



31st May, 2022

The Manager
BSE Limited
Corporate Relationship Department
P. J. Towers, Dalal Street,
Mumbai – 400 001.

The Manager
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra - Kurla Complex, Bandra (E),
Mumbai – 400 051.

BSE Scrip Code No. 524280

NSE Symbol : KOPRAN

Dear Sir/Madam,

Sub: Investors Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith presentation for Q4 & year ended 31st March 2022 of the Company. A copy of the said presentation is also being uploaded on the Company's website www.kopran.com.

Kindly disseminate the information on Exchange website.

Regards,

For Kopran Limited



Sunil Sodhani
Company Secretary & Compliance Officer

Encl.: a/a.





Kopran



KOPRAN LIMITED

Q4 FY 2022 Investor Presentation

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An integrated Pharmaceutical Company, committed to supplying International Quality Formulations and Active Pharmaceutical Ingredients (APIs) globally

State-of-the-art manufacturing facilities and products with various accreditations and approvals by major global regulatory authorities

The formulations vertical is operated through Kopran Limited

The API vertical is being operated under Kopran Research Laboratories Ltd. (KRLL), a wholly owned subsidiary of Kopran Limited

Presence across pharmaceutical value chain

1 APIs*

2 Intermediate Chemicals

3 Formulations*

4 Packaging

5 Marketing

6 Distribution



50+
Nations - Export Reach

Technology-focused company

Serving Regulated and Non-Regulated markets

* Our presence across two major verticals in the pharmaceutical value chain

API Vertical

Development, manufacturing and sale of diverse APIs and Advanced Intermediates

One of the leaders in Atenolol

One of the major players in Sterile Carbapenems

World-class facility and quality systems

Catering export and domestic market

Facility:

Located at
MIDC Mahad, Maharashtra

11,900 sq. mts.
built-up area

Dedicated and Versatile Facilities for:

- ◇ Atenolol
- ◇ Pregabalin
- ◇ Cephalosporins - Non-Sterile & Sterile
- ◇ Macrolides
- ◇ Granules
- ◇ Sterile Carbapenems
- ◇ Multipurpose plants
- ◇ Pilot plants

Product Segments

- ◇ Anti-hypertensive
- ◇ Macrolides
- ◇ Neuromodulator
- ◇ Urological
- ◇ Anti-infective/Anti-acne
- ◇ Sterile Carbapenems
- ◇ Sterile Cephalosporins
- ◇ Anti-thrombosis
- ◇ Gastroenterology

20+

Products commercialised

Formulations Vertical

Development and manufacturing of oral solid dosages and dry powder formulations for both Penicillin- and Non-Penicillin-based drugs

Catering 100% export markets of both Regulated and Non-Regulated markets

Manufacturers of more than 100 dosages meeting the standards of international markets which includes Tablets, Capsules, Dry Powder and Suspension

Facility

Located at
Khopoli, Maharashtra

11,432 sq. mts.
built-up area

Product Segments

Penicillin-based Finished Oral Dosage Forms

- ◇ Anti-infective
- ◇ Amoxicillin
- ◇ Ampicillin
- ◇ Cloxacillin
- ◇ Amoxy Clauv

Non-Penicillin-based Finished Oral Dosage Forms

- ◇ Macrolides
- ◇ Anti-hypertensive
- ◇ Cardiovascular
- ◇ Anti-helmentics
- ◇ Anti-histamine
- ◇ EDS
- ◇ Anti-diabetic
- ◇ CNS
- ◇ Pain Management
- ◇ Gastroenterology

Dedicated Facilities

- ◇ Penicillin-based finished oral dosage forms
- ◇ Non-Penicillin-based finished oral dosage forms

FY 2021-22 Performance (₹ Lakhs)

Particulars	FY 2021	FY 2022	YoY (Change)
Revenue from operations	49,181.35	47,752.10	(2.90)%
EBITDA	8,177.98	8,739.21	6.86%
Net Profit	6,160.62	6,103.30	(0.93)%

FY 2021-22 Performance

Particulars	FY 2021	FY 2022
Debt: Equity	0.23	0.04
ROCE	25.3%	22.4%

Summary

The expansion and upgradation of two blocks at API facility at Mahad was completed and resumed production at the end of April 2021. The expansion and upgradation of Sterile plant was completed and resumed production at the end of June 2021. Therefore, the production was impacted during that period.

Revenue was lower by 4.25%, despite closure of plant for expansion and upgradation in Q1 FY 2021-22, as stated above.

Our EBITDA grew by 6.86% to ₹ 8,739.21 Lakhs in FY 2021-22. This growth can be attributed to new product launches in API and better product mix.

PAT is lower by 2% due to lower forex gain of ₹ 747.78 lakhs in FY 2021-22 as compared to ₹ 1609.30 in FY 2020-21.

The demand for API in domestic market was muted during Q4. We expect this to be a short-term phenomena and that domestic demand would eventually pick up a positive pace.

The margins in formulations business continues to be under pressure due to high API prices, packing and freight cost.

The marginal dip in the ROCE was on account of preferential issue of equity shares in January 2022.

- ◇ Focus on R&D to develop niche, high-value/high-volume APIs and intermediates
- ◇ Capacity expansion
- ◇ Compliance with Global Regulatory standards
- ◇ Synergies between APIs and formulations

Growth and Sustainability

- ◇ Development of intermediates for APIs
- ◇ Reducing dependence on China to move towards self sufficiency
- ◇ Optimising operational cost
- ◇ Process improvements: Improving yields of existing products
- ◇ Automisation of packing lines in formulations

Cost Leadership

- ◇ Prudent capital allocation
- ◇ Increase asset to turnover ratio

Balance Profitability & Investment for Future

- ◇ Leveraging customer base for new products
- ◇ New customers and newer geographies
- ◇ New regulatory filings and registrations

Business Development

Developing knowledge and expertise through robust R&D

API

Our R&D team uses an innovative strategy to develop, test, and manufacture products with the singular purpose of providing high-quality API and formulations.

Strengthening R&D team and facility to take up more products for development for both API and Formulations

Setting up a new R&D facility for API

- 1 1st Company to receive Drugs Controller General of India (DCGI) approval for launch of Biapenem in India and commercialise
- 2 1st Company to launch Biapenem in Russia
- 3 Filed process patent applications for Nitroxoline in India, EU and China
- 4 Received Process Patent for Nitroxoline in India
- 5 Registered Nitroxoline in Germany
- 6 Commercialised Ticagrelor in H1 FY 2021-22
- 7 Commercialised Rivaroxaban in Q4 FY 2021-22

Widening our offerings through new products

Product Pipeline

Products commercialised during the year

- ◇ Rivaroxaban
- ◇ Ticagrelor
- ◇ Biapenem
- ◇ Nitroxoline

Products to be commercialised in 2022-23

- ◇ Tebipenem
- ◇ Faropenem
- ◇ Imipenem NS
- ◇ Ertapenem
- ◇ Apixaban
- ◇ Clopidogrel
- ◇ Rosuvastatin
- ◇ Montelukast
- ◇ Duloxetine Pellets 17%, 21.5%
- ◇ Venlafaxine Pellets 33%
- ◇ Dexlansoprazole Pellets 20%, 23%

