



LIVEN PHARMA LIMITED

LIVE WITH HEALTH



Presentation Corporate Briefing Session

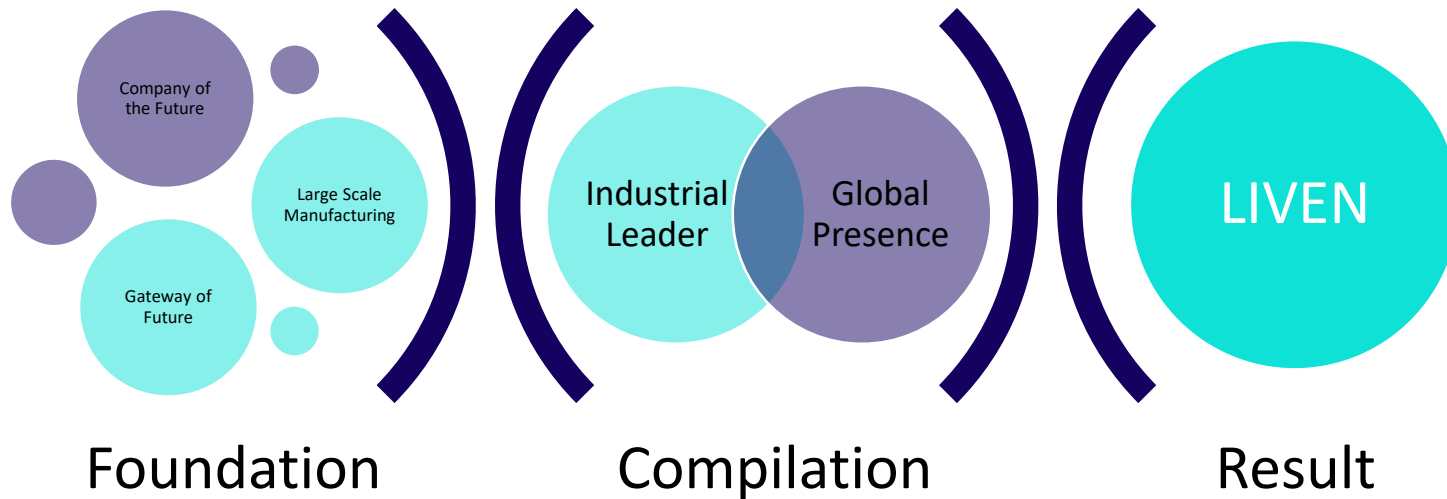


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Company Profile



We strive to create the company of the future. We believe that manufacturing medicine is not only a business but a duty, Liven Pharma Ltd is the way forward and is going to be the gateway of the Pakistan's Pharmaceutical sector, we are guided and inspired by our vision of future, here we embrace this journey, striving to remain the trusted partner of our patient's healthcare needs.

Our company will not only provide employment to the hundreds but will also effects the life of millions by providing the best pharmaceutical products, healthcare products and health remedial.

From the demands of a large institutions to individual patients, our portfolio of medicines and manufacturing facility are tailored to meet any requirement. Liven Pharmaceuticals is built to save and manage lives of billions, whether it's in the west or in the east, South or North our focus is to serve the humanity.

As you'd expect from an industry-leader, we will never stop researching and seeking innovative and better solutions--that means we're prepared for whatever the future of Pharmaceutical looks like. Delivering the possibilities of pharmaceuticals takes global-scale manufacturing and a passion to constantly improve and transform. We've only just started to scratch the surface of how pharmaceutical manufacturing can be done, and with our expertise and deep talent pool, we'll help the pharmaceutical sector of Pakistan thrive and realize its full potential.

