



Otsuka

## OTSUKA PAKISTAN LIMITED

### NOTICE OF CORPORATE BRIEFING SESSION (CBS) - 2023

This is to inform you that the Corporate Briefing Session of Otsuka Pakistan Limited is scheduled to be held on the following date and time to brief the shareholders, prospective investors and analyst community about the historic and current financial performance upto June 30, 2023. This session will also apprise about current economic environment as well as future outlook of the Company.

**DATE:** October 2, 2023

**DAY:** Monday

**TIME:** Tentatively by 11:30 a.m.[after conclusion of 35th Annual General Meeting (AGM)]

**VANUE:** at the Auditorium Hall, Institute of Chartered Accountants of Pakistan, Chartered Accountants Avenue, Clifton, Karachi

This briefing session will be held physically and virtually (via video-link facility). Interested participants are requested to share their confirmation of participation by email to Company' Share Registrar i.e. M/s. CDC Share Registrar Services Limited at [cdcsr@cdcsrsl.com](mailto:cdcsr@cdcsrsl.com) or to the Company at [secretarialcompliance@otsuka.pk](mailto:secretarialcompliance@otsuka.pk) at least 48 hours before the session time. The interested participants are also requested to provide the information as per the below table:

S. No.	Name of Participant	Cell (Whatsapp) Number	Email Address	Type of Participation (Physical / Online)	Name of Organization

#### Guidelines for participaiton through online:

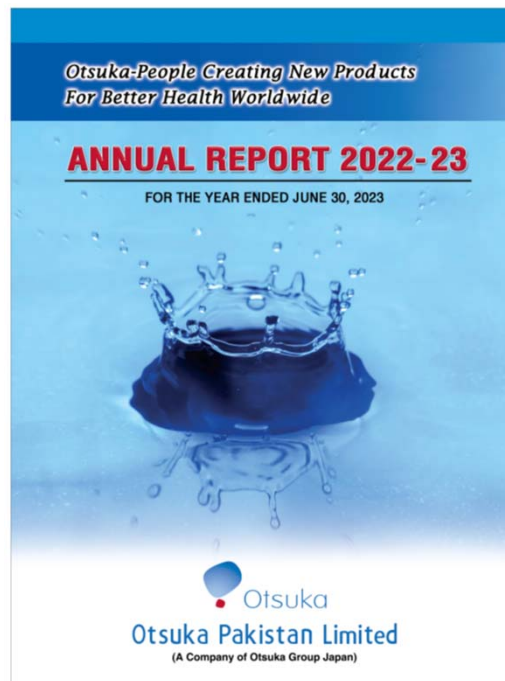
1. Complete details of the video link sesssion will be sent to all the participants on their given email address &/or whatsapp number.
2. The participation will be able to login and participate through their smart phones &/or computer devices from their convenient location.
3. The login facility will be opened at 11:10 a.m. on October 2, 2023 enabling all the participants to join the session which will be started right after the conclusion of 35th AGM (tentatively by 11:30 a.m.)
4. Kindly join 5 to 10 minutes in advance of the scheduled time of the Corporate Briefing.
5. Please enter your name and the name of your respective institution in the above-mentioned format 'Full Name - Institution' while entering the meeting ID.
6. The briefing attendees would be requested to stay on "Mute" mode.
7. For the Q&A session, the briefing attedees would be requestd to type their questions or comments in the chat box so that the session administror can read them along with their name and response accordingly.
8. The attendees can also use the actions available on Zoom and raise a hand so that it becomes visible to the session administrator and the respective meeting attendee would subsequently be asked to go on "Unmute" mode and ask their question or mention their comments.

Sajid Ali Khan  
Company Secretary



# CORPORATE BRIEFING SESSSION (CBS)

## 2022-23



For L i f e .

Realizing  
the hidden power  
within.



Otsuka Holdings Co., Ltd.

To be held on Monday,  
October 2, 2023



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# 1. COMPANY BRIEF

**Company Name:** Otsuka Pakistan Limited

**Symbol:** OTSU

**Date of Incorporation:** February 22, 1988

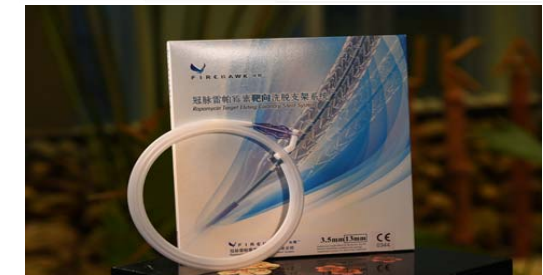
**Date of Commencement of Commercial Production:** April 11, 1988

**Vision:** Otsuka-people creating new products for better health worldwide

**Mission:** To provide quality health care products while maintaining leadership position in chosen segments by working efficiently towards customer satisfaction, rapid growth and enhanced stakeholders value

**Nature of Business:** Manufacturer of I.V. Solutions and Nutraceuticals. Also commercial Importer of Pharma & Medical Devices products.

