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**Sanofi-Aventis Pakistan
Limited**

Corporate Briefing Session
June 09, 2023



A Rich History



1967

Company was incorporated as Hoechst Pakistan Limited

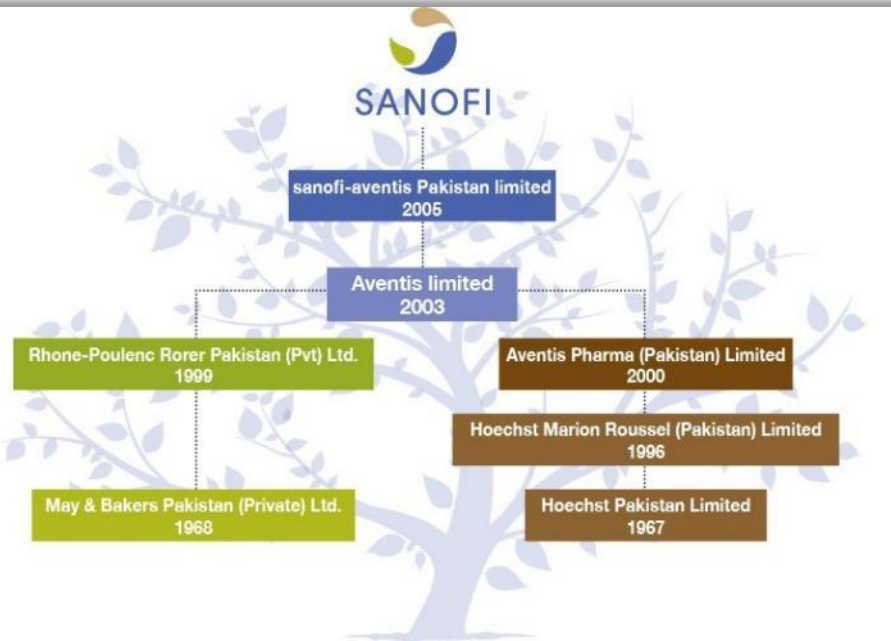
1972

Manufacturing of pharmaceuticals and specialty chemicals started

1977

The company went public and was listed on the Karachi Stock Exchange

Evolution



1996: Hoechst Pakistan Limited changed its name to Hoechst Marion Roussel (Pakistan) Limited

1999: Hoechst AG & Rhone Poulenc S.A. globally merged their life sciences business into a new company known as Aventis S.A.

2000: name of the company in Pakistan changed to Aventis Pharma (Pakistan) Limited.

2003: Aventis Pharma (Pakistan) Limited merged with Rhone Poulenc Rorer Pakistan (Private) Limited and name changed to Aventis Limited.

2004: Aventis S.A. acquired by sanofi synthelabo to form a company called sanofi-aventis S.A.

2005: name of company changed to sanofi-aventis Pakistan limited.

2011: sanofi-aventis changed its identity to Sanofi. However, the legal entity continues to be sanofi-aventis Pakistan Limited.

2023: sanofi-aventis Pakistan Limited acquired by an Investor Consortium led by Packages Limited.

Milestones

Manufacturing of pharmaceuticals and specialty chemicals started



1967



Company was incorporated as Hoechst Pakistan Limited

1972

Production of first batch of commercial products



1973

The company went public and was listed on the Karachi Stock Exchange



1977

Launch of Flagyl®



1979

Agrochemical formulation started



1985

Start of Haemacel® production



1995

Amaryl® launch



1998

Milestones

- Company changed its name to Aventis Limited
- Inception of Claforan® plant



2000



Following global merger of Hoechst AG & Rhone Poulenc S.A. into a new company known as Aventis S.A., the name of the company in Pakistan was changed to Aventis Pharma (Pakistan) Limited

2003

- Launch of Lantus® in Pakistan
- Change of name from Aventis Limited to Sanofi-aventis Pakistan Limited



2005

Global blockbuster Plavix® launched in Pakistan



2007

Sanofi Pasteur vaccines business fully integrated into Sanofi-aventis Pakistan Limited



