



**MOREPEN**

INVESTOR PRESENTATION

**Q3'FY25**

MOREPEN LABORATORIES LIMITED

# SAFE HARBOUR

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**1** Consolidated View

**2** Medical Devices

**3** Pharma Business

**4** Financial Overview

# INDEX

1

Consolidated View



*Significant Increase In Margins*  
**Medical Devices and Pharma**

1

Consolidated

MOREPEN

Nine Months Highlights: Focus on Higher Margins Q2 & Q3'FY25

Rs. 2.39

Earnings Per Share (EPS) for the Trailing Twelve Months (TTM)

6.5%

Gross Revenue  
Rs.1359.47 cr

21.3%

EBITDA  
Rs.145.58 cr

39%

Profit Before Tax  
Rs.129.39 cr

44%

Profit After Tax  
Rs.97.71 cr

Rs. in Crores

DESC.	Q2 FY'25	Q3'FY25
REVENUE	442.71	458.12
EBITDA	49.06	41.48
PBT	46.02	35.21
PAT	34.85	26.69
EPS (RS.)	0.65	0.49

# INDEX

2

**Business Segments**

**Medical Devices**



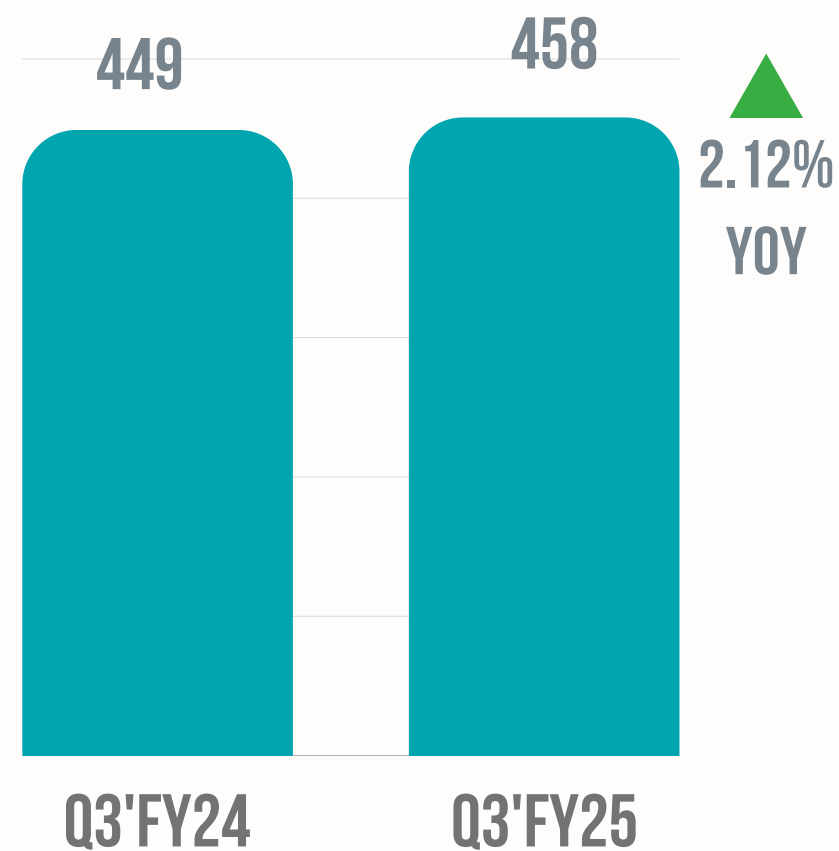
1

## Consolidated

### Operational Performance:

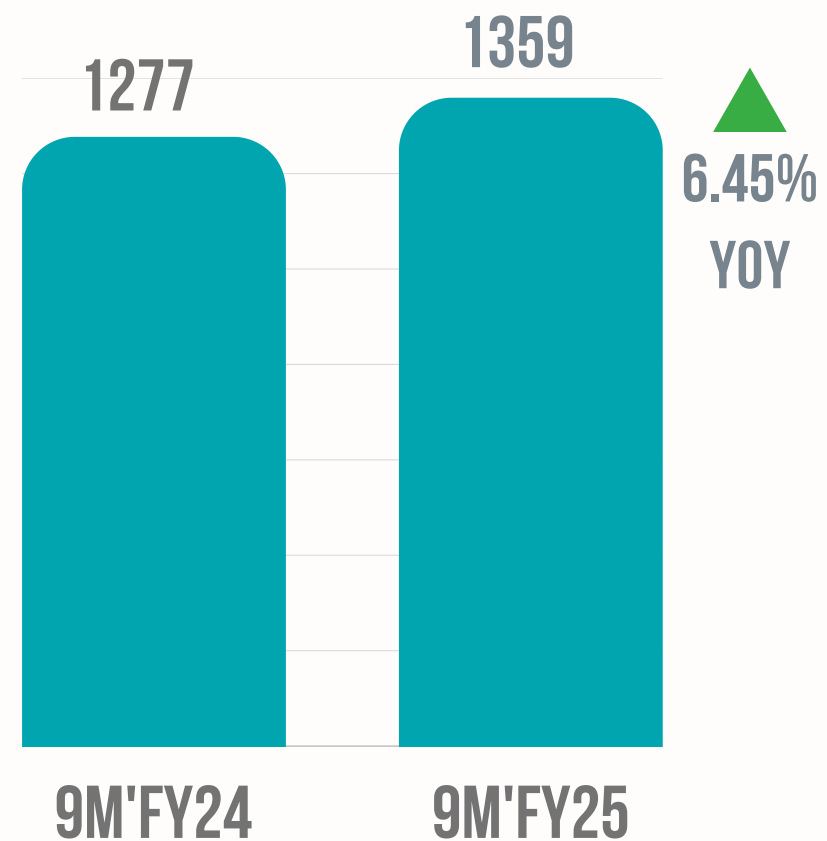
#### Quarterly Revenue

Rs. in Crores



#### 9M Revenue

Rs. in Crores



10%

*Growth in Exports and 4% increase in Domestic Revenue in 9M'FY25*

- Overall demand for the quarter remained muted; there was a modest growth of 2.12% and 6.45%, respectively, in Q3 and 9M'FY25.
- This quarter's primary focus was on high-value markets like Europe, which has grown 55% in 9M'FY25.
- Import prices have started rising, while the markets have not responded yet, putting pressure on the gross margins.

