

**ONE DIRECTION,  
ENDLESS OPPORTUNITIES.**

**CORPORATE PRESENTATION  
Q4 & FY 2023-24**

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# Q4 PERFORMANCE

- Financial Highlights
- API Highlights
- Formulation Highlights

# FINANCIAL HIGHLIGHTS

Consolidated (Rs. Lakhs)



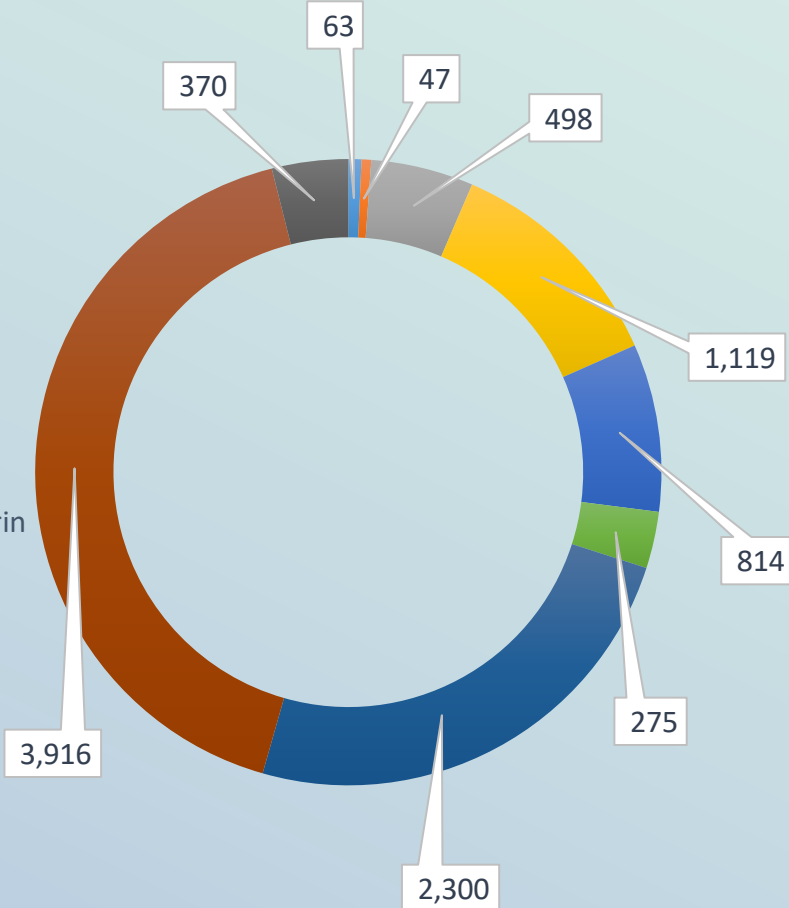
PARTICULARS	Q4 FY 2023-24	Q4 FY 2022-23	Y-o-Y	Q3 FY 2023-24	Q-o-Q
Revenue from Operations	18,608	15,800	17.8%	15,892	17.1%
Other Income	967	222	335.6%	243	298.1%
EBITDA*	2,169	1,232	76.1%	2,358	-8.0%
Finance Costs	259	224	-	224	-
Depreciation	359	316	-	327	-
Tax Expenses	656	219	-	471	-
Net Profit	1,862	695	167.9%	1,579	17.9%

PARTICULARS	FY 2023-24	FY 2022-23
Net Debt : Equity	0.17	0.14
RoCe (%)	14.1	8.3

\*EBIDTA excluding other income

**Q4 FY 2023-24 (₹ LAKHS)**

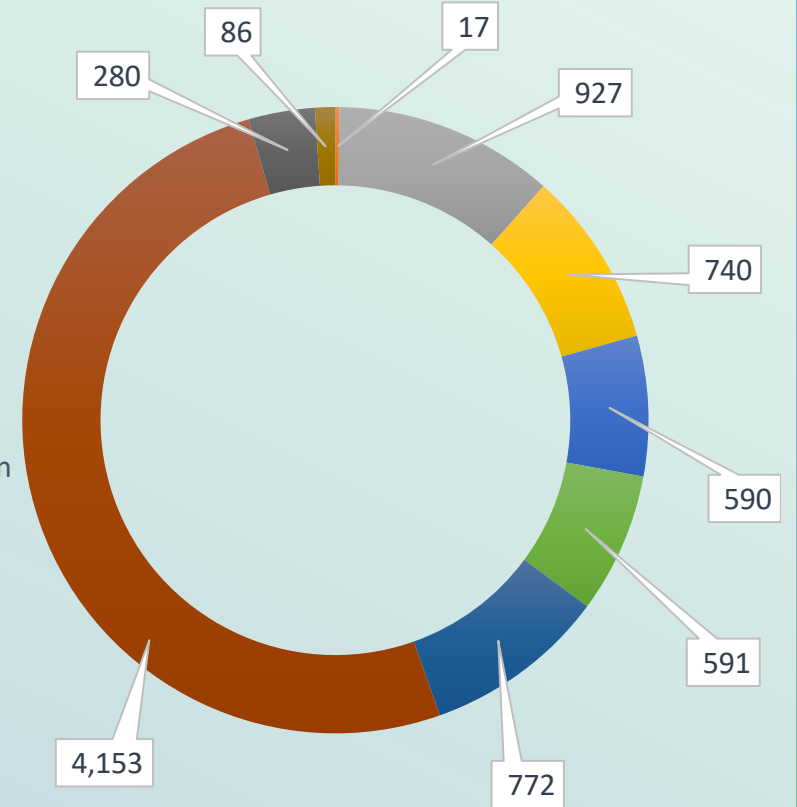
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total **₹ 9,402** Lakhs

**Q3 FY 2023-24 (₹ LAKHS)**

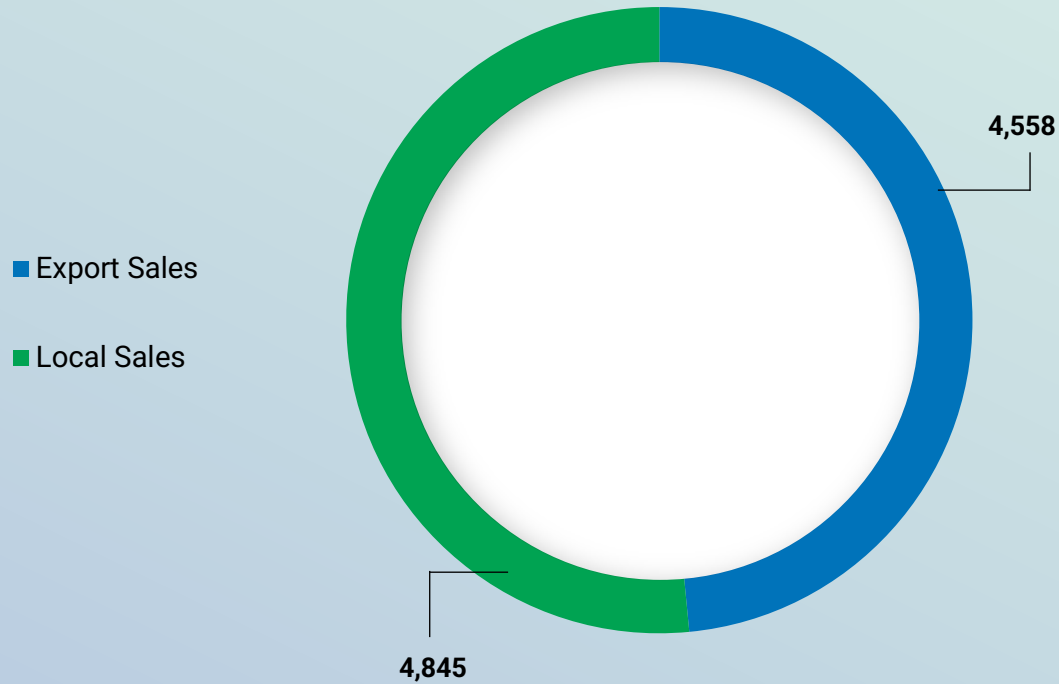
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total **₹ 8,155** Lakhs

