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Date: 31/08/2020

To,

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Scrip Code: 500288

Subject: Investors Presentation (Q1' FY21) August, 2020

Dear Sir,

Please find enclosed the **Investors Presentation (Q1' FY21) August, 2020**, based on the financial performance of the Company for the quarter ended 30th June, 2020.

Kindly acknowledge the receipt and take it on your record.

Thanking you.

Yours faithfully,

For Morepen Laboratories Limited

(Vipul Kumar Srivastava)
Company Secretary

Encl.: *As Above*

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INVESTORS PRESENTATION (Q1'FY21) AUGUST 2020

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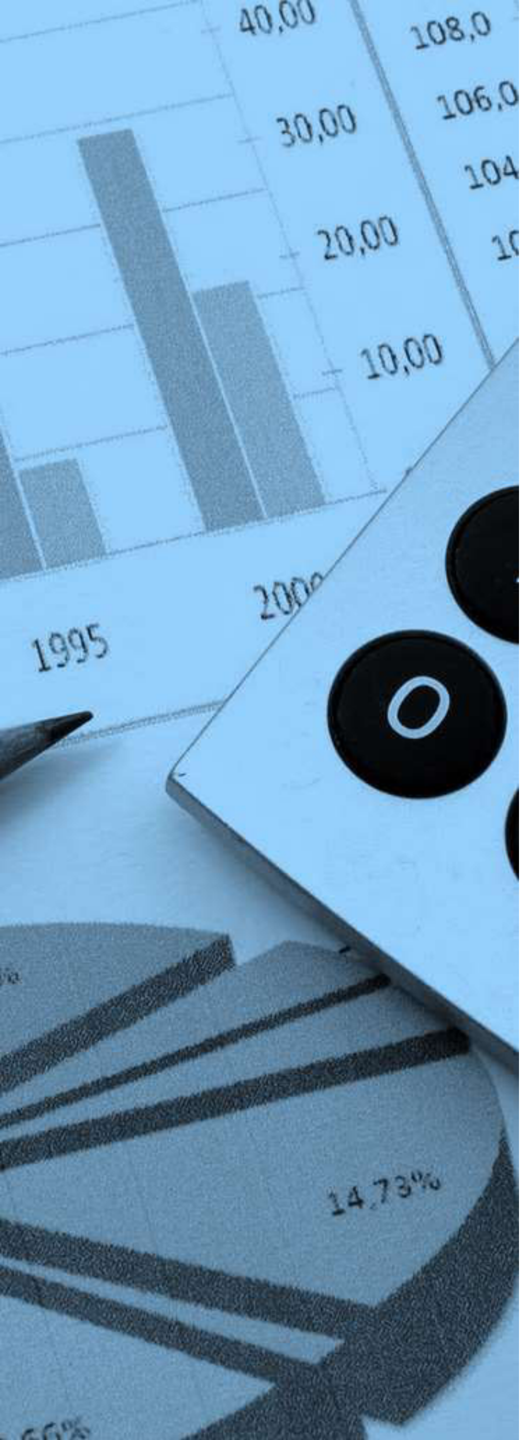

