

MOREPEN
LABORATORIES LIMITED

MOREPEN

Q4'FY22

EARNINGS PRESENTATION - MAY 2022



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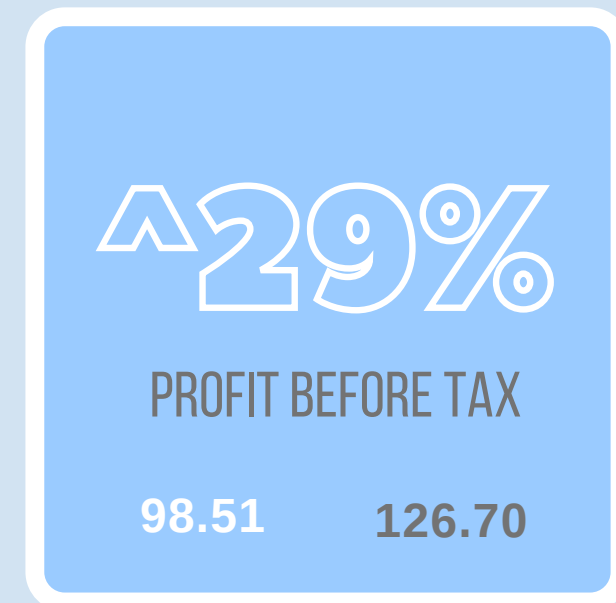
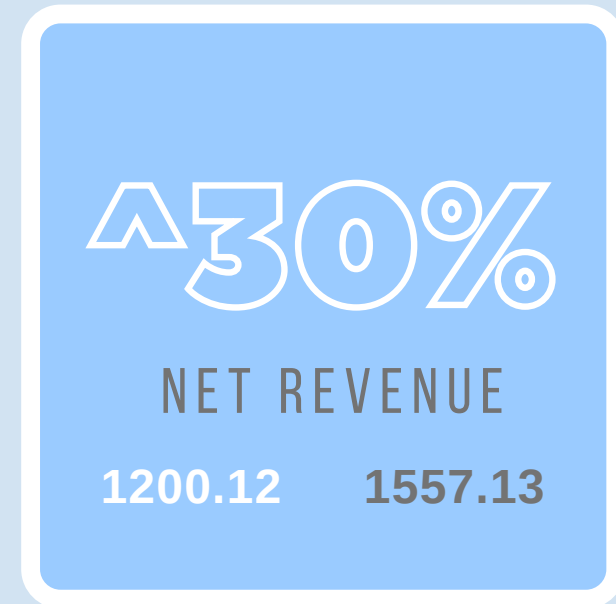
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CONSOLIDATED

