



6th November, 2020

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 on Q2FY21 earning of the Company which will be shared with the Investors. 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
Membership No. FCS 3897

Encl.: a/a.





An Integrated Global Pharmaceutical Company




**Growth-Driven.
Future-Focused.**

**Kopran Limited
Quarterly Presentation
October, 2020**

NSE ticker: KOPRAN
BSE ticker: 524280
Bloomberg ticker: KOP:IN




A Parijat Enterprise Company



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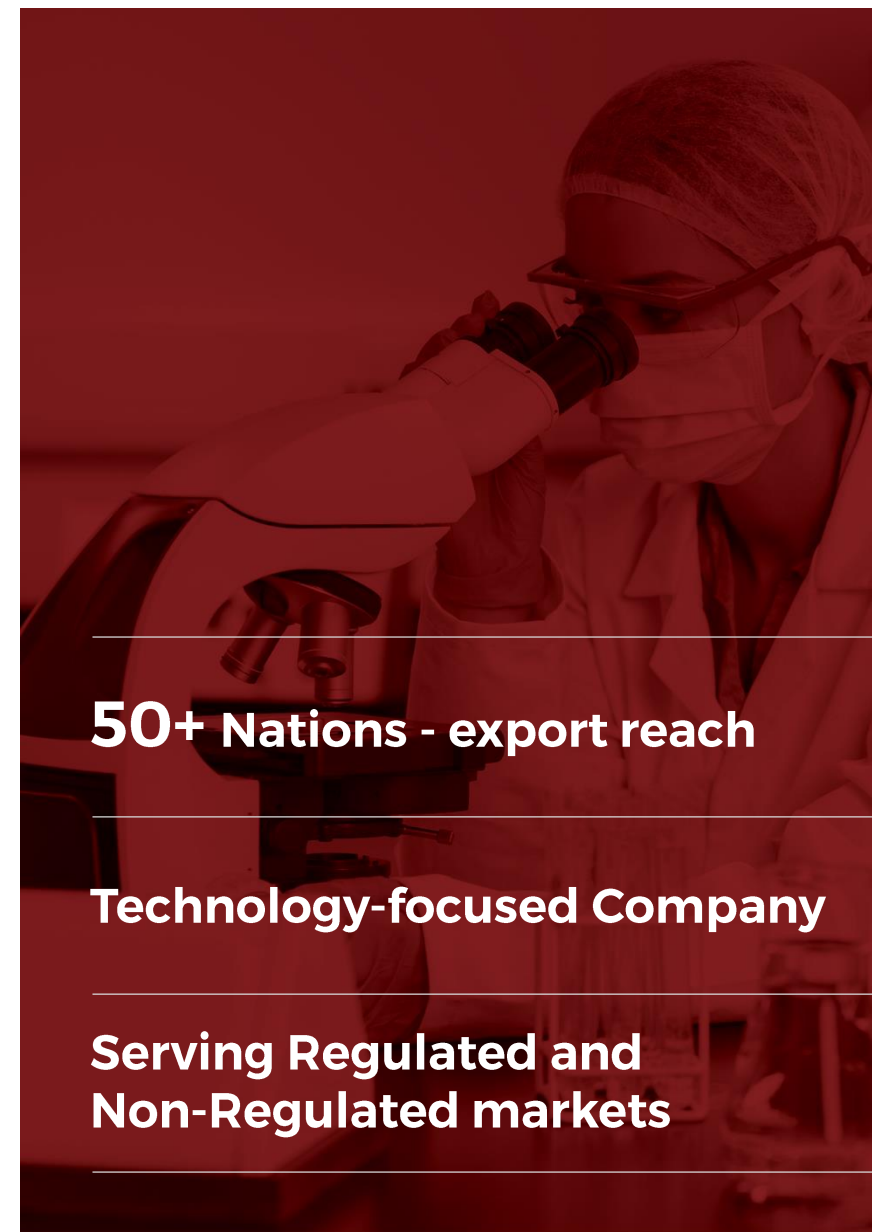
Who we are?

- An integrated pharmaceutical Company, committed to supply International Quality Formulations and Active Pharmaceutical Ingredients (APIs) across the world
- Our manufacturing facilities and product range have received various accreditations from across the globe
- State-of-the-art manufacturing facilities approved by major global regulatory authorities
- Formulations vertical is operated through Kopran Limited
- APIs vertical is being operated under Kopran Research Laboratories Ltd. (KROLL), a wholly-owned subsidiary of Kopran Limited

Presence across pharmaceutical value chain



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



50+ Nations - export reach

Technology-focused Company

Serving Regulated and Non-Regulated markets

Kopran Research Laboratories Ltd.



Facility
 Located at MIDC Mahad, Maharashtra
 11,900 sq. mts. built up area
 162 kl Capacity

Dedicated and versatile facilities for:

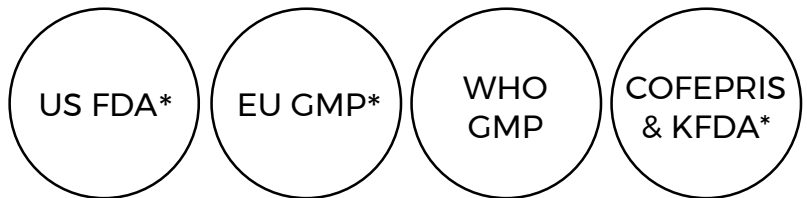
- 🏭 Atenolol
- 🏭 Pregabalin
- 🏭 Cephalosporins - Non-Sterile & Sterile
- 🏭 Macrolides
- 🏭 Granules
- 🏭 Sterile Carbapenems
- 🏭 Multipurpose plants
- 🏭 Pilot plants

API Vertical

- 🏭 Development, manufacturing and sale of diverse Active Pharmaceutical Ingredients (APIs) and Advanced Intermediates
- 🏭 One of the leaders in Atenolol
- 🏭 One of the major players in Sterile Carbapenems
- 🏭 Excellent facility and quality systems
- 🏭 Catering export & domestic market

Accreditations

The plant has been approved by



*except for sterile block

Product Segments

- 🏭 Antihypertensive
- 🏭 Macrolides
- 🏭 Neuromodulator
- 🏭 Urological
- 🏭 Anti infective/Anti Acne
- 🏭 Sterile Carbapenems
- 🏭 Sterile Cephalosporins
- 🏭 Anti-thrombosis
- 🏭 Gastroenterology




