MOREPEN LABORATORIES LIMTED





Q2'FY22

EARNINGS PRESENTATION - NOVEMBER 2021



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Q2'FY22 PERFORMANCE

Rs. in crores

17% NET REVENUE 340.13 398.17 **A26%**EBITDA
35.49 44.88

A 5 8 %
PROFIT AFTER TAX
27.17 37.36

A33% EPS (3M) Rs. 0.60 Rs. 0.83

Q2'FY21 Q2'FY22

Q2'FY21 Q2'FY22

MOREPEN

QUARTERLY HIGHLIGHTS

Rs. in crores



Q2'FY21 **Q2'FY22**

CONSOLIDATED QUARTERLY PERFORMANCE

25% CAGR



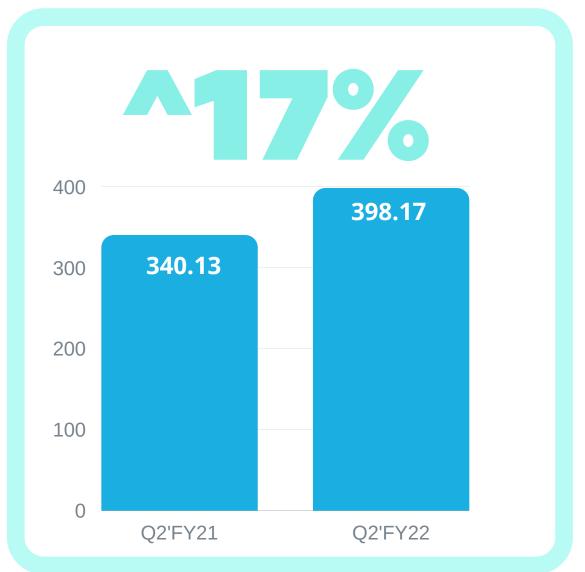
ANNUAL PERFORMANCE

MOKEDEN

CONSOLIDATED

REVENUE GROWTH

Rs. in crores



Q2'FY22 PERFORMANCE

BUSINESS SEGMENTS





API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OTC (SUBSIDIARY)

