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MOREPEN
The Joy Of Growing Together

INVESTORS PRESENTATION FOR Q4'FY19 - MAY 2019

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Highlights of Q4'FY19 Performance

- **Standalone total revenue** at 207 cr. for Q4'FY19 is **up by 31%** from Q4'FY18 and the **Consolidated total revenue** is **up by 28%** at Rs. 220 cr. for the corresponding period registering excellent growth in all business segments.
- **Export Revenue in Q4'FY19** is **up by 51%** at Rs. 96 cr. from Q4'FY18 due to high impetus in the API business. Within the API export, **Monetlukast exports have shown outstanding growth of 114%** in the quarter.
- **Domestic Sales Revenue for Q4'FY19** is **up by 13%** at Rs. 119 cr. with **Loratadine Sales making a marked 102% growth** in domestic market as compared to Q4'FY18.
- **Overall API Sales Revenue for Q4'FY19** grew by **34%** at Rs. 125 cr. as compared to Q4'FY18 with **New Molecules have added Rs. 9.94 cr.** to the top line, thanks to the results of relentless efforts of the R&D team.
- While **BP Monitors sales have jumped by 61%**, **Nebuliser sales have grown by rocking 406%** in the quarter, **Home Diagnostic business for the quarter** at Rs. 28 cr. is up by **12%** from the same period.
- **Formulation Sales Revenue** got a **robust increase of 30%** at Rs. 49 cr. in Q4'FY19 from corresponding quarter last year.
- **Growth of 125% in Standalone Net Profit** for Q4'FY19 is Rs. 9.22 cr. up from Rs. 4.11 cr. last year same quarter while **EBIDTA** for same period grew by **45%**.
- **Consolidated Net Profit** for Q4'FY19 recorded **extraordinary growth by 54%** at Rs. 10.49 cr. up from Rs.6.81 cr. for Q4'FY18.
- The company **cleared all the outstanding debt** in the books to all the lenders in this quarter and has become a **Zero Debt company**.

31%
Total Revenue

51%
Exports

45%
EBIDTA

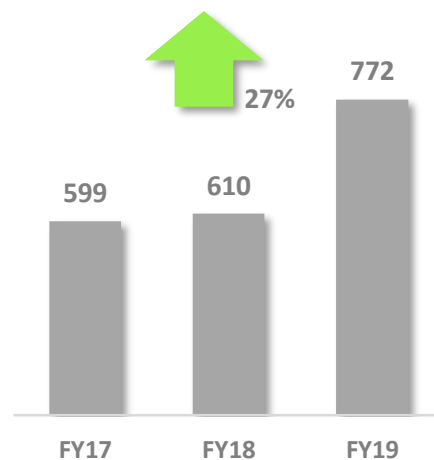
125%
Net Profit

DEBT FREE

All Around Growth

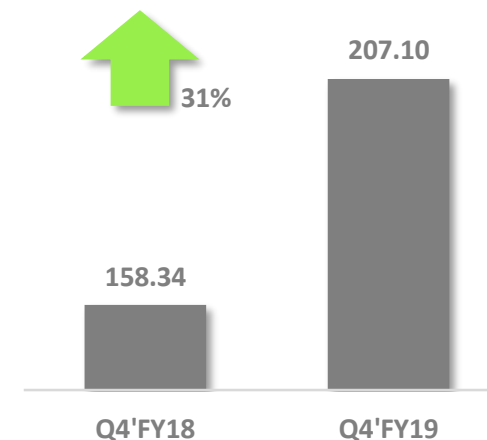
- **Overall Standalone** revenue at Rs.207.10 Crores has recorded **31% jump** in Q4'FY19 as compared to Q4'FY18.
- **API (Active Pharmaceuticals Ingredients) business** with revenue share of 62% recorded a **growth of 34%** in Q4'FY19 against same quarter last year.
- **Home Diagnostic Devices** business which contributes 14% of the topline has registered growth of **12%** from sales in Q4'FY19.
- **Finished dosage business** has also **grown by 30%** in FY19.
- **Quarterly Consolidated total revenue** has touched 219.74 Crores up **28%** and **Annual consolidated revenue** of Rs. 772 cr. for FY19 at has has also jumped by **27%** from FY18

