



MOREPEN



Date: 11/11/2021

To,

National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
Symbol: MOREPENLAB

BSE Limited

Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 500288

Subject: Investors Presentation (Q2' FY22) November, 2021

Dear Sir,

Please find enclosed the **Investors Presentation (Q2' FY22) November, 2021**, based on the financial performance of the Company for the quarter and half year ended 30th September, 2021.

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

Morepen Laboratories Limited

CIN NO : L24231HP1984PLC006028

Corp. Off.: 2nd Floor, Tower C, DLF Cyber Park, Udyog Vihar-III, Sector 20, Gurugram, Haryana - 122016, INDIA
TEL : +91 124 4892000, E-mail : corporate@morepen.com, Website : www.morepen.com

Regd. Office : Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) -173205, INDIA
TEL : +91 1795 266401-03, 244590, Fax : +91 1795 244591, E-mail : plants@morepen.com

MOREPEN
LABORATORIES LIMITED



MOREPEN

Q2'FY22

EARNINGS PRESENTATION - NOVEMBER 2021



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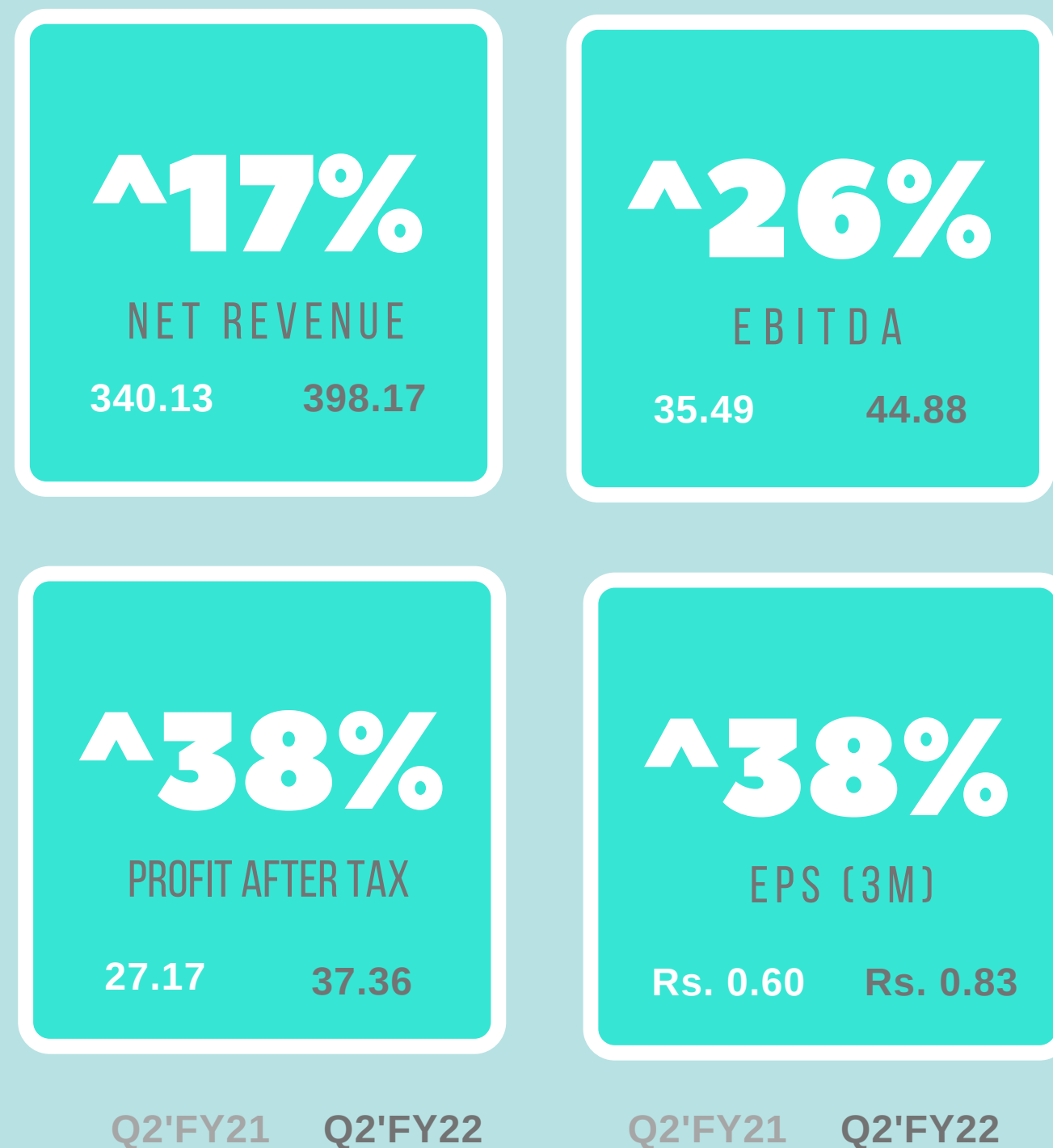
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Q2'FY22 PERFORMANCE

