



Marksans Pharma Ltd.

Investor Presentation

Q3 & 9M FY22

February 11, 2022

BSE: 524404 | NSE: MARKSANS | ISIN: INE750C01026

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Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The company's results may be affected by factors including, but not limited to, the risks and uncertainties in pharmaceutical research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reform. The company undertakes no duty to update forward-looking statements except as required by applicable law.



Marksans Pharma Ltd.

Q3 & 9M FY22 Earnings

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Management Commentary

“ We are on the cusp of long term growth across regulated markets. Our diversified portfolio continues to gain market share in these markets and helped us register growth, despite pricing and demand challenges. The geopolitical environment has impacted profitability, but we remain focused on our target to reach Rs 2,000 crores revenues along with margin improvement over the next couple of years. ”



Mark Saldanha

Founder, Chairman &
Managing Director

1,072.8 

+ 2.6% (YoY)

Revenue
9MY22 (₹ cr.)

195.2 

(20.1)% (YoY)

EBITDA
9MFY22 (₹ cr.)

157.2 

(1.2)% (YoY)

9MFY22
PAT (₹ cr.)

323.0 

(Dec'21)

Cash (₹ cr.)

9MFY22 Highlights

Revenues

₹ 1,072.8 Cr



2.6% YoY

EBITDA

₹ 195.2 Cr



(20.1)% YoY
(510) Bps

PAT

₹ 157.2 Cr



(1.2)% YoY
(90) Bps

EPS

₹ 3.82



(0.3)% YoY

Financial Highlights

- Operating Revenue was ₹ 1,072.8 cr. ; growth of 2.6 % as compared to ₹ 1,046.0 Cr. in 9MFY21
- EBITDA at ₹ 195.2 cr. as compared to ₹ 244.2 cr. in 9MFY21
- EBITDA margins at 18.2% in 9MFY22 as against 23.3% in 9MFY21
- PAT stood at ₹ 157.2 Cr. as compared to ₹ 159.2 Cr. in 9MFY21
- EPS for 9MFY22 was ₹ 3.82 compared to ₹ 3.83 in 9MFY21

Business Highlights

- R&D spend of ₹ 21.7 cr. at 2.0% of sales in 9MFY22
- Capex for 9MFY22 at ₹ 32.8 cr.
- EBITDA margin reduction due to increased input & freight costs and incremental R&D expenses
- Better product mix, lower depreciation , finance cost and reduced tax outflow meant a marginal reduction in PAT

New Launches

Launched new products:

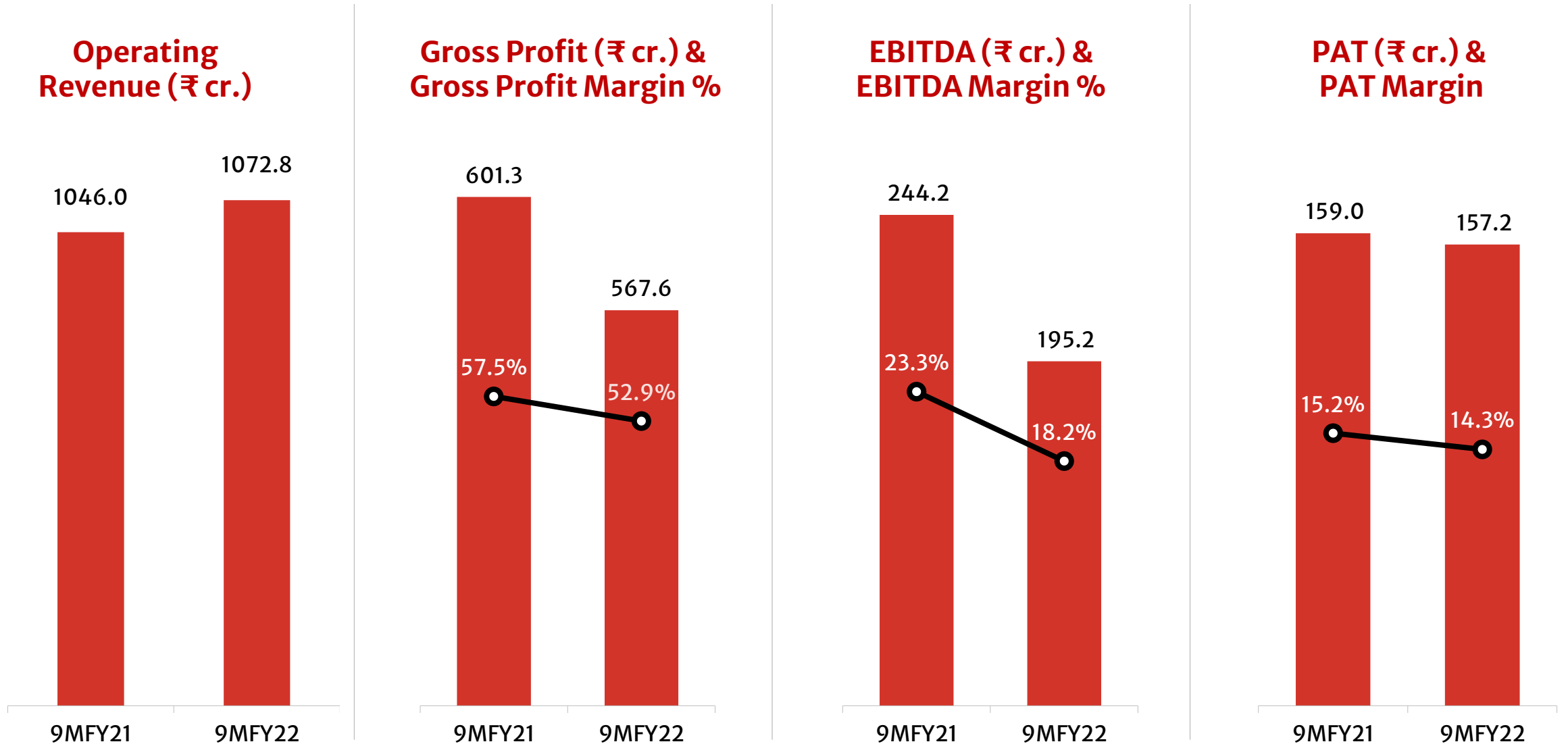
- Cetirizine Hydrochloride Tablets 5 mg and 10mg for perennial allergic rhinitis treatment in US
- Acetaminophen Extended-Release Tablets USP, 650 mg (OTC) in US
- Fluoxetine in US
- Loperamide 2mg Hard Capsules in UK

Financial Highlights – Profit and Loss Statement

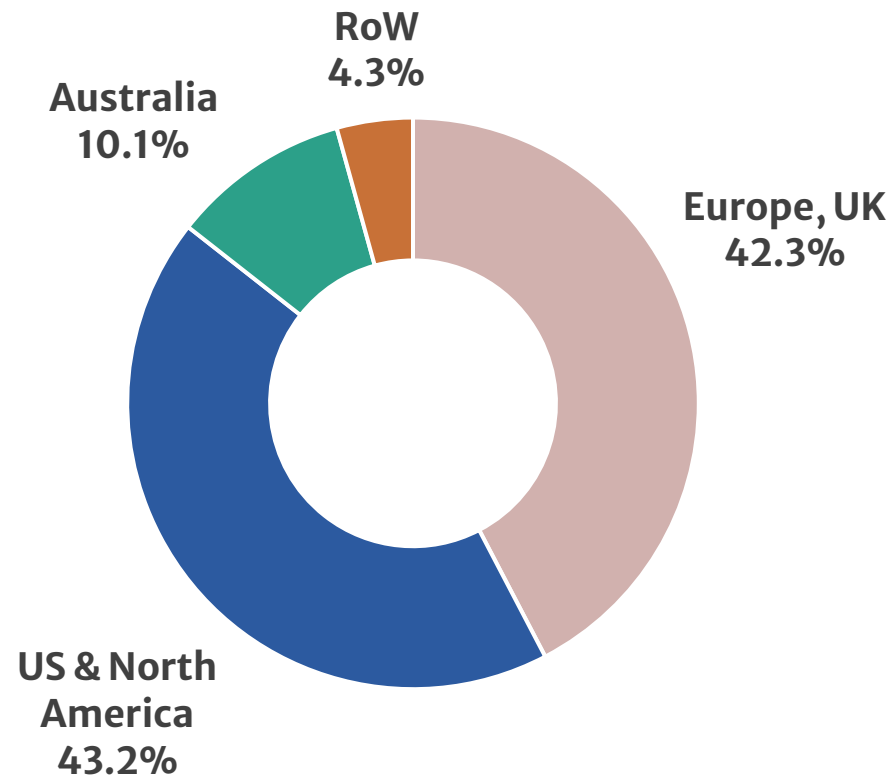
Particulars (₹ cr.)	9MFY22	9MFY21	YoY	Q3FY22	Q2FY22	Q3FY21	YoY
Operating Revenue	1,072.8	1,046.0	2.6%	362.6	361.2	358.5	1.2%
Gross Profit	567.6	601.1	(5.6)%	195.1	185.8	216.9	(10.1)%
Gross Profit Margin %	52.9%	57.5%	(460) Bps	53.8%	51.4%	60.5%	(670) Bps
EBITDA	195.2	244.2	(20.1)%	57.8	60.1	91.1	(36.5)%
EBITDA Margin %	18.2%	23.3%	(510) bps	15.9%	16.6%	25.4%	(950) bps
Finance Costs	3.4	5.2	(33.7)%	1.0	1.5	1.7	(43.2)%
Depreciation & Amortization*	23.4	34.8	(32.7)%	8.6	7.4	8.6	(0.2)%
Other Income	26.5	0.7	3,781.3%	12.1	8.6	(3.2)	NA
Profit before tax	194.9	204.9	(4.9)%	60.4	59.8	77.6	(22.3)%
Taxes	37.8	45.9	(17.8)%	12.1	13.5	18.7	(35.4)%
Net Profit	157.2	159.1	(1.2)%	48.3	46.3	58.9	(18.1)%
Net Profit Margin %	14.3%	15.2%	(90) Bps	12.9%	12.5%	16.6%	(370) Bps
Diluted EPS (₹)	3.82	3.83	(0.3)%	1.20	1.11	1.42	(15.7)%

* Includes accelerated depreciation of ₹10.0 cr. in 9MFY21

Consistent Performance on yearly basis



9M FY22 Geographical Performance



Commentary on Geographical Performance

- US, North America was the highest contributor at ₹463.5 cr. and witnessed 2.9% growth in 9MFY22
- EU, UK formulations market recorded 2.6% growth at ₹ 454.1 cr. in 9MFY22
- Australia, NZ formulation markets recorded 4.3% growth at ₹ 108.7 cr. in 9MFY22
- Rest of World recorded 5.0% decrease with sales of ₹ 46.5 cr, in 9MFY22 due to logistics issues



Marksans Pharma Ltd.

