

Throughout our long history, our focus has never veered from improving the health of people who count on us. We have continuously reinvented Abbott to meet the needs of every age and stage of a person's life.

We believe the best medical products are ones that help the most people. We're well-practiced in delivering through the complexity required to maximize access and affordability across our businesses in branded-generic pharmaceuticals, nutrition, diagnostics and medical devices.

Through its presence in diversified business segments, Abbott has continued to deliver consistent growth and shareholder returns. We're strengthening the resilience of our company so that we can continue to shape the future of healthcare and help more people, in more places, lead fuller, healthier lives.





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## Our Vision

To be the most admired healthcare company in Pakistan.

## Our Mission

To deliver consistently superior products and services which contribute significantly to improve the quality of life of consumers.







# Our Core Values

Our purpose as a business is clear: we help people live healthier, fuller lives through our life-changing products, solutions and technologies.

Four core values guide how we support this purpose every day.

## 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.

## VALUES BUILD VALUE

### pioneering

INNOVATING  
IN ALL WE DO,  
EVERY DAY

### achieving

DELIVERING  
FOR OUR  
STAKEHOLDERS

### caring

FOCUSING  
ALWAYS ON  
BETTER CARE

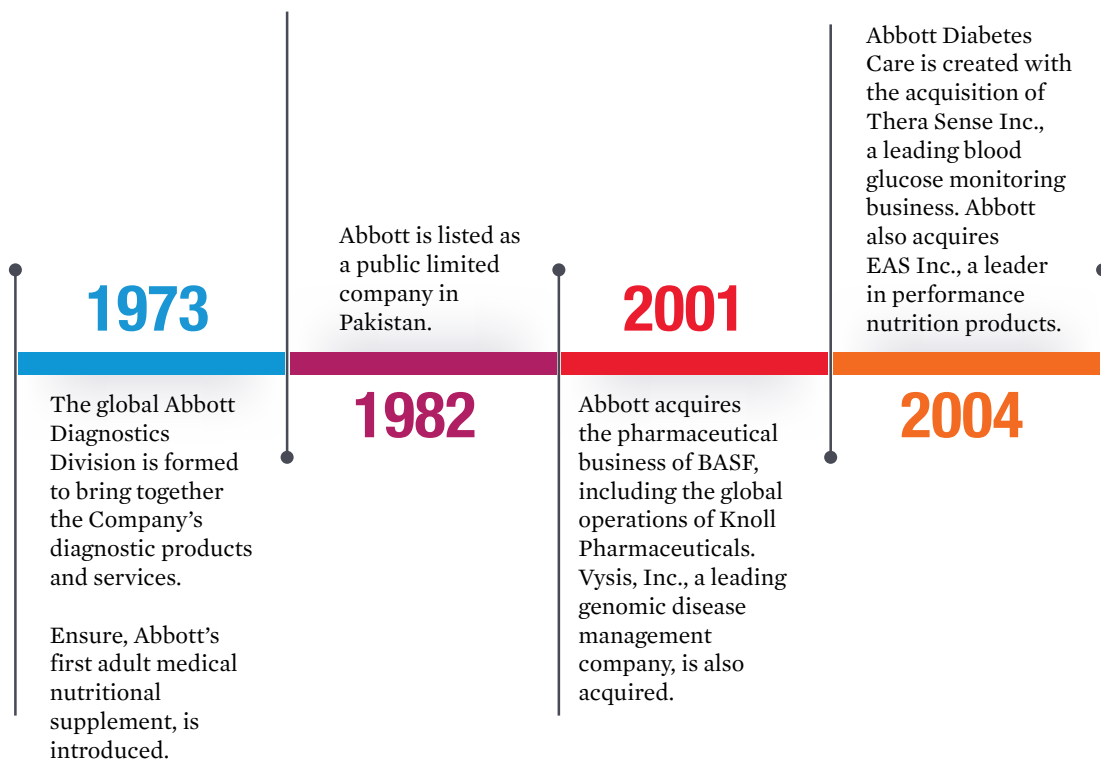
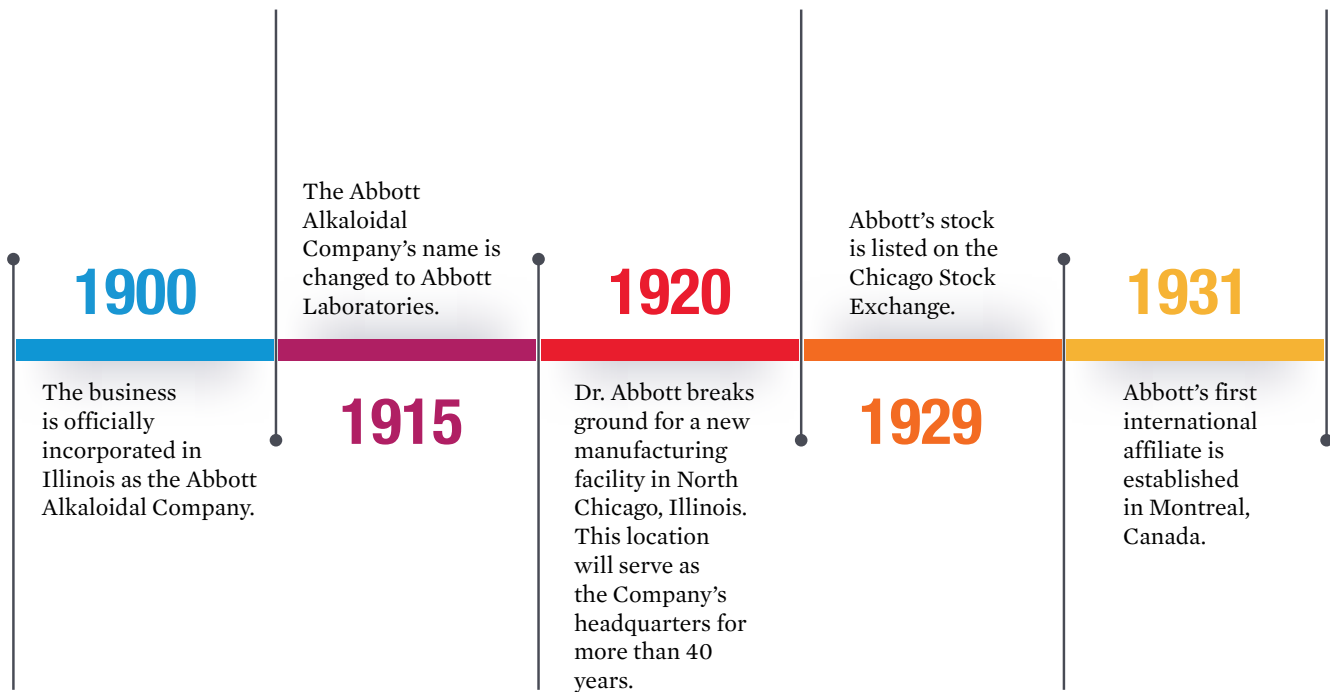
### enduring

LEADING FOR MORE  
THAN 75 YEARS  
AND COUNTING

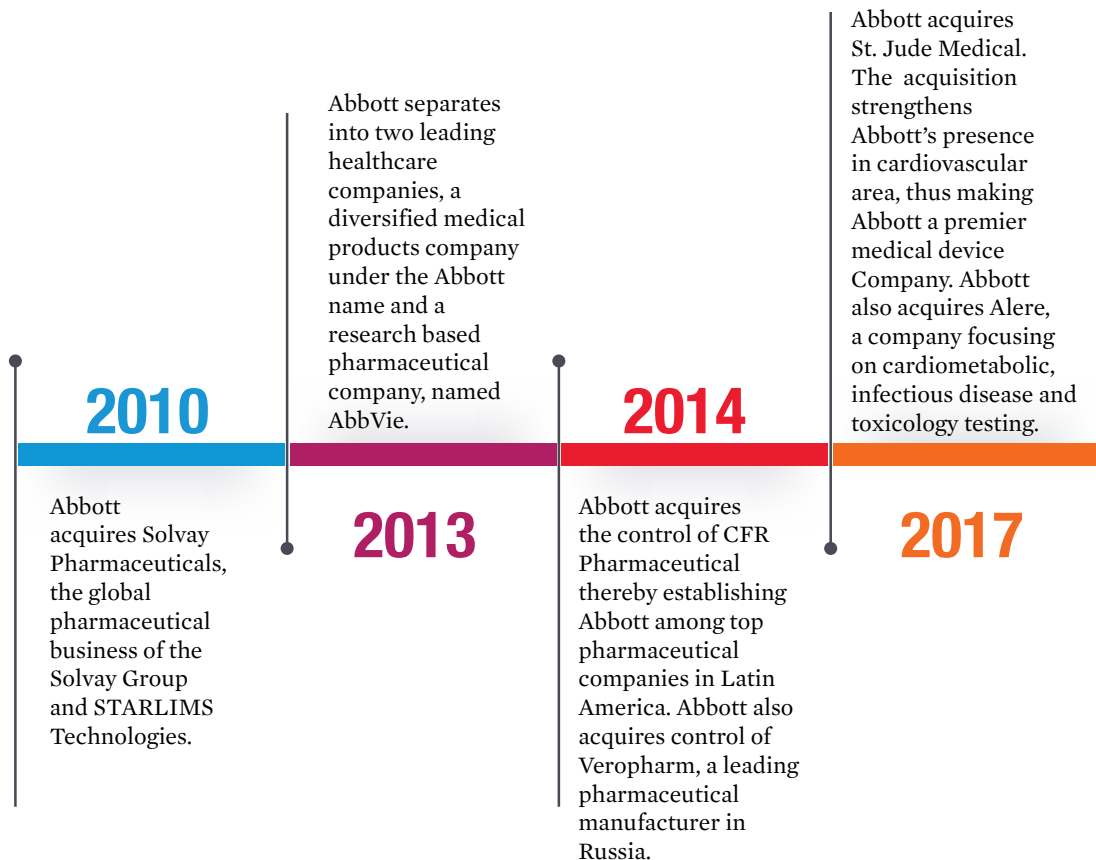
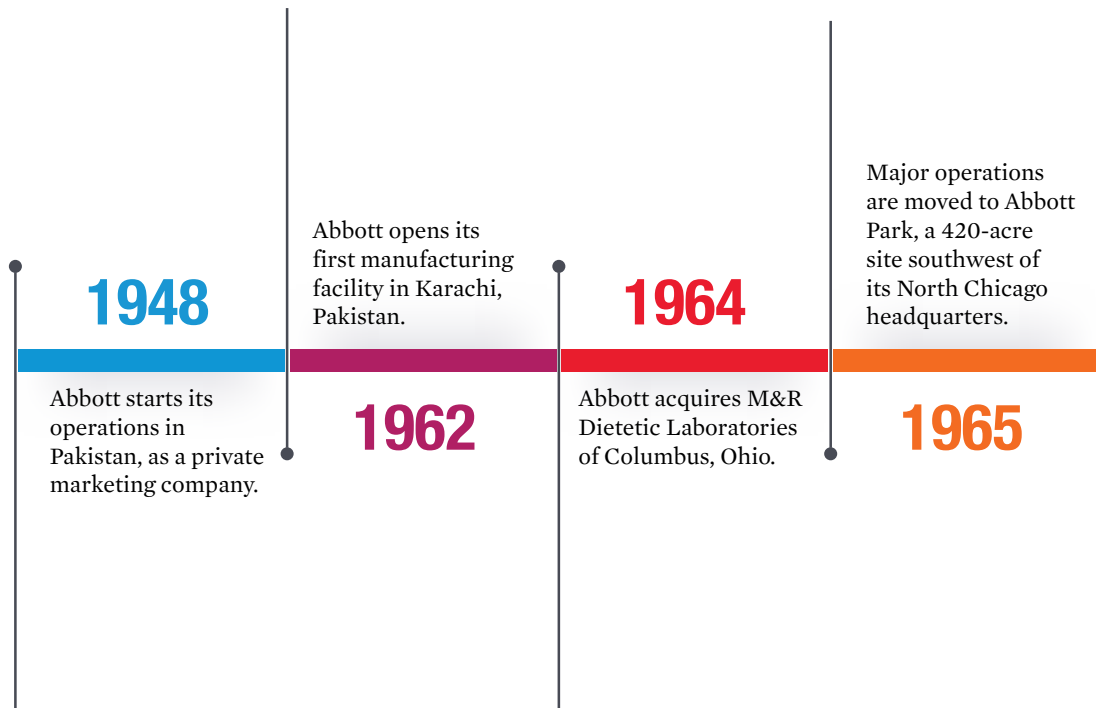
# The Abbott we have built

Our diversified business model proved its power again in 2024. We grew organically across our businesses, focused on most important healthcare needs, balancing present and future.

# History of Major Events







# Geographical Presence

- Global & Local Footprints



## UNITED STATES, LATIN AMERICA AND CANADA

Illinois - Abbott Park - Head Office  
Argentina  
Brazil  
Canada  
Chile  
Colombia  
Costa Rica  
Dominican Republic  
Ecuador  
El Salvador  
Guatemala  
Mexico  
Peru  
Puerto Rico  
Trinidad and Tobago  
Uruguay

## EUROPE

Albania  
Armenia  
Austria  
Azerbaijan  
Belarus  
Belgium  
Bosnia-Herzegovina  
Bulgaria  
Croatia  
Czech Republic  
Denmark  
Estonia  
Finland  
France  
Georgia  
Germany  
Greece  
Hungary  
Ireland  
Italy  
Kazakhstan  
Latvia

Lithuania  
Moldova  
Netherlands  
Norway  
Poland  
Portugal  
Republic of Serbia  
Romania  
Russian Federation  
Slovakia  
Slovenia  
Spain  
Sweden  
Switzerland  
Turkey  
Ukraine  
United Kingdom  
Uzbekistan

## MIDDLE EAST AND AFRICA

Algeria  
Egypt

Israel  
Kuwait  
Lebanon  
Saudi Arabia  
South Africa  
Tunisia  
United Arab Emirates

## ASIA PACIFIC

Australia  
China  
Hong Kong  
India  
Indonesia  
Japan  
Malaysia  
New Zealand  
Pakistan  
Philippines  
Singapore  
South Korea  
Taiwan  
Thailand  
Vietnam

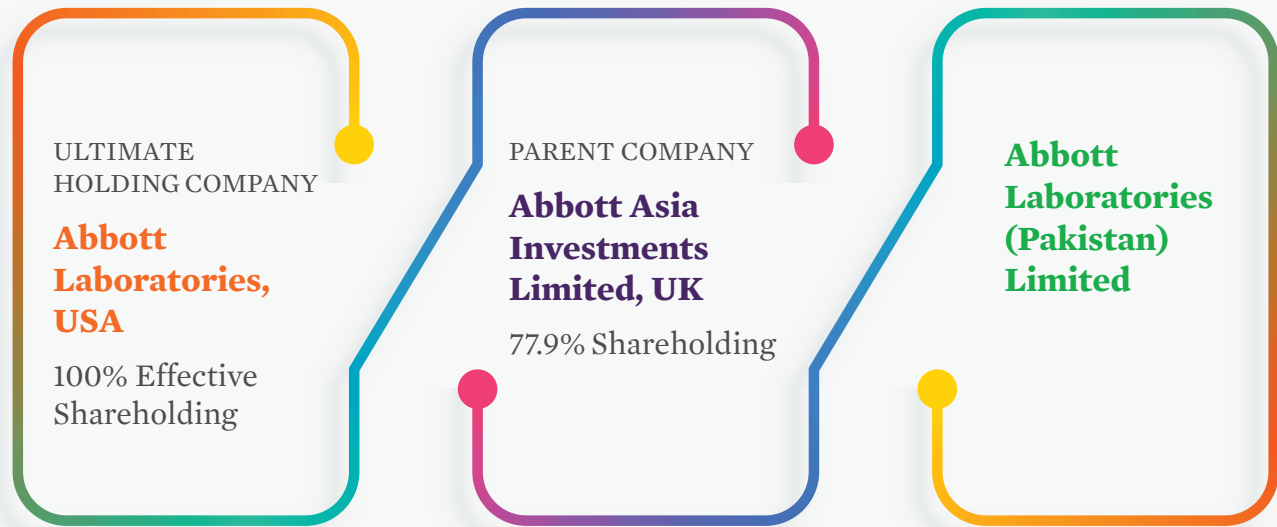


# Ownership and Group Structure

Abbott Laboratories (Pakistan) Limited is a public listed company that was incorporated in Pakistan in 1948 as a private marketing company. It gradually expanded its operations over the years and is currently one of the largest pharmaceutical companies in Pakistan, and has presently two state-of-the-art manufacturing facilities based in Karachi. The Company is listed at the Pakistan Stock Exchange with 77.9% of its shares being held by Abbott Asia Investments Limited, UK.

Globally, Abbott operates in more than 160 countries and the ultimate holding Company is Abbott Laboratories, USA which is head-quartered in Abbott Park, Chicago – Illinois.

Related parties with which the Company has had transactions during the year are disclosed in Note 34.4 of the financial statements.



# Corporate Information

## BOARD OF DIRECTORS

Ehsan Ali Malik (Chairman) (Non-Executive Director)

Syed Anis Ahmed (Chief Executive Officer)

Celestino Jacinto Dos Anjos (Non-Executive Director)

Ayla Majid (Independent Director)

Mohsin Ali Nathani (Independent Director)

Muhammad Anjum Latif Rana (Non-Executive Director)\*

Seema Khan (Executive Director)

## AUDIT COMMITTEE

Mohsin Ali Nathani (Chairman)

Ayla Majid

Celestino Jacinto Dos Anjos

## HUMAN RESOURCE AND REMUNERATION COMMITTEE

Mohsin Ali Nathani (Chairman)

Ehsan Ali Malik

Syed Anis Ahmed

## RISK MANAGEMENT COMMITTEE

Ayla Majid (Chairperson)

Syed Anis Ahmed

Seema Khan

Celestino Jacinto Dos Anjos

## SHARE TRANSFER COMMITTEE

Syed Anis Ahmed (Chairman)

Celestino Jacinto Dos Anjos

Seema Khan

## BANKING COMMITTEE

Mohsin Ali Nathani (Chairman)

Syed Anis Ahmed

Seema Khan

Celestino Jacinto Dos Anjos

## NOMINATION COMMITTEE

Ehsan Ali Malik (Chairman)

Mohsin Ali Nathani

Syed Anis Ahmed

## CHIEF FINANCIAL OFFICER

Syed Tabish Aseem

## COMPANY SECRETARY

Muhammad Usama Jamil

## CHIEF INTERNAL AUDITOR

Muhammad Ali Shiwani

## AUDITORS

EY Ford Rhodes, Chartered Accountants

(a member firm of Ernst & Young Global Limited)

## LEGAL ADVISORS

Orr, Dignam & Co.

Surridge & Beechono

## BANKERS

Standard Chartered Bank (Pakistan) Limited

Deutsche Bank AG

Habib Bank Limited

National Bank of Pakistan

MCB Bank Limited

Faysal Bank Limited

Habib Metropolitan Bank

Citibank

## SENIOR MANAGEMENT TEAM

Syed Anis Ahmed

(Chief Executive Officer)

Syed Tabish Aseem

(Chief Financial Officer)

Moien Ahmed Khan

(Director Operations)

Asim Shafiq

(General Manager, Abbott Nutrition International Pakistan)

Saad Siddique

(Country Manager, Abbott Diagnostics Division Pakistan)

Dr. Shaikh Adnan Lateef

(Head of Abbott Diabetes Care Pakistan)

Asghar Huda

(Director Human Resource)

## SHARE REGISTRAR

FAMCO Share Registration Services (Pvt)

Limited, 8-F, Next to Hotel Faran, Nursery Block 6, P.E.C.H.S, Shahrah-e-Faisal, Karachi.

## FACTORY LOCATIONS

Plot No. 258 & 324, Opposite Radio

Pakistan Transmission Centre,

Hyderabad Road, Landhi, Karachi.

Plot No. 13, Sector 20,

Korangi Industrial Area, Karachi.

## CITY OFFICE

8th Floor, Faysal House,

St-02, Shahrah-e-Faisal, Karachi.

## SALES OFFICES

House No. 25/III/B, Jamrud Lane,

University Town, Peshawar, Pakistan.

House No. 187, Aurangzeb Block,

Near Garden Town, Lahore, Pakistan.

## WAREHOUSES

Plot No. 136, Street # 9, Sector 1-10/3,

Industrial Area, Islamabad.

16 KM Shahpur Kanjran,

Multan Road, Lahore.

Hasanabad Gate # 2,

Near Pak Arab Fertilizers,

Khanewal Road, Multan..

## WEBSITE

www.pk.abbott

\*Mr. Muhammad Anjum Latif Rana resigned from his Directorship on the Board with effect from Feb 3rd, 2025.



# Organizational Chart



# ESTABLISHED PHARMACEUTICALS

Delivering High-Quality, Trusted Medicines To Help People Manage Their Health.

Broad Portfolio of  
more than

**150** SKUs



**2**

Product  
Launches



**2**

Manufacturing  
Facilities

As a University Marketing Instructor, my passion lies in inspiring students with innovative ideas and real-world insights. For years, the classroom was my second home—a place where I thrived. But when I started experiencing persistent dizziness and balance issues, everything changed. Simple tasks became challenging, and standing in front of a class became an overwhelming struggle. Vertigo disrupted not just my work but my confidence as well.

Seeking medical advice was a turning point. My doctor prescribed Betahistine to help manage the symptoms, and soon after starting the medication, I noticed a remarkable improvement. The dizziness faded, and I could return to my normal routine without the constant fear of losing my balance.

With Betahistine, I've regained control of my life and can once again focus on what I love—shaping the next generation of marketers. Each day in the classroom now feels like a fresh opportunity, and I'm grateful to have found a solution that allows me to continue doing what I'm most passionate about.

**Ms. Rida**

Karachi, Pakistan

**Betahistine**





Good health can never be taken for granted. Whether it's an ordinary headache or a more serious illness, our trusted pharmaceuticals ensure people have what they need to get better fast and go back to doing the things they love.

Many people around the world rely on affordable, high-quality medicines to live healthier lives. That's why we're focused on offering high-quality branded generic pharmaceuticals to millions of people. We offer treatment options for a number of areas, including the digestive system, heart health, women's health, respiratory illness, central nervous system/pain and influenza vaccines. Our reputation for quality and reliability drives us to continuously

improve our medicines and make them more effective, easier to administer and faster to act.

Abbott understands that better patient care requires innovation and value. As such, the company tailors its product offerings to meet the specific needs of the people we serve. Because we believe that the best medical products are the ones that help the most people, Abbott tailors its product portfolios to the specific needs of the patients we serve, helping ensure that we can make a life-changing difference to more people, in more places.



# NUTRITION

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

The Ensure logo is displayed in a blue, italicized sans-serif font.

ANI-PAK-WN-2025-5000  
Valid until 31<sup>st</sup> March 2026

## NUTRITION FOR HEALTHY AGING

Mehmood Ali, a 52-year-old man, was an avid cricket player, regularly participating in matches throughout his late 40s. However, as Mehmood approached his 51st birthday, he began to notice a decline in his ability to move swiftly or play with the same strength as before. Aging also took a toll on his immunity, preventing him from participating regularly.

Accepting these changes as an inevitable part of growing older, Mehmood decided to quit cricket and spent most of his days idle at home.

His son soon observed a noticeable decline in his father's activity levels. Mehmood gradually withdrew from family gatherings, played with his grandchildren less, and lost the cheerful demeanor he once had during outings.

Concerned for his father's well-being, Mehmood's son took him to a physician to explore ways to improve his health. The doctor explained that with age, the body's ability to absorb nutrients from food decreases, making it difficult to obtain adequate nutrition from diet alone. To address this, he recommended Ensure, a complete and balanced nutritional supplement.

After incorporating Ensure into his daily diet routine, Mehmood experienced significant improvements in his immunity, mobility, and strength. He became more active at home and, most importantly, returned to playing cricket—his favorite pastime.

Today, Mehmood is a healthy and active 52-year-old, with a family that is overjoyed to see him thriving once again.

**Mehmood Ali**  
Lahore, Pakistan.



# NUTRITION NOURISHING DREAMS

Hamza, a bright 7-year-old, began experiencing a noticeable decline in his mood upon returning from school. Concerned by this sudden change in her otherwise spirited child, his mother attempted to understand the cause, but Hamza was reluctant to share his feelings. Worried, she reached out to his teacher, who revealed that Hamza was struggling to keep up with his peers, which was affecting his self-esteem. He misses school because of sick days, has a disadvantage in sports activities because of his height, and consistently being placed at the front of the queue (because he's now shorter than his peers) impacts him even more.

Recognizing the need for intervention, Hamza's mother consulted a pediatrician. The doctor identified inadequate nutrition as the underlying cause of Hamza's frequent illnesses and slower growth. His picky eating habits had contributed to an imbalanced diet, leading to nutritional deficiencies. The pediatrician recommended PediaSure, a drink with complete and balanced nutrition, to pace up Hamza's growth.

Over the course of just 12 weeks, Hamza's mother observed significant improvements. His growth became faster, with noticeable increases in height and weight, and as more weeks passed, his sick days decreased substantially. Today, Hamza is an energetic and cheerful child, and his mother is delighted to see him thriving both academically and socially.

**Hamza**  
Karachi, Pakistan.



# DIAGNOSTICS

Customized, scalable solutions improving throughput, accuracy, and productivity in diagnostic labs.

Abbott's market-leading diagnostic tests, instruments, and informatics systems deliver crucial information to help guide decision making for hundreds of health conditions — from heart attacks to blood disorders to infectious diseases and cancers.

Our customized, scalable solutions help laboratories maximize precious space to improve throughput, accuracy, and productivity in diagnostic labs. Abbott's systems and tests screen more than 50% of the world's blood and plasma supply.





## Dr. Ziauddin Hospital – A Legacy of Diagnostic Excellence with Abbott

For over two decades, Abbott Core Diagnostics has been a trusted partner of Dr. Ziauddin Hospital, delivering cutting-edge diagnostic solutions that drive accuracy, efficiency, and patient-centered care. The hospital relies on Abbott's advanced Alinity i and Architect immunoassay systems to provide timely and precise diagnostic results, supporting critical healthcare decisions.

In addition to advanced instrumentation, Abbott's AlinIQ Informatics Solutions play a key role in streamlining laboratory operations, enhancing workflow efficiency, and enabling the hospital to deliver faster, more reliable patient outcomes.

Abbott remains committed to empowering healthcare institutions with state-of-the-art technologies, fostering long-term partnerships, and delivering diagnostic innovations that shape the future of patient care.



*"For decades, Abbott has been a trusted partner, delivering innovative diagnostic solutions that enhance our laboratory's accuracy, efficiency, and reliability. Their dedication to excellence has played a key role in improving patient care, and we value this enduring collaboration as we continue to advance diagnostic capabilities together."*

Dr. Siraj Muneer  
Section Head & Consultant  
Chemical Pathology  
Dr. Ziauddin Hospital, Karachi

### Alinity: Expanding Our Base

By streamlining critical interactions among individuals, systems and information, Abbott is enabling caregivers to redefine performance in laboratories.



NOVEL MARKERS &  
UNIFORMITY



FLEXIBILITY & SCALABILITY



OPTIMISATION



# DIABETES CARE

Making diabetes management easier and more accessible.

Abbott's world-leading FreeStyle Libre portfolio of continuous glucose monitors has revolutionized the way roughly 6 million people worldwide manage their diabetes. Our commitment to innovation has made Abbott the global leader in continuous glucose monitoring.

Abbott Diabetes Care operates on a unique direct to customer business model for its flagship brand the FreeStyle Libre system. The FreeStyle Libre system

has been named Best Medical Technology in last 50 Years by the Galien Foundation.

It consists of 2 components; the FreeStyle Libre Reader and the FreeStyle Libre Sensor that enable patients to access data that helps people with diabetes to monitor their glucose levels continuously and therefore improve their quality of life.



Customers can purchase the FreeStyle Libre system directly through:

Call Center | Experience Center | Website | Selected Pharmacies

The Experience Centers offer a unique experience of visiting a site designed and developed solely for the purpose of educating and displaying the FreeStyle Libre system. The Experience Centers are equipped with trained Educators, present to guide patients and / or their caregivers on the application, care, use and data interpretation from FreeStyle Libre system.

Similarly, upon ordering on the website or through the call center, the FreeStyle Libre system is delivered free of cost to their doorstep of the purchaser, along with a free of cost visit from one of our resident Diabetes Educators.

The selected pharmacies where the FreeStyle Libre is available consist of trained pharmacists who have been educated on how to apply, use, care for and make the most out of the FreeStyle Libre system.



When my daughter Aylin was diagnosed with Type 1 diabetes at just nine years old—I still remember the shock when the doctor gave us the news. The most heartbreaking part was preparing Aylin for the daily pricking of 5-6 times a day. It was painful for her and emotionally overwhelming for me.

Everything changed in January 2023 when FreeStyle Libre became a part of our lives. It has been nothing short of a blessing. Now, I can check Aylin's glucose levels without pricking her fingers. She carries the reader in her pocket and no longer feels shy at school.

Managing her meals has become easier, and I can track her glucose patterns throughout the day. FreeStyle Libre has become my trusted partner in managing Aylin's diabetes—life feels easier, and I am truly grateful for this technology that has brought us both relief and peace of mind.

**Ms. Mehreen Azfar**  
Aylin's mother

# Key Brands

## BRUFEN

Brufen is Abbott Pakistan's flagship and highest volume selling brand with sales of 88.6 Million<sup>1</sup> Units per annum. Due to its high HCP acceptance and strong brand equity, Brufen approximately generates 72,777<sup>2</sup> prescriptions per day. In 2024, the brand not only maintained its volume leadership position but also achieved a major milestone of achieving a value of PKR 9.4 billion. Through continuous day-to-day HCP and Trade engagements the brand continued to increase its share of voice.

1. IQVIA Audit, Pharmaceutical Index of Pakistan PKPI – MAT 12 2024
2. IQVIA MIP Plus S2 2024



## SURBEX Z

Surbex Z is the # 1 brand on value, volume<sup>1</sup> and prescription in the Vitamin B complex market. It is also the # 1 prescribed brand in the vitamins market with 22.9 million annual prescriptions<sup>2</sup>. Surbex Z is a legacy brand for Abbott with a 28-year history of efficacy and trust. Millions of consumers across the country have been benefited from the advantages of Surbex Z at some point in life. The brand engaged HCPs through its creative and innovative campaigns using scientific material and digital tools of engagement throughout the year 2024. Our well known disease awareness campaign has helped us raise awareness regarding Zinc deficiency through multiple channels across the nation. We continue to serve our patients and improve their lives by delivering quality with affordability.

1. IQVIA MAT Dec 2024
2. IQVIA MIP MAT Dec 2024





## DUPHASTON

Duphaston is the World's #1 Brand in Progesterone deficiency with a versatile Progestogen "Dydrogesterone" for women suffering from progesterone deficient disorders. Duphaston is high in specificity for progesterone receptors, making it a convenient as orally effective luteal phase support. Duphaston is the only true Dydrogesterone present in market shaped by Light Technology under license from Abbott Healthcare Products B.V., Weesp, Holland. It is experienced in more than 113 million women and more than 20 million pregnancies in more than 100 countries worldwide. In Pakistan, Duphaston is leading the progesterone market by having 63% value market share and has crossed milestone of PKR 5.2 Billion as per IQVIA MAT December 2024.



## ARINAC

Arinac is Pakistan's No.1\* cough and cold brand and continues to be the market leader and the preferred choice among healthcare professionals. The product's success is further supported by strong brand recognition resulting in achieving the milestone of PKR 4 Billion\* in 2024 and solidifying its position as the top choice in the market.

\*IQVIA MAT December 2024



# Key Brands

## ENSURE

Ensure is a science-based, complete and balanced nutritional supplement that aspires for healthy aging in people aged 50+ and also promotes fast recovery in patients. The brand has been serving the nutritional needs of Pakistanis since 1990. Key areas of focus for Ensure include healthy aging, fast recovery of hospitalized and surgery patients, as well as those who are critically ill and have additional nutritional needs.



## PEDIASURE

Pediasure is a scientifically designed complete and balanced nutritional supplement for children aged 3-10 years. It aims to be the leading Nutrition solution partner of mothers concerned about their child's eating habits and its impact on their growth. Pediasure's new and improved formula with TripleSure System contains 37 Essential Nutrients, Arginine and Vitamin K2 that helps children overcome nutritional deficiencies and improve their height, weight & immunity and achieve 50% Faster Growth.



## GLUCERNA

Glucerna is a scientifically-formulated nutritional supplement that fulfils specific nutritional needs of people with diabetes and people with pre diabetes. Its unique Triple Care formula makes Glucerna an integral component of patients' diabetic management plans, by helping them improve their quality of life through optimization of key cardiometabolic indicators.



## FREESTYLE LIBRE

The FreeStyle Libre system is a continuous glucose monitoring device designed to facilitate patients to monitor and manage their glucose levels and liberate them from the hassle and pain of pricking themselves multiple times daily to check their glucose level.

Our sensing technology - the FreeStyle Libre System – gives users data and insights conveniently and in an easily understandable way. The sensor, worn on the back of the upper arm, automatically tracks glucose levels - every minute, day and night. FreeStyle Libre users can get a glucose reading, plus record the trends in their levels, giving them the confidence to make the right decisions because they know how different foods, exercise and medications impact their health.



## ALINITY

ALINITY is a next-generation family of systems, across key laboratory disciplines, designed to simplify diagnostics and help deliver results that drive better patient outcomes. It consists of next-generation instruments for clinical chemistry, immunoassay, hematology, blood and plasma screening. It is a unified, holistic family of systems delivering unprecedented integration across laboratory which consists of compact, scalable systems to maximize throughput and efficiency, making today's high performing laboratories run at their best, today and into the future.



**ALINITY. A TOTAL LAB SOLUTION,  
DESIGNED TO DELIVER:**



Uniformity



Flexibility



Confidence -  
Error - Proof



Operational  
Productivity



# Product Launches

New product development is the catalyst of enterprise and indispensable for its natural progression. Abbott is dedicated to introducing fresh innovations to tackle persistent health issues, aiming to empower individuals to lead more enriched and robust lives. Abbott Pakistan diligently oversees this field of interest and persistently endeavors to meet the rising requirements of the domestic market through the introduction of distinct products and solutions.

## LOQATHRO CAPSULES & TABLETS

Abbott has expanded its anti-infective portfolio with the launch of Loqathro (Azithromycin). Addressing critical healthcare needs, Loqathro is indicated for Respiratory Tract Infections and Extensively Drug-Resistant Typhoid. Loqathro is available in 250mg capsules and 500mg tablets.



## BRUFEN DUO TABLETS

Expanding its legacy in pain management, Abbott introduced Brufen Duo - a unique combination of two time-tested molecules: Ibuprofen and Paracetamol. This latest addition to the trusted Brufen family offers efficacy while ensuring a convenient dosage regimen. Brufen Duo is available in 150mg + 500mg tablets.



### ALINIQ INSIGHT

To offer more for improving Lab operations, Abbott Core Diagnostics Pakistan launched AlinIQ Insight. AlinIQ Insight is a cutting-edge, web-based platform designed to streamline data management across laboratory operations. It brings together multiple applications in one place, allowing users to create Personalized Views through dynamic data visualization widgets. This integrated solution consolidates data from various applications into a single, comprehensive view, enhancing efficiency and decision-making.

Unlike existing on-premises AlinIQ solutions, AlinIQ Insight operates on a secure cloud-based platform, offering:

- **Reduced I.T. Burden:** Minimizes infrastructure requirements and ongoing maintenance.
- **Rapid Deployment:** Simplifies installation and implementation, reducing setup time from weeks to just days.



### ALINITY i TBI Biomarker

Maintaining leadership in Immunoassay segment, Abbott Core Diagnostics introduced Alinity i TBI biomarker. The Alinity i TBI test represents a significant step forward in the evaluation of mild traumatic brain injury (mTBI). With 96.7% clinical sensitivity and a 99.4% negative predictive value, it provides a reliable tool to help physicians rule out the need for a head CT scan when assessing patients with suspected mTBI.

By detecting blood-based biomarkers associated with traumatic brain injury, the Alinity i TBI test offers:

- **Enhanced Diagnostic Confidence:** Supports accurate patient assessment when used alongside other clinical information.
- **Patient-Centered Care:** Helps reduce unnecessary radiation exposure from CT scans while providing rapid, reliable results.

# Awards and Recognitions



In the past year, our unwavering commitment to excellence and innovation has been recognized through numerous prestigious awards. These accolades are a testament to the dedication and hard work of our team, who continuously strive to achieve outstanding results. We are honored to be acknowledged for our efforts in creating a positive impact within our industry and community. Each award we receive not only celebrates our achievements but also inspires us to reach new heights in our journey towards excellence.

## **ABBOTT PAKISTAN WON MAP 39<sup>th</sup> CORPORATE EXCELLENCE AWARD**

Abbott Pakistan was awarded the First Prize by the Management Association of Pakistan (MAP) in Pharmaceutical sector. MAP organizes the Corporate Excellence Awards annually, aiming to identify and honor the best-managed companies in Pakistan. These companies exemplify the use of the latest management techniques and adhere to guidelines and principles that foster continuous improvement and innovation. The evaluation process entails management practices appraisal based on questionnaires and top management meetings and detailed financial evaluation based on the Company's Annual Report.





### **GOLD RECOGNITION AWARD AT THE 10<sup>th</sup> EMPLOYER OF THE YEAR AWARDS**

We received the Gold Recognition Award in the Multinational Category from the Employers' Federation of Pakistan (EFP) at the 10<sup>th</sup> Employer of the Year Awards ceremony, held at Karachi Marriott Hotel. This award acknowledges organizations that create a supportive work environment fostering employee engagement and productivity. Key factors considered in evaluation of the award included staff policies, learning and development initiatives, women empowerment, career growth opportunities, diversity and inclusion, and employee benevolence and retention practices.



### **ABBOTT LABORATORIES PAKISTAN LIMITED WON ENVIRONMENT HEALTH SAFETY EXCELLENCE AWARD**

At the 21<sup>st</sup> Environment Excellence Award ceremony organized by the National Forum for Environment & Health (NFEH), Abbott Laboratories Pakistan Limited was honored with the Environment Excellence Award. This recognition highlights Abbott's commitment to sustainability and environmental stewardship through initiatives aimed at reducing carbon emissions, conserving natural resources, and promoting environmental awareness among stakeholders.



### **ABBOTT LABORATORIES PAKISTAN LIMITED WON ANNUAL FIRE SAFETY AWARD**

Our unwavering dedication to maintaining high safety standards has earned Abbott Laboratories Pakistan Limited recognition at the 14<sup>th</sup> Annual Fire Safety & Security Convention and Awards. This accolade highlights their leadership in promoting fire safety and sets a benchmark for other organizations in the industry.

# Significant factors effecting the external environment and the organization's response





## TECHNOLOGICAL

Technological obsolescence, competitors capitalising on new opportunities created by technological advancements.

### ORGANISATIONAL RESPONSE

- Actively invest in different projects to improve efficiency, build capacity and achieve operational excellence



## LEGAL

Drug Regulatory Authority of Pakistan Act, 2012, Companies Act 2017, Income Tax Ordinance 2001, Sales Tax Act 1990, PSX Rulebook, SECP Act and others.

### ORGANISATIONAL RESPONSE

- The Company ensures compliance with all the applicable laws and regulations. The Company's Finance, Compliance, Medical, and Regulatory departments monitor any new legislations impacting the Company and ensures compliance



## ENVIRONMENTAL

Growing attention to environmental protection, climate changes, natural disasters and natural resource conservation.

