



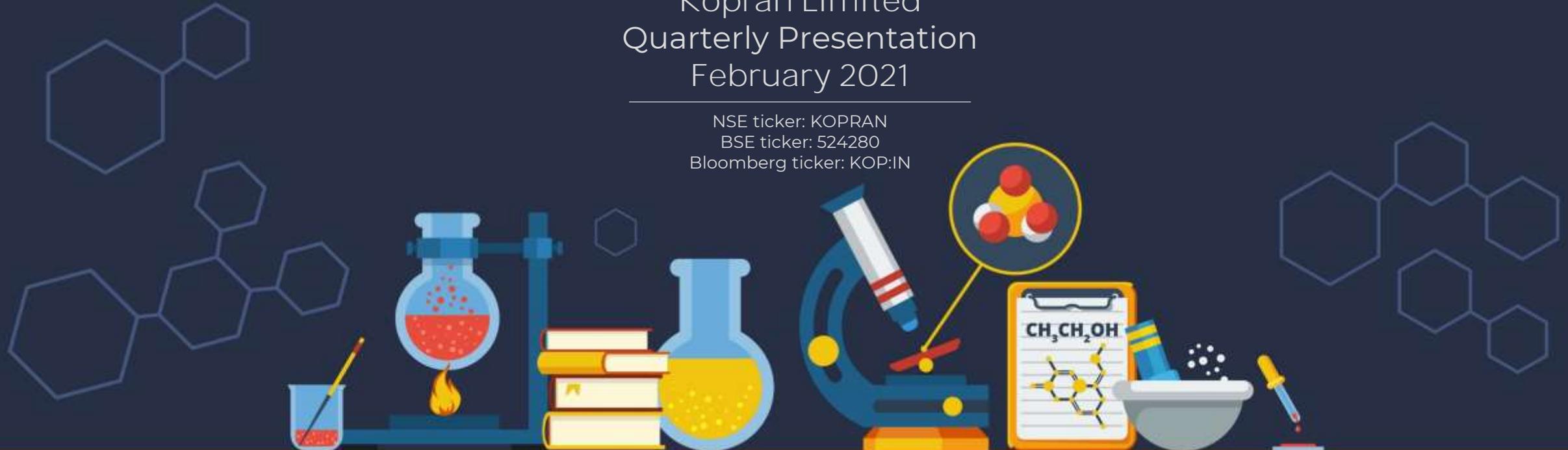
An Integrated Global Pharmaceutical Company



Growth-Driven.
Future-Focused.

Kopran Limited
Quarterly Presentation
February 2021

NSE ticker: KOPRAN
BSE ticker: 524280
Bloomberg ticker: KOP:IN



A Parijat Enterprise Company



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Who we are?

- 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



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

50+ Nations - **export reach**

Technology-focused Company

Serving Regulated and Non-Regulated markets

Kopran Research Laboratories Ltd.



Facility:
 Located at MIDC Mahad, Maharashtra,
11,900 sq. mts. built-up area
 162 kl Capacity

Dedicated and versatile facilities for:

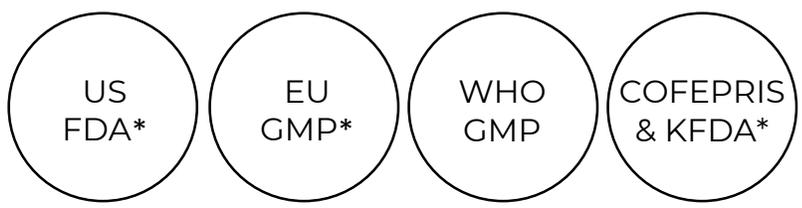
- ⚡ Atenolol
- ⚡ Pregabalin
- ⚡ Cephalosporins - Non-Sterile & Sterile
- ⚡ Macrolides
- ⚡ Granules
- ⚡ Sterile Carbapenems
- ⚡ Multipurpose plants
- ⚡ Pilot plants

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

- Product Segments,
- ⚡ Anti-hypertensive
 - ⚡ Macrolides
 - ⚡ Neuromodulator
 - ⚡ Urological
 - ⚡ Anti-infective/Anti-acne
 - ⚡ Sterile Carbapenems
 - ⚡ Sterile Cephalosporins
 - ⚡ Anti-thrombosis
 - ⚡ Gastroenterology

20+ Products commercialised

20 DMF filings in various markets



Process and yield improvement:

Initiatives undertaken continuously for improving the existing product line

US and other Regulated markets

<p>US FDA</p>	<p>2 Filed in Q3 7 Total Filings 2 Filing planned for Q1 FY 2021-22 1 Approved (Atenolol)</p>	<p>Atenolol - Anti-hypertensive Drug</p> <ul style="list-style-type: none"> Expected to gain a major market share of the US market in next two years Received approval from US FDA, European FDA and Chinese SFDA
<p>EU CEP</p>	<p>4 Approved 1 Approval pending 2 Filings planned for Q1 FY 2021-22</p>	
<p>China SFDA</p>	<p>2 Filed 1 Approval received during the quarter</p>	

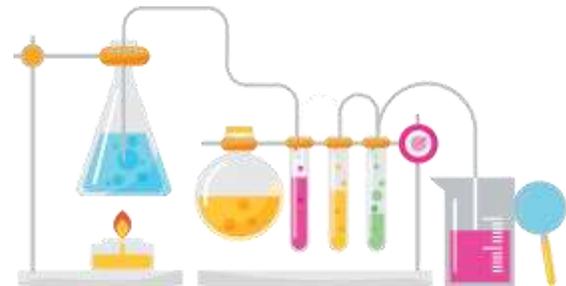
Emphasis on exports:

Leveraging expertise and capabilities by exploring, developing and commercialising products

- Focus on improving its share in remunerative export market
- Active engagement with large companies to secure long-term arrangement

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 products commercialised in 9M FY 2020-21

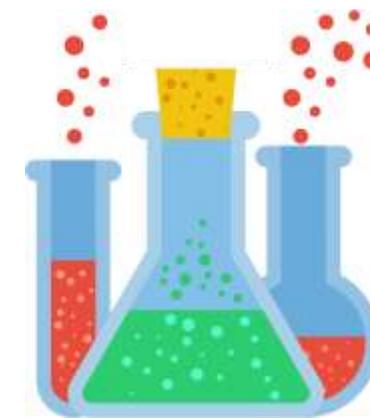
6 products validation batches taken in 9M FY 2020-21

