

# Medicamen Biotech Limited

Q2 FY18 Presentation  
November 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

# 1

## Capacity expansion

- Acquired additional land (build-up area of ~35000 sq.ft) adjacent to the existing Haridwar plant for continuous growth prospects

# 2

## Robust global penetration

- Received approval from Tanzania and Zimbabwe Government authorities for Bhiwadi plant
- Filed 25 dossiers in over five countries in the quarter

Net revenue

25.3%  
growth

2,290

2,869

2Q2017

2Q2018

EBIT

76.5%  
growth

189

398

2Q2017

2Q2018

PAT

133.3%  
growth

115

268

2Q2017

2Q2018

Note: in INR Lakhs

# Profit and Loss Summary for Y-o-Y Performance

Particulars (INR lakhs)	2Q 2018	% of net sales	2Q 2017	% of net sales	Y-o-Y growth
Net Sales	2790.7	100%	2290.0	100%	21.9%
Other Operating Income	77.9		0.1		
Total Revenue	2868.6		2290.1		25.3%
EBITDA	449.2	16.1%*	272.3	11.9%*	65.0%
EBIT	397.7	14.3%*	225.3	9.8%*	76.5%
Net Profit	267.9	9.6%*	114.9	5.0%*	133.3%

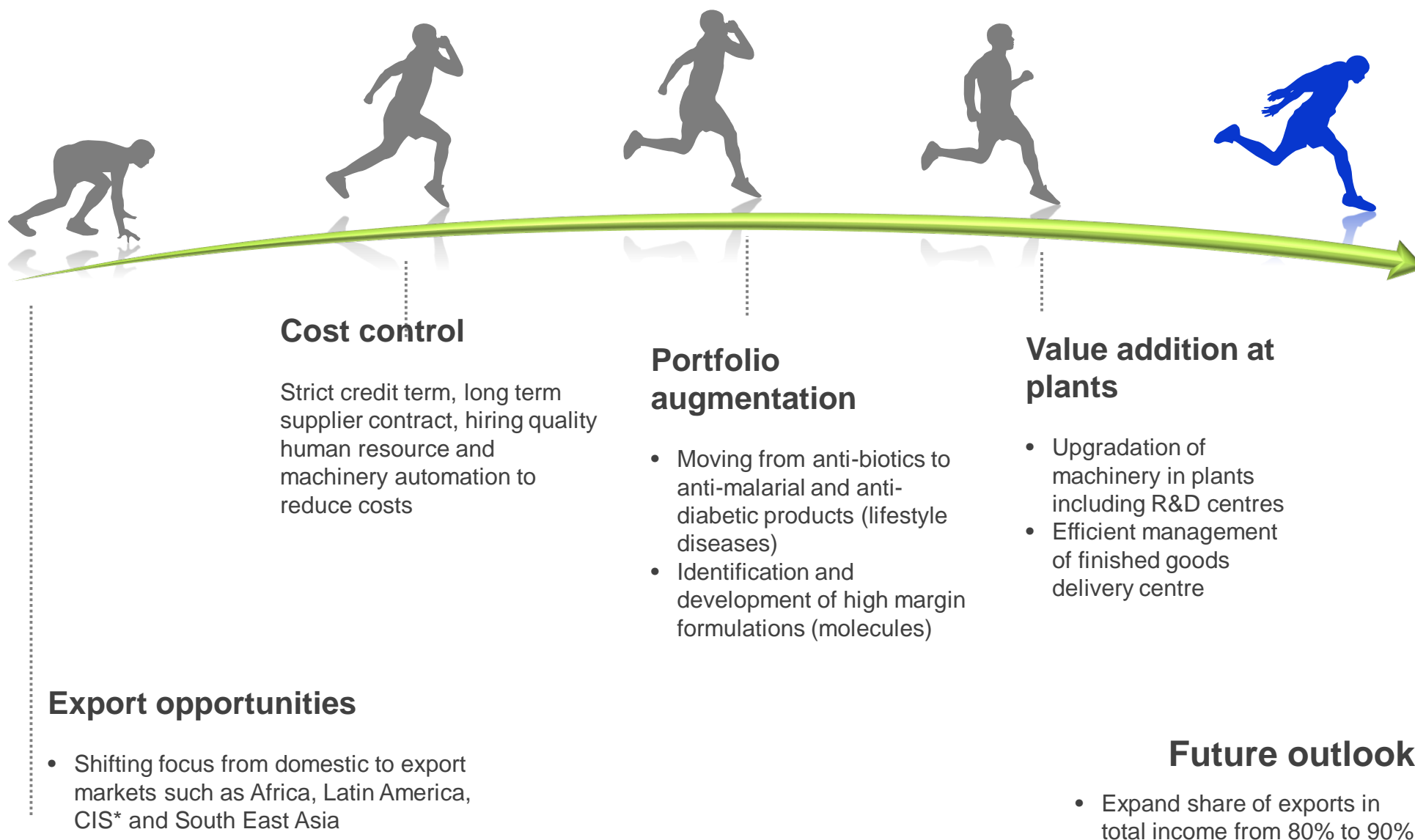
Note: \* margins calculated using net sales

