

Corporate Briefing Session

25 | may | 2026



ABBOTT

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Our Core Values and History

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Core Values

PIONEERING

We see needs first and deliver game-changing solutions. We create new technologies and products to help people live fuller lives through better health, and we bring that same spirit of innovation to everything we do as a company.

ACHIEVING

We focus relentlessly on delivering for our stakeholders. Abbott is all about execution. Millions of people depend on us in vital ways. We're committed to honoring that trust.

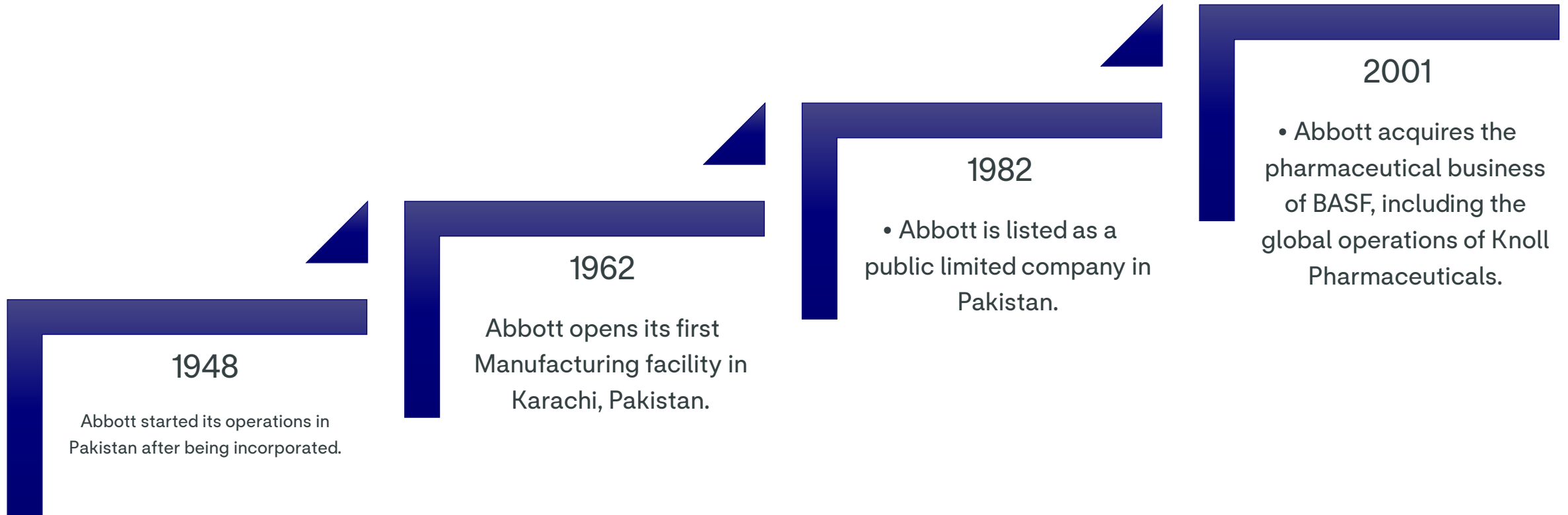
CARING

We treat the people who depend on us as if they were our family. Dr. Abbott began our company to provide better care to his own patients. That spirit still guides everything we do.

ENDURING

We know that everything we do today should contribute to a stronger tomorrow. Because our work is so important to so many, it's up to us to ensure that this company keeps thriving. That's why we think and act for the long term. We intend to be here for the long-term, bringing all the benefits that Abbott creates to all the people who need them.

