



Corporate Briefing **2023**



Enriching Life

We understand that enriching life is not merely an idea but a tangible mission that requires action. That's why we invest in initiatives that promote health and wellness, support education and lifelong learning, and foster cultural enrichment.





Highnoon Laboratories Limited was incorporated in March 1984 as a Private Limited Company in the historical and cultural city of Lahore, Pakistan.

It became a Public Limited Company in 1995 and the shares of the Company are listed on all the stock exchanges in Pakistan.

About **The Company**

Right from its inception, alliances with some of the best-known research houses of the global pharmaceutical industry were forged by Highnoon.



Our Aspiring Values

- Innovation
- Passion

Our Core Values

- **Reliability**
- **Integrity**
- **Courage**
- **Customer Focus**
- **Compassion**
- **Perseverance**



Macroeconomic Highlights 2023

GDP Growth

Pakistan economy attained a GDP Growth of 0.29% in FY 2023 vs Last year 2022 GDP Growth of 6.1%.



Higher Inflation

Inflation has risen from 12.5 percent in 2022 to 29 percent in 2023, with food inflation even higher



Credit Rating

The recent financial turmoil has led to downgrade in credit rating outlook by Fitch from CCC+ to CCC-. While Moody's downgraded Govt. of Pakistan's debt rating from Ca to Ca3



Fiscal Deficit

Fiscal deficit at 7.7 percent of GDP in FY23, was slightly lower than 7.9 percent in FY22



Current Account Deficit

The current account deficit during first 9 months stood at USD 3.4 Bn compared to deficit of USD 13.7 bn during the same period last year. Improvement in current account deficit is due to Import restrictions, declined by 21.3%.



Economic Highlights: Major 2023 Events-

Market capitalization of the Pakistan Stock Exchange (PSX) recorded at Rs. 6956 billion on 30th June 2022, and closed at Rs 6,108 billion on 31st March 2023, reflecting a decline of 12.2% during the period

During Jul-Mar FY2023, 2.96 million lots of various commodity futures contracts including gold, crude oil, and US equity indices worth Rs 3.49 trillion were traded on PMEX which is 28.1% higher than the same period last year.

The Morgan Stanley Capital International Emerging Market (MSCI-EM) Index declined by 1.0% during Jul-Mar FY2023, which is an index of 24 emerging stock markets.

Shanghai Composite of (5.1%). China, VN30 Index of Vietnam, Hang Seng of Hong Kong and Kuala Lumpur Composite Index of Malaysia declined by 3.7%, 14.0% 6.7% and 1.5% respectively

The performance of major World stock markets remained volatile during the outgoing fiscal year mainly due to global financial conditions amid conflict between Russia and Ukraine, global inflation and monetary tightening

The product basket of National Savings Scheme (Defene Savings Certificates, Special Savings Certificates, Special Savings Accounts, Regular Income Certificates, Prize Bonds etc.) witnessed an outflow of Rs. 308.2 billion during Jul Mar FY2023.

Increase has been observed in S&P 500 of US (8.6%), CAC 40 of France (23.6%) BSE Sensex 30 of India (11.3%), PSEi Composite of Philippines (5.6%) and FTSE Straits Times of Singapore Shanghai Composite of (5.1%)

Highnoon Group Companies

Route²Health[®]

Naturally, the best choice!

Associated Company

 **Curexa**
Health

Subsidiary Company

Enhancing Growth & Patient Reach

12th

Out of 700 Pharmaceutical Companies

21 Bn

USD 75.8 Mn

Annual Revenue

17%

5 Year Annual CAGR

3 Mfg. Facilities

2 Pharmaceuticals
1 Nutraceutical

5 Brands in

1 Billion Club

1800+

Field Force



- Cardiology
- Respiratory
- Metabolic

Presence in Leading Therapeutic Segments



Pharmacies



Health Care Practitioners

Reach

Distinction in Commercial Proceedings



Ranked 12th
Out of **700+**
Pharmaceuticals



Annual Revenue:
PKR 21 Bn
(USD 75.8 Mn)
5 Year CAGR 17%



Facilities
3 Mfg. Facilities
2 Pharmaceuticals
1 Associated Nutraceutical



Force
1800+ Medical
Representatives



Network
Distribution Network
and **Loyal KOLs &**
Customers (**HCPs**)
all over Pakistan



