Investor Presentation June 2020

Medicamen Biotech Limited

Committed for **affordable quality healthcare** and aiming leadership through continual improvement and technology

Safe Harbour Statement

This document contains certain forward looking statements with respect to the financial condition, results of operations and business of Medicamen Biotech Limited (“MBL”) and certain of the plans and objectives of MBL with respect to these items. By their nature, forward looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward looking statements. These factors include, but are not limited to, domestic and global economic and business conditions, the successful implementation of our strategy and our ability to realize the benefits of this strategy, our ability to develop and market new products, etc. As a result, MBL’s actual future results may differ materially from the plans, goals and expectations set forth in such forward looking statements. MBL does not undertake any obligation to update such forward looking statements to reflect events or circumstances after the date thereof.

Overview

Business Area

- Vertically integrated pharmaceutical company with presence across geographies – India, Latin America, Africa & rest of world (ROW)
- Developing, manufacturing and marketing of finished dosages across wide range of therapeutic domains
- Strong focus on R&D with over 45 employees dedicated to R&D
- **New Oncology formulation plant at Haridwar got manufacturing/drug license from Drug Controlling & Licensing Authority, Uttarakhand**

Subsidiary

- In Australia, strong portfolio with 14 products

Production site

Three Manufacturing state of the art facilities

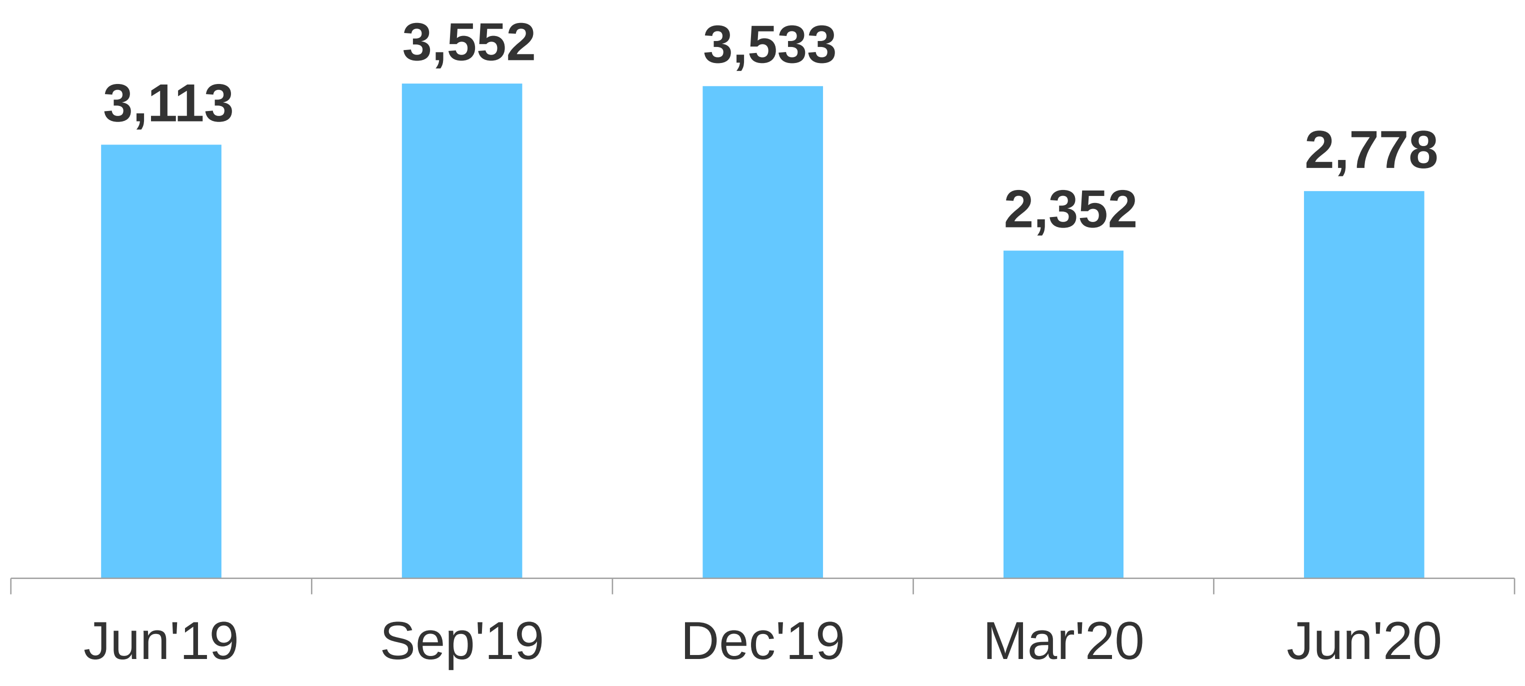
- 2 General facility in Bhiwadi & Haridwar
- 1 Oncology facility in Haridwar