8 products R&D completed

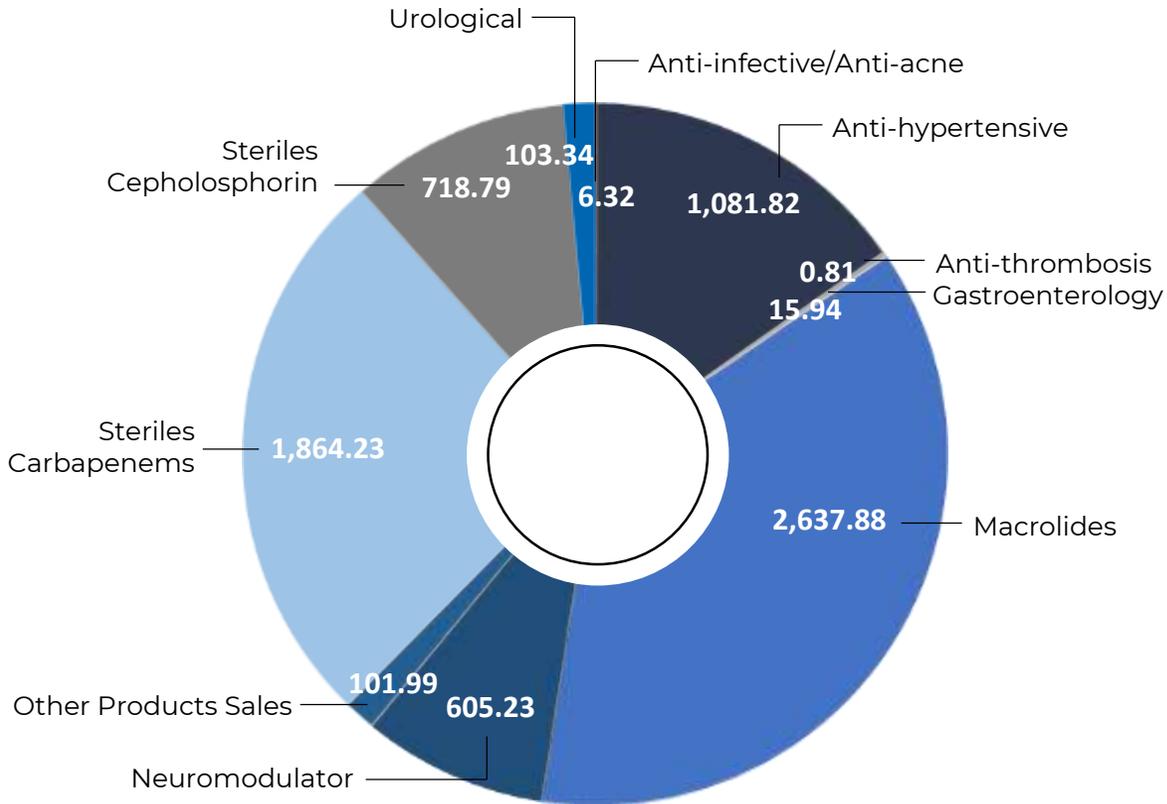
Products under Pipeline	Therapeutic Category	R&D	Scaleup	Validation	Commercialization
Biapenem	Carbapenem	Completed	Completed	Completed	Q4 FY 21-22
Tebipenem	Carbapenem	Completed	Completed	Completed	
Faropenem [#]	Carbapenem	Completed	Completed	Completed	Q1 FY 21-22
Imipenem ^{\$}	Carbapenem	Completed	Completed	Q1 FY 21-22	Launching in Q2 FY 2022
Imipenem ^{\$}	Carbapenem	Q1 FY 21-22	Q2 FY 21-22	Q2 FY 21-22	Q4 FY 21-22
Ticagrelor ^{\$}	Anti-thrombotic	Completed	Completed	Completed	Completed
Rivaroxaban ^{\$}	Anti-icoagulant	Completed	Completed	Completed	Q1 FY 21-22
Apixaban ^{\$}	Anti-coagulant	Completed	Q4 FY 20-21	Q1 FY 21-22	Q2 FY 21-22
Empagliflozin ^{\$}	Anti-diabetic	Q1 FY 21-22	Q1 FY 21-22	Q2 FY 21-22	Q2 FY 21-22
Dapagliflozin ^{\$}	Anti-diabetic	Q1 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q3 FY 21-22
Canagliflozin ^{\$}	Anti-diabetic	Q2 FY 21-22	Q2 FY 21-22	Q3 FY 21-22	Q4 FY 21-22
Nitroxoline [#]	Urological	Completed	Completed	Completed	Completed

