



MOREPEN

Q1'FY26
INVESTOR
PRESENTATION

MOREPEN LABORATORIES LIMITED

SAFE HARBOUR

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1 EXECUTIVE SUMMARY



1 EXECUTIVE SUMMARY

Q1'FY 26

BUSINESS OVERVIEW:

Strongest Quarter Ever in Glucometer Sales – 1 Million+ Units Sold!

- With a solid **15.27 million** diabetic patient customer base, the company continues to invest in acquiring new customers and installing new Glucometers.
- During the Q1'FY26, the company sold more than **1.06 million** meters, the highest ever in any quarter (72%) jump on yoy basis.
- Proudly crosses a landmark of **2.08 billion** test strips sold to date, with 132 million test strips sold in this quarter.
- Adding new products to the consumer basket to serve home medical device needs at affordable prices.
- Export market development continues with regular customer visits and international medical devices exhibitions.



1 EXECUTIVE SUMMARY

Q1'FY 26

BUSINESS OVERVIEW:

Strengthening Core APIs – Domestic Pivot Pays Off

- Despite global headwinds, the company has managed to reinforce its market leadership in the key APIs.
- Strategic pivoting towards increased sales and marketing efforts in the domestic market to shield against the global uncertainties in the long term.
- Enhanced focus on long-term R&D and innovative product lines in the new chronic therapeutic categories.
- There is pressure on margins due to low price realisation, increased input costs, and rising fixed costs.
- Expect business to stabilise over the next 2-3 quarters once the geopolitical situation and the trade war settle.





1 EXECUTIVE SUMMARY

Q1'FY 26

BUSINESS SEGMENTS: STANDALONE



MEDICAL DEVICES
POINT OF CARE

41%

SHARE OF MEDICAL DEVICES



PHARMA BUSINESS
API+RX

59%

SHARE OF PHARMA BUSINESS

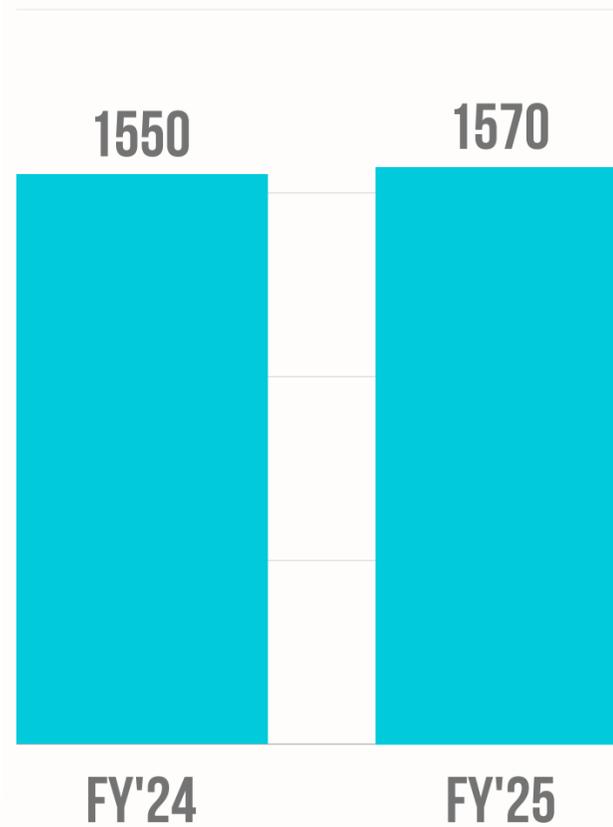


1 EXECUTIVE SUMMARY

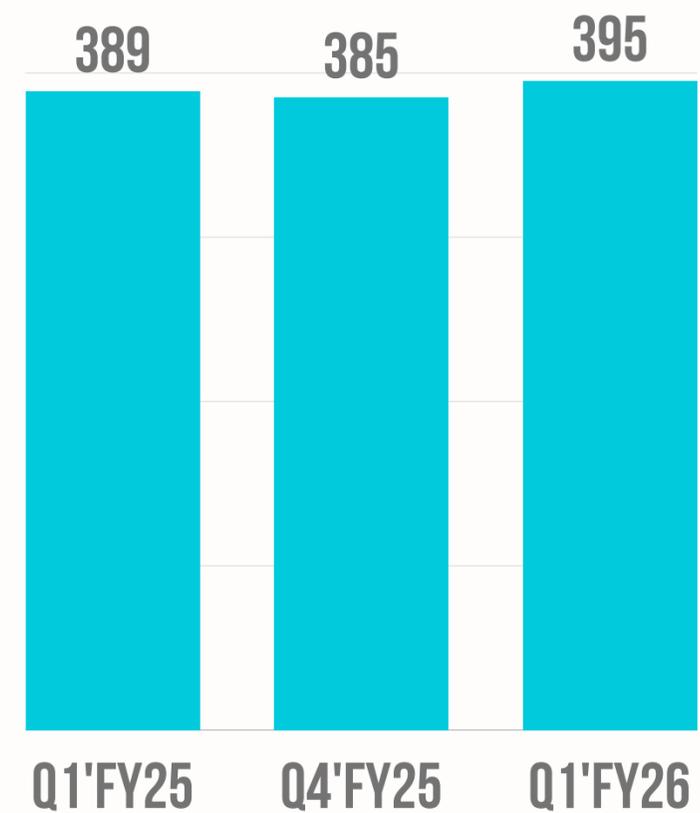
Q1'FY 26

STANDALONE REVENUE:

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES





2 MEDICAL DEVICES



2 MEDICAL DEVICES

Q1'FY 26

MARKET LEADERSHIP:

#1

MARKET LEADERS FOR
BLOOD GLUCOSE METERS

#1

MARKET LEADERS FOR
BP MONITORS

25 yr

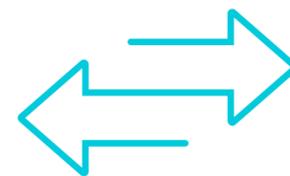
OF FOCUSED CUSTOMER
SERVICE



OWN MANUFACTURING
SINCE 10 YEARS

15m

15 MILLION METERS INSTALLED,
REPEAT CUSTOMERS



FULLY BACKWARD INTEGRATED
SUPPLY CHAIN



ALL INDIA DISTRIBUTION
AND SERVICE

ISO

ISO-13485 APPROVED
FACILITIES



2 MEDICAL DEVICES

Q1'FY 26

TOP SELLING PRODUCTS:



BLOOD GLUCOSE METERS



BP MONITORS



NEBULISERS



THERMOMETERS



ORTHO SUPPORTS



STETHOSCOPE



PREGNANCY KITS

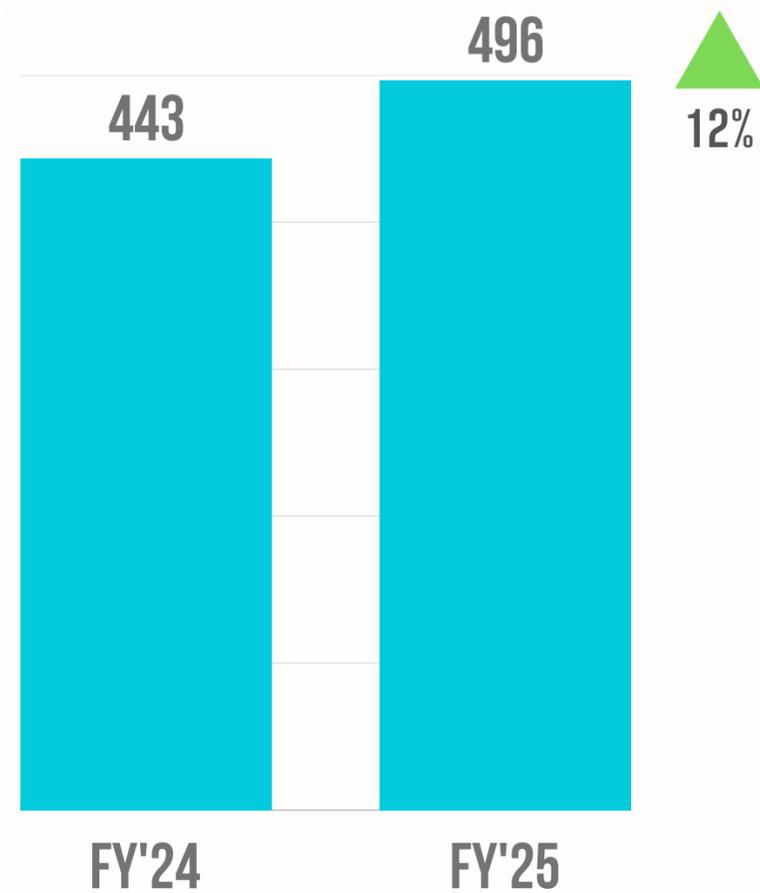


2 MEDICAL DEVICES

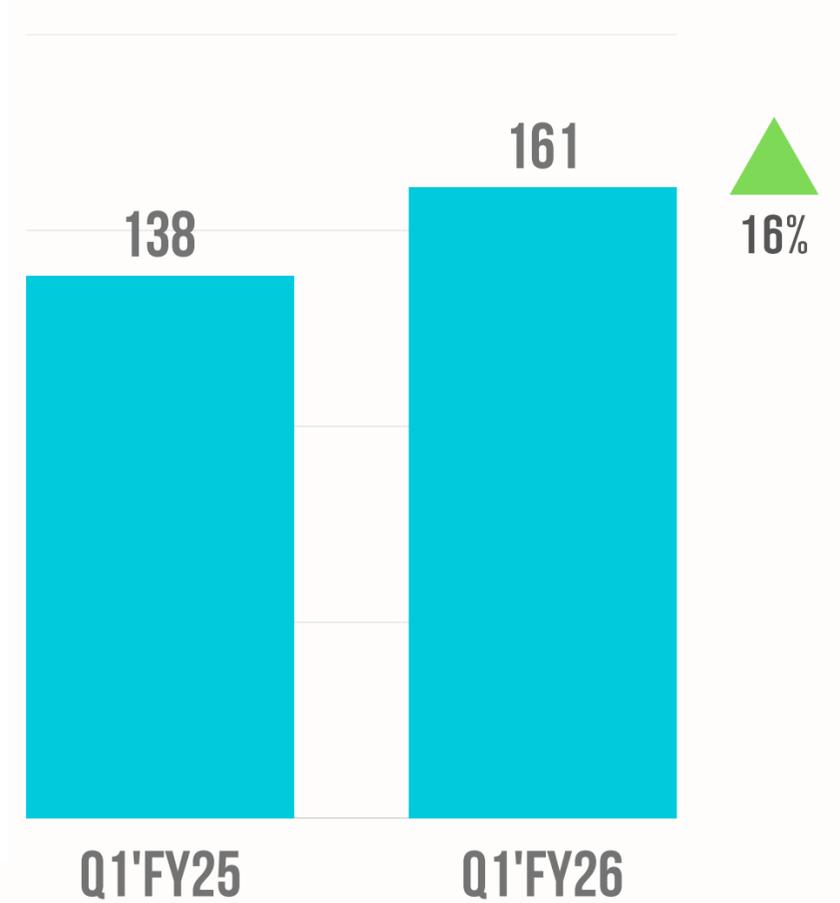
Q1'FY 26

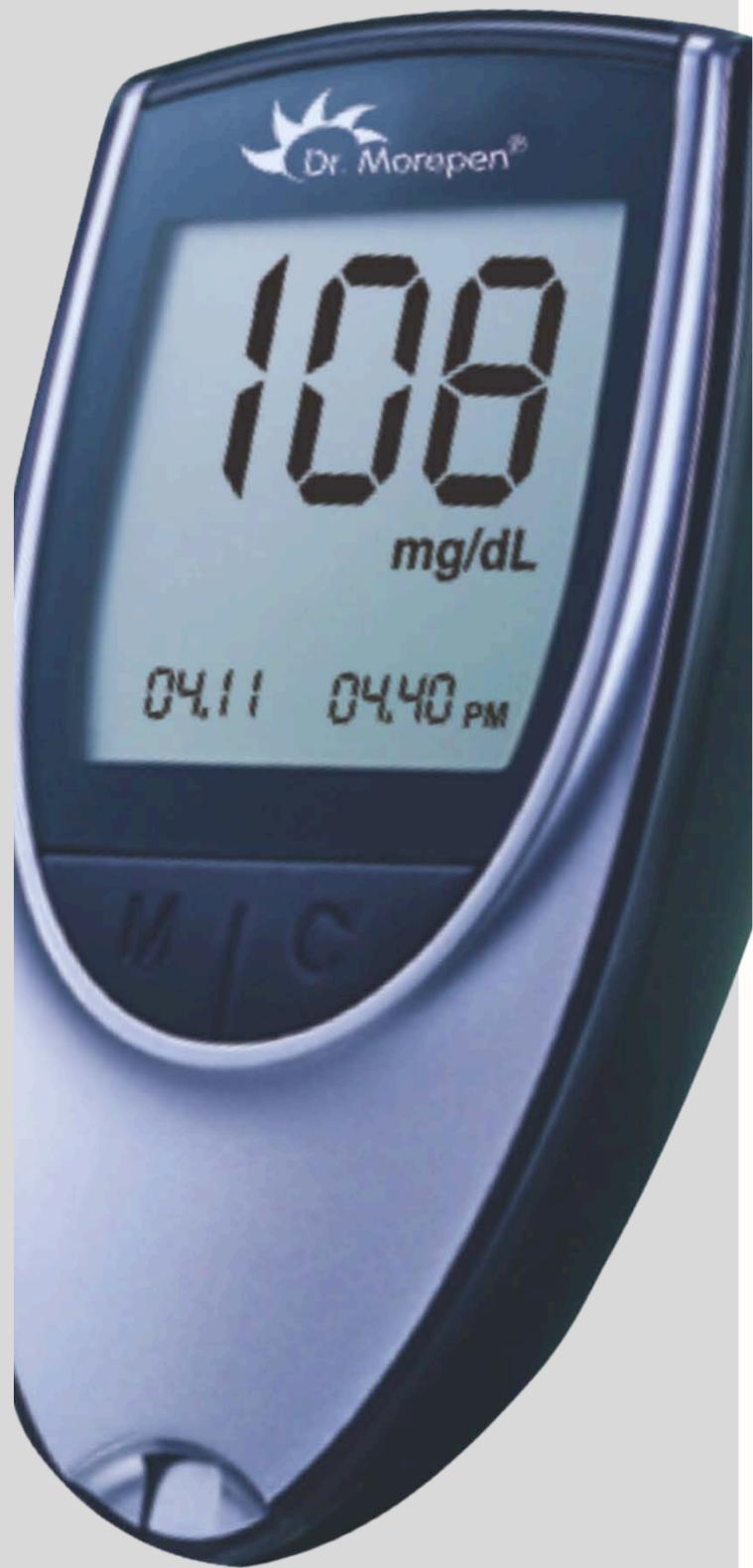
TOTAL REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



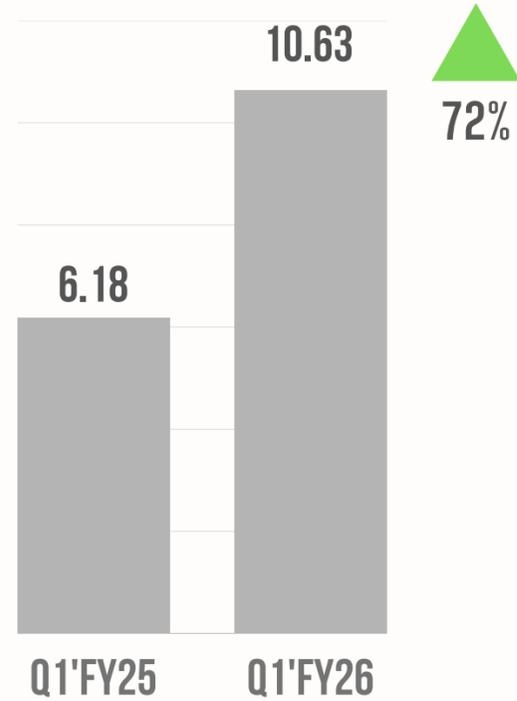


2 MEDICAL DEVICES

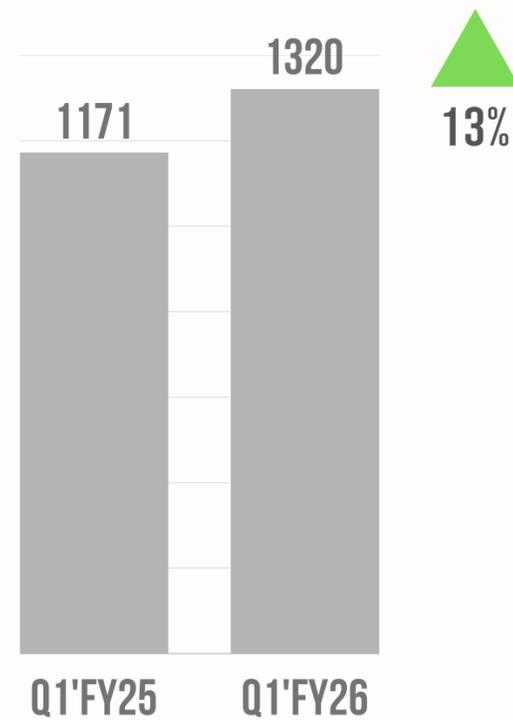
Q1'FY 26

GLUCOMETER REVENUE :

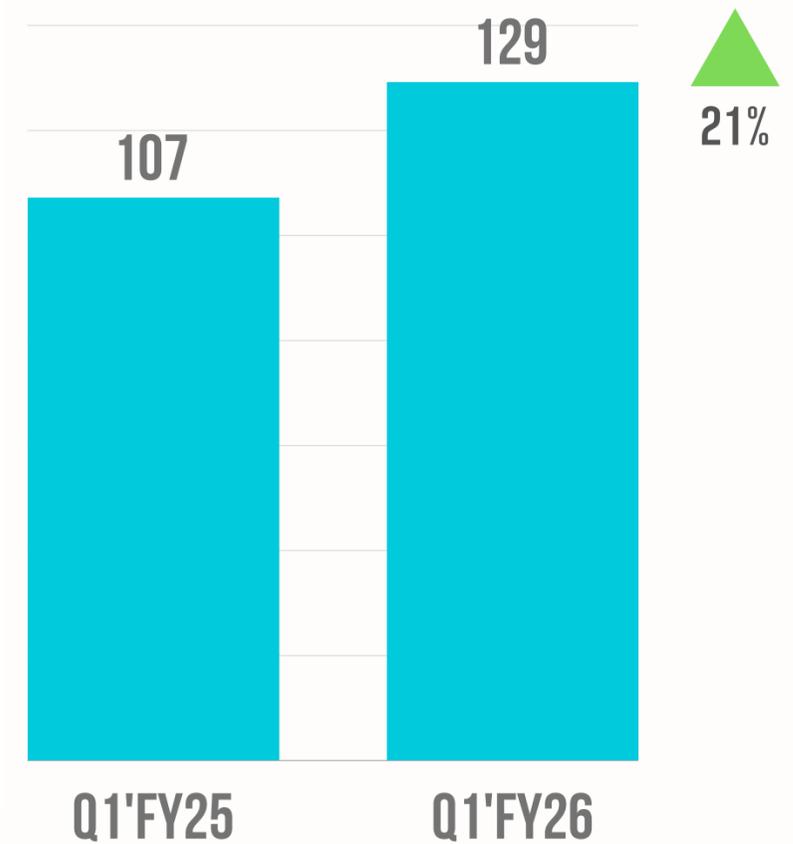
NO. OF GLUCOMETERS SOLD
(lakh)