# 2

## Business Segments

### Medical Devices

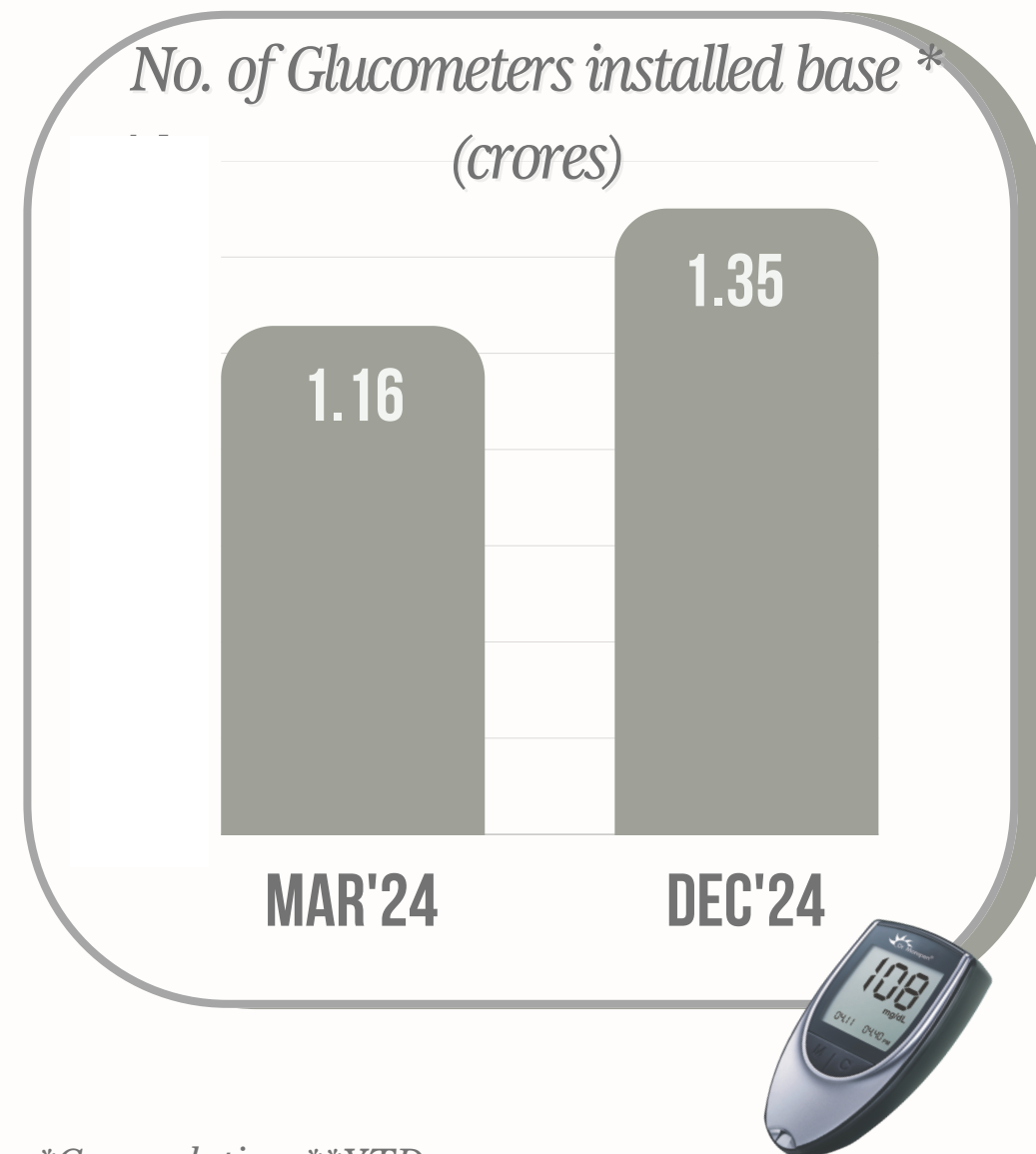


# 13.5mn

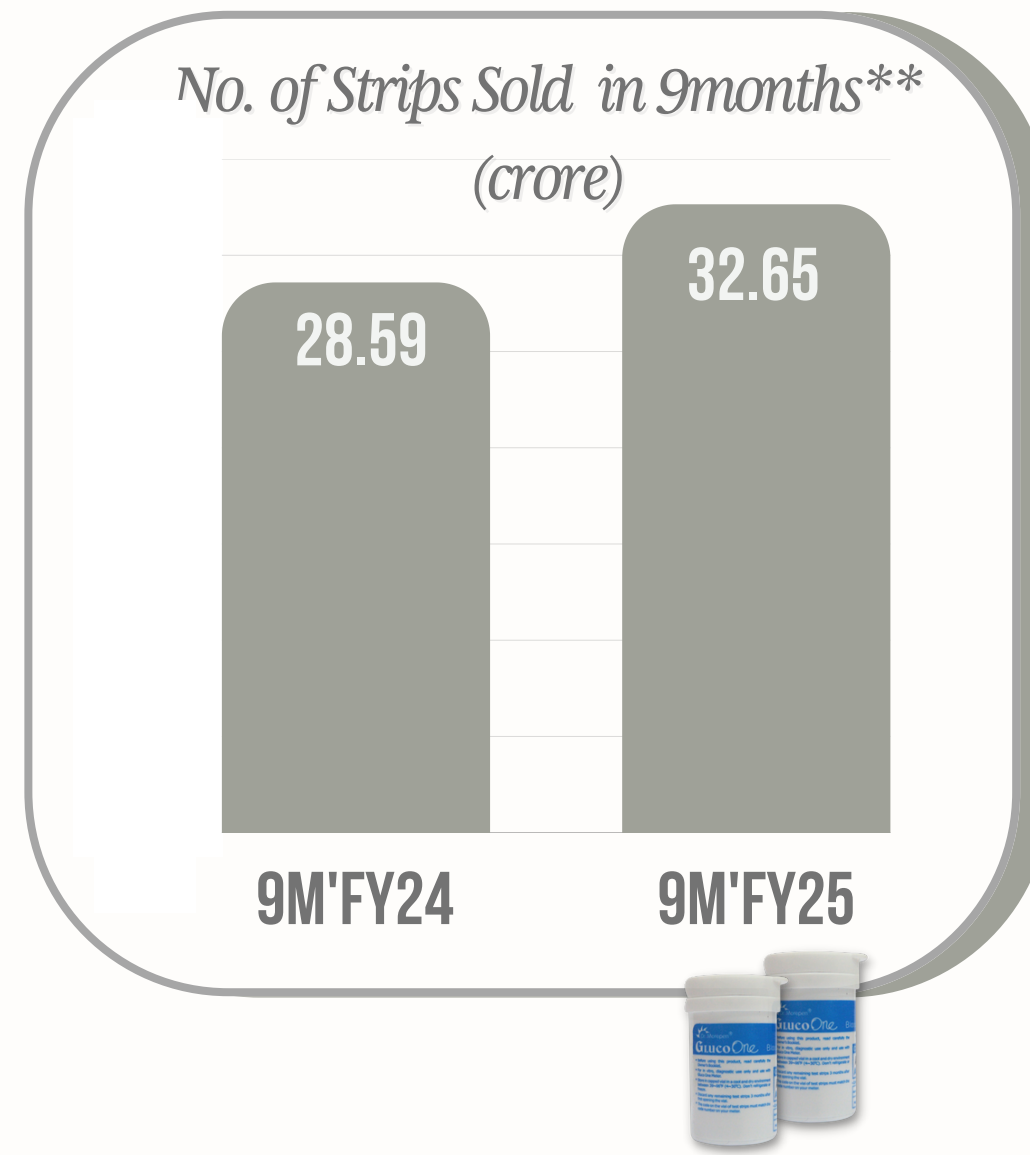
Customer base with repeat purchase of strips every year

### Glucometers:

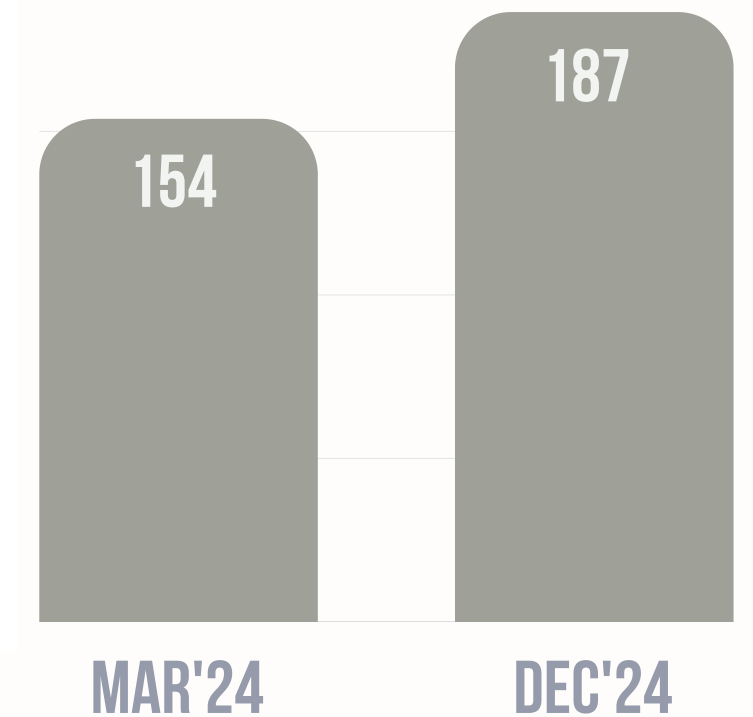
#### Cumulative Glucometers Installed



#### Gluko Strip Sold



#### Cumulative no. Strips Sold\* (crore)



\*Cummulative \*\*YTD



# 2

Business Segments

Medical Devices



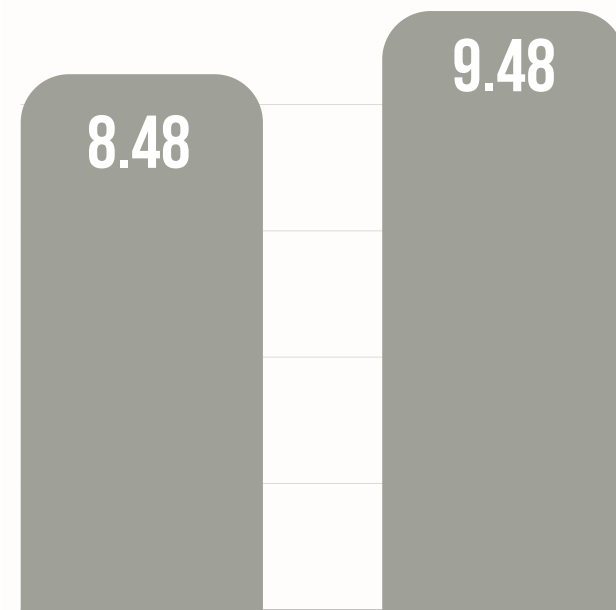
# 6.65mn

BP Monitors sold till 9M'FY25  
with increasing health awareness

## Blood Pressure Monitors:

### No. of BP Monitors Sold

Numbers in lakhs



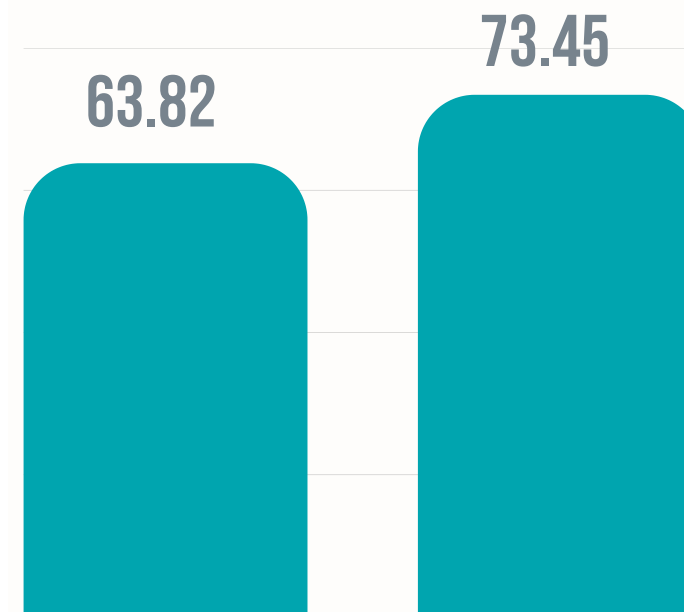
9M'FY24

9M'FY25



### Sales Revenue

Rs. in Crores



9M'FY24

9M'FY25

- Consistent growth in product demand and expansion into new markets
- 100% manufacturing in India with full backward integration
- Dedicated SMT lines installed to ensure regular supply at competitive costs
- Expanding market reach across India and exploring export opportunities

