



Date: 02/11/2023

To,
National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
Symbol: MOREPENLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 500288

Subject: Earnings Presentation (Q2' FY24) November 2023

Dear Sir/ Madam,

Please find enclosed the **Earnings Presentation (Q2' FY24) November 2023**, based on the financial performance of the company for the quarter and half year ended 30th September 2023.

Kindly take aforesaid on record.

Thanking you,

Yours faithfully,

For Morepen Laboratories Limited

Vipul Kumar Srivastava
Company Secretary
Membership no. F-12148

Encl.: a/a.

Morepen Laboratories Limited

CIN No: L24231 HP1984PLC006028

Corp. Off.: 2nd Floor, Tower C, DLF Cyber Park, Udyog Vihar-III, Sector 20, Gurugram, Haryana-122016, INDIA
Tel.: +91 124 4892000, E-mail: corporate@morepen.com, Website: www.morepen.com

Regd. Off.: Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) -173205, INDIA
Tel.: +91-1795-266401-03, 244590, Fax: +91-1795-244591, E-mail: plants@morepen.com

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q2'FY24

EARNINGS PRESENTATION - NOV 2023



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Q2'FY24 PERFORMANCE

Rs. in crores

^5%

NET REVENUE

403.85 425.01

Q2'FY23 Q2'FY24

MOREPEN

CONSOLIDATED

QUARTERLY HIGHLIGHTS

Rs. in crores

^34%

PROFIT AFTER TAX

15.82 21.26

Q2FY23 Q2'FY24

H1'FY24 PERFORMANCE

Rs. in crores

^17%

NET REVENUE

707.17 828.46

H1'FY23 H1'FY24

MOREPEN

CONSOLIDATED

HALF YEARLY HIGHLIGHTS

Rs. in crores

^67%

PROFIT AFTER TAX

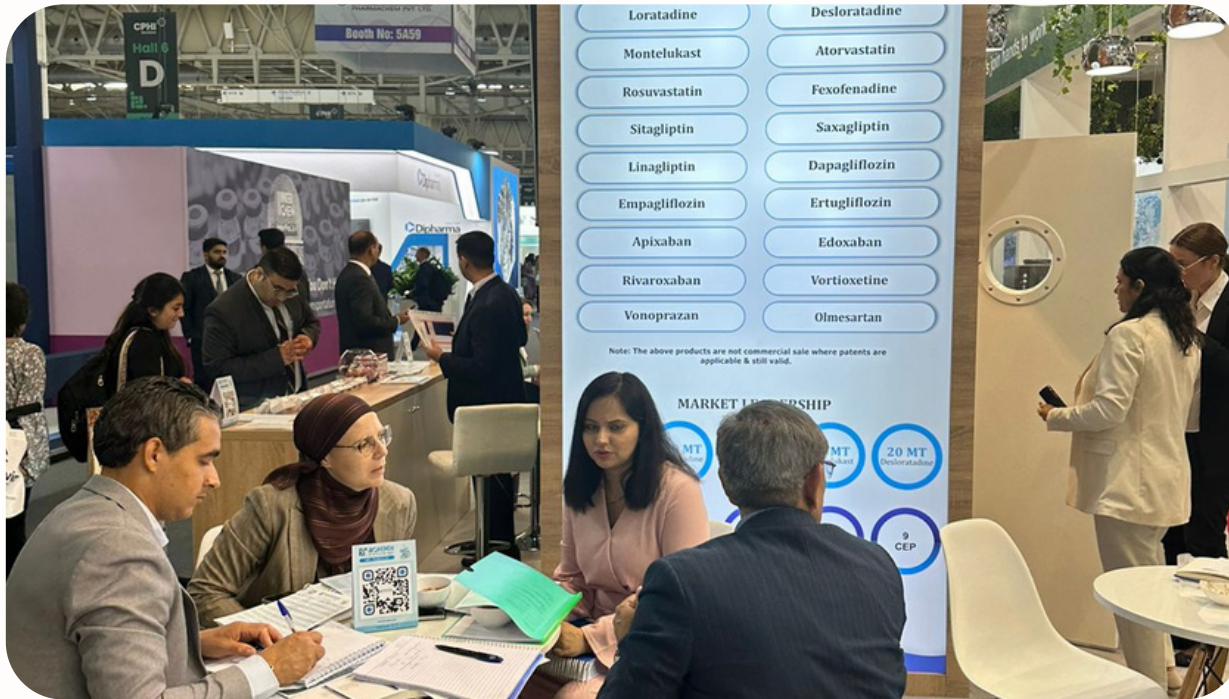
21.45 35.89

H1'FY23 H1'FY24

CONSOLIDATED

QUARTERLY HIGHLIGHTS

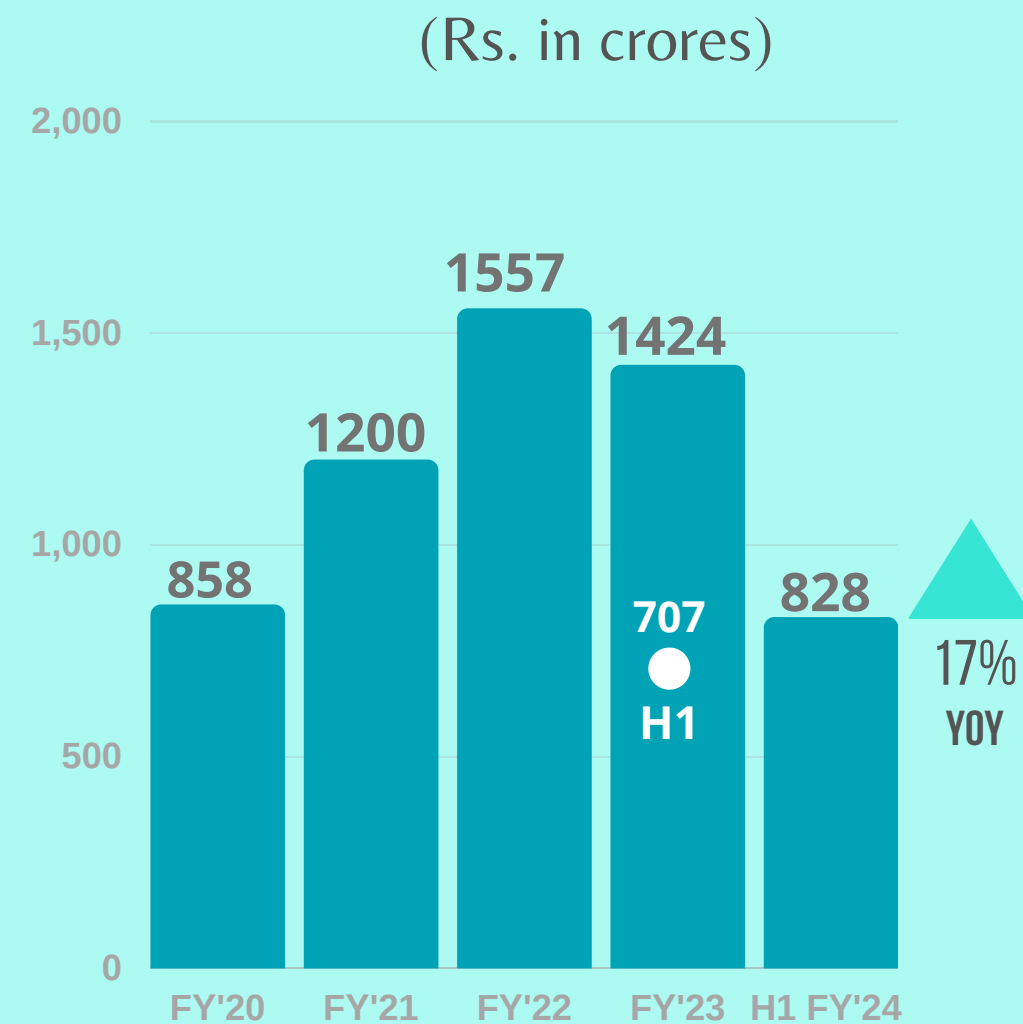
- Business is on the fast growth with a quarterly revenue of **Rs. 425 cr.** up **5%** in **Q2** and **17%** on **H1**.
- Domestic revenue at **Rs. 280.10 Cr.** are up by **26%** and **31%** for **Q2'FY24** and **H1'FY24** respectively.
- In the **API Business**, exports is up by **14%** while domestic business has declined **13%** on **QoQ** basis.
- **Medical Devices** business with an **astounding 41% jump** in this quarter and **44%** in **H1**.
- Domestic Formulation are up **16%** in **Q2**, and **12%** in **H1**.
- **EBITDA** at **Rs. 36.83 Cr** is up **24%** for **Q2** and **44%** up for **H1**.
- **Profit before Tax** at **Rs. 28.68 Crs.** is up **29%** in **Q2** and **61%** in **H1**.
- **PAT** at **Rs. 21.26 Cr.** is up **34%** in the **Quarter** and **67%** in **H1**.



