



MOREPEN



Date: 12/05/2025

To,

National Stock Exchange of India Ltd.
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai- 400 051
Symbol: MOREPENLAB

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai- 400 001
Scrip Code: 500288

Subject: Investor Presentation – Q4' FY25

Dear Sir/ Madam,

Please find enclosed the **Investor Presentation – Q4' FY25** based on the financial performance of the company for the quarter and financial year ended 31st March 2025.

Kindly take aforesaid on record.

Thanking you,

Yours faithfully,

For Morepen Laboratories Limited

Vipul Kumar Srivastava
Company Secretary
F-12148

Encl.: a/a.

Morepen Laboratories Limited

CIN NO. L24231 HP1984PLC006028

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TEL.: +91 124 4892000, E-mail: corporate@morepen.com, Website: www.morepen.com

Regd. Off.: Morepen Village, Malkumajra, Nalagarh Road, Baddi, Distt. Solan (H.P.) -173205, INDIA
Tel.: +91 1795 266401-03, 244590, Fax: +91 1795 244591, E-mail: plants@morepen.com



MOREPEN

Q4'FY25
INVESTOR
PRESENTATION

MOREPEN LABORATORIES LIMITED



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A black and white photograph of a woman and a young child. The woman is in the foreground, smiling broadly and looking towards the camera. The child is behind her, also smiling and looking towards the camera. The background is a solid blue color.

1 EXECUTIVE SUMMARY



1 EXECUTIVE SUMMARY

BUSINESS SEGMENTS:



PHARMA BUSINESS

API+RX+CONSUMER

73%

SHARE OF PHARMA
BUSINESS



MEDICAL DEVICES

POINT OF CARE

27%

SHARE OF MEDICAL
DEVICES

FY
25



1 EXECUTIVE SUMMARY:

COMPANY POSITIONING:



COMMITMENT &
CREDIBILITY

#1

MARKET LEADERS IN
6 APIS

80

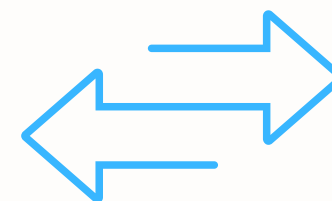
EXPORTING TO OVER 80
COUNTRIES

72%

REVENUE SHARE OF API
FROM EXPORT

#1

MARKET LEADERS IN
GLUCO AND BP METERS



FULLY INTEGRATED MFG.
FOR MEDICAL DEVICES

Rx

INCREASING SHARE OF
FORMULATION BUSINESS



STRONG PORTFOLIO OF
CONSUMER HEALTH

FY
25

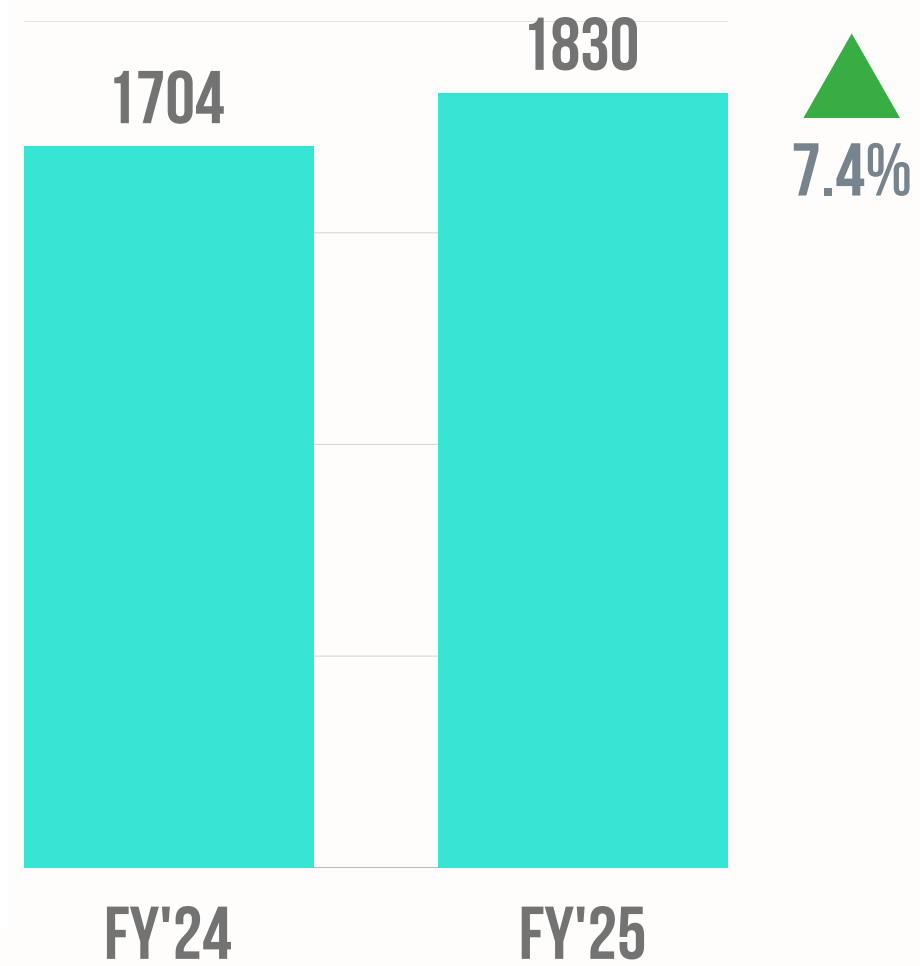


1 EXECUTIVE SUMMARY

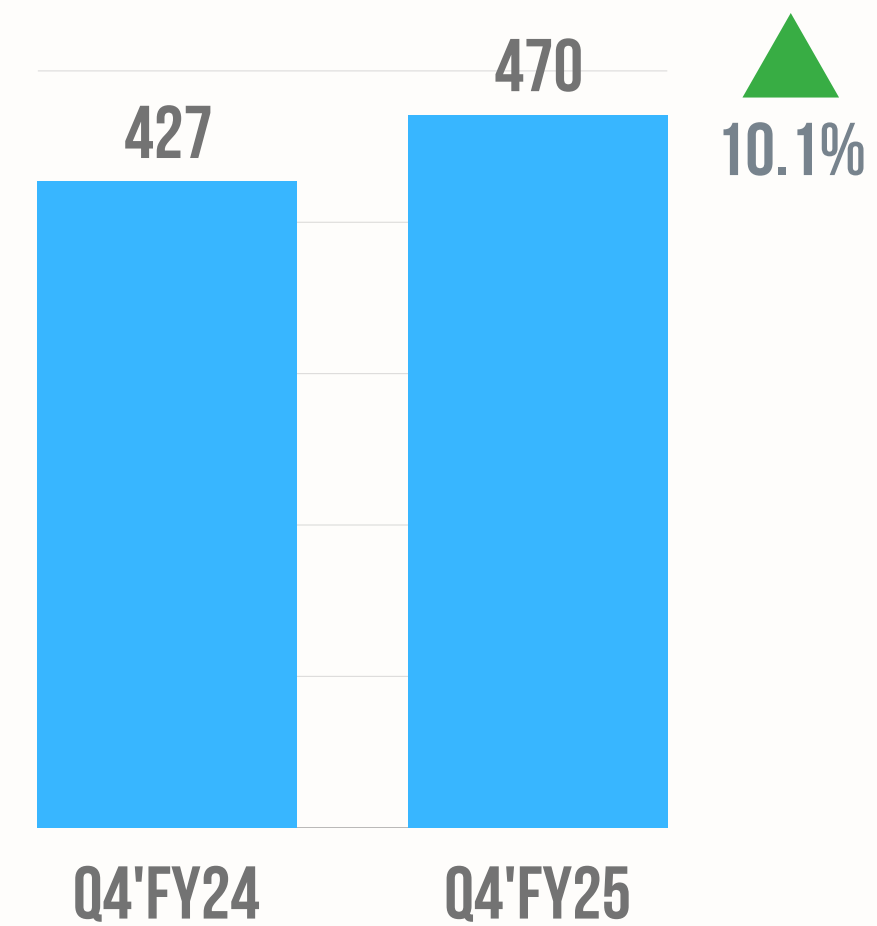
CONSOLIDATED REVENUE:



ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES





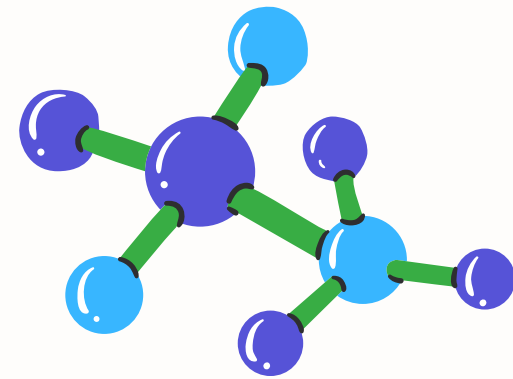
2 PHARMA BUSINESS



2 PHARMA BUSINESS



API & FORWARD INTEGRATION:



API
B2B BUSINESS

73%

SHARE OF PHARMA
BUSINESS



RX
MEDICINES



CONSUMER
HEALTH

27%

SHARE OF MEDICAL
DEVICES

FY
25

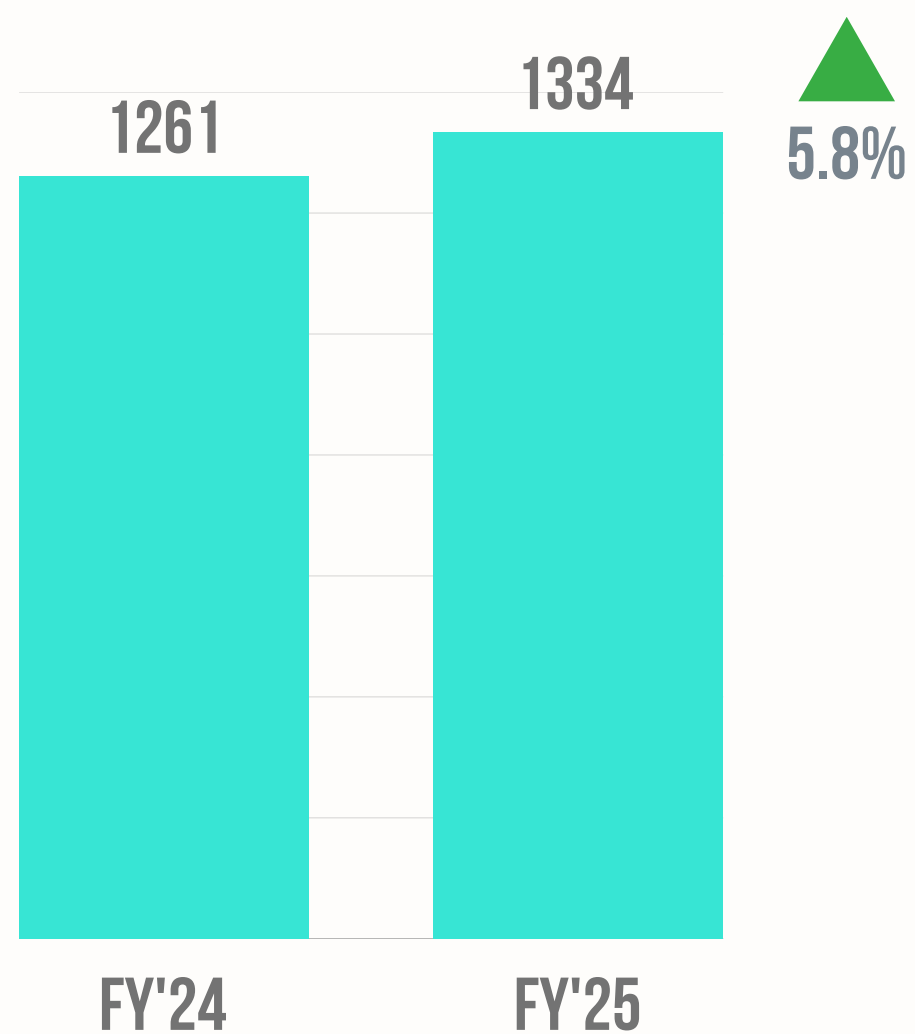


2 PHARMA BUSINESS

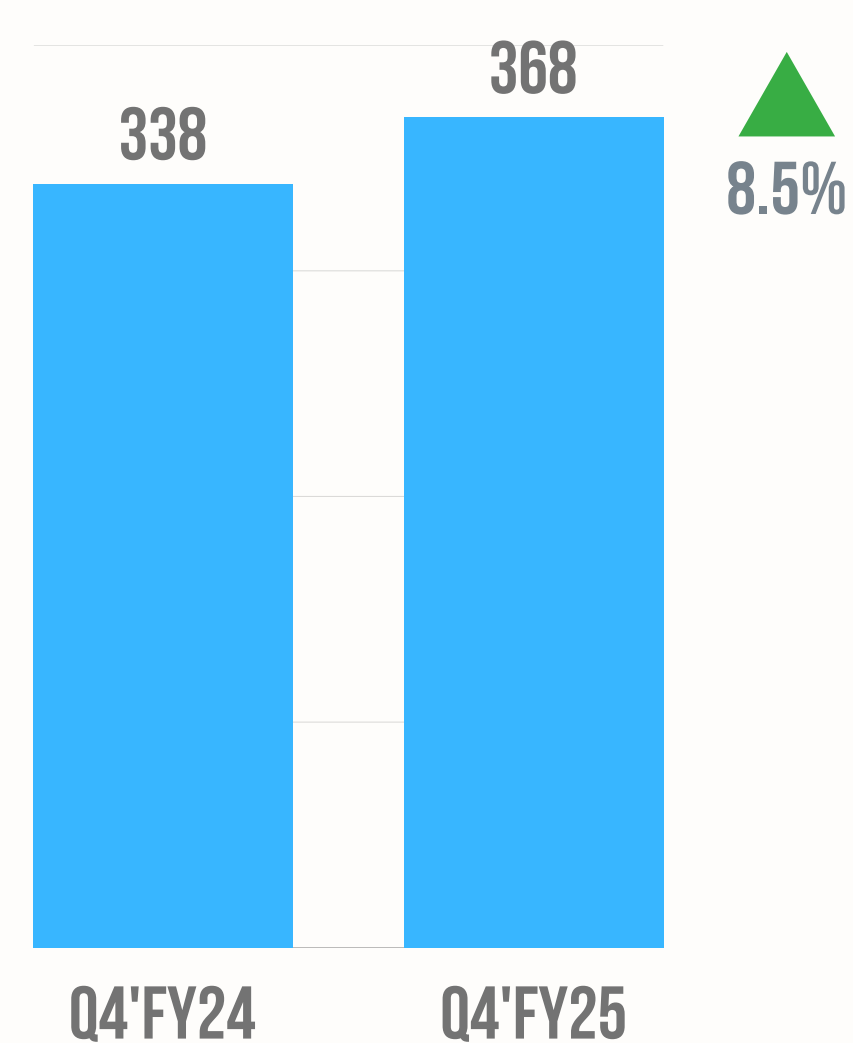


TOTAL PHARMA REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



FY
25



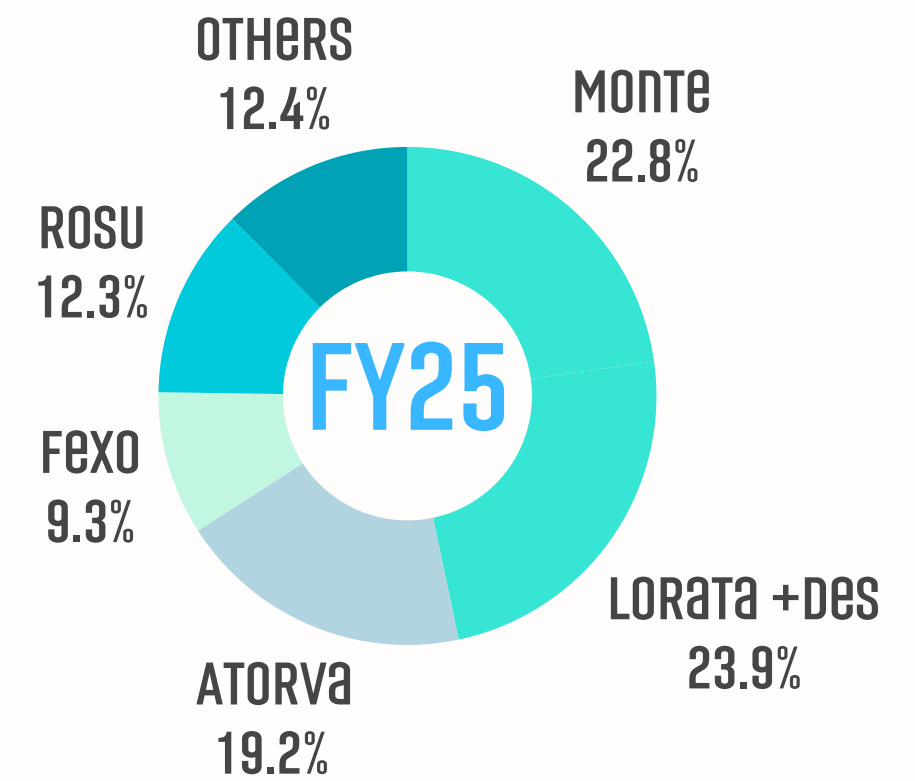
2 PHARMA BUSINESS/API

MARKET LEADERSHIP:

<u>PRODUCT</u>	<u>RANK</u>	<u>EXPORT* SHARE</u>
LORATADINE	#1	81%
DESLORATADINE	#1	66%
MONTELUKAST	#1	77%
ATORVASTATIN	#4	30%
ROSUVASTATIN	#4	30%
FEXOFENADINE	#3	30%



PRODUCT SHARE



API REVENUE SPLIT FY'25

*Morepen export share from India as data as per export data



2 PHARMA BUSINESS/API



NEW PRODUCTS LAUNCHED*:

DIABETICS

- SITAGLIPTIN
- LINAGLIPTIN
- DAPAGLIFLOZIN
- EMPAGLIFLOZIN
- SAXAGLIPTIN
- ERTUGLIFLOZIN

CARDIAC

- APIXABAN
- EDOXABAN
- RIVAROXABAN
- OLMESARTAN
- TICAGRELOR **NEW**
- BEMPEDOIC ACID **NEW**

OTHER

- RESMETIROM **NEW**
- VONOPRAZAN
- VORTIOXETINE
- BEXPIPRAZOLE

**Not available for sales in the countries with valid patent*



2 PHARMA BUSINESS/API

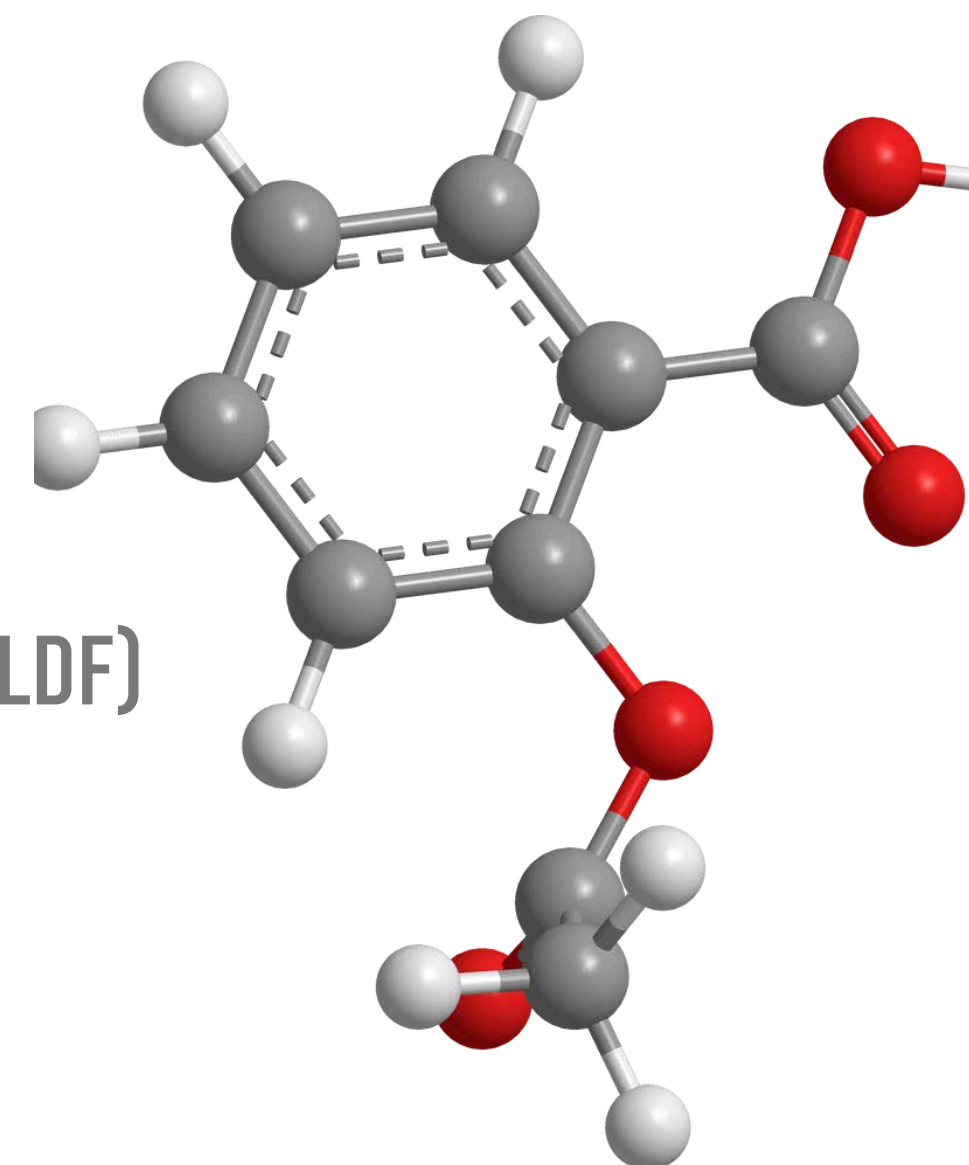
PRODUCT PIPELINE*:

PILOT SCALE

- BARICITINIB
- TAFAMIDIS
- BILASTINE
- FINERENONE
- RUPATADINE
- CARIPRAZINE

U/ DEVELOPMENT

- CENOBAMATE
- LISDEXAMFETAMINE (LDF)
- MAVACAMTEN
- VIBEGRON
- UPADACITINIB
- FEZOLINETANT



**Not available for sales in the countries with valid patent*

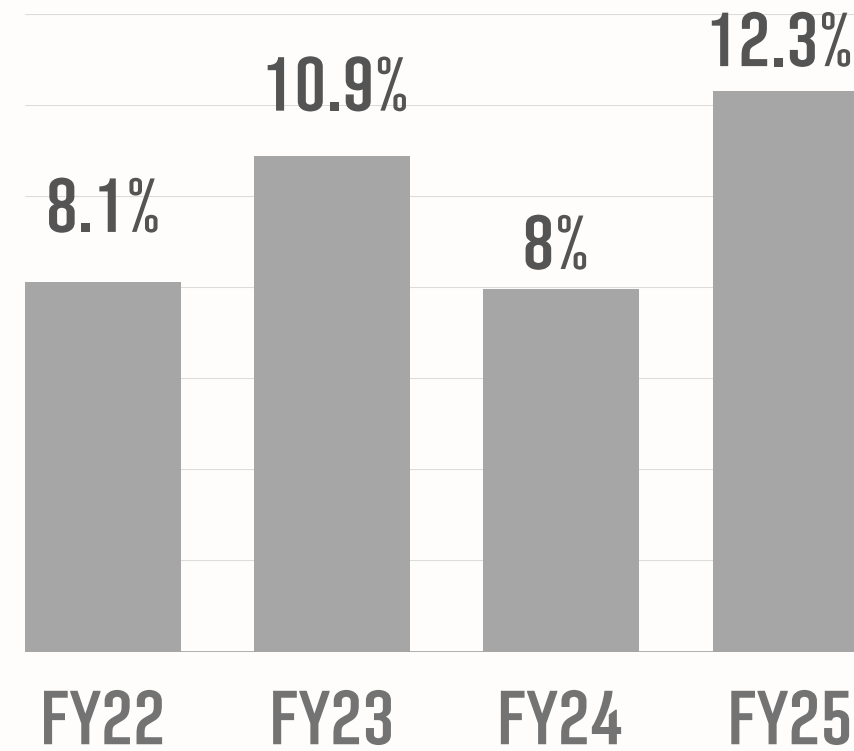


2 PHARMA BUSINESS/API

NEW PRODUCTS:



REVENUE SHARE

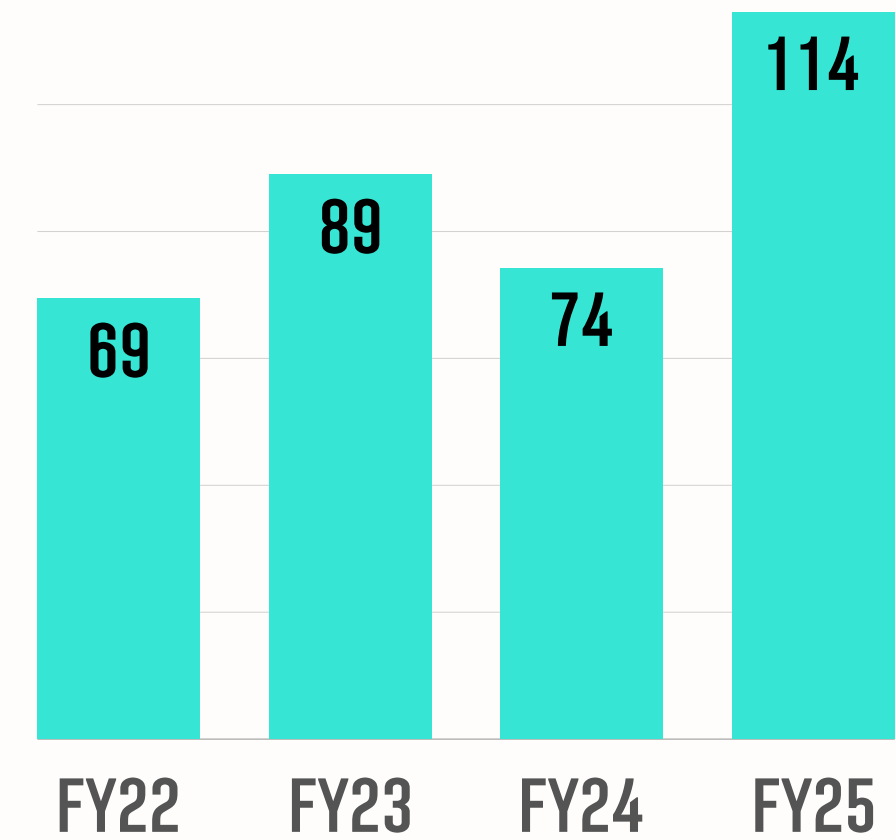


4.2%

INCREASE IN REVENUE CONTRIBUTION OVER 3 YEARS

NEW PRODUCT REVENUE

RS. IN CRORES



65%

INCREASE IN NEW PRODUCTS REVENUE OVER 3 YEARS

FY 25

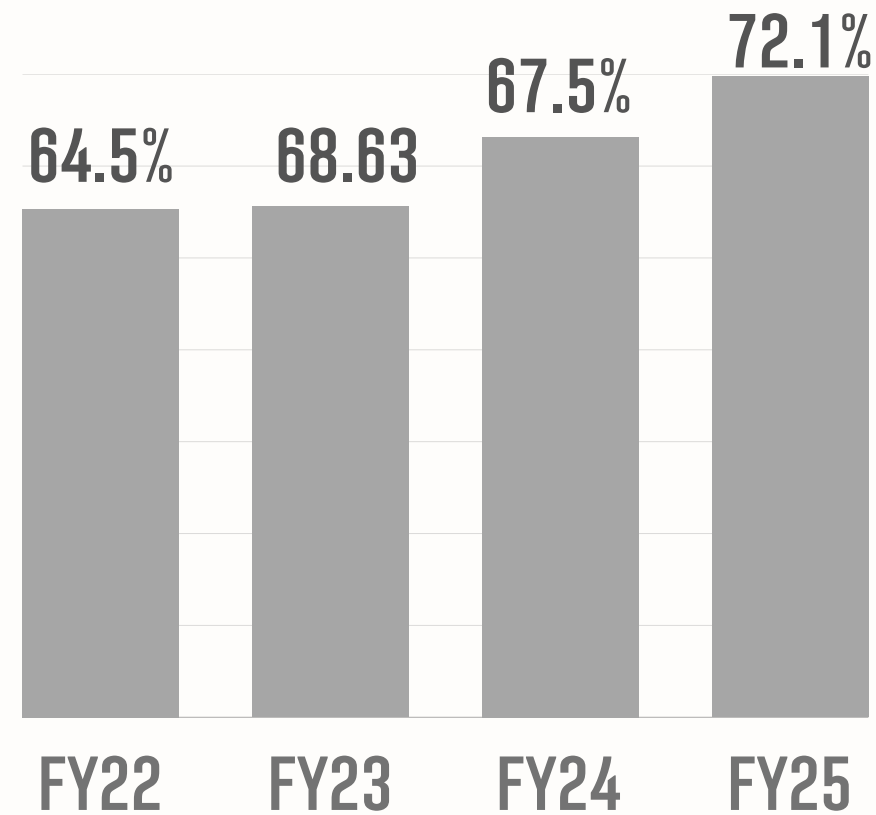


2 PHARMA BUSINESS/API



INCREASING FOCUS ON EXPORT

EXPORT SHARE (API)

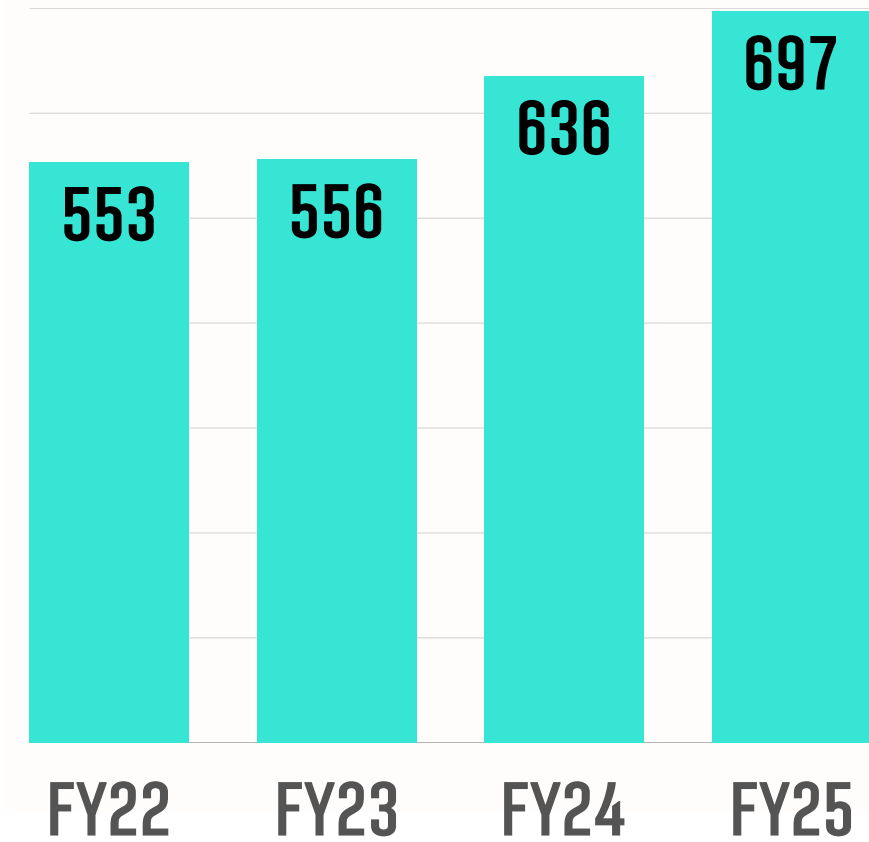


7.6%

INCREASE IN EXPORT CONTRIBUTION IN 3 YEARS

EXPORT REVENUE

RS. IN CRORES



26%

INCREASE IN EXPORT REVENUE IN 3 YEARS

FY 25



2 PHARMA BUSINESS/API

STRONG EXPORT NETWORK:

80

EXPORTING TO OVER 80 COUNTRIES

500

TOP NOTCH CUSOTMERS WORLDWIDE

60%

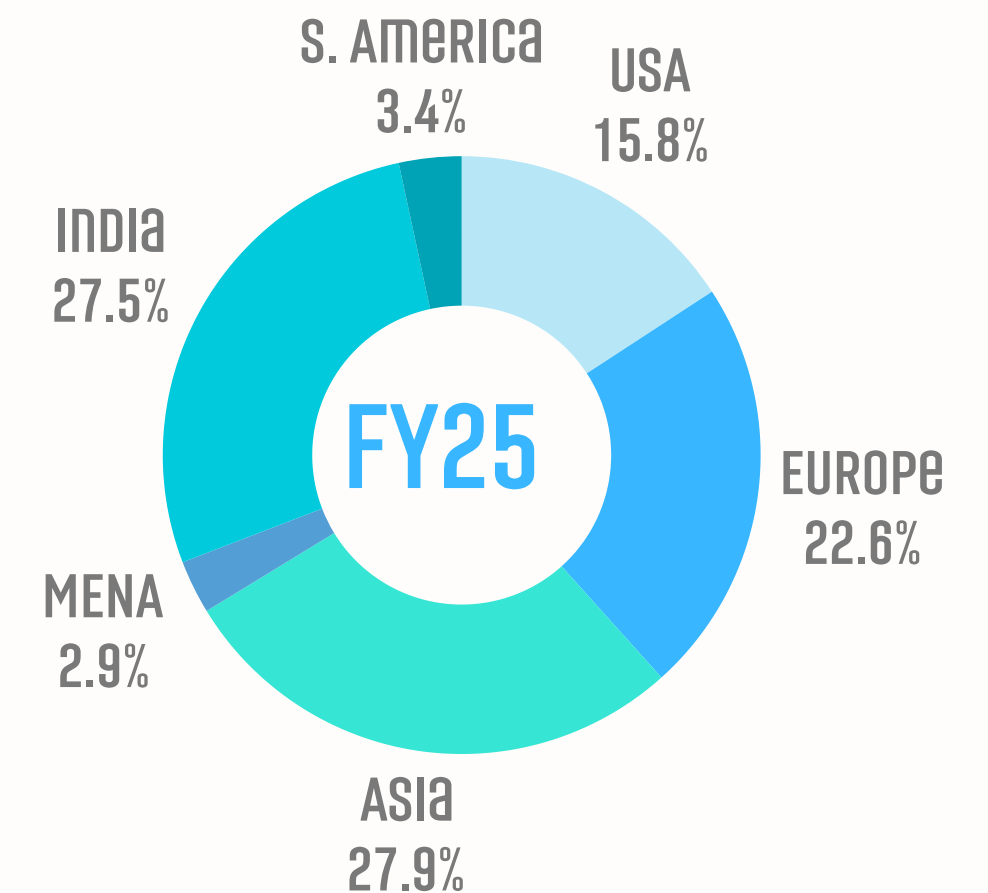
BUSINESS COMES FROM REPEAT CUSOTMERS



EXPERIENCED SALES TEAM FOR ALL REGIONS



CONTINENT-WISE SHARE



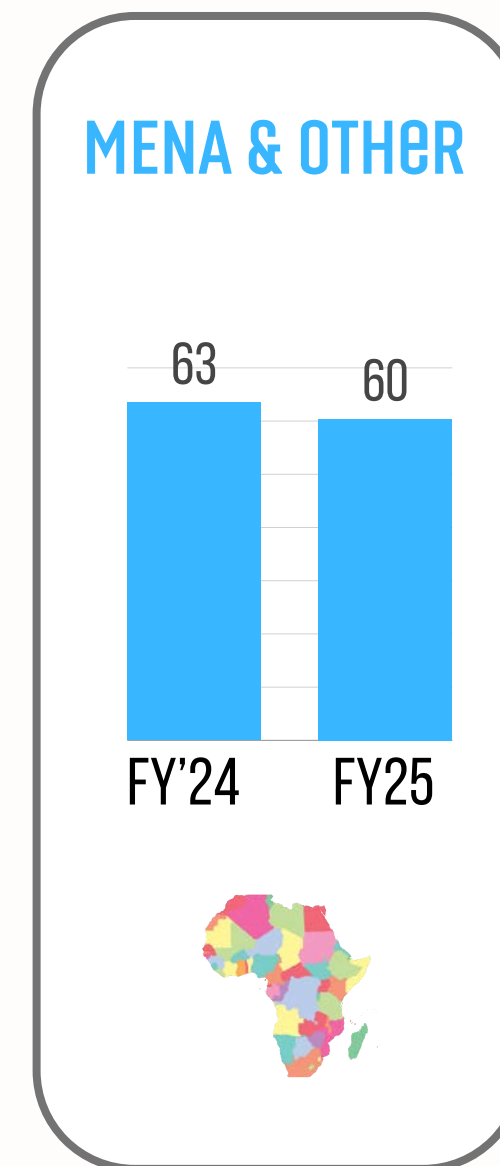
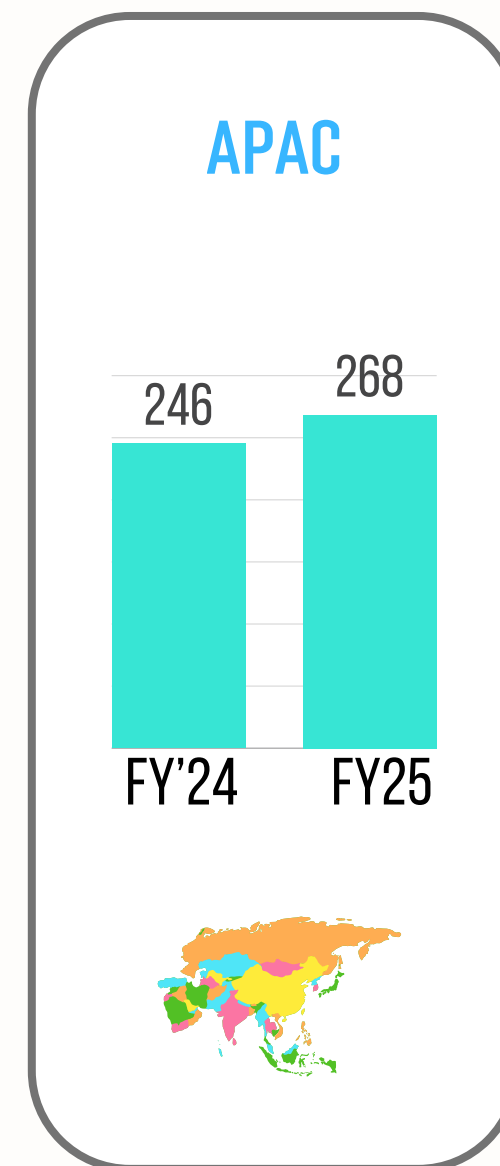
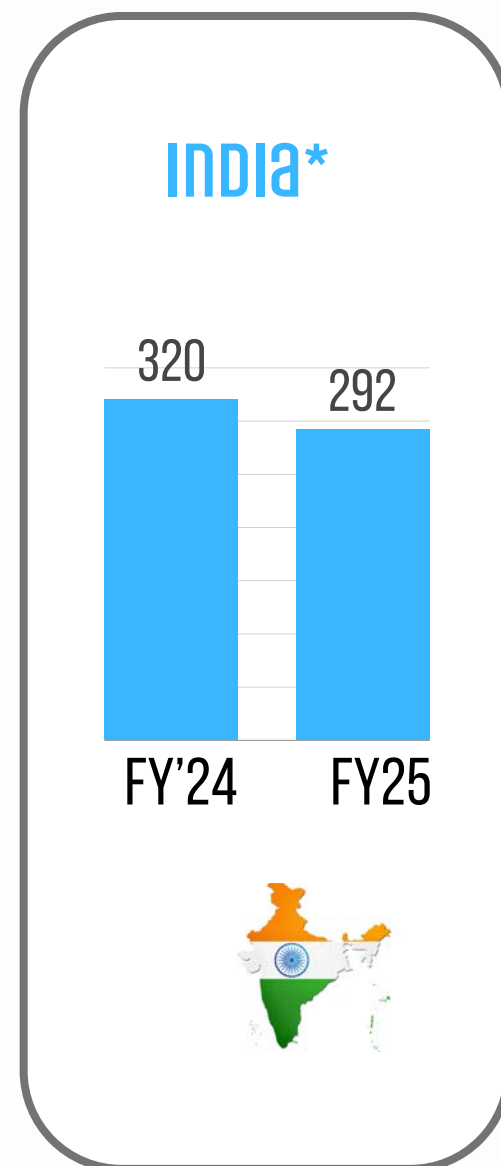
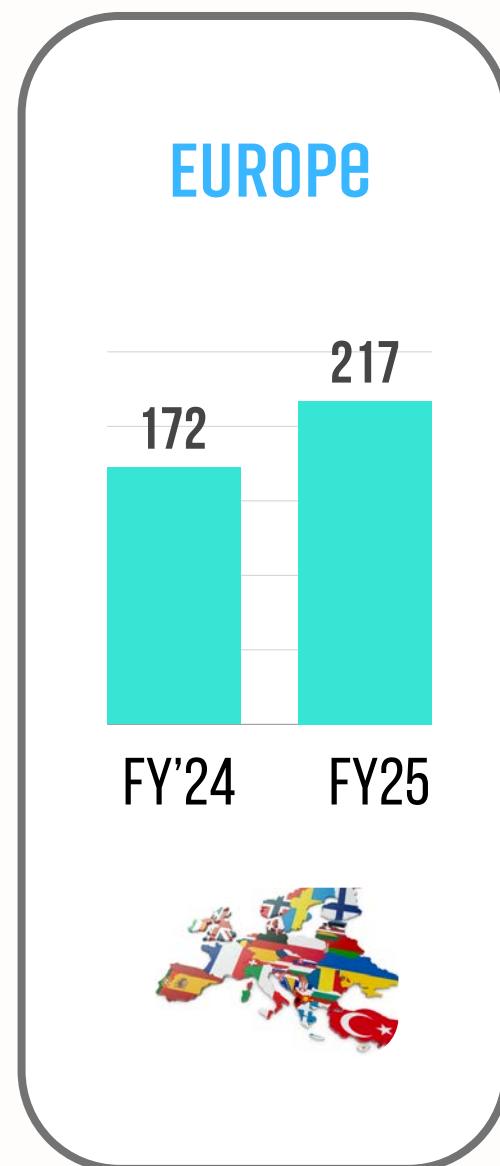
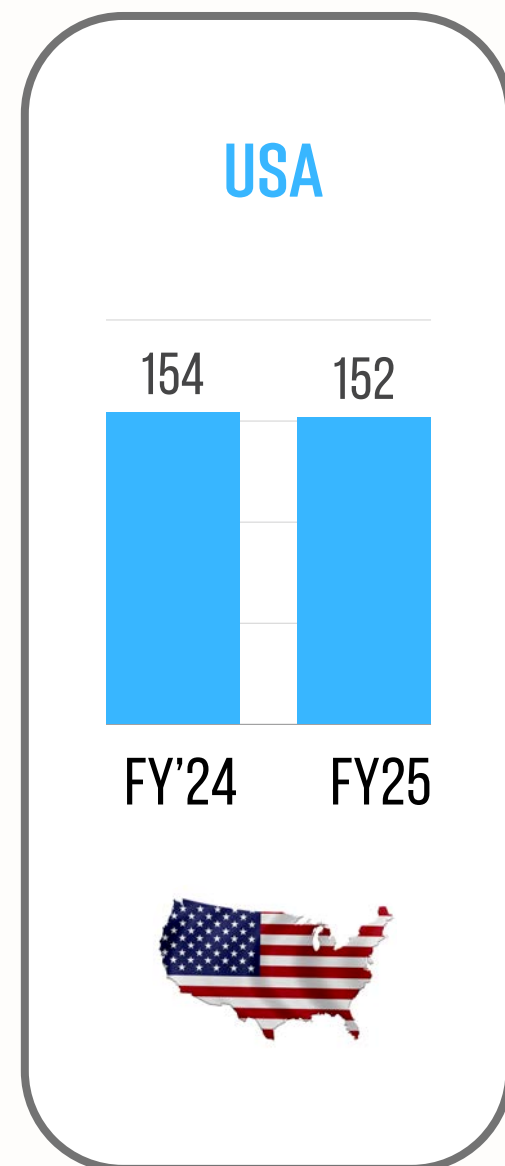
FY 25

2 PHARMA BUSINESS/API



REGION WISE PERFORMANCE:

RS. IN CRORES



FY 25

*Including other income

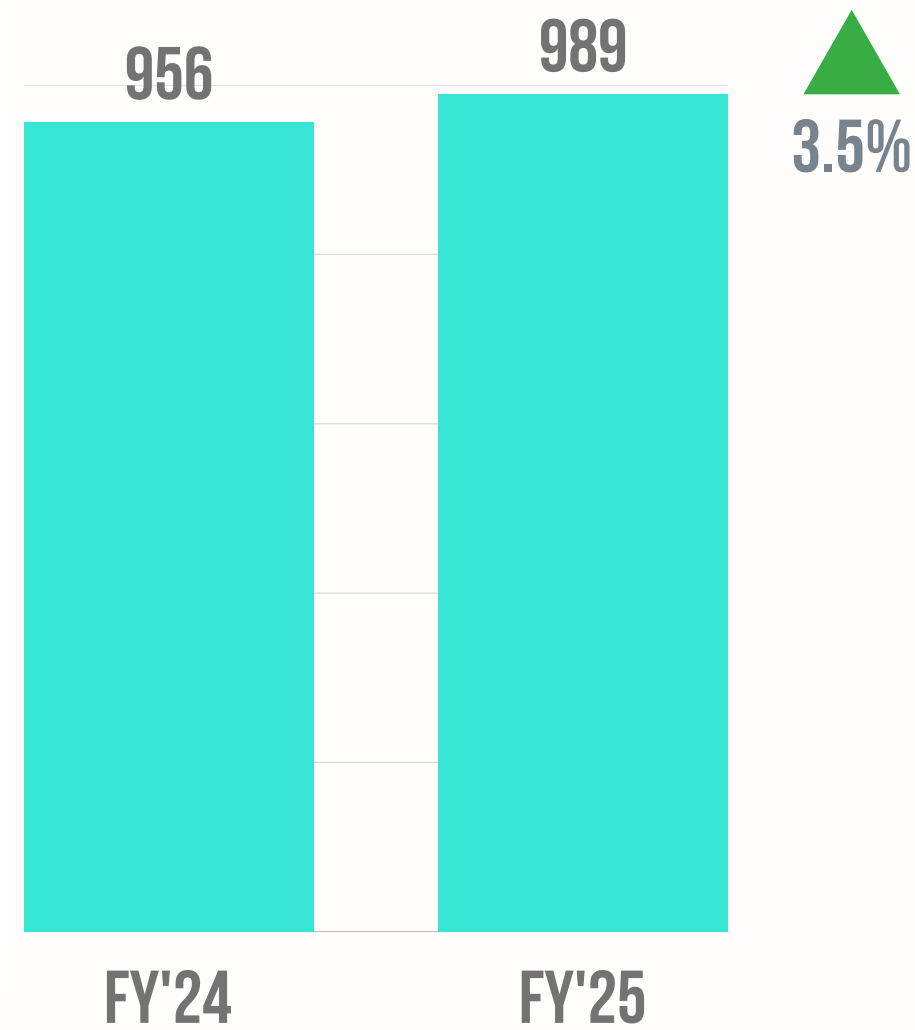


2 PHARMA BUSINESS/API

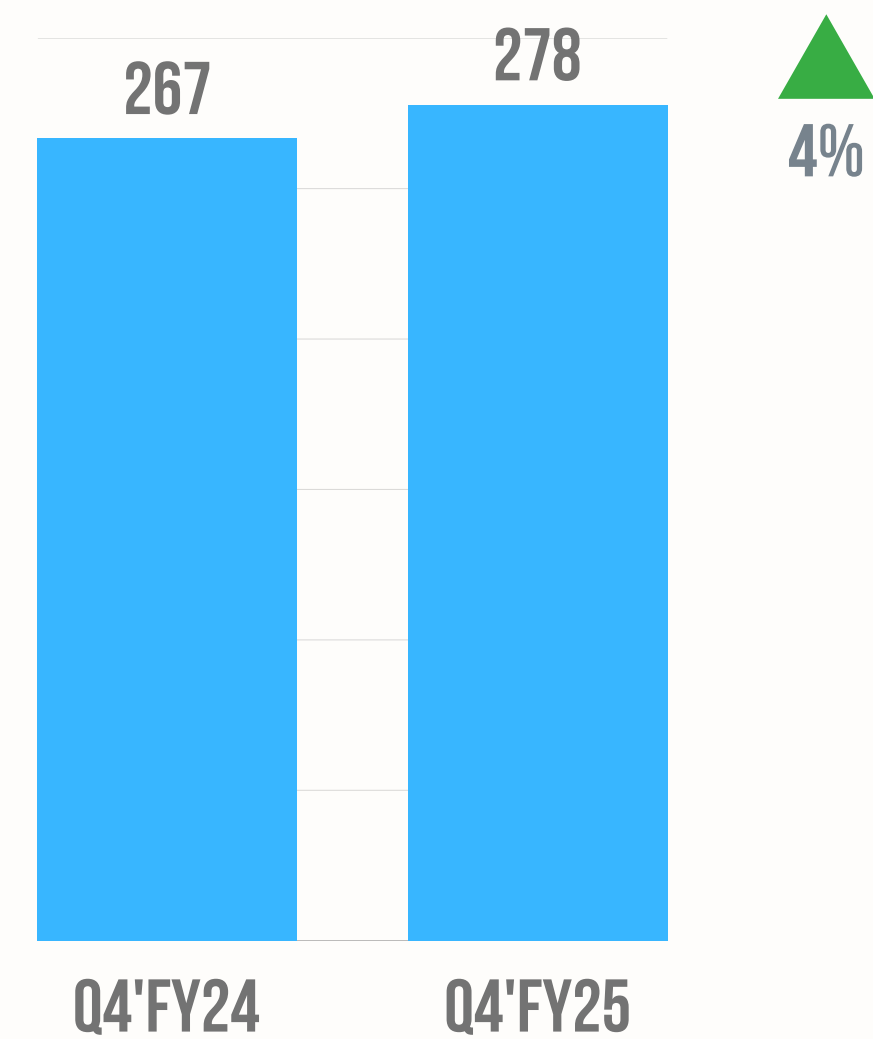


API REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



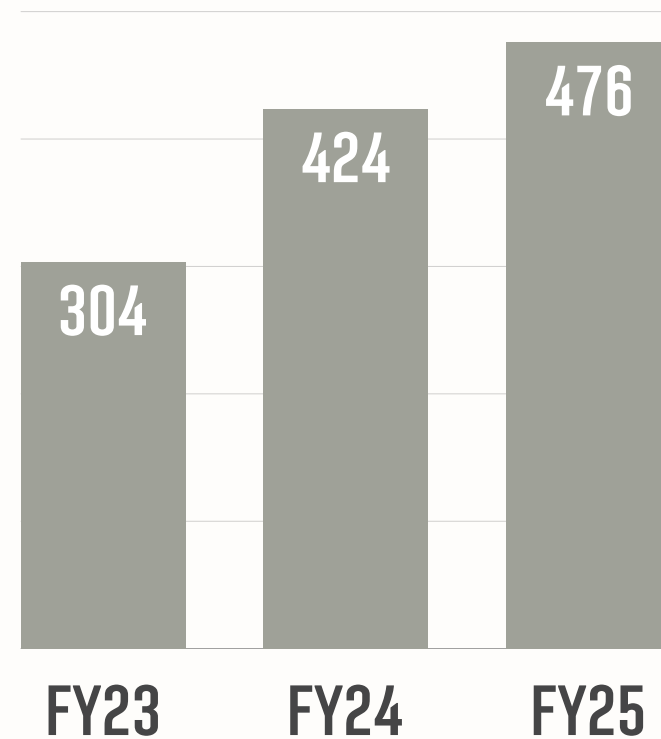


2 PHARMA BUSINESS/API



INCREASING SALES VOLUMES :

