



I CHOOSE
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MOREPEN
The Joy Of Growing Together

INVESTORS PRESENTATION (Q1) AUGUST 2018

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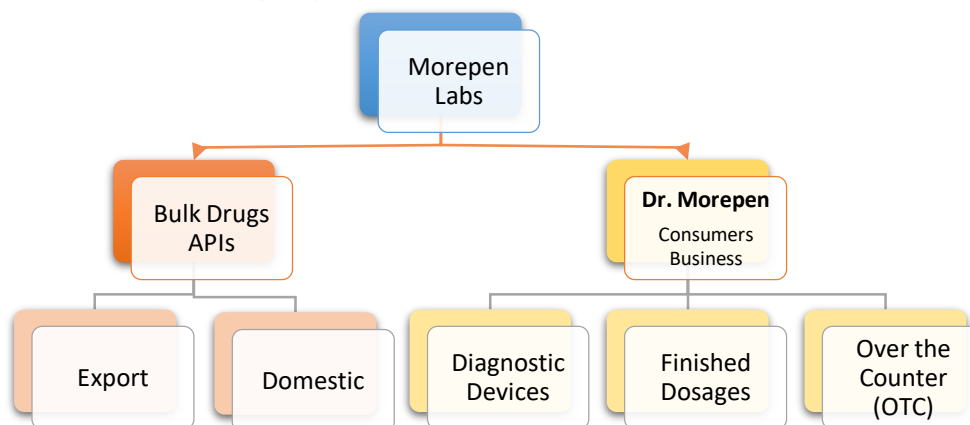
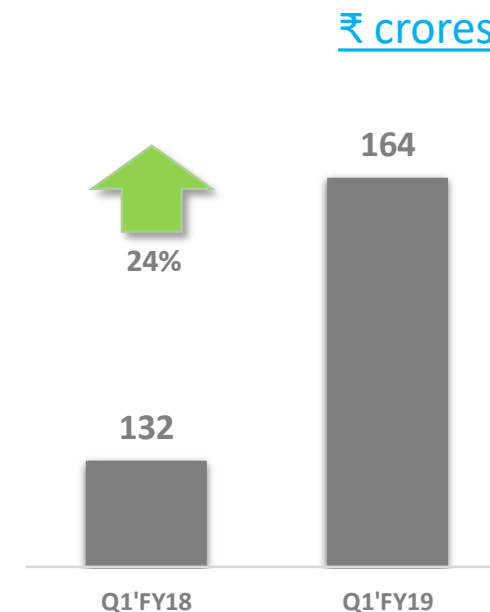
Highlights of Q1'FY19 Performance

₹ crores

- **Net Sales Revenue** up by **26%** at Rs. 161.81 crore backed by improved sales revenue from Home Diagnostics, Formulations and OTC Businesses. **Domestic sales** up by **71 %** at Rs. 108.20 crore
- **Net Profit before tax** up by **108 %** at Rs. 2.65 crore. **Net Profit after tax** up by **93%** at Rs. 2.46 crore.
- **Montelukast** records highest growth amongst bulk drugs in the quarter @**55%**: 149% growth in the domestic market on Y-o-Y basis.
- **Blood Glucose Monitors'** quarterly sales jump up by a whopping **78%** & **Blood Pressure Monitors'** by **28%**. Overall **Diagnostic Devices** sales grew by **51%** in Q1'FY19.
- **Dr. Morepen Basket** quarterly sales have recorded a growth of **73%**. In the **branded OTC category**, Sales of **Lemolate** went up by 94% and that of **Burnol** by 35 %
- **Interest Cost** falls further by **67%** from 1.33 crore in Q1 FY 2017-18 to Rs. 44 lakhs only in Q1'FY19.
- Company gets **USFDA approval** for its two plants at Baddi and Masulkhana in Himachal Pradesh for bulk drugs Atorvastatin Calcium and Montelukast Sodium.

Segments wise growth

- **Overall business** for the Quarter (Q1'FY19) has grown at **24%** as compared to Q1'FY18
- **API Business** has shown extremely good results in the **domestic market** having grown at 88% for the Q1'FY19 and still contributes 47% including exports.
- **Home Diagnostic Devices** business which contributes 21% of the topline has registered an exponential growth of **51%** in Q1'FY19
- **Finished dosage** business having **22%** contribution in the quarterly sales has also registered a record growth of 101% for Q1'FY19 as compared to Q1'FY18.
- While **Dr. Morepen branded portfolio** has grown up by **73%**, **OTC Business** has scored had a jump of **69%** in Q1'FY15.