History of Major Events



Financial Performance Snapshot

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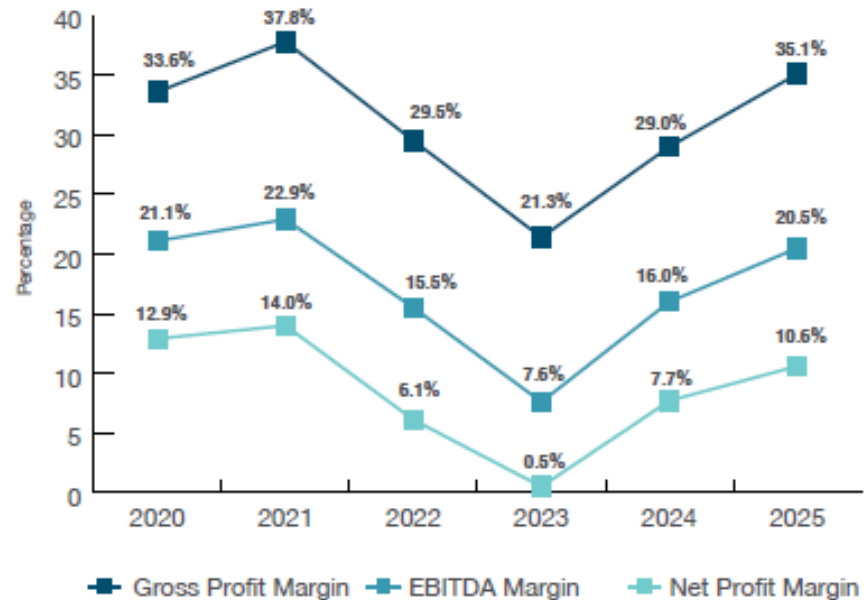
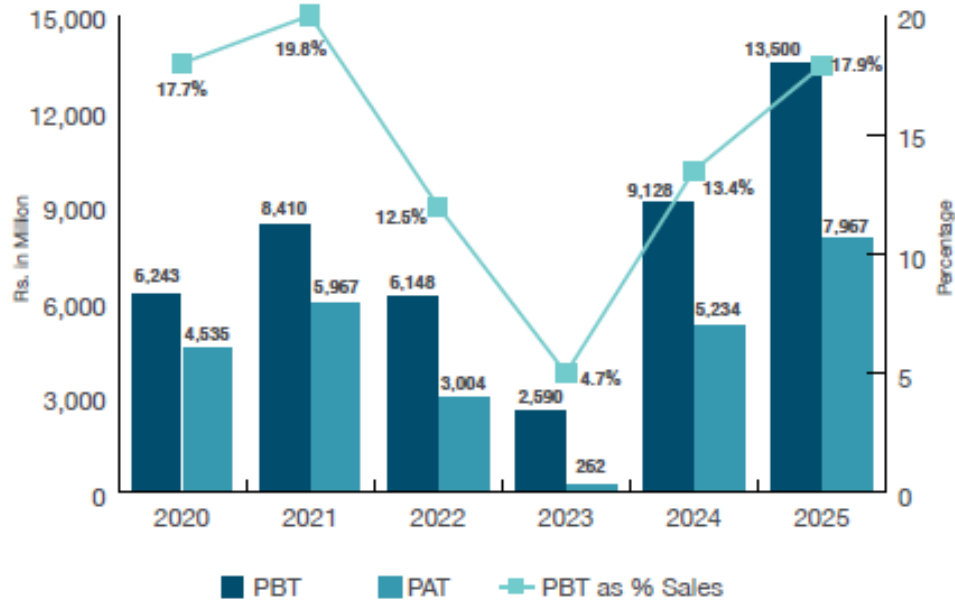
Financial metrics – Key Ratios

Ratios	Units	2021	2022	2023	2024	2025
Gross profit margin	%	37.8%	29.5%	21.3%	29.0%	35.1%
Net profit margin	%	14.0%	6.1%	0.5%	7.7%	10.6%
Return on Assets	%	20.9%	8.9%	0.7%	13.9%	17.02%
Basic / Diluted earnings per share	Rs.	60.9	30.69	2.67	53.46	81.37
Return on equity / shareholder's fund	%	34.4%	17.6%	1.4%	22.1%	25.2%
Dividend Yield ratio	%	5.6%	3.2%	0.0%	0.8%	3.8%



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Financial metrics – Profitability Ratios



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Statement of Profit and Loss

