

# ONEDIRECTION, ENDLESS OPPORTUNITIES.

CORPORATE PRESENTATION  
Q2 and H1 2023-24

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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

Macrolides

Neuromodulator

Urological

Anti-infective/Anti-acne

Sterile Carbapenems

Sterile Cephalosporins

Anti-thrombosis

Gastroenterology

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 Clauv

### 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

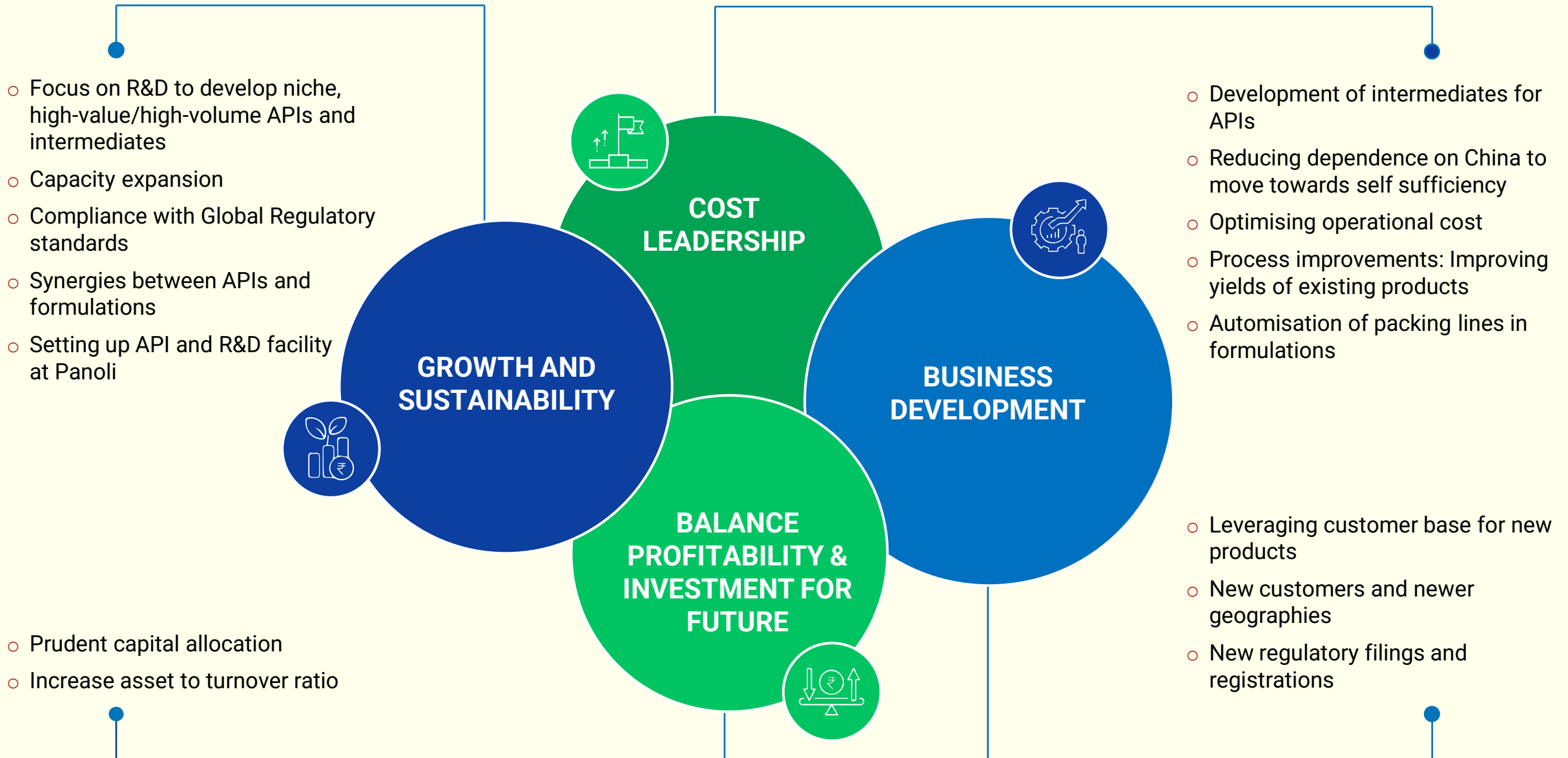