20+ Products commercialised

18 DMF filings in various markets

Process and yield improvement

Constantly working on process and yield improvements of existing products to make them more competitive

US and other Regulated markets

	<p>5 filed; 1 approval received during the quarter</p>	<p>Atenolol - Anti-hypertensive Drug</p> <ul style="list-style-type: none"> Expect to gain a major market share of the US market in next two years Received approval from US FDA, European FDA and Chinese SFDA
	<p>1 approval received during the quarter; 4 approved in total</p>	
	<p>2 filed; 1 approval received during the quarter</p>	

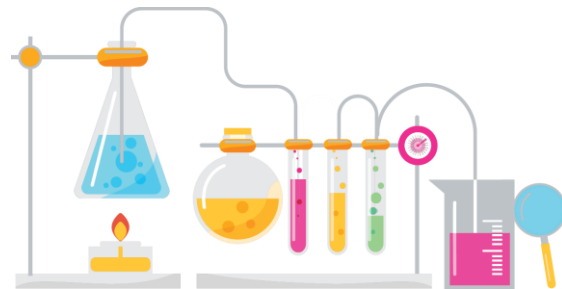
Emphasis on exports

Explore, develop and commercialise products for exports market to leverage expertise and manufacturing capabilities

- 🔥 Focusing on increasing its share in remunerative export market
- 🔥 Actively engaged with large companies to secure long-term arrangement

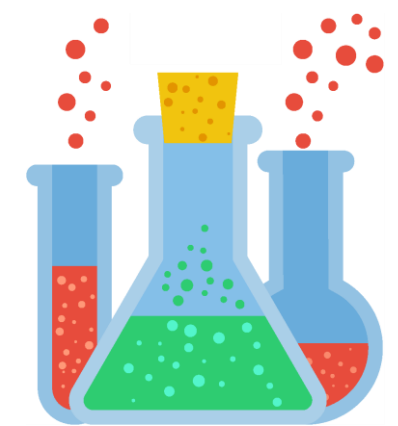
Develop blockbuster products

- 🔥 Create a strong pipeline of blockbuster products targeted for Regulated markets
- 🔥 Increasing the product portfolio of Anti-Diabetic and Anti-thrombosis drugs
- 🔥 Developing the entire range of carbapenems
- 🔥 2 products commercialised in H1
- 🔥 4 products validation batches taken in H1
- 🔥 8 products R&D completed

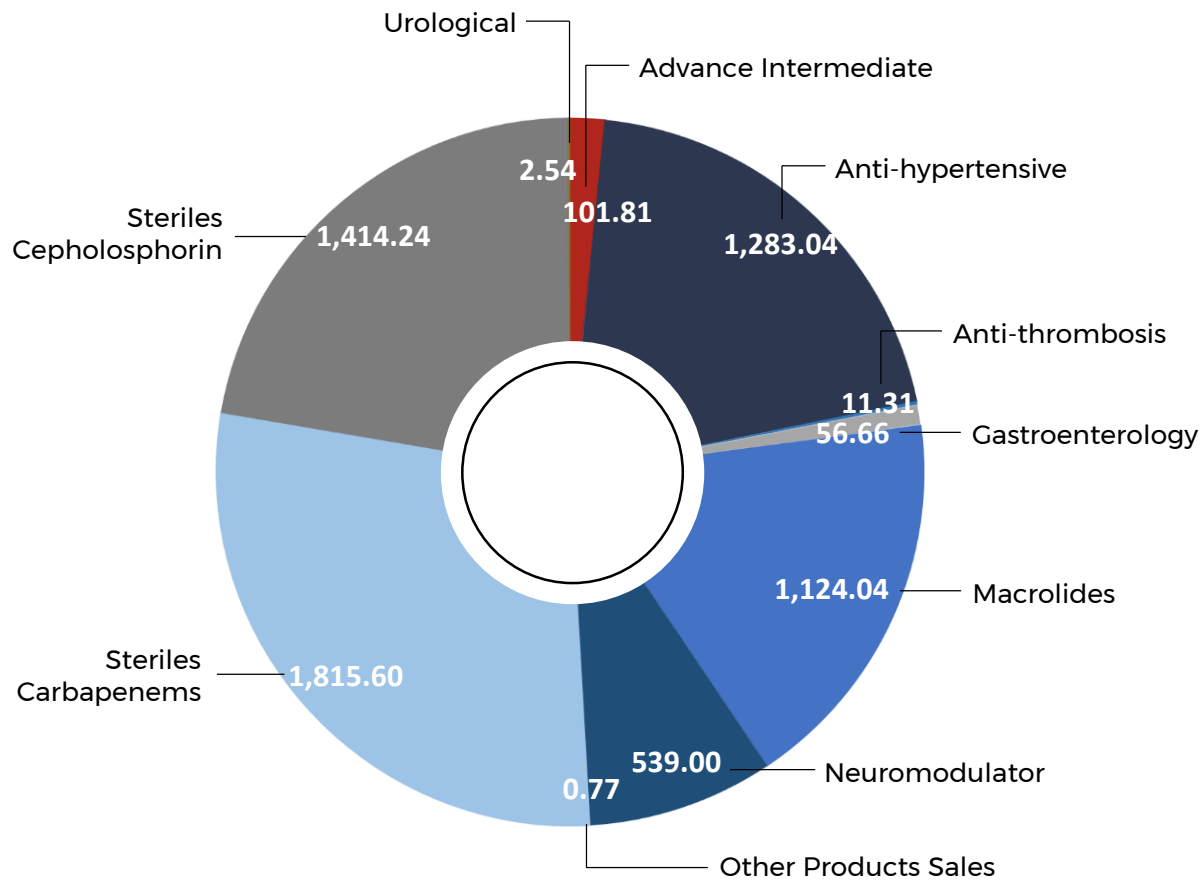


Products under Pipeline	Therapeutic Category	R&D	Scaleup	Validation	Commercialization
Biapenem*	Carbapenem	Completed	Completed	Completed	
Tebipenem*	Carbapenem	Completed	Completed	Completed	
Faropenem#	Carbapenem	Completed	Completed	Completed	Completed
Imipenem [§]	Carbapenem	Completed	Completed	Q1 FY 21-22	Launching in Q2 FY 2022
Imipenem + Cilastatin [§]	Carbapenem	Q2 FY 21-22	Q2 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Ticagrelor [§]	Anti thrombotic	Completed	Completed	Q3 FY 20-21	Q1 FY 21-22
Rivaroxaban [§]	Anticoagulant	Completed	Completed	Q3 FY 20-21	Q1 FY 21-22
Apixaban [§]	Anticoagulant	Completed	Q4 FY 20-21	Q4 FY 20-21	Q1 FY 21-22
Empagliflozin [§]	Anti Diabetic	Q4 FY 20-21	Q1 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Dapagliflozin [§]	Anti Diabetic	Q4 FY 20-21	Q1 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Canagliflozin [§]	Anti Diabetic	Q4 FY 20-21	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Nitroxoline#	Urological	Completed	Completed	Completed	Completed

