



Marksans Pharma Ltd.

For Immediate release

Marksans Pharma signs agreement to acquire 100% stake in Dubai-based Access Healthcare for Medical Products L.L.C

Mumbai, April 25, 2022 – Marksans Pharma Limited (NSE: MARKSANS; BSE Code: 524404), one of the fastest growing pharmaceutical companies in India, today signed a share purchase agreement to acquire a 100% stake in Access Healthcare for Medical Products L.L.C, a Dubai-based front-marketing and promotion company. This transaction was approved by the Board of Directors of Marksans Pharma on April 23, 2022.

Access Healthcare for Medical Products (Access Healthcare) provides pharmaceutical companies innovative marketing and sales solutions in the MENA (Middle East & North Africa) region. The Company supplies these products in the UAE and other neighboring countries. In the UAE market, the company supplies products through the Dubai Health Authority (DHA). It has market authorizations by the UAE regulatory authorities for various products. For the year ended December 2021, Access Healthcare for Medical Products posted revenues of AED 12 Mn (INR 250 Mn) and a profit after tax of AED 4.5 Mn (INR 94 Mn). The company has no debt on its books.

Commenting on the transaction, Mark Saldanha, Promoter & Managing Director of Marksans Pharma said *"We are delighted to welcome Access Health to the Marksans family. Gaining access to key global markets is one of our strategic pillars to enhance shareholder value. Access Health brings deep knowledge of the Middle East and North African (MENA) region, an experienced sales and marketing team, a strong network of distributors and regulatory expertise. This acquisition strengthens our presence and market-access in the region. We remain committed to our goal of reaching Rs 2,000 crores in revenues, improving our margins over the next couple of years and delivering superior returns for our shareholders".*

This deal will enable Marksans to use the front-end sales and marketing infrastructure of Access Healthcare for marketing its products manufactured in the India, UK, and USA regions. It will bolster Marksans' presence in the Middle East and North African regions by leveraging Access Health's knowledge of local business cultures and access to a network of partners and distributors in those regions.

The shareholders of Access Healthcare will receive a cash consideration of AED 13 Mn (INR 271 Mn) on closure of the transaction, which is subject to regulatory approvals. The transaction will be funded from internal accruals.



About Marksans Pharma Limited

Marksans Pharma Limited, 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 also markets these products globally. For more details, visit <http://marksanspharma.com/>

About Access Healthcare for Medical Products L.L.C

Access Healthcare for Medical Products L.L.C, headquartered at Dubai, UAE is a healthcare, pharmaceutical and cosmetic marketing, and promotion company, with a vision to be the partner of choice for multinational pharmaceutical companies expanding into the Middle East & North Africa (MENA) region. The company is fueled by leading former executives from some of the largest multinational pharmaceutical & healthcare companies in the world, with more than 100 years of combined experience. Their expertise is based on an in-depth knowledge of the pharmaceutical market and strong relationships with key decision makers. For more details, visit <https://www.accesshealthcareme.com/>

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Safe Harbor

Certain statements in this release 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; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations, including health care reforms. The company undertakes no duty to update forward-looking statements except as required by applicable law.

