



November 22, 2024

The General Manager

Pakistan Stock Exchange Limited
Stock Exchange Building,
Stock Exchange Road,
Karachi

Subject: Corporate Briefing Session of Macter International Limited

السلام عليكم

Further to our letter dated November 18, 2024 on the above subject, please find attached herewith presentation with respect to the Corporate Briefing Session (CBS) of Macter International Limited to be held on Monday, November 25, 2024 at 3:30 pm via Zoom video conferencing to brief the analysts/members about the performance of the Company.

Zoom link to join CBS is as under:

<https://us02web.zoom.us/j/83069431335?pwd=34KpqZFetGpP8zDTiJiQHj3g2ExKAa.1>

Meeting ID: 830 6943 1335

Passcode: 686402

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours truly,

For and on behalf of

Macter International Limited

Asif Javed

Company Secretary



Macter International Limited

Corporate Briefing Session
For the year ended June 2024

2023-24

WORKING TODAY
FOR A HEALTHIER TOMORROW

November 25, 2024

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Pattern of Shareholding

Shareholder's Category	Shareholding Percentage
Individuals	72.64
Joint Stock Companies	27.28
Insurance Companies	0.04
Others / Modarabas / Investment Companies	0.04
Total	100.00

Credit Rating

VIS Credit Rating Company Ltd. (VIS) has upgraded our credit rating

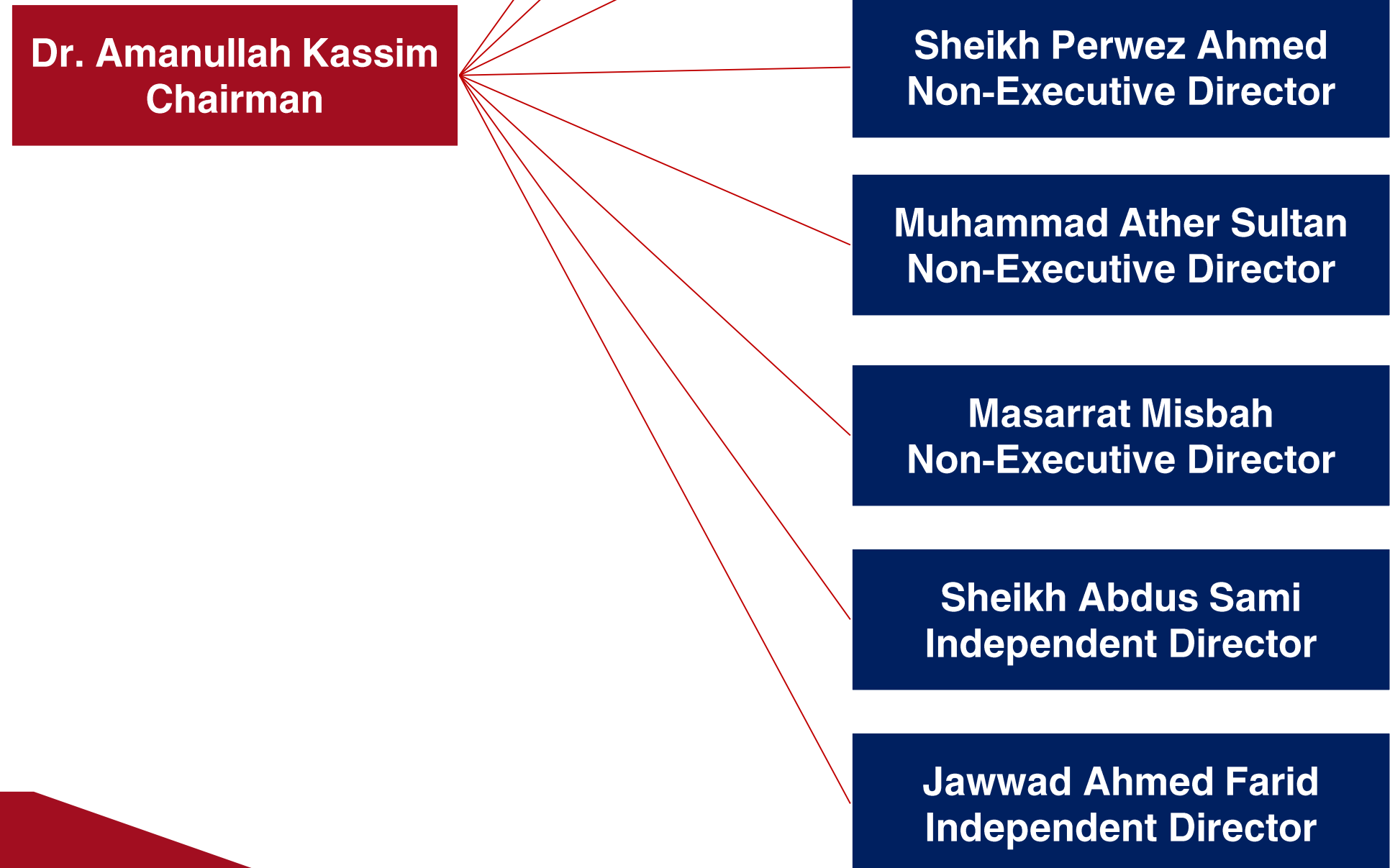
Maintained long-term rating of **'A'**

Upgraded short-term rating to **'A-1'** from **'A- 2'**

Outlook on the assigned rating is **'Stable'**

Risk factors are small

Board of Directors



A black and white photograph of a modern glass skyscraper, viewed from a low angle looking up. The building's facade is composed of a grid of dark window frames. The image is partially overlaid with large, solid red geometric shapes: a triangle in the top-left corner and a trapezoidal shape in the bottom-left corner.

About Us

Vision

We see Macter as an integrated global healthcare company serving patients, healthcare professionals and customers with high quality and innovative products and services. We are committed to achieve our vision in an ethical and socially responsible manner



Mission

Macter exists to:

- Serve humanity by improving health and well-being
- Facilitating all associates to achieve their potential with dignity; and;
- Providing a means for an ethical and fair livelihood



Values



Our Core Business Areas

We produce a wide range of pharmaceutical products that meet the highest standards of efficacy and safety

We provide comprehensive manufacturing services, ensuring quality and compliance with global pharmaceutical manufacturing standards



