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# Investor Presentation

Q4 & FY21 | 31st May 2021

**BSE: 524404 | NSE: MARKSANS | ISIN: INE750C01026**

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# 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; 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 reform. The company undertakes no duty to update forward-looking statements except as required by applicable law.

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# Management Commentary

**“I am pleased to share that our all-round growth of 21.3% in FY21 was on the back of increasing wallet share with existing customers, addition of new logos and new product launches. Our investments in the US business is bearing fruit with EBITDA margin expansion to 24.7% brought about by operating leverage as well as an optimised product mix. We will continue to invest in our businesses to make ourselves future ready while remaining cautiously optimistic of continuing the growth traction in coming quarters.”**

**Mark Saldanha**  
MANAGING DIRECTOR AND CEO



1,376.2

+ 21.3 %  
(YoY)

FY21 Revenue (₹ cr.)



339.6

+ 76.6 %  
(YoY)

FY21 EBITDA (₹ cr.)



238.5

+ 97.5 %  
(YoY)

FY21 PAT (₹ cr.)



212.3

(Mar'21)  
Cash (₹ cr.)

# Q4 & FY21 Highlights

# Financial Highlights

## Q4FY21

- Operating Revenue was ₹ 330.2 cr. as compared to ₹ 335.3 Cr. in Q4 FY20 due to deferment of certain sales in lockdown to next quarter
- EBITDA was ₹ 95.4 cr.; Y-o-Y growth of 37.8%
- EBITDA Margin stood at 28.9% for Q4FY21 as against 20.6% in Q4FY20
- PAT stood at ₹ 79.5 cr., Y-o-Y growth of 86.0%

## FY21

- Operating Revenue increased by 21.3% to ₹ 1,376.2 cr. due to greater market depth in existing products coupled with new launches
- EBITDA increased by 76.6% to ₹ 339.6 cr.
- EBITDA Margin increased stood at 24.7% for FY21 as against 17.0% in FY20 due to improved product mix and increased operating leverage
- PAT stood at ₹ 238.5 cr., Y-o-Y growth of 97.5%
- Generated Cash from Operations and Free Cash Flow of ₹ 178.7 crores and ₹ 132.3 crores respectively

# Business Highlights- FY21

- Continuing its expansion strategy in existing markets, Marksans launched 5 new products in UK / Europe markets
- Capacity expansion at US facility completed with addition of packaging and manufacturing lines
- Product Pipeline:
  - Plan to file 12 ANDAs in US, >20 MA's in UK/ Australia
  - Plan to file 7 DMFs over next 2 years for API business
  - Plan to launch 3-4 products in FY22 in US
  - ANDA / MA acquisition to continue in US & EU for shorter time to market
- Marksans plans to incur capex of ₹ 200.0 Cr. over 2 years for both formulations and APIs
- Working Capital cycle increase on account of additional inventory to avoid any non-fulfilment of sales in the lockdown and also new product launches
- Board instituted Dividend Policy:
  - 10-25% of consolidated free cashflow to be distributed as Dividend
  - Higher payout in special circumstances
  - Balance between resource conservation & shareholder reward

# Financial Highlights – Profit and Loss Statement

Particulars (₹ cr.)	Q4FY21	Q3FY21	Q4FY20	YoY	FY21	FY20	YoY
<b>Operating Revenue</b>	<b>330.2<sup>&amp;</sup></b>	<b>358.4</b>	<b>335.3</b>	<b>-1.5%<sup>&amp;</sup></b>	<b>1,376.2</b>	<b>1,134.2</b>	<b>21.3%</b>
Gross Profit	203.5	216.9	187.5	8.5%	781.1	566.4	37.9%
<i>Gross Profit Margin %</i>	<i>61.6%</i>	<i>60.5%</i>	<i>55.9%</i>	<i>570 bps</i>	<i>56.8%</i>	<i>49.9%</i>	<i>690 bps</i>
<b>EBITDA</b>	<b>95.4</b>	<b>91.1</b>	<b>69.2</b>	<b>37.8%</b>	<b>339.6</b>	<b>192.3</b>	<b>76.6%</b>
<i>EBITDA Margin %</i>	<i>28.9%</i>	<i>25.4%</i>	<i>20.6%</i>	<i>830 bps</i>	<i>24.7%</i>	<i>17.0%</i>	<i>770 bps</i>
Finance Costs	2.8	1.7	2.0	39.0%	8.0	8.7	-8.7%
Depreciation & Amortization	1.3	8.6	9.6	-86.2%	36.2	26.7	35.6%
Other Income	6.0	-3.2	0.0	NA	6.7	0.3	1940.9%
<b>Profit before tax</b>	<b>97.2</b>	<b>77.6</b>	<b>57.6</b>	<b>68.9%</b>	<b>302.2</b>	<b>157.2</b>	<b>92.2%</b>
Taxes	17.7	18.7	14.8	19.6%	63.6	36.4	74.7%
<b>Net Profit</b>	<b>79.5</b>	<b>58.9</b>	<b>42.7</b>	<b>86.0%</b>	<b>238.5</b>	<b>120.8</b>	<b>97.5%</b>
Net Profit Margin %	23.6%	16.6%	12.7%	1090 bps	17.2%	10.6%	660 bps
<b>Diluted EPS (INR)</b>	<b>1.9</b>	<b>1.4</b>	<b>1.0</b>	<b>92.9%</b>	<b>5.8</b>	<b>2.9</b>	<b>101.5%</b>

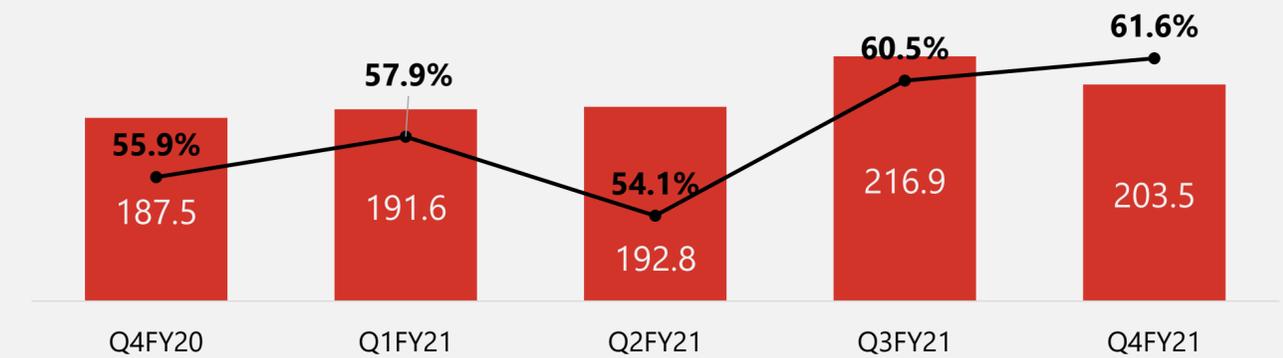
<sup>&</sup> Revenue impact on account of shipment of goods due to lockdown deferred to next quarter

# Consistent Performance over Quarters

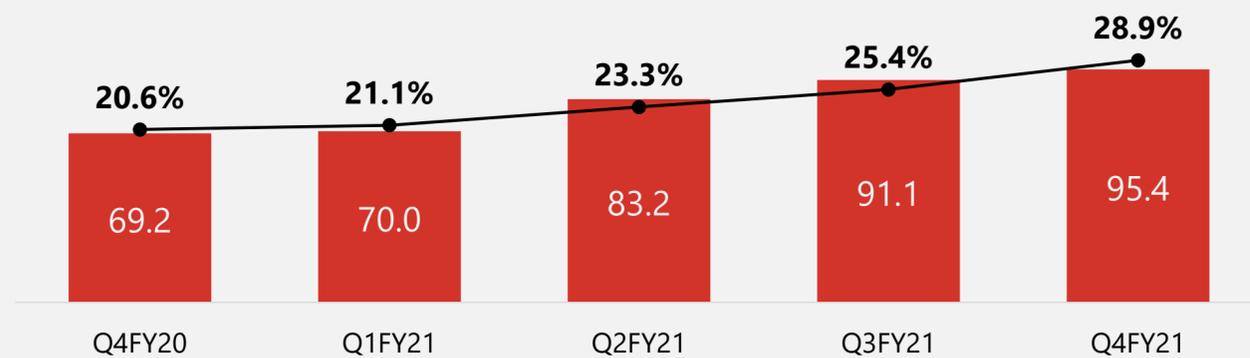
Operating Revenue  
(₹ cr.)



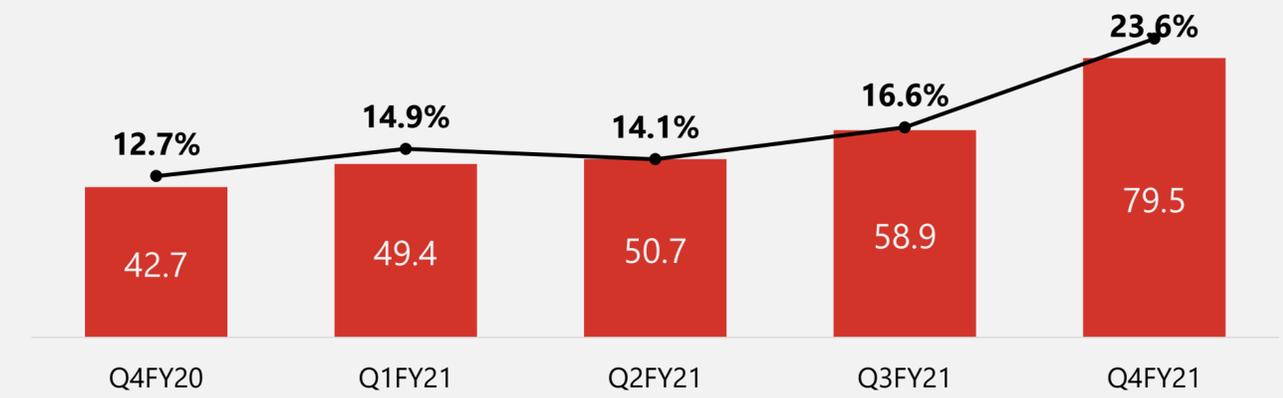
Gross Profit (₹ cr.) & Gross Profit Margin %



