



# MOREPEN



**August 12, 2024**

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 (Q1'FY25) August, 2024**

Dear Sir/Ma'am,

Please find enclosed the **Investors Presentation (Q1'FY25) August, 2024**, based on the financial performance of the company for the quarter ended 30<sup>th</sup> June 2024.

Kindly take it on your record.

Thanking you.

Yours faithfully,

**For Morepen Laboratories Limited**

**Vipul Kumar Srivastava**  
**Company Secretary**

**Encl.: a/a.**

**Morepen Laboratories Limited**

CIN NO. L24231 HP1984PLC006028


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*Leading Player in*  
**Medical Devices and APIs**

MOREPEN LABORATORIES LIMITED



**Dr. Morepen<sup>®</sup>**  
**Q1'FY25**  
INVESTOR PRESENTATION - AUG 2024

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## Core Values

# EXCELLENCE

1

**Passion**

2

**Action**

3

**Innovation**



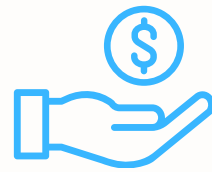
## INDEX

- 1 Corporate Action**
- 2 Consolidated View**
- 3 Business Segments**
- 4 Financial Overview**

1

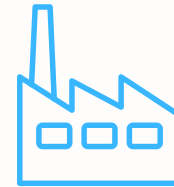
## Corporate Action

**Capital Event:** QIP was oversubscribed by 1.68 times, successfully completed on Aug 5, 2024



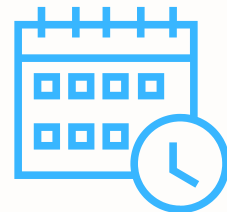
**Rs.200 crore**

*QIP successfully completed  
with shares listed*



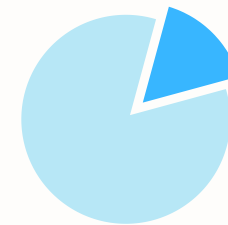
**Capex & WC**

*Funds for growth in Medical  
Devices and API Business*



**18-24 months**

*Capacity enhancements to be  
completed*



**6.71% Dilution**

*36.785 million new shares issued to  
Institutional Investors*

**10.6%**

*Institutional holding, up from  
4.19% before QIP*

### Eminent Global Investors:

- *Bank of America Securities Europe (BOFA)*
- *Samsung India Securities*
- *Citigroup, Mauritius/ODI*
- *Societe Generale ODI*
- *Nomura Singapore*
- *BNP Paribas*
- *Morgan Stanley Singapore*
- *Eminence Global Fund*

### Book Running Lead Manager:



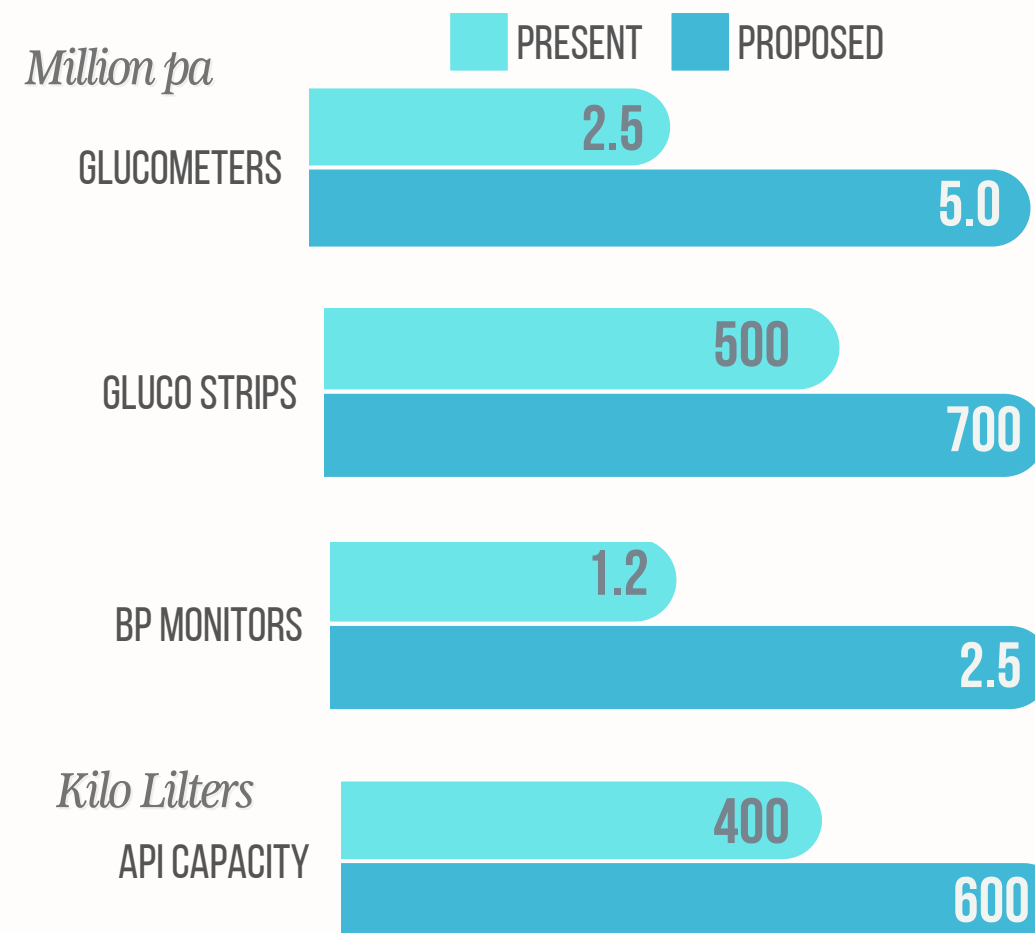
# 1

## Corporate Action

### Impact of the Fundraise:

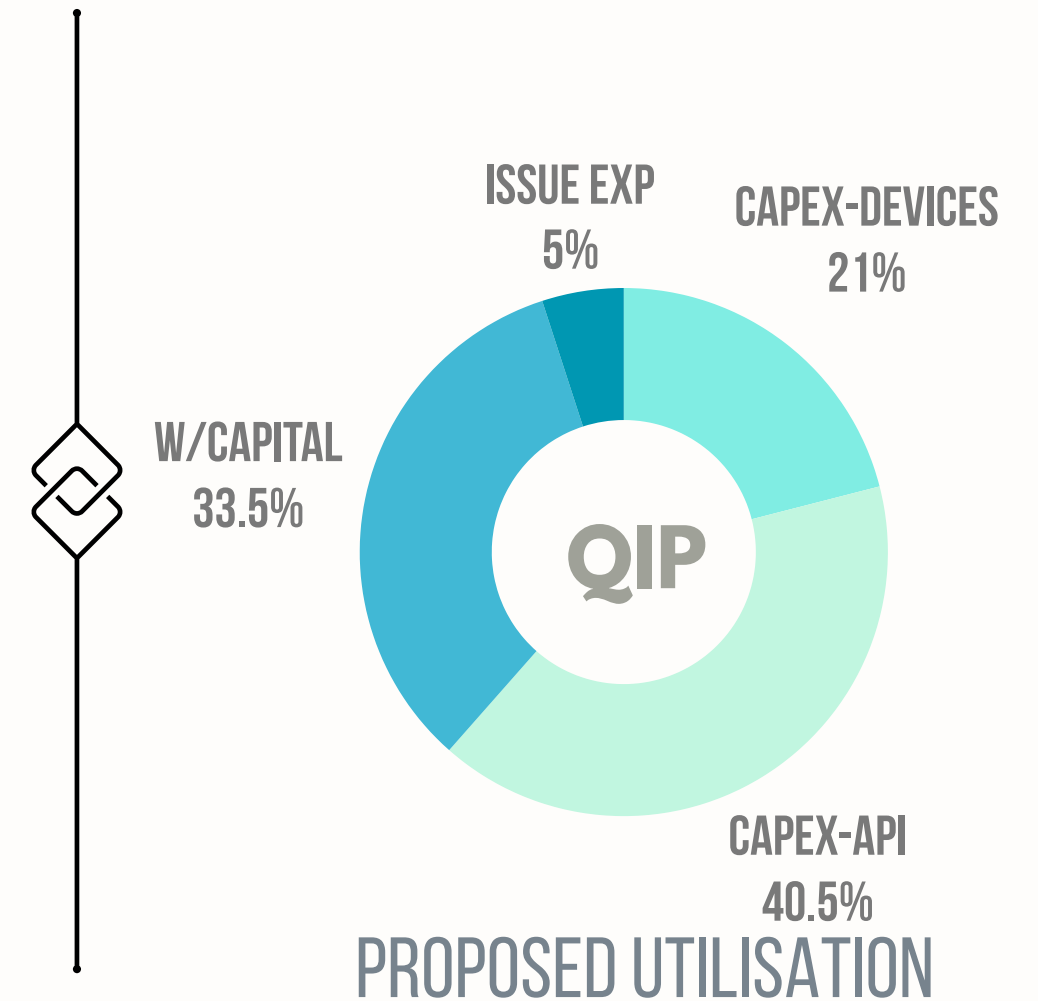
### Objectives of the Issue:

- The fundraise specifically aims to advance the rapid growth of the business
- Primary focus is to increase the capacity of Glucometers from the current 2.5 million meters pa to 5.0 million meters pa, with full backward integration including SMT machines at Baddi
- Annual Strip manufacturing capacity to be increased from 500 million strips 700 million strips
- Annual BP Monitor manufacturing capacity to go up from 1.2 to 2.5 million meters pa
- API capacity to be increased from 400 KL to 600 KL to support new product launches



# 61.5%

of the QIP fundraise is allocated to building additional capacities



# 1

## Corporate Action

### Impact of the Fundraise:

#### Strategic Goals & Objectives:

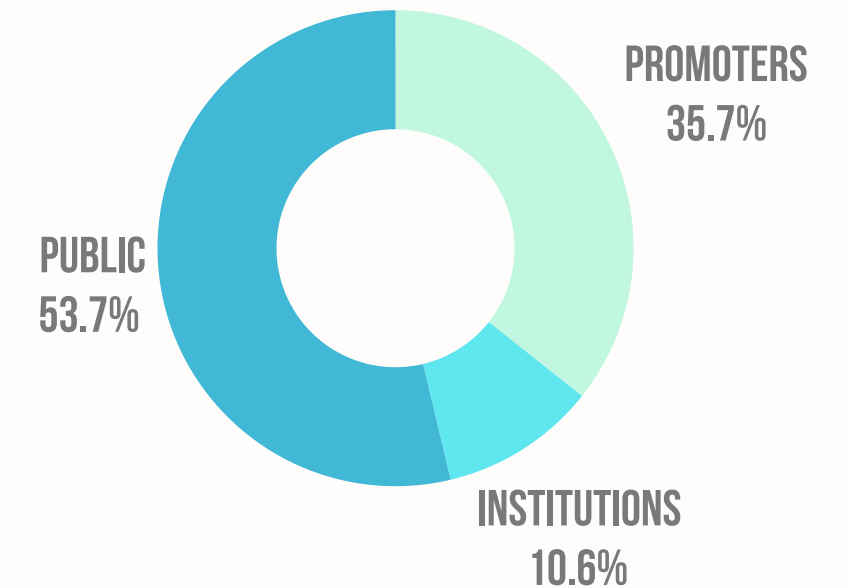
- With this fundraise, the company can clearly focus on the two growth engines - Pharma & Devices
- Reposition the company on the path of growth in select categories with an end-to-end supply chain from manufacturing to marketing
- Increased focus on research and backward integration, leading to innovation and cost reduction
- Position the company as a reliable partner for global outsourcing for both Devices and API in "China+1" model.
- Create a strategic brand positioning of the company in as Consumer Health brand

#### Expected Financial Impact:

- The new capacities and additional working capital will help the company achieve revenue growth targets of 15-20% pa
- Focus on investing in new products, markets, and customers will generate new selling avenues globally
- Investment in backward integration will help increase efficiencies and improve EBITDA margins by 3-4%
- Increased customer base for Glucometers installed prompts increased strip sales, which help improve profitability
- Increased distribution and reach in India
- Improved ROIs and ROCE over long term