Products under development, to be commercialised after 2023

- ◇ Lacosamide
- ◇ Buspirone HCL
- ◇ Macitentan
- ◇ Riociguat
- ◇ Edoxaban tosylate
- ◇ Nitrofurantoin
- ◇ Dapagliflozin
- ◇ Canagliflozin
- ◇ Empagliflozin

Products filed and approvals received for our formulations

Formulations



Products filed during the year

138 dossiers filed in west Africa region

42 dossiers filed in south east Asia region

72 dossiers filed in Latin America region

6 dossiers filed in regulated market

258

Total Dossiers Filed

in FY 2021-22

7

New products developed

in FY 2021-22

Approvals Received:

4

Regulated Market

28

Rest of the World

Progressing through consistent expansion of our facilities

Panoli site:

The work at Panoli site is progressing at full swing and we expect two blocks to be completed by July 2022
Commercial production is expected to commence in September 2022

Mahad site:

Completed upgradation and expansion of Mahad facility that was undertaken during the last fiscal
Completed upgradation and expansion of Solvent Recovery Plant

Non-sterile Facility

Phase 1 completed by Q4 2021
Phase 2 to be completed by June 2022

Inorganic Growth

The Company is pursuing acquisition of an API facility, likely to be completed by June 2022

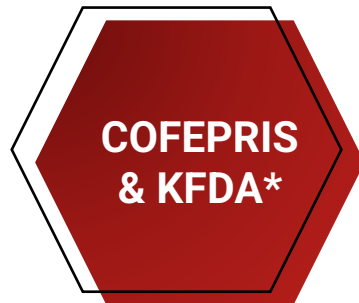
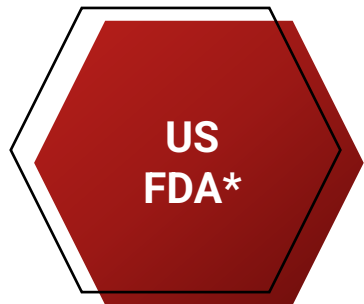


Offering best-in-class quality through strict compliance

The Company maintains highest global regulatory standards of manufacturing and quality at its all plants

API Accreditations

The plant has been approved by



*Except sterile facility

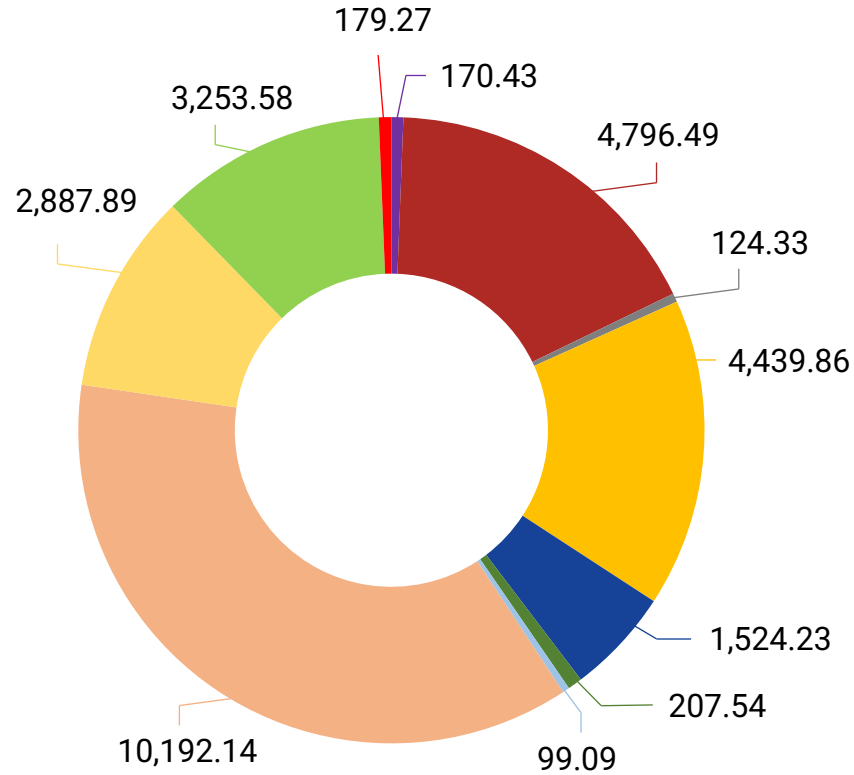
Formulations Accreditations

Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen



FY 2021-22 (₹ Lakhs)

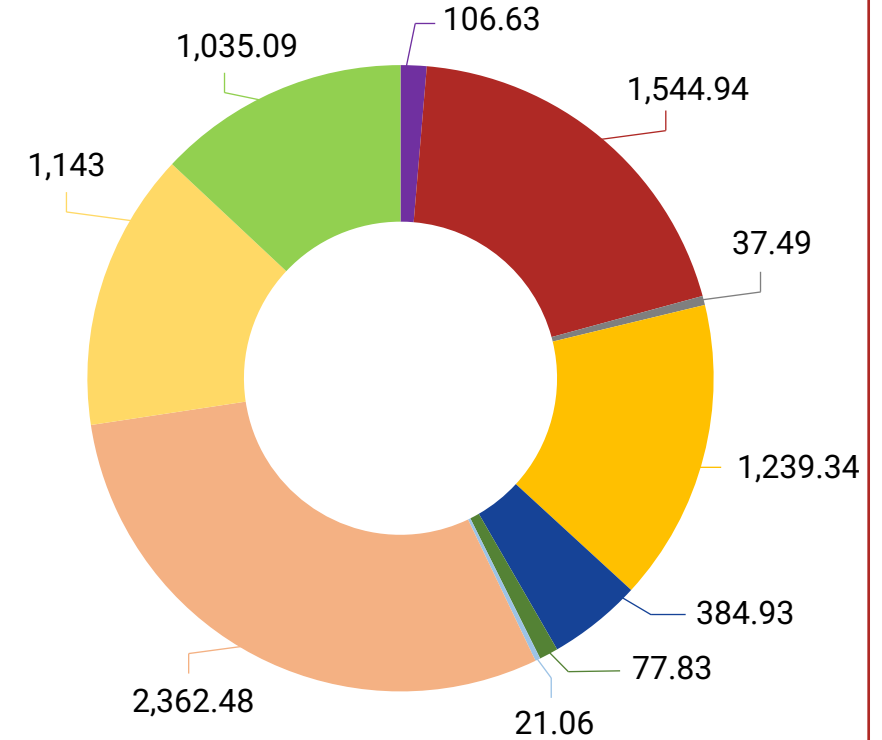
- Advance Intermediate
- Anti-Hypertensive
- Gastroenterology
- Macrolides
- Neuromodulator
- Other Product Sales
- Scrap Sales
- Steriles Carbapenems
- Steriles Cephalosporin
- Urological
- Anti-Thrombosis