EBITDA (₹ cr.) & EBITDA Margin %

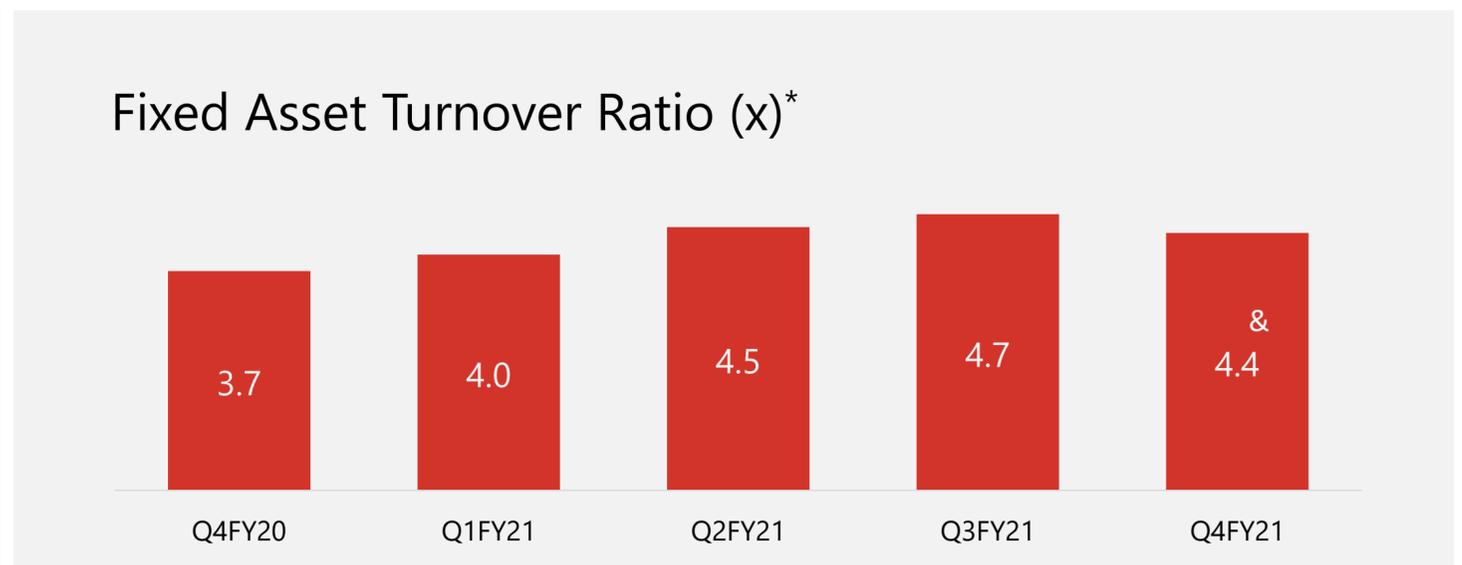
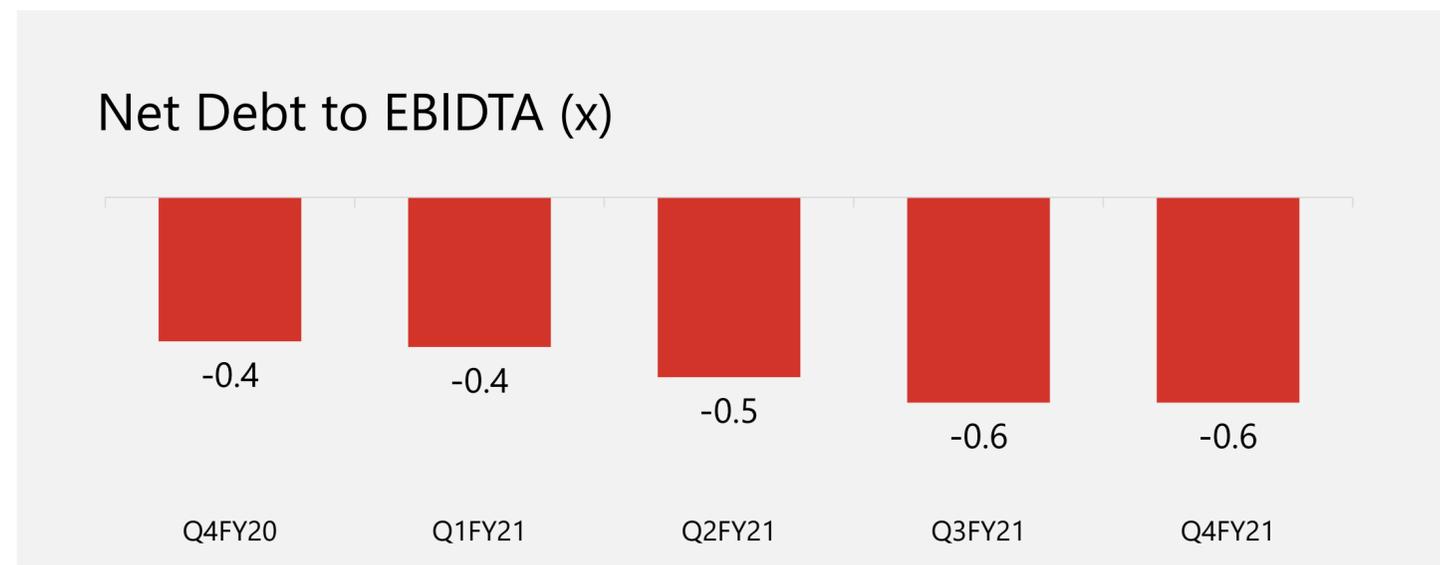
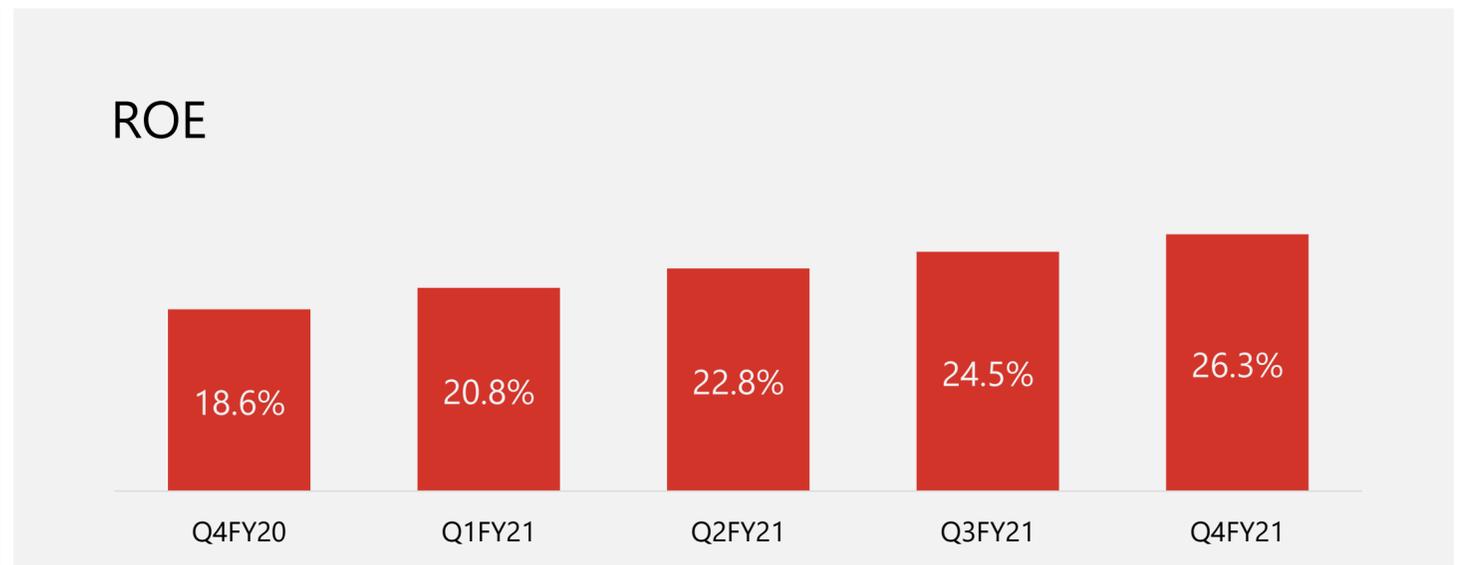
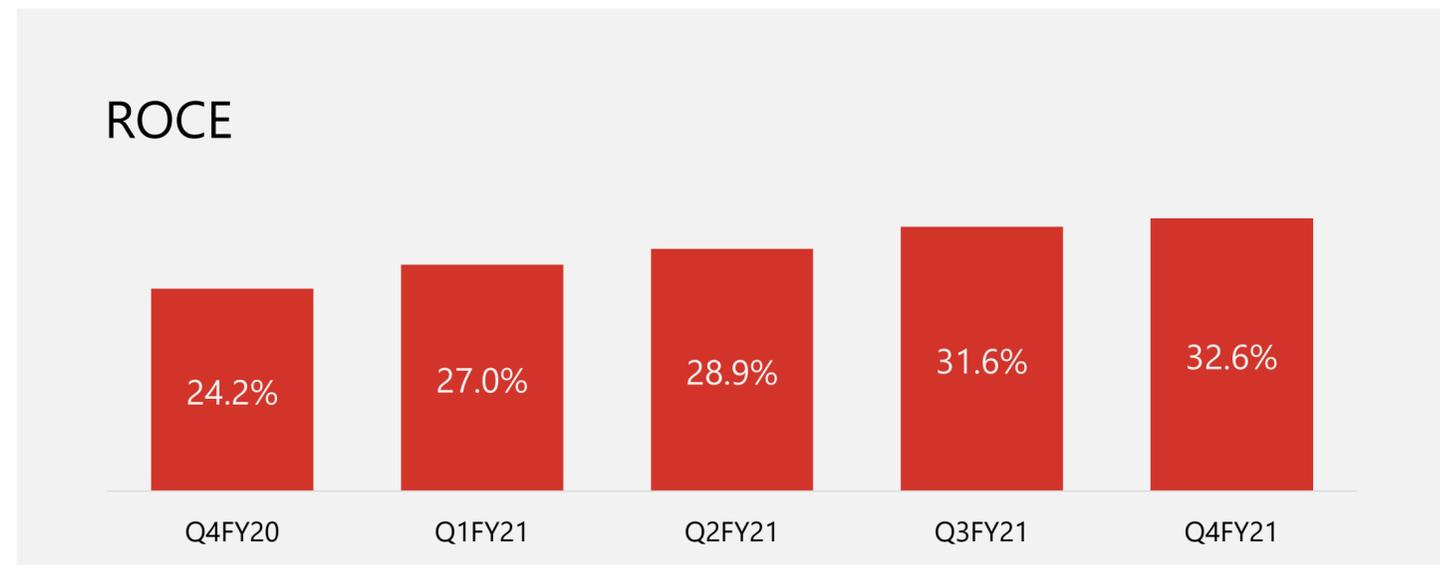


PAT (₹ cr.) & PAT Margin



<sup>&</sup> Revenue impact on account of shipment of goods due to lockdown deferred to next quarter

# Financial Metrics



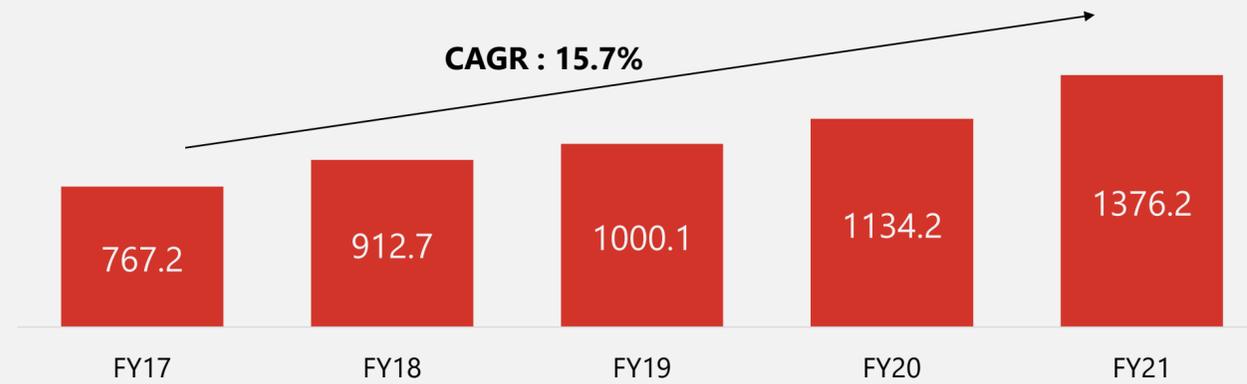
\* Includes Tangible net fixed assets, CWIP and Intangibles

& Revenue impact on account of shipment of goods due to lockdown deferred to next quarter

