



Marksans Pharma Ltd.

Date: May 19, 2025

BSE Limited

Corporate Relation Department
Phiroze Jeejeebhoi 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 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed herewith the investor presentation for Q4FY25.

We request you to take the aforesaid on record.

Thanking You.

Yours faithfully,
For **Marksans Pharma Limited**

Harshavardhan Panigrahi
Company Secretary

Encl: As above

Marksans Pharma Ltd.

11th Floor, "GRANDEUR", Opp. Gundecha Symphony, Veera Desai Extension Road, Oshiwara,
Andheri (W), Mumbai - 400 053 • Tel.: +91 22 4001 2000 • E-mail: info@marksanspharma.com
www.marksanspharma.com



Marksans Pharma Ltd.

Q4 & FY25
19th May 2025

Earnings Presentation

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.

Table of Contents



Marksans Pharma Ltd.

FY25 Financial and Business Highlights

4

Q4 FY25 Financial and Business Highlights

10

Marksans Pharma at a Glance

18

Marksan’s Journey

23

Strategic Initiatives

30

Sustainability at Marksans

38

Annexure

48



FY25 Financial and Business Highlights

“We are pleased to announce another year of robust performance; we have achieved highest ever annual revenues and profits. In FY25, we witnessed strong performance across all our markets, the US market has been a key growth driver with 35% YoY increase in revenue. Our OTC segment’s performance is at all-time high, crossing INR 2000 Crs in revenue, a testament to our focus and execution on expanding the OTC product pipeline. Looking forward, we continue to strengthen our foundation by increasing the capacity and strengthening our product pipeline. We are optimistic about building on this momentum and create more value for our stakeholders in the coming years.”



Mark Saldanha

MANAGING DIRECTOR AND CEO

FY25	Operating Revenue ₹ 2,623 cr +20.5% YoY	EBITDA ₹ 529 cr +15.3% YoY	EBITDA Margin 20.2 % -91 bps YoY	PAT ₹ 383 cr +21.5% YoY
Q4 FY25	Operating Revenue ₹ 708 cr +26.5% YoY	EBITDA ₹ 126 cr +14.7% YoY	EBITDA Margin 17.8% -183 bps YoY	PAT ₹ 91 cr +16.9% YoY

Financial Highlights FY25 – YoY Performance



Marksans Pharma Ltd.

	FY25	FY24	YoY Growth %	YoY Performance
Revenue	₹ 2,622.8 cr	₹ 2,177.4 cr	↑ 20.5%	Growth witnessed across all markets. The US market has grown by 35% YoY
Gross Profit <i>Gross Margin</i>	₹ 1,479.1 cr 56.4%	₹ 1,139.3 cr 52.3%	↑ 29.8%	Softening of raw material prices and a better product mix led to growth in gross profit and margin expansion
EBITDA <i>EBITDA Margin</i>	₹ 528.6 cr 20.2%	₹ 458.6 cr 21.1%	↑ 15.3%	EBITDA margin declined due to – <ol style="list-style-type: none"> 1. Increase in employee expenses due to headcount additions at the acquired facility in Goa 2. Increase in freight costs 3. 66% YoY increase in R&D expenses
Net Profit <i>Net Margin</i>	₹ 382.6 cr 14.2%	₹ 314.9 cr 14.1%	↑ 21.5%	Net margin improved due to forex gains

Note: Net Margin = Net profit / Total Income (Revenue from operations + Other Income)

Financial & Other Highlights – FY25



Marksans Pharma Ltd.

Revenue Contribution for FY25:

US - ₹ 1,236.6 cr | UK & Europe - ₹ 1,029.8 cr | Australia & New Zealand - ₹ 252.8 cr | RoW - ₹ 103.7 cr

Research & Development (R&D) spends at ₹ 57.9 cr in FY25, 2.2% of consolidated revenue

Cash generated from operations at ₹ 206.7 cr during FY25

Capex of ₹ 172.9 cr incurred during FY25

Cash Balance as of 31st March 2025 is ₹ 704.2 cr

Working capital cycle ~127 days for FY25

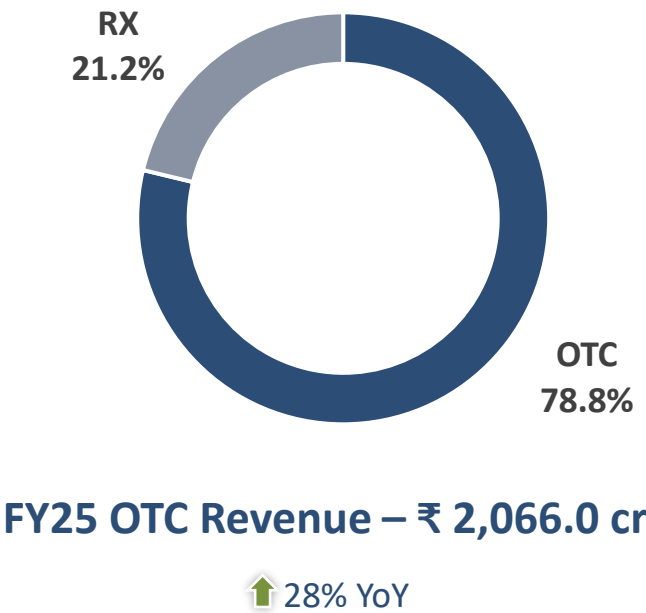
US market: Commercialized 58 products/SKUs | 79 Products in Pipeline
UK market: Approved 12 products | Filed 18 products during the year
Australia market: Approved 3 products | Filed 3 products during the year

Segmental Revenue

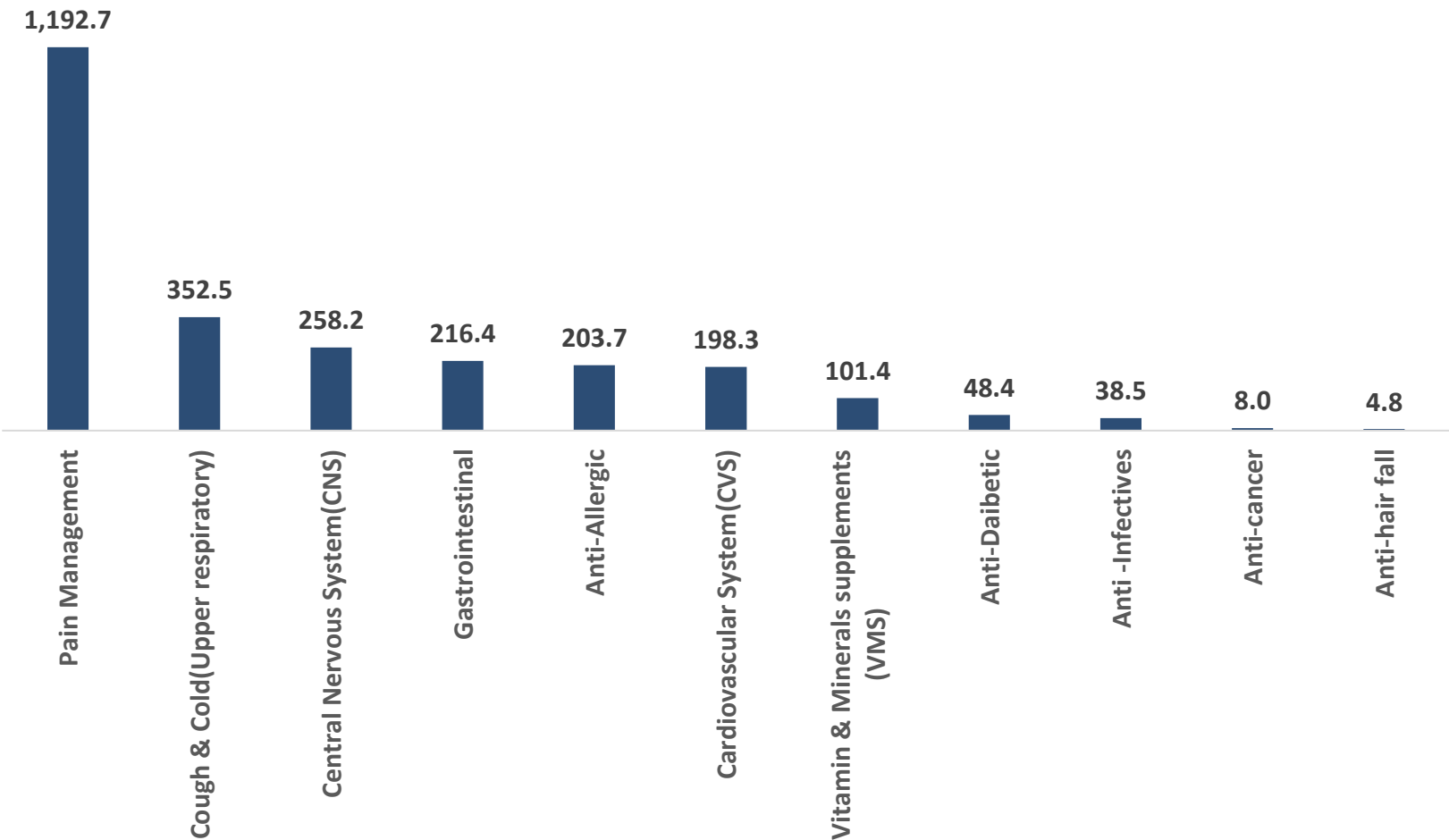


Marksans Pharma Ltd.

FY25 Revenue by Segment



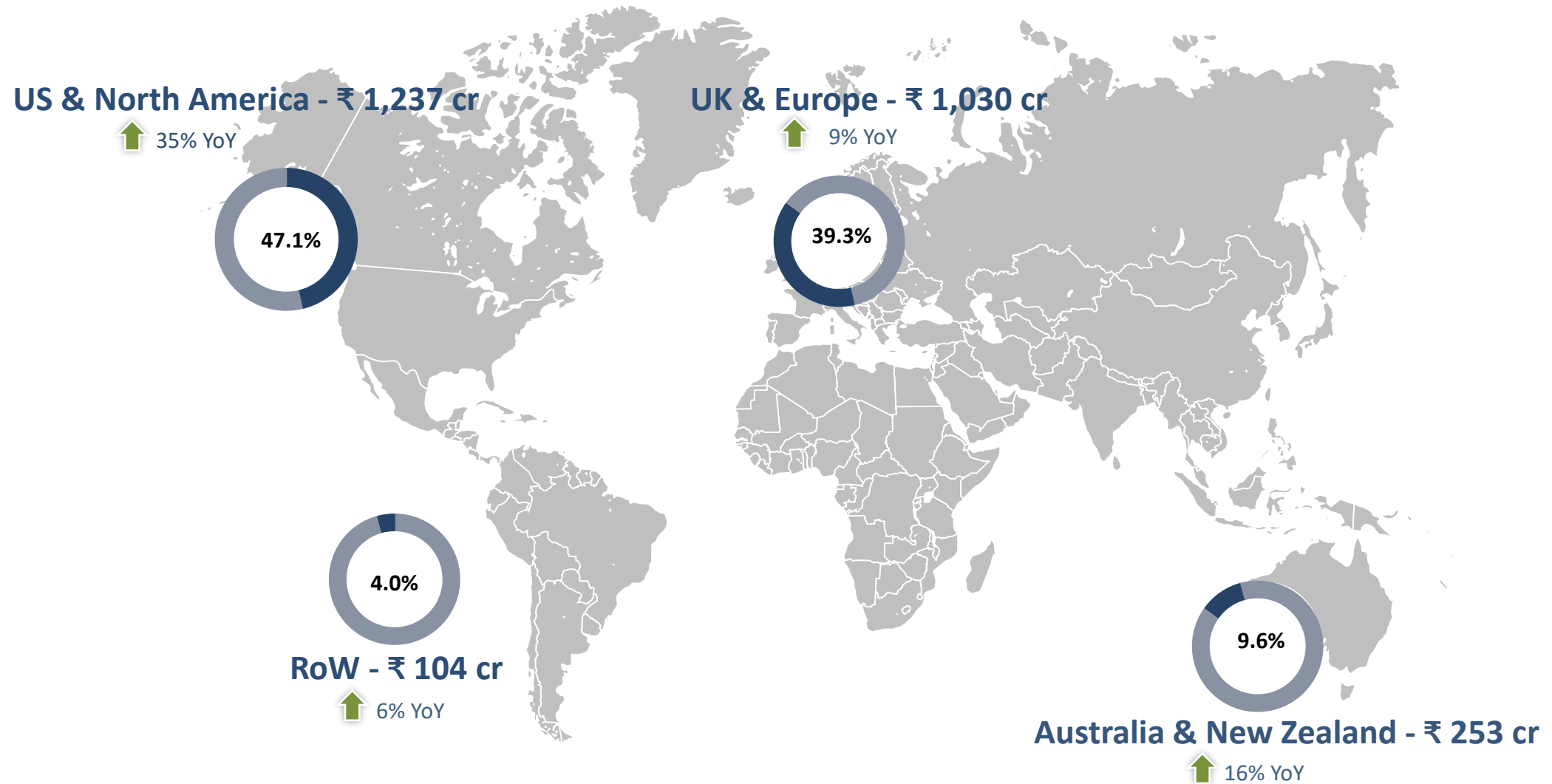
Revenue by Therapeutic Segment – FY25



Revenue by Geography – FY25



Marksans Pharma Ltd.