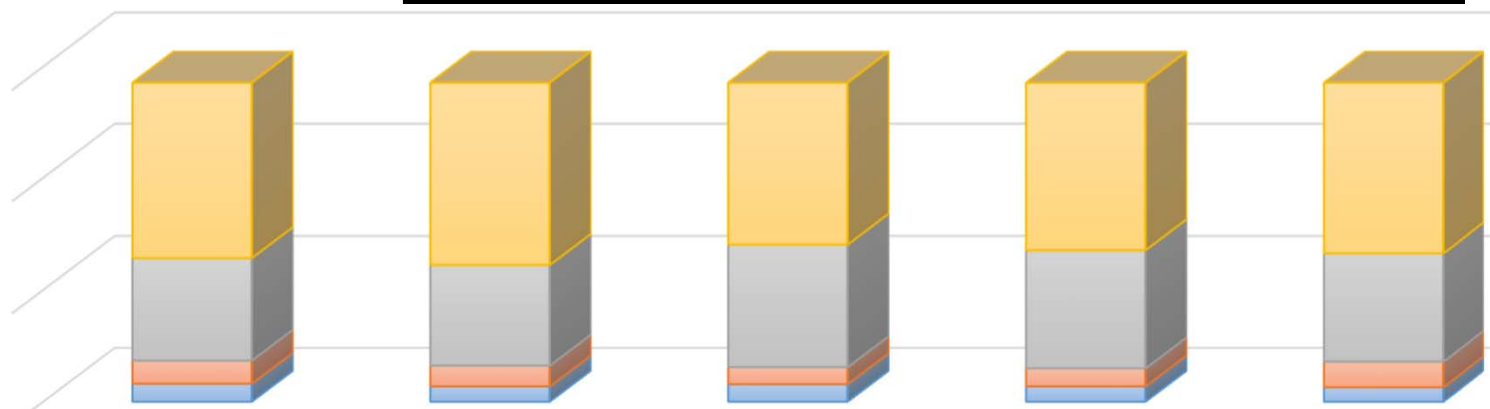
OPL CBS 2022-23



# 1. COMPANY BRIEF

OPERATING SEGMENTS	2019	2020	2021	2022	2023	CAGGR
	Rs. in million					%
SALE OF IV	1,037	1,274	1,294	1,500	1,626	11.90%
SALE OF CN	604	701	977	1,054	1,029	14.24%
SALE OF MD	137	145	136	161	242	15.29%
SALE OF TD	106	107	140	137	138	6.72%
<b>TOTAL</b>	<b>1,885</b>	<b>2,227</b>	<b>2,546</b>	<b>2,852</b>	<b>3,035</b>	<b>12.65%</b>

Segment-wise Sales



	2019	2020	2021	2022	2023
IV	55%	57%	51%	53%	54%
CN	32%	31%	38%	37%	34%
MD	7%	7%	5%	6%	8%
TD	6%	5%	5%	5%	5%

## 2. STRATEGIC/OPERATIONAL DEVELOPMENTS:

OPL CBS 2022-23

- ❖ Otsuka has launched ORTie (ORS product) and Company's nutraceutical plant has been started. It has good taste and market feed back is very positive.
- ❖ Introduction of Amino acids in plastic bottles (Aminovel Inj. and Aminoleban Inj.) have been produced in Babloon with oxygen absorber for better GMP and quality requirements.
- ❖ After DRAP approval of the 15 new products related to Nutraceutical unit has been received and the Company is expected to launch two new products in early month of 2024.
- ❖ Sales tax refund of Rs. 43 mln has been received and remaining Rs. 47 million is in process.
- ❖ Export sales have gone up during the year due to price increase and export of CN Products in Afghanistan:  
- 2020: Rs. 71.90 million      - 2021: Rs. 76.10 million      - 2022: Rs. 43.35 million      - 2023: Rs. 71.13 million
- ❖ Oil prices have been continuously increasing.
- ❖ Renovation of Line-II in line with GMP requirements has been successfully completed and trial production stability batches of 1000 mL have been started.
- ❖ Gross profit margin has been reduced due to extra ordinary hike in exchange rates and cost of utilities.

### 3. FINANCIAL DETAILS – 5 YEARS

Profit & (Loss) Statement	2019	2020	2021	2022	2023
	----- Rs. In 'million -----				
Sales- net	1,885	2,227	2,546	2,852	3,035
Gross Profit	396	599	845	927	644
<b>Operating Profit/(Loss) excluding Exchange gain/(loss)</b>	<b>66</b>	<b>229</b>	<b>432</b>	<b>446</b>	<b>228</b>
Exchange Gain / (Loss) - Net	(194)	(48)	57	(75)	(192)
Operating Profit/(Loss)	(128)	180	488	371	36
Profit/(Loss) before tax	(194)	108	470	365	(28)
Profit/(Loss) after tax	(175)	91	386	232	(7)
<b>Earning / (Loss) PKR per share</b>	<b>(14.49)</b>	<b>7.53</b>	<b>31.93</b>	<b>19.16</b>	<b>(0.60)</b>

