



AGP-Sec. /208

July 30, 2021

The General Manager,  
Pakistan Stock Exchange Limited,  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

Dear Sir,

**SUBJECT: DISCLOSURE OF MATERIAL INFORMATION**

In accordance with Section 96 of the Securities Act 2015, and Clause 5.6.1 (a) of the Rule Book of the Pakistan Stock Exchange Limited, we are pleased to convey the following material information:

This is in continuation to our earlier communication vide letter bearing number AGP-Sec./ 158 dated February 4, 2021. We are pleased to inform you that after securing requisite approvals, AGP Limited ("AGP" or "Company"), along with its parent company Aitkenstuart Pakistan (Private) Limited ("Aitken"), through a Special Purpose Vehicle – OBS AGP (Private) Limited, has successfully acquired a portfolio of 22 pharmaceutical brands ("brands") from Sandoz AG, a company organized under the laws of Switzerland, which are commercialized in Pakistan under the Sandoz brand.

The acquired brands belong to various therapeutic classes including anti-infectives and oncology. The largest brand in the portfolio is Azomax, with a turnover in excess of PKR 2 Billion during the last 12 months as per Moving Annual Turnover (MAT) May 2021 industry report issued by IQVIA Solutions Pakistan Pvt. Ltd. on Pakistan Pharmaceutical Industry. Some of the other well-established brands are Zatofen, Ternelin, Ospamox and Amoxiclav in the general medicines category, and Paclitaxel and Gemcitabine in the oncology segment.

The acquisition is expected to result in a significant increase in the consolidated revenues of AGP which is expected to cross PKR 10 Billion over the next 12 months along with an increase in profitability. The Company has also initiated the process of upgrading and enhancing its production capabilities to commence in-house manufacturing of majority of the acquired brands. This would result in economies of scale, operational synergies, and logistical efficiencies and in turn, maximizing shareholders' value.

Yours truly  
For and on behalf of  
AGP Limited

Umair Mukhtar  
Company Secretary

**Cc:**  
Director / HOD  
Surveillance, Supervision and Enforcement Department  
**Securities and Exchange Commission of Pakistan**  
NIC Building, 63 Jinnah Avenue  
Blue Area, Islamabad

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