



AGP

we value life

An OBS Group Company

CORPORATE BRIEFING SESSION 2024

April 28, 2025



Muhammad Kamran Nasir
Group Chief Executive Officer



Muhammad Kamran Mirza
Chief Executive Officer OBS AGP & OBS PAK



Junaid Aslam
Chief Financial Officer



Umair Mukhtar
Company Secretary

Corporate Profile

Key Achievements & Developments

Industry Overview






Financial Performance

Future Outlook

Questions and Answers

CORPORATE PROFILE

Pattern of Shareholding

| | | |
|---|---|--------|
|  | AitkenStuart Pakistan (Pvt.) Limited | 55.80% |
|  | Muller & Phipps (Pakistan) (Pvt.) Limited | 13.54% |
|  | Baltoro Growth Fund | 6.00% |
|  | Aspin Pharma (Pvt.) Limited | 4.79% |
|  | Other shareholders | 19.87% |

Shariah Compliance



Meezan Bank Limited reviewed the accounts of AGP and found them to be in compliance with Karachi Meezan Islamic Index – 30 Criteria set out by Pakistan Stock Exchange.’

Entity Rating



Entity Rating:

Long-Term : **A+**

Short-Term : **A1**

Outlook : **Stable**

“AGP boasts a strong corporate governance framework with established policies and procedures that facilitate efficient oversight and decision-making of the Board of Directors. The executive team consists of professionals with diverse expertise and extensive experience in the sector.”

