



Investor Presentation Sept 2020

Medicamen Biotech Limited



Committed for **affordable quality healthcare** and aiming leadership through continual improvement and technology

Safe Harbour Statement

This document contains certain forward looking statements with respect to the financial condition, results of operations and business of Medicamen Biotech Limited (“MBL”) and certain of the plans and objectives of MBL with respect to these items. By their nature, forward looking statements involve risk and uncertainty because they relate to future events and circumstances and there are many factors that could cause actual results and developments to differ materially from those expressed or implied by these forward looking statements. These factors include, but are not limited to, domestic and global economic and business conditions, the successful implementation of our strategy and our ability to realize the benefits of this strategy, our ability to develop and market new products, etc. As a result, MBL’s actual future results may differ materially from the plans, goals and expectations set forth in such forward looking statements. MBL does not undertake any obligation to update such forward looking statements to reflect events or circumstances after the date thereof.

Overview



Business Area

- Vertically integrated pharmaceutical company with presence across geographies – India, Latin America, Africa & rest of world (ROW)
- Developing, manufacturing and marketing of finished dosages across wide range of therapeutic domains
- Strong focus on R&D with over 45 employees dedicated to R&D
- **New Oncology formulation plant at Haridwar got manufacturing/drug license from Drug Controlling & Licensing Authority, Uttarakhand**

Subsidiary

- In Australia, strong portfolio with 14 products

Production site

Three Manufacturing state of the art facilities

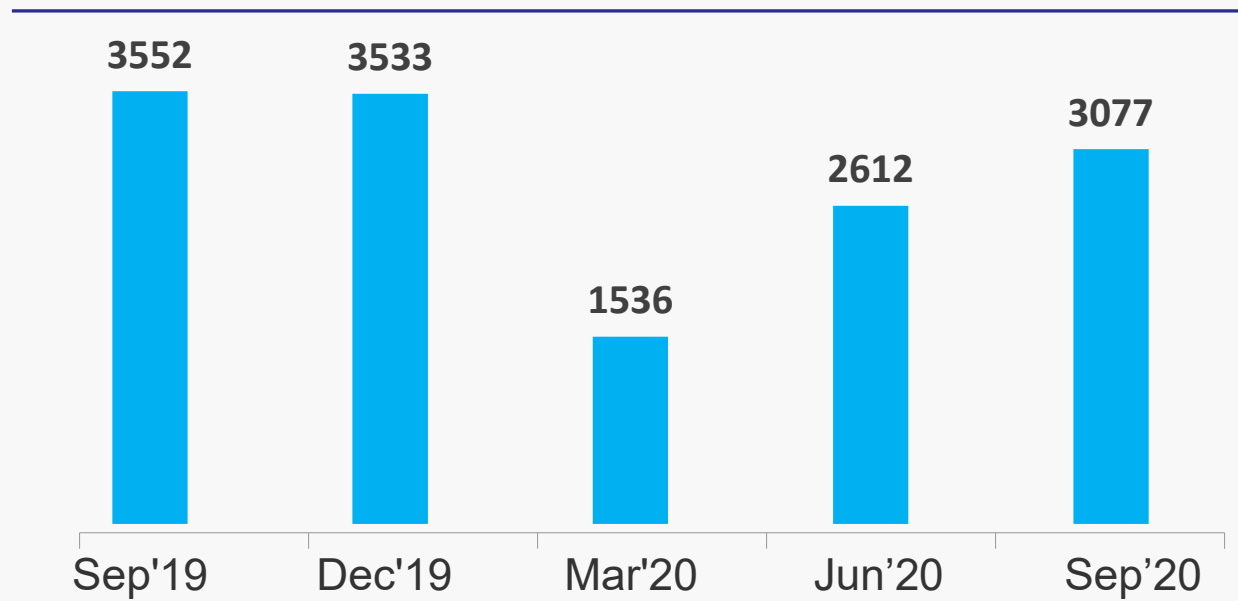
- 2 General facility in Bhiwadi & Haridwar
- 1 Oncology facility in Haridwar