NO. OF STRIPS SOLD
(lakh)



ANNUAL REVENUE
RS. IN CRORES





2 MEDICAL DEVICES

Q1'FY 26

GLUCOMETER LEADERSHIP:

15.3 mn

GLUCO METERS SOLD
HAPPY CUSTOMER BASE



2.1 bn

GLUCO STRIPS SOLD
INDIVIDUAL TESTS STRIPS



2 MEDICAL DEVICES

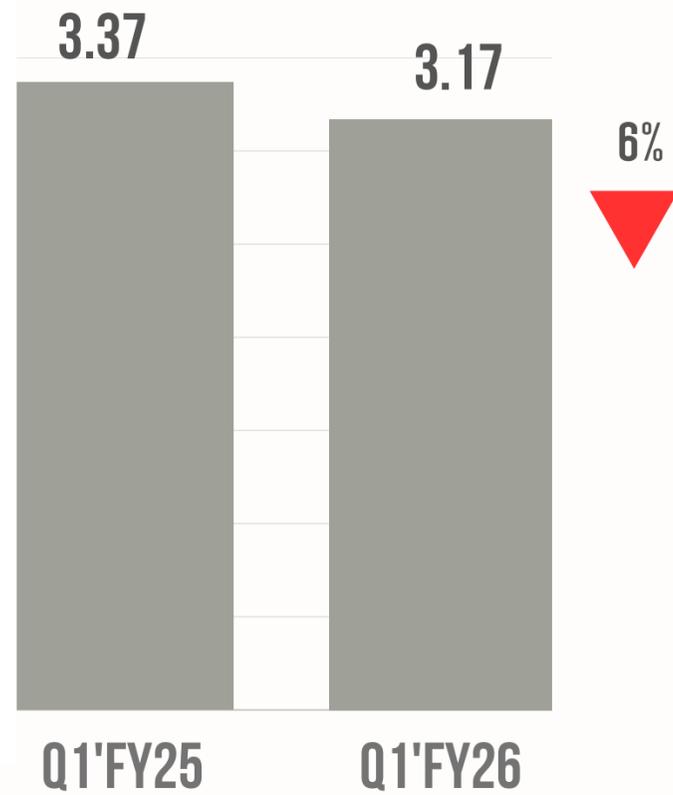
Q1'FY 26



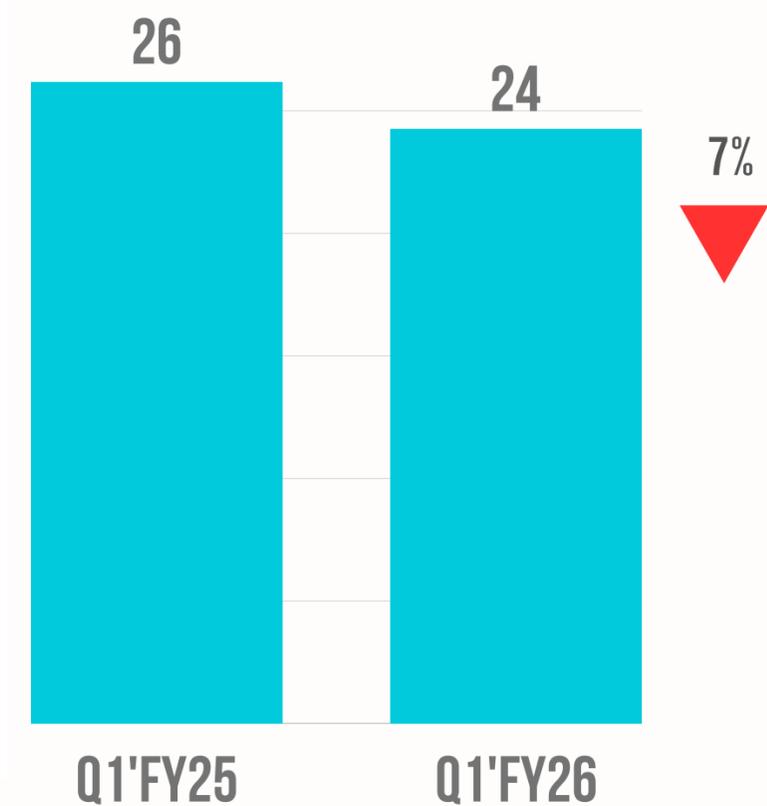
BP MONITOR REVENUE :

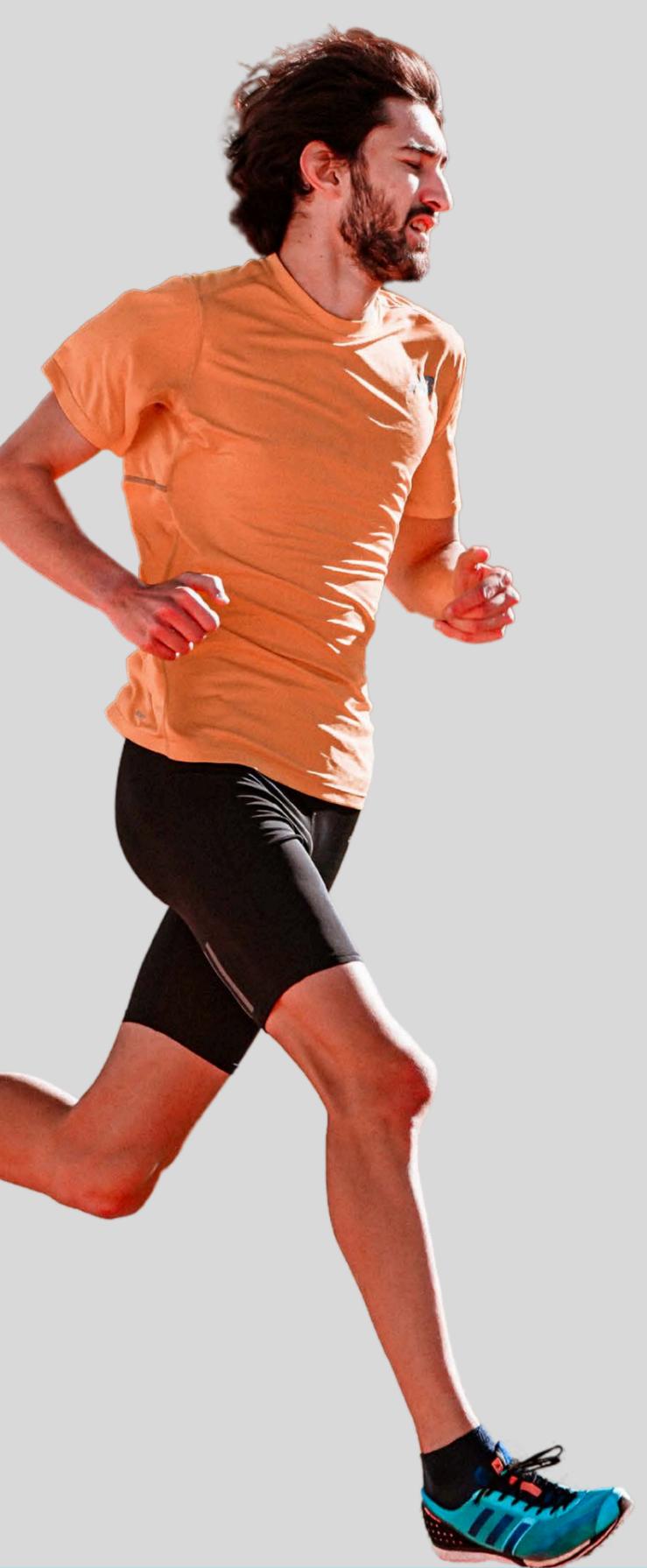


NO. OF BP METERS SOLD
(Lakhs)



ANNUAL REVENUE
RS. IN CRORES





2 MEDICAL DEVICES

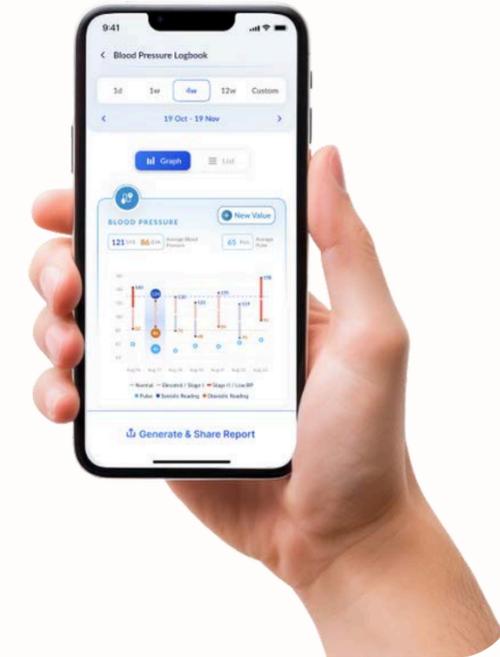
Q1'FY 26

DIGITAL ASSETS:

Take control of your health and wellness with Dr. Morepen - Sync

Log and track your key health metrics like **blood glucose, blood pressure, weight** and much more, effortlessly.

