



GSK Consumer Healthcare Pakistan Limited

Nine months ended September 30, 2022

Corporate Briefing Session





Our Story

Vision, Values and Strategy

Our Story and Key facts



- Post merger, GSK Consumer Healthcare Pakistan Limited become one entity effective Jan 2018.
- 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.
- Market Capitalization as of September 30th is PKR 25.53 billion.
- Secured 2nd Position in the Best Corporate and Sustainability Report for Financial Year 2021.

Corporate Information

<p>Audit Committee</p> <ul style="list-style-type: none"> • Ms. Ayesha Aziz (Chair) • M.Z. Moin Mohajir • Syed Anwar Mahmood • Mariam Maqsood (Secretary) 	<p>Human Resource Remuneration and Nomination Committee</p> <ul style="list-style-type: none"> • Syed Anwar Mahmood (Chair) • M.Z. Moin Mohajir • Ms. Ayesha Aziz • Ms. Ensherah Khan (Secretary) 	<p>Integration Supply & Network Optimization Committee</p> <ul style="list-style-type: none"> • Oussama Abbas (Chair) • Farhan Muhammad Haroon • Dilawar Meghani 	<p>Management Committee</p> <ul style="list-style-type: none"> • Farhan M. Haroon (CEO) • Dilawar Meghani • Syed Abrar Ali • Salman Altaf • Faisal Rafiq • Khurram H. Khan • Moien Ahmed Khan • Mazhar Shams • Mashal Mohammad 		
<p>Company Secretary</p> <ul style="list-style-type: none"> • Mashal Mohammad 	<p>Chief Financial Officer</p> <ul style="list-style-type: none"> • Dilawar Meghani 	<p>Chief Internal Auditor</p> <ul style="list-style-type: none"> • Mariam Maqsood 	<p>Bankers</p> <ul style="list-style-type: none"> • Citibank N.A. • Standard Chartered Bank (Pakistan) Limited 	<p>Auditors</p> <ul style="list-style-type: none"> • Yousuf Adil, Chartered Accountants 	<p>Legal Advisors</p> <ul style="list-style-type: none"> • ASPIRELAW

Our Local Footprint



Registered Office:

Sandoz Nagar, Petaro Road, Jamshoro, Sindh – 76100.

Sales Offices:

Karachi, Lahore and Islamabad.

Factory:

State of the art facility for manufacturing and packaging. Serving to Pakistan, Vietnam and Philippines markets.

The text "Business Overview" is positioned on the left side of the slide, overlaid on a large, semi-transparent orange graphic. The graphic is composed of several overlapping circles and shapes in various shades of orange and yellow, creating a layered effect. The text is in a bold, white, sans-serif font.

Business Overview

Brands Portfolio

FMCG
(Represents 14% business)

Oral Care



OVER THE COUNTER (Regulated by DRAP)
(Represents 86%* business)

Nutrition & Digestive



Skin Health



Respiratory



Pain Relief



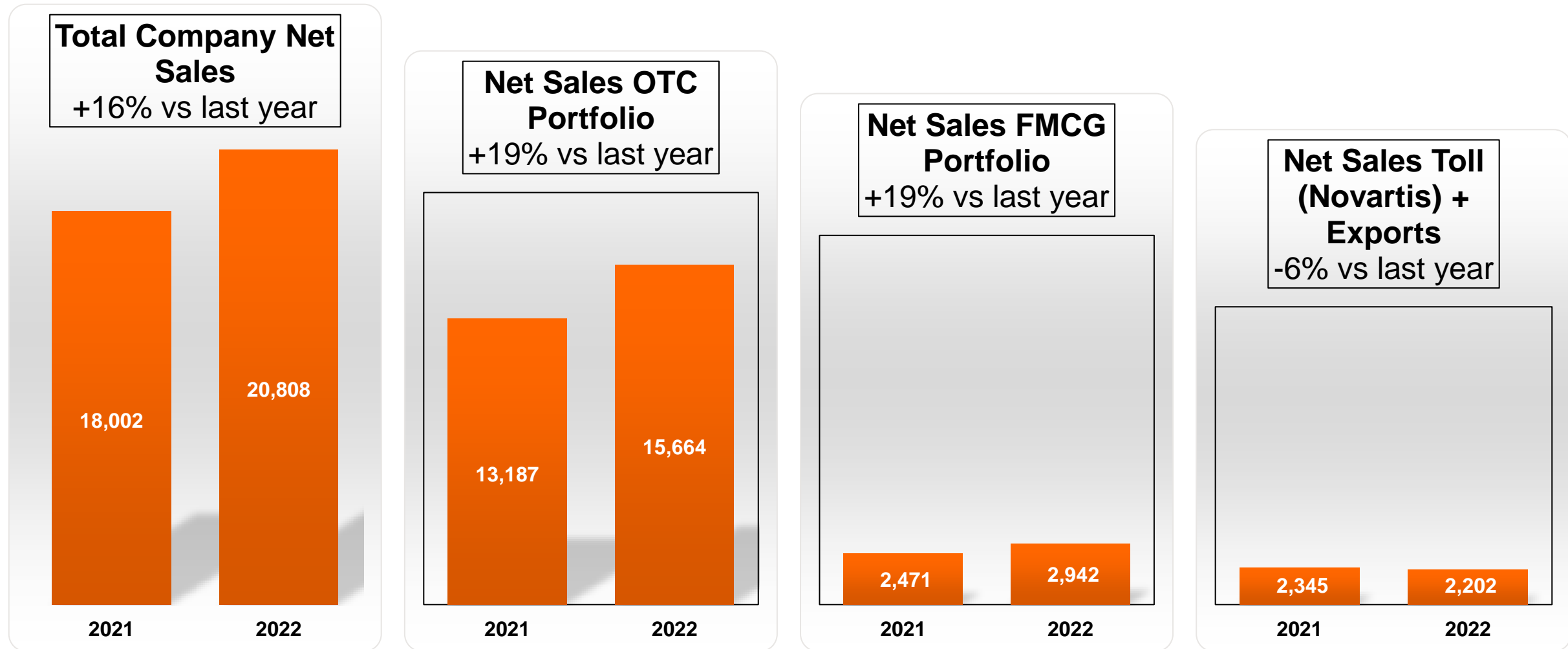
* Includes toll business representing 12% of the total business.