Q4 FY25 Financial and Business Highlights

Financial Highlights Q4 FY25 – YoY Performance



Marksans Pharma Ltd.

	Q4 FY25	Q4 FY24	YoY Growth %	YoY Performance
Revenue	₹ 708.5 cr	₹ 560.0 cr	↑ 26.5%	Growth witnessed across all markets driven by new product launches and increasing wallet share with existing customers
Gross Profit <i>Gross Margin</i>	₹ 383.2 cr 54.1%	₹ 290.2 cr 51.8%	↑ 32.1%	Softening of raw material prices and a better product mix led to growth in gross profit and margin expansion
EBITDA <i>EBITDA Margin</i>	₹ 125.8 cr 17.8%	₹ 109.6 cr 19.6%	↑ 14.7%	EBITDA margin declined due to – 1. Increase in employee expenses due to headcount additions at the acquired facility in Goa 2. Increase in freight costs 3. Meaningful increase in R&D expense in Q4FY24
Net Profit <i>Net Margin</i>	₹ 90.7 cr 12.5%	₹ 77.6 cr 13.5%	↑ 16.9%	Net margin decline is driven by decrease in EBITDA margin

Note: Net Margin = Net profit / Total Income (Revenue from operations + Other Income)

Financial Highlights Q4 FY25 – QoQ Performance



Marksans Pharma Ltd.

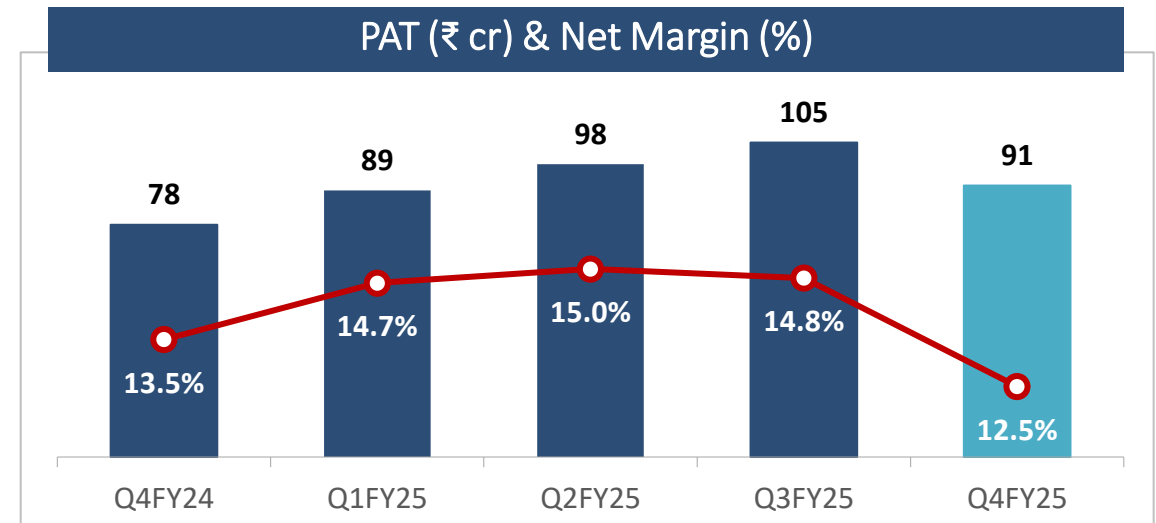
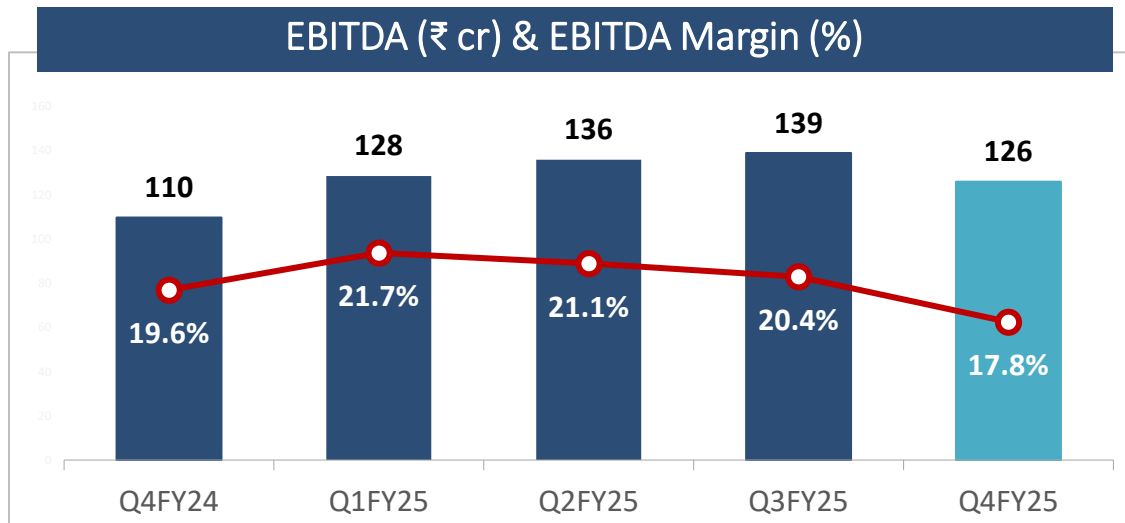
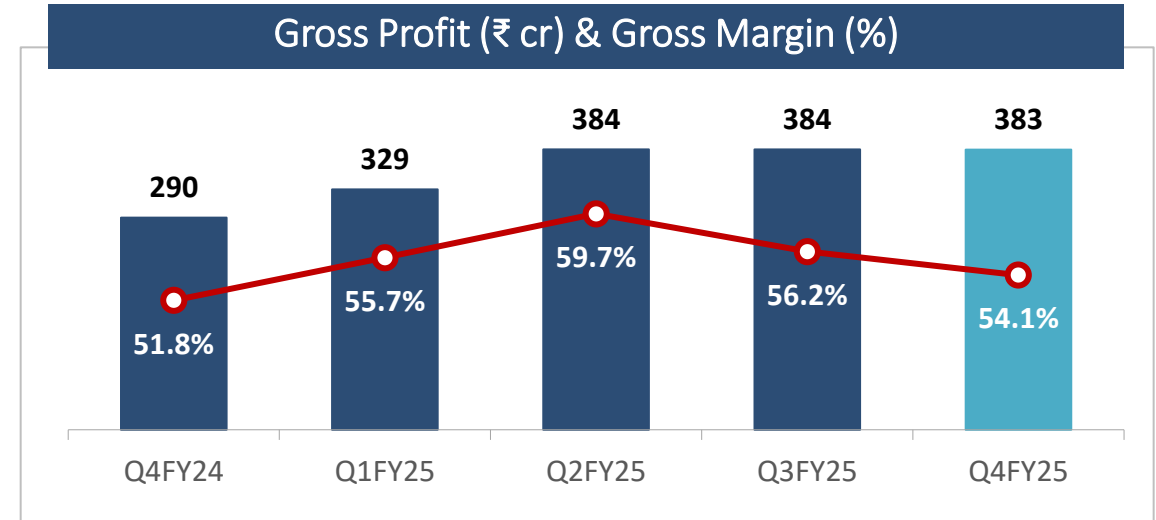
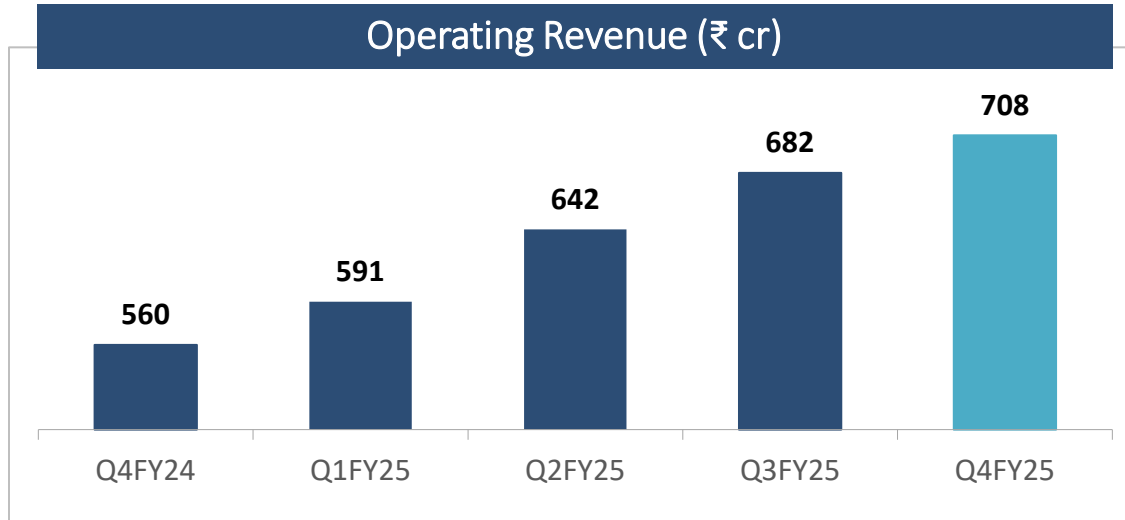
	Q4 FY25	Q3 FY25	QoQ Growth %	QoQ Performance
Revenue	₹ 708.5 cr	₹ 681.7 cr	↑ 3.9%	This quarter witnessed a softer cough and cold season in the key markets
Gross Profit <i>Gross Margin</i>	₹ 383.2 cr 54.1%	₹ 383.5 cr 56.2%	↓ 0.1%	Margin declined primarily due to product mix changes during quarter
EBITDA <i>EBITDA Margin</i>	₹ 125.8 cr 17.8%	₹ 138.8 cr 20.4%	↓ 9.4%	EBITDA margin declined due to increased R&D expenses and additional employee costs
Net Profit <i>Net Margin</i>	₹ 90.7 cr 12.5%	₹ 105.1 cr 14.8%	↓ 13.6%	Net margin decline is driven by decrease in EBITDA margin

Note: Net Margin = Net profit / Total Income (Revenue from operations + Other Income)

Quarterly Financial Trends



Marksans Pharma Ltd.

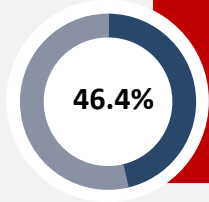


Note: Net Margin = Net profit / Total Income (Revenue from operations + Other Income)



Marksans Pharma Ltd.

US & North America Q4 FY25 Performance



Revenues

₹ 328.6 cr

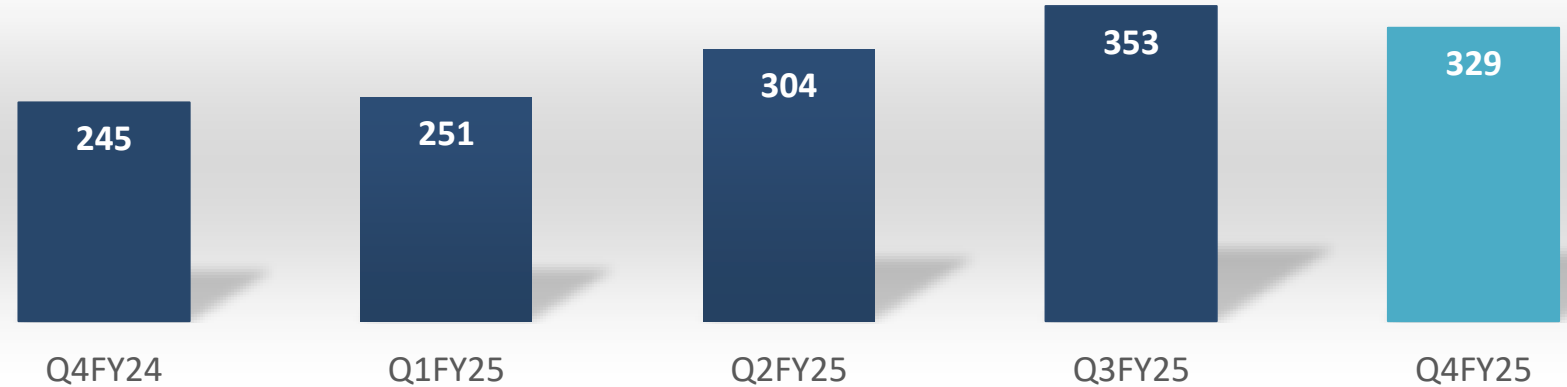
↑ 34% YoY

↓ 7% QoQ

Highlights

- Demand was low due to a soft cough and cold season
- Price erosion of Rx products is stable, single-digit

Quarterly Performance (₹ cr)



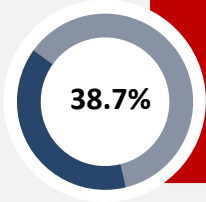
US Overview

- US & North America is a key growth market
- The Company services this region through Time Cap Labs Inc., its wholly owned subsidiary that it acquired in June 2015
- Focus on OTC and Rx market
- Leading OTC store brand with the customer base of leading USA retailers
- Manufactures and distributes 50+ products and large number of SKUs across Private Label OTC, Generic Prescription Drugs and Nutritional supplements
- In FY25, Commercialized 58 products/SKUs | 79 products in pipeline



Marksans Pharma Ltd.