Segments	Q1'FY19	Q1'FY18	Y-o-Y Growth
APIs	78.00	77.88	-
Diagnostics	34.58	22.88	51%
Formulations	36.34	18.06	101%
OTC	13.31	7.86	69%

API Business



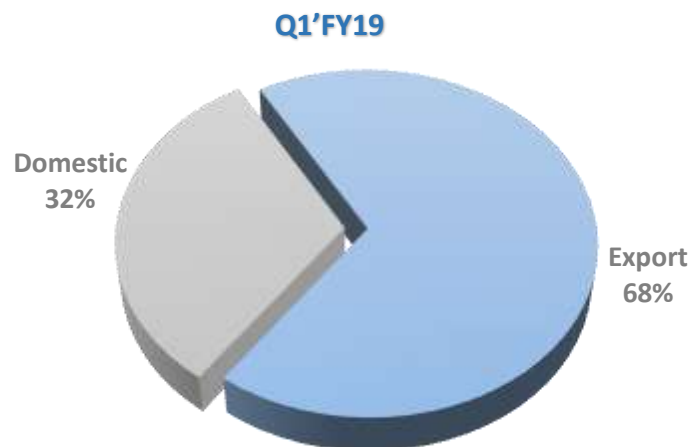
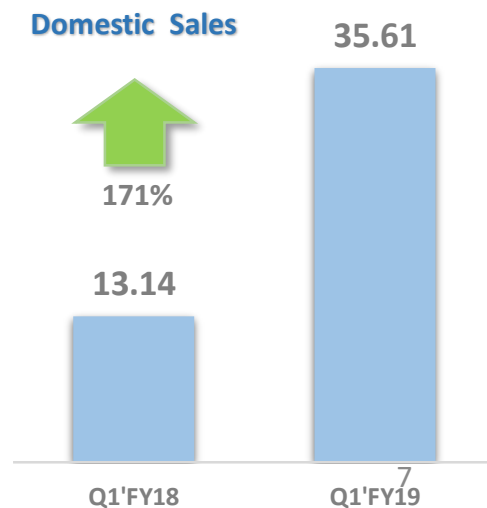
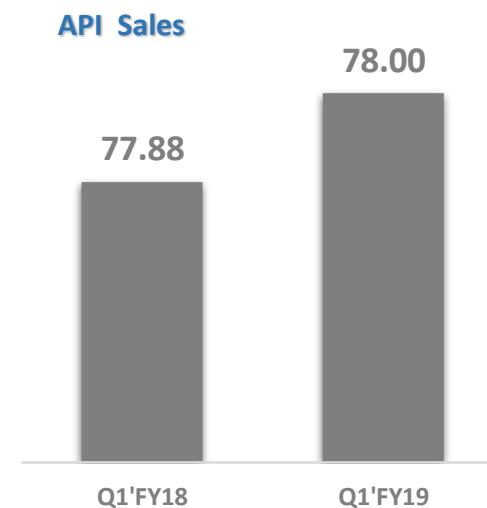
Production Units
P1-P10 in Baddi (HP)



API: Increasing Domestic topline

- **Domestic API business** has got a jump of 88% during the Q1'FY19 as compared to Q1'FY18
- **Montelukast** has registered an jump of 55% in Q1'FY19 as compared to Q1'FY18 and contributes 30% to the API topline. Trial shipments to US markets have started post USFDA approval of the plant in April this year. in the domestic market, Montelukast has secured a remarkable growth of 149% during the Q1'FY19
- Company has got **USFDA has got approval** of the **Baddi** plant for export of **Atorvastatin**, and the Atorvastatin business is going to get big boost in the coming years.
- **Loratadine** sales has grown by 72% in Q1'FY19 on Y-to-Y basis in the domestic market and has 38% share in the domestic sales this quarter