Corporate Information

SHARE HOLDER'S CATEGORY	SHAREHOLDING PERCENTAGE
Sponsors	86.8 %
Individuals	3.53%
Free Float	5%
Physical	4.67%

Liven Pharma Limited (formerly Landmark Spinning Industries Limited) was incorporated in Pakistan as a private Limited Company on October 21, 1991 and was converted into a public limited company on April 30, 1992 under the Companies Ordinance, 1984 (Repealed with the enactment of the Companies Act, 2017). The principal activity of the Company is the manufacturing of pharmaceuticals and allied products.

Boards of Directors



Chairman Board
Mr. Atif Hussain



CEO
Mr. Kaashif
Hussain

NON-EXECUTIVE DIRECTOR

Non
Executive
Director
Mr. Umar
Mujeeb
Shami

NON-EXECUTIVE DIRECTOR

Director
Firdous
Shakir

NON-EXECUTIVE DIRECTOR

Independent
Director
Mr. Syed
Raza Abbas

NON-EXECUTIVE DIRECTOR

Non
Executive
Director
Mr. Usman
Mujeeb
Shami

NON-EXECUTIVE DIRECTOR

Independent
Director
Mr. Shoaib
Hashmi

Vision and Mission

Vision:

Our business focus made explicit in this plan, renews our vision and strategic thinking on adding value to our target market segments. From average buyer to high-end institutions we will position ourselves in a manner to differentiate us from box pushers to serious minded totally committed purveyors of safe and reliable products.

From the import of the basic raw material to the procurement of excipients and packaging material our focus is to target the most reputed and prestigious manufacturers with concerned certifications as our vendors, so that what we produce for our customers is the compilation of the best what is available in the market.

Mission:

Liven is a promise, a hope a life, a driving force more than just a pharmaceuticals manufacturing company endeavored in the business of cure, remedy and quality of life, our mission is to create a better world through our Business activities as well as our CSR activities. LIVEN is a name of a lively healthy and happy life. Welcome to the world of Liven Pharma Ltd. where everybody is healthy wealthy and wise.

Our Core Business Areas

CAPSULES
Proton Pump
Inhibitors (PPI)
Antidepressant

INFUSIONS
Anti Biotic
Anti
Inflammatory

**CONTROLLED
DRUGS /
NARCOTICS /
PSYCHOTROPIC
DRUGS**

INJECTABLES
Anti Inflammatory
Anti Histamine
Anti Psychotic
NSAID
Anti Emetic
Anti Fungal
Anti Spasmodic
Anti Biotic
Analgesic
Antipyretic