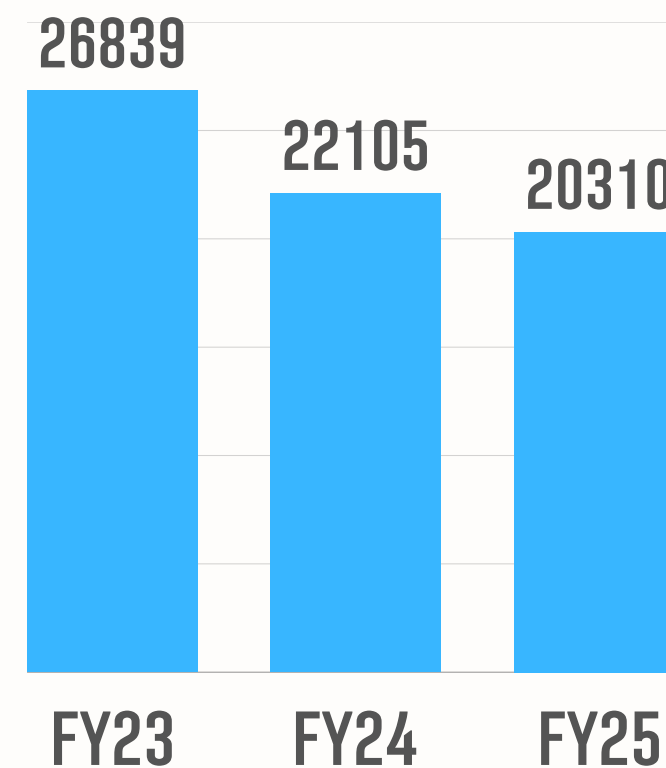
SALES QUANTITY (MT)



57%

INCREASE IN QUANTITY SOLD
IN 2 YEARS

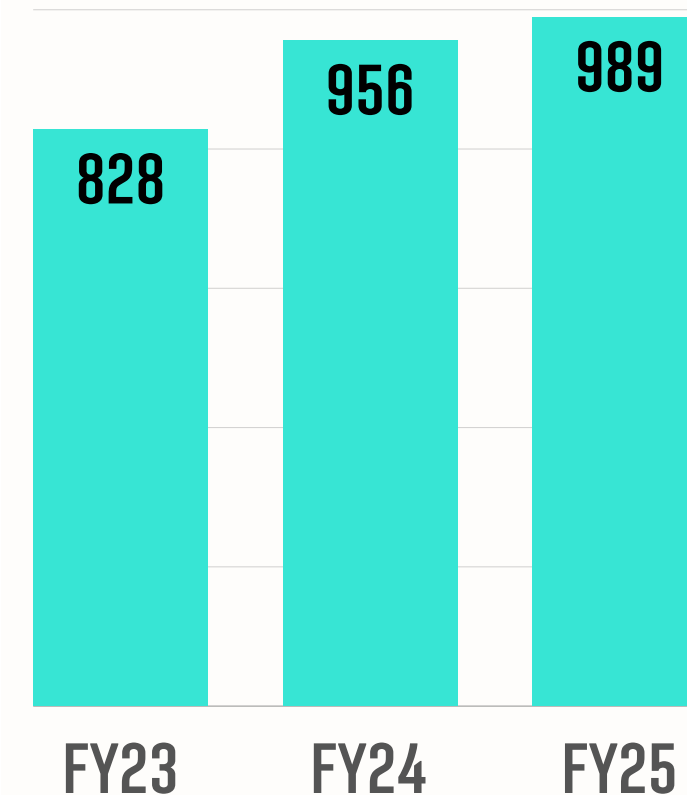
AVERAGE SALES PRICE (INR)



-24%

DECREASE IN SALES PRICE
IN 2 YEARS

REVENUE* (RS IN CRORES)

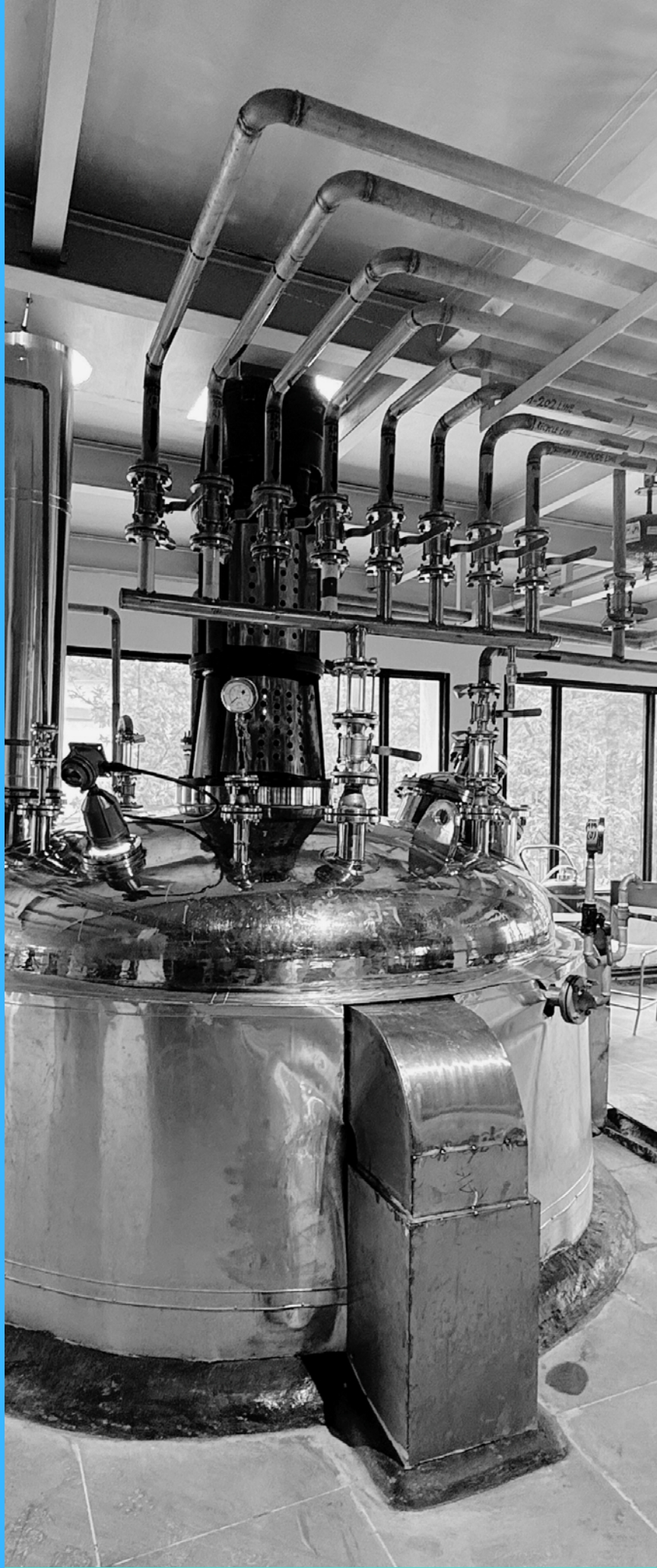


19%

INCREASE IN NET SALES
REVENUE IN 3 YEARS

**Including other income*

FY
25



2 PHARMA BUSINESS/API



INSTALLED API CAPACITY:

CAPACITIES

FY23
314 KL

FY24
403 KL

FY25
514 KL



PLANNED FOR FY26
600 KL
91% UP

**FY
25**



2 PHARMA BUSINESS/ API

INTELLECTUAL PROPERTY:

168

WORLDWIDE PATENTS
FILED

55

R&D SCIENTISTS IN
THE R&D LAB

325

DRUG MASTER FILES
WORLDWIDE

27

US DMFS AND EUROPE
CEPS

48

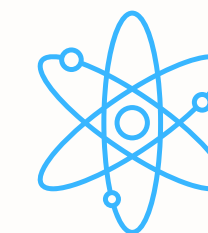
NEW MOLECULES
DEVELOPED

NIL

'483' OBSERVATION* FOR LAST
THREE USFDA INSPECTIONS

30

NEW RX PRODUCTS
DEVELOPED AND
LAUNCHED



ENHANCED CHEMISTRY
SKILLS



FY
25

2 PHARMA BUSINESS/API

REGULATORY APPROVALS:



UNITED STATES



EUROPE



JAPAN



BRAZIL



CHINA NMPA
CHINA



KOREA



INDIA WHO GMP



ISO 13485
(MED DEVICES)

FY
25

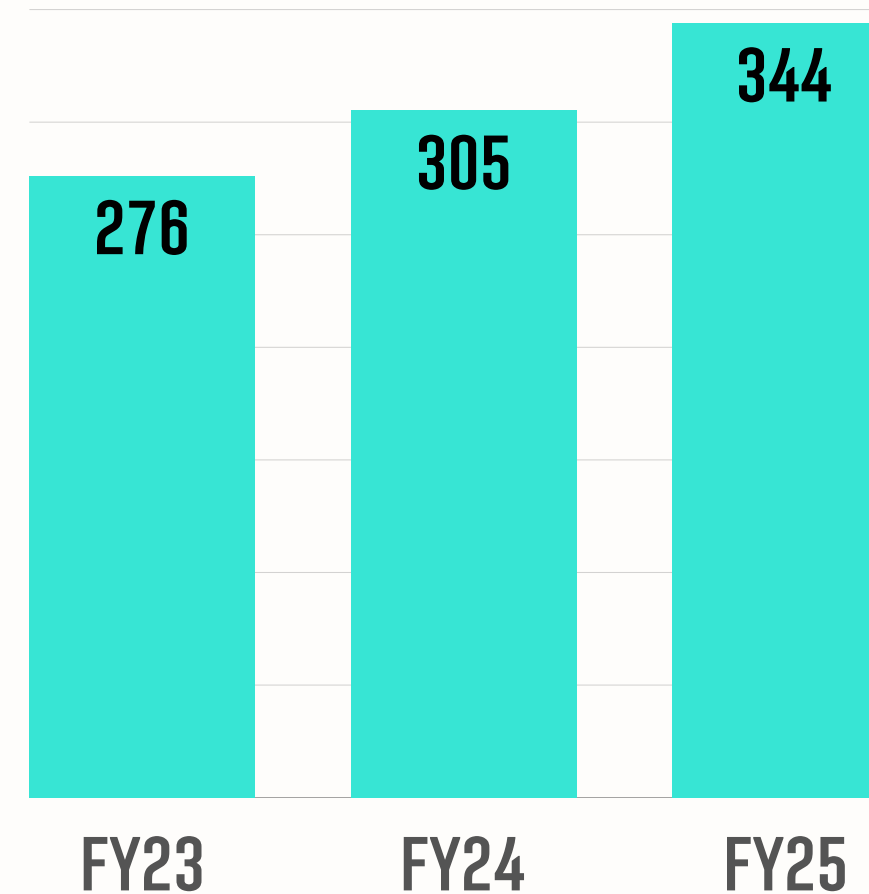


2 PHARMA BUSINESS/RX & OTC

INCREASED FOCUS ON B2C



RS. IN CRORES



29%
INCREASE IN REVENUE IN
Q4'FY25

21%
INCREASE IN FORMULATION
REVENUE IN 2 YEARS

**FY
25**



2 PHARMA BUSINESS/RX & OTC



TO ADD 1000 MEDICAL REPRESENTATIVES IN 3 YEARS

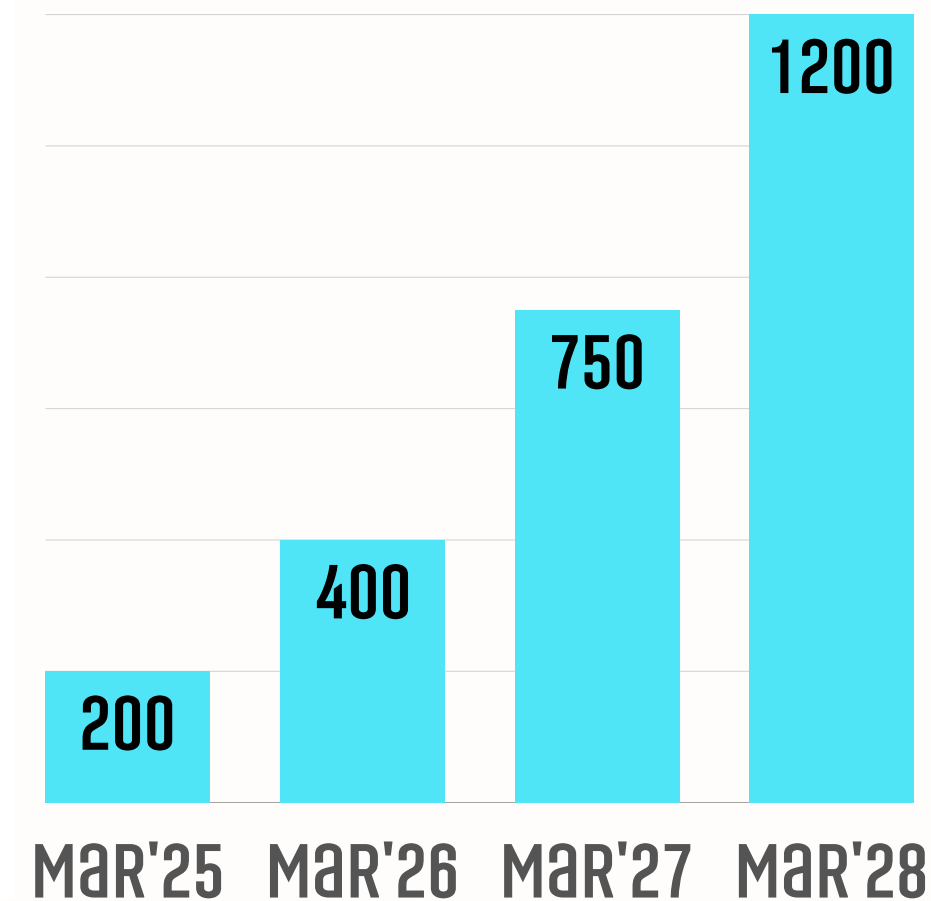
200

MEDICAL REPRESENTATIVES
AS ON MARCH 2025

400

MEDICAL REPRESENTATIVES
PLANNED BY MARCH 26

NO. OF MEDICAL REPRESENTATIVES



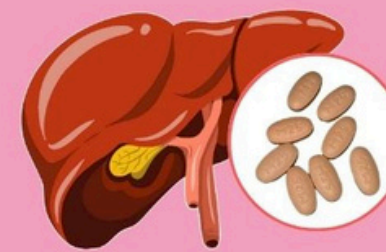


2 PHARMA BUSINESS/RX & OTC



FIRST TIME IN INDIA- RESTEMTIROM

- DEVELOPED IN-HOUSE BY THE MOREPEN R&D TEAM
- GOT CDSCO APPROVAL FOR CONDUCTING BIO STUDIES
- GETTING READY TO CONDUCT BIOEQUIVALENCE STUDIES
- GLOBAL LAUNCH AFTER THE REQUISITE APPROVALS IS PLANNED
- OPEN FOR MARKETING PARTNERS WORLDWIDE

