



*An Integrated Global Pharmaceutical Company*



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

**Kopran Limited  
Quarterly Presentation  
October, 2020**

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) across the world
- Our manufacturing facilities and product range have received various accreditations from across the globe
- State-of-the-art manufacturing facilities approved by major global regulatory authorities
- Formulations vertical is operated through Kopran Limited
- APIs vertical is being operated under Kopran Research Laboratories Ltd. (KROLL), a wholly-owned subsidiary of Kopran Limited

## Presence across pharmaceutical value chain

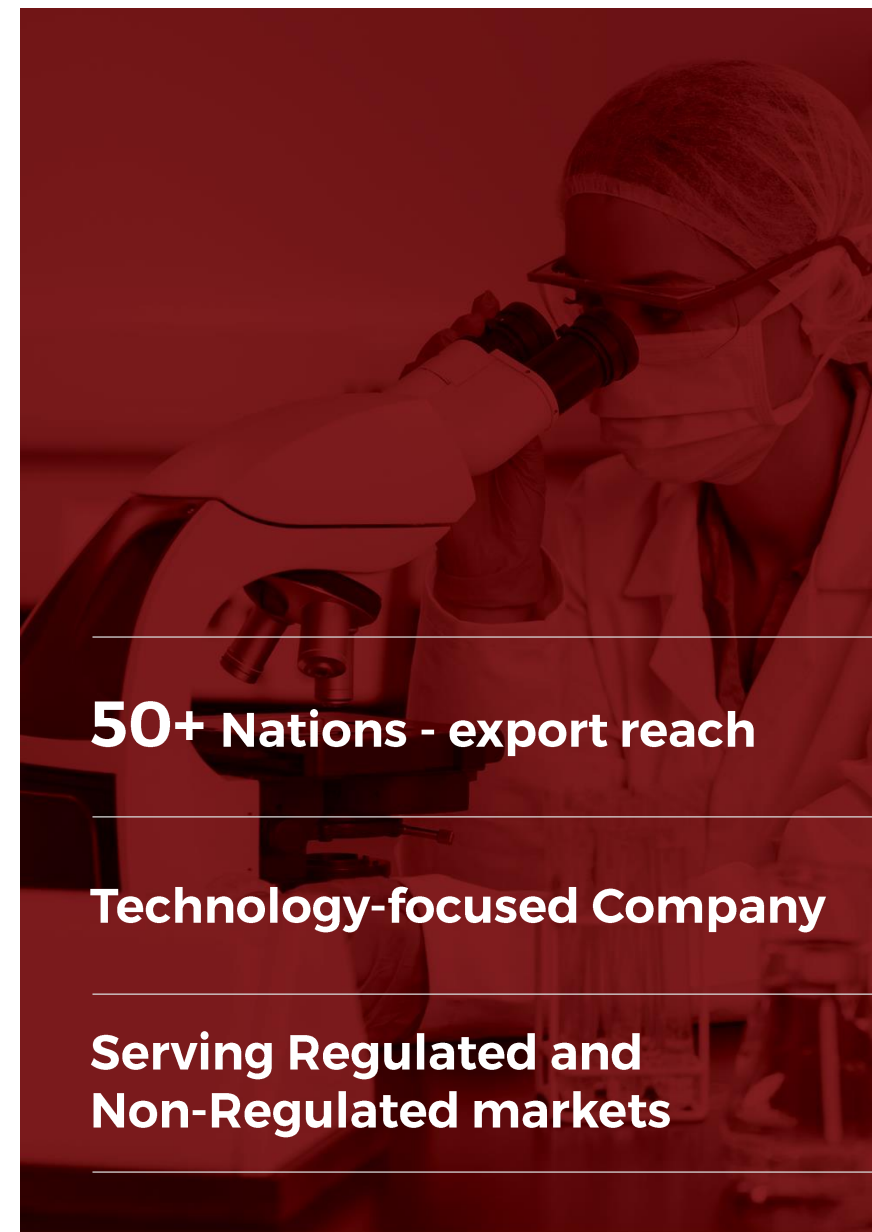


\* Our presence across two major verticals in the pharmaceutical value chain

**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:**

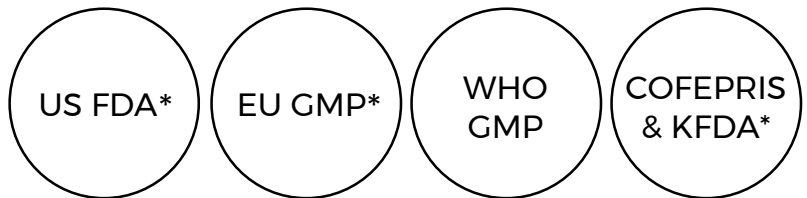
- 🏭 Atenolol
- 🏭 Pregabalin
- 🏭 Cephalosporins - Non-Sterile & Sterile
- 🏭 Macrolides
- 🏭 Granules
- 🏭 Sterile Carbapenems
- 🏭 Multipurpose plants
- 🏭 Pilot plants

### API Vertical

- 🏭 Development, manufacturing and sale of diverse Active Pharmaceutical Ingredients (APIs) and Advanced Intermediates
- 🏭 One of the leaders in Atenolol
- 🏭 One of the major players in Sterile Carbapenems
- 🏭 Excellent facility and quality systems
- 🏭 Catering export & domestic market

### Accreditations

The plant has been approved by



\*except for sterile block

### Product Segments

- 🏭 Antihypertensive
- 🏭 Macrolides
- 🏭 Neuromodulator
- 🏭 Urological
- 🏭 Anti infective/Anti Acne
- 🏭 Sterile Carbapenems
- 🏭 Sterile Cephalosporins
- 🏭 Anti-thrombosis
- 🏭 Gastroenterology




**20+** Products commercialised

**18** DMF filings in various markets

## Process and yield improvement

Constantly working on process and yield improvements of existing products to make them more competitive

## US and other Regulated markets

	<p>5 filed; 1 approval received during the quarter</p>	<p><b>Atenolol - Anti-hypertensive Drug</b></p> <ul style="list-style-type: none"> <li>Expect to gain a major market share of the US market in next two years</li> <li>Received approval from US FDA, European FDA and Chinese SFDA</li> </ul>
	<p>1 approval received during the quarter; 4 approved in total</p>	
	<p>2 filed; 1 approval received during the quarter</p>	