Consolidated Revenue



₹ crores

Standalone Quarterly Revenue

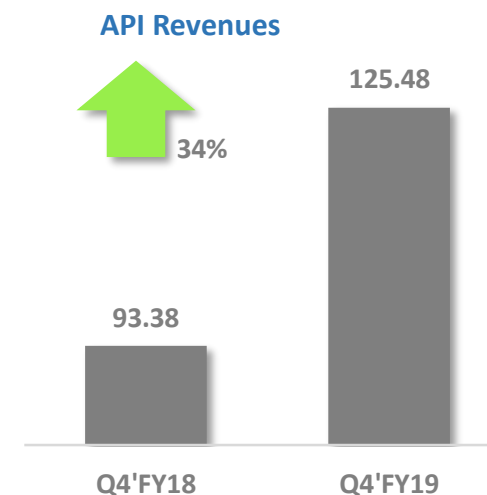


Segments	Q4'FY18	Q4'FY19	Growth
APIs	93.38	125.48	34%
Diagnostics	24.73	27.77	12%
Formulations	37.97	49.35	30%

APIs: Sparking Growth

₹ crores

- Overall API business at Rs. 125.48 Crores has shown a remarkable **growth of 34%** in Q4'FY'19.
- Finished APIs have registered a growth of **24%** at Rs. 111.03 Crores in Q4'FY19 as against Q4'FY18.
- **API Exports** at Rs. 95.41 Crores have a sharp **upswing of 51%** in Q4'FY19
 - **Montelukast** has got an excellent **growth of 114%**
 - **Rosuvastatin** has marked an **upside of 110%** for the quarter.
- In the Domestic market, **Loratadine** has registered a significant **growth of 102%** in Q4 of the year as compared to same period last year.
- **Intermediate sales** have recorded a **upside of 13%** at Rs. 4.53 Crores in Q4'FY19 as compared to Q4'FY18.
- **New Molecules** sales have **given additional revenue of Rs. 9.94 Crores** in Q4'FY19 as compared to Q4'FY18, thanks to the consistent efforts of the R&D team.
- Shortage of imported raw materials and sharp increase in raw materials prices continue to put a pressure on deliveries and profit margins.



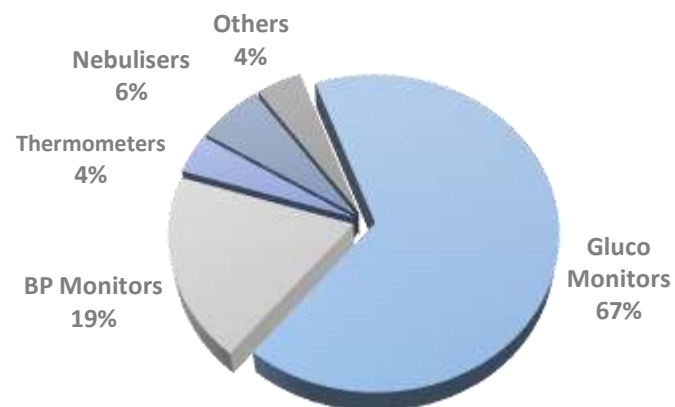
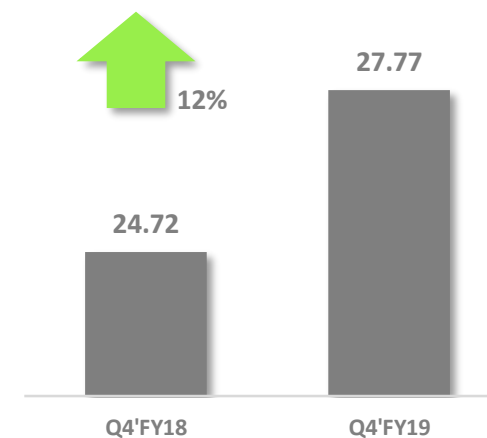
Main Products	Q4'FY18	Q4'FY19	Growth
APIs	86.59	111.03	24%
Intermediates	4.00	4.53	13%
New Molecules	2.79	9.94	256%