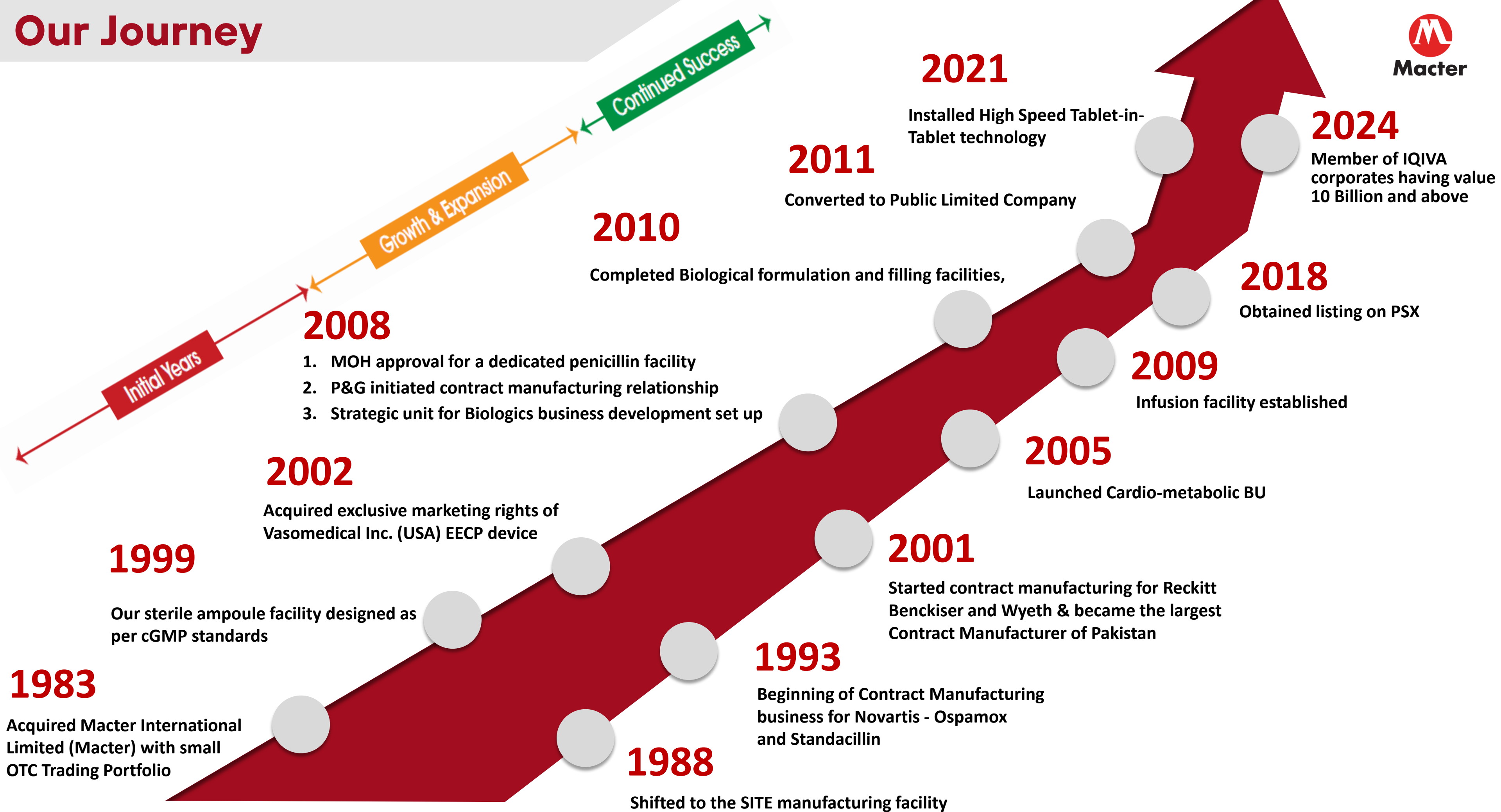
Focused on innovative biological therapies, we are at the forefront of treating and managing complex diseases

Our reach extends beyond local markets, having a significant presence in over 14 countries across five global regions

Our Journey



Macter



Robust Product Launch Journey



Our Success Journey

Pakistan's 1st and only approved manufacturing facility for Lypholization of rDNA / Biologicals



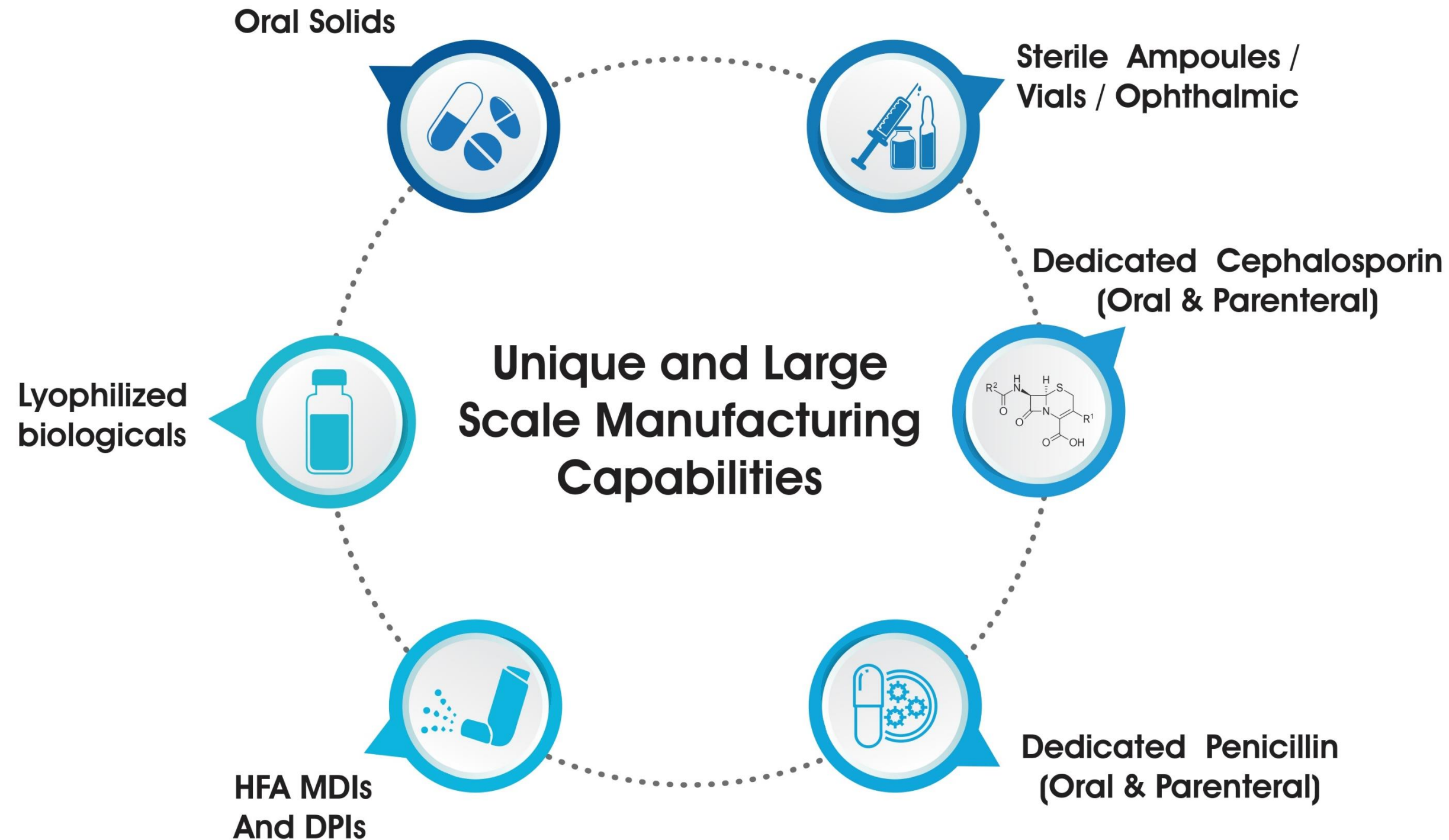
Our Global Business

Our reach extends beyond local markets, having a significant **presence in over 15 countries across five global regions.**



