

# MANKIND PHARMA LIMITED

## INVESTOR PRESENTATION

Aug-2024







It is not the **age** or **size**  
But it is the..

**SPEED,**

that matters...





**Never follow the  
status quo...**

**Be a DISRUPTOR...**



Strive for  
**LEADERSHIP**



**LONG TERM  
THINKING**



**Shortcuts**





# SPEED

₹5 Cr  
1995

₹50 Cr  
2001

₹500 Cr  
2007

₹5,000 Cr  
2018

₹10,000 Cr  
2024

50,000 Cr  
??

“You become responsible in your dreams but  
**ACCOUNTABLE BY ANNOUNCING...**”

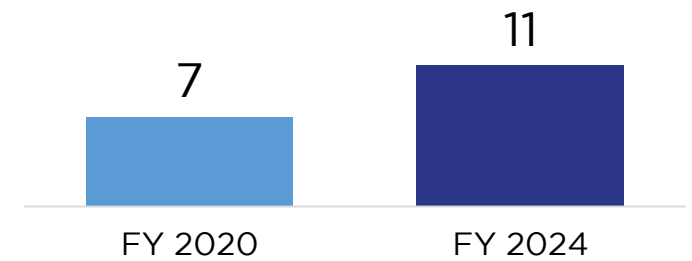
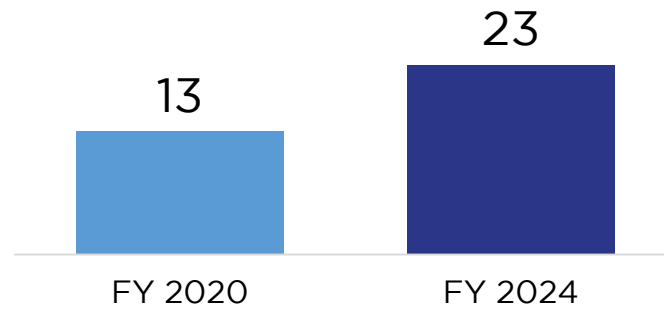
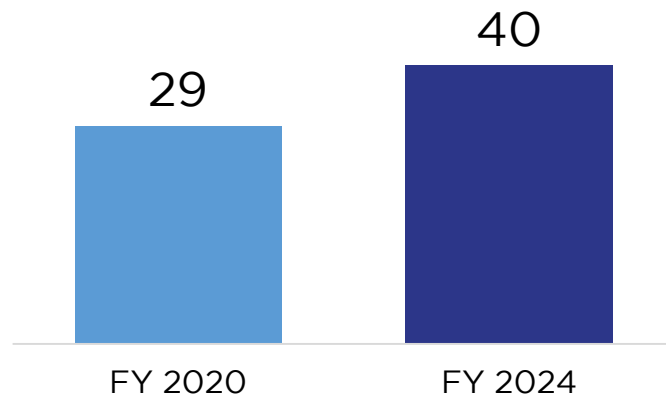


# SPEED

# Brands >INR 50 Crore

# Brands >INR 100 Crore

# Brands >INR 200 Crore





# DISRUPTOR



Bottoms - up  
Approach

Affordable  
Pricing

Brand  
"MANKIND"

