MOREPEN

To,

Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051

Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001

Dear Sir,

Please find enclosed the , based on the financial performance of the Company for the quarter ended 30th June, 2021.

Kindly acknowledge the receipt and take it on your record.

Thanking you.

Yours faithfully,

____ ***As above.***

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CIN NO. L24231 HP1984PLC006028

Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) -173205
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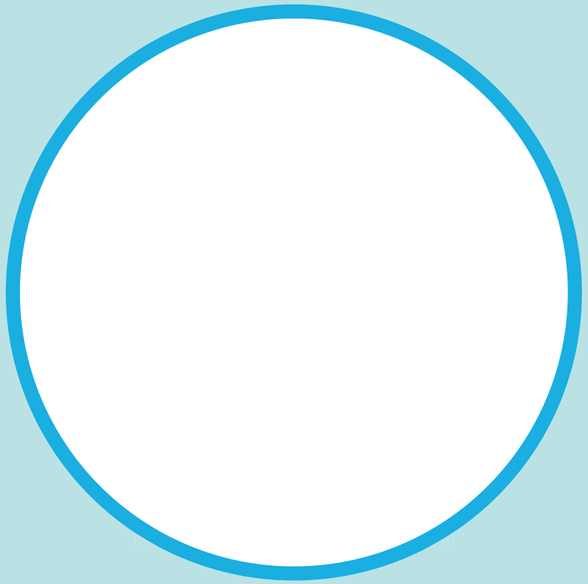
MOREPEN
LABORATORIES LIMTED

MOREPEN

Q1'FY22

EARNINGS PRESENTATION - JULY 2021



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CONSOLIDATED

QUARTERLY HIGHLIGHTS

Q1'FY22 PERFORMANCE

Rs. in crores

^50%

NET REVENUE

258.97 388.31

^63%

EBIDTA

27.90 45.43

^57%

PROFIT AFTER TAX

19.36 30.47

Q1'FY21 Q1'FY22

^57%

EPS (3M)

Rs. 0.43 Rs. 0.68

Q1'FY21 Q1'FY22

Rs. in crores

^97%

PROFIT BEFORE TAX

19.55 38.53

Q1'FY21 **Q1'FY22**

RUSSIAN DIRECT INVESTMENT FUND

MOREPEN

Morepen starts trial production of Sputnik V in India for RDIF

Press Release: 6th July 2021

Sputnik V

THE FIRST REGISTERED COVID-19 VACCINE

PROVEN HUMAN ADENOVIRAL VECTOR TECHNOLOGY

- Trial samples of 6 batches being sent to Gamelya, Moscow for testing.
- Can start commercial production within 4-6 weeks subject to regulatory clearances.
- Capacity to produce upto 250 mn doses pa which can be increased to 500mn doses pa.

CONSOLIDATED

QUARTERLY PERFORMANCE

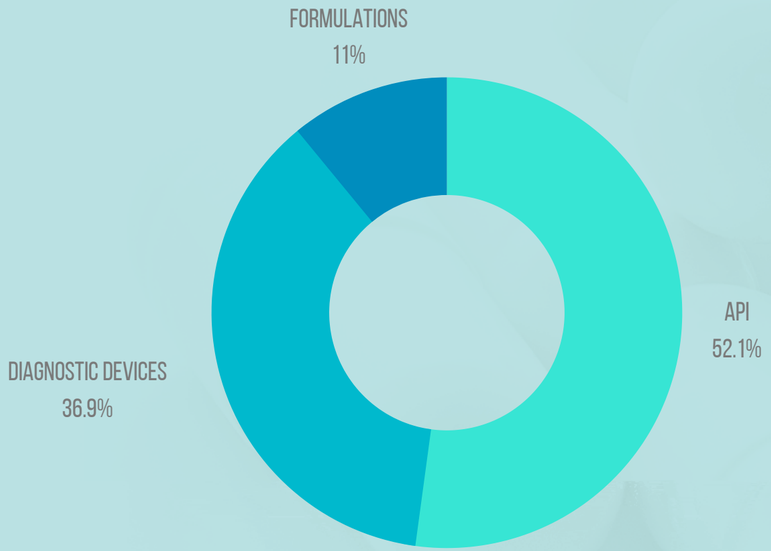
CONSOLIDATED

BUSINESS SEGMENTS

- API BUSINESS
- MEDICAL DEVICES
- FORMULATIONS
- OTC (SUBSIDIARY)