CPHI BARCELONA OCT'23

MOREPEN

CAGR 19%



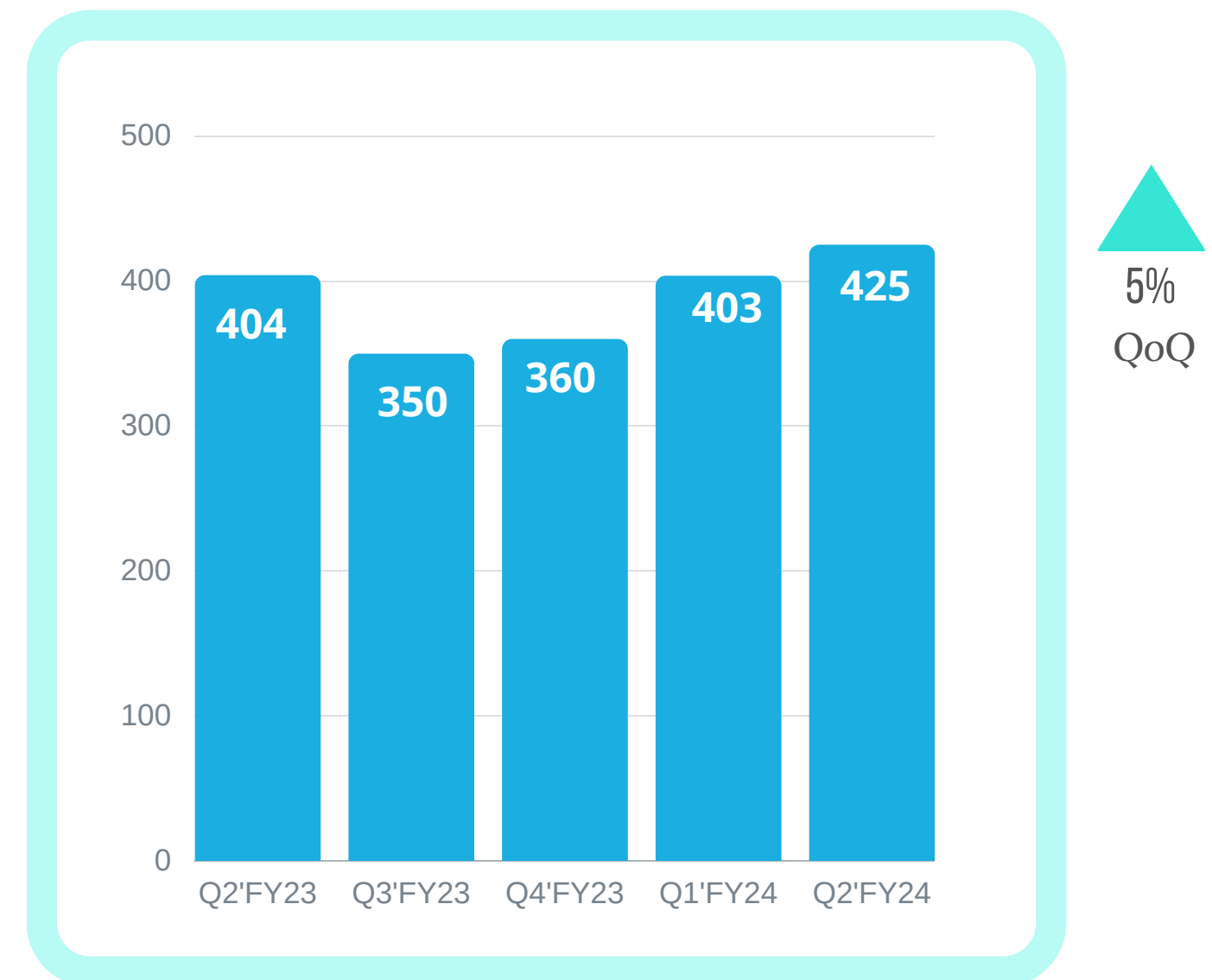
ANNUAL PERFORMANCE

MOREPEN

CONSOLIDATED

REVENUE GROWTH

(Rs. in crores)



QUARTERLY PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

OVER THE COUNTER

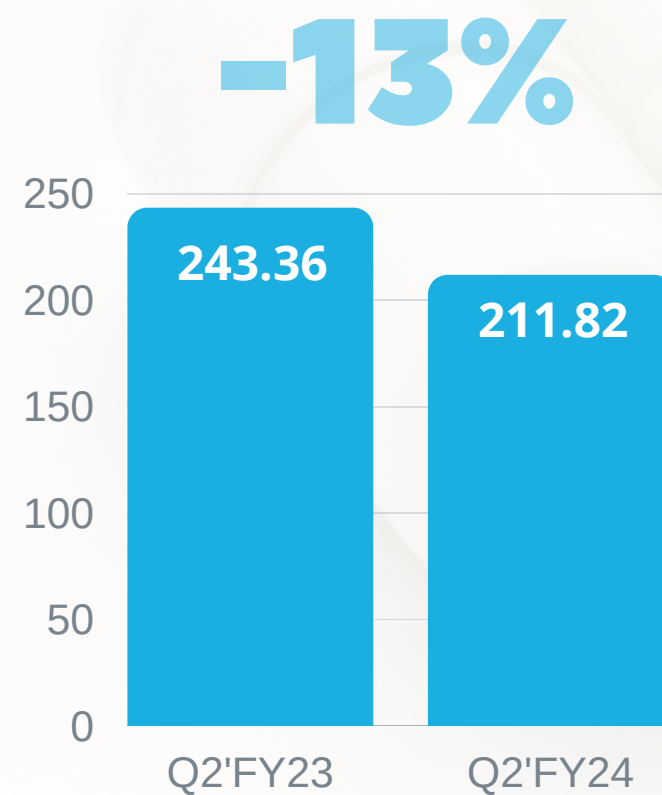
SUBSIDIARIES →

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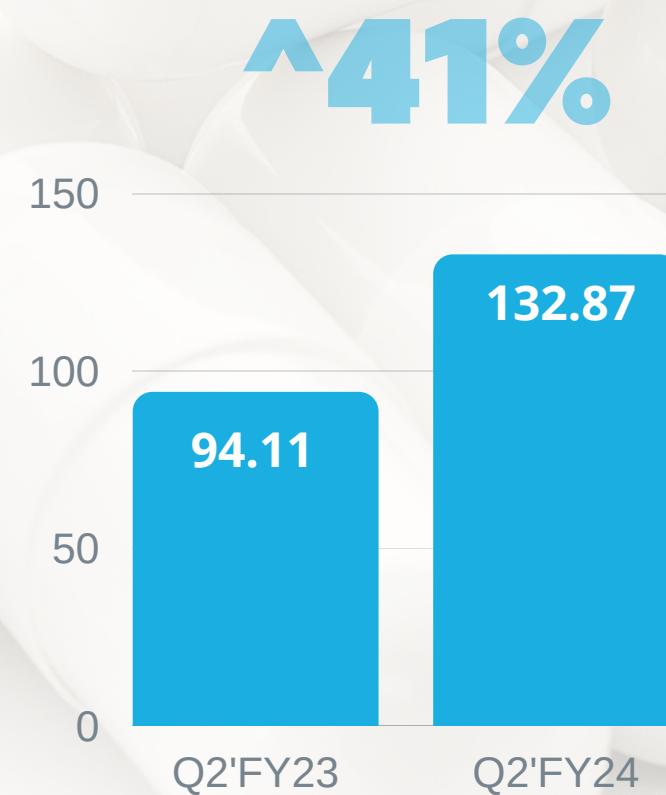
SEGMENTS WISE PERFORMANCE

API



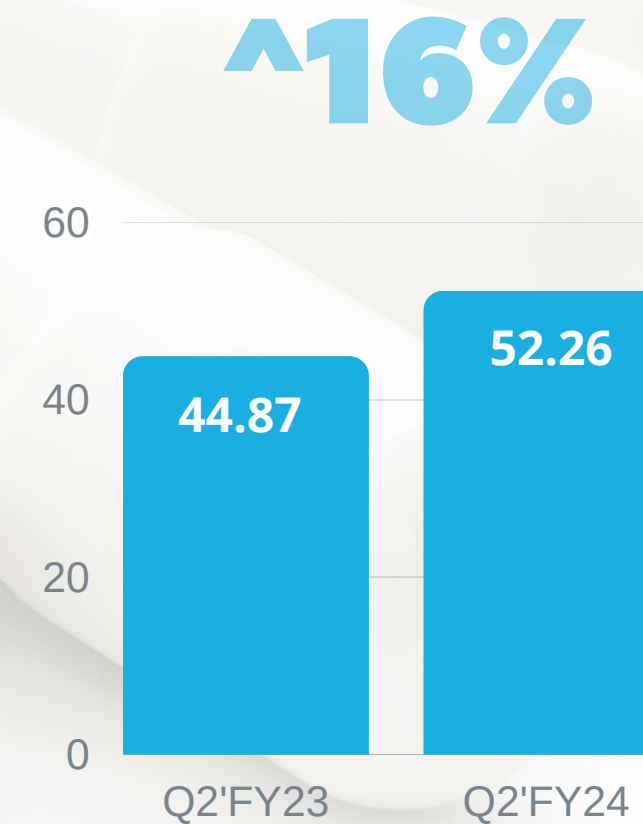
H1 ^5%

DIAGNOSTICS



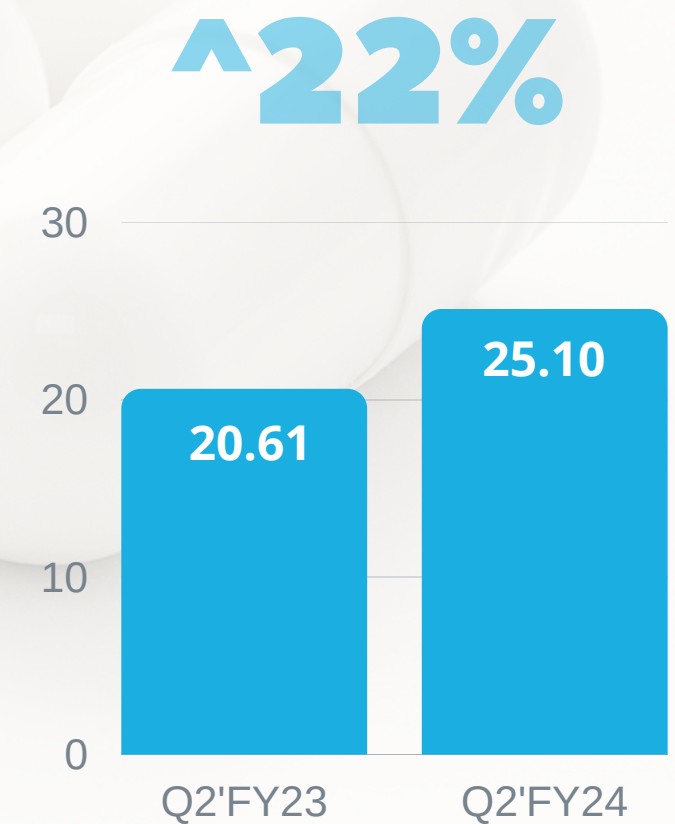
H1 ^44%

FORMULATIONS



H1 ^12%

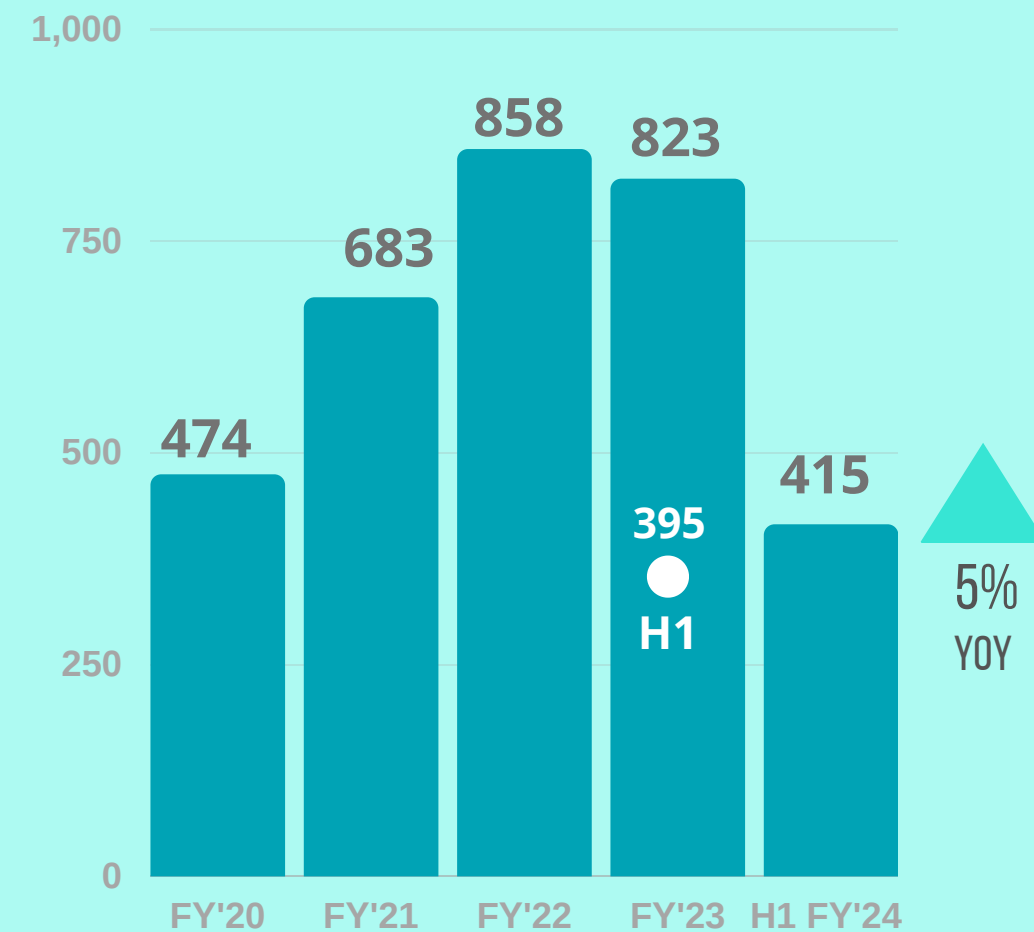
DR.MOREPEN -OTC



H1 -3%

CAGR 20%

(Rs. in crores)



