



FEROZSONS
LABORATORIES LIMITED



Corporate Briefing Session

OCTOBER 27, 2021

LAHORE

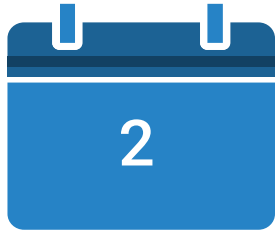


PEOPLE TRUST US

CONTENTS



Company Profile



**Collaborations and
Product Portfolio**



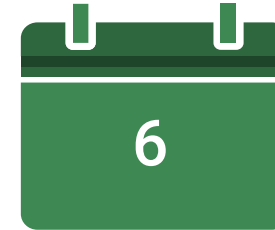
**Our Work During The
COVID-19 Pandemic**



**Our Community Care
Initiatives**



**Pharmaceutical
Industry Highlights**



Financial Performance



**Questions and
Answers Session**



PEOPLE TRUST US



COMPANY PROFILE



COMPANY INFORMATION

Incorporation



Incorporated in
1954 as
Private Limited
Company

Enlistment



First Pakistani
Pharmaceutical Co.
Listed on Stock
Exchange in 1960

Principle Business



Primarily Engaged
in the Manufacture,
Imports and Sale of
Pharmaceutical
Products and
Medical Devices

Latest Therapies



Have Consistent
Track Record of
Bringing Latest
Therapies in
Pakistan at
Affordable Prices



PEOPLE TRUST US

OUR VISION, MISSION AND VALUES

Our Vision

We will strive to attain market leadership by putting patients first and seeing every day as a new opportunity to earn trust and credibility.

Our Mission & Values Statement

We aim to improve the quality of life by providing innovative healthcare solutions, ensuring patient access to treatment and cure. In doing so, we will:

- Enhance shareholder value
- Lead in employee development
- Collaborate for excellence
- Be ethical & transparent

Our Values

Putting Patients
First

Trustworthiness

Collaboration

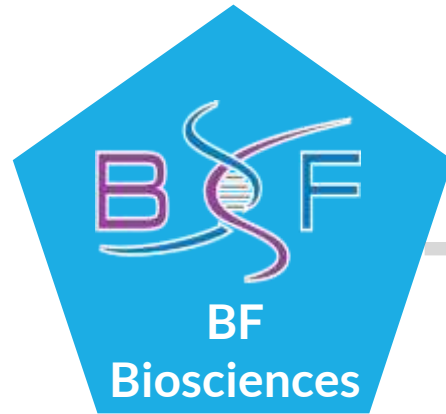
Excellence



PEOPLE TRUST US

CORPORATE STRUCTURE

Parent Company



Subsidiary
Company –
80% Holding



Retail Venture –
98% Partnership
Interest



PEOPLE TRUST US

MANUFACTURING CAPABILITIES

cGMP Compliant Manufacturing Facilities:

We have two cGMP compliant manufacturing facilities in Pakistan, to cater the production of tablets, capsules, syrups, suspensions, ointments and injectables.

Maintaining Highest Quality Standards:

In order to maintain quality standards with world's most reputed pharma companies, Ferozsons only sources raw materials from cGMP compliant manufacturers.

BMR of Production Facilities:

Over the last few years, investment amounting to Rs. 2.4 billion has been made as part of BMR of existing manufacturing facilities. Alongside, a major expansion in our subsidiary BFBL is underway currently.



PEOPLE TRUST US

MANUFACTURING CAPABILITIES

State-of-the-Art Pharmaceutical Oral Dosage Manufacturing Unit Nowshera, KPK Province



PEOPLE TRUST US

MANUFACTURING CAPABILITIES

State-of-the-Art Pharmaceutical Injectables Manufacturing Unit Lahore, Punjab



PEOPLE TRUST US

PRESENCE IN INTERNATIONAL MARKETS



Indonesia



Sri Lanka



Afghanistan



Philippines



Ukraine



Myanmar



Kenya



Sudan



Kyrgyzstan



Belarus



Uzbekistan



Nepal



Cambodia



Vietnam



Dominican
Republic



Ghana



Honduras



Uganda



Tajikistan



Tanzania



Mongolia



PEOPLE TRUST US



COLLABORATIONS & PRODUCT PORTFOLIO

COLLABORATIONS

1

Grupo Empresarial
Bago S.A.



