


MEDICAMEN BIOTECH LIMITED

INVESTOR PRESENTATION

June 2020

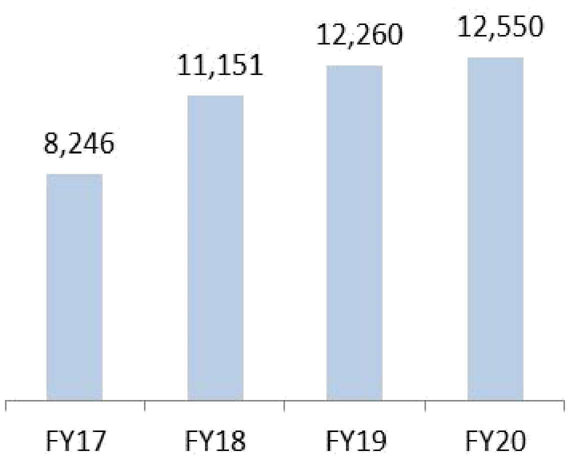
"Committed for affordable quality healthcare and aiming leadership through continual improvement and technology"

SAFE HARBOUR STATEMENT

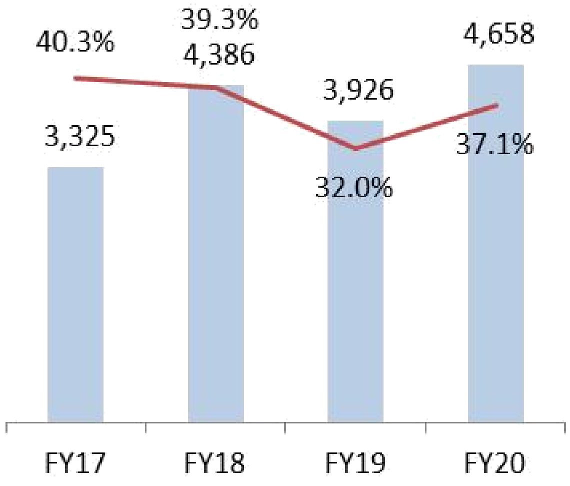
This document contains certain forward looking statements with respect to the financial condition, results of operations and business of Medicamen Biotech Limited("MBL") and certain of the plans and objectives of MBL with respect to these items. By their nature, forward looking statements involve risk 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.

OVERALL SNAPSHOT

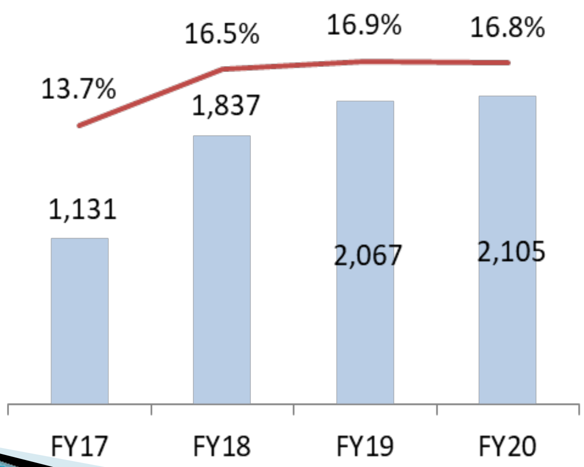
Revenue (INR Lacs)



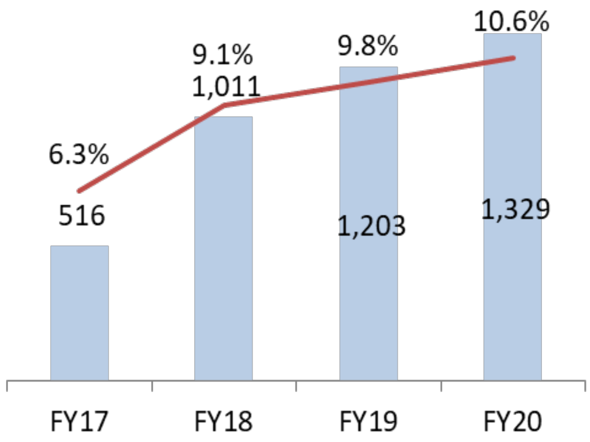
Gross Margin



EBITDA



PAT



All Amounts in INR Lacs

OVERALL SNAPSHOT (QUARTERLY)