Company Overview

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Business Overview



Marksans Pharma Ltd.

Marksans Pharma Ltd., headquartered at Mumbai, is engaged in **Research, Manufacturing & Marketing of generic pharmaceutical formulations**



Key focus areas lie in **OTC & prescription (Rx) drugs**



Company manufactures **tablets** (plain, enteric coated and film coated), **hard & soft gelatin capsule, oral liquids and ointments**



~95% of revenues comes from regulated markets (FY21)



Forward-integrated business model



Manufacturing facilities accredited by **USFDA, UKMHRA and Australian TGA**

R&D FOCUS



4
R&D Centres



50
Scientists



40+
Products in-Pipeline

APPROVED PRODUCTS/ IN PIPELINE



350+
Dossiers filed



300+
Approved MA/ANDAs



25+
Filed MA/ANDAs

ACCREDITATIONS

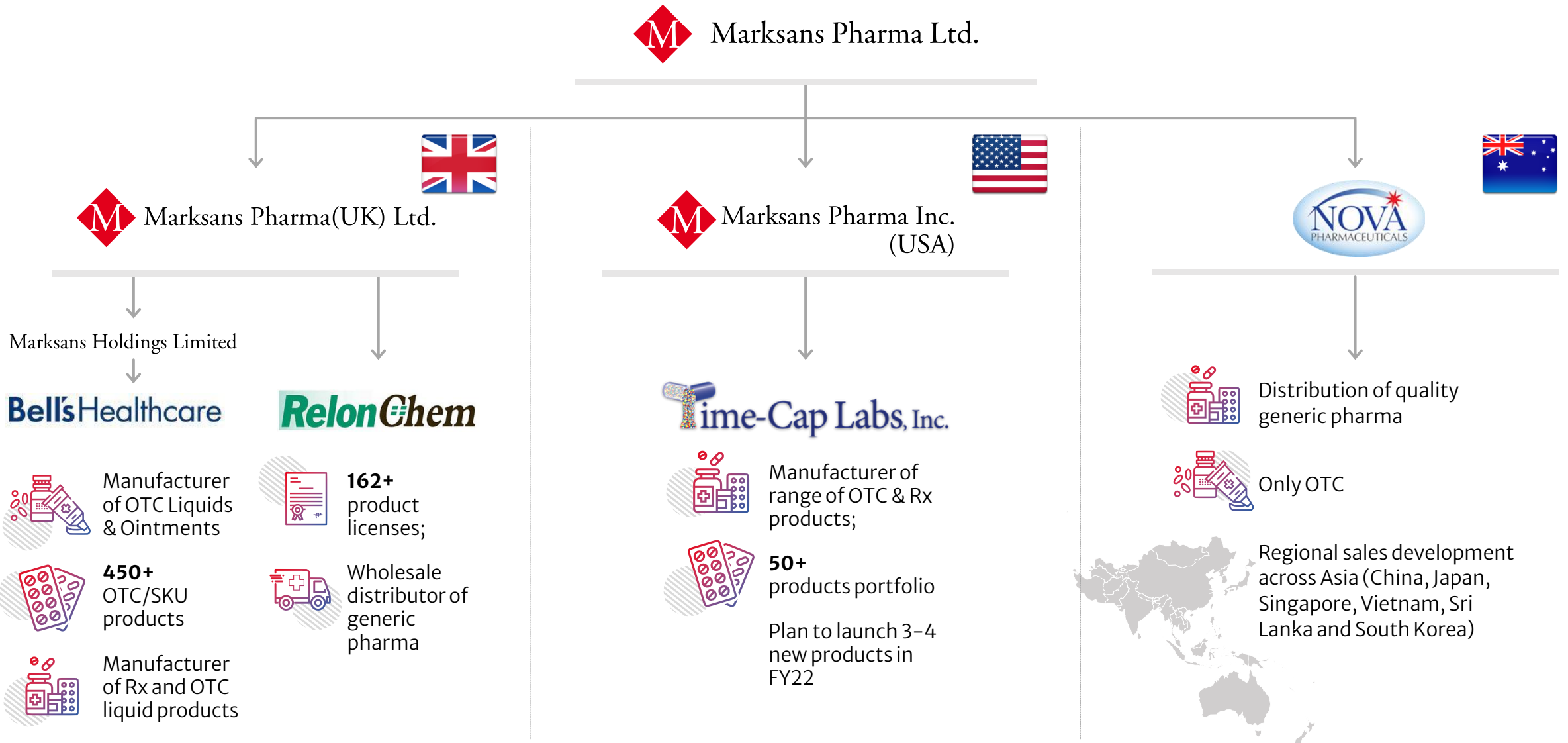


Medicines & Healthcare products Regulatory Agency



Australian Government
Department of Health
Therapeutic Goods Administration

Group Structure



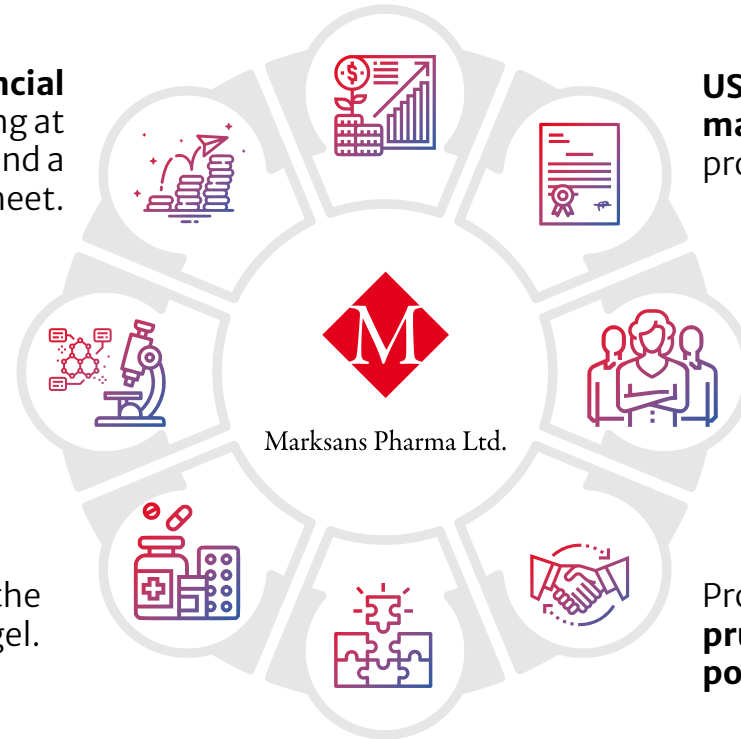
Investment Rationale

Sustainable business model with strategic focus on regulated markets with markets of USA, UK, Australia , New Zealand , Canada contributing to c. 95% of total revenues (FY21).

Delivering **robust and consistent financial performance** with FY17–FY21 revenue growing at 15.7% , ROCE margin expansion of 2940 bps and a net cash balance sheet.

Continued focus on R&D investments leading to a **robust pipeline of new developed and under development products** to add onto its existing 300+ approved ANDAs/MAs.

Wide range of product offerings and one of the most active Indian firms focused on Soft gel.



USFDA, UKMHRA, TGA–Australia accredited manufacturing facilities across its key regions providing for a **low-cost base**.

Experienced and professional management team with strong line of operations.

Proven **ability to pursue value-accretive and prudent M&A opportunities** and **successful post merger integration**

Forward integrated business model with presence across the pharma value chain including in-house R&D centers, owned and outsourced manufacturing set up and widespread supply chain and distribution set up through subsidiaries in USA, UK and Australia.