As of 23rd Oct 2024

CORPORATE PROFILE

BOARD OF DIRECTORS



Tariq Moinuddin Khan
Chairman



Muhammad Kamran Nasir
Chief Executive Officer



Zafar Iqbal Sobani
Independent Director



Maleeha Bangash
Independent Director



Kamran Nishat
Non-Executive Director



Mahmud Yar Hiraj
Non-Executive Director



Muhammad Kamran Mirza
Non-Executive Director

CORPORATE PROFILE

OUR JOURNEY



1989

AGP (Pvt.) Ltd.
starts
commercial
operations



1991

Enters into a JV
with Eli Lilly
Pakistan for
cephalosporins



1995

Sigs an
agreement with
UCB Belgium to
manufacture &
market their
products in PK



2003

Purchase Eli Lilly
brand rights for
Ceclor, Keflex,
Kefzol & Nebcin



2007

Purchase UCB
brand rights for
Rigix in Pakistan



2013

Acquired 30%
stake of Eli Lilly
Pakistan



2014

OBS-led
consortium
(through an SPV
Apollo Pharma)
acquires AGP



2016

Sigs an
agreement with
Mylan to market
their products in
PK



2018

Enlistment on
Pakistan Stock
Exchange



2019

Acquisition of
Nutraceutical
Plant



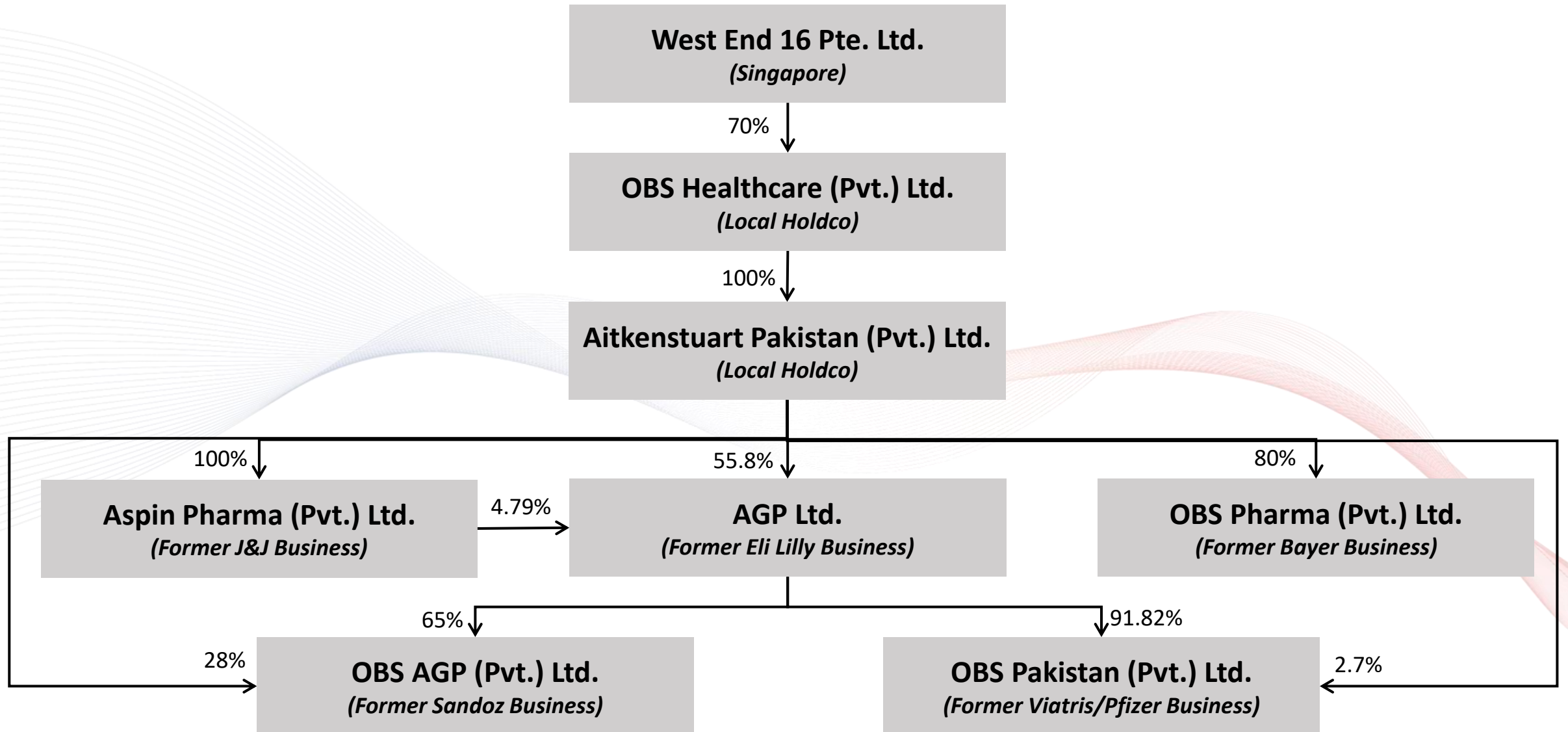
2021

Acquired 22
brands from
Sandoz AG
(Business Division
Novartis)



2023

Acquired 17
brands from
Viatris Inc.
[Pfizer in
Pakistan]



3 Manufacturing Plants

The Company has 3 state-of-the-art cGMP-certified plants.

2,939 Employees

AGP Group employees include both management and third-party contract workers.