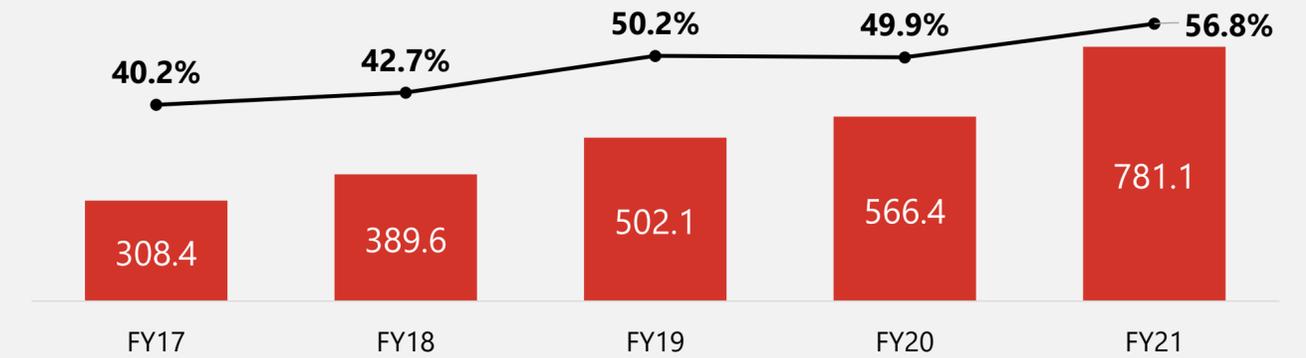
# 5 Year Performance Review

# Financial Highlights

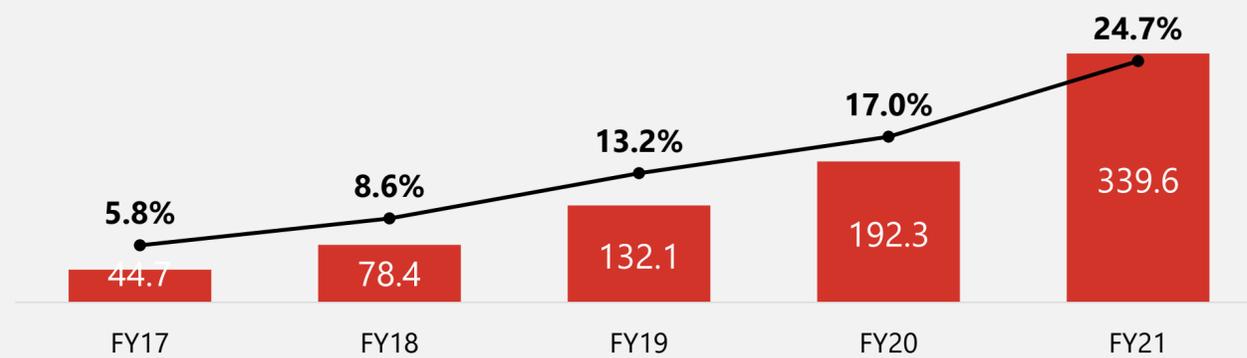
Operating Revenue (₹ cr.)



Gross Profit (₹ cr.) & Gross Profit Margin



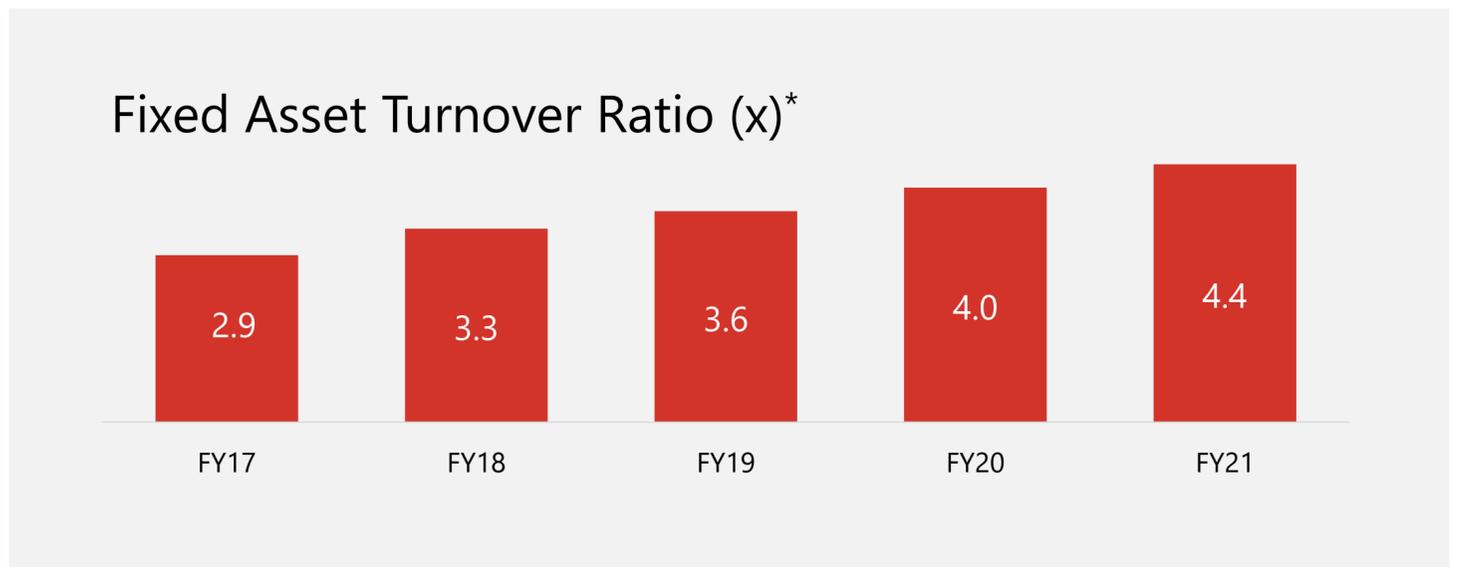
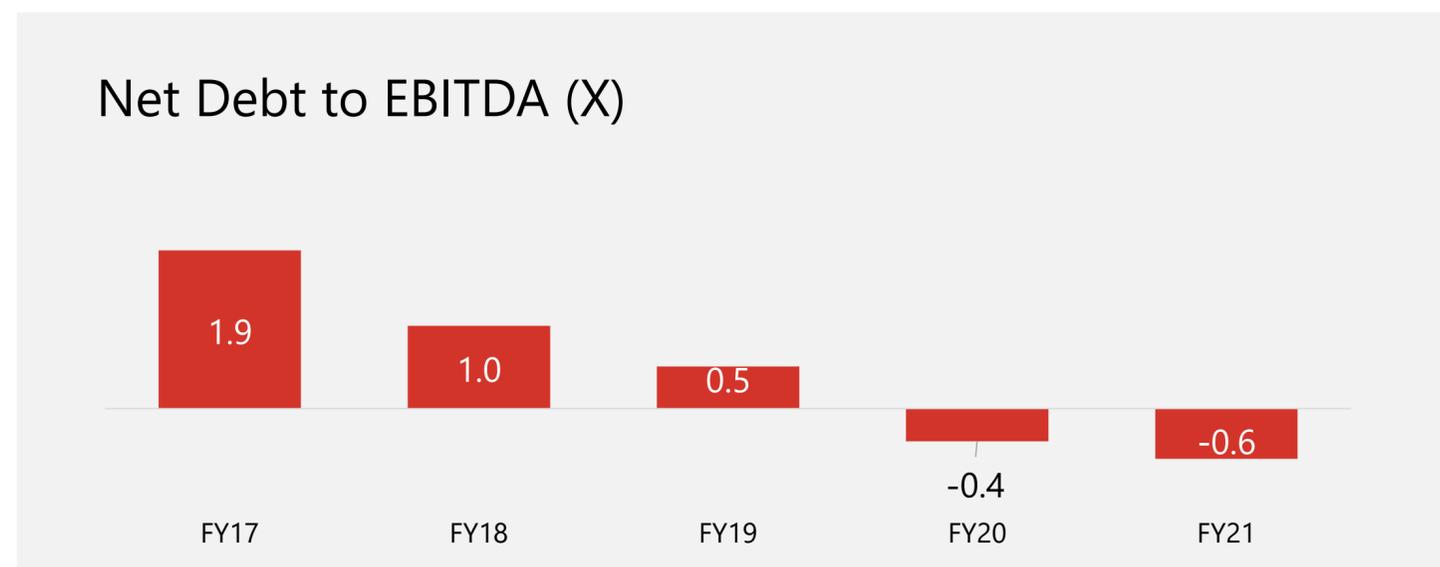
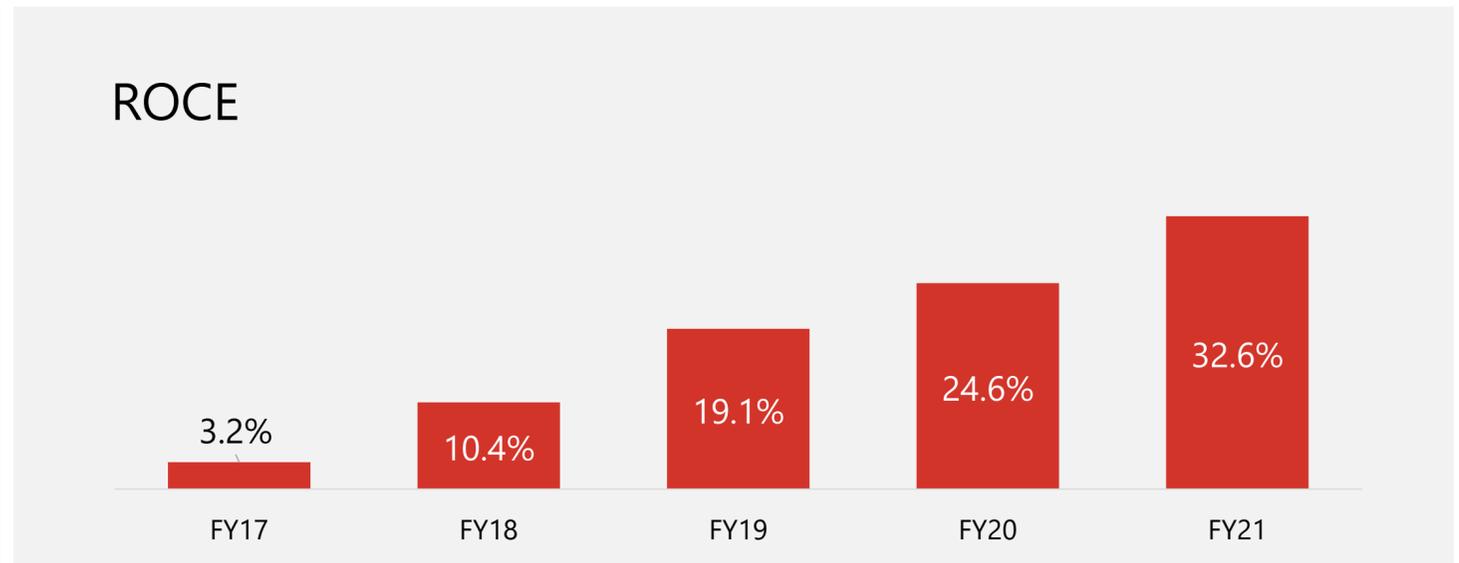
EBITDA (₹ cr.) & EBITDA Margin



