



# Corporate Briefing Session

Wednesday, November 27, 2024



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## Incorporation



Incorporated in 2006 as Public Unlisted Company, Subsequently listed on Pakistan Stock Exchange in Oct-2024.

## Founding Sponsors



Joint venture between Grupo Empresarial Bagó S.A and Ferozsons Laboratories Limited

## ISO Certifications



ISO 9001, 45000 and 14001 Certified.

## Principle Business



Primarily Engaged in the Imports, Manufacture and Sale of Pharmaceutical Products (Biologicals and Non-Biologicals)



Bagó was incorporated in Argentina in 1934. It was the first company to manufacture penicillin-based products in Argentina in 1945.

Bagó is a diversified group engaged in various activities including biopharmaceutical industry, animal health, distribution, insurance and bulk chemical manufacturing.

It has its presence around the globe through strategic agreements with local and international partners in various countries.

For more details please visit:

<http://www.bago.com>



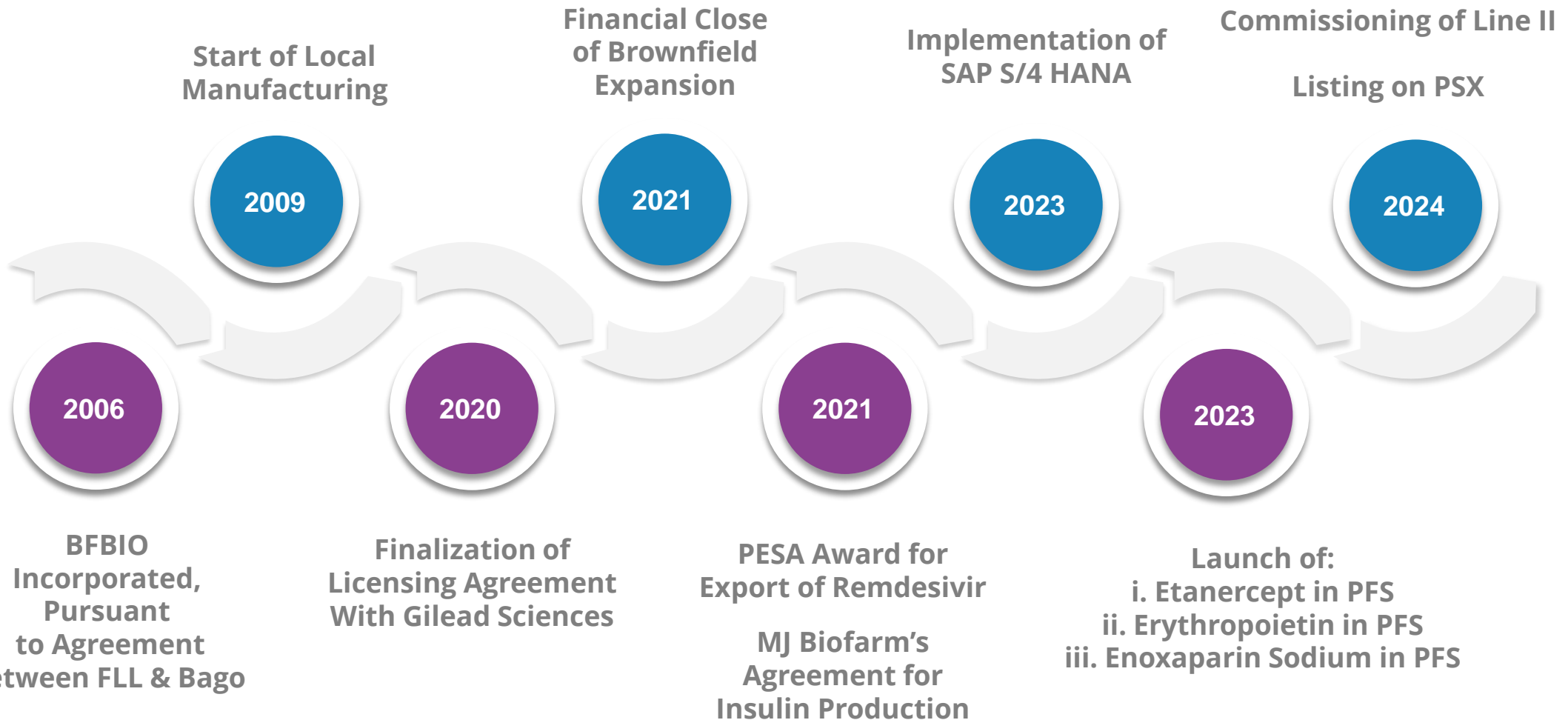
Ferozsons (PSX: FEROZ) is a public limited company founded in the year 1956 and is also listed on the Pakistan Stock Exchange.

