



Sanofi-Aventis Pakistan Limited

Corporate Briefing Session
June 09, 2023



A Rich History



1967

*Company was
incorporated as
Hoechst Pakistan
Limited*

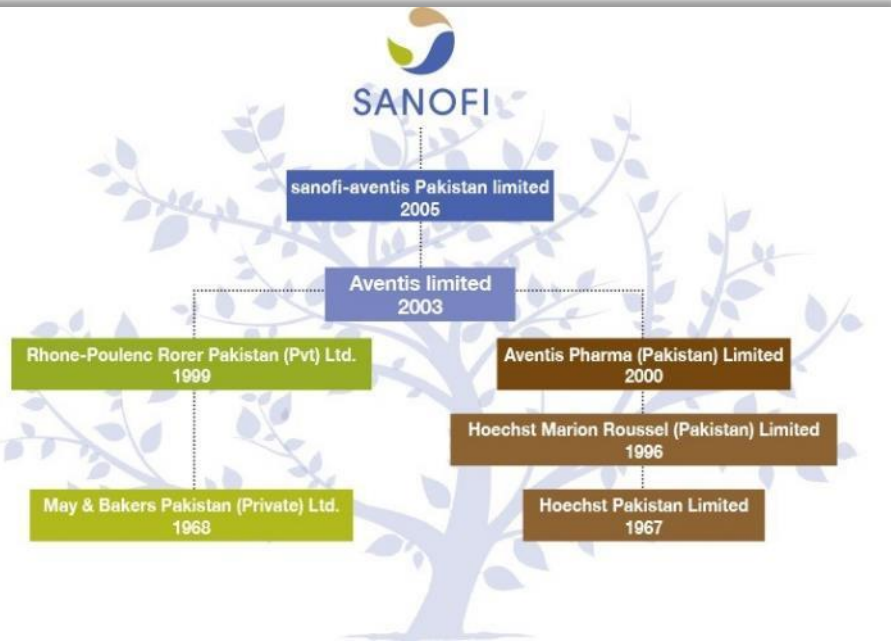
1972

*Manufacturing of
pharmaceuticals
and specialty
chemicals started*

1977

*The company
went public and
was listed on the
Karachi Stock
Exchange*

Evolution



1996: Hoechst Pakistan Limited changed its name to Hoechst Marion Roussel (Pakistan) Limited

1999: Hoechst AG & Rhone Poulenc S.A. globally merged their life sciences business into a new company known as Aventis S.A.

2000: name of the company in Pakistan changed to Aventis Pharma (Pakistan) Limited.

2003: Aventis Pharma (Pakistan) Limited merged with Rhone Poulenc Rorer Pakistan (Private) Limited and name changed to Aventis Limited.

