



FEROZSONS
LABORATORIES LIMITED



Corporate Briefing Session

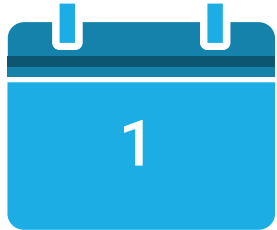
FRIDAY, NOVEMBER 24, 2023

LAHORE



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Company Profile



**Collaborations and
Product Portfolio**



**Pharmaceutical
Industry Highlights**



Financial Performance



**Questions and
Answers Session**





COMPANY PROFILE



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



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OUR VISION, MISSION AND VALUES

Our Vision

We will strive to attain market leadership by putting patients first and seeing every day as a new opportunity to earn trust and credibility.

Our Mission & Values Statement

We aim to improve the quality of life by providing innovative healthcare solutions, ensuring patient access to treatment and cure. In doing so, we will:

- Enhance shareholder value;
- Lead in employee development;
- Collaborate for excellence; and
- Be ethical & transparent.

Our Values

Putting Patients
First

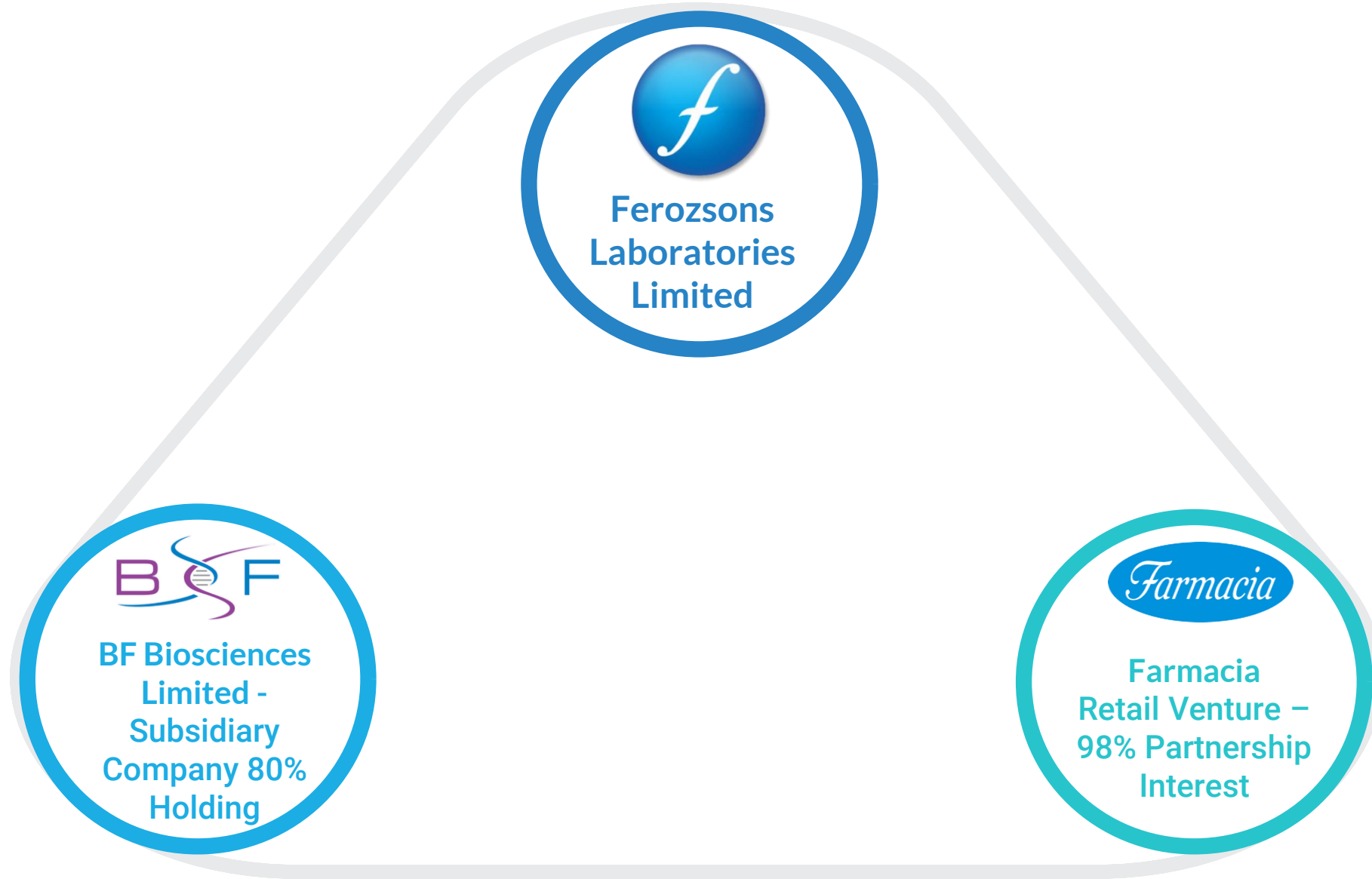
Trustworthiness

Collaboration

Excellence



CORPORATE STRUCTURE



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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. 2.6 billion has been made as part of BMR of existing manufacturing facilities. Alongside, a major expansion in our subsidiary BFBL is underway, which shall come online by Q3 FY 2023-24.



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MANUFACTURING CAPABILITIES

Investment in Information Technology

We have successfully implemented SAP S/4 HANA and SAP Success Factors across our entities, Ferozsons Laboratories Limited and BF Biosciences Limited. This implementation brings forth a new paradigm of benefits for the Group.