Ferozsons possesses leadership brands in the areas of gastroenterology, diabetes, anti-obesity, cardiology, hepatology, urology, anti-virals and endocrinology.

It is one of the leading companies in Pakistan maintaining exclusive agreements with a number of international partners for in-licensed manufacturing and distribution of various pharmaceutical products and medical devices.

For more details please visit:

<https://ferozsons-labs.com>





Plant Location  
5 KM - Sunder Raiwind Road, Lahore

Premium Technology

State of the Art Infrastructure

High-Speed Combi Line

**SYNTEGON**

Germany

Large Volume Lyophilizer Line

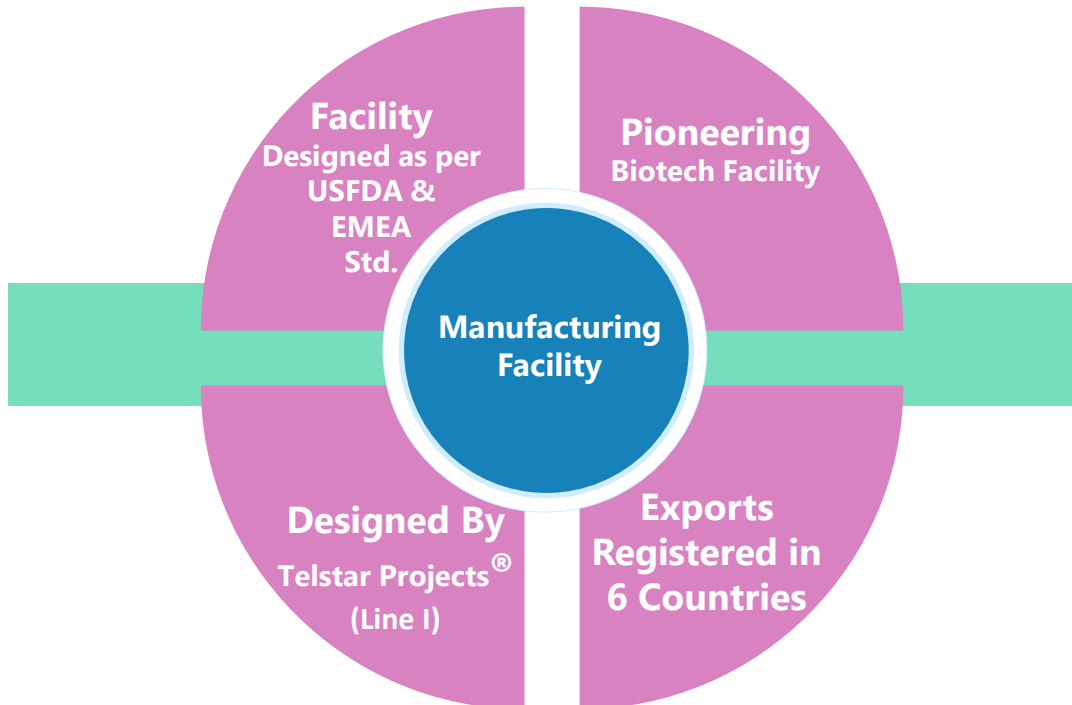
**Telstar** Technology. Science. Life.