128 Brands

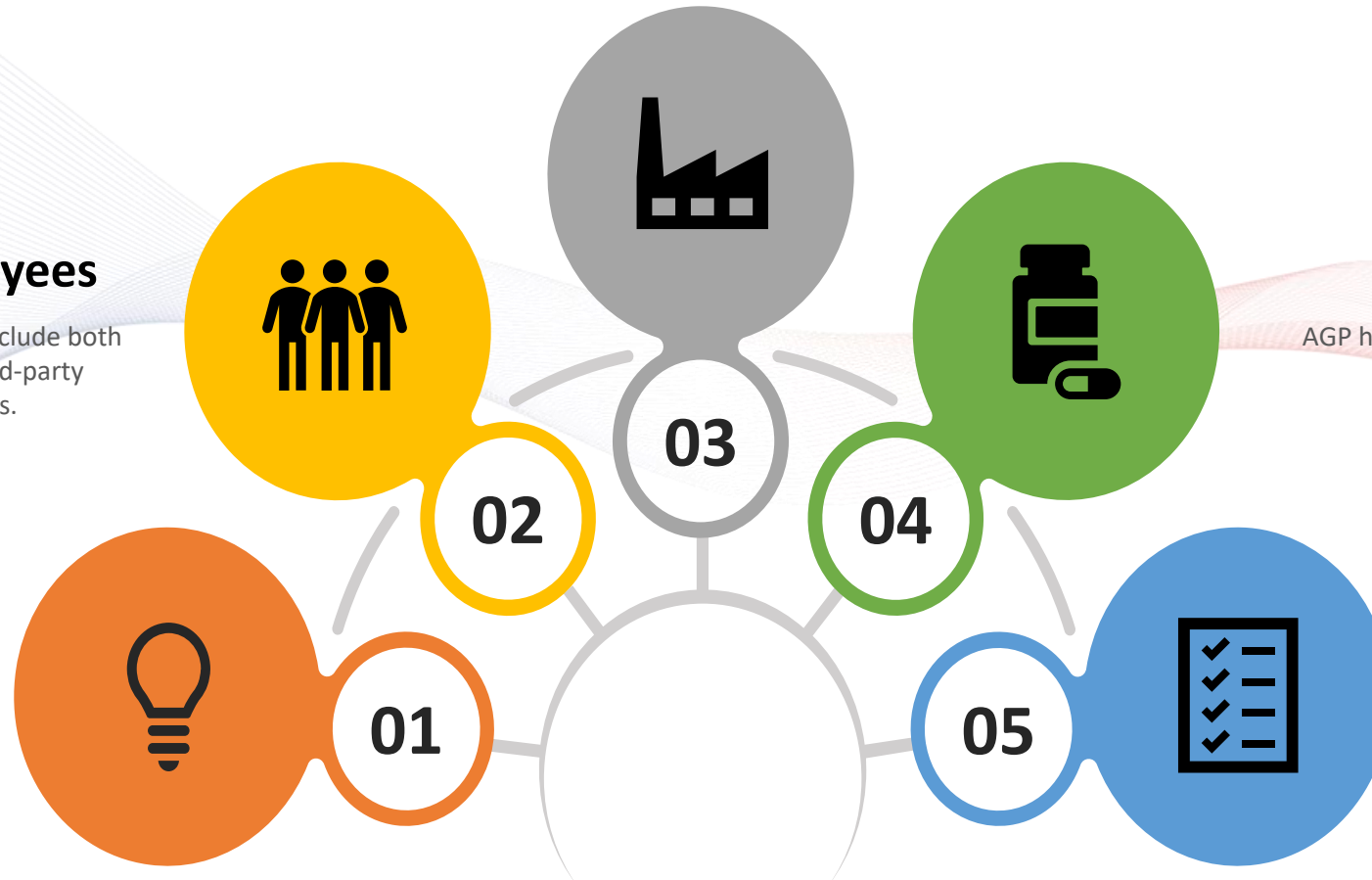
AGP has 128 brands, comprising over 270 SKUs.

Incorporated in 1989

AGP began commercial operations as an independent pharmaceutical company in Karachi, Pakistan.

Broad Portfolio

Our product portfolio includes various segments, including Internal Medicine, Cardiometabolic, Orthopedic, Gynae, and others.