[#]Ramping up the production capacity to meet the demand

^{\$}Creating infrastructure in the existing plant and increasing the capacity

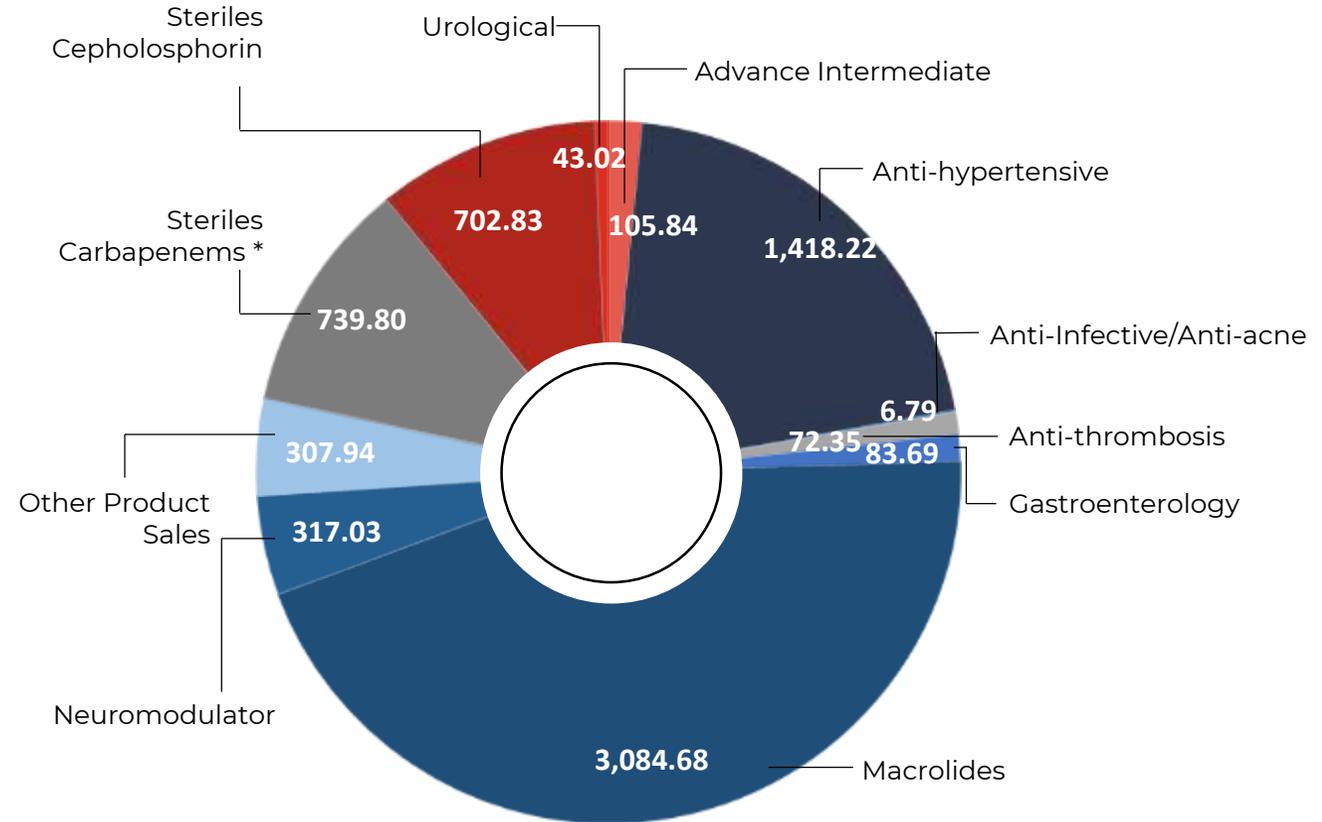


Q2 FY 2020-21 (₹ Lakhs)



Total ₹ **7,136.34** Lakhs

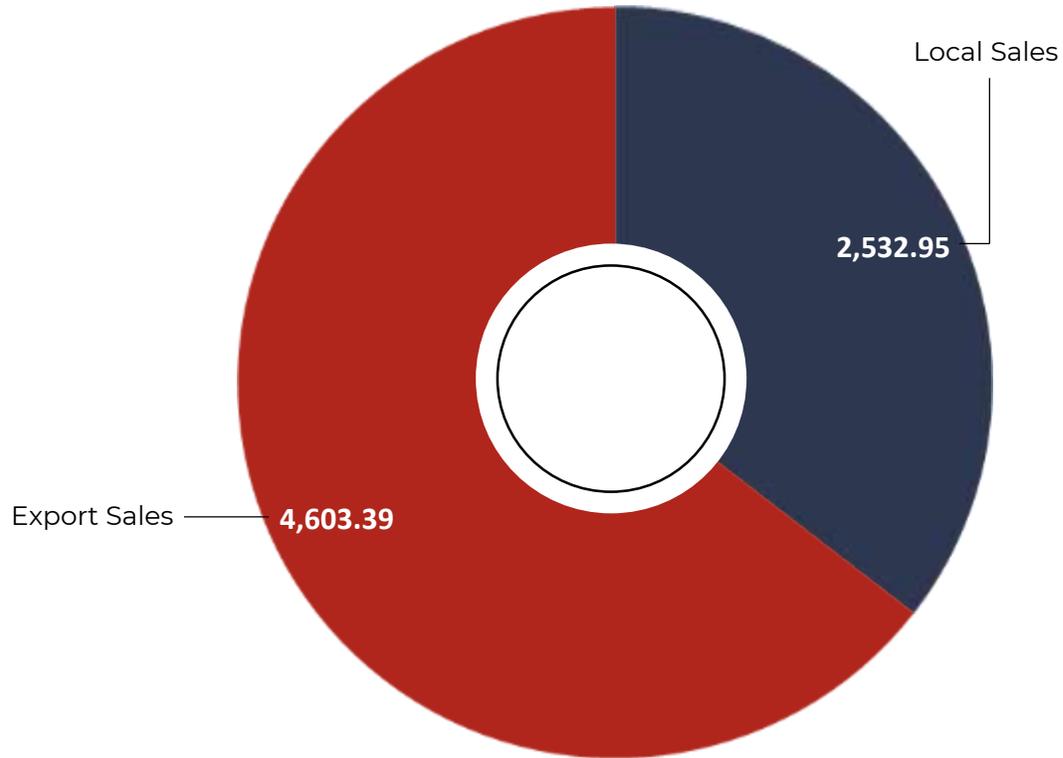
Q3 FY 2020-21 (₹ Lakhs)