STANDALONE

SEGMENT WISE BREAKUP



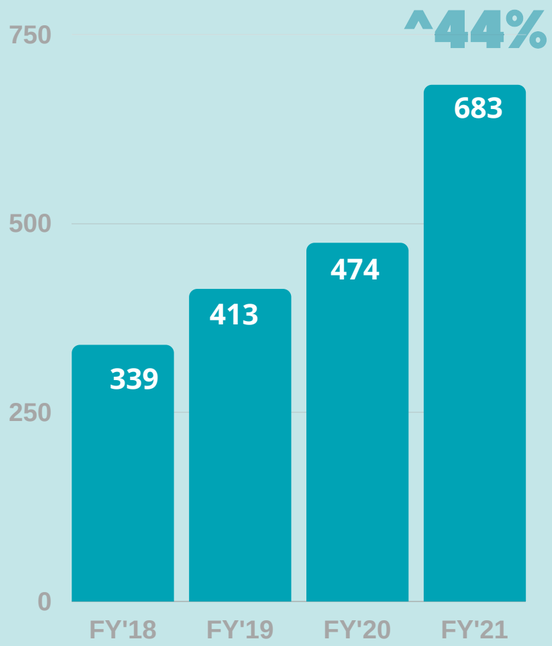
REVENUE SPLIT Q1'FY'22

SHARE	FY'21	Q1'FY22	
API	62.0%	52.1 %	9.90% ↓
DIAGNOSTICS	26.1%	36.9 %	10.8% ↑
FORMULATIONS	11.9%	11.0%	0.80% ↓

API BUSINESS
LEADERSHIP THROUGH QUALITY

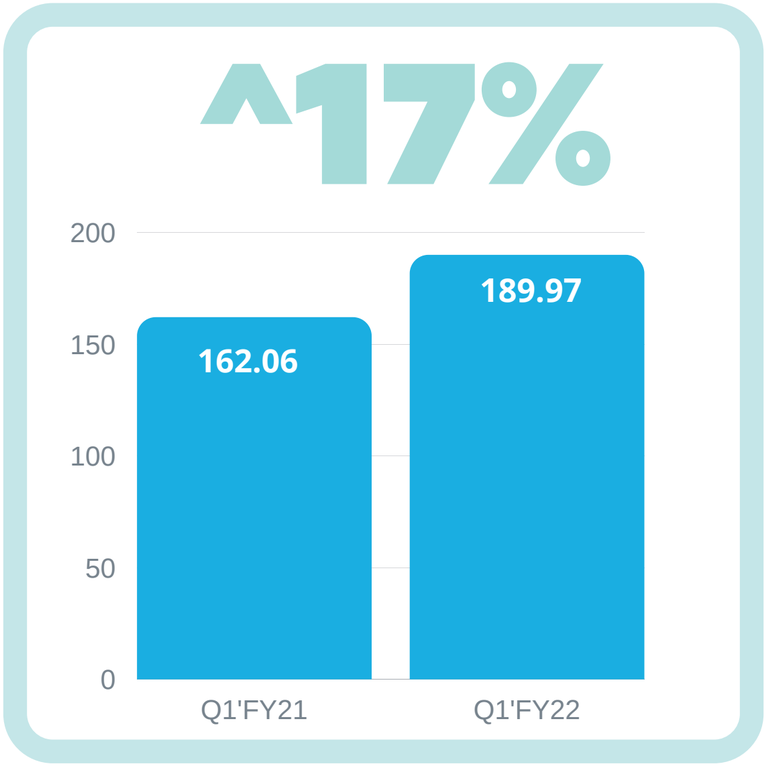
API REVENUE

26% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q1'FY22 PERFORMANCE

KEY API PRODUCTS

LORATADINE
^ 16 %

MONTELUKAST
^ 45 %

ATORVASTATIN
- 5 %

NEW MOLECULES
