

Q2 and H1FY24

Earnings

Presentation

9th November 2023



### Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The company's results may be affected by factors including, but not limited to, the risks and uncertainties in pharmaceutical research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reform. The company undertakes no duty to update forward-looking statements except as required by applicable law.



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Marksans Pharma is India's leading pharmaceutical company specializing in the research, manufacturing, and marketing of generic pharmaceutical formulations



Q2 and H1FY24 Financial and Business Highlights



**About Marksans Pharma** 



Roadmap for the future



ESG

Q2 and H1FY24 Business & Financial Highlights



# **Management Commentary**

"Building on the momentum, we have another strong quarter both in terms of revenue and operating margins. Revenue grew by 17% YoY in Q2 led by increased demand and market share gains across our key regions. We continue to remain focused on strengthening our OTC portfolio and growing our share with existing customers. Operating margins expanded compared to the prior year and sequentially led by reduced raw material pricing and freight cost, along with operational efficiencies.

Our strategic initiatives are aimed at growth, and we will strive to maintain and build upon this upward trajectory in the upcoming quarters."



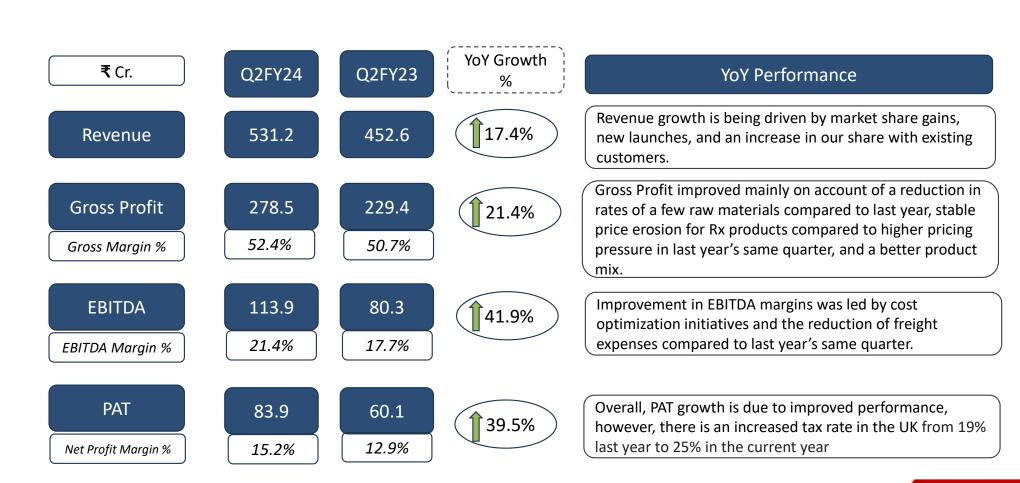
Mark Saldanha

MANAGING DIRECTOR AND CEO

₹ <b>531.2</b> cr	₹ 113.9 cr	₹ 83.9 cr	₹ 661 cr
+17.4%	+41.9%	+39.5%	
(YoY)	(YoY)	(YoY)	as of September 30th, 2023
Q2FY24 Revenue	Q2FY24 EBITDA	Q2FY24 PAT	Cash Balance

