



# MOREPEN



Date: 09/11/2017

To,

**National Stock Exchange of India Limited**

Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai- 400 051

Tel No: (022) 26598129-8166

Fax No: (022) 26598195

**Symbol: MOREPENLAB**

**BSE Limited**

Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400 001

Phones: 022-22723030/1717

Fax: 022-22723353

**Scrip Code: 500288**

**Subject:** Clarification on published news

**Ref:** NSE letter no. NSE/CM/Surveillance/7126 dated 09.11.2017

BSE letter no. L/SURV/ONL/RV/RS/2017-18/202 dated 09.11.2017

Dear Sir/Madam,

With reference to the aforesaid letters and emails dated November 09, 2017 on the captioned subject we hereby confirm that the news item published in Business Standard dated 09.11.2017 is correct and as reported the Company has entered into an agreement for distribution and marketing tie-up with Vesale Pharma of Belgium.

**Disclosure required under Regulation 30 of SEBI (LODR) Regulations, 2015 with Press Release, on the aforesaid agreement, has been duly submitted with the Stock Exchanges (Copy enclosed).**

With regard to the specific clarification/confirmation on the news item we hereby submit that:

- a) Preliminary negotiations and discussions with various parties with the intent to expand business and maximization of wealth of stakeholders, is an ongoing process and function of the management of every business organisation and things are not finalized till a formal agreement is signed in that regard. As the aforesaid agreement was signed late evening yesterday (08.11.2017), the Company has duly submitted the disclosures as required under Regulation 30 of SEBI (LODR) Regulations, 2015 today (09.11.2017) i.e. within 24 hours.



## **Morepen Laboratories Limited**

Corp. Off.: 4th Floor, Antriksh Bhawan, 22 K.G. Marg, New Delhi -110 001, INDIA

Tel.: +91-11-23324443, E-mail: corporate@morepen.com Website: www.morepen.com

CIN NO. L24231HP1984PLC006028

Plant & Regd. Off.: Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) 173 205

Tel.: +91-1795-266401-03, 244590, Fax : +91-1795-244591, E-mail: plants@morepen.com



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Further, details regarding the agreement is provided in the copy of Press Release attached herewith.

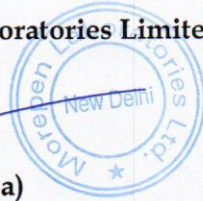
- b) As mentioned above, all the necessary information, with regard to the aforesaid agreement, has been duly announced to the Exchanges under Regulation 30 of SEBI (LODR) Regulations, 2015.

Kindly acknowledge the receipt and take it on record.

Thanking you.

Yours faithfully,

**For Morepen Laboratories Limited**



**(Thomas P. Joshua)**  
**Company Secretary**

**Encl.: As above**

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Date: 09/11/2017

To,

**National Stock Exchange of India Ltd.**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai- 400 051  
Tel No: (022) 26598100 - 8114  
Fax No: (022) 26598120  
**Symbol: MOREPENLAB**

**BSE Limited**  
Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400 001  
Phones: 91-22-22721233/4  
Fax: 91-22-2272 3121  
**Scrip Code: 500288**

**Subject: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 and Press Release**

Dear Sir,

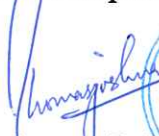

Please find enclosed the disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 and Press Release on the agreement for an exclusive distribution and marketing tie-up between Morepen Laboratories Limited and Vesale Pharma of Belgium, which was signed yesterday late evening at Hotel Taj Palace, in the esteemed presence of the King and the Queen of Belgium who are on their State visit to India.

Kindly acknowledge the receipt and take it on record.

Thanking you.

Yours faithfully,

**For Morepen Laboratories Limited**

  
  
**(Thomas P. Joshua)**  
**Company Secretary**

**Encl.: As Above**

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**MOREPEN**



## Press Release

# Morepen Labs ties-up with Vésale Pharma of Belgium

**New Delhi, November 9, 2017:** Morepen Laboratories Ltd. has entered into a tie-up with Vésale Pharma International of Belgium to strengthen its position in the Rs. 1000 crore Probiotics market in India. An agreement to this effect between the two pharma biggies was officially signed in the august presence of the King and the Queen of Belgium who are currently on their State visit to the Republic of India.

The tie up will expand Morepen's formulations portfolio in the Indian market, especially in the gastroenterology segment. Initially it is an exclusive distribution and marketing tie up. However, the foreign counterpart may invest in future for setting up of a worldwide manufacturing and R&D facility in India with Morepen for its entire range of products.

Four major Probiotics to be introduced by Vésale Pharma in the Indian market include **Bacilac Infantis, Bacilac ORS, Bacilac Forte and Cibalex**. Each of the products are unique and have patented technology of Intelicaps. **Intelicaps**, which is Vesale's patented IP, does not let the probiotics gets destroyed in the stomach and makes the live bacteria reach the intestine where it colonizes and fights the bad bacteria, While **Bacilac Infantis** is used in the treatment of acute infectious diarrhoea, antibiotic associated diarrhoea, prevention of nosocomial diarrhoea and treatment of colic in kids, **Bacilac ORS** is indicated particularly for prevention of dehydration in cases of diarrhoea and has the added probiotic benefits. **Bacilac Forte** is used to treat irritable colon, prevention of traveller's diarrhoea and prevention of diarrhoea during antibiotic therapy in addition to maintaining and restoration of the intestinal flora. **Cibalex** treats chronic and occasional constipation while stimulating regular stools in a natural way. It also maintains good intestinal transit and contains fibre and the patented probiotic formula. All the products treat the problems and add good bacteria to the intestine with the science that the living bacteria will not get destroyed in the stomach itself. This makes a Doctor more confident of the immediate results and better recovery.

