



Quality Chemical Industries Limited

**AGM\_FY24/25**

**16-July-2025**

# Delivering our purpose of “life after well”



## Mission

To improve the quality of life by increasing access to effective, affordable medicines.



## Vision

To become a centre of excellence in the manufacturing of quality, affordable medicines.



## Values

Passionate about **Quality**

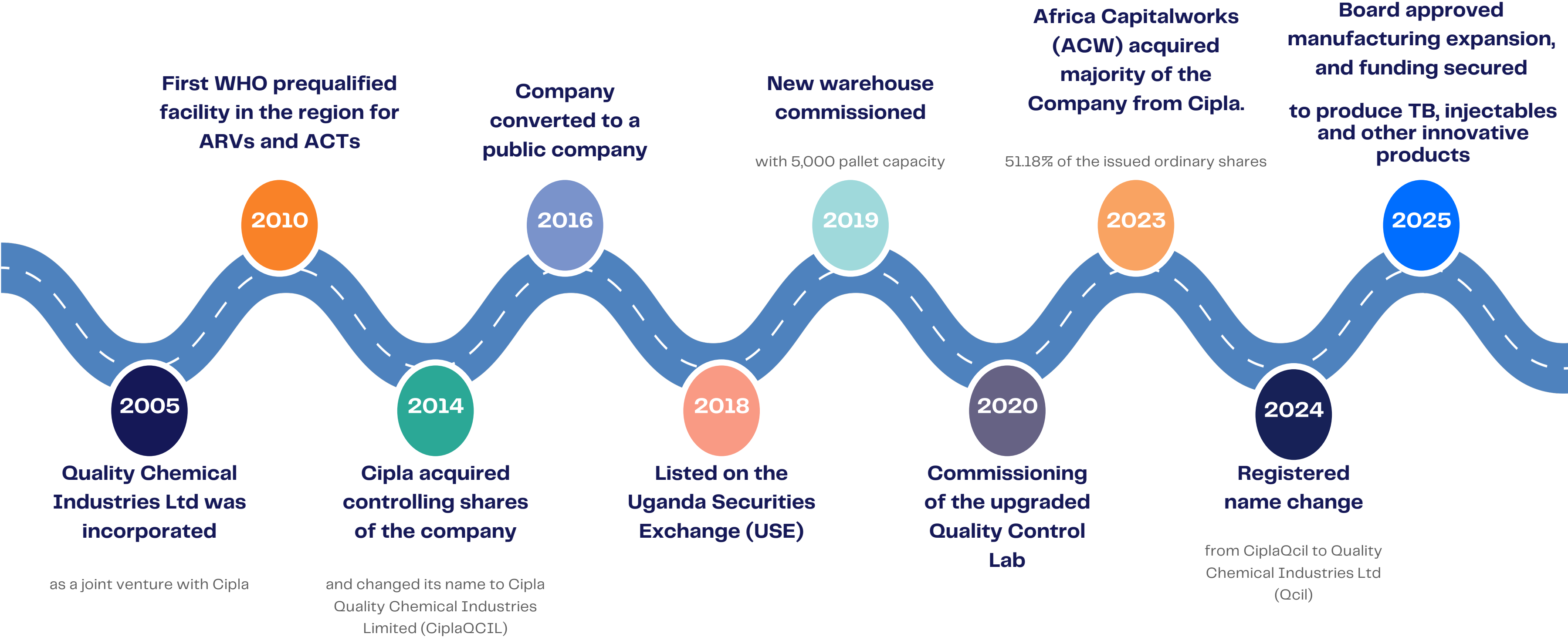
Driven by **Innovation**

Prioritising **Availability**

