

HALEON

Corporate Briefing Session 2024



Quran Recitation



HALEON



Our Story



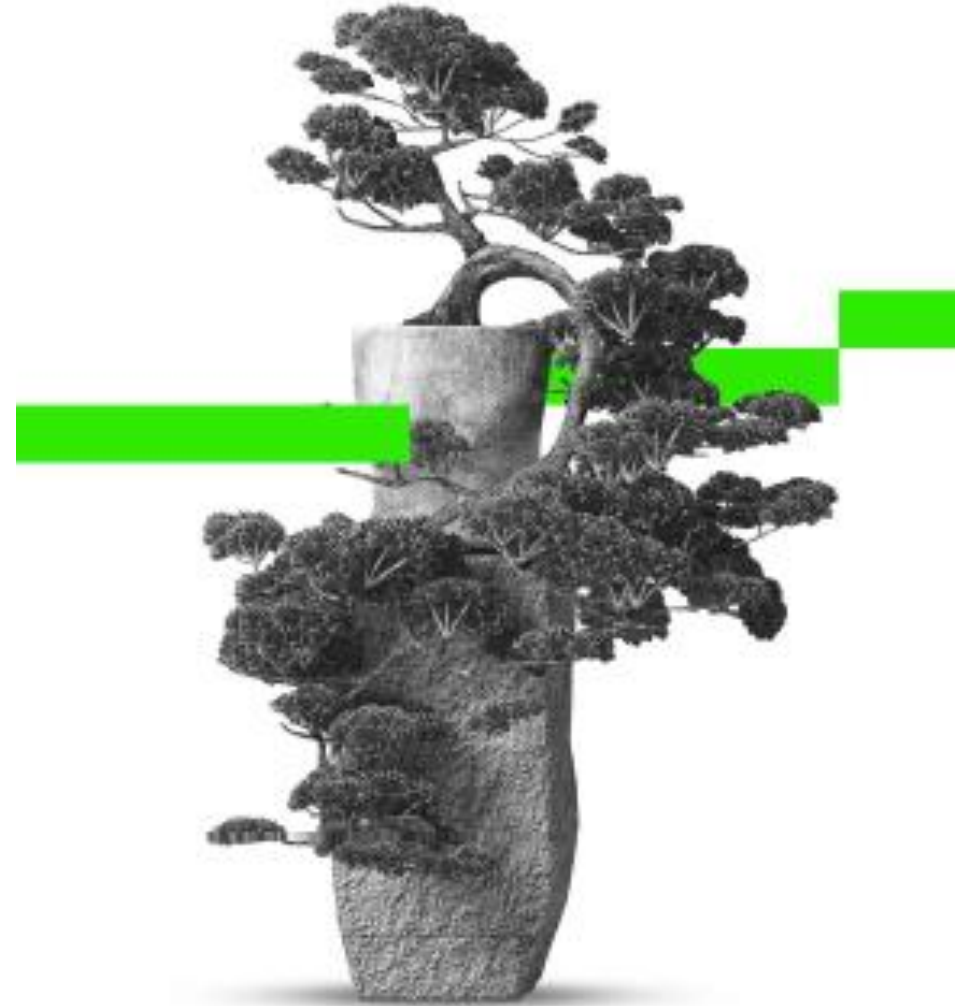
Business Overview



Key Financials



Question and Answers



Our Story

In pursuant of the demerger of the consumer healthcare business from GlaxoSmithKline plc, UK on July 18, 2022, to Haleon plc. an independent listed Company (listed on London Stock Exchange and New York Stock Exchange), the ultimate parent Company has changed from GlaxoSmithKline plc to **Haleon plc**. On 6th January 2023, the name of Company also changed to **Haleon Pakistan Limited (HALEON)** at SECP and PSX respectively.

HALEON

For Health. With Humanity.



Our mission

To Deliver better everyday health with humanity

Our Presence

Registered Office: 11 A, 11th Floor Sky Tower (East Wing), Dolmen City, HC-3, Block 4, Scheme-5, Clifton, Karachi, Pakistan
Sales Offices: Karachi, Lahore, Multan and Islamabad
Factory: Jamshoro -State of the art facility for manufacturing & packaging.

