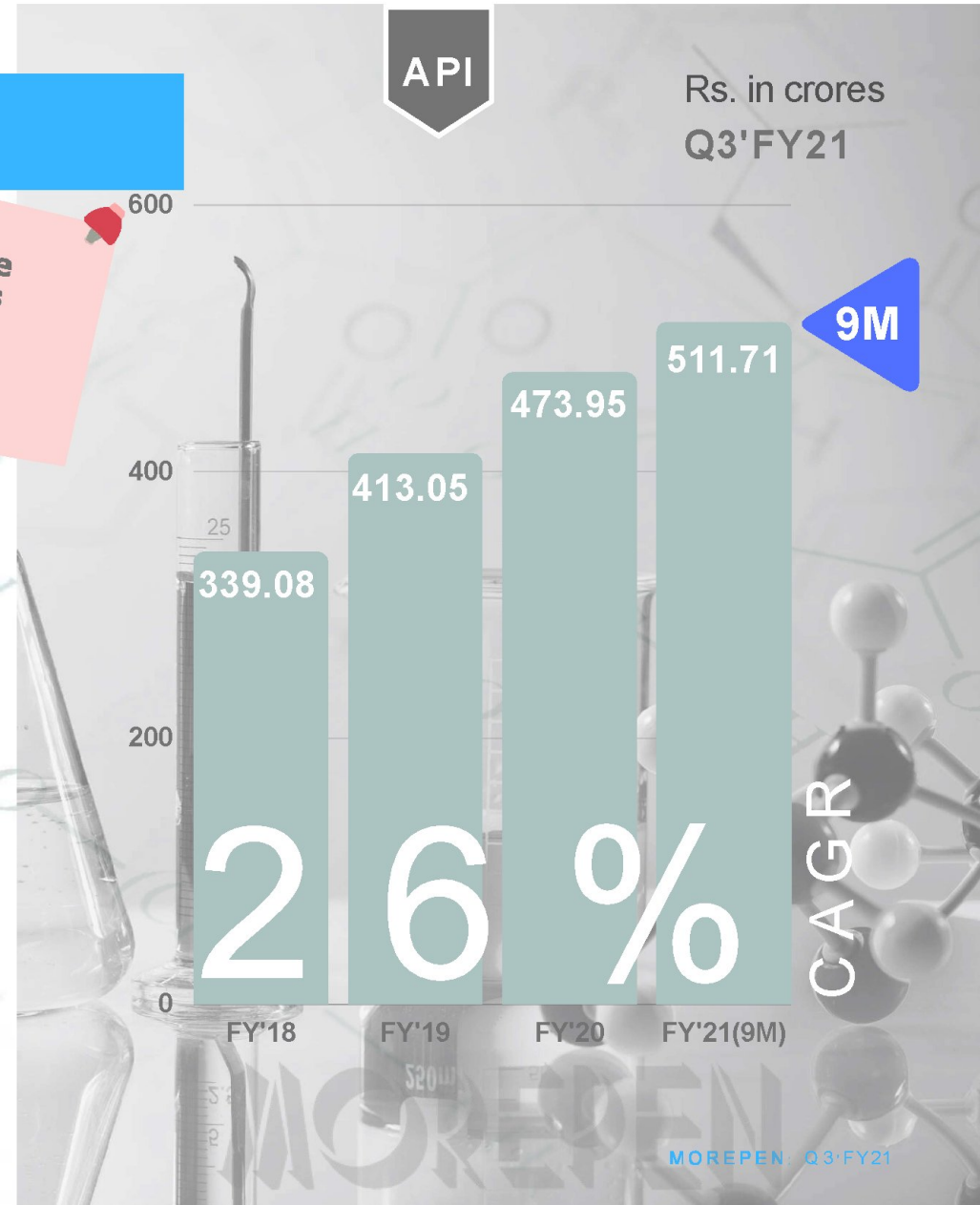
Trendsetting performance



^ 25 %



9M revenue exceeds last full year revenue



API

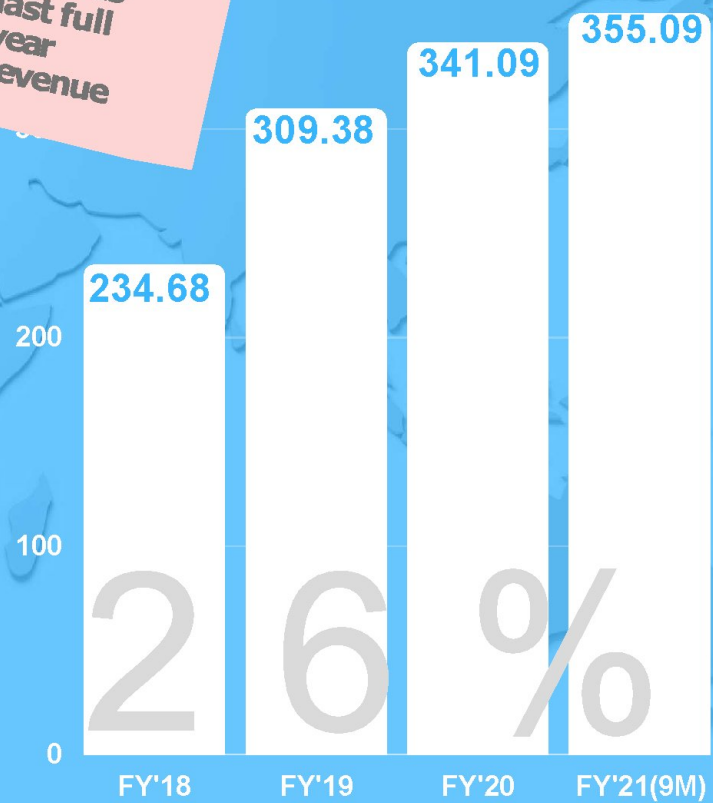
Rs. in crores
Q3'FY21

9M
export
exceeds
last full
year
revenue

9M

69%
EXPORT
To Regulated Markets

9M'FY 21

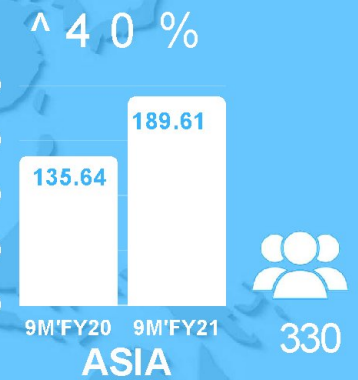
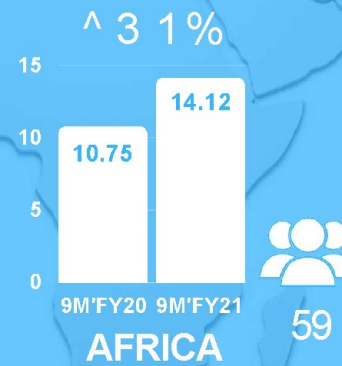
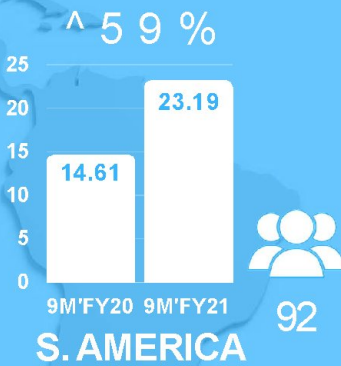
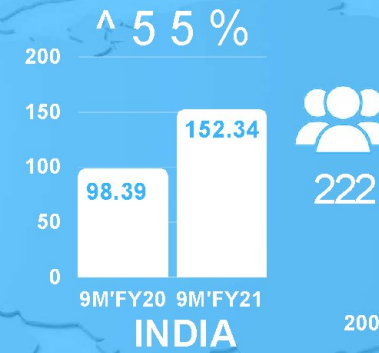
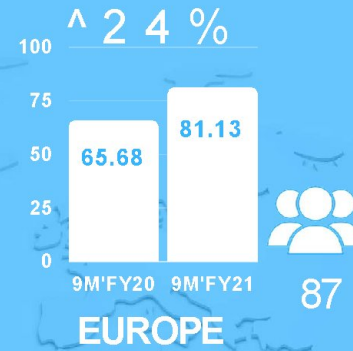
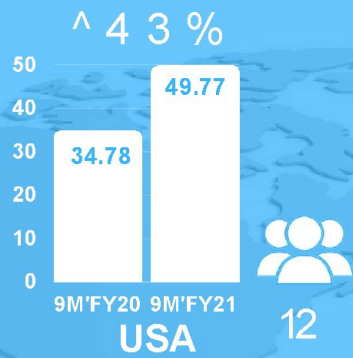