Committed to **Affordability**

Founded on **Trust**

# 20 years of making a difference



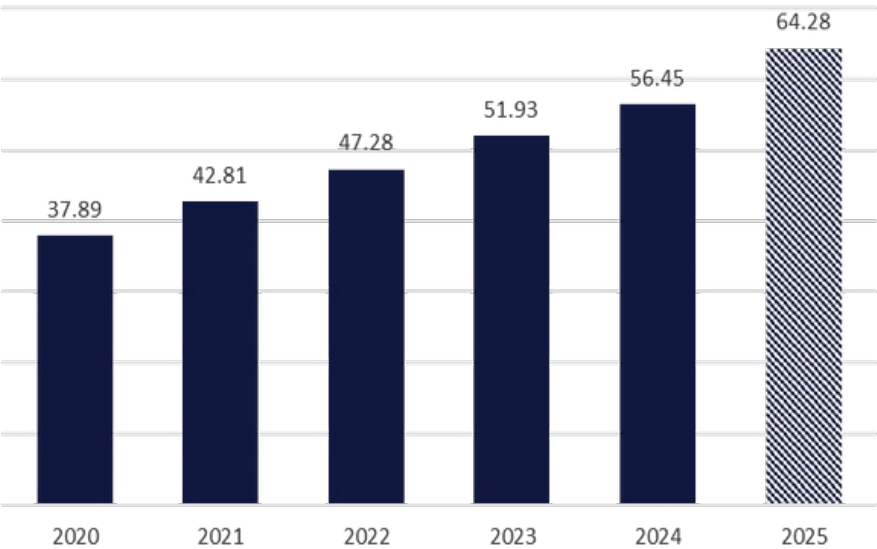


# Our Operating Environment



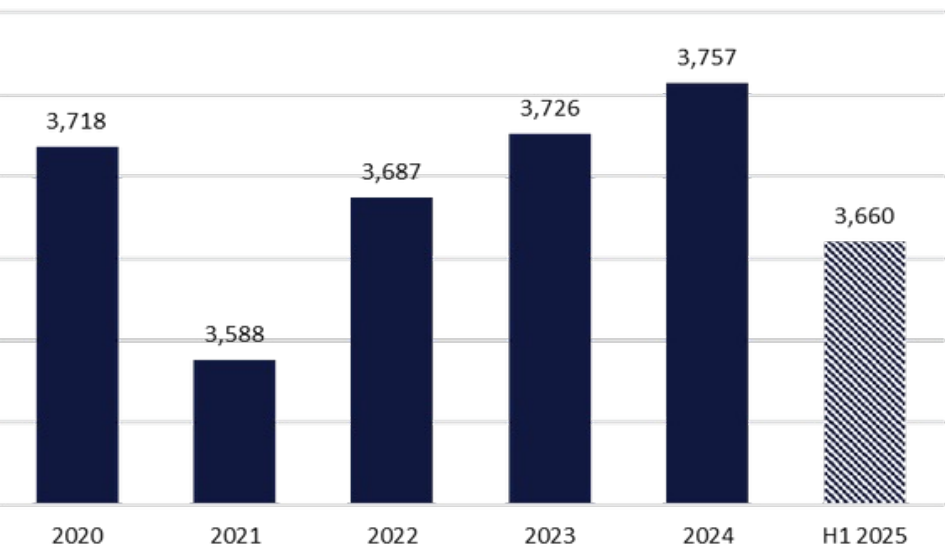
## Uganda GDP (USD Billions)

Continued YoY GDP growth projected



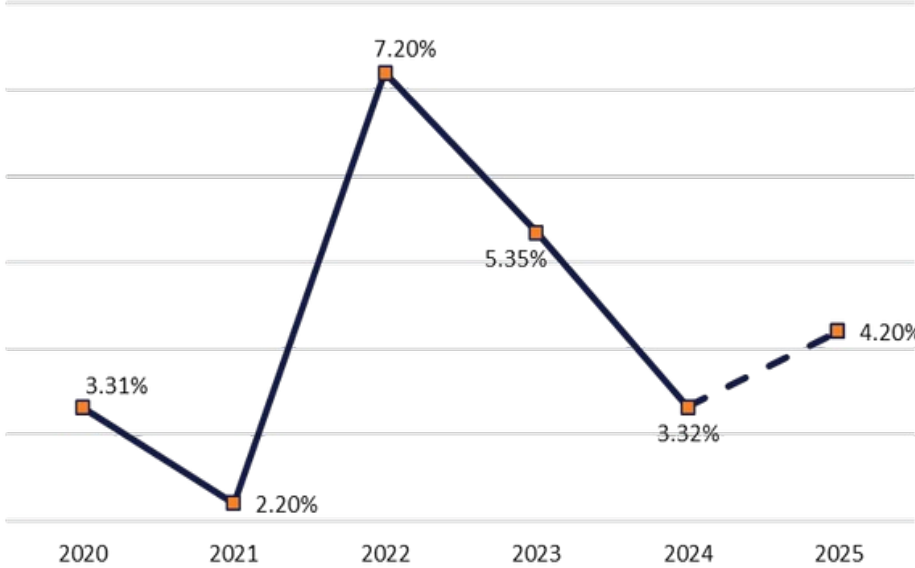
## Avg. USD/UGX Exchange Rate

Exchange rate trends reflect monetary stability



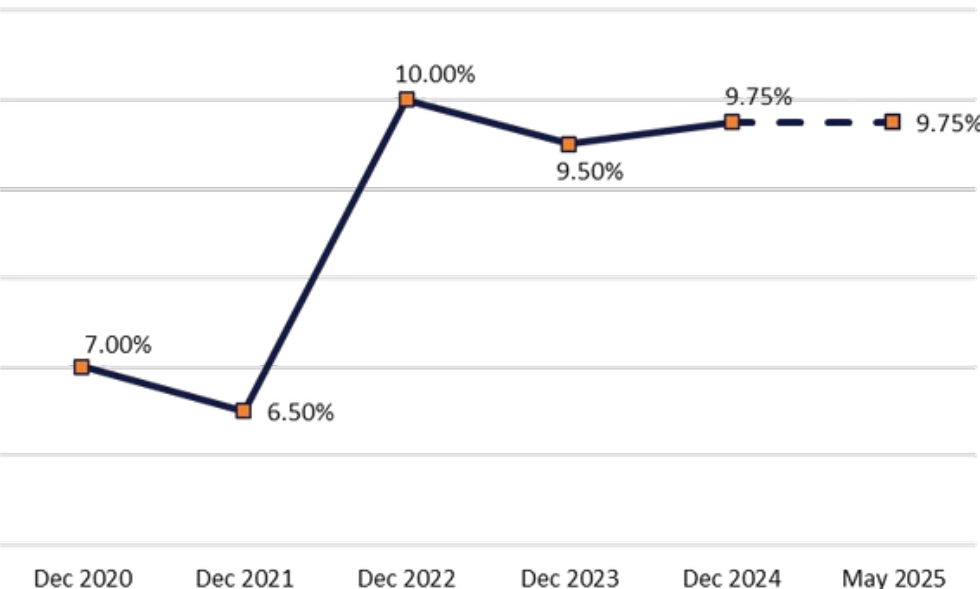
## Uganda Inflation (Average Consumer Prices)