SEGMENTS WISE GROWTH

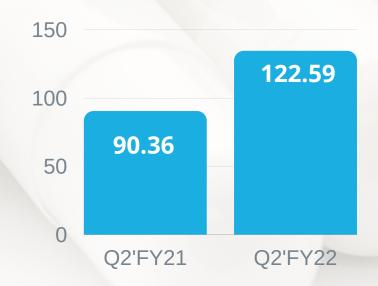


49%



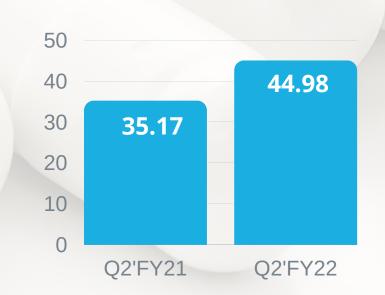


^36%



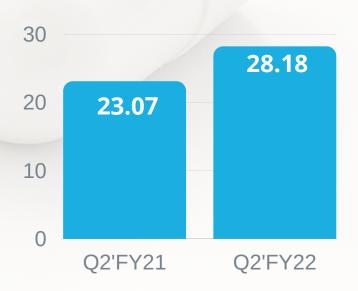
FORMULATIONS

^28%



DR.MOREPEN -OTC

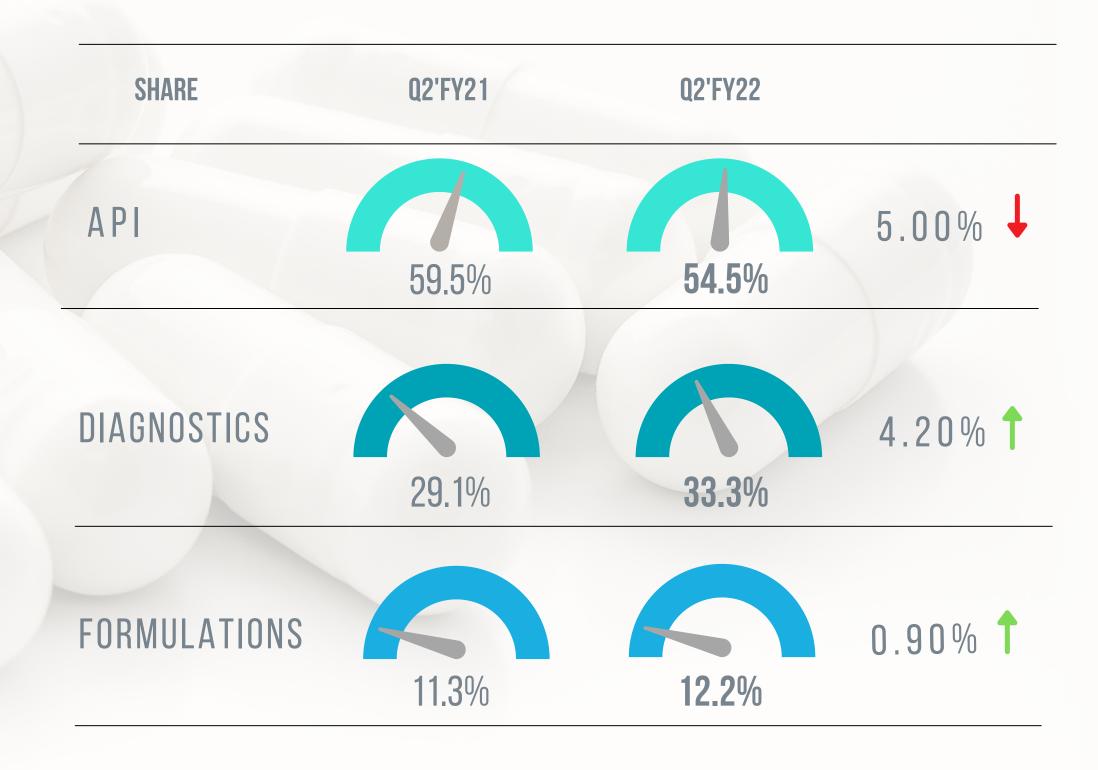
^22%

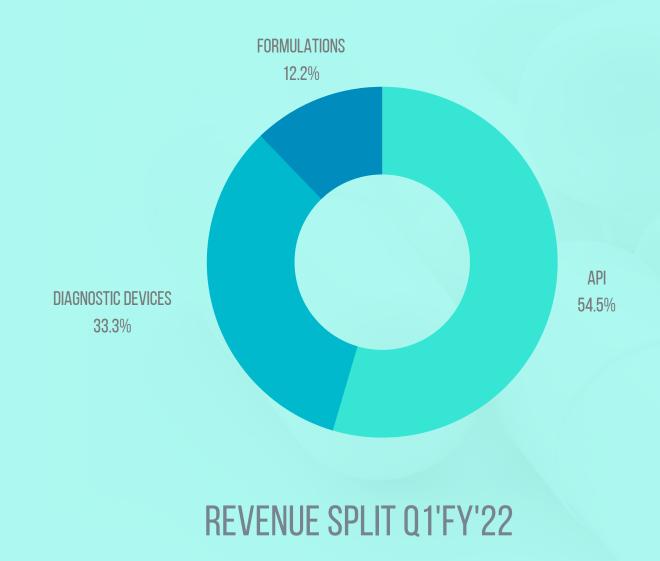