Total ₹ **27,874.85** Lakhs

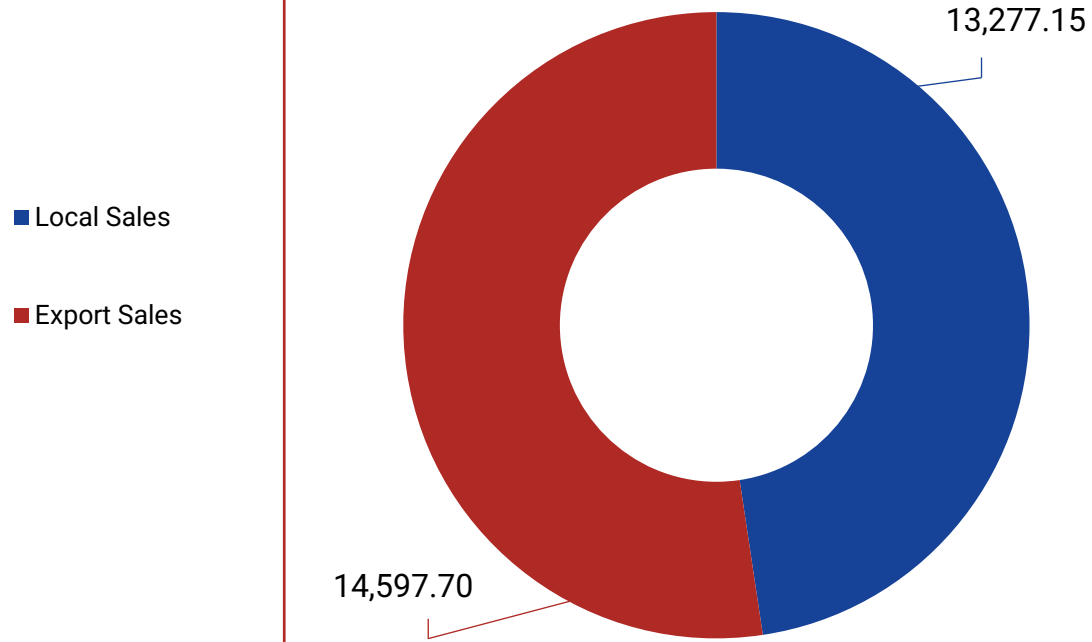
Q4 FY 2021-22 (₹ Lakhs)

- Advance Intermediate
- Anti-Hypertensive
- Anti-Thrombosis
- Macrolides
- Neuromodulator
- Other Product Sales
- Scrap Sales
- Steriles Carbapenems
- Steriles Cephalosporin
- Urological



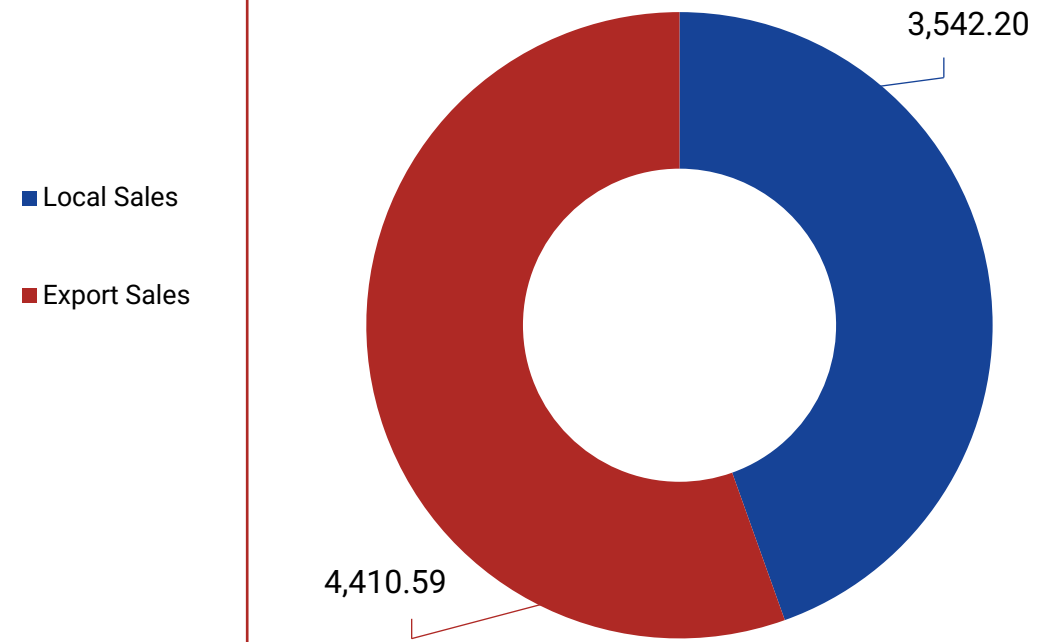
Total ₹ **7,952.80** Lakhs

FY 2021-22 (₹ Lakhs)



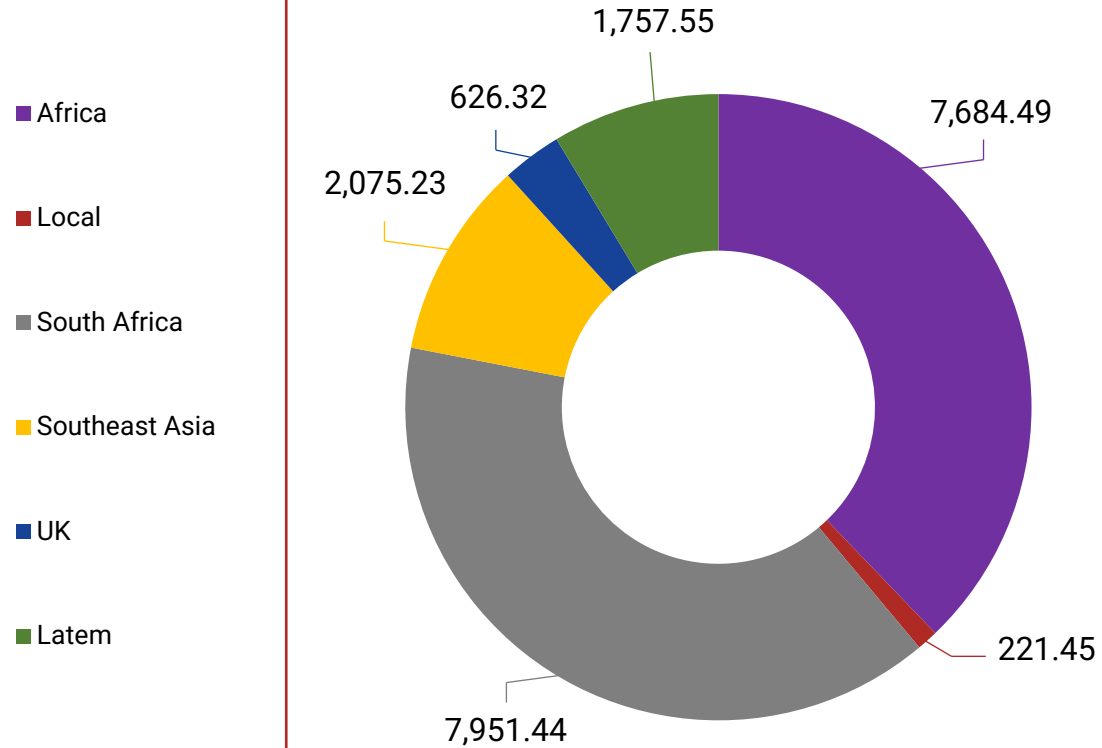
Total ₹ **27,874.85** Lakhs

Q4 FY 2021-22 (₹ Lakhs)



