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Beximco Pharma CFO Ali Nawaz Concludes U.S. Roadshow, Meeting with Global Investors

San Francisco, CA, November 4, 2016 – Beximco Pharmaceuticals Ltd (BXP LN) Chief Financial Officer Ali Nawaz has visited multiple U.S. cities this week, meeting with global investment funds considering deploying capital to Bangladesh. This is Beximco Pharma's first-ever dedicated U.S. non-deal roadshow.

Nawaz began the week in San Francisco then visited San Diego, Chicago, New York, and concludes today in Miami. He was hosted in the U.S. by institutional equities broker Decker & Co., which has offices in the U.S. and Asia.

A key discussion point in Nawaz' meetings with global investment funds was Beximco's progress on its U.S. export ambitions. The company recently declared that it has gained U.S. Food and Drug Administration (FDA) approval to launch Sotalol Hydrochloride, a generic version of the cardiovascular drug Betapace.

"This launch puts Beximco in an enviable leadership position when it comes to tapping the U.S. export market," said Mark Decker. "Naturally investors are keenly interested in what future drugs are planned for export."

Beximco Pharma is nearing completion of a five-year plan of heavy capital investment, with total investment over the period of approximately BDT 10 billion.

Beximco Pharma reported a 13.1% topline increase and 1.5% bottom-line decrease for H1 2016 (January to June). The company is moving from a January-December financial year to a July-June financial year in compliance with regulatory changes. In this eighteen-month period, the company earned BDT 20,034.50 million in revenues and BDT 2,957.04 million in profits.

In H1 2016, Beximco Pharma continued its double-digit revenue growth trend with 13.1% year-over-year topline growth. Compared to H2 2015, there was also 5.3% increase in revenues. Historically, the second half of the calendar year has generated around 10-15% more revenue compared to the first half.

Compared to January-June 2015, Beximco Pharma also saw moderate margin expansion. Due to increasing operating efficiency and economies of scale in selling and distribution, the company's gross and operating margins have risen by 54 and 122 basis points respectively.

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Source: Decker & Co.
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