Our People

Total employees: 476 (HO: 159, Site: 317)
Diversity: 21% females, 79% males

Corporate Information

Board of Directors

Mr. M. Z. Moin Mohajir (Chairperson)	Mr. Dilawar Meghani
Mr. Farhan Muhammad Haroon	Ms. Sumru Atalay Besceli
Syed Anwar Mahmood	Mr. Oussama Abbas
	Ms Ayesha Aziz

Board Audit Committee

Ms Ayesha Aziz (Chairperson)	Syed Anwar Mahmood
Mr. M. Z. Moin Mohajir	Secretary: Marrium Ahmed

Supply Chain Executive Committee

Mr. Oussama Abbas (Chairperson)	Mr. Dilawar Meghani
Mr. Farhan Haroon	Secretary: Mohsin Mazher

Human Resource, Remuneration & Nomination Committee

Syed Anwar Mahmood (Chairperson)	Ms. Ayesha Aziz
Mr. M. Z. Moin Mohajir	Secretary: Ensherah Khan

Management Committee

Mr. Farhan Muhammad Haroon	Chief Executive Officer
Mr. Dilawar Meghani	Chief Financial Officer
Ms. Mashal Mohammad	Legal Director and Company Secretary
Ms. Marrium Ahmed	Compliance and Internal Audit Lead
Mr. Ameer Taimur Zaid	Pakistan E2E SC and Jamshoro Site Lead
Ms. Sadaf Malik	Corporate Affairs Manager, MEA
Mr. Salman Altaf	Marketing Director
Syed Abrar Ali	Sales Director
Mr. Faisal Rafiq	Head of Expert
Mr. Mazhar Shams	Head of Regulatory
Mr. Khurram Haleem Khan	NRM Lead
Ms. Ensherah Khan	HR Business Partner

Company Secretary

Mashal Mohammad

Chief Financial Officer

Dilawar Meghani

Chief Internal Auditor

Marrium Ahmed

Legal Advisors

Haroon Dugal Law Chambers

Auditors

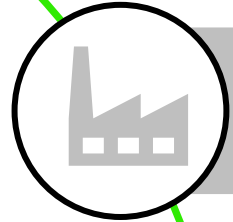
KPMG Taseer Hadi & Co

Bankers

- Citi
- Standard Chartered
- MCB
- Habib Metro

Risk Management Committee not formed since CRF in place (Compliance Risk Forum), held every quarter.

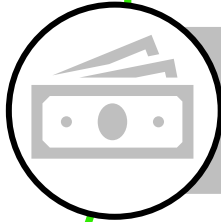
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GSK Consumer Healthcare

Brands become part of Haleon as a result of demerger of consumer healthcare business from GSK Pakistan Limited in 2015.



Novartis

Brands become part of Haleon as a result of demerger of consumer healthcare business from Novartis Pharma (Pakistan) Limited merged in 2018



Pfizer

Brands become part of Haleon as a result of demerger of consumer healthcare business from Pfizer in 2018.