5

Performance Health



2

Boston Scientific



6

BioGaia Sweden



3

Gilead Sciences



7

PanTheryx



4

Xiamen Innovax
Biotech



8

Sinergium Biotech



PEOPLE TRUST US

PRODUCT PORTFOLIO – PHARMA & OTC

Our key therapeutic areas include:

1

Gastroenterology

2

Diabetes / Anti-Obesity

3

Cardiology

4

Hepatology

5

Oncology

6

Pediatric

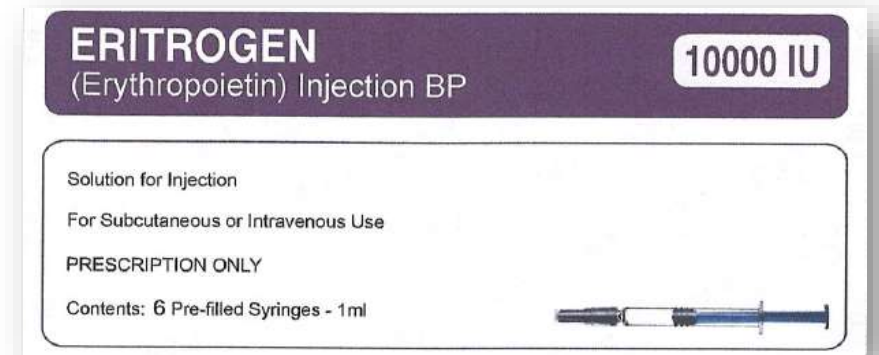
7

Antivirals / Infectious Diseases



PEOPLE TRUST US

PRODUCT PORTFOLIO – INJECTABLES



PEOPLE TRUST US

PRODUCT PORTFOLIO – MEDICAL DEVICES

Medical devices of following segments are marketed:

1

Cardiology

2

Endo

3

Urology

4

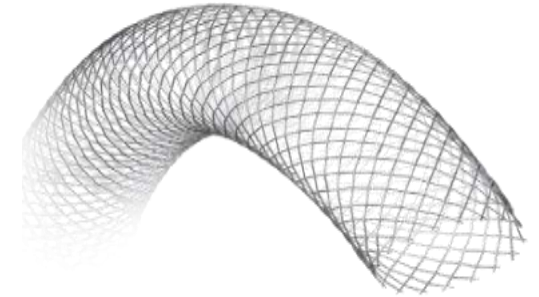
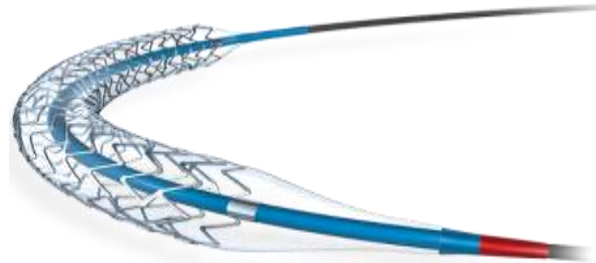
Electrophysiology