Devices Business - Growth Driver

₹ crores

- **Home Diagnostic portfolio** has been growing at fast pace and has recorded a growth of **35%** in FY19 at Rs. 140 Crores from FY18 riding its success story.
- **Blood Gluco Monitors** sales have marked an excellent **growth of 43%** in FY19 as compared to FY18 again this year continuing its market leadership.
- The Company installed **25% more** Gluco monitors during FY19 than FY18 and total meters installed till FY19 are around 2.35 millions. Number of **Glucose Testing Strips** sold during FY19 has crossed **104 million** registering a jump of **52%**.
- **BP Monitors** have **grown by 22%** during the year and had a big jump of **61% in Q4'FY19**.
- **Nebulisers** also shown a robust growth of **49%** in this fiscal and huge jump of **406% in FY19'Q4**.

Diagnostics Devices Revenues

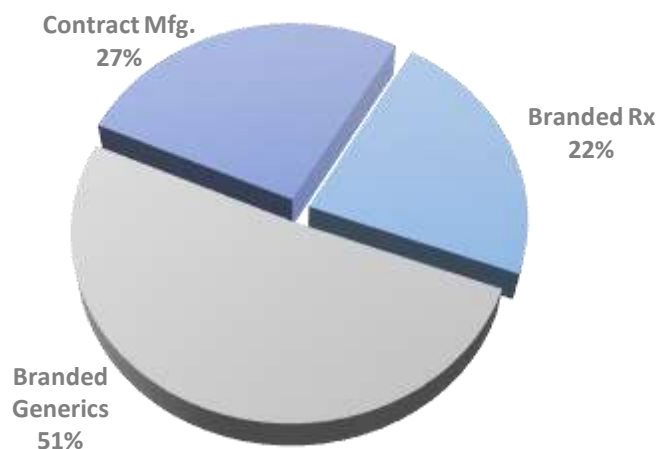
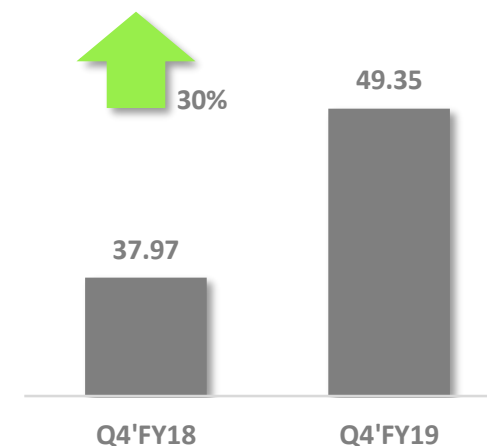


Finished Dosages: High Growth

₹ crores

- **Finished Dosages** has recorded substantial growth of **30%** in Q4'FY19 at Rs. 49.35 Crores as compared to Q4'FY18.
- **Branded Prescription (Rx)** products sale revenue has grown up during the Q4'FY19 **20%** from FY18.
- **Branded generics** business in Q4'FY19 at Rs. 29.91 Crores has shown a growth of **44%** from Q4'FY18.
- **Contract Mfg. business** has achieved remarkable growth of **51%** in FY19 with increased focus on capacity building and system implementation.

Finished Dosages Revenues



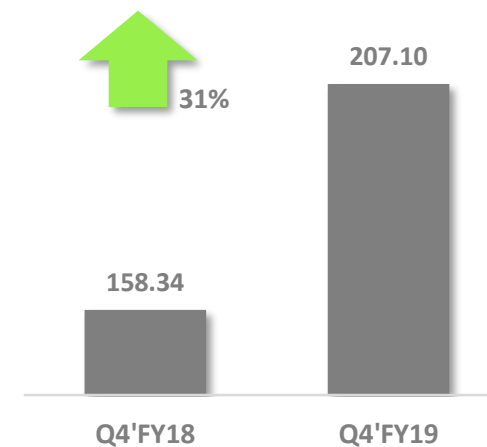
Main Products	Q4'FY18	Q4 'FY19	Growth
Branded Rx	6.00	7.22	20%
Branded Generics	20.76	29.91	44%
Contract Mfg.	11.21	12.22	9%