MOREPEN

MOREPEN - Q3'FY21

API

Rs. in crores
9M'FY21



GLOBAL FOOTPRINT



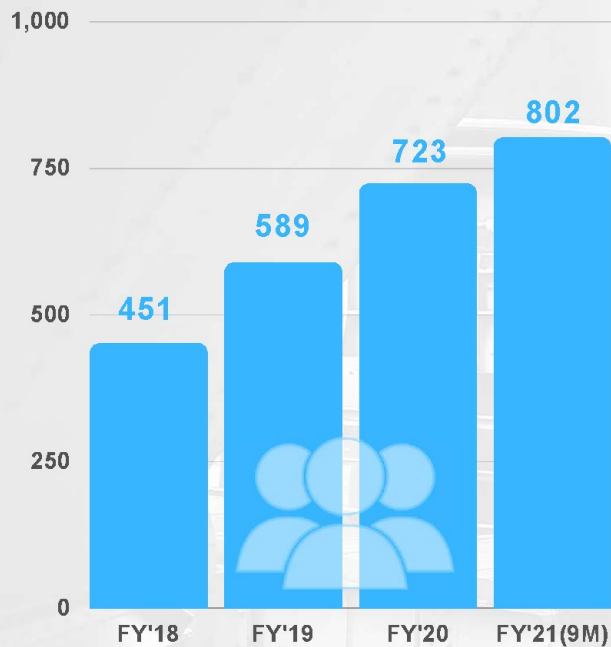
802 customers

MOREPEN

MOREPEN - Q3'FY21

WIDESPREAD GLOBAL BASE

Increasing Customer Reach



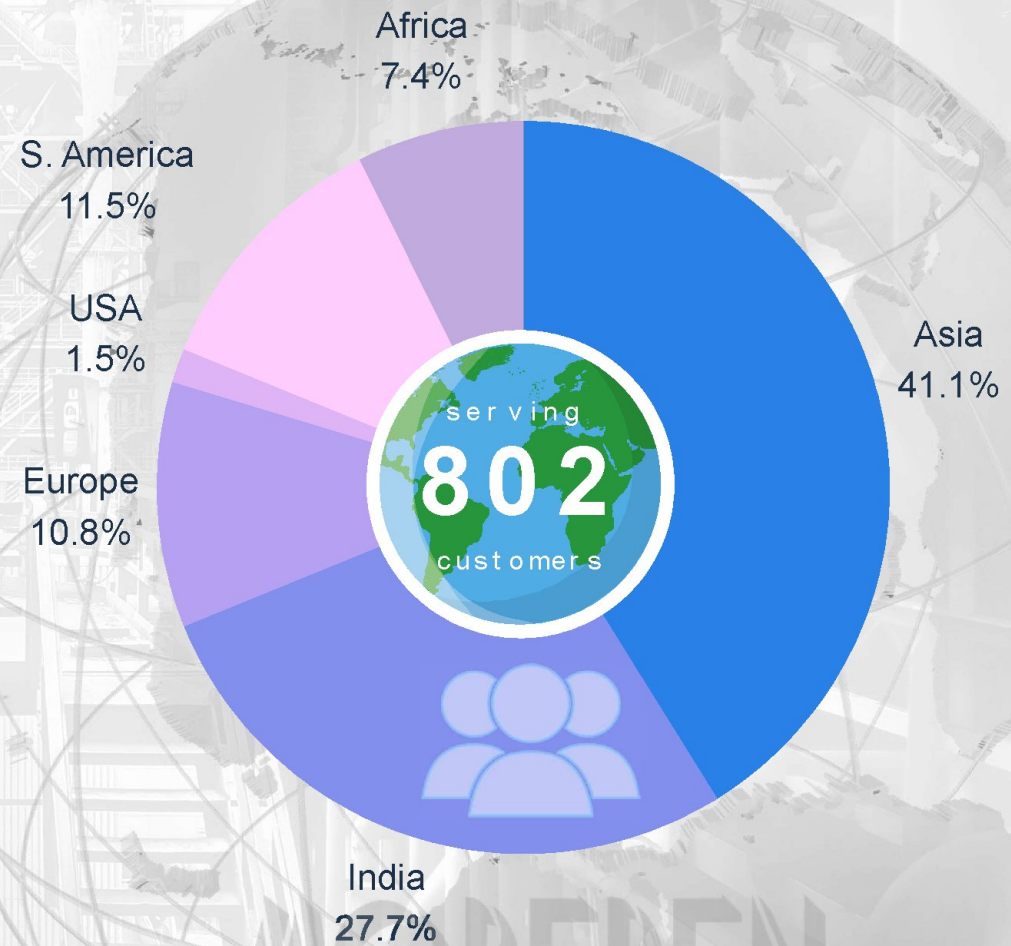
Increasing Customers Base



FY'21(9M)

