



Hemas Holdings PLC

Investor Presentation – Q3 FY23

WHO WE ARE

Established in 1948, Hemas Holdings is one of Sri Lanka's leading conglomerate with focused interest in Consumer and Healthcare.

Listed in the Colombo Stock Exchange Hemas has presence in Sri Lanka and Bangladesh, bringing healthful living to life through its offerings.

75

Years in
Operation

USD
93_{mn}

Market
Capitalisation

35%
Free Float

USD
258_{mn}
Total Assets

AAA
Long-term
Fitch Rating

>5k
Employees

Key Milestones

1948

"Established Hemas Drugs Pvt Ltd"

2003

"IPO on the Colombo Stock Exchange"

2007

"Extended operations into Hospital Space"

2013

"Acquired leading Pharmaceutical Manufacturing firm – JL Morison"

2018

"Acquired Sri Lanka's Largest Stationery Brand- Atlas"

IMPLICATIONS OF KEY MACRO ECONOMIC PARAMETERS ON HHL

✓ Surge In Inflation

“Change in consumer buying patterns with reduced disposable income”

57.2%

CCPI

59.2%

NCPI

YoY change (Dec 2021 vs Dec 2022)

✓ Depreciation of LKR

“Input cost inflation with increased cost on imported raw materials and pharmaceuticals”

81.2%

\$/Rs

YoY change (Dec 2021 vs Dec 2022)

✓ Global Commodity prices

“Prices of key commodities saw a declining momentum which was not fully translated to the consumer business due to forex impact and the lag effect”

-26.0%

Palm Oil

-8.9%

Crude Oil

YoY Change (Dec 2021 vs Dec 2022)

✓ Interest Rates

“6x YoY growth in Group finance cost for the quarter due to inflationary pressure and increased working capital to ensure product availability”

1,986 bps

AWPLR

YoY change (Dec 2021 vs Dec 2022)

✓ Tax Reforms

“Increased corporate tax and the one-off impact of deferred tax coupled with the domino effect on consumer demand and consumption-driven growth”

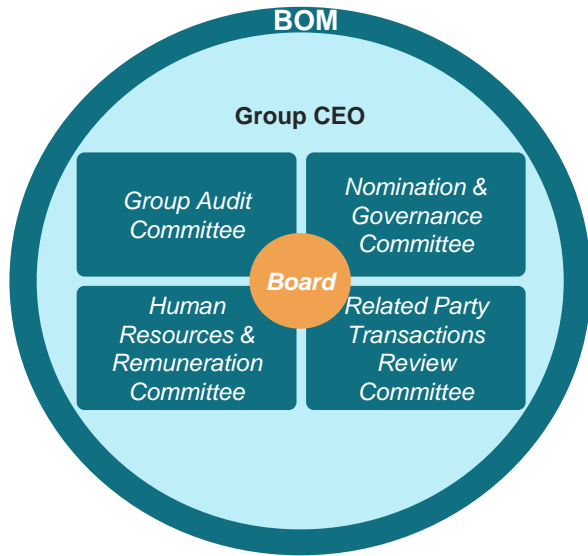
30%

Corporate Tax rate

1.2 Mn

Personal tax relief threshold

“India and the Paris Club have given assurance to the IMF on providing debt restructuring support to Sri Lanka. The country is discussing with other official bilateral creditors to obtain similar assurances”



Sound Corporate Governance Structure with an Independent Board



Strong balance sheet with a net gearing of 25%



Diversified and competent Leadership Team

KEY STRENGTHS

AAA (lka)
FitchRatings

Long-Term Rating of AAA (lka)' Stable Outlook

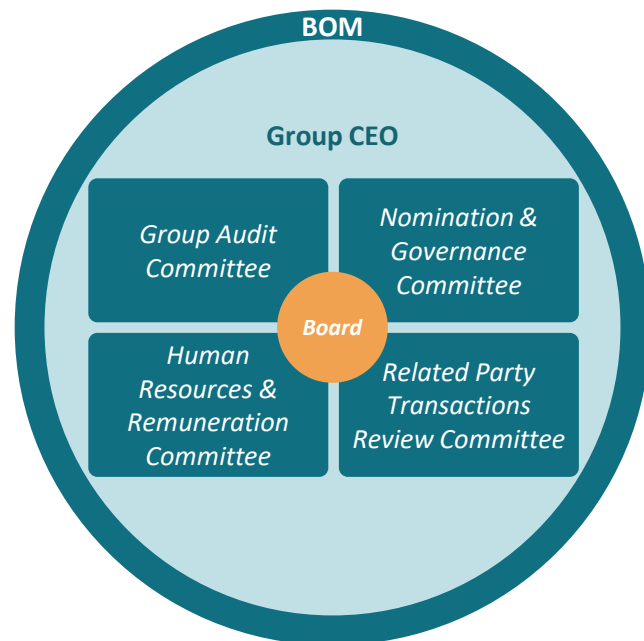


Presence in key defensive segments
Healthcare and Consumer



Strong value creating partnerships with internal and external stakeholders

Corporate Governance



BOM (Board of Management)

Consists of the senior leadership team of 9 members - MDs of our 5 major businesses and 4 leaders from Corporate Office. BOM is responsible for formulation and implementation of Group strategic plan and ensures that the Group works in a collaborative and high-performance manner not-withstanding the circumstances and challenges the Group faces.



The Board

Takes overall responsibility for the performance and affairs of the Company and the Group



Board Sub-committees

Ensures in-depth focus on delegated matters

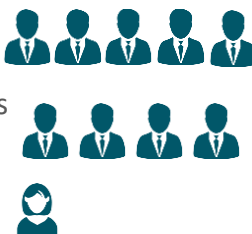


Group CEO

Leads the Executive Management team. Responsible for strategy development, implementation and Group performance

Board Composition

- Independent directors
- Non-Executive Directors (including Chairman)
- Executive Directors



Independence

50%

of the board is independent

Gender



90% : 10%

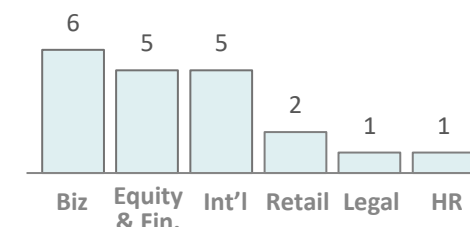
Board Size

10

Board size promoting accountability and encouraging healthy, constructive debate and decision-making, while meeting regulatory requirements

Expertise

Experienced Board, combining knowledge and skills relevant to the Group





STRATEGIC BUILDING BLOCKS



Building more from the core

Accelerate current business efforts to drive higher value in core business



New within the core and Adjacencies

Capturing new revenue streams to further strengthen the core and adjacencies



New business and Internationalisation

Explore attractive opportunities in new spaces and international markets



Efficiencies

Efficiency and productivity to further enhance capacity and improve growth

Our Strategic Building Blocks – Q2 FY 2022-23



MORE FROM THE CORE

- **HPC SL:** Launched lower grammage products to capture consumers purchasing smaller packs due to the current economic conditions (e.g 'Kumarika' and 'Dandex' launched an 80ml refill pack, 'Velvet Cutie' 70g soap and 'Baby Cheramy' budget pack)
- **Bangladesh:** Introduced 'Eva' and 'Kumarika' 150ml variant and 'Actisef mini' 30 g variant to capture consumers driven by price in the current inflationary environment.
- Double-digit growth reported in exports in Q3 FY23 vs Q3 last year.
- **Atlas:** 'Light a Future' initiative commenced its donation drive.
- **Pharma:** Launched over 40 new pharmaceutical and surgical products. New pharmaceutical products covered respiratory and wellness spaces whilst surgical products were focused on in-patient care.



NEW WITHIN THE CORE

- **Pharma:** Signed an agreement with a principal operating in the orthopedic space providing state of the art treatments focusing on bone related surgeries.



ADJACENCIES

- **Atlas:** Exports displayed progress in expanding to new geographical markets.
- Hemas ventured into the food industry with the recent launch of 'Tasty Country Flakers', a wholesome breakfast cereal made with 100% natural ingredients.



EFFICIENCY AND PRODUCTIVITY

- **Hospitals :** Focused on 5S, Kaizen and Lean initiatives as well as methods to improve turn around time in operational processes and surgical procedures.
- **HPC SL :** Conducted initiatives related to waste reduction.
- **Pharma:** Focused on route optimisation as a measure to reduce escalating transportation costs experienced at the warehouse.
- **Atlas:** 3,200+ Lean kaizens implemented. Commenced manufacturing of glue bottles in house as a cost saving measure.

New Product Launches during the Quarter

Home and Personal Care Sri Lanka



'Baby Cheramy' value packs



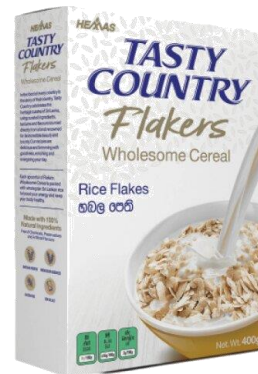
'Kumarika' shampoo refill



'Dandex' shampoo refill

'Tasty Country Flakers'

"Made with 100% natural ingredients and free of chemicals, preservatives, artificial flavours, and colours"



