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# INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 DECEMBER 2023

Andy Hall, CEO & Dorette Neethling, CFO





# OVERVIEW

ANDY HALL, CEO



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# PERFORMANCE

## FINANCIAL



TURNOVER

+1%  
R4 740m



TRADING PROFIT

-1%  
R618m



HEPS

+1%  
293 cents



DIVIDEND

125  
cents

## SEP

2023 INCREASE

3.28%

2023 'TOP-UP' INCREASE

1.73%

2024 INCREASE

6.79%

CONSUMER

REVENUE  
R866m  
+2%

TRADING PROFIT  
R189m  
+2%

## E45 STRAIGHT UP SKINCARE



- ✓ Dry skin<sup>1-5</sup>
- ✓ Eczema<sup>1a</sup>
- ✓ Psoriasis<sup>1a</sup>

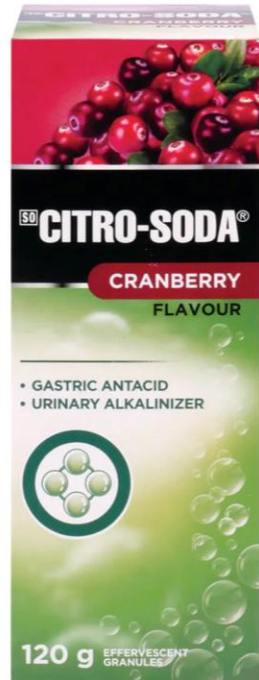
E45 has dry skin conditions covered<sup>1a,2a</sup>



