**June 10, 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: Transcript of the Investors' Earnings Call held on Wednesday, June 04, 2025, on the Audited Standalone and Consolidated Financial Results for half year and year ended March 31, 2025**

Please find enclosed herewith the copy of transcript of the Investors' Earnings Call held on Wednesday, June 04, 2025, with respect to the Audited Standalone and Consolidated Financial Results for half year and year ended March 31, 2025.

The transcript of the aforesaid earnings call with Investors/Analysts is available on the Company's website and can be accessed on the following link: https://www.medicamenorganics.com/

We request you to take note of the same.

Thanking you.

Yours faithfully,
For **Medicamen Organics Limited**

Ashutosh Gupta
Digitally signed by Ashutosh Gupta
Date: 2025.06.10 17:14:17 +05'30'

**Ashutosh Gupta**
**Whole-time Director**
**DIN: 00039995**

**Place: New Delhi**

**Encl.: As stated above**

“Medicamen Organics Limited

H2 FY '25 Earnings Conference Call”

June 04, 2025

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| **MANAGEMENT:** | **MR. ASHUTOSH GUPTA – WHOLE-TIME DIRECTOR – MEDICAMEN ORGANICS LIMITED**<br>**MR. LALIT GUPTA – CHIEF FINANCIAL OFFICER – MEDICAMEN ORGANICS LIMITED** |
| **MODERATOR:** | **MS. RUCHIKA SHAH – EQUIBRIDGEX ADVISORS** |

**Moderator:** Ladies and gentlemen, good day, and welcome to the Medicamen Organics Limited H2 FY '25 Earnings Conference Call, hosted by EquiBridgex Advisors. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touch-tone phone.

I now hand the conference over to Ms. Ruchika Shah from EquiBridgeX Advisors. Thank you, and over to you, ma'am.

**Ruchika Shah:** Thank you and good afternoon, everyone. Welcome to the H2 and FY '25 earnings call of Medicamen Organics Limited. From the management team, we have with us today Mr. Ashutosh Gupta, Whole-Time Director; and Mr. Lalit Gupta, Chief Financial Officer.

Before we begin, I would like to mention a brief disclaimer. This conference call may include certain forward-looking statements which are based on the current views and expectations of the company. A detailed disclaimer is available in the investor presentation that has been uploaded to the stock exchange.

With that, I now hand over the call to Mr. Ashutosh Gupta for his opening remarks.

**Ashutosh Gupta:** Thank you, Ruchika. Good afternoon, everyone. Thank you for joining us today for FY '25 earnings call of Medicamen Organics Limited. It's my pleasure to connect and share the journey of Medicamen Organics Limited, a company that has steadily grown since its inception in 1995.

Over the years, we have built a strong presence in the pharmaceutical industry, offering a wide range of high-quality products, including tablets, capsules, syrups, ointments, and dry powders. At the core of our success is our commitment to quality, innovation, and global expansion. Our two state-of-art WHO GMP certified manufacturing facilities in Haridwar reflect our dedication to maintaining international standards in quality. These facilities not only cater to the domestic market but also strengthen our position as a trusted partner for global contract manufacturing.

We are also pleased to announce the incorporation of our new subsidiary this year, Grande Etoile Pharmaceuticals Limited. Established as a public limited company in India, this strategic move strengthens our footprint in pharmaceuticals, healthcare, and cosmetic sectors. Grande Etoile Pharmaceuticals Limited will focus on the distribution and export of pharmaceutical products, including medicines, antibiotics, vaccines, dietary supplements, cosmetics, and personal care items.

This initiative aligns with our broader strategy to diversify our portfolio, expand our distribution network, and explore new market opportunities in the evolving healthcare and wellness sectors. In line with our expansion strategy, we partnered with Medi Hub Organic Limited this year to set up a pharmaceutical manufacturing facility in Nepal through Grande Etoile Pharmaceuticals Limited, our subsidiary.

We will invest INR9 crores to acquire a 30% stake in Medi Hub Organic Limited, Nepal, marking our entry into the Nepalese market. This facility will adhere to current good manufacturing practices and aim to meet European quality standards in the future. Through technology transfer and collaborative procurement, this partnership will enhance manufacturing capabilities and support self-sufficiency in Nepal's pharmaceutical sector while expanding our reach in Southeast Asia and Europe.