^ 110 %

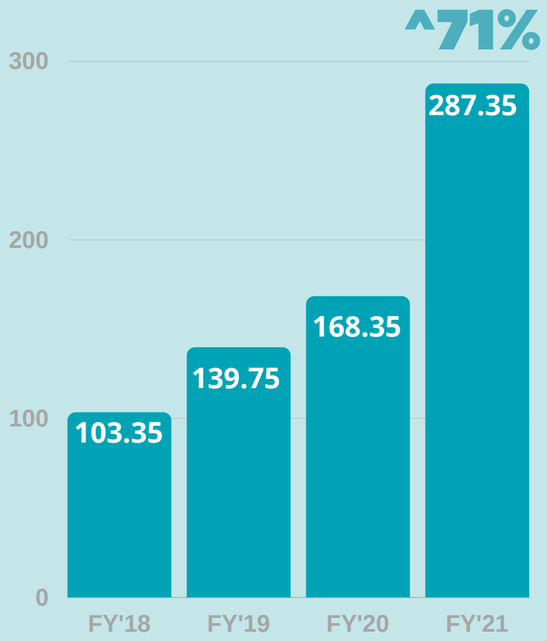
POC MEDICAL DEVICES

MARKET LEADERSHIP

POC MEDICAL DEVICES

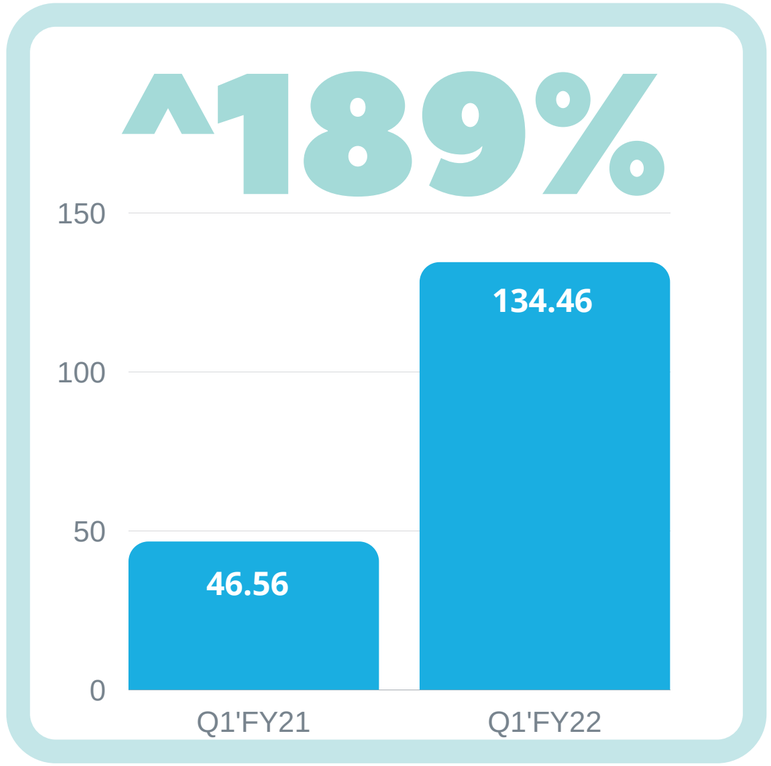
POC REVENUE

41% CAGR



ANNUAL PERFORMANCE

Rs. in crores



HIGHEST EVER GROWTH IN A QTR

Q1'FY22 PERFORMANCE

POC MEDICAL DEVICES

GROWTH DRIVERS

^233%
GLUCO METERS

^183%
BP MONITORS

NEW

OXYGEN CONCENTRATOR

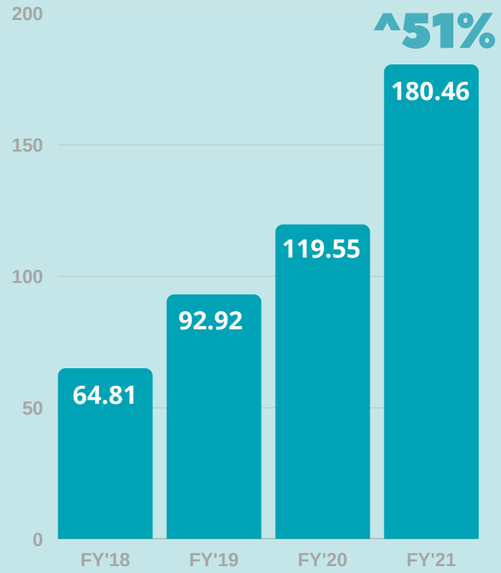
^730%
NEBULISERS

^2032%
OXIMETERS

POC MEDICAL DEVICES