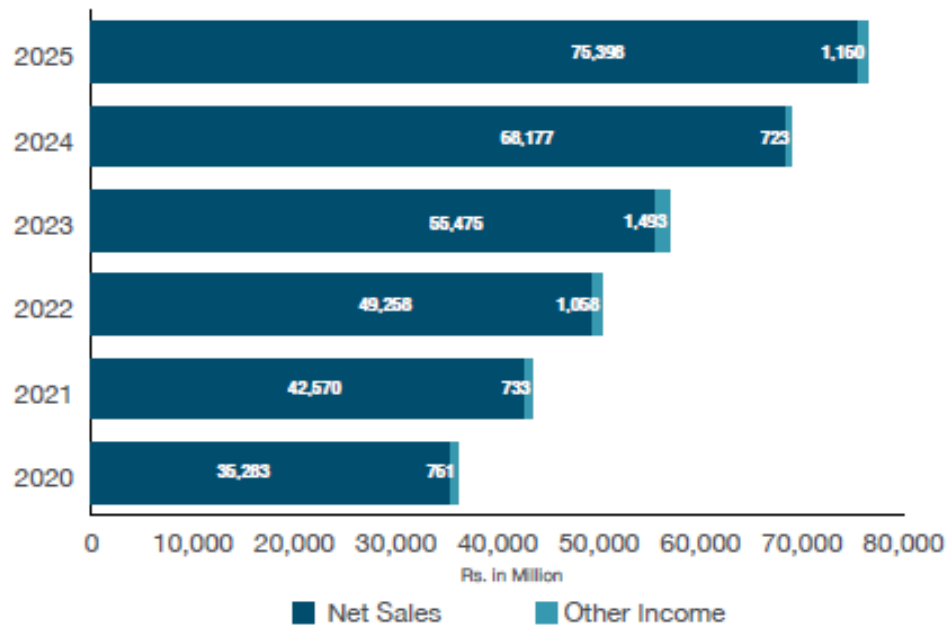
	2020	2021	2022	2023	2024	2025
	Rupees in Million					
Net sales	35,283	42,570	49,258	55,475	68,177	75,398
Cost of sales	23,437	26,495	34,732	43,658	48,439	48,946
Gross Profit	11,846	16,075	14,526	11,817	19,738	26,452
Selling and distribution expenses	4,936	6,569	7,038	8,040	9,302	11,143
Administrative expenses	642	722	886	1,038	1,169	1,364
Other income	761	733	1,058	1,493	723	1,160
Other charges	708	1,018	1,465	1,613	838	1,530
Finance costs	77	88	47	30	24	76
Profit before taxation	6,244	8,410	6,148	2,590	9,128	13,500
Taxation	1,708	2,443	3,143	2,328	3,893	5,533
Profit for the year	4,535	5,967	3,004	262	5,234	7,967



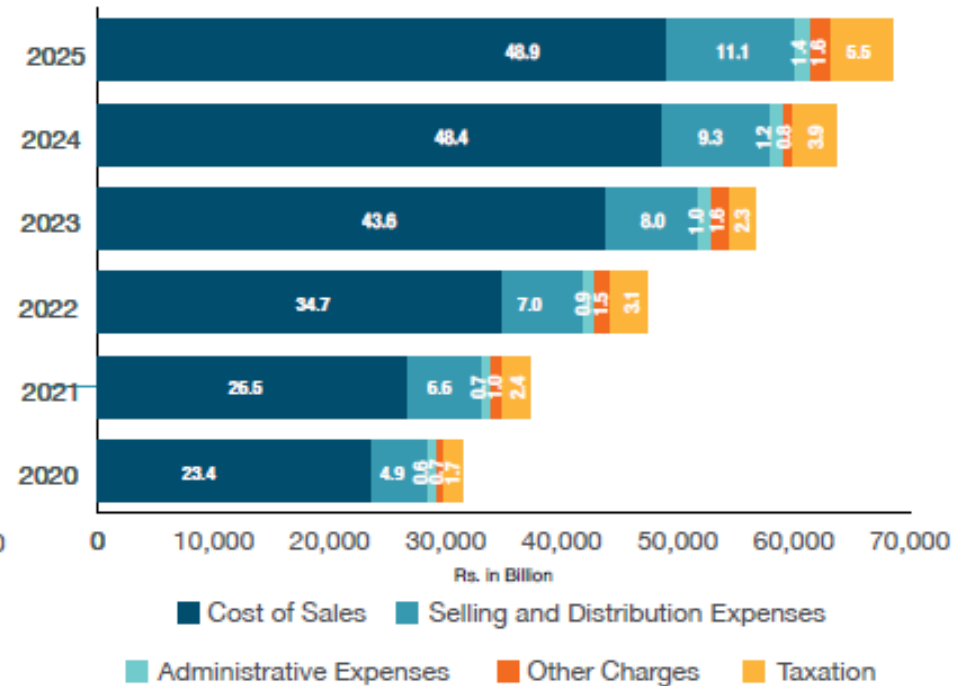
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Financial metrics – Statement of Profit and loss

Statement of Profit and Loss Analysis - Sales and Other Income



Statement of Profit and Loss Analysis - Expenses



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Statement of Financial Position