Reach
52.K Pharmacies
& **42.4k** HCPS



Presence in Leading
Therapeutic Segments
(Cardiology, Respiratory, Metabolic,
Anti-Infectives, Gastroenterology,
Gynecology, Musculoskeletal)

1
Billion

1 Billion Club
5 brands

Milestone

1984

Highnoon Laboratories Incorporated as Private Limited Company

1986

Launch First Diltiazem of the world, Herbesser in Pakistan

1985

Launch World's First Sucrafate, Utsanic in Pakistan

1990

Commencement of Highnoon Plant

1994

Converted into a Public Limited Company

2005

Achieved 1 Billion Sales

2010

Launch Pakistan's first DPI, Combivair, in Pakistan with Revolizer as new drug delivery device

2012

Received President Excellence Award

2015

Curexa Health Private (Ltd) was incorporated as a wholly owned subsidiary of Highnoon Laboratories Ltd.

2017

Inauguration of Javed Tariq Khan Thalassemia Centre

2018

Forbes Asia's 200 Best Under A Billion 2018

2020

Achieved 10 Billion Sales

2021

Forbes Asia's 200 Best Under A Billion 2021

2022

Forbes Asia's 200 Best Under A Billion 2022

2023

Forbes Asia's 200 Best Under A Billion 2023

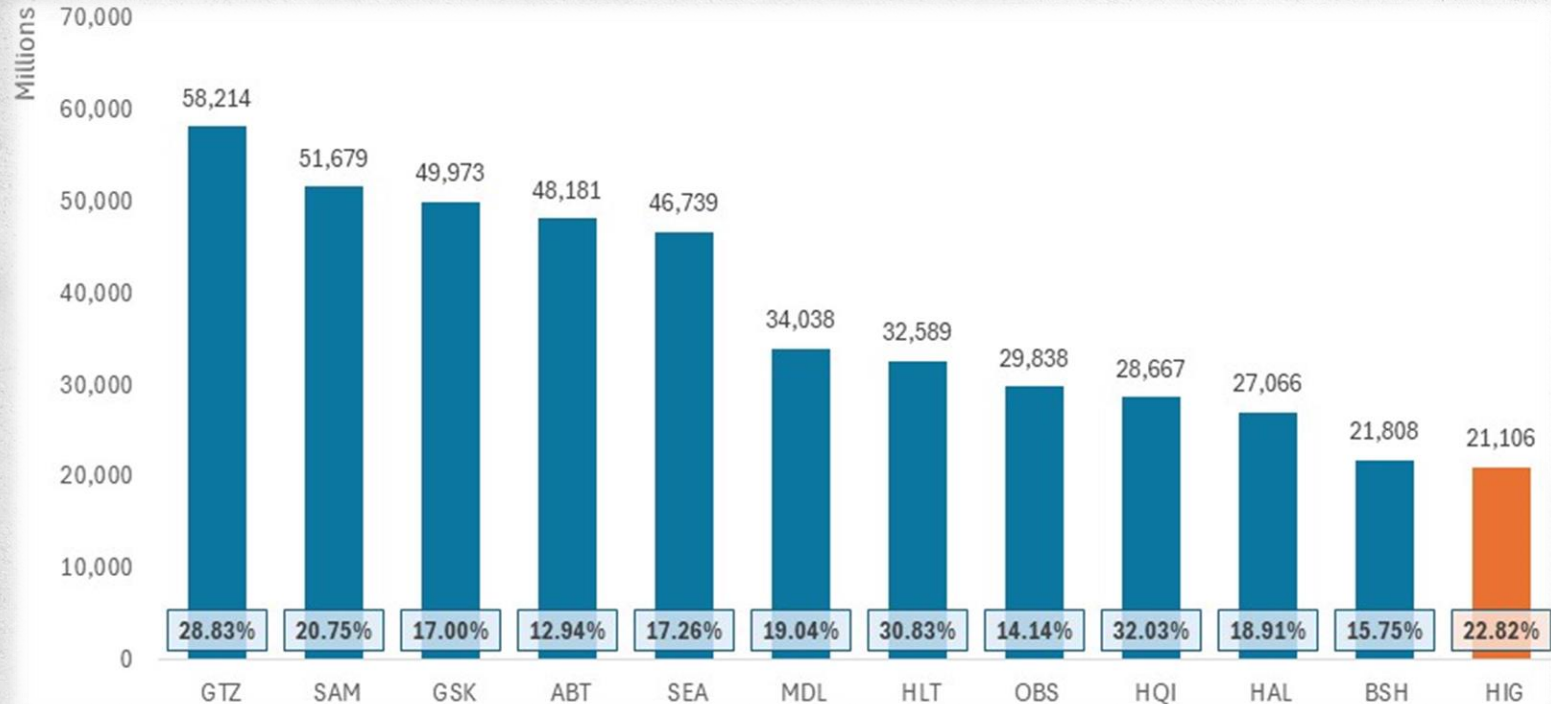
Forbes Asia

Only pharmaceutical company from Pakistan that has made it to the Forbes Asia Best under a Billion list thrice.



Industry Ranking

Fast Growing among Leading Pharmaceuticals



Industry Ranking

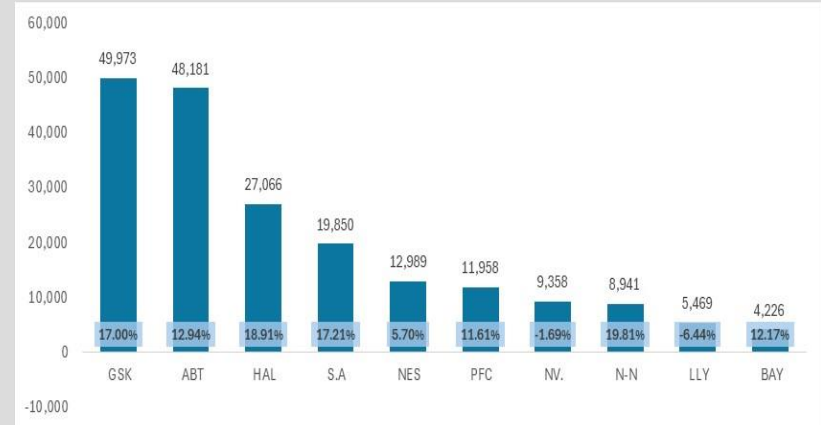
10 NATs and 7 MNCs are growing with double digit