TABLETS
Antibiotics
Anti inflammatory
Anti Cancer
Anti Histamine
Non Steroidal

**Sachet For
Oral Powder**

OUR JOURNEY

BECAUSE TOGETHER WE ARE ONE



LIVEN
PHARMA
LTD 2024

Listing Thru
Merger 2022

DML 2018
cGMP 2019

Liven
Pharmaceuticals
(pvt) Ltd 2015

Merchant's Glass
2000

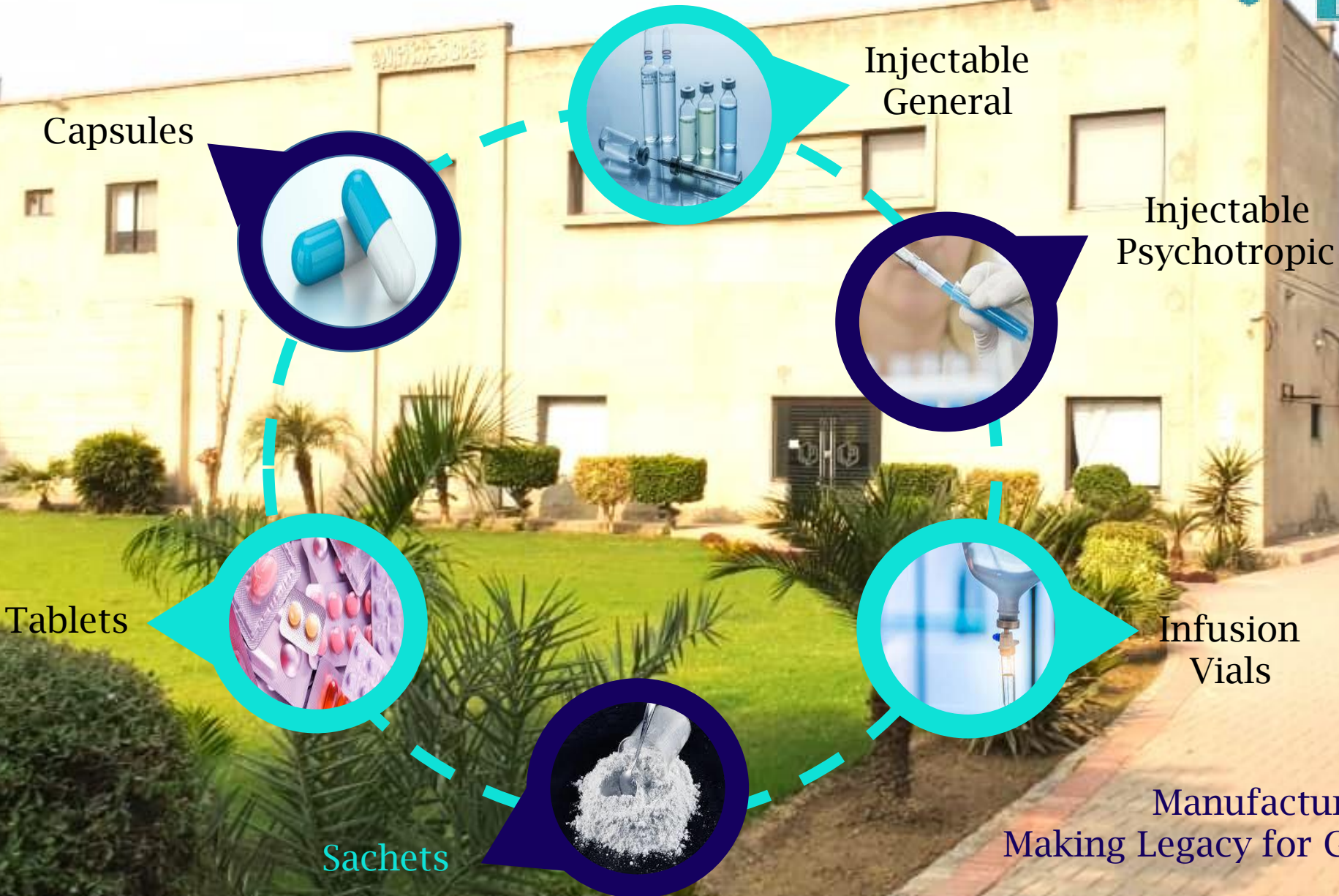
In October 2015, LIVEN was formed through the incorporation as a private limited company, with a mission to help people worldwide to live healthier and better in every stage of life.

For nearly 24 years, the sponsors of LIVEN are in directly or indirectly involved in the pharmaceutical sector of Pakistan, **Merchant's Glass** name known to every pharmaceuticals manufacturer of Pakistan one of the largest empty ampoule manufacturing unit was the first industry put up by the sponsors of LIVEN, Lived upto the dreams the company started with a humble production of 1.1 million ampoules of production capacity and uptill 2013 it reached the production capacity of 24 million per month, and become the first in Pakistan to move to automation in the sector.

The idea of LIVEN is not only to construct a life of the patient but to make reasonable profit for its investors and shareholders with a plan of a continued expansion in the field of Pharmaceuticals, Biologicals, Active Pharmaceutical Ingredients (APIs) and advance Oncological Products, we know where to go and reach the goals we will always look out for the interest of our investors and shareholders.