Our global expansion is progressing well. We have established a direct presence in East Africa through a partnership with Depot Pharmacy Yego Limited in Rwanda and are also working with Grande Etoile Pharmaceuticals in Francophone Africa. With plans to register 120 products over next two years, these initiatives will open doors to high growth markets contributing significantly to our revenues from FY '26 and onwards.

We this year entered the cosmetics and skincare segment, leveraging consumer trends with science-backed, cruelty-free products to tap into the $700 billion global beauty market. We have completed trial runs in Nepal and Mauritius and are going ahead for commercial rollout this year or this month.

To fuel our growth, we recently issued and allotted 4,65,910 convertible warrants on a preferential basis to the Promoter Group, raising INR3 crores. These funds will strengthen our working capital without affecting our existing financial structure. FY '25 has been a transformational year for our company, a year marked by growth, global expansion, and strategic diversification.

We recorded a strong revenue growth of over 51% year-on-year, reaching INR38.18 crores, while our PAT surged 54% year-on-year to INR4.04 crores, reflecting our operational efficiency and focused execution. To support future demand, we are expanding our Haridwar facility by 20% and upgrading to meet the latest GMP numbers. This will enhance operational efficiency and enable us to scale production effectively.

Looking ahead, our priorities are clear, global expansion, product diversification, and a shift towards high-margin branded products, we aim for a 75% export and 25% domestic revenue mix, reflecting our growing international footprint. We are excited about the road ahead and remain committed to creating value for us, all our stakeholders. Thank you for your continued trust and support. I look forward to an engaging discussion today. Thank you so much.

**Moderator:** Thank you very much. We will now begin the question-and-answer session. Our first question comes from the line of Abhishek Ramchandani, who is an investor. Please go ahead.

**Abhishek Ramchandani:** What is the revenue and profitability for FY '26 and '27?

**Ashutosh Gupta:** The revenue that we -- you mean projected revenue, right?

**Abhishek Ramchandani:** Yes, projected revenue for FY '26 and '27?

**Ashutosh Gupta:** Okay. We have plans for around somewhere between INR60 crores to INR65 crores for FY '26.

**Abhishek Ramchandani:** Okay.

**Ashutosh Gupta:** And we plan for a 60% CAGR for next three years.

**Abhishek Ramchandani:** Okay. Got it. And how much of the FY '25 growth was driven by exports and what is the targeted revenue contribution from international markets in the coming years?

**Ashutosh Gupta:** So, Abhishek, presently, most of the sales are coming for export markets only, may be supplied to the merchant exporters or direct exports. Our 70% sales are from export markets. But what we are planning is to convert this as a direct export and to be present directly in the markets and also strengthening our business with existing customers for contract manufacturing for exports.

**Abhishek Ramchandani:** Okay. And can you break down the expected revenue mix between your pharmaceutical and newly launched personal care products?

**Ashutosh Gupta:** Okay. Pharmaceuticals would be always -- this year, it would be around 70% pharmaceuticals and 30% personal.

**Abhishek Ramchandani:** Okay. And like how does the company plan to deepen its presence in domestic cities like Tier 1 and Tier 2 cities?

**Ashutosh Gupta:** We are not very keen in expanding in domestic markets, but yes, few government supplies or institutional supplies we are doing, but we are expanding in international market only.

**Abhishek Ramchandani:** Okay. Got it. And what are the plans regarding fundraising to support the future expansion?

**Ashutosh Gupta:** Presently, we are funding all our expansion through internal accrual. So, maybe when -- currently, we don't have any plans for fund generation. And we have already generated INR3 crores from internal Promoter Group for working capital.

**Abhishek Ramchandani:** Okay. And with the net worth like nearly doubling in FY '25 and APS was also up by 44% to 45%. Is the company considering dividend payouts or reinvestment into R&D or manufacturing expansion?