TOP 10 MNCs & NATs

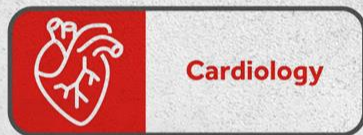
Nationals



Multi - Nationals







Product Segments

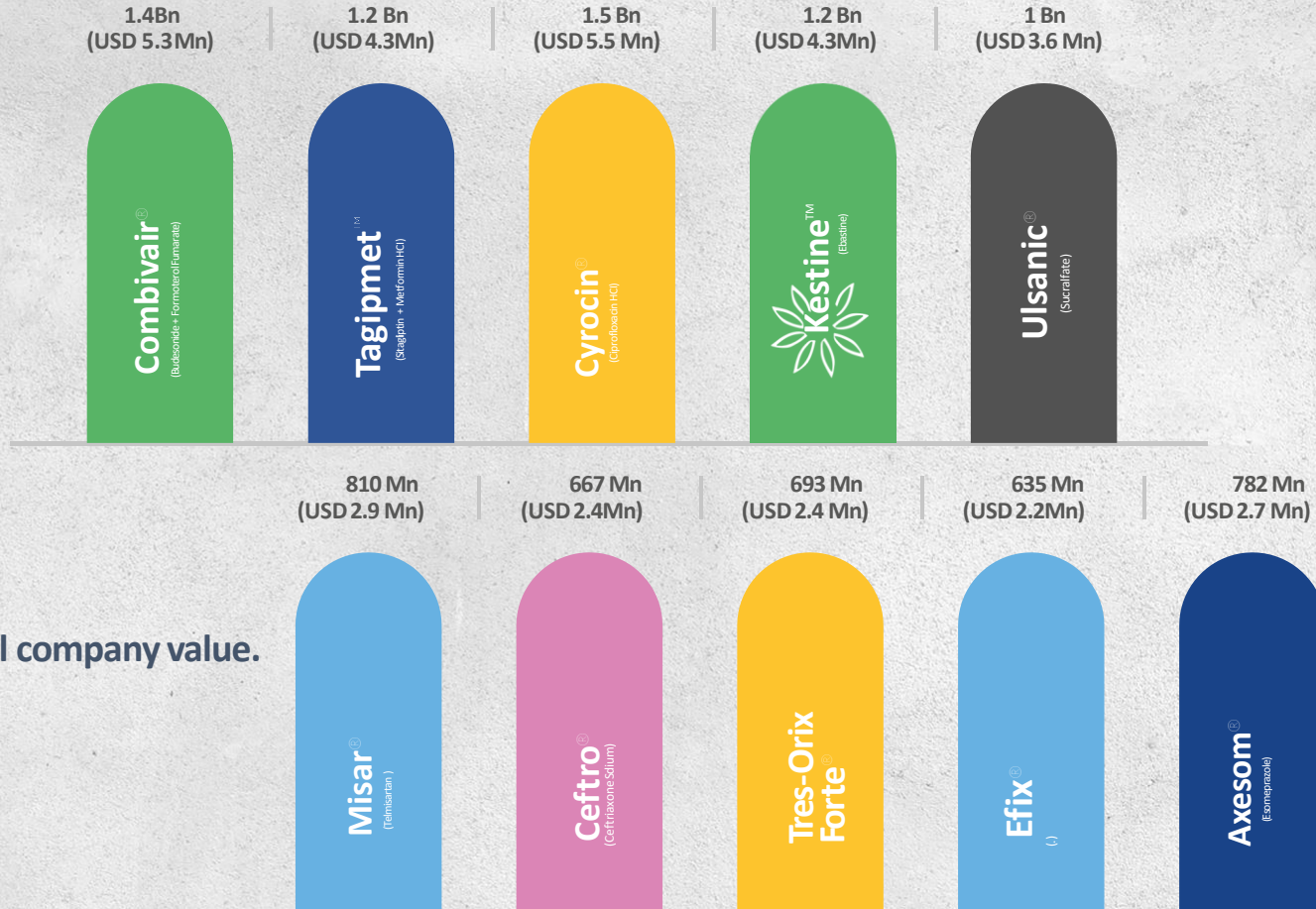


Leading

Segments Overview - *where Highnoon is amongst Leaders ...*

	CARDIOMETABOLIC	RESPIRATORY	ANTI - INFECTIVES
	6.4 BN Business Portfolio (USD 23.1 Mn)	3.8 BN Business Portfolio (USD 13.8 Mn)	4.6 BN Business Portfolio (USD 16.5Mn)
 Therapeutic segment contribution	5.0%	7.0%	3.0%
 Corporation Contribution	30%	18%	22%
 Brands on Promotion	28	13	14
 Market Leadership in Categories	7	4	1
	Tagipmet Trforge Loprin Liprex Mbar AM	Combivar Tiovalr Tiovalr-F Pofacort-100 Xestine	Ceftro Cyrocin Axesom Voxiquin Cefia

Leading Brands



Top 10 brands constitute to 47% of the total company value.