Rs. in crores
12M'FY22

ANNUAL HIGHLIGHTS



FY21 FY22

FY21 FY22



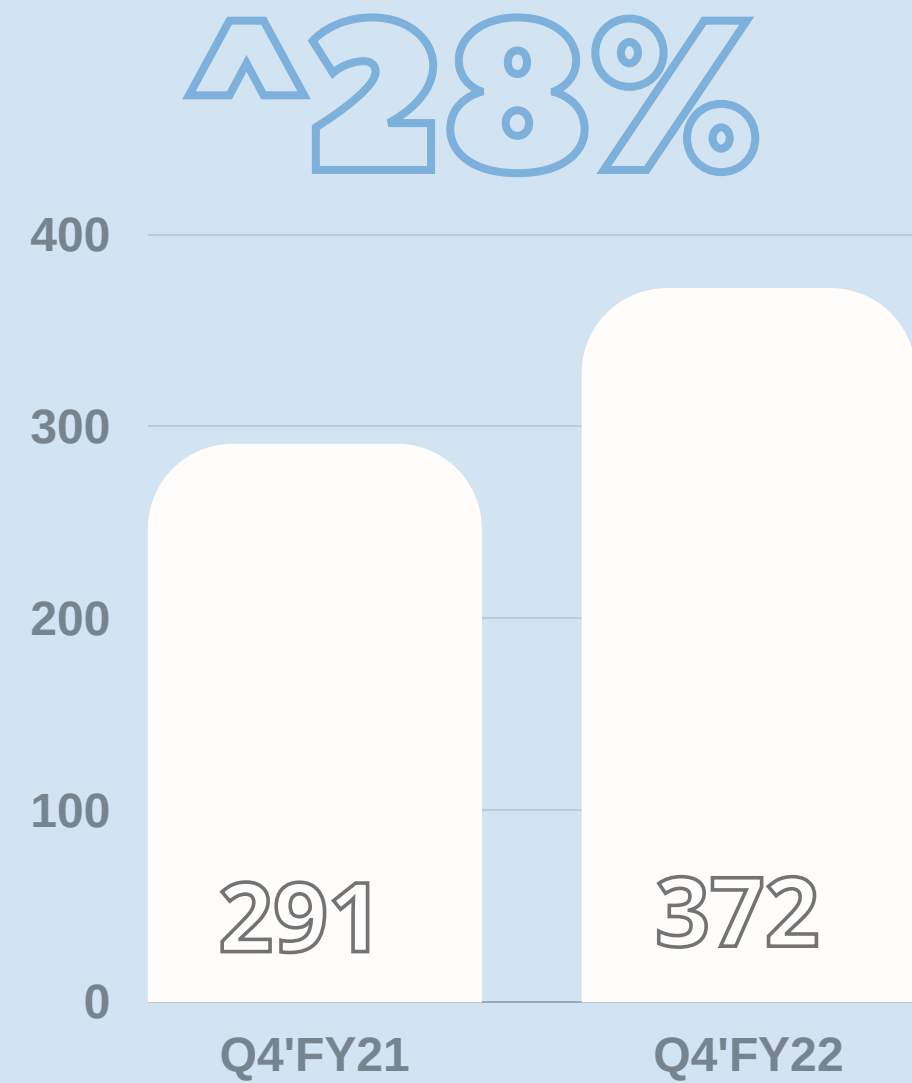
FY21

FY22

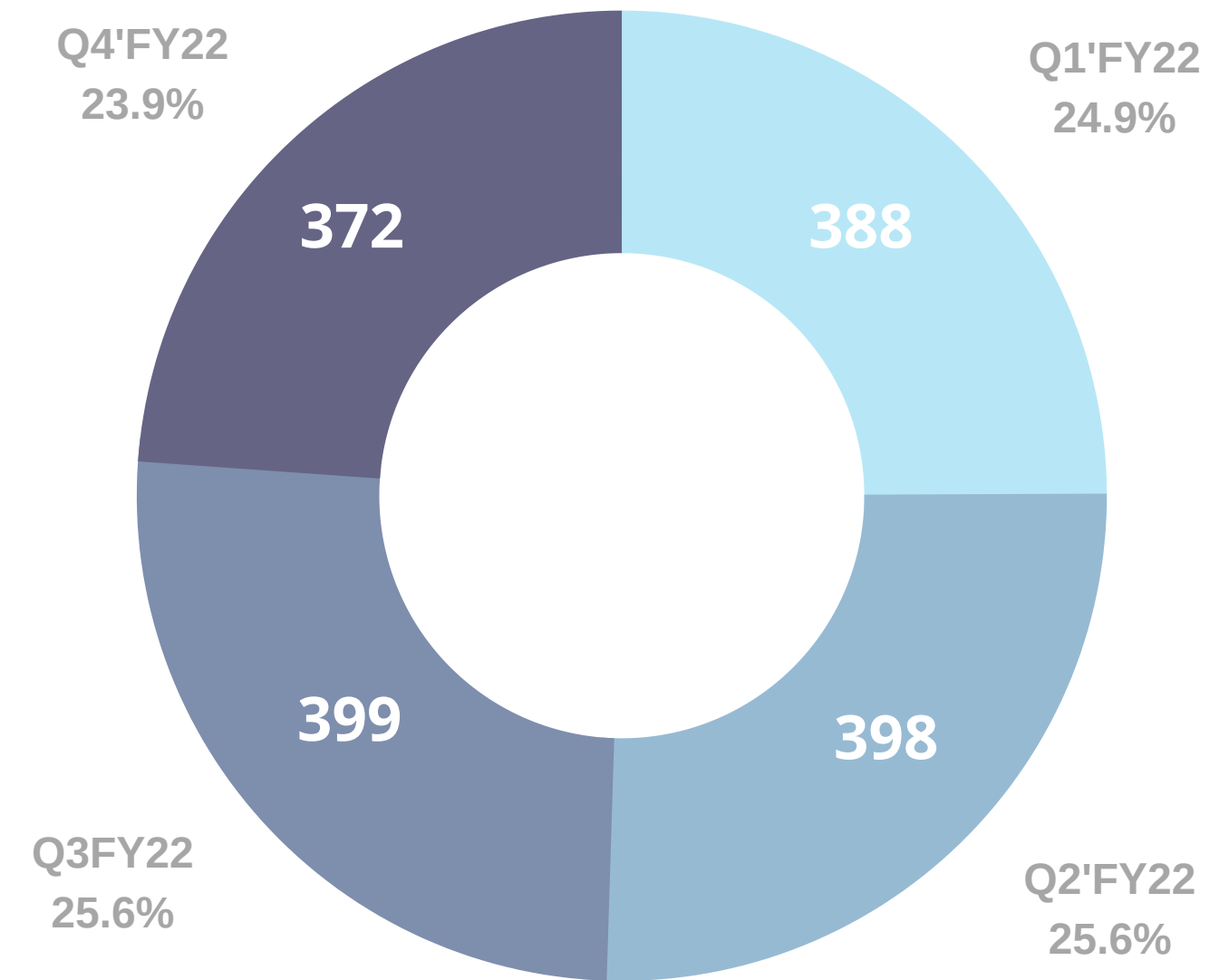
CONSOLIDATED

QUARTERLY SPLIT

Rs. in crores
12M'FY22



QUARTERLY PERFORMANCE



QUARTERLY REVENUE SPLIT



CONSOLIDATED

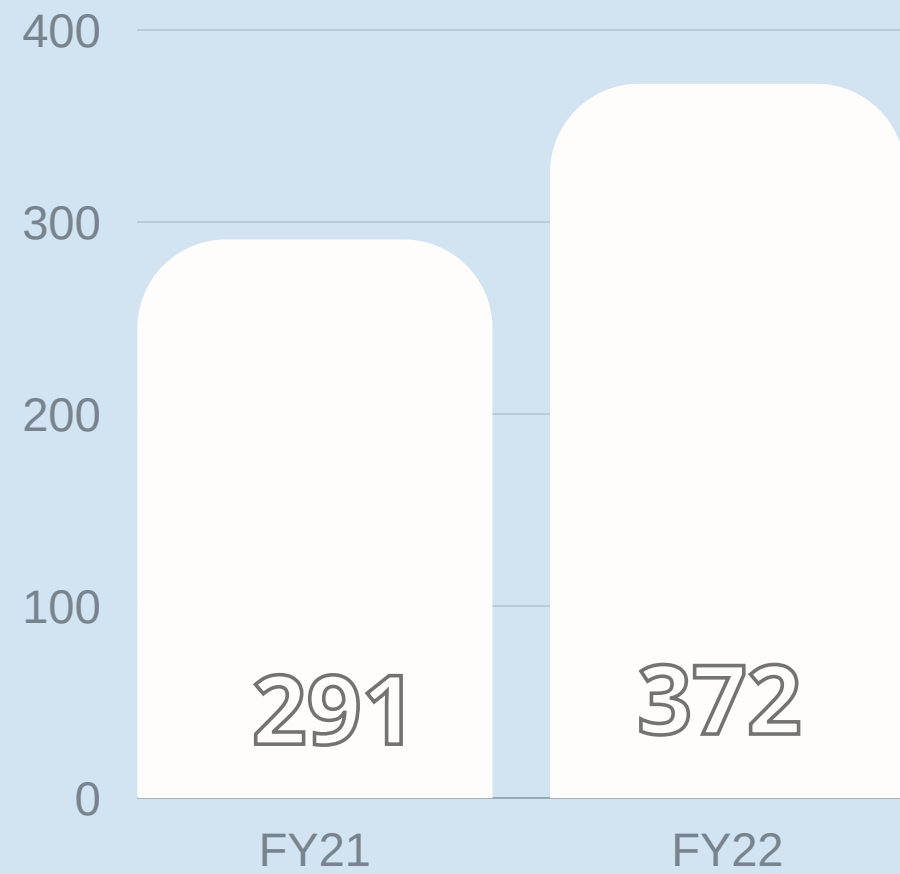
ANNUAL OPERATIONAL PERFORMANCE

CONSOLIDATED

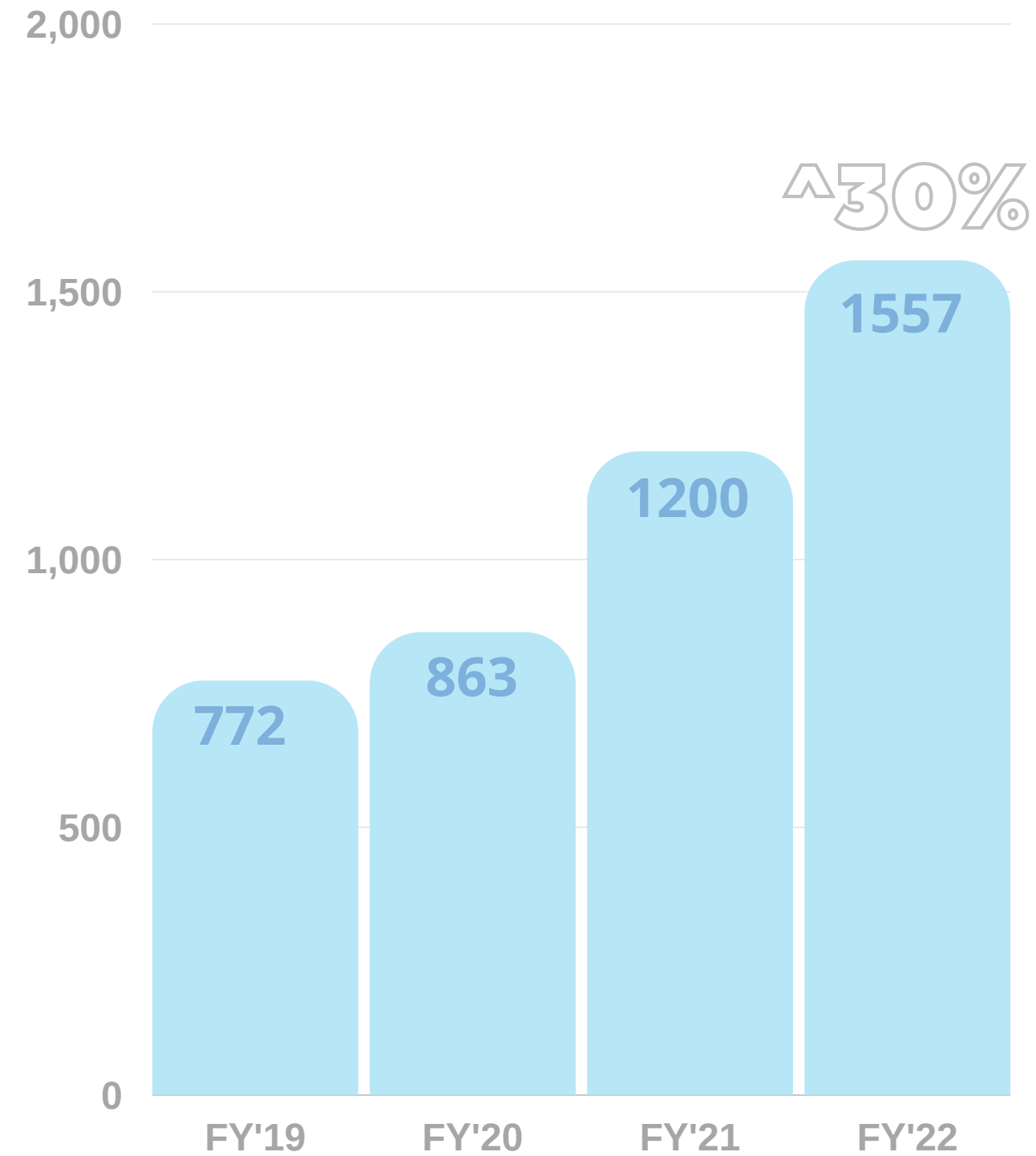
REVENUE GROWTH

Rs. in crores
12M'FY22

^28%

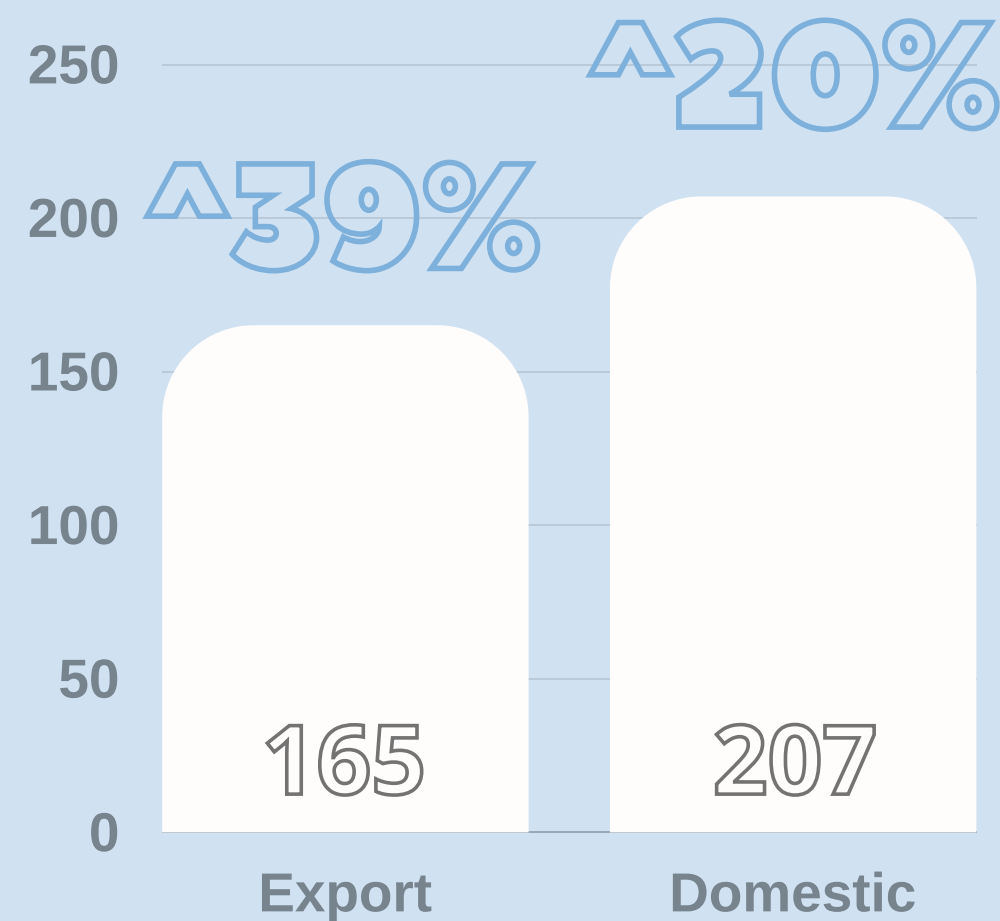


QUARTERLY PERFORMANCE

