

Company Profile

Otsuka Pakistan Limited

(A company of Otsuka, Japan)



-
- Introduction
 - Board of Directors
 - Management Committee
 - Capital & Shareholding
 - Products
 - CSR – Otsuka Welfare Clinic
 - Technical Collaboration
 - Head Office & Factory Addresses
 - Company Secretary, Auditors & Legal Advisors
 - Bankers and Share Registrar



Introduction

- Otsuka Pakistan Limited (OPL) was incorporated in February 1988 and commenced commercial production of intravenous solutions in September, 1989 at its factory in Hub, Baluchistan.
- Otsuka Pakistan Limited is a public limited company listed on the Pakistan Stock Exchanges. It was a joint venture between the Otsuka Pharmaceutical Co., Ltd., Japan, PT Otsuka, Indonesia and local investors (M/s. Feroz Family).
- OPL is providing international quality I.V. Solutions, Medicines and Medical Equipment including Stents at the door steps of the Doctors, Hospitals and Pharmacies. Medical profession in Pakistan is benefiting from Otsuka research.
- OPL's current activities are mainly focused on the manufacturing of I.V. Solutions and marketing them effectively to remain in the lead both in quality and quantity. Therapeutic Drugs (Pletaal & Mucosta tablets) and Cardio vascular medical devices (Stents) are OPL's other lines of business.



Vision/Mission

•Vision

Otsuka People Creating new products for better health worldwide

•Mission

To provide quality healthcare products while maintaining leadership position in chosen segments by working efficiently towards customers satisfaction, rapid growth and enhanced stakeholders value

Objectives

To retain its position of market leaders in IV Solution and clinical nutrition through continuous education, new product launches and support to the medical profession and large community at large.

Focus
Medical
Profession
&
Patients

To offer world class quality Products and support services to our customers at reasonable prices through resources optimization.

Patients

To develop and retain efficient network of distributors and suppliers for enhancement of our present level of support services for customer satisfaction.

Distributors
&
Suppliers

Objectives

To provide equal opportunity for growth and development to all its team members to build a highly motivated and committed team of professionals delivering world class quality products and services.

To contributes in community services for betterment of society and environment.

To generates adequate earnings for meeting current and future needs, leading to enhancement of shareholder's values.

Focus

Employees

Community

Shareholders

Board of Directors



Mr. Mikio Bando
Chairman



Mr. Moin-Ur-Rehman
CEO/Director



Mr. Sajid Ali Khan
Alternate Director



Mr. Suhari Mukti
Director



Mr. Koichi Okada
Director



Mrs. Navin Salim Merchant
Independent Director



Mr. Abid Hussain
Independent Director



Mr. M. Taufiq Feroz
Alternate Director



Mr. Tariq Mehtab Feroz
Board of Director

Executive Committee



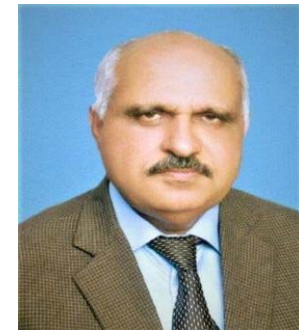
Mr. Moin-Ur-Rehman
Chief Executive Officer

MBA from IBA Karachi in Marketing and finance coupled with hands-on experience in Regulatory, Legal affairs, and Communications in multiple multinational organizations and overseeing the company's day-to-day administrative and business operations.



Mr. Hanif Sattar Advisor

Chartered Accountant and fellow member of the Institute of Chartered Accountants of Pakistan. He is also a member of Toastmaster International USA (AC-8). Has more than 30 years of experience



Mr. Khalid Munir G.M. Sales & Dist. Bachelor of Science and done Marketing Management Certificate from Bahuddin Zikreyia University Multan. Has overall 35 years' experience of Sales and Marketing along with Export business.



Mr. Sajid Ali Khan

Finance Director & Head of IT and Compliance FCMA, Extensive courses of computer programming. Has overall 37 years experience of in finance in different companies. During his tenure, he associated with Pakistan Petroleum Ltd, TDC, and Glaxo Laboratories.

Executive Committee



Mr. Umair Ahmed

Head of Plant Operation

Master of Pharmacy. He is having 19 years of experience in pharma industry & strong understanding of compliance regarding QA, GMP, GLP, ICH, WHO & FDA, QMS(ISO-9001, 14001), OHSAS(18001).