2008

2010



Inauguration of liquid manufacturing plant

Change of identity / logo from Sanofi-aventis to Sanofi



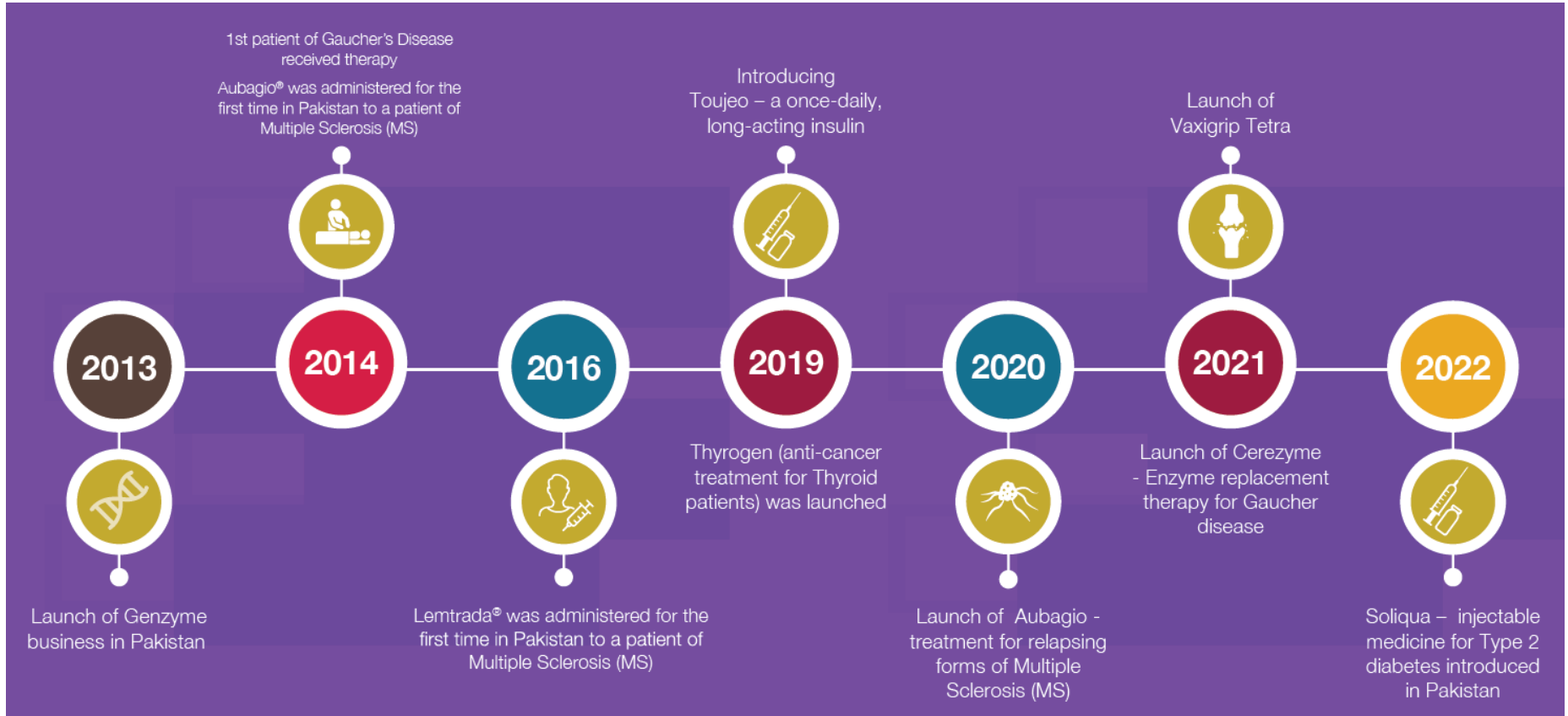
2011

- Launch of Enterogermina®, Pakistan's first ready-to-drink probiotic
- Takeover of Selsun Blue® from Abbott



2012

Milestones





Our Vision

To enhance the quality of life of the greatest number through providing a continuum of care by answering unmet medical needs of the community and promoting access to quality healthcare