**Ashutosh Gupta:** Presently, we are not considering dividend because we are into an expansion mode and we are receiving very good response from all the markets. We are expanding very fast. So we need funds right now. And regarding manufacturing, as I told you, we have partnered with Medi Hub Organic Limited in Nepal and we would be going for a manufacturing facility over there to expand our manufacturing capabilities.

**Moderator:** Our next question comes from the line of Rohit Predarshi with Mitta Analytic. Please go ahead.

**Rohit Predarshi:** Sir, we have seen growth after a long time. So, what has led this growth? And our operating margins front, we have seen some drop. So, please explain this.

**Ashutosh Gupta:** Okay. The growth was hampered due to COVID. We were growing with a good speed before COVID, but two years of COVID actually hit the company really bad. And after COVID years are over, we are consistently growing. So, the dip in growth was in only in COVID years.

**Rohit Predarshi:** And sir, our operating margins also saw some decline. So, what kind of margins can we expect going ahead?

**Ashutosh Gupta:** We are benchmarking 10% as packed for the top line as the industry norm.

**Rohit Predarshi:** Any comment on EBITDA margins?

**Ashutosh Gupta:** EBITDA margin will vary because we are entering into new arenas, that is the cosmetics and skincare, personal care products, where the expenditure is very different level. But still, I would say that EBITDA would be around 24%, and 10% would be the pack.

**Rohit Predarshi:** And sir, what are our key products and geographies where we are seeing growth, if you can comment on this?

**Ashutosh Gupta:** Sorry, your second part of the question was not clear.

**Rohit Predarshi:** Sir, the geographies like where we are seeing growth, like export market?

**Ashutosh Gupta:** Okay. Our key products are definitely formulations, pharmaceuticals. And as our frontline product is our ferrous sulphate product, iron tablets. And the geographies where we are working right now is we have focused on Africa, eastern and western part of Africa. We have already applied for registrations, a lot of registrations are taking place, where the registrations will come out in two to three months. And this year could be a very good year for our direct exports in Africa, as we are expecting around 120 registrations this year.

**Rohit Predarshi:** And what kind of peak turnover we can see from the current capacity?

**Ashutosh Gupta:** From current capacity, I think if we talk about the manufacturing sales, considering both our facilities, we can easily reach INR100 crores as a manufacturing turnover. And as we are also outsourcing some products for our subsidiaries in Rwanda and our subsidiary Grande Etoile. So if we add that there is no limit. But with the current manufacturing facilities, manufacturing sales can reach up to INR100 crores depending on the product mix. But as we are expanding in Nepal, that would be a huge facility. So from there, we are planning a much bigger sales, much bigger sales to better markets, better profitable.

**Rohit Predarshi:** And sir, do we have any capex plan for this year?

**Ashutosh Gupta:** Yes, because as I told you, we are going to invest around INR9 crores in the new facility as our portion of capital for acquiring 30% in that company.

**Rohit Predarshi:** And, sir, the last question would be on the debtor days. If we look at the debtor days have been really higher for us. So any comment like why and how do we plan to reduce this?

**Ashutosh Gupta:** Some debtors, they are the government debtors. So that is the issue actually. And that's why we are focusing less on the institutional supplies now. So the payments are long pending in the government institutions, especially the state governments. So that is a big issue right now in institutional supplies. So we are trying to focus less and depend less on institutional supplies, only those state departments which are paying on time.

**Moderator:** Our next question comes from the line of Noel Shah from JSR Investments. Please go ahead.

**Noel Shah:** So my question is regarding the Medi Hub Organic. So could you elaborate the strategic rationale for investing in Medi Hub Organic? So is this investment really regarding the regional market access or a cost efficient manufacturing?

**Ashutosh Gupta:** There is nothing like cost efficient in Nepal. But the main rationale is Nepal is a restricted market where Indian industry is only allowed to sell lifesaving drugs like cancer and HIV or injectables. Other products are either domestically manufactured or only multinational products. So there is a big gap in the market.

We are also looking towards the domestic market. But yes, being very close to India, getting the captive domestic market, we are just getting a feel of having a manufacturing plant outside India for the first time. Then we have plans for another manufacturing because registrations in the markets are taking too much time now for international companies. If we want to register the product in Nepal, it would take three years. Whereas if I have a domestic manufacturing, it takes less years.