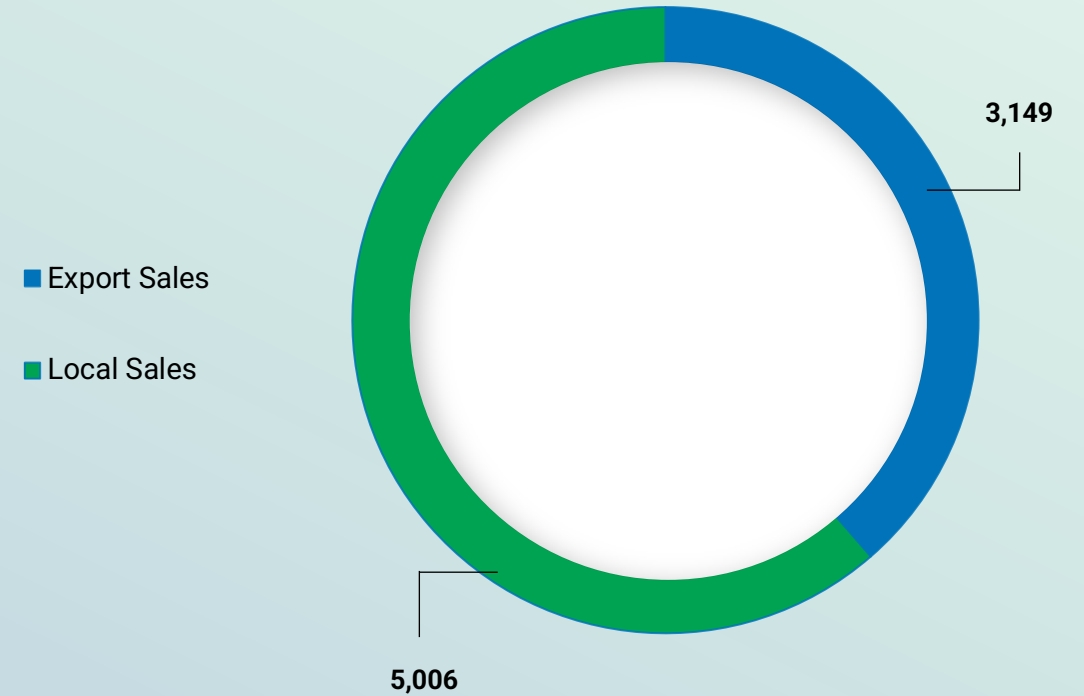
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

**Q4 FY 2023-24 (₹ LAKHS)**



Total **₹ 9,402** Lakhs

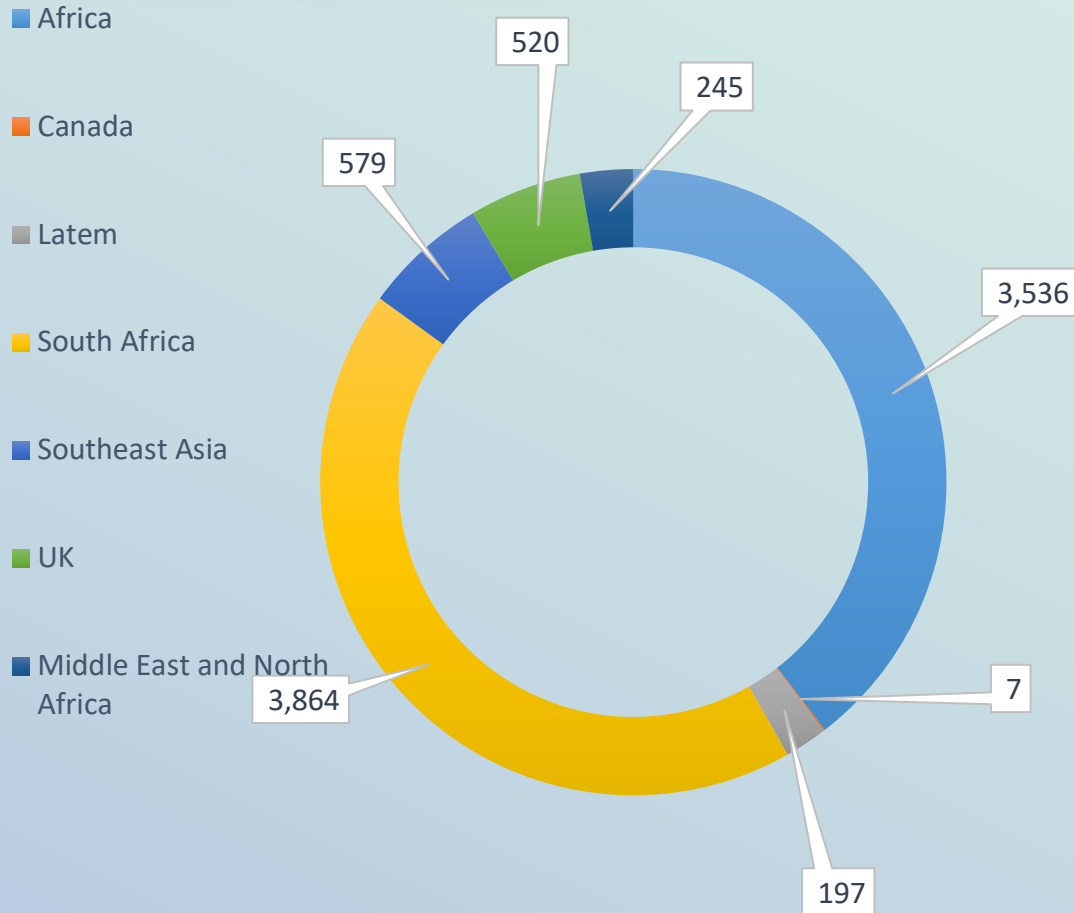
**Q3 FY 2023-24 (₹ LAKHS)**



Total **₹ 8,155** Lakhs

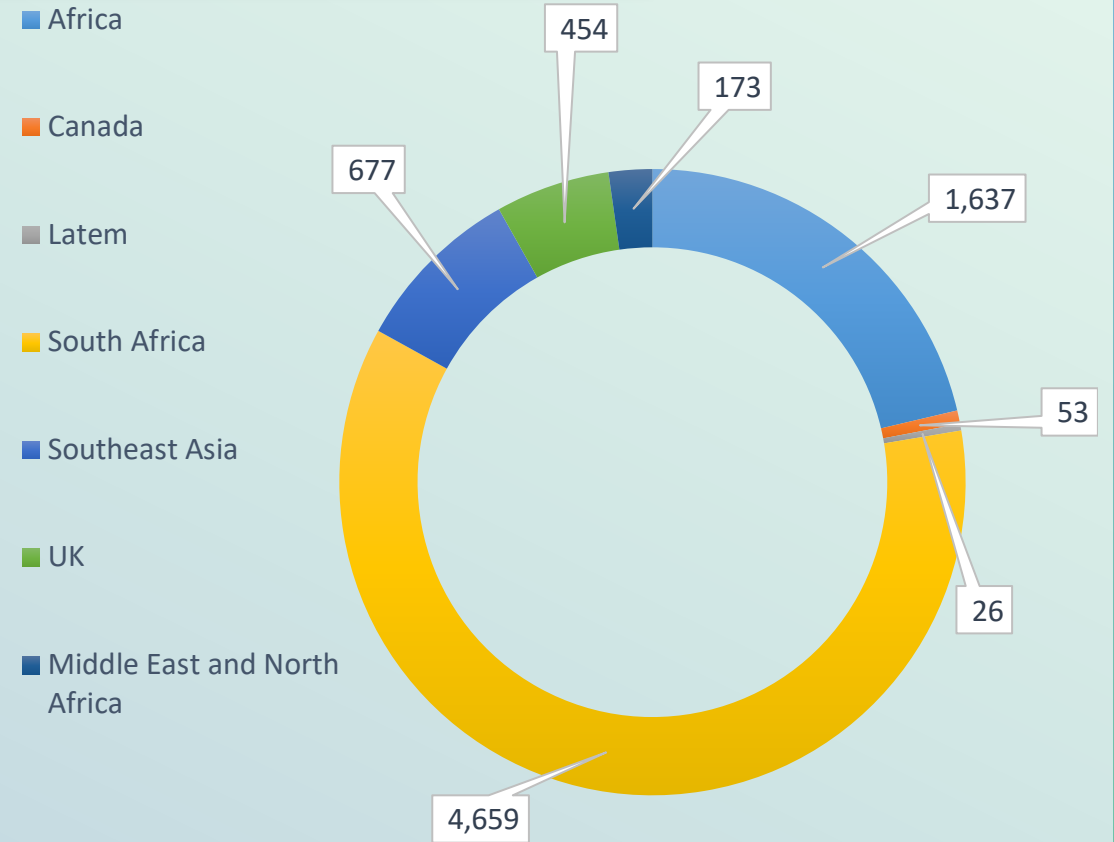
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

