



Otsuka

OTSUKA PAKISTAN LIMITED

NOTICE OF CORPORATE BRIEFING SESSION (CBS) - 2024

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, 2024. This session will also apprise about current economic environment as well as future outlook of the Company.

DATE: October 30, 2024

DAY: Wednesday

TIME: Tentatively by 11:30 a.m.[after conclusion of 36th Annual General Meeting

VANUE: (AGM)] 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. THK Associates Pvt. Ltd. at sfc@thk.com.pk or to the Company at 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:

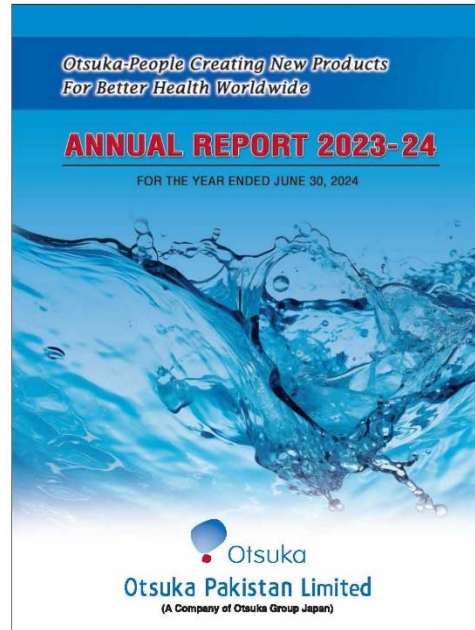
1. Complete details of the video link sesssion will be sent to all the participants on their given email address &/or whatsapp number.
2. The participation will be able to login and participate through their smart phones &/or computer devices from their convenient location.
3. The login facility will be opened at 11:10 a.m. on October 30, 2024 enabling all the participants to join the session which will be started right after the conclusion of 36th AGM (tentatively by 11:30 am)
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 adminstror 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.

Rao Sajid Ali Khan
Company Secretary



CORPORATE BRIEFING SESSION (CBS)

2023-24



For L i f e .

Realizing
the hidden power
within.



Otsuka Holdings Co., Ltd.

Wednesday, October 30, 2024



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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.

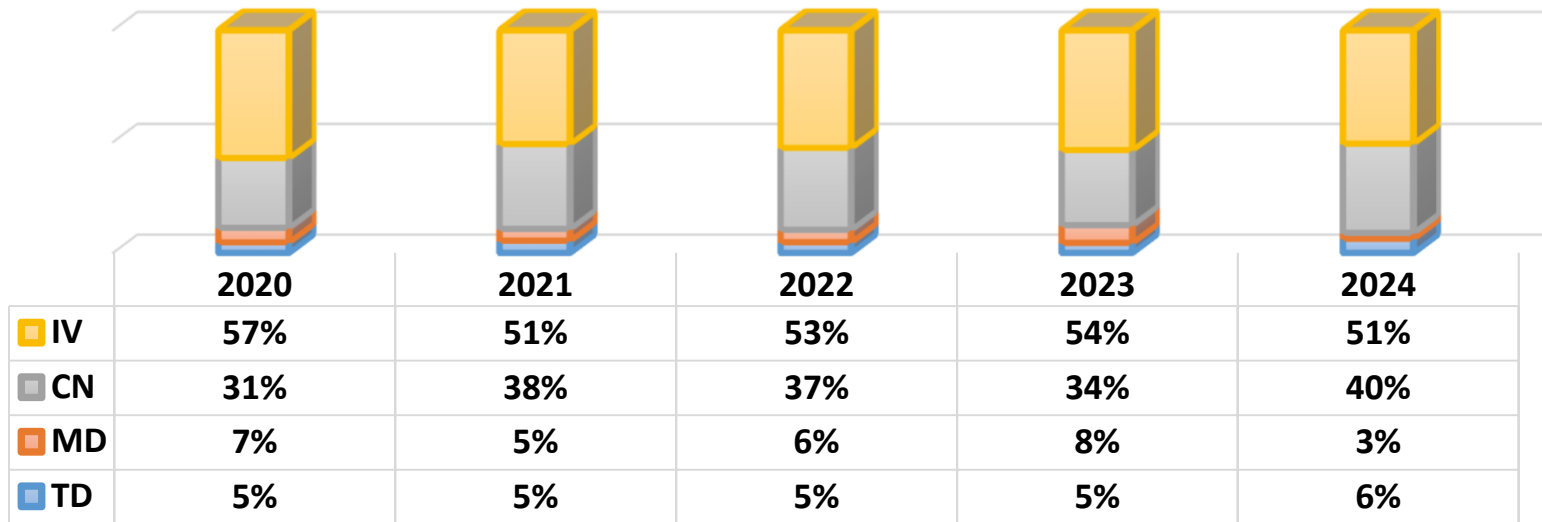
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1. COMPANY BRIEF

