



Corporate Briefing Session - 2025

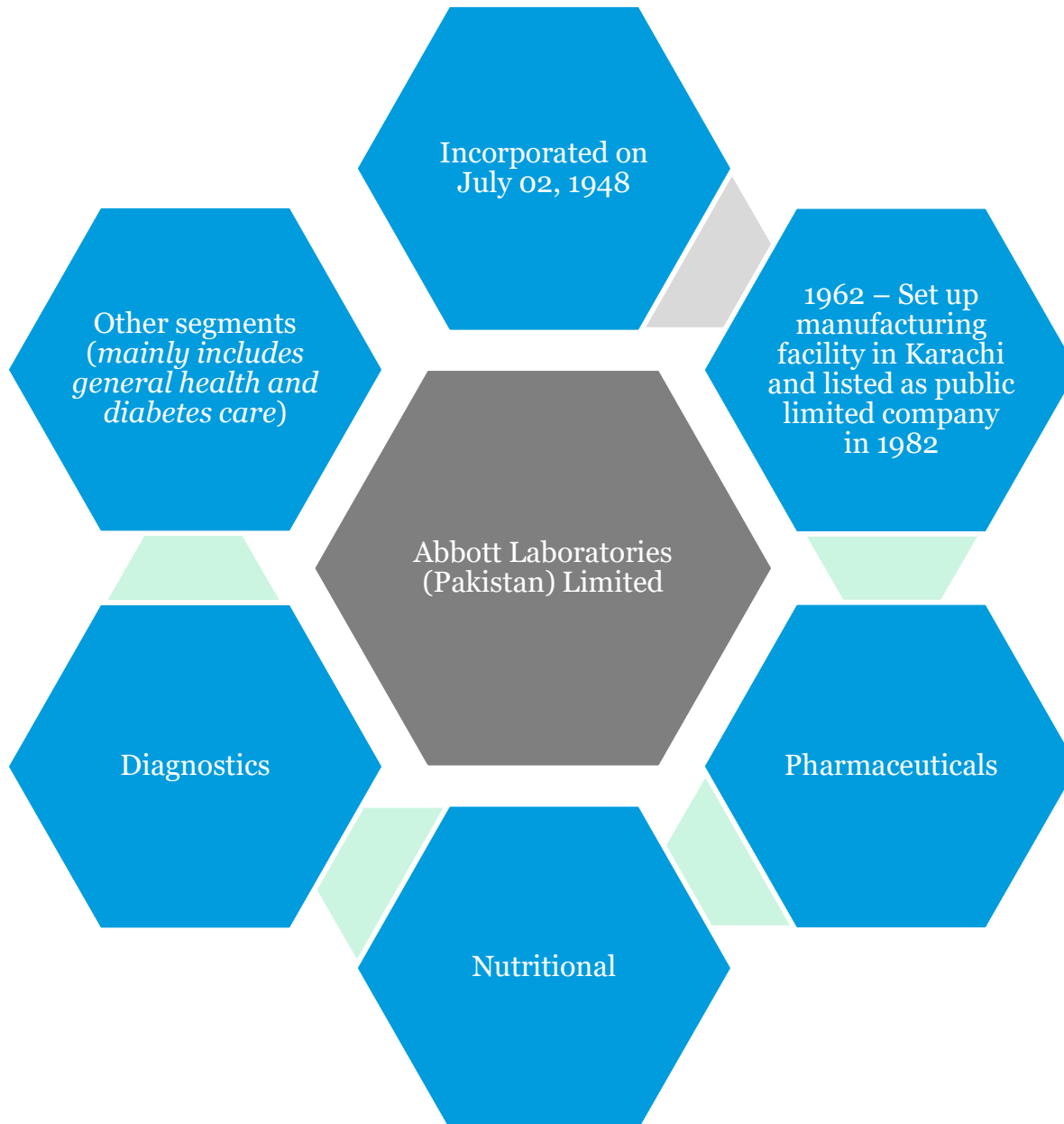
December 30th, 2025



Table of Contents

- Company Overview
- Economic Overview
- Strategic / Operational Developments
- Financial Results for 2024
- Financial Results for 9M-2025
- Q&A