₹ crores





Branded Portfolio

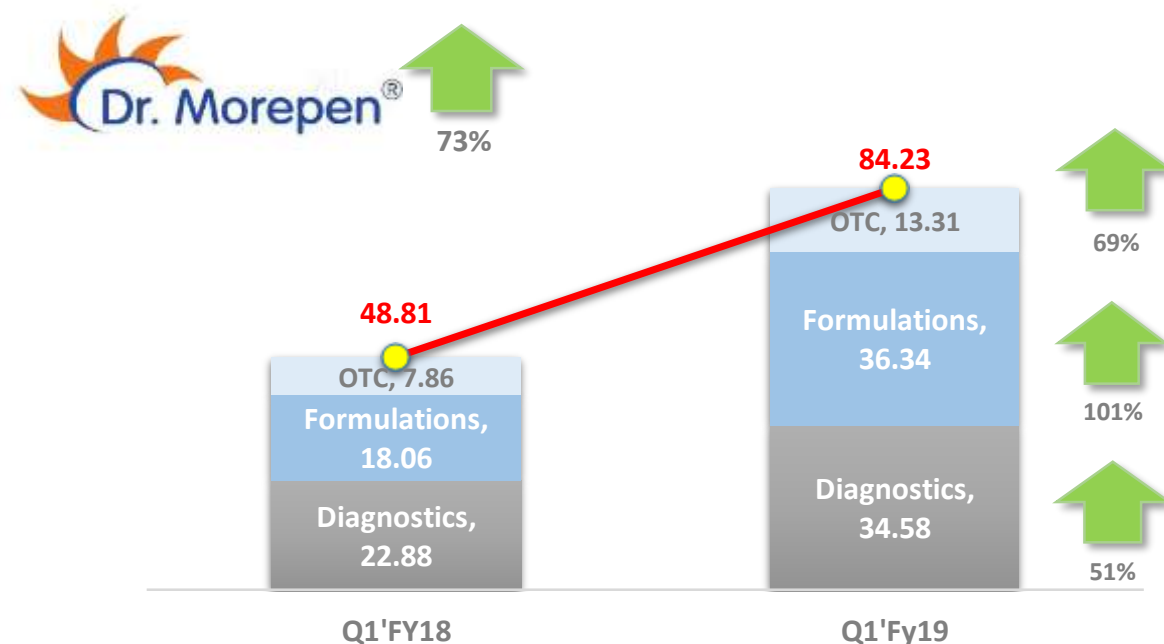
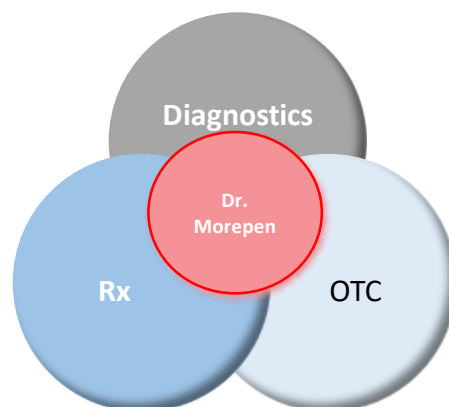
Dr. Morepen®



Branded Portfolio

₹ crores

- **Dr. Morepen brand basket** has grown from Rs.48.81 crores to Rs. 84.23 crores for the Q1'FY19 and has registered an upside of **73%** as compared Q1'FY18
- Within the basket, **Diagnostic Devices** business has shown has registered a growth of **51%** while **Finished Dosages** has registered a record jump of **101%**.
- Dr. Morepen Over the counter (**OTC**) products have also shown significant growth of **69%** in Q1'FY19