2

## Medical Devices

### Business Update:



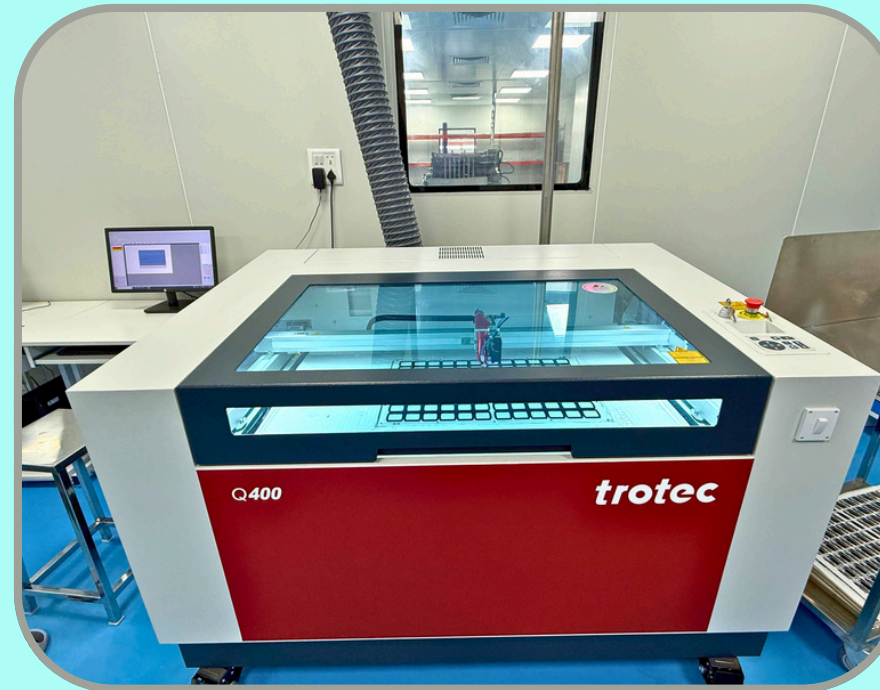
# Capacity

*Expansion and backward integration in full swing*

*120K sqft New Facility ready*



*LED Screen Printing Plant started*



*Expansion of BP Monitor Capacity*



2

## Medical Devices

### Business Update:



# Global

*Marketing and opportunities on  
bring evaluated*

*Arab Health, Dubai Jan'25*



*Product launch in Qatar, Doha*



*Medica, Germany Nov'24*



# 2

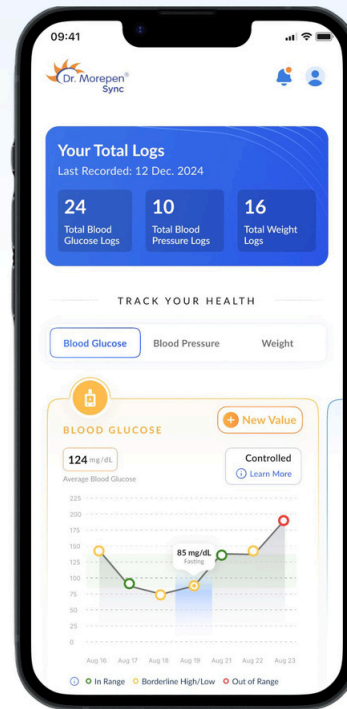
## Medical Devices



# Sync

Sync your vitals with Dr. Morepen Sync Mobile App

### Launch of New Mobile App:



### 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



# INDEX

3

**Pharma Business**



# Pharma Business

API, FINISHED DOSAGES, RX AND OTC

Business Segments

# 3 Pharma Business

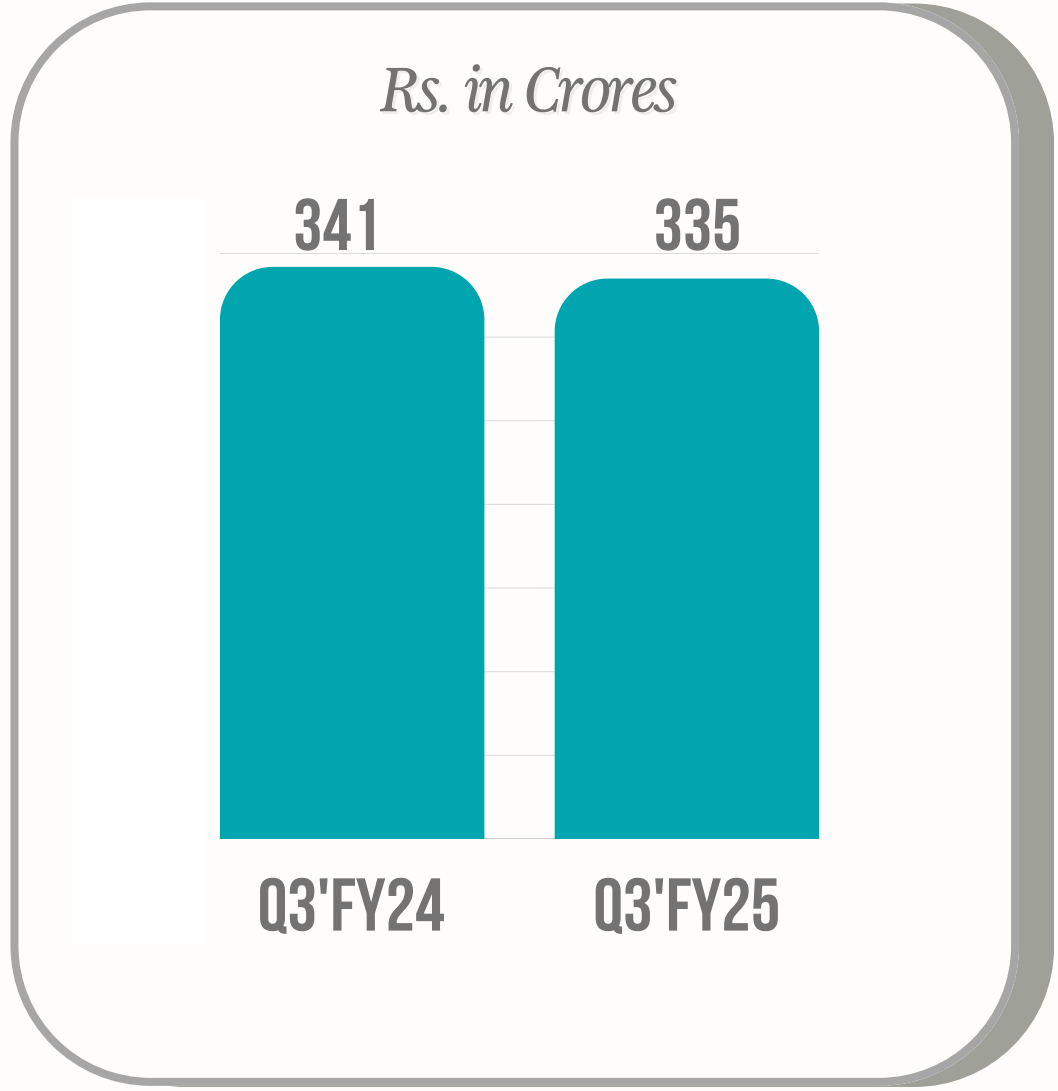
## APIs and Finished Dosages



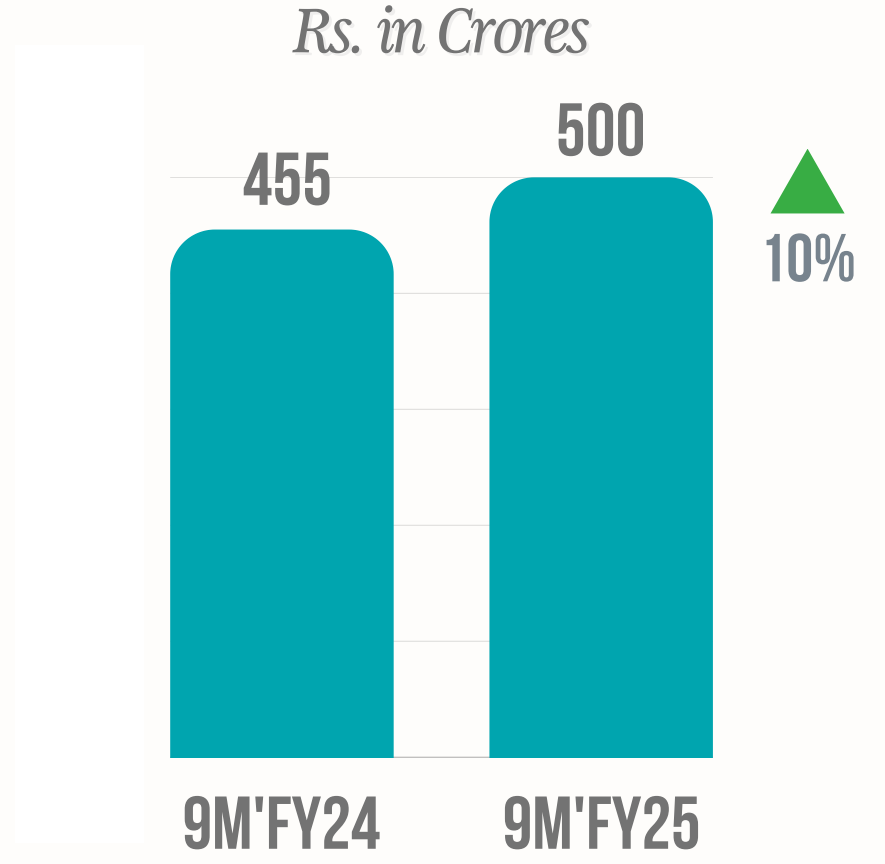
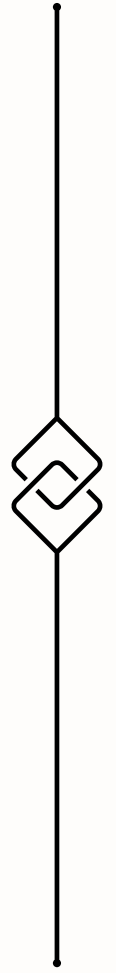
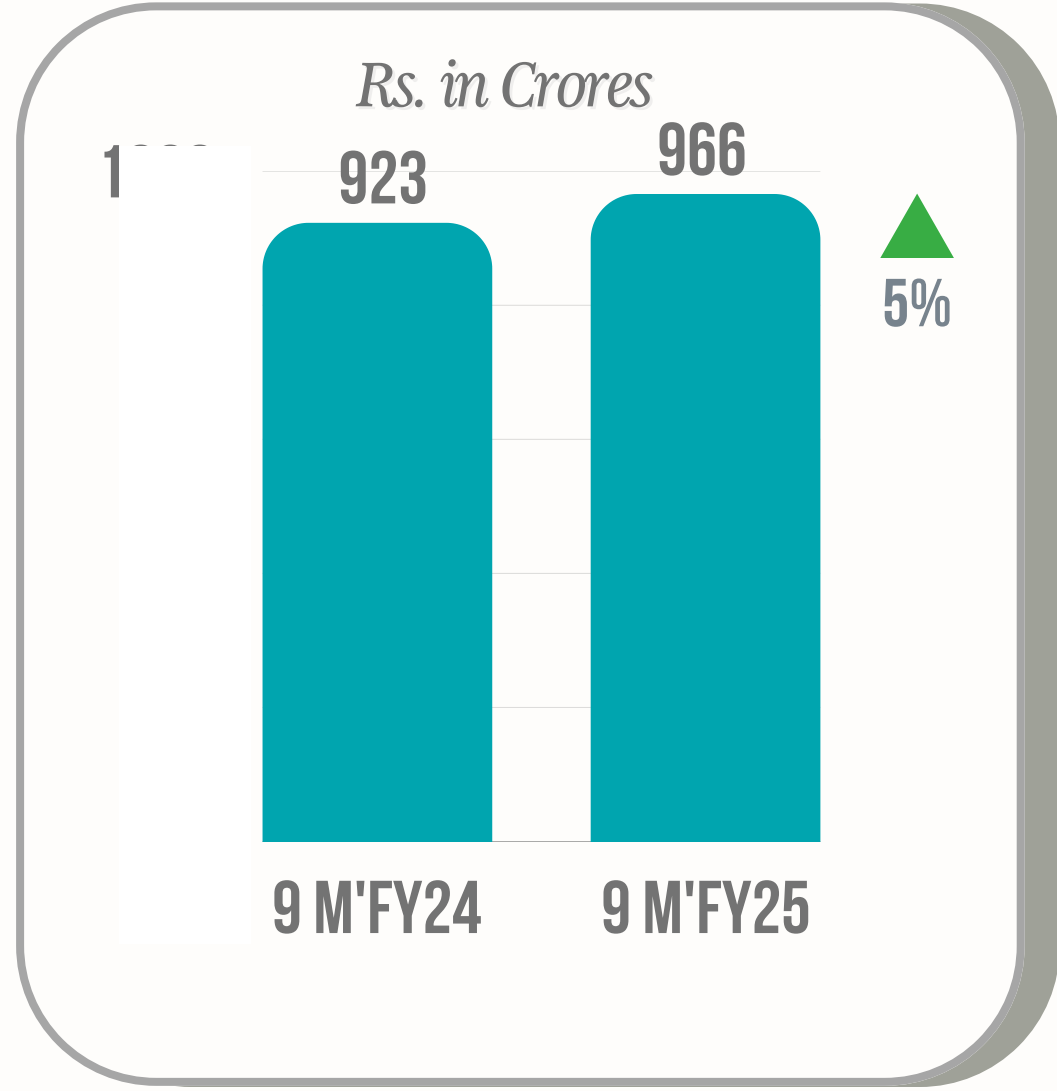
**10%**  
*Increase in Exports of High Value APIs in 9M'FY25*

### Operational Performance:

#### Quarterly Revenue



#### 9M Revenue



#### PHARMA EXPORT GROWTH

1

# Consolidated

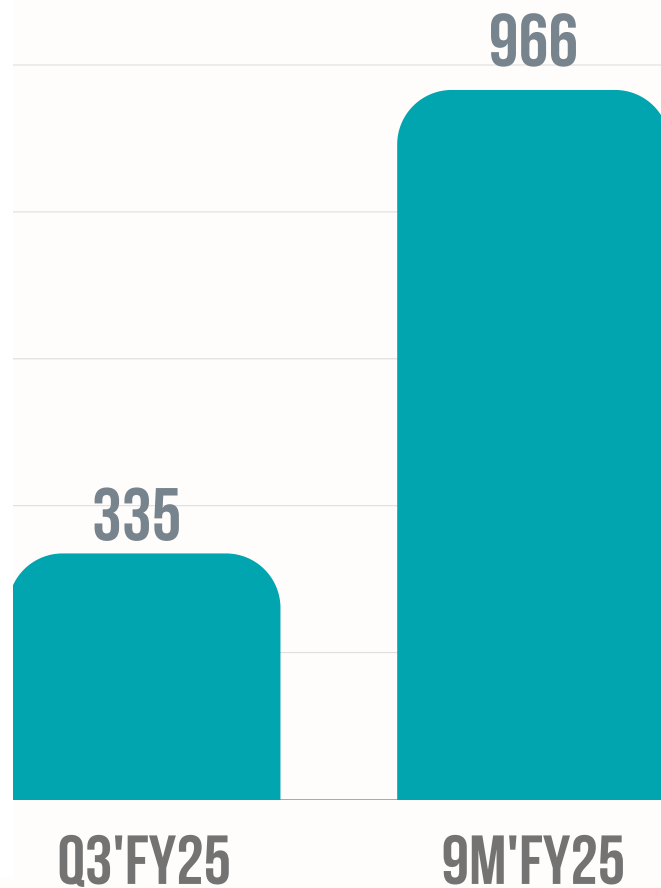
**Business Segments:** Consolidated Revenue of Rs. 901 cr, up 9%