Certification

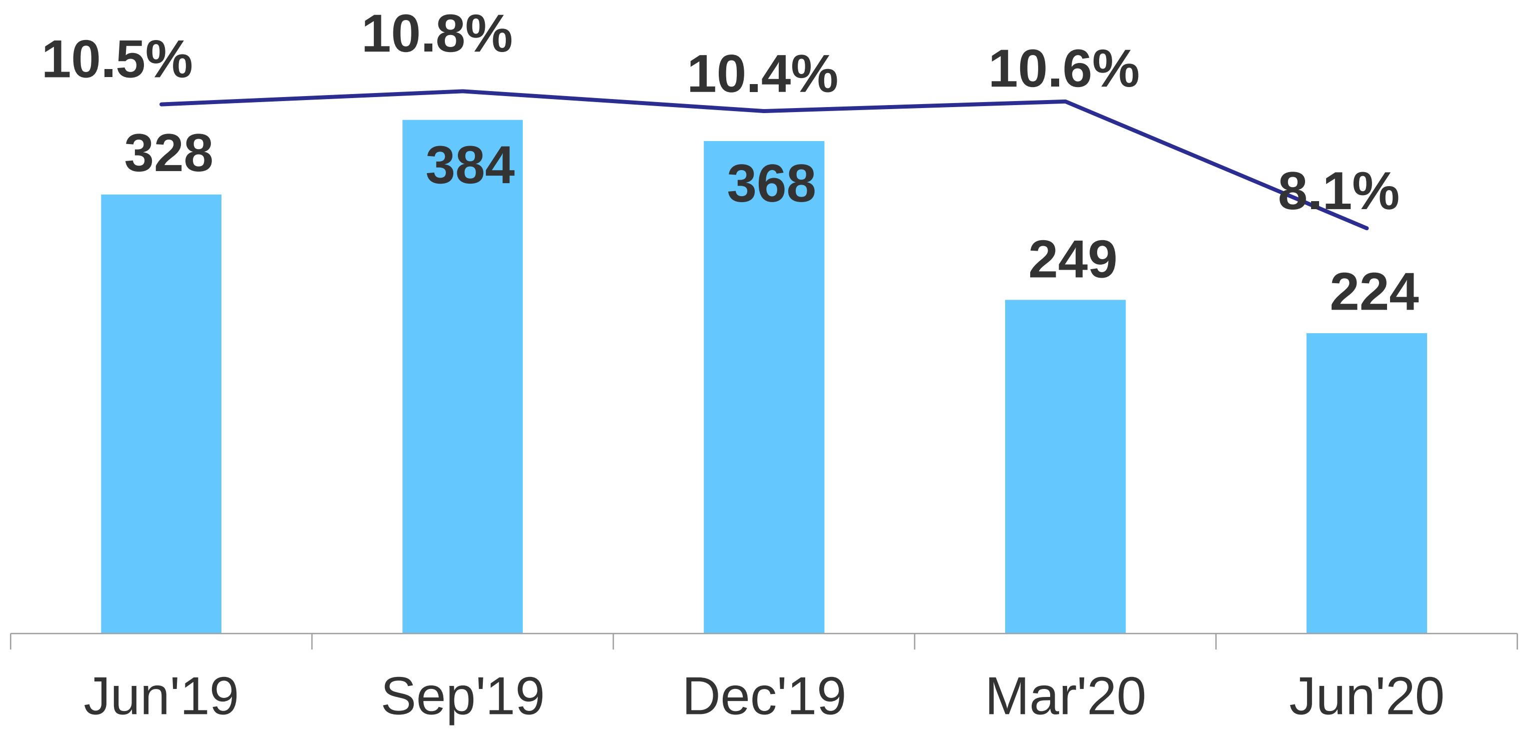
- Certified by WHO, ANVISA (Brazil), NAFDAC, MCAZ and DACA etc