Total ₹ **6,882.17** Lakhs

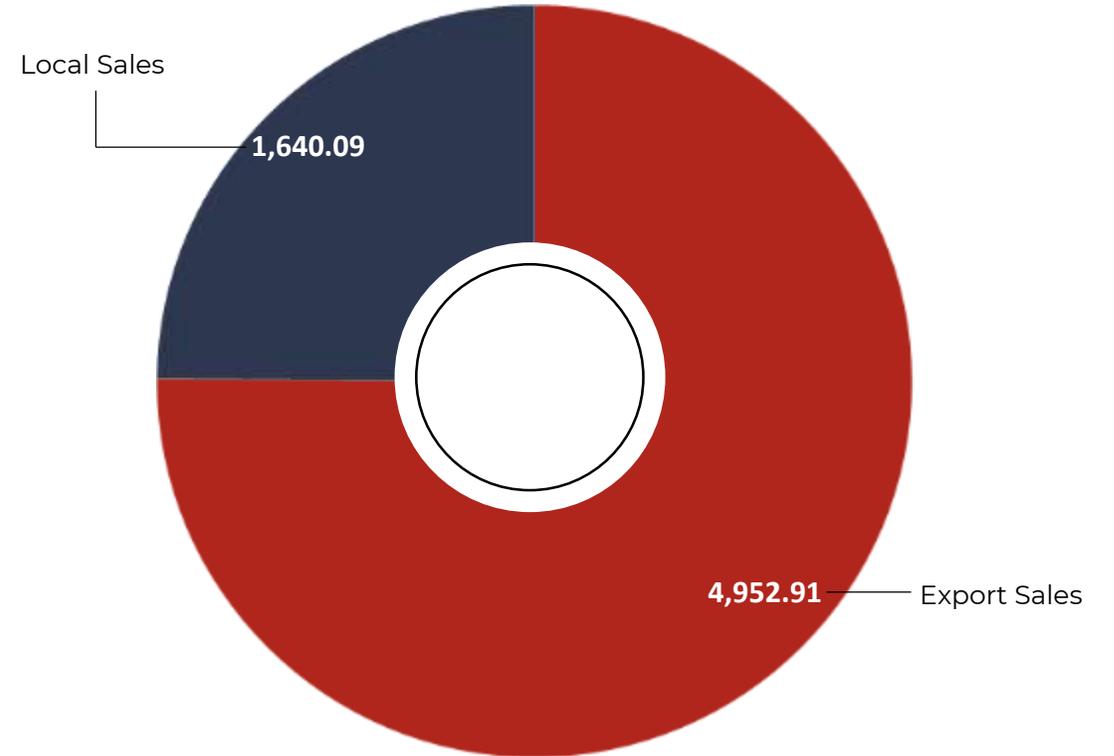
* Carbapenem is manufactured as per the planned campaigns. The lower contribution from Carbapenem in Q3 is due to disruption of campaigns owing to COVID-19.

Q2 FY 2020-21 (₹ Lakhs)



Total ₹ 7,136.34 Lakhs

Q3 FY 2020-21 (₹ Lakhs)



Total ₹ 6,882.17 Lakhs

Develop niche and blockbuster products:

- Developing complete range of Carbapenams to solidify the Company's position in the segment
- Developing Anti-thrombosis and Anti-diabetic portfolio

Improve facility and enhance capacity:

- Undertaking upgradation and expansion of 3 blocks at Mahad facility in Q4 to cater the increasing demand of existing products and manufacture new molecules that are being developed
- The planned expansion will result in shut down of certain plants for some period in March/April
- However we do not anticipate any adverse effect on our sales in Q4
- Developing Panoli site as an intermediate facility, which is expected to be operational by Q2/Q3 FY 2021-22

US Market:

- Plan to capture major share of the US Atenolol market in the next two years
- To achieve this feat, the Company is actively engaged with major players in the US for supply of Atenolol
- Plans to file DMFs for all new products being developed

Penetrate deeper in Regulated markets:

Plans to file DMFs for all new molecules in Regulated markets, thereby gaining a significant share in the market



Kopran Limited



Facility:
Located at Khopoli, Maharashtra,
11,432 sq. mts. of built-up area



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), TMDA Tanzania (formerly TFDA), NDA Uganda, PPB Kenya, MCAZ Zimbabwe, MOH Oman, MOH Iraq, FMHACA Ethiopia, MOH Yemen, FDA Philippines, TGA Australia, MOH Ivory Coast
- 🏠 GMP Certification by FDA, Government of Maharashtra
- 🏠 WHO GMP Certification by CDSCO, Government of India

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

Capacity:

Penicillin-based Finished Dosage Forms

- 🏠 1,747 million Capsules
- 🏠 31 million bottles of Dry Syrup
- 🏠 1,553 million Tablets

Non-Penicillin-based Finished Dosage Forms

- 🏠 2,000 million Tablets (uncoated)
- 🏠 1,000 million Tablets (coated)
- 🏠 947 million Capsules

Process/Technology and Yield Improvement:
Continuous measures taken towards process/technology and yield improvement for making products more competitive and profitable

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
 - 1 dossier planned for filing in Q4 FY 20-21, Canada
 - 2 dossier planned for filing in Q4 FY 20-21, UK
- South Africa
 - 4 dossiers filed in Q3 FY 20-21

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 56 dossiers in Q3 FY 20-21
-

Growing Into New Markets:

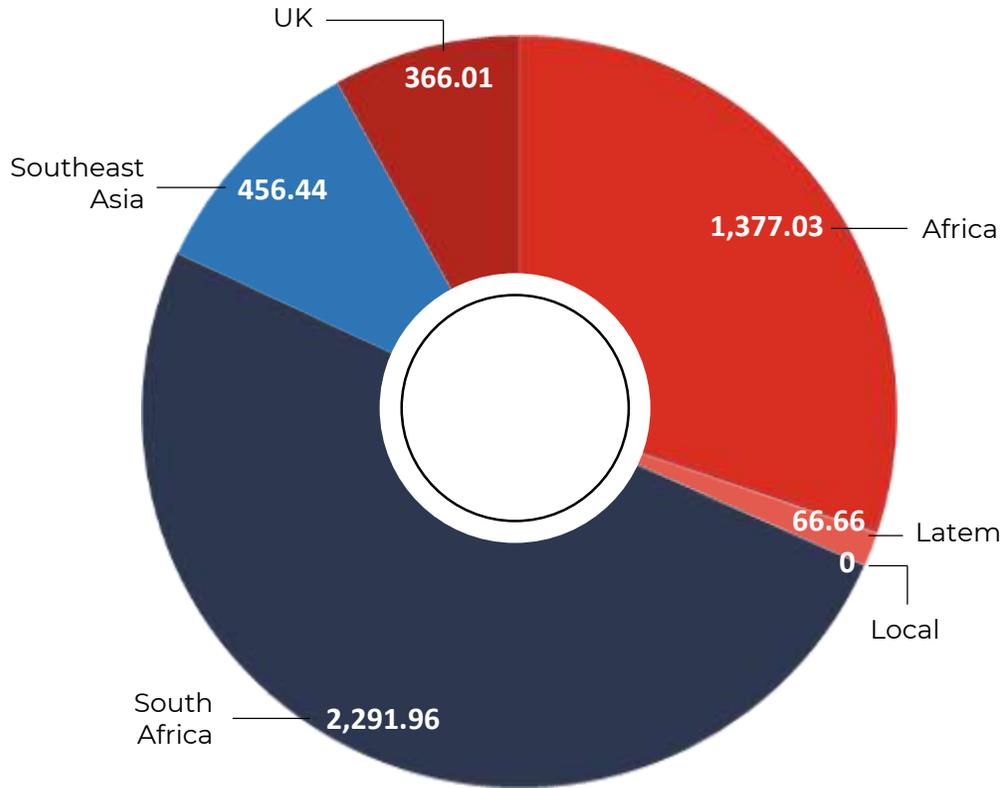
French West Africa, South-East Asia and few Latin American markets are the focus countries for expanding our presence and are at the forefront of formulation business



