

# Medicamen Biotech Limited

Q1 FY18 Presentation  
August 2017

# Agenda



Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, cash flow projections, our exposure to market risks as well as other risks. Medicamen Biotech Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# Key Highlights

## Robust growth in earnings

- Entry in new international markets led the ~50% y-o-y growth of revenue
- **Maiden dividend of 10%**

## Talent acquisition

- Induction of managerial executives in corporate office, plant and R&D centre
- Restructuring of regulatory affairs (RA) and quality assurance (QA) team

## Technological upgradation

- Implemented ERP system to streamline inventory movement
- Raised funds via preferential warrants to undertake plant modernization

Total revenue

50.1%  
growth

1,755

2,633

1Q2017

1Q2018

EBIT

73.5%  
growth

189

368

1Q2017

1Q2018

PAT

121.4%  
growth

113

251

1Q2017

1Q2018

Note: in INR Lakhs

# Profit And Loss Summary For Y-o-Y Performance

Particulars (INR lakhs)	1Q 2018	% of net sales	1Q2017	% of net sales	Y-o-Y growth
Net Sales	2600.7	100%	1724.8	100%	50.8%
Other Operating Income	32.6		29.7		
Total Revenue	2633.3		1754.5		50.1%
EBITDA	415.6	16.0%*	544.9	15.0%*	60.8%
EBIT	367.5	14.1%*	188.9	12.3%*	73.5%
Net Profit	250.6	9.6%*	113.2	6.6%*	121.4%

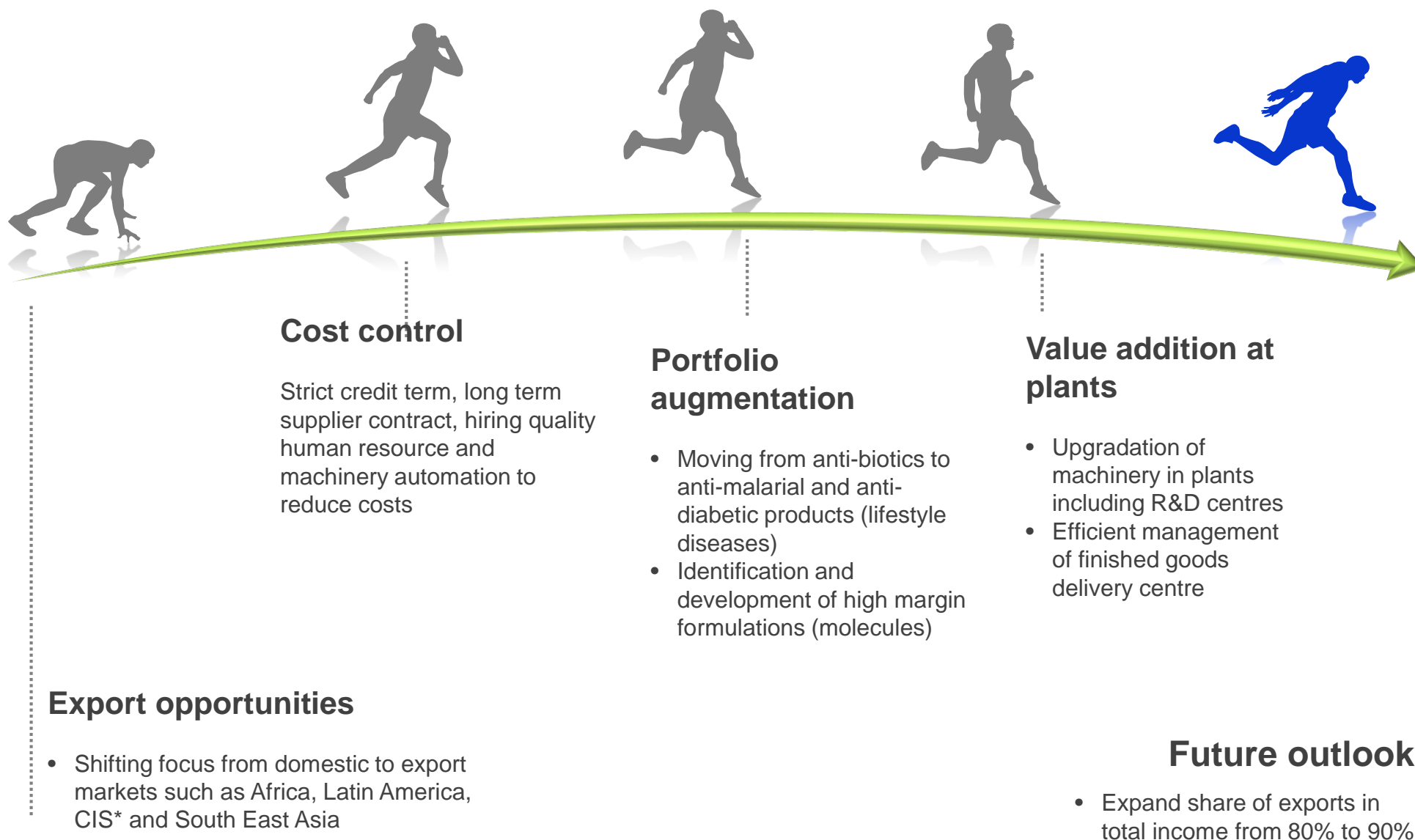
Note: \* margins calculated using net sales

