



04<sup>th</sup> November, 2021

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: Investors Presentation**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended, please find enclosed herewith presentation on half earning FY21-22 of the Company. A copy of the said presentation is also being uploaded on the Company's website [www.kopran.com](http://www.kopran.com).

Kindly disseminate the information on Exchange website.

Regards,

For Kopran Limited

Sunil Sodhani  
Company Secretary & Compliance Officer

Encl.: a/a.





Kopran



**KOPRAN LIMITED**

Half Yearly Presentation  
November, 2021

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An integrated pharmaceutical Company, committed to supply 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

Formulations vertical is operated through Kopran Limited

APIs vertical is being operated under Kopran Research Laboratories Ltd. (KRL), a wholly-owned subsidiary of Kopran Limited

## Presence across pharmaceutical value chain

- 1 APIs\*
- 2 Intermediate Chemicals
- 3 Formulations\*
- 4 Packaging
- 5 Marketing
- 6 Distribution

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

## 50+

Nations - export reach

## Technology-focused Company

## Serving Regulated and Non-Regulated markets



## API

1st Company to receive DGCAI approval for launch of Biapenem in India and commercialise

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1st Company to launch Biapenem in Russia

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Filed process patent applications for Nitroxoline in India, EU and China

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Registered Nitroxoline in Germany

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Launched Ticagrelor in H1 2021-22

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Intermediate and solvent prices are rising and there are challenges in sourcing supplies from China

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To mitigate the impact of supply challenges the Company is keeping higher inventories which has resulted in increase in working capital

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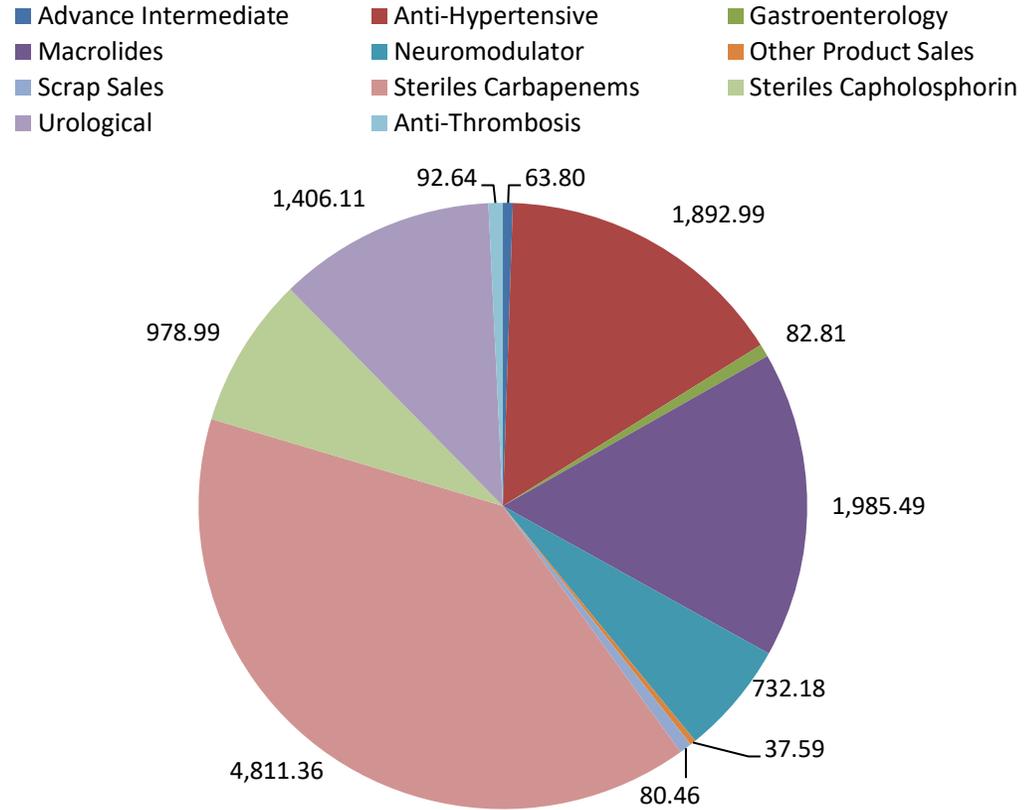
Accordingly prices of API are also increasing

## Formulations

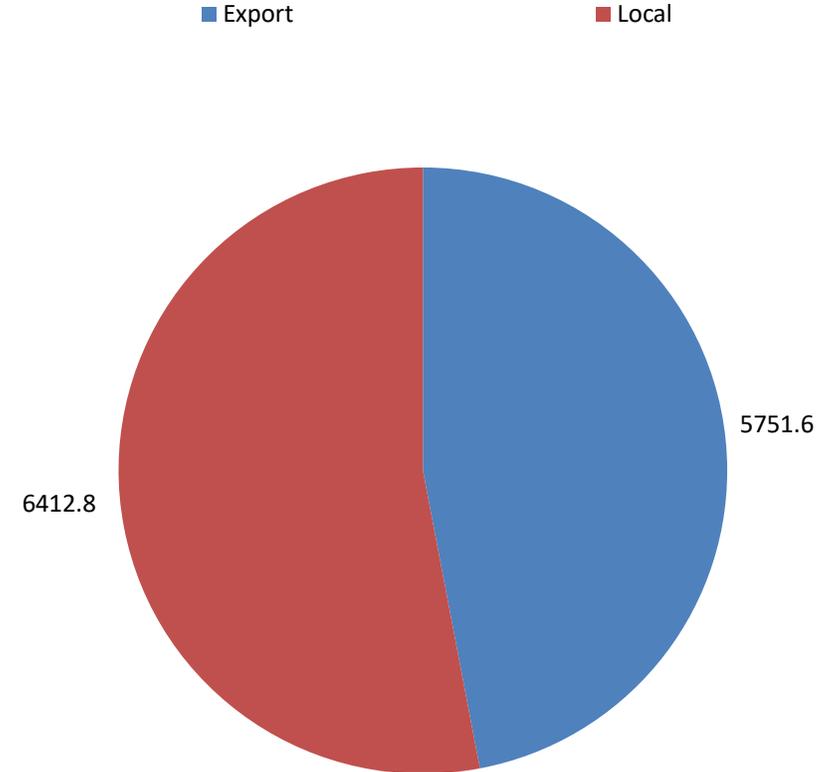
The contraction in margins is a result of increase in API prices, packing material costs and freight costs