Inflation expected to remain below 5.0% in 2025



## Central Bank Rate (CBR)

CBR stable at 9.75% to cope with emerging inflation risks



## Market

- ❑ African pharmaceutical market is valued at approximately **USD 27 billion**, forecasted to reach **35 billion** by 2030
- ❑ East African market is estimated to be valued **USD 2.4 billion**, and project to reach **4.4 billion** by 2033

## Uganda pharma industry

- ❑ Uganda pharma market is valued at **USD 300-500 million**
- ❑ FY24/25 GoU health care supply spend was about **USD 200 million**
- ❑ As of Oct 2024, there are **40 licensed** pharmaceutical manufacturers in Uganda according to NDA
- ❑ **20% of domestic** medicines are produced locally

# Our Sustainability Focus and Impact

## Four key areas for environmental sustainability:



### Carbon Emission:

In respect to Scope 1 emissions, we are aspiring to achieve carbon neutrality by 2030



### Water Consumption:

We are aiming to reduce the consumption of blue water and aiming for water neutrality by 2028



### Land Pollution

Qcil remains committed to achieving its zero-waste-to-landfill target by end of 2025, and we have made notable progress in reducing waste to the landfill generation



### Wastewater Management:

We are applying safe discharge targets established by the antimicrobial resistance (AMR) industry

As part of our commitment to responsible growth and long-term impact, we undertook a rigorous assessment to identify the sustainability issues most relevant to both our business and the communities we serve. This process led us to focus our efforts on six Sustainable Development Goals (SDGs) where we believe we can make the most meaningful difference.