UK & Europe Q4 FY25 Performance



Revenues

₹ 274.1 cr

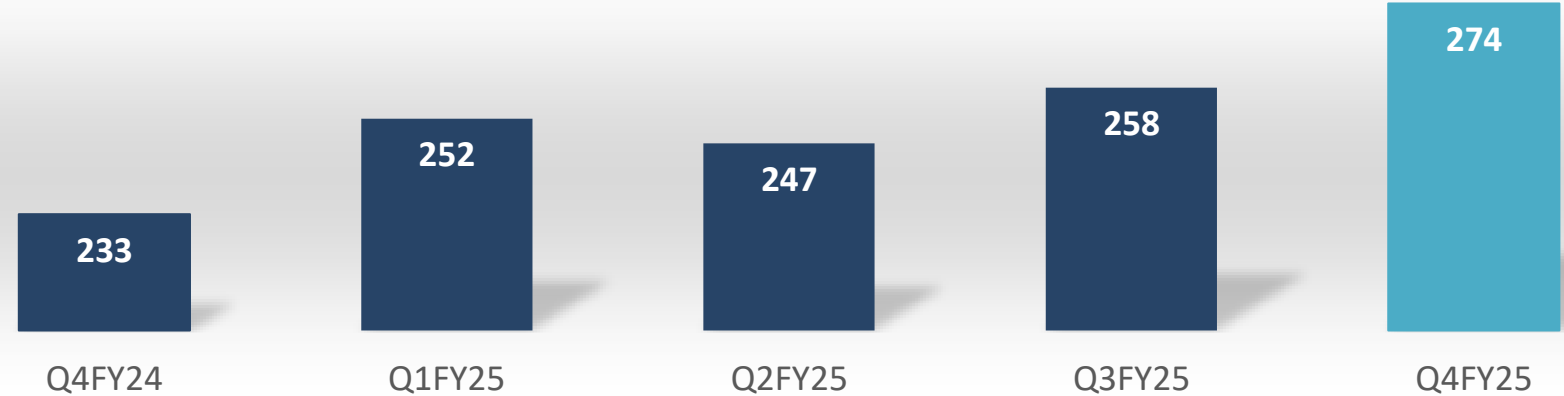
↑ 18% YoY

↑ 6% QoQ

Highlights

- Witnessed highest quarterly revenue during the year
- We expect growth to continue in the coming quarters with planned new product launches

Quarterly Performance (₹ cr)



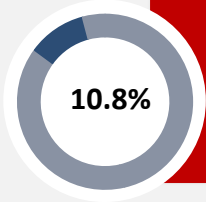
UK Overview

- Top 5 Indian pharmaceutical firms in the UK in terms of revenue
- The Company services this region through its wholly owned subsidiary Marksans Pharma (UK) Ltd, which includes 2 step-down subsidiaries: Bell, Sons & Co. (OTC portfolio) and Relonchem (High-end Rx portfolio)
- Bells, Sons & Co. manufactures more than 450 OTC products/SKUs across Pain management, Cough and Cold, Digestives, Allergies, Anti-septics and Disinfectants, Galenicals, Vitamins, Palliative healthcare products and Oils.
- Relonchem own label products in therapies such as Anti-diabetic, Anti-hypertensive, Anti-depressant, Anti-cancer, Anti-ulcerative, Anti-allergic, Hormones, Steroids and Pain relief for the UK market.
- Relonchem has more than 160+ Market Authorizations
- In FY25, Approved 12 products | Filed 18 products during the year



Marksans Pharma Ltd.

Australia & New Zealand Q4 FY25 Performance



Revenues

₹ 76.5 cr

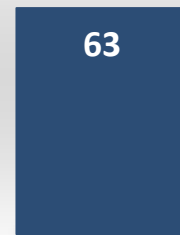
↑ 21% YoY

↑ 62% QoQ

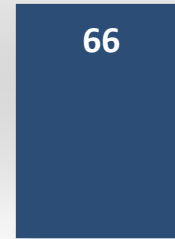
Highlights

- Demand was favorable during the quarter. Witnessed volume gains and increased share with our customers.

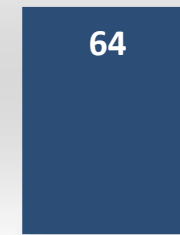
Quarterly Performance (₹ cr)



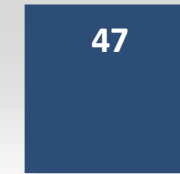
Q4FY24



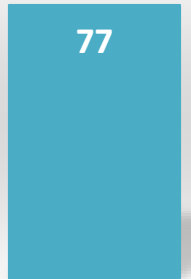
Q1FY25



Q2FY25



Q3FY25



Q4FY25

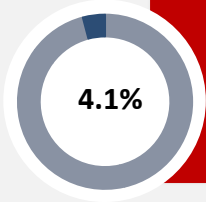
Australia & New Zealand Overview

- In 2005, Marksans acquired 60% stake in Nova to have an established base in Australia
- Nova is engaged in R&D and marketing of generic OTC products and is also the leading supplier of Branded Generic and Private Label products in Australasia.
- Nova primarily focuses on Analgesics, Anti-histamines, Anti-fungal, Anti-Allergy, Dermatology, Essential Oils and Gastrointestinal segments
- More than 50 market authorization in Australia & New Zealand
- In 2025, Approved 3 products | Filed 3 products during the year



Marksans Pharma Ltd.

RoW Business Q4 FY25 Performance



Revenues

₹ 29.3 cr

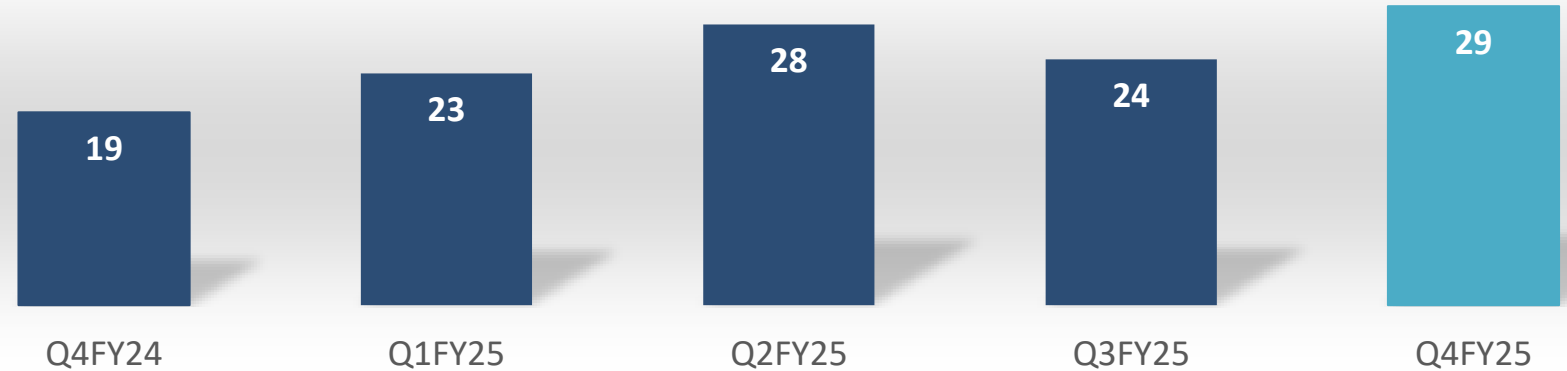
↑ 55% YoY

↑ 21% QoQ

Highlights

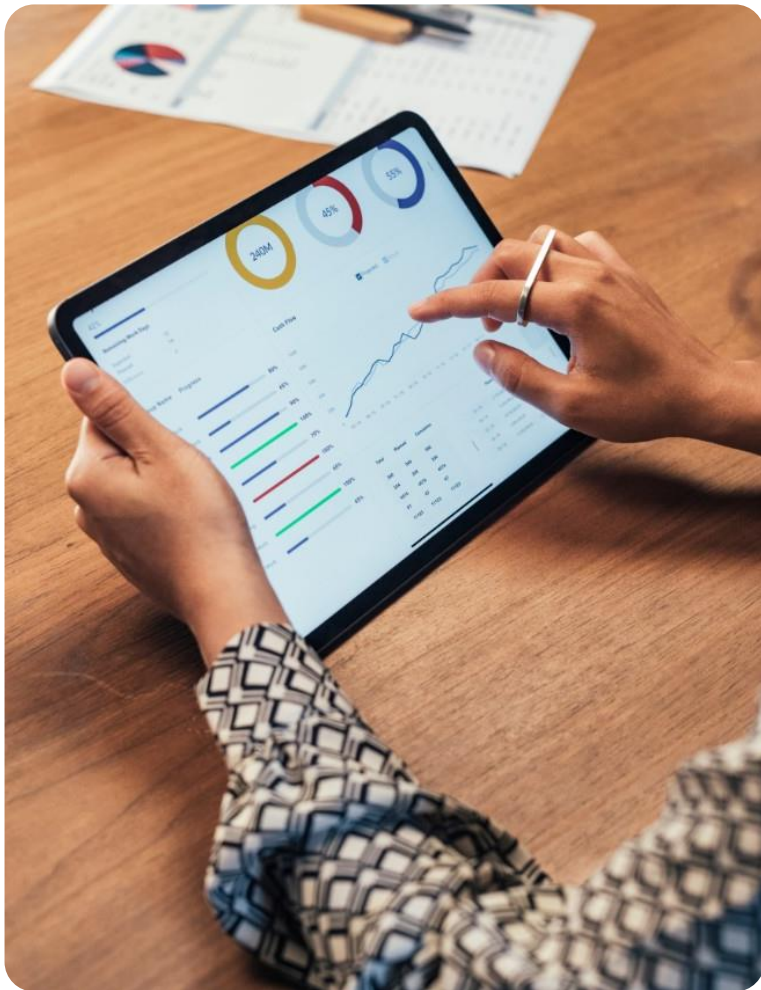
- Witnessed favorable market conditions during the quarter. We expect growth to continue in the coming quarters.

Quarterly Performance (₹ cr)



RoW Overview

- RoW segment encompasses 10 countries, spanning across CIS and MENA regions
- Marksans acquired 100% stake in Access Healthcare in Dubai to increase its presence in Middle East and Africa
- In FY25, Marksans received 44 products approvals
- 128 products are awaiting approval in RoW markets, demonstrating our ongoing efforts to expand our product portfolio and market reach.

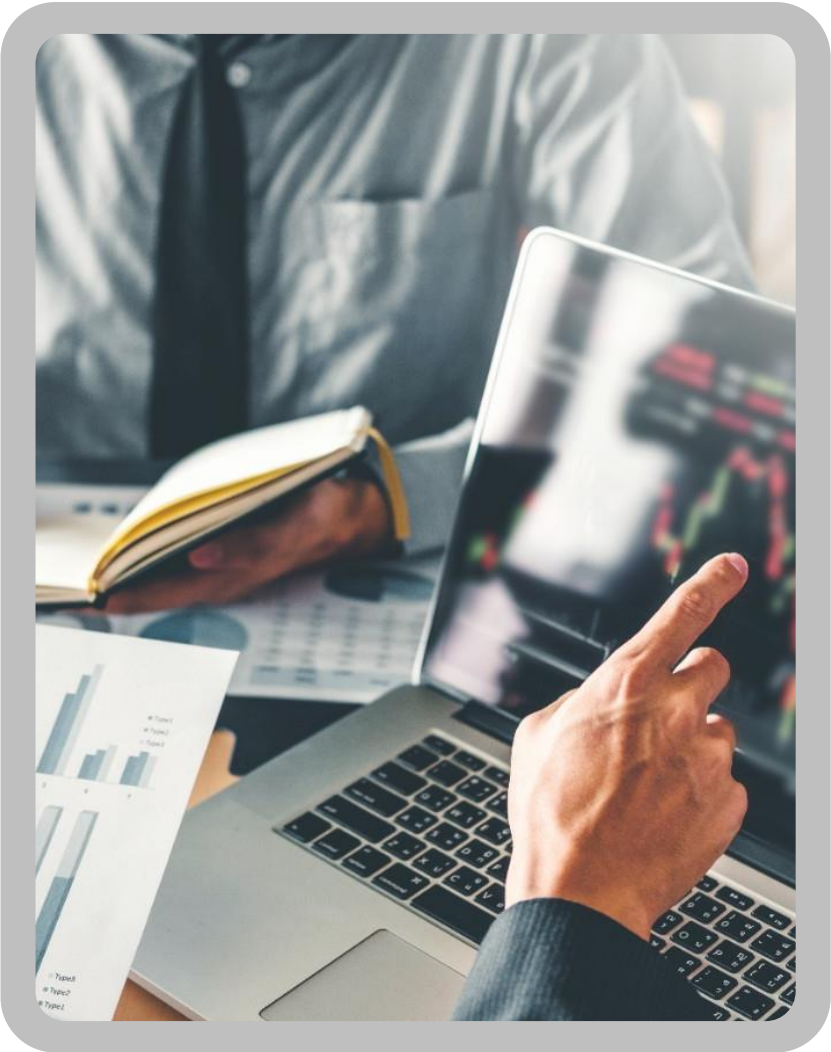


Marksans Pharma at a Glance

Company Overview



Marksans Pharma Ltd.



