

Nigerian-German Chemicals Plc (NGC PLC)

CORPORATE PROFILE

A large, stylized logo for Nigerian-German Chemicals Plc (NGC) is centered in the background. The logo consists of the letters 'NGC' in a bold, white, sans-serif font. The 'N' and 'G' are connected, and the 'C' is a simple, rounded shape. The logo is set against a light purple, semi-transparent background that has a subtle gradient and a slight shadow effect, making it stand out from the white background of the slide.



...Trust, Live, Enjoy



INTRODUCTION

NGCC

NGC LEGACY

- NGC is a **Vibrant** company that is **committed** to improving peoples' lives in a **transparent** and **socially responsible** way.
- Building on its solid multinational heritage, NGC's commitment to 'best practice' in business management and the pursuit of manufacturing excellence has enabled it to forge strategic relationships with a number of blue chip companies to complement its long standing tradition of manufacturing as well as trading quality local and international brands.
- NGC stands out as Nigeria's foremost indigenous enterprise in the pharmaceutical and chemical fields, providing world-class companies with a vehicle to promote & distribute their products in the most challenging of environments.
- Through its extensive nation-wide distribution network, NGC serves a number of key market sectors including:
 - Healthcare
 - Consumer Products
 - Oil & Gas Industry

CORPORATE SLOGAN / PAYOFF

TRUST

As a foremost producer of pharmaceutical and other life enhancing products, NGC is more than just a name. It is an icon of enduring trust which stems from its time tested pedigree and **commitment** to standard.

LIVE

Every second... every minute... every hour invested on producing any of the NGC brands, is aimed at making people live vibrant and better lives.

ENJOY

At NGC it's not just about living, it's about enjoying life actively. The new NGC is **transparently** committed to constantly improving its existing brands as well as developing new Products that make life more enjoyable.



VISION & MISSION STATEMENT

NGCC

VISION

We want to build a foremost, profitable and esteemed corporation that enables people live more active and fulfilling lives.

MISSION STATEMENT

We are committed to expanding market share in the pharmaceutical, fast moving consumer goods and oil & gas sectors while continuously diversifying into new business areas.

VALUES

- **Vibrant:**
We are a bold, proactive and lively brand that consistently support customers' quest for an active and healthy life. Through our well trained, motivated and dedicated workforce we are always ready to experiment & discover while insisting on standards.
- **Committed:**
We go the extra mile to know the needs of our customers; consciously building life-long relationship with them by creating brands that deliver value at every stage of life.
- **Transparent:**
We are always open in everything we do. We create communication channels that give the customers and other stakeholders more access to what we do and how we do them. The customers know us & know that whatever comes from us comes with a seal of standard and unparalleled quality.
- **Socially responsible:**
We take measures that ensure that our operational processes do not have any negative impact on the environment and the people.

OVERVIEW

- A fully owned Nigerian company
 - Quoted on the Nigerian Stock Exchange.
 - Over 10,000 shareholders.
- Country wide distribution network with over 1,250 sales points
- Employee strength of over 400
- Strategic alliances with blue chip international companies including Johnson & Johnson, Jeyes, Kunming Pharmaceutical Corporation, Solvay Pharma, Linton Park, Nichols et al



NGC STORY

NGC

NGC STORY

- 1963:
On December 18, the company was formed under the name “Hoechst Products Nigeria Limited”
- 1964:
On January 10, the company was registered as a private liability company with an authorized share capital of ten thousand pounds (£10,000) divided into ten thousand (10,000) ordinary shares of £1 each. On July 6, the authorized share capital was increased to fifty thousand pounds (£50,000) by the creation of an additional forty thousand (40,000) ordinary shares of £1 each.
On August 4, ten thousand (10,000) ordinary shares of which Farbwekerke Hoechst AG held 60% and Major & Company 40%.
- 1971:
On October 4, PVA plant at Ikeja was commissioned.
- 1972: On January 10, the authorized share capital was increased to four hundred thousand pounds (£400,000) by the creation of an additional three hundred and fifty thousand (350,000) ordinary shares of £1 each.
- 1973: On April 13, Major & Company sold their 40% shareholding to Ashamu & Sons (Holdings) Ltd. On the same day the name of the company was changed to “Nigerian Hoechst Limited”
- 1977, 1978: The authorized share capital & paid up capital were increased to three million Naira (N3,000,000) in 2 stages (on Dec 6 1977 & Mar 16 1978) by the creation of additional shares and by a public issue on Oct 27, 1978