Home and Personal Care International

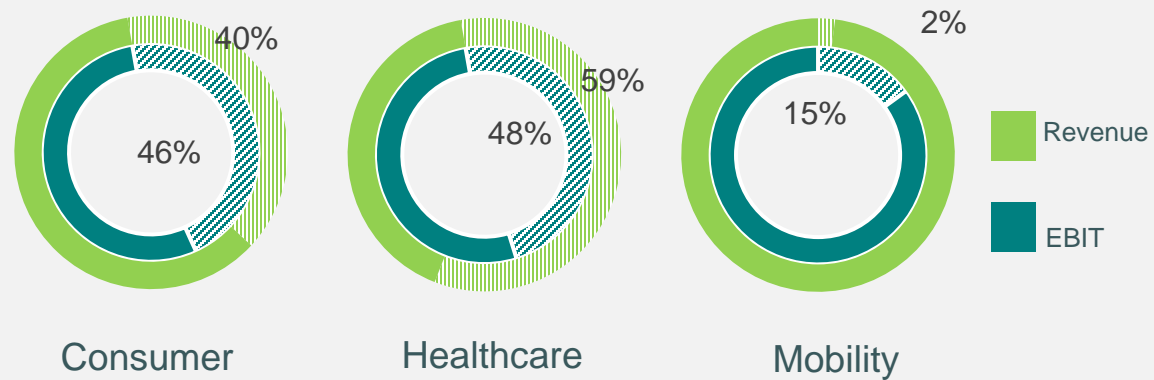
'Actisef' Mini – 30g variant



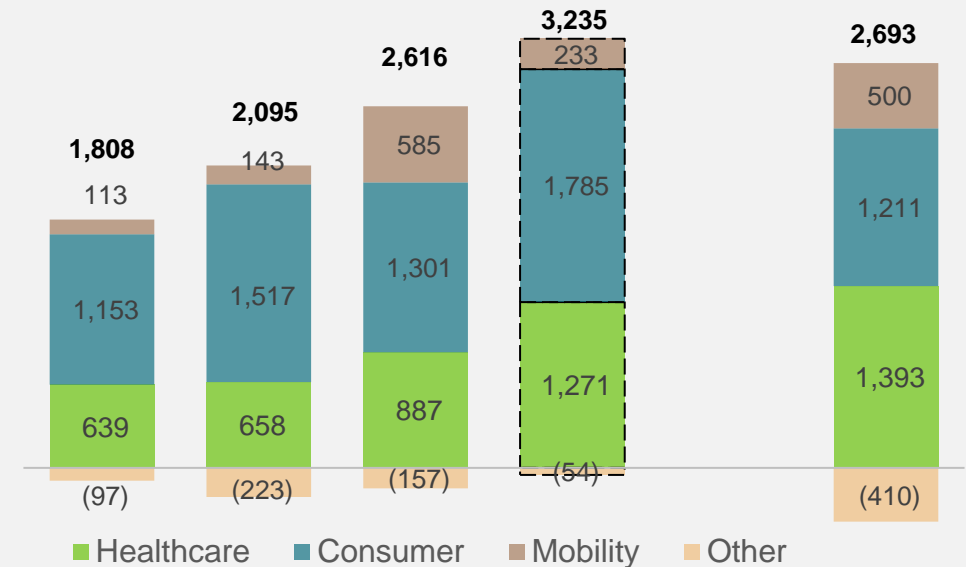
Hair Oil 150 ml variants

FINANCIAL SNAPSHOT

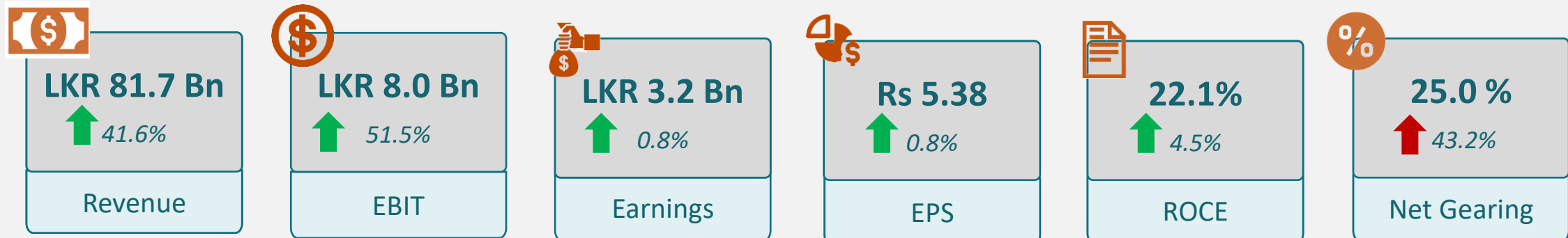
9M CONTRIBUTION TO GROUP



EBIT BY SEGMENT (LKR MN)

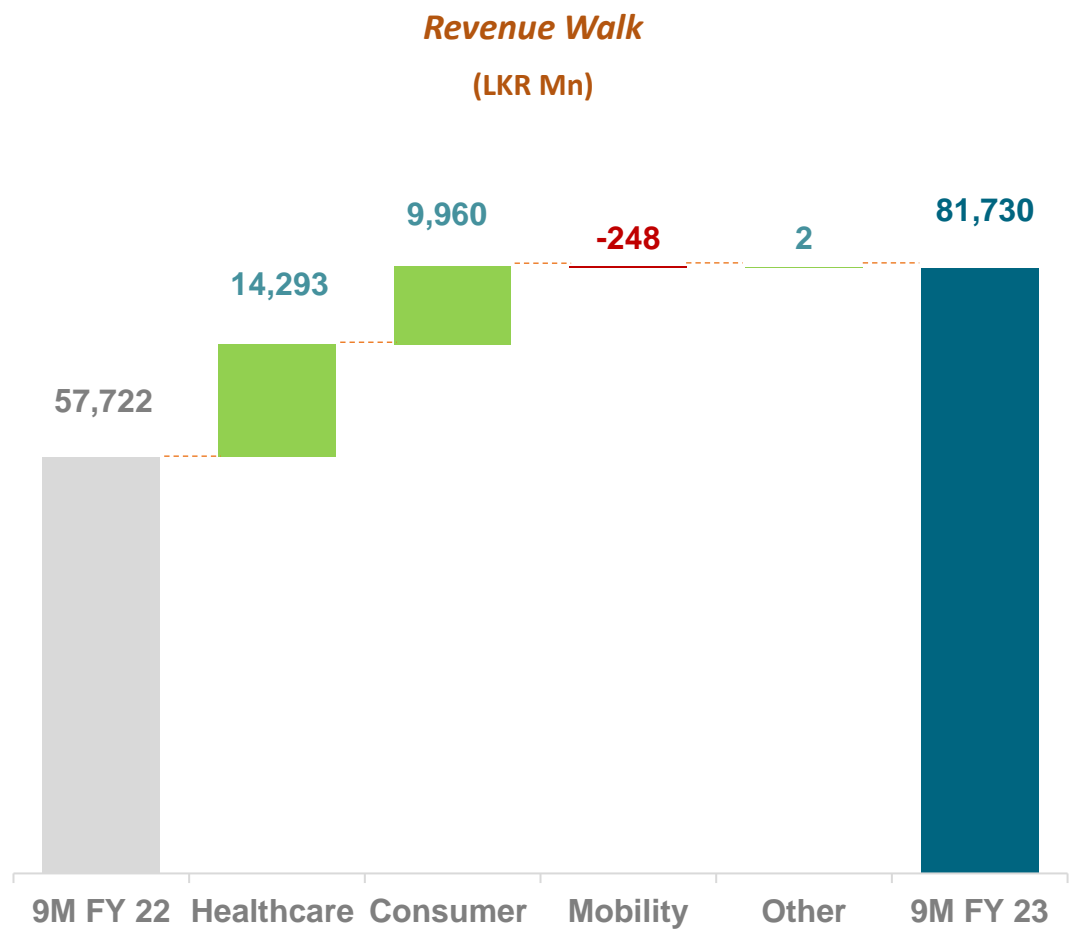


9M Performance FY 23 vs FY22

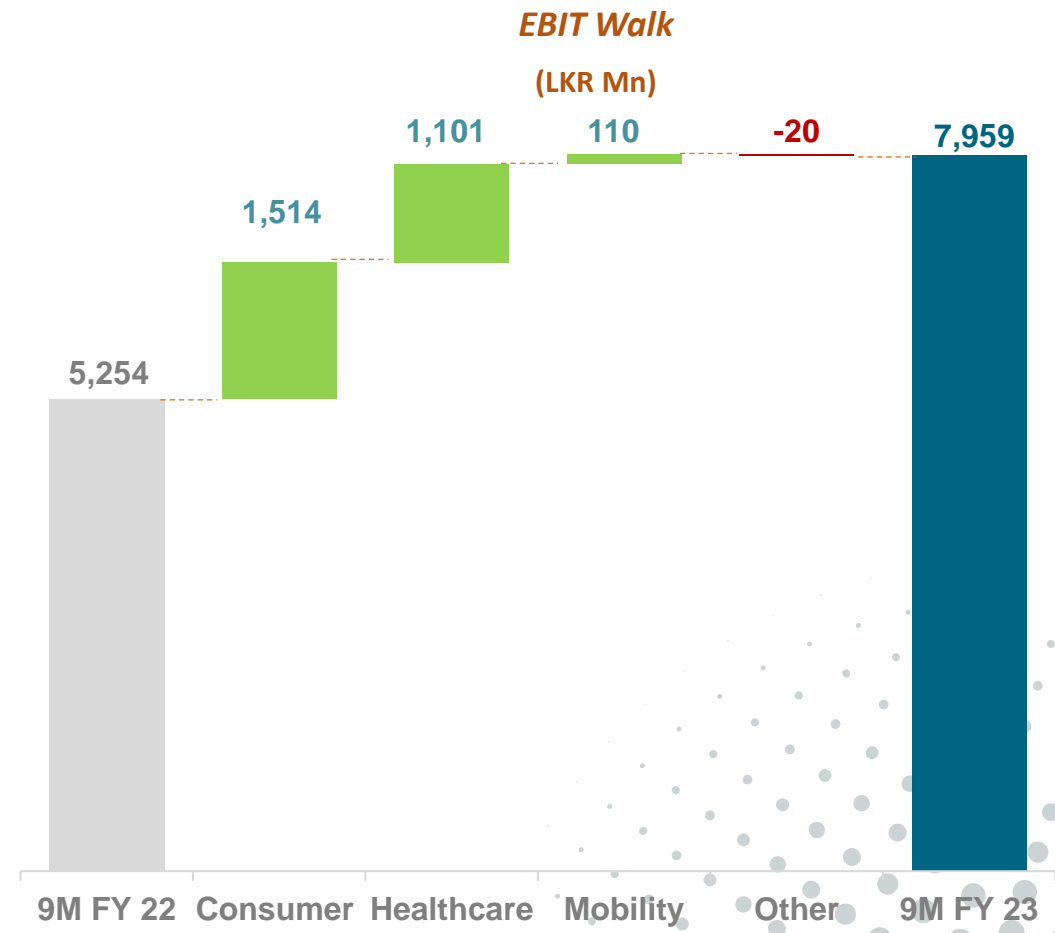


Note: Figures in italics indicate variance vs. 9M FY22

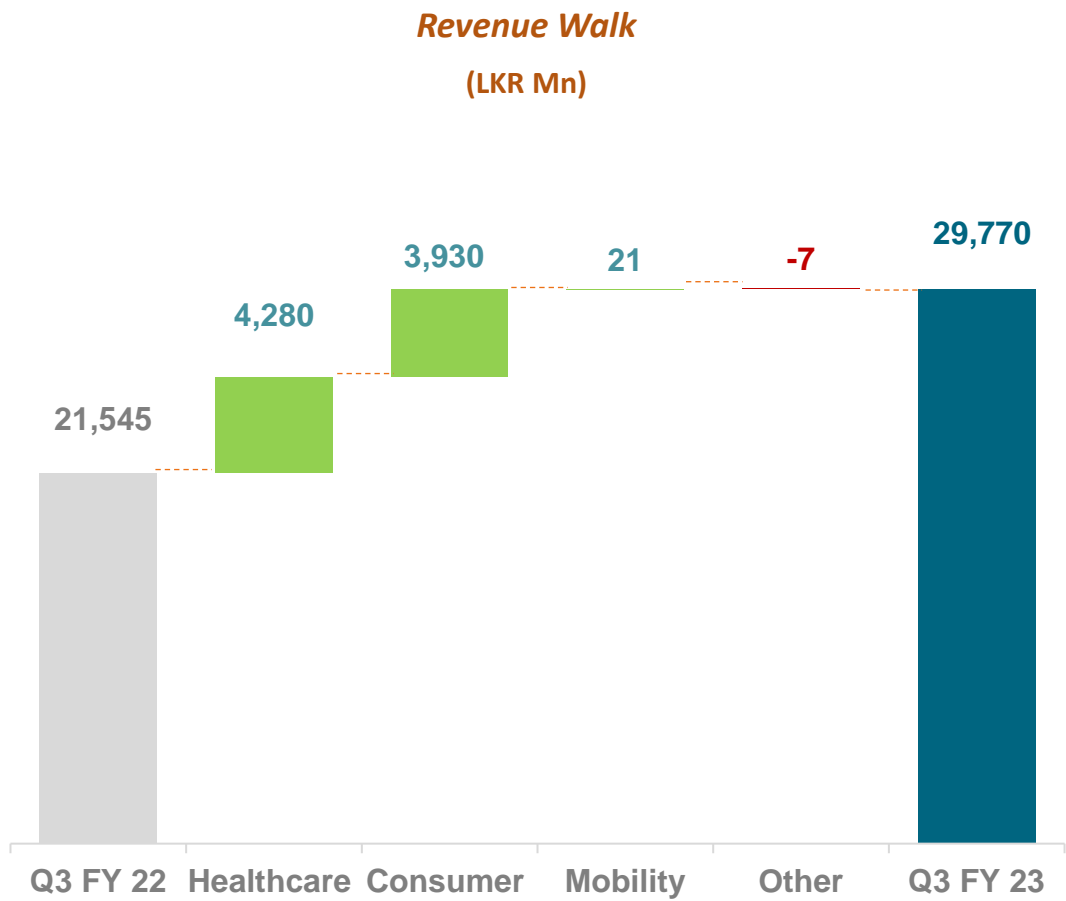
Sector Performance Summary – 9M FY 2022-23