29%

9M revenue share from Medical Devices as compared to 26% in FY24

## Pharma Business

Rs. in Crores

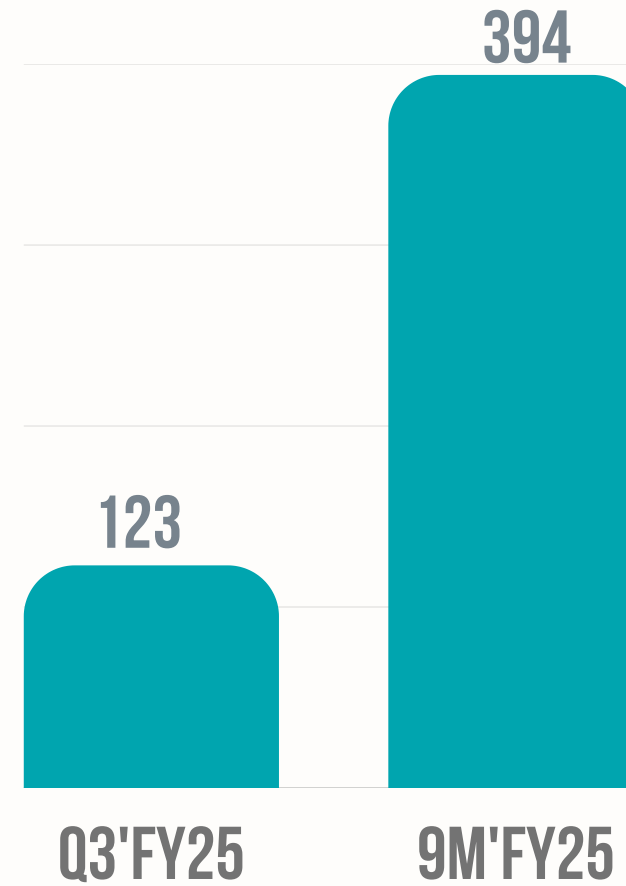


**MOREPEN**

API, Finished Dosages and OTC

## Medical Devices

Rs. in Crores

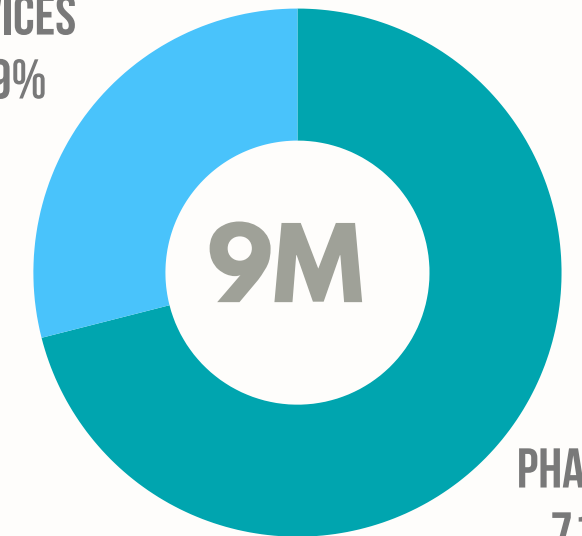


**Dr. Morepen®**

Home Devices - BP/ Sugar



DEVICES  
29%



PHARMA  
71%

REVENUE SPLIT 9M'FY25

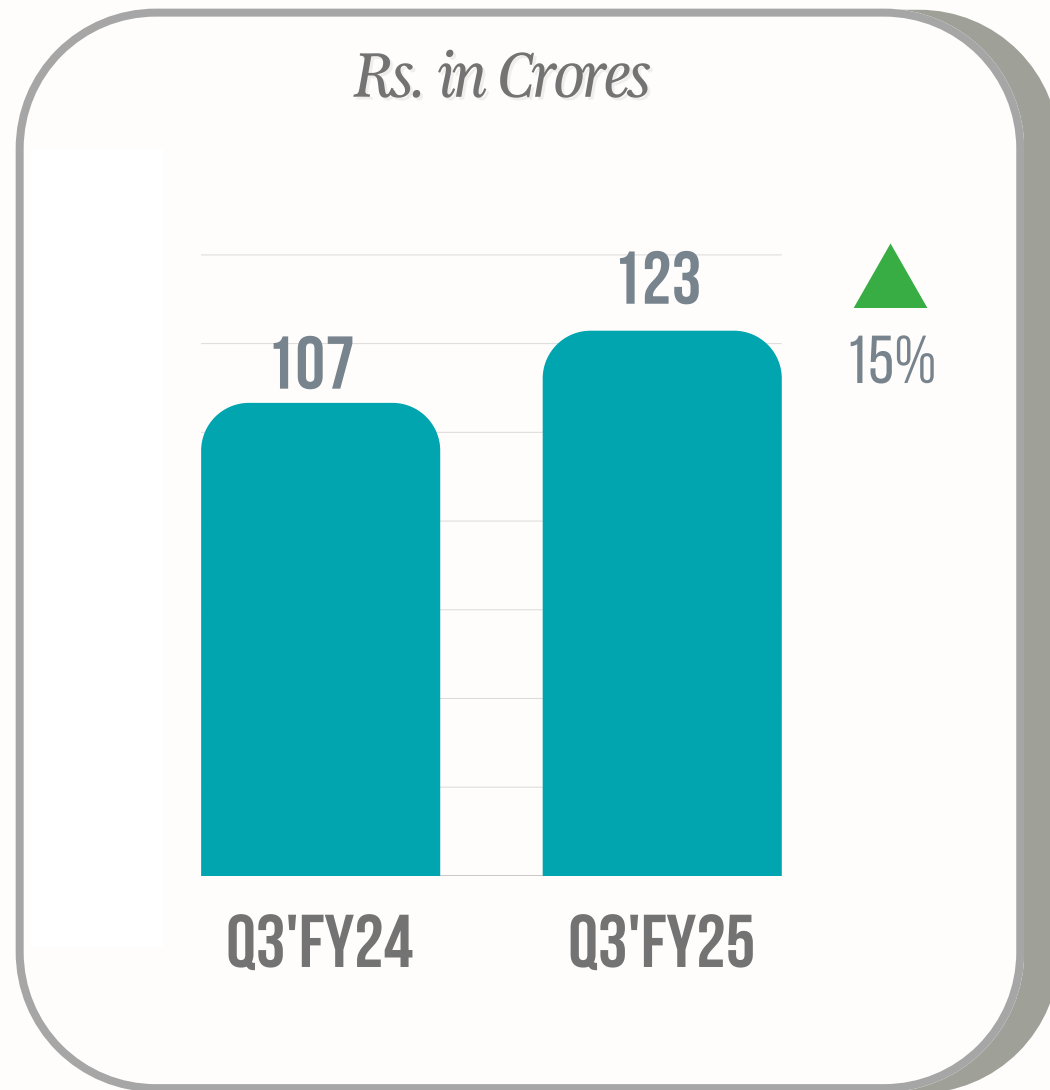
# 2

## Business Segments

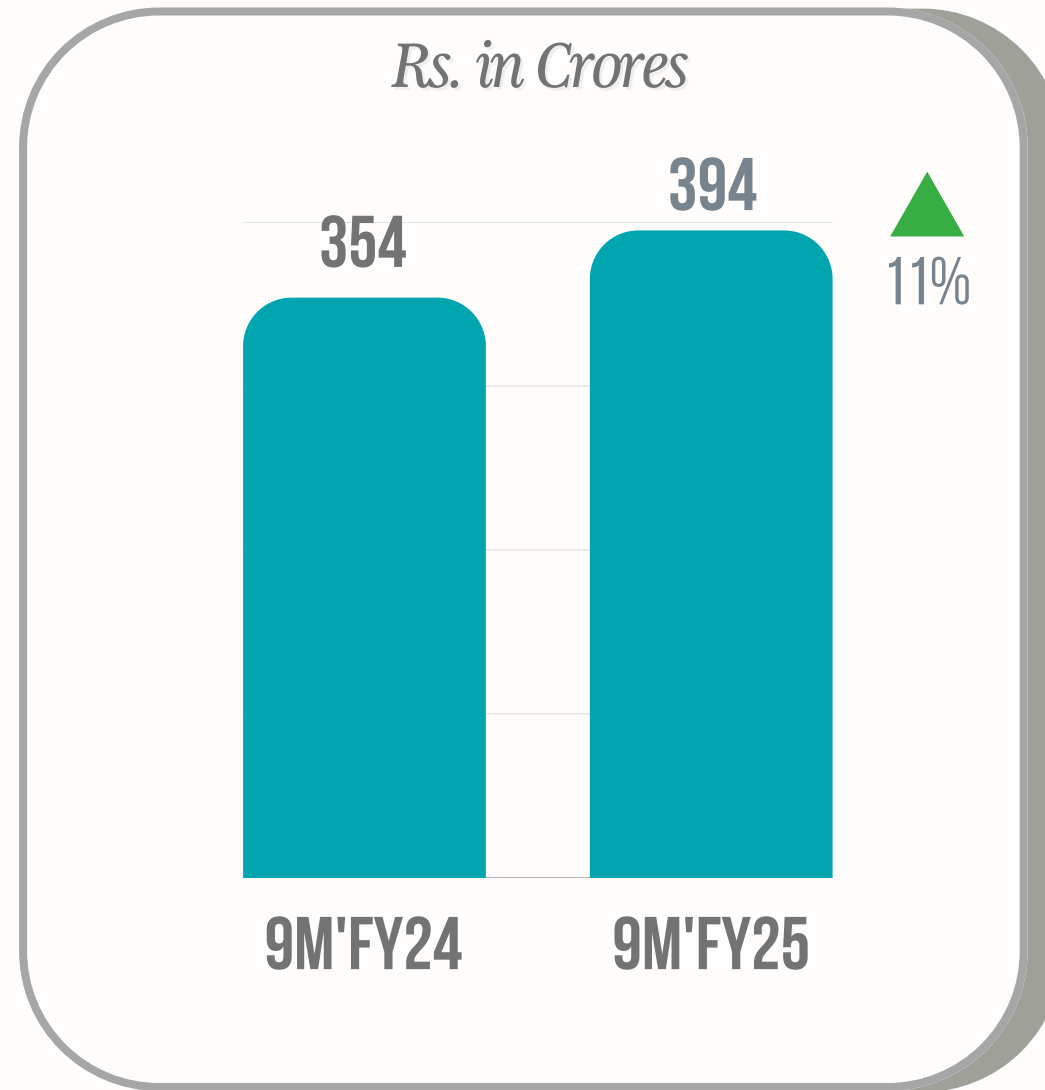
### Medical Devices



### Operational Performance: Quarterly Revenue

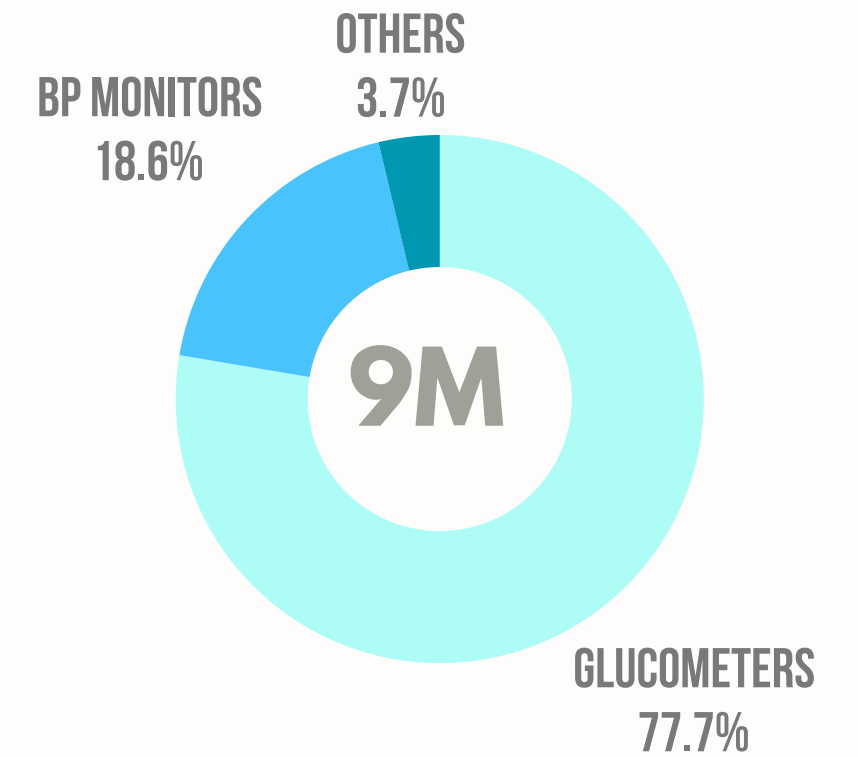
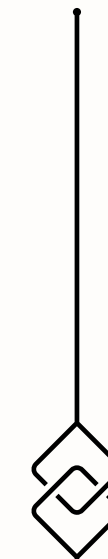