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Highlights of Q1'FY21

Consolidated Performance

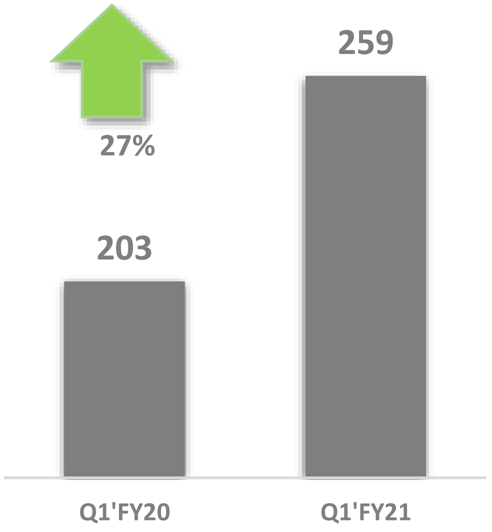
₹ crores

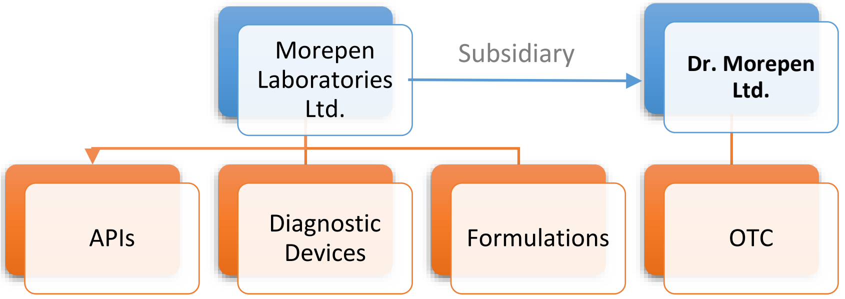
- ***Net Revenue in Q1'FY21 up by 27% at Rs. 258.97 crore from Rs. 203.26 crore in Q1'FY20.***
- ***Net Profit before tax has jumped by 155% at Rs. 19.56 crore against Rs.7.68 crores in Q1'FY20.***
- ***EBDITA has moved up at Rs. 27.90 crore, up 42% from Rs. 19.61 in Q1'FY20.***
- ***Cash Profits shot up by 44% at Rs. 27.61 crore against Rs.19.18 crores last year same quarter .***
- ***API sales marked a record growth of 44% in the Q1'FY21, Export up 47%, Domestic up 36%***
- ***BP Monitors sales jump up by 57% while total diagnostics sales grew by 16%***
- ***OTC Business sales recorded a remarkable growth of 53% with large contribution from Covid range***
- ***Net profit after tax grew by 153% at Rs. 19.37 crores as compared to Rs. 7.66 crores for Q1'FY20.***
- ***Board approves API expansion plan of Rs.178 crores***

Q1 Segment wise growth:

- ***Overall business*** *for the quarter (Q1'FY21) has registered growth of **27%** as compared to Q1'FY20 despite market disruptions due to complete lockdown in major markets.*
- ***API Business*** *has registered a growth of **44%** for the year Q1'FY'21 and has contributed 64% to the consolidated sales revenue and **68%** to the standalone revenue against 60% of consolidated sales revenues last year same quarter.*
- ***Home Diagnostic*** *Devices business constituting **18%** to the topline has shown decent growth of **16%** in Q1'FY'21 as compared to Q1'FY20 with introduction of new products.*
- ***OTC Business*** *has been able to scale excellent growth of **53%** during the current quarter thanks to launch of range of Covid essentials.*
- ***Finished dosage*** *business had faced difficulty reaching the market due to Covid lockdowns and overall business has registered a drop of 31% against the Q1'FY'20 revenues.*

₹ crores

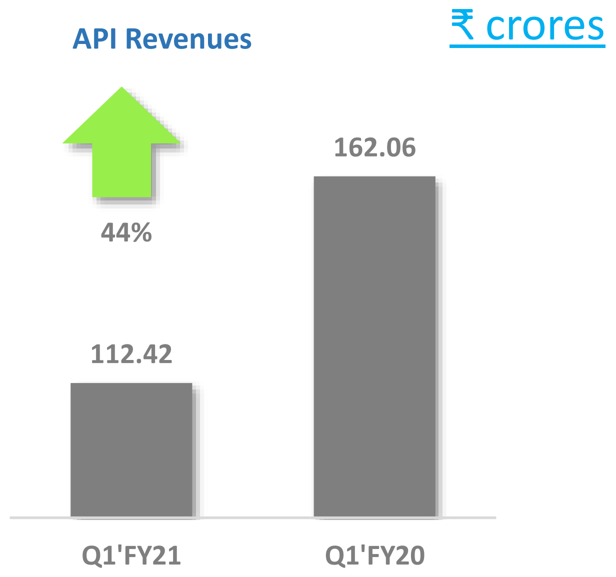


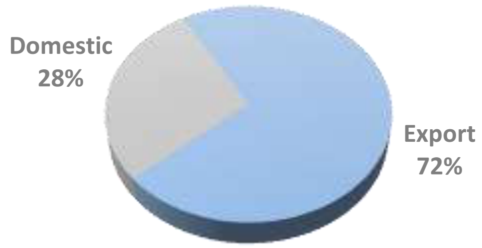


Segments	Q1'FY21	Q1'FY20	Y-o-Y Growth
APIs	**162.06**	112.42	44%
Diagnostics	**46.56**	40.03	16%
OTC	**21.69**	14.16	53%
Formulations	**23.04**	33.29	(31%)