### ORGANISATIONAL RESPONSE

- The Company complies with Abbott Global Standards and local regulatory compliance requirements to environmental safety. The Zero Waste to Landfill Certification has also played its role to improve the environment



# Objectives, Strategy and Resource Allocation Plans



OBJECTIVE	STRATEGY	NATURE	PRIORITY	RESOURCE ALLOCATED
Maintain leadership position in the pharmaceutical sector	Continuously invest in new products and consolidate market share of established brands.	Long term	High	Financial Capital, Human Capital, Manufactured Capital and Intellectual Capital.
Profitability & sales growth	Drive business growth and profitability initiatives through continued focus on innovation, optimisation and efficiency.	Medium to Long term	High	Financial Capital, Human Capital, Manufactured Capital and Intellectual Capital.
Achieve operational efficiency and utilise cross-divisional expertise	Take initiatives for cost optimisation without compromising on quality standards. Maximise synergies through our diverse products offerings.	Medium to Long term	High	Manufactured Capital, Financial Capital, Human Capital and Intellectual Capital.
Be an employer of choice	Creating a diverse and inclusive workplace. Take initiatives that build value of trust and contribute in creating an enjoyable work environment.	Medium to Long term	High	Human Capital, Social and Relationship Capital.
Helping people live their best lives	Provide the best possible health-care solutions coupled with diversity and innovation.	Medium to Long term	High	Human Capital, Social and Relationship Capital, Intellectual Capital and Financial Capital.
Operating Sustainably	Operate responsibly, preserve healthy living environment and earning trust by doing the right things, for the long-term, for the benefit of everyone who relies on our products.	Long term	High	Natural Capital.



### RESOURCE ALLOCATION PLANS

Strong emphasis on new product initiatives to identify opportunities in multiple therapeutic areas coupled with investments to retain / expand our market share.

Investment in capacity building by utilising latest technological advancements to minimise costs and simplify processes. Sales growth is pursued through our diverse product offering.

Investments and research to ensure and improve product quality. Utilising available technological opportunities to bring in efficiencies throughout our operations. Utilising our presence in multiple business segments to drive synergies.

Providing avenues for employees to grow and learn while contributing towards organisational success. Equipping our employees with tools for continuous self-development, together with market competitive salaries.

Our continuous focus on innovation enables us to broaden our product offering in line with the changing consumer needs.

Abbott has a dedicated environment, health & safety team which focuses on reducing greenhouse gas emissions and the Organisation's footprint on the environment. In addition, focus on sustainability is in-built throughout the organization's decision making framework.



### RELEVANT KPIs

Market share and ranking in the relevant therapeutic classes as per IQVIA (formerly IMS) – both in unit and value terms.

Profitability margins and sales growth versus market growth as per IQVIA (formerly IMS).

Operating income growth.

Employee turnover rate, employee feedback on GPTW and other employee surveys.

Product quality survey results and customer satisfaction surveys.

Waste recycled & reduced, water and energy conserved & consumed.



### EXTERNAL FACTORS THAT COULD AFFECT OUR STRATEGY

Availability of APIs, level of competition prevalent in the industry, population growth and Government healthcare spending and related policies.

Pak Rupee devaluation, inflation and macro-economic environment of the Country

Restriction on imports of plant and machineries.

Changes in consumer demands. Increased choices of healthcare products for consumers.

Changes in consumer demands. Increased choices of healthcare products for consumers.

Legislation and reforms concerning social, environmental and citizenship responsibilities of businesses.



### STATUS

Ongoing

Ongoing

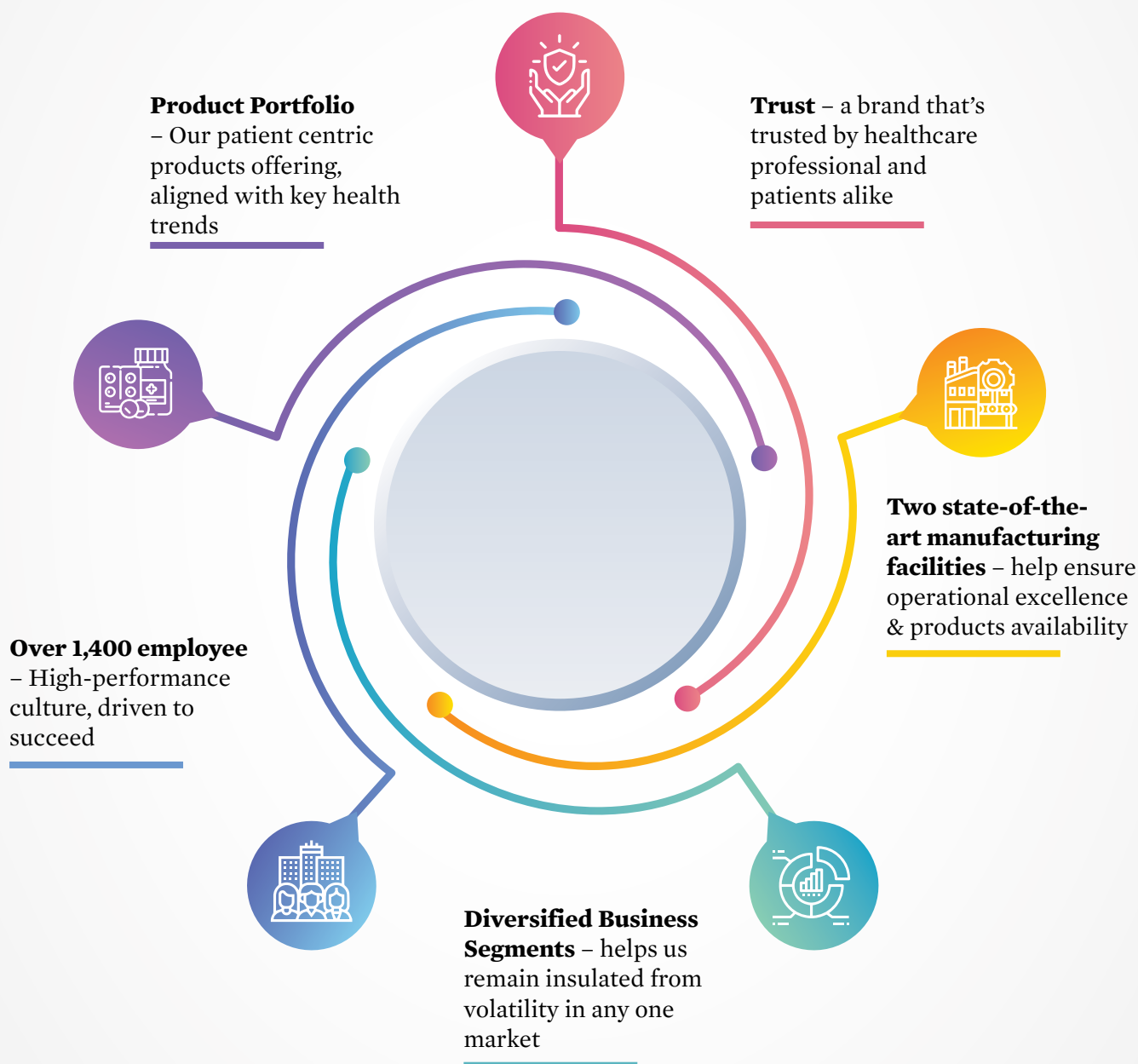
Ongoing

Ongoing

Ongoing

Ongoing

# Key resources and capabilities of the company which provides sustainable competitive advantage





# SWOT Analysis

## S



### Strengths

- Global footprint with operations in more than 160 countries
- Diverse portfolio of category defining brands that have established themselves as the leading products in their respective markets
- A broad mix of business segments that helps to insulate from volatility in any one market
- Established and long-standing legacy of 70+ years in Pakistan
- Among the market leaders in terms of volume and value amongst MNCs
- Two state-of-the-art manufacturing facilities
- Strong distribution network with collaboration of over 50 distributors nationwide
- Competent & committed human resources

## W



### Weaknesses

- Dependence on imported raw materials
- Regulated prices on pharmaceutical products

## O



### Opportunities

- Great potential in the export and local market to capture new markets and grow consumer base through an added advantage of diversified product portfolio
- New product innovations and additional variants can grow and diversify the portfolio
- Leveraging new digital technology for the benefit of patients
- Increasing population coupled with increasing awareness and focus towards healthcare
- Capitalizing on health care programs or schemes initiated by the Government

## T



### Threats

- Frequent changes in government policies
- Inconsistent fiscal policies
- Political instability
- Deteriorating exchange rates & inflation
- Counterfeit Products
- Intense competition prevailing in the industry

# Risks and Opportunities

## Risk Management Framework & Methodology

At Abbott, we believe risk management to be an ongoing process of continuously identifying and understanding the full spectrum of the Organisation's risks and taking informed mitigating actions, if required.

The focus is on integrating risk management with existing management processes in a manner that probable future events with negative impacts may be assessed and dealt with proactively. Periodic review of processes transforms risk management to a proactive and value-based activity. It aligns strategy, people, processes, technology and knowledge. The emphasis is on strategy, and the application is enterprise-wide.

The "Risk Assessment Process" is carried out by the Chief Internal Auditor in consultation with the senior management team, under the supervision of Risk Management Committee, Audit Committee

and the Board of Directors. The key risks pertinent to each department are identified, assessed and allocated to each function. These risks are mitigated through upgradation of SOPs and process revitalization.

## Assessment of Principal Risks and Uncertainties facing the Company

The very nature of the operating environment in which Abbott operates means that our operations are exposed to a variety of risks.

The early half of 2024 was characterized by monetary tightening measures that decelerated economic activity and affected consumer demand. Volumes continued to remain under pressure throughout the year. Pak Rupee devaluation and inflation will remain as the primary risks being faced by the Company as this will increase the costs of our products.



Volatile macro-economic environment and inconsistency in fiscal policies remain the key sources of uncertainties that the Company currently faces.

**Board's efforts for determining the Company's level of risk tolerance by establishing Risk Management Policies**

The Board, through its enterprise risk management framework has formulated policies, that focuses of identifying risks that have the potential to impact business performance. It continuously evaluates likelihood, impact, and velocity to ensure our management team focuses efforts in the most relevant areas.

Determination for the level of risk tolerance is linked directly with the impact that the identified risk has on the achievement of organizational objectives. As well as addressing existing risks, we analyze emerging situations that represent potential risks and opportunities for Abbott.

**Board's statement regarding assessment of principal risks**

Board statement on the assessment of principal risks and their management can be found on page 61 in the Directors' report section of this Report.





# Key Risks & Opportunities

 <b>KEY RISKS</b>	 <b>TYPE OF CAPITALS AFFECTED</b>	 <b>SOURCES OF RISKS &amp; OPPORTUNITIES</b>	 <b>ASSESSMENT OF LIKELIHOOD</b>	 <b>MAGNITUDE</b>	
Currency devaluation and high inflation adversely affecting the Company's margins.	Financial	External	High	High	
Counterfeit products-Erosion of margins, loss of market share and reputational risk as a result of the Company's products being copied/smuggled.	Intellectual	External	Low	Low	
Natural Disasters-The risk of disruption in operations due to any natural disaster, including inability to recover operational capacity.	Manufactured and Financial	External	Low	Low	
Legal and Regulatory risk- Non-compliance with applicable laws and regulations and being adversely affected due to enactment/ imposition of new laws.	Financial	External	Low	Low	
Liquidity Risk- inability to meet financial obligations as and when they fall due.	Financial	Internal	Low	Low	
Inadequate price adjustments to offset the impact of devaluation and inflation.	Financial	External	High	High	



## NATURE

RELATED  
OPPORTUNITIES

## MITIGATION MEASURES

Long-term	Insulation from the adverse effects of currency devaluation can help the Company to sustain and improve its profitability.	The Company actively seeks to identify local sources for its raw materials to reduce its exposure to currency fluctuations. Further, the Company also has a natural hedge in place since it has foreign currency denominated export receivables and cash balances.
Long-term	Ensuring patients access to genuine products.	The Company continually engages with the regulators to highlight and identify any counterfeit products to prevent future penetration in the market.
Long-term	Ensure continuity of operations.	The Company has Business Continuity Plans (BCP) and Disaster Recovery Plan (DRP) in place to ensure that any adverse or unforeseen events/disasters cause minimum disruption. These plans help to ensure that there is a rapid and smooth transition to a back-up mode of operations and expeditious recovery of normal operations.
Medium-term	Investment in training of resources can aid the Company in becoming the best-in-class in adoption of laws and regulations.	Our regulatory, medical, and compliance departments collaboratively mitigate the risk by monitoring changes in the applicable legal and regulatory requirements to ensure timely compliances.
Medium-term	Planning and monitoring cash flows could result in significant cost savings and investment opportunities.	Regular monitoring of liquidity status, cash flow projections, and liaising cross functionally assist in timely fulfilment of funding requirements.
Medium-term	Adequate price adjustment will enable us to operate and thrive in a sustainable manner.	Engagement with the regulators and relevant government authorities.

# Sustainability and Corporate Social Responsibility

## Our Philosophy & Policy on Corporate Citizenship & Sustainability

Sustainability is implicit in Abbott's purpose: helping people live fuller lives. That commitment begins with the healthcare products and solutions we create and carries through everything we do as a company. We've long understood that the key to sustaining our enterprise is a willingness to evolve it, to anticipate changes in the environment and to adapt Abbott in ways that make us best able to achieve our fundamental purpose — helping people live healthier, fuller lives.

## Our Performance and Initiatives on Corporate Citizenship & Sustainability

Abbott has a vision for the future of healthcare — one centered on building and sustaining people's health by creating a true healthcare system, rather than the traditional, treatment-focused "sick care" system that we have today. We're pioneering products and solutions that provide people greater knowledge and power in the management of their health, enabling them to better understand the unique language of their bodies and to respond optimally. Key areas of focus have been detailed in this section.

### IMPROVING ACCESS AND AFFORDABILITY

Our product design, development, manufacturing, and commercialization processes are guided by a clear set of design principles.

- **Design for broader reach and equity:**  
Build an innovative portfolio that reaches more people, including new geographies and communities with limited access to care.
- **Design for access:**  
Identify and overcome barriers to access and adoption, prioritizing inclusive design as well as manufacturing, distribution, and technology strategies across the value chain.
- **Design to optimize reach and value:**  
Make intentional decisions throughout the design process to optimize four factors: people reached, consumer benefit, business value, and societal value.

## Transforming Care

Innovating new solutions for disease management is just one aspect of enhancing quality of care. Besides expanding capabilities in disease detection and prevention, Abbott is supporting global efforts to address noncommunicable diseases, including diabetes and cardiovascular disease.

## Advancing Health Equity

Our health equity work builds on Abbott's core competencies as a healthcare innovator, connecting partners and supporting communities to help them live their healthiest lives through advancing care coordination; addressing social drivers of health and building capacity. During the year, Abbott Pakistan joined hands with leading nonprofit organizations to help expand access to critical health, education and social services, with the goal of building more resilient, healthier communities.

## BUILD THE DIVERSE, INNOVATIVE WORKFORCE OF TOMORROW

At Abbott, we take our purpose of helping people live healthier, fuller lives to heart. Regardless of their role, Abbott people know their work truly matters because what we do has a tremendous impact on the lives of the people we serve. People count on us to develop solutions that help them improve their lives through better health. We rely on the innovative ideas, commitment, dedication, and the life experiences of a diverse workforce to bring those solutions to life.

Abbott prides itself on being a place where people can do purposeful work as part of a global community dedicated to making life better for others. To reach our ambitious goals, we need the right talent in the right places across the company. Our talent management approach focuses on attracting, retaining, engaging, and developing a diverse workforce.

## Talent Acquisition

Our talent acquisition team helps us build the diverse, innovative workforce of tomorrow through an integrated strategy that includes early-career programs, diversity recruitment, and hiring the best people to build our talent pool.



## Diversity, Equity and Inclusion

We are committed to creating an environment that fosters diversity, equity, and inclusion (DEI) — propelling our business forward, fueling our creativity, and inspiring collective innovations that can serve more people. We strive to maintain an inclusive culture where each person can bring their true self to work and where everyone is valued for their contributions.

### Employee Development

Abbott employees can build new skills and gain new perspectives by accessing growth and development opportunities — such as mentoring, leadership training, and personalized career development tools — at every stage of their career. These programs are designed to support the development of all our employees.

### Employee Well-Being, Health & Safety

We encourage our employees to prioritize their emotional and mental well-being, and we offer a suite of benefits and support services to help them. Keeping employees and contractors healthy and safe is nonnegotiable for Abbott. We utilize key communication channels to promote health and wellness behaviors, along with a robust measurement system to track progress and gather data on behavioral observations.



## PROTECT A HEALTHY ENVIRONMENT

We rely on natural resources to manufacture and supply products that help people around the world live healthier, fuller lives. We are committed to using them responsibly in order to preserve a healthy environment — now and for future generations.

### Tree Plantation Drives

An off-site tree plantation activity was conducted at the green belt located in front of the Sindh Environmental Protection Agency office, symbolizing a commitment to enhancing local green spaces. During the activity, the team successfully planted 50 saplings, comprising a diverse range of plant species such as Neem and Gul-mohar. These species were carefully selected for their environmental benefits, including air purification and providing shade. Further, as part of its celebration of Earth Day, on-site tree plantation activity was also conducted at our manufacturing site.

### Energy and Emissions

Reducing climate impact is key to a healthy planet. We're working to deliver results against near-term science-based targets to reduce carbon emissions. We're working to reduce the negative impacts of our emissions by investing in renewable energy, increasing manufacturing efficiency and partnering with suppliers. We are committed to purchasing a greater proportion of electricity from renewable sources. In pursuance of the same, solar panels were installed at our Plant site during the year.

### Protecting Water Resources

Abbott successfully completed the desktop pre-assessment for the Alliance for Water Stewardship (AWS) certification. This pre-assessment evaluates a site's readiness for the formal AWS certification audit by reviewing water management practices, policies, and procedures. The process involves registering on the AWS Audit Platform, completing a comprehensive checklist, and meticulously reviewing documentation to identify gaps. It assesses compliance with AWS core principles, such as sustainable water balance and good water quality. This certification process underscores the site's commitment to sustainable water management and contributes to global efforts for water and sanitation sustainability. Further, Abbott celebrated World Water Day themed 'Water for Peace' aimed at raising awareness and brainstorming ideas on water saving projects.

## QUALITY MANAGEMENT

We make our products and services as if they were for our own families. That's why we continuously improve our systems and processes to help ensure we deliver only the highest quality products and services. Every day, people around the world rely on Abbott to provide life-changing products and services. Delivering high-quality, safe, and effective products is fundamental to our business.

Maintaining quality requires a company-wide commitment. That's why we work to embed it across our company. We have robust quality processes in place for all of our products and services, and we are committed to continually assessing and improving those processes as information, technologies, and practices evolve. Abbott's Quality Management System (QMS) model and metrics are continuously reviewed to track performance. We capture and apply key learnings and best practices, including those from external intelligence, and industry-specific issues are examined and escalated as appropriate.

## CREATE A RESILIENT, DIVERSE AND RESPONSIBLE SUPPLY CHAIN

We are dedicated to improving the sustainability and resilience of our supply chain through leveraging it for positive social and environmental change. We are committed to upholding the fundamental principles of environmental protection, human rights, and fair labor practices to drive long-term business success for Abbott and our suppliers and to improve lives around the world.

We partner with strategic suppliers to address shared sustainability impacts, prioritizing responsible sourcing, supplier diversity, and continuity of supply. Our supply chain initiatives prioritize topics such as human rights and labor and environment to drive collective action at the enterprise, category and business levels.

## Corporate Social Responsibility

At Abbott, our priority is to reach more people, in more places than ever before, with access and affordability in mind for our life-changing technologies and products. We work within our businesses and in partnership with others to expand affordable access to healthcare for underserved, diverse, and at-risk communities, including women and children, by delivering innovative, decentralized models of care that advance prevention and early diagnosis, improve nutrition, provide quality treatment and care, and lower total costs. Abbott has a long history of partnerships with stakeholders to improve health outcomes by advancing standards and building access to affordable, integrated solutions.

### Family Education Services Foundation (FESF)

Family Educational Services Foundation (FESF) is a charitable organization committed towards empowerment of disadvantaged deaf children and young people through a holistic approach to deaf education, skills training, job placement, and sign language development – creating lasting change in their lives and that of their families. Abbott's contribution and funding has helped them to support full education of 8 deaf children for the entire year.

### Patients' Behbud Society for AKUH (PBS)

PBS was established in 2001 to provide access to quality healthcare for needy patients at Aga Khan University Hospital. Since its inception, PBS has provided financial assistance to thousands of needy patients to access quality care. Abbott's funding has enabled PBS to support the quality treatment of pediatric patients suffering from various complicated diseases.





### **The Layton Rahmatulla Benevolent Trust (LRBT)**

LRBT as an organization envisions to provide free eye treatment to the poor & underprivileged citizens across Pakistan. Abbott's funding to LRBT supported the restoration of sight of 257 cataract affected adults in 2024.

### **Arthritis Care Foundation (ACF)**

ACF is a registered trust working for the welfare of patients with rheumatic diseases in Pakistan. There is limited awareness about arthritis and rheumatic diseases, which is a leading cause of disability globally. Abbott's funding has enabled ACF to procure various biologics being used for treating 40 arthritis patients.

### **Muhammadi Blood Bank & Thalassemia center**

Muhammadi Blood Bank & Thalassemia Center provides high-quality health services focused on the diagnosis, treatment, and prevention of blood related diseases. Abbott sponsored five patients diagnosed with thalassemia, ensuring they have access at no cost to screened blood and chelating therapy for the entire year.

### **Patients' Welfare Association (PWA)**

PWA is run by the medical students of Dow Medical College and serves patients who are unable to pay for care at the Civil Hospital Karachi. PWA runs the largest single outlet blood bank in the country catering to blood requests from all over Karachi. Abbott supports the cost of screening, regular blood transfusions and chelating therapy for five patients with Thalassemia.

### **Professional Education Foundation (PEF)**

PEF was established in January 2009, with the sole aim of financially supporting brilliant but underprivileged students for their professional education. Abbott's funding enabled PEF to support 15 professional students enrolled in various programs.

### **The Indus Hospital (TIH)**

TIH is a not-for-profit organization providing free healthcare to underprivileged populations. TIH runs a chronic dialysis program to support the patients with end-staged kidney disease, requiring regular dialysis sessions. Abbott supports this program by sponsoring 200 dialysis sessions.

### **ChildLife Foundation**

ChildLife Foundation provide free of cost emergency care to children. It manages 13 state-of-the-art emergency rooms at teaching hospitals and telemedicine satellite centers across Pakistan. Abbott Pakistan supported ChildLife Foundation by sponsoring the treatment of 250 children.

### **Karachi Vocational Training Centre (KVTC)**

For over three decades, KVTC has championed the cause of disability rights, gender equality, quality education, and socio-economic inclusivity in Pakistan. KVTC provides vocational rehabilitation free of cost to differently abled individuals. Abbott Pakistan funded training & gainful employment of 4 intellectually challenged trainees for a period of 6 months.

### **Transformation International Society (TIS)**

TIS envisions to offer accessible and affordable healthcare to all individuals, beyond the boundaries of age, gender, race or ethnicity. Abbott Pakistan supported TIS to conduct 250 sessions of 25 therapies to children in need.



### Karachi Down Syndrome Program (KDSP)

KDSP was formed with the goal of advocating the value, acceptance, and inclusion of individuals with Down syndrome in Karachi and to provide them with the opportunity to lead independent and fulfilling lives. Abbott's funding enabled KDSP to support the development and empowerment of 4 individuals with Down syndrome.

### Teach the World Foundation (TWF)

TWF is a professionally managed non-profit organization, which aims to enhance human potential by deploying effective and scalable models of literacy and learnings using the power of digital technology to increase literacy in under-privileged communities. Abbott Pakistan supported TWF by sponsoring scholarships for 20 out-of-school children.

### Shaukat Khanum Memorial Cancer Hospital (SKMCH)

SKMCH is a leading healthcare institution in Pakistan dedicated to cancer care and research. It strives to make high quality medical services accessible to all, regardless of their financial status. Abbott Pakistan sponsored the complete treatment of a cancer patient.

## Supporting our Communities

### Evidence Based Clinical Studies

Understanding local disease epidemiology is essential for improving patient care, optimizing treatment strategies, and addressing unmet medical needs. These studies play a crucial role in shaping prevention strategies, refining management protocols, and enhancing patient outcomes. Abbott Pakistan remains committed to generate local clinical data and gather insights into disease patterns. To achieve this, Abbott collaborates with leading specialists, institutions, and clinical research organizations, ensuring that healthcare professionals have access to relevant, data-driven insights tailored to the region's unique challenges.



### Influenza Prevalence Study

A significant milestone in infectious disease surveillance in Pakistan is the Influenza prevalence study conducted with the National Institute of Health (NIH). This research focuses on Influenza-Like Illness (ILI) patients to understand the epidemiological burden of influenza, assess seasonal variations, and identify high-risk populations. The study emphasizes the need for robust surveillance, targeted vaccination programs, and enhanced public health preparedness.

Additionally, Abbott Pakistan through its Medical Affairs team has developed the country's first national consensus on flu prevention, published in the Journal of Infection in Developing Countries (JIDC). This consensus, created through expert consultation using the Delphi method, highlights the importance of annual flu vaccination, especially for high-risk groups. The initiative aims to reduce flu-related illnesses, hospitalizations, and fatalities, setting a new benchmark in preventive healthcare in Pakistan.

### PREEMPT REGISTRY

Abbott Pakistan has made significant progress in hepatic disease management through the Preempt Registry, a study conducted with 15 gastroenterologists and hepatologists. This multicenter, cross-sectional

study evaluates the prevalence of Minimal Hepatic Encephalopathy (MHE) in cirrhotic patients, involving 1,200 participants. The study highlights the need for early detection and timely intervention, providing healthcare professionals with data to improve diagnostic and patient management strategies. This initiative aims to raise awareness among healthcare providers and ensure early therapeutic intervention to enhance neurological and hepatic outcomes in cirrhotic patients.

### **Sub-Clinical Hypothyroidism**

Abbott Pakistan, in collaboration with the Health Promotion Foundation, is conducting a study to evaluate the prevalence of subclinical hypothyroidism in pregnant women. This condition, if undiagnosed and untreated, can lead to adverse pregnancy outcomes such as miscarriage, placental abruption, preterm birth, and neonatal morbidity. The study advocates for routine thyroid screening in antenatal care to ensure early diagnosis and evidence-based treatment. The findings aim to enhance clinical guidelines, improve perinatal outcomes, and strengthen maternal-fetal health strategies in Pakistan.

### **CAP Leadership Forum: Advancing Knowledge in Pneumonia Management**

Lower respiratory infections are a major health issue in Pakistan, being the seventh leading cause of mortality. The ACCESS study, published in 2024, provided significant insights into managing Community-Acquired Pneumonia (CAP) to improve patient outcomes. To

share these findings, Abbott Pakistan organized the CAP Leadership Forum in major cities, bringing together pulmonologists, and infectious disease specialists. The forum included detailed presentations on the ACCESS Clinical Trial results and panel discussions on applying evidence-based strategies in local healthcare, enhancing CAP management and clinical decision-making.

### **Consensus Statement on Threatened Miscarriage: A Landmark in Women's Health**

Abbott Pakistan published the "Consensus Statements for Assessment and Management of Threatened Miscarriage in the First Trimester in Pakistan" in the Cureus Journal. This expert consensus provides standardized guidelines for evaluating, diagnosing, and managing threatened miscarriage, ensuring consistent clinical practice nationwide. Developed with input from eleven leading obstetricians and gynecologists, the consensus achieved at least 70% expert agreement. The findings were presented at the 15th Sindh Institute of Reproductive Medicine Fertility Conference and are set to be endorsed by the Society of Obstetricians and Gynecologists of Pakistan. This initiative aims to improve patient care and pregnancy outcomes across the country.



# CEO's Message

## DEAR FELLOW SHAREHOLDERS:

As we look back at 2024, it has been a year of both challenges and resilience for our company. The early half of 2024 was characterized by monetary tightening measures that decelerated economic activity and affected consumer demand. Volumes continued to remain under pressure throughout the year, however, through a combination price adjustments and efficiency measures taken across the operations, the Company was able to deliver improvement in its margins. Following improved inflation outlook towards the latter part of the year, the Government began to ease its monetary policy to support and aid economic growth.


Regulatory dynamics in 2024 have also been a significant factor influencing our business. We welcome the changes surrounding non-essential drugs not listed in the National Essential Medicines List. It enabled pharmaceutical companies to revive the viability of certain products. However, there is still a need for a robust process of pricing reviews and adjustments for essential drugs as well to ensure patients continue to have access to quality medications.

Our teams have worked closely with regulators to ensure that our products meet the highest standards, while also being mindful of the broader regulatory shifts regarding price controls and market access policies. These changes have required us to be agile and proactive in our approach, ensuring our continued growth in a highly regulated environment.

Looking ahead, sustained economic stability, supportive fiscal policies together with continued review of current regulations to bring them in line with international practices are extremely vital for the health of the pharmaceutical industry. Our commitment to operational excellence, strategic investments, and maintaining a strong balance sheet will be key drivers of our success as we navigate both prevalent opportunities and challenges.

I want to thank our dedicated team, our partners, and our shareholders for their ongoing support. Together, we will continue to grow, innovate, and serve the needs of our patients, helping them live their lives to the fullest.

Abbott Proud,



**Syed Anis Ahmed**

Managing Director & CEO

Abbott Pakistan





# Directors' Profiles



## Ehsan Ali Malik - Non - Executive Director (Chairman)

Ehsan Ali Malik is Chairman of the Board of Directors of Abbott Laboratories (Pakistan) Limited. He currently also serves as Director on the Boards of Standard Chartered Bank (Pakistan) Limited, Friesland Campina Engro Pakistan Limited and Gul Ahmed Textile Mills Limited. He is also the Chief Executive of the Pakistan Business Council. Previously, he was the Chief Executive Officer / Director of Unilever Pakistan Limited as well as a Director of Unilever Pakistan Foods Limited. Ehsan's earlier international appointments covered Unilever's regional businesses in Sri Lanka, Egypt, Lebanon, Jordan, Syria and Sudan as well as Unilever's Head Office in UK. He is a Fellow of the Institute of Chartered Accountants in England and Wales and an alumnus of the Wharton and Harvard Business Schools.



## Syed Anis Ahmed - CEO

Syed Anis Ahmed is the Chief Executive Officer of Abbott Laboratories (Pakistan) Limited. Previously, he has served as the Chief Financial Officer of Abbott Pakistan. He has over 25 years of experience in senior commercial and finance roles where he has provided his guidance and leadership across different functions. Anis also served as the President of American Business Council and the Chairman of Pharma Bureau where he played a major role in highlighting different issues faced by the pharmaceutical industry. Currently, Anis is a member of the Executive Committee of Overseas Investors' Chamber of Commerce & Industry (OICCI). He was previously associated with A.F. Ferguson & Co. (a member firm of the PwC network) and Philips Pakistan. Anis is a Fellow member of the Institute of Chartered Accountants of Pakistan.



## Mohsin Ali Nathani - Independent Director

Mohsin's banking experience of almost three decades spans geographically across Asia (East and South-East), Middle East and Levant regions. He is currently the Regional CEO & member of General Management of Habib Bank AG Zurich a multinational banking group with a presence in 11 countries. Prior to his current role, Mohsin was the President & CEO of HABIBMETRO. Previously, Mohsin was associated with Standard Chartered PLC as the UAE CEO and Standard Chartered Bank Pakistan as the CEO. Prior to that, he was at Barclays Bank Pakistan as their Country Head and Managing Director. Mohsin is an MBA from the Institute of Business Administration, Karachi. He is currently serving as a member of the Boards of Directors of HABIBMETRO, Habib Canadian Bank, HBZ Bank Limited (South Africa), Habib Bank Zurich (Hong Kong), Abbott and I-Care Pakistan.



### **Celestino Jacinto Dos Anjos - Non - Executive Director**

Celestino Dos Anjos is the Controller for Emerging Market of the Established Pharmaceuticals Division of Abbott Laboratories. He is a French national currently based in Allschwil (Switzerland). Previously he worked as Controller of Latin America in Abbott and CFO of CFR, a Chilean pharmaceutical group, that was listed in the Santiago Stock Exchange. During his career, Celestino was also General Manager of Laboratories Fournier in Slovakia and in the UK. He has over 30 years of experience in senior commercial and financial roles in Pharmaceutical Industry. Celestino graduated from the ISG (Institut Supérieur de Gestion) in Paris and from the CEDEP (Fontainebleau – France).



### **Seema Khan - Executive Director**

Seema Khan is part of the Board of Directors of Abbott Laboratories (Pakistan) Limited. Seema holds a Bachelors in Pharmacy degree from Karachi University. She has extensive experience over 30 years in pharmaceutical sector, directing and leading multidisciplinary teams. Currently, she is working as a lead of Regulatory Affairs and is part of Executive Management at Abbott Laboratories (Pakistan) Limited. She is an expert on Regulatory Affairs with extensive experience in Pharmaceutical Industry which includes dealing with government at the highest level for resolution of regulatory and policy issues. Seema represents Abbott and provides support on technical matters for Pharma Bureau. She is also present on the Intellectual Property Rights (IPR) sub-committee of OICCI and Legal & Government relations subcommittee of American Business Council.



### **Ayla Majid - Independent Director**

Ayla is the Founder & CEO of Planetive with operations in Pakistan and Middle East. She is a leading energy transition strategist, decarbonisation investor, and emerging market project developer. Ayla has over 20 years of investment and financial advisory experience across sectors, including large infrastructure, energy, and digital innovation. With high-level governance experience of 15+ years, Ayla sits on the boards of banking, energy, insurance, pharmaceutical, and engineering companies. She is the Global President of Association of Chartered Certified Accountants, where she made history as the first South Asian to lead the association. She is a member of the World Economic Forum's Global Future Council on Energy Transition and the Mobilizing Investment for Clean Energy in Emerging Economies Global Taskforce. She is also the MENA Sustainability Leader of WEF. In addition, she is a Young Global Leader of the World Economic Forum and an Eisenhower Global Fellow. Ayla holds an MBA from Lahore University of Management Sciences, an LLB from the University of London, and ACCA qualification. She is an alumnus of Harvard Kennedy School, the University of Oxford, the National Technological University of Singapore, and The Andlinger Center for Energy and the Environment at Princeton University.



# Corporate Governance

## BOARD COMPOSITION

Our Board structure is mainly governed by Companies Act, 2017 and Listed Companies (Code of Corporate Governance) Regulations, 2019 and other good corporate governance practices. Our Board comprises of 7 Directors\*, who ensure that the interests of all shareholders and stakeholders are fully protected. There are 3 Non-Executive Directors\*, 2 Executive Directors and 2 Independent Directors on our Board. The Board also consists of two female directors. Names and brief profiles of all the directors are disclosed on page 46-47.

*\*Mr. Muhammad Anjum Latif Rana resigned from his Directorship on the Board with effect from Feb 3rd, 2025.*

## INDEPENDENT DIRECTORS

Our Board comprises of two (2) independent directors namely Mr. Mohsin Ali Nathani and Ms. Ayla Majid, who are not involved in the Company's management nor are connected with any business or other relationships that could interfere materially with or appear to affect their judgement. All the independent directors have provided their consent to act as director, along with 'Declaration to the Company' that they qualify the criteria of independence notified under the Companies Act 2017.

## DIVERSITY IN THE BOARD

Abbott Pakistan's Board comprise of highly qualified professionals having appropriate mix of core competencies, diversity, requisite skills, knowledge and experience. This diversity ensures that all relevant perspectives are represented in decision making. Abbott continues to maintain female representation on the Board of Directors with two female members on the Board, surpassing the regulatory requirement of at least 1 female director.

## PRESENCE OF EXECUTIVE DIRECTORS ON OTHER BOARD

None of the above Executive Directors of Abbott Pakistan are currently serving as non-executive directors of any other company and hence no fee is earned against attendance of Board meetings.

## ROLE OF CHAIRMAN

The Chairman of the Board has the responsibility to lead the Board and ensure its effective functioning and continuous development. The Chairman represents the non-executive directors of the Board and is entrusted with the overall supervision and direction of the Board's proceedings, and has the power to set the agenda, give directions and sign the minutes of the Board meetings. Role of Chairman of the Board is to:

- Ensure that the Board is operating effectively, and all matters relevant to the effective functioning of the Company are placed on the agenda of Board meetings;
- Conduct the Board meetings including fixing the agenda;
- Ensure that all the Directors are enabled and encouraged to fully participate in the deliberations and decisions of the Board; and
- Ensure that relevant, accurate and up to date Company information is received from the management and shared with the board members to enable them to monitor performance, make sound decisions and give appropriate advice to promote the success of the Company.





## ROLE OF CEO

The Chief Executive is the senior most executive on the Board and is primarily responsible for the management of the Company and its procedures in financial and other matters, subject to the oversight and directions of the Board, in accordance with the Companies Act, 2017. The main responsibilities of the CEO are as follows:

- To develop strategies involving the executive team, for the implementation of decisions established by the Board and its Committees.
- To maintain an effective communication with the Chairman and bring all important Company matters to the attention of the Board.
- Working in the best interest of the Company and directing its overall growth by achieving and surpassing the performance targets set by the Board.
- Oversee the implementation of the Company's financial and operational plans in accordance with its business strategy.
- To ensure that all strategic and operational risks are effectively managed, and that adequate system of internal controls are in place for all major operational and financial areas.
- Develop Key Performance Indicators (KPIs) of the Company for the approval of Board and ensure dissemination of the same throughout the organization.
- To communicate on behalf of the Company with shareholders, employees, government authorities, public and other stakeholders.
- To promote highest moral, ethical and professional values and good governance throughout the Company.

## ANNUAL EVALUATION OF PERFORMANCE AND THE CRITERIA USED FOR THE MEMBERS OF THE BOARD AND ITS COMMITTEES, CEO AND CHAIRMAN

In accordance with Listed Companies (Code of Corporate Governance) Regulations, 2019, the Board through external consultants, PICG, has carried out an evaluation of performance of its individual members, and the performance of its Committees, CEO and Chairman. Annual evaluation questionnaire is developed by the Pakistan Institute of Corporate Governance (PICG) in conformity with the Code of Corporate Governance and is circulated to the Directors for performance evaluation. Strict level of confidentiality is exercised by PICG while conducting the evaluation process.

The Board of Directors and its Committees are evaluated by PICG on different categories including, but not limited to, Board composition, strategic planning, Board procedures and information, Chairperson and CEO effectiveness, control environment and ESG. The overall performance of the Board measured on the basis of above-mentioned parameters was satisfactory.

## FORMAL ORIENTATION COURSES FOR DIRECTORS

The Company has made sufficient arrangements to carry out orientation sessions for their directors to acquaint them with company's operations, applicable laws and regulations and their duties and responsibilities to enable them to effectively govern the affairs of the company on behalf of shareholders.

## DIRECTORS' TRAINING PROGRAM

As disclosed in the statement of compliance, all the directors have either obtained certification under the Directors' Training program or are exempt from obtaining the certification. All the Directors on the Board are fully conversant with their duties and responsibilities as Directors of corporate bodies.



## RELATED PARTY TRANSACTIONS

The Company has a formal policy of Related Parties' Transactions which has been approved by the Board of Directors. The Policy covers the procedures for reviewing, approving and ratifying related party transactions and in providing disclosures as required under section 208 of Companies Act, 2017 and other applicable laws.

The Company maintains a party wise record of transactions and ensures that it includes the minimum information as prescribed by the law. All transactions with related parties are carried out in the normal course of business as approved by the Board of Directors of the Company.