Our Mission

To address the full spectrum of healthcare needs, ranging from wellness to prevention, and from management and treatment to cure

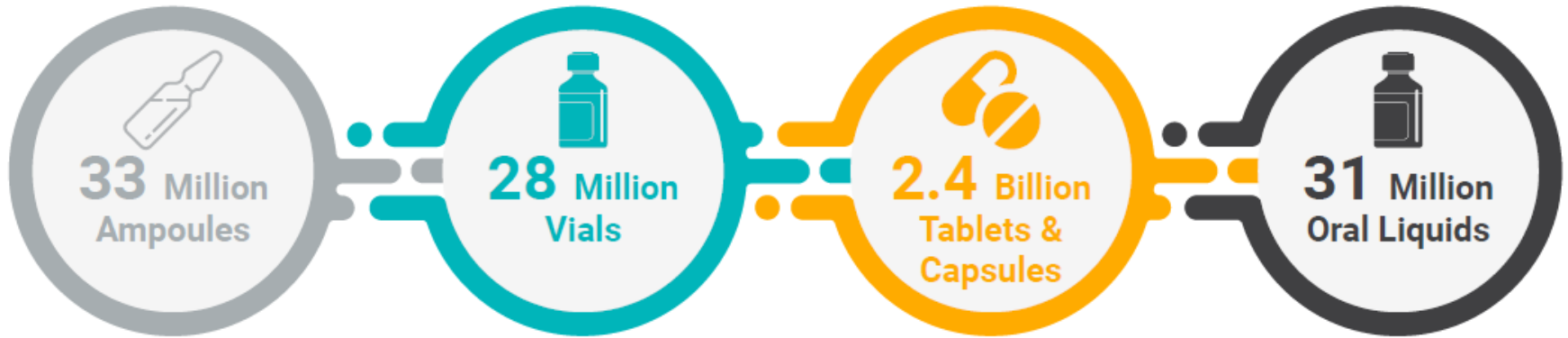


Sanofi in Pakistan



Source: IQVIA PKPI MAT December 2022

Production Volumes (FY 2022)



Our People



25% Females

are in leadership positions



77%

of total commercial operations headcount is in Sales



43%

organization is between the age of 30-40 years



Total Employees 744*

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**Includes Commercial, Industrial Affairs (IA) and contractuels*

Understanding patients' needs to define what we can bring to them

- Allergy management
- Anti-Diarrheals
- Cough & Cold
- Consumer Healthcare
- Emergency care
- Multiple Sclerosis
- Oncology
- Pain management
- Sleep Disorders
- Antibiotics
- Antiemetic
- Cardiology
- Diabetes (orals & insulins)
- Epilepsy
- Nephrology
- Organ transplantation
- Rare disorders (LSD's)
- Urology
- Vaccines



Our Flagship Products

NO-SPA[®]
(Drotaverine HCl)


Toujeo[®]
insulin glargine 300U/mL


Amaryl[®]
Glimepiride


VERORAB[™]
Rabies Vaccine

Haemaccel[®]
Polygeline 3.5%


APROVEL[®]
(irbesartan) Tablets
150mg, 300mg

Telfast[®]
Fexofenadine HCl


Claforan[®]
(Cefotaxime sodium)


LANTUS[®]
insulin glargine


Selsun blue[®]

Flagyl[®]
Metronidazole


CLEXANE[®]
enoxaparin sodium


Plavix[®]
(clopidogrel hydrogen sulphate)
75mg, 300mg tablets


Vaxigrip Tetra[®]

PHENERGAN[®]
PROMETHAZINE HCl

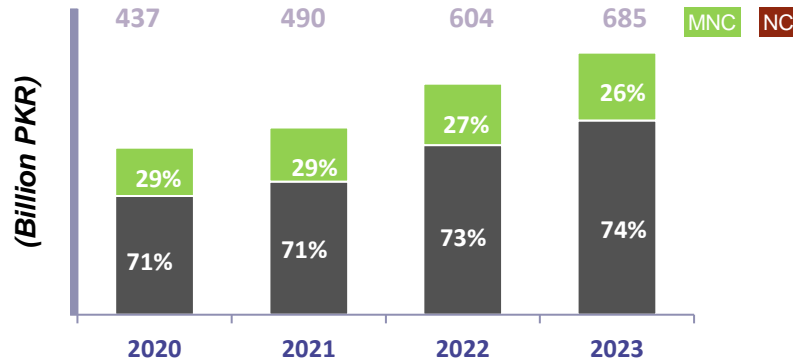
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Enterogermina[®]