So then we have plans for another manufacturing facility in Africa later somewhere, maybe two to three years later, not right now. Just I am giving you an idea that we are just getting a feel where there is no dollar shortage because INR business is there between India and Nepal. Also, culturally we are similar. So we are just putting up first international manufacturing facility to get a feel and how to just get a pilot plant running, pilot project.

**Noel Shah:** And my second question is regarding that cosmetic lines that you have introduced through your new subsidiary. So what is your revenue goals for this vertical in the next, FY '26?

**Ashutosh Gupta:** In FY '26, we have put a very heavy target, but I don't know how far we will go. But we have -- we are planning for INR15 crores this year.

**Noel Shah:** INR15 crores of top line?

**Ashutosh Gupta:** Yes.

**Moderator:** Our next question comes from the line of Darshil Jhaveri from Crown Capital. Please go ahead.

**Darshil Jhaveri:** First of all, congratulations on a great set of results, sir. So just wanted to, you know, get a feel about your Nepal facility. So we said that, okay, we are investing around INR9 crores or 30% stake out there. So basically this company will become our associate and do we have plans to, you know, make it into our own subsidiary? And you know, what kind of revenues can we get from this Nepal facility? And what is the timeline for its commercialization for us?

**Ashutosh Gupta:** Okay, we don't have any plans to make it a subsidiary, because otherwise, then a lot of investment has to go in and a lot of banking would be involved. So we don't want a controlling stake in that company. But yes, 30% stake as an associate company manufacturing for us, and we would be their distributors in turn for complete world. That is the plan.

**Darshil Jhaveri:** Okay. So, what kind of revenues can come from this investment? Like, so it would be majorly the manufacturing part that, you know, basically we are getting our share, right? So if we have invested like around INR9 crores, I assume the facility is, you know, worth around INR30 crores. So what kind of like revenue, additional revenues will flow through our P&L?

**Ashutosh Gupta:** Revenues would start around 15 months from now. And we have plans to construct a EU approved manufacturing facility, which will have all the approvals in the world. So I can't -- I must say in the first year, we have plans for around INR50 crores, but it can go up to any level, because we don't have -- we don't have any big facility, INR30 crores is just the capital, there would be a bank loan involved. So it could be a huge facility.

**Darshil Jhaveri:** Okay.

**Ashutosh Gupta:** Our main focus is to construct a manufacturing facility of that level and having a control over the production. So that whenever we enter into the European market, the production control should be in our hands. It is always better than outsourcing from any third company to get a stake in a company which is manufacturing for you when you enter into the regulated market. So that is the idea after this.

**Darshil Jhaveri:** Okay. That helps a lot, sir. And so I just wanted to know, like, you know, these Trump tariffs are there, so do they impact our business in any way or our growth potential or they are focusing more on African segments? So, you know, it would not be a lot of concern to us. How do we see that?

**Ashutosh Gupta:** You mean Donald Trump, right?

**Darshil Jhaveri:** Yes, US tariffs.

**Ashutosh Gupta:** So US is not at all our target market, not in next 10 years. So we don't have any effect due to Donald Trump or US market or any tariff.

**Darshil Jhaveri:** Okay. That's great. So just like last question on the terms of margin, I think it's around 20% to 25% margin we are aiming for. But I think this year we did around 17%. So just wanted to know, like, how do we get to the margins that we have?

**Ashutosh Gupta:** When we are in a growing space, a lot of investment has to be made in marketing. We are increasing our team. We are traveling, visiting, participating in exhibitions. So there's a lot of expenditure taking place. But when it comes to the complete bottom line, PAT, we are trying to go for more profitable products so that in the end, our profit after tax is maintained above 10 or around 10.

**Moderator:** Our next question comes from the line of Rohan Gupta, who's an investor. Please go ahead.

**Rohan Gupta:** Sir, I wanted to understand the trade receivable rate is around INR25 crores. So that's almost a seven, eight month of receivable period. So is that the normal period or we face some delays, you know, in this year? And how will it be going forward?