### 9M Revenue



# 11%

Increase in 9M revenue with increased installed Gluometers base



PRODUCT SPLIT-9M'FY25



Business Segments

# 3 Pharma Business

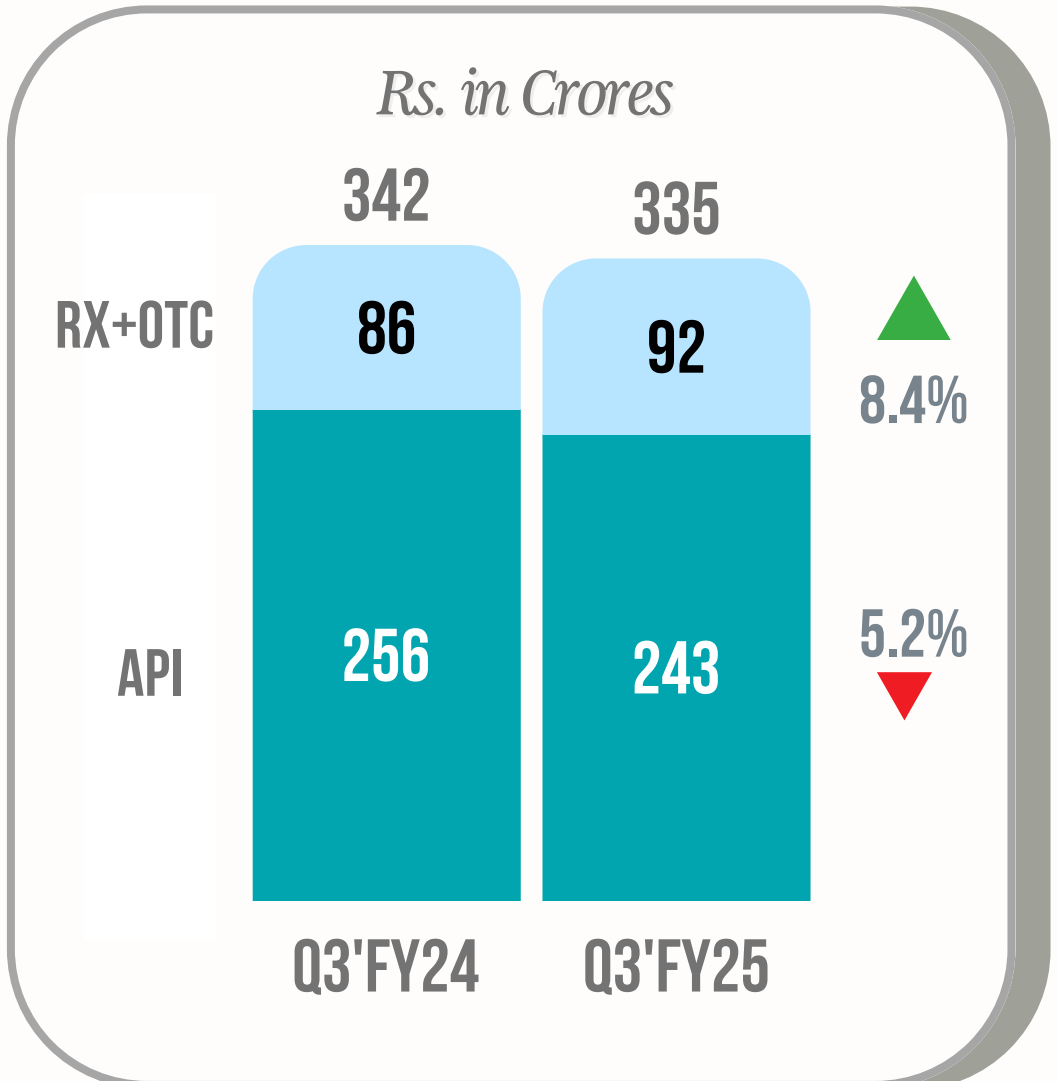
## APIs and Finished Dosages



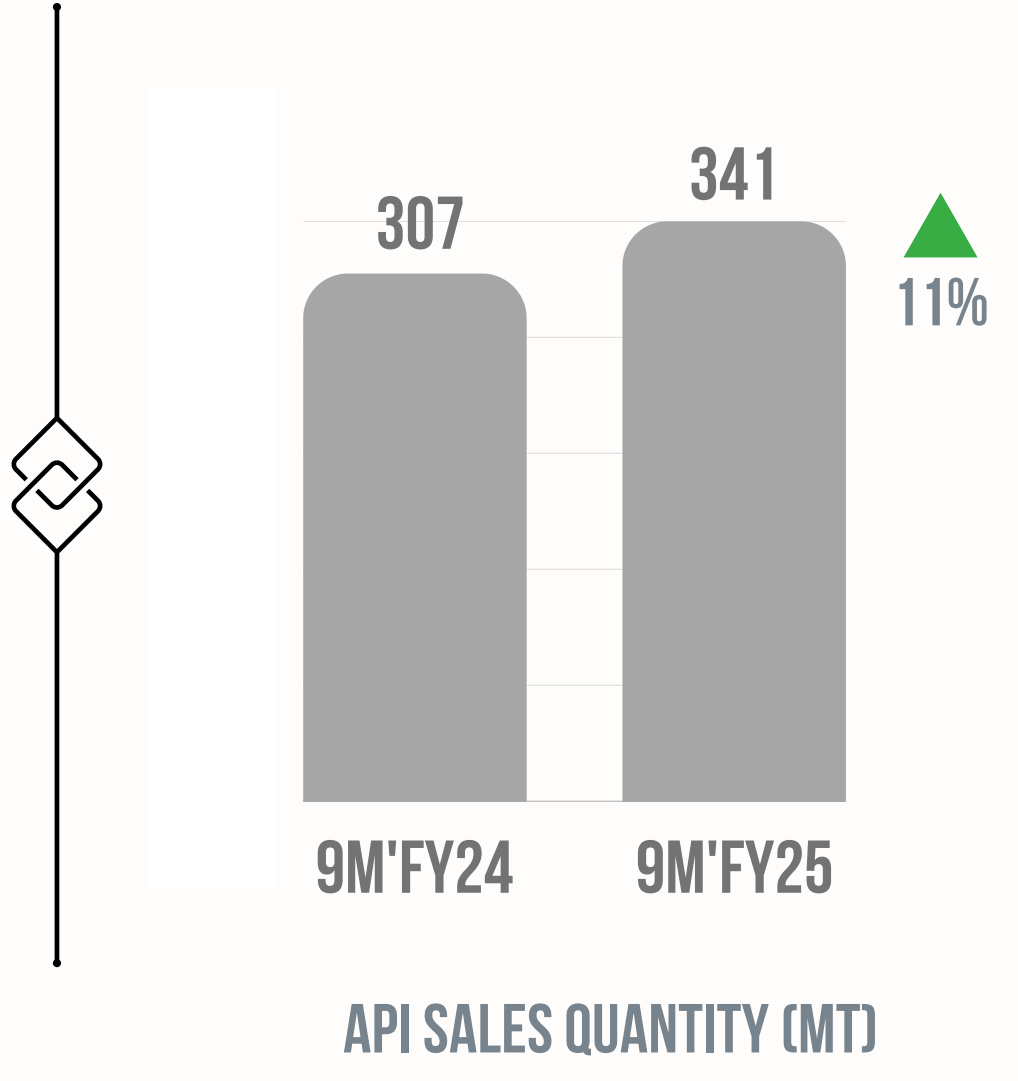
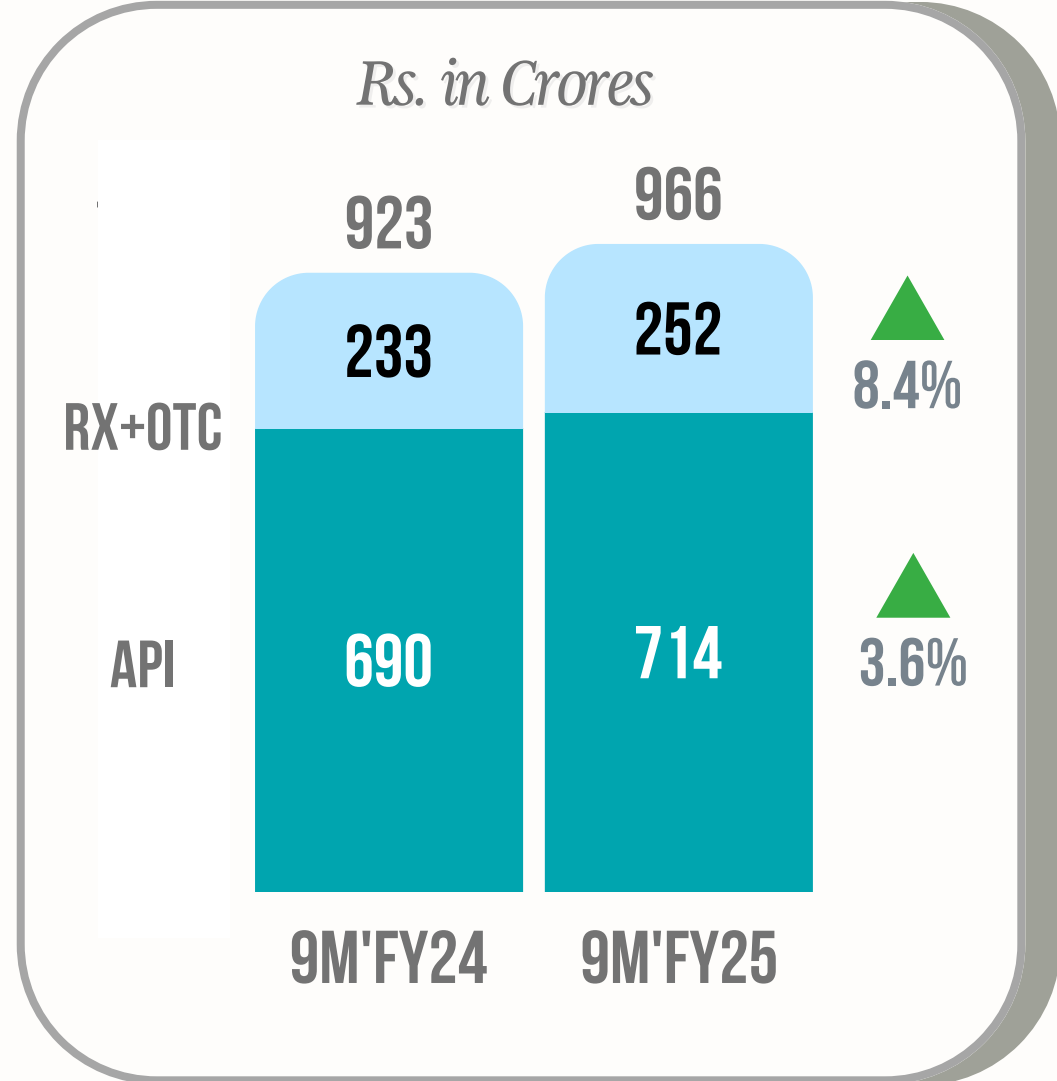
**75%**  
Business share of API from long-term customers