# 3-4%

*Expected increase in EBITDA with additional investments*



### SHAREHOLDING PATTERN

*(Post QIP Allotment)*



# INDEX

2

Consolidated View



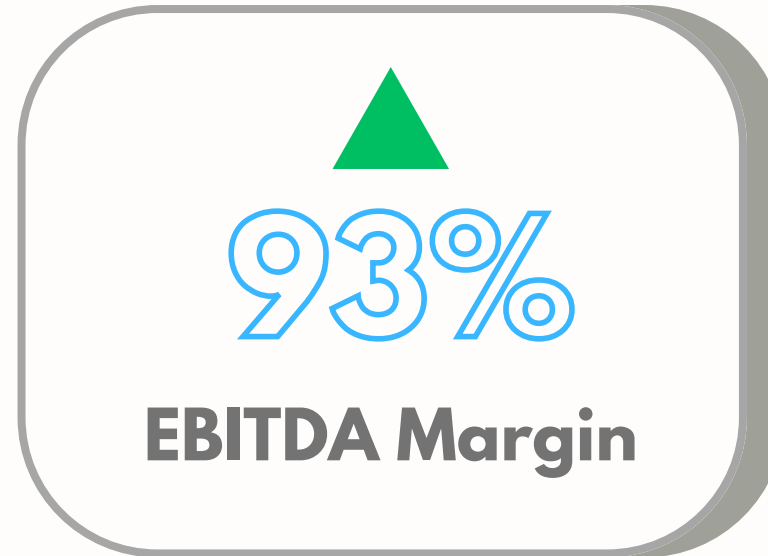
*Outstanding Performance*

**Medical Devices and APIs**

# 2

## Consolidated

### Quarterly Highlights: Outstanding Performance in Q1'FY25



# Rs. 2.30

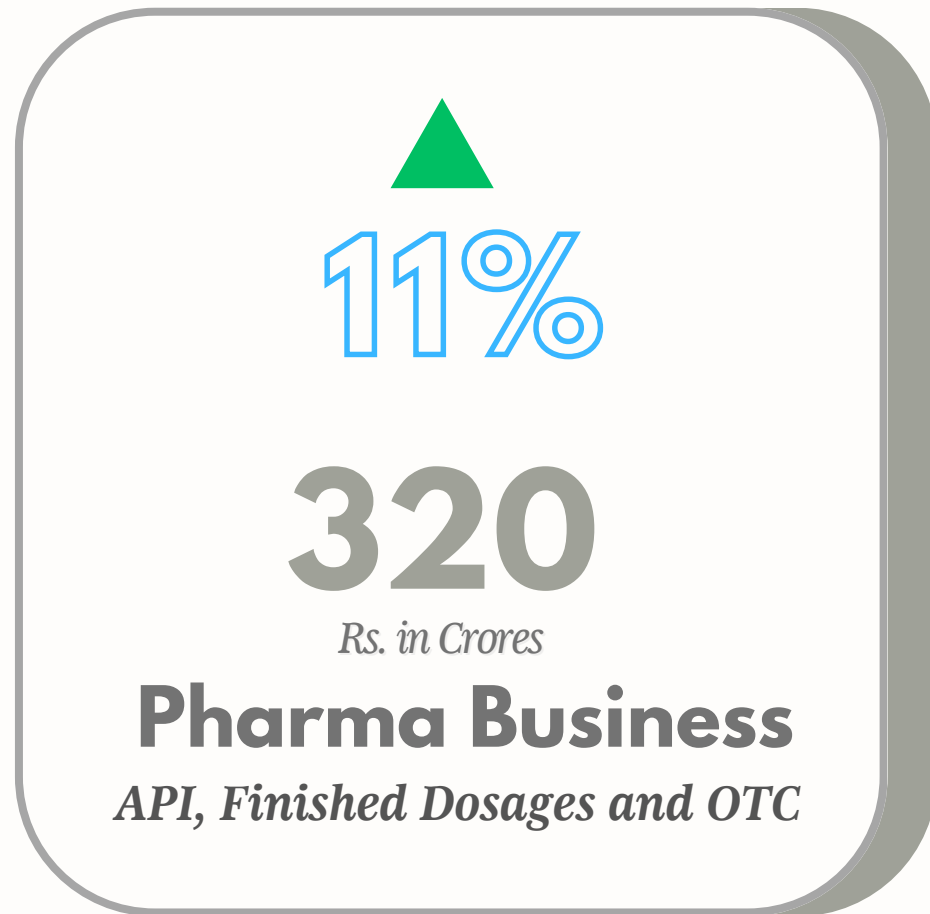
Earnings Per Share (EPS) for the Trailing Twelve Months (TTM)

- Gross revenue up 13.7% from Rs 403.46 in Q1'FY24 to Rs.458.64 cr in Q1'FY25
- Gross margin contributions jumped 26% with increased revenue. Current quarter EBITDA increased 93% to Rs. 55.05 cr, compared to the same quarter last year
- Profit before tax rose to Rs. 48.17 cr this quarter, up 135% from Q1'FY24
- Profit after tax rose to Rs. 36.17 cr, marking a 147% increase
- Trailing twelve months (TTM) ending 30th June '24 show EPS at Rs. 2.30, up from Rs. 1.88 at the end of FY24, reflecting significant growth

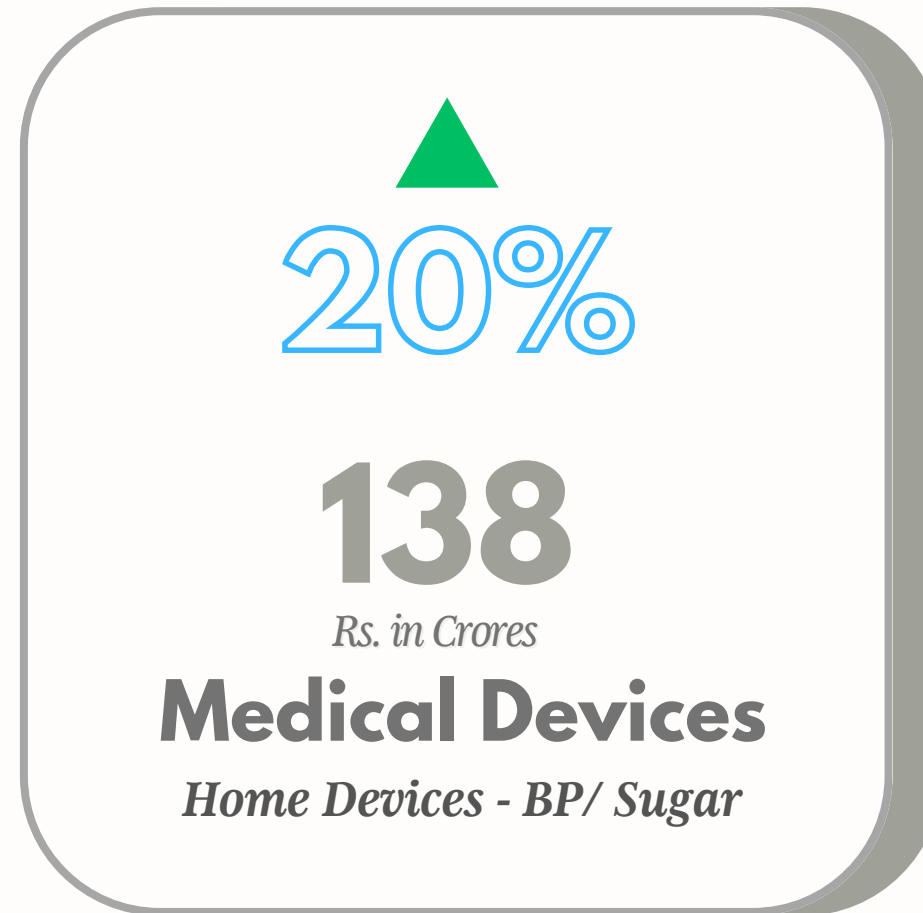
2

**Consolidated**

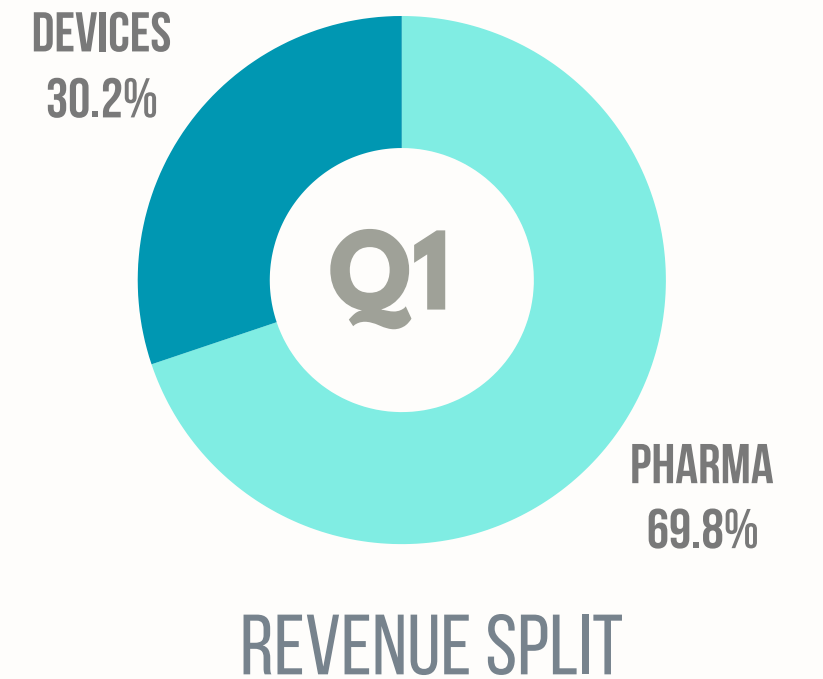
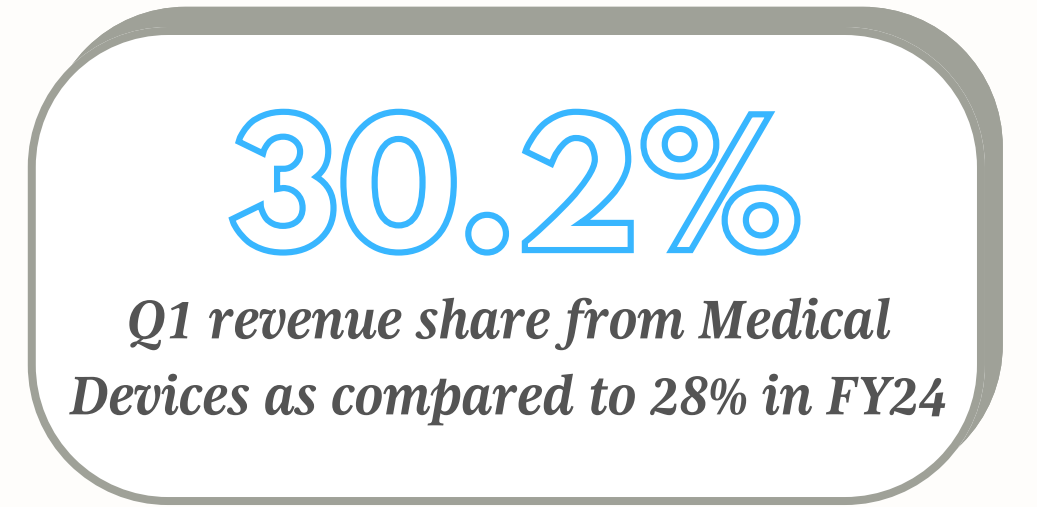
**Business Segments:** Consolidated Revenue of Rs. 458.64 cr, up 13.68%



**MOREPEN**



 **Dr. Morepen®**



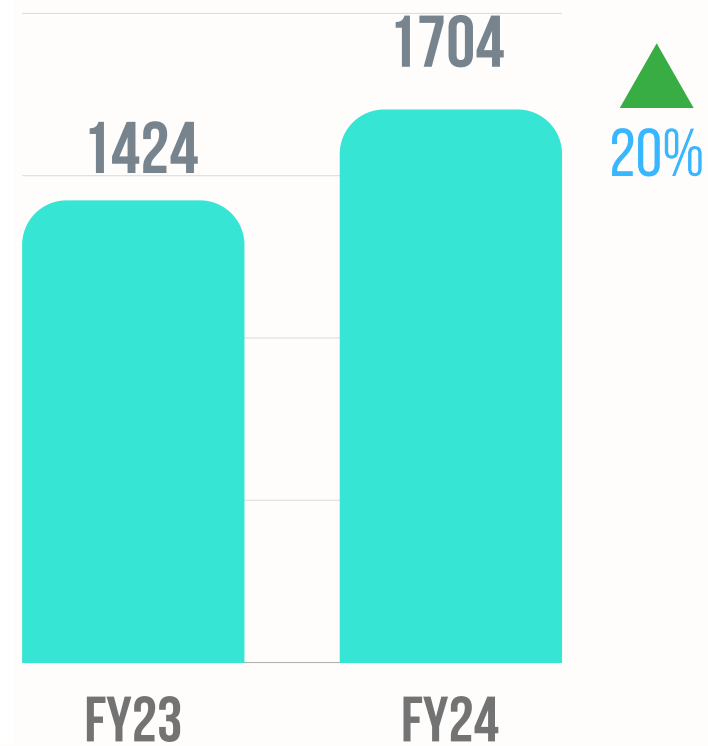
# 2

## Consolidated

### Operational Performance:

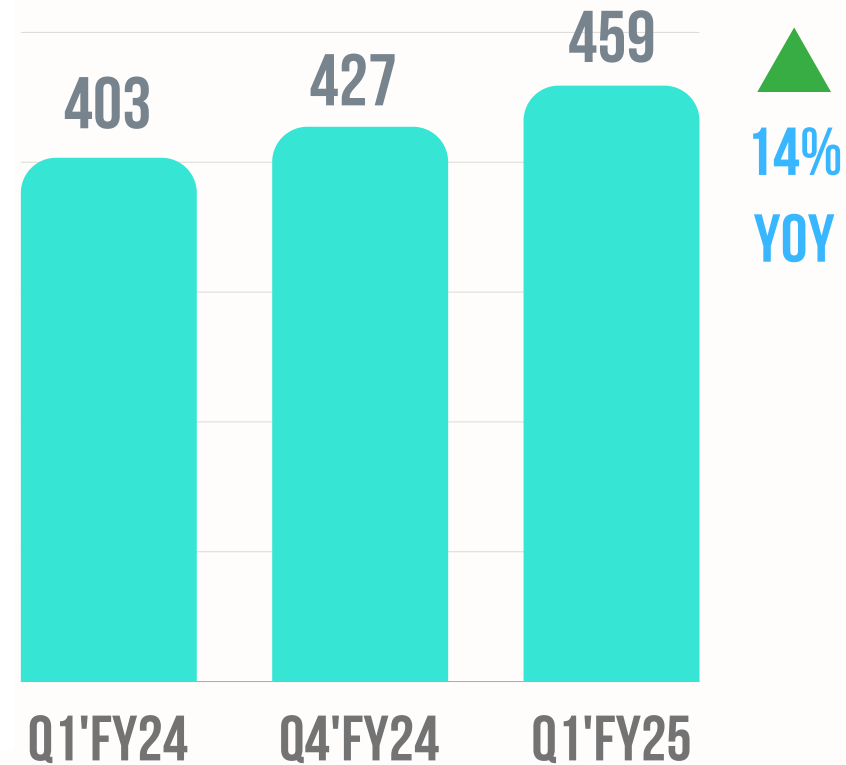
#### Annual Revenue

Rs. in Crores



#### Quarterly Revenue

Rs. in Crores



# 31%

*Growth in export business with more focus on high-value drugs*

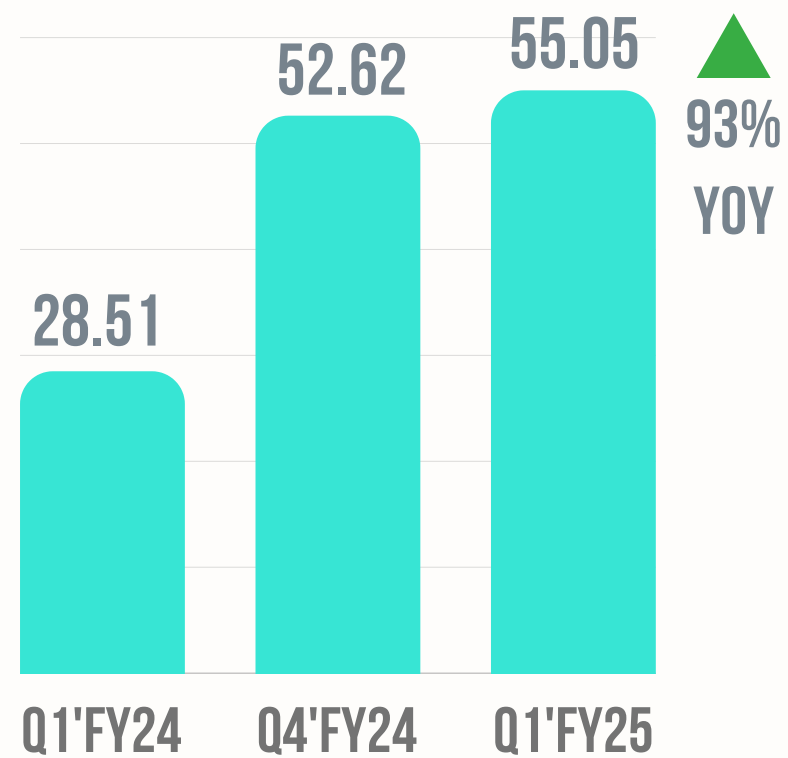
- 14% increase in Q1 revenue year-over-year and 7% increase compared to Q4 FY24
- This quarter, the major focus was on high-value export markets leading to a 31% growth
- Import prices have softened, and we continue to improve our margins
- Focus on backward integration in Medical Devices during the quarter

