



February 11, 2025

The Manager
BSE Limited
Corporate Relationship Department
P. J. Towers, Dalal Street,
Mumbai – 400 001.

The Manager
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra - Kurla Complex, Bandra (E),
Mumbai – 400 051.

BSE Scrip Code No. 524280

NSE Symbol: KOPRAN

Dear Sir/Madam,

Sub: Investor Presentation on Unaudited Financial Results for the quarter ended December 31, 2024.

Dear Sir / Madam,

Please find attached Investor Presentation on Unaudited Financial Results for the 3rd quarter ended December 31, 2024.

The above information will also be made available on the website of the Company www.kopran.com

Regards,
For Kopran Limited

Sunil Sodhani
Company Secretary & Compliance Officer
Membership No. FCS3897
Encl.: a/a.





Pursuing Sustainable Growth

Exploring opportunities
Safeguarding health



Kopran

**CORPORATE
PRESENTATION
Q3 FY 2024-25**

SAFE HARBOUR STATEMENT



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PERFORMANCE

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

FINANCIAL HIGHLIGHTS

Consolidated (Rs. Lakhs)



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PARTICULARS	Q-3 2024-25	Q-2 2024-25	Q-3 2023-24	9M 2024-25	9M 2023-24
Revenue from Operations	16,624	15,156	15,892	45,724	42,851
EBITDA*	2,291	1,474	2,358	5,581	5,272
Finance Costs	216	223	224	657	601
Depreciation	400	385	327	1,173	929
Tax Expenses	346	226	471	936	1,003
Net Profit	1,040	738	1,579	2,887	3,234
EBITDA Margin	13.78%	9.72%	14.84%	12.21%	12.30%