Differentiated model- Regulated Markets Focus



Global Footprint

Acquired **key players** in major markets to expand its global footprint



Regulatory Approvals

These markets are empowered with regulatory approvals which allows the company to sell its products without restrictions



Higher Margins

Proven ability to generate higher margins **by eliminating third parties** from the value chain



Proprietary Marketing Presence

Among the few Indian players with a proprietary marketing presence in the world's largest pharma market such as US, UK and Australia



25+ Countries

Market reach in **25+ countries** with the **UK and the US** being the largest



Expansion in Regulated Markets

Proposed expansion in the regulated markets through **integrated product development, cGMP compliance, regulatory compliance and utilization of latest technologies**



Expansion to other developed markets

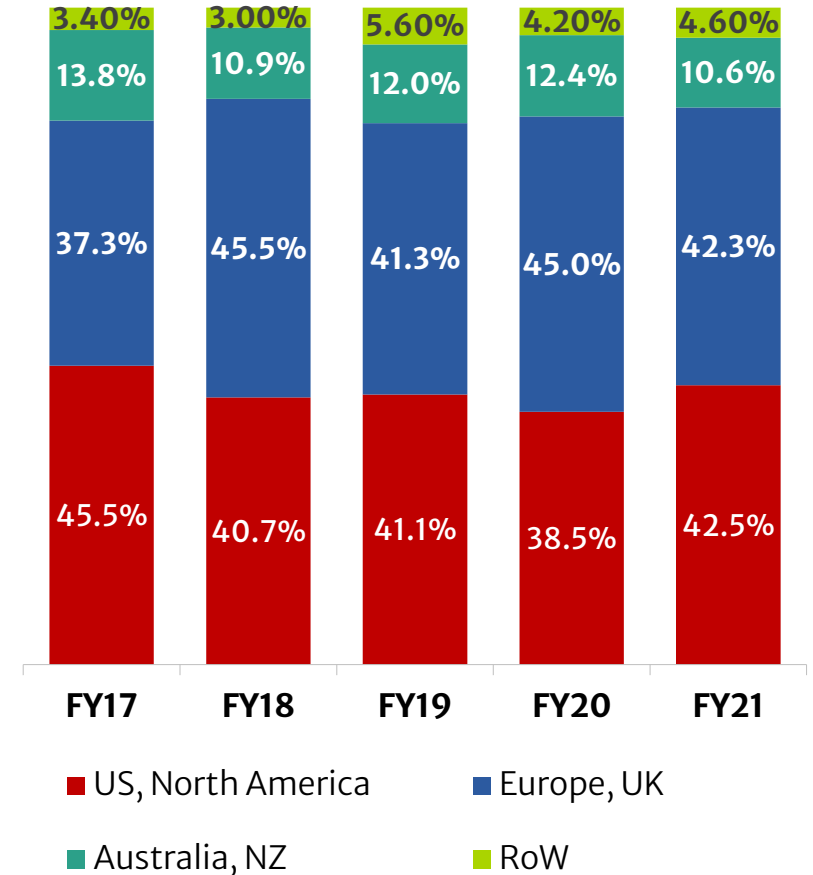
Other prominent markets include **Australia, New Zealand, Canada** and several other European countries



Revenue Contribution

Generates ~95% of its revenues from regulated markets

Revenue Mix



Differentiated model – Forward Integration



R&D

Goa, India
Navi Mumbai, India



Southport,
United Kingdom



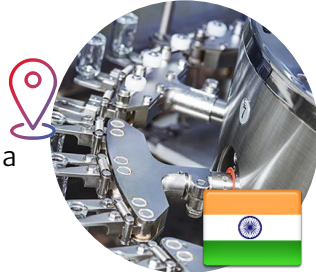
Farmingdale,
United States



Manufacturing

 Marksans Pharma Ltd.

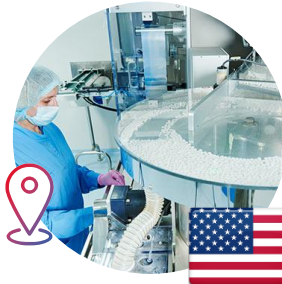
Goa, India



Southport,
United Kingdom



Farmingdale,
United States



Supply chain and distribution

Australia



United Kingdom, Europe

Bell's Healthcare

RelonChem



United States, Canada

Time-Cap Labs, Inc.



Rest of World

Exports



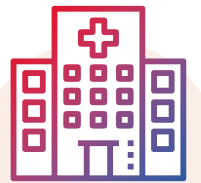
End Consumers



Pharmacy Stores











Retail Chains



Hospitals

Differentiated model – Accredited facilities across key regions

(Manufacturing Facilities)

Manufacturing Facility	Capacity	Accreditations
 <p>Goa, India</p> <ul style="list-style-type: none"> Manufactures oral solid tablets, and soft and hard gelatin capsules Ongoing expansion for adding new manufacturing lines 	<p>8 bn softgel and hard gelatin capsules and tablets per annum</p>	  
 <p>Southport, United Kingdom</p> <ul style="list-style-type: none"> Manufactures non-sterile liquids, ointments and powder sachets Supplies to UK, West Africa & Middle East 	<p>2 bn bottles per annum</p> <p>1 bn tubes per annum</p> <p>1 bn sachets per annum</p>	
 <p>Farmingdale, United States</p> <ul style="list-style-type: none"> Manufactures hard gels, tablets and capsules Spread over an area of 7000 sq. m "Made in the USA" product offering Added incremental packaging lines 	<p>6 bn tablets and hard capsules per annum</p>	

Our strategic growth drivers of the past...

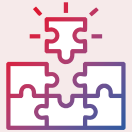
Strategy

Growth Levers



Increased presence in softgel segment

Consistently focused on the niche soft gel segment which gives higher margins



Forward Integration

Acquired front end companies which give access to local brands and large wholesalers thereby enabling easy distribution push



Calibrated manufacturing to optimize resources

Aligned manufacturing in India and regulated markets for consistent supplies to leading retailers in developed markets

...along with Accretive Acquisitions...

Successful Track Record of Integrating Acquisitions

Acquisitions



Bell's Healthcare

RelonChem




















Target Country	Australia	United Kingdom	United Kingdom	United States
Transaction Date	March 24, 2006	December 31, 2007	August 27, 2008	June 30, 2015
Sales increase from acquisition to FY21 (x)	43.9	4.3	5.7	2.9
Rationale	<ul style="list-style-type: none"> To leverage Nova's research capabilities To establish ANZ front end presence 	<ul style="list-style-type: none"> To strengthen UK market presence To enter OTC segment 	<ul style="list-style-type: none"> To establish UK front end presence 	<ul style="list-style-type: none"> To establish US front end presence

Fund Raise






	PE- UTI Ventures, Spring Hill Bioventures	FCCB	QIP	Preferential allotment- Orbimed, Promoters
Deal value	₹ 300 mn	USD 50 mn	USD 21 mn	₹ 3,720 mn
Transaction Date	Feb 2003	Nov 2005	Mar 2015	July 2021
End use	<ul style="list-style-type: none"> Startup Funding 	<ul style="list-style-type: none"> Expansion 	<ul style="list-style-type: none"> Time-Cap acquisition funding 	<ul style="list-style-type: none"> Utilise Orbimed's resources & expertise to accelerate Marksans endeavour of becoming a fully integrated global company

..And Consistent Product Launches..

RECENT KEY PRODUCT LAUNCHES

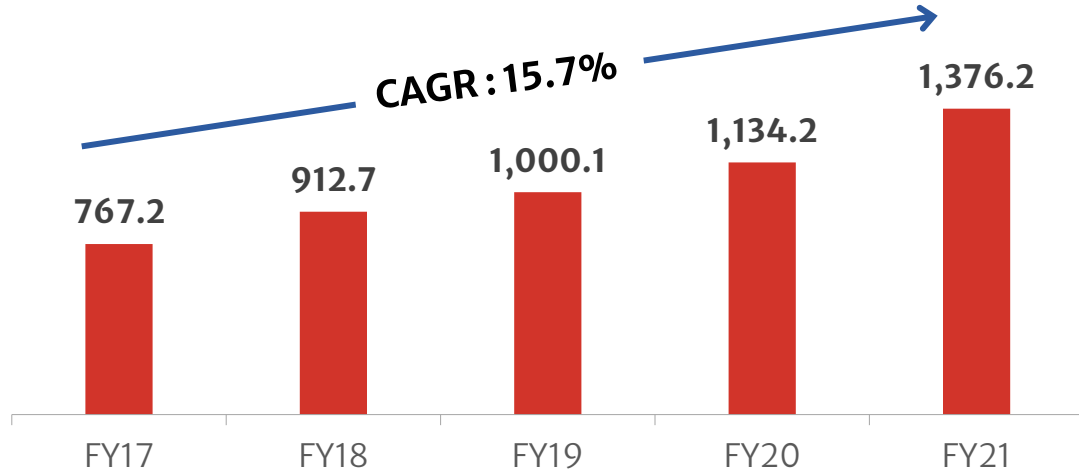
BRAND	COMPOSITION	THERAPY SEGMENT	MARKET
ZYRTEC (Q3FY22)	Cetirizine Hydrochloride – 5 MG, 10 MG	Antihistamine	USA 
IMODIUM (Q3FY22)	Loperamide– 2 MG	Gastrointestinal	UK 
PROZAC (Q3FY22)	Fluoxetine	Central Nervous System	US 
TYLENOL (Q3FY22)	Acetaminophen Extended–Release Tablets USP– 650 mg (OTC).	Pain Management	US 
METOZOLV	Metoclopramide 10MG	Gastrointestinal	UK 
CRESTOR	Rosuvastatin – 5, 10, 20, 40 MG	Cardiovascular	UK 
COZAAR	Losartan Potassium – 25, 50 & 100 MG	Cardiovascular	UK 
TAZAC, AXID	Nizatidine – 150 & 300 MG	Gastrointestinal	UK 
LYRICA	Pregabalin– 25, 50, 100, 150, 200 & 300 MG	Central Nervous System	UK 
IMURAN	Azathioprine 50 MG	Immunosuppressant	UK 
TOFRANIL	Imipramine 25 MG	Central Nervous System	UK 
LORATIDINE SGC	Claritin	Antihistamine	Australia 
RISPERDAL	Risperidone	Central Nervous System	UK 
ADVIL MINI	Ibuprofen(Min) SGC – 200mg	Pain Management	UK  USA 
PANADOL RAPID	Paracetamol (Rapid) 650mg	Pain Management	Australia 
MUCINEX	Mucinex Fast / Sinus Max	Cough & Cold	USA 

...have led to Marksans of Today..