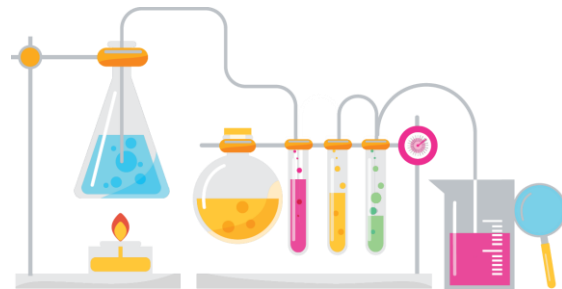
## Emphasis on exports

Explore, develop and commercialise products for exports market to leverage expertise and manufacturing capabilities

- 🔥 Focusing on increasing its share in remunerative export market
- 🔥 Actively engaged with large companies to secure long-term arrangement

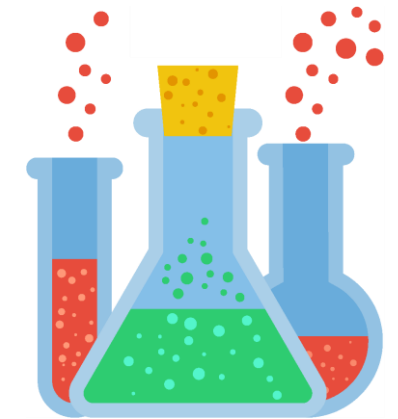
## Develop blockbuster products

- 🔥 Create a strong pipeline of blockbuster products targeted for Regulated markets
- 🔥 Increasing the product portfolio of Anti-Diabetic and Anti-thrombosis drugs
- 🔥 Developing the entire range of carbapenems
- 🔥 2 products commercialised in H1
- 🔥 4 products validation batches taken in H1
- 🔥 8 products R&D completed

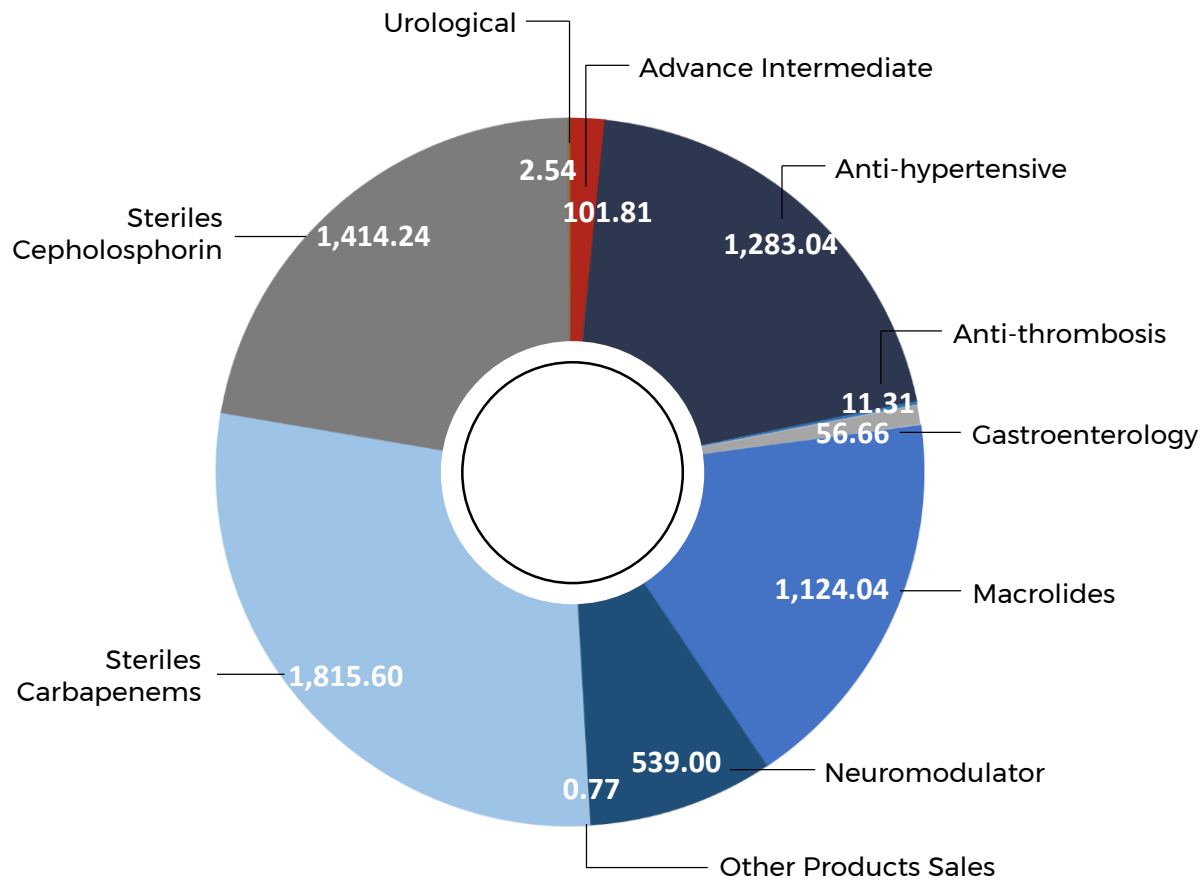


Products under Pipeline	Therapeutic Category	R&D	Scaleup	Validation	Commercialization
Biapenem*	Carbapenem	Completed	Completed	Completed	
Tebipenem*	Carbapenem	Completed	Completed	Completed	
Faropenem#	Carbapenem	Completed	Completed	Completed	Completed
Imipenem <sup>§</sup>	Carbapenem	Completed	Completed	Q1 FY 21-22	Launching in Q2 FY 2022
Imipenem + Cilastatin <sup>§</sup>	Carbapenem	Q2 FY 21-22	Q2 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Ticagrelor <sup>§</sup>	Anti thrombotic	Completed	Completed	Q3 FY 20-21	Q1 FY 21-22
Rivaroxaban <sup>§</sup>	Anticoagulant	Completed	Completed	Q3 FY 20-21	Q1 FY 21-22
Apixaban <sup>§</sup>	Anticoagulant	Completed	Q4 FY 20-21	Q4 FY 20-21	Q1 FY 21-22
Empagliflozin <sup>§</sup>	Anti Diabetic	Q4 FY 20-21	Q1 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Dapagliflozin <sup>§</sup>	Anti Diabetic	Q4 FY 20-21	Q1 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Canagliflozin <sup>§</sup>	Anti Diabetic	Q4 FY 20-21	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Nitroxoline#	Urological	Completed	Completed	Completed	Completed