DMF



Amitabh Bachchan



Mohanlal



Vijay Sethupathi



Saurav Ganguly



Anil Kumble



Mahesh Babu



Sunny Leone



Kartik Aryan



Sonam Kapoor



Ranveer Singh



Brahmanandam



Paresh Rawal &  
Neena Gupta



Anushka Shamra





# LEADERSHIP



Ranked  
**#1**

in prescriptions from  
last 7 years



Ranked  
**#2**

by Volume



Ranked  
**#4**

by Value

# Leading Brands across Categories

## Dominant Brands

**MANforce**<sup>®</sup>  
Condoms

#1

Condom Brand  
Market Share - 30%

**Prega News**<sup>®</sup>  
Means Good News

#1

Pregnancy Test Kit Brand  
Market Share - 84%

**AcneStar**<sup>®</sup> Gel

#1

Medicated Anti-Acne Brand  
Market Share - 34%

**UNWANTED-72**<sup>3</sup>

#1

Emergency Contraceptive Brand  
Market Share - 54%

**GAS-O-FAST**<sup>®</sup>  
SACHETS

#2

Antacid Powder Brand  
Market Share - 9%

Mankind's  
**HealthOK**<sup>™</sup>  
MULTIVITAMIN TABLETS

#8




Vitamins, Minerals, Nutrients Brand  
Market Share - 2.8%



# THINKING LONG TERM

## 1. Developing Strong Barriers to Entry

### Pan-India Market Coverage

-   
**5 lac+ Doctors**
-   
**10 lac+ Chemists**
-   
**16 k+ Field Force**

### Robust Manufacturing



**30 Manufacturing Facilities**

### Strong Distribution

-   
**13,000+ distributors across the country**



# THINKING LONG TERM

## Strategic Partnerships

1. Developing  
Strong Barriers to  
Entry

**Neptaz**

In-licensed from  
Novartis in 2023

**Nobeglar**<sup>®</sup>

In-licensed insulin  
from Biocon in 2023

**Symbicort**<sup>®</sup>

In-licensed from  
Astra Zeneca in 2023

**CRENZLO**

In-licensed inclisiran  
from Novartis in 2024



# THINKING LONG TERM

## 1. Developing Strong Barriers to Entry

Strategic Acquisitions#

Robust R&D Investments

6 R&D Units

Digital Adoption

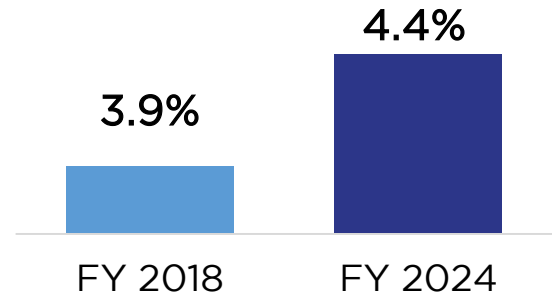
Source: Company # BSV Acquisition is subject to regulatory approvals



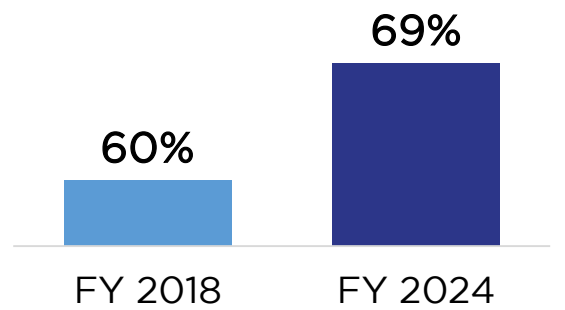
# THINKING LONG TERM

## 2. Expanding market share and covered market

Market Share



CVM share

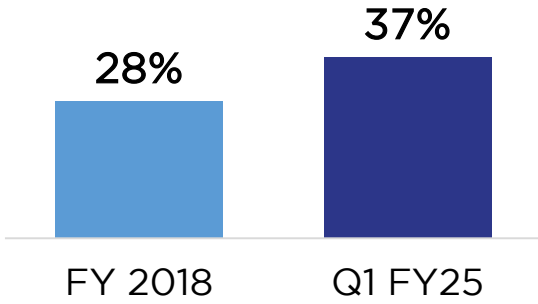




# THINKING LONG TERM

## 3. Expanding Chronic products

Chronic share



## Disruption Led Growth Journey

Creating High Entry Barrier



### 1. Bottoms-up approach

- 16,000+ Field Force
- 5 lakh+ doctor penetration
- 47% from Tier II - VI and rural areas



### 2. Brand Mankind

Forayed into Consumer Healthcare business to establish brand Mankind



### 3. Chronic Share

Chronic share increased from 1% in 2004 to 37% in Q1FY25



### 4. Expansion to DMs and KOLs

- Launched 10+ new specialty divisions
- 160+ DMF grade products in India
- 1<sup>st</sup> Indian company to launch **Dydrogesterone**
- In-licensed super specialty brands