5

Cardiac Rhythm Management

6

Neuromodulation



PEOPLE TRUST US

NEW BRANDS IN OUR PORTFOLIO

1

Azobar



2

Empagen



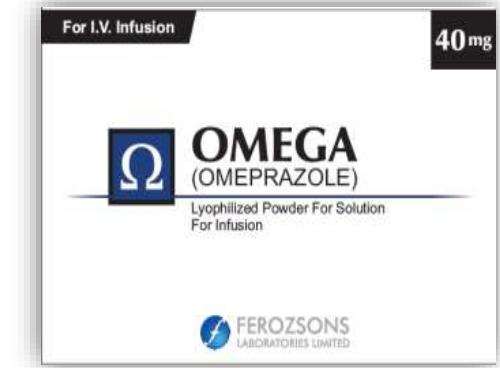
3

Sitagen-MXR



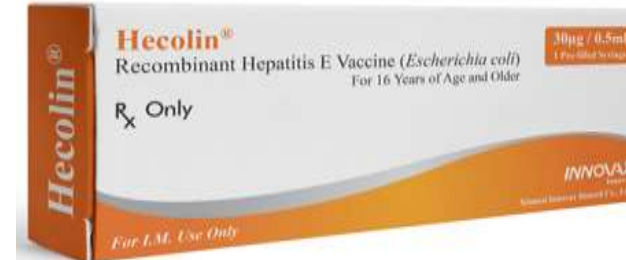
4

Diabetron



5

Helicon



6

Omega IV



7

Ubetril



8

Ciniqua



PEOPLE TRUST US



OUR WORK DURING THE COVID-19 PANDEMIC



PEOPLE TRUST US

OUR WORK DURING THE COVID-19 PANDEMIC

1

Launch of Remidia (Remdesivir) Injections

On May 01, 2020, US FDA granted Gilead's drug 'Remdesivir' an 'Emergency Use Authorization' for the treatment of novel COVID-19 disease.

Due to availability of the required facility, on May 13, 2020, Ferozsons (through its subsidiary BF Biosciences) was able to conclude its non-exclusive license agreement with Gilead Sciences for the manufacture and sale of Remdesivir within 13 days from its EUA approval granted by the US FDA.

The Company successfully managed Remidia supply chain in all the COVID waves in Pakistan.

Alongside, the Company was also able to export and serve the patients need in various countries.



PEOPLE TRUST US

OUR WORK DURING THE COVID-19 PANDEMIC

Other work includes:

2

Portable Ventilators for Rescue 1122 Ambulances

3

Online Practice Management Solution “CliniCall”

4

Umang Anxiety Helpline

5

Donations of Personal Protective Equipment & Respiratory Marks



PEOPLE TRUST US



OUR COMMUNITY CARE INITIATIVES



SALUTING OUR HEALTHCARE HEROES

To pay tribute to the sacrifices of our healthcare heroes and their families, Ferozsons organized a special initiative to recognize the heroes who lost their lives while saving others during the pandemic. On May 05, 2021, in partnership with CDA, Waleed City of Lahore and KMC, country's national monuments including Faisal Mosque, Lahore Fort and Frere Hall were turned into beacons of blue light, representing the color of the medical uniform.



PEOPLE TRUST US

WORLD'S ENVIRONMENT DAY

To underscore the role of the environment in our health and wellbeing, Ferozsons collaborated with KC to light up Frere Hall in emerald green on the occasion of World Environment Day. The activity aimed for the protection and revival of our ecosystems.



PEOPLE TRUST US



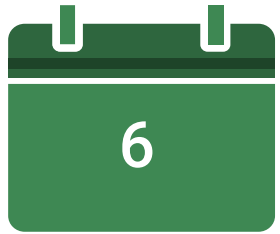
PHARMACEUTICAL INDUSTRY HIGHLIGHTS



PHARMACEUTICAL INDUSTRY HIGHLIGHTS

1	Market Size	Overall Pakistan's Retail Pharma Market stands at Rs. 559.31 Billion.
2	Growth and CAGR	Growth over last year stands at 16% (approx.), whereas last 5 years CAGR stands at 14%.
3	Top Corporates	Approx. 90% market share is held by top 50 pharma corporates in Pakistan.
4	Market Share Top Channels	Retail pharmacy channel captures share of approx. 63%.
5	New Launches	393 new products have been launched, which nearly contributes 0.74% of the market share.