# Profit and Loss Summary for Q-o-Q Performance

Particulars (INR lakhs)	2Q 2018	% of net sales	1Q 2018	% of net sales	Q-o-Q growth
Net Sales	2790.7	100%	2600.7	100%	7.3%
Other Operating Income	77.9		32.6		
Total Revenue	2868.6		2633.3		8.9%
EBITDA	449.2	16.1%*	415.5	16.0%*	8.1%
EBIT	397.7	14.3%*	367.4	14.1%*	8.2%
Net Profit	267.9	9.6%*	250.6	9.6%*	6.9%

Note: \* margins calculated using net sales

# Strategy and Outlook



Note: \*Commonwealth of Independent States





## Appendix

# Company Overview

## Snapshot

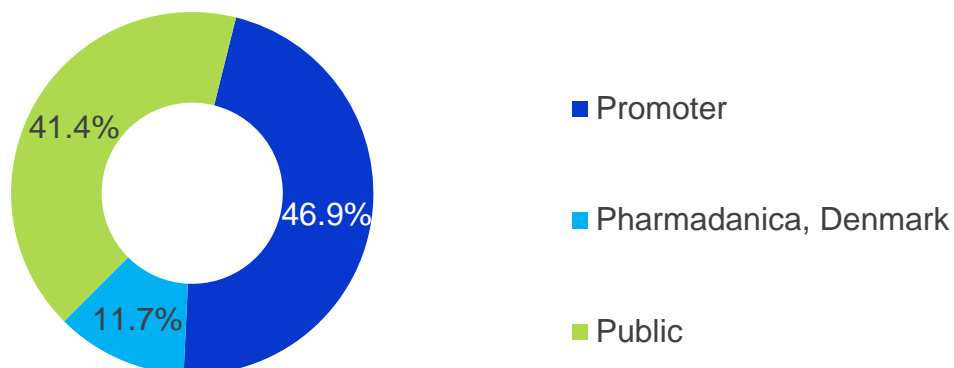
**Incorporation Year:** 1993

**Corporate office:** New Delhi

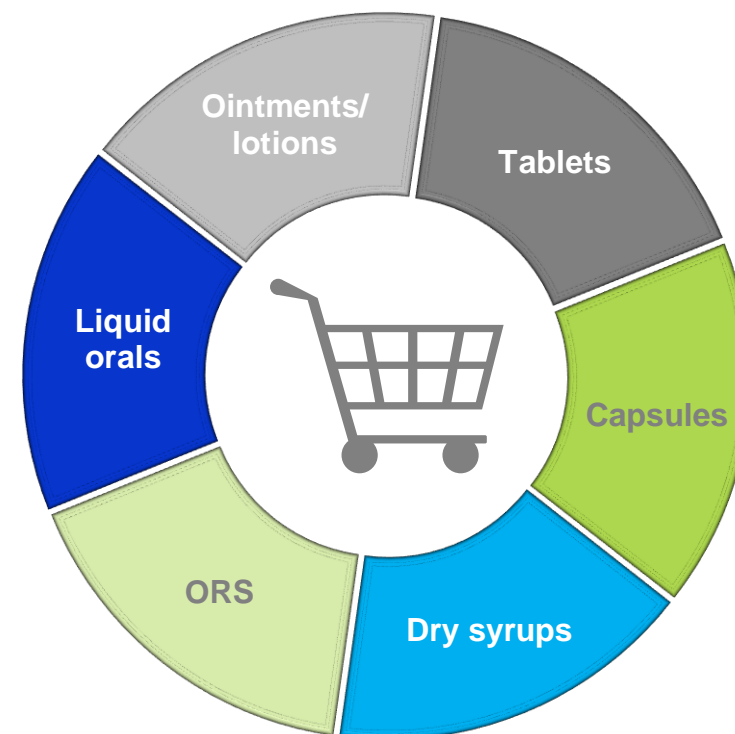
**Employees:** Over 225 (as of 30 September 2017)

