



Marksans Pharma Ltd.

NEWS RELEASE

12th February 2018, Mumbai - India

Marksans Pharma Limited has reported today its financial performance for the Q3 FY 2017-18 and for the Nine months period ended 31st December 2017

Performance Highlights- Consolidated

Marksans Consolidated Revenue at Rs.713.73 crores in Nine months of FY 2017-18 as compared to Rs.589.13 crores during previous period, registering growth of 21.15%

- EBITDA was Rs 82.86 crores for the period as compared to Rs.47.16 crores during previous period, registering growth of **75.70%**
- Profit after Tax was Rs.39.83 crores for the period as compared to Rs.15.07 crores during previous period, registering growth of **164.32%**

Q3 FY 2017-18 – Consolidated

- Consolidated Revenue Rs.218.43 Crore as compared to Rs.215.24 crores during previous period, registering growth of 1.66%
- EBITDA for the quarter Rs.29.24 crores as compared to Rs.26.80 crores during previous period, registering growth of 9.09%
- Net Profit After Tax for the quarter Rs.16.76 Crores, as compared to Rs.9.96 crores during previous period, registering growth of 68.38%

Management Discussion and Analysis for the Nine months of FY 2017-18

Revenue Figures – Consolidated

INR in crores				
First Nine Months of FY 2017-18				
	FY 2017-18	FY 2016-17	Growth %	Mix %
Europe, UK – Formulations	328.23	223.67	46.75%	45.99%
US & North America – Formulations	281.93	259.33	8.71%	39.50%
Australia & NZ – Formulations	74.95	79.80	-6.07%	10.50%
Rest of World (ROW)	28.62	26.33	8.69%	4.01%
Consolidated Revenue from operations	713.73	589.13	21.15%	100.00%

CIN : L24110MH1992PLC066364



www.marksanspharma.com

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Business Highlights

- Company achieved revenue of Rs.328.23 crores from Europe, UK Formulation business as compared to Rs.223.67 crores achieved during last year same period, registering growth of 46.75%.
- US & North America Formulation business reported revenue of Rs. 281.93 crores as against revenue of Rs.259.33 crores achieved during last year, registering growth of 8.71%.
- Australia & NZ Formulation business revenue was at Rs. 74.95 crores from Rs.79.80 crores during previous year same period.
- Rest of World Formulation business was Rs.28.62 crores as compared to Rs.26.33 crores achieved during last year same period, registering growth of 8.69%.

About Marksans Pharma Limited

Marksans Pharma Limited (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 UK MHRA, US FDA & Australia 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.

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. Marksans may, from time to time, make additional written and oral forward-looking statements, including statements contained in the company's filings with the regulatory bodies and its reports to shareholders. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

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