OTC

REVENUE  
R1 149m  
-

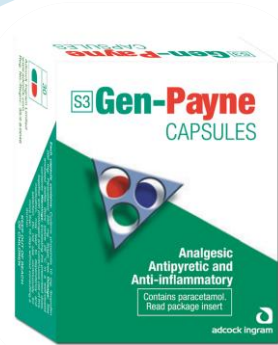
TRADING PROFIT  
R165m  
-9%



# PRESCRIPTION

REVENUE  
R1 713 m

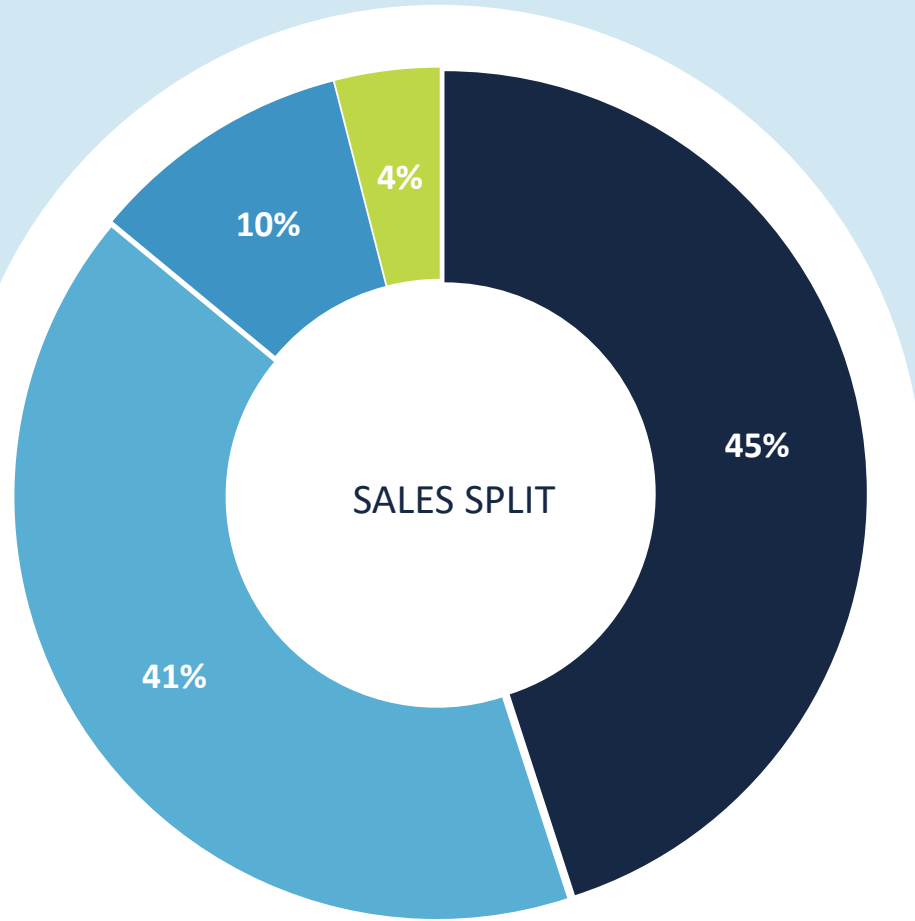
TRADING PROFIT  
R189m  
+13%



# HOSPITAL

REVENUE  
R1 012m  
5%

TRADING PROFIT  
R74m  
-16%



- RENAL
- MEDICINE DELIVERY
- BLOOD
- SPECIALISED THERAPIES

# SUPPLY CHAIN

FACTORIES

DISTRIBUTION





# ESG JOURNEY

CLAYVILLE  
SOLAR PANELS



ELECTRIC VEHICLES



TRANSFORMATION

B-BBEE

Level  
2



# FINANCIAL PERFORMANCE

DORETTE NEETHLING, CFO



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TURNOVER

+1%



■ PUBLIC ■ PRIVATE

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL

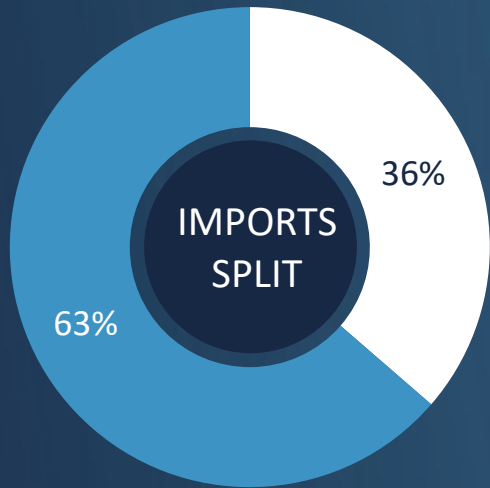


GROSS PROFIT

-2%

GROSS MARGIN

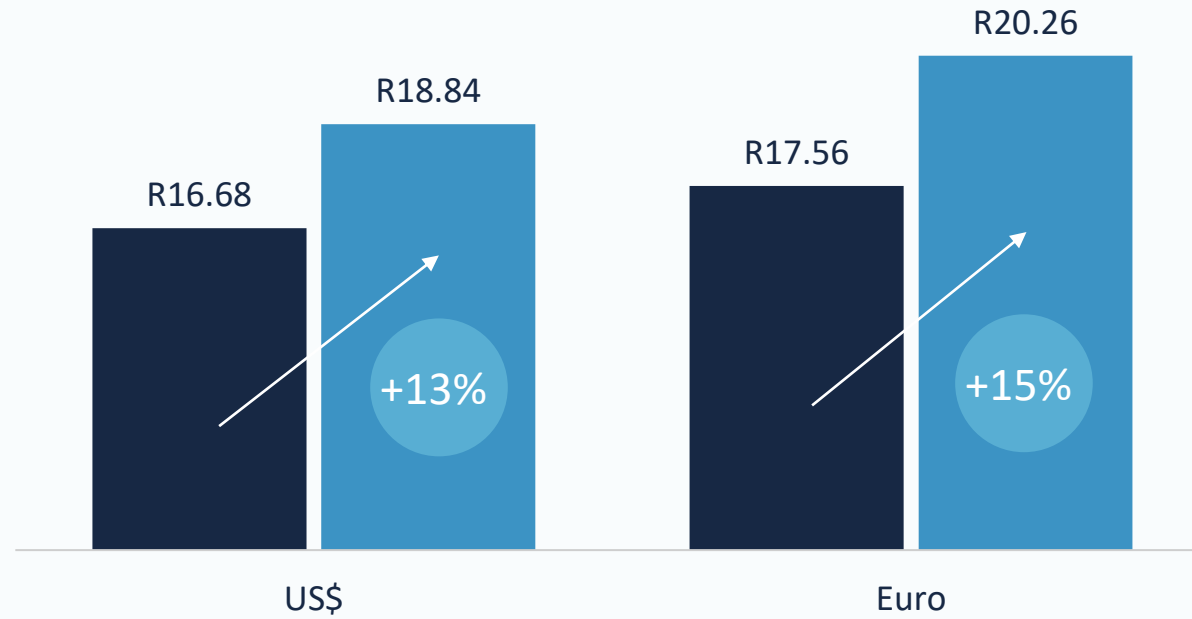
34%



■ US\$

■ EURO

### IMPORTS - EXCHANGE RATES (FEC'S)



■ H1 2023

■ H1 2024



# INCOME STATEMENT FOR THE SIX MONTHS ENDED 31 DECEMBER 2023

TRADING PROFIT

-1%

	Dec 2023 R'm	Dec 2022 R'm	Change %
Revenue	4 740	4 676	1%
Cost of sales	(3 130)	(3 036)	-3%
Gross profit	1 610	1 640	-2%
Operating expenses	(992)	(1 017)	2%
<b>Trading profit</b>	<b>618</b>	<b>623</b>	<b>-1%</b>



# INCOME STATEMENT FOR THE SIX MONTHS ENDED 31 DECEMBER 2023

HEPS

+1%

	Dec 2023 R'm	Dec 2022 R'm	Change %
Trading profit	618	623	-1%
Non-trading expenses	(32)	(29)	
<b>Operating profit</b>	<b>586</b>	<b>594</b>	<b>-1%</b>