Aggressively Target Tender Markets:

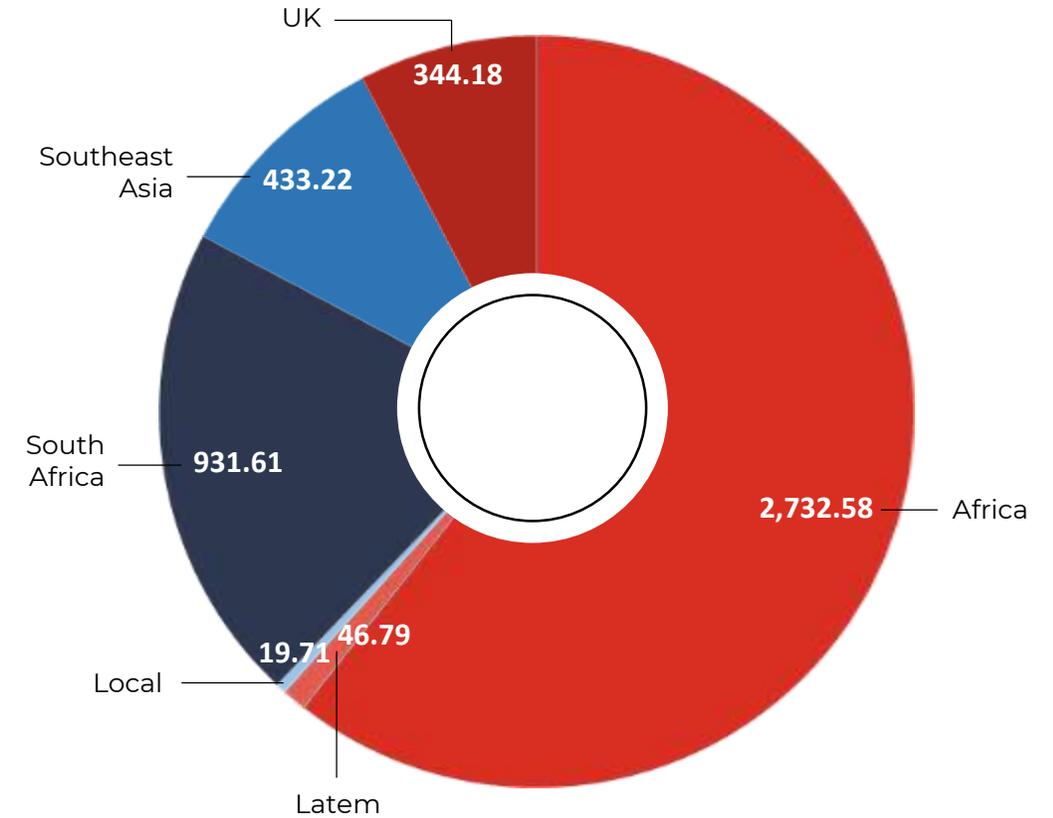
Actively participate in all tenders in African region for products in which company is present

Q2 FY 2020-21 (₹ Lakhs)



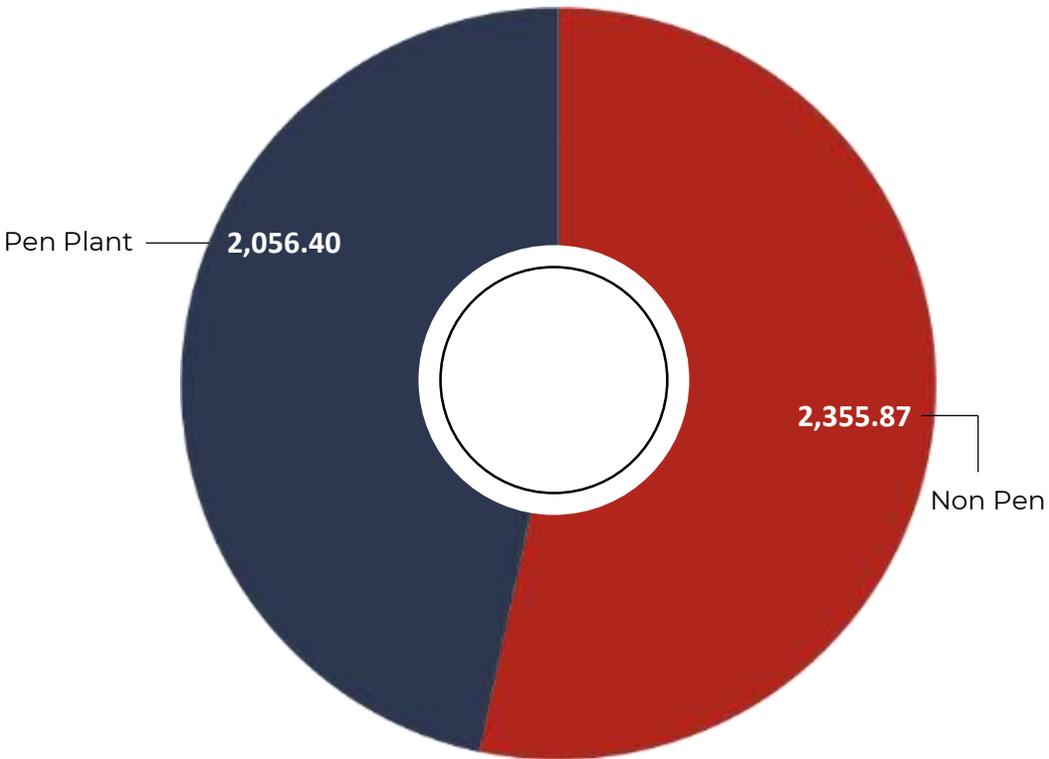
Total ₹ **4,558.1** Lakhs

Q3 FY 2020-21 (₹ Lakhs)