Certification

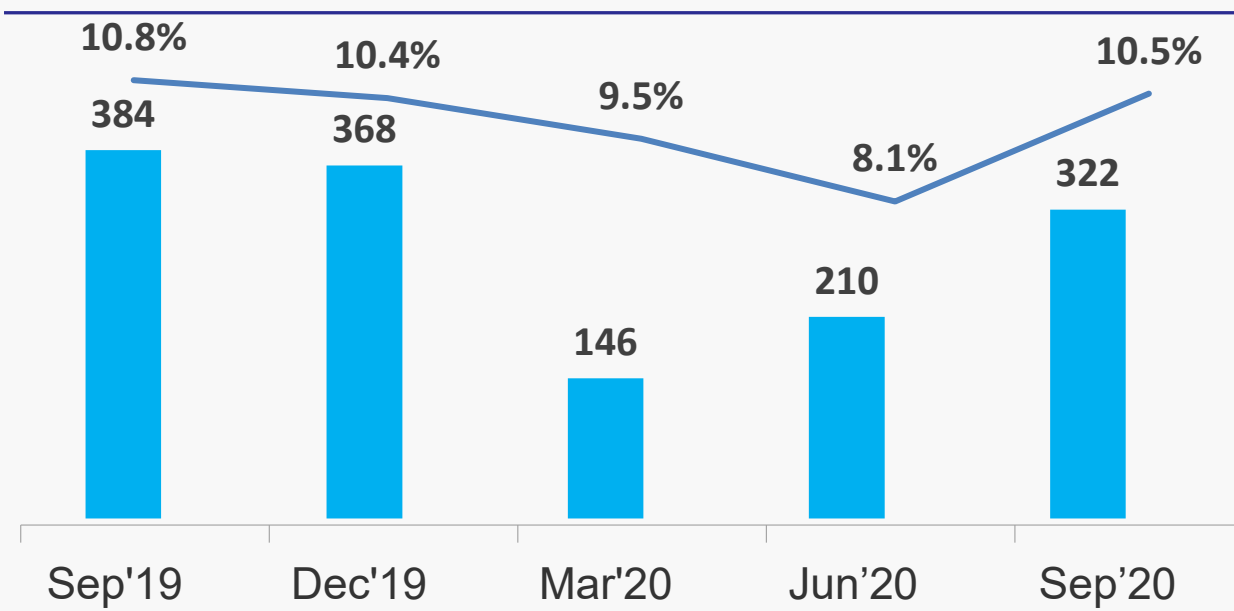
- Certified by WHO, ANVISA (Brazil), NAFDAC, MCAZ and DACAetc