\*Waiting for INDIAN FDA approval to launch  
 #Ramping up the production capacity to meet the demand  
 §Creating infrastructure in the existing plant and increasing the capacity

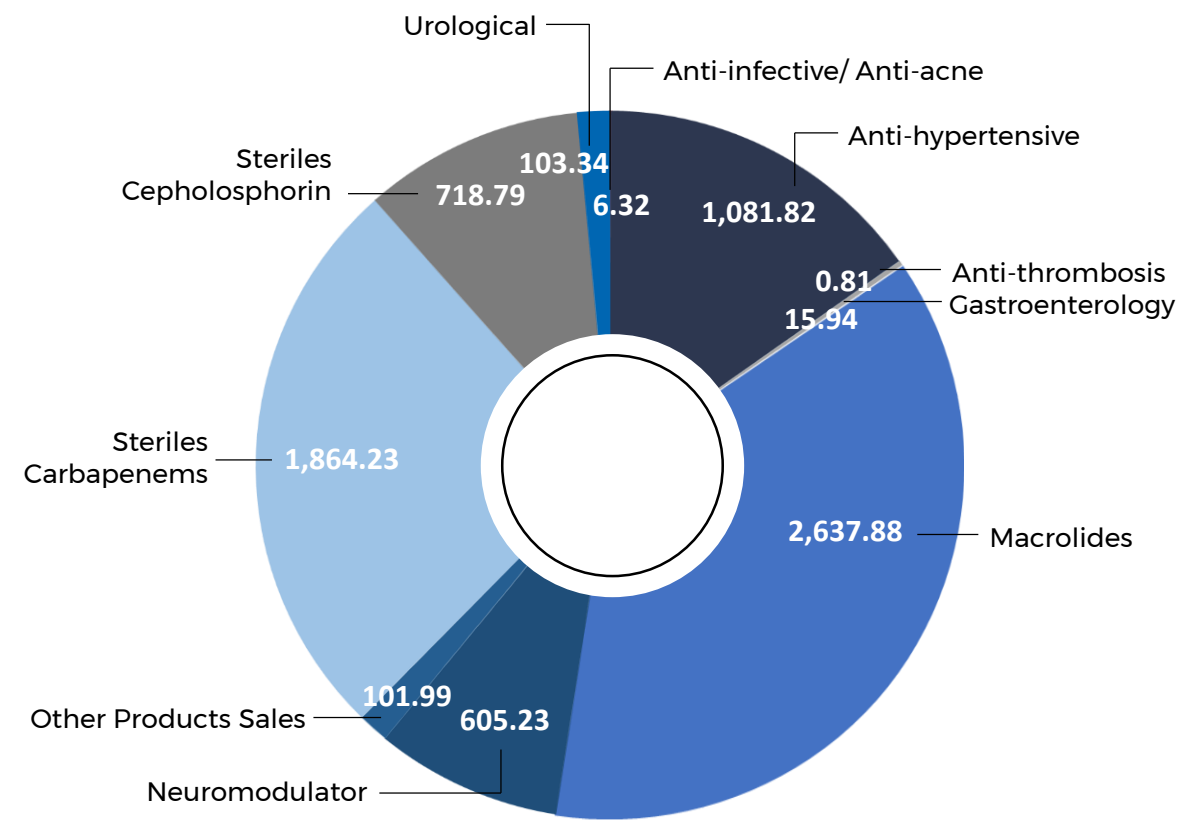


**Q1 FY 2020-21 (₹ Lakhs)**



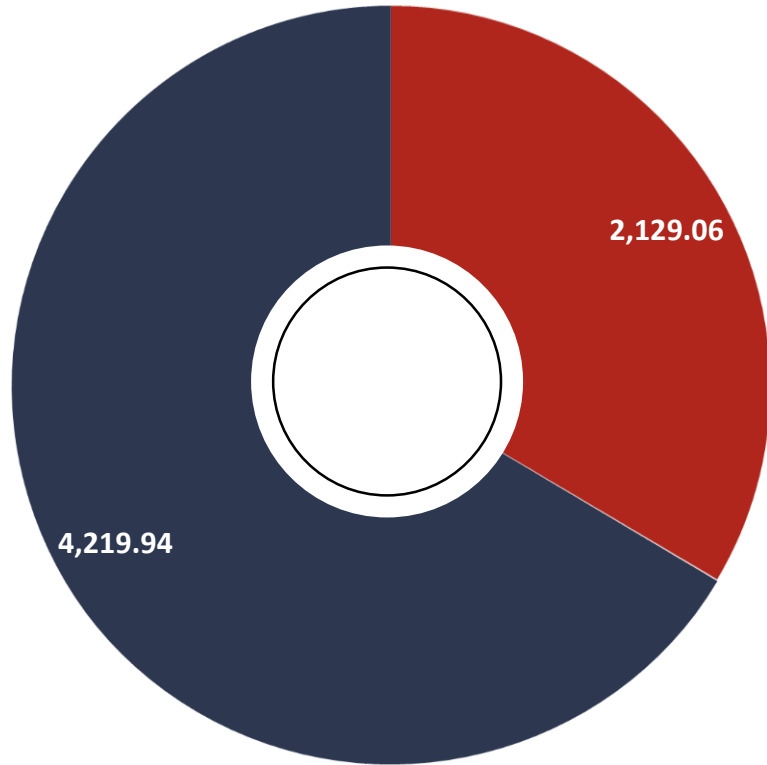
**Total 6,349**

**Q2 FY 2020-21 (₹ Lakhs)**



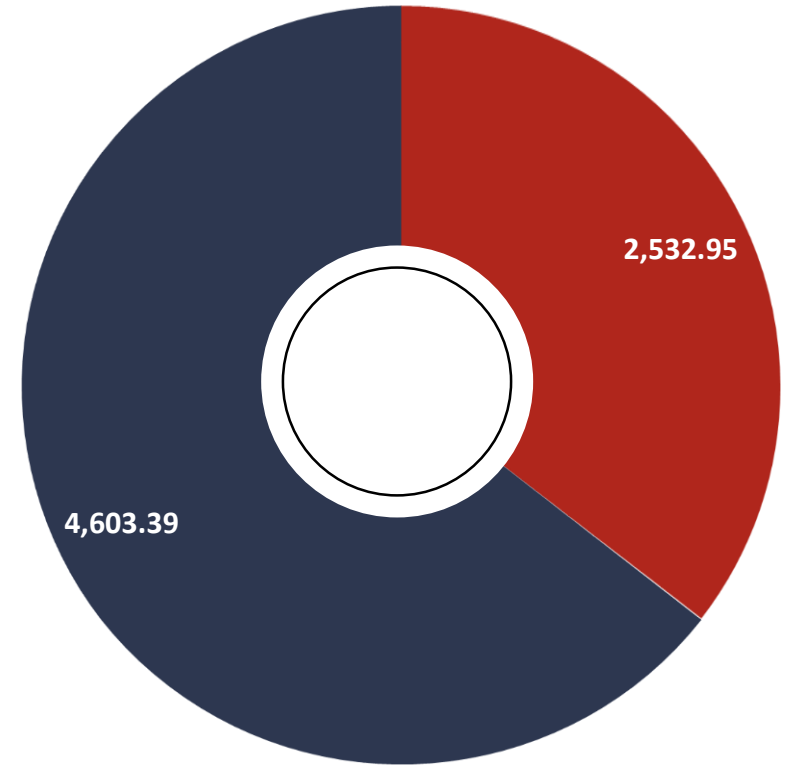
**Total 7,136.34**

**Q1 FY 2020-21** (₹ Lakhs)



■ Domestic ■ Exports

**Q2 FY 2020-21** (₹ Lakhs)



■ Domestic ■ Exports



## 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

## Penetrate deeper in Regulated markets

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



## Improve facility and enhance capacity

- Undertaking upgradation and expansion of 3 blocks at its Mahad facility in Q4 to cater the increasing demand of existing products and manufacture new molecules that are being developed
- Developing its Panoli site as an Intermediate facility, which is expected to be operational by Q2/Q3 FY 2021-22

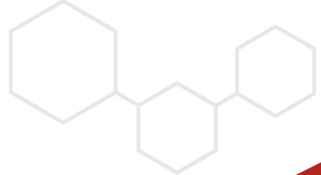
## US Market

- Received US FDA approval for its Anti-hypertensive Drug Atenolol
- Plans 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 agreements for 4 products for which DMFs have been filed with USFDA
- Plans to file DMFs for all new products being developed