# 2 Consolidated

## Operational Performance:

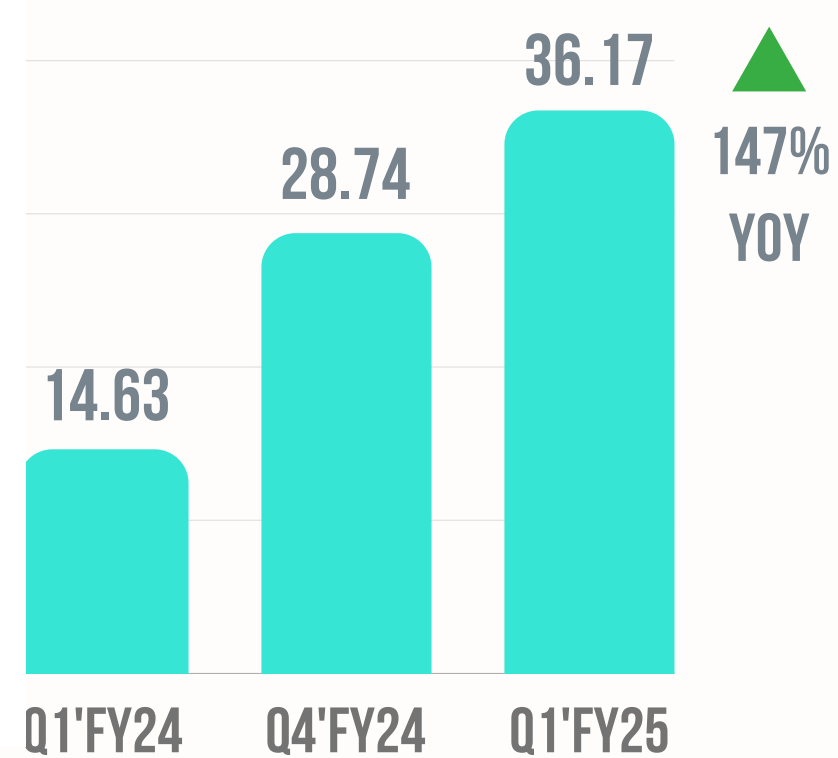
### Quarterly EBITDA

Rs. in Crores



### Quarterly PAT

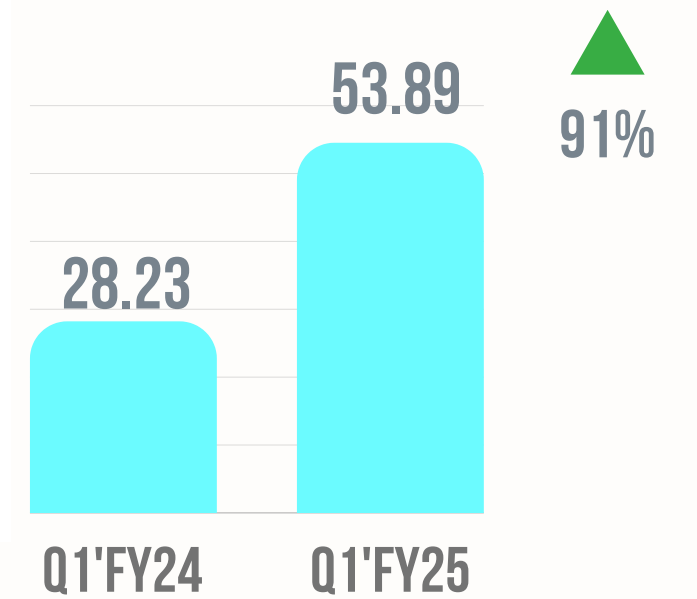
Rs. in Crores



# 93%

Increase in EBITDA with higher revenues & improved gross margins

### Cash Generation - Pre Tax



Rs. in Crores

# INDEX

3

**Business Segments**



*Category Leader in*

**Medical Devices and APIs**

3

Business Segments

Medical Devices



96%

Business comes from Glucometers and BP Monitors

Category Leader in Medical Devices :



Blood Glucometers

19%

Market Share\*

Leading Brands

- Other Portfolio :
- Thermometers
  - Weighing Scales



BP Monitors

18%

Market Share\*

- Pregnancy Kits
- Oximeters
- Ortho Support
- Stethoscope

- 100% in-house production, started in Baddi in 2015, and includes injection moulding
- Glucometers manufactured from bare PCBs, with low dependency on import
- Facilities meet global standards and are certified by ISO 13485
- Capacity expansion and backward integration drive on



\*Industry Report (FY23)



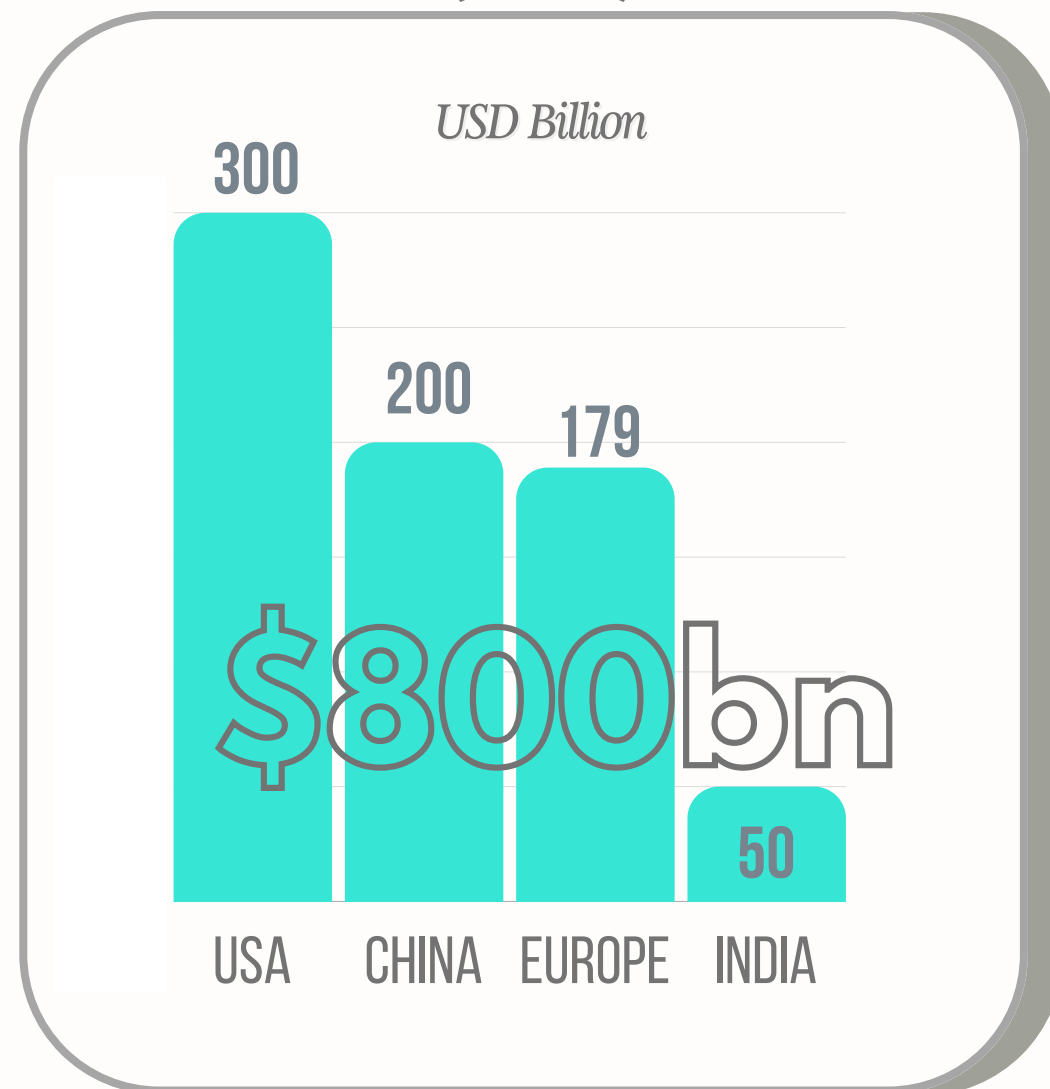
# 3

## Business Segments

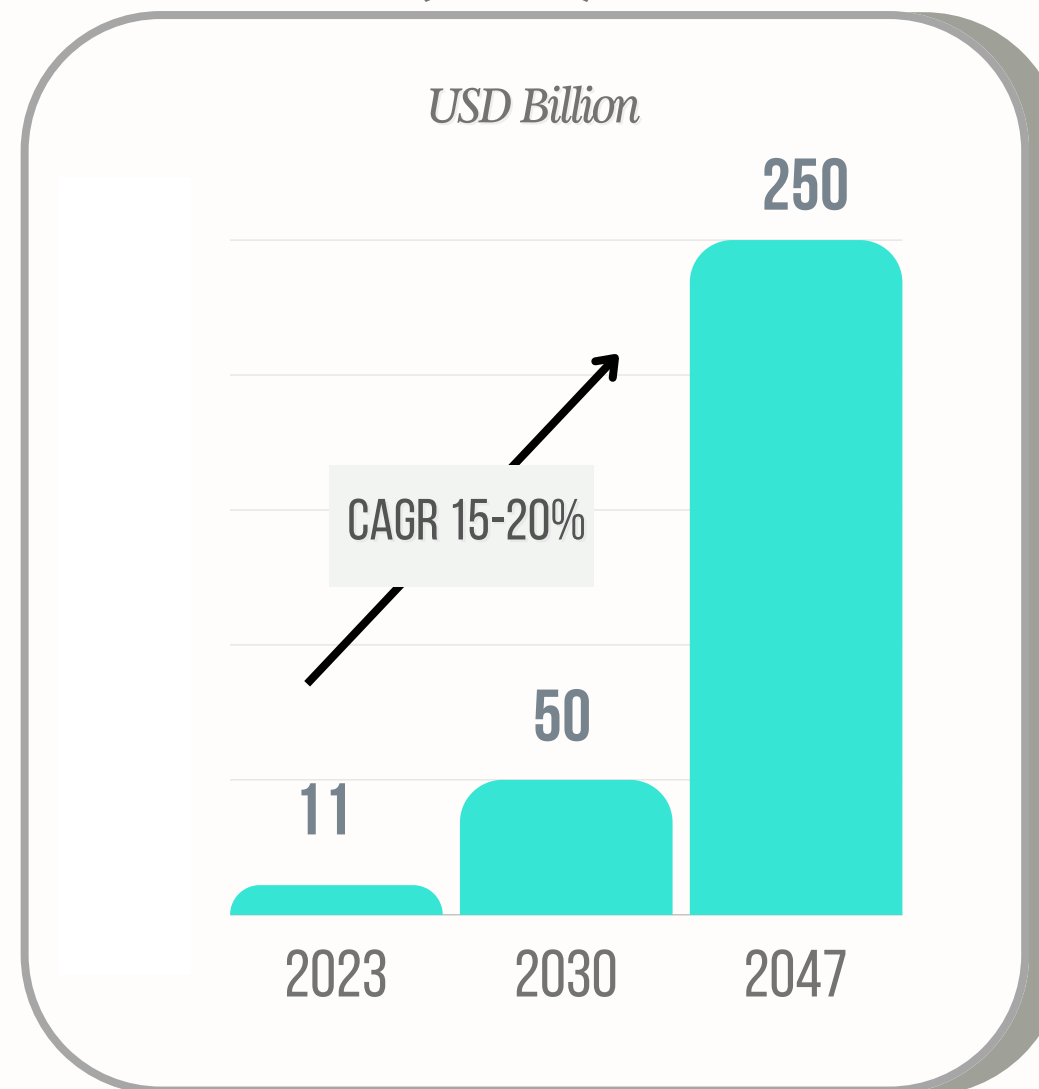
### Medical Devices

#### Large Medical Devices Market Opening up in India and the World:

Estimated Market Size Global (2030)



Estimated Market Size (India) (2047)



# \$250bn

Projected Medical Device Market in India by 2047 by InvestIndia\*\*

- India is the fourth largest medical devices market in Asia. Recognized as a Sunrise Sector of India
- Indian medical devices market, currently valued at \$11 bn, is expected to reach \$50 bn by 2030, and is projected to grow to \$250 bn by 2047\*
- Global blood glucose testing market is expected to jump to \$31.34 bn in 2030, from \$16.46 bn now
- BP testing devices globally are projected to grow to \$9.7 bn, from \$5.50 bn now