### Segment wise performance (₹ Lakhs)



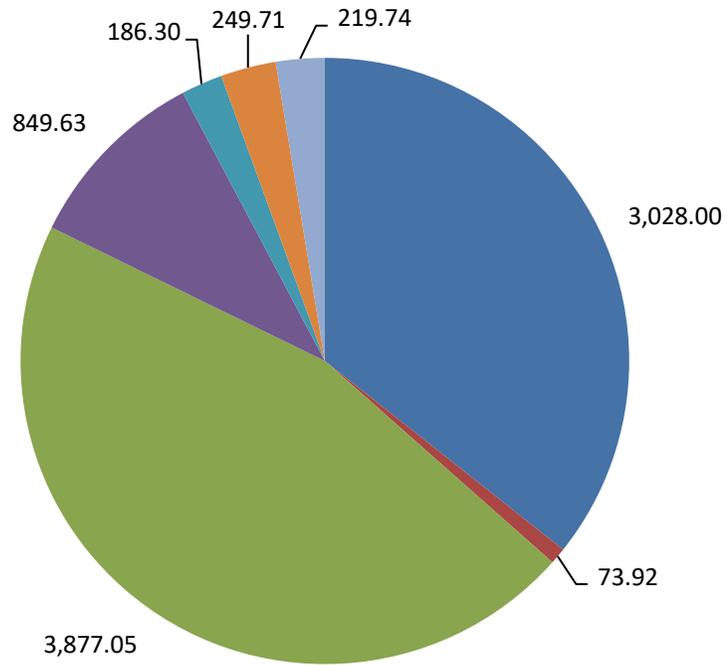
### Market wise performance (₹ Lakhs)



**Total** ₹ **12,164.42**  
Lakhs

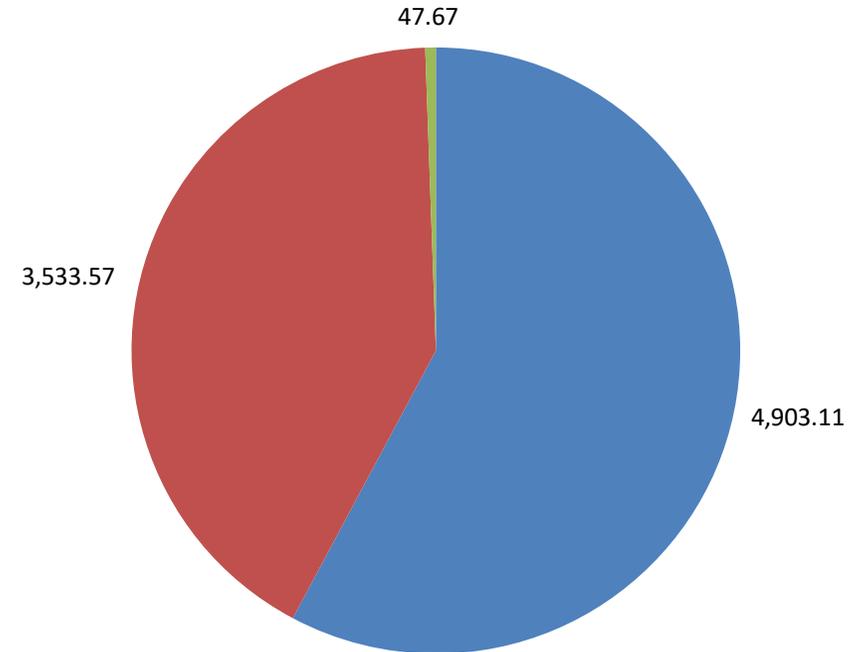
### Region wise performance (₹ Lakhs)

■ Africa   
 ■ Local   
 ■ South Africa   
 ■ Southeast Asia   
 ■ UK   
 ■ Iraq   
 ■ Latem



### Product wise performance (₹ Lakhs)

■ Non Pen   
 ■ Pen Plant   
 ■ Others



**Total**   
 |   
 ₹ **8,484.35**  
 Lakhs

## APIs

### PLI Scheme

Capex commitment of

**₹ 80**

Crores

**Filed by Kopran Limited**

### Improve facility and enhance capacity:

Completed upgradation and expansion of Mahad facility, undertake during the last fiscal

Completed upgradation and expansion of Solvent Recovery Plant.

The expansion of Non-Sterile plant undertaken by the Company will be completed by end of January 2022

### Panoli site

The development of Panoli site has commenced and is expected to be completed by end of April 2022



## Formulations

Automisation of manufacturing and packaging line to increase output of finished products, efficiency across production chain and reduce variable and manpower cost

## Kopran Research Laboratories Ltd.



Facility:

API

Located at  
**MIDC Mahad, Maharashtra**

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

**180 kl**  
Capacity

## Kopran Limited



Facility:

Formulations

Located at  
**Khopoli, Maharashtra**

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

## 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

## Accreditations

The plant has been approved by



\*except for sterile block

## Dedicated and versatile facilities for

- Atenolol
- Pregabalin
- 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

**20+**

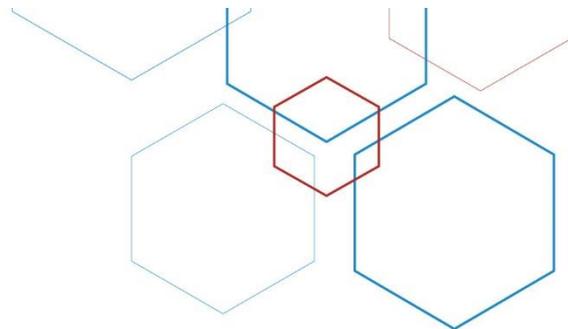
Products commercialised

**20**

DMFs Filed

## Process and yield improvement

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



## US and other Regulated markets

US FDA

7 USDMF Filed (Atenolol, Pregabalin, Azithromycin, Metoprolol Tartrate, Metoprolol Succinate, Doripenem & Biapenem).  
Ticagrelor will be filed by 31st December 2021 and Rivaroxaban will be filed by 30th June 2022 in US

1 Approved (Atenolol)

EU CEP

Amlodipne Besilate filed in May 2021.