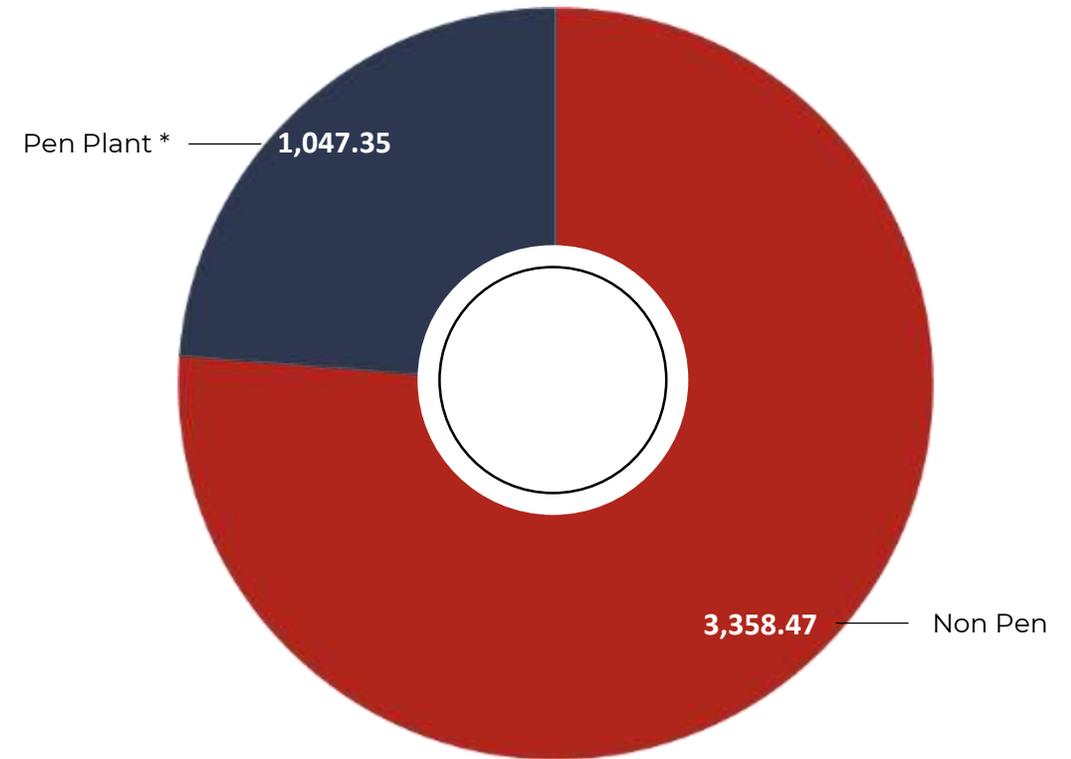
Total ₹ **4,508.09** Lakhs

Q2 FY 2020-21 (₹ Lakhs)



Total ₹ **4,412.27** Lakhs

Q3 FY 2020-21 (₹ Lakhs)



Total ₹ **4,405.82** Lakhs

*Penicillin products' demand was lower due to COVID-19. However, we anticipate demand to pick up from Q1 FY 2021-22.

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

Developments of products and dossiers

Regulated markets

- 4 dossiers filed in Q3
- 9 dossiers filed in 9M
- 3 dossiers planned for filing by end of Q4

Non-Regulated markets

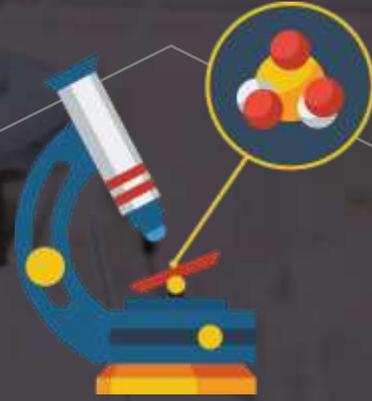
- 56 dossiers filed in Q3
- 157 dossiers filed in 9M
- 100+ dossiers planned for filing by end of Q4 2020-21

To actively participate in various tenders in the African region and add more products to product portfolio

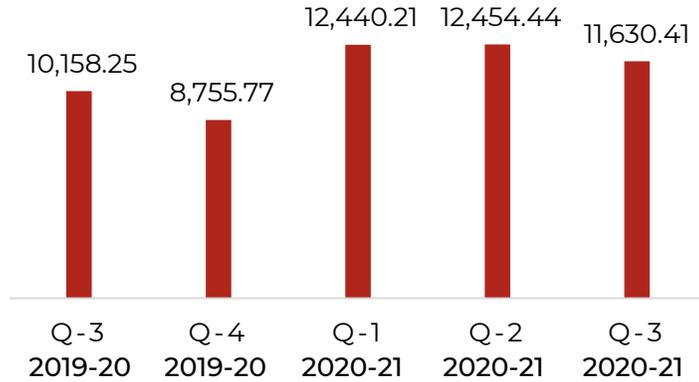
Execute large tenders won in SADC Region, Tanzania, Ethiopia



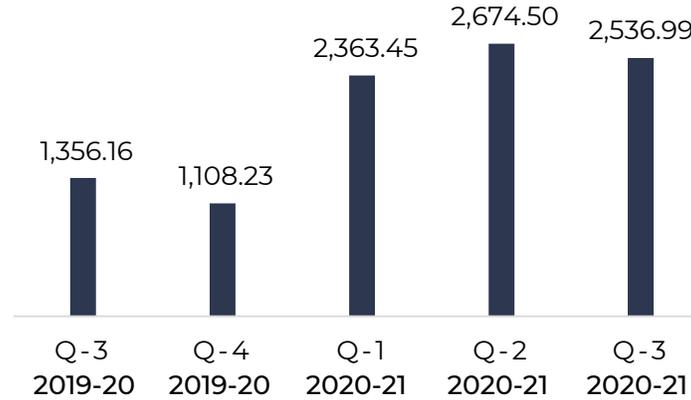
Financial Performance



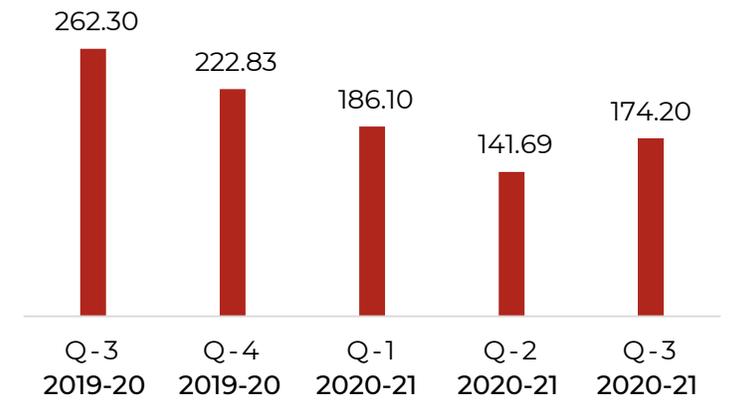
Sales/Other Income (₹ Lakhs)



