



An Integrated Global Pharmaceutical Company




**Growth-Driven.
Future-Focused.**

Kopran Limited
Quarterly Presentation
JUNE 2021

NSE ticker: KOPRAN
BSE ticker: 524280
Bloomberg ticker: KOP:IN



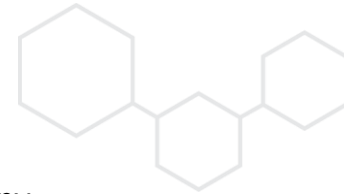
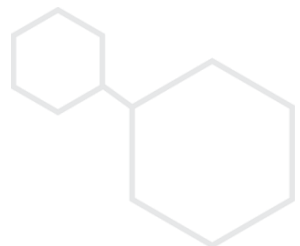
A Parijat Enterprise Company



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Who we are?

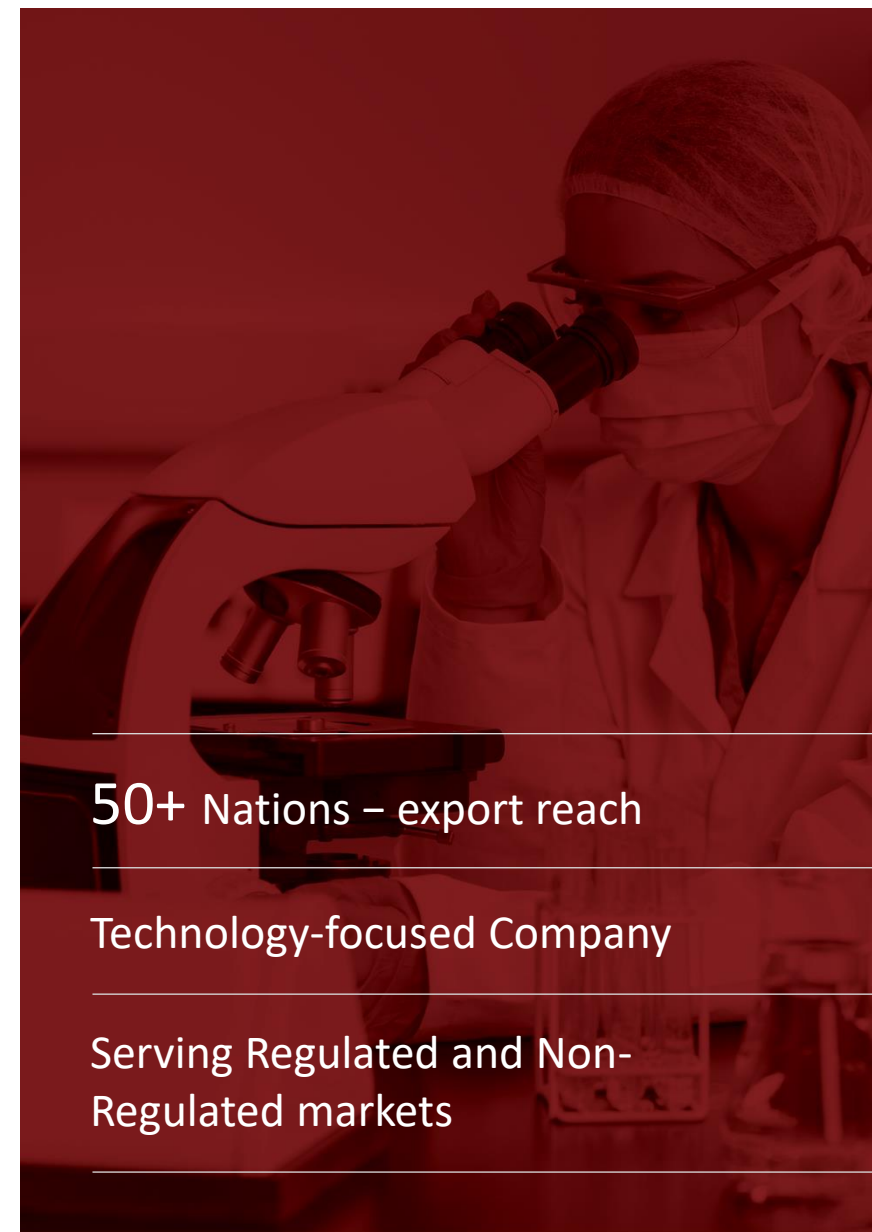
- An integrated pharmaceutical Company, committed to supply International Quality Formulations and Active Pharmaceutical Ingredients (APIs) globally
- State-of-the-art manufacturing facilities and products with various accreditations and approvals by major global regulatory authorities
- Formulations vertical is operated through Kopran Limited
- APIs vertical is being operated under Kopran Research Laboratories Ltd. (KRLL), a wholly-owned subsidiary of Kopran Limited



Presence across pharmaceutical value chain



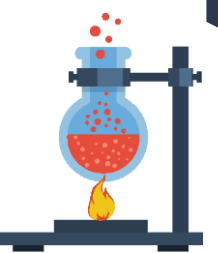
* Our presence across two major verticals in the pharmaceutical value chain



50+ Nations – export reach

Technology-focused Company

Serving Regulated and Non-Regulated markets



Kopran Research Laboratories Ltd.



Facility:
 Located at MIDC Mahad, Maharashtra,
11,900 sq. mts. built-up area
 162 kl Capacity

Dedicated and versatile facilities for:

- 🏠 Atenolol
- 🏠 Pregabalin
- 🏠 Cephalosporins - Non-Sterile & Sterile
- 🏠 Macrolides
- 🏠 Granules
- 🏠 Sterile Carbapenems
- 🏠 Multipurpose plants
- 🏠 Pilot plants

Product Segments,

- 🏠 Anti-hypertensive
- 🏠 Macrolides
- 🏠 Neuromodulator
- 🏠 Urological
- 🏠 Anti-infective/Anti-acne
- 🏠 Sterile Carbapenems
- 🏠 Sterile Cephalosporins
- 🏠 Anti-thrombosis
- 🏠 Gastroenterology

20+ Products commercialised

20 DMFs Filed

API Vertical

- 🏠 Development, manufacturing and sale of diverse APIs and Advanced Intermediates
- 🏠 One of the leaders in Atenolol
- 🏠 One of the major players in Sterile Carbapenems
- 🏠 World-class facility and quality systems
- 🏠 Catering export and domestic market

Accreditations:

The plant has been approved by



*except for sterile block

Process and yield improvement:

Initiatives undertaken continuously for improving the existing product line

US and other Regulated markets

US FDA

- 7 USDMF Filed (Atenolol, Pregabalin, Azithromycin, Metoprolol Tartrate, Metoprolol Succinate, Doripenem & Biapenem). Ticagrelor will be filed by 31st December 2021 and Rivaroxaban will be filed by 30th June 2021 in US
- 1 Approved (Atenolol)

Atenolol –
Anti-hypertensive Drug

- Expected to gain a major market share of the US market in next two years
- Received approval from US FDA, European FDA and Chinese SFDA

EU CEP

- No Approval in Last Quarter Amlodipine Besilate will be filed in May 31, 2021. Metoprolol succinate will be filed in June 30, 2021 and Metoprolol Tartrate will be filed in September 30, 2021
- 4 Approved

Emphasis on exports:

Leveraging expertise and capabilities by exploring, developing and commercialising products

- Focus on improving its share in remunerative export market
- Active engagement with large companies to secure long-term arrangement

Develop blockbuster products:

- Target Regulated markets through a strong pipeline on blockbuster products
- Build Anti-diabetic and Anti-thrombosis product portfolio
- Developing the entire range of carbapenems

1 product commercialised in FY 2020-21

6 products validation batches taken in FY 2020-21

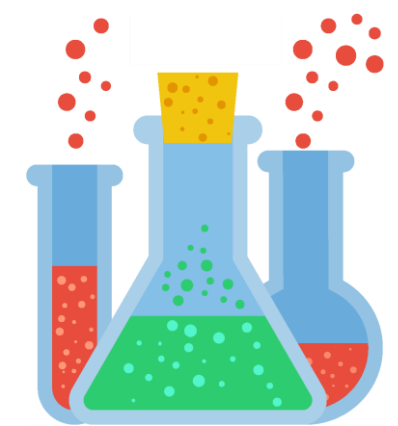
8 products R&D completed in FY 2020-21



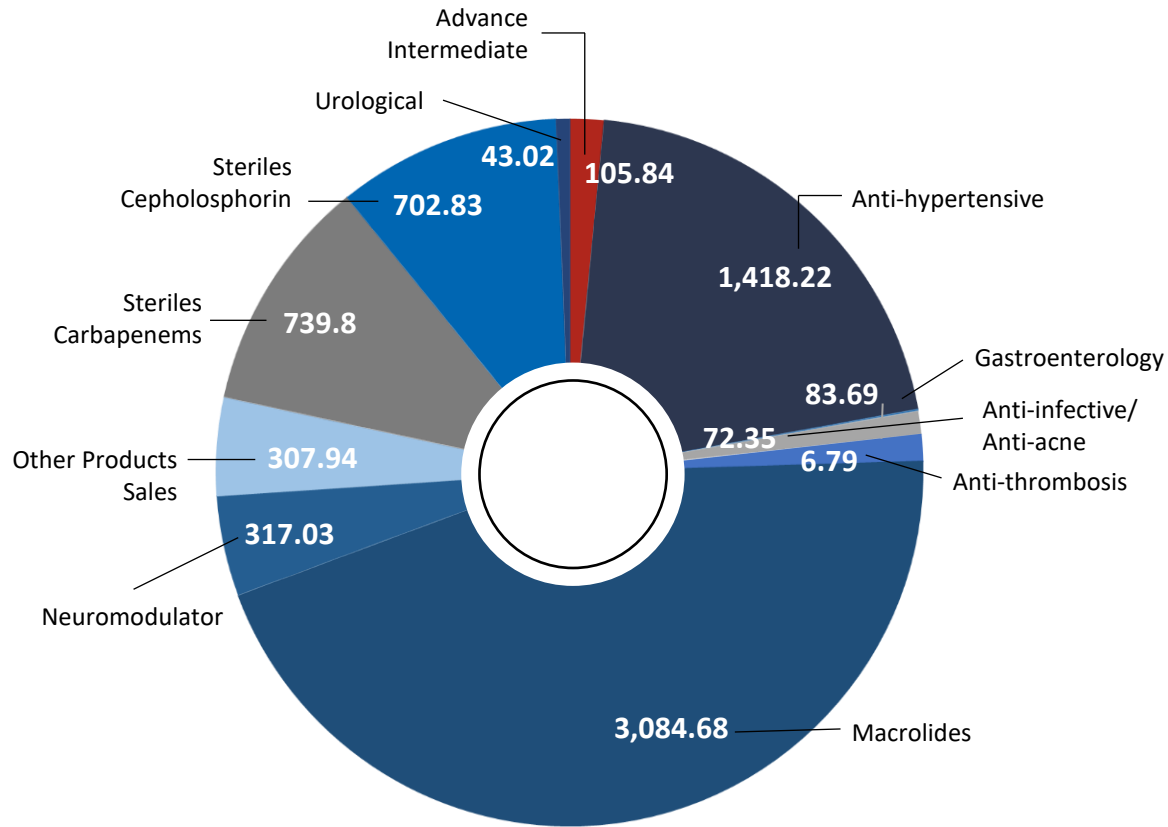
Products under Pipeline	Therapeutic Category	R&D	Scaleup	Validation	Commercialization
Biapenem	Carbapenem	Completed	Completed	Completed	Q2 FY 21-22
Tebipenem	Carbapenem	Completed	Completed	Completed	
Faropenem [#]	Carbapenem	Completed	Completed	Completed	Q3 FY 21-22
Imipenem NS [§]	Carbapenem	Completed	Completed	Q4 FY 21-22	Q1 FY 2022
Ertapenem [§]	Carbapenem	Q1 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Ticagrelor [§]	Anti-thrombotic	Completed	Completed	Completed	Q2 FY 21-22
Rivaroxaban [§]	Anti-icoagulant	Completed	Completed	Completed	Q3 FY 21-22
Apixaban [§]	Anti-coagulant	Completed	Completed	Q2 FY 21-22	Q3 FY 21-22
Empagliflozin [§]	Anti-diabetic	Q1 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Dapagliflozin [§]	Anti-diabetic	Q1 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Canagliflozin [§]	Anti-diabetic	Q2 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Nitroxoline [#]	Urological	Completed	Completed	Completed	Completed

[#]Ramping up the production capacity to meet the demand

[§]Creating infrastructure in the existing plant and increasing the capacity

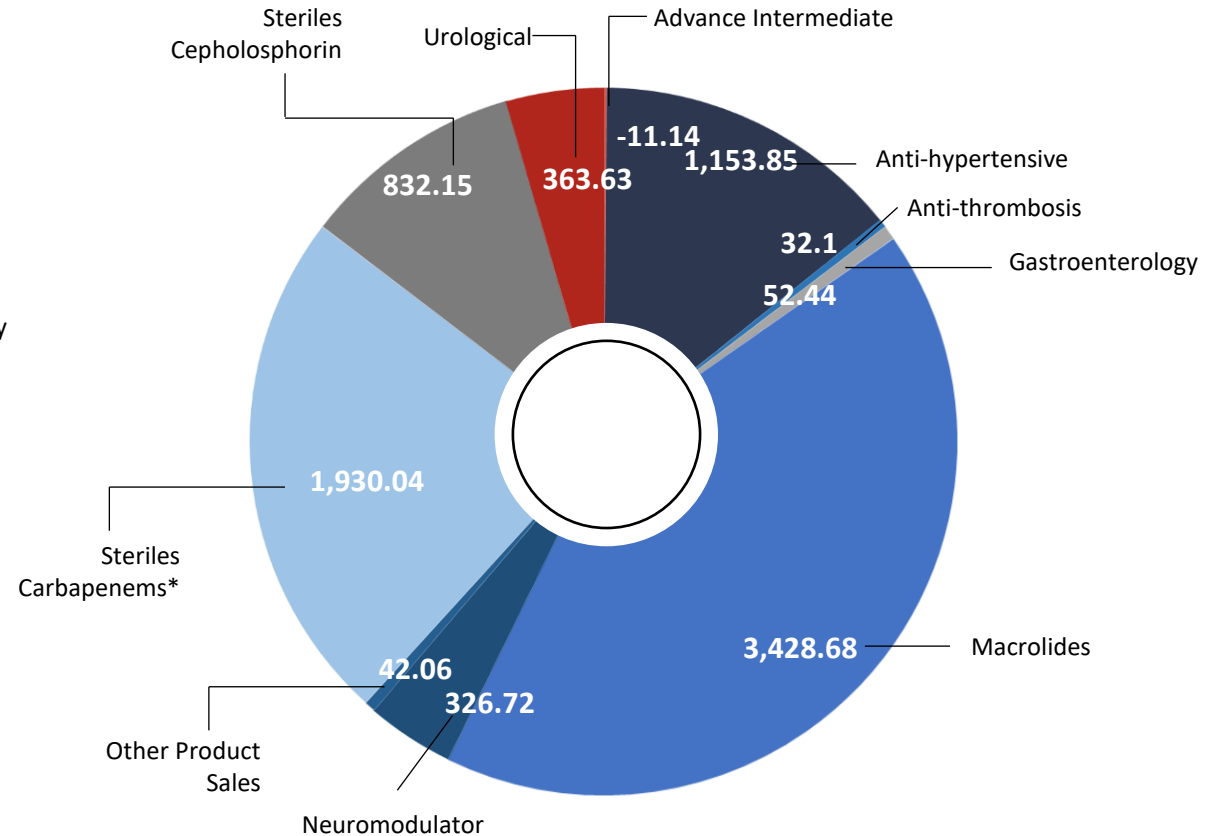


Q3 FY 2020-21 (₹ Lakhs)