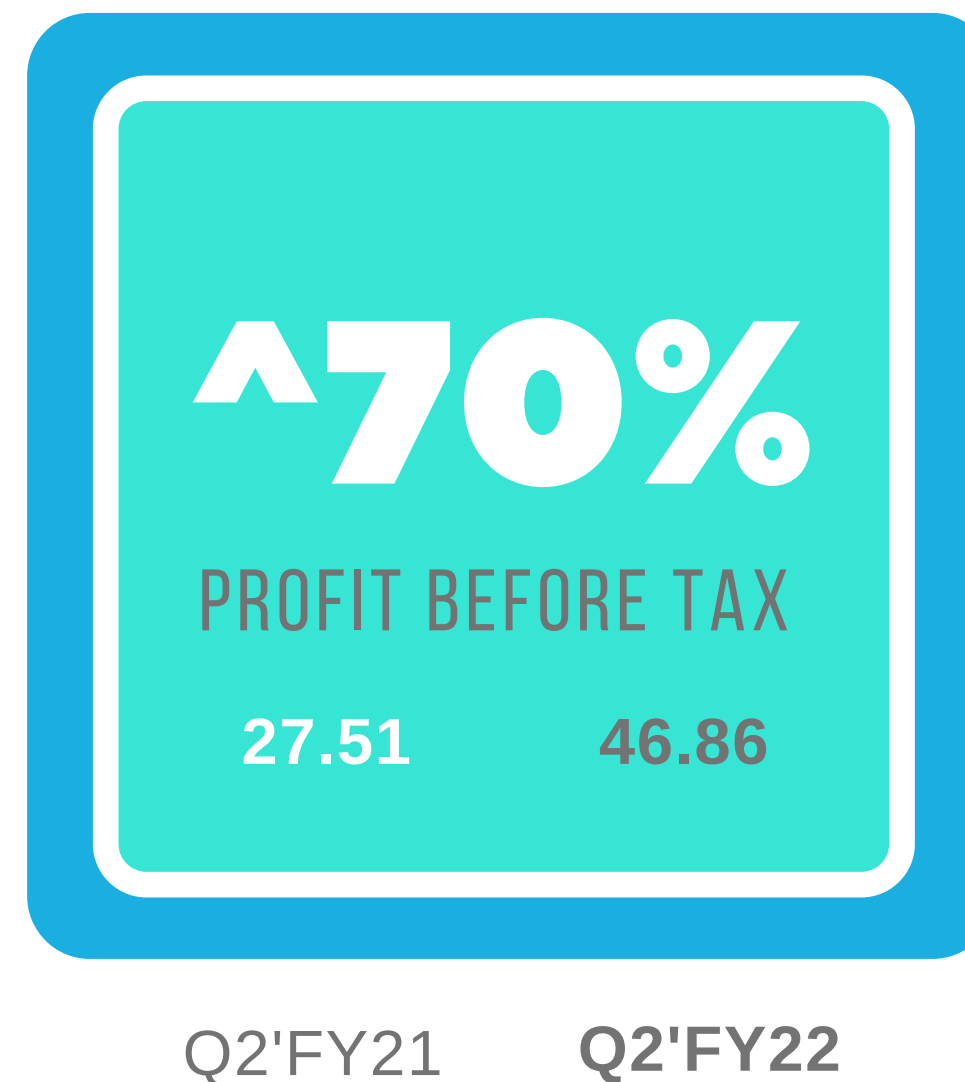
Rs. in crores



CONSOLIDATED

QUARTERLY HIGHLIGHTS

Rs. in crores



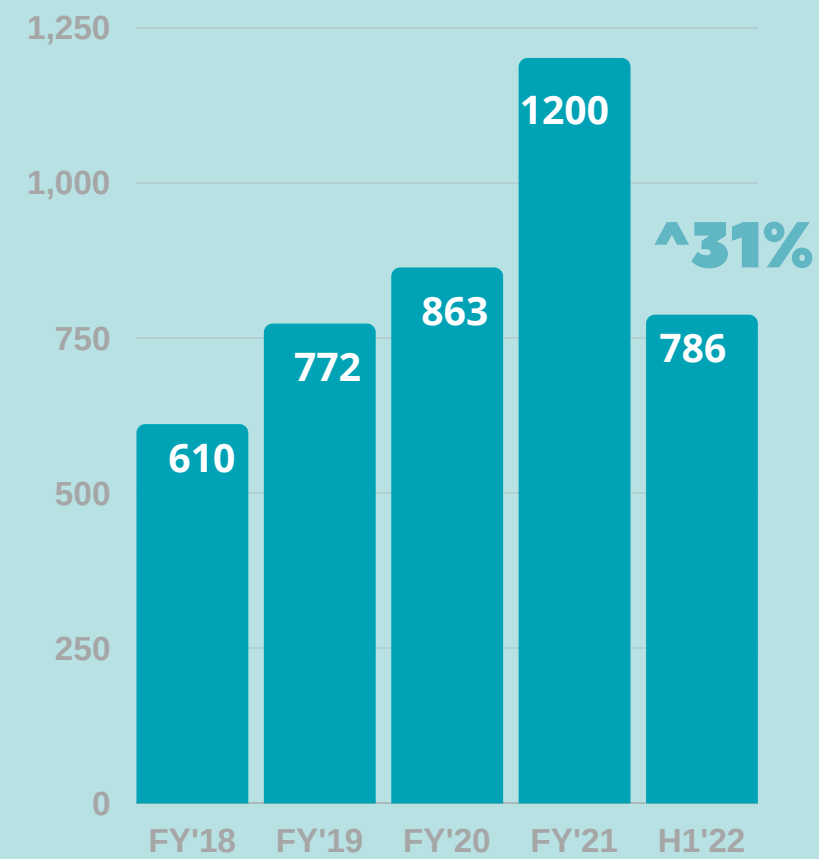


CONSOLIDATED
QUARTERLY PERFORMANCE

CONSOLIDATED

REVENUE GROWTH

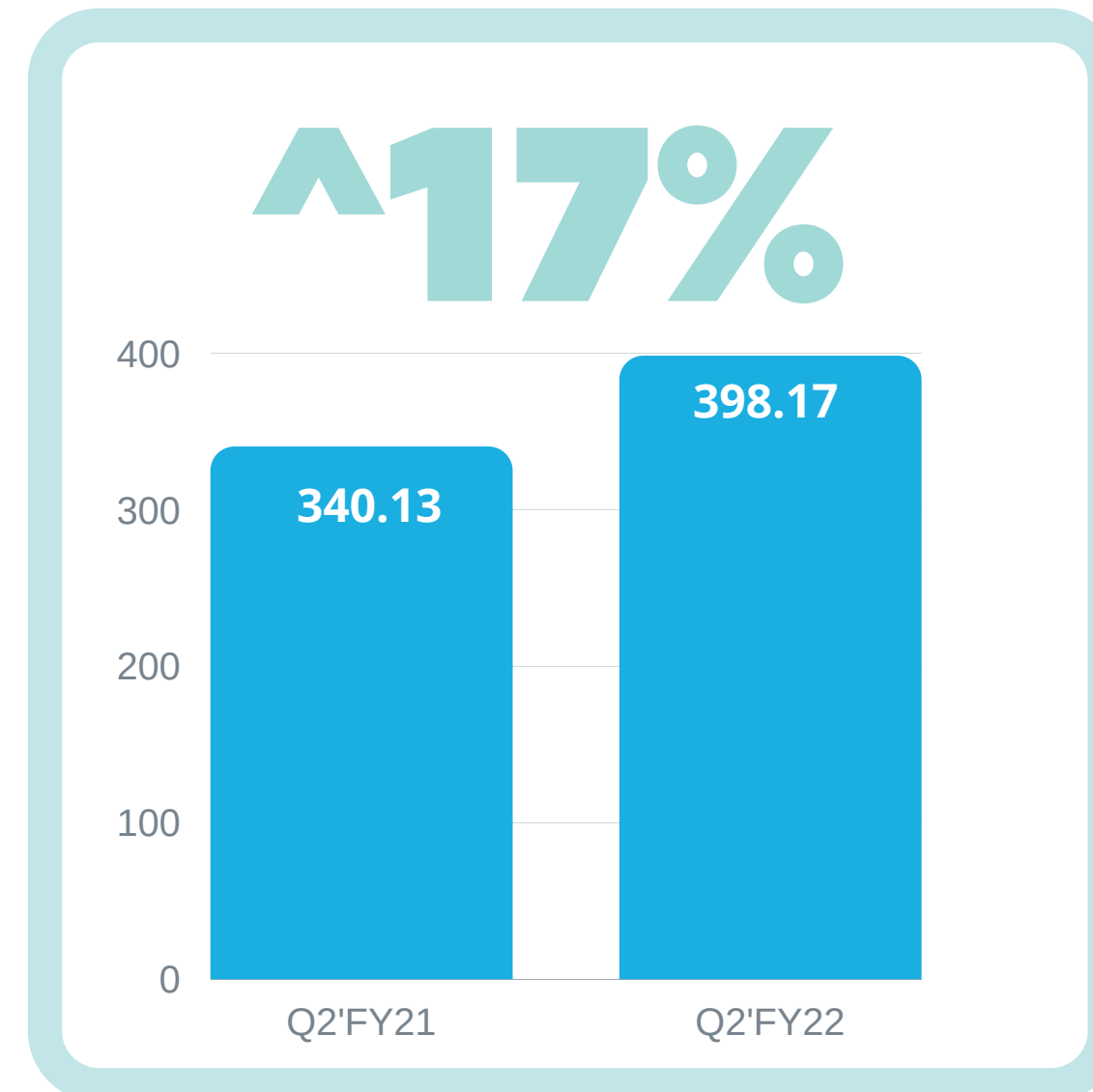
25% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE

CONSOLIDATED

BUSINESS SEGMENTS

MOREPEN

 **Dr. Morepen[®]**

API BUSINESS

MEDICAL DEVICES

FORMULATIONS

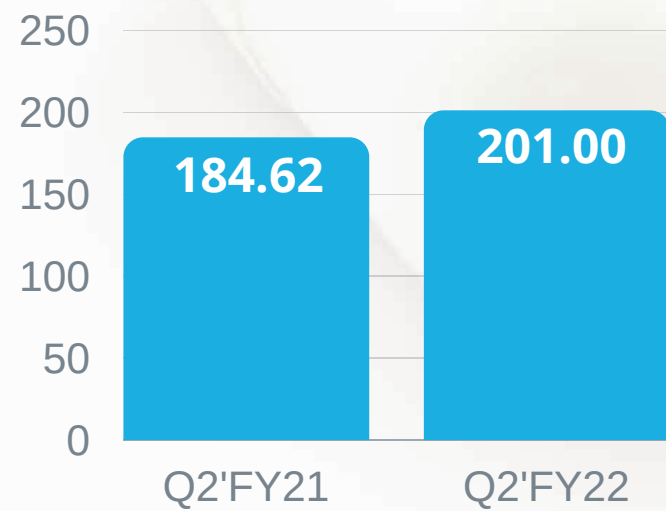
OTC (SUBSIDIARY)