CORPORATE PROFILE

MANUFACTURING FACILITIES



AGP Plant 1

General Medicines Facility

SITE, Karachi

GMP Certified;
ISO 9001, ISO 14001 and
ISO 45001 Certified



**AGP Plant 2
(Former Eli Lilly JV)**

Cephalosporins Facility

SITE, Karachi

GMP Certified



AGP Plant 3

Nutraceuticals Facility

SITE II, Karachi

GMP Certified;
FDA Registered



CORPORATE PROFILE

LEADING BRANDS OF AGP & SUBSIDIARIES

PKR 4+ bn



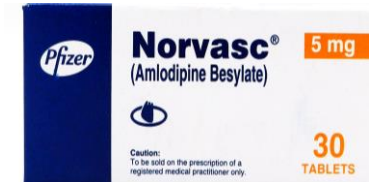
PKR 3+ bn



PKR 2+ bn



PKR 2+ bn



PKR 1+ bn



PKR 0.5+ bn



PKR 0.5+ bn



PKR 0.5+ bn



PKR 0.5+ bn

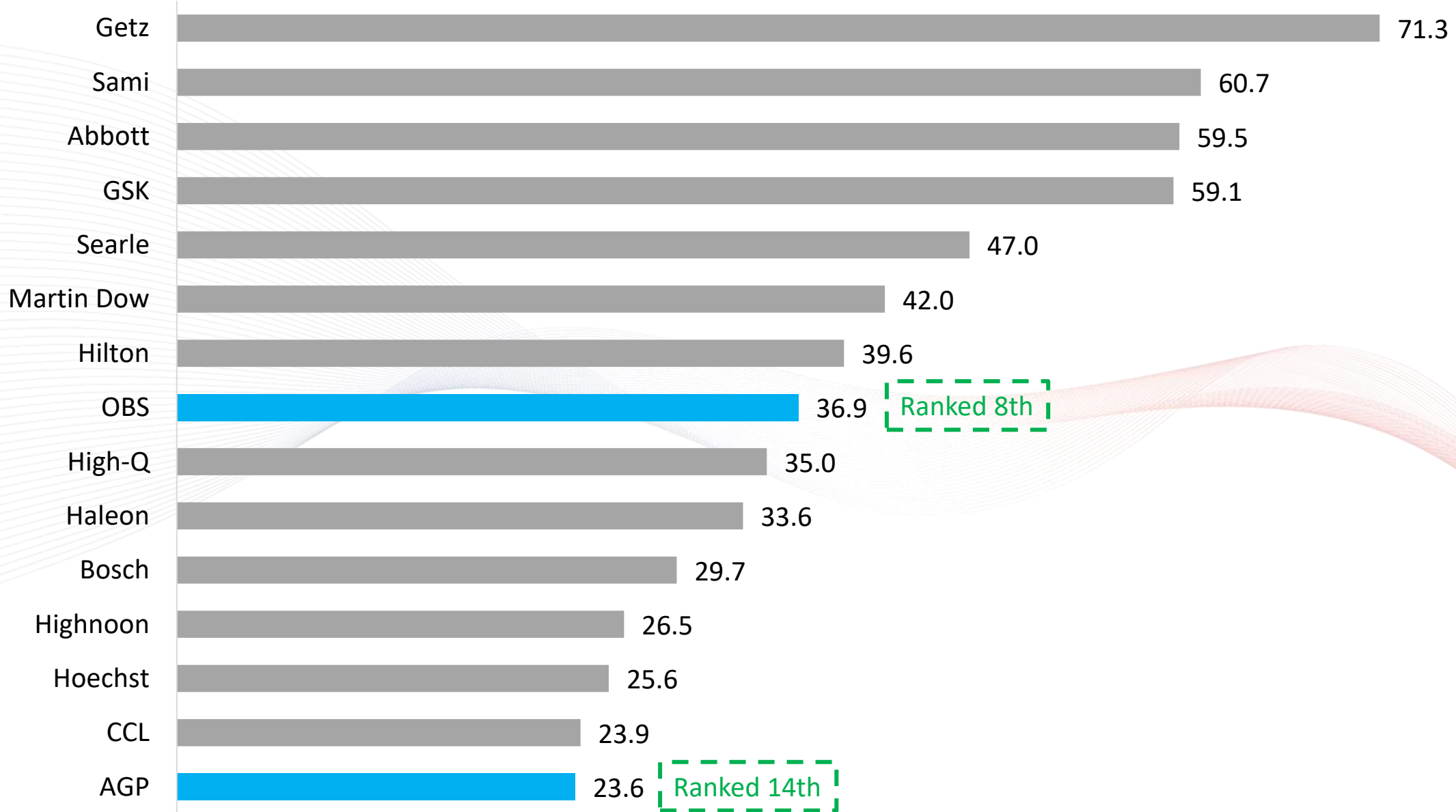


AGP Group offers a wide range of 128 products and 270+ SKU

KEY ACHIEVEMENTS & DEVELOPMENTS

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ACHIEVEMENTS FOR 2024



KEY ACHIEVEMENTS & DEVELOPMENTS

ACHIEVEMENTS FOR 2024

BCSR Award

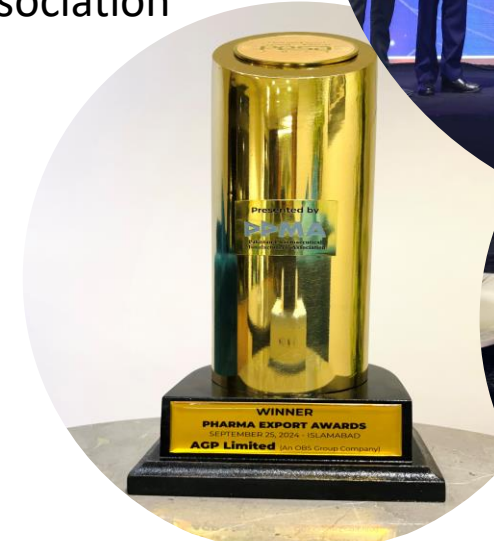
AGP won the 1st position in Pharmaceutical Category and 4th position overall at the Best Corporate & Sustainability Awards 2023, jointly held by The Institute of Chartered Accountants of Pakistan (ICAP) and Institute of Cost and Management Accountants of Pakistan (ICMA Pakistan).

GDEIB Award

AGP won at the GDEIB awards for the fifth year in a row! Keeping true to our commitment to DEI, AGP bagged awards in total of six categories.

PPMA Award

