

# Wyeth Pakistan Limited

**Corporate Briefing Session**

**November 17, 2020**

# DISCLAIMER

**This presentation is being made by Wyeth Pakistan Limited (“Wyeth”) for the purposes of and in accordance with requirements of Notice PSX/N-92 dated January 28, 2019 read with Notice PSX/N-249 dated March 4, 2019 (“Notices”) both issued by the Pakistan Stock Exchange and is strictly intended for investors and business analysts in terms of these Notices.**

**The contents of this presentation are strictly not intended for general public for any purpose whatsoever and are neither intended to promote any of the products of Wyeth, either directly or indirectly, to anyone including but not limited to, the general public, patients or healthcare professionals, in any manner whatsoever.**

**It is further clarified that all historical data as appearing in this presentation are statements of fact. Additionally, it is clarified that in the event any forward looking statements about Wyeth (about financial and operating performance, business plans and prospects, in-line products etc.) are either appearing in this presentation or made when delivering this presentation involve substantial risks and uncertainties which are beyond control of Wyeth and that actual results could differ materially from the expectations and projections set forth in those statement.**

**Finally, Wyeth and its management/Board of Directors do not make any representation and warranties with regard to the contents of this presentation being all inclusive and/or contain all information which any investor should take into consideration when considering an investment in Wyeth and therefore, any decision to invest should be solely made upon seeking independent advice of independent expert investment advisors.**

---

## Mission

---

To apply science and our global resources to improve health & well-being at every stage of life.

---

## Vision

---

Leading the Way to a Healthier Life

---

## Values

---

Customer Focused, Respect for People and the community, Performance, Collaboration, Leadership, Integrity, Quality and Innovation

## About the Company

- Incorporated in 1949.
- Engaged in import, marketing and distribution of pharmaceutical products.
- Listed in PSX.
- Market Capitalization PKR 1.28 billion (October 2020)
- Leading portfolio is Anti-TB Range and Pneumococcal Vaccine



Wyeth

## Board of Directors

Name	Category
Mr. Iftikhar Soomro	Chairman / Non-Executive Director
Mr. S.M. Wajeeruddin	Chief Executive / Executive Director
Mr. M.Z. Moin Mohajir	Independent Director
Mr. Shoaib Mir	Independent Director
Ms. Seema Adil	Independent Director
Mr. Badaruddin F. Vellani	Non- Executive Director
Mr. Iqbal Bengali	Non- Executive Director
Mr. Rashid Muhammad Khan	Executive Director

### Audit Committee

Mr. M.Z Moin Mohajir - Chairman

Mr. Iftikhar Soomro

Mr. Badaruddin F. Vellani

Mr. Shoaib Mir

### HR & Remuneration Committee

Ms. Seema Adil - Chairperson

Mr. Badaruddin F. Vellani

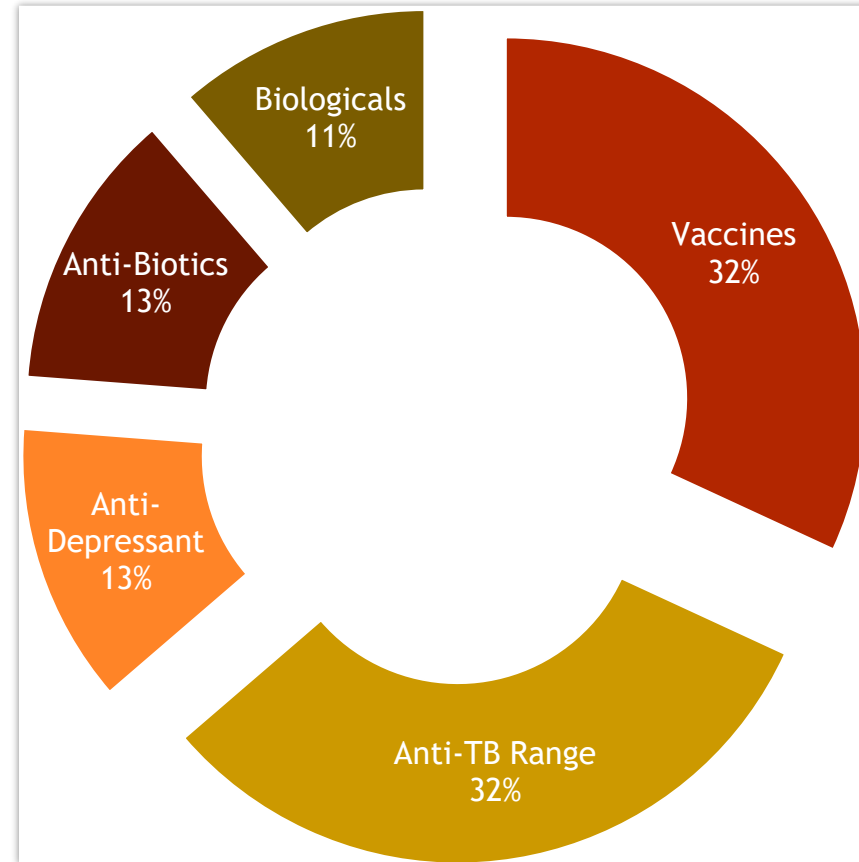
Mr. Iftikhar Soomro

Mr. S.M Wajeeruddin

# Major Portfolios

- ▶ Anti-TB Range
- ▶ Biologicals
- ▶ Vaccines
- ▶ Anti-Depressant
- ▶ Anti-Biotic