Top 5 Products



Collaborations



Collaborations ESG



**Shaukat Khanum
Memorial Cancer Hospital**



**Help International
Welfare Trust**

JTK

**Help International
Welfare Trust**



Fatmid Foundation



بلال احمر پاکستان

Red Crescent Society



Sundus Foundation

Renowned Collaborations



**The Aga Khan
University**



**European
Society of
Hypertension**

**The European Society
of Hypertension**



**Embassy
of Japan**



**Pakistan Endocrine
Society (PSE)**



**Weill Cornell
Medicine**

**Weill Cornell
Medicine**



**King Abdul Aziz
University**



**Pakistan Society of
Interventional Cardiology**



**Pakistan
Cardiac Society**

Cipla

Cipla



**International Society of
Endocrinology (ISE)**



**Royal College
of Physicians**

**Royal College of
Physicians (RCOP)**

International Exports

**215 Products Currently
130 Products in Pipeline**

- Afghanistan
- Tajikistan
- Uzbekistan
- Azerbaijan
- Iraq
- Yemen
- Sudan
- Somalia
- Kenya
- Tanzania
- Ghana
- Nigeria
- Ivory Coast
- Togo
- Benin
- Burkina Faso
- Guinea
- Gabon
- Mauritania
- Mali
- Chad
- Congo DR
- Cambodia
- Philippines
- Sri Lanka
- Mauritius
- Mozambique
- Macau