AGP was presented with the prestigious 'Top Exporter' award at the 7th Pakistan Pharmaceutical Manufacturers' Association (PPMA) Summit



INDUSTRY OVERVIEW

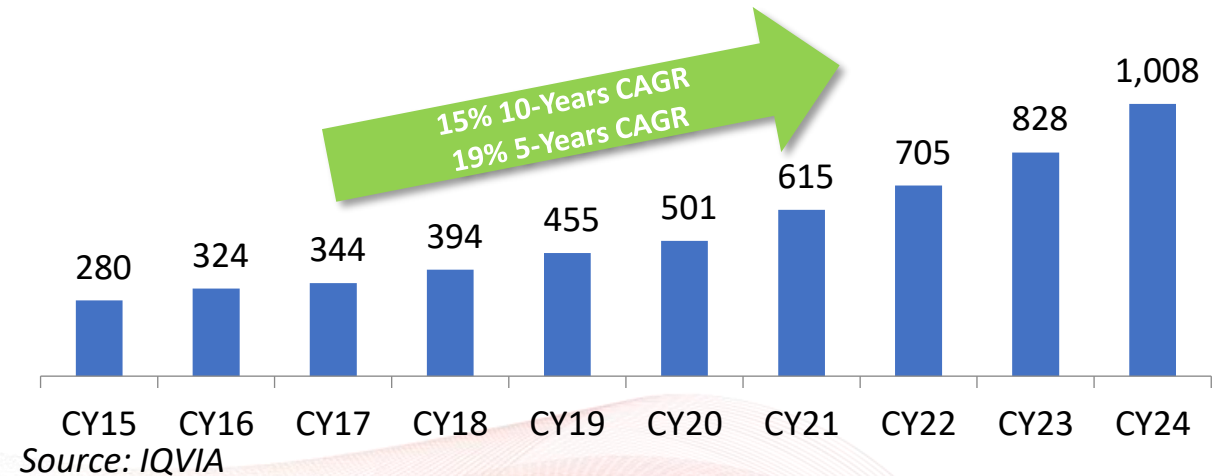
Pakistan has a dynamic pharmaceutical industry with ~625 pharmaceutical companies. The industry comprises of ~600 local and 25 multinational pharma companies. **The Local sales to MNC sales ratio is 75:25.**

The pharmaceutical industry is fulfilling approximately 80% of the country's demand, whereas the rest is being imported in finished form. **About 90% of the raw materials (APIs) are imported.**

The market is dominated by large corporates with the **top 20 pharmaceutical companies account for 68% market share** while the **top 50 companies account for 89% share.**

OBS has 3.7% market share and presence in 13 out of 16 therapeutic classes. AGP Group has 2.4% market share and presence in 12 out of 16 therapeutic classes.

Pakistan Pharmaceutical Sector Sales (PKR bn)



The market has significant room for growth considering:

Per capital spending on healthcare is one of the lowest and has room for growth.

Rurals areas are underserved.

Strong possibility that the government would introduce health cards for the entire population.

Increasing health awareness.

Government efforts to eradicate counterfeit market.

