

Date: August 20, 2024

BSE Limited
P J Towers,
Dalal Street,
Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051

Script Code: 543904

Symbol: MANKIND

Dear Sir/ Madam,

Subject: Presentation at 20th Annual Global Investor Conference organized by Motilal Oswal

Reference: Our letter dated August 13, 2024 under subject “Intimation of participation in 20th Annual Global Investor Conference organized by Motilal Oswal on August 20, 2024 at Mumbai”

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and our above referenced letter dated August 13, 2024, kindly find attached the presentation which will be made at the 20th Annual Global Investor Conference organized by Motilal Oswal on August 20, 2024 at Mumbai.

The presentation is also being uploaded on the website of the company i.e. www.mankindpharma.com.

You are requested to kindly take the above information on your records.

Thanking You,

Yours Faithfully,

For **Mankind Pharma Limited**

Pradeep Chugh
Company Secretary and Compliance Officer

MANKIND PHARMA LIMITED

INVESTOR PRESENTATION

Aug-2024








It is not the **age** or **size**
But it is the..

SPEED,

that matters...





**Never follow the
status quo...**

Be a DISRUPTOR...



Strive for
LEADERSHIP



**LONG TERM
THINKING**



Shortcuts





SPEED

₹5 Cr
1995

₹50 Cr
2001

₹500 Cr
2007

₹5,000 Cr
2018

₹10,000 Cr
2024

50,000 Cr
??

“You become responsible in your dreams but
ACCOUNTABLE BY ANNOUNCING...”

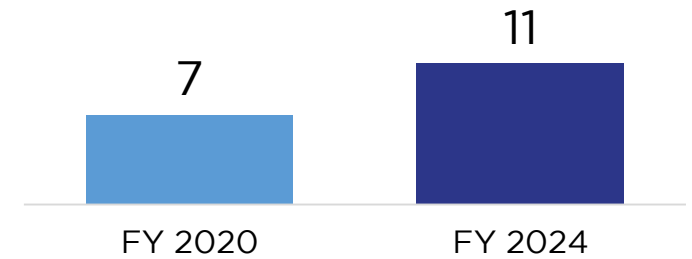
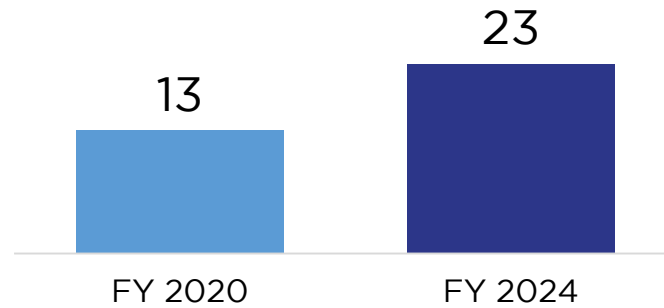
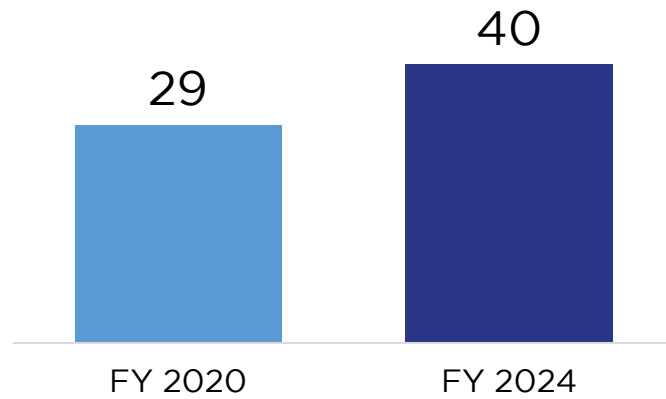


SPEED

Brands >INR 50 Crore

Brands >INR 100 Crore

Brands >INR 200 Crore





DISRUPTOR



Bottoms - up
Approach

Affordable
Pricing

Brand
"MANKIND"