### 3 GOOD HEALTH AND WELL-BEING



### 6 CLEAN WATER AND SANITATION



### 8 DECENT WORK AND ECONOMIC GROWTH



### 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



### 12 RESPONSIBLE CONSUMPTION AND PRODUCTION



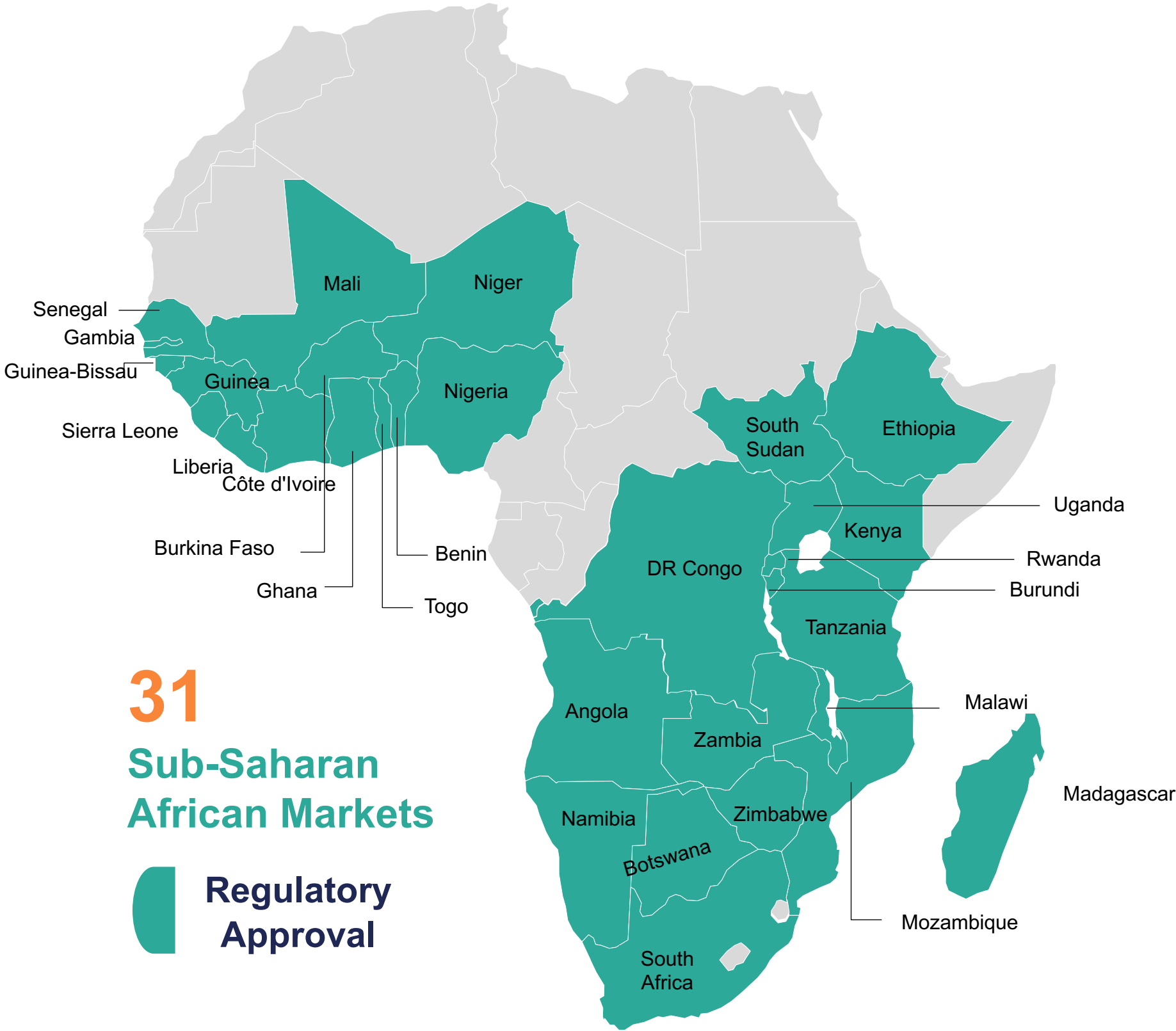
### 13 CLIMATE ACTION



# Our Priority Diseases and Regulatory Footprint

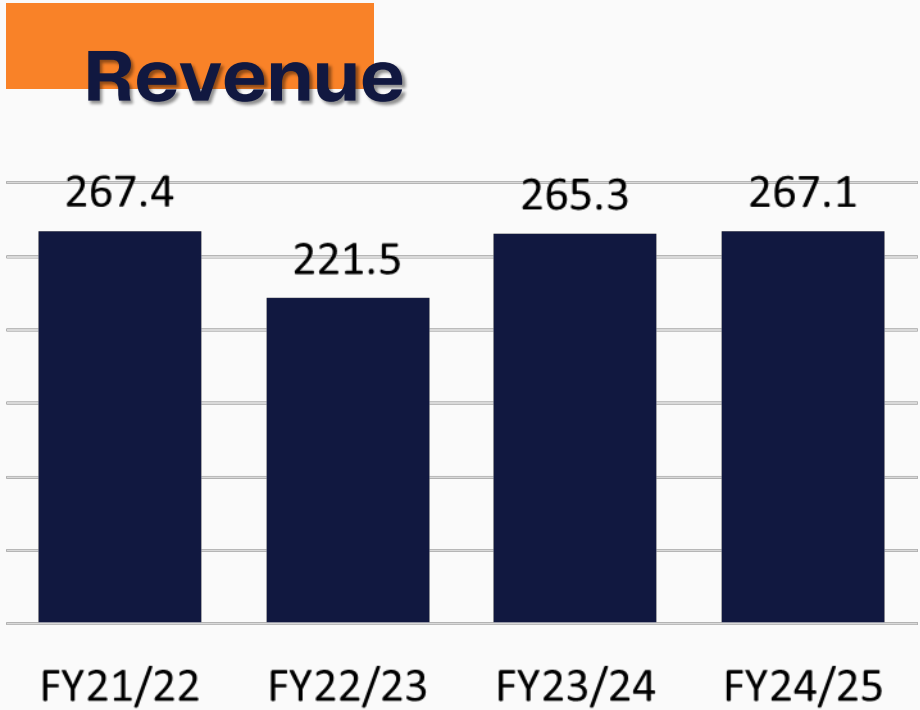
	Africa	
Disease	Prevalence / Incidence (Approx.)	Deaths per Year (Approx.)
Malaria	246M cases	570,000
HIV/AIDS	25.6M people living with HIV	650,000
Tuberculosis (TB)	2.5M new cases	424,000

	East Africa	
Disease	Prevalence / Incidence (Approx.)	Deaths per Year (Approx.)
Malaria	23.8M cases	55,000
HIV/AIDS	5.4M people living with HIV	180,000
Tuberculosis (TB)	0.5M cases	100,000