*Waiting for INDIAN FDA approval to launch
 #Ramping up the production capacity to meet the demand
 §Creating infrastructure in the existing plant and increasing the capacity

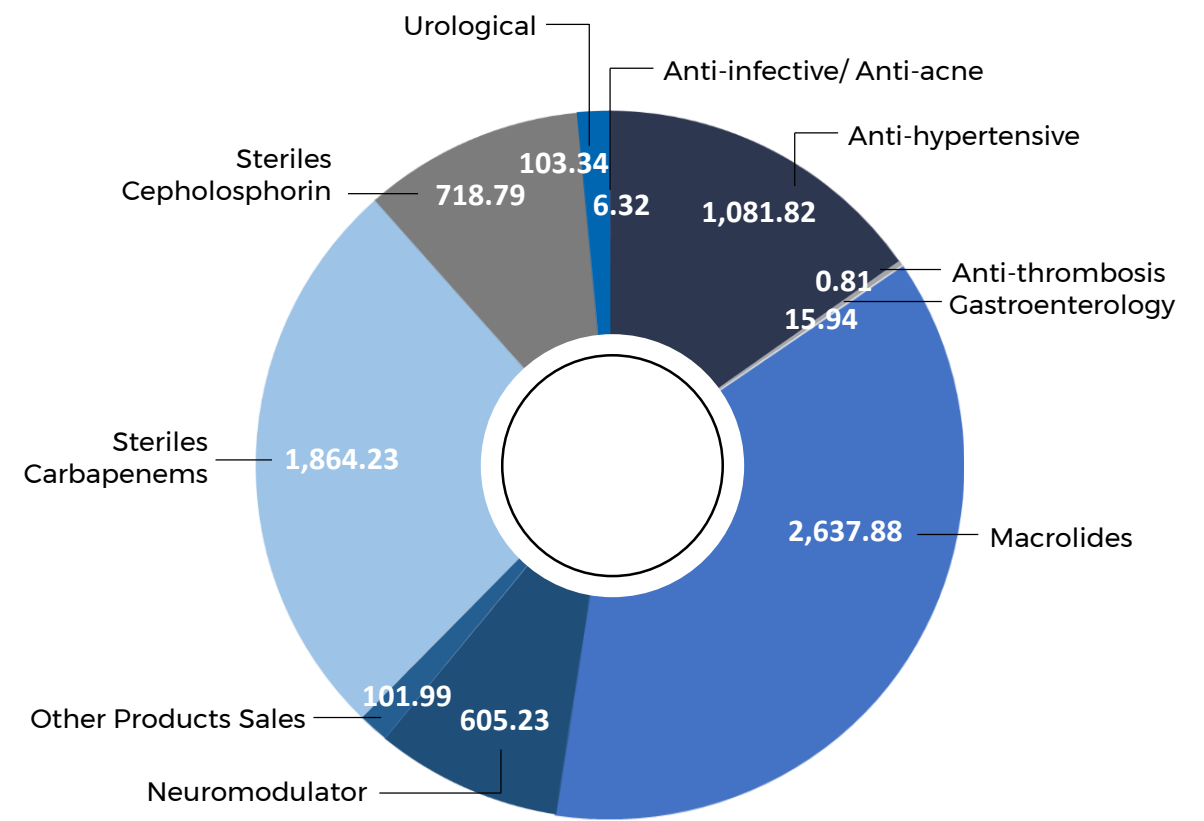


Q1 FY 2020-21 (₹ Lakhs)



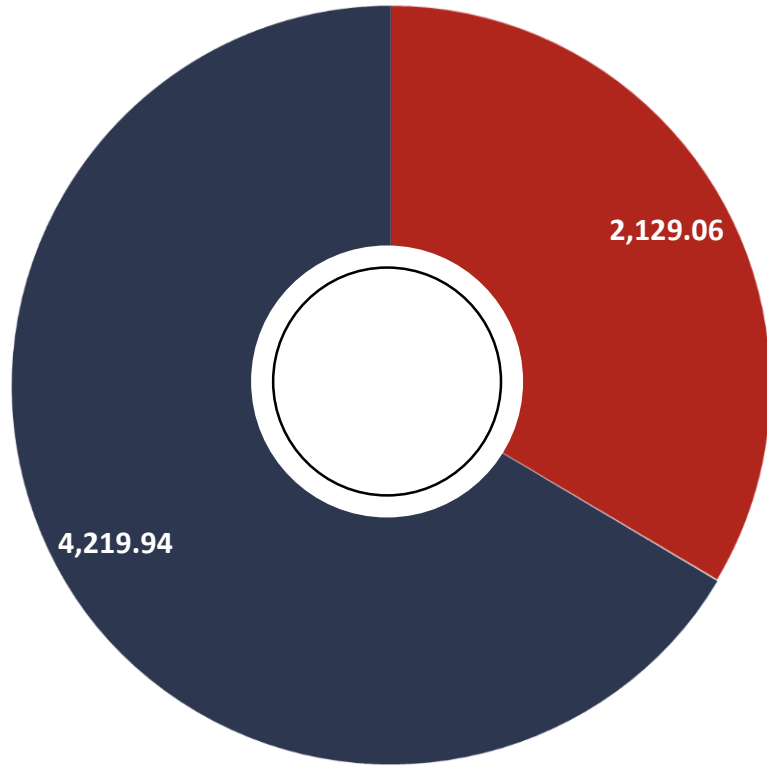
Total 6,349

Q2 FY 2020-21 (₹ Lakhs)