Equity accounted earnings	57	65	
Net finance cost	(39)	(25)	
Dividend income	2	1	
<b>Profit before tax</b>	<b>606</b>	<b>635</b>	<b>-5%</b>
Tax	(162)	(167)	
<b>Profit for the year</b>	<b>444</b>	<b>468</b>	<b>-5%</b>
HEPS (cents)	293.0	289.9	1%



# BALANCE SHEET AS AT 31 DECEMBER 2023

DEPRECIATION

R93m

AMORTISATION

R5m

Non-current assets	Dec 2023 R'm	Dec 2022 R'm	June 2023 R'm
Property, plant and equipment	1 478	1 461	1 476
Right-of-use assets	212	254	234
Intangible assets	1 226	1 238	1 233
Deferred tax assets	9	4	14
Other financial assets	20	21	20
Investment in joint ventures	693	569	671
Loans receivable	-	2	-
	<b>3 638</b>	<b>3 549</b>	<b>3 648</b>



# BALANCE SHEET AS AT 31 DECEMBER 2023

INVENTORY DAYS

132

TRADE RECEIVABLE  
DAYS

57

TRADE PAYABLE  
DAYS

55

Current assets	Dec 2023 R'm	Dec 2022 R'm	June 2023 R'm
Inventories	2 405	2 387	2 450
Receivables and other current assets	2 179	2 015	2 060
Net (overdraft)/cash and cash equivalents	(75)	84	82





# BALANCE SHEET AS AT 31 DECEMBER 2023

INTEREST-BEARING  
LIABILITIES  
(LEASES)

R298m

	Dec 2023 R'm	Dec 2022 R'm	June 2023 R'm
<b>Total equity</b>			
Share capital	15	16	15
Share premium	173	193	267
Treasury share reserve	(471)	-	(471)
Non-distributable reserves	286	278	357
Retained income	5 473	4 989	5 220
<b>Total shareholders' funds</b>	<b>5 476</b>	<b>5 476</b>	<b>5 388</b>



