



Marksans Pharma Ltd.

NEWS RELEASE

30th May 2018, Mumbai – India

Marksans Pharma Limited today announced its results for the fourth quarter & year ended March 31,2018.

Performance Highlights- Consolidated.

Marksans Consolidated Revenue from operations at Rs.913.05 crores in 2017-18, witnessed a growth of 17.94% YOY

- EBITDA was Rs 86.85 crores for the year as compared to Rs.51.76 crores for the last year, YOY increase of 67.78% .
- Profit before Tax was Rs.49.80 crores for the year as compared to Rs.14.90 crores for the last year, YOY increase of 234.26%.

Management Discussion and Analysis for the F.Y. 2017-18

Revenue Figures – Consolidated

	INR in crores			
	Twelve months ended 31 st March			
	F.Y. 17-18	F.Y. 16-17	Growth %	Mix % FY 17-18
US & North America – Formulations	371.50	349.43	6.32%	40.69%
Europe, UK – Formulations	415.16	286.18	45.07%	45.47%
Australia & NZ – Formulations	99.07	105.60	-6.18%	10.85%
Rest of World(ROW)	27.32	32.98	-17.14%	2.99%
Consolidated Revenue from Operations	913.05	774.18	17.94%	100.00%

Business Highlights

- US & North America Formulation business reported growth of 6.32% to Rs. 371.50 crores from Rs. 349.43 crores during previous year same period.
- Europe, UK Formulation business grew by 45.07% to Rs. 415.16 crores from Rs. 286.18 crores during previous year same period.
- Australia & NZ Formulation business achieved revenue of Rs. 99.07 crores during the year.

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www.marksanspharma.com



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- Rest of World Formulation business was Rs. 27.32 crores. Almost 97% 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 2017-18.

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 like US FDA, UK MHRA & TGA Australia. The company's robust product portfolio spreads over major therapeutic segments of CVS, CNS, Anti-diabetic, Pain Management, Gastroenterologicals, Cough & cold and Anti-allergies. The company is marketing these products globally.

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