



Corporate Briefing Session

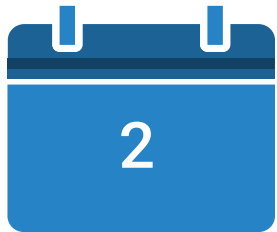
Wednesday, November 27, 2024



CONTENTS



Company Profile



**Collaborations and
Product Portfolio**



**Pharmaceutical
Industry Highlights**



Financial Performance



**Questions and
Answers Session**



AGENDA

1. Company Profile

2. Collaborations and Product Portfolio

3. Pharmaceutical Industry Highlights

4. Financial Performance

5. Questions and Answers Session

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

Patient - Centricity



We, being a Patient
Centric Company,
take Pride in
Bringing Latest
Therapies to Cater
Unmet Patient
Needs



PEOPLE TRUST US

OUR VALUES

PUTTING PATIENTS FIRST

Our purpose for existence and ultimate measure of success is our impact on the improvement of human lives. All our activities are built around this central philosophy

EXCELLENCE

We are committed to a culture of Excellence and raising the bar every time

TRUSTWORTHINESS

We work hard every day to earn the trust of patients, healthcare providers, employees, business partners and stakeholders

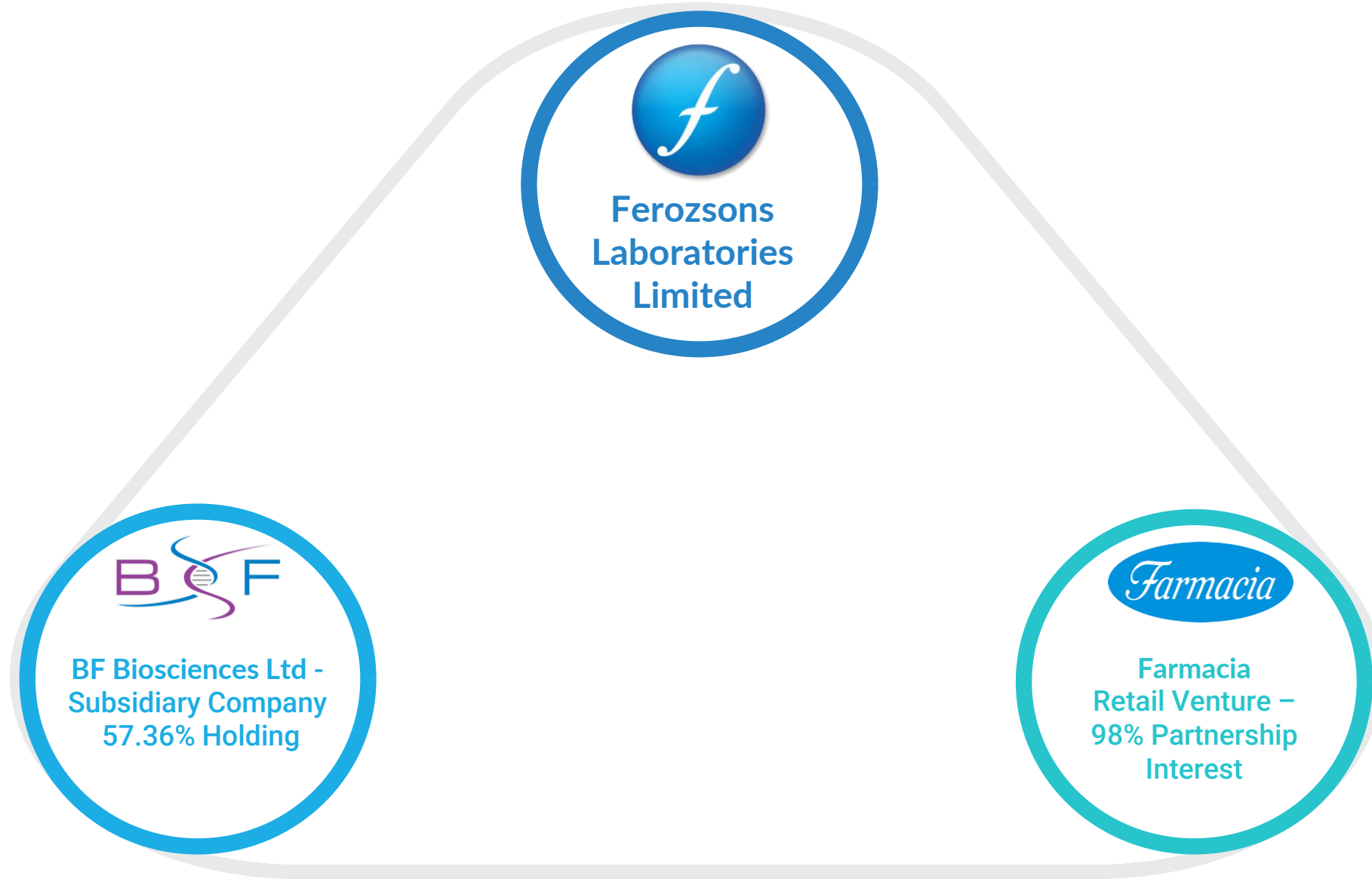
COLLABORATION

None of us is as smart as all of us. We come together, work together and win together



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CORPORATE STRUCTURE



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. 2.8 billion has been made as part of BMR of existing manufacturing facilities.



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MANUFACTURING CAPABILITIES

Ferozsons - Pharmaceutical Manufacturing Unit, Nowshera



CLEAN ENERGY INITIATIVES



One-megawatt solar power plant fully operational.



Another one-megawatt solar power plant under final stages of installation, financed through SBP Renewable Energy Scheme.



CORPORATE SOCIAL RESPONSIBILITY

Company are committed to the protection of environment and investing in community's health and education. During the year ended 30 June 2024, Company has contributed to various CSR activities including:



Through collaboration with LUMS and iHart, Company is offering courses and providing research facilitation to clinicians and institutions across the country.



Through this forum, Company will offer mentorship, training, and support to emerging women leaders in medicine and surgery



Company has collaborated with Rizq, under its Omega initiative to combat hunger and to provide nutrition to the underprivileged families.



Company annually supports the National Outreach Programme (NOP) of the LUMS. Company is proud to annually sponsor the LUMS Young Writers Workshop as well.



AGENDA

1. Company Profile

2. Collaborations and Product Portfolio


3. Pharmaceutical Industry Highlights

4. Financial Performance

5. Questions and Answers Session

COLLABORATIONS


1 Grupo Empresarial Bago S.A.




4 BioGaia Sweden



2 Boston Scientific



5 Nihon Kohden



3 Gilead Sciences



PRODUCT PORTFOLIO – PHARMA

Our key therapeutic areas include:

1

Gastroenterology

2

Diabetes / Anti-Obesity

3

Cardiology

4

Hepatology

5

Urology

6

Pediatric

7

Antivirals / Infectious Diseases



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PRODUCT PORTFOLIO – MEDICAL DEVICES

Medical devices of following segments are marketed:

1

Cardiology

2

Endo

3

Urology

4

Electrophysiology

5

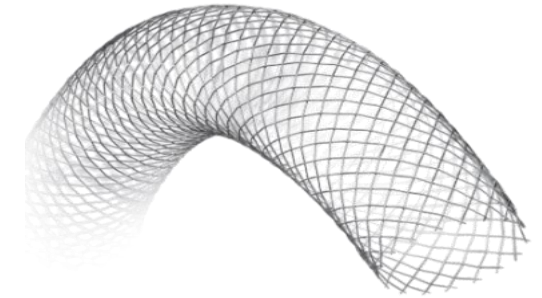
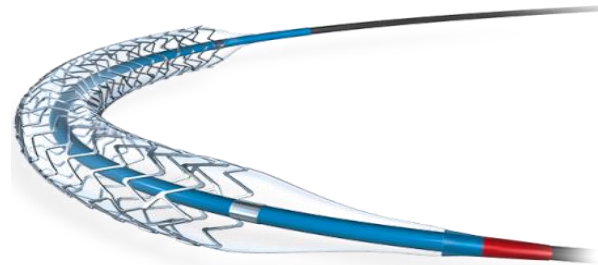
Cardiac Rhythm Management

6

Neuromodulation

7

Ultrasound / Other Diagnostic Machines



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AGENDA

1. Company Profile

2. Collaborations and Product Portfolio

3. Pharmaceutical Industry Highlights

4. Financial Performance

5. Questions and Answers Session

PHARMACEUTICAL INDUSTRY HIGHLIGHTS

1

Market Size

Overall Pakistan's Retail Pharma Market stands at Rs. 962.5 Billion.

2

Growth and CAGR

Growth over last year stands at 21.8%, whereas last 5 years CAGR stands at 18.6%.

3

Top Corporates

Approx. 95% market share is held by top 78 pharma corporates in Pakistan.

4

Market Share Top Channels

Retail pharmacy channel captures share of approx. 61%.

5

New Launches

540 new products have been launched, which nearly contributes 0.62% of the market share.



AGENDA

1. Company Profile

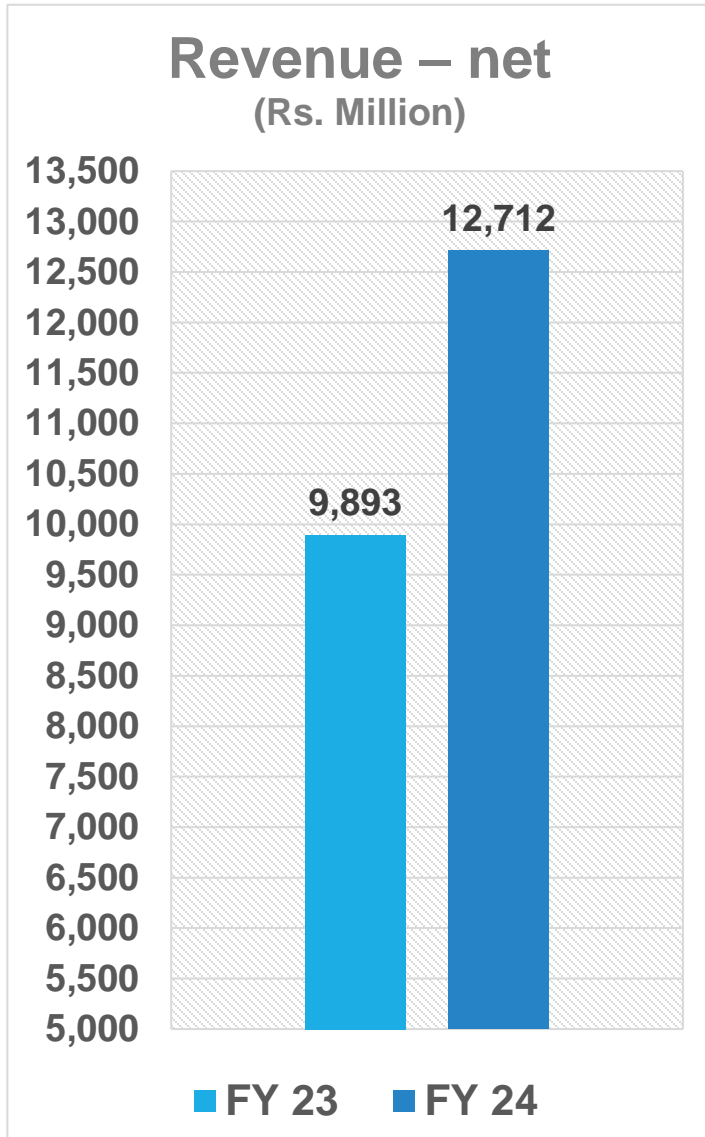
2. Collaborations and Product Portfolio

3. Pharmaceutical Industry Highlights

4. Financial Performance

5. Questions and Answers Session

FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2024 (STANDALONE)



Revenue

Overall topline of the Company grew by 28% over the last year. Five year CAGR is 19%.

Gross Profit

Gross profit closed at Rs. 4,942 million, compared to Rs. 3,822 million last year demonstrating a growth of 29%. GP margin ratio was 38.9% against 38.6% last year.

Operating Profit

Operating profit closed at Rs. 1,138 million, compared to Rs. 434 million last year demonstrating a growth of 162%.

Profit After Tax

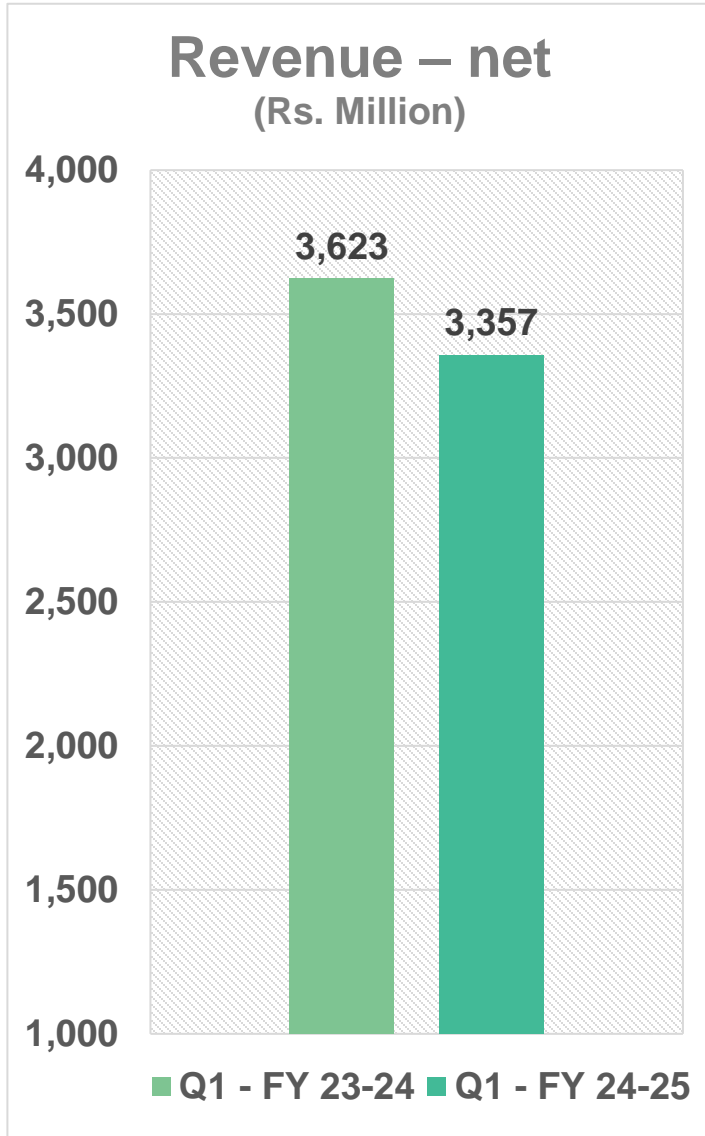
Profit after tax closed at Rs. 400 million, compared to Rs. 189 million last year.

Earnings Per Share

Earnings per share closed at Rs. 9.20 for the year ended 30 June 2024 compared to Rs. 4.35 last year.



FINANCIAL PERFORMANCE – PERIOD ENDED 30 SEP 2024 (STANDALONE)



Revenue

Overall topline of the Company declined by 7% over the same period last year. In-market generic sales increased by 19% whereas institutional sales of generics and medical devices declined by 40%.

Gross Profit

Gross profit closed at Rs. 1,307 million, compared to Rs. 1,337 million in same period last year depicting a decrease of 2%. GP ratio closed at 39% against 37% in same period last year.

Operating Profit

Operating profit closed at Rs. 357 million, compared to Rs. 383 million in same period last year depicting a decrease of 7%.

Profit After Tax

Profit after tax closed at Rs. 141 million, compared to Rs. 181 million in same period last year. The decline is mainly attributable to increase in finance costs and decrease in institutional sales.

Earnings Per Share

Earnings per share closed at Rs. 3.23 for the period ended 30 September 2024 compared to Rs. 4.15 in same period last year, depicting a decrease of 22%.



AGENDA

1. Company Profile

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4. Financial Performance

5. Questions and Answers Session



THANK YOU