Brands Portfolio

FMCG

Oral Care



Nutrition & Digestive



OVER THE COUNTER

Skin Health



Respiratory



Pain Relief



Recent Key Launches

Pain

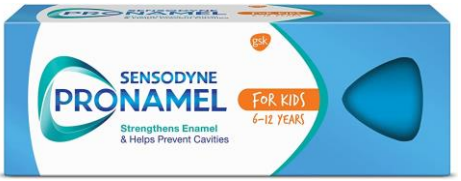


Panadol Night



Panadol Ultra

OH



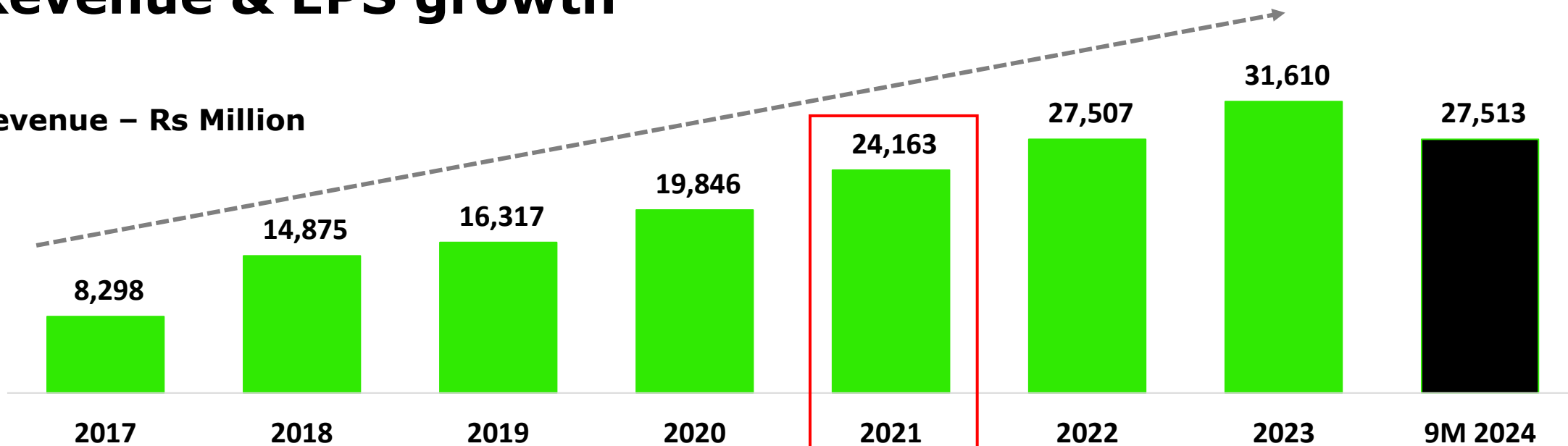
Sensodyne Kids



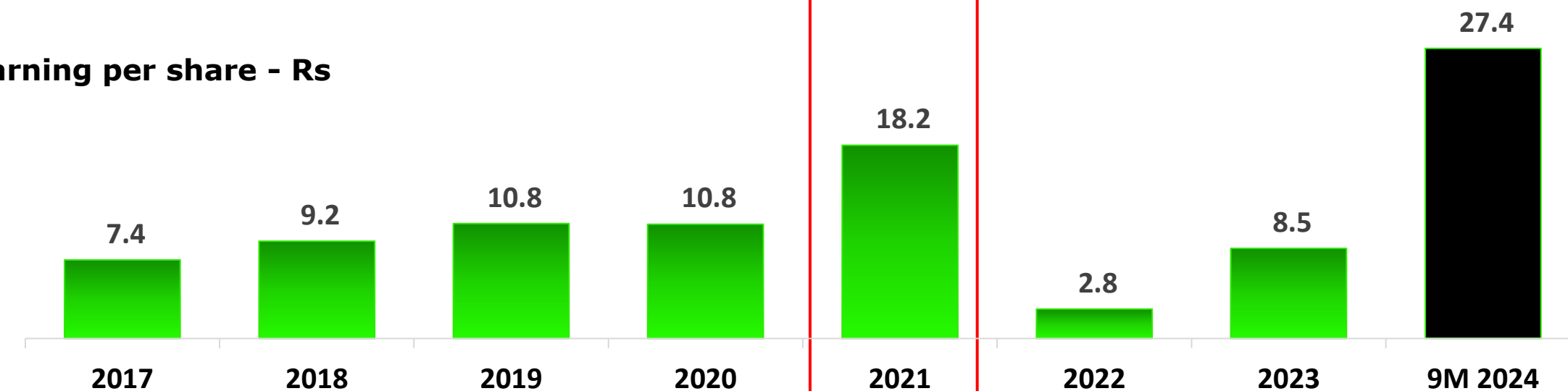
Senso Access

Revenue & EPS growth