* EBITDA excluding other income and forex losses

OPERATIONAL PERFORMANCE

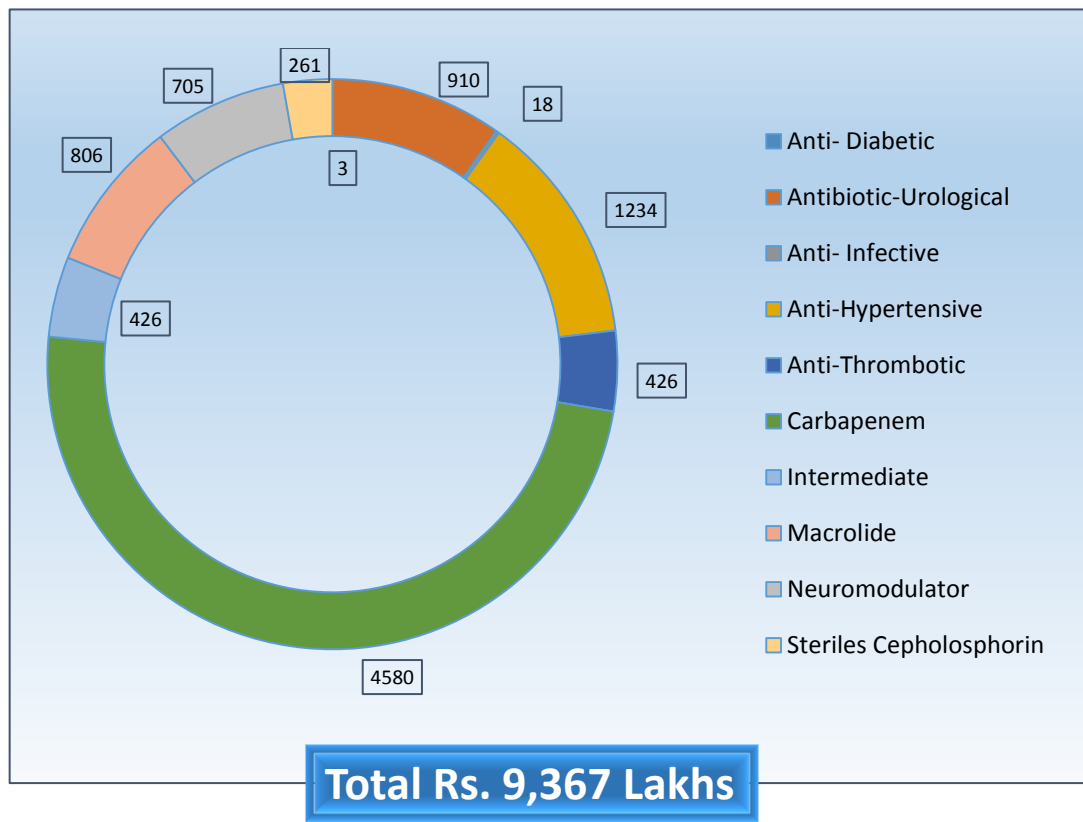




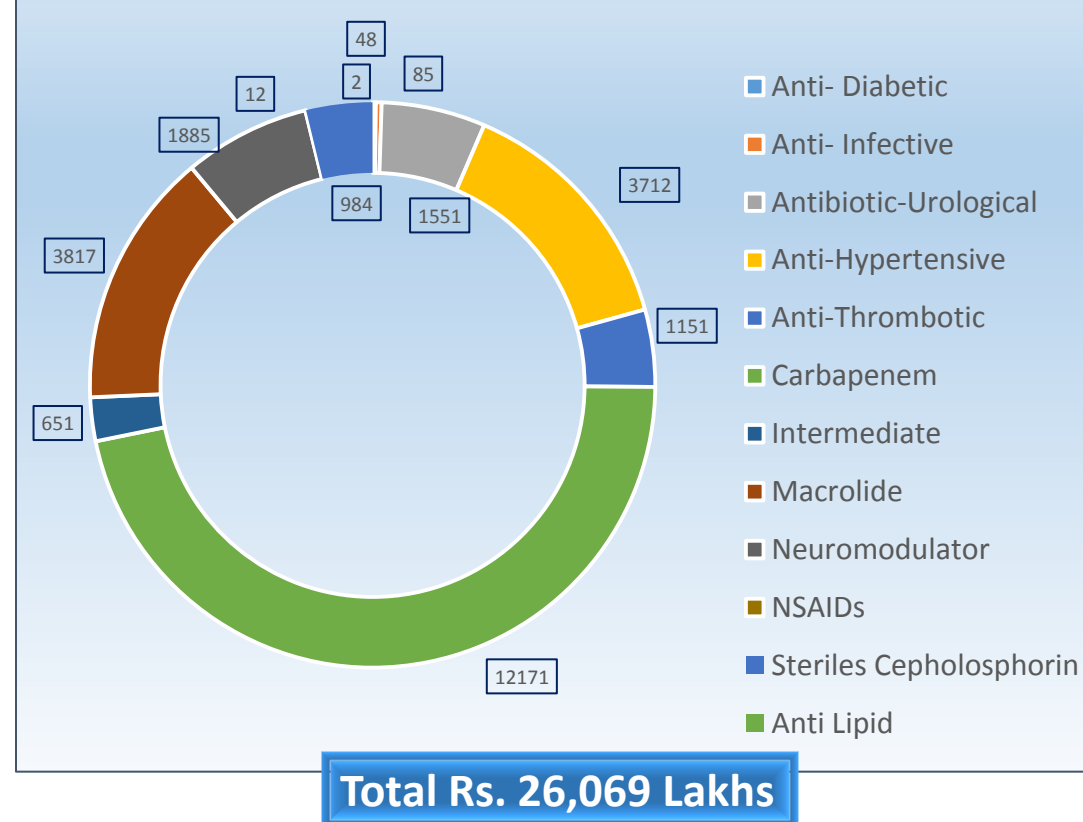
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APIs OPERATIONAL HIGHLIGHTS SEGMENT-WISE REVENUE MIX

Q3 FY 2024-25 (Rs. In Lakhs)



9M 2024-25 (Rs. In Lakhs)