## DEDICATED FACILITIES

- 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



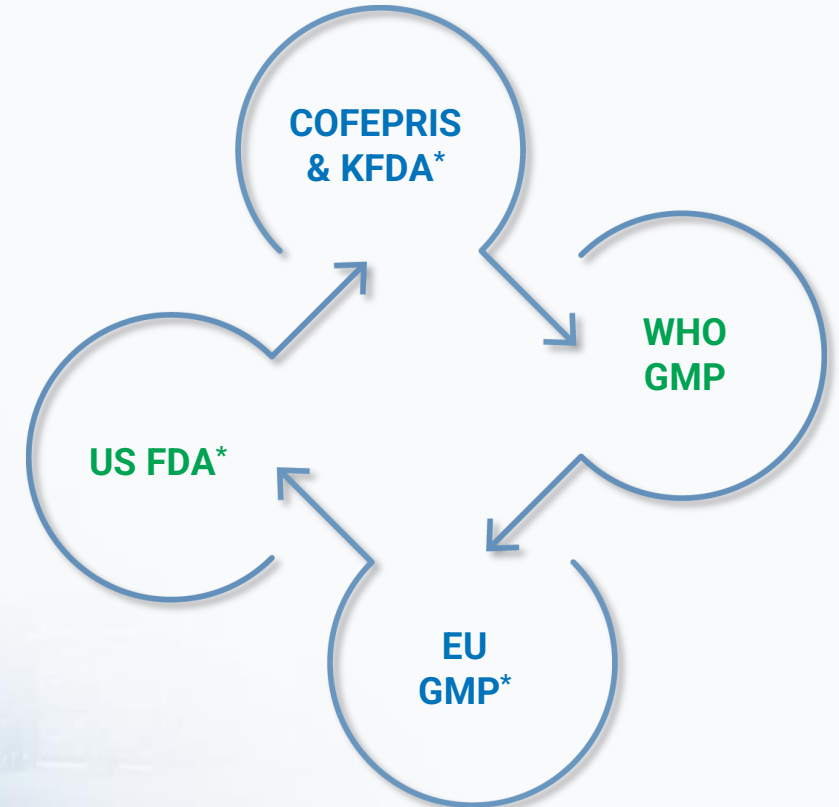
#### FORMULATIONS ACCREDITATIONS

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 women  
and child are  
not allowed  
NO ENTRY  
WORKERS STRICTLY  
PROHIBITED

ELECTRICAL DEPT.  
POLYMER DEPT.  
POLYMER  
WATER SYSTEM

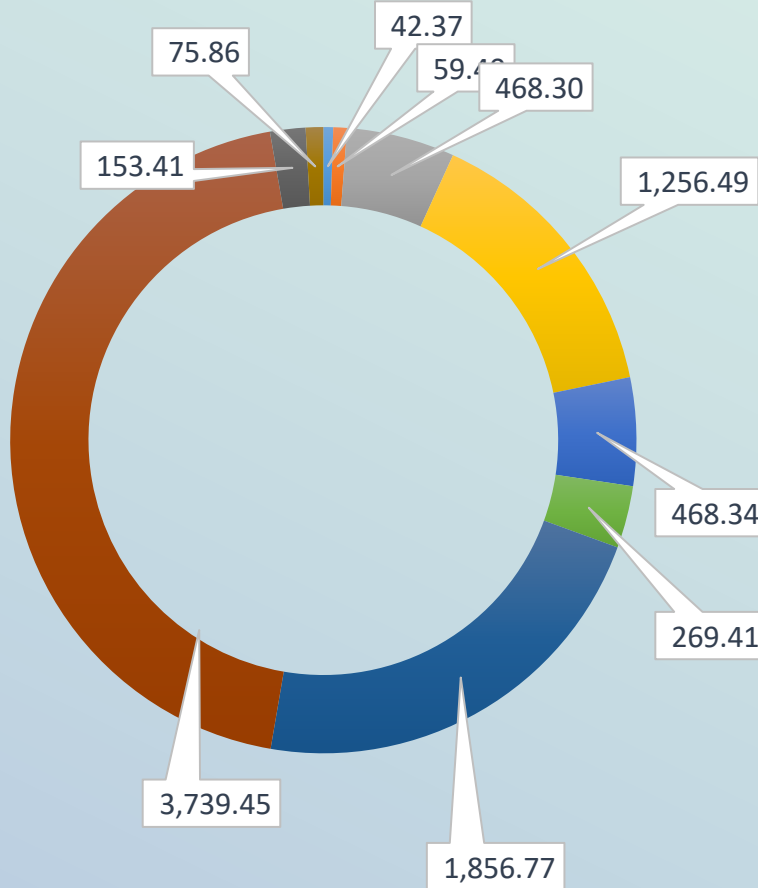
EHS  
Kopran

Site Plan



**Q2 FY 2023-24 (₹ LAKHS)**

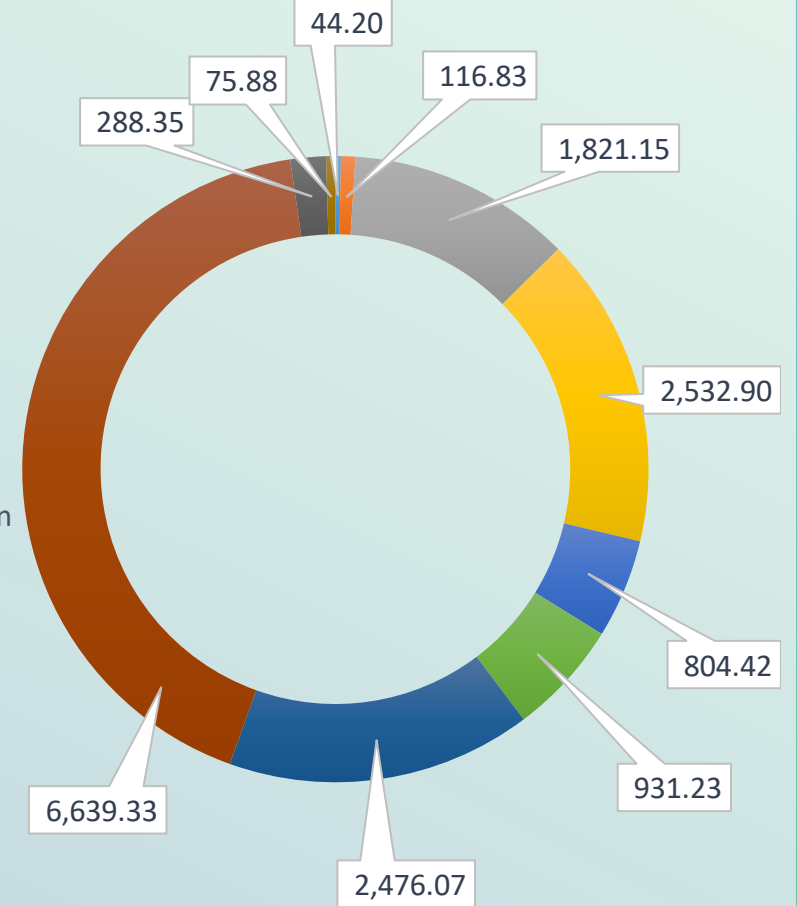
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total ₹ **8,389** Lakhs