## Q4 FY 2023-24 (₹ LAKHS)



Total ₹ **8,948** Lakhs

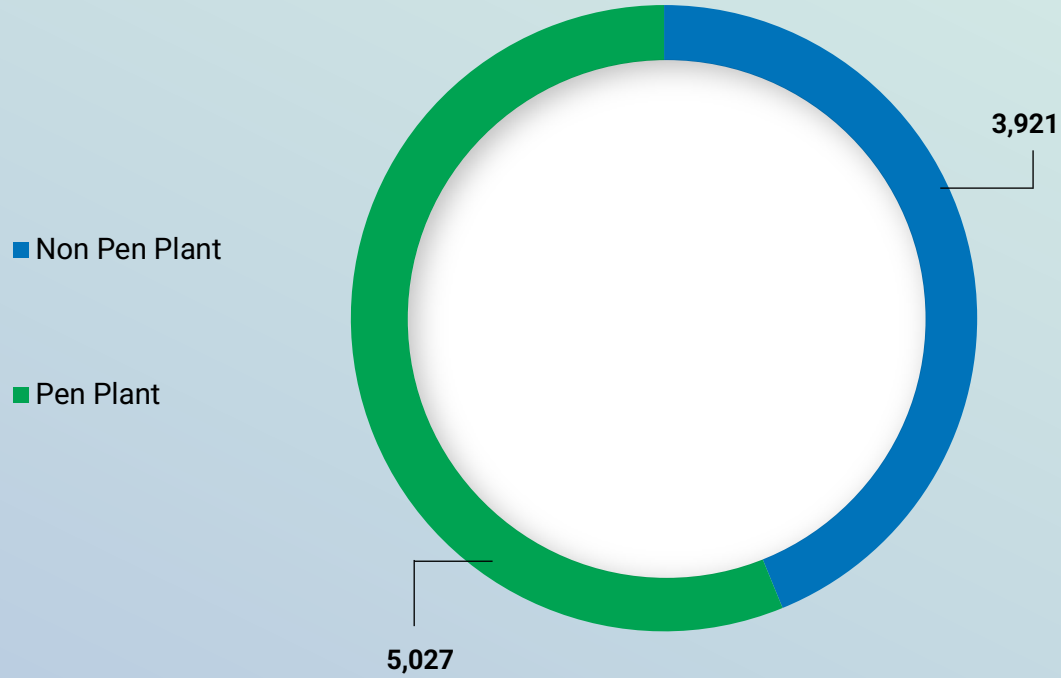
## Q3 FY 2023-24 (₹ LAKHS)



Total ₹ **7,679** Lakhs

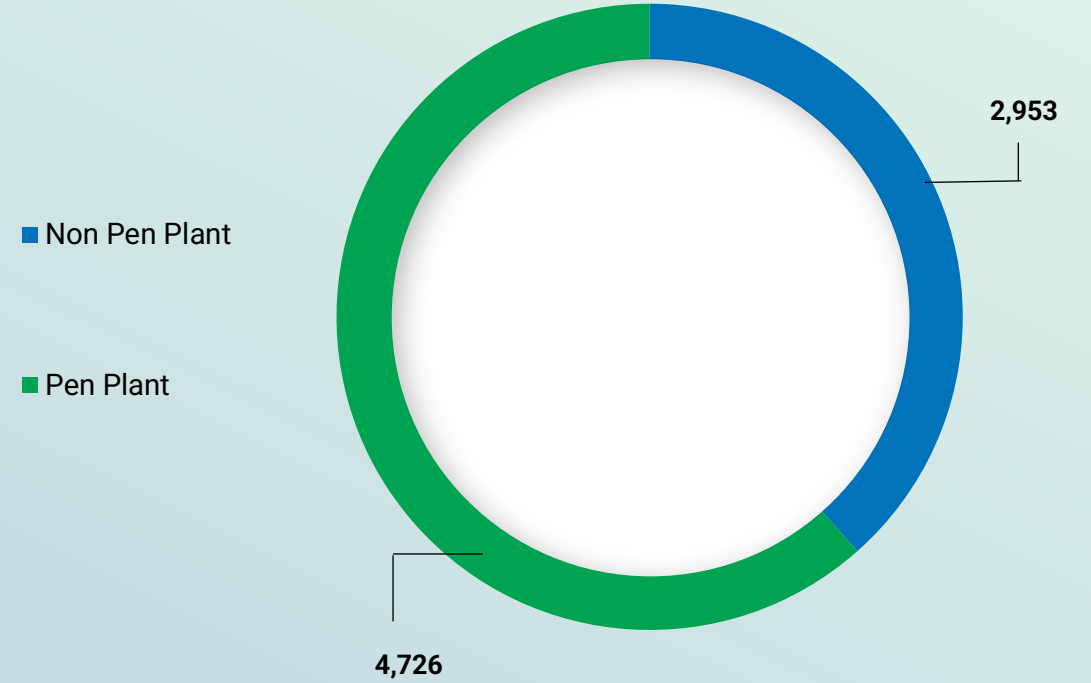
Note: Excluding Scrap Sales

## Q4 FY 2023-24 (₹ LAKHS)



Total ₹ **8,948** Lakhs

## Q3 FY 2023-24 (₹ LAKHS)



Total ₹ **7,679** Lakhs

Note: Excluding Scrap Sales



# Company Overview

- About Us
- Business Overview – API
- Business Overview – Formulations
- Driving Sustainable Growth

An integrated Pharmaceutical Company, committed to supplying 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

The formulations vertical is operated through Kopran Limited

The API vertical is being operated under Kopran Research Laboratories Ltd. (KRLL), a wholly owned subsidiary of Kopran Limited