CONSOLIDATED

SEGMENTS WISE GROWTH

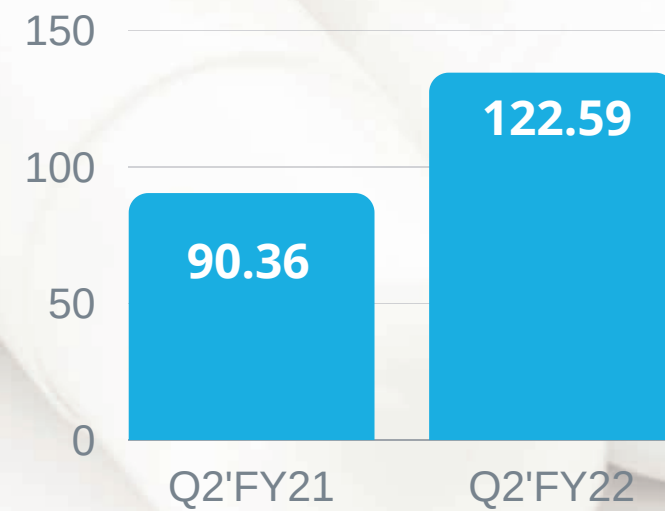
API

^9%



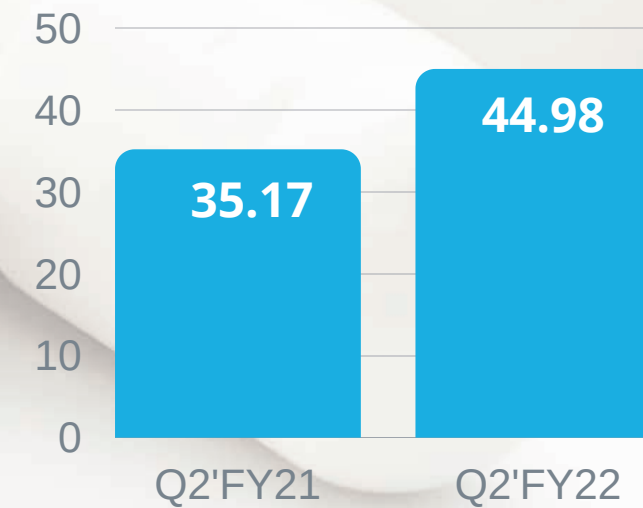
DIAGNOSTICS

^36%



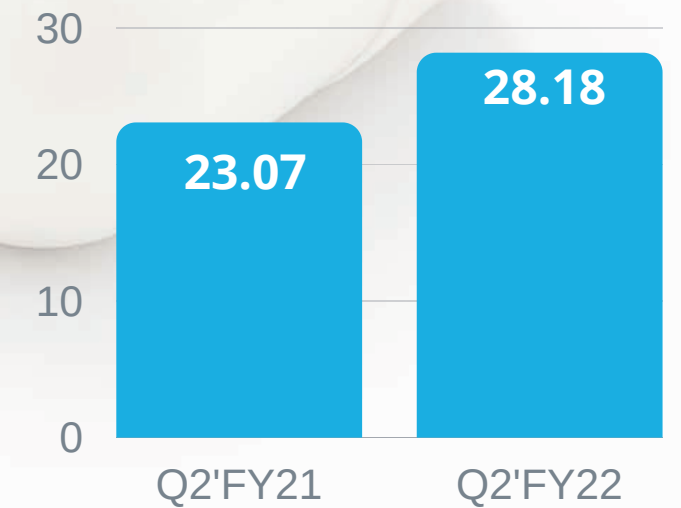
FORMULATIONS

^28%



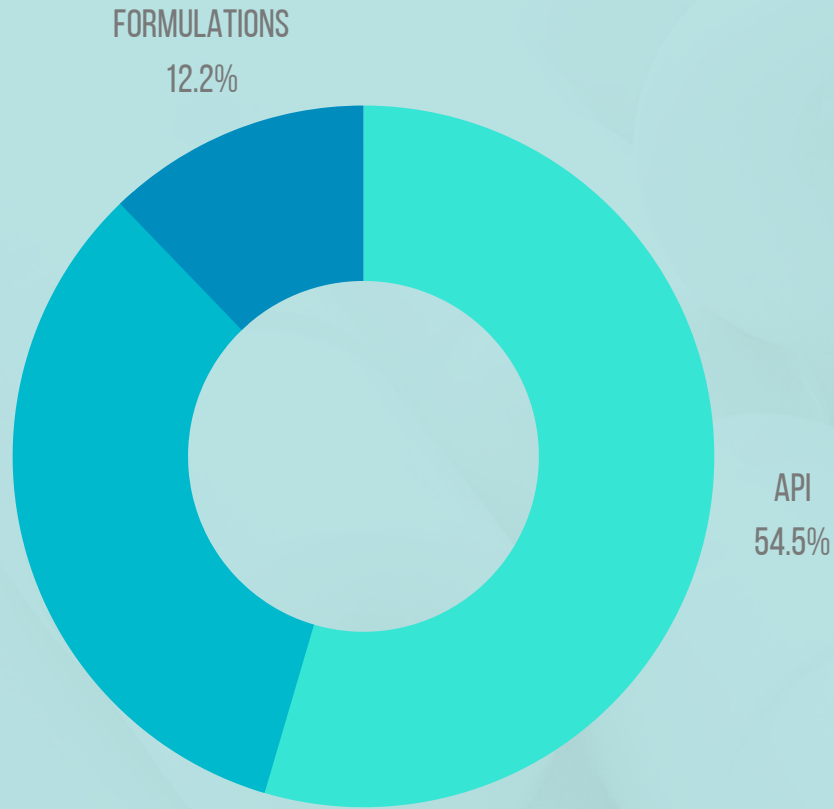
DR.MOREPEN -OTC

^22%



STANDALONE

SEGMENT WISE BREAKUP



REVENUE SPLIT Q1'FY'22



SHARE	Q2'FY21	Q2'FY22	Change
API	59.5%	54.5%	5.00% ↓
DIAGNOSTICS	29.1%	33.3%	4.20% ↑
FORMULATIONS	11.3%	12.2%	0.90% ↑



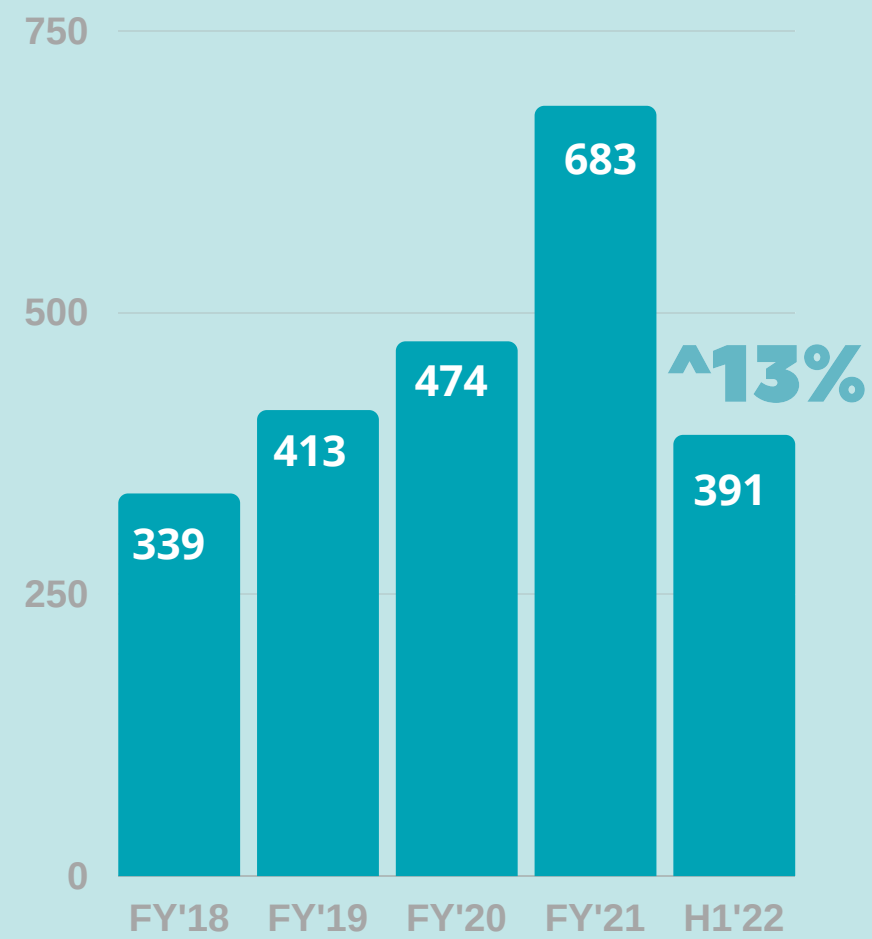
API BUSINESS

LEADERSHIP THROUGH QUALITY

API BUSINESS

API REVENUE

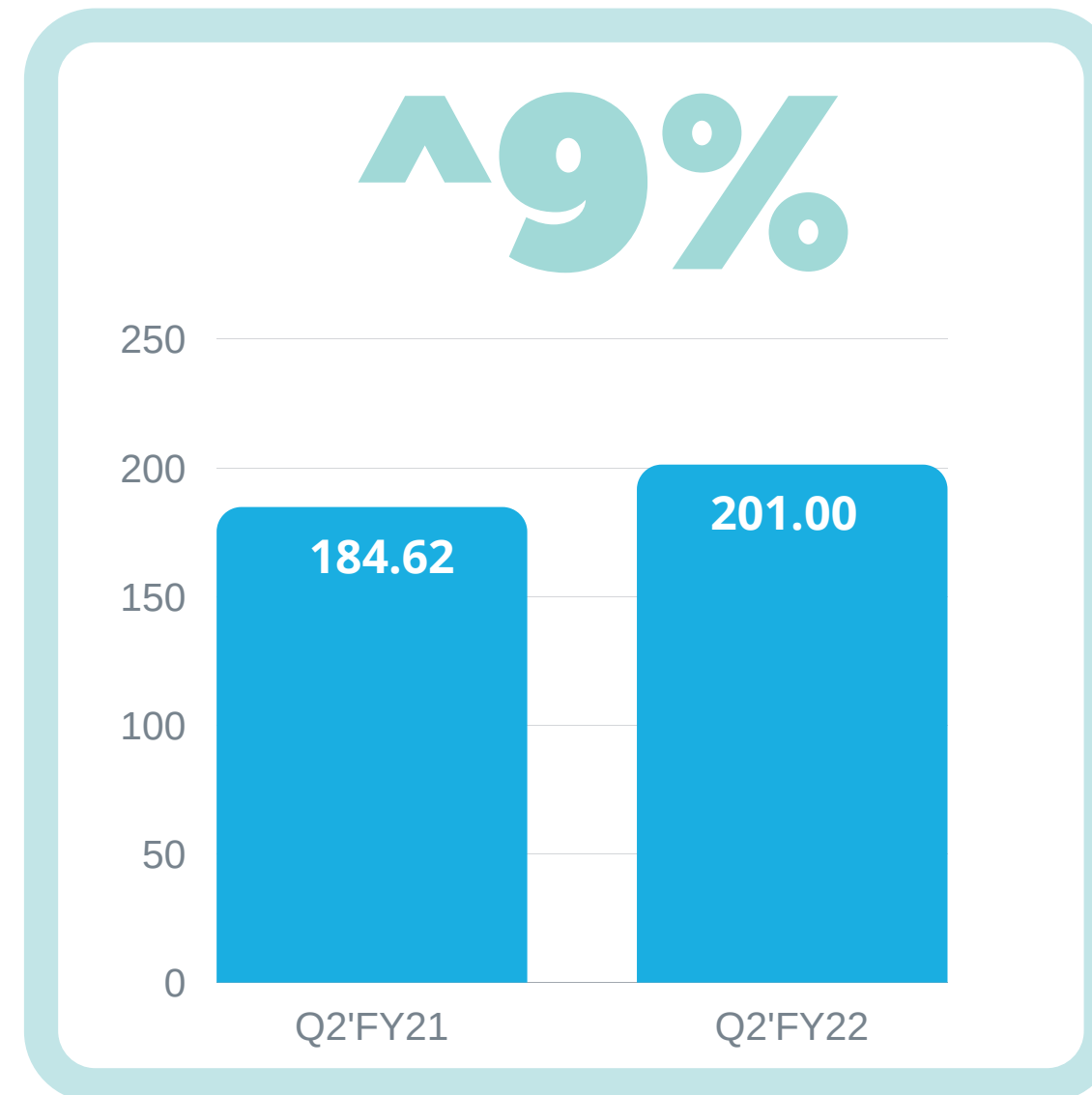
26% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE

KEY API PRODUCTS

ATORVASTATIN

^ 46 %

MONTELUKAST

^ 28 %

NEW MOLECULES

^ 99 %

LORATADINE

- 26 %

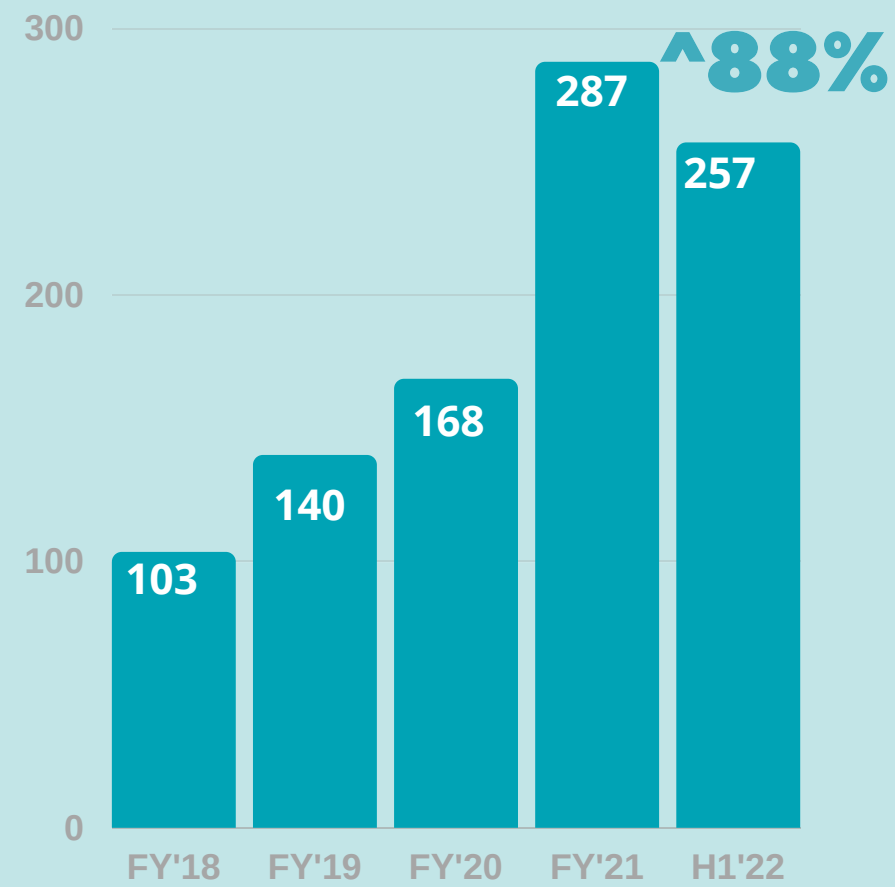


POC MEDICAL DEVICES

MARKET LEADERSHIP

POC REVENUE

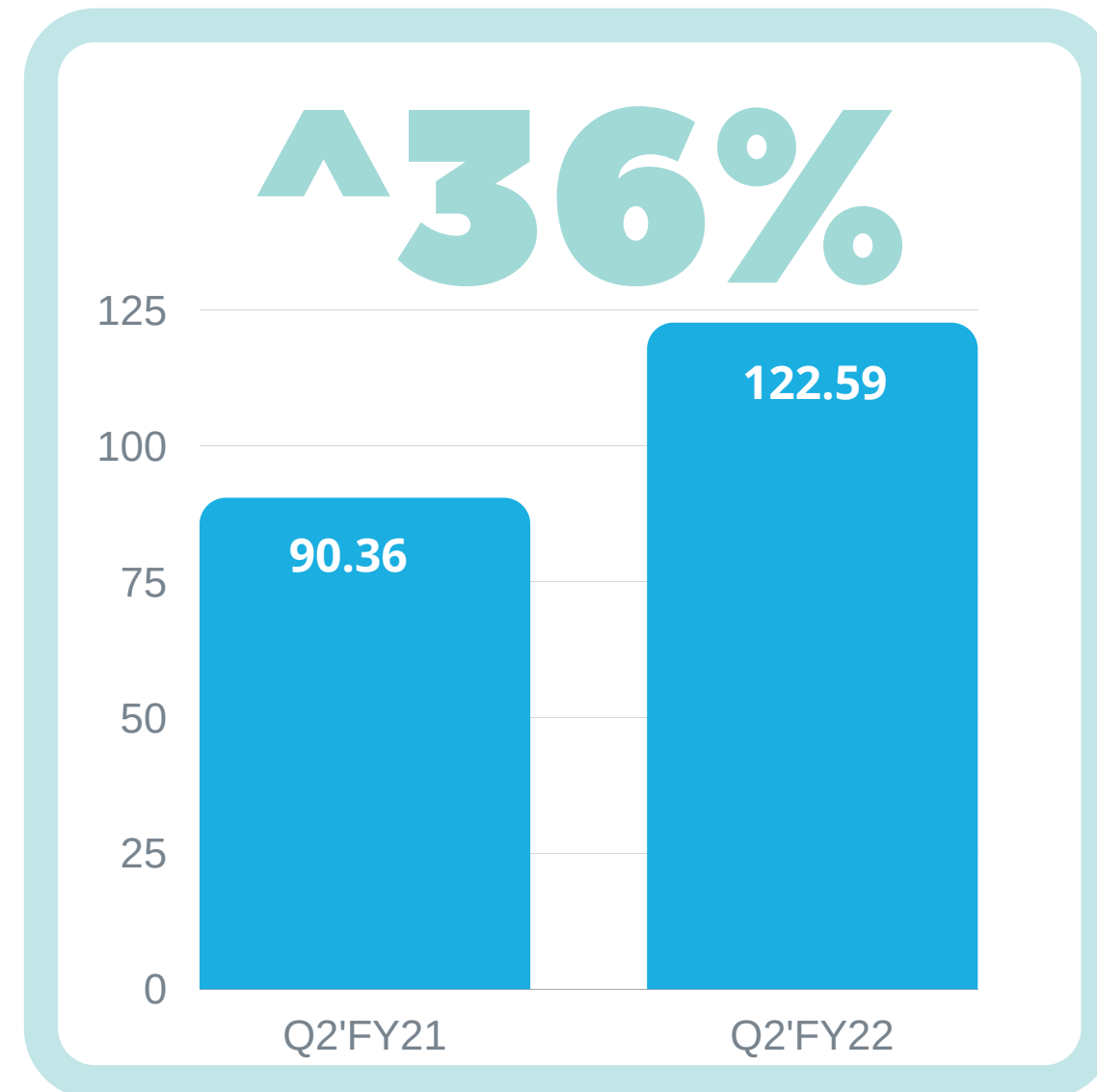
41% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE

GROWTH DRIVERS

^45%
GLUCO METERS

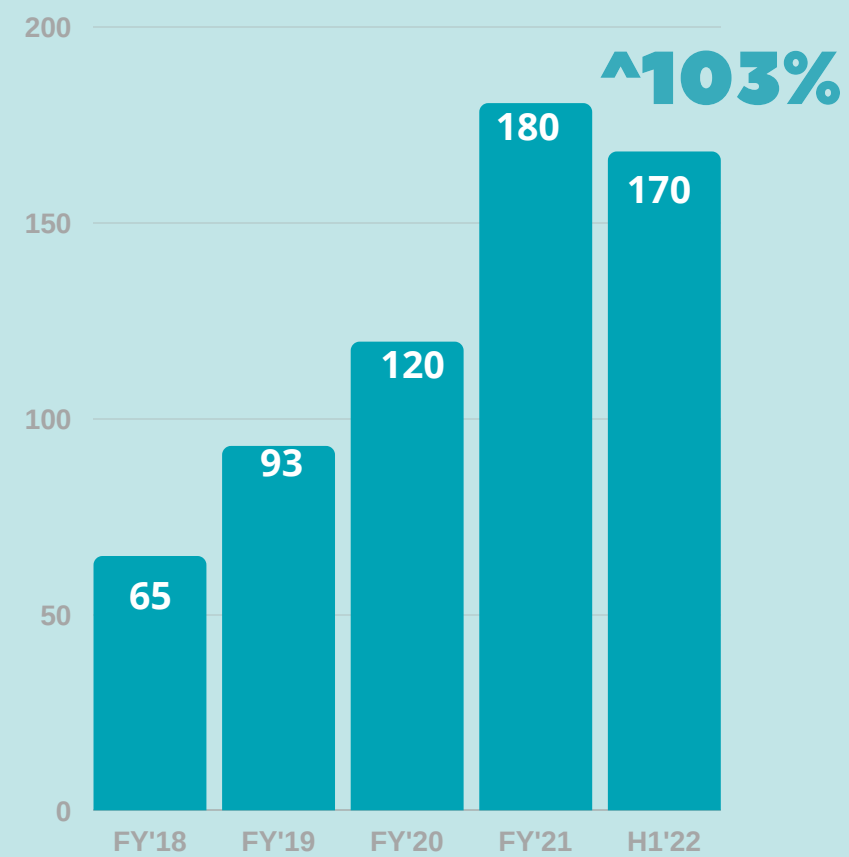


^44%
BP MONITORS



GLUCO METER REVENUE

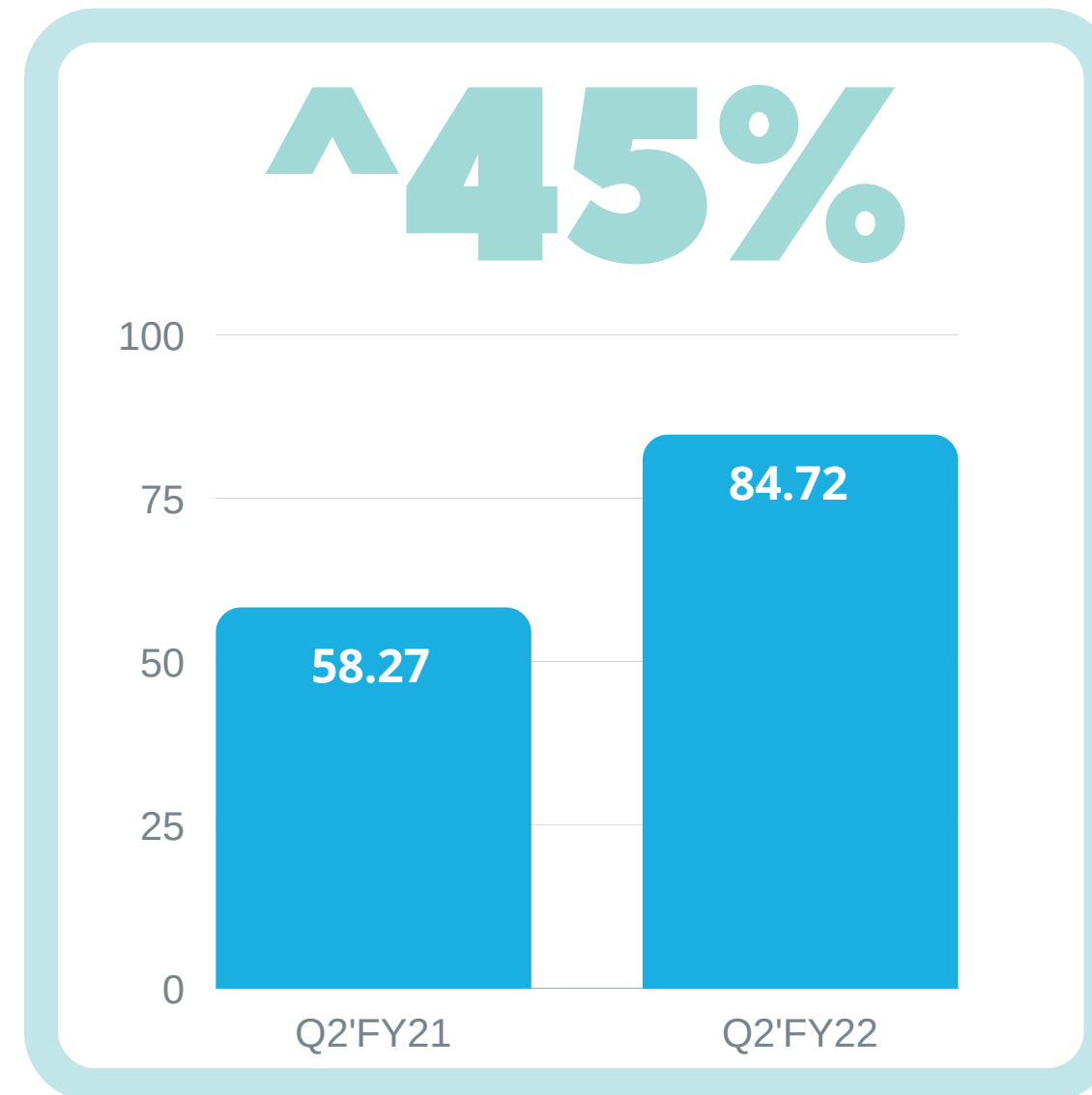
41% CAGR



ANNUAL PERFORMANCE

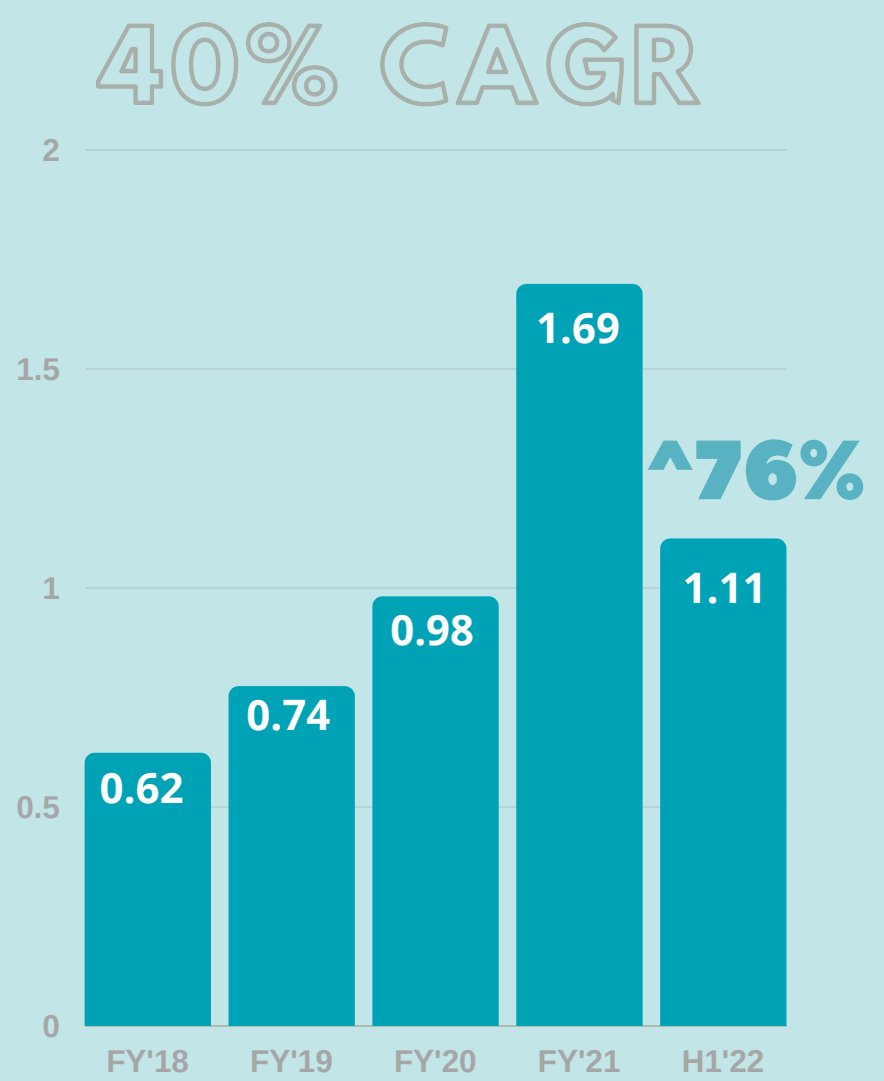


Rs. in crores



Q2'FY22 PERFORMANCE

GLUCO METER INSTALLED



MILLION METER INSTALLED



^20%

6.15 MILLION
METERS INSTALLED

Q2'FY21 **0.49 MILLION**



^50%

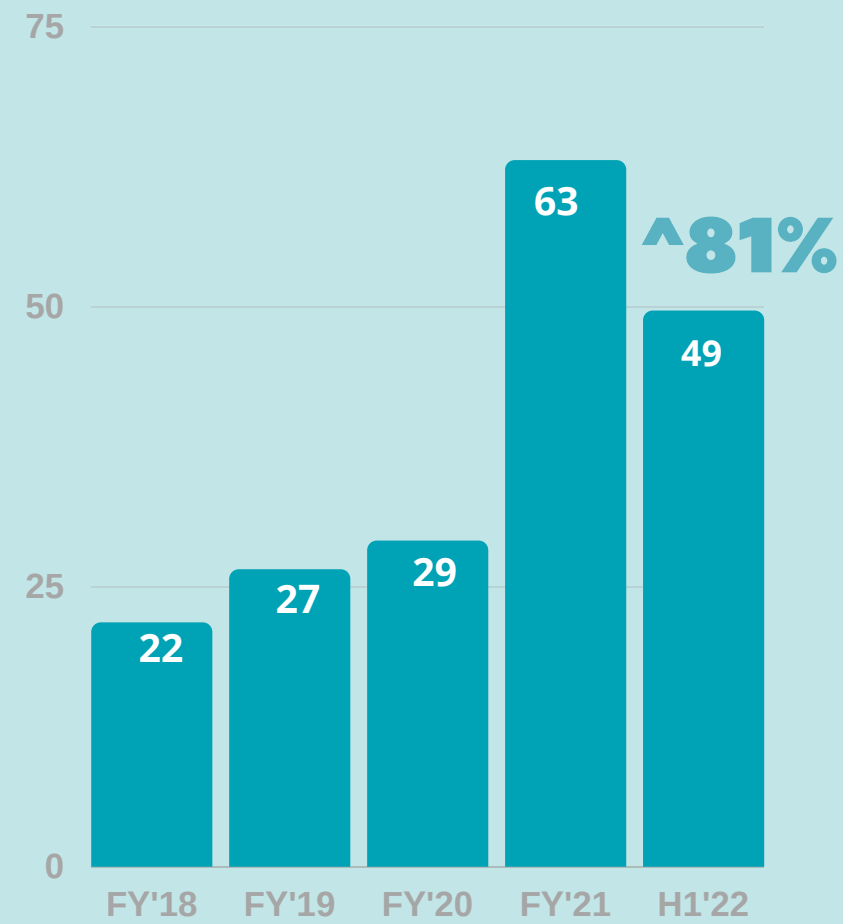
785 MILLION
STRIPS SOLD SO FAR

Q2'FY22 **90 MILLION**



BP MONITOR REVENUE

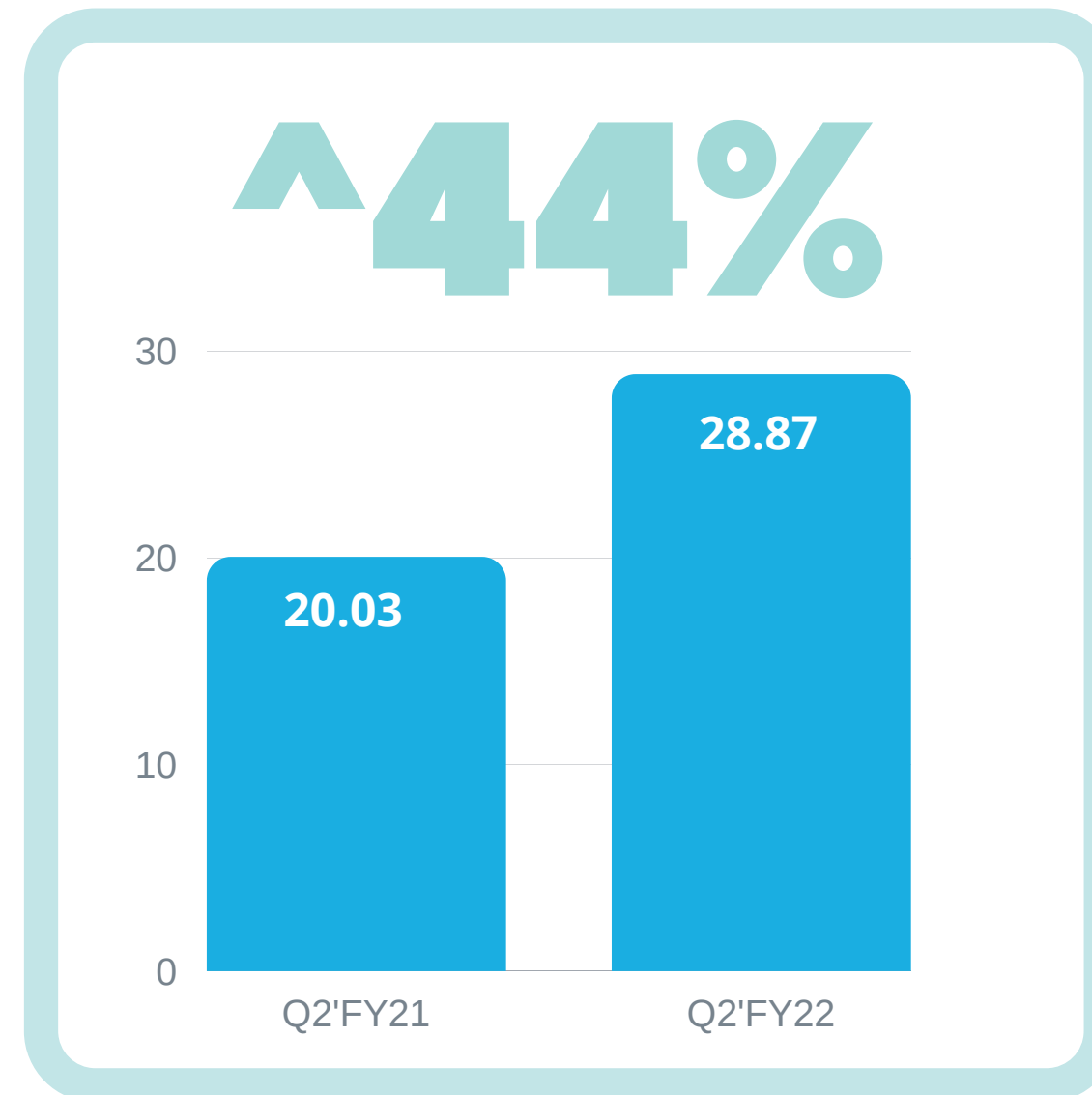
43% CAGR



ANNUAL PERFORMANCE



Rs. in crores



Q2'FY22 PERFORMANCE

POC MEDICAL DEVICES

INCREASING REACH



GLUCO AND BP MONITOR