FINANCIAL PERFORMANCE

FINANCIAL PERFORMANCE

STATEMENT OF PROFIT OR LOSS

| | STANDALONE | | | CONSOLIDATED | | |
|---------------------------|------------|--------|-------|--------------|--------|-------|
| | 2023 | 2024 | Var % | 2023 | 2024 | Var % |
| Net Sales | 13,858 | 18,544 | 33.8% | 18,743 | 25,034 | 33.6% |
| Cost of Sales | 7,715 | 9,672 | 25.4% | 8,703 | 10,482 | 20.4% |
| Gross Profit | 6,142 | 8,872 | 44.4% | 10,040 | 14,551 | 44.9% |
| Net Profit | 1,190 | 2,084 | 75.1% | 1,823 | 2,961 | 62.4% |
| Owners of Parent Company | | | | 1,565 | 2,670 | 70.6% |
| Earnings per Share in PKR | 4.25 | 7.44 | 75.1% | 5.59 | 9.53 | |

All figures are PKR Million

FINANCIAL PERFORMANCE

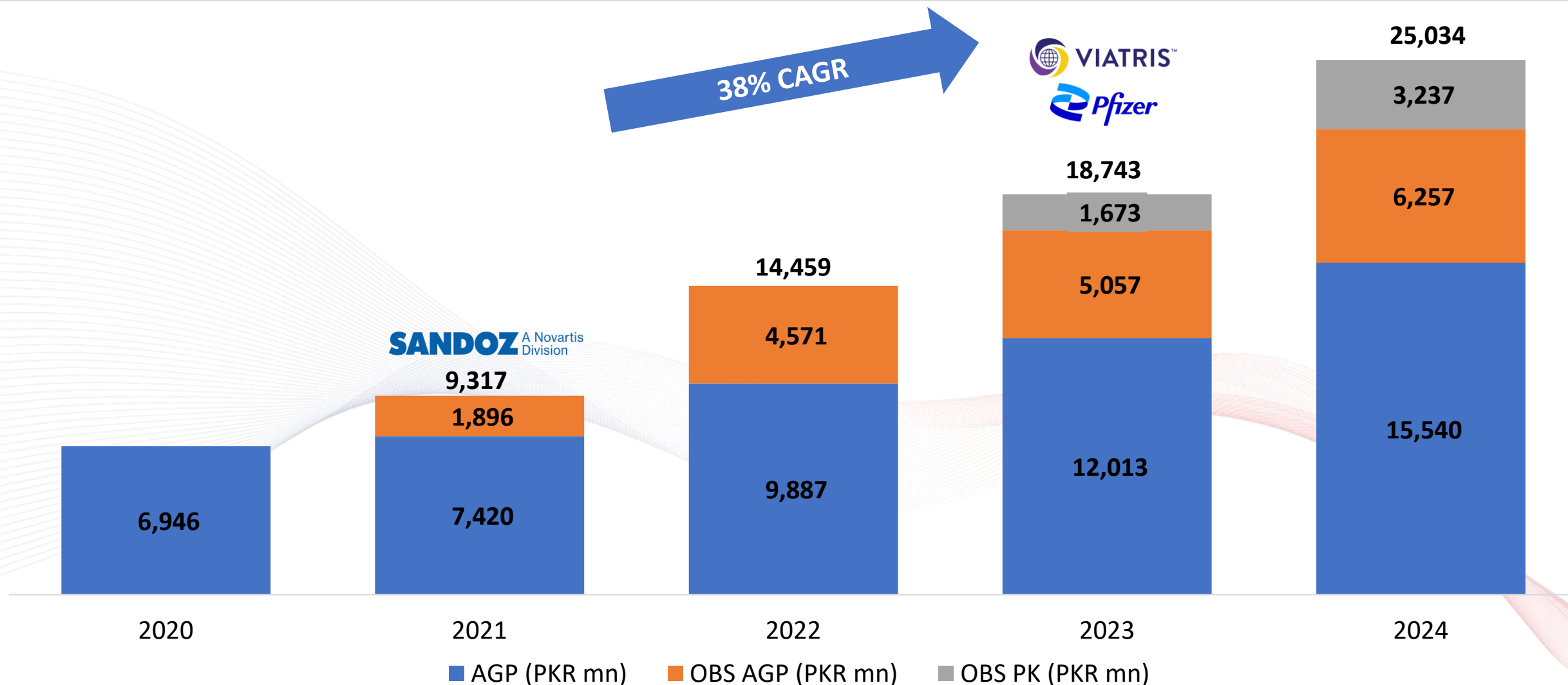
FINANCIAL SNAPSHOT – AGP CONSOLIDATED

| <i>(Figures in PKR mn)</i> | Dec-20 | Dec-21 | Dec-22 | Dec-23 | Dec-24 |
|--|--------------|--------------|--------------|---------------|---------------|
| Sales | 6,946 | 9,317 | 14,459 | 18,743 | 25,034 |
| Cost of sales | (3,086) | (4,262) | (7,128) | (8,703) | (10,482) |
| Gross profit | 3,861 | 5,055 | 7,331 | 10,040 | 14,551 |
| <i>Gross Margin</i> | 55.6% | 54.3% | 50.7% | 53.6% | 58.1% |
| Administrative expenses | (227) | (473) | (563) | (714) | (942) |
| Marketing and selling expenses | (1,404) | (1,963) | (3,644) | (4,911) | (6,303) |
| Other expenses | (183) | (157) | (238) | (274) | (302) |
| Other income | 32 | 51 | 90 | 122 | 136 |
| Operating profit | 2,078 | 2,513 | 2,976 | 4,263 | 7,140 |
| <i>OP Margin</i> | 29.9% | 27.0% | 20.6% | 22.7% | 28.5% |
| Finance cost | (152) | (205) | (535) | (1,629) | (2,693) |
| Profit before taxation | 1,927 | 2,308 | 2,441 | 2,635 | 4,447 |
| Taxation | (339) | (462) | (736) | (811) | (1,486) |
| Profit after taxation | 1,587 | 1,846 | 1,705 | 1,823 | 2,961 |
| <i>PAT Margin</i> | 22.8% | 19.8% | 11.8% | 9.7% | 11.8% |
| Non-controlling interest | - | (99) | (135) | (258) | (291) |
