

Ref: Fin-0011/2024

April 04, 2024

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi -74000.

SUBJECT: CORPORATE BRIEFING SESSION

Dear Sir

This is to inform you that the Corporate Briefing Session (CBS) of Hoechst Pakistan Limited (formerly Sanofi-Aventis Pakistan Limited) is scheduled to be held at 02:00 p.m. on Monday, April 08, 2024 at the Auditorium of Institute of Chartered Accountants of Pakistan, Chartered Accountants Avenue, Block 8, Clifton, Karachi and via Zoom to brief the investors and analysts about the Company's current financial performance and outlook. The flyer for the CBS along with ancillary details is attached herewith.

As per the requirements of PSX Notice No. PSX/N-1120 dated November 02, 2023, please also find attached herewith presentation for the captioned CBS, which has also been uploaded on the Company's website.

We would appreciate your assistance in communicating this information to members of the Exchange.

Yours sincerely



Syed Muhammad Taha Naqvi
Company Secretary

Corporate Briefing Session Hoechst Pakistan Limited (HPL)

You are cordially invited to the Corporate Briefing Session of Hoechst Pakistan Limited (formerly Sanofi-Aventis Pakistan Limited) wherein the Company's senior management will discuss the Company's financial performance and outlook.

The details are as under:

FOR IN-PERSON ATTENDANCE:

Date and Day: April 08, 2024, Monday

Venue: Auditorium, The Institute of Chartered Accountants of Pakistan, Chartered Accountants Avenue, Block 8, Clifton, Karachi

Time: 02:00 pm.

Presentation to be followed by a Q&A session.

FOR VIRTUAL ATTENDANCE:

Those who wish to attend virtually may register by sending in their Name, Folio Number, E-mail Address and Cell Phone Number (for analysts, please also include the Name of the Institution being represented) via email at shares.desk@hoechst.com.pk with subject line "Registration for Hoechst Pakistan Limited Corporate Briefing Session 2024".

The login credentials to join the session virtually will be shared with the shareholders and analysts from whom emails containing all the required particulars are received at the given email address before 3:00 P.M. on April 05, 2024.

**For coordination, please contact
Corporate Secretarial Department**

Hoechst Pakistan Limited
(formerly Sanofi-Aventis Pakistan Limited)
shares.desk@hoechst.com.pk

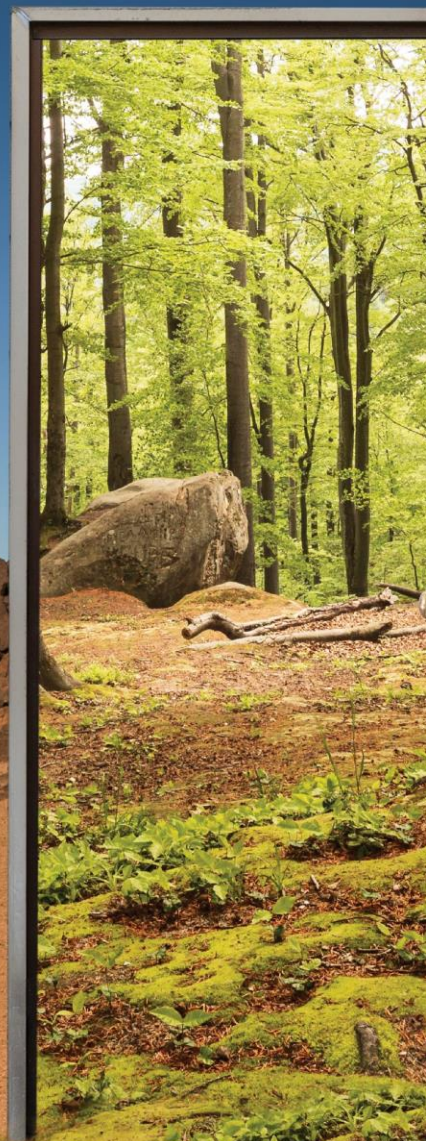


Hoechst
PAKISTAN 

(formerly Sanofi Aventis Pakistan Limited)

CORPORATE BRIEFING SESSION

April 8th 2024



CREATING A
**BETTER
TOMORROW**

Agenda

- Presentation by the Management
- Q&A Session

Economic Factors

GDP – FY 2023
0.20%

(IMF projects 2.50% GDP
growth in 2024)

Inflation Rate
29.66%

(IMF projects 23.60% inflation
rate in 2024)