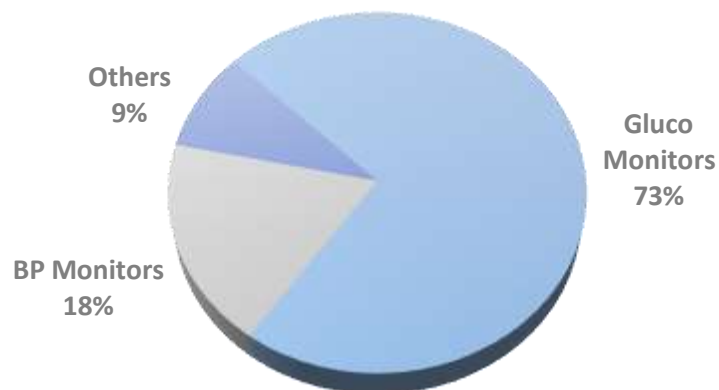
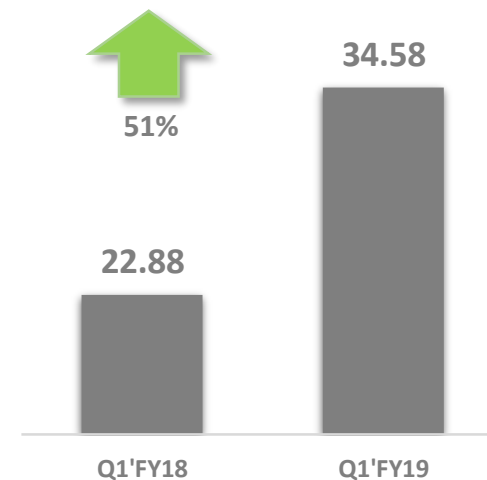
Diagnostics Business



Devices Business - Growth Driver

- **Home Devices portfolio** has been growing with fast pace and has recorded a growth of **51%** during the quarter.
- **Blood Gluco Monitors** have marked a growth of **78%** in Q1'FY19 as against Q1'FY18. Total Gluco monitors installed during Q1'FY19 were 48% more than Q1'FY18 and have crossed 2 million target.
- The company has achieved a milestone of having **sold 200 million glucose testing strips (tests)**. No. of strips sold during the Q'FY19 were **76%** more than Q1'FY18.
- **BP Monitors** sales have grown by **28%** during the Quarter as compared to Q1'FY18

₹ crores



Blood Gluco Monitors

OVER
2,000,000
USERS



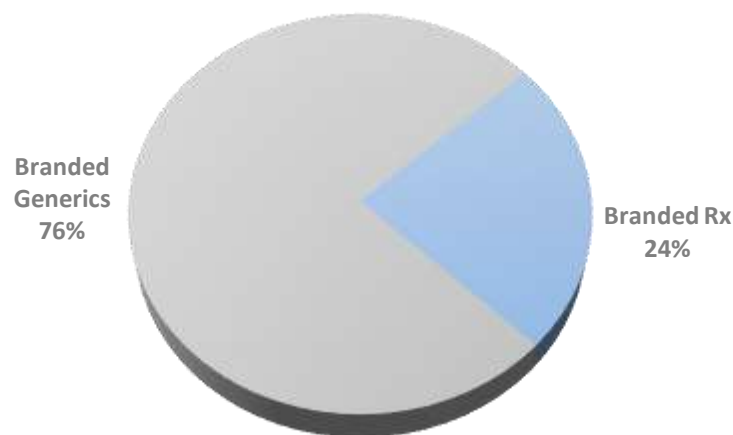
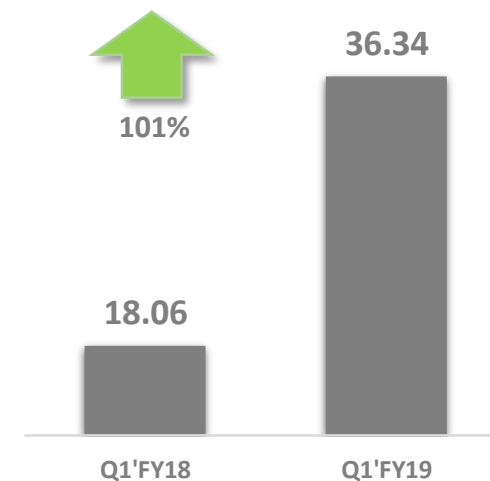


Branded Formulations

Finished Dosages: Record growth

- **Finished Dosages** has bounced back strongly with a record increase of **101%** in Q1FY'19 as compared to last year same quarter.
- **Branded Prescription (Rx)** products has grown by **99%** during the Q1'FY'19
- **Antibiotics and Vitamins** have grown by **133%** and **117%** respectively in the quarter on Y-to-Y basis. **Gastro** products also scored a strong growth of **64%** during the period
- **Branded Generics** business which suffered during GST implementation period has also bounced back with quarterly growth of **102%**

