



FEROZSONS
LABORATORIES LIMITED



Corporate Briefing Session

OCTOBER 21, 2022

LAHORE

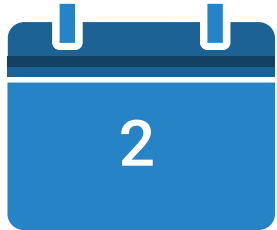


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COMPANY PROFILE



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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



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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



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CORPORATE STRUCTURE

Parent Company



Subsidiary
Company –
80% Holding



Retail Venture –
98% Partnership
Interest



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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. 2.5 billion has been made as part of BMR of existing manufacturing facilities. Alongside, a major expansion in our subsidiary BFBL is underway currently.



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MANUFACTURING CAPABILITIES

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



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MANUFACTURING CAPABILITIES

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



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MANUFACTURING CAPABILITIES – BF EXPANSION SNAPSHOT

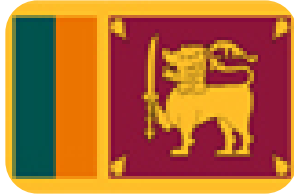


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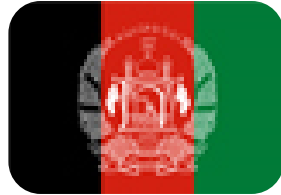
PRESENCE IN INTERNATIONAL MARKETS



Indonesia



Sri Lanka



Afghanistan



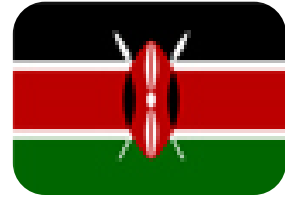
Philippines



Ukraine



Myanmar



Kenya



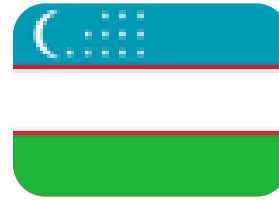
Sudan



Kyrgyzstan



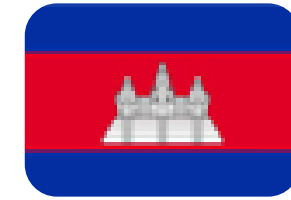
Belarus



Uzbekistan



Nepal



Cambodia



Vietnam



Dominican
Republic



Ghana



Honduras



Uganda



Tajikistan



Tanzania



Mongolia



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COLLABORATIONS & PRODUCT PORTFOLIO

COLLABORATIONS

1

Grupo Empresarial
Bago S.A.



4

Xiamen Innovax
Biotech



2

Boston Scientific



5

BioGaia Sweden



3

Gilead Sciences



6

PanTheryx



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PRODUCT PORTFOLIO – PHARMA & OTC

Our key therapeutic areas include:

1

Gastroenterology

2

Diabetes / Anti-Obesity

3

Cardiology

4

Hepatology

5

Oncology

6

Pediatric

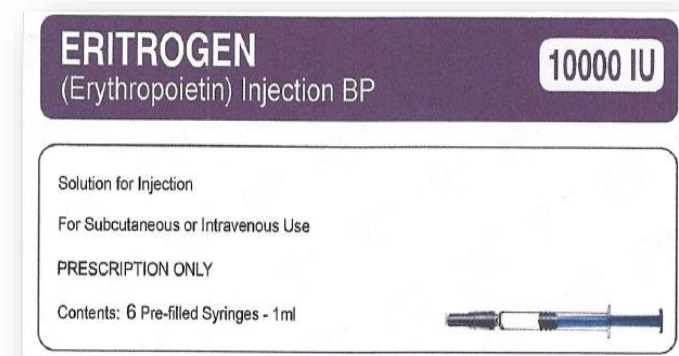
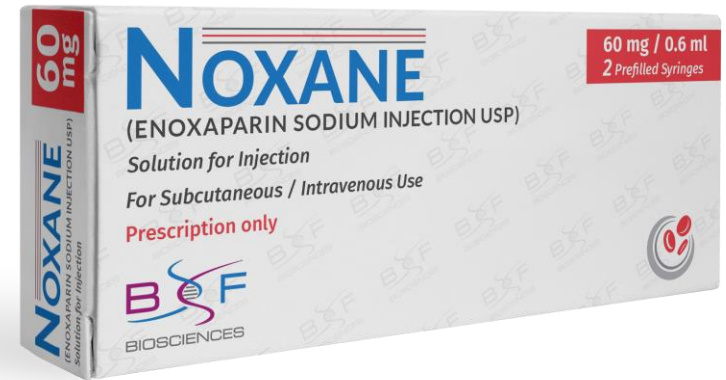
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Antivirals / Infectious Diseases



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PRODUCT PORTFOLIO – INJECTABLES



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PRODUCT PORTFOLIO – MEDICAL DEVICES