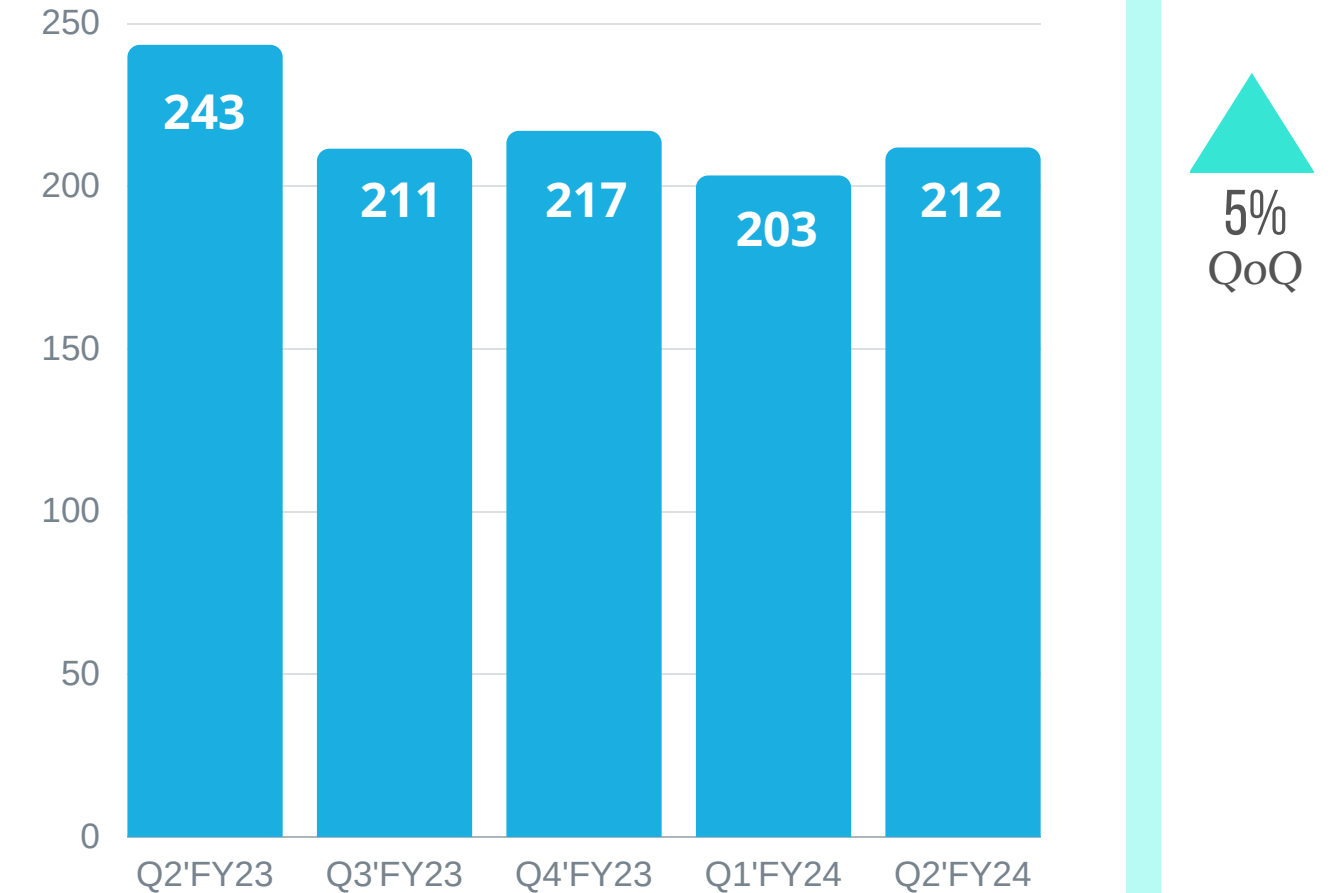
ANNUAL PERFORMANCE

MOREPEN

API BUSINESS

API REVENUES

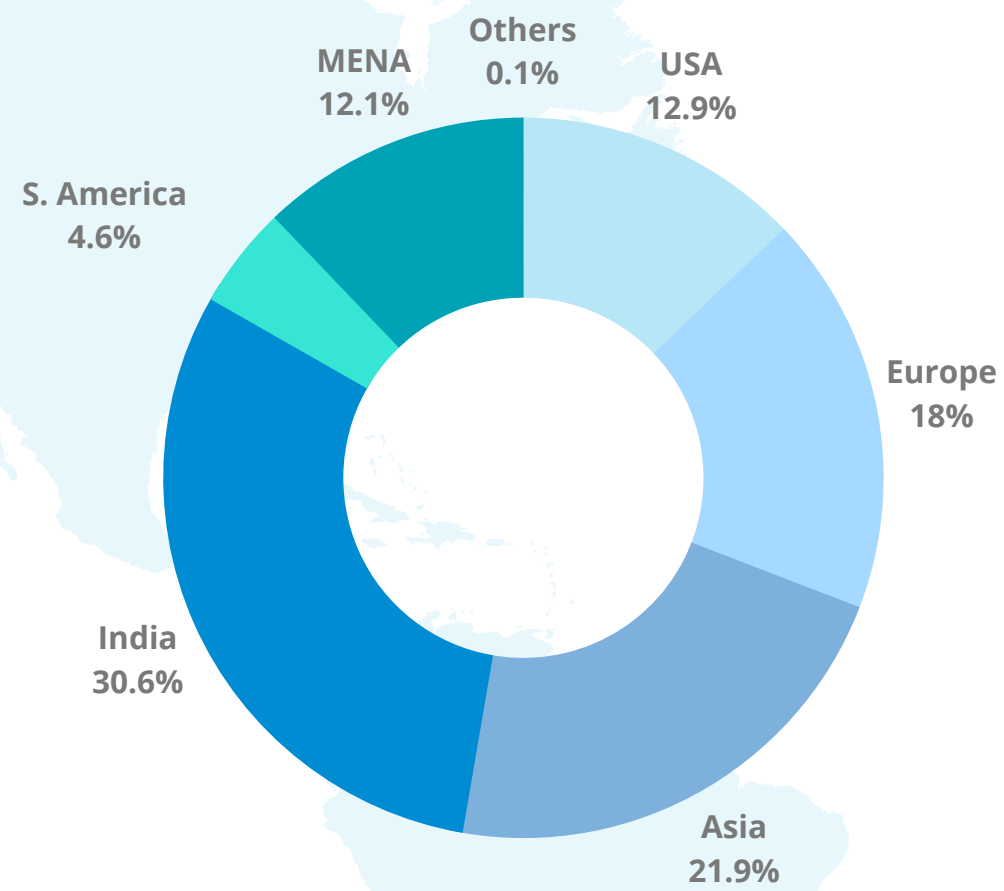
(Rs. in crores)