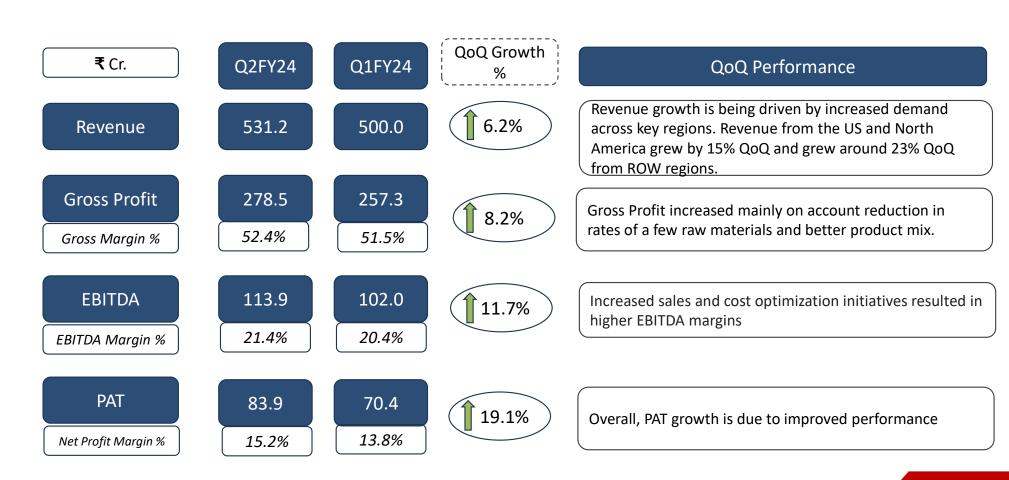


# Financial Highlights Q2FY24 – YoY Performance





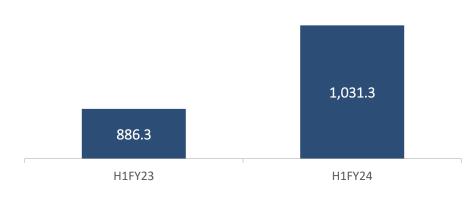
# Financial Highlights Q2FY24 – QoQ Performance



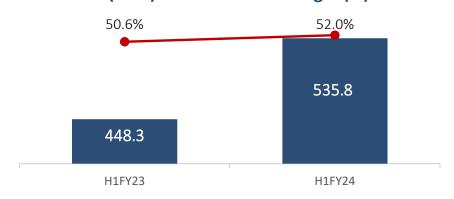


# Financial Highlights H1FY24 – YoY Performance

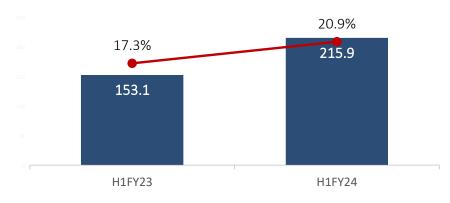
#### **Operating Revenue (₹ Cr.)**



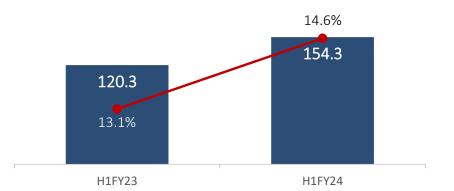
#### **Gross Profit (₹ Cr.) & Gross Profit Margin (%)**



#### EBITDA (₹ Cr.) & EBITDA Margin (%)



#### PAT (₹ Cr.) & PAT Margin (%)





### Other Highlights

Revenue from operations in Q2FY24 is at Rs 531.2 cr., out of which US revenues is at Rs 222.3 Cr., UK and Europe revenues at Rs 233.3 Cr., and Australia and New Zealand revenues at Rs 48.4 Cr.

EBITDA in Q2FY24 is at Rs 113.9 cr., EBITDA margin is at 21.4%

Research & Development (R&D) spend Rs 16.9 cr. in H1FY24, 1.6% of consolidated revenue

In H1FY24, Cash from Operations is at Rs 90.6 cr. and Free Cash Flow is at -29.3 cr. on account of high capex in the quarter

In H1FY24, the capex incurred was Rs 119.9 cr. Capex investment is in-line with our plan for scaling the acquired manufacturing unit from Teva Pharma in Goa

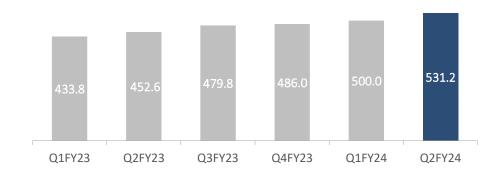
Cash Balance at the end of 30<sup>th</sup> September 2023 is at Rs 661 cr.