# Profit And Loss Summary For Q-o-Q Performance

Particulars (INR lakhs)	1Q 2018	% of net sales	4Q2017	% of net sales	Q-o-Q growth
Net Sales	2600.7	100%	2228.4	100%	16.7%
Other Operating Income	32.6		(32.9)		
Total Revenue	2633.3		2195.5		19.9%
EBITDA	415.6	16.0%*	293.2	25.6%*	41.7%
EBIT	367.5	14.1%*	243.3	9.3%*	51.0%
Net Profit	250.6	9.6%*	115.1	5.2%*	117.7%

Note: \* margins calculated using net sales

# Strategy and Outlook



Note: \*Commonwealth of Independent States





## Appendix

# Company Overview

## Snapshot

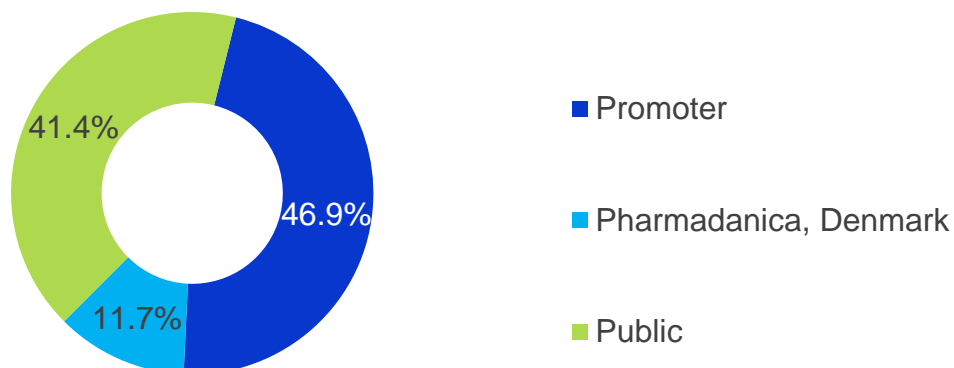
**Incorporation Year:** 1993

**Corporate office:** New Delhi

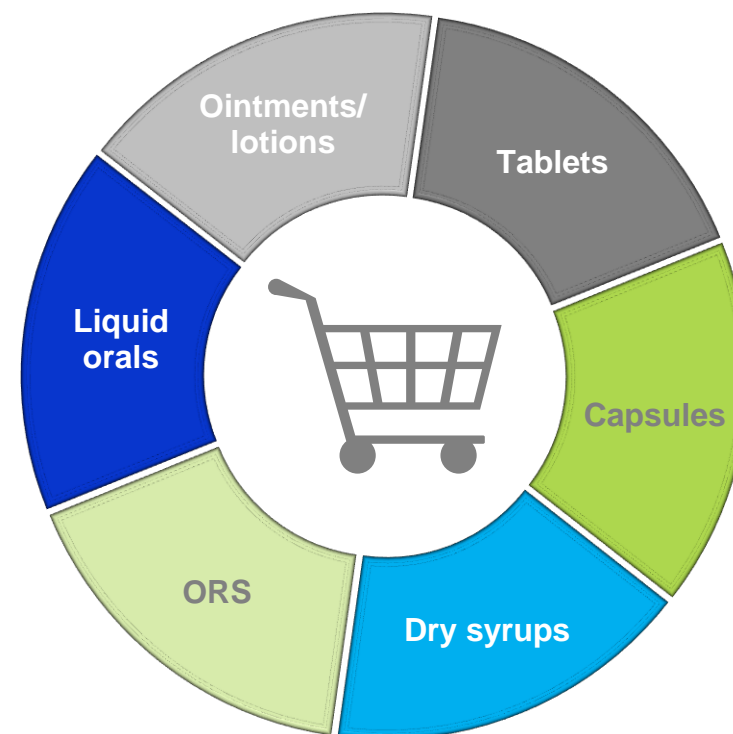
**Employees:** Over 225 (as of 30 June 2017)

