

Date: February 13, 2024

BSE Limited

Corporate Relation Department Phiroze Jeejeeboi Towers, Dalal Street, Mumbai - 400001. Scrip Code: 524404 **National Stock Exchange of India Limited**

Listing Department Exchange Plaza, C-1, Block-G, Bandra-Kurla Complex, Bandra (East), Mumbai - 400051.

Symbol: MARKSANS

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed herewith the investor presentation for Q3FY24.

We request you to take the aforesaid on record.

Thanking You.

Yours faithfully, For Marksans Pharma Limited

Harshavardhan Panigrahi Company Secretary

Encl: As above



Q3 and 9MFY24

Earnings

Presentation

13th February 2024



Safe Harbor

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The company's results may be affected by factors including, but not limited to, the risks and uncertainties in pharmaceutical research and development; competitive developments; regulatory actions; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reform. The company undertakes no duty to update forward-looking statements except as required by applicable law.



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Marksans Pharma is India's leading pharmaceutical company specializing in the research, manufacturing, and marketing of generic pharmaceutical formulations



Q3 and 9MFY24 Financial and Business Highlights



About Marksans Pharma



Roadmap for the future



ESG

Q3 and 9MFY24 Business & Financial Highlights



Management Commentary

"We are thrilled to announce that we have delivered another quarter demonstrating robust performance. Our highest quarterly sales reached ~INR 586 crores. Our dedication to delivering high-quality products has resulted in an increase in market share from existing customers and the addition of new customers. Positive momentum was observed in all our major regions. The US market grew by around 16% QoQ, mostly as a result of new product launches and the strengthening of our OTC portfolio.

Our efforts toward building capabilities and capacity for the acquired Teva Pharma manufacturing facility are on track and we have also started filing DMF for backward integration. Looking ahead, we are optimistic about our strategic initiatives which will drive our future growth and sustainable long-term shareholder value."



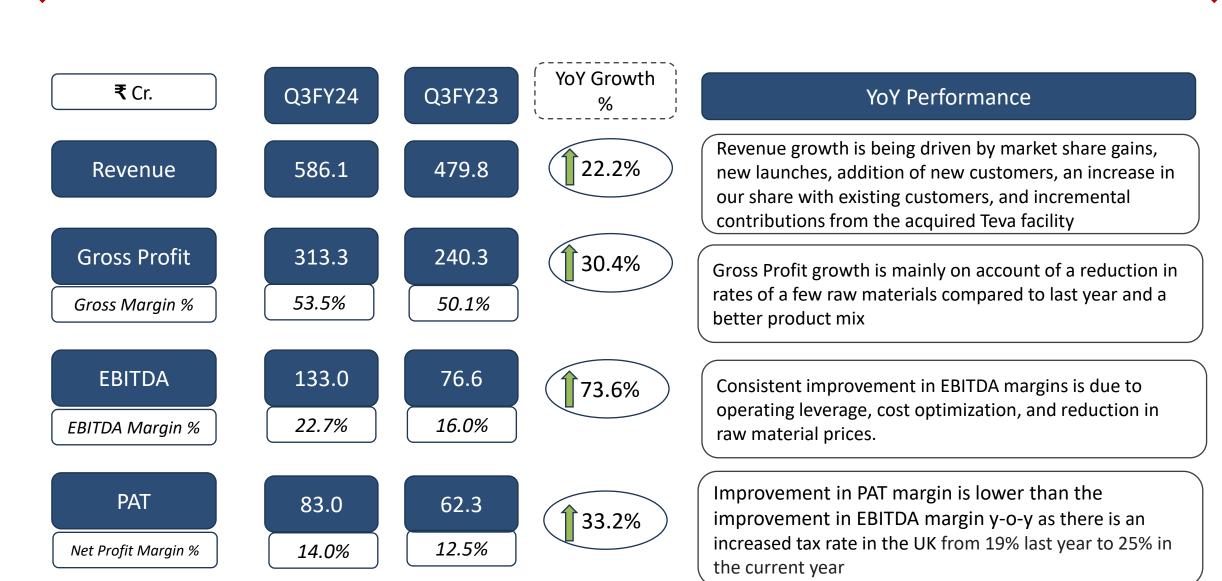
Mark Saldanha

MANAGING DIRECTOR AND CEO

₹ 586.1 cr	₹ 133.0 cr	₹ 83.0 cr	₹ 688 cr
+22.2%	+73.6%	+33.2%	
(YoY)	(YoY)	(YoY)	as of December 31st, 2023
Q3FY24 Revenue	Q3FY24 EBITDA	Q3FY24 PAT	Cash Balance