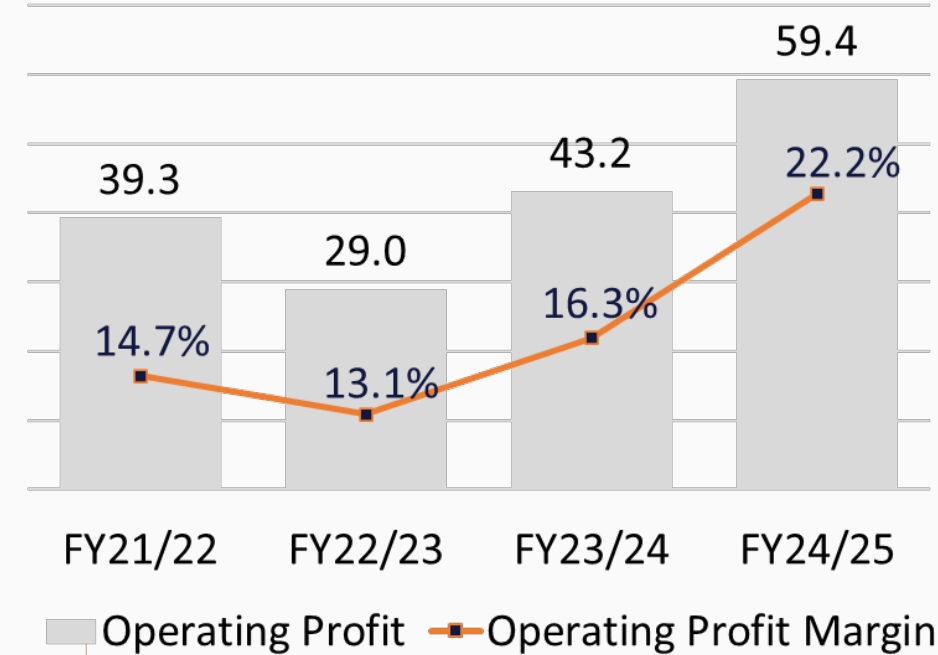
# Financial Performance

All Figures in US\$ billions unless otherwise stated



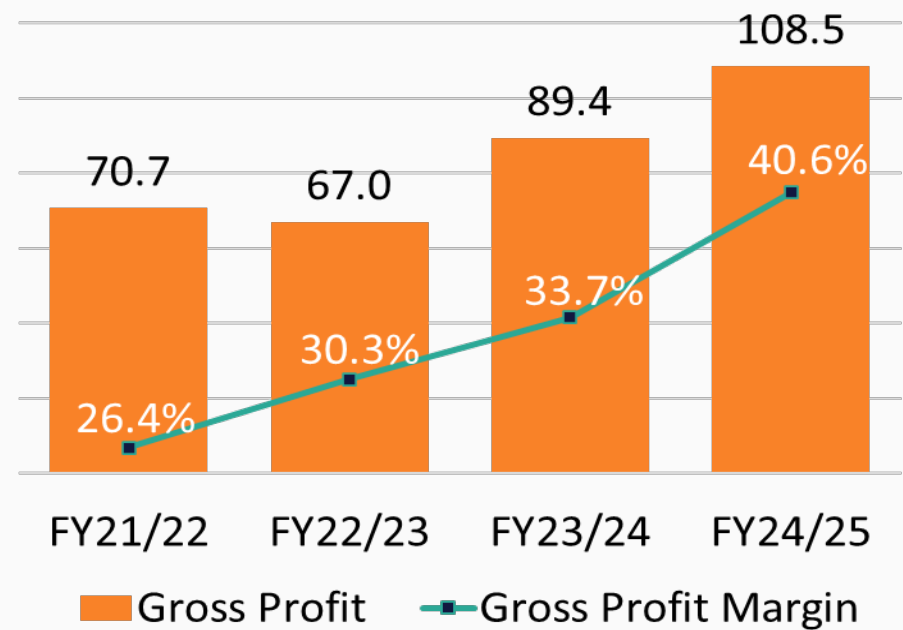
- Stable year-on-year revenue performance
- Local orders increased by 19.4% driven by increased demand for ARVs
- Export orders declined by 32.5% primarily due slowdown of donor funded demand

### Operating Profit and Margin



- Rose by **37.6% YoY**, boosted by improved margins and a recovered receivable from the GoZ
- Gains were partially offset by a **14.9% increase in G&A expenses** from licensing costs, a new staff incentive scheme, and inflation.

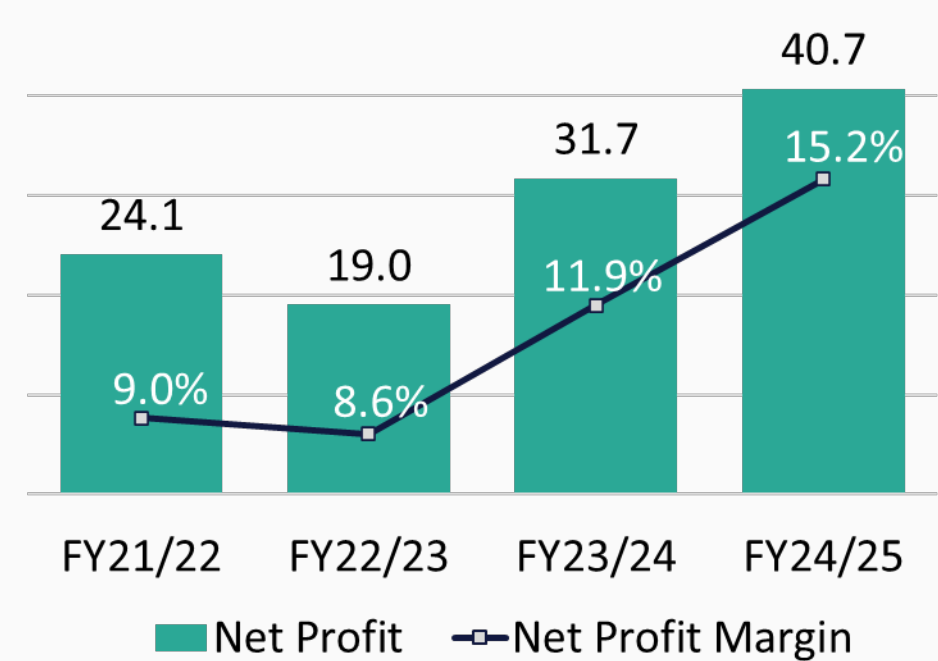
### Gross Profit and Margin



Gross profit increased by **21.4%** compared to FY 24 due to:

- High-margin product mix in orders received
- Improved manufacturing efficiency
- Lower raw material costs

### Net Profit and Margin



Net profit rose by **28.0%** compared to FY 24 due to:

- Strong operational performance
- Positive net finance income as gains from short-term cash placements outweighed forex-related finance costs.