**50+**

Nations - Export Reach

Technology-focused Company

Serving Regulated and Non-Regulated Markets



State-of-the-art  
Manufacturing Facilities

## 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

## DEDICATED AND VERSATILE FACILITIES FOR

Atenolol

Cephalosporins - Non-Sterile & Sterile

Macrolides

Granules

Sterile Carbapenems

Multipurpose plants

Pilot plants

## PRODUCT SEGMENTS

Anti-hypertensive

Macrolide

Neuromodulator

Urological

Anti-infective/Anti-acne

Sterile Carbapenem

Sterile Cephalosporin

Anti-thrombotic

Intermediate

Anti-diabetic

FACILITY

Located at  
**MIDC Mahad,  
Maharashtra**

**11,900** sq. mts.  
built-up area

**26**

Products commercialised



## PRODUCT SEGMENTS

### PENICILLIN-BASED FINISHED ORAL DOSAGE FORMS

Anti-infective  
Amoxicillin  
Ampicillin  
Cloxacillin  
Amoxy Clav

### NON-PENICILLIN-BASED FINISHED ORAL DOSAGE FORMS

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



## 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

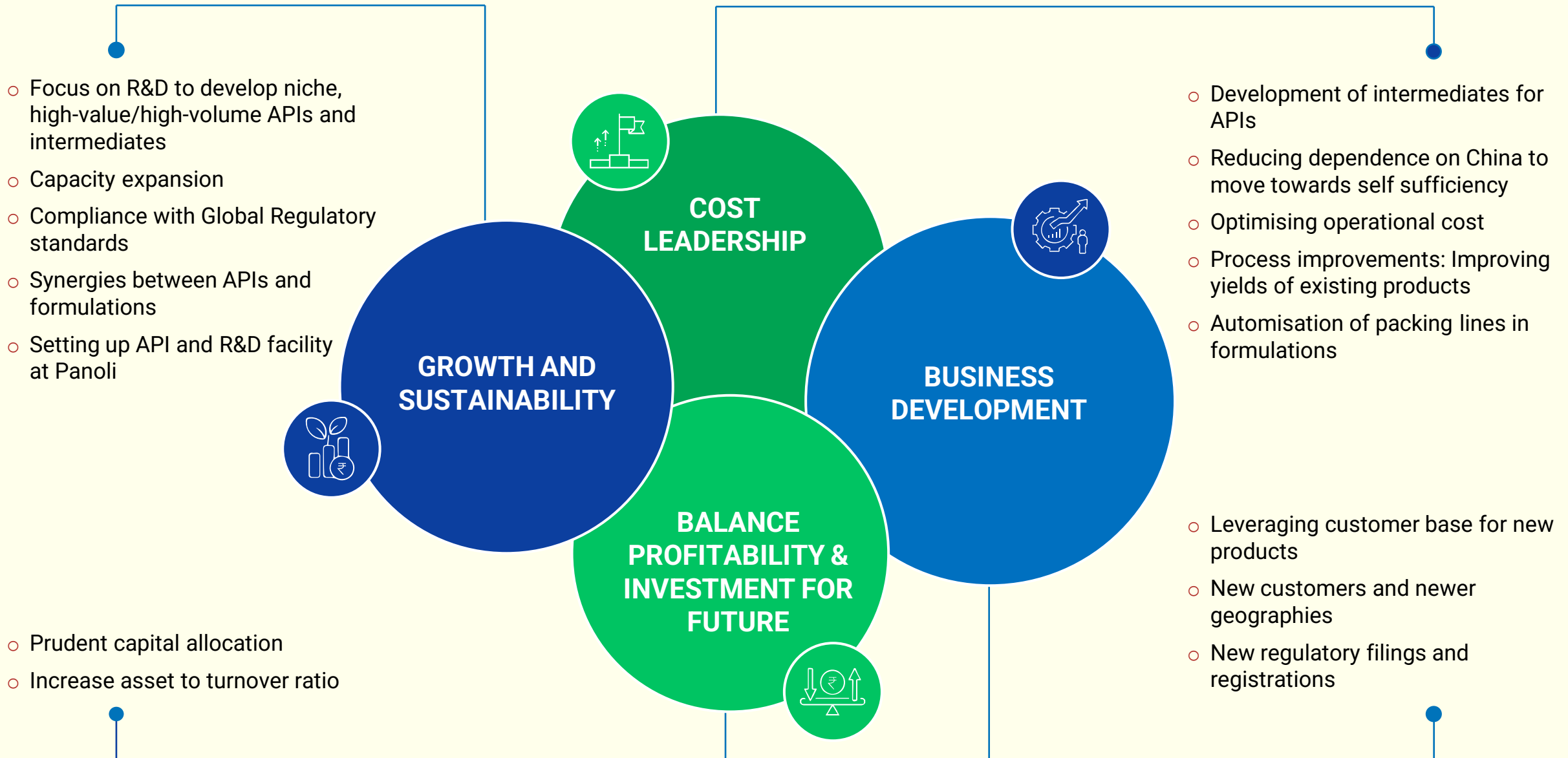
## DEDICATED FACILITIES

- Penicillin-based finished oral dosage forms
- Non-Penicillin-based finished oral dosage forms

FACILITY

Located at  
**Khopoli,  
Maharashtra**

**11,432 sq. mts.**  
built-up area



### OFFERING BEST-IN-CLASS QUALITY THROUGH STRICT COMPLIANCE



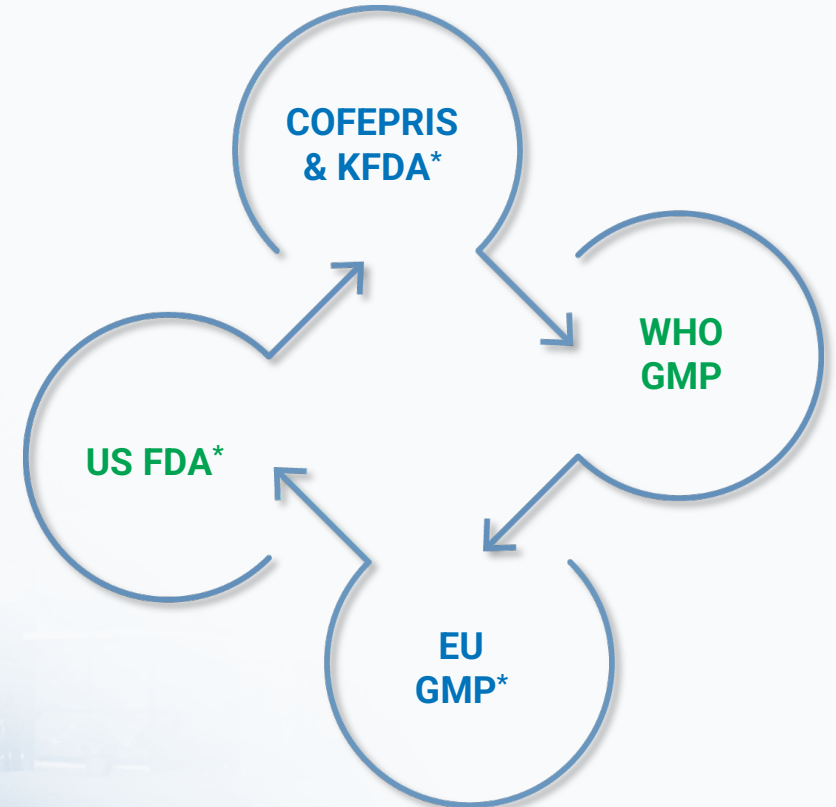
#### FORMULATIONS ACCREDITATIONS

Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen

The Company maintains highest global regulatory standards of manufacturing and quality at its all plants

#### API ACCREDITATIONS

The plant has been approved by



\*Except sterile facility

# OPERATIONAL PERFORMANCE



Kopran Research Laboratories Limited  
उच्च उत्पादकता और गुणवत्ता हमारा लक्ष; सुरक्षितता में रहे हम सदैव दक्ष  
OUR "COMMITMENT" SAFE AND GREEN ENVIRONMENT