₹ 2,623 cr
FY25 Revenue
(OTC: 78.8%, Rx: 21.2%)



20.2%
FY25 EBITDA Margin



CFO of ₹ 207 cr in FY25
Cash balance : ₹ 704 cr
(as of Mar 2025)



4
4 Manufacturing Units &
4 R&D Centers



300+ Products
and 1,500+ SKUs



2,000+
Total Employees



\$100+mn in US
Amongst the top Indian
Companies in OTC segment



Amongst Top 5
Indian Pharma
companies in UK



Accreditations
USFDA, UK MHRA,
Australian TGA, EU and
Health Canada

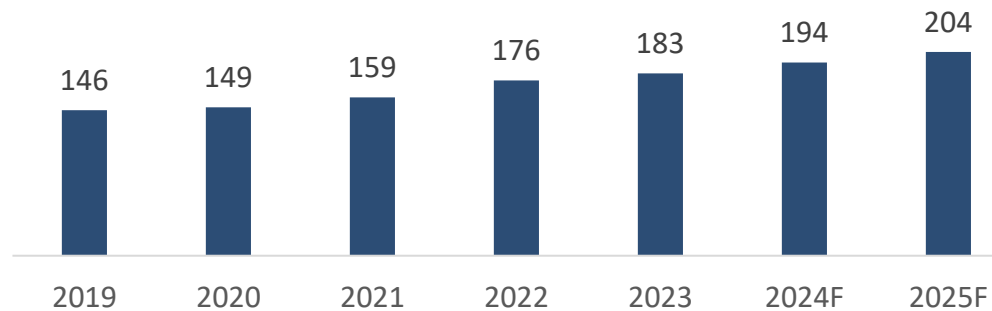
Industry

Large growing OTC Market

- According to IQVIA, Global OTC Market size is projected to be \$204 bn in 2025
- Prescription (Rx) to over-the-counter (OTC) switches have been a key growth driver for the OTC industry

Source : IQVIA

Global OTC Market Performance (\$ bn)



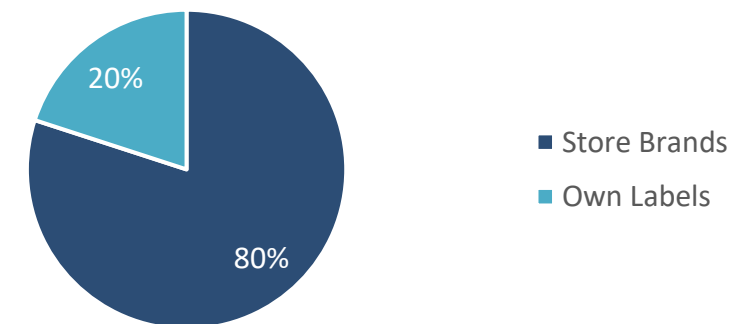
Source : IQVIA, data on CY basis

Marksans

OTC Business

- The OTC business includes store brands, private label manufacturing for retailers and customers
- It also manufactures products through its own label

OTC Revenue Split for FY25*

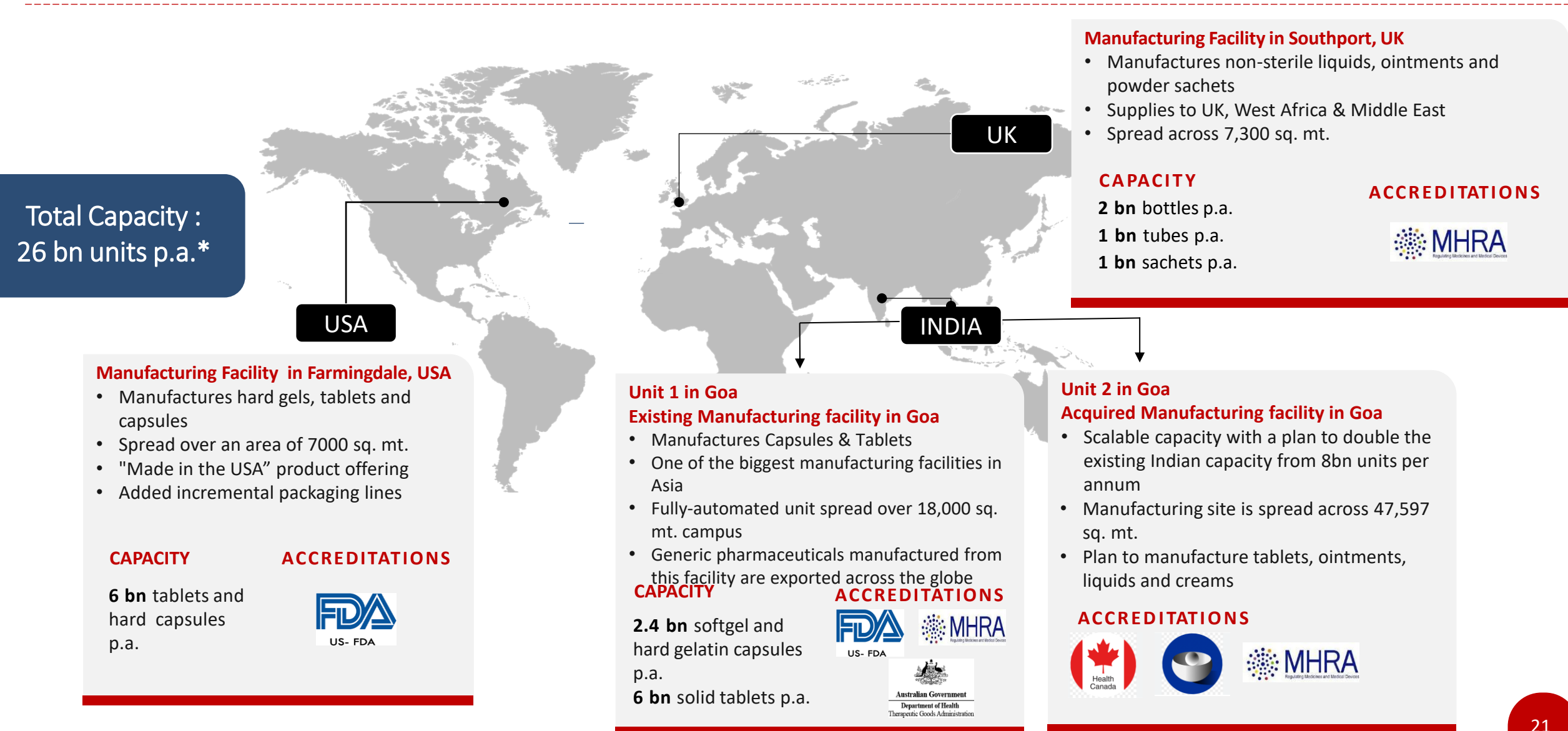


*The OTC revenue split is an approximate range

Manufacturing Capabilities



Marksans Pharma Ltd.



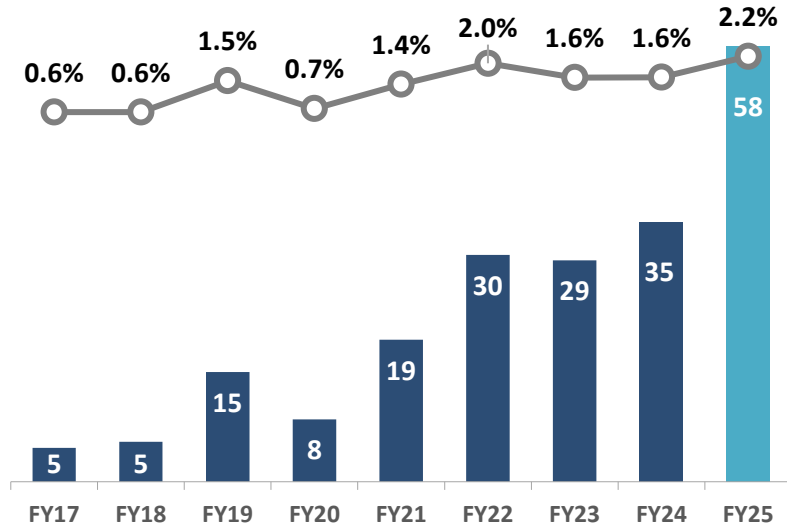
*Acquired facility in Goa has scalable capacity to 8bn units p.a.

R&D Capabilities



Marksans Pharma Ltd.

R&D (₹ cr) and R&D % to sales



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

4 R&D Centres

50+ Scientists

100+ Products in Pipeline

300+ ANDAs/MAs Approved

25+ ANDAs/MAs Filed (awaiting approval)