Metoprolol succinate and Metoprolol tartrate filed in April 2021

1 Pending Approval (Lymecycline is pending for approval)

4 Approved

### Atenolol – Anti-hypertensive Drug

- ◆ Poised to gain a major market share of the US market in next two years
- ◆ Received approval from US FDA, European FDA and Chinese SFDA

8 DMF's will be filed in FY 22-23 of which

4 products will be filled in Q1 FY 22-23 and

4 products to be filled in Q2 FY 22-23

### Develop blockbuster products:

- ◆ Target Regulated markets through a strong pipeline on blockbuster products
- ◆ Build Anti-diabetic and Anti-thrombosis product portfolio
- ◆ Developing the entire range of carbapenems

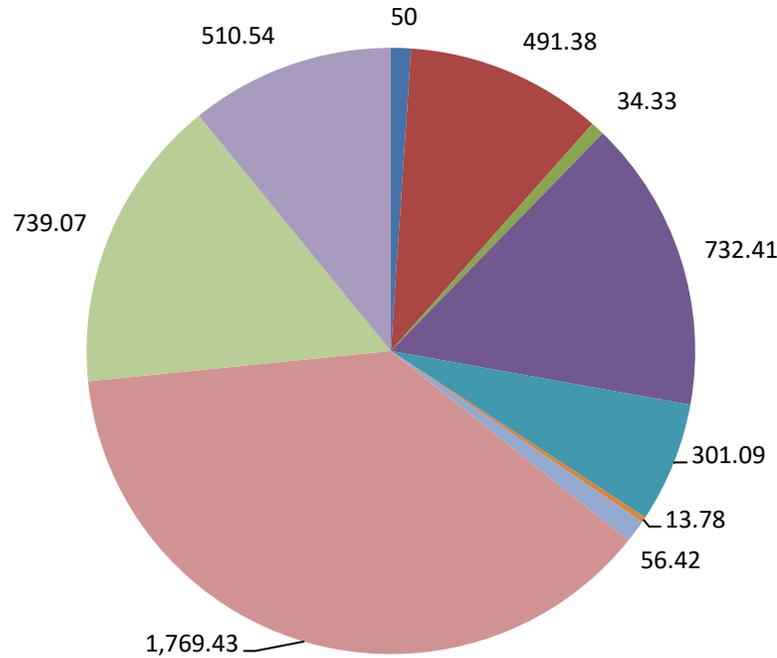
2 product commercialised in FY H1 2021-22

2 product R&D completed in H1 FY 2021-22

<b>Products under Pipeline</b>	<b>Therapeutic Category</b>	<b>R&amp;D</b>	<b>Scaleup</b>	<b>Validation</b>	<b>Commercialization</b>
Biapenem	Carbapenem	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>
Tebipenem	Carbapenem	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>	
Faropenem <sup>#</sup>	Carbapenem	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>	Q4 FY 21-22
Imipenem NS <sup>\$</sup>	Carbapenem	<u>Completed</u>	<u>Completed</u>	Q1 FY 22-23	Q3 FY 22-23
Ertapenem <sup>\$</sup>	Carbapenem	<u>Completed</u>	Q4 FY 21-22	Q4 FY 21-22	Q2 FY 2-23
Ticagrelor <sup>\$</sup>	Anti-thrombotic	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>
Rivaroxaban <sup>\$</sup>	Anti-icoagulant	<u>Completed</u>	<u>Completed</u>	<u>Completed</u>	Q4 FY 21-22
Apixaban <sup>\$</sup>	Anti-coagulant	<u>Completed</u>	<u>Completed</u>	Q1 FY 21-22	Q4 FY 22-23
Empagliflozin <sup>\$</sup>	Anti-diabetic	<u>Completed</u>	Q3 FY 21-22	Q3 FY 21-22	
Dapagliflozin <sup>\$</sup>	Anti-diabetic	Q3 FY 21-22	Q4 FY 21-22	Q4 FY 21-22	
Canagliflozin <sup>\$</sup>	Anti-diabetic	Q4 FY 20-21	Q4 FY 21-22	Q4 FY 21-22	Q4 FY22-23

Q1 FY 2021-22 (₹ Lakhs)

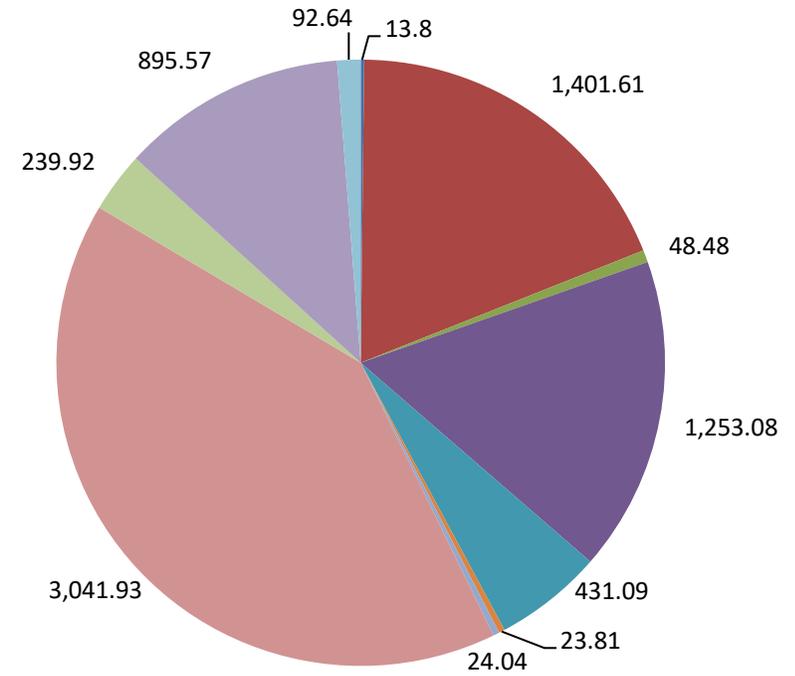
- Advance Intermediate
- Anti-Hypertensive
- Gastroenterology
- Macrolides
- Neuromodulator
- Other Product Sales
- Scrap Sales
- Steriles Carbapenems
- Steriles Cephalosporin
- Urological



**Total** ₹ **4,698.45**  
Lakhs

Q2 FY 2021-22 (₹ Lakhs)

