



MEDICAMEN Organics Limited

Regd. & Corporate Office: 10, Community Centre No.2, Ashok Vihar Phase-II, Delhi-110052 (India)

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June 4, 2025

To,
National Stock Exchange of India Limited
Listing & Compliance Department
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex, Bandra
Mumbai, Maharashtra, 400051, India

Company Symbol : **MEDIORG**
Company ISIN : **INE0PE401018**

Dear Sir / Madam,

Subject: Investor Presentation

Pursuant to the provision of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation.

You are requested to take note of the same.

Thanking you.

Yours faithfully,
For **Medicamen Organics Limited**

Ashutosh Gupta
Whole-time director
DIN: 00039995

Place: New Delhi

Encl.: Investor Presentation

Works:

Unit-1 : Plot No. 60, Sector 6-A, I.I.E. SIDCUL, Haridwar- 249403 (U.K.) | **GSTIN:** 05AABCM4302P1ZJ

Unit-2 : Plot No. 61, Sector 6-A, I.I.E. SIDCUL, Haridwar- 249403 (U.K.) | **GSTIN:** 05AABCM4302P3ZH

MEDICAMEN ORGANICS LTD

INVESTOR MEMORANDUM >>





Safe Harbour

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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

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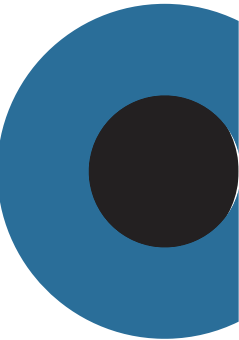
05

Financials



About Us

We are engaged in developing, manufacturing and distribution of broad range of pharmaceutical dosage including generic dosage in form of Tablets, Capsules, Oral Liquids, Ointments, Gel, Syrups, Suspension and Dry powders for government (including both state and central governments) and private institutions as contract manufacturer / third party manufacturer. We market our product to private pharma companies in domestic as well as international markets through third party distributors or on loan license basis. We have a track record of operating B2B model which covers contract manufacturing model. Our products are marketed across India as well as African, CIS and south East Asian Countries like Congo, Benin, Cameg, Togo, Senegal, Burkina Faso, Philippines, Myanmar, Mozambique, Togo, Burundi, Kyrgyzstan and Kenya by our private Pharma distributor.



30

Years of
Combined Experience

2

In-House
Testing Laboratories

84

Export Products

2

WHO GMP Approved
Manufacturing Facilities



PRODUCTS

PRODUCT PORTFOLIO

Our product portfolio consists of 84 products and comprises of wide range of drugs like, Anti-Bacterial, Anti Diarrheal, Anti-Fungal, Anti-Malarial, Anti-Diabetic, Proton Pump Inhibitor, Anti Histamine, Anti-Hypertensive drugs, Anti Lipidemic Drug, Anti Parasitic, Multivitamin, Multimineral and Non-steroidal anti-inflammatory drug (NSAIDS).

PRODUCT DEVELOPMENT

We are regularly engaged in research and development and launching new products. This gives us an ever-evolving product list as well as better pricing in the market. We are constantly striving to expand our line of products and we are always looking for complementary products that will add to our range of products.



Tablet



Capsule



Syrup



Cream



Gel



Ointment



Suspension

PRODUCTS



CAPSULES

Various capsule formulation/compositions are being manufactured by us including but not limited to the following: Rabeprazole & Domperidone to treat with Hyperacidity. Tacrolimus Capsule belongs to a class of drugs known as immunosuppressants. Ribavirin capsules is an antiviral medicine that is used in the treatment of chronic hepatitis C virus (HCV) infection. It prevents the multiplication of virus in human cells and clears up the infection.



OINTMENT/EXTERNAL PREPARATION

We are producing antifungal/anti-bacterial formulations like Miconazole, Nystatin, Clotrimazole, Nadifloxacin, Mometasone in single as well as a composition form like cream and Gel. Topical Diclofenac, Salicylic acid composition are also being manufactured.



SUSPENSION

A variety of cough syrups, Multivitamin/Minerals, Calcium supplements, Antacid liquids, Iron supplements, Laxative liquids, Anthelmintic suspensions, anti-pyretic and anti-inflammatory suspensions are our key products



DRY POWDER

We are manufacturing sachets like pre and probiotic in granular form. Diclofenac Potassium and Sodium granules for oral administration.



TABLETS

We are producing various composition of Ferrous and Folic Acid tablets. These tablets are widely used as an iron supplement to treat or prevent low blood levels of iron (such as those caused by anemia or pregnancy). Iron being an important mineral that the body needs to produce red blood cells keeps, an individual in good health. The formulation is developed in a manner to fulfil the deficiency quickly.

MARQUEE CLIENTS



AWARDS & ACCREDITATION



Our Company received Pharmexcil Award in the category of “Fast Emerging Company” for the year of 2008-09 which was handed over through Mr. Peter A Nyongo, Minister of Medical Services, Govt of Kenya & Mr. Anand Sharma, then Hon’ble Union Minister for Commerce & Industry.



Our Direct receiving Niryat Shree Award for Outstanding Export from Hon’ble Shri Pranab Mukherjee, President of India on behalf of Pharmexcil.



Medicamen organics Ltd received Pharma Ratna Award (For fastest growing company) in 2025.



GROWTH DRIVERS



Scalable Business Model

Our business model is customer centric and order driven, and requires optimum utilisation of our existing resources, assuring quality supply and achieving consequent economies of scale.

The business scale generation is basically due to development of new markets and products both domestic and international by exploring customer needs, marketing expertise and by maintaining the consistent quality output.



Quality Assurance

We believe that quality is an ongoing process of building and sustaining relationships. We are approved by WHO GMP since 21/9/2011 for manufacturing facility 1 and 11/7/2018 for manufacturing facility 2. We have obtained ISO 9001:2015 Certification for the Quality Management System from ISC (Global), 11, 7th floor, Bay Square, Business Bay, Dubai, UAE.