Overall Snapshot

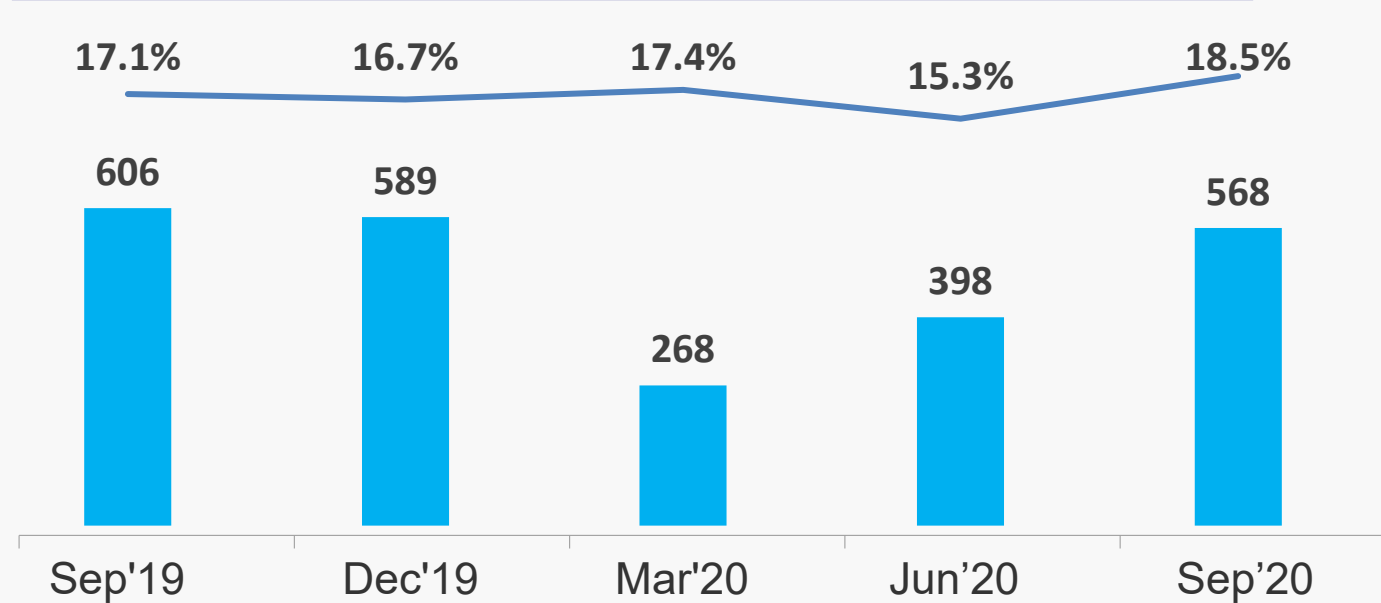
Quarterly Revenue and Growth



Quarterly PAT margin and Growth %



Quarterly EBITDA margin and Growth %



Due to Covid-19, top line & bottom Line have been impacted during the current quarter otherwise gross margins, EBITDA & PAT all on uptrend

Overall Snapshot (Quarterly)

INR Lacs	Q2'FY21	Q1'FY21	Q2'FY20
Revenue from Operations	3,077	2,612	3,551
Other Income	13	8	35
Total Income	3,090	2,620	3,586
COGS	1,918	1,696	2,264
Employee Benefit Expenses	217	216	244
Finance Costs	38	24	21
Depreciation	69	69	62
Other Expenses	388	310	473
Total Expenses	2,630	2,315	3,064
Profit Before Tax	460	305	522
Tax	138	95	138
Profit After Tax	322	210	384

Manufacturing facilities of Medicamen Biotech

<p>Bhiwadi Plant Location: Rajasthan</p>	<p>Haridwar Plant (Unit I) Location: Utrakhand</p>	<p>Haridwar Plant (Unit II) Location: Utrakhand</p>								
<p>Facility divided into six separate blocks</p>	<p>Facility has a single three-storied unit</p>	<p>Dedicated plant to manufacture oncology products</p>								
<table border="0"> <tr> <td data-bbox="259 887 593 999">Beta Lactum Block</td> <td data-bbox="626 887 1099 1046"> <ul style="list-style-type: none"> ▪ Tablets ▪ Capsules ▪ Dry syrups </td> </tr> <tr> <td data-bbox="259 1074 593 1187">Non-Beta Lactum Block</td> <td data-bbox="626 1074 1099 1226"> <ul style="list-style-type: none"> ▪ Tablets ▪ Capsules ▪ Dry syrups </td> </tr> </table>	Beta Lactum Block	<ul style="list-style-type: none"> ▪ Tablets ▪ Capsules ▪ Dry syrups 	Non-Beta Lactum Block	<ul style="list-style-type: none"> ▪ Tablets ▪ Capsules ▪ Dry syrups 	<table border="0"> <tr> <td colspan="2" data-bbox="1246 887 2085 962">Non Betalactum Tablets</td> </tr> <tr> <td data-bbox="1246 981 1579 1093">Non-Betalactum Capsules</td> <td data-bbox="1612 981 2085 1093"> <ul style="list-style-type: none"> ▪ Liquid orals ▪ External ointments </td> </tr> </table>	Non Betalactum Tablets		Non-Betalactum Capsules	<ul style="list-style-type: none"> ▪ Liquid orals ▪ External ointments 	<p>Tablets</p> <p>Capsules</p> <p>Injectables</p> <p>Lyophilizers</p>
Beta Lactum Block	<ul style="list-style-type: none"> ▪ Tablets ▪ Capsules ▪ Dry syrups 									
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<p>ORS and Liquid Orals Block</p>		<p>US-FDA and EU compliant facility with state-of-the-art plant and machinery</p>								
<p>Warehouse and Quality Assurance / Quality Control Block</p>										
<p>Formulation Development, Analytical and Chemical Research Development</p>										
<p>Finished Goods Store Block</p>										