**H1 FY 2023-24 (₹ LAKHS)**

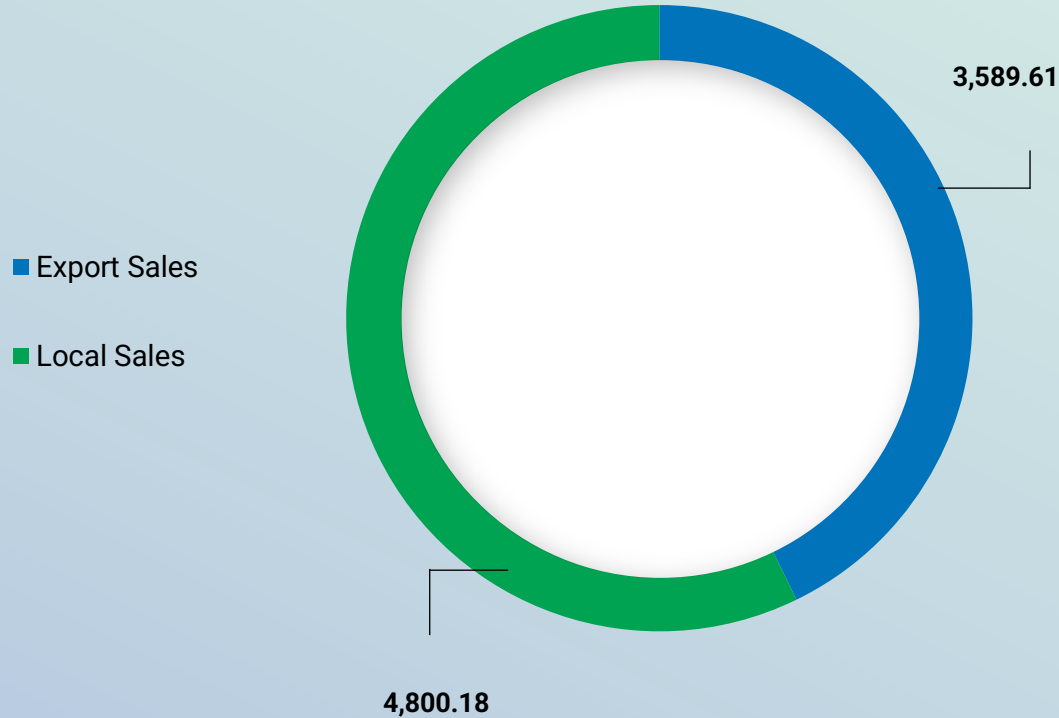
- Anti- Diabetic
- Anti- Infective
- Antibiotic-Urological
- Anti-Hypertensive
- Neuromodulator
- Steriles Cephalosporin
- Macrolide
- Carbapenem
- Anti-Thrombotic
- Intermediate



Total ₹ **15,730** Lakhs

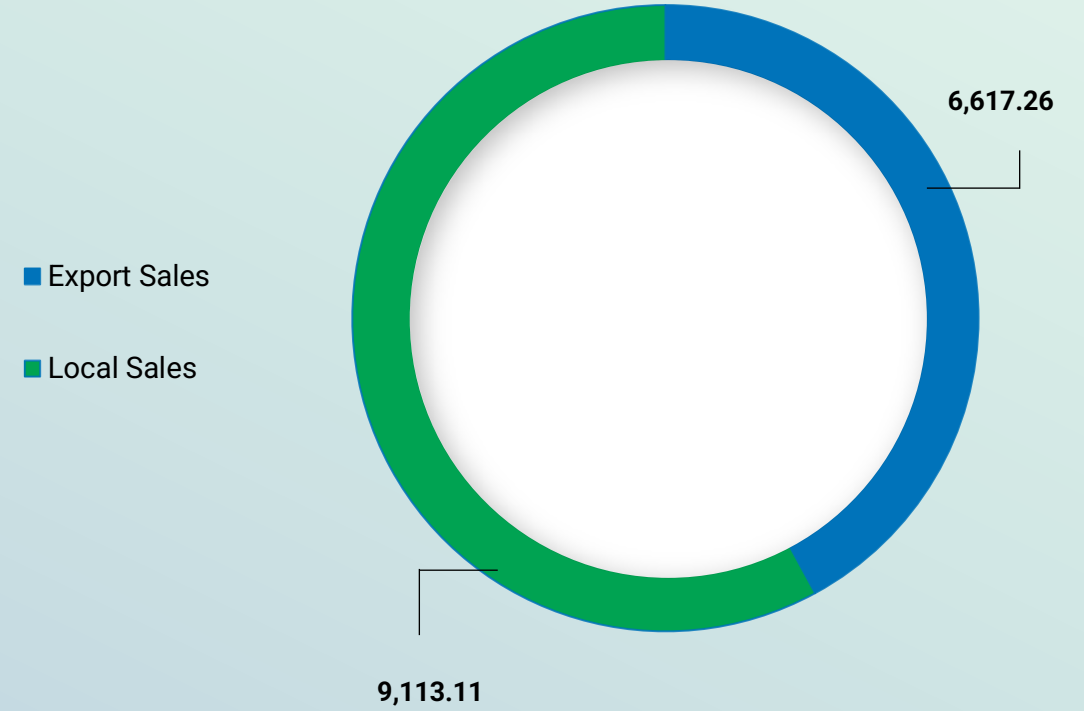
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