API

Rs. in crores
Q3'FY21



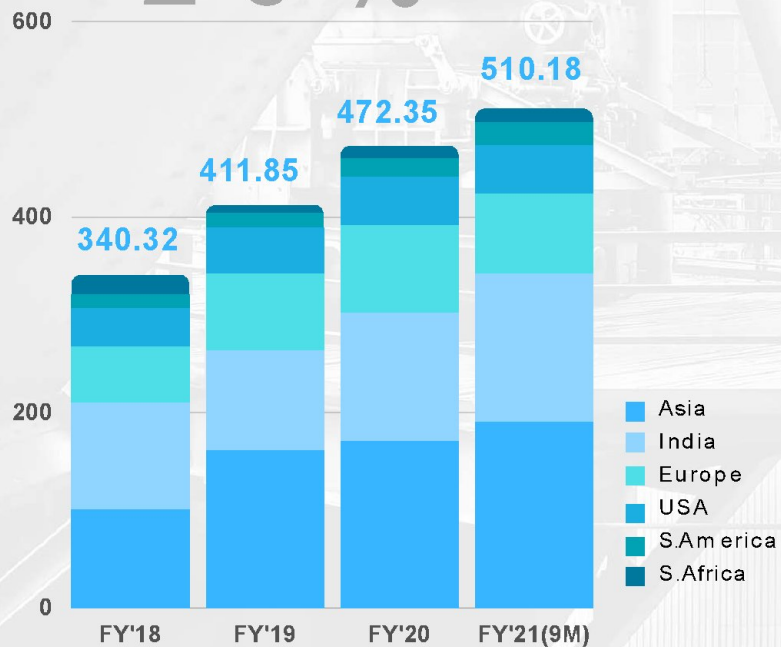
COUNTRIES WISE BREAK UP

Asia (Including India) Contributes 67% of Business

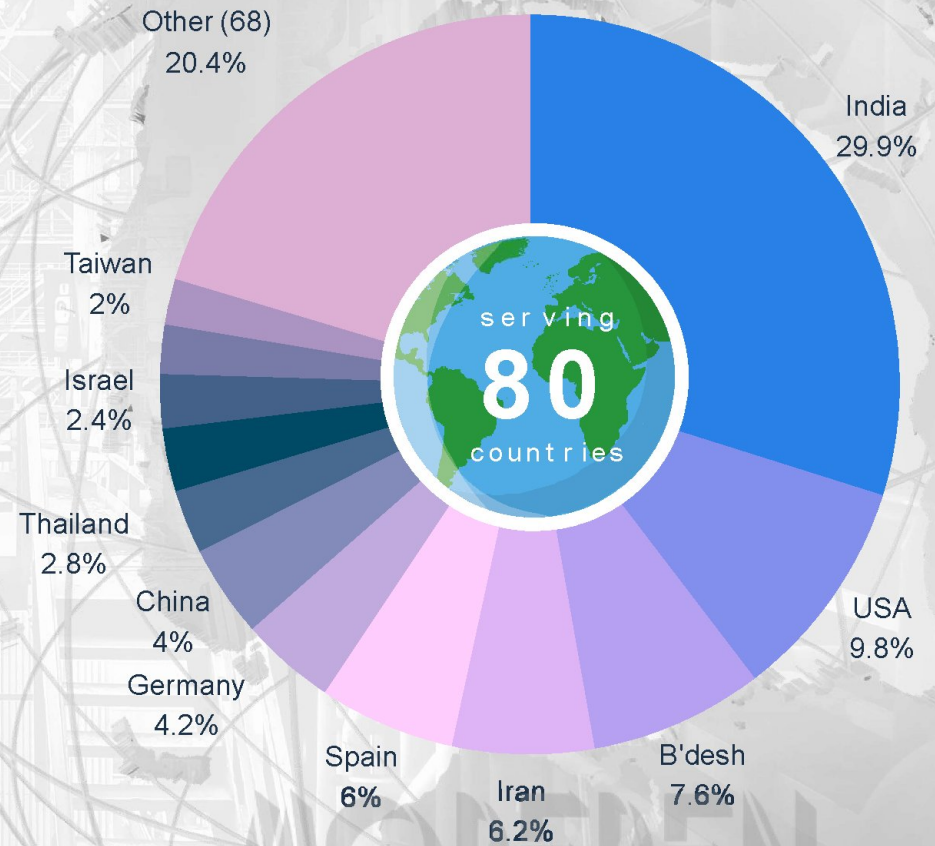
API

Rs. in crores
9M'FY21

26% CAGR



Continent-wise Sales



servicing
80
countries

KEY API PRODUCTS

Consistent Growth and Market Leadership



Loratadine



Montelukast



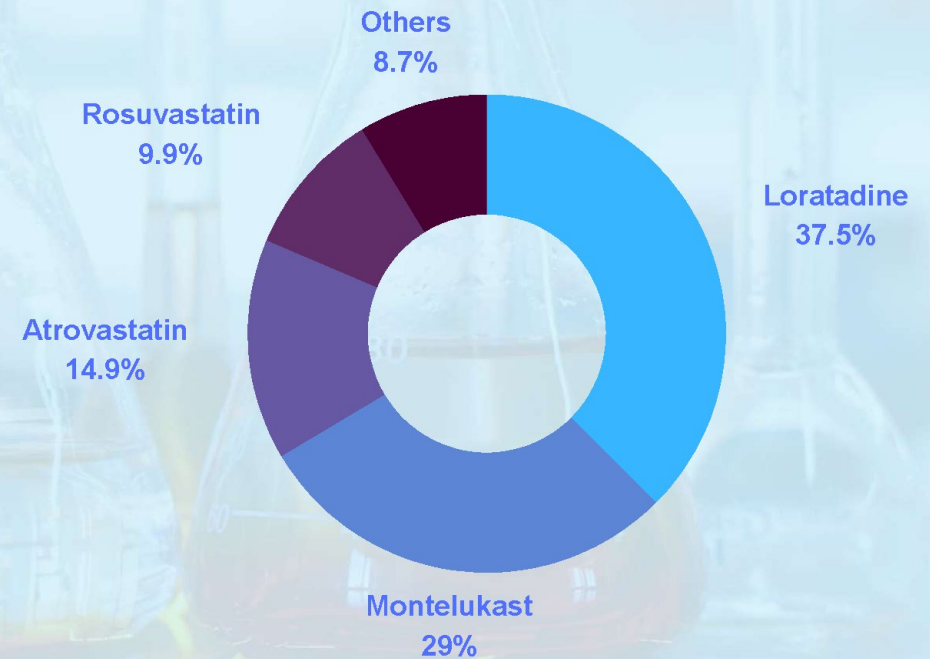
Atorvastatin



Rosuvastatin

API

Rs. in crores
9M'FY21



INTELLECTUAL PROPERTY

The Growth Engine



USA . Europe . Japan
China . Taiwan . Australia

FY21 (9m): 5 patent, 9 dmf, 1IDL, 5 new products

API EXPANSION PROJECT

Major Expansion after 22 years

← New Project Site

Govt. of India supporting API expansions plans and has also launched performance linked incentive scheme