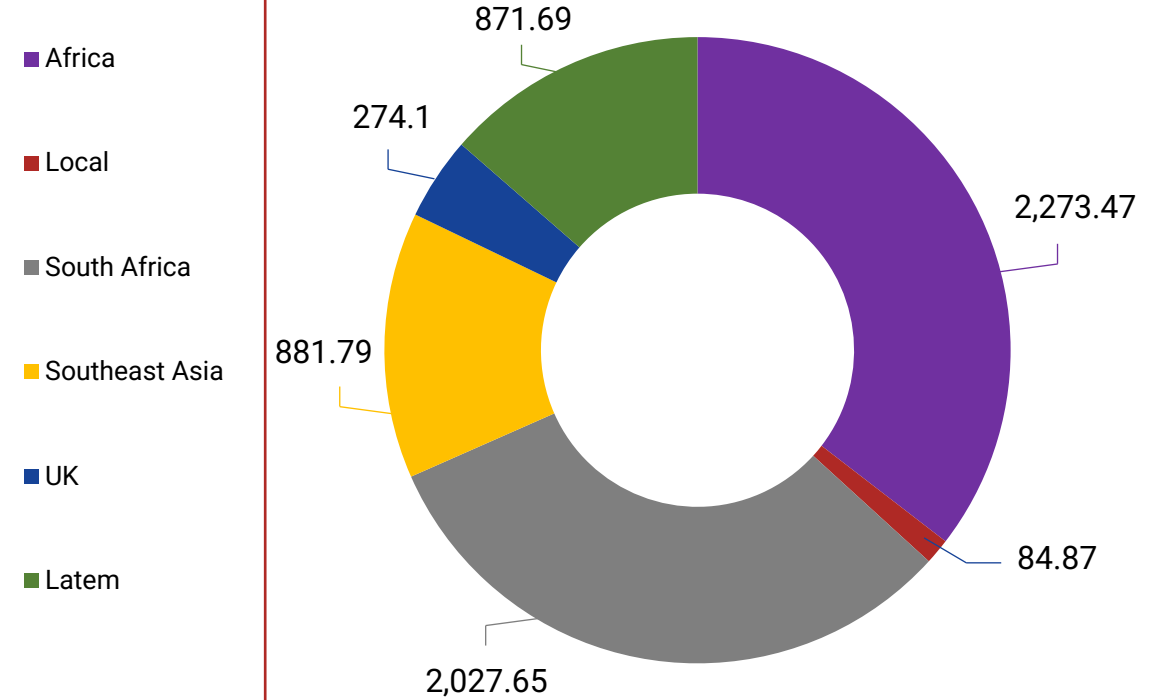
Total ₹ **7,952.80** Lakhs

FY 2021-22 (₹ Lakhs)



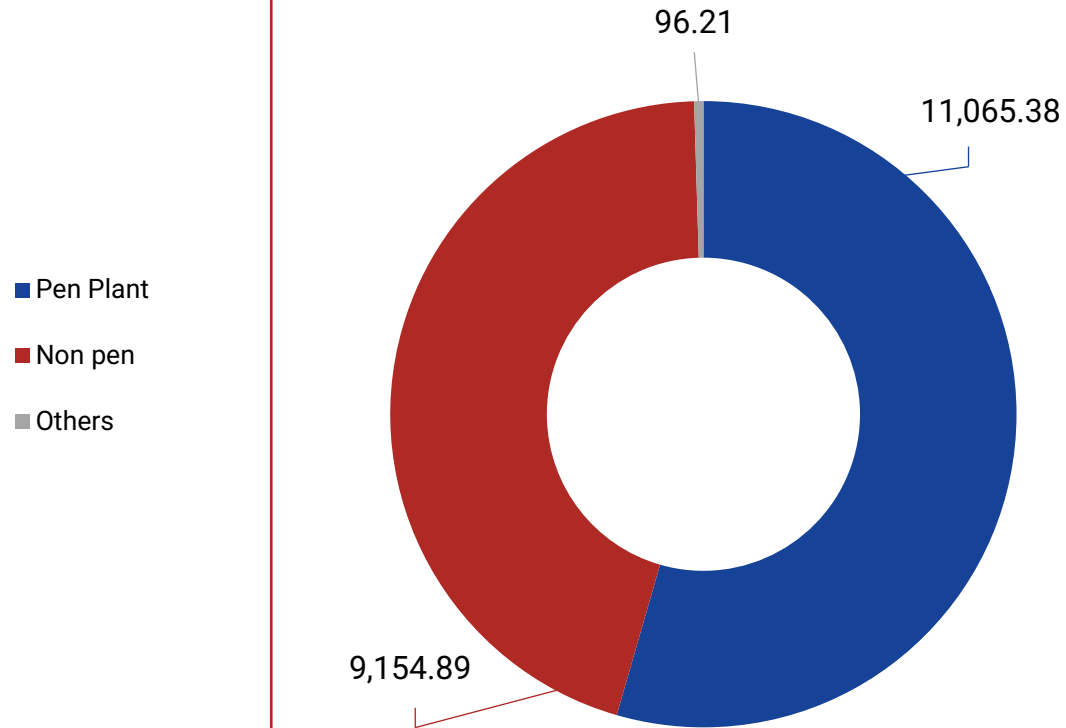
Total ₹ **20,316.48** Lakhs

Q4 FY 2021-22 (₹ Lakhs)



