



Investor Presentation June 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

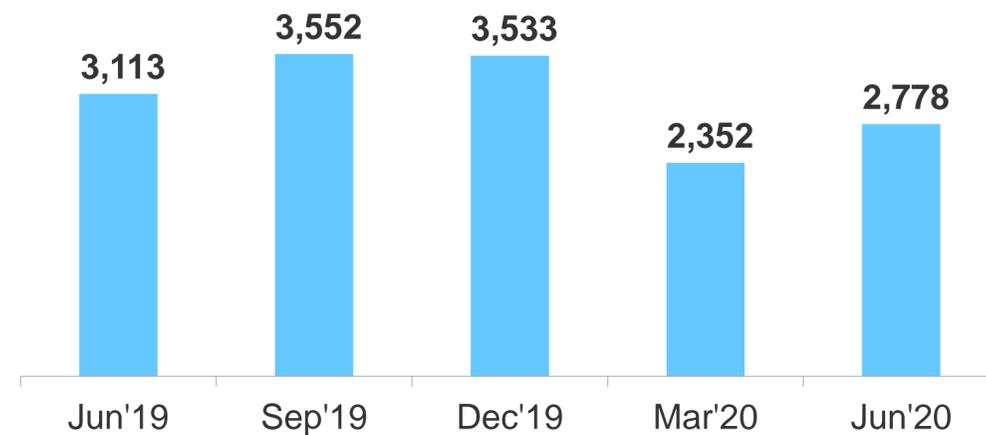
- 2 General facility in Bhiwadi & Haridwar
- 1 Oncology facility in Haridwar

Certification

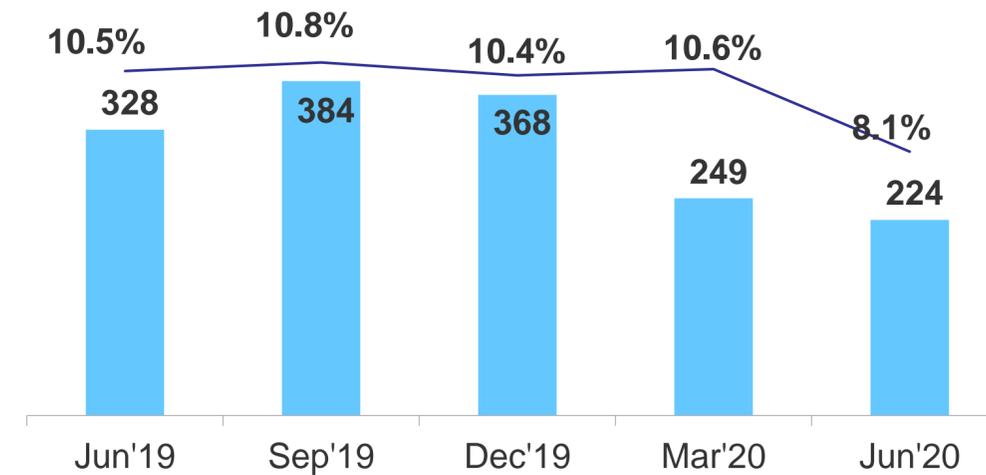
- Certified by WHO, ANVISA (Brazil), NAFDAC, MCAZ and DACA etc