WITH JAVED AKHTAR



GLUCO AND BP MONITOR
WITH BOMAN IRANI



PREGNANCY KIT
WITH KAREENA KAPOOR



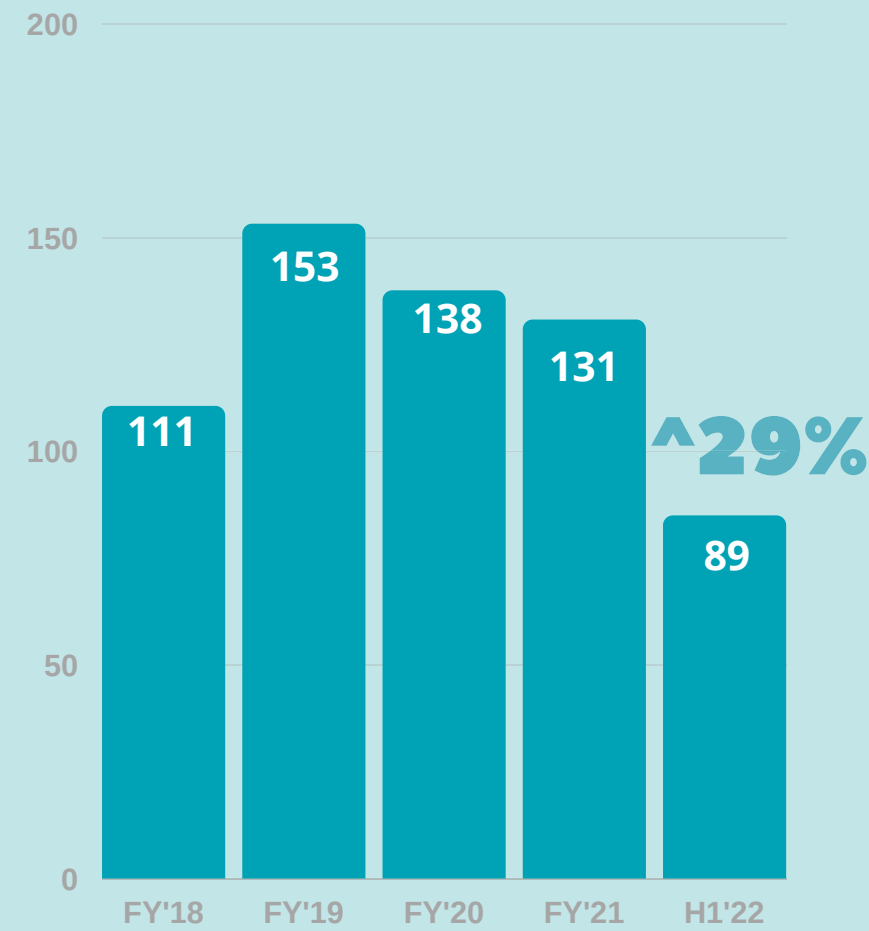
FORMULATIONS

BRANDED FORMULATIONS IN INDIA

FORMULATIONS

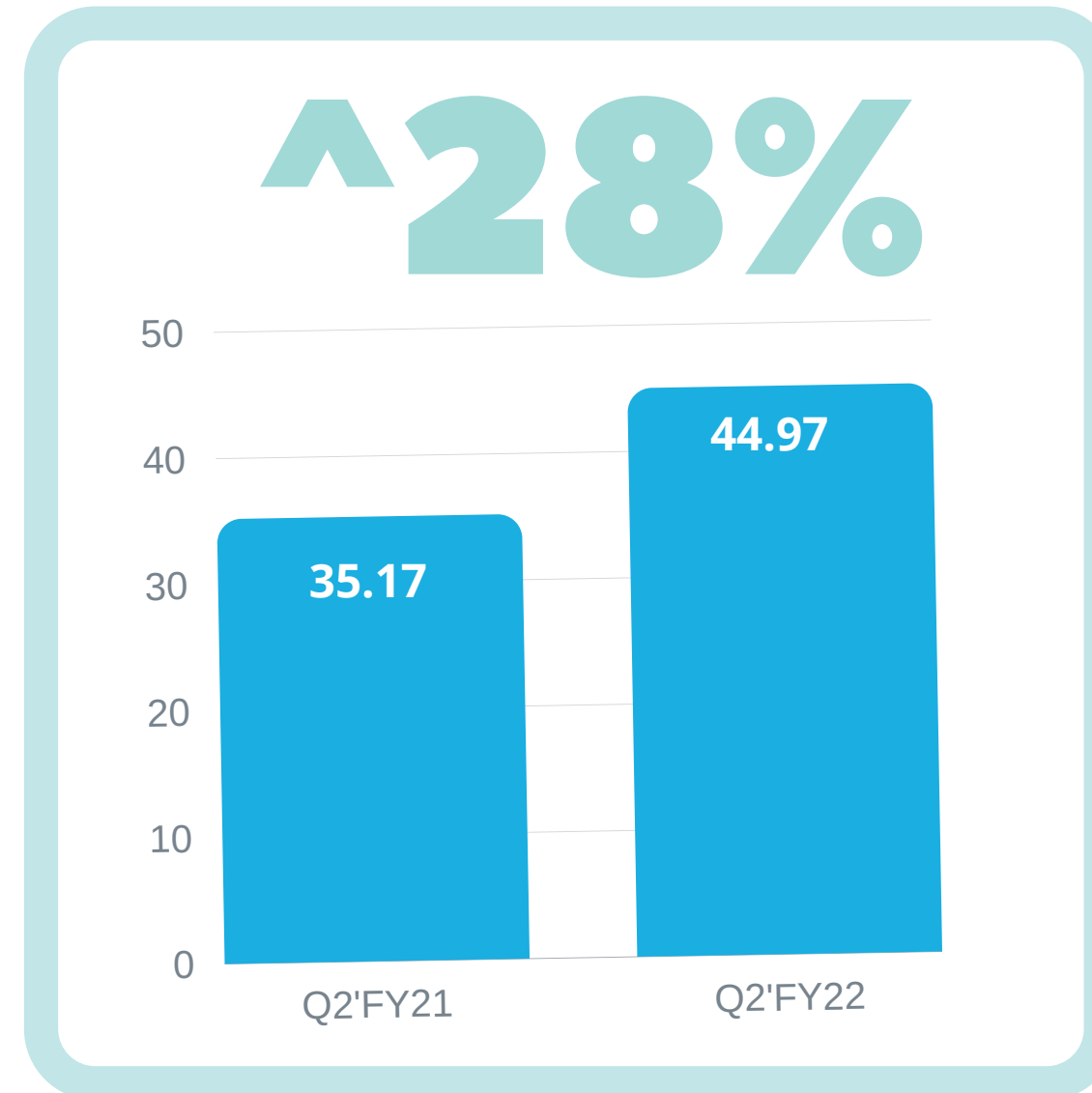
FORMULATIONS REVENUE

5% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q2'FY22 PERFORMANCE

GROWTH DRIVERS

^61%
ANTIBIOTICS

^41%
GENERICS

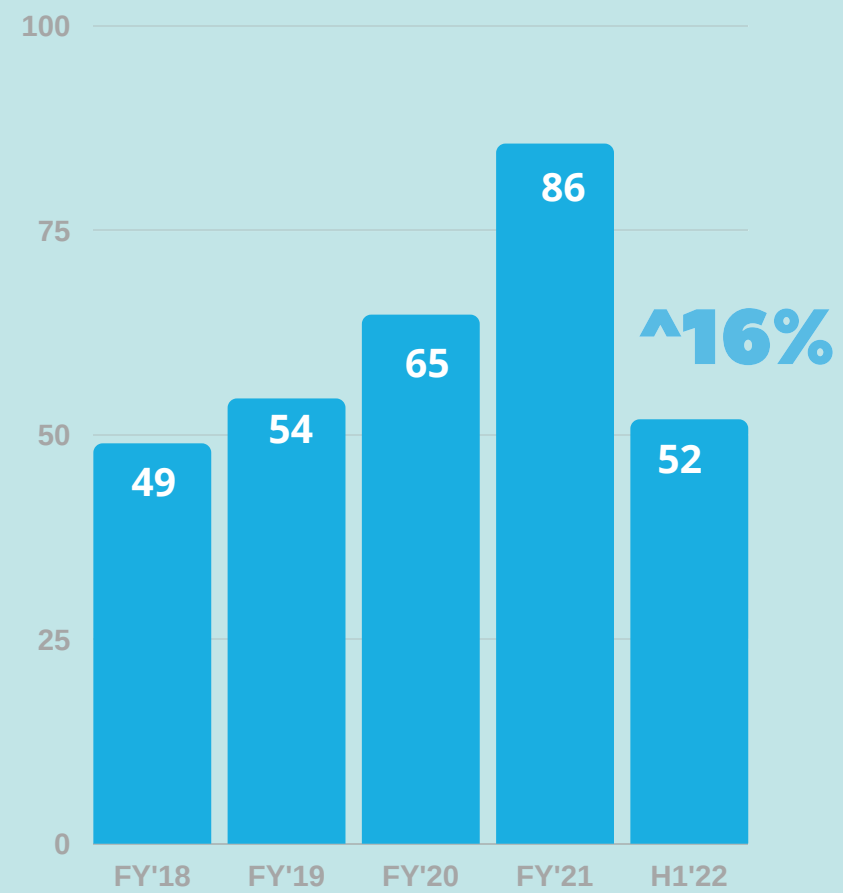
^5%
GASTRO

^169%
OTHERS



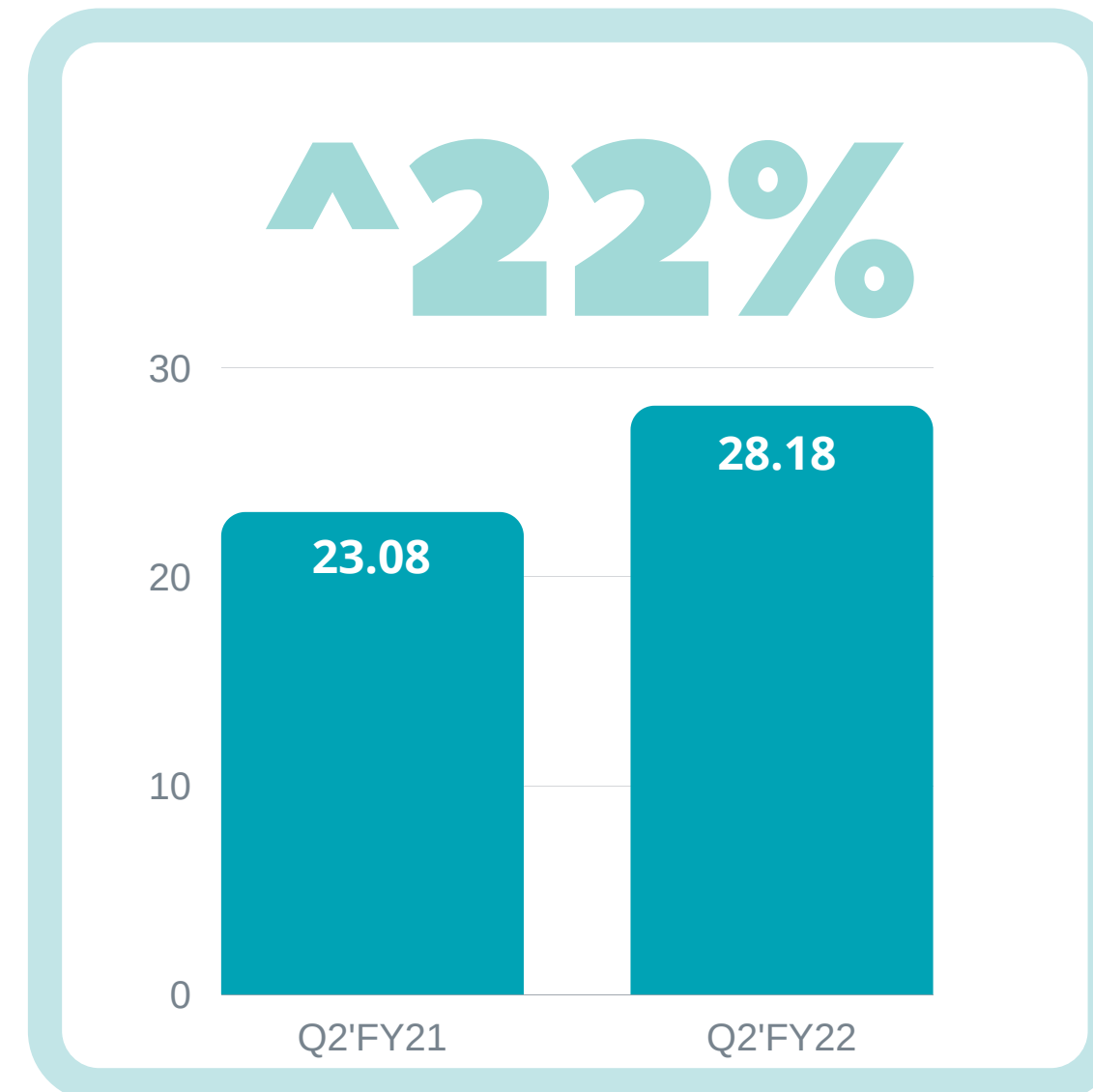
GROSS REVENUE

20% CAGR



ANNUAL PERFORMANCE

Rs. in crores



Q2'FY22 PERFORMANCE*

GROWTH DRIVERS

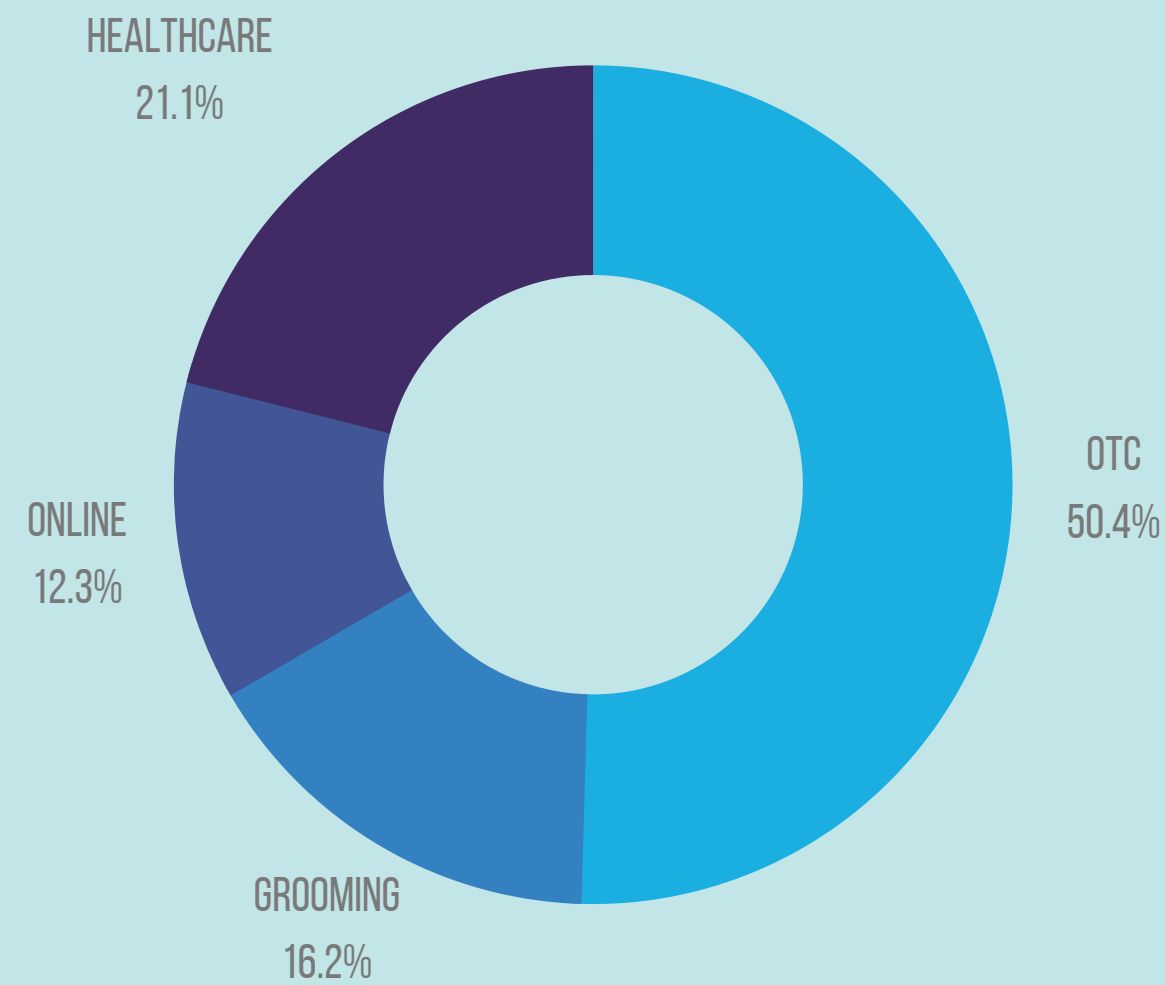
^27%
OTC PRODUCTS

^51%
GROOMING

^243%
ONLINE RANGE