NGC STORY ... (continued)

- 1979:
In August, Nigerian Hoechst shares were quoted on the Nigerian Stock Exchange for the first time. The quotation was 30 kobo per share of 50 kobo each.
 - 1981:
On May 26, the foundation of the pharmaceutical factory at Otta was laid
 - 1982, 1985, 1988:
Nov 4, 1982 the pharmaceutical factory and the central warehouse at Otta were officially commissioned.
- The authorized share capital was increased to fifteen million Naira (N15,000,000) in two stages (on Aug 26, 1982 & July 5, 1985) from three million while the paid-up capital increased to fourteen million Naira (N14,000,000) by an hybrid offering in Sept 1982, bonus issue of one ordinary share already held on July 15, 1985 and bonus shares of one ordinary share for every three held on June 30, 1988.
- 1988:
On December 18, the company celebrated its 25th anniversary

NGC STORY ... (continued)

- 1992:
The company offered for subscription debenture stock of sixty million Naira (N60,000,000) which was fully subscribed.
- 1994:
For the second time in the company's history, the Nigerian Stock Exchange Merit Award was received for the best presentation, quality and depth of the annual report and accounts for the year 1992
- 1995:
Hoechst AG divested its holding from in Nigerian Hoechst Plc and at an extraordinary General Meeting held on 23 February 1995, the shareholders approved the change of the company's name to "Nigerian-German Chemicals Plc".
- 1991, 1996:
The authorized share capital of the company increased to N100,000,000 through 2 stages (on July 3, 1991 & March 4, 1996) and the paid-up capital was increased to N30,625,000 by a bonus issue of one ordinary share for every four ordinary shares already held (on July 3, 1991) & rights issue in 1996.
- 1997:
The company's turnover crosses the billion-naira mark for the first time.

NGC entered strategic relationship with Parke-Davis (now Pfizer Consumer Healthcare) and introduced Benylin ranges, Anusol & Sloan's

NGC STORY ... (continued)

- 1999:
Mr. A. Shonekan appointed Chief Executive Officer.
The company commissions pharmaceutical oral liquid line and produces liquid medicines for the first time at the Otta plant.
- 2000: **Our association with Aventis, the successor of Hoechst group finally ended.**
- 2001: Company's paid-up capital increased to N76,893,000 following a bonus issue of 1 new share for every 6 existing shares.
- 2002:
NGC exits agro veterinary unprofitable business and industrial chemicals.
NGC was the proud recipient of the Pfizer Healthcare Division 2002 Agent of the Year award (Export Region).
This award was in recognition of the significant progress made by NGC in the production and distribution of a range of Pfizer Consumer Healthcare products including Benylin.
- 2003:
Company commissions its multi-million-naira bottled water plant.
July, saw NGC expand into the beverage market with the launch of its own brand of bottled water, Sparwasser.
- 2004: NGC celebrates its 40th anniversary.
NGC partners Kunming Pharmaceutical Corporation, China & launches Artem (artemisinin anti-malarial) into the Nigerian market
- 2005:
Company's turnover crosses the N2 billion (two billion naira) mark for the first time.
NGC launches Gluformin (antidiabetic) to the market
- 2006: NGC launches new brands: Arco (antimalarial), Vimto (refreshing fruit drink), Linton park (wine) into the Nigerian market.
- 2007: **NGC splits into 5 autonomous divisions, namely Manupharm, Distripharm, Districon, Brand Assets, and Shared Services**



OUR BOARD

NGC

NGC Plc BOARD MEMBERS / PROFILE

CHAIRMAN

HRH Alhaji Shehu Idris (CFR)

Alhaji Idris is a seasoned administrator, scholar and a well respected traditional ruler. In the course of his career, he served in various positions in the Ministry of Local Government, Zaria Local Authority council, and Kaduna State Broadcasting Corporation.