\*InvestIndia-Govt of India Arm



3

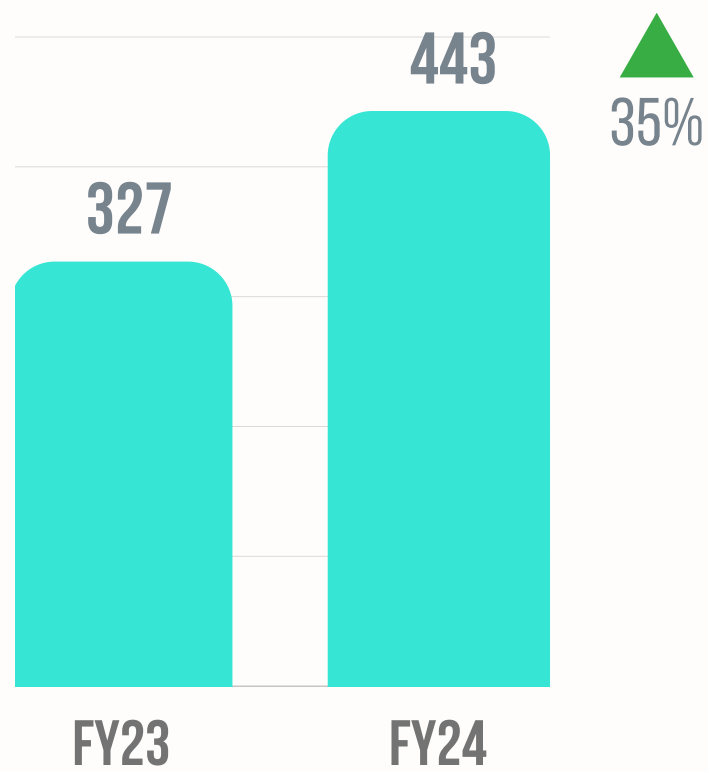
Business Segments

Medical Devices

### Operational Performance:

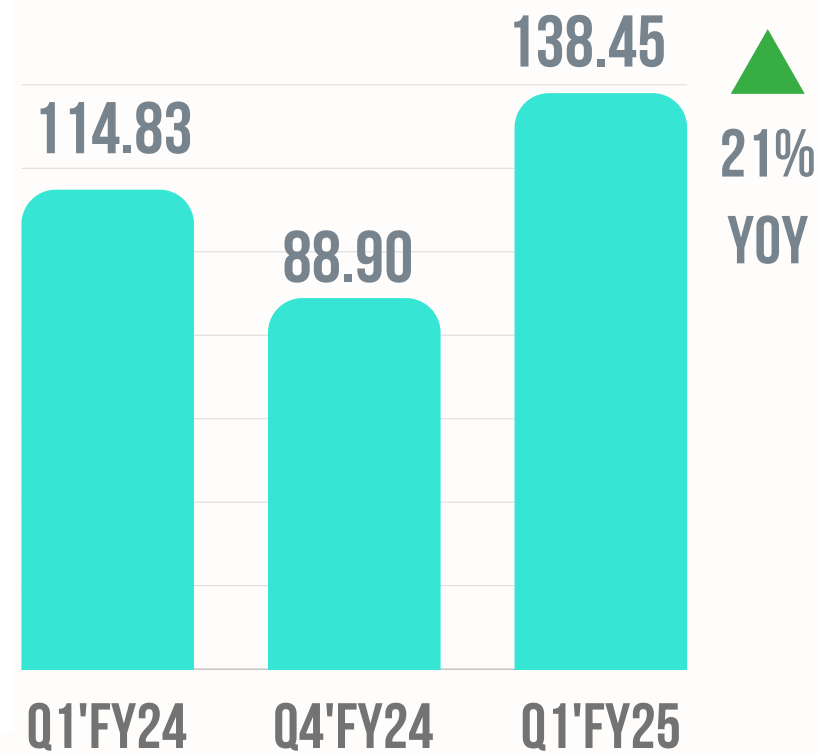
#### Annual Revenue

Rs. in Crores



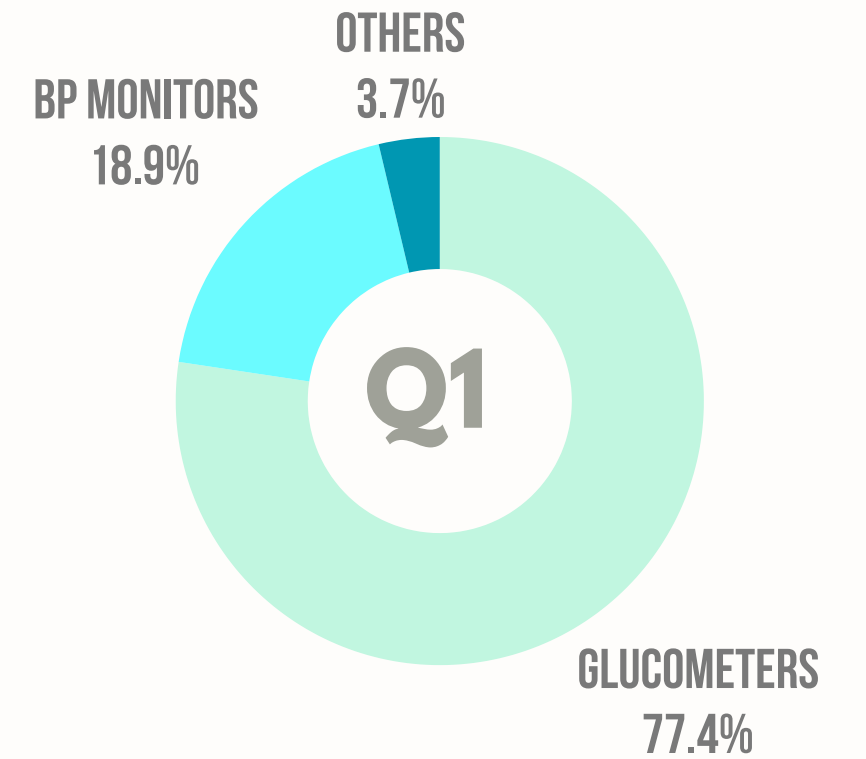
#### Quarterly Revenue

Rs. in Crores



21%

Increase in sales revenue with excellent all-around growth



PRODUCT SPLIT

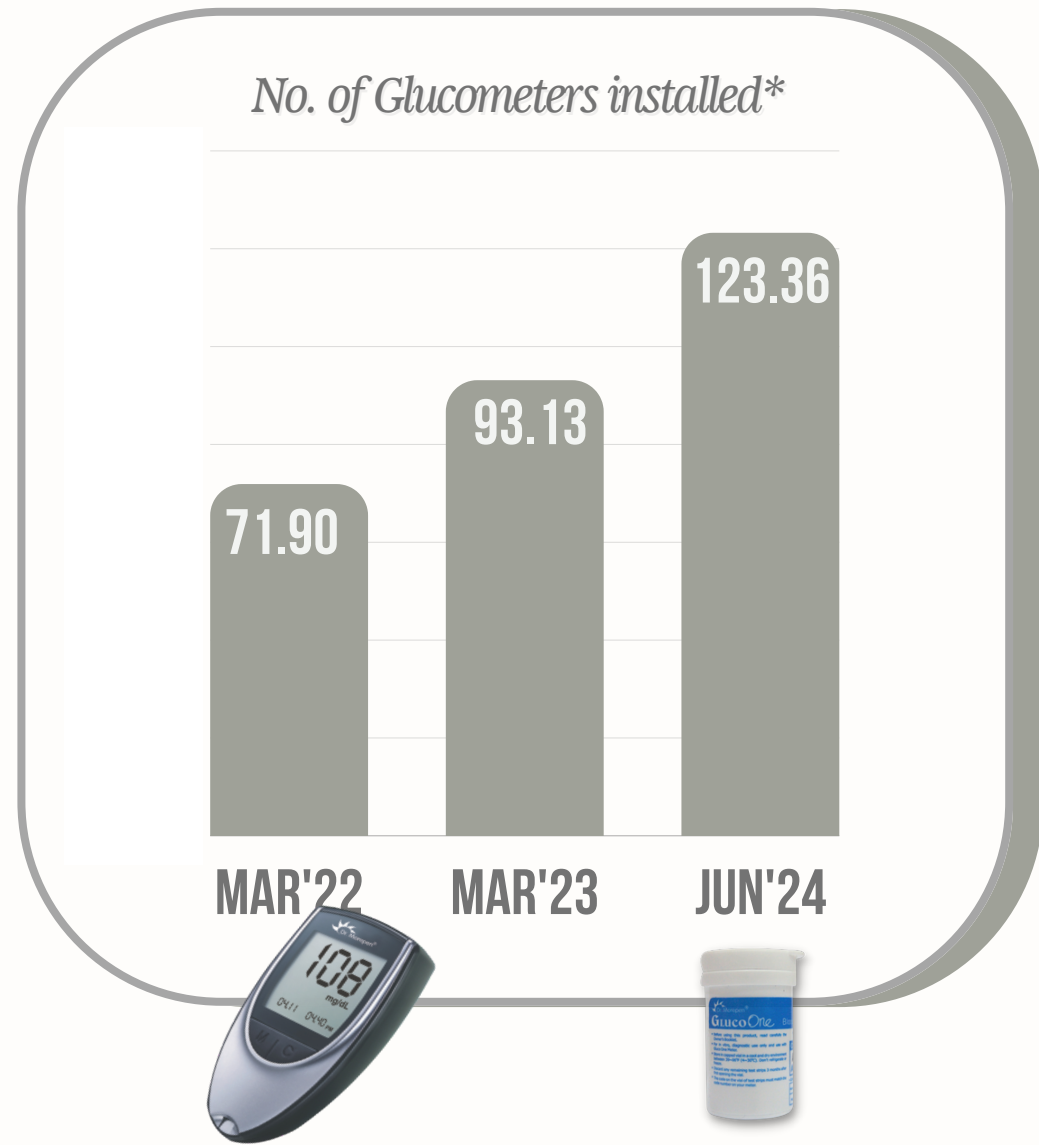
# 3 Business Segments

## Medical Devices

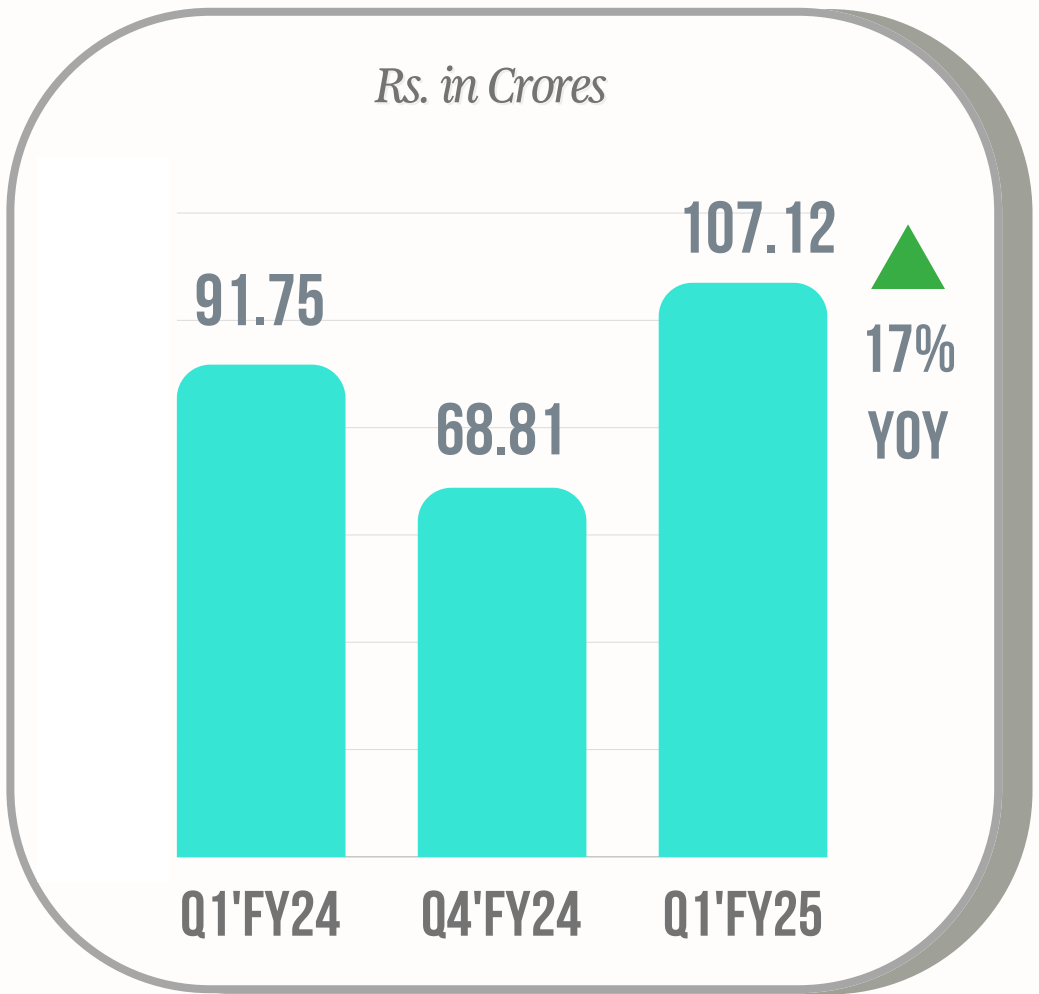
**12.3mn**  
*Customer base with repeat purchase of strips every year*