### Operational Performance:

Quarterly Revenue



9M Revenue



3

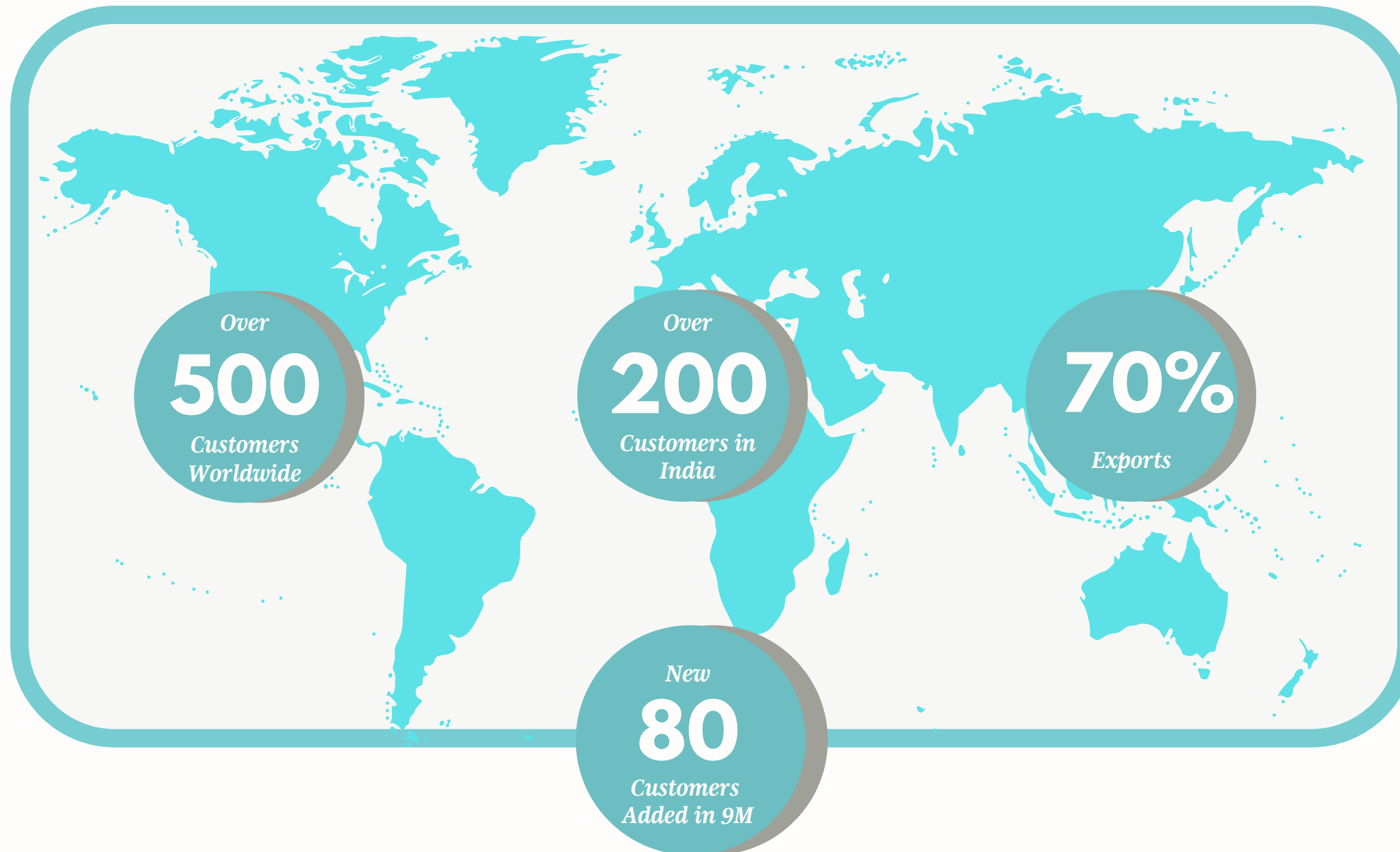
Business Segments

Pharma Business

API Business

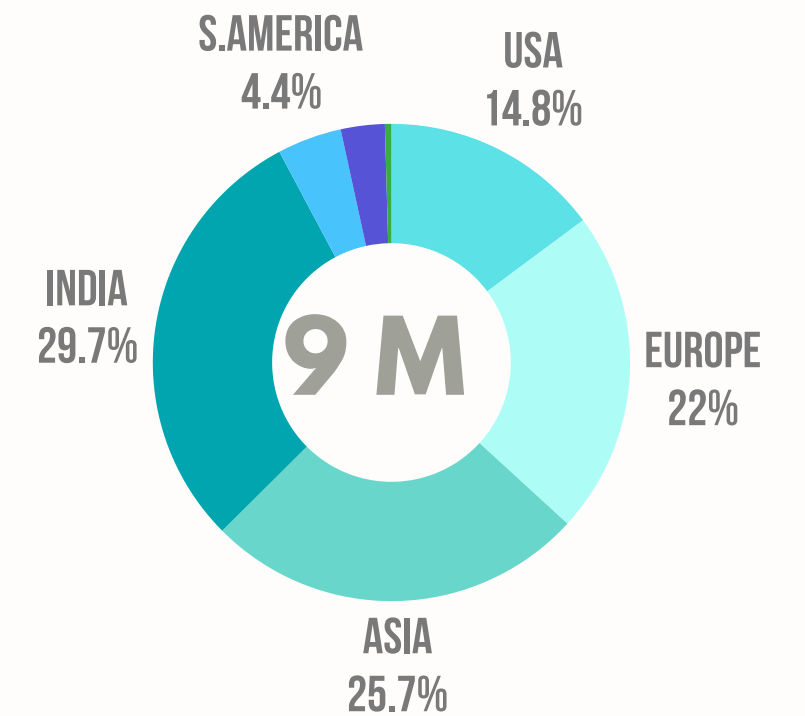
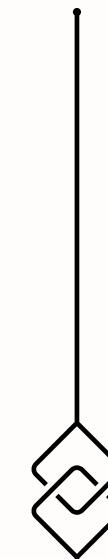
MOREPEN

Exporting to over 80 Countries:



9%

Increase in exports with consistent repeat orders



API REVENUE SPLIT - 9M 'FY25

3

## API Business

**MOREPEN**

**510KL**

*API Capacity ready, up from 400Kl  
one year ago*

### Project Updates:

*P-8 Plant Expansion Completed*



*P-8 Ready for Production*



*P-9 Expansion Started*



3

API Business

MOREPEN

50KL

API Capacity added making available API capacity 450KL

Project Updates:

QC Lab Expansion



QC Lab Expansion



QC Lab Expansion



3

API Business

**MOREPEN**

50KL

*API Capacity added making available API capacity 450KL*

International Outreach:

*CPHI, Milan*



*CPHI, India*



*CPHI, China*



# 3 Consumer Business

## New Products Launched:

Award-winning Slimbiome® from the UK and Intelicaps Probiotics from Belgium



# \$23bn

Market Size of the Weight Management market in India

### Pre-meal Drinks



### On the Go Meal



### Patented Ingredients



Backed by Science



Formulated by Experts

3

Rx Medicines

New Products Launched:

MOREPEN

New

Product to prevent for the heart stroke and liver sclerosis

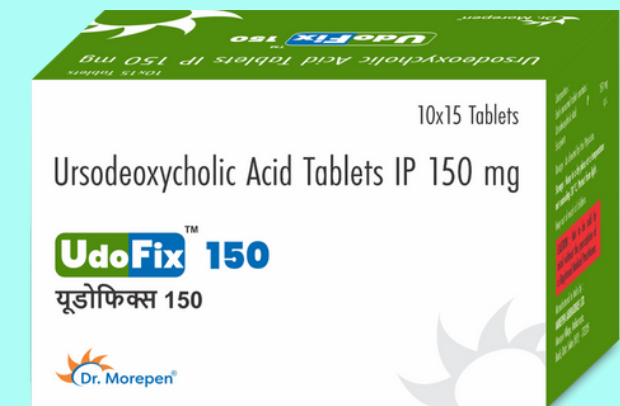
Ticapen 90mg



UdoFix 300



UdoFix 150



3

General

### Awards and Accolades:

**MOREPEN**

# Awards

*Awards and Accolades for  
Operational excellence*

### *Visionary Entrepreneur 2024*



### *Top 50 Supply Chain & Logistics*



### *Dr. Morepen- Brand Icon of 2024*





# 3

## General

# MOREPEN

# 32

*Episodes of a talk show with Industry leaders*

## Bubble Chat Season 2 was completed successfully:

*Live Monthly Chat Show with live YouTube streaming*



### Season -2

[CLICK HERE TO JOIN](#)



**Bubble Chat@Dr Morepen**

BubbleChat @ Dr Morepen is a private chat show that provides a platform for fun and engaging conversations with senior management, industry...

[YouTube](#)