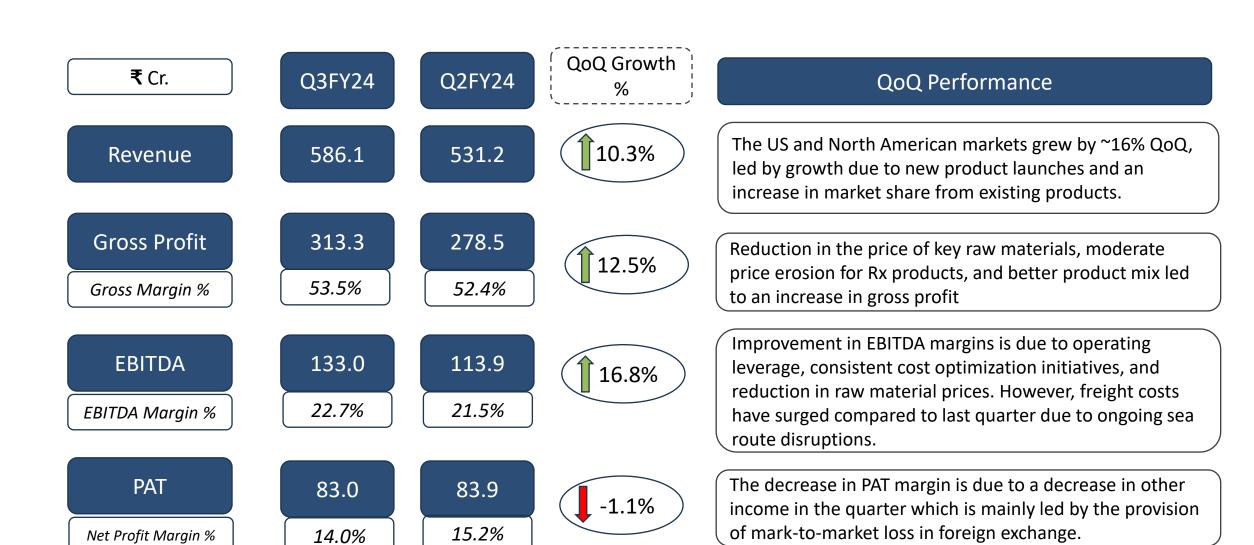


Financial Highlights Q3FY24 – YoY Performance





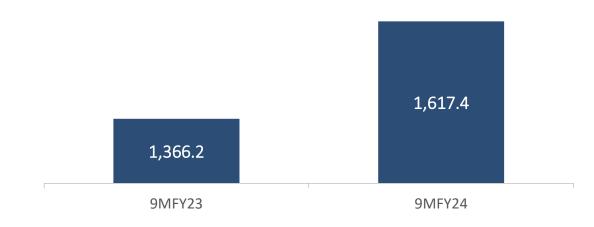
Financial Highlights Q3FY24 – QoQ Performance



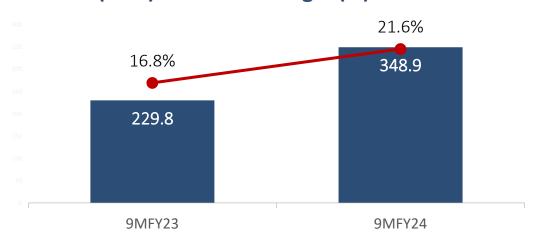


Financial Highlights 9MFY24 – YoY Performance

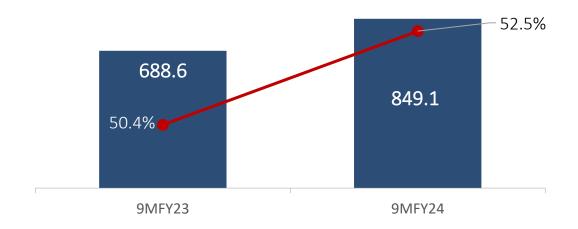
Operating Revenue (₹ Cr.)



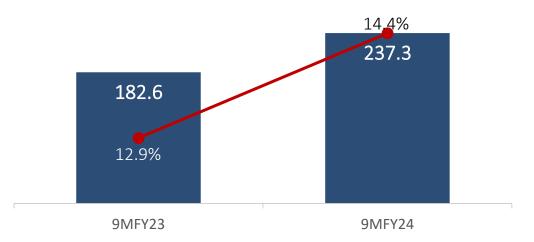
EBITDA (₹ Cr.) & EBITDA Margin (%)



Gross Profit (₹ Cr.) & Gross Profit Margin (%)



PAT (₹ Cr.) & PAT Margin (%)





Other Highlights

Revenue from operations in Q3FY24 is at Rs 586.1 cr., out of which US revenues is at Rs 257.5 Cr., UK and Europe revenues at Rs 251.0 Cr., and Australia and New Zealand revenues at Rs 48.6 Cr.