Mr. Muhammad Owais Qazi

Sr. Manager Materials

MBA in Marketing , Specialization courses on Supply Chain. More than 20 years experience in different companies Glaxo Smith Kline, Getz Pharma & MSD.



Mr. Waseem Shahzad, PHD, B. Pharm,

H.O.Quality Operations, 20+ years of experience working in pharma Manufacturing, Excellent organizations as Pharm Evo, Martin, Dow, Cirin, Hudson, and Vision Pharma.



Mr. David Sunil

Head of HR, MBA (HRM), Certification in HRM, More than 20 years of diversified work experience in Procurement, Customer Services, HR & Admin departments with companies and Institutes like Grace Institute, UNHCR, Clough Engineering, Telecard & Supernet, Arfeen group.



Capital & Shareholding

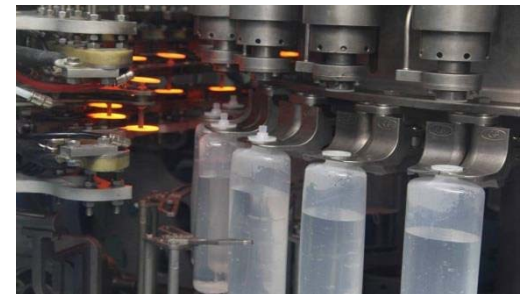
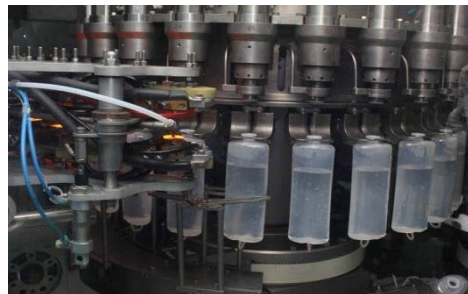
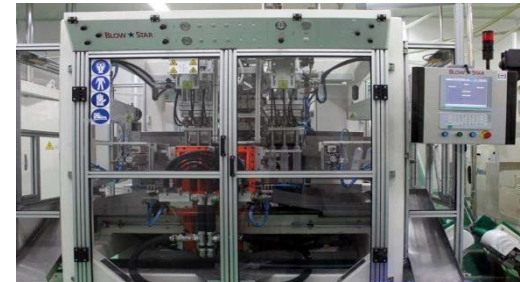
AUTHORIZED CAPITAL Rs. 200 M

PAID-UP SHARES Rs. 121 M

SHAREHOLDING

Otsuka Pharmaceutical Co., Ltd (Japan)	44.80%
P.T. Otsuka Indonesia (Indonesia)	09.95%
Otsuka Pharmaceutical Factory, Inc.	13.14%
Feroz Family Karachi	16.44%
General Public	15.67%

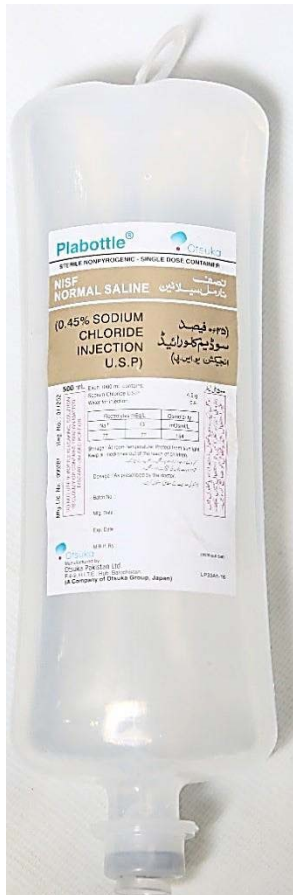
Technical Collaboration



Factory and its New Plabottle Area



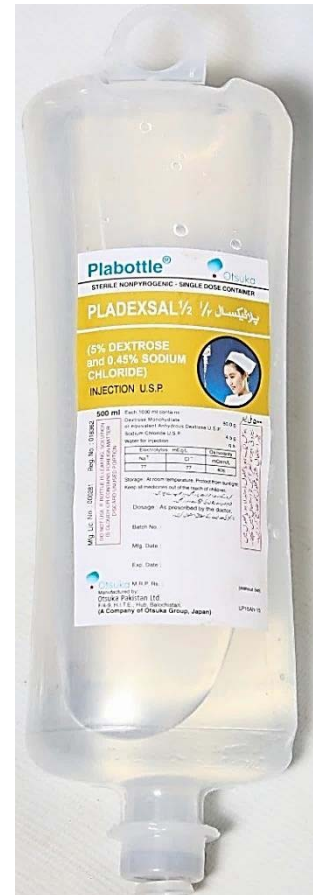
Products (500ml)