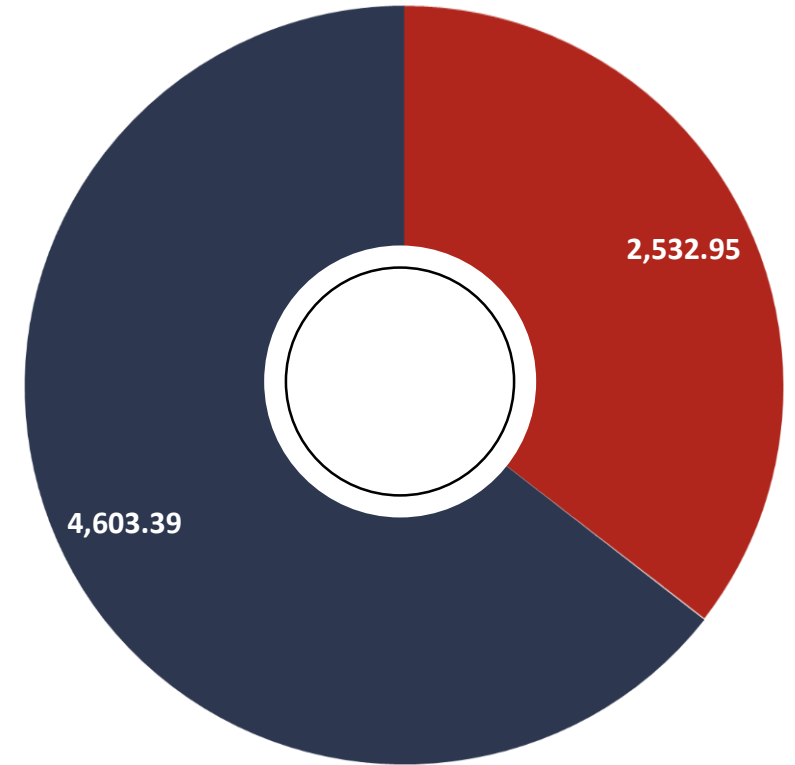
Total 7,136.34

Q1 FY 2020-21 (₹ Lakhs)



■ Domestic ■ Exports

Q2 FY 2020-21 (₹ Lakhs)



■ Domestic ■ Exports

Develop niche and blockbuster products

- Developing complete range of Carbapenams to solidify the Company's position in the segment
- Developing Anti-thrombosis and Anti-diabetic portfolio

Penetrate deeper in Regulated markets

Plans to file DMFs for all its new molecules in regulated markets, thereby gaining a significant share in the market



Improve facility and enhance capacity

- Undertaking upgradation and expansion of 3 blocks at its Mahad facility in Q4 to cater the increasing demand of existing products and manufacture new molecules that are being developed
- Developing its Panoli site as an Intermediate facility, which is expected to be operational by Q2/Q3 FY 2021-22

US Market

- Received US FDA approval for its Anti-hypertensive Drug Atenolol
- Plans to capture major share of the US Atenolol market in the next two years
- To achieve this feat, the Company is actively engaged with major players in the US for supply agreements for 4 products for which DMFs have been filed with USFDA
- Plans to file DMFs for all new products being developed

Kopran Ltd.



Facility

Located at Khopoli, Maharashtra
11,432 sq. mts. of built-up area

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



Dedicated facilities

- Penicillin-based Finished Dosage Forms
- Non-Penicillin-based Finished Dosage Forms

Product Segments

Penicillin-based Finished Dosage Forms

- Anti-infective
- Anti-diabetic
- CNS
- Pain Management
- Gastroenterology

Non-Penicillin-based Finished Dosage Forms

- Macrolides
- Anti-hypertensive
- Cardiovascular
- Anti-helmentics
- Anti-histamine
- EDS

Accreditations

- Approved by 11 countries including TGA Australia, MCC South Africa, MHRA UK, FMHACA Ethiopia, PPB Kenya, MOH Oman, MOH Yemen, NDA Uganda, MOH Ivory Coast
- GMP Certification by FDA, Government of Maharashtra
- WHO GMP Certification by CDSCO, Government of India

Capacity

Penicillin-based Finished Dosage Forms

- 1,747 million Capsules
- 31 million bottles of Dry Syrup
- 1,553 million Tablets

Non-Penicillin-based Finished Dosage Forms

- 2,000 million Tablets (Uncoated)
- 1,000 million Tablets (Coated)
- 947 million Capsules

Process/technology and yield improvement

Constantly working on process / technology and yield improvement measures to make its existing products competitive and increase profitability

Emphasis on regulated market

- 📌 Develop products/formulations that match references/innovators products for the Regulated markets
- 📌 Canada and the UK
 - Market largely dominated by contract manufacturing business
 - 5 dossiers filed in H1 of 2020-21

Development of products and dossiers for non-regulated market

- 📌 Develop products/formulations and file Dossiers in non-regulated markets to gain a significant market share
- 📌 Filed 101 dossiers in H1 of 2020-21

Growing into new markets

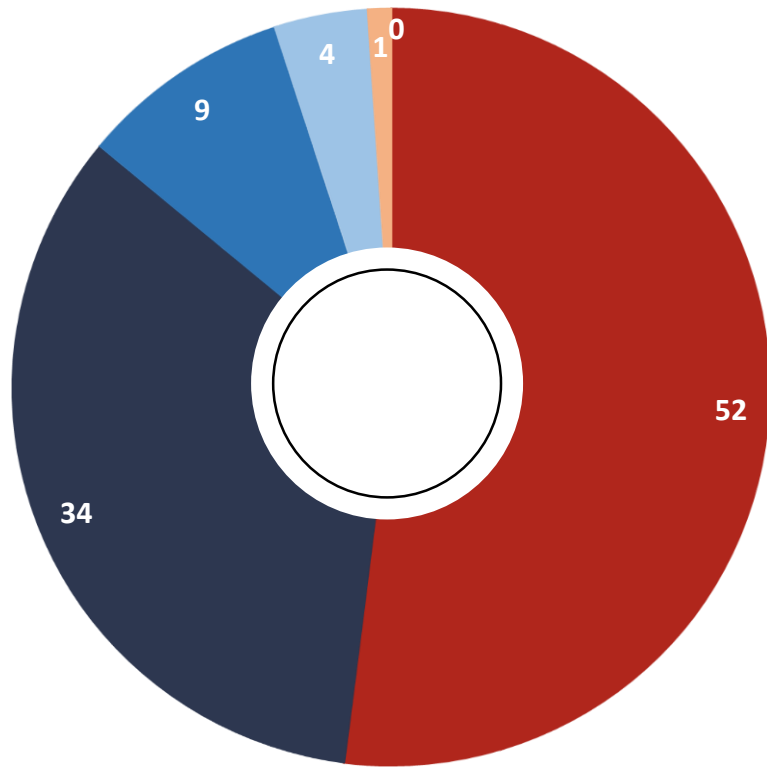
French West Africa, South-East Asia and few Latin American markets are the focus countries for expanding our presence and are at the forefront of formulation business