Clean Energy Initiatives

In order to reduce reliance on national grid and diversify our energy mix, we have successfully installed 1 MW Solar Power Plant. The successful implementation of this project highlights our resolute dedication towards sustainable energy and environment.



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MANUFACTURING CAPABILITIES

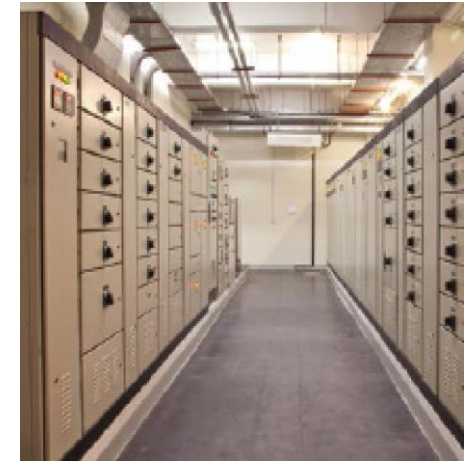
Ferozsons - Pharmaceutical Manufacturing Unit, Nowshera



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MANUFACTURING CAPABILITIES

BF Biosciences Limited - Existing Biotech Manufacturing Facility, Lahore



MANUFACTURING CAPABILITIES – BF EXPANSION SNAPSHOT



MANUFACTURING CAPABILITIES – BF EXPANSION CURRENT STATUS

Civil Works

- Civil works are all completed.

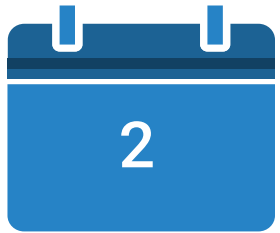
Plant & Machinery

- Pre-filled syringes line is complete, DRAP inspection is awaited.
- Water for Injection Plant is installed and commissioned.
- Lyophilizer is installed and commissioned, only synchronization with 'Filling Line' is in process.
- Installation of the Filling Line is complete and commissioning will be completed in December 2023.

Key Changes

- To-date, there are no changes in the project timelines as communicated earlier in our last Directors' Report.






COLLABORATIONS & PRODUCT PORTFOLIO

COLLABORATIONS

1 Grupo Empresarial Bago S.A.



4 Xiamen Innovax Biotech



2 Boston Scientific




5 BioGaia Sweden



3 Gilead Sciences



6 Nihon Kohden



PRODUCT PORTFOLIO – PHARMA

Our key therapeutic areas include:

1 Gastroenterology

2 Diabetes / Anti-Obesity

3 Cardiology

4 Hepatology

5 Oncology

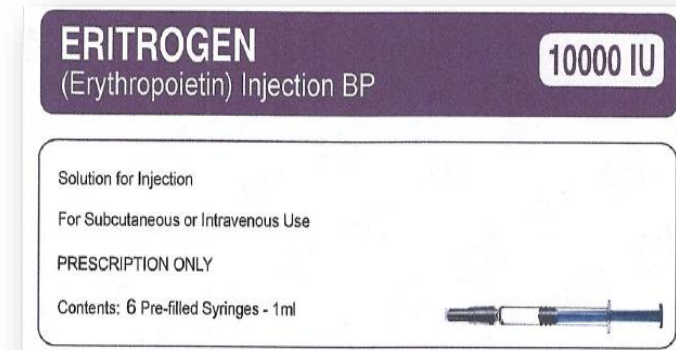
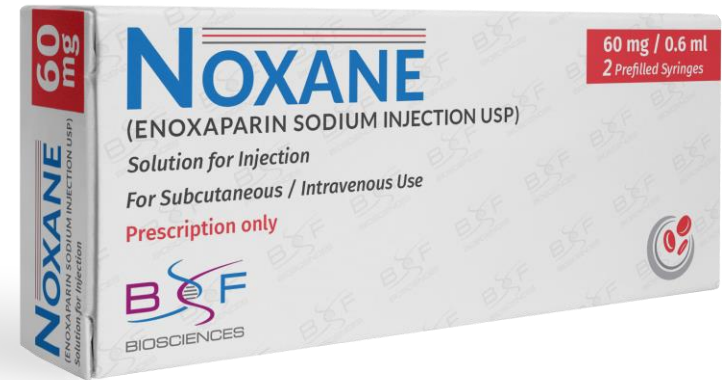
6 Pediatric

7 Antivirals / Infectious Diseases



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PRODUCT PORTFOLIO – INJECTABLES



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PRODUCT PORTFOLIO – MEDICAL DEVICES

Medical devices of following segments are marketed:

1

Cardiology

2

Endo

3

Urology

4

Electrophysiology

5

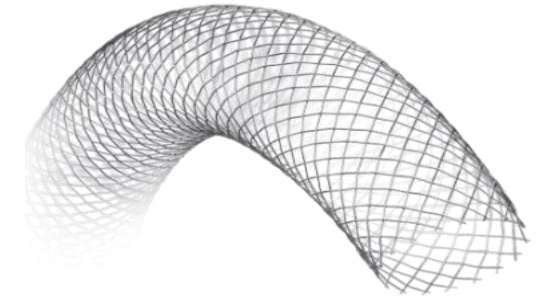
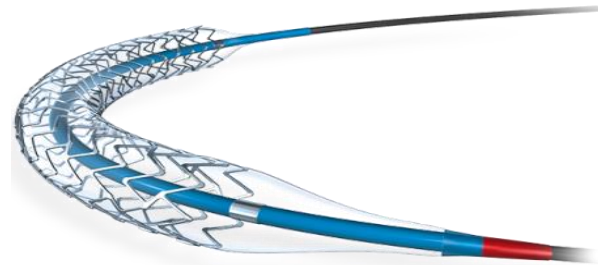
Cardiac Rhythm Management

6

Neuromodulation

7

Ultrasound / Other Diagnostic Machines



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NEW BRANDS IN OUR PORTFOLIO



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PHARMACEUTICAL INDUSTRY HIGHLIGHTS

PHARMACEUTICAL INDUSTRY HIGHLIGHTS

1

Market Size

Overall Pakistan's Retail Pharma Market stands at Rs. 748 Billion.

2

Growth and CAGR

Growth over last year stands at 14.2%, whereas last 5 years CAGR stands at 15.3%.

3

Top Corporates

Approx. 95% market share is held by top 79 pharma corporates in Pakistan.

4

Market Share Top Channels

Retail pharmacy channel captures share of approx. 61%.

5

New Launches

499 new products have been launched, which nearly contributes 0.49% of the market share.