Manufacturing Facilities

Building upon the legacy of **40 years**




**Annual Production
+50 Million Packs**

**2 Manufacturing
Facilities**

>150 Products

**Active in 5 regions
worldwide**

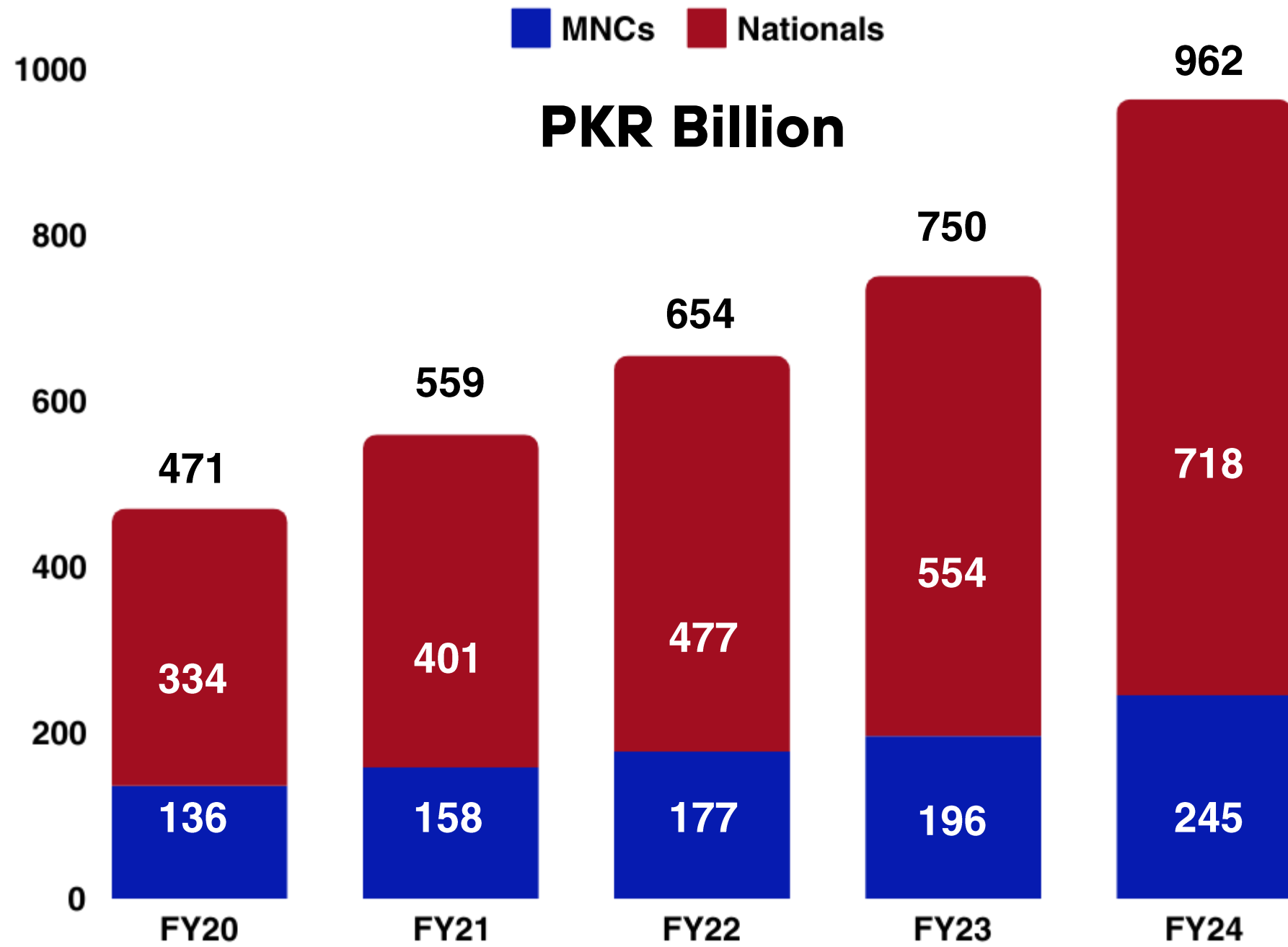


Pakistan Pharma Market Overview

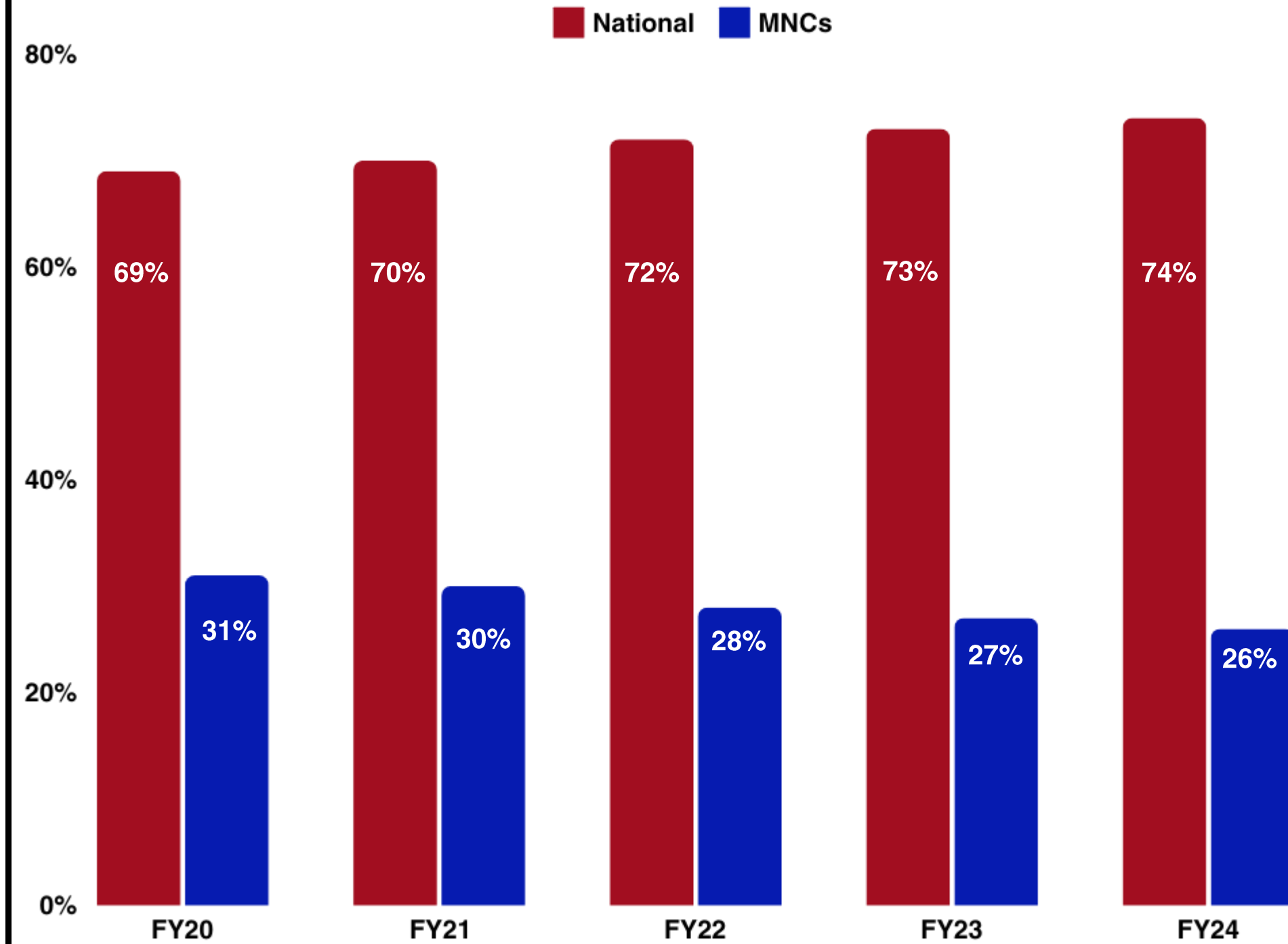