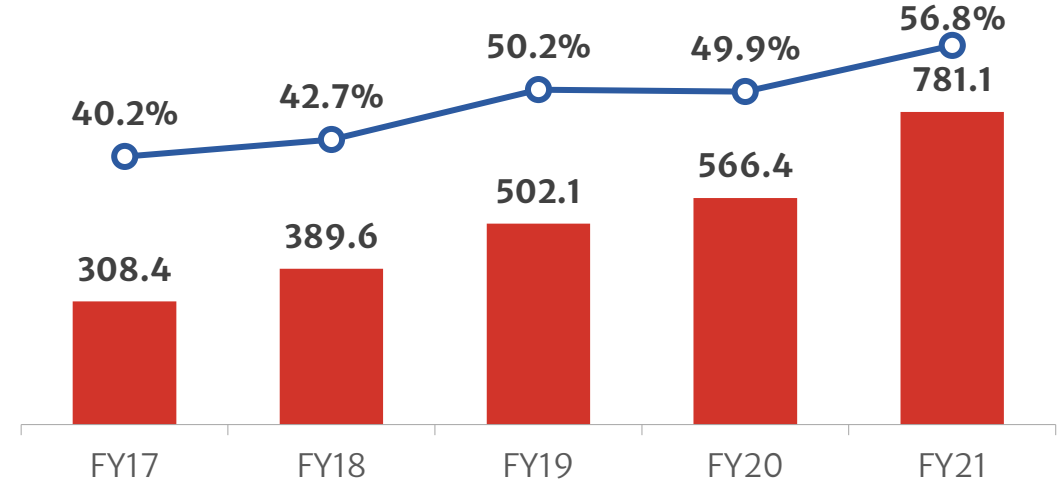
	FY17	FY21
 Business: Regulated Markets Focus	Regulated markets: ₹ 741.6 crs Emerging markets: ₹ 32.9 crs	Regulated markets: ₹ 1313.8 crs Emerging markets: ₹ 62.3 crs
 Products	100+	~300
 Manufacturing Facilities	Goa: 6 billion capsules and tablets p.a. UK: 13.6 million bottles p.a. 7.8 million tubes p.a. 5.75 million units p.a. USA: 5 billion tablets & capsules p.a.	Goa: 8 billion capsules and tablets p.a. UK: 2 billion bottles p.a. 1 billion tubes p.a. 1 billion sachets p.a. USA: 6 billion tablets & capsules p.a.
 R&D	1- Goa R&D to sales: 0.6%	1 - Goa 2- Navi Mumbai R&D to sales: 1.4%
 Financials	Revenue: ₹ 767.2 cr. EBITDA: ₹ 44.7 cr. EBITDA %: 5.8% PAT: ₹ 11.3 Cr.	Revenue: ₹ 1376.2 cr. EBITDA: ₹ 339.6 cr. EBITDA%: 17.2% PAT: ₹ 238.5 cr.

...with consistent financial performance over the years...

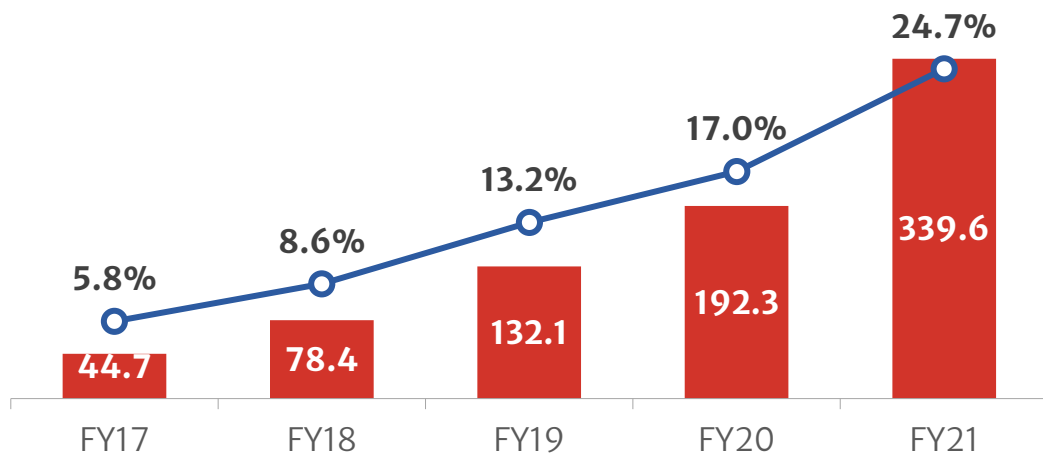
Operating Revenue (₹ cr.)



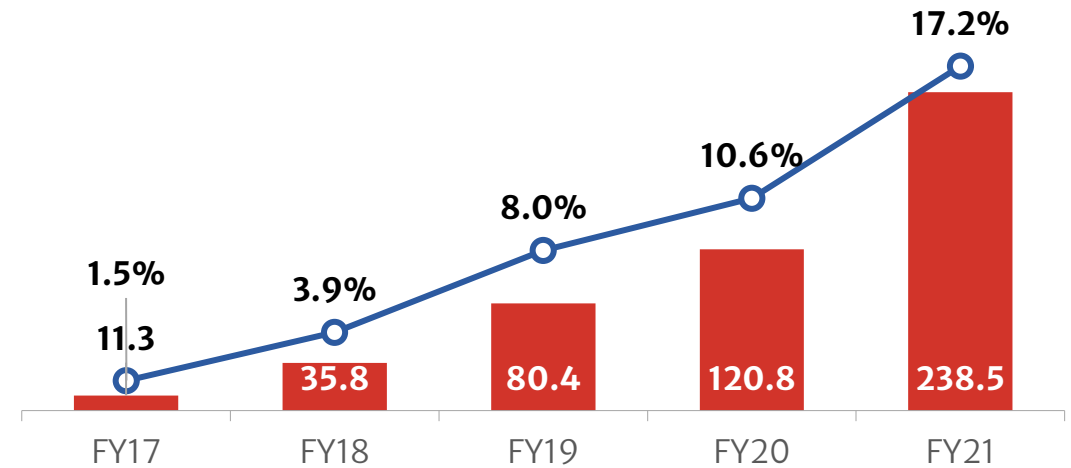
Gross Profit (₹ cr.) & Gross Profit Margin (%)



EBITDA (₹ cr.) & EBITDA Margin

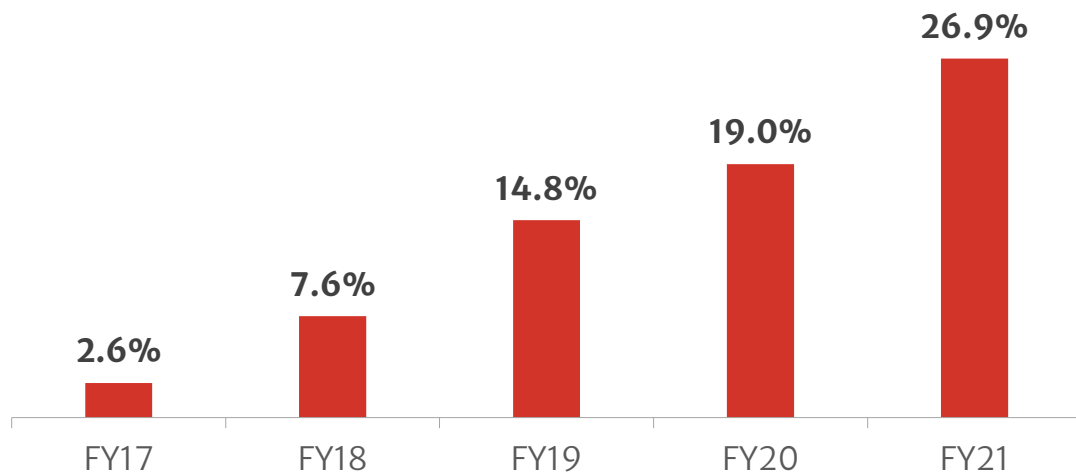


PAT (₹ cr.) & PAT Margin

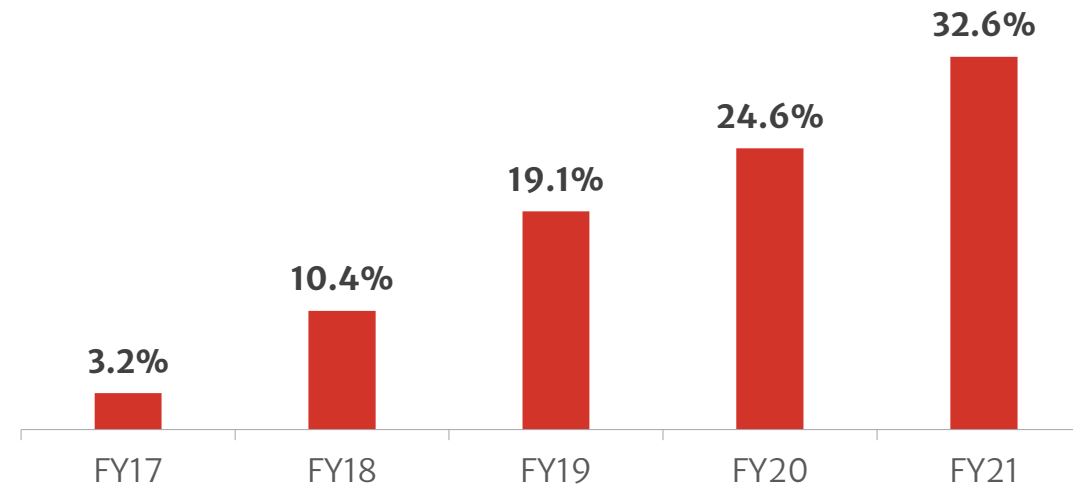


...with consistent financial performance over the years (cont'd)...