**Ashutosh Gupta:** You mean debtors?

**Rohan Gupta:** Yes, the debtors.

**Ashutosh Gupta:** Yes, they are majorly the institutional debtors. And we have put -- we are taking legal battle against them. Because there are some -- sorry.

**Rohan Gupta:** So how much of this 38 -- sorry, how much of this INR26 crores is under dispute?

**Ashutosh Gupta:** INR26 crores? No, the figure is not INR26 crores. And there is no dispute. The dispute may be of INR25 lakhs to INR30 lakhs. That is a specific state government that also we are contesting. There are only delays and the payments are coming very slowly. So we are just going ahead for the interest accumulation that SMEs are entitled to. So we are contesting in court for getting the interest on the delayed payments. There is no dispute in payments. The payments are coming very slowly. That's the issue.

**Rohan Gupta:** Okay, so these are all our export clients or like how much will be export, how much will be domestic in this?

**Ashutosh Gupta:** There are no export clients for these delayed payments. We are supplying for exports only on confirmed payment terms, either it is advanced payment terms or letter of credit.

**Rohan Gupta:** Yes, but like this INR26 crores, right, what do you expect the debtor days going forward? Like what would be the number? Is it more like a four, five month receivable period or will the seven, eight month receivable period continue going forward?

**Ashutosh Gupta:** Going forward, it would be this because when we are going, the markets where we are working now are the French West African markets where the distribution takes place through France. First the goods go to France, then the French distributor would supply to the 10 to 12 West African countries, which are French speaking countries and where we have our own marketing teams. When we sell the goods, then only they pay us.

So it is a six-month cycle, but the profitability is designed in that way that the interest is covered up to our satisfaction. But that is the kind of business which every company who is working in that, in the French West Africa, every company may be the biggest company in the world has to go through the stage, has to go through this process only. There is no other process.

**Rohan Gupta:** But sir, then going forward, like how will we fund our growth of 60%, say our receivable days remain on the higher side, you guided for the 60% CAGR, right, over next three years. So what exactly is our working capital planning like?

**Ashutosh Gupta:** It is a planning which we have to do very carefully. You have pointed out correctly. And we have to classify our customers, some customers whom we are supplying and getting advanced payments, some customers whom we are getting the letter of credit.

But when we supply to the institutional buyers, the government departments, or when we supply to the French West Africa, then this is the credit terms that we have to follow. So then we start slow. We start sending smaller shipments and increase it gradually, so that the fund and the working capital management is done. So it is a very specific kind of business.

And we have hired very special people for that, to handle the logistics up to France, to handle from France to those French West African countries, and to get payments from those countries and send it to the French distributor. So it is a very specific process.

**Rohan Gupta:** Okay, so are we also delaying our payables? Like our vendors, do we also delay them a bit, you know, to kind of have the net working capital come down or how is it?

**Ashutosh Gupta:** So we don't delay them or nothing substantial. And we are doing very regular business with a very happy bank of creditors also.

**Rohan Gupta:** Okay, got it. So coming to your capacity, right, I mean, this Nepal plant and all of this. So currently, what capacity we are operating at optimum utilization at the moment?

**Ashutosh Gupta:** We are operating at 60% to 65%. Whereas the industry norm is around 75%. No one can run up for 100%. But we are increasing our capacity by 20% now. It is almost done. And after that, we are expecting a good influx of orders this year. So we have already prepared for that.

**Rohan Gupta:** Okay. So in our current facility, we are looking to have a 20% expansion, right?

**Ashutosh Gupta:** Yes, it is almost done. We are just completing…

**Rohan Gupta:** And then the utilization levels on the overall capacity can go up to say 75%.

**Ashutosh Gupta:** This is the industry norm. Because there are the changeovers, line clearance and everything. Nobody can work 100%. 75% is the optimum utilization.

**Rohan Gupta:** And this Nepal facility, right, what kind of capacity will that add to our -- on a percentage level, you know, just for a layman to understand?