Financials



200.00	
300.00	
1,000.00	
580.00	
17,254.84	
26,250.00	

Key Performance Indicators Growth & Profits

Sales Revenue

Rs.19.4 Bn

GOLY 23%

Total Assets

Rs.14.025 Bn

GOLY 32%

Profit after Tax

Rs.2.4 Bn

% to Sales 12%

Earning Per Share

Rs. Per share 45.35

Equity

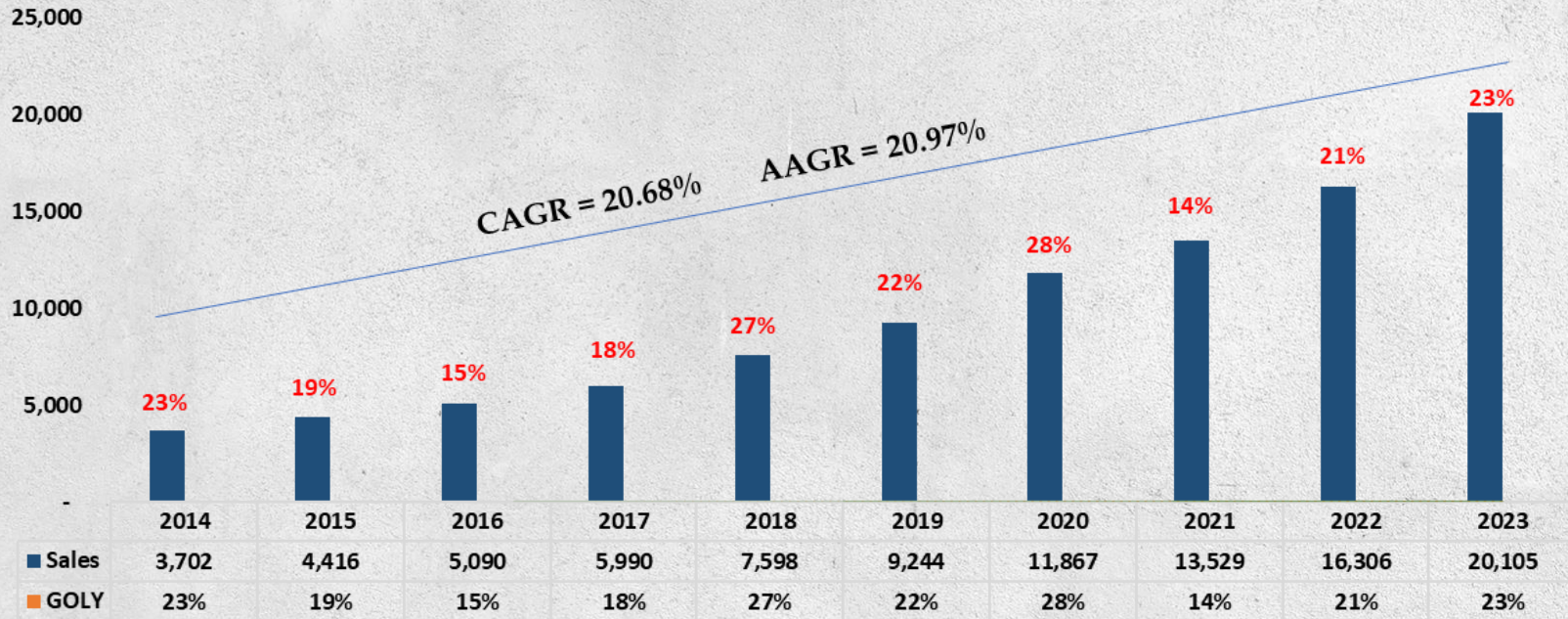
Rs. 9.6 Bn
GOLY 29%

Key Performance Indicators Growth & Profits

Particulars		2023	2022	2021	2020	2019
Revenue	PKR in "000""	19,424,255	15,815,937	13,000,780	10,697,634	9,047,693
Revenue Growth	%	22.81%	21.65%	21.53%	18.24%	20.59%
Gross Profit %	%	47.64%	50.77%	49.35%	47.87%	46.00%
Operating Profit %	%	16.70%	19.57%	17.27%	17.22%	14.14%
PAT %	%	12.37%	15.28%	13.91%	13.28%	10.73%
Return on Equity	%	25.04%	32.47%	31.38%	31.67%	28.21%
EPS	Rs. / Share	45.35	45.62	43.17	41.04	30.86
Cash Dividend	Rs. / Share	30	20	20	15	13
Bonus Shares	%	25%	10%	10%	10%	10%