Plasaline
(0.9% Normal Saline)



Ringolact-D
(5%Dextrose+ Lactated Ringer's Injectionl)



Pladexsal 1/2
(5% Dextrose & 0.45% Sodium Chloride)

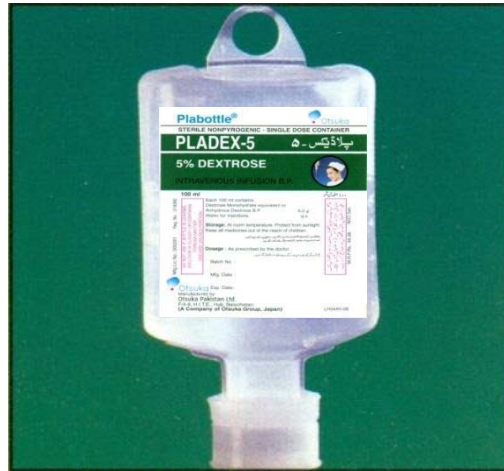


Pladex-5
(5% Dextrose Water)

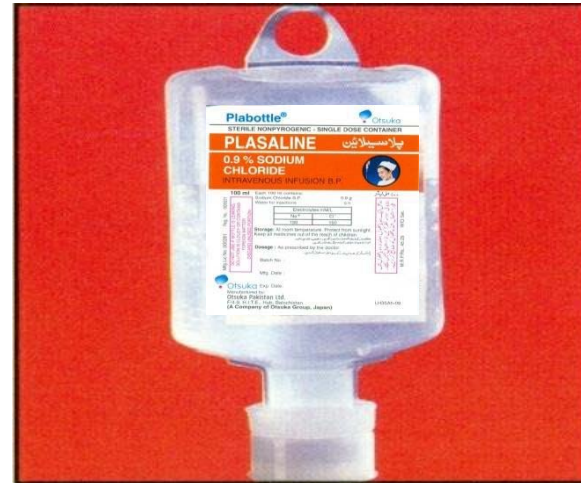
Products (1000ml)



Products (100ml)



Pladex-5 (5% Dextrose)



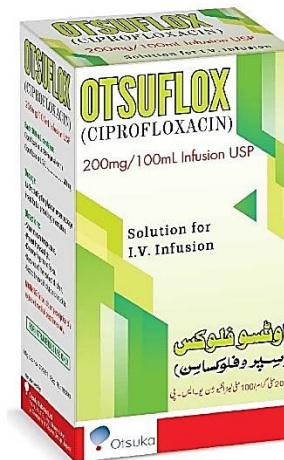
Plasaline
(0.9% Sodium Chloride)



Otsumol

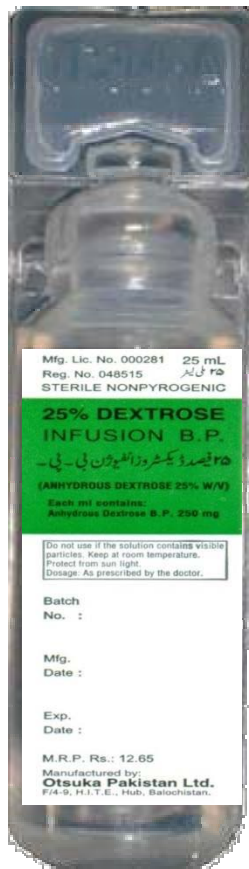


Otsuzol



Otsuflox

Products (Ampoules)