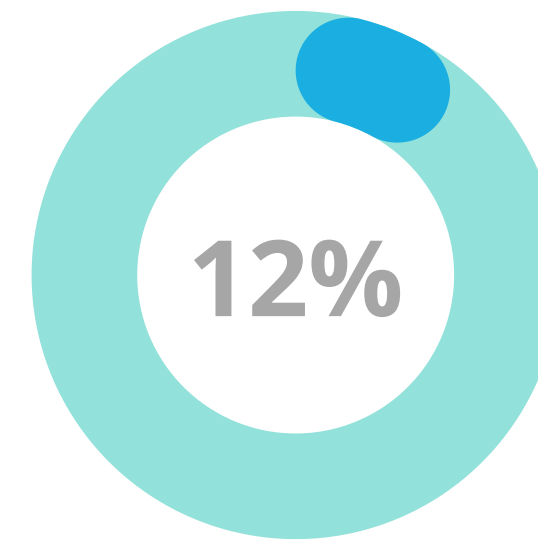
-24%
HEALTH CARE

BUSINESS SEGMENTS

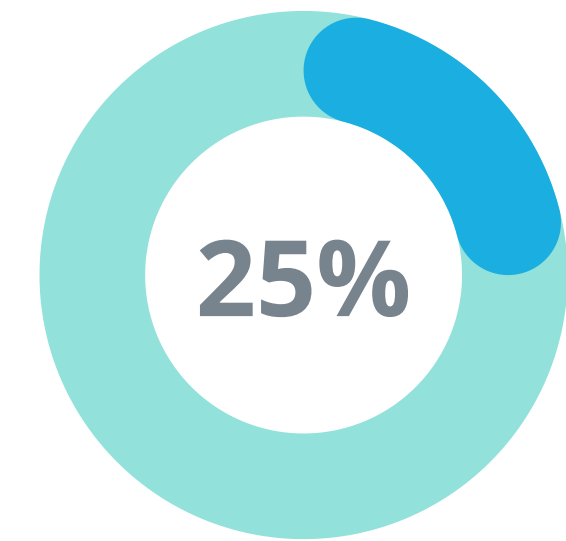


BUSINESS SEGMENTS Q2'FY22

ON LINE SALES



OTC



GUBB

GROOMING

NEW ONLINE LAUNCHES



MULTI-VITAMINS



PCOS POWDER



COLLAGEN



MUSCLE FOOD



SEXUAL WELLNESS



IRON & ZINC
GARCINIA



PROBIOTICS



VITAMIN-C, E



COQ-10
KRILL OIL



GILOY+TULSI
AMLA JUICE



OMEGA-3



STRESS & SLEEP



SLIM SHAKE



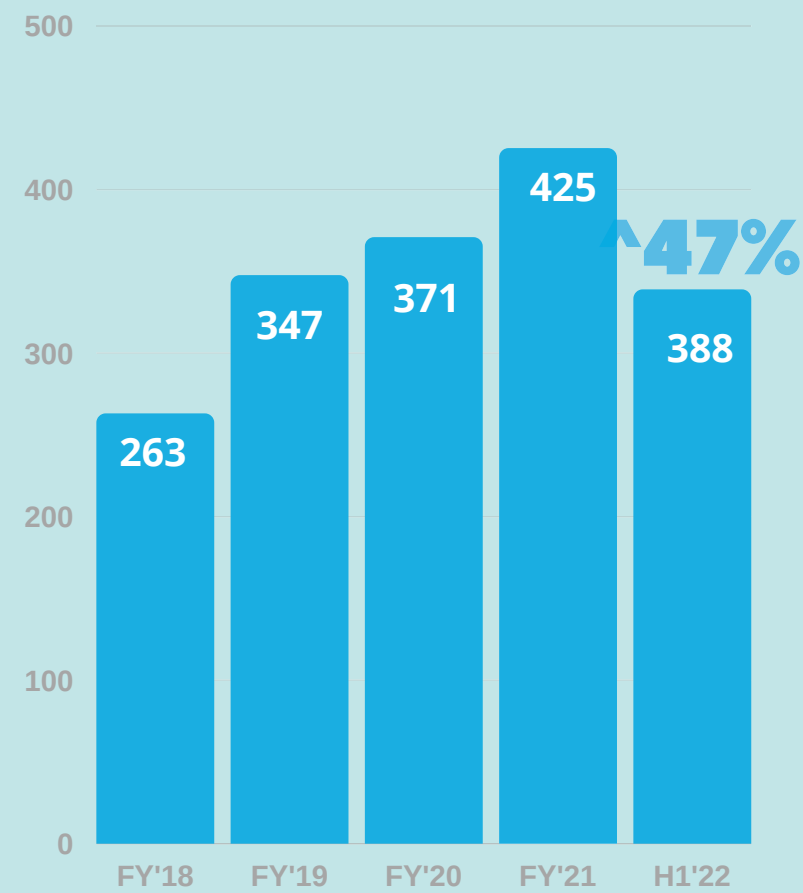
GENERAL HEALTH

EXCLUSIVE ONLINE RANGE LAUNCHED AT WWW.HEALTH.DRMOREPEN.COM

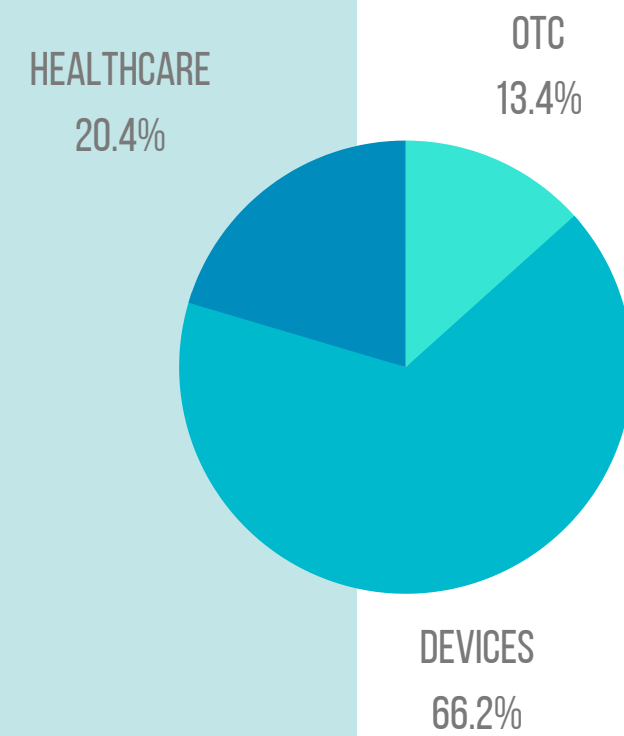
BRAND PORTFOLIO

AN ESTABLISHED NATIONAL HOUSEHOLD BRAND WITH EXTENSIVE REACH AND TRUST

24% CAGR