Current Interest Rate
22%

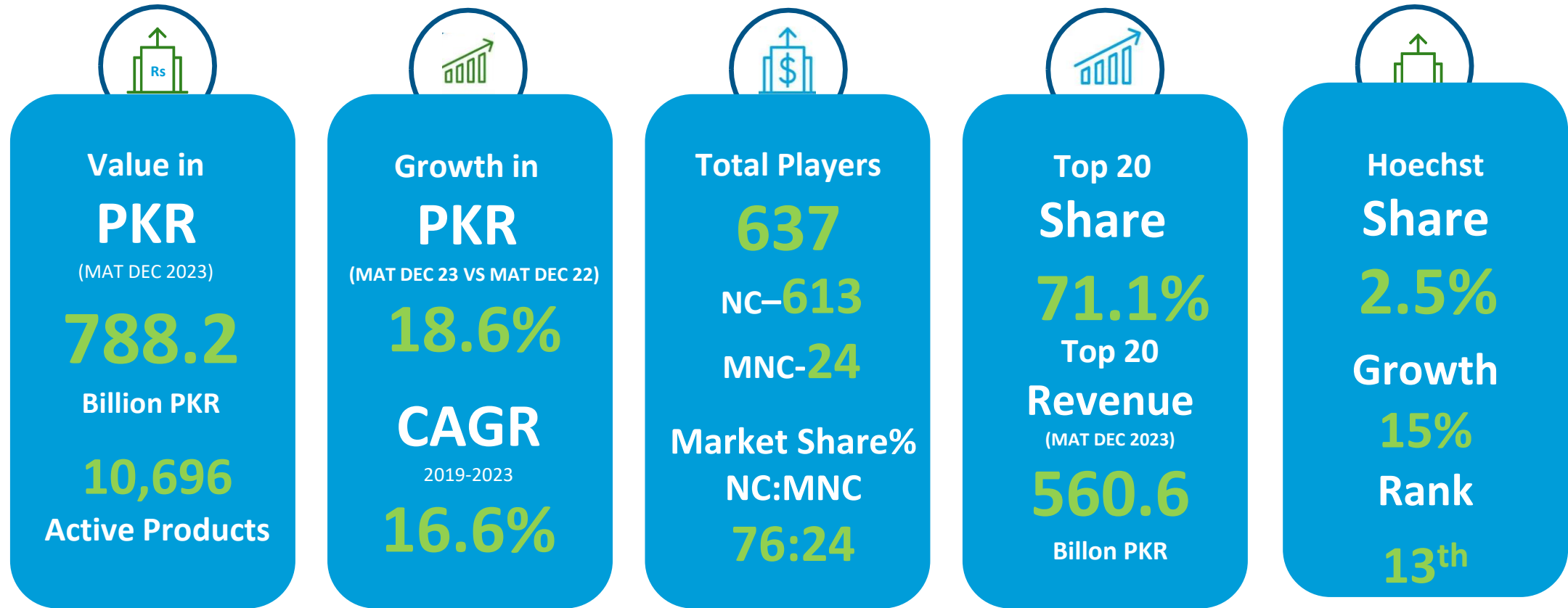
Exchange Rate
USD 281.86/ PKR
EUR 311.50/ PKR

Source:

Economic Indicators (www.tradingeconomics.com/Pakistan)

Inter-bank exchange rates as of December 31, 2023 (www.forex.pk)

Pakistan Pharma Market

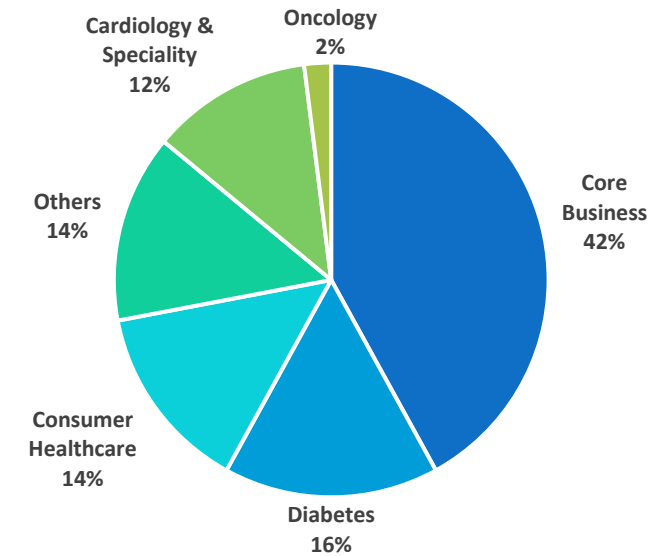


Source: IQVIA PKPI DEC 2023 Exc. V06 & V07

About the Company

- Established in 1967 and is listed on Pakistan Stock Exchange
 - Overall Revenue: Rs. 21B**
 - Market share: 2.5%**
 - Gross Margin: 26%, PBT/Sales: 4%**
 - Production Facilities: Karachi-Korangi Industrial Area**