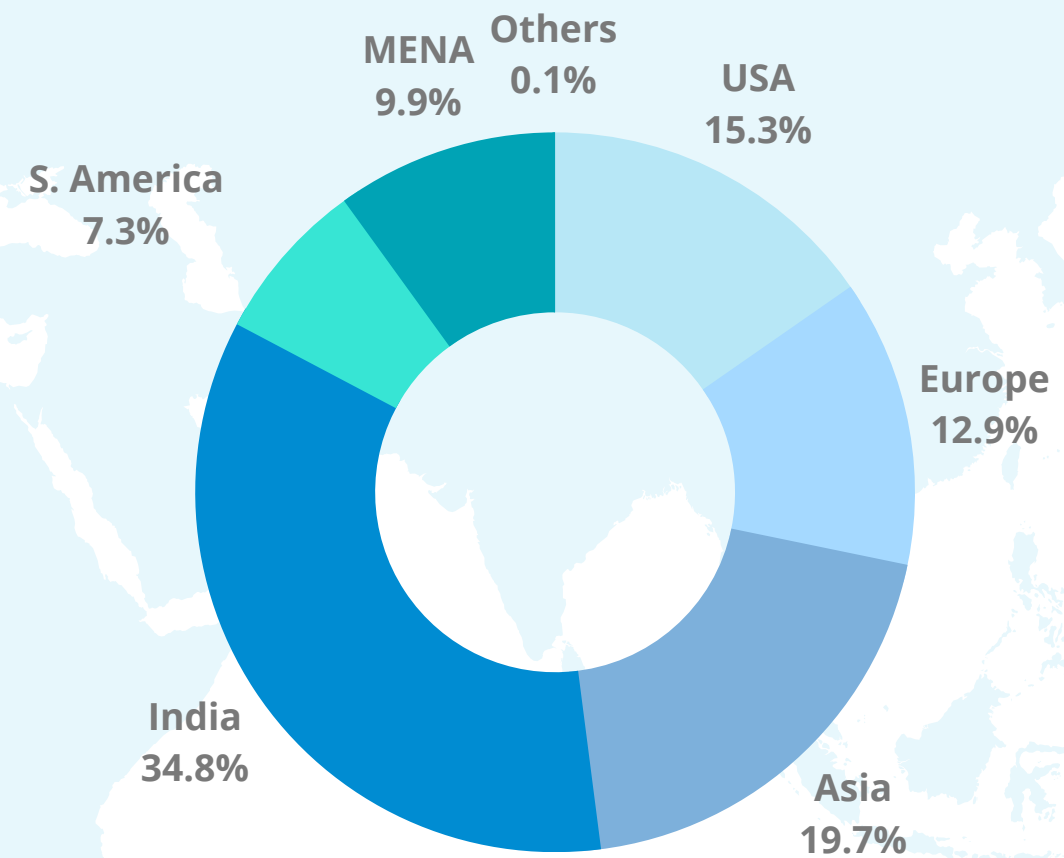
QUARTERLY PERFORMANCE

API BUSINESS

CONTINENT WISE SHARE



FY23



H1' FY24

KEY GROWTH CONTRIBUTORS

FEXOFENADINE

^ 413% *



ROSUVASTATIN

^ 26%

ATORVASTATIN

^ 12%

OLMESARTAN

^ 129%

*WITH MAJOR GROWTH COMING FROM US MARKET WITH START OF SUPPLIES FOR REGULATORY CUSTOMERS POST USFDA OF THE PRODUCT

INTELLECTUAL PROPERTY

USA
EUROPE
JAPAN
KOREA
CHINA
TAIWAN
AUSTRALIA
BRAZIL

143
PATENTS

26
US DMFS

11
CEP

8
CHINA IDLS

185
NON-US DMFS

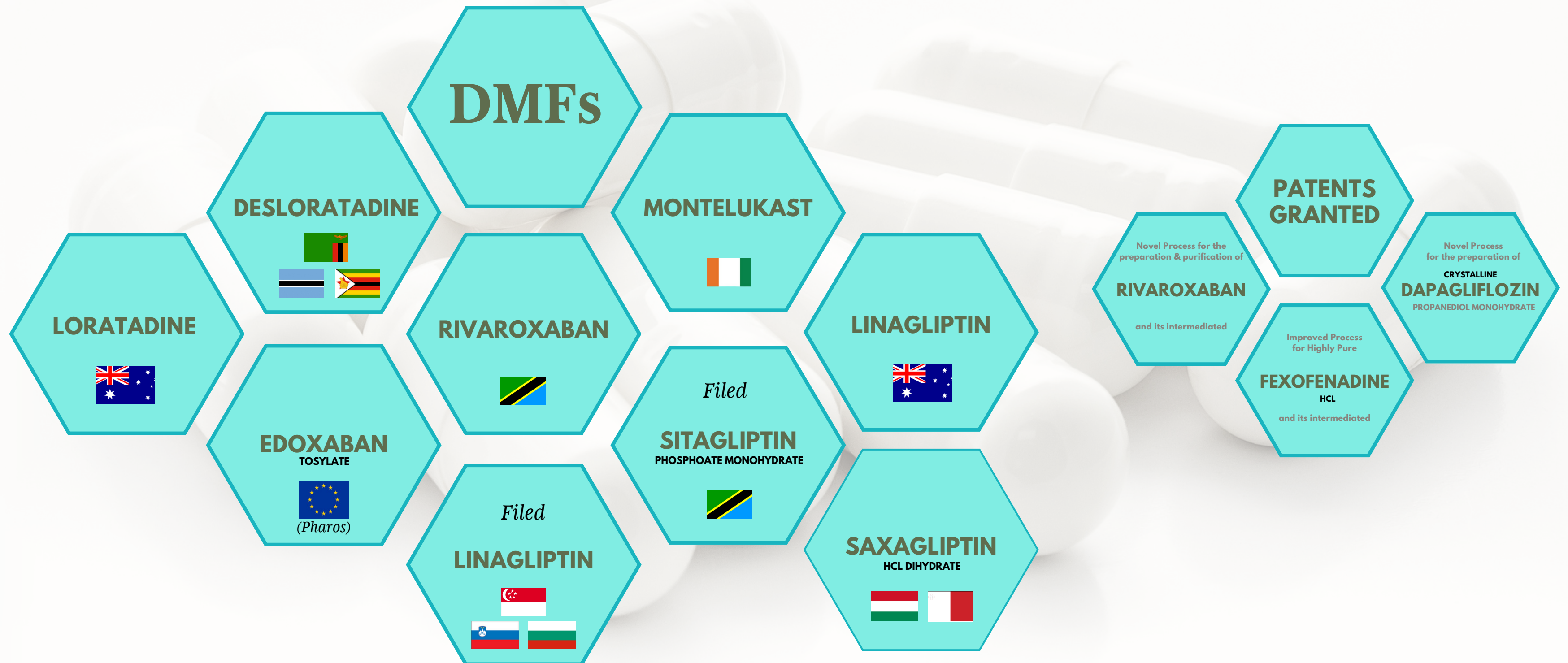
41
NEW PRODUCTS



* 36 PATENTS GRANTED

MOREPEN

DMF FILINGS AND PATENTS



* THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION



API BUSINESS

NEW APIs DEVELOPED

TAFAMIDIS

TRANSTHYRETIN STABILIZER

TICAGRELOR

ANTI - PLATELET

NOTE: THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION

MOREPEN



API BUSINESS

CAPACITY EXPANSIONS

**NEW PRODUCTION
BLOCK (P-11)**
STARTED IN BADDI (HP)

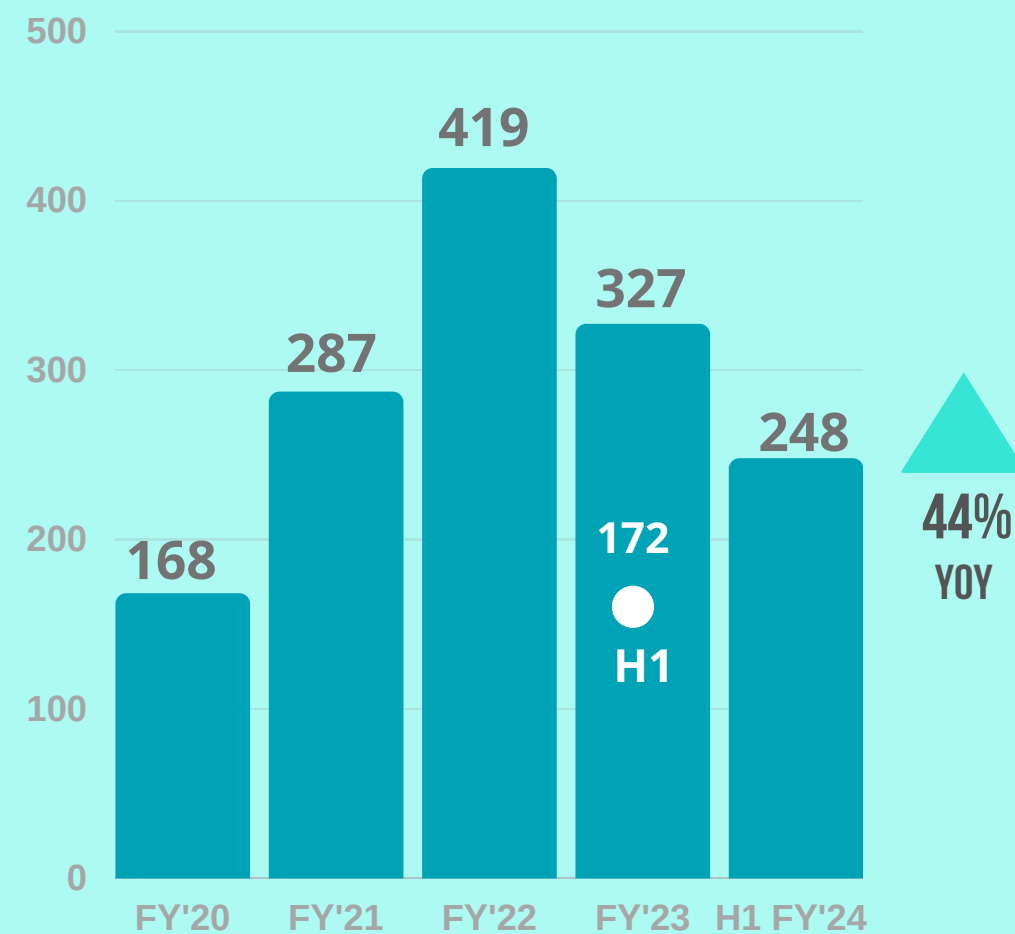
**MONTELUKAST
CAPACITY**
55 MT TO 66 MT

NOTE: THESE PRODUCTS ARE NOT OFFERED FOR SALE IN ANY COUNTRY WHERE THERE IS PATENT PROTECTION

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CAGR 25%

(Rs. in crores)



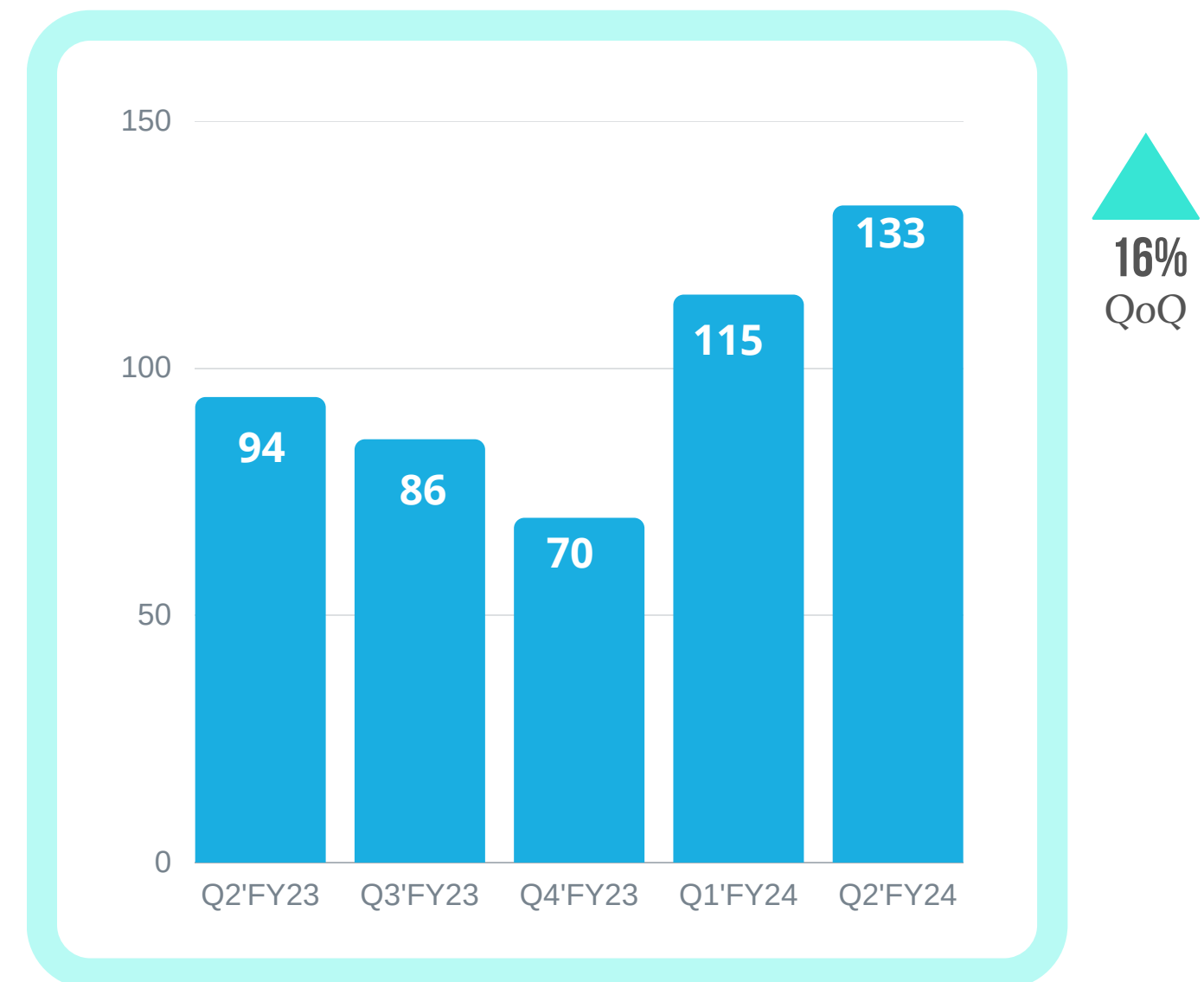
ANNUAL PERFORMANCE

MOREPEN

MEDICAL DEVICES

DEVICES REVENUE

(Rs. in crores)

