



Marksans Pharma Ltd.

FY20 Revenue at Rs. 1,134.5 Cr.; growth of 12.9%

EBITDA at Rs. 192.6 Cr., growth of 40.8%

Mumbai, June 2nd, 2020 – Marksans Pharma Ltd (NSE: MARKSANS; BSE Code: 524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the fourth quarter and year ended March 31st, 2020.

Financial Highlights - Consolidated Financial Overview:

In Rs. Cr.	FY20	FY19	YoY Growth (%)	YoY% (Constant currency)	Q4FY20	Q4FY19	YoY Growth (%)	YoY% (Constant currency)
Total Revenue	1,134.5	1,004.7	12.9%	15.8%	335.4	257.1	30.4%	33.9%
EBITDA	192.6	136.8	40.8%	41.1%	69.2	25.4	172.8%	173.4%
EBITDA Margin%	17.0%	13.6%	336 bps	297 bps	20.6%	9.9%	1,077 bps	1,028 bps
PAT	120.8	80.4	50.1%	50.5%	42.7	9.9	333.8%	334.8%
PAT Margin%	10.6%	8.0%	264 bps	239 bps	12.7%	3.8%	891 bps	861 bps

Consolidated FY20 (Y-o-Y)

- Overall business grew by 15.8% in constant currency basis in FY20 as compared to FY19
- Total Revenue was Rs. 1,134.5 Cr. as compared to Rs. 1,004.7Cr. in FY19, an increase of 12.9%
- EBITDA was Rs. 192.6 Cr. as compared to Rs. 136.8 Cr. in FY19, a growth of 40.8%
- EBITDA Margin stood at 17.0% for FY20 as against 13.6% in FY19
- PAT stood at Rs. 120.8 Cr. as compared to Rs. 80.4 Cr. in FY19, an increase of 50.1%

Consolidated Q4 FY20 (Y-o-Y)

- Overall business grew by 33.9% in constant currency basis in Q4 FY20 as compared to Q4 FY19
- Total Revenue was Rs. 335.4 Cr as compared to Rs. 257.1 Cr in Q4 FY19, an increase of 30.4%
- EBITDA was Rs. 69.2 Cr. as compared to Rs. 25.4 Cr. in Q4 FY19, an increase of 172.8%
- EBITDA Margin stood at 20.6% for Q4 FY20 as against 9.9% in Q4 FY19
- PAT stood at Rs. 42.7 Cr. as compared to Rs. 9.9 Cr. in Q4 FY19, a growth of 333.8%

Commenting on the performance Mark Saldanha, Managing Director of the Company said *“I am extremely delighted to share with you the strong performance in this fiscal despite the lockdown due to the COVID pandemic at the end of March. Revenue for the year expanded by ~13% and EBITDA by ~41%. We also received EIR from the US FDA for Time Cap Laboratories located at Farmingdale, New York, USA. This positions us favorably to expand our reach in US market.*

On the financial front we became a zero-debt company with cash of Rs 94 crore at the end of this fiscal. The outlook for FY21 looks positive and we expect the growth momentum to continue.”

Business Performance

Revenue by Market:

in Rs. Cr.	FY20	FY19	YoY Growth (%)	YoY% Constant Currency	Mix (FY20) %
Europe, UK – Formulations	510.0	413.0	23.5%	27.6%	44.9%
US & North America – Formulations	436.4	411.5	6.1%	6.3%	38.5%
Australia & NZ – Formulations	140.7	119.9	17.3%	26.6%	12.4%
Rest of World (ROW)	47.4	60.3	-21.3%	-21.1%	4.2%
Consolidated Revenue from operations	1,134.5	1,004.7	12.9%	15.8%	100.0%

Business Highlights

- Company achieved revenue of Rs. 510.0 cr. from Europe, UK: Formulation business in FY20 as compared to Rs. 413.0 cr. achieved during last year same period registering a growth of 23.5%
- US & North America Formulation business reported growth of 6.1% to Rs 436.4 cr. in FY20
- Australia & NZ Formulation business revenue was at Rs. 140.7 cr. in FY20, registering growth of 17.3% YoY
- Rest of World Formulation business was Rs. 47.4 cr. in FY20

About Marksans Pharma Ltd

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, Antidiabetic, Pain Management, Gastroenterological and Anti-allergies. The company is marketing these products globally.

For details, feel free to contact:

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