**Ashutosh Gupta:** First of all, that would add to a different kind of capacity because that plant is meant for another set of countries, another set of markets, where our existing facilities don't have the approvals for those markets, plant approvals. And if we go for those plant approvals, we have to upgrade in a massive way. So that facility we are preparing it to cater to almost all international audits, except USFDA.

So that would be another set of countries that we are adding. So it would supplement our business in a very unique way. Adding newer countries, adding newer customers and whatever turnover we are doing in Medicamen Organics Limited, the Nepal facility turnover would be an addition, because all the supplies, all the sales would take place through Medicamen Organics Limited. All the technology we are providing...

**Rohan Gupta:** I got it. It will cater to different markets, but say on a percentage level, or I mean a simpler question would be at optimum utilization after all these expansions, right, at Nepal and the other one that you mentioned, what can be the optimum revenue potential of our facilities?

**Ashutosh Gupta:** In Nepal facility, our optimum, if we go for optimum revenue utilization, I think we can go above INR400 crores.

**Rohan Gupta:** From the Nepal facility itself alone?

**Ashutosh Gupta:** Yes, sir.

**Rohan Gupta:** INR400 crores?

**Ashutosh Gupta:** That would be the optimum utilization, that kind of capacities we are doing. But when we start doing...

**Rohan Gupta:** But, sir, how is it possible? What is our investment in that facility and how much stake are we holding?

**Ashutosh Gupta:** INR130 crores.

**Rohan Gupta:** INR130 crores?

**Ashutosh Gupta:** Around. That is Nepali figures, so we have to divide 1.6. No, that would be the bank involved in that. That's what I told. That's why we are not taking controlling stake in that company. INR82 crores Indian.

**Rohan Gupta:** Okay, so INR82 crores is the capex, out of which we are investing approximately INR9 crores.

**Ashutosh Gupta:** Yes, INR82 crores is not completely capex, but out of this, there's technology transfer, product development, dossier development, registry cost. So a lot of mix is there. And huge capacities we are creating.

**Rohan Gupta:** So, sir, how would this work, right? I mean, this would become an associate for us, right? For Medicamen, this would be an associate. So this would not go into consolidation in our financials. So is that INR60 crores you are mentioning -- the INR60 crores guidance you are mentioning, excluding this Nepal thing, right, of revenue?

**Ashutosh Gupta:** This year, there would be no revenues from Nepal.

**Rohan Gupta:** Okay. But even though we have guidance of 60% is excluding Nepal.

**Ashutosh Gupta:** No, no, it would include Nepal by next year. This year, we will consolidate our existing sales and we have added our personal care and cosmetic products. So that would give us a growth. Next year, the Nepal facility will come into force after half a financial year. So after that, the Nepal facility will give us the impetus and we can grow from thereafter.

**Rohan Gupta:** Okay. Sir, just one thing, I mean, I'm asking repeated on this only point, but the Nepal subsidiary will sell directly, right? The Nepal entity will sell directly to the markets, right, to the respective markets.

**Ashutosh Gupta:** No, no, no. All the sales would be through Medicamen.

**Rohan Gupta:** Okay. So you will basically purchase from your subsidiary and then sell it?

**Ashutosh Gupta:** Yes. It would not be our subsidiary.

**Rohan Gupta:** It would be an associate.

**Ashutosh Gupta:** Yes, associate manufacturing where we would be having a stake in the manufacturing.

**Rohan Gupta:** So what kind of margin would that be? Like on an EBITDA margin level for us, say after the manufacturing from the subsidiary entity to Medicamen, what kind of margins you are expecting on that? Because that will be what will be consolidated, right?

**Ashutosh Gupta:** Yes, that won't be consolidated, whatever price we are buying.

**Rohan Gupta:** Yes, sorry, that will be in our stand-alone.

**Ashutosh Gupta:** Yes, up to a percentage. But when we are selling, that's what I'm trying to tell that we would be selling to better markets with a better profitability. Markets like Latin America, maybe Mexico, Brazil, and European markets, where we also climb the price chain as well as the volume chain, value as well as volume chain.

**Rohan Gupta:** Okay, sir, understood. And so this East Africa, what you are doing, right, the subsidiary, you've said projections of $1.5 million for FY '26. Do we have these orders in place? And how is it like?