rs. **178** crores
Project Cost



3 years
Completion time



700 people
New Hiring



2000 MT
Capacity



40
New Products



rs. **4217** crores
Production Value

EXPANDING API MARKET

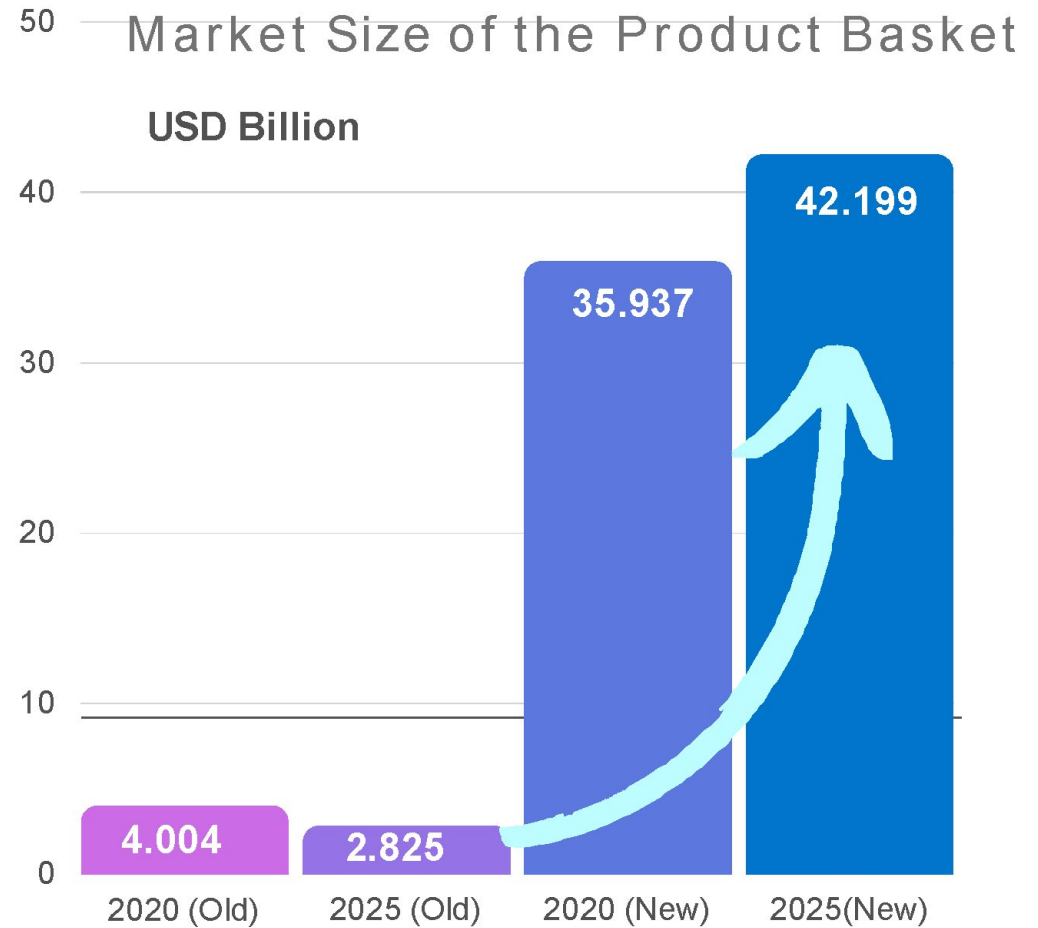
New Molecules add 15X market size

Total global market size of the all the products which the Company is presently selling is only \$4.004 Billion and in coming five years is going to go down to \$2.825 Billion since these are all old products for which patent expired in last 10-20 years ago and the market is not expanding very fast though Company is growing at 27% CAGR

With addition of New Molecules for which patent expiry is slated in 5-6 years, a new market of \$35.937 Billion opens up which will grow to \$42.199