Company Overview



Two manufacturing facilities



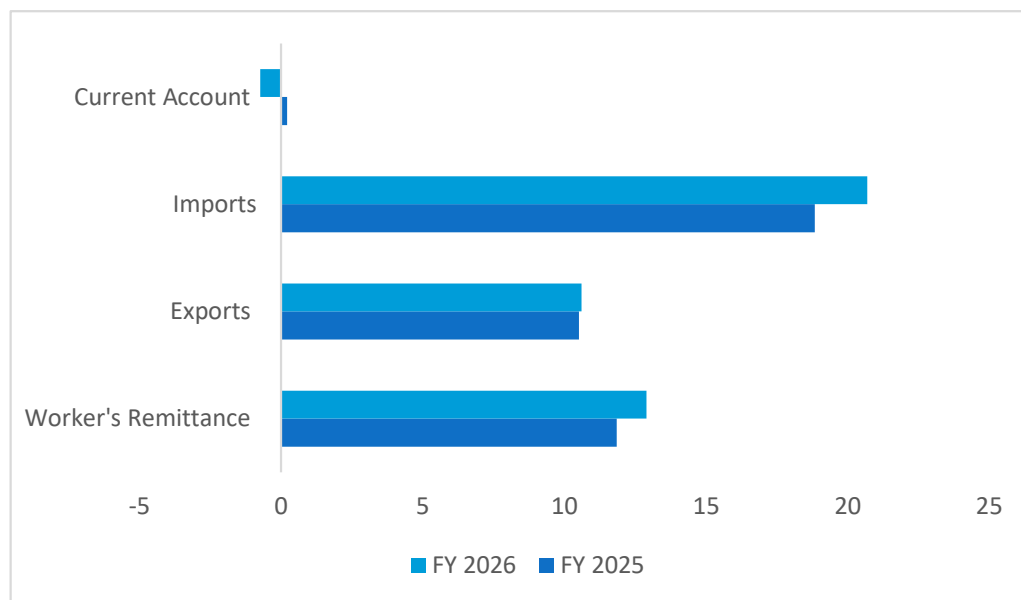
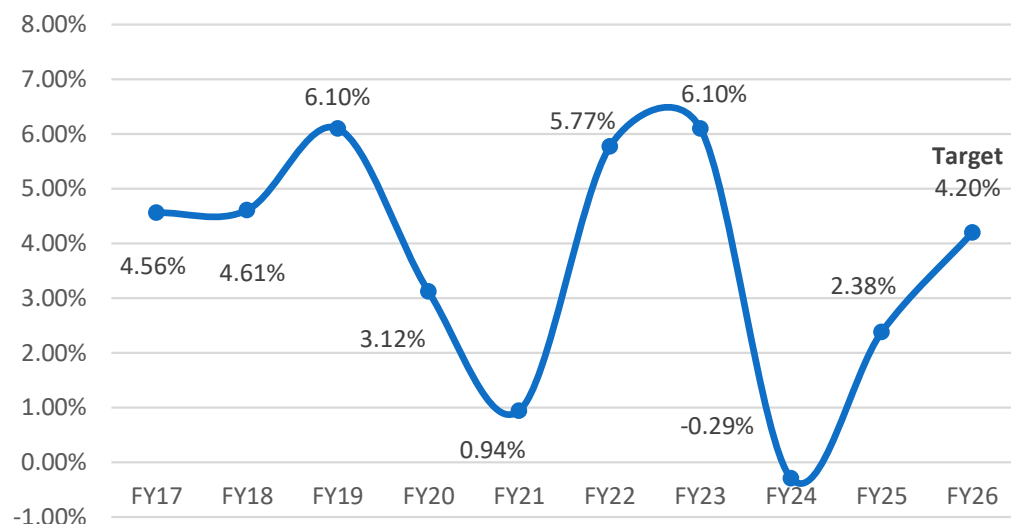
~1,400 Employees



> 150 Products

PAKISTAN – MACRO ECONOMIC OVERVIEW

Gross Domestic Product Growth (GDP%)



Growth of Pakistan:

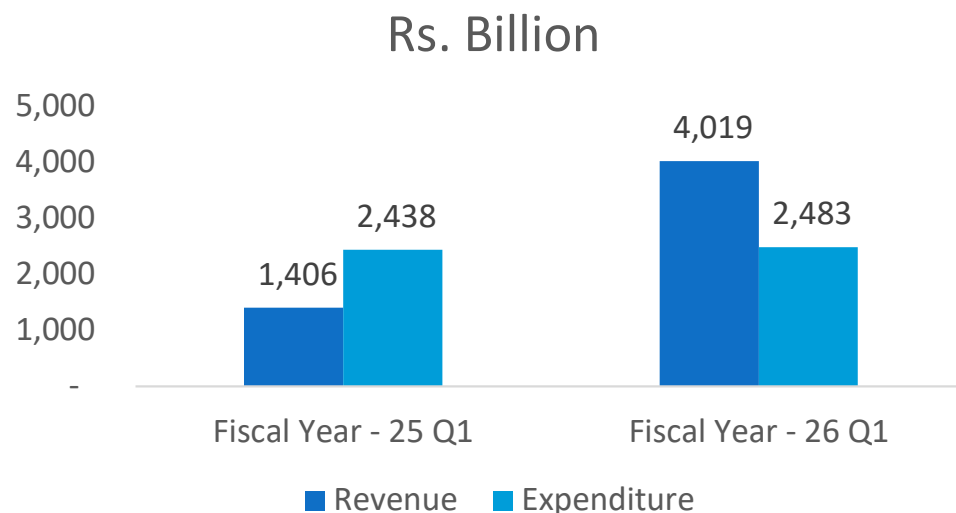
- **GDP growth FY25** - posted a growth of ground 2.8%–3.0% in FY2025 against a target of 3.6%. The improvement was supported by prudent fiscal and monetary policies, continued inflows from multilateral and bilateral partners, and a gradual recovery in industrial and services sectors. Despite challenges in agriculture and structural inefficiencies, the economy maintained positive momentum following FY2024, aided by easing inflation and a surplus in the current account.
- **Outlook for growth FY26** - GoP target is 4.2%, while SBP expects 3.25%–4.25%. IMF projects 3.6%, and other institutions remain cautious. Growth optimism is supported by lower inflation and fiscal reforms, but risks from structural inefficiencies, climate challenges, and external pressures could limit momentum.

Current Account Deficit 4MFY26

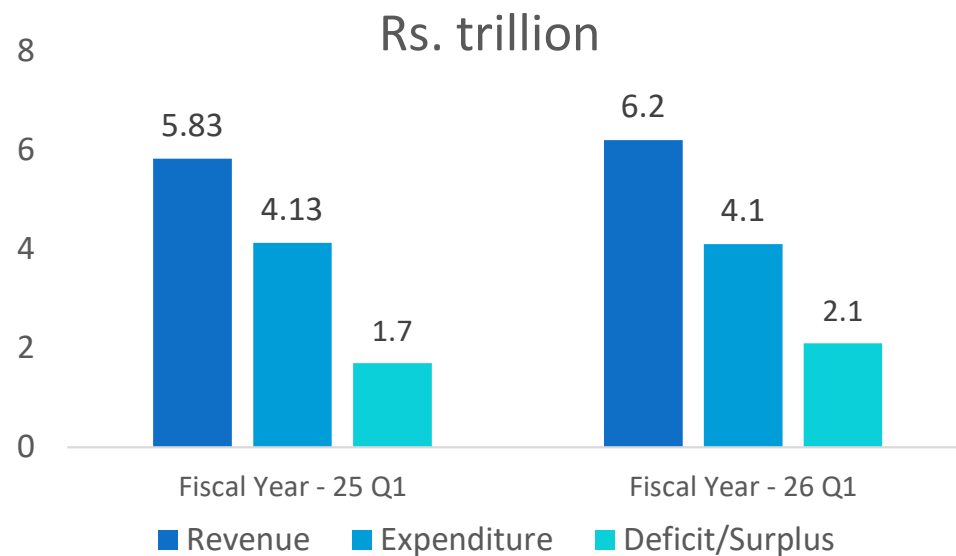
- Pakistan posted a current account deficit of \$733 million in the first four months of FY26, reversing last year's surplus of \$218 million. The deterioration was driven by a sharp rise in imports and sluggish export growth, despite strong inflows of workers' remittances.
- **Imports** – Imports in 4MFY26 rose by 10% to \$20.7 billion from \$18.83 billion
- **Exports** – Exports in 4MFY26 increased by less than 1% to \$10.6 billion from \$10.51 billion
- **Workers' Remittance** – The country's worker remittances clocked at \$12.95 billion an increase of 9% from last year \$11.85 billion.

