



Marksans Pharma Ltd.

NEWS RELEASE

13th November 2017, Mumbai - India

Performance Highlights- Consolidated for H1 FY 2017-18 Results

Marksans Consolidated Revenue at Rs. 494.91 crores in H1 FY 2017-18(YOY growth 32.36%)

- EBITDA was Rs 53.63 crores for the period, as compared to Rs.20.36 crores last year same period.
- Profit Before Tax was Rs.34.23 crores for the period, as compared to Rs.7.30 crores during last year same period.
- Profit after Tax was Rs.23.06 crores for the period, as compared to Rs.5.11 crores last year same period.

Management Discussion and Analysis for the H1 FY 2017-18

Revenue Figures – Consolidated

	INR in crores			
	H1 FY 2017-18			
	H1 FY 2017-2018	H1 FY 2016-2017	Growth %	Mix %
US & North America – Formulations	189.58	165.79	14.35%	38.31%
Europe, UK – Formulations	237.40	137.25	72.97%	47.97%
Australia & NZ – Formulations	51.53	54.81	-5.98%	10.41%
Rest of World(ROW)	16.40	16.03	2.28%	3.31%
Consolidated Revenue from operations	494.91	373.88	32.37%	100.00%

Business Highlights

- US & North America Formulation business reported revenue of Rs. 189.58 crores, as against Rs.165.79 crores during last year same period registering growth of 14.35%. The US based business is witnessing higher competition and price erosion due to channel consolidation.
- Company achieved revenue of Rs. 237.40 crores from Europe, UK Formulation business as compared to Rs. 137.25 crores achieved during last year same period, registering strong growth of Rs.72.97%.
- Australia & NZ Formulation business achieved revenue of Rs. 51.53 crores.
- Rest of World Formulation business was Rs. 16.40 crores. Almost 96% of company's total revenue came from regulated markets of US, Europe, Australia & Canada.



CIN : L24110MH1992PLC066364

www.marksanspharma.com

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Marksans Pharma Ltd.

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. 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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