INR Lacs	Q4, FY20*	CS	Q3, FY20	CS	Q4, FY19	CS
Revenue from Operations	2,352	100%	3,533	100%	2,408	100%
Other Income	110	5%	45	1%	7	0%
Total Income	**2,462**	**105%**	**3,579**	**101%**	**2,415**	**100%**
COGS	1,307	56%	2,236	63%	1,445	60%
Employee Benefit Expenses	247	10%	264	7%	213	9%
Finance Costs	-	0%	19	1%	20	1%
Depreciation	67	3%	64	2%	59	2%
Other Expenses	503	21%	490	14%	312	13%
Total Expenses	**2,124**	**90%**	**3,073**	**87%**	**2,049**	**85%**
Profit Before Tax	**338**	**14%**	**506**	**14%**	**366**	**15%**
Tax	89	4%	138	4%	125	5%
Profit After Tax	**249**	**11%**	**368**	**10%**	**241**	**10%**

Notes: Due to ban on exports and rise in the prices of API, the Company had to forgo sales order worth ~INR 1,800 lacs in Q4, FY20

* Consolidated numbers inclusive of Australian subsidiary

OVERALL SNAPSHOT (YEARLY)

INR Lacs	FY20	CS	FY19	CS
Revenue from Operations	12,550	100%	12,260	100%
Other Income	194	2%	366	3%
Total Income	**12,744**	**102%**	**12,626**	**103%**
COGS	7,892	63%	8,334	68%
Employee Benefit Expenses	952	8%	809	7%
Finance Costs	57	0%	94	1%
Depreciation	250	2%	221	2%
Other Expenses	1,795	14%	1,416	12%
Total Expenses	**10,946**	**87%**	**10,874**	**89%**
Profit Before Tax	**1,798**	**14%**	**1,752**	**14%**
Tax	469	4%	550	4%
Profit After Tax	**1,329**	**11%**	**1,203**	**10%**

KEY UPDATE - NEW ONCOLOGY FACILITY AT HARIDWAR

Completed a new, FDA USA compliant facility adjoining the existing Haridwar plant to manufacture oncology therapeutics

Propose to manufacture **20 products** of which **5 are top 10 global oncology drugs** of 2016

Focused markets include **European Union market, Latin America and Rest of the world**

Tablet, capsules, injectable, lyophilize in the following batch size:

- Tablets and capsules: 25 kg
- Injectable and lyophilizes: 50 litres

OVERVIEW

- Business Area:
  - *Developing, manufacturing and marketing of finished dosages across wide range of therapeutic domains*
  - *Contract Manufacturing / R&D based CMO service for customer products & new products*
- Production site: Three Manufacturing state of the art facilities
  - *2 General facility in Bhiwadi & Haridwar*
  - *1 Oncology facility in Haridwar, FDA USA compliant*
- Certified by WHO, ANVISA (Brazil), NAFDAC, MCAZ and DACA etc
- EU and PICS compliant facility