EBITDA in Q3FY24 is at Rs 133.0 cr., EBITDA margin is at 22.7%

Research & Development (R&D) spend Rs 29.4 cr. in 9MFY24, 1.8% of consolidated revenue

In 9MFY24, Cash from Operations is at Rs 169.02 cr. and Free Cash Flow is at 8.4 cr.

In 9MFY24, the capex incurred was Rs 160.6 cr. Capex investment is in line with our plan for scaling the acquired manufacturing unit from Teva Pharma in Goa which will drive our future growth

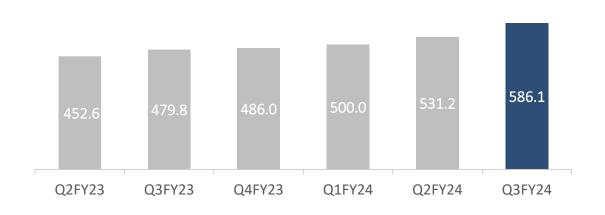
Cash Balance at the end of 31st December 2023 is at Rs 688 cr.

Working capital cycle for the quarter was ~115 days

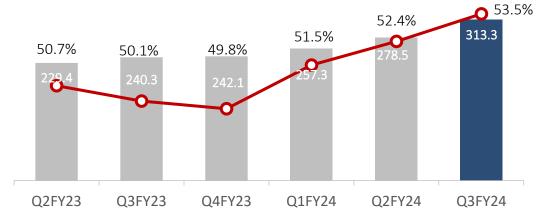


Q3FY24 Financial Trends

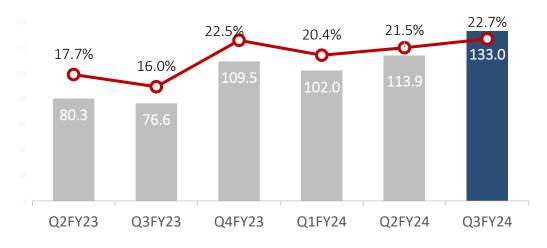
Operating Revenue (₹ Cr.)



Gross Profit (₹ Cr.) & Gross Profit Margin (%)



EBITDA (₹ Cr.) & EBITDA Margin (%)



PAT (₹ Cr.) & PAT Margin (%)





9MFY24 Revenue spilt by Region

Regions

% of total Operating Revenues

Growth

USA

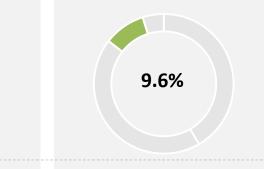
41.6%

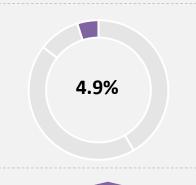












- YoY Revenue
- Revenue from the USA region in 9MFY24 is INR 673.1 cr. grew by 15.8% YoY on account of new product launches and also due to an increase in share of existing products.

15.8%

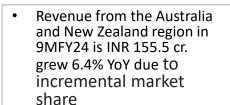
12.1% CAGR over FY17-23



26.5%

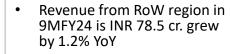
43.9%

- 15.1% CAGR over FY17-23
- One of the leading Indian pharmaceutical firms in the UK in terms of revenue.



6.4%

10.2% CAGR over FY17-23



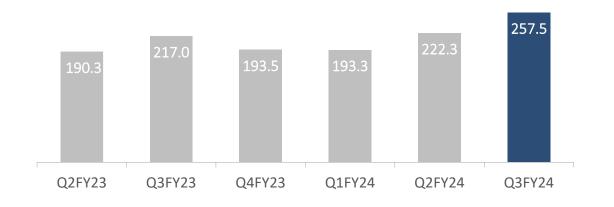
1.2%

- 20.7% CAGR over FY17-23
- ROW includes markets of Southeast Asia, MENA, Russian Federation & Africa

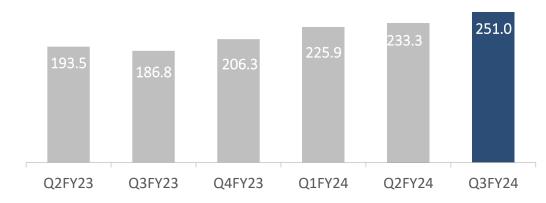


Q3FY24 Region wise Trends

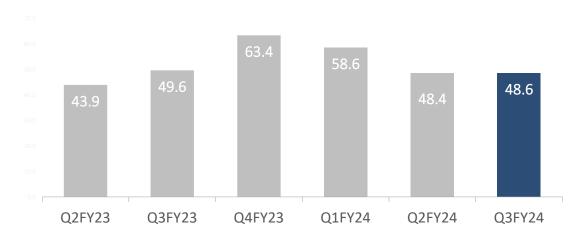
US & North America (₹ Cr.)



