



Marksans Pharma Ltd.

NEWS RELEASE

29th May 2019, Mumbai - India

Marksans Pharma Limited has reported today its Financial Performance for the FY 19 and for the Q4 FY19


Performance Highlights- Consolidated (FY 19)

- Consolidated Revenue Crossed 1000 crores(100% Formulations,94% from Regulated Markets)
- PBT at Rs.104.30 crores
- EBITDA at Rs.136.76 Crores
- EBITDA margin increased by 418 basis points during the year.
- Profit after Tax was Rs.80.44 crores for the year as compared to Rs.35.80 crores during previous year ,registering growth of **124.68%**
- EBITDA was Rs.136.77 crores for the period as compared to Rs.86.86 crores during previous year, registering growth of **57.46%**
- Consolidated EBITDA margin increased by **418** basis points from 9.43% to 13.61% during the year.
- Consolidated Revenue at Rs.1004.69 crores for the year as compared to Rs.921.17 crores during previous period, registering growth of 9.07%.
- Gross Margin improved from 42.68% during FY18 to 50.20% in FY19.

Consolidated Financial Overview

Rs. in crores			
Particulars	FY 19	FY 18	Growth %
Revenue	1004.69	921.17	9.07%
EBITDA	136.77	86.86	57.46%
EBITDA margin	13.61%	9.43%	44.37%
PAT	80.44	35.80	124.68%
PAT margin	7.57%	4.33%	74.83%

CIN : L24110MH1992PLC066364


www.marksanspharma.com

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Q4 FY19 – Consolidated

- Consolidated Revenue was at Rs.257.14 Crore as compared to Rs.199.31 crores during previous year same period.
- EBITDA for the quarter was at Rs.25.38 crores as compared to Rs.3.98 crores during previous year same period.
- Net Profit After Tax for the quarter was at Rs.9.85 Crores, as compared to loss of Rs.6.48 crores during previous year same period.

Balance Sheet Trends

Rs. in crores

Particulars	FY 17	FY 18	FY 19
Net Worth	433.43	470.86	542.48
Capital Employed	455.75	497.51	571.08
Gross Block	456.49	495.35	506.26
Long Term Loans	NIL	NIL	NIL
Short Term Borrowings	109.71	117.41	99.91
Cash & Bank Balance	25.16	39.88	33.54
Net Debt	84.55	77.54	66.37
Net Debt to EBITDA(times)	1.63	0.89	0.49
ROCE	11.36%	17.46%	23.95%
Asset Turnover	2.14	2.38	2.59
Net Debt to Equity(times)	0.19	0.16	0.12
ROE %	1.87%	9.08%	14.76%
WC Cycle	88.55 days	85.53 days	108.60 days

Business Updates FY 19

Revenue by Market

INR in crores				
Twelve Months - FY19				
	FY19	FY18	Growth %	Mix %
Europe, UK – Formulations	413.01	415.16	-0.52%	41.10%
US & North America – Formulations	411.49	371.50	10.76%	40.96%
Australia & NZ – Formulations	119.93	99.07	21.05%	11.94%
Rest of World(ROW)	60.27	35.44	70.03%	6.00%
Consolidated Revenue from operations	1004.69	921.17	9.07%	100.00%

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Business Highlights

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- Europe, UK Formulation business revenue was at Rs.413.01 crores as compared to Rs.415.16 crores achieved during previous year. Bells & sons has achieved revenue of GBP 22.12 Millions (FY18-GBP 18.02 Millions). Relonchem Ltd. has achieved revenue of GBP 23.82 Millions (FY18-GBP24.09 Millions)
- US & North America Formulation business reported revenue of Rs.411.49 crores as against revenue of Rs.371.50 crores achieved during last year, registering growth of 10.76%. Time Cap Labs Inc has achieved revenue of USD 57.91 Millions (FY 18-USD 52.48 Millions)
- Australia & NZ Formulation business revenue was at Rs. 119.93 crores as compared Rs.99.07 crores achieved during previous year. Nova Pharmaceuticals has achieved revenue of AUD 20.17 Millions(Previous year AUD 17.06 Millions).
- Rest of World Formulation business was Rs.60.27 crores as compared to Rs.35.44 crores achieved during last year , registering growth of 70.03%.(ROW includes markets of South East Asia,MENA,Russian Federation & Africa)

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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