Total ₹ **6,882.17** Lakhs

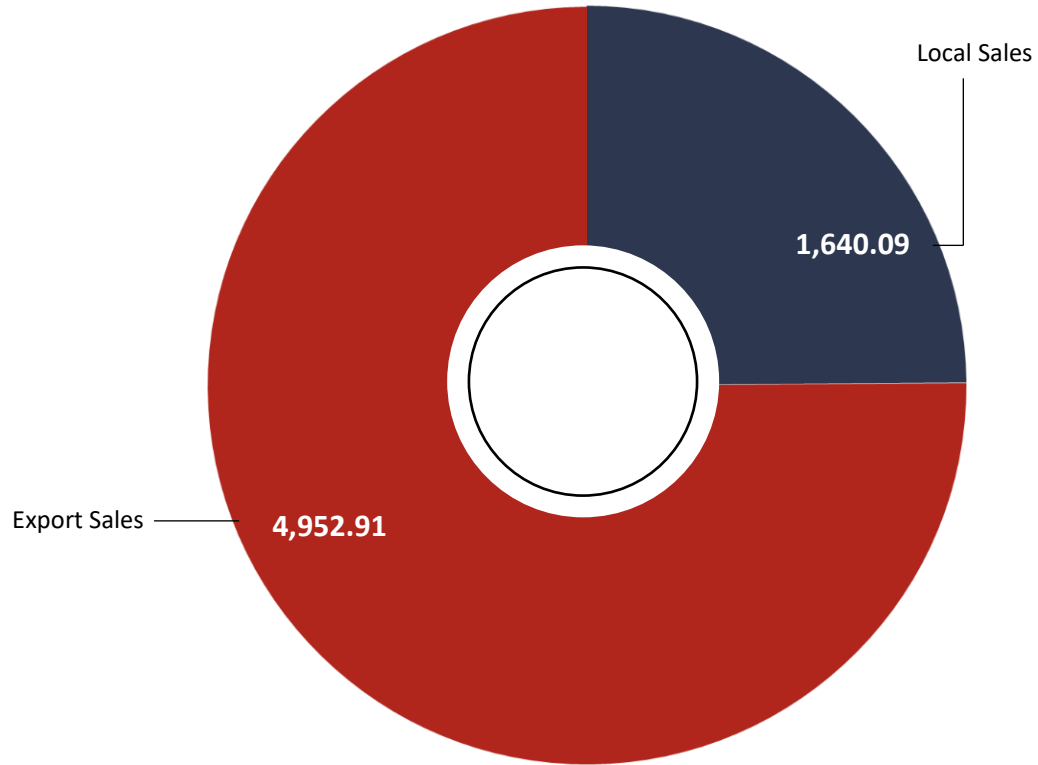
Q4 FY 2020-21 (₹ Lakhs)



Total ₹ **8,150.52** Lakhs

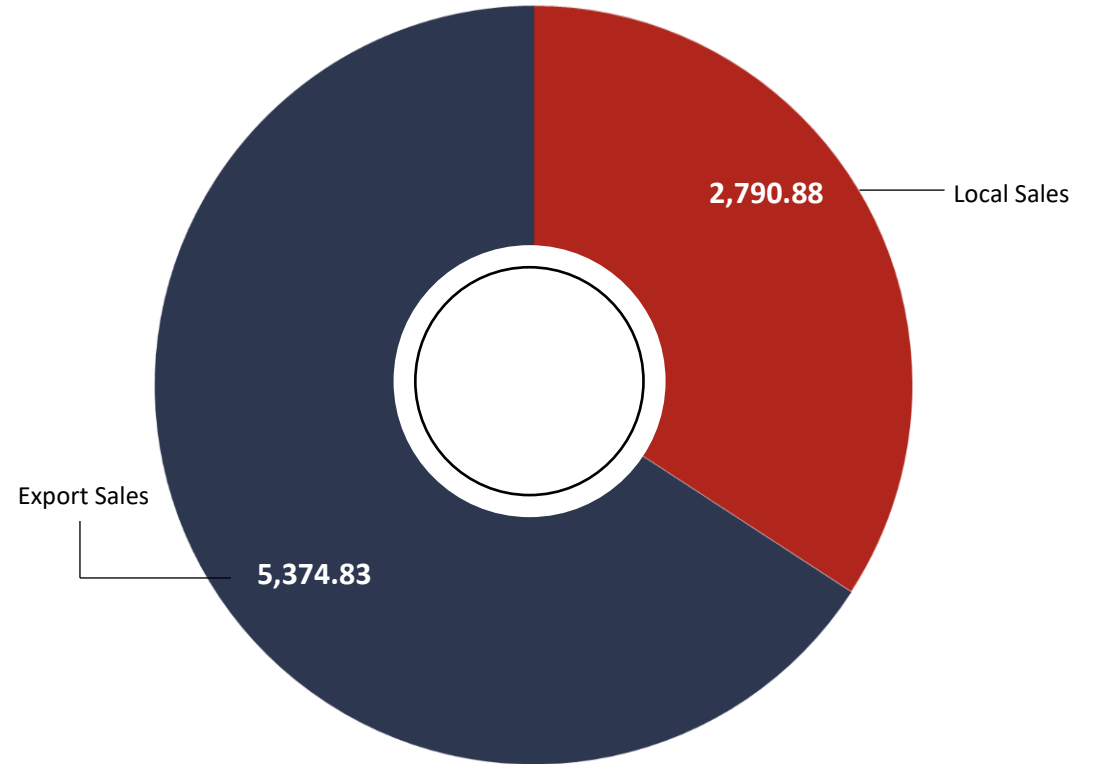
* Carbapenem is manufactured as per the planned campaigns. The lower contribution from Carbapenem in Q3 is due to disruption of campaigns owing to COVID-19.