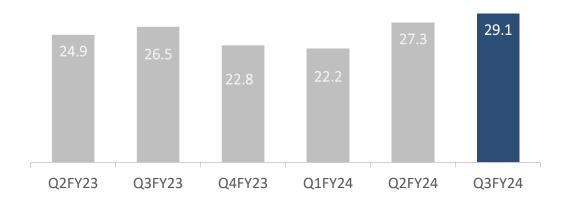
Europe and UK (₹ Cr.)



Australia and New Zealand (₹ Cr.)



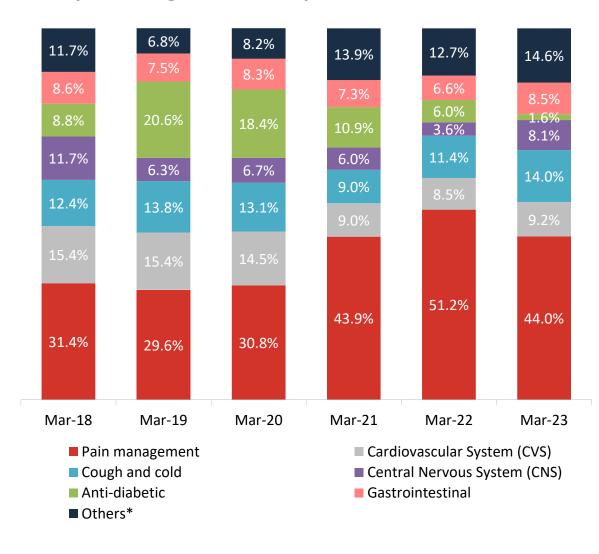
Rest of the World (₹ Cr.)



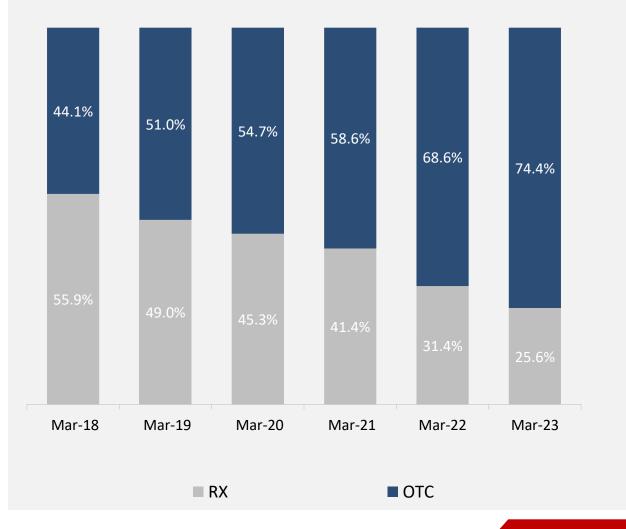


Segmental Mix

Therapeutic Segment-Wise Split



Segment Revenue Split





Consolidated Profit and Loss Statement

Particulars (₹ cr.)	Q3FY24	Q3FY23	Q2FY24	YoY	QoQ	9MFY24	9MFY23	YoY	FY23
Operating Revenue	586.1	479.8	531.2	22.15%	10.34%	1,617.4	1,366.2	18.39%	1,852.1
Gross Profit	313.3	240.3	278.5	30.36%	12.50%	849.1	688.6	23.30%	930.8
Gross Margin %	53.45%	50.09%	52.43%	336 bps	103 bps	52.50%	50.41%	209 bps	50.30%
EBITDA	133.0	76.6	113.9	73.56%	16.79%	348.9	229.8	51.86%	339.3
EBITDA Margin %	22.70%	15.97%	21.45%	672 bps	125 bps	21.57%	16.82%	476 bps	18.32%
Finance Costs	-3.2	-2.4	-1.6	34.40%	97.56%	-6.4	-6.7	-4.87%	-9.1
Depreciation & Amortization	-22.0	-12.7	-17.6	72.68%	25.02%	-53.2	-37.9	40.37%	-51.9
Other Income	4.8	17.7	19.0	-72.81%	-74.74%	33.9	48.3	-29.84%	59.3
Profit before tax	112.7	79.2	113.8	42.24%	-1.00%	323.3	233.5	38.45%	337.7
Taxes	-29.7	-16.9	-29.9	75.74%	-0.69%	-86.0	-50.9	69.07%	-72.3
PAT	83.0	62.3	83.9	33.16%	-1.11%	237.3	182.6	29.92%	265.3
Net Profit Margin %	14.04%	12.52%	15.24%	152 bps	-120 bps	14.37%	12.91%	146 bps	13.90%
Diluted EPS (INR)	1.84	1.56	1.84	17.75%	-0.34%	5.19	4.54	14.54%	6.41

About Marksans Pharma



Marksans Pharma - At a Glance



Market Reach

Global footprint- Present in 50+ countries ~96% revenue generated from the regulated markets of the US, UK and Europe, Australia, and New Zealand.