FISCAL LANDSCAPE

FBR REVENUE COLLECTION



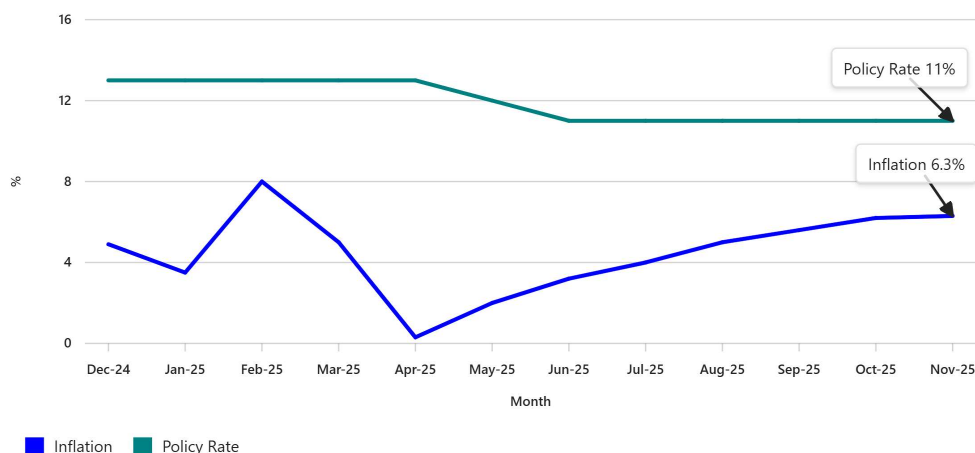
FISCAL Update



- **FBR revenue collection:** During Jul-Sep FY2026, the net federal revenues grew by 186 percent to Rs 4,019 billion from Rs 1,406 billion same period last year. This was on account of various measures taken by the Government to improve tax revenue.
- **Fiscal Update:** Pakistan has posted a fiscal surplus of Rs 2.1 trillion or 1.6% of GDP and a primary surplus of Rs 3.5 trillion or 2.7% of GDP for the first quarter of Fiscal Year 2026 (1QFY26). The surplus was primarily driven by an impressive profit contribution from the State Bank of Pakistan (SBP), which amounted to Rs 2.4 trillion
- **Non-tax collection:** The government collected Rs 3.022 trillion in non-tax collection, registering a massive growth of 566.9% compared to Rs 453 billion collected in the same quarter last fiscal.

MONETARY LANDSCAPE & CURRENCY OUTLOOK

CPI & POLICY RATE TREND



CPI & POLICY RATE TREND

- **Expansionary Monetary policy:** Central bank brought down the interest rate to 13% in December 24 from 22% in June 24, it has remained stable since, clocking at 10.5% in December 2025.
- **CPI :** Pakistan's average consumer price index inflation rate stands at 5% for the period Jul-Nov 2025, versus 8% in the same period last year.