OPERATING SEGMENTS	2020	2021	2022	2023	2024	CAGR
	Rs. in million					%
SALE OF IV	1,274	1,294	1,500	1,626	1,602	6%
SALE OF CN	701	977	1,054	1,029	1,276	16%
SALE OF MD	145	136	161	242	82	-13%
SALE OF TD	107	140	137	138	204	18%
TOTAL	2,227	2,546	2,852	3,035	3,164	9%

Segment-wise Sales



2. FINANCIAL DETAILS – 5 YEARS

Profit & (Loss) Statement	2020	2021	2022	2023	2024
	----- Rs. In 'million -----				
Sales- net	2,227	2,546	2,852	3,035	3,164
Gross Profit	599	845	927	644	577
Operating Profit/(Loss) excluding Exchange gain/(loss)	229	432	446	228	30
Exchange Gain / (Loss) - Net	(48)	57	(75)	(192)	92
Operating Profit/(Loss)	180	488	371	36	122
Profit/(Loss) before tax	108	470	365	(28)	19
Profit/(Loss) after tax	91	386	232	(7)	(5)
Earning / (Loss) PKR per share	7.53	31.93	19.16	(0.60)	(0.39)

Cashflow cycle	2020	2021	2022	2023	2024
	----- Rs. In 'million -----				
Opening	(573)	(408)	44	(43)	(431)
Cash flows from Operations	219	654	23	(129)	318
Cash flows from Investments	(48)	(58)	(47)	(213)	(87)
Cash flows from Financing	(6)	(145)	(63)	(46)	511
Closing	(408)	44	(43)	(431)	312

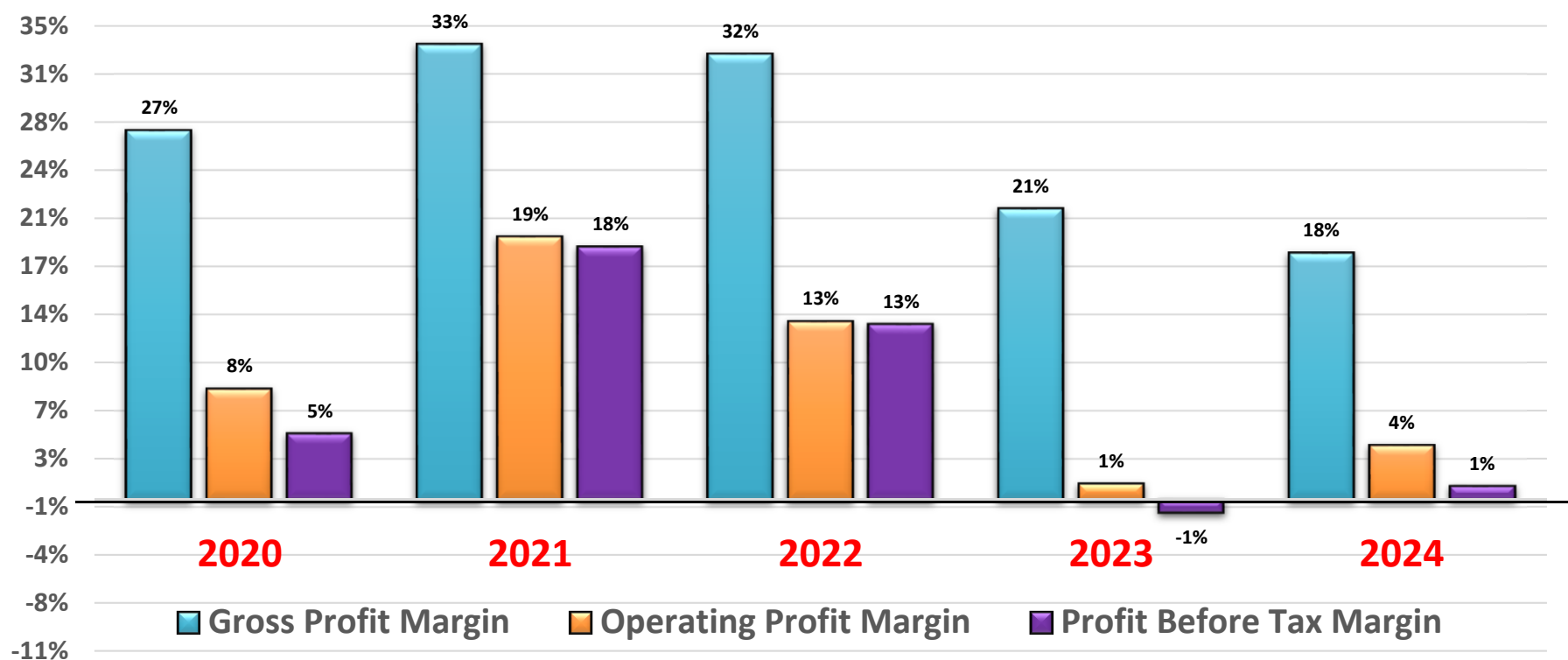
Capital Structure	2020	2021	2022	2023	2024
Borrowing	1,015	405	500	957	976
Equity	117	501	713	698	676
Capital Employed	1,132	906	1,213	1,655	1,652