2000+ employees



4 Manufacturing Units in Goa, UK and USA

4 R&D centers in Goa, Navi Mumbai, UK and USA



Accreditations

USFDA, UK MHRA, Australian TGA, EU, Health Canada and **Japanese Health Authority**



Products

300+ products in the form of tablets (plain, enteric coated and film coated), hard & soft gelatin capsule, oral liquids and ointments



Product Pipeline

Strong pipeline of more than **76** products



Cash in hand

Cash position of ₹688 Cr. and a net debtfree position as of 31st December 2023



Cash from Operations

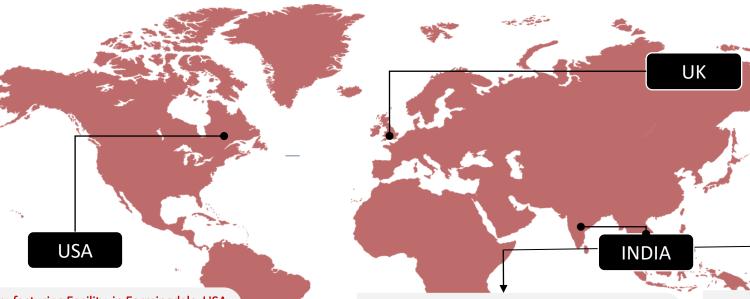
In 9MFY24, Cash from Operations is at ₹ 169 cr.



Net debt negative balance sheet for last five years



Manufacturing Capabilities



Manufacturing Facility in Southport, UK

- Manufactures non-sterile liquids, ointments and powder sachets
- Supplies to UK, West Africa & Middle East
- Spread across 7,300 sq. meters

CAPACITY

ACCREDITATIONS

MHRA

- 2 bn bottles per annum
- 1 bn tubes per annum
- 1 bn sachets per annum

Manufacturing Facility in Farmingdale, USA

- Manufactures hard gels, tablets and capsules
- Spread over an area of 7000 sq. m
- "Made in the USA" product offering
- Added incremental packaging lines

CAPACITY ACCREDITATIONS

6 bn tablets and hard capsules per annum



Existing Manufacturing facility in Goa

- Manufactures Capsules & Tablets
- One of the biggest manufacturing facilities in Asia
- Fully-automated unit spread over 18,000 sq. meters campus
- Generic pharmaceuticals manufactured from this facility are exported across the globe

CAPACITY

ACCREDITATIONS

2.4 bn softgel and hard gelatin capsules per annum

6 bn solid tablets per annum



New Teva Pharma acquired a Manufacturing facility in Goa

- Scalable capacity with a plan to double the existing Indian capacity from 8bn units per annum
- Manufacturing site is spread across 47,597 sq mt
- Plan to manufacture tablets,, ointments, liquids and creams