₹ crores



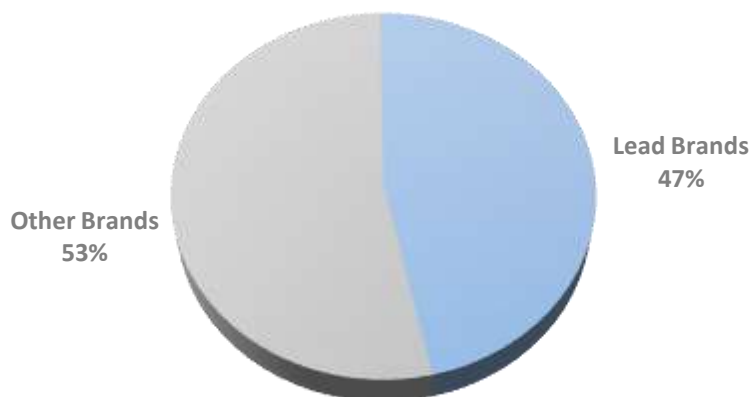
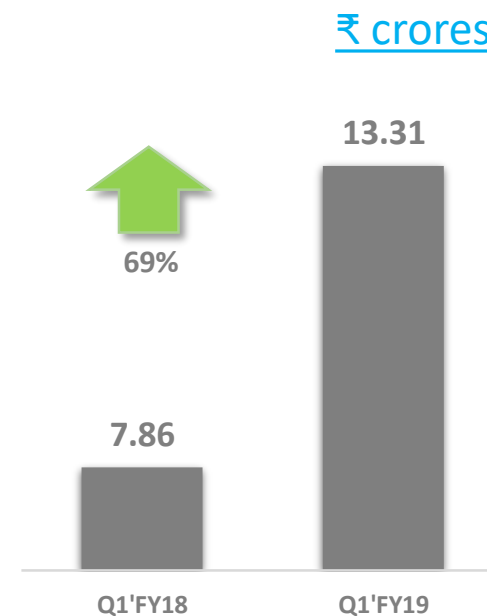
Segments	Q1'FY19	Q1'FY18	Y-o-Y Growth
Branded Rx	8.66	4.36	99%
Branded Generics	27.68	13.70	102%



OVER THE COUNTER – OTC

OTC Business: Bouncing Back

- **Total OTC category** has registered a robust growth of **69%** during the quarter.
- **Lead Brands** like Burnol (Burn Cream), Lemolate (Cough & Cold) and Fiber-X (Sat Isabgol) have registered a growth of **54%**
- **Burnol Sales** have gone up strongly by **35%** during the Q1'FY19 on Y-to-Y basis
- **Lemolate Sales** have registered a jump of **94%** in FY18'Q4 and **Fiber-X** has grown by **65%** in Q1'FY19 as compared to same period previous year.
- Other **small brands** which are distribution and reach based have also got a substantial gain of **86%** in the sales in the Q1'FY19



Segments	Q1'FY19	Q1'FY18	Y-o-Y Growth
Lead Brands	6.23	4.06	54%
Other Brands	7.08	3.80	86%