GROWTH DRIVERS



Wide Range of Products



Customer Satisfaction



Increasing Manufacturing Capacities in target Markets



Improve Global Presence



New Product Segments- Cosmetics & Skin Care

Wide Range of Products

We deal in Capsules, Tablets, Liquid Ointment, Gel, Syrups, Suspension and Dry powders. Our product portfolio comprises of wide range of drugs like Anti-Bacterial, Anti Diarrheal, Anti-Fungal, Anti-Malarial, Anti Diabetic, Dental Cure, Proton Pump Inhibitor, Anti Protozoal, Anti Histamine, Anti-Hypertensive drugs, Anti Lipidemic Drug, Multivitamin, Multimineral and Non-steroidal anti-inflammatory drug (NSAIDS).

Our product portfolio consists of 84 products. We operate under different brand names across the globe. Our business is diversified in terms of geographies and therapeutic areas within the pharmaceutical industry. In terms of geographical diversity, we have marked our presence in India and we have registrations for manufacturing products as approved in international markets in countries like Congo, Benin, Togo, Senegal, Burkina Faso, Philippines, Myanmar, Mozambique, Togo, Burundi, Kyrgyzstan, Kenya. Our diversified revenue base enables us to mitigate the risk of income concentration by spreading revenue across multiple sources and opens opportunities to new prospects of growth.

GROWTH DRIVERS

Wide Range of Products

Customer Satisfaction

Increasing Manufacturing Capacities in target Markets

Improve Global Presence

New Product Segments- Cosmetics & Skin Care

Customer Satisfaction

The business of our Company is customer oriented and always strives to maintain good relationship with the customers. Our Company's marketing team approaches existing customers for their feedback and based on their feedback any changes in the products if required are carried out.

Our Company provides quality products and effective follow-ups with customers who ensure that the customers are satisfied with the product and do not have any complain.

GROWTH DRIVERS

Wide Range of Products

Customer Satisfaction

Increasing Manufacturing Capacities in target Markets

Improve Global Presence

New Product Segments- Cosmetics & Skin Care

Increasing Manufacturing Capacities in target Markets

Grande Etoile Pharmaceuticals Limited (GEPL) is a recently incorporated subsidiary of Medicamen Organics Limited (MOL), in which MOL holds a majority equity stake of 50.92%.

GEPL is focused on the Pharmaceuticals, Healthcare, and Cosmetics sectors. Its planned operations include manufacturing, processing, retail, and distribution of pharmaceutical products, dietary supplements, personal care items, and medical disposables. The subsidiary is intended to serve as a platform for expanding the company's footprint in overseas markets.

The acquisition aligns with MOL's long-term vision to grow in the healthcare and wellness space, enter adjacent markets such as veterinary and specialized medical goods, and build a more resilient and geographically diverse business.

GROWTH DRIVERS

Wide Range of Products

Customer Satisfaction

Increasing Manufacturing Capacities in target Markets

Improve Global Presence

New Product Segments- Cosmetics & Skin Care

Increasing Manufacturing Capacities in target Markets

Medicamen Organics Limited (MOL), through its subsidiary GEPL, has entered into a strategic investment and manufacturing collaboration with Medi Hub Organic Ltd. (MHOL), a newly incorporated entity in Nepal.

MOL is investing ₹9 Crores (approximately NPR 14.4 Crores) to support the establishment of a state-of-the-art pharmaceutical manufacturing facility and provide working capital.

MOL will hold a 30% equity stake in MHOL, underscoring its commitment to regional expansion and capacity enhancement. The facility will be developed adhering to stringent CGMP standards, with plans to achieve European quality benchmarks, enabling supply of high-quality pharmaceutical products for Nepal, the broader South Asian market, and the European Union.

This partnership marks an important step in the growth trajectory of both MOL and MHOL as they look to address the increasing demand for high-quality healthcare products in strategic markets.

GROWTH DRIVERS



Wide Range of Products



Customer Satisfaction



Increasing Manufacturing Capacities in target Markets



Improve Global Presence



New Product Segments- Cosmetics & Skin Care

Improve Global Presence

RWANDA EXPANSION

1. Medicamen Organics Limited started a subsidiary in Rwanda, MOU Signed on 15th July, 2024.
2. Rwanda is a Safe, Fast growing, Lucrative market.
3. Medicamen Plans for marketing and Distribution in Rwanda.
4. USD 1.5 Million sales projection for 2025-26.
5. Plans to Register around 100 products by December 2025.
6. Can be a gateway for East Africa.

GROWTH DRIVERS



Wide Range of Products



Customer Satisfaction



Increasing Manufacturing Capacities in target Markets



Improve Global Presence



New Product Segments- Cosmetics & Skin Care

Improve Global Presence

MAURITIUS EXPANSION

1. GEPL, a subsidiary of Medicamen Organics Limited plans to start a subsidiary in Mauritius, MOU expected in August.
2. Mauritius is a Safe, Profitable Market.
3. Mauritius is a Tax Haven.
4. Profitability is Very Good, although quantities are less.
5. Plans for Marketing and Distributions in Mauritius.
6. Approx USD 0.5 Million sales Projection for 2025-26.
7. Medical Disposables and Cosmetics selected for Phase-1.

GROWTH DRIVERS

Wide Range of Products

Customer Satisfaction

Increasing Manufacturing Capacities in target Markets

Improve Global Presence

New Product Segments- Cosmetics & Skin Care

New Product Segments- Cosmetics & Skin Care

Medicamen Organics Limited has entered the beauty and personal care industry through its subsidiary, GEPL, launching its first product line in Q1 FY 2025-26 following a successful trial in Nepal. The new vertical includes skincare, haircare, intimate hygiene, and color cosmetics, all developed to global standards. The products are cruelty-free and free from parabens, sulfates, and phthalates.

This move targets the growing USD 500+ billion global beauty market, projected to exceed USD 700 billion by 2028. It capitalizes on increasing consumer demand for clean, inclusive, and science-backed products, aligning with broader wellness and lifestyle trends.

An initial investment of ₹3 Crores will support strategic brand partnerships, outsourced GMP-certified manufacturing, senior talent acquisition from FMCG and beauty sectors, and a digital-first omnichannel launch strategy.

The targeted countries for the first-year rollout include Nepal, Mauritius, Rwanda, Seychelles, Maldives, Brazil, and the Indian market (e-commerce segment).