Spain

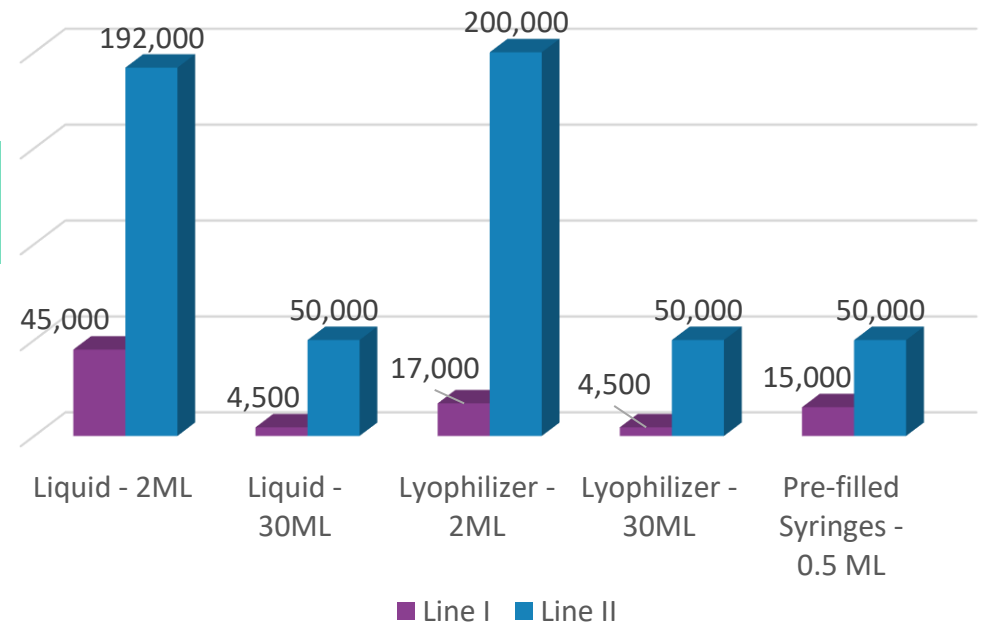
High-Speed Pre-filled Syringes

**SYNTEGON**

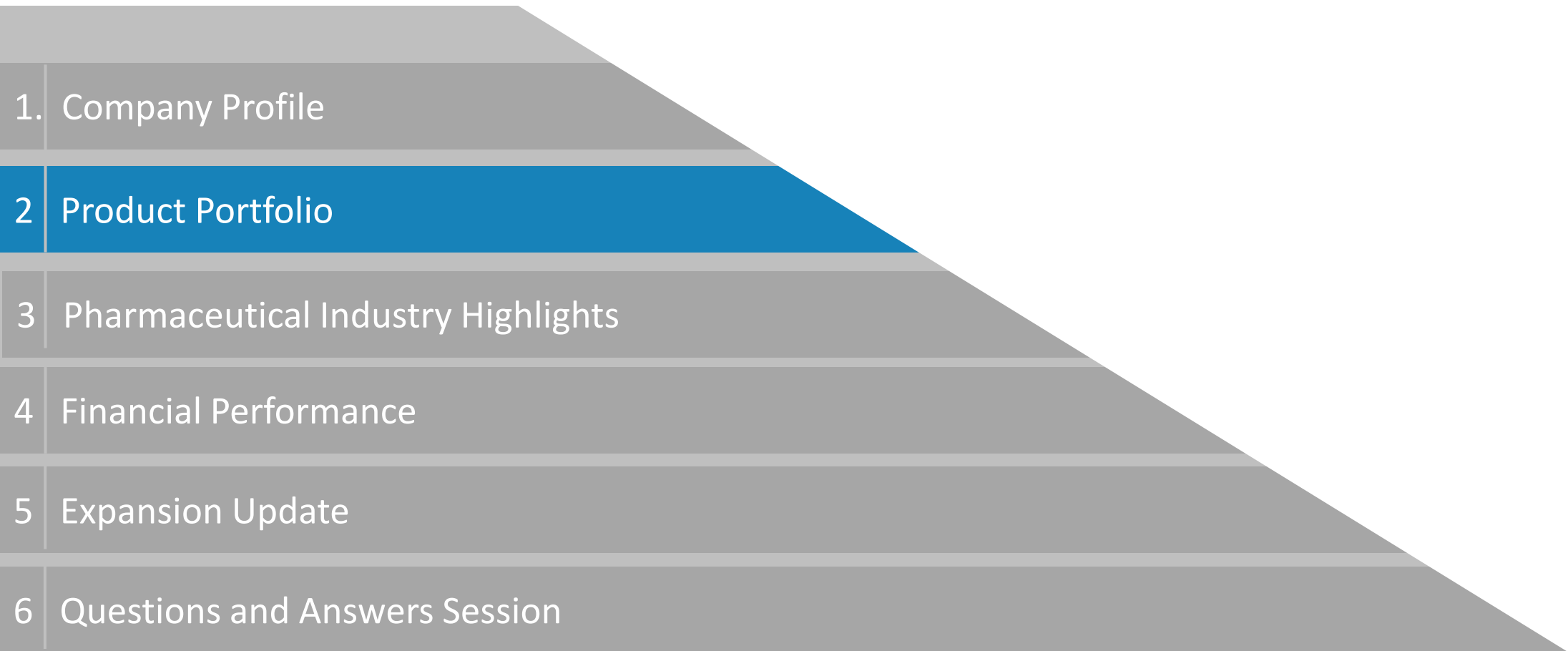
Germany



Line I and Line II Capacities (Daily Units)



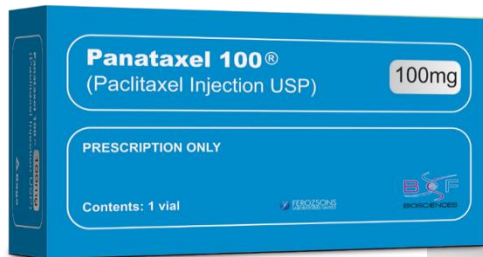
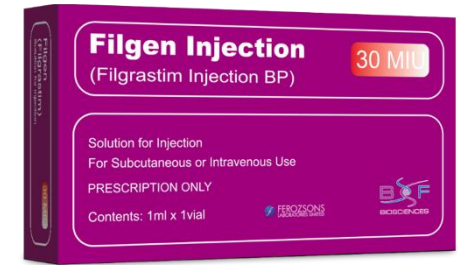
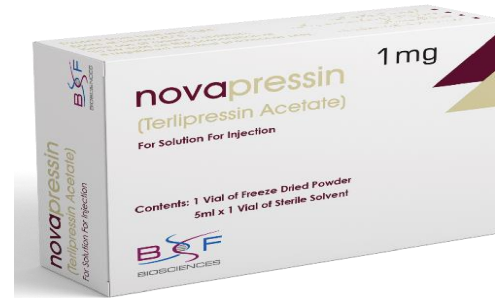
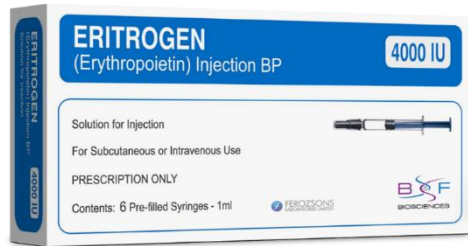
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## Key Brands in Portfolio



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## Global Pharma Industry

The pharmaceutical sector continues to thrive, propelled by its integral role in addressing global healthcare needs and improving patient outcomes.