**Q2 FY 2023-24 (₹ LAKHS)**



Total ₹ **8,389** Lakhs

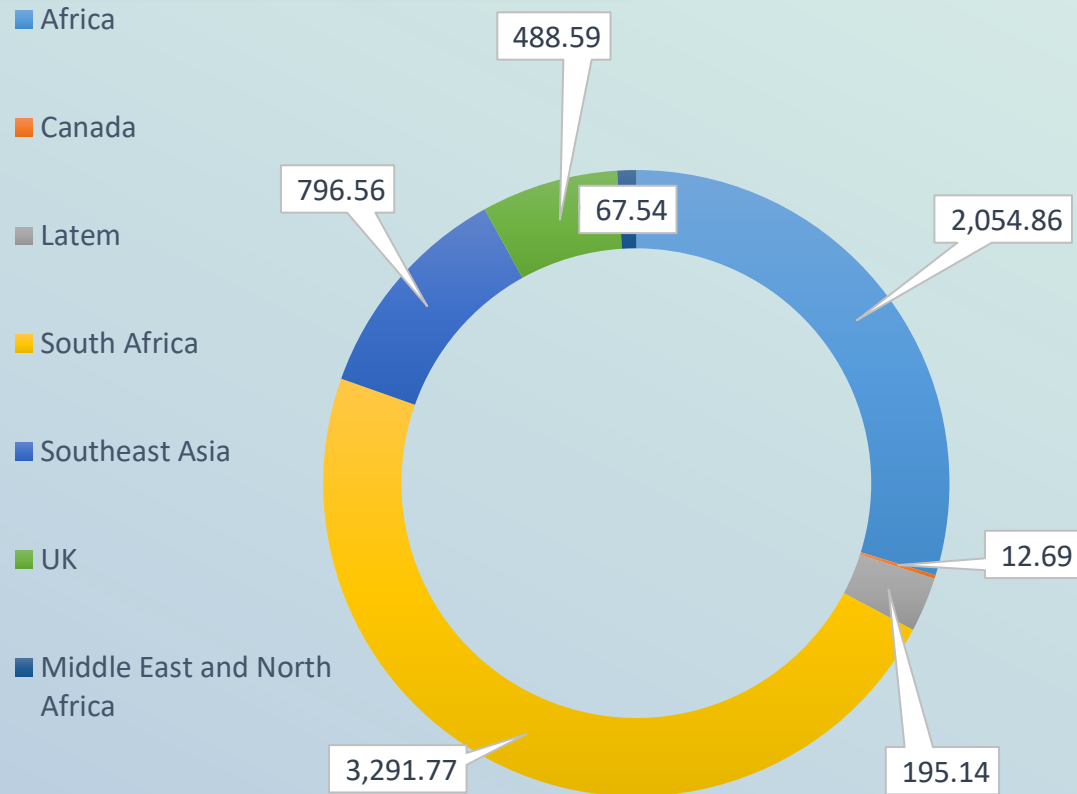
**H1 FY 2022-23 (₹ LAKHS)**



Total ₹ **15,730** Lakhs

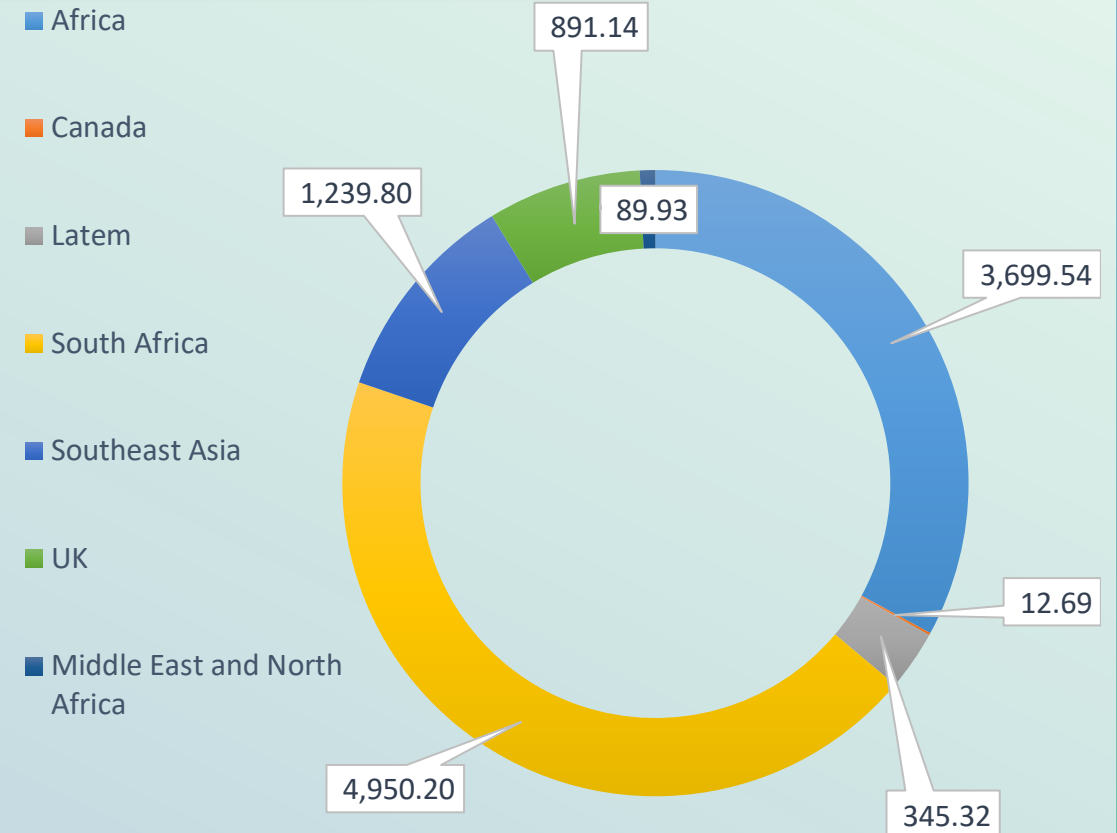
Note: Excluding solvent and scrap sales and includes API consumed for production of formulations.

