



# Pursuing Sustainable Growth

Exploring opportunities  
Safeguarding health



**Kopran**

**CORPORATE  
PRESENTATION  
Q2 FY 2024-25**

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## PERFORMANCE

- **Financial Highlights**
- **Operational Performance**
- **API**
- **Formulation**

# FINANCIAL HIGHLIGHTS

Consolidated (Rs. Lakhs)



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PARTICULARS	Q-2 2024-25	Q-1 2024-25	Q-2 2023-24	HY 2024-25	HY 2023-24
Revenue from Operations	15,156	13,944	15,259	29,100	26,959
Other Income	100	263	13	362	252
EBITDA*	1,474	1,816	2,283	3,290	2,914
Finance Costs	223	218	194	442	377
Depreciation	385	387	277	773	603
Tax Expenses	226	364	448	590	532
Net Profit	738	1,110	1,377	1,848	1,654
EBITDA Margin	9.72%	13.03%	14.96%	11.31%	10.81%

\* EBIDTA excluding other income

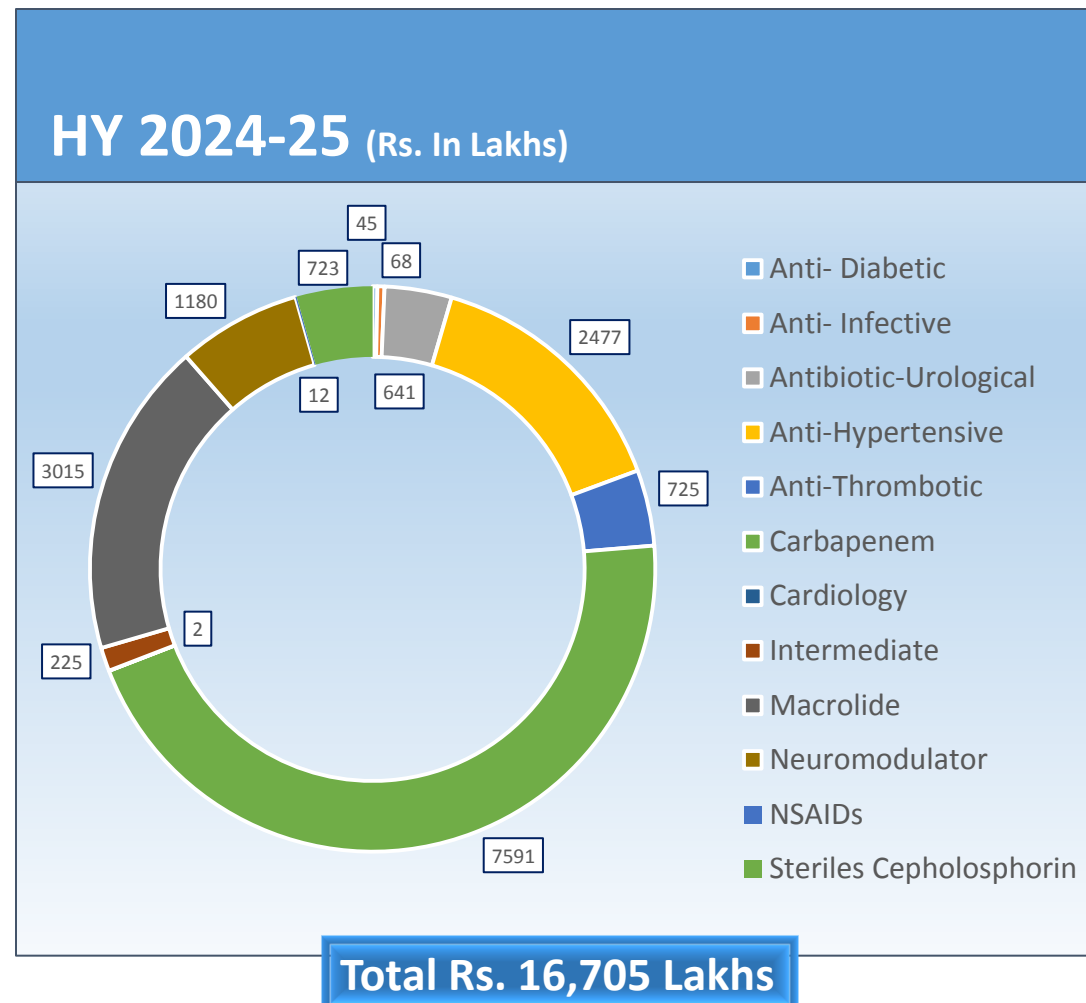
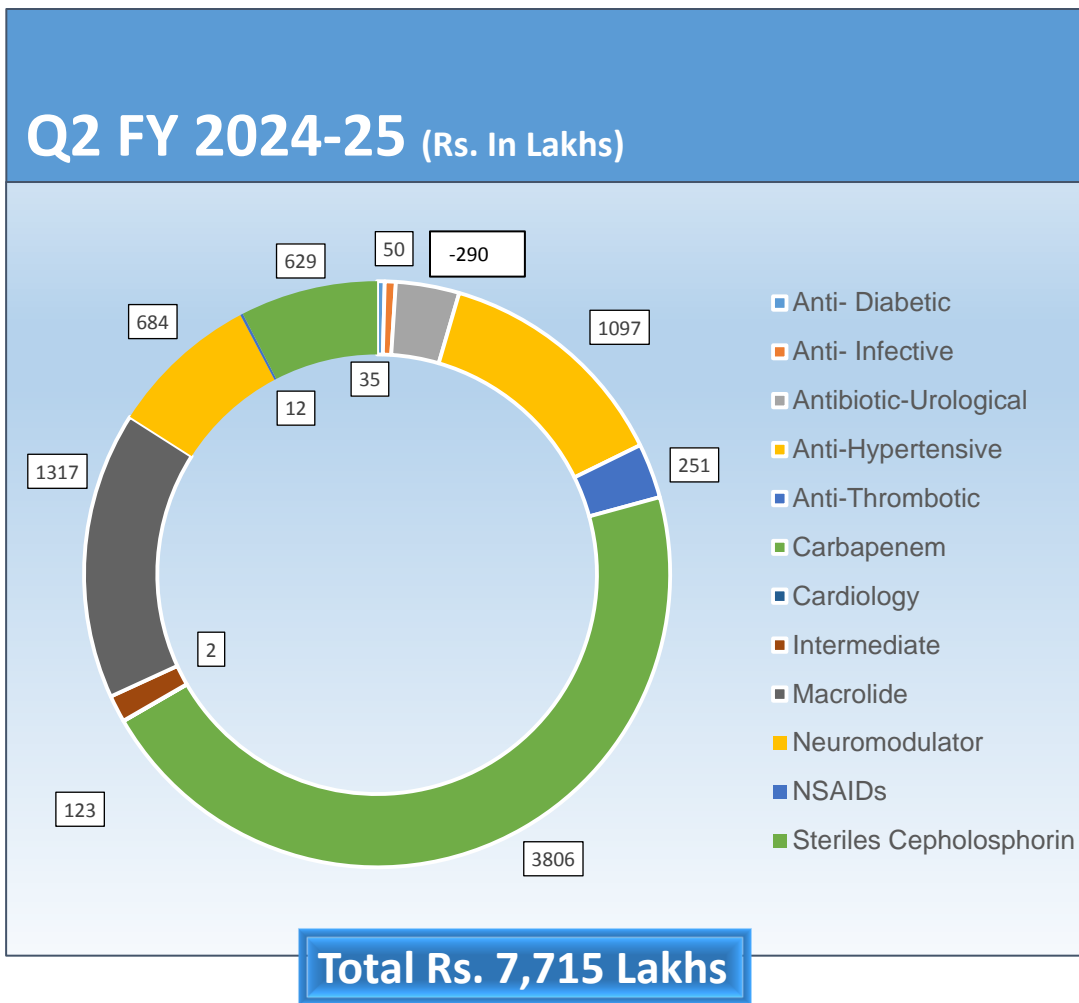
# **OPERATIONAL PERFORMANCE**