15X

market reach



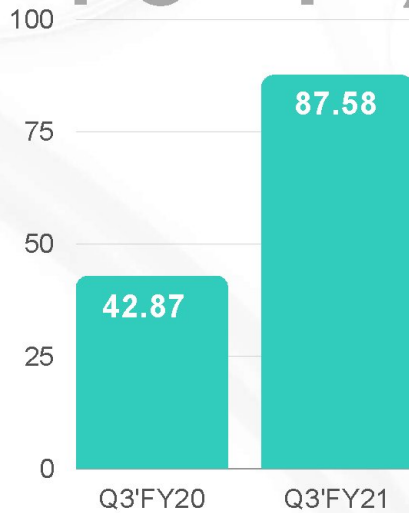


DIAGNOSTICS DEVICES

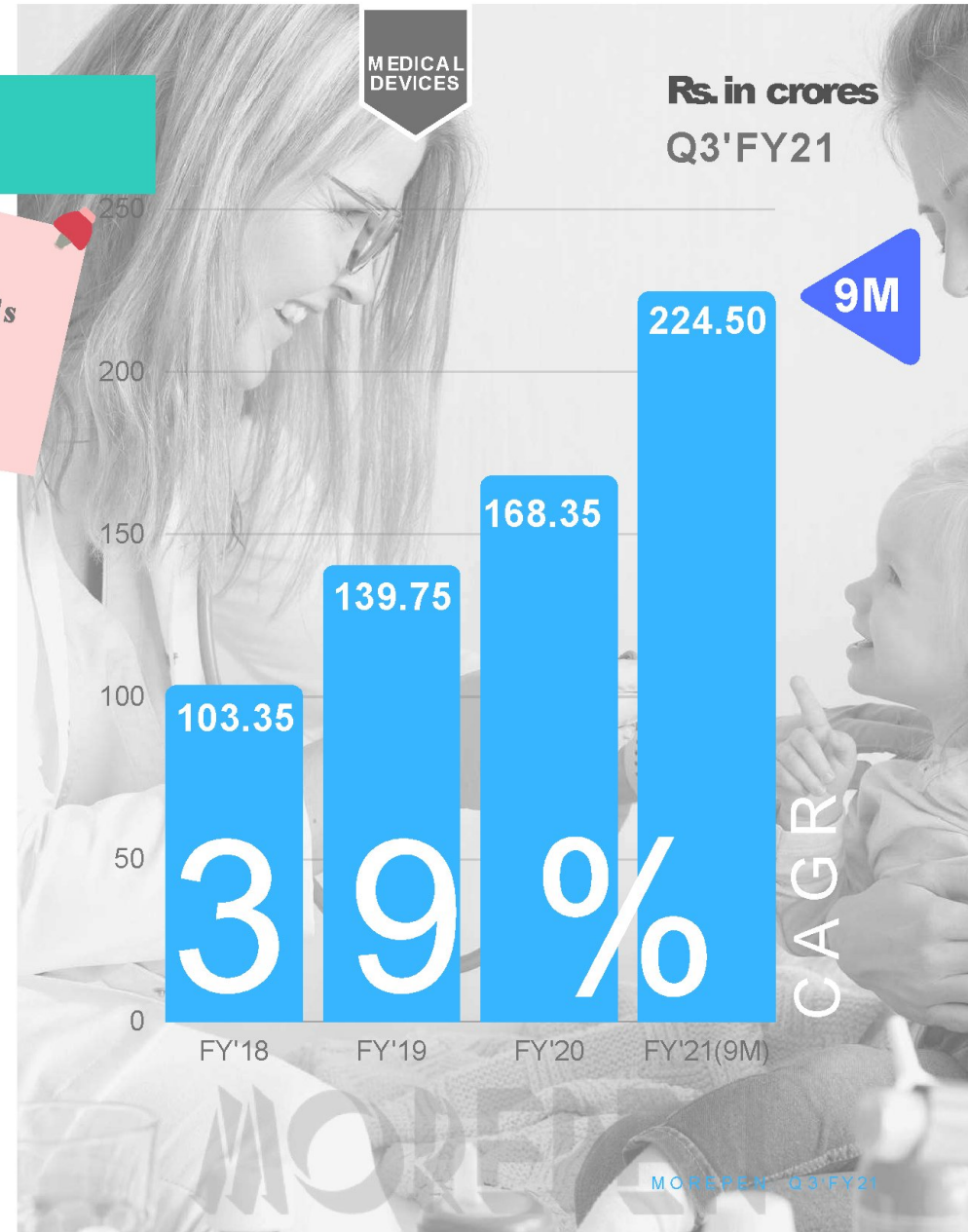
DIAGNOSTIC DEVICES

Manufactured in India

^ 104 %



9M revenue far exceeds last full year revenue



KEY PRODUCTS

A significant increase

MEDICAL
DEVICES

Q3'FY21

^ 99 %

Gluco Meters



^ 210 %

BP Meters



^ 45 %

Thermometers



^ 22 %

Nebulisers

62%

GLUCO
METER

SHARE OF GROSS REVENUE

9M'FY 21

MEDICAL
DEVICES

GLUCO MONITORS

Market Leadership

YTD DEC'20

4.5 MILLION
INSTALLATIONS

5 6 5
MILLION