DMF



Amitabh Bachchan



Mohanlal



Vijay Sethupathi



Saurav Ganguly



Anil Kumble



Mahesh Babu



Sunny Leone



Kartik Aryan



Sonam Kapoor



Ranveer Singh



Brahmanandam



Paresh Rawal &
Neena Gupta



Anushka Shamra





LEADERSHIP



Ranked
#1

in prescriptions from
last 7 years



Ranked
#2

by Volume



Ranked
#4

by Value

Leading Brands across Categories

Dominant Brands

MANforce[®]
Condoms

#1

Condom Brand
Market Share - 30%

Prega News[®]
Means Good News

#1

Pregnancy Test Kit Brand
Market Share - 84%

AcneStar[®] Gel

#1

Medicated Anti-Acne Brand
Market Share - 34%

UNWANTED-72³

#1

Emergency Contraceptive Brand
Market Share - 54%

GAS-O-FAST[®]
SACHETS

#2

Antacid Powder Brand
Market Share - 9%

Mankind's
HealthOK[™]
MULTIVITAMIN TABLETS

#8




Vitamins, Minerals, Nutrients Brand
Market Share - 2.8%



THINKING LONG TERM

1. Developing Strong Barriers to Entry

Pan-India Market Coverage

- 
5 lac+ Doctors
- 
10 lac+ Chemists
- 
16 k+ Field Force

Robust Manufacturing



30 Manufacturing Facilities

Strong Distribution



13,000+ distributors across the country



THINKING LONG TERM

Strategic Partnerships

1. Developing
Strong Barriers to
Entry

Neptaz

In-licensed from
Novartis in 2023

Nobeglar[®]

In-licensed insulin
from Biocon in 2023

Symbicort[®]

In-licensed from
Astra Zeneca in 2023

CRENZLO

In-licensed inclisiran
from Novartis in 2024



THINKING LONG TERM

1. Developing Strong Barriers to Entry

Strategic Acquisitions#

Robust R&D Investments

6 R&D Units

Digital Adoption

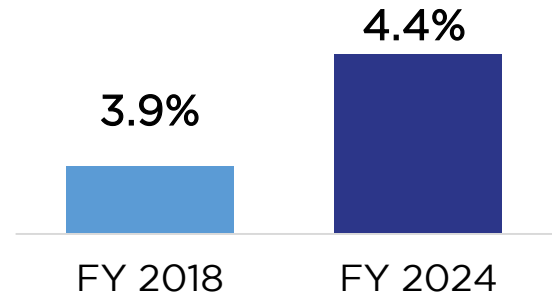
Source: Company # BSV Acquisition is subject to regulatory approvals



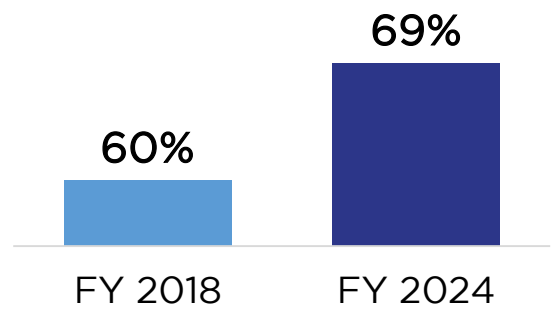
THINKING LONG TERM

2. Expanding market share and covered market

Market Share



CVM share

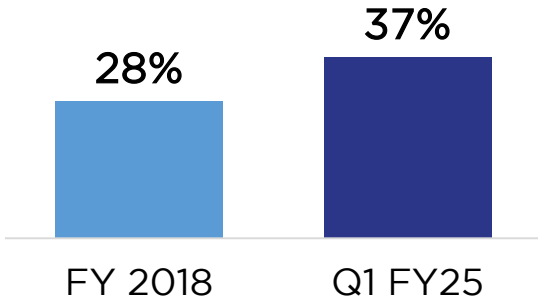




THINKING LONG TERM

3. Expanding Chronic products

Chronic share



Disruption Led Growth Journey

Creating High Entry Barrier



1. Bottoms-up approach

- 16,000+ Field Force
- 5 lakh+ doctor penetration
- 47% from Tier II - VI and rural areas