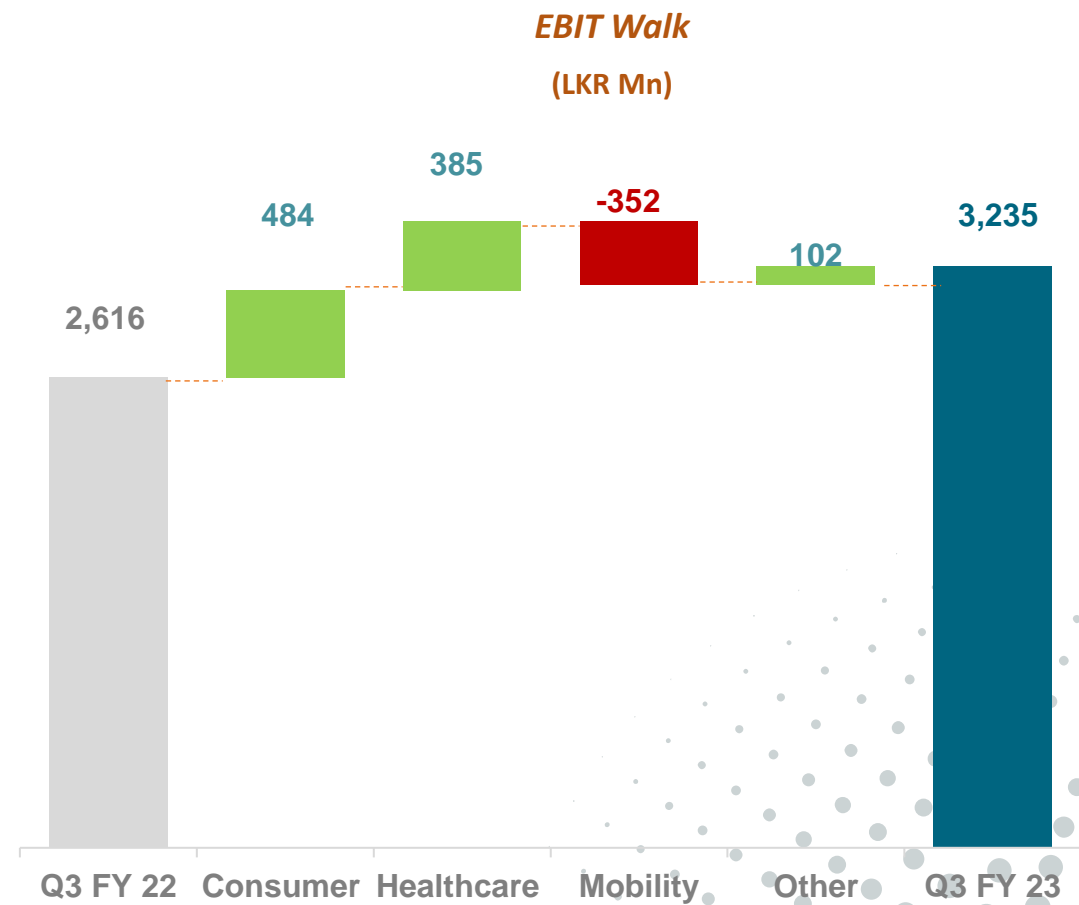
Note: The 'other segment' includes the corporate office and remaining Leisure assets



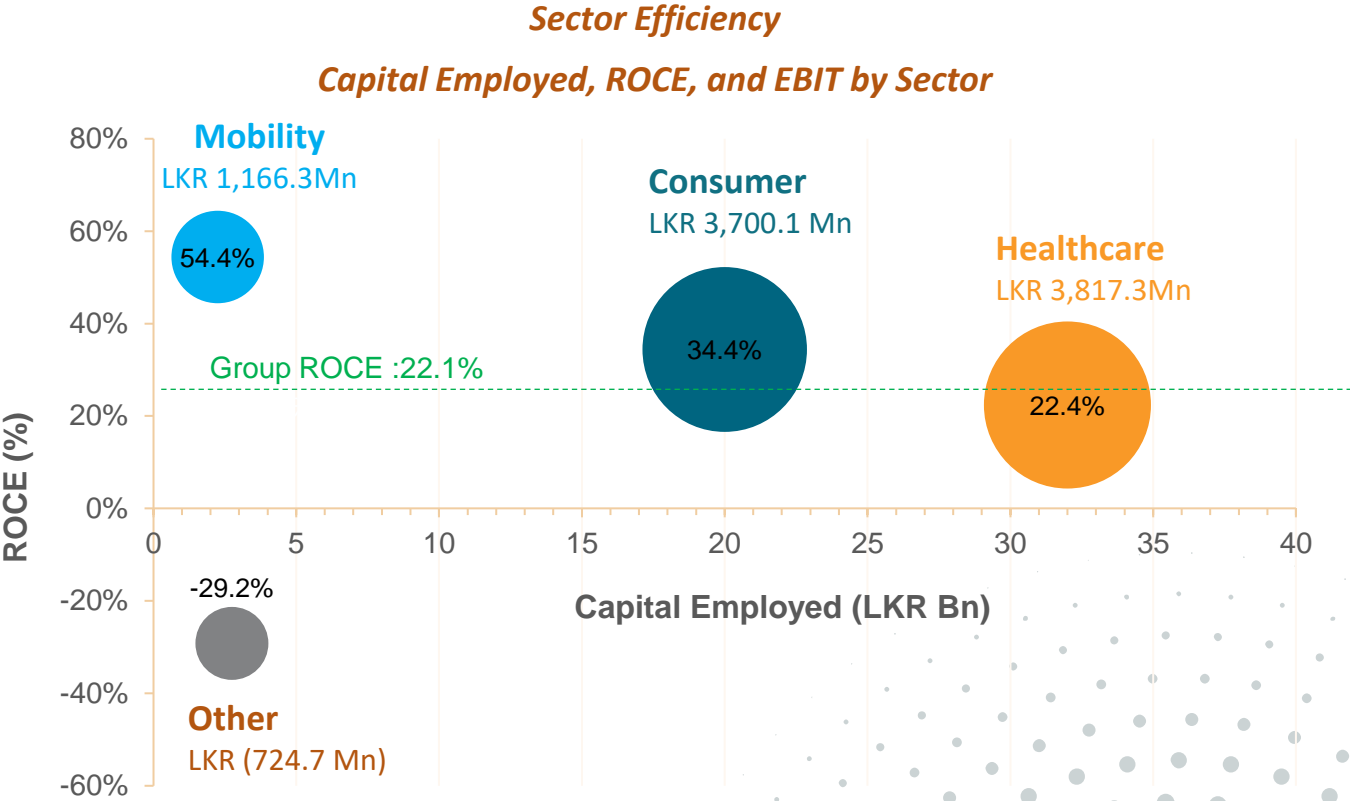
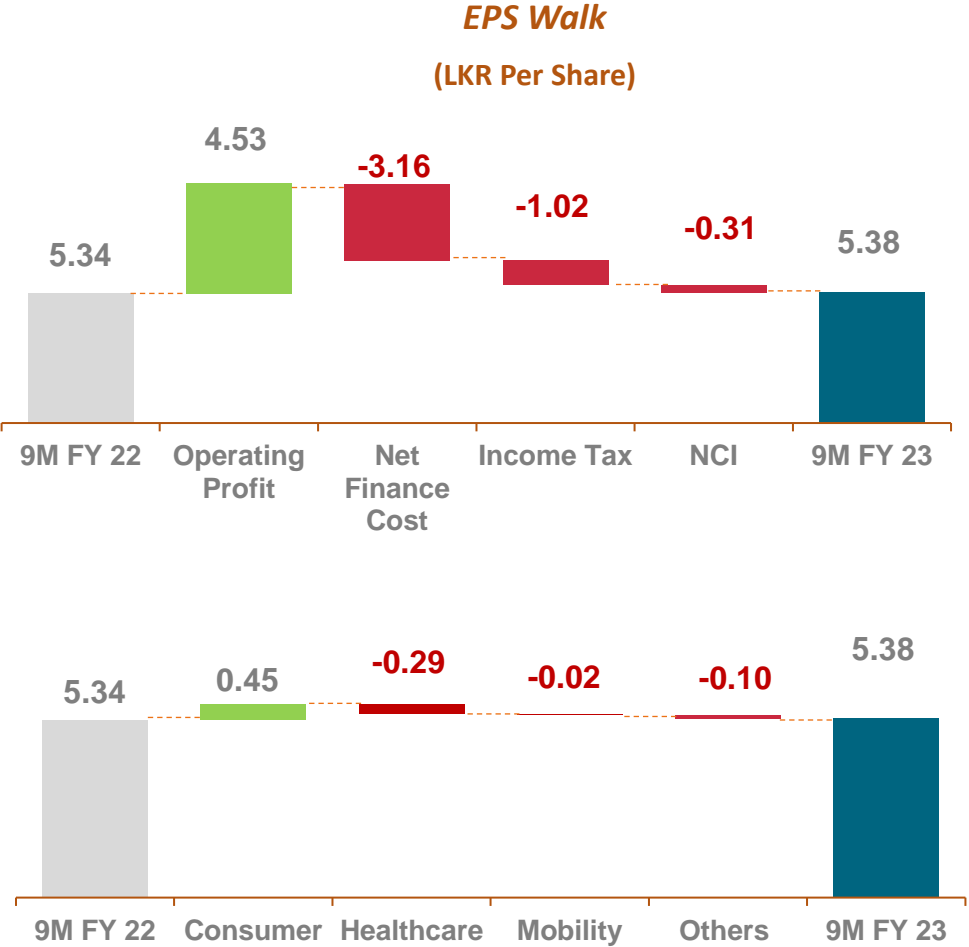
Sector Performance Summary – Q3 FY 2022-23



Note: The 'other segment' includes the corporate office and remaining Leisure assets



Continuing Operation EPS and Capital Employed– 9M FY 2022-23



Note:
The size of the circle indicates the EBIT values
The 'other segment' includes the corporate office and remaining leisure assets