### Glucometers:

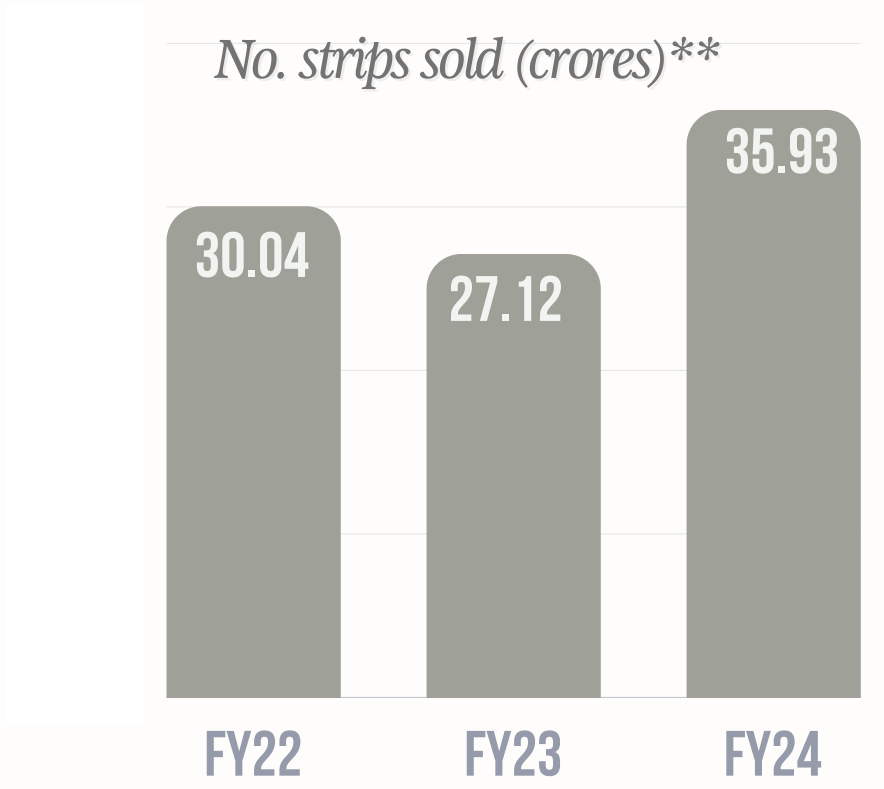
Cumulative Glucometers Installed



Glucometer & Strip Sales (Total)



**11.71 cr strips sold in Q1'FY25**  
**19% increase year-over-year**



\*Cumulative \*\*Annual

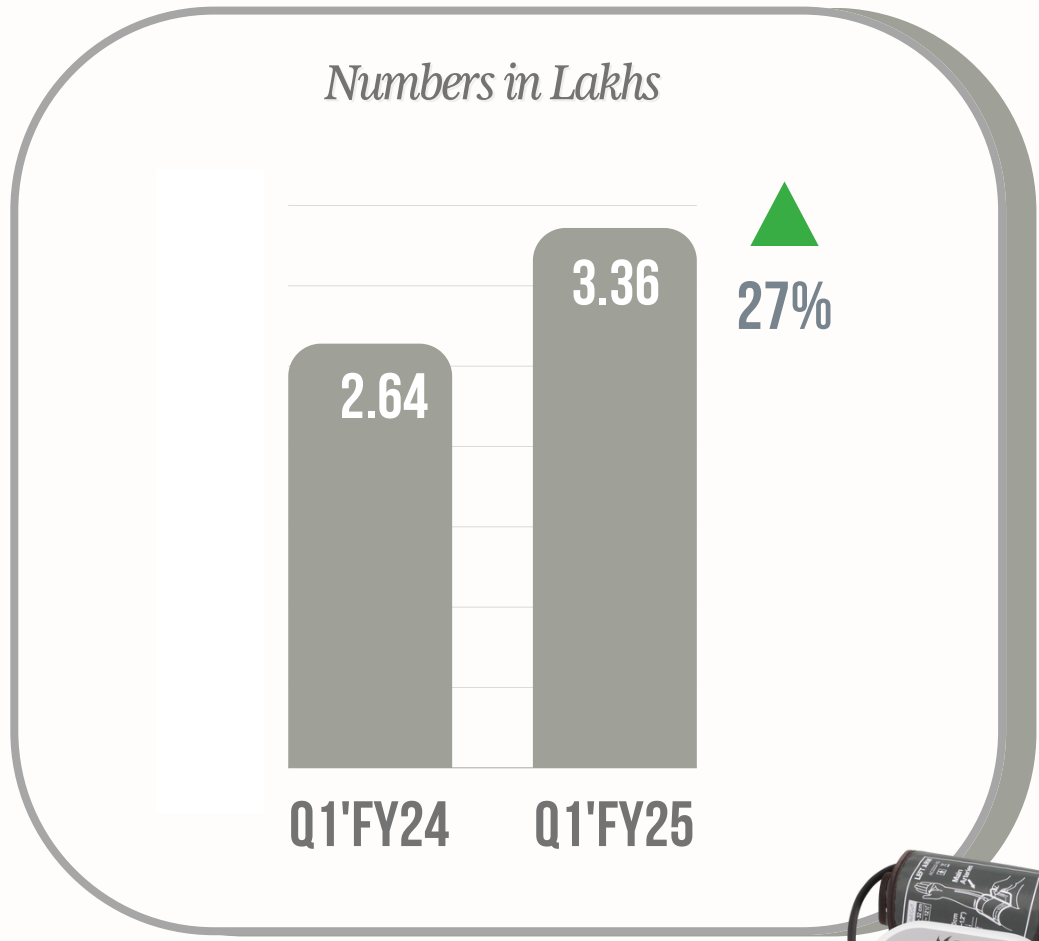
**3 Business Segments**

**Medical Devices**

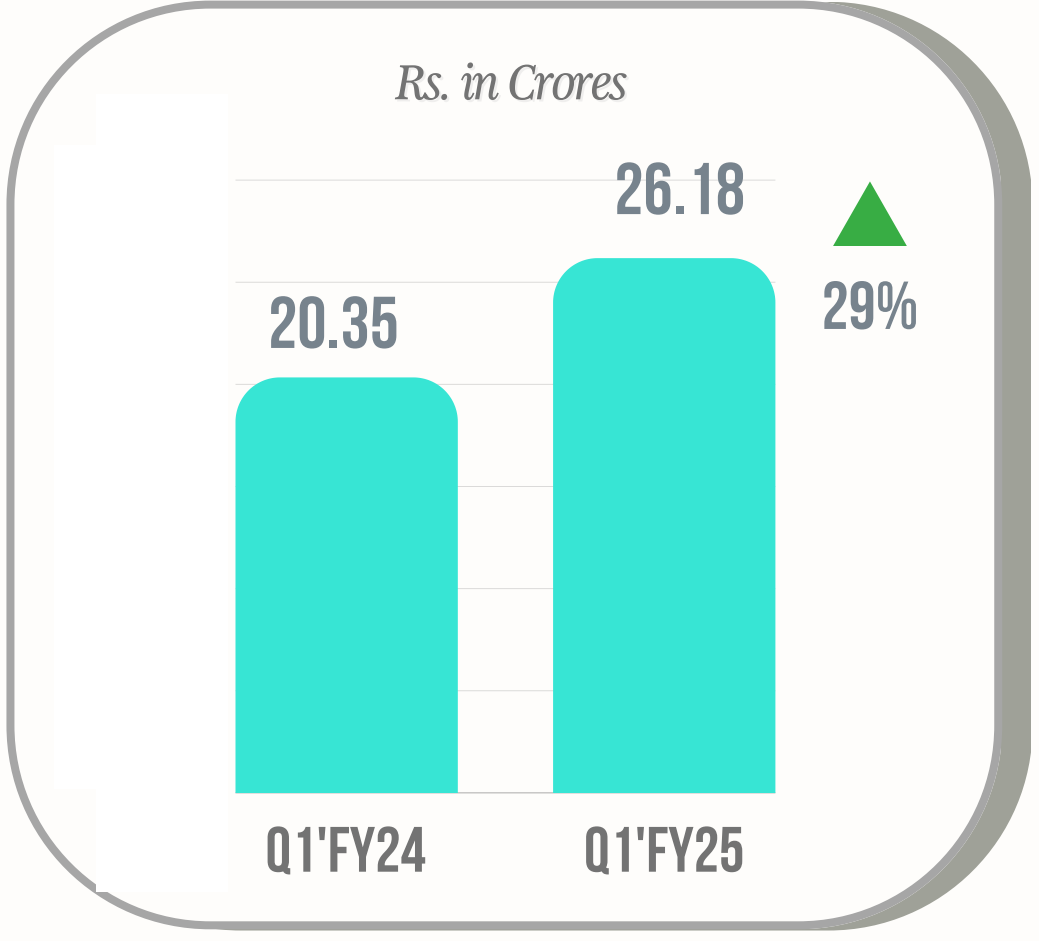
**Blood Pressure Monitors:**

Over **6 million**  
*BP Monitors sold till Q1'FY25 with increasing health awareness*

**No. of BP Monitors Sold**



**Sales Revenue**



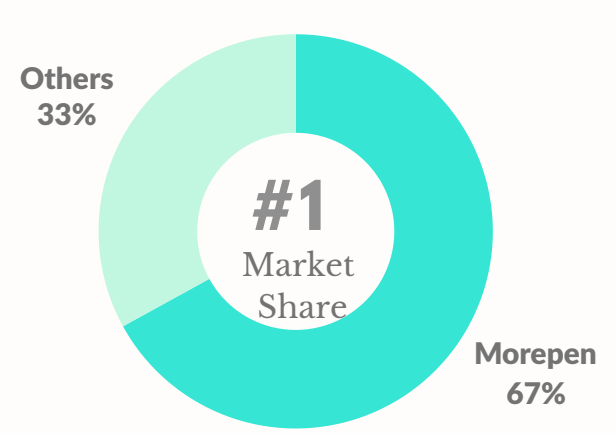
- *Consistent growth in product demand and expansion into new markets*
- *100% manufacturing in India with full backward integration*
- *Dedicated SMT lines ordered to ensure regular supply at competitive costs*
- *Expanding market reach across India, particularly in South India*

# 3 Business Segments Pharma Business

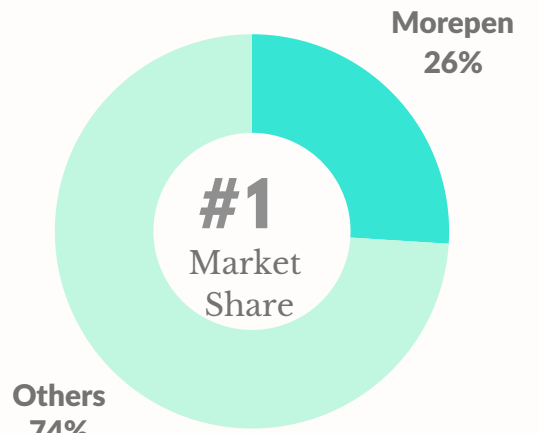
## APIs

Over **85%**  
of API revenue comes from top six leading high-value products

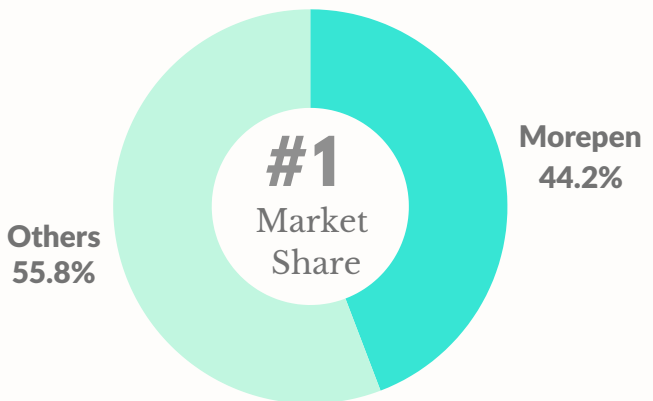
**Category Leaders in Six APIs:** Based on the last 15 months export data



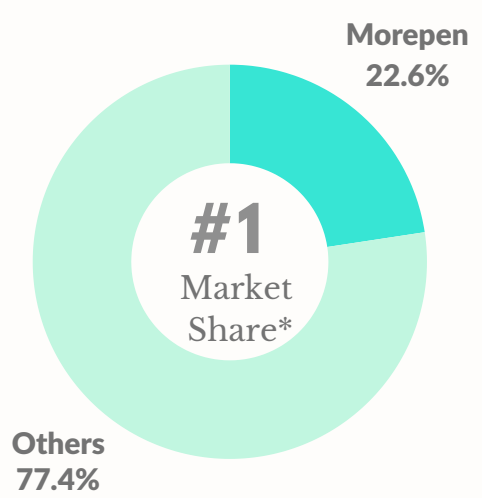
**LORATADINE**



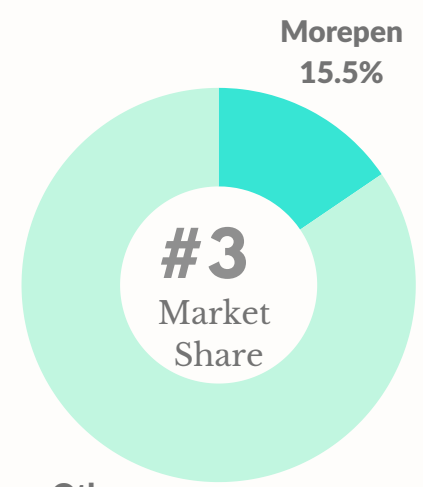
**DESLORATADINE**



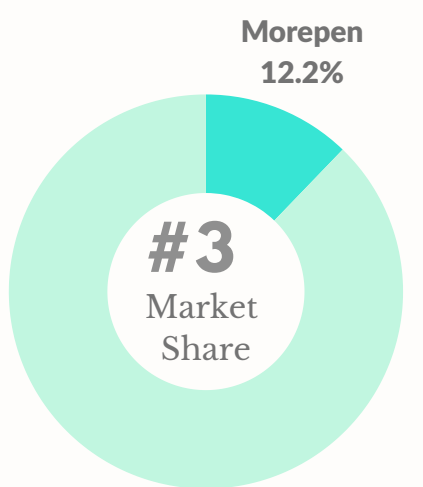
**MONTELUKAST**



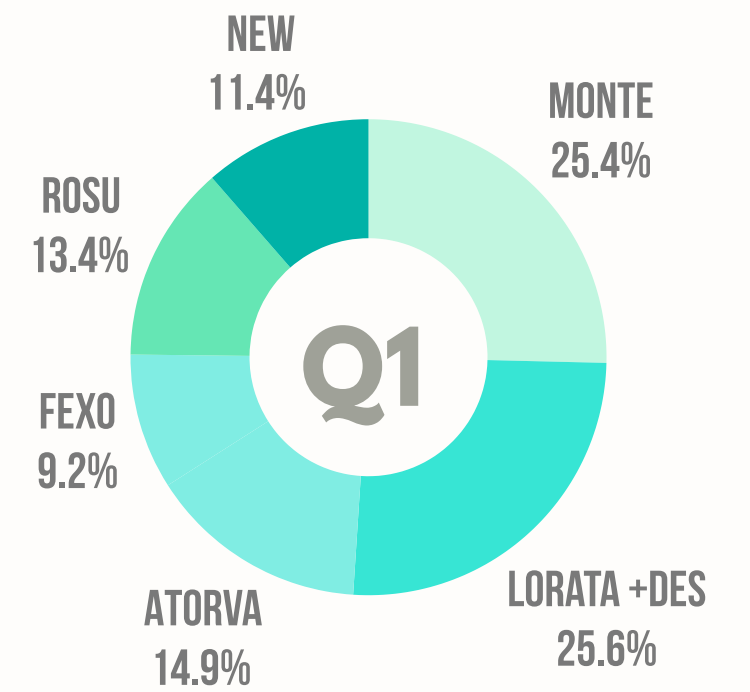
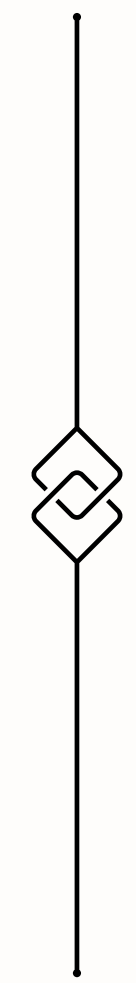
**FEXOFINADINE**