## Kopran Ltd.



**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
- Anti-diabetic
- CNS
- Pain Management
- Gastroenterology

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

- Macrolides
- Anti-hypertensive
- Cardiovascular
- Anti-helmentics
- Anti-histamine
- EDS

### Accreditations

- Approved by 11 countries including TGA Australia, MCC South Africa, MHRA UK, FMHACA Ethiopia, PPB Kenya, MOH Oman, MOH Yemen, NDA Uganda, MOH Ivory Coast
- GMP Certification by FDA, Government of Maharashtra
- WHO GMP Certification by CDSCO, Government of India

### 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

Constantly working on process / technology and yield improvement measures to make its existing products competitive and increase profitability

## Emphasis on regulated market

- Develop products/formulations that match references/innovators products for the Regulated markets
- Canada and the UK
  - Market largely dominated by contract manufacturing business
  - 5 dossiers filed in H1 of 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 101 dossiers in H1 of 2020-21

## Growing into new markets

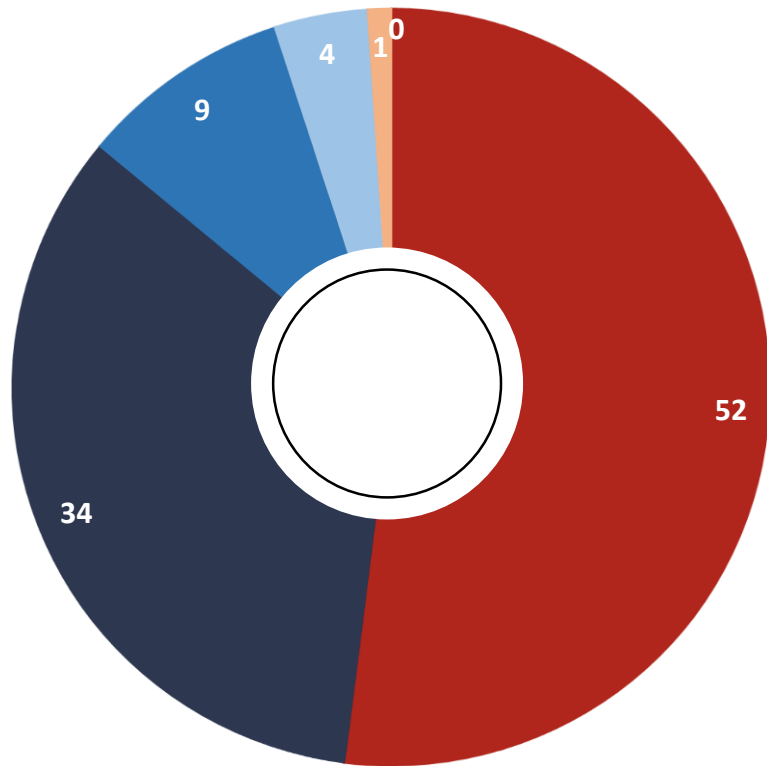
French West Africa, South-East Asia and few Latin American markets are the focus countries for expanding our presence and are at the forefront of formulation business