**25%
Dextrose
25ml**



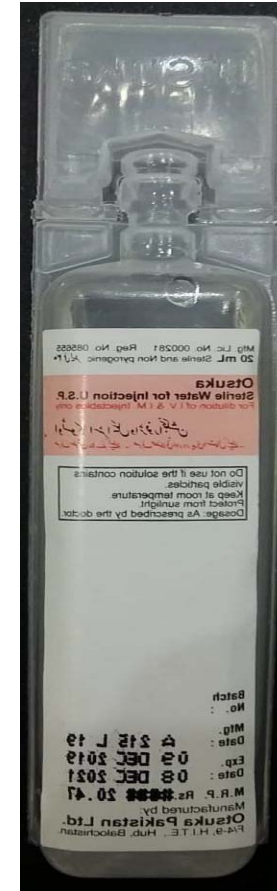
**0.9% Sodium
Chloride
25ml**



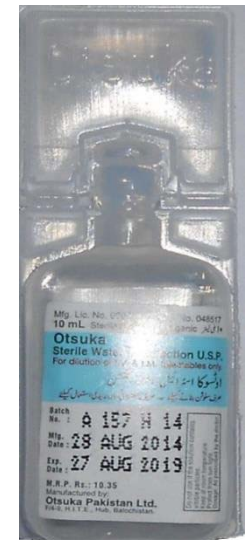
**Potassium
Chloride
25ml**



**Sterile Water
For Injection
25ml**



**Sterile Water
For Injection
20ml**



**Sterile Water
for Injection
10ml**

Products (CN & TD)



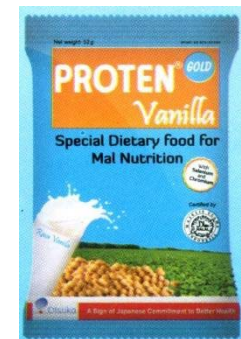
Pletaal



Mucosta



Aminoleban Oral



Proten



Pan-Amin G



Aminoleban



Aminovel

For One Litre of Water

ایک لیٹر پانی کے لیے

ORTie® اورٹی

مکیت کی کمی کے لیے




Composition:
Each sachet contains:

Sodium Chloride (BP)	2.60 gm
Potassium Chloride (BP)	1.50 gm
Vitamin C (USP)	100 mg

Otsuka specs.

• Not for treatment of any disease

Batch No. :
Mfg. Date :
Exp. Date :
M.R.P. Rs. :
M. E. No. : 01164
P. E. No. : 1164990839

یہ دوا کئی بیماری کے علاج کے لیے نہیں ہے

Further information is available upon request from:
Otsuka Pakistan Ltd.
F/4-9, Hub Industrial Trading Estate,
(H.I.T.E.), Distt. Lasbela, Balochistan.
Phone: (+92853)302363,303218,303517.
E-mail: info@otsuka.pk, Web: www.otsuka.pk

 Otsuka A Sign of Japanese Commitment to Better Health

For One Litre of Water

ایک لیٹر پانی کے لیے

ORTie® اورٹی

مکیت کی کمی کے لیے




Composition:
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Vitamin C (USP)	100 mg

Otsuka specs.

• Not for treatment of any disease

Batch No. :
Mfg. Date :
Exp. Date :
M.R.P. Rs. :
M. E. No. : 01164
P. E. No. : 1164990840

یہ دوا کئی بیماری کے علاج کے لیے نہیں ہے

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 Otsuka A Sign of Japanese Commitment to Better Health



Nutraceutical Products (New products to be launched in Future)



Alphaberry
Plus

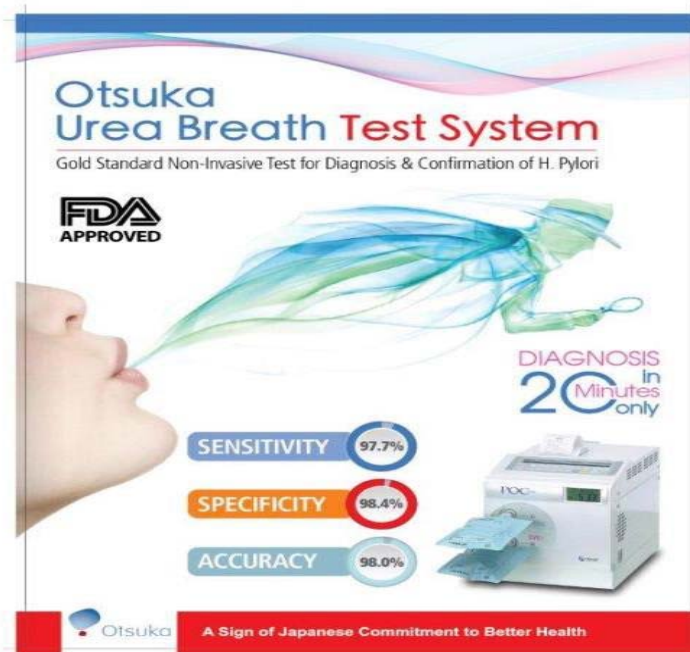


Cal-Kaz.D

eucaLimus
Sirolimus Eluting Coronary Stent System
Made In Germany - European CE Marked

eucaVI
PTCA Balloon Catheter
Made In Germany - European CE Marked

Otsuka
Urea Breath Test System
Gold Standard Non-Invasive Test for Diagnosis & Confirmation of H. pylori
Made in Japan - US FDA Approved