Overall Snapshot - Consolidated

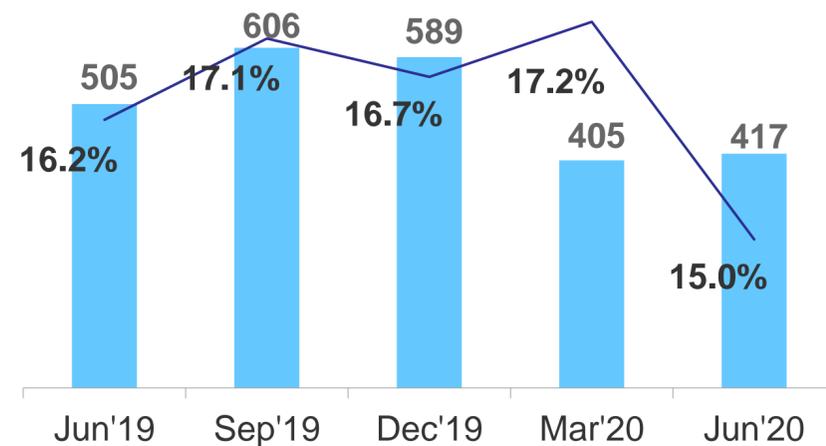
Quarterly Revenue and Growth



Quarterly PAT margin and Growth %



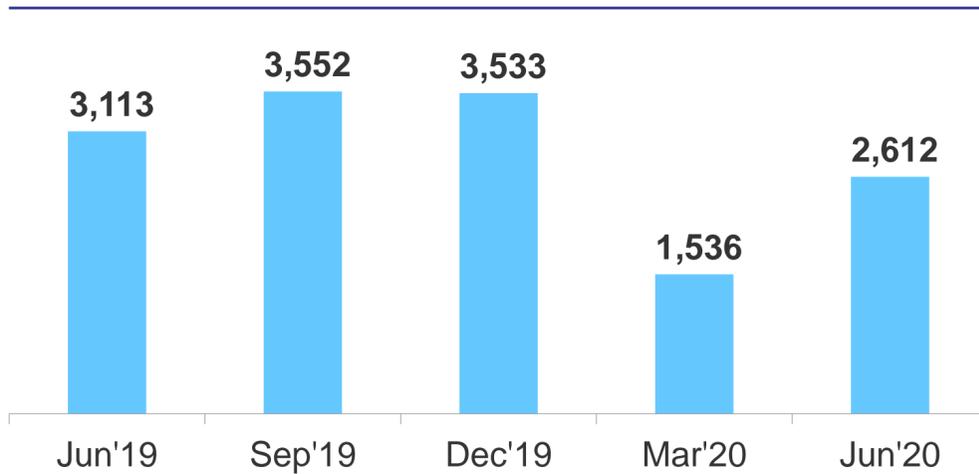
Quarterly EBITDA margin and Growth %



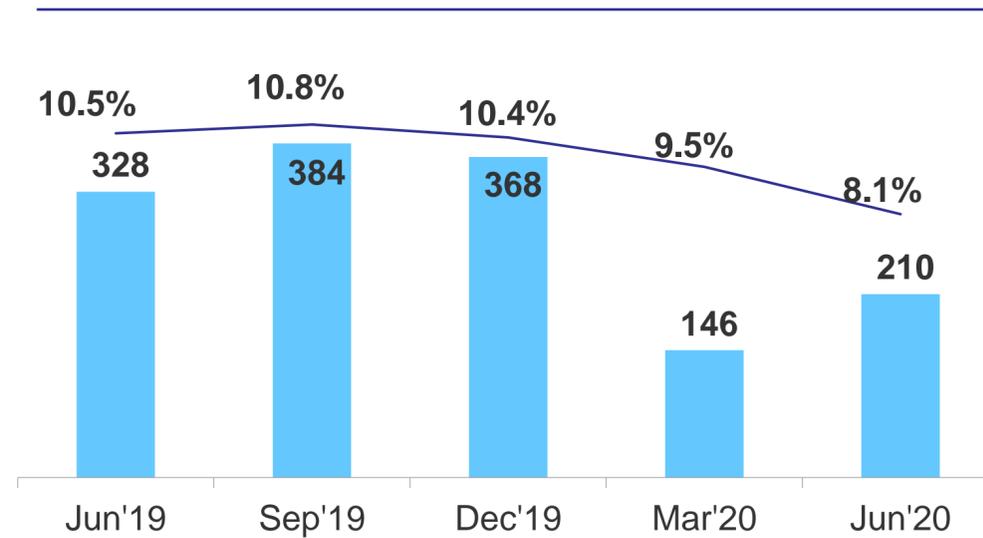
Due to Covid-19, top line & bottom Line have been impacted during the current otherwise gross margins, EBITDA & PAT all on uptrend.

