



# Marksans Pharma Ltd.

**Q1FY22 Operating Revenue at Rs. 349Cr.; growth of 5.4% YoY**

**PAT at Rs. 62.6Cr., growth of 26.8% YoY**

**Mumbai, August 11, 2021**– Marksans Pharma Ltd (NSE: MARKSANS; BSE Code: 524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the first quarter ended June 30, 2021.

## **Financial Highlights - Consolidated Financial Overview:**

in Rs. Cr.

	Q1FY22	Q1FY21	YoY Growth (%)
Operating Revenue	349.0	331.2	5.4%
EBITDA	77.3	70.0	10.5%
EBITDA Margin%	22.2%	21.1%	110 bps
PAT	62.6	49.4	26.8%
PAT Margin%	17.6%	14.9%	270 bps

### **Consolidated Q1 FY22 (Y-o-Y)**

- **Operating Revenue** was Rs.349.0 Cr. as compared to Rs. 331.2 Cr. in Q1 FY21, an increase of 5.4%
- **EBITDA** was Rs. 77.3 Cr. as compared to Rs. 70.0 Cr. in Q1 FY21, an increase of 10.5%
- **EBITDA Margin** stood at 22.2% as against 21.1% in Q1 FY21, Margin expansion of 110 basis points
- **PAT** stood at Rs.62.6 Cr. as compared to Rs. 49.4 Cr. in Q1 FY21, a growth of 26.8%

**Commenting on the performance Mark Saldanha, Managing Director of the Company said “ We recorded a sales growth of 5.4% led by increased penetration in regulated markets despite pandemic induced logistics issues. We drove gains from operating efficiencies and a debt free balance sheet resulting in our bottom line increasing by 26.8% in Q1FY22 on a year on year basis.**

*We are delighted to have OrbiMed as a financial partner in our mission to become a global pharmaceutical company. We will continue to invest in our businesses, with Orbimed’s global network and resources enabling us to accelerate our growth momentum in the long term.”*

## Business Performance

### Revenue by Market:

in Rs. Cr.

	Q1FY22	Q1FY21	YoY Growth (%)	Mix (Q1FY22) %
Europe, UK- Formulation	159.2	144.2	10.4%	45.6%
US & North America- Formulation	138.4	133.6	3.6%	39.7%
Australia & NZ- Formulation	38.2	34.1	11.8%	10.9%
Rest of World (ROW)	13.2	19.2	-31.3%	3.8%
<b>Consolidated Revenue from operations</b>	<b>349.0</b>	<b>331.2</b>	<b>5.4%</b>	<b>100.0%</b>

### Business Highlights

- Company achieved revenue of Rs.159.2 Cr. from Europe, UK Formulation business in Q1FY22 as compared to Rs. 144.2 Cr. achieved during last year same period registering growth of 10.4%.
  - Launched 2 new products in UK, Europe in Q1FY22.
- US & North America Formulation business reported growth of 3.6% YoY to Rs.138.4 Cr.in Q1FY22.
- R&D expense for the Q1FY22 is at Rs. 4.9 Cr.
- Capex incurred for the Q1FY22 is Rs. 9.9 Cr.
- Strong balance sheet with Cash and Cash equivalents of Rs. 225.4 Cr. as at June 30, 2021.

### About Marksans Pharma Ltd

Marksans Pharma Limited ([www.marksanspharma.com](http://www.marksanspharma.com)) headquartered at Mumbai, India is engaged in Research, Manufacturing & Marketing of generic pharmaceutical formulation in the global markets. The company's manufacturing facilities are approved by several leading regulatory agencies including USFDA, UKMHRA and Australian TGA. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Antidiabetic, Pain Management, Gastroenterological and Anti-allergies. The company is marketing these products globally.

**Investor Relations Team at Marksans Pharma****Jitendra Sharma, CFO**

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