Overall Snapshot - Consolidated

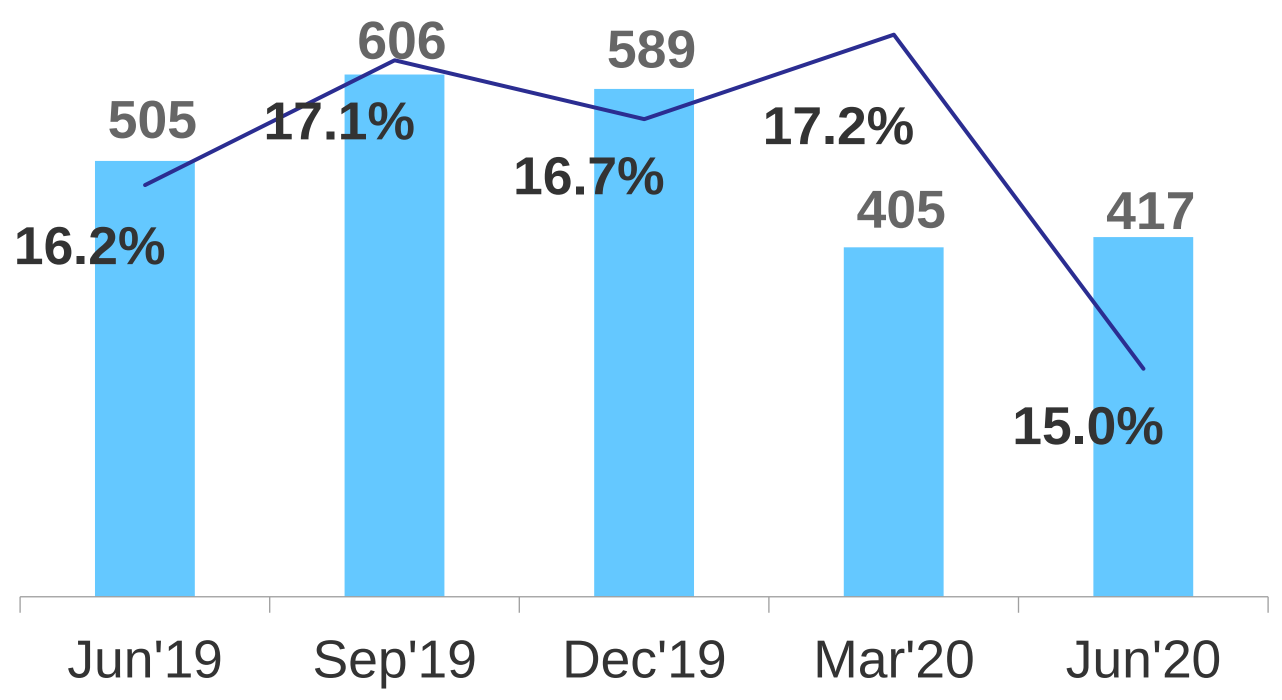
Quarterly Revenue and Growth



Quarterly PAT margin and Growth %



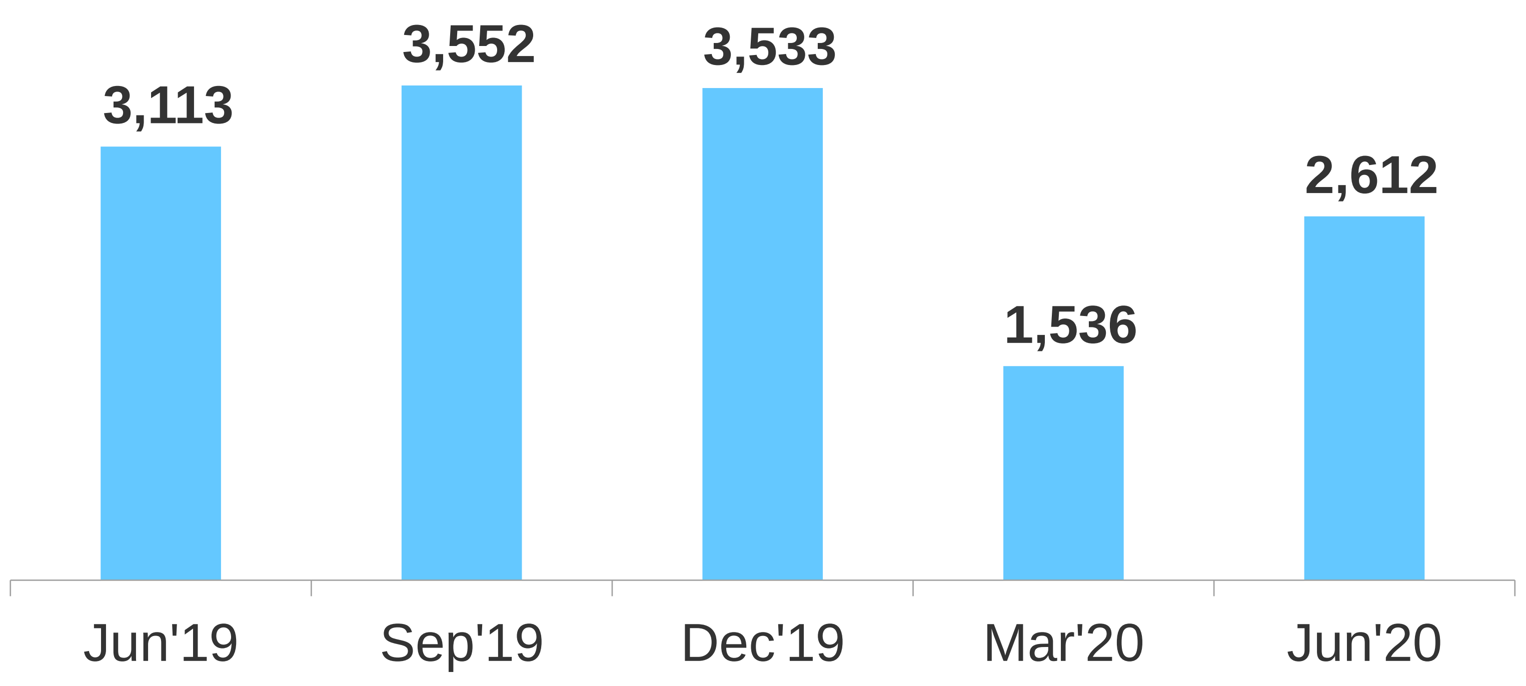