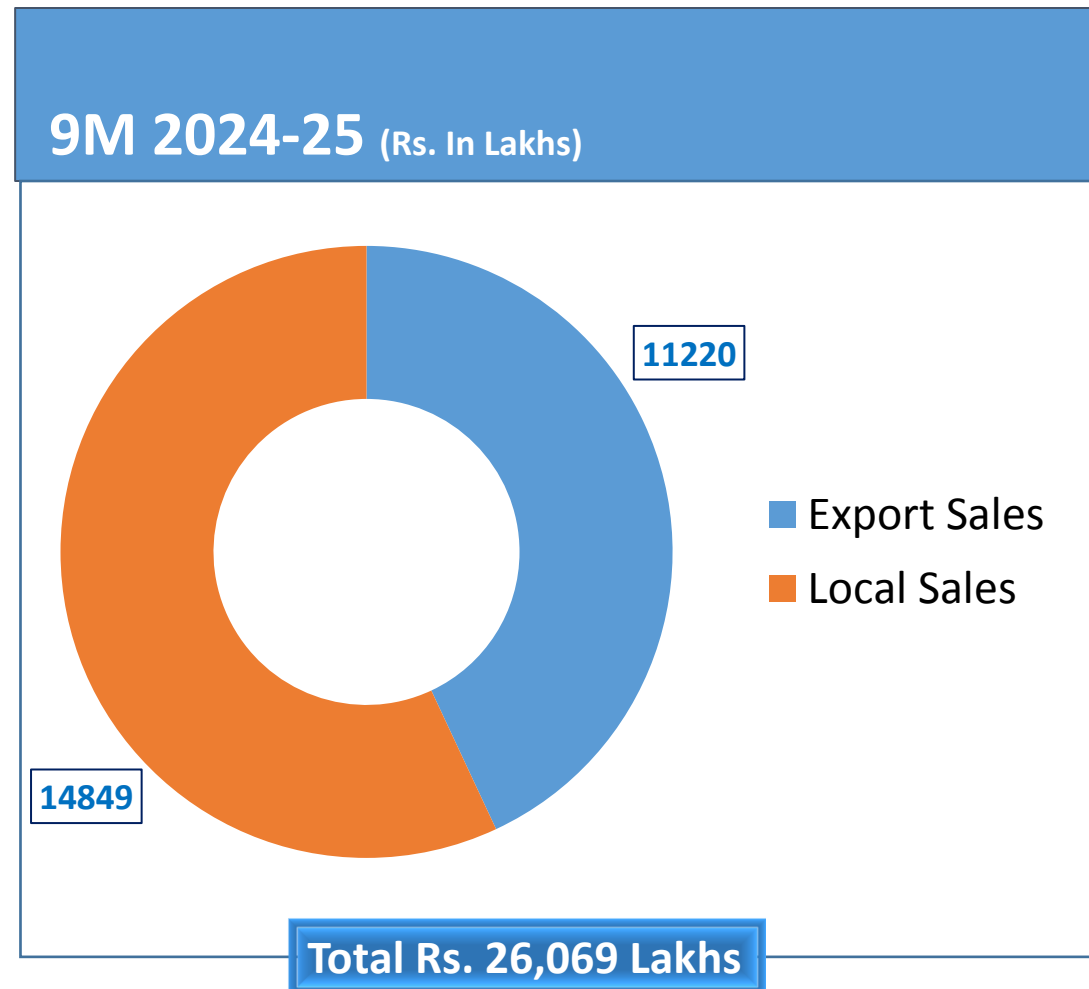
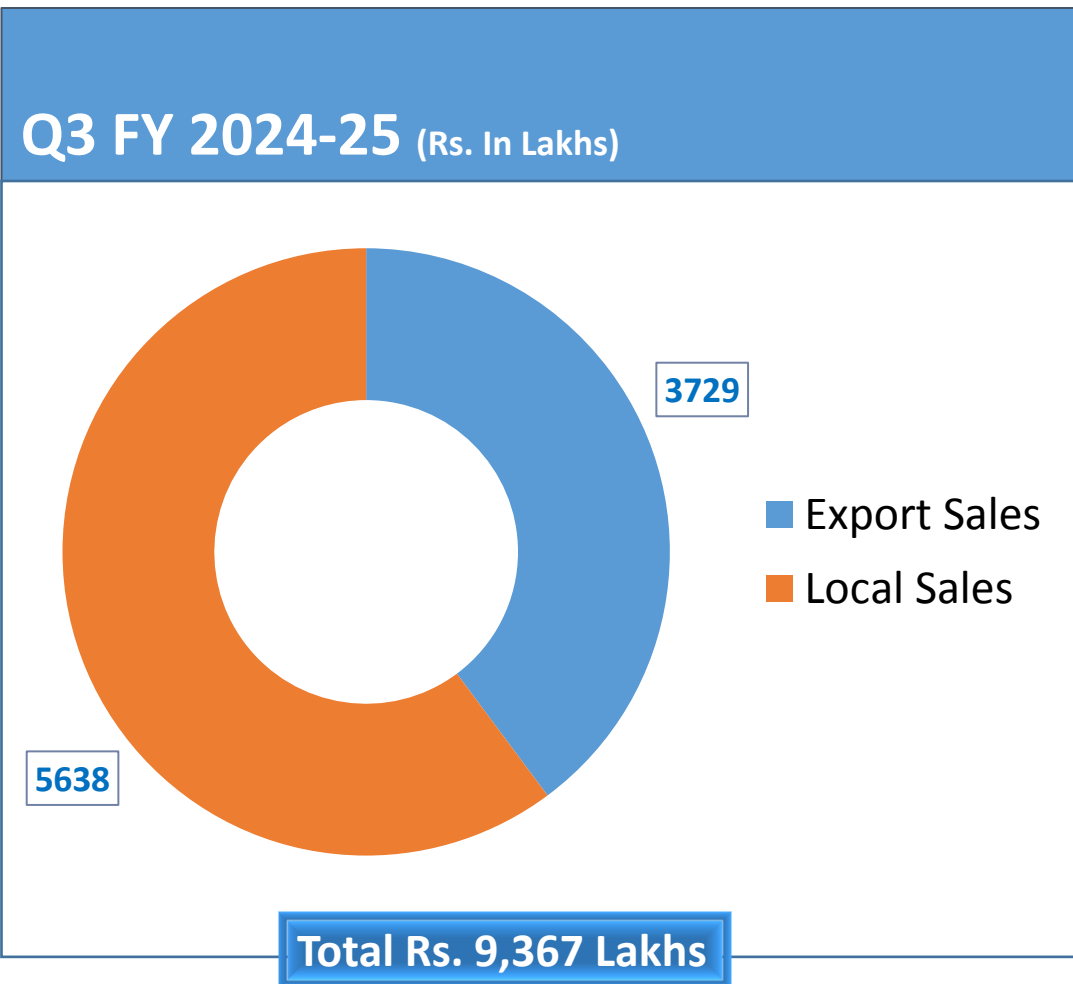