Meet Our Team

BAL KISHAN GUPTA

Bal Kishan Gupta, Indian National, aged 72 years, is the Promoter of our Company. He is the Chairman and Managing Director of our Company. He holds a bachelor of Arts degree. He has more than 35 years of experience in manufacturing, exports and distribution of pharmaceutical products. He has been associated with our Company since inception and is responsible for expanding business horizons, corporate strategy, leadership and management, financial performance across verticals, stakeholder relations, innovation and growth, identifying new opportunities and risk management of our Company. He has been General Secretary of IDMA (India Drugs Manufactures Associations), it is the most reputed association in India for pharmaceutical manufactures.

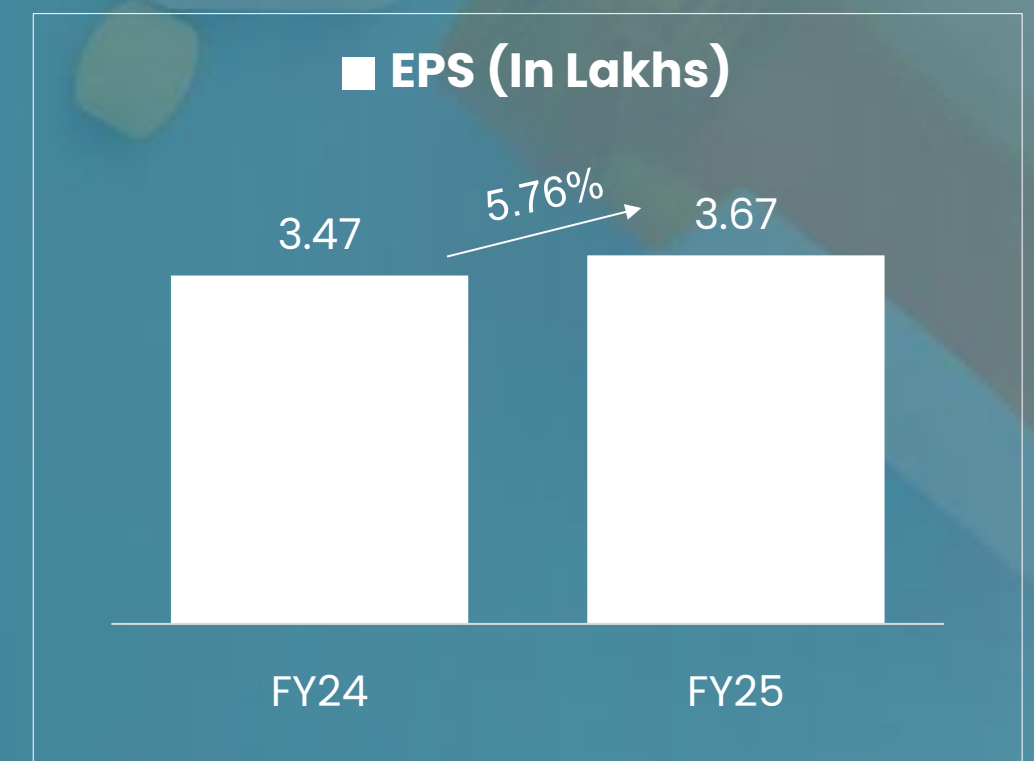
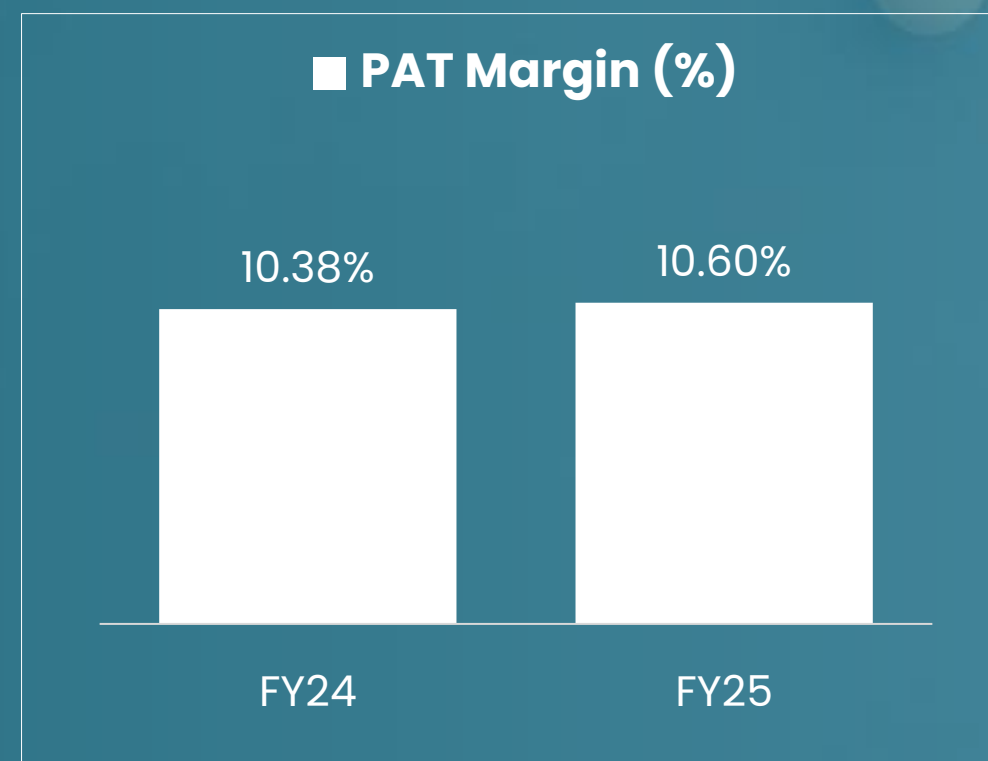
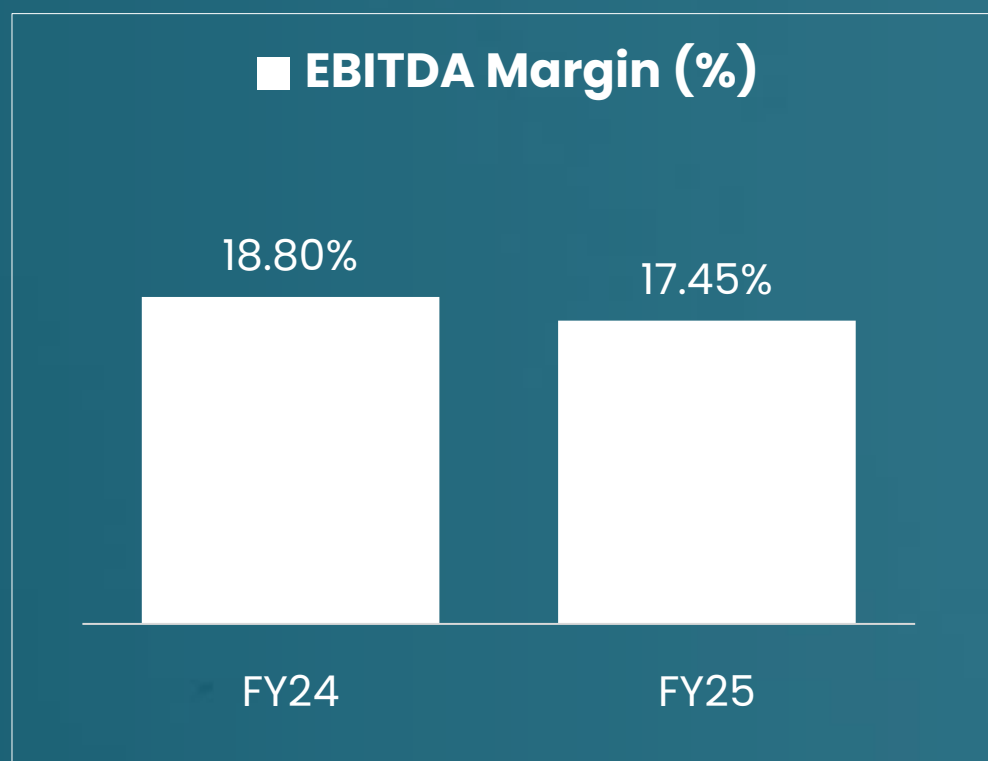
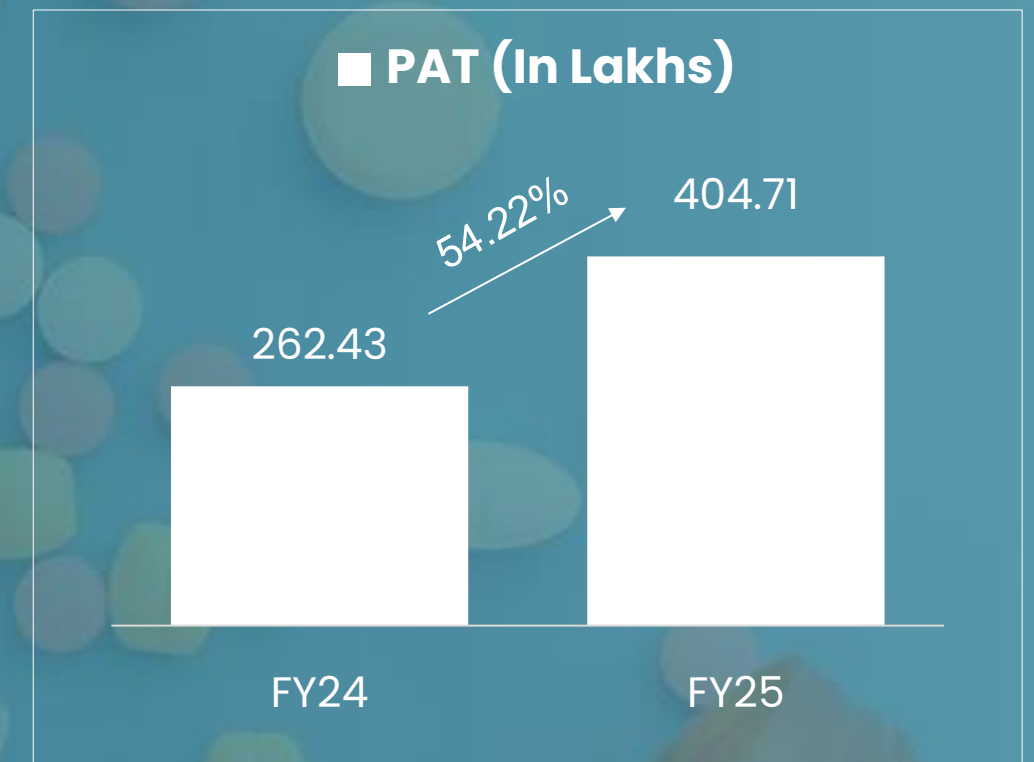
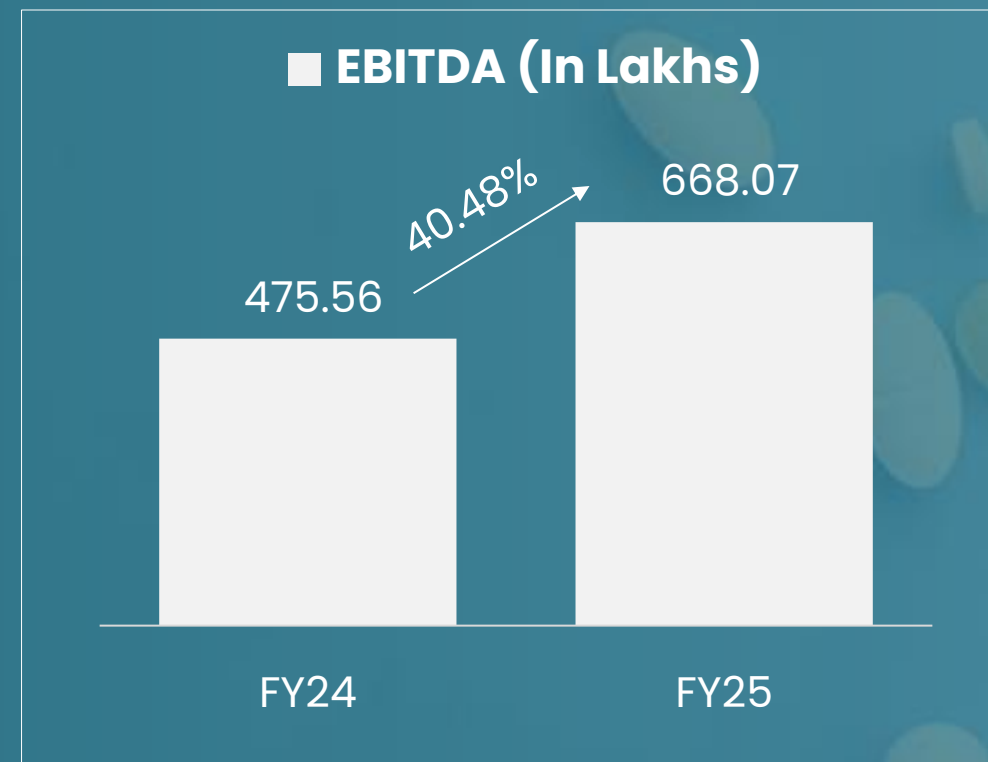
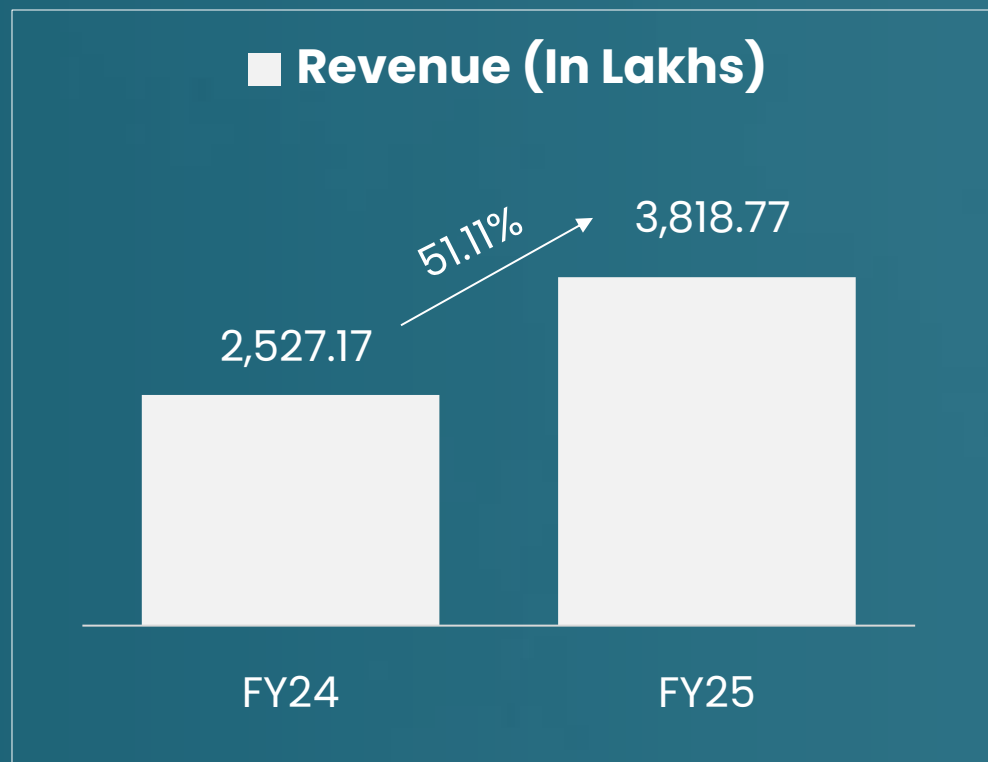
ASHUTOSH GUPTA

