



# Marksans Pharma Ltd.

Date: 2<sup>nd</sup> June, 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 2<sup>nd</sup> June, 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.**

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.

**FY20 Revenue at Rs. 1,134.5 Cr.; growth of 12.9%**

**EBITDA at Rs. 192.6 Cr., growth of 40.8%**

**Mumbai, June 2<sup>nd</sup>, 2020** – Marksans Pharma Ltd (NSE: MARKSANS; BSE Code: 524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the fourth quarter and year ended March 31<sup>st</sup>, 2020.

## **Financial Highlights - Consolidated Financial Overview:**

In Rs. Cr.	FY20	FY19	YoY Growth (%)	YoY% (Constant currency)	Q4FY20	Q4FY19	YoY Growth (%)	YoY% (Constant currency)
Total Revenue	1,134.5	1,004.7	12.9%	15.8%	335.4	257.1	30.4%	33.9%
EBITDA	192.6	136.8	40.8%	41.1%	69.2	25.4	172.8%	173.4%
EBITDA Margin%	17.0%	13.6%	336 bps	297 bps	20.6%	9.9%	1,077 bps	1,028 bps
PAT	120.8	80.4	50.1%	50.5%	42.7	9.9	333.8%	334.8%
PAT Margin%	10.6%	8.0%	264 bps	239 bps	12.7%	3.8%	891 bps	861 bps

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

- Overall business grew by 15.8% in constant currency basis in FY20 as compared to FY19
- Total Revenue was Rs. 1,134.5 Cr. as compared to Rs. 1,004.7Cr. in FY19, an increase of 12.9%
- EBITDA was Rs. 192.6 Cr. as compared to Rs. 136.8 Cr. in FY19, a growth of 40.8%
- EBITDA Margin stood at 17.0% for FY20 as against 13.6% in FY19
- PAT stood at Rs. 120.8 Cr. as compared to Rs. 80.4 Cr. in FY19, an increase of 50.1%

### **Consolidated Q4 FY20 (Y-o-Y)**

- Overall business grew by 33.9% in constant currency basis in Q4 FY20 as compared to Q4 FY19
- Total Revenue was Rs. 335.4 Cr as compared to Rs. 257.1 Cr in Q4 FY19, an increase of 30.4%
- EBITDA was Rs. 69.2 Cr. as compared to Rs. 25.4 Cr. in Q4 FY19, an increase of 172.8%
- EBITDA Margin stood at 20.6% for Q4 FY20 as against 9.9% in Q4 FY19
- PAT stood at Rs. 42.7 Cr. as compared to Rs. 9.9 Cr. in Q4 FY19, a growth of 333.8%

**Commenting on the performance Mark Saldanha, Managing Director of the Company said** *“I am extremely delighted to share with you the strong performance in this fiscal despite the lockdown due to the COVID pandemic at the end of March. Revenue for the year expanded by ~13% and EBITDA by ~41%. We also received EIR from the US FDA for Time Cap Laboratories located at Farmingdale, New York, USA. This positions us favorably to expand our reach in US market.*

*On the financial front we became a zero-debt company with cash of Rs 94 crore at the end of this fiscal. The outlook for FY21 looks positive and we expect the growth momentum to continue.”*

## Business Performance

### Revenue by Market:

in Rs. Cr.	FY20	FY19	YoY Growth (%)	YoY% Constant Currency	Mix (FY20) %
Europe, UK – Formulations	510.0	413.0	23.5%	27.6%	44.9%
US & North America – Formulations	436.4	411.5	6.1%	6.3%	38.5%
Australia & NZ – Formulations	140.7	119.9	17.3%	26.6%	12.4%
Rest of World (ROW)	47.4	60.3	-21.3%	-21.1%	4.2%
<b>Consolidated Revenue from operations</b>	<b>1,134.5</b>	<b>1,004.7</b>	<b>12.9%</b>	<b>15.8%</b>	<b>100.0%</b>

### Business Highlights

- Company achieved revenue of Rs. 510.0 cr. from Europe, UK: Formulation business in FY20 as compared to Rs. 413.0 cr. achieved during last year same period registering a growth of 23.5%
- US & North America Formulation business reported growth of 6.1% to Rs 436.4 cr. in FY20
- Australia & NZ Formulation business revenue was at Rs. 140.7 cr. in FY20, registering growth of 17.3% YoY
- Rest of World Formulation business was Rs. 47.4 cr. in FY20

### 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)

##### Dikshita Jain

Christensen Investor Relations

Tel : +91 22 4215 0210

[djain@christensenir.com](mailto:djain@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>