PAT (₹ cr.) & PAT Margin



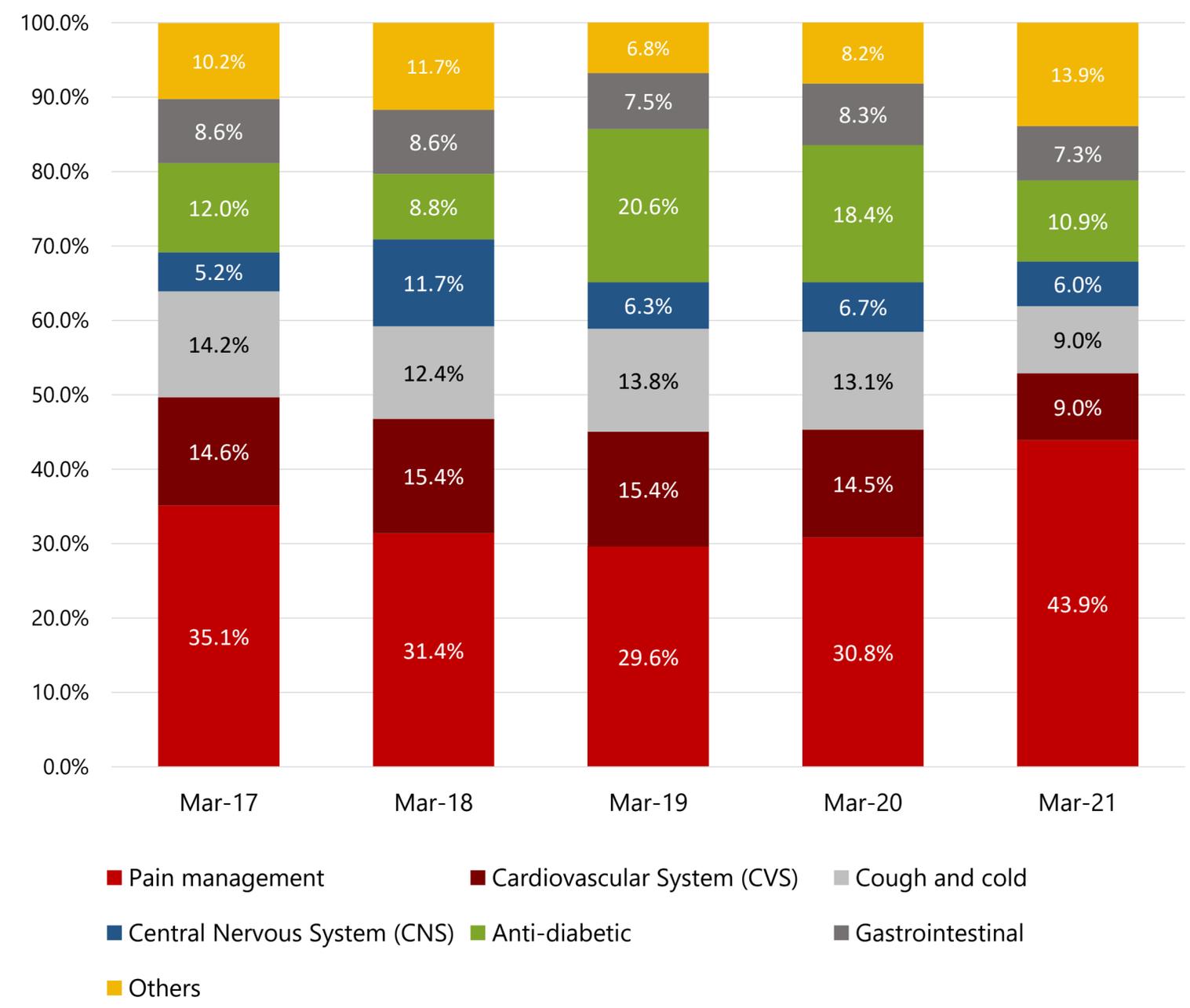
# Financial Ratios



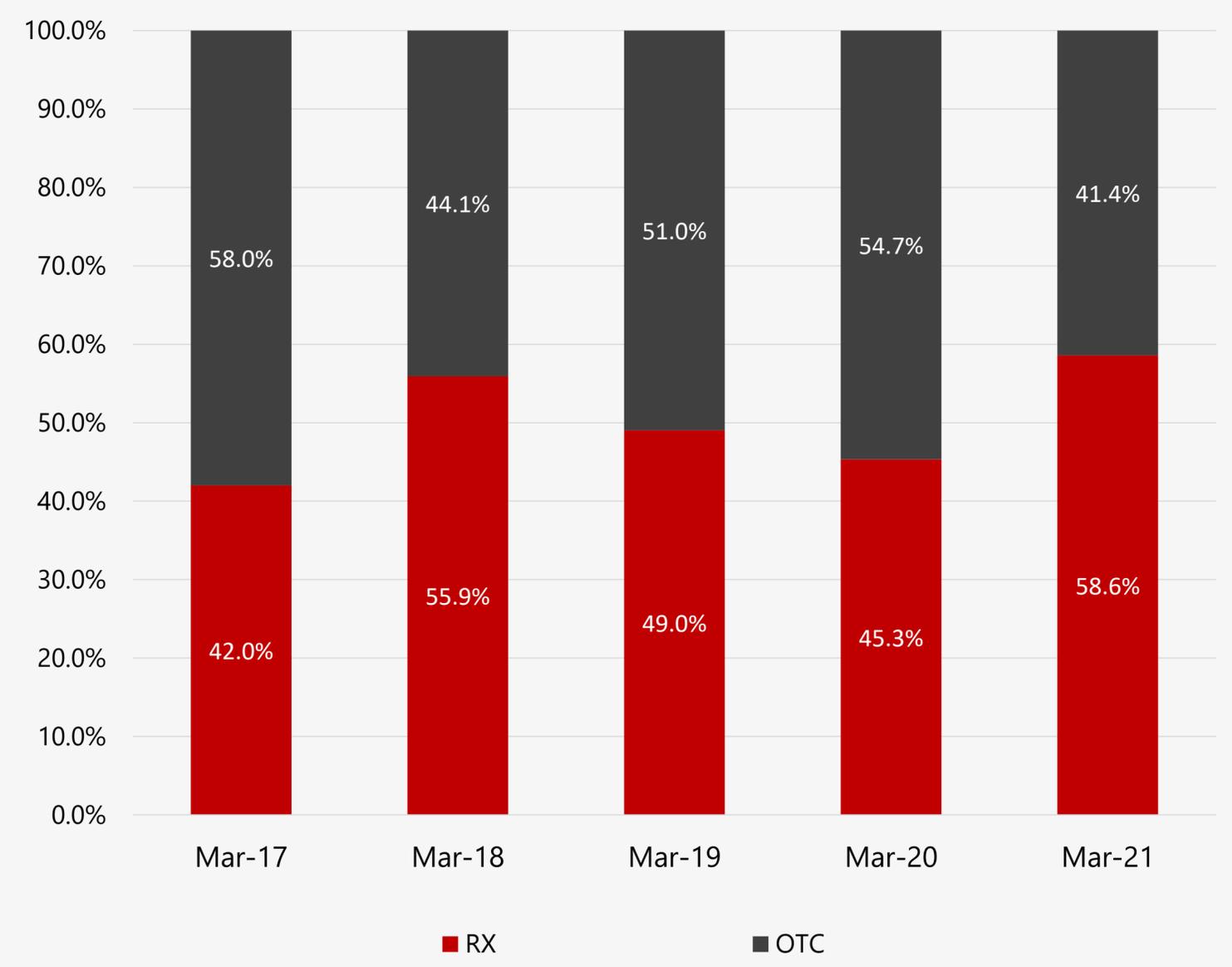
\* Includes Tangible net fixed assets, CWIP and net Intangibles

# Segmental Mix

## Therapeutic Segment-Wise YoY



## Segment Revenue YoY

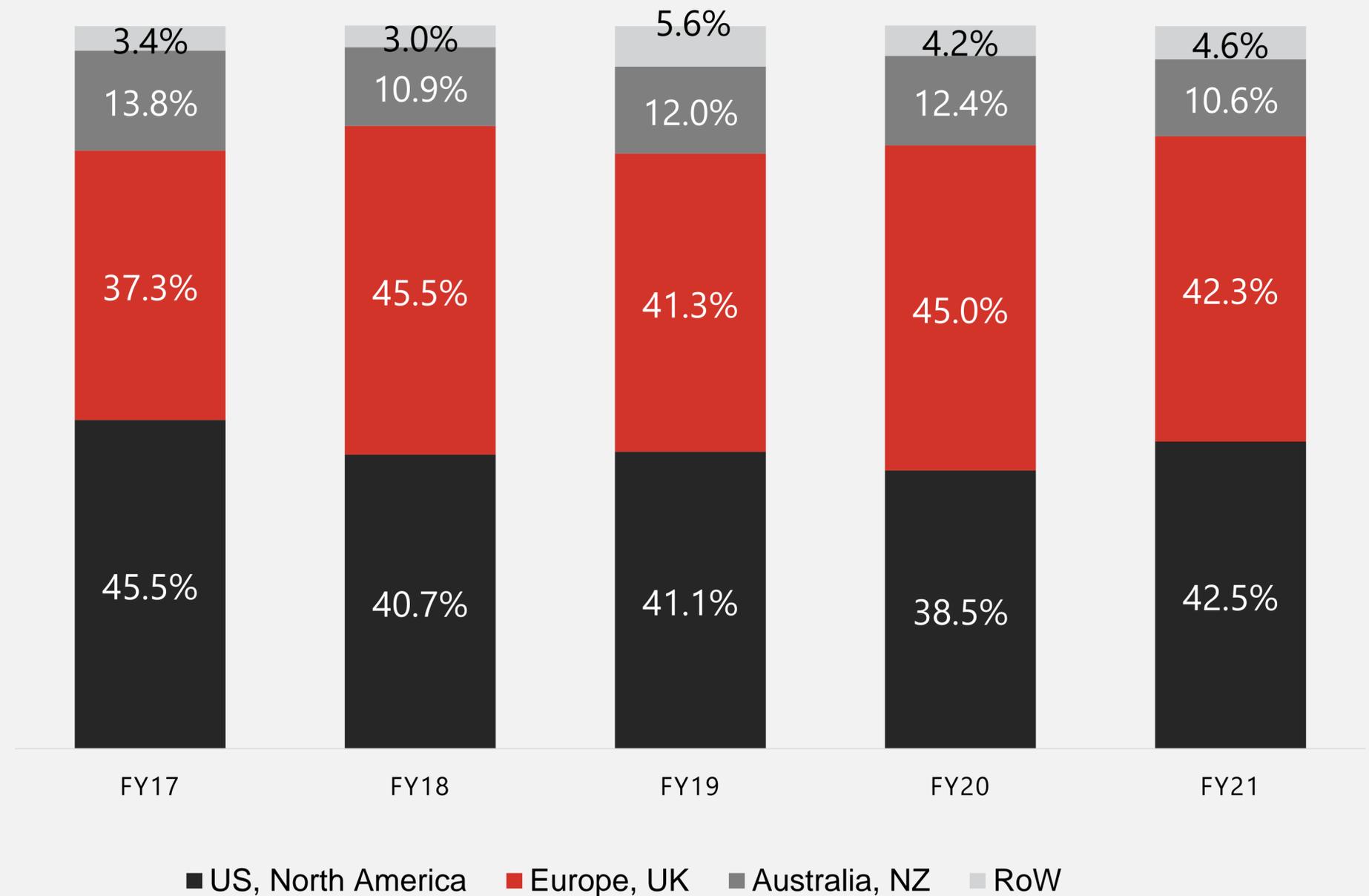


# Global Reach Enables Reduction in Country Risk

Company's business is classified under 4 heads:

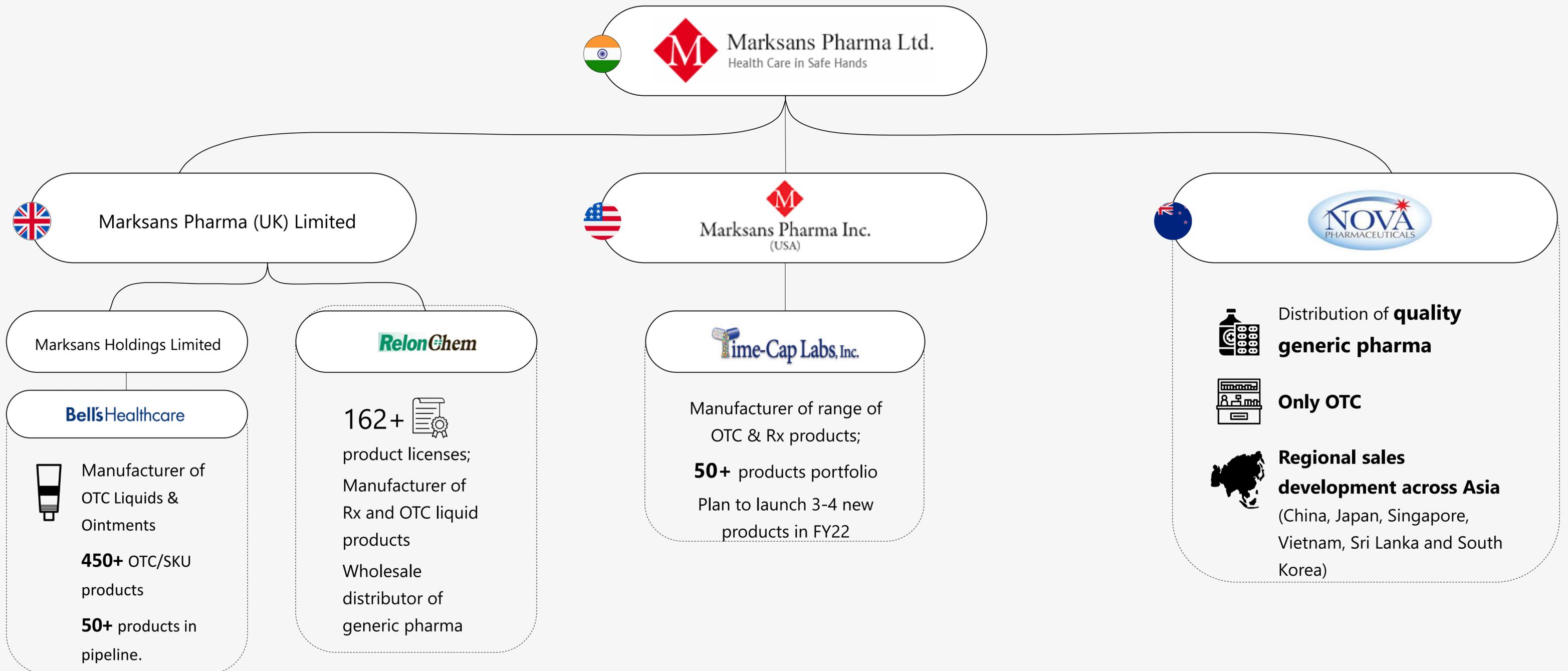
- 1 North America/ US generics
- 2 Europe/UK generics
- 3 Australia and New Zealand
- 4 Rest of the world (RoW) generics (CIS, Middle Eastern, African and South-East Asian countries)

## REVENUE MIX



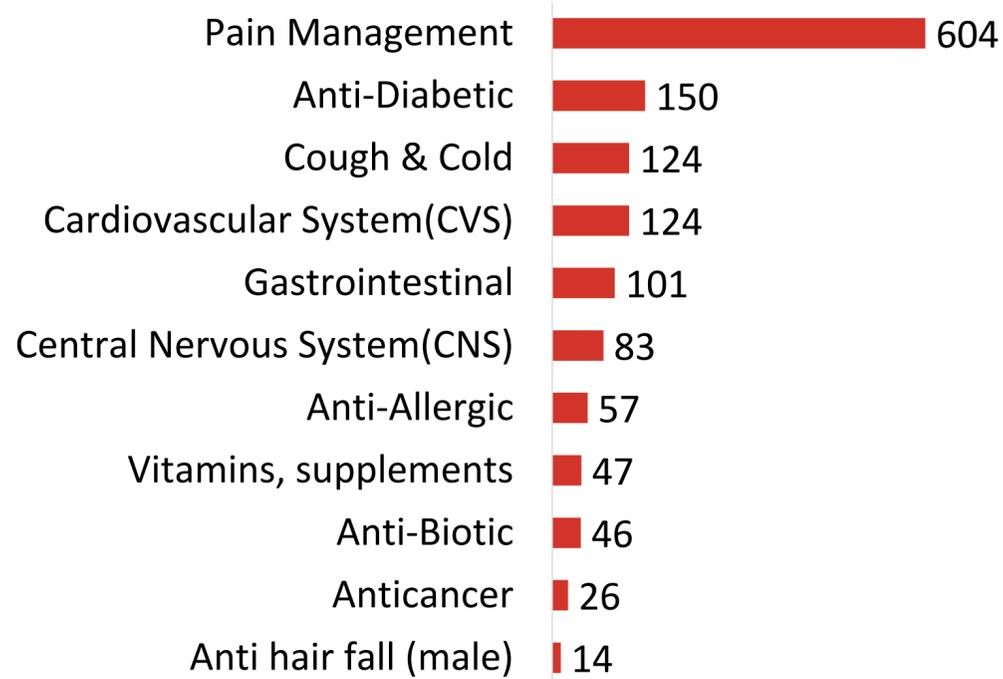
# Company Overview

# Company Structure - Parents & Subsidiary

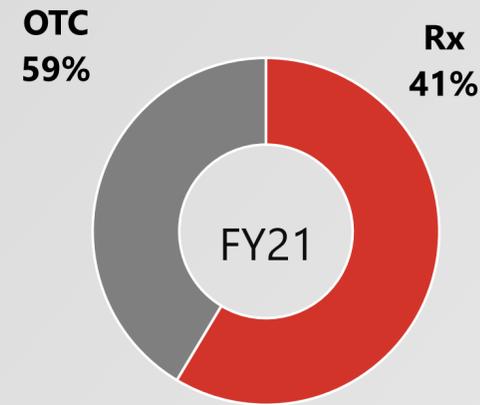


# Business Overview

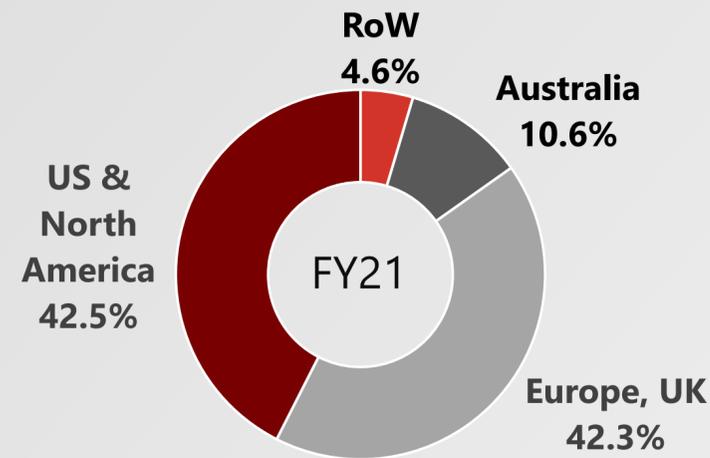
## Product Portfolio FY21 (₹ Cr.)



### REVENUE MIX -



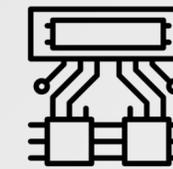
### GEOGRAPHIC MIX -



### BUSINESS MODEL -

**~95%**

of revenues comes from regulated markets



**Forward-integrated** business model



Presence in niche **softgel segment**

### BUSINESS DESCRIPTION -

- ✓ Marksans Pharma Ltd., headquartered at Mumbai, is engaged in **Research, Manufacturing & Marketing of generic pharmaceutical formulations**
- ✓ Key focus areas lie in **OTC & prescription (Rx) drugs**
- ✓ Company manufactures **tablets** (plain, enteric coated and film coated), **hard & soft gelatin capsule, oral liquids and ointments**
- ✓ Its manufacturing facilities are accredited by **USFDA, UKMHRA and Australian TGA**

# Focussed Business Model



## Focus on Regulated Markets

- Marksans commenced business with CRAMS directed at the UK and Australian markets
- Entered the regulated Australian market with the acquisition of Nova in 2005
- Entered the regulated UK market with the acquisition of Bell Sons & Company Ltd. in 2007 and Relonchem Limited in 2008
- Entered the US market in 2011-12 and acquired Time-Cap Laboratories in 2015
- The Company now has a global presence across 25 countries



## Forward Integrated Business Model

- Marksans commenced operations as a formulations manufacturing enterprise
- The Company entered front-end marketing in regulated markets through acquisitions
- The Company was among a few Indian mid-sized companies with frontend marketing capabilities
- The Company invested in a state of- the-art R&D facility, strengthening integration



## Wider Product Basket

- Marksans commenced its journey with products addressing the pain management segment
- The Company focused on high-growth areas impacted by lifestyle disorders
- The Company launched soft gelatin capsules, a niche category
- The Company now offers products across >10 therapeutic segments

# Forward Integrated Business Model



# Strategic Focus on Regulated Markets



## Global Footprint

Marksans Pharma entered into **strategic tie-ups** and **acquired key players** in major markets to expand its global footprint



## Higher Margins

Company can generate higher margins **by eliminating third parties** from the value chain



## 25+ Countries

Currently, the **company markets products in 25+ countries** with the **UK and the US being the largest**



## Expansion to other developed markets

Other prominent markets include **Australia, New Zealand, Canada** and several other European countries



## Regulatory Approvals

These markets are empowered with regulatory approvals which allows the **company to sell its products without restrictions**



## Proprietary Marketing Presence

Marksans is among a handful of Indian players with a proprietary marketing presence **in the world's largest pharma market such as US, UK and Australia**