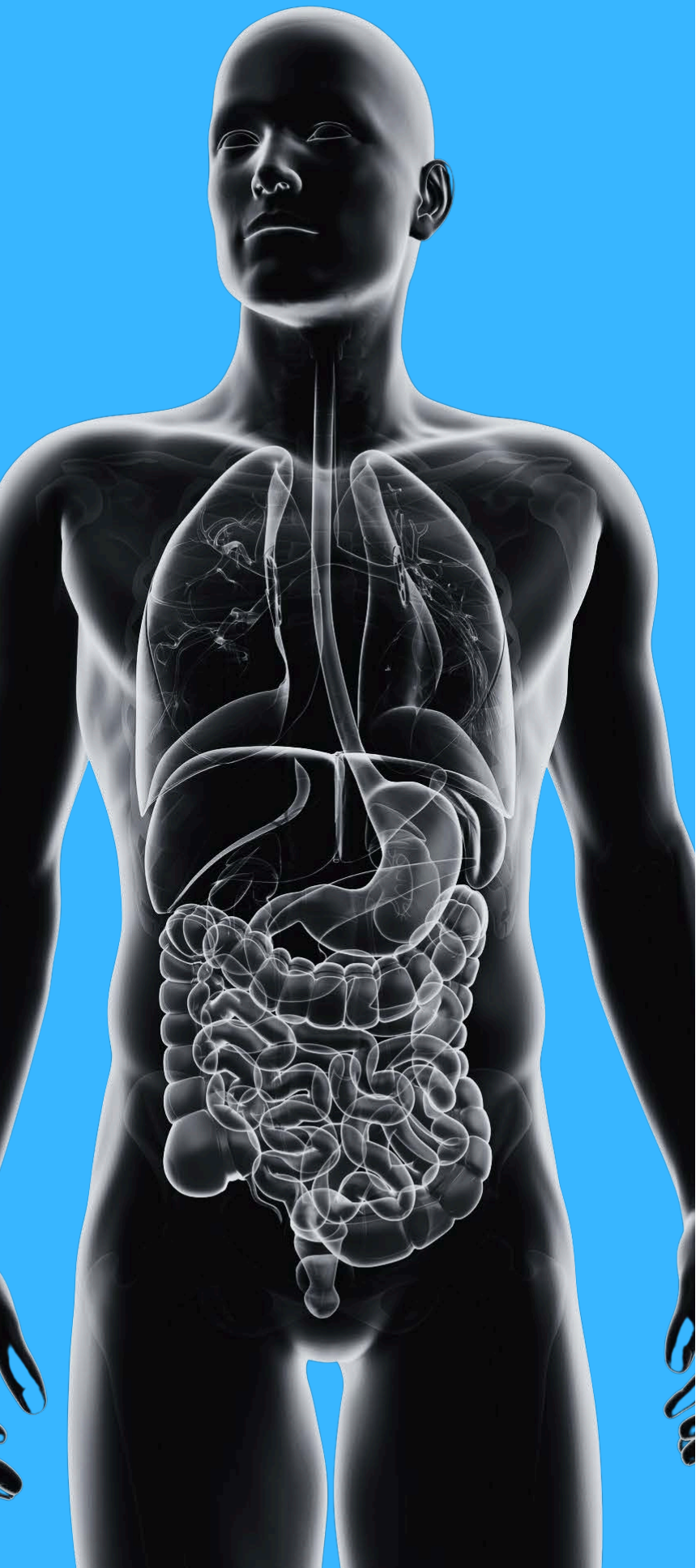


Morepen gets CDSCO nod for Liver Drug BE studies

MOREPEN
The Joy Of Growing Together

“Among the first few companies in India getting ready for the Global Launch”

Morepen to conduct BE studies for Restmetirom tablets - a new unique drug for non-alcoholic fatty liver



2 PHARMA BUSINESS/RX & OTC



TOP RX PRODUCTS

ANTI INFECTIVE

Saltum[®] Cefopen[™] Klarim[®]

GASTROINTESTINAL

DOM-DT **Intebact**[®] **UdoFix**[™] **ACiFiX** **AciFix**^{RAFT} SUSPENSION

MULTI VITAMIN

Rythmix[®] **KOMPACT**[®] **LycoMore**[™] Syrup

CARDIO DIABETIC

Ticapen[®] **Apixamore**[™] **Empamore**[™]

FY 25

2 PHARMA BUSINESS/RX & OTC



TOP OTC PRODUCTS (TRADE)



BURNOL



LEMOLATE



PAIN-X



SEXUAL WELLNESS



ACIDITY X



ORAL HEALTH



ORS RANGE



FEVER-X

FY 25



2 PHARMA BUSINESS/RX & OTC

TOP OTC PRODUCTS (ONLINE)



WEIGHT MANGEMENT



OMEGA-3



SEXUALL WELLNESS



SEXUAL WELLNESS



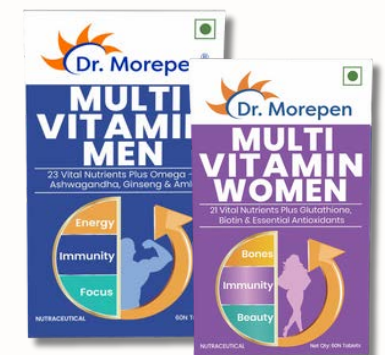
COD LIVER



BIOTIN



SKIN COLLAGEN



MULTIVITAMINS

FY 25



2 PHARMA BUSINESS/RX & OTC

TOP OTC PRODUCTS (NUTRITION)



WHEY PROTEIN



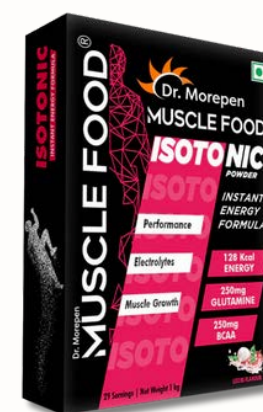
TURBO WHEY PROTIEN



PRE WORKOUT



RAPTOR



ISOTONIC



EAA + BCAA



3 MEDICAL DEVICES



3 MEDICAL DEVICES

MARKET LEADERSHIP:



#1

MARKET LEADERS FOR
BLOOD GLUCOSE METERS

#1

MARKET LEADERS FOR
BP MONITORS

25 yr

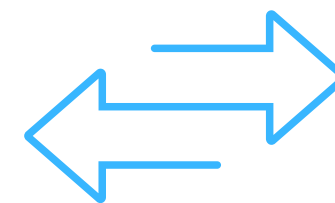
OF FOCUSED CUSTOMER
SERVICE



OWN MANUFACTURING
SINCE 10 YEARS

14m

14 MILLION METERS INSTALLED,
REPEAT CUSTOMERS



FULLY BACKWARD INTEGRATED
SUPPLY CHAIN



ALL INDIA DISTRIBUTION
AND SERVICE

ISO

ISO-13485 APPROVED
FACILITIES

FY
25



3 MEDICAL DEVICES

TOP SELLING PRODUCTS:



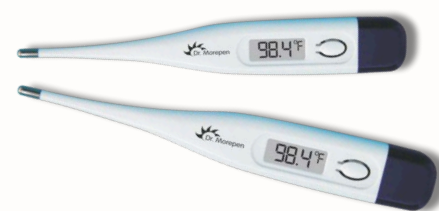
BLOOD GLUCOSE METERS



BP MONITORS



NEBULISERS



THERMOMETERS



ORTHO SUPPORTS



STETHOSCOPE



PREGNANCY KITS

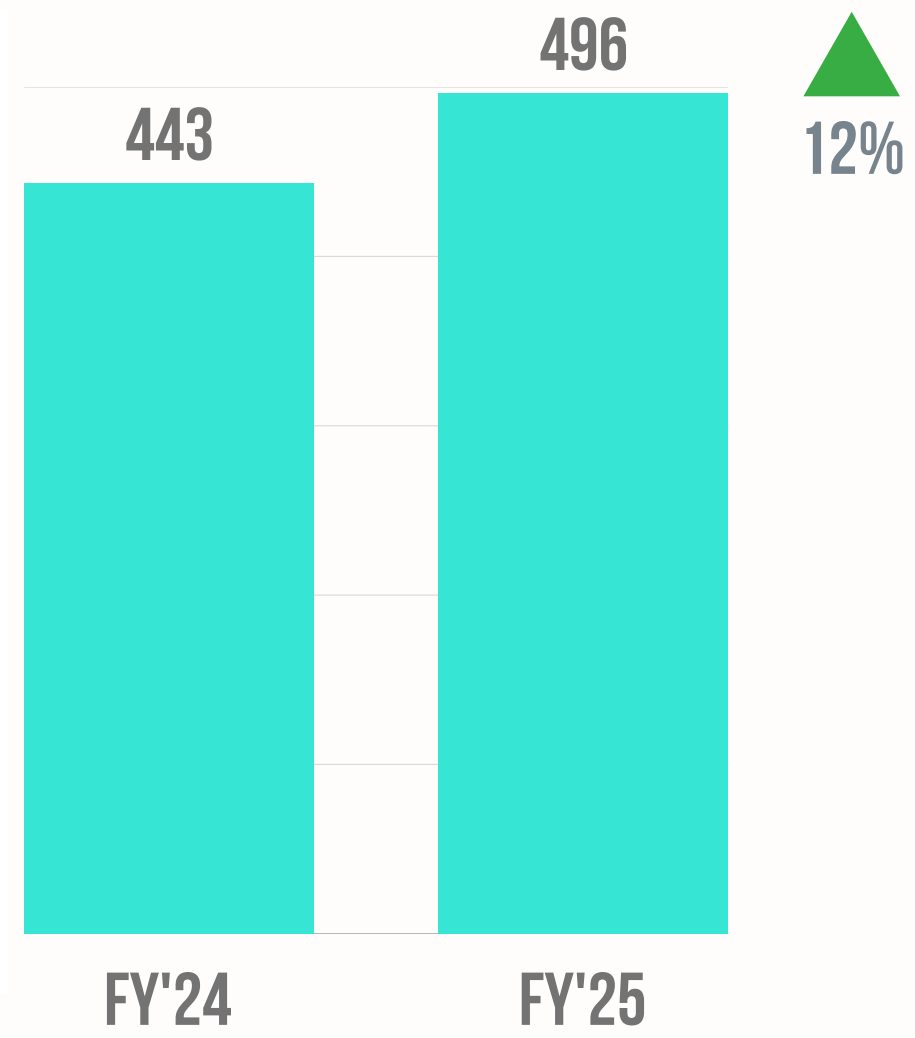


3 MEDICAL DEVICES

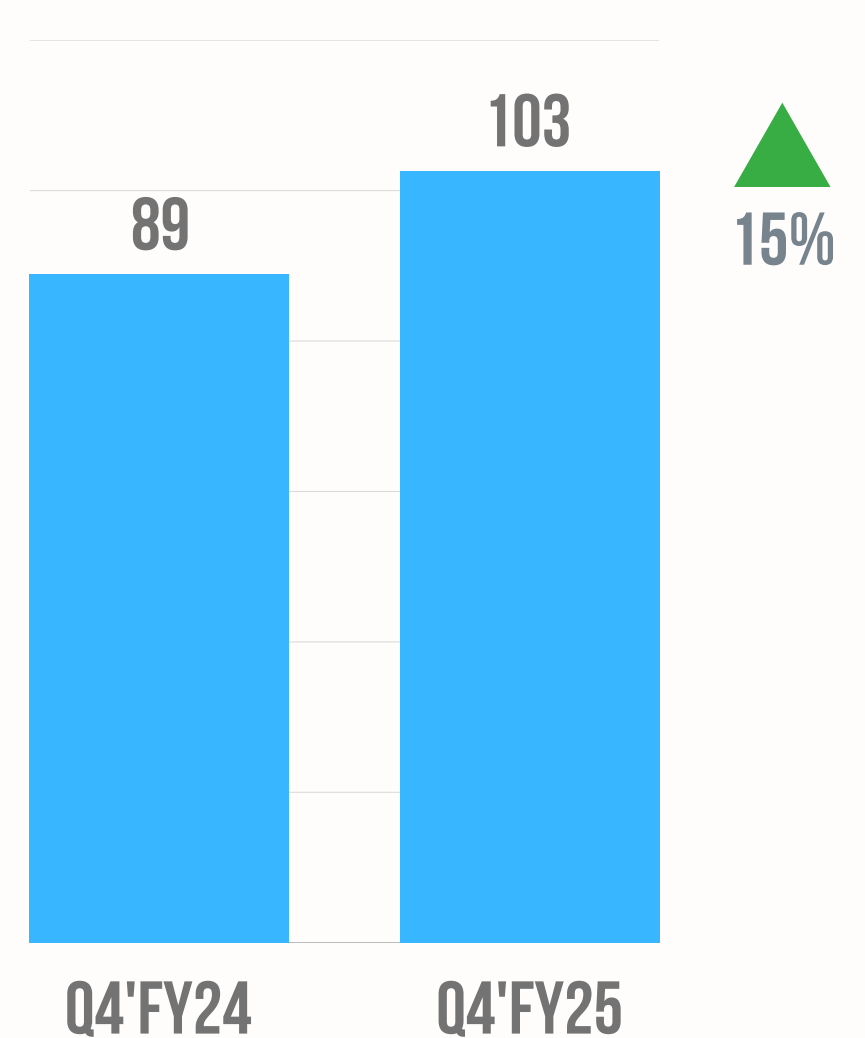


TOTAL REVENUE :

ANNUAL REVENUE
RS. IN CRORES



QUARTERLY REVENUE
RS. IN CRORES



FY
25

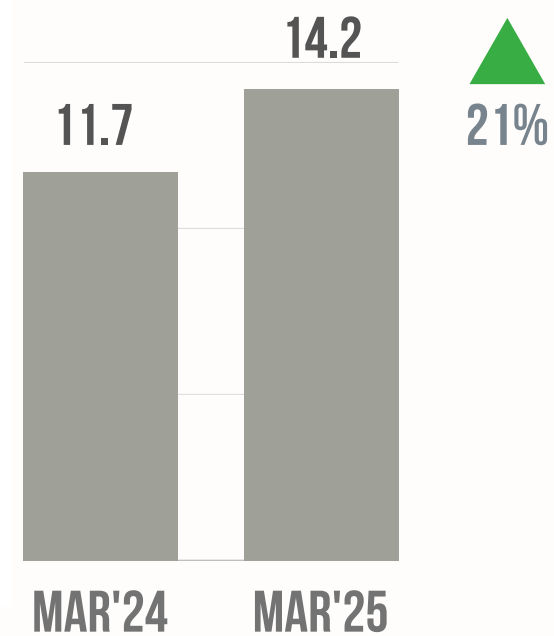


3 MEDICAL DEVICES

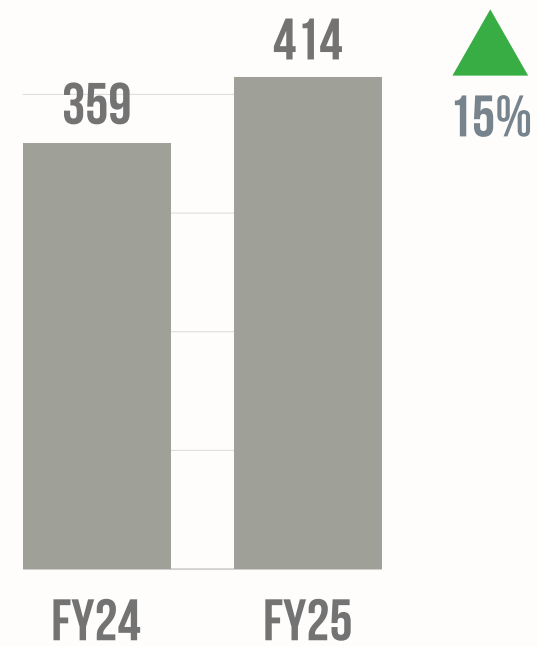


GLUCOMETER REVENUE :