Quarterly EBITDA margin and Growth %



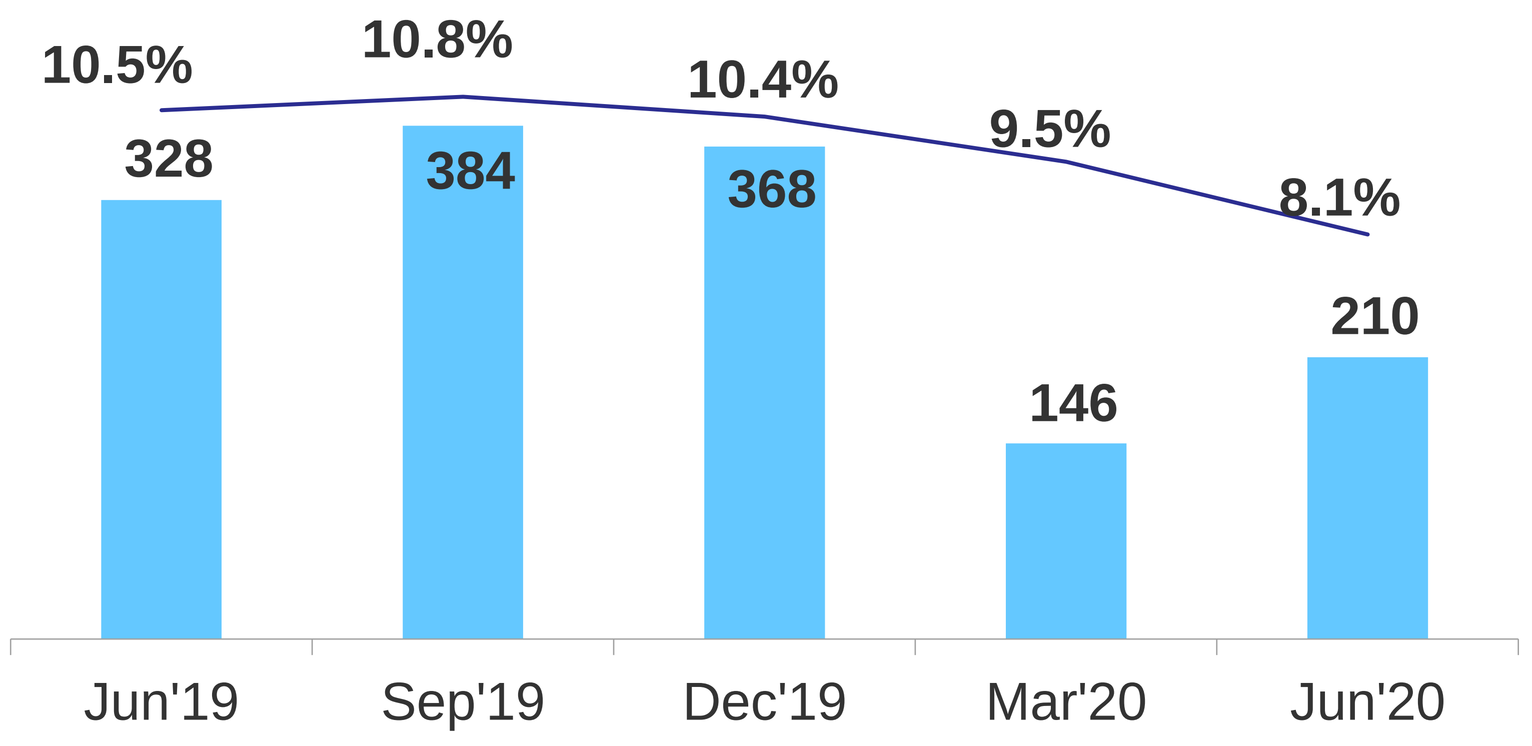
Due to Covid-19, top line & bottom Line have been impacted during the current otherwise gross margins, EBITDA & PAT all on uptrend.