Acquired Panacea portfolio



### 5. Innovative products for super Specialty

Acquired<sup>1</sup> BSV with a complex high entry barrier portfolio



# Mankind Pharma at a Glance

 <b>Market Leadership</b>	<p><b>#1</b> Rank in Prescriptions over the last seven years*</p>	<p><b>Youngest</b> in Top 5 of the IPM*</p>	<p><b>#4</b> Rank by value in IPM*</p>	<p><b>4</b> Consumer Healthcare brands ranked #1 in their categories*</p>
 <b>Scale</b>	<p><b>INR 10,335 Crore</b> FY24 Revenue</p>	<p><b>92%</b> FY24 Domestic Revenue</p>	<p><b>23</b> Brand families* worth INR 100 Cr+</p>	<p><b>16,000+</b> Mar'24 Field force***</p>
 <b>Growth</b>	<p><b>18.5%</b> Revenue CAGR FY21-24</p>	<p><b>16.5%</b> Domestic Business Revenue CAGR FY21-24</p>	<p><b>15.0%</b> Consumer Healthcare Revenue CAGR FY21-24</p>	<p><b>15.4%</b> EBITDA CAGR FY 21-24</p>
 <b>Profitability and Capital Efficiency</b>	<p><b>24.7%</b> FY24 EBITDA Margin</p>	<p><b>18.8%</b> FY24 PAT Margin</p>	<p><b>34.0%</b> FY24 ROCE**</p>	<p><b>28.9%</b> FY24 ROE**</p>

\*As per IQVIA; TTM March 2024; \*\*Refer Q1FY25 deck for Formulae; \*\*\*includes field managers

# Consistently expanding to Specialty and **SUPER SPECIALTY**



**Mankind Pharma Domestic**  
From mass market to consumer to specialty chronic

**Mass Market**  
(Acute/ Chronic / Semi Chronic)



**Specialty Chronic**  
(Cardio / Diabeto / CNS)



**Consumer Healthcare**  
(OTC)



**Innovative SUPER SPECIALTY portfolio**



**INR 8,816 Cr**  
Domestic Revenue  
(FY24)



**28% / 36%**  
Increase Chronic Share  
(FY18 / FY24)



**~INR 706cr**  
Revenue  
(FY24)



**1.4x**  
Revenue Growth vs IPM  
(FY20-24)



**10+ divisions launched** to  
focus on Specialty  
Chronic



**4 Brands**  
Ranked #1 in  
Consumer Health



**#4 / #2**  
Rank in IPM / CVM  
Volume (FY24)



Acquired the specialty  
**Onco and Transplant**  
brands from Panacea



**>30%**  
MS in Condoms



**16,000+** Field Force  
23 Brands >100 Cr in  
FY24



In-licensed super specialty  
Chronic products from MNCs-  
**Neptaz, Symbicort,**  
**Inclisaran and Vonoprazan**