[Download on Android](#) [Download on IOS](#)



BETTER CONNECT WITH THE CUSTOMERS

1.50

LAKH DOWNLOADS AND ENGAGING



DIGITAL HEALTH RECORD READY

5K

LAKH HBA1C TESTS CONDUCTED



2 MEDICAL DEVICES

Q1'FY 26

GROWTH DRIVERS:

- Exploring more to International markets:



USA



Kenya



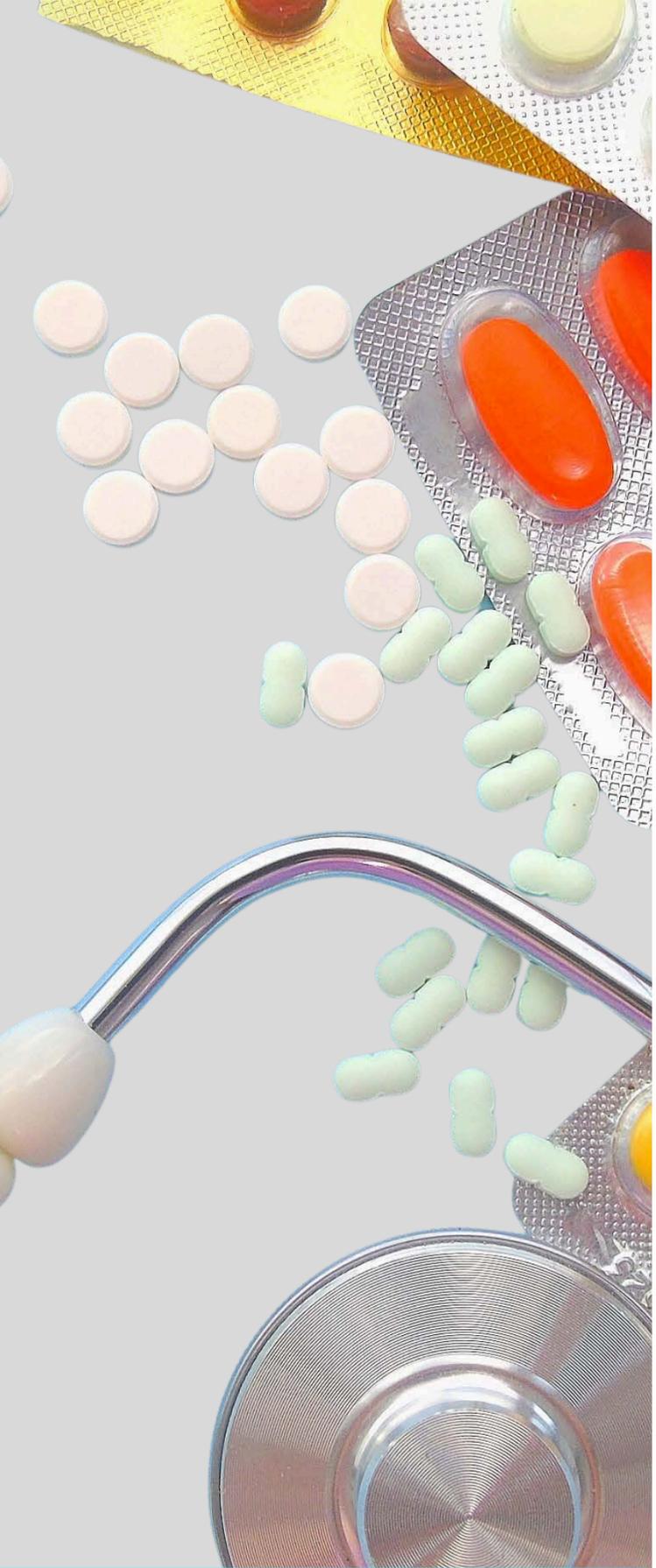
Malasiya

- EXHIBITED IN THE ABOVE NEW MARKETS, IN ADDITION TO THE REGULAR SHOWS IN THAILAND, QATAR, OMAN, DUBAI



3

**PHARMA
BUSINESS**