**Exchange Listing:** BSE

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



## Product offerings



## Manufacturing sites



**Bhiwadi**  
(Rajasthan)

**Area:** 4.8 acre

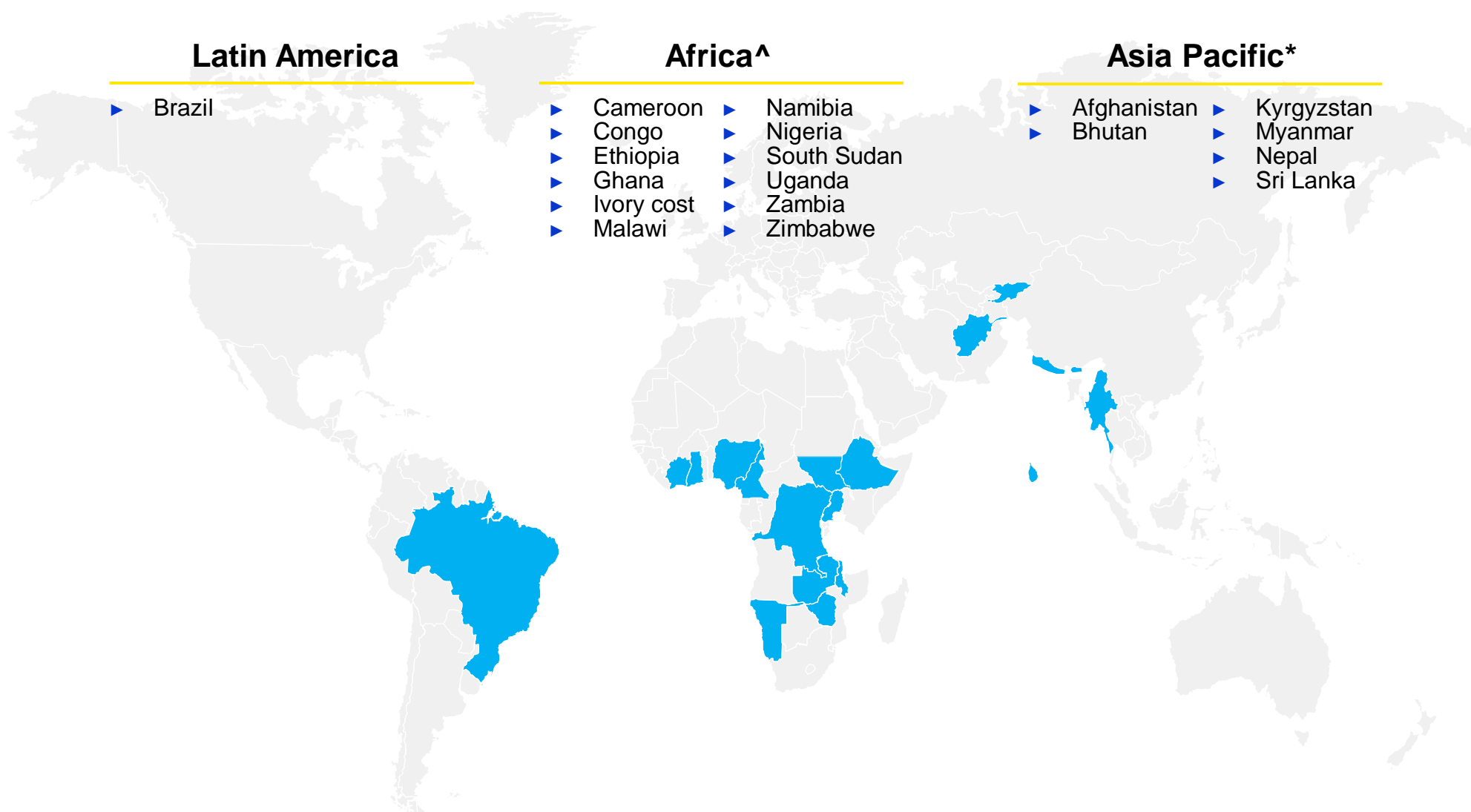


**Haridwar**  
(Uttarakhand)

**Area:** 0.74 acre



# Global Footprint



Note: \*Afghanistan and Kyrgyzstan are part of CIS nations

^Plant approval received from Tanzania and Zimbabwe authorities

# Detailed Profit and Loss Statement

In INR Lakhs

Particulars	3 months ended 30 Sep 2017 (unaudited)	3 months ended 30 Jun 2017 (unaudited)	3 months ended 30 Sep 2016 (unaudited)	6 months ended 30 Jun 2017 (unaudited)	6 months ended 30 Sep 2016 (unaudited)	Year ended 31 Mar 2017 (audited)
<b>Income from operations</b>						
Net sales/income from operations (net of excise duty)	2790.7	2600.7	2290.0	5391.4	4014.8	8245.6
Other income	77.9	32.6	0.1	110.5	29.8	30.7
<b>Total Revenue</b>	<b>2868.6</b>	<b>2633.3</b>	<b>2290.1</b>	<b>5501.9</b>	<b>4044.7</b>	<b>8276.3</b>
<b>Expenses</b>						
Cost of material consumed	1621.3	1628.8	1411.7	3250.0	2329.4	4777.8
Purchase of goods traded	0.05	0.0	10.9	0.05	26.7	44.1
Changes in inventory of finished goods and WIP	46.43	(51.4)	4.5	(4.92)	78.0	99.1
Employee benefit expenses	261.5	212.9	107.8	474.4	240.8	665.3
Finance Cost	61.3	54.1	79.9	115.4	149.5	303.2
