



Marksans Pharma Ltd.

Date: November 12, 2019

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: News Release

Dear Sir,

Enclosed herewith kindly find a News Release dated November 12, 2019 of the Company.

You are requested to note the above in your records.

Thanking you.

Yours faithfully,

For Marksans Pharma Limited

Harshavardhan Panigrahi
Company Secretary & Manager – Legal

Marksans Pharma Ltd.

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Marksans Pharma Ltd.

Q2 FY20 Revenue at Rs. 264.28 Cr., EBITDA at Rs. 41.45 Cr., PAT at Rs. 25.97 Cr.

Mumbai, November 12th, 2019 – Marksans Pharma Ltd (NSE: MARKSANS; BSE Code: 524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the second quarter and half year ended September 30th, 2019.

Financial Highlights - Consolidated Financial Overview:

in Rs. Cr.

	Q2FY20	Q2FY19	YoY Growth (%)	YoY% (Constant currency)	1HFY20	1HFY19	YoY Growth (%)	YoY% (Constant currency)
Total Revenue	264.28	268.24	-1.48%	6.90%	511.49	506.73	0.94%	9.38%
EBITDA	41.45	36.32	14.12%	20.15%	76.05	75.04	1.34%	6.70%
EBITDA Margin%	15.68%	13.54%	214 bps	168 bps	14.87%	14.81%	6 bps	-36 bps
PAT	25.97	20.58	26.20%	32.88%	48.45	45.45	6.61%	12.25%
PAT Margin%	9.83%	7.67%	216 bps	186 bps	9.47%	8.97%	50 bps	24 bps

Consolidated Q2 FY20 (Y-o-Y)

- Overall business grew by 6.9% in constant currency basis in Q2 FY20 when compared to Q2 FY19
- Total Revenue was Rs. 264.28 as compared to Rs. 268.24 in Q2 FY19
- EBITDA was Rs. 41.45 Cr. as compared to Rs. 36.32 Cr. in Q2 FY19, an increase of 14.12% on reported basis and 20.15% in constant currency terms
- EBITDA Margin stood at ~15.68% on reported basis
- PAT stood at Rs. 25.97 Cr. as compared to Rs. 20.58 Cr. in Q2 FY19, a growth of 26.20%

Consolidated H1 FY20 (Y-o-Y)

- Overall business grew by 9.38% in constant currency basis in H1 FY20 when compared to H1 FY19
- Total Revenue was Rs. 511.49 Cr. as compared to Rs. 506.73 Cr. in Q2 FY19
- EBITDA was Rs. 76.05 Cr. as compared to Rs. 75.04 Cr. in Q2 FY19, a growth of 1.34%
- EBITDA Margin stood at ~14.87%
- PAT stood at Rs. 48.45 Cr. as compared to Rs. 45.45 Cr. in Q2 FY19, an increase of 6.61%

Commenting on the performance Mark Saldanha, Managing Director of the Company said *"I am happy with the performance this quarter. The revenue was up 7% on a constant currency basis compared to the corresponding quarter of the last fiscal and our EBITDA margins also showed a marked improvement."*

He also added, *"We will continue to focus on our strategy of niche products that have minimal competition to drive revenue growth in all geographies. UK along with US markets will drive the revenue contribution of the Company going forward. New product launches in the US and UK markets in the current fiscal would be key to further establishing our presence in those markets."*

Business Performance

Revenue by Market:

in Rs. Cr.

	1HFY20	1HFY19	YoY Growth (%)	YoY% (Constant currency)	Mix (H1 FY20) %
Europe, UK – Formulations	225.24	242.10	-6.96%	2.90%	44.04%
US & North America – Formulations	203.36	191.19	6.37%	11.99%	39.76%
Australia & NZ – Formulations	61.94	58.24	6.35%	18.40%	12.11%
Rest of World (ROW)	20.95	15.20	37.83%	45.12%	4.10%
Consolidated Revenue from operations	511.49	506.73	0.94%	9.38%	100.00%

Business Highlights

- Company achieved revenue of Rs.225.24 crores from Europe, UK: Formulation business as compared to Rs. 242.10 crores achieved during last year same period registering degrowth of 6.96% during the quarter, mainly on account of currency fluctuations
- US & North America Formulation business reported growth of 6.37% to Rs 203.36 crores in first half of this fiscal; Time Cap Laboratories Inc (company's 100% Wholly Owned Subsidiary) offers Marksans an ideal platform to further expand its operations in US
- Australia & NZ Formulation business revenue was at Rs. 61.94 crores in H1 FY20, registering growth of 6.35% over H1 FY20
- Rest of World Formulation business was Rs. 20.95 crores in H1 FY20
- Almost 96% of company's total revenue came from regulated markets of US, Europe, Australia and New Zealand

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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