**Exchange Listing:** BSE

**Shareholding Pattern** (as of 30 June 2017):



## Product offerings



## Manufacturing sites



**Bhiwadi**  
(Rajasthan)

**Area:** 4.8 acre

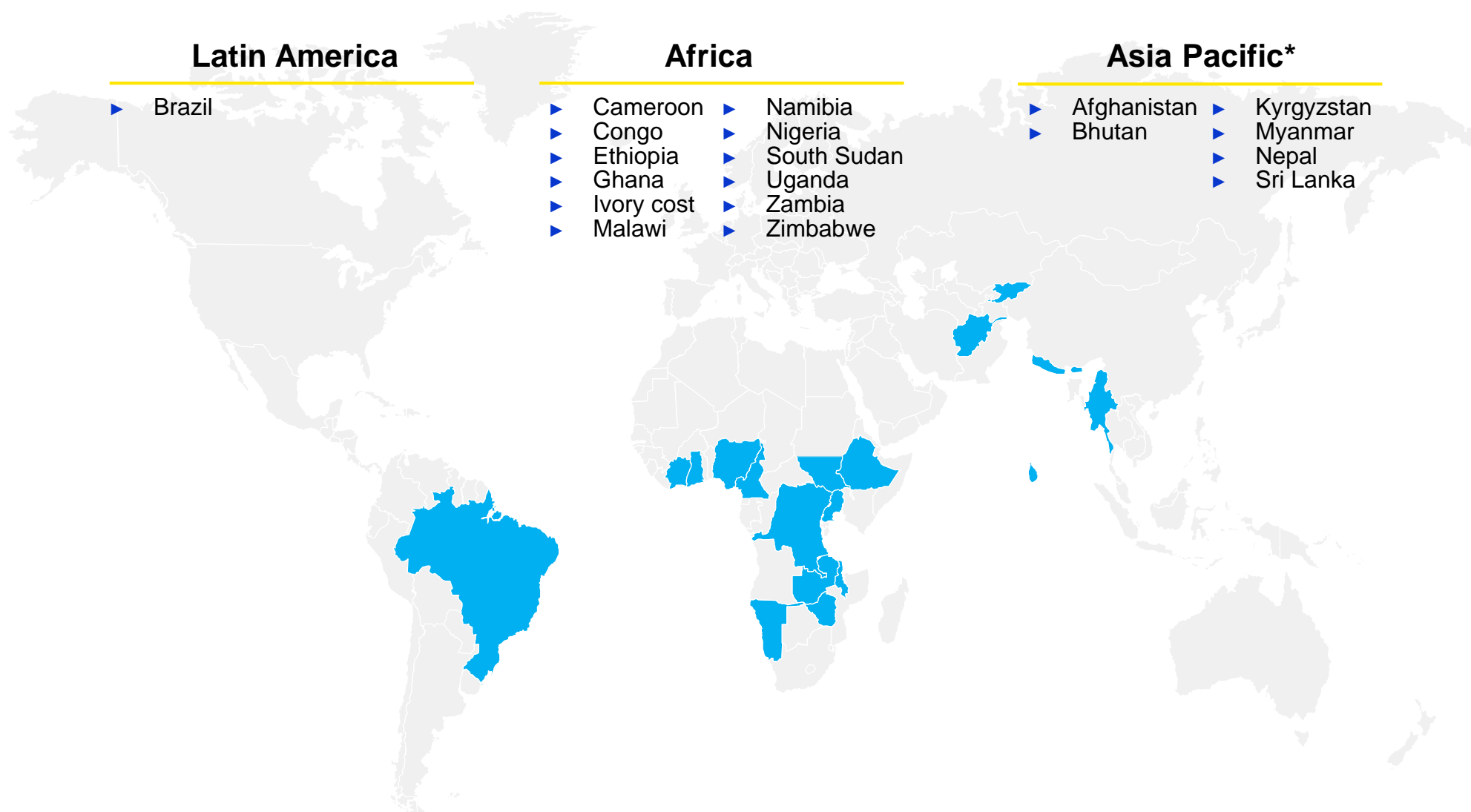


**Haridwar**  
(Uttarakhand)

**Area:** 0.74 acre



# Global Footprint



Note: Afghanistan and Kyrgyzstan are part of CIS nations

# Detailed Profit And Loss Statement

In INR Lakhs

Particulars	3 months ended 30 Jun 2017 (unaudited)	3 months ended 31 Mar 2017 (audited)	3 months ended 30 June 2016 (unaudited)	Period ended 30 June 2017 (unaudited)	Year ended 31 Mar 2017 (audited)
Income from operations					
Net sales/income from operations (net of excise duty)	2600.7	2228.4	1724.8	2600.7	8245.6
Other income	32.6	(32.9)	29.7	32.6	30.7
<b>Total Revenue</b>	<b>2633.3</b>	<b>2195.5</b>	<b>1754.5</b>	<b>2633.3</b>	<b>8276.3</b>
Expenses					
Cost of material consumed	1628.8	1381.6	917.7	1628.8	4777.8
Purchase of goods traded	0.0	10.4	15.8	0.0	44.1
Changes in inventory of finished goods and WIP	(51.4)	(83.2)	73.6	(51.4)	99.1
Employee benefit expenses	212.9	231.2	132.9	212.9	665.3
Finance Cost	54.1	85.6	69.6	54.1	303.2
Depreciation and Amortization expenses	48.1	49.9	46.7	48.1	192.2
Other expenses	404.9	362.5	356.0	404.9	1558.7