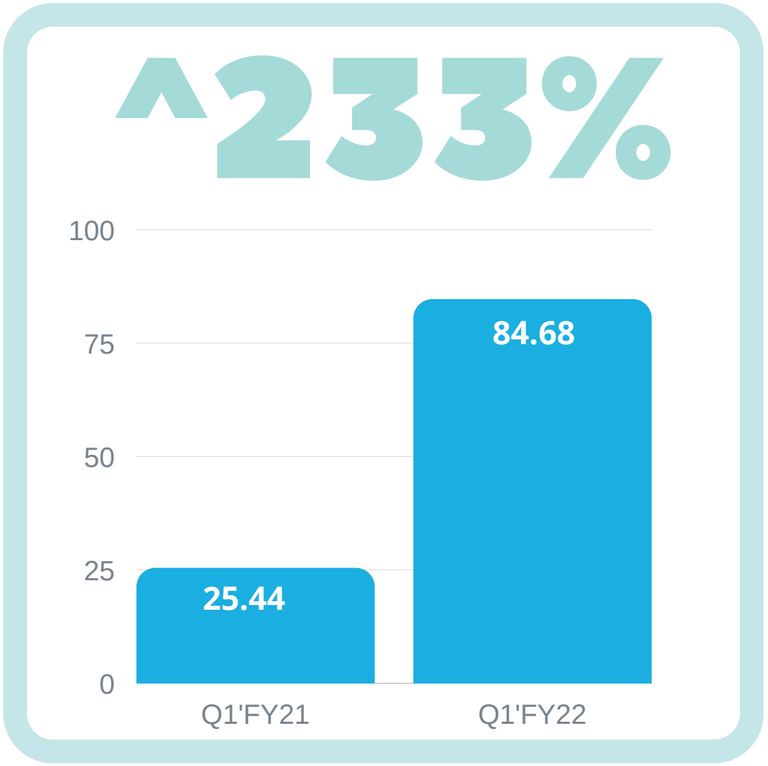
GLUCO METER REVENUE

41% CAGR



ANNUAL PERFORMANCE

Rs. in crores



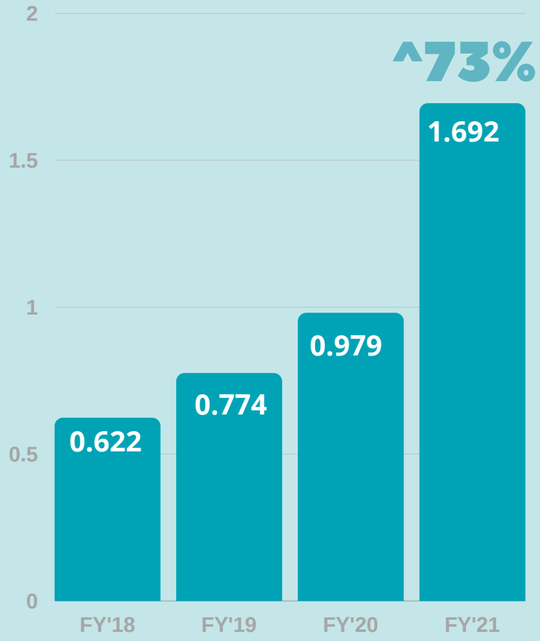
HIGHEST EVER GROWTH IN A QTR

Q1'FY22 PERFORMANCE

POC MEDICAL DEVICES

GLUCO METER INSTALLED

40% CAGR



MILLION METER INSTALLED

^176%

5.65 MILLION

METERS INSTALLED

Q1'FY21 **0.62 MILLION**

^187%

700 MILLION

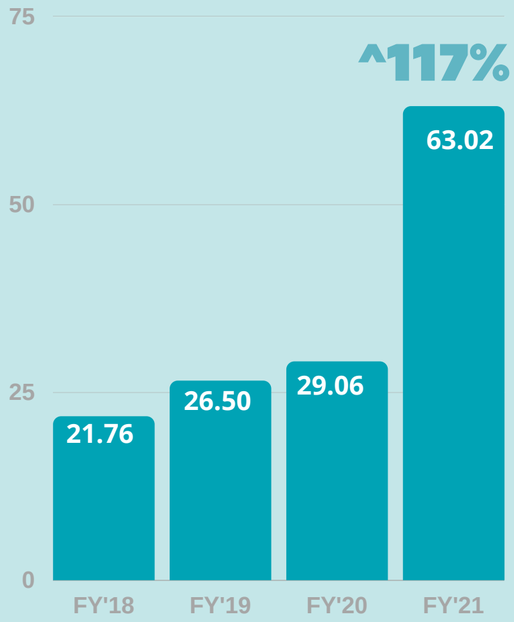
STRIPS SOLD SO FAR

Q1'FY22 **86 MILLION**

POC MEDICAL DEVICES