USD/PKR MOVEMENT

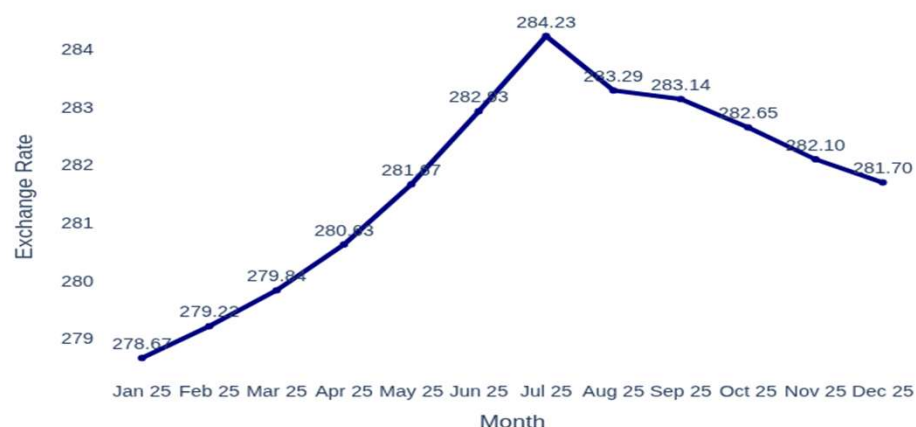
- PKR is currently trading around Rs281–283, showing minor fluctuations over recent weeks.
- Movement has been range-bound since October, reflecting improved FX reserves in CY25 and controlled demand for imports.

CURRENCY OUTLOOK

- PKR expected to stay around Rs. 279–285 till year-end, supported by IMF reforms and SBP measures.
- Current account deficit remains contained due to strong remittances and controlled imports, helping stabilize PKR in the near term.
- Risks include global USD strength and oil price volatility, which could pressure reserves and widen the current account gap.

USD / PKR Parity

USD to PKR Exchange Rate (2025)



Rx to OTC

- ❑ The Rx-to-OTC transition effectively began in 2024, driven by price deregulation and followed by structural regulatory adjustments throughout 2025.



- Historically, most medicines were prescription-only due to concerns about misuse and lack of pharmacist oversight.



- ❑ DRAP has gradually allowed certain low-risk drugs (e.g., analgesics, antacids, vitamins) to be sold OTC, following WHO guidelines.



- ❑ This switch follows patterns seen in other emerging market, where the transition has been driven by urbanization, improved awareness and regulatory harmonization with international standards.



- ❑ Key Categories switched include Pain relievers, Vitamins & supplements.



- Companies with strong OTC portfolio, branding and support systems (e.g., digital engagement, pharmacist training) can gain significant advantage.

Financial Results - 2024



Key Highlights – FY2024

- *Overall revenue of the Company increased by 22.9% reaching **Rs. 68.18 bn.***
- *Gross profit and net profit margin increased to 29% and 7.7% from 21.3% and 0.5% from 2023 on account of favorable price adjustments, optimization of manufacturing processes and cost efficiency initiatives*
- *Earnings per share was Rs. 53.46 per share (2023: Rs. 2.67 per share).*