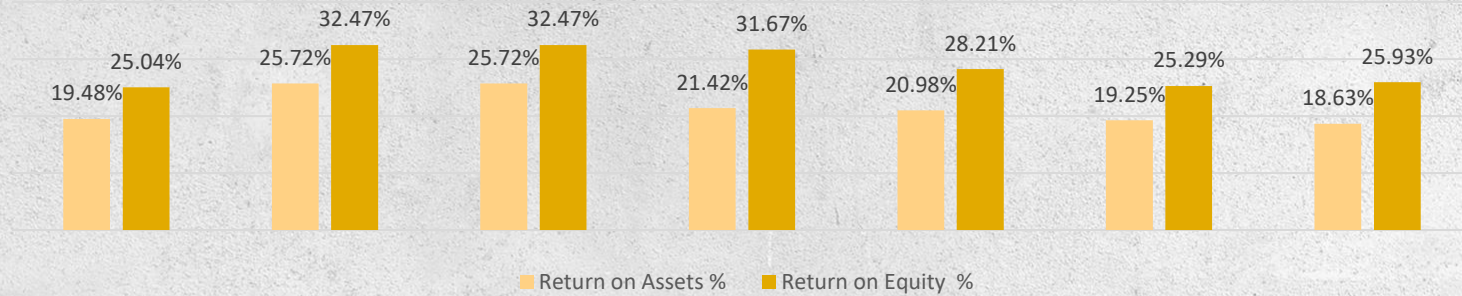
*IQVIA MAT DEC 2023

Generating success year after year

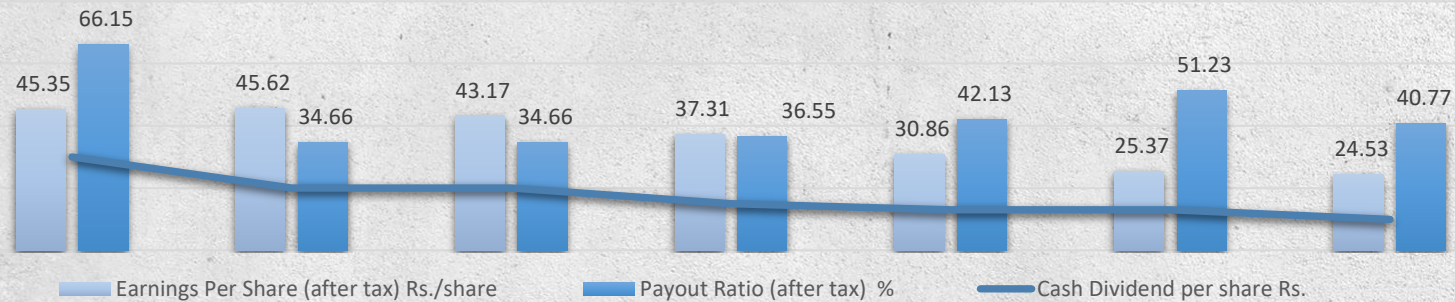


Increasing Shareholder's Wealth

ROA & ROE

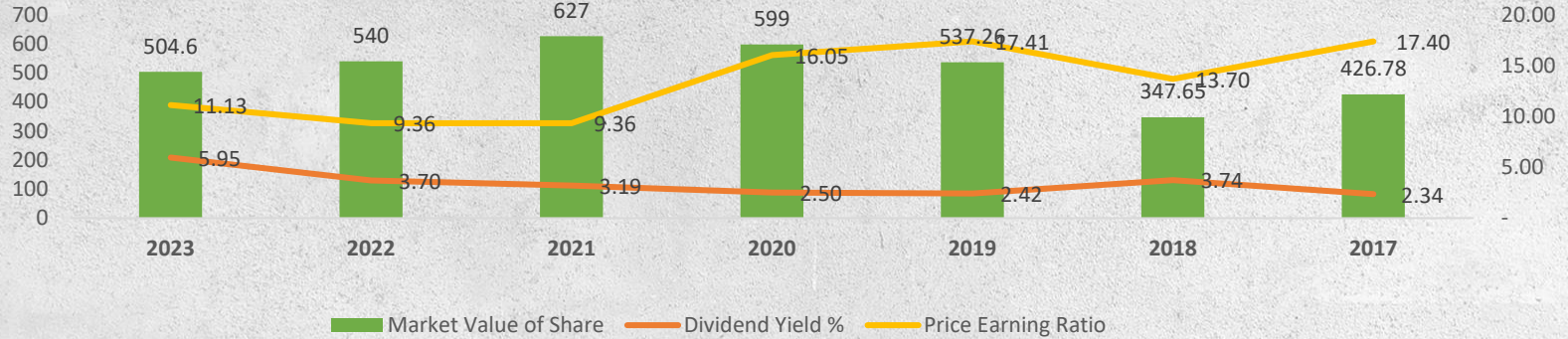


EPS, Dividend & Payout

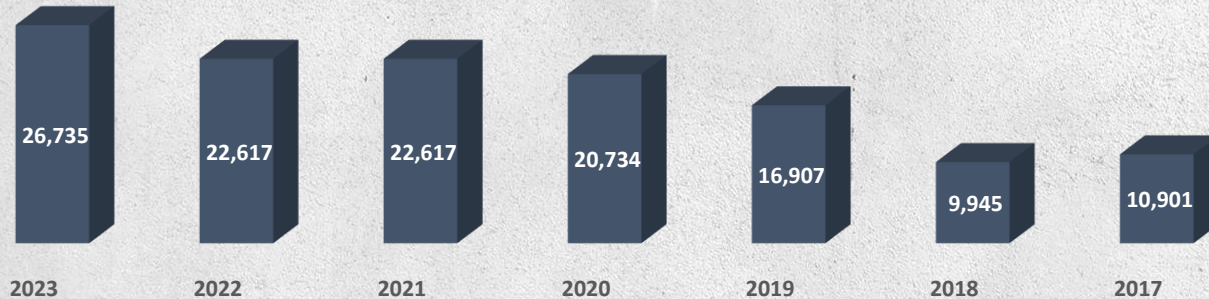


Increasing Shareholder's Wealth

Dividend Yield, PE Ratio & Market Value



Market Capitalization



Highnoon among Peers: Industry Analysis

Company	Year End	Market Capitalization	Revenue	Gross Margin	PAT	EPS	Net Margin	Equity	P/E	P/S	P/B	Cash Dividend Payout	ROE
ABOT	December'2023	45,055	55,475	21%	262	2.67	0%	18,237	172.36	0.81	2.47	Nil	1%
AGP	December'2023	19,687	13,858	44%	1,190	4.25	9%	10,853	16.54	1.42	1.81	59%	10.97%
CPHL	June'2023	5,451	12,400	12%	658	2.88	5%	5,373	8.28	0.44	1.01	25%	12%
FEROZ	June'2023	7,730	11,460	37%	271	6.24	2%	7,920	28.50	0.67	0.98	Nil	3%
GLAXO	December'2023	26,430	49,661	7%	534	1.68	1%	21,676	49.40	0.53	1.22	Nil	2.5%
HALEON (GSKCH)	December'2023	19,783	31,610	20%	996	8.51	3%	8,023	19.86	0.63	2.47	Nil	12%