Pakistan Pharmaceutical Market

Market Dynamics – MNCs Vs. Local players



Market Share %
NC : MNC
74 : 26

YTD Market gr. **13.0%**
NC: 13.9%
MNC: 10.4%

GR %	2020	2021	2022	2023	CAGR 20-23
Total	14.7%	12.1%	23.4%	13.4%	15.8%
MNCs	14.2%	11.5%	14.1%	10.2%	12.5%
Nationals	15.0%	12.3%	27.2%	14.5%	17.1%

New Launches (Since Jan 2022)
4.3 Billion PKR
503 launches

Top 15 Corporations of the Market

MS%	Top 15 Players	Sales	MNC	NC	Billion PKR	GR%
7.1%	GETZ PHARMA				48.7	22.5%
6.5%	GLAXOSMITHKLINE				44.6	14.8%
6.4%	SAMI				44.1	16.6%
5.8%	THE SEARLE COMPANY				39.5	20.4%
5.0%	ABBOTT LAB PAK LTD				34.1	14.6%
4.2%	MARTIN DOW LIMITED				28.6	10.6%
3.9%	HILTON				26.4	24.2%
3.4%	GSK CONSUMER				23.5	8.5%
3.3%	HIGH-Q INTL				22.8	18.2%
2.8%	BOSCH				18.9	-0.7%
2.7%	OBS				18.7	20.1%
2.6%	HIGHNOON				18.0	22.5%
2.5%	SANOFI-AVENTIS PAK				17.2	16.4%*
2.3%	ATCO				15.6	17.9%
2.1%	BARRETT HODGSON				14.7	16.2%

Prescription driven and branded generics market is dominated by local players owing to:

Sizable sales force

Investment in new products

High A&P Spend

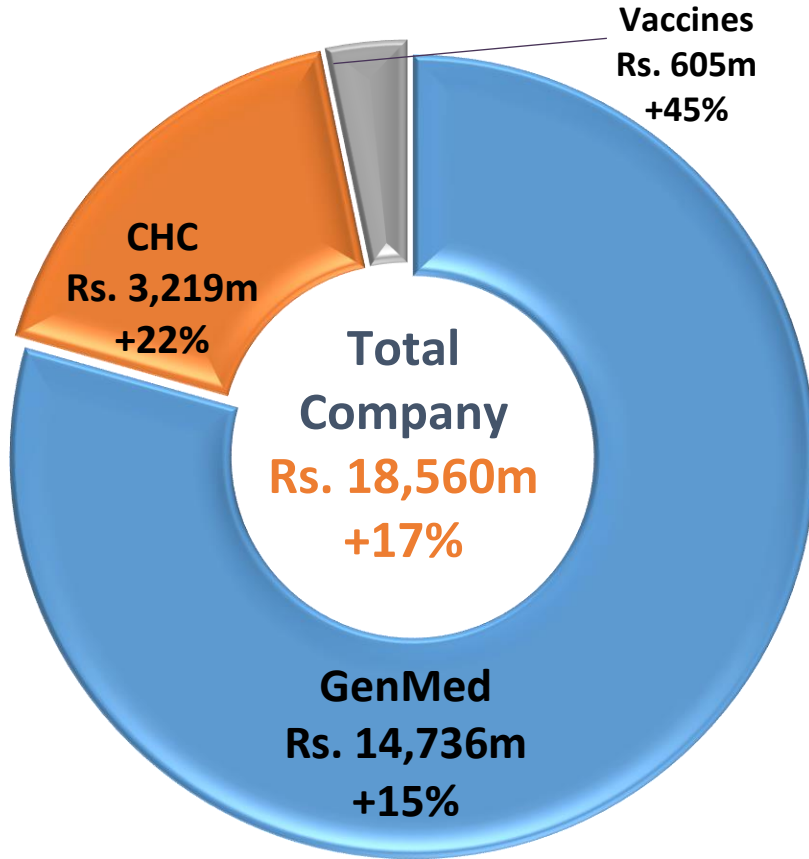
High geographic penetration

* Actual growth=10.3% (due to shortage of Amaryl, Phenergan, Orelox, Hexaxim & discontinuation of Tixylix)