Overall Snapshot - Standalone

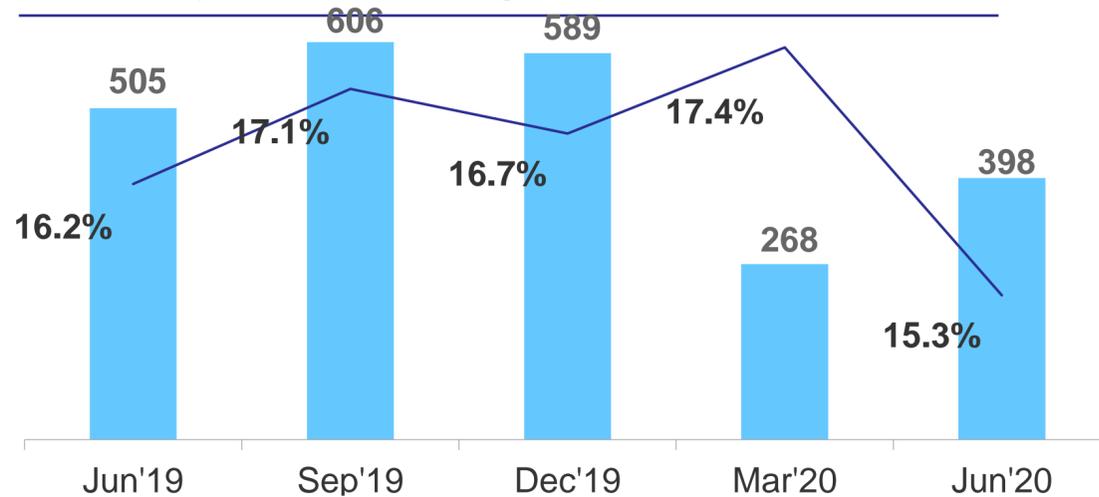
Quarterly Revenue and Growth



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) - Consolidated

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	2,778	2,352	3,113
Other Income	8	110	4
Total Income	2,787	2,462	3,117
COGS	1,836	1,307	2,084
Employee Benefit Expenses	220	247	198
Finance Costs	24	-	16
Depreciation	69	67	57
Other Expenses	314	503	329
Total Expenses	2,463	2,124	2,685
Profit Before Tax	324	338	432
Tax	99	89	104
Profit After Tax	224	249	328

Overall Snapshot (Quarterly) - Standalone

INR Lacs	Q1'FY21	Q4'FY20	Q1'FY20
Revenue from Operations	2,612	1,536	3,113
Other Income	8	107	4
Total Income	2,620	1,643	3,117
COGS	1,695	711	2,084
Employee Benefit Expenses	216	224	198
Finance Costs	24	-	16
Depreciation	69	67	57
Other Expenses	310	440	329
Total Expenses	2,315	1,442	2,685
Profit Before Tax	305	201	432
Tax	95	55	104
Profit After Tax	210	146	328

Manufacturing facilities of Medicamen Biotech

Bhiwadi Plant Location: Rajasthan		Haridwar Plant (Unit I) Location: Uttrakhand		Haridwar Plant (Unit II) Location: Uttrakhand	
Facility divided into six separate blocks		Facility has a single three-storied unit		Dedicated plant to manufacture oncology products	
Beta Lactum Block	<ul style="list-style-type: none"> Tablets Capsules Dry syrups 	Non Betalactum Tablets		Tablets	
Non-Beta Lactum Block	<ul style="list-style-type: none"> Tablets Capsules Dry syrups 	Non-Betalactum Capsules	<ul style="list-style-type: none"> Liquid orals External ointments 	Capsules	
ORS and Liquid Orals Block				Injectables	
Warehouse and Quality Assurance / Quality Control Block				Lyophilizers	
Formulation Development, Analytical and Chemical Research Development				US-FDA and EU compliant facility with state-of-the-art plant and machinery	
Finished Goods Store Block					