GLOBAL PRESENCE

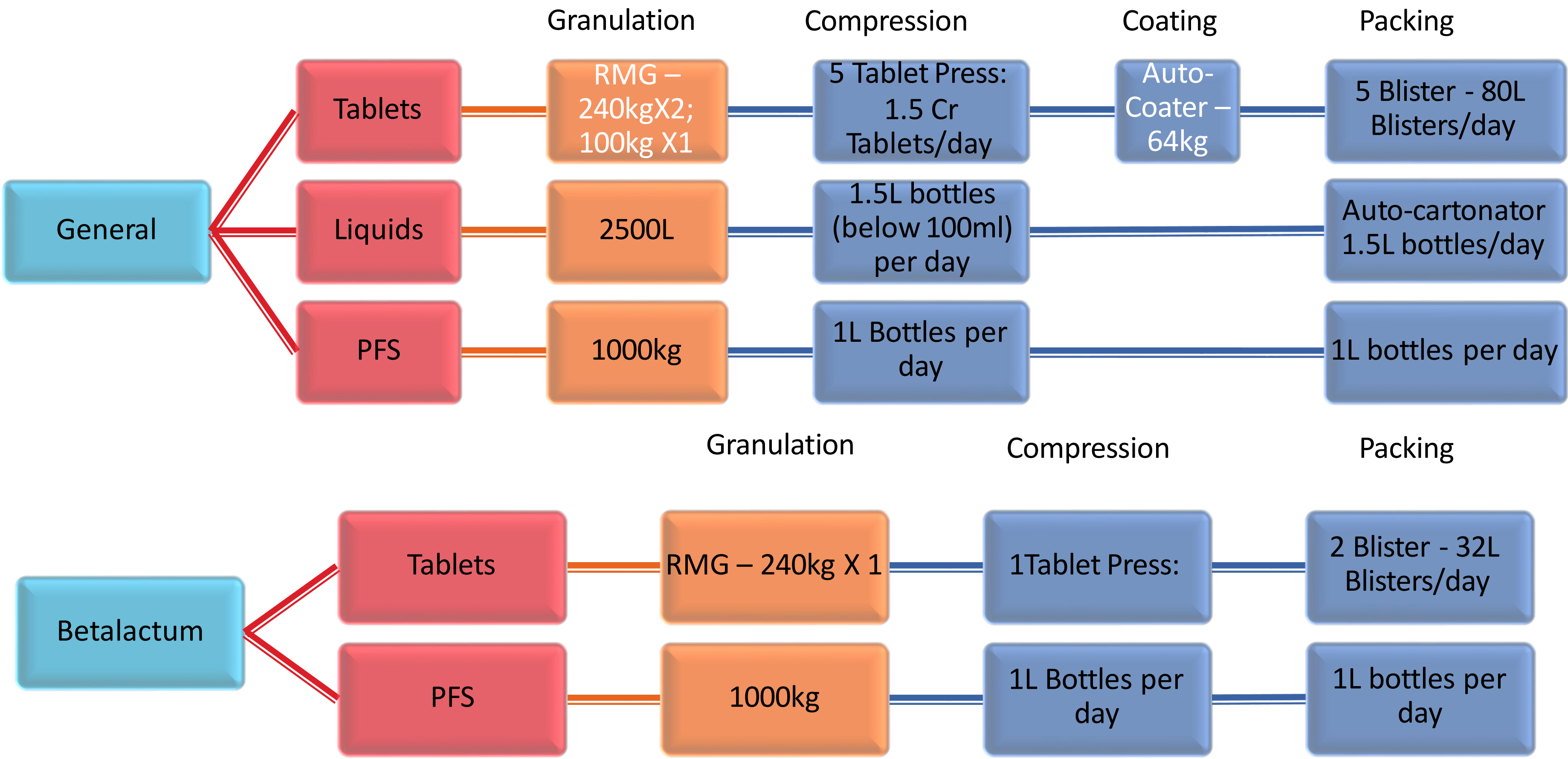
ROBUST R&D CAPABILITIES

- World class Research & Development facility at **Bhiwadi** for development of Active Pharma Ingredients (API) and Intermediates along with Formulations R&D.
- **Approx. floor area of the R&D Unit. 6000 Sq. Ft approx**
- Backed by the team of highly professional and well-experienced team of researchers and scientist for development of new products.