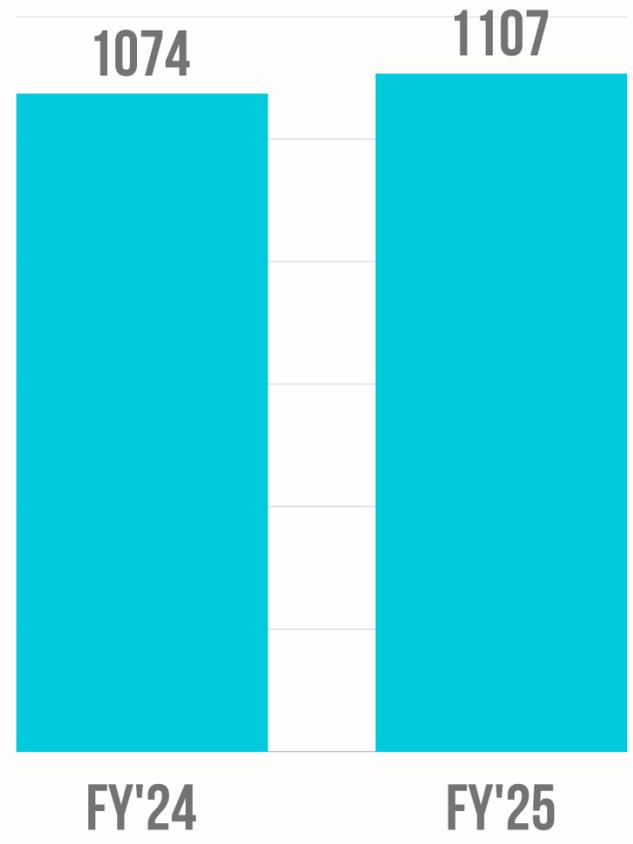


3 PHARMA BUSINESS

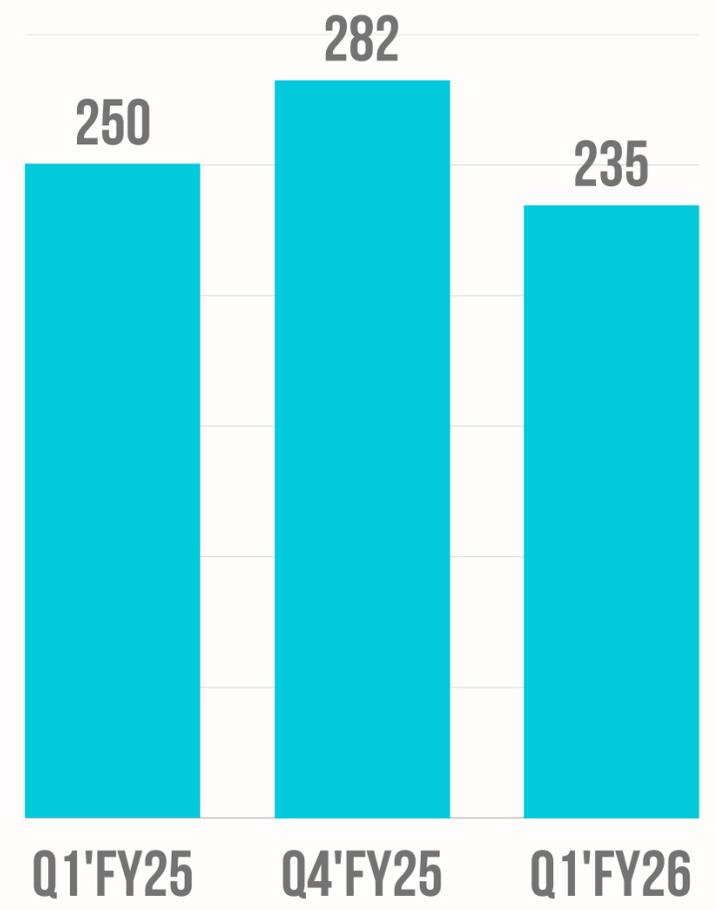
Q1'FY 26

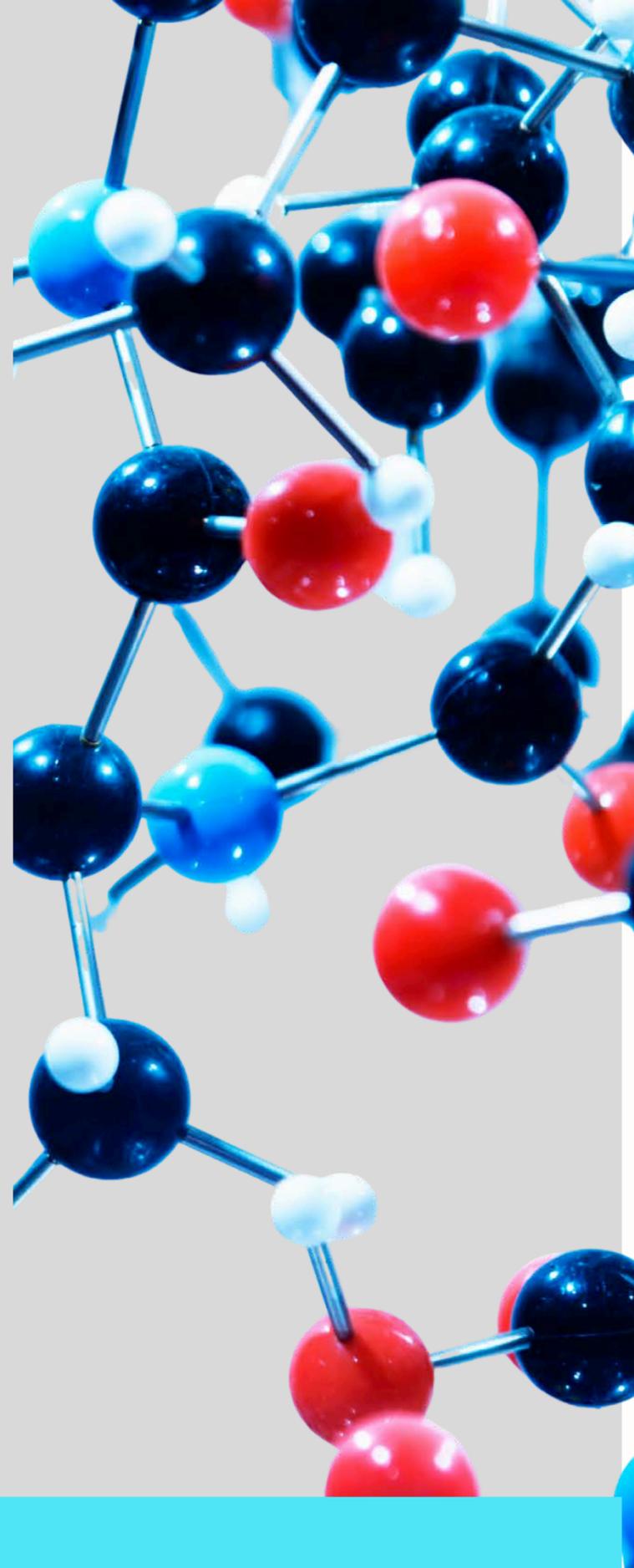
TOTAL PHARMA REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



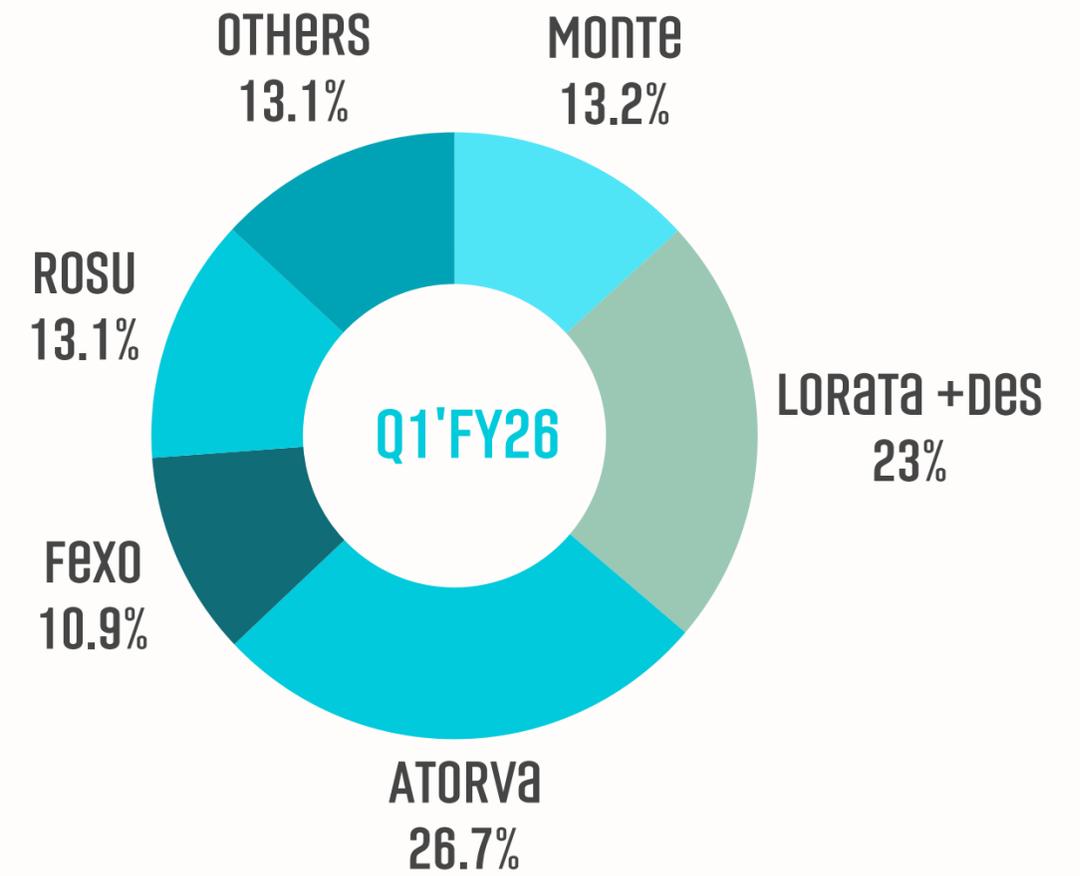


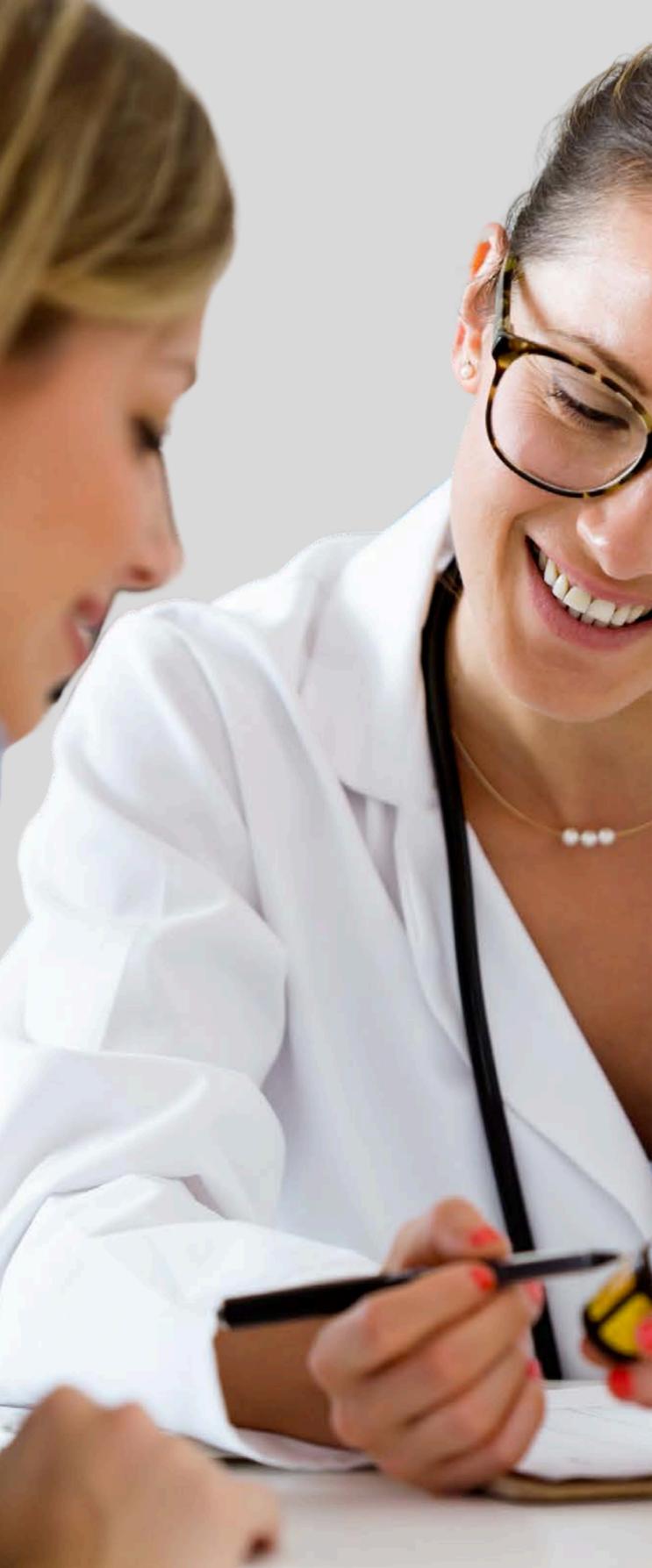
3 PHARMA BUSINESS/API

Q1'FY 26

PRODUCT-WISE BREAKUP:

PRODUCT SHARE
API REVENUE SPLIT





3 PHARMA BUSINESS/API

Q1'FY 26

NEW PRODUCTS LAUNCHED*:

DIABETICS

- SITAGLIPTIN
- LINAGLIPTIN
- DAPAGLIFLOZIN
- EMPAGLIFLOZIN
- SAXAGLIPTIN
- ERTUGLIFLOZIN

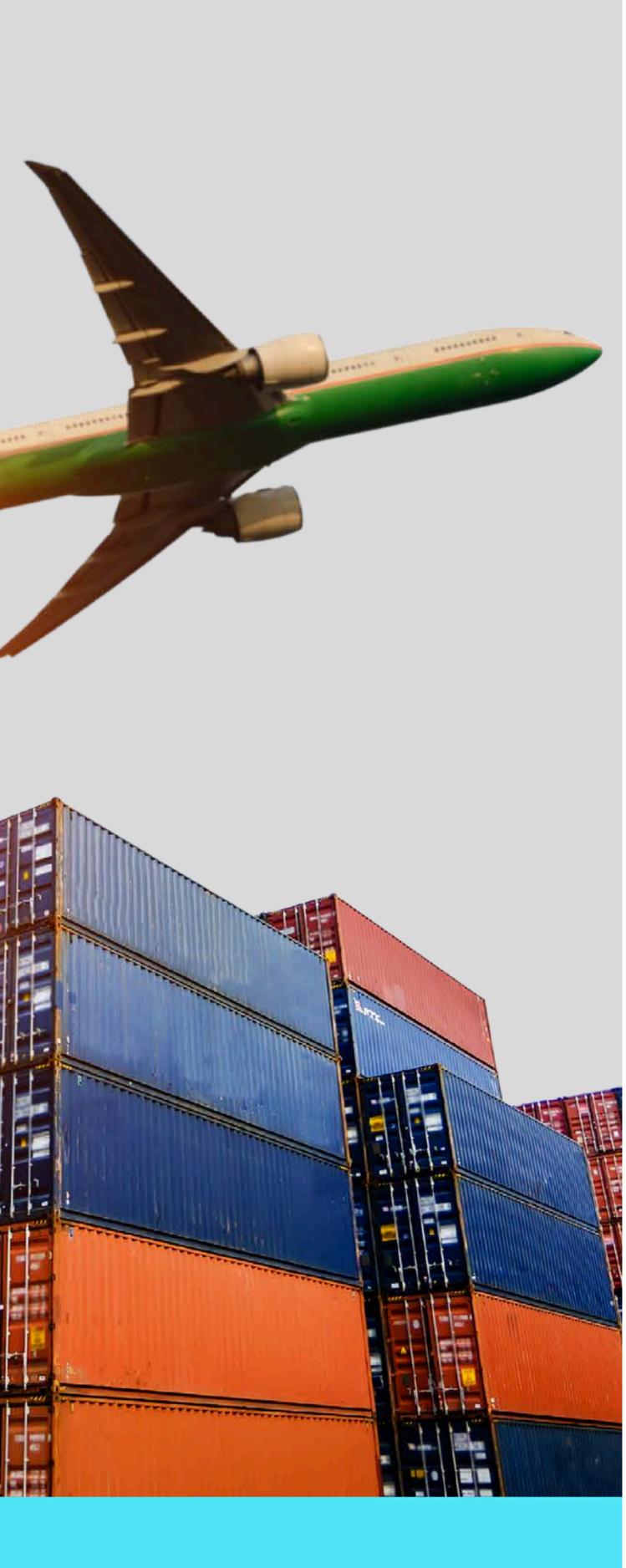
CARDIAC

- APIXABAN
- EDOXABAN
- RIVAROXABAN
- OLMESARTAN
- TICAGRELOR **NEW**
- BEMPEDOIC ACID **NEW**

OTHER

- RESMETIROM **NEW**
- VONOPRAZAN
- VORTIOXETINE
- BEXPIPRAZOLE

**Not available for sales in the countries with valid patent*

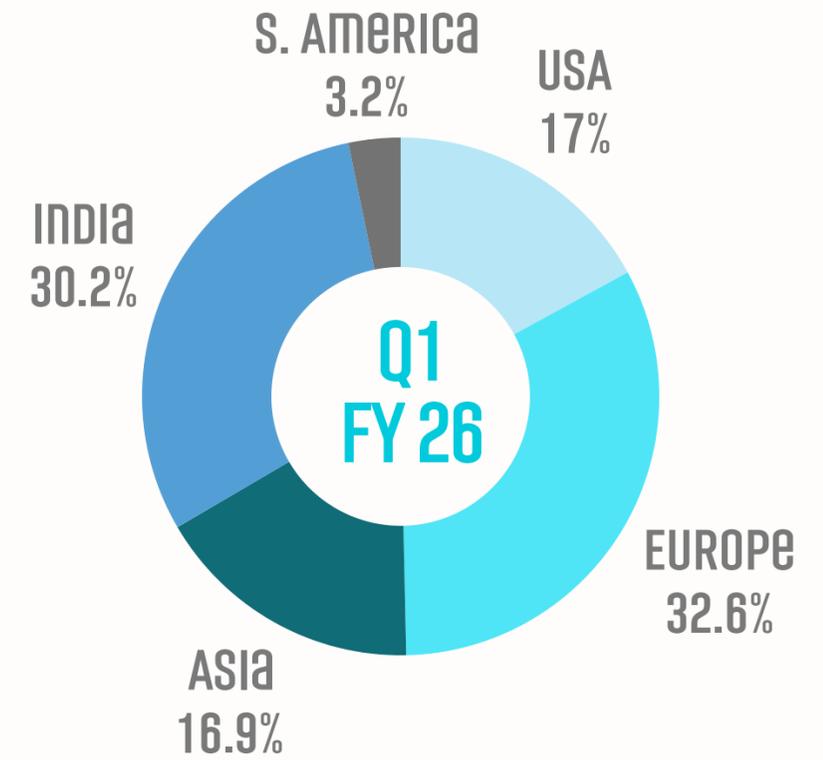
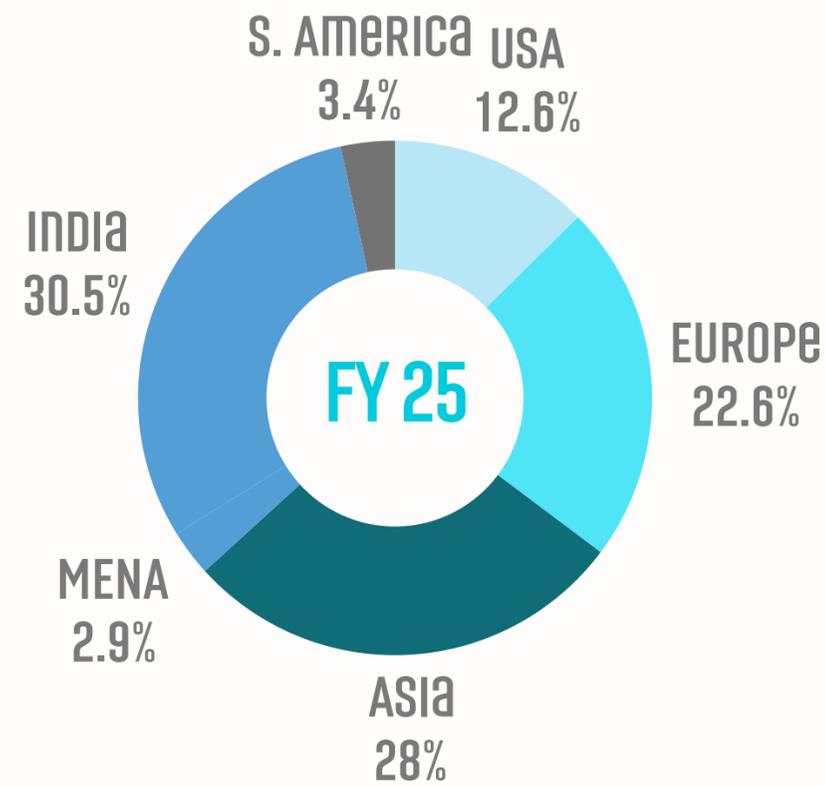


3 PHARMA BUSINESS/API

Q1'FY 26

UNSTABLE EXPORT SCENARIO:

CONTINENT-WISE SHARE

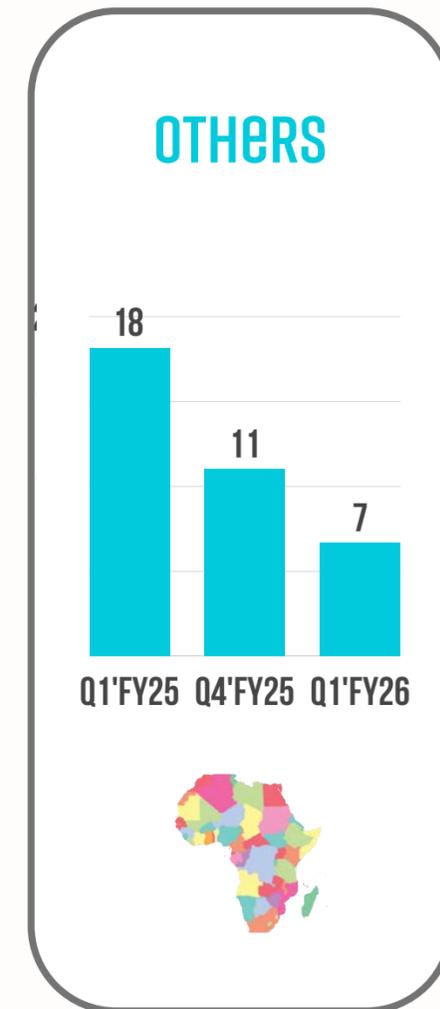
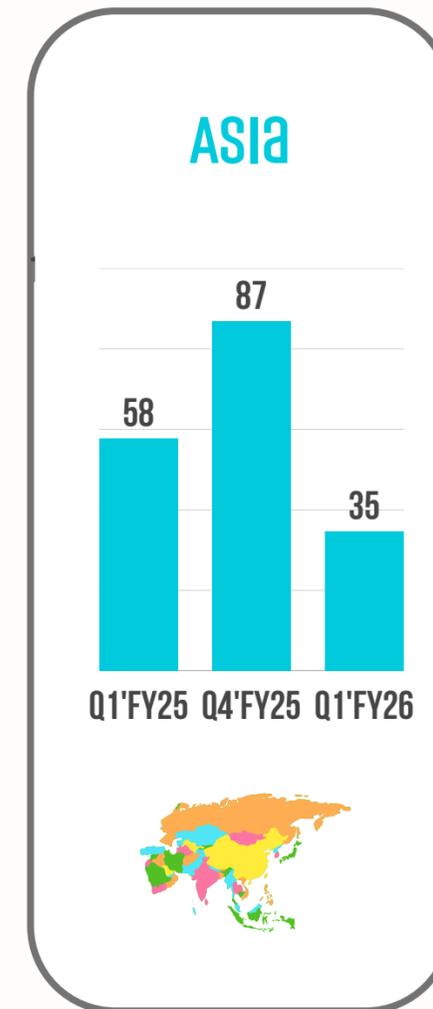
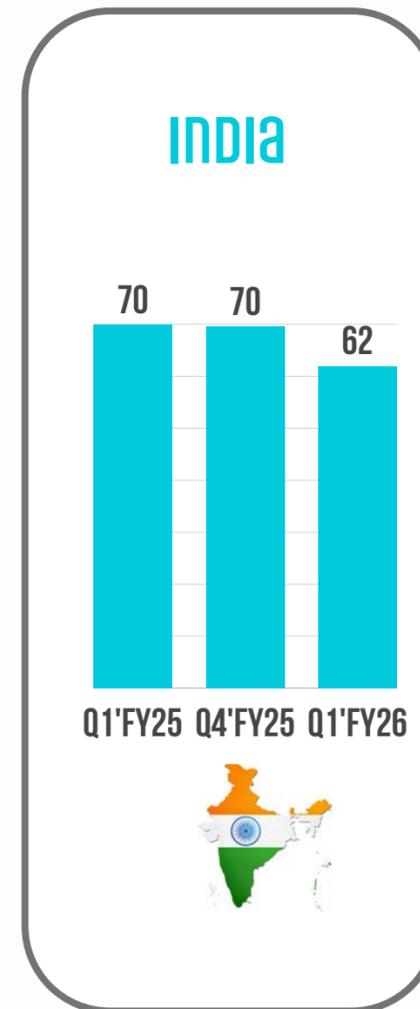
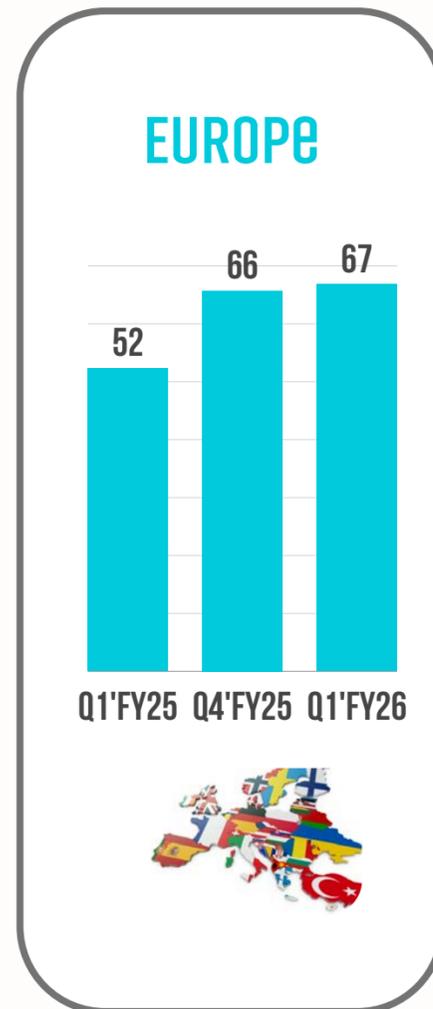
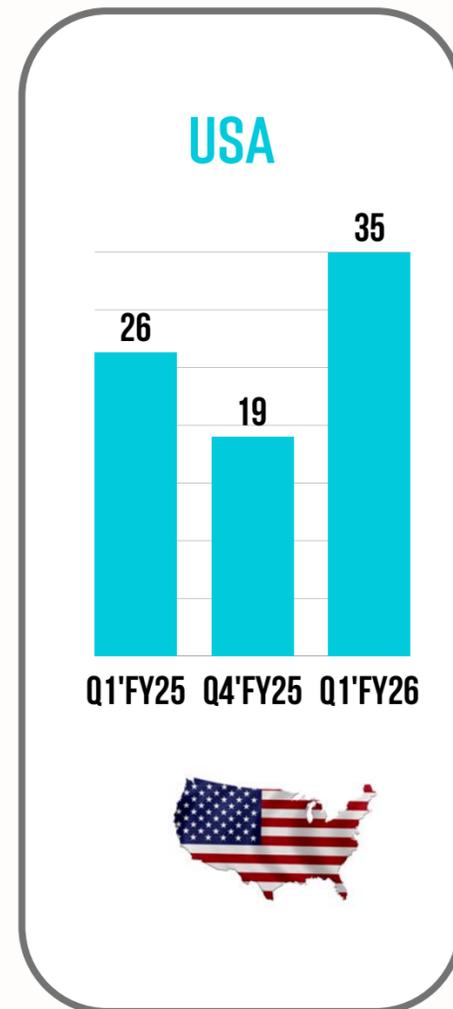


2 PHARMA BUSINESS/API

Q1'FY 26

REGION WISE PERFORMANCE:

RS. IN CRORES



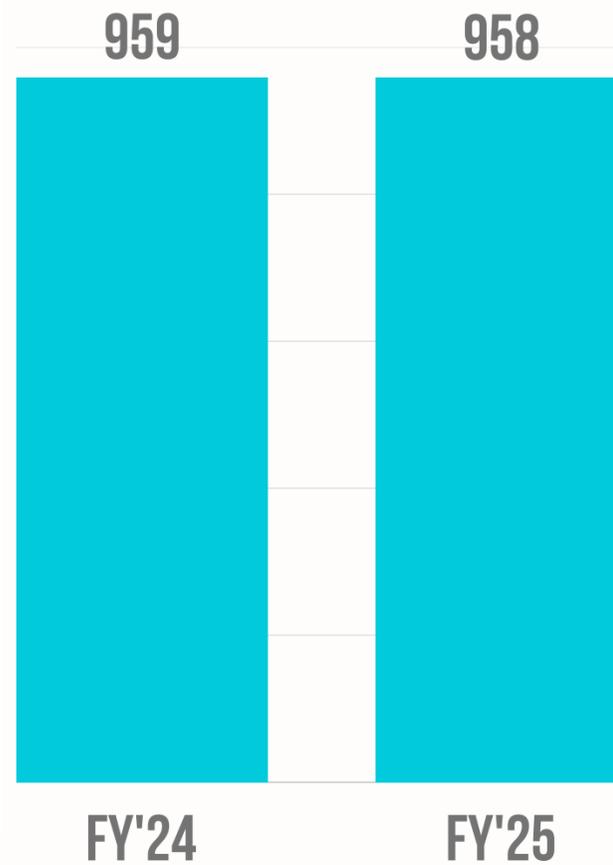


2 PHARMA BUSINESS/API

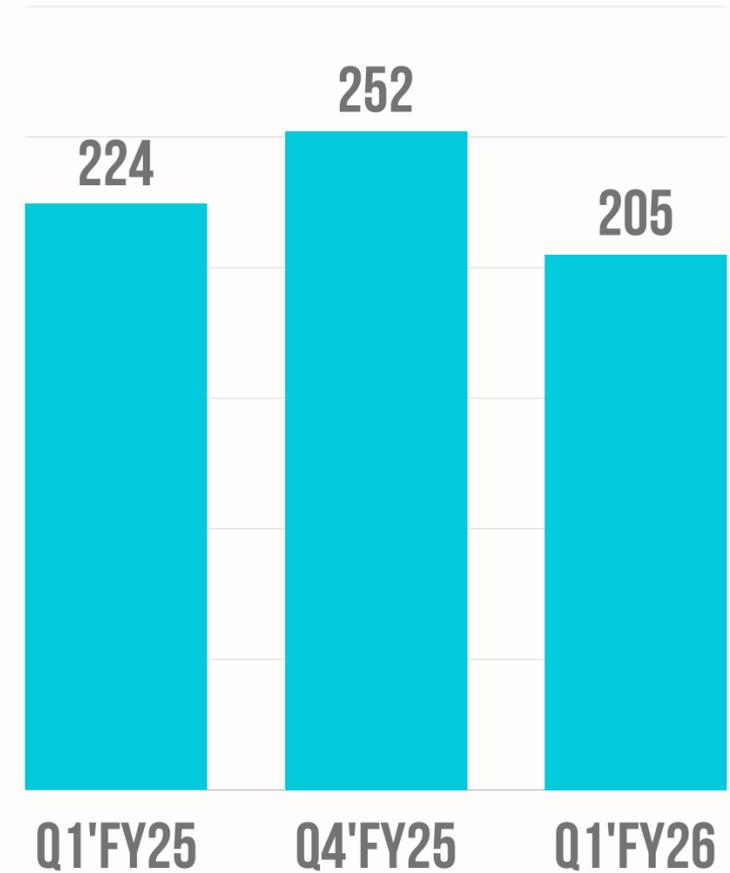
Q1'FY 26

API REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



2 PHARMA BUSINESS/FINISHED DOSAGES

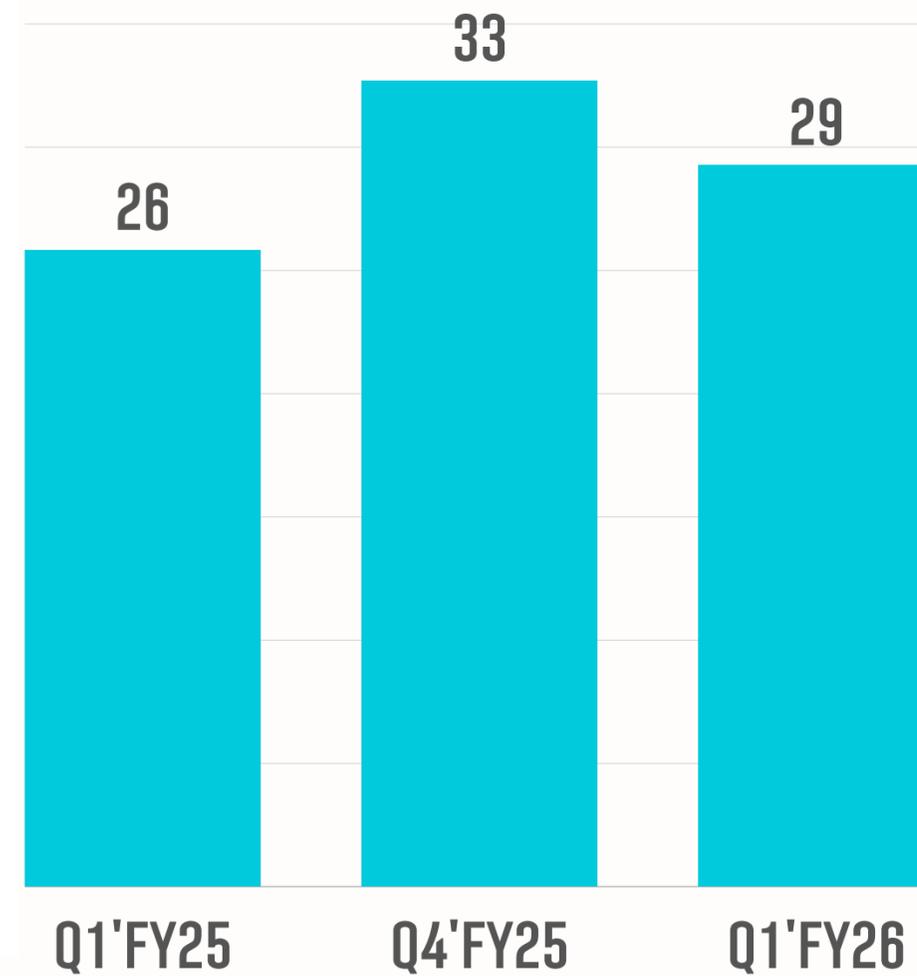
Q1'FY 26

NEW PRODUCT LINES BEING ADDED



FORMULATION SALES
CONSISTENT GROWTH

RS. IN CRORES





2 PHARMA BUSINESS/RX

Q1'FY 26

TO ADD 1000 MEDICAL REPRESENTATIVES IN 3 YEARS

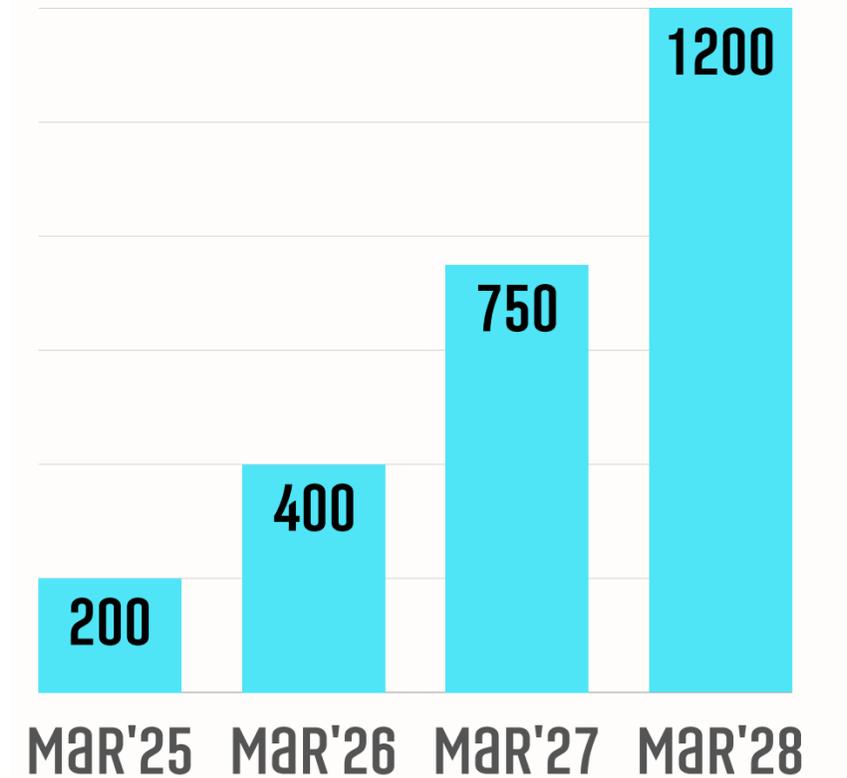
340

MEDICAL REPRESENTATIVES
AS ON JUNE 2025

400

MEDICAL REPRESENTATIVES
PLANNED BY MARCH 26

NO. OF MEDICAL REPRESENTATIVES





2 PHARMA BUSINESS/RX

Q1'FY 26

TOP RX PRODUCTS

ANTI INFECTIVE

Saltum[®] Cefopen[™] Klarim[®]

GASTROINTESTINAL

DOM-DT **Intebact**[®] **UdoFix**[™] **ACiFiX** **AciFix**[™] **RAFT** SUSPENSION

MULTI VITAMIN

Rythmix[®] **KOMPACT**[®] **LycoMore**[™] Syrup

CARDIO DIABETIC

Ticapen[®] **Apixamore**[™] **Empamore**[™]

Q1'FY 26

4 FINANCIAL OVERVIEW





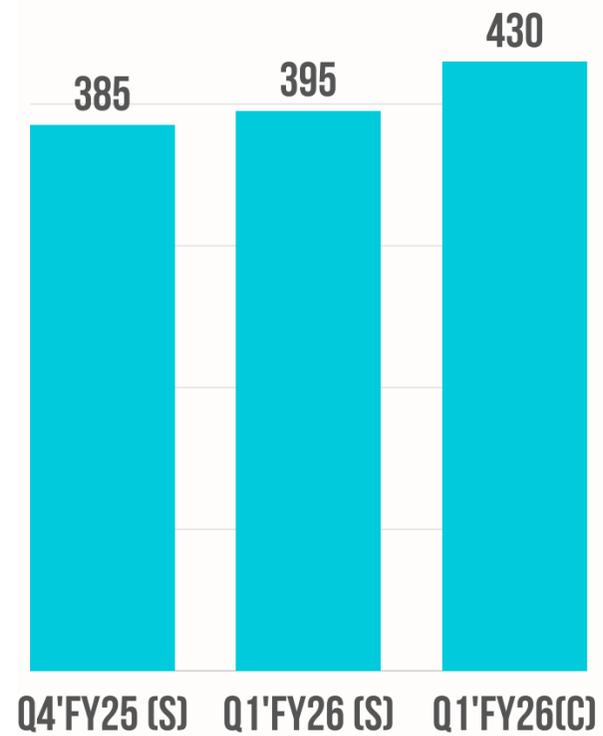
4 FINANCIAL OVERVIEW

Q1'FY 26

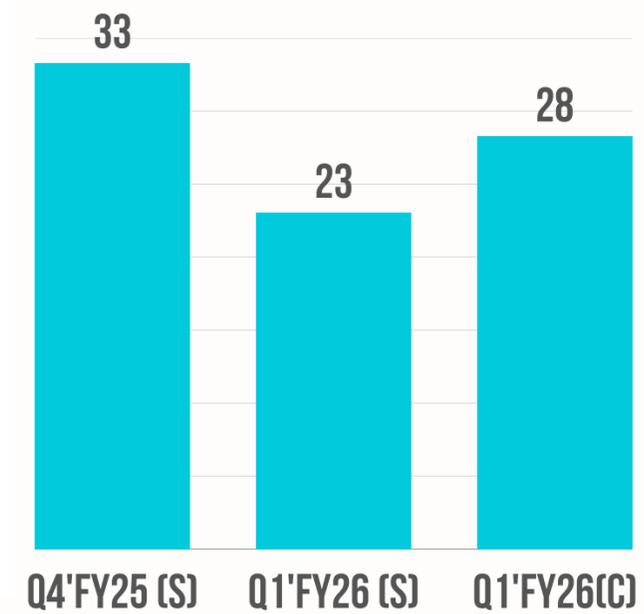
QUARTERLY PERFORMANCE:

RS. IN CRORES

GROSS REVENUE



EBITDA



PAT



(S)- Standalone numbers and (C)- Consolidated numbers



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THANK YOU

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