Working capital cycle for the quarter was ~121 days

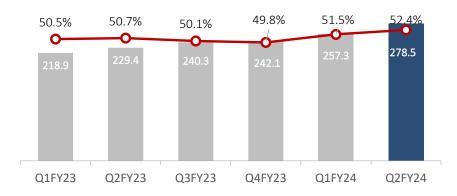


### **Q2FY24 Financial Trends**

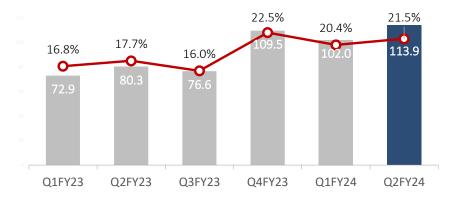
#### **Operating Revenue (₹ Cr.)**



#### **Gross Profit (₹ Cr.) & Gross Profit Margin (%)**



#### **EBITDA (₹ Cr.) & EBITDA Margin (%)**

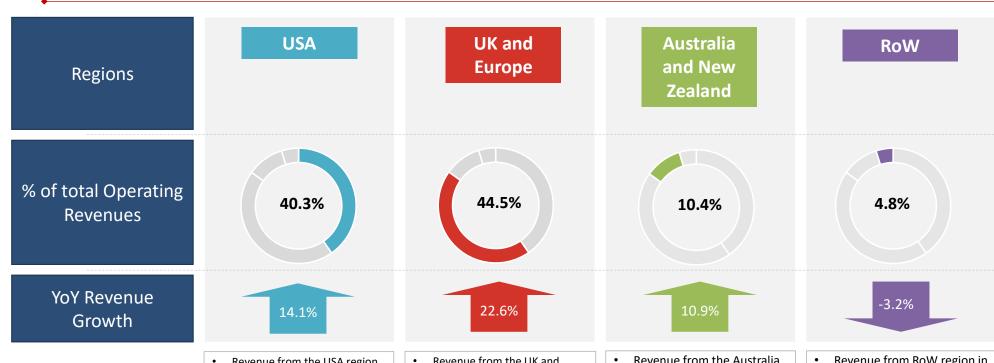


#### PAT (₹ Cr.) & PAT Margin (%)





# H1FY24 Revenue spilt by Region

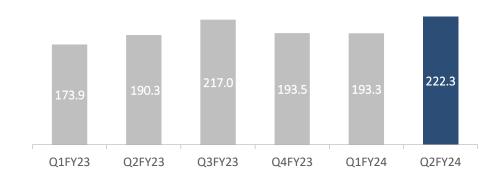


- Revenue from the USA region in H1FY24 is INR 415.6 cr. grew by 14.1% YoY on account of market share gains new product launches and also due to an increase in share of existing customers
- 12.1% CAGR over FY17-23
- Revenue from the UK and Europe region in H1FY24 is INR 459.2 cr. grew 22.6% YoY on account of new launches and incremental market share
- 15.1% CAGR over FY17-23
- One of the leading Indian pharmaceutical firms in the UK in terms of revenue.
- Revenue from the Australia and New Zealand region in H1FY24 is INR 107.0 cr. grew 10.9% YoY due to incremental market share
- 10.2% CAGR over FY17-23
- Revenue from RoW region in H1FY24 is INR 49.5 cr. declined by 3.2% YoY
- 20.7% CAGR over FY17-23
- ROW includes markets of Southeast Asia, MENA, Russian Federation & Africa