SEGMENT

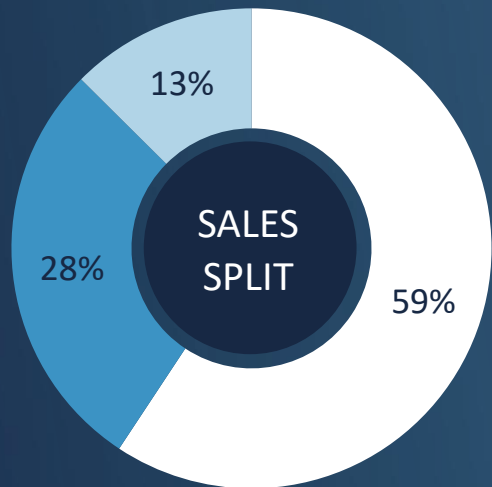
# CONSUMER

TURNOVER

+2%

TRADING PROFIT

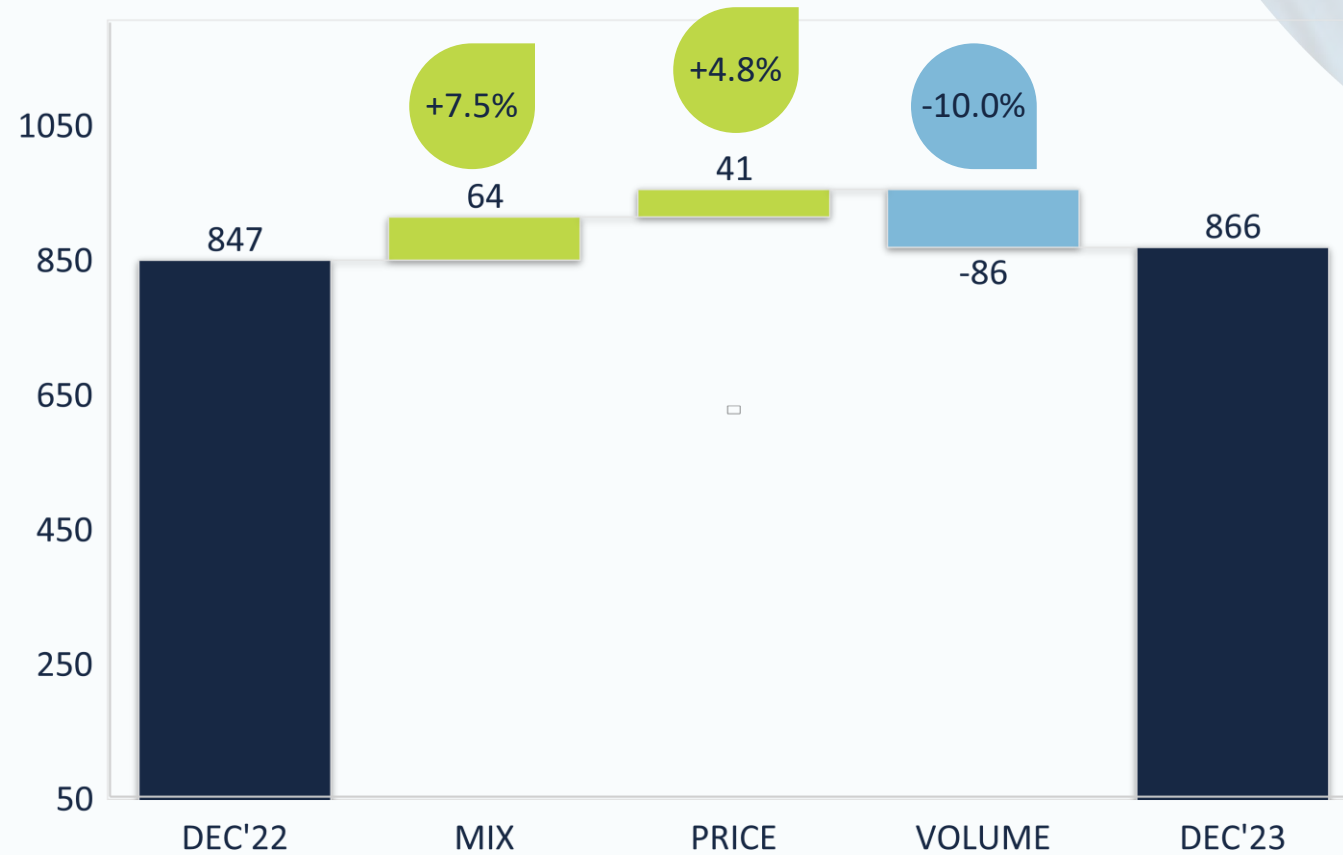
+2%



- HEALTHCARE
- PERSONAL CARE
- HEMOCARE

R'MILLION

INCREASE DECREASE TOTAL



SEGMENT

