



Genesis

A NEW BEGINNING



1/2023

INNOVATION AND COLLABORATION



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GENESIS@MOREPEN.COM



2ND FL DLF CYBERPARK SEC 20 GURUGRAM



WWW.MOREPEN.COM



Without Passion you don't have

ENERGY

Without Energy you have

NOTHING

Sushil Suri

Chairman & Managing Director

#cmdsk

Dear Colleagues,

It's a pleasure to welcome you back with the relaunch of our digital platform, "Genesis," which has been reintroduced due to the many requests from our colleagues.

Pharma industry has been at the centre of attraction for last two years or so, and has played a big role in serving the humanity at the crossroads of pandemic which has shaken the whole world. Every challenge gives us an opportunity to stretch our muscles and perform under extreme conditions. Critics all over the world have seen Indian pharma industry standing hand in hands with the common man and the regulators to handle the big crisis in a smooth manner.

Through this Genesis, I would like to thank all the members of Morepen Family for standing by the management and all the stakeholders to keep the spirits high and everyone delivered to the best to his capability. We need keep the momentum high and cross the hurdles as they come.

Let us embrace the coming year with renewed energy, excitement, and determination and make 2023 a defining moment in our careers by being fully committed, involved, and diligent.

Wishing you all the best.

Sincerely,

Sushil Suri
Chairman



FEBRUARY 2023



#ceospk

"We can achieve excellence only by adhering to international quality standards, best industry practices consistently and by learning and improving from where we are. We have to work around that only; there is no shortcut to success. Let us make it happen as a Team and prove how we work "



Sanjay Suri
CEO-API Division

"I believe that each individual employee has got his unique capability that can be harnessed for achieving the company vision. With each member contributing to his best Morepen team has no limit to achieve any goal it sets for itself and everyone is fully geared to take the challenges that lie ahead of us."



Varun Suri
CEO-B2C



"Medical Device industry has come out its cocoon and has opened up for growth, though we have miles to go. Last two years pandemic accelerated the growth with an increased awareness for health check ups. We see immense opportunities unfolding and are working to provide world class health platforms in India.

Anubhav Suri
CEO-Medical Devices

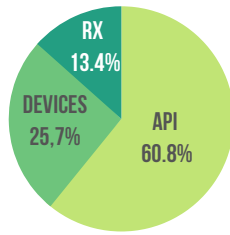
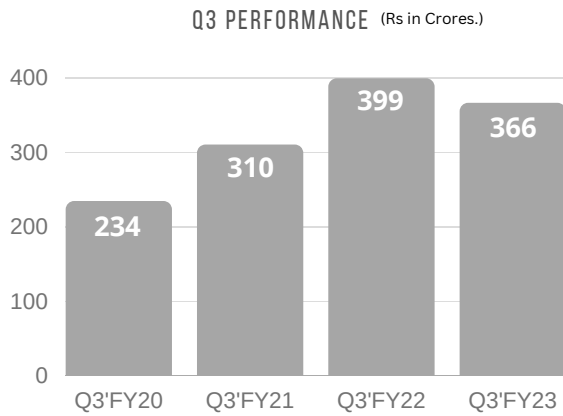
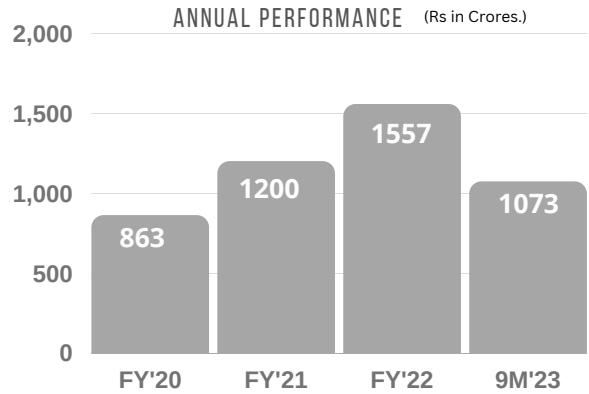


"We have the unique opportunity to play a crucial role in shaping the future of the Indian pharmaceutical market -the pharmacy of the world. We have the chance to make a real difference in the lives of millions of people. Let's continue to work hard, stay focused, and strive for excellence in everything we do."

Kushal Suri
Director- Intl. Mktg

#qtrspk

The Company has shown consistent growth in last years of pandemic and is now stabilizing. Q3 performance also has registered an upward trend year after year. In current quarter of Q3'FY is a bit shortfall as compared to previous year same quarter due to general sluggishness in the market



Ajay Sharma
CFO



Baddi Plant
HP

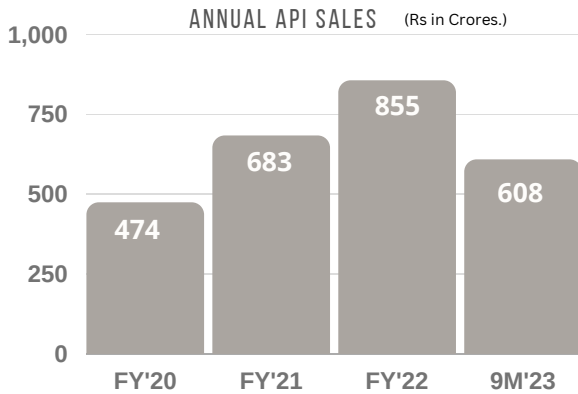


#api

API Division had been on the forefront of growth and has 60.8% share in the total stack. With significant jump in the revenues in last few years, it has shown resilience and strength despite disturbed market conditions during the pandemic. Morepen has maintained its leadership in the Loratadine and Montelukast franchise and continues invest in its R&D plans to launch new products every year.