Consumer Brands



Home and personal care – Sri-Lanka



Home and personal care – International



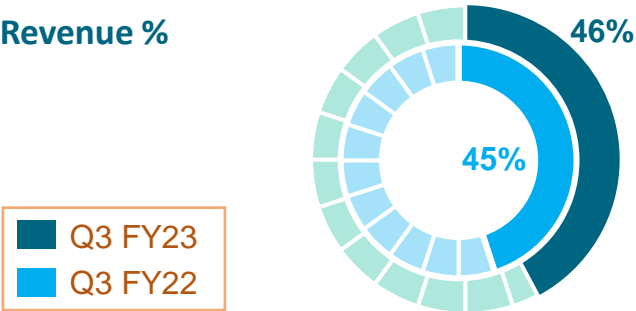
Learning Segment



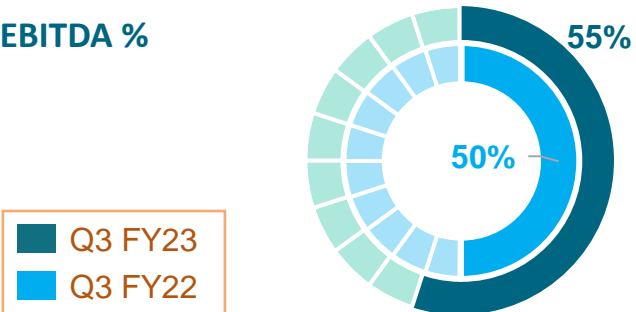
Consumer Brands

Contribution to Group

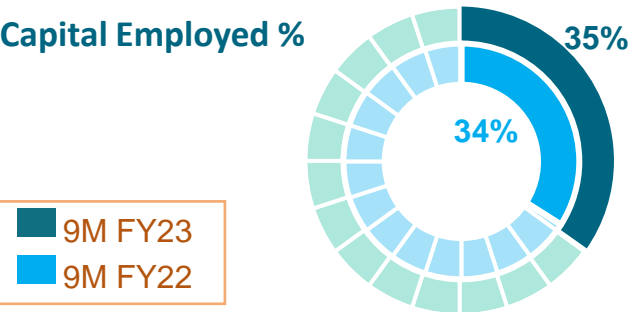
Revenue %



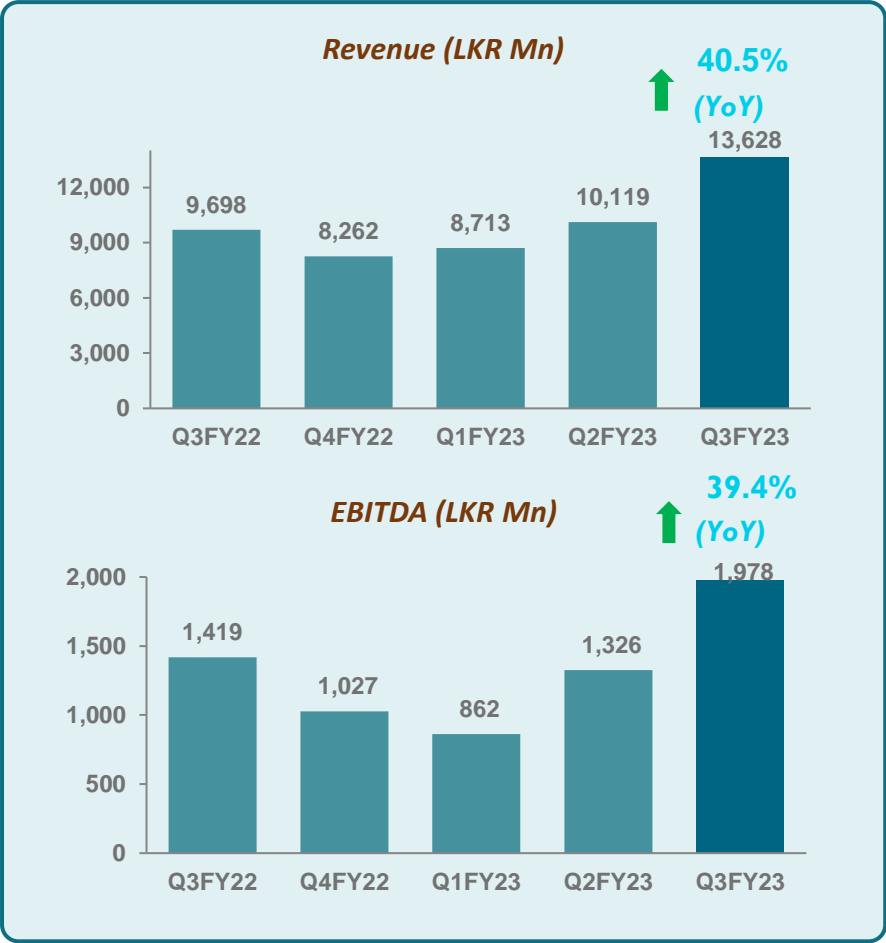
EBITDA %



Capital Employed %



Sector Performance – 9M FY 2022-23



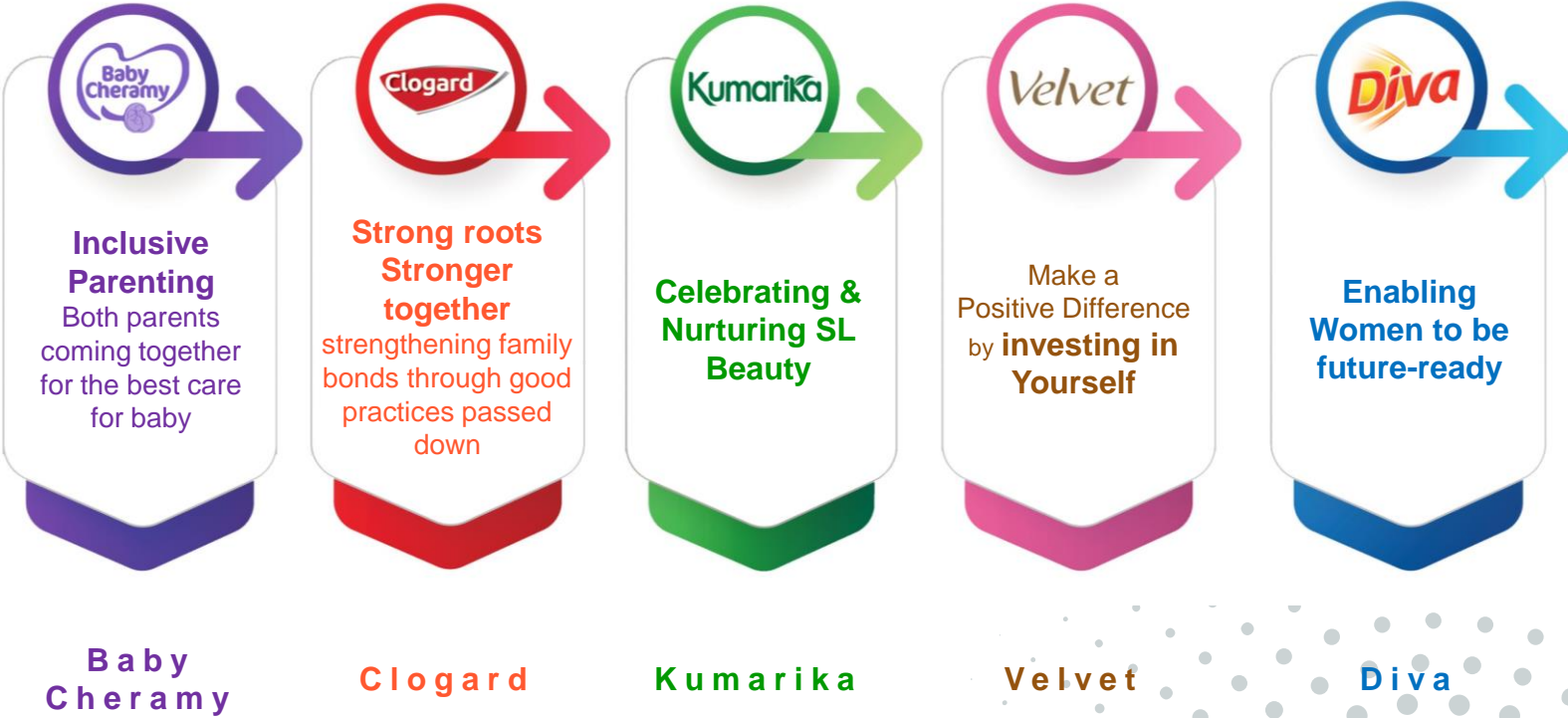
Key Highlights

- Consumers remained price sensitive on the back of multiple tax reforms and inflationary pressure.
- Market witnessed price reductions under declined key commodity prices.
- Despite the high value growth, the industry continued to report double-digit contraction in volume terms.
- Increased competition with all participants being active in the stationery market.
- Soaring inflation, depreciating currency, energy shortage, slowdown of the recovery from the pandemic and poor economic conditions in key export markets adversely impacted the Bangladesh market.

Home and Personal Care – Sri Lanka

- 8 Key categories with market leading positions
- Launched 'Kumarika' and 'Dandex' refill packs
- 23% 9M volume growth
- 75k+ Direct outlet coverage
- 64% 9M contribution to consumer revenue

Purpose-driven brands touching the lives of the Sri Lankan consumer



Home and Personal Care Sri Lanka: Strong Brand Portfolio

KumariKa

#1

In Hair Oil

Velvet

#1

In Beauty Soap



#1

In Baby Care

fems

#2

In Feminine Care



#2

In Laundry Care



#2

In Oral Care



Beauty Care



Hygiene Care

Goya

Female Fragrances

GOLD

Male Grooming

Dandex PRO SCALP

Shampoo

95%

of business - Hemas is among the Top 3 players



Presence in all modern trade chains and outlets

98%

of households reached by Hemas brand



Strong 3rd party manufacturing partnerships



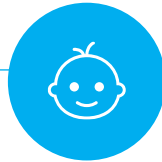
Value adding partners including Garnier, L'Oreal and Nivea

Our Consumer Health Brands

Skincare



Baby Care



Cold and Flu



UPDATE ON KEY STRATEGIC INITIATIVES

“Premiumisation and expanding into key underpenetrated categories will be the drivers of domestic growth”

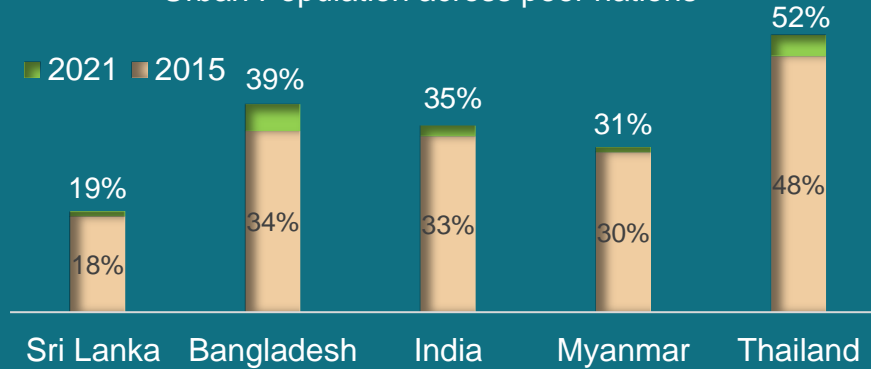
Progress update ...

- *Beauty Brand - ‘Vivya’ was well received by the market, the business will look into portfolio expansion and increasing reach.*
- *Male Grooming - Following the multiple successful launches, ‘Glod’ has improved its market share in terms of both value and volumes.*
- *Diva Power Range (Germ and Colour Guard) has maintained market share amidst the pricing pressure.*



Opportunities in Urbanisation and Premiumisation will be the platform to drive growth

Urban Population across peer nations



Laundry Soap



Washing Powder



Liquid Detergent

Bar Soap



Beauty Soap



Face Wash

Emerging Trends in the Consumer Space

- High focus on health and Transparency.
- Rise in awareness and acceptance in inclusive beauty.
- Increasing demand for male grooming products



Opportunities to capitalise on underpenetrated (less than 45% penetration) emerging categories



Skin Care
7.1% CAGR
2021 -2026



Baby Diapers
8.6% CAGR
2021-2026



Feminine Hygiene
5.1% CAGR
2022-2027

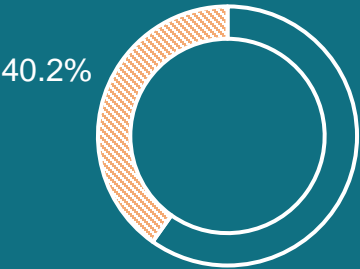
UPDATE ON KEY STRATEGIC INITIATIVES

“Fine blend of Innovation and the uniqueness of Sri Lanka, where natural ingredients, traditional knowledge, and new technologies drive the future of the beauty market”

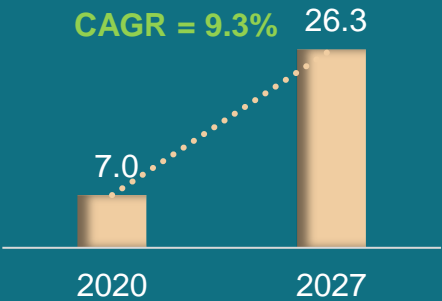


Clean beauty that prioritises natural ingredients are a prime aspect in the future of personal care.