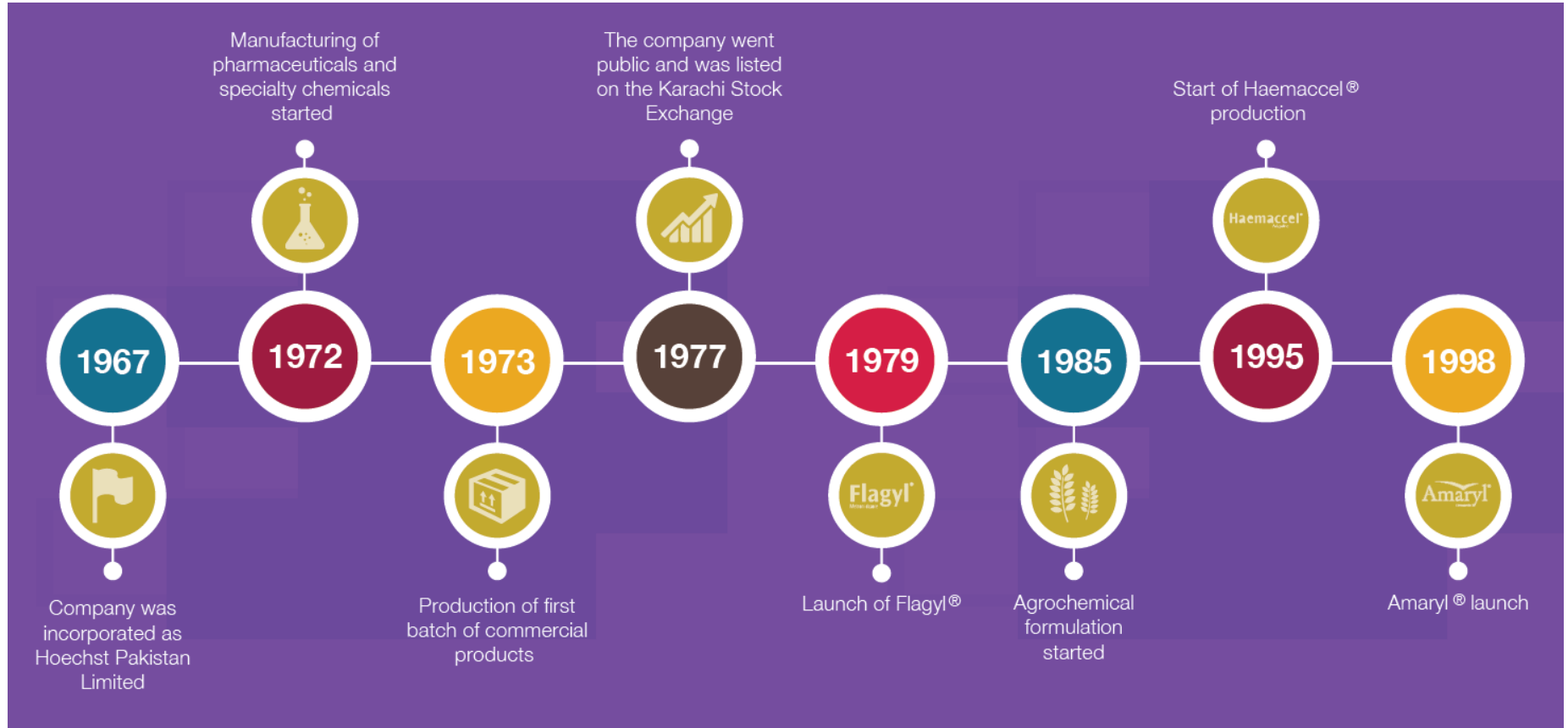
2004: Aventis S.A. acquired by sanofi synthelabo to form a company called sanofi-aventis S.A.

2005: name of company changed to sanofi-aventis Pakistan limited.

