



# Marksans Pharma Ltd.

## NEWS RELEASE

30<sup>th</sup> May 2015, Mumbai - India

### Performance Highlights- Consolidated.

#### Marksans Consolidated Revenue increased by 26.46% to Rs 7,966.88 Mn in 2014-15

- EBITDA grew by 55.12% to Rs 1,880.64 Mn for the year. EBITDA margin grew to 23.51% from 19.13% in previous year.
- Profit before Tax of Rs. 1558.84 Mn as compared to Rs. 864.11 in previous year.
- Consolidated Net Profit of Rs. 1093.97 Mn in FY 2014-15 as compared to Rs.719.08 in previous year.
- Post-tax profits up by 52.13% over previous year.
- Zero Long Term Secured Loans as at 31.03.2015. Zero Net Debt, after considering cash balance as at 31.03.2015.

### Business Highlights

- Europe, UK Formulation business grew at 25.72% to Rs. 4,948.73 Mn from Rs. 3,936.20 Mn during previous year.
- US & North America Formulation business grew at 65.39% to Rs. 1,587.78 Mn from Rs. 960 Mn during previous year.
- Company achieved revenue of Rs. 907.16 Mn from Australia & NZ Formulation business.
- Rest of World (Asia, Africa & CIS) Formulation business was Rs. 523.21 Mn.

### Dividend

- The Board of Directors recommends dividend of 12% for FY 2014-15.

CIN : L24110MH1992PLC066364

[www.marksanspharma.com](http://www.marksanspharma.com)

### **Marksans Pharma Ltd.**

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## Management Discussion and Analysis for the F.Y. 2014-15

### Revenue Figures - Consolidated

INR in million			
	Twelve months ended 31 <sup>st</sup> March		
	F.Y.14-15	F.Y.13-14	Growth %
Europe, UK – Formulations	4948.73	3936.20	25.72%
US & North America – Formulations	1587.78	960.00	65.39%
Australia & NZ – Formulations	907.16	815.90	11.19%
Rest of World(ROW) - Africa, Asia & CIS	523.21	587.80	-10.99%
Consolidated Revenue from operations	7966.88	6299.90	26.46%

USD in million			
	Twelve months ended 31 <sup>st</sup> March		
	F.Y.14-15	F.Y.13-14	Growth %
Europe, UK – Formulations	80.98	65.22	24.16%
US & North America – Formulations	25.98	15.91	63.34%
Australia & NZ – Formulations	14.84	13.52	9.80%
Rest of World(ROW) - Africa, Asia & CIS	8.56	9.74	-12.10%
Consolidated Revenue from operations	130.37	104.39	24.89%

### Average conversion rate per USD

F.Y. 2014-15 :-	61.11
F.Y. 2013-14 :-	60.35

### About Marksans Pharma Limited

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 like USFDA, UK MHRA, Australian TGA. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Anti-diabetic, Pain Management, Gastroenterologicals and Anti-allergies. The company is marketing these products globally.

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