STANDALONE

SEGMENT WISE BREAKUP







API BUSINESS

LEADERSHIP THROUGH QUALITY

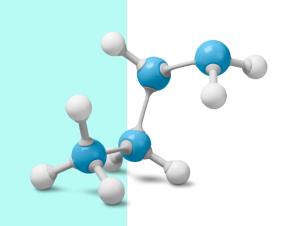
API BUSINESS

API REVENUE

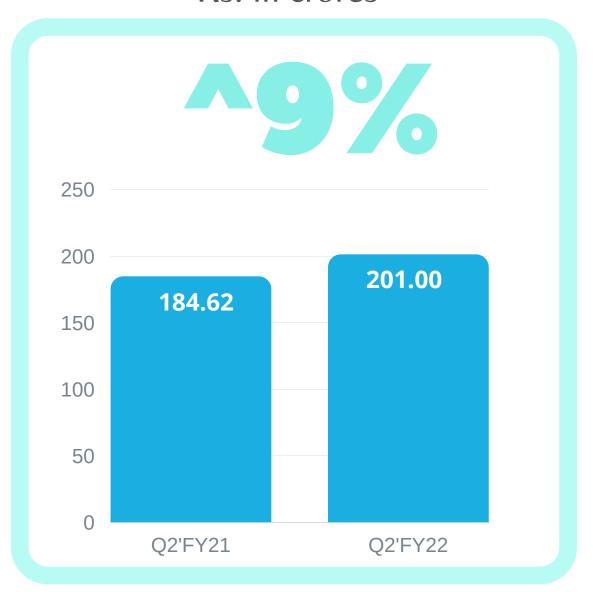
26% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE



API BUSINESS

KEY API PRODUCTS

ATORVASTATIN

^ 46 %

MONTELUKAST

^ 28%

NEW MOLECULES

^ 9 9 %

LORATADINE

- 26 %





41% CAGR



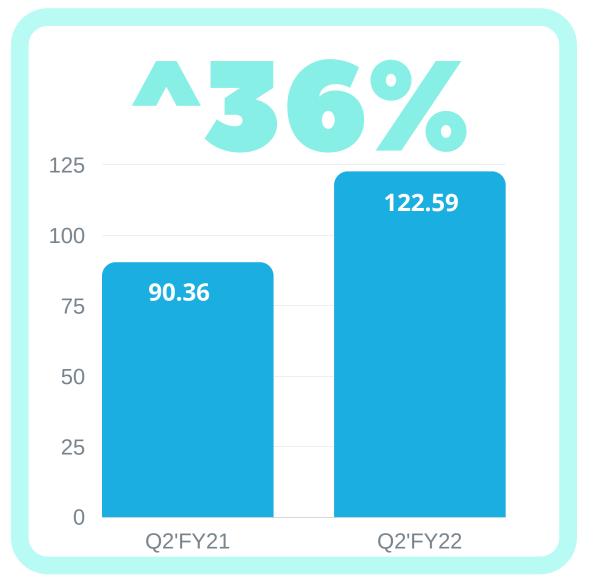
ANNUAL PERFORMANCE

MOREPEN

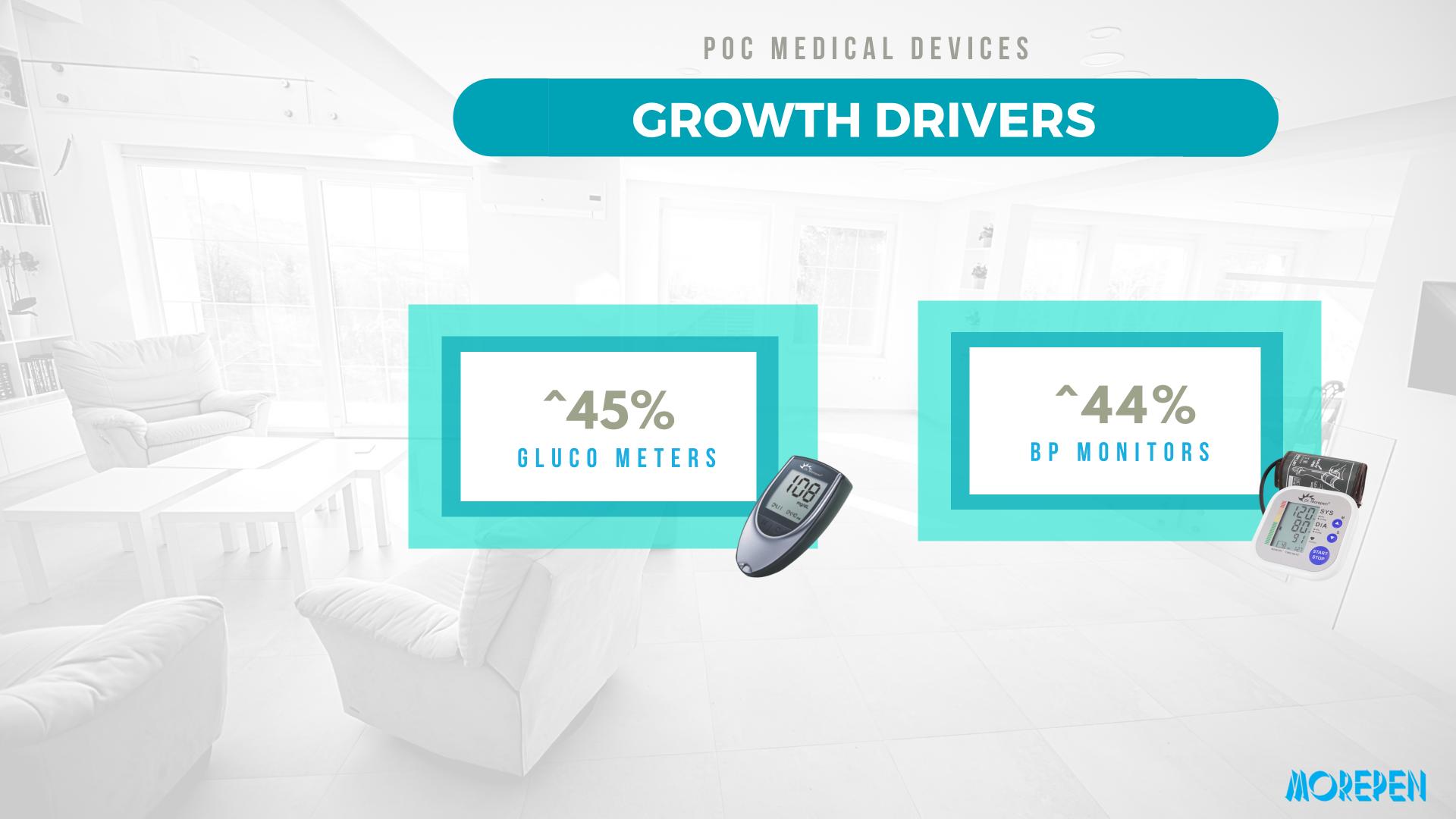
POC MEDICAL DEVICES

POC REVENUE

Rs. in crores



Q2'FY22 PERFORMANCE



GLUCO METER REVENUE

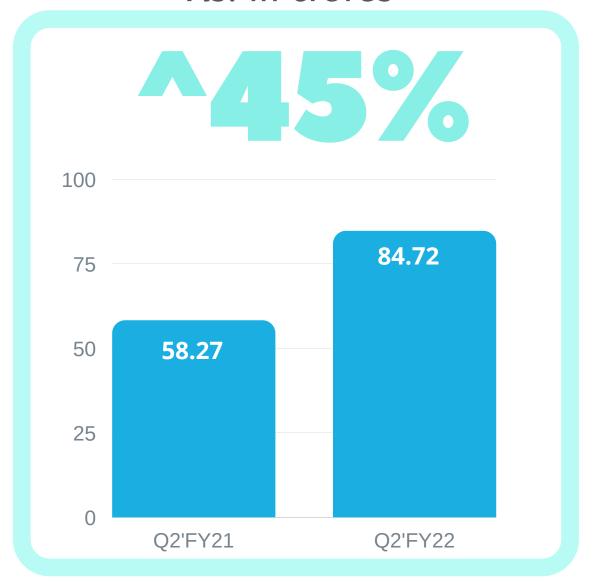
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE



POC MEDICAL DEVICES

GLUCO METER INSTALLED

40% CAGR



MILLION METER INSTALLED

^20%



Q2'FY21 0.49 MILLION



^50%



Q2'FY22 90 MILLION





BP MONITOR REVENUE

43% CAGR

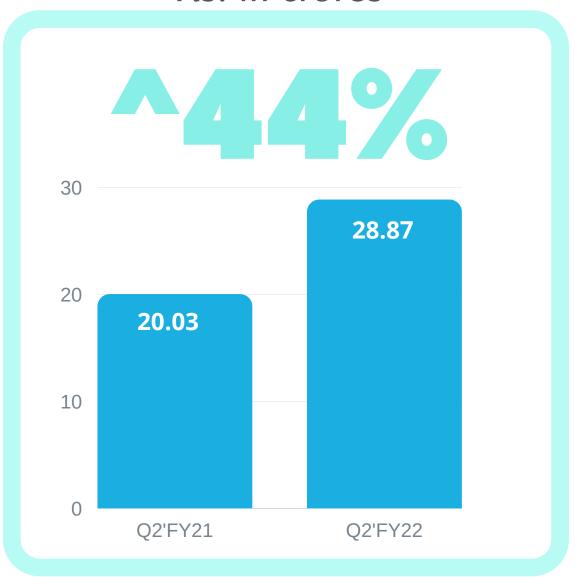
75



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE



GLUCO AND BP MONITOR
WITH JAVED AKHTAR

POC MEDICAL DEVICES

INCREASING REACH



GLUCO AND BP MONITOR WITH BOMAN IRANI



PREGNANCY KIT
WITH KAREENA KAPOOR



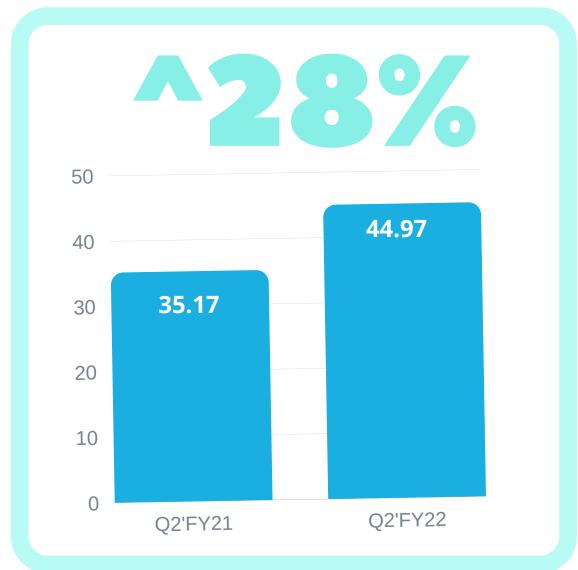
FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS

FORMULATIONS REVENUE





Q2'FY22 PERFORMANCE

5% CAGR



ANNUAL PERFORMANCE



FORMULATIONS

GROWTH DRIVERS

^61%
ANTIBIOTICS

^41%
GENERICS

5%GASTRO

^169% OTHERS





Dr. Morepen®

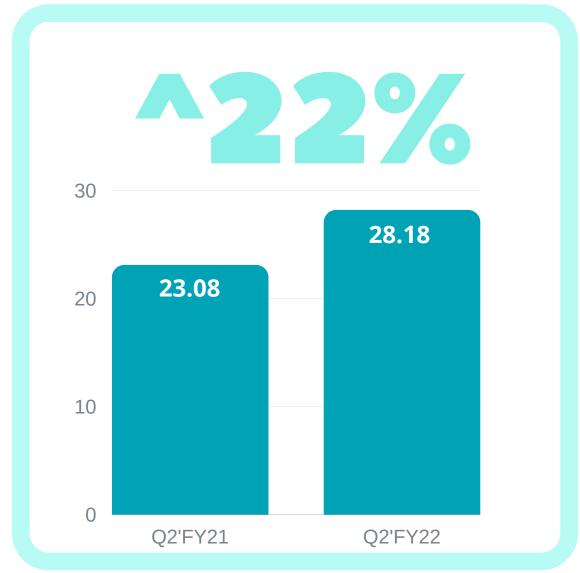
GROSS REVENUE

20% CAGR



ANNUAL PERFORMANCE





Q2'FY22 PERFORMANCE*







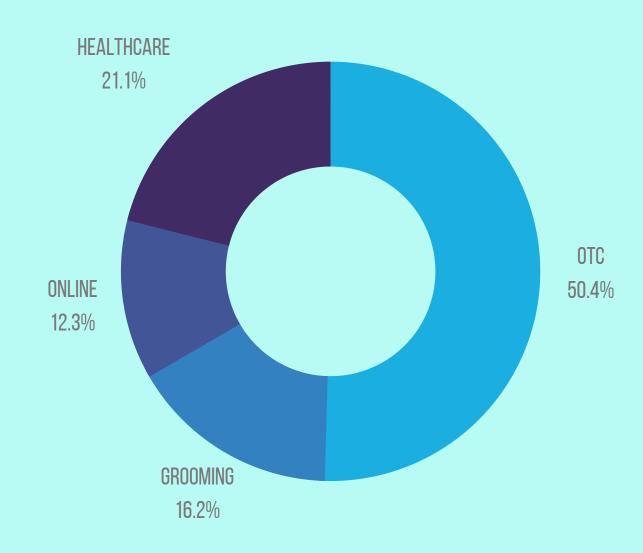
GROWTH DRIVERS

27%OTC PRODUCTS

^51%
GROOMING

^243%
ONLINE RANGE

-24% HEALTH CARE

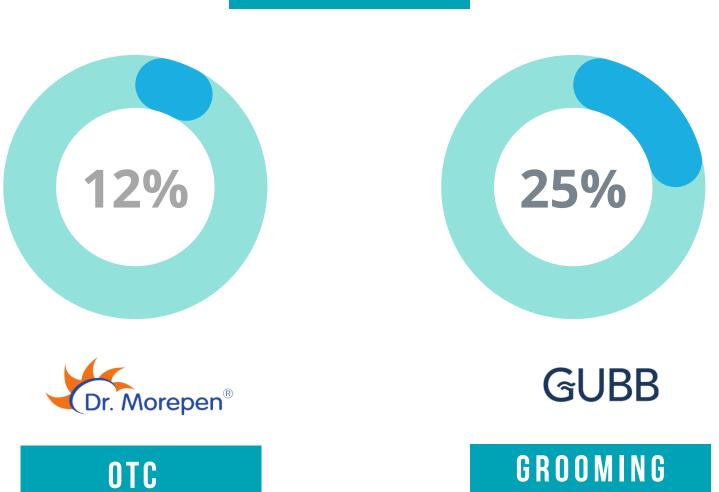


BUSINESS SEGMENTS Q2'FY22



BUSINESS SEGMENTS







NEW ONLINE LAUNCHES



MULTI-VITAMINS



PCOS POWDER



COLLAGEN



MUSCLE FOOD



SEXUAL WELLNESS



IRON & ZINC GARCINIA



PROBIOTICS



VITAMIN-C, E



COQ-10 KRILL OIL



GILOY+TULSI AMLA JUICE



OMEGA-3



STRESS & SLEEP



SLIM SHAKE



GENERAL HEALTH



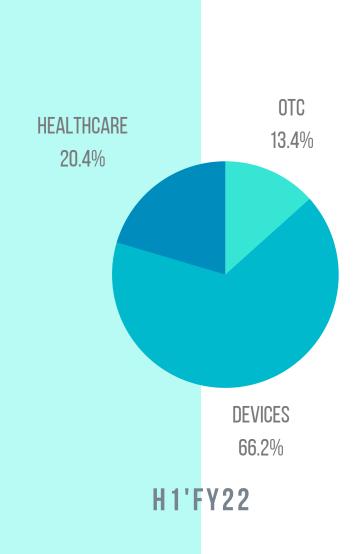
AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