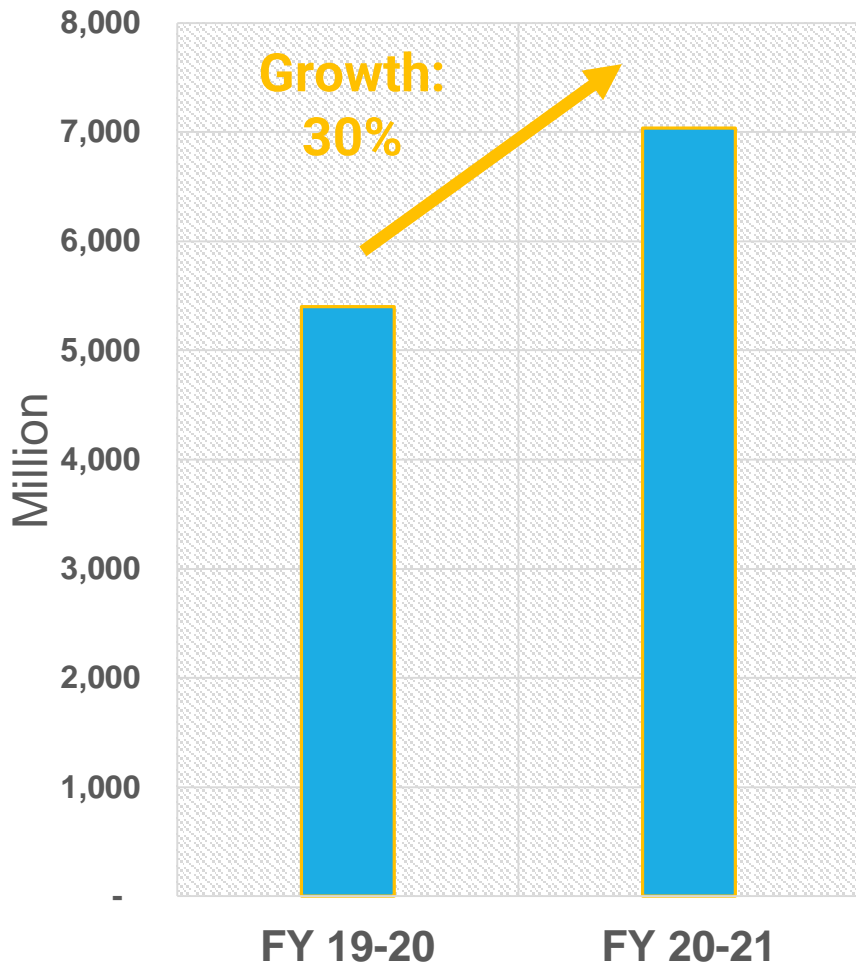
FINANCIAL PERFORMANCE



PEOPLE TRUST US

FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2021 (STANDALONE)

Revenue - (Rs. Million)



Revenue

Overall topline of the Company grew by 30% over the last year.

Gross Profit

Gross profit closed at Rs. 2,887 million, compared to Rs. 2,225 million last year demonstrating a growth of 30%.

Operating Profit

Operating profit closed at Rs. 1,003 million, compared to Rs. 588 million last year demonstrating a growth of 71%.

Profit After Tax

Profit after tax closed at Rs. 725 million, compared to Rs. 396 million last year.