HRH is the current Chairman of the Kaduna State Council of Chiefs and Pro-Chancellor of the University of Technology, Minna and Chancellor of the University of Nigeria - Nsuka. The Emir sits on the Board of UAC and UNIC Insurance PLC.

EXECUTIVE VICE-CHAIRMAN & CEO

Mr. Adeboye Shonekan

A lawyer by profession, he is a 1986 graduate from the University of Reading, Berkshire, United Kingdom. He also attended the management program at Harvard Business School in 1998. Prior to joining NGC in 1995 as the Executive Director responsible for Materials Management, Logistics & Import Financing, he had worked as Investment Officer with International Finance Corporation (1990-1995). He became the Vice-Chairman of the Board on 28 March 1998 and Chief Executive Officer of the Company on 27 April 1999. He is also a Director of several other companies, including Universe Reinsurance Limited, Virgin Nigeria Limited, Critical rescue International and Intersource S A Limited

EXECUTIVE DIRECTOR, COMMERCIAL

Mr. Matthew Chadzimura

Mathew Chadzimura joined NGC in 2006 as Commercial Director. He is a graduate of University of Zimbabwe, where he obtained B-Tech Management in 1993. He became a Fellow Member of the Association of Chartered Certified Accountants (ACCA) (UK) in 1996 and also has an MBA from the University of Zimbabwe in 2001.

NGC Plc BOARD MEMBERS / PROFILES continued

• NON-EXECUTIVE DIRECTORS

Mr. Emmanuel Ndiokwere

- Mr. Ndiokwere holds an M.Sc. degree in Fibre Science and Technology from the University of Leeds. He originally joined the former Hoechst company in 1973 and served until 2001 when he retired as head of the Industrial Chemicals Division. He became an executive director of NGC Board in 1999 and since retiring has continued to serve the company in a non-executive capacity.

Mr. Gbade Balogun

- Mr. Balogun is a Chartered Accountant who served for over 25 years in several prominent organizations including Nigerian Breweries and UACN, where he held the position of Managing Director – GBO/MDS before retiring from service.

Mr. Olusegun A. Oshinowo,

- Mr. Oshinowo holds a B.Sc Business Administration and an MSc in Industrial Relations & Personnel Management from the University of Lagos, Nigeria. He became the Director General, Nigeria Employers' Consultative Association since 1999. A fellow of the Chartered Institute of Personnel Management, Nigeria, he is on the board of several organizations including Nigeria Social Insurance Trust Fund (NSITF), Nigeria Labour Advisory Council, National Pension Commission (PenCom), National Orientation Agency, and the National Health Insurance Scheme. In addition, he is a member of the governing board of International Labour Organization, International Organization of Employers and Pan-African Employers Federation.

Mr. Tom Lindsay (British)

- Tom Lindsay has over 40 years experience in the pharmaceutical industry. He has held senior positions in overseas operations of several leading multinational companies, including Hoechst Marion Roussel. In 1995 he left the Hoechst Group to set up TradeLink International Ltd to provide Hoechst with outsourced marketing and distribution in Africa and the Caribbean. This has evolved to providing pharmaceutical companies with management and logistics services, including procurement, technology transfer, recruitment and marketing support. As NGC's overseas director in residence in London, TradeLink International Ltd serves as NGC's overseas liaison office.

• Mr. Samson Osewa

A pharmacist by profession, Mr. Samson Y. Osewa joined the Company in 1982. He became the Executive Director in charge of Technical Operations on 28 March 1998 and was responsible for the Pharmaceutical business until January 2008 when he retired from active service after 26 years of meritorious service. He has been retained on the board of the company in a non-executive capacity.