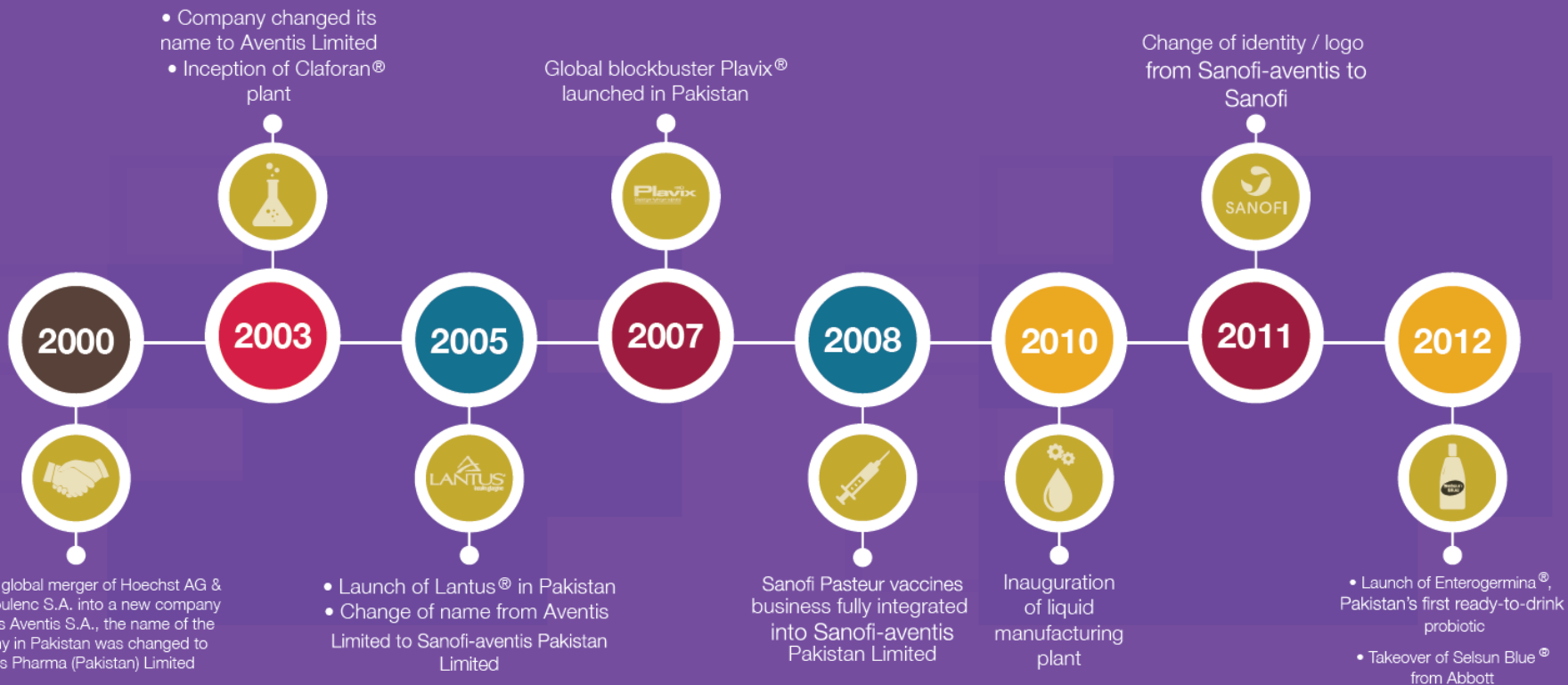
2011: sanofi-aventis changed its identity to Sanofi. However, the legal entity continues to be sanofi-aventis Pakistan Limited.