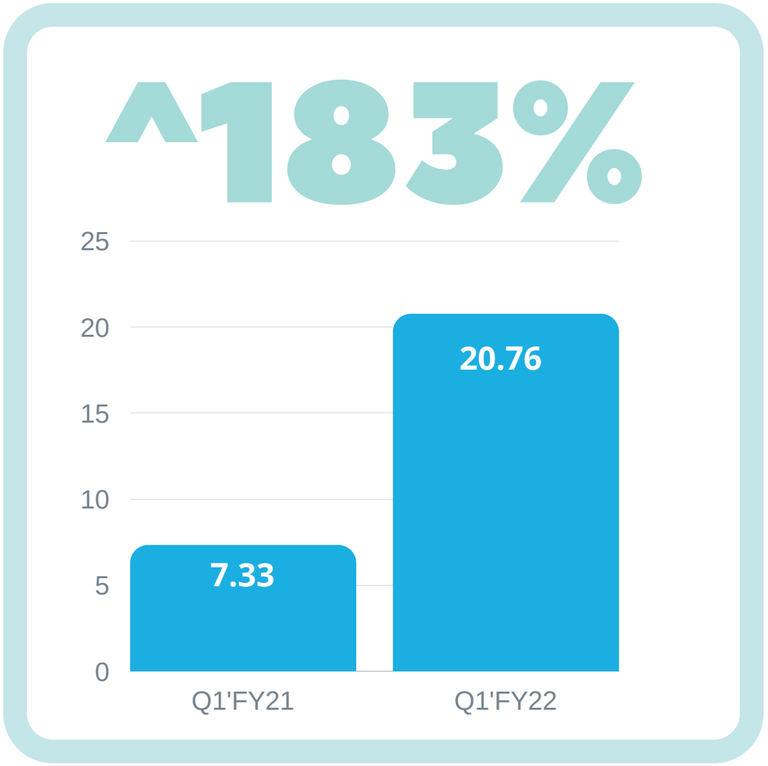
BP MONITOR REVENUE

43% CAGR



ANNUAL PERFORMANCE

Rs. in crores



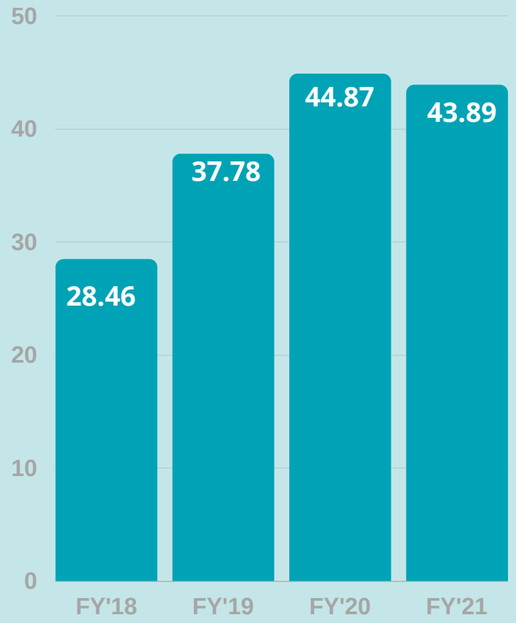
HIGHEST EVER GROWTH IN A QTR

Q1'FY22 PERFORMANCE

POC MEDICAL DEVICES

OTHER PRODUCTS

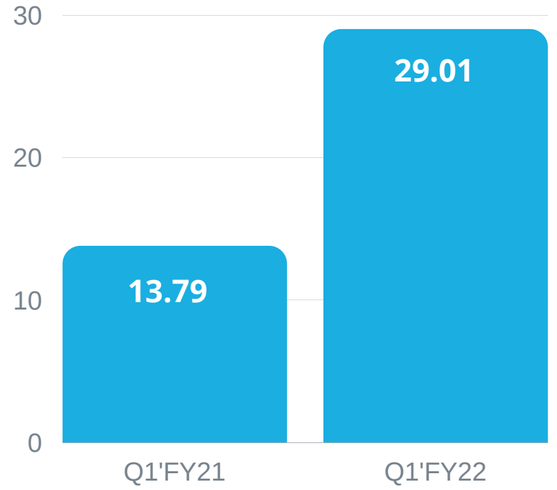
16% CAGR



ANNUAL PERFORMANCE

Rs. in crores

^110%



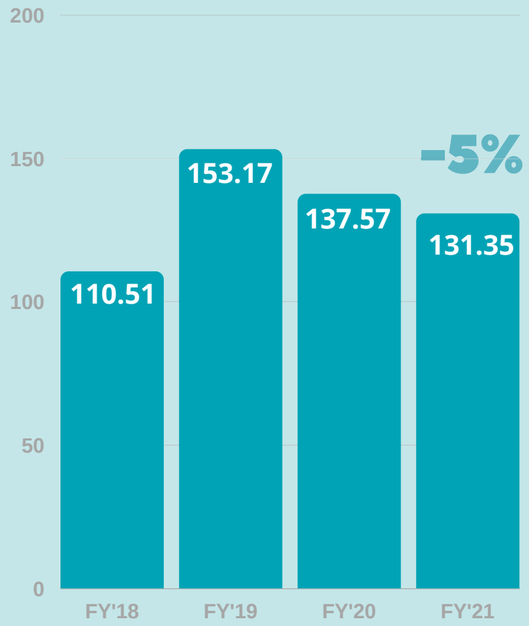
Q1'FY22 PERFORMANCE

FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS REVENUE