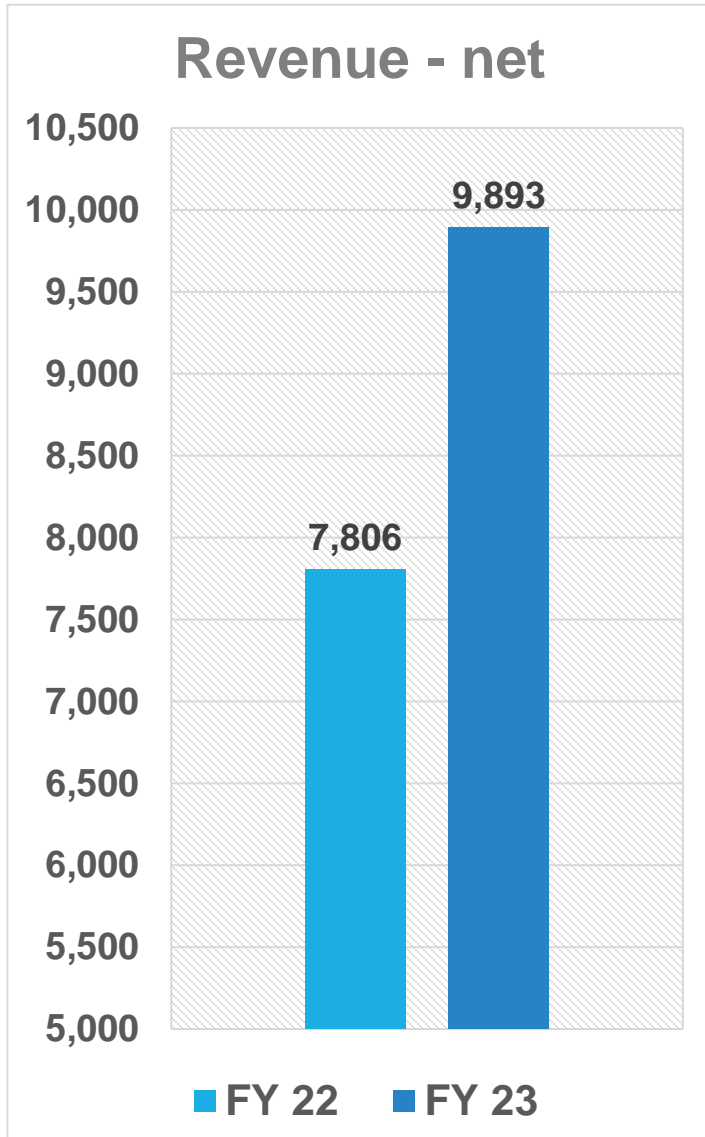




FINANCIAL PERFORMANCE

30 JUNE 2023

FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2023 (STANDALONE)



Revenue

Overall topline of the Company grew by 27% over the last year. Five year CAGR 17.8%

Gross Profit

Gross profit closed at Rs. 3,822 million, compared to Rs. 3,518 million last year demonstrating a growth of 9%. GP Margin ratio was 39% against 45% last year.

Operating Profit

Operating profit closed at Rs. 434 million, compared to Rs. 972 million last year depicting a decline of 55%.

Profit After Tax

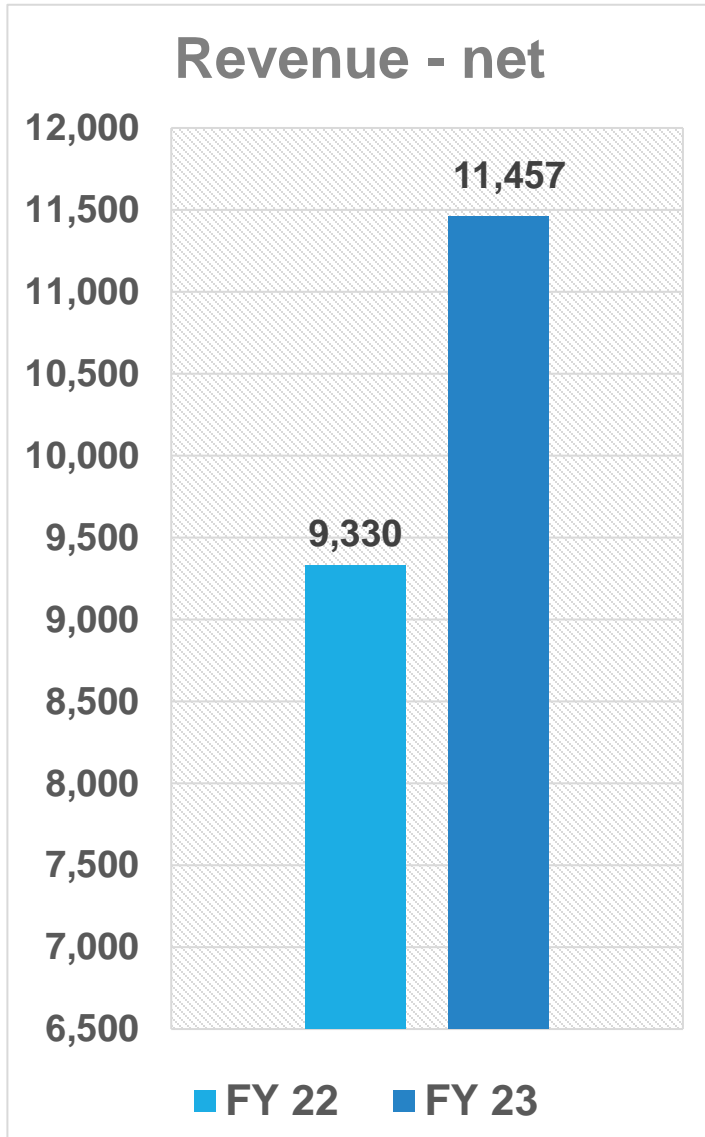
Profit after tax closed at Rs. 189 million, compared to Rs. 514 million last year.