Having more than 102 registered molecules in 6 different dosage forms it gives LIVEN a milestone edge over its competitors nationally and because of having state of the art modernized infrastructure and flow it gives us the same edge in the international market as well

Welcome to the world of Health and Wealth



95600 Square feet
of occupied land

28500 Square feet
of manufacturing
and utilities facility

More than 100
products

Active in Global
Scale

Manufacturing Facility
Making Legacy for Generations to Come

Product Launch Journey

Our Journey Start in October 2018

2019

Letrozole
Omeprazole
Esomeprazole
Ketorolac
D3 Injection
Midazolam Inj

2020

Diazepam Inj
Buprenorphine Inj
Diclofenac Inj
Paracetamol Inf
MTZ Inf
Pregabalin Caps
Cipro Tab
Levo Tab

2021

Renoval Tab
Renoval Inf
Rvastin Tab
Lenvir Tab
Tamsulosin Cap
Monti Sachet

2022

Fluconazole Inf
Fluconazole Caps
Atavast Tab
Pentazocin inj
Civoxin Inf
Levo Inf
Vit B Inj
Thiocolchicoside Inj
Thiocolchicoside Caps

2023

Tramadol Inj
Re-leef Sachet
Nalbuphine inj

2024

Mectate Sachet
Tramox Plus Tab

2025

Livair Tab
Alset Tab
Esci Tab
PTNOL Inj
Citicoline inj

Leader

Challenger

Follower

Market
Positioning

Our Global Presence

Our Reach Beyond the Borders

Having a significant presence and reaching towards a new destinations

Exports



Pakistan Pharma overview

40 Billion and Above
Value 277 Billion Market Share
30.19%

10 Billion and Above

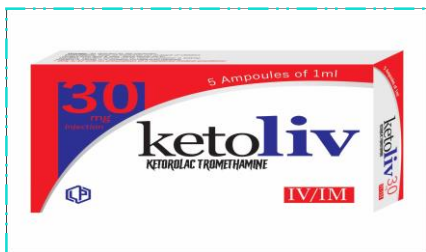
5 Billion and Above

Pakistan Pharma Overview

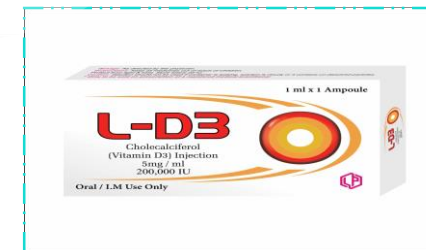
Figures provided are in PKR (Billions)



Liven Standing In Market

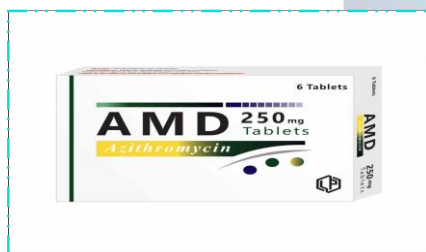


653	KETOROLAC		1,894,749,532	19,778.84
TORAD	TORADOL			
MD.	TEKAC		1,116,486,391	658.75
TEKAC	SAM		112,815,848	539.75
KETRO	KETRODIL			
ICI	KETOROGET		102,118,957	762.97
KETOR	GTZ		78,661,256	637.50

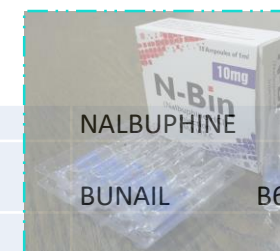


93	PARACETAMOL+TRAMADOL		4,386,128,236	12,961.57
TONOF	TONOFLEX-P	SAM	2,026,854,772	741.55
TRAMA	TRAMAL PLUS	SEA	482,359,651	337.45
DISTA	DISTALGESIC	AT3	423,155,060	178.52
FREND	FRENDOL-P	HQI	285,747,053	181.00

194	COLECALCIFEROL		9,851,079,809	64,303.14
INDRO	INDROP-D	N/P	2,891,972,455	1,558.90
SUNNY	SUNNY-D	SC2	1,408,804,550	8,963.08
OSLIA	OSLIA	HQI	874,536,372	714.00
D-TRE	D-TRES	SAM	601,589,426	926.50