Results for the Year Ended December 31, 2022

MPKR



Gross Margin %
26%

Profit Before Tax
Rs. 724m

Profit After Tax
Rs. 167m

Earnings per Share
Rs. 17.29

P&L for the Year Ended December 31, 2022 (Audited)

	December 31, 2022	December 31, 2021
	----- Rupees in '000 -----	
NET SALES	18,559,884	15,880,932
Cost of sales	(13,688,965)	(11,758,221)
GROSS PROFIT	4,870,919	4,122,711
Distribution and marketing costs	(2,612,212)	(1,921,755)
Administrative expenses	(752,497)	(521,835)
Other expenses	(912,169)	(384,470)
Other income	179,851	170,234
	(4,097,027)	(2,657,826)
OPERATING PROFIT	773,892	1,464,885
Finance costs	(49,825)	(28,434)
PROFIT BEFORE TAXATION	724,067	1,436,451
Taxation	(557,284)	(530,499)
PROFIT AFTER TAXATION	<u>166,783</u>	<u>905,952</u>
EARNINGS PER SHARE - basic and diluted (Rupees)	<u>17.29</u>	<u>93.93</u>

P&L for the Year Ended December 31, 2022

MPKR

Description	2021	2022	Variance/Impact	One off events	Normalised profit exc. One off events	Variance/Impact
NET SALES	15,881	18,560	↑ 2,679 16.9%	-	18,560	↑ 2,679 16.9%
GROSS PROFIT	4,123	4,871	↑ 748 18.1%	-	4,871	↑ 748 18.1%
<i>GM % of Net Sales</i>	26.0%	26.2%			26.2%	
Distribution and marketing expenses	(1,922)	(2,612)	↓ (690) -26.4%	-	(2,612)	↓ (690) -26.4%
Administrative expenses	(522)	(752)	↓ (230) -30.6%	-	(752)	↓ (230) -30.6%
Other expenses	(384)	(912)	↓ (528) -57.9%	576	(336)	↑ 48 14.3%
Other income	170	180	↑ 10 5.9%	-	180	↑ 10 5.9%
Finance cost	(28)	(50)	↓ (22) -44.0%	-	(50)	↓ (22) -44.0%
Profit Before Taxation	1,436	724	↓ (712) -49.6%	-	1,108	↓ (328) -22.8%
Taxation	(530)	(557)	↓ (27) -4.8%	291	(266)	↑ 264 99.2%
PROFIT AFTER TAXATION	906	167	↓ (739) -81.6%	-	842	↓ (64) -7.0%