2. FINANCIAL DETAILS

OPL CBS 2023 - 24

	2020	2021	2022	2023	2024
	----- Rs. In 'million -----				
Gross Profit	599	845	927	644	577
Operating Profit/(Loss)	180	488	371	36	122
Profit/(Loss) before tax	108	470	365	(28)	19

Key Ratios



3. STRATEGIC/OPERATIONAL DEVELOPMENTS:

- ❖ OPL has changed the strategic direction of the company by rationalizing the IV business and Strategizing the CN business with increased focus on IV, CN & PN segments through dedicated Sales & Marketing teams.
- ❖ De-regulation of Non-Essential products was a very significant positive development happened in Pakistan Pharmaceutical sector and the company has already received 7% price increase from DRAP for regulated products which will improve the overall profitability of the company.
- ❖ Otsuka has launched Alpha Berry (healthy urinary tract) another product in Company's nutraceutical segment which has been started last year. It has good taste and market feed back is positive.

- ❖ Major change in South distribution with effect from January 1, 2024. Company has appointed new distributor "M/s. UDL Distribution (Pvt.) Limited" for Karachi and various other distributors in southern areas by replacing its previous major distributor. This has yielded positive results in terms of profitability and cash flows due in change in payment terms and margins.

- ❖ Our strategic focus on capacity building requires investment on our operational capabilities, which will help us sustain long-term growth and maximize shareholders' return.

- ❖ The Company has already devised a strategic plan to strategize Clinical Nutrition business and expand it by launching new value-added products with better margins. Company has strengthened value-added products to be added in the CN lines in near future are:
 - 1) Fatolip
 - 2) Kidmin
 - 3) Amiparen

4. FUTURE PLANS

- ❖ The Company has developed a comprehensive new business plan that focuses on the launching new value-added products and to diversify its product lines, with a strategic focus on Clinical Nutrition and Nutraceutical products.
- ❖ 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..
- ❖ A request under consideration to DRAP on Company's 9 products price increase due to hardship and adverse costs.
- ❖ Besides all the hardship and high inflation trend drastically, the Company is fully committed to provide medicines at the affordable prices.
- ❖ We are investing in staff development programs to ensure that our workforce is equipped to handle advanced production technologies, thereby improving both productivity and product quality. We are focusing on creating equal opportunities for talent across all levels, ensuring that underrepresented groups have pathways to leadership.

THANK YOU!