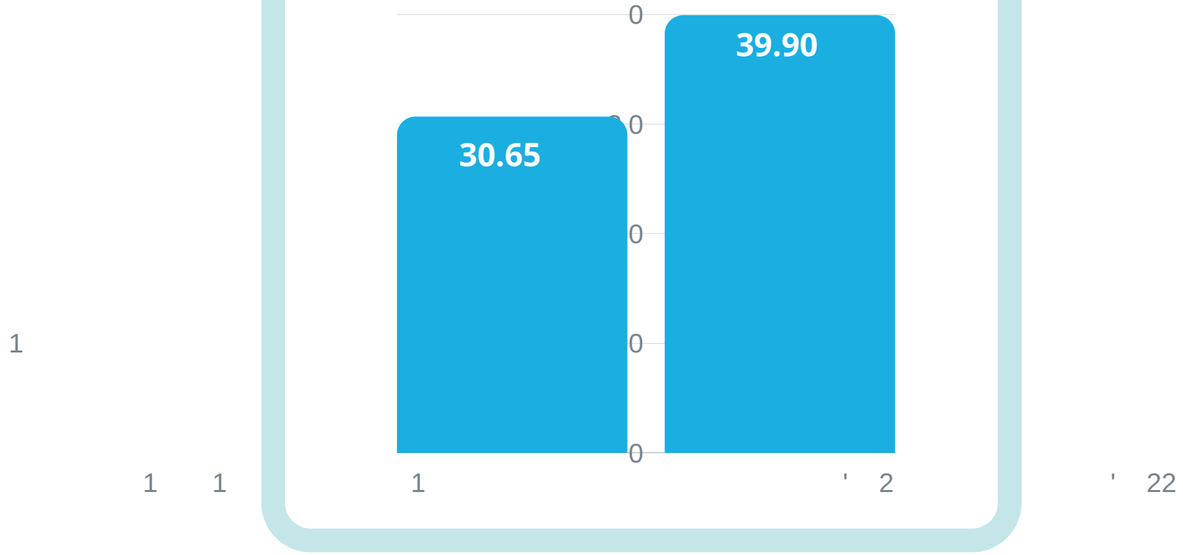
5% CAGR



ANNUAL PERFORMANCE

Rs. in crores

^30%



Q1'FY22 PERFORMANCE

FORMULATIONS

GROWTH DRIVERS

^179%
ANTIBIOTICS

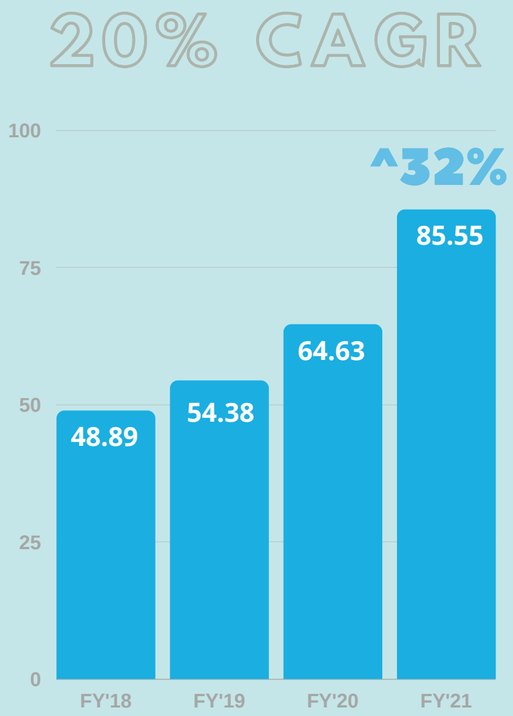
^91%
VITAMINS

^55%
GASTRO

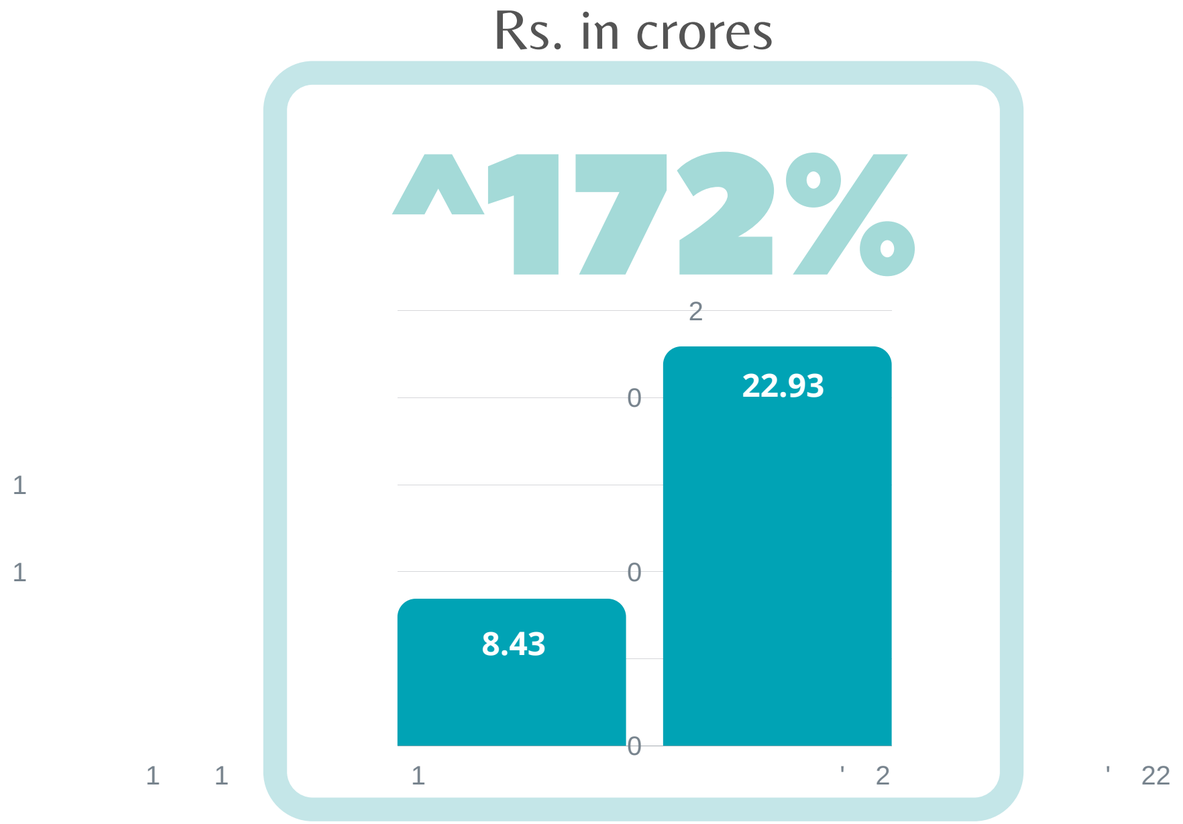
^201%
OTHERS

OTC & NUTRITION

GROSS REVENUE



ANNUAL PERFORMANCE



Q1'FY22 PERFORMANCE*

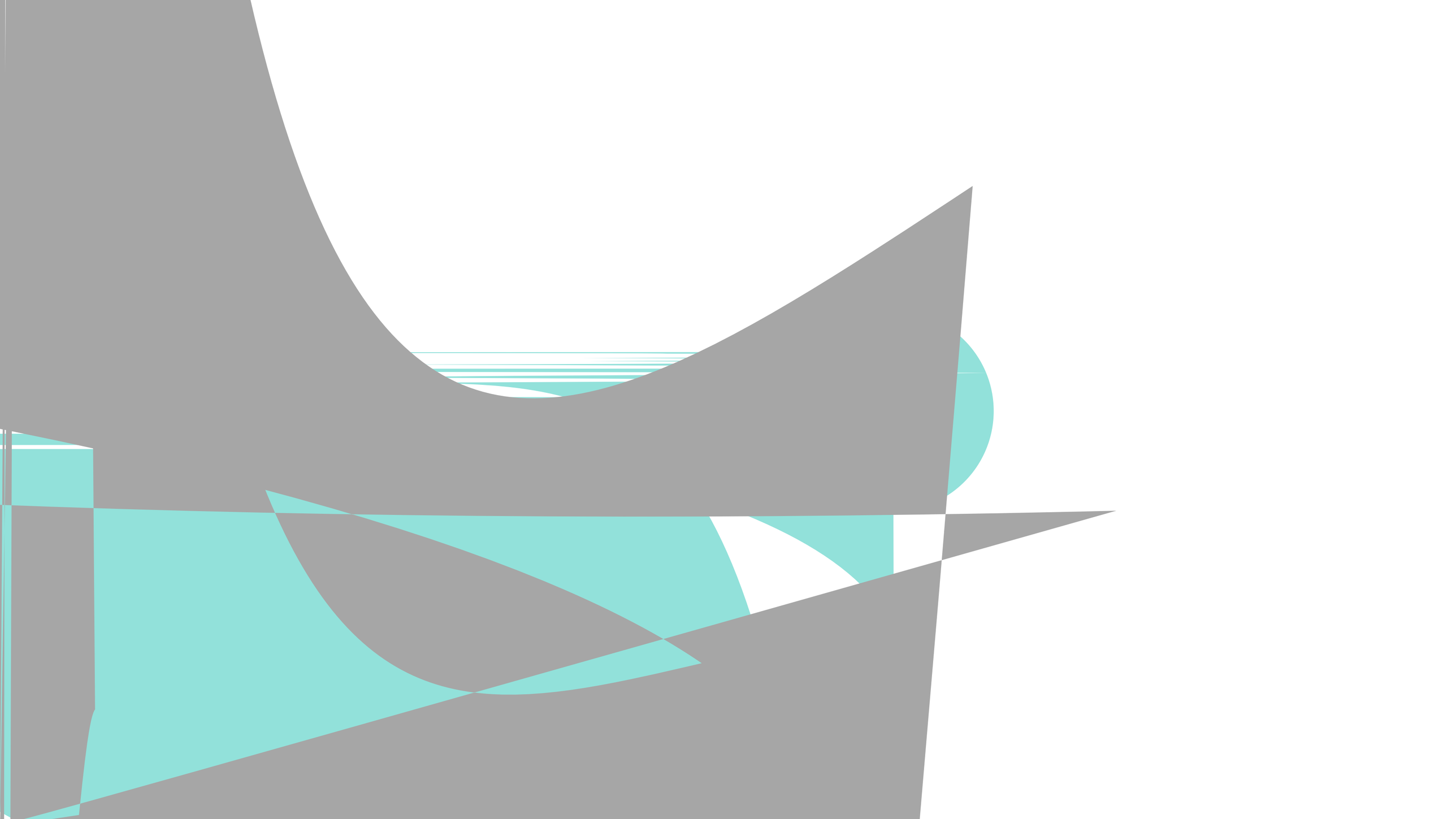
GROWTH DRIVERS

^259%
OTC PRODUCTS

^273%
GROOMING

^85%
GENERAL HEALTH

110%