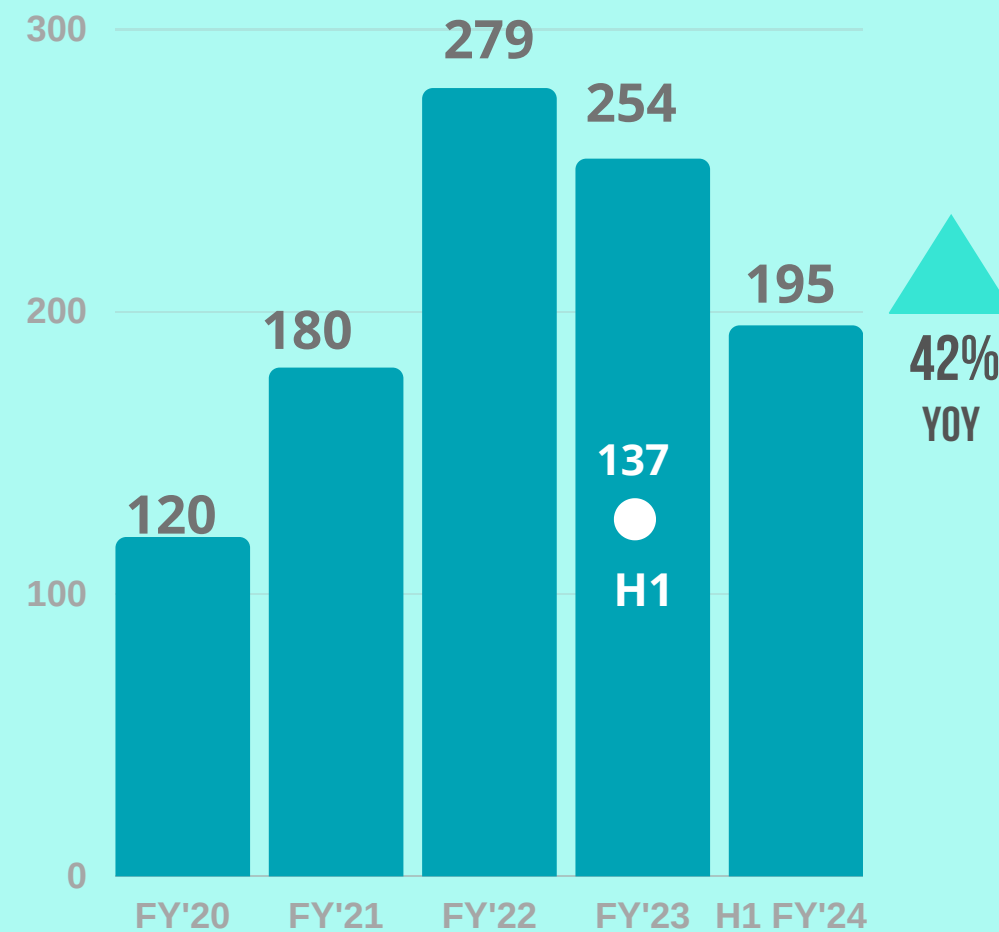


QUARTERLY PERFORMANCE

GLUCO METER REVENUE

CAGR 29%

(Rs. in crores)

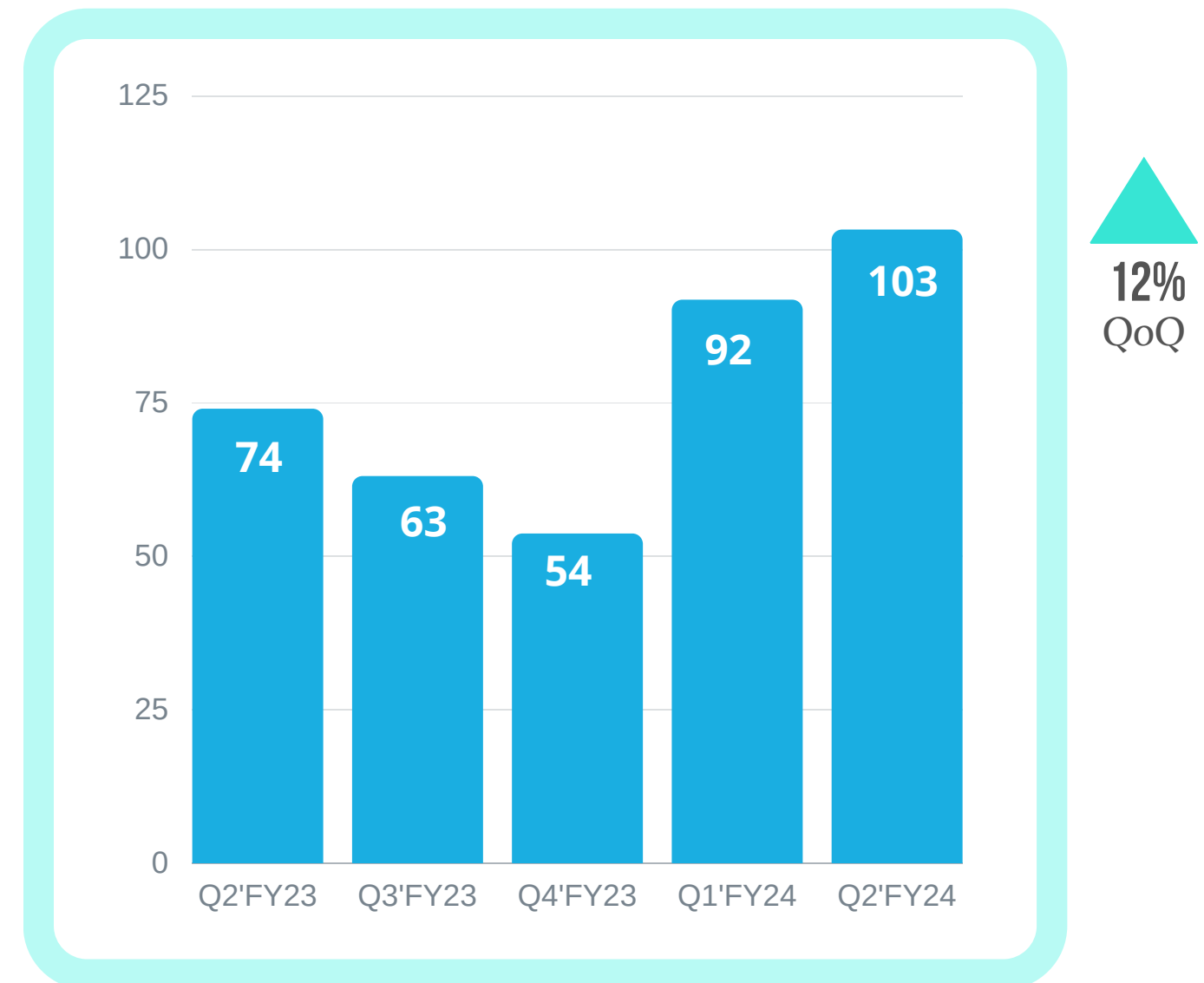


ANNUAL PERFORMANCE

MOREPEN



(Rs. in crores)