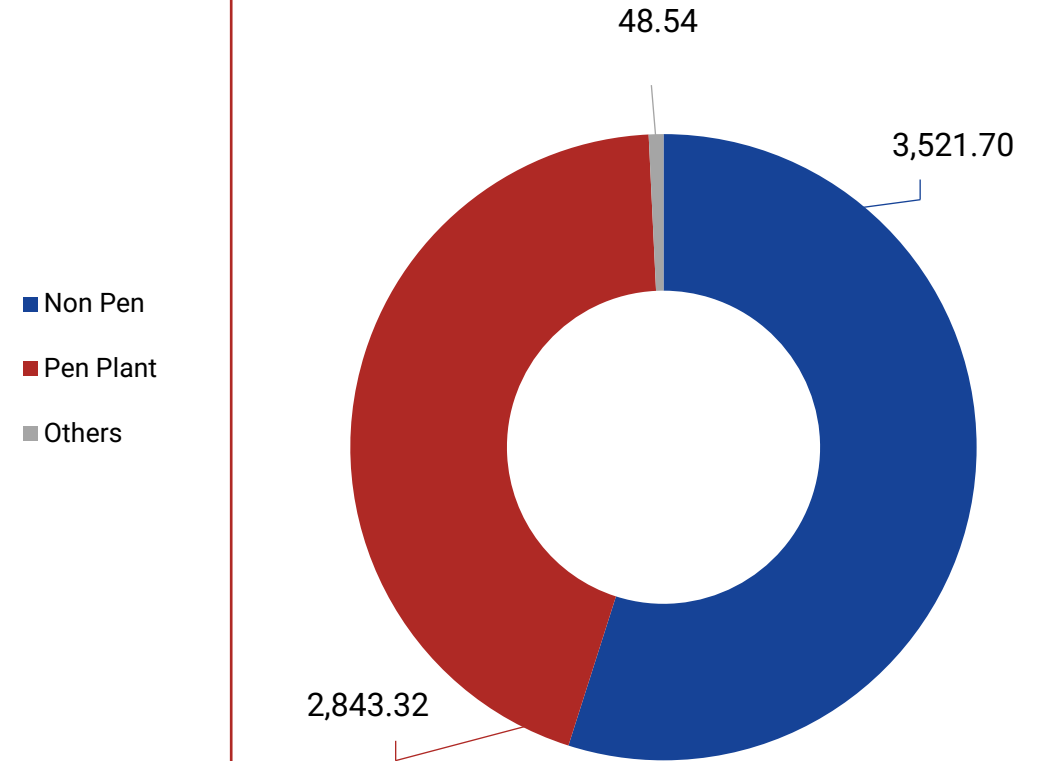
Total ₹ **6,413.57** Lakhs

FY 2021-22 (₹ Lakhs)



Total ₹ **20,316.48** Lakhs

Q4 FY 2021-22 (₹ Lakhs)

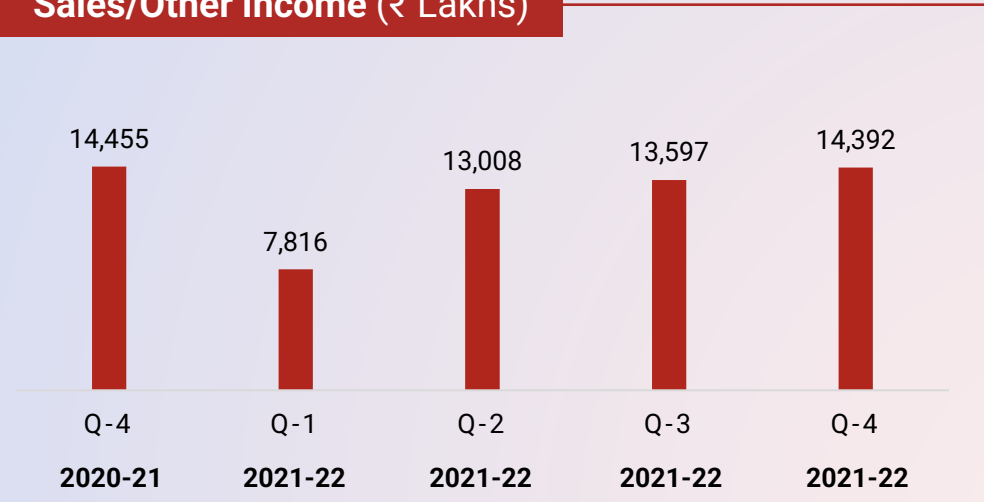


Total ₹ **6,413.57** Lakhs

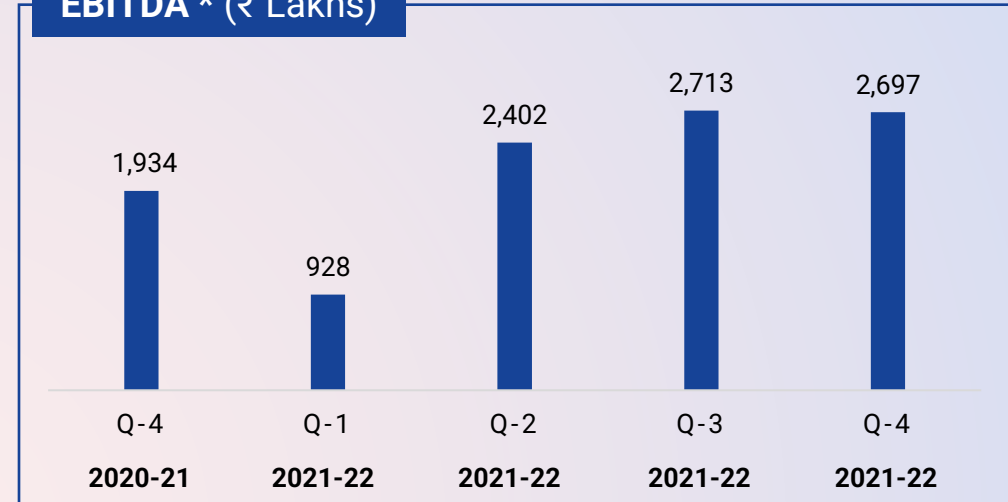
A close-up photograph of a pharmaceutical manufacturing machine. A large roll of white labels is being processed. The labels are printed with the text 'FLUPEN-250' in a bold, sans-serif font. The machine has various gears, rollers, and a metal frame. The background is slightly blurred, showing more of the machinery. The overall color palette is dominated by light blues and greys, with a warm, orange-toned light source from the right side.

FINANCIAL PERFORMANCE

Sales/Other Income (₹ Lakhs)

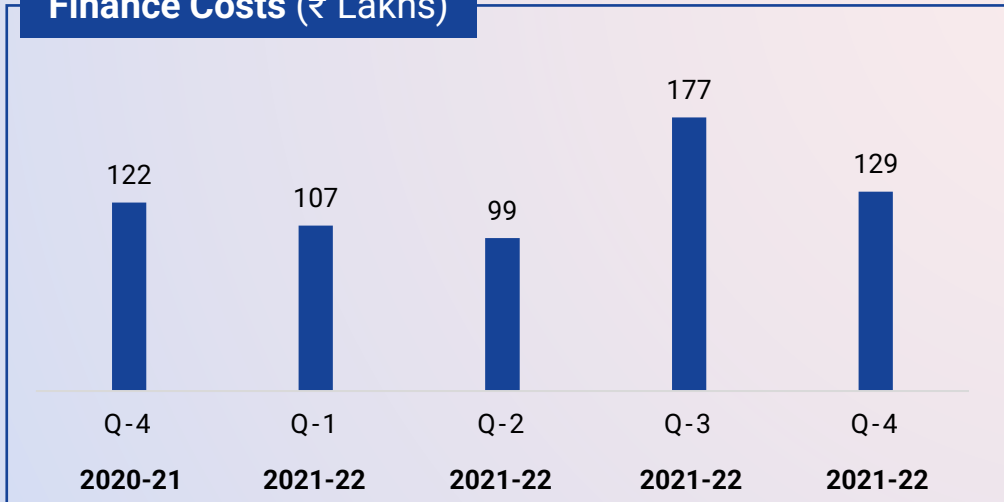


EBITDA * (₹ Lakhs)