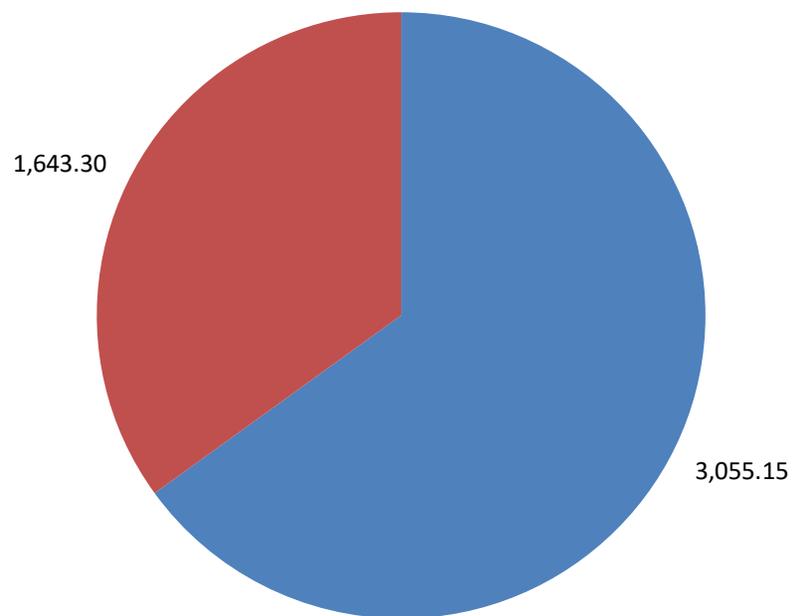
- Advance Intermediate
- Anti-Hypertensive
- Gastroenterology
- Macrolides
- Neuromodulator
- Other Product Sales
- Scrap Sales
- Steriles Carbapenems
- Steriles Cephalosporin
- Urological
- Anti-Thrombosis



**Total** ₹ **7,465.97**  
Lakhs

Q1 FY 2021-22 (₹ Lakhs)

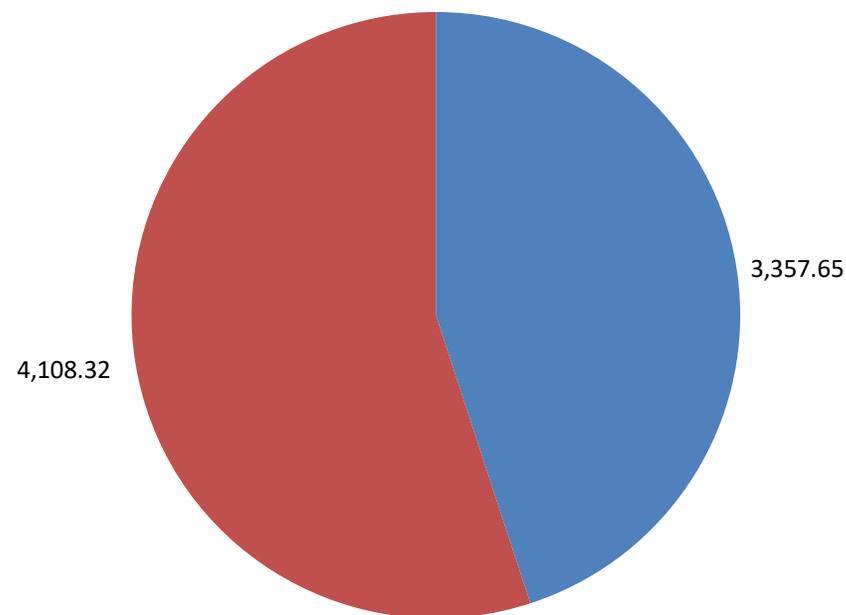
■ Local Sales ■ Export Sales



Total **₹ 4,698.45**  
Lakhs

Q2 FY 2021-22 (₹ Lakhs)

■ Local Sales ■ Export Sales



Total **₹ 7,465.97**  
Lakhs

## 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
- ◆ Amoxicillin
- ◆ Ampicillin
- ◆ Cloxacillin
- ◆ Amoxy Clauv

### Non-Penicillin-based Finished Dosage Forms

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

## Dedicated Facilities

- ◆ Penicillin-based Finished Dosage Forms
- ◆ Non-Penicillin-based Finished Dosage Forms

## Accreditations

- ◆ Approved by 12 countries including MHRA (UK), SAPHRA South Africa (formerly MCC), Health Canada (Canada), FDA Philippines, TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, FMHACA Ethiopia, MCAZ Zimbabwe, MOH Oman, MOH Iraq, MOH Yemen, TGA Australia, DPM Ivory Coast
- ◆ GMP Certification by FDA, Government of Maharashtra
- ◆ WHO GMP Certification by CDSCO, Government of India
- ◆ DPM Ivory Coast and Health Canada (Canada)

## Process/Technology and Yield Improvement:

Continuous measures taken towards process/technology and yield improvement for making products more competitive and profitable

## Aggressively Target Tender Markets:

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

## Automisation and expansion of capacities for:

- ◆ Increase output
- ◆ Improve efficiency across value chain
- ◆ Reduce variable cost

## Emphasis on Regulated Market:

- ◆ Develop products/formulations that match references/innovators' products for the Regulated markets
- ◆ Canada and the UK
  - Markets largely dominated by contract manufacturing business
  - Canada Filings 02 products H1 FY 2021-22
  - UK Filings 01 product 2 strengths in H1 FY 2021-22

## 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 140 dossiers in H1 FY 2021-22



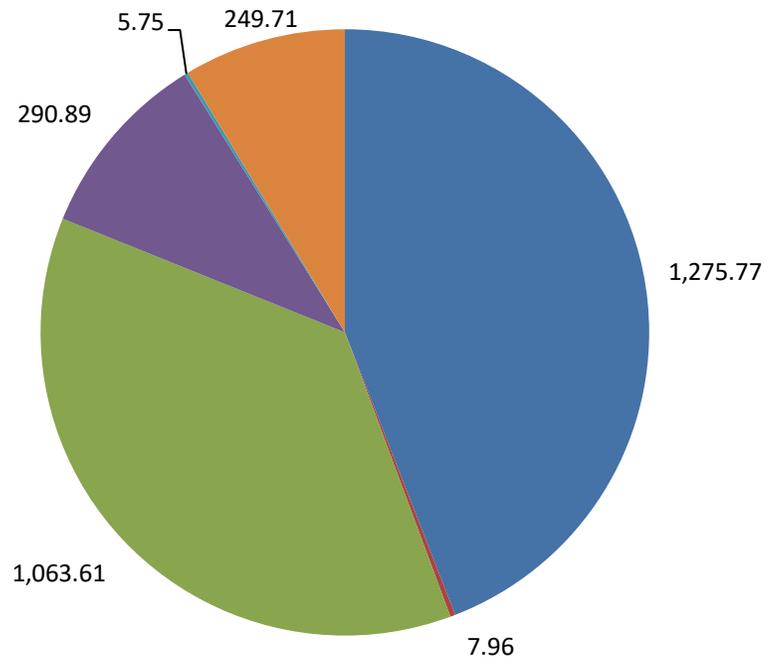
## Growing Into New Markets:

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

- 
- 71** Dossiers filed in Africa & French West Africa region in H1 FY 2021-22
  - 17** Dossiers filed in South East Asia region in H1 FY 2021-22
  - 52** Dossiers filed in Latin America region in H1 FY 2021-22
-

Q1 FY 2021-22 (₹ Lakhs)

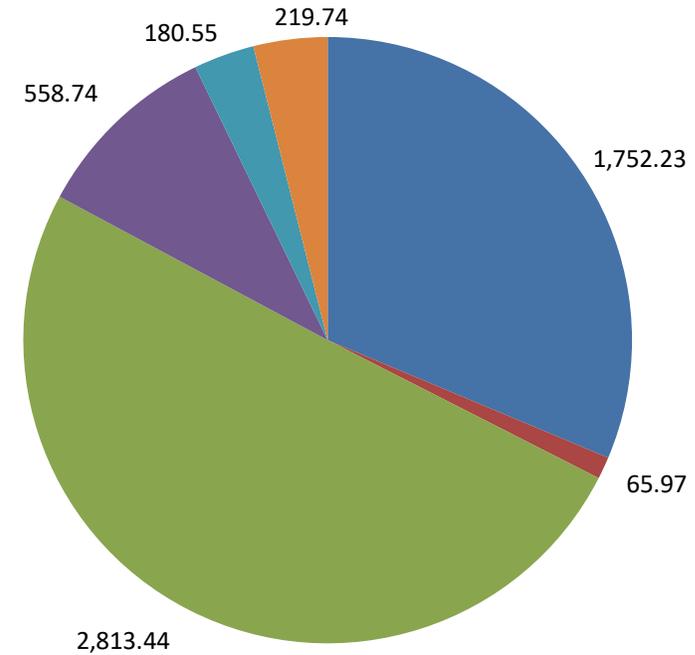
■ Africa ■ Local ■ South Africa ■ Southeast Asia ■ UK ■ Iraq



Total **₹ 2,893.68**  
Lakhs

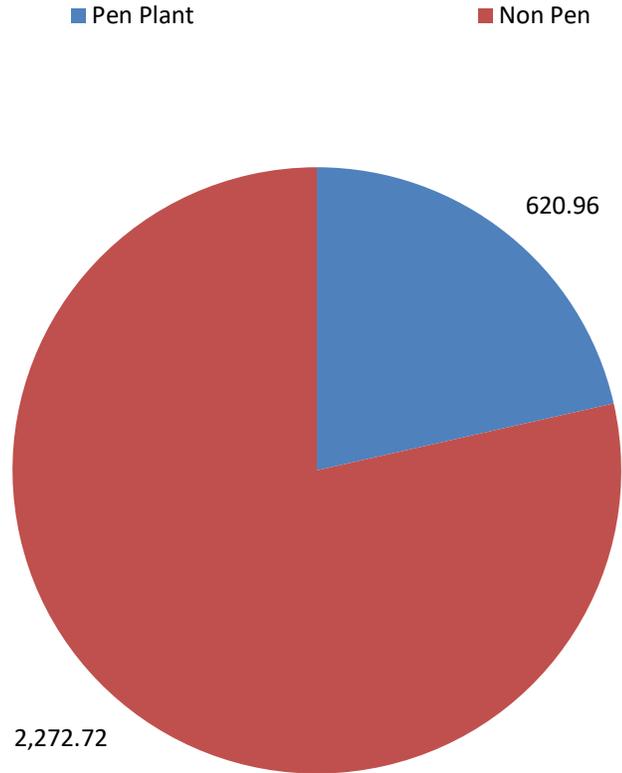
Q2 FY 2021-22 (₹ Lakhs)

■ Africa ■ Local ■ South Africa ■ Southeast Asia ■ UK ■ Latem



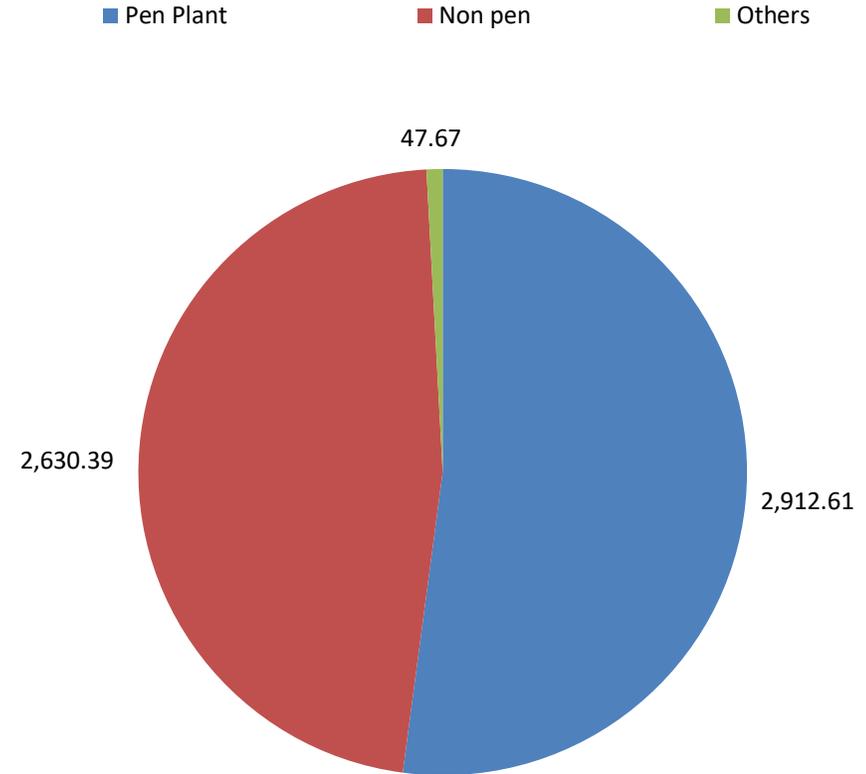
Total **₹ 5,590.67**  
Lakhs

Q1 FY 2021-22 (₹ Lakhs)



Total ₹ **2,893.68**  
Lakhs

Q2 FY 2021-22 (₹ Lakhs)