Ashutosh Gupta, Indian National, aged 44 years, is a Whole-time Director of our Company. He holds the degree of Bachelor of Business Administration from Guru Jambheshwar University, Hissar. He has been awarded with the degree of Honorary Doctorate in contribution in Export of Pharma Industry in the year 2021. He has been Chairman of Pharmexcil (Pharmaceuticals Export Promotion Council of India) from 2014-2016, a Government of India Council, specifically created for promotion of pharmaceutical exports from India.

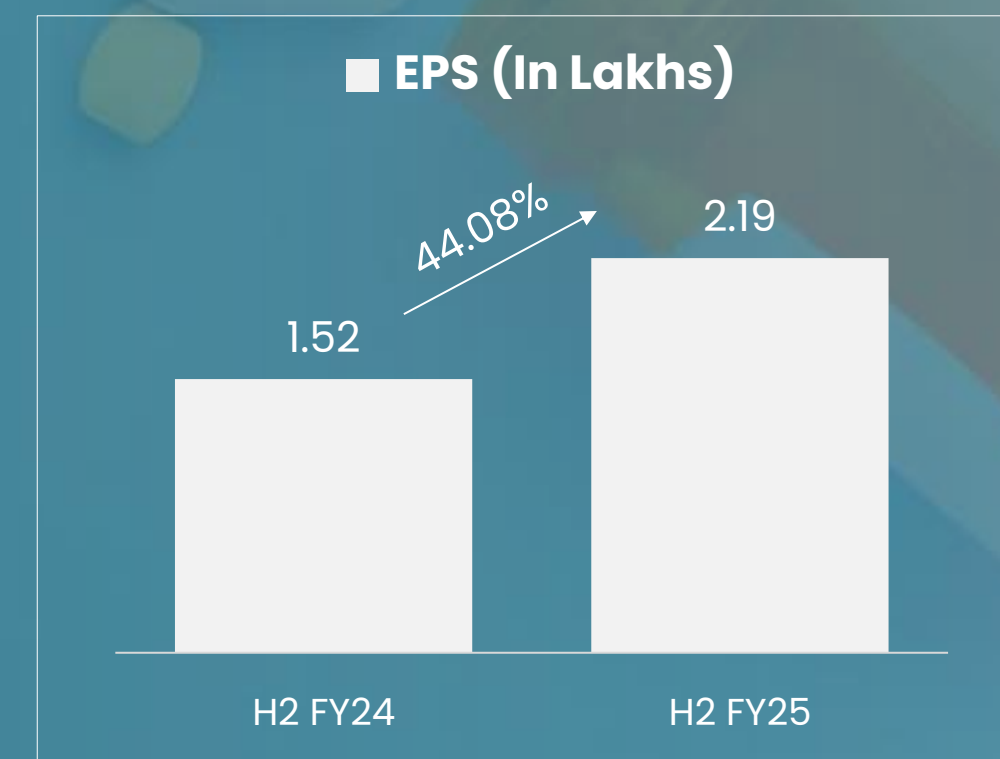
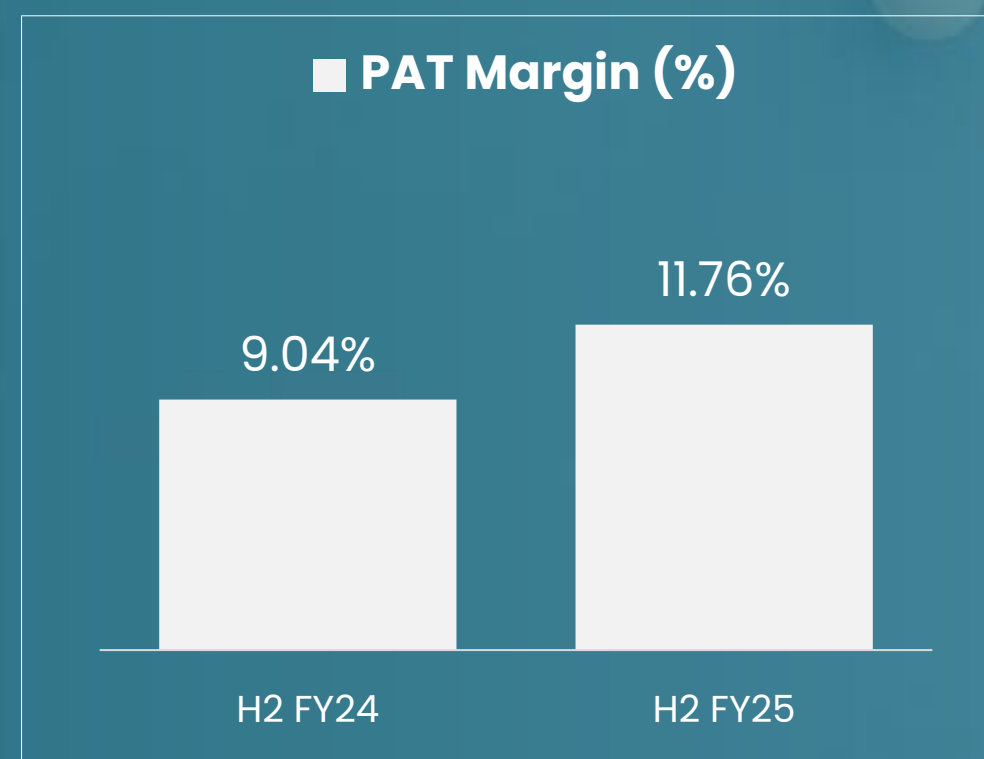
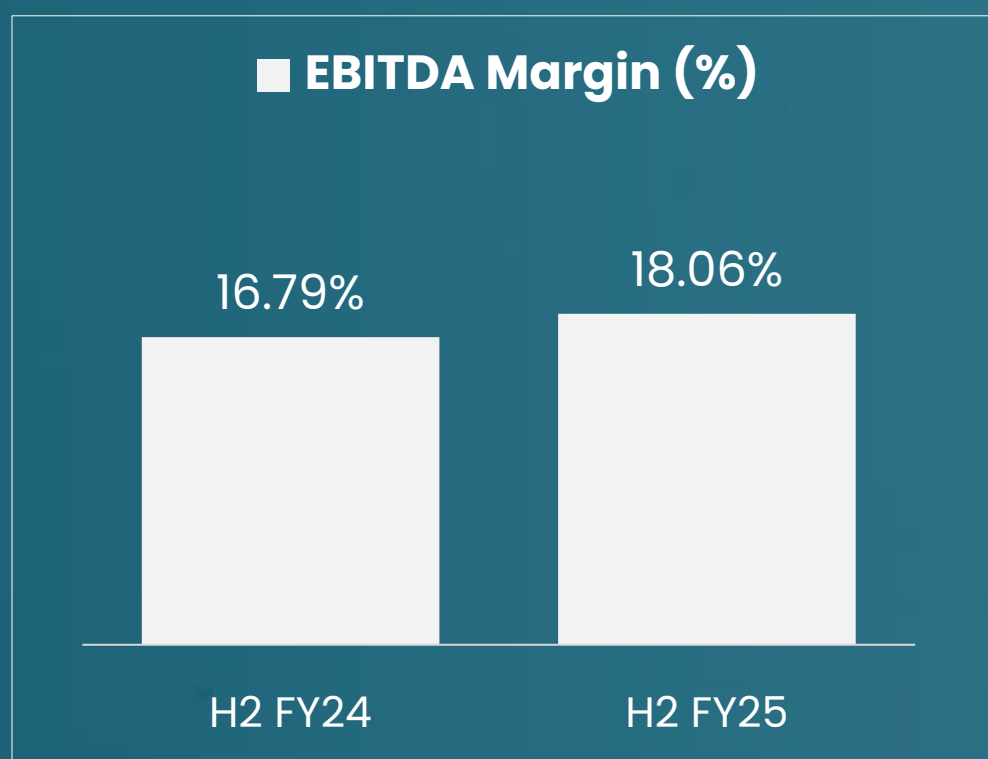
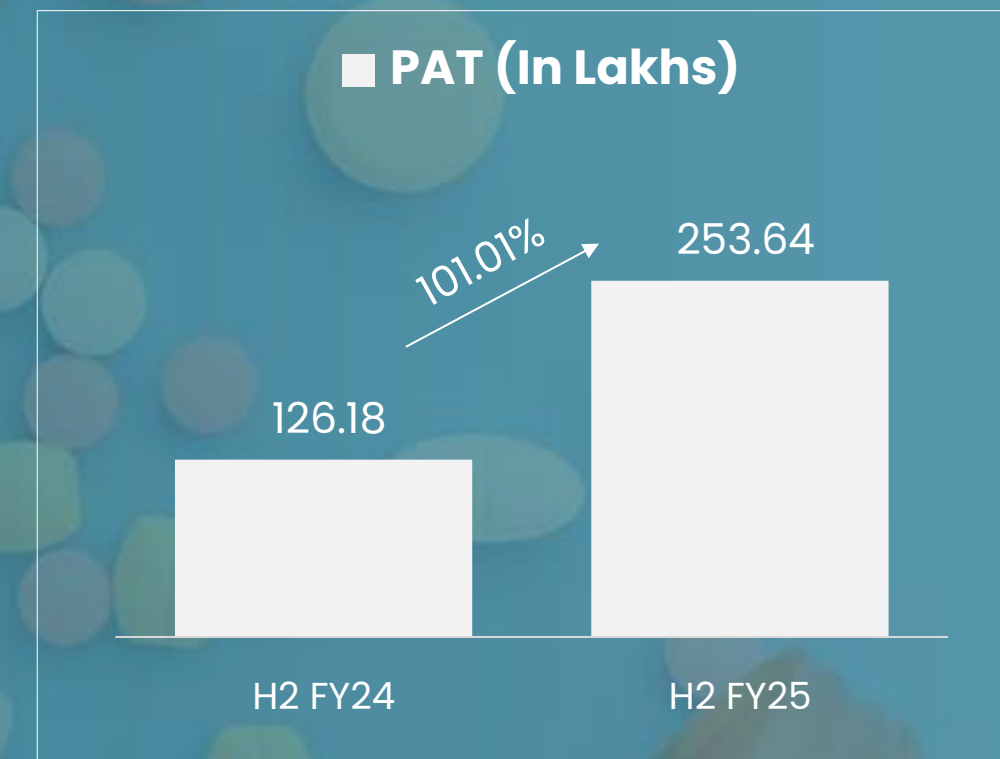
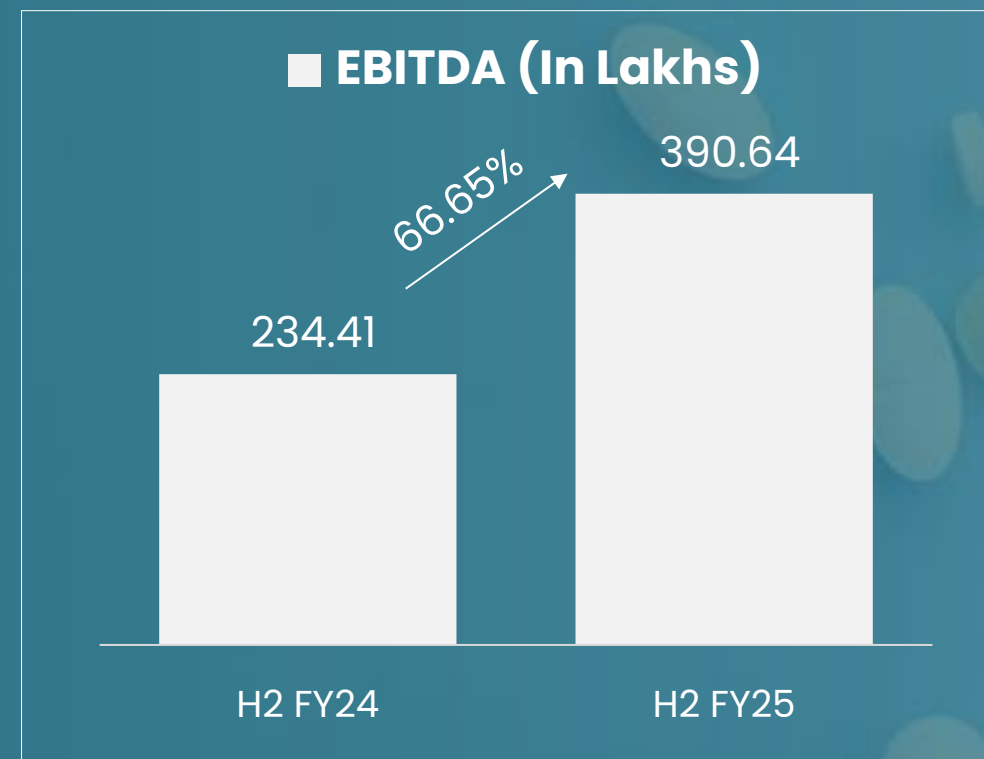
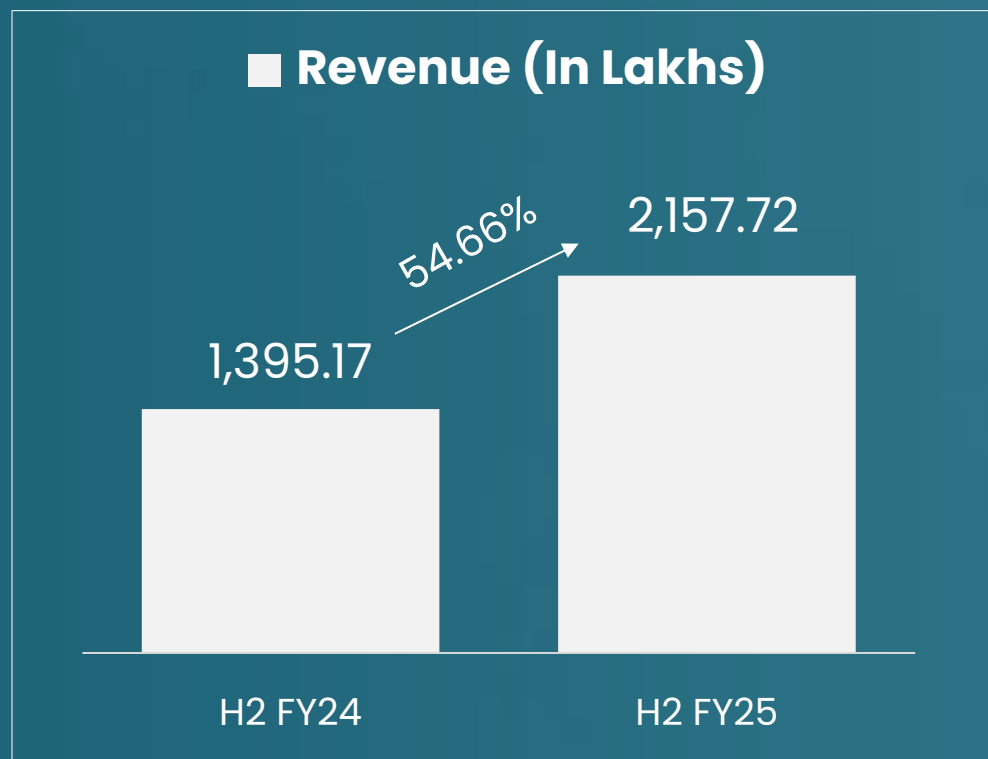
BIRJESH KUMAR CHAUBEY