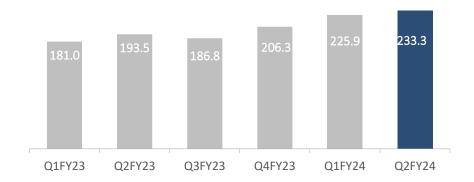


# Q2FY24 Region wise Trends

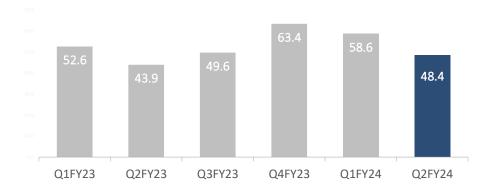
#### **US & North America (₹ Cr.)**



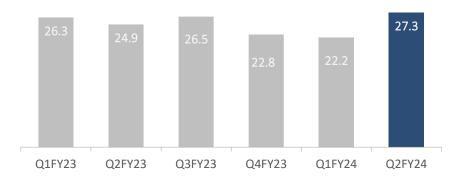
#### **Europe and UK (₹ Cr.)**



#### **Australia and New Zealand (₹ Cr.)**



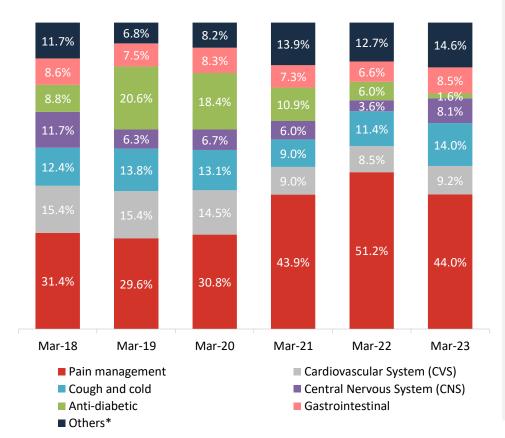
#### Rest of the World (₹ Cr.)



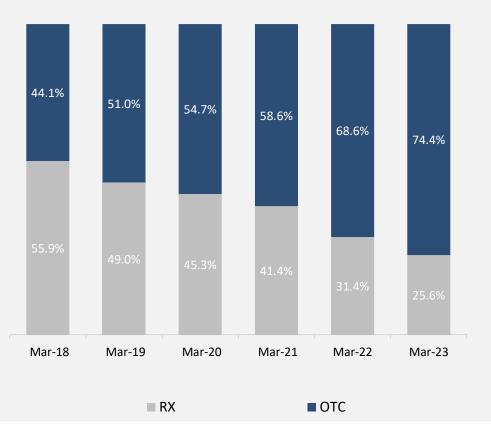


# Segmental Mix

#### **Therapeutic Segment-Wise Split**



#### **Segment Revenue Split**





# **Consolidated Profit and Loss Statement**

Particulars (₹ cr.)	Q2FY24	Q2FY23	Q1FY24	YoY	QoQ	H1FY24	H1FY23	YoY	FY23
Operating Revenue	531.2	452.6	500.0	17.37%	6.25%	1,031.3	886.3	16.36%	1,852.10
Gross Profit	278.5	229.4	257.3	21.41%	8.25%	535.8	448.3	19.52%	930.8
Gross Margin %	52.43%	50.68%	51.50%	174 bps	93 bps	51.95%	50.58%	137 bps	50.30 <del>s</del> %
EBITDA	113.9	80.3	102.0	41.90%	11.71%	215.9	153.1	41.03%	339.3
EBITDA Margin %	21.45%	17.74%	20.40%	371 bps	105 bps	20.94%	17.27%	366 bps	18.30%
Finance Costs	-1.6	-2.5	-1.6	-34.96%	1.63%	-3.2	-4.3	-25.53%	-9.1
Depreciation & Amortization	-17.6	-14.1	-13.7	24.48%	28.11%	-31.2	-25.2	23.85%	-51.9
Other Income	19.0	14.2	10.1	33.77%	88.08%	29.1	30.7	-5.24%	59.3
Profit before tax	113.8	77.8	96.8	46.23%	17.53%	210.6	154.3	36.48%	337.7
Taxes	-29.9	-17.7	-26.4	69.03%	13.33%	-56.3	-34.0	65.61%	-72.3
PAT	83.9	60.1	70.4	39.52%	19.11%	154.3	120.3	28.25%	265.3
Net Profit Margin %	15.24%	12.87%	13.81%	236 bps	143 bps	14.55%	13.12%	143 bps	13.90%
Diluted EPS (INR)	1.8	1.5	1.5	21.25%	21.25%	3.4	3.0	12.31%	6.4