Pakistan Pharma Market Evolution



Pharma Industry Market Share Trend



Pakistan Pharma Market Evolution

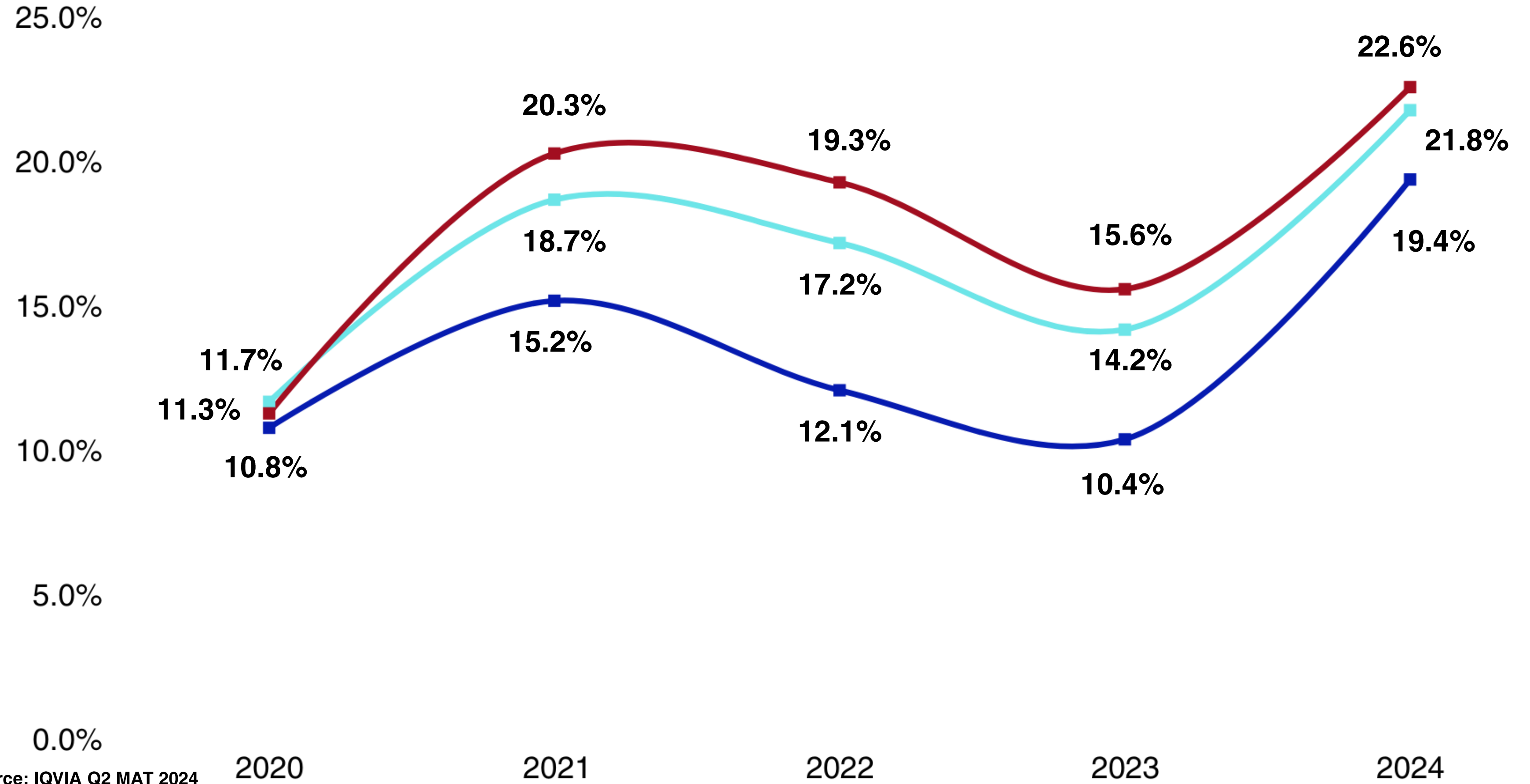


Source: IQVIA Q2 MAT 2024

Industry Growth Dynamics



Pharma Mkt National MNC



Source: IQVIA Q2 MAT 2024

Macter's Standing: +10 Billion Club



Top Pharmaceutical Corporates.