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# APIs OPERATIONAL HIGHLIGHTS SEGMENT-WISE REVENUE MIX



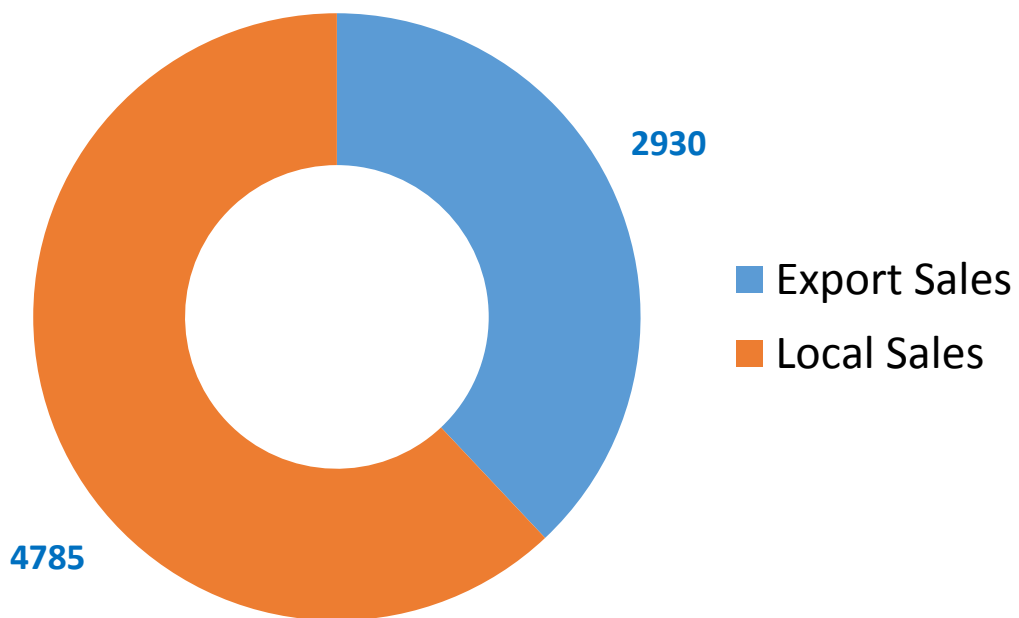


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# APIs