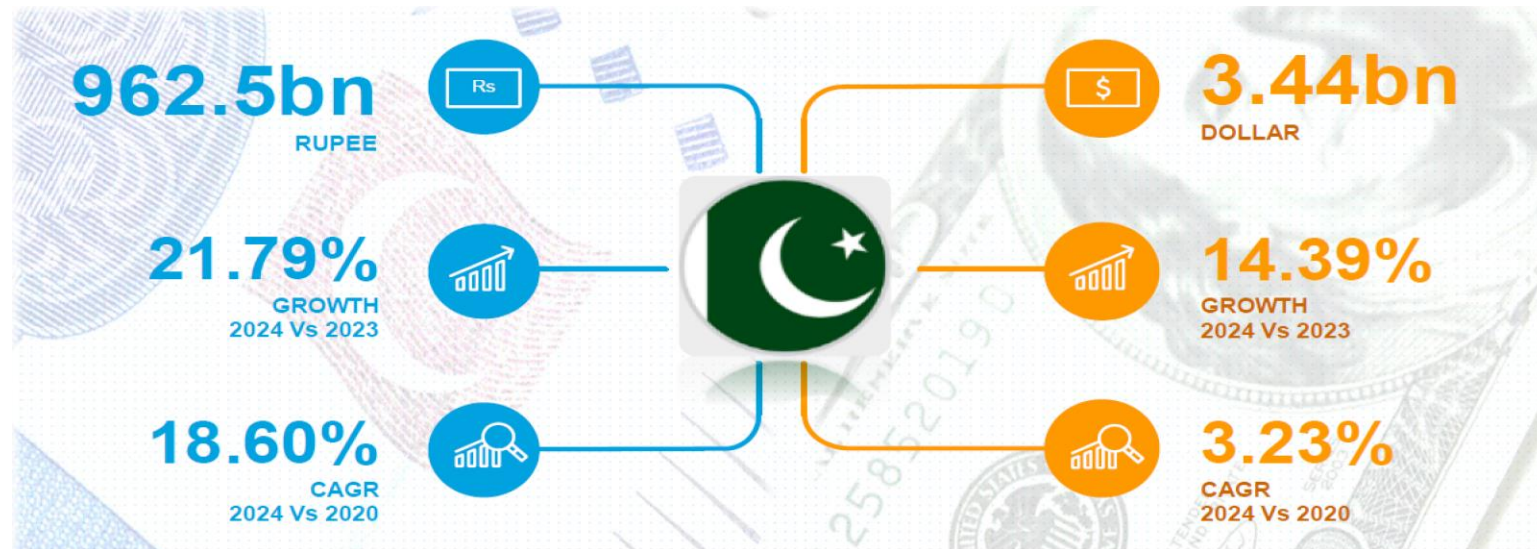
## Industry Structure

Leading global firms control R&D and patent ownership, while smaller firms either manufacture off-patent products or operate under patent licenses.

## Growth Prospects

Pharmaceutical market is projected to reach USD **2.83 Trillion** by 2033 with a staggering **6.15%** CAGR.