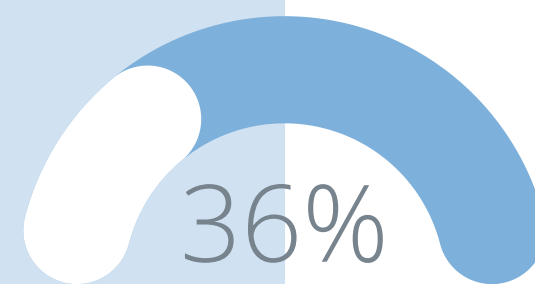


ANNUAL PERFORMANCE

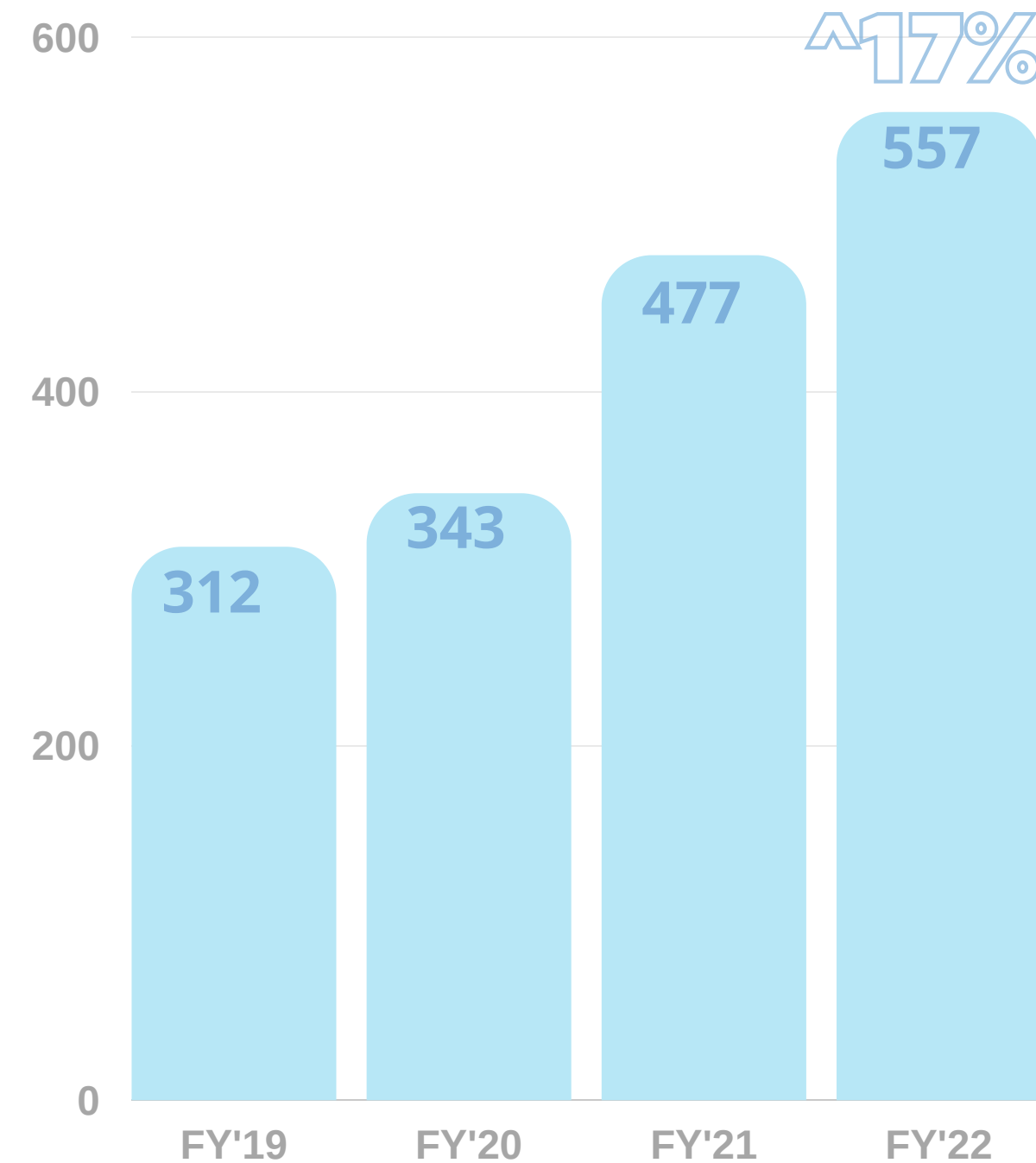
EXPORT REVENUE



Q4'FY22 REVENUE SPLIT



EXPORTS %AGE FY22



ANNUAL EXPORT TURNOVER

MOREPEN



B2-B

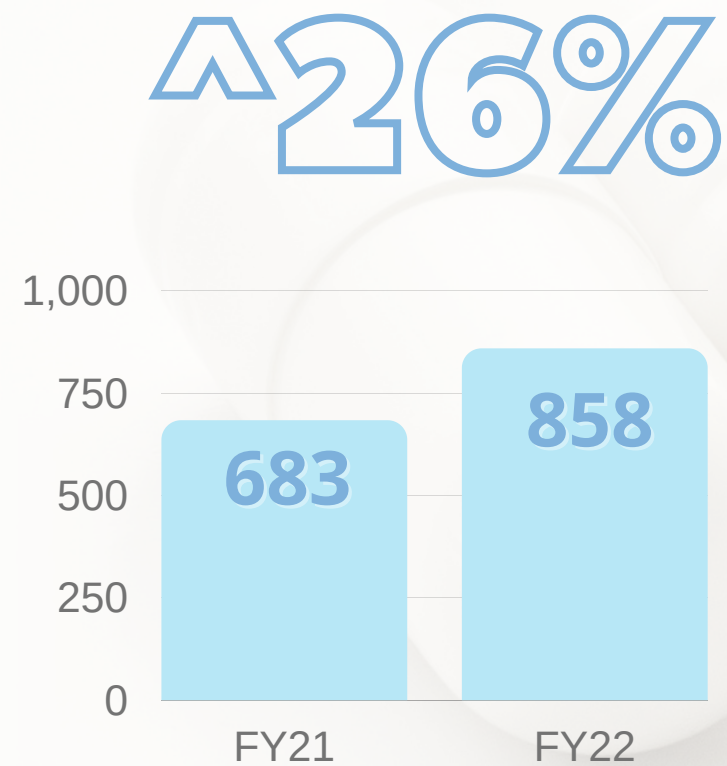
API BUSINESS

MEDICAL DEVICES

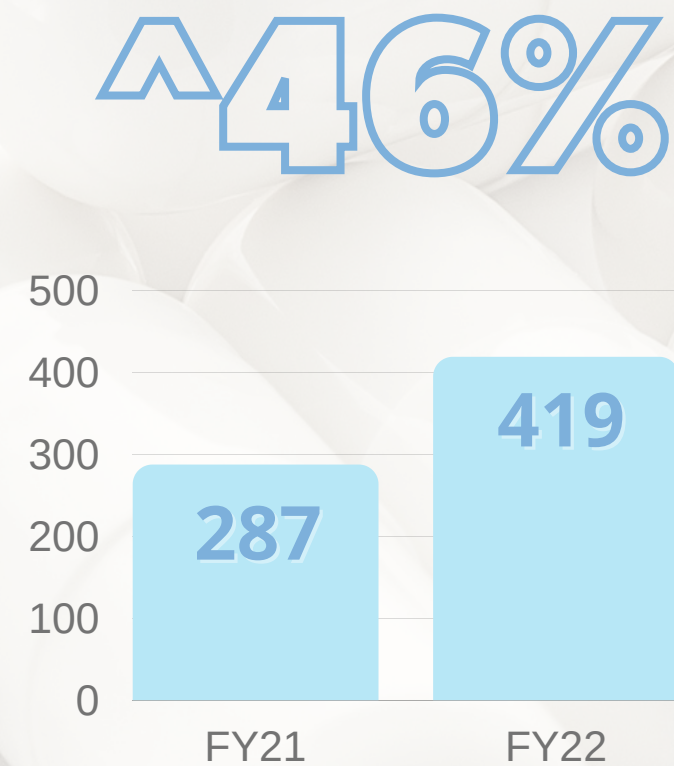
FORMULATIONS

OTC (SUBSIDIARY)

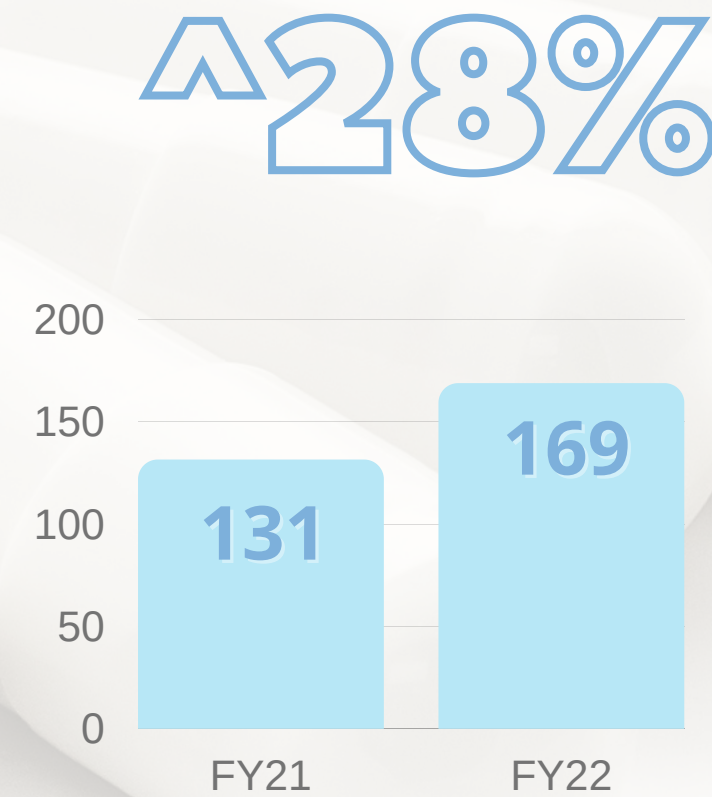
SEGMENT WISE GROWTH



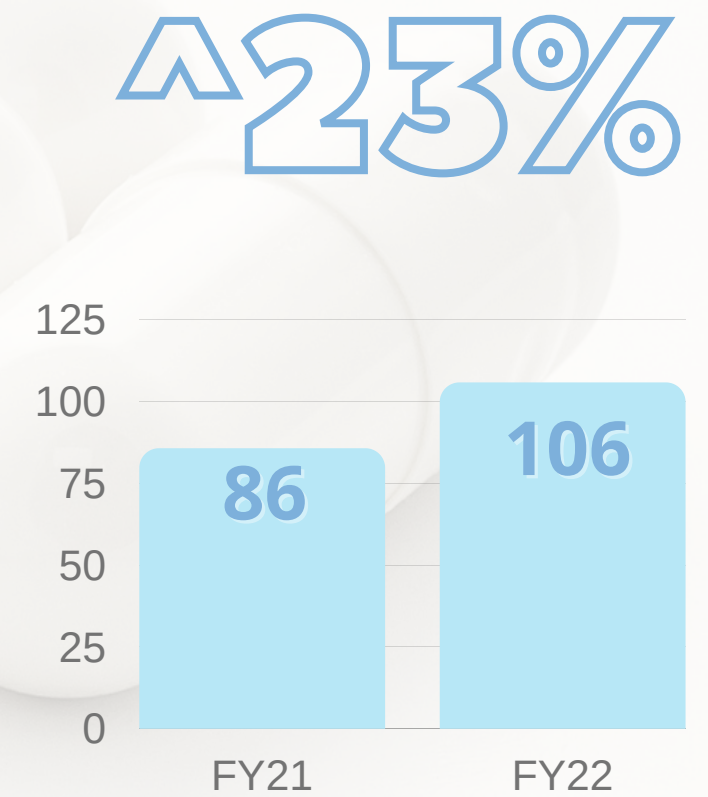
API



DIAGNOSTICS

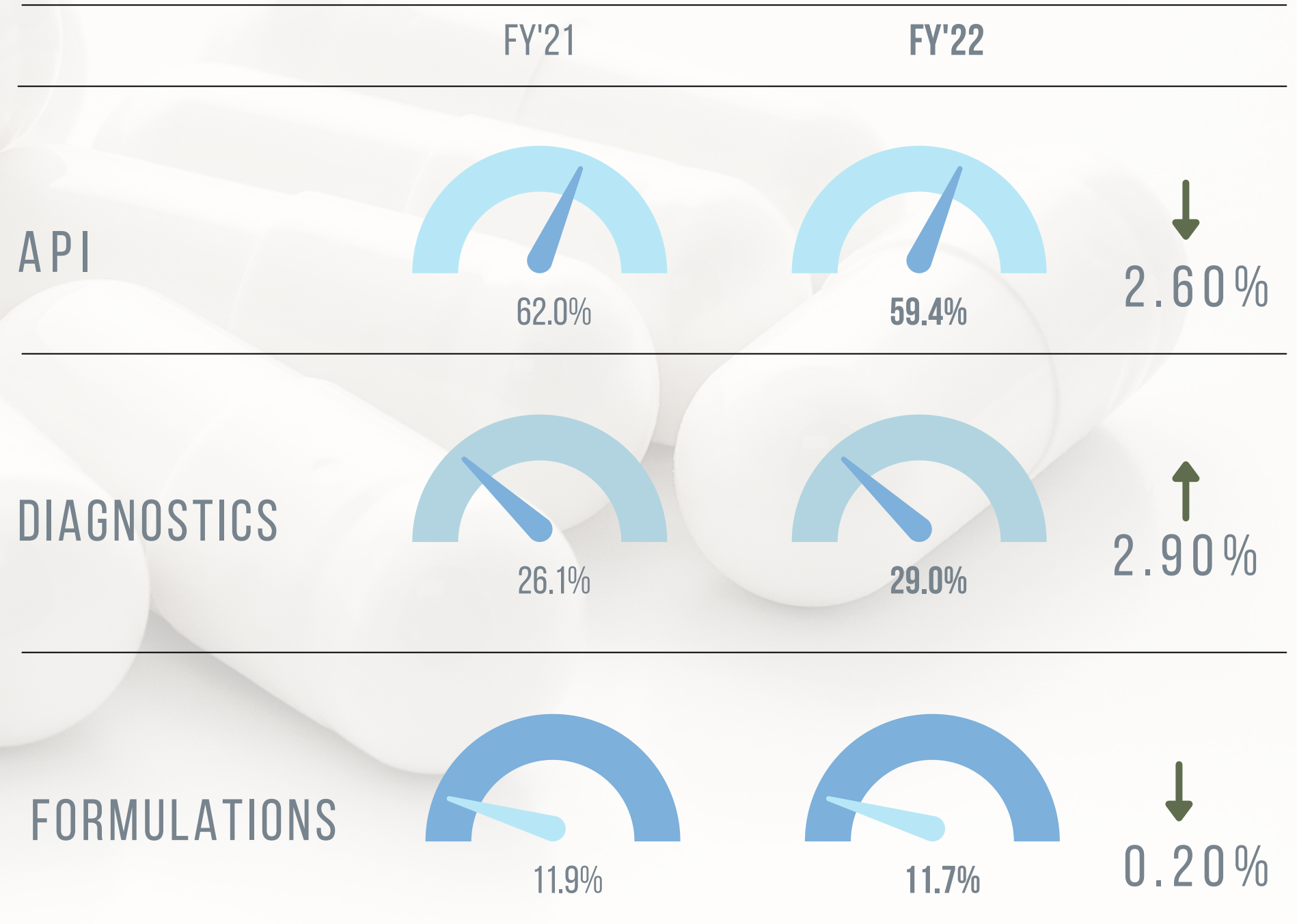
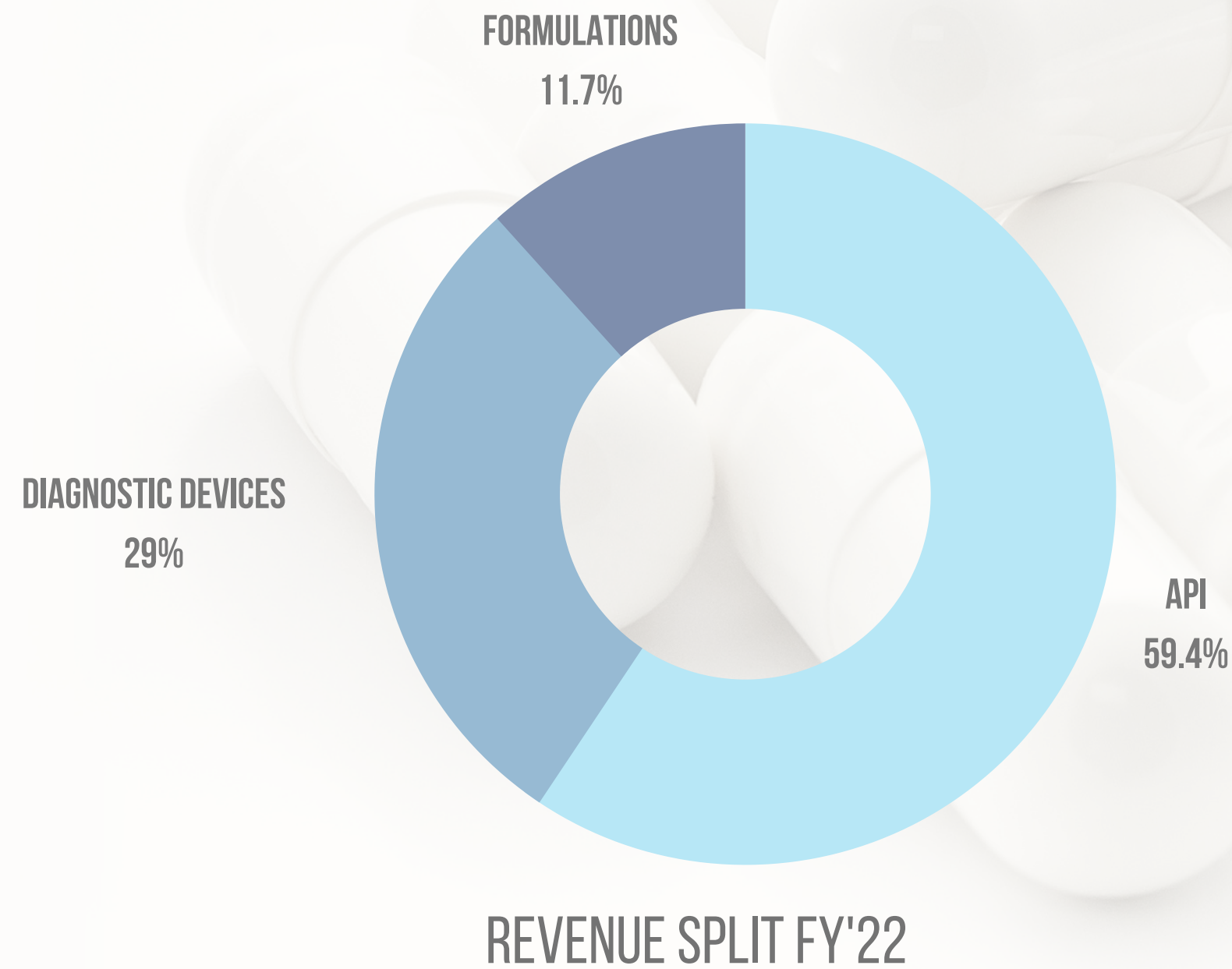