# **Balance Sheet**

Particulars(₹ Cr.)	H1FY24	FY23
ASSETS		
NON-CURRENT ASSETS		
Property, Plant & Equipment	452.5	379.6
Capital work-in-progress	18.8	7.2
Goodwill	38.7	38.5
Intangible Assets	66.2	68.2
Intangible Assets under development	2.5	2.6
Other non-current financial assets	3.2	3.5
Deferred tax assets (net)	-	-
Other Non-current assets	27.3	14.6
Non current tax assets (net)	0.9	0.9
Total Non-Current Assets	610.1	515.1
CURRENT ASSETS		
Inventories	530.6	484.7
Investments	0.6	0.5
Trade receivables	449.5	416.8
Cash and Cash Equivalents	358.5	382.4
Bank balances other than above	302.1	332.5
Other Financial Assets	10.6	3.7
Other current assets	50.3	52.6
Current Tax assets (Net)	1.3	1.9
Total current assets	1,703.5	1,675.3
TOTAL ASSETS	2,313.6	2,190.4

Particulars(₹ Cr.)	H1FY24	FY23
EQUITY AND LIABILITIES		
EQUITY		
Share Capital	45.3	45.3
Reserves and Surplus	1,830.3	1,699.8
Non-Controlling interest	21.4	19.9
Total equity	1,897.0	1,765.1
LIABILITIES		
NON-CURRENT LIABILITIES		
Lease Liability	61.0	65.7
Provisions	6.0	3.3
Deferred tax liabilities (Net)	16.7	15.4
Total non-current liabilities	83.8	84.3
CURRENT LIABILITIES		
Borrowings	35.2	41.6
Lease Liability	14.8	15.7
Trade payables	200.3	230.6
Other financial liabilities	12.1	15.3
Other current liabilities	26.4	11.2
Provisions	2.4	1.3
Current tax liabilities (Net)	41.5	25.3
Total current liabilities	332.7	341.0
Total liabilities	416.6	425.3
TOTAL EQUITY AND LIABILITIES	2,313.6	2,190.4

About Marksans Pharma



### Marksans Pharma - At a Glance



#### **Market Reach**

Global footprint- Present in 50+ countries ~96% revenue generated from the regulated markets of the US, UK and Europe, Australia, and New Zealand.



#### **Employee**

**1400+** employees



#### **Manufacturing and R&D Capabilities**

4 Manufacturing Units in Goa, UK and USA

4 R&D centers in Goa, Navi Mumbai, UK and USA



#### **Accreditations**

USFDA, UK MHRA, Australian TGA, EU, Health Canada and Japanese Health Authority



#### **Products**

**300+** products in the form of tablets (plain, enteric coated and film coated), hard & soft gelatin capsule, oral liquids and ointments



#### **Product Pipeline**

Strong pipeline of more than **76** products



#### Cash in hand

Cash position of ₹661 cr. and a net debtfree position as of 30<sup>th</sup> September 2023



#### **Cash from Operations**

In H1FY24, Cash from Operations is at ₹ 90.6 cr.



Net debt negative balance sheet for last five years



### **Manufacturing Capabilities**



· Plan to manufacture tablets, hard

and soft gel capsules, ointments,



liquids, creams

**ACCREDITATIONS** 





#### **CAPACITY**

#### **ACCREDITATIONS**

6 bn tablets and hard capsules per annum



this facility are exported across the globe

#### **CAPACITY**

#### **ACCREDITATIONS**

2.4 bn softgel and hard gelatin capsules per annum

6 bn solid tablets per annum



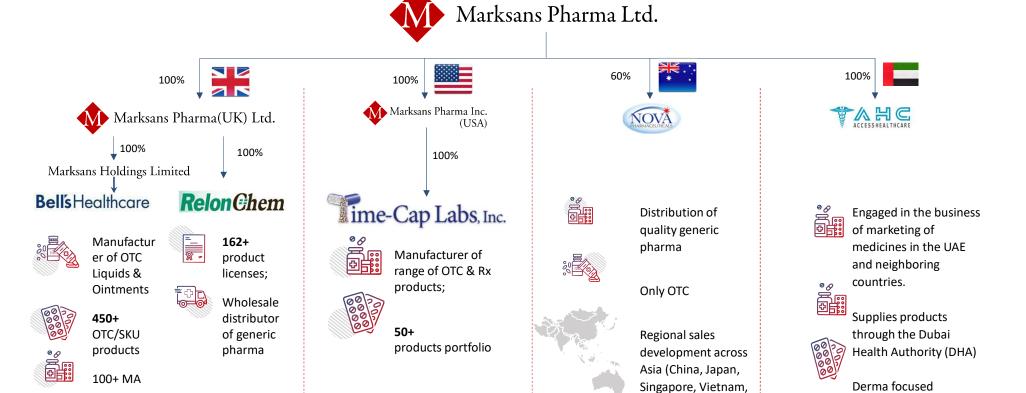






### **Business Structure**

Supply and Distribution through a network of subsidiaries



Sri Lanka and South

Korea)