<b>Total Expenses</b>	<b>2297.4</b>	<b>2037.9</b>	<b>1612.2</b>	<b>2297.4</b>	<b>7640.4</b>
<b>Profit / (Loss) before Exceptional items and tax</b>	<b>335.9</b>	<b>157.7</b>	<b>142.2</b>	<b>335.9</b>	<b>635.9</b>
Exceptional items (Commercial tax expenses for prior years)	22.6	0.0	0.0	22.6	0.0
<b>Profit / (Loss) before tax</b>	<b>313.4</b>	<b>157.7</b>	<b>142.2</b>	<b>313.4</b>	<b>635.9</b>
Tax expenses:					
Current year	63.9	32.2	27.1	63.9	129.7
Deferred Tax Liability	(1.1)	10.5	1.9	(1.1)	(9.8)
<b>Net Profit / (Loss) for the period before minority interest</b>	<b>250.6</b>	<b>115.1</b>	<b>113.2</b>	<b>250.6</b>	<b>516.0</b>
Share of profit / (loss) of associates	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.0	0.0
<b>Net Profit / (Loss) after taxes and minority interest</b>	<b>250.6</b>	<b>115.1</b>	<b>113.2</b>	<b>250.6</b>	<b>516.0</b>
<b>Paid up equity share capital (Rs 10 per share)</b>	<b>1107.0</b>	<b>1051.9</b>	<b>1051.9</b>	<b>1107.0</b>	<b>1051.9</b>
Reserves excluding revaluation reserves	2053.3	1549.0	1146.3	2053.3	1549.0
<b>Earnings per share (Rs)</b>					
Basic	2.28	1.10	1.14	2.28	4.95
Diluted	2.28	1.10	1.14	2.28	4.95



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