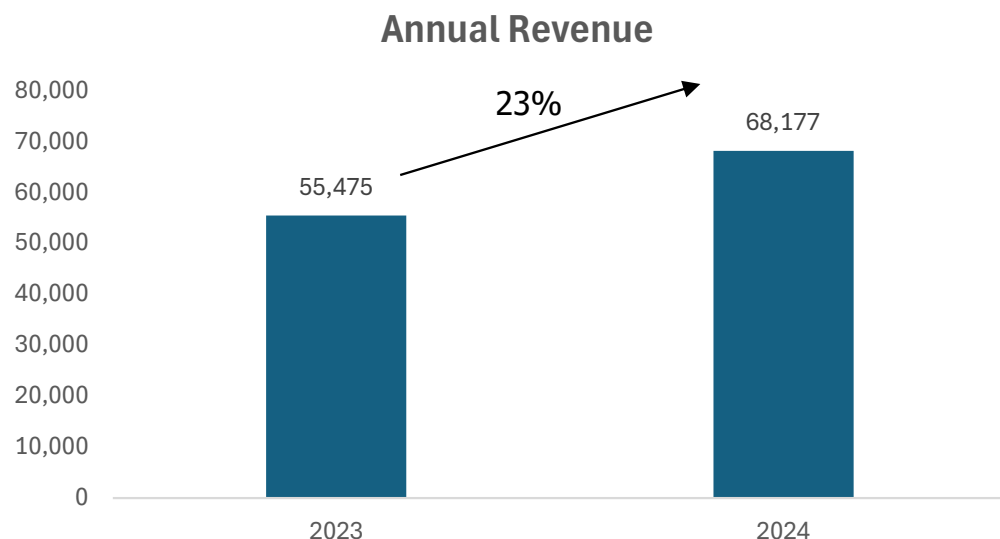
Rs. 68.18 bn
Sales Revenue

22.9%
Sales Growth

29%
Gross Profit
Margin

7.7%
Net Profit
Margin

Revenue Analysis – FY24



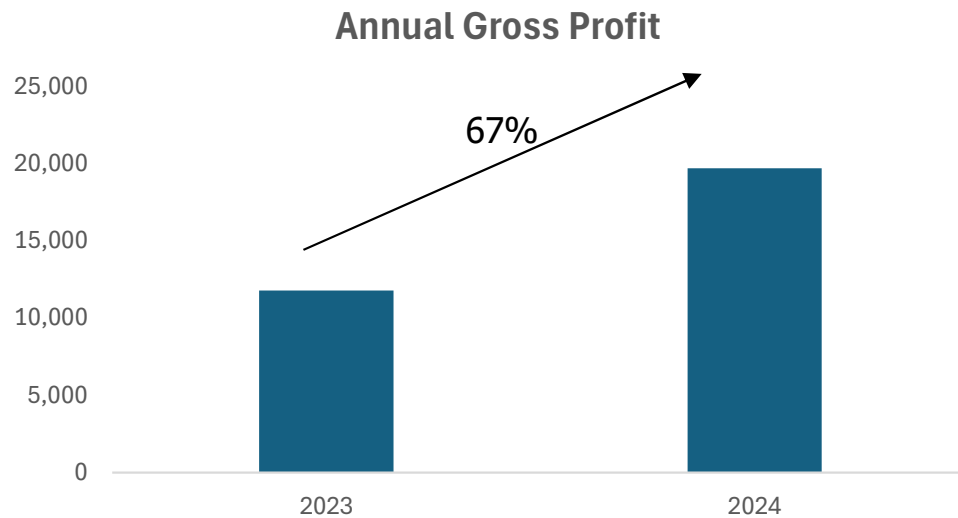
- *Pharmaceutical sales increased by 22% driven by a combination of volume growth of established brands and price adjustments following deregulation of non-essential drugs.*
- *Nutrition sales increased by 21%, primarily driven by price adjustments and increased volumes.*
- *Diagnostics segment registered an organic growth of 37% this growth was driven by new customer acquisitions and improved volumes.*
- *Revenue for Others which consists of Diabetes Care and General Health Care increased by 14% mainly on account increased volumes.*

Segment Wise Revenue (PKR in millions)

Segment	2024	2023	% Change
Pharmaceutical	46,137	37,783	22%
Nutritional	13,784	11,414	21%
Diagnostics	6,537	4,774	37%
Others	1,720	1,504	14%
Total	68,177	55,475	23%



Segment Gross Profit analysis – FY24



- *Pharmaceutical Gross profit margin improved to 29.3% from 21.0% driven by favorable price adjustments and product mix.*
- *Gross profit margin for the nutrition segment improved substantially to 36.1% from 23.9% reflecting price adjustments and improved volumes towards the end of the year.*
- *Diagnostic segment's Gross profit margin decreased to 13.5% from 15.6%, driven by higher product prices.*
- *Cumulative gross profit margin for others which consists Diabetes Care and General Health Care decreased to 20.4% from 28.2% driven by increase in product cost and general inflation.*

Segment Wise Gross Profit (PKR in millions)				
Segment	2024	GP margin	2023	GP margin
Pharmaceutical	13,531	29%	7,924	21%
Nutritional	4,976	36%	2,726	24%
Diagnostics	880	13%	744	16%
Others	351	20%	423	28%
Total	19,738	29%	11,817	21%

Financial Results – 9M FY2025

Key Highlights – 9M FY2025



- *Overall revenue of the Company increased by **13.44%** reaching **Rs. 56.22 bn.***
- *Profitability improved significantly following price adjustment and various other efficiency measure taken across the operations.*