Corporates with "40 Billion" Above Value

Value: 277 Bn
Market Share: 30.19%
Growth: 20.27%
MNC - 2 | NAT - 3

- ↳ GETZ
- ↳ SAMI
- ↳ GLAXOSMITHKLINE
- ↳ ABBOTT
- ↳ SEARLE

Corporates with "10 Billion" Above Value

Value: 414 Bn
Market Share: 45.19%
Growth: 27.72%
MNC - 6 | NAT - 14

- | | |
|--------------|-----------------------|
| ↳ MARTIN DOW | ↳ NABIQASIM |
| ↳ HILTON | ↳ PFIZER |
| ↳ OBS | ↳ L.C.I |
| ↳ HIGH-Q | ↳ NESTLE |
| ↳ HALEON | ↳ FEROSZONS |
| ↳ BOSCH | ↳ NOVO NORDISK |
| ↳ HIGHNOON | ↳ MACTER |
| ↳ SANOFI | ↳ NOVARTIS |
| ↳ CCL | |
| ↳ ATCO | |
| ↳ BARRETT | |
| ↳ PHARMEVO | |

Corporates with "5 Billion" Above Value

Value: 88 Bn
Market Share: 9.54%
Growth: 19.31%
MNC - 4 | NAT - 11

- | | |
|------------------|------------|
| ↳ GLOBAL TABROS | ↳ GENETICS |
| ↳ MORINAGA | |
| ↳ HORIZON | |
| ↳ GENIX | |
| ↳ S.J.& G. FAZUL | |
| ↳ CHIESI | |
| ↳ MEJI | |
| ↳ SHAIGAN | |
| ↳ HELIX | |
| ↳ ELI LILLY | |

Corporates with "1 Billion" Above Value

Value: 101 Bn
Market Share: 11.04%
Growth: 20.57%
MNC - 3 | NAT - 37

- | | |
|---------------------|--------------|
| ↳ ASIAN CONTINENTAL | ↳ GALAXY |
| ↳ SAFFRON | ↳ OTSUKA |
| ↳ BAYER | ↳ NUZZER |
| ↳ INDUS | ↳ PACIFIC |
| ↳ ZAFSA | ↳ ROCHE |
| ↳ WERRICK | ↳ WOODWARDS |
| ↳ NEUTRO | ↳ FYNK |
| ↳ SCILIFE | ↳ BIOLABS |
| ↳ RG | ↳ DAVIS |
| ↳ PLATINUM | ↳ PHARMATEC |
| ↳ SERVIER | ↳ ADAMJEE |
| ↳ PHARMEDIC | ↳ OPAL |
| ↳ STANLEY | ↳ WIMTS |
| ↳ WILSONS | ↳ BROOKES |
| ↳ MCOLSON | ↳ GLITZ |
| ↳ REMINGTON | ↳ SCHAZOO PH |
| ↳ SANTE | |
| ↳ MASS | |
| ↳ AMSON | |
| ↳ CELL LABS | |
| ↳ STANDPHARM | |
| ↳ HIMONT | |
| ↳ SCOTMANN | |
| ↳ PDH LABS | |

The highlighted Companies are the new entrants to the "10 Billion" club including **Macter International Limited**

A black and white photograph of a modern glass skyscraper, viewed from a low angle looking up. The building's facade is composed of a grid of dark window frames. The image is partially overlaid by large, solid red geometric shapes: a triangle in the top-left corner and a trapezoidal shape in the bottom-left corner.

Financial Highlights

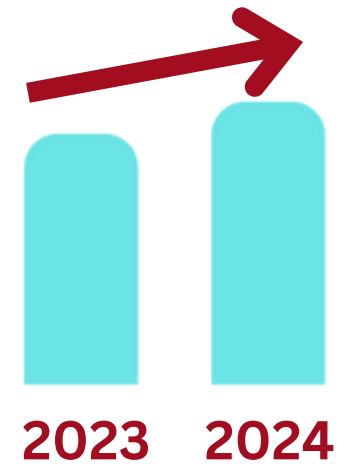
Financial Highlights - For the year ended 2024



Particulars	Standalone		
	2024	2023	Growth (%)
PKR Million			
Sales	7,535	6,680	13%
Gross Profit	3,182	2,785	14%
Gross Margin	42%	41%	
Operating Profit	713	618	15%
Profit After Tax	427	393	9%
EPS	9.32	8.58	8%

Standalone Performance Highlights - 2024

Sales

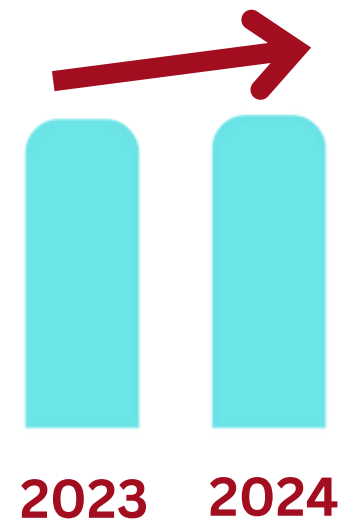


Net turnover for the year ended 30th June 2024 was **Rs. 7,535 Mn** reflecting a 13% increase from last year.

Our core prescription sales business grew by **+23%** vs last year on account of following;

- Strong performance of our brands such as **Pegstim** in Oncology, **Mac-Epo** in Nephrology; **Titan** in Anti Infectives
- This growth was partially offset by a planned decline in government tender participation
- Institutional sales declines by 38% in 2024

Gross Margin



Gross margins have experienced a marginal increase of 1% primarily due to the following

