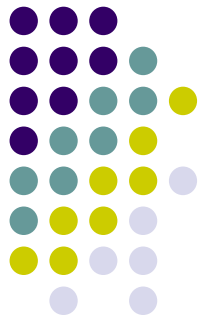




INTRAVENOUS INFUSIONS PLC
MANUFACTURERS OF PHARMACEUTICAL PRODUCTS
"Saving lives since 1969"

Facts Behind The Figures



Moukhtar M. Soalihi
Managing Director
September 10, 2021

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Corporate Information - IIPLC

- Incorporated in 1969, began operations in 1974, as a limited liability and went public through an Initial Public Offer in 2015 on the Ghana Alternative Market (GAX).
- First pharmaceutical company to produce intravenous fluids in Ghana and West Africa.
- Its main business activity is the production and distribution of intravenous infusions for therapeutic purposes.
- Located in Koforidua and supported by 5 distribution outlets in Ghana (Accra, Koforidua- Volta, Kumasi-BA, Takoradi-Central and the Tamale Zone).
- By the nature of its life saving products, IIPLC plays a strategic role in the health delivery programs, not only in Ghana Ministry of Health, but also all the Private Hospitals as well as Health sectors of Institutions like the Ghana Armed Forces, Police Service and Mission Hospitals.

Our Products



IV Fluids [LVPs]

Dextrose Solutions, Dextrose Saline Solutions, Sodium Chloride Solutions, Poly-Saline Lactate Solutions, Poly-Saline Dextrose Solutions, Special Solutions



Administrative Sets

Infusion Giving Sets
Blood Giving Sets



Small Volume Injectables [SVP]

Magnesium Sulphate 50% Injection, Magnesium Sulphate 20% Injection, Pethidine Injection, Quinine 600mg Injection, Quinine 300mg Injection

Other New Products



Hand Sanitizers



Rubbing Alcohol



Methylated Spirit



Financial Highlights & Review



Year 2020 In Review

- The COVID-19 Pandemic led to a reduction in demand of infusions as hospitals recorded low level of attendance at the OPD level by patients across all hospitals in Ghana, reflecting a decline in revenue recorded during the year 2020.
- Reduction of non-critical surgeries in major hospitals due to the pandemic also affected the consumption of IV fluids.
- Despite the negative impact of COVID-19, we have taken the opportunity presented by the pandemic to go into the production and distribution of hand sanitizers and handwashing soaps.
- As part of our CSR activities, IIPLC donated infusions to Noguchi Memorial Institute to support the testing of the COVID-19 virus in November 2020.
- New Plants and Machinery have been procured and delivered through a medium term loan facility of US\$3.2 million secured from Ecobank Ghana Ltd under the Government of Ghana Stimulus Package.

Year 2020 In Review

- The COVID-19 Pandemic led to a reduction in demand of infusions as hospitals recorded low level of attendance at the OPD level by patients across all hospitals in Ghana. This reduced the demand and consumption of our products reflecting a decline in revenue recorded during the year 2020. The revenue situation has since normalized.
- Despite the negative impact of COVID-19, we have taken the opportunity presented by the virus to go into the production and sale of hand sanitizers and handwashing soaps. The impact of which will be manifested in subsequent years.
- As part of our CSR activities, IIPLC donated infusions to Noguchi Memorial Institute to support the testing of the COVID-19 virus in November 2020.
- New Plants and Machinery have been procured and delivered through a medium term loan facility of US\$3.2 million secured from Ecobank Ghana Ltd under the Government of Ghana Stimulus Package.

Financial Highlights

Revenue

Dec 2020:

GHS 20.69m

(-10.47% y/y)

Dec 2019: GHS 23.08m

Gross Profit

Dec 2020:

GHS 11.91m

(-12.86% y/y)

Dec 2019 GHS 11.68m

Net Profit

Dec 2020:

GHS 1.45m

(-22.44% y/y)

Dec 2019: GHS 1.87m

Net Shareholder's Funds

Dec 2020:

GHS 17.94m

(+1.38% y/y)

Dec 2019: GHS 17.69m

Return on Equity (ROE)

Dec 2020:

8.09%

(-23.46% y/y)

Dec 2019: 10.57%

Total Assets

Dec 2020:

GHS 37.33m

(+22.52% y/y)

Dec 2019: GHS 30.47m

Earnings per Share (EPS)

Dec 2020:

Gp 0.53

(-27.40% y/y)

Dec 2019: Gp 0.73

Return on Assets (ROA)

Dec 2020:

3.89%

(-36.65% y/y)

Dec 2019: 6.14%

Dividend Yield

Dec 2020:

0.0582%

(-29.27% y/y)

Dec 2019: 0.082%

5-year Audited Financial Summary

(In GHS '000)