## Aggressively target tender markets

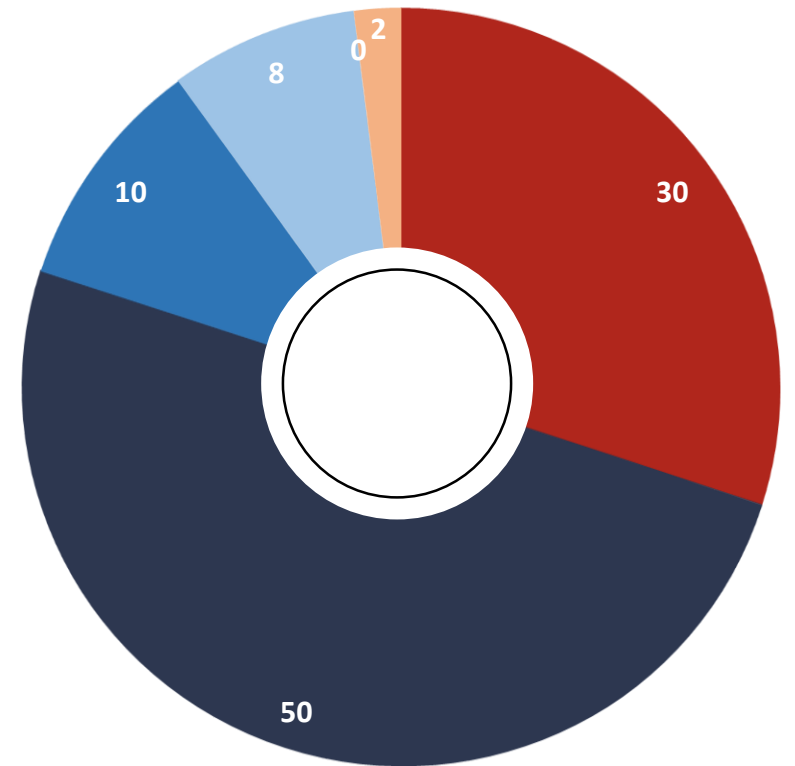
Actively participate in all tenders in African region for products in which company is present

**Q1 FY 2020-21 (%)**



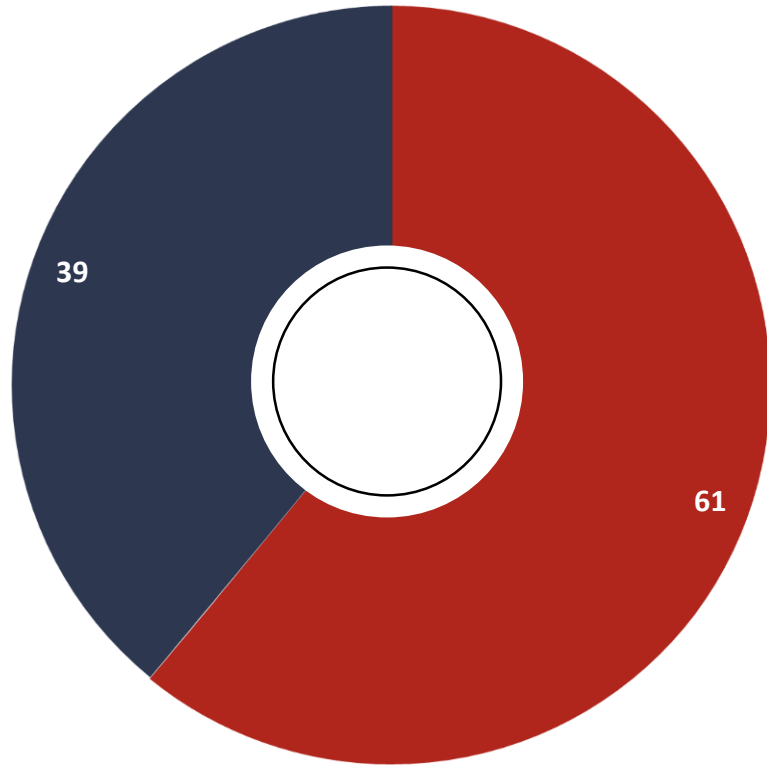
■ Africa 
 ■ South Africa 
 ■ Southeast Asia  
■ UK 
 ■ Local 
  Latam

**Q2 FY 2020-21 (%)**



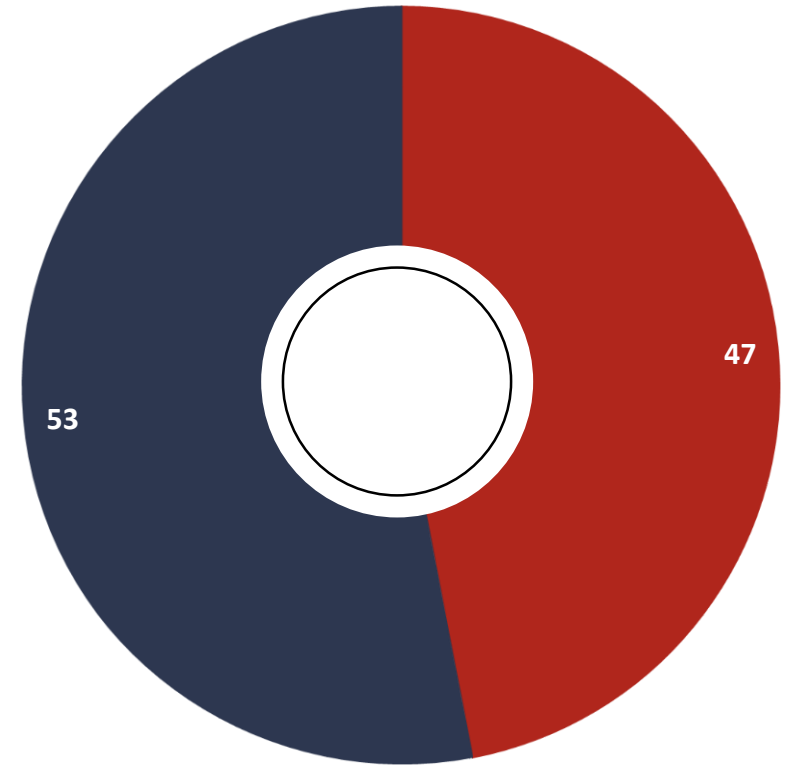
■ Africa 
 ■ South Africa 
 ■ Southeast Asia  
■ UK 
  Local 
 ■ Latam

Q1 FY 2020-21 (%)



■ Penicillin ■ Non-Penicillin

Q2 FY 2020-21 (%)