Portfolio wise Sales – September 2021 Vs September 2022



Maintaining the upward trend by doing what matter most!

PKR in million



Key Brands Performance

Top 3 Brands contribute 82% to Total turnover

#1 in Pain Relief Category



>10% Sales Growth

#1 Prescribed Calcium supplement



>20% Sales Growth

#1 in Sensitivity Category



>15% Sales Growth

Key Financials





Key Financial Highlights

PKR 21bn
Total Turnover
+16% vs. LY

PKR 3.5bn
(17% of sales)
Gross Margin
-11% vs. LY

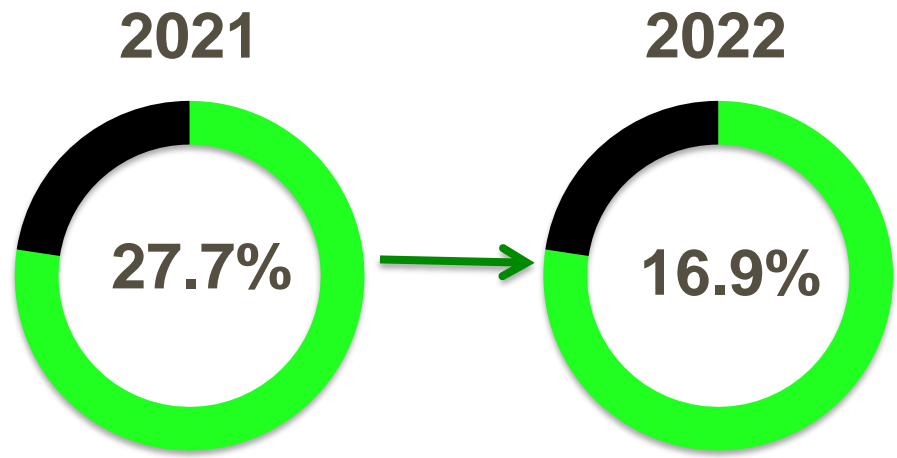
PKR 2.9bn
OPEX
+9% vs. LY

PKR 0.4bn
PBT
-11% of sales vs.
LY

PKR (0.58)*
Loss per share
-PKR 14.6 vs. LY

**This includes super tax impact including deferred tax amounting to Rs. 283 million and Rs. 13 million for tax years 2022 and 2023 respectively. The unadjusted EPS stands at Rs. 1.95.*

GP Reconciliation – YTD September 2022



G.P% impact

- Higher Cost of Procurement ↓ 8.1%
- Other Cost Escalations ↓ 2.7%

<u>GLYCERINE</u>	<u>227%</u>
<u>CITRIC ACID</u>	<u>214%</u>
<u>PVC</u>	<u>65%</u>
<u>PEG</u>	<u>27%</u>

Outlook and Challenges



Global commodity prices including logistics remain challenging



Continued currency devaluation



Absence of swift approval of hardship cases in urgent situations



High inflationary environment



Unpredictable tax regime

THANK YOU!
Q&A