2023: sanofi-aventis Pakistan Limited acquired by an Investor Consortium led by Packages Limited.

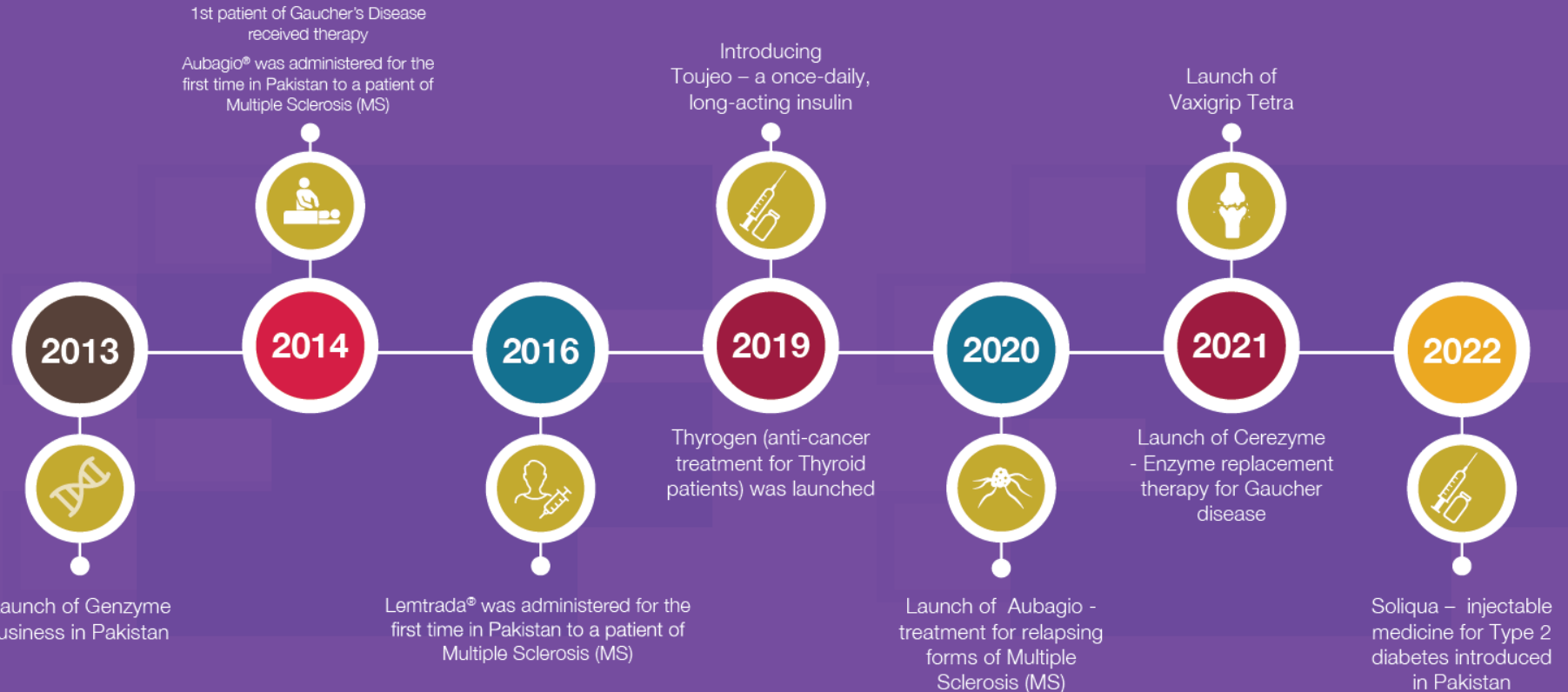
Milestones



Milestones



Milestones





Our Vision

To enhance the quality of life of the greatest number through providing a continuum of care by answering unmet medical needs of the community and promoting access to quality healthcare

Our Mission

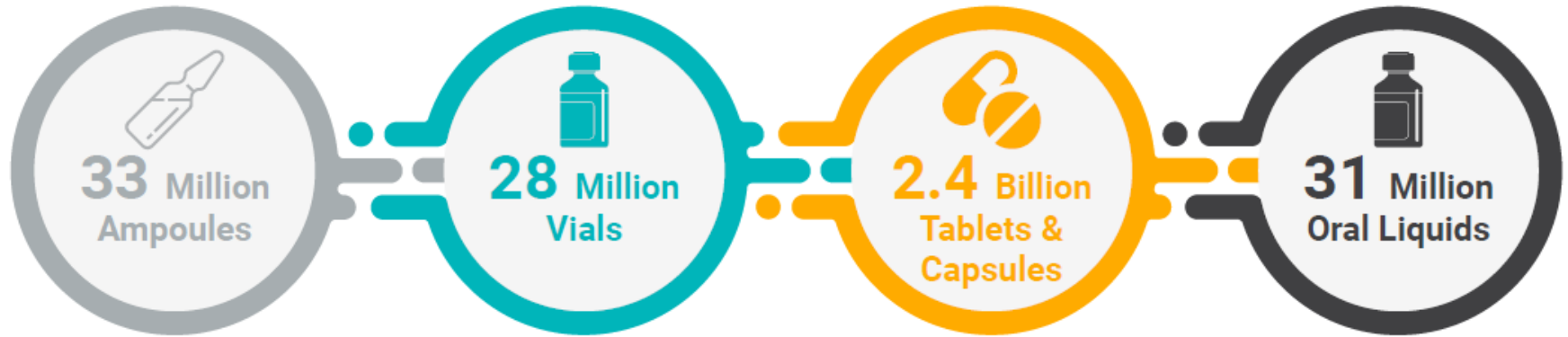
To address the full spectrum of healthcare needs, ranging from wellness to prevention, and from management and treatment to cure

Sanofi in Pakistan



Source: IQVIA PKPI MAT December 2022

Production Volumes (FY 2022)



Our People



25% Females

are in leadership positions



77%

of total commercial operations headcount is in Sales



43%

organization is between the age of 30-40 years



Total Employees 744*

sanofi

**Includes Commercial, Industrial Affairs (IA) and contractuels*

Understanding patients' needs to define what we can bring to them

Allergy management	Antibiotics
Anti-Diarrheals	Antiemetic
Cough & Cold	Cardiology
Consumer Healthcare	Diabetes (orals & insulins)
Emergency care	Epilepsy
Multiple Sclerosis	Nephrology
Oncology	Organ transplantation
Pain management	Rare disorders (LSD's)
Sleep Disorders	Urology
	Vaccines

sanofi



Our Flagship Products

NO-SPA[®]
(Drotaverine HCl)


Toujeo[®]
insulin glargine 300U/mL

Telfast[®]
Fexofenadine HCl


Claforan[®]
(Cefotaxime sodium)