Manufacturing facilities of Medicamen Biotech

The company initiated commercial production in 1996



**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



ONCOLOGY PLANT AT HARIDWAR COMMENCED OPERATIONS RECENTLY



Rationale for oncology product selection

1

Products having
global sales
more than
US\$1b



3

Substantial
value
expectation
in times to
come



2

Easy market entry
with no IP /Patent
hurdle

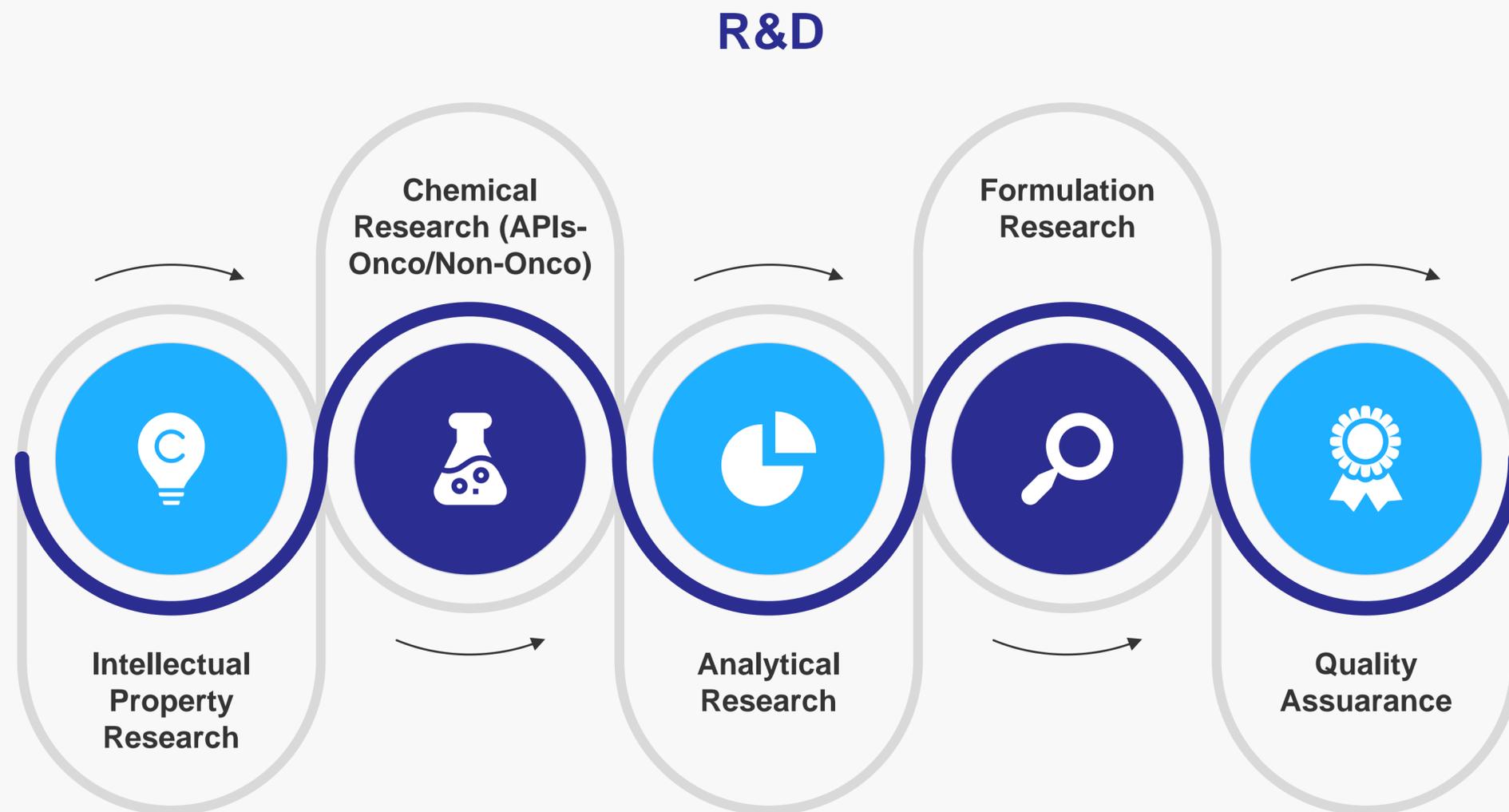


4

Therapeutic domain
dominance in
specific cancer area



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



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New Oncology Plant - Haridwar



The background of the slide features a complex molecular structure composed of dark blue spheres of varying sizes connected by thin lines, set against a solid medium blue background. The spheres are arranged in a way that suggests a three-dimensional chemical or biological structure.

Thank you!

Medicamen Biotech Limited

REGISTERED OFFICE

1506, Chiranjiv Tower, 43 Nehru Place, New Delhi - 110019

Phone 011-47589500 (30 Lines) | **Fax** 011-26213081 | **E-mail** cs@medicamen.com

Website www.medicamen.com