Q3 FY 2020-21 (₹ Lakhs)



Total ₹ **6,593** Lakhs

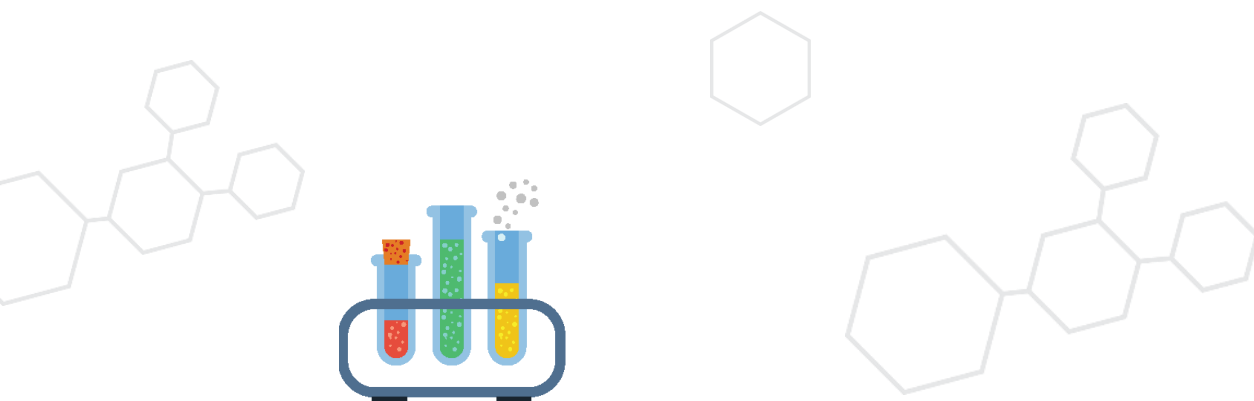
Q4 FY 2020-21 (₹ Lakhs)



Total ₹ **8,165.71** Lakhs

Develop niche and blockbuster products:

- Developing complete range of Carbapenams to solidify the Company's position in the segment
- Developing Anti-thrombosis and Anti-diabetic portfolio



US Market:

- Plan to capture major share of the US Atenolol market in the next two years
- To achieve this feat, the Company is actively engaged with major players in the US for supply of Atenolol
- Plans to file DMFs for all new products being developed

Improve facility and enhance capacity:

- Undertook upgradation and expansion of 3 blocks at Mahad facility in Q4 to cater the increasing demand of existing products and manufacture new molecules that are being developed.
- The planned expansion of all plants except sterile started production in April/May. The production of sterile shall start in second half of June.
- The Company has undertaken expansion of non sterile plant which shall be completed by Q3 FY 2021-22.
- Developing Panoli site as an API/intermediate facility, which is expected to be operational by Q3/Q4 FY 2021-22.
- The Company is evaluating further expansion of its capacity under newly launched PLI scheme and the same shall be finalised by July.

Penetrate deeper in Regulated markets:

Plans to file DMFs for all new molecules in Regulated markets, thereby gaining a significant share in the market

Kopran Limited



Facility:
 Located at Khopoli, Maharashtra,
 11,432 sq. mts. of built-up area



Dedicated Facilities:

- Penicillin-based Finished Dosage Forms
- Non-Penicillin-based Finished Dosage Forms

Formulations Vertical:

- Development and manufacturing of oral solid dosages and dry powder formulations for both Penicillin- and Non-Penicillin-based drugs
- Catering 100% export markets of both Regulated and Non-Regulated markets
- Manufacturers of more than 100 dosages meeting the standards of international markets which includes Tablets, Capsules, Dry Powder and Suspension

Product Segments:

Penicillin-based Finished Dosage Forms

- Anti-infective
- Amoxycillin
- Ampicillin
- Cloxacillin
- Amoxy Clauv

Non-Penicillin-based Finished Dosage Forms

- Macrolides
- Anti-hypertensive
- Cardiovascular
- Anti-helmentics
- Anti-histamine
- EDS
- Anti-diabetic
- CNS
- Pain Management
- Gastroenterology

Accreditations:

- Approved by 12 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, MCAZ Zimbabwe, MOH Oman, MOH Iraq, FMHACA Ethiopia, MOH Yemen, FDA Philippines, TGA Australia, MOH Ivory Coast
- GMP Certification by FDA, Government of Maharashtra
- WHO GMP Certification by CDSCO, Government of India
- DPM Ivory Coast and Health Canada (Canada)

Capacity:

Penicillin-based Finished Dosage Forms

- 1,747 million Capsules
- 31 million bottles of Dry Syrup
- 1,553 million Tablets

Non-Penicillin-based Finished Dosage Forms

- 2,000 million Tablets (uncoated)
- 1,000 million Tablets (coated)
- 947 million Capsules

Process/Technology and Yield Improvement:

Continuous measures taken towards process/technology and yield improvement for making products more competitive and profitable

Automisation and expansion of capacities for:

- 📌 Increase output
- 📌 Improve efficiency across value chain
- 📌 Reduce variable cost

Emphasis on Regulated Market:

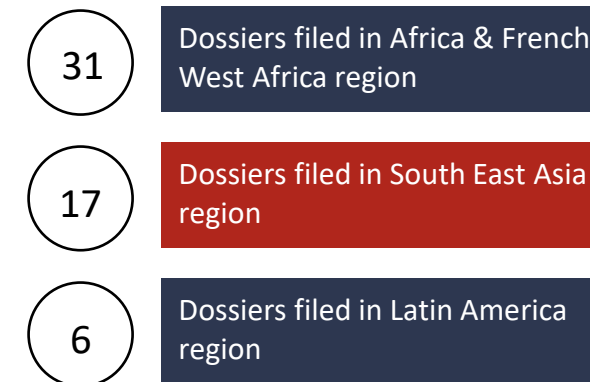
- 📌 Develop products/formulations that match references/innovators' products for the Regulated markets
- 📌 Canada and the UK
 - Markets largely dominated by contract manufacturing business
 - Canada Filings 01 product 3 strengths Q4 FY 2020-21
- 📌 South Africa
 - South Africa Filings 03 filings in this Q4 FY 2020-21

Development of Products and Dossiers for Non-Regulated Market:

- 📌 Develop products/formulations and file Dossiers in Non-Regulated markets to gain a significant market share
- 📌 Filed 54 dossiers in Q4 FY 2020-21

Growing Into New Markets:

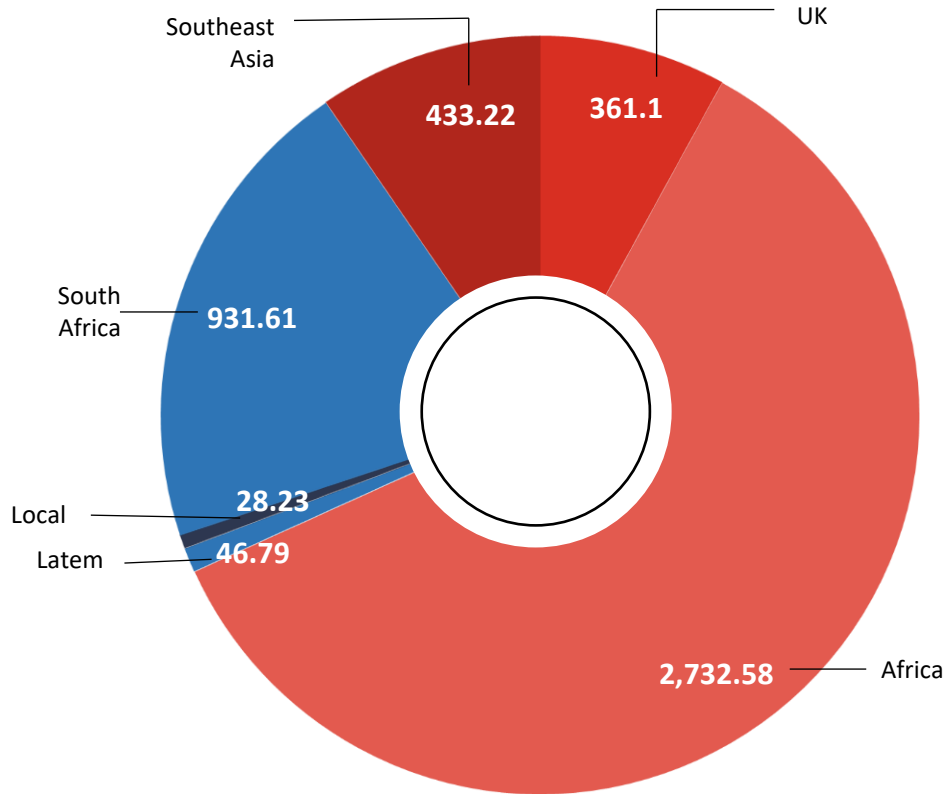
French West Africa, South-East Asia and few Latin American markets are the focus countries for expanding our presence and are at the forefront of formulation business