STRIPS
SOLD

Q3'FY21:
0.477 million
New Meters Installed

Q3'FY21:
55 million test
strips sold

MOREPEN: Q3'FY21

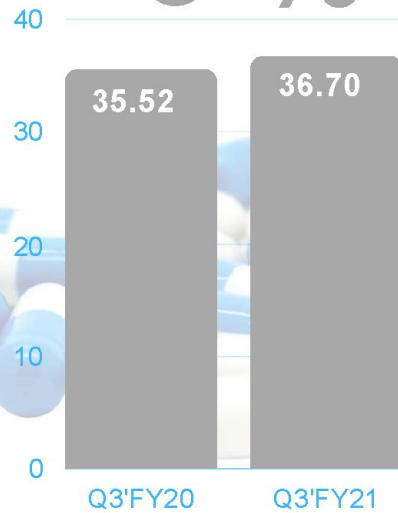


FINISHED DOSAGES

FORMULATION

Branded & Generics

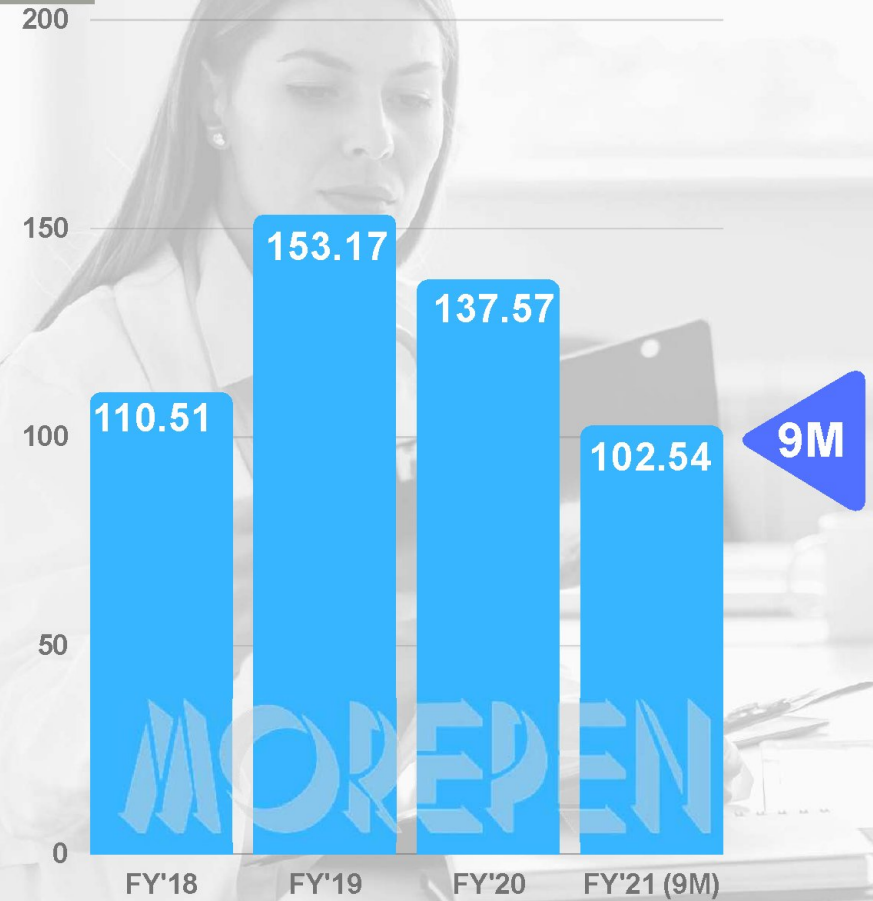
^ 3 %



Affected by Covid-19
Q-o-Q recovery coming

FINISHED
DOSAGES

Rs. in crores
Q3'FY21



MOREPEN

RX PRODUCT RANGE

Nutrition, Diabetic, Cardiac

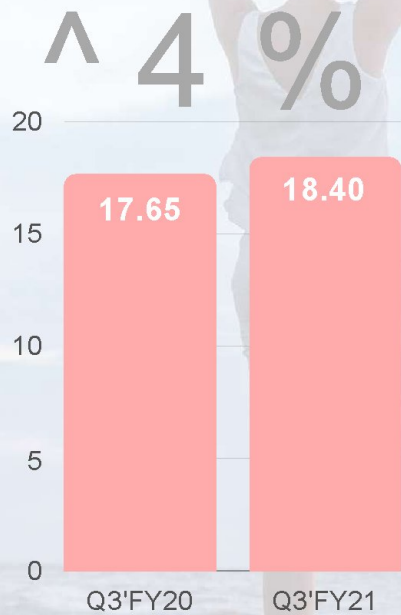
FINISHED
DOSAGES



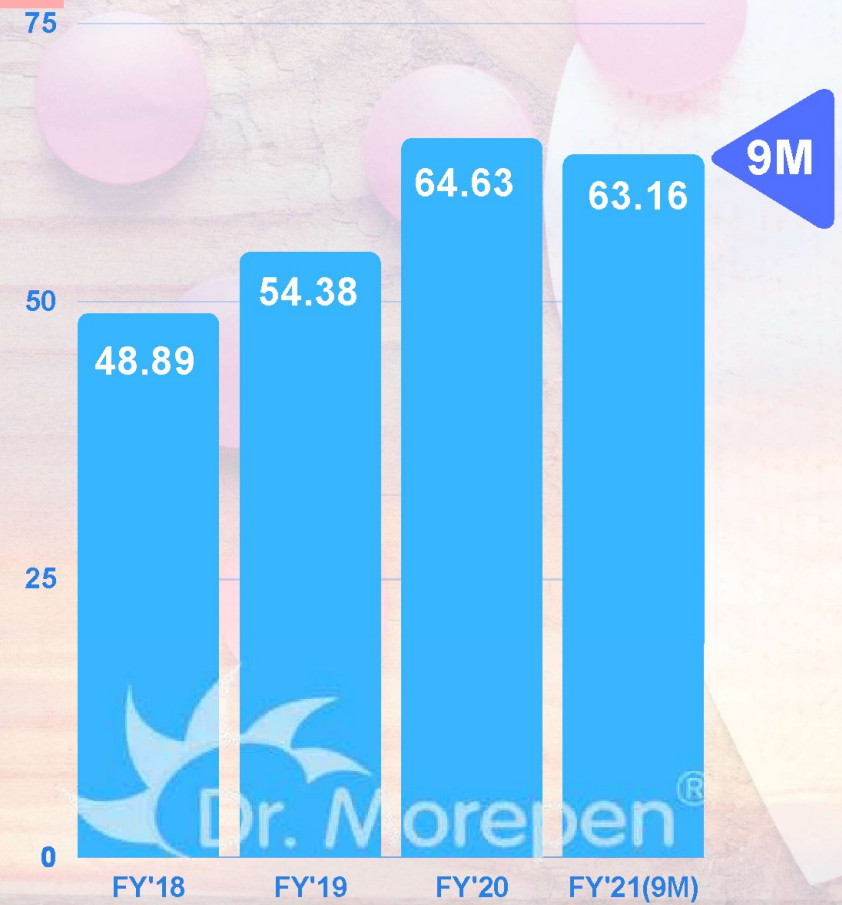


DR. MOREPEN

Health in your hands