Percentage of people who look for products that uses natural ingredients

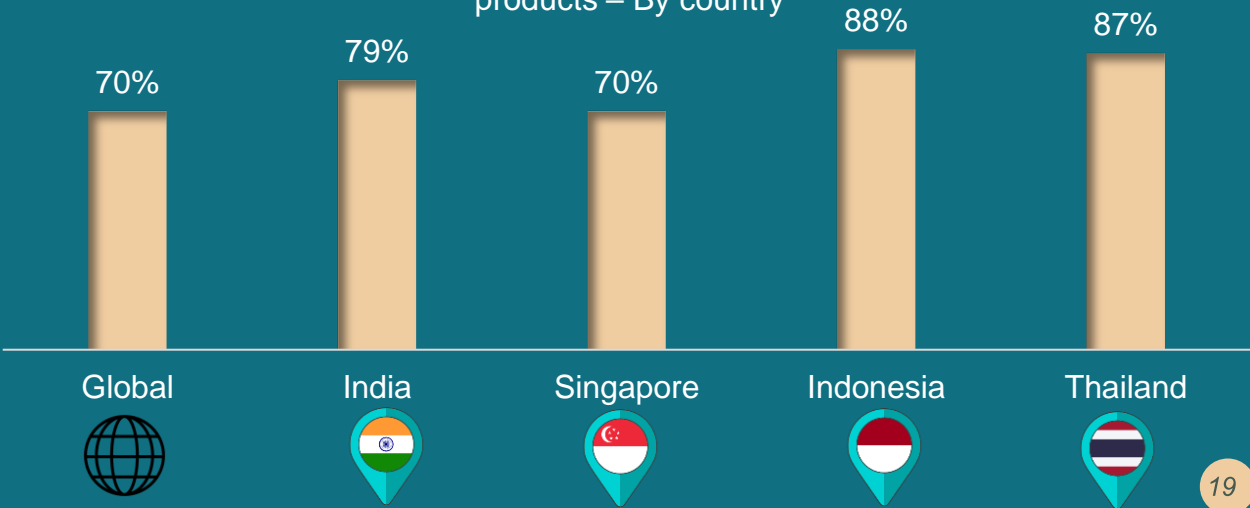


Global Natural and Organic personal care Market (\$ Bn)



Growing Demand will provide opportunities to cater to premium market segments

% of Consumers willing to pay a premium price for GMO free / Organic / Natural products – By country



Home and Personal Care – International

2

Geographies
Bangladesh & West Bengal

2

Key categories
Health soap category—**Actisef**

13%

Market share in VAHO
(Bangladesh – Q2 FY23 Data)

400k+

Retailers reached in
Bangladesh

10%

9M contribution to Consumer
Brands revenue

Locally led and localised in Bangladesh

- All products are exclusively designed for Bangladesh.
- Extensive product portfolio with multiple value adding variations targeted for overall wellness, growth and nourishment of hair.
- Local leadership team with 90% local talent.
- 2nd most loved hair oil brand of Bangladesh (Best Brand Awards 2022)



Reach in Bangladesh

20.5%

Rural penetration
by Hemas

7.6%

Urban penetration
of Hemas

17.3%

7.2Mn
Households

of households reached
by Hemas

100%

On-shore
manufacturing

Note: VAHO – Value Added Hair Oil, CNO – Coconut Oil

Source: Penetration as per Household Panel data – Kantar – Jun-21.

Home and Personal Care – Sri Lanka and International

Sri Lanka

Revenue

- Volumes witnessed a returning momentum amidst the inflationary pressure.
- Value for money portfolio was extended to improve affordability.
- Over 10% of YTD revenue from new launches and relaunches.
- Ventured into the food industry with the recent launch of 'Tasty Country Flakers', a wholesome cereal made with natural ingredients.

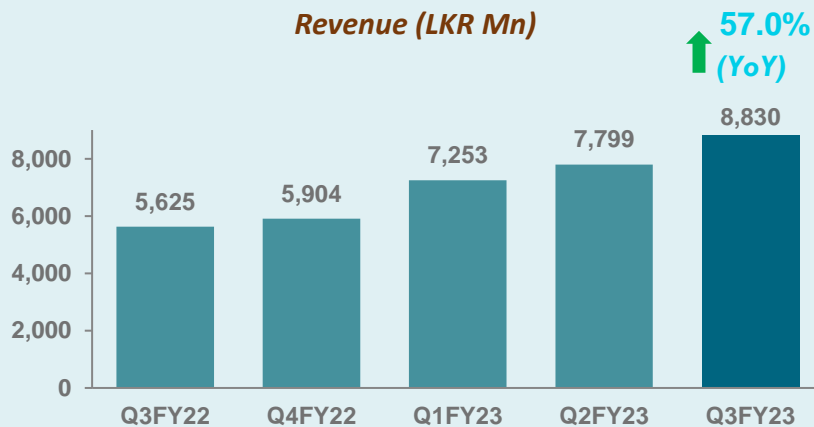
Profitability

- Increased working capital base and high cost of borrowing adversely impacted the margins.

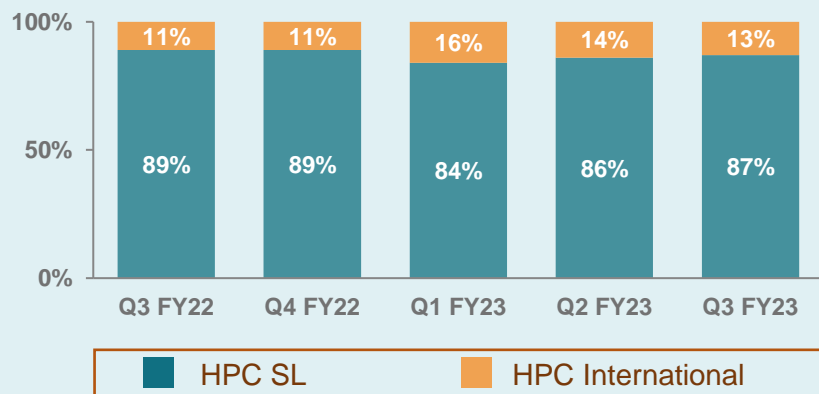
Outlook

- Exploring opportunities in underpenetrated areas, driving exports and catering into the evolving consumer needs will continue to be the priorities for the Business.

Revenue (LKR Mn)



International Segment Revenue as a % of total HPC Segment



International

Revenue

- With the challenging macro economic conditions, volumes witnessed a double-digit contraction.
- In response to the rising inflation all three key products 'Kumarika', "Eva" and "Actiseif" introduced variants at affordable price points.

Profitability

- Profit margins were challenged with the increase in raw material cost and currency devaluation impact.
- Amidst the high inflation, overheads including administration and marketing expenses increased during the period.

Outlook

- High focus on opportunities for growth in Bangladesh by expanding the portfolio in core and adjacent spaces.

Atlas: Where We Inspire the Next Generation to Unleash Their Potential

"We provide tools, content and experiences which will enable the next generation to unleash their potential"



KIDS

Catering to all stationery and back-to-school needs



Young/Adults

Growing market due to greater focus on higher education & stationery as a lifestyle product



Office

Providing one stop professional stationery solutions



Institution

Service oriented approach

Atlas

- Our story started over 60 years ago in September 1959
- Business continues to drive the lean manufacturing agenda
- Focuses on brand building and premiumisation and on extending to emerging markets.

Creating A Purpose Based Brand Experience



Facilitating Learning



Assisting Learning

Carefully Crafted Brand Portfolio in Line with Growth Areas



Atlas was crowned the Local Brand of the year at SLIM Brand Excellence Awards 2022

UPDATE ON KEY STRATEGIC INITIATIVES

“Learning Segment : Widening the business scope to expand growth and reach”



Progress update ...

- Learn platform targeting grade 5 students has gained traction.
- On going discussions with global partners to secure contracts for exports



Explore opportunities to expand geographical reach via partnering with global players



Gulf

Middle east Stationery market will grow at a CAGR of 1.3% to reach \$ 321.6 Mn in 2025

32% of the growth will originate from UAE

High growth expectations in underpenetrated regional Markets



Pakistan

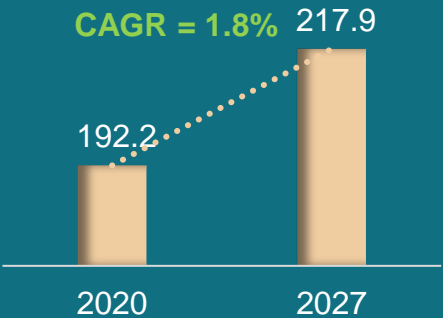
Worlds second largest out of school rates with over 20 Mn Children not receiving formal education



Bangladesh

Only 64% of children are completing secondary education

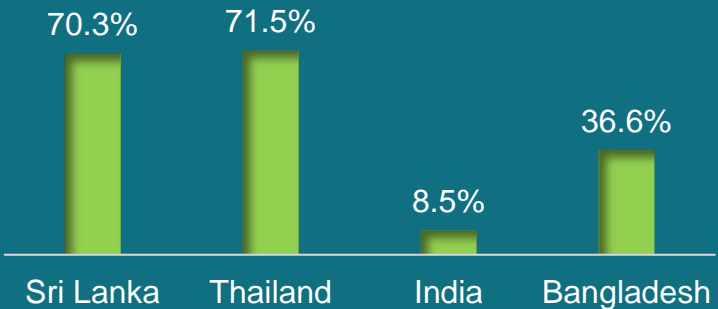
Global Stationery Market (\$ Billion)



Sources: GlobeNewswire, statista.com, UNISEF



Develop in the digital space with the curriculum development and lesson planning platform - LEARN




“Highest computer literacy rate in Sri Lanka of 67.9% is witnessed among those between the ages of 15-19 years”

Sources: Department of Census and Statistics, UNISEF


Learning Segment

6

Key categories



High Efficiency and productivity through lean initiatives



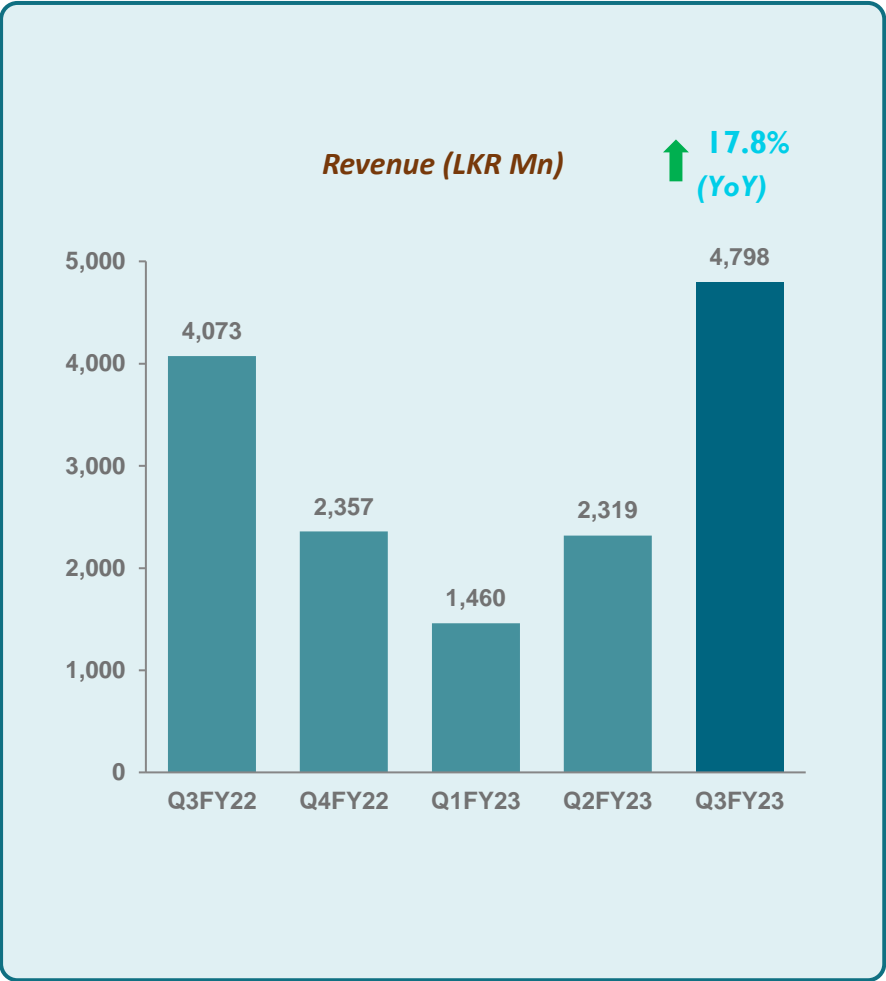
Market leader in key product categories

50k

Outlet coverage across Sri Lanka

26%

9M Contribution to Consumer Brands revenue



Revenue

- Atlas maintained its market leading position despite the increased competition.
- Building up to the back-to-school season, revenue witnessed a significant improvement during the quarter.

Profitability

- Increased borrowings to fund the broadened working capital base at high interest rates-imposed pressure on margins.

Outlook

- Sustain the market leading position with innovative product offerings.
- Focus on growing the export portfolio in regional and other markets.