# Financial Ratio



Current Ratio

4.1

FY 23/24: 3.8

Earnings Per Share

UShs 11.1

FY 23/24: UShs 8.7

Dividend Per Share<sup>#</sup>

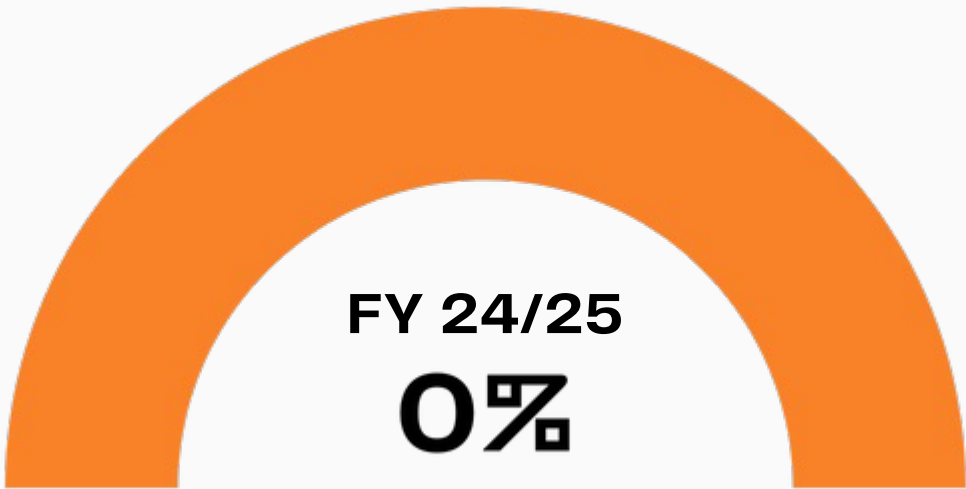
UShs 13.5

FY 23/24: UShs 5.7

Price to Earnings Ratio

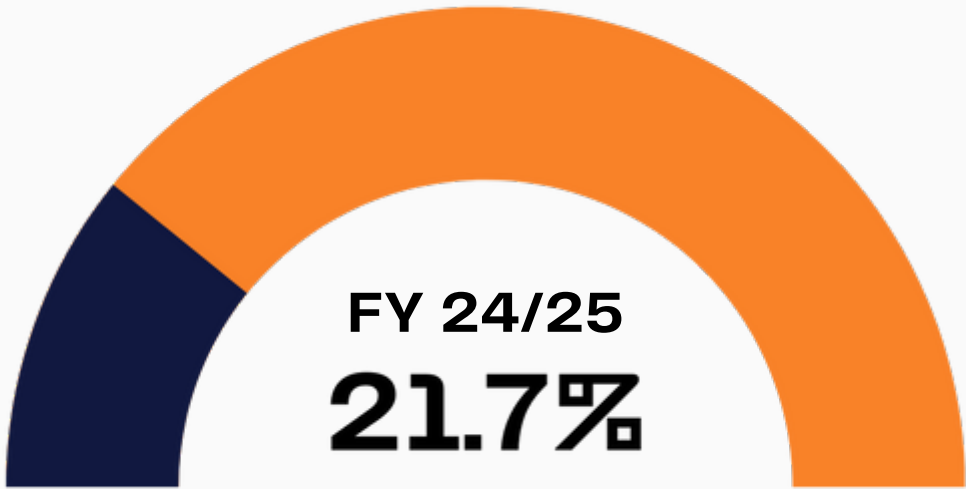
8.0x

FY 23/24: 7.2x



Gearing Ratio

FY 23/24: 0%



Return on Equity

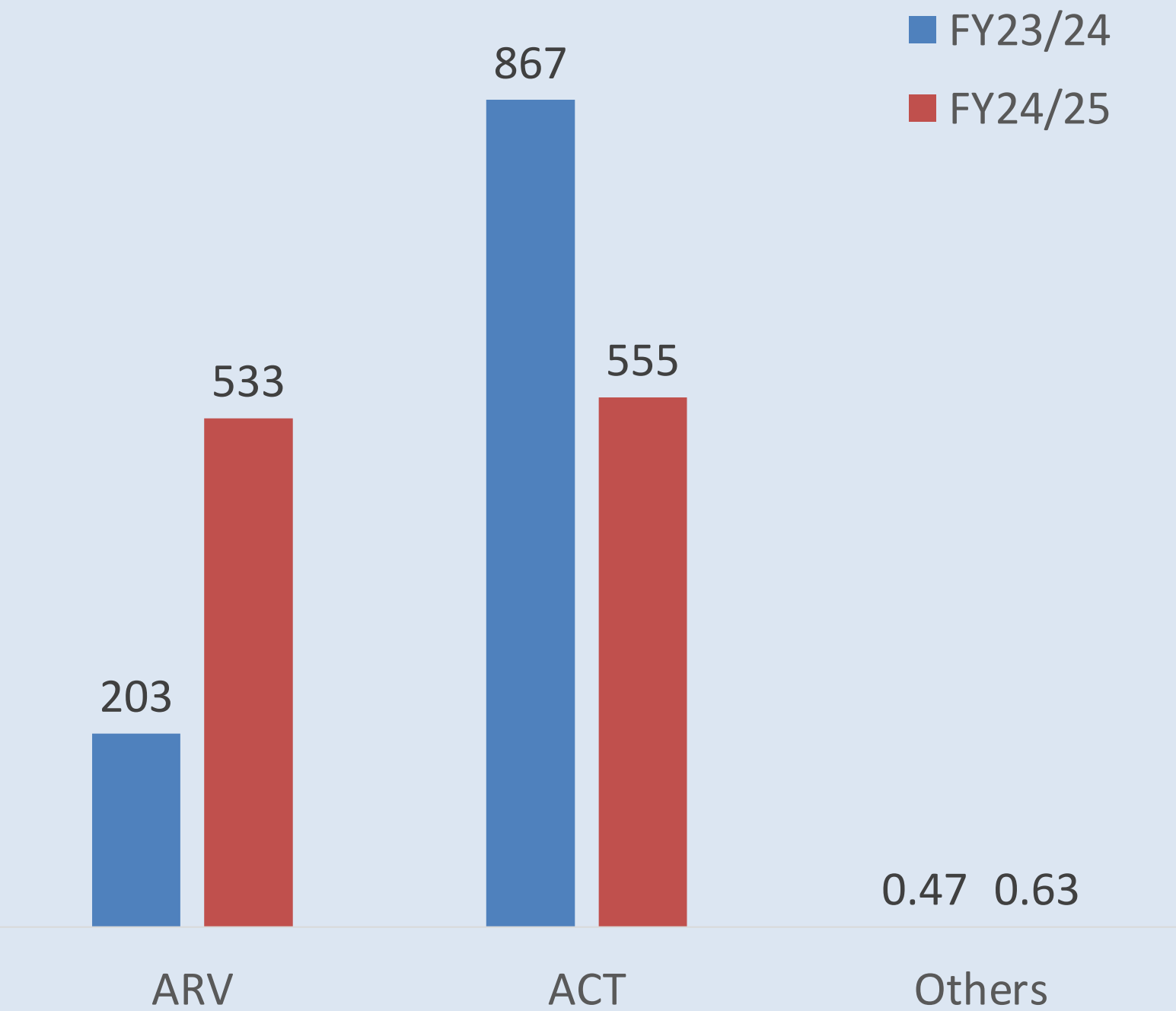
FY 23/24: 17.7%

**Notes:**

- <sup>#</sup> Dividend per share includes the proposed final dividend, pending shareholder approval



Category Analysis : Volume( million units)



- GHG emissions **decreased by 5% in** compared to FY23/24
- Water consumption **reduced by more than 26%** compared to FY23/24
- Waste-to-landfill **reduced by 54%** compared to FY23/24
- 100% compliance with health and safety requirements
- Employs **362 permanent** and 220 contract staff
- Women make up **26% of our** workforce and 30% at management levels, a growing presence that reflects our belief in equal opportunity for all
- In the community, we conducted 11 medical camps across Uganda and donated over 1,500 doses of anti-malarial medicine to support public health.



# Community Impact





# Transitioning to Qcil-Owned Systems: Transformation



Following Cipla’s exit, Qcil initiated a strategic transition to full operational independence. This included a rebranding exercise completed in FY23/24 and, most notably, the successful migration from Cipla’s integrated operating systems, covering manufacturing, finance, and HR. As of May 2025, Qcil runs entirely on its own infrastructure. Below are some of the state-of-the-art ERP and operating systems now powering our operations.