9M revenue equals last full year revenue



DR. MOREPEN

Burnol- Original Burn Cream

OTC



DR. MOREPEN

Complete Product Basket

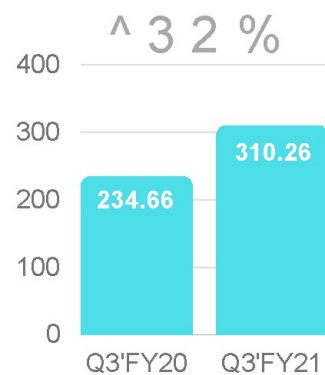
OTC



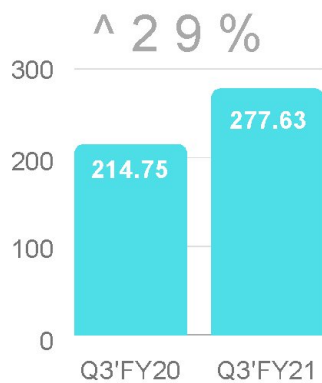
Covid Essentials

FINANCIAL HIGHLIGHTS (Consolidated)

Exponential Growth



Net Revenue



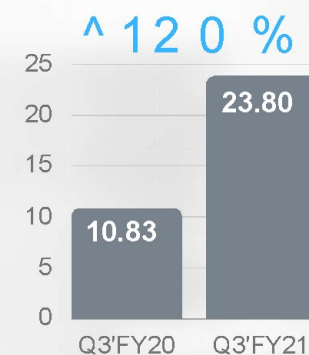
Expenditure



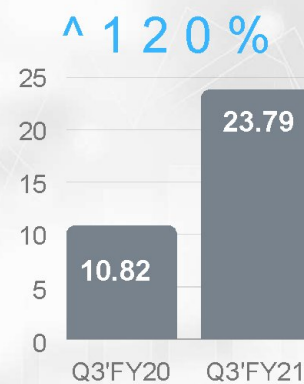
EBIDTA

CO

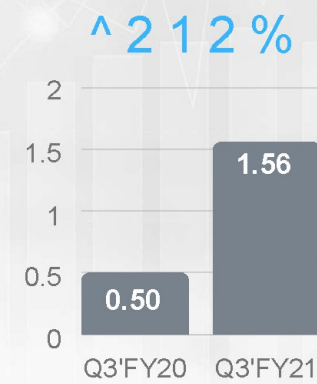
Rs. in crores
Q3'FY21



Profit before tax



Profit after tax



9M EPS (Rs.)