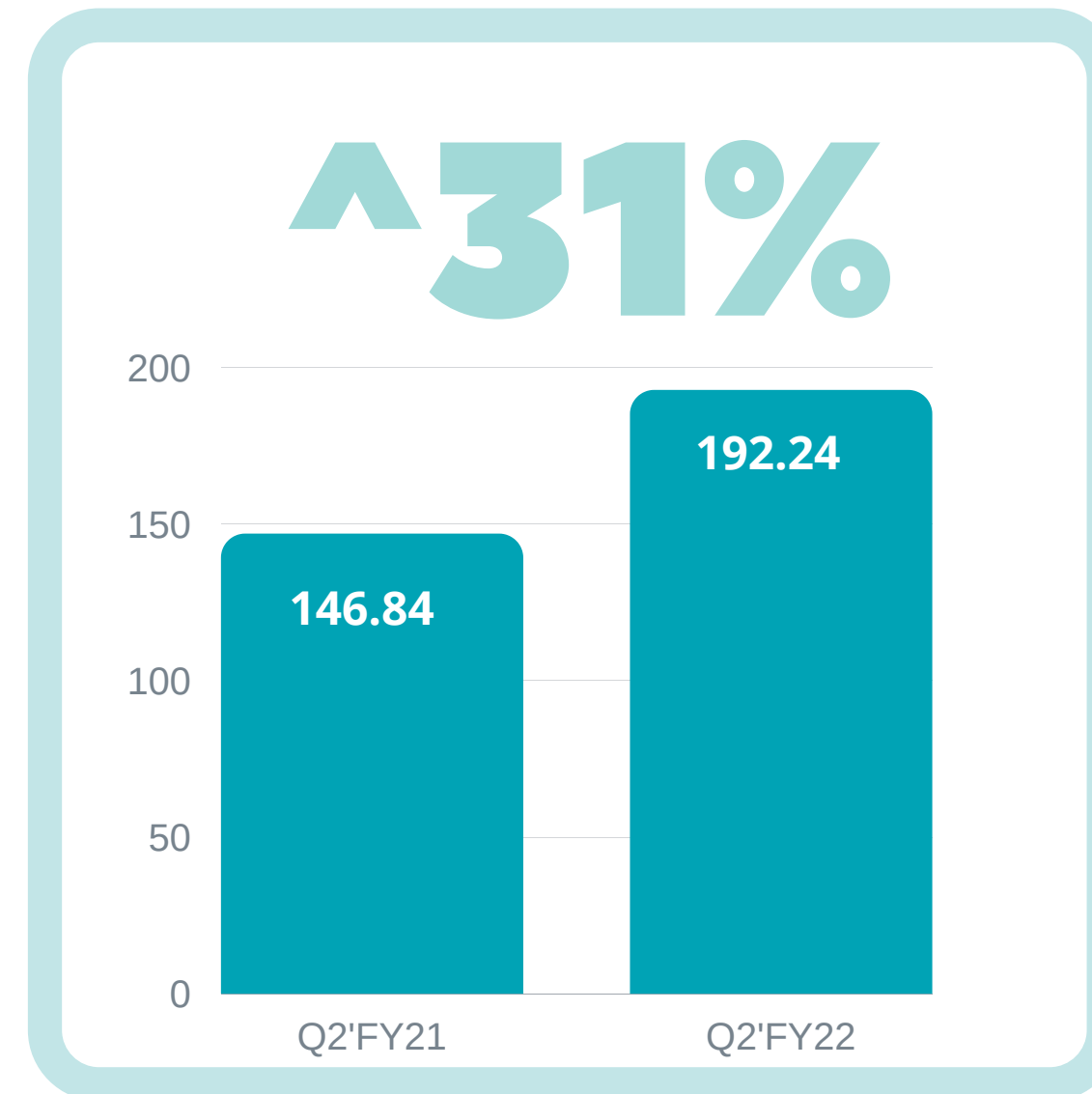


ANNUAL PERFORMANCE



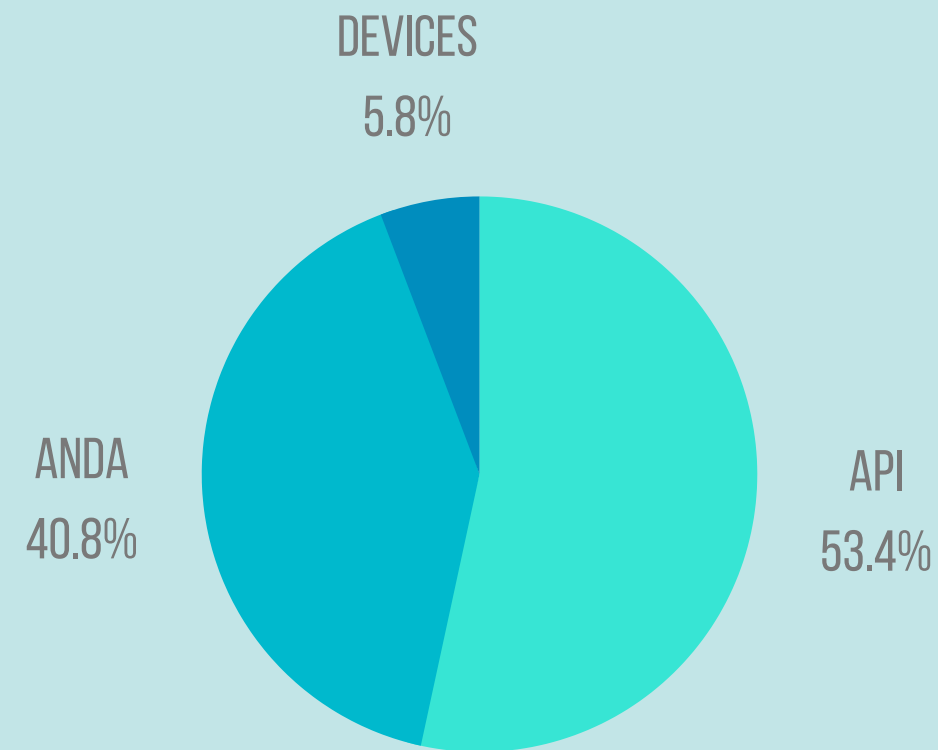
H1'FY22

Rs. in crores



Q2'FY22 PERFORMANCE

INCREASING INVESTMENT IN R&D



H1'FY22

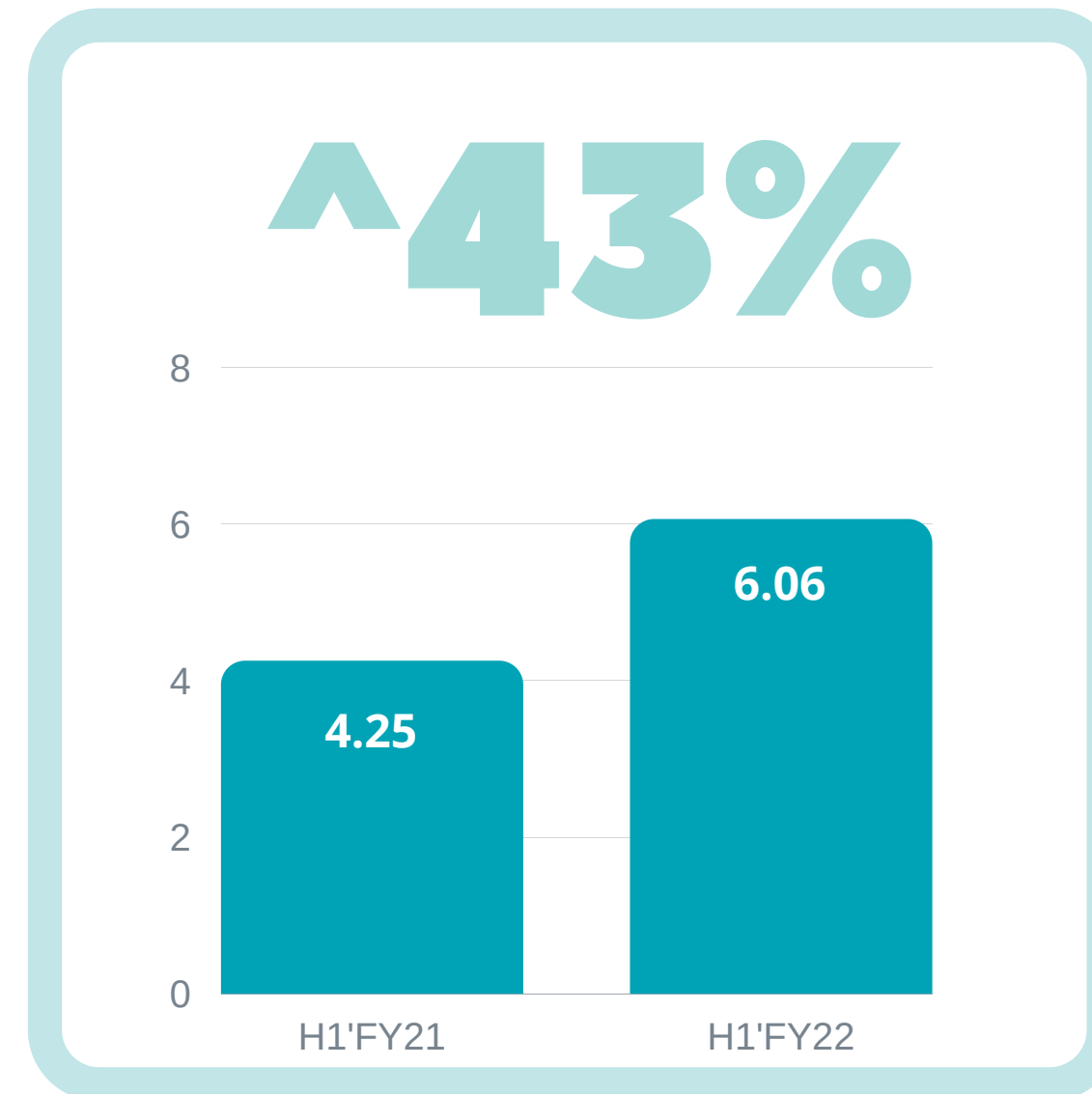
SEGMENT WISE SPEND



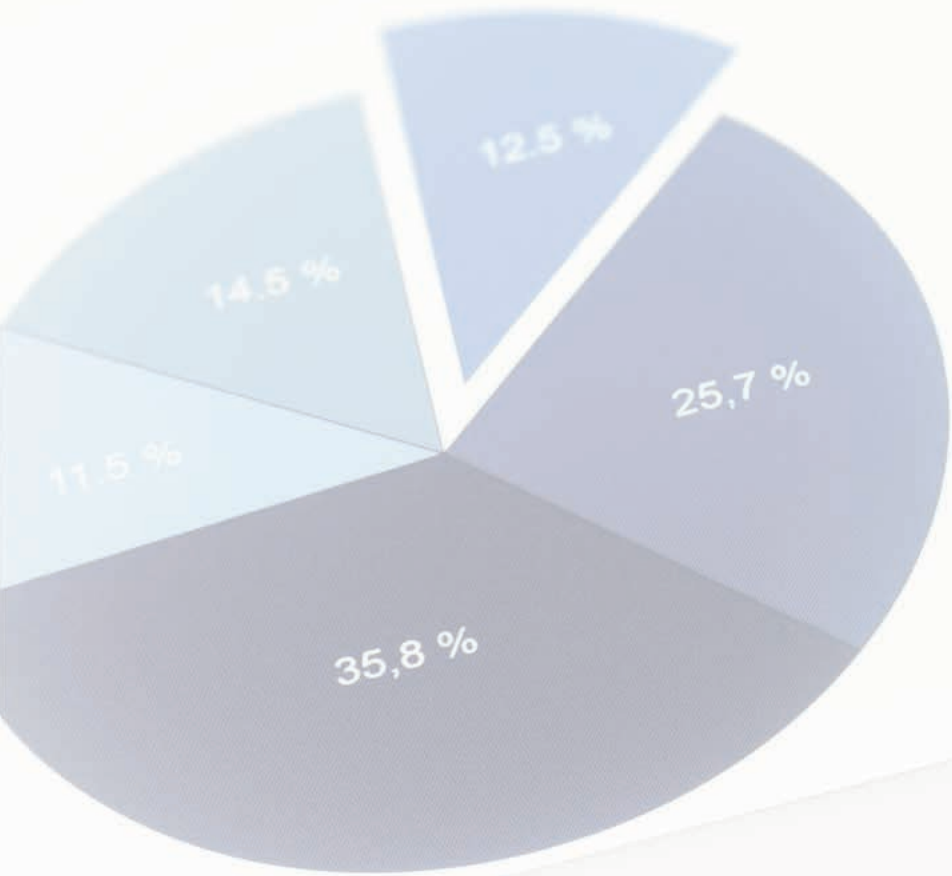
CONSOLIDATED

R&D SPEND

Rs. in crores



H1'FY22 SPEND



FINANCIAL

HIGHLIGHTS & RATIOS

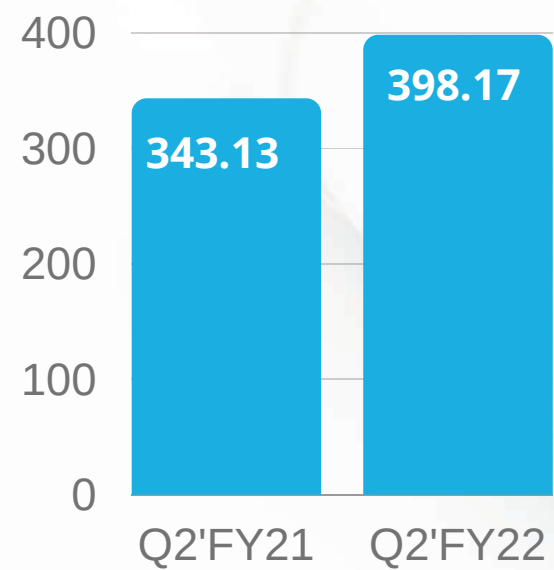


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REVENUE HIGHLIGHTS

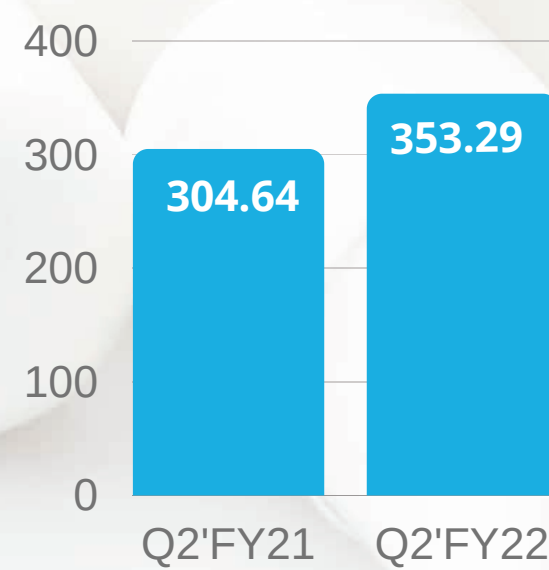
NET REVENUE

^17%



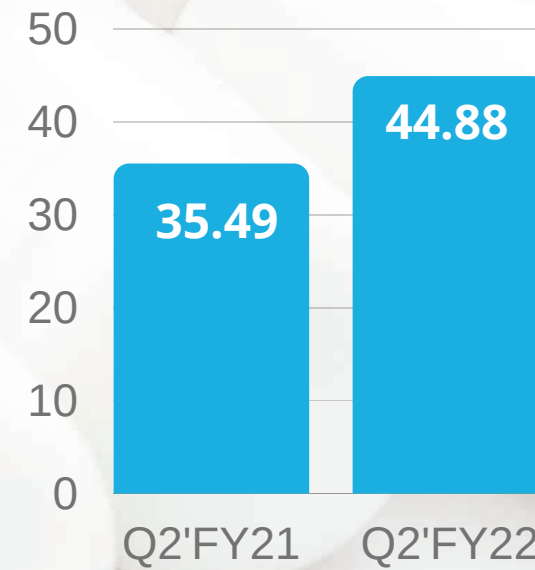
EXPENDITURE

^16%



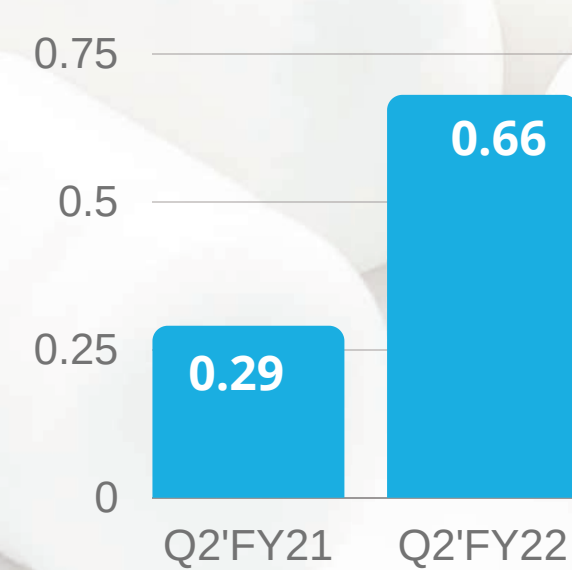
EBITDA

^26%