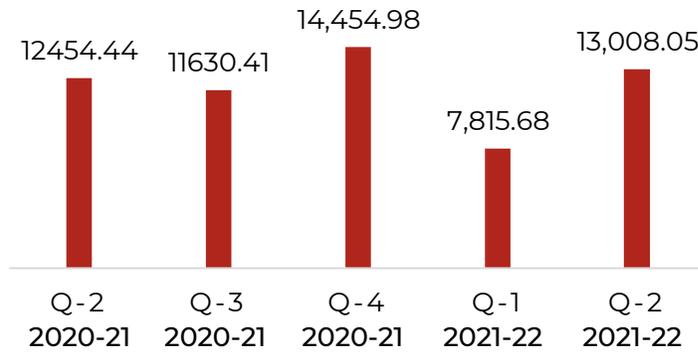
Total ₹ **5,590.67**  
Lakhs



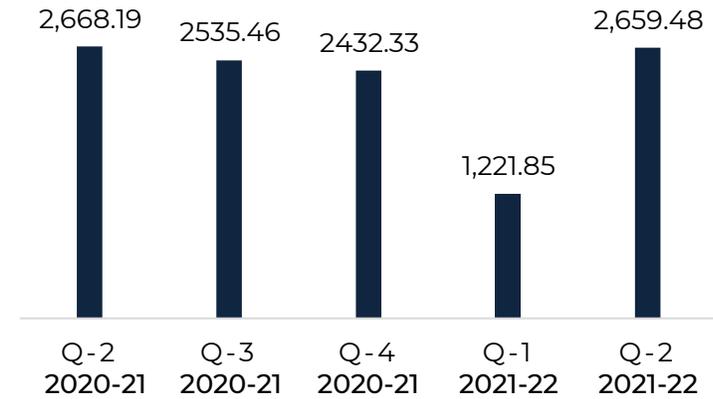
# FINANCIAL PERFORMANCE



Sales/Other Income (₹ Lakhs)

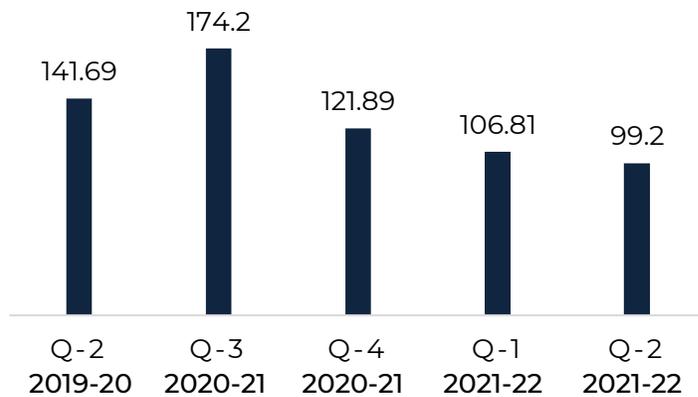


EBIDTA \* (₹ Lakhs)

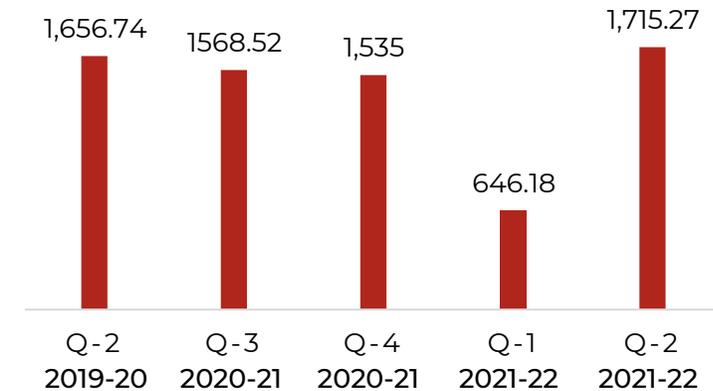


\*EBIDTA including other incomes

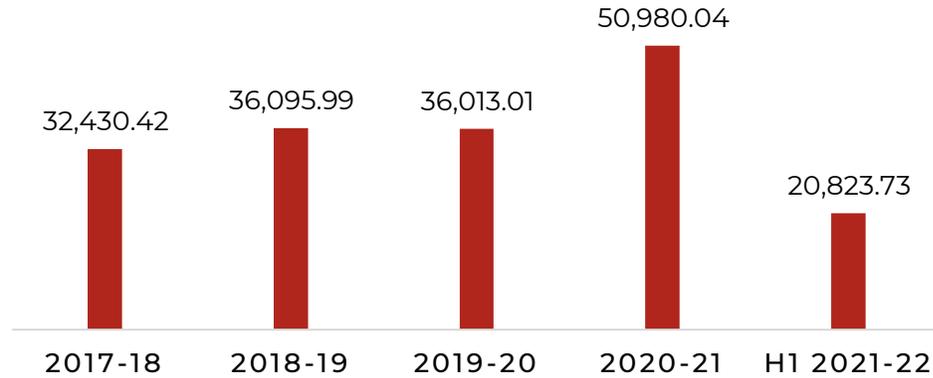
Finance Costs (₹ Lakhs)



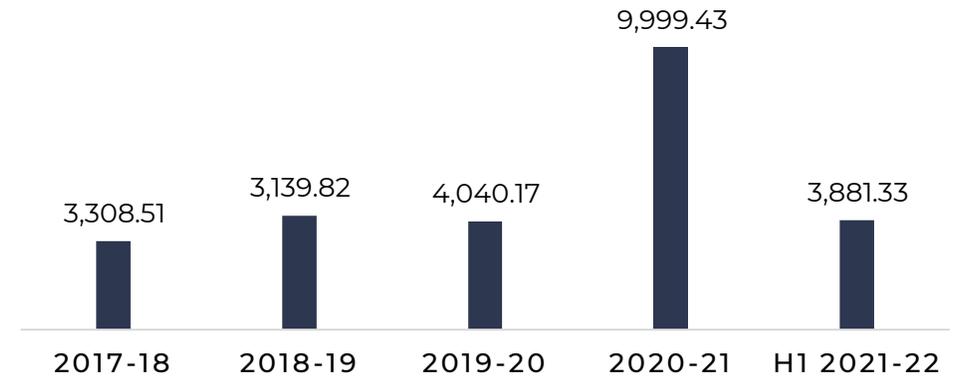
Net Profit/(Loss) (₹ Lakhs)



Sales/Other Income (₹ Lakhs)