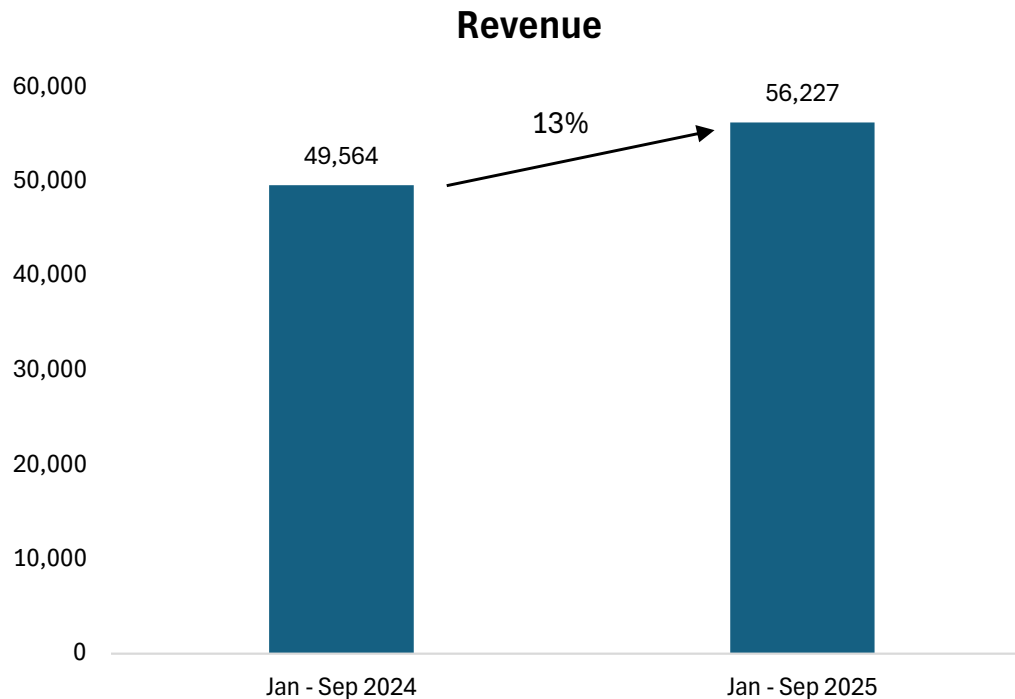
Rs. 56.22 bn
Sales Revenue

13.44%
Sales Growth

34%
Gross Profit
Margin

9.5%
Net Profit
Margin

Revenue Analysis – 9M FY2025



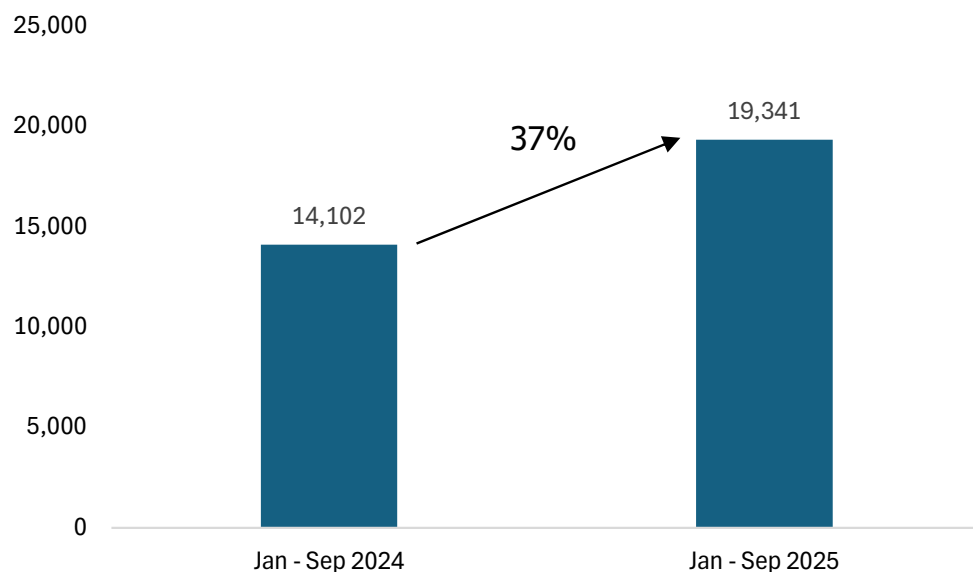
- *Pharmaceutical sales increased on account of sustained performance of established brands.*
- *Sales for Nutrition increased primarily on account of price adjustments and slight volumetric increase.*