Aggressively target tender markets

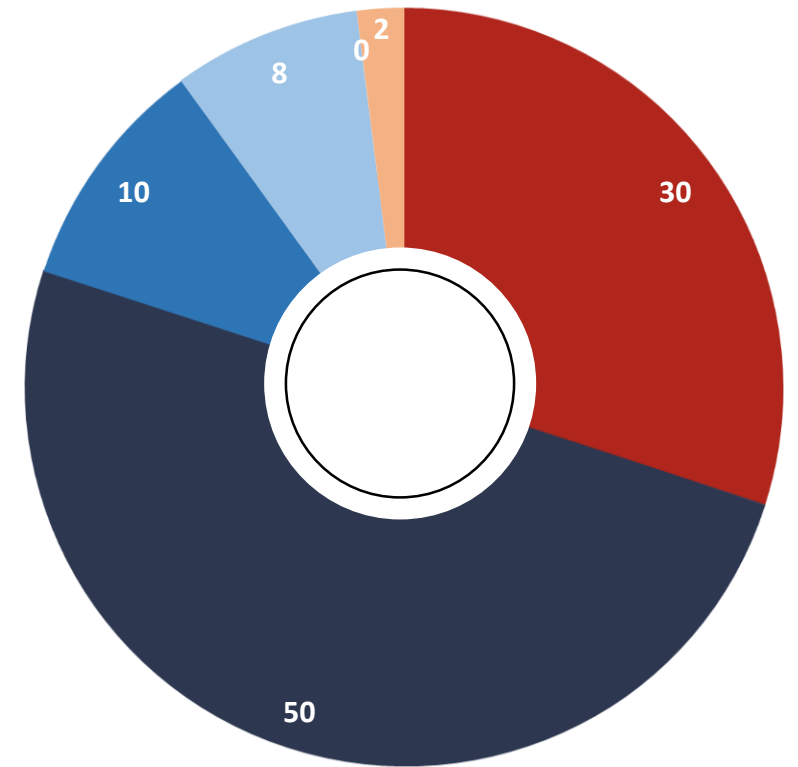
Actively participate in all tenders in African region for products in which company is present

Q1 FY 2020-21 (%)



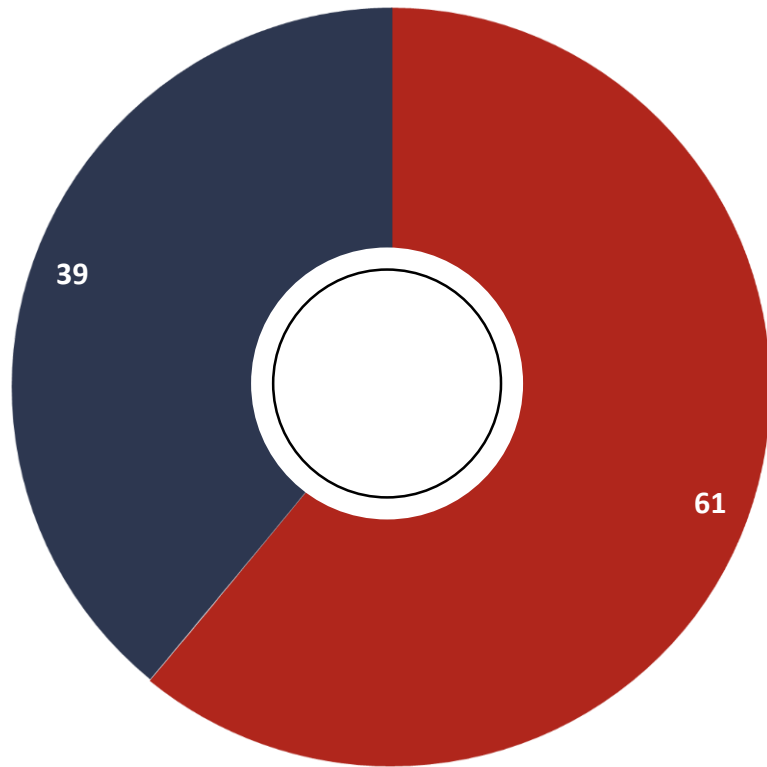
■ Africa
 ■ South Africa
 ■ Southeast Asia
■ UK
 ■ Local
 Latam

Q2 FY 2020-21 (%)



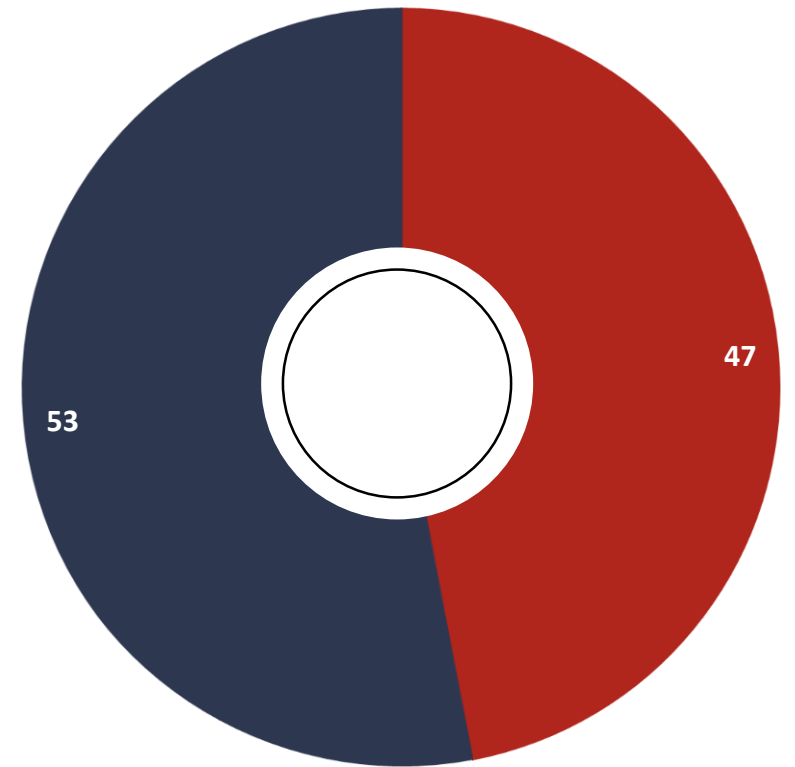
■ Africa
 ■ South Africa
 ■ Southeast Asia
■ UK
 Local
 ■ Latam