Revenue – Rs Million



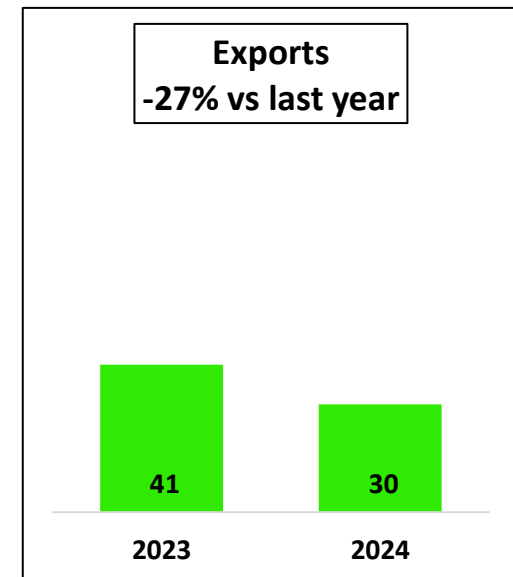
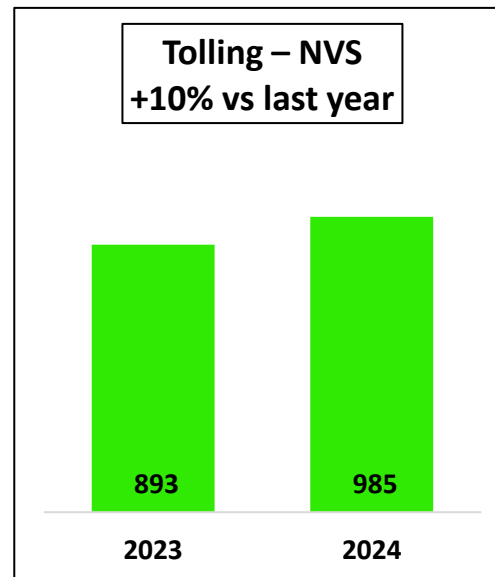
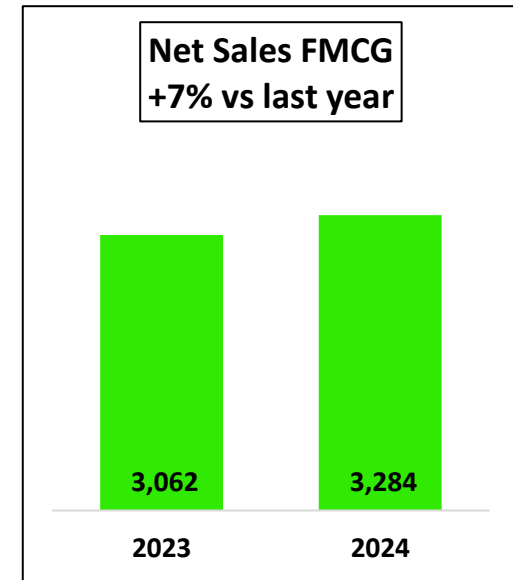
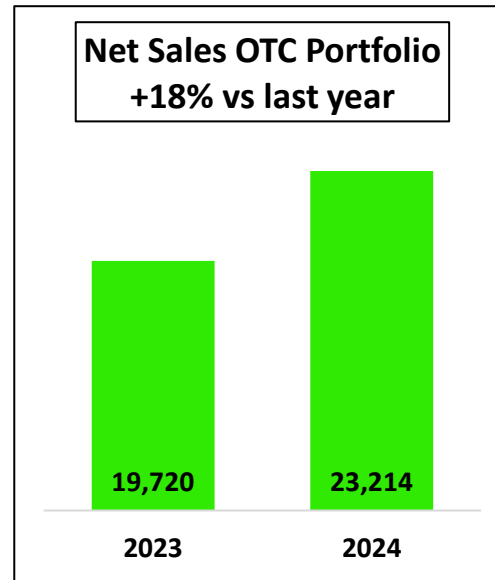
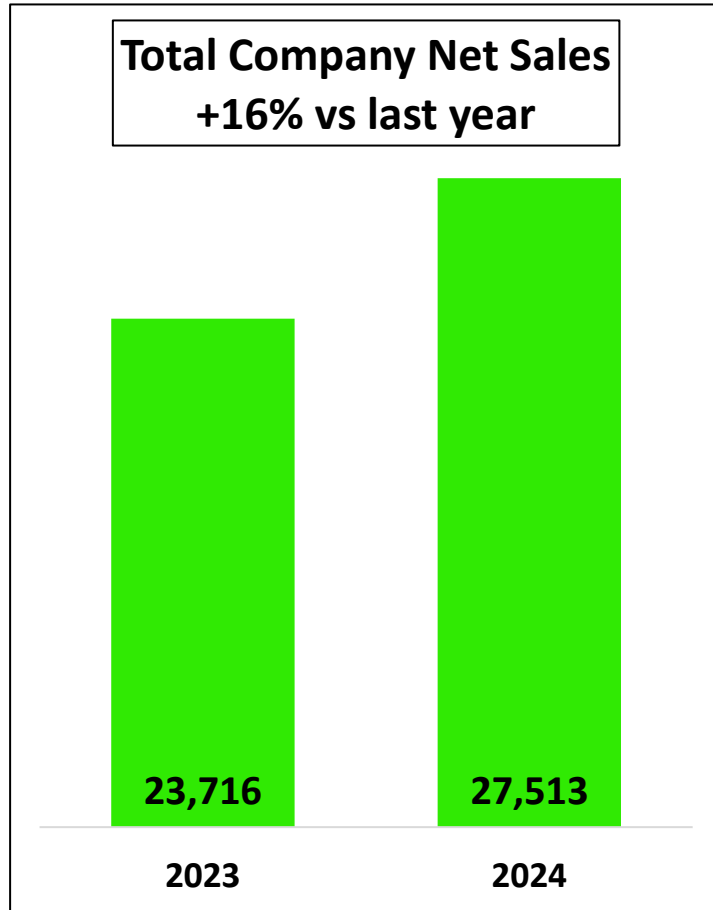
Earning per share - Rs



Portfolio wise Sales – YTD September

PKR in million

Maintaining the upward trend by doing what matter most!