The background features a large, stylized logo for NGC. It consists of a light purple hexagonal shape with a cyan-colored top section. The letters 'NGC' are rendered in a large, white, sans-serif font, centered within the purple area. Overlaid on this is the text 'NGC-OWNED PHARMA BRANDS' in a smaller, dark blue, sans-serif font.

NGC-OWNED PHARMA BRANDS

NGC OWNED PHARMA PRODUCTS PORTFOLIO

- **ANALGESIC / ANTIPYRETIC**
 - NGC-valgin® (Acetaminophen) Tabs & Injection, Daga® (Paracetamol) Tabs & Syrup
- **ANALGESIC / ANTIINFLAMMATORY**
 - Tabalon® (Ibuprofen) Tablets
- **ANTIDIABETICS**
 - Glanil® (Glibenclamide) tabs & Gluformin® (Metformin) Tabs
- **ANTIHELMINTHIC**
 - Antelmin® (Pyrantel Pamoate) Tabs

NGC OWNED PHARMA PRODUCTS PORTFOLIO

- **ORAL ANTIBIOTICS**
 - Traflox® (Ofloxacin), Ciproval® (Ciprofloxacin) & Perfloval® (Ofloxacin) Tablets
- **ORAL DIURETICS**
 - NGC-Diurex® (Frusemide) Tablets
- **ORAL ANTI-ULCER**
 - Ulcepral® (Ranitidine) Tablets
- **MUCOLYTIC**
 - Broncholyte® (Bromhexine HCl) Elixir

NGC-OWNED PHARMA PRODUCTS PORTFOLIO

- **COUGH & COLD**
 - Cofeeze® (Ipecacuana plus) Non-drowsy Syrup
- **ORAL ANTI-SPASMODIC**
 - Colipan® (Hyoscine Butyl Bromide) Tablets & Elixir
- **ORAL ANTI-MALARIAL**
 - Fastaquine® (Chloroquine)

NGC-OWNED FAST MOVING CONSUMER GOOD PORTFOLIO

- **BOTTLED TABLE WATER RANGE**
 - Sparwasser® Still
 - Sparwasser® Sparkling
 - Sparwasser® Apple Flavoured
 - Sparwasser® Lime & Lemon Flavoured



**FOREIGN PRINCIPALS'
BRAND PORTFOLIO –
PHARMA**

NGC PARTNERS' PRODUCTS PORTFOLIO

- Johnson & Johnson Products' Portfolio
 - Benylin® Range (Cough & Cold)
 - Sloans' Liniment® (Anti-inflammatory – sprains, dislocations)
 - Abidec® Drops (Children Multivitamins)
 - Anusol® Suppository (Anti-hemorrhoid / Astringent)

- Solvay Pharma (France)
 - Duphaston® tablets (Hormonal / Gynaecology)
 - Duspatalin® (Antispasmodic)
 - Duphalac® (Anti-diarrhea)

- Kunming Pharmaceutical Corporation
(China)
 - Artem® (Antimalarial) Tablets & Injection
 - Arco® (Antimalarial) tablets

The background features a large, semi-transparent watermark of the NGC logo. The logo consists of a light purple hexagon with a cyan-colored top section. The letters 'NGC' are rendered in a bold, white, sans-serif font, centered within the hexagon.

**FOREIGN PRINCIPALS BRAND
PORTFOLIO – FAST MOVING
CONSUMER GOODS**

NGC CONSUMER PRODUCTS PORTFOLIO

- **CARBONATED FRUIT DRINKS**

- Vimto® Sparkling, Vimto® Cordial & Vimto® Lite (Under Production & Sales & Distributorship Agreement with Nichols Plc, UK)

- **BLEACH / STERILIZER**

- Parozone® Bleach & Perfumed Bleach (under Production & Sales & Distributorship Agreement with Jeyes, UK)

- **WINES**

- Cabernet Sauvignon, Merlot, Chardonnay, Sauvignon Blanc (under Sales & Distributorship Agreement with Linton Park Wines, South Africa)
- Russians Bear Vodka, Hooper Schnapps, Two Keys Whiskey, Stretton's Gin (under Sales & Distributorship Agreement with Edward Sniels Plc, South Africa)