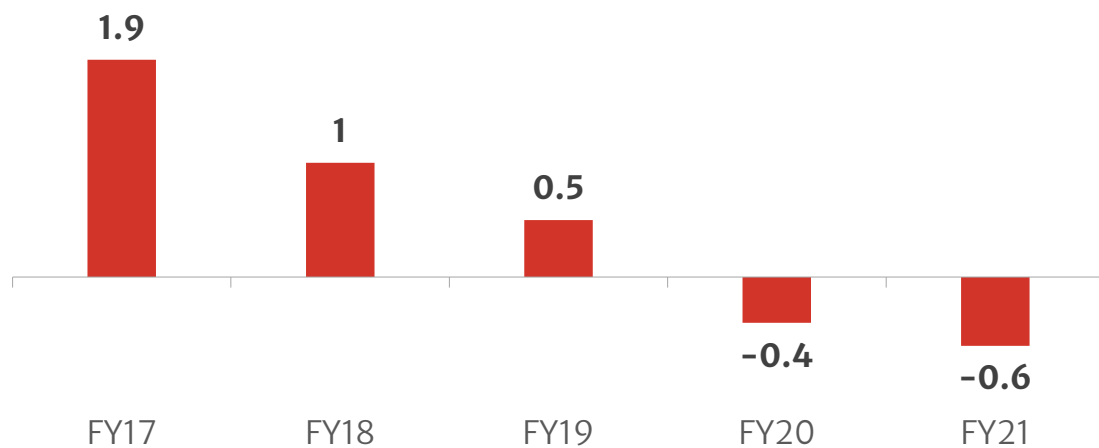
ROE



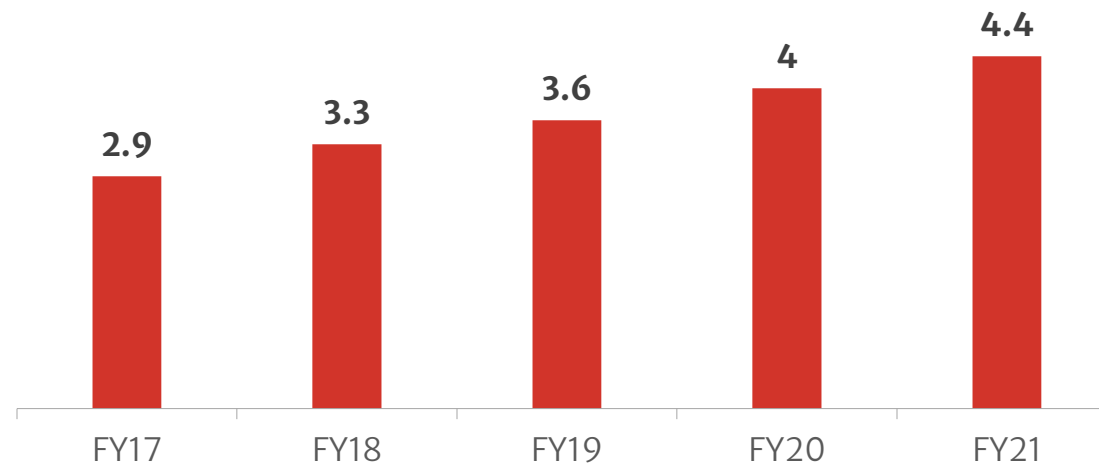
ROCE (%)



Net Debt to EBITDA (x)