OUR "COMMITMENT" SAFE AND GREEN ENVIRONMENT

Single entrance  
वाहन प्रवेश  
NO VEHICLES  
VEHICLES STRICTLY  
PROHIBITED

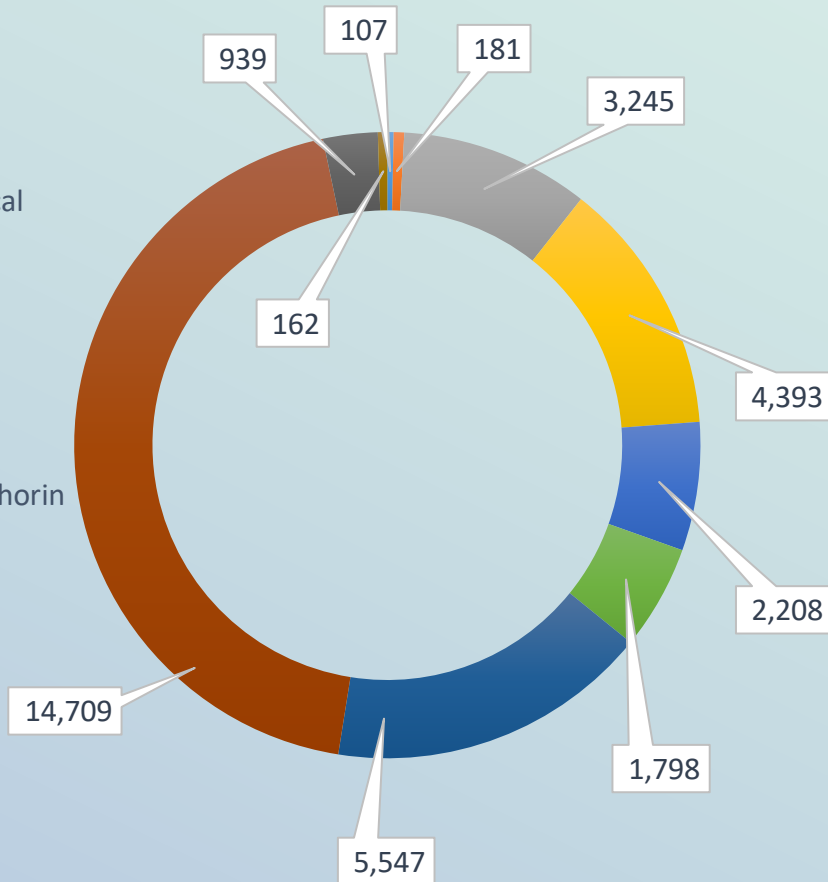
ELECTRICAL DEPT.  
POLITY DEPT.  
FOOD  
WATER SYSTEM

EHS  
Kopran  
APPROVED HEALTH AND SAFETY PLAN  
FOR THE CONSTRUCTION OF  
KOPRAN RESEARCH LABORATORIES LTD.  
PROJECT

Kopran Research Laboratories Ltd  
SITE PLAN

**FY 2023-24 (₹ LAKHS)**

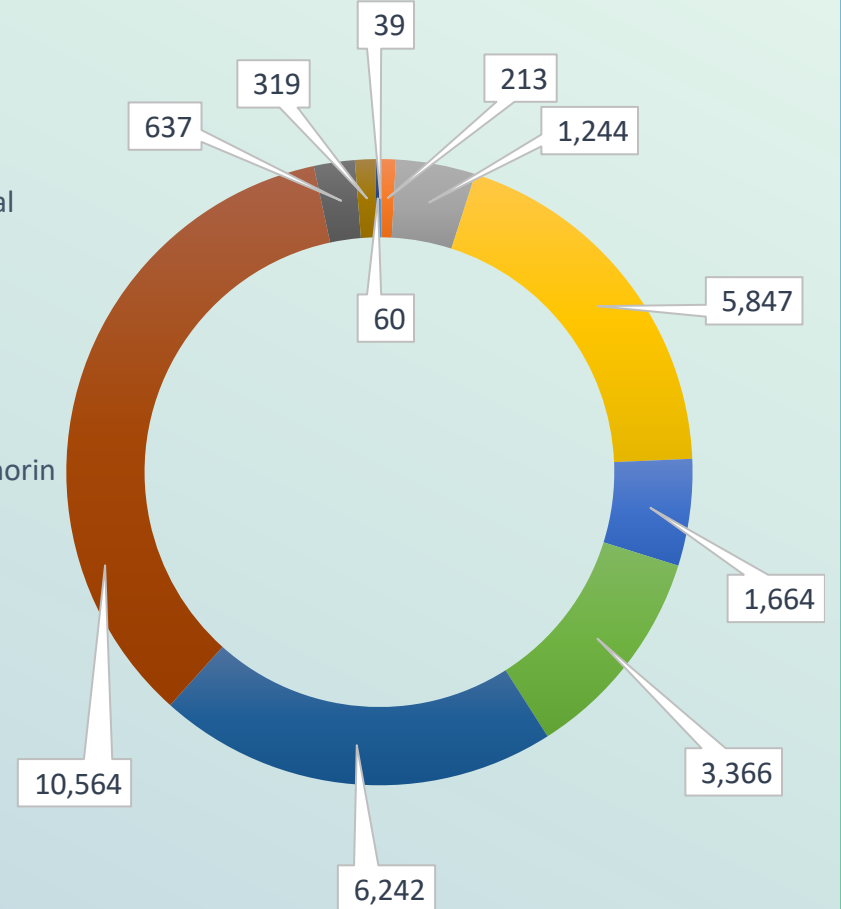
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cepholosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total ₹ **33,288** Lakhs

**FY 2022-23 (₹ LAKHS)**

- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cepholosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate
- Gastroenterology