ONLINE SALES



NEW ONLINE LAUNCHES

IMMUNE TEA

PCOS POWDER

COLLAGEN

MUSCLE FOOD

SEXUAL WELLNESS

IRON & ZINC
GARCINIA

HONEY

VITAMINS

COQ-10
COD LIVER OIL

GILOY+TULSI
AMLA JUICE

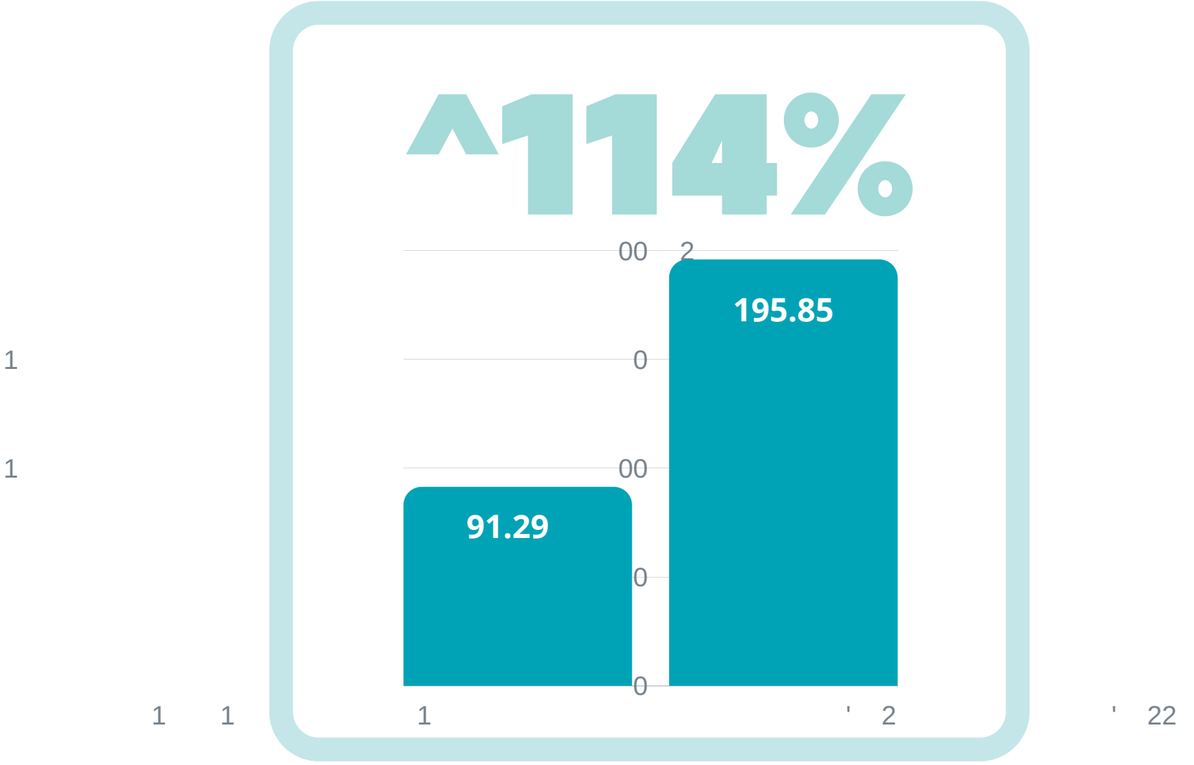
OMEGA-3

STRESS & SLEEP

SLIM SHAKE

GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT WWW.HEALTH.DRMOREPEN.COM


^114%
195.85
91.29

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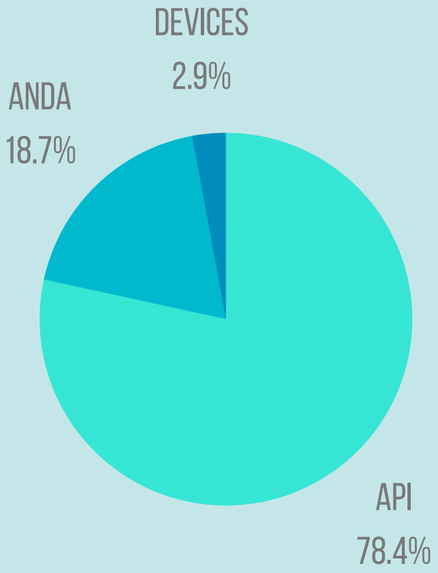
R&D SPEND