Note: Numbers across geographies

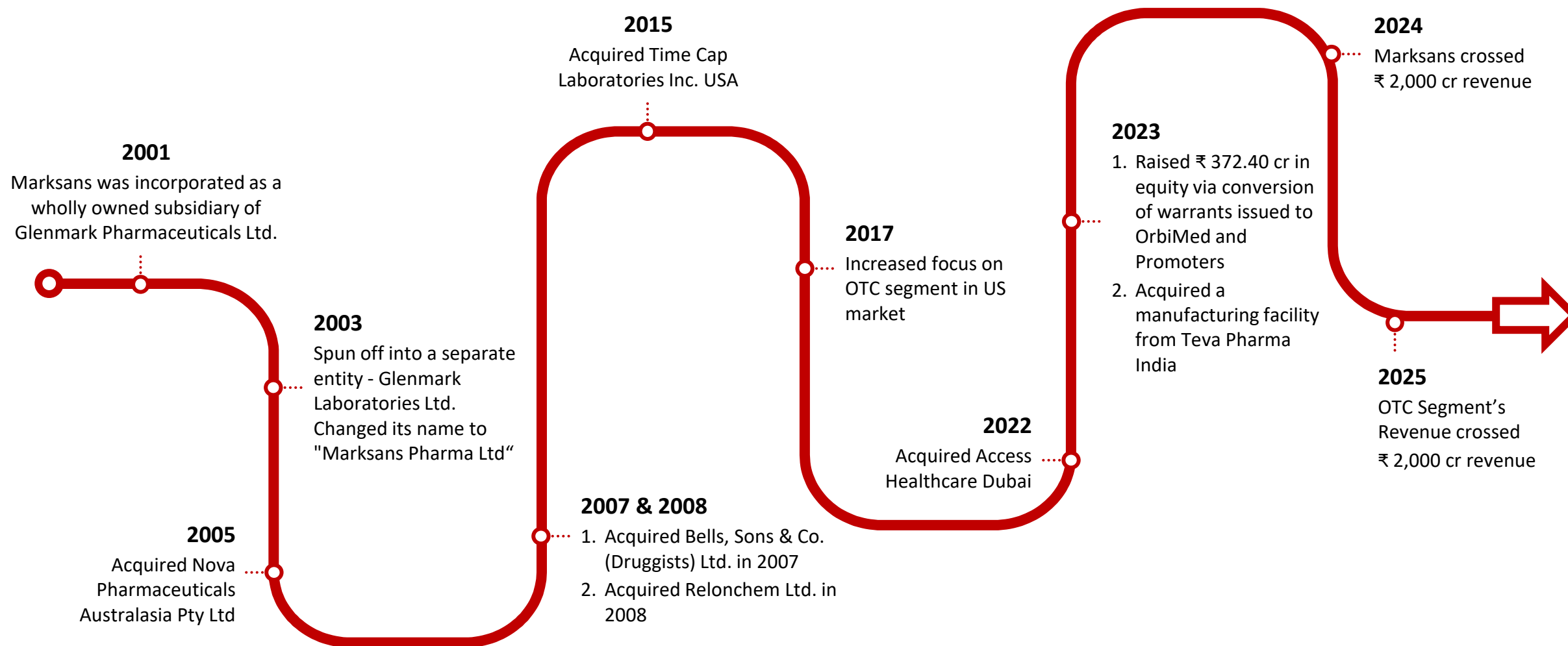


Marksan's Journey

Our Key Events



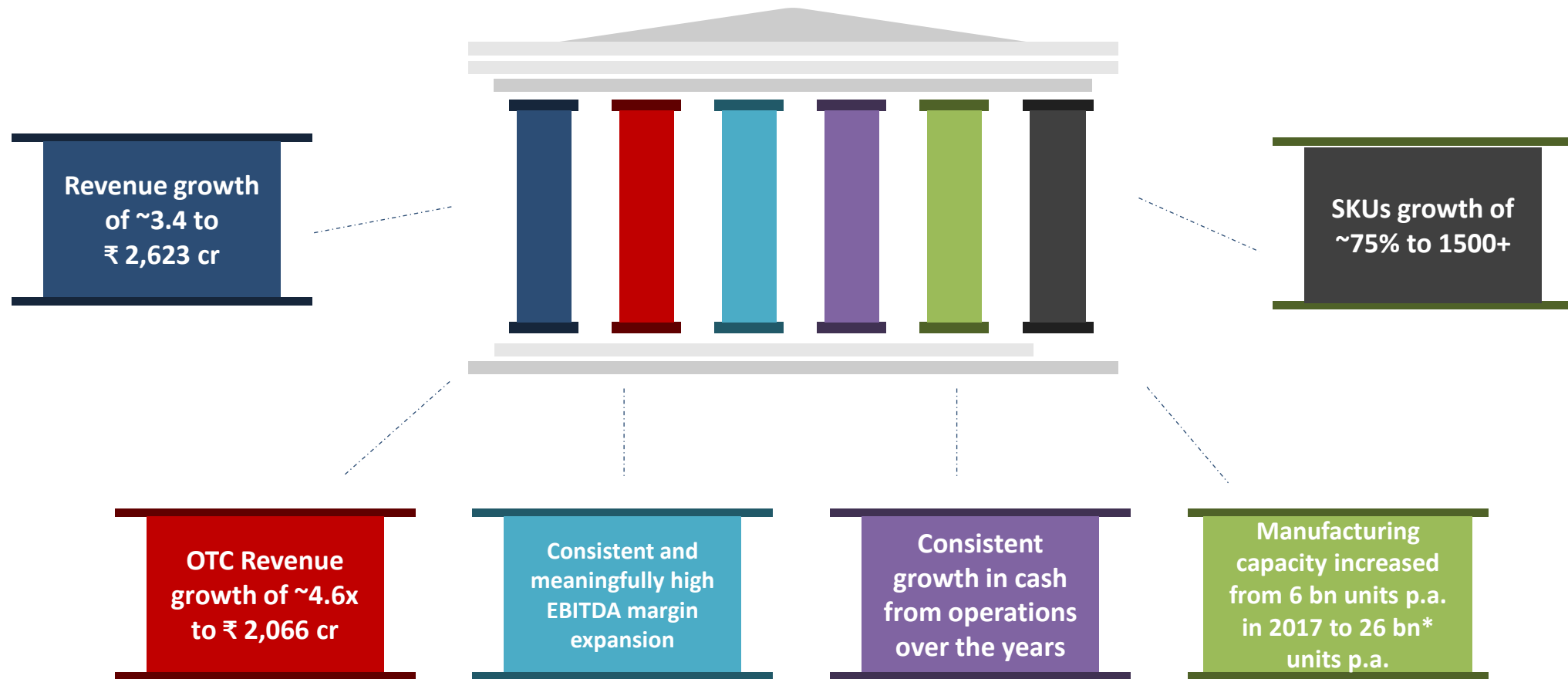
Marksans Pharma Ltd.



Growth and Achievements Since 2017



Marksans Pharma Ltd.



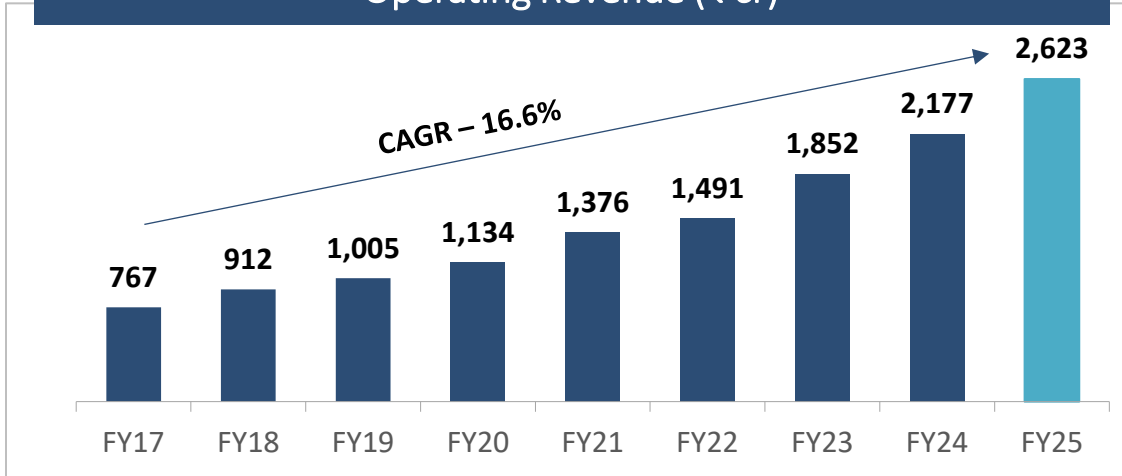
Acquired facility in Goa has scalable capacity to 8bn units p.a.
Note: All numbers as of FY25

Financial Trends – High Growth Trajectory

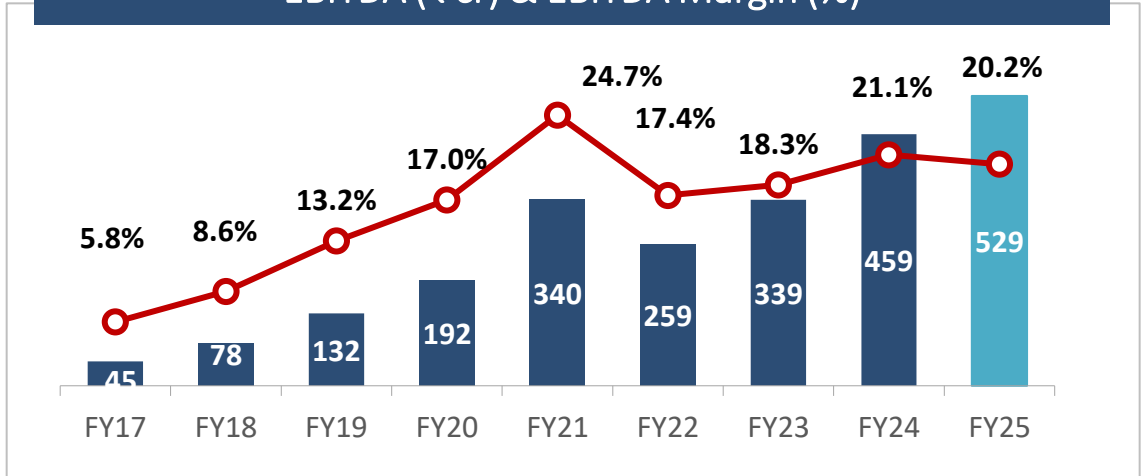


Marksans Pharma Ltd.

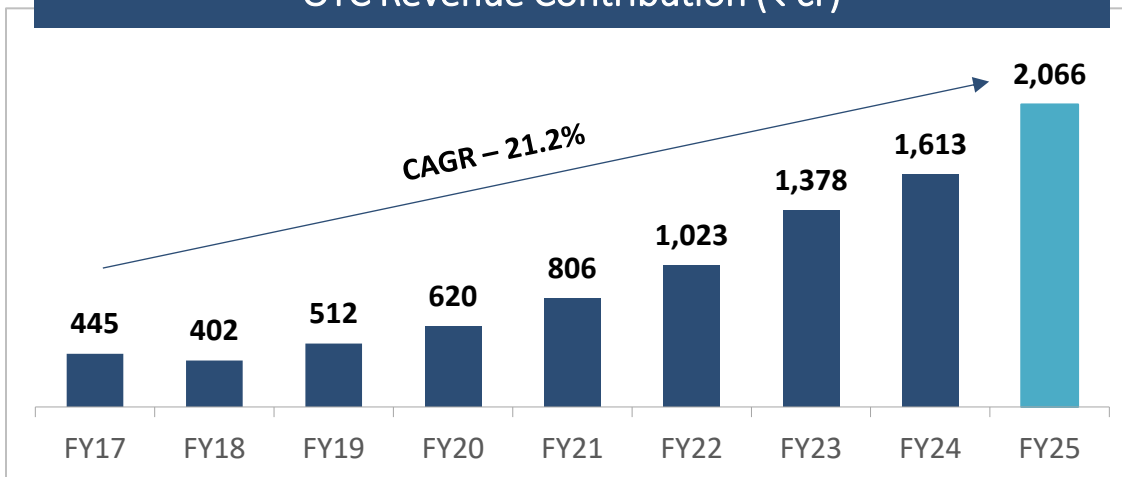
Operating Revenue (₹ cr)



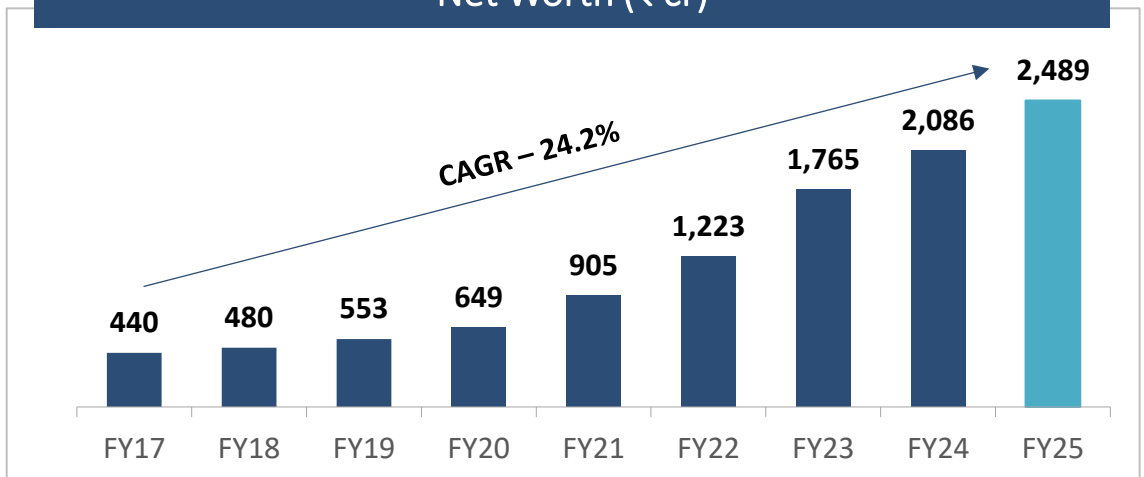
EBITDA (₹ cr) & EBITDA Margin (%)



OTC Revenue Contribution (₹ cr)



Net Worth (₹ cr)

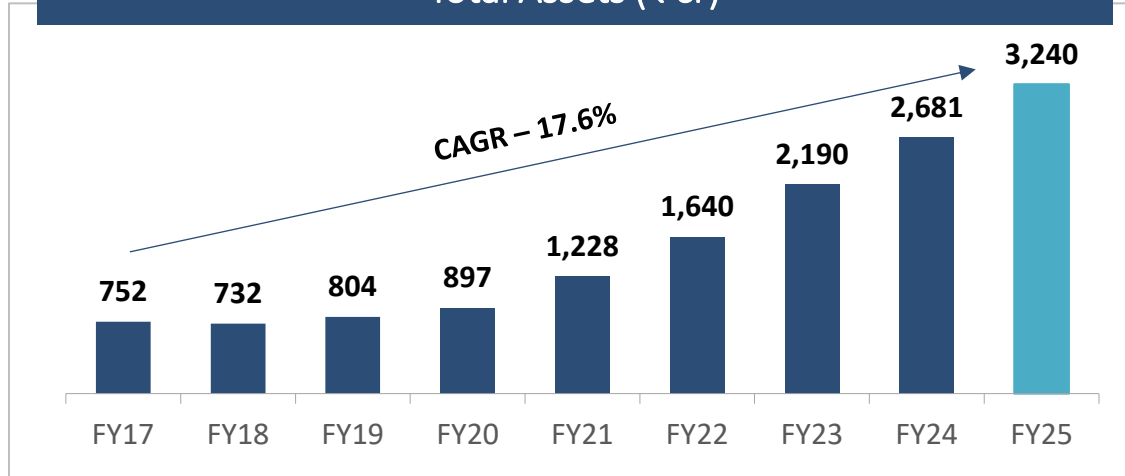


Financial Trends – High Growth Trajectory

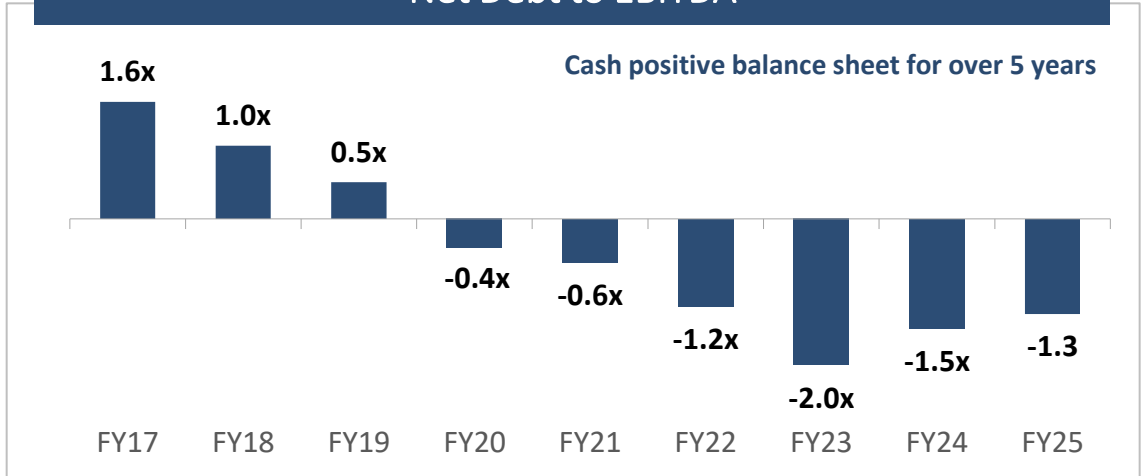


Marksans Pharma Ltd.