Q1 FY 2020-21 (%)



■ Penicillin ■ Non-Penicillin

Q2 FY 2020-21 (%)



■ Penicillin ■ Non-Penicillin

Way forward

Developments of products and dossiers

Automisation of manufacturing and packaging line which would increase output of finished products, efficiency across production chain and reduce variable and manpower cost

Regulated markets

- 5 dossier filed in past two quarters
- 3 dossiers planned for filing by end of Q4 2020-21

Non-regulated markets

- 101 dossiers filed in past two quarters
- 100+ dossiers planned for filing by end of Q4 2020-21

To actively participate in various tenders in Africa region and add more products to product portfolio

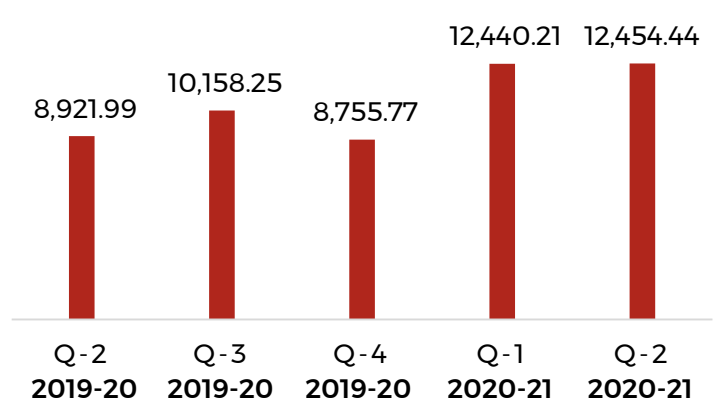
Execute large tenders won in SADC Region, Tanzania, Ethiopia



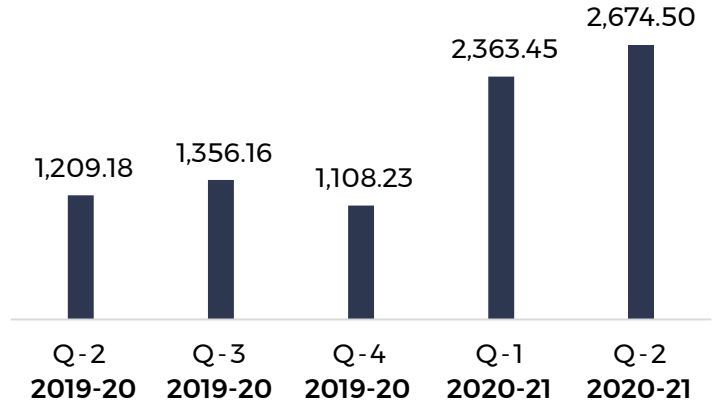
Financial Performance



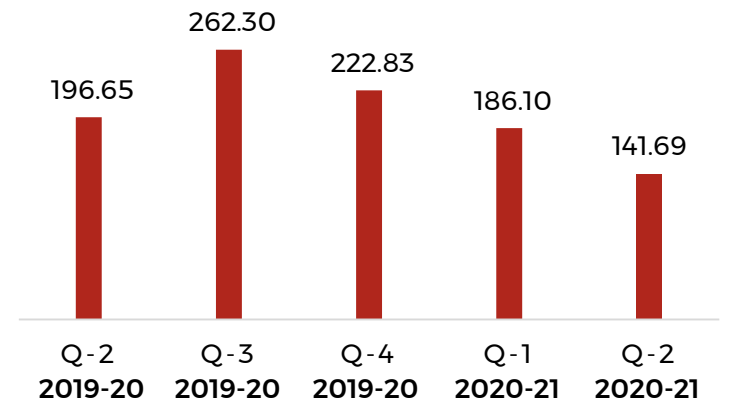
Sales/Other Income (₹ Lakhs)



EBIDTA* (₹ Lakhs)

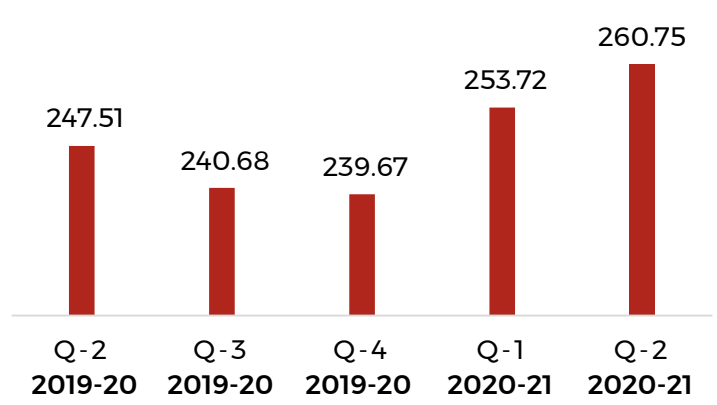


Finance Costs (₹ Lakhs)

