



# MOREPEN

## **Q4'FY25 INVESTOR PRESENTATION**

MOREPEN LABORATORIES LIMITED



# SAFE HARBOUR

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A black and white photograph of a woman and a young child. The woman is in the foreground, smiling and looking towards the camera. The child is behind her, also looking towards the camera with a curious expression. The image is partially obscured by a blue vertical bar on the left and a teal horizontal bar at the bottom.

# **1** EXECUTIVE SUMMARY



# 1 EXECUTIVE SUMMARY

## BUSINESS SEGMENTS:



### PHARMA BUSINESS API+RX+CONSUMER

63%

SHARE OF PHARMA  
BUSINESS



### MEDICAL DEVICES POINT OF CARE

27%

SHARE OF MEDICAL  
DEVICES

FY  
25





# 1 EXECUTIVE SUMMARY:

## COMPANY POSITIONING:



COMMITMENT &  
CREDIBILITY

#1

MARKET LEADERS IN  
6 APIS

80

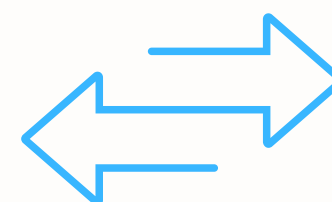
EXPORTING TO OVER 80  
COUNTRIES

72%

REVENUE SHARE OF API  
FROM EXPORT

#1

MARKET LEADERS IN  
GLUCO AND BP METERS



FULLY INTEGRATED MFG.  
FOR MEDICAL DEVICES

Rx

INCREASING SHARE OF  
FORMULATION BUSINESS



STRONG PORTFOLIO OF  
CONSUMER HEALTH

FY  
25

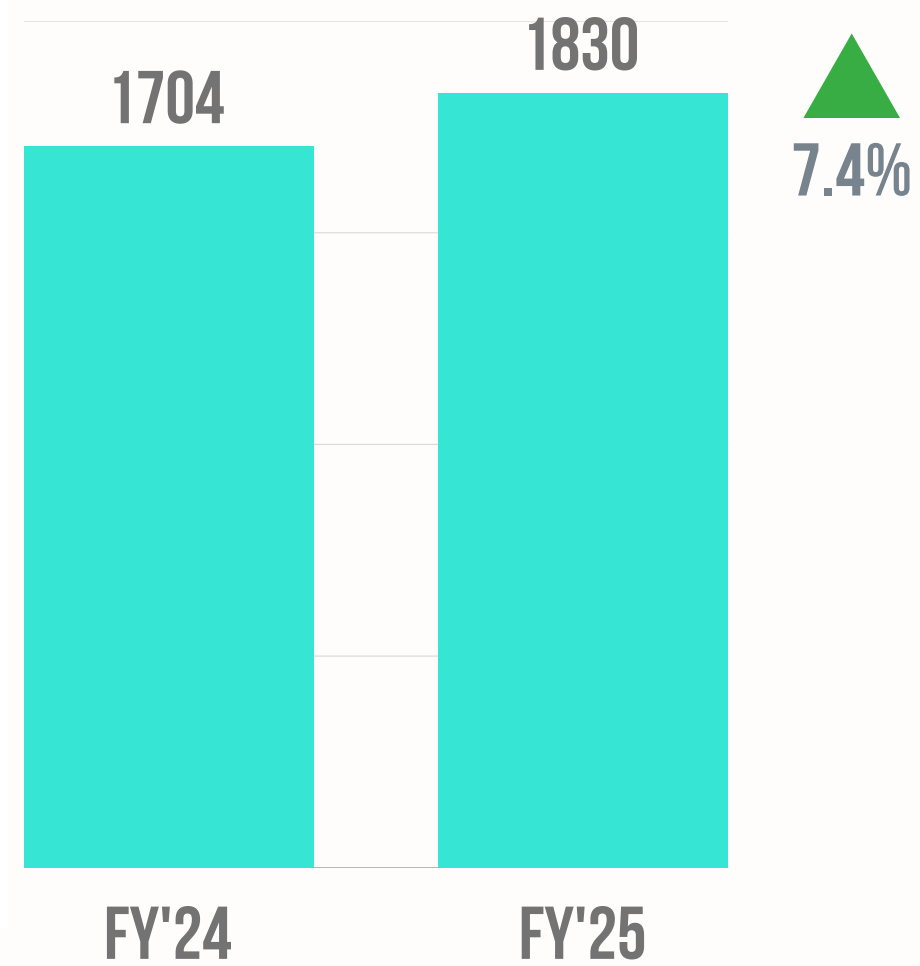


# 1 EXECUTIVE SUMMARY

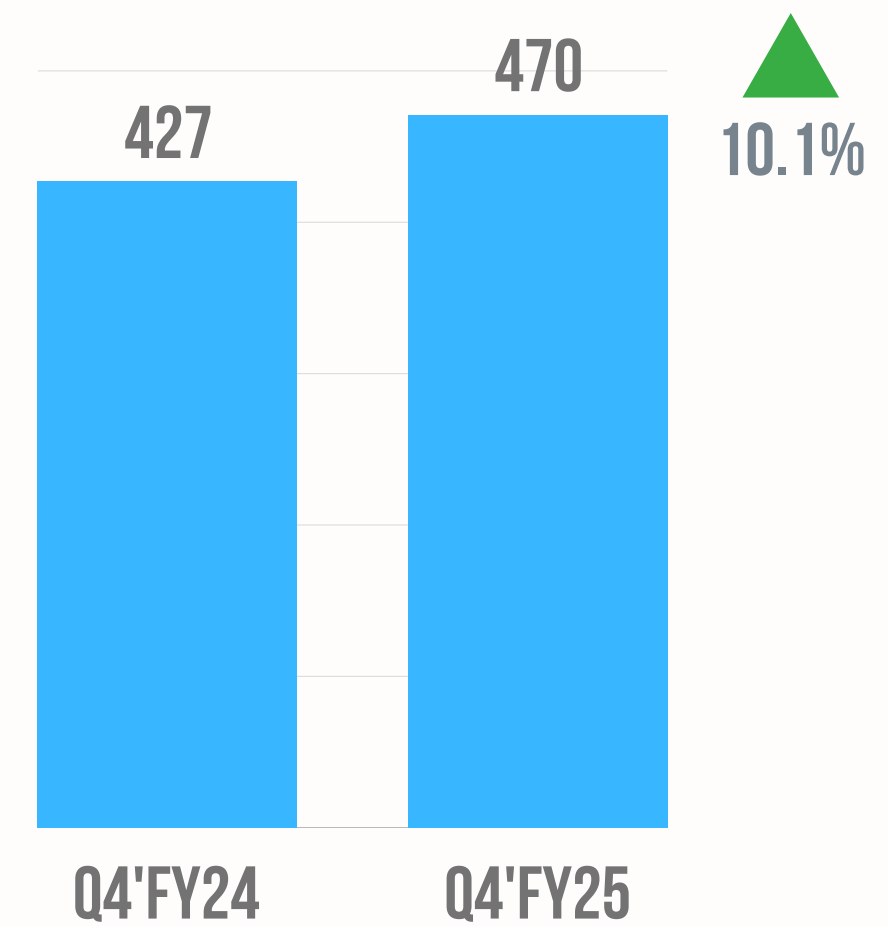
## CONSOLIDATED REVENUE:



ANNUAL REVENUE  
RS. IN CRORES



QUARTERLY REVENUE  
RS. IN CRORES



FY  
25





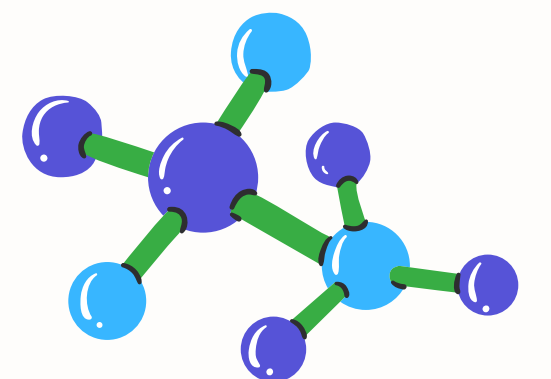
# 2 PHARMA BUSINESS



# 2 PHARMA BUSINESS



## API & FORWARD INTEGRATION:



API  
B2B BUSINESS

63%

SHARE OF PHARMA  
BUSINESS



RX  
MEDICINES



CONSUMER  
HEALTH

27%

SHARE OF MEDICAL  
DEVICES

FY  
25

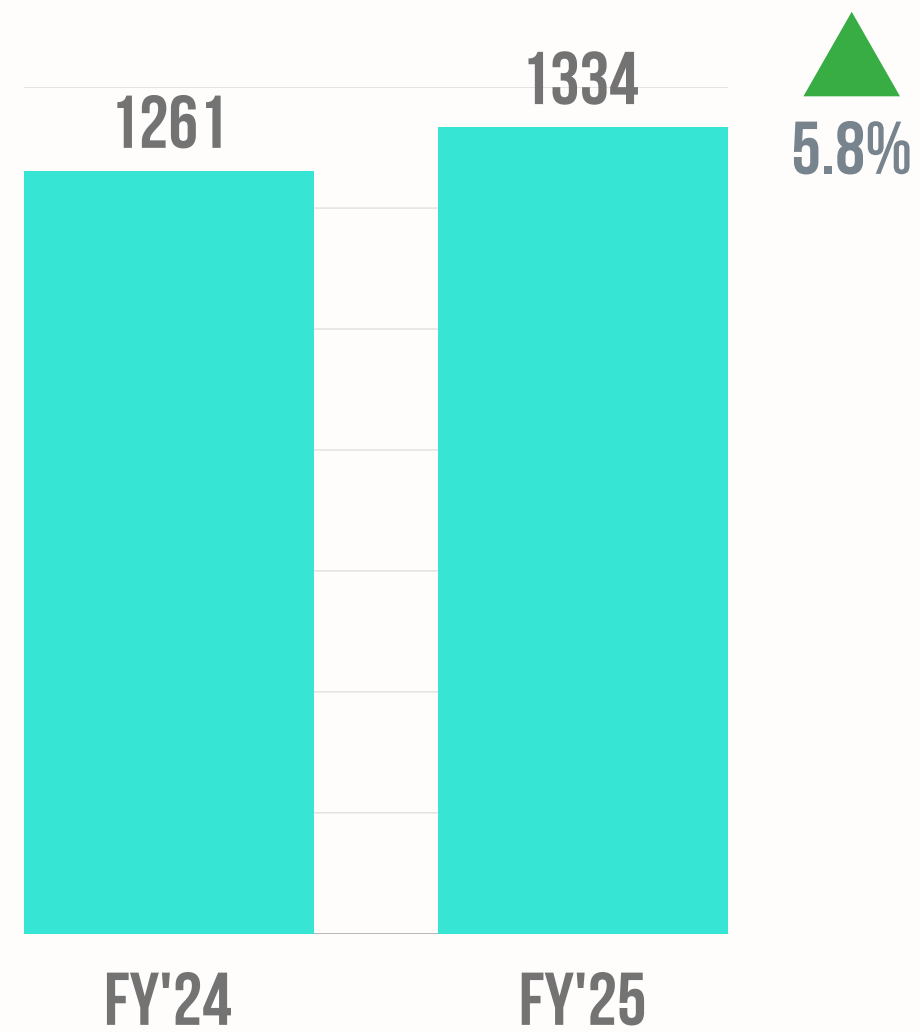




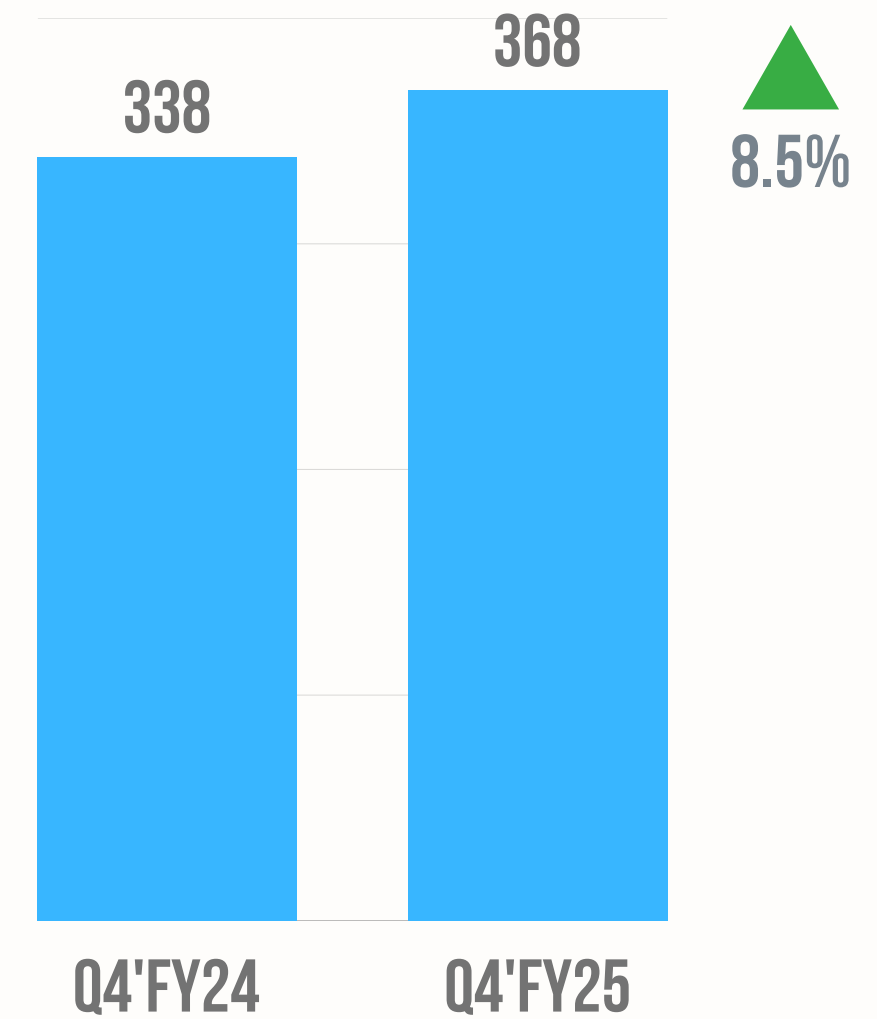
## 2 PHARMA BUSINESS

### TOTAL PHARMA REVENUE :

ANNUAL REVENUE  
RS. IN CRORES



QUARTERLY REVENUE  
RS. IN CRORES



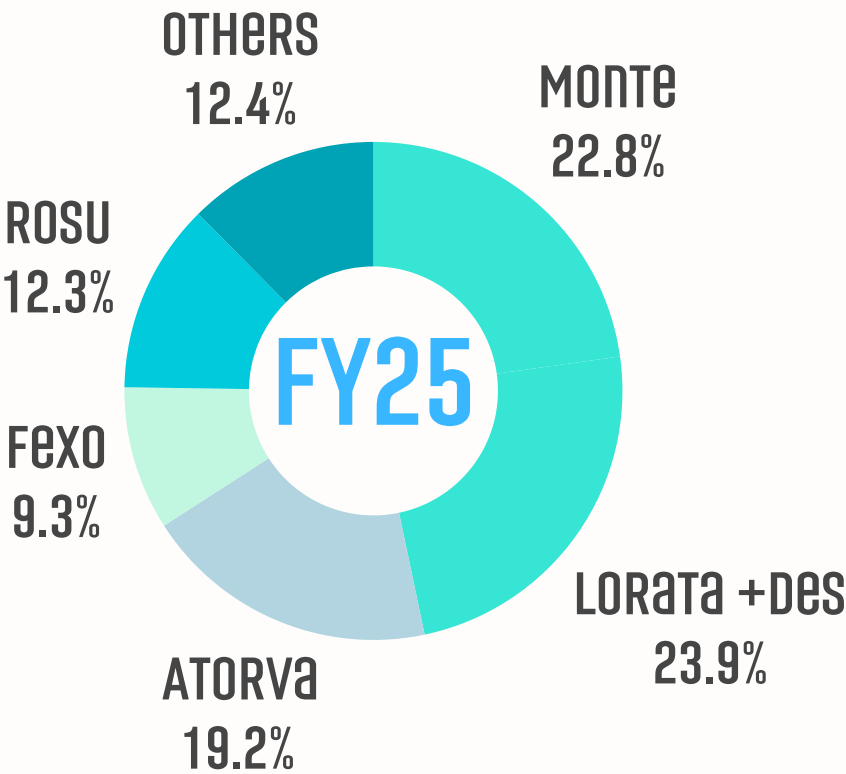


# 2 PHARMA BUSINESS/API

## MARKET LEADERSHIP:

| <u>PRODUCT</u> | <u>RANK</u> | <u>EXPORT* SHARE</u> |
|----------------|-------------|----------------------|
| LORATADINE     | #1          | 81%                  |
| DESLORATADINE  | #1          | 66%                  |
| MONTelukAST    | #1          | 77%                  |
| ATORVASTATIN   | #4          | 30%                  |
| ROSUVASTATIN   | #4          | 30%                  |
| FEXOFENADINE   | #3          | 30%                  |