Portfolio Mix -%



Our Key Brands

Flagyl[®]

CLEXANE[®]
enoxaparin sodium

NO-SPA[®]
(Drotaverine HCl)

LANTUS[®]
insulin glargine

Amaryl[®]
Glimepiride

Claforan[®]
(Cefotaxime sodium)

Haemaccel[®]
Polygeline 3.5%

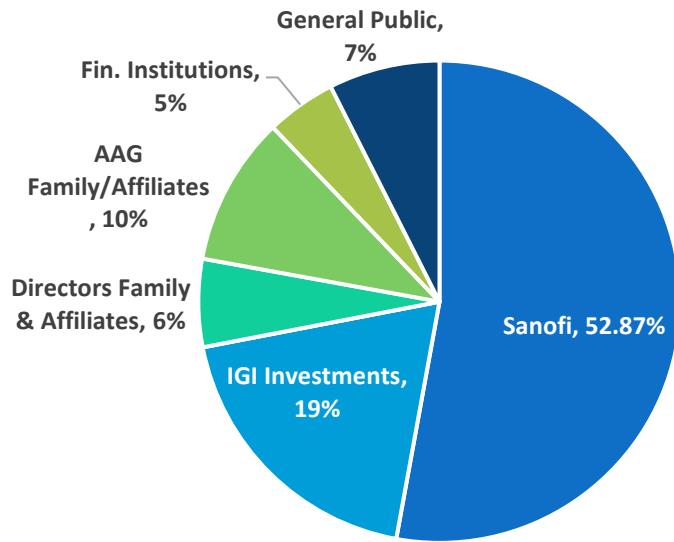
Enterogermina[®]
(Spores of polyantibiotic-resistant *Bacillus clausii*)

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

Selsun blue[™]

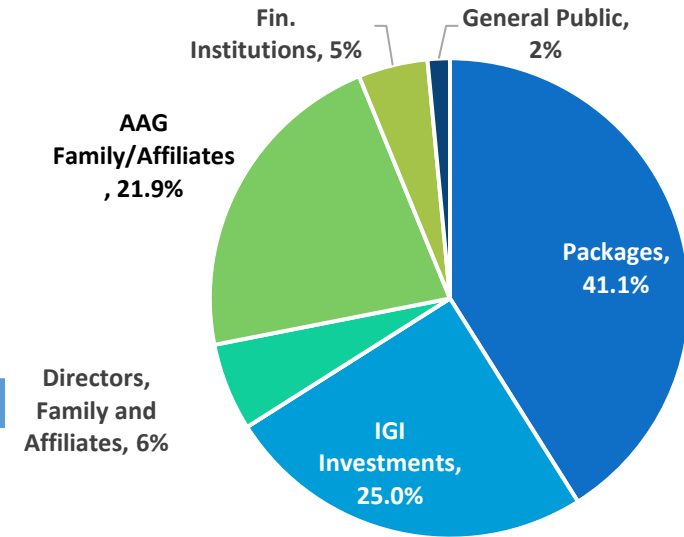
2023 – Happening Year (Change of Management & Control in April 2023)

Pre closure Shareholding-%



Packages Group Holding ~ 25%

Post closure Shareholding-%



Packages Group Holding ~ 72%

Acquisition by Investor Consortium

Packages	41.07%
IGI Investments	5.87%
AAG Family / Affiliates	12.00%
Total	58.94%

2023 – Journey at a Glance

Apr 2023

Acquisition of 52.87% shares by Investor Consortium led by **Packages Limited**

Sep 2023

Change of Name from **Sanofi-Aventis Pakistan Limited** to **Hoechst Pakistan Limited**