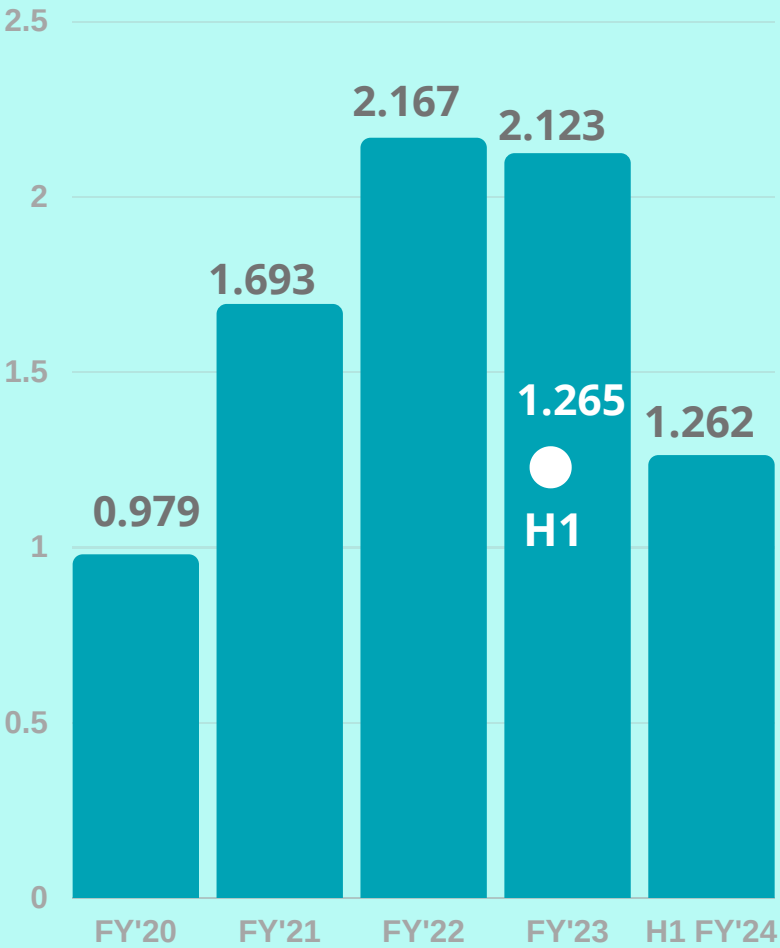


QUARTERLY PERFORMANCE

GLUCO METER INSTALLED

CAGR 29%

Million Meters



MILLION METER INSTALLED



10.6 MILLION
METERS INSTALLED

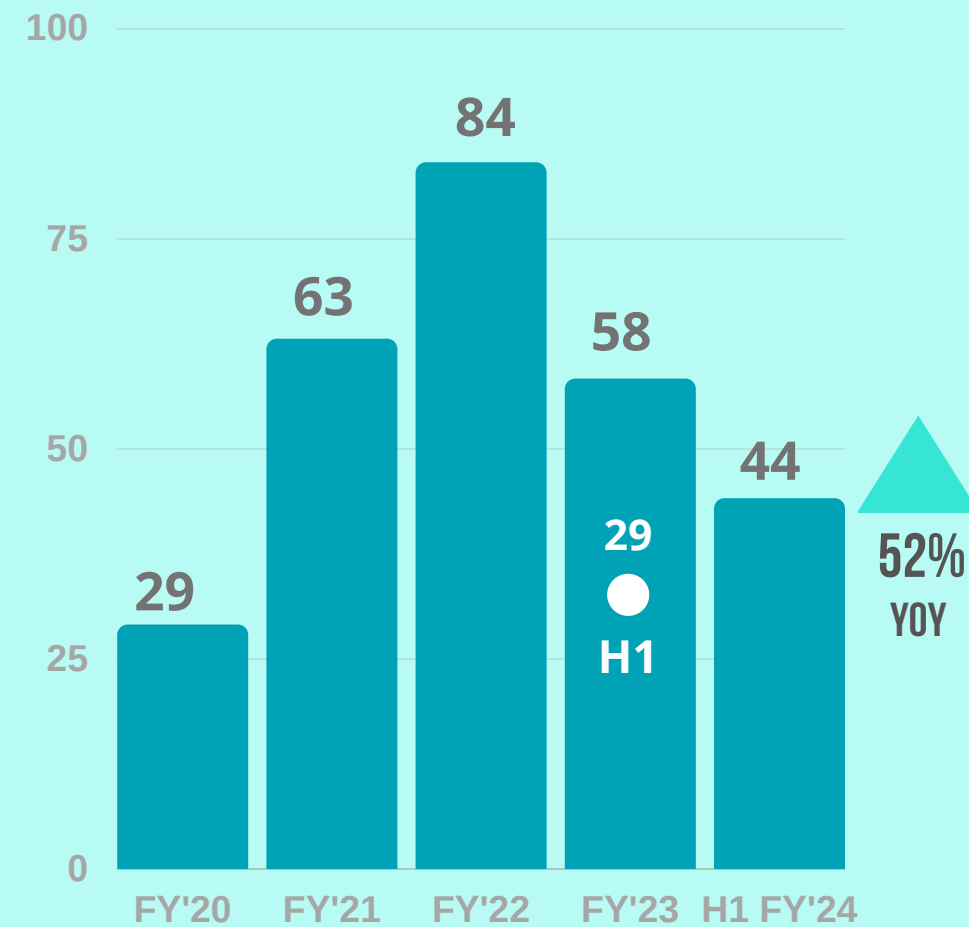
1.39 BILLION
STRIPS SOLD SO FAR



BP MONITOR REVENUE

CAGR 26%

Rs. in crores

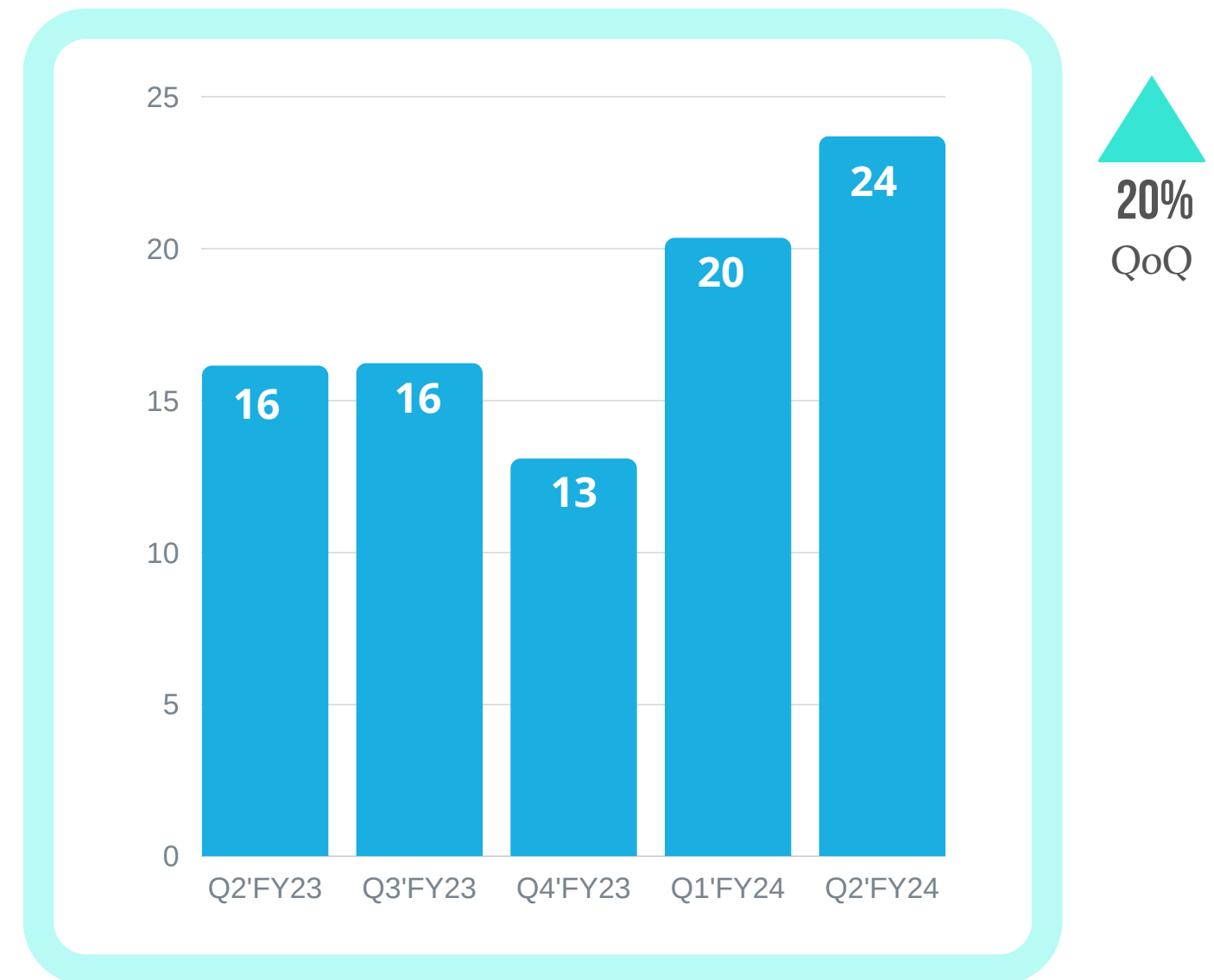


ANNUAL PERFORMANCE

MOREPEN

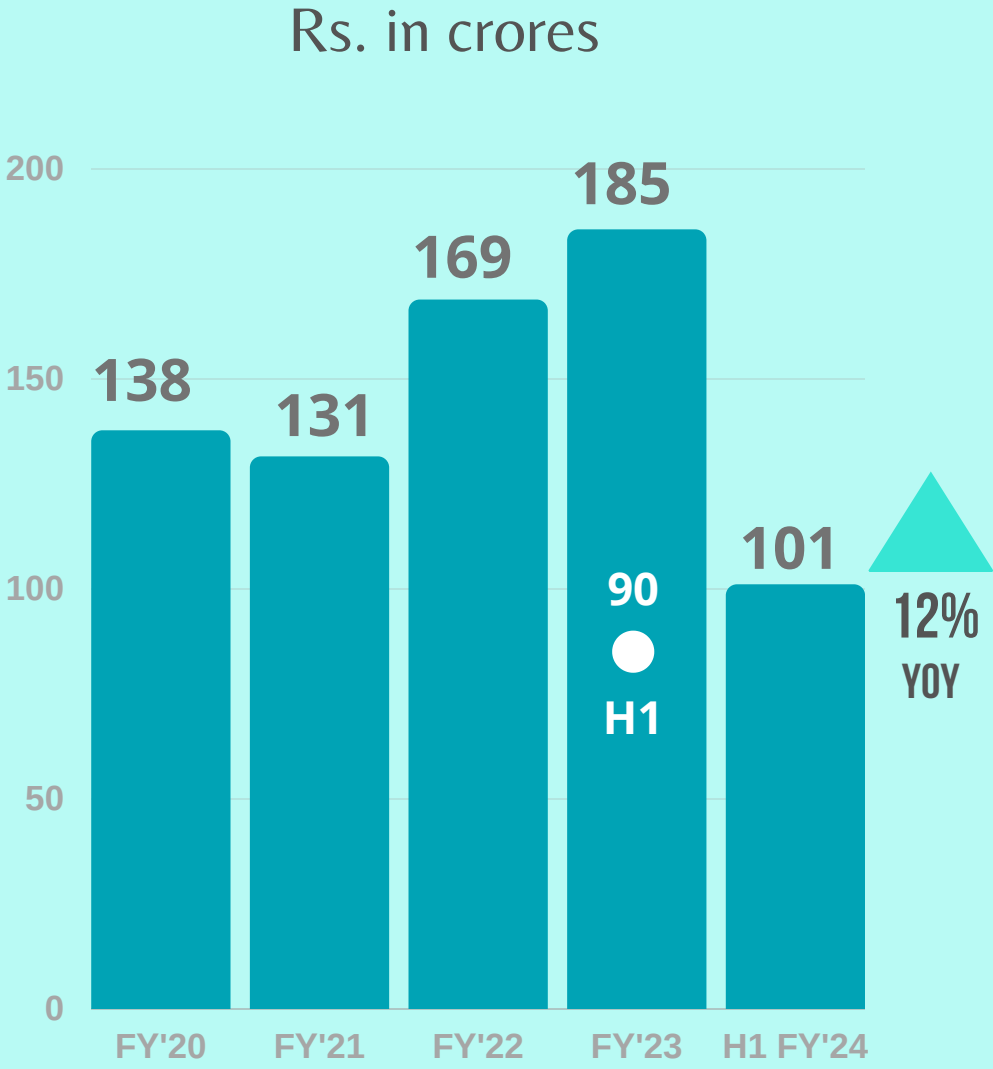


(Rs. in crores)