Overall Snapshot - Standalone

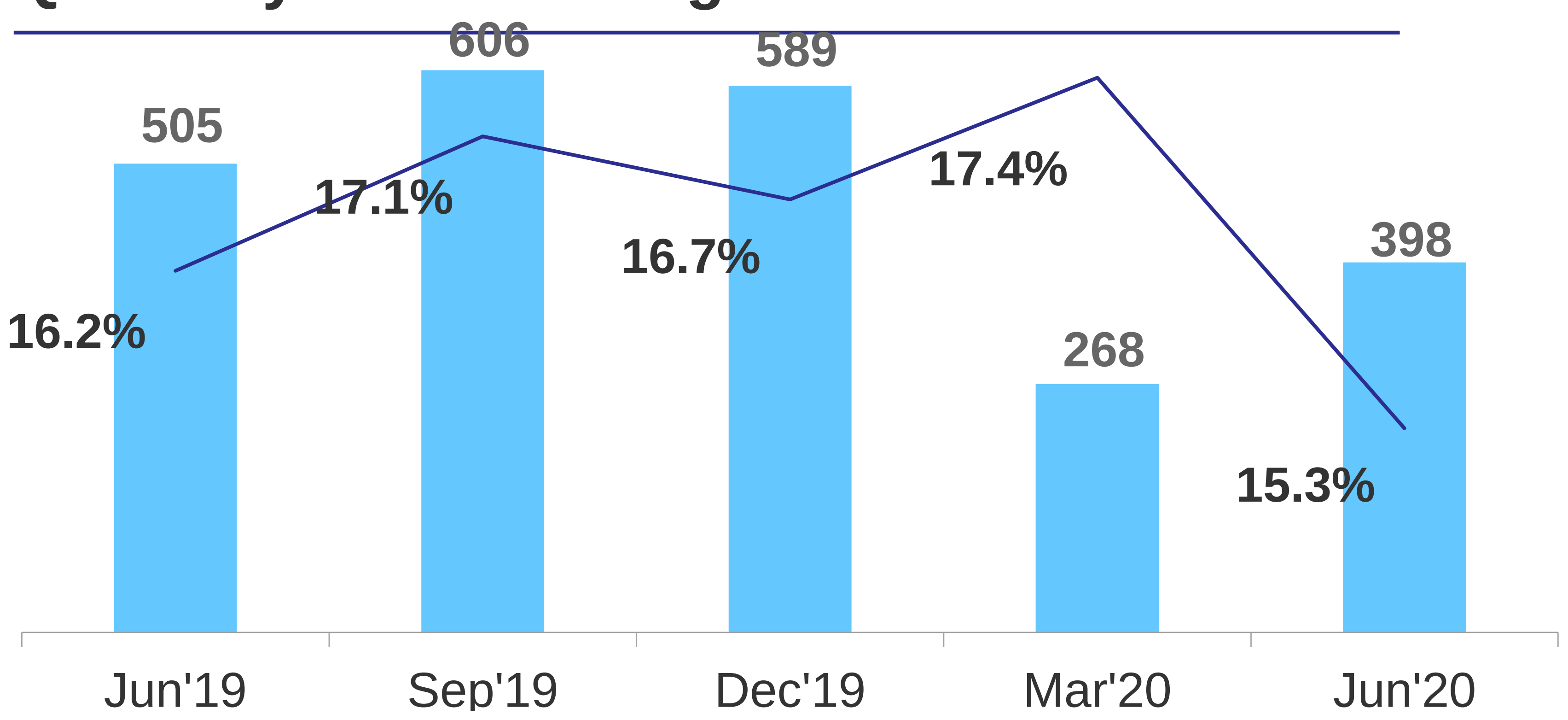
Quarterly Revenue and Growth



Quarterly PAT margin and Growth %



Quarterly EBITDA margin and Growth %



Due to Covid-19, top line & bottom Line have been impacted during the current quarter otherwise gross margins, EBITDA & PAT all on uptrend

Amount in INR lacs

Overall Snapshot (Quarterly) - Consolidated

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	2,778	2,352	3,113
Other Income	8	110	4
Total Income	**2,787**	**2,462**	**3,117**
COGS	1,836	1,307	2,084
Employee Benefit Expenses	220	247	198
Finance Costs	24	-	16
Depreciation	69	67	57
Other Expenses	314	503	329
Total Expenses	**2,463**	**2,124**	**2,685**
Profit Before Tax	**324**	**338**	**432**
Tax	99	89	104
Profit After Tax	**224**	**249**	**328**

Overall Snapshot (Quarterly) - Standalone

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	2,612	1,536	3,113
Other Income	8	107	4
Total Income	**2,620**	**1,643**	**3,117**
COGS	1,695	711	2,084
Employee Benefit Expenses	216	224	198
Finance Costs	24	-	16
Depreciation	69	67	57
Other Expenses	310	440	329
Total Expenses	**2,315**	**1,442**	**2,685**
Profit Before Tax	**305**	**201**	**432**
Tax	95	55	104