BRAND PORTFOLIO

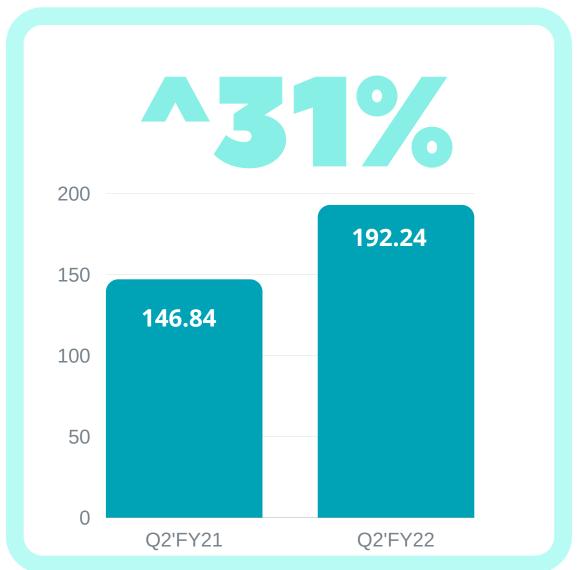
Dr. Morepen®







Rs. in crores

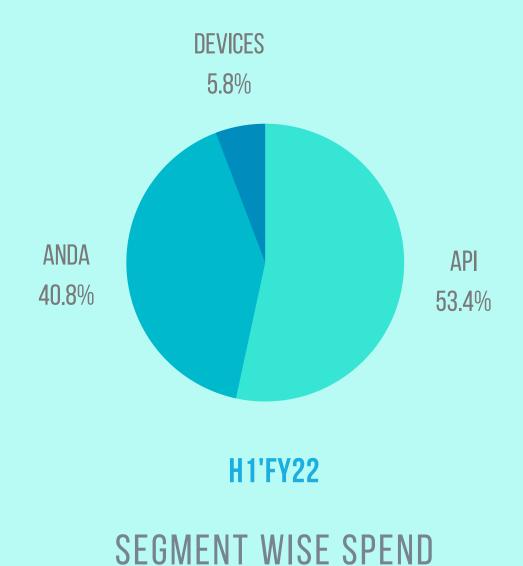


Q2'FY22 PERFORMANCE





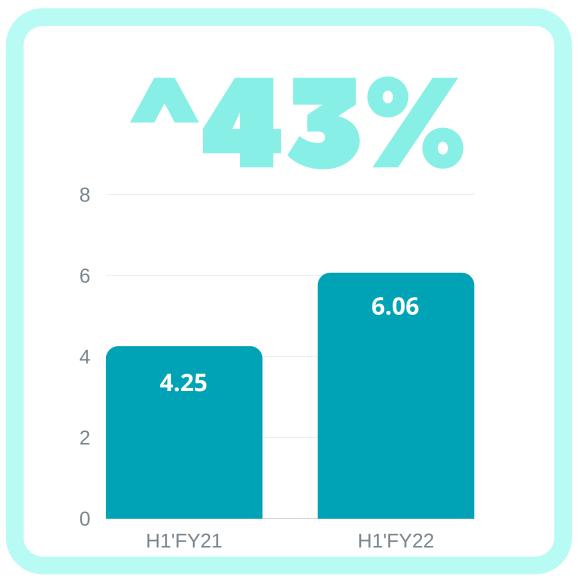
INCREASING INVESTMENT IN R&D



CONSOLIDATED

R&D SPEND

Rs. in crores

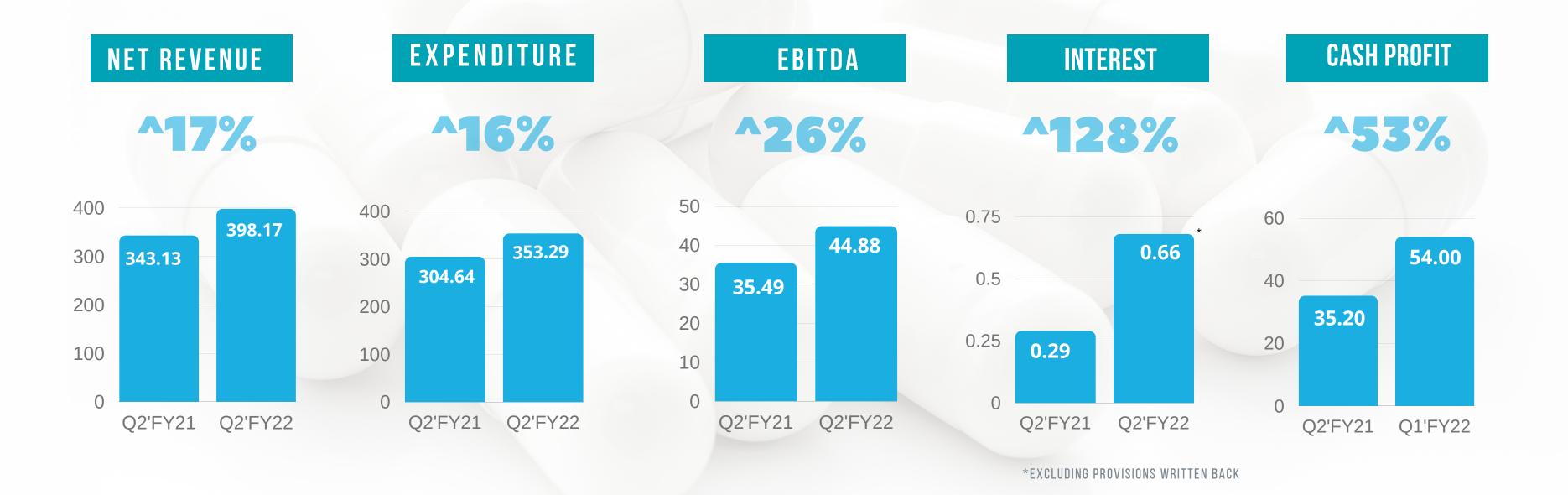


H1'FY22 SPEND