FORMULATIONS



DR.MOREPEN -OTC

SEGMENT WISE BREAKUP

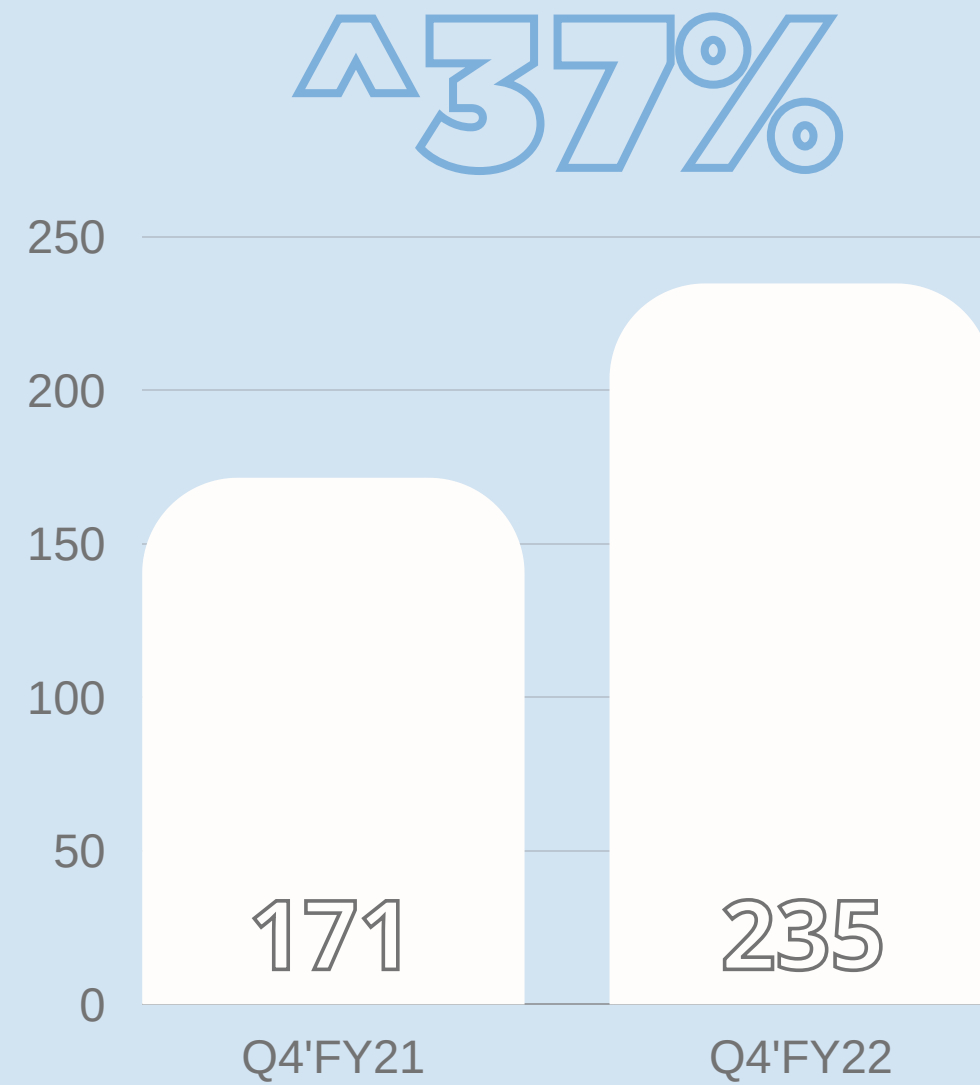




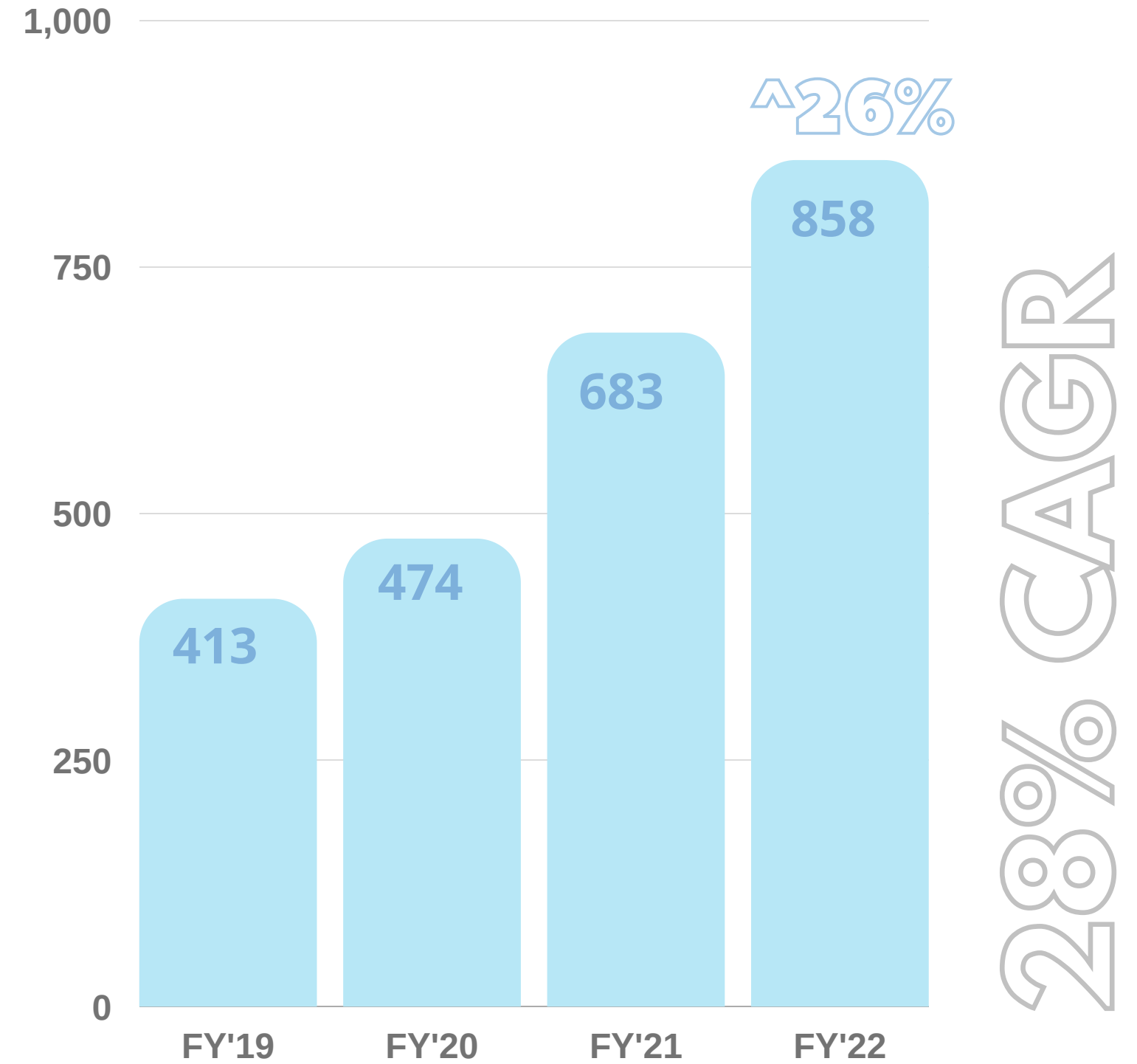
API BUSINESS

LEADERSHIP THROUGH QUALITY

API REVENUE

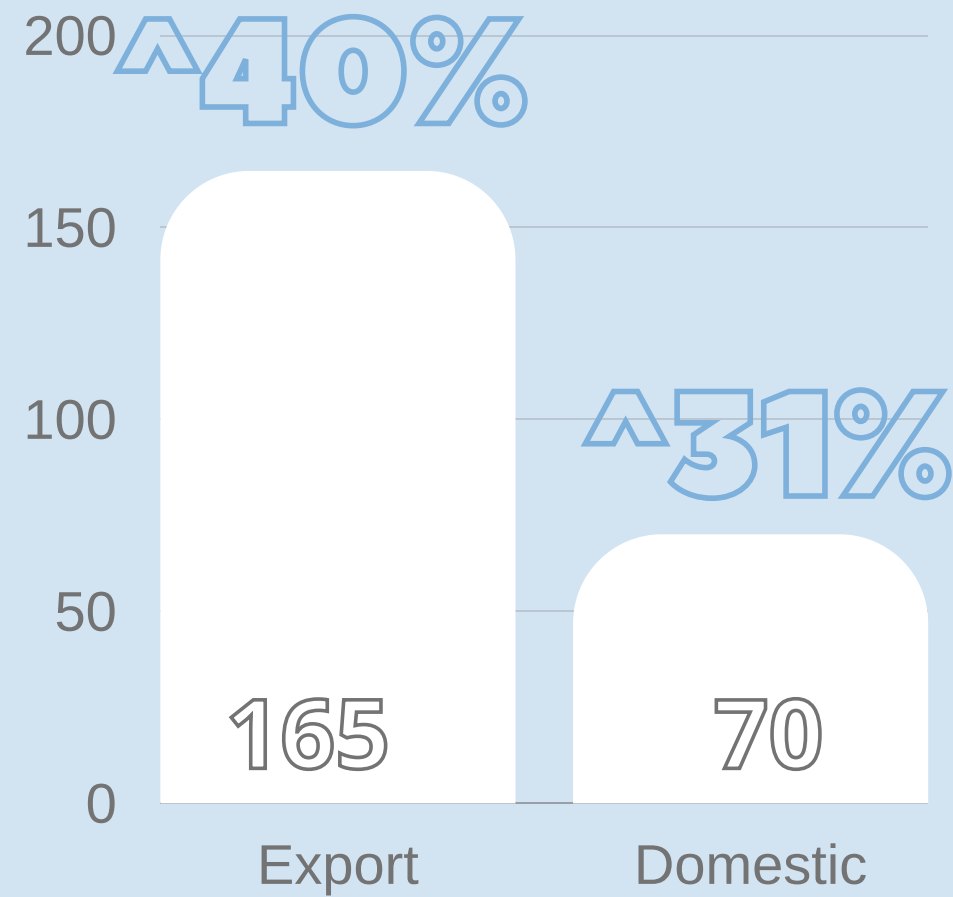


QUARTERLY PERFORMANCE

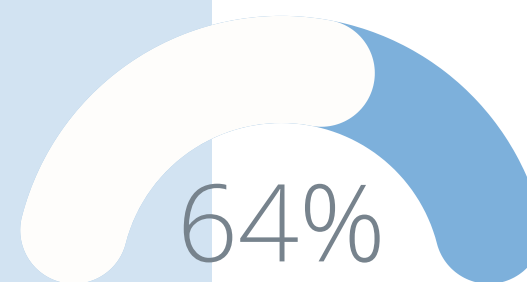


ANNUAL API REVENUE

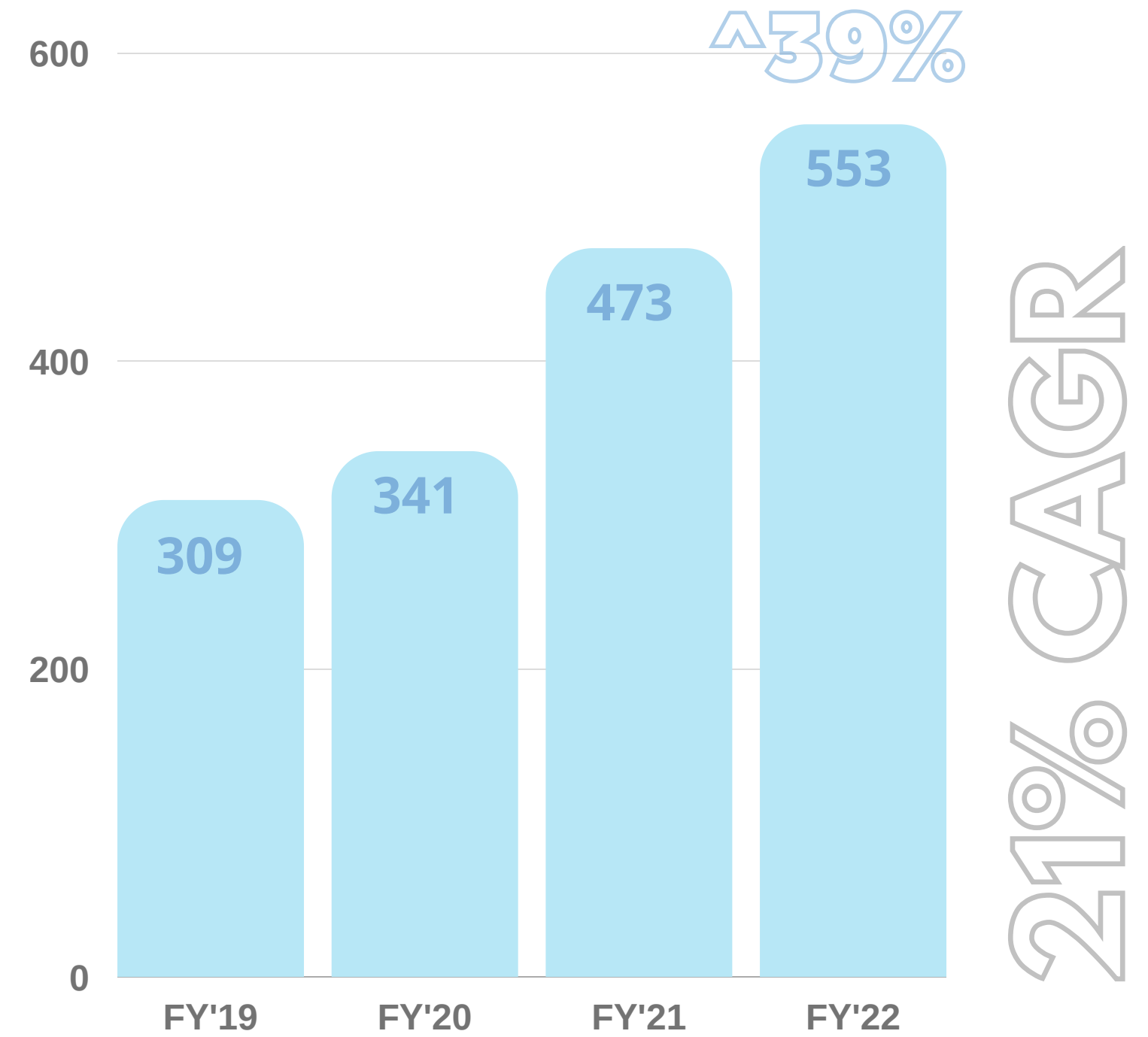
API EXPORT



Q4'FY22 REVENUE SPLIT



EXPORTS FY22

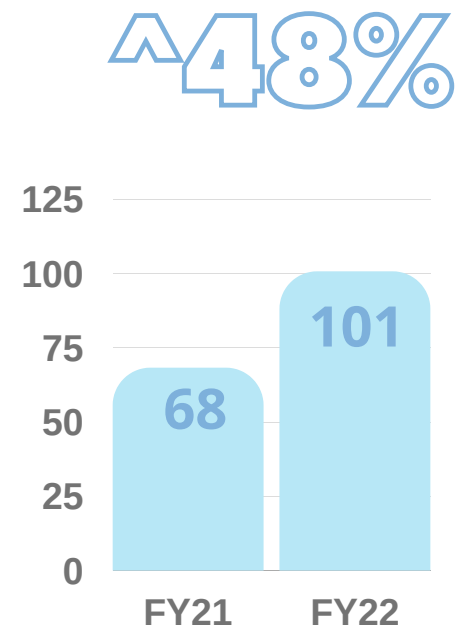


ANNUAL API EXPORT

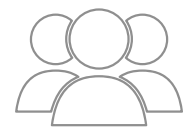
CONTINENT WISE GROWTH



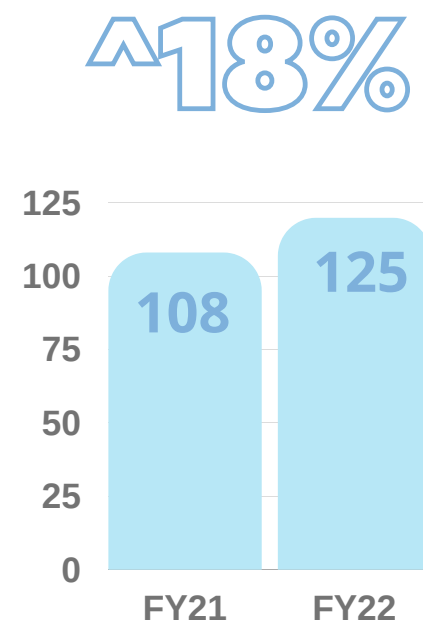
1009 CUSTOMERS
+183 FY22



USA



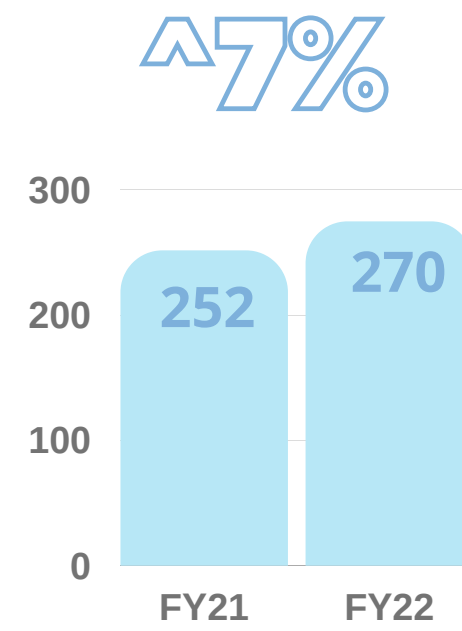
11



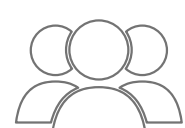
EUROPE



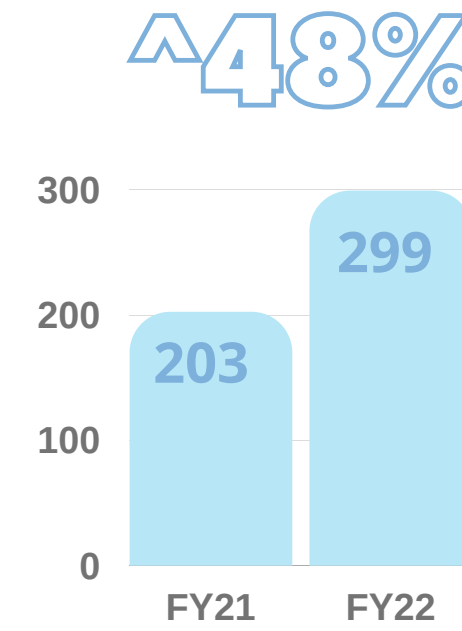
100



ASIA



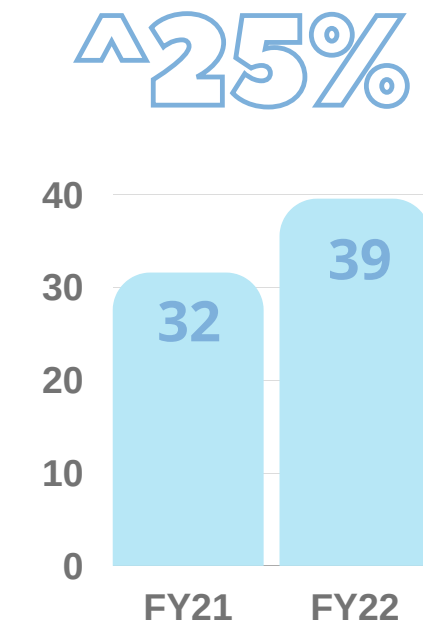
521