Otsuka
Urea Breath Test System
Gold Standard Non-Invasive Test for Diagnosis & Confirmation of H. Pylori

FDA APPROVED

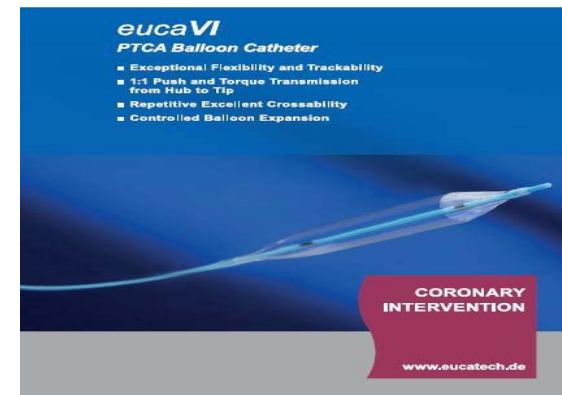
DIAGNOSIS in Minutes only

SENSITIVITY 97.7%

SPECIFICITY 98.4%

ACCURACY 98.0%

Otsuka
A Sign of Japanese Commitment to Better Health

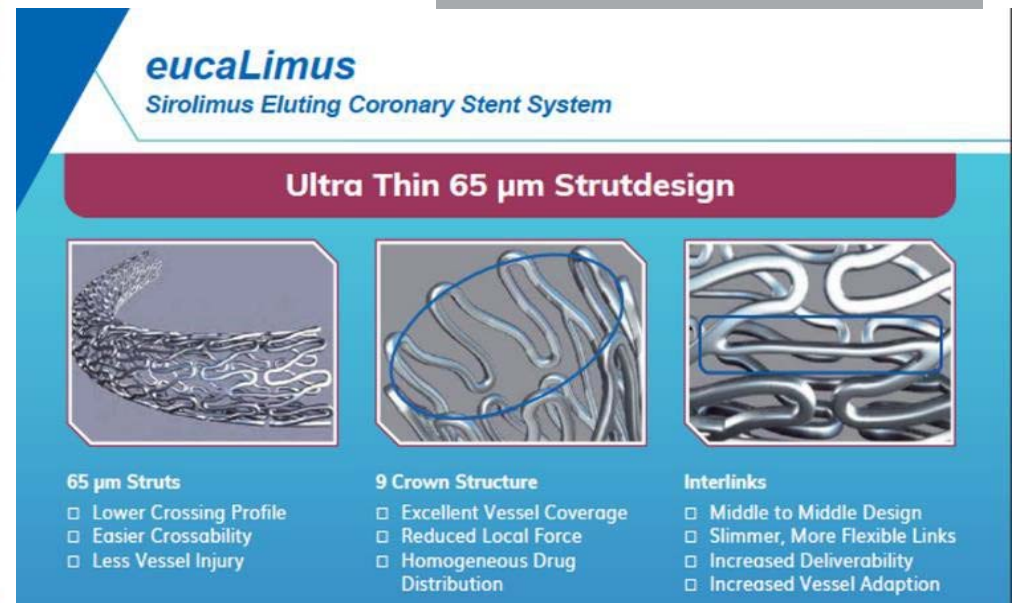



eucaVI
PTCA Balloon Catheter

- Exceptional Flexibility and Trackability
- 1:1 Push and Torque Transmission from Hub to Tip
- Repetitive Excellent Crossability
- Controlled Balloon Expansion


CORONARY INTERVENTION

www.eucatech.de



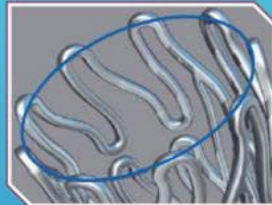
eucaLimus
Sirolimus Eluting Coronary Stent System

Ultra Thin 65 μ m Strutdesign




65 μ m Struts

- Lower Crossing Profile
- Easier Crossability
- Less Vessel Injury



9 Crown Structure

- Excellent Vessel Coverage
- Reduced Local Force
- Homogeneous Drug Distribution



Interlinks

- Middle to Middle Design
- Slimmer, More Flexible Links
- Increased Deliverability
- Increased Vessel Adaption

Distribution System



Distributors

Hub and Karachi – UDL Distribution (Pvt.) Ltd.