Earnings Per Share

Earnings per share closed at Rs. 4.35 for the year ended 30 June 2023 compared to Rs. 11.83 (*re-stated*) last year.



FINANCIAL PERFORMANCE – YEAR ENDED 30 JUN 2023 (GROUP)



Revenue

Overall topline of the Group grew by 23% over the last year.

Gross Profit

Gross profit closed at Rs. 4,261 million, compared to Rs. 3,983 million last year demonstrating a growth of 7%.

Operating Profit

Operating profit closed at Rs. 719 million, compared to Rs. 1,333 million last year depicting a decline of 46%.

Profit After Tax

Profit after tax closed at Rs. 296 million, compared to Rs. 790 million last year.

Earnings Per Share

Earnings per share closed at Rs. 6.24 for the year ended 30 June 2023 compared to Rs. 16.90 (*re-stated*) last year.

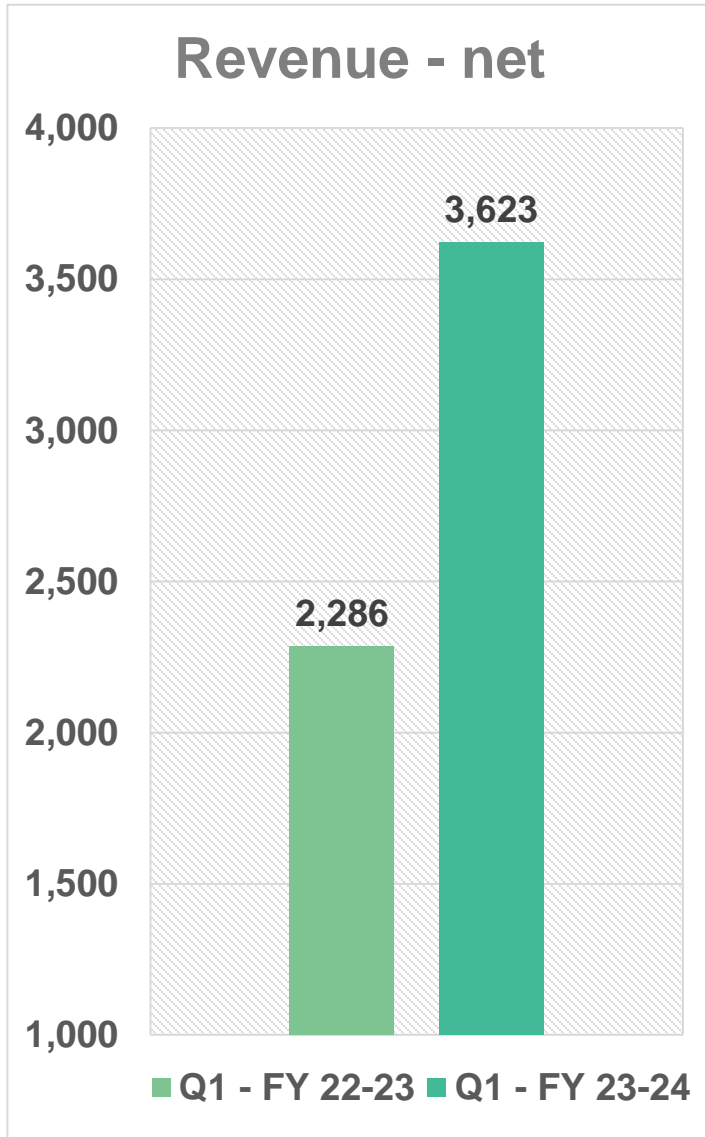




FINANCIAL PERFORMANCE

30 SEPTMEBER 2023

FINANCIAL PERFORMANCE – PERIOD ENDED 30 SEP 2023 (STANDALONE)



Revenue

Overall topline of the Company grew by 58% over the same period last year.