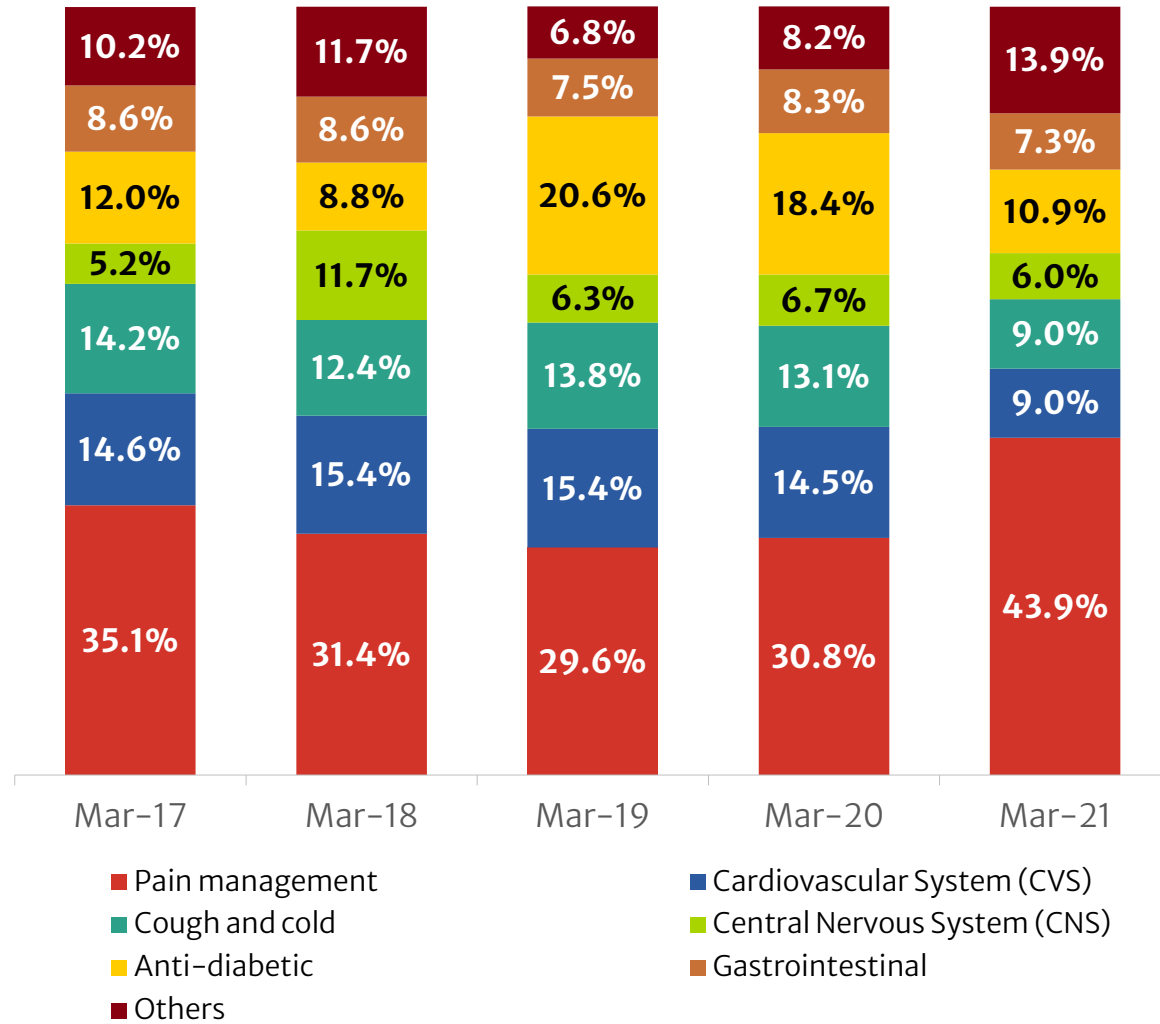


Fixed Asset Turnover Ratio (x)*

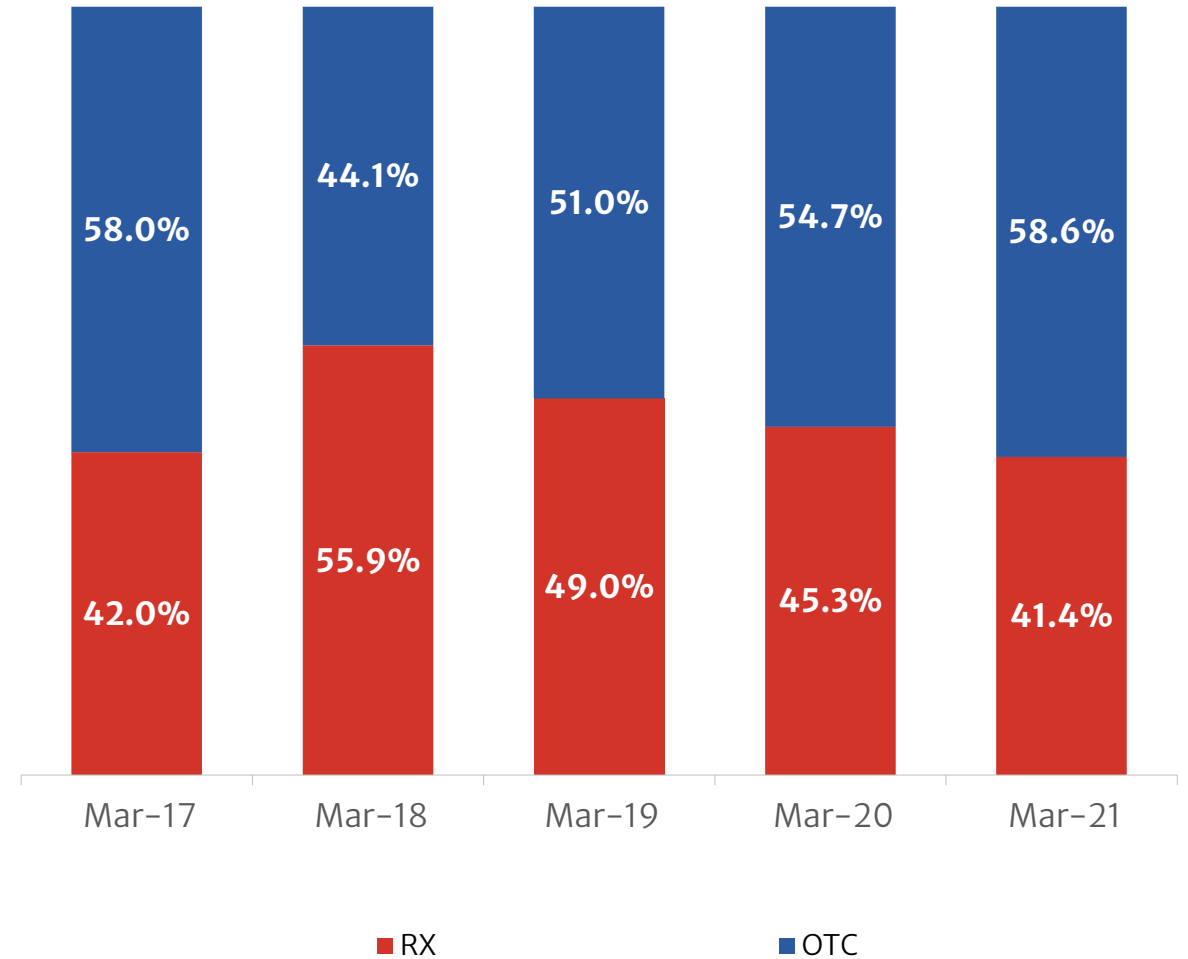


..and Presence in Diverse Segments

Therapeutic Segment-Wise YoY



Segment Revenue YoY



Geography wise performance – US Business

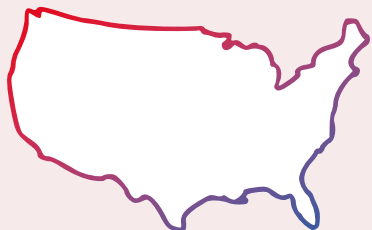
Company Presence

- In June 2015, **Marksans acquired Time-Cap Labs** which enabled Marksans to establish proprietary marketing presence in US.
- Among the Top 20 Indian pharma companies in USA with a business franchise of USD 100 million
- **50+ products** in various therapy area segments.
- Major focus on pain management with 30+ products
- **Strong distribution channel** marketing for both OTC and Rx products.

Overview of the market

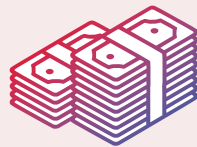
- The US holds over 30–40% of the global pharmaceutical market. Nominal spend on medicine is expected to grow at projected **CAGR of 8% to reach USD 685 billion by 2023**, due to ageing population, greater focus on speciality diseases and biologics innovation.*
- Marksans' differentiated product offering of Softgel Capsules alone has market potential of USD 9 billion in US**

United States (9MFY22)



463.5

(₹ Cr.)
Total Revenue



2.9%

Y-o-Y Growth



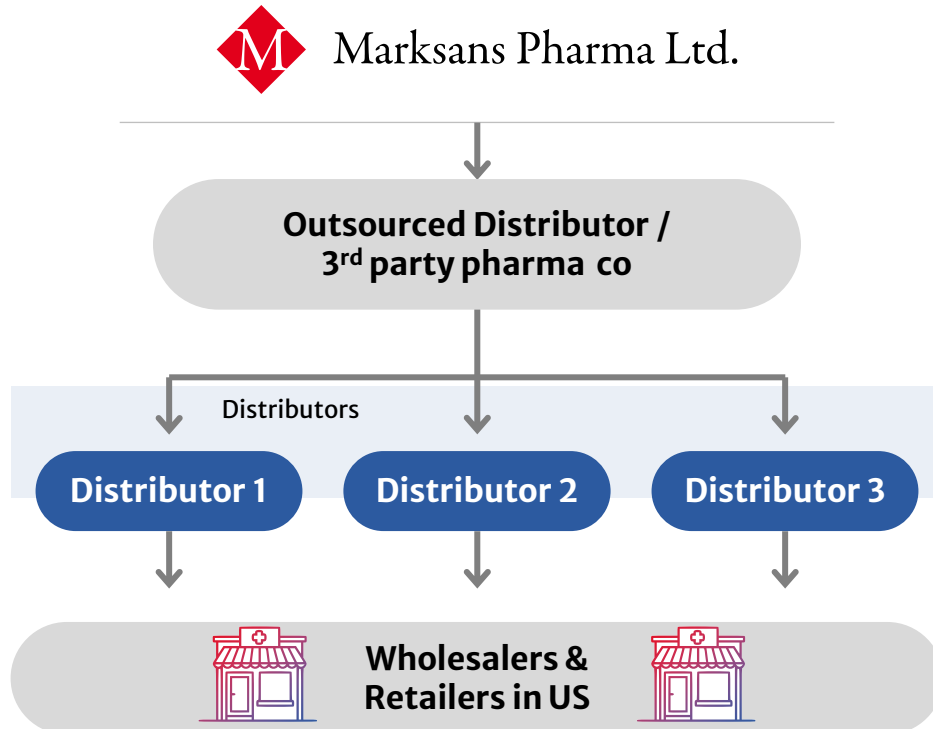
43.2%

**Contribution
to Total Revenues**



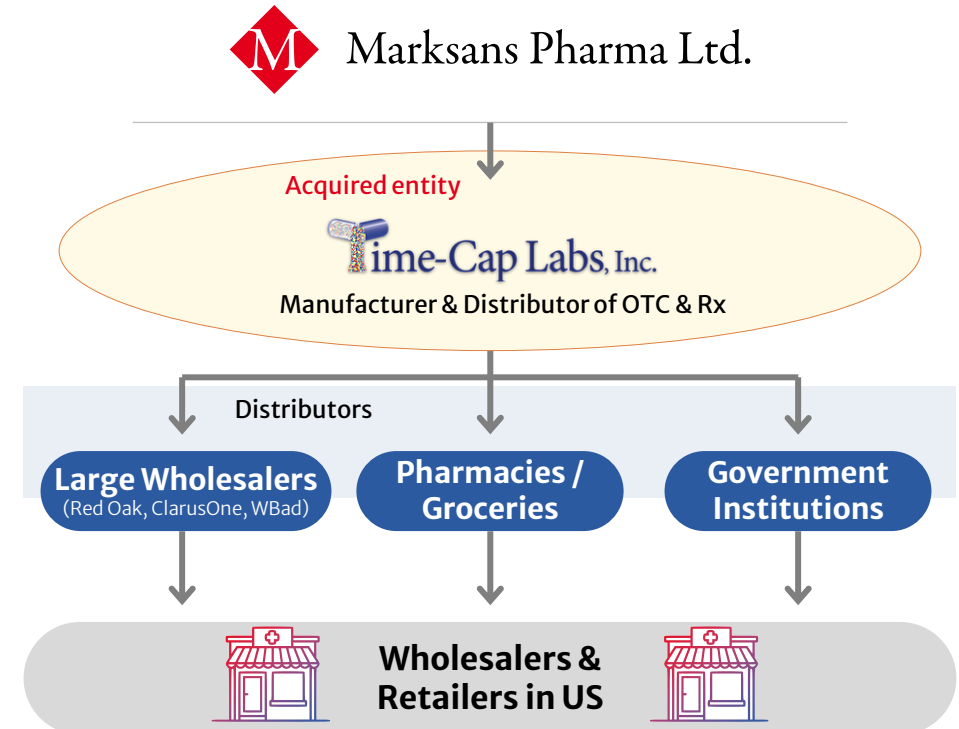
USA- Unique Advantage of Own Manufacturing and Marketing

Old Business Positioning



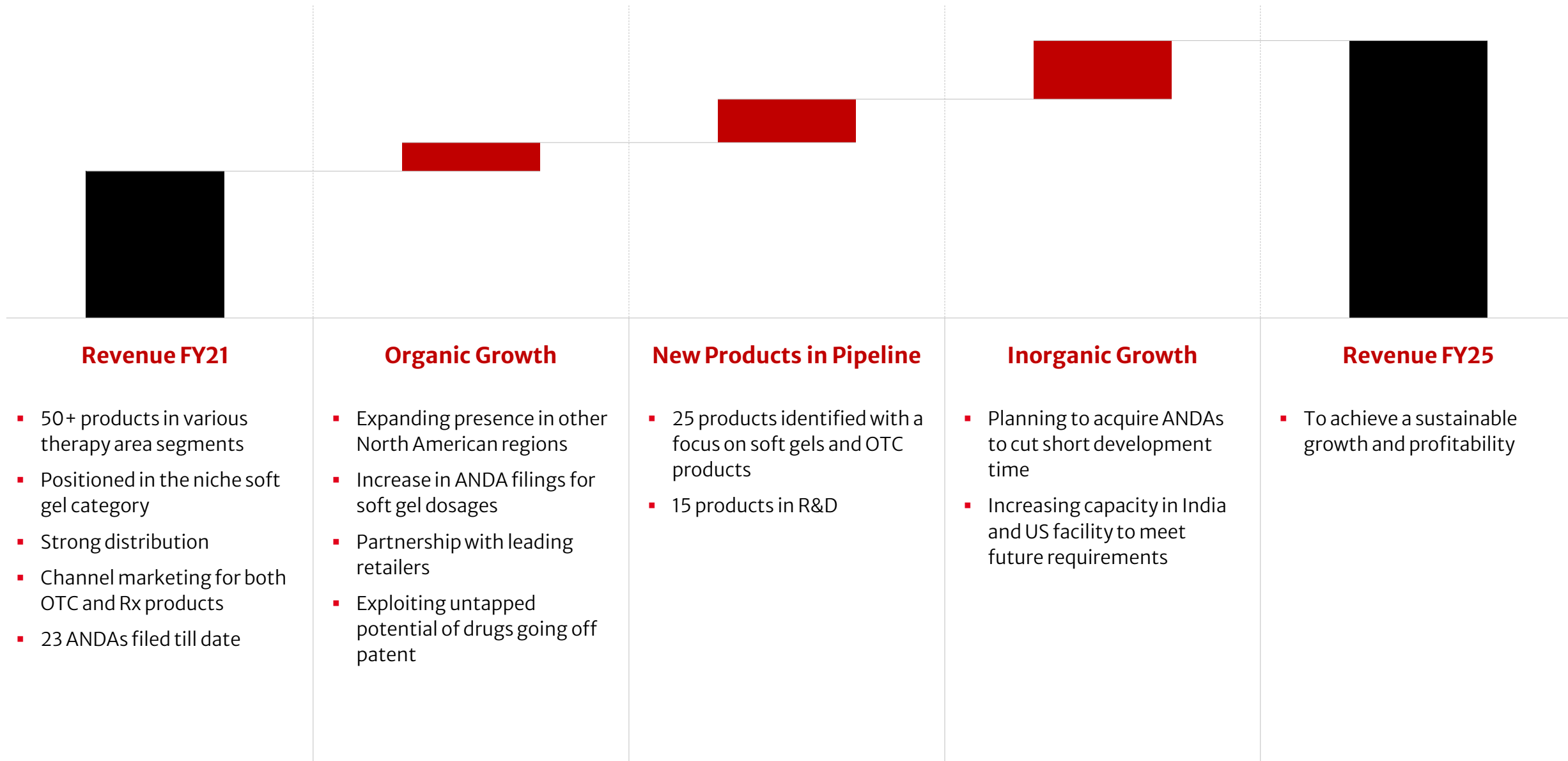
- Presence of distributor in the value chain eats away the margins given Marksans doesn't have its own front presence
- Can't control the relationships of sole distributor with other distributors, which can greatly affect the product reach in wholesale & retail chains in U.S.