The four products together are likely to contribute **Rs. 100 crore** to Morepen Lab's top line in the next five years. Probiotics are about a 1000 Cr ethical prescription market in the country growing at 15% annually. Morepen will not only sell these products in the Indian market, but will also make them for other markets across the globe for Vesale in the future.

Speaking on the occasion, **Jehan Lienart, Executive Chairman & CEO, Vésale Pharma**, said, "India makes a great opportunity for Vesale. This agreement we signed with Morepen Laboratories today is perfectly in line with the global strategy and international development of Vesale Pharma. The need for our patented products in the probiotic segment is huge. Morepen is a great partner for us as they are strong in gastro segment and their understanding of probiotics and innovation is well appreciated. Vesale brings in patented, easy to use, effective probiotics for people of ages from infants to geriatrics. Moreover, with our unique technology Intelicaps, we make sure that live bacteria reaches the intestine and does not get destroyed in the stomach. We plan to do wonderful things together with Morepen for India".



**Mr. Sushil Suri, Chairman and Managing Director, Morepen Laboratories Ltd.** said, "We are delighted to bring Vesale products and technology to India. The range and technology gels very well with our focus on probiotics. India's lifestyle, eating habits, nutrition deficiencies are heavily compromised today in tier 1 and 2 cities. During infections and diseases also the intestinal health is compromised, so keeping both the issues in mind, Morepen has planned to put a very special focus on its Probiotics and will work on improving the much needed intestinal health of the people from kid's health to adults to even cancer patients with Vesale's Intelicaps products".

**Probiotics** are live bacteria, intended to colonize in the human intestine in large numbers. Their availability is influenced by factors such as pH, humidity, heat, temperature fluctuations and exposure to oxygen. To be efficacious, it is essential that the bacteria arrives alive at their target organ, i.e. the intestine, surviving the attack of gastric acids and bile salts in the alimentary canal. Most of the probiotic formulations, which are currently sold in the market, are not very effective as they do not survive in the gastric atmosphere as majority of the bacteria is killed there itself. This is where the need for Vésale Pharma's better and efficacious probiotics arises which can improve the lives of infants, children, adults and geriatrics with the help of its patented Intelicaps technology.

#### **About Vésale Pharma:**

Vésale Pharma was founded in 1997 by Jehan Lienart, who is currently the Executive Chairman and the CEO of the company. Vésale Pharma is a pioneer company in fundamental research, clinical and pharmaceutical development and the commercialization of innovative treatments based on probiotics. Vésale Pharma is one of the only companies active in Europe and in the world in the fundamental research on probiotic therapeutic solutions. The company holds several patents worldwide including the patents for Intelicaps (a revolutionary technology unique in the world of probiotic microencapsulation) and Bifidobacterium Animalis Lactis, which are already obtained in the USA. The Intelicaps technology developed by Vésale Pharma is designed to address the problem of the low availability of probiotics and offers real benefits of probiotics to human being. Intelicaps technology maintains product stability under extreme conditions. Microcapsules resist low pH levels, allowing them to pass through the stomach without opening, and they deliver the available probiotics directly to the intestine, which is the target organ.

Vésale Pharma has just published a third patent on the olive solution for probiotics, the DROPS technology, which it has developed. The company invests around 23% of turnover every year in fundamental and applied research and development of molecules. Vésale Pharma sells its products in mainly over 20 countries representing all major continents across the globe. The company sells probiotic products in various therapeutic categories such as dermatology, gastroenterology, feminine health, immunity and pregnancy.

#### **About Morepen Laboratories Ltd.**

Morepen Laboratories Ltd. is a 33-year old, Rs. 600 Cr pharmaceutical and healthcare products company. The company went public in the year 1993 and is currently listed at both the Bombay Stock Exchange as well as the National Stock Exchange.

Morepen is engaged in the manufacturing and sale of APIs/ Bulk Drugs, Home Diagnostics, Formulations and OTC products. The company's state-of-the-art manufacturing facility at Baddi (Himachal Pradesh) comprises a scientifically integrated complex of 10 plants, each with a specific product profile. The USFDA approved plant at Masulkhana is for manufacture of Loratadine, an anti-allergy drug – internationally known as Claritin. The new blockbuster drug Montelukast is also manufactured at this FDA approved site.



The large and spread out manufacturing facility at Baddi manufactures latest and much in demand products like Atorvastatin, Rosuvastatin, Sitagliptin and others for regulated markets of USA and also for non-regulated markets across the globe.

Morepen markets over 100 branded formulations under six major therapeutic segments in the domestic market. It has WHO GMP facilities for manufacturing of Formulations. The company's manufacturing facilities are backed by a strong dedicated team of research and development (R&D) professionals who ensure stringent quality standards. In Home - Diagnostics business, Morepen has a formidable presence in Blood Glucose Monitors and Blood Pressure Monitors, in the domestic markets. The company's OTC brands are being promoted under its wholly owned subsidiary Dr. Morepen Limited. Dr. Morepen's famous OTC product line, including Burnol, Lemolate, Sat-Isabgol, Pain-X and others, has a significant presence in the domestic market.

The company's wholly owned subsidiary-Dr. Morepen Ltd. is setting up a first of its kind chain of healthcare centres in India by the name of Dr. Morepen NOW to offer ECP Therapy to target consumers in India. The move is part of the company's "Nation on Wellness (NOW)" drive, which envisions providing non-invasive means to treat cardiovascular diseases and diseases associated with cardio-metabolic issues gripping the country today. The first Dr. Morepen NOW clinic has been set up in Hauz Khas, New Delhi.

For Further Details, Please contact:

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**MOREPEN**  
*The Joy of Growing Together*

**VÉSALE PHARMA**  
*Probiotic Solutions*

*Sum*

