

GSK

Link To Join CBS :

https://teams.microsoft.com//meetup-join/19%3ameeting_YWJjZTgxNmItY2RjNy00MWE2LTg2OTMtODU4MThmNmQwMmYy%40thread.v2/0?context=%7b%22Tid%22%3a%2263982aff-fb6c-4c22-973b-70e4acfb63e6%22%2c%22Oid%22%3a%22bd4622a7-67ea-4953-b8c2-a6149e7d3351%22%7d

Agenda

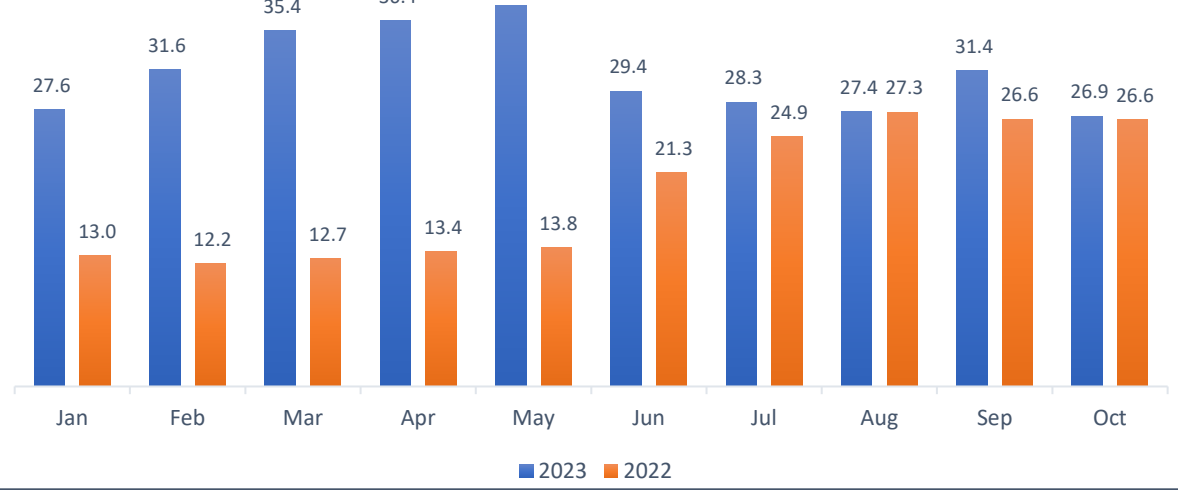


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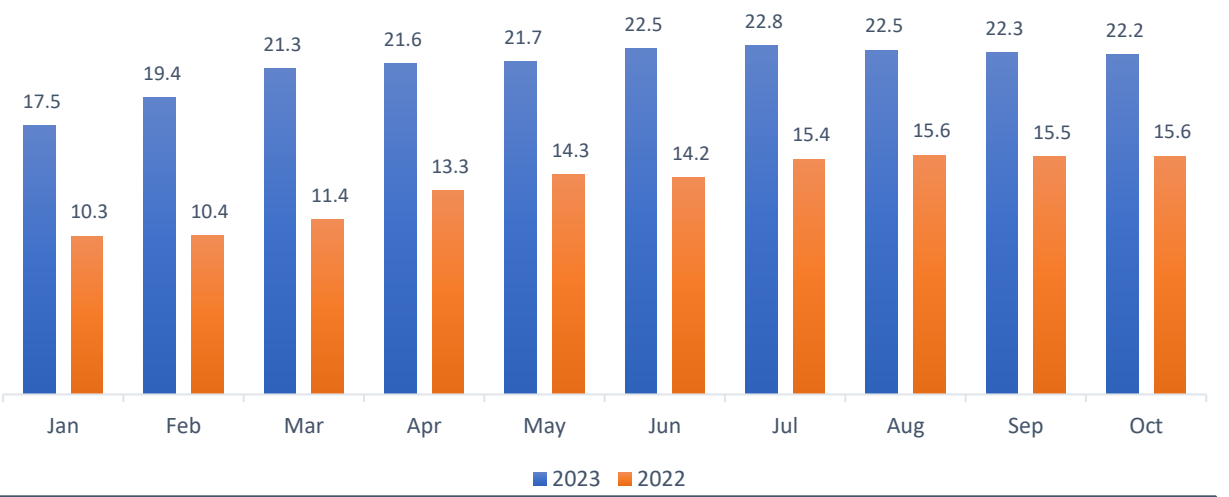
Economic Overview