## PRODUCT SHARE



## API REVENUE SPLIT FY'25

*\*Morepen export share from India as data as per export data*





## 2 PHARMA BUSINESS/API

### NEW PRODUCTS LAUNCHED\*:



#### DIABETICS

- SITAGLIPTIN
- LINAGLIPTIN
- DAPAGLIFLOZIN
- EMPAGLIFLOZIN
- SAXAGLIPTIN
- ERTUGLIFLOZIN

#### CARDIAC

- APIXABAN
- EDOXABAN
- RIVAROXABAN
- OLMESARTAN
- TICAGRELOR 
- BEMPEDOIC ACID 

#### OTHER

- RESMETIROM 
- VONOPRAZAN
- VORTIOXETINE
- BEXPIPRAZOLE

*\*Not available for sales in the countries with valid patent*



## 2 PHARMA BUSINESS/API

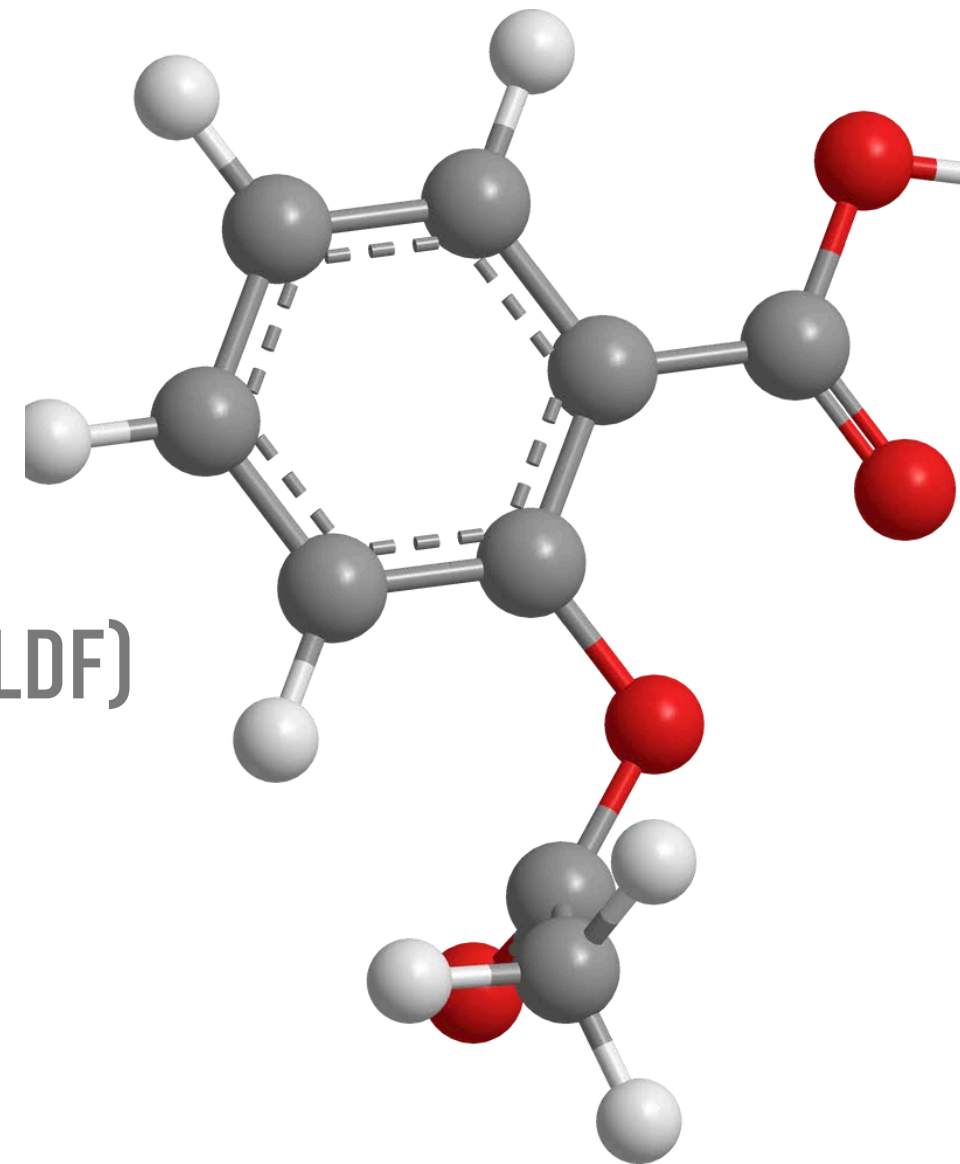
### PRODUCT PIPELINE\*:

#### PILOT SCALE

- BARICITINIB
- TAFAMIDIS
- BILASTINE
- FINERENONE
- RUPATADINE
- CARIPRAZINE

#### U/ DEVELOPMENT

- CENOBAMATE
- LISDEXAMFETAMINE (LDF)
- MAVACAMTEN
- VIBEGRON
- UPADACITINIB
- FEZOLINETANT



*\*Not available for sales in the countries with valid patent*

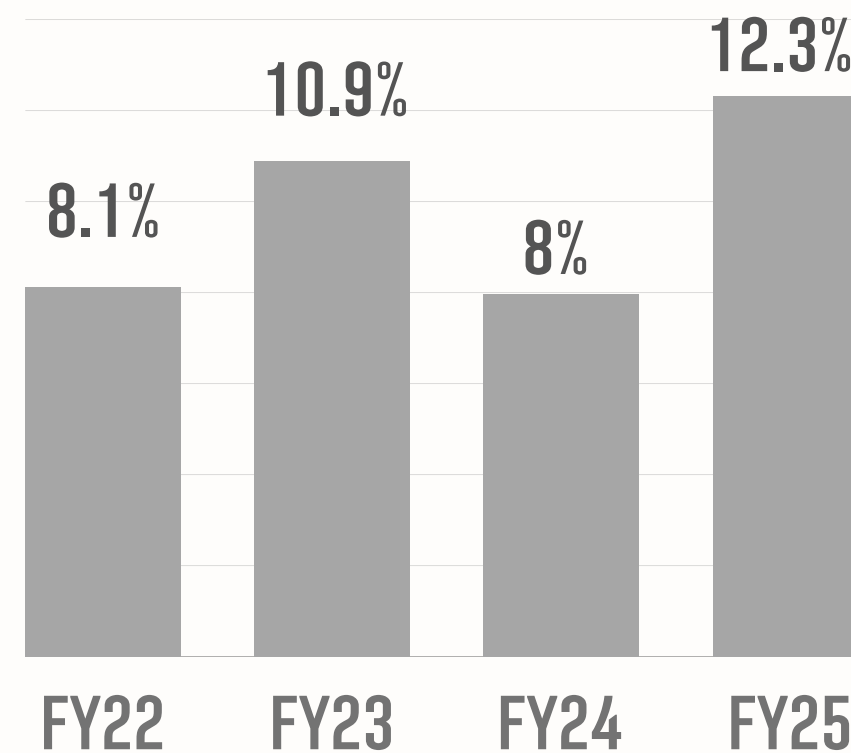




## 2 PHARMA BUSINESS/API

### NEW PRODUCTS:

#### REVENUE SHARE



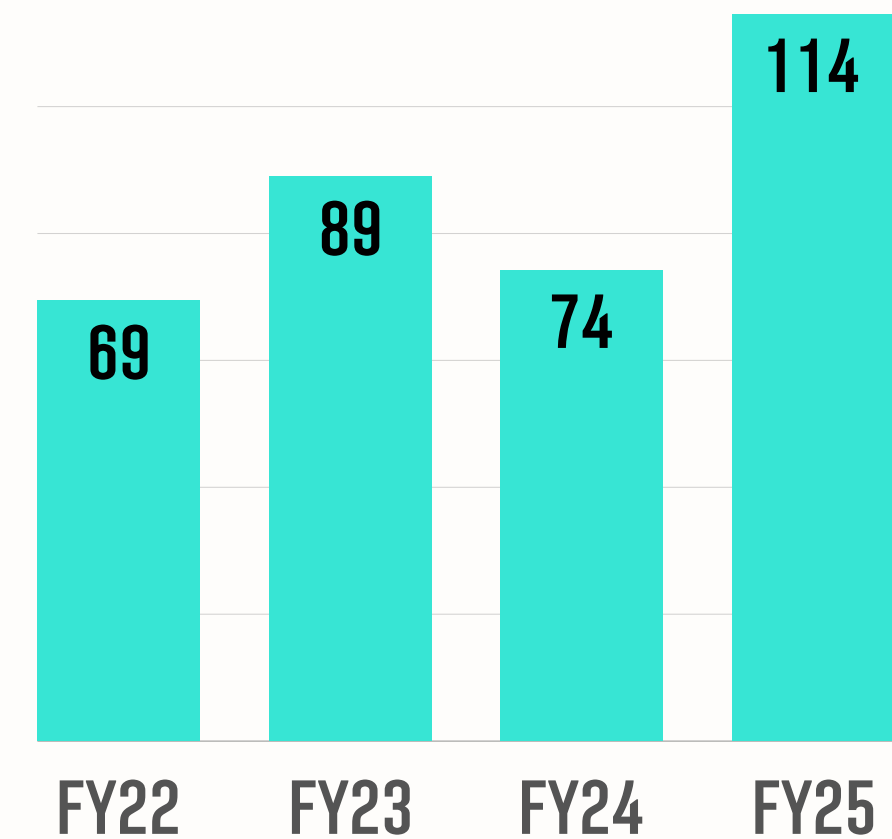
4.2%

INCREASE IN REVENUE  
CONTRIBUTION OVER 3 YEARS



#### NEW PRODUCT REVENUE

RS. IN CRORES



65%

INCREASE IN NEW PRODUCTS  
REVENUE OVER 3 YEARS

FY  
25

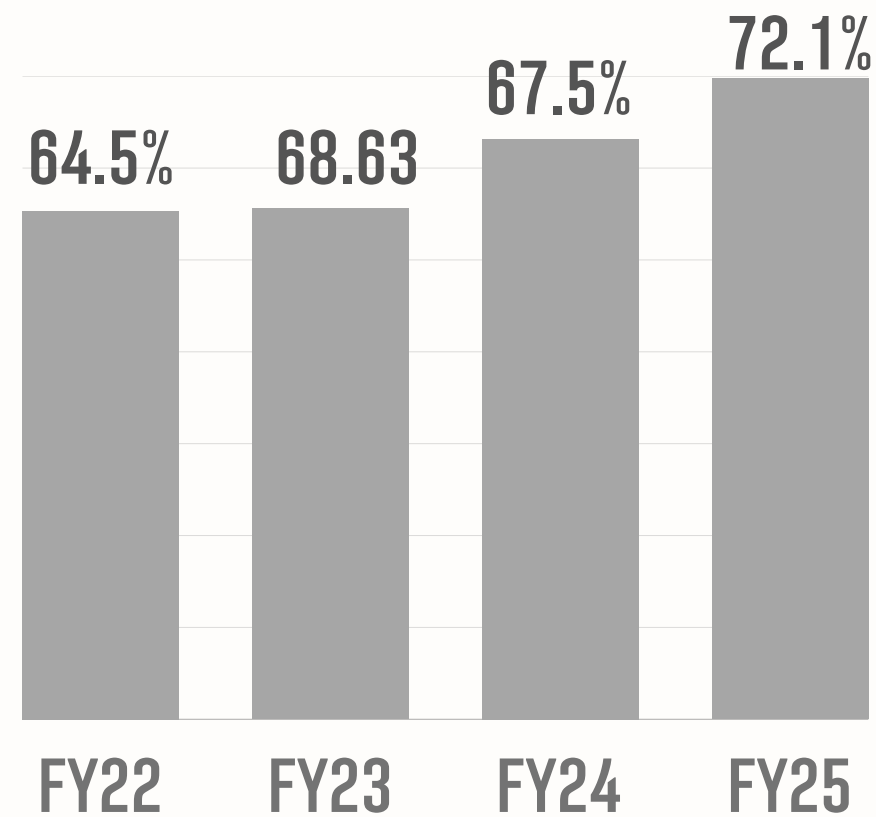


# 2 PHARMA BUSINESS/API

## INCREASING FOCUS ON EXPORT

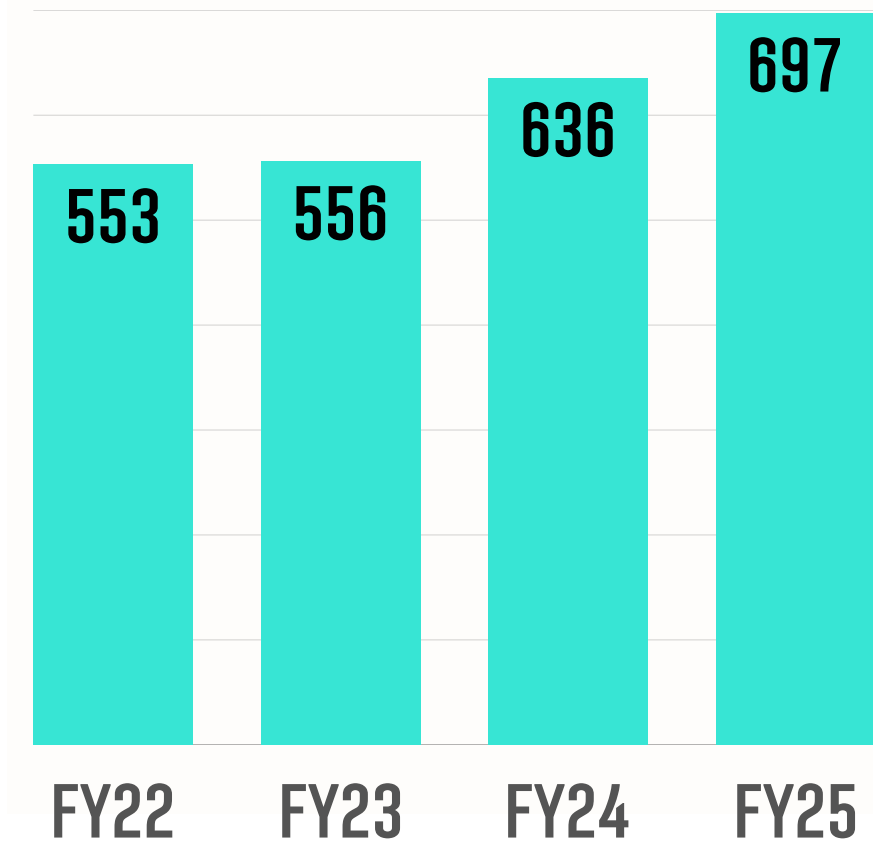


### EXPORT SHARE (API)



**7.6%**  
INCREASE IN EXPORT  
CONTRIBUTION IN 3 YEARS

### EXPORT REVENUE RS. IN CRORES



**26%**  
INCREASE IN EXPORT  
REVENUE IN 3 YEARS

**FY  
25**

# 2 PHARMA BUSINESS/API

## STRONG EXPORT NETWORK:

80

EXPORTING TO OVER 80 COUNTRIES

500

TOP NOTCH CUSOTMERS WORLDWIDE

60%

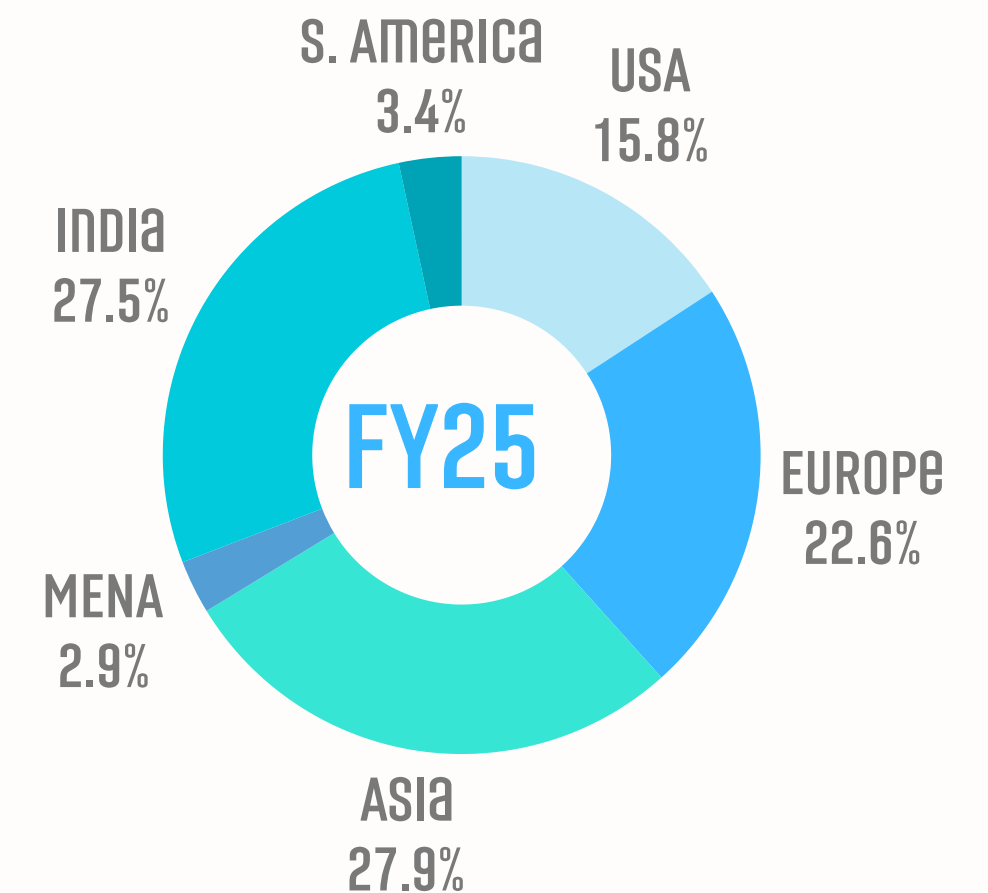
BUSINESS COMES FROM REPEAT CUSOTMERS



EXPERIENCED SALES TEAM FOR ALL REGIONS



## CONTINENT-WISE SHARE



FY 25



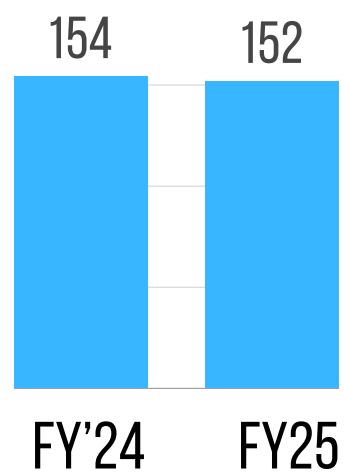
# 2 PHARMA BUSINESS/API



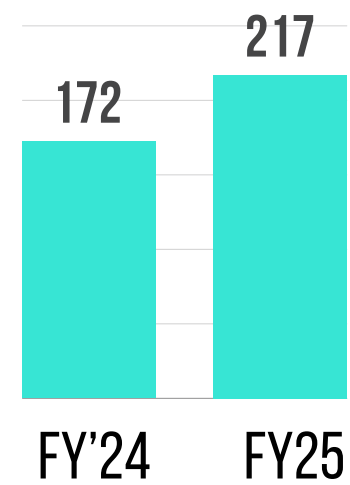
## REGION WISE PERFORMANCE:

RS. IN CRORES

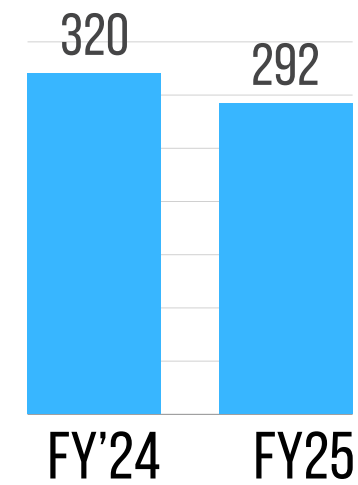
### USA



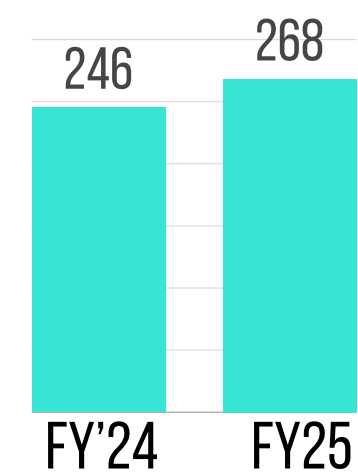
### EUROPE



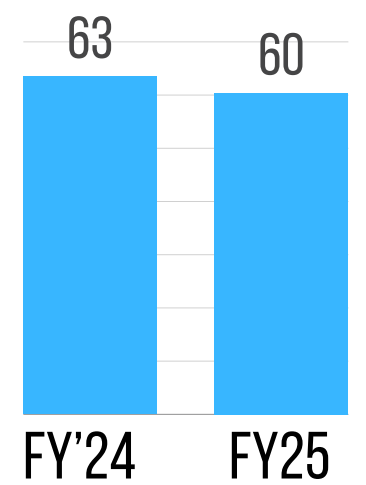
### INDIA\*



### APAC



### MENA & OTHER



FY  
25

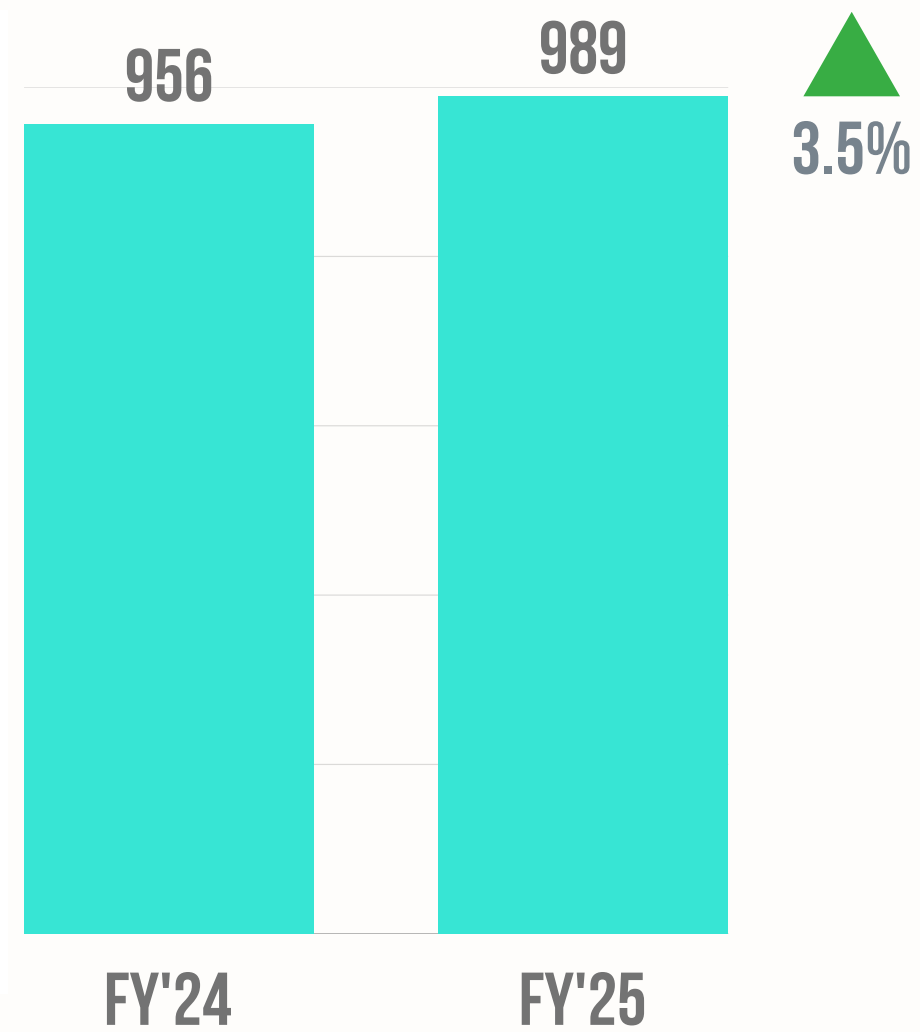
\*Including other income



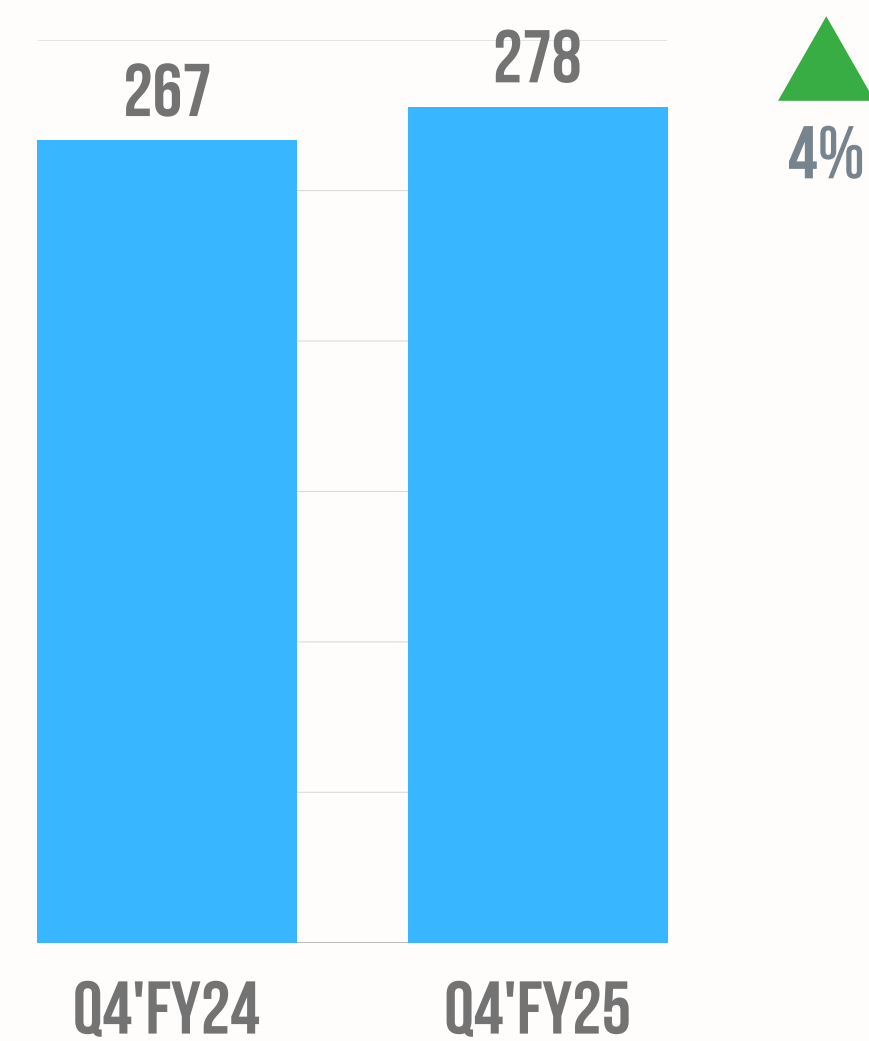
## 2 PHARMA BUSINESS/API

### API REVENUE :

ANNUAL REVENUE  
RS. IN CRORES



QUARTERLY REVENUE  
RS. IN CRORES



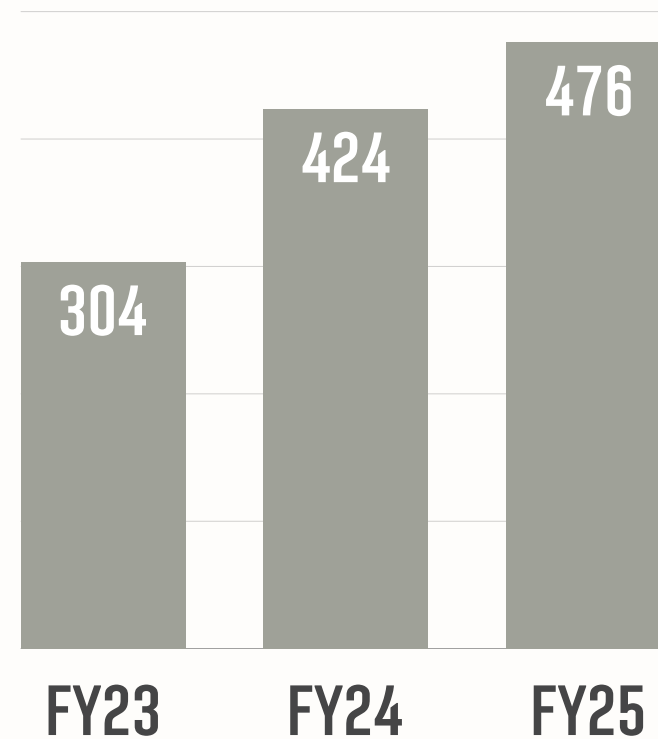




## 2 PHARMA BUSINESS/API

### INCREASING SALES VOLUMES :

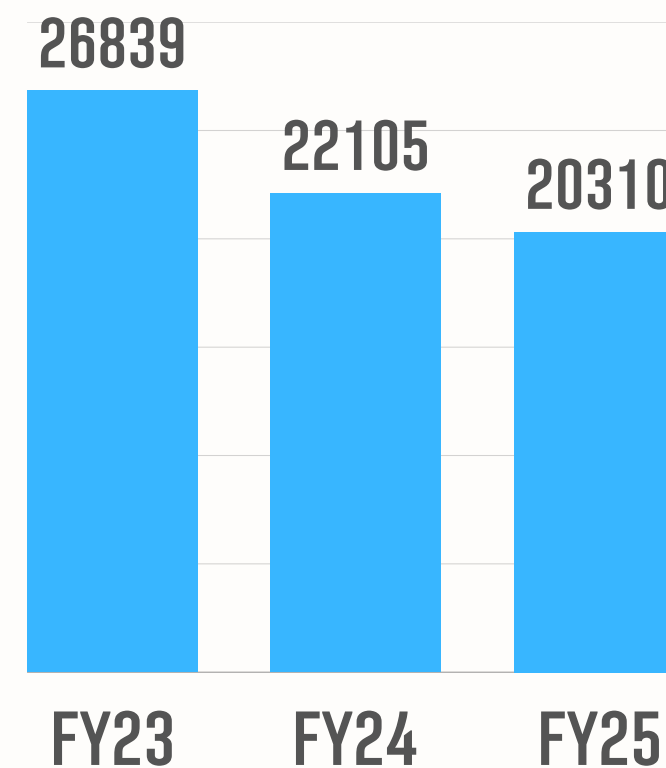
SALES QUANTITY (MT)



57%

INCREASE IN QUANTITY SOLD  
IN 2 YEARS

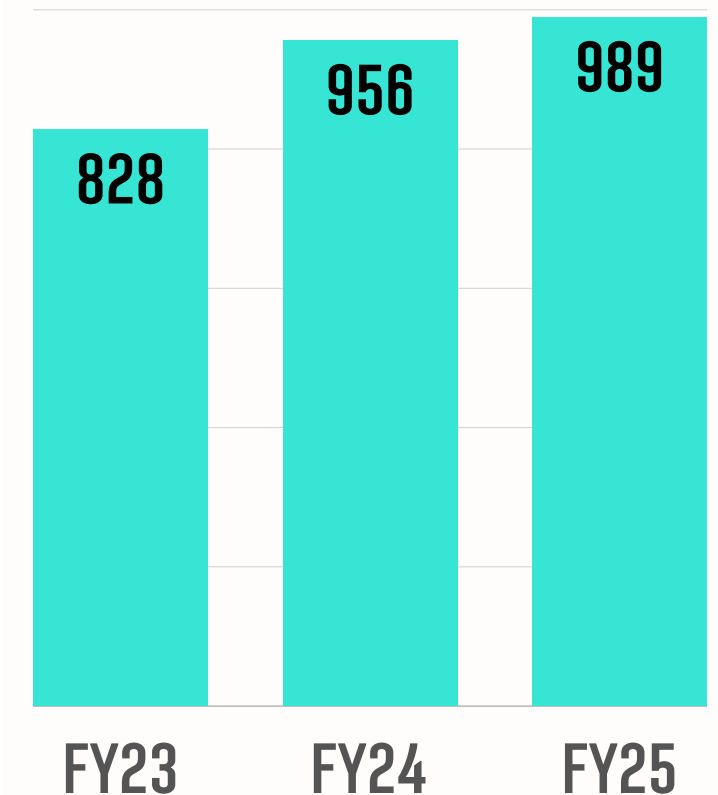
AVERAGE SALES PRICE (INR)