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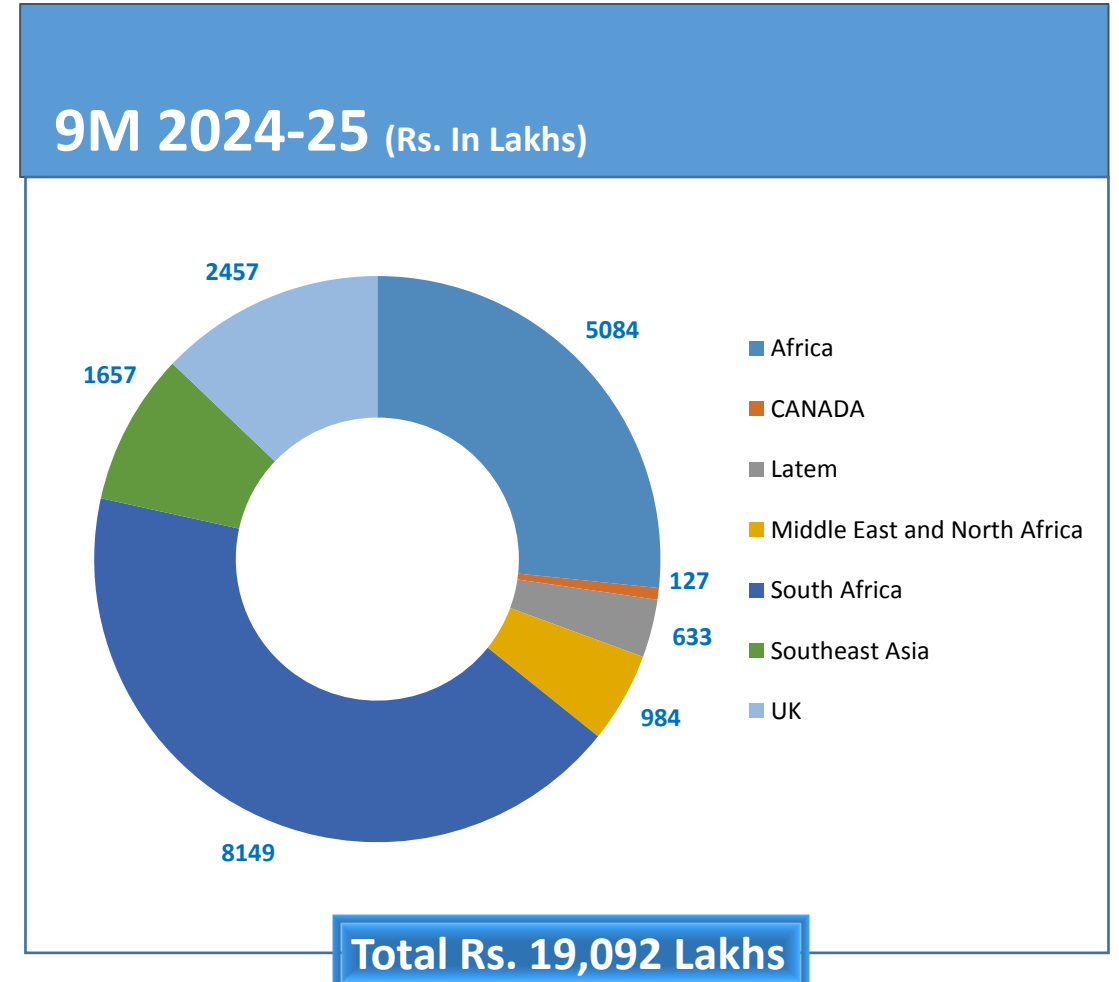
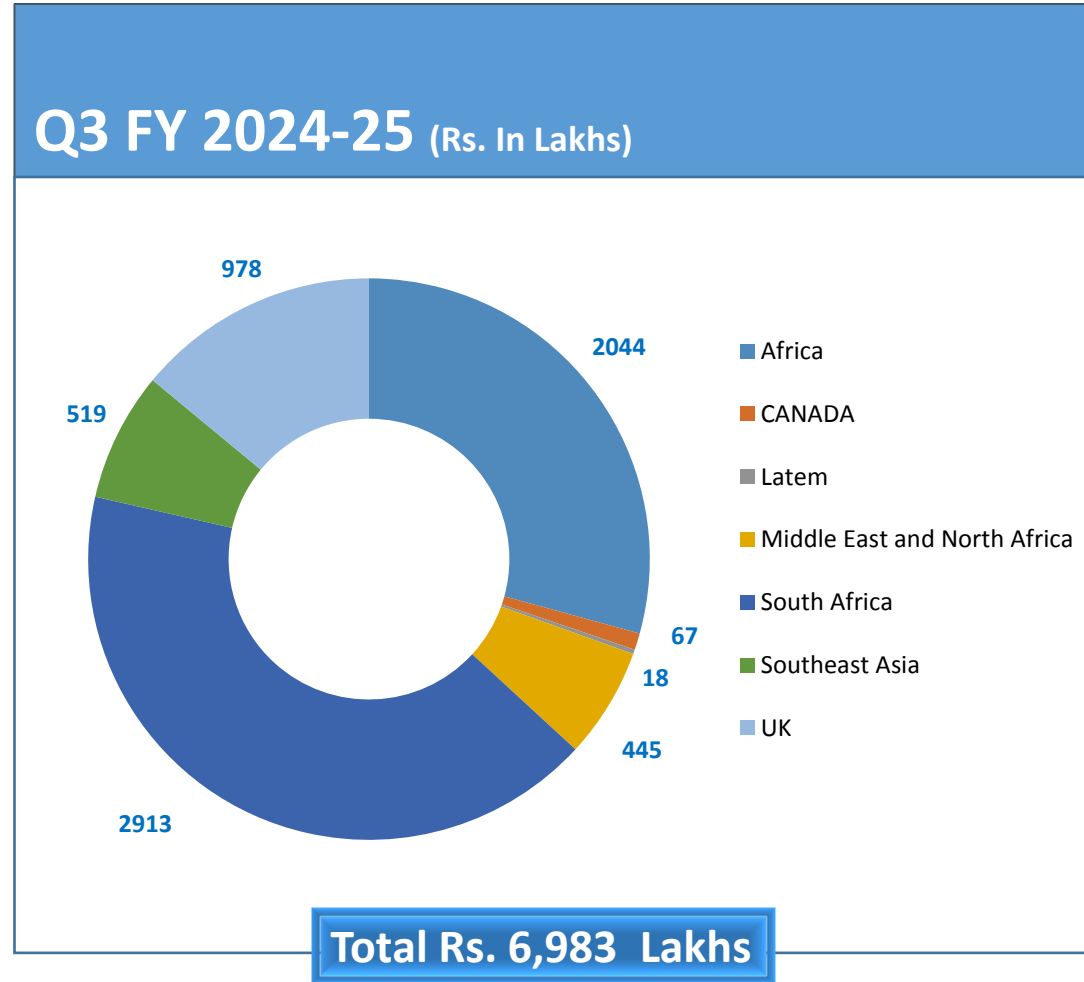
APIs