## Retail Pharmaceutical Business in Pakistan

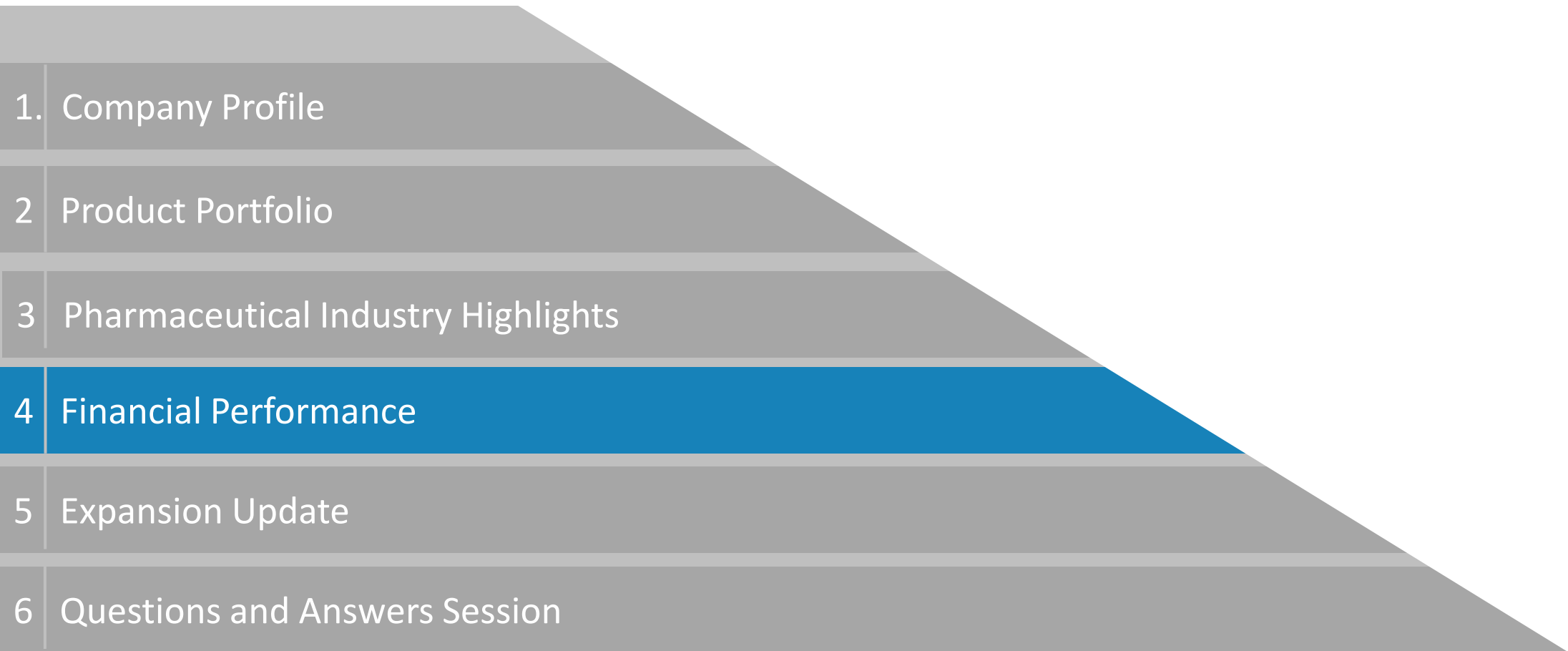


## Channel-Wise Retail Sale Composition in Pakistan



Source: IQVIA

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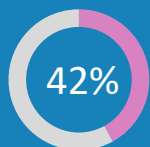
# Financial Performance – Year Ended 30 June 2024

## INCOME STATEMENT

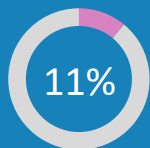
**PKR 3,659 Mn+**  **102% YoY**  
REVENUE – FY 2024