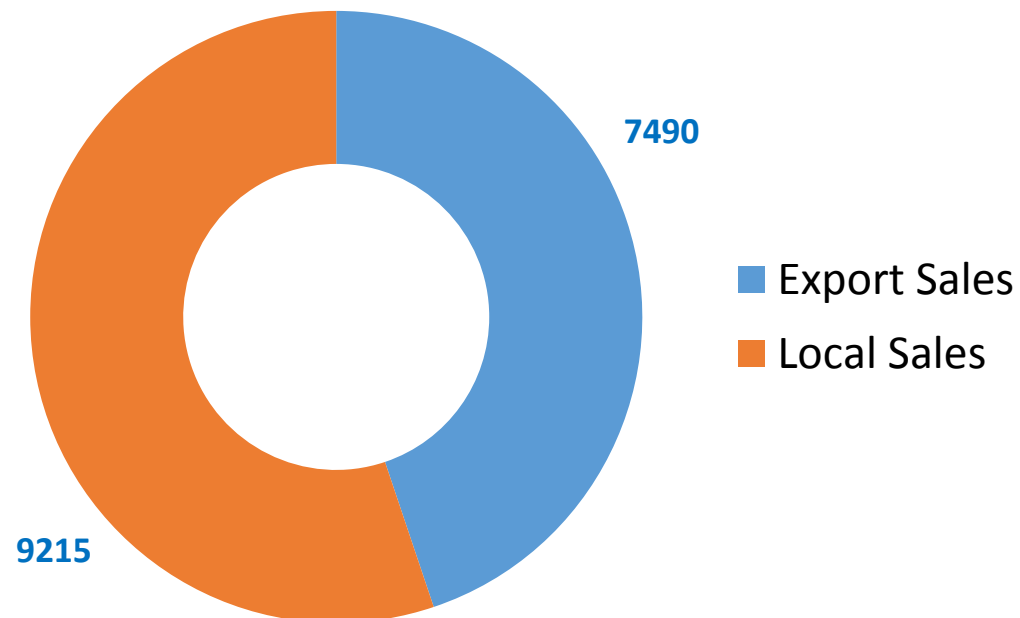
OPERATIONAL HIGHLIGHTS  
MARKET-WISE REVENUE MIX

Q2 FY 2024-25 (Rs. In Lakhs)



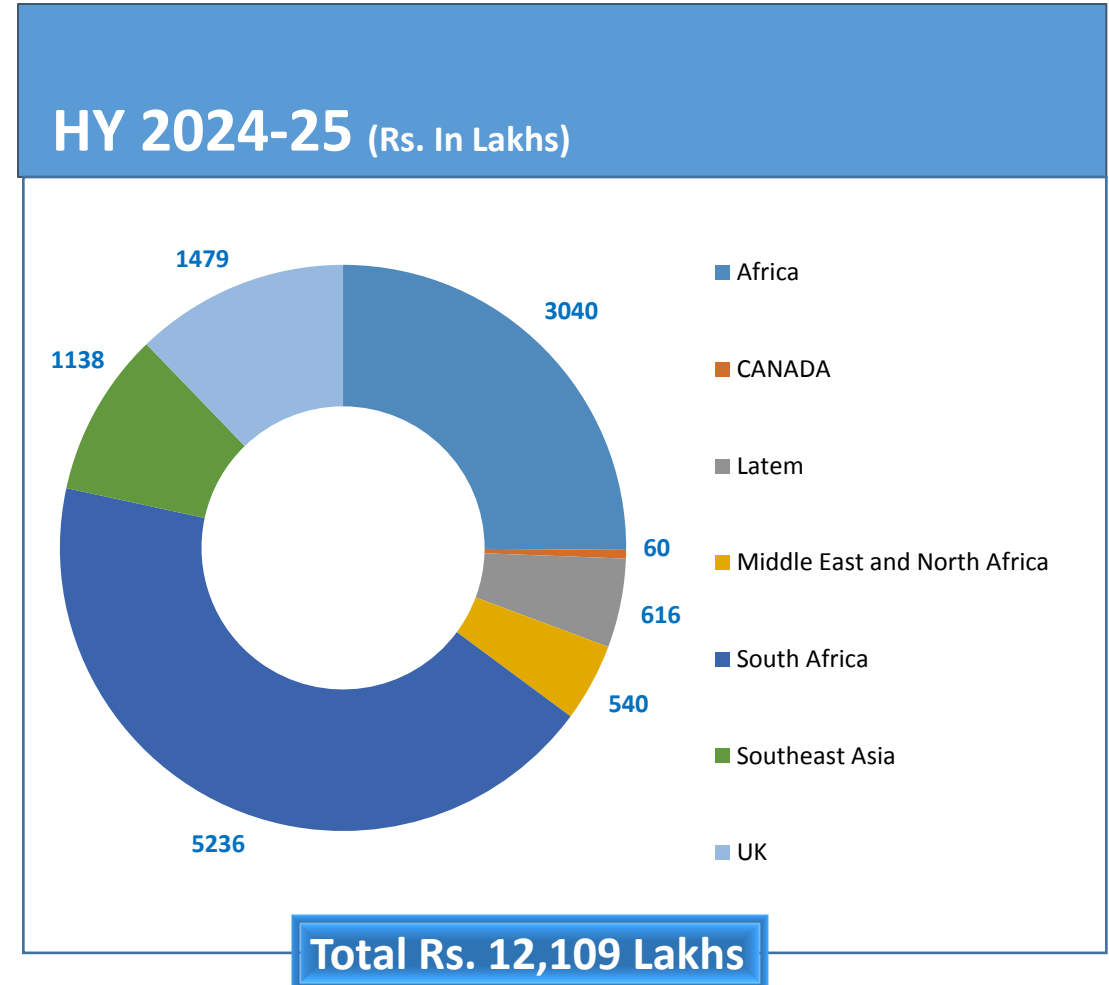
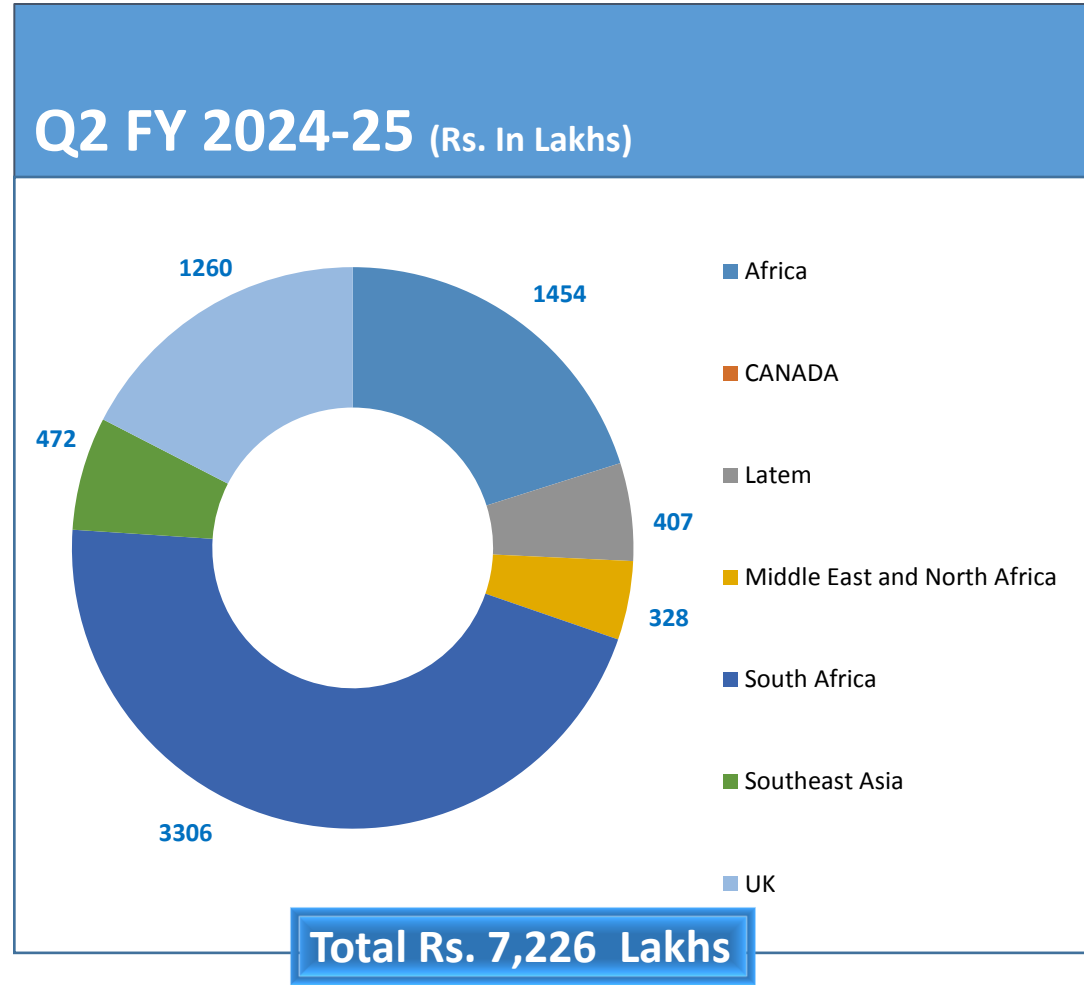
Total Rs. 7,715 Lakhs