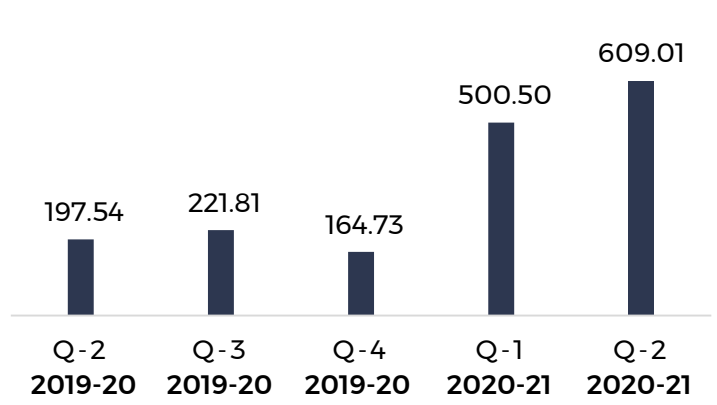


*EBIDTA including other incomes

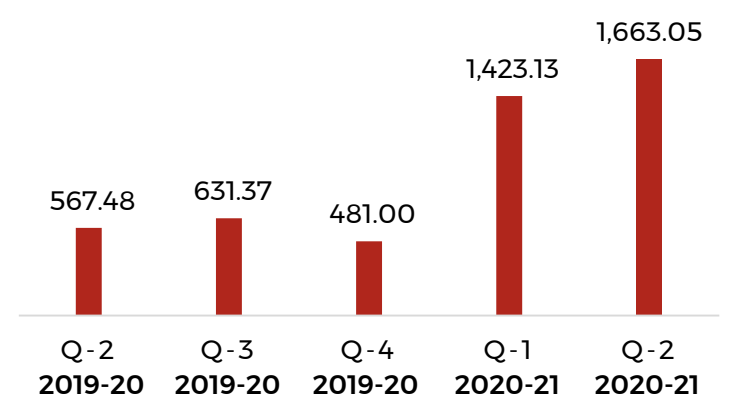
Depreciation (₹ Lakhs)

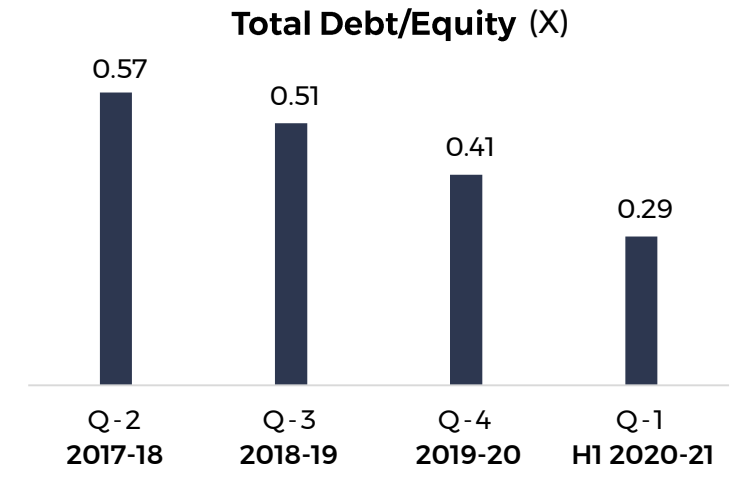
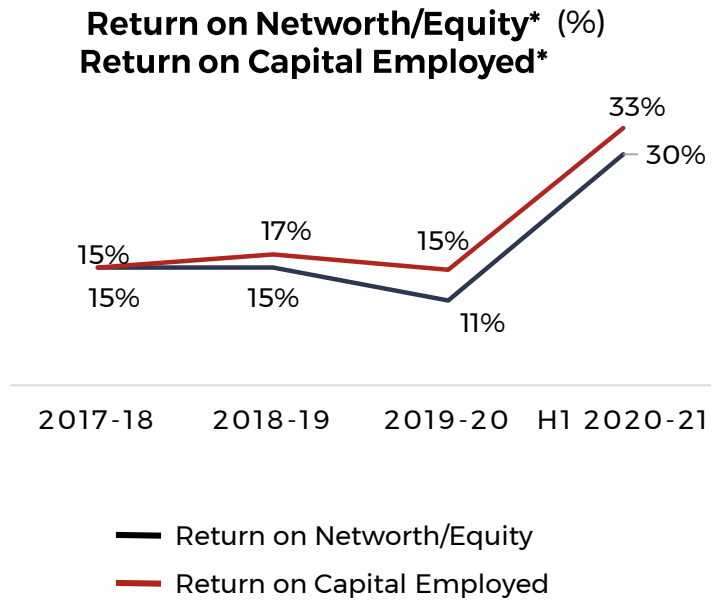
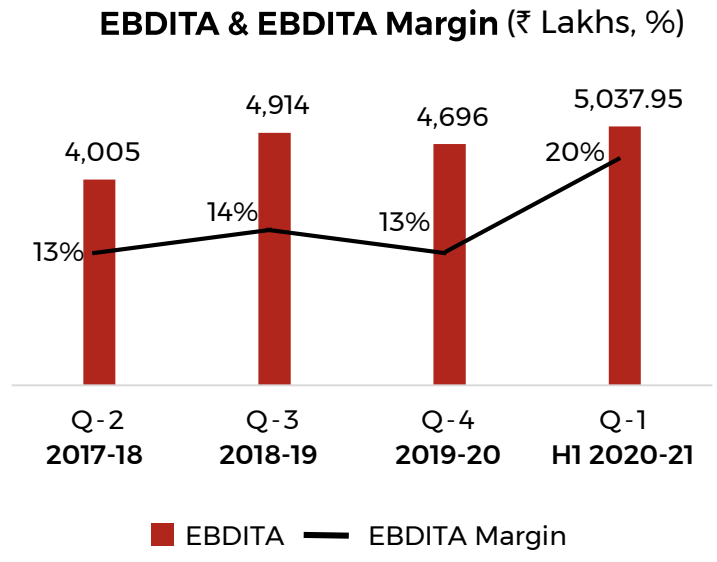


Tax expenses (₹ Lakhs)



Net Profit/(loss) (₹ Lakhs)





* H1 FY 2020-21 figures are on annualized basis

Consolidated Financial Highlights

(₹ Lakhs)