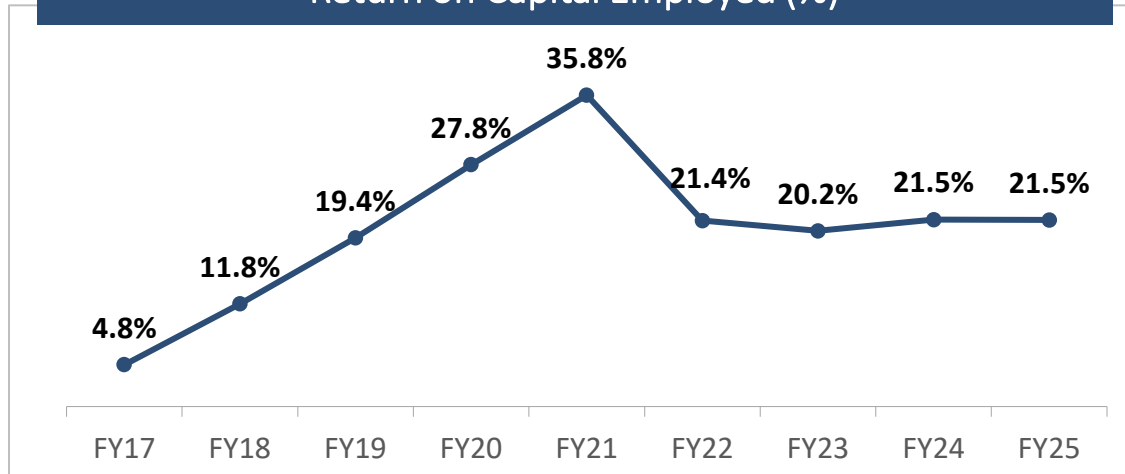
Total Assets (₹ cr)



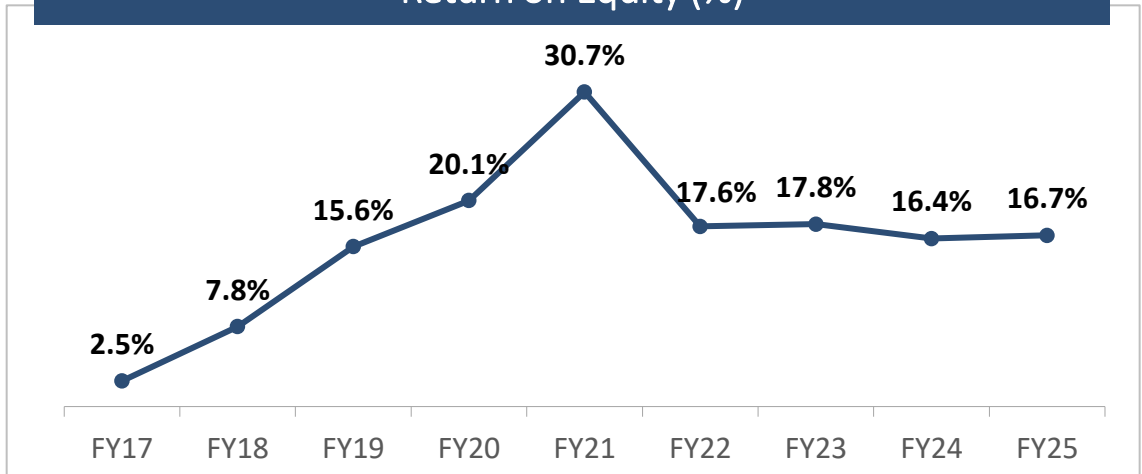
Net Debt to EBITDA



Return on Capital Employed (%)



Return on Equity (%)



ROE = Net Profit after taxes / Average Shareholder's Value






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

Proven Success in Acquisitions



Marksans Pharma Ltd.

Acquisitions

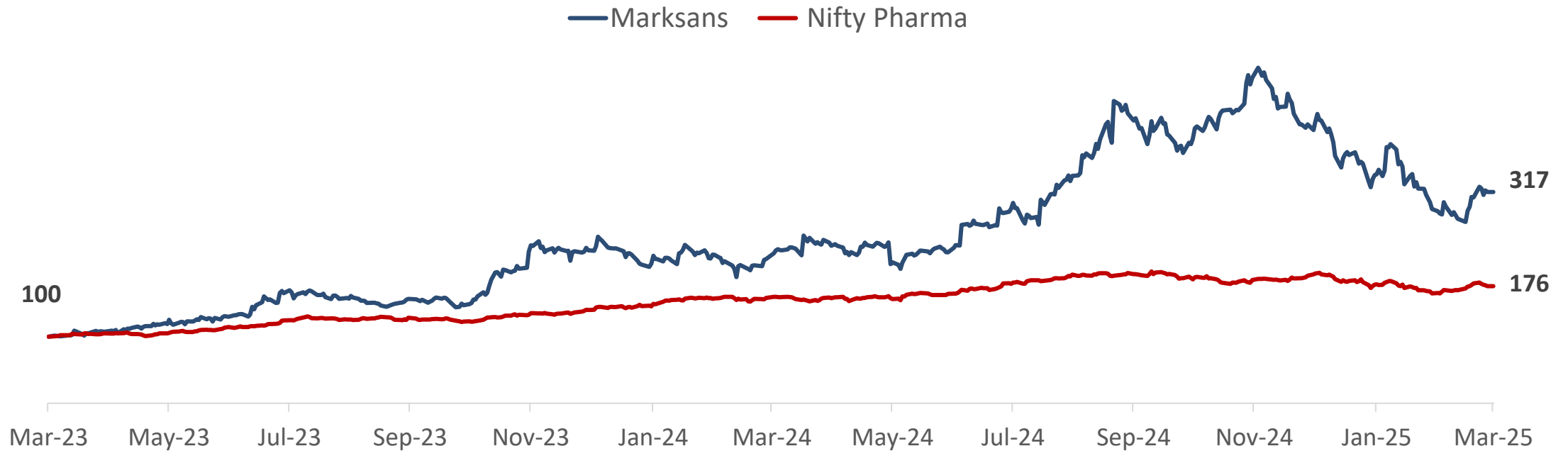
						Acquired manufacturing unit in Goa from Teva Pharma
Target Country	Australia	United Kingdom	United Kingdom	United States	UAE	India
Transaction Date	March 24, 2006	December 31, 2007	August 27, 2008	June 30, 2015	April 25, 2022	April 19, 2023
Sales growth from acquisition	~74x	~7x	~15x	~4x	NA	NA
Rationale	<ul style="list-style-type: none"> To leverage Nova's research capabilities To establish ANZ front end presence 	<ul style="list-style-type: none"> To strengthen UK market presence To enter OTC segment 	<ul style="list-style-type: none"> To establish UK front end presence 	<ul style="list-style-type: none"> To establish US front end presence 	<ul style="list-style-type: none"> To establish front end presence in Middle East and Africa 	<ul style="list-style-type: none"> To expand manufacturing capacity in India

2 Year Shareholder Return



Marksans Pharma Ltd.

Indexed Share Price Movement (₹)



~217% share price increase in last 2 years



Annual Dividends

FY23: Dividend of ₹ 0.5 per equity share

FY24: Dividend of ₹ 0.6 per equity share

FY25: Dividend of ₹ 0.8 per equity share*

Source: NSE

Note: Chart rebased to 100

*Board recommends dividend ₹ 0.8 per equity share



Strategic Initiatives

Core Strategies for Future Growth



Marksans Pharma Ltd.

01

Expanding the OTC business

- Aim to capture a significant part of the multi-billion-dollar OTC opportunity. According to IQVIA, Global OTC Size in 2025 is expected to be ~\$ 204bn.
- Our OTC segment grew at CAGR of 21% (from FY17-FY25). Majority of revenue in OTC comes from manufacturing and selling store brands for key retailers in key regions
- Marksans is the most preferred and growing low-cost store brand manufacturing partner

02

Capacity expansion

- Aim to scale the acquired unit in Goa, capacity to 8bn units p.a. in three phases
- Plan to manufacture tablets, hard capsules, ointments, liquids, and creams

03

Healthy product pipeline

- Continued focus on R&D leading to a strong product pipeline and successful launches
- Strong pipeline of more than 100 products

04

Supplement growth via acquisitions

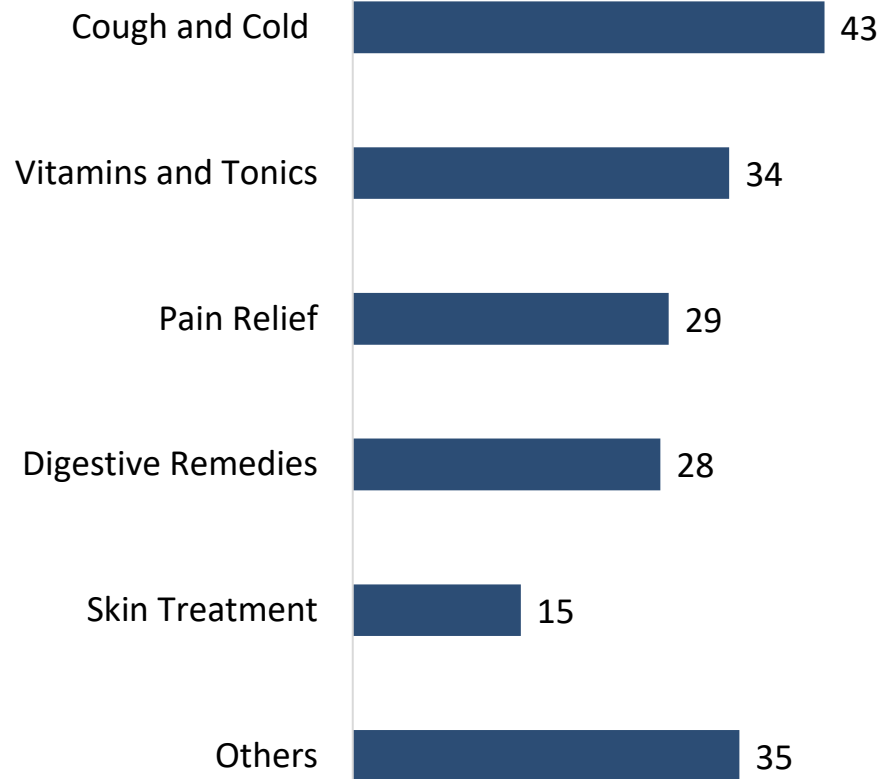
- We will follow calibrated inorganic growth approach
- Expansion in growing markets and EU through acquiring front-end marketing and distribution companies
- Strong balance sheet to support the growth

Capturing OTC Opportunity



Marksans Pharma Ltd.