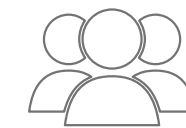
INDIA



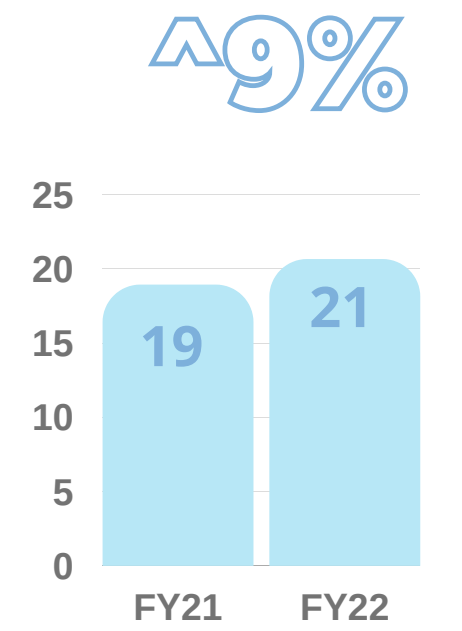
238



S AMERICA



77



AFRICA



62

KEY API PRODUCTS

LORATADINE

^ 1 %

MONTELUKAST

^ 65 %

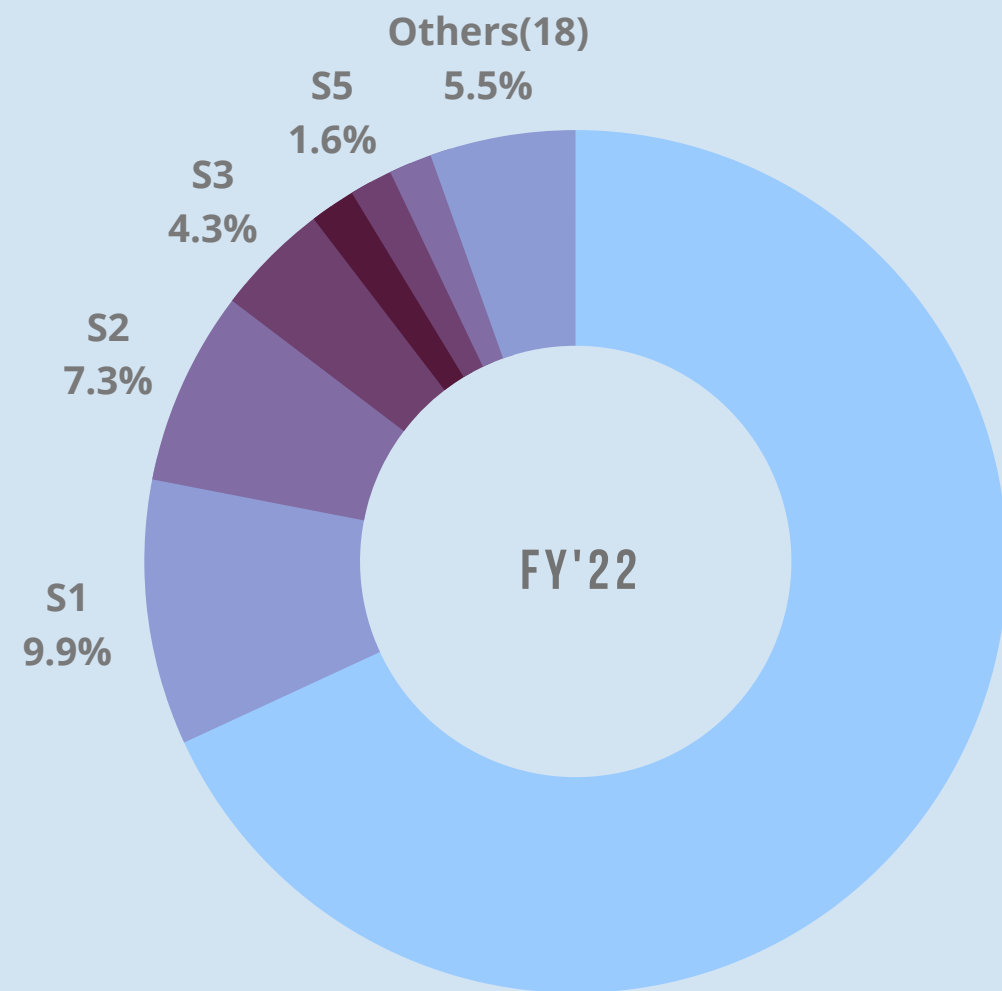
ATORVASTATIN

^ 18 %

NEW MOLECULES

^ 689 %

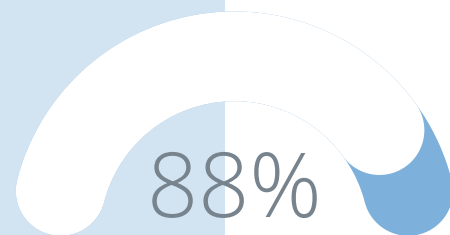
LORATADINE



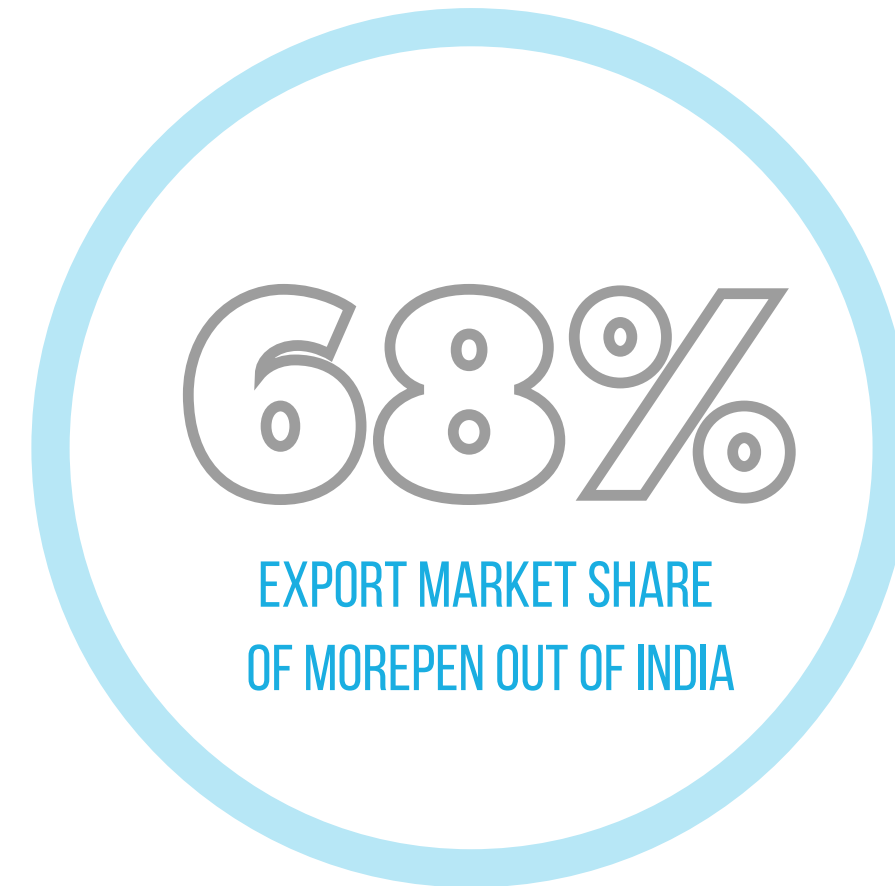
Morepen
68.1%



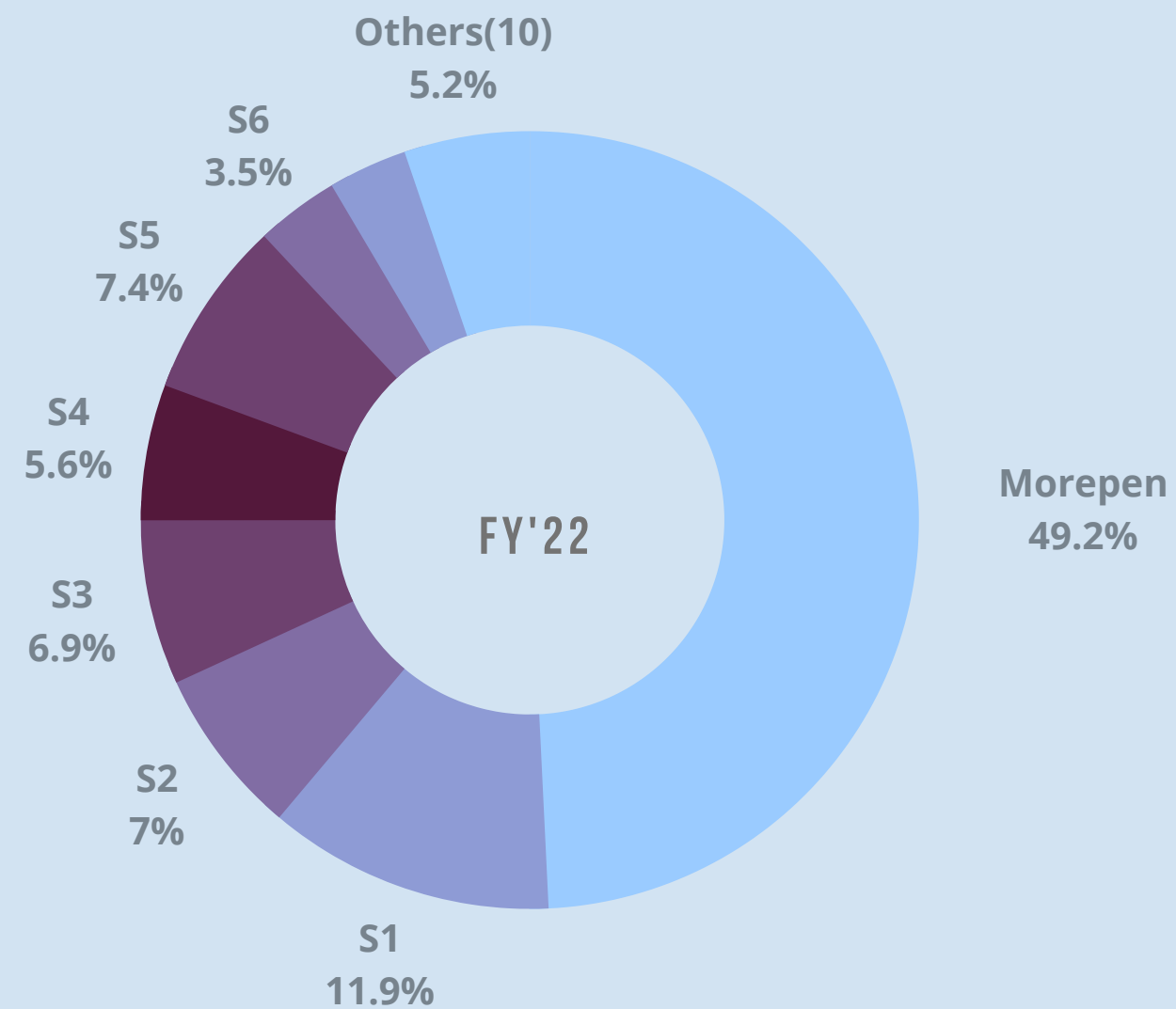
EXPORT OUT OF INDIA



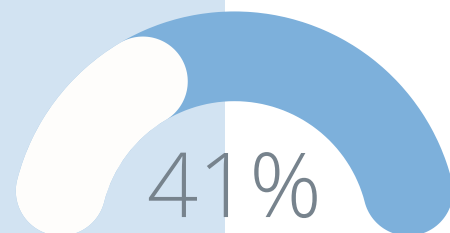
88%
EXPORTS FY22



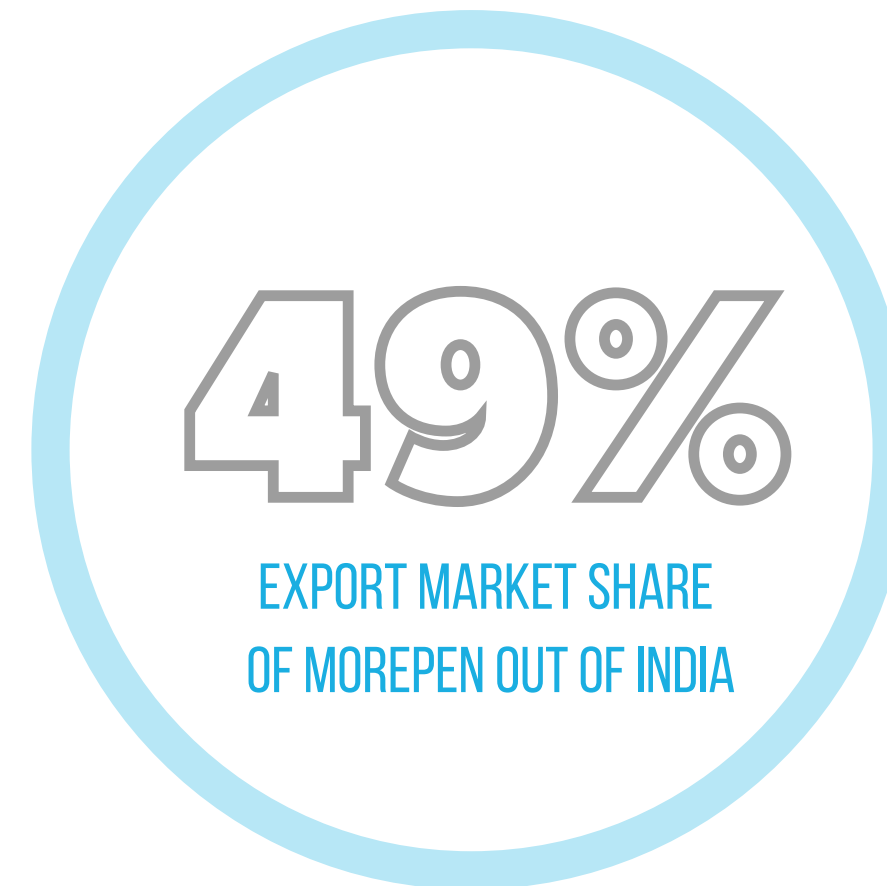
MONTELUKAST



EXPORT OUT OF INDIA



EXPORTS FY22



INTELLECTUAL PROPERTY

USA
EUROPE
JAPAN
KOREA
CHINA
TAIWAN
AUSTRALIA

140
PATENTS

130
DMFS

13
CHINA IDLS

33
NEW PRODUCTS



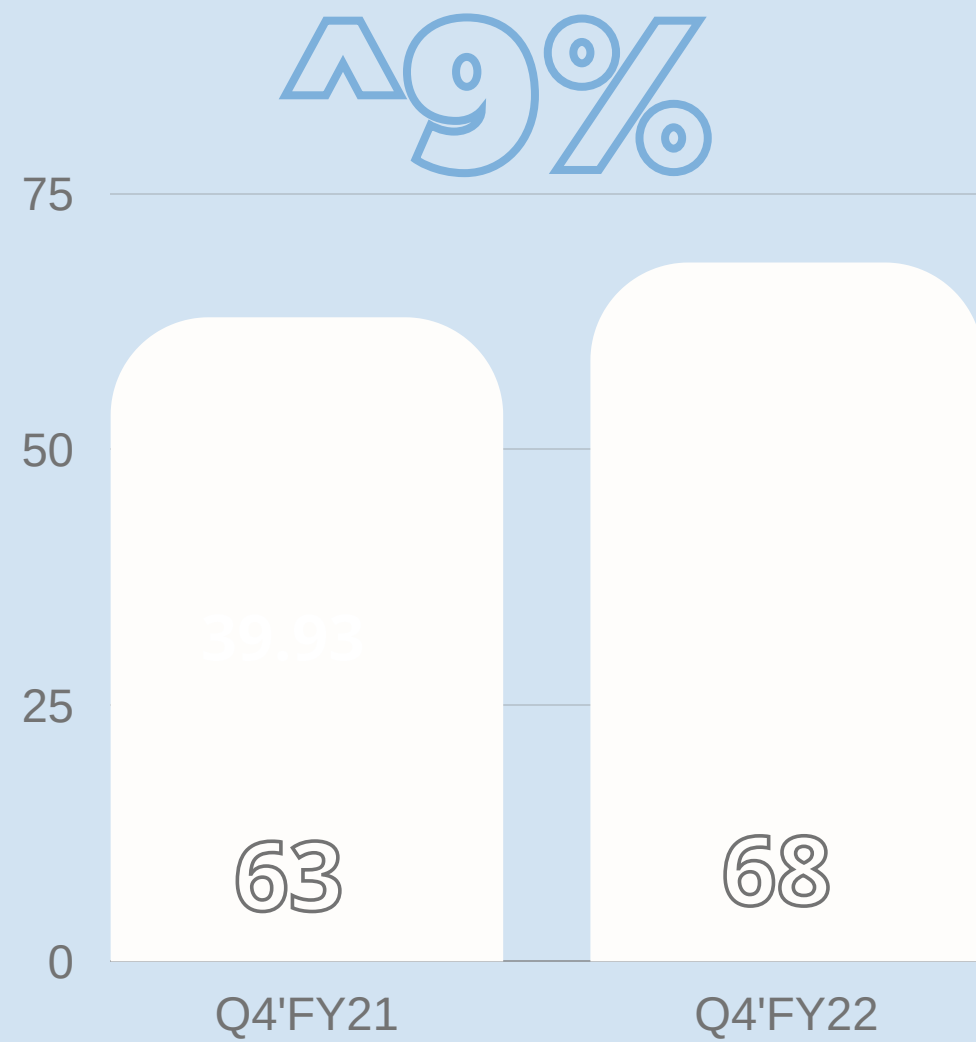
FY22: 5 PATENTS - 1 DMFS - 3 NEW PRODUCTS