Details of related party transactions are disclosed by the Company in note 34 of the financial statements. There is no contract or arrangement with the related party other than in the ordinary course of business. All related party transactions are carried in accordance with the Company's related party policy.

## BOARD'S POLICY OF SIGNIFICANT MATTERS

### Remuneration of non-executive directors

In line with the requirements of Listed Companies (Code of Corporate Governance) Regulations, 2019 and the Articles of Association of the Company, the policy for remuneration of non-executive directors has been approved by the Board of Directors, the salient features of which are:

- The Company will not pay any remuneration to its non-executive directors except meeting fee for attending the Board and its Committee meetings.
- The remuneration of a Director for attending meetings of the Board of Directors or its Committees shall from time to time be determined and approved by the Board of Directors.
- A Director shall be provided or reimbursed for all travelling, boarding, lodging and other expenses incurred by him for attending meetings of the Board, its Committees and/or General Meetings of the Company.

### Security clearance of foreign directors

All Foreign Directors on our Board are required to submit relevant documents, including declarations and/or undertaking and any other document required to facilitate security clearance undertaken by the Ministry of Interior. The necessary documents of all Foreign Directors are submitted to the SECP's Company Registration Office (CRO), Islamabad, within the

prescribed time. Further, Abbott endeavors to assist the clearance of Foreign Directors from Ministry of Interior and if needed makes available all necessary documentation for the same.

### Human resource management including preparation of succession plan

Dedicated employees power our success. As they drive our growth, we provide a supportive, inclusive culture, and programs that help ensure their continued development and encourage them to build a successful career with us. We are making a promise to every one of our employees to provide a work environment that:

- Promotes diversity and inclusion
- Offers extensive professional development, mentoring and training programs
- Encourages and supports work-life harmony
- Offers competitive compensation and benefits tailored to each market
- Protects human rights
- Promotes overall wellness
- Contributes to employee health and safety

Key focus areas for our human resource management policies are as follows:

### Attracting the Best Talent

We seek to maintain long-term relationships with candidates, showing them that their unique skills are valued by Abbott. We engage with candidates to provide all the information they need to succeed during interviews — including offering them access to our Abbott Talent Community — and maintain ongoing connections with them through our social channels. This way, we can build a pipeline of qualified, interested candidates that we can consider for future opportunities.

### Developing Employees

In addition to attracting new employees, we are committed to developing and retaining our current employees. Through our many programs and resources, we provide opportunities for individual growth and development, helping employees build great long-term careers at Abbott. We value our experienced employees; their knowledge helps us succeed as a company and contributes to a strong succession pipeline. Some of the resources that help our employees progress includes:

- Ongoing reviews, career development discussions and goal setting with managers
- Access to Career Connect — our personalized career development and planning tool





- Mentoring, job-specific education and leadership training

### Succession planning

Abbott's Board of Directors and senior management teams place a strong emphasis on succession and talent planning and on ensuring diversity and inclusion through this process. Talent Management Reviews (TMR) are carried out annually to assess critical positions, identify succession plans and create development plans. In addition to destination jobs, we identify potential next roles for each incumbent and successor, with a focus on ensuring the right experiences for a successful ongoing career at Abbott. Our aim is to make sure that current and future leaders are building the skills they will need for success.

Similar succession planning takes place at every level of the company. The senior leadership team conducts TMRs, each of which sets out to identify "Ready Now" and "Ready Future" successors. This helps ensure that our pipeline of future leaders at all levels is continually maintained. Our people managers also have annual talent development goals.

### Diversity and Inclusion

Promoting diversity and inclusion is integral to how we lead. We want to create an environment that nurtures everyone, regardless of race, gender, age, disability or nationality. We are creating a culture where inclusiveness is a natural state, not an initiative. We want it to be the natural way things get done at Abbott. It takes all of us to build and maintain the just and inclusive culture where we want to live and work.

### Compensation and Benefits

Our compensation and benefits programs are designed to enable our employees to build financial security and to provide for the health and well-being of themselves and their families. Abbott compensates employees based on the work they do, regardless of race, ethnicity or gender. We are committed to equal pay for equal work, and do not tolerate discrimination in pay (refer our gender pay gap statement on page 55 of this report).

## Social and environmental responsibility

### Making a positive social Impact

As a healthcare company, we have an inherently positive social impact on helping people to live longer and better. We apply our unique strengths to identify and invest in life-changing innovations, design new business models to meet emerging healthcare needs and find measurable ways to address social challenges through our scientific and technical expertise. When we prioritize systems-thinking and collaboration, we can grow our business, improve lives and create value for the people we serve.

### Protecting the healthy environment

Abbott is committed to safeguarding a healthy environment for everyone by reducing adverse environmental impacts of our business across our value chain. This commitment shapes the way we source, manufacture, design, and distribute our products and forms the basis for our environmental management systems and governance. Abbott Pakistan also has a formally documented policy on Environment, Health and Safety (EHS) which governs all operations and employee behavior to ensure that the Company conducts its business in a manner which is protective for human health, safety, and the environment. Key objectives of this policy are as follows:

- Maintain a safe and healthy workplace and environment;
- Continuously reduce the use of materials or practices that may have a negative impact on human health and the environment;
- Conserve energy and other natural resources;
- Integrate health, safety, and environmental concepts into business and operations planning and decision making;
- Educate and engage employees to optimize health, safety, and environmental performance and provide other stakeholders with relevant information on these efforts; and
- Comply with all applicable laws and affiliate policies and standards designed to protect human health, safety and the environment.

### Investors' relationship and grievances

Over the years, we have earned the trust of our investors and are fully committed to sustain it. The objective of our investors' grievance policy is to safeguard and protect the interest of all investors and shareholders, while ensuring that their grievances are resolved quickly and efficiently. The Company has internally established a mechanism for investor services and grievances handling to resolve all issues of investors.

The salient features of our Investors' Grievance Policy are as follows:

- A designated email address i.e., [pk.shareholderquery@abbott.com](mailto:pk.shareholderquery@abbott.com) for general correspondences can also be used by investors to register complaints. The grievances can also be notified via Complaint Form available on the Company's website in line with the directives of SECP.
- The Company strives to resolve all investors' complaints within ten (10) working days of the receipt thereof. A letter / email in this regard is sent to the investor with intimation to the Shares Registrar/ SECP/ Stock Exchange, as and when required, duly signed by the Company Secretary.
- The Company maintains complete record of all the complaints received through email, fax, post, Share Registrar, SECP, and / or Stock Exchanges and their relevant replies.

### Employee health, safety and protection

The health and safety of our employees and contract workers is paramount for Abbott. Through an integrated Environment, Health and Safety (EHS) management system and a dedicated EHS Leadership Council, we are embedding a culture of safety across every area of our business. We maintain global policies and standards for managing employee health and safety. Experts regularly update these to reflect changes in regulations and global expectations. Similar standards extend to contractors working at Abbott locations. We recognize that, to feel and perform at their best, employees must be able to balance work and family responsibilities. We offer programs that support work-life harmony and promote good health, with many available to employees' families as well.

### Whistle blowing

Our Code of Business Conduct emphasizes our employees' responsibility to report concerns. This requires us to create an environment where they can do so in good faith, without fear of retaliation. The code outlines Abbott's responsibilities for handling employee

grievances and complaints in an ethical way and it strictly forbids any retaliation against any person who raises a complaint.

We have clearly defined systems and processes for asking questions and reporting suspected or actual violations of our code, policies or procedures. These include our Speak Up tool, which allows employees and external parties to raise concerns of potential misconduct in a manner that is confidential and (where permitted) anonymous, either by email, by telephone or through a website.

We also have a web-based Ethics and Compliance helpline with live telephone support and translation services for non-English speakers. The helpline is available 24 hours a day, seven days a week. We use a comprehensive reporting and investigations case management database to process, track and resolve all concerns that are reported.

### Providing reasonable opportunity to the shareholder for participation in the AGM

The Company encourages shareholders, especially minority shareholders to participate in the AGM, the date of which is announced well before statutory time through stock exchange and publication in newspapers. The Company also encourages its shareholders and different analysts to attend its quarterly analyst briefing sessions, the dates of which are announced through the stock exchange.

### SHARES HELD BY SPONSORS / DIRECTORS / EXECUTIVES

Number of shares held at 31 December 2024 are summarized below:

Name	Holding
Syed Anis Ahmed	1
Mr. Muhammad Anjum Latif Rana	1
Mr. Mohsin Ali Nathani	10,000
Ms. Ayla Majid	500
Mr. Ehsan Ali Malik	500
<b>Total:</b>	<b>11,002</b>

Details of the above have been presented in the Pattern of Shareholding available on pages 157 - 159 of this Annual Report.

## SALIENT FEATURES OF TERMS OF REFERENCE OF BOARD COMMITTEES

### AUDIT COMMITTEE

The Audit Committee comprises of three members, two Independent Directors and one Non-Executive Director. The committee is chaired by an Independent Director. The Audit Committee meets at least four times a year. The Company Secretary acts as the secretary to the Audit Committee. The brief terms of reference of the Audit Committee are as follows:

- Review of annual and interim financial statements of the Company, prior to their approval by the Board of Directors;
- Review of preliminary announcements of results prior to external communication and publication;
- Facilitating the external audit and discussion with external auditors of major observations arising from interim and final audits and any matter that the auditors may wish to highlight (in the absence of management, where necessary);
- Review of management letter issued by the external auditors and management's response thereto;
- Review of scope and extent of internal audit, audit plan, reporting framework and procedures and ensuring that the internal audit function has adequate resources and is appropriately placed within the Company;
- Recommend to the Board of Directors the appointment of external auditors, their removal, audit fees, the provision of any service permissible to be rendered to the Company by the external auditors in addition to the audit of its financial statements;
- Determination of appropriate measures to safeguard the Company's assets; and
- Consideration of any other issue or matter as may be assigned to the Committee by the Board of Directors.

### HUMAN RESOURCE AND REMUNERATION COMMITTEE

The Human Resource and Remuneration Committee comprises of an Independent Director, one Non-Executive Director, and Chief Executive Officer. The Committee is chaired by an Independent Director. Director Human Resource acts as the secretary to the Human Resource and remuneration committee. The terms of reference of the Committee as framed by the Board are as follows:

- Adopt the Company's corporate HR and remuneration policies as applicable, while ensuring that these remain within the framework of country laws and regulations;
- Make recommendations to the Board regarding selection, evaluation, compensation (including retirement benefits) and succession planning of the Chief Executive Officer (CEO), Chief Financial Officer (CFO), Company Secretary, Head of Internal Audit & Compliance, and any other key officers of the Company which shall normally be the direct reports of the CEO and Heads of Staff Functions; and
- Ensure remuneration approach is consistent with performance assessment and compensation framework of the Company.

### BANKING COMMITTEE

The Committee comprises of an Independent Director, one Non- Executive Director, one Executive Director and Chief Executive Officer. The Committee is chaired by an Independent Director. The Banking Committee is conferred with authorities related to banking management, including issuing instructions to the Company's bankers with regards to the Company's banking transactions and business, as it may consider appropriate. The brief terms of reference of the Banking Committee are as follows:

- Approve any changes in banking signatory matrix;
- Approve increase, decrease and cancellation of existing facility with a particular bank;
- Sign / approve agreements and documents pertaining with the acquisition of funded and non-funded facility with the bank(s); and
- Execute service execution agreement with bank(s).

### RISK MANAGEMENT COMMITTEE

The Risk Management Committee comprises of an Independent Director, one Non-Executive Director, one Executive Director and Chief Executive Officer. The Committee is chaired by an Independent Director. The brief terms of reference of the Risk Management Committee are as follows:

- Approve and review the risk management framework and policies;
- Assess the adequacy of the systems and risk readiness of the Company;
- Evaluate risk exposure and tolerance of the Company;
- Review risk identified by the management and



measures suggested for mitigation;

- Evaluate risk management controls devised by management; and
- Assist the Board in formulation of risk management policies.

### PRESENCE OF CHAIRMAN OF AUDIT COMMITTEE AT THE AGM

Along with the other directors, the Chairman of the Audit Committee – Mr. Mohsin Ali Nathani was also present in the Annual General Meeting to respond to any queries, from the shareholders.

### CHAIRMAN'S SIGNIFICANT COMMITMENTS

Mr. Ehsan Ali Malik was the chairman of the Company during the year. The details of his other engagements as Directors of other companies are given in his profile. He does not have any significant commitment other than the ones mentioned in his profile.

## BOARD COMMITTEES ATTENDANCE

### AUDIT COMMITTEE

Particulars	Category	Meetings	
		Held	Attended
Mohsin Ali Nathani	Chairman - Independent Director	4	4
Ayla Majid	Member - Independent Director	4	2
Muhammad Anjum Latif Rana	Member - Non Executive Director	4	4
Syed Tabish Aseem	By invitation - Chief Financial Officer	4	4
Muhammad Ali Shiwani	By invitation - Chief Internal Auditor	4	4
Muhammad Usama Jamil	Secretary	4	4

### HUMAN RESOURCE & REMUNERATION COMMITTEE

Particulars	Category	Meetings	
		Held	Attended
Mohsin Ali Nathani	Chairman - Independent Director	2	2
Syed Anis Ahmed	Member - Chief Executive Officer	2	2
Ehsan Ali Malik	Member - Non Executive Director	2	2
Asghar ul Huda	Secretary / HR Director	2	2

### RISK MANAGEMENT COMMITTEE

Particulars	Category	Meetings	
		Held	Attended
Ayla Majid	Chairperson - Independent Director	2	1
Syed Anis Ahmed	Member - Chief Executive Officer	2	2
Muhammad Anjum Latif Rana	Member - Non Executive Director	2	2
Celestino Jacinto Dos Anjos	Member - Non Executive Director	2	2
Seema Khan	Member - Executive Director	2	1
Muhammad Ali Shiwani	Secretary / Head of Internal Audit	2	2

# Gender Pay Gap Statement

## Under SECP Circular 10 of 2024

As a pioneer in Pakistan's pharmaceutical industry, Abbott is committed to fostering a diverse, equitable and inclusive workplace. Driven by transparency and meritocracy, Abbott regularly reviews its policies and strategies to ensure fair and equitable compensation for all employees, regardless of gender.

Following is the gender pay gap calculated for the year ended December 31, 2024:

**Mean Gender Pay Gap: -14%**

(The mean pay for women is 14% higher than that of men)\*

**Median Gender Pay Gap: 16%**

(The median pay for women is 16% lower than that of men)\*\*

\* The concentration of women in middle to senior management is higher as compared to men resulting in higher mean pay for women. These women are the succession pipeline for positions of higher responsibilities in the long-term.

\*\* The difference in median pay above is to be understood in the context that the highest paid positions of directors are mostly occupied by men. The calculation of median pay takes into account the pay of directors, which is significantly higher than the pay of other employees, and therefore acts as an outlier in the equation. When the pay of directors is removed from the equation, the median pay gap is 2.4%.

Signed on behalf of the Board of Directors of Abbott Laboratories (Pakistan) Limited:



Syed Anis Ahmed  
Chief Executive Officer  
Date: March 14<sup>th</sup>, 2025

# Stakeholders Relationship and Engagement

We understand listening to stakeholders is vital to our success. That's why Abbott is an active participant in identification and engaging its stakeholders to stay adaptable, creating local solutions that meet people's changing needs and tackle Pakistan's most important health challenges.

## Stakeholders Engagement Policy

The management of Abbott believe in having an open communication with its stakeholders and ensuring that all information is disclosed to promote transparency and visibility. We have developed a stakeholder engagement process that drives our engagement strategies. Through our engagement, we aim to stay well informed of the major issues and concerns of all our stakeholders.

## Stakeholders Identification

Our stakeholders' engagement approach focuses on the identification of relevant and important stakeholders by considering those groups or individuals which can be significantly affected by our business activities, outputs, or outcomes, or whose actions can be expected to significantly affect our ability to create value over

different time horizons. Stakeholders are profiled, mapped, and prioritized for consultation based on factors of influence, responsibility, proximity, dependency, willingness to engage, and representation. Abbott takes specific measures to understand the needs and interests of all its stakeholders. Key stakeholders identified by the Company are shareholders/ investors, customers, employees, banks, wider community, government etc.

## Our Stakeholder's Engagement Process and frequency

We conduct stakeholders engagement formally through the associations and partnerships we are a member of. Informally, we also connect with stakeholders through a range of networks and organizations we participate in.

The frequency of engagements is based on business needs and corporate requirements as specified by the Listed Companies (Code of Corporate Governance) Regulations, 2019 or as contracted, under defined procedures. Employee communication is undertaken through in-house newsletters, employee portals and electronic bulletin boards.





# Future Outlook

As we move into 2025, our company remains firmly committed to advancing healthcare solutions in Pakistan, building on the strong foundation we have established over the past years. With the growing demand for innovative, high-quality medicines and healthcare services, we are strategically positioned to enhance our product portfolio and expand our reach. Our focus will continue to be on improving patient outcomes through investments in products and solutions, as well as embracing new technologies that support our mission of delivering life-changing therapies.

We anticipate continued growth in the pharmaceutical sector, driven by increasing healthcare needs, government initiatives aimed at improving access to medicines, and the rising awareness of health and wellness among the population. Additionally, we will explore new partnerships and collaborations, both locally and internationally, to bring cutting-edge treatments to Pakistan.

While navigating challenges such as regulatory changes, market dynamics, and economic fluctuations, we are confident that our robust strategy, strong leadership, and unwavering commitment to quality will enable us to maintain a leadership position in the market. Our vision for the future is clear: to improve the quality of life for Pakistan's patients, contribute to the country's healthcare ecosystem, and deliver sustainable value to our stakeholders.

We are excited about the opportunities ahead and remain optimistic about our ability to achieve long-term growth, strengthen our market presence, and make a meaningful impact on the health and well-being of the communities we serve.

## SOURCES OF INFORMATION AND ASSUMPTIONS USED FOR FORECASTS

The Company prepares its annual plans and forecasts in line with the overall strategic direction of the Company. These plans are approved by the Board of Directors annually. Periodic reviews of performance are carried out against these plans to ensure adequate monitoring and control.

A number of different sources are used in preparing the plans, including, but not limited to, historical data and figures, market growth rates, APIs availability etc. Macroeconomic indicators are also taken into account to ensure that factors which are beyond the Company's control are also considered while drawing up the

Company's plans. Assumptions used in these plans and the related rationale behind these assumptions are thoroughly documented and reviewed. Sensitivity analysis is also carried out to determine the impact of changes in assumptions on the financial performance of the Company.

## OUR RESPONSE TO CRITICAL CHALLENGES AND UNCERTAINTIES

The Company has a robust Business Continuity Plan in place to ensure that any adverse or unforeseen events cause minimum disruption. The Company has also developed a sound mechanism for identification of risks and devising appropriate mitigation measures which are regularly monitored and implemented by the management across all major functions of the Company.

The uncertainty surrounding the political, macro-economic environment and inconsistent fiscal policy remains. However, your Company is confident that its overall approach to risk management and dealing with uncertainty will enable it to tackle critical challenges and uncertainties as and when they arise

# Review Report by the Chairman

On behalf of the Board of Directors of Abbott Laboratories (Pakistan) Limited, I am pleased to present this report as required under section 192 of Companies Act, 2017.

In 2024, the monetary tightening measures taken by the Government to address inflation had a decelerating effect on the economic activity, dampening consumer demand in the process. In response to the improved inflation outlook, the Government began to ease its monetary policy towards the latter part of the year, signaling economic recovery and growth. Despite the above, I am pleased to report that the Company was able to deliver significant improvement in its financial performance. The Company was able to deliver healthy growth in its topline and margins. On the regulatory front, we welcome the changes surrounding non-essential drugs not listed in the National Essential Medicines List. It enabled pharmaceutical companies to revive the viability of certain products.

As we navigated through the year, our focus remained on enhancing operational efficiencies, expanding our market presence, and capitalizing on emerging opportunities. The investments made in innovation, talent, and technology have yielded tangible results, further strengthening our competitive position in the market.

## REVIEW OF OVERALL PERFORMANCE OF THE BOARD

The Board comprises of Directors with diverse and extensive experience who have performed their duties effectively and diligently.

The objective of the Board is to provide strategic direction to the Company and to oversee the management. The Board performed its duties as required under the Companies Act, 2017 and the Listed Companies (Code of Corporate Governance) Regulations, 2019 (Regulations), including approval of significant policies, establishing a sound system of internal controls, approving budgets and financial results. The non-executive directors and independent directors remain involved in all important decision-making by the Board of Directors.

As required by Regulations, the Board has constituted the following committees which are operating effectively and within the framework of the law:

### 1. AUDIT COMMITTEE

The Audit Committee plays a key role in ensuring that effective and efficient systems and procedures of internal controls are in place.

### 2. BANKING COMMITTEE

The responsibilities of the Banking Committee are managing the overall relationship with the banks, credit limits, approval of authorized signatories and wise investment of surplus funds.

### 3. HUMAN RESOURCE AND REMUNERATION COMMITTEE (HR&R)

The HR&R committee is responsible for reviewing the personnel policies, remuneration and benefits of the Chief Executive Officer, Chief Financial Officer, Company Secretary and Chief Internal Auditor. It is also engaged in recommendation of Human Resource policies to the Board and determination of policy framework for the remuneration of directors in accordance with its Terms of Reference.

### 4. NOMINATION COMMITTEE

The nomination committee is responsible for considering and making recommendation to the Board in respect of the Board's committee and its chairmanship. It is engaged in regular review of the structure, size, and composition of the Board and to recommend any changes in respect thereof.

### 5. SHARE TRANSFER COMMITTEE

The committee approves registration, transfer, and transmission of shares.

### 6. RISK MANAGEMENT COMMITTEE

The committee is responsible for the overall risk management of the Company, including establishment and implementation of a risk management framework and reviewing the effectiveness of all controls in place to mitigate the identified risks.

I would like to thank all our shareholders, customers, bankers and employees for their trust and support during the year. I would also like to thank the Board members, CEO and his team for their dedication and hard work.



Ehsan Ali Malik  
Chairman  
February 20, 2025

## چیمز مین جائزہ رپورٹ

میں کمپنیز ایکٹ 2017 کے سیکشن 192 کے تحت درکار ایبٹ لیبارٹریز (پاکستان) لمیٹڈ کے بورڈ آف ڈائریکٹرز کی جانب سے یہ رپورٹ پیش کرتے ہوئے خوشی محسوس کر رہا ہوں۔

مہنگائی پر قابو پانے کے لیے حکومت کی جانب سے اختیار کردہ سخت مالیاتی اقدامات نے معاشی سرگرمیوں کی رفتار کو کم کر دیا، جس کے نتیجے میں صارفین کی طلب میں کمی واقع ہوئی۔ تاہم، افراط زر کے بہتر ہوتے ہوئے منظر نامے کے پیش نظر، حکومت نے سال کے آخری حصے میں اپنی مالیاتی پالیسی میں نرمی لانا شروع کی، جس سے معاشی بحالی اور ترقی کے اشارے ملے۔ ان چیلنجز کے باوجود، میں یہ بتاتے ہوئے خوشی محسوس کرتا ہوں کہ کمپنی نے اپنی مالی کارکردگی میں نمایاں بہتری حاصل کی۔ کمپنی نے اپنی مجموعی آمدنی اور منافع کے تناسب میں مثبت نمو برقرار رکھی۔ قانونی اور ضابطہ جاتی معاملات میں، ہم ان تبدیلیوں کا خیر مقدم کرتے ہیں جو ان ادویات سے متعلق ہیں جو قومی لازمی ادویات کی فہرست میں شامل نہیں۔ ان تبدیلیوں کی بدولت دواسازی کی کمپنیوں کو بعض مصنوعات کی تجارتی حیثیت بحال کرنے کا موقع ملا۔

سال کے دوران، ہم نے اپنی توجہ آپریشنل کارکردگی کو بہتر بنانے، مارکیٹ میں اپنی موجودگی کو وسعت دینے اور ابھرتے ہوئے مواقع سے فائدہ اٹھانے پر مرکوز رکھی۔ جدت، افرادی قوت، اور ٹیکنالوجی میں گئی سرمایہ کاری کے مثبت نتائج برآمد ہوئے، جس سے مارکیٹ میں ہماری مسابقتی پوزیشن مزید مستحکم ہوئی۔

### بورڈ کی مجموعی کارکردگی کا جائزہ

بورڈ تجربہ کار اور متنوع مہارت کے حامل ڈائریکٹرز پر مشتمل ہے، جنہوں نے اپنی ذمہ داریاں موثر انداز میں اور محنت سے انجام دی ہیں۔

بورڈ کا مقصد کمپنی کو حکمت عملی فراہم کرنا اور اس کی نگرانی کرنا ہے۔ بورڈ نے کمپنیز ایکٹ 2017 اور لسٹڈ کمپنیز (کارپوریٹ گورننس ضابطہ) ریگولیشنز 2019 کے مطابق اپنی ذمہ داریاں انجام دیں، جن میں اہم پالیسیوں کی منظوری، مضبوط داخلی کنٹرول کا قیام، بجٹ اور مالیاتی نتائج کی منظوری شامل ہے۔ نان ایگزیکٹو اور آزاد ڈائریکٹرز بھی بورڈ کے اہم فیصلوں میں بھرپور انداز میں شامل رہے۔

قوانین کے مطابق، بورڈ نے درج ذیل کمیٹیاں تشکیل دی ہیں، جو قانون کے دائرہ کار میں رہتے ہوئے موثر انداز میں اپنے فرائض انجام دے رہی ہیں:

#### 1. آڈٹ کمیٹی

آڈٹ کمیٹی اس امر کو یقینی بنانے میں اہم کردار ادا کرتی ہے کہ داخلی کنٹرول کے موثر اور فعال نظام اور طریقہ کار موجود ہوں۔

#### 2. بینکنگ کمیٹی

بینکنگ کمیٹی کی ذمہ داریوں میں بینکوں کے ساتھ مجموعی طور پر تعلق استوار کرنا، کریڈٹ کی حد، مجاز دستخط کنندگان کی منظوری اور اضافی فنڈ کی دانشمندہ سرمایہ کاری شامل ہیں۔

#### 3. ہیومن ریسورس اور مشاہرہ کمیٹی (ایچ آر اینڈ آر)

یہ کمیٹی چیف ایگزیکٹو آفیسر، چیف فنانسل آفیسر، کمپنی سیکریٹری اور چیف انٹرنل آڈیٹر کی ذاتی پالیسیوں، مشاہرے کا تعین اور مراعات کا جائزہ لینے کی ذمہ دار ہے۔ مزید برآں، یہ بورڈ کو ہیومن ریسورس پالیسی سے متعلق تجاویز دینے اور ٹرمز آف ریفرنس کی شرائط کے مطابق ڈائریکٹرز کے مشاہرے کی پالیسی کا دائرہ کار وضع کرنے میں بھی اپنا کردار ادا کرتی ہے۔

#### 4. نامزدگی کمیٹی

نامزدگی کمیٹی بورڈ کی جانب سے تشکیل دی گئی کمیٹیوں اور کمیٹی کی سربراہی کے سلسلے میں بورڈ کو زیر غور لانے کے لئے سفارشات تیار کرنے کی ذمہ دار ہے۔ یہ بورڈ کے اسٹریکچر، حجم اور ساخت کا باقاعدہ جائزہ لینے اور اس کے سلسلے میں کسی بھی قسم کی تبدیلی کی تجاویز پیش کرنے میں بھی شامل رہتی ہے۔

#### 5. شیئر ٹرانسفر کمیٹی

یہ کمیٹی کمپنی کے حصص کی رجسٹریشن، منتقلی، اور ترسیل کی منظوری دیتی ہے۔

#### 6. رسک مینجمنٹ کمیٹی

رسک کمیٹی کمپنی کے مجموعی رسک مینجمنٹ بشمول رسک مینجمنٹ کے دائرہ کی تشکیل، اطلاق اور جانچے گئے خطرات کو کم کرنے کے لیے تمام انتظامی امور کی موثر طریقے انجام دہی کا جائزہ لینے کی ذمہ دار ہے۔

میں رواں سال کے دوران اپنے تمام شیئر ہولڈرز، صارفین، بینکرز اور ملازمین سے ان کے اعتماد اور تعاون پر ان کا شکر گزار ہوں۔ اس کے ساتھ ساتھ میں بورڈ کے اراکین، سی ای او اور ان کی ٹیم کا لگن اور انتھک محنت پر تہہ دل سے شکریہ ادا کرتا ہوں۔



احسان علی ملک

چیمز مین

20 فروری 2024



# Directors' Report

Your Directors are pleased to present their report and the audited financial statements of the Company for the financial year ended December 31, 2024.

## Operating results

	Rs. in '000
Profit for the year before taxation	9,021,989
Taxation	(3,787,756)
Profit after taxation	5,234,233
Other comprehensive loss - net of tax	(60,262)
Un-appropriated profit brought forward	10,482,759
Profit available for appropriation	15,656,730
<b>Appropriations:</b>	
- Dividend Rs. NIL per share	-
Un-appropriated profit carried forward	15,656,730

## Principal Activities

For principal activities, please refer note 1 of the Financial Statements on page 108 of this Annual Report.

## Financial Performance

Net sales increased by 22.9% over the previous year. Gross Profit margin improved from 21.3% to 29.0% mainly driven by a combination of price adjustments to recover costs and efficiency measures taken across the Company. Operating expenses increased on account of general inflation. Other charges decreased by 48.0% principally due to lower exchange losses on account of stable exchange rates. Other income witnessed a decline of 51.6% primarily on account of write-back of liabilities reported last year. Tax charge for the period amounted to Rs. 3,787.8 million, which increased primarily due to improved profitability.

As a result of these factors, profit after tax for the year increased by Rs. 4.97 billion over the previous year. Earning per share was Rs. 53.46 (2023: Rs. 2.67 per share).

## Dividend

The Directors are pleased to recommend a final cash dividend of Rs. 10.0 per share (2023: Nil).

## Segment-wise Sales and Market Performance

Pharmaceutical sales increased by 22.1% through by a combination of volume growth of established brands and price adjustments following deregulation of non-essential drugs. Nutritional sales increased by 20.8%

mainly due to price adjustments. Diagnostics segment registered a growth of 36.9% primarily because of new customer acquisitions. General Health Care and Diabetes Care cumulatively grew by 14.4%.

## Industry overview

According to global pharma research company – IQVIA (previously known as IMS) published data, pharmaceutical industry in Pakistan is currently estimated at US\$ 3.15 billion. The market share of multinational companies has gradually declined over the years and at present is only 24.7%. There are a total of 678 active pharmaceutical companies in Pakistan with only 26 multinational companies. Several of these have scaled back their operations owing various reasons. Abbott's share within this market is 5.9%.

## Capital Expenditure

Your Company continues to invest in latest production technologies to benefit from new opportunities from technological advancements. The Company made capital investment of Rs. 3,022 million during the year to expand manufacturing capacity, enhance productivity and improve plant efficiency.

## Liquidity Management and Cash Flow Strategy

Cash generated from operations amounted to Rs. 8,356 million during the year, following improved profitability. At year end, the Company had liquid funds comprising cash/bank balances amounting to Rs. 6,182 million, net of investments on capital projects and dividend payments during the year.

The Company follows prudent investment strategy and generally places surplus funds in short-term bank deposits, pending long-term investments.

## Evaluation of Company's performance

For the purpose of evaluating the performance of the Company, the management uses various indicators like industry growth, position of peer companies in relevant therapeutic areas, prior years' performance, macro-economic indicators and business environment impacting the Company.

Budgets are formulated and actual performance measured against the budget, at regular intervals during the year enabling remedial actions on a timely basis.

## Principal risks and their management

The Company's overall risk management program aims at minimizing potential adverse effects on its performance. This exercise is carried out by the Company's senior management team and the results are shared with the Board of Directors. This entails identifying, evaluating, prioritizing and addressing strategic, financial, commercial, and operational risks faced by the Company.

During the year, as recommended by the Listed Companies (Code of Corporate Governance) Regulations, 2019, the Risk Management Committee also undertook an overall review of the business risks including sustainability related risks and its mitigation plan which was presented to the Board.

Pak Rupee devaluation and inflation will remain as the primary risks being faced by the Company as this will increase the costs of our products.

## Adequacy of Internal Financial Controls

The Board of Directors has established effective internal financial controls across all functions. The independent Internal Audit function of your Company regularly monitors the implementation of financial controls, and the Audit Committee reviews it.

## Contribution to National Exchequer

Your Company has contributed Rs. 9,012 million (2023: Rs. 8,994 million) to the Government on account of various Government levies including Income Tax, Customs Duties and Sales Tax.

## Environment, Health, and Safety (EHS)

We rely on natural resources to manufacture and supply products that help people around the world live healthier, fuller lives. We are committed to using them responsibly to preserve a healthy environment — now and for future generations. We are committed to evolving our operations to better preserve a healthy environment, building a more resilient, responsible business. This commitment shapes the way we source, manufacture, and distribute our products, and it forms the basis for our environmental management systems and governance.

Your Company's manufacturing sites are Zero-Waste to Landfill Certified Sites, i.e., all the waste generated during manufacturing operations are either being reused or recycled.

The health, safety and wellness of our employees is a priority for Abbott. We're committed to driving a culture of shared responsibility, embedding safety considerations throughout our business process. We encourage our employees to prioritize their emotional and mental well-being, and we offer a suite of benefits and support services to help them. Throughout the year, Abbott conducted various training and awareness sessions in order reinforce its occupational health and safety priority.

## Corporate Social Responsibility (CSR)

We're working across our business and in partnership with other non-profit organizations to advance health equity, removing barriers that prevent people from living healthy lives, with a special focus on programs that support health, wellness and education needs of the underprivileged population. In pursuance of this cause, your Company made significant contributions to multiple nonprofit organizations during the year. These included donations to the Family Education Services Foundation, Patients' Behbud Society for Agha Khan University Hospital, Layton Rahmatullah Benevolent Trust, Arthritis Care Foundation and The Indus Hospital amongst others.

## Quality Management

Every day, people around the world rely on Abbott to provide life-changing products and services. Delivering high-quality, safe, and effective products and technologies is fundamental to our business. Maintaining quality requires a company-wide commitment. We have management systems that include documented quality management system (QMS) standards, corresponding training and strict compliance assessments. These processes are in place for all our products, and we are committed to continually assessing and improving those processes as information, technologies, and practices evolve to support our patients and customers.

Our quality system is based on established regulations and industry standards that govern the quality framework for Abbott businesses. We have policies, processes, and procedures that encompass the total product life cycle.

## Human Resources

People count on us to develop solutions that help them improve their lives through better health. We rely on innovative ideas, commitment, dedication, and the life experiences of a diverse workforce to bring those solutions to life.

Abbott prides itself on being a place where people can do purposeful work as part of a global community dedicated to making life better for others. To reach our ambitious goals, we need the right talent in the right places across the company. Our talent management approach focuses on attracting, retaining, engaging, and developing a diverse workforce.

We are committed to creating an environment that fosters diversity, equity, and inclusion - driving our business forward, fueling our creativity, and inspiring collective innovations that can serve more people. We strive to maintain an inclusive culture where each person can bring their true self to work, and where everyone is valued for their contributions.

### Our Citizenship and Sustainability Priorities

Sustainability is implicit in Abbott's purpose: helping people live fuller lives. That commitment begins with the healthcare products and technologies we deliver and carry through everything we do as a company. We're strengthening the resilience of our company so that we can continue to shape the future of healthcare and help more people, in more places, lead fuller, healthier lives. This is the foundation of how we operate and how we plan to deliver long-term impact.

To help create the future of healthcare, we must continually build on the trust Abbott has earned over its long history. We aim to offer accessible, affordable products and solutions that transform lives, and do so sustainably. Robust governance helps ensure we have leadership, policies, and structures in place to succeed.

Abbott Pakistan subscribes to the values of its parent company recognizing that responsible, sustainable businesses have an important role to play in building a healthy, thriving society. This commitment to global citizenship shapes the way we operate, the people we hire, the activities we support and the relationships we develop. To transform our global citizenship ambitions into sustainable ideas, Abbott focuses on certain priorities, which have been detailed on page 38-43 of this Annual Report.

### Subsequent Events

No material changes or commitments affecting the financial position of the Company have taken place between the end of the year and the date of this report.

### Business challenges and outlook

The early half of 2024 was characterized by monetary tightening measures that decelerated economic activity

and affected consumer demand. Volumes continued to remain under pressure throughout the year, however, through a combination price adjustments and efficiency measures taken across the operations, the Company was able to deliver improvement in its margin. Following improved inflation outlook towards the latter part of the year, the Government began to ease its monetary policy to support and aid economic growth.

On the regulatory front, we welcome the changes surrounding non-essential drugs not listed in the National Essential Medicines List. It enabled pharmaceutical companies to revive the viability of certain products. However, there is still a need for a robust process of pricing reviews and adjustments for essential drugs as well to ensure patients continue to have access to quality medications. The Drug Regulatory Authority (Authority) plays a significant role in the regulation and development of the pharmaceutical industry. We believe that a conducive regulatory framework is essential for the sustained future of the industry.

Looking ahead, sustained economic stability, supportive fiscal policies together with continued review of current regulations to bring them in line with international practices are extremely vital for the health of the pharmaceutical industry.

Your company remains focused on expanding and diversifying its product offering to the customers, while also making concerted efforts to improve performance through innovation, efficiency, and effective cost containment initiatives. Our commitment to operational excellence, strategic investments, and maintaining a strong balance sheet will be key drivers of our success as we navigate both prevalent opportunities and challenges.

### Auditors

The present Auditors M/s EY Ford Rhodes, Chartered Accountants, retire and being eligible, have offered themselves for re-appointment. The Board of Directors endorses the recommendation of the Audit Committee for their re-appointment as auditors of the Company for the financial year ending December 31, 2025.

### Board Changes

Mr. Muhammad Anjum Latif Rana resigned from his Directorship on the Board with effect from February 03rd, 2025. The Company would like to appreciate the valuable contributions made by Mr. Anjum during his tenure on the Board.



### Pattern of Shareholding

A statement showing the pattern of shareholding in the Company and additional information as of December 31, 2024, is given on page 157-159.

Other Directors, CEO, CFO, Company Secretary and their spouses and minor children did not carry out any transaction in the shares of the Company during the year.

### Holding Company

As at December 31, 2024, Abbott Asia Investments Limited, UK held 76,259,454 shares. The ultimate holding Company is Abbott Laboratories, USA.

### Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (Regulations)

The Directors are pleased to state as follows:

- The financial statements, prepared by the management of the Company, present fairly its state of affairs, the results of its operations, cash flows and changes in equity.
- Proper books of accounts of the Company have been maintained.
- Appropriate accounting policies have been consistently applied in preparation of financial statements. Accounting estimates are based on reasonable and prudent judgment.
- International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departure therefrom has been adequately disclosed and explained.
- The Company maintains a sound internal control system which gives reasonable assurance against material misstatement or loss. The internal control system is regularly reviewed.
- We affirm the Company's ability to continue as a going concern.
- There has been no departure from the best practices of corporate governance.
- Key operating and financial data for the last six years is summarized on page 74-75.
- Outstanding taxes, statutory charges, and duties, if any, have been duly disclosed in the financial statements.