Flagyl[®]
Metronidazole


CLEXANE[®]
enoxaparin sodium

 **VaxigripTetra[®]**

sanofi


Amaryl[®]
Glimepiride

 **VERORAB[™]**
Rabies Vaccine

Haemaccel[®]
Polygeline 3.5%


LANTUS[®]
insulin glargine

 **APROVEL[®]**
(irbesartan) Tablets
150mg, 300mg

 **Selsun
blue[®]**

 **Plavix[®]**
(clopidogrel hydrogen sulphate)
75mg, 300mg tablets

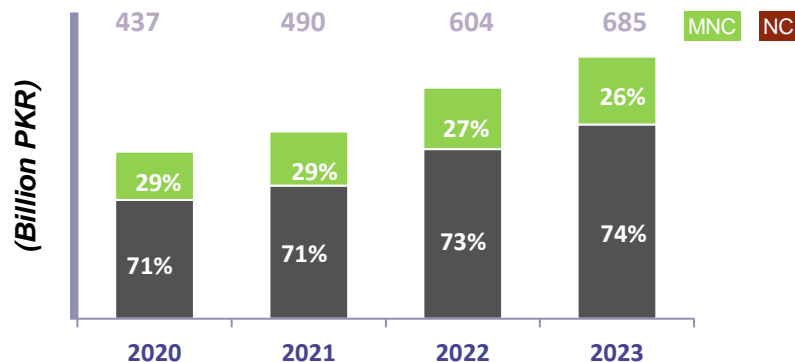
PHENERGAN[®]
PROMETHAZINE HCl

Enterogermina[®]



Pakistan Pharmaceutical Market

Market Dynamics – MNCs Vs. Local players



Market
Share %
NC : MNC
74 : 26

YTD Market
gr. **13.0%**
NC: 13.9%
MNC: 10.4%

GR %	2020	2021	2022	2023	CAGR 20-23
Total	14.7%	12.1%	23.4%	13.4%	15.8%
MNCs	14.2%	11.5%	14.1%	10.2%	12.5%
Nationals	15.0%	12.3%	27.2%	14.5%	17.1%

New Launches (Since Jan 2022)

4.3 Billion PKR

503 launches

Top 15 Corporations of the Market

MS%	Top 15 Players	Sales	MNC	NC	Billion PKR	GR%
7.1%	GETZ PHARMA				48.7	22.5%
6.5%	GLAXOSMITHKLINE				44.6	14.8%
6.4%	SAMI				44.1	16.6%
5.8%	THE SEARLE COMPANY				39.5	20.4%
5.0%	ABBOTT LAB PAK LTD				34.1	14.6%
4.2%	MARTIN DOW LIMITED				28.6	10.6%
3.9%	HILTON				26.4	24.2%
3.4%	GSK CONSUMER				23.5	8.5%
3.3%	HIGH-Q INTL				22.8	18.2%
2.8%	BOSCH				18.9	-0.7%
2.7%	OBS				18.7	20.1%
2.6%	HIGHNOON				18.0	22.5%
2.5%	SANOFI-AVENTIS PAK				17.2	16.4%*
2.3%	ATCO				15.6	17.9%
2.1%	BARRETT HODGSON				14.7	16.2%

* Actual reported growth is 10.3% (due to shortage of Amaryl, Phenergan, Orelox, Hexaxim & discontinuation of Tixylix)

Prescription driven and branded generics market is dominated by local players owing to:

Sizable sales force

Investment in new products

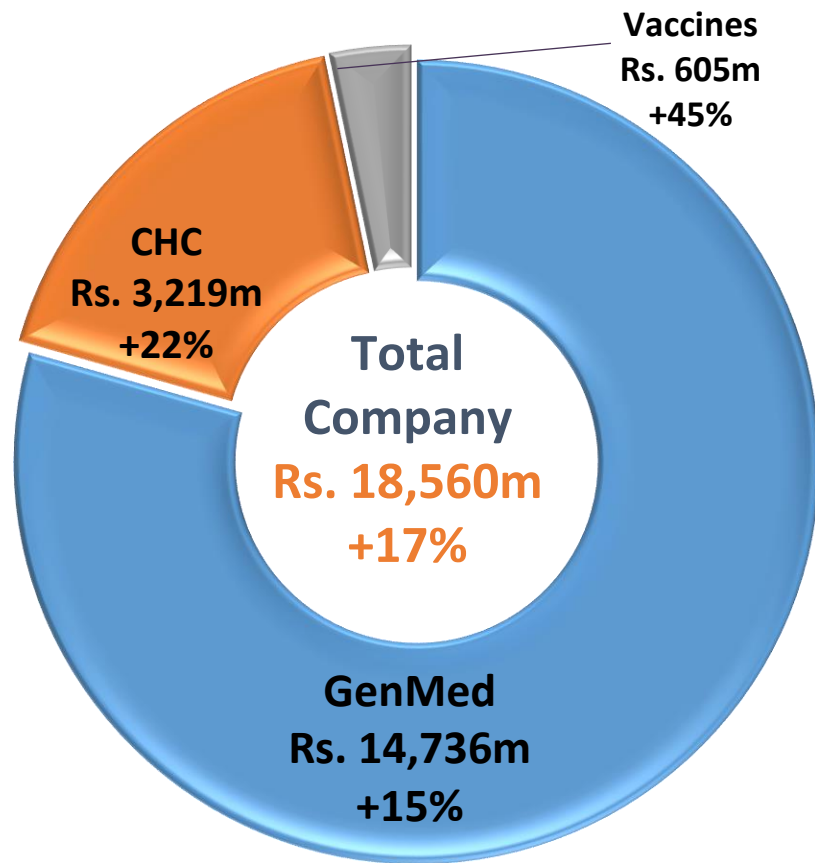
High A&P Spend

High geographic penetration



Results for the Year Ended December 31, 2022

MPKR



Gross Margin %
26%

Profit Before Tax
Rs. 724m

Profit After Tax
Rs. 167m

Earnings per Share
Rs. 17.29

P&L for the Year Ended December 31, 2022 (Audited)

	December 31, 2022	December 31, 2021
	----- Rupees in '000 -----	
NET SALES	18,559,884	15,880,932
Cost of sales	(13,688,965)	(11,758,221)
GROSS PROFIT	4,870,919	4,122,711
Distribution and marketing costs	(2,612,212)	(1,921,755)
Administrative expenses	(752,497)	(521,835)
Other expenses	(912,169)	(384,470)
Other income	179,851	170,234
	(4,097,027)	(2,657,826)
OPERATING PROFIT	773,892	1,464,885
Finance costs	(49,825)	(28,434)
PROFIT BEFORE TAXATION	724,067	1,436,451
Taxation	(557,284)	(530,499)
PROFIT AFTER TAXATION	166,783	905,952
EARNINGS PER SHARE - basic and diluted (Rupees)	17.29	93.93

P&L for the Year Ended December 31, 2022

MPKR

Description	2021	2022	Variance/Impact	One off events	Normalised profit exc. One off events	Variance/Impact
NET SALES	15,881	18,560	↑ 2,679 16.9%	-	18,560	↑ 2,679 16.9%
GROSS PROFIT	4,123	4,871	↑ 748 18.1%	-	4,871	↑ 748 18.1%
GM % of Net Sales	26.0%	26.2%			26.2%	
Distribution and marketing expenses	(1,922)	(2,612)	↓ (690) -26.4%	-	(2,612)	↓ (690) -26.4%
Administrative expenses	(522)	(752)	↓ (230) -30.6%	-	(752)	↓ (230) -30.6%
Other expenses	(384)	(912)	↓ (528) -57.9%	576	(336)	↑ 48 14.3%
Other income	170	180	↑ 10 5.9%	-	180	↑ 10 5.9%
Finance cost	(28)	(50)	↓ (22) -44.0%	-	(50)	↓ (22) -44.0%
Profit Before Taxation	1,436	724	↓ (712) -49.6%	-	1,108	↓ (328) -22.8%
Taxation	(530)	(557)	↓ (27) -4.8%	291	(266)	↑ 264 99.2%
PROFIT AFTER TAXATION	906	167	↓ (739) -81.6%	-	842	↓ (64) -7.0%