**PKR 385 Mn+**  **159% YoY**  
NPAT - FY 2024

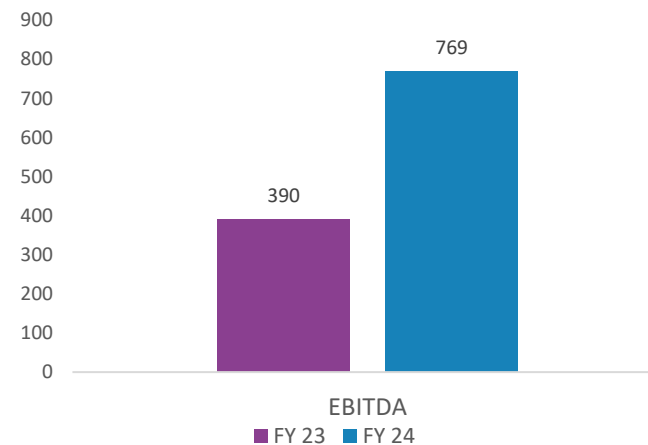
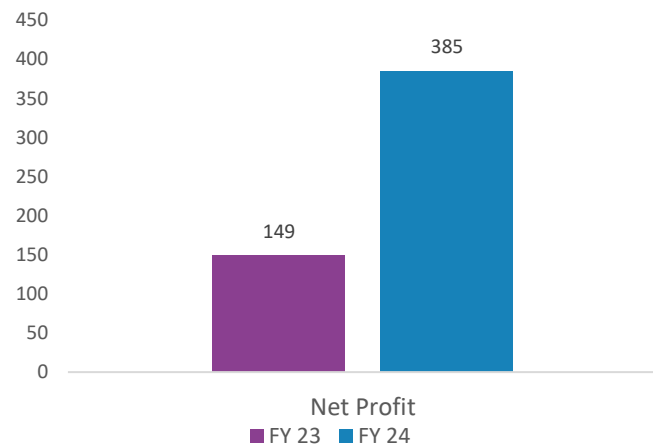
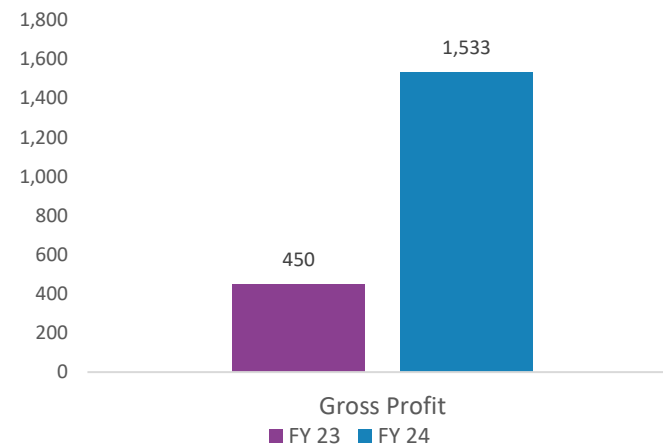
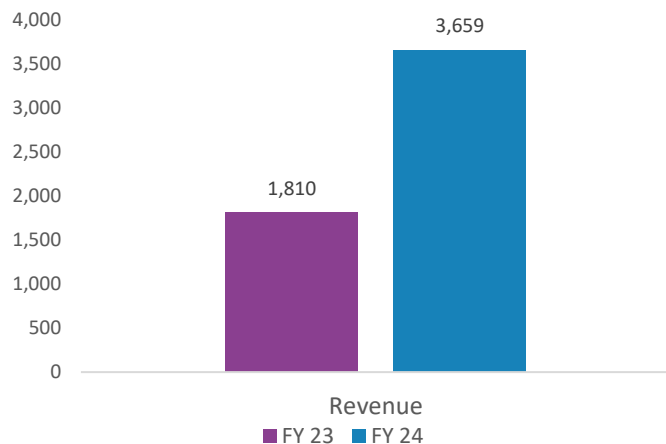
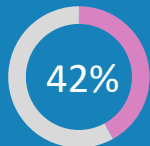
GROSS MARGIN