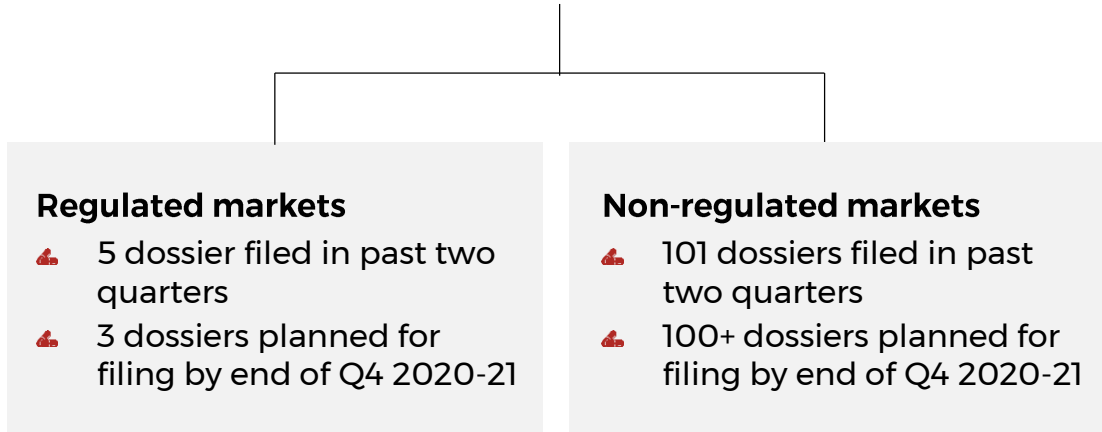


■ Penicillin ■ Non-Penicillin

# Way forward

**Automisation of manufacturing and packaging line which would 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 Africa region and add more products to product portfolio**

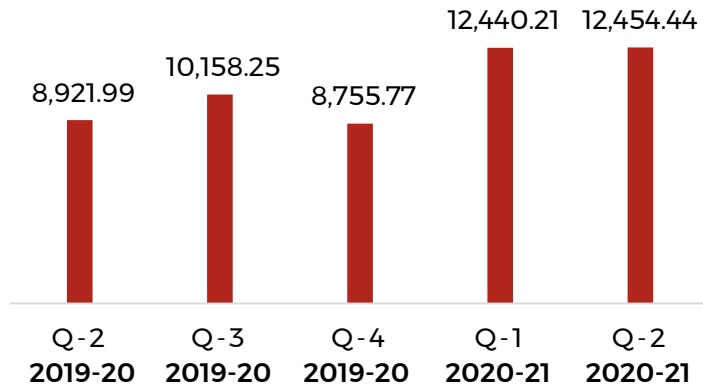
**Execute large tenders won in SADC Region, Tanzania, Ethiopia**