Profit After Tax	**210**	**146**	**328**

Manufacturing facilities of Medicamen Biotech

Bhiwadi Plant

Location: Rajasthan

Facility divided into six separate blocks

Beta Lactum Block	▪ Tablets ▪ Capsules ▪ Dry syrups
Non-Beta Lactum Block	▪ Tablets ▪ Capsules ▪ Dry syrups

- **ORS and Liquid Orals Block**
- **Warehouse and Quality Assurance / Quality Control Block**
- **Formulation Development, Analytical and Chemical Research Development**
- **Finished Goods Store Block**

Haridwar Plant (Unit I)

Location: Uttrakhand

Facility has a single three-storied unit

- **Non Betalactum Tablets**

Non-Betalactum Capsules	▪ Liquid orals ▪ External ointments

Haridwar Plant (Unit II)

Location: Uttrakhand

Dedicated plant to manufacture oncology products

- **Tablets**
- **Capsules**
- **Injectables**
- **Lyophilizers**

US-FDA and EU compliant facility with state-of-the-art plant and machinery

Manufacturing facilities of Medicamen Biotech

The company initiated commercial production in 1996

Bhiwadi Plant

Covered area: 120,000 square feet General pharmaceutical formulation division

Haridwar Plant (Unit I)

Covered area: 32,000 square feet General pharmaceutical formulation division

Haridwar Plant (Unit II)

