



Marksans Pharma Ltd.

Date: May 19, 2025

BSE Limited

Corporate Relation Department
Phiroze Jeejeeboi 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: Press Release

Dear Sir/Madam,

Kindly find enclosed herewith a Press Release in relation to the Audited Financial Results (Standalone and Consolidated) for the quarter and year ended March 31, 2025.

Further, as per Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the said press release will also be available on the website of the Company i.e., <https://www.marksanspharma.com/press-release.html>.

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.

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www.marksanspharma.com



Marksans Pharma Ltd.

Q4 & FY25 Financial Results

All-time high annual revenue and profits, with revenue and PAT growth of ~21% YoY

Mumbai, May 19, 2025 – Marksans Pharma Ltd. (NSE: MARKSANS; BSE Code: 524404) reported the financial results today for the quarter and year ended March 31, 2025.

Mark Saldanha, Managing Director of the Company said *“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.”*

Q4FY25 Financial Highlights

- Operating revenue stood at Rs. 708.5 cr., up by 26.5% YoY driven growth across key markets, led by US region
- Gross profit stood at Rs. 383.2 cr., up by 32.1% YoY, with a gross margin expansion of 228 bps YoY to 54.1%. Growth is attributed to softening of raw material prices and a better product mix.
- EBITDA stood at Rs. 125.8 cr. up by 14.7% YoY, with a margin of 17.8%
- EPS is at Rs. 2.0, an increase of 15.7%

FY25 Financial Highlights

- Operating revenue stood at Rs. 2,622.8 cr., up by 20.5% YoY driven by growth across all markets
 - o US business grew by 34.7% YoY
 - o UK & Europe grew by 9.2% YoY
 - o Australia & New Zealand grew by 15.5% YoY
- Gross profit came in at Rs. 1,479.1 cr., up by 29.8% YoY, with a gross margin of 56.4%
- EBITDA stood at Rs. 528.6 cr., up by 15.3%, with an EBITDA margin of 20.2%
- EPS grew by 21.3% YoY to Rs. 8.4

Business Highlights

US Market

- US & North America Formulation business grew 34.7% YoY to Rs. 1,236.6 cr. in FY25
- Commercialized 58 products/SKUs | Products in pipeline 79 products

UK and Europe Market

- Revenue from the UK & Europe Formulation business in FY25 stood at Rs. 1,029.8 cr., registering a growth of 9.2% YoY.
- Approved 12 products | Filed 18 products during the year

Australia and New Zealand Market

- Australia and New Zealand business reported revenue of Rs. 252.8 cr. in FY25, an increase of 15.5% YoY
- Approved 3 products | Filed 3 products during the year

RoW Market

- RoW business reported revenue of Rs. 103.7 cr. in FY25, an increase of 6.4% YoY

Other Highlights

- In FY25, the capex incurred was Rs. 172.9 cr. Capex investments are in line with our plan for scaling the acquired manufacturing unit in Goa which will drive our future growth.
- Cash Balance as of 31st March 2025 stood at Rs. 704.2 cr.
- Working capital cycle ~127 days for FY25
- In FY25, Net Cash from Operations was at Rs 206.7 cr.
- Research & Development (R&D) for FY25 was Rs. 57.9 cr., 2.2% of consolidated revenue.

Business Performance

Consolidated profit and loss statement:

Particulars	Q4FY25	Q4FY24	Q3FY25	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
PAT	90.7	77.6	105.1	16.9%	-13.6%	382.6	314.9	21.5%
Net Margin	12.5%	13.5%	14.8%	-95 bps	-229 bps	14.2%	14.1%	7 bps
EPS (Rs.)	2.0	1.7	2.3	15.7%	-13.5%	8.4	6.9	21.3%

All figures in Rs. Cr. unless otherwise stated

Business-wise performance:

Particulars	Q4FY25	Q4FY24	YoY	Mix	FY25	FY24	YoY	Mix
US & North America	328.6	245.0	34.1%	46.4%	1,236.6	918.1	34.7%	47.1%
UK and Europe	274.1	232.8	17.7%	38.7%	1,029.8	943.0	9.2%	39.3%
Australia & NZ	76.5	63.3	20.9%	10.8%	252.8	218.8	15.5%	9.6%
Rest of World (ROW)	29.3	18.9	55.0%	4.1%	103.7	97.4	6.4%	4.0%
Revenue from operations	708.5	560.0	26.5%	100.0%	2,622.8	2,177.4	20.5%	100.0%

All figures in Rs. Cr. unless otherwise stated

Earnings Conference Call:

There will be an Earnings conference call at 5.00 pm IST on May 20, 2025, during which the leadership team will discuss the financial performance and take questions. A transcript of the conference call will be available at www.marksanspharma.com.

Date and Time	May 20, 2025, at 5.00 pm IST
Diamond pass link	Link
Primary Access Numbers	+91 22 6280 1146, +91 22 7115 8047
International Toll-Free Numbers	US: 1 866 746 2133 UK: 0 808 101 1573 Singapore: 800 101 2045 Hong Kong: 800 964 448 Australia: 1800053698

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.

Disclaimer

Certain statements in this press release concerning our future growth prospects may be 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.

Contact Information

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BSE CODE: 524404

Website: <http://www.marksanspharma.com>