QUARTERLY PERFORMANCE

CAGR 10%

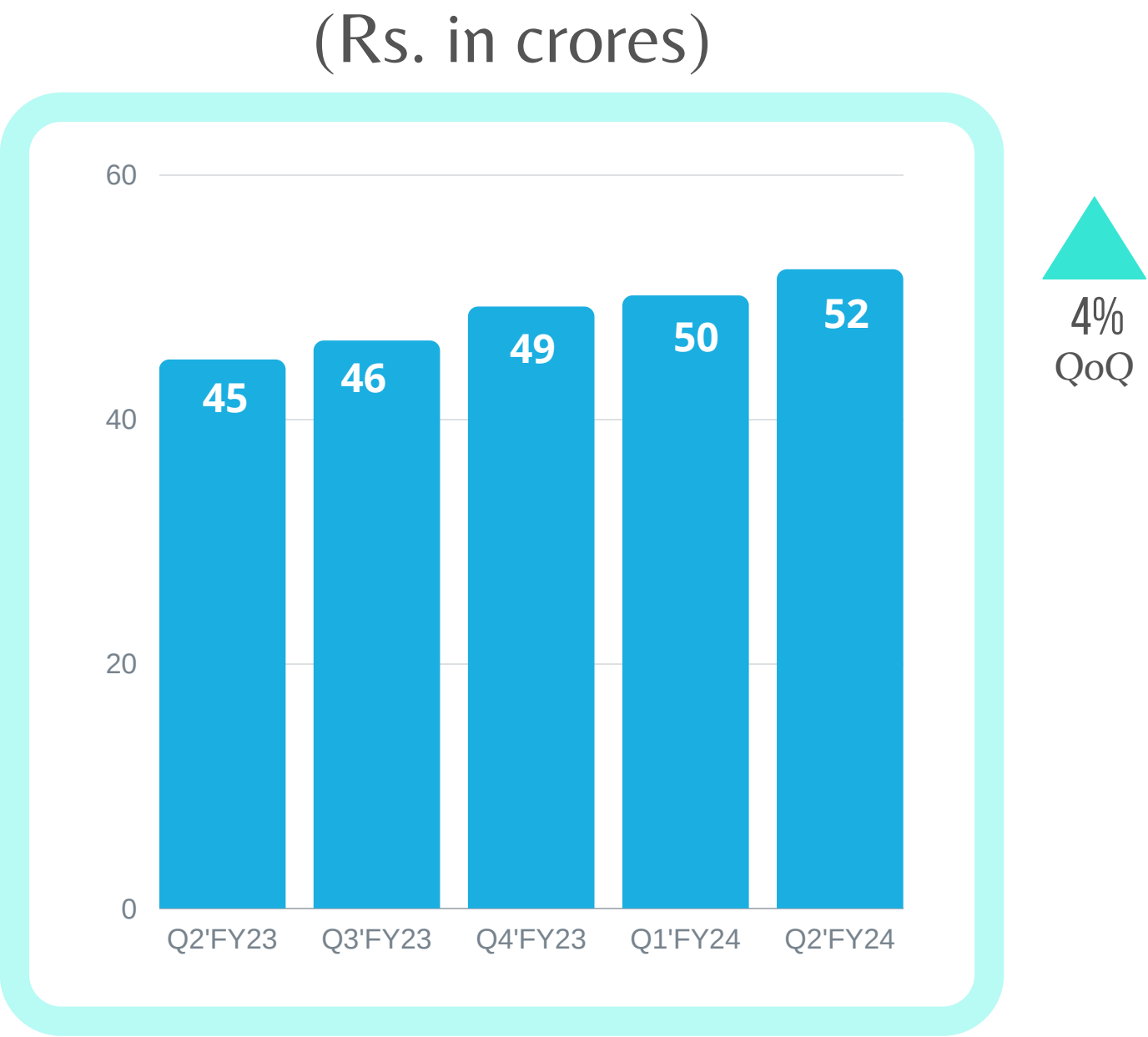


ANNUAL PERFORMANCE



FORMULATION

FORMULATION REVENUE



QUARTERLY PERFORMANCE

GROWTH DRIVERS

^24%
ANTIBIOTICS

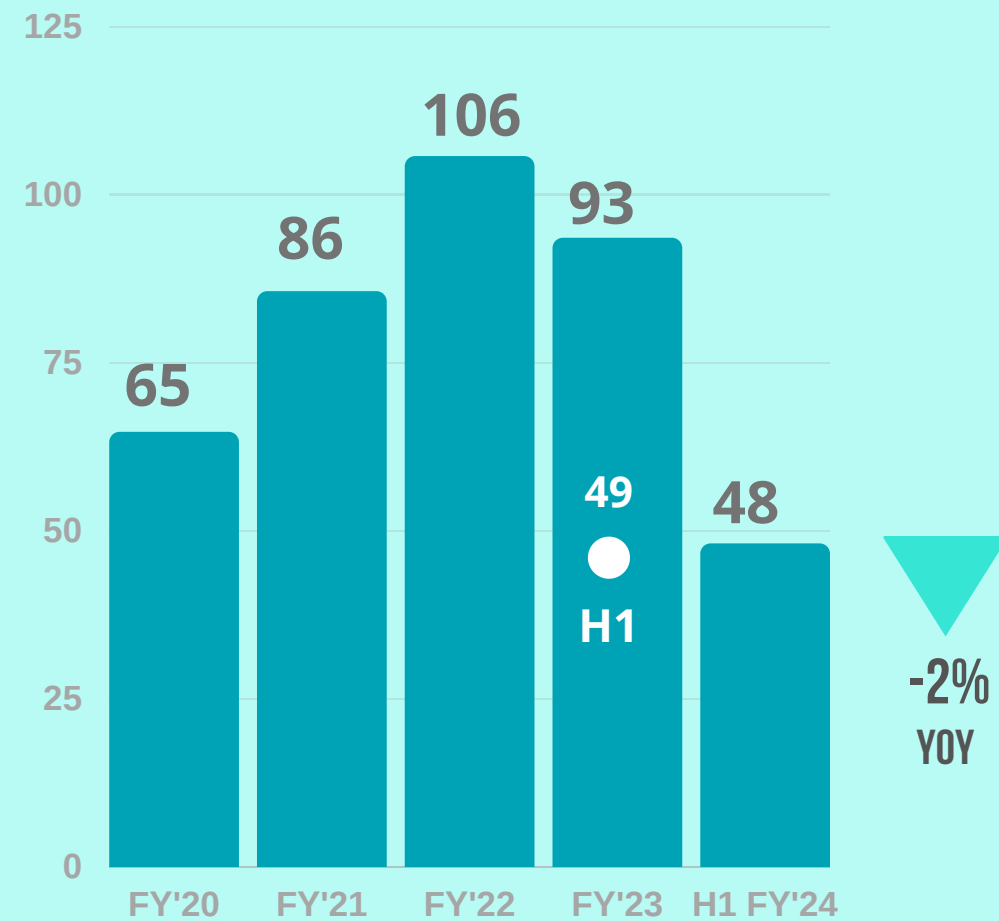
^1%
VITAMINS

^52%
GASTRO

^135%
OTHERS

CAGR 13%

Rs. in crores



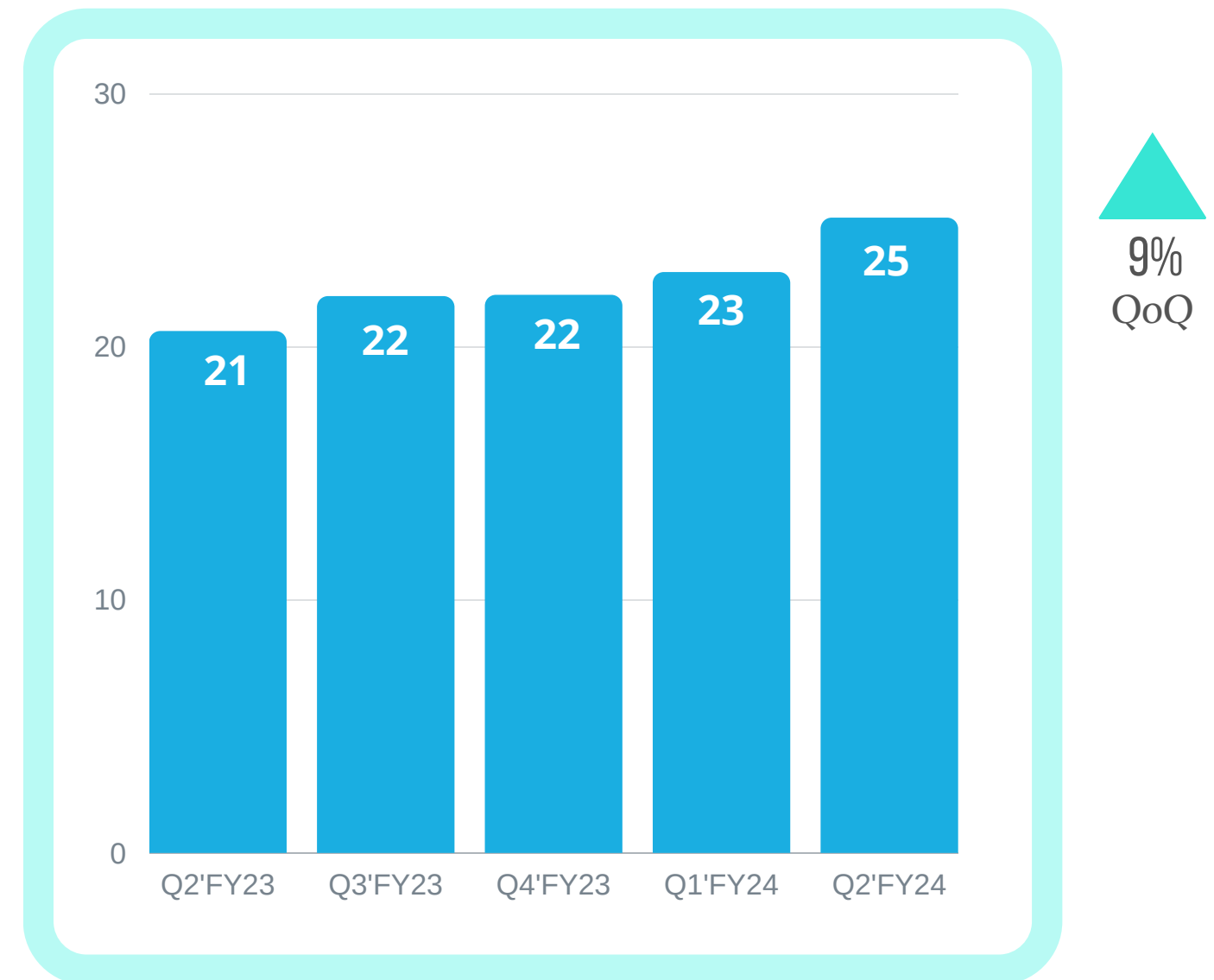
ANNUAL PERFORMANCE

MOREPEN



GROSS REVENUE

(Rs. in crores)



QUARTERLY PERFORMANCE

GROWTH DRIVERS

^78%
BURNOL

^76%
ORAL REHYDRATION/ORS

^38%
GENERAL HEALTH

-31%
OTC ONLINE

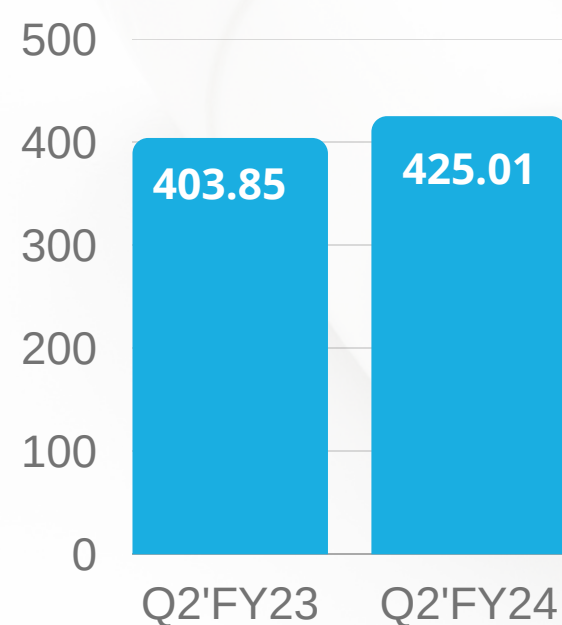
FINANCIAL HIGHLIGHTS

CONSOLIDATED-Q2'FY24

(Rs. in crores)

