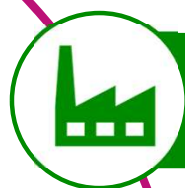




# GSK Consumer Healthcare Pakistan Limited

Nine months ended September 30, 2021

Corporate Briefing Session



Our Story!



Business Overview



Key Financials



Question and Answers



# Our Story

Vision, Values and Strategy

## Our Story and Key facts



- Post merger, GSK Consumer Healthcare Pakistan Limited become one entity effective Jan 2018.
- Market Capitalization as of September 30<sup>th</sup> is PKR 29.86 billion
- Sept YTD Earning Per share of 14.03 rupees, depicting growth of 68% over same period last year.
- GSK CH has registered a market share of 3.3%\* in overall Pharmaceutical Industry which is +30 basis points vs same period last year (SPLY) and we are now the 7<sup>th</sup> largest pharmaceutical portfolio in the country (8<sup>th</sup> SPLY).
- Panadol has become the biggest Pharmaceutical / Over the Counter (OTC) brand of Pakistan. Additionally, CaC 1000 Plus ranks as 4<sup>th</sup> largest Pharmaceutical / OTC brand versus 7<sup>th</sup> last year.

# Corporate Information



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

*Risk Management Committee not formed since RMCB forum in place (Risk Management & Compliance Board), held every quarter.*

## Our Local Footprint



West Wharf Office



### Registered Office:

35-Dockyard Road, West Wharf, Karachi

### Sales Offices:

Karachi – B 63, 65, Estate Avenue, SITE

Lahore – 880 B, Faisal Town

Islamabad – Aleem House, Plot 409, Sector I9, Industrial Area

Jamshoro Factory



### Factory:

- GSK CHC acquired the manufacturing facility of GSK OTC in Jamshoro, after the Court Order was received in December 2018.
- State of the art facility for manufacturing and packaging.
- Serving to Pakistan, Vietnam and Philippines markets.

# Our Purpose, Vision and Strategy



## Purpose

To help people do more, feel better, live longer

## Vision

To be one of the world's most innovative, best performing and trusted consumer healthcare companies

## Strategy



### Innovation

- Brilliant execution of launches
- Strong patient and payer focused pipeline
- The most competitive claims and labels