Segment Wise Revenue (PKR in millions)			
Segment	Jan - Sep 2025	Jan - Sep 2024	% change
Pharmaceutical	38,949	33,469	16%
Nutritional	12,044	10,129	19%
Diagnostics	3,834	4,546	-16%
Others	1,400	1,420	-1%
Total	56,227	49,564	13%

Segment Gross Profit analysis – 9M FY2025



Gross Profit



- Overall GP margin of the Company increased by 5% mainly on account of following:
 - Efficiency measures taken across the Company operations;
 - Price adjustments.

Segment-wise GP (PKR in millions)

Segment	Jan - Sep 2025	GP %	Jan - Sep 2024	GP %
Pharmaceutical	12,935	39%	9,615	35%
Nutritional	5,296	52%	3,544	39%
Diagnostics	614	14%	625	17%
Others	496	35%	318	27%
Total	19,341	39%	14,102	34%

Statement of Profit or Loss – 9M FY 2025



Description	%	Jan - Sep 2025	%	Jan - Sep 2024	Variance	%
<i>Rupees in millions</i>						
Sales	100	56,227	100	49,564	6,663	13
Cost of Sales	66	36,886	72	35,463	1,423	4
Gross Profit	34	19,341	28	14,101	5,240	37
Selling and Distribution expenses	15	8,501	14	7,120	1,381	19
Administrative Expenses	2	972	2	857	115	13
Other income	1	603	1	541	62	12
Other charges	2	1,257	1	610	647	106
Operating Profit	16	9,214	12	6,055	3,159	52
Finance costs	-	55	-	19	36	191
Profit before taxation	16	9,158	12	6,036	3,122	52
Taxation	7	3,793	4	2,087	1,706	82
Net Profit after taxation	10	5,366	8	3,949	1,417	36

----- *Rupees* -----

<i>Earnings per share</i>		54.81		40.34	14.47	
---------------------------	--	--------------	--	--------------	--------------	--



Statement of Financial Position – Sep 30, 2025

Description	Sep 2025	Dec 2024	Variance	
	<u>Rupees in Millions</u>		%	
<u>Non-current assets</u>				
Property, plant and equipment	14,702	14,253	450	3
Intangible assets	1	1	(0)	(29)
Long-term loans and advances	129	114	15	13
Long-term deposits	33	8	25	335
Long-term prepayments	10	14	(4)	(26)
<u>Total non-current assets</u>	14,875	14,389	486	3
Stores and Spares	570	530	41	8
Stock-in-trade	13,517	10,695	2,823	26
Trade debts	3,391	2,983	408	14
Loans and advances	1,047	938	109	12
Trade deposits and short-term prepayments	556	284	272	96
Other receivables	1,330	1,183	148	13
Taxation – net	240	468	(345)	(74)
Cash and bank Balances	9,010	6,182	2,827	46
<u>Total current assets</u>	29,661	23,262	6,400	28
<u>Total Assets</u>	44,537	37,651	6,885	18

Description	Sep 2025	Dec 2024	Variance	
	<u>Rupees in Millions</u>		%	
<u>Share capital and reserves</u>				
Issued, subscribed and paid-up capital	979	979	-	-
Reserves – Capital	1,994	1,750	243	14
Reserves – Revenue	25,382	20,995	4,387	21
<u>Total share capital and reserves</u>	28,355	23,725	4,630	20
Deferred taxation	869	1,053	(183)	(17)
Staff retirement benefits	1,231	1,184	47	4
Long-term lease liabilities	349	30	320	1,082
Trade and other payables	12,681	10,952	1,729	16
Unclaimed dividend	72	64	8	12
Unpaid dividend	210	-	2,517	100
Provision against GIDC	86	23	63	279
Current maturity of lease liabilities	684	622	62	10
<u>Total liabilities</u>	16,182	13,927	2,255	16
<u>Total Equity and Liabilities</u>	44,536	37,651	6,885	18

Q & A

Thank you