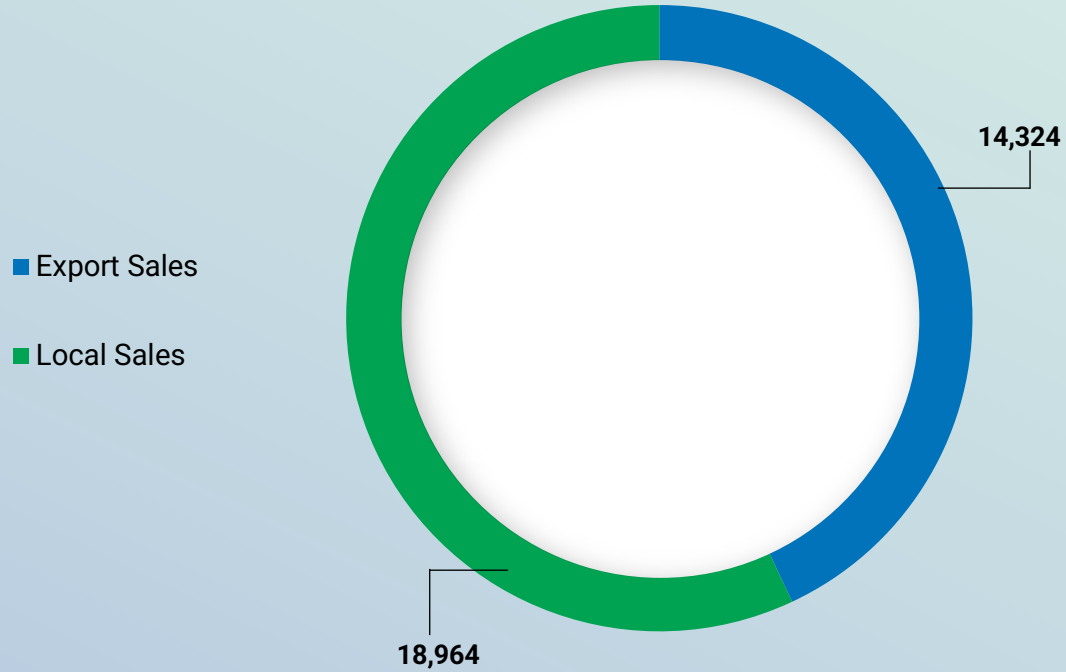


Total ₹ **30,195** Lakhs

Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

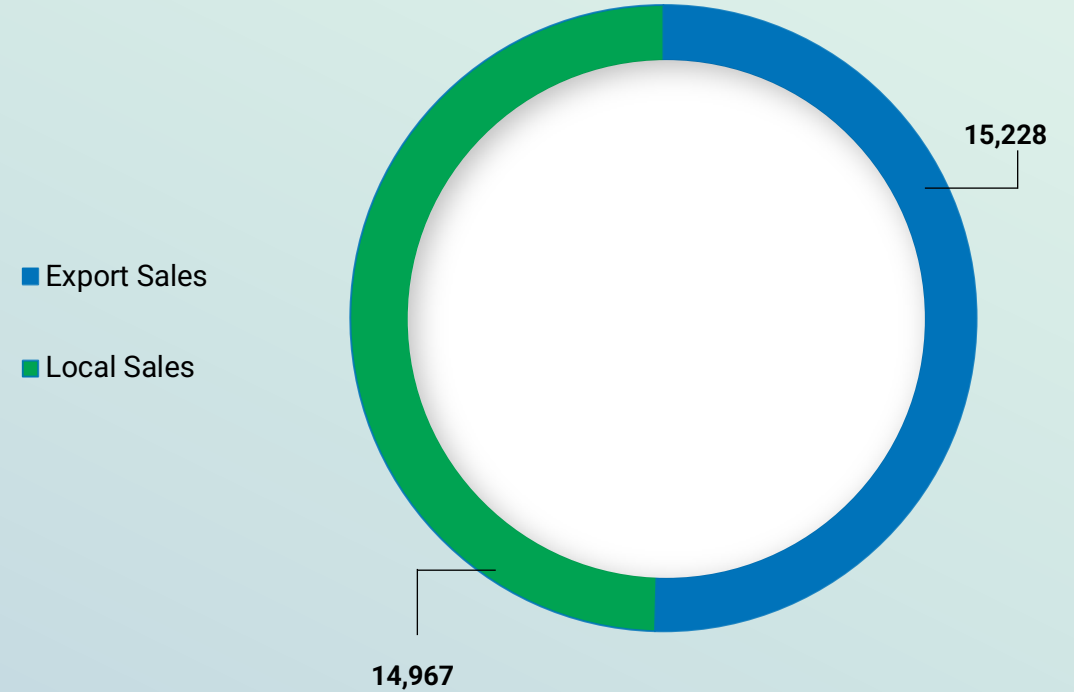


**FY 2023-24 (₹ LAKHS)**



Total ₹ **33,288** Lakhs

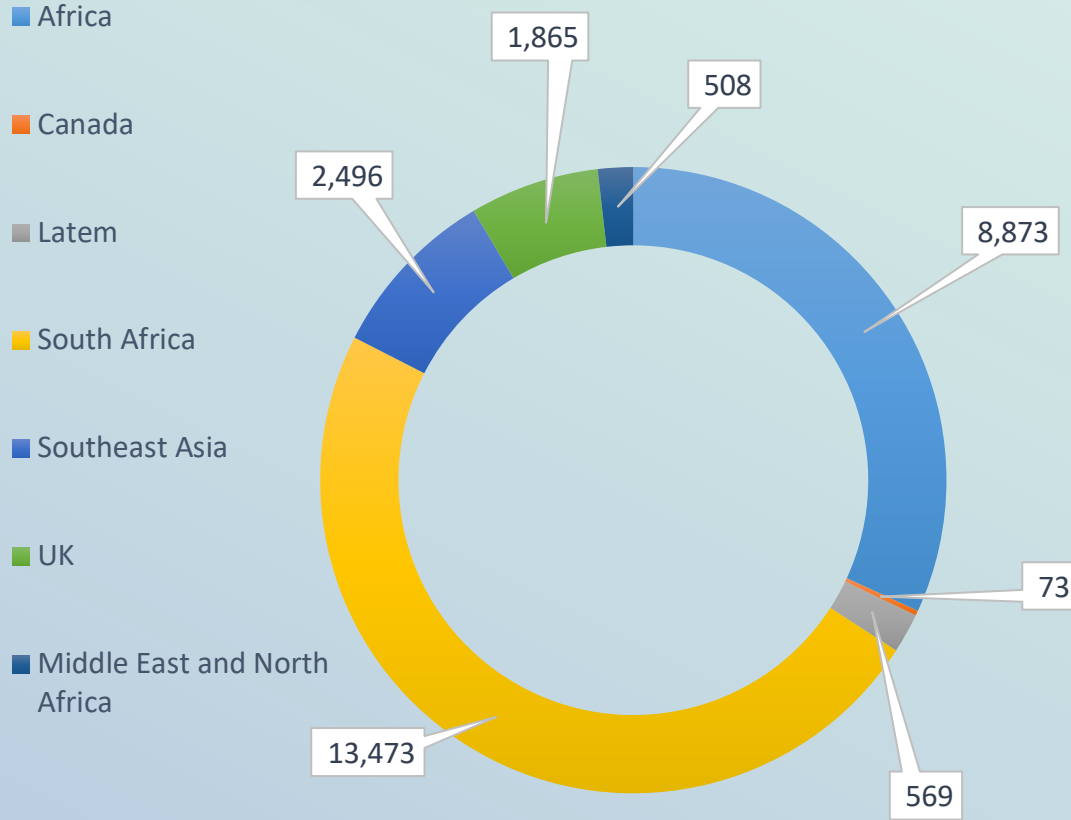
**FY 2022-23 (₹ LAKHS)**



Total ₹ **30,195** Lakhs

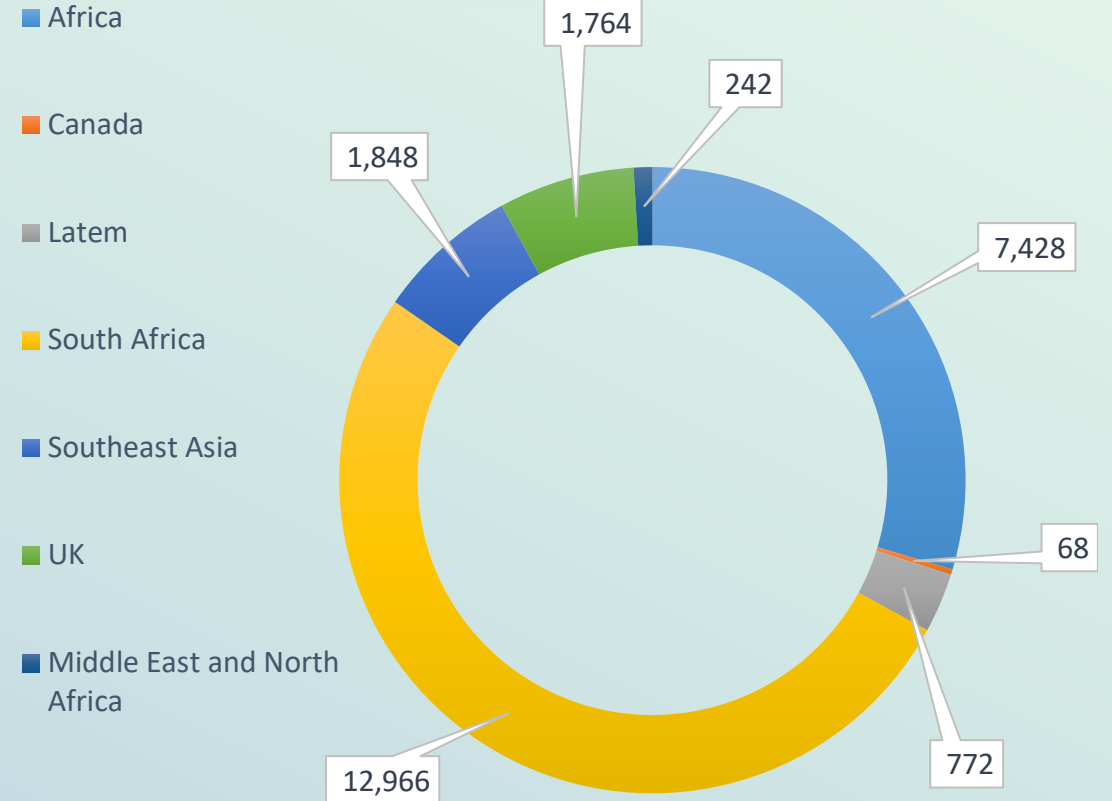
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