Earnings Per Share

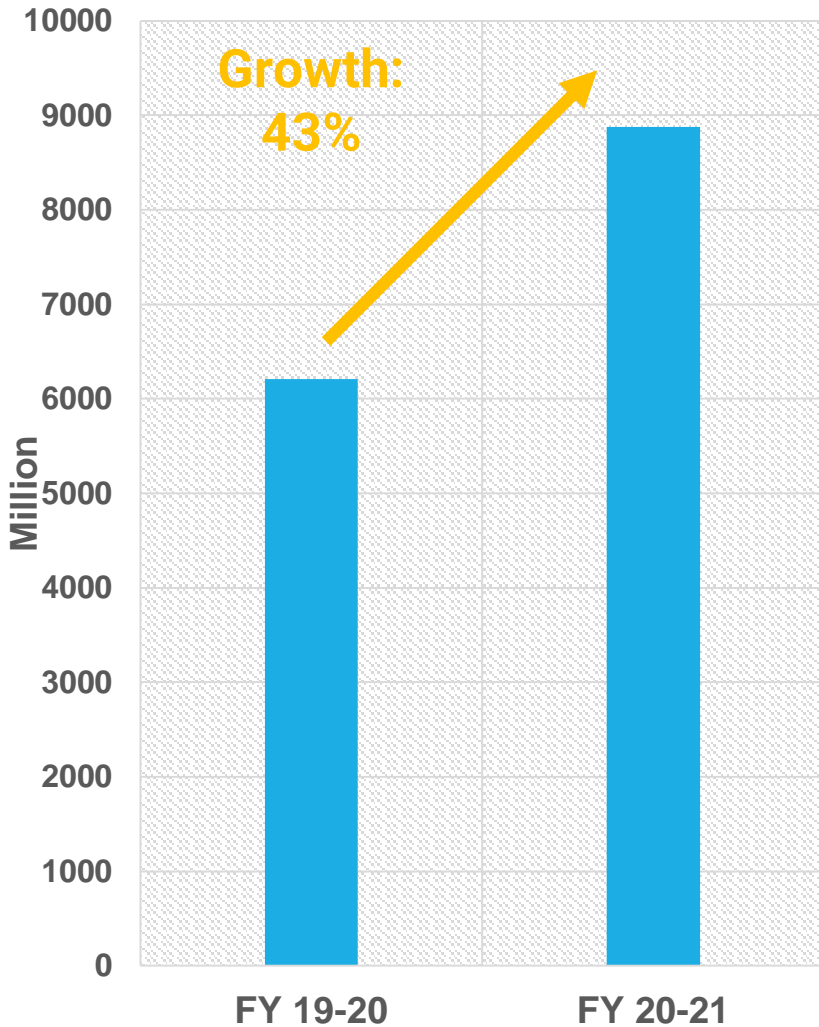
Earnings per share closed at Rs. 20.02 for the year ended 30 June 2021 compared to Rs. 10.92 last year demonstrating a growth of 83.3%.



PEOPLE TRUST US

FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2021 (CONSOLIDATION)

Revenue - (Rs. Million)



Revenue

Overall topline of the group grew by 43% over the last year.

Gross Profit

Gross profit closed at Rs. 3,665 million, compared to Rs. 2,339 million last year demonstrating a growth of 57%.

Operating Profit

Operating profit closed at Rs. 1,610 million, compared to Rs. 621 million last year demonstrating a growth of 159%.

Profit After Tax

Profit after tax closed at Rs. 1,289 million, compared to Rs. 423 million last year.

Earnings Per Share

Earnings per share closed at Rs. 32.39 for the year ended 30 June 2021 compared to Rs. 11.51 last year demonstrating a growth of 181%.



FINANCIAL PERFORMANCE – QUARTER ENDED 30 SEP 2021

Gross Profit

GP increased by 41.6%. The change in GP margin primarily reflects impact of sales mix relating to MTD.

S&D Expenses

S&D expenses increased by 35% mainly due to increase in salaries, travelling and promotional expenses as field activities resumed.

OI, OE and FC.

OI increased by 158%, OE increased by 605% mainly due to exchange loss. FC decreased by 54%.

Revenue

Revenue closed at 1,693 M, demonstrating a growth of 31% over the same period last year. On consolidation basis, topline grew by 47%.

Earning Per Share closed at Rs. 4.43 compared to Rs. 3.05 over the same period last year.

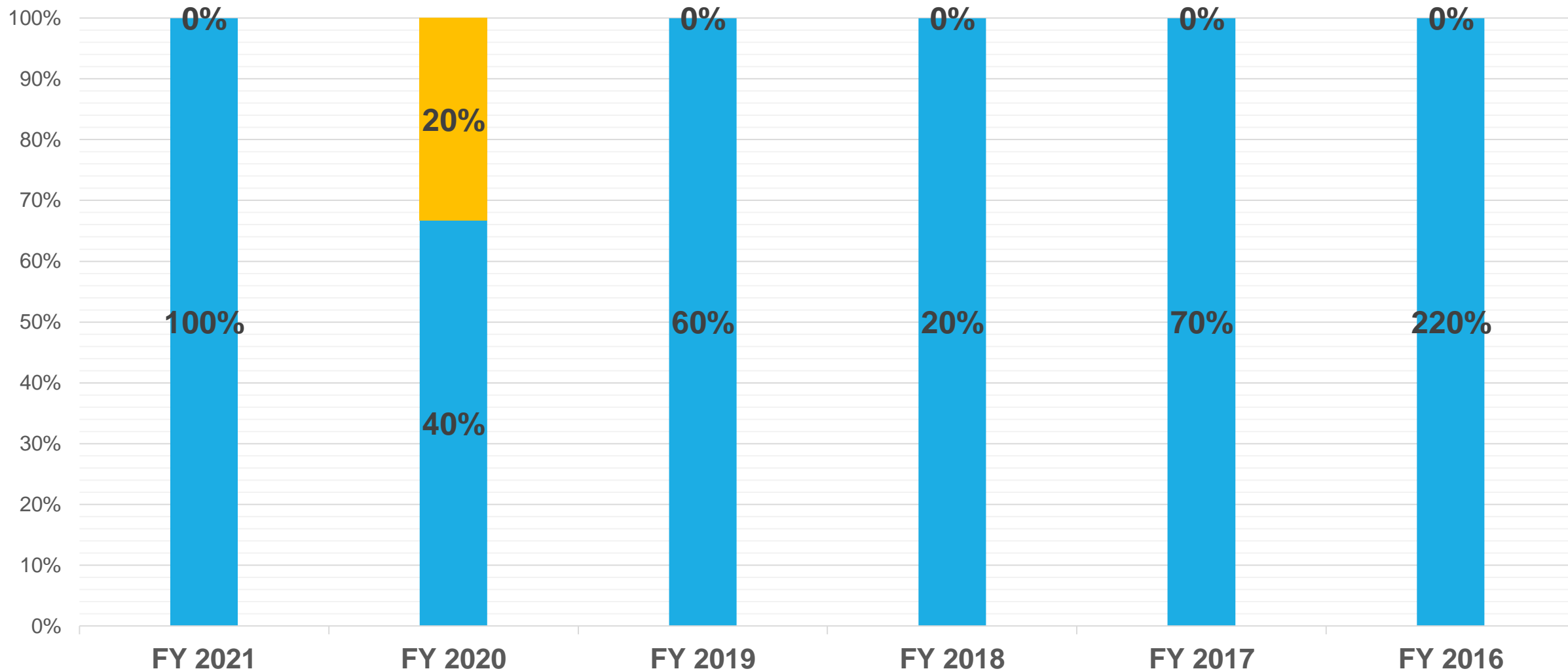
Profit After Tax

Profit after tax closed at Rs. 160.4 million, demonstrating a growth of 45%. On consolidation basis, PAT grew by 154%.



PAYOUT TO INVESTORS – LAST SIX YEARS

■ Cash dividend per share Rs. ■ Bonus share issued %





QUESTIONS AND ANSWERS SESSION



PEOPLE TRUST US

THANK YOU



PEOPLE TRUST US