Depreciation and Amortization expenses	51.5	48.1	46.9	99.6	93.6	192.2
Other expenses	490.1	404.9	482.9	895.0	838.9	1558.7
<b>Total Expenses</b>	<b>2532.3</b>	<b>2297.4</b>	<b>2144.7</b>	<b>4829.6</b>	<b>3756.9</b>	<b>7640.4</b>
<b>Profit / (Loss) before Exceptional items and tax</b>	<b>336.3</b>	<b>335.9</b>	<b>145.4</b>	<b>627.2</b>	<b>287.7</b>	<b>635.9</b>
Exceptional items (Commercial tax expenses for prior years)	0.0	22.6	0.0	22.6	0.0	0.0
<b>Profit / (Loss) before tax</b>	<b>336.3</b>	<b>313.4</b>	<b>145.40</b>	<b>649.7</b>	<b>287.7</b>	<b>635.9</b>
<b>Tax expenses:</b>						
Current year	68.6	63.9	39.2	132.5	66.4	129.7
Deferred Tax Liability	(0.1)	(1.1)	(8.7)	(1.3)	(6.7)	(9.8)
<b>Net Profit / (Loss) for the period before minority interest</b>	<b>267.9</b>	<b>250.6</b>	<b>114.9</b>	<b>518.5</b>	<b>228.1</b>	<b>516.0</b>
Share of profit / (loss) of associates	0.0	0.0	0.0	0.0	0.0	0.0
Minority interest	0.0	0.0	0.0	0.0	0.0	0.0
<b>Net Profit / (Loss) after taxes and minority interest</b>	<b>267.9</b>	<b>250.6</b>	<b>114.9</b>	<b>518.5</b>	<b>228.1</b>	<b>516.0</b>
<b>Paid up equity share capital (Rs 10 per share)</b>	<b>1107.0</b>	<b>1107.0</b>	<b>1051.9</b>	<b>1107.0</b>	<b>1051.9</b>	<b>1051.9</b>
<b>Earnings per share (Rs)</b>						
Basic	2.42	2.28	1.16	4.68	2.29	4.95
Diluted	2.42	2.28	1.16	4.68	2.29	4.95



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