Economic Overview

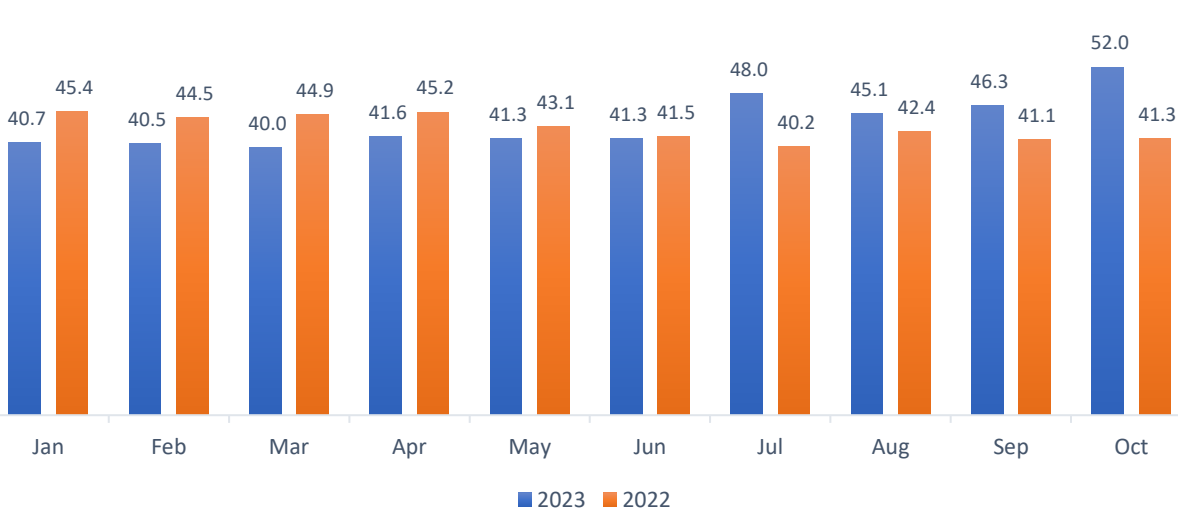
CPI inflation %



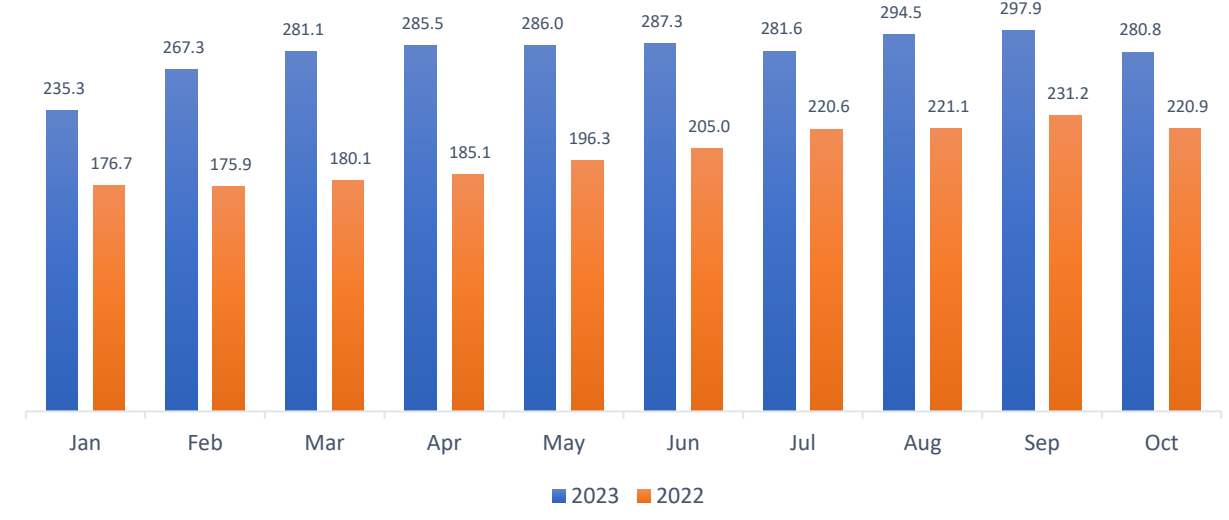
1-month KIBOR month end rate %



KSE – 100 (monthly average)



Monthly Exchange Rates



Other updates



27% currency devaluation since start of the year.



CPI index: 31.44% in Sep 2023 (23.2% in Sep 2022)



Super tax rate enhanced (6% increase)

GSK

Company Overview

Board of Directors



Ms. Lai Kuen Goh
(Chairperson)



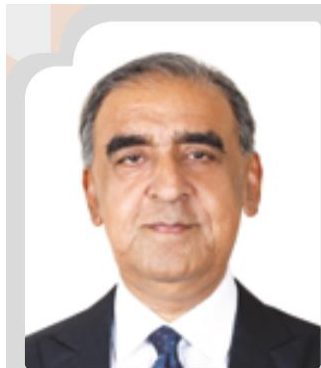
Ms. Erum Shakir
Rahim
(Chief Executive Officer)



Mr. Hasham Baber
(Chief Financial Officer)



Ms. Maheen Rahman
(Independent Director)



Mr. Muneer Kamal
(Independent Director)



Mr. Mehmood
Mandviwalla
(Non-Executive Director)



Mr. Simon Foster
(Non-Executive Director)

The GSK logo is rendered in a bold, white, sans-serif typeface. The letters are thick and blocky, with a slight shadow effect. The 'G' is a simple, rounded shape. The 'S' is composed of two thick, curved strokes. The 'K' is formed by a vertical stem and two diagonal strokes that meet at the top and bottom. The logo is set against a solid orange background that has a subtle gradient from top to bottom.

Our purpose

We unite science, technology
and talent to get ahead
of disease together

How we'll get Ahead Together

Our culture and thriving GSK people