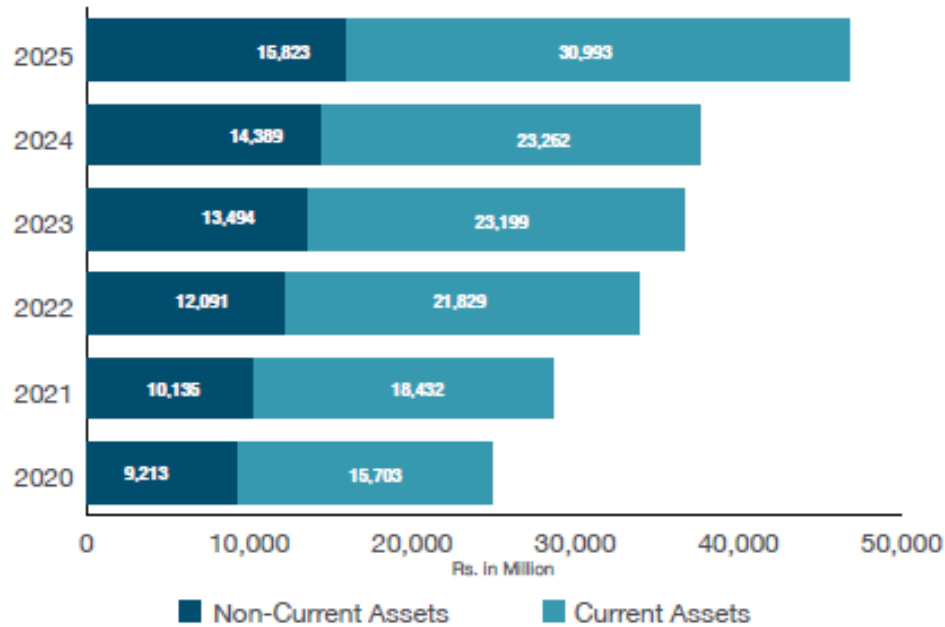
	2020	2021	2022	2023	2024	2025
	Rupees in Million					
Non Current Assets	9,213	10,135	12,091	13,494	14,389	15,823
Property, plant and equipment	9,070	10,006	11,989	13,375	14,253	15,636
Intangible asset	66	49	27	13	1	1
Other Non-Current Assets	77	80	75	106	135	186
Current Assets	15,703	18,432	21,829	23,199	23,262	30,993
Total Assets	24,916	28,567	33,920	36,693	37,651	46,816
Issued, subscribed and paid-up capital	979	979	979	979	979	979
Capital Reserves	768	892	1,059	1,437	1,751	2,075
Revenue Reserves	13,843	15,483	15,068	15,821	20,995	28,573
Total Equity	15,590	17,354	17,106	18,237	23,725	31,627
Non-Current Liabilities	2,492	1,870	2,207	1,621	2,266	1,815
Current Liabilities	6,834	9,343	14,607	16,835	11,660	13,376
Total Liabilities	9,326	11,213	16,814	18,456	13,926	15,191
Total Equity and Liabilities	24,916	28,567	33,920	36,693	37,651	46,818



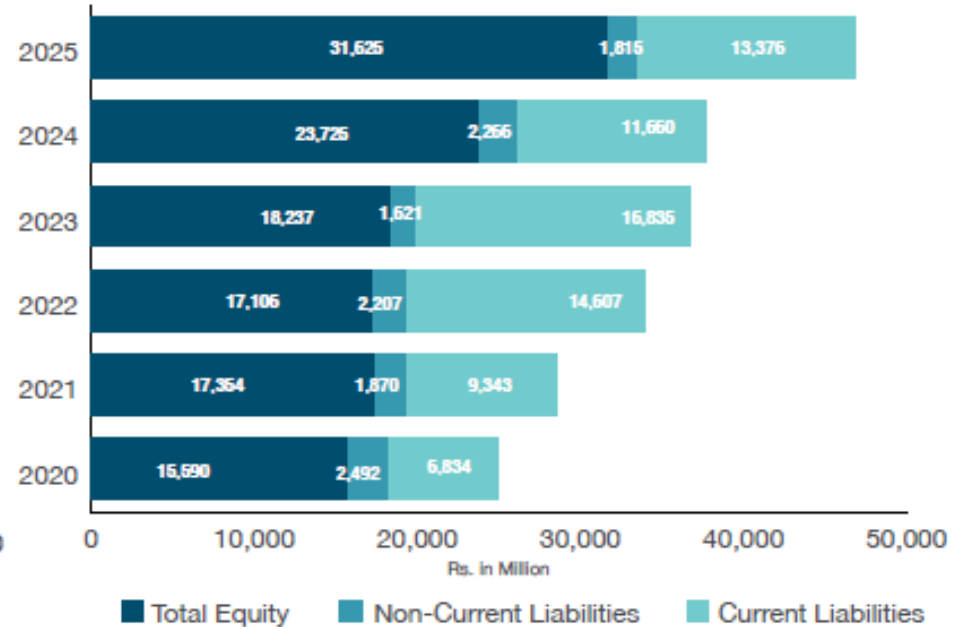
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Financial metrics - Statement of Financial Position

Statement of Financial Position Analysis - Assets



Statement of Financial Position Analysis - Equity and Liabilities.