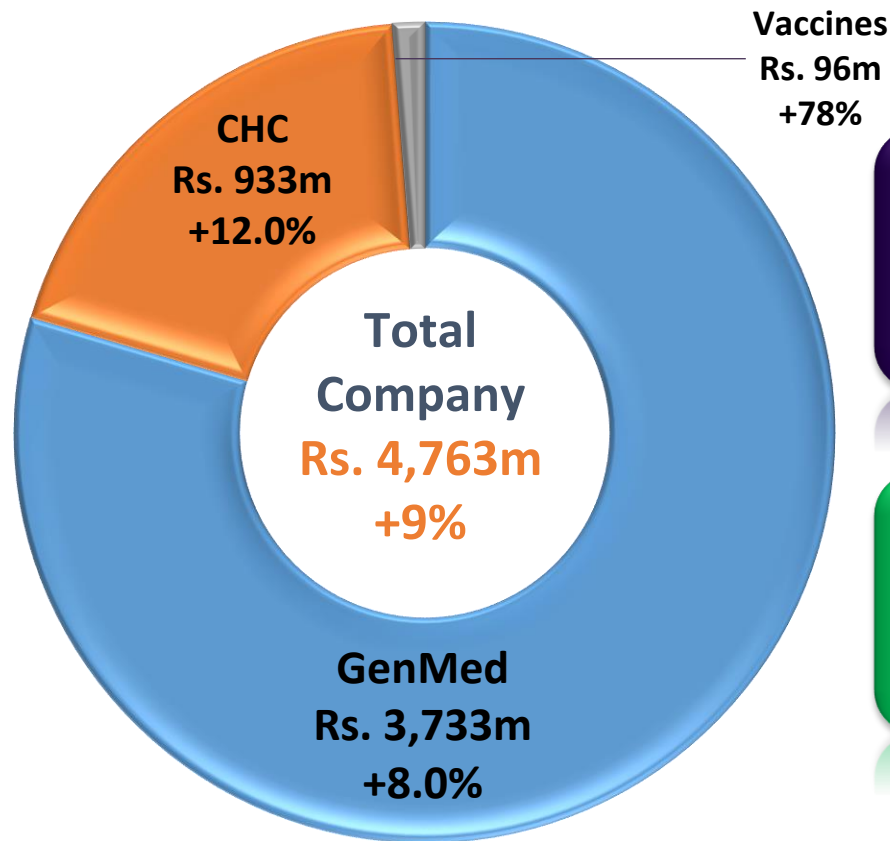
One-off events:

*Fx. Impact

*Super tax provision-Prior year

Results for the Period Ended March 31, 2023

MPKR



Gross Margin %
34%

Loss Before Tax
Rs. 288m

Loss After Tax
Rs. 357m

Loss Per Share
Rs. 37.03

P&L for the Period Ended March 31, 2023 (Un-audited)

	March 31, 2023	March 31, 2022
	----- Rupees in '000 -----	
NET SALES	4,762,608	4,383,649
Cost of sales	(3,121,359)	(3,111,636)
GROSS PROFIT	1,641,249	1,272,013
Distribution and marketing costs	(664,633)	(670,957)
Administrative expenses	(181,415)	(165,570)
Other expenses	(992,992)	(100,097)
Other income	16,951	16,906
	(1,822,089)	(919,718)
OPERATING (LOSS)/ PROFIT	(180,840)	352,295
Finance costs	(107,645)	(6,489)
(LOSS)/ PROFIT BEFORE TAXATION	(288,485)	345,806
Taxation - Current	(99,474)	(91,108)
Taxation - Deferred	30,816	(39,973)
	(68,658)	(131,081)
(LOSS)/ PROFIT AFTER TAXATION	<u>(357,143)</u>	<u>214,725</u>
(LOSS)/ EARNINGS PER SHARE - basic and diluted (Rupees)	<u>(37.03)</u>	<u>22.26</u>

P&L for the Period Ended March 31, 2023

MPKR

Description	2022	2023	Variance/Impact	One off events	Normalised profit exc. One off events	Variance/Impact
Net sales	4,384	4,763	↑ 379 8.6%	-	4,763	↑ 379 8.6%
Gross profit	1,272	1,641	↑ 369 29.0%	-	1,641	↑ 369 29.0%
<i>GM % of Net Sales</i>	29.0%	34.5%			34.5%	
Distribution and marketing expenses	(671)	(665)	↑ 6 0.9%	-	(665)	↑ 6 0.9%
Administrative expenses	(166)	(181)	↓ (15) -8.3%	-	(181)	↓ (15) -8.3%
Other expenses	(100)	(993)	↓ (893) -89.9%	927	(66)	↑ 34 51.5%
Other income	17	17	↑ - 0.0%	-	17	↑ - 0.0%
Finance cost	(6)	(108)	↓ (102) -94.4%	81	(27)	↓ (21) -77.8%
Profit/ (Loss) before taxation	346	(288)	↓ (634) -183.2%	-	386	↑ 40 11.7%
Taxation	(131)	(69)	↑ 62 89.9%	7	(62)	↑ 69 111.3%
Profit/ (Loss) after taxation	215	(357)	↓ (572) -266.0%	-	324	↑ 109 50.9%

One-off events:

*Fx. Impact

The Share Purchase Agreement between Sanofi and the Investor Consortium led by Packages Limited announced in May 2022 has concluded successfully on April 28, 2023.



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Thank you
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sanofi