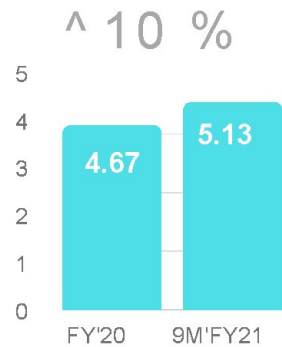
MOREPEN: Q3'FY21

OPERATING RATIOS (Consolidated)

Excellent Performance Indicators



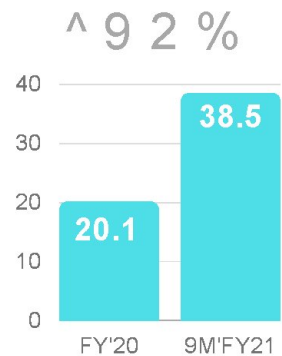
Debtors (Month's Sale)



Inventory Turnover (Months)



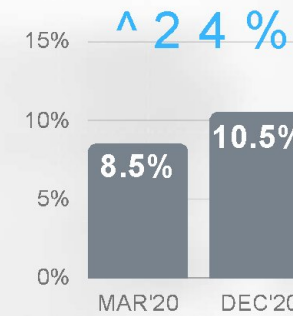
Current Ratio



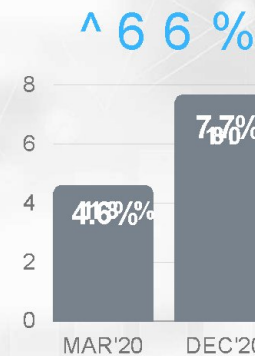
Interest Coverage Ratio

CO

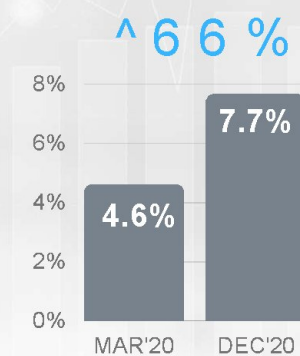
Rs. in crores
Q3'FY'21



EBIDTA %age



PBT %age

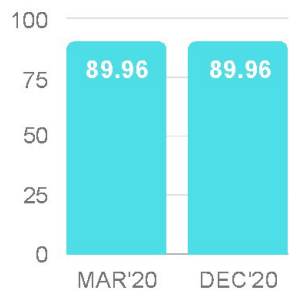


PAT %age

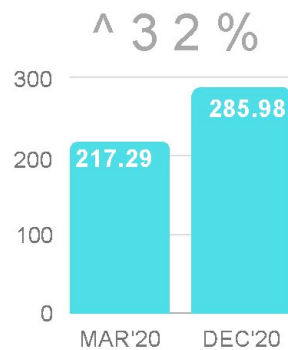
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BALANCE SHEET RATIOS (Standalone)

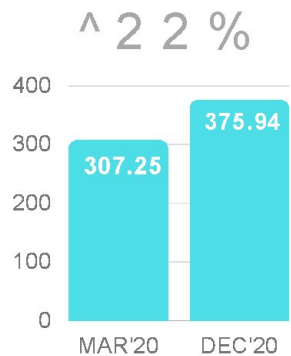
Growth from within



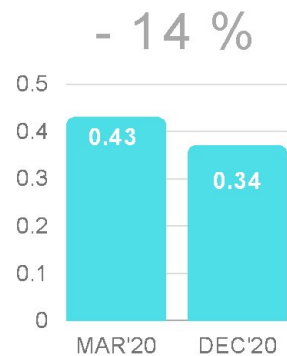
Equity Capital



Reserve & Surplus



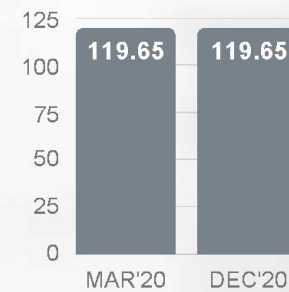
Total Shareholders' Funds



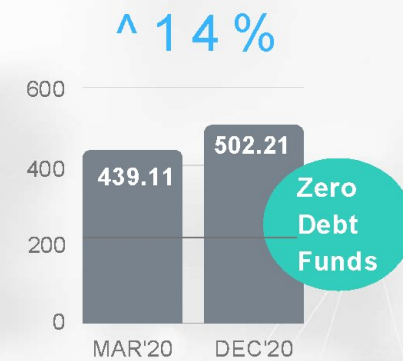
Debt Equity Ratio

CO

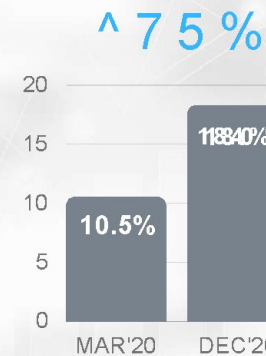
Rs. in crores
9M'FY'21



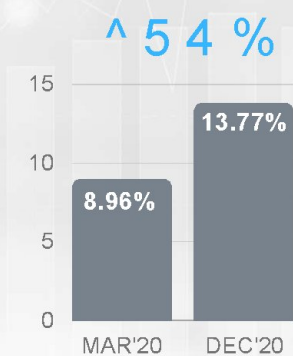
Preference Capital (Banks)



Total Capital Employed



ROE



ROCE

MOREPEN: Q3'FY21



Thank you