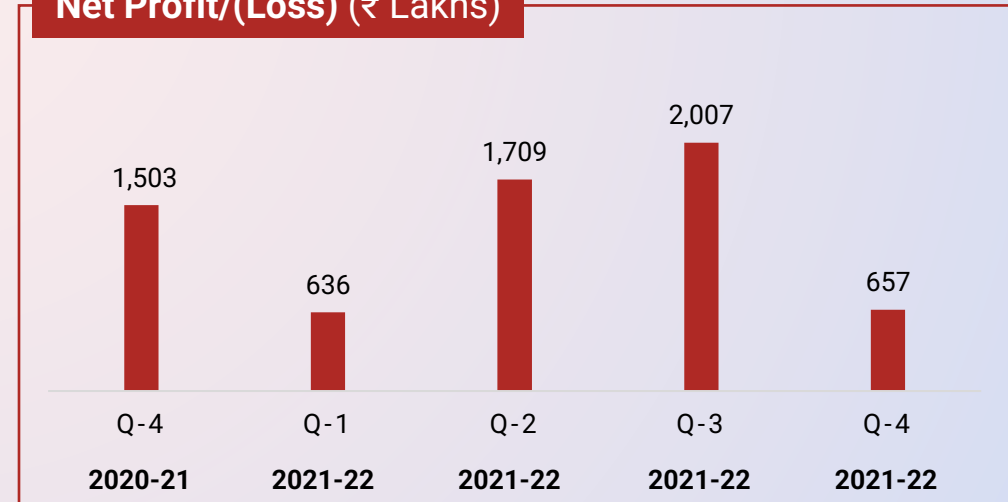


*EBITDA excluding other incomes

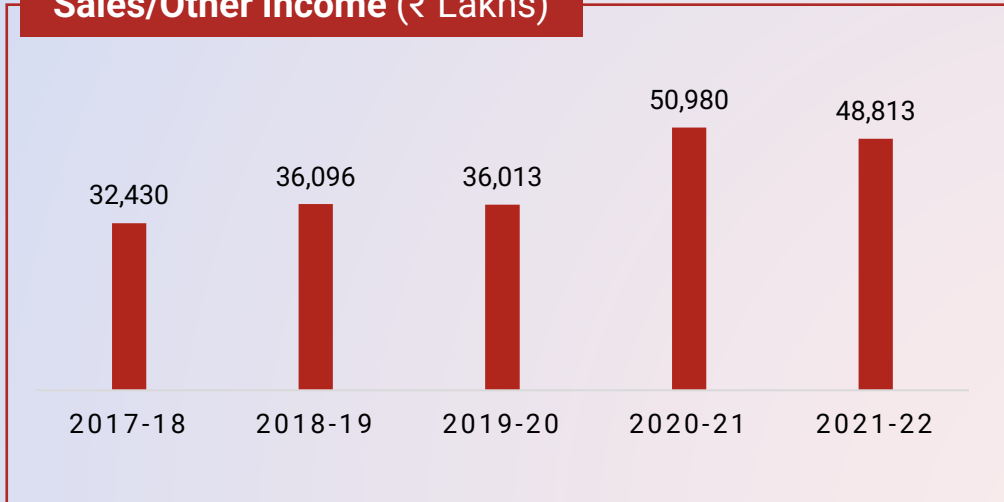
Finance Costs (₹ Lakhs)



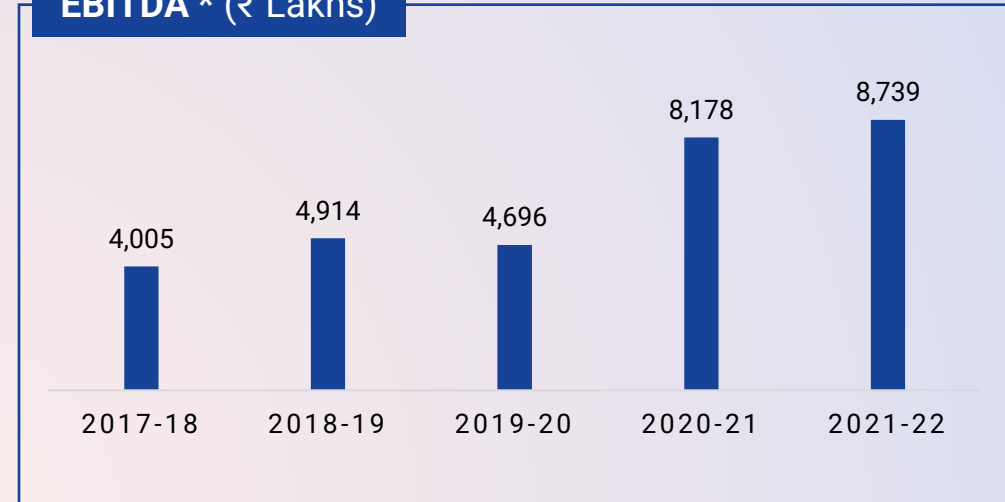
Net Profit/(Loss) (₹ Lakhs)



Sales/Other Income (₹ Lakhs)

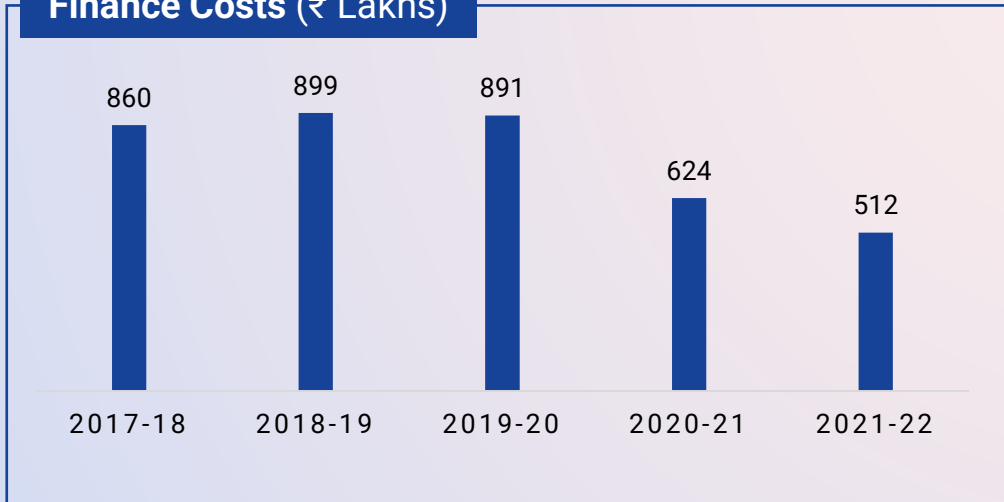


EBITDA * (₹ Lakhs)