**85%/60%**  
MS in Pregnancy Test  
Kits/ Emergency  
Contraceptive



**~INR 1,723 Cr/28%**  
Revenue/Adj. EBITDA Margin  
(FY24)



**High entry barrier portfolio** with  
specialty R&D tech platform



**Ranked #1/#2 in 9 of the top 10**  
fast growing brands with  
limited competition in India



**Recombinants, Niche  
Biologics, Novel Delivery  
and Immunoglobulins**

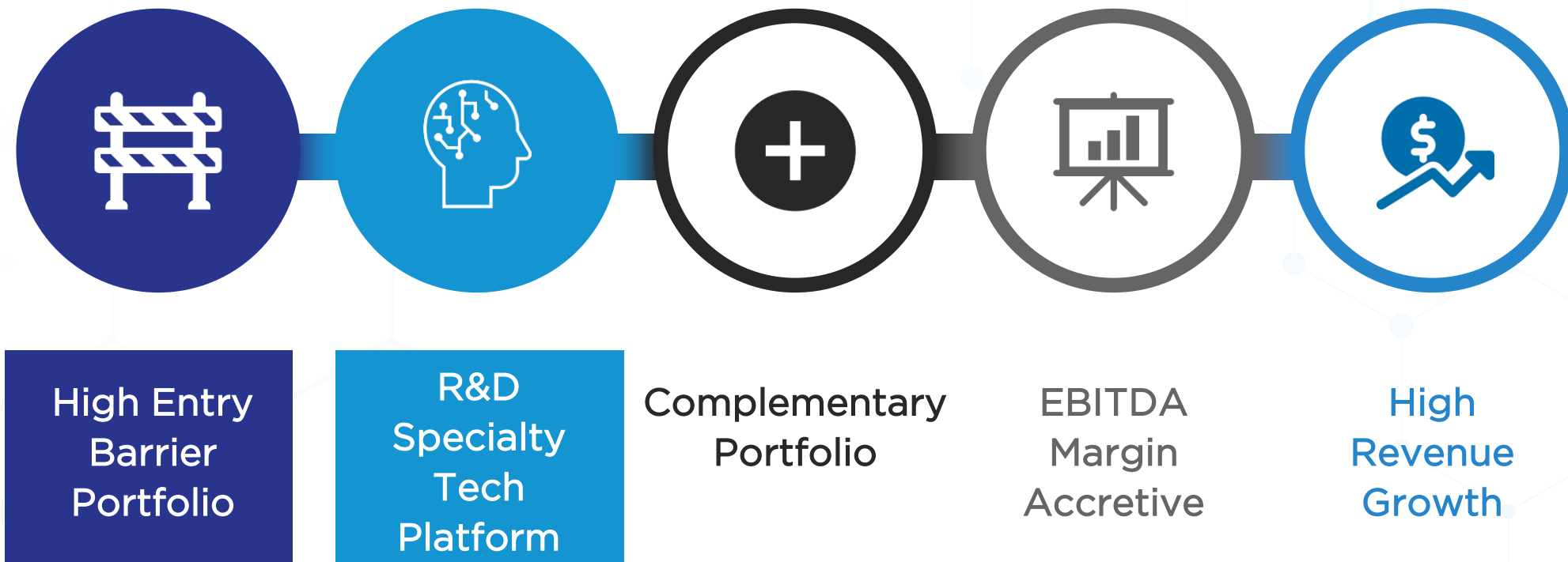


**Brands across the Women's Health  
Lifecycle in India; Comprehensive  
Fertility drug portfolio globally**



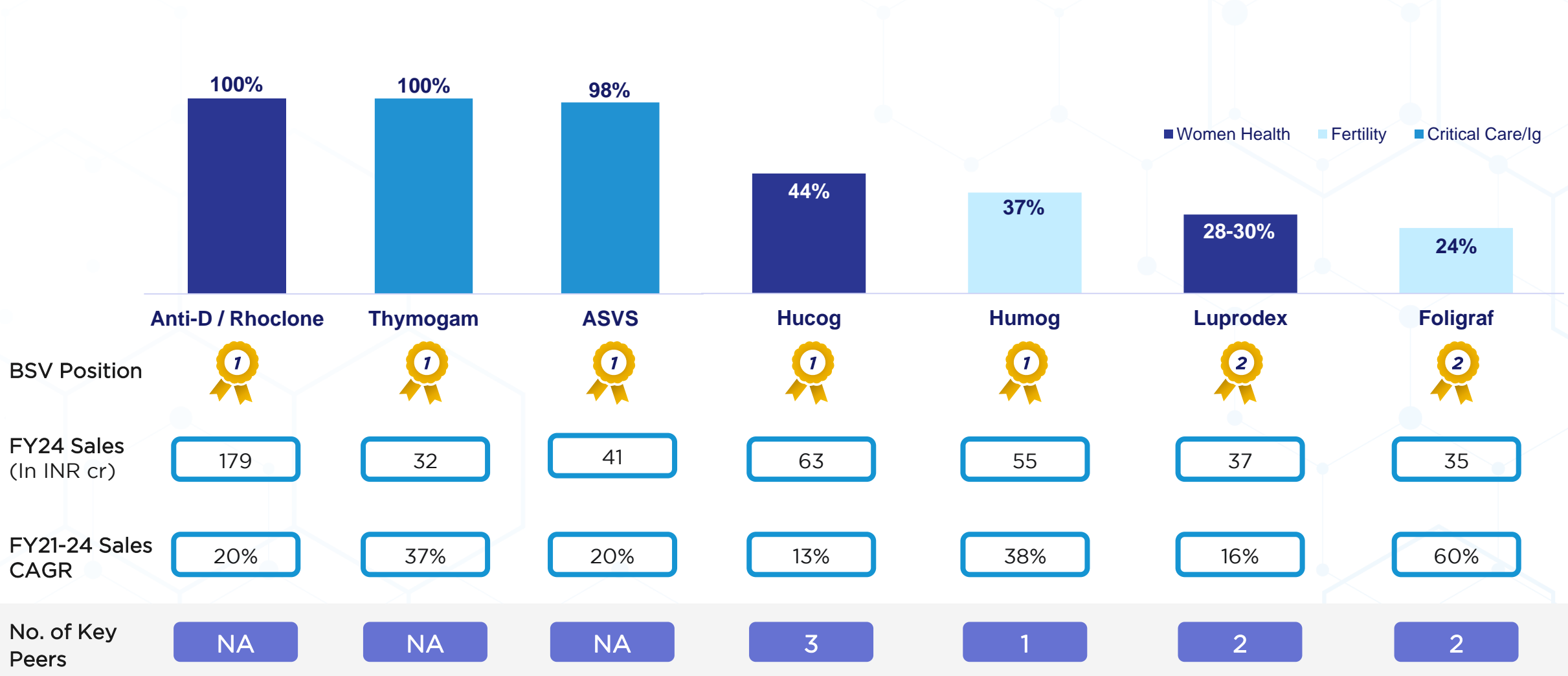
**Can't be viewed with a  
pharma lens....**