Oct 2023

Change of Symbol at PSX from **SAPL** to **HPL**

Dec 2023

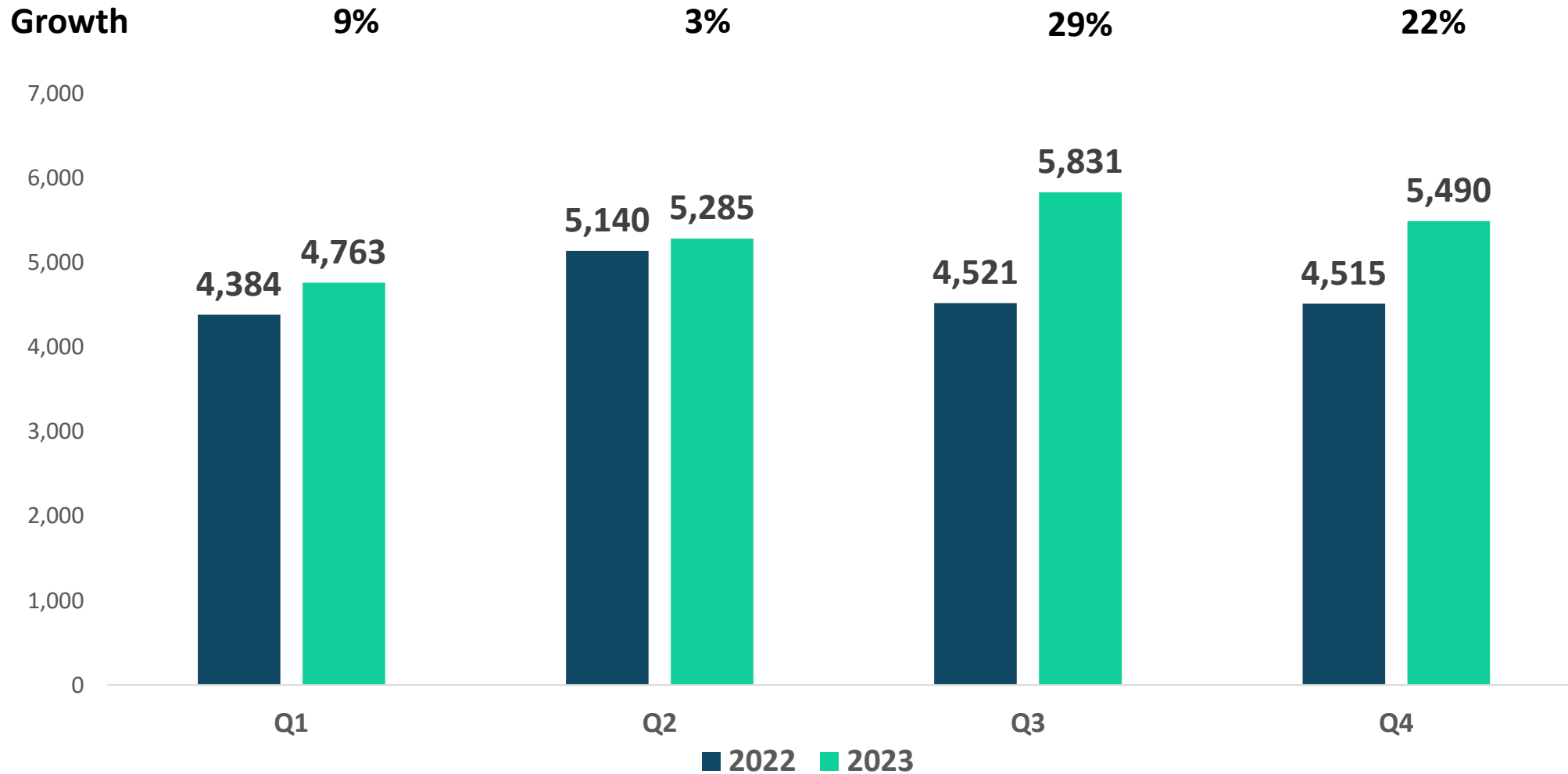
Launch of **Hoechst Logo**



Launch of **Hoechst website**

Promising Revenue Growth in 2H-2023