Manufacturing facilities of Medicamen Biotech



**Bhiwadi
Plant**

Covered area: 120,000 square feet
General pharmaceutical formulation
division



**Haridwar Plant
(Unit I)**

Covered area: 32,000 square feet
General pharmaceutical formulation
division



**Haridwar Plant
(Unit II)**

Covered area: 35,000 square
feet Oncology formulation
division

Global presence



ESTABLISHED ONCOLOGY PLANT AT HARIDWAR

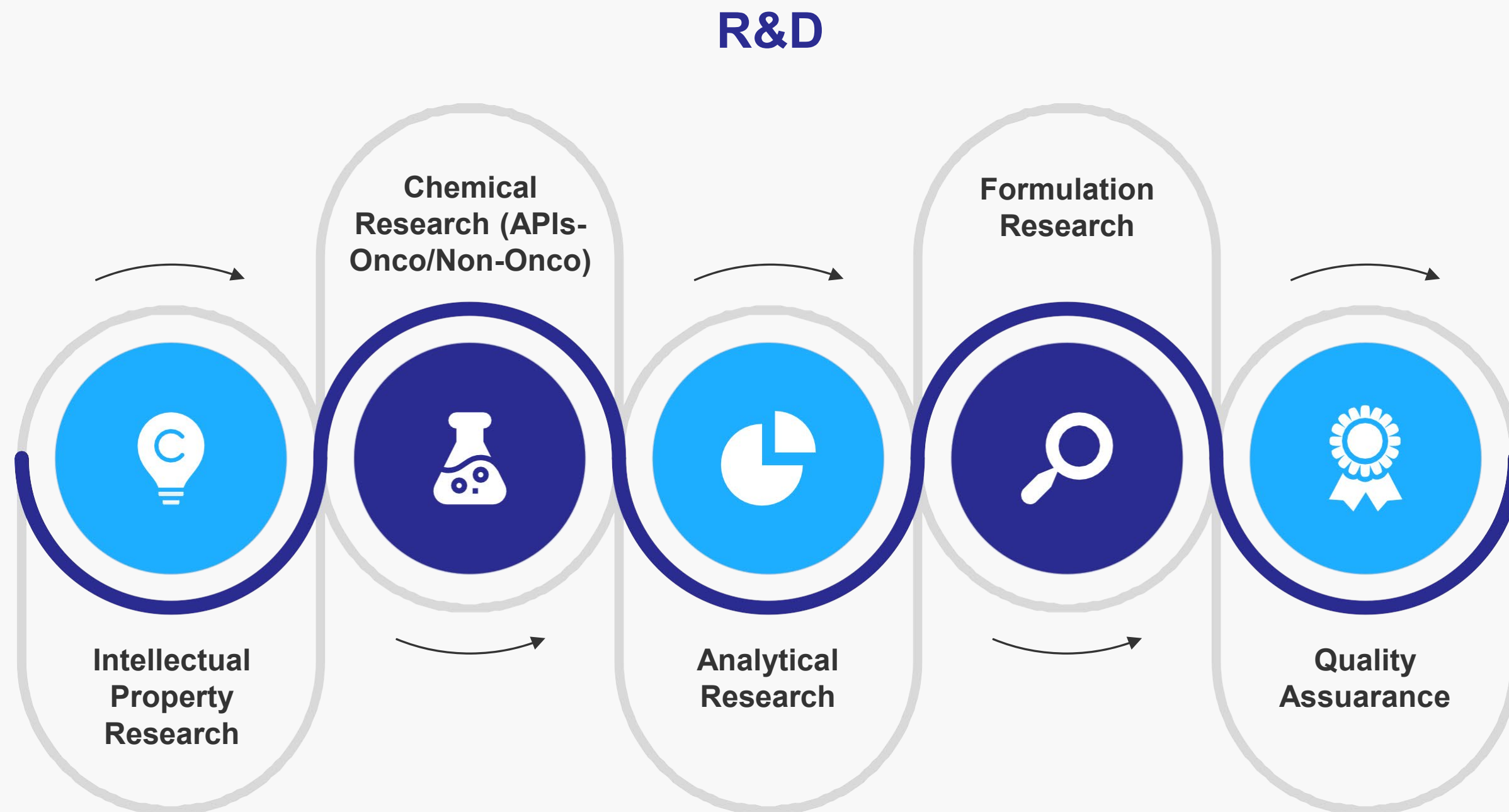


- Established State-of-the-art- Oncology Plant at Haridwar, machine validations are underway.
- Company expect to start Plant Validation batches for ANDA filing by Dec'20.
- Company expect to file 2 ANDA by July'21.
- Drug licence already granted.