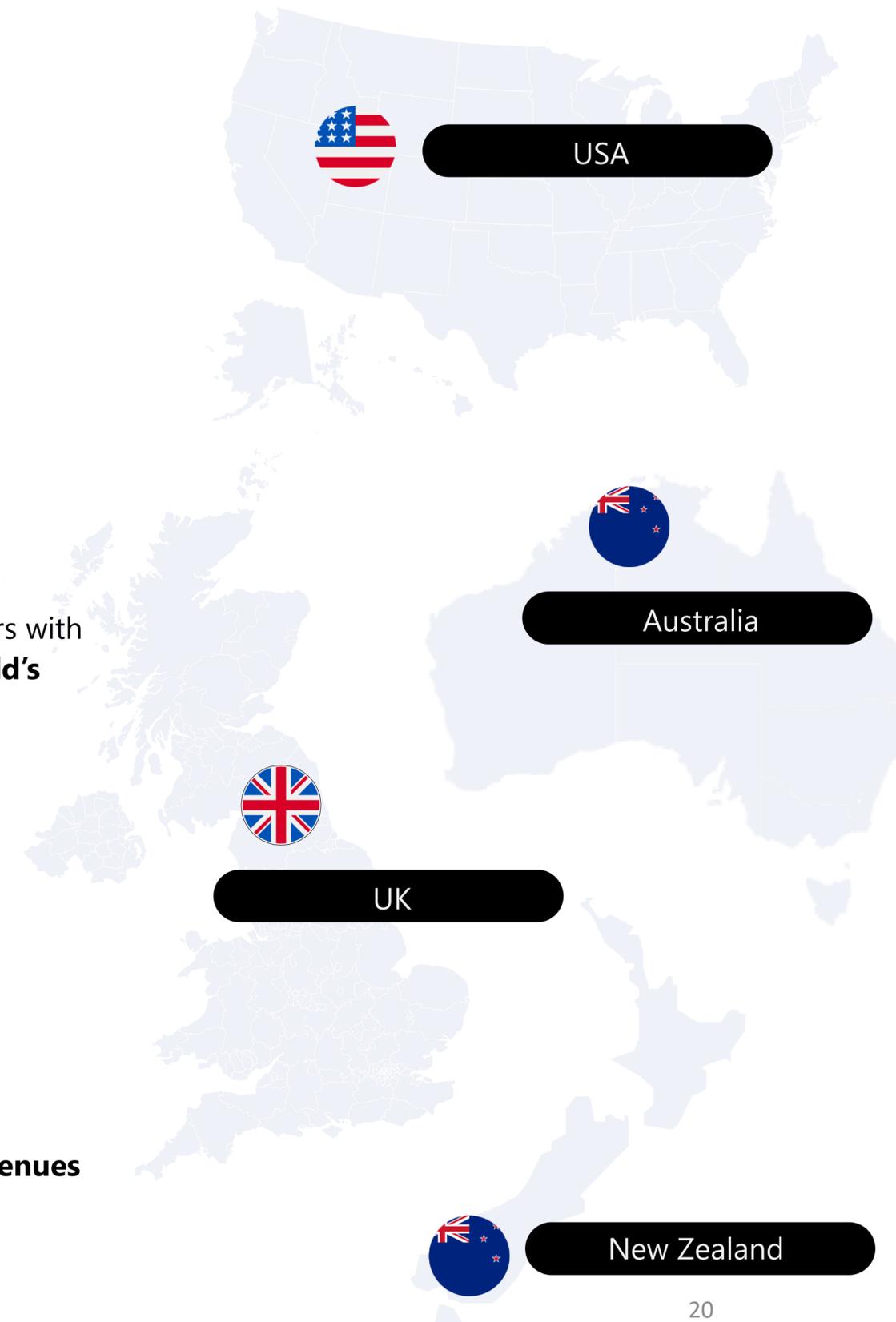


## Expansion in Regulated Markets

The Company expects to expand in the regulated markets **through integrated product development, cGMP compliance, regulatory compliance and utilization of latest technologies**



Marksans Pharma **generates ~95% of its revenues from regulated markets**



# Niche Formulations with few Competitors



## DIFFERENTIATED OFFERINGS

Focused on softgel capsules with a view to build a differentiated set of offerings in the crowded generics market



## LIMITED COMPETITION

Given the challenges in preparing Softgel formulations plus other economic, technical and patent constraints there are not many players in this segment



## HIGH BARRIERS TO ENTRY

High capex requirements and operational costs further restrict entry



## SELECTIVELY TARGETED LARGER MARKETS

Marksans has filed softgel products in all major markets including USA, UK, Europe, Canada, Australia & Russia. Of this, US alone is potentially a USD9 billion market



## NEW APPROVALS

6 new approvals are awaited in US



## MANUFACTURING CAPABILITIES WITH REGULATORY APPROVALS

Marksans' Goa facility has a capacity to turn out 2.4 billion softgel capsules per annum, and has all the necessary approvals by USFDA, UKMHRA, TGA & other key regulatory authorities

# Business & Opportunity by Market Size

# US Business & Opportunity by Market Size

## OVERVIEW OF THE MARKET

The US holds over 30-40% of the global pharmaceutical market. Nominal spend on medicine was **USD 511 billion in 2019**, and is expected to grow at projected **CAGR of 4-5%** over near term, due to favorable government programs and policies.

Marksans' differentiated product offering of Softgel Capsules alone has market potential of USD 9 billion in US

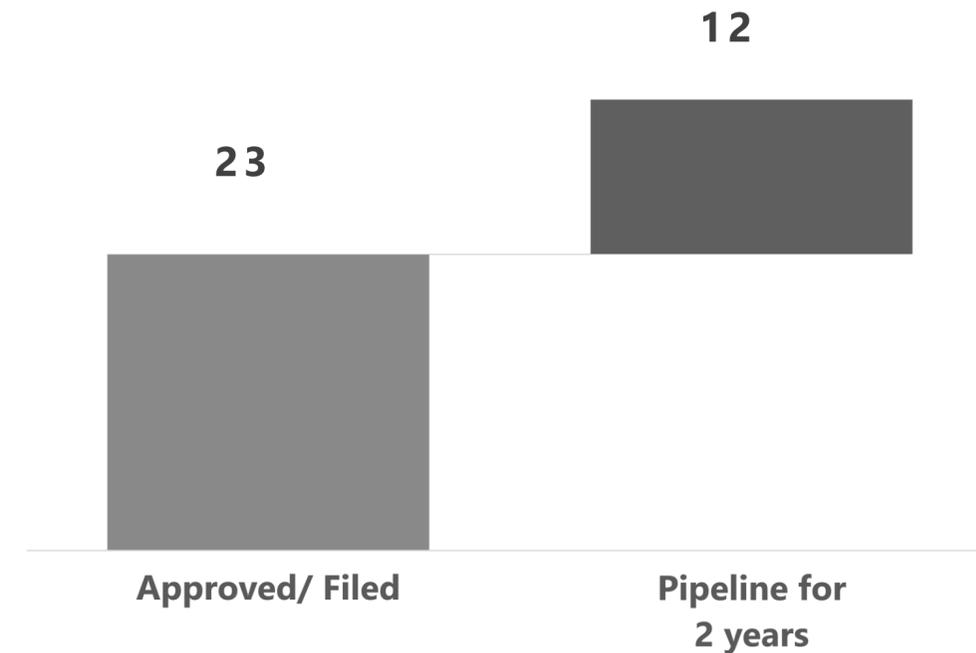
## COMPANY PRESENCE

- In June 2015, **Marksans acquired Time-Cap Labs** which enabled Marksans to expand its offering in US market.
- **50+ products** in various therapy area segments.
- Proprietary marketing presence with **100% integration** of Time-Cap Laboratories.
- **Strong distribution channel** marketing for both OTC and Rx products.

## OUTLOOK

- **Strengthen company's US operations** in the coming years
- **Add 3-4 new products** to its portfolio during the year under review

## ANDA PIPELINE



\*Source: PwC



The United States  
(FY21)



585.5

(₹ Cr.)

Total Revenue



34.2%

Y-o-Y Growth



42.5%

Contribution to Total  
Revenues

# Expansion Strategy for US

## US BUSINESS FY21

- 50+ products in various therapy area segments in both OTC & Rx
- Positioned in the niche soft gel category
- 23 ANDAs filled till date
- Capacity increased by adding more packaging and manufacturing lines

## ORGANIC GROWTH

- Expanding presence in other North American regions
- Increase in ANDA fillings for soft gel dosage
- Partnership with leading retailers
- Exploiting untapped potential of drugs going off patent

## NEW PRODUCTS IN PIPELINE

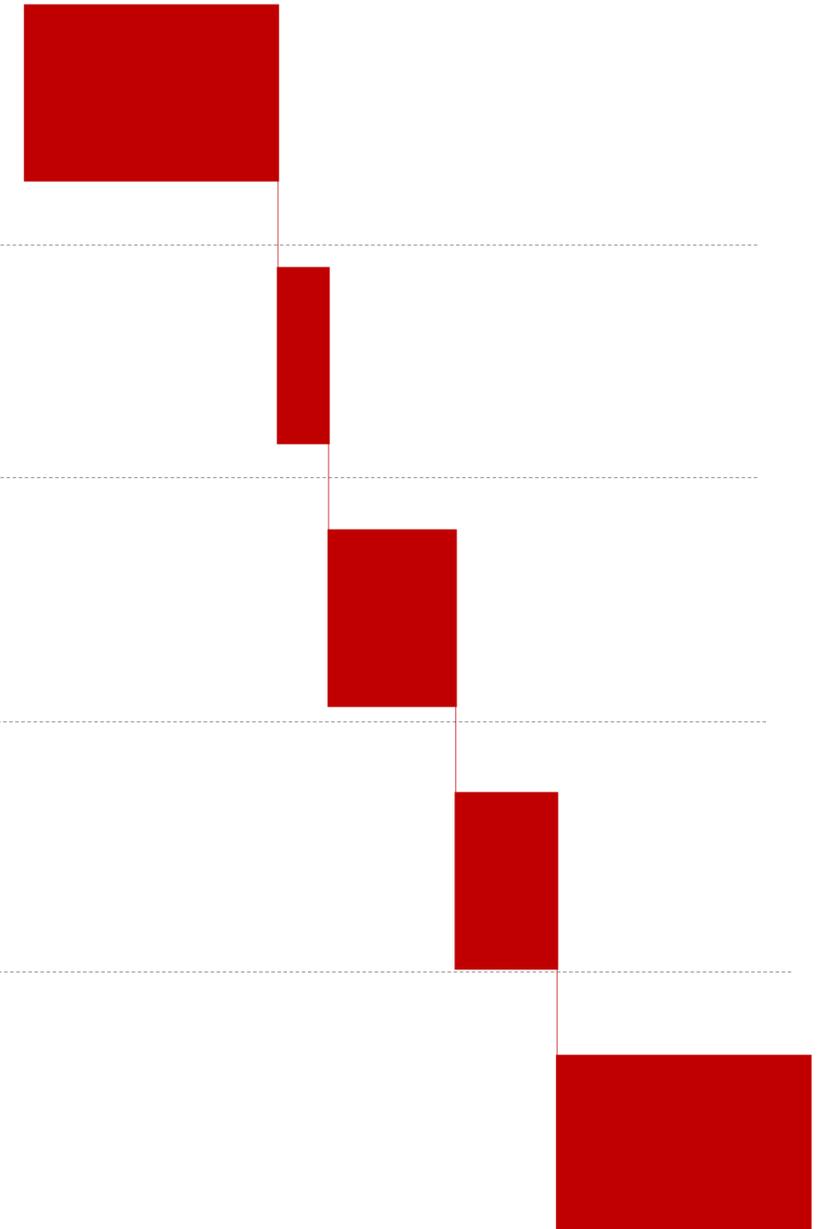
- Plan to file 12 ANDA's
- Plan to launch 3-4 new products in FY22

## INORGANIC GROWTH

- Planning to acquire ANDAs to cut short development time
- Increasing capacity in India and US facility to meet future requirements

## US BUSINESS FY25

- Expected to grow rapidly to achieve a high growth platform in FY25



# UK Business & Opportunity by Market Size

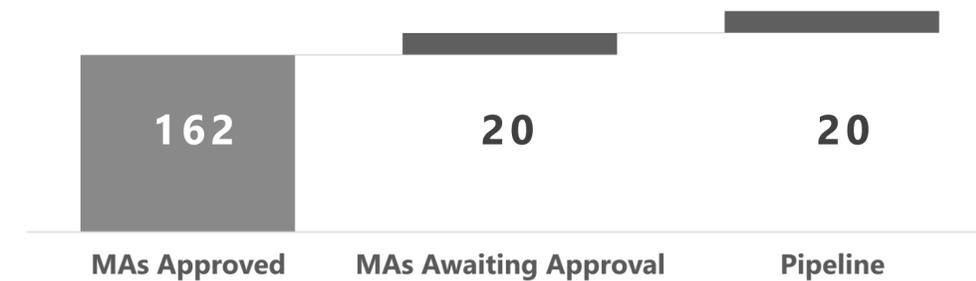
## OVERVIEW OF THE MARKET

The UK & EU pharmaceutical market is estimated to grow from ~USD 468 billion in 2016 to ~USD 585 billion by 2030, at a CAGR of 1.6%, driven primarily by a robust life sciences industry.\*

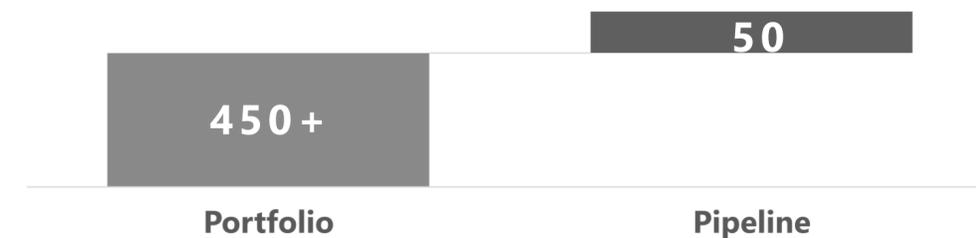
## COMPANY PRESENCE

- One of the top 5 Indian pharma companies in the UK.
- UK business is driven by its two subsidiaries, Relonchem and Bell.
- Bell has a strong OTC portfolio with 450+ OTC/SKU products and 50+ products in pipeline.
- Relonchem's portfolio comprises 162 MA's.