Medical devices of following segments are marketed:

1

Cardiology

2

Endo

3

Urology

4

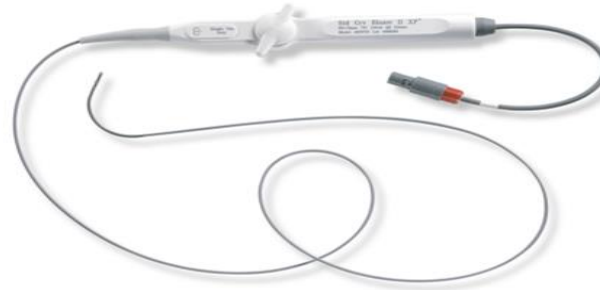
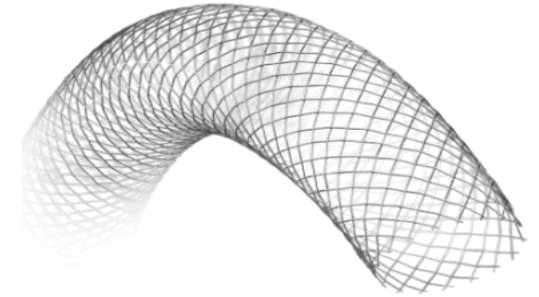
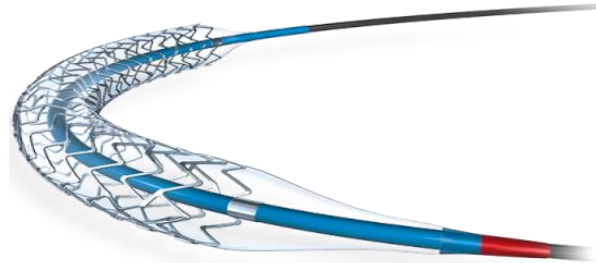
Electrophysiology

5

Cardiac Rhythm Management

6

Neuromodulation



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NEW BRANDS IN OUR PORTFOLIO

1

Ubetril



2

Empagen



3

Ertuvia



4

Noxane



5

Omega Rapid



6

Ciniqua



7

Azobar



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OUR DISEASE AWARENESS INITIATIVES



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DISEASE AWARENESS INITIATIVES

Karachi Monuments Illuminated To Celebrate World Heart Day



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DISEASE AWARENESS INITIATIVES

Partnered With Leading Diabetes Institutions To Launch 'Stop Diabetes' Campaign Across Pakistan



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DISEASE AWARENESS INITIATIVES

Pinktober – Ferozsons Rallies For Breast Cancer Awareness



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OUR COMMUNITY CARE INITIATIVES



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PARTNERSHIP WITH RIZQ

Ferozsons Laboratories Limited has collaborated with Rizq, under its Omega initiative to combat hunger. We have taken this step to provide nutrition to the underprivileged families and help to reduce number of malnourished people in Pakistan.



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MOU FOR EARLY DIAGNOSTICS OF DIABETES

An MoU was signed between Ferozsons and the Baqai Institute of Diabetology and Endocrinology (BIDE) to launch 'fast-track pathway' for early diagnostics of diabetic foot patients across Pakistan.





PHARMACEUTICAL INDUSTRY HIGHLIGHTS

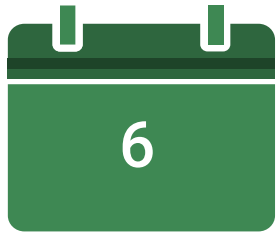


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PHARMACEUTICAL INDUSTRY HIGHLIGHTS

1	Market Size	Overall Pakistan's Retail Pharma Market stands at Rs. 655.94 Billion.
2	Growth and CAGR	Growth over last year stands at 17.16% (approx.), whereas last 5 years CAGR stands at 15.16%.
3	Top Corporates	Approx. 94% market share is held by top 72 pharma corporates in Pakistan.
4	Market Share Top Channels	Retail pharmacy channel captures share of approx. 60%.
5	New Launches	289 new products have been launched, which nearly contributes 0.61% of the market share.



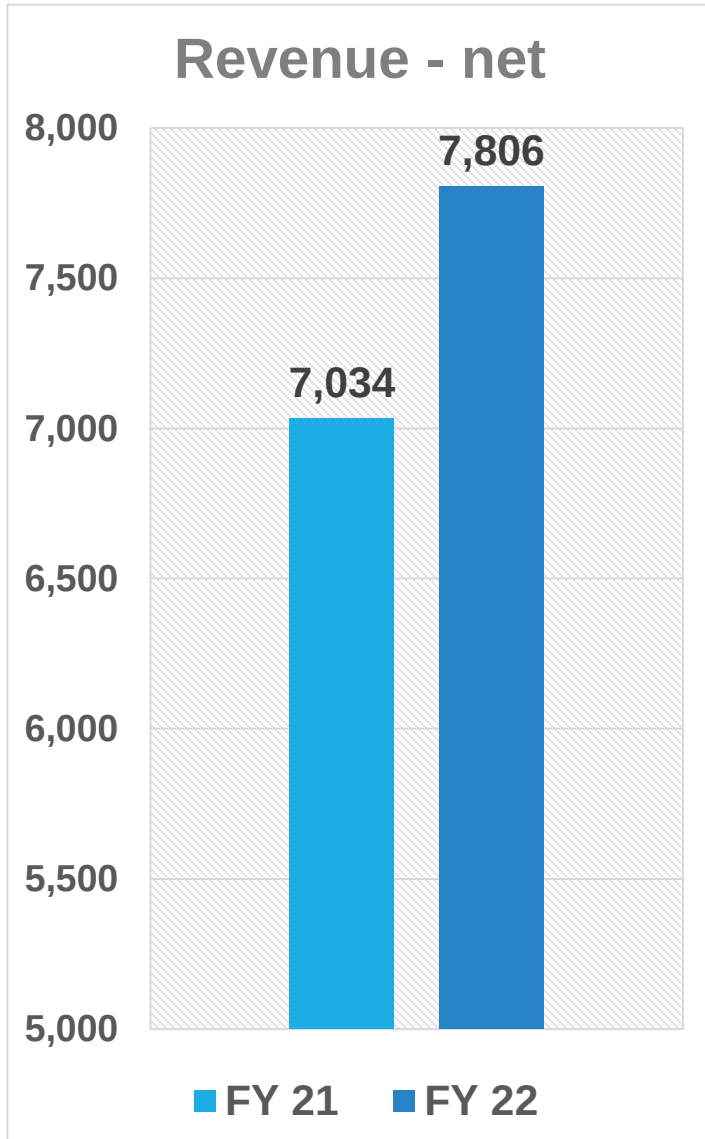


FINANCIAL PERFORMANCE



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FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2022 (STANDALONE)



Revenue

Overall topline of the Company grew by 11% over the last year.

Gross Profit

Gross profit closed at Rs. 3,518 million, compared to Rs. 2,887 million last year demonstrating a growth of 22%.

Operating Profit

Operating profit closed at Rs. 972 million, compared to Rs. 1,003 million last year depicting a decline of 3%.

Profit After Tax

Profit after tax closed at Rs. 514 million, compared to Rs. 725 million last year.

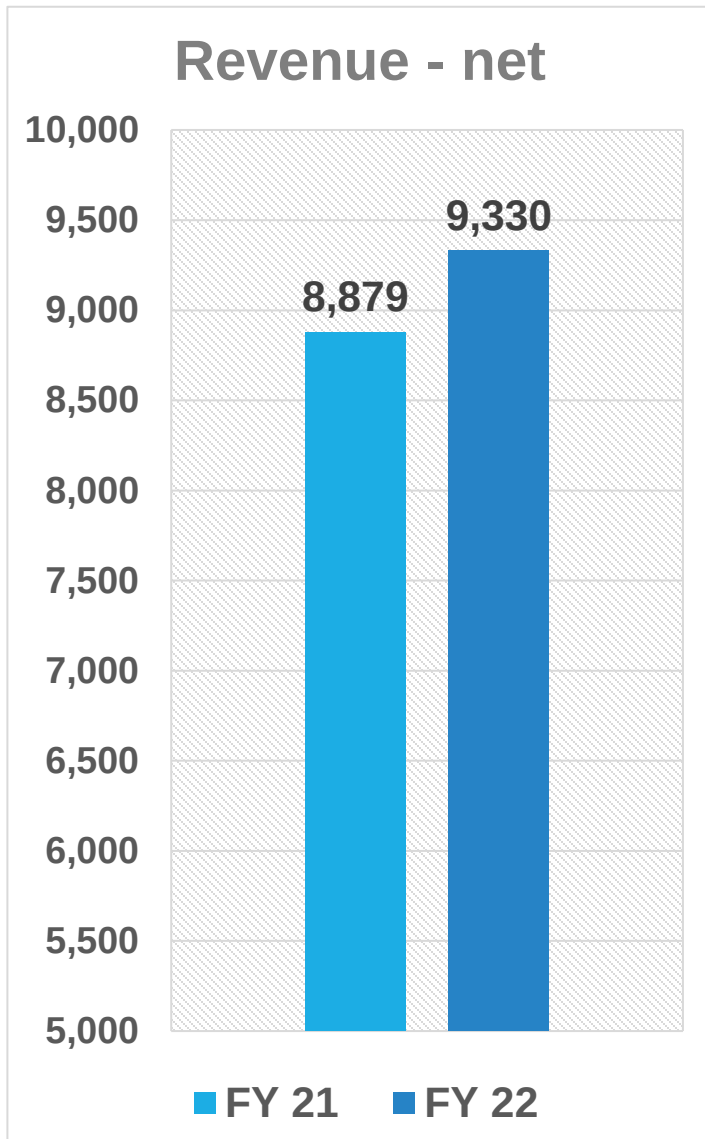
Earnings Per Share

Earnings per share closed at Rs. 14.19 for the year ended 30 June 2022 compared to Rs. 20.02 last year depicting a decline of 29%.



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FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2022 (GROUP)



Revenue

Overall topline of the Group grew by 5% over the last year.

Gross Profit

Gross profit closed at Rs. 3,983 million, compared to Rs. 3,665 million last year demonstrating a growth of 9%.

Operating Profit

Operating profit closed at Rs. 1,333 million, compared to Rs. 1,610 million last year depicting a decline of 17%.

Profit After Tax

Profit after tax closed at Rs. 790 million, compared to Rs. 1,289 million last year.

Earnings Per Share

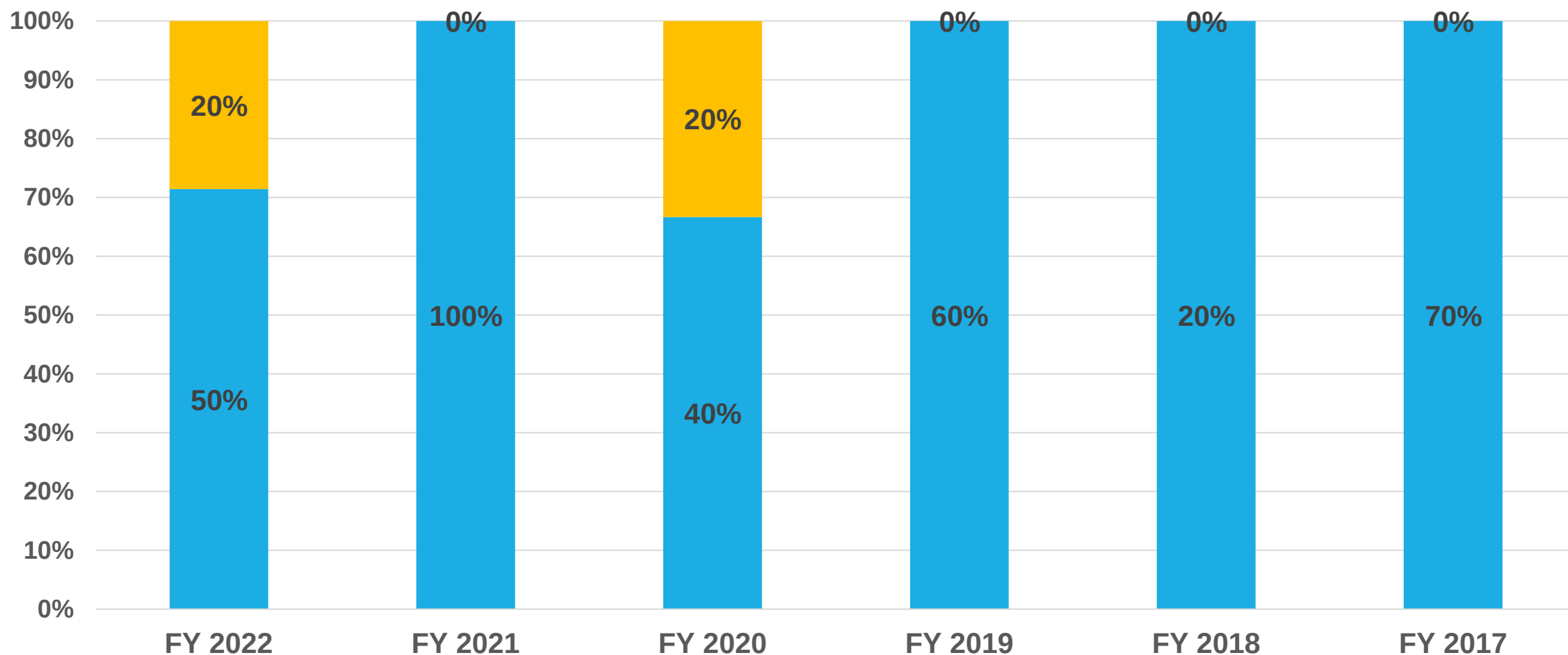
Earnings per share closed at Rs. 20.27 for the year ended 30 June 2022 compared to Rs. 32.39 last year depicting a decline of 37%.



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PAYOUT TO INVESTORS – LAST SIX YEARS

■ Cash Dividend Per Share ■ Bonus Shares



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QUESTIONS AND ANSWERS SESSION



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THANK YOU



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