Dr. Ram Charan



Mr. Shiv Khera



Dr. Praveen Gupta



Mr. Kush Kapoor



Mrs. Shalu Suri



Lt. Rita Gangwani



Mr. D. K. Bakshi



B K Sarita Didi



Dr. Ankur Behl



Dr. Rahul Bhargav

# INDEX

4

**Financial Overview**



**Improving**  
**EBITDA Margins and PAT**

# 4 Financial Overview

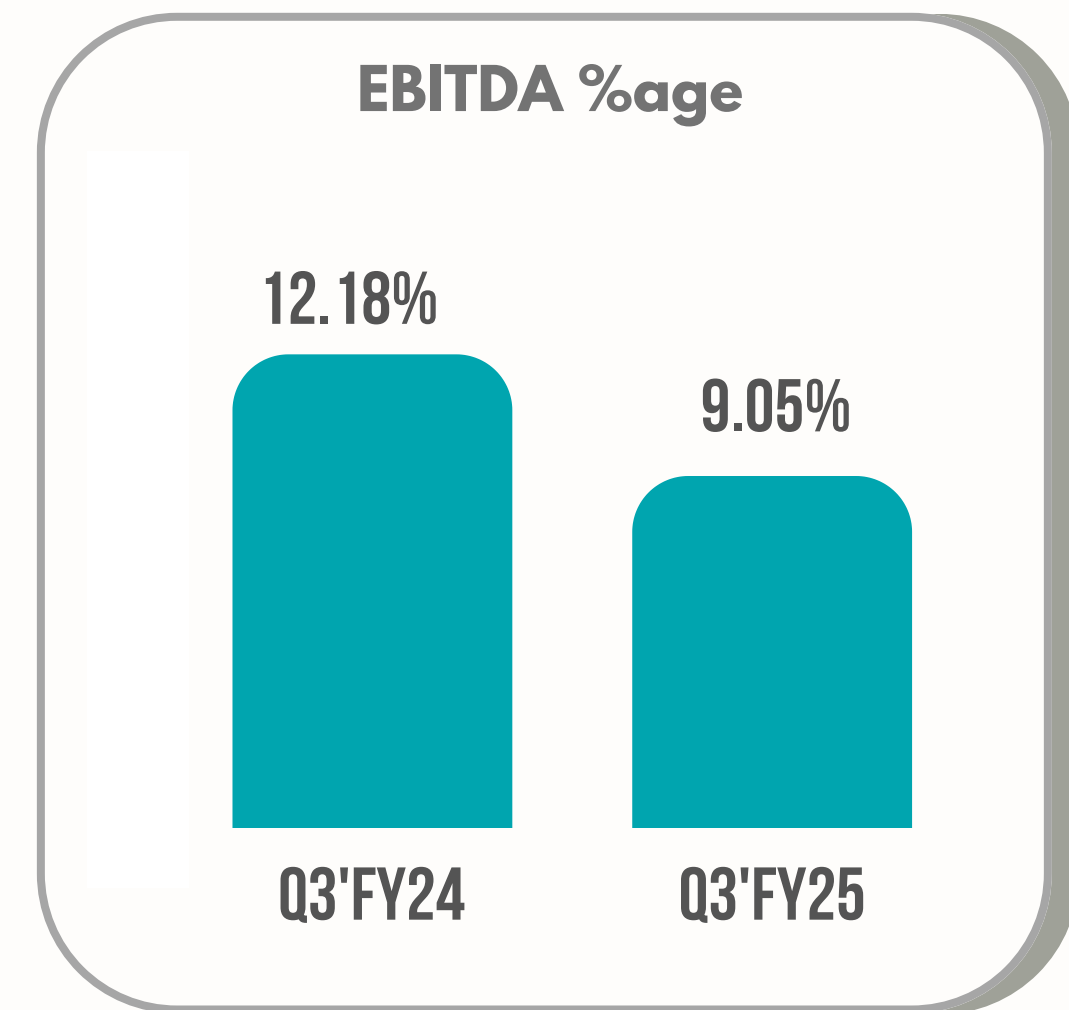
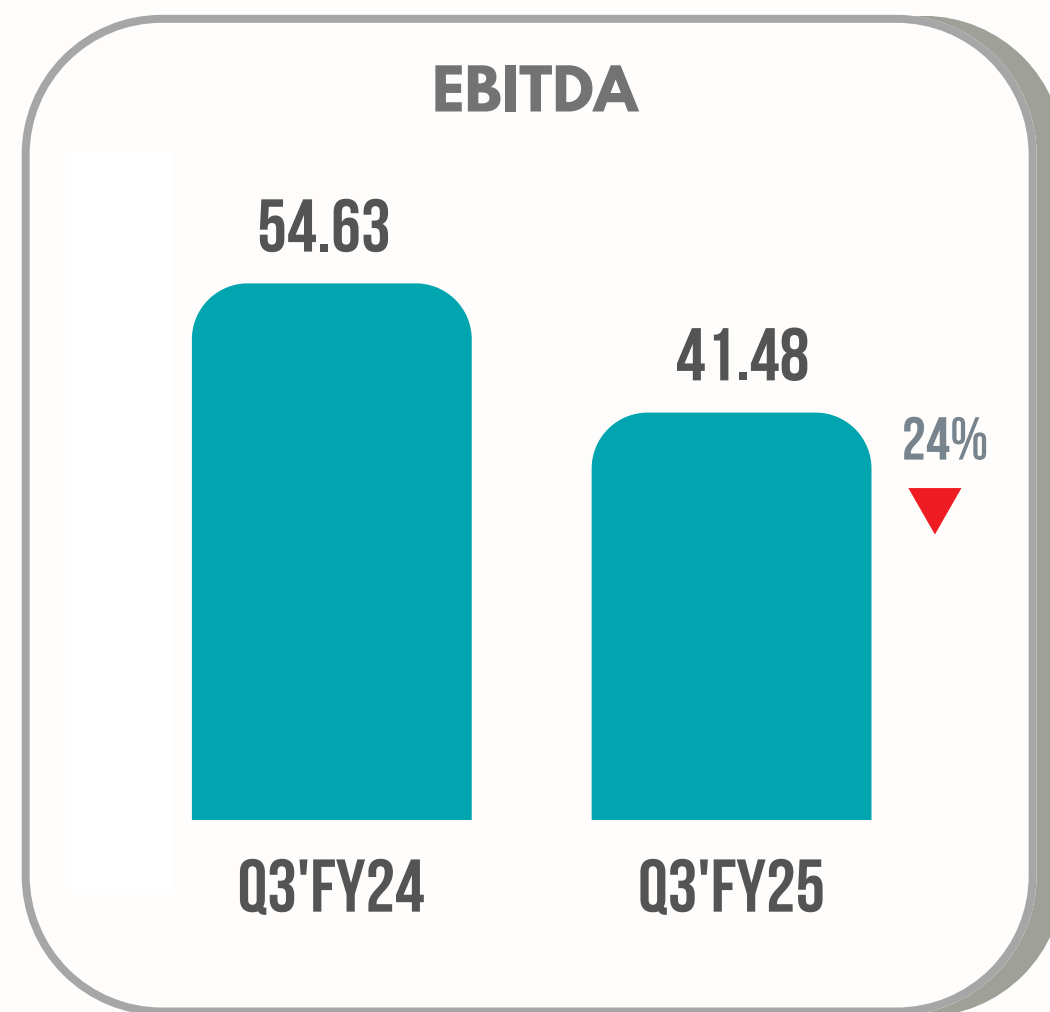
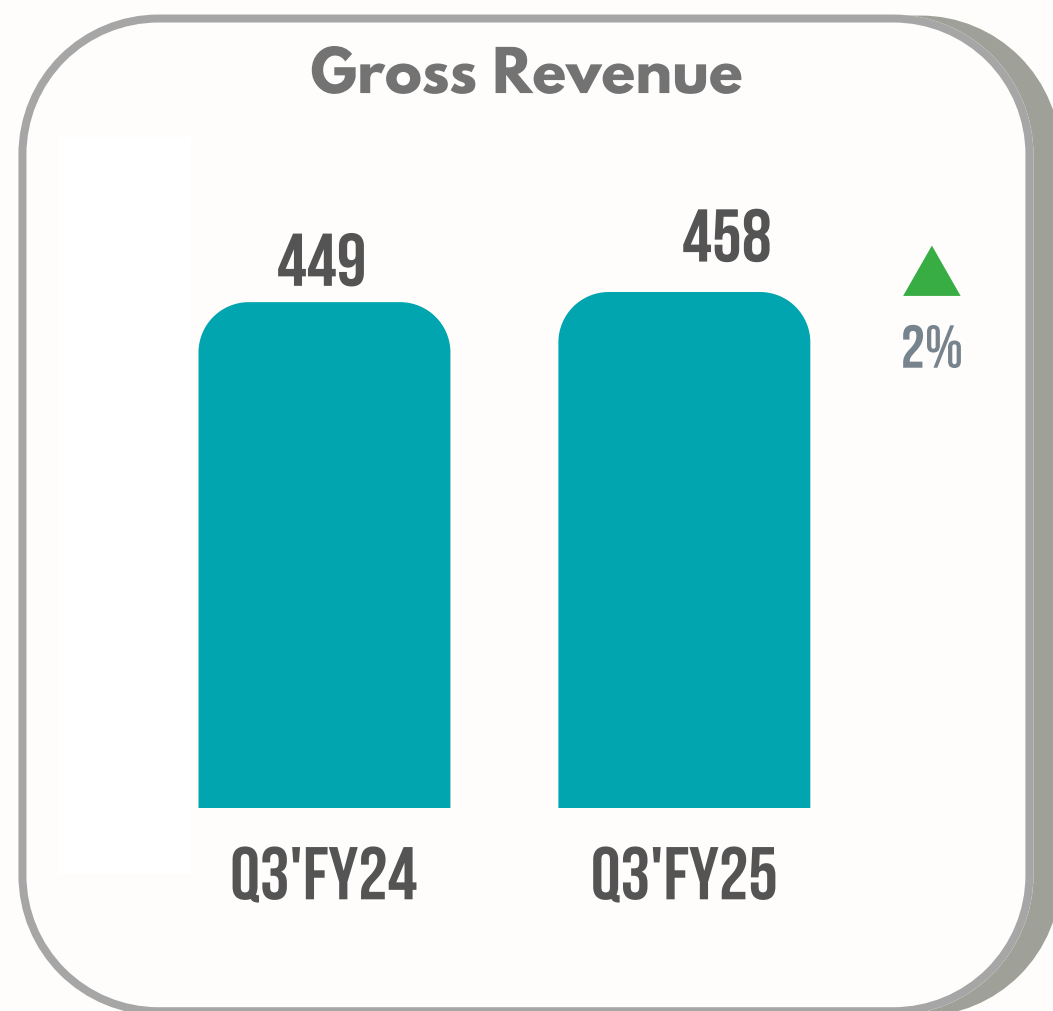