OPERATIONAL HIGHLIGHTS
MARKET-WISE REVENUE MIX



Formulations **OPERATIONAL HIGHLIGHTS**

REGION-WISE SALES BREAK-UP

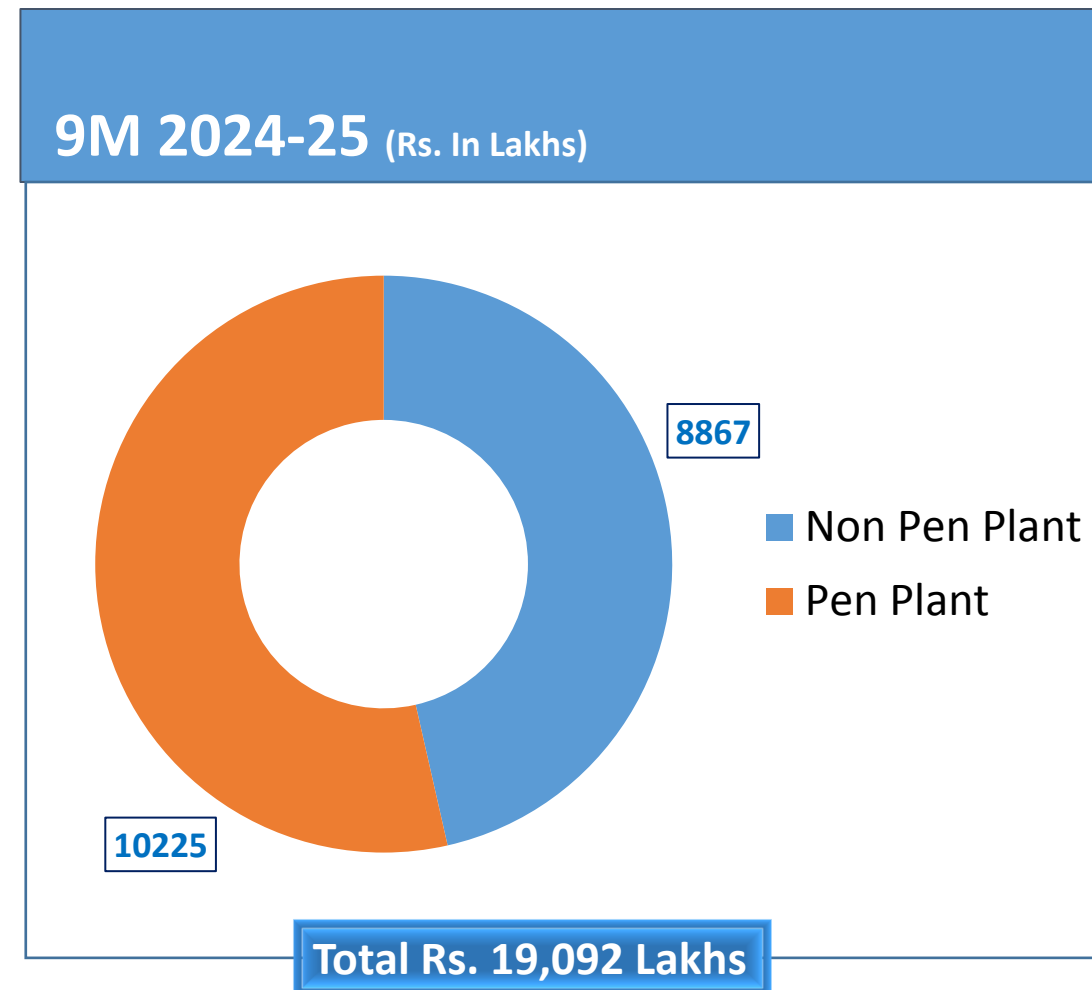
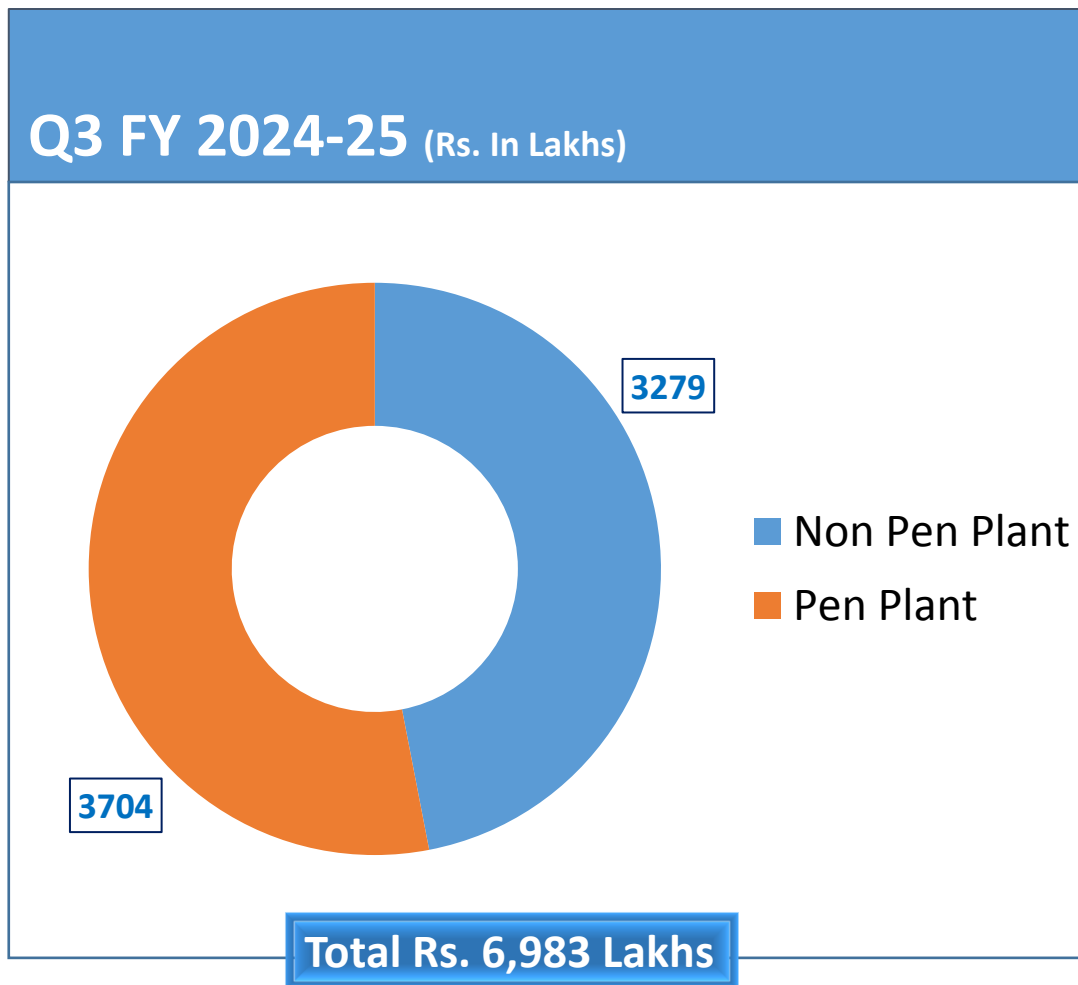