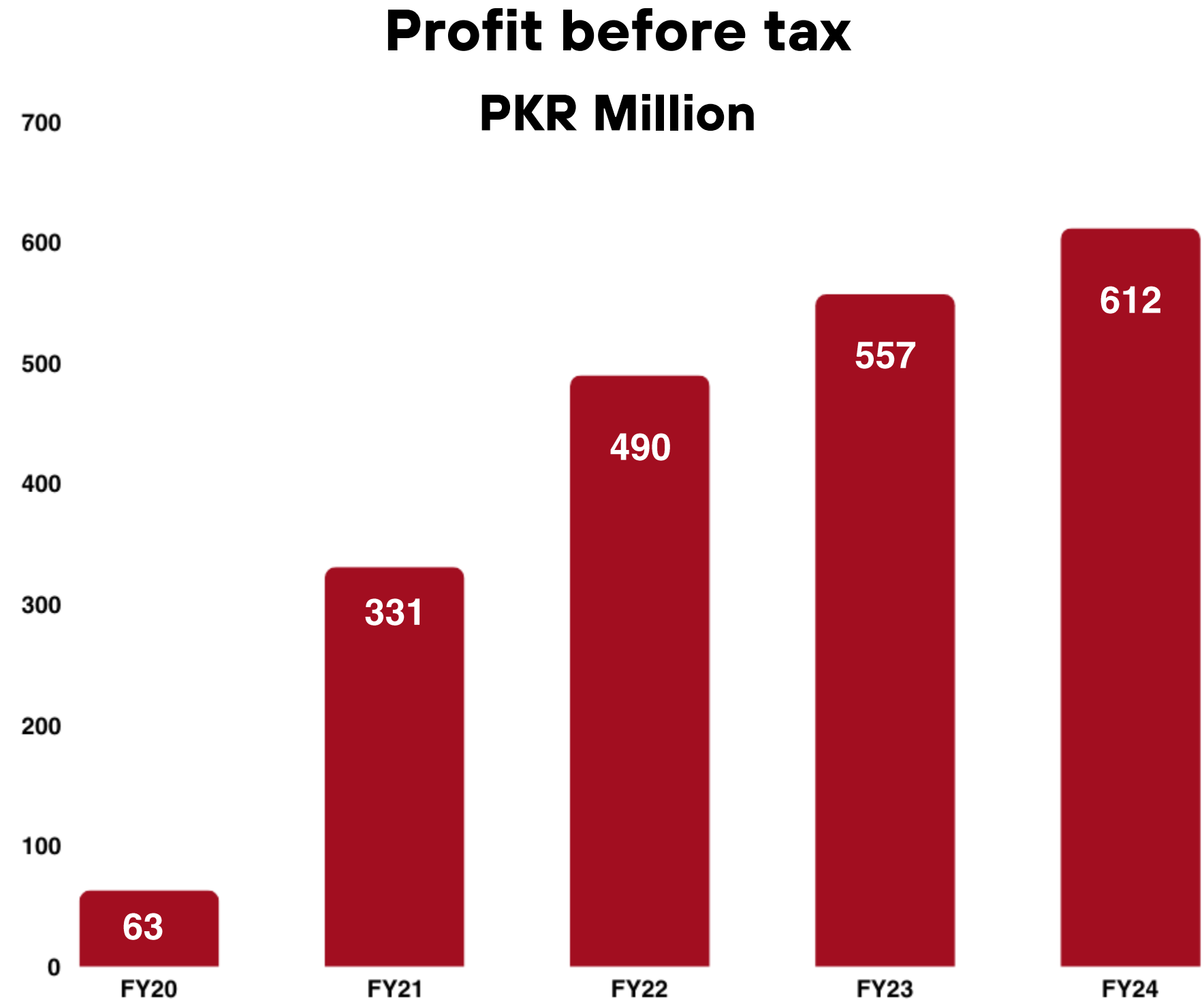
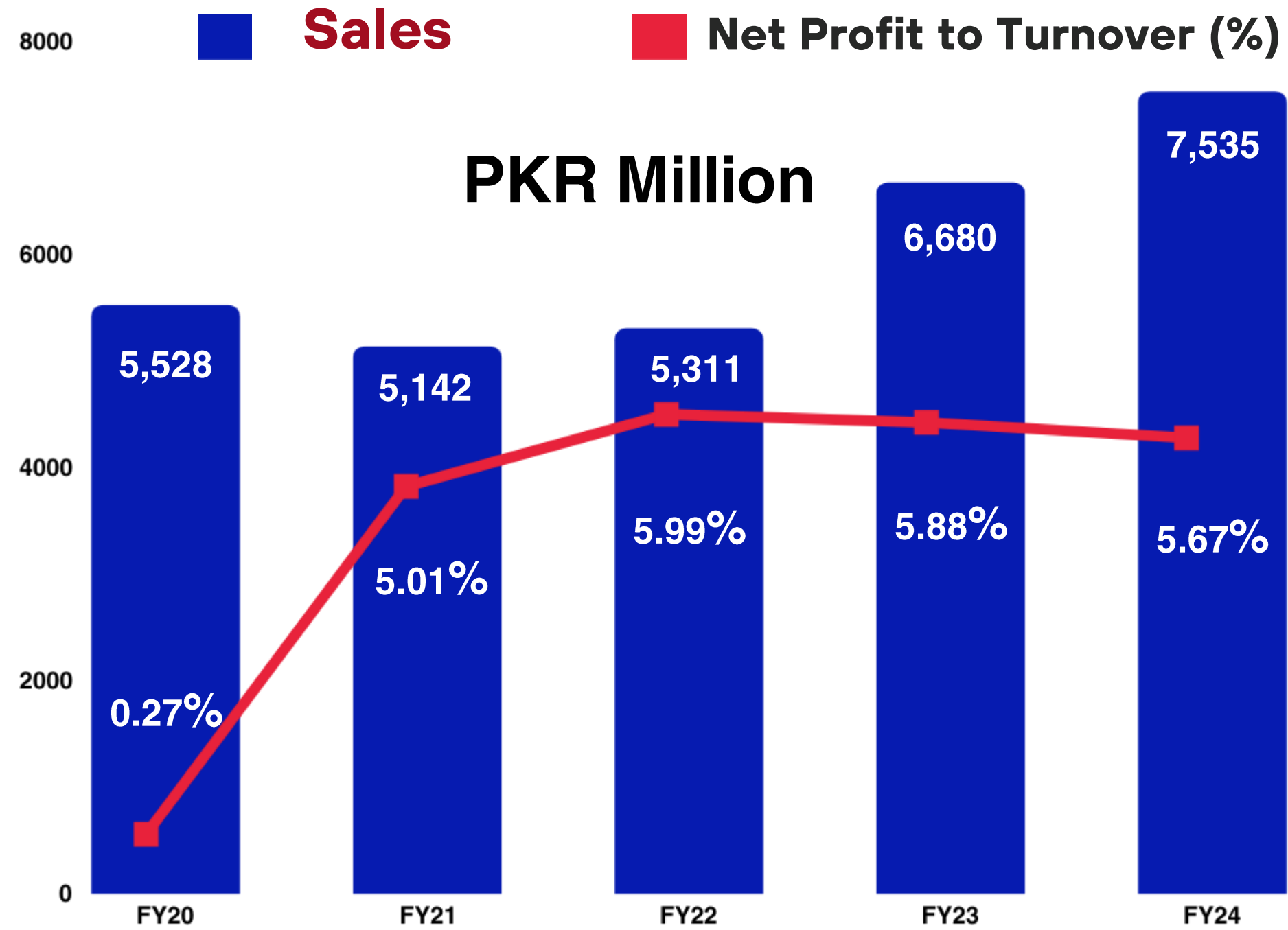
- Better sales mix and;
- Higher contribution from profitable prescription and export business;