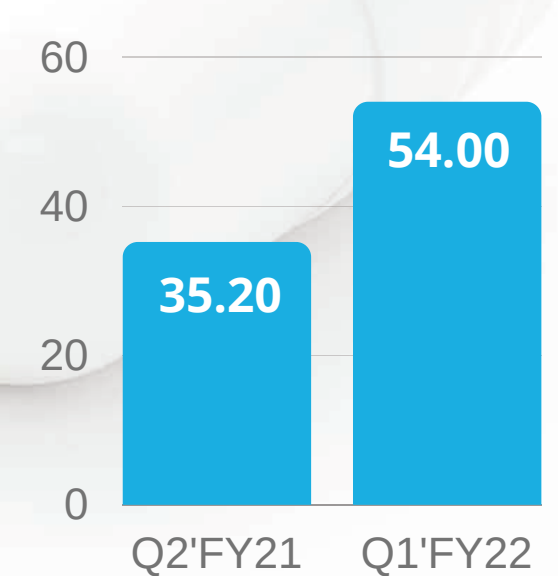
INTEREST

^128%



CASH PROFIT

^53%



*EXCLUDING PROVISIONS WRITTEN BACK

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PROFITABILITY RATIOS

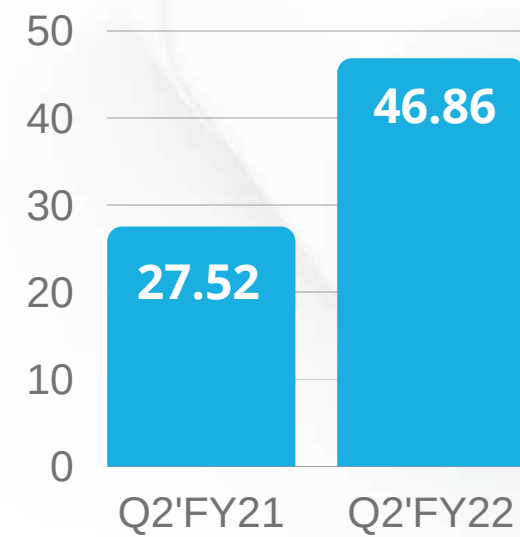
	Q2' FY'21	Q2'FY22	CHANGE
EBIDTA	10.43%	11.28%	0.84% ↑
PROFIT BEFORE TAX	8.09%	11.77%	3.68% ↑
PROFIT AFTER TAX	7.99%	9.38%	1.39% ↑

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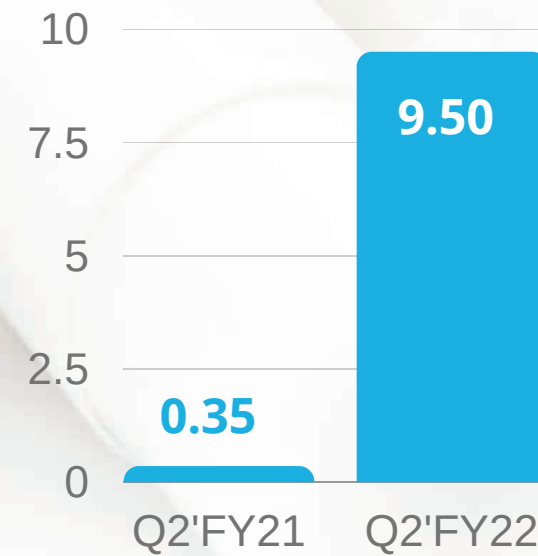
PROFITABILITY HIGHLIGHTS

PROFIT BEFORE TAX

^70%

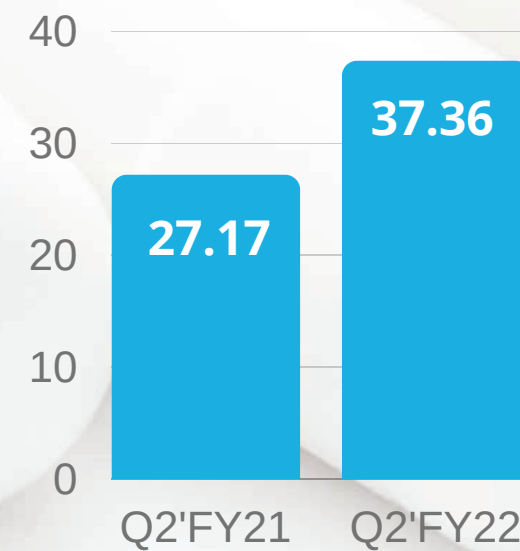


PROVISION FOR TAX



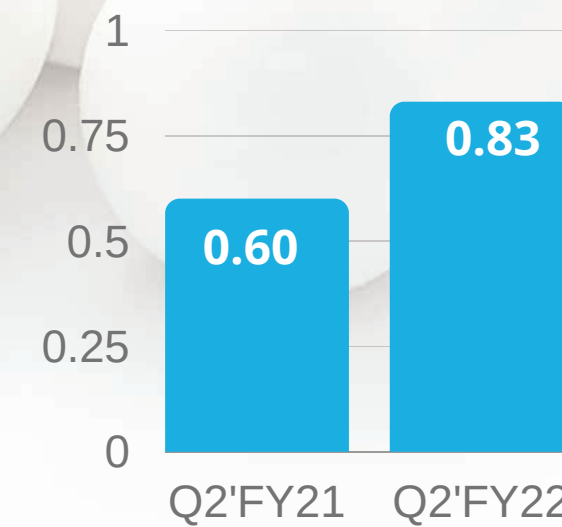
PROFIT AFTER TAX

^38%



EPS(RS.)

^38%



*Diluted EPS- Rs.0.72



Take Care

THANK YOU