Global Category Value Share (\$ bn)



Source: IQVIA OTC Review | Global OTC Category Performance for CY 2023

Expanding OTC Business

Capture multi-billion-dollar OTC opportunity

- Marksans competes in large and growing categories

Strengthening Business in North America

- Increasing store brand penetration in North America
- Aim to double US store brand OTC revenue

Expanding Product Pipeline

- Focus is to expand our product pipeline in OTC segment to sustain growth momentum

Complete coverage in key therapeutic segments

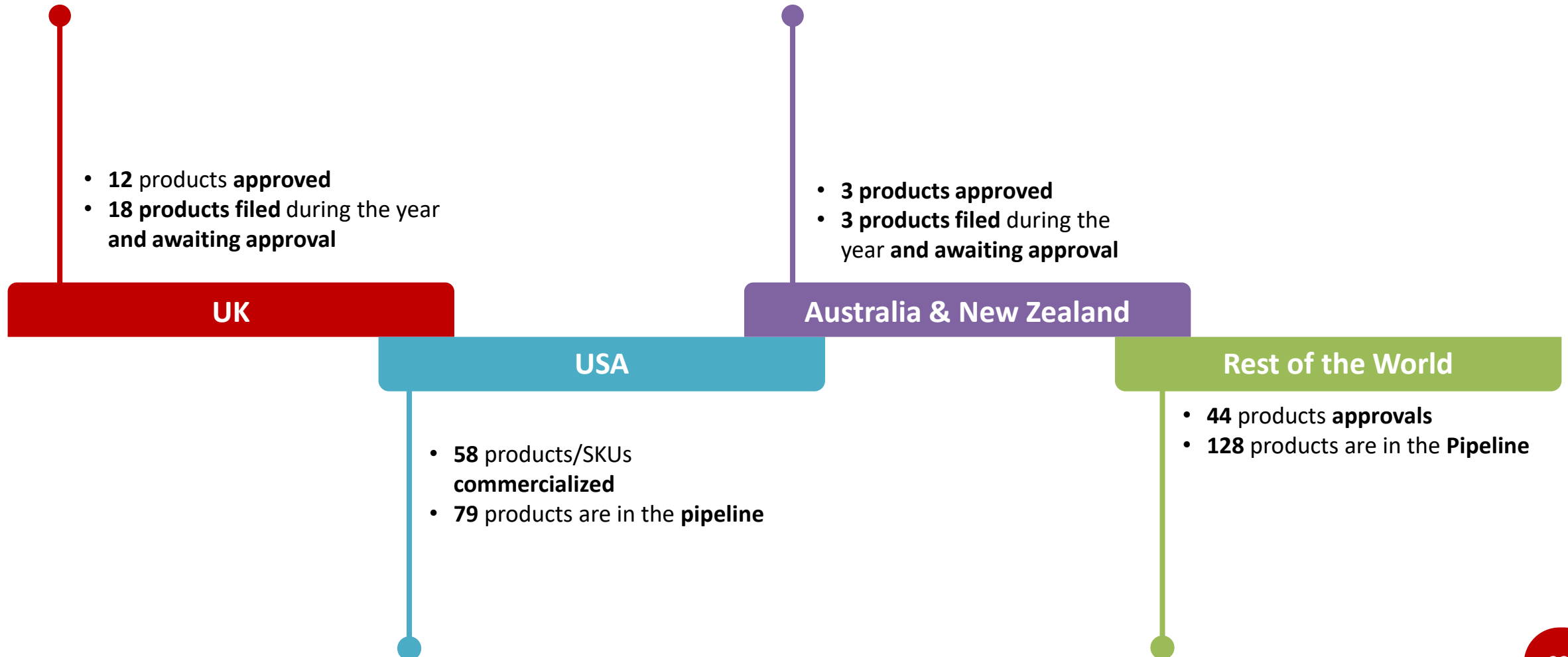
- Strengthening our pipeline in key therapeutic segments: Pain Management and Analgesics, Upper Respiratory, Digestive and Anti-Allergic

FY25 Product Pipeline



Marksans Pharma Ltd.

Continued focus on R&D leading to strong product pipeline and successful launches



Key Product Launches in Last 2 Years



Marksans Pharma Ltd.

Brand	Composition	Therapy Segment	Market
SENNOSIDE TABLETS	SENNA TABLETS 7.5 MG	Gastrointestinal	UK
GABAPENTIN ORAL SOLUTION	GABAPENTIN 50 MG/ML	Central Nervous System (CNS)	UK
LORATADINE TABLETS	LORATADINE TABLETS USP 10 MG	Cough and Cold	US
LEVONORGESTREL TABLETS	LEVONORGESTREL TABLETS 1.5 MG TABLETS	Hormonal	UK
RASAGILINE TABLETS	RASAGILINE 1 MG TABLETS	Central Nervous System (CNS)	UK
OLMESARTAN TABLETS	OLMESARTAN 10, 20, 40 MG FLIM-COATED TABLETS	Cardiovascular System (CVS)	UK
LEVETIRACETAM	LEVETIRACETAM 100 MG/ML ORAL SOLUTIONS	Central Nervous System (CNS)	UK
ESOMEPRAZOLE MAGNESIUM CAPSULES	ESOMEPRAZOLE MAGNESIUM DELAYED-RELEASE CAPSULES USP, 20 MG (OTC).	Digestive	US
GUAIFENESIN TABLETS	GUAIFENESIN EXTENDED-RELEASE TABLETS (OTC)	Cough and Cold	US
CYANOCOBALAMIN TABLETS	CYANOCOBALAMIN 50MG FILM COATED TABLETS	Vitamin	UK
PREGABALIN CAPSULES	PREGABALIN CAPSULES, 25 MG, 50 MG, 75 MG, 100 MG, 150 MG, 200 MG, 225 MG, 300 MG	Central Nervous System (CNS)	US
FLUOXETINE ORAL SOLUTION	FLUOXETINE 20MG/5ML ORAL SOLUTION	Central Nervous System (CNS)	UK
ACETAMINOPHEN AND IBUPROFEN TABLETS	ACETAMINOPHEN AND IBUPROFEN TABLETS, 250 mg/125 mg	Pain Management	US
FAMOTIDINE TABLETS	FAMOTIDINE TABLETS USP, 10 MG and 20 MG	Gastrointestinal	US
FLUOXITINE CAPSULES	FLUOXITINE 10MG, 20MG, 40MG	Central Nervous System (CNS)	US
CETRIZINE TABLETS	CETRIZINE 5MG, 10MG	Anti Allergy	US
APAP ER	ACETAMINOPHEN EXTENDED RELEASE 650MG	Pain management	US
LIQUIDS - ALL IN ONE SOLUTION	PARACETAMOL, GUAIFENESIN, PHENYLEPHRINE	Cough and Cold	UK
LIQUIDS - IBUPROFEN	IBUPROFEN 100 MG/5ML ORAL SOLUTION 200 ML P PACK	Pain Management	UK
LIQUIDS - LORATIDINE	LORATIDINE 5MG/5ML ORAL SOLUTION 70ML GSL PACK	Anti-Diabetic	UK
FUROSEMIDE	FUROSEMIDE 20MG, 40MG TABLETS	Cardiovascular System (CVS)	UK
BICALUTAMIDE	BICALUTAMIDE 50MG , 150MG TABLETS	Anticancer	UK
ROSUVASTATIN	ROSUVASTATIN 5MG, 10MG, 20MG, 40 MG TABLETS	Cardiovascular System (CVS)	UK
PREDNISOLONE	PREDNISOLONE 5 MG TABLETS	Anti-Allergic	UK
CLOPIDOGREL	CLOPIDOGREL 75 MG TABLETS	Cardiovascular System (CVS)	UK
TRAMADOL	TRAMADOL 50 MG CAPSULES	Pain Management	UK

Strong Balance Sheet to Drive Inorganic Growth



Marksans Pharma Ltd.



Cash balance of ₹ 704 cr as of 31st March 2025. Cash positive for over 5 years.



Consistent annual cash generation. ₹ 207 cr in FY25



Disciplined capital allocation



Strong credit rating

- India rating : IND AA- / Stable



Low financial risk



Driving inorganic growth.
Evaluating acquisitions in Europe region for front-end presence

We've Delivered What We Promised



Marksans Pharma Ltd.

Marksans Guidance	How have we performed?
Revenue guidance of ₹ 2,000 cr	Achieved
EBITDA margin guidance of 20%	Achieved
Focus on expanding OTC business – ~4.6x revenue growth since 2017	Achieved
Disciplined capital allocation approach - Effectively utilizing the cash through buyback, dividends, targeted acquisitions and capacity expansion	Achieved

Growth: FY25 and Beyond



Marksans Pharma Ltd.

Disciplined efforts to become future ready

- Doubling low-cost manufacturing capacity in India from 8bn to 16bn units. Total manufacturing capacity of Marksans is 26bn units p.a.
- Strengthening business with existing customers leading to an increase in SKUs and strong order book
- Continuously building a healthy product pipeline, including complete product offerings in our key therapeutic segments
- Maintained cash positive balance sheet for over 5 years with disciplined capital allocation approach and a successful track record of acquisitions

Growth FY25 and Beyond

- ❖ High growth in revenues and margin. Aim to reach revenue of ₹ 3,000 cr in next 2 years
- ❖ Doubling revenue in the US and North America and becoming one of the top 5 private label OTC companies in the region
- ❖ To be in the top 3 from the current top 5 Indian pharmaceutical firms in the UK in terms of revenue
- ❖ M&A to support growth in Europe region
- ❖ Consistently enhancing shareholder value



Sustainability at Marksans

Our commitment to Environmental, Social, and Governance (ESG) principles

is central to our strategy and the long-term success of our company. Integrating ESG principles enables us to enhance value, manage risks, and achieve sustainable growth, while also balancing the expectations of our stakeholders





01

Health Care

- Organized free health check-up camps and distributed free medicines and other medical supplies to under privileged people in the state of Goa
- Medical treatment to under privileged patients of cancer and other blood disorders.
- Construction of New Building for Government Aided Nursing Institute



02

Education

- Donations towards construction of new school building to Chetna Charitable trust
- Desktop Distributed to underprivileged student of Satguru Foundation in Kudaim, Goa



03

Farming and Plantation

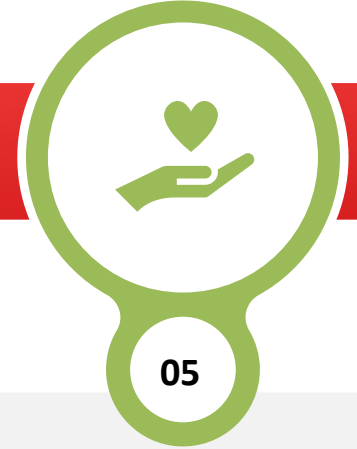
- Tree plantation in Verna Industrial Estate, Goa
- Donations to Reginaldo Trust for improving services in farming sector by giving medical equipments and facilitating better access to e-learning and online services to needy people.



04

Food Distribution

- Distribution of free food items to needy people in Goa



05

Overall wellbeing of women and children

- Providing of Sanitary Pads to poor women under the "MY PAD, MY RIGHT" program, an initiative of Swachh Bharat scheme of Beti Bachao scheme of the Govt. of India, under the Ministry of Women & Child Development and Skill Development.
- Women and child development, professionalizing Anganwadis and national nutrition mission in Goa

Sustainability Goals and Progress



Marksans Pharma Ltd.

Sustainability Pillars	Goal	Initial Milestone	Status
Sustainable sourcing	<ul style="list-style-type: none">Reduction of annual virgin plastic usage in packaging in collaboration with suppliers and customers	<ul style="list-style-type: none">Use of 100% recyclable HDPE/ PET bottles/ LDPE Shrink wrappingUse of 70-80% recyclable labels	<ul style="list-style-type: none">In Progress
	<ul style="list-style-type: none">Reduction in carbon footprint by optimization of packaging	<ul style="list-style-type: none">Initial evaluation of use of paper board with 20% recycled contentSize & configuration optimization of the package sizeUse of Forest Stewardship Council (FSC) certified packaging	<ul style="list-style-type: none">In Progress

Sustainability Goals and Progress



Marksans Pharma Ltd.