products range



### **OTC Store Brand Retailers/Customers**

- In the OTC Segment, Marksans manufactures store brands (private label manufacturing) for retailers/customers and manufactures OTC products through its own label as well.
- The company has more than 1500+ SKUs and 300+ products
- Marksans is a preferred store brand partner where our capabilities and expertise in private-label manufacturing have helped sustain and grow our long-lasting partnership with top retailers in key regions

#### Long-lasting partnership for store brand manufacturing with the leading retailers across our key geographies



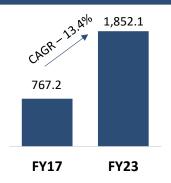




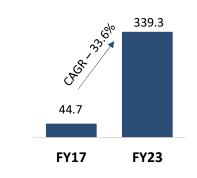


# **High Growth Trajectory**

#### Operating Revenue (₹ Cr.)



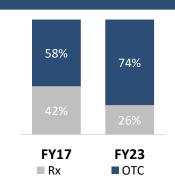
#### EBITDA (₹ Cr.)



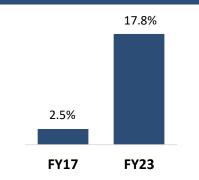
Net Profit (₹ Cr.)



#### **Segmental Revenue Mix (%)**

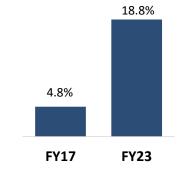


**ROE (%)** 



ROE = Net Profit after taxes/Average Shareholder's Value

### ROCE (%)



#### Net Debt to EBITDA (%)



#### **Fixed Asset Turnover Ratio (x)**



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Roadmap for the future



### Roadmap for the future



# Consistent Growth in Topline and Profitability

#### **Strengthening the OTC Business**

- Aim to capture a significant part of the multi-billion-dollar OTC opportunity. According to IQVIA, Global OTC Size in 2022 is \$176 billion.
- Marksan's OTC segment grew at CAGR of 18% (from FY17-FY23) Majority of revenue in OTC comes from manufacturing and selling store brands (private label manufacturing) for key retailers in key regions
- Marksans is the most preferred and growing store brand lowcost manufacturing partner

### **Backward Integration for sustained margin development**

- Aim to expand Gross & EBITDA margin through backward integration
- Marksans is in the process of Backward integration, API manufacturing for captive consumption and top 10 molecules

### Supplement growth through acquisitions

- Marksans will follow calibrated inorganic growth approach
- Expansion in growing markets and EU through acquiring frontend marketing and distribution companies is the focus area
- Marksans has a strong balance sheet to support the growth

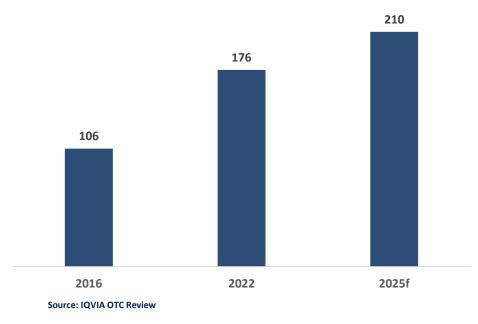
### Continued product launches through a healthy product pipeline

- Strong product pipeline followed by successful launches led by continued focus on R&D
- Strong pipeline of more than 76 products.