HY 2024-25 (Rs. In Lakhs)



Total Rs. 16,705 Lakhs

**Formulations OPERATIONAL HIGHLIGHTS**  
**REGION-WISE SALES BREAK-UP**



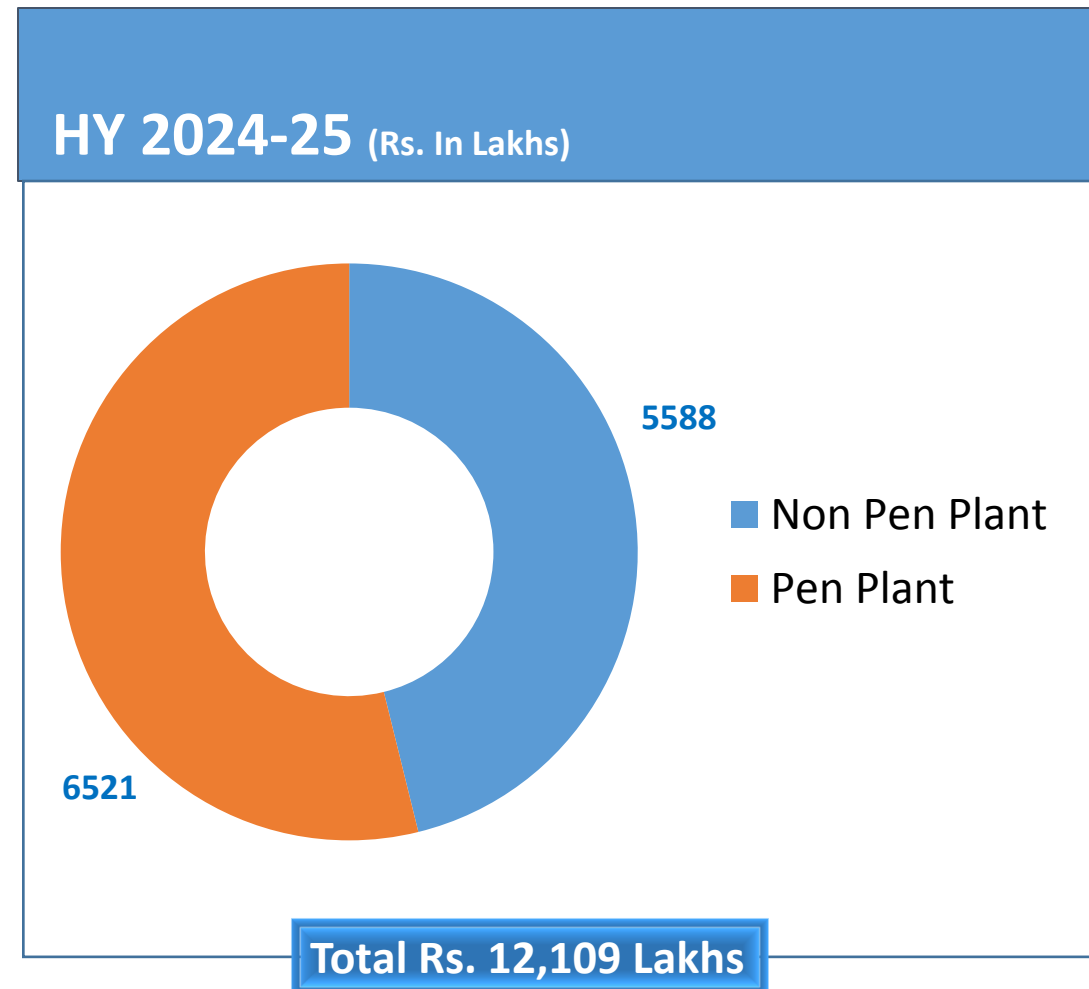
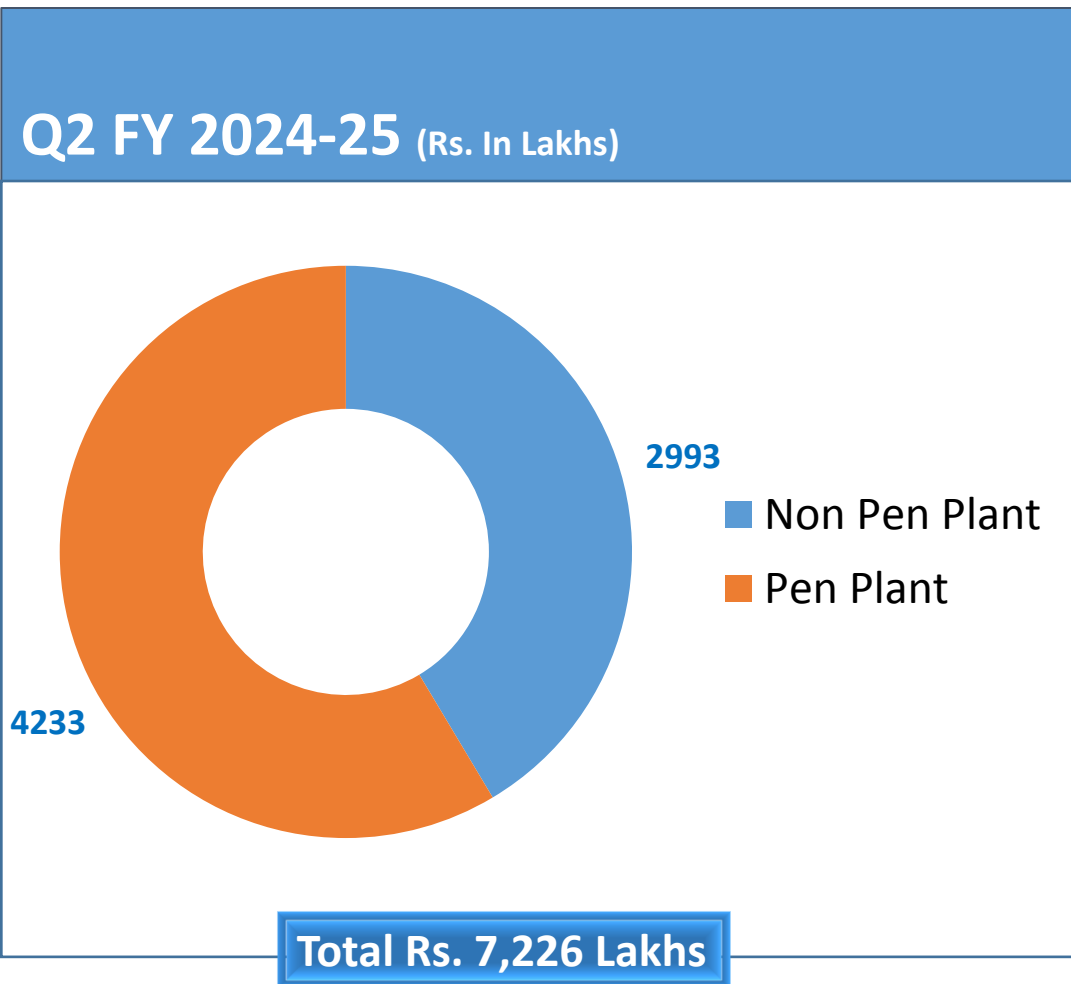




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# Formulations

OPERATIONAL HIGHLIGHTS  
PRODUCT-WISE REVENUE MIX





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## 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**