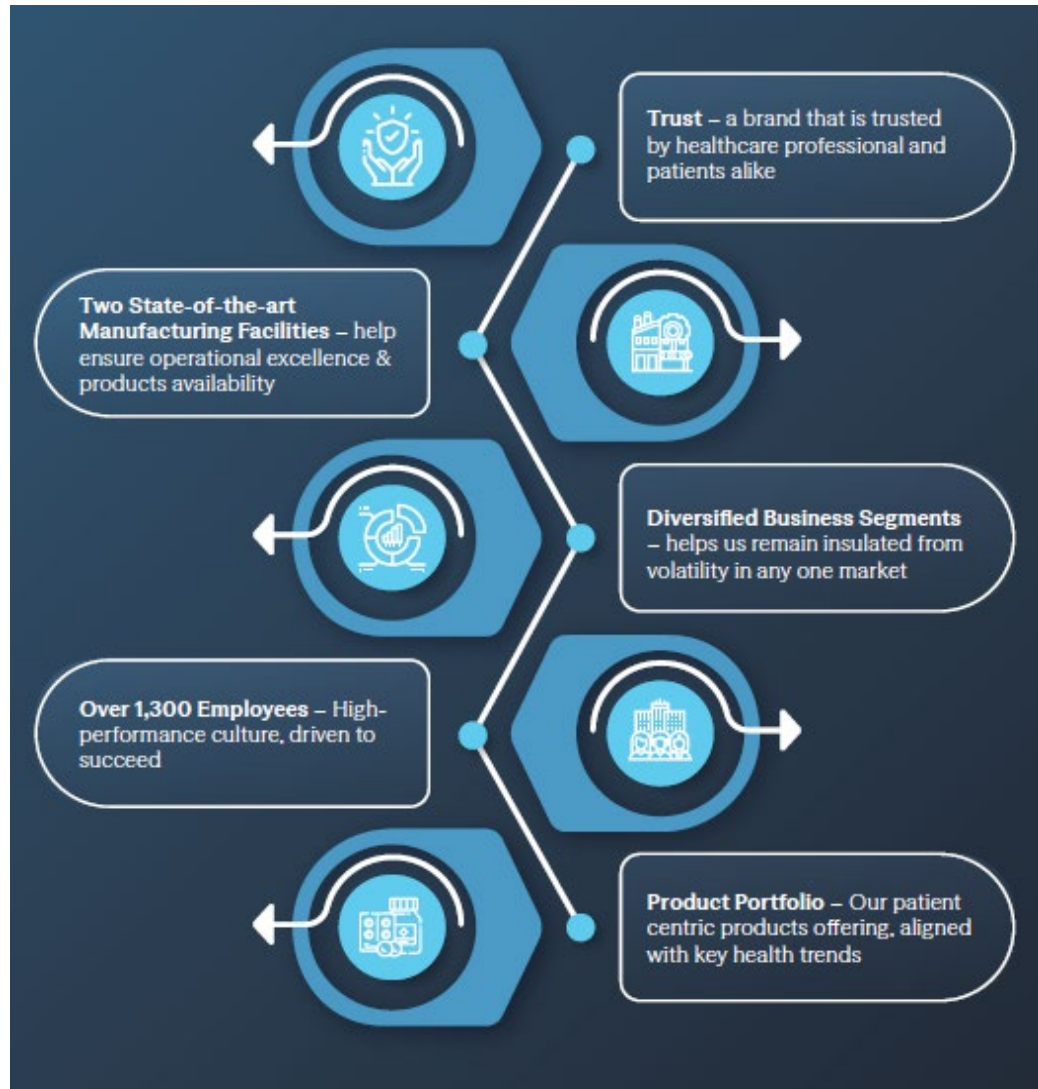


Business Performance

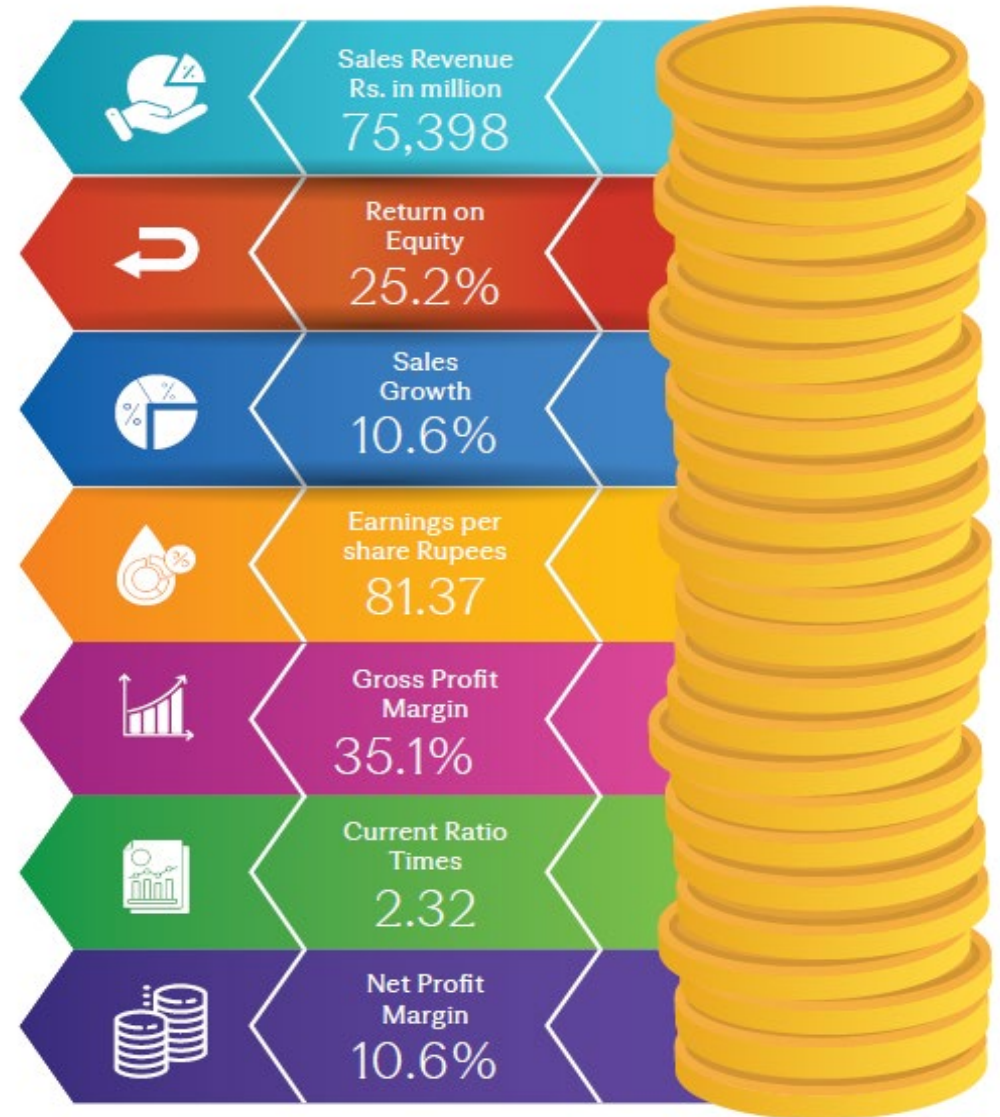
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Key resources and capabilities of the Company



Key Performance Indicators



Our Segments

Established Pharmaceuticals

- Advancing Access to Trusted, High Quality Therapeutic and Preventive Healthcare Products

Nutrition

- Science-based nutrition to support the growth, health, and wellness of people at every stage of life

Diagnostics

- Customised, scalable solutions improving throughput, accuracy, and productivity in diagnostic laboratories.