2016A

2017A

2018A

2019A

2020A

INCOME STATEMENT

Revenue

10,596

16,372

20,207

23,085

20,669

Growth (y/y)

40.7%

54.5%

23.4%

14.25%

-10.47%

Gross Profit

5,315

10,074

11,907

11,686

10,183

Margin

50.2%

61.5%

58.9%

50.62%

49.27%

EBIT

1,973

4,161

4,020

2,560

1,693

Margin

18.6%

28.4%

19.9%

11.1%

8.19%

Net Profit

670

2,731

2,843

1,870

1,451

Margin

6.3%

16.7%

14.1%

8.1%

7.0%

5-year Audited Financial Summary

(In GHS '000)

2016A

2017A

2018A

2019A

2020A

BALANCE SHEET

Total Assets

12,309

20,518

26,551

30,470

37,331

Total Liabilities

5,114

10,593

12,077

12,774

19,391

Total Equity

7,195

9,926

14,473

17,697

17,940

Total Liabilities & Equity

12,309

20,518

26,551

30,470

37,331

RATIOS

Return on Equity

9.3%

27.5%

19.6%

10.57%

8.09%

Equity/Total Assets

0.58x

0.48x

0.55x

0.59x

0.48x

Total Liabilities/Total Equity

0.71x

1.07x

0.83x

0.72x

1.08x

Total Liabilities/Total Assets

0.42x

0.52x

0.45x

0.42x

0.52x

2020 Financial Review – Income Statement

	Audited FY 2020	Audited FY 2019	% Change Y/Y
	GHS	GHS	
Revenue	20,668,656	23,085,380	-10.47
Cost of Sales	(10,485,928)	(11,399,528)	-8.01
Gross profit	10,182,728	11,685,852	-12.86
Other income	32,812	21,268	54.28
	10,215,540	11,707,120	-12.74
Operating and other expenses	(7,810,452)	(8,652,016)	-9.73
Depreciation and amortization	(712,211)	(494,990)	43.88
Profit before finance cost and tax	1,692,877	2,560,114	33.87
Finance cost	(329, 899)	(259,619)	27.07
Profit/(Loss) before tax	1,362,978	2,300,495	-40.75
Income tax expense	87,907	(429,887)	120%
Profit for the year	1,450,885	1,870,608	-22.44

2020 Financial Review – Balance Sheet

	Audited FY 2020	Audited FY 2019	%Change Y/Y
Assets	GHS	GHS	
Total Non-current assets	13,853,715	10,642,625	30.17
Current assets	23,477,737	19,827,573	18.41
Total assets	37,331,452	30,470,198	22.52
Equity and Liabilities			
Stated capital and reserves	17,940,057	17,696,569	1.38
Non-current liabilities	8,060,063	4,068,435	98.11
Current liabilities	10,872,478	7,857,292	38.37
Total Equity and Liabilities	37,331,452	30,470,198	22.52

2021 Half Year Financial Review – Income Statement

	Unaudited HY 2021	Audited HY 2020	% Change Y/Y
	GHS	GHS	
Revenue	11,527,052	8,017,441	44%
Cost of operations	(4,986,034)	(3,908,856)	28%
Gross profit	6,541,018	4,108,585	59%
Other income	18,418	9,015	104%
	6,559,436	4,117,600	59%
Operating and other expenses	(3,829,629)	(3,307,943)	16%
Depreciation and amortization	(356,106)	(280,560)	27%
Profit before finance cost and tax	2,373,701	529,097	349%
Finance cost	(170,822)	(94,463)	81%
Profit/(Loss) before tax	2,202,880	434,634	407%
Income tax expense	413,040	(81,494)	407%
Profit for the year	1,789,840	353,140	407%

OUTLOOK – 2021 AND BEYOND



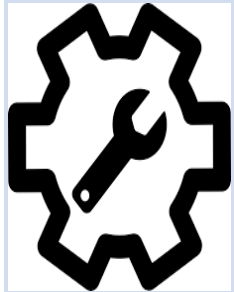
Increase turnover to **GHS39.8M** from **GHS20.7M** in the next 2 years.



Introduce **6 new products** in the next **18 months**



Continuous collaboration with KNUST for product development



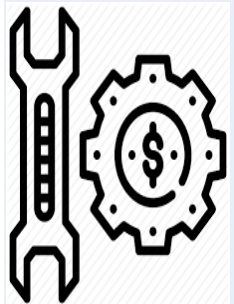
Construction of an Ultra-modern factory



Re-establish West African presence



Increase market share to 60% in the next 2years.



Collaborate with Government to address funding challenges of NHIS



Installation of newly acquired plants and machinery.



Appeal to Government to support the local production of Infusions.

Q & A Session





INTRAVENOUS INFUSIONS PLC

MANUFACTURERS OF PHARMACEUTICAL PRODUCTS

"Saving lives since 1969"

Thank You

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