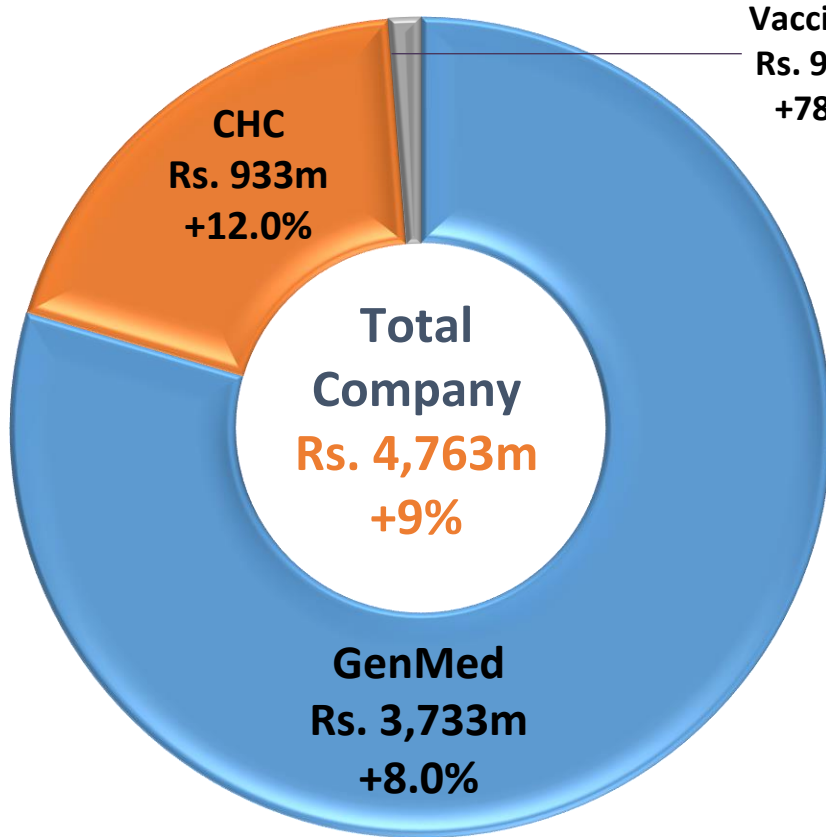
One-off events:

*Fx. Impact

*Super tax provision-Prior year

Results for the Period Ended March 31, 2023

MPKR



Gross Margin %
34%

Loss Before Tax
Rs. 288m

Loss After Tax
Rs. 357m

Loss Per Share
Rs. 37.03

P&L for the Period Ended March 31, 2023 (Un-audited)

	March 31, 2023	March 31, 2022
	----- Rupees in '000 -----	
NET SALES	4,762,608	4,383,649
Cost of sales	(3,121,359)	(3,111,636)
GROSS PROFIT	1,641,249	1,272,013
Distribution and marketing costs	(664,633)	(670,957)
Administrative expenses	(181,415)	(165,570)
Other expenses	(992,992)	(100,097)
Other income	16,951	16,906
	(1,822,089)	(919,718)
OPERATING (LOSS)/ PROFIT	(180,840)	352,295
Finance costs	(107,645)	(6,489)
(LOSS)/ PROFIT BEFORE TAXATION	(288,485)	345,806
Taxation - Current	(99,474)	(91,108)
Taxation - Deferred	30,816	(39,973)
	(68,658)	(131,081)
(LOSS)/ PROFIT AFTER TAXATION	(357,143)	214,725
(LOSS)/ EARNINGS PER SHARE - basic and diluted (Rupees)	(37.03)	22.26

P&L for the Period Ended March 31, 2023

MPKR

Description	2022	2023	Variance/Impact	One off events	Normalised profit exc. One off events	Variance/Impact
Net sales	4,384	4,763	↑ 379 8.6%	-	4,763	↑ 379 8.6%
Gross profit	1,272	1,641	↑ 369 29.0%	-	1,641	↑ 369 29.0%
<i>GIM % of Net Sales</i>	29.0%	34.5%			34.5%	
Distribution and marketing expenses	(671)	(665)	↑ 6 0.9%	-	(665)	↑ 6 0.9%
Administrative expenses	(166)	(181)	↓ (15) -8.3%	-	(181)	↓ (15) -8.3%
Other expenses	(100)	(993)	↓ (893) -89.9%	927	(66)	↑ 34 51.5%
Other income	17	17	↑ - 0.0%	-	17	↑ - 0.0%
Finance cost	(6)	(108)	↓ (102) -94.4%	81	(27)	↓ (21) -77.8%
Profit/ (Loss) before taxation	346	(288)	↓ (634) -183.2%	-	386	↑ 40 11.7%
Taxation	(131)	(69)	↑ 62 89.9%	7	(62)	↑ 69 111.3%
Profit/ (Loss) after taxation	215	(357)	↓ (572) -266.0%	-	324	↑ 109 50.9%

One-off events:

*Fx. Impact

The Share Purchase Agreement between Sanofi and the Investors Consortium led by Packages Limited announced in May 2022 has concluded successfully on April 28, 2023.



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Thank you
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