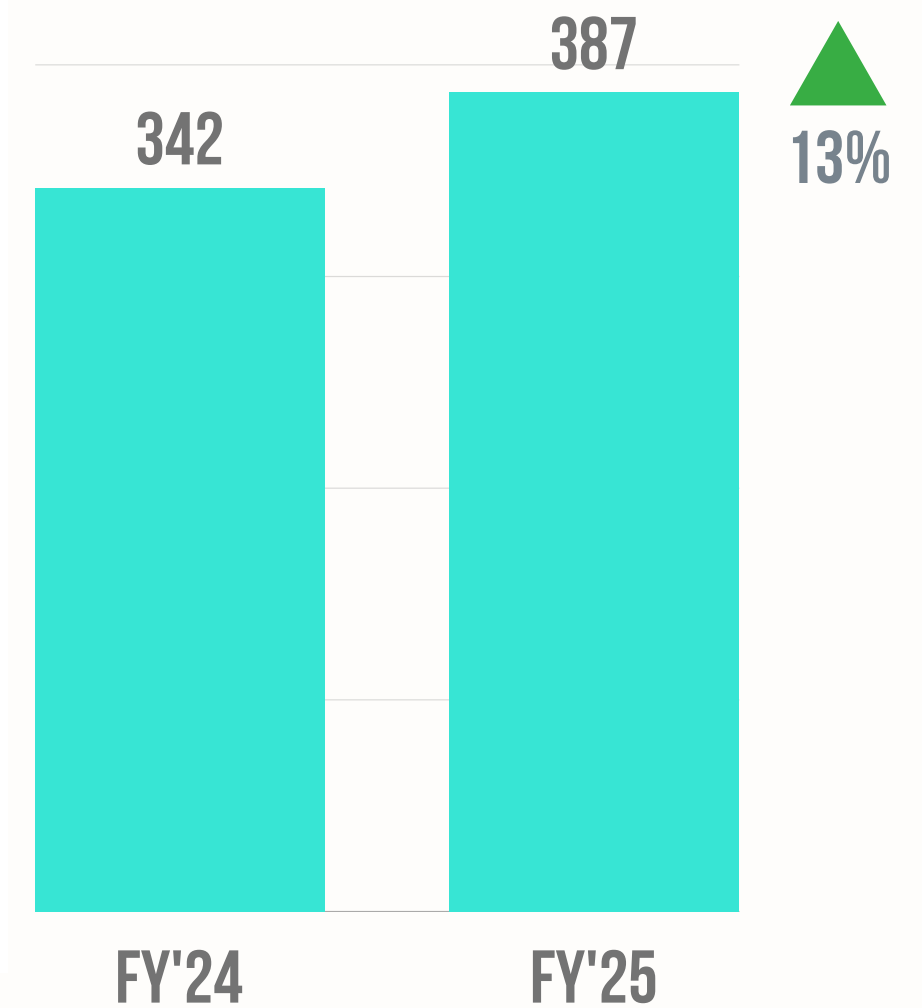
CUMULATIVE METER BASE
(millions)



NO. OF STRIPS SOLD
(millions)



ANNUAL REVENUE
RS. IN CRORES



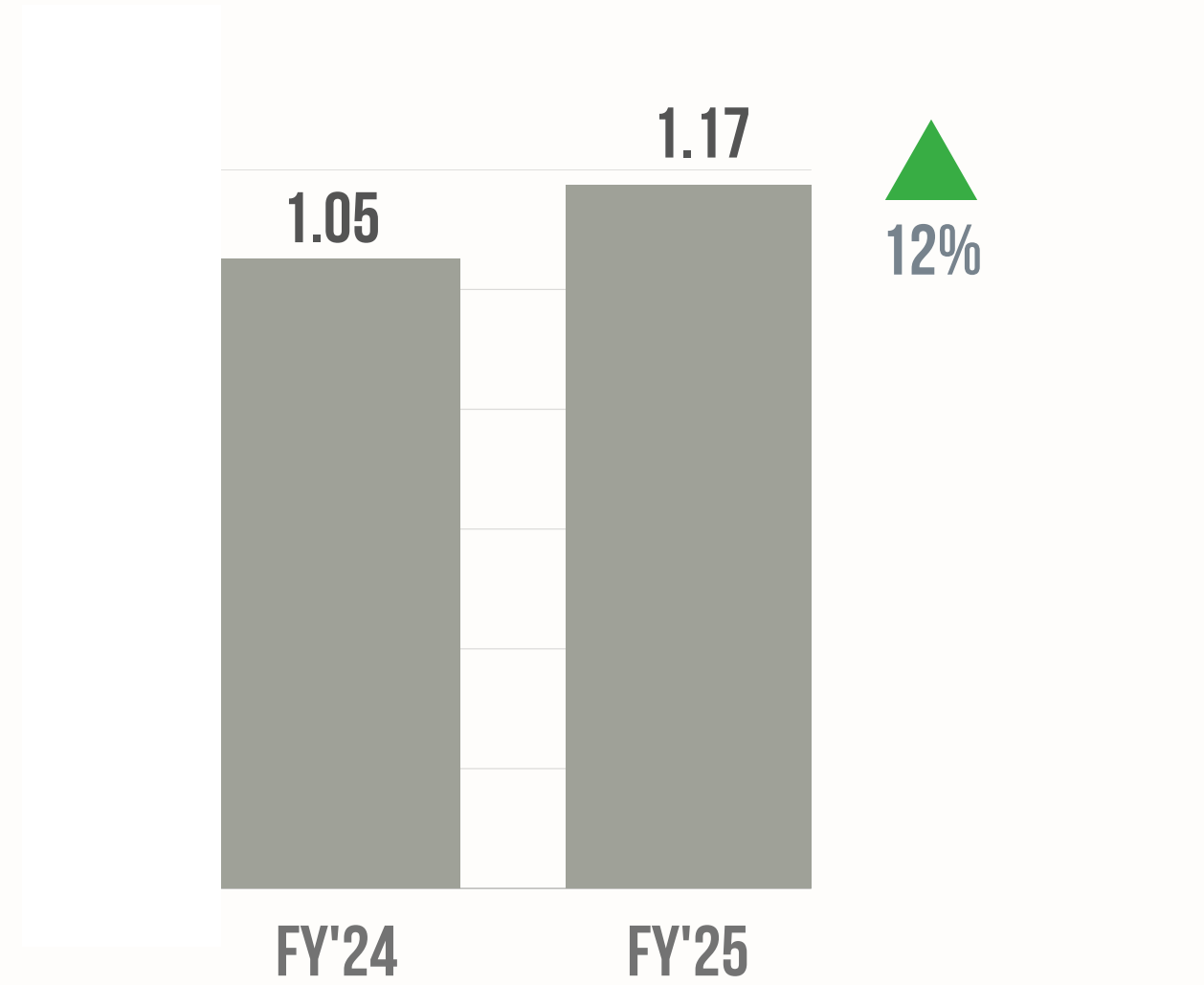
FY 25

3 MEDICAL DEVICES

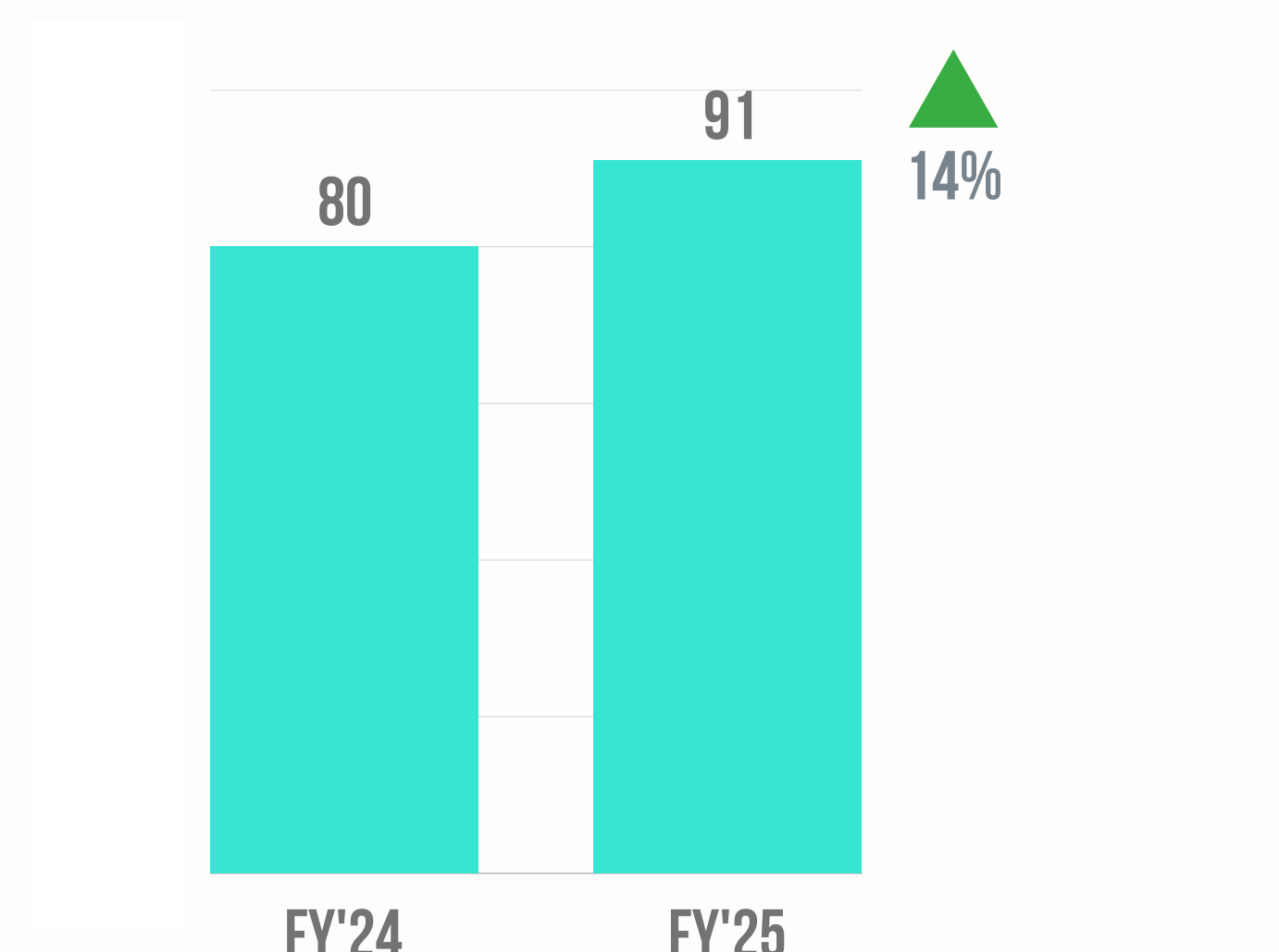


BP MONITOR REVENUE :

NO. OF BP METERS SOLD
(millions)



ANNUAL REVENUE
RS. IN CRORES



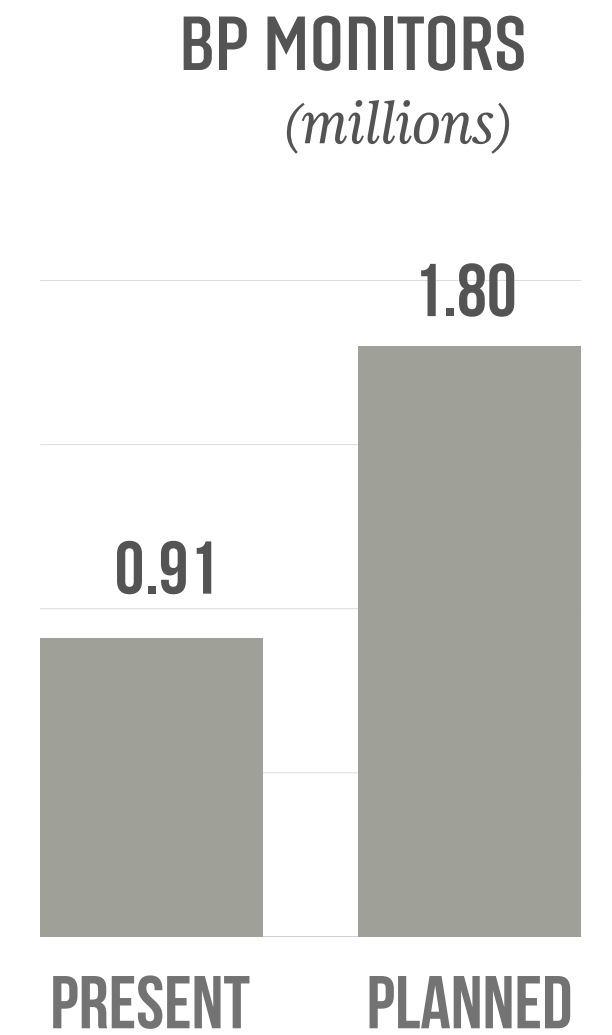
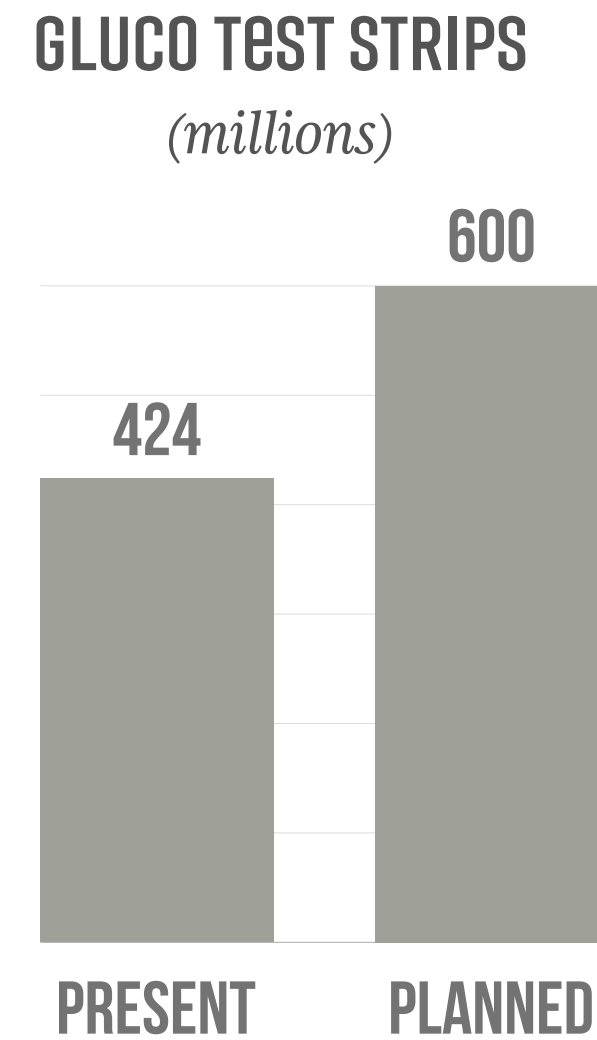
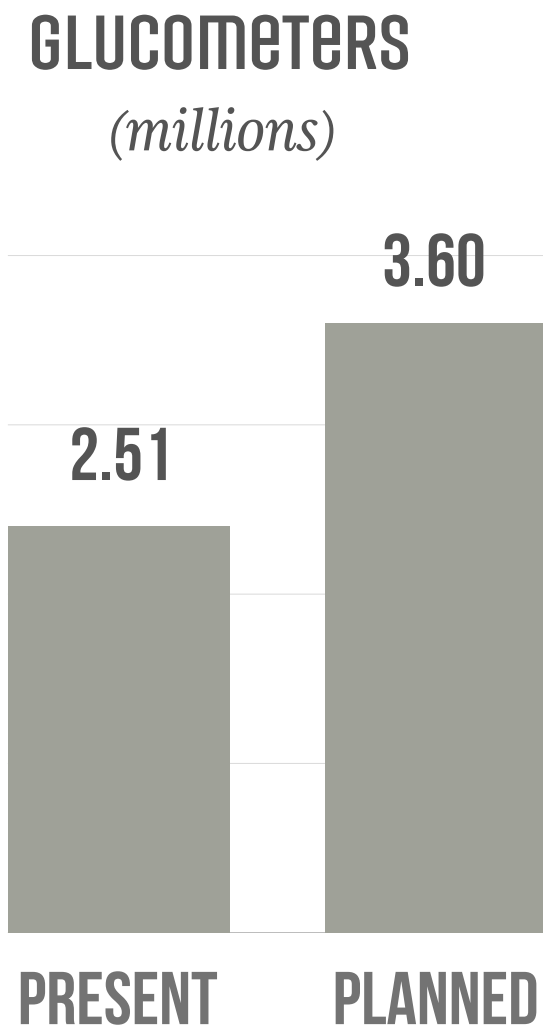


3 MEDICAL DEVICES

CAPACITY EXPANSION:



NO. OF UNITS PER ANNUM





3 MEDICAL DEVICES



GROWTH DRIVERS:



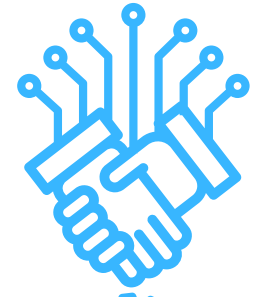
INCREASING HEALTH AWARENESS



GROWING HEALTH CONCERNS



HIGHER DISPOSABLE INCOME



ADVANCED PRODUCTS AND TREATMENTS

\$234bn

GLOBAL MEDICAL DEVICES MARKET BY 2032

12.7%

CAGR GROWTH RATE

212m

HIGHEST DIABETIC POPULATION IN INDIA

62%

REMAIN UNDIAGNOSED AND UNTREATED

FY 25



3 MEDICAL DEVICES

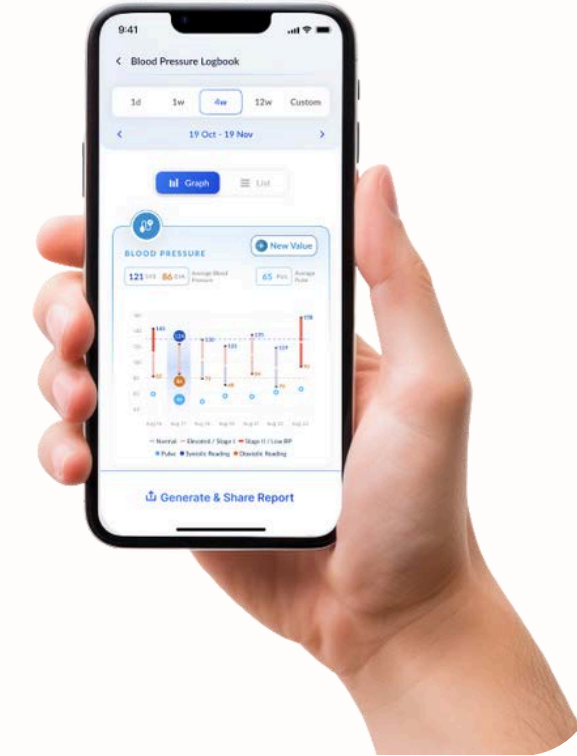
DIGITAL MOVES:



Take control of your health and wellness with Dr. Morepen - Sync

Log and track your key health metrics like **blood glucose, blood pressure, weight** and much more, effortlessly.