Key Brands Performance

Top 3 Brands contribute 80% to Total turnover

Pharmaceutical

#1

Brand in
Pharmaceutical
Industry



Calcium
supplement

#1

Prescribed
Calcium
supplements



Sensitivity

#1

Sensitivity
Category



Responsible Business

Sustainability



Inauguration of Solar power Generation Project



Composting site in Jamshoro

Community Welfare



HALEON x UNICEF "Mothers Matter"



Haleon X TCF Supporting a school in Matiari, Sindh

Corporate Volunteering



Dar Ul Sukoon "Haleon Helps"

Awards and Achievements



The Pakistan Pharmaceutical Manufacturing Association (PPMA) declared Haleon amongst TOP 10 Pharmaceutical exporters of Pakistan.



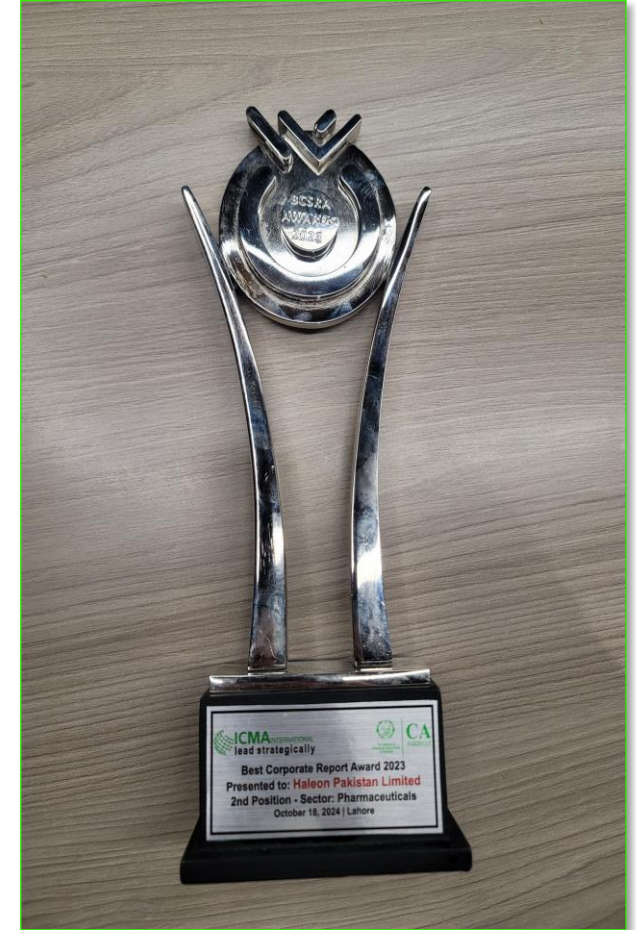
Guinness Book of World Records for "Largest Attendance for a pharmaceutical conference in one day"



13th Annual Corporate Social Responsibility Award Winner 2024

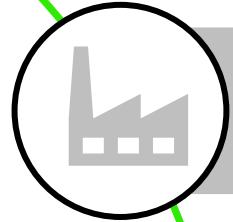


Bronze Effie Award for CAC-1000 and Silver Effie Award for Sensodyne.



Haleon Limited secured **2nd Position** for Best Corporate Report in the Pharmaceutical Industry 2023.

HALEON



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Key Financial Highlights

Nine months ended 2024 results

PKR 27.5^{Bn}

Revenue

PKR 9.2^{Bn}

Gross Profit

PKR 5.4^{Bn}

Profit before tax

Revenue:

Growth of 16% vs SPLY – Higher by PKR 3.8bn.

Gross Profit:

Gross margin at 33.3%, +14.5% (PKR 4.7bn) vs SPLY.

OPEX:

PKR 3.6bn, +18.7% vs SPLY.

Selling & Marketing and Administrative expenses increased by 16.6%.

Profit before tax:

Growth of 338% (PKR 4.2bn) vs SPLY.

Profit before tax is 19.8% of sales which is + 14.6% vs SPLY.

PKR 27.4

Earning per share

PKR 11.4

Q3 Earning per share