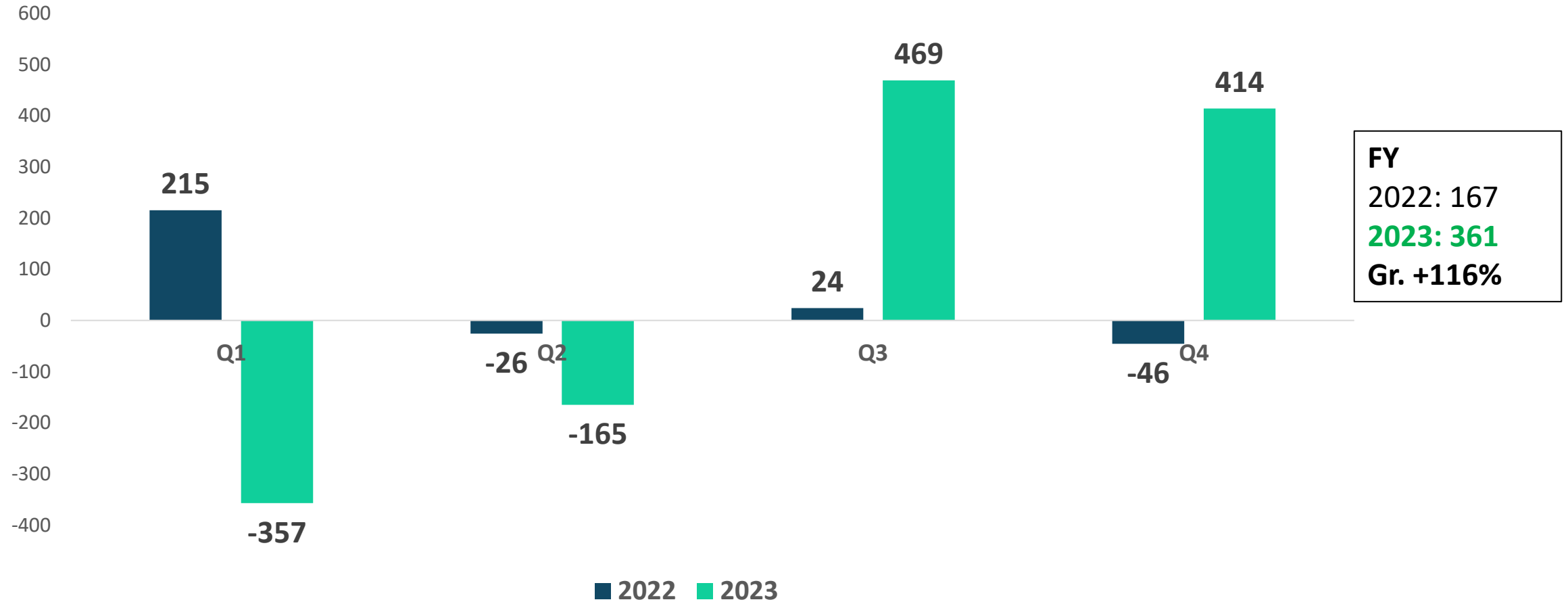
In Mn PKR



Profit After Tax –Transition from Loss to Profit in 2H-2023

In Mn PKR

Growth



Priorities for 2023

Sales Growth

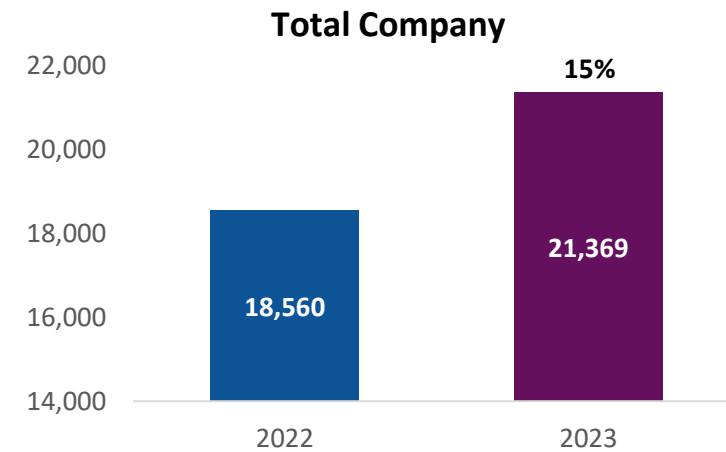