Rationale for oncology product selection



Robust R&D Capabilities



Strength of R&D ~ 45 employees

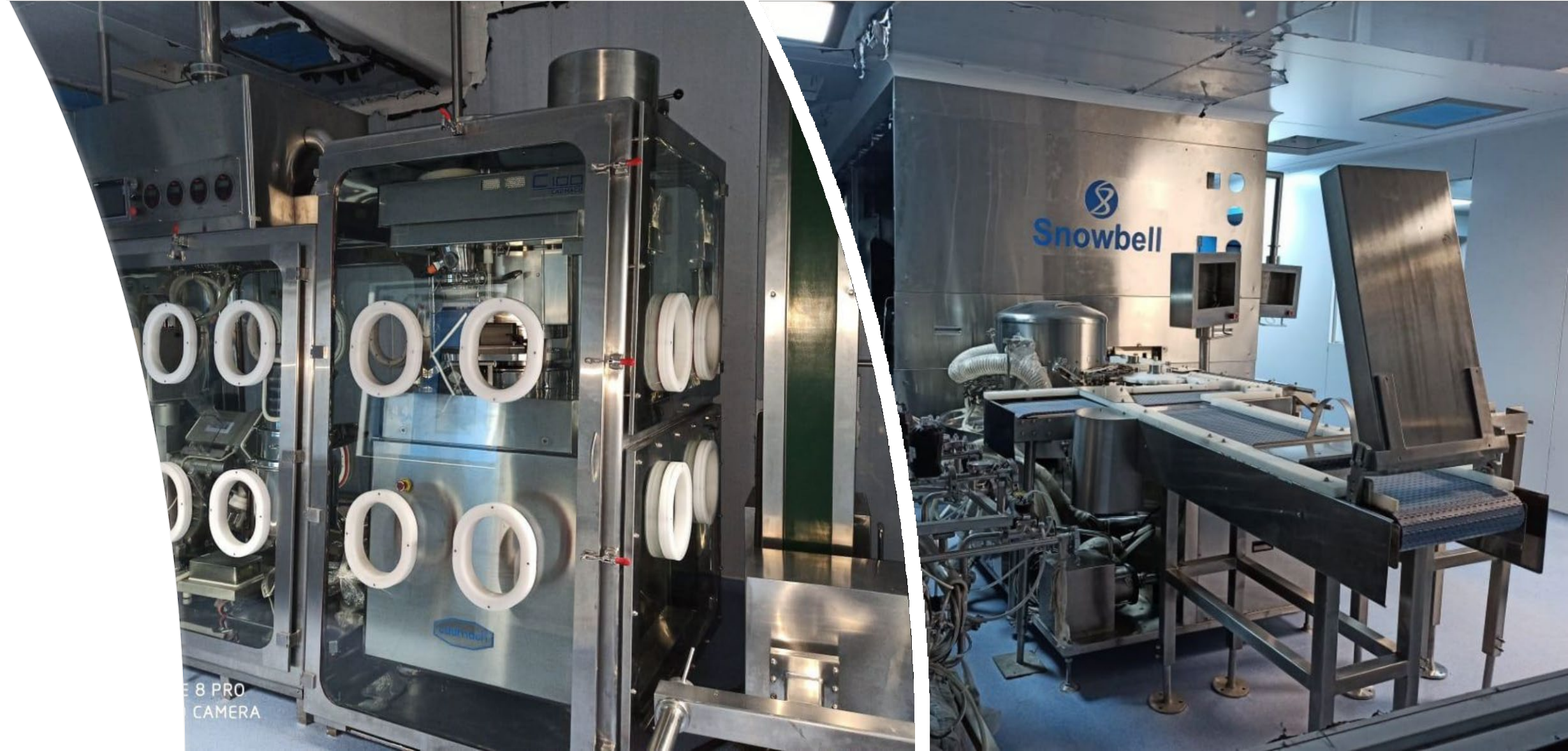
- State-of-art R&D set up duly approved from Department of Scientific and Industrial Research (DSIR), Govt of India
- Development facility at **Bhiwadi** for development of Active Pharma Ingredients (API) and Intermediates along with Formulations R&D.
- Backed by the team of highly professional and well-experienced team of researchers and scientist for development of new products.

Bhiwadi Plant





New Oncology Plant - Haridwar



Thank you!

Medicamen Biotech Limited

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