



Marksans Pharma Ltd.

NEWS RELEASE

29th May 2017, Mumbai – India

Marksans Pharma Limited today announced its results for the fourth quarter & year ended March 31,2017.

Performance Highlights- Consolidated.

Marksans Consolidated Revenue at Rs.774.06 crores in 2016-17

- EBITDA was Rs 51.34 crores for the year.
- Profit before Tax was Rs.15.52 crores for the year.
- Zero Long Term Secured Loans as at March 31 ,2017.

Business Highlights

- US & North America Formulation business reported growth of 7.25% to Rs. 349.43 crores during the year.
- Company achieved revenue of Rs. 286.18 crores from Europe, UK Formulation business.
- Australia & NZ Formulation business achieved revenue of Rs. 105.60 crores during the year.
- Rest of World Formulation business was Rs. 32.86 crores. Almost 95% of company's total revenue came from regulated markets of US, Europe, Australia & Newzealand.
- Company's 100% revenue comes from Formulation Manufacturing & Marketing segments.

Dividend

- The Board of Directors recommends dividend of 5% for FY 2016-17.

CIN : L24110MH1992PLC066364


www.marksanspharma.com

Marksans Pharma Ltd.

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Management Discussion and Analysis for the F.Y. 2016-17

Revenue Figures – Consolidated

	INR in crores			
	Twelve months ended 31 st March			
	F.Y. 16-17	F.Y. 15-16	Growth %	Mix % FY 16-17
US & North America – Formulations	349.43	325.81	7.25%	45.14%
Europe, UK – Formulations	286.18	418.19	-31.57%	36.97%
Australia & NZ – Formulations	105.60	107.76	-2.00%	13.64%
Rest of World(ROW)	32.86	50.43	-34.85%	4.25%
Consolidated Revenue from Operations	774.07	902.19	-14.20%	100.00%

Subsidiaries

Marksans Pharma UK Limited

Marksans Pharma UK Limited, through its step down subsidiaries Bells Sons & Co (Druggists) Ltd and Relonchem Ltd has achieved revenue of GBP 24.99 mn during the year. They incurred Loss of GBP 985,607 during the year.

UK based business is witnessing price erosion on account of higher competition, channel consolidation, government action on pricing/ reimbursement & adverse currency movement due to Brexit.

Relonchem Ltd. & Bells Sons & Co (Druggists) Ltd have incurred one off Pharmacovigilance & regulatory cost of GBP 2.12 million during the year to keep themselves abreast of latest UK MHRA guidelines.

Marksans Pharma Inc. USA

Marksans Pharma Inc through its step down subsidiary, Time-Cap Laboratories Inc has achieved revenue of USD 38.70 mn and Profit before Tax of USD 508,321 as compared to revenue of USD 23.32 mn & net loss of USD 861,650 during previous year.

Nova Pharmaceuticals Australasia Pty Ltd

Nova Pharmaceuticals Australasia Pty Ltd has achieved sales of AUD 14,408,873. Profit after tax for the year was AUD 1,236,407.

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Regulatory Update

During the quarter Marksans has received approvals from UK MHRA & Australian TGA authorities for its Manufacturing facility at Verna,Goa.

The same facility was also inspected by U.S.FDA in the month of April 2017. We have received 4 observations to which we have responded to the U.S.FDA.

Information Technology Initiative

We have implemented state of the art IT applications in automating the processes in Quality, Manufacturing and R & D. We have also invested significant amount of resources to build IT platform to de-risk the manufacturing process and to adopt best practices in the industry. The implementations spread across Lab automation, instrument integration and manufacturing execution systems.

We have spent an amount of USD 1.30 mn towards IT system upgradation, the same has been charged to Statement of Profit and Loss during the year. The net profit for FY 17 was also adversely impacted by one-time charges of Rs.8 crores.

New Approvals

Marksans is currently marketing 13 approved ANDAs in USA. Marksans has received approval of 4 ANDA'S from USFDA since April 2016.

- Metformin Hydrochloride Extended Release (ER) USP 500mg & 750mg.
- Paricalcitol Softgelatine Capsules 1mcg, 2mcg, 4mcg.
- Loratidine Liquid Filled Capsules 10mg.
- Dutastaride Softgelatine Capsules 0.5mg

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. 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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