## Q2 FY 2023-24 (₹ LAKHS)



Total ₹ **6,907** Lakhs

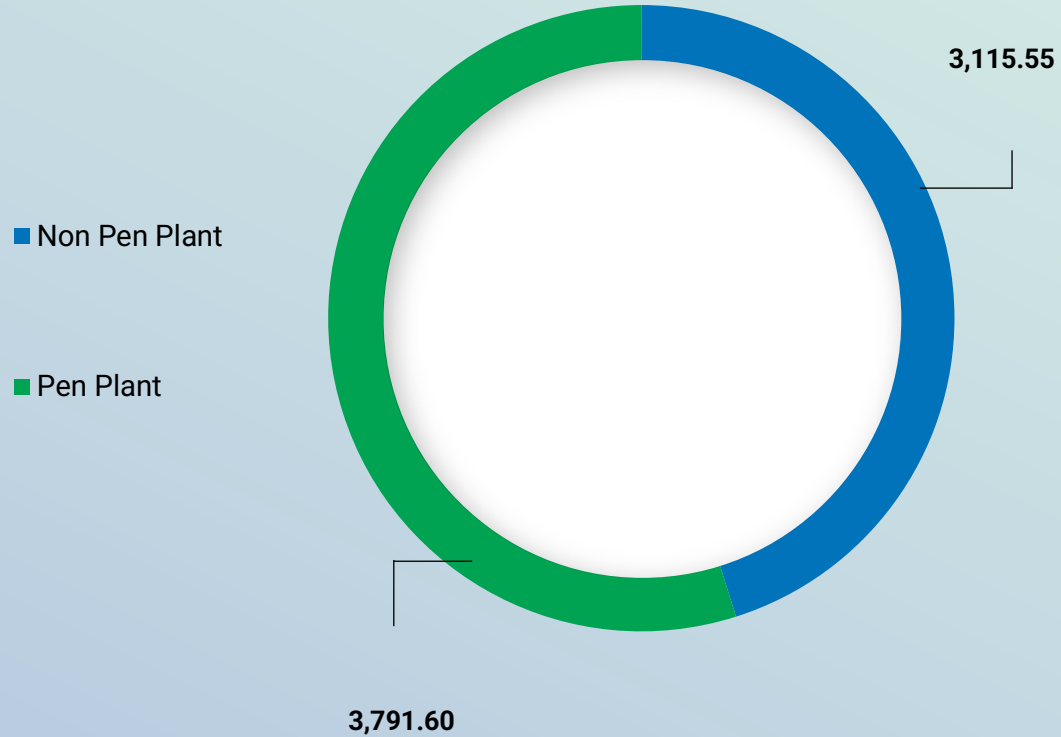
## H1 FY 2023-24 (₹ LAKHS)