Aggressively Target Tender Markets:

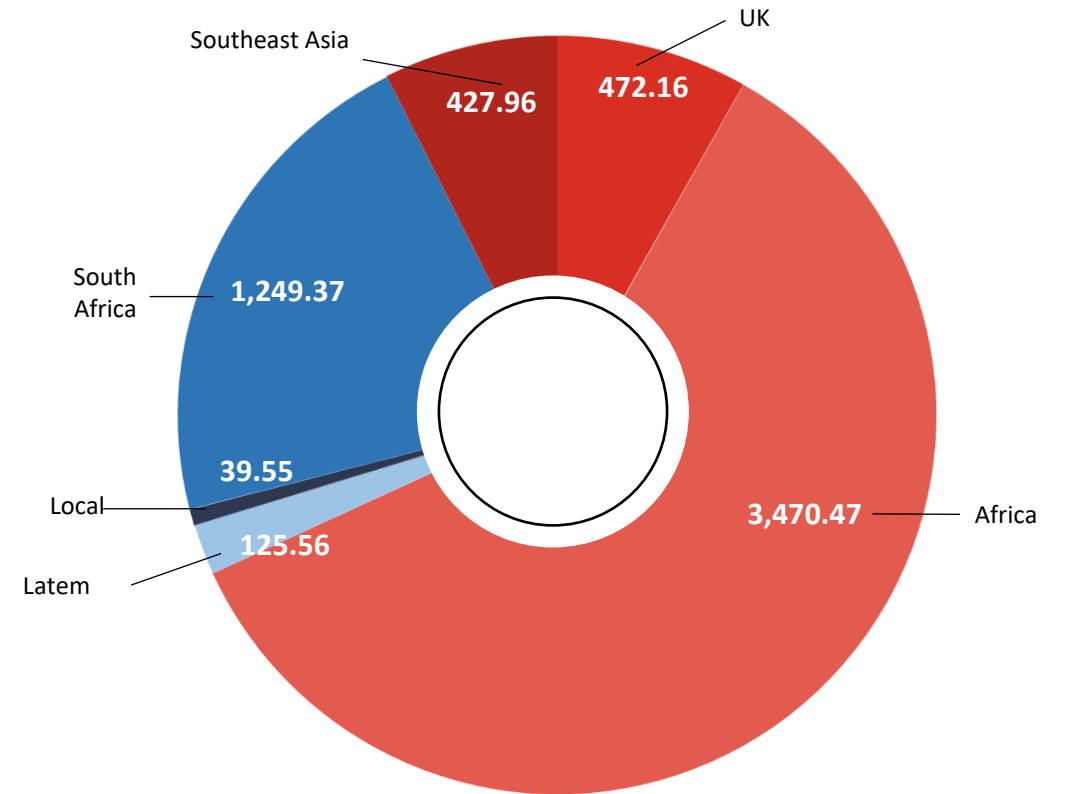
Actively participate in all tenders in African region for products in which company is present

Q3 FY 2020-21 (₹ Lakhs)



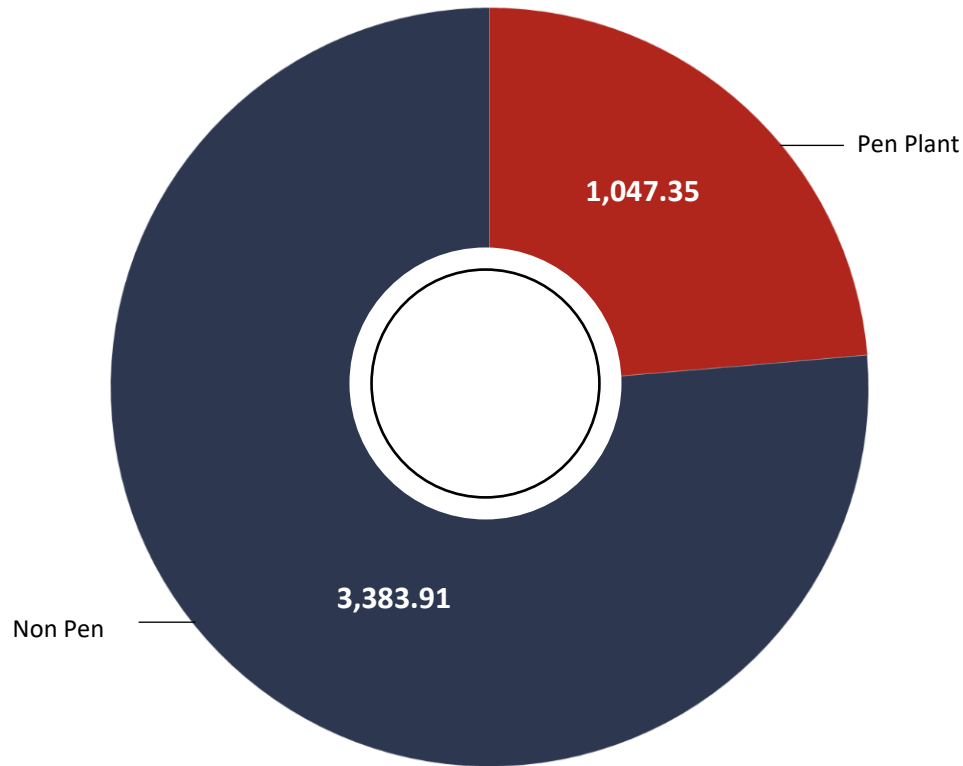
Total ₹ **4,533.53** Lakhs

Q4 FY 2020-21 (₹ Lakhs)