MEDICAL DEVICES

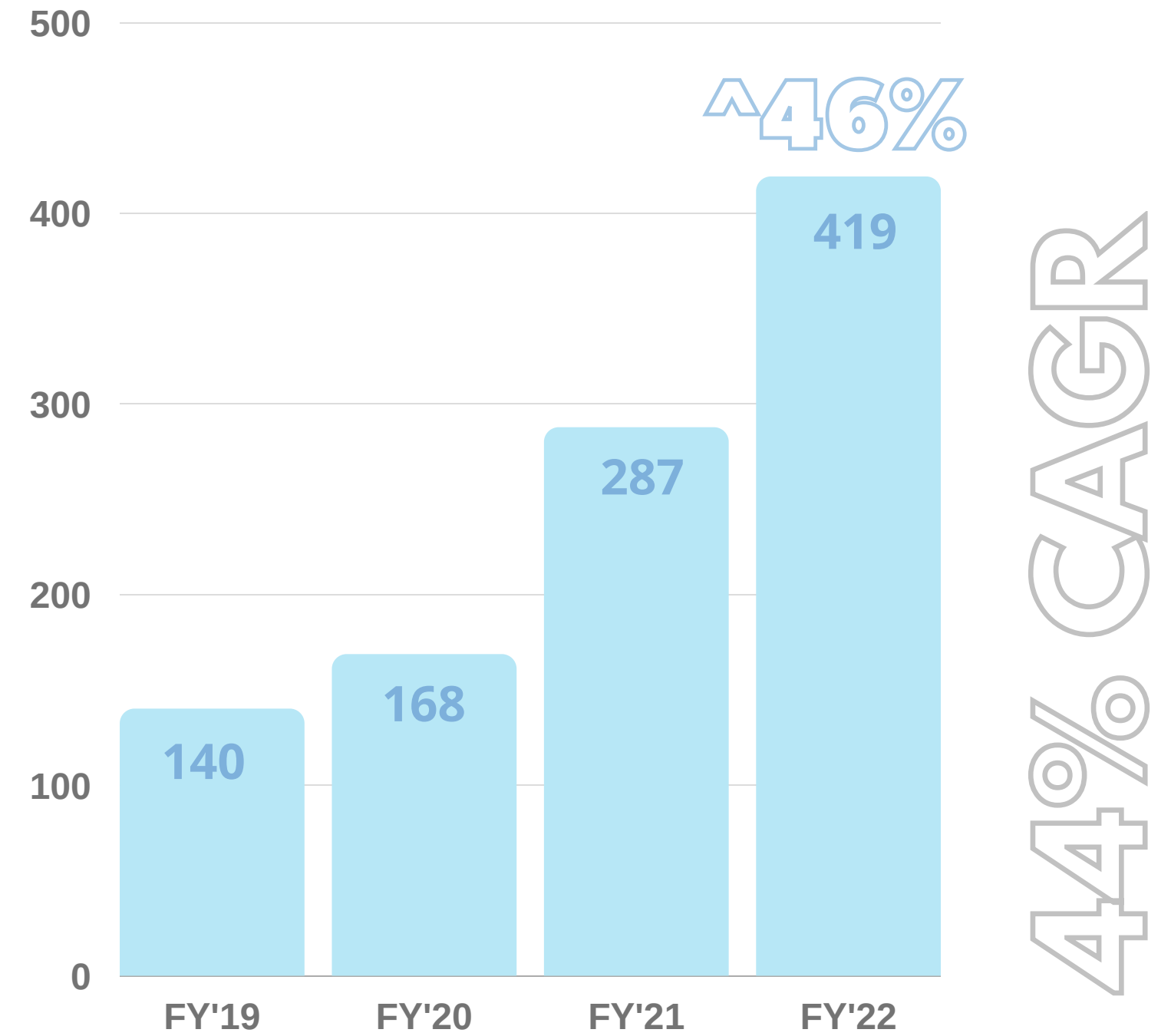
MARKET LEADERSHIP



REVENUE GROWTH



QUARTERLY PERFORMANCE



ANNUAL PERFORMANCE

MEDICAL DEVICES

GROWTH DRIVERS

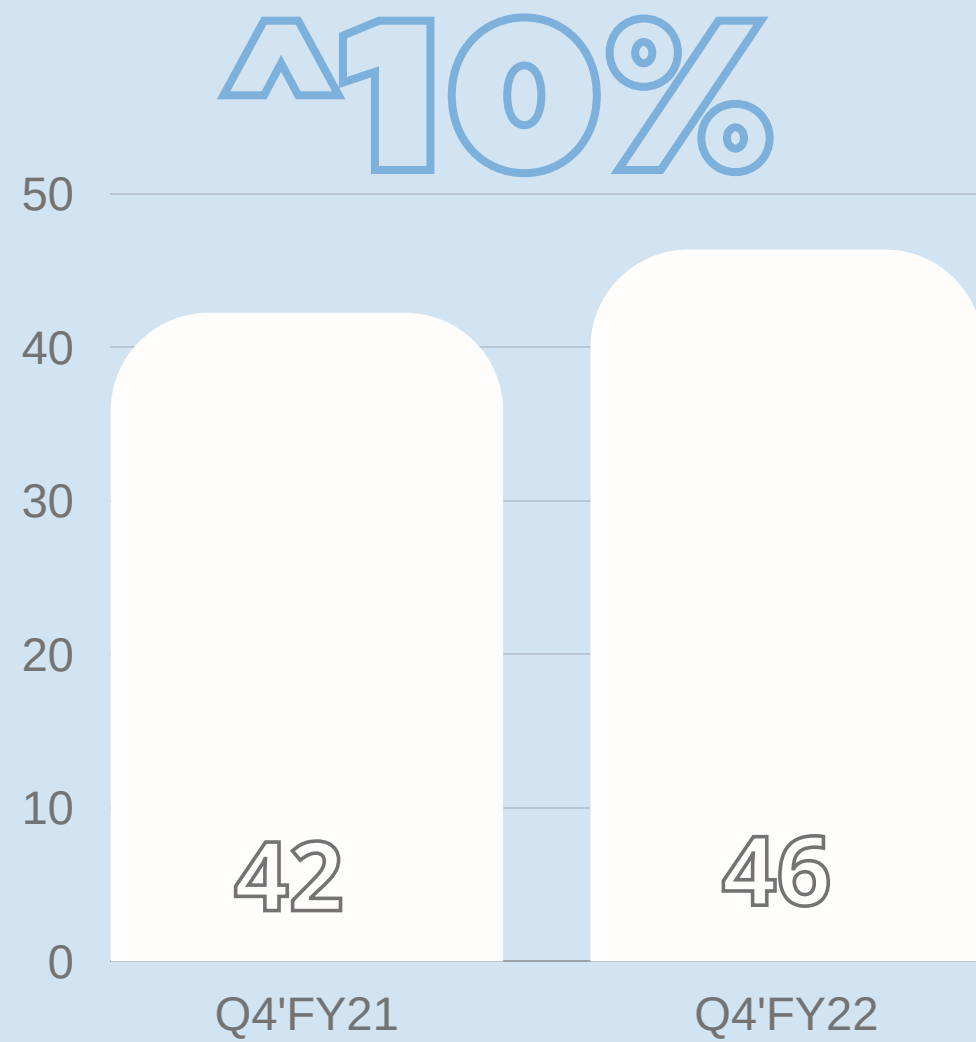
^54%
GLUCO METERS



^33%
BP MONITORS

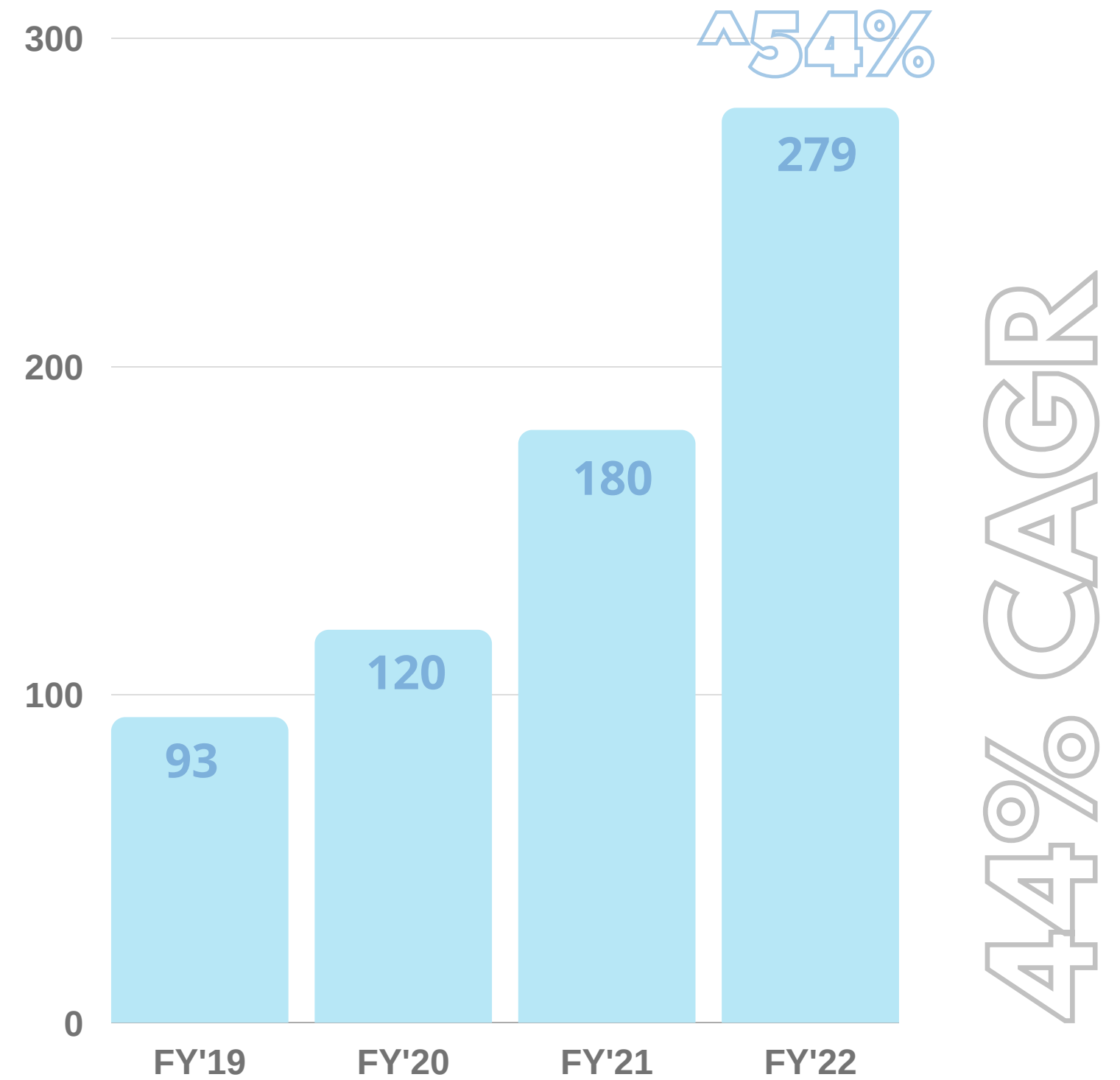


GLUCO METERS



QUARTERLY PERFORMANCE

Rs. in crores
12M'FY22



ANNUAL PERFORMANCE

MEDICAL DEVICES

GLUCO METERS

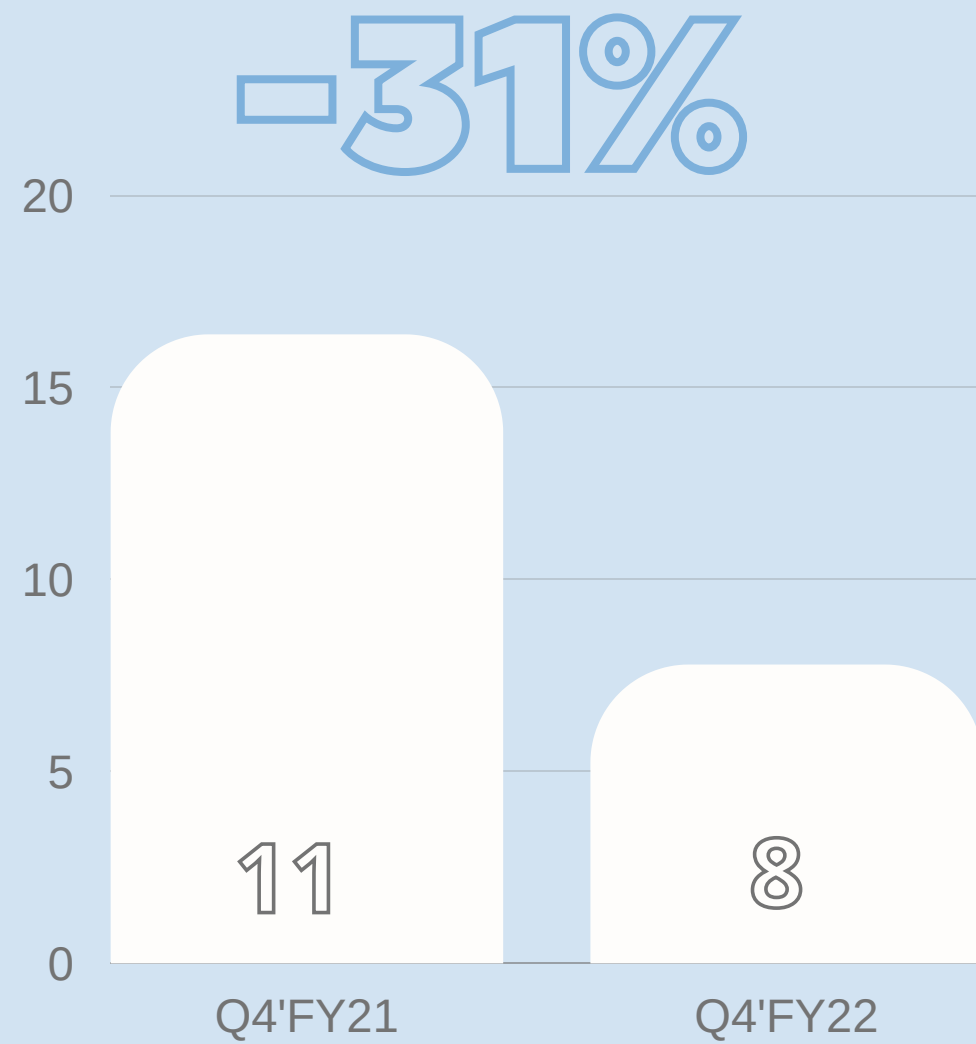
7.2 MILLION
METERS INSTALLED

900 MILLION
STRIPS SOLD SO FAR

FY22 **2.17 MILLION**

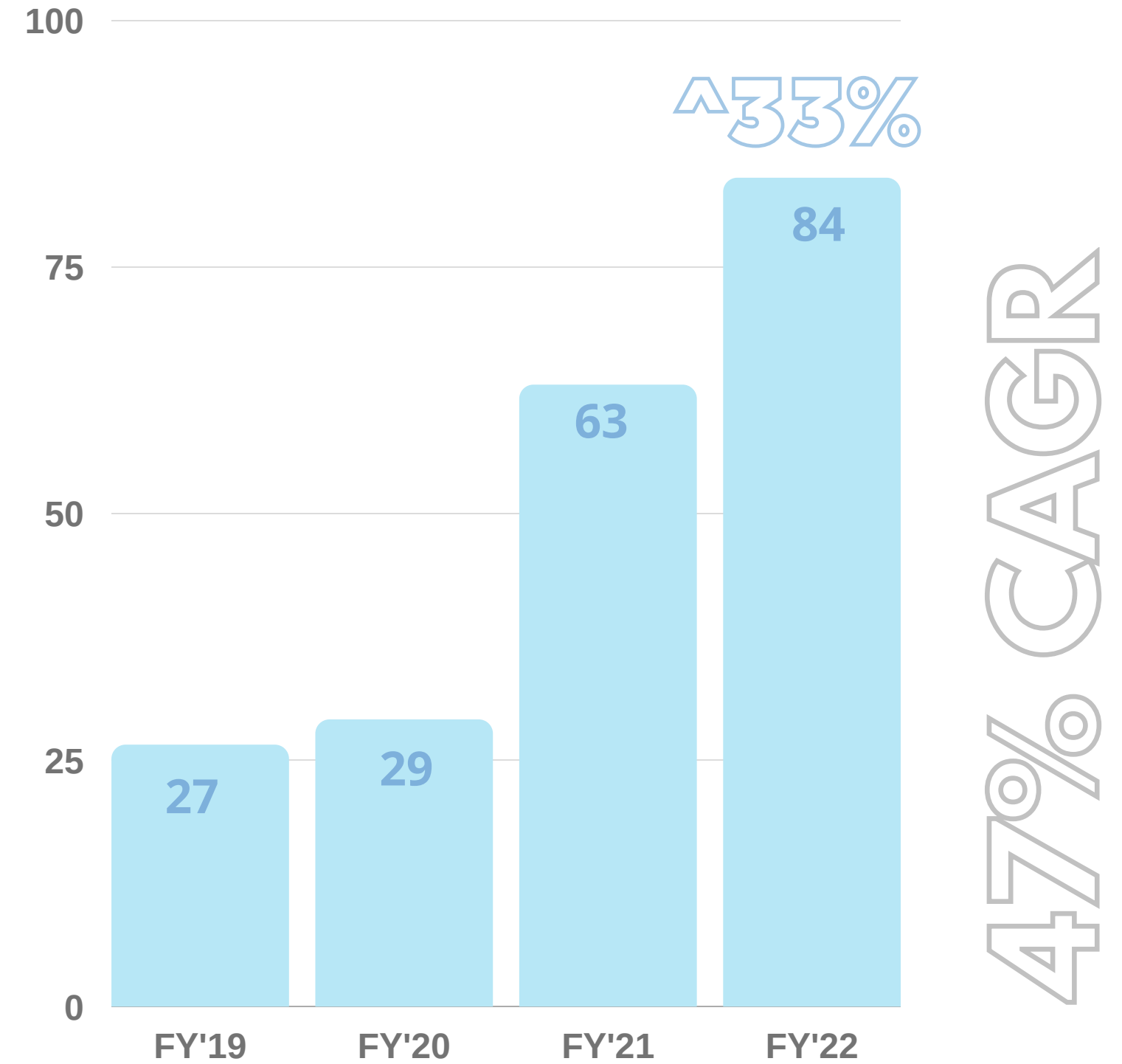
FY22 **300 MILLION**

BP MONITORS