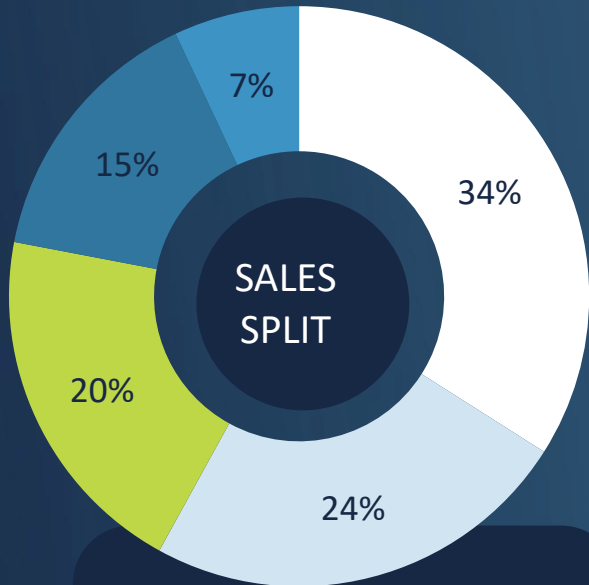
OTC

TURNOVER

-

TRADING PROFIT

-9%



■ COUGH & COLD

■ PAIN

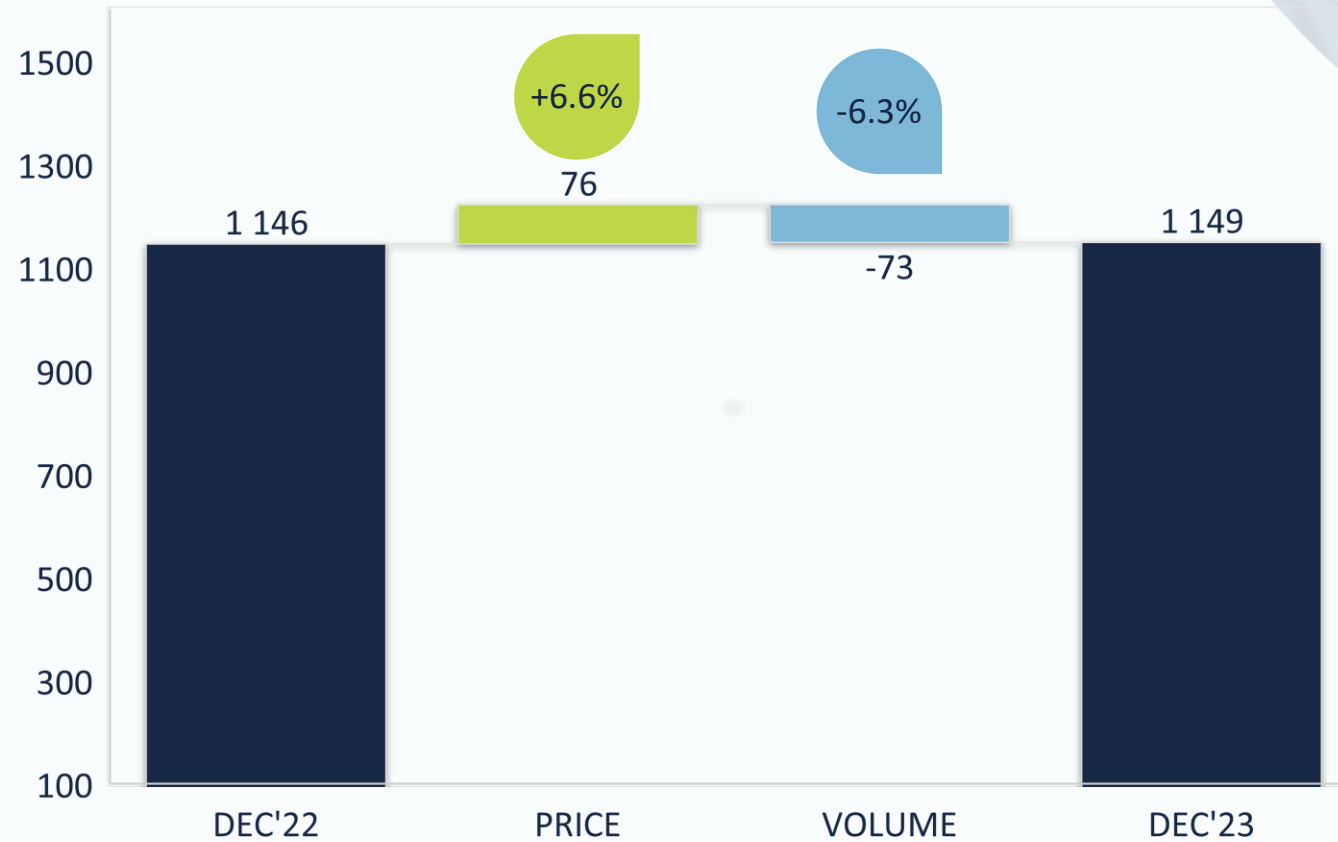
■ HEARTBURN & INDIGESTION

■ ALLERGY

■ OTHER

R'MILLION

■ INCREASE ■ DECREASE ■ TOTAL