## MARKETING AUTHORISATION PIPELINE (RELONCHEM)



## PRODUCT PIPELINE (BELL)



## OUTLOOK

- Bell has 50+ products in the pipeline in different stages to cater to UK market.
- Relonchem is awaiting approval for ~20 MAs in the UK market.

\* Source: Cefic.org



The UK  
(FY21)



582.0

(₹ Cr.)

Total Revenue



14.1%

Y-o-Y Growth



42.3%

Contribution to Total Revenues

# Expansion Strategy for UK

## UK BUSINESS FY21

- Wide UK customer base and 100% reach within the distribution channel.
- Broad and diversified range of product portfolio with well recognized brands.
- Captured a large share of OTC and generic markets.

## ORGANIC GROWTH

- Working on receiving USFDA approval for Southport facility to commence exports to USA.
- Increase in partnership with major national distributors, pharmacies, retailers and chemist wholesalers.

## NEW PRODUCTS IN PIPELINE

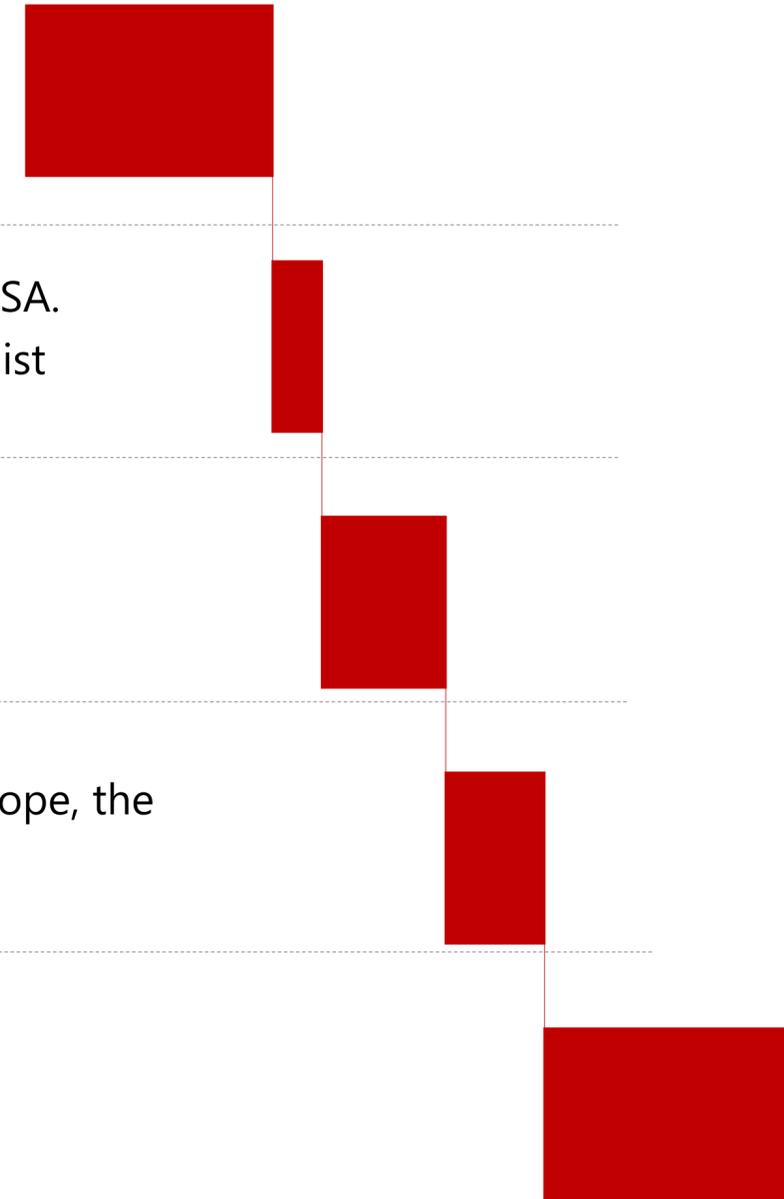
- Developing a range of narcotic & dermatology products
- Investment in manufacturing facility to develop oral liquid solutions
- 20 MA filings planned in next 2 years

## INORGANIC GROWTH

- For rapid expansion into various therapy areas and other markets including UK and Europe, the company plans to acquire product licenses.

## UK BUSINESS FY25

- Sustainable revenue growth
- Consistently delivering on profit margins
- Focus towards Europe, USA and other export destinations
- One of the key OTC product supplier and private label manufacturer in the industry



# Australia Region Business & Opportunity by Market Size

## OVERVIEW OF THE MARKET

Australia's pharmaceutical market is set to rise from **\$30.5 billion in 2018 to US\$ 40.1 billion by 2024** registering a CAGR of 5.1%\*

## COMPANY PRESENCE

- Marksans carries out business operations in Australia and New Zealand through its **subsidiary Nova Pharmaceuticals**.
- Nova is one of the **leading generics and private label suppliers** in Australia.
- **Tie-ups with topmost retailers & pharmacies** in Australia, like Woolworths Ltd., Coles Mayer Ltd., Aldis, Metcash and Fauldings.
- Presence in **key therapeutic areas**.

## OUTLOOK

- Australia and New Zealand will continue to remain focus markets for the Company.
- Increased MA filings planned in next 2 years

\*Source: IBIS 2018



Australia & New Zealand  
(FY21)



146.3

(₹ in Cr.)

Total Revenue



4.0%

Y-o-Y Growth



10.6%

Contribution to Total  
Revenues

# Emerging Market Business & Opportunity by Market Size

## OVERVIEW OF THE MARKET

ROW includes markets of South East Asia, MENA, Russian Federation & Africa

## COMPANY PRESENCE

- Presence in emerging markets such as South East Asia, MENA, LATAM, CIS and Africa
- Targeting four major clusters such as South East Asia, Russia & CIS, Middle East and Africa
- In these countries, specific countries like Kenya, Ukraine, Sri Lanka, Cambodia and Myanmar are targeted

## OUTLOOK

- In process of launching new products and obtaining product registration for ~175 developed products in emerging markets.



Rest of the World  
(FY21)



62.3

(₹ in Cr.)

Total Revenue



32.4%

Y-o-Y Growth



4.5%

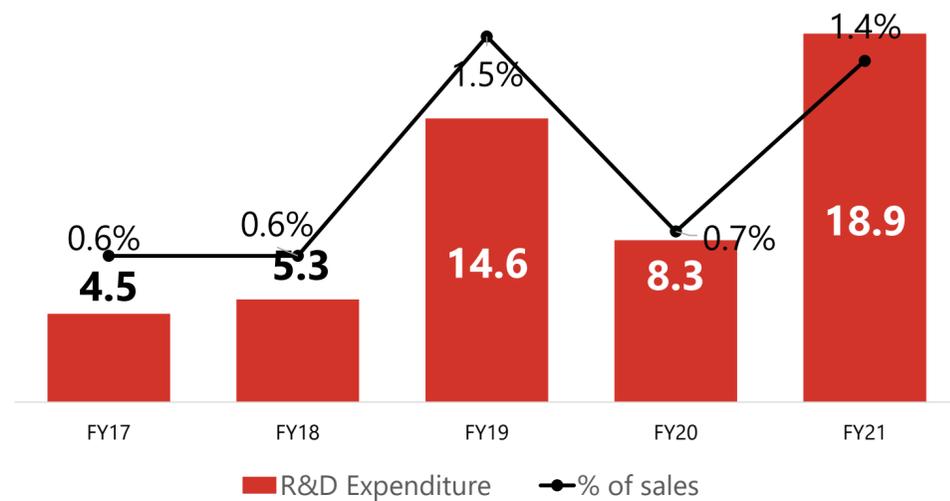
Contribution to Total  
Revenues

# Manufacturing Capabilities

 <p>Goa, India</p> 	<ul style="list-style-type: none"> <li>Manufactures <b>oral solid tablets, and soft and hard gelatin capsules</b></li> <li>Ongoing expansion for adding new manufacturing lines</li> </ul>	<p><b>CAPACITY</b></p> <p><b>2.4 bn</b> softgel and hard gelatin capsules per annum</p> <p><b>6 bn</b> solid tablets per annum</p>	<p><b>ACCREDITATIONS</b></p>    
 <p>Southport, UK</p> 	<ul style="list-style-type: none"> <li>Manufactures <b>non-sterile liquids, ointments and powder sachets</b></li> <li>Supplies to <b>UK, West Africa &amp; Middle East</b></li> </ul>	<p><b>CAPACITY</b></p> <p><b>2 bn</b> bottles per annum</p> <p><b>1 bn</b> tubes per annum</p> <p><b>1 bn</b> sachets per annum</p>	<p><b>ACCREDITATIONS</b></p> 
 <p>Farmingdale, USA</p> 	<ul style="list-style-type: none"> <li>Manufactures <b>hard gels, tablets and capsules</b></li> <li>Spread over an area of <b>7000 sq. m</b></li> <li><b>"Made in the USA"</b> product offering</li> <li>Added incremental packaging lines</li> </ul>	<p><b>CAPACITY</b></p> <p><b>6 bn</b> tablets and hard capsules per annum</p>	<p><b>ACCREDITATIONS</b></p> 

# R&D and Product Launches Highlights

R&D Expenditure (₹ in Cr.)



## RECENT KEY PRODUCT LAUNCHES

Brand	Composition	Therapy Segment	Market
COZAAR (Q4FY21)	Losartan Potassium – 25, 50 & 100 MG	Cardiovascular	UK
TAZAC, AXID (Q4FY21)	Nizatidine – 150 & 300 MG	Gastrointestinal	UK
LYRICA (Q4FY21)	Pregabalin- 25, 50, 100, 150, 200 & 300 MG	Central Nervous System	UK
IMURAN	Azathioprine 50 MG	Immunosuppressant	UK
TOFRANIL	Imipramine 25 MG	Central Nervous System	UK
LORATIDINE SGC	Claritin	Antihistamine	Australia
RISPERDAL	Risperidone	Central Nervous System	UK
KEPPRA	Levetiracetam – 750mg, 1000mg	Central Nervous System	UK
ZOLOFT	Sertraline – 100mg	Central Nervous System	UK
ADVIL MINI	Ibuprofen(Min) SGC – 200mg	Pain Management	UK, USA
PANADOL RAPID	Paracetamol (Rapid) 650mg	Pain Management	Australia
MUCINEX	Mucinex Fast / Sinus Max	Cough & Cold	USA
VICKS DQ/NQ	Day quil / Nightquil SGC	Cough & Cold	USA
ALKASELTZER	Alka Seltzer Plus	Gastrointestinal	USA

✓ **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

**4** R&D Centres **50+** Scientists

**50+** Products in Pipeline

**350+** Dossiers filed

**300** Approved ANDAs/MAs

**25+** Filed ANDAs/MAs

# Key Focus Areas

# Key Focus Areas

## STRATEGY

## GROWTH LEVERS

1

### Expansion

Expansion of current product portfolio in regulated market



The company generates **~95% of its revenue from regulated markets** and expects to further expand in these markets through continued push of existing products in regulated and other related geographies

2

### Product Launch

New product development and launch



The company has prepared a pipeline of new products for the UK and USA markets that are **expected to drive revenue growth by FY25**

3

### Inorganic Expansion

Inorganic expansion to enhance manufacturing capabilities and product portfolio



The company has **plans to acquire manufacturing assets** in India as well as **marketing licenses** in Europe and USA to expand business operations in regulated markets

4

### Backward Integration

Backward integration into API manufacturing



The company has a robust forward integrated business model and **plans to backward integrate into API manufacturing** (for captive consumption thereby having presence in the entire value chain)

# Leadership Team

# Leadership Team



**MR. MARK SALDANHA**

**Managing Director & CEO**

Mr. Saldanha is the founder promoter of the company. Prior to Marksans, he had been associated with Glenmark Pharmaceutica's Ltd. as a Whole Time Director. He is well versed with the overall management of the company and has vast experience across the marketing, production and finance functions.