API: Taking the lead

- ***API business*** *increases its lion's share in company's revenues to* ***64%*** *and has* ***grown by 44%*** *on Q-o-Q basis despite lockdown in various markets in India and abroad.*
- *In the* ***Export*** *market business grew by more than* ***47%*** *and in the* ***Domestic*** *market also API business marked a growth of 36%.*
- *All existing products comprising of Loratadine, Atorvastatin, Fexofenadine and Rosuvastatin scaled new heights during the current quarter - Q1'FY21*



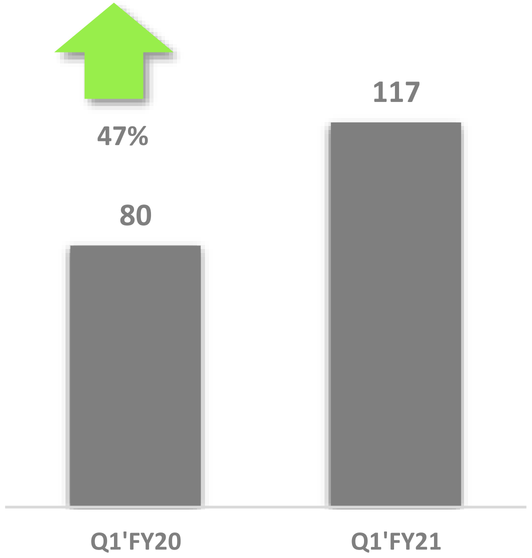


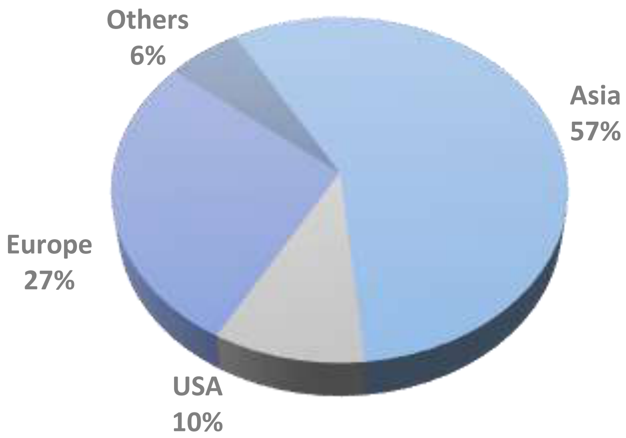
Main Products	Q1'FY21	Q1'FY20	Growth
APIs	**142.88**	100.12	**43%**
Intermediates	**11.67**	6.11	**91%**
New Molecules	**7.51**	6.19	**21%**

Regulated Markets Exports Soared

₹ crores

- ***Asia pacific Export business*** *has got **57%** share in the export business for the year FY'21 and a good growth of 45% as compared to FY'20.*
- *Europe market has shown spectacular increase of **127%**, USA business has down by **20%** this quarter due to lockdowns.*
- *Other semi-regulated markets have given an excellent growth of **38%***
- ***Board had approved API expansion plan of Rs.178 crores***





Region	Q1'FY21	Q1'FY20	Growth
APAC	**66.43**	45.96	45%
Europe	**32.43**	14.26	127%
USA	**11.53**	14.41	(20%)
Others	**6.73**	4.87	38%

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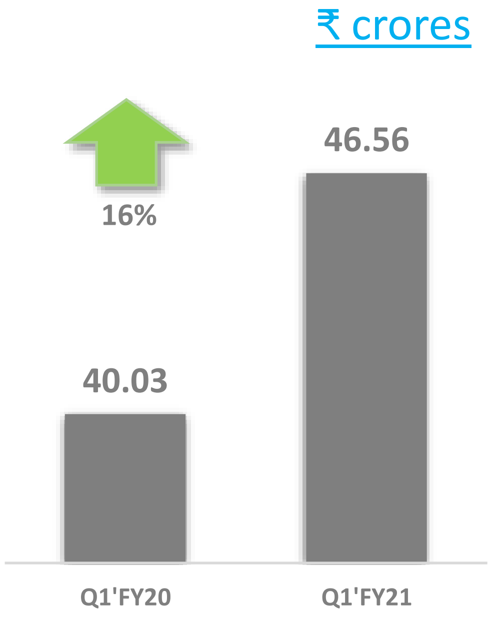
Mega Expansion plan- Rs.178 crores