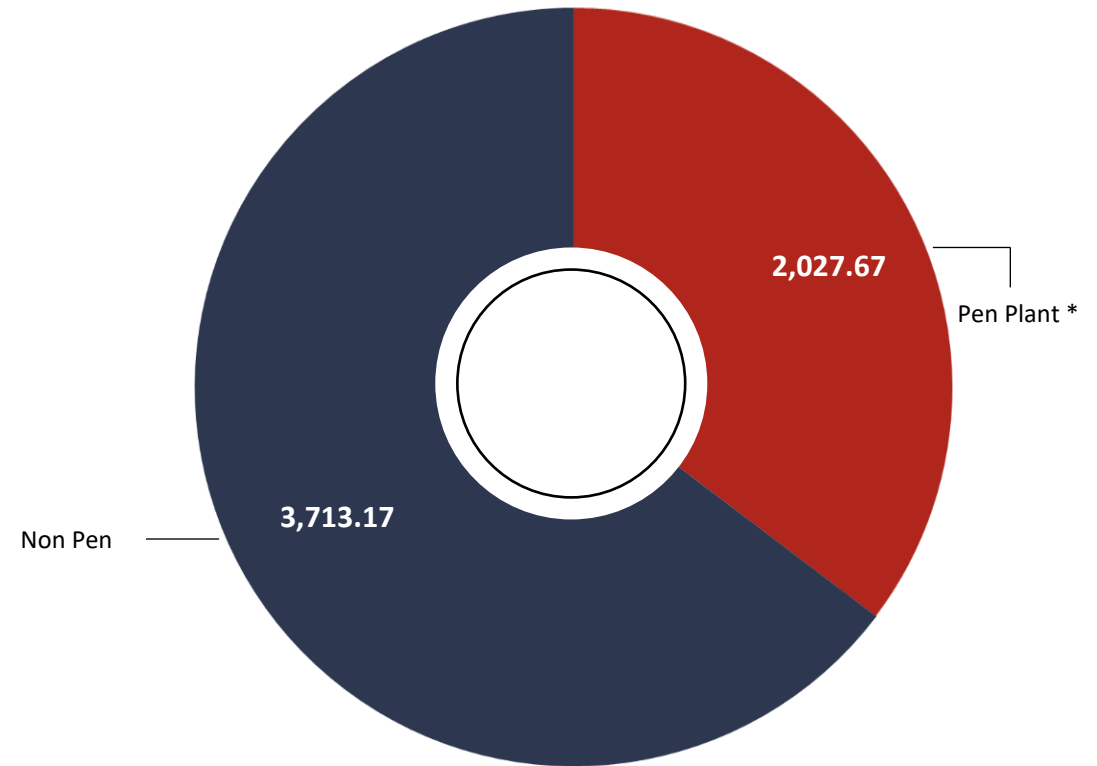
Total ₹ **5,785.05** Lakhs

Q3 FY 2020-21 (₹ Lakhs)



Total ₹ **4,431.26** Lakhs

Q4 FY 2020-21 (₹ Lakhs)

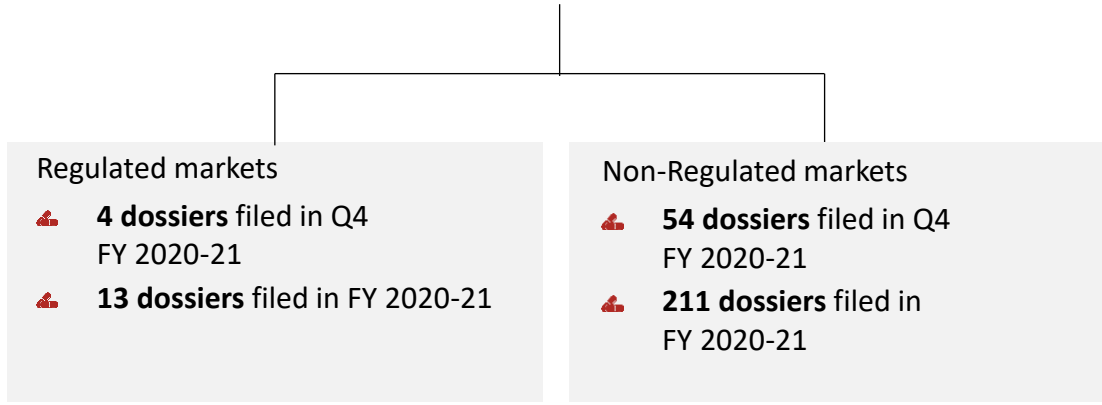


Total ₹ **5,740.84** Lakhs

*Penicillin products' demand was lower due to COVID-19. However, we anticipate demand to pick up from Q1 FY 2021-22.

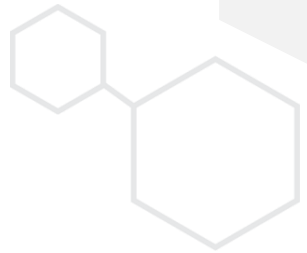
Automisation of manufacturing and packaging line to increase output of finished products, efficiency across production chain and reduce variable and manpower cost

Developments of products and dossiers



To actively participate in various tenders in the African region and add more products to product portfolio

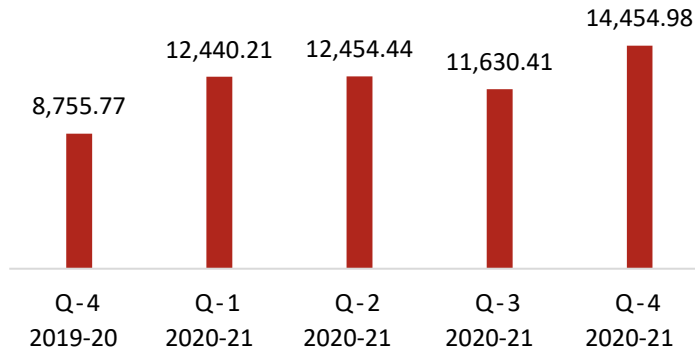
Execute large tenders won in SADC Region, Tanzania, Ethiopia



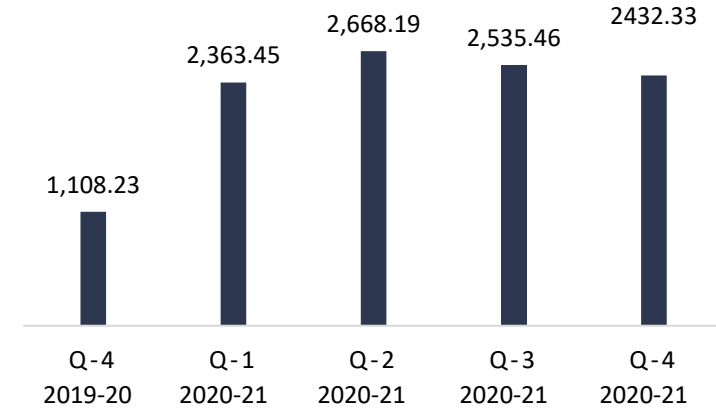
Financial Performance



Sales/Other Income (₹ Lakhs)

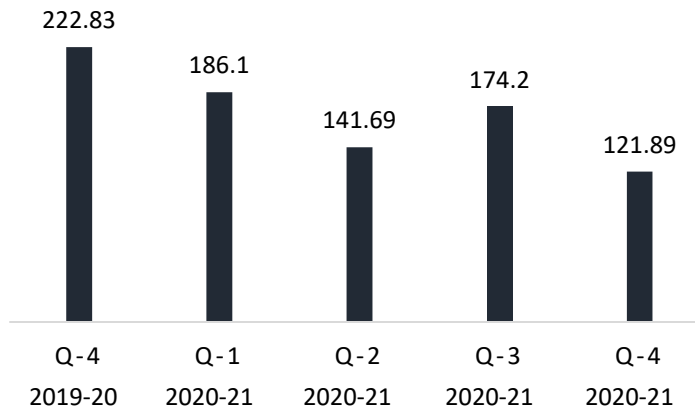


EBIDTA * (₹ Lakhs)

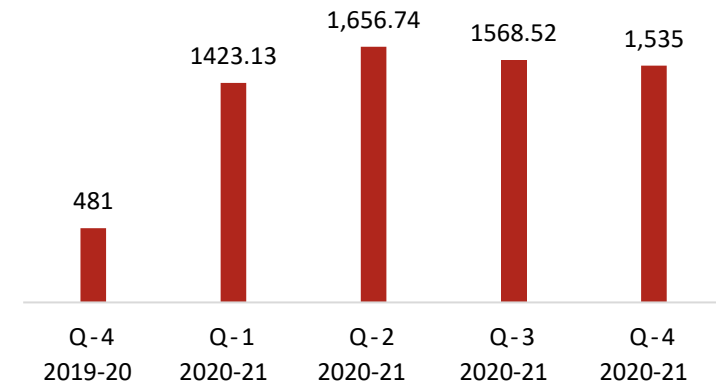


*EBIDTA including other incomes

Finance Costs (₹ Lakhs)