NET PROFIT MARGIN



REVENUE CAGR 5 YEARS

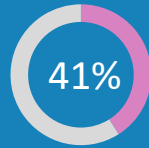


## INCOME STATEMENT

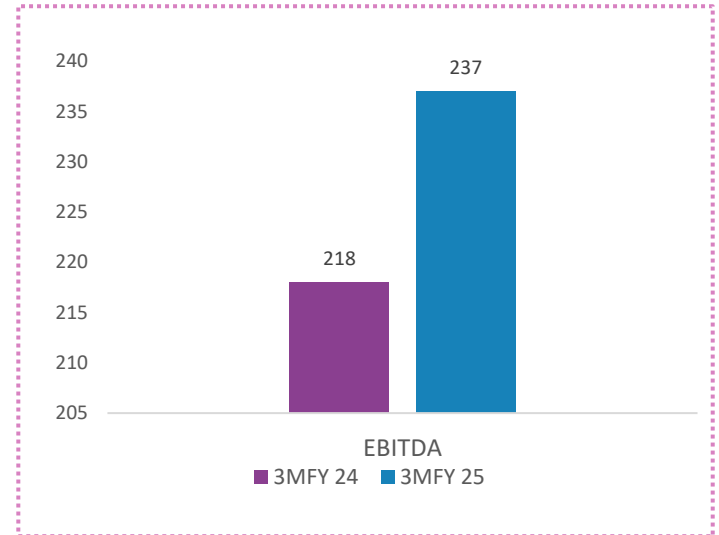
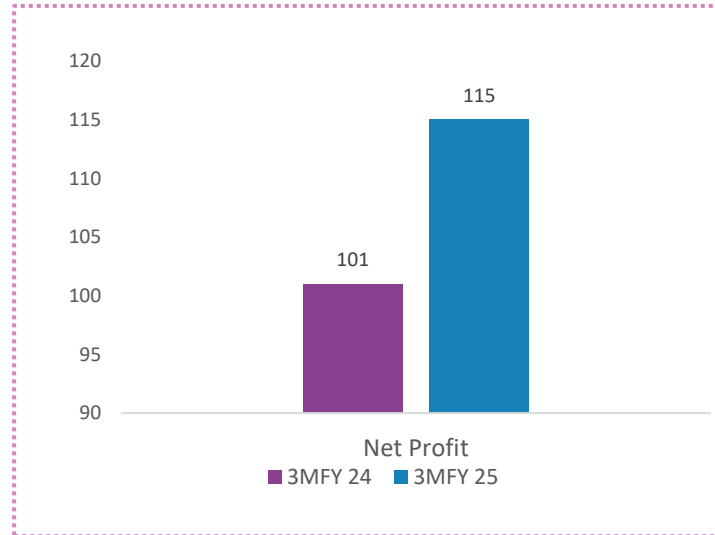
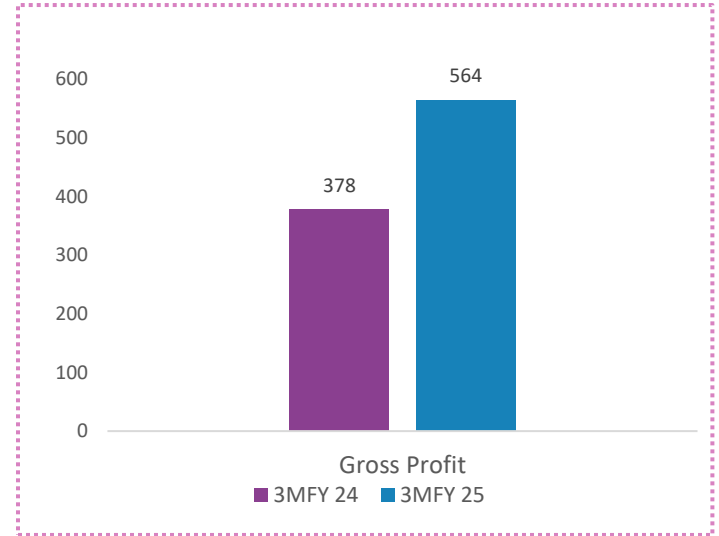
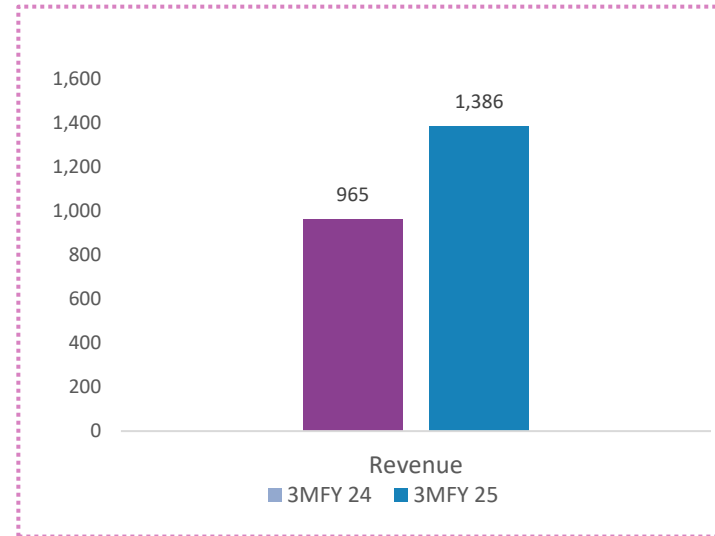
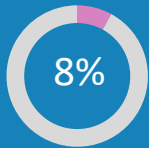
**PKR 1,386 Mn+**  **44%**  
REVENUE – 3MFY 2025 **YoY**

**PKR 115 Mn+**  **14%**  
NPAT - 3MFY 2025 **YoY**

**GROSS MARGIN**



**NET PROFIT MARGIN**



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# Expansion Update





# Expansion Update



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THANK YOU