EBIDTA * (₹ Lakhs)

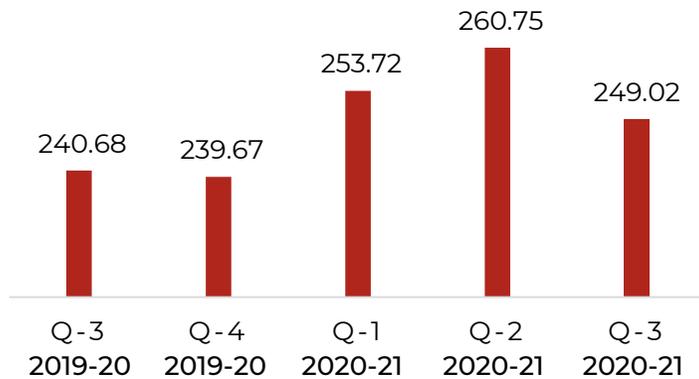


Finance Costs (₹ Lakhs)

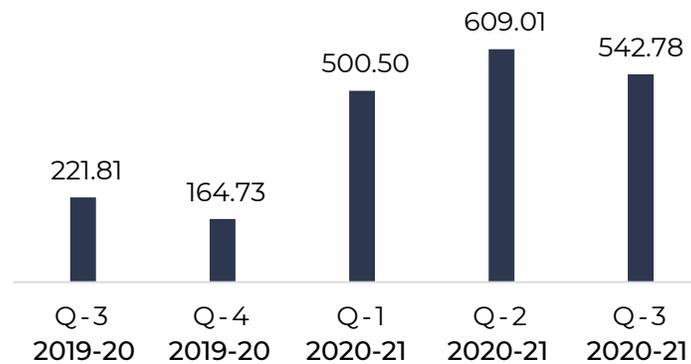


*EBIDTA including other incomes

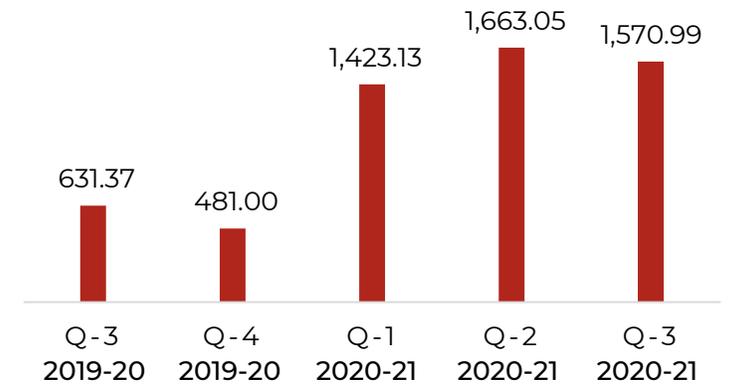
Depreciation (₹ Lakhs)

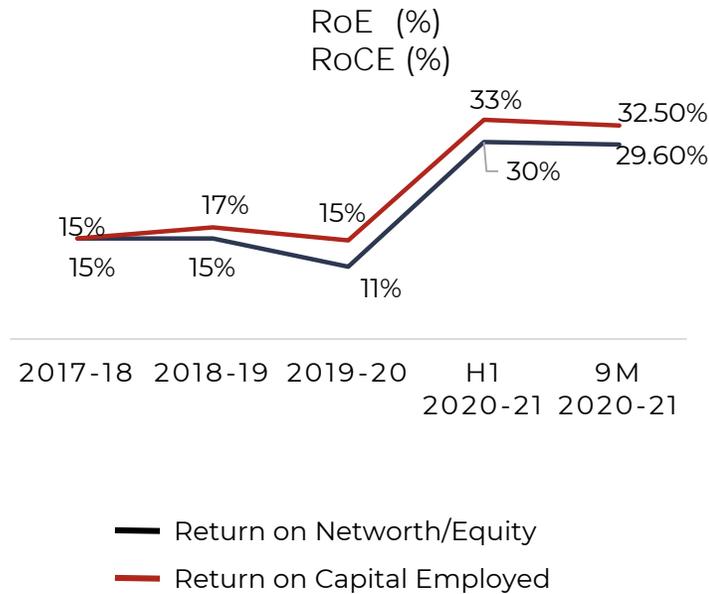
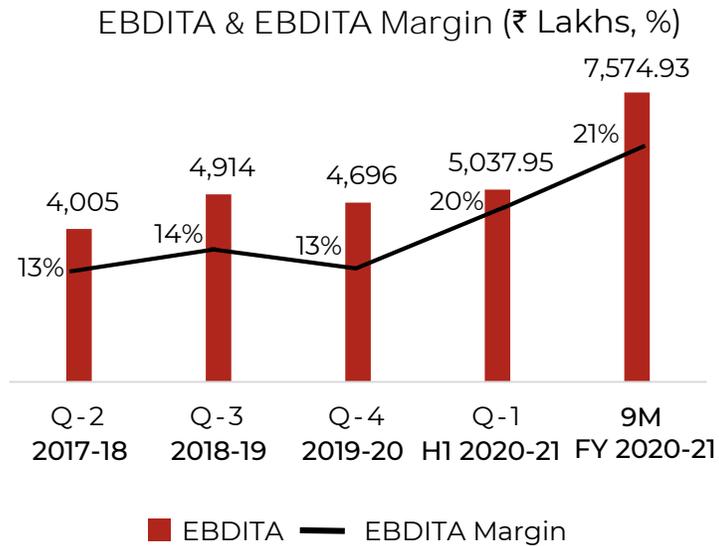


Tax expenses (₹ Lakhs)