- Significant deviations, from last year in the operating results of the Company have been highlighted and explained.
- In accordance with the criteria specified in the Regulations, all the directors have either acquired certifications under Directors' Training Program or are exempted from acquiring the certifications. All the Directors on the Board are fully conversant with their duties and responsibilities as directors of corporate bodies.
- Outstanding debts, if any, have been duly disclosed in the financial statements.
- The value of investments made by the staff retirements funds as per their financial statements are as follows:

Value (Rs. in millions)

- ALPL Pension Fund (Based on year ended December 31, 2024) – un-audited 5.318
- ALPL Provident Fund (Based on year ended December 31, 2024) – un-audited 1.314
- During the year, four meetings of the Board of Directors were held. Attendance by each Director / CFO / Company Secretary was as follows:

	Name of Directors/CFO/Co. Secretary	Number of Board Meetings Attended
1	Syed Anis Ahmed	4
2	Ms. Seema Khan	3
3	Mr. Ehsan Ali Malik	4
4	Mr. Mohsin Ali Nathani	4
5	Ms. Ayla Majid	2
6	Mr. Muhammad Anjum Latif Rana	4
7	Mr. Celestino Jacinto Dos Anjos	4
8	Syed Tabish Aseem (CFO)	4
9	Mr. Muhammad Usama Jamil (Company Secretary)	4

Number of Board Committees' meetings and attendance therein is included on page 54.

### Directors' Remuneration

In line with the requirements of Listed Companies (Code of Corporate Governance) Regulations, 2019 and the Articles of Association of the Company, the policy for remuneration of non-executive directors (including independent directors) has been approved by the Board of Directors.

The salient features of the policy are:

- The Company will not pay any remuneration to its non-executive directors (including independent directors) except as meeting fee for attending the Board and its Committee meetings.
- The remuneration of a director for attending meetings of the Board of Directors or its Committees shall from time to time be determined and approved by the Board of Directors.
- A director shall be provided or reimbursed all travelling, boarding, lodging, and other expenses incurred by him for attending meetings of the Board, its Committees and/or General Meetings of the Company.

Details of aggregate amount of remuneration paid to the Directors (including the Chief Executive) are disclosed in note 35 of the Financial Statement on page 147.

### Board Evaluation

During the year, the Board of Directors have appointed Pakistan Institute of Corporate Governance (PICG) to carry out evaluation of the Board with its committees and its members including the Chairman.

### Particulars of the external consultant

The PICG is a not-for-profit company engaged in promoting good corporate governance practices in Pakistan. Their founding shareholders include the Securities and Exchange Commission of Pakistan (SECP), State Bank of Pakistan (SBP), Pakistan Stock Exchange and leading business and educational institutions.

Their faculty comprises professionals from diverse experiences and backgrounds. Additional details are available on their website at <https://www.picg.org.pk/faculty-profile/>.

### Directors' Training

All the directors have either acquired certifications under Directors' Training Program or are exempted from acquiring the certifications in accordance with Regulation 19 of the Listed Companies (Code of Corporate Governance) Regulations, 2019. All Directors are fully conversant with their duties and responsibilities as Directors of corporate bodies.

### Composition of the Board

In line with the requirements of the Regulations, the Company encourages representation of independent and non-executive directors, as well as gender diversity on its Board. The current composition of the Board is as follows:

Total number of Directors:

Male: 5

Female: 2

Composition:

Category	Names
Independent Directors	- Mr. Mohsin Ali Nathani
	- Ms. Ayla Majid
Non-Executive Directors	- Mr. Ehsan Ali Malik
	- Mr. Muhammad Anjum Latif Rana*
	- Mr. Celestino Jacinto Dos Anjos
Executive Directors	- Syed Anis Ahmed
	- Ms. Seema Khan

\*resigned from the Board with effect from February 03<sup>rd</sup>, 2025.

### Committees of the Board

#### Audit Committee

Mohsin Ali Nathani - Chairman

Ayla Majid - Member

Celestino Jacinto Dos Anjos - Member

#### Human Resource and Remuneration Committee

Mohsin Ali Nathani - Chairman

Ehsan Ali Malik - Member

Syed Anis Ahmed - Member

#### Risk Management Committee

Ayla Majid – Chairperson

Syed Anis Ahmed - Member

Seema Khan – Member

Celestino Jacinto Dos Anjos - Member

**Nomination Committee**

Ehsan Ali Malik – Chairman

Syed Anis Ahmed – Member

Mohsin Ali Nathani – Member

**Share Transfer Committee**

Syed Anis Ahmed - Chairman

Celestino Jacinto Dos Anjos - Member

Seema Khan - Member

**Banking Committee**

Mohsin Ali Nathani - Chairman

Syed Anis Ahmed - Member

Seema Khan – Member

Celestino Jacinto Dos Anjos - Member

**Acknowledgement**

The Board of Directors would like to take this opportunity to express its deep appreciation of the commitment, resilience, courage, and dedication of its employees. We would also like to acknowledge the continued support and cooperation received from our esteemed customers, suppliers, bankers, and shareholders and thank them for reposing confidence in our Company and products.



Syed Anis Ahmed  
Chief Executive  
February 20th, 2025



Ehsan Ali Malik  
Director



## شیئر ٹرانسفر کمیٹی


سید انیس احمد - چیئر مین  
سٹیلیسٹینو جیکنو ڈاس انجوس - ممبر  
سیما خان - ممبر


## بینکنگ کمیٹی

محسن علی ناٹھانی - چیئر مین  
سید انیس احمد - ممبر  
سیما خان - ممبر  
سٹیلیسٹینو جیکنو ڈاس انجوس - ممبر

## اعتراف

بورڈ آف ڈائریکٹرز اس موقع پر اپنے ملازمین کی محنت، استقامت، جرات اور لگن کو خراج تحسین پیش کرنا چاہتے ہیں۔ ہم اپنے معزز صارفین، سپلائرز، بینکرز اور شیئر ہولڈرز کی جانب سے مسلسل تعاون اور حمایت کو بھی سراہتے ہیں اور ہماری کمپنی اور پروڈکٹس پر بھرپور اعتماد پر ان کے شکر گزار ہیں۔

  
احسان علی ملک  
ڈائریکٹر

  
سید انیس احمد  
چیئر ایگزیکٹو

20 فروری 2025

## ساخت

نام	زمرہ
جناب محسن علی ناٹھانی محترمہ عائکہ ماجد	انڈی پینڈنٹ ڈائریکٹرز
جناب احسان علی ملک جناب محمد انجم لطیف رانا* جناب سیلسینو جینٹو ڈوس ۴ بنجوس	نان ایگزیکٹو ڈائریکٹرز
سید انیس احمد محترمہ سیما خان	ایگزیکٹو ڈائریکٹرز

بورڈ سے استعفیٰ دیا، موثر از 03 فروری 2025

## بورڈ کی کمیٹیاں

## آڈٹ کمیٹی

محسن علی ناٹھانی - چیئر مین  
عائکہ ماجد - ممبر  
سیلسینو جینٹو ڈوس ۴ بنجوس - ممبر

## ہیومن ریسورس اور مشاہرہ کمیٹی

محسن علی ناٹھانی - چیئر مین  
احسان علی ملک - ممبر  
سید انیس احمد - ممبر

## رہنمائی کمیٹی

عائکہ ماجد - چیئر پرسن  
سید انیس احمد - ممبر  
سیما خان - ممبر  
سیلسینو جینٹو ڈوس ۴ بنجوس - ممبر

## نامزدگی کمیٹی

احسان علی ملک - چیئر مین  
سید انیس احمد - ممبر  
محسن علی ناٹھانی - ممبر

• ایک ڈائریکٹر کو تمام سفری اخراجات، رہائش، خوراک، اور دیگر اخراجات جو اس کی طرف سے بورڈ یا اس کی کمیٹیوں اور/یا کمپنی کے اجلاس عام میں شرکت کے لیے کیے گئے ہوں فراہم یا خرچ کرنے کے بعد ادا کیے جائیں گے۔

ڈائریکٹرز (بشمول چیف ایگزیکٹو) کو ادا کیے گئے مجموعی معاوضے کی تفصیلات فنانشل اسٹیٹمنٹ کے نوٹ نمبر 35 میں صفحہ 147 پر ظاہر کی گئی ہیں۔

## بورڈ کی کارکردگی کا جائزہ

سال کے دوران، بورڈ آف ڈائریکٹرز نے پاکستان انسٹی ٹیوٹ آف کارپوریٹ گورننس (PICG) کو مقرر کیا تاکہ وہ بورڈ، اس کی کمیٹیوں، اور اس کے اراکین بشمول چیئر مین کی کارکردگی کا جائزہ لے۔

## بیرونی کنسلٹنٹ کی جملہ تفصیلات

پاکستان انسٹی ٹیوٹ آف کارپوریٹ گورننس (PICG) ایک نان پرافٹ ادارہ ہے جو پاکستان میں کارپوریٹ گورننس کے اچھے طریقوں کو فروغ دینے میں سرگرم عمل ہے۔ اس کے بانی شیئر ہولڈرز میں سیکیورٹیز اینڈ ایکسچینج کمیشن آف پاکستان (SECP)، اسٹیٹ بینک آف پاکستان (SBP)، پاکستان اسٹاک ایکسچینج (PSX) اور معروف تجارتی اور تعلیمی ادارے شامل ہیں۔

پی آئی سی جی کی فیکٹی متنوع تجربات اور پس منظر کے حامل پروفیشنل پر مشتمل ہے۔ اضافی تفصیلات ان کی ویب سائٹ <https://www.picg.org.pk/faculty-profile> پر دستیاب ہیں۔

## ڈائریکٹرز کی تربیت

کمپنی کے تمام ڈائریکٹرز نے یا تو ڈائریکٹرز ٹریننگ پروگرام کے تحت سرٹیفیکیشن حاصل کیے ہیں یا انہیں لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2019 کے ریگولیشن 19 کے مطابق سرٹیفیکیشن حاصل کرنے سے استثنیٰ حاصل ہے۔ تمام ڈائریکٹرز بطور کارپوریٹ اداروں کے ڈائریکٹر کی حیثیت سے اپنے فرائض اور ذمہ داریوں سے پوری طرح آگاہ ہیں۔

## بورڈ کی تشکیل

ریگولیشنز کی ضروریات کے مطابق، کمپنی آزاد اور غیر ایگزیکٹو ڈائریکٹرز کی نمائندگی کے ساتھ ساتھ بورڈ میں صنفی تنوع (جینڈر ڈائورسٹی) کی حوصلہ افزائی کرتی ہے۔ بورڈ کی موجودہ تشکیل درج ذیل ہے:

## ڈائریکٹرز کی کل تعداد:

(الف) مرد ڈائریکٹرز: 5

(ب) خواتین ڈائریکٹرز: 2

قدر  
(ملین روپے میں)

تفصیلات

- اے ایل پی ایل پنشن فنڈ (31 دسمبر 2024 کو ختم ہونے والے سال کے مطابق) - غیر آڈٹ شدہ 5,318
- اے ایل پی ایل پراویڈنٹ فنڈ (31 دسمبر 2024 کو ختم ہونے والے سال کے مطابق) - غیر آڈٹ شدہ 1,314

- سال کے دوران بورڈ آف ڈائریکٹرز کے چار اجلاس منعقد ہوئے۔ ہر ڈائریکٹر/سی ایف او/کمپنی سیکریٹری کی طرف سے حاضری کی تفصیلات درج ذیل ہیں:

ڈائریکٹر/سی ایف او/سیکریٹری کا نام	اجلاسوں میں شرکت کی تعداد
1 سید انیس احمد	4
2 محترمہ سیما خان	3
3 جناب احسان علی ملک	4
4 جناب محسن علی ناٹھانی	4
5 محترمہ عائکہ ماجد	2
6 جناب محمد انجم لطیف رانا	4
7 جناب سیلیسٹینو جیکسنو ڈاس انجوس	4
8 سید تابش عصم (سی ایف او)	4
9 جناب محمد اسامہ جمیل (کمپنی سیکریٹری)	4

بورڈ کی کمیٹیوں کے اجلاسوں کی تعداد اور ان میں شرکت کے حوالے سے تفصیل صفحہ نمبر 54 پر درج ہے۔

#### ڈائریکٹرز کا مشاہرہ

لسٹڈ کمپنیز (کارپوریٹ گورننس کا ضابطہ) ریگولیشنز 2019 اور کمپنی کے میمورنڈم اور آرٹیکلز آف ایسوسی ایشن کے مطابق، نان ایگزیکٹو ڈائریکٹرز (بشمول انڈیپنڈنٹ ڈائریکٹرز) کے مشاہرے کی پالیسی کی بورڈ آف ڈائریکٹرز کی جانب سے منظوری دی گئی ہے۔

#### پالیسی کے اہم نکات درج ذیل ہیں:

- کمپنی اپنے کسی نان ایگزیکٹو ڈائریکٹرز (بشمول انڈیپنڈنٹ ڈائریکٹرز) کو ماسوائے بورڈ اور اس کی کمیٹی کے اجلاسوں میں شرکت کے لیے میڈنگ فیس کے علاوہ کوئی مشاہرہ ادا نہیں کرے گی۔
- بورڈ آف ڈائریکٹرز یا اس کی کمیٹیوں کے اجلاسوں میں شرکت کے لیے ڈائریکٹر کے مشاہرے کا تعین اور بورڈ آف ڈائریکٹرز سے منظوری وقتاً فوقتاً دی جاتی رہے گی۔

#### ہولڈنگ کمپنی

31 دسمبر 2024 تک ایبٹ ایشیا انویسٹمنٹ لمیٹڈ، برطانیہ 76,259,454 شیئرز کی حامل ہے۔ حقیقی ہولڈنگ کمپنی ایبٹ لیبارٹریز، امریکا ہے۔

لسٹڈ کمپنیوں کے ساتھ کمپلائنس (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2019 (ضابطے)

ڈائریکٹرز درج ذیل بیان کرتے ہوئے خوشی محسوس کر رہے ہیں:

• کمپنی کی انتظامیہ کی طرف سے تیار کردہ فنانشل اسٹیٹمنٹس میں معاملات کی صورت حال، آپریشنز کے نتائج، کنٹریفلو اور ایکویٹی میں ہونے والی تبدیلیوں کو شفاف انداز میں بیان کیا گیا ہے۔

• کمپنی کی بکس آف اکاؤنٹس باقاعدہ طور پر برقرار رکھی گئی ہیں۔

• فنانشل اسٹیٹمنٹس کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں کا مسلسل اطلاق کیا گیا ہے۔ اکاؤنٹنگ تخمینے کی بنیاد مناسب اور دانشمندانہ فیصلوں پر مبنی ہے۔

• فنانشل اسٹیٹمنٹس کی تیاری میں پاکستان میں نافذ العمل بین الاقوامی فنانشل اسٹینڈرڈز ملحوظ خاطر رکھے گئے ہیں اور ان سے کسی بھی قسم کے انحراف کی صورت میں مناسب طور پر انکشاف اور تفصیلی طور پر وضاحت کی گئی ہے۔

• کمپنی ایک مضبوط داخلی کنٹرول سسٹم کو برقرار رکھتی ہے جو مادی غلط بیانی یا نقصان کے خلاف مناسب یقین دہانی مہیا کرتا ہے۔ داخلی کنٹرول سسٹم کا باقاعدگی سے جائزہ لیا جاتا ہے۔

• ہم ایک جاری تشویش کے طور پر کمپنی کے کام جاری رکھنے کی صلاحیت کی تصدیق کرتے ہیں۔

• کارپوریٹ گورننس کے بہترین طریقوں سے کسی قسم کا انحراف نہیں کیا گیا۔

• گزشتہ 6 سال کے اہم آپریشننگ اور فنانشل ڈیٹا کا خلاصہ صفحہ 74-75 پر فراہم کیا گیا ہے۔

• واجب الادا ٹیکسز، قانونی چارجز اور ڈیویڈنڈ اگر کوئی ہیں تو انہیں فنانشل اسٹیٹمنٹس میں مناسب طریقے سے ظاہر کیا گیا ہے۔

• کمپنی کے گزشتہ سال کے آپریشننگ نتائج سے اہم انحرافات کی نشاندہی اور وضاحت کی گئی ہے۔

• ریگولیشنز میں بیان کردہ معیار کے مطابق تمام ڈائریکٹرز نے باہمی طور پر ڈائریکٹرز ٹریننگ پروگرام کے تحت سرٹیفیکیشن حاصل کیا ہے یا انہیں سرٹیفیکیشن سے استثنیٰ حاصل ہے۔ بورڈ کے تمام ڈائریکٹرز کارپوریٹ باڈیز کے ڈائریکٹرز کے طور پر اپنے فرائض اور ذمہ داریوں سے پوری طرح آگاہ ہیں۔

• واجب الادا قرضہ جات اگر کوئی ہیں تو فنانشل اسٹیٹمنٹس میں مناسب طریقے سے ظاہر کیے گئے ہیں۔

• اسٹاف کے رٹائرمنٹ فنڈ کی سرمایہ کاری کی قدر ان کے فنانشل اسٹیٹمنٹس کے لحاظ سے درج ذیل ہے

حصے میں مہنگائی کے بہتر اندازے کے بعد، حکومت نے معاشی نمو کی معاونت کے لیے اپنی مالیاتی پالیسی میں نرمی شروع کی۔

ہم نیشنل انسٹیٹوشنل میڈیسنز لسٹ میں شامل نہ ہونے والی غیر ضروری ادویات سے متعلق کی گئی تبدیلیوں کا خیر مقدم کرتے ہیں۔ اس سے دواساز کمپنیوں کو بعض مصنوعات کی تجارتی افادیت بحال کرنے کا موقع ملا۔ تاہم، ضروری ادویات کے لیے بھی قیمتوں کے جائزے اور ایڈجسٹمنٹ کے ایک موثر نظام کی ضرورت ہے تاکہ مریضوں کو معیاری ادویات کی مسلسل دستیابی یقینی بنائی جاسکے۔ ڈرگ ریگولیٹری اتھارٹی دواسازی کی صنعت کے ضابطے اور ترقی میں ایک اہم کردار ادا کرتی ہے، اور ہمارا یقین ہے کہ صنعت کے دیرپا مستقبل کے لیے ایک سازگار ریگولیٹری فریم ورک ضروری ہے۔

مستقبل میں پائیدار معاشی استحکام، معاون مالیاتی پالیسیاں، اور موجودہ ضوابط کا عالمی معیار سے ہم آہنگ کرنے کے لیے مسلسل جائزہ نہایت اہم ہے تاکہ دواسازی کی صنعت کی ترقی کو یقینی بنایا جاسکے۔

آپ کی کمپنی صارفین کے لیے اپنی مصنوعات کی وسعت اور تنوع بڑھانے پر مرکوز رہے گی، جبکہ کارکردگی میں بہتری کے لیے جدت، موثر حکمت عملی، اور لاگت پر قابو پانے کے اقدامات کو فروغ دیا جائے گا۔ آپریشنل ایسیسینس، اسٹریٹجک سرمایہ کاری، اور ایک مستحکم سیلنس شیٹ کو برقرار رکھنے کا ہمارا عزم، ہمیں مواقع سے فائدہ اٹھانے اور چیلنجز سے نمٹنے میں کامیاب بنائے گا۔

### آڈیٹرز

موجودہ آڈیٹرز میسرز ای وائی فورڈ رھوڈز، چارٹرڈ اکاؤنٹنٹس اپنی مدت مکمل ہونے پر سبکدوش ہو رہے ہیں اور انہوں نے خود کو دوبارہ تقرری کے لیے پیش کیا ہے۔ بورڈ آف ڈائریکٹرز نے آڈٹ کمیٹی کی جانب سے کمپنی کے آڈیٹرز کی 31 دسمبر 2025 کو ختم ہونے والے مالی سال کے لیے آڈیٹرز کی دوبارہ تقرری کے لیے تجویز کی توثیق کردی ہے۔

### بورڈ میں تبدیلیاں

جناب محمد انجم لطف رانا نے 3 فروری 2025 سے اپنے ڈائریکٹر شپ کے عہدے سے استعفیٰ دے دیا ہے۔ کمپنی بورڈ میں ان کی خدمات کو قدر کی نگاہ سے دیکھتی ہے اور ان کے قیمتی تعاون کو سراہتی ہے۔

### شیئر ہولڈنگ کا انداز

31 دسمبر 2024 تک کمپنی میں شیئر ہولڈنگ کے انداز پر مبنی اسٹیٹمنٹ اور اضافی معلومات صفحہ نمبر 157-159 پر فراہم کی گئی ہیں۔

دیگر ڈائریکٹرز، سی ای او، سی ایف او، کمپنی سیکریٹری اور ان کی شریک حیات اور نابالغ بچوں نے سال کے دوران کمپنی کے شیئرز میں کسی قسم کی ٹرانزیکشن انجام نہیں دی ہیں۔

ہم ایک ایسا ماحول بنانے کے لیے پرعزم ہیں جو تنوع، مساوات اور شمولیت کو فروغ دے جو ہمارے کاروبار کو آگے بڑھائے، ہماری تخلیقی صلاحیتوں کو جلا بخشنے اور اجتماعی اختراعات کو تحریک دے تاکہ زیادہ سے زیادہ لوگوں کی خدمت کی جاسکے۔ ہم ایک جامع کلچر برقرار رکھنے کی کوشش کرتے ہیں، جہاں ہر فرد اپنی اصل شناخت کے ساتھ کام کر سکے اور جہاں ہر کسی کی شراکت کو قدر کی نگاہ سے دیکھا جائے۔

### ہماری سٹیزن شپ اور پائیداری کی ترجیحات

پائیداری ایبٹ کے بنیادی مقصد کا لازمی جز ہے: لوگوں کو بھرپور زندگی گزارنے میں مدد فراہم کرنا۔ یہ عزم ہماری فراہم کردہ طبی مصنوعات اور ٹیکنالوجیز سے شروع ہوتا ہے اور ہمارے ہر کاروباری پہلو میں جھلکتا ہے۔ ہم اپنی کمپنی کی مضبوطی اور لچک میں اضافہ کر رہے ہیں تاکہ ہم صحت کے شعبے کے مستقبل کی تشکیل جاری رکھ سکیں اور زیادہ سے زیادہ لوگوں کو بہتر صحت مند زندگی گزارنے میں مدد دے سکیں۔ یہی ہمارا عملی طریقہ کار اور طویل مدتی اثرات فراہم کرنے کا منصوبہ ہے۔

صحت کے مستقبل کی تشکیل میں معاونت کے لیے، ہمیں ایبٹ کے طویل عرصے میں حاصل کردہ اعتماد کو مسلسل مستحکم کرنا ہوگا۔ ہمارا مقصد ایسی قابل رسائی اور موزوں قیمت پر دستیاب مصنوعات اور حل فراہم کرنا ہے جو زندگیوں میں مثبت تبدیلی لائیں، اور یہ سب پائیداری کے اصولوں کے تحت انجام دیا جائے۔ مضبوط طرز حکمرانی اس بات کو یقینی بناتی ہے کہ ہمارے پاس موثر قیادت، پالیسیاں اور ڈھانچے موجود ہوں جو کامیابی کے لیے ضروری ہیں۔

ایبٹ پاکستان اپنی مرکزی کمپنی کی اقدار سے ہم آہنگ ہے اور اس بات کو تسلیم کرتا ہے کہ ذمہ دار اور پائیدار کاروبار ایک صحت مند اور ترقی پذیر معاشرے کی تشکیل میں اہم کردار ادا کرتے ہیں۔ عالمی شہریت کے اس عزم کا اثر ہمارے کام کے طریقہ کار، ملازمین کی بھرتی، معاون سرگرمیوں اور ترقیاتی تعلقات پر پڑتا ہے۔ اپنی عالمی شہریت کی انگوٹھوں کو پائیدار نظریات میں ڈھالنے کے لیے، ایبٹ کچھ مخصوص ترجیحات پر توجہ مرکوز کرتا ہے، جن کی تفصیل اس سالانہ رپورٹ کے صفحہ 38-43 پر دی گئی ہے۔

### بعد کے واقعات

سال کے اختتام اور اس رپورٹ کی تاریخ کے درمیان کمپنی کی مالی حیثیت پر اثر انداز ہونے والی کوئی اہم تبدیلیاں یا وعدے نہیں کیے گئے۔

### کاروباری چیلنجز اور مستقبل کا منظر نامہ

سال 2024 کی ابتدائی ششماہی میں مالیاتی سختیوں کے اقدامات نافذ کیے گئے، جس کے نتیجے میں معاشی سرگرمیاں سست ہو گئیں اور صارفین کی طلب متاثر ہوئی۔ پورے سال کے دوران فروخت کے حجم دباؤ میں رہے، تاہم قیمتوں میں ایڈجسٹمنٹ اور آپریشنل کارکردگی میں بہتری کے لیے اختیار کی گئی تدابیر کے امتزاج کے ذریعے کمپنی نے اپنے مارجن میں بہتری حاصل کی۔ سال کے اختتامی



### کارپوریٹ سماجی ذمہ داری (سی ایس آر)

ہم اپنے کاروباری دائرہ کار میں سماجی بھلائی کو اہمیت دیتے ہیں اور مختلف غیر منافع بخش تنظیموں کے ساتھ مل کر صحت عامہ، بہبود، اور تعلیم کے فروغ کے لیے کام کر رہے ہیں۔ ہمارا مقصد صحت عامہ میں مساوات لانا اور وہ رکاوٹیں دور کرنا ہے جو پسماندہ طبقے کو بہتر زندگی گزارنے سے روکتی ہیں۔ اس مقصد کی پیروی میں آپ کی کمپنی نے سال کے دوران متعدد فلاحی تنظیموں کو نمایاں عطیات دیے، جن میں میملی لہجو کیشن سروسز فاؤنڈیشن، مریضوں کی بہبود سوسائٹی برائے آغا خان یونیورسٹی ہسپتال، لیٹن رحمت اللہ بینوولینٹ ٹرسٹ، آر تھرائٹس کیئر فاؤنڈیشن اور دی انڈس اسپتال کو عطیات شامل ہیں اور دیگر فلاحی ادارے جو صحت، تعلیم اور فلاح و بہبود کے فروغ کے لیے سرگرم عمل ہیں۔ ہم اپنے سماجی بھلائی کے اقدامات کو مزید وسعت دینے کے لیے پرعزم ہیں تاکہ زیادہ سے زیادہ افراد ان سے مستفید ہو سکیں۔

### معیار کا انتظام

ہر روز دنیا بھر کے لوگ زندگی میں مثبت تبدیلیاں لانے میں معاون ثابت ہونے والی پروڈکٹس اور سروسز فراہم کرنے کے لیے ایبٹ پر انحصار کرتے ہیں۔ اعلیٰ معیار کی محفوظ اور موثر پروڈکٹس اور ٹیکنالوجی کی فراہمی ہماری کاروباری بنیاد کا ایک لازمی جزو ہے۔ معیار برقرار رکھنے کے لیے کمپنی کا عزم ناگزیر ہے۔ ہمارے پاس اپنی تمام پروڈکٹس اور سروسز کے لیے مضبوط معیار کی پروسیس موجود ہیں اور ہم معلومات، ٹیکنالوجیز اور طریقوں کے ارتقا کے ساتھ ساتھ ان پروسس کا مسلسل جائزہ لینے اور ان میں بہتری لانے کے لیے پرعزم ہیں۔ ہم مسلسل بہتری کے اصول پر یقین رکھتے ہیں اور اپنی ٹیکنالوجیز، معلومات، اور بہترین عملی طریقوں کو جدید بنانے کے لیے پرعزم ہیں، تاکہ صارفین کو بہترین خدمات فراہم کی جا سکیں۔

ہمارا معیار برقرار رکھنے کا نظام قائم کردہ ضوابط اور صنعت کے معیارات پر مبنی ہے جو ایبٹ کے کاروبار کے معیار کے دائرہ کار کو کنٹرول کرتے ہیں۔ ہمارے پاس پالیسیاں، عمل اور طریقہ کار ہیں جس میں مصنوعات کی مکمل زندگی کے مراحل شامل ہوتے ہیں۔

### بہومن ریسورسز

لوگ ہم پر اعتماد کرتے ہیں کہ ہم ایسے حل تیار کریں جو انہیں بہتر صحت کے ذریعے اپنی زندگی کو بہتر بنانے میں مدد دیں۔ ہم ان حلوں کو حقیقت بنانے کے لیے اختراعی خیالات، وابستگی، لگن اور متنوع افرادی قوت کے زندگی کے تجربات پر انحصار کرتے ہیں۔

ایبٹ کو فخر ہے کہ یہ ایک ایسا ادارہ ہے جہاں لوگ ایک عالمی برادری کا حصہ بن کر با مقصد کام کر سکتے ہیں جو دوسروں کی زندگی کو بہتر بنانے کے لیے وقف ہے۔ اپنے بلند اہداف کے حصول کے لیے، ہمیں کمپنی کے ہر شعبے میں موزوں مقامات پر بہترین صلاحیتوں کی ضرورت ہے۔ ہماری ٹیلنٹ مینجمنٹ ایروچ آج ہماری حکمت عملی کو زندہ رکھتے ہوئے آنے والے کل کے چیلنجوں کے لیے تیار متنوع افرادی قوت کو راغب کرنے، برقرار رکھنے، مشغول کرنے اور تیار کرنے پر مرکوز ہے۔

ہیں۔ اس میں کمپنی کو درپیش اسٹریٹجک، مالیاتی، تجارتی اور آپریشنل خدشات کی نشاندہی، ترجیحیہ، ترجیحی درجہ بندی اور ان کا تدارک شامل ہے۔

سال کے دوران، لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2019 کی سفارشات کے مطابق، رسک مینجمنٹ کمیٹی نے کاروباری خطرات اور ان کے تدارک منصوبے کا مجموعی جائزہ لیا، جسے بورڈ کے سامنے پیش کیا گیا۔

کمپنی کو درپیش بنیادی خطرات میں پاکستانی روپے کی قدر میں کمی اور افراط زر شامل ہیں، جو ہماری مصنوعات کی لاگت میں اضافے کا سبب بن سکتے ہیں۔

### داخلی مالیاتی کنٹرول کی معقولیت

بورڈ آف ڈائریکٹرز نے تمام امور کے لئے موثر داخلی مالیاتی کنٹرول تشکیل دیے ہیں۔ آپ کی کمپنی کا خود مختار آڈٹ فنکشن باقاعدگی سے مالیاتی کنٹرول کے اطلاق کی نگرانی کرتا ہے اور آڈٹ کمیٹی اس کا جائزہ لیتی ہے۔

### قومی خزانے میں ہمارا حصہ

آپ کی کمپنی نے حکومت کو انکم ٹیکس، کسٹمز ڈیوٹی اور سیلز ٹیکس سمیت مختلف سرکاری محصولات کی مد میں 9,012 ملین روپے (2023: 8,994 ملین روپے) کی ادائیگی کر کے قومی خزانے میں اپنا حصہ ڈالا۔

### ماحولیات، صحت اور حفاظت (ای ایچ ایس) اقدامات

ہم قدرتی وسائل پر انحصار کرتے ہیں تاکہ ایسے مصنوعات تیار اور فراہم کی جا سکیں جو دنیا بھر کے لوگوں کو صحت مند اور بہتر زندگی گزارنے میں مدد دیں۔ ہم ان وسائل کو ذمہ داری کے ساتھ استعمال کرنے کے لیے پرعزم ہیں تاکہ موجودہ اور آئندہ نسلوں کے لیے ایک صحت مند ماحول محفوظ رکھا جاسکے۔ اسی عزم کے تحت ہم اپنی پیداواری سرگرمیوں کو مزید موثر اور ماحول دوست بنانے کے لیے مسلسل بہتری کے اقدامات کر رہے ہیں تاکہ ایک زیادہ مضبوط اور ذمہ دار کاروبار کی بنیاد رکھی جاسکے۔

آپ کی کمپنی کے مینوفیکچرنگ یونٹس ”زیرو-ویسٹ ٹولینڈ فل“، سرٹیفائیڈ سائٹس ہیں، یعنی پیداوار کے دوران پیدا ہونے والے تمام فضلات کو یا تو دوبارہ استعمال کیا جاتا ہے یا ری سائیکل کیا جاتا ہے۔

ہمارے ملازمین کی صحت، حفاظت اور فلاح و بہبود ہماری اولین ترجیح ہے۔ ہم ایک ذمہ دارانہ ثقافت کو فروغ دینے کے لیے پرعزم ہیں، جس میں کاروباری عمل کے ہر پہلو میں تحفظ کے اصولوں کو شامل کیا جاتا ہے۔ ملازمین کی صحت، کا تحفظ اور تندرستی ایبٹ کی ترجیح ہے۔ ہم مشترکہ ذمہ داری کے کچھ کو فروغ دینے کے لیے پرعزم ہیں، جس میں کاروباری عمل کے ہر پہلو میں تحفظ کے اصولوں کو شامل کیا جاتا ہے۔ سال بھر کے دوران، کمپنی نے متعدد تربیتی اور آگاہی سیشنز کا انعقاد کیا تاکہ پیشہ ورانہ صحت اور تحفظ کی اہمیت کو اجاگر کیا جاسکے۔

## ڈائریکٹرز رپورٹ

قیمتوں میں ایڈجسٹمنٹ کی وجہ سے ہوا۔ ڈائیکٹریٹس سیکٹ میں 36.9 فیصد اضافہ دیکھنے میں آیا، جو بنیادی طور پر نئے صارفین کے حصول کی وجہ سے تھا۔ جنرل ہیلتھ کیئر اور ڈیپارٹمنٹس کیئر نے مجموعی طور پر 14.4 فیصد اضافہ ہوا۔

### صنعتی جائزہ

عالمی فارماسیوٹیکل ریسرچ کمپنی IQVIA (سابقہ IMS) کے شائع شدہ ڈیٹا کے مطابق، پاکستان میں فارماسیوٹیکل صنعت کا تخمینہ اس وقت 3.15 بلین امریکی ڈالر ہے۔ ملٹی نیشنل کمپنیوں کا مارکیٹ شیئر وقت کے ساتھ بتدریج کم ہوتا گیا ہے اور اس وقت یہ صرف 24.7 فیصد رہ گیا ہے۔ پاکستان میں مجموعی طور پر 678 فعال فارماسیوٹیکل کمپنیاں موجود ہیں، جن میں سے صرف 26 ملٹی نیشنل کمپنیاں ہیں۔ ان میں سے کئی کمپنیوں نے مختلف وجوہات کی بنا پر اپنے آپریٹرز محدود کر دیے ہیں۔ اس مارکیٹ میں ایبٹ کا شیئر 5.9 فیصد ہے۔

### سرمایہ جاتی اخراجات

آپ کی کمپنی نے جدید ترین پروڈکشن ٹیکنالوجی کے حوالے سے سرمایہ کاری کا عمل جاری رکھا ہے تاکہ ٹیکنالوجی کے ارتقا کے ثمرات سے فائدہ اٹھایا جاسکے۔ کمپنی نے سال کے دوران 3,022 ملین روپے کی سرمایہ کاری کی تاکہ پیداواری صلاحیت میں اضافہ، پیداواریت کو بہتر بنایا جاسکے اور پلانٹ کی کارکردگی کو موثر بنایا جاسکے۔

### لیکویڈیٹی مینجمنٹ اور کیش فلو کی حکمت عملی

سال کے دوران، آپ کی کمپنی نے بہتر منافع کی بدولت 8,356 ملین روپے آپریٹنگ سرگرمیوں سے حاصل کیے۔ سال کے اختتام پر، کمپنی کے پاس 6,182 ملین روپے کے نقدی و بینک بیلنس موجود تھے، جو سرمایہ جاتی منصوبوں اور ڈیویڈنڈ کی ادائیگیوں کے بعد کے خالص فنڈز ہیں۔

کمپنی انویسٹمنٹ کی ایک مستند حکمت عملی پر عمل پیرا رہتی ہے اور بالعموم اضافی فنڈز قلیل المدتی بینک ڈپازٹس میں استعمال کیے جاتے ہیں۔

### کمپنی کی کارکردگی کا جائزہ

کمپنی کی کارکردگی کا جائزہ لینے کے لیے انتظامیہ مختلف انڈیکسز استعمال کرتی ہے جیسے فارما انڈسٹری کی ترقی، علاج کے متعلق شعبوں میں ہم رتبہ کمپنیوں کی پوزیشن، گزشتہ سال کی کارکردگی، میکرو اکنامک انڈیکسز اور کمپنی پر اثر انداز ہونے والا کاروباری ماحول شامل ہے۔

بجٹ تیار کیے جاتے ہیں اور بجٹ کے مقابل حقیقی کارکردگی کا موازنہ سال کے دوران وقفے وقفے سے باقاعدگی سے کیا جاتا ہے کسی بھی درستی کے حوالے سے بروقت اصلاحی اقدامات کو ممکن بناتا ہے۔

### بنیادی خطرات (رسک) اور ان کا انتظام

کمپنی کے مجموعی رسک مینجمنٹ پروگرام کا مقصد کارکردگی پر اثر انداز ہونے والے ممکنہ عوامل کے منفی اثرات کو کم کرنا ہے۔ یہ مشق کمپنی کی سینئر مینجمنٹ ٹیم کے ذریعے کی جاتی ہے اور نتائج بورڈ آف ڈائریکٹرز کے ساتھ شیئر کیے جاتے

آپ کے ڈائریکٹرز مذکورہ رپورٹ اور کمپنی کے سالانہ آڈٹ شدہ مالیاتی گوشوارے برائے 31 دسمبر 2024 کو اختتام پذیر مالی سال پیش کرتے ہوئے خوشی محسوس کر رہے ہیں۔

### روپے 000 میں

9,021,989
(3,787,756)
5,234,233
(60,262)
10,482,759
15,656,730

-
15,656,730

### آپریٹنگ نتائج

قبل از ٹیکس منافع برائے سال ٹیکسیشن

منافع بعد از ٹیکسیشن

دیگر جامع آمدن - نیٹ آف ٹیکس

غیر مختص کردہ منافع B/F

کسی خاص مد میں مختص کرنے کیلئے دستیاب منافع

### لیپر پری ایشنز:

ڈیویڈنڈ صفر روپے فی شیئر

غیر مختص منافع C/F

### بنیادی سرگرمیاں

بنیادی سرگرمیوں کے لیے، براہ کرم مالیاتی گوشواروں کے صفحہ 108 پر نوٹ 1 ملاحظہ فرمائیں۔

### مالیاتی کارکردگی

گزشتہ سال کے مقابلے میں خالص فروخت میں 22.9 فیصد اضافہ ہوا۔ مجموعی منافع کا مارجن 21.3 فیصد سے بڑھ کر 29.0 فیصد ہو گیا، جو بنیادی طور پر لاگت کی بحالی کے لیے قیمتوں میں ایڈجسٹمنٹ اور کمپنی میں کیے گئے کارکردگی کے اقدامات کا نتیجہ ہے۔ عمومی افراط زر کے باعث آپریٹنگ اخراجات میں اضافہ ہوا۔ دیگر چارجز میں 48.0 فیصد کمی ہوئی، جو بنیادی طور پر مستحکم زر مبادلہ کی شرح کے نتیجے میں کم زر مبادلہ نقصانات کی وجہ سے تھی۔ دیگر آمدنی میں 51.6 فیصد کمی ہوئی، جو بنیادی طور پر گزشتہ سال رپورٹ شدہ واجبات کی واپسی کی وجہ سے تھی۔ رواں سال کے لیے ٹیکس چارج 3,787.8 ملین روپے رہا، جو بنیادی طور پر بہتر منافع کی وجہ سے بڑھا۔

ان عوامل کے نتیجے میں، سال کے بعد از ٹیکس منافع میں گزشتہ سال کے مقابلے میں 4.97 بلین روپے کا اضافہ ہوا۔ فی شیئر آمدنی روپے 53.46 رہی (2023: روپے 2.67 فی شیئر)۔

### ڈیویڈنڈ

ڈائریکٹرز خوشی کے ساتھ فی شیئر 10 روپے کے حتمی نقد ڈیویڈنڈ کی سفارش کر رہے ہیں (2023: صفر)۔

### شعبہ جاتی فروخت اور مارکیٹ کی کارکردگی

فارماسیوٹیکل سیکٹر میں 22.1 فیصد اضافہ ہوا، جو قائم شدہ برانڈز کی فروخت میں اضافے اور غیر ضروری ادویات کی ڈی ریگولیشن کے بعد قیمتوں میں ایڈجسٹمنٹ کا نتیجہ ہے۔ نیوٹریشنل سیکٹر میں 20.8 فیصد اضافہ بنیادی طور پر

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# Key Performance Indicators





# Key Operating and Financial Highlights

December 31,					
2024	2023	2022	2021	2020	2019

-----Rupees in Million-----

## Statement of Financial Position

Property, plant and equipment	14,253	13,375	11,989	10,006	9,070	8,268
Intangible asset	1	13	27	49	66	78
Other Non-Current Assets	135	106	75	80	77	69
Current Assets	23,262	23,199	21,829	18,432	15,703	12,337
Total Assets	37,651	36,693	33,920	28,567	24,916	20,752
Issued, subscribed and paid-up capital	979	979	979	979	979	979
Capital Reserves	1,751	1,437	1,059	892	768	649
Revenue Reserves	20,995	15,821	15,068	15,483	13,843	11,744
Total Equity	23,725	18,237	17,106	17,354	15,590	13,372
Non-Current Liabilities	2,266	1,621	2,207	1,870	2,492	1,593
Current Liabilities	11,660	16,835	14,607	9,343	6,834	5,787
Total Liabilities	13,926	18,456	16,814	11,213	9,326	7,380
Total Equity and Liabilities	37,651	36,693	33,920	28,567	24,916	20,752

## Statement of Profit or Loss

Net sales	68,177	55,475	49,258	42,570	35,283	30,156
Gross profit	19,738	11,817	14,526	16,075	11,846	8,528
Operating profit	9,151	2,620	6,195	8,499	6,320	2,564
Profit before taxation	9,128	2,590	6,148	8,410	6,243	2,511
Taxation	3,893	2,328	3,144	2,443	1,708	1,211
Profit after taxation	5,234	262	3,004	5,967	4,535	1,300
Ordinary cash dividends	979	-	1,469	3,916	3,916	734
EBITDA *	10,932	4,203	7,639	9,754	7,452	3,574

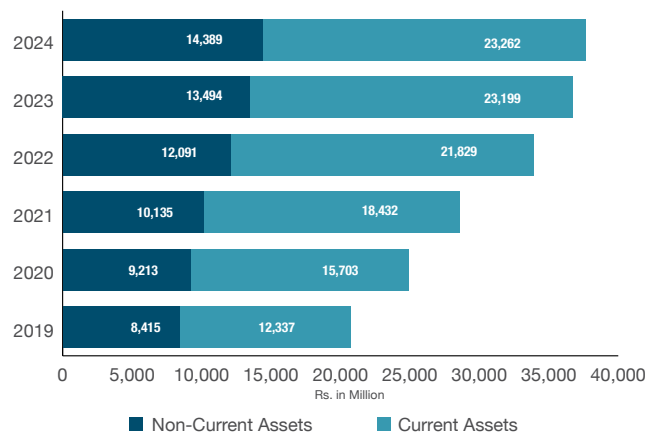
## Statement of Cash Flows

Operating activities	4,674	(62)	3,797	7,823	8,148	(160)
Investing activities	(2,368)	(2,199)	(484)	(3,436)	(957)	(1,588)
Financing activities	(1,160)	(1,494)	(1,140)	(5,257)	(2,460)	(1,172)
Cash and cash equivalents at the end of the year	6,182	5,037	8,792	6,619	7,489	2,758

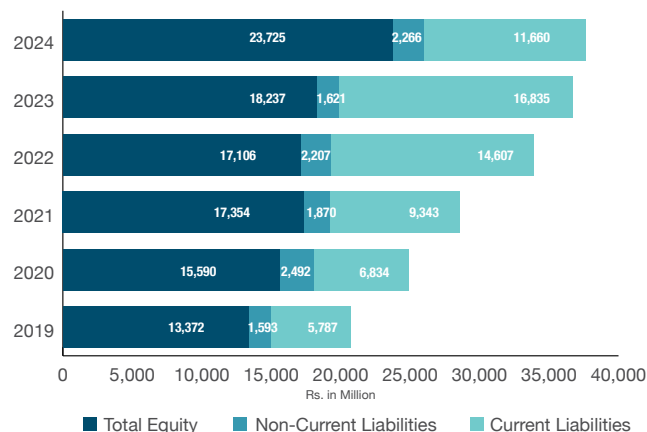
\*EBITDA (Earnings Before Interest, Taxation, Depreciation and Amortisation).