**Ashutosh Gupta:** We have orders of around 125,000 right now in hand. We have also received $50,000 as advance from our subsidiary. And the first shipment will go this month. And once the shipments leave, then we are expecting the similar order again.

**Rohan Gupta:** Okay, got it. So, sir, in FY '25, we saw big seasonality aspect, right, where H2 was pretty heavy. So, will that trend be the same going forward even in FY '26 and '27?

**Ashutosh Gupta:** It is always like this for pharmaceutical companies, because in the end, we are supplying it to institutional bodies, may it be in India or may it be internationally. So, most of the countries they have a financial year ending in March. So, most of the government offices honour us with their prestigious orders by the end of the year, because they have to exhaust their budgets. So, always H2 is heavy for our industry. And H1 is a more healthy period, because it may be summer or it is too hot.

**Rohan Gupta:** So, we can assume a 40-60 kind of H1 to H2 break up, like 40%-60%?

**Ashutosh Gupta:** Always.

**Moderator:** Our next question comes from the line of Sopan Pimpale, who is an investor. Please go ahead.

**Sopan Pimpale:** Yes, my question is simple. We have invested in Nepal for MHOL, right? It's a free trade hub. And I was just pretty concerned about the end use and destination of the products being manufactured or exported by MHOL. So, what are the possibilities, legal repercussions or implications for MOL in Indian regulatory bodies like DGFT, [ED, SEBI 0:37:50] or MEA, if they investigate the end use customer, if the countries are banned by India?

**Ashutosh Gupta:** The countries are banned by India?

**Sopan Pimpale:** Yes, if the products are sold by Nepal subsidiary to the countries which are banned by India.

**Ashutosh Gupta:** First of all, we are only planning for first world countries or the developed countries through that manufacturing plant. And secondly, we are -- because the company is situated in Nepal, and we are just a shareholder, and our purchase from the Nepal facility would not be in India because buying from India and re-export to any country is not allowed as per SAARC agreements. So, we'll have to open a subsidiary outside India, which will purchase from the Nepal facility. So, I don't think there will be any issue.

**Sopan Pimpale:** Okay, fine. Means you're not getting the products from MHOL to MOL, right?

**Ashutosh Gupta:** We will be getting products from MHOL to MOL, but we will have to start a subsidiary outside India because anything imported in India from Nepal can't be re-exported without value addition. And similarly, when we export to Nepal, Nepal can't re-export as per SAARC agreements.

**Sopan Pimpale:** No, what was my question is, if MHOL does that thing, what I've asked?

**Ashutosh Gupta:** Yes.

**Sopan Pimpale:** If MHOL exports things to the banned countries, then will there be a problem for MOL in India?

**Ashutosh Gupta:** No, there won't be any problem. I mean, I don't get the banned country, maybe you're talking about Iran or something.

**Sopan Pimpale:** Yes.

**Ashutosh Gupta:** Yes, Iran has its own manufacturing facilities, very strong manufacturing setup, and they do not import from nowhere.

**Sopan Pimpale:** Sanctioned countries like North Korea, Sudan and all.

**Ashutosh Gupta:** North Sudan may be on our target, but again, North Sudan has a good manufacturing base, and the local manufacturing is very…

**Sopan Pimpale:** They are not our potential customers.

**Ashutosh Gupta:** They are not our potential customers. Africa is not our potential customer from Nepal, and not even -- yes, we are targeting Latin America, Central America, and European markets, and maybe...

**Moderator:** Thank you. Ladies and gentlemen, as there are no further questions from the participants, I now hand the conference over to Ms. Ruchika Shah from EquiBridgex Advisors for closing comments. Over to you, ma'am.

**Ruchika Shah:** Thank you. On behalf of Medicamen Organics Limited, I sincerely thank all of our investors and analysts for taking the time to join us on today's earnings call. Your trust, interest, and continued support mean a great deal to us. We look forward to growing stronger together and keeping you well informed on our journey ahead. Thank you once again for being a valued part of our story.

**Moderator:** Thank you. On behalf of EquiBridgeX Advisors, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.

**Ashutosh Gupta:** Thank you.