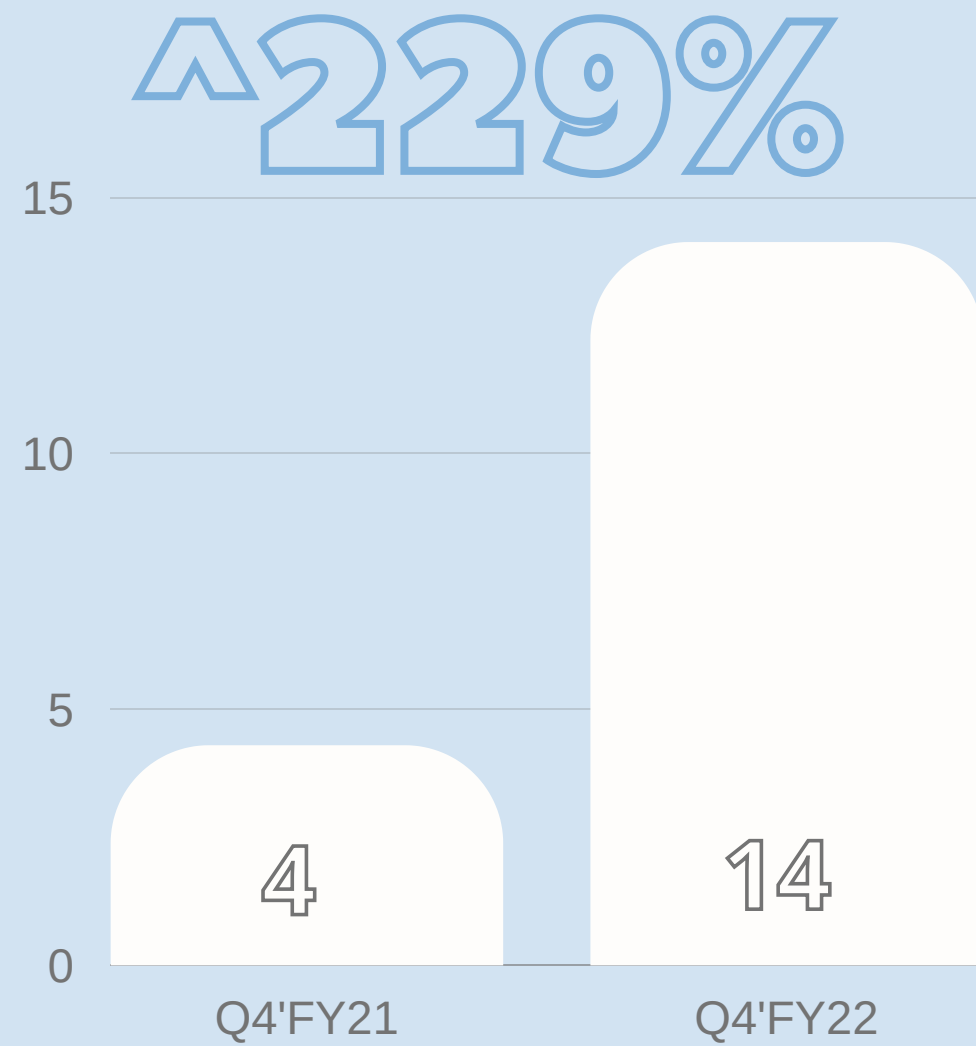
QUARTERLY PERFORMANCE

Rs. in crores
12M'FY22

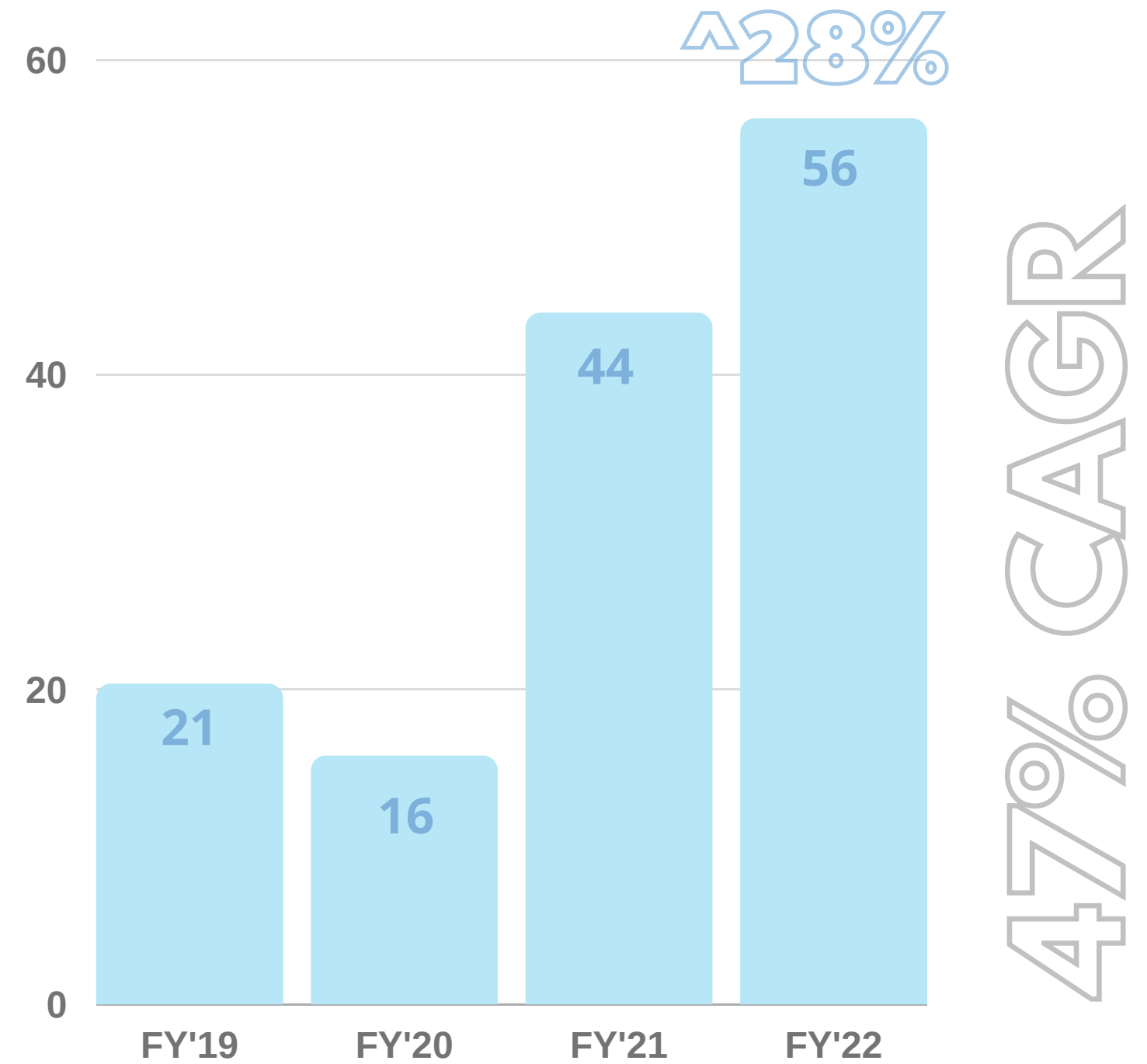


ANNUAL PERFORMANCE

OTHER PRODUCTS



QUARTERLY PERFORMANCE



ANNUAL PERFORMANCE

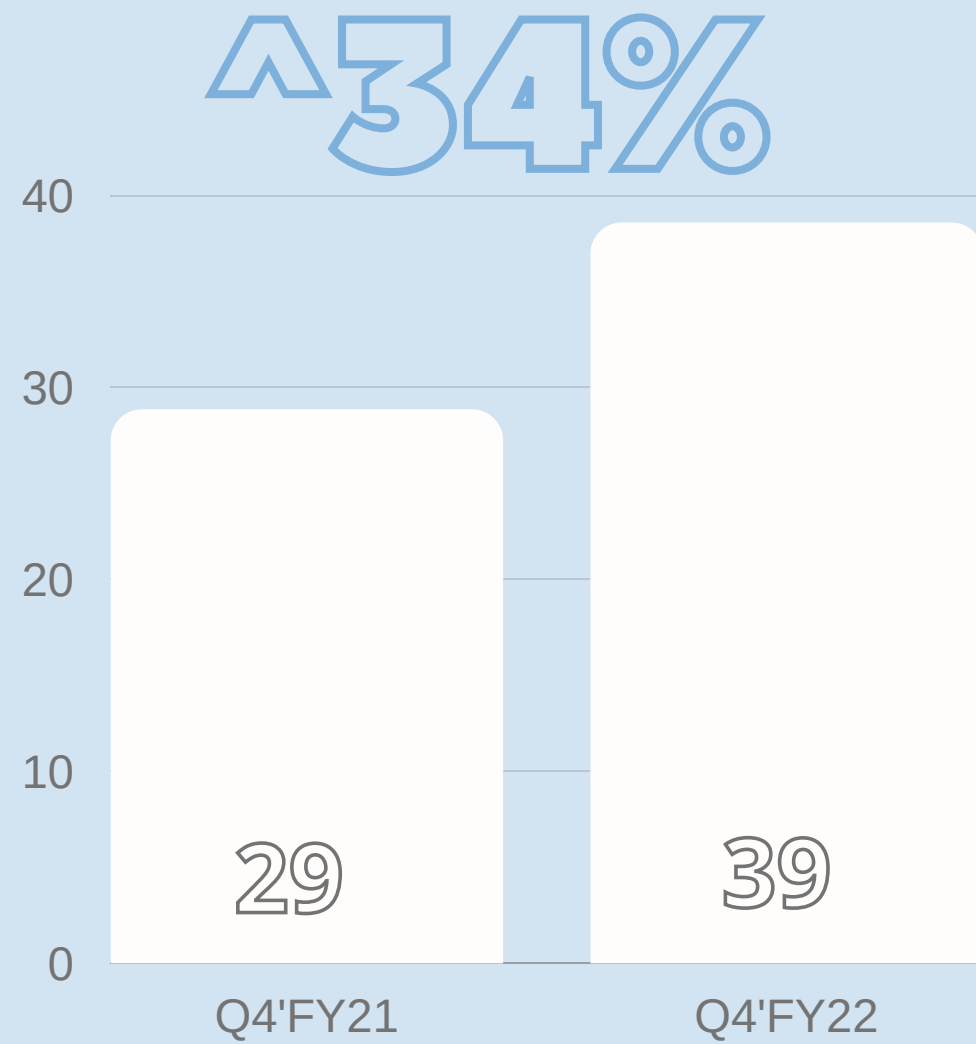




FORMULATIONS

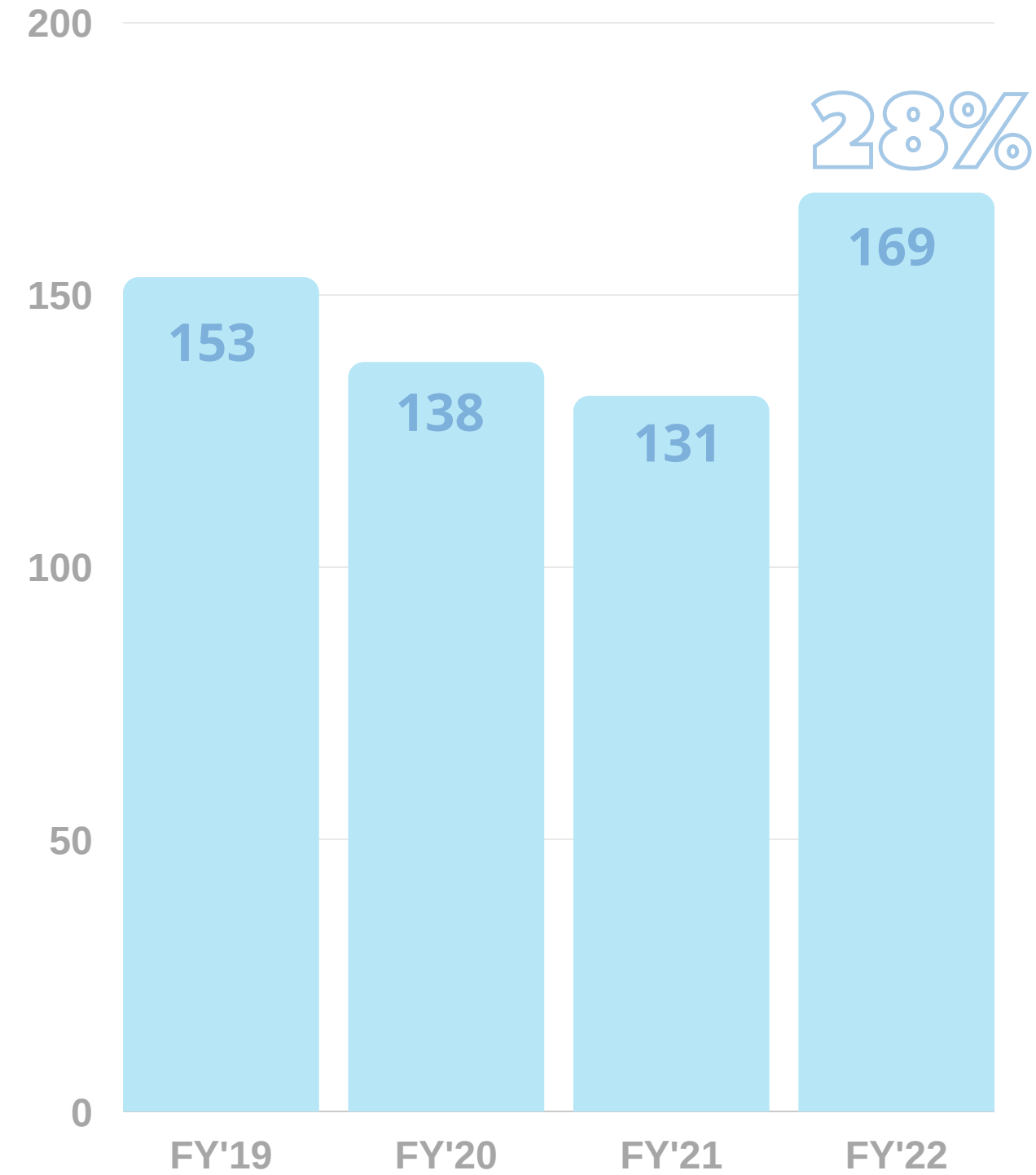
BRANDED & GENERIC FORMULATIONS

GROSS REVENUE



QUARTERLY PERFORMANCE

Rs. in crores
12M'FY22



ANNUAL PERFORMANCE

GROWTH DRIVERS

^66%
ANTIBIOTICS

^46%
GASTRO

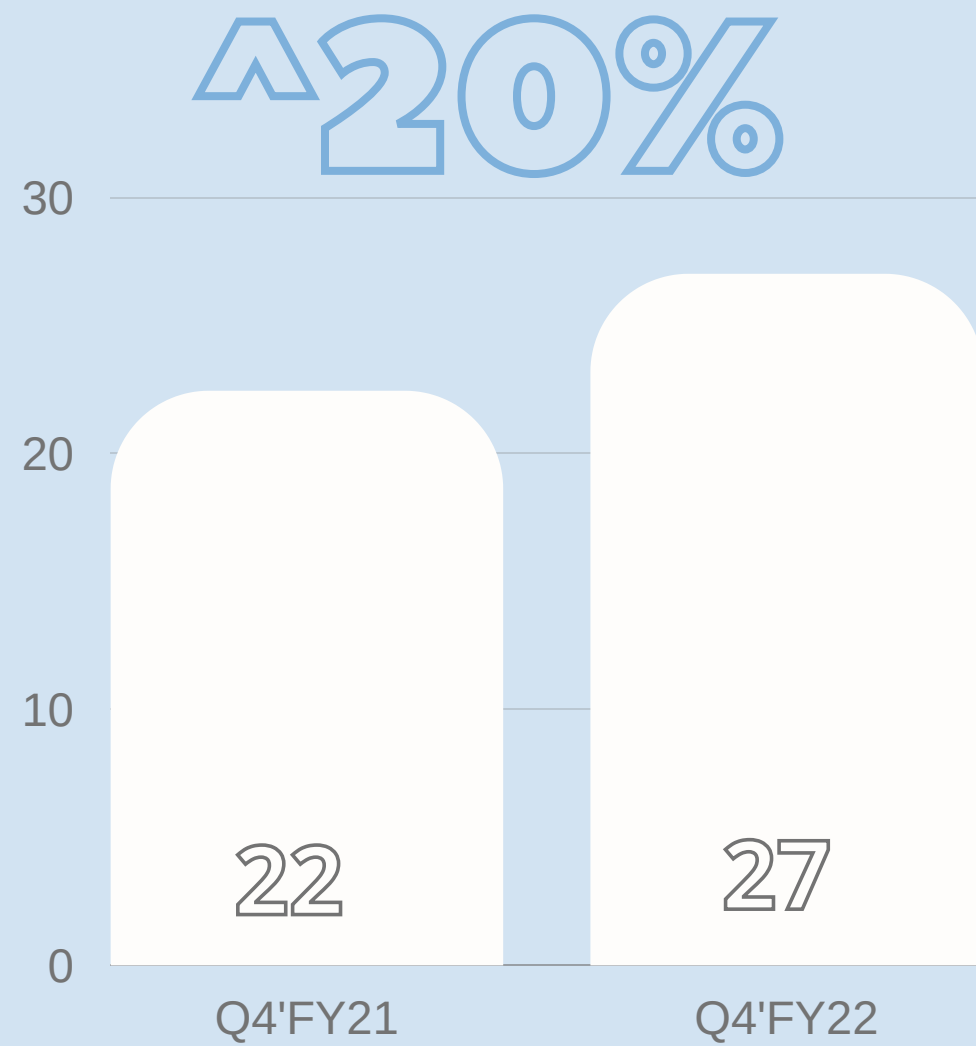
^31%
NUTRITION

^40%
OTHERS

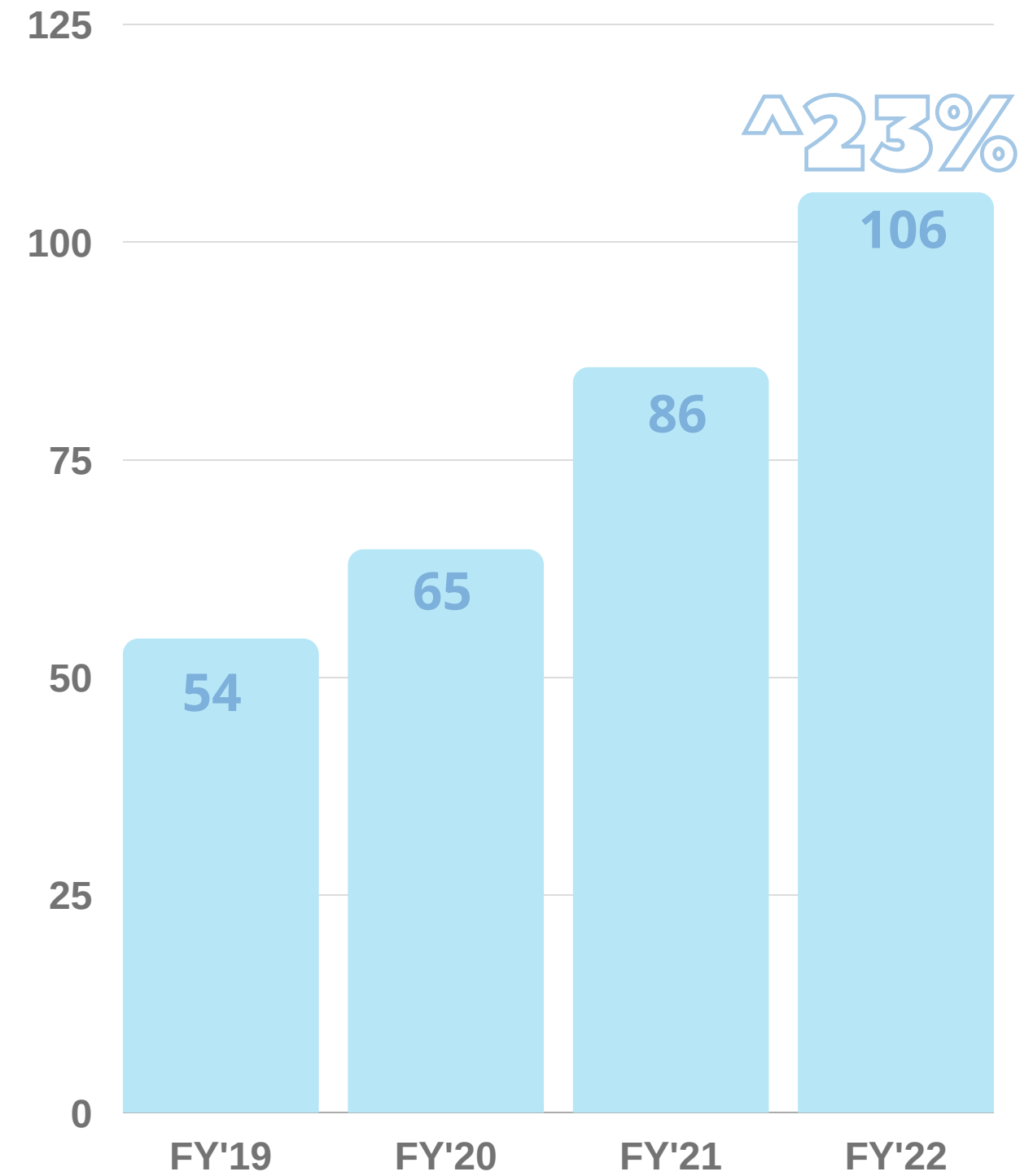
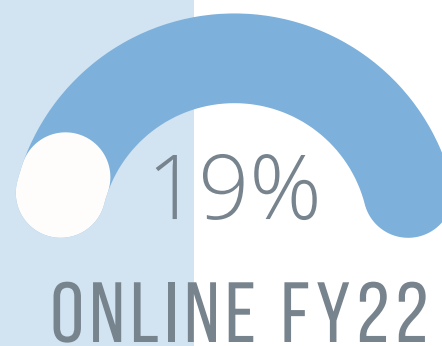