Net Profit/(Loss) (₹ Lakhs)





* H1 FY 2020-21 figures are on annualized basis

(₹ Lakhs)

Particulars	9M FY 2020-21	H1 2020-21	2019-20	2018-19
Equity Share Capital	4324.89	4,324.89	4,324.89	4,324.89
Other Equity	18,651.29	17,722.32	14,643.12	12,522.68
Networth	22,976.18	22,047.21	18,968.01	16,847.57
Fixed Assets (net)	14012.88	14,012.88	14,139.16	13,691.55
Borrowings	6572	6,291.5	7,806.19	8,656.32
Sales/Other Income	24894.64	24,894.64	36,013.01	36,095.99
EBIDTA	7574.93	5,037.94	4,695.65	4,913.68
Finance Costs	501.99	327.79	891.17	899.06
Depreciation	763.49	514.47	957.69	873.92
Tax Expenses	1,652.29	1,109.51	726.34	763.95
Net Profit/(Loss)	4,657.17	3,079.20	2,120.45	2,376.75
Earning Per Share (Rs.)	-	7.13	4.86	5.55

Improved results in the current fiscal are the resultant effect of the initiatives undertaken in the last two years



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



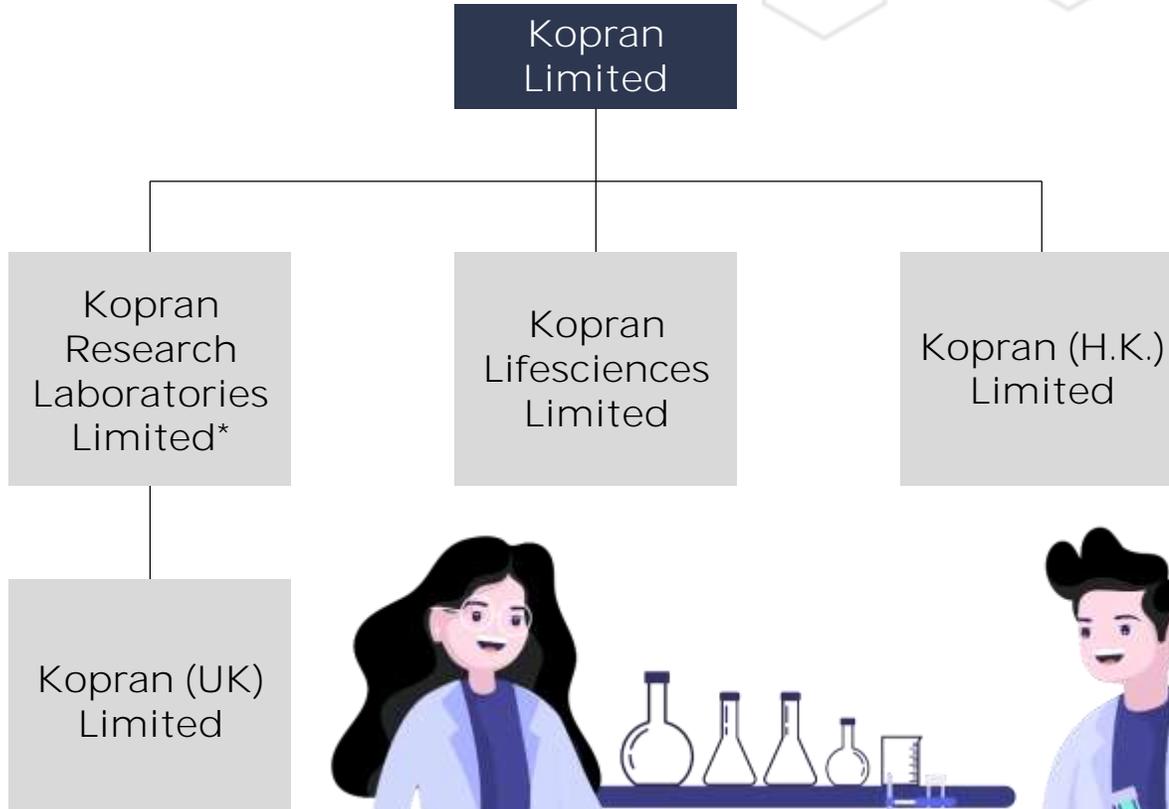
Dr. Sunita Banerji
Independent Director



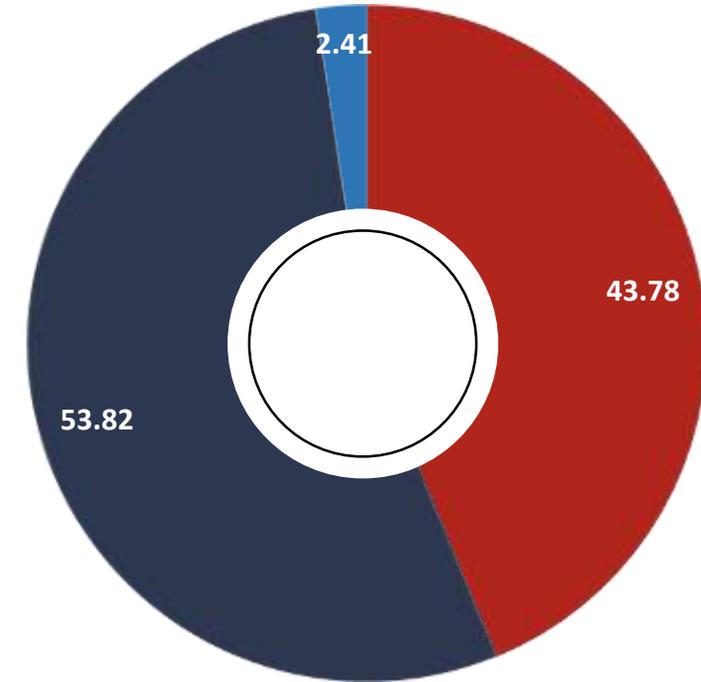
Mr. Susheel Somani
Director



Mr. Varun Surendra Somani
Director



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:
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Maharashtra (India)

Corporate Identification No.:
L24230MH1958PLC011078

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A scientist wearing a white lab coat, a white hairnet, and a white face mask is looking through the eyepieces of a microscope. The scene is set in a laboratory with various pieces of equipment visible in the background. The image has a dark, semi-transparent overlay.

Thank You