| Profit attributable to parent company | 1,587 | 1,747 | 1,570 | 1,565 | 2,670 |

Despite high revenue growth, profitability of CY22 and CY23 was affected due to high inflation, PKR depreciation, high interest rates, and super tax

FINANCIAL PERFORMANCE

STRONG REVENUE GROWTH DESPITE ECONOMIC CHALLENGES



Recent Acquisitions have Propelled Consolidated Growth to a 5-year CAGR of 38% with Inorganic Growth Contributing 52% of the Total Growth. In 2024, AGP achieved growth of 33%.

Revenue

18,544

Increase: 33.8% ↑

Gross Profit

8,872

Increase: 44.4% ↑

Margins: 47.8%

EBITDA

4,288

Increase: 66.6% ↑

Net Profit

2,084

Increase: 75.1% ↑

Margins: 11.2%

Revenue

25,034

Increase: 33.6% ↑

Gross Profit

14,551

Increase: 44.9% ↑

Margins: 58.1%

EBITDA

7,521

Increase: 64.1% ↑

Net Profit

2,960

Increase: 62.4% ↑

Margins: 11.7%

| | | 2024 | 2023 | 2022 | 2021 |
|---|----------------|-------|------|------|------|
| Earning per share (in PKR) for the year | PKR / share | 7.44 | 4.25 | 5.10 | 5.59 |
| Total dividend (in PKR) for the year | PKR / share | 4.0 | 2.5 | 2.0 | 2.5 |
| Payout Percentage | % | 40% | 59% | 39% | 45% |
| Payout | PKR in Million | 1,120 | 700 | 560 | 700 |

FUTURE OUTLOOK

FUTURE OUTLOOK

AGP aims to post strong revenue and profitability growth in the coming years thereby generate value for shareholders

1

Target **Double Digit Volumetric Growth** to gain market share

2

Launch of **New Products** each year to diversify the portfolio along with a focus on sustainable growth, long-term success and market leadership.

3

Increase focus on **Institutional and OTC Trade Business**

4

Focus towards balancing **Chronic and Acute Portfolio** to ensure consistent revenue streams

5

Enhance Manufacturing Capacity to cater to high sales growth

6

Develop **New Export Markets** to hedge against PKR devaluation

QUESTIONS & ANSWERS