2. Brand Mankind

Forayed into Consumer Healthcare business to establish brand Mankind



3. Chronic Share

Chronic share increased from 1% in 2004 to 37% in Q1FY25



4. Expansion to DMs and KOLs

- Launched 10+ new specialty divisions
- 160+ DMF grade products in India
- 1st Indian company to launch **Dydrogesterone**
- In-licensed super specialty brands

Acquired Panacea portfolio



5. Innovative products for super Specialty

Acquired¹ BSV with a complex high entry barrier portfolio



Mankind Pharma at a Glance



#1
Rank in Prescriptions over
the last seven years*

Youngest
in Top 5 of the IPM*

#4
Rank by value in
IPM*

4
Consumer Healthcare brands
ranked #1 in their categories*



INR 10,335 Crore
FY24 Revenue

92%
FY24 Domestic Revenue

23
Brand families* worth
INR 100 Cr+

16,000+
Mar'24 Field force***



18.5%
Revenue CAGR FY21-24

16.5%
Domestic Business
Revenue CAGR FY21-24

15.0%
Consumer Healthcare
Revenue CAGR FY21-24

15.4%
EBITDA CAGR FY 21-24



24.7%
FY24 EBITDA Margin

18.8%
FY24 PAT Margin

34.0%
FY24 ROCE**

28.9%
FY24 ROE**

*As per IQVIA; TTM March 2024; **Refer Q1FY25 deck for Formulae; ***includes field managers

Consistently expanding to Specialty and **SUPER SPECIALTY**



Mankind Pharma Domestic
From mass market to consumer to specialty chronic

Mass Market
(Acute/ Chronic / Semi Chronic)



Specialty Chronic
(Cardio / Diabeto / CNS)



Consumer Healthcare
(OTC)



Innovative SUPER SPECIALTY portfolio



INR 8,816 Cr
Domestic Revenue
(FY24)



28% / 36%
Increase Chronic Share
(FY18 / FY24)



~INR 706cr
Revenue
(FY24)



1.4x
Revenue Growth vs IPM
(FY20-24)



10+ divisions launched to
focus on Specialty
Chronic



4 Brands
Ranked #1 in
Consumer Health



#4 / #2
Rank in IPM / CVM
Volume (FY24)



Acquired the specialty
Onco and Transplant
brands from Panacea



>30%
MS in Condoms



16,000+ Field Force
23 Brands >100 Cr in
FY24



In-licensed super specialty
Chronic products from MNCs-
Neptaz, Symbicort,
Inclisaran and Vonoprazan



85%/60%
MS in Pregnancy Test
Kits/ Emergency
Contraceptive



~INR 1,723 Cr/28%
Revenue/Adj. EBITDA Margin
(FY24)



High entry barrier portfolio with
specialty R&D tech platform



Ranked **#1/#2** in 9 of the top 10
fast growing brands with
limited competition in India