### Performance

Sustained industry-leading growth with competitive costs, margin and cash flow



### Trust

- Reliable supply
- Improved reputation
- Highly engaged employees



# Business Overview



# Brands Portfolio

## FMCG (Represents 14% business)

### Oral Care



### Skin Health



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

### Nutrition & Digestive



### Skin Health



### Respiratory



### Pain Relief



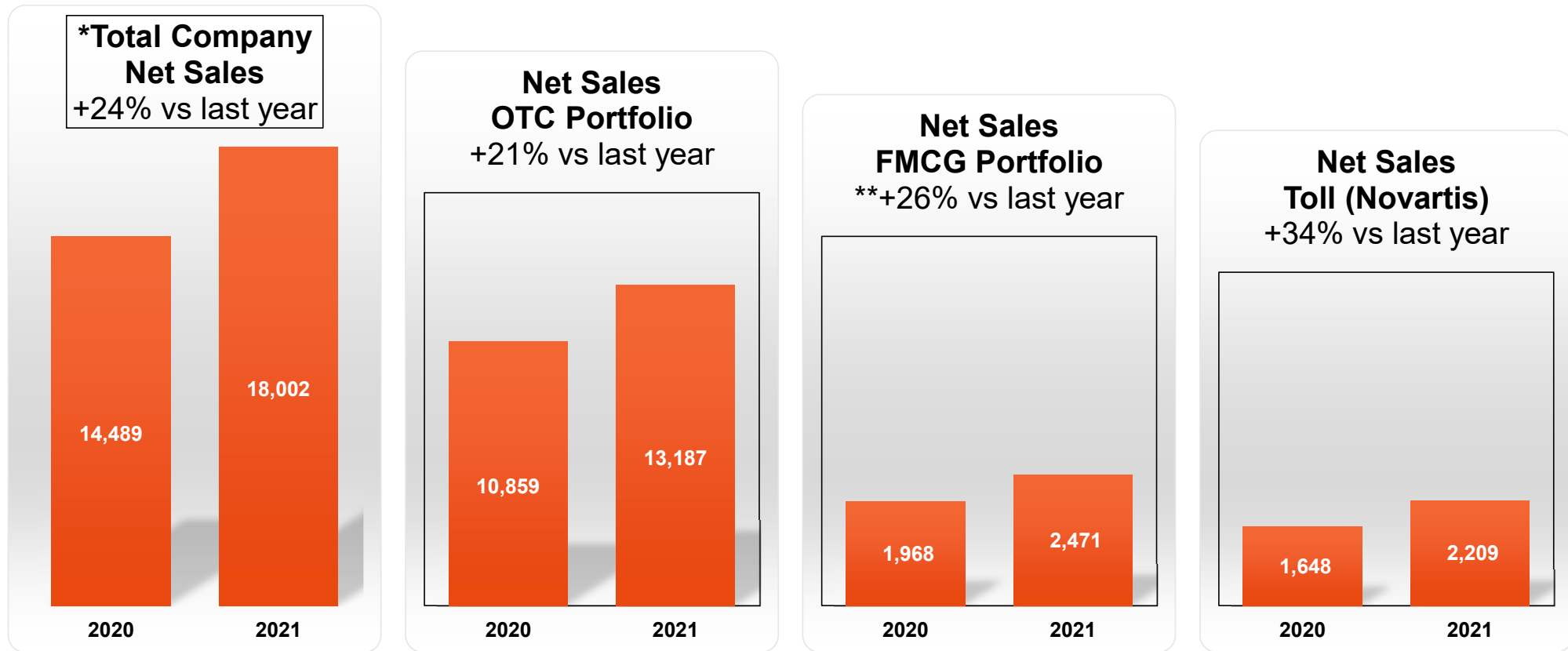
\* Includes toll business representing 12% of the total business.

## Portfolio wise Sales – September 2021 Vs September 2020



Maintaining an upward trend by Doing What Matters Most!

PKR in million



\* Includes export sales amounting to Rs. 135 million. (Divestment of Physiogel amounts to Rs. 127 million)

\*\*Underlying growth is 19% excluding divestment of Physiogel.

# Key Brands Performance



Top 3 Brands contribute 82% to Total turnover

**#1** in Pain Relief Category



>20% Sales Growth  
GSK Share +1.2%

**#1** Prescribed Calcium supplement



>20% Sales Growth  
GSK Share +1.8%

**#1** in Sensitivity Category



>30% Sales Growth

\*IQVIA MAT Sept '21



# Key Financials



# Key Financial Highlights

## September 30, 2021

**PKR 18bn**  
Total Turnover  
+24% vs. LY

**PKR 5bn**  
(27.6% of sales)  
Gross Margin  
+0.1% vs. LY

**PKR 2.9bn**  
OPEX  
+11.3% vs. LY

**PKR 2.3bn**  
PBT  
+3.4% of sales vs.  
LY

**PKR 14.03**  
EPS  
+PKR 5.66 vs. LY





## Key Performance Ratios

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Balance Sheet Ratios	September 30, 2021	September 30, 2020
Return on equity	<b>26%</b>	20%
Current Ratio	<b>1.42</b>	1.36
Quick Ratio	<b>0.79</b>	0.61
Inventory days	<b>75</b>	87
Receivables days	<b>14</b>	17
Payable days	<b>25</b>	21

## Outlook and Challenges

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Global logistic challenges.



Continuous currency devaluation.



Absence of swift approval of hardship cases in urgent situations.



Escalating paracetamol prices.



Emerging digital landscapes.

# Achievements





# OUR ACHIEVEMENTS

**We are a certified  
Top Employer  
2021**



**THANK YOU!**  
**Q&A**