Mr. Brijesh Kumar Chaubey, M. Pharm, is a seasoned pharmaceutical professional with over 20 years of experience in Quality Assurance, Plant Operations, and Regulatory Compliance. He is currently serving as the Executive Director in our company. His core expertise includes GMP training, QMS management, validation, documentation, and overall compliance oversight. Mr. Chaubey has received multiple recognitions for his contributions to operational excellence.

CONSOLIDATED FY25 YOY PERFORMANCE HIGHLIGHTS



CONSOLIDATED H2 FY25 YOY PERFORMANCE HIGHLIGHTS





CONSOLIDATED FINANCIALS

Income Statement

Particulars	H2 FY25	H2 FY24	YOY	FY25	FY24	YOY
Revenues	2,157.72	1,395.17	54.66%	3,818.77	2,527.17	51.11%
Other Income	5.21	1.20		9.50	1.79	
Total Income	2,162.94	1,396.37	54.90%	3,828.27	2,528.96	51.38%
Raw Materials	1,153.69	764.87		2,143.75	1,292.95	
Direct Expenses	179.43	157.93		332.61	284.63	
Employee benefits expense	191.83	165.20		366.46	335.39	
Other expenses	247.35	73.96		317.38	140.43	
Total Expenditure	1,772.30	1,161.96		3,160.20	2,053.40	
EBITDA	390.64	234.41	66.65%	668.07	475.56	40.48%
Finance Costs	29.19	36.17		51.36	64.74	
Depreciation and amortization expense	37.28	36.09		73.68	71.94	
Profit before prior-period items and tax	324.18	162.28		543.03	338.88	
Prior-Period Items	0.00	0.00		0.00	104.81	
PBT	324.18	162.28		543.03	443.69	
Tax	70.53	36.10		138.32	181.26	
PAT	253.64	126.18	101.01%	404.71	262.43	54.22%



CONSOLIDATED FINANCIALS

Balance Sheet

In Lakhs

Equities & Liabilities	FY25	FY24
Equity	1,170.00	860.00
Minority Interest	35.14	0.00
Reserves	1,767.92	665.94
Money Received against share warrants	75.00	0.00
Net Worth	3,048.07	1,525.94
Non Current Liabilities		
Long Term Borrowings	15.75	16.14
Long Term Provisions	25.34	21.47
Deferred Tax Liabilities	115.99	118.54
Total Non Current Liabilities	157.08	156.15
Current Liabilities		
Short Term Borrowings	1,219.56	1,249.51
Trade Payables	1,170.31	707.96
Short Term Provisions	149.29	98.51
Other Current Liabilities	176.43	105.93
Total Current Liabilities	2,715.59	2,161.92
Total Liabilities	5,920.74	3,844.01

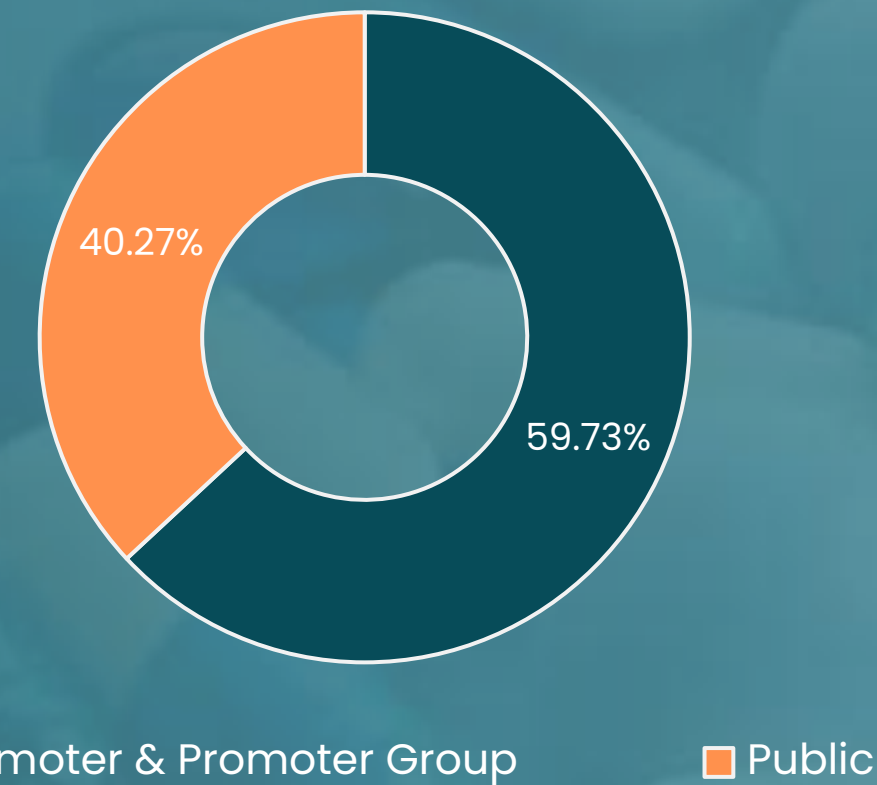
Assets	FY25	FY24
Non Current Assets		
Fixed Assets	1234.56	1049.56
Long-term Loans & Advances	0.00	32.50
Other Non Current Assets	142.96	30.72
Total Non Current Assets	1377.53	1112.78
Current Assets		
Inventories	748.94	614.26
Trade receivables	2,585.22	1670.01
Cash & Bank Balance	413.03	55.30
Other Current Assets	796.03	391.66
Total Current Assets	4,543.22	2731.23
Total Assets	5,920.74	3844.01

Stock Data

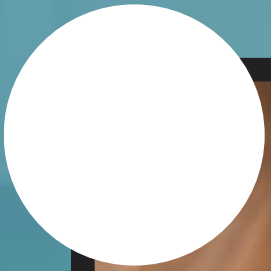
NSE CODE: MEDIORG | ISIN: INEOPE401018

Share Price (₹)	38.90
Market Capitalization (₹ Cr)	45.51
No. of Shares	1,17,00,000
Face Value (₹)	10.00
52 week High-Low (₹)	159.40-19.60

SHAREHOLDING PATTERN



As on 03/06/2025



Thank You.

Medicamen Organics Ltd

www.medicamenorganics.com



Company

Investor Relations Advisors

Medicamen Organics Limited

EquiBridgex Advisors Pvt Ltd

-

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