



Marksans Pharma Ltd.

NEWS RELEASE

11th August 2017, Mumbai - India

Performance Highlights- Consolidated Q1 2017-18

Marksans Consolidated Revenue at Rs. 221.09 crores in Q1 of FY 2017-18

- EBITDA was Rs. 29.03 crores for the quarter.
- Profit before Tax was Rs. 19.66 crores for the quarter.
- PAT at Rs. 13.64 crores for the quarter.

Management Discussion and Analysis for the Q1 of FY 2017-18

Revenue Figures – Consolidated

INR in crores				
Quarter ended June 2017				
	Q1 FY 2017-18	Q1 FY 2016-17	Growth %	Mix %
Europe, UK – Formulations	104.31	76.10	37.07%	47.18%
US & North America – Formulations	86.86	79.27	9.58%	39.29%
Australia & NZ – Formulations	23.52	26.11	-9.94%	10.64%
Rest of World(ROW)	6.40	5.28	21.21%	2.89%
Consolidated Revenue from operations	221.09	186.76	18.38%	100.00%

Business Highlights

- Company achieved revenue of Rs. 104.31 crores from Europe, UK Formulation business as compared to Rs. 76.10 crores achieved during last year same period Registering 37.07% growth during the quarter.
- US & North America Formulation business reported growth of 9.58% to Rs. 86.86 crores during the quarter. Time Cap Laboratories Inc (company's 100% Wholly Owned Subsidiary) offers Marksans an ideal platform to expand its operations in US. With the long term objective of creating its own sustainable platform.
- Australia & NZ Formulation business revenue was at Rs. 23.52 crores for the quarter.
- Rest of World Formulation business was Rs. 6.40 crores. Almost 97% of company's total revenue came from regulated markets of US, Europe, Australia & New Zealand.



www.marksanspharma.com

CIN : L24110MH1992PLC066364

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11th Floor, "GRANDEUR", Opp. Gundecha Symphony, Veera Desai Extension Road, Oshiwara,
Andheri (W), Mumbai - 400 053 • Tel.: +91 22 4001 2000 • Fax : +91-22 4001 2011
E-mail: info@marksanspharma.com



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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 USFDA, UKMHRA and Australian 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.

Marksans Pharma Limited
11th Floor, "GRANDEUR", Veera desai Extension Road,
Oshiwara, Andheri – (West), Mumbai – 400 053, India
Tel:- +91 22 4001 2000, Fax:- +91 22 4001 2011.



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