# Graphical Presentation of Key Operating and Financial Highlights

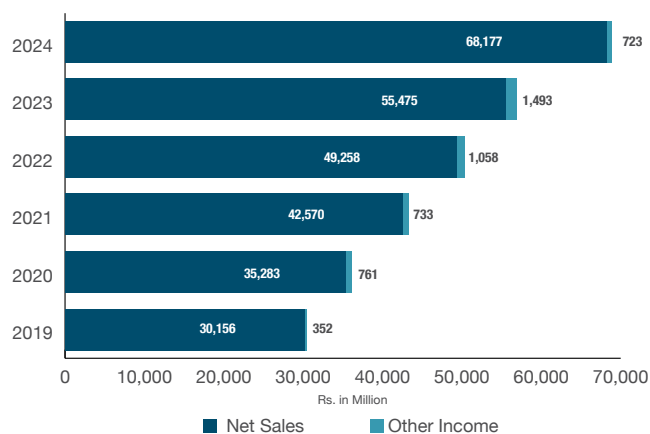
Statement of Financial Position Analysis - Assets



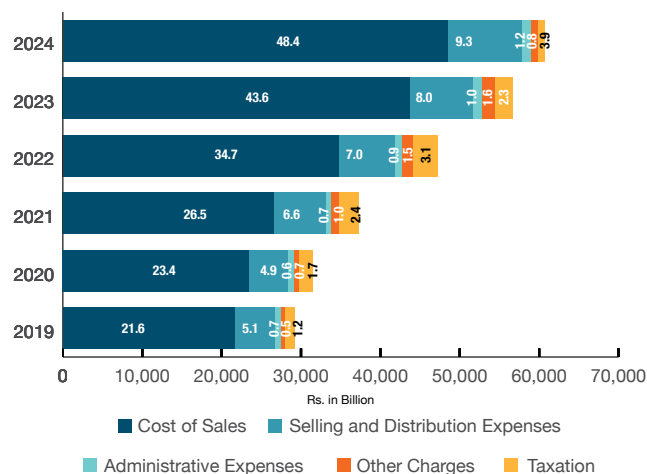
Statement of Financial Position Analysis - Equity and Liabilities.



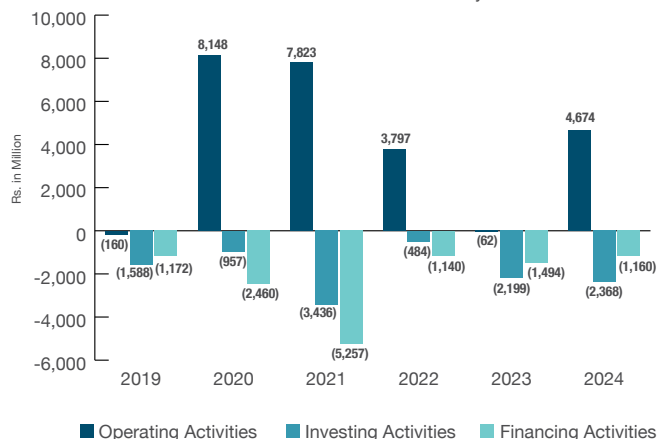
Statement of Profit and Loss Analysis - Sales and Other Income



Statement of Profit and Loss Analysis - Expenses



Statement of Cash Flow Analysis



# Analysis of Financial Performance

## Statement of Profit or Loss

### Sales

Net sales increased by 22.9% over the previous year. Pharmaceutical sales increased by 22.1% through a combination of volume growth of established brands and price adjustments following deregulation of non-essential drugs. Nutritional sales increased by 20.8% mainly due to price adjustments. Diagnostics segment registered a growth of 36.9% primarily because of new customer acquisitions. General Health Care and Diabetes Care cumulatively grew by 14.4%.

### Cost of Sales

Cost of sales of the Company increased by 11.0%, primarily on account of increase in product costs and inflation, slightly higher volumes, fuel and power costs, repairs and maintenance and one-off impairment charge recorded during Q4-2024. The increase in cost of sales was substantially lower than the increase in net sales resulting in gross margin improvement driven by favorable price adjustments, optimization of manufacturing processes and cost efficiency initiatives.

### Selling and distribution expenses

Selling and distribution expenses increased by 15.7% mainly attributable to inflation, higher salaries due to annual increments and sales commission in line with sales growth, higher promotional activities to generate demand.

### Administrative expenses

Administrative expenses grew at a controlled rate of 12.7%, primarily on account of higher salaries in line with annual increments and impact of increase in utilities and traveling.

### Other charges

Other charges decreased significantly by 48.0%, primarily due to lower currency exchange losses as compared to previous year, partially offset by increase in statutory charges in line with improved profitability.

### Other Income

Decrease is primarily on account of one-off write-back of liabilities recorded last year.

## Statement of Financial Position

### Non-Current Assets

Non-current assets increased over the prior year, primarily due to continued investments in production facilities and infrastructure to meet the expanding scale of operations. Significant capital expenditure during the year was directed towards enhancing manufacturing capacity, improving operational efficiency, and upgrading service equipment in the diagnostics division. This increase was partially offset by regular depreciation and the disposal of certain operating fixed assets.

### Current Assets

Current assets remained stable compared to the prior year. A notable decrease in stock-in-trade reflects improved inventory management and efficient supply chain processes, despite higher business activity. This was offset by a significant increase in trade debts, which aligned with increased credit sales during the year.

### Current Liabilities

Current liabilities decreased compared to the prior year, mainly due to a reduction in trade and other payables, reflecting the settlement of imported liability. Further, decrease was on account of remittance of unpaid dividend to Abbott Asia Investment Limited, UK (parent company).

### Equity

Increase in equity over prior year is driven by profit after tax and other comprehensive income for the year, on account of reasons mentioned above.

## Statement of Cash Flows

### Cash Flows From Operating Activities

There has been an increase in net cash flows from operating activities mainly due to increase in profit before tax, partially offset by unfavorable working capital changes versus last year driven primarily by increase in trade debts and decrease in trade and other payables.

### Cash Flows From Investing Activities

Net cash outflows from investing activities have increased slightly from prior year primarily due to decrease in interest income following reduction in policy rate during the year.

### Cash Flows From Financing Activities

Net cash outflows from financing activities decreased during the current year primarily on account of lower dividends payments to Abbott Asia Investments Limited, as compared to the previous year.

# Analysis of Financial Ratios

Ratios	Units	2024	2023	2022	2021	2020	2019
<b>Profitability Ratios</b>							
Gross profit margin	%	29.0%	21.3%	29.5%	37.8%	33.6%	28.3%
Net profit margin	%	7.7%	0.5%	6.1%	14.0%	12.9%	4.3%
EBITDA* Margin	%	16.0%	7.6%	15.5%	22.9%	21.1%	11.9%
EBIT Margin	%	13.4%	4.7%	12.6%	20.0%	17.9%	8.5%
Return on equity / shareholder's fund	%	22.1%	1.4%	17.6%	34.4%	29.1%	9.7%
Return on capital employed	%	22.0%	1.4%	17.3%	33.9%	27.6%	9.5%
Return on capital employed (average equity and debt)	%	24.8%	1.5%	17.2%	35.1%	30.1%	9.6%
Return on Assets	%	13.9%	0.7%	8.9%	20.9%	18.2%	6.3%
Operating leverage ratio	Times	10.89	(4.57)	(1.73)	1.67	8.62	(28.04)
Shareholder's funds	%	63.0%	49.7%	50.4%	60.7%	62.6%	64.4%
<b>Liquidity Ratios</b>							
Current ratio	Times	1.99	1.38	1.49	1.97	2.30	2.13
Quick / Acid test ratio	Times	1.08	0.62	0.91	1.25	1.57	1.09
Cash to Current Liabilities	Times	0.53	0.30	0.60	0.92	1.10	0.48
Cash flow from operations to Sales	Times	0.12	0.06	0.13	0.23	0.28	0.05
Cash flow to capital expenditure	Times	2.77	1.01	1.85	4.83	7.20	0.86
Cash flow coverage ratio	Times	0.34	(0.00)	0.23	0.70	0.87	(0.02)
<b>Activity / Turnover Ratios</b>							
No. of days in inventory	Days	88.59	89.24	80.04	80.57	85.88	88.38
No. of days in receivables	Days	12.40	9.63	9.24	9.22	9.51	12.39
No. of days in payables	Days	92.88	106.10	98.92	91.94	78.16	82.58
Inventory Turnover	Times	4.12	4.09	4.56	4.53	4.25	4.13
Debtors Turnover	Times	29.44	37.92	39.52	39.57	38.37	29.47
Creditors Turnover**	Times	3.93	3.44	3.69	3.97	4.67	4.42
Operating Cycle	Days	8.11	(7.23)	(9.64)	(2.15)	17.23	18.19
Total assets turnover ratio (average assets)	Times	1.83	1.57	1.58	1.59	1.55	1.47
Total assets turnover ratio	Times	1.81	1.51	1.45	1.49	1.42	1.45
Fixed Assets Turnover Ratio (average assets)	Times	4.94	4.37	4.48	4.46	4.07	3.90
Fixed Assets Turnover Ratio	Times	4.78	4.15	4.11	4.25	3.89	3.65
<b>Investment / Market Ratios</b>							
Basic / Diluted earnings per share	Rs.	53.46	2.67	30.69	60.95	46.33	13.28
Price Earning ratio	Times	23.15	172.11	15.10	11.77	16.30	33.64
Dividend Yield ratio	%	0.8%	0.0%	3.2%	5.6%	5.3%	1.7%
Dividend Pay out ratio	Times	0.19	0.00	0.49	0.66	0.86	0.56
Dividend cover ratio	Times	5.35	0.00	2.05	1.52	1.16	1.77
Cash Dividend per share	Rs.	10.00	0.00	15.00	40.00	40.00	7.50
Break-up value per share with / without Surplus on Revaluation of Fixed Assets	Rs.	242.33	186.28	174.73	177.27	159.25	136.59
Price to book ratio	Times	3.22	1.23	1.34	2.46	2.98	2.12
No. of shares at end of year	Number	97,900,302	97,900,302	97,900,302	97,900,302	97,900,302	97,900,302
Market Capitalization	Rs in Million	121,187	45,055	45,358	70,244	73,951	43,740
Market value per share at the end of the year	Rs.	1,237.86	460.21	463.31	717.51	755.37	446.78
Market value per share (High)	Rs.	1,299.00	514.00	764.00	820.00	792.38	710.00
Market value per share (Low)	Rs.	399.99	330.00	440.00	675.00	309.00	302.10
Contribution to National Exchequer	Rs in Million	9,012.00	8,994	7,644	6,408	4,606	5,211
<b>Capital Structure Ratios</b>							
Interest Cover ratio	Times	387.53	86.50	130.70	96.18	82.19	48.29
Finance leverage ratio	%	0.2%	0.9%	1.4%	1.3%	5.2%	2.9%
Weighted Average cost of debt***	%	22.5%	14.0%	10.3%	14.8%	8.6%	11.3%
Debt to equity ratio	%	0.1%	0.3%	0.7%	0.8%	4.0%	2.2%
Net assets per share	Rupees	242.3	186.3	174.7	177.3	159.2	136.6

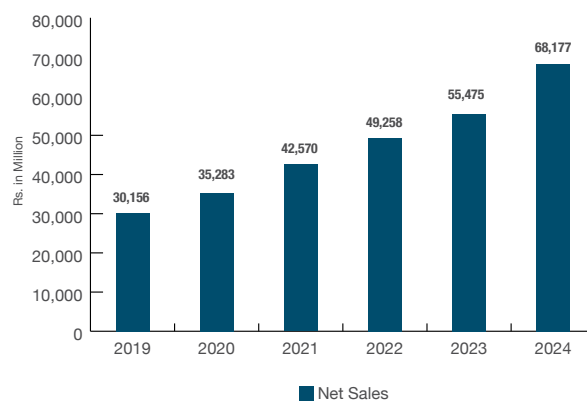
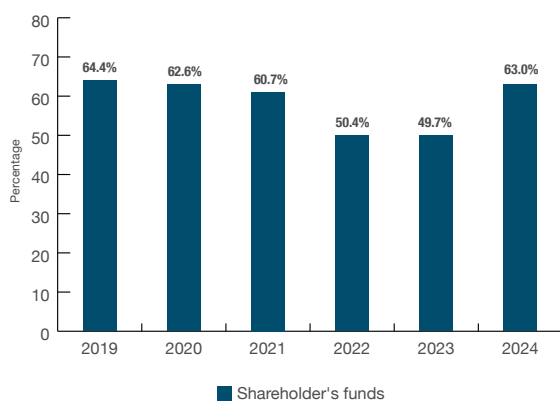
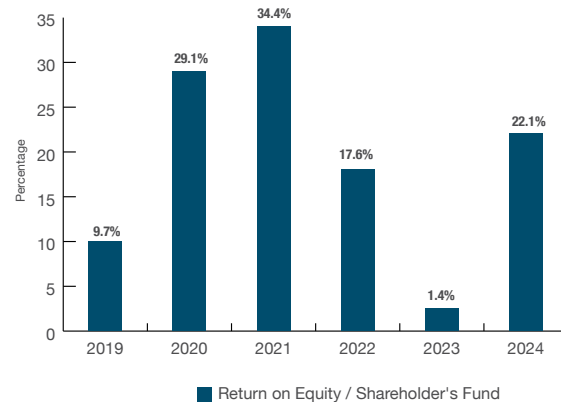
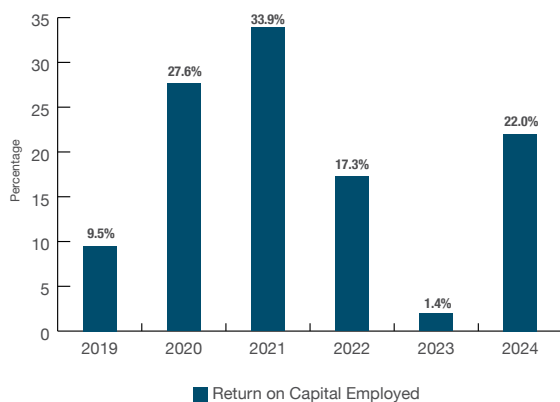
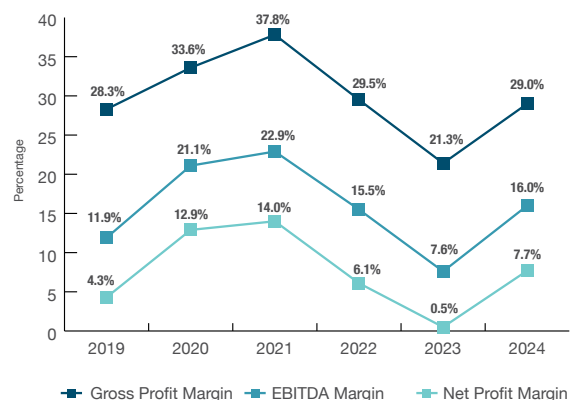
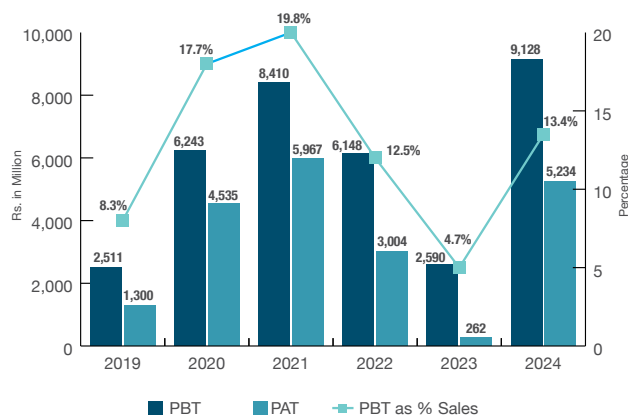
\*EBITDA (Earnings Before Interest, Taxation, Depreciation and Amortisation).

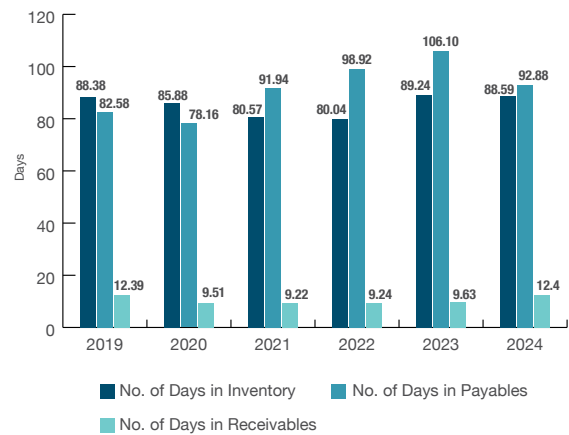
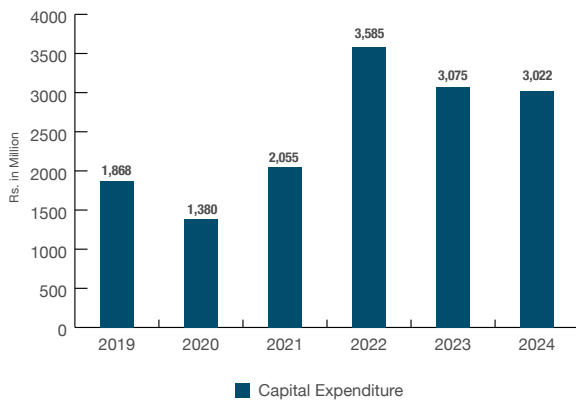
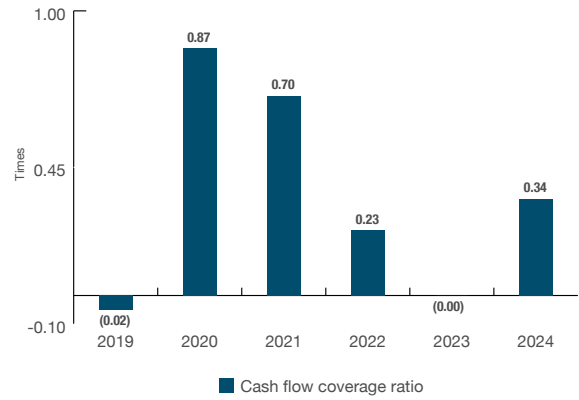
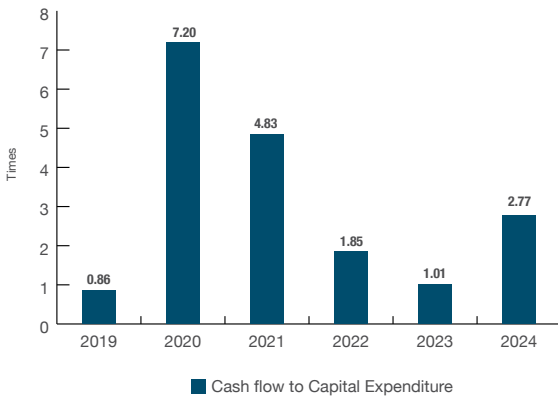
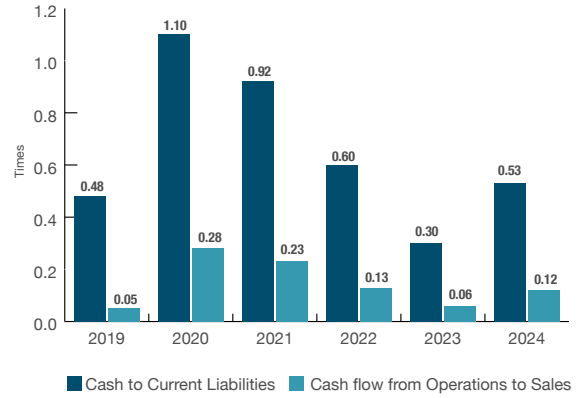
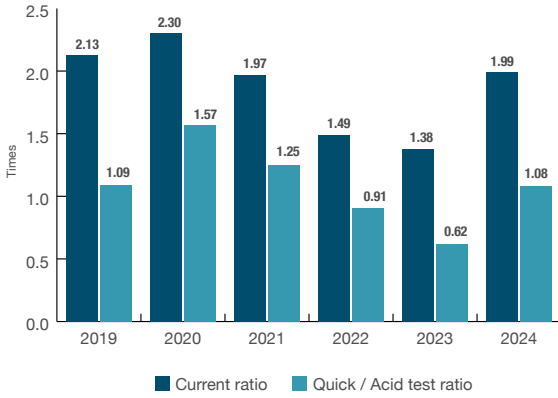
\*\*For average accounts payable, the sum of creditors, accrued liabilities, bills payable and payable to related parties has been used.

\*\*\*Computed in respect of warehouses, sales offices and city office lease only, since the vehicles lease was settled in 2021.

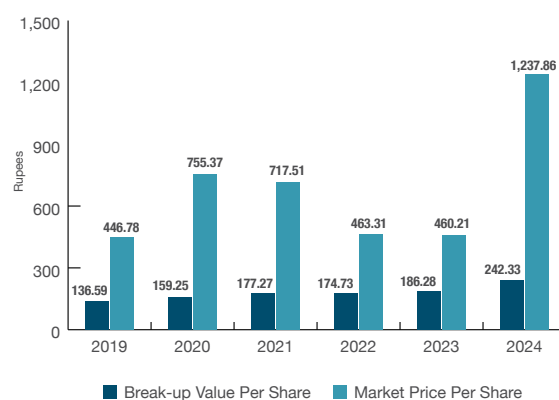
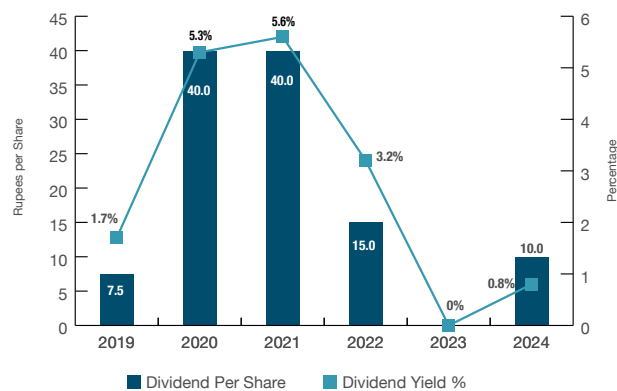
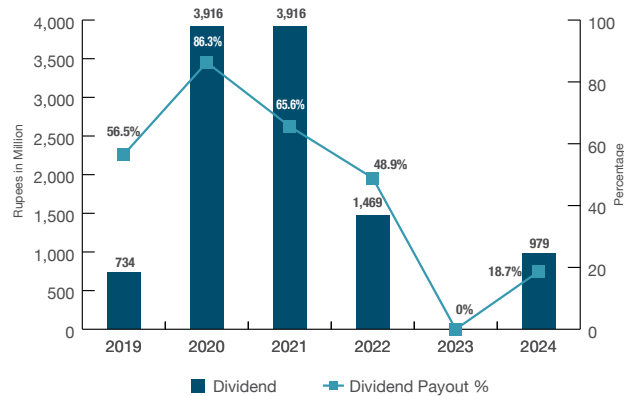
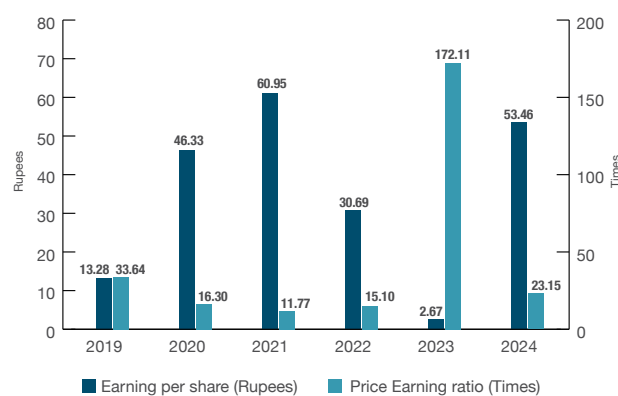
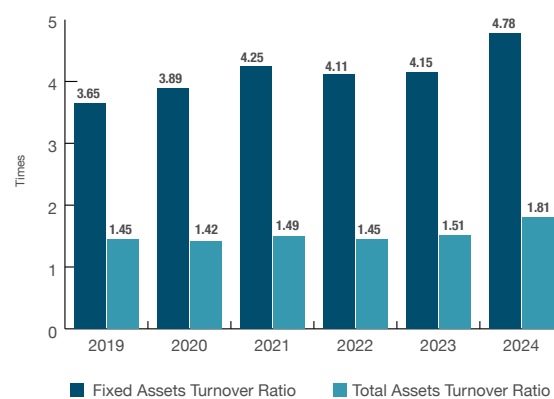
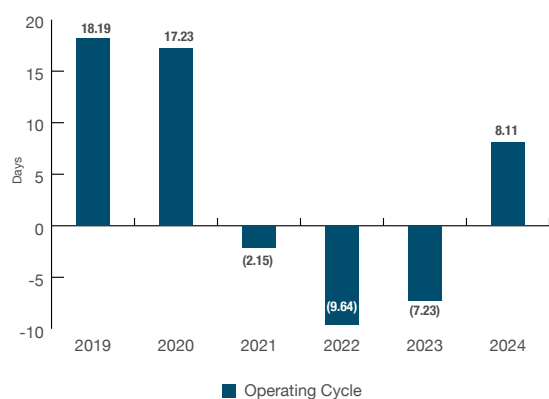


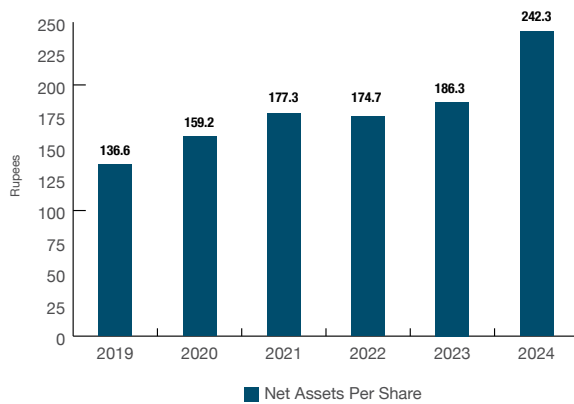
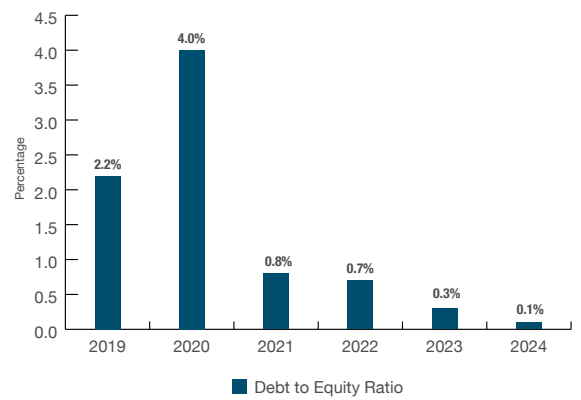
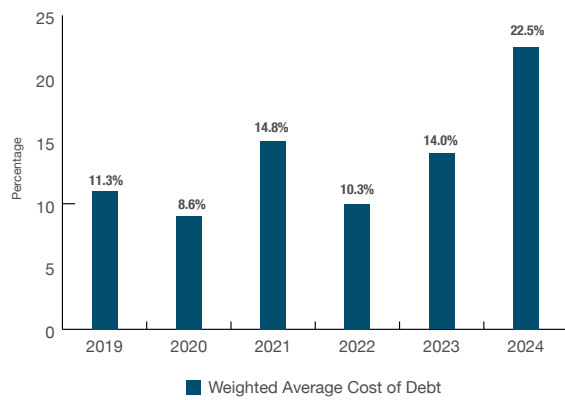
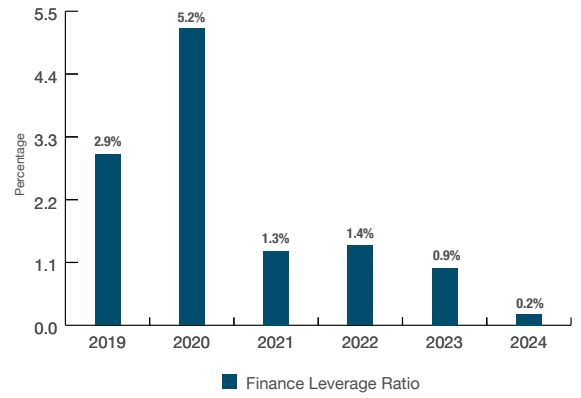
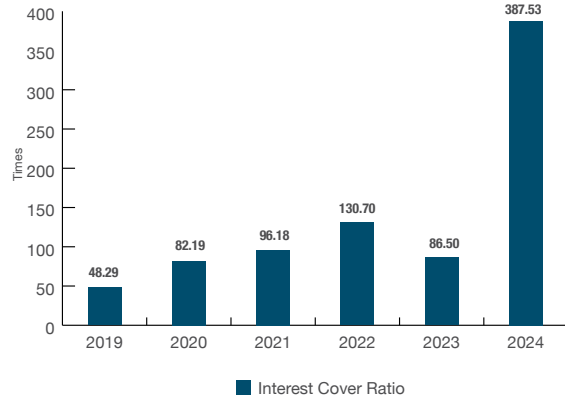
# Graphical Presentation of Financial Ratios





# Graphical Presentation of Financial Ratios







# Comments on Financial Ratios

## Profitability Ratios

Profitability ratios of the Company have shown significant improvement versus last year, mainly driven by favorable price adjustments, optimization of manufacturing processes and cost efficiency initiatives. Gross profit margin increased to 29.0% in 2024 from 21.3% last year. Net profit margin also increased to 7.7% in 2024 from 0.5% last year on account of reasons mentioned above.

## Liquidity Ratios

Liquidity ratios improved across all key indicators, reflecting a stronger cash position and better working capital management. The current ratio increased to 1.99 in 2024 from 1.38 in 2023, while the quick/acid test ratio rose to 1.08 from 0.62. The cash to current liabilities ratio also increased to 0.53 in 2024 from 0.30 in 2023, primarily due to the increase in cash and cash equivalents. Cash flow from operations to sales improved to 0.12 times in 2024 from 0.06 times in 2023, reflecting higher cash generation from core operations. The cash flow coverage ratio also improved to 0.34 times, indicating enhanced ability to meet financial obligations. The Company remains sufficiently liquid and has Rs. 6,182.3 million of cash and cash equivalents as of December 31, 2024, to meet its investment and operational cash requirements.

## Activity / Turnover Ratios

**Operating cycle** was positive 8.11 days in 2024 from negative 7.23 days in 2023 mainly due to increased creditors turnover as compared to last year.

**Total assets turnover ratio (average assets)** increased to 1.83 in 2024 from 1.57 in 2023 mainly due to increase in sales during the year.

**Fixed assets turnover ratio (average assets)** improved to 4.94 in 2024 from 4.37 in 2023 mainly due to increase in sales during the year.

## Investment / Market Ratios

**Earnings per share** increased to Rs. 53.46 in 2024 from Rs. 2.67 in 2023 as a result of increase in profit after tax on account of favorable price adjustments, optimization of manufacturing processes and cost efficiency initiatives..

**Price Earnings ratio** deteriorated to 23.15 in 2024 from 172.11 in 2023, mainly due to significant increase in earnings per share during the year.

**Dividend yield ratio** improved to 0.8% in 2024 from 0.0% in 2023 due to no dividend declared for FY 2023.

**Dividend pay-out ratio** was 0.19 (times) in 2024 vs. 0.00 (times) in 2023, mainly due to non-declaration of dividend during 2023.

**Break-up value per share** has increased to Rs. 242.33 in 2024 from Rs. 186.28 in 2023 due to increase in total equity by Rs. 5,487.3 million as compared to prior year mainly driven by profit after tax and other comprehensive income.

**Market capitalisation** has been increased to Rs. 121,187 million in 2024 from Rs. 45,055 million in 2023 due to increase in market price per share to Rs. 1,237.9 in 2024 from Rs. 460.2 in 2023.

## Capital Structure Adequacy Analysis

Total equity increased by 30.08% to Rs. 23.72 billion on account of reasons mentioned above, comprising of share capital amounting to Rs. 979,003 million which consists of issued share capital of 97,900,302 shares of Rs. 10.00 each. Abbott Asia Investments Limited, UK is the major shareholder of the Company, having 76,259,454 shares being 77.90% of total paid-up capital.

The Company's capital structure includes lease arrangements for warehouses, sales offices and City office with terms between two to five years. The long term component is immaterial of the total equity and liabilities of the Company.

**Financial leverage ratio** is 0.2% representing the amount of lease obligation of Rs. 52.2 million. The lease obligation decreased versus last year on account of rental payments during the year.