01

SAP S4 HANA

02

LIMS

03

Trackwise

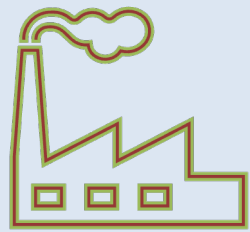
04

HRMS

05

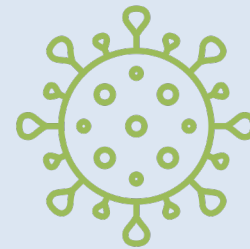
Chromeleon

# Our priorities



Ensuring **Availability**  
and **Affordability**  
through manufacturing

*Adding markets,  
capacity and capability*



Ensuring **Access** of new  
products through Africa  
focused portfolio

*Product development, in  
licensing, technology  
partnership*

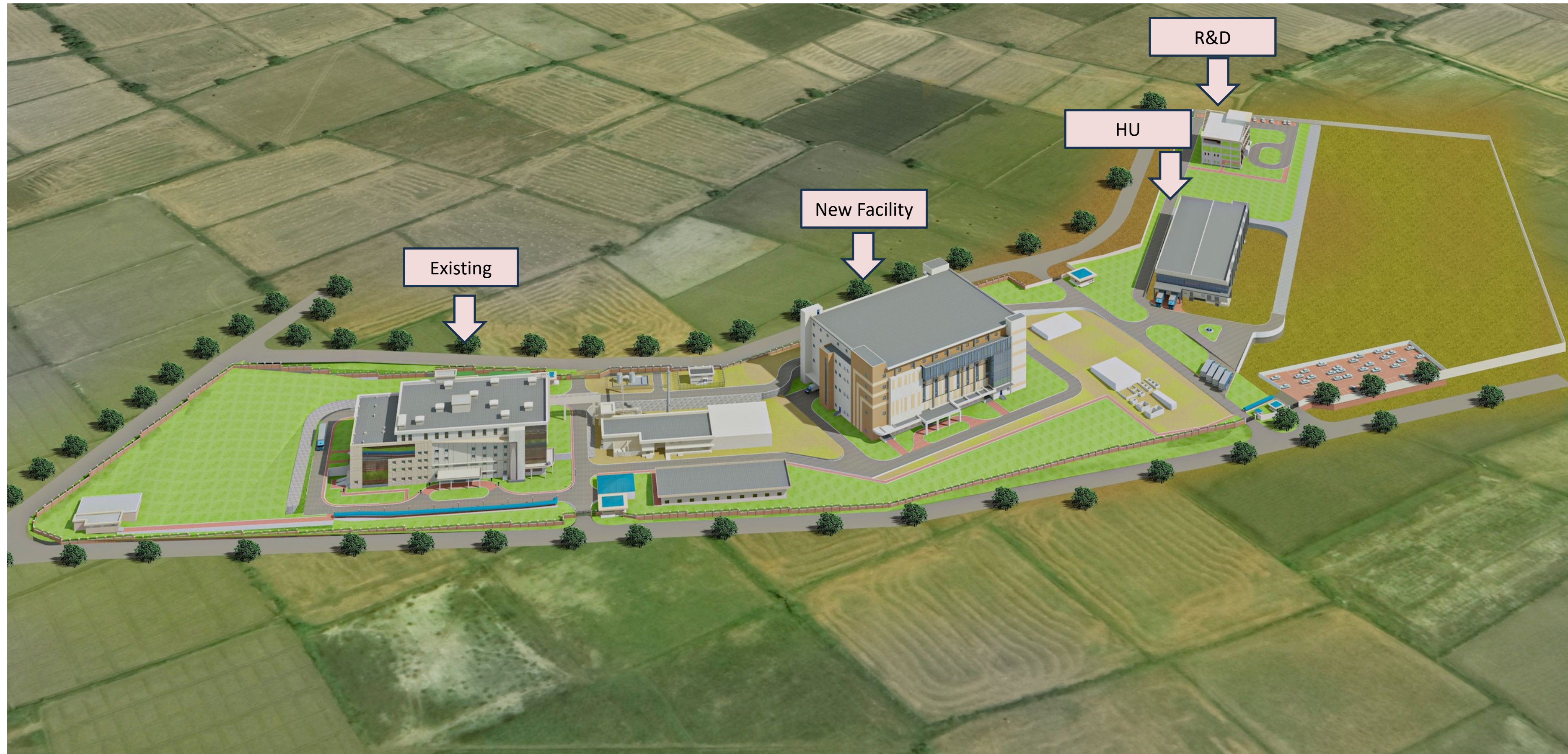


Building **Private** market  
segment in the region

*Leveraging mfg. and  
portfolio strength to  
address access and  
availability of quality  
products in private  
market*



# Fuel For Growth: Investment in Capacity and Capability





# FY 25/26 Focus areas

Qcil continues to deploy capital in continuous value creating assets. The company has secured funding to set a second manufacturing facility and a R&D center.



- Launch of treatment for blood related disorder – sickle cell anemia – **Dec 2025**
  - ❖ Address the unmet need of the ~410,000 sickle cell patients in Uganda
  - ❖ Every year 515,000 babies are born with sickle cell disease in Sub-Saharan Africa
  - ❖ Qcil setting up a dedicated facility to produce 2 strengths of sickle cell treatment
- Launch of construction for new facility- **Aug 2025**
  - ❖ Annual output capacity to increase by 1.0 billion tablets
  - ❖ Introduction of new therapeutic areas including a TB drugs line – first in the region
  - ❖ Introduction of injectable medicines production line to respond to recent patient treatment preferences
  - ❖ R&D block
  - ❖ Target completion timeline 24 month
- Setting up a sales and distribution office in Zambia
- Expansion of portfolio for Malaria and HIV to include newer treatments for adult and children





# Portfolio outlook & Launches

## ❑ HIV

Launch of two new products in the year,  
including the latest first line  
recommended product ALD Pediatric

## ❑ Malaria

Launch of two products, including one  
for pediatric

❑ Product launches in the therapeutic  
category of **Pain management, pain  
management associated with pyrexia,  
anti fungal agents and mild insomnia**





# Product Pipeline for Launch in FY25/26



## ANTIBIOTICS



**MeroQ**  
MEROPENEM FOR INJECTION USP 1G

**Meropenem inj 1 G**  
1 G  
20 ML Vial  
Antibiotic  
Broad-spectrum antibiotic  
used to treat various bacterial  
infections.



**Mupi-Q**  
MUPIROCIN OINTMENT BP 2.0% W/W

**Mupirocin Cream 2% w/w**  
2% w/w  
15 G Lemi Tube  
Antibiotic  
Topical antibiotic used for  
treating skin infections.

## ANTIBIOTICS



**Q-Ceft**  
CEFTRIAXONE FOR INJECTION USP 1 G

For I.V. / I.M. use  
**Ceftriaxone inj 1 G**  
1 G  
10 ML Vials  
Antibiotic  
Injectable antibiotic used for  
serious bacterial infections.



**TazPO**  
PIPERACILLIN & TAZOBACTAM FOR  
INJECTION USP 4.5 GM

**Piperacillin+Tazobactam inj**  
Varies  
Vial Twin Pack  
Antibiotic  
Combination antibiotic for  
treating multi-drug-resistant  
bacterial infections.

## ANTI-ALLERGIC



**Methaler**  
MOMETASONE FUROATE NASAL SPRAY (50MCG/DOSE)  
120 METERED SPRAYS

**Mometasone 50 mcg Spray Nasal**  
20 ML  
Plastic Vial with  
Spray pump  
anti-allergic  
Nasal spray used for the treatment  
of allergic rhinitis.



**E-fet**  
LEVOCETIRIZINE DIHYDROCHLORIDE TABLETS USP 5 MG

**Levocetirizine 5 mg Tablets**  
5 mg  
1 X 10's  
Anti-allergic  
Antihistamine used for the treatment of  
allergic symptoms such as rhinitis.

## GASTROINTESTINAL



**RightM**  
RABEPRAZOLE TABLETS 20 MG

**Rabeprazole 20 mg Tablets**  
20 mg  
1 X 10's  
Gastrointestinal  
Proton pump inhibitor used for  
treating acid reflux and stomach  
ulcers.





**7 August 2025:** Dividend Book Closure Date

**14 August 2025:** Dividend Payment Date



Quality Chemical Industries Limited

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