Particulars	H1 2020-21	2019-20	2018-19
Equity share capital	4,324.89	4,324.89	4,324.89
Other equity	17,722.32	14,643.12	12,522.68
Networth	22,047.21	18,968.01	16,847.57
Fixed Assets (net)	14,012.88	14,139.16	13,691.55
Borrowings	6,291.5	7,806.19	8,656.32
Sales/Other Income	24,894.64	36,013.01	36,095.99
EBIDTA	5,037.94	4,695.65	4,913.68
Finance Costs	327.79	891.17	899.06
Depreciation	514.47	957.69	873.92
Tax expenses	1,109.51	726.34	763.95
Net Profit/(loss)	3,079.20	2,120.45	2,376.75
Earning per share (Rs.)	7.13	4.86	5.55

Improved results in the current fiscal are the resultant effect of the initiatives undertaken in the last two years



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



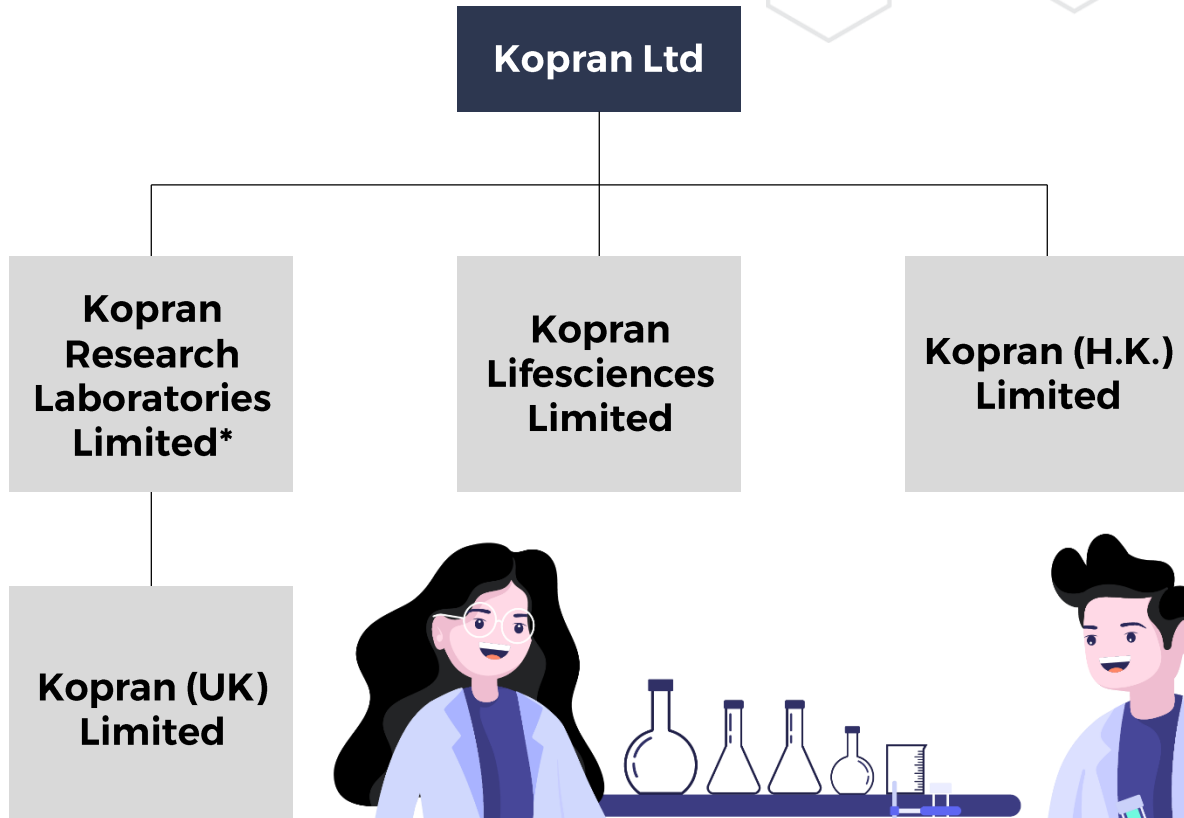
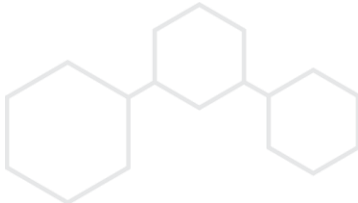
Dr. Sunita Banerji
Independent Director



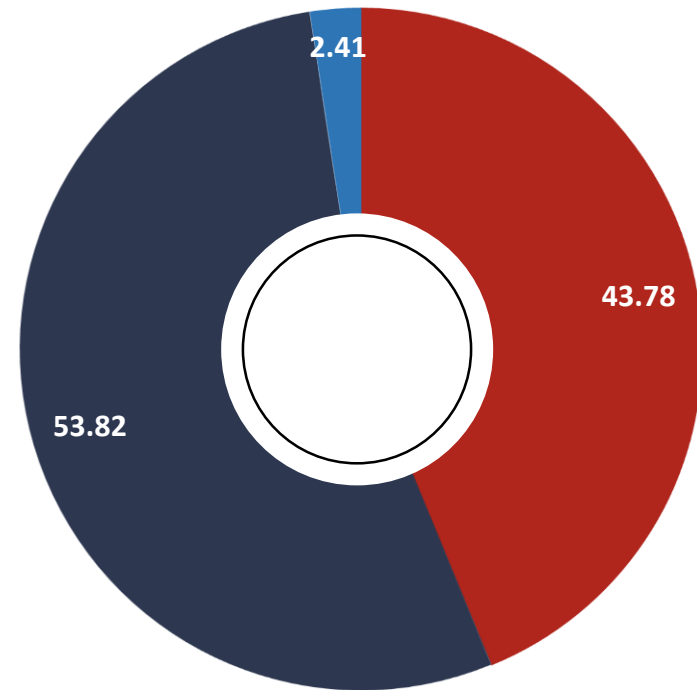
Mr. Susheel Somani
Director



Mr. Varun Surendra Somani
Director



Shareholding Pattern (%)



■ Promoters
 ■ Non-institutions
 ■ Financial Institutions



About Kopran Limited

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



Registered Office

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Worli, Mumbai - 400 018,
Maharashtra (India).

Corporate Identification No
L24230MH1958PLC011078

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Tel.: **+91 8692991999**

Email: **sunil@kopran.com**

A scientist wearing a white lab coat, a white hairnet, and a white face mask is looking through a microscope. The scene is set in a laboratory with various pieces of equipment and glassware visible in the background. The image has a dark, semi-transparent overlay.

Thank You