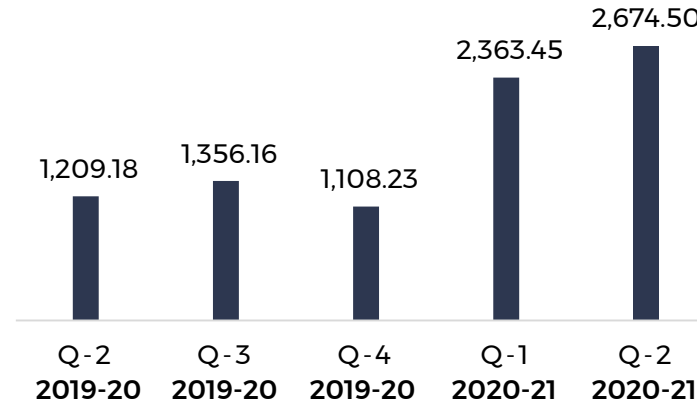
# Financial Performance



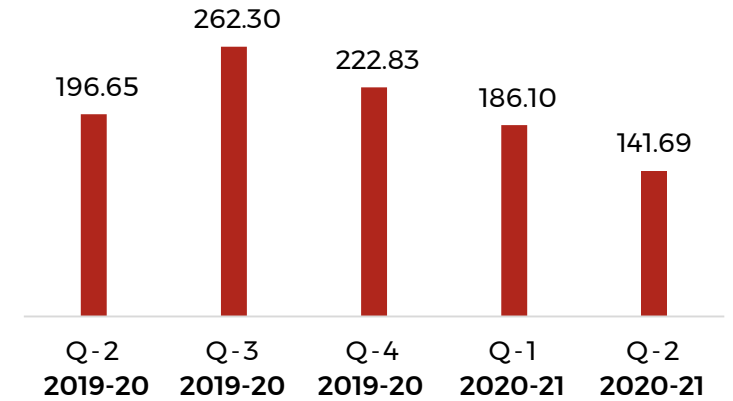
**Sales/Other Income (₹ Lakhs)**



**EBIDTA \* (₹ Lakhs)**

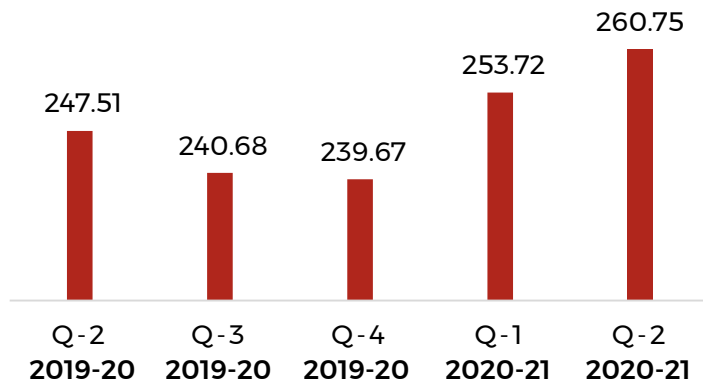


**Finance Costs (₹ Lakhs)**

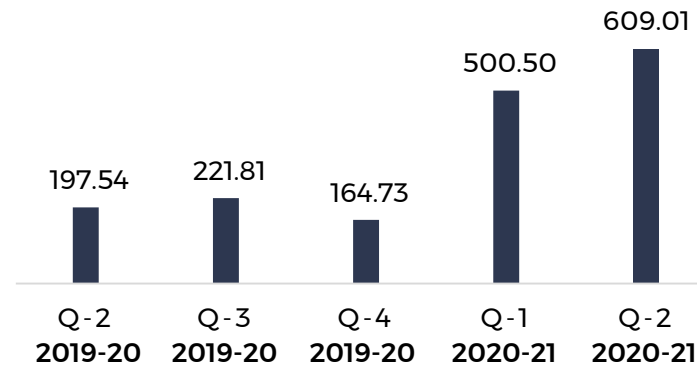


\*EBIDTA including other incomes

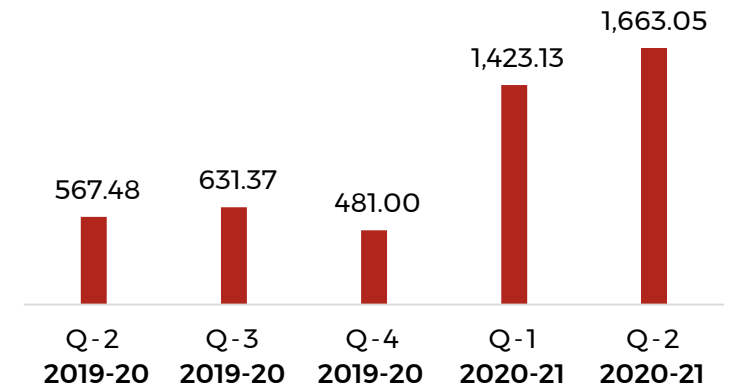
**Depreciation (₹ Lakhs)**



**Tax expenses (₹ Lakhs)**

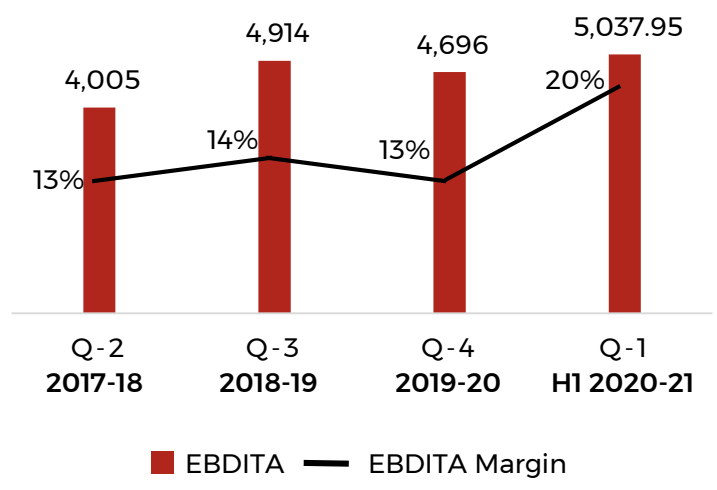


**Net Profit/(loss) (₹ Lakhs)**

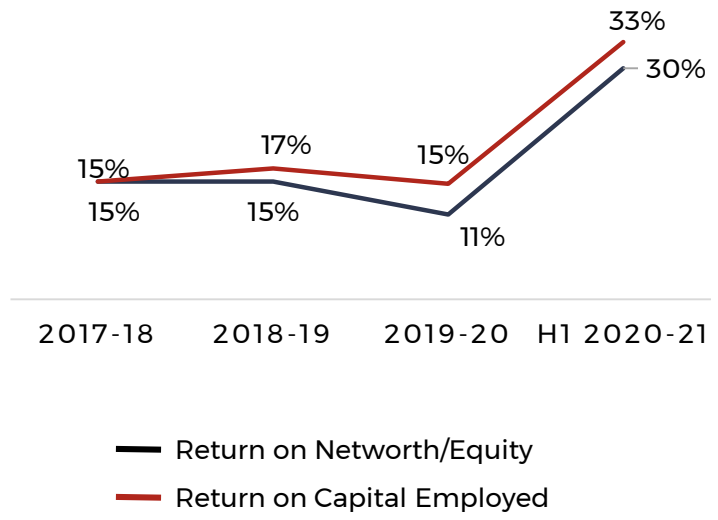




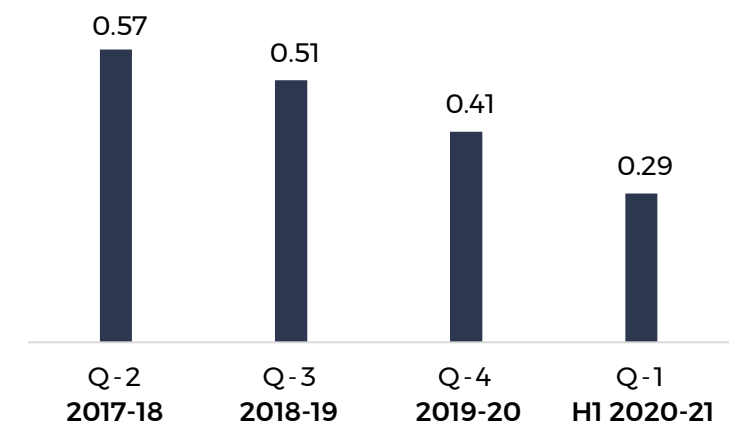
**EBDITA & EBDITA Margin (₹ Lakhs, %)**



**Return on Networth/Equity\* (%)  
Return on Capital Employed\***



**Total Debt/Equity (X)**



\* H1 FY 2020-21 figures are on annualized basis

(₹ Lakhs)

Particulars	H1 2020-21	2019-20	2018-19
Equity share capital	4,324.89	4,324.89	4,324.89
Other equity	17,722.32	14,643.12	12,522.68
Networth	22,047.21	18,968.01	16,847.57
Fixed Assets (net)	14,012.88	14,139.16	13,691.55
Borrowings	6,291.5	7,806.19	8,656.32
Sales/Other Income	24,894.64	36,013.01	36,095.99
EBIDTA	5,037.94	4,695.65	4,913.68
Finance Costs	327.79	891.17	899.06
Depreciation	514.47	957.69	873.92
Tax expenses	1,109.51	726.34	763.95
Net Profit/(loss)	3,079.20	2,120.45	2,376.75
Earning per share (Rs.)	7.13	4.86	5.55

Improved results in the current fiscal are the resultant effect of the initiatives undertaken in the last two years