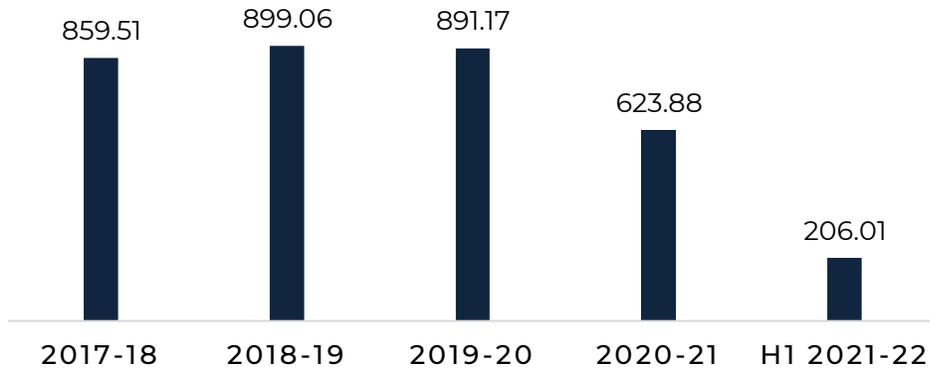


EBIDTA \* (₹ Lakhs)

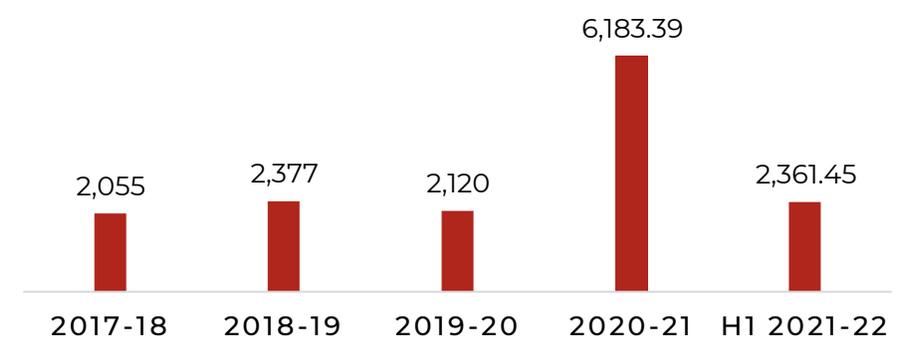


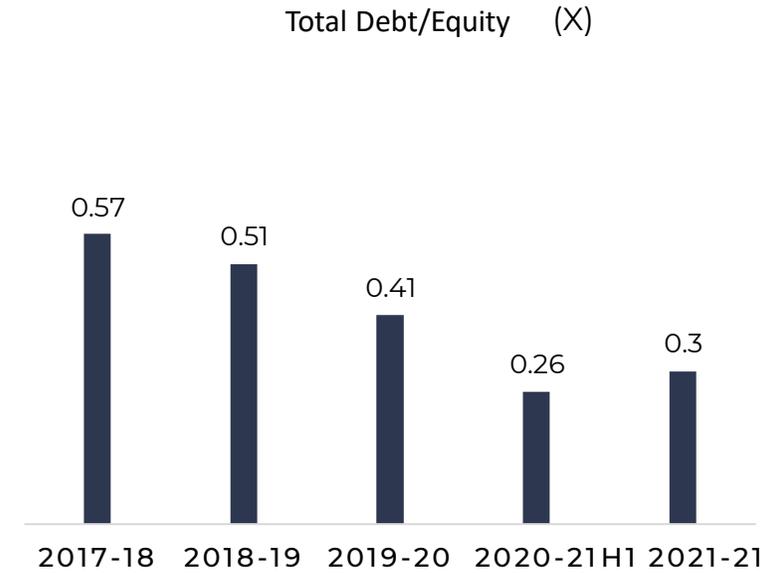
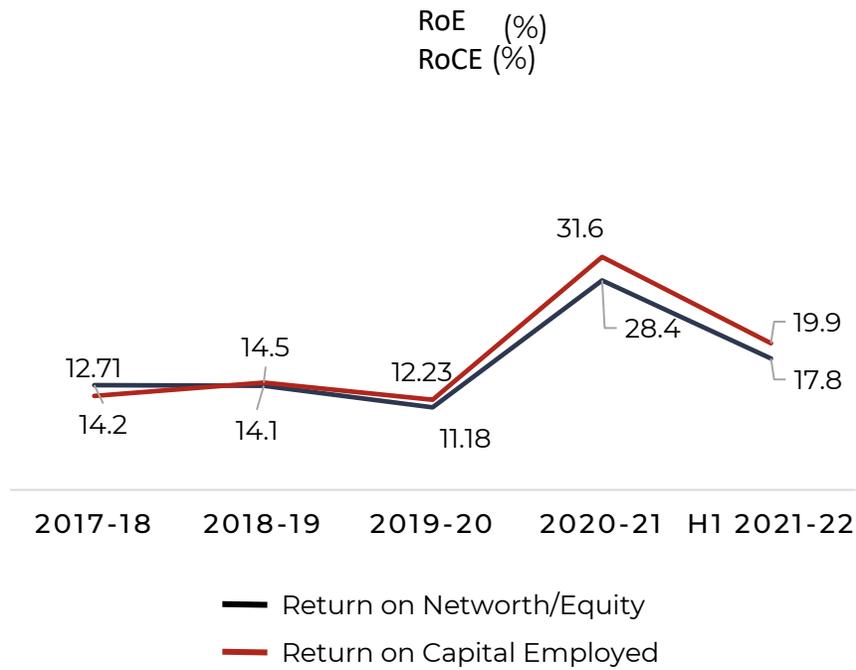
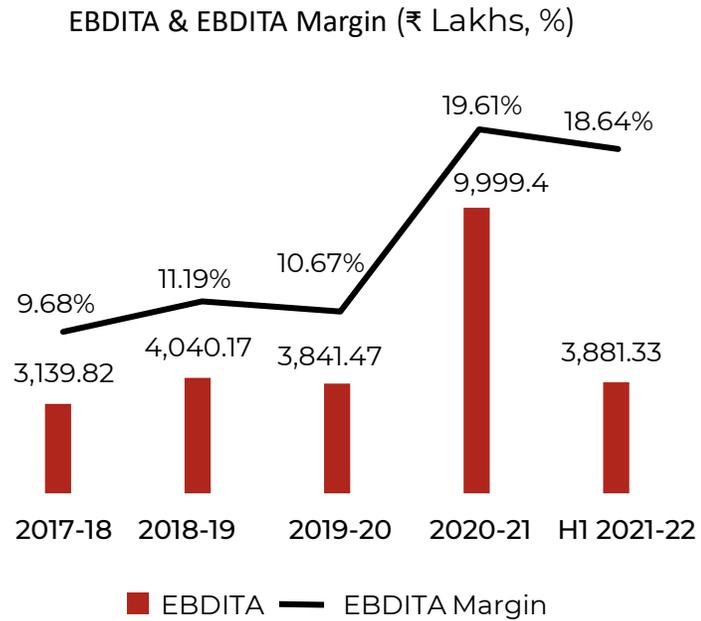
\*EBIDTA including other incomes