Diabetes Care

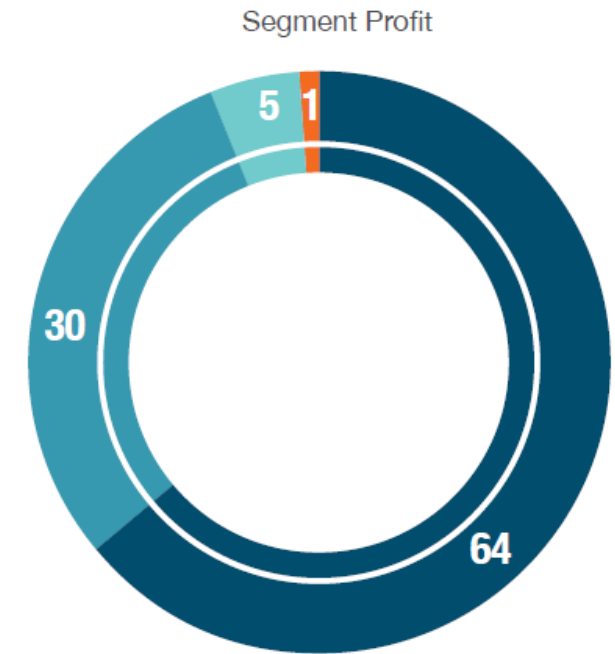
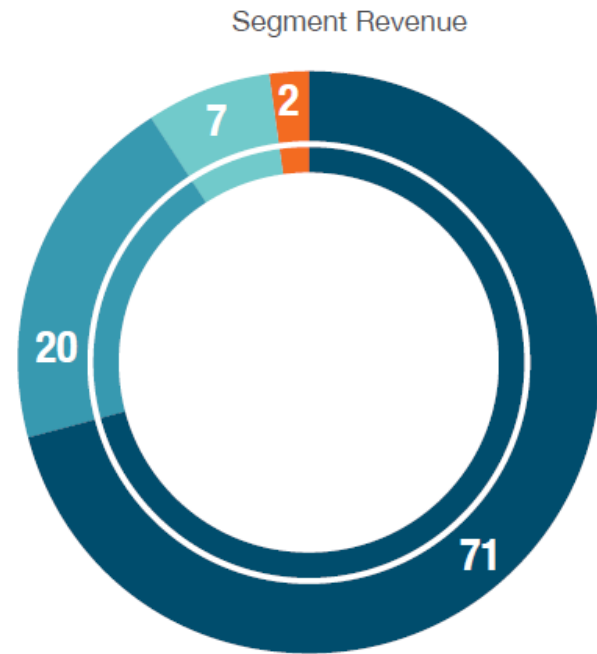
- Transforming diabetes management to be easier, smarter, and more accessible.



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Segmental Overview

Segment wise contribution to the Total Revenue and Total Profit of the company



● Pharmaceutical ● Nutritional ● Diagnostics ● Others



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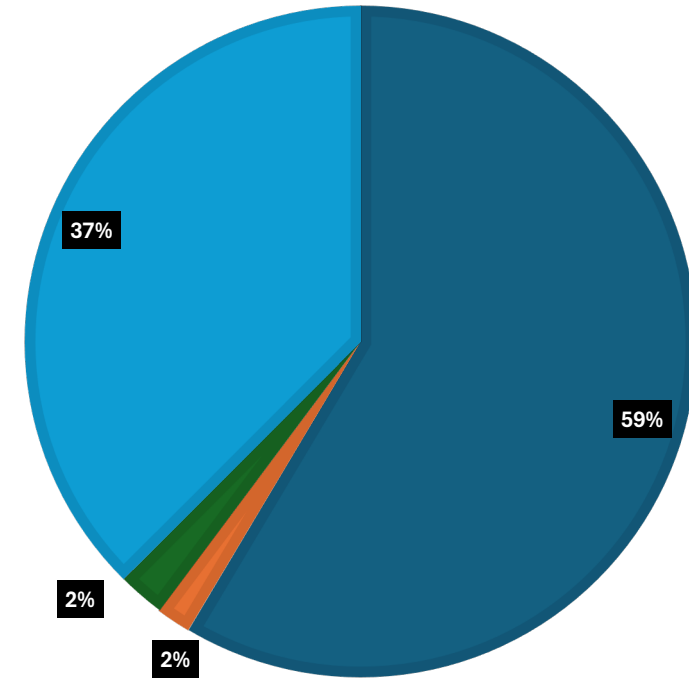
Geographical Overview

Net Sales - Exports

	2025	2024
	----- (Rupees '000) -----	
Afghanistan	1,552,609	1,461,505
Sri Lanka	44,262	35,922
Bangladesh	60,035	60,125
Switzerland	994,863	1,200,616
	2,651,769	2,758,168