**Recombinants, Niche
Biologics, Novel Delivery
and Immunoglobulins**

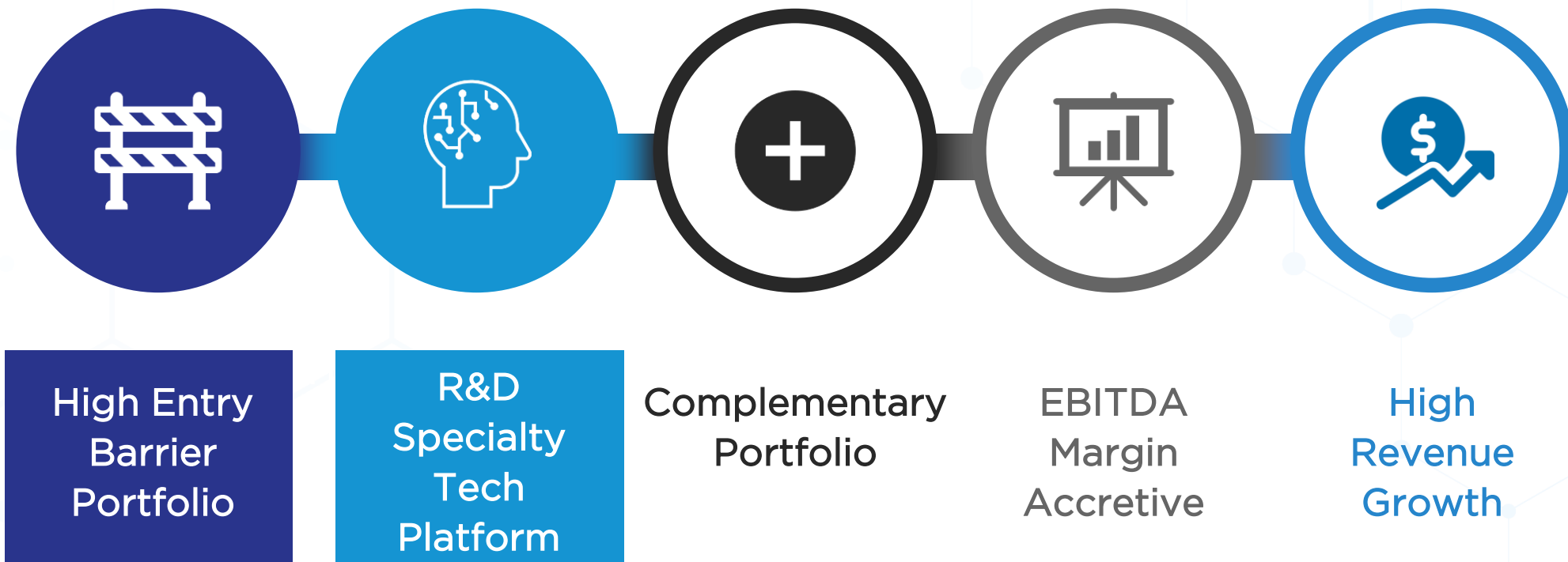


Brands across the Women's Health
Lifecycle in India; Comprehensive
Fertility drug portfolio globally



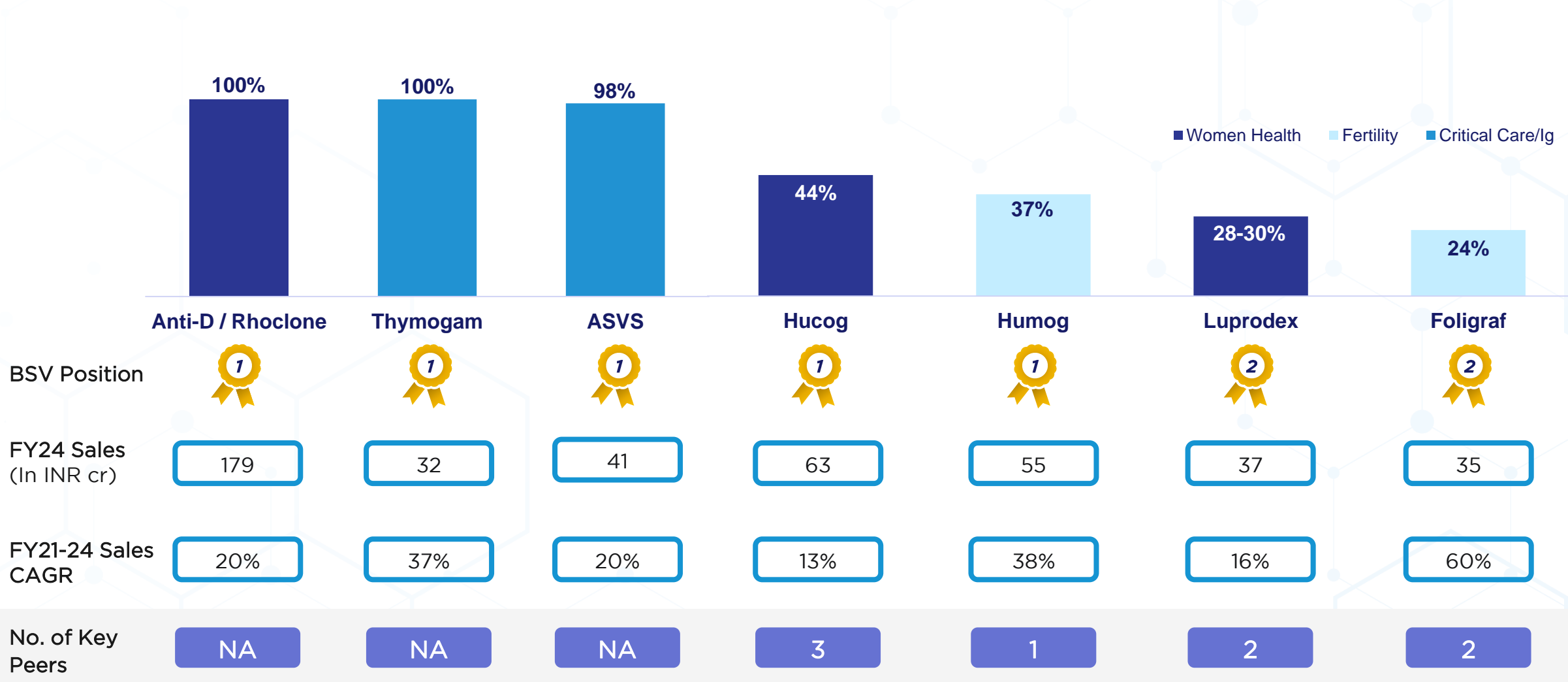
**Can't be viewed with a
pharma lens....**