In Other part of Country we have 90 different distributors for south and north regions:

Products Altogether	Area	Distributors
IVs + CN + TD	South (up to Khanewal)	UDL
	North	OPL
Ampoules 25ml Except SWFI	Pan Pakistan	UDL
Ampoules SWFI	Pan Pakistan	OPL
EN Products	South (up to Khanewal)	UDL
	North	OPL
Medical Devises Stents etc	Pan Pakistan	Muller & Phipps
Medical Devises UBIT	Pan Pakistan	VIKOR Enterprises
H & OT Products	Pan Pakistan	Muller & Phipps

CSR Activities

Established and operated Otsuka Welfare Clinic after 14 Years in Peshawar



Otsuka Welfare Clinic, Peshawar was established to provide free healthcare services to Afghan refugees and local residents of surrounding areas in July 2003. It was funded by Otsuka Pharmaceuticals Company, Japan and members of the Otsuka International Asia and Arab Division as a part of Otsuka's Commitment to Better Health Worldwide.

Keeping in view the facts that now Afghan Refugees' major portion of population have gone back to their native homeland, Otsuka management decided to look for this humanitarian support at other grounds and closed this clinic on 30 December 2017.



PUBLIC AWARENESS SEMINAR ON H.PYLORI in COLLABORATION WITH PRINT MEDIA

The Jang newspaper is one of the leading newspapers in Pakistan. It is published in Pakistan's national language (Urdu) and it is the oldest newspaper of Pakistan in continuous publication since its foundation in 1939. The newspaper also holds a dedicated section regarding health and wellness awareness called Jang Forum. This forum is arranging public awareness seminars since 25 February 1992 and Otsuka Pakistan has collaborated with the Jang group various times to promote UBiT.



30 اکتوبر 2022 کراچی : میرخلیل الرحمن میموریل سوسائٹی اور ڈاؤ یونیورسٹی ہیلتھ اینڈ سائنسز کے زیر اہتمام سیمینار میں پروفیسر ایس ایم زاہد عالم، پروفیسر افتخار احمد، حنیف ستار، سلیم احمد چوہان، ڈاکٹر عبداللہ بن خالد، میزبان واصف ناگی اور بابر اعوان قومی ترانہ کے احترام میں کھڑے ہیں (فوٹو جنید احمد)

Free Medicines supply to different organization.