INCREASING INVESTMENT IN R&D

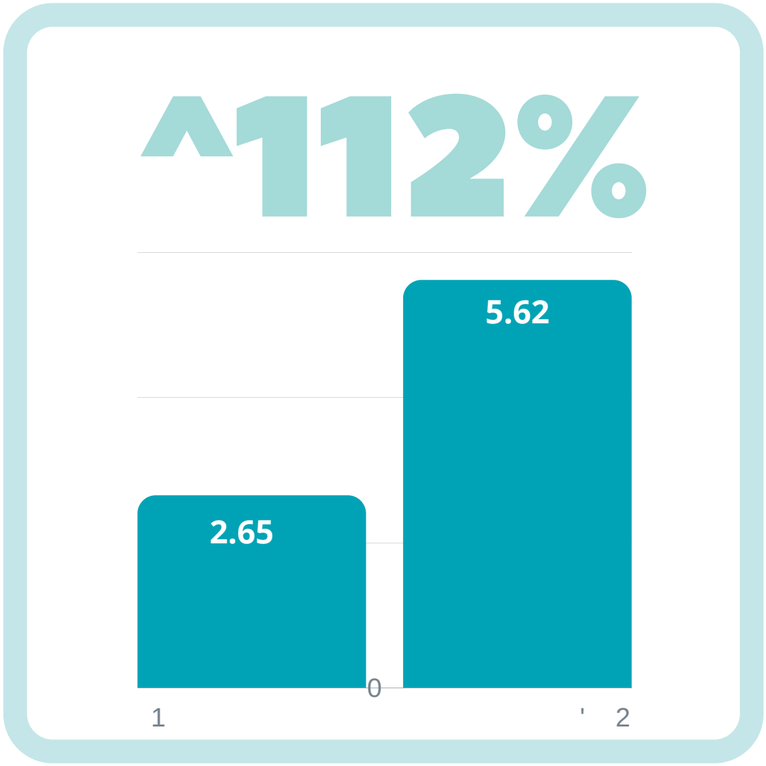
FOCUS ON $40 BILLION GENERIC MARKET OPENING UP

NEW INITIATIVES INCLUDING BIO-SIMILARS, ENZYMES



SEGMENT WISE SPEND

Rs. in crores



1 1 ' 22

Q1'FY22 SPEND

246 PEOPLE*

* / / &

FINANCIAL

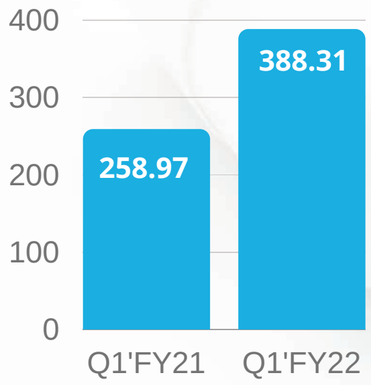
HIGHLIGHTS & RATIOS

CONSOLIDATED

REVENUE HIGHLIGHTS

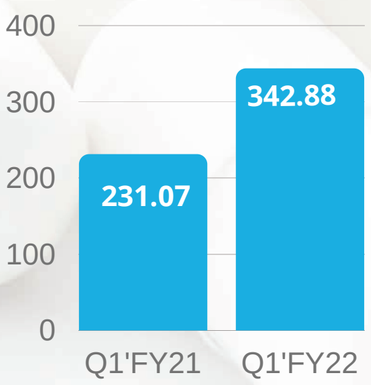
NET REVENUE

^50%



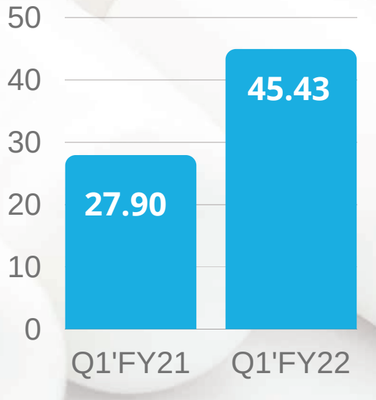
EXPENDITURE

^48%



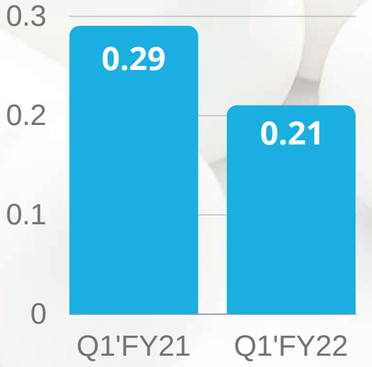
EBITDA

^63%



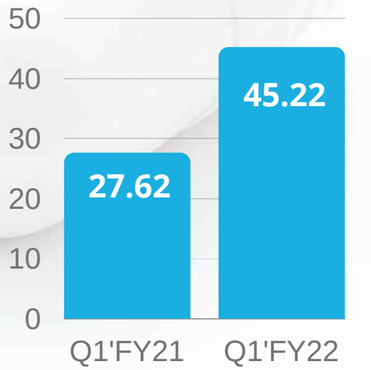
INTEREST

-27%



CASH PROFIT

^64%



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PROFITABILITY RATIOS

	Q1' FY'21	Q1'FY22	CHANGE
EBIDTA	10.8%	11.7%	0.90% ↑
PROFIT BEFORE TAX	7.55%	9.92%	2.37% ↑
PROFIT AFTER TAX	7.84%	7.96%	0.12% ↑

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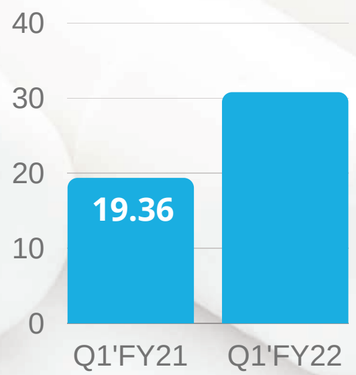
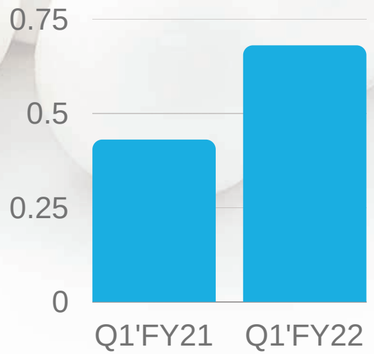
PROFITABILITY HIGHLIGHTS

PROFIT BEFORE TAX

^4187%

^57%





Take Care
THANK YOU