Operating Profit



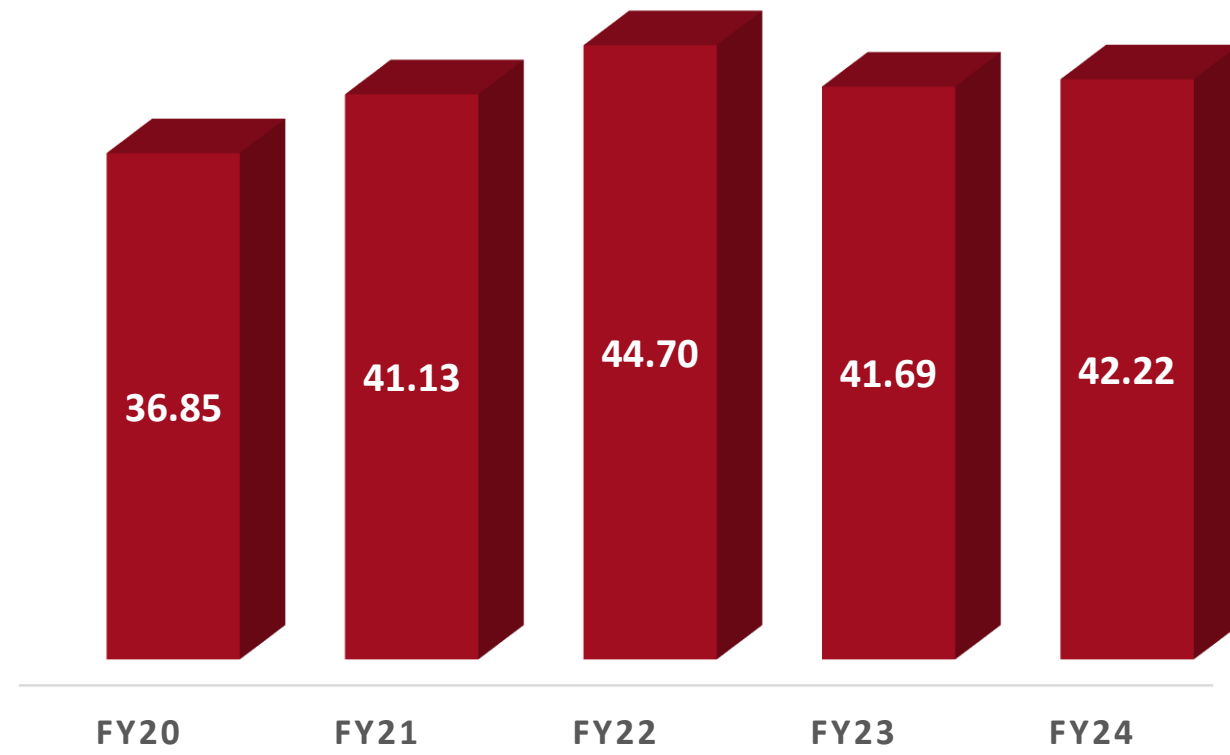
Operating profit for current fiscal year is Rs. 713 Mn, representing a 15% increase compared to the previous year. This notable improvements is attributed to the higher sales, increase in gross profit margins and the implementation of efficiency enhancements and cost optimization measures