New Business Positioning



- Own presence in the form of acquired entity gives the required front-end presence in the U.S. markets
- Marksans can also send its own bulk products, where TCL can repackage and place the products in the U.S. markets
- Full control of the distributors and end-point wholesalers & retailers

Growth levers for the future – US business



Geography wise performance – UK Business

Company Presence

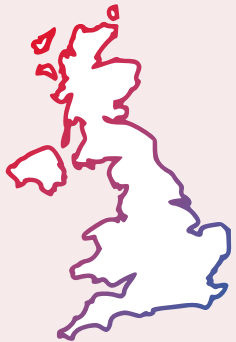
- **One of the top 5 Indian pharma companies** in the UK.
- Relonchem and Bell have **partnered with leading UK retailers** including Tesco, ASDA, Morrisons, Boots for a strong distribution footprint.
- Bell has a strong OTC portfolio with **450+ OTC/SKU products**
- Relonchem's portfolio comprises 162 MA's.

Overview of the market

- The UK pharmaceutical market is estimated to grow by a CAGR of 3.6% **to ~USD 34.0 billion by 2023**, driven primarily by a universal coverage, growing disease burden and ease of healthcare access.*

United Kingdom

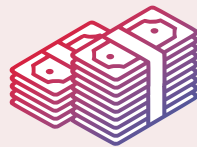
(9MFY22)



454.1

(₹ Cr.)

Total Revenue



2.6%

Y-o-Y Growth






42.3%

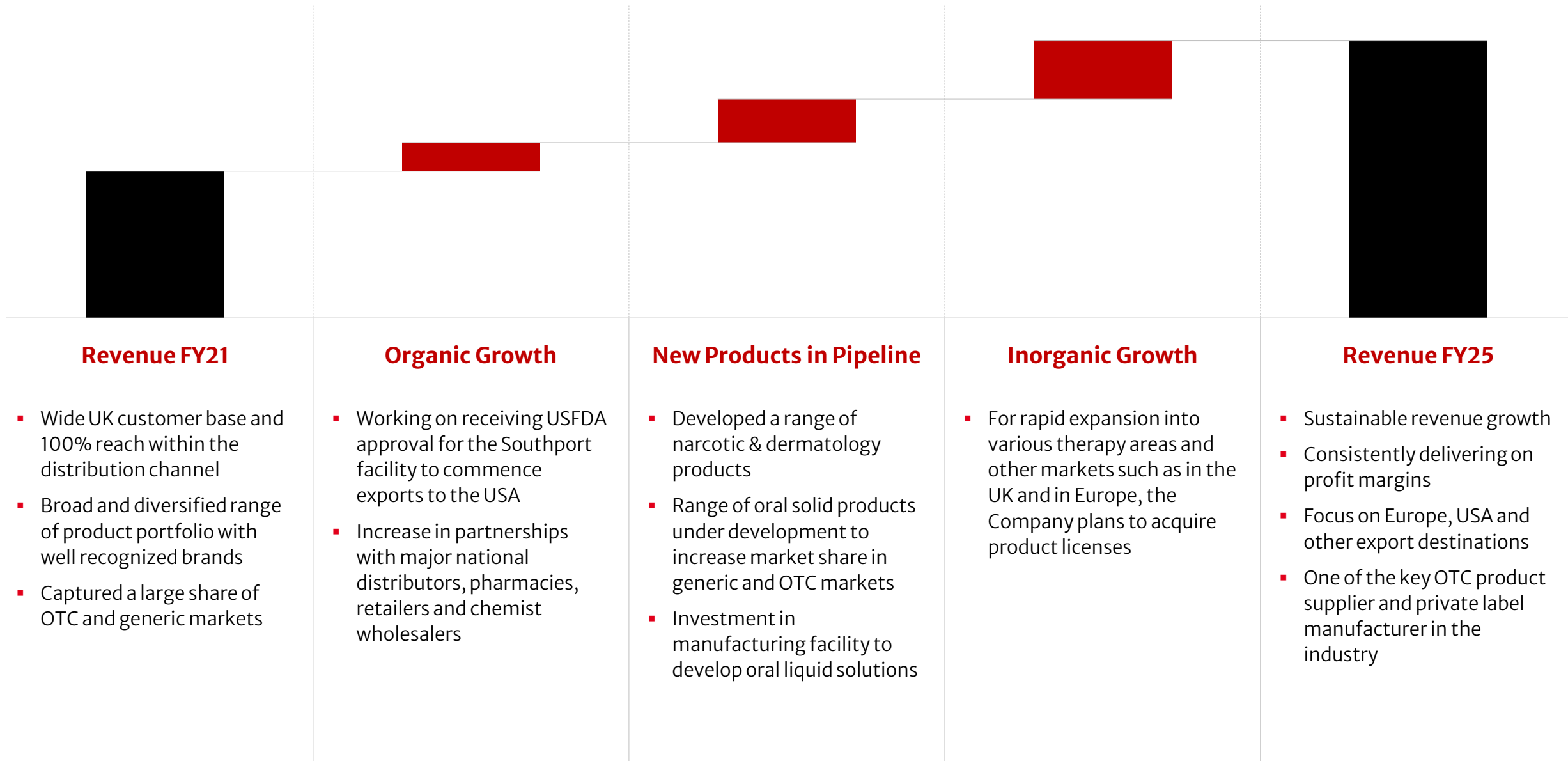
**Contribution
to Total Revenues**



UK- OTC Positioning gives Marksans the Right to Win

	Trends in the category	Marksans Presence
 <p>Geography</p>	<ul style="list-style-type: none"> ▪ The UK is one of the largest Rx-to-OTC switch markets in EU ▪ Large number of registered remedies sold outside pharmacies ▪ FMCG oriented OTC market 	<p>Strong OTC presence in Europe, with a subsidiary in UK</p>
 <p>Therapy Areas</p>	<ul style="list-style-type: none"> ▪ The largest segments within the OTC market are pain relief and cough/cold/sore throat 	<p>The UK subsidiary product portfolio cater to the prime segments within the OTC market. Bells Healthcare has numerous products within the Cough and cold and analgesics segment</p>
 <p>Dosage Forms</p>	<ul style="list-style-type: none"> ▪ Consumers rated softgel capsules (SGC) as a highly desirable form and this industry has limited competition globally ▪ 82% rated softgels as fast acting and effective, and 89% found them easy to digest 	<p>Marksans enjoys a strong expertise in SGC manufacturing in both prescriptions as well as OTC</p>

Growth levers for the future – UK business



Australia Region Business

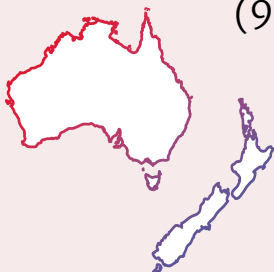
Company Presence

- Marksans carries out business operations in Australia and New Zealand through its **subsidiary Nova Pharmaceuticals**.
- Nova is one of the **leading branded and private label and suppliers** in Australia
- **Tie-ups with topmost retailers & pharmacies** in Australia, like Woolworths Ltd., Coles Mayer Ltd., Aldis, Metcash and Fauldings.
- Presence in **key therapeutic areas**

Overview of the market

- Australia and New Zealand will continue to remain focus markets for the Company
- Increased MA filings planned in next 2 years
- Australia's pharmaceutical market is set to rise to **USD 28.8 billion by 2026** registering a CAGR of 2.1%*

Australia & New Zealand (9MFY22)



108.7

(₹ Cr.)
Total Revenue



4.3%

Y-o-Y Growth



10.1%

**Contribution
to Total Revenues**



Rest of the World

Company Presence

- ROW includes markets of South East Asia, MENA, Russian Federation & Africa
- Presence in emerging markets such as South East Asia, MENA, LATAM, CIS and Africa
- In these countries, specific countries like Iraq, Ukraine and South East Asia are targeted
- In process of launching new products and obtaining product registration for over 100 products in emerging markets.