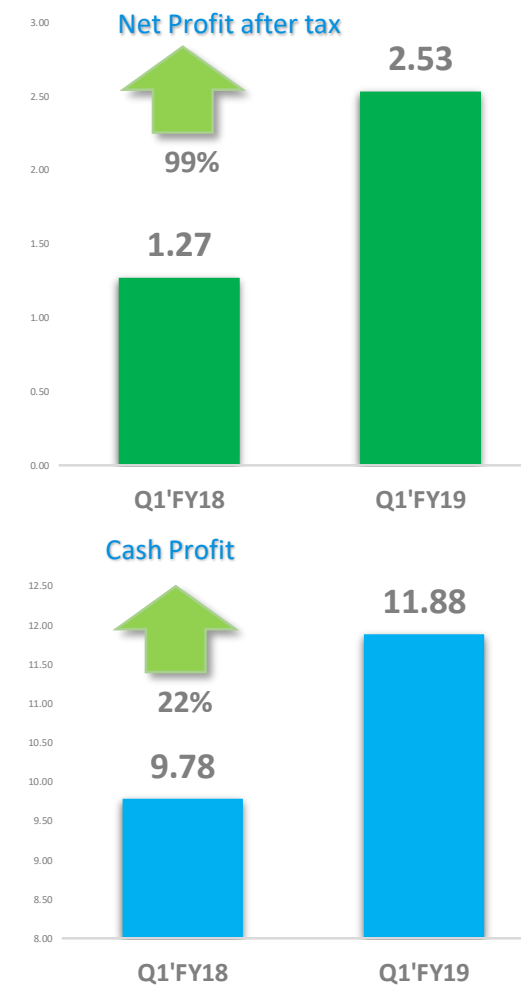
FINANCIALS

Increasing Cash Surplus

- **EBIDTA** number has grown up by **10.4%** during the Quarter as compared to corresponding Quarter last year
- Drop in interest cost by 67%. Quantum jump in Cash Profits during Q1'FY19 and Cash surplus has increased by 21% as compared to Q1'FY18.
- **Net profit** before tax has risen to Rs. 2.65 crores as against Rs.1.27 crores in Q1'FY18, an increase of **108%**
- Q1'FY19 has recorded a **Profit after tax** of Rs. 2.46 crores as against Rs.1.27 crores in Q1'FY18, an increase of **93%**



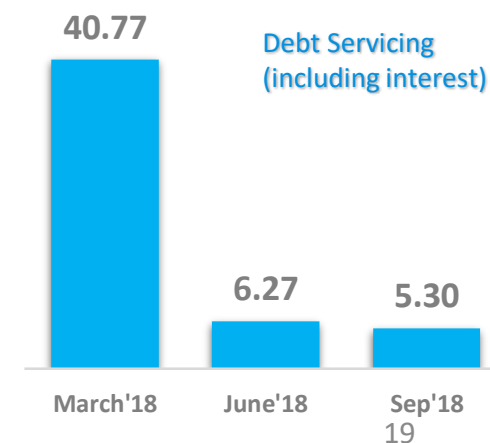
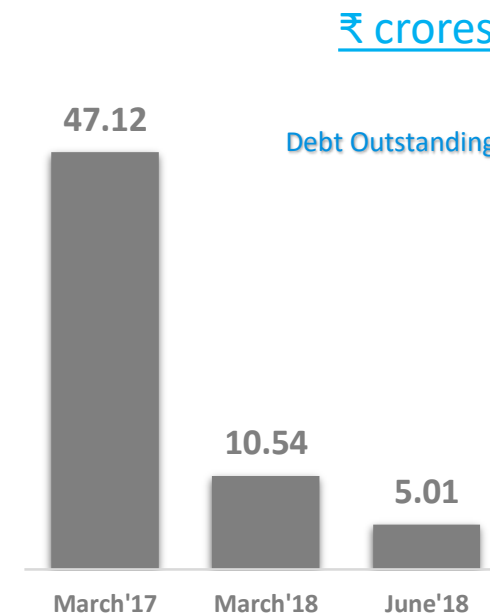
₹ crores



Becoming Debt Free soon

- The company had peak outstanding debt of Rs.750 crores with 43 banks in FY'05 which was restructured through CDR Scheme of RBI in July 2006. with an upfront payment of OTS amount of Rs.150 crores.
- The residual debt of Rs.147 crores has been serviced regularly and company paid Rs.40.77 crores last fiscal and Rs.5.53 crores paid in Q1 FY'19.
- All the repayments of residual debt have done through internal Cash accruals.
- Total Debt outstanding in the books of the company as on 30th June 2018 is Rs.5.01 crores which company plans to pay in Q2'FY19.

DEBT FREE
SOON



Synopsis of Q1'FY19 Performance

₹ crores

	Consolidated Q1'FY19	Consolidated Q1'FY18	Y-o-Y Growth
<i>Net Revenue</i>	163.74	132.04	24.2%
<i>Expenditure</i>	151.49	120.94	25.3%
EBIDTA	12.25	11.10	10.4%
<i>Interest</i>	0.44	1.33	(66.6%)
<i>Cash Surplus</i>	11.81	9.78	20.8%
<i>Dep. & Amortization</i>	9.16	8.50	7.8%
<i>Income Tax</i>	0.19	-	
Net Profit	2.46	1.27	93.2%



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Thank You



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