**ATORVASTATIN**



**ROSUVASTATIN**



**API PRODUCT SPLIT**

**Other Lead Products :** • Sitagliptin • Linagliptin • Dapagliflozin • Empagliflozin

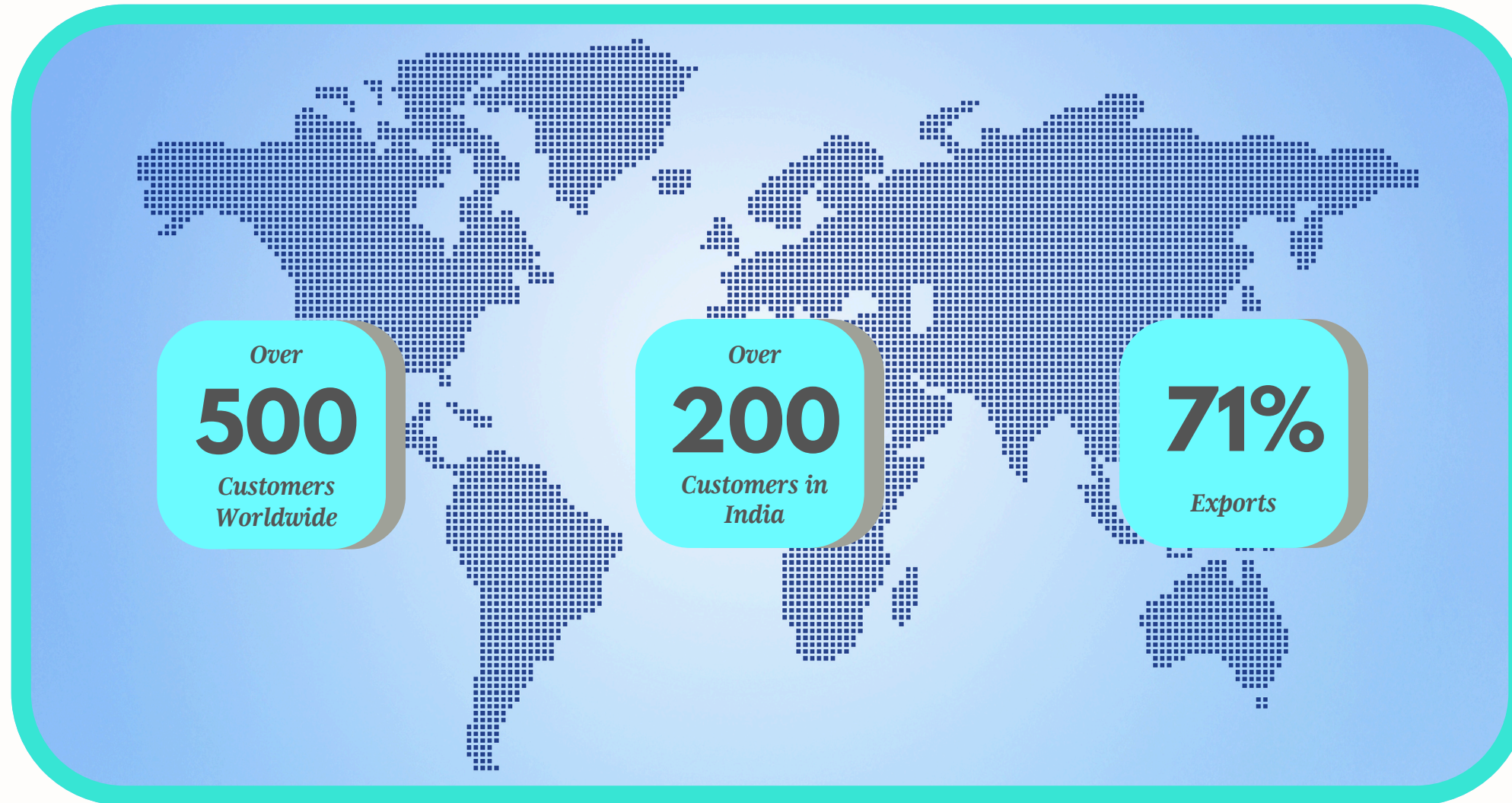
3

Business Segments

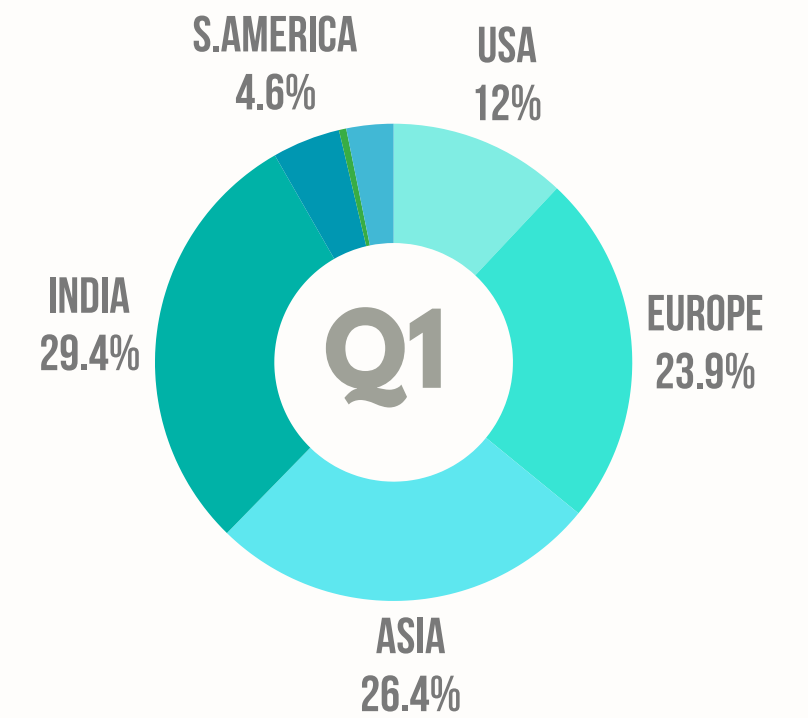
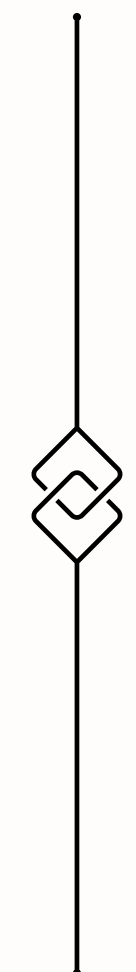
Pharma Business

APIs

Exporting to over 80 Countries:



31%  
Increase in exports with consistent repeat orders



API REVENUE SPLIT

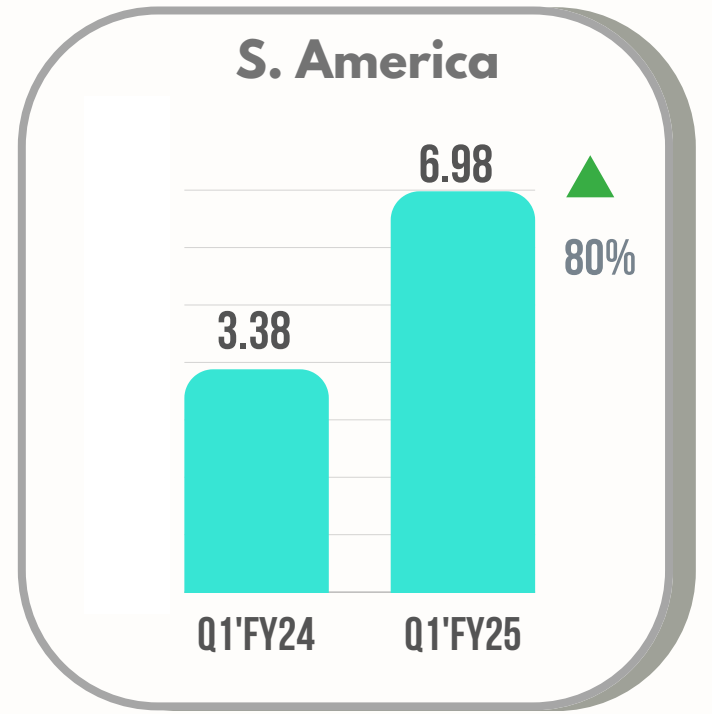
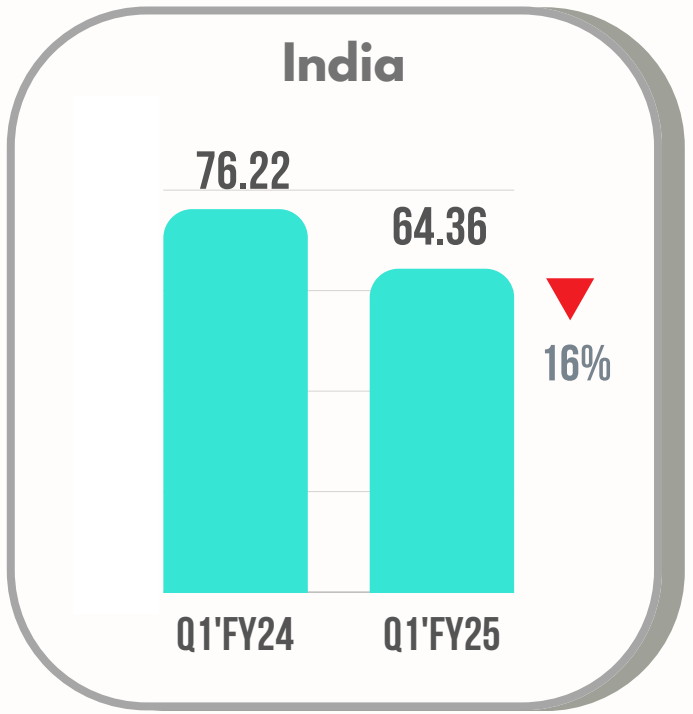
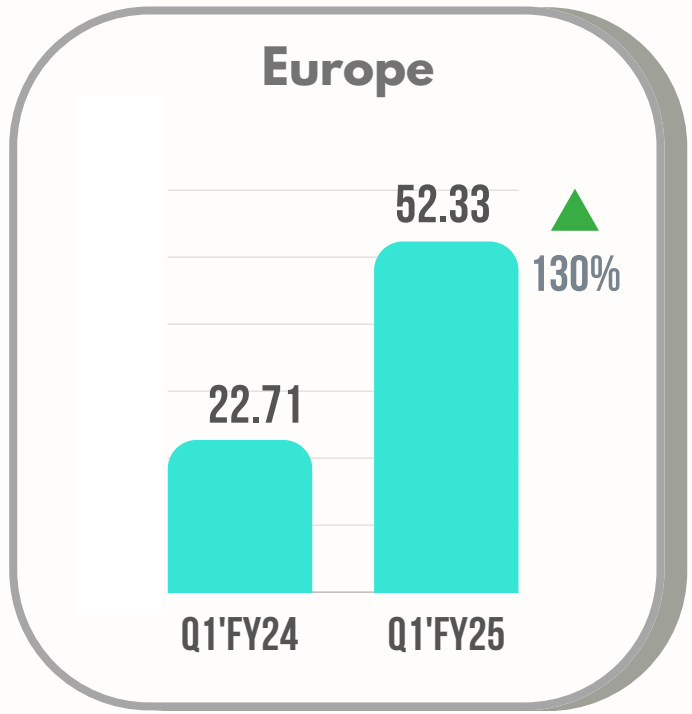
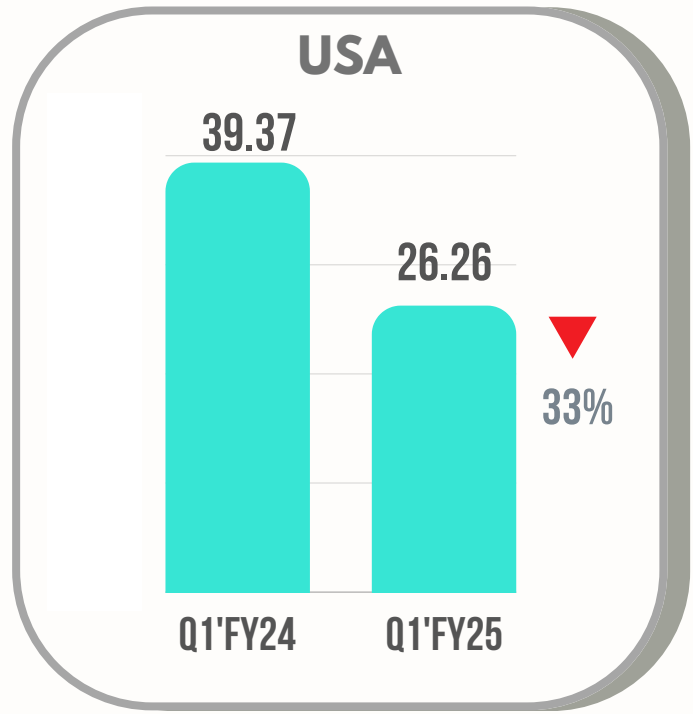
# 3 Business Segments