Phenomenal Performance in Q4'FY19

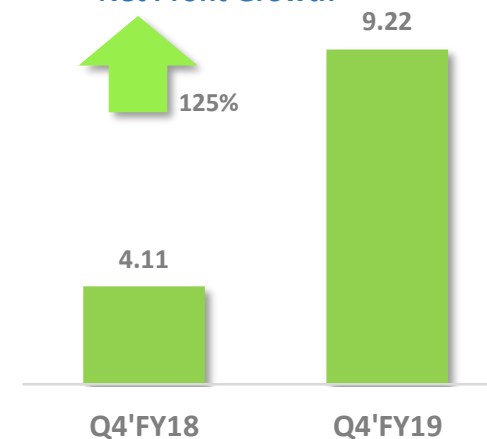
₹ crores

- There is an increase of 31% in Net Revenue in Q4'FY19 as compared to Q4'FY18 on **Standalone** basis.
- **EBIDTA** for the Q4'FY'19 has jumped by **45%** from Rs.14.59 Crores in Q4'FY18 to Rs. 21.09 Crores for the quarter.
- **Cash Surplus** of Rs.20.17 Crores for the quarter Q4'FY19 has also marked **45%** growth in the Q4'FY19 compared to corresponding quarter.
- Net Profit after Tax (PAT) for the quarter has shown a sparkling **increase of 125%** as **Net Profit jumps** from Rs.4.11 Crores in Q4'FY18 to Rs. 9.22 Crores in Q4'FY19.

Quarterly Net Revenues



Net Profit Growth



Debt Free Company

- **The Company has repaid its all its outstanding loans and is now a Debt Free Company.**
- *There is no outstanding loan liability on the company either on account of Term loan or Working capital facility as per CDR.*
- *The company had **peak outstanding debt of Rs. 750.00 Crores** in FY'05 which was restructured under CDR mechanism in July 2006 with an upfront payment of OTS amount of Rs.150.00 crores.*
- *All the repayments of residual debt have been done through **internal cash accruals** without any outside borrowings.*
- **Last payment of Principal amount paid is Rs.12.16 Crores in FY19 as against Rs. 36.58 Crores in FY18.**
- *Interest payout in FY19 is reduced to Rs. 1.37 Crores compared to Rs. 4.18 Crores in FY18.*

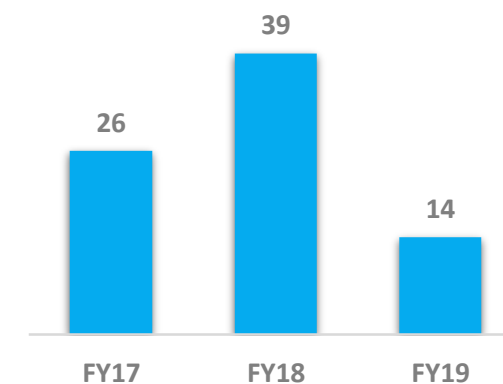
PAID IN FULL

₹ crores

Zero Outstanding Debt



Debt Servicing including Interest



Synopsis of Q4'FY19 Performance

₹ crores

	Standalone (17-18)	Standalone (18-19)	Growth %age	Consolidated (18-19)
Net Revenue	158.34	207.10	31%	219.74
Expenditure	143.75	186.01	29%	196.97
EBIDTA	14.59	21.09	45%	22.78
Interest	0.72	0.92	29%	0.93
Cash Surplus	13.87	20.17	45%	21.85
Dep. & Amortization	9.77	10.95	12%	11.15
Income Tax	-	-	-	0.21
Net Profit	4.11	9.22	125%	10.49
Other Comprehensive Income	(0.34)	(0.56)		(0.55)
Total Comprehensive Income	4.07	8.66	113%	9.94





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