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Formulations

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
- ❖ Anti Lipid

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

DRIVING SUSTAINABLE GROWTH REGULATORY COMPLIANCE



OFFERING BEST-IN-CLASS QUALITY THROUGH STRICT COMPLIANCE

FORMULATIONS ACCREDITATIONS

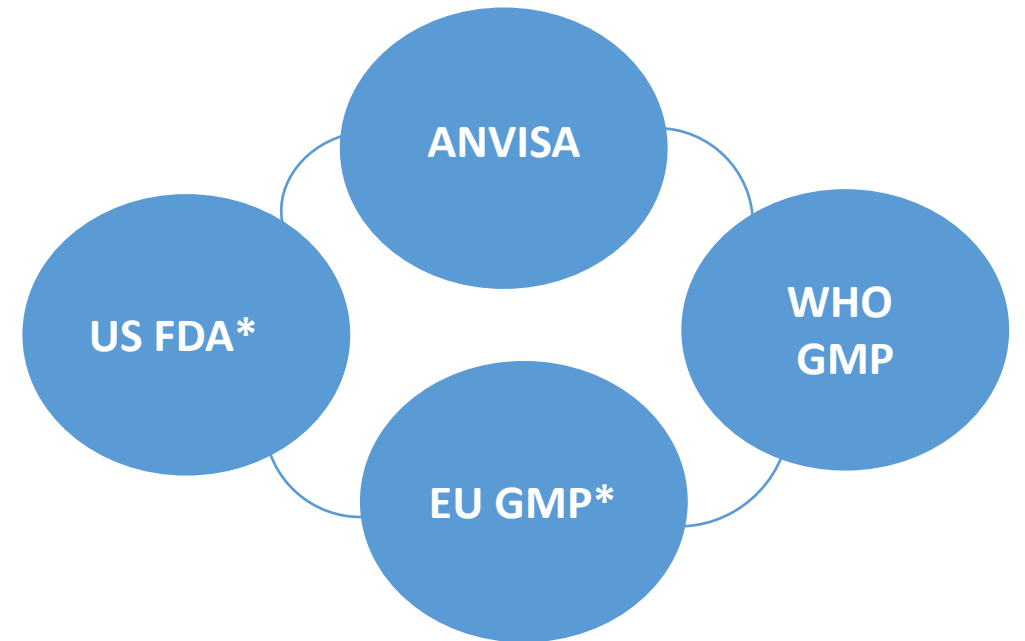
Approved by 15 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), MMA Malta (EU GMP), Health Canada (Canada), FDA Philippines, DAV Vietnam, FDA Thailand, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, EFDA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen



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

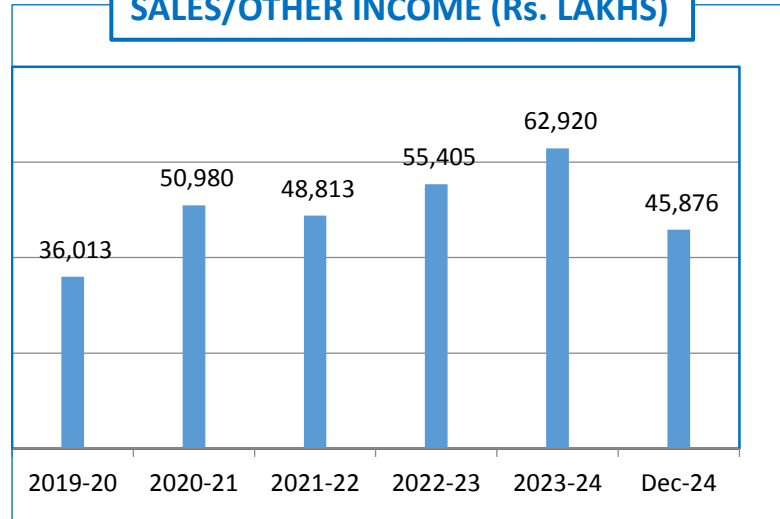


FINANCIAL HIGHLIGHTS SNAPSHOT

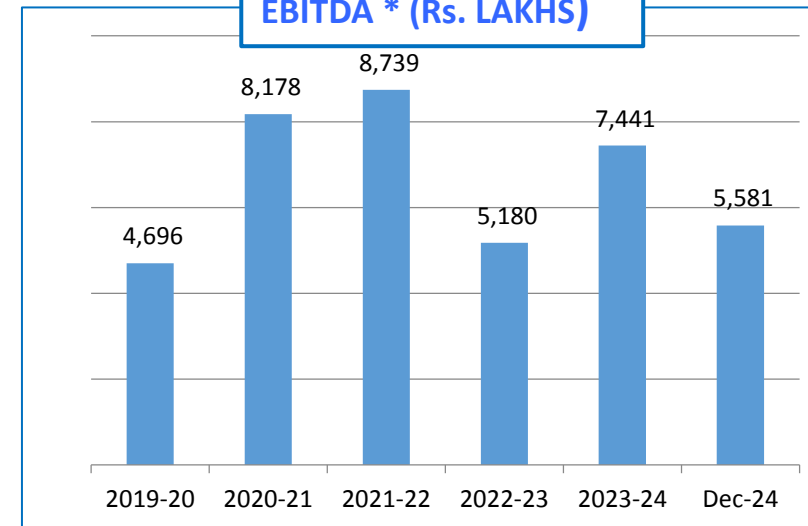


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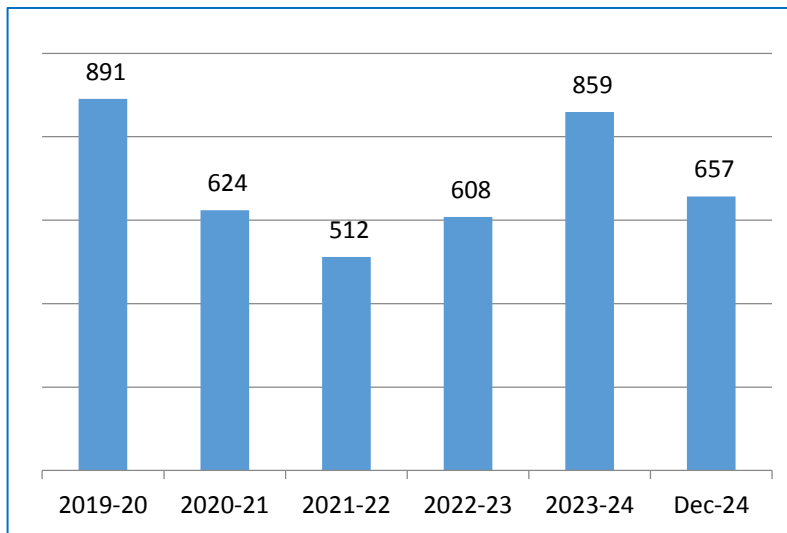
SALES/OTHER INCOME (Rs. LAKHS)



EBITDA * (Rs. LAKHS)

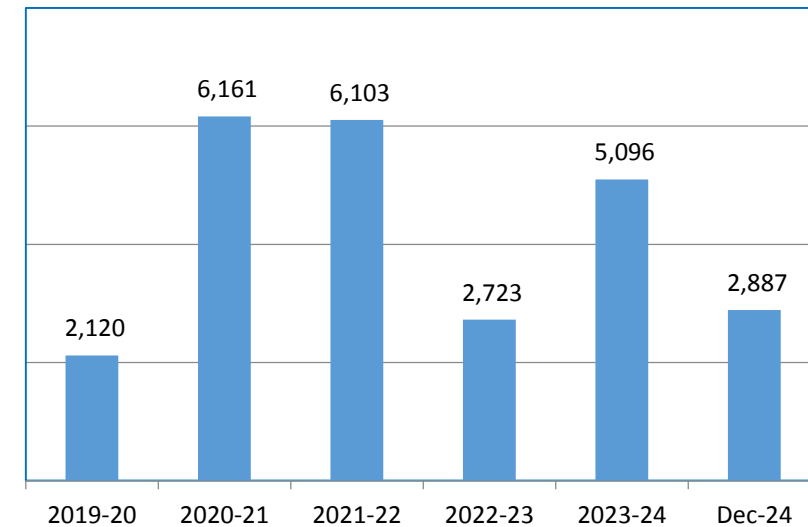


FINANCE COSTS (Rs. LAKHS)



Note: EBITDA excluding other income & Forex Losses

NET PROFIT/(LOSS) (Rs. LAKHS)