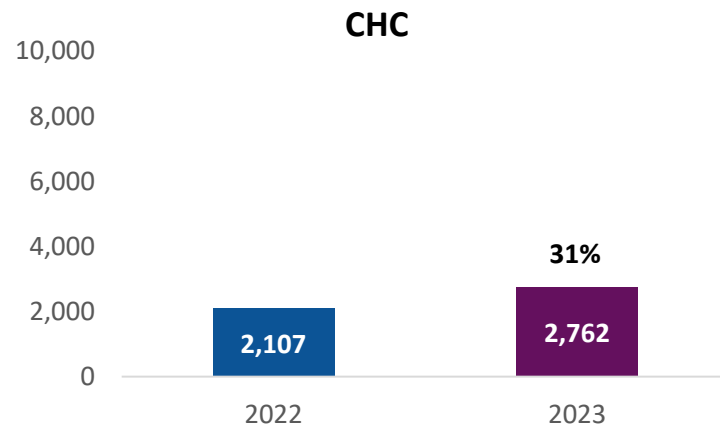
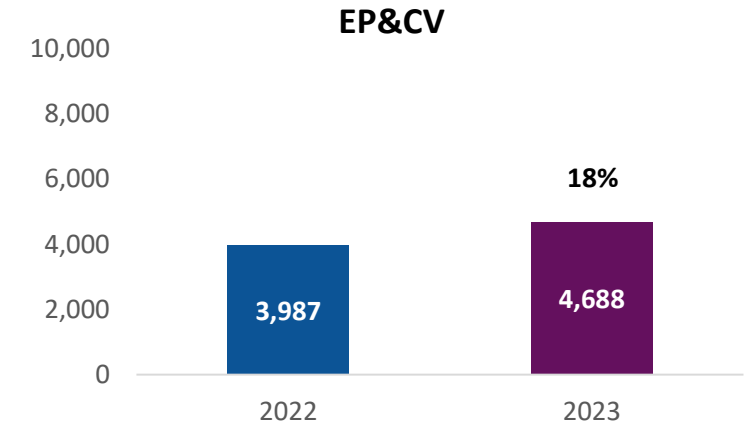
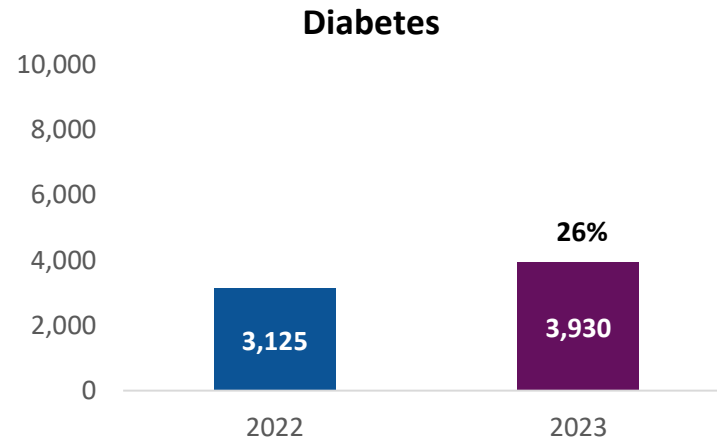
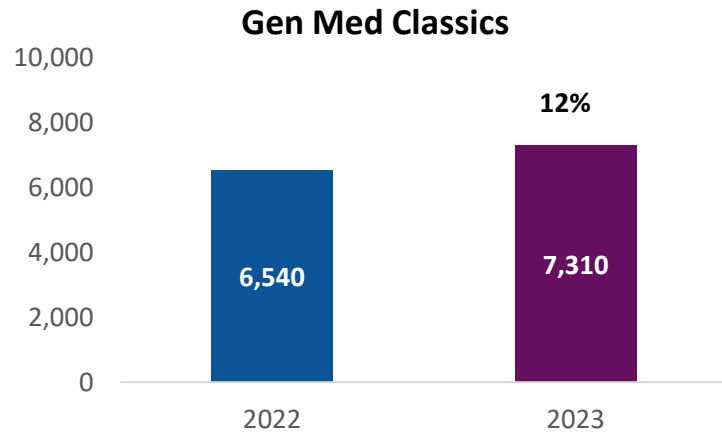
Portfolio Rationalization