-24%

DECREASE IN SALES PRICE  
IN 2 YEARS

REVENUE\* (RS IN CRORES)



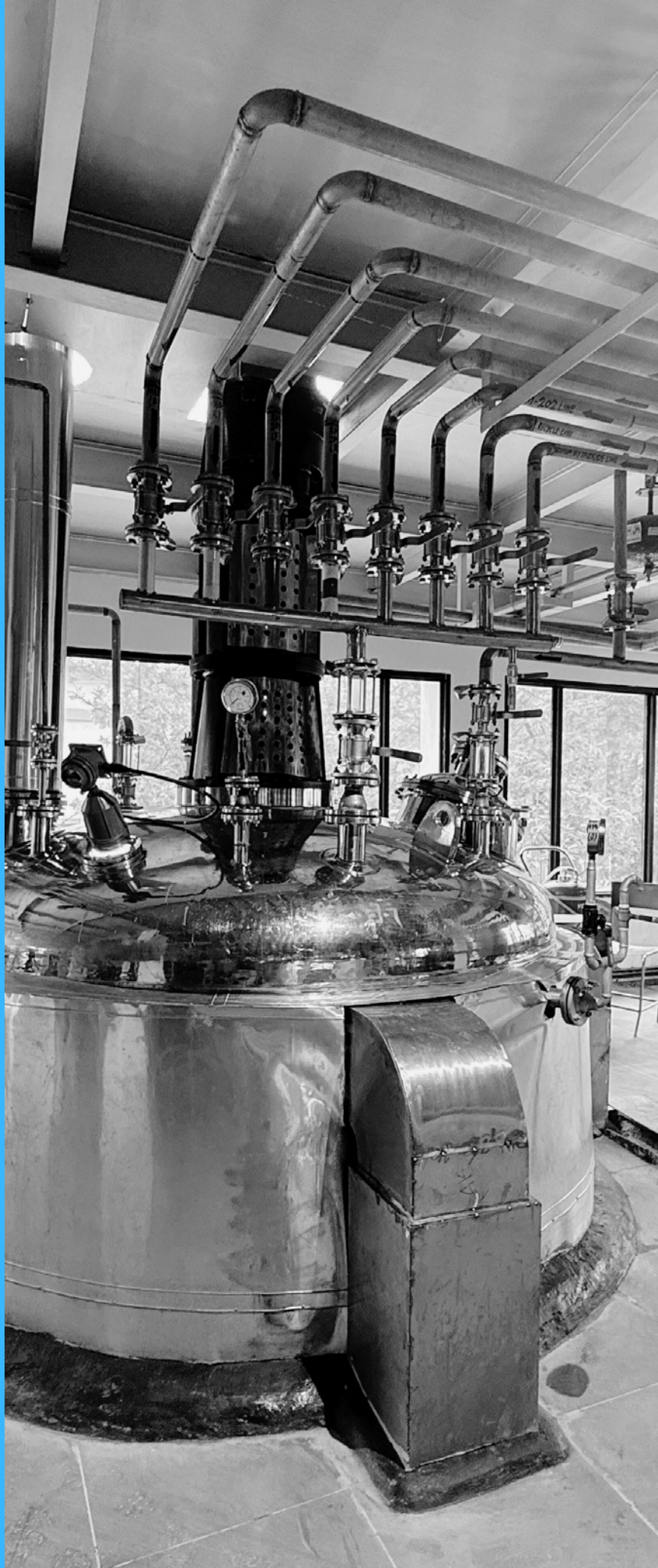
19%

INCREASE IN NET SALES  
REVENUE IN 3 YEARS

*\*Including other income*

FY  
25





## 2 PHARMA BUSINESS/API



INSTALLED API CAPACITY:

CAPACITIES

FY23

314 KL

FY24

403 KL

FY25

514 KL



PLANNED FOR FY26

600 KL

91% UP

FY  
25





# 2 PHARMA BUSINESS/ API

## INTELLECTUAL PROPERTY:

168

WORLDWIDE PATENTS  
FILED

55

R&D SCIENTISTS IN  
THE R&D LAB

325

DRUG MASTER FILES  
WORLDWIDE

27

US DMFS AND EUROPE  
CEPS

48

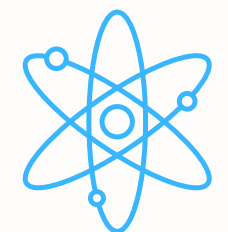
NEW MOLECULES  
DEVELOPED

NIL

'483' OBSERVATION\* FOR LAST  
THREE USFDA INSPECTIONS

30

NEW RX PRODUCTS  
DEVELOPED AND  
LAUNCHED



ENHANCED CHEMISTRY  
SKILLS



FY  
25

# 2 PHARMA BUSINESS/API

## REGULATORY APPROVALS:



UNITED STATES



EUROPE



JAPAN



BRAZIL



CHINA NMPA  
CHINA



KOREA



INDIA WHO GMP



ISO 13485  
(MED DEVICES)

FY  
25





## 2 PHARMA BUSINESS/RX & OTC

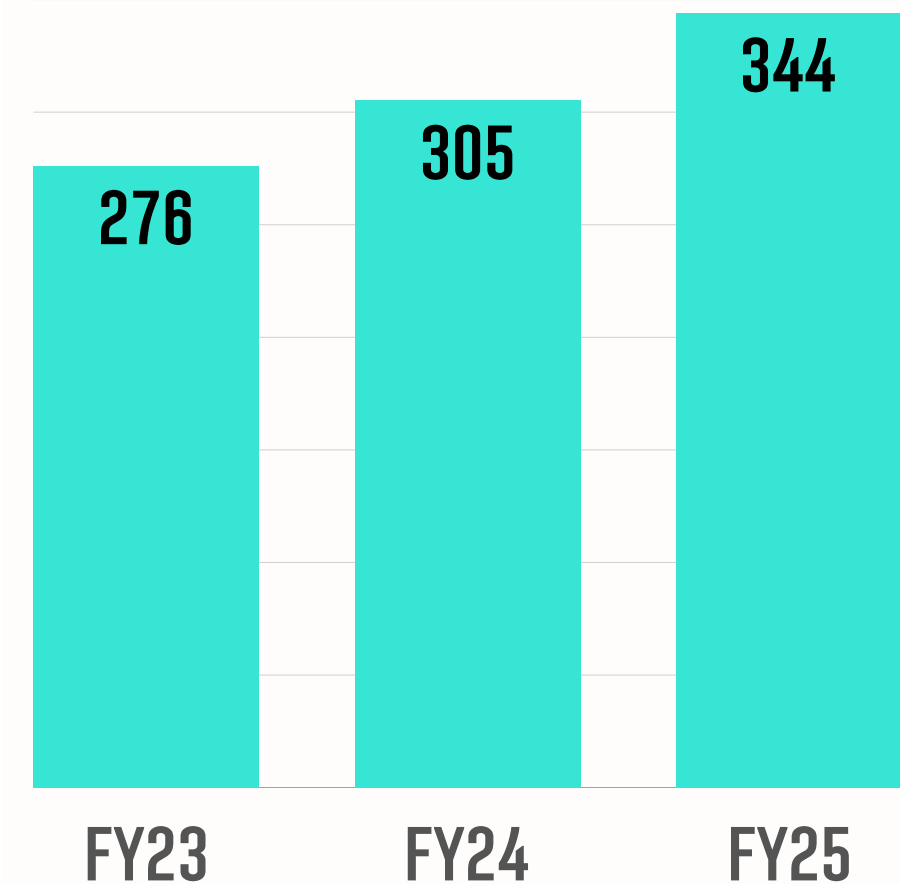
INCREASED FOCUS ON B2C

29%  
INCREASE IN REVENUE IN  
Q4'FY25

21%  
INCREASE IN FORMULATION  
REVENUE IN 2 YEARS



RS. IN CRORES



FY  
25



# 2 PHARMA BUSINESS/RX & OTC



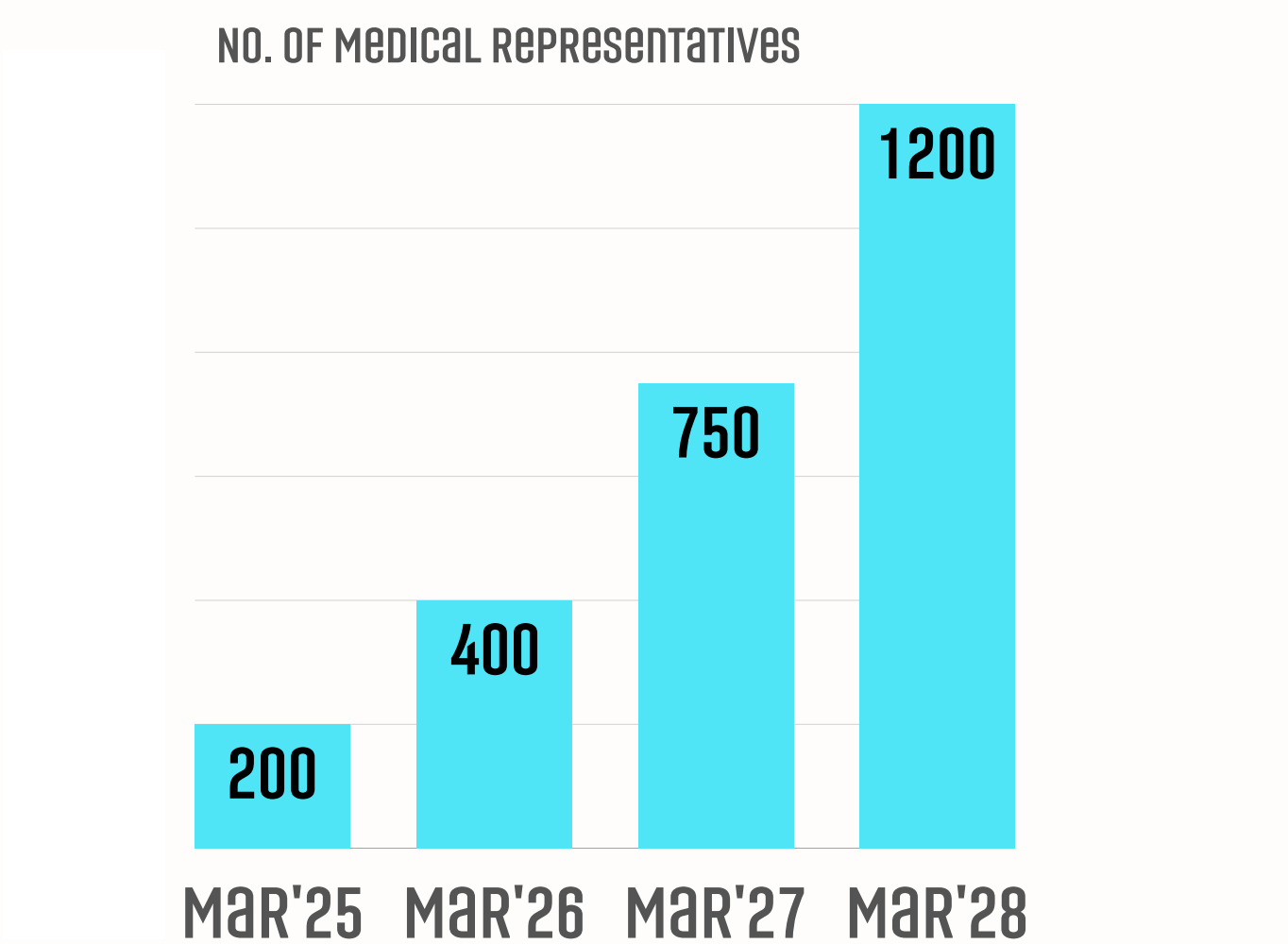
TO ADD 1000 MEDICAL REPRESENTATIVES IN 3 years

200

MEDICAL REPRESENTATIVES  
AS ON MARCH 2025

400

MEDICAL REPRESENTATIVES  
PLANNED BY MARCH 26



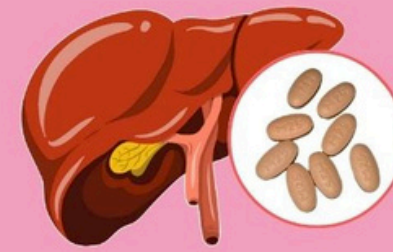


## 2 PHARMA BUSINESS/RX & OTC



### FIRST TIME IN INDIA- RESTEMTIROM

- DEVELOPED IN-HOUSE BY THE MOREPEN R&D TEAM
- GOT CDSCO APPROVAL FOR CONDUCTING BIO STUDIES
- GETTING READY TO CONDUCT BIOEQUIVALENCE STUDIES
- GLOBAL LAUNCH AFTER THE REQUISITE APPROVALS IS PLANNED
- OPEN FOR MARKETING PARTNERS WORLDWIDE

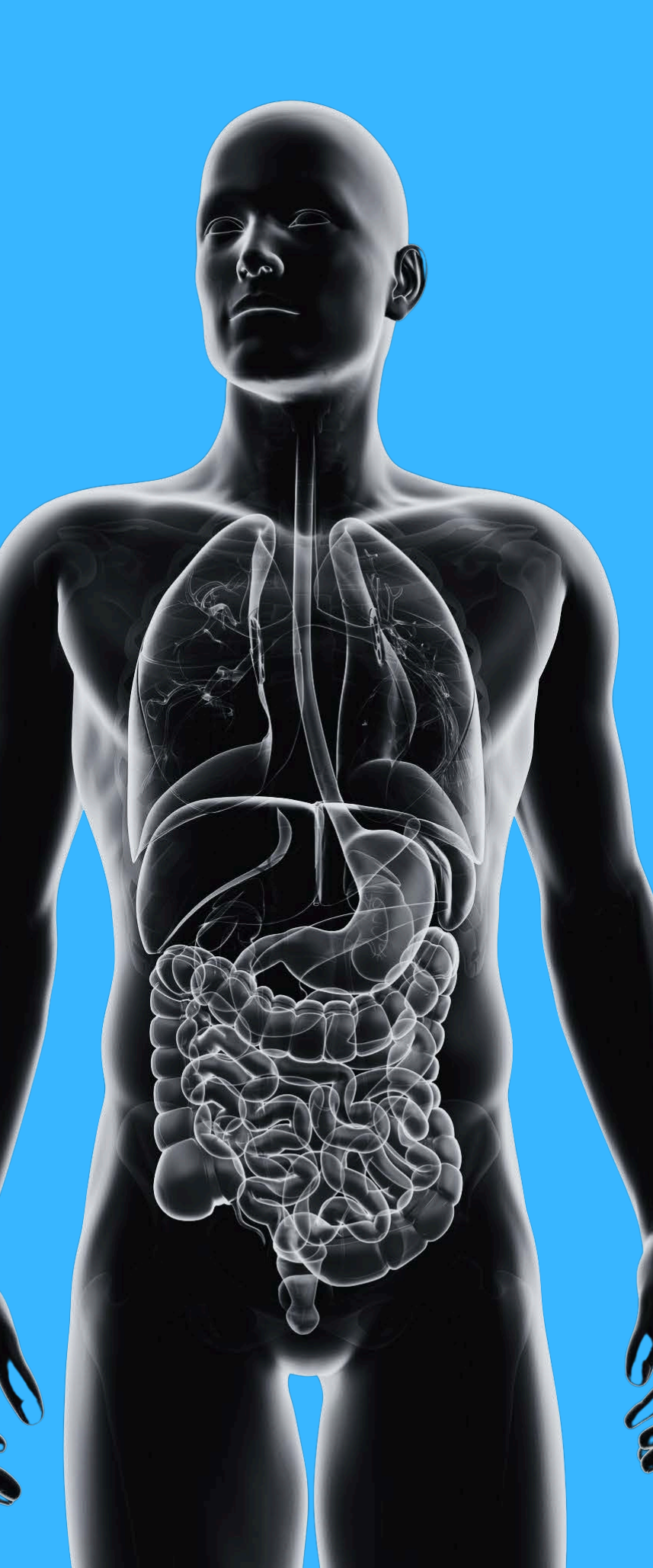


**Morepen gets  
CDSCO nod for  
Liver Drug BE  
studies**

**MOREPEN**  
*The Joy Of Growing Together*

*“Among the first few companies  
in India getting ready for the  
Global Launch”*

**Morepen to conduct BE studies  
for Restmetirom tablets - a new  
unique drug for non-alcoholic  
fatty liver**



# 2 PHARMA BUSINESS/RX & OTC



## TOP RX PRODUCTS

### ANTI INFECTIVE

**Saltum**<sup>®</sup> Cefopen<sup>™</sup> Klarim<sup>®</sup>

### GASTROINTESTINAL

**DOM-DT** **Intebact**<sup>®</sup> **UdoFix**<sup>™</sup> **ACiFiX** **AciFix**<sup>RAFT</sup> SUSPENSION

### MULTI VITAMIN

**Rythmix**<sup>®</sup> **KOMPACT**<sup>®</sup> **LycoMore**<sup>™</sup> Syrup

### CARDIO DIABETIC

**Ticapen**<sup>®</sup> **Apixamore**<sup>™</sup> **Empamore**<sup>™</sup>

FY  
25



# 2 PHARMA BUSINESS/RX & OTC

## TOP OTC PRODUCTS (TRADE)



BURNOL



LEMOLATE



PAIN-X



SEXUAL WELLNESS



ACIDITY X



ORAL HEALTH



ORS RANGE



FEVER-X

FY 25



# 2 PHARMA BUSINESS/RX & OTC

## TOP OTC PRODUCTS (ONLINE)



WEIGHT MANGEMENT



OMEGA-3



SEXUALL WELLNESS



SEXUAL WELLNESS



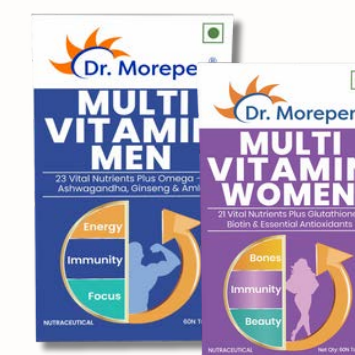
COD LIVER



BIOTIN



SKIN COLLAGEN



MULTIVITAMINS

FY 25





# 2 PHARMA BUSINESS/RX & OTC

## TOP OTC PRODUCTS (NUTRITION)



WHEY PROTEIN



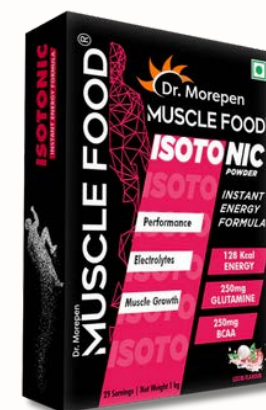
TURBO WHEY PROTIEN



PRE WORKOUT



RAPTOR



ISOTONIC



EAA +BCAA

A black and white photograph of a smiling woman and a young child, with the woman's face in the foreground and the child's face slightly behind her. The image is partially obscured by a blue bar at the top and a teal bar at the bottom.

# 3 MEDICAL DEVICES





# 3 MEDICAL DEVICES

## MARKET LEADERSHIP:



#1

MARKET LEADERS FOR  
BLOOD GLUCOSE METERS

#1

MARKET LEADERS FOR  
BP MONITORS

25 yr

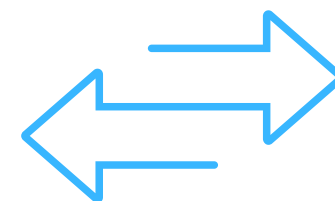
OF FOCUSED CUSTOMER  
SERVICE



OWN MANUFACTURING  
SINCE 10 YEARS

14m

14 MILLION METERS INSTALLED,  
REPEAT CUSTOMERS



FULLY BACKWARD INTEGRATED  
SUPPLY CHAIN



ALL INDIA DISTRIBUTION  
AND SERVICE

ISO

ISO-13485 APPROVED  
FACILITIES

FY  
25



# 3 MEDICAL DEVICES

## TOP SELLING PRODUCTS:



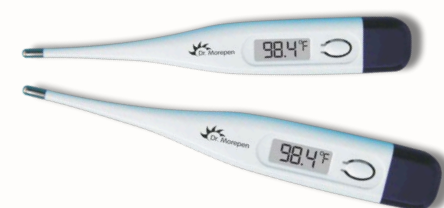
BLOOD GLUCOSE METERS



BP MONITORS



NEBULISERS



THERMOMETERS



ORTHO SUPPORTS



STETHOSCOPE



PREGNANCY KITS

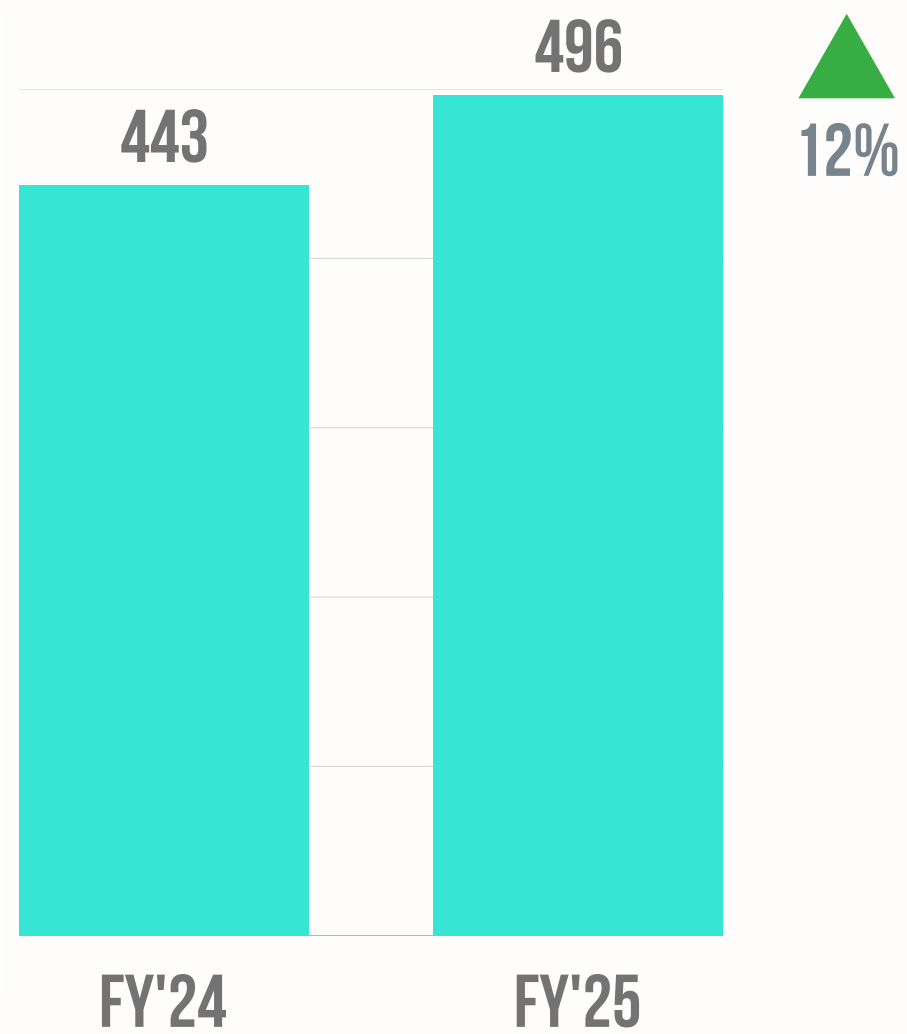




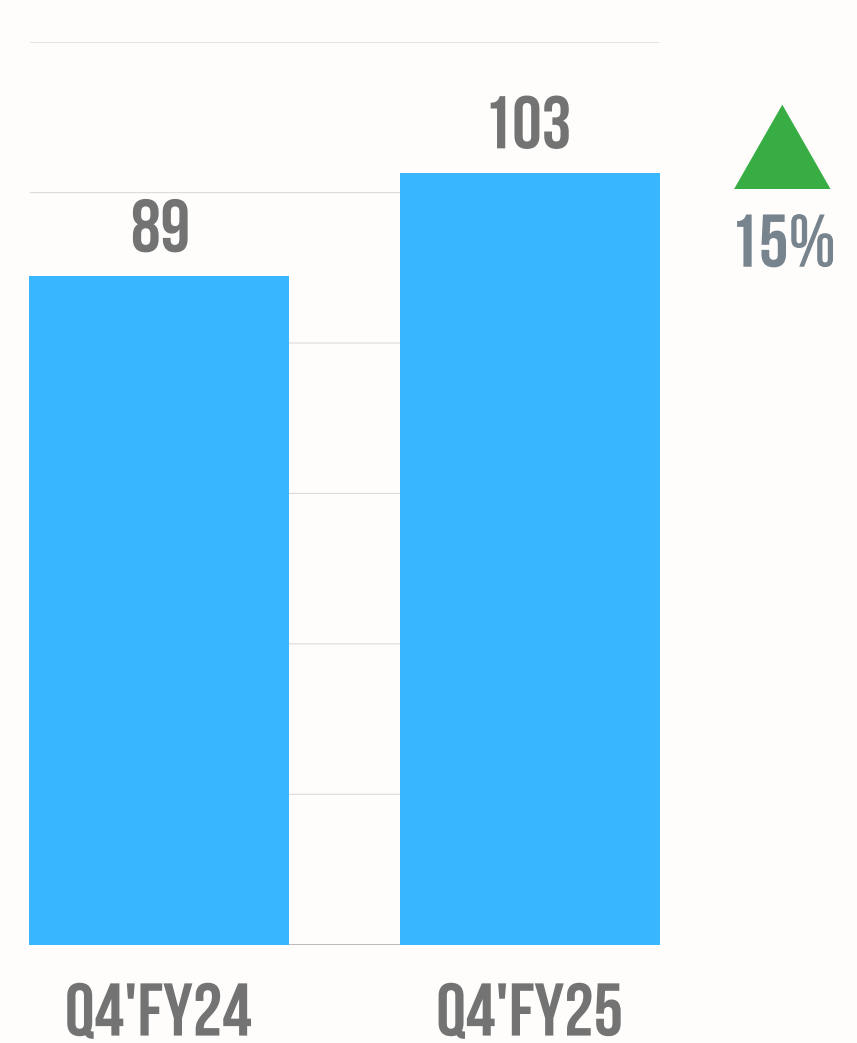
# 3 MEDICAL DEVICES

## TOTAL REVENUE :

ANNUAL REVENUE  
RS. IN CRORES



QUARTERLY REVENUE  
RS. IN CRORES



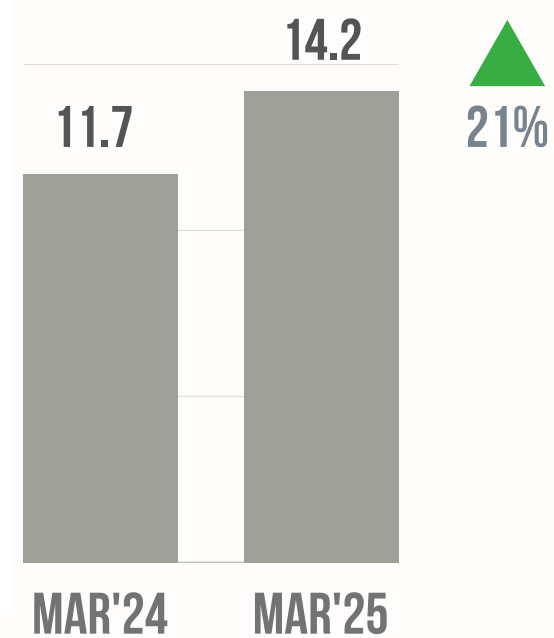


# 3 MEDICAL DEVICES

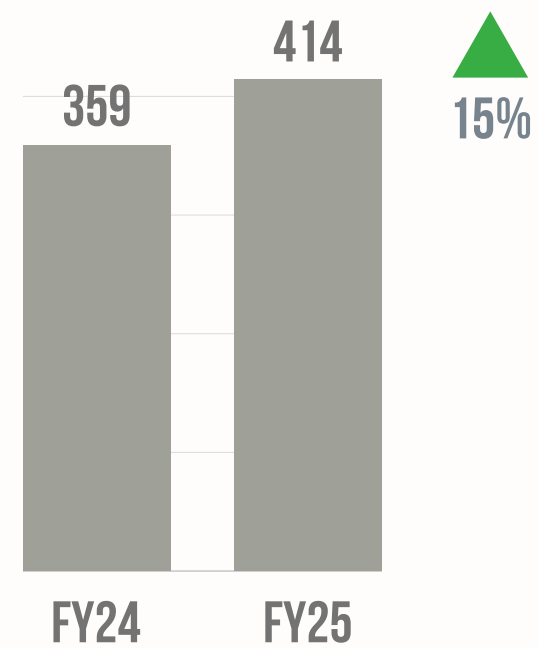
## GLUCOMETER REVENUE :



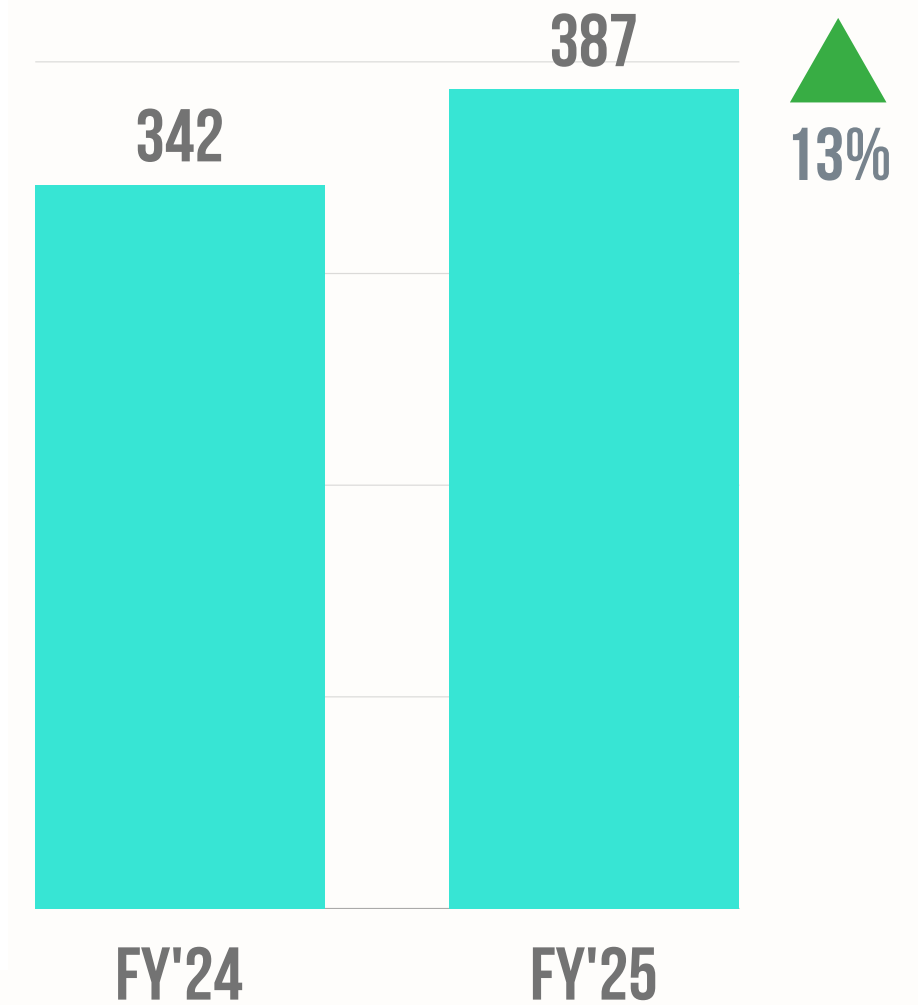
CUMULATIVE  
METER BASE  
(millions)



NO. OF STRIPS  
SOLD  
(millions)



ANNUAL REVENUE  
RS. IN CRORES



FY  
25

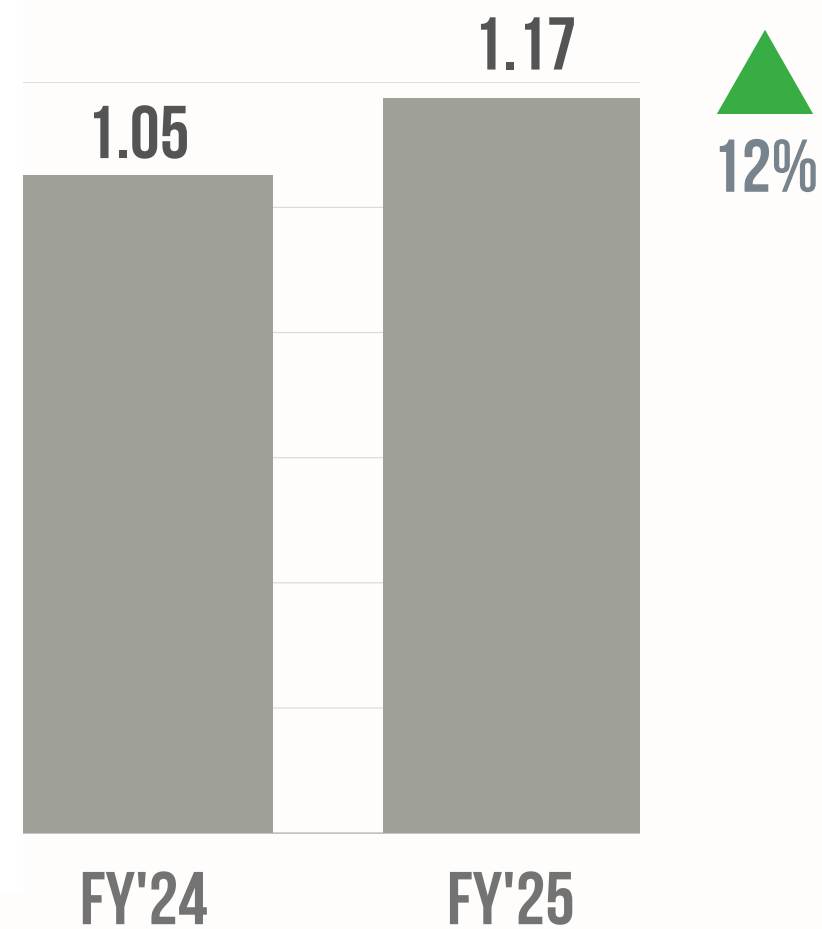


# 3 MEDICAL DEVICES

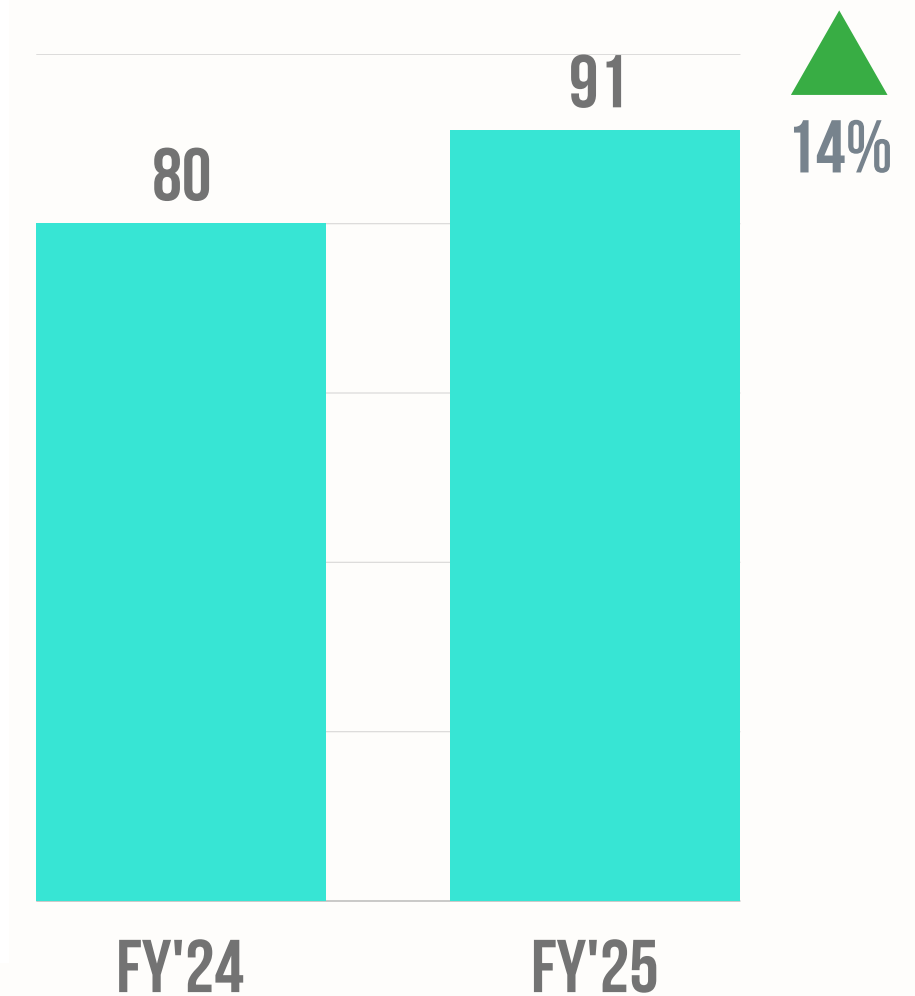


## BP MONITOR REVENUE :

NO. OF BP METERS SOLD  
(millions)



ANNUAL REVENUE  
RS. IN CRORES



FY  
25



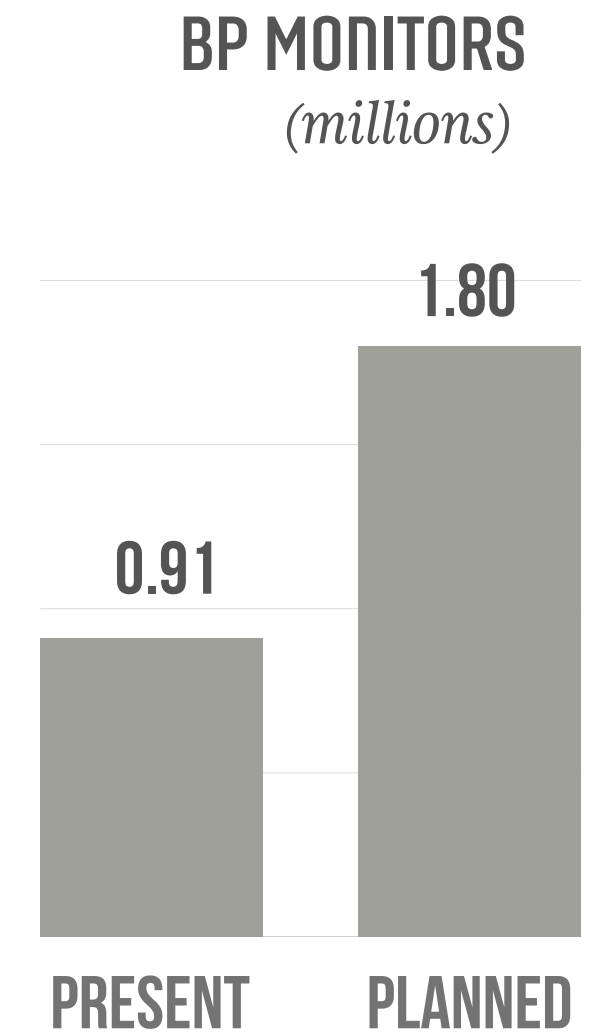
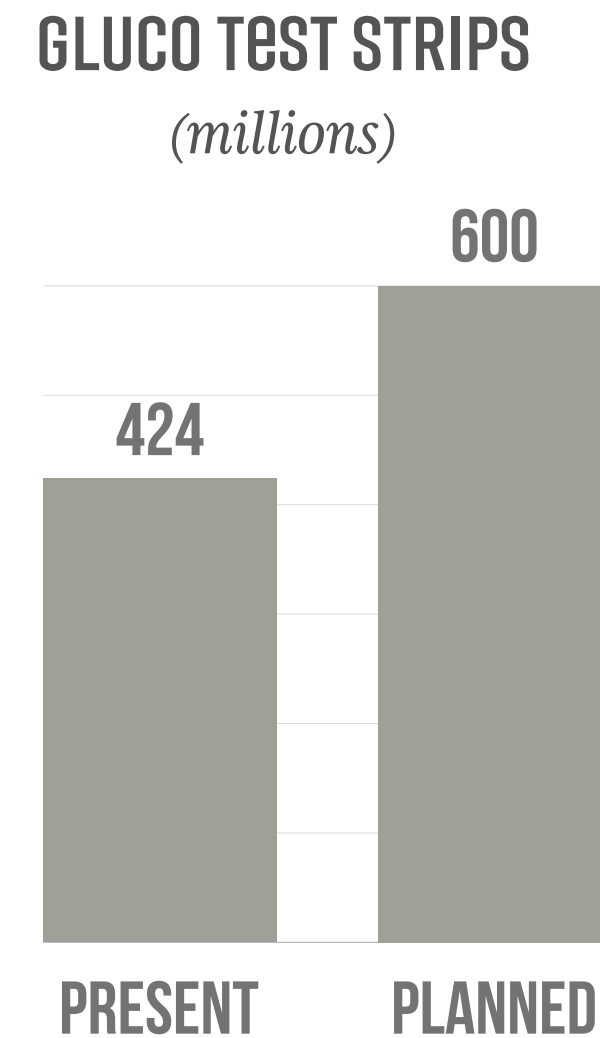
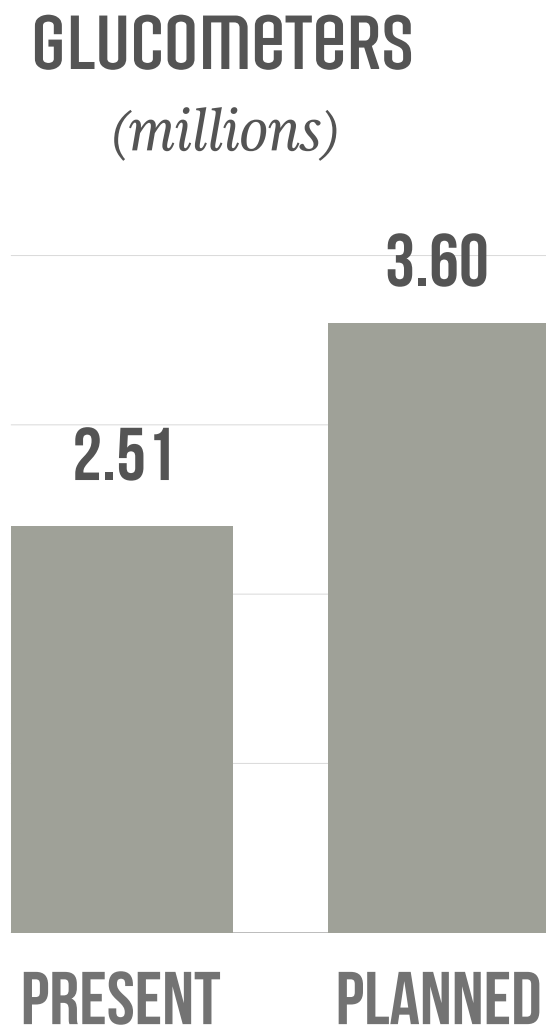


# 3 MEDICAL DEVICES

## CAPACITY EXPANSION:



NO. OF UNITS PER ANNUM







# 3 MEDICAL DEVICES

## GROWTH DRIVERS:



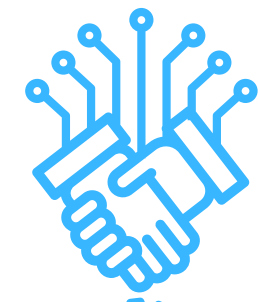
INCREASING HEALTH  
AWARENESS



GROWING HEALTH  
CONCERNS



HIGHER DISPOSABLE  
INCOME



ADVANCED PRODUCTS  
AND TREATMENTS

\$234bn

GLOBAL MEDICAL DEVICES  
MARKET BY 2032

12.7%

CAGR GROWTH RATE

212m

HIGHEST DIABETIC  
POPULATION IN INDIA

62%

REMAIN UNDIAGNOSED  
AND UNTREATED

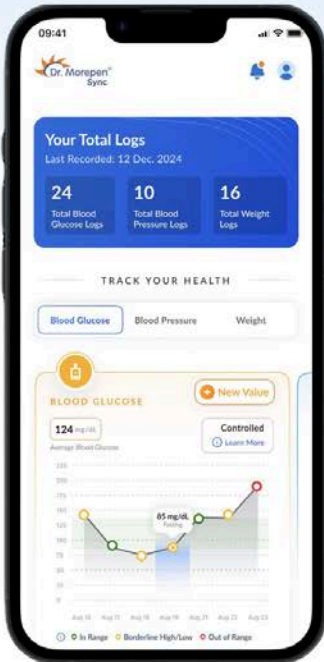
FY  
25



# 3 MEDICAL DEVICES

## DIGITAL MOVES:

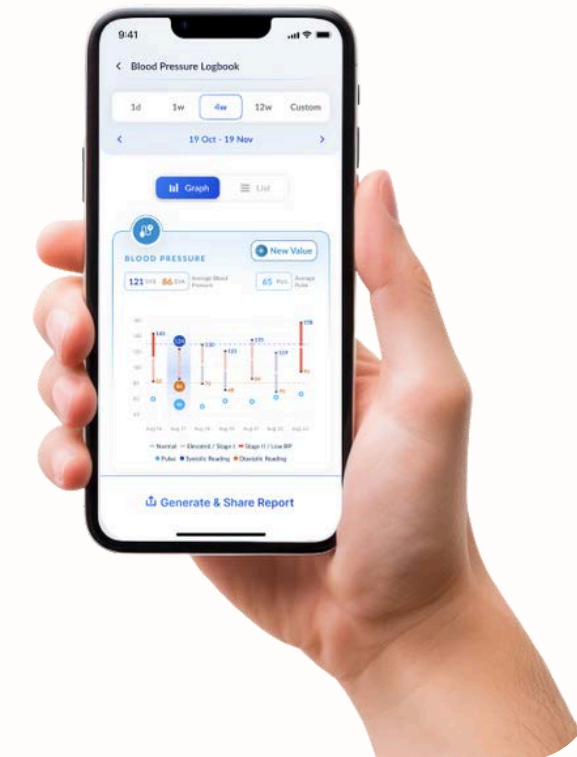




**Take control of your health and wellness with Dr. Morepen - Sync**

Log and track your key health metrics like **blood glucose, blood pressure, weight** and much more, effortlessly.

[Download on Android](#) [Download on IOS](#)



BETTER CONNECT WITH THE CUSTOMERS

1.31

LAKH DOWNLOADS AND ENGAGING



DIGITAL HEALTH RECORD READY

FY 25





# 3 MEDICAL DEVICES

## GROWTH DRIVERS:

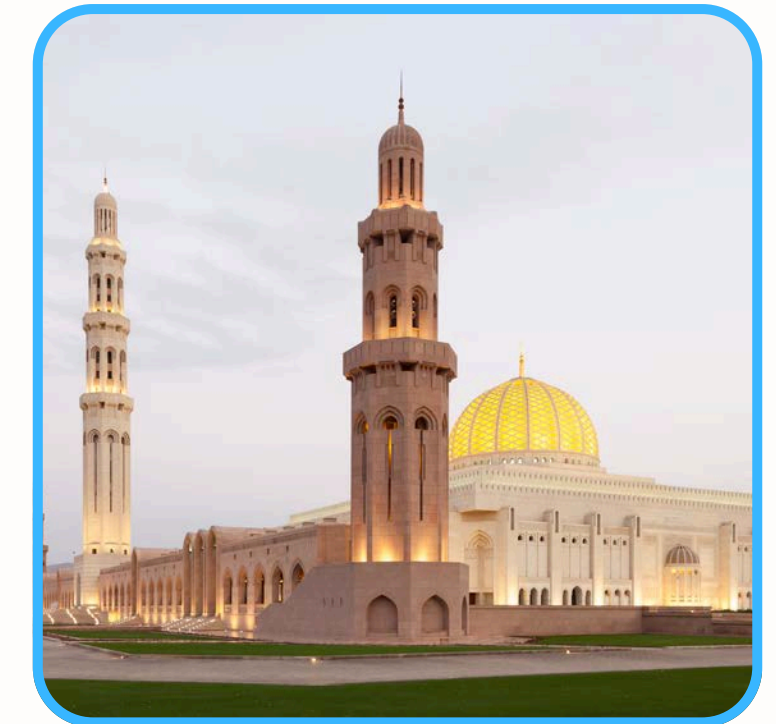
- Expansion to International markets:



Thailand



Qatar



Oman

- PLANNING ANOTHER 2-3 COUNTRIES IN THE MIDDLE EAST, AFRICA AND ASIA
- GOOD PROGRESS IN THE US MARKET LONG-TERM SUPPLIES WITH CHAIN STORES
- SOON LAUNCHING AT AMAZON.COM (USA) [amazon.com](https://www.amazon.com)





A black and white photograph of a woman and a young child. The woman is in the foreground, smiling and looking towards the camera. The child is behind her, also smiling and looking towards the camera. The image is partially obscured by a blue bar at the top and a teal bar at the bottom.

# **4** FINANCIAL OVERVIEW





# 4 FIANCIAL OVERVIEW

## ANNUAL PERFORMANCE:

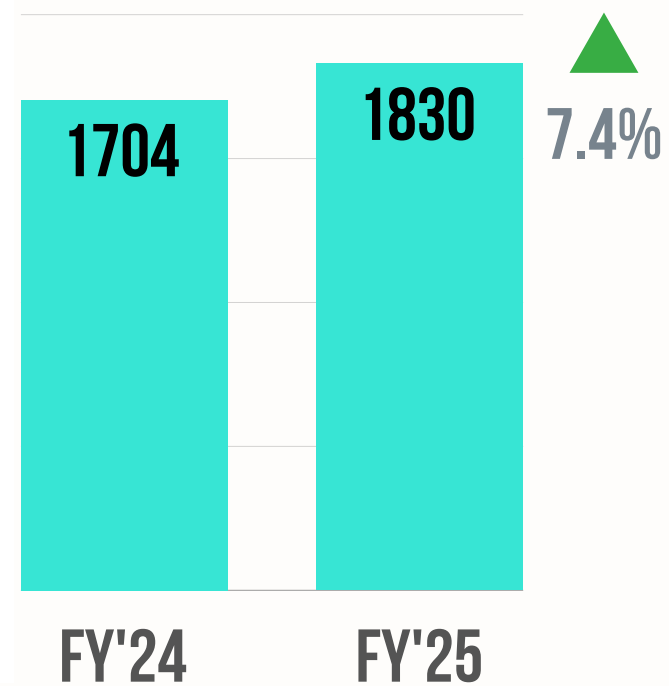


Rs. 2.20

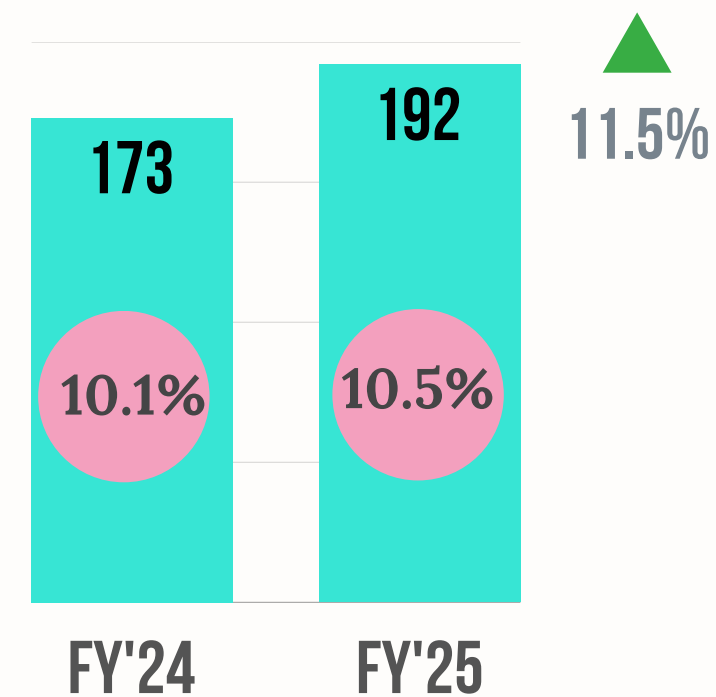
RS. IN CRORES

ANNUAL EPS- UP 17%

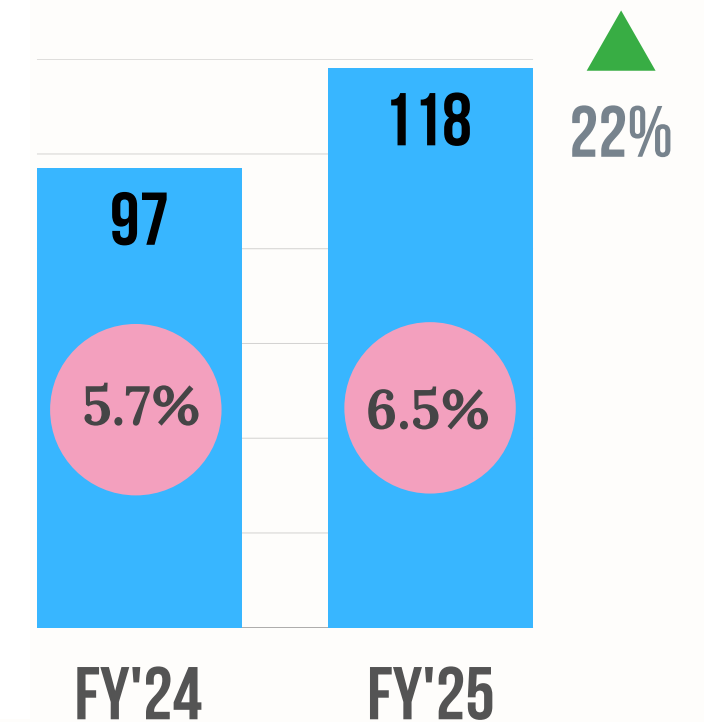
### GROSS REVENUE



### EBITDA



### PAT





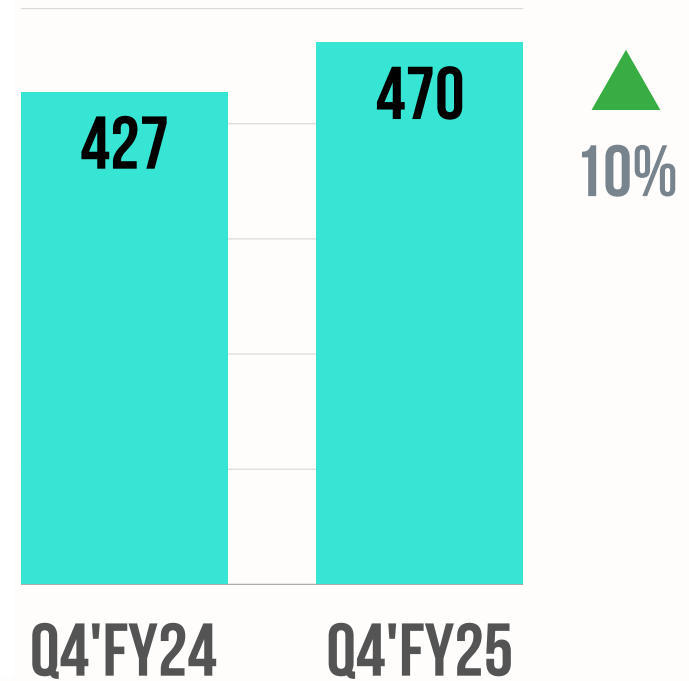
# 4 FIANCIAL OVERVIEW

## QUARTERLY PERFORMANCE:

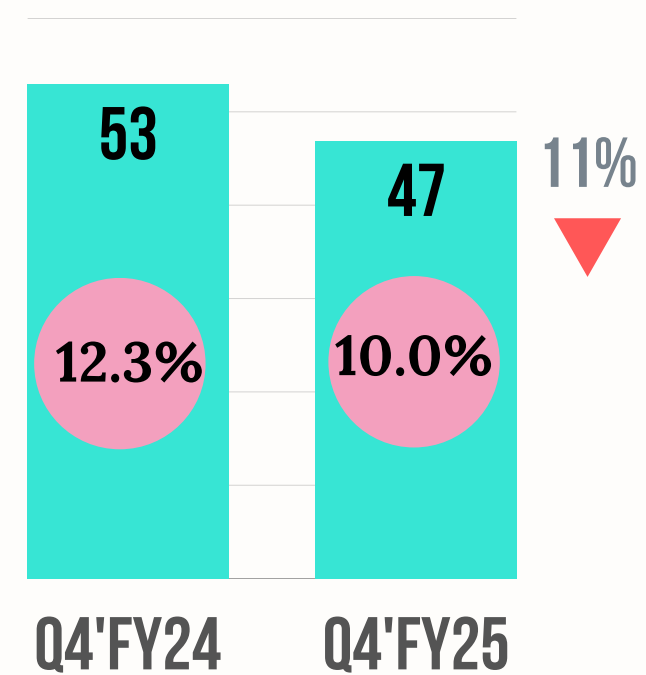


RS. IN CRORES

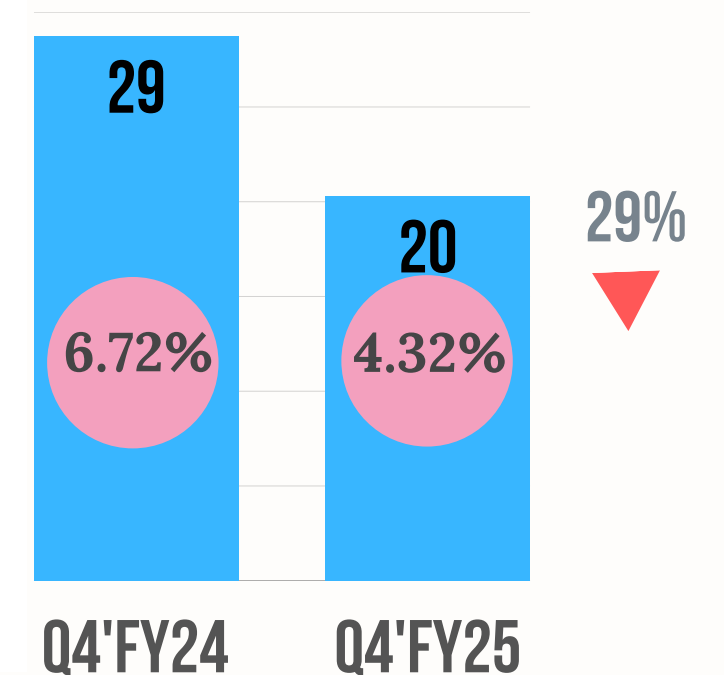
### GROSS REVENUE



### EBITDA



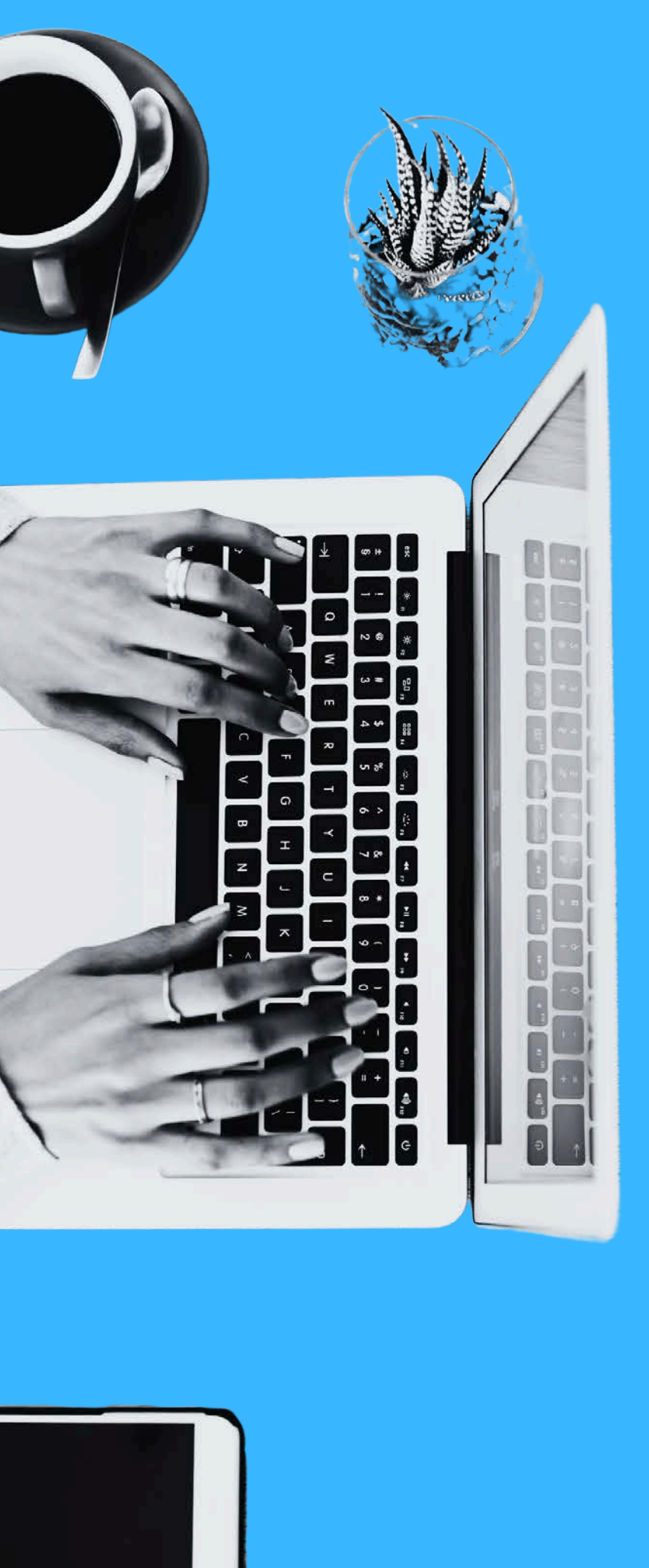
### PAT





A black and white photograph of a smiling woman with her head tilted back, and a young child with a surprised expression leaning over her shoulder. The image is partially obscured by a blue vertical bar on the left and a teal horizontal bar at the bottom.

# 5 ANNEXURES



# REGULATORY UPDATES



**REGULATORY UPDATES**

**NEW PATENT FILED**

Improved Process for the preparation of  
**Saxagliptin**

An anti-diabetic product, USDMF 33635 & 35690, approved DMF in Taiwan, filed in Saudi Arabia, China, Hungary, Malta & Canada.

PATENT APPLICATION:  
IN202411054582  
IN202111059420

**INTELLECTUAL PROPERTY INDIA**  
REGISTRATION NO. 1000000000000000

**MOOREPEN**  
The Joy Of Growing Together

Patent filed for the purification of  
**optically active Dibenzoyletartaric acid salt of Finerenone.**

**A leap forward in pharmaceutical science!**

Application no. 202411104045

**REGULATORY UPDATES**

**NEW PATENT FILED**

Novel Process for the preparation of  
**Resmetirom**

Used for the treatment of adult patients with nonalcoholic steatohepatitis. Morepen will soon file USDMF.

PATENT APPLICATION NO:  
IN202411046749

**INTELLECTUAL PROPERTY INDIA**  
REGISTRATION NO. 1000000000000000

**REGULATORY UPDATES**

**NEW PATENT FILED**

Novel Process for the preparation of  
**Bempedoic**

An anti-lipemic product, Morepen will soon file USDMF, CEP, EDMP and others.

PATENT APPLICATION:  
IN202311024709  
IN202411031337

**INTELLECTUAL PROPERTY INDIA**  
REGISTRATION NO. 1000000000000000

**MOOREPEN**  
The Joy Of Growing Together

Patent filed for the process of preparation and purification of  
**Finerenone Form I**

**Leading the way in precision pharma**

Application no. 202511002364

**REGULATORY UPDATES**

**NEW PATENT FILED**

Process for purification of  
**Brexpiprazole**

An anti-depressant product, Morepen is also planning for USDMF filing within this year.

PATENT APPLICATION:  
IN202411041694

**INTELLECTUAL PROPERTY INDIA**  
REGISTRATION NO. 1000000000000000





# INTERNATIONAL EXHIBITIONS (API)



CPHI MILAN



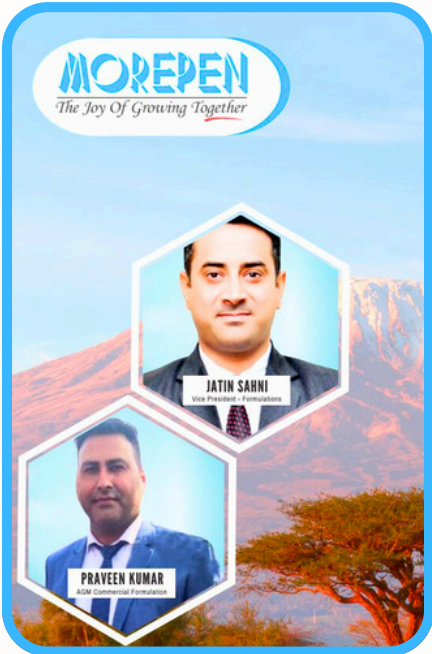
CPHI INDIA



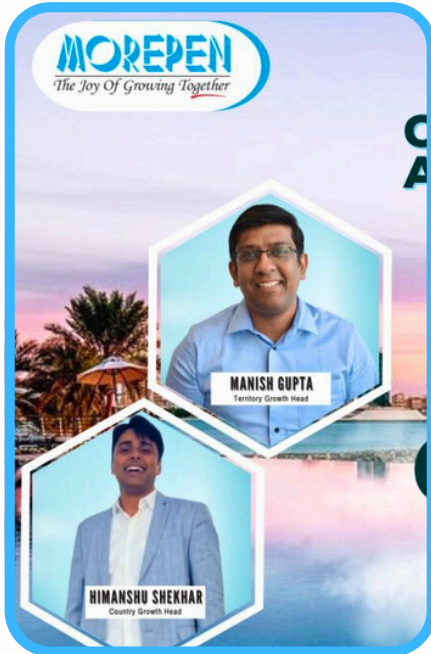
CPHI CHINA



FCE PHARMA  
SÃO PAULO



PHARMA TECH  
EAST AFRICA



CPHI MIDDLE EAST



DCAT WEEK  
NEW YORK



CPHI JAPAN







# INTERNATIONAL EXHIBITIONS (DEVICES)



Medica- Germany



Arab Health - Dubai



Global Health - Saudi





# AWARDS AND RECOGNITION



VISIONARY  
ENTREPRENEUR 2024



FINANCE LEADER  
OF THE YEAR



BRAND ICON OF THE  
YEAR 2024



AWARD 100 SUPPLY  
CHAIN



BEST HEALTHCARE  
COMPANY 2024



ASIA BOOK OF  
RECORDS



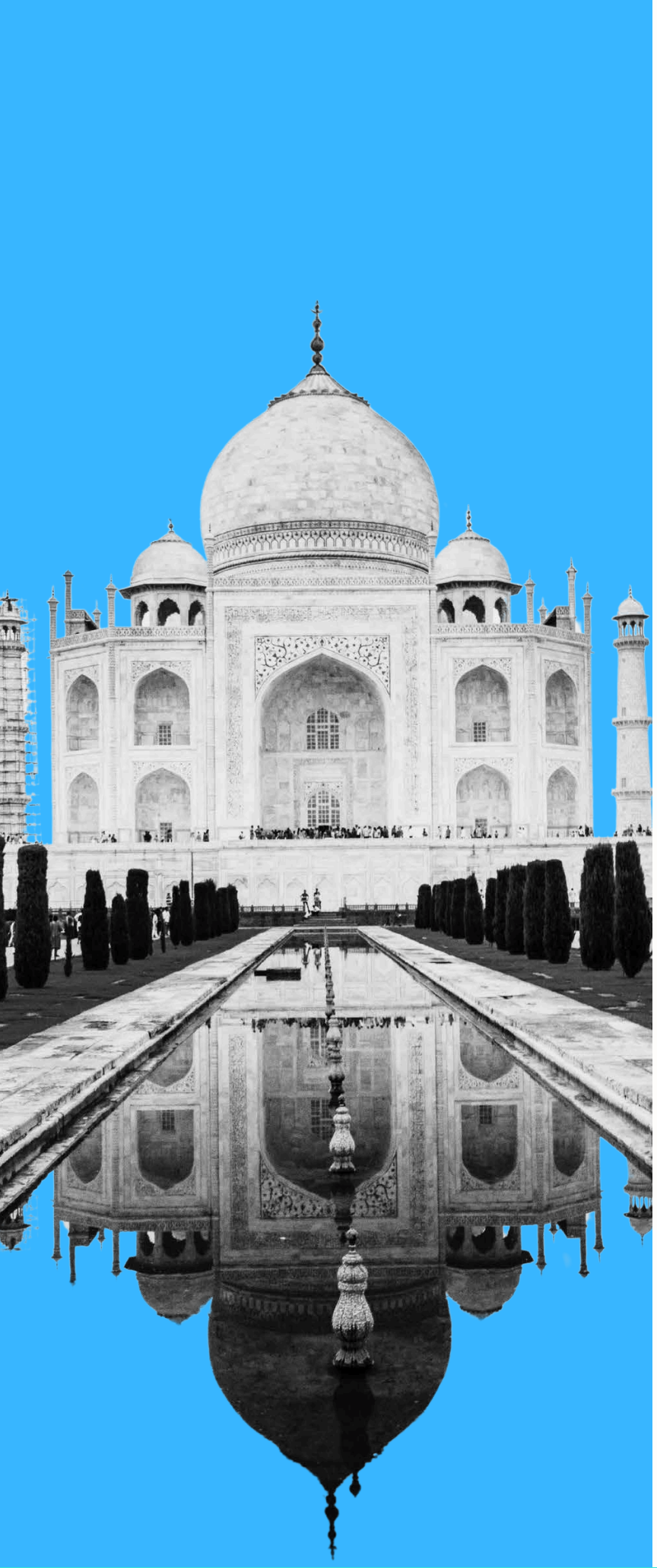
MOST INNOVATIVE  
HR AWARD



REPRESENTED AT  
PCSI





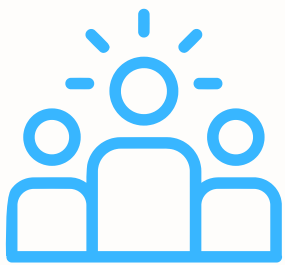


# DISTRIBUTION



614

TOTAL SALES FORCE  
ACROSS THE PORTFOLIO



DEDICATED SALES TEAMS  
FOR EACH DIVISION

5.3K

DISTRIBUTORS ALL  
OVER INDIA

FIVE

COMPANY OWNED AND  
OPERATED SERVICE CENTRES

343K

RETAIL TOUCH POINTS ACROSS  
PRODUCT PORTFOLIO



*Note: Map not to scale*

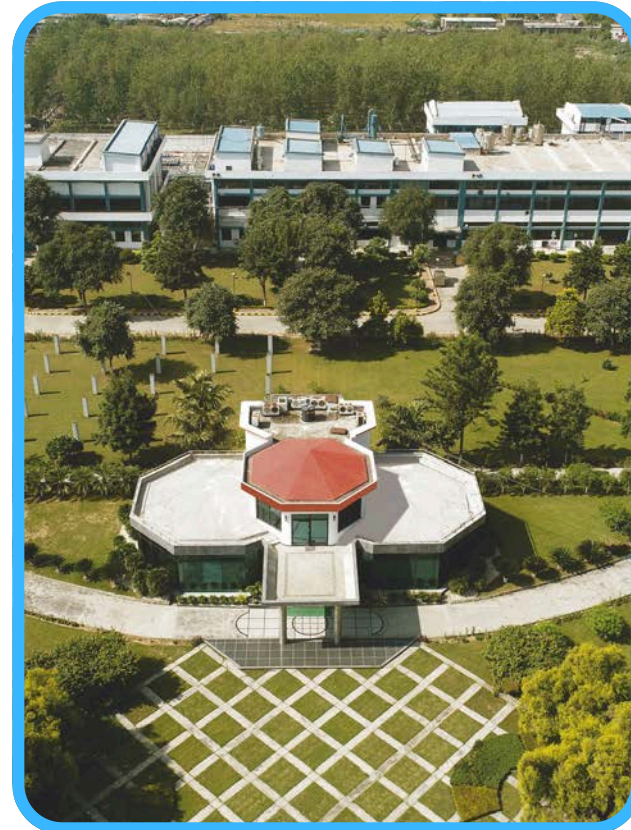




# MANUFACTURING PLANTS

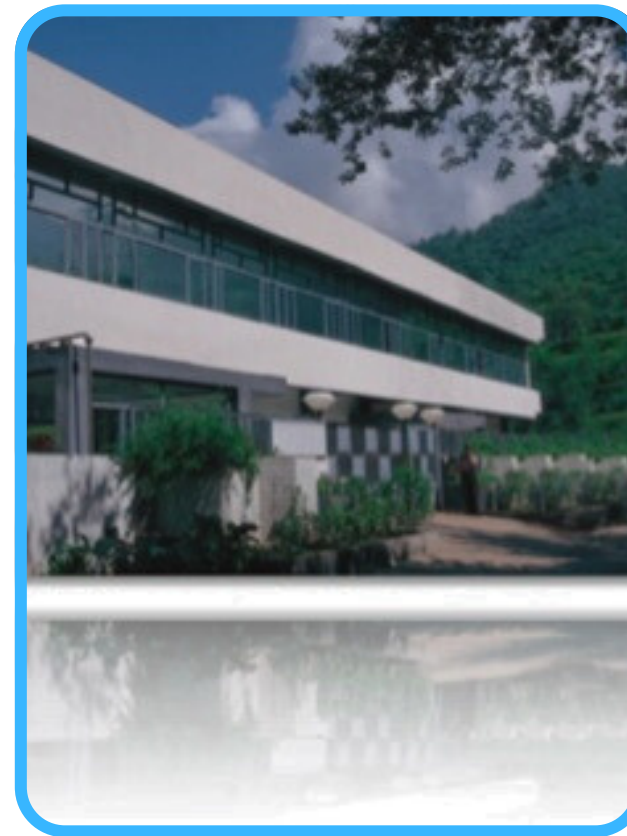


FACILITIES AT PAR WITH INTERNATIONAL STANDARDS:



📍 BADDI (1998)

APIS, MED. DEVICES  
FORMULATIONS



📍 MASULKHANA (1984)

APIS PRODUCTS



📍 PARWANOO (1996)

FORMULATIONS



📍 PARWANOO (2007)

FORMULATIONS

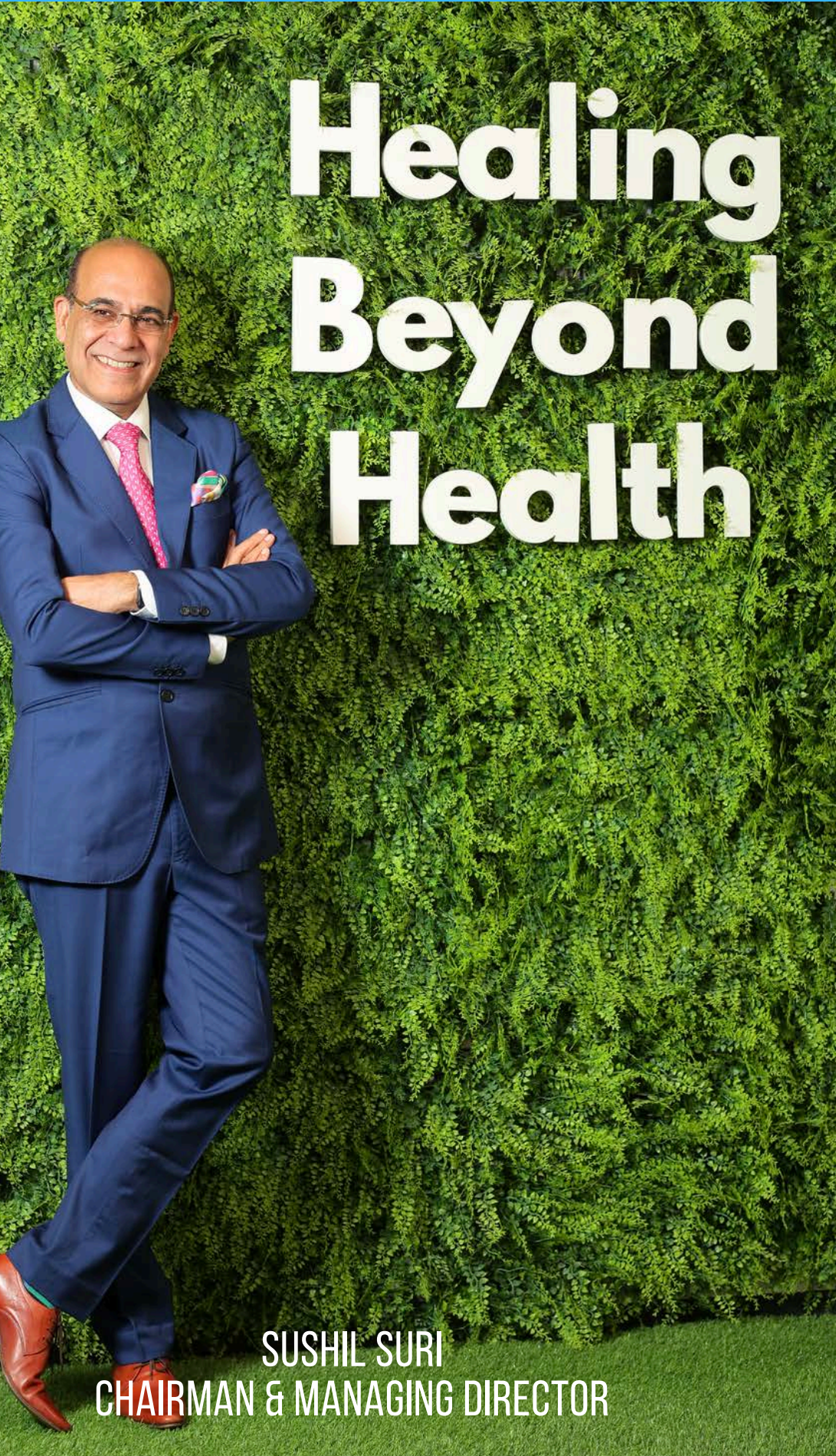




# INTEGRATED PHARMA COMPLEX AT BADDI (HP) INDIA











VARUN SURI  
CEO- CONSUMER CARE



ANUBHAV SURI  
CEO-MEDICAL DEVICES



AMITA SHARMA  
COO- API



AJAY SHARMA  
CFO



SENIOR MANAGEMENT



FINANCE TEAM





VIPUL SRIVASTAVA  
COMPANY SECRETARY



VIKAS SHARMA  
HEAD TALENT ACQUISITION



MANJU NATH  
CHIEF OF R&D (DEVICES)



PYUSH TANDON  
VP- SALES & MKTG (API)



VIVAN PRASHAR  
VP- PROJECT & ENGG.



ASHUTOSH SHARMA  
VP- SALES & MKTG (RX)



SUMIT BHATNAGAR  
VP-FINANCE & ACC



NISHANT DOSHI  
VP- CORP FINANCE & IR



SANDEEP ATRI  
DGM - IT



MK SHARMA  
QC/QA



GEETA SACHDEVA  
HR ADVISOR



REKHA BANSAL  
VP -FINANCE (DEVICES/DML)



DEEPAK TALWAR  
GM FINANCE-RX



CHARANJIT CHITKARA  
GM-QC



ESHITA GOSWAMI  
GENERAL MANAGER - MARKETING (OTC  
DIVISION)





Looking Forward to a  
Fruitful Partnership

**THANK YOU**

MOREPEN LABORATORIES LIMITED