**2**  
State-of-the-art  
Manufacturing  
Facilities



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



### 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 SEGMENT

- ❖ Anti-hypertensive
- ❖ Macrolide
- ❖ Neuromodulator
- ❖ Urological
- ❖ Anti-infective/Anti-acne
- ❖ Sterile Carbapenem
- ❖ Sterile Cephalosporin
- ❖ Anti-thrombotic
- ❖ Intermediate
- ❖ Anti-Diabetic
- ❖ Cardiology
- ❖ NSAIDs

**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

## GROWTH AND SUSTAINABILITY

- ❖ Focus on R&D to develop niche, high-value/high-volume APIs and intermediates
- ❖ Capacity expansion
- ❖ Compliance with Global Regulatory standards
- ❖ Synergies between APIs and formulations
- ❖ Setting up API and R&D facility at Panoli

## BALANCE PROFITABILITY & INVESTMENT FOR FUTURE

- ❖ Prudent capital allocation
- ❖ Increase asset to turnover ratio

## COST LEADERSHIP

- ❖ Development of intermediates for APIs
- ❖ Reducing dependence on China to move towards self sufficiency
- ❖ Optimising operational cost
- ❖ Process improvements: Improving yields of existing products
- ❖ Automisation of packing lines in formulations

## BUSINESS DEVELOPMENT

- ❖ Leveraging customer base for new products
- ❖ New customers and newer geographies
- ❖ New regulatory filings and registrations

OFFERING BEST-IN-CLASS QUALITY THROUGH STRICT COMPLIANCE

## FORMULATIONS ACCREDITATIONS

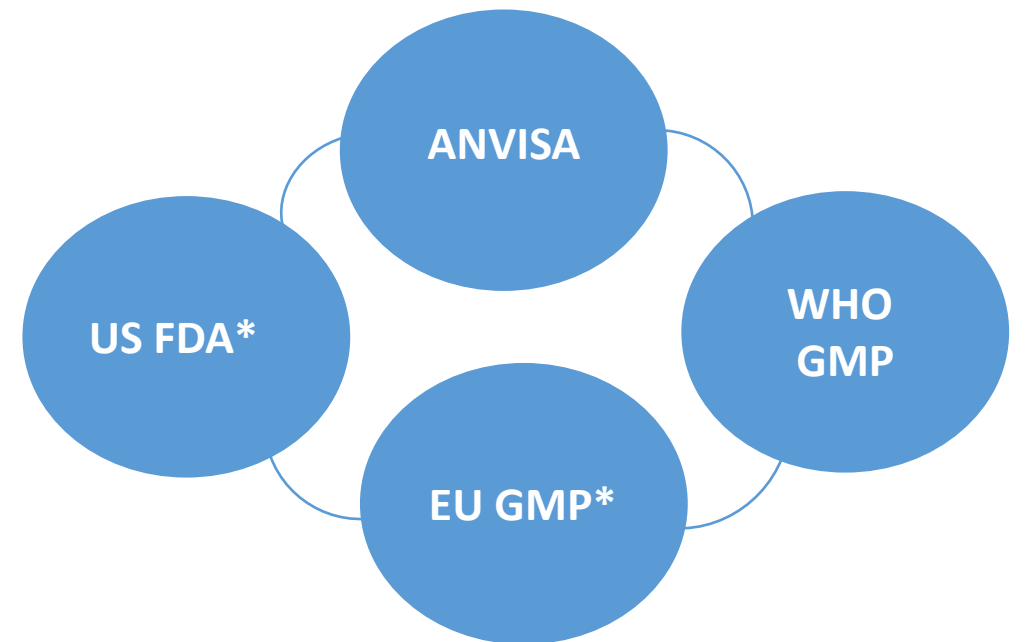
Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen



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

# **FINANCIAL PERFORMANCE**

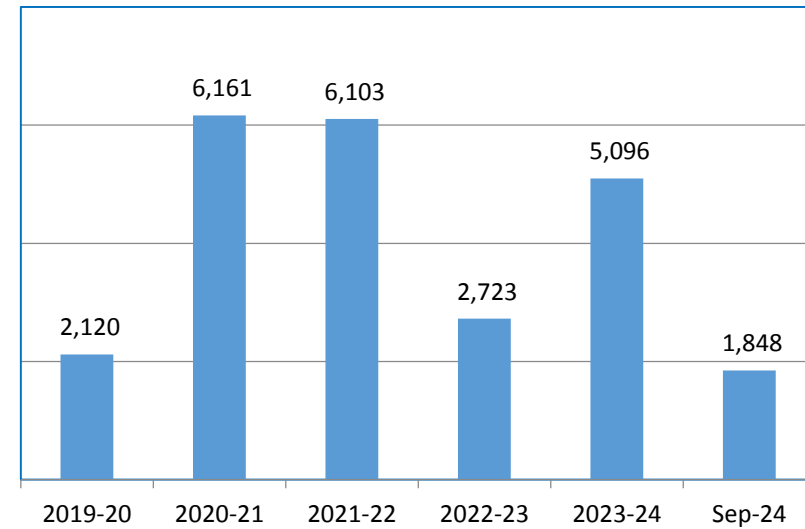
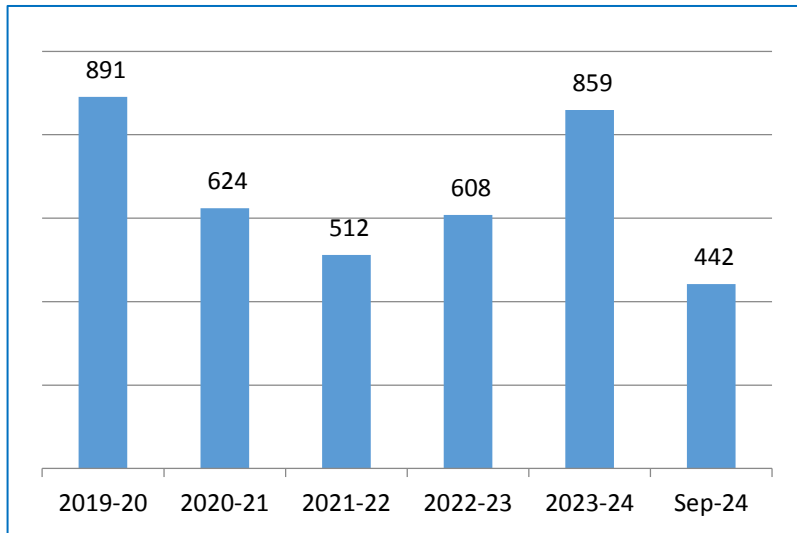
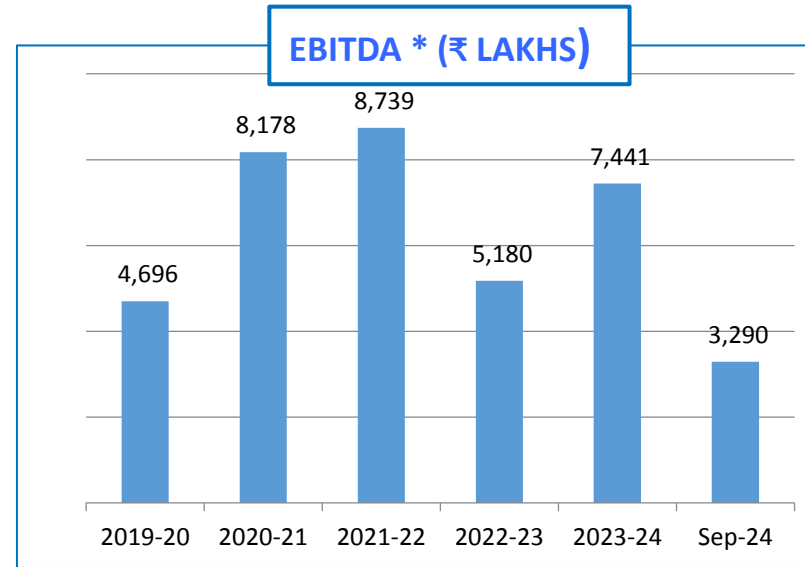
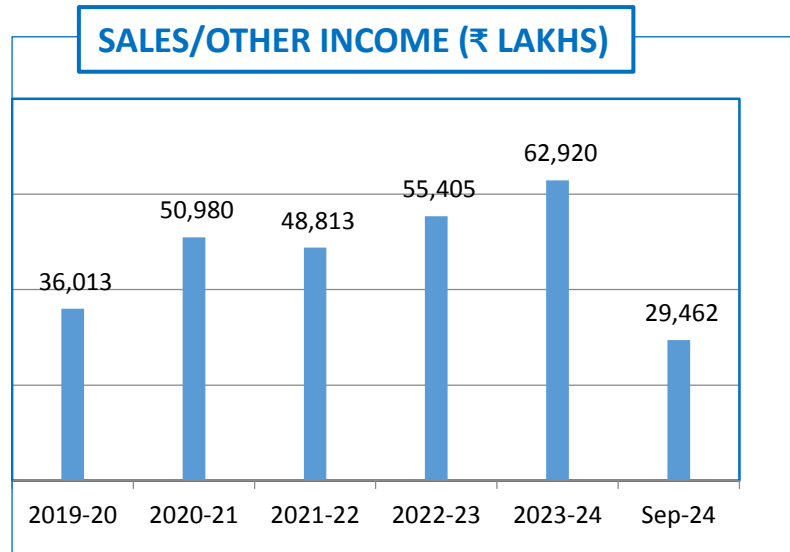