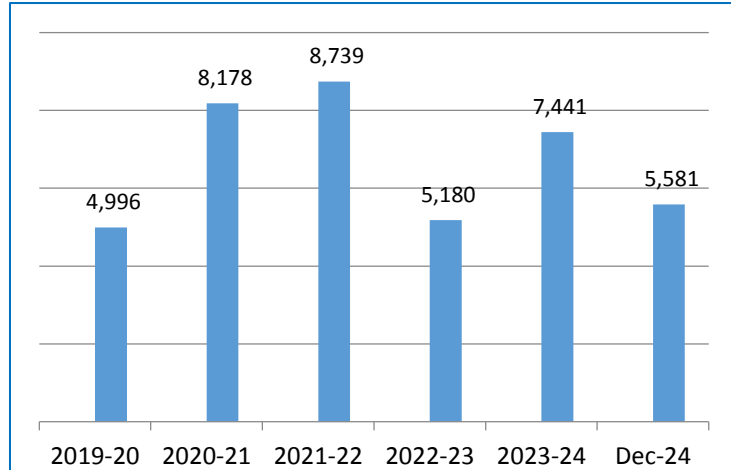


FINANCIAL HIGHLIGHTS

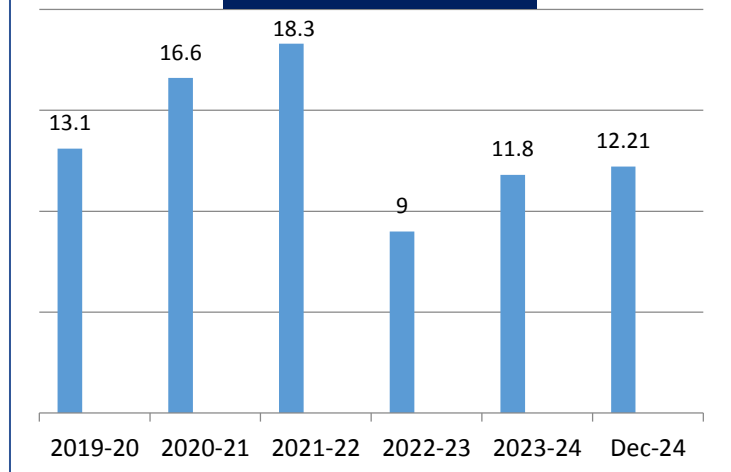
BUILDING SHAREHOLDER VALUE YEAR ON YEAR



EBITDA (Rs. Lakhs)

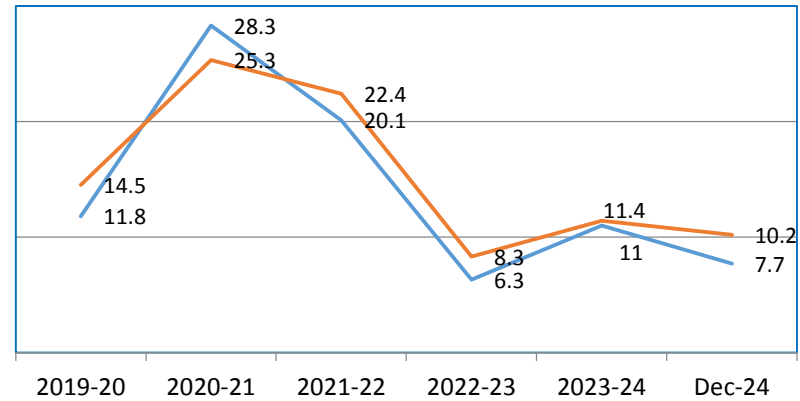


EBITDA Margin (%)



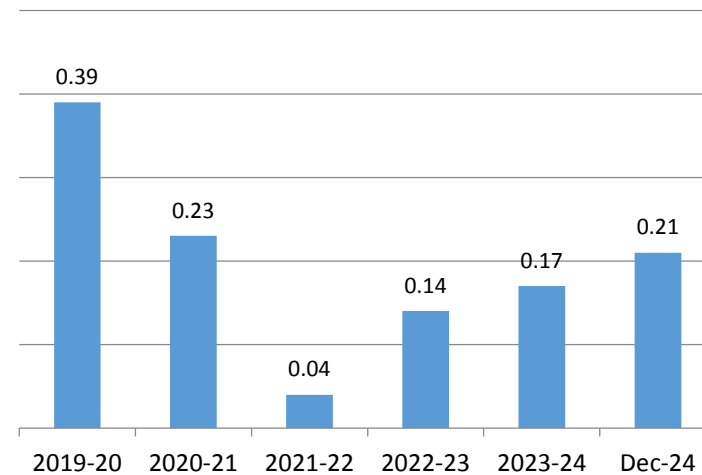
The EBITDA margins improved due to better product mix.

RoE (%) RoCE (%)



- Return on Networth/Equity - Return on Capital Employed

Net Debt/Equity (X)



CONSOLIDATED FINANCIAL HIGHLIGHTS (Rs. Lakhs)



PARTICULARS	Dec-2024	FY 2023-24	FY 2022-23	FY 2021-22	FY 2020-21	FY 2019-20
Equity Share Capital	4,825	4,821	4,821	4,821	4,325	4,325
Other Equity	46,058	44,303	39,104	37,796	20,178	14,643
Networth	50,883	49,125	43,925	42,617	24,503	18,968
Fixed Assets(net)	30,220	27,830	23,457	18,623	15,508	14,139
Borrowings	11,682	9,923	7,524	7,248	6,429	7,806
Sales/Other Income	45,876	62,920	55,405	48,813	50,980	36,013
EBIDTA	5,581	7,441	5,180	8,739	8,178	4,696
Finance Costs	657	859	608	512	624	891
Depreciation	1,173	1,289	1,271	1,110	1,019	958
Tax Expenses	936	1,659	376	2,075	2,173	726
Net Profit/(loss)	2,887	5,096	2,723	6,103	6,161	2,120
Earning per share(Rs.)	5.99	10.57	5.65	13.77	14.24	4.86

Note: EBITDA excluding other income & Forex Losses

GOVERNANCE BOARD OF DIRECTORS



Kopran



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



Kopran

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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Tel.: +91 8692991999
Email: sunil@kopran.com