Total ₹ **11,228** Lakhs

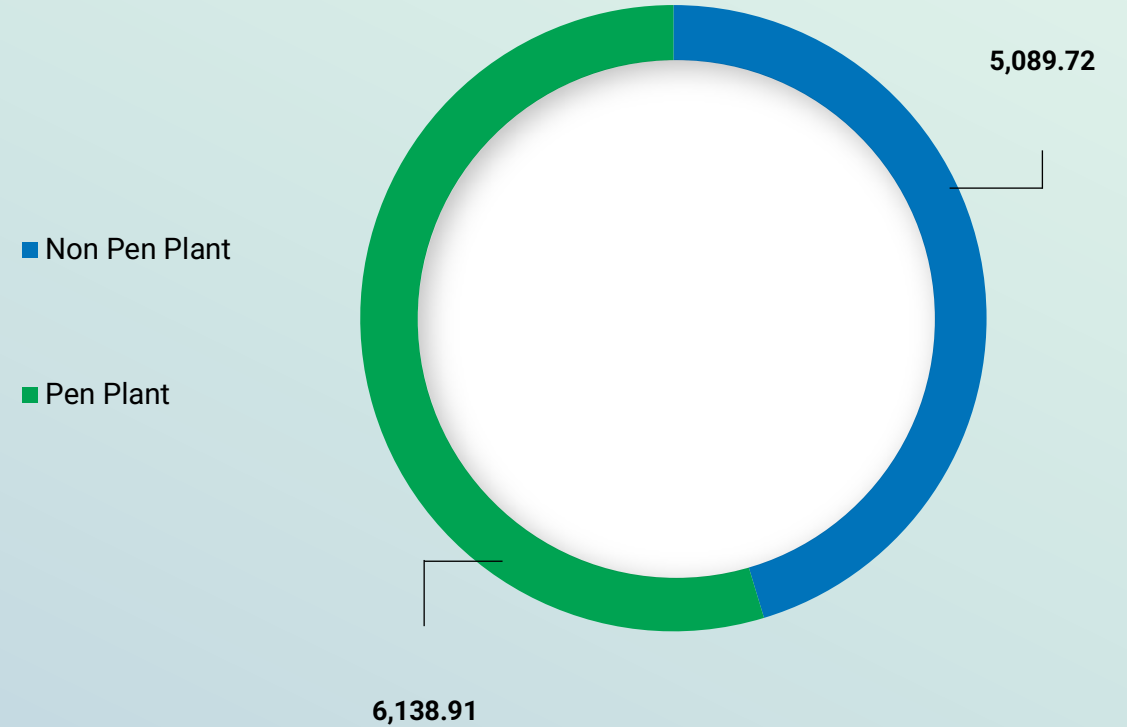
Note: Excluding Scrap Sales

## Q2 FY 2023-24 (₹ LAKHS)



Total ₹ **6,907** Lakhs

## H1 FY 2023-24 (₹ LAKHS)



Total ₹ **11,228** Lakhs

Note: Excluding Scrap Sales

# FINANCIAL PERFORMANCE

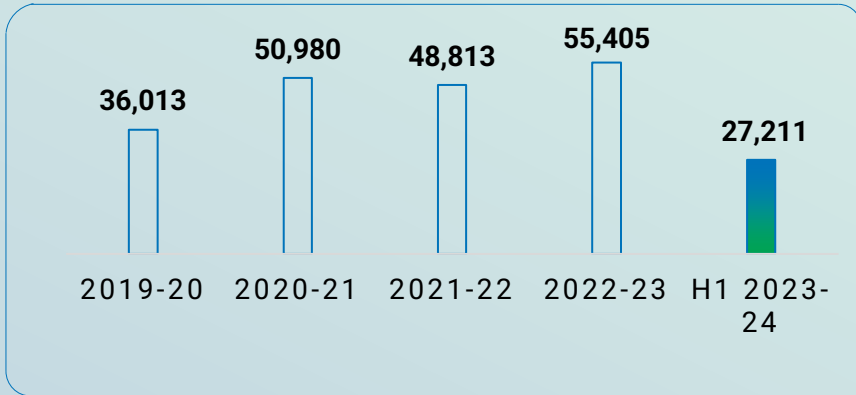


PARTICULARS	Q2 FY 2023-24	Q1 FY 2023-24
Revenue from Operations	15,259	11,700
EBITDA	2,283	631
Net Profit/(loss)	1,377	277

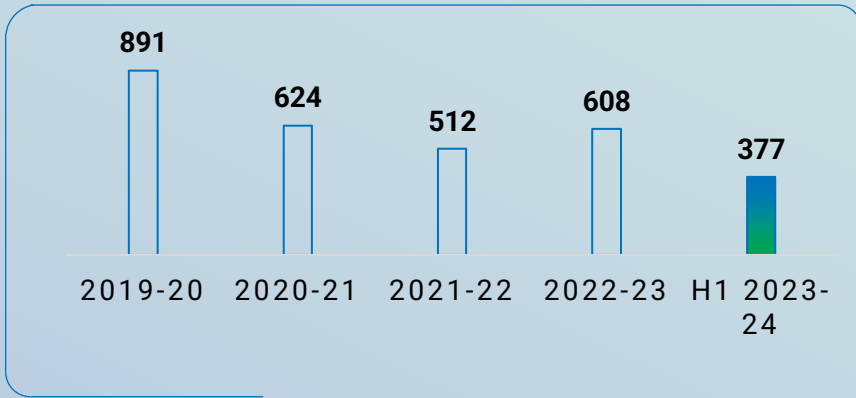
PARTICULARS	H1 FY 2023-24	FY 2022-23
Debt: Equity	0.20	0.14
RoCe (%)	4.5	7.9

## Summary

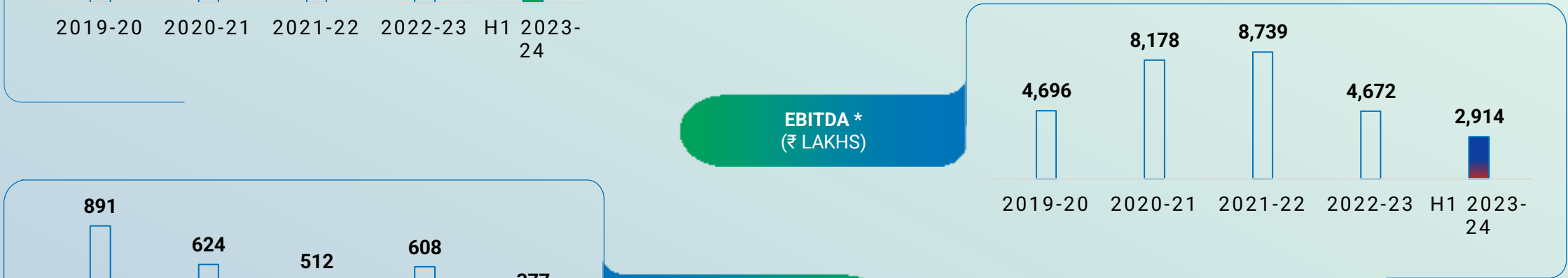
- Revenue from Operations increased by 30% to ₹ 15,259 Lakhs in Q2 FY 2023-24 as compared to ₹ 11,700 Lakhs in the previous quarter as the raw material and API prices stabilised while demand picked up.
- EBITDA witnessed a remarkable growth of 261% during the quarter and stood at ₹ 2,283 Lakhs. A similar growth was witnessed in Net Profit which grew by 397% and was recorded at ₹ 1,377 Lakhs.
- The EBITDA margins also improved due to higher revenue and growth in some newer molecules.