## Quarterly Performance:

**24%**  
*Lower EBITDA on account of input cost pressure and expenses increase*

*Rs. in Crores*

*Rs. in Crores*



# 4 Financial Overview

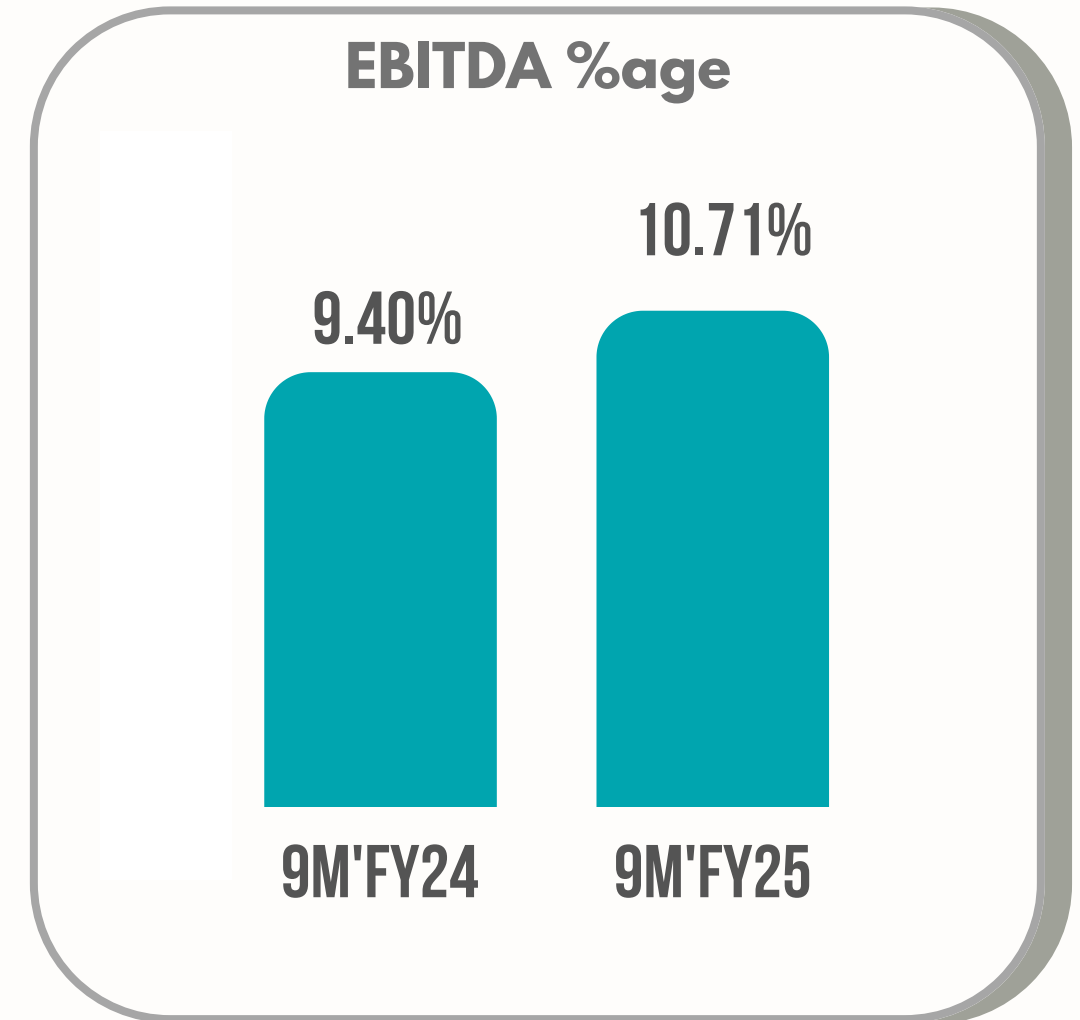
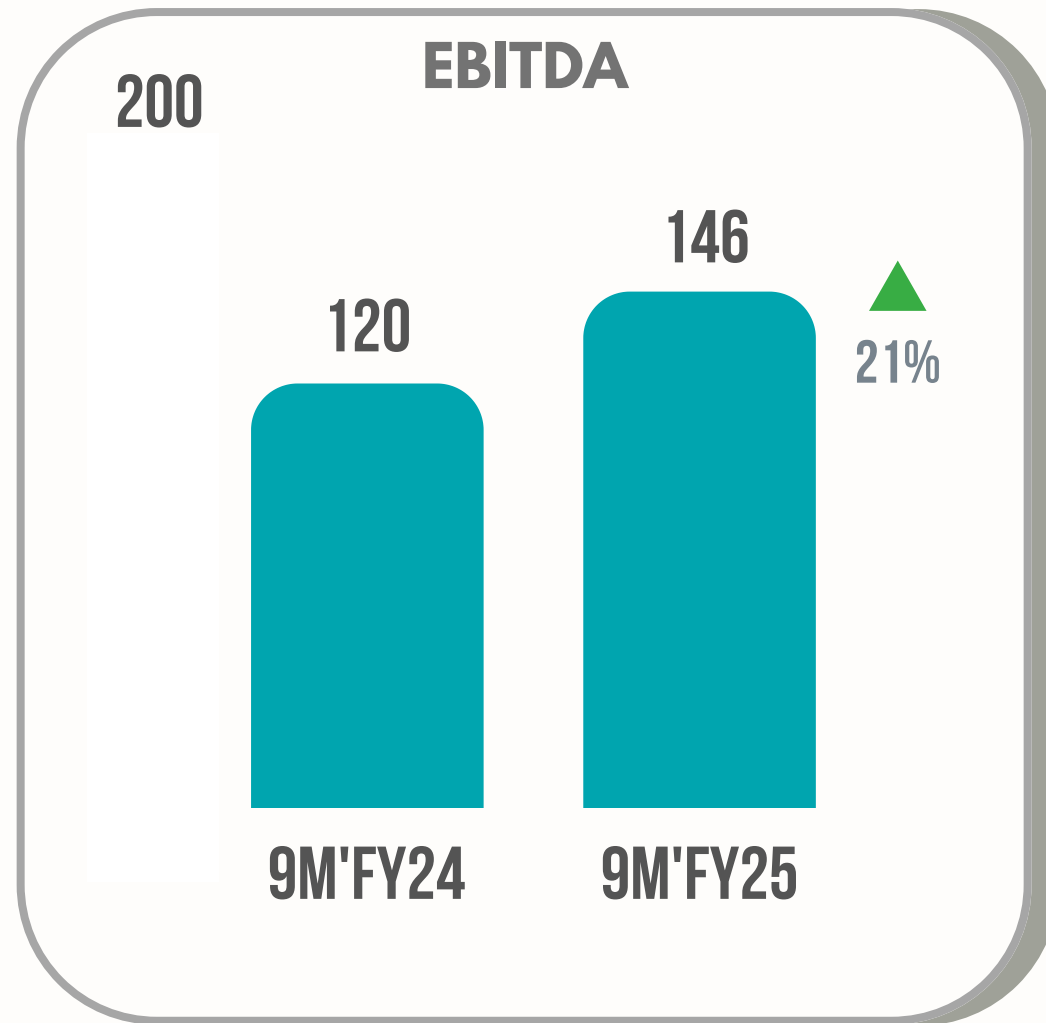
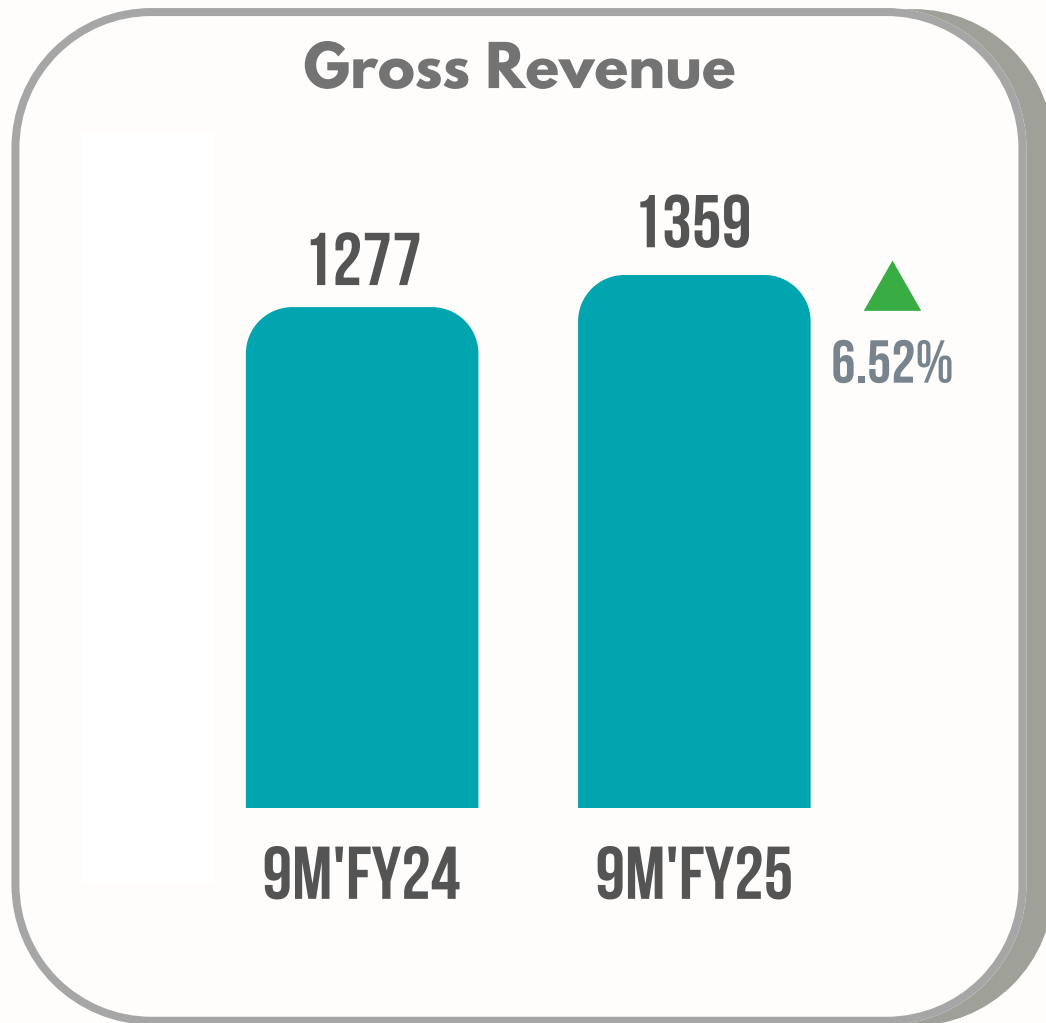


## 9 Months Performance:

**21%**  
*EBITDA growth on account of increase in sales revenues*

*Rs. in Crores*

*Rs. in Crores*



# 4 Financial Overview

## 9 Months Profitability:



44%

*Increase in Profit after tax in 9M on with improved EBITDA*

*Rs. in Crores*

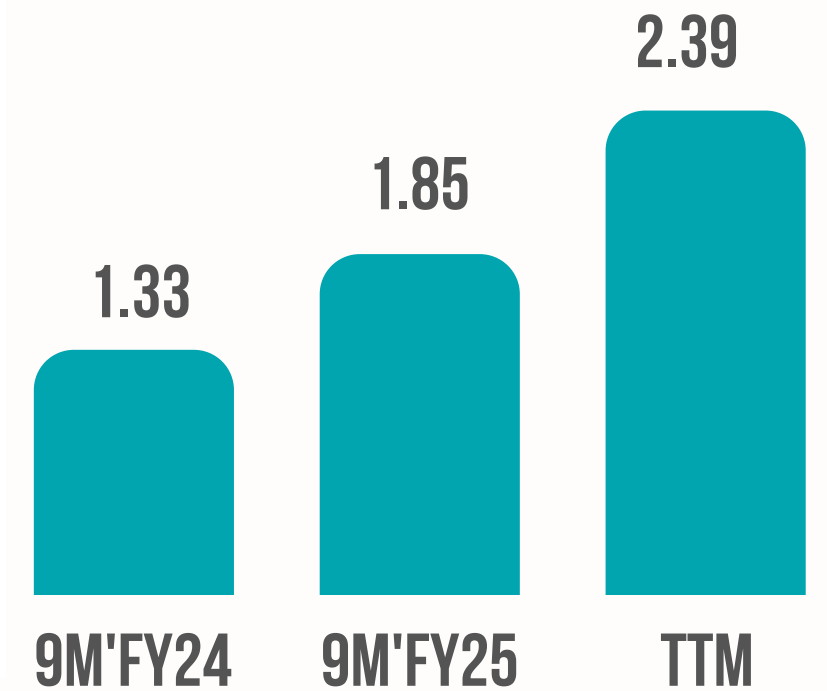
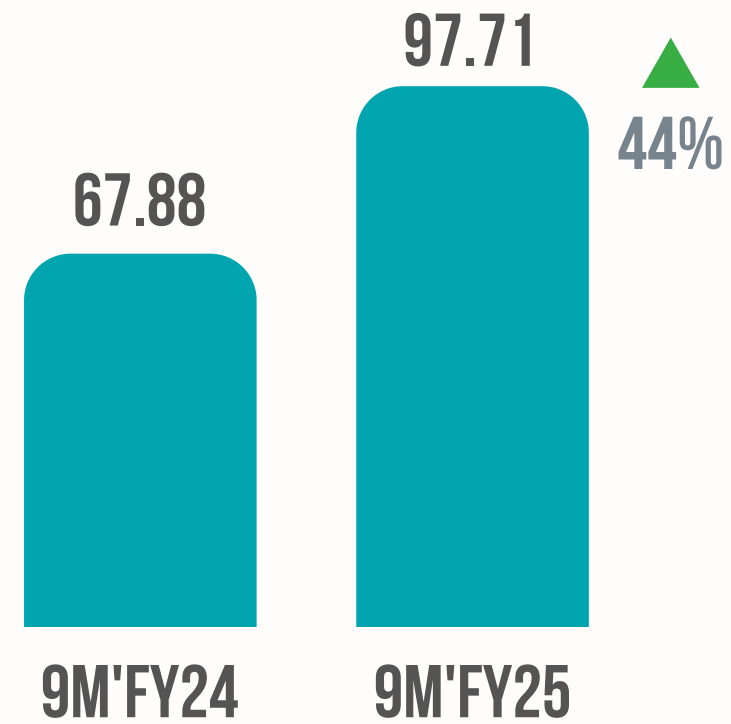
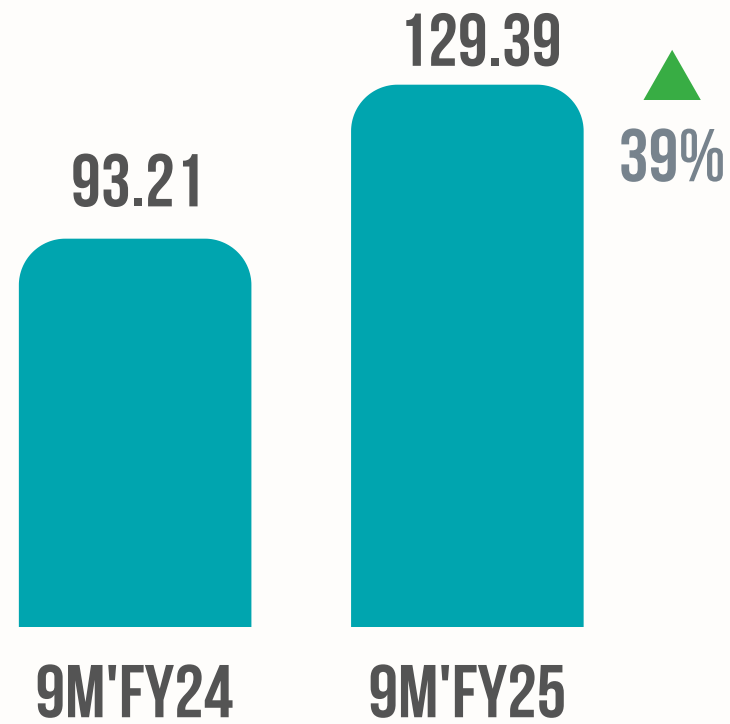
*Rs. in Crores*

*Rupees*

### Profit Before Tax (PBT)

### Profit After Tax (PAT)

### Earning Per Share (Rs.)





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