**Ambitious
for patients**

We're investing in innovation and growth at pace to achieve health impact at scale

**Accountable
for impact**

We set focused objectives with clear measures of success

Do the right thing

We act responsibly and aim to lead the way on issues that matter



GSK

Our Awards & Recognitions

Our awards & recognitions

BEST CORPORATE REPORT - 2022

GSK Pakistan secured first position in Pharma Category

Extensive Best Corporate Report criteria set out by professional accounting bodies (ICAP & ICMAP) to ascertain BCR award.



TOP EMPLOYER 2023

GSK Pakistan has been recognised as a Top Employer in Pakistan

Being certified as a Top Employer for three consecutive years reflects GSK Pakistan's dedication to a better world of work and exhibits this through excellent HR policies and people practices



GSK

Financial Outline

Key financial highlights

	Sep 30, 2023	Sep 30, 2022
Net sales	Rs. 37.0 b	Rs. 30.1 b
Gross profit	Rs. 2.63 b	Rs. 5.51 b
Gross margin	7.1%	18.3%
(Loss) / profit before tax	Rs. (0.4 b)	Rs. 2.5 b
Earning per share	Rs. (1.23)	Rs. 2.45

Key Financial Ratios

Ratios	Sep 30, 2023	Sep 30, 2022
Return on equity	-1.9%	3.7%
Current Ratio	1.58	1.82
Inventory days	103	116
Receivable days	8	17
Payable days	46	70

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Questions & Answers