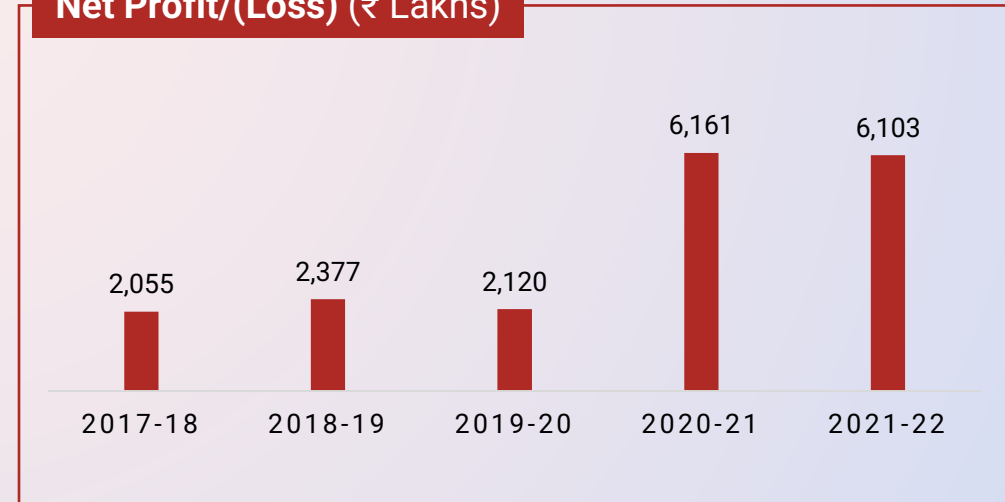


*EBITDA excluding other incomes

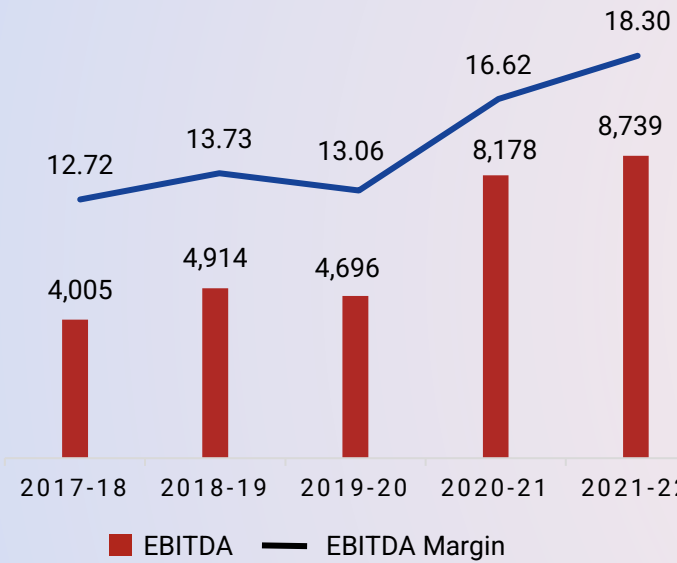
Finance Costs (₹ Lakhs)



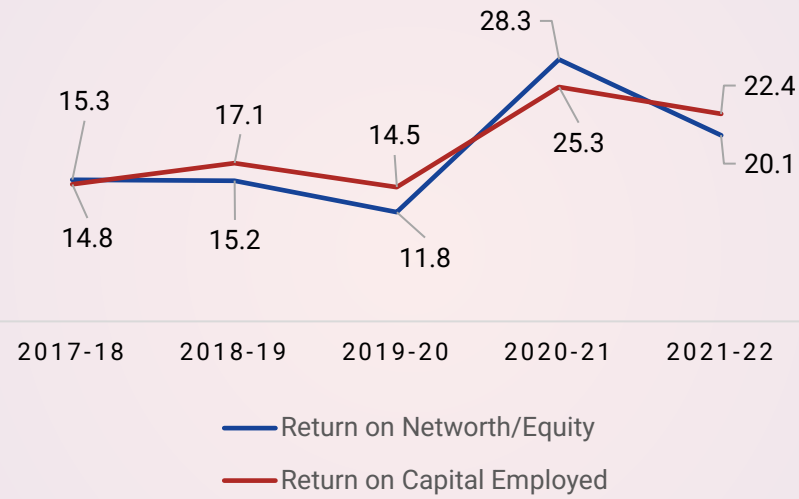
Net Profit/(Loss) (₹ Lakhs)



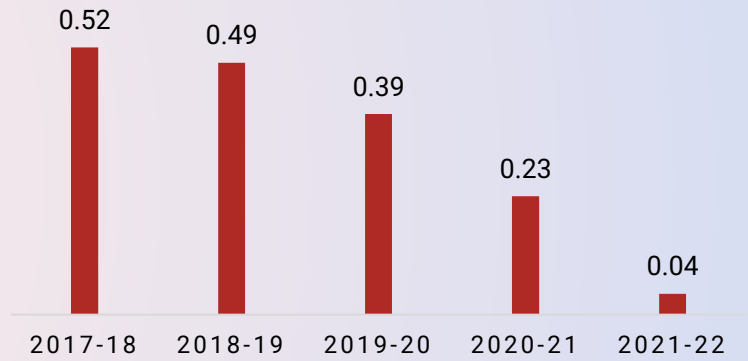
EBITDA & EBITDA Margin (₹ Lakhs, %)



RoE (%) RoCE (%)



Total Debt/Equity (X)



Consolidated Financial Highlights

Particulars	FY 2021-22	FY 2020-21	FY 2019-20	FY 2018-19	FY 2017-18
Revenue from operations	47,752	49,181.35	35,949.94	35,790.10	31,470.79
Equity share capital	4,821	4,325.16	4,324.89	4,324.89	4,324.89
Other equity	37,796	20,177.88	14,643.12	12,522.68	10,145.94
Networth	42,617	24,503.04	18,968.01	16,847.57	14,470.83
Fixed Assets(net)	18,623	15,508.37	14,139.16	13,691.55	11,436.93
Borrowings	7,248	6,429.49	7,806.19	8,656.32	8,203.51
EBITDA	8,739	8,178	4,696	4,914	4,005
Finance Costs	512	623.88	891.17	899.06	859.51
Depreciation	1,110	1,019.18	957.69	873.92	851.29
Tax expenses	2,075	2,172.98	726.34	763.95	239.90
Net Profit/(loss)	6,103	6,183.39	2,120.45	2,376.75	2,054.66
Earning per share(Rs)	13.77	14.24	4.86	5.55	4.74