Sustainability Pillars	Goal	Initial Milestone	Status
CSR	<ul style="list-style-type: none"> Focus on areas of preventive healthcare, education, eradicating malnutrition, welfare of women and children, rural development projects in the local communities 	<ul style="list-style-type: none"> Mobile health care units to support the grievances of communities in around 20-25 villages 	<ul style="list-style-type: none"> 2% of the net profit is spent for overall development of the communities

Sustainability Pillars	Goal	Initial Milestone	Status
Customers	<ul style="list-style-type: none"> Plan to implement the sustainability standards for all customers 	<ul style="list-style-type: none"> 100% Compliance with Target Chemical Policy SMETA 4 Pillar compliance as per prevailing laws including gender equity policies Whistleblower mechanism- different channels of communication for grievances Continuous skill enhancement is in place 	<ul style="list-style-type: none"> Establishing policies on incidence reporting Continuous skill enhancement of all employees

Sustainability Goals and Progress



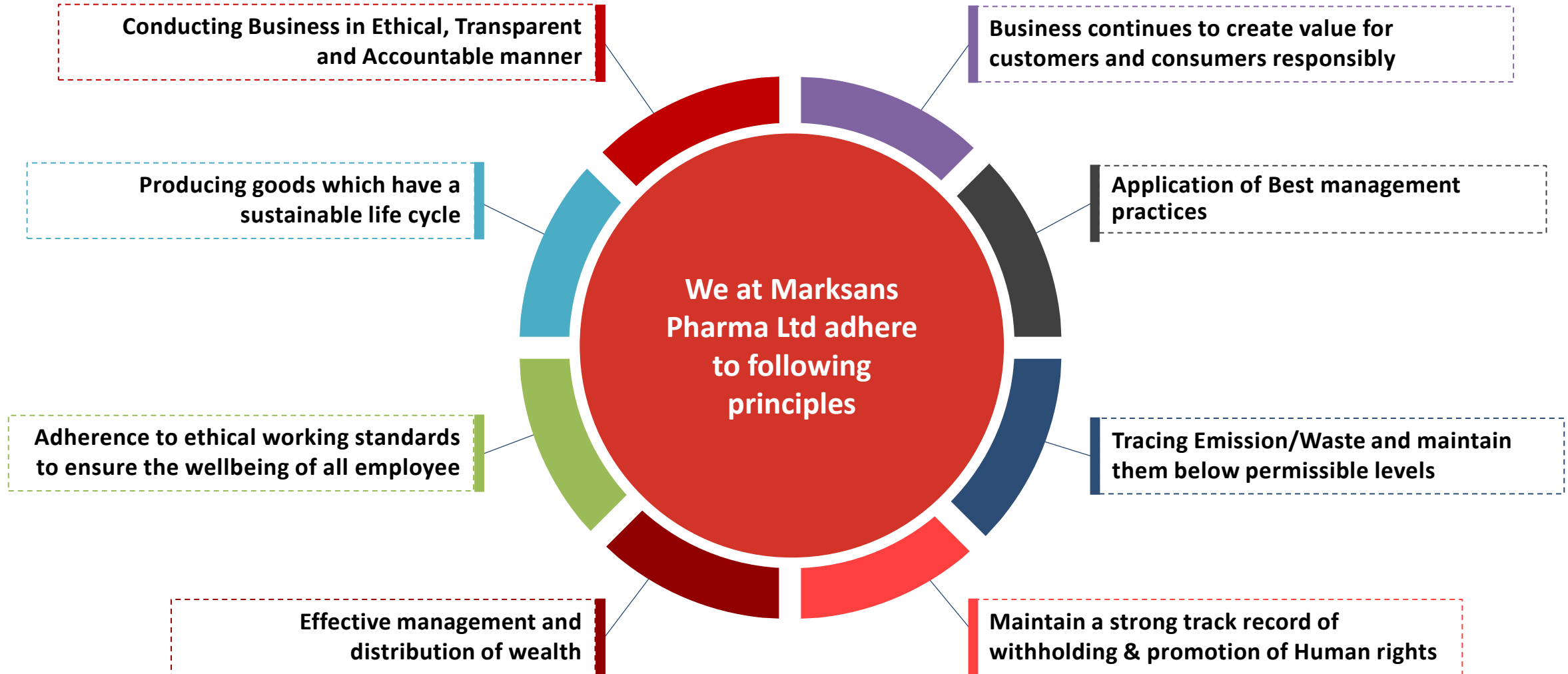
Marksans Pharma Ltd.

Sustainability Pillars	Goal	Initial Milestone	Status
Responsible Manufacturing	<ul style="list-style-type: none">By 2028, we plan to achieve sustainable waste disposal methods	<ul style="list-style-type: none">Waste disposal with co-processing – Recycled and Reused100% Waste water utilization after reprocessing	<ul style="list-style-type: none">In ProgressUse of renewable/ recyclable sources of energy
	<ul style="list-style-type: none">Focus on reduction of green house gas emission	<ul style="list-style-type: none">Scope 1 - Reduction in steam consumption by 2%Scope 2 - Reduction in electrical energy by 3%Reduction in raw water consumption by 2%	<ul style="list-style-type: none">Policies and monitoring is in place for environment and biodiversityCommitment to preserve nature and environment

Corporate Governance Principles



Marksans Pharma Ltd.



Board of Directors - Guided By Visionary Minds



Marksans Pharma Ltd.



Mark Saldanha

**Founder, Chairman &
Managing Director**



Sandra Saldanha

**Promoter,
Whole-Time Director**



Varddhman Jain

Whole-Time Director



Dr. Sunny Sharma

Non-Executive Director

- Science Graduate
- 30+ years of experience in the marketing, production and finance functions
- Ex- Whole Time Director, Glenmark Pharmaceuticals Ltd.

- MA in Arts (Sociology)
- Experience in Human Resource Management, Business Development, Projects and Supply Chain Management

- M. Pharm (Pharmaceuticals)
- 27+ years of experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF
- Successfully handled several regulatory inspections including USFDA, MHRA, PMDA Japan and WHO
- Created sound Internal processes for regulatory clearance

- MBA, MBBS.
- Senior Managing Director, OrbiMed Asia
- Ex-Investor Growth Capital (IGC), Easton Capital

Board of Directors - Guided By Visionary Minds



Marksans Pharma Ltd.



Abhinna Sundar Mohanty

Independent Director

- M.Sc., Mathematics
- 39+ years of experience in sales, marketing, business development and business strategy
- Ex-Alembic Pharma



Digant Mahesh Parikh

Independent Director

- MBA, Finance
- 26+ years of experience in Corporate Finance, Strategic Planning and Business Set-up & Scale up.



Shailaja Vardhan

Independent Director

- Seasoned professional in Communication
- Expertise in developing brand architecture, devising positioning strategies, formulating go-to-market approaches, and implementing impactful communication initiatives

Experienced Leadership Team



Marksans Pharma Ltd.



Mark Saldanha

**Founder, Chairman &
Managing Director**

- Science Graduate
- 30+ years of experience in the marketing, production and finance functions



Varddhman Jain

Whole-Time Director

- M. Pharm (Pharmaceuticals)
- 27+ years of experience in manufacturing, quality R&D, compliance & regulatory affairs both for API and FDF manufacturing



Sathish Kumar

**MD – Marksans Pharma
UK Ltd.**

- M. Pharm (Pharmaceuticals)
- 20+ years of experience in Production, Formulation development, Regulatory, Technical and Business Development



Anjani Kumar

**COO – Global Operations
and USA**

- B. Pharm (Pharmaceuticals)
- 38+ years of experience in all aspects of pharma management
- Ex-Wockhardt, Cipla, Lupin



David Mohammed

**MD – Pharmaceuticals
Australasia Pty Ltd**

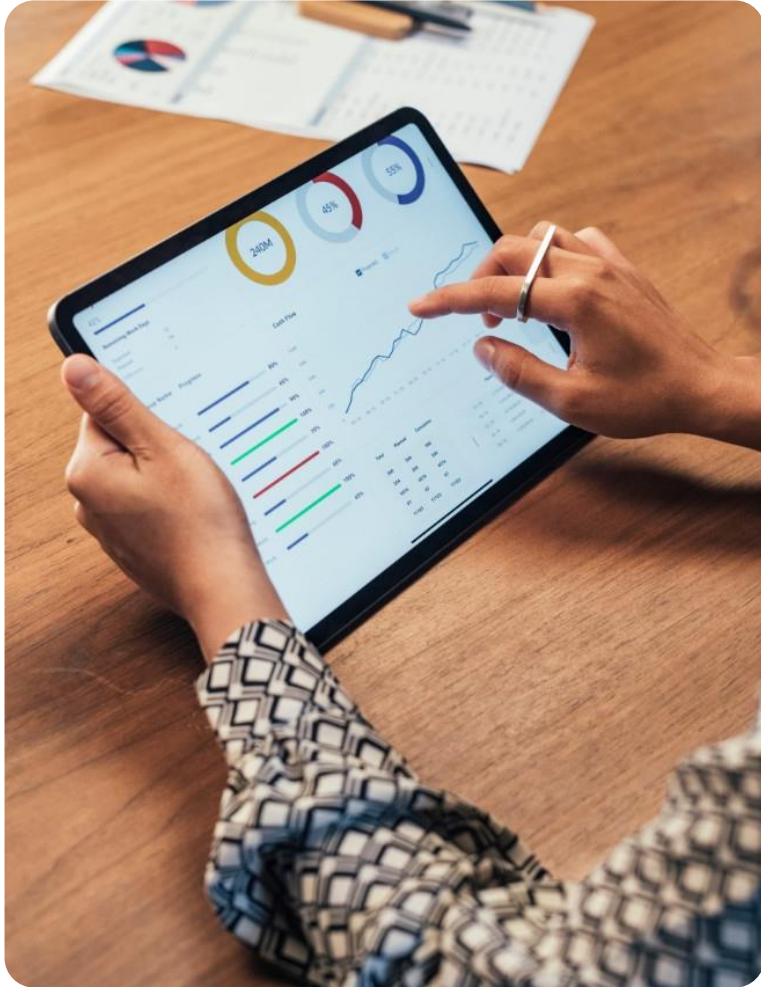
- 20+ years experience in pharma innovation, operations, distribution
- Ex-MD Australasia and Africa, Valeant Pharmaceuticals



Jitendra M Sharma

Chief Financial Officer

- CA, CWA
- 28+ years of expertise in M&A, treasury, forex management, costing, fund raising and internal control systems



Annexure

Consolidated Profit & Loss Statement



Marksans Pharma Ltd.

Particulars (₹ cr)	Q4 FY25	Q4 FY24	Q3 FY25	YoY	QoQ	FY25	FY24	YoY
Operating Revenue	708.5	560.0	681.8	26.5%	3.9%	2,622.8	2,177.4	20.5%
Gross Profit	383.2	290.2	383.5	32.1%	-0.1%	1,479.1	1,139.3	29.8%
Gross Margin %	54.1%	51.8%	56.2%	228 bps	-215 bps	56.4%	52.3%	407 bps
EBITDA	125.8	109.6	138.8	14.7%	-9.4%	528.6	458.6	15.3%
EBITDA Margin %	17.8%	19.6%	20.4%	-183 bps	-260 bps	20.2%	21.1%	-91 bps
Finance Costs	-3.4	-4.8	-2.7	-29.0%	28.8%	-11.7	-11.2	4.1%
Depreciation & Amortization	-22.7	-21.1	-20.7	8.0%	9.9%	-83.4	-74.3	12.3%
Other Income	16.5	16.5	27.8	-0.1%	-40.7%	70.4	50.4	39.6%
Profit before tax	116.1	100.3	143.3	15.8%	-19.0%	504.0	423.5	19.0%
Taxes	-25.4	-22.6	-38.2	12.1%	-33.6%	-121.3	-108.6	11.7%
PAT	90.7	77.6	105.1	16.9%	-13.6%	382.6	314.9	21.5%
Net Profit Margin %	12.5%	13.5%	14.8%	-95 bps	-229 bps	14.2%	14.1%	7 bps
Diluted EPS (INR)	2.0	1.7	2.3	15.7%	-13.5%	8.4	6.9	21.3%

Note: Net Margin = Net profit / Total Income (Revenue from operations + Other Income)

Consolidated Balance Sheet



Marksans Pharma Ltd.

Particulars (₹ cr)	FY25	FY24
EQUITY AND LIABILITIES		
EQUITY		
Share capital	45.3	45.3
Reserves and surplus	2,421.6	2,019.7
Non-Controlling interest	22.5	20.9
Total equity	2,489.4	2,085.9
LIABILITIES		
NON-CURRENT LIABILITIES		
Lease liability	263.3	190.0
Provisions	5.9	4.6
Deferred tax liabilities (Net)	3.7	10.6
Total non-current liabilities	272.9	205.2
CURRENT LIABILITIES		
Borrowings	23.1	29.1
Lease liability	35.5	25.0
Trade payables	305.7	268.3
Other financial liabilities	23.6	15.4
Other current liabilities	58.0	30.2
Provisions	1.4	2.0
Current tax liabilities (Net)	29.9	19.9
Total current liabilities	477.3	389.8
Total liabilities	750.3	595.0
TOTAL EQUITY AND LIABILITIES	3,239.6	2,681.0

Particulars (₹ cr)	FY25	FY24
ASSETS		
NON-CURRENT ASSETS		
Property, plant & equipment	886.4	675.7
Capital work-in-progress	9.0	5.4
Goodwill	40.9	39.5
Intangible assets	54.6	60.7
Intangible assets under development	18.1	4.0
Other non-current financial assets	3.6	2.6
Deferred tax assets (net)	-	-
Other non-current assets	21.8	29.4
Non current tax assets (net)	1.1	1.1
Total non-current Assets	1,035.5	818.5
CURRENT ASSETS		
Inventories	845.5	617.9
Investments	0.7	27.0
Trade receivables	540.0	453.2
Cash & cash Equivalents	495.8	403.3
Bank balances other than above	208.4	270.3
Other financial assets	3.6	6.9
Other current assets	97.8	79.0
Current tax assets (Net)	12.3	4.9
Total current assets	2,204.1	1,862.5
TOTAL ASSETS	3,239.6	2,681.0

For more information please contact:

Jitendra Sharma

(CFO)

Marksans Pharma Ltd.

Tel: +91 22 4001-2000

jitendra@marksanspharma.com

Corporate Office

11th Floor Grandeur, Off Veera Desai Road,
Opp Gundecha Symphony, Andheri (W),
Mumbai – 400 053, Maharashtra - India



© 2025 Marksans Pharma Ltd., All Rights Reserved.

“Marksans Pharma” and The Marksans Pharma Logo are trademarks of Marksans Pharma Limited. In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.