## The OTC Opportunity (1/2)





- In **2022**, the OTC market grew by 10.4% YoY to achieve total **global sales of \$176 billion**.
- North America and Western Europe have the highest market shares
- North America OTC holds around ~25% of total global sales
- Robust growth is projected for the global OTC market over the next four years despite continued macroeconomic challenges, inflationary pressures, cost of living increases, and changing consumer behaviors. In 2023, 6.8% growth is forecasted
- The prescription to over-the-counter (Rx to OTC) drugs switch
   increasing demand for and availability of OTC drugs is driving this market segment

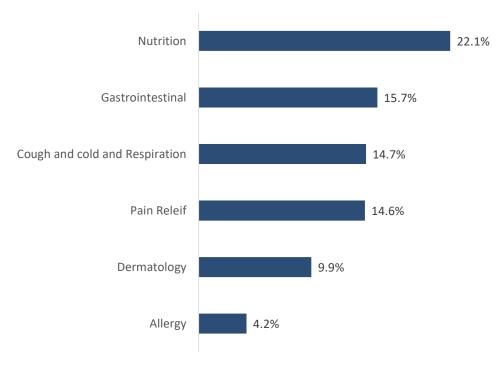
Source: IQVIA OTC Review

Marksans Pharma's OTC business is present in US, UK & Europe, Australia, and a few RoW nations. The company is present in the largest markets by total OTC drugs sales and its focus is to expand the footprint.



# The OTC Opportunity (2/2)

#### **Category Value Share**



Source: IQVIA OTC Review | Global OTC Category Performance - YTD November 2021

- According to IQVIA, Cough and cold and Respiratory, Pain Relief,
   Nutrition, Gastrointestinal, Dermatology, and Allergy are the
   largest OTC therapeutical segments globally according to total OTC
   sales
- Marksans is currently present in large market-size therapeutical segments in OTC -Pain Management, Cough and Cold,
   Gastrointestinal, and Anti-Allergic Our near-term focus is to create a complete product offering in these four segments
- The company's focus is to get into the liquids, creams, and ointments OTC category



## Continued product launches through a healthy product pipeline

#### Strong product pipeline followed by successful launches led by continued focus on R&D

- Planned 34 new filings over the next three years
- In addition, 16 products are already filed and awaiting approval

UK

 10 products are in the pipeline and expected to be launched over the next two years

Australia and New Zealand

#### USA

- 32 products are in the pipeline
- 20 are oral solids
- 12 are ointments and creams.
   Within oral solids
- 4 are Softgels

#### **Rest of World**

- 124 products approved
- 120 products awaiting approval
- 108 products are in the Pipeline



# **Key Product Launches**

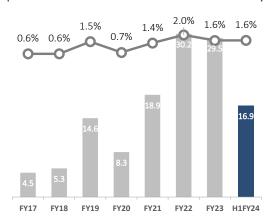
Brand	Composition	Therapy Segment	Market
LOSARTAN	LOSARTAN 25 MG, 50 MG, 100 MG TABLETS	Anti-Diabetic	UK
ONDANSETRON	ONDANSETRON 4MG, 8 MG TABLETS	Gastrointestinal	UK
CARVEDILOL	CARVEDILOL 3.125 MG, 6.25 MG, 12.5 MG, 25 MG TABLETS	Cardiovascular System(CVS)	UK
TRAMADOL	TRAMADOL 50 MG CAPSULES	Pain Management	UK
CLOPIDOGREL	CLOPIDOGREL 75 MG TABLETS	Cardiovascular System(CVS)	UK
PREDNISOLONE	PREDNISOLONE 5 MG TABLETS	Anti-Allergic	UK
ROSUVASTATIN	ROSUVASTATIN 5MG, 10MG, 20MG, 40 MG TABLETS	Cardiovascular System(CVS)	UK
BICALUTAMIDE	BICALUTAMIDE 50MG , 150MG TABLETS	Anticancer	UK
FUROSEMIDE	FUROSEMIDE 20MG, 40MG TABLETS	Cardiovascular System(CVS)	UK
LIQUIDS - LORATIDINE	LORATIDINE 5MG/5ML ORAL SOLUTION 70ML GSL PACK	Anti-Diabetic	UK
LIQUIDS - IBUPROFEN	IBUPROFEN 100 MG/5ML ORAL SOLUTION 200 ML P PACK	Pain Management	UK
LIQUIDS - ALL IN ONE SOLUTION	PARACETAMOL, GUAIFENESIN, PHENYLEPHRINE	Cough and Cold	UK
APAP ER	ACETAMINOPHEN EXTENDED RELEASE 650MG	Pain management	US
CETRIZINE TABLETS	CETRIZINE 5MG, 10MG	Anti Allergy	US
FLUOXITINE CAPSULES	FLUOXITINE 10MG, 20MG, 40MG	Central Nervous System(CNS)	US
FAMOTIDINE TABLETS	FAMOTIDINE TABLETS USP, 10 MG and 20 MG	Gastrointestinal	US
ACETAMINOPHEN AND	ACETAMINOPHEN AND IBUPROFEN TABLETS, 250 mg/125 mg	Pain Management	US
IBUPROFEN TABLETS	ACLIAIVIINOFILIN AND IBOPKOFLIN IABLETS, 250 Hig/125 Hig	Talli Wallagement	03
FLUOXETINE ORAL SOLUTION	FLUOXETINE 20MG/5ML ORAL SOLUTION	Central Nervous System(CNS)	UK
PREGABALIN CAPSULES	PREGABALIN CAPSULES, 25 MG, 50 MG, 75 MG, 100 MG, 150 MG,	Central Nervous System(CNS	US
FREGABALIN CAPSOLES	200 MG, 225 MG, and 300 MG.	Central Nervous System(CNS	
CYANOCOBALAMIN TABLETS	CYANOCOBALAMIN 50MG FILM COATED TABLETS	Vitamin	UK
ESOMEPRAZOLE MAGNESIUM	ESOMEPRAZOLE MAGNESIUM DELAYED-RELEASE CAPSULES USP,	Digestive	US
CAPSULES	20 MG (OTC).	Digestive	
GUAIFENESIN TABLETS	GUAIFENESIN EXTENDED-RELEASE TABLETS (OTC)	Cough and Cold	US