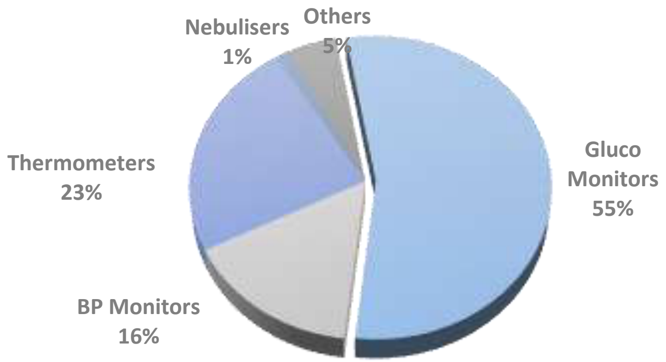
- *Company's Board has approved a mega expansion plan involving an outlay of Rs. 178 crore for existing products and the strong pipeline of APIs under development.*
- *The plan has already been approved by Himachal State Government under single window clearance scheme and environmental clearance by State Level Approval Committee is awaited.*
- *This expansion would add 2000 MT p.a. manufacturing capacity in addition to 3000 MT p.a. capacity already installed and will facilitate production of over 40 new and existing bulk drugs.*
- *The expanded capacity is likely to commence commercial production over the next 2-3 years in a phased manner and would generate additional employment for about 700 people.*
- *The company proposes to fund the expansion by a combination of internal accruals and outside funding as may be proposed by the Board.*
- *Expansion plan of API manufacturing facility is well in sync with present global trend where all major companies are shifting their outsourcing from China.*
- *Indian API industry is rightly placed to become the global outsourcing hub for foreign pharmaceutical giants, with best international quality standards supported by complete documentation and FDA approvals in place.*
- *Govt. of India has also come forward in a very aggressive manner to support this mission and make India self-reliant in APIs.*

Baddi API Plant: Arial View

Devices Business – Performance

- ***Home Devices portfolio*** *has achieved a good growth of 16% during the quarter compared to corresponding period last year. In order to fight the Covid-19 battle, company launched Non-Contact Infrared Thermometers in the month of April 2020.*
- ***Thermometer*** *sales for the quarter had jump of around twenty times (20x) as compared to Q1'FY20 due launch of Non-contact thermometers.*
- ***Blood pressure monitors sales*** *have registered a incredible growth of* ***57%*** *during the current quarter against Q1'FY20 revenues.*
- *Company also started manufacturing Oximeters in India in the Q1'FY21 due to increased demand.*
- *With 30 million Gluco Monitoring strips being sold during the quarter, the number of strips being used by the consumers has crossed 450 million.*





Dr. Morepen
Non-Contact Thermometer And Oximeter

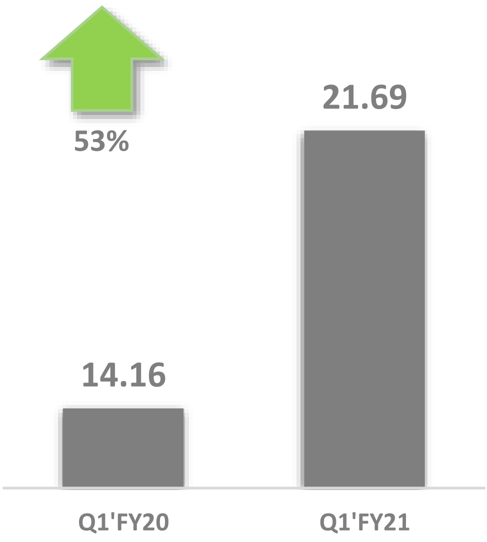
NEW

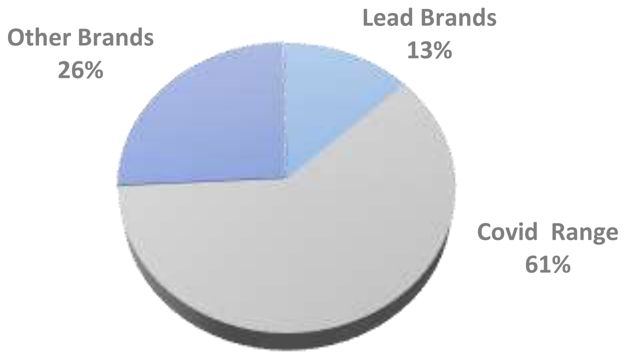
New Launches: Oxygen Concentrator for Covid Care