**SALES/OTHER INCOME**  
(₹ LAKHS)



**FINANCE COSTS**  
(₹ LAKHS)



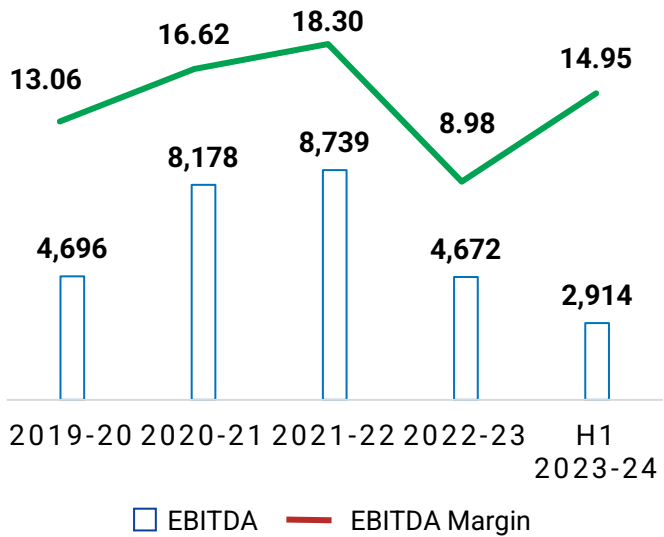
**EBITDA \***  
(₹ LAKHS)



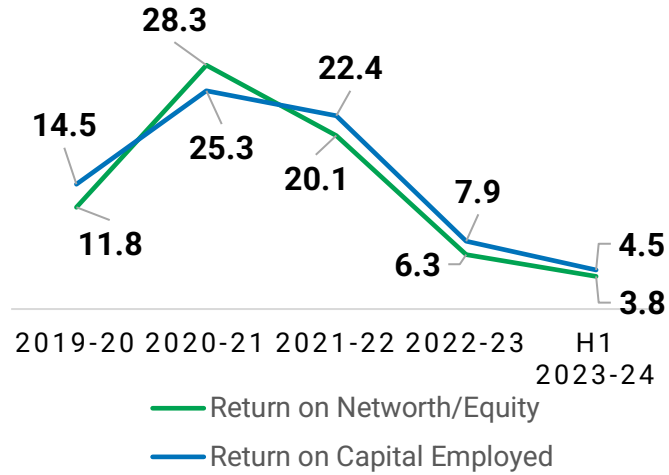
**NET PROFIT/(LOSS)**  
(₹ LAKHS)

Note: EBITDA excluding other income

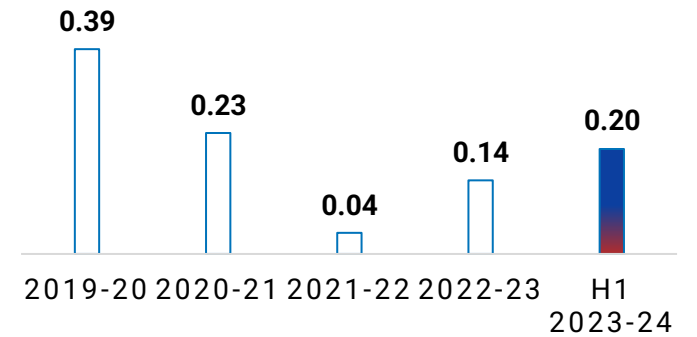
### EBITDA & EBITDA Margin (₹ Lakhs, %)



### RoE (%) RoCE (%)



### Total Debt/Equity (X)





# CONSOLIDATED FINANCIAL HIGHLIGHTS

PARTICULARS	H1 FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Revenue from Operations	26,959	55,098	47,752	49,181	35,949
Equity Share Capital	4,821	4,821	4,821	4,325	4,324
Other Equity	39,322	39,104	37,796	20,177	14,643
Net Worth	44,143	43,925	42,617	24,503	18,968
Fixed Assets(net)	25,658	23,457	18,623	15,508	14,139
Borrowings	9,317	7,524	7,248	6,429	7,806
EBITDA	2,914	4,672	8,739	8,178	4,696
Finance Costs	377	608	512	623	891
Depreciation	603	1,271	1,110	1,019	957
Tax Expenses	532	376	2,075	2,172	726
Net Profit/(loss)	1,654	2,723	6,103	6,183	2,120
Earnings Per Share(Rs)	3.43	5.65	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