Covered area: 35,000 square feet Oncology formulation division

Global presence

ONCOLOGY PLANT AT HARIDWAR COMMENCED OPERATIONS RECENTLY

Rationale for oncology product selection

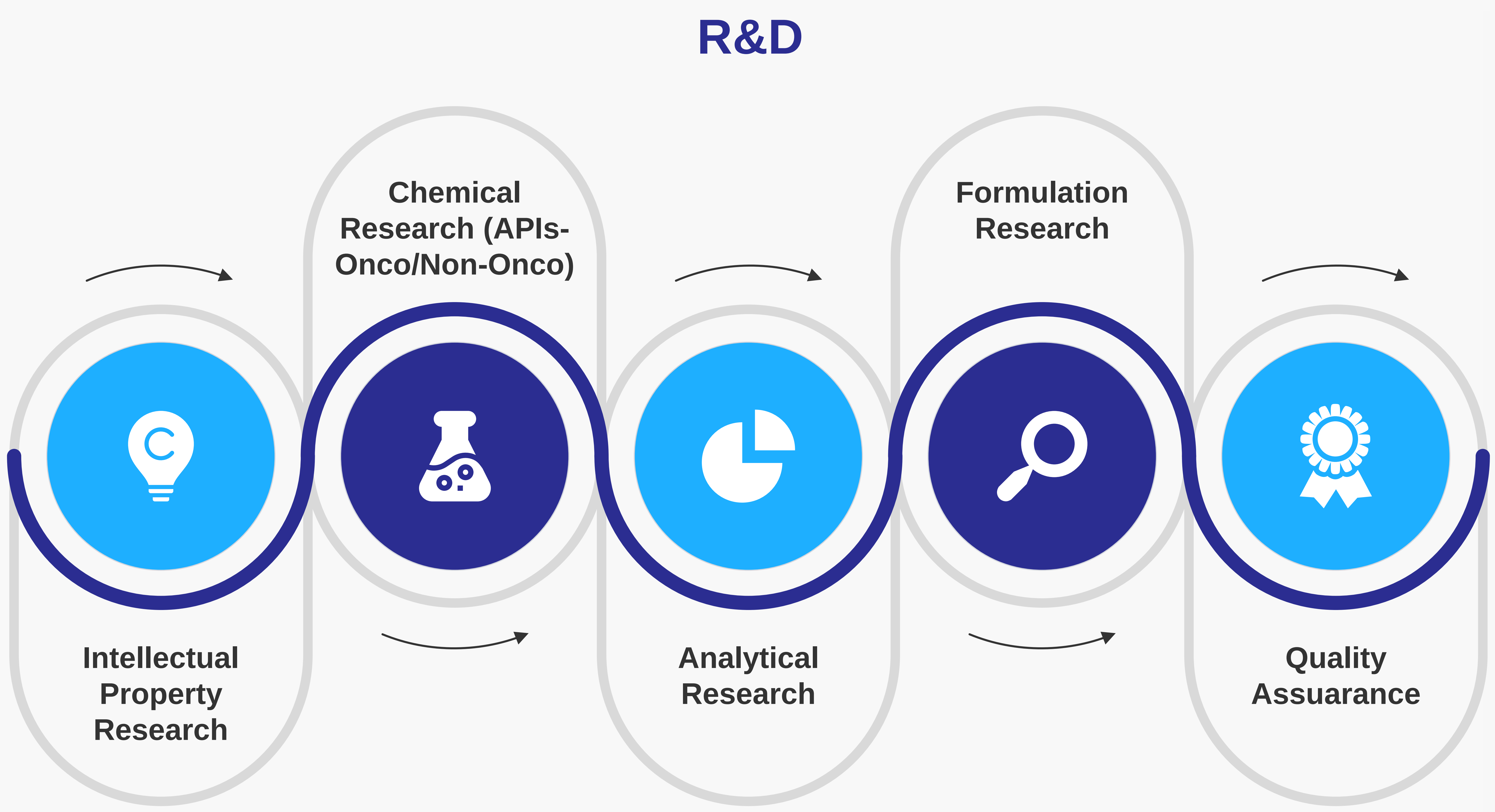
1 Products having global sales more than US$1b

3 Substantial value expectation in times to come

2 Easy market entry with no IP /Patent hurdle

4 Therapeutic domain dominance in specific cancer area

Robust R&D Capabilities



Strength of R&D ~ 45 employees

- State-of-art R&D set up duly approved from Department of Scientific and Industrial Research (DSIR), Govt of India
- Development facility at **Bhiwadi** for development of Active Pharma Ingredients (API) and Intermediates along with Formulations R&D.
- Backed by the team of highly professional and well-experienced team of researchers and scientist for development of new products.

Bhiwadi Plant

New Oncology Plant - Haridwar

Thank you!

Medicamen Biotech Limited

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