Sales by Brand \*- 2019

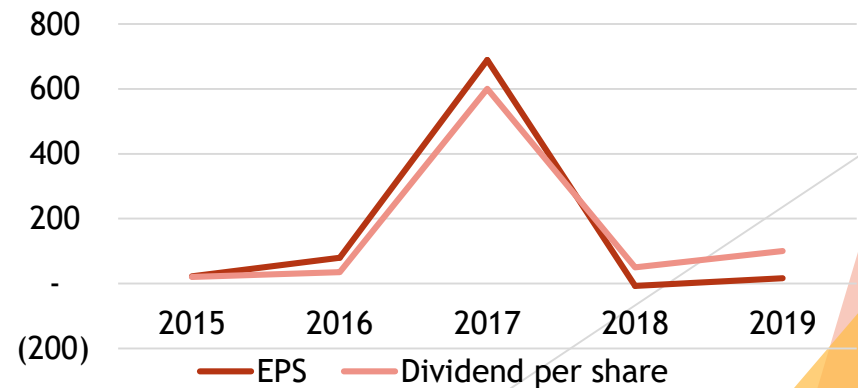
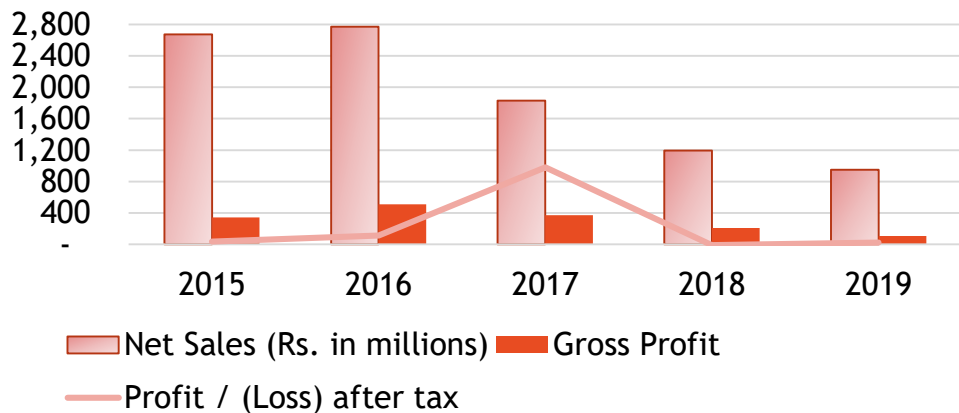


# Challenges & Responses Covid-19

- Operations of the pharma companies were declared essential by the Government. Therefore, the Company continued to remain operational during lockdown.
- Work From Home (WFH) was facilitated by the company to ensure colleagues were able to attend to work from their homes in light of applicable SOP of the Government as well as to ensure the safety of the employees and their families.
- All necessary arrangements were made in accordance with applicable SOP of the Government for those colleagues who were essential for operations of the company and were required to work from office.
- Continued supply of medicines – Management explored alternate channels to overcome the disruptions it faced during the initial phase of the lockdown.
- Low Demand in view of closure of clinics and OPDs - Management efficiently controlled the OPEX to keep it in line with lower sales.

# Financials

	Year ended 30-Nov-2015	Year ended 30-Nov-2016	Year ended 30-Nov-2017	Year ended 30-Nov-2018	Year ended 30-Nov-2019
	(Rs. in millions)				
Net Sales	2,675	2,771	1,829	1,192	948
Gross Profit	342	507	372	207	105
(Loss)/Profit after tax	32	113	980	(11)	23
Earnings / (Loss) per share	22.52	79.36	689.36	(7.82)	16.3
Dividend per share	20	35	600	50	100





# Nine months Financials

August 31,  
2020

Net Sales  
Rs. 697M

Gross Loss  
Rs. 43M

Loss after tax  
Rs. 83M

August 31,  
2019

Net Sales  
Rs. 724M

Gross Profit  
Rs. 92M

Loss after tax  
Rs. 10M

**Thank you**

The background features abstract, overlapping geometric shapes in various shades of orange and yellow, primarily concentrated on the right side of the frame. The shapes are semi-transparent, creating a layered effect. The overall composition is clean and modern.