THE GROWING ECONOMY OF BANGLADESH

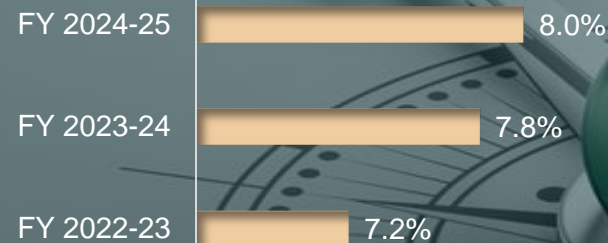
\$ 460.8 Bn
GDP 2022

\$ 2,730
GDP Per Capita.

9.2%
Inflation 2022 Aug.

165 Mn+
Population 2022

GDP Growth Forecasts



37.5 %
Gross Government Debt % of GDP 2022

\$ 36.5 Bn
Forex Reserve 2022 Sep.

“Bangladesh has a remarkable story of poverty reduction and development”

Promising Macro economic factors to support growth and expansion

FDI friendly tax laws and incentives

Access to labour at attractive prices

Strategic Location for land and sea trade


FTAs with several international organisations

Low penetration in many key categories

Urbanisation and digitalisation driving premiumisation



Healthcare Sector

 Pharmaceutical Import, Marketing and Distribution

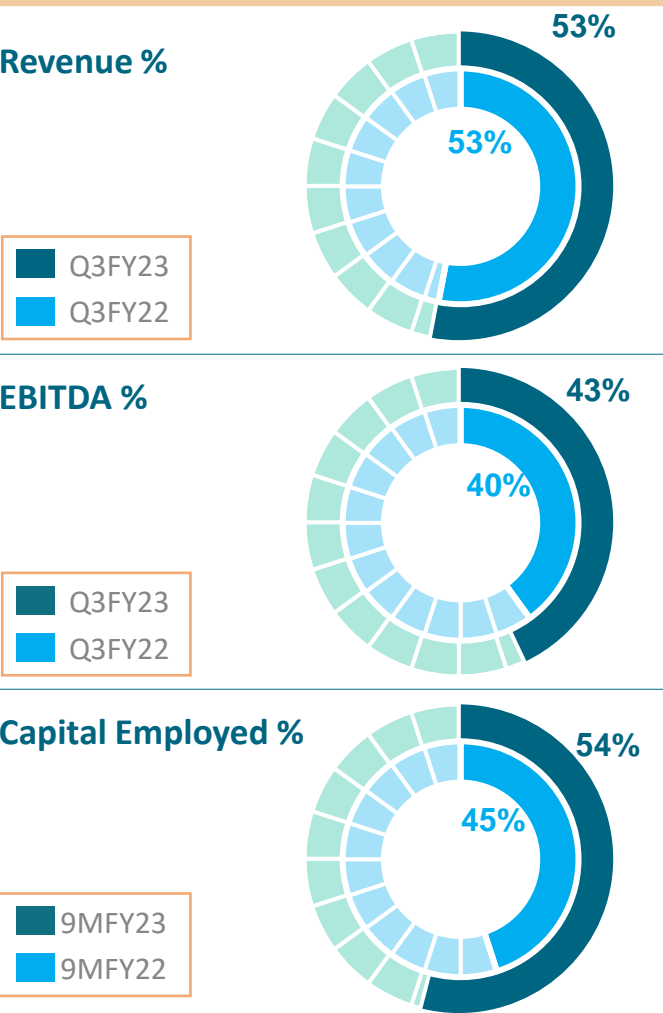
 Pharmaceutical Manufacturing

 Hospitals

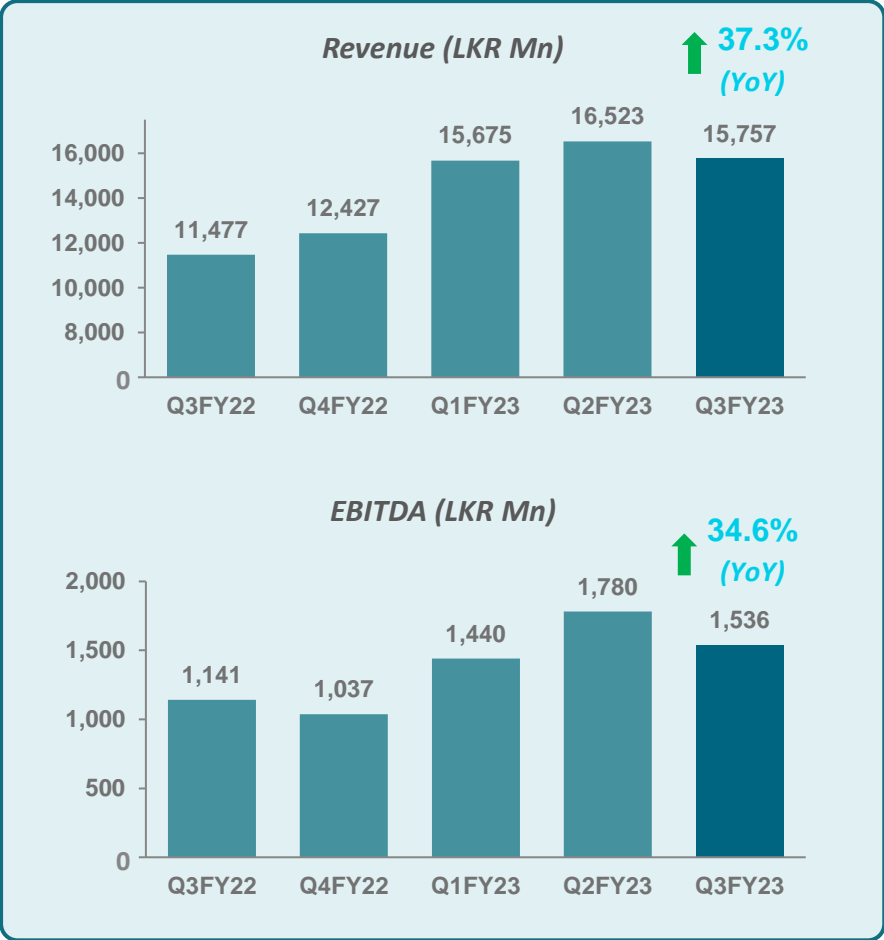


Healthcare Sector

Contribution to Group



Sector Performance – 9M FY 2022-23

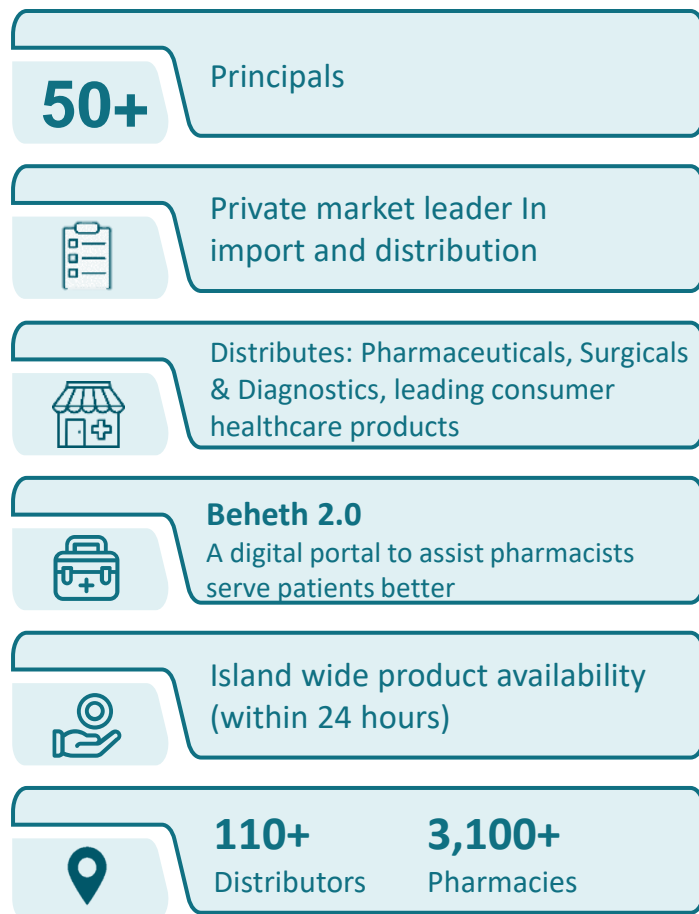


Key Highlights

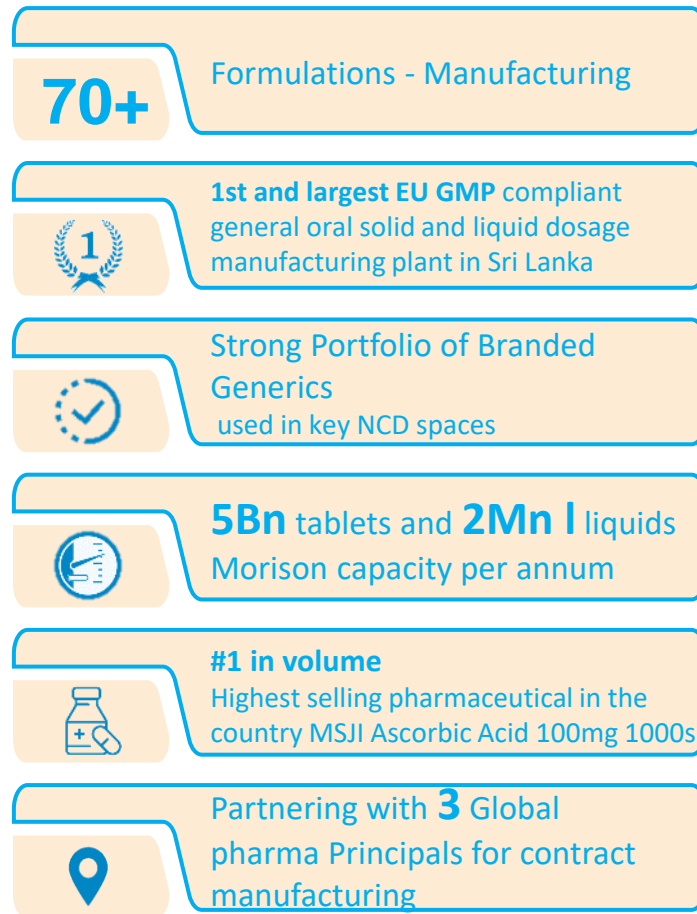
- Sri Lanka continued to rely on multiple donations and credit lines to finance the medical needs of the country.
- Increasing tendency for outward migration by young specialists will impose challenges in the long-run.
- Deteriorating purchasing power and product unavailability resulted in overall volumes to contract in the pharmaceutical market.
- Increase in buying frequency was witnessed specially for essential medication.
- Equitable allocation mechanism for the Government buy back volumes is still unseen.

Pharmaceutical Import, Marketing, Distribution and Pharmaceutical Manufacturing

Pharmaceutical Import, Marketing, and Distribution



Pharmaceutical Manufacturing



Morison Plant and Key Highlights



UPDATE ON KEY STRATEGIC INITIATIVES

“Homagama Factory”

“Homagama factory: Annual capacity of 5 Bn tablets and 2 Mn litres of liquids, which is equivalent to 40 % of the national annual general OSD demand in Sri Lanka”



Progress update ...

- Commercial production of the Homagama plant was commenced in Q1 FY23
- Over 5 New products are in the pipeline to cater to key therapeutic segments including cardio, diabetic and vitamins.
- Utilisation levels of the factory are still in the single digit range however, progressing well to achieve 25% target by end 2024.
- Competition from local manufacturers is lower due to Morison having the advantage of completion of a fully fledged factory prior to the economic crisis.