Overview of the market

- Spending in emerging markets is expected to grow at ~5% CAGR to reach USD 475 billion by 2024*

Rest of the World (9MFY22)



46.5

(₹ Cr.)
Total Revenue



(5.0)%

Y-o-Y Growth



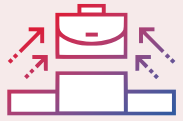
4.3%

**Contribution
to Total Revenues**



Our Future Growth Strategy...

Strategy



Expansion

Expansion of current product portfolio in regulated market

The company generates **~95% of its revenue from regulated markets** and expects to further expand in these markets through continued push of existing products and new launches in regulated and other related geographies



Product Launch

New product development and launch

Will continue to add new 4-6 new products in UK, USA every year which are **expected to drive revenue growth to Rs 2,000 crores and beyond in the next few years**



Inorganic Expansion

Inorganic expansion to enhance manufacturing capabilities, product portfolio, newer markets

The company has **plans to acquire manufacturing assets** in India as well as **marketing licenses** in Europe and USA and emerging markets to expand business operations in global markets



Backward Integration

Backward integration into API manufacturing

Plans to backward integrate into API manufacturing (for captive consumption thereby having presence in the entire value chain)

... guided by well rounded Board with Global Expertise...



Mark Saldanha

Founder, Chairman & Managing Director

- Science Graduate
- 30+ years experience in the marketing, production and finance functions
- Ex- Whole Time Director, Glenmark Pharmaceuticals Ltd.



Sandra Saldanha

Promoter, Whole-Time Director

- MA in Arts (Sociology)
- Experience in Human Resource Management, Business Development, Projects and Supply Chain Management



Varddhan Jain

Whole-Time Director

- M. Pharm (Pharmaceuticals)
- 27 years experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF manufacturing
- Successfully handled several regulatory inspections including USFDA, MHRA, PMDA Japan and WHO
- Created sound Internal processes for regulatory clearance



Seetharama Raju Buddharaju

Independent Director

- B.Sc., PGDBM, PGDMSM
- 36 years of experience in Sales Management, Marketing and Business Administration
- Ex- Parke-Davis, Pfizer

... guided by well rounded Board with Global Expertise...



Abhinna Sundar Mohanty
Independent Director

- M.Sc., Mathematics
- 39 years experience in sales, marketing, business development and business strategy
- Ex-Alembic Pharma



Digant Mahesh Parikh
Independent Director

- MBA, Finance
- 26 years experience in Corporate Finance, Strategic Planning and Business Set-up & Scale up.



Dr. Meena Rani Surana
Independent Director

- B. Pharm., Ph.D in Pharmaceutics –Indian Institute of Technology, BHU, Varanasi, India, Post Doctoral Fellowship in Pharmaceutics– University of Minnesota, USA
- 28 years experience in pharmaceutical regulatory affairs, quality assurance, formulation and pre-formulation



Dr. Sunny Sharma
Non-Executive Director

- MBA, MBBS.
- Senior Managing Director, OrbiMed Asia
- Ex-Investor Growth Capital (IGC), Easton Capital

... and driven by Experienced Leadership Team



Mark Saldanha

Founder, Chairman & Managing Director

- Science Graduate
- 30+ years experience in the marketing, production and finance functions



Varddhman Jain

Whole-Time Director

- M. Pharm (Pharmaceuticals)
- 27 years experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF manufacturing



Sathish Kumar

MD – Marksans Pharma UK Ltd.

- M. Pharm (Pharmaceuticals)
- 20+ years experience in Production, Formulation development, Regulatory, Technical and Business Development.



Anjani Kumar

COO – Global Operations and USA

- B.Pharm (Pharmaceuticals)
- 38+ years experience in all aspects of pharma management
- Ex-Wockhardt, Cipla, Lupin



David Mohammed

MD- Pharmaceuticals Australasia Pty Ltd

- 20+ years experience in pharma innovation, operations, distribution
- Ex-MD Australasia and Africa, Valeant Pharmaceuticals

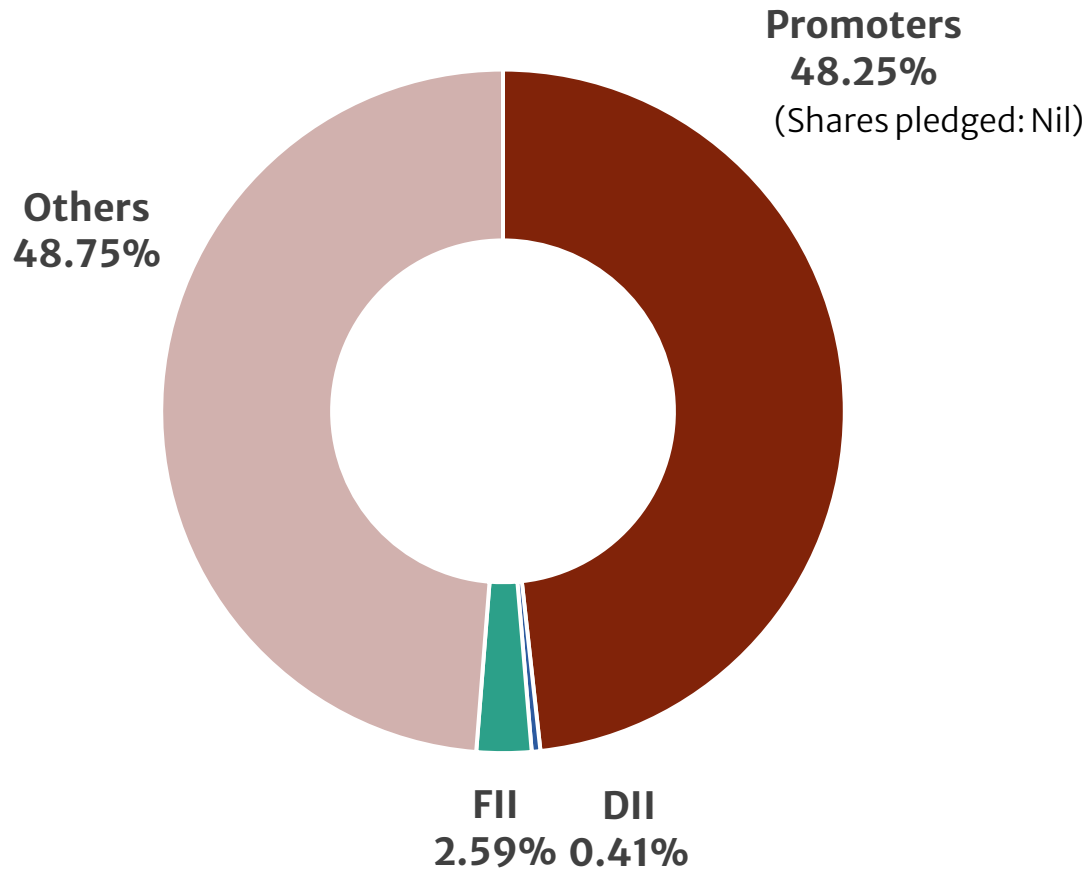


Jitendra M Sharma

Chief Financial Officer

- CA, CWA
- 28 years expertise in treasury, forex management, costing, fund raising and internal control systems.

Shareholder Information



Share Information (as on Dec 31, 2021)

NSE Ticker	MARKSANS
BSE Ticker	524404
Market Cap (₹ Cr)	2,457.9
% free-float	51.8%
Free-float market cap (₹ Cr)	1,273.1
Shares Outstanding	40,93,13,698
3M ADTV (Shares)*	18,81,425
3M ADTV (₹ cr)*	11.9
Industry	Pharmaceuticals

*Source: BSE, NSE

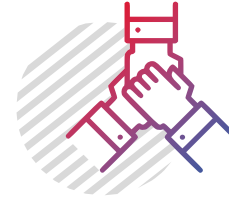
ESG Philosophy

Environmental



- **Efficient use of resources** to minimize the waste generation.
- Priority to **energy conservation measures** including regular review of energy generation and consumption and **effective control on utilization of energy.**
- Committed to **protect environment and ecological balance** also maintaining quality of soil, air and water.

Social



- Company is actively contributing to the **social and economic development** and build a better sustainable way of life for weaker sections of society.
- **Ensures social and economic dignity and freedom** regardless of nationality, gender, race, economic status or religion to all its talents at all level.
- Committed **to improving the quality of life of the local community** and society at large.

Governance



- Committed to good corporate governance to **achieve long term corporate goals** and **to enhance shareholders value.**
- **Highly competent** and diverse board of directors
- **Highest degree of transparency, responsibility** and delegation in all facets.
- **Internal Control & Policy** for managing conflict of interest and code of conduct.

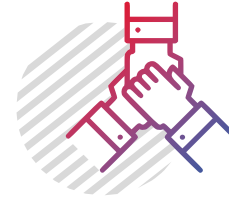
ESG Philosophy

Environmental



- Procured 2.9 million units of renewable energy in FY21
- ₹ 1.1 cr. spent on energy saving equipment in FY21
- Installed energy efficient motors
- Installed energy saving lamps

Social



- Organized certified courses for enhancing employees' management and technical skills
- Distributed free food to lockdown affected underprivileged
- Antibody testing for migrant workers
- Provided essential supplies to frontline health workers

Governance



- Committed to good corporate governance to **achieve long term corporate goals** and **to enhance shareholders value**
- **Highly competent & diverse Board**
- **Internal Control & Policy** for managing conflict of interest and code of conduct
- CSR policy in place
- Exceeded requirement of 2% of past 3 years average net profit on CSR in FY21



Marksans Pharma Ltd.

For more information please contact: Investor Relations Team

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(CFO)

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