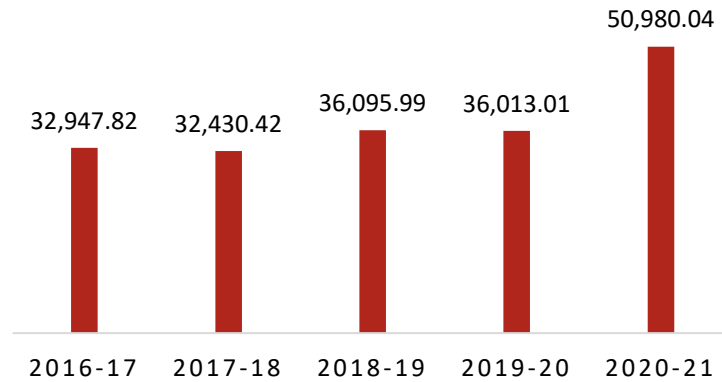


Net Profit/(Loss) (₹ Lakhs)

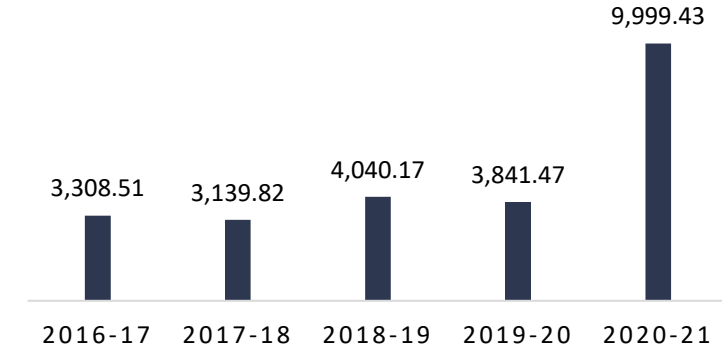


Margins impacted due to export incentive not accounted for in Q4, Since the govt has not declared the rates of benefit and as a result EBITDA and Profits are lower. Due to shutdown for expansion and upgradation of plant at Mahad, production was lower which affected the profit for the Quarter.

Sales/Other Income (₹ Lakhs)

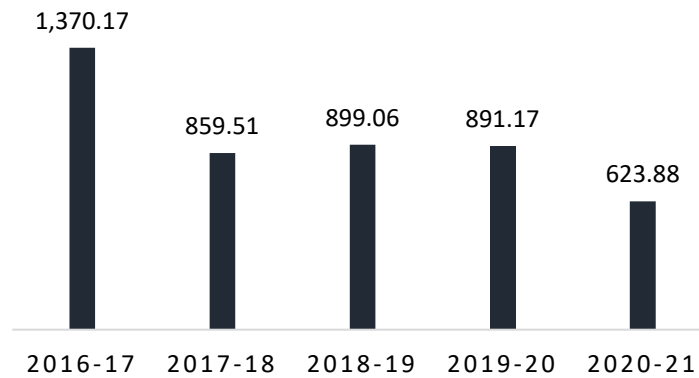


EBIDTA * (₹ Lakhs)

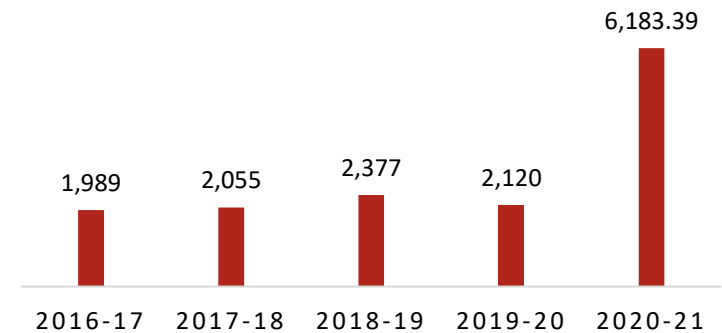


*EBIDTA including other incomes

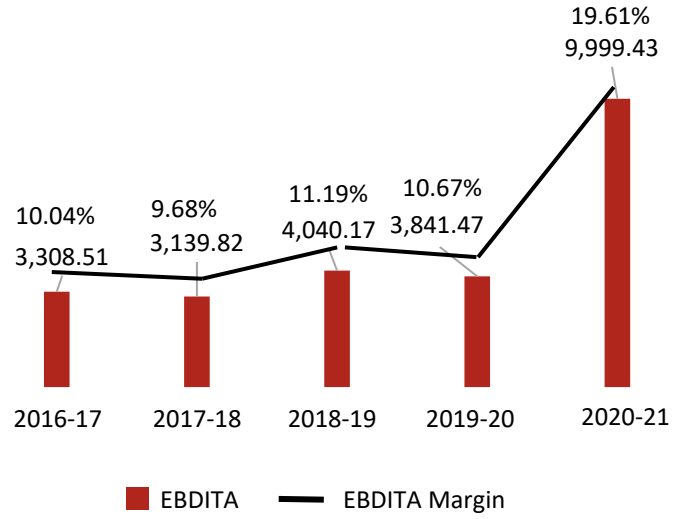
Finance Costs (₹ Lakhs)



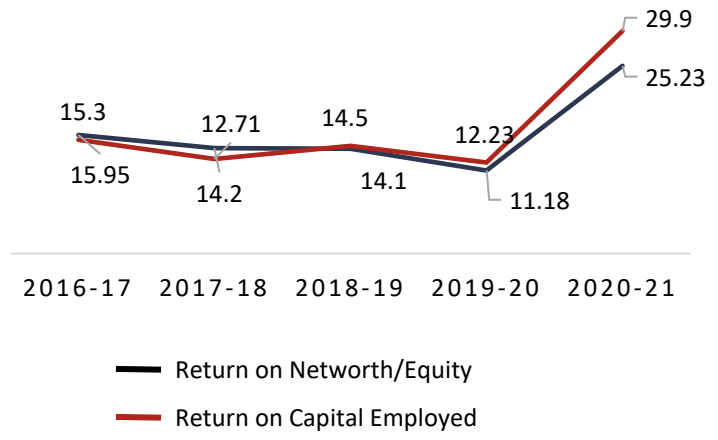
Net Profit/(Loss) (₹ Lakhs)



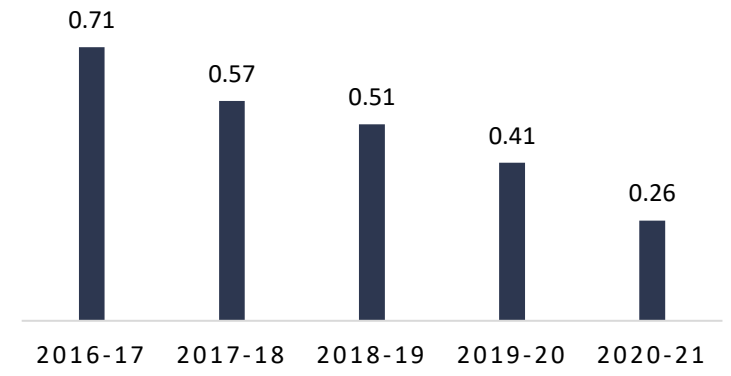
EBDITA & EBDITA Margin (₹ Lakhs, %)