Download on Android | Download on IOS



BETTER CONNECT WITH THE CUSTOMERS

1.31

LAKH DOWNLOADS AND ENGAGING



DIGITAL HEALTH RECORD READY

FY 25



3 MEDICAL DEVICES



GROWTH DRIVERS:

- Expansion to International markets:



Thailand



Qatar



Oman

- PLANNING ANOTHER 2-3 COUNTRIES IN THE MIDDLE EAST, AFRICA AND ASIA
- GOOD PROGRESS IN THE US MARKET LONG-TERM SUPPLIES WITH CHAIN STORES
- SOON LAUNCHING AT AMAZON.COM (USA) [amazon.com](https://www.amazon.com)

A black and white photograph of a woman and a young child. The woman is in the foreground, smiling and looking towards the camera. The child is behind her, also looking towards the camera with a curious expression. The background is a solid blue color.

4 FINANCIAL OVERVIEW



4 FINANCIAL OVERVIEW

ANNUAL PERFORMANCE:

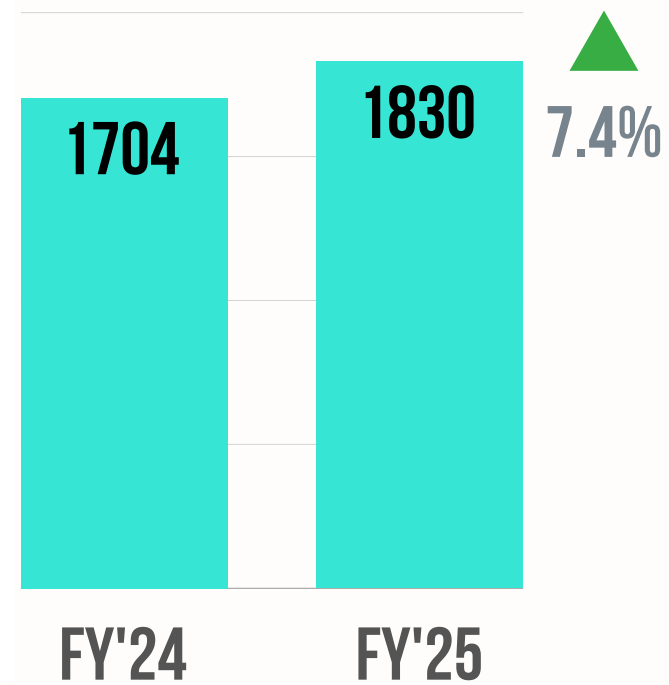


Rs. 2.20

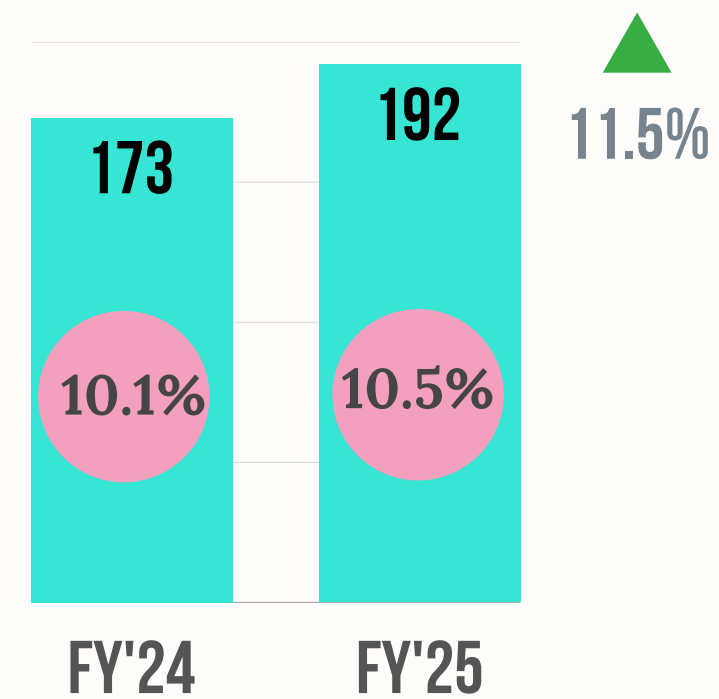
RS. IN CRORES

ANNUAL EPS- UP 17%

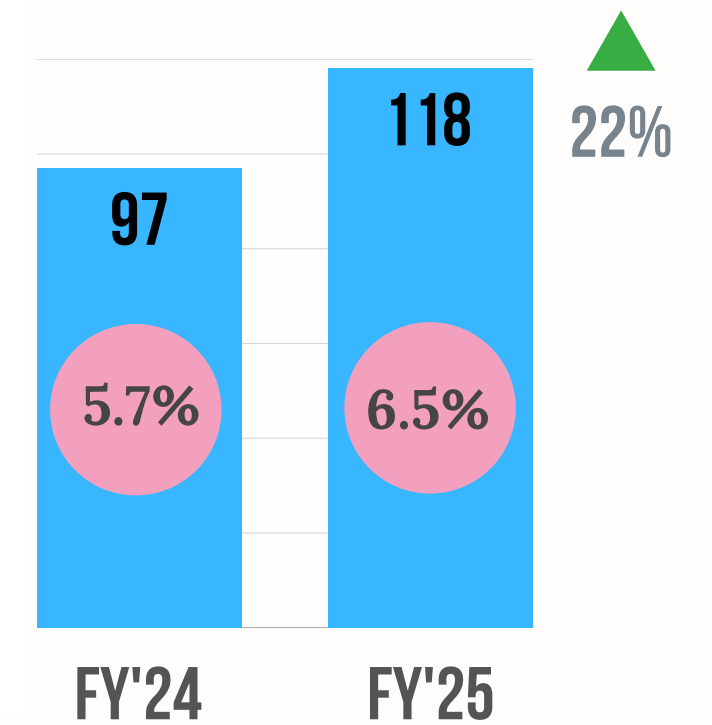
GROSS REVENUE



EBITDA



PAT





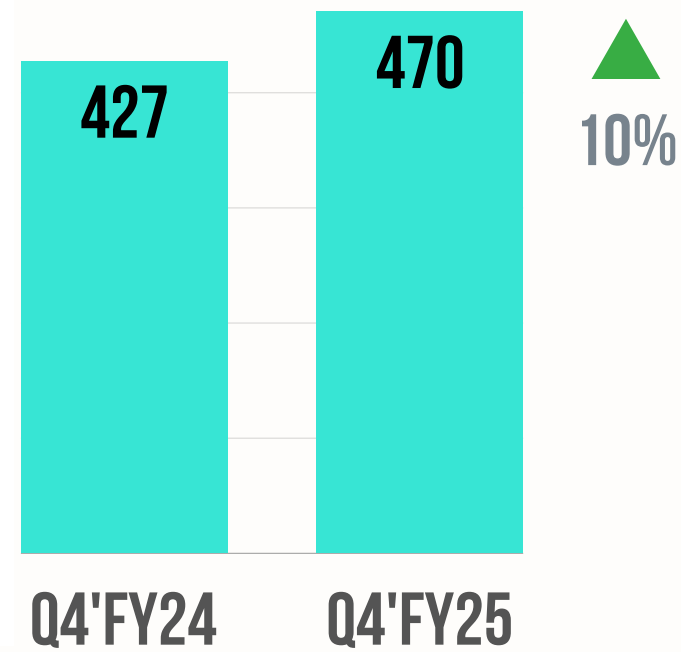
4 FINANCIAL OVERVIEW



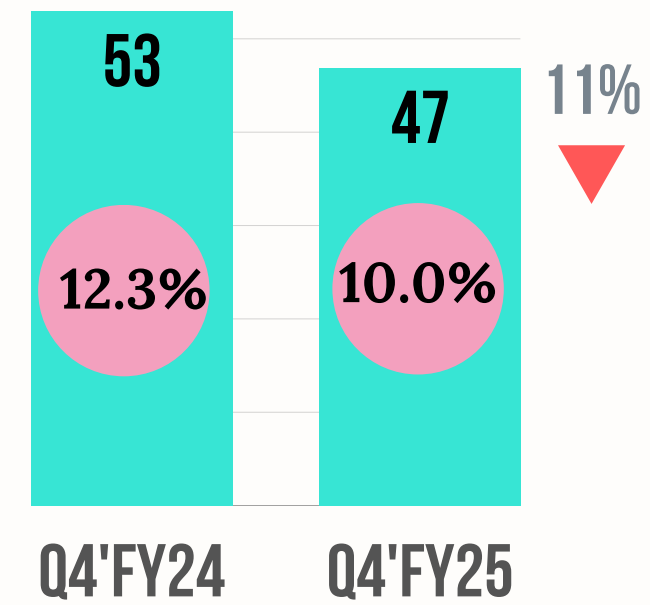
QUARTERLY PERFORMANCE:

RS. IN CRORES

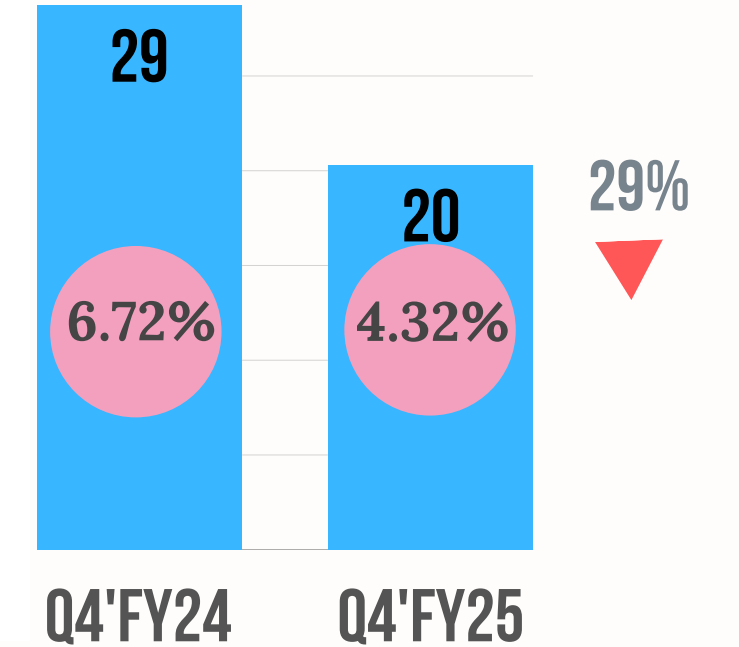
GROSS REVENUE



EBITDA

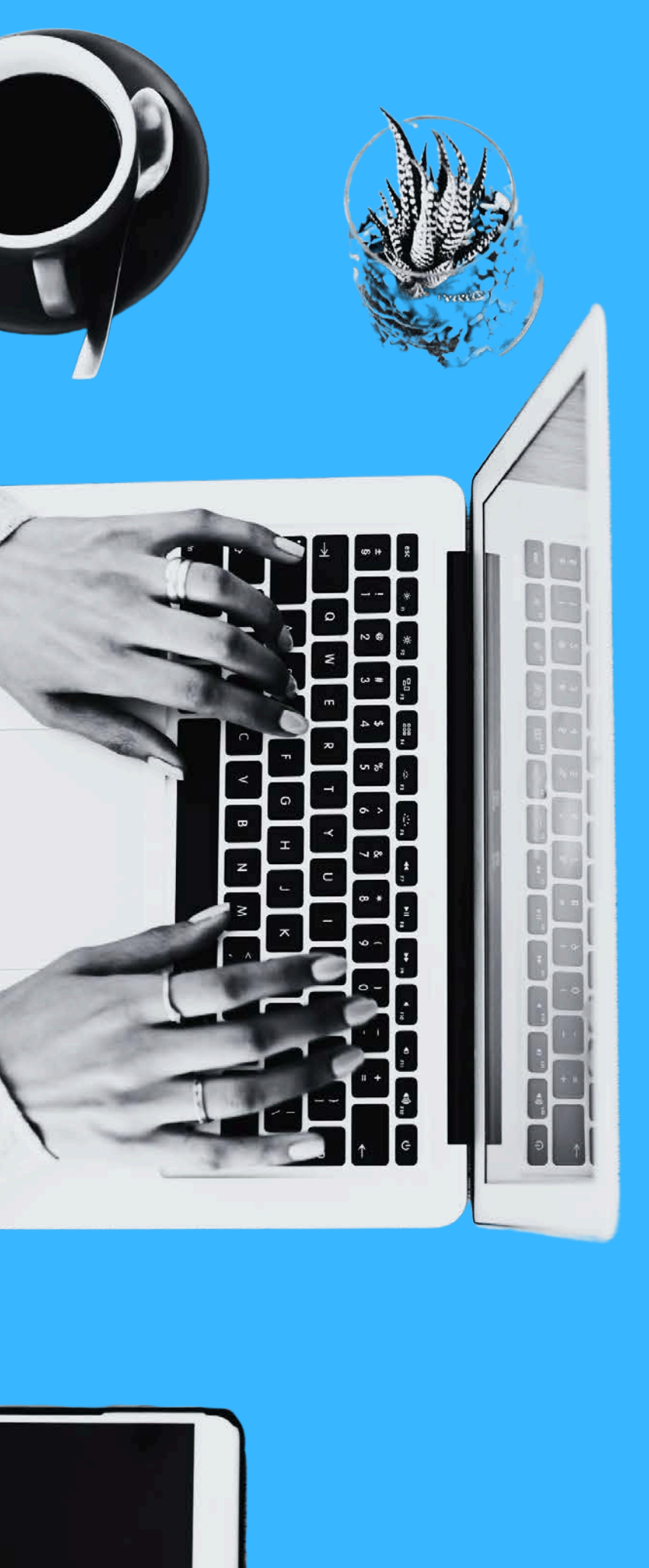


PAT





5 ANNEXURES



REGULATORY UPDATES



REGULATORY UPDATES

MOREPEN
The Joy Of Growing Together

NEW PATENT FILED

Improved Process for the preparation of
Saxagliptin

An anti-diabetic product, USDMF 33635 & 35690, approved DMF in Taiwan, filed in Saudi Arabia, China, Hungary, Malta & Canada.

PATENT APPLICATION:
IN202411054582
IN202111059420

INTELLECTUAL PROPERTY INDIA

MOREPEN
The Joy Of Growing Together

Patent filed for the purification of
optically active Dibenzoiltartaric acid salt of Finerenone.

A leap forward in pharmaceutical science!

Application no. 202411104045

REGULATORY UPDATES

MOREPEN
The Joy Of Growing Together

NEW PATENT FILED

Novel Process for the preparation of
Resmetirom

Used for the treatment of adult patients with nonalcoholic steatohepatitis.
Morepen will soon file USDMF.

PATENT APPLICATION NO:
IN202411046749

INTELLECTUAL PROPERTY INDIA

REGULATORY UPDATES

MOREPEN
The Joy Of Growing Together

NEW PATENT FILED

Novel Process for the preparation of
Bempedoic

An anti-lipemic product, Morepen will soon file USDMF, CEP, EDMP and others.

PATENT APPLICATION:
IN202311024709
IN202411031337

INTELLECTUAL PROPERTY INDIA

MOREPEN
The Joy Of Growing Together

Patent filed for the process of preparation and purification of
Finerenone Form I

Leading the way in precision pharma

Application no. 202511002364

REGULATORY UPDATES

MOREPEN
The Joy Of Growing Together

NEW PATENT FILED

Process for purification of
Brexpiprazole

An anti-depressant product, Morepen is also planning for USDMF filing within this year.