12	AZITHROMYCIN		11,358,002,990	37,648,044
22	AZOMAX			
	OAL		3,712,891,006	8,476,565
134	AZITMA			
	SAM		1,295,782,389	3,962,656
1853	ZETAMAX			
	PFZ		71,494,852	230,140
1389	AZATCO	AT3	110,833,194	552,183



100	NALBUPHINE		2,079,096,300	3,699,983
3148	BUNAIL	B6H	26,561,448	79,998
159	KINZ	SAM	1,140,517,808	2,037,097
802	NALBIN	GLB	231,901,158	224,205
1735	NUBIN	SEA	79,914,771	125,195

Liven Standing In Market

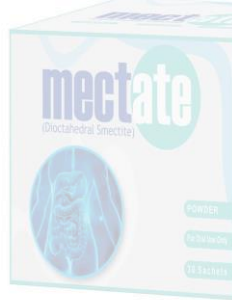


	Paracetamol Infusion	2,746,001,525	
165	PROVAS SAM	1,083,860,528	7,016,081
101	BOFALGAN B6H	1,583,580,888	10,201,971
1918	PARACET STH	67,819,000	684,183
4536	CETOZEK BI-	10,741,109	62,541



17	PREGABALIN	8,592,329,030	19,282,222
1072	LYRICA OBP	162,003,789	112,064
	GABICA GTZ	4,129,381,893	6,793,841
	ZEEGAP HL.	1,089,939,693	2,993,846
1072	LYRICA OBP	162,003,789	112,064

20	ROSUVASTATIN	8,007,758,527	21,632,913
39	ROVISTA GTZ	2,849,366,687	3,764,533
4047	OMNITOR MTR	14,666,826	29,414
124	X-PLENDED PV-	1,377,593,231	4,132,040
549	ROLIP EZE HL.	345,563,919	962,948
570	CRESTAT C.C	331,454,936	1,033,290
	VAPTOR SEA	220,626,071	831,722



Industry Growth Dynamics



**2024
Market Size
1712 Million
USD**



**2025
Expected
Market Size
2469 Million
USD**



**2026
Expected
Growth
2980 Million
USD**

Financial Highlights

Particulars

Standalone

PKR Million

30th Sep 2024

Sales

88,909,727

Gross Profit

24,810,923

Gross Margin

27.90 %

Operating Profit

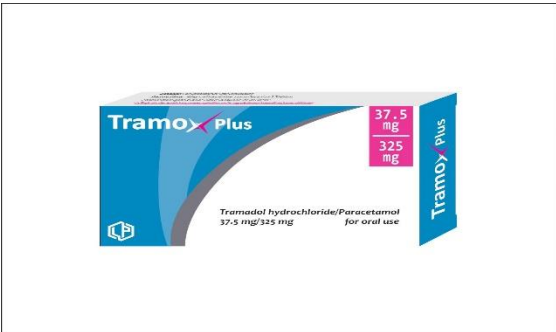
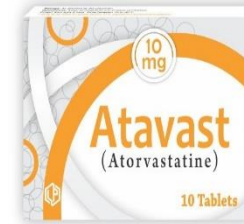
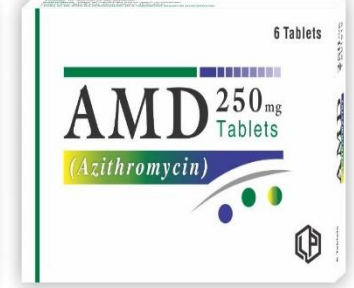
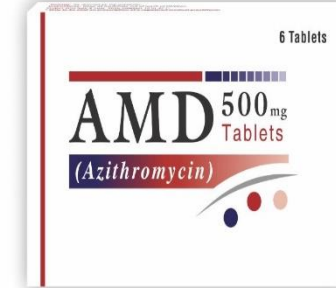
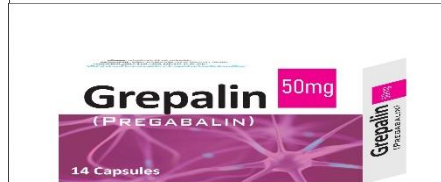
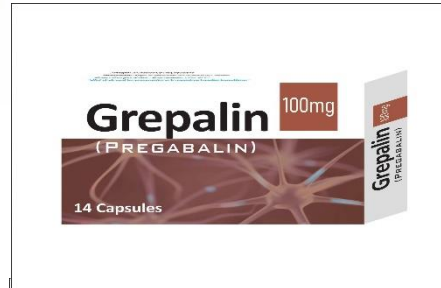
Profit After Tax