OTC, HEALTH & NUTRITION

GROSS REVENUE



QUARTERLY PERFORMANCE



ANNUAL PERFORMANCE

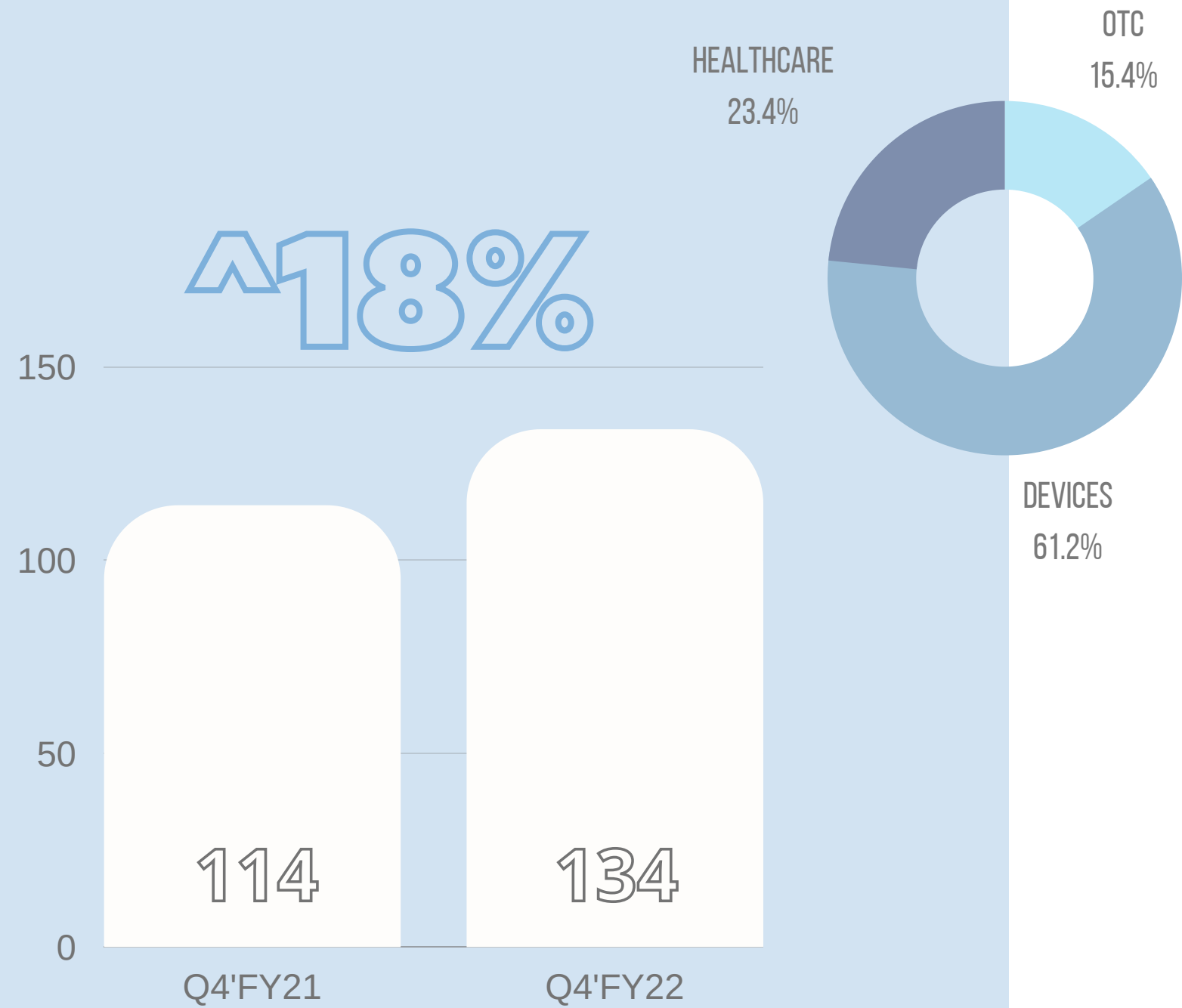
25% CAGR

GROWTH DRIVERS

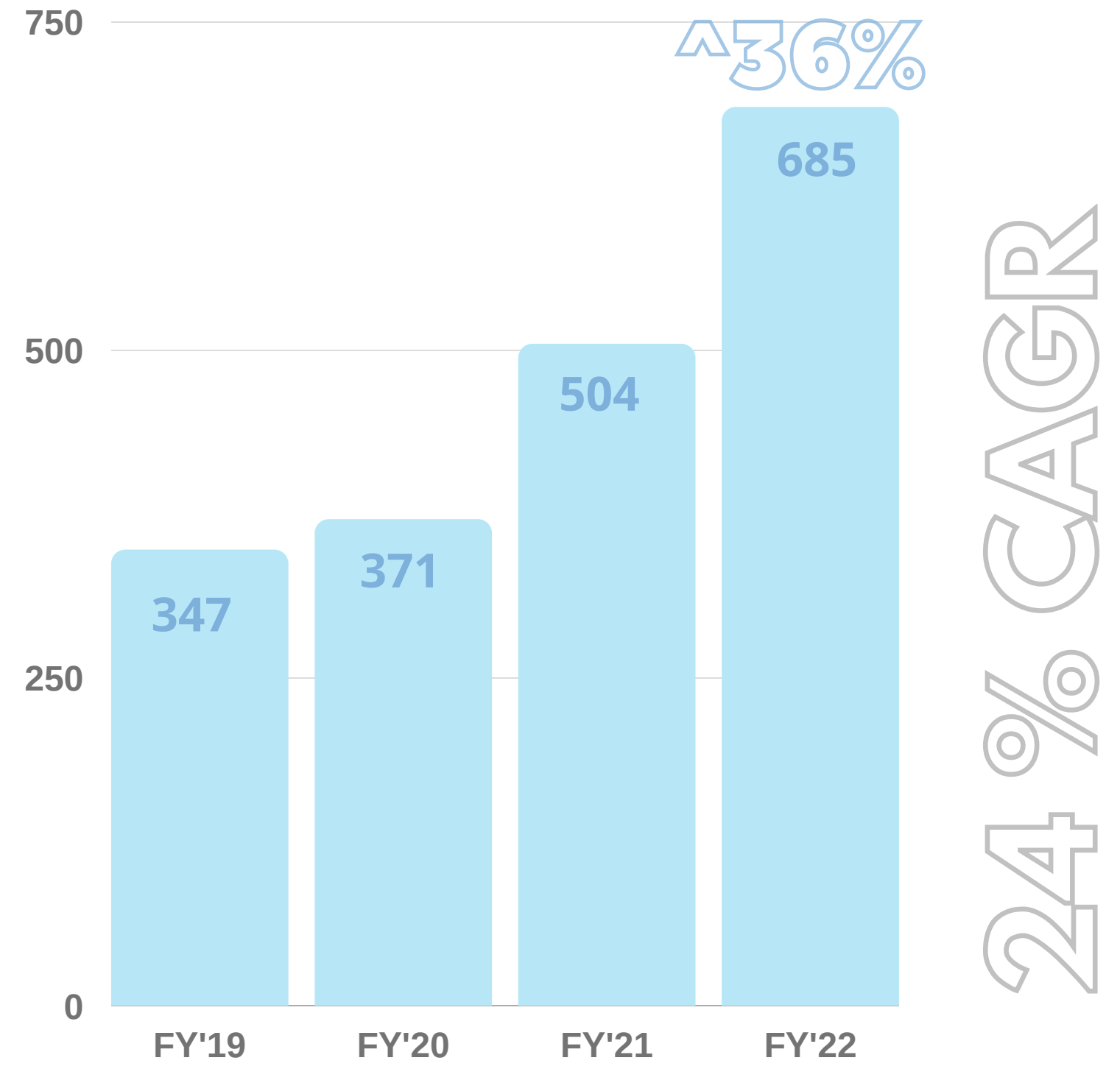
^10%
TRADE

^273%
ON-LINE

BRAND PORTFOLIO



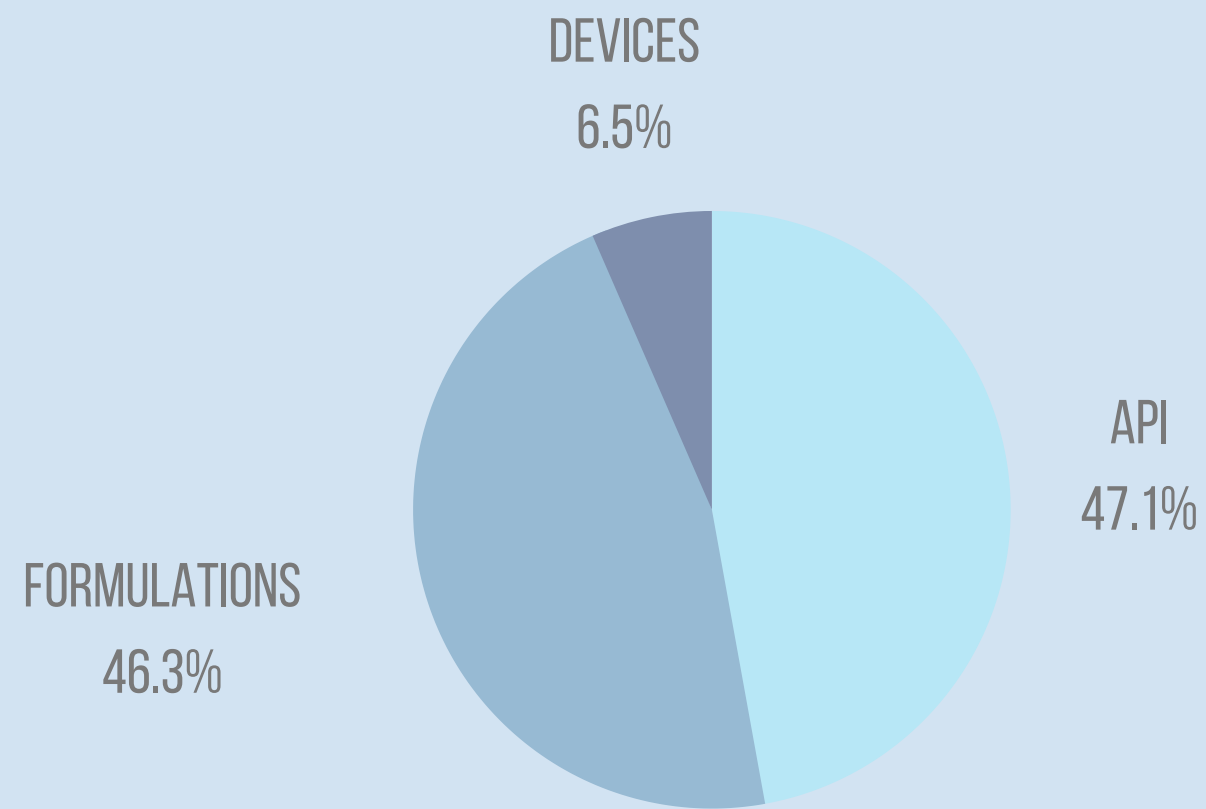
QUARTERLY PERFORMANCE



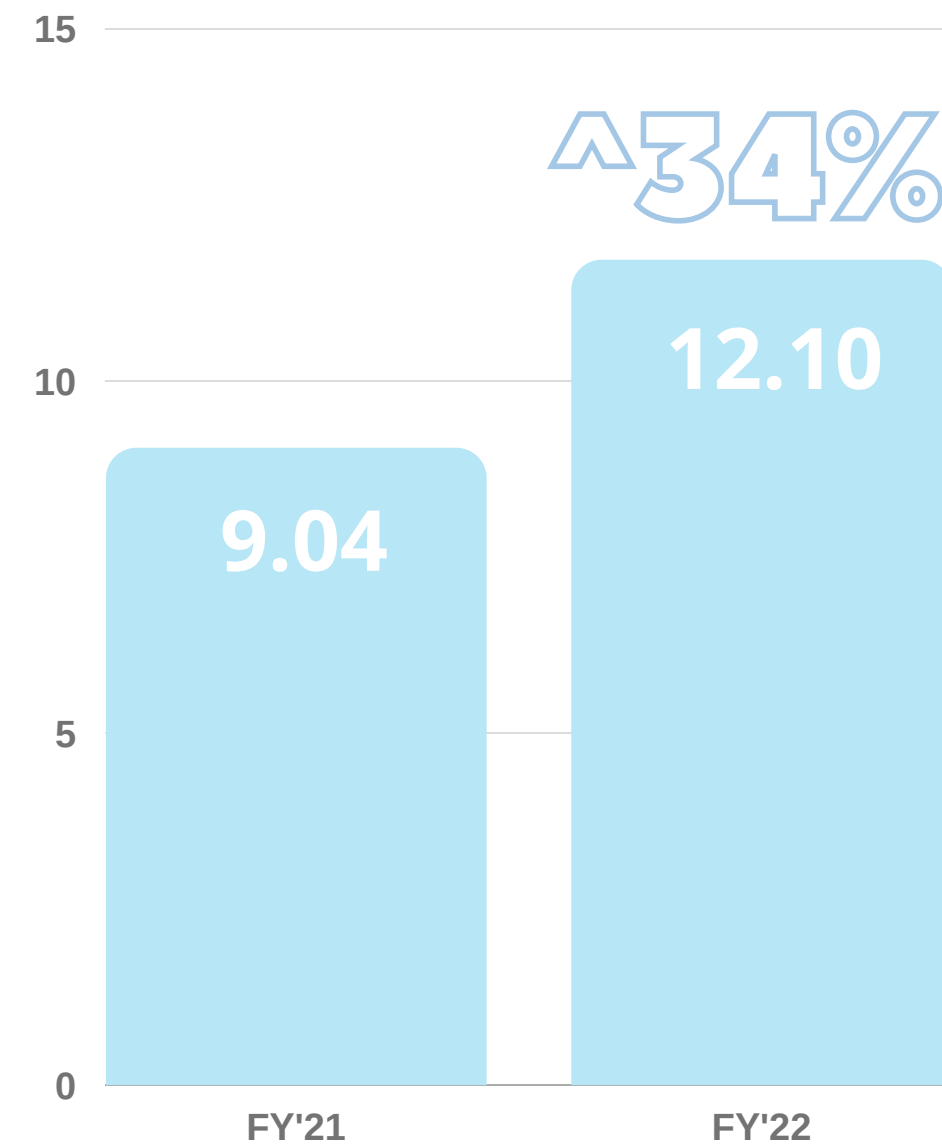
ANNUAL PERFORMANCE

R&D SPEND

Rs. in crores
12M'FY22



SEGMENT-WISE SPEND



ANNUAL PERFORMANCE

CONSOLIDATED

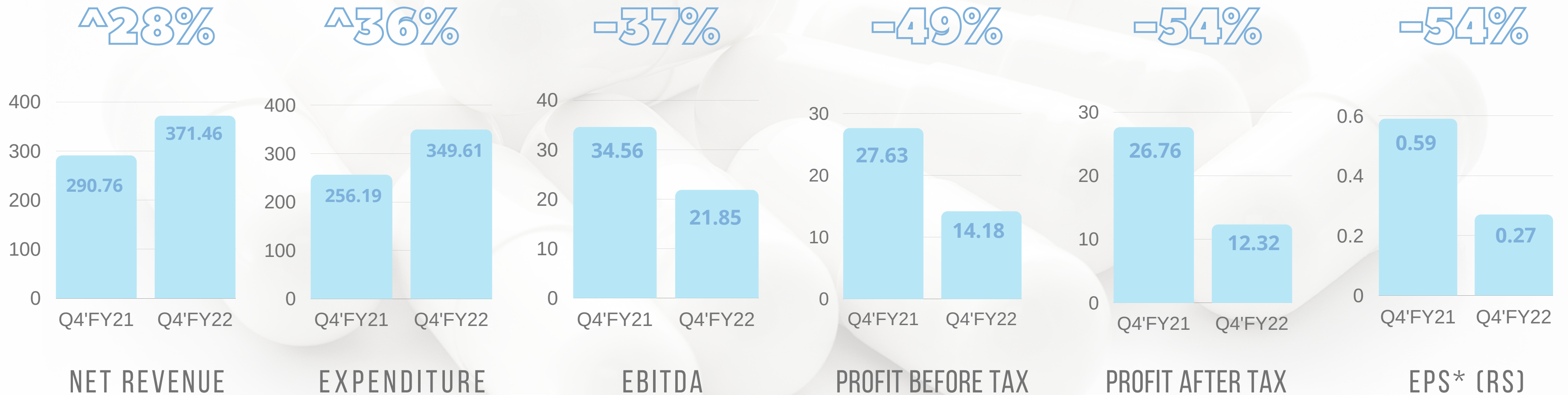
FINANCIAL

HIGHLIGHTS & RATIOS

CONSOLIDATED

Rs. in crores
Q4'FY22

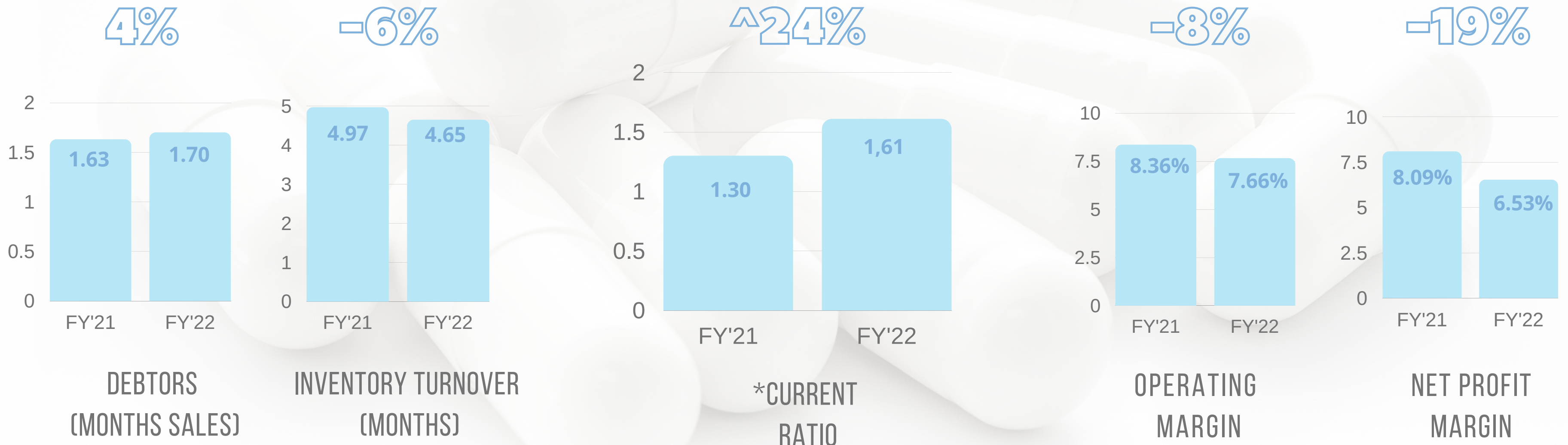
FINANCIAL HIGHLIGHTS



*BASIC

QUARTERLY PERFORMANCE

OPERATING RATIOS

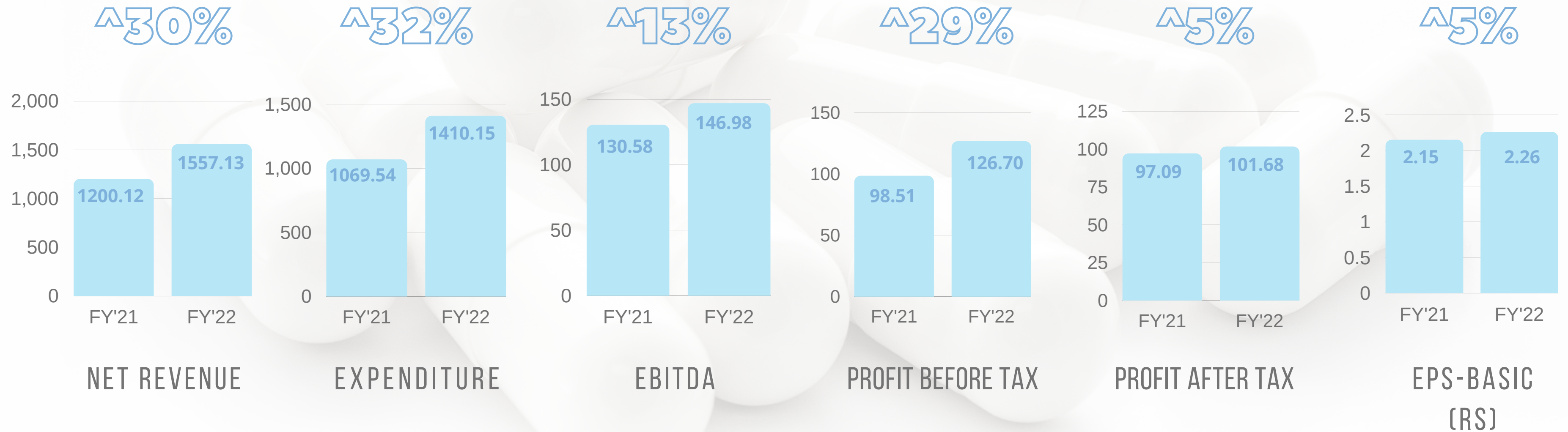


• CURRENT LIABILITIES EXCLUDE PREFERENCE CAPITAL

CONSOLIDATED

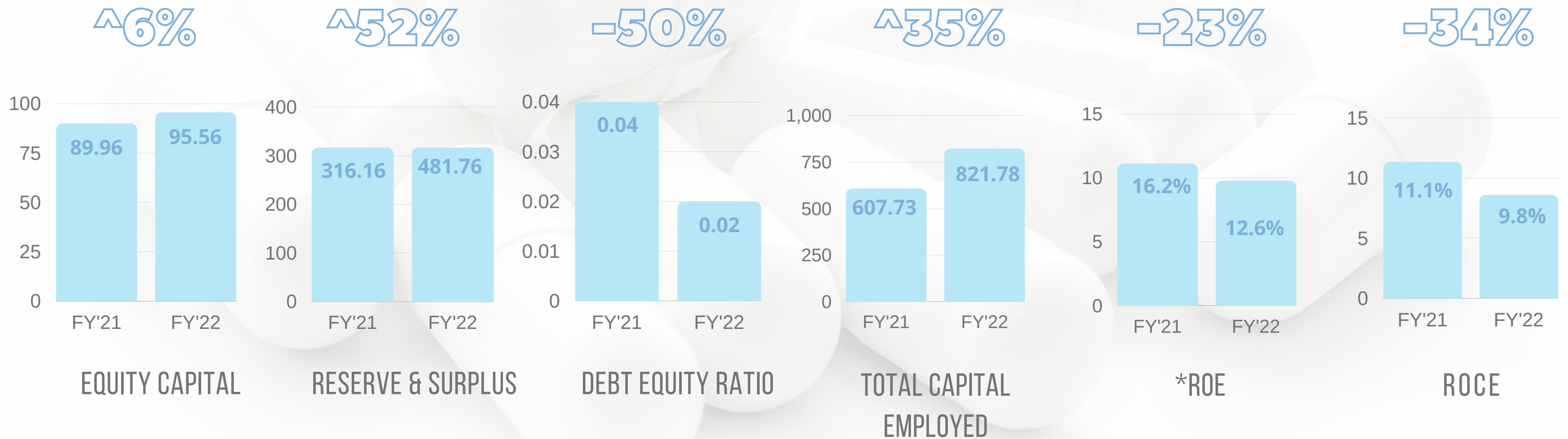
Rs. in crores
12M'FY22

FINANCIAL HIGHLIGHTS



ANNUAL PERFORMANCE

BALANCE SHEET RATIOS



*INCLUDES PREF. CAPITAL



Thank you