Mr. Surendra Somani

Executive Vice Chairman



Mr. Adarsh Rajendra Somani

Director



Mrs. Mamta Biyani

Independent Director



Mr. Narayan Atal

Independent Director



Dr. Siddhan Subramanian

Independent Director



Dr. Sunita Banerji

Independent Director



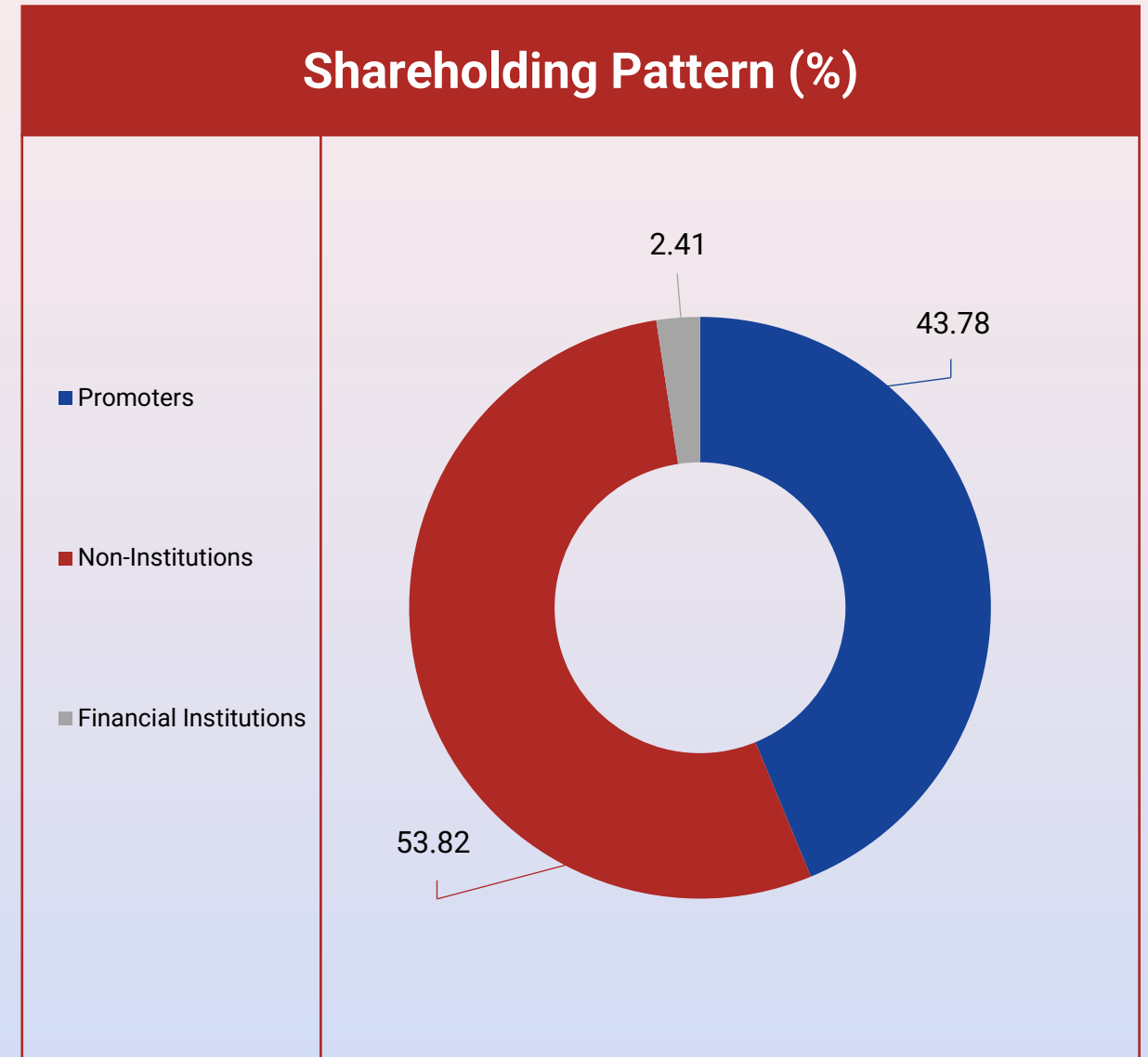
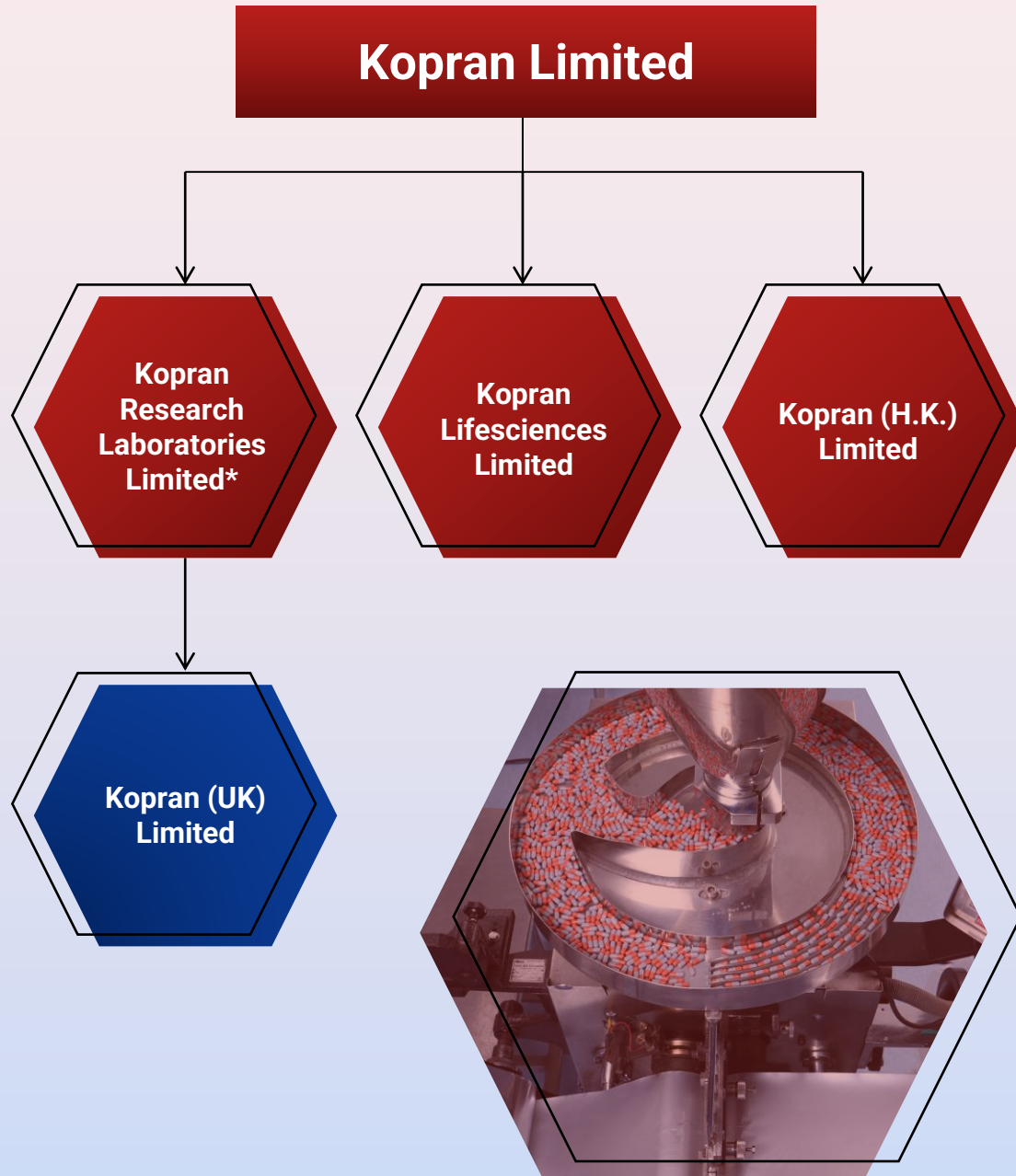
Mr. Susheel Somani

Director



Mr. Varun Surendra Somani

Director



About Kopran Limited:

Kopran Limited is an integrated Pharmaceutical Company, committed to manufacturing and supplying International Quality Formulations and APIs worldwide. Kopran's manufacturing facilities and products have accreditations across all the continents. Research & Development for New Products and Processes for both Formulations & APIs form the strategy of Kopran's growth.

Registered Office:

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Worli, Mumbai – 400 018,
Maharashtra (India)

For more information
about us, please visit
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or contact:

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Tel.: +91 8692991999
Email: sunil@kopran.com





**THANK
YOU**