## Pharma Business

**130%**  
*Increase in Exports to highly regulated European market*

### Region Wise Growth:

*Rs. in Crores*

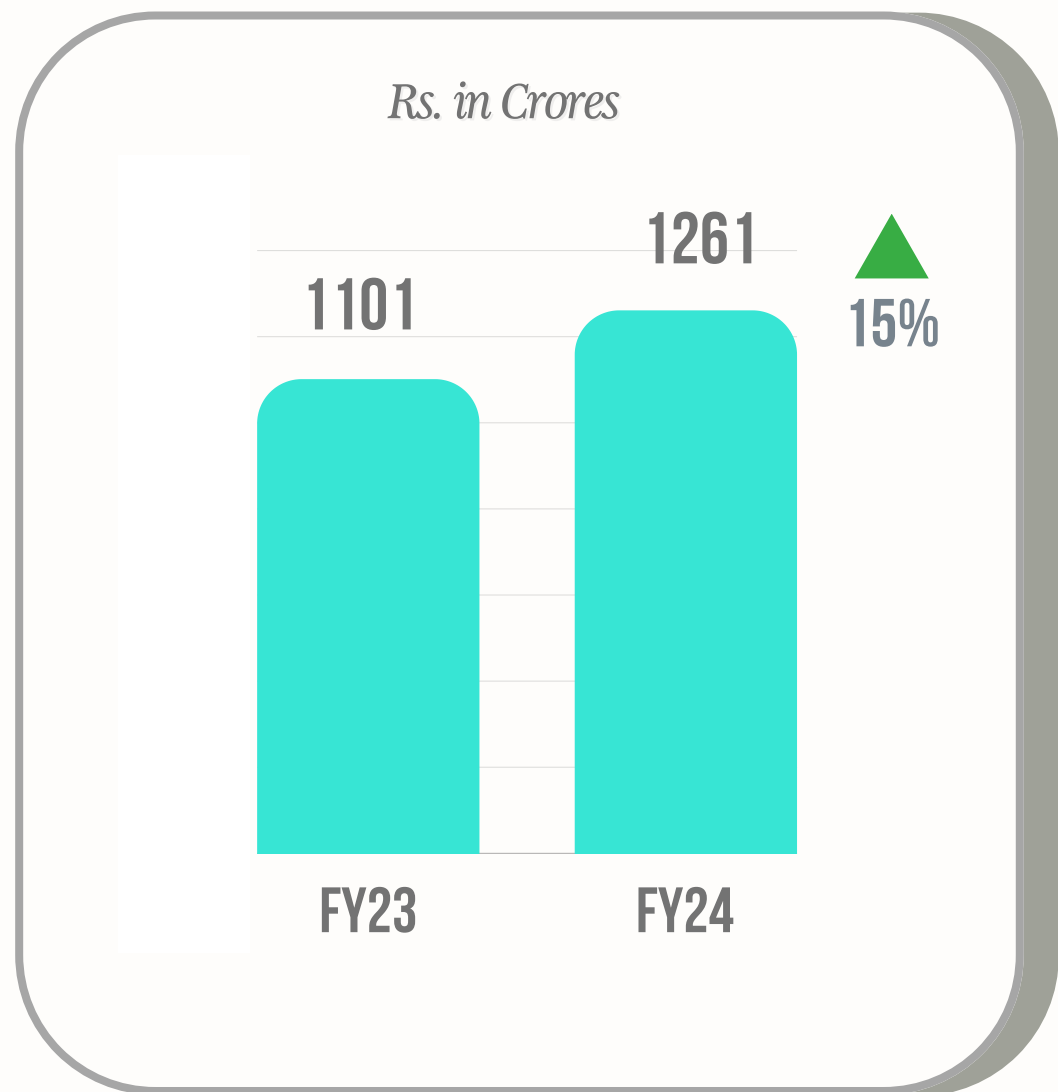


# 3 Business Segments

## Pharma Business

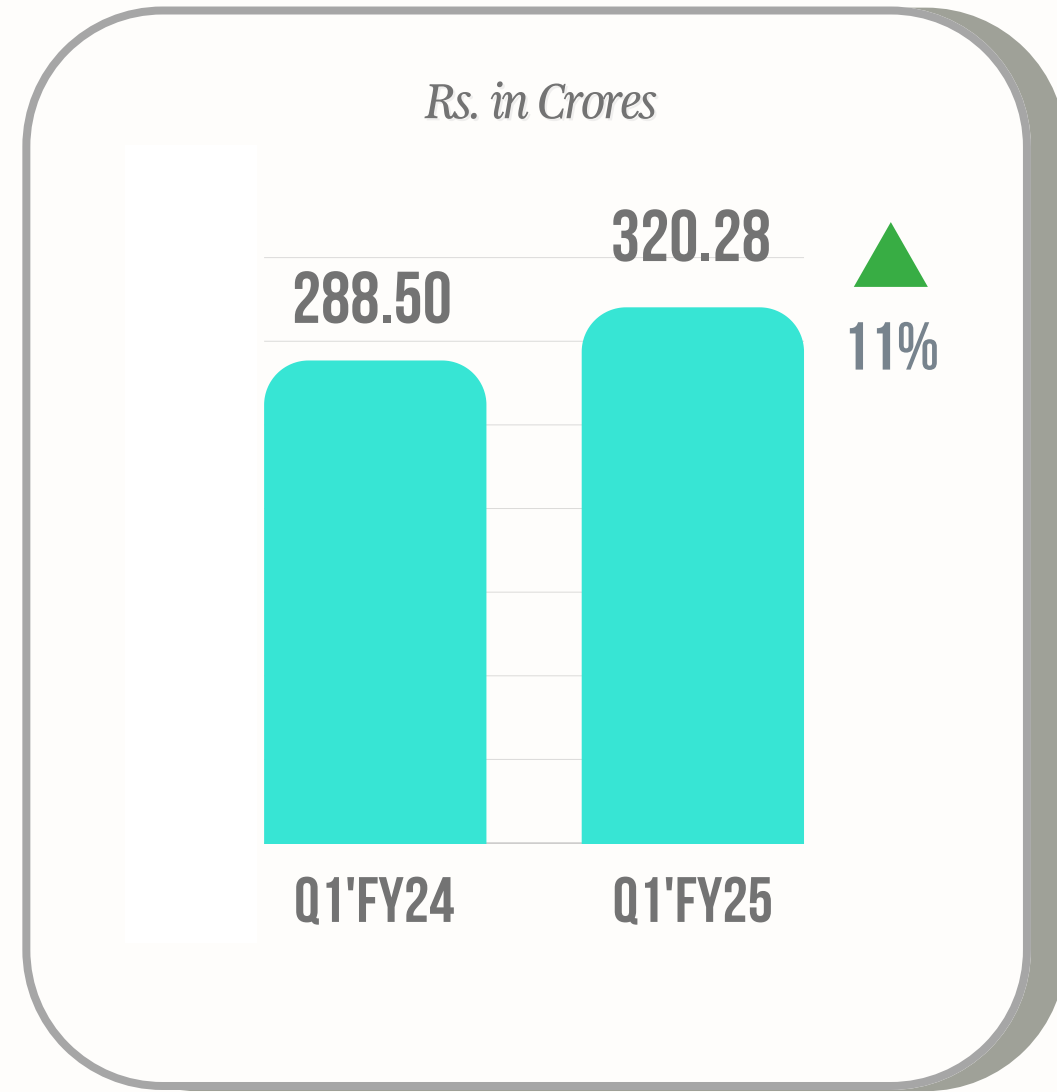
### Operational Performance:

#### Annual Revenue

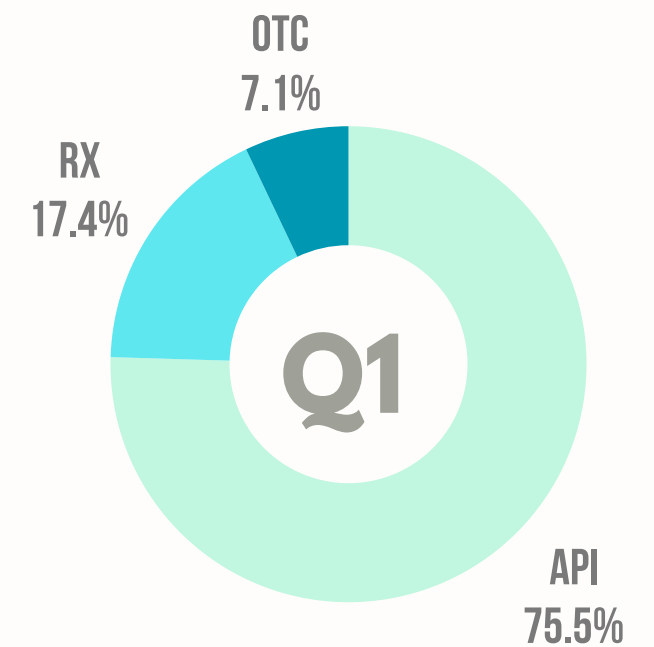
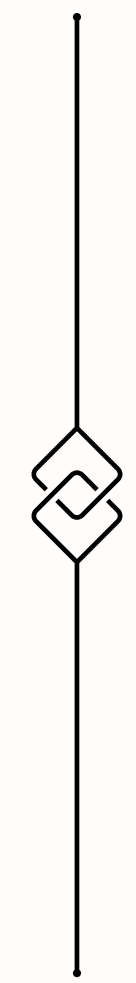


#### APIs and Finished Dosages

#### Quarterly Revenue



**20%**  
Increase in Exports of High Value APIs



PHARMA REVENUE SPLIT

# 3

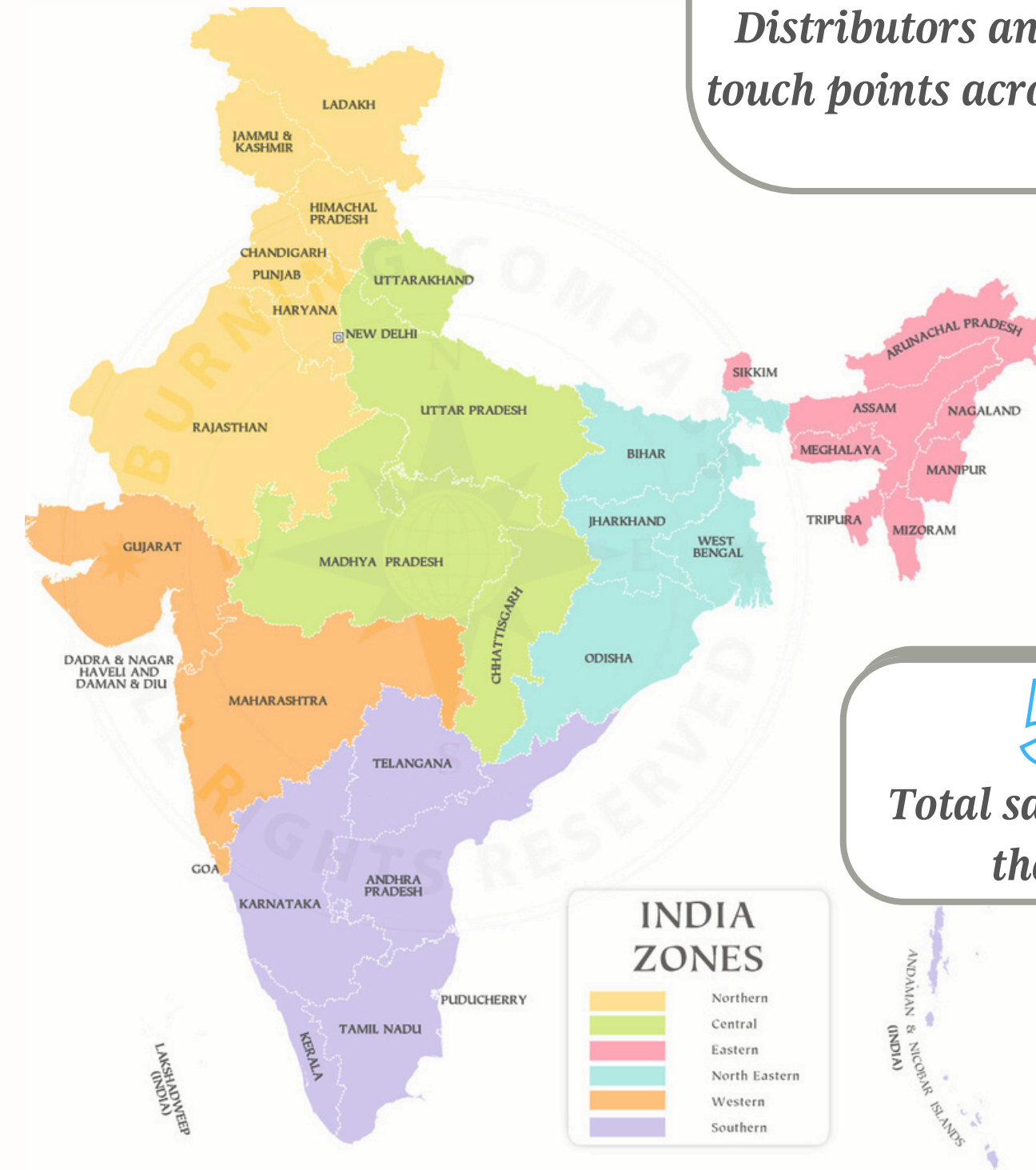
## Business Segments

### Pharma Business

- 5,100+ distributors and 3.28 lakhs retail touch points in 28 states and 1 UT across product portfolio
- Separate dedicated teams for Medical Devices, Rx and OTC businesses
- Total sales force of 580 members across India, including managers
- All India distribution of Generics through one super distributor
- Five company-owned Service Centres in each zone, in addition to the sales team