Strength of R & D ~ 30 employees

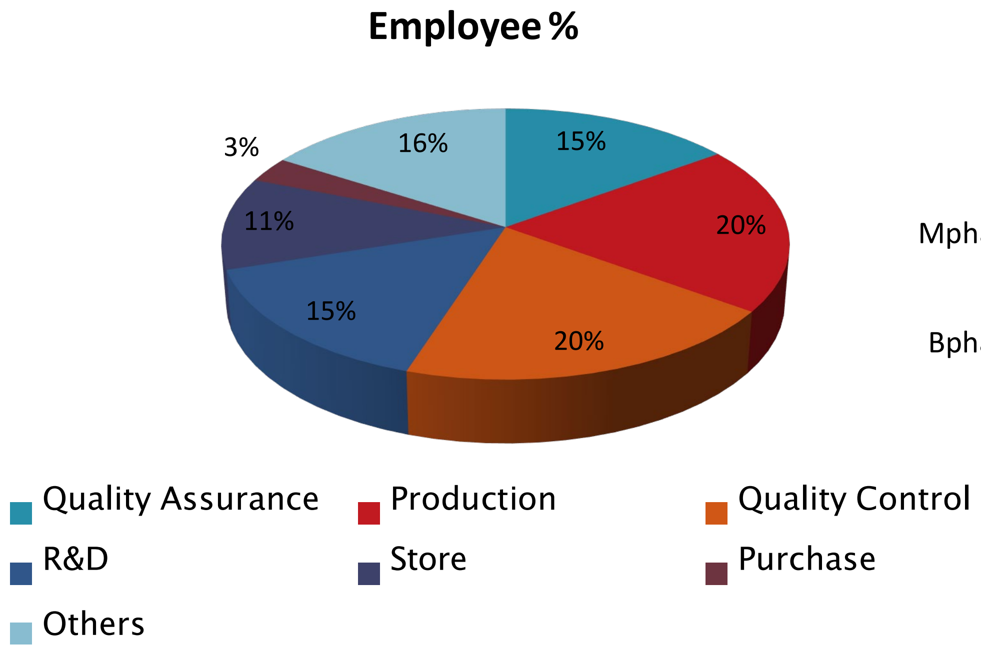
FORMULATION CAPABILITIES

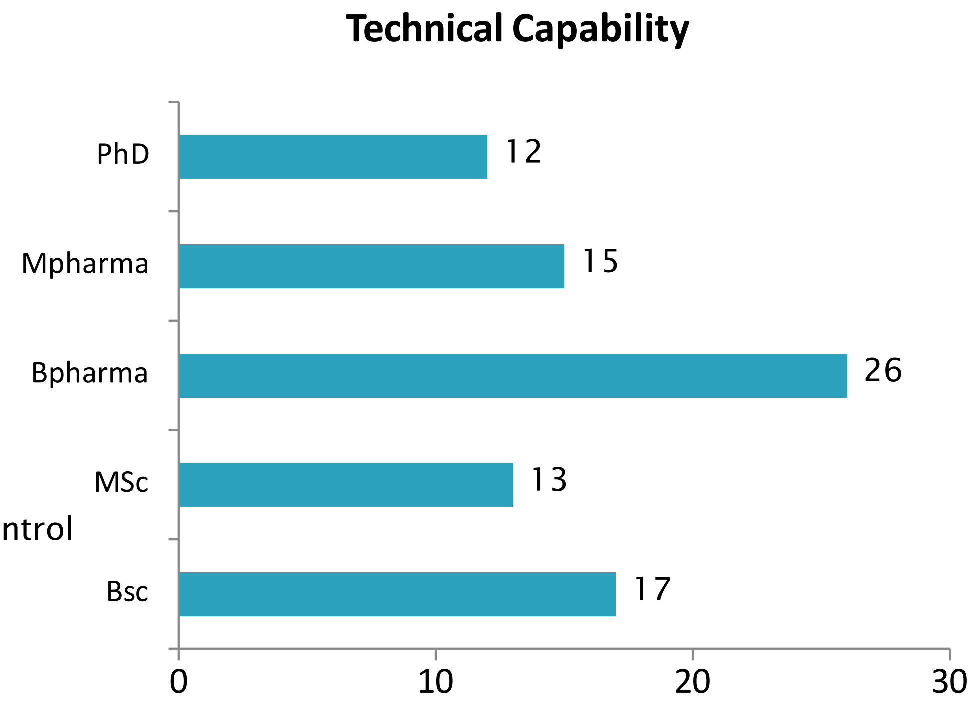
Machine Capability



Overall capacity utilisation of 60% in FY20

MANPOWER CAPABILITIES





More than adequate staff in QA/QC and Production to ensure quality deliveries

Perfect blend of experience and technical know-how, promoting innovation and problem solving

NEW ONCOLOGY PLANT – HARIDWAR

R&D– BHIWADI

R&D– BHIWADI


OVEN

MANUFACTURING – BHIWADI


accura PRESS II


MBL/MC/003



Methanol


F.G.WARE HOUSE
FINISHED GOODS
WAREHOUSE

Thank You!

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