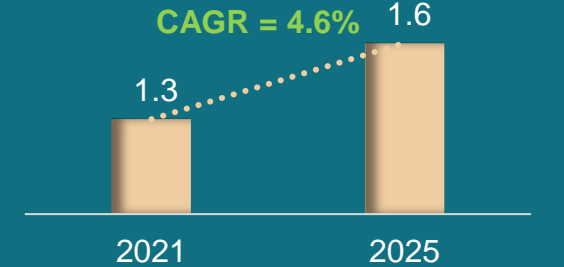


Opportunities to enter into global supply chain via contract manufacturing due to Sri Lanka’s proximity to India and availability of infrastructure and know how

Key Export Markets for Sri Lanka



Global Pharmaceutical Market (\$ Trillion)



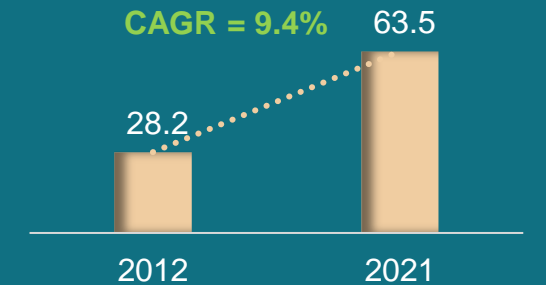
Source: IQVIA April 2021



Expand and grow in Private Branded Generic Space by focusing on Non-Communicable Diseases (NCDs)

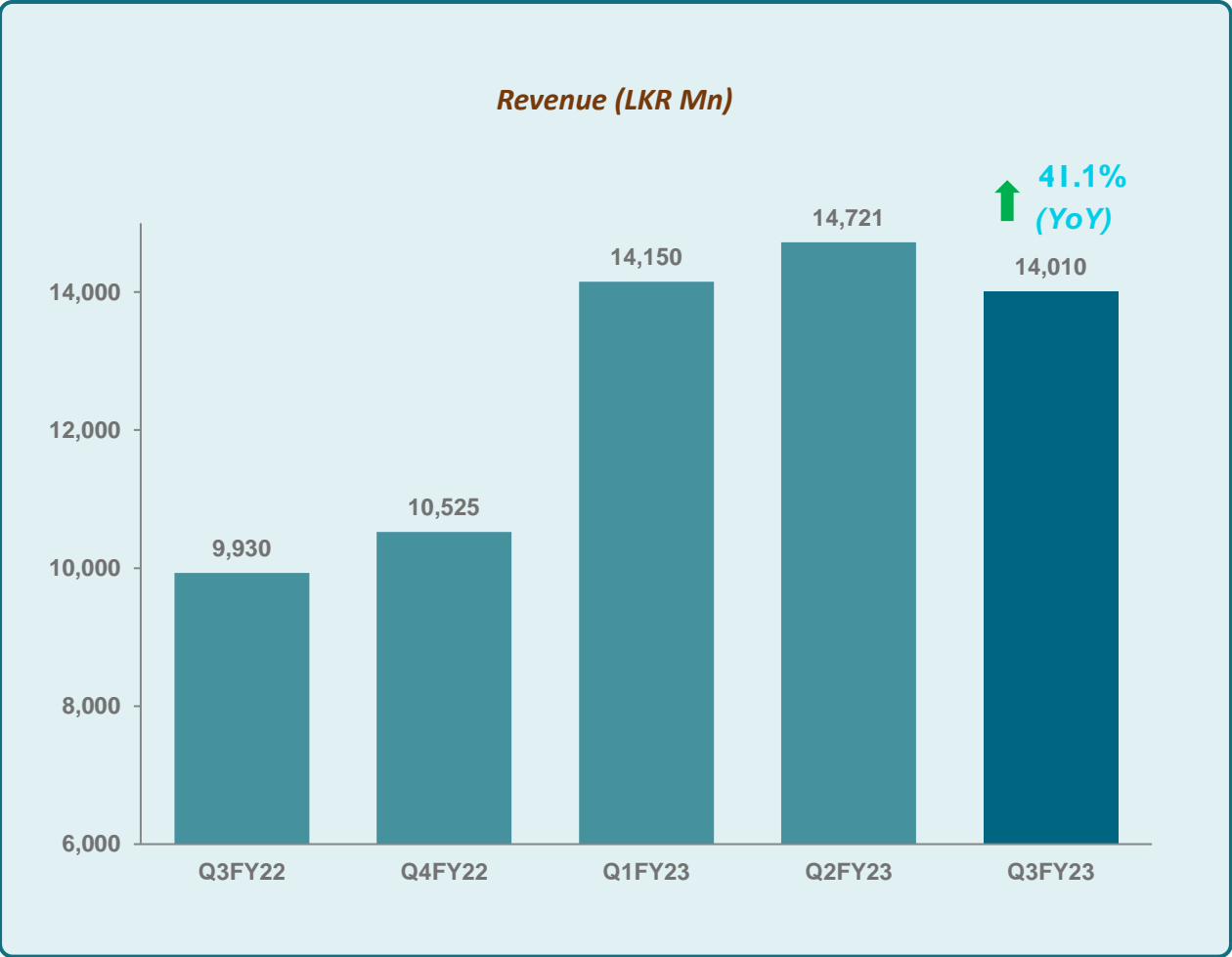
- Sri Lanka has the fastest growing population in South Asia, and it is projected that by 2030, one in five Sri Lankans will be over the age of 60 (majority women)
- NCDs cause over 80% of deaths in Sri Lanka. More than a quarter of Sri Lankan's are overweight, and one in four adults consume tobacco.

Branded Generics Market in Sri Lanka (Rs Bn)



Sources: UNFPA, WHO 2020

Pharmaceutical Import, Marketing, Distribution and Pharmaceutical Manufacturing



Revenue

- Pharmaceutical arm continued to ensure product availability liaising with principals, banks and other stakeholders .
- Increased performance of the ‘Morison’ Branded Generics portfolio coupled with price adjustments drove the revenue growth of the Pharmaceutical arm.

Profitability

- Currency devaluation impact and the finance cost-imposed pressure on margins despite the growth in revenue.
- Multiple restructuring and efficiency improvement projects were carried out to increase the operational savviness of the Manufacturing business.

Outlook

- In line with Morison’s purpose “ Making Premium Healthcare Affordable” , extending the branded generics portfolio to create a “ Sri Lankan Brand” will be the key priority for the business.
- Accelerating contract manufacturing, expanding into export markets and improved research and development efforts will contribute to the long-term value creation.

The first Internationally accredited hospitals chain in Sri Lanka by the Australian Council on Healthcare Standards International

Hemas Hospitals Highlights

Centers of Excellence:

- Maternity unit (461 baby deliveries in Oct - Dec 22)
- Urology and Kidney Care unit (27 Kidney Transplants in Oct - Dec 22)
- Gastrointestinal unit (GI) (44 Admissions in Oct - Dec 22)
- Orthopedic unit (194 Admissions in Oct- Dec 22)
- Dialysis unit (1,991 Dialyses in Oct - Dec 22)



“The first Internationally accredited hospitals chain in Sri Lanka by the Australian Council on Healthcare Standards International (ACHSI)”

*Aim To Become
Sri Lanka’s First SMART
& LEAN Hospital Chain*

*International Patient Centre
One Stop Services for
International Patients*

*Operates Home Care
and Primary Care
Centres*

Q3 FY 2022-23 Performance



1,600+
PCR Tests



2,600+
Surgeries



64%
Occupancy



4,600+
Admissions



152k+
Outpatients

We have a widespread Lab Network

Lab Network Highlights

Centers of Excellence:

- Main Lab Services to Hospitals (8 B2B Labs +3 B2B CCs)
- Outer Labs services across the country (14 Labs)
- Collection centers across the country (14 CCs)
- PCR lab service
- 2400+ test portfolio
- Home mobile service
- Digitally connected lab network and patient portal

Q3 FY 2022-23 Performance



266k+
Test volumes



2k+
GP Referrals



5k+
Rapid Antigen Tests
(RAT)



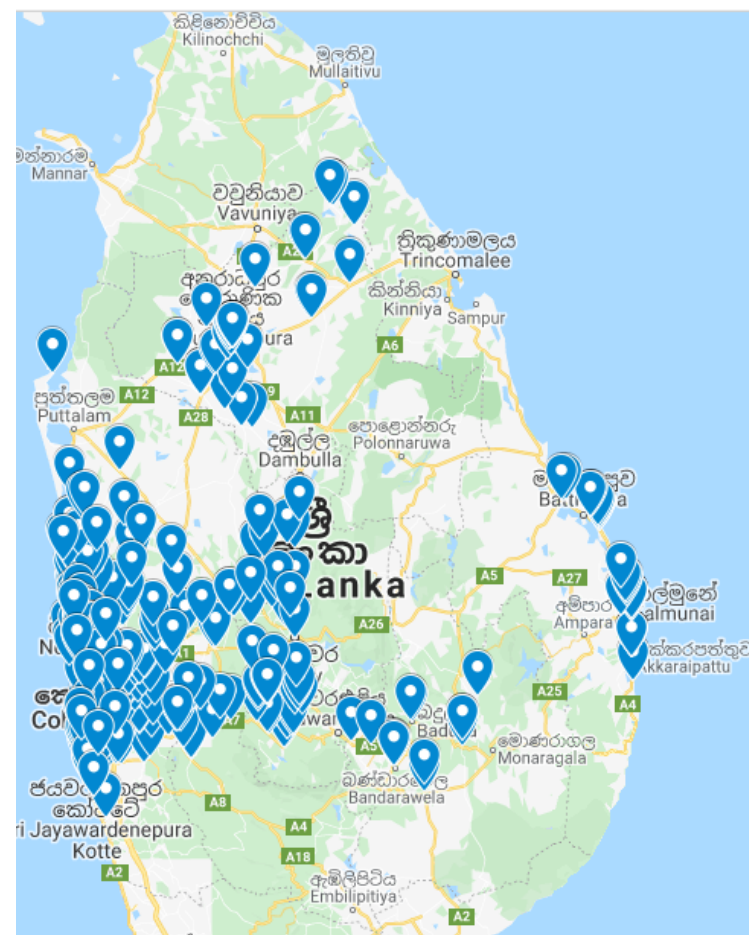
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New Locations

ISO 15189 : 2012

Accredited laboratory chain in Sri Lanka
by SLAB

**Aims to become the No.02 Laboratory
Chain in Sri Lanka by 2024**

50+ Labs & Collection Centers across the Country



UPDATE ON KEY STRATEGIC INITIATIVES

“Capacity expansion via opportunities for organic and inorganic growth”



Progress update ...

- Renal Unit: Gaining traction , performed 100+ Kidney transplants during the year.
- Cosmetic Centre : Continue to perform over 500 procedures per quarter.

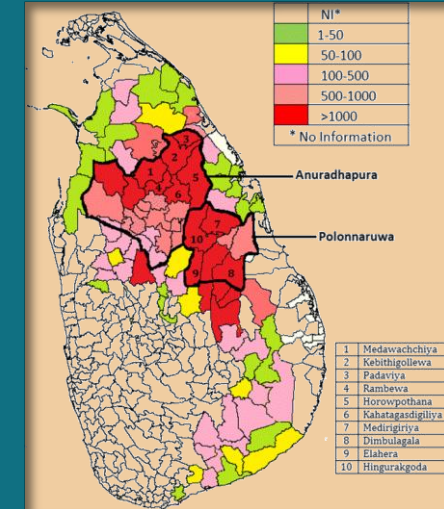
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Building depth and scale of identified anchor and super specialties

Urology: The prevalence of Chronic Kidney Disease is 15.1–22.9% in farming districts.

Cardiovascular: Incidence of coronary artery disease (CAD) in Sri Lanka has doubled over the past two decades

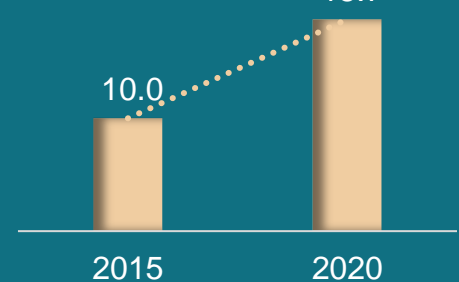


Private sector to bridge the gap between limited infrastructure in Government hospitals and growing demand for medical care

Average waiting time at a National Hospital for elective cardiothoracic operation is over 9.4 months, 5.7% will die while waiting for their operation.