RoE (%)
RoCE (%)



Total Debt/Equity (X)



(₹ Lakhs)

Particulars	FY 2020-21	FY 2019-20	FY 2018-19	FY 2017-18
Equity Share Capital	4,325.16	4,324.89	4,324.89	4,324.89
Other Equity	20,177.88	14,643.12	12,522.68	10,145.94
Networth	24,503.04	18,968.01	16,847.57	14,470.83
Fixed Assets (net)	15,508.37	14,139.16	13,691.55	11,436.93
Borrowings	6,429.49	7,806.19	8,656.32	8,203.51
Sales/Other Income	50,980.03	36,013.01	36,095.99	32,430.42
EBIDTA	9,999.43	4,695.65	4,913.68	4,005.36
Finance Costs	623.88	891.17	899.06	859.51
Depreciation	1,019.18	957.69	873.92	851.29
Tax Expenses	2,172.98	726.34	763.95	239.90
Net Profit/(Loss)	6,183.39	2,120.45	2,376.75	2,054.66
Earning Per Share (Rs.)	14.24	4.86	5.55	4.74



Mr. Surendra Somani
Executive Vice Chairman



Mr. Adarsh Rajendra Somani
Director



Mrs. Mamta Biyani
Independent Director



Mr. Narayan Atal
Independent Director



Dr. Siddhan Subramanian
Independent Director



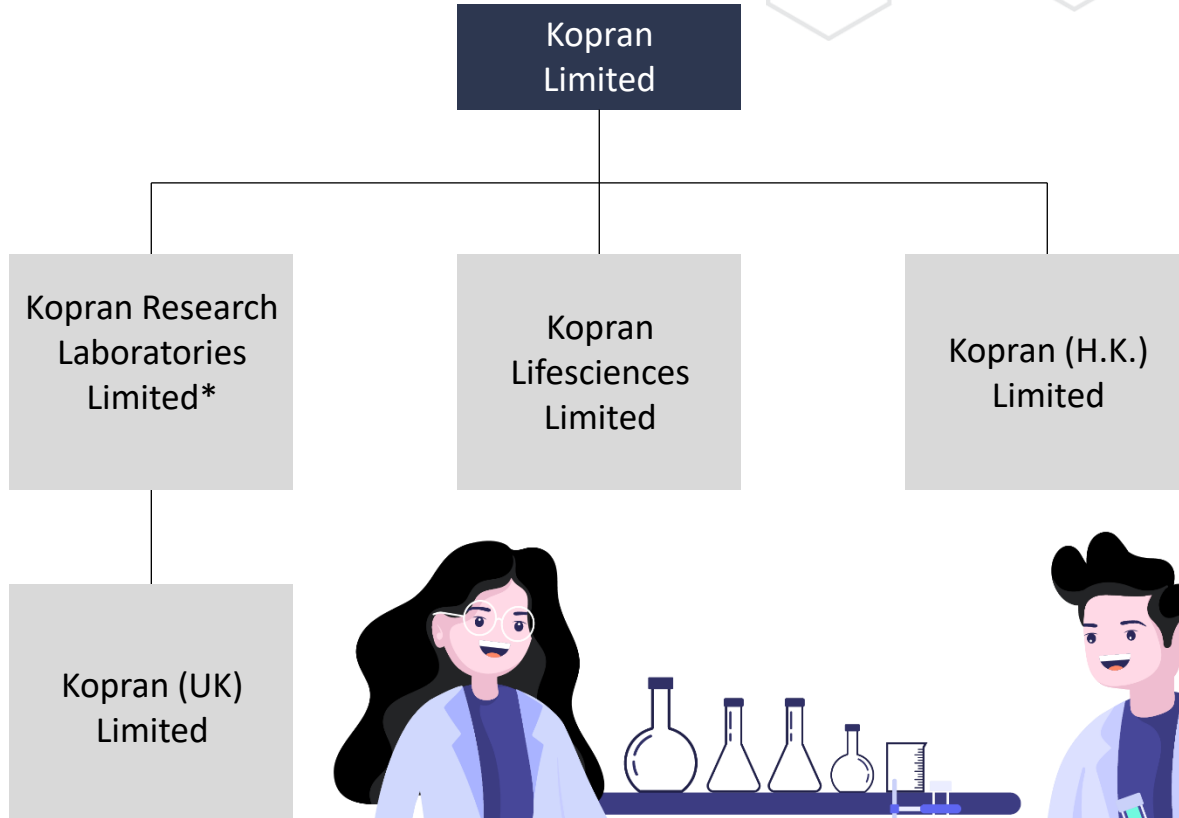
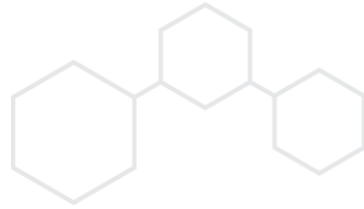
Dr. Sunita Banerji
Independent Director



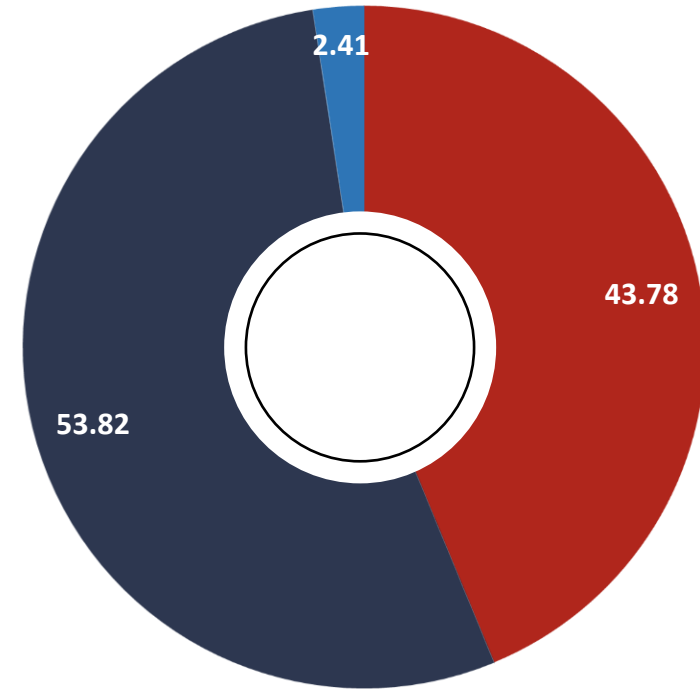
Mr. Susheel Somani
Director



Mr. Varun Surendra Somani
Director



Shareholding Pattern (%)



■ Promoters
 ■ Non-Institutions
 ■ Financial Institutions



About Kopran Limited:

Kopran Limited is an integrated Pharmaceutical Company, committed to manufacturing and supplying International Quality Formulations and APIs worldwide. Kopran's manufacturing facilities and products have accreditations across all the continents. Research & Development for New Products and Processes for both Formulations & APIs form the strategy of Kopran's growth.



Registered Office:

Parijat House,
1076, Dr. E. Moses Road,
Worli, Mumbai – 400 018,
Maharashtra (India)

Corporate Identification No.:

L24230MH1958PLC011078

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Tel.: +91 8692991999

Email: sunil@kopran.com

A scientist wearing a white lab coat, a hairnet, safety glasses, and a face mask is looking through a microscope in a laboratory. The scene is dimly lit with a blue tint. A dark grey rectangular box is overlaid on the center of the image, containing the text "Thank You" in a bright orange-red color.

Thank You