OTC Business Shines all the way

₹ crores

- ***OTC** category in total has been able to score a stunning growth of **53%** during the quarter on the strength of 50% growth in grooming business and introduction of Covid range of products.*
- *The Company launched a wide range of, **hand sanitizers, hand rubs, hand wash, anti-bacterial spray, anti-bacterial soap, disinfectant solutions, face masks, gloves, Vitamin - C gummies for kids, Multivitamins, Chyawanprash and Curcumin tablets** to fight Covid-19 in the marketplace.*
- ***Covid Range** contributed more than 61% to the top line of the OTC business during the quarter.*





Segments	Q1'FY21	Q1'FY20	Q-o-Q Growth
Lead Brands	**2.89**	7.03	(59%)
Covid Range	**13.26**	-	100%
Other Brands	**5.54**	7.14	(22%)

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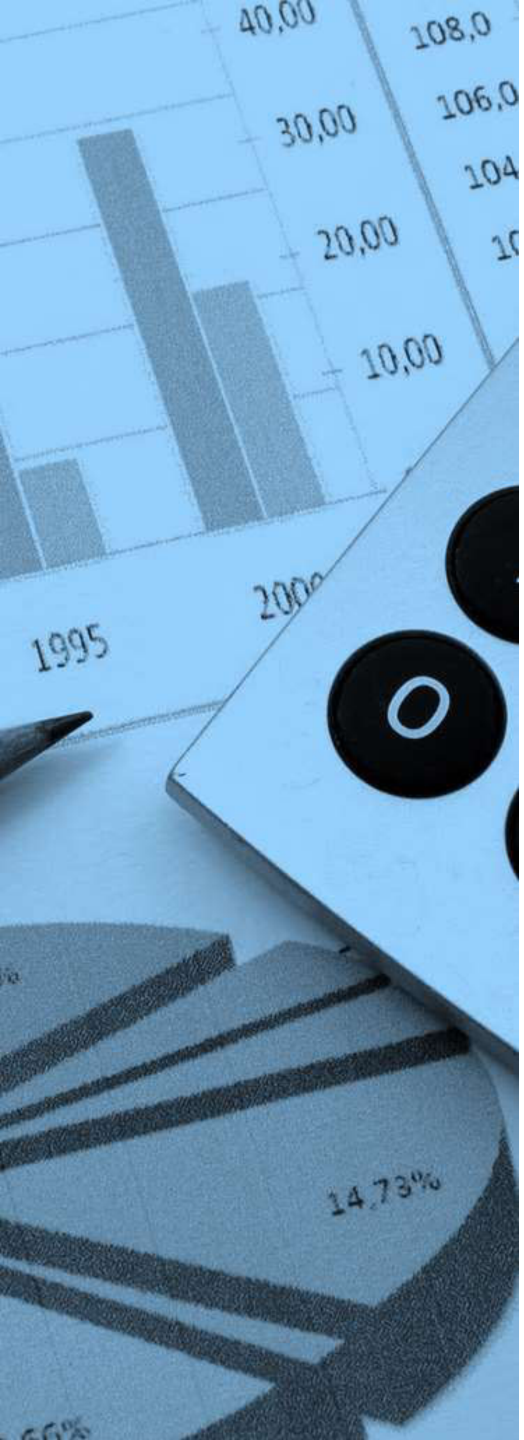