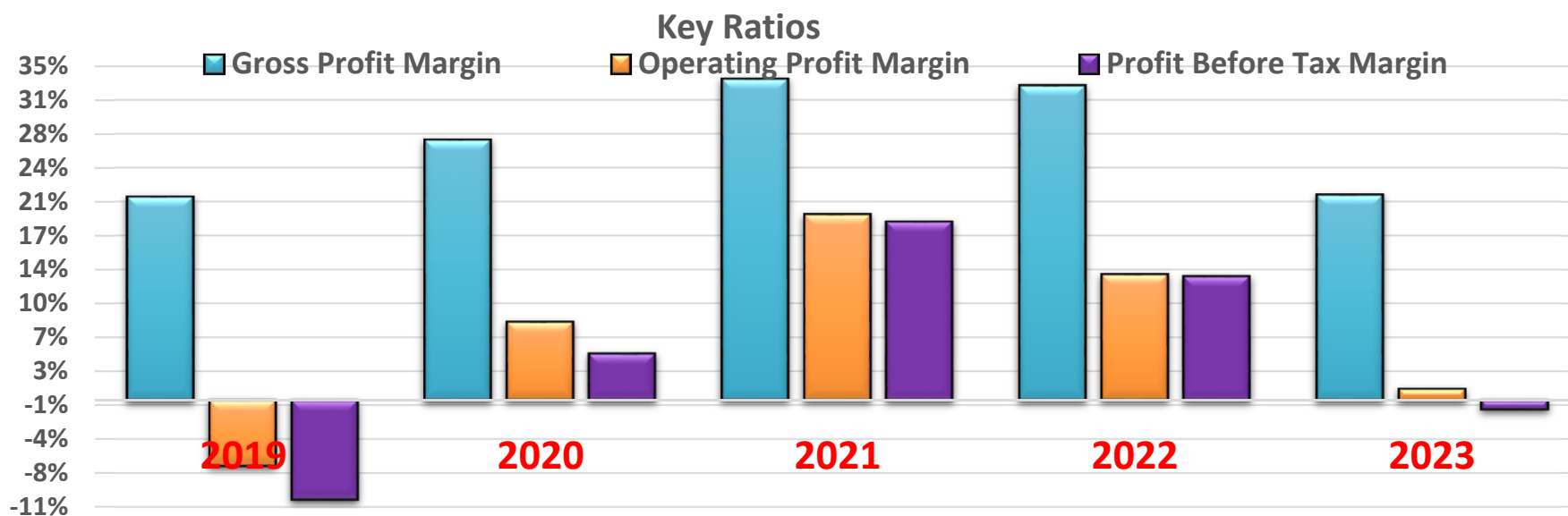
Cashflow cycle	2019	2020	2021	2022	2023
----- Rs. In 'million -----					
<b>Opening</b>	<b>(486)</b>	<b>(573)</b>	<b>(408)</b>	<b>44</b>	<b>(43)</b>
Cash flows from Operations	(55)	219	654	23	(129)
Cash flows from Investments	(25)	(48)	(58)	(47)	(213)
Cash flows from Financing	(7)	(6)	(145)	(63)	(46)
<b>Closing</b>	<b>(573)</b>	<b>(408)</b>	<b>44</b>	<b>(43)</b>	<b>(431)</b>

Capital Structure	2019	2020	2021	2022	2023
Borrowing	1,141	1,015	405	500	957
Equity	23	117	501	713	698
<b>Capital Employed</b>	<b>1,165</b>	<b>1,132</b>	<b>906</b>	<b>1,213</b>	<b>1,655</b>



### 3. FINANCIAL DETAILS

KEY RATIOS	2019	2020	2021	2022	2023
	%				
Gross Profit Margin	21%	27%	33%	32%	21%
Operating Profit Margin	-6.78%	8%	19%	13%	1%
Profit Before Tax Margin	-10.28%	5%	18%	13%	-0.93%
Return on Asset	-0.01%	0.01%	0.03%	0.01%	0.00%
Return on Capital Employed	-15.06%	8.05%	42.64%	19.12%	-0.44%
Debt to Equity Ratio	4866%	869%	81%	70%	137%



## 4. FUTURE PLANS

- ❖ Besides all the hardship and high inflation trend drastically, the Company is fully committed to provide medicines at the affordable prices.
- ❖ The increase in global oil prices, production utilities, local transportation, minimum wages, local inflation, bank rates and depreciation of Pak Rupee against US Dollar shall be a big challenge to maintain current profitability trend..
- ❖ Request sent to DRAP to consider CPI 2023 based price increase of all the products.
- ❖ Another request sent to DRAP to consider Company's nine products price increase due to hardship and adverse costs.
- ❖ The Company is planning to introduce a range of medical devices products from its new business partner of Germany keeping in view the PKR/USD exchange rate parity.

**THANK YOU!**