**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



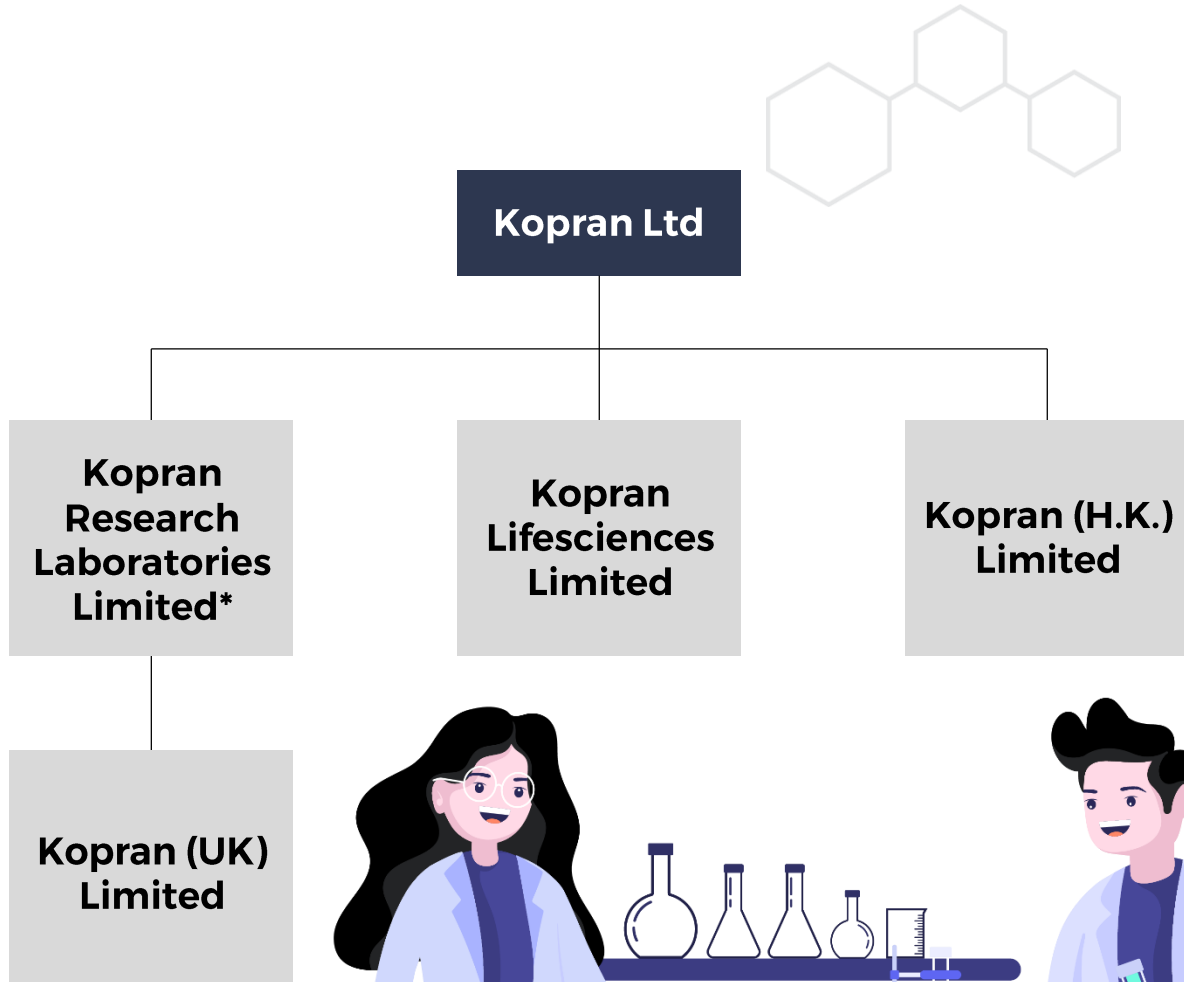
**Dr. Sunita Banerji**  
Independent Director



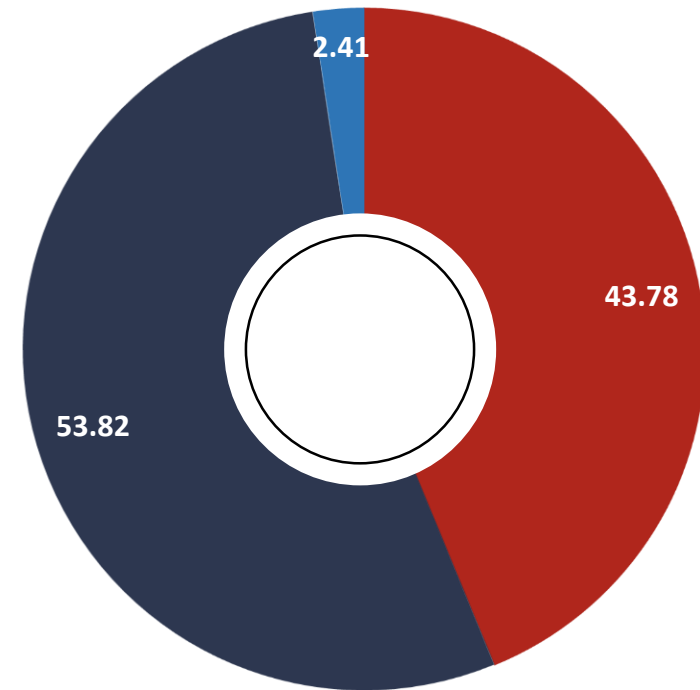
**Mr. Susheel Somani**  
Director



**Mr. Varun Surendra Somani**  
Director



## Shareholding Pattern (%)



■ Promoters   ■ Non-institutions   ■ Financial Institutions



## About Kopran Limited

Kopran Ltd. is an integrated Pharmaceutical Company, committed to manufacture and supply International Quality Formulations and Active Pharmaceutical Ingredients worldwide. Kopran's manufacturing facilities and products have accreditations across all the continents. Research & Development for New Products and Processes for both Formulations & Active Pharmaceutical Ingredients 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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about us, please visit  
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Tel.: **+91 8692991999**  
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A scientist wearing a white lab coat, a white hairnet, and a white face mask is looking through a microscope. The scene is set in a laboratory with various pieces of equipment and glassware visible in the background. The image has a dark, semi-transparent overlay.

**Thank You**