NET SALES - EXPORTS

■ Afghanistan ■ Sri Lanka ■ Bangladesh ■ Switzerland



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Awards and Recognition

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Awards and Recognitions



Alliance for Water Stewardship
(AWS) Certification – 2025



Water Stewardship Management
Award – OICCI Climate
Excellence Award 2025



22nd Annual Environmental
Excellence Award – NFEH



Corporate Social Responsibility
Awards – NFEH



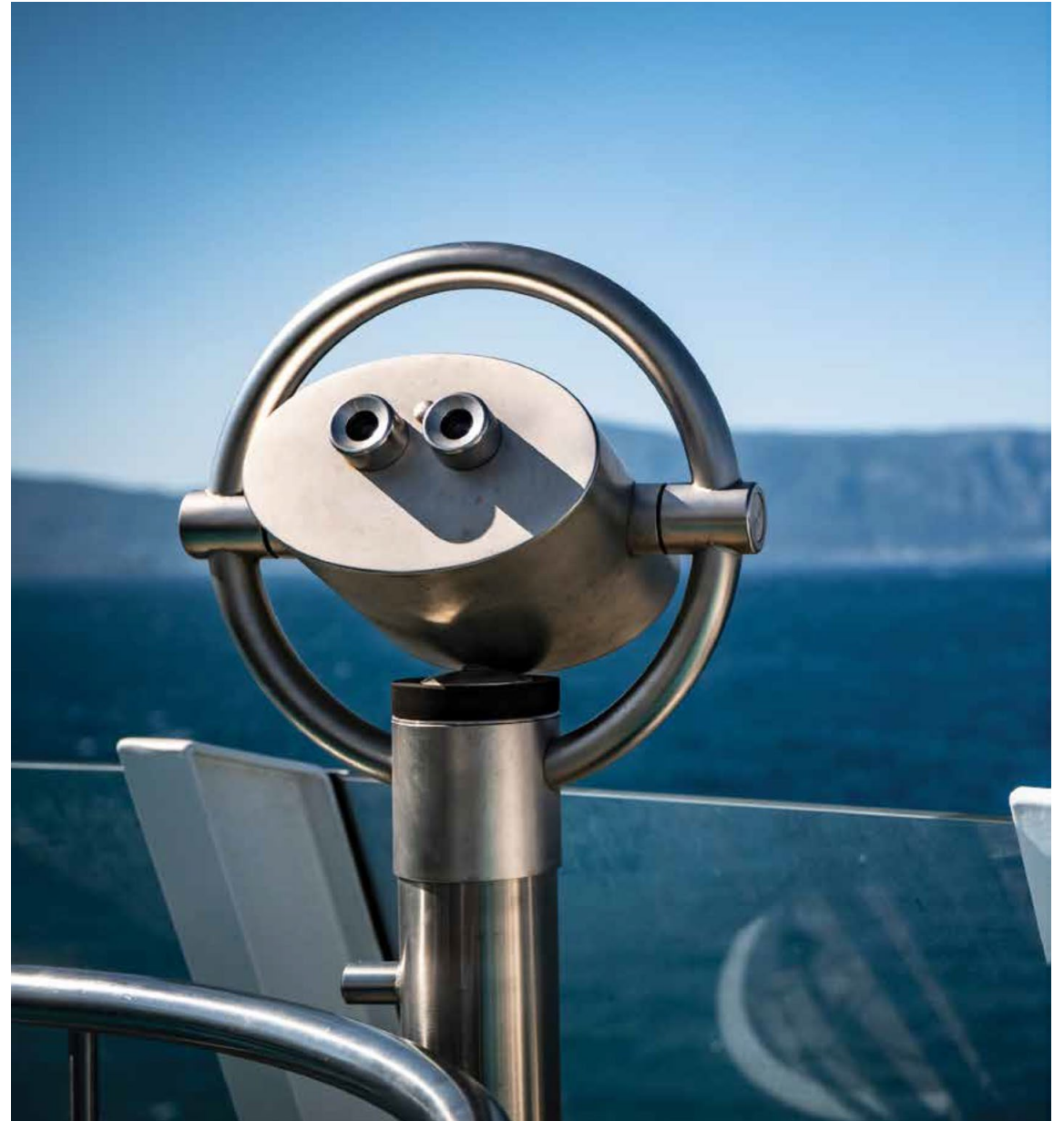
Abbott Pakistan secures First Place at the 40th
Corporate Excellence Awards



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Future Outlook

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Risk and Opportunities



Market & Growth

- Positive industry outlook
- Driven by demographics & awareness
- Investments in brand building, supply chain & digital capabilities



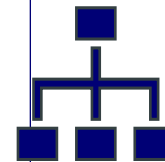
Forward-Looking Outlook

- Quality products & innovation focus
- Sustainable growth & wider patient access
- Leverage best practices



Risk & Resilience

- Macroeconomic, FX & geopolitical risks
- Regulatory changes & supply disruptions
- Strong cost control & agility
- Focus on margin protection



Governance & Forecasting

- Strong governance & compliance
- Board-approved, data-driven forecasts
- Robust controls & oversight



Risk Management

- Enterprise risk framework
- Scenario planning for external shocks
- Ensure resilience & continuity

Q & A



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