Gross Profit

Gross profit closed at Rs. 1,337 million, compared to Rs. 994 million in same period last year demonstrating a growth of 35%. GP ratio closed at 37% against 43% in same period last year.

Operating Profit

Operating profit closed at Rs. 383 million, compared to Rs. 177 million in same period last year depicting a growth of 116%.

Profit After Tax

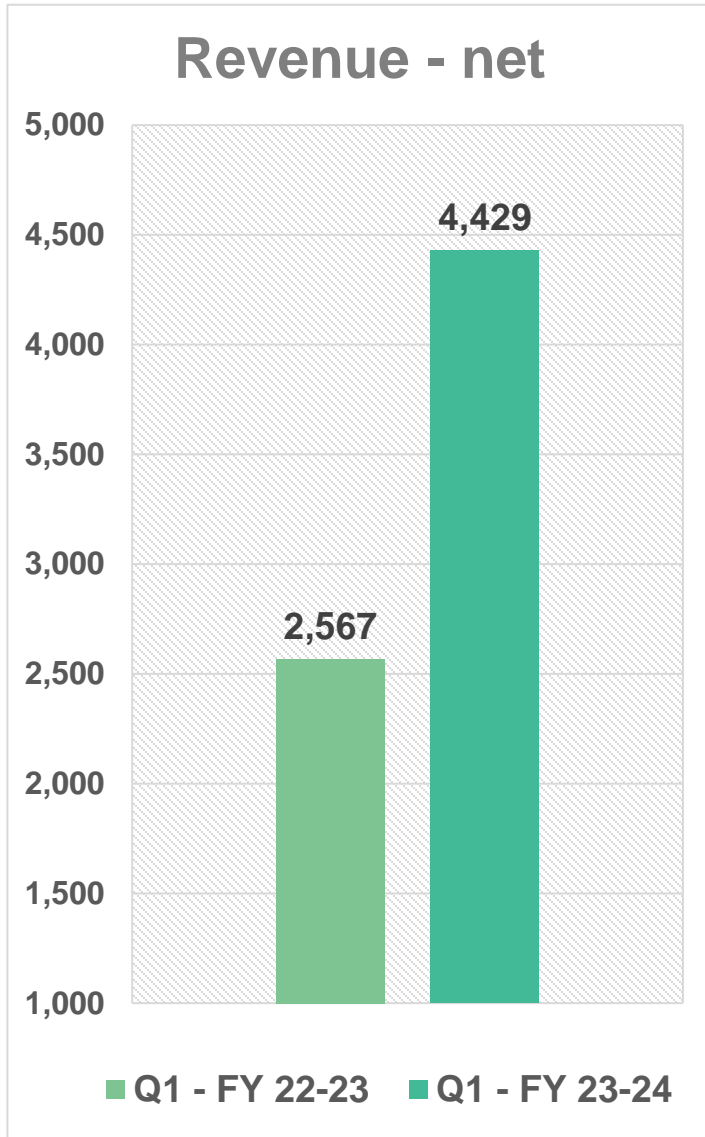
Profit after tax closed at Rs. 181 million, compared to Rs. 105 million in same period last year.

Earnings Per Share

Earnings per share closed at Rs. 4.15 for the period ended 30 September 2023 compared to Rs. 2.41 in same period last year, depicting a growth of 72%.



FINANCIAL PERFORMANCE – PERIOD ENDED 30 SEP 2023 (GROUP)



Revenue

Overall topline of the Group grew by 73% over the same period last year.

Gross Profit

Gross profit closed at Rs. 1,719 million, compared to Rs. 1,077 million in same period last year demonstrating a growth of 60%.

Operating Profit

Operating profit closed at Rs. 587 million, compared to Rs. 225 million in same period last year depicting a growth of 161%.

Profit After Tax

Profit after tax closed at Rs. 281 million, compared to Rs. 132 million in same period last year.

Earnings Per Share

Earnings per share closed at Rs. 6.05 for the period ended 30 September 2023 compared to Rs. 2.91 in same period last year depicting a growth of 108%.





QUESTIONS AND ANSWERS SESSION





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THANK YOU



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