Net Sales & Profitability Trend

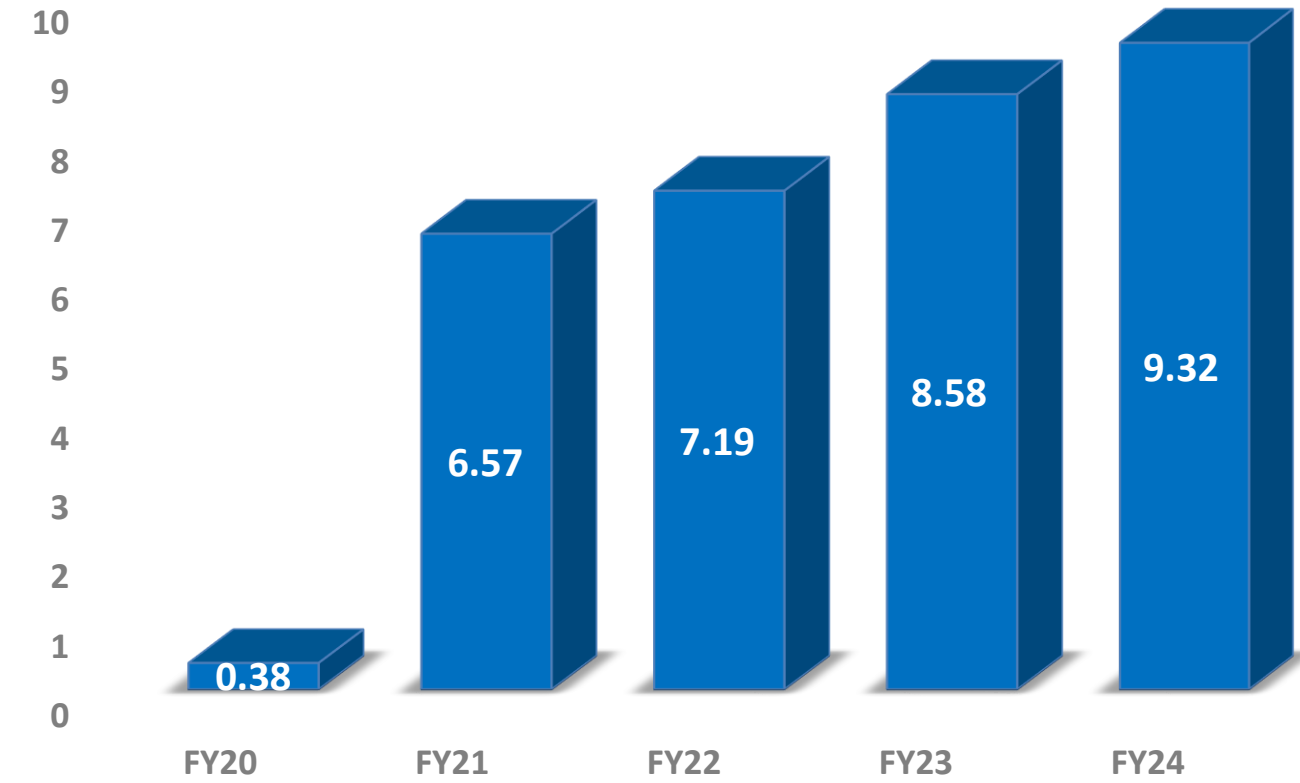


Financial Highlights - Graphs

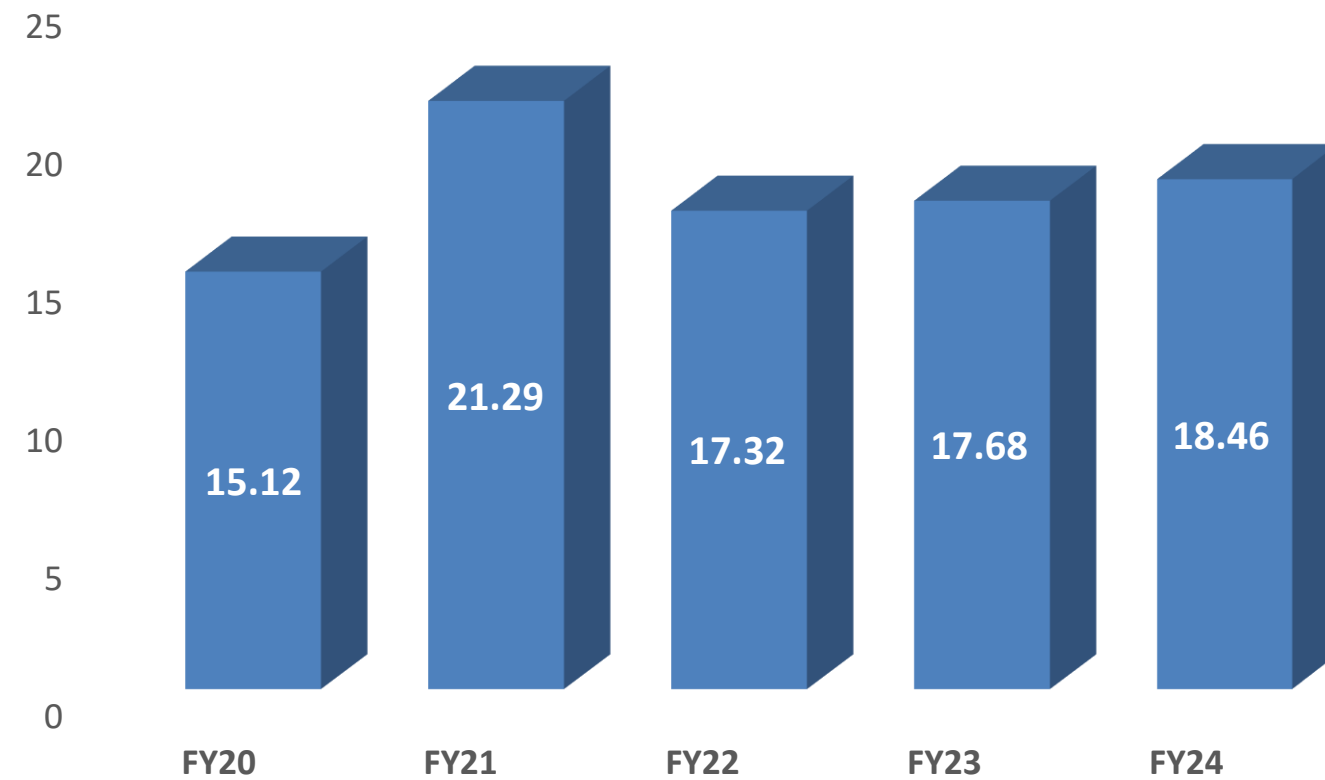
Gross Margin (%)



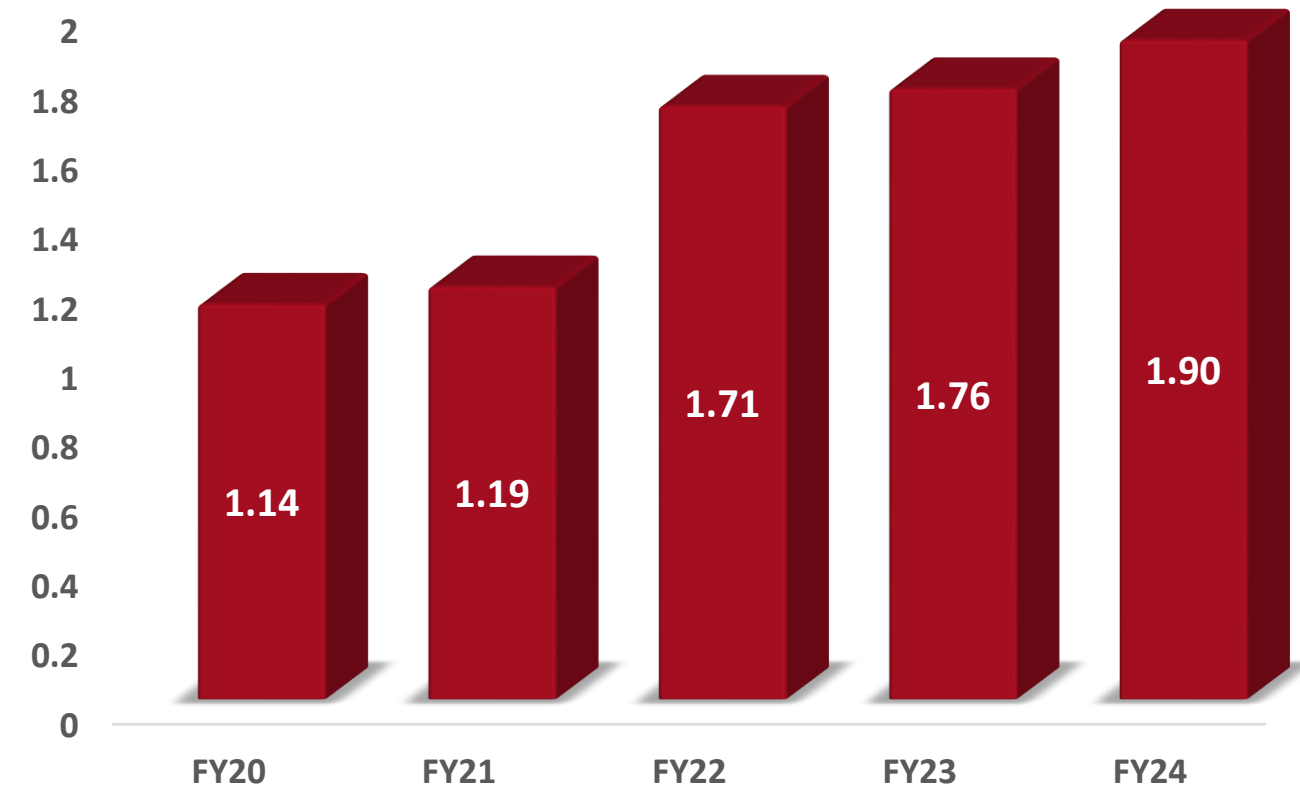
Earning Per Share (PKR)



Return on Capital Employed (x)



Current Ratio (x)



Key Brands



Macter



New Launches During 2023-2024





Strong Product Pipeline

Strong Product Pipeline

Successfully launched r-DNA Origin – Seglutide A Global Block Buster Biologic

r-DNA Origin

Seglutide (Semaglutide)

2mg | 4mg



Strong Product Pipeline

First Company in Pakistan to Manufacture Heparin, a vital anticoagulant used globally reaffirming its leadership in bio-pharmaceutical innovation

Certified API Source

FDA
Approved Source

cGMP
2022
Germany

cGMP
2011
Russia

cGMP
2011
China

Inhixa
(Heparin Sodium)
Injection BP

25,000IU/5ml
(5,000IU/ml)

Anticoagulant
Solution for Injection
For I.V./S.C. Use
Multi dose vial

Macter



Challenges, Risk & Mitigants

Key Challenges & Risks

- ❑ Cost inflation and lag in compensatory inflationary price adjustments in DRAP
- ❑ Devaluation of PKR
- ❑ Global API and logistics disruption
- ❑ Increasingly stringent local and international regulatory requirements
- ❑ Delays in product registration and pricing
- ❑ Attracting and retaining critical employees
- ❑ Increasing threats to data security and data privacy

Mitigants

- ❑ Continuous focus on using green energy
- ❑ Focus on export markets
- ❑ Developing infrastructure to meet international standards
- ❑ Increasingly stringent local and international regulatory requirements
- ❑ Increased focus on regulatory compliance
- ❑ Fostering a culture of Respect, Integrity, Transparency and Excellency



Future Outlook

Future Outlook - Strategic Priorities



Strategic Aspirations





Thank You

Q & A

Session