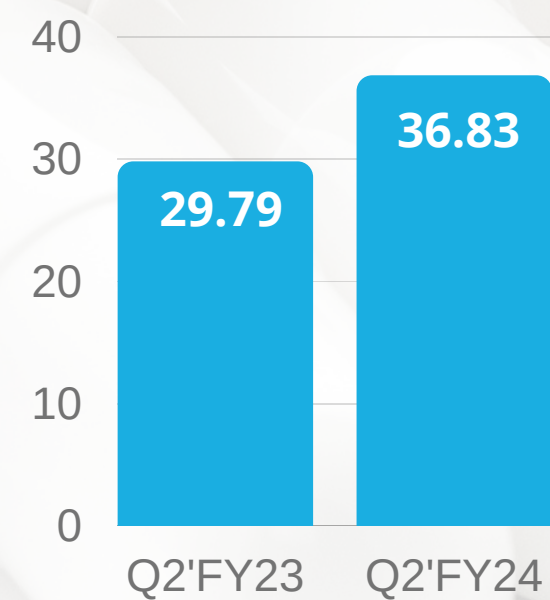
NET REVENUE

^5%



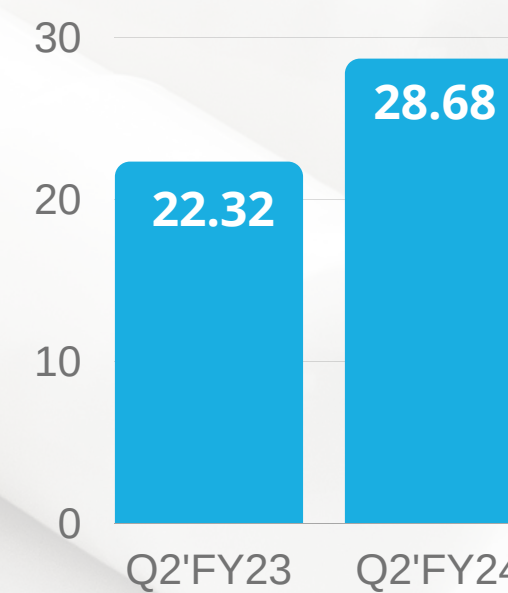
EBIDTA

^24%



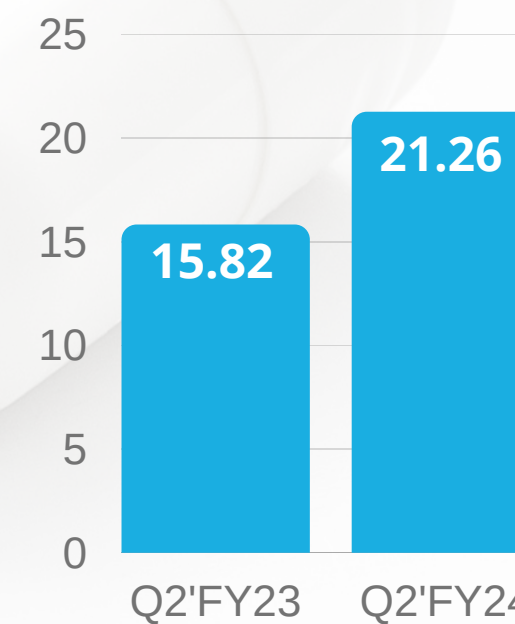
PROFIT BEFORE TAX

^29%



PROFIT AFTER TAX

^34%



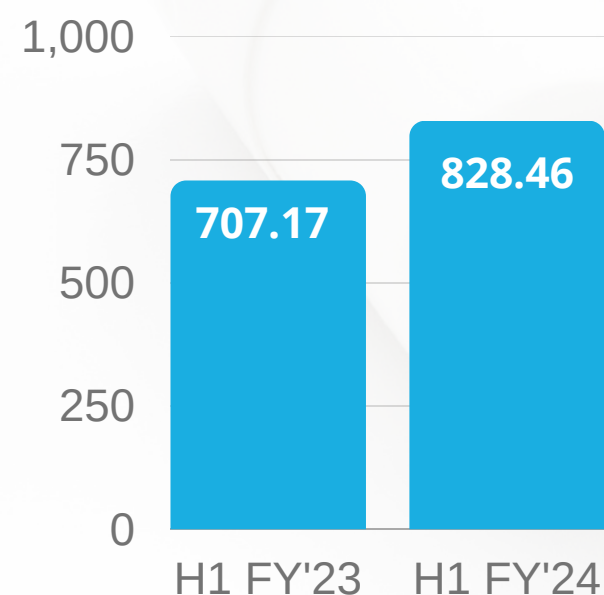
FINANCIAL HIGHLIGHTS

CONSOLIDATED- H1'FY24

(Rs. in crores)

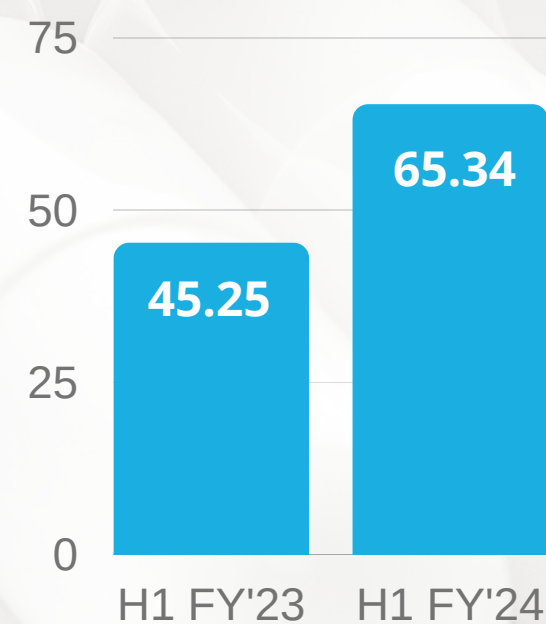
NET REVENUE

^17%



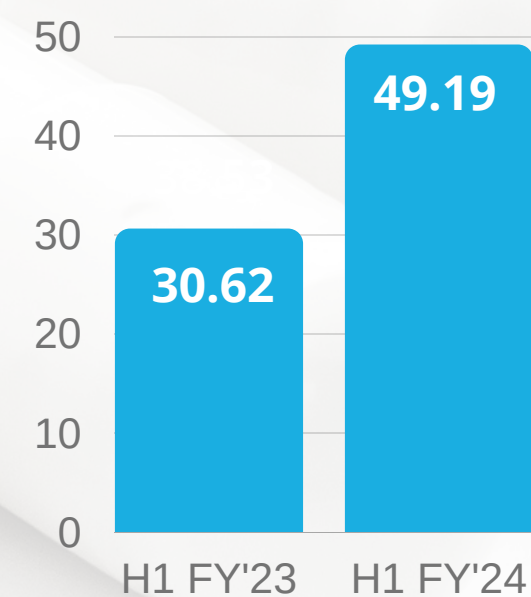
EBIDTA

^44%



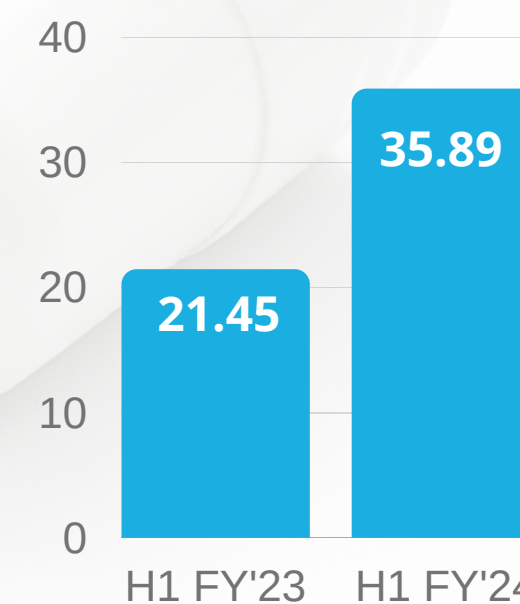
PROFIT BEFORE TAX

^ 61%



PROFIT AFTER TAX

^67%





BEYOND NUMBERS

ENHANCING TALENT FOR PROGRESS

FRESH FACES, DIVERSE EXPERIENCES, BOUNDLESS POTENTIAL

PATH TO GROWTH AND EXPANSION



LALIT BAREGAMA

CHIEF GROWTH OFFICER (API)

20 YEARS EXP | VIWIT, CADILA, VIMTA LABS



ASHUTOSH SHARMA

AVP - SALES & MARKETING, RX

29 YEARS EXP | NATCO, CADILA, TORRENT



PRAMOD SINGH

HEAD- REGIONAL GROWTH (API)

25 YEARS EXP | CENTRIENT, DSM SINOCHAM



PUNEET CHAWLA

NATIONAL SALES MANAGER, RX

21 YEARS EXP | MSN, BIOCON, ARISTO



MAHESH METRI

TERRITORY GROWTH HEAD (API)

17 YEARS EXP | LUPIN



ANJU SINGH

DGM - HR & ADMIN HEAD

20 YEARS EXP | EDUORIENS, MAHINDRA LMT



MANISH GUPTA

TERRITORY GROWTH HEAD

13 YEARS EXP | SUN PHARMA, JUBILANT, BIOCON



NITIKA SAINI

MANAGER CORPORATE COMMUNICATION

10 YEARS EXP | CARE, DENTSU

BUSINESS SYNERGY AND WORK CULTURE

EXCELLENCE IN WORKPLACE



BUBBLE CHAT

- A live chat for transparent, engaging discussions with senior management, industry experts, and mentors. Fostering a vibrant, collaborative workplace culture



MENTORSHIP PROGRAMS

- Development of essential skills, enhanced engagement, motivation, and productivity
- **A special Masterclass by Dr Ram Charan organised to train leaders in emerging leadership trends**



AWARDS

- **Awarded Best Company to Work for in 2023 by Tradeflock.**

KEEPING PACE WITH THE CHANGE



CONNECT 360

- In house initiative for Connecting with all the internal team members through technology and one-on-one relationships



FAST COMMUNICATION

- Fast and secure way to communicate internally and externally



CRM

- World best Customer Relationship Management Software for the sales team to connect and serve the customers worldwide.



MOREPEN@WORK



Thank you

LOVE HEALS