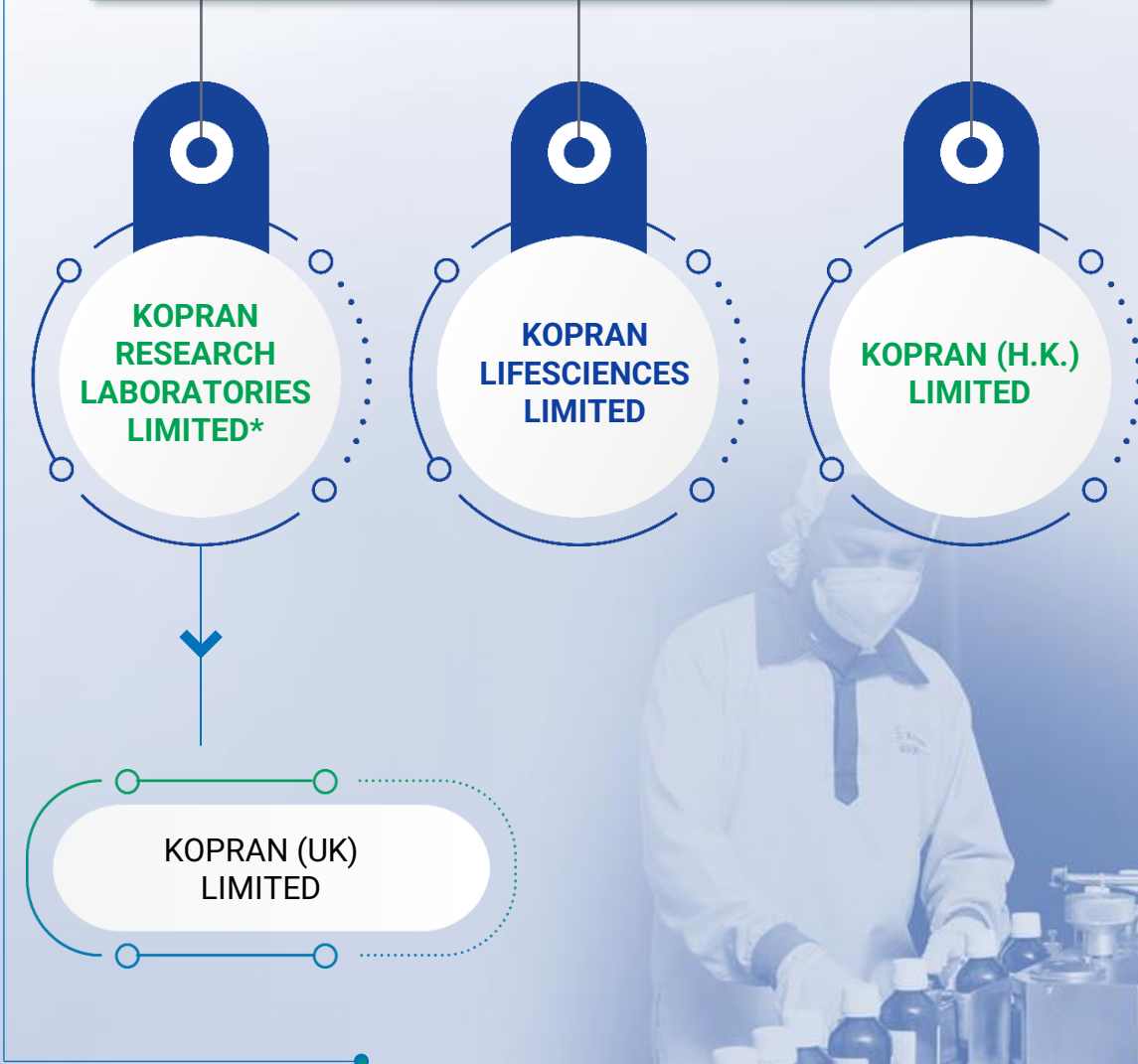
**MR. SUSHEEL SOMANI**  
DIRECTOR



**MR. VARUN SURENDRA SOMANI**  
DIRECTOR

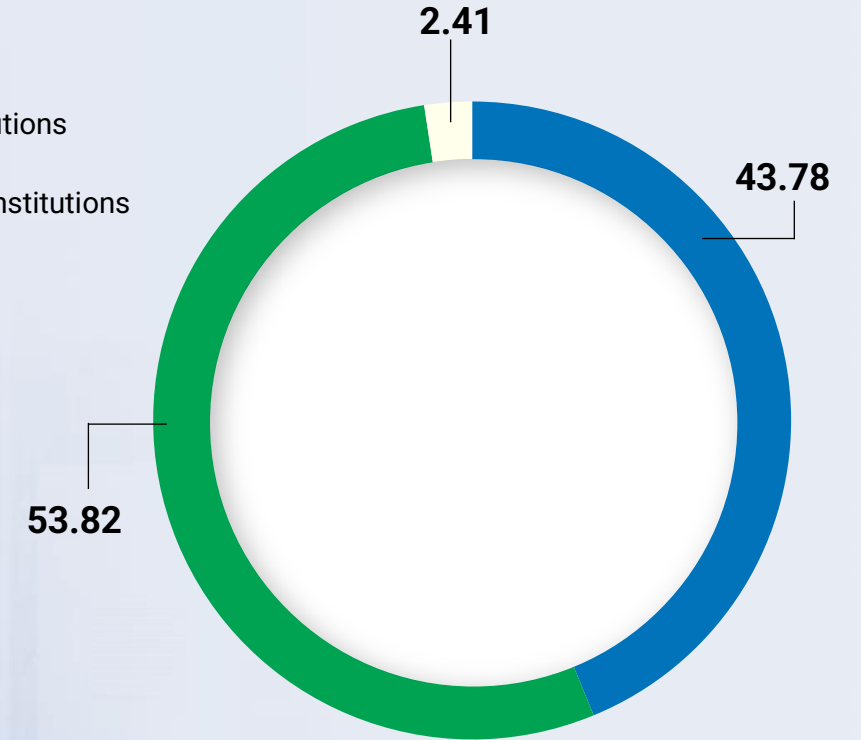
# OWNERSHIP STRUCTURE

## KOPRAN LIMITED



## 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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us, please visit  
[www.kopran.com](http://www.kopran.com)  
or contact:

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**Email:** sunil@kopran.com



# THANK YOU