5100+

Distributors and 3.28 Lakhs retail touch points across product portfolio



580

Total sales force across the portfolio

Note: Map not to scale



# INDEX

4

**Financial Overview**



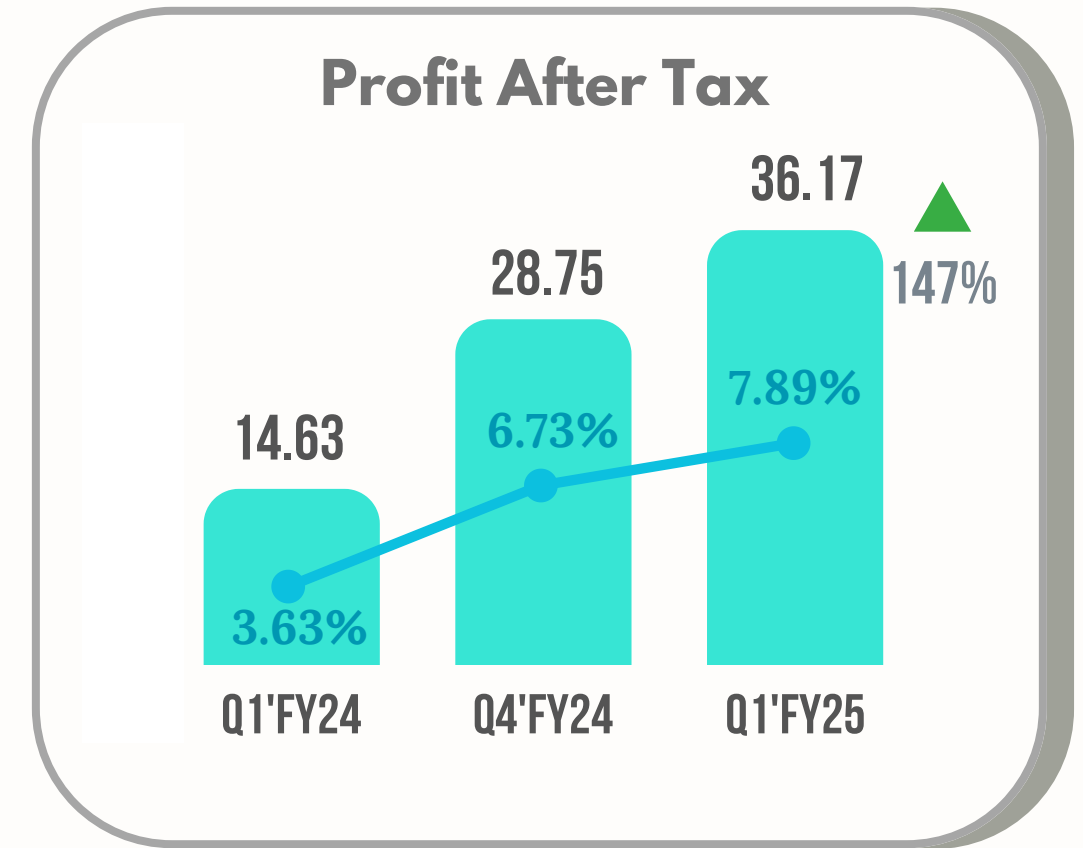
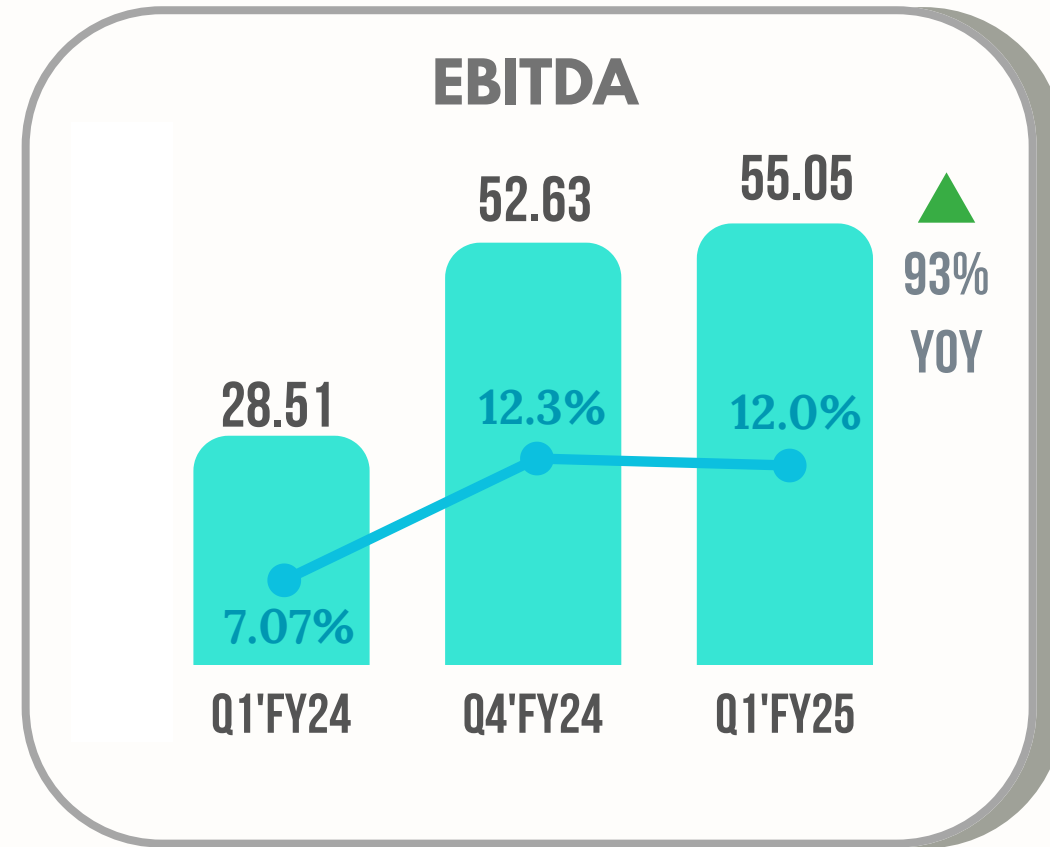
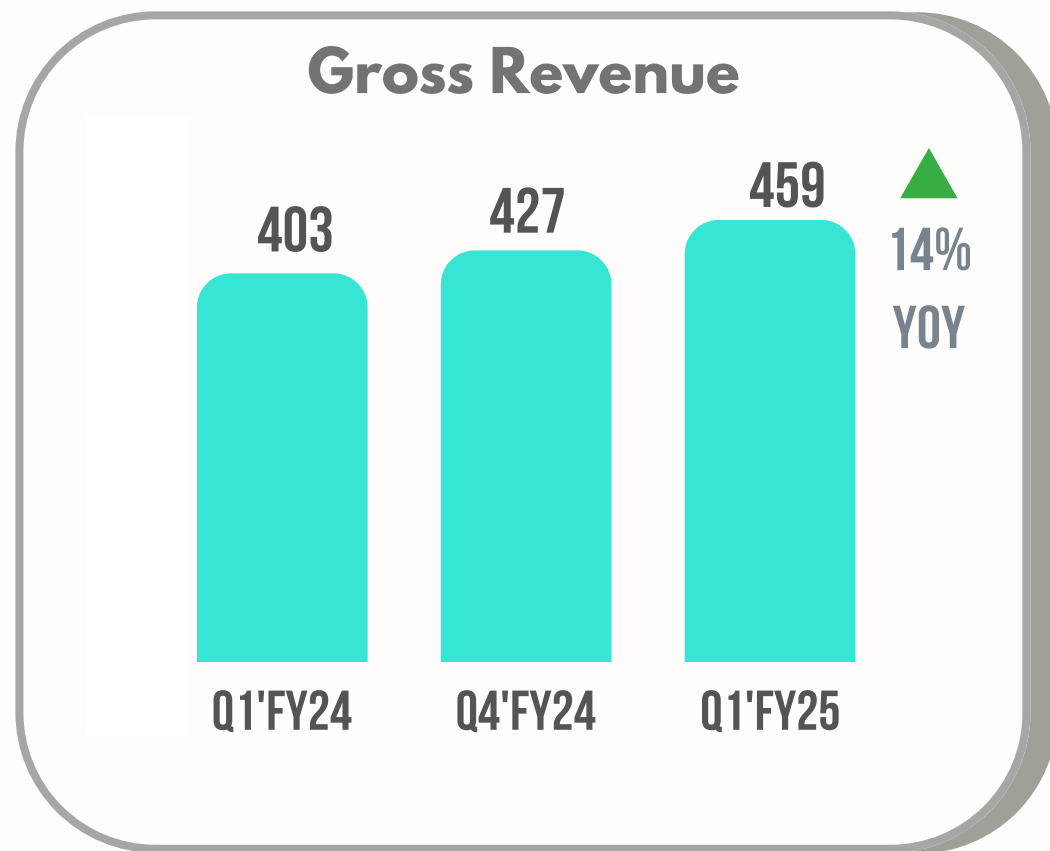
**Improved**  
**Revenue and EBITDA Margins**

# 4 Financial Overview

## Quarterly Performance:

*Rs. in Crores*

**147%**  
*Increase in Profit after Tax driven  
by a 93% increase in EBITDA*

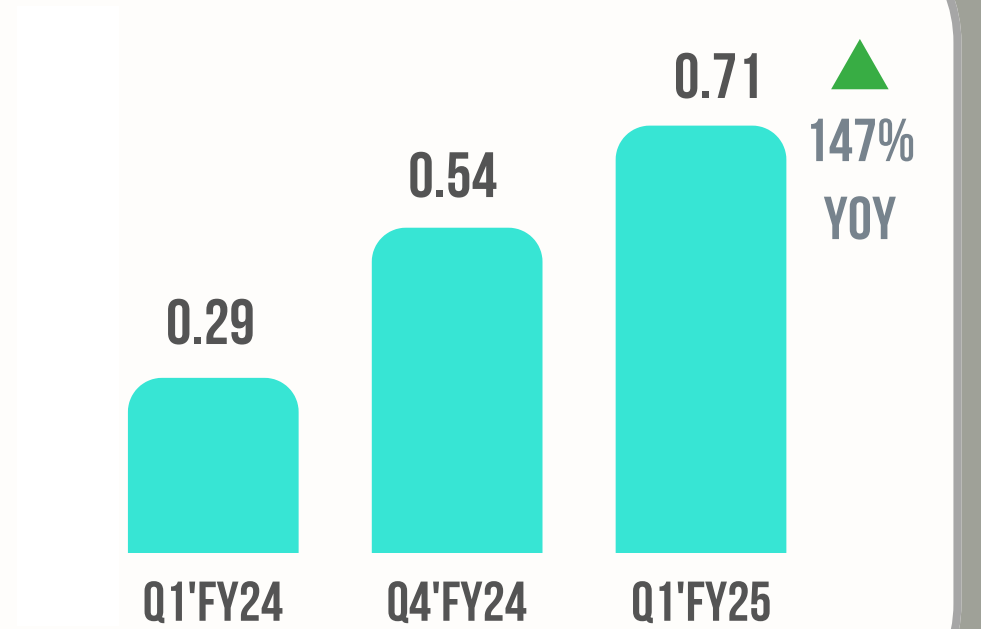


# 4 Financial Overview

## Quarterly Performance:

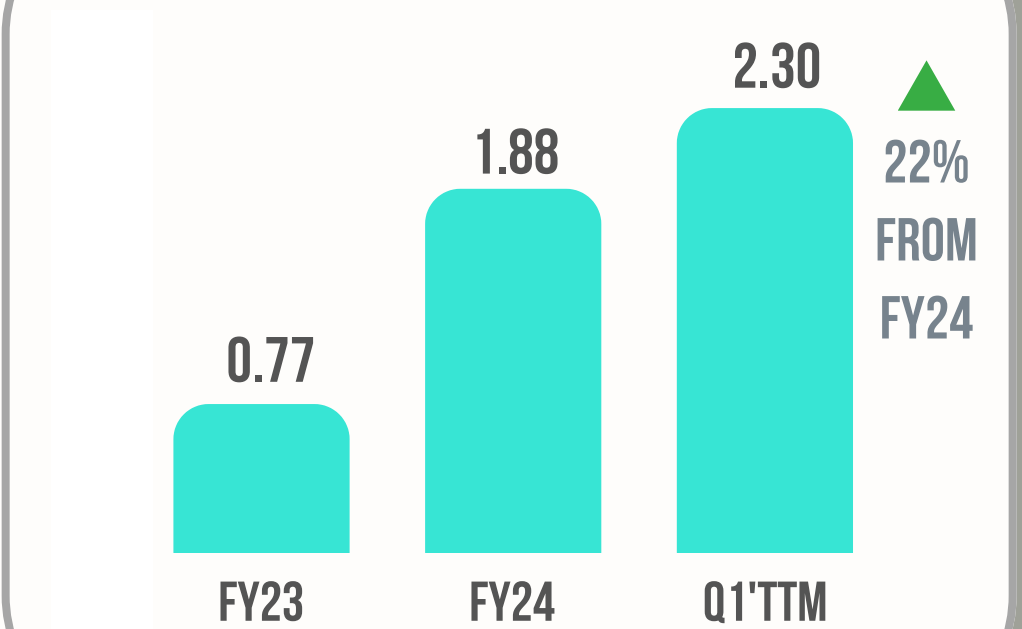
EPS in Rupees

### Quarterly EPS



EPS in Rupees

### Annual EPS



# 147%

Increase in the Quarterly EPS driven by a 147% increase in PAT



- Profit after tax rose to Rs. 36.17 cr, marking a 147% increase
- Earnings per share for Q1'FY25 increased by 147% as compared to the same quarter last year
- Trailing twelve months (TTM) ending 30th June '24 show EPS at Rs. 2.30, up from Rs. 1.88 at the end of FY24, reflecting significant growth



**Looking forward to  
working with you**

**Thank you**