SEGMENT

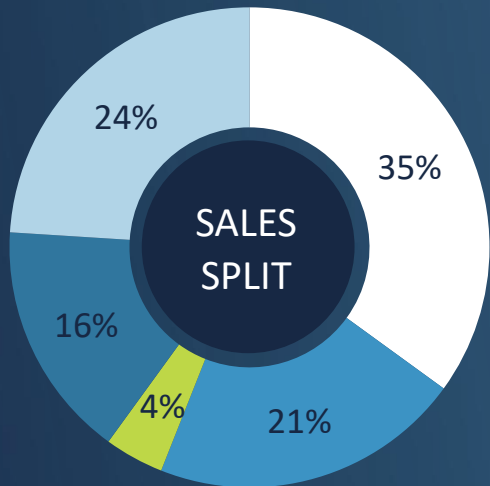
# PRESCRIPTION

TURNOVER

-

TRADING PROFIT

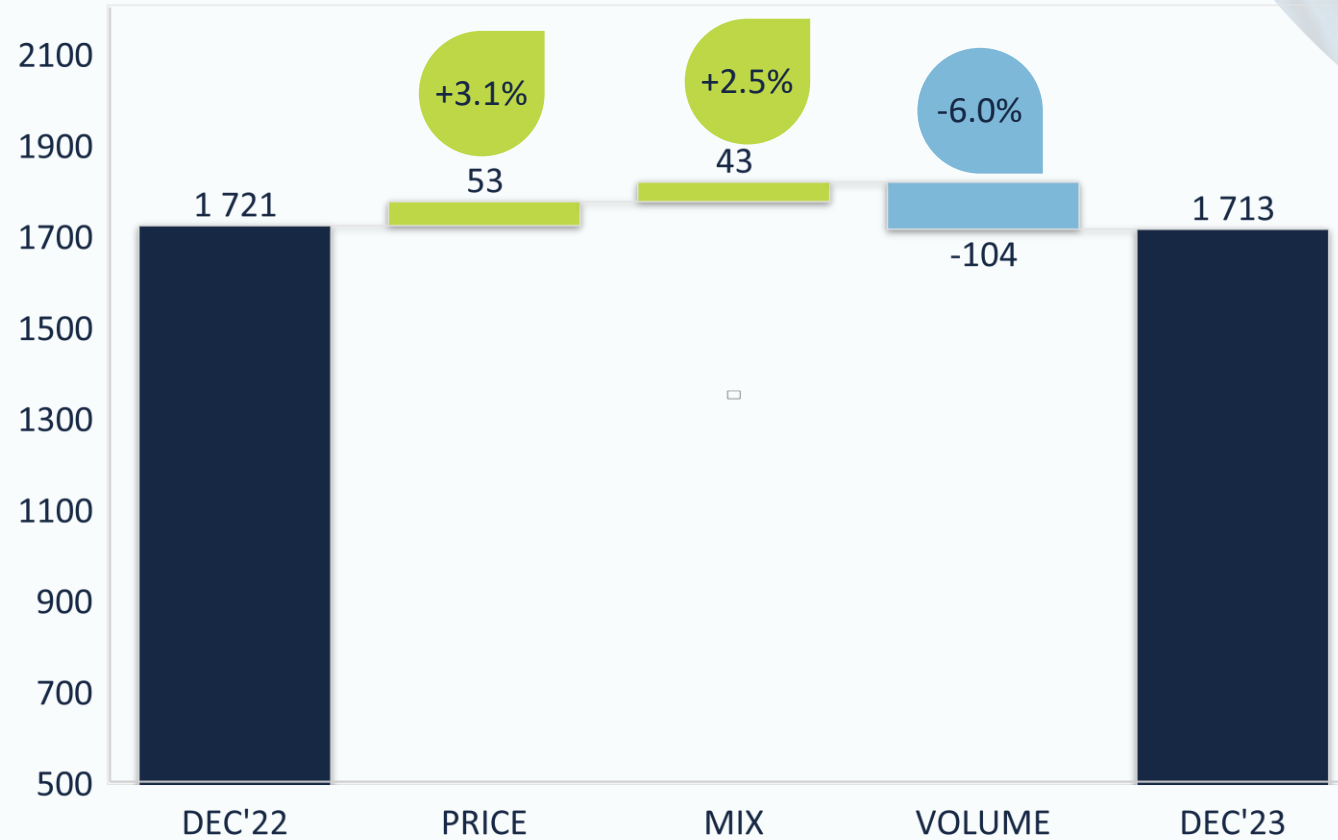
+13%



- BRANDED
- ARV
- MNC
- GENERIC
- OTHER

R'MILLION

INCREASE DECREASE TOTAL