## FY 2023-24 (₹ LAKHS)



Total ₹ **27,856** Lakhs

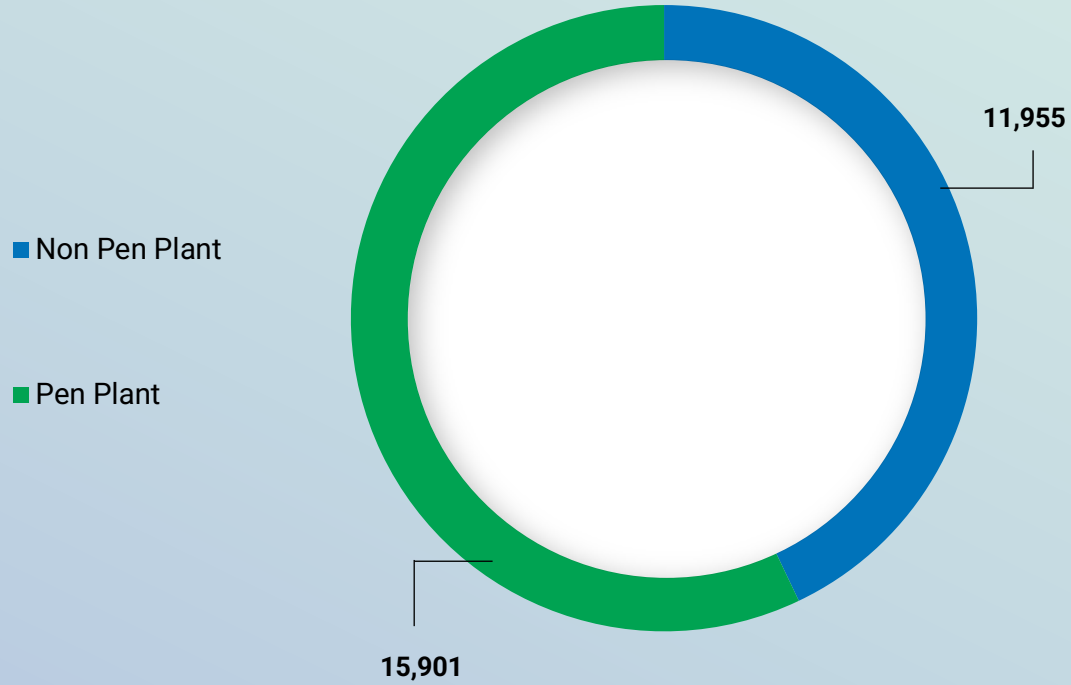
## FY 2022-23 (₹ LAKHS)