**MR. VARDDHMAN JAIN**

**Whole-Time Director.**

Mr. V.V. Jain, M. Pharm (Pharmaceuticals) has 25 years experience in Pharmaceutical industry with various multinational organizations. He is specialized in the area of manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF manufacturing. Mr. Jain has successfully handled several regulatory inspection including USFDA, MHRA, PMDA Japan and WHO & also built sound Internal processes to clear the said tests.



**MR. SATHISH KUMAR**

**MD – Marksans Pharma UK Ltd.**

Mr. Sathish Kumar is Managing Director of Marksans Pharma (UK) Ltd. & manages affairs of Bells & Sons (Druggists) Ltd and Relonchem Ltd, both step down operating subsidiaries of Marksans Pharma (UK) Ltd. He has done masters in pharmacy and has over 20 years of experience in Pharma industry working across Production, Planning and inventory Management, Formulation development, Regulatory, Technical, Commercial, Sales and Business development.



**MR. DAVID MOHAMMED**

**MD- Pharmaceuticals Australasia Pty Ltd**

Mr. Mohammed held the positions of the Managing Director Australasia and Marketing Director Asia, Africa and Australasia at Valeant Pharmaceuticals for over 7 years, prior to Nova Pharmaceuticals.



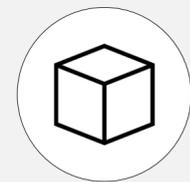
**MR. JITENDRA M SHARMA**

**Chief Financial Officer**

Mr. Sharma is a qualified chartered accountant and cost accountant with over 20 years experience in financial functions including treasury and forex management. He has expertise in the areas of costing, fund raising and internal control systems. He is a director in MPL's subsidiaries, Marksans Pharma (UK) Ltd, Marksans Pharma Inc. (USA), Nova Pharmaceuticals, Australia and Relonchem, UK.

# Investment Rationale

# Investment Rationale



## Widening Product Portfolio

Company is widening its products portfolio in the **complex and high-margin generics** segment.



## Key Markets

The **US, the UK and Australia** are the key Marksans' markets with all of them being now empowered with all regulatory approvals.



## Amongst Largest Pharma Market

Marksans is **among a handful of Indian players with a proprietary marketing presence** in the US which is world's largest pharma market.



## Engaging R&D Team

Marksans is among a few mid and small-sized pharma companies to have **created an integrated business model** by **engaging its R&D team** in Goa and Navi Mumbai for creating and filing dossiers across major markets.



## Debt Free, Cash Surplus Balance Sheet

Marksans generated cash from operations of ₹ 178.7 cr. in FY21 and has **surplus cash** of ₹ 212.3 cr. and a **debt free** balance sheet.



## Full Integration for Higher B2C Revenue, Increase Margins

Marksans plans to invest in **additional Front End Distribution, Formulation capacities and API business**, which will make it a **fully integrated pharma business**, secure supply chain **thereby leading to Higher B2C revenue and increase margins**.

# Investment Rationale

1 Sustainable business model with strategic focus on regulated markets with **markets of USA, UK, Australia and New Zealand** contributing to c. 95% of total revenues.

2 USFDA, UKMHRA, TGA-**Australia accredited and GMP compliant facilities** across its key regions providing for a low-cost manufacturing base.

3 Experienced and **professional management team** with strong line of operations.

4 Company has ability to **pursue value-accretive and prudent M&A opportunities** and has a successful track record of integrating acquisitions.

5 Forward integrated business model with **presence across the pharma value chain** including in-house R&D centers, **owned and outsourced manufacturing** set up and widespread supply chain and distribution set up through subsidiaries in USA, UK and Australia.

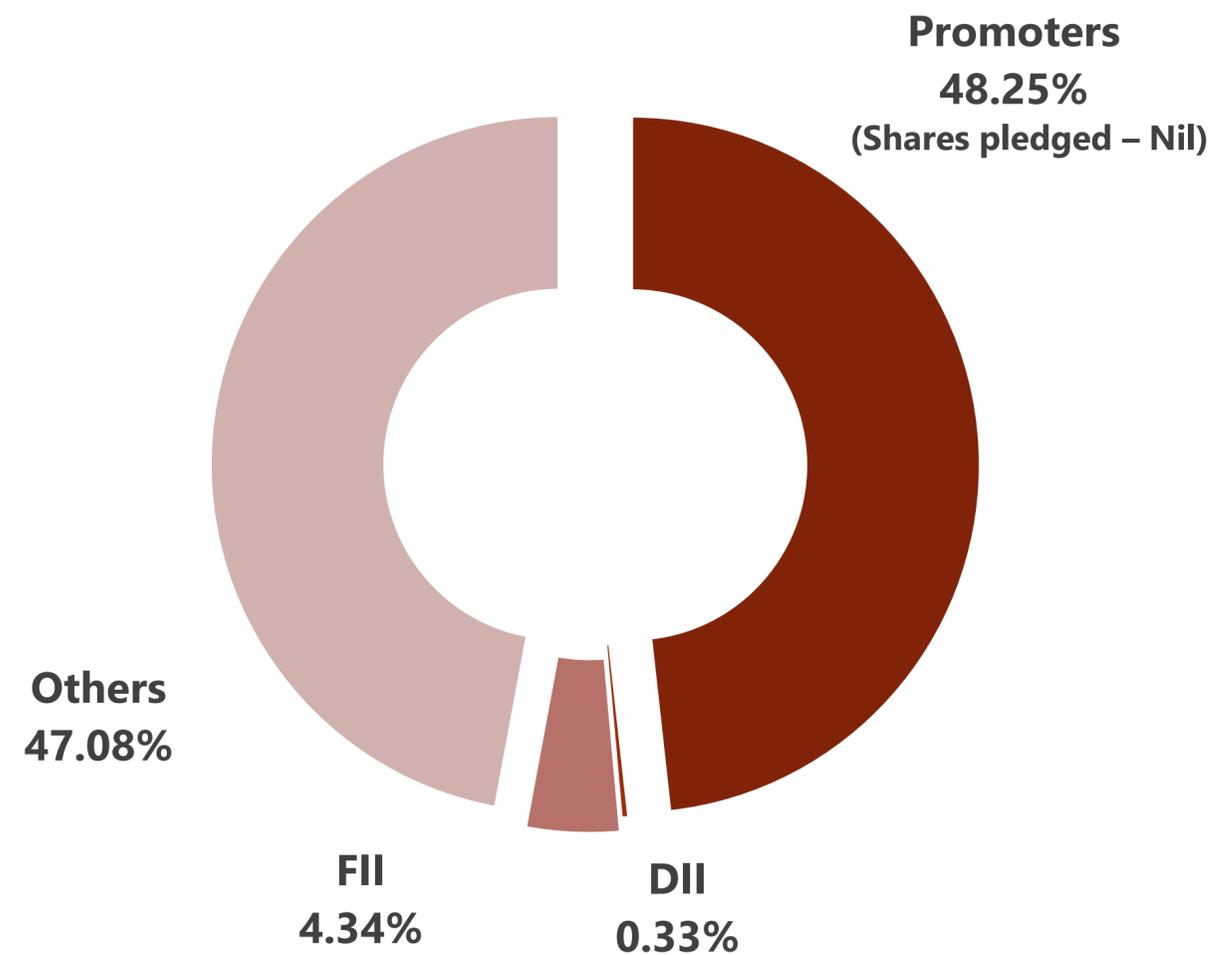
6 **Wide range of product offerings** and one of the most active Indian firms focused in Soft gel.

7 Continued **focus on R&D investments** leading to a robust pipeline of new developed and under development products to **add onto its existing 300+ approved ANDAs/MAs**.

8 Delivering robust and consistent financial performance with FY21 revenue at **growing 21.3% Y-o-Y** and **FY21 EBITDA growing 76.6% Y-o-Y** and a net cash balance sheet.

# Shareholder Information

**Shareholding as on March 31, 2021**



Share Information (as on March 31 2021)	
NSE Ticker	MARKSANS
BSE Ticker	524404
Market Cap (INR Cr)	2,045
% free-float	51.75%
Free-float market cap (INR Cr)	1,058
Shares Outstanding	40,93,13,698
3M ADTV (Shares)*	19,52,664
3M ADTV (INR cr)*	11.2
Industry	Pharmaceuticals

\*Source: BSE, NSE

# ESG and Corporate Governance

# ESG Philosophy



## ENVIRONMENTAL

- **Efficient use of resources** to minimize the waster generation.
- Priority to **energy conservation measures** including regular review of energy generation and consumption and **effective control on utilization of energy**.
- Committed to **protect environment and ecological balance** also maintaining quality of soil, air and water.



## SOCIAL

- Company is actively contributing to the **social and economic development** and build a better sustainable way of life for weaker sections of society.
- **Ensures social and economic dignity and freedom** regardless of nationality, gender, race, economic status or religion to all its talents at all level.
- Committed **to improving the quality of life of the local community** and society at large.



## GOVERNANCE

- Committed to good corporate governance to **achieve long term corporate goals** and **to enhance shareholders value**.
- **Highly competent** and diverse board of directors.
- **Highest degree of transparency, responsibility** and delegation in all facets.
- **Internal Control & Policy** for managing conflict of interest and code of conduct.

# ESG at Marksans

## HELPING WOMEN & CHILD DEVELOPMENT

Marksans along with Ministry of Health, Government of Goa is helping in Women and child development, professionalizing Anganwadis and national nutrition mission in Goa.

## PROVIDE FIRE EXTINGUISHING EQUIPMENT'S

Company has provided fire extinguishing equipment to the fire department, Government of Goa.

## PARTNER WITH "CHERISH LIFE INDIA FOUNDATION"

Partnering with "Cherish Life India Foundation" we provided medical treatment to under privileged society suffering from cancer and other blood disorders.

## DISTRIBUTED FREE MEDICINES TO BACKWARD SEGMENT

Marksans & "Sri Sathya Sai Mobile Medicare Project" has distributed Free medicines to the needy and backward segment of society.

# Corporate Governance Philosophy

## We at Marksans Pharma Ltd adhere to following principles :

- 1 Conducting Business in Ethical, Transparent and Accountable manner.
- 2 Producing goods which have a sustainable life cycle.
- 3 Adherence to ethical working standards to ensure the wellbeing of all employee.
- 4 Effective management and distribution of wealth.
- 5 Maintain a strong track record of withholding & promotion of Human rights.
- 6 Tracing Emission/Waste and maintain them below permissible levels
- 7 Application of Best management practices.
- 8 Business continues to create value for customer and consumer in a responsible manner.

# Contact Us

## INVESTOR RELATIONS TEAM AT MARKSANS PHARMA

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(CFO)

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## CORPORATE OFFICE

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