Finance Costs (₹ Lakhs)



Net Profit/(Loss) (₹ Lakhs)





H1 figures are on annualised basis

# Consolidated Financial Highlights

(₹ Lakhs)

Particulars	H1 2021-22	FY 2020-21	FY 2019-20	FY 2018-19	FY 2017-18
Equity share capital	<b>4325.16</b>	4325.16	4,324.89	4,324.89	4,324.89
Other equity	<b>21890.61</b>	20177.88	14,643.12	12,522.68	10,145.94
Networth	<b>26215.77</b>	24503.04	18,968.01	16,847.57	14,470.83
Fixed Assets(net)	<b>16776.07</b>	15508.37	14,139.16	13,691.55	11,436.93
Borrowings	<b>8,534.47</b>	6,429.49	7,806.19	8,656.32	8,203.51
Sales/Other Income	<b>20823.73</b>	50980.03	36,013.01	36,095.99	32,430.42
EBIDTA	<b>3,881.33</b>	9999.43	4,695.65	4,913.68	4,005.36
Finance Costs	<b>206.01</b>	623.88	891.17	899.06	859.51
Depreciation	<b>553.01</b>	1,019.18	957.69	873.92	851.29
Tax expenses	<b>760.86</b>	2,172.98	726.34	763.95	239.90
Net Profit/(loss)	<b>2,361.45</b>	6,183.39	2,120.45	2,376.75	2,054.66
Earning per share(Rs)	<b>5.42</b>	14.24	4.86	5.55	4.74



**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

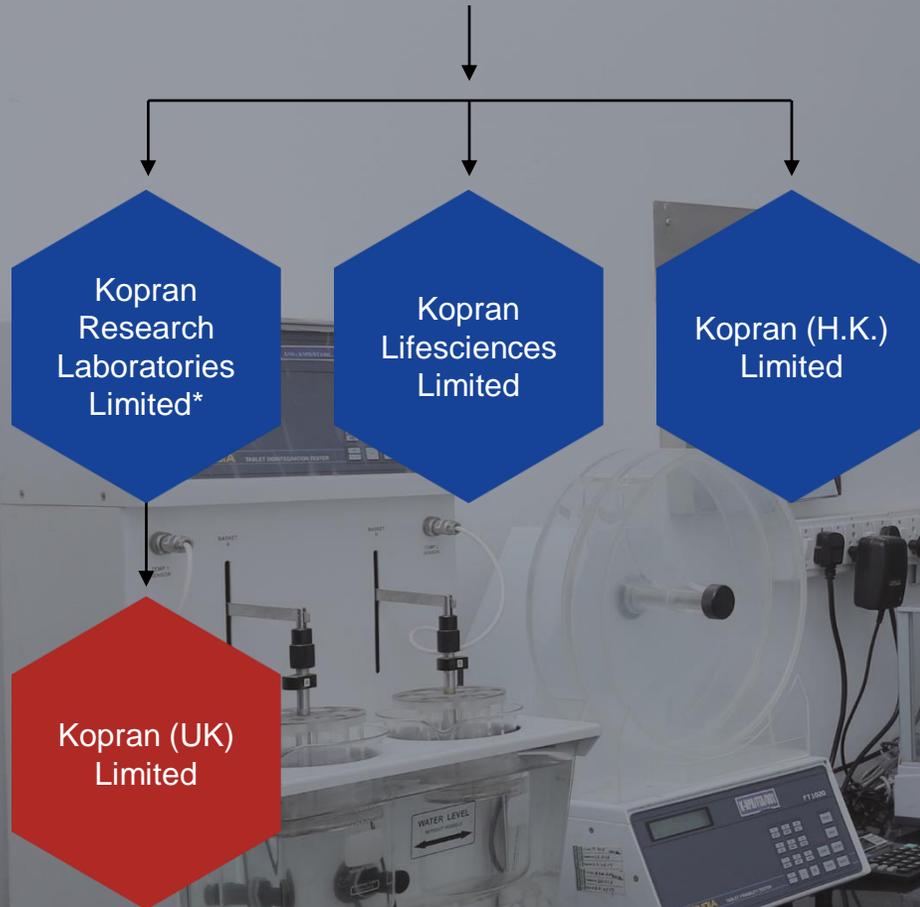


**Mr. Susheel Somani**  
Director

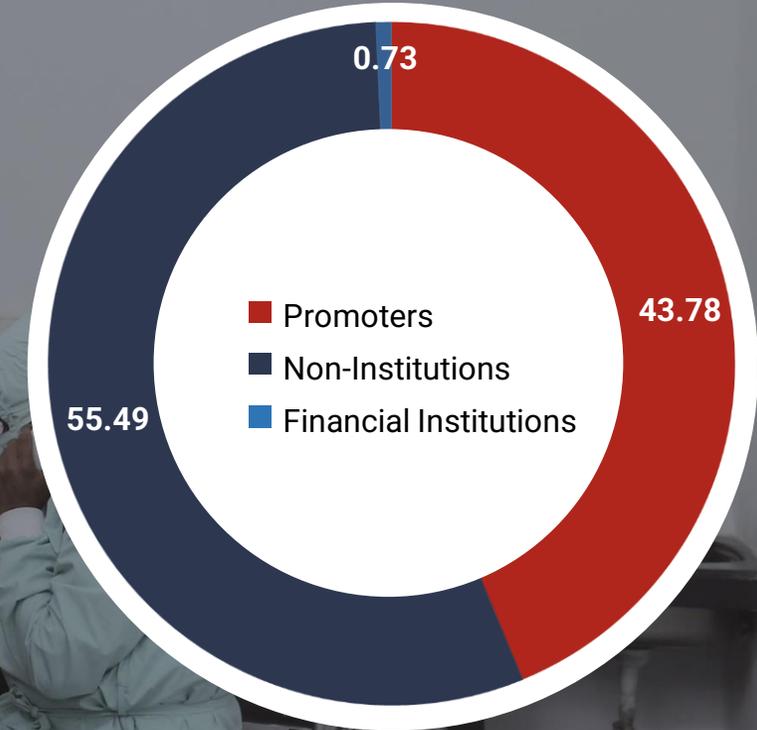


**Mr. Varun Surendra Somani**  
Director

## Kopran Limited



## Shareholding Pattern (%)



## 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

For more information about us,  
please visit [www.kopran.com](http://www.kopran.com)

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Tel.: +91 8692991999

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**THANK YOU**