**Interest cover ratio** has improved versus last year on account of improved profitability during the year.

# Free Cash Flows

December 31,					
2024	2023	2022	2021	2020	2019
Rupees in Million					

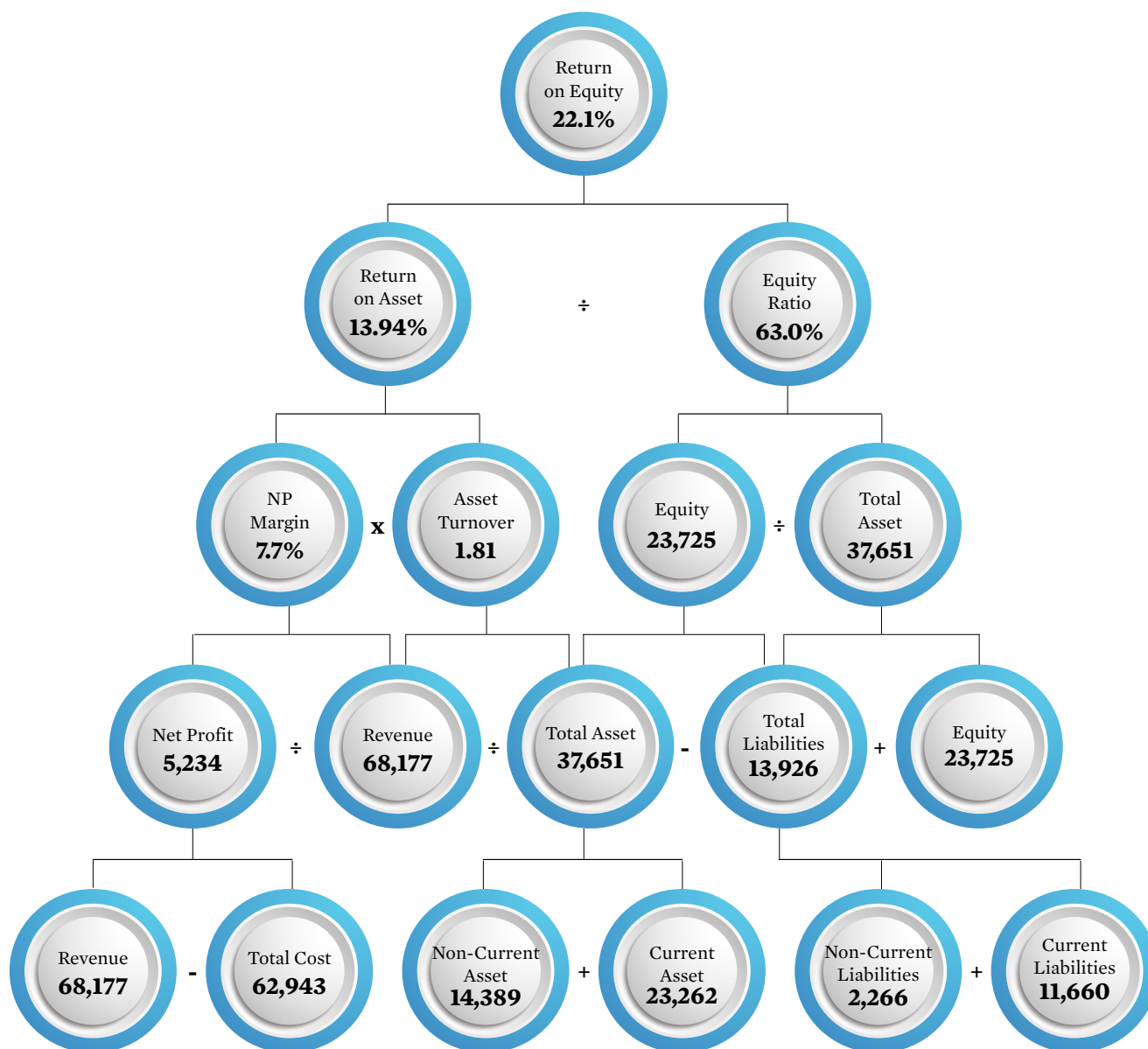
Profit before taxation	9,128	2,590	6,148	8,410	6,243	2,511
<b>Adjustment for non-cash items</b>						
Depreciation on operating fixed assets	1,685	1,484	1,339	1,110	965	882
Provision for impairment on operating fixed assets	225	-	-	-	-	-
Depreciation on right-of-use assets	84	85	83	123	144	107
Amortisation on intangible assets	11	14	22	22	22	10
(Gain)/ Loss on disposal and write-off of property plant & equipment	(31)	(20)	94	(19)	(4)	11
Interest income	(464)	(739)	(882)	(571)	(344)	(260)
Expense recognised in profit or loss in respect of equity-settled share-based compensation	313	379	166	125	118	116
Staff retirement benefit	64	149	123	108	89	25
Finance costs	24	30	47	88	77	53
	1,911	1,382	992	986	1,067	944
Working capital changes - net of provisions	(2,982)	(1,070)	(754)	282	2,387	(1,854)
Income taxes paid	(3,431)	(2,859)	(2,595)	(1,852)	(1,541)	(1,759)
Long-term loans and advances	(19)	(29)	5	(4)	(10)	(2)
Net movement in provisions	79	(73)	-	-	-	-
Long-term prepayments	(10)	(3)	-	1	2	-
	(6,363)	(4,034)	(3,344)	(1,573)	838	(3,615)
Net cash generated from operating activities	4,676	(62)	3,796	7,823	8,148	(160)
Capital expenditure	(3,022)	(3,075)	(3,585)	(2,055)	(1,380)	(1,867)
Acquisition of intangible assets	-	-	-	(5)	(10)	(64)
Free cash flows	1,654	(3,137)	211	5,763	6,758	(2,091)

## Comments On Free Cash Flows

Company's free cash flows significantly improved versus last year mainly on account of increase in profit before tax, offset by slightly higher unfavorable working capital changes and income taxes paid versus last year primarily due to increase in trade debts and decrease in trade and other payables and increase in income taxes paid at withholding stage.



# Dupont Analysis



DUPONT ANALYSIS	December 31,	
	2024	2023
EBIT Margin	13.4%	4.7%
Asset turnover	1.81	1.51
Interest burden / efficiency	99.7%	98.8%
Tax burden / efficiency	57.3%	10.1%
Leverage	1.57	1.94
Net profit margin	7.7%	0.5%
Return on equity	22.1%	1.4%

## COMMENT ON DUPONT ANALYSIS

Return on equity improved to 22.1% from 1.4% during 2024 driven by increase in profitability. Assets turnover improved on account of sales growth. Tax burden / efficiency improved following reduction in effective tax rate due to improved profitability of segments subject to minimum tax regime.

# Vertical Analysis

December 31, 2024		December 31,		December 31,		December 31,		December 31,		December 31,	
2024		2023		2022		2021		2020		2019	
Rupees in Million											
PKR	%	PKR	%	PKR	%	PKR	%	PKR	%	PKR	%

## Statement of Financial Position

Total Equity	23,725	63.0	18,237	49.7	17,106	50.4	17,354	60.8	15,590	62.6	13,372	64.4
Non-Current Liabilities	2,266	6.0	1,621	4.4	2,207	6.5	1,870	6.5	2,492	10.0	1,593	7.7
Current Liabilities	11,660	31.0	16,835	45.9	14,607	43.1	9,343	32.7	6,834	27.4	5,787	27.9
Total Equity and Liabilities	37,651	100.0	36,693	100.0	33,920	100.0	28,567	100.0	24,916	100.0	20,752	100.0
Non-Current Assets	14,389	38.2	13,494	36.8	12,091	35.6	10,135	35.5	9,214	37.0	8,415	40.5
Current Assets	23,262	61.8	23,199	63.2	21,829	64.4	18,432	64.5	15,702	63.0	12,337	59.5
Total Assets	37,651	100.0	36,693	100.0	33,920	100.0	28,567	100.0	24,916	100.0	20,752	100.0

## Statement of Profit or Loss

Sales-net	68,177	100.0	55,475	100.0	49,258	100.0	42,570	100.0	35,283	100.0	30,156	100.0
Cost of sales	48,439	71.0	43,658	78.7	34,732	70.5	26,495	62.2	23,437	66.4	21,628	71.7
Gross Profit	19,738	29.0	11,817	21.3	14,526	29.5	16,075	37.8	11,846	33.6	8,528	28.3
Selling and distribution expenses	9,302	13.6	8,040	14.5	7,038	14.3	6,569	15.4	4,936	14.0	5,062	16.8
Administrative expenses	1,169	1.7	1,037	1.9	886	1.8	722	1.7	642	1.8	732	2.4
Operating Profit	9,267	13.6	2,740	4.9	6,602	13.4	8,784	20.7	6,268	17.8	2,734	9.1
Other income	723	1.1	1,493	2.7	1,058	2.1	733	1.7	761	2.1	352	1.2
Other charges	838	1.2	1,613	2.9	1,465	3.0	1,018	2.4	708	2.0	523	1.8
	9,152	13.4	2,620	4.7	6,195	12.6	8,499	20.0	6,321	17.9	2,563	8.5
Finance costs	24	0.0	30	0.1	47	0.1	88	0.2	77	0.2	53	0.2
Profit before taxation	9,128	13.3	2,590	4.6	6,148	12.4	8,411	19.8	6,244	17.7	2,510	8.3
Taxation	3,893	5.6	2,328	4.1	3,144	6.3	2,443	5.8	1,708	4.8	1,211	4.0
Profit for the year	5,235	7.7	262	0.5	3,004	6.1	5,968	14.0	4,536	12.9	1,299	4.3

## Statement of Cash Flows

Net cash flows from operating activities	4,674	76	(62)	(1)	3,797	43	7,823	118	8,148	109	(160)	(6)
Net cash flows on investing activities	(2,368)	(38)	(2,199)	(44)	(484)	(6)	(3,436)	(52)	(957)	(13)	(1,588)	(58)
Net cash flows on financing activities	(1,160)	(19)	(1,494)	(30)	(1,140)	(13)	(5,257)	(79)	(2,460)	(33)	(1,172)	(42)
Cash and cash equivalents at the beginning of the year	5,037	81	8,792	175	6,619	76	7,489	113	2,758	37	5,678	206
Cash and cash equivalents at the end of the year	6,183	100	5,037	100	8,792	100	6,619	100	7,489	100	2,758	100

## COMMENT ON VERTICAL ANALYSIS

**Statement of Financial Position:** Equity of the Company increased both in absolute terms and as a percentage of total equity and liabilities, reaching 63.0% (2023: 49.7%), primarily driven by improved profitability during the year. Non-current liabilities increased to 6.0% (2023: 4.4%) due to higher provisions for staff retirement benefits and deferred taxation. Current liabilities decreased to 31.0% (2023: 45.9%), primarily due to the settlement of imported liability. Non-current assets increased as a percentage of total assets to 38.2% (2023: 36.8%) due to additions in operating fixed assets. Current assets remained relatively stable in absolute terms but decreased as a percentage of total assets to 61.8% (2023: 63.2%).

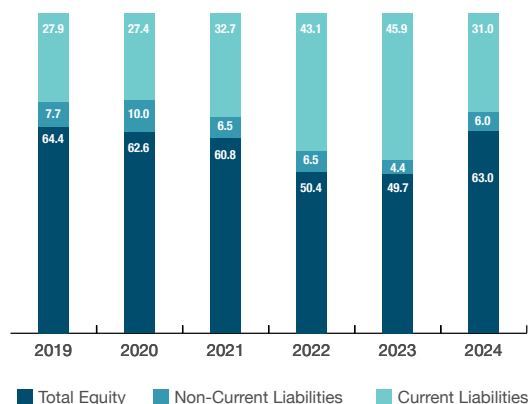
**Statement of Profit or Loss:** Gross profit margin of the Company increased to 29.0% (2023: 21.3%) due to improved favorable price adjustments, product mix and operational efficiencies. Selling and distribution expenses decreased slightly as a percentage of sales to 13.6% (2023: 14.5%) despite inflationary pressures, owing to cost optimization measures. Other charges decreased to 1.2% (2023: 3.0%) due to reduced exchange losses during the year. Net profit margin increased significantly to 7.7% (2023: 0.5%) due to higher gross profit and improved tax efficiency.

**Statement of Cash Flows:** Net cash inflow from operating activities increased during the year, reflecting higher profit before tax and improved working capital management. Net cash outflows from investing activities decreased to 38% (2023: 44%) due to lower interest income. Net cash outflows from financing activities decreased to 19% (2023: 30%) primarily due to lower dividend payments as compared to last year.

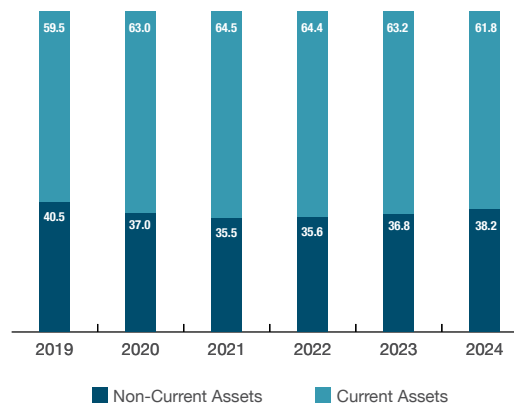


# Graphical Presentation of Vertical Analysis

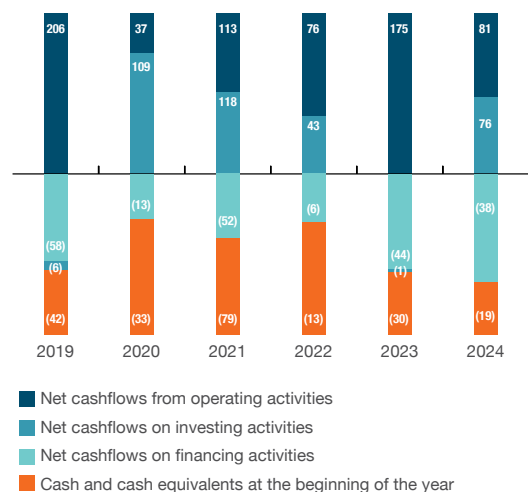
Statement of Financial Position Analysis - Equity and Liabilities  
(Percentage)



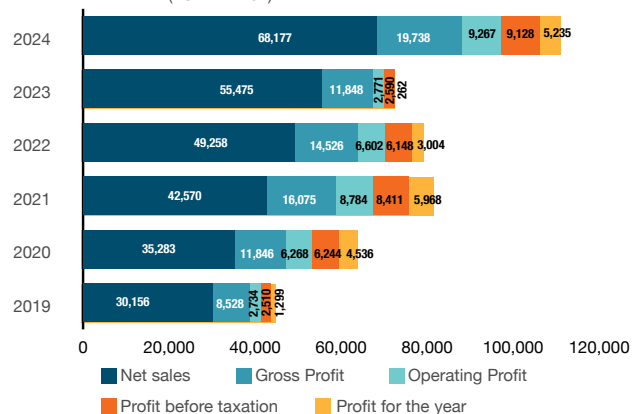
Statement of Financial Position Analysis - Assets  
(Percentage)



Statement of Cash Flows  
(Percentage)



Statement of Profit or Loss Analysis  
(Rs. in Million)



# Horizontal Analysis

December 31,		December 31,		December 31,		December 31,		December 31,		December 31,	
2024	24vs23	2023	23vs22	2022	22vs21	2021	21vs20	2020	20vs19	2019	19vs18
Rupees in Million											
PKR	%	PKR	%	PKR	%	PKR	%	PKR	%	PKR	%

## Statement of Financial Position

Total Equity	23,725	30.1	18,237	6.6	17,106	(1.4)	17,354	11.3	15,590	16.6	13,372	1.0
Non-Current Liabilities	2,266	39.8	1,621	(26.6)	2,207	18.0	1,870	(25.0)	2,492	56.4	1,593	46.8
Current Liabilities	11,660	(30.7)	16,835	15.3	14,607	56.3	9,343	36.7	6,834	18.1	5,787	(2.9)
Total Equity and Liabilities	37,651	2.6	36,693	8.2	33,920	18.7	28,567	14.7	24,916	20.1	20,752	2.3
Non-Current Assets	14,389	6.6	13,494	11.6	12,091	19.3	10,135	10.0	9,214	9.5	8,415	15.5
Current Assets	23,262	0.3	23,199	6.3	21,829	18.4	18,432	17.4	15,702	27.3	12,337	(5.1)
Total Assets	37,651	2.6	36,693	8.2	33,920	18.7	28,567	14.7	24,916	20.1	20,752	2.3

## Statement of Profit or Loss

Net sales	68,177	22.9	55,475	12.6	49,258	15.7	42,570	20.7	35,283	17.0	30,156	1.5
Cost of sales	48,439	11.0	43,658	25.7	34,732	31.1	26,495	13.0	23,437	8.4	21,628	8.6
Gross Profit	19,738	67.0	11,817	(18.6)	14,526	(9.6)	16,075	35.7	11,846	38.9	8,528	(13.0)
Selling and distribution expenses	9,302	15.7	8,040	14.2	7,038	7.1	6,569	33.1	4,936	(2.5)	5,062	12.4
Administrative expenses	1,169	12.6	1,037	17.2	886	22.7	722	12.4	642	(12.2)	732	19.8
Operating Profit	9,267	238.3	2,740	(58.5)	6,602	(24.8)	8,784	40.1	6,268	129.3	2,734	(41.7)
Other income	723	(51.6)	1,493	41.1	1,058	44.3	733	(3.7)	761	116.1	352	(23.2)
Other charges	838	(48.0)	1,613	10.1	1,465	43.9	1,018	43.7	708	35.5	523	(33.5)
	9,152	249.4	2,620	(57.7)	6,195	(27.1)	8,499	34.5	6,321	146.5	2,563	(41.2)
Finance costs	24	(20.0)	30	(36.2)	47	(46.6)	88	14.9	77	44.1	53	240.2
Profit before taxation	9,128	252.6	2,590	(57.9)	6,148	(26.9)	8,411	34.7	6,244	148.7	2,510	(42.2)
Taxation - net	3,893	67.2	2,328	(25.9)	3,144	28.7	2,443	43.0	1,708	41.1	1,211	(26.6)
Profit for the year	5,235	1,905.7	262	(91.3)	3,004	(49.6)	5,968	31.6	4,536	248.9	1,299	(51.8)

## Summary of Cash Flows Statement

Net cash inflow from operating activities	4,674	(7,638.7)	(62)	(101.6)	3,797	(51.5)	7,823	(4.0)	8,148	(5,192.5)	(160)	(105.4)
Net cash inflow / (outflow) on investing activities	(2,368)	7.7	(2,199)	354.3	(484)	(85.9)	(3,436)	259.0	(957)	(39.7)	(1,588)	(17.7)
Net cash outflow on financing activities	(1,160)	(22.4)	(1,494)	31.1	(1,140)	(78.3)	(5,257)	113.7	(2,460)	109.9	(1,172)	(70.0)
Cash and cash equivalents at the beginning of the year	5,037	(42.7)	8,792	32.8	6,619	(11.6)	7,489	171.5	2,758	(51.4)	5,678	(33.8)
Cash and cash equivalents at the end of the year	6,183	22.8	5,037	(42.7)	8,792	32.8	6,619	(11.6)	7,489	171.5	2,758	(51.4)

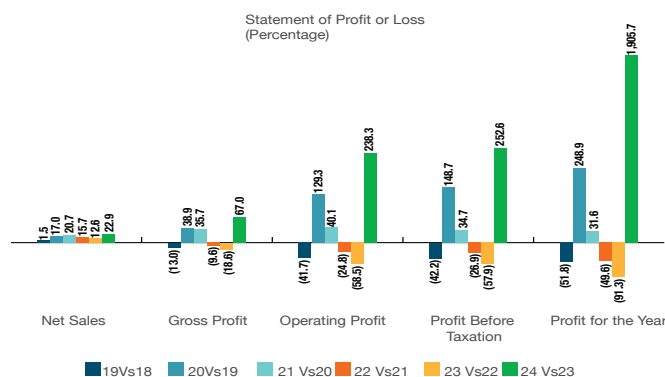
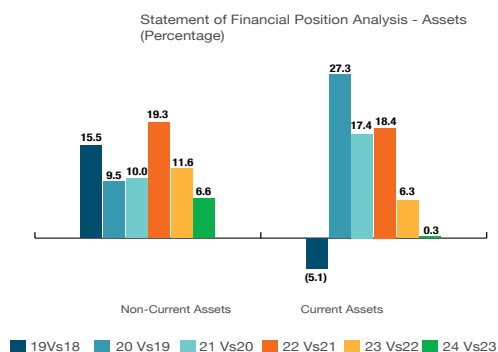
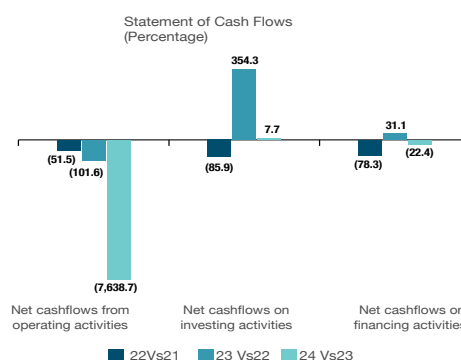
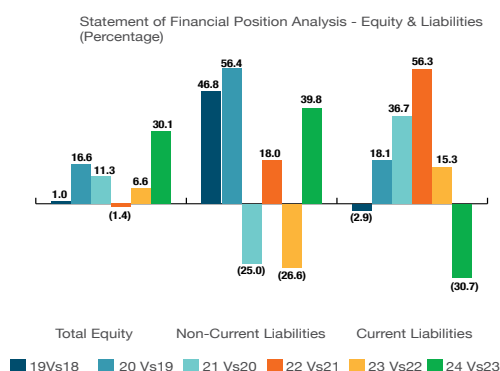
## COMMENT ON HORIZONTAL ANALYSIS

**Statement of Financial Position:** Equity increased by 30.1% primarily due to higher profit after tax and other comprehensive income for the year. Non-current liabilities increased by 39.8%, mainly due to a rise in deferred liabilities and staff retirement benefits. Conversely, current liabilities decreased by 30.7%, primarily driven by reduction in imported liabilities. Non-current assets increased by 6.6% due to capital expenditures focused on operational efficiency and equipment upgrades. Current assets remained relatively stable with a slight increase of 0.3%, mainly due to higher trade debts, aligning with increased business activity.

**Statement of Profit or Loss:** Net sales for the year grew by 22.9%, on account of favorable price adjustments and sustained performance of established brands. Cost of sales of the Company increased by 11.0%, primarily on account of increase in product costs and inflation, slightly higher volumes, fuel and power costs, repairs and maintenance and one-off impairment charge recorded during Q4-2024. Gross profit improved by 66.6%, on account of reasons mentioned above. Selling and distribution expenses rose by 15.7%, on account of inflation and increased promotional spend to generate demand. Other charges decreased by 48.0%, primarily due to lower exchange losses compared to the previous year. Other income dropped by 51.6%, mainly due to the one-off liability write-backs recorded in the prior year. Profit after tax increased significantly vs. last year on account of reasons mentioned above.

# Graphical Presentation Of Horizontal Analysis

**Statement of cashflow:** Net cash inflow from operating activities increased on account of improved profitability and better working capital management. Net cash outflow from investing activities increased by 7.7%, mainly due to lower interest income. Net cash outflow from financing activities decreased by 22.4%, primarily due to lower dividend payments as compared to last year. Overall, cash and cash equivalents at year-end increased by 22.8%, reflecting better cash generation from core operations.



# Quarterly Analysis

For the Year Ended December 31, 2024

1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Full Year
----- (Rupees '000) -----				

Net Sales	16,028,928	16,170,605	17,364,546	18,613,118	68,177,197
Cost of sales	11,578,125	12,281,355	11,603,412	12,976,597	48,439,489
Gross profit	4,450,803	3,889,250	5,761,134	5,636,521	19,737,708

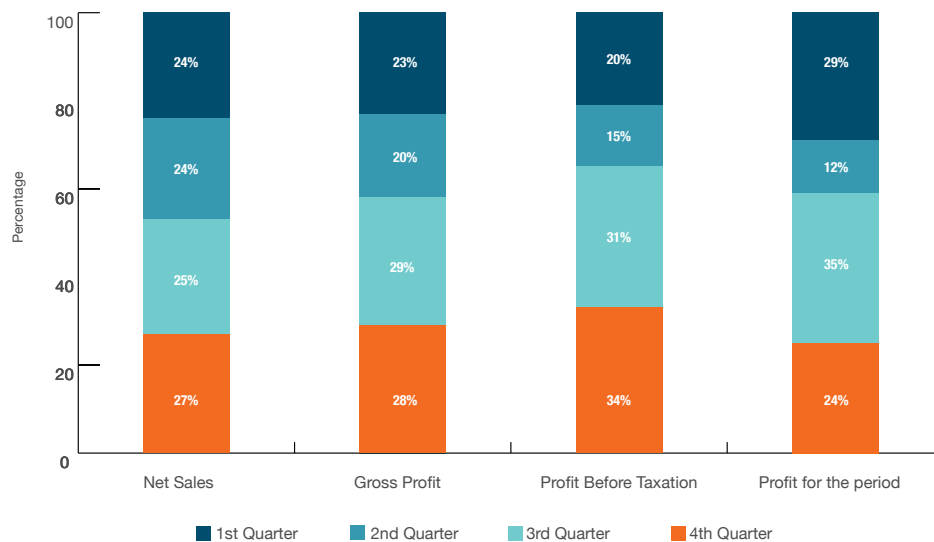
Selling and distribution expenses	2,397,568	2,317,942	2,404,851	2,181,942	9,302,303
Administrative expenses	268,735	288,168	300,482	311,748	1,169,133
Other income	255,541	202,567	83,003	182,131	723,242
Other charges	177,275	151,420	281,009	228,677	838,381
	2,588,037	2,554,963	2,903,339	2,540,236	10,586,575

	1,862,766	1,334,287	2,857,795	3,096,285	9,151,133
Finance costs	6,661	5,938	5,988	5,027	23,614

Profit before taxation	1,856,105	1,328,349	2,851,807	3,091,258	9,127,519
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Taxation	337,345	706,969	1,042,664	1,806,308	3,893,286
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Profit for the period	1,518,760	621,380	1,809,143	1,284,950	5,234,233
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# Cash Flow Statement - Direct Method

For the Year Ended December 31, 2024

2024	2023
.....(Rupees '000).....	

## CASH FLOWS FROM OPERATING ACTIVITIES

Cash receipts from customers	66,627,449	55,147,427
Cash paid to suppliers / service providers	(50,699,228)	(46,026,640)
Cash paid to employees	(6,671,064)	(5,350,880)
Payment of royalty and technical service fee	(178,798)	(196,708)
Payment to retirement funds	(458,931)	(430,327)
Income taxes paid	(3,431,236)	(2,859,400)
Payment of other statutory charges	(582,420)	(270,396)
Net Movement in Provisions	78,574	(72,599)
Long-term prepayments - net	(10,283)	(2,781)
Net cash inflow/(outflow) from operating activities	4,674,063	(62,304)

## CASH FLOWS FROM INVESTING ACTIVITIES

Additions to property, plant and equipment	(3,022,082)	(3,074,518)
Sale proceeds from disposal of property, plant and equipment	181,547	139,846
Interest income	472,177	735,631
Net cash outflow from investing activities	(2,368,358)	(2,199,041)

## CASH FLOWS FROM FINANCING ACTIVITIES

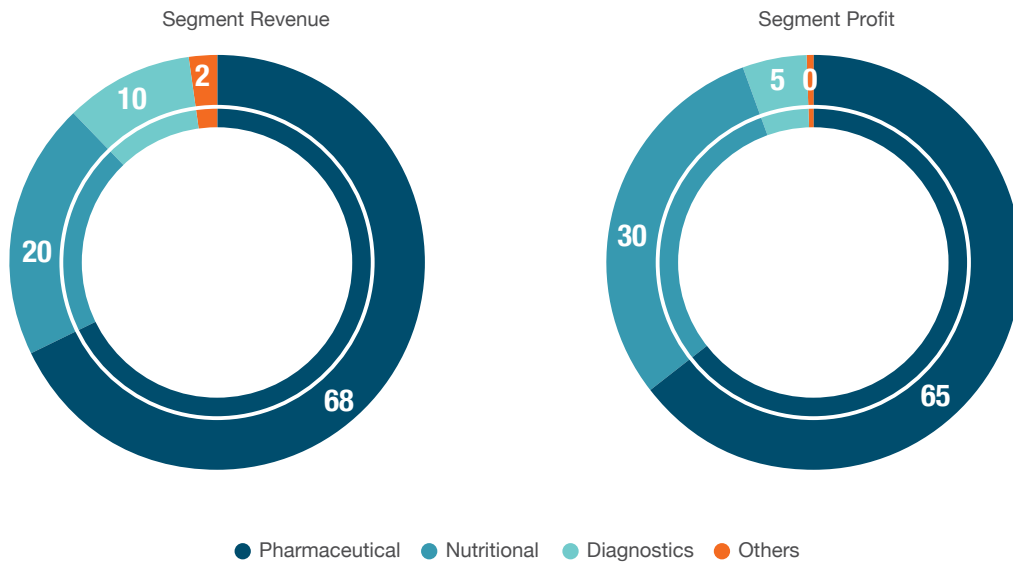
Finance cost paid	(11,875)	(8,115)
Interest portion of lease liabilities paid	(11,739)	(22,175)
Principal portion of lease liabilities paid	(105,990)	(89,069)
Dividends paid	(1,030,464)	(1,374,413)
Net cash outflow from financing activities	(1,160,068)	(1,493,772)
Net increase/(decrease) in cash and cash equivalents	1,145,637	(3,755,117)
Cash and cash equivalents at the beginning of the year	5,036,712	8,791,829
Cash and cash equivalents at the end of the year	6,182,349	5,036,712

# Segmental Review and Analysis

For the Year Ended December 31, 2024

During 2024, overall sales for the Company increased by Rs. 12,701.9 million, resulting in a 22.9% growth compared to the previous year. Gross profit margin for 2024 improved significantly to 29.0% from 21.3% in the preceding year. Profit After Tax for the year was Rs. 5,234.2 million, leading to an EPS of Rs. 53.46 per share.

The chart below shows the segment wise breakdown of the Company on the basis of revenue, segment results, segment assets and liabilities:



## PHARMACEUTICALS (EPD)

Sales of Pharmaceutical business increased by 22.1% through by a combination of volume growth of established brands and price adjustments following deregulation of non-essential drugs. Gross profit margin for the business improved to 29.3% from 21.0% driven by favorable price adjustments and product mix. Selling and Distribution expenses increased in line with sales growth. Operating margin for EPD increased to 13.2% from 4.4% due to the reasons mentioned above.

## NUTRITIONAL (ANI)

Revenue for the Nutritional business increased by 20.8% to Rs. 13,784 million in 2024, reflecting impact of price adjustments and improved volumes towards the end of the year. Gross profit margin for the segment improved substantially to 36.1% from 23.9%. Selling and Distribution expenses increased moderately by 7.8%, while the operating margin of the division improved to 20.3% from 6.1% last year.

## DAIGNOSTIC (ADD)

The Diagnostic business showed robust growth, with revenue rising by 36.9% to Rs. 6,536.6 million during 2024. This growth was driven by new customer acquisitions and improved volumes. Gross profit margin decreased to 13.5% from 15.6%, driven by higher product prices.

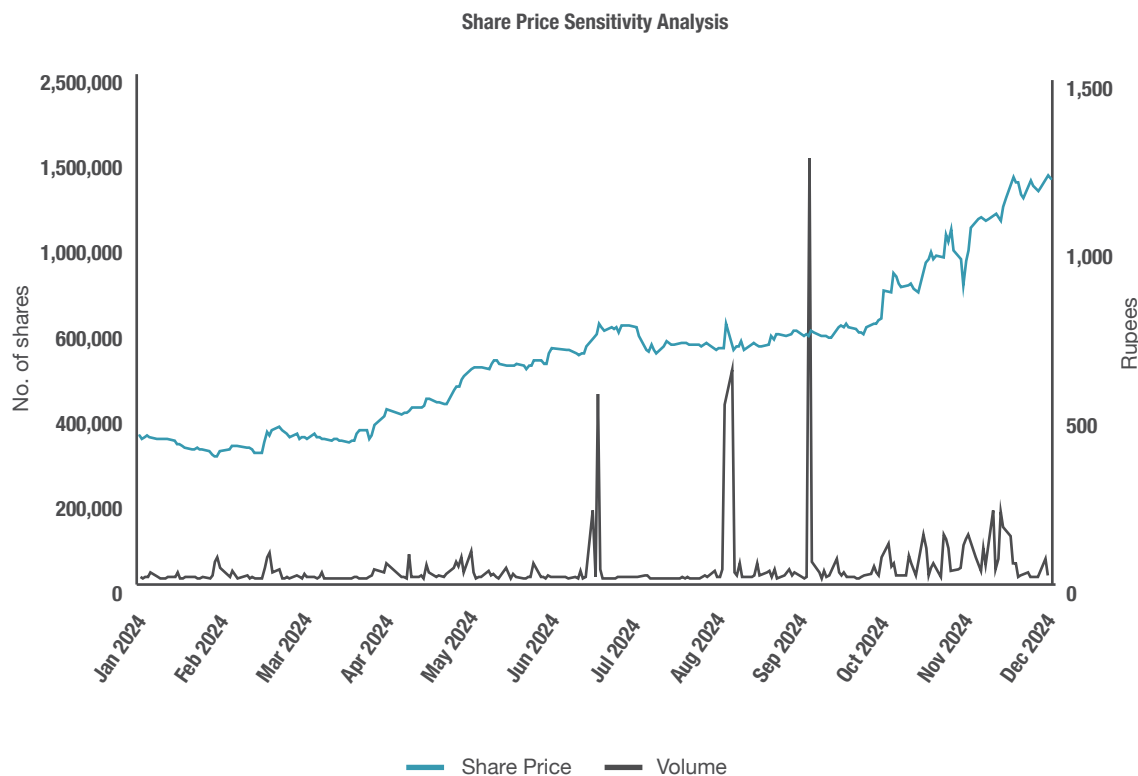
## OTHERS

Revenue for Others which consists of Diabetes Care and General Health Care representing 2.5% of total company revenue increased by Rs. 216.0 million mainly on account of improved volumes. Cumulative gross profit margin decreased to 20.4% from 28.2% driven by increase in product cost and general inflation.

Detailed segment-wise operating results are presented in Note 36 of the financial statements.

# Share Price Sensitivity Analysis

Shares of Abbott Laboratories (Pakistan) Limited are traded on Pakistan Stock Exchange (PSX) and market capitalization at the end of the day of the fiscal year was PKR 121.2 Billion. Share price in the stock market moves due to various factors such as company's performance, general market sentiments, economic events and interest rates, etc. Being a responsible and law-compliant Company, Abbott circulates price sensitive information to the Pakistan Stock Exchange (PSX) in accordance with the requirements of the PSX Rulebook in a timely manner. However, during the current year, volatility in prices of raw materials due to Rupee devaluation, coupled with political and economic uncertainty kept the equity market under pressure, which negatively impacted the share price and Abbott's share price at the year-end was Rs. 1,237.86 per share.





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## INDEPENDENT AUDITORS' REVIEW REPORT

To the members of Abbott Laboratories (Pakistan) Limited (the Company)

Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2019

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of **Abbott Laboratories (Pakistan) Limited** (the Company) for the year ended **31 December 2024** in accordance with the requirements of regulation 36 of the Regulations.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulations require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended **31 December 2024**.

**Chartered Accountants**

**Place:** Karachi

**Date:** 25 March 2025

**UDIN Number:** CR202410076tCFun0kxZ



# Statement of Compliance With Listed Companies (Code of Corporate Governance) Regulations, 2019

## Abbott Laboratories (Pakistan) Limited for the year ended 31 December 2024.

This statement is being presented to comply with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (Regulations) for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has complied with the requirements of the regulations in the following manner:

1. The total number of directors as at 31 December 2024 are 7 (seven)\*\* as per the following:
  - a. Male: 5
  - b. Female: 2
2. The composition of the Board as at 31 December 2024 is as follows:

Category	Names
Independent Directors*	Mr. Mohsin Ali Nathani
	Ms. Ayla Majid
Other Non-Executive Directors	Mr. Ehsan Ali Malik (Chairman)
	Mr. Celestino Jacinto Dos Anjos
	Mr. Muhammad Anjum Latif Rana**
Executive Directors	Syed Anis Ahmed
	Ms. Seema Khan
Female Directors	Ms. Ayla Majid
	Ms. Seema Khan

\* The fractional requirement for independent directors has not been rounded up since the Board considers that the current composition is adequate to protect the interests of the shareholders at large and minority shareholders in particular.

\*\* Mr. Muhammad Anjum Latif Rana resigned from the Board with effect from 03 February 2025.

3. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Company;
4. The Company has prepared a Code of Conduct and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures;
5. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. The Board has ensured that complete record of particulars of significant policies along with their date of approval or updating is maintained by the Company;
6. All the powers of the Board have been duly exercised and decisions on relevant matters have been taken by the Board / shareholders as empowered by the relevant provisions of the Companies Act, 2017 (the Act) and these Regulations;

7. The meetings of the Board were presided over by the Chairman. The Board has complied with the requirements of Act and the Regulations with respect to frequency, recording and circulating minutes of meeting of the Board;
8. The Board has a formal policy and transparent procedure for remuneration of directors in accordance with the Act and these Regulations;
9. All the directors have obtained certification under the Directors' Training Program (DTP), with the exception of one director who is exempted from DTP;
10. The Board has approved appointment of Chief Financial Officer, Company Secretary and Head of Internal Audit including their remuneration and terms and conditions of employment and complied with relevant requirements of the Regulations;
11. Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before approval of the Board;
12. The Board has formed committees comprising of members as at 31 December 2024 given below:

Category	Names
Audit Committee	Mr. Mohsin Ali Nathani (Chairman) Ms. Ayla Majid Mr. Muhammad Anjum Latif Rana
HR & Remuneration Committee	Mr. Mohsin Ali Nathani (Chairman) Mr. Ehsan Ali Malik Syed Anis Ahmed
Risk Management Committee	Ms. Ayla Majid (Chairperson) Mr. Muhammad Anjum Latif Rana Syed Anis Ahmed Ms. Seema Khan Mr. Celestino Jacinto Dos Anjos
Nomination Committee	Mr. Ehsan Ali Malik (Chairman) Syed Anis Ahmed Mr. Mohsin Ali Nathani

13. The terms of reference of the Audit Committee, HR & Remuneration Committee and Risk Management Committee have been formed, documented, and advised to the committee for compliance. The terms of reference of the Nomination Committee are in the process of being finalized and approved;
14. The frequency of meetings of the committees were as per following:
  - a) Audit Committee: 4 (quarterly)
  - b) HR and Remuneration Committee: 2 (half yearly)
  - c) Risk Management Committee: 2 (half yearly)
  - d) Nomination Committee: none

15. The Board has outsourced the internal audit function to BDO Ebrahim & Co., who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company;
16. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan and registered with Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan and that they and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the Chief Executive Officer, Chief Financial Officer, Head of Internal Audit, Company Secretary or Director of the Company;
17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard;
18. We confirm that all requirements of regulations 3, 6, 7, 8, 27, 32, 33 and 36 of the Regulations have been complied with;

By order of the Board



Ehsan Ali Malik  
Chairman



Syed Anis Ahmed  
Chief Executive Officer

Karachi: February 20, 2025



EY Ford Rhodes  
Chartered Accountants  
Progressive Plaza, Beaumont Road  
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Pakistan

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## INDEPENDENT AUDITORS' REPORT

To the members of Abbott Laboratories (Pakistan) Limited

### Report on the Audit of Financial Statements

#### Opinion

We have audited the annexed financial statements of **Abbott Laboratories (Pakistan) Limited** (the Company), which comprise the statement of financial position as at **31 December 2024**, and the statement of profit or loss, the statement of comprehensive income, the statement of cash flows, the statement of changes in equity for the year then ended, and notes to the financial statements, including material accounting policy information and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of cash flows and the statement of changes in equity together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 31 December 2024 and of the profit and other comprehensive loss, its cash flows and the changes in equity for the year then ended.

#### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditors' Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.





Key audit matters	How our audit addressed the key audit matters
<b>1. Revenue Recognition</b>	
<p>As described in note 1 to the financial statements, the Company generates revenue from sale of pharmaceutical, nutritional, diagnostics and other products.</p> <p>The Company generated net revenue of Rs. 68,177,197 thousand as compared to Rs. 55,475,270 thousand during the previous year, which represents an increase of approximately 23%.</p> <p>Revenue recognition is identified as a key audit matter due to significance of the amount, growth during the year and being one of the key performance indicators of the Company.</p>	<p>Our key audit procedures in this area amongst others included the following:</p> <ul style="list-style-type: none"> <li>- obtained an understanding of the Company's processes and related internal controls for revenue recognition and on a sample basis, tested the effectiveness of those controls, specifically in relation to recognition of revenue and timing thereof;</li> <li>- performed testing of sales transactions on a sample basis to ensure that the related revenues are recorded appropriately at the correct quantity and price when control of goods has been transferred to the customer;</li> <li>- performed sales cut-off procedures by agreeing sample of transactions occurred on and around the year end to the evidence of deliveries to ensure that sales are recorded in the correct accounting period; and</li> <li>- assessed the adequacy of the related disclosures in accordance with the applicable financial reporting standards.</li> </ul>
<b>2. Existence and valuation of stock-in-trade</b>	
<p>As disclosed in note 15 to the financial statements, stock-in-trade balance (net of provision for slow moving, obsolete and damaged items) amounting to Rs. 10,694,515 thousand represents approximately 28% of total assets of the Company which is held at various locations.</p> <p>Stock in trade is valued at the lower of cost and net realizable value. The net realizable value of stock-in-trade is determined keeping in view the selling price in the ordinary course of business less the costs of completion and the costs necessary to make the sale which is based on management estimates. This, in combination with the significant share of stock-in-trade as part of total assets, made us identify the existence and valuation of inventories as a key audit matter.</p>	<p>Our key audit procedures in this area amongst others included the following:</p> <ul style="list-style-type: none"> <li>- obtained an understanding of management's internal controls over the existence and valuation of stock-in-trade and on a sample basis, tested the effectiveness of controls relevant to such process;</li> <li>- observed physical counts performed by the management for raw and packing materials and finished products held at various locations;</li> <li>- checked that the stock-in-trade is recorded at the lower of cost and net realizable value by testing a sample of items to the subsequent prices after adjusting estimated costs of completion and the costs necessary to make the sale; and</li> <li>- assessed the adequacy of the related disclosures in accordance with the applicable financial reporting standards.</li> </ul>



### Information Other than the Financial Statements and Auditors' Report Thereon

Management is responsible for the other information. The other information comprises the information included in the Annual Report but does not include the financial statements and our auditors' report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

### Auditors' Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditors' report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.



- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditors' report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditors' report. However, future events or conditions may cause the Company to cease to continue as a going concern.

Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the Board of Directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the Board of Directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditors' report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.



### Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss, the statement of comprehensive income, the statement of cash flows and the statement of changes in equity together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) no zakat was deducted at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

The engagement partner on the audit resulting in this independent auditors' report is Shaikh Ahmed Salman.

**Chartered Accountants**

**Place:** Karachi

**Date:** 25 March 2025

**UDIN Number:** AR2024100765JaSkd4pV



# STATEMENT OF FINANCIAL POSITION

AS AT DECEMBER 31, 2024

	Note	2024 ------(Rupees '000)-----	2023 ------(Rupees '000)-----
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised capital	3	<u>2,000,000</u>	<u>2,000,000</u>
Issued, subscribed and paid-up capital	4	979,003	979,003
Reserves - capital		1,750,481	1,437,162
- revenue		20,995,152	15,821,181
<b>Total Equity</b>		<u>23,724,636</u>	<u>18,237,346</u>
<b>NON-CURRENT LIABILITIES</b>			
Deferred taxation - net	5	1,052,587	519,569
Staff retirement benefits	6	1,184,179	1,049,089
Lease liabilities	7	29,545	52,228
<b>Total Non-Current Liabilities</b>		<u>2,266,311</u>	<u>1,620,886</u>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	8	10,951,662	15,091,467
Unclaimed dividends		63,715	64,676
Unpaid dividends		-	1,029,503
Current maturity of lease liabilities	7	22,683	105,990
Provisions	9	622,151	543,577
<b>Total Current Liabilities</b>		<u>11,660,211</u>	<u>16,835,213</u>
<b>CONTINGENCIES AND COMMITMENTS</b>			
	10		
<b>TOTAL EQUITY AND LIABILITIES</b>		<u>37,651,158</u>	<u>36,693,445</u>

		2024	2023
	Note	------(Rupees '000)-----	
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	11	14,252,797	13,375,186
Intangible assets	12	1,250	12,678
Long-term loans and advances	13	114,226	95,423
Long-term deposits		7,513	7,513
Long-term prepayments		13,710	3,427
<b>Total Non-Current Assets</b>		<b>14,389,496</b>	<b>13,494,227</b>
<b>CURRENT ASSETS</b>			
Stores and spares	14	529,619	462,670
Stock-in-trade	15	10,694,515	12,826,865
Trade debts	16	2,982,679	1,649,512
Loans and advances	17	938,021	472,735
Trade deposits and short-term prepayments	18	283,813	320,399
Other receivables	19	1,182,530	2,044,254
Taxation - net		468,136	386,071
Cash and cash equivalents	20	6,182,349	5,036,712
<b>Total Current Assets</b>		<b>23,261,662</b>	<b>23,199,218</b>
<b>TOTAL ASSETS</b>		<b>37,651,158</b>	<b>36,693,445</b>

The annexed notes 1 to 43 form an integral part of these financial statements.



Chief Executive



Director



Chief Financial Officer

# STATEMENT OF PROFIT OR LOSS

FOR THE YEAR ENDED DECEMBER 31, 2024

		2024	2023
	Note	------(Rupees '000)-----	(Restated)
Sales - net	21	68,177,197	55,475,270
Cost of sales	22	(48,439,489)	(43,657,775)
Gross profit		19,737,708	11,817,495
Selling and distribution expenses	23	(9,302,303)	(8,039,831)
Administrative expenses	24	(1,169,133)	(1,037,593)
Other charges	25	(838,381)	(1,613,345)
Other income	26	723,242	1,493,286
		(10,586,575)	(9,197,483)
Finance costs	27	9,151,133	2,620,012
		(23,614)	(30,290)
Profit before minimum tax differential, final taxes and income tax		9,127,519	2,589,722
Minimum tax differential		(105,530)	(525,397)
Final taxes		-	(22,505)
Profit before income tax		9,021,989	2,041,820
Income tax	28	(3,787,756)	(1,780,043)
Profit for the year		5,234,233	261,777
Earnings per share - basic and diluted	29	53.46	2.67

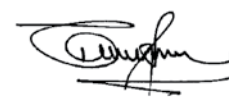
The annexed notes 1 to 43 form an integral part of these financial statements.



Chief Executive



Director



Chief Financial Officer

# STATEMENT OF COMPREHENSIVE INCOME

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ------(Rupees '000)-----	2023
Profit for the year		5,234,233	261,777
Other comprehensive income for the year			
Items that will not be reclassified subsequently to the statement of profit or loss:			
- Actuarial (loss) / gain on staff retirement benefits	6.8	(71,359)	680,134
- Tax on actuarial loss / (gain)		11,097	(189,117)
Other comprehensive (loss) / income - net of tax		(60,262)	491,017
Total comprehensive income for the year		<u>5,173,971</u>	<u>752,794</u>

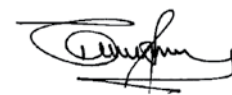
The annexed notes 1 to 43 form an integral part of these financial statements.



Chief Executive



Director



Chief Financial Officer



# STATEMENT OF CASH FLOWS

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ------(Rupees '000)-----	2023
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	30	8,356,459	3,176,942
Income tax paid		(3,325,706)	(2,311,498)
Minimum tax differential paid		(105,530)	(525,397)
Final taxes paid		-	(22,505)
Long-term loans and advances - net		(18,803)	(28,914)
Long-term prepayments - net		(10,283)	(2,781)
Contributions to staff retirement benefit funds	6.7	(300,648)	(275,552)
Net movement in provisions		78,574	(72,599)
Net cash generated from / (used in) operating activities		4,674,063	(62,304)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Additions to property, plant and equipment	11.5	(3,022,082)	(3,074,518)
Sale proceeds from disposal of operating fixed assets		181,547	139,846
Interest income		472,177	735,631
Net cash used in investing activities		(2,368,358)	(2,199,041)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Bank charges paid	27	(11,875)	(8,115)
Interest portion of lease liabilities paid	7.1	(11,739)	(22,175)
Principal portion of lease liabilities paid		(105,990)	(89,069)
Dividends paid	31	(1,030,464)	(1,374,413)
Net cash used in financing activities		(1,160,068)	(1,493,772)
Net increase / (decrease) in cash and cash equivalents		1,145,637	(3,755,117)
Cash and cash equivalents at the beginning of the year		5,036,712	8,791,829
Cash and cash equivalents at the end of the year	20	6,182,349	5,036,712

The annexed notes 1 to 43 form an integral part of these financial statements.



Chief Executive



Director



Chief Financial Officer

# STATEMENT OF CHANGES IN EQUITY

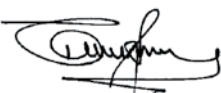
FOR THE YEAR ENDED DECEMBER 31, 2024

	Issued, subscribed and paid-up capital	Reserves					Total equity
		Capital reserves		Revenue reserves		Total	
		Reserve arising on merger	Share based compensation reserve	General reserve	Un-appropriated profit		
----- (Rupees '000) -----							
Balance as at January 01, 2023	979,003	46,097	1,012,542	5,338,422	9,729,965	16,127,026	17,106,029
Employee benefit cost under IFRS 2 - 'Share-based payments'	-	-	378,523	-	-	378,523	378,523
Total comprehensive income for the year ended							
December 31, 2023							
Profit for the year	-	-	-	-	261,777	261,777	261,777
Other comprehensive income for the year - net of tax	-	-	-	-	491,017	491,017	491,017
Total comprehensive income for the year	-	-	-	-	752,794	752,794	752,794
Balance as at December 31, 2023	979,003	46,097	1,391,065	5,338,422	10,482,759	17,258,343	18,237,346
Balance as at January 01, 2024	979,003	46,097	1,391,065	5,338,422	10,482,759	17,258,343	18,237,346
Employee benefit cost under IFRS 2 - 'Share-based payments'	-	-	313,319	-	-	313,319	313,319
Total comprehensive income for the year ended							
December 31, 2024							
Profit for the year	-	-	-	-	5,234,233	5,234,233	5,234,233
Other comprehensive loss for the year - net of tax	-	-	-	-	(60,262)	(60,262)	(60,262)
Total comprehensive income for the year	-	-	-	-	5,173,971	5,173,971	5,173,971
Balance as at December 31, 2024	979,003	46,097	1,704,384	5,338,422	15,656,730	22,745,633	23,724,636

The annexed notes 1 to 43 form an integral part of these financial statements.

  
 Chief Executive

  
 Director

  
 Chief Financial Officer

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 1. THE COMPANY AND ITS OPERATIONS

Abbott Laboratories (Pakistan) Limited (the Company) is a public limited company incorporated in Pakistan on July 02, 1948, under the repealed Companies Act, 1913 (now Companies Act, 2017), and its shares are quoted on the Pakistan Stock Exchange Limited. The address of its registered office is Plot No. 258 & 324, opposite Radio Pakistan Transmission Centre, Hyderabad Road, Landhi, Karachi. The Company is principally engaged in the manufacture, import and marketing of branded generic pharmaceutical, nutritional, diagnostic, diabetes care, molecular devices, hospital and consumer products.

The geographical location and addresses of all business units of the Company are as follows:

Business Unit	Address
- Registered office / Manufacturing facility	Plot No. 258 & 324, opposite Radio Pakistan Transmission Centre, Hyderabad Road, Landhi, Karachi.
- Manufacturing facility	Plot No. 13, Sector 20, Korangi Industrial Area, Karachi.
- City office	8th Floor, Faysal House, ST-02, Shahrah-e-Faisal, Karachi.
- Sales office Peshawar	House No. 25/III/B, Jamrud Lane, University Town, Peshawar.
- Sales office Lahore	House No. 187, Aurangzeb Block, Near Garden Town, Lahore.
- Warehouse Islamabad	Plot No. 136, Street No. 9, Sector 1-10/3, Industrial Area, Islamabad 44800.
- Warehouse Lahore	16 KM Shahpur Kanjran, Multan Road, Lahore.
- Warehouse Multan	Hasanabad gate No. 2, near Pak Arab Fertilizers, Khanewal Road, Multan 60650.

## 2. BASIS OF PREPARATION

### 2.1 Statement of compliance

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017, provisions of and directives issued under the Companies Act, 2017. In case requirements differ, the provisions or directives of the Companies Act, 2017, shall prevail.

#### 2.1.1 Accounting convention

These financial statements have been prepared under the historical cost convention except as otherwise disclosed in the accounting policies below.

#### 2.1.2 Adoption of amendments to approved accounting standards and application guidance effective during the year

The accounting policies adopted in the preparation of these financial statements are consistent with those of the previous financial year, except as described below:

### **IAS 1 Classification of Liabilities as Current or Non-current and Non-current Liabilities with Covenants - Amendments to IAS 1**

The amendments to IAS 1 specify the requirements for classifying liabilities as current or non-current. The amendments clarify what is meant by a right to defer settlement and that a right to defer settlement must exist at the end of the reporting period. The amendments further clarify that classification is unaffected by the likelihood that an entity will exercise its deferral right and that only if an embedded derivative in a convertible liability is itself an equity instrument would the terms of a liability not impact its classification. Also it has been clarified that an entity is required to disclose when a liability arising from a loan agreement is classified as non-current and the entity's right to defer settlement is contingent on compliance with future covenants within twelve months.

The amendments had no impact on the Company's financial statements.

### **IAS 7 and IFRS 7 Disclosures: Supplier Finance Arrangements - Amendments to IAS 7 and IFRS 7**

The amendments to IAS 7 and IFRS 7 clarify the characteristics of supplier finance arrangements and require additional disclosure of such arrangements. The disclosure requirements in the amendments are intended to assist users of financial statements in understanding the effects of supplier finance arrangements on an entity's liabilities, cash flows and exposure to liquidity risk.

The amendments had no impact on the Company's financial statements.

### **IFRS 16 Lease Liability in a Sale and Leaseback - Amendments to IFRS 16**

The amendments to IFRS 16 specify the requirements that a seller-lessee uses in measuring the lease liability arising in a sale and leaseback transaction, to ensure the seller-lessee does not recognise any amount of the gain or loss that relates to the right of use it retains.

The amendments had no impact on the Company's financial statements.

### **IAS 12 International Tax Reform - Pillar Two Model Rules (Amendments)**

The amendments clarify that IAS 12 applies to income taxes arising from tax law enacted or substantively enacted to implement the Pillar Two model rules published by the Organization for Economic Cooperation and Development, including tax law that implements qualified domestic minimum top-up taxes. The amendments introduce:

- A mandatory temporary exception to the recognition and disclosure of deferred taxes arising from the jurisdictional implementation of the Pillar Two model rules; and
- Disclosure requirements for affected entities to help users of the financial statements better understand an entity's exposure to Pillar Two income taxes arising from that legislation, particularly before its effective date.

The mandatory temporary exception – the use of which is required to be disclosed – applies immediately. The remaining disclosure requirements apply for annual reporting periods beginning on or after 1 January 2023, but not for any interim periods ending on or before 31 December 2023.

The amendments had no impact on the Company's financial statements.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## IAS 12 Application Guidance issued by Institute of Chartered Accountants of Pakistan

On May 15, 2024, the Institute of Chartered Accountants of Pakistan (ICAP) issued a circular titled 'IAS 12 Application Guidance on Accounting for Minimum Taxes and Final Taxes.' Pursuant to the release of the circular, the Company has changed the presentation for minimum taxes and final taxes.

The change has been applied retrospectively resulting in minimum tax differential and final taxes amounting to Rs. 525.397 million and Rs. 22.505 million respectively being presented as separate line items in the statement of profit or loss. However, this retrospective application has not affected any component of equity for the prior period presented in these financial statements.

### 2.1.3 Standards, annual improvements and amendments to approved accounting standards that are not yet effective

The following standards, annual improvements and amendments to approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standards, amendments or improvements:

Amendments		Effective date (annual periods beginning on or after)
IAS 21	Lack of exchangeability - Amendments to IAS 21	January 01, 2025
IFRS 17	Insurance Contracts	January 01, 2026
IFRS 7 / IFRS 9	Classification and Measurement of Financial Instruments - Amendments to IFRS 9 and IFRS 7	January 01, 2026
	Annual Improvements to IFRS Accounting Standards - Volume 11	January 01, 2026
IFRS 7 / IFRS 9	Power Purchase Agreements - Amendments to IFRS 9 and IFRS 7	January 01, 2026
IFRS 18	IFRS 18 - Presentation and Disclosure in Financial Statements	January 01, 2027
IFRS 19	IFRS 19 - Subsidiaries without Public Accountability: Disclosures	January 01, 2027
IFRS 10 / IAS 28	Sale or Contribution of Assets between an Investor and its Associate or Joint Venture - Amendment to IFRS 10 and IAS 28	Not yet finalised

Further, following new standards have been issued by IASB which are yet to be notified by the SECP for the purpose of applicability in Pakistan:



Standard	IASB effective date (annual periods beginning on or after)
IFRS 1 First-time Adoption of International Financial Reporting Standards	July 01, 2009

The Company expects that above standards, annual improvements and amendments to the approved accounting standards will not have any material impact on the Company's financial statements in the period of initial application.

#### 2.1.4 Significant accounting estimates and judgements

The preparation of the financial statements in conformity with the approved accounting standards, as applicable in Pakistan, requires management to make judgements and estimates that affect the application of policies and the reported amount of assets, liabilities, income, expenses and accompanying disclosures.

The judgements and estimates are based on historical experience and various other factors that are believed to be reasonable under the circumstances and are reviewed on an ongoing basis. Uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of assets or liabilities affected in future periods. Revisions to accounting estimates are accounted for prospectively.

##### 2.1.4.1 Estimates and assumptions

The key assumptions concerning the future and other key sources of estimation uncertainty at the reporting date, that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities within the next financial year, are described below.

##### i) Useful lives and residual values of items of property, plant and equipment

The Company reviews appropriateness of the rate of depreciation, useful life and residual value used in the calculation of depreciation. In making these estimates, Company uses the technical resources available with the Company. Any change in the estimates in the future might affect the carrying amount of respective item of property, plant and equipment, with corresponding effects on the depreciation charge.

##### ii) Impairment of property, plant and equipment

An estimate of the recoverable amount of assets is made for possible impairment as and when required. The estimation of fair value less costs of disposal is based on observable market prices less incremental costs of disposing of the asset. The estimate of value-in-use is based on a discounted cashflow model. The recoverable amount is sensitive to cashflow assumptions.

##### iii) Estimate of net realisable value of stock-in-trade

The Company reviews the net realisable value based on estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale of stock-in-trade to assess any diminution in their carrying values.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## iv) Provision for slow moving and obsolete stock-in-trade and stores and spares

The Company reviews the stock-in-trade and stores and spares for identification of obsolescence. Provision is made in the financial statements for obsolete and slow moving items based on their usability estimated through aging analysis in accordance with the Company's policy.

## v) Allowance for expected credit losses

The Company recognises an allowance for Expected Credit Losses (ECL) for all debt instruments not held at fair value through profit or loss. The assessment of the correlation between historical observed default rates, forecast economic conditions and ECL is a significant estimate. The amount of ECL is sensitive to changes in circumstances and of forecast economic conditions. The Company's historical credit loss experience and forecast of economic conditions may also not be representative of customer's actual default in the future.

## vi) Staff retirement benefits

The cost under the retirement benefit plans and the present value of the obligations are determined using actuarial valuations. An actuarial valuation involves making various assumptions that may differ from actual developments in the future. These include the determination of the discount rate, future salary increases, mortality rates and future pension increases. Due to the complexities involved in the valuation and its long-term nature, a defined benefit obligation is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

## vii) Employees' compensated absences

The Company accounts for the liability in respect of employees' compensated absences based on actuarial valuations. An actuarial valuation involves making various assumptions that may differ from actual developments in the future. These include the determination of the discount rate, future salary increases and mortality rates. Due to the complexities involved in the valuation and its long-term nature, the provision for employees' compensated absences is highly sensitive to changes in these assumptions. All assumptions are reviewed at each reporting date.

## viii) Taxation

The Company takes into account current income tax laws and decisions taken by the appellate authorities in determination of its tax expenses and assets and liabilities arising therefrom. The charge of income tax expense is based on estimates and therefore, the expense recognised in the financial statements may differ from expense subsequently filed to the tax authorities due to adjustments to the estimates.

The management considers tax consequences that would follow from the manner in which the entity expects, at the end of the reporting period, to recover or settle the carrying amount of its assets and liabilities. Deferred tax is calculated at the tax rates that are expected to apply to the period when the differences reverse, based on tax rates that have been enacted or substantively enacted by the statement of financial position date.

## ix) Refund liabilities

The Company measures its refund liability at the amount the Company ultimately expects it will have to return to the customer. The actual refunds may vary from the expense recorded in the financial statement. The Company update its estimates of refund liabilities at the end of each reporting period.

#### 2.1.4.2 Judgements

In the process of applying the Company's accounting policies, management has made the following judgement, which have the most significant effect on the amounts recognised in the financial statements.

##### i) Contingencies

The assessment of the contingencies inherently involves the exercise of significant judgement as the outcome of the future events cannot be predicted with certainty. Contingent liabilities may develop in a way not initially expected. Therefore, they are assessed continually to determine whether an outflow of resources embodying economic benefits has become probable.

#### 2.1.5 Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the Company operates (the "functional currency"). The financial statements are presented in Pakistani Rupees, which is also the Company's functional currency.

### 2.2 MATERIAL ACCOUNTING POLICY INFORMATION

The material accounting policies applied in the preparation of these financial statements are set out below. These policies have been applied consistently for all periods presented, unless otherwise stated.

#### 2.2.1 Property, plant and equipment

##### Operating fixed assets

These are stated at cost less accumulated depreciation / amortisation and impairment loss, if any, except freehold land, which is stated at cost less accumulated impairment losses, if any. When parts of an item of property, plant and equipment have different useful lives, they are accounted for as separate items (major components) of property, plant and equipment.

##### Right-of-use assets

The Company recognises a right-of-use asset at the commencement date of the lease. Right-of-use assets are measured at cost less any accumulated depreciation and impairment losses and adjusted for any remeasurement of lease liabilities.

##### Depreciation

Operating fixed assets are depreciated on a straight-line basis at the rates given in note 11.1 to these financial statements, while right-of-use assets are depreciated on a straight-line basis over the lease term. Depreciation expense is charged to the statement of profit or loss.

##### Gains or losses on disposal of operating fixed assets

Gains or losses on disposal of operating fixed assets are taken to the statement of profit or loss in the period in which they arise.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## Subsequent costs

Maintenance and normal repairs are charged to the statement of profit or loss as and when incurred. Major renewals and improvements which increase the assets' remaining useful economic life or the performance beyond the current estimated levels are capitalized and the assets so replaced, if any, are retired.

## Capital work-in-progress

This is stated at cost less impairment loss, if any, and consists of expenditure incurred and advances made in the course of construction and installation. These are transferred to specific assets as and when the assets are available for use.

## Impairment

The carrying amount of non-financial assets are assessed at each reporting date to ascertain whether there is any indication of impairment or not. If any such indication exists then the asset's recoverable amount is estimated. An impairment loss is recognised, as an expense in the statement of profit or loss, for the amount by which the asset's carrying amount exceeds its recoverable amount.

### 2.2.2 Stores and spares

These are valued at lower of cost determined on weighted average basis and net realisable value. Cost in relation to items in transit comprises of invoice value and other charges incurred thereon upto the statement of financial position date. Provision is made in the financial statements for obsolete and slow moving items based on estimates regarding their usability.

### 2.2.3 Stock-in-trade

Stock of raw and packing materials and finished goods are valued at the lower of cost, calculated on first-in-first-out basis, and net realisable value. Cost in relation to work-in-process and finished goods represents direct cost of materials, direct wages and an appropriate portion of production overheads. Cost in relation to items in transit represents invoice value and other charges incurred thereon upto the statement of financial position date.

Net realisable value signifies the estimated selling price in the ordinary course of business, less estimated costs of completion and estimated costs necessary to make the sale. Provision is also made in the financial statements for obsolete and slow moving items based on estimates.

Inventory is considered as sample inventory when it is labelled as a sample. The cost of sample inventory is charged to statement of profit or loss.

### 2.2.4 Financial instruments

#### Financial assets

Financial assets are classified at initial recognition and subsequently measured at amortised cost, Fair Value through Other Comprehensive Income (FVOCI) or Fair Value through Profit or Loss (FVPL)

Financial assets at amortised cost are subsequently measured using the Effective Interest Rate (EIR) method and are subject to impairment. Gains and losses are recognised in the statement of profit or loss when the asset is derecognised, modified or impaired.

A financial asset is primarily derecognised when the right to receive cash flows from the asset has expired.

#### Impairment of financial assets

For trade debts, the Company applies a simplified approach, where applicable, in calculating the ECL. Therefore, the Company does not track changes in credit risk and instead recognises a loss allowance based on lifetime ECL at each reporting date. The Company has established a provision matrix for large portfolio of customers having similar characteristics and default rates based on the credit rating of customers from whom receivables are due that is based on the Company's historical credit loss experience, adjusted for forward-looking factors (i.e., gross domestic product and consumer price index) specific to the debtors and the economic environment. At every reporting date, the historical observed default rates are updated and changes in the forward-looking estimates are analysed.

For other financial assets, the Company recognises allowance for ECL to the extent it is unlikely to receive the contractual amounts in full, based on various factors including Company's past experience and economic environment.

The Company considers a financial asset to be at a risk of default when contractual payments are 90 days past due, or in certain cases, 360 days past due, unless there are factors that might indicate otherwise. A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

#### Financial liabilities

All financial liabilities are recognised initially at fair value and subsequently carried at amortized cost.

Gains or losses on financial liabilities are recognised in the statement of profit or loss when the liability is derecognised or modified.

A financial liability is derecognised when the obligation under the liability is discharged, cancelled or expired.

### 2.2.5 Cash and cash equivalents

For the purpose of the statement of cash flows, cash and cash equivalents comprise of cash in hand, balances held with banks and term deposit receipts having maturity less than 3 months that are subject to an insignificant risk of changes in value.

### 2.2.6 Staff retirement benefits

#### Defined benefit plans - Pension and gratuity schemes

The Company operates separate approved funded gratuity scheme and approved funded pension scheme covering all its permanent employees who have completed minimum qualifying period of service. The pension scheme covers employees who joined on or before September 30, 2019, while the gratuity scheme covers permanent employees who joined thereafter. The Company's obligation under the schemes is determined through actuarial valuations carried out using the projected unit credit method.

Remeasurements, comprising of actuarial gains and losses arising from experience adjustments and changes in actuarial assumptions, are recognised directly in equity through other comprehensive income in the period in which they arise. Remeasurements are not reclassified to profit or loss in subsequent periods. The Company recognises service costs and net interest expense or income in the statement of profit or loss.



# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## Defined contribution plan - Provident fund

The Company operates a recognised provident fund for all permanent employees who have completed minimum qualifying period of service. Equal monthly contributions are made by the Company and its employees at the rate of 10% of basic salary. The contribution of the Company is charged to the statement of profit or loss as and when incurred.

## Other long-term employee benefits

The Company accounts for the liability in respect of employees' compensated absences in the year in which these are earned. Provisions to cover the obligations are made in the financial statements on the basis of actuarial valuation carried out using the projected unit credit method. The remeasurement of employees' compensated absences are charged to statement of profit or loss. The most recent actuarial valuation was carried out as at December 31, 2024.

### 2.2.7 Lease liabilities

At the commencement date of the lease, the Company recognises lease liabilities measured at the present value of lease payments to be made over the lease term. In calculating the present value of lease payments at the lease commencement date, the Company uses its Incremental Borrowing Rate (IBR) since the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease.

### 2.2.8 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and the amount can be reliably estimated. Provisions are reviewed at each statement of financial position date to reflect the current best estimate.

### 2.2.9 Revenue from contract with customers

Revenue is recognised at amounts that reflect the consideration that the Company expects to be entitled to in exchange for transferring goods to a customer. Revenue is measured at the fair value of the consideration received or receivable.

The Company recognises revenue when performance obligation is fulfilled at a point in time when control of goods has been transferred to a customer. Control, depending on contractual terms, is generally considered to be transferred when the product is delivered to the customer in case of local sales and issuance of the bill of lading in case of exports.

A contract liability is recognised if a payment is received from a customer before the Company transfers the related goods. Contract liabilities are recognised as revenue when the Company transfers control of the related goods to the customer.

The Company considers whether there are other promises in the contract that are separate performance obligations to which a portion of the transaction price needs to be allocated. In determining the transaction price for the sale of goods, the Company considers the effects of variable consideration, the existence of significant financing components, non-cash consideration, and consideration payable to the customer (if any).

For goods that are expected to be returned, the Company recognises a refund liability and a corresponding adjustment in net revenue at the amount that the Company expects that it will have to ultimately return to the customer. Returns comprise of expired or near to expiry products which are of nil value by the time of return. The Company also offers additional discounts to certain distributors who pass the same to their customers and accordingly, a refund liability is recognised. The Company uses historical, current and forecast information that is reasonably available to the Company in estimating the amount of refund liabilities..

## 2.2.10 Taxation

### Final taxes

Taxes imposed on incomes subject to Final Tax Regime in accordance with Income Tax Ordinance, 2001, are classified as final taxes representing levy in terms of requirements of IFRIC 21/IAS 37. The charge for final taxes also includes charge for super tax imposed by the incumbent government.

### Minimum tax differential

The Company designates the amount calculated on taxable income subject to Minimum Tax Regime using the notified tax rate and recognises it as current income tax expense. Any excess over the amount designated as income tax, is then classified as minimum tax differential representing levy in terms of requirements of IFRIC 21/IAS 37.

### Income tax

#### Current

Provision for current taxation is based on taxable income at the applicable tax rates after taking into account tax credits available, if any, on the basis of the tax laws enacted or substantively enacted at the statement of financial position date. The charge for income tax includes adjustments to charge for prior year and super tax imposed by the incumbent government.

#### Deferred

Deferred tax is provided using the liability method on temporary differences between the tax bases of assets and liabilities and their carrying amounts for financial reporting purposes at the reporting date. Deferred tax liabilities are recognized for all taxable temporary differences and deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that future taxable profits will be available against which these can be utilised.

## 2.2.11 Share-based compensation

The charge in relation to shares awarded to eligible employees under 'Employee Restricted Stock Units (RSUs) Plan' and 'Employee Stock Purchase Plan (ESPP)' is recognized in the statement of profit or loss and a corresponding reserve is created to reflect the equity component.

## 2.2.12 Segment reporting

Segment reporting is based on the operating (business) segments of the Company. An operating segment is an identifiable component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to transactions with any of the Company's other components and for which discrete financial information is available. An operating segment's operating results are reviewed regularly by the Chief Executive Officer (CEO) to make decisions about resources to be

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

allocated to the segment and assess its performance. The Company reports segment information separately that meets the quantitative thresholds as defined under IFRS 8, i.e. 10 percent or more of the combined revenue, profit or loss or assets.

Segment results that are reported to the CEO include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Unallocated items comprise mainly of corporate assets, income tax assets / liabilities and related income and expenditure. Segment capital expenditure is the total cost incurred during the year to acquire property, plant and equipment.

The business segments are engaged in providing products which are subject to risks and rewards, which differ from the risk and rewards of other segments. Segments reported are as follows:

## Pharmaceutical

This segment is engaged in the manufacture, import and marketing of branded generic pharmaceutical products registered with the Drug Regulatory Authority of Pakistan.

## Nutritional

This segment is engaged in the import and marketing of nutritional products.

## Diagnostics

This segment is engaged in the import and marketing of diagnostic equipment, molecular devices, and their testing kits.

## Others

This segment represents the import and marketing of diabetes care products and manufacturing and marketing of general healthcare products.

### 2.2.13 Contingent liabilities

The Company discloses a contingent liability when:

- there is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company; or
- there is a present obligation that arises from past events but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

### 2.2.14 Foreign currency transactions and translations

Transactions denominated in foreign currencies are recorded in Pakistani Rupees at the foreign currency rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into Pakistani Rupees at the rates of exchange approximating those at the statement of financial position date. Exchange differences are taken to the statement of profit or loss.

## 3. AUTHORISED CAPITAL

2024	2023		2024	2023
----- (Number of shares) -----			..... (Rupees '000) .....	
<u>200,000,000</u>	<u>200,000,000</u>	Ordinary shares of Rs. 10 each	<u>2,000,000</u>	<u>2,000,000</u>

## 4. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

2024	2023		2024	2023
----- (Number of shares) -----			..... (Rupees '000) .....	
5,832,196	5,832,196	Ordinary shares of Rs. 10 each issued as fully paid for cash	58,322	58,322
18,479,640	18,479,640	Ordinary shares of Rs. 10 each, determined pursuant to merger of Abbott Laboratories (Pakistan) Limited with Knoll Pharmaceutical Limited in accordance with the swap ratio stipulated therein	184,796	184,796
73,588,466	73,588,466	Ordinary shares of Rs. 10 each issued as bonus shares	735,885	735,885
<u>97,900,302</u>	<u>97,900,302</u>		<u>979,003</u>	<u>979,003</u>

4.1 As at December 31, 2024, Abbott Asia Investments Limited (the Holding Company) held 76,259,454 (2023: 76,259,454) shares with the total shareholding of 77.90% (2023: 77.90%). The ultimate holding company is Abbott Laboratories, USA.

4.2 Voting rights, board selection, right of first refusal and block voting of all shareholders are in proportion to their shareholding.

## 5. DEFERRED TAXATION - NET

## Taxable temporary differences arising on

Accelerated tax depreciation	1,339,839	859,552
Right-of-use assets	25,294	57,962

## Deductible temporary differences arising on

Allowance for expected credit losses	(83,476)	(64,720)
Provision for slow moving and obsolete items	(153,964)	(211,530)
Refund liabilities	(54,737)	(59,990)
Lease liabilities	(20,369)	(61,705)
	<u>1,052,587</u>	<u>519,569</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 6. STAFF RETIREMENT BENEFITS

### 6.1 Defined benefit scheme

As mentioned in note 2.2.6, the Company operates a Pension Fund and a Gratuity Fund (the Funds) under an irrevocable trust managed in conformity with the provisions of the Income Tax Ordinance, 2001 and the Trust Deeds. The Company makes contributions to the Funds as prescribed under the Trust Deed and its rules whereas the trustees are responsible for the day to day management of the Funds. The Company faces the following risks on account of defined benefit plans:

**Final salary risk:** It is the risk that the final salary at the time of cessation of service is greater than what the Company has assumed. Since the benefit is calculated on the final salary, the benefit amount would also increase proportionately.

**Asset volatility:** Investments in equity instruments of the funds are subject to adverse fluctuations as a result of change in the market prices.

**Discount rate fluctuation:** The plan liabilities are calculated using a discount rate set with reference to corporate bond yields. A decrease in corporate bond yields will increase plan liabilities, although this will be partially offset by an increase in the value of the current plans' bond holdings.

### 6.2 Amounts recognised in the statement of financial position

	Note	2024	2023	2024	2023	2024	2023
		(Rupees '000)					
		Pension Fund		Gratuity Fund		Total	
Present value of the defined benefit obligation	6.3	6,806,540	5,484,612	85,763	52,153	6,892,303	5,536,765
Less: fair value of plan assets	6.4	5,527,614	4,384,387	180,510	103,289	5,708,124	4,487,676
Net liability / (asset)		1,278,926	1,100,225	(94,747)	(51,136)	1,184,179	1,049,089

### 6.3 Movement in present value of defined benefit obligations

Present value of obligation at the beginning of the year		5,484,612	5,364,177	52,153	28,630	5,536,765	5,392,807
Current service cost	6.5	197,468	203,028	32,096	23,724	229,564	226,752
Interest cost		778,023	700,885	7,650	3,936	785,673	704,821
Benefits paid		(595,837)	(533,664)	(2,299)	-	(598,136)	(533,664)
Remeasurement of obligation recognised in other comprehensive income	6.8	942,274	(249,814)	(3,837)	(4,137)	938,437	(253,951)
Present value of obligation at the end of the year		6,806,540	5,484,612	85,763	52,153	6,892,303	5,536,765

### 6.4 Movement in fair value of plan assets

Fair value of plan assets at the beginning of the year		4,384,387	3,759,865	103,289	53,190	4,487,676	3,813,055
Interest income		631,494	496,496	19,364	10,054	650,858	506,550
Contributions by the Company		246,734	235,691	53,914	39,861	300,648	275,552
Benefits paid		(595,837)	(533,664)	(2,299)	-	(598,136)	(533,664)
Remeasurement of fair value of plan assets recognised in other comprehensive income	6.8	860,836	425,999	6,242	184	867,078	426,183
Fair value of plan assets at the end of the year		5,527,614	4,384,387	180,510	103,289	5,708,124	4,487,676



		2024	2023	2024	2023	2024	2023	
	Note	(Rupees '000)						
		Pension Fund		Gratuity Fund		Total		
6.5	Expense recognised in the statement of profit or loss							
	Current service cost	197,468	203,028	32,096	23,724	229,564	226,752	
	Net interest cost / (income)	146,529	204,389	(11,714)	(6,118)	134,815	198,271	
	22.3	343,997	407,417	20,382	17,606	364,379	425,023	
6.6	Actual return on plan assets	1,492,330	922,495	25,606	10,238	1,517,936	932,733	
6.7	Movement in net liability / (asset)							
	Balance at the beginning of the year	1,100,225	1,604,312	(51,136)	(24,560)	1,049,089	1,579,752	
	Current service cost	197,468	203,028	32,096	23,724	229,564	226,752	
	Interest cost / (income)	146,529	204,389	(11,714)	(6,118)	134,815	198,271	
	Contributions by the Company	(246,734)	(235,691)	(53,914)	(39,861)	(300,648)	(275,552)	
	Remeasurements recognised in the statement of comprehensive income	6.8	81,438	(675,813)	(10,079)	(4,321)	71,359	(680,134)
	Balance at the end of the year	1,278,926	1,100,225	(94,747)	(51,136)	1,184,179	1,049,089	
6.8	Remeasurements recognised in other comprehensive income							
	Remeasurement of obligation							
	- Loss / (gain) due to changes in experience adjustment	343,830	(19,324)	(3,459)	(4,137)	340,371	(23,461)	
	- Loss / (gain) due to changes in financial assumptions	598,444	(230,490)	(378)	-	598,066	(230,490)	
		942,274	(249,814)	(3,837)	(4,137)	938,437	(253,951)	
	Remeasurement of fair value of plan assets	(860,836)	(425,999)	(6,242)	(184)	(867,078)	(426,183)	
		81,438	(675,813)	(10,079)	(4,321)	71,359	(680,134)	
6.9	Composition of plan assets							
	Debt instruments	2,260,665	2,517,755	-	-	2,260,665	2,517,755	
	Equity instruments	6.11	3,250,350	1,814,054	-	3,250,350	1,814,054	
	Bank balances	16,599	52,578	180,510	103,289	197,109	155,867	
		5,527,614	4,384,387	180,510	103,289	5,708,124	4,487,676	
6.10	Principal actuarial assumptions			2024	2023	2024	2023	
				(Percentages)				
				Pension Fund		Gratuity Fund		
	Discount rate			12.25	15.00	12.25	15.00	
	Salary growth rate			10.25	13.00	10.25	13.00	
	Pension growth rate			0.00	0.00	-	-	
	Minimum wage increases			7.50	10.25	-	-	

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

**6.11** Pension plan assets include the Company's ordinary shares with a fair value of Rs. 840.122 million (2023: Rs. 312.340 million).

**6.12** Expected contributions to pension fund and gratuity fund for the year ending December 31, 2025 are Rs. 372.693 million and Rs. 26.985 million respectively. There is no impact of asset ceiling in these financial statements.

2024	2023	2024	2023	2024	2023
		(Rupees '000)			
Pension Fund		Gratuity Fund		Total	

**6.13** Expected maturity analysis of undiscounted retirement benefit plans

Less than one year	606,532	322,445	3,450	215	609,982	322,660
Between one to two years	765,646	488,028	7,796	1,918	773,442	489,946
Between two to five years	2,182,621	1,592,057	62,171	25,200	2,244,792	1,617,257
Over five years	4,580,589	5,351,319	249,747	131,013	4,830,336	5,482,332
	<u>8,135,388</u>	<u>7,753,849</u>	<u>323,164</u>	<u>158,346</u>	<u>8,458,552</u>	<u>7,912,195</u>

**6.14** Sensitivity of the defined benefit obligation to changes in the weighted principal actuarial assumptions

	Impact on defined benefit obligation (Rupees '000)	
	Pension Fund	Gratuity Fund
Discount rate (1% increase)	(470,238)	(7,189)
Discount rate (1% decrease)	540,222	8,341
Salary growth rate (1% increase)	276,901	8,422
Salary growth rate (1% decrease)	(254,974)	7,372
Pension growth rate (1% increase)	305,404	-
Pension growth rate (1% decrease)	(273,380)	-
Minimum wage increase (1% increase)	(16,314)	-
Minimum wage increase (1% decrease)	14,847	-

If life expectancy increases by 1 year, the pension fund obligation increases by Rs. 133.031 million. Mortality was assumed to be 70% of the EFU(61-66) Table.