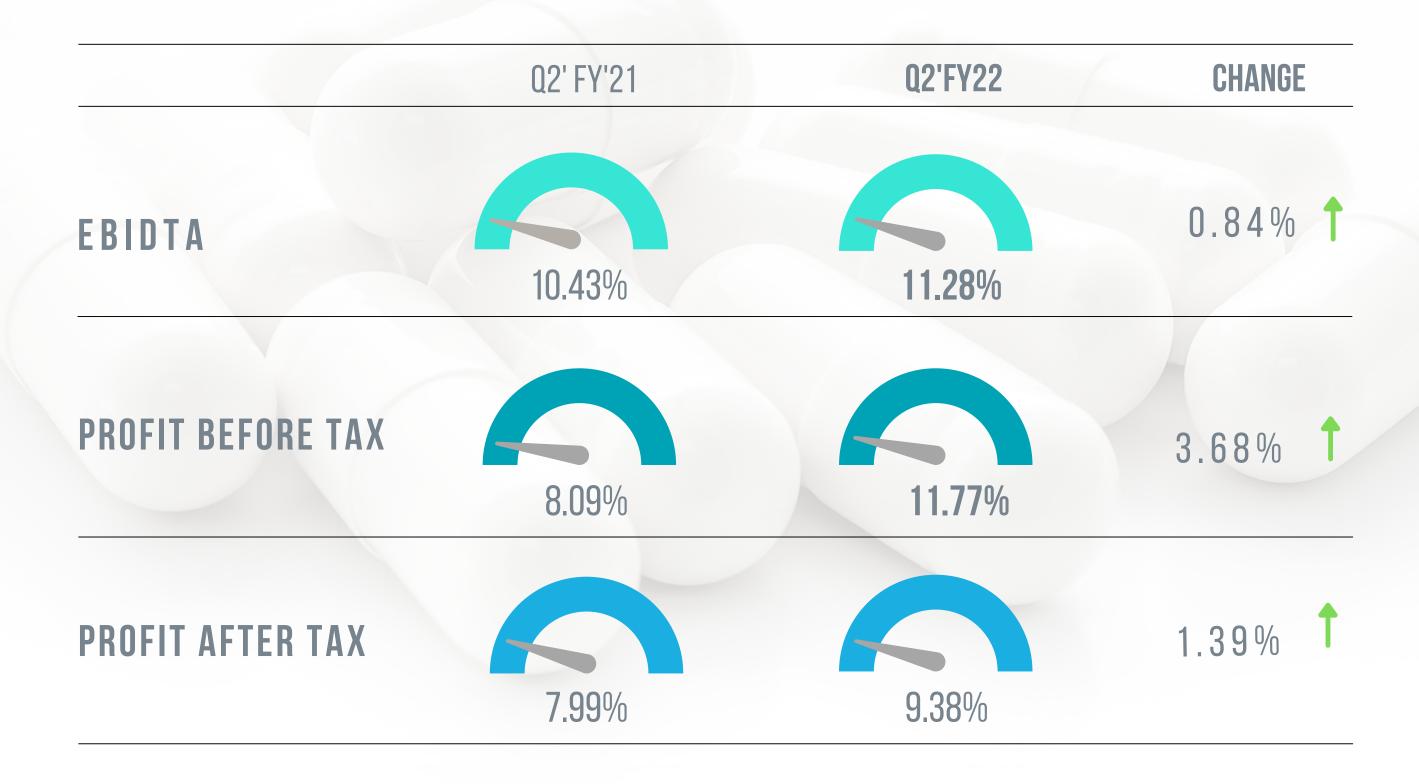


REVENUE HIGHLIGHTS





PROFITABILITY RATIOS

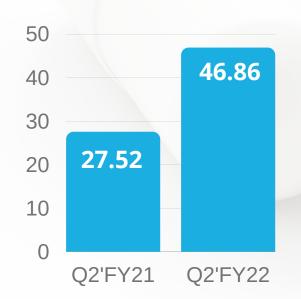




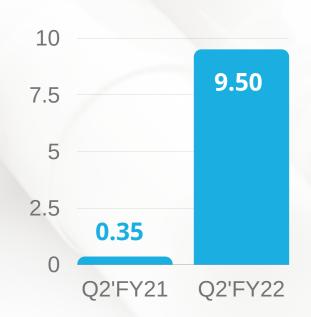
PROFITABILITY HIGHLIGHTS



^70%

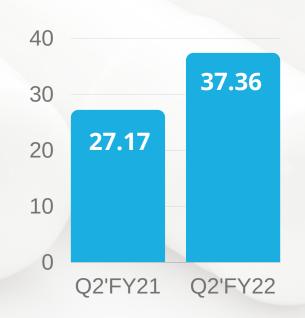


PROVISION FOR TAX



PROFIT AFTER TAX





EPS(RS.)





*Diluted EPS- Rs.0.72