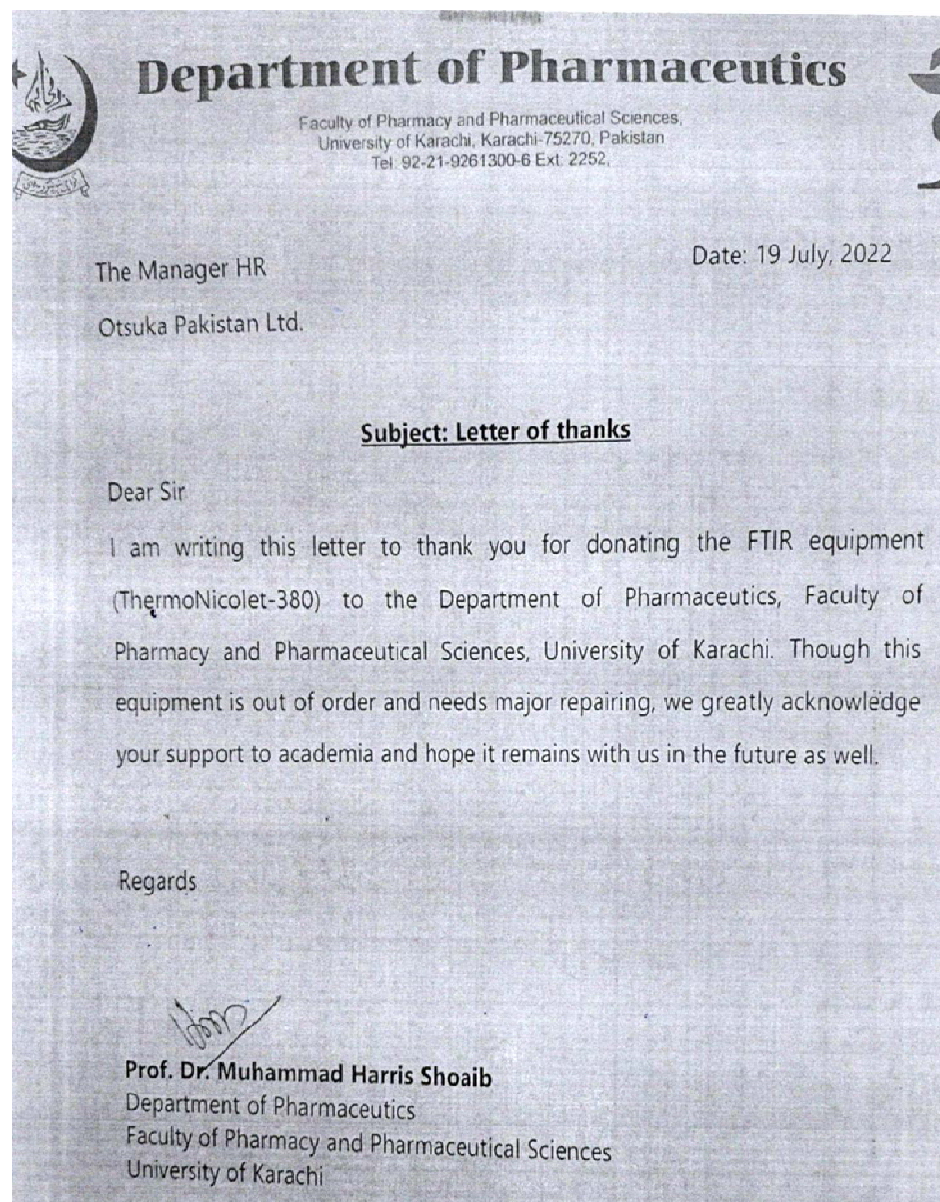


جس نے ایک جان کو بچایا گویا اس نے تمام انسانیت کو بچایا

MUHAMMADI
BLOOD BANK
ESTABLISHED SINCE 2003



CSR Activity for Karachi University





OPL DONATIONS

from January 1st, 2022 to December 31, 2022

<u>DATE</u>	<u>DONEE NAME</u>	<u>PKR '000</u>
31-Aug-22	FLOOD EMERGENCY (GOVERNMENT HOSPITALS)	41,000/-
30-Sep-22	AL-KHIDMAT, MULTAN AND CANTT GENERAL HOSPITALS, NOWSHERA	231,000/-
30-Nov-22	MUKTARAN RAFIQ WELFARE HOSPITAL, LAHORE	<u>28.000/-</u>
	TOTAL	<u>300.000/-</u>



Finance Manager

Mr. Tauseef Ahmed Shaikh, ACA

A chartered accountant having eleven years of post-qualification experience in both the manufacturing and service industries in Pakistan and Saudi Arabia.

Also a member of the Institute of Chartered Accountants of Pakistan (ICAP) since 2013.



Auditors

Mr. Jawaid Noor H.O. Internal Audit

External:

Yousuf Adil, Chartered Accountants
(Independent Correspondent Firm to Deloitte Touche Tohmatsu Limited)

Internal:

Head of Internal Audit - Jawaid Noor

- Out Source Audit by
M/s. Saud Tariq & Co.
(Chartered Accountants)



Legal Advisors

Advocate Dr. Moneeba Hamid
(Law Partner, Cepal & Co.)



Bankers

1. Citibank N.A.,
2. Bank Alfalah Limited
3. Habib Metropolitan Bank
4. The Bank of Punjab
5. Allied Bank of Pakistan Limited
6. Habib Bank Limited
7. National Bank of Pakistan
8. Muslim Commercial Bank Limited

Share Registrar

M/s. CDC Share Registrar Services Limited

CDC House, 99 – B, Block 'B',
S.M.C.H.S., Main Shahra-e-Faisal
Karachi-74400.

Tel: Customer Support Services (Toll Free) 0800-CDCPL (23275)

Fax: (92-21) 34326053

Email: info@cdcpak.com

Website: www.cdcpakistan.com



30 – B, Sindhi Muslim Cooperative
Housing Society, Karachi – 74400

Head Office

Tel : 34528651 – 54
Email : info@Otsuka.pk
jnoor@otsuka.pk
Web : www.otsuka.pk

F/4-9, Hub Industrial Trading Estate Lasbella
Dist, (Balochistan)

Factory

Tel : 0853-303517
0853-303218
Email : uahmed@otsuka.pk