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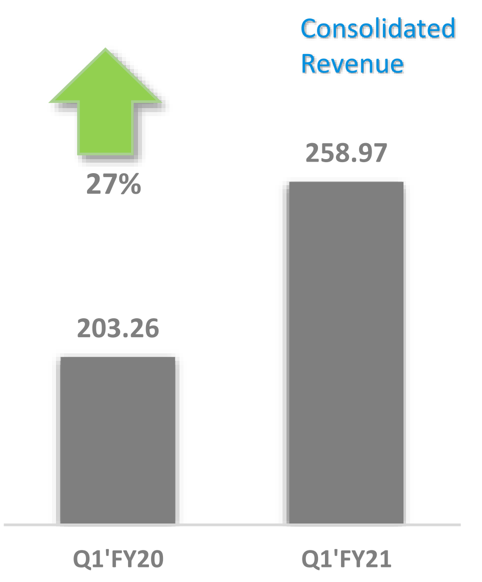
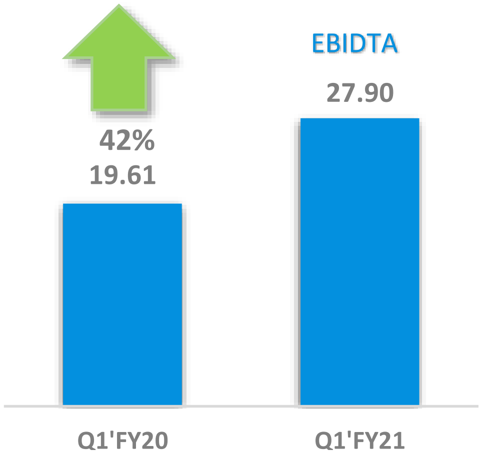
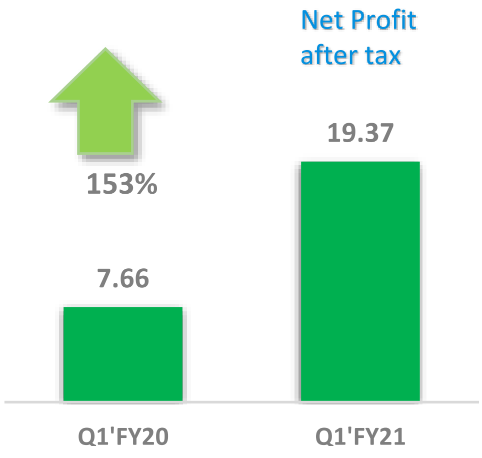
Profit after tax jumps 153%

- ***EBIDTA** has scaled up from Rs. 19.61 crores to Rs. 27.90 crores, a significant jump of **42%** during the year Q1'FY21 on account of increased topline and controlled expenses.*
- ***Cash Profits** during the year Q1'FY21 has also taken a leap of **44 %** as compared to last year same quarter.*
- ***Net profit before tax (PBT)** has risen to Rs.19.56 crores as against Rs. 7.68 crores in the year Q1'FY21, a major jump of **155%** against Q1'FY20.*
- ***Net profit after tax (PAT)** for Q1'FY21 is Rs.19.37 crores as compared to Rs. 7.66 crores in Q1'FY20 registering a high jump of **153%**.*
- *Accordingly, **Earning per share (EPS) for the Q1** of the company has also moved form Rs. 0.17 to Rs. 0.43 registering a jump of 153%*

₹ crores







Q1'FY21 Performance - Standalone

₹ crores

Particulars	Q1'FY21	Q1'FY20	Q-o-Q Growth
Net Revenue	**244.58**	189.75	28.89%
Expenditure	**217.98**	170.02	28.20%
EBIDTA	**26.60**	19.73	34.85%
Interest	**0.28**	0.42	(32.33%)
Cash Surplus	**26.32**	19.31	36.32%
Dep. & Amortization	**7.47**	10.90	(31.45%)
Profit before Tax	**18.85**	8.41	124.16%
Tax	**-**	-	-
Net Profit after Tax	**18.85**	8.41	124.16%

Q1'FY21 Performance - Consolidated

₹ crores

Particulars	Q1'FY21	Q1'FY20	Q-o-Q Growth
Net Revenue	**258.97**	203.26	27.40%
Expenditure	**231.07**	183.65	25.81%
EBIDTA	**27.90**	19.61	(42.26%)
Interest	**0.29**	0.43	(33.27%)
Cash Surplus	**27.61**	19.18	43.94%
Dep. & Amortization	**8.05**	11.50	(29.95%)
Profit before Tax	**19.56**	7.68	154.61%
Tax	**0.19**	0.02	-
Net Profit after Tax	**19.37**	7.66	152.73%

Thank You

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