# **R&D** Capabilities

#### R&D (₹ Cr.) and R&D % to sales

Expected to increase to ~4-5 % over the next few years



#### **R&D Centers**





Continued focus on R&D investments leading to a robust pipeline of new developed & pipeline products



Plans to enhance portfolio with addition of 12-13 products every year



Focus is on developing soft gels and different delivery system like extended release, liquid, OTC products and ointments



R&D Centres 50 + Scientists 70 +

Products in Pipeline

Approved ANDAs/MAs



### **Investment Rationale**



Follows calibrated inorganic growth approach: Marksans Pharma has a proven record of successful and capital-efficient acquisitions and creating a unique forward-integrated model in key regions



Funding through strategic investors and promoters:
Orbimed and Promoters fund infusion has provided significant strength for organic and inorganic opportunities.



**Headroom for Significant Multiple Expansion** 



Focused on Balance Sheet disciplined growth: net debt negative balance sheet for last five years.



Teva Pharma's acquired manufacturing unit will be a backbone to achieve the desired topline growth



Strong capabilities and experience to capture a significant part of the multibillion-dollar OTC opportunity



**Preferred Store Brand Partner for Traditional Retailers** 



Significant Balance Sheet strength (over Rs 661 cr. as of 30<sup>th</sup> September 2023)



Backward Integration will be a backbone to achieve the desired goal of Margin Expansion

ESG



Healthcare Infrastructure	Construction of New Building for Government Aided Sai Nursing Institute
Free Food To Needed People	Joined hands with NGO's to serving meals, ration, grocery kits for migrant families in villages in Goa
Promoting Healthcare	Medical treatment to under privileged society suffering from cancer and other blood disorders in Maharashtra
Overall Wellbeing Of Women And Children	Women and children development, professionalizing Anganwadis and national nutrition mission in Goa with Ministry of Health, Government of Goa
Promoting Education	Donations towards construction of new school building to Chetna Charitable trust, Goa
Oxygen Concentrator	Tree plantation in Verna Industrial Estate, Goa
Women And Child Development	Provided Sanitary Pads to poor women under the "MY PAD, MY RIGHT" program, an initiative of Swatch Bharat scheme of Beti Bachao scheme of the Govt of India
Development in Farming	Donations towards Constituency Farming sector through medical, equipments and teaching



# Thank you

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