Total ₹ **25,089** Lakhs

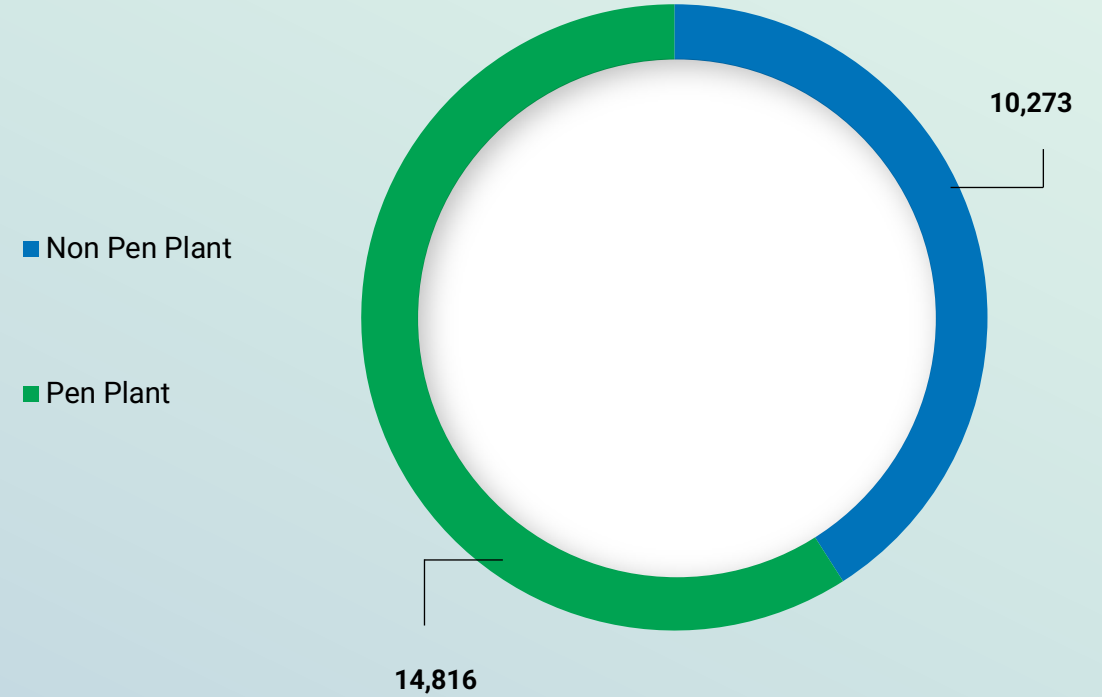
Note: Excluding Scrap Sales

## FY 2023-24 (₹ LAKHS)



Total ₹ **27,856** Lakhs

## FY 2022-23 (₹ LAKHS)

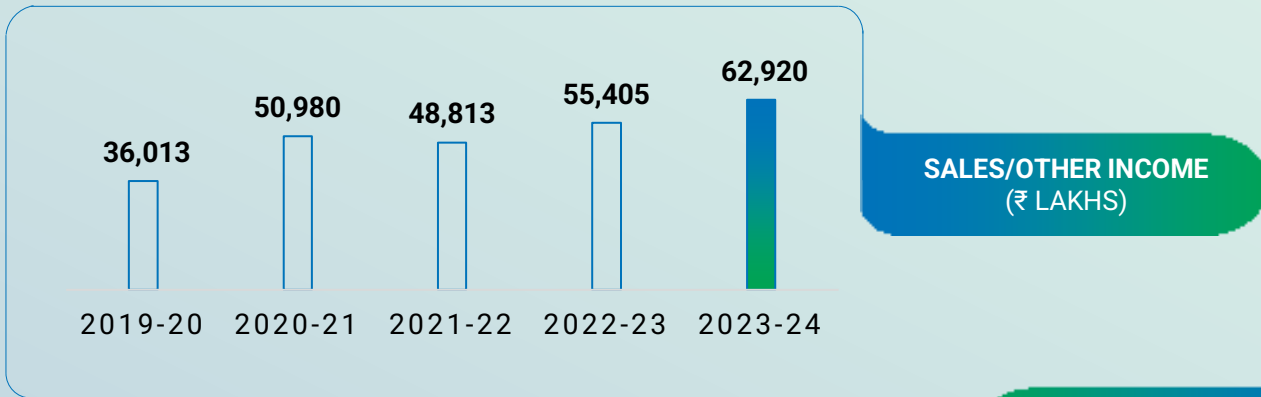


Total ₹ **25,089** Lakhs

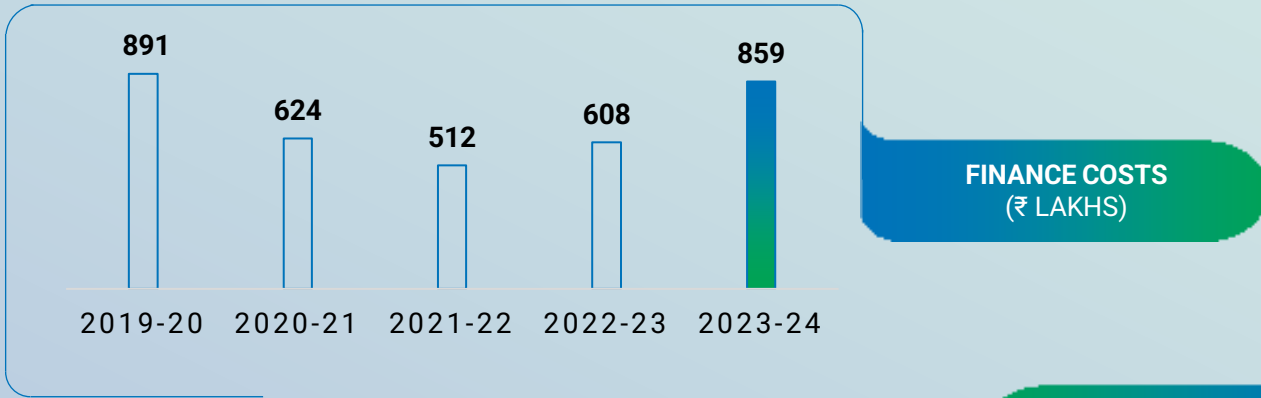
Note: Excluding Scrap Sales

# FINANCIAL PERFORMANCE

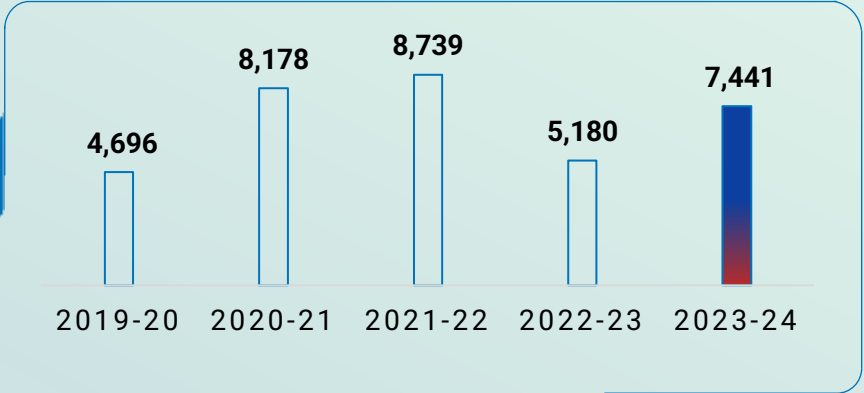




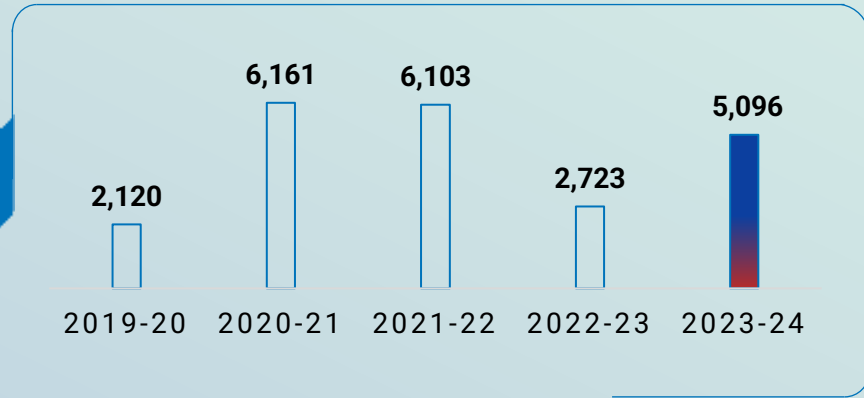
**SALES/OTHER INCOME**  
(₹ LAKHS)



**FINANCE COSTS**  
(₹ LAKHS)



**EBITDA \***  
(₹ LAKHS)

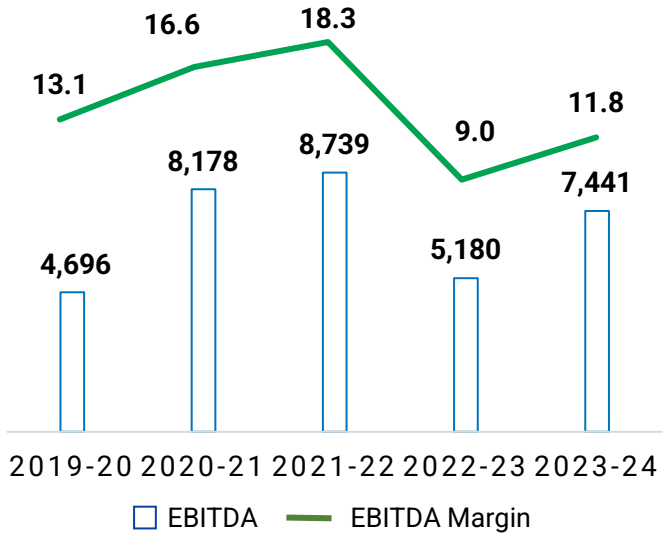


**NET PROFIT/(LOSS)**  
(₹ LAKHS)

Note: EBITDA excluding other income

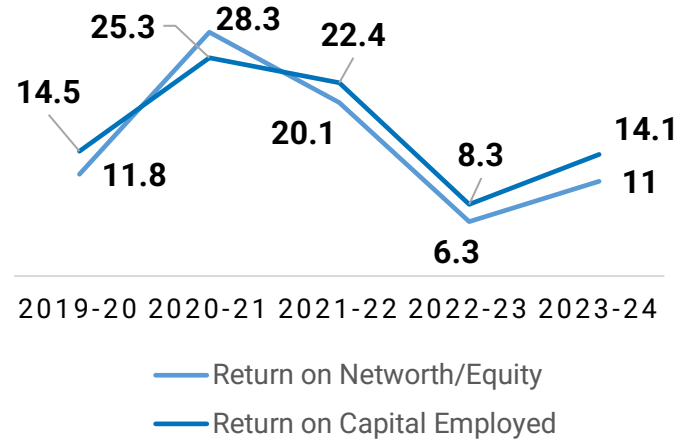
### EBITDA & EBITDA Margin

(₹ Lakhs, %)



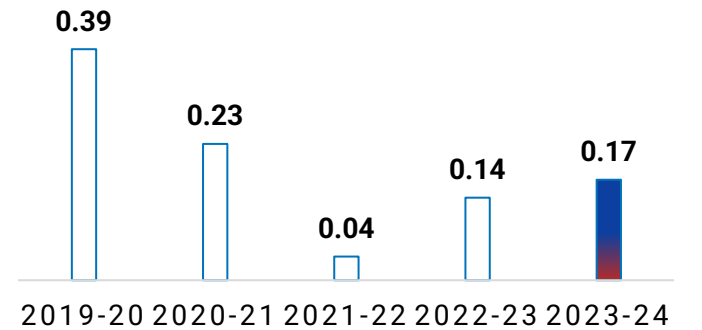
The EBITDA margins improved due to better product mix.

### RoE (%) RoCE (%)



### Net Debt/Equity

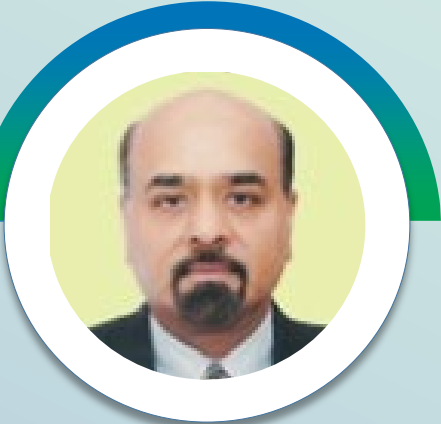
(X)



# CONSOLIDATED FINANCIAL HIGHLIGHTS (Rs. Lakhs)

PARTICULARS	FY 2023-24	FY 2022-23	Y-o-Y %	FY 2021-22	FY 2020-21	FY 2019-20
Revenue from Operations	61,459	55,098	11.5	47,752	49,181	35,949
Equity Share Capital	4,821	4,821	-	4,821	4,325	4,324
Other Equity	44,303	39,104	-	37,796	20,177	14,643
Net Worth	49,125	43,925	11.8	42,617	24,503	18,968
Fixed Assets(net)	27,830	23,457	18.6	18,623	15,508	14,139
Borrowings	9,923	7,524	31.9	7,248	6,429	7,806
EBITDA	7,441	5,180	43.7	8,739	8,178	4,696
Finance Costs	859	608	41.3	512	623	891
Depreciation	1,289	1,271	-	1,110	1,019	957
Tax Expenses	1,659	376	-	2,075	2,172	726
Net Profit	5,096	2,723	87.2	6,103	6,183	2,120
Earnings Per Share(Rs)	10.57	5.65	87.1	13.77	14.24	4.86

Note: EBITDA excluding other income



**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



## 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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us, please visit  
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**Email:** sunil@kopran.com