PATENT APPLICATION:
IN202411041694

INTELLECTUAL PROPERTY INDIA



INTERNATIONAL EXHIBITIONS (API)



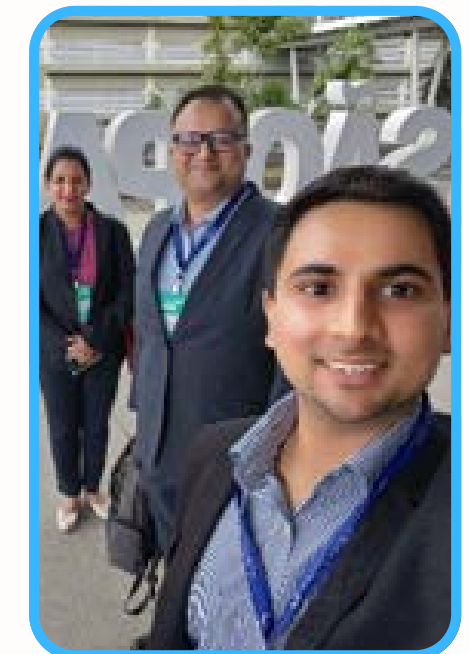
CPHI MILAN



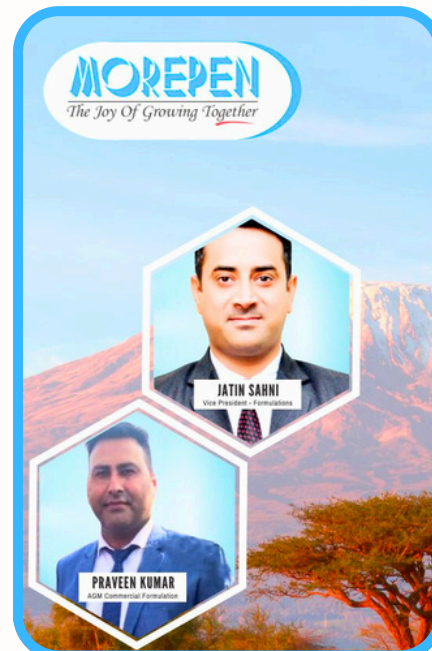
CPHI INDIA



CPHI CHINA



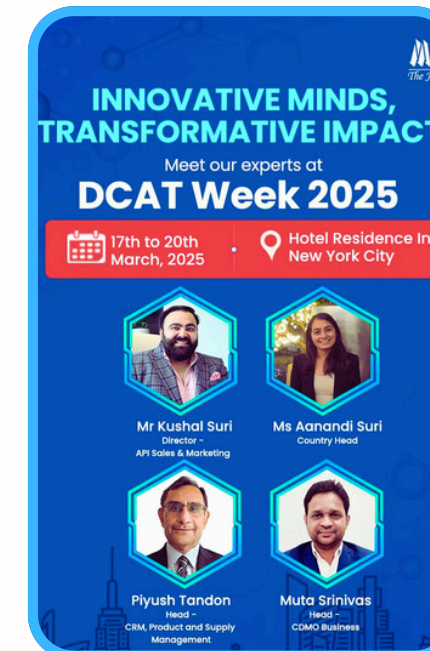
FCE PHARMA
SÃO PAULO



PHARMA TECH
EAST AFRICA



CPHI MIDDLE EAST



DCAT WEEK
NEW YORK



CPHI JAPAN





INTERNATIONAL EXHIBITIONS (DEVICES)



Medica- Germany



Arab Health - Dubai



Global Health - Saudi



AWARDS AND RECOGNITION



VISIONARY
ENTREPRENEUR 2024



FINANCE LEADER
OF THE YEAR



BRAND ICON OF THE
YEAR 2024



AWARD 100 SUPPLY
CHAIN



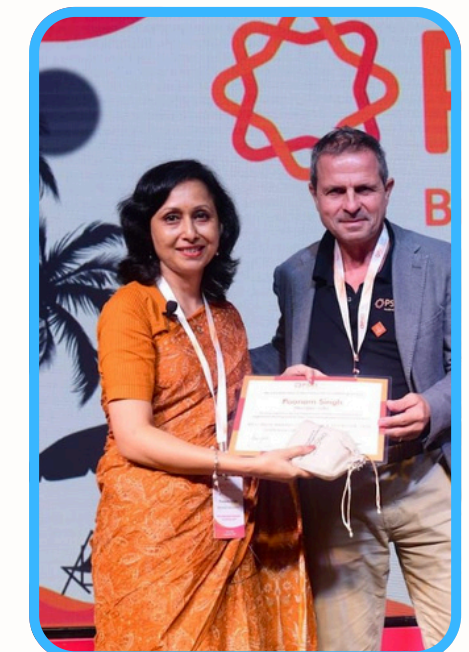
BEST HEALTHCARE
COMPANY 2024



ASIA BOOK OF
RECORDS

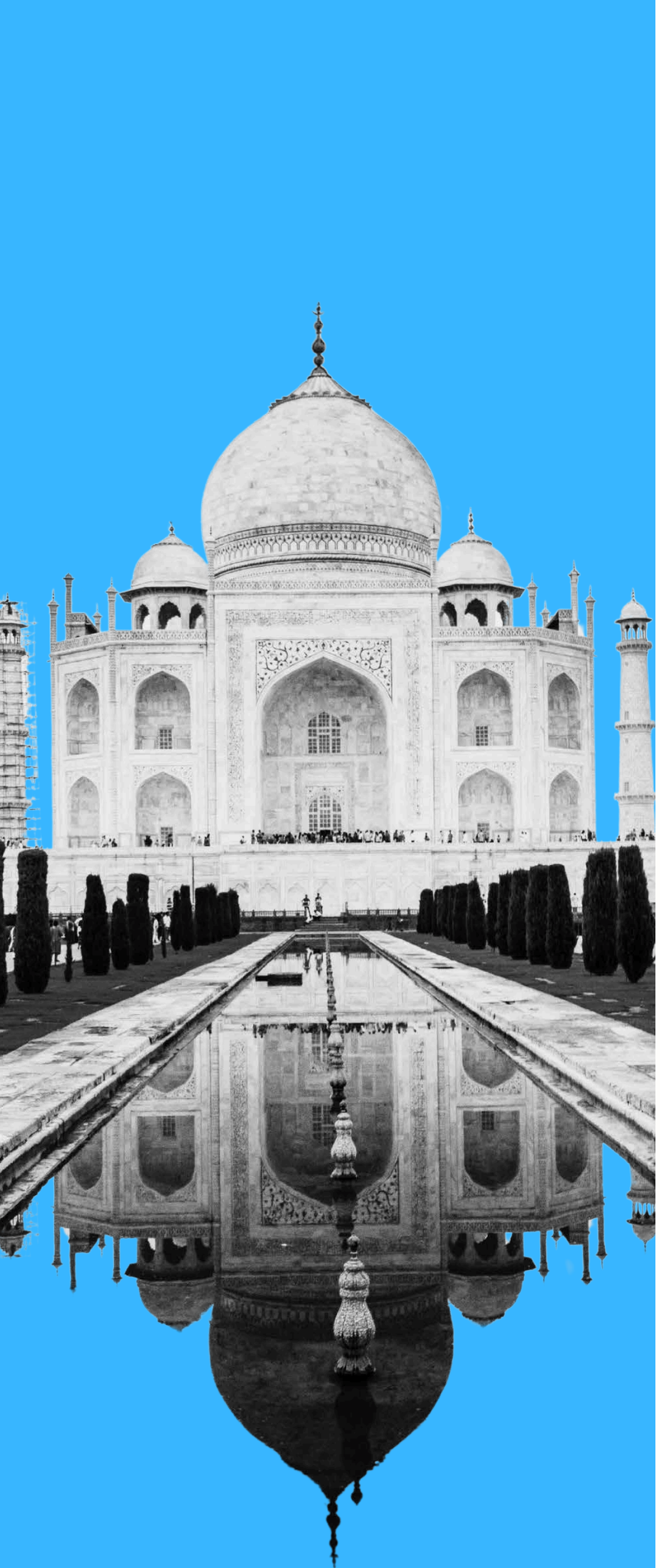


MOST INNOVATIVE
HR AWARD



REPRESENTED AT
PCSI





DISTRIBUTION

614

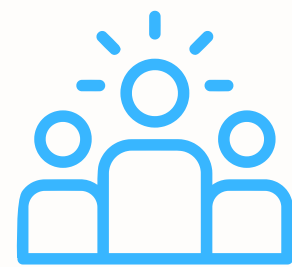
TOTAL SALES FORCE
ACROSS THE PORTFOLIO

5.3K

DISTRIBUTORS ALL
OVER INDIA

343K

RETAIL TOUCH POINTS ACROSS
PRODUCT PORTFOLIO



DEDICATED SALES TEAMS
FOR EACH DIVISION

FIVE

COMPANY OWNED AND
OPERATED SERVICE CENTRES



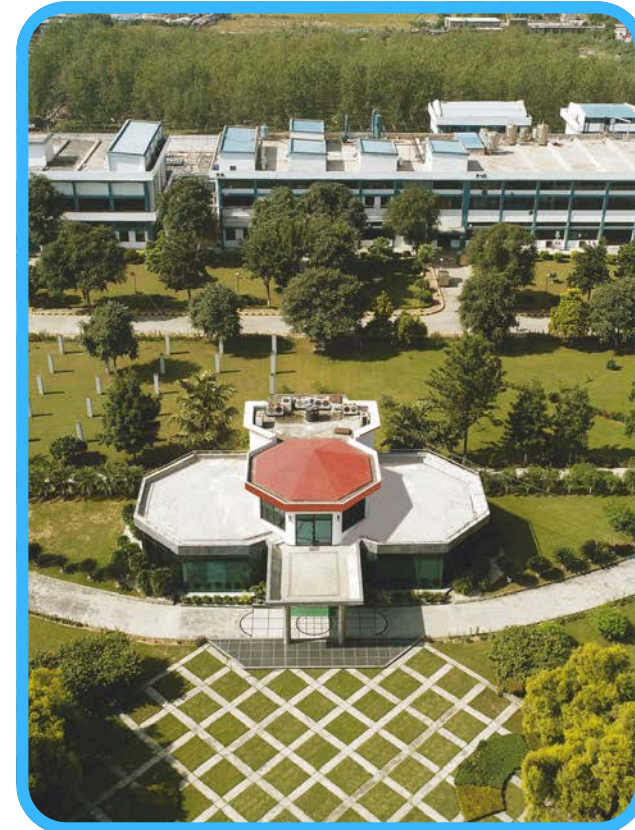
Note: Map not to scale



MANUFACTURING PLANTS

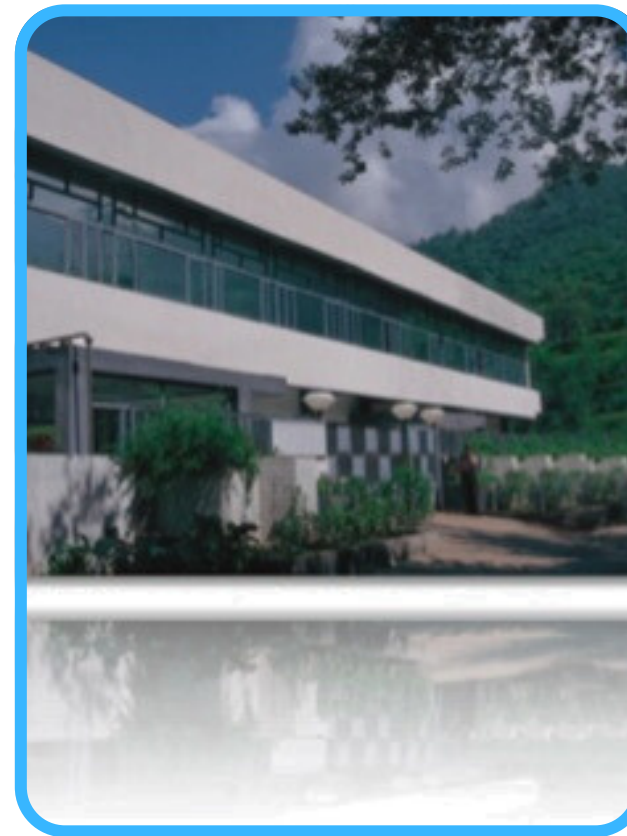


FACILITIES AT PAR WITH INTERNATIONAL STANDARDS:



📍 **BADDI (1998)**

APIS, MED. DEVICES
FORMULATIONS



📍 **MASULKHANA (1984)**

APIS PRODUCTS



📍 **PARWANOO (1996)**

FORMULATIONS



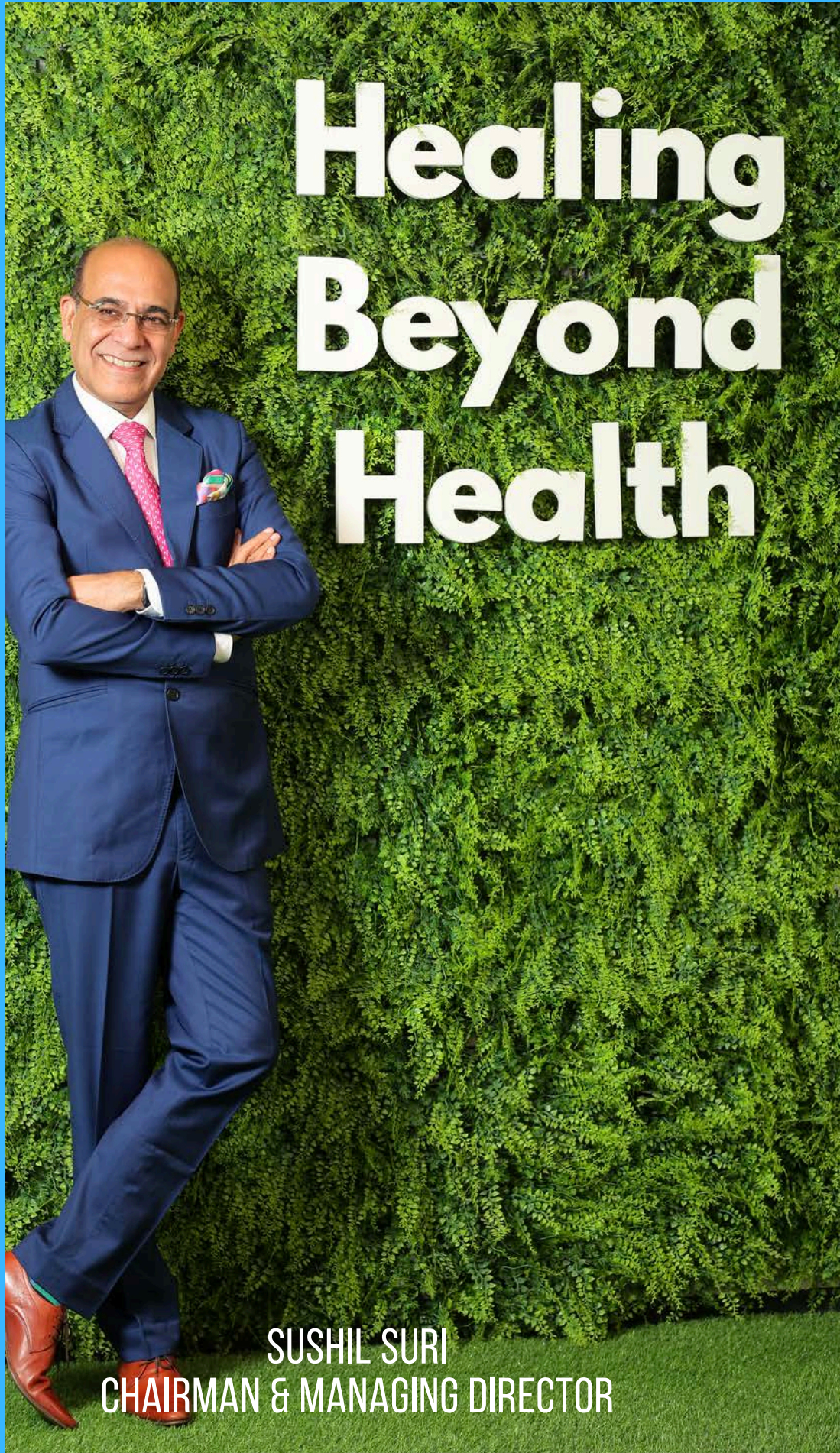
📍 **PARWANOO (2007)**

FORMULATIONS



**INTEGRATED PHARMA COMPLEX
AT BADDI (HP) INDIA**







VARUN SURI
CEO- CONSUMER CARE



ANUBHAV SURI
CEO-MEDICAL DEVICES



AMITA SHARMA
COO- API



AJAY SHARMA
CFO



SENIOR MANAGEMENT



FINANCE TEAM



VIPUL SRIVASTAVA
COMPANY SECRETARY



VIKAS SHARMA
HEAD TALENT ACQUISITION



MANJU NATH
CHIEF OF R&D (DEVICES)



PYUSH TANDON
VP- SALES & MKTG (API)



VIVAN PRASHAR
VP- PROJECT & ENGG.



ASHUTOSH SHARMA
VP- SALES & MKTG (RX)



SUMIT BHATNAGAR
VP-FINANCE & ACC



NISHANT DOSHI
VP- CORP FINANCE & IR



SANDEEP ATRI
DGM - IT



MK SHARMA
QC/QA



GEETA SACHDEVA
HR ADVISOR



REKHA BANSAL
VP -FINANCE (DEVICES/DML)



DEEPAK TALWAR
GM FINANCE-RX



CHARANJIT CHITKARA
GM-QC



ESHITA GOSWAMI
GENERAL MANAGER - MARKETING (OTC
DIVISION)



**Looking Forward to a
Fruitful Partnership**

THANK YOU

MOREPEN LABORATORIES LIMITED