



Marksans Pharma Ltd.

Date: 9th August, 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 9th August, 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.

Q1 FY20 Revenue at Rs. 247.21Cr., EBITDA at Rs.34.60 Cr., PAT at Rs. 22.48 Cr.

Mumbai, India, August 9th, 2019 – Marksans Pharma Ltd.(NSE:MARKSANS;BSE Code:524404), one of the fastest growing pharmaceutical companies in India today announced financial results for the first quarter(Q1 FY20) ended June 30th, 2019.

Financial Highlights

Consolidated Q1 FY20 (Y-o-Y)

- **Total Revenue** was Rs. 247.21 Cr. as compared to Rs. 238.48Cr. in Q1 FY19, an increase of **3.66%**
- **EBITDA** was Rs. 34.60Cr. as compared to Rs. 38.72 Cr. in Q1 FY19
- **EBITDA Margin** stood at ~14%
- **Profit before Tax** was Rs. 27.61Cr. for the quarter
- **PAT** stood at Rs. 22.48Cr. as compared to Rs. 24.87Cr. in Q1 FY19

Consolidated Financial Overview:

in Rs. Cr.

	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY
Total Revenue	247.21	257.14	-3.86%	238.48	3.66%
EBITDA	34.60	25.38	36.31%	38.72	-10.65%
EBITDA Margin%	13.99%	9.87%	412 bps	16.23%	-224 bps
PAT	22.48	9.85	128.24%	24.87	-9.60%
PAT Margin%	9.09%	3.83%	526 bps	10.43%	-133 bps

Commenting on the performance Mark Saldanha, Managing Director of the Company said “We have had a satisfactory quarter in terms of revenue growth while our EBITDA margins continues to be at a healthy level. We will continue to focus on our strategy of niche products that have minimal competition to drive revenue growth. UK along with US markets will drive the revenue contribution of the Company going forward.”

He also added, “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.

	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY	Mix %
Europe, UK – Formulations	100.87	89.87	12.24%	108.24	-6.81%	40.80%
US & North America – Formulations	103.57	102.19	1.35%	92.08	12.48%	41.90%
Australia & NZ – Formulations	30.82	40.53	-23.96%	25.37	21.48%	12.47%
Rest of World (ROW)	11.95	24.56	-51.34%	12.80	-6.64%	4.83%
Consolidated Revenue from operations	247.21	257.15	-3.87%	238.49	3.66%	100.00%

Business Highlights

- Company achieved revenue of Rs. 100.9 crores from Europe, UK: Formulation business as compared to Rs. 108.24 crores achieved during last year same period registering degrowth of 6.8% during the quarter, mainly on account of currency fluctuations
- US & North America Formulation business reported growth of 12.5% to Rs. 103.6 crores during the quarter. 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. 30.8 crores for the quarter registering growth of 21.5% over June quarter in previous year
- Rest of World Formulation business was Rs. 11.95 crores
- Almost 95.2% 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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BSE CODE: 524404

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