Gross Written Premium Healthcare (Rs Bn)

CAGR = 13.4%



Sources: Sri Lanka Journal for Surgery, Insurance Board of Sri Lanka, CBSL


Hospitals

170+


Beds

60%

Hospital occupancy



First hospital in Sri Lanka to implement fully fledged EHR system

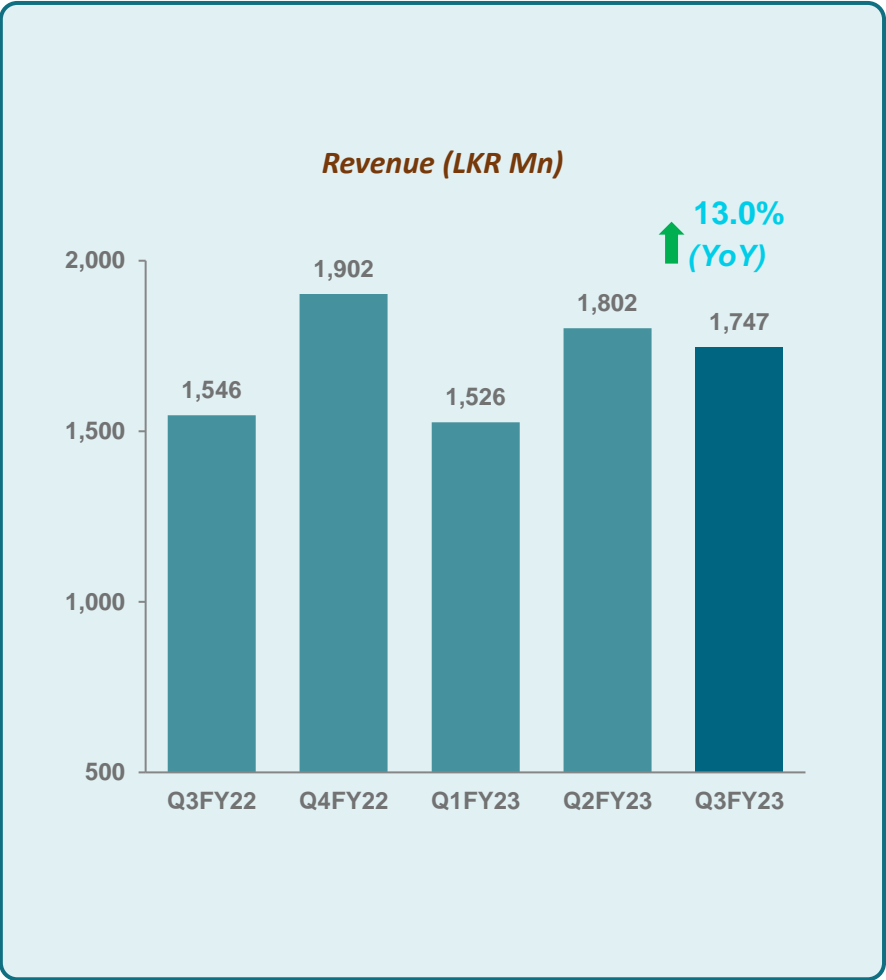


2 Hospitals

50+ Lab network

14%

9M contribution to Healthcare revenue



Revenue

- Core businesses (excluding COVID-19 related revenue) witnessed a growth of over 30% with high improved medical admissions.

Profitability

- Lower COVID-19 related revenue streams and reduced medical admissions adversely impacted the margins for the quarter.

Outlook

- Hospitals business will prioritise selected anchor and super specialties while improving the footfall and efficiency of the core businesses.

	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
IP revenue mix	52%	50%	47%	49%	54%

Mobility Sector



Maritime



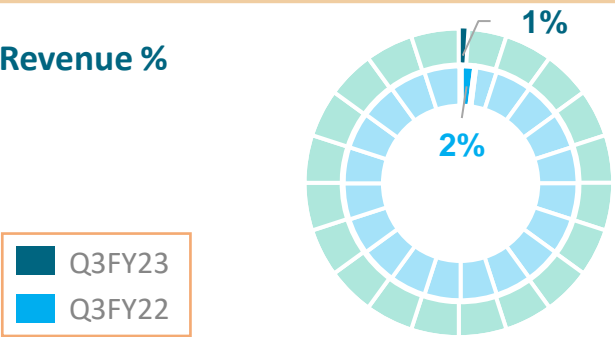
Aviation



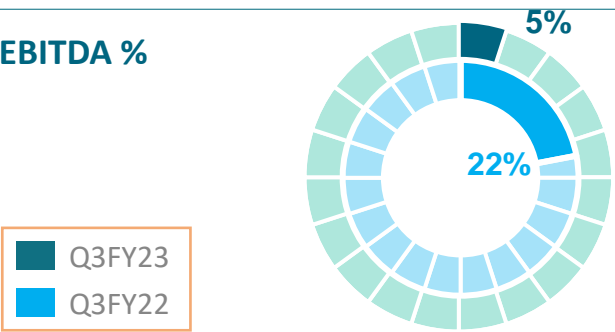
Mobility Sector

Contribution to Group

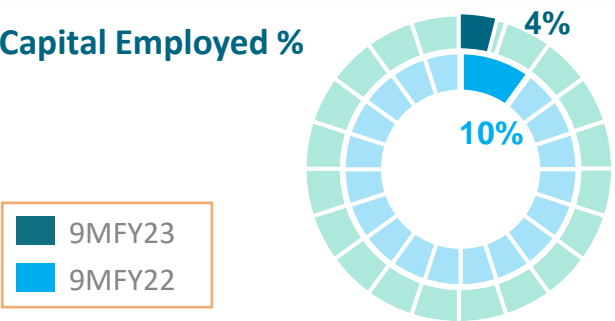
Revenue %



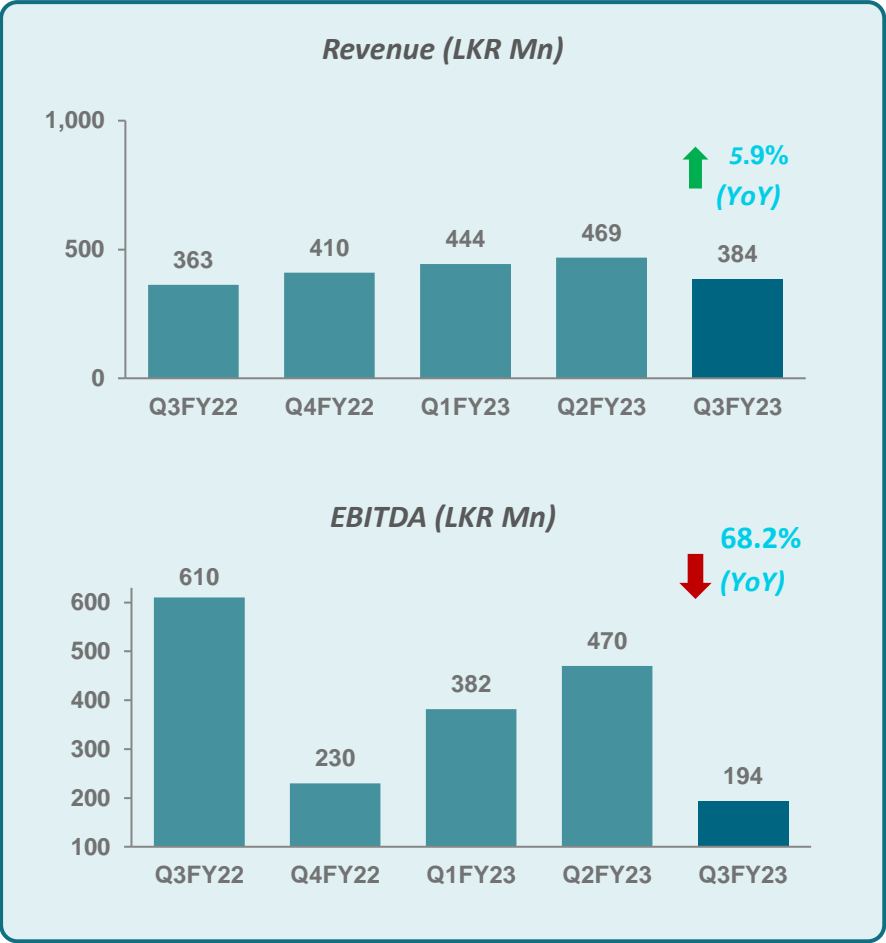
EBITDA %



Capital Employed %



Sector Performance – 9M FY 2022-23



Key Highlights

- YTD total throughput and transhipment volumes at Port of Colombo declined by over 7 % due to slow down in the global economy and reduced demand in key destinations.
- Aviation industry is returning to normalcy with multiple airlines which discontinued operations over the past few months recommencing operations under improved business conditions.
- Amidst the high yields, the Passenger sector witnessed an increased demand for both inbound and outbound travel.
- Decline in EBITDA is due to the one-off disposal gain recorded in Q3 FY22 with the divestment of the logistic operation.

Mobility Sector

- 2

Shipping line – Evergreen line & Far Shipping
- 250 k+ TEUs**
9M FY 23
- 545

Vessel sailing
1H FY 23
- Emirates**
General Sales Agent for over 20 years
- 20%

Air cargo market share
- 19%

Passenger Market share

“Offering a Full Spectrum of End-to-end Services across Land, Sea and Air”

Facilitating over 1000+ supply chains

Emirates cargo : Average daily freight capacity of 75 tons.
Emirates Passenger : Connecting Sri Lanka to over 154 destinations across the globe

Represents the leading feeder operator to the East Coast of India and Bay of Bengal

Representations



GROUP ENVIRONMENTAL AGENDA

Hemas will play a leading role in helping sustain and nurture all that is Sri Lankan



Roof Mounted Solar

25%

Offsetting Group
Electricity Consumption



Addressing Marine Pollution

27,000+ KG
To Date Plastic Collection
(9 Locations)

SUPPORTING OUR COMMUNITIES

Creating an inclusive world by eliminating inequality and creating a social security net



5,000+

Free Testing

Tackling diabetes in sri lanka



100

Teachers Trained

Early childhood care and development



100,000+

Children

Providing essential learning tool packs



4,500+

Families (Parental Clinics)

Creating a safer world



4

Training Sessions

Empowering women and providing her solutions to aspire for more



2,000+

Women

Tackling period poverty

Sustainability Performance – Q3 2021-22 vs Q3 2022-23



Carbon Footprint

(per Rs. Mn Revenue) 0.15 MT

↓ 29%



Values of Fines for Non-Compliance
with Laws and Regulations in the
Social Economic Area

NONE



Water Consumption

(per Rs. Mn Revenue) 1.5 m³

↓ 32%



Total Work-Related Injury Rate

(per 100 employee) none

NONE



Waste Recycled, Reused, or Recovered

72%

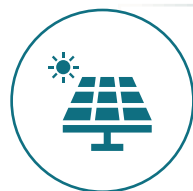
↑ 9%



Training Hours and Development

13,601 Hours

↑ 9%



Renewable Energy Generated

27,262 kWh

↑ 36%



Gender Diversity

(female employees) 29.7%

↑ 0.3%

FOCUS AREAS

Short -Term

Grow Market Share

Develop value creating products to cater to the evolving needs of the customers

Expanding the regional footprint with high focus in Bangladesh

Maintaining an optimum liquidity position

Invest in optimising resources and upscaling talent



Mid – Long Term

Acquisitions/expansion in consumer and healthcare

Grow in the Learning space by moving into adjacent spaces

Develop a strong private brand of generics under Morison

Establish presence in new international markets

SHORT TERM OUTLOOK AND STRATEGIES ON NAVIGATING THE ECONOMIC CRISIS

- Leverage on the strong relationships with external and internal stakeholders to minimise the possible adverse impact on businesses due to temporary political and economic headwinds.
- Implement strategies to maintain optimum levels of working capital by securing bank facilities, renegotiating with suppliers and aligning production schedules with planned power cuts.
- Cater to the evolving needs of the consumers and introduce value for money alternatives.
- Further strengthen the relationships with banks, regulatory bodies, vendors etc to improve the resilience of the value chains across the business eco system.
- Continue to invest in acquiring, retaining and upscaling talent – culture with greater autonomy and flexibility.



THANK YOU!



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