BSV has what Mankind lacks



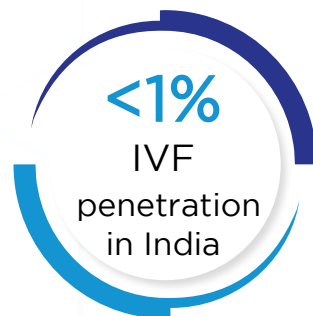
High Entry Barrier Portfolio - Limited Competition

BSV Market Share - Domestic (FY24)





Penetration: Tip of the Iceberg



- **1 in 6 people experience infertility today¹**
- **Global Infertility Drugs Market to Reach \$10B by 2027**

Industry tailwinds

Women
Empowerment

Career oriented
women

Conception in 30's /
delayed parenthood

Exhaustive Fertility Drugs Portfolio



Full Coverage in
Women Healthcare



Fertility



Pregnancy



Post-Pregnancy

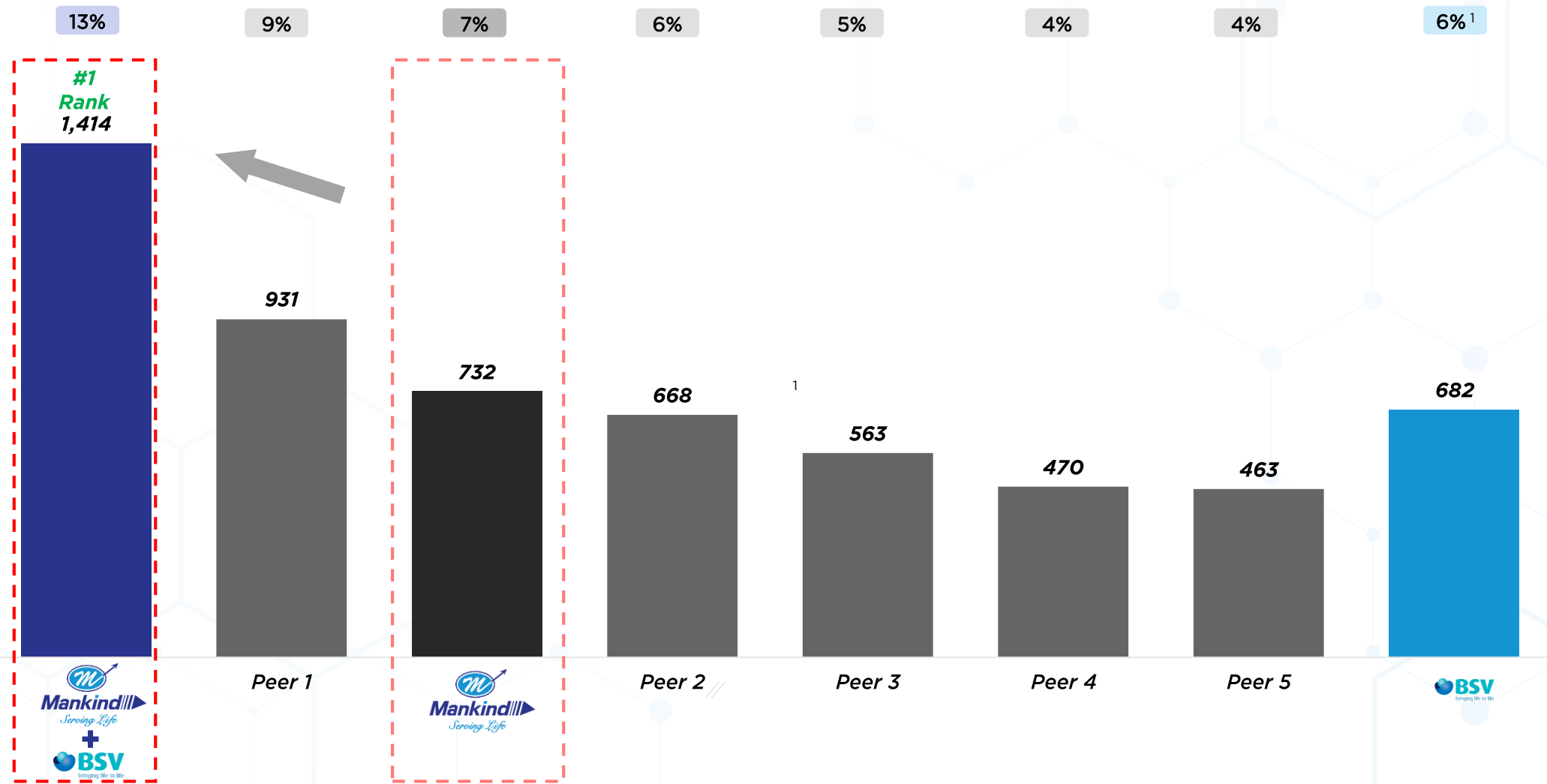
Most comprehensive
portfolio globally

Present in 12 out of the 15 molecules in the space -
Globally

Leadership in WH (#1 in Gynae) Led by Complementary Portfolio

#1 Player in Indian Gynaecology Market (INR 10,858 cr)

Market Share %



Source: IQVIA last 12 months Mar-24 MAT sales; All numbers in INR crore

Notes:

1. BSV IQVIA product sales reclassified according to targeted therapeutic area of Women Health - Specialty, Rx and Fertility



Magic happens when ...



VISION meets **EXECUTION...**



Safe Harbour Statement

The statements, are as on date and may contain forward-looking statements like the words “believe”, “expects”, “anticipate”, “aim”, “will likely result”, “would”, “will continue”, “contemplate” “intends”, “plans”, “estimates”, “seek to”, “future”, “objective”, “projects”, “goal”, “likely”, “project”, “should”, “potential” “will”, “may”, “targeting” or other words of similar expressions/ meaning regarding the financial position, business strategy, plans, targets and objectives of the Company. Such forward-looking statements involve known and unknown risks which may cause actual results, performance or achievements to be materially different from the results or achievements expressed or implied. The risks and uncertainties inter-alia, relating to these statements include (i) cash flow projections, (ii) industry and market conditions; (iii) ability to manage growth; (iv) competition; (v) government policies and regulations; (vi) obtaining regulatory approvals; (vii) domestic & international economic conditions such as interest rate & currency exchange fluctuations; (viii) political, economic, legal and social conditions in India/ elsewhere; (ix) technological advances; (x) claims and concerns about product safety and efficacy; (xi) domestic and foreign healthcare reforms; (xii) inability to build production capacity; (xiii) unavailability of raw materials and failure to gain market acceptance.

The Company and its subsidiaries shall not have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith. Also, the Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events, or otherwise.

Thank You

For more information please visit our website:
<https://www.mankindpharma.com>

For specific queries, contact:

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