# FINANCIAL HIGHLIGHTS SNAPSHOT



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**FINANCE COSTS (₹ LAKHS)**

Note: EBITDA excluding other income

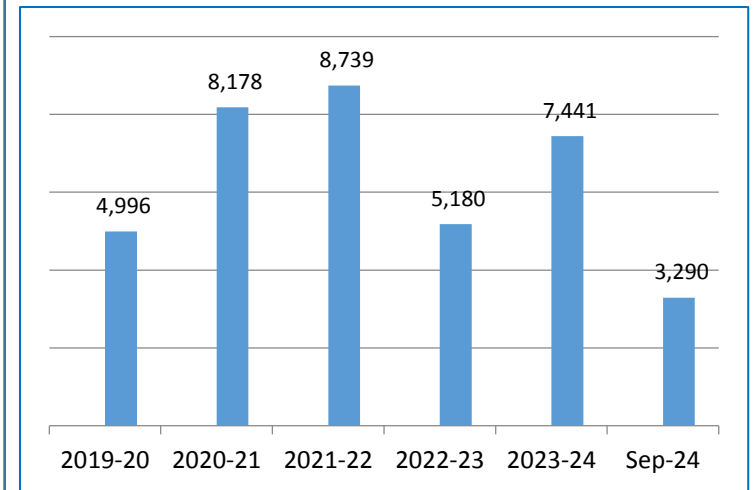
**NET PROFIT/(LOSS) (₹ LAKHS)**

# FINANCIAL HIGHLIGHTS

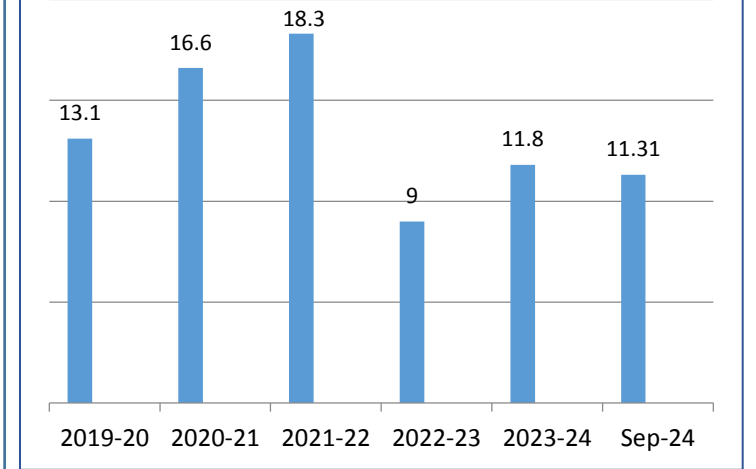
## BUILDING SHAREHOLDER VALUE YEAR ON YEAR



**EBITDA ( ₹ Lakhs)**

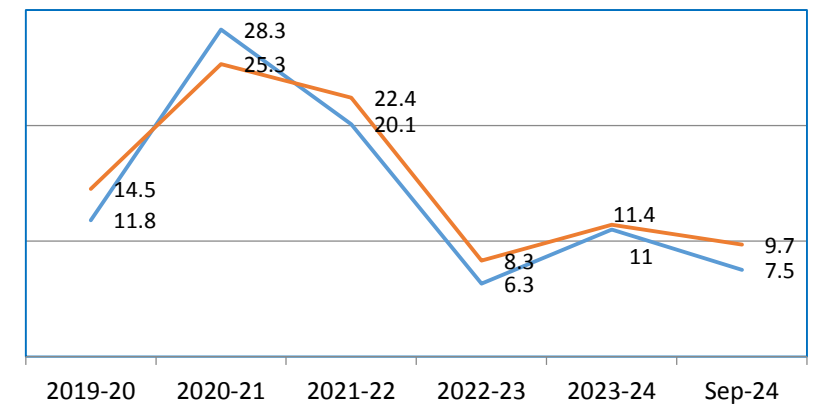


**EBITDA Margin (%)**



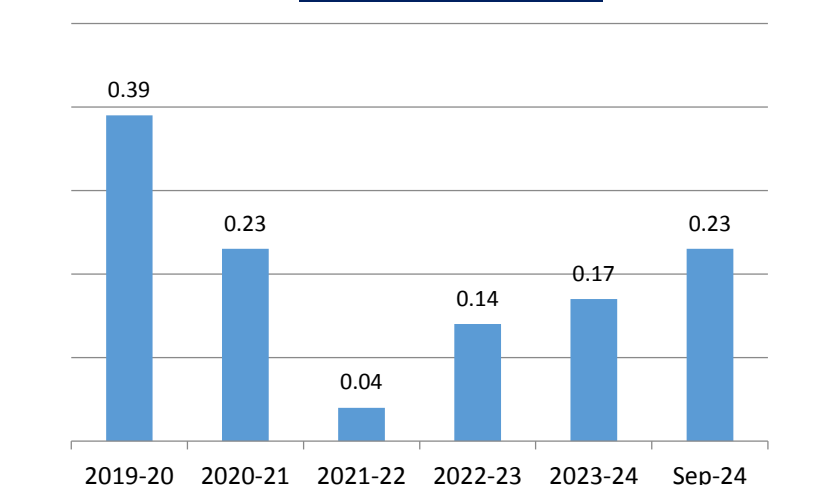
The EBITDA margins improved due to better product mix.

**RoE (%) RoCE (%)**



- Return on Networth/Equity - Return on Capital Employed

**Net Debt/Equity (X)**



# CONSOLIDATED FINANCIAL HIGHLIGHTS (Rs. Lakhs)



PARTICULARS	Sep-2024	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Equity Share Capital	4,821	4,821	4,821	4,821	4,325	4,325
Other Equity	44,910	44,303	39,104	37,796	20,178	14,643
Networth	49,731	49,125	43,925	42,617	24,503	18,968
Fixed Assets(net)	29,106	27,830	23,457	18,623	15,508	14,139
Borrowings	12,412	9,923	7,524	7,248	6,429	7,806
Sales/Other Income	29,462	62,920	55,405	48,813	50,980	36,013
EBIDTA	3,290	7,441	5,180	8,739	8,178	4,696
Finance Costs	442	859	608	512	624	891
Depreciation	773	1,289	1,271	1,110	1,019	958
Tax Expenses	590	1,659	376	2,075	2,173	726
Net Profit/(loss)	1,848	5,096	2,723	6,103	6,161	2,120
Earning per share(Rs.)	3.83	10.57	5.65	13.77	14.24	4.86

Note: EBITDA excluding other income

# GOVERNANCE BOARD OF DIRECTORS



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**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

# CONTACT US



## 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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