HINOON	December'2023	26,735	19,424	48%	2,403	45.35	12%	9,597	11.13	1.38	2.79	66%	25%
IBLHL	June'2023	2,590	4,030	33%	309	3.61	8%	2,110	8.38	0.64	1.23	Nil	15%
OTSU	June'2023	1,220	3,035	21%	(7)	(0.60)	0%	698	(181.50)	0.40	1.90	Nil	-1%
HPL (Sanofi)	December'2023	11,574	21,369	26%	361	37.41	2%	5,471	32.08	0.54	2.12	80%	7%
SEARL	June'2023	16,250	33,969	39%	302	0.80	1%	27,668	51.00	0.50	0.50	Nil	1%

Reinvestment to sustain & grow business

1,446



2023

780



2022

252



2021

345



2020

253



2019

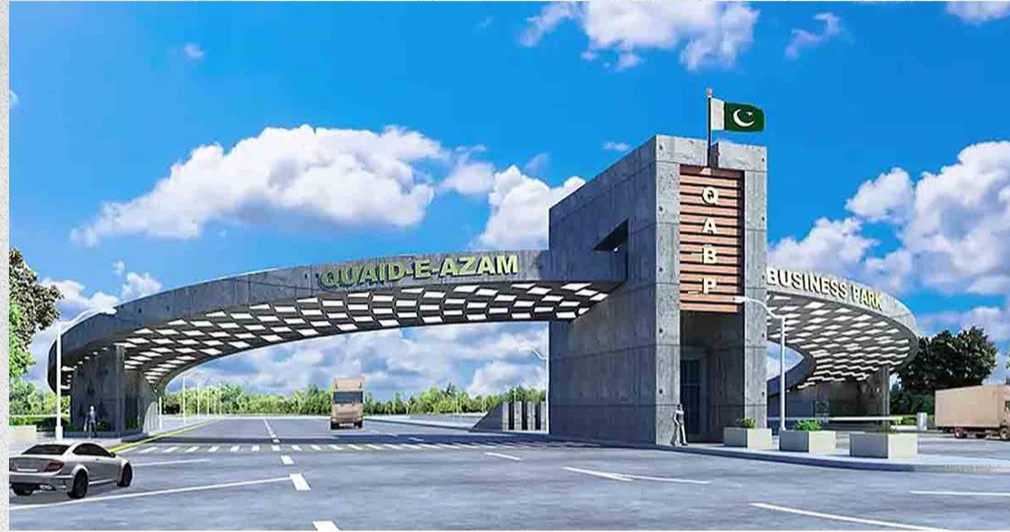
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2018

Future Expansion

Highnoon Laboratories is planning to embark on a major expansion plan. For this, the Company has acquired twelve (12) acres of land at QABP on Lahore-Islamabad Motorway. Being designated as a Special Economic Zone entity, the project envisages significant manufacturing and financial benefits.



Quaid-e-Azam Business Park - QABP



Q & As