# BSV has what Mankind lacks



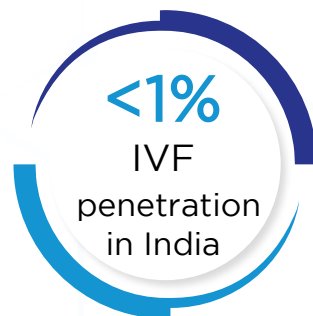
# High Entry Barrier Portfolio - Limited Competition

BSV Market Share - Domestic (FY24)





## Penetration: Tip of the Iceberg



- **1 in 6 people experience infertility today<sup>1</sup>**
- **Global Infertility Drugs Market to Reach \$10B by 2027**

## Industry tailwinds

Women  
Empowerment

Career oriented  
women

Conception in 30's /  
delayed parenthood

## Exhaustive Fertility Drugs Portfolio



Full Coverage in  
Women Healthcare



Fertility



Pregnancy



Post-Pregnancy

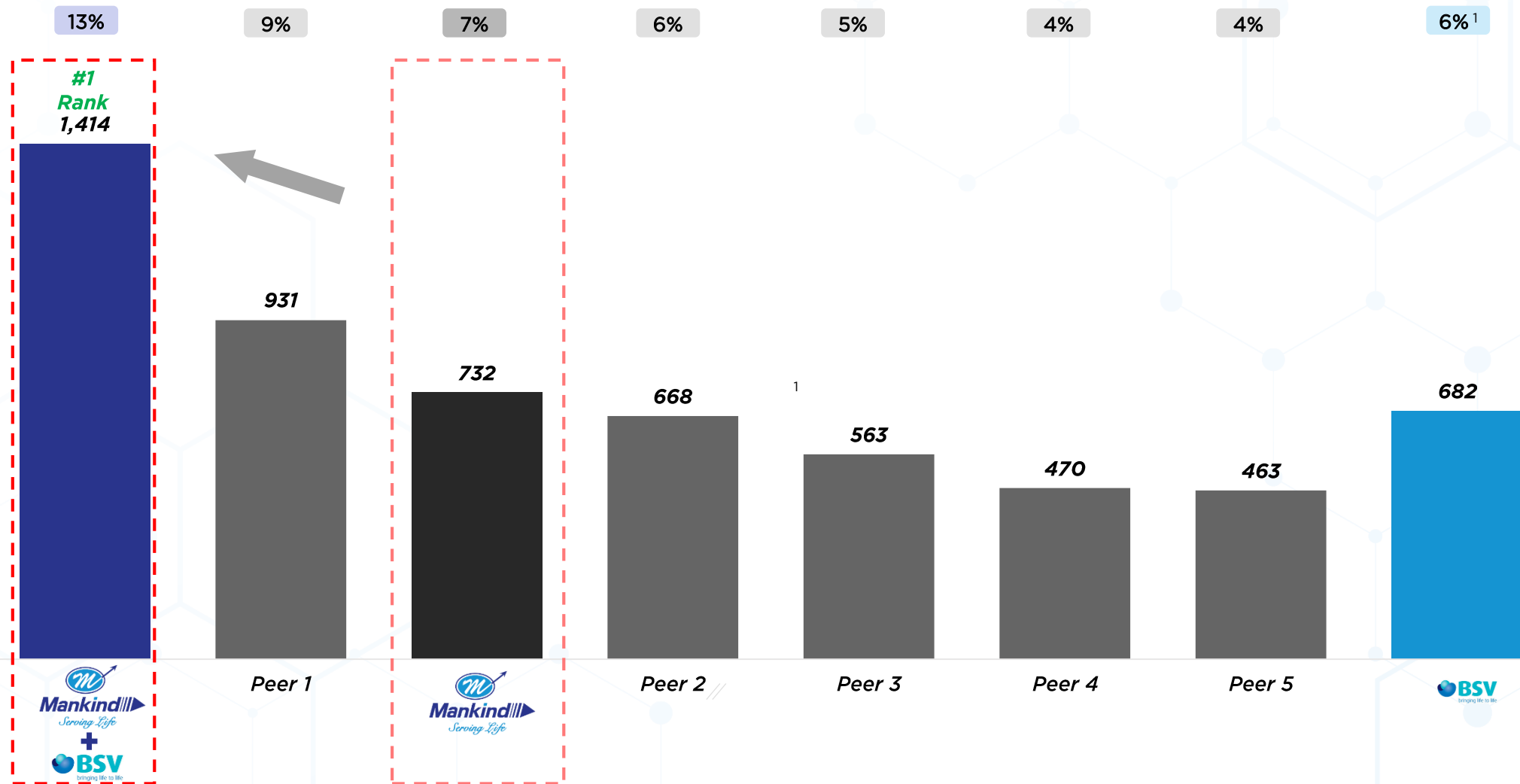
Most comprehensive  
portfolio globally

Present in 12 out of the 15 molecules in the space -  
Globally

# Leadership in WH (#1 in Gynae) Led by Complementary Portfolio

#1 Player in Indian Gynaecology Market (INR 10,858 cr)

Market Share %



Source: IQVIA last 12 months Mar-24 MAT sales; All numbers in INR crore

Notes:

1. BSV IQVIA product sales reclassified according to targeted therapeutic area of Women Health - Specialty, Rx and Fertility



Magic happens when ...



**VISION meets EXECUTION...**



# Safe Harbour Statement

The statements, are as on date and may contain forward-looking statements like the words “believe”, “expects”, “anticipate”, “aim”, “will likely result”, “would”, “will continue”, “contemplate” “intends”, “plans”, “estimates”, “seek to”, “future”, “objective”, “projects”, “goal”, “likely”, “project”, “should”, “potential” “will”, “may”, “targeting” or other words of similar expressions/ meaning regarding the financial position, business strategy, plans, targets and objectives of the Company. Such forward-looking statements involve known and unknown risks which may cause actual results, performance or achievements to be materially different from the results or achievements expressed or implied. The risks and uncertainties inter-alia, relating to these statements include (i) cash flow projections, (ii) industry and market conditions; (iii) ability to manage growth; (iv) competition; (v) government policies and regulations; (vi) obtaining regulatory approvals; (vii) domestic & international economic conditions such as interest rate & currency exchange fluctuations; (viii) political, economic, legal and social conditions in India/ elsewhere; (ix) technological advances; (x) claims and concerns about product safety and efficacy; (xi) domestic and foreign healthcare reforms; (xii) inability to build production capacity; (xiii) unavailability of raw materials and failure to gain market acceptance.

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# Thank You

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<https://www.mankindpharma.com>

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