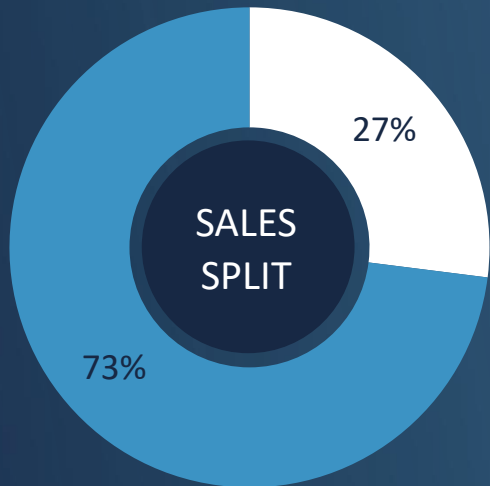
SEGMENT  
HOSPITAL

TURNOVER

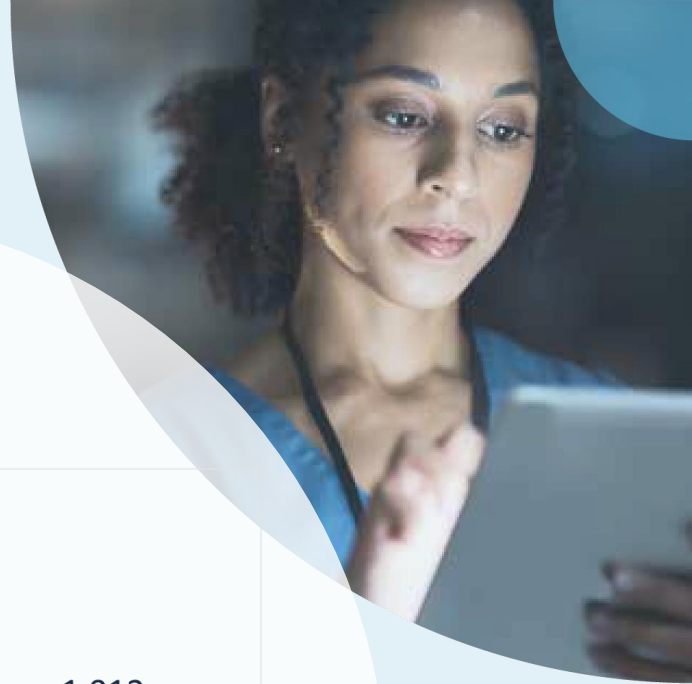
+5%

TRADING PROFIT

-16%



■ PUBLIC ■ PRIVATE





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THANK YOU