The above sensitivity analyses are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions, the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the pension and gratuity liability recognised within the statement of financial position.

**6.15** The average duration of pension and gratuity funds at the end of the reporting period is 8.5 years and 10.4 years respectively.

## 7. LEASE LIABILITIES

The Company has lease contracts for warehouses, sales offices and city office used in its operations. These leases generally have lease terms between 3 to 5 years. In general, the Company is restricted from assigning and subleasing the leased assets. These lease contracts include extension and termination options subject to the mutual consent of the Company and the lessors. The Company is bound by certain covenants which include but are not limited to payment of certain taxes and to exercise reasonable care. Following is the maturity analysis of discounted lease liabilities recognised by the Company:

	Note	2024 ..... (Rupees '000)	2023 .....
Not later than one year		22,683	105,990
Later than one year but not later than five years		29,545	52,228
	7.1	<u>52,228</u>	<u>158,218</u>
<b>7.1 Movement of lease liabilities is as follows:</b>			
Balance at the beginning of the year		158,218	247,287
Additions		-	-
Accretion of interest	27	11,739	22,175
Payments		<u>(117,729)</u>	<u>(111,244)</u>
Balance at the end of the year		<u>52,228</u>	<u>158,218</u>
<b>7.2 Maturity analysis of undiscounted lease liabilities is as follows:</b>			
Gross liabilities - minimum lease payments:			
Not later than one year		28,730	117,729
Later than one year but not later than five years		31,579	60,310
		<u>60,309</u>	<u>178,039</u>
Future finance charge		<u>(8,081)</u>	<u>(19,821)</u>
Present value of finance lease liabilities		<u>52,228</u>	<u>158,218</u>
<b>8. TRADE AND OTHER PAYABLES</b>			
Creditors		1,684,234	1,580,321
Accrued liabilities		5,344,592	4,277,733
Bills payable	8.1	2,704,992	7,888,745
Contract liabilities		394,392	610,973
Payable to related parties	8.2	369,595	434,885
Central Research Fund		92,145	37,186
Workers' Welfare Fund		173,951	77,250
Refund liabilities		140,351	153,820
Others		47,410	30,554
		<u>10,951,662</u>	<u>15,091,467</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

2024                      2023  
..... (Rupees '000) .....

## 8.1 Bills payable include the following amounts due to related parties:

Abbott Diagnostics GmbH	274,627	1,925,474
Abbott Logistics B.V.	418,920	2,381,964
Abbott Laboratories (Singapore) Private Limited	7,007	7,093
Abbott Products Operations AG	829,449	2,770,003
Abbott GmbH	30,971	119,090
Abbott Argentina S.A.	691	699
Abbott s.r.l	45,138	42,614
Abbott Diabetes Care Inc.	18,128	30,745
Abbott Diabetes Care Limited, UK	-	44,877
Abbott Rapid DX International Limited	318,746	424,181
Abbott Laboratories International Co.	8,782	40,231
	<u>1,952,459</u>	<u>7,786,971</u>

## 8.2 This represents amounts payable against various services to the following related parties:

Abbott Laboratories, USA	61,632	54,156
Abbott International LLC	120,663	161,900
ALSA MERO Office	21,811	38,441
Abbott Ireland	302	324
Abbott GmbH	20,626	30,809
Abbott Logistics B.V.	15,722	16,873
Abbott Products Operations AG	122,553	125,354
Abbott Laboratories GmbH (Dubai)	6,140	6,216
Abbott Laboratories Saudi Arabia	-	664
Abbott Laboratories International Parent Co.	146	148
	<u>369,595</u>	<u>434,885</u>

## 9. PROVISIONS

Gas Infrastructure Development Cess (GIDC) provision	9.1	151,900	151,900
Employees' compensated absences		458,577	377,890
Others		11,674	13,787
		<u>622,151</u>	<u>543,577</u>

### 9.1 The Company has maintained a provision against GIDC under the GIDC Act, 2015 in respect of the rate differential matter for captive and industrial consumers. The Gas companies reserve the right to recover the differential after the final determination by the superior courts.

## 9.2 Movement of provisions is as follows:

	GIDC provision	Employees' compensated absences	Others	Total
	2024			
	.....(Rupees '000).....			
Balance at the beginning of the year	151,900	377,890	13,787	543,577
Provisions made during the year	-	262,329	47,265	309,594
Utilised during the year	-	(181,642)	(49,378)	(231,020)
Balance at the end of the year	151,900	458,577	11,674	622,151
	2023			
	.....(Rupees '000).....			
Balance at the beginning of the year	151,900	453,251	11,025	616,176
Provisions made during the year	-	76,679	37,949	114,628
Utilised during the year	-	(152,040)	(35,187)	(187,227)
Balance at the end of the year	151,900	377,890	13,787	543,577

## 10. CONTINGENCIES AND COMMITMENTS

## 10.1 Contingencies

- 10.1.1 The Deputy Commissioner Inland Revenue (DCIR) while finalising the Income tax audit proceedings for tax year 2016 issued an order raising a demand of Rs. 106.007 million on various contentions, the most significant of which is that the Company has allegedly paid excessive amounts for importing certain raw materials. The Company filed an appeal with the Commissioner Inland Revenue (Appeals) (CIRA) against the order of DCIR. In 2019, the Company's appeal to CIRA in respect of its income tax assessment for tax years 2016 was decided whereby additions amounting to Rs. 81.205 million were decided in favour of the tax department, whilst certain additions were remanded back to the DCIR.

The Company then filed an appeal before the Appellate Tribunal Inland Revenue (ATIR) against the additions to income confirmed by the CIRA whereas the department filed an appeal before the ATIR against the additions to income deleted by CIRA. There has been no change in the status of this contingency during the year.

- 10.1.2 The DCIR while finalising the income tax audit proceedings for tax year 2014 issued an order raising a demand of Rs. 298.598 million on various contentions. The Company filed an appeal with the CIRA against the order of DCIR. In 2019, Company's appeal to CIRA in respect of its income tax assessment for tax years 2014 was decided whereby additions amounting to Rs. 42.795 million were decided in favour of the tax department, whilst certain additions were remanded back to the DCIR. The Company then filed an appeal before the ATIR against the additions to income confirmed by the CIRA. There has been no change in the status of this contingency during the year.

- 10.1.3 The Assistant Commissioner Inland Revenue (ACIR) while finalising the amendment of assessment proceedings for tax year 2019 issued an order making certain disallowances against various matters including allowability of Gas Infrastructure and Development Cess (GIDC) amounting to Rs. 68.170 million against which the Company filed an appeal before CIRA. Company's appeal to CIRA was decided in favor of the Company wide order dated January 04, 2021. ACIR subsequently filed an appeal before ATIR challenging the decision of CIRA in respect of adjustment of GIDC which is still pending adjudication. There has been no change in the status of this contingency during the year.



# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

**10.1.4** In addition to the above, the Company is defending various minor suits filed against it in various courts in Pakistan related to its business operations as at reporting date, which are not material to disclose as contingencies.

**10.1.5** The Company based on the merits of the aforementioned matters and as per the advice of its tax consultant and legal advisors, expects a favorable outcome on these matters and accordingly, no provision has been made in this respect in these financial statements.

## 10.2 Commitments

**10.2.1** Commitments for capital expenditure outstanding amounted to Rs. 802.658 million (2023: Rs. 793.963 million).

**10.2.2** Commitments in respect of letters of credit outstanding as of statement of financial position date amounted to Rs. 1,603.211 million (2023: Rs. 1,600.866 million). This includes commitments in respect of letters of credit outstanding from Standard Chartered Bank (Pakistan) Limited (related party) amounting to Rs. 34.542 million (2023: 307.924 million) and from Habib Metropolitan Bank Limited (related party) amounting to Rs. 1,060.163 million (2023: 410.771 million).

**10.2.3** The Company has given bank guarantees of Rs. 827.108 million (2023: Rs. 652.159 million) to the Customs Department, a utility company and other institutions against tenders. This includes bank guarantees issued through Standard Chartered Bank (Pakistan) Limited (related party) amounting to Rs. 380.256 million (2023: 263.111 million).

**10.2.4** The Company has obtained short-term financing facilities from various commercial banks amounting to Rs. 6,600 million (2023: Rs. 6,600 million). These facilities can be utilised for letters of credit, guarantees and running finance / short-term loans. These include short-term financing facilities obtained from Standard Chartered Bank (Pakistan) Limited (related party) amounting to Rs. 2,900 million (2023: 2,900 million) and from Habib Metropolitan Bank Limited (related party) amounting to Rs. 1,500 million (2023: 1,500 million).

However, the running finance / short-term loan utilisation cannot exceed Rs. 3,290 million (2023: Rs. 2,290 million). The running finance / short-term loan carries markup at rates ranging from KIBOR minus 0.25% to flat KIBOR (2023: KIBOR minus 0.25% to flat KIBOR) per annum and are secured against first joint pari passu hypothecation charge over stocks and book debts of the Company, ranking hypothecation charge over stocks and book debts of the Company, promissory notes, and counter guarantees. The Company has not utilised any amount against running finance / short-term loan facilities neither pledged its inventory as at the statement of financial position date.

**10.2.5** The Company has a lease contract that has not yet commenced as at reporting date. The future lease payments for these non-cancellable lease contracts are Rs. 75.600 million payable within one year and Rs. 514.590 million payable after one year but within five years

		2024	2023
	Note	..... (Rupees '000)	.....
<b>11. PROPERTY, PLANT AND EQUIPMENT</b>			
Operating fixed assets	11.1	11,329,199	10,423,061
Capital work-in-progress	11.6	2,858,741	2,803,504
Right-of-use assets	11.7.1	64,857	148,621
		<u>14,252,797</u>	<u>13,375,186</u>

## 11.1 Operating fixed assets

The following is a statement of operating fixed assets:

	Freehold land	Leasehold land	Buildings on freehold land	Buildings on leasehold land	Plant and machinery	Vehicles	Office equipment	Computers	Service equipments - note 11.2	Total
	(Rupees '000)									
As at January 01, 2023										
Cost	20,679	2,718	718,972	67,819	10,175,302	1,351,075	85,855	327,022	5,078,896	17,828,338
Less: Accumulated depreciation	-	1,094	342,516	66,888	4,559,443	377,666	81,093	243,191	2,260,953	7,932,844
Net book value	20,679	1,624	376,456	931	5,615,859	973,409	4,762	83,831	2,817,943	9,895,494
Year ended December 31, 2023										
Opening net book value	20,679	1,624	376,456	931	5,615,859	973,409	4,762	83,831	2,817,943	9,895,494
Additions / transfers	-	-	342,947	-	741,985	207,741	-	24,197	814,101	2,130,971
Less: Disposals / write offs	-	-	74,903	-	375,225	140,631	2,298	31,924	160,148	785,129
Cost	-	-	67,183	-	335,871	73,490	2,178	31,924	154,894	665,540
Accumulated depreciation	-	-	7,720	-	39,354	67,141	120	-	5,254	119,589
Less: Depreciation charge for the year	-	29	18,378	100	704,983	195,445	204	41,142	523,534	1,483,815
Closing net book value	20,679	1,595	693,305	831	5,613,507	918,564	4,438	66,886	3,103,256	10,423,061
As at January 01, 2024										
Cost	20,679	2,718	987,016	67,819	10,542,062	1,418,185	83,557	319,295	5,732,849	19,174,180
Less: Accumulated depreciation	-	1,123	293,711	66,988	4,928,555	499,621	79,119	252,409	2,629,593	8,751,119
Net book value	20,679	1,595	693,305	831	5,613,507	918,564	4,438	66,886	3,103,256	10,423,061
Year ended December 31, 2024										
Opening net book value	20,679	1,595	693,305	831	5,613,507	918,564	4,438	66,886	3,103,256	10,423,061
Additions / transfers	-	-	-	-	1,916,574	715,958	-	93,529	240,784	2,966,845
Less: Disposals / write offs	-	-	-	-	78,538	272,858	-	15,805	127,401	494,602
Cost	-	-	-	-	37,666	172,232	-	15,805	118,492	344,195
Accumulated depreciation	-	-	-	-	40,872	100,626	-	-	8,909	150,407
Less: Depreciation charge for the year	-	29	17,619	100	864,816	219,442	148	33,259	549,847	1,685,260
Less: Impairment charge for the year	-	-	42,337	-	182,703	-	-	-	-	225,040
Closing net book value	20,679	1,566	633,349	731	6,441,690	1,314,454	4,290	127,156	2,785,284	11,329,199
As at December 31, 2024										
Cost	20,679	2,718	987,016	67,819	12,380,098	1,861,285	83,557	397,019	5,846,232	21,646,423
Less: Accumulated depreciation	-	1,152	311,330	67,088	5,755,705	546,831	79,267	269,863	3,060,948	10,092,184
Less: Accumulated impairment	-	-	42,337	-	182,703	-	-	-	-	225,040
Net book value	20,679	1,566	633,349	731	6,441,690	1,314,454	4,290	127,156	2,785,284	11,329,199
Annual rate of depreciation %										
2023	-	1.06	2-10	5-10	5-20	20-25	10-33	20-33	11-33	
2024	-	1.06	2-10	5-10	5-20	20-25	10-33	20-33	11-33	

11.2 Service equipments of the Company is in the possession of various hospitals and clinics. In view of the large number of such hospitals and clinics, the Company considers it impracticable to disclose the particulars of the assets not in possession of the Company at these sites.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

11.3 The depreciation charge for the year on operating fixed assets has been allocated as follows:

	Note	2024 (Rupees '000)	2023 (Rupees '000)
Cost of sales	22	1,428,545	1,239,827
Selling and distribution expenses	23	166,182	152,185
Administrative expenses	24	90,533	91,803
		<u>1,685,260</u>	<u>1,483,815</u>

## 11.4 Provision for impairment

During the year, the Government of Pakistan announced countrywide suspension of gas supply to Captive Power Plants (CPPs) for electricity generation. As a result of the decision, the Company's CPP used for power generation in its Pharmaceutical division is no longer operational hence, fully impaired. The recoverable amount of these assets has been assessed as Nil as the Company can neither currently use them nor sell them as there is no active market.

	Note	2024 (Rupees '000)	2023 (Rupees '000)
Balance at the beginning of the year		-	-
Provision made during the year	22	225,040	-
Balance at the end of the year		<u>225,040</u>	<u>-</u>

## 11.5 Details of disposals of property, plant and equipment having book value exceeding Rs. 500,000

Description	Cost	Book value	Sale proceeds	Gain / (loss)	Mode of disposal	Particulars of purchaser and relationship (if any)
----- (Rupees '000) -----						
Vehicles	2,955	2,032	2,069	37	Company Policy	Raheel Jamal Ex-Employee
	5,399	1,350	1,350	-	Company Policy	Dr. Adnan Lateef Key Management Personnel
	2,124	531	531	-	Company Policy	Taimoor Ali Shah Ex-Employee
	2,124	531	531	-	Company Policy	Hussam Jillani Employee
	2,124	531	531	-	Company Policy	Khalilullah Irfan Employee
	2,379	595	595	-	Company Policy	Faizan Pervaiz Employee
	2,008	502	502	-	Company Policy	Aneem Uddin Naji Employee
	2,124	531	531	-	Company Policy	Haider Ali Khan Employee
	2,008	502	502	-	Company Policy	Juzer Shabbir Employee
	2,009	502	3,150	2,648	Open Market Auction	Syed Faseeh-Ul-Hassan Third party
	2,009	502	502	-	Company Policy	Muhammad Waleed Employee
	2,605	651	716	65	Company Policy	M. Jahangir Jalil Ex-Employee
	2,605	651	3,595	2,944	Open Market Auction	Naveed Ahmed Third party
	2,515	849	849	-	Company Policy	Muhammad Umar Farooqui Employee
	2,855	714	714	-	Company Policy	Farkhunda Naz Employee
	2,229	557	4,270	3,713	Open Market Auction	Muhammad Rashid Khan Third party
	2,229	557	3,827	3,270	Open Market Auction	Syed Faseeh-Ul-Hassan Third party
	2,229	557	892	335	Company Policy	Muhammad Salman Employee
	2,229	557	3,860	3,303	Open Market Auction	Sheraz Khan Third party
	6,500	3,006	3,006	-	Company Policy	Mian Tahir Mehmood Key Management Personnel (Ex-Employee)
	2,967	1,929	1,966	37	Company Policy	Sana Farhan Ex-Employee
	35,300	8,825	8,825	-	Company Policy	Syed Anis Ahmed Key Management Personnel
	2,074	519	519	-	Company Policy	Razi Ur Rehman Employee
	2,379	595	595	-	Company Policy	Asif Ali Employee
	6,632	1,658	1,658	-	Company Policy	Asghar Huda Key Management Personnel
	2,008	502	502	-	Company Policy	Yasir Ameen Employee
	2,124	531	531	-	Company Policy	Syed Jameel Shah Ex-Employee
	7,048	1,762	1,762	-	Company Policy	Seema Khan Key Management Personnel
	2,444	611	611	-	Company Policy	Arif Ullah Khan Employee
	2,605	651	684	33	Company Policy	Sufian Saeed Employee
	2,735	1,265	1,265	-	Company Policy	Muhammad Omer Iqbal Employee
	2,775	1,353	1,353	-	Company Policy	Nadeem Khan Employee
	3,375	1,645	1,688	43	Company Policy	Sobia Ali Employee
	3,375	1,814	1,814	-	Company Policy	Farah Khan Employee
	2,967	1,854	1,891	37	Company Policy	Muhammad Akram Employee
Carried forward	134,067	41,722	58,187	16,465		

Description	Cost	Book value	Sale proceeds	Gain / (loss)	Mode of disposal	Particulars of purchaser and relationship (if any)	
	(Rupees '000)						
Brought forward	134,067	41,722	58,187	16,465			
	3,541	2,479	2,479	-	Company Policy	Shahid Iqbal Khan	Employee
	2,189	547	547	-	Company Policy	Ikram Rabbani	Employee
	2,189	547	547	-	Company Policy	Akber Asim Rana	Employee
	2,967	1,854	1,928	74	Company Policy	Shuja Uddin	Employee
	2,124	531	531	-	Company Policy	Majid Javed	Employee
	2,189	547	547	-	Company Policy	Ayaz Ahmed	Employee
	2,507	627	627	-	Company Policy	Ayub Khan	Employee
	2,071	518	518	-	Company Policy	Aamir Shafiq	Employee
	2,605	651	651	-	Company Policy	Aqeel Fakhar	Employee
	2,955	1,773	1,773	-	Company Policy	Abrar Shahid	Employee
	2,926	1,756	1,756	-	Company Policy	Hina Tahir	Employee
	2,926	1,792	1,792	-	Company Policy	Muhammad Mussab	Employee
	3,541	2,257	2,257	-	Company Policy	Umar Ishaq	Employee
	3,928	2,701	2,701	-	Company Policy	Habib Fareed	Employee
	3,928	2,701	2,701	-	Company Policy	Muhammad Rashid Khan	Employee
	3,909	2,736	2,736	-	Company Policy	Muhammad Aftab Alam	Employee
	3,930	2,751	2,751	-	Company Policy	Zakir Rehman Abbasi	Employee
	3,997	1,899	1,949	50	Company Policy	Zohaib Siddiqui	Ex-Employee
	2,189	547	547	-	Company Policy	Saif Ullah Khan	Employee
	2,189	547	547	-	Company Policy	Muhammad Sheeraz Asif	Employee
	2,625	886	886	-	Company Policy	Muhammad Noman	Employee
	2,695	1,112	1,112	-	Company Policy	Khalid Khan	Employee
	2,645	1,190	1,190	-	Company Policy	Imran Ahmed	Employee
	3,375	1,561	1,561	-	Company Policy	Asher Ayooob	Employee
	2,675	1,338	1,338	-	Company Policy	Fasihuddin Faraz	Employee
	3,270	2,126	2,126	-	Company Policy	Sher Rehman	Employee
	6,257	1,596	1,564	(32)	Company Policy	Ruby Sheikh	Key Management Personnel (Ex-Employee)
	2,855	928	964	36	Company Policy	Hazrat Uddin	Ex-Employee
	2,229	557	557	-	Company Policy	Ijaz un Nabi	Ex-Employee
	2,049	512	512	-	Company Policy	Ubaid Hassan	Employee
	2,379	595	595	-	Company Policy	Farhan Ahmed Siddiqui	Ex-Employee
	2,755	689	723	34	Company Policy	Rozina Kazmi	Ex-Employee
	3,541	2,390	2,434	44	Company Policy	Shakeel Aftab	Employee
	5,399	1,350	1,350	-	Company Policy	Asif Iqbal Zaidi	Key Management Personnel
	2,605	651	651	-	Company Policy	Zahid Jamal	Employee
	2,605	651	651	-	Company Policy	Muhammad Hameedullah	Employee
	2,855	714	714	-	Company Policy	Hassan Ahmed	Employee
	2,304	576	576	-	Company Policy	Irshad Khan	Employee
	2,775	1,318	1,353	35	Company Policy	Nuzhat Irfan	Ex-Employee
	2,967	1,854	1,891	37	Company Policy	Amar Lal Bhatia	Employee
	3,928	2,750	2,848	98	Company Policy	Noman Siddiqui	Ex-Employee
Service equipments	7,423	541	2,116	1,575	Company Policy	ZED CO.	Third party
	7,815	746	2,228	1,482	Company Policy	ZED CO.	Third party
	9,299	2,374	2,651	277	Company Policy	ZED CO.	Third party
	10,685	4,961	3,046	(1,915)	Company Policy	ZED CO.	Third party
Plant and machinery	20,644	19,250	16,091	(3,159)	Company Policy	Waters G.M.B.H	Third party
	14,911	13,904	14,508	604	Company Policy	Waters G.M.B.H	Third party
	9,452	4,171	4,571	400	Open Market Auction	Ibrahim Contractor	Third party
	9,288	929	1,009	80	Open Market Auction	Ibrahim Contractor	Third party
	1,600	532	591	59	Open Market Auction	Ibrahim Contractor	Third party
Items having book value equal to or less than Rs. 500,000 each	145,830	6,172	21,068	14,896			
Total - 2024	494,602	150,407	181,547	31,140			
- 2023	785,129	119,589	139,846	20,257			

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 11.6 Capital work-in-progress

	Plant and machinery and buildings	Vehicles	Office equipment and computers	Total
	.....(Rupees '000) .....			
As at January 01, 2023	1,726,311	129,421	4,225	1,859,957
Additions	2,087,973	85,518	86,926	2,260,417
Transferred to operating fixed assets	(1,084,932)	(207,741)	(24,197)	(1,316,870)
As at December 31, 2023	2,729,352	7,198	66,954	2,803,504
Additions	1,822,987	837,169	121,142	2,781,298
Transferred to operating fixed assets	(1,916,574)	(715,958)	(93,529)	(2,726,061)
As at December 31, 2024	2,635,765	128,409	94,567	2,858,741

## 11.7 Right-of-use assets

The Company has right-of-use assets in respect of warehouses, sales offices and city office used in its operations.

Note 2024 2023  
..... (Rupees '000) .....

### 11.7.1 Movement of right-of-use assets

<b>Cost</b>			
As at the beginning of the year		541,647	541,647
Additions		-	-
As at the end of the year		541,647	541,647
<b>Accumulated depreciation</b>			
As at the beginning of the year		393,026	307,765
Depreciation charge for the year		83,764	85,261
As at the end of the year		476,790	393,026
<b>Net book value</b>			
As at the beginning of the year		148,621	233,882
Depreciation charge for the year	11.8	(83,764)	(85,261)
As at the end of the year		64,857	148,621
Annual rate of depreciation %		20-33	20-33

### 11.8 The depreciation charge for the year on right-of-use assets has been allocated as follows:

Selling and distribution expenses	23	63,760	65,968
Administrative expenses	24	20,004	19,293
		83,764	85,261

### 11.9 Particulars of immovable property in the name of the Company are as follows:



Location	Usage of immovable property	Total area (Sq. ft)
Landhi, Karachi	Manufacturing facility	499,264
Korangi, Karachi	Manufacturing facility	339,765

## 12. INTANGIBLE ASSETS

Intangible assets include software licenses and rights acquired against transfer of technical, marketing and sales know-how and necessary rights and requisites for marketing and selling different products.

	Software licenses	Marketing authorisation rights	Total
	(Rupees '000)		
<b>Cost</b>			
As at January 01, 2023	9,879	203,948	213,827
Additions	-	-	-
As at December 31, 2023	9,879	203,948	213,827
Additions	-	-	-
As at December 31, 2024	9,879	203,948	213,827
<b>Accumulated Amortisation</b>			
As at January 01, 2023	9,605	177,318	186,923
Amortisation for the year	274	13,952	14,226
As at December 31, 2023	9,879	191,270	201,149
Amortisation for the year	-	11,428	11,428
As at December 31, 2024	9,879	202,698	212,577
<b>Net book value</b>			
As at January 01, 2023	274	26,630	26,904
Less: Amortisation for the year	274	13,952	14,226
As at December 31, 2023	-	12,678	12,678
Less: Amortisation for the year	-	11,428	11,428
As at December 31, 2024	-	1,250	1,250
Annual rate of amortisation %	33	20-25	

	Note	2024 ..... (Rupees '000)	2023 .....
12.1 The amortisation for the year on intangible assets has been allocated as follows:			
Cost of sales	22	-	86
Selling and distribution expenses	23	11,428	14,132
Administrative expenses	24	-	8
		<u>11,428</u>	<u>14,226</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 13. LONG-TERM LOANS AND ADVANCES - considered good, secured

	Note	2024 ..... (Rupees '000)	2023 .....
<b>Long-term loans</b>			
- Executives		22,865	9,660
- Employees		141,350	126,633
	13.1	<u>164,215</u>	<u>136,293</u>
Less: recoverable within one year			
- Executives		8,191	3,151
- Employees		44,260	40,272
	17	<u>52,451</u>	<u>43,423</u>
		<u>111,764</u>	<u>92,870</u>
<b>Long-term advances</b>			
- Employees		2,462	2,553
		<u>114,226</u>	<u>95,423</u>

- 13.1 These are interest free loans given to executives and employees for the purpose of purchase of refrigerators, scooters, vehicles and television sets in accordance with the Company's policy and terms of employment. The loans are repayable in equal monthly installments over a period of four years. These are carried at cost as the impact of discounting is not material to these financial statements. These loans are secured against employees' entitlement of retirement and other benefits.

	Note	2024 ..... (Rupees '000)	2023 .....
<b>14. STORES AND SPARES</b>			
Stores		219,913	211,092
Spares		317,099	228,677
Less: provision for slow moving and obsolete items	14.1	<u>12,280</u>	<u>9,505</u>
		<u>524,732</u>	<u>430,264</u>
In transit		4,887	32,406
		<u>529,619</u>	<u>462,670</u>

### 14.1 Provision for slow moving and obsolete items

Balance at the beginning of the year		9,505	46,196
Charge / (reversal) for the year	22	<u>2,775</u>	<u>(36,691)</u>
Balance at the end of the year		<u>12,280</u>	<u>9,505</u>

	Note	2024 ..... (Rupees '000)	2023 .....
<b>15. STOCK-IN-TRADE</b>			
<b>Raw and packing materials</b>			
In hand	15.1	4,713,839	5,270,844
Less: provision for obsolete and slow-moving items	15.2	195,461	333,306
		<u>4,518,378</u>	<u>4,937,538</u>
In transit		<u>1,312,217</u>	<u>219,807</u>
		<u>5,830,595</u>	<u>5,157,345</u>
<b>Work-in-process</b>	15.3	611,605	803,969
<b>Finished goods</b>			
In hand	15.4	4,013,026	6,682,242
Less: provision for obsolete and slow-moving items	15.5	187,039	199,573
		<u>3,825,987</u>	<u>6,482,669</u>
In transit		<u>426,328</u>	<u>382,882</u>
		<u>4,252,315</u>	<u>6,865,551</u>
		<u>10,694,515</u>	<u>12,826,865</u>
<b>15.1</b>	Includes items costing Rs. 665.353 million (2023: Rs. 704.394 million) valued at net realisable value of Rs. 589.105 million (2023: Rs. 533.468 million) resulting in a write down of Rs. 76.248 million (2023: Rs. 170.926 million).		
<b>15.2</b>	Movement of provision for obsolete and slow-moving raw and packing materials is as follows:		
		2024 ..... (Rupees '000)	2023 .....
Balance at the beginning of the year		333,306	143,947
Charge for the year		184,322	300,256
Write offs during the year		<u>(322,167)</u>	<u>(110,897)</u>
Balance at the end of the year		<u>195,461</u>	<u>333,306</u>
<b>15.3</b>	Includes items costing Rs. 4.115 million (2023: Rs. 119.494 million) valued at net realisable value of Rs. 3.894 million (2023: Rs. 90.059 million) resulting in a write down of Rs. 0.221 million (2023: Rs. 29.435 million).		
<b>15.4</b>	Includes items costing Rs. 206.178 million (2023: Rs. 556.954 million) valued at net realisable value of Rs. 146.762 million (2023: Rs. 380.232 million) resulting in a write down of Rs. 59.416 million (2023: Rs. 176.722 million).		
<b>15.5</b>	Movement of provision for obsolete and slow-moving finished goods is as follows:		
		2024 ..... (Rupees '000)	2023 .....
Balance at the beginning of the year		199,573	83,845
Charge for the year		176,710	250,216
Write offs during the year		<u>(189,244)</u>	<u>(134,488)</u>
Balance at the end of the year		<u>187,039</u>	<u>199,573</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ..... (Rupees '000)	2023 .....
<b>16. TRADE DEBTS</b>			
<b>Considered good</b>			
Secured	16.3	10,443	13,988
Unsecured			
- Due from a related party	16.1 & 16.3	46,999	118,929
- Others		2,925,237	1,516,595
		<u>2,972,236</u>	<u>1,635,524</u>
		2,982,679	1,649,512
<b>Considered doubtful</b>			
Unsecured		93,652	45,793
		<u>3,076,331</u>	<u>1,695,305</u>
Less: allowance for expected credit losses	16.4	93,652	45,793
		<u>2,982,679</u>	<u>1,649,512</u>

- 16.1** Represents receivable from Abbott Products Operations AG, which was past due but not impaired. The age analysis of the balance is as follows:

	2024 ..... (Rupees '000)	2023 .....
Not yet due	-	118,929
Upto 3 months	46,999	-
	<u>46,999</u>	<u>118,929</u>

- 16.2** The maximum aggregate amount due from the related party at the end of any month was Rs. 163.567 million (2023: Rs. 166.302 million).

- 16.3** The Company has made exports amounting to Rs. 2,979.384 million (2023: Rs. 2,250.511 million) out of which Rs. 57.442 million (2023: Rs. 132.917 million) is outstanding as at reporting date. Jurisdiction wise breakup of outstanding debts from exports is as follows:

	Terms	Note	2024 ..... (Rupees '000)	2023 .....
Sri Lanka	L/C 90 days		10,443	13,988
Switzerland	Bank contract 30 days		46,999	118,929
			<u>57,442</u>	<u>132,917</u>

- 16.4 Allowance for expected credit losses**

Balance at the beginning of the year		45,793	79,248
Charge / (reversal) for the year	25 & 26	47,859	(11,437)
Write offs during the year		-	(22,018)
Balance at the end of the year		<u>93,652</u>	<u>45,793</u>

	Note	2024 ..... (Rupees '000)	2023 .....
<b>17. LOANS AND ADVANCES</b>			
<b>Considered good</b>			
Current portion of long-term loans	13	52,451	43,423
Advances to:			
- Employees		32,502	48,971
- Custom authorities		121,164	94,160
- Suppliers		731,904	286,181
		<u>885,570</u>	<u>429,312</u>
<b>Considered doubtful</b>		<u>938,021</u>	<u>472,735</u>
		794	794
		<u>938,815</u>	<u>473,529</u>
Less: allowance for expected credit losses	17.2	<u>794</u>	<u>794</u>
		<u>938,021</u>	<u>472,735</u>
<b>17.1</b> These loans and advances are interest free.			
<b>17.2</b> Allowance for expected credit losses			
Balance at the beginning of the year		794	1,805
Write off during for the year		-	(1,011)
Balance at the end of the year		<u>794</u>	<u>794</u>
<b>18. TRADE DEPOSITS AND SHORT-TERM PREPAYMENTS</b>			
<b>Considered good</b>			
Trade deposits	18.1	190,395	164,309
Prepayments		<u>93,418</u>	<u>156,090</u>
		<u>283,813</u>	<u>320,399</u>
<b>Considered doubtful</b>			
Trade deposits		<u>112,291</u>	<u>112,291</u>
		<u>396,104</u>	<u>432,690</u>
Less: allowance for expected credit losses		<u>112,291</u>	<u>112,291</u>
		<u>283,813</u>	<u>320,399</u>
<b>18.1</b> These trade deposits are interest free.			
<b>19. OTHER RECEIVABLES</b>			
<b>Considered good</b>			
Due from related parties	19.1	303,825	451,907
Receivable from customers	19.3	152,641	-
Insurance claim receivable		3,196	9,448
Receivable from vendors		39,761	28,931
Sales tax receivable		656,551	1,497,844
Others		<u>26,556</u>	<u>56,124</u>
		<u>1,182,530</u>	<u>2,044,254</u>
<b>Considered doubtful</b>		<u>7,304</u>	<u>7,072</u>
		<u>1,189,834</u>	<u>2,051,326</u>
Less: allowance for expected credit losses	19.2	<u>7,304</u>	<u>7,072</u>
		<u>1,182,530</u>	<u>2,044,254</u>



# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ..... (Rupees '000)	2023 .....
<b>19.1</b>	Amounts receivable against various services and reimbursements from the following related parties:		
Abbott International LLC		15,151	10,274
Abbott Products Operations AG		34,857	73,432
ALSA MERO Office		10,577	39,996
Abbott Ireland		-	39,879
Abbott GmbH		241,350	155,448
Abbott Laboratories International Co.		1,825	36,368
Abbott Laboratories SA Egypt		65	66
Abbott Rapid DX International Limited		-	285
Abbott Logistics B.V.		-	83,224
Abbott Laboratories Saudi Arabia		-	1,036
Abbott Diagnostics GmbH		-	11,899
	19.1.1 & 19.1.2	<u>303,825</u>	<u>451,907</u>

**19.1.1** The maximum aggregate amount due from the related parties at the end of any month during the year was Rs. 303.825 million (2023: Rs. 451.907 million).

**19.1.2** As at December 31, 2024, the gross amount of other receivables due from related parties is Rs. 303.825 million (2023: Rs. 451.907 million) out of which Rs. 8.527 million (2023: Rs. 210.785 million) was past due but not impaired. The age analysis of the balances is as follows:

	Note	2024 ..... (Rupees '000)	2023 .....
Not yet due		295,298	206,648
Upto 3 months		400	14
3 to 6 months		3,081	34,460
More than 6 months		5,046	210,785
		<u>303,825</u>	<u>451,907</u>

## 19.2 Allowance for expected credit losses

Balance at the beginning of the year		7,072	6,662
Charge for the year		232	410
Balance at the end of the year	25	<u>7,304</u>	<u>7,072</u>

**19.3** Represents advance tax deducted at source by the customers for which related challans were not received as at the reporting date.

## 20. CASH AND CASH EQUIVALENTS

### With banks

Saving accounts:

- Local currency	20.1	4,610,252	3,131,102
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Term Deposit Receipts:

- Local currency	20.2	-	495,000
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Current accounts:

- Local currency		17,532	4,107
- Foreign currency		1,548,539	1,400,229
		<u>1,566,071</u>	<u>1,404,336</u>

### In hand

- Foreign currency		4,531	5,214
- Local currency		1,495	1,060
		<u>6,026</u>	<u>6,274</u>
		<u>6,182,349</u>	<u>5,036,712</u>

- 20.1 These saving accounts carry markup rate of 6.50% to 13.50% (2023: 10.50% to 20.50%) per annum.
- 20.2 These term deposit receipts yielded markup of 20.10% (2023: 20.60%) and were fully redeemed during the year.
- 20.3 Cash and cash equivalents includes the following balances with related parties:

	Savings Accounts	Term Deposit Receipts	Current Accounts	Savings Accounts	Term Deposit Receipts	Current Accounts
	2024			2023		
	..... (Rupees '000) .....					
Standard Chartered Bank (Pakistan) Limited	4,033,657	-	823,420	2,983,668	-	834,683
Habib Metropolitan Bank Limited	504,636	-	22,573	-	495,000	4,217
	<u>4,538,293</u>	-	<u>845,993</u>	<u>2,983,668</u>	<u>495,000</u>	<u>838,900</u>
	2024 2023 ..... (Rupees '000) .....					

## 21. SALES - NET

Local	73,471,431	60,036,250
Export		
- to related parties	1,200,616	1,158,743
- to others	1,778,768	1,091,768
	<u>2,979,384</u>	<u>2,250,511</u>
	76,450,815	62,286,761
Less:		
Sales returns	143,242	176,022
Trade discounts	4,233,972	3,880,414
Sales tax and excise duty	3,896,404	2,755,055
	<u>8,273,618</u>	<u>6,811,491</u>
	<u>68,177,197</u>	<u>55,475,270</u>

- 21.1 Revenue recognised during the year from contract liabilities as at the beginning of the year amounted to Rs. 610.973 million (2023: Rs. 565.959 million).

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ..... (Rupees '000)	2023 .....
<b>22. COST OF SALES</b>			
Opening raw and packing materials		5,490,651	3,179,141
Purchases		23,181,534	26,339,683
		28,672,185	29,518,824
Closing raw and packing materials		(6,026,056)	(5,490,651)
Raw and packing materials consumed		22,646,129	24,028,173
Opening work-in-process		803,969	734,837
		23,450,098	24,763,010
<b>Manufacturing expenses</b>			
Salaries, wages, allowances and staff welfare	22.1 & 22.3	3,046,424	2,401,031
Stores and spares consumed		197,942	238,605
Fuel and power		1,759,983	1,664,811
Depreciation on operating fixed assets	11.3	1,428,545	1,239,827
Provision for impairment of operating fixed assets	11.4	225,040	-
Amortisation of intangible assets	12.1	-	86
Repairs and maintenance		435,220	253,951
Technical service fee	22.2 & 34	318,211	254,177
Provision for slow moving and obsolete stores and spares	14.1	2,775	(36,691)
Provision for slow moving and obsolete stock-in-trade	15.2 & 15.5	361,032	550,472
Insurance		45,303	23,617
Printing and stationery		14,168	14,182
Rates and taxes		4,333	949
Laboratory testing supplies		183,820	115,524
Postage, telephone and telegram		6,792	5,647
Legal, professional and other services		9,992	19,169
Fees and purchased services		25,163	149,355
Stamp duty		40,301	30,972
Security expenses		48,007	42,075
Other expenses		89,023	32,977
		8,242,074	7,000,736
		31,692,172	31,763,746
Closing work-in-process	15	(611,605)	(803,969)
Cost of goods manufactured		31,080,567	30,959,777
Opening finished goods		7,065,124	4,829,042
Purchases		14,733,152	14,934,080
		52,878,843	50,722,899
Closing finished goods		(4,439,354)	(7,065,124)
		48,439,489	43,657,775

**22.1** This includes charges pertaining to staff pension fund of Rs. 118.695 million (2023: Rs. 151.058 million), staff gratuity fund of Rs. 5.868 million (2023: Rs. 6.208 million) and provident fund of Rs. 56.881 million (2023: Rs. 53.006 million).

**22.2** Technical service fee is paid to Abbott International LLC. Its registered address is 100 Abbott Park Road, Abbott Park, Illinois 60064-3500, USA. Abbott International LLC is a related party of the Company by virtue of both companies being members of the same group.

**22.3 Staff retirement benefit costs recognised in the