API Team
Head Office



Dr. M. P. Tanwar
Head of R&D



CPhI Noida Dec 22



CPhI Frankfurt Oct 22

NEW PRODUCT LAUNCHES

SITAGLIPTIN

LINAGLIPTIN

SAXAGLIPTIN

DAPAGLIFLOZIN

VORTIOXETINE



I MAY HAVE DIABETES...
BUT DIABETES DOES
NOT HAVE ME

#devices

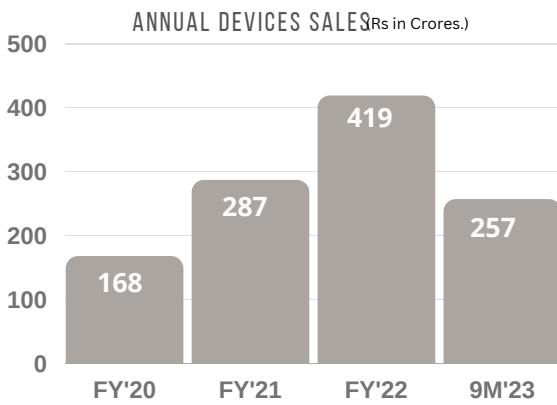
Medical devices business has delivered an excellent growth in the last four years with a CAGR of 54%. During the covid times the team worked day and night and registered terrific growth of 71% and 46% in last two financial years. The market is now stabilised at these higher levels. Morepen is the market leader in two main products Glucometers and BP monitors which are manufactured at Baddi plant in HP.



Glucometer
Manufacturing



Gluco Strips
Manufacturing



Brand Association
In-film promotion





#rx

Formulation business of the company is widely spread in terms of reach and customer profiles. The company has substantial reach in for prescribing doctors for gastroenterology, nutrition, paediatric, general physicians under *Medicus* Division and is reaching out to diabetologist and cardiac doctor through *Cardia* Division.

Add to this, the company a strong franchise of branded generics and contract manufacturing portfolio. Morepen is growing very fast for institution supplies particularly for Jan Aushadhi.



Ajay Marwah
GM Sales & Marketing

#dml

During last one year Dr. Morepen has made a niche for itself in the online with more than 60 products available all major e commerce platforms like amazon, flipkart, 1mg, pharomeasy, netmeds and nyaka in addition to dr.morepen.com. All the new age products and social media presence give impetus to the trade sales also.



#life@morepen

We celebrate the spirit of all the festivals with lot of employee engagement , involvement, thought provoking, fun filled activities:

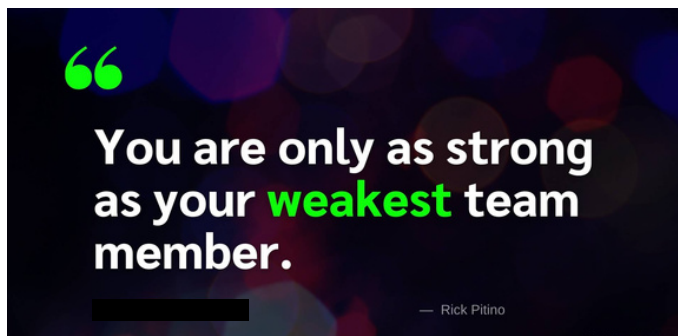
- Diwali Celebration
- Christmas Celebration
- International Women day Celebration
- Dussehra
- Ganpati Pooja
- Catharsis program
- Self Defence Training
- Rewards & Recognition
- Monthly Birthday Celebrations



#life@plants

Baddi HR team has engaged all the team members in lot of fun filled valuable activities

- Kaizen Competition
- Environment Week Celebrations
- Tree Plantation
- Painting competition
- Women's Day Celebrations



#skillup

Team's active participation in skill up program of the company is fully appreciated

- Building the confidence
- Emotional quotients
- Time management and prioritizing skills
- Mitigating human errors six sigma
- Situational leadership
- Negotiation skills
- Coaching skills for managers
- Acquisition of new customers
- Building the rapport in five minutes
- Digital etiquette & Business etiquette
- Basic communication skills
- Train the trainer program
- Induction training programs
- MDP and technical training



Desire changes

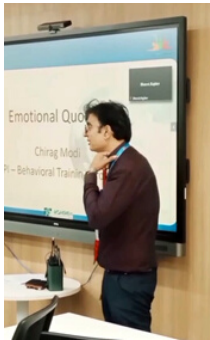
nothing

Decision changes

something

Determination changes

everything



#refresh

Did you know ?



The small **intestine** is roughly 23 feet long.



When listening to music, your **heartbeat** will sync with the rhythm



The **cornea** is the only part of the body with no blood supply - it gets its oxygen directly from the air.



Your **brain** can survive for five to 10 minutes without oxygen.



When you **blush**, the inside of your stomach does too. 😊



There are more than 100,000 miles of **blood** vessels in your body.