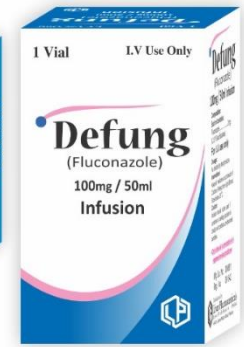
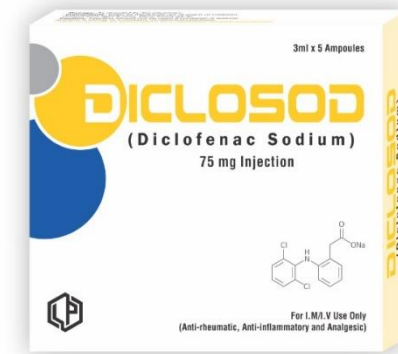
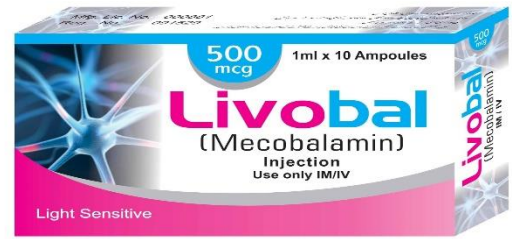
20,415,920

EPS

510

Key Brands





SOT Analysis

Strengths:

- ✓ **Strong Research and Development:**
- ✓ **Experienced Management Team:**
- ✓ **Wide Product Portfolio:**
- ✓ **Strong Distribution Network:**

Opportunities:

- ❖ **Growing Demand for Pharmaceuticals:**
- ❖ **Emerging Markets:**
- ❖ **Expansion in the API Market:**
- ❖ **Expansion in the Biologicals**

Threats:

- ☐ **Regulatory Changes:**
- ☐ **Political Instability:**
- ☐ **Global Economics and Ergonomics**

Liven Pharma Limited is a leading pharmaceutical company that is poised for significant growth and innovation in the coming years. With a strong foundation in research and development, manufacturing, sales and marketing, the company is well-positioned to capitalize on emerging trends and opportunities in the pharmaceutical industry.

The future outlook for Liven Pharma is promising, with several key trends and drivers expected to shape the company's growth and success. These include venturing in Manufacturing of Pharmaceuticals raw Materials, Biological's manufacturing, personalized medicine, digitalization, sustainability, and getting international certifications for the limitless exports. The company will continue to invest in these areas, meeting these targets with in next 3 years. LIVEN PHARMA LIMITED is committed to grow one of the biggest and most substantial investment portfolio in PAKISTAN.

Future Outlook

- ✓ Significant Growth
- ✓ New Ventures
 - ✓ Mixture of Dynamic and Organic Growth Thru Acquisitions and Development
 - ✓ Pharmaceutical Raw Material i.e. (API) Manufacturing
 - ✓ Biological's Manufacturing
 - ✓ Medical Devices i.e. Testing kits manufacturing

- Personalized Medicine
- Digitalization and Sustainability
- International Certifications i.e. PICS and MHRA

- Goals to be achieved in next 3 years

To become one of the biggest and most substantial investment portfolio of Pakistan