Cost Control

Working capital Management

Product Category Growth

In Mn PKR



Total AFPK Net Sales-In



CREATING A BETTER TOMORROW

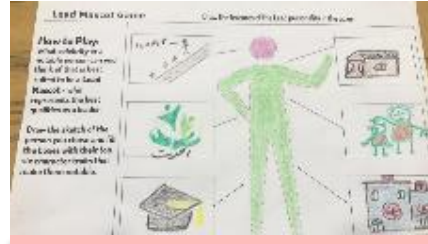
Our Value Culture – Ethics is the core



Key messages from Syed Babar Ali & other LT members

Sajad Iftikhar
Interim MD & CEO

LEAD



Drawing a Mascot of a leader



Gaming activities to exhibit leadership skills

HONESTY



Court style simulation by a Jury to evaluate situations

CARE



Yoga Session

RESPECT



Floor Talks by LT members



Respect Value Theatre

COURAGE

Wall of Courage
Employees shared their personalities who had displayed courage



Awareness Session on Diabetes & CVD



HONORING THE UNSUNG HEROES



Financial Results

For the Year ended December 31, 2023



Profit & Loss – FY 2023

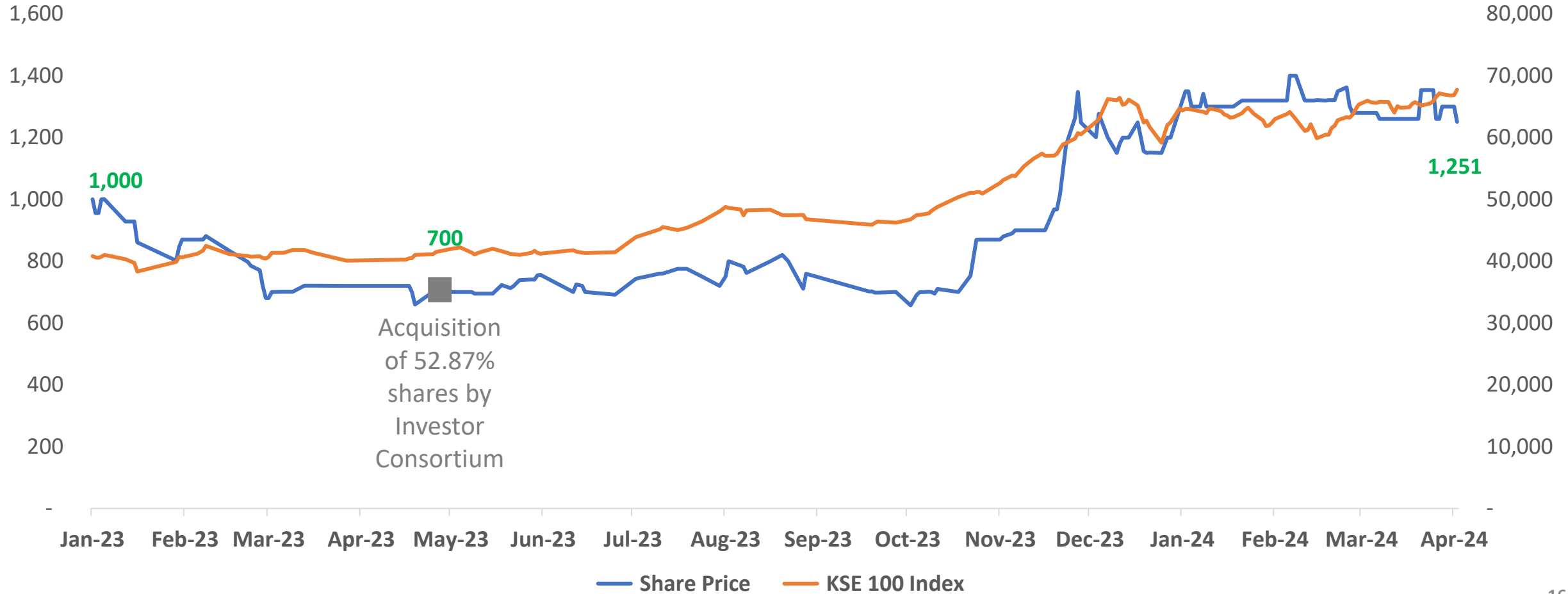
In K PKR

	FY 2022	FY 2023	%
NET SALES	18,560	21,369	15%
GROSS PROFIT	4,871	5,526	13%
GP Margin (%)	26%	26%	
Distribution and marketing costs	(2,612)	(2,641)	1%
Administrative expenses	(752)	(820)	9%
Other expenses	(912)	(1,361)	49%
Other income	180	387	115%
Finance costs	(50)	(175)	251%
PROFIT BEFORE TAXATION	724	916	27%
Taxation	(557)	(555)	0%
PROFIT AFTER TAXATION	167	361	116%
EARNINGS PER SHARE - (Rupees)	17.29	37.41	116%

HPL Share Price Trend

Share Price

KSE 100 Index



• Q&A Session

Thank you