ACCREDITATIONS



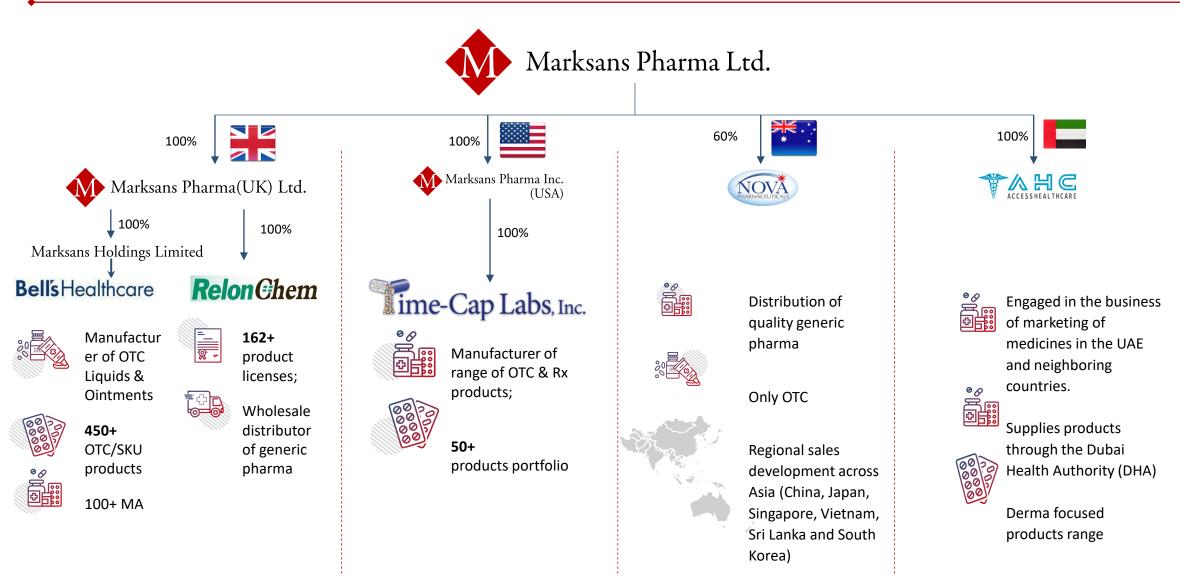






Business Structure

Supply and Distribution through a network of subsidiaries





OTC Store Brand Retailers/Customers

- In the OTC Segment, Marksans manufactures store brands (private label manufacturing) for retailers/customers and manufactures OTC products through its own label as well.
- The company has more than 1500+ SKUs and 300+ products
- Marksans is a preferred store brand partner where our capabilities and expertise in private-label manufacturing have helped sustain and grow our long-lasting partnership with top retailers in key regions

Long-lasting partnership for store brand manufacturing with the leading retailers across our key geographies

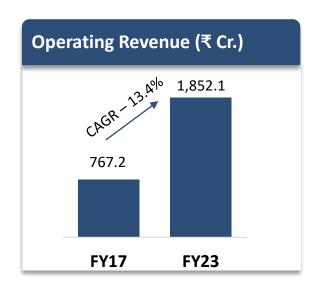


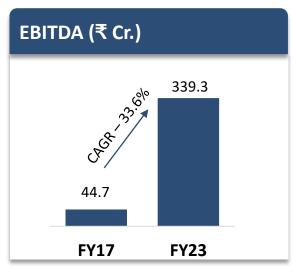


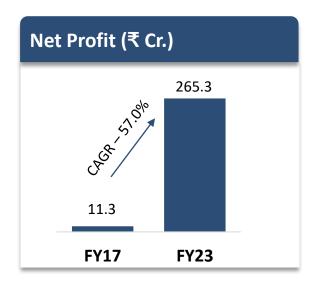


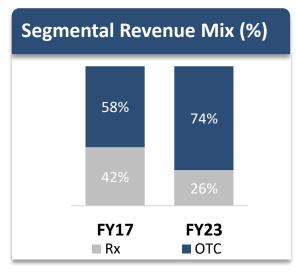


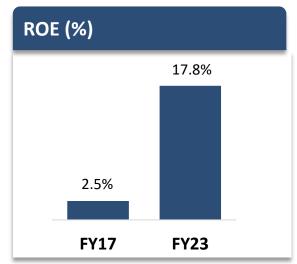
High Growth Trajectory

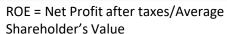


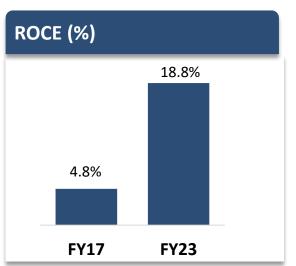




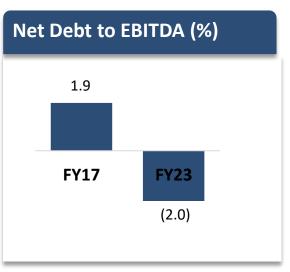


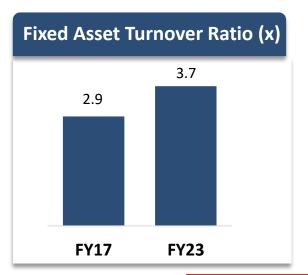






ROCE = EBIT / Capital employed || Capital employed = Tangible Net Worth + Total Debt + Deferred Tax Liabilities





Roadmap for the future



Roadmap for the future



Strengthening the OTC Business

- Aim to capture a significant part of the multi-billion-dollar OTC opportunity. According to IQVIA, Global OTC Size in 2022 is \$176 billion.
- Marksan's OTC segment grew at CAGR of 18% (from FY17-FY23) Majority of revenue in OTC comes from manufacturing and selling store brands (private label manufacturing) for key retailers in key regions
- Marksans is the most preferred and growing store brand lowcost manufacturing partner

Backward Integration for sustained margin development

- Aim to expand Gross & EBITDA margin through backward integration
- Marksans is in the process of Backward integration, and API manufacturing for captive consumption of our top molecules

Supplement growth through acquisitions

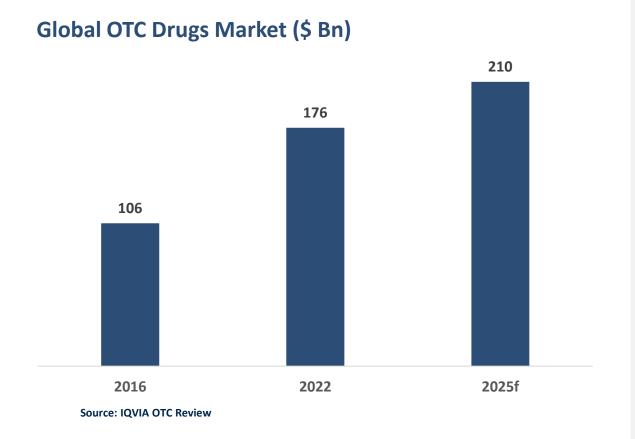
- Marksans will follow calibrated inorganic growth approach
- Expansion in growing markets and EU through acquiring frontend marketing and distribution companies is the focus area
- Marksans has a strong balance sheet to support the growth

Continued product launches through a healthy product pipeline

- Strong product pipeline followed by successful launches led by continued focus on R&D
- Strong pipeline of more than 76 products.



The OTC Opportunity (1/2)



- In **2022**, the OTC market grew by 10.4% YoY to achieve total **global sales of \$176 billion**.
- North America and Western Europe have the highest market shares
- North America OTC holds around ~25% of total global sales
- Robust growth is projected for the global OTC market over the next four years despite continued macroeconomic challenges, inflationary pressures, cost of living increases, and changing consumer behaviors. In 2023, 6.8% growth is forecasted
- The prescription to over-the-counter (Rx to OTC) drugs switch
 increasing demand for and availability of OTC drugs is
 driving this market segment

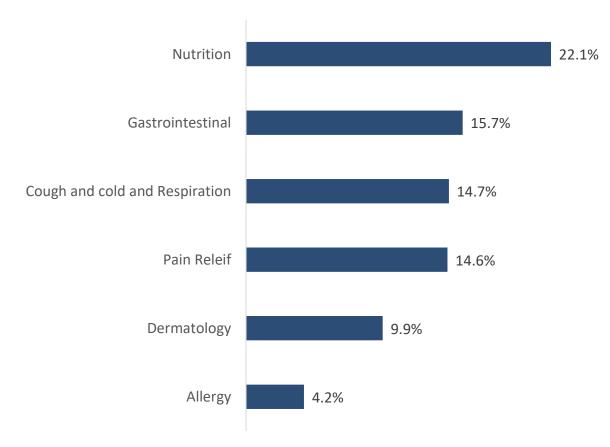
Source: IQVIA OTC Review

Marksans Pharma's OTC business is present in US, UK & Europe, Australia, and a few RoW nations. The company is present in the largest markets by total OTC drugs sales and its focus is to expand the footprint.



The OTC Opportunity (2/2)

Category Value Share



Source: IQVIA OTC Review | Global OTC Category Performance - YTD November 2021

- According to IQVIA, Cough and cold and Respiratory, Pain Relief,
 Nutrition, Gastrointestinal, Dermatology, and Allergy are the
 largest OTC therapeutical segments globally according to total OTC
 sales
- Marksans is currently present in large market-size therapeutical segments in OTC -Pain Management, Cough and Cold,
 Gastrointestinal, and Anti-Allergic Our near-term focus is to create a complete product offering in these four segments
- The company's focus is to get into the liquids, creams, and ointments OTC category



Continued product launches through a healthy product pipeline

Strong product pipeline followed by successful launches led by continued focus on R&D

- Planned 34 new filings over the next three years
- In addition, 16 products are already filed and awaiting approval

 10 products are in the pipeline and expected to be launched over the next two years

Australia and New Zealand

UK

USA

- 32 products are in the pipeline
- 20 are oral solids
- 12 are ointments and creams.
 Within oral solids
- 4 are Softgels

Rest of World

- 124 products approved
- 120 products awaiting approval
- **108** products are in the **Pipeline**



Key Product Launches

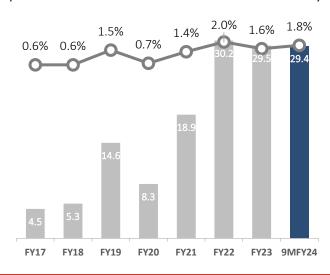
Brand	Composition	Therapy Segment	Market
LOSARTAN	LOSARTAN 25 MG, 50 MG, 100 MG TABLETS	Anti-Diabetic	UK
ONDANSETRON	ONDANSETRON 4MG, 8 MG TABLETS	Gastrointestinal	UK
CARVEDILOL	CARVEDILOL 3.125 MG, 6.25 MG, 12.5 MG, 25 MG TABLETS	Cardiovascular System(CVS)	UK
TRAMADOL	TRAMADOL 50 MG CAPSULES	Pain Management	UK
CLOPIDOGREL	CLOPIDOGREL 75 MG TABLETS	Cardiovascular System(CVS)	UK
PREDNISOLONE	PREDNISOLONE 5 MG TABLETS	Anti-Allergic	UK
ROSUVASTATIN	ROSUVASTATIN 5MG, 10MG, 20MG, 40 MG TABLETS	Cardiovascular System(CVS)	UK
BICALUTAMIDE	BICALUTAMIDE 50MG , 150MG TABLETS	Anticancer	UK
FUROSEMIDE	FUROSEMIDE 20MG, 40MG TABLETS	Cardiovascular System(CVS)	UK
LIQUIDS - LORATIDINE	LORATIDINE 5MG/5ML ORAL SOLUTION 70ML GSL PACK	Anti-Diabetic	UK
LIQUIDS - IBUPROFEN	IBUPROFEN 100 MG/5ML ORAL SOLUTION 200 ML P PACK	Pain Management	UK
LIQUIDS - ALL IN ONE SOLUTION	PARACETAMOL, GUAIFENESIN, PHENYLEPHRINE	Cough and Cold	UK
APAP ER	ACETAMINOPHEN EXTENDED RELEASE 650MG	Pain management	US
CETRIZINE TABLETS	CETRIZINE 5MG, 10MG	Anti Allergy	US
FLUOXITINE CAPSULES	FLUOXITINE 10MG, 20MG, 40MG	Central Nervous System(CNS)	US
FAMOTIDINE TABLETS	FAMOTIDINE TABLETS USP, 10 MG and 20 MG	Gastrointestinal	US
ACETAMINOPHEN AND	ACETAMINOPHEN AND IBUPROFEN TABLETS, 250 mg/125 mg	Pain Management	US
IBUPROFEN TABLETS			
FLUOXETINE ORAL SOLUTION	FLUOXETINE 20MG/5ML ORAL SOLUTION	Central Nervous System(CNS)	UK
PREGABALIN CAPSULES	PREGABALIN CAPSULES, 25 MG, 50 MG, 75 MG, 100 MG, 150 MG,	Central Nervous System(CNS	US
	200 MG, 225 MG, and 300 MG.	<u> </u>	
CYANOCOBALAMIN TABLETS	CYANOCOBALAMIN 50MG FILM COATED TABLETS	Vitamin	UK
ESOMEPRAZOLE MAGNESIUM	ESOMEPRAZOLE MAGNESIUM DELAYED-RELEASE CAPSULES USP,	Digestive	US
CAPSULES	20 MG (OTC).		
GUAIFENESIN TABLETS	GUAIFENESIN EXTENDED-RELEASE TABLETS (OTC)	Cough and Cold	US



R&D Capabilities

R&D (₹ Cr.) and R&D % to sales

Expected to increase to ~4-5 % over the next few years



R&D Centers





Continued focus on R&D investments leading to a robust pipeline of new developed & pipeline products



Plans to enhance portfolio with addition of 12-13 products every year



Focus is on developing soft gels and different delivery system like extended release, liquid, OTC products and ointments

R&D Centres 50 + Scientists 70 + Products in Pipeline

Approved ANDAs/MAs



Investment Rationale



Follows calibrated inorganic growth approach: Marksans
Pharma has a proven record of successful and capital-efficient acquisitions and creating a unique forward-integrated model in key regions



Funding through strategic investors and promoters:
Orbimed and Promoters fund infusion has provided significant strength for organic and inorganic opportunities.



Headroom for Significant Multiple Expansion



Focused on Balance Sheet disciplined growth: net debt negative balance sheet for last five years.



Teva Pharma's acquired manufacturing unit will be a backbone to achieve the desired topline growth



Strong capabilities and experience to capture a significant part of the multibillion-dollar OTC opportunity



Preferred Store Brand Partner for Traditional Retailers



Significant Balance Sheet strength (over Rs 688 cr. as of 31st December 2023)



Backward Integration will be a backbone to achieve the desired goal of Margin Expansion

ESG



Healthcare Infrastructure	Construction of New Building for Government Aided Sai Nursing Institute	
Free Food To Needed People	Joined hands with NGO's to serving meals, ration, grocery kits for migrant families in villages in Goa	
Promoting Healthcare	Medical treatment to under privileged society suffering from cancer and other blood disorders in Maharashtra	
Overall Wellbeing Of Women And Children	Women and children development, professionalizing Anganwadis and national nutrition mission in Goa with Ministry of Health, Government of Goa	
Promoting Education	Donations towards construction of new school building to Chetna Charitable trust, Goa	
Oxygen Concentrator	Tree plantation in Verna Industrial Estate, Goa	
Women And Child Development	Provided Sanitary Pads to poor women under the "MY PAD, MY RIGHT" program, an initiative of Swatch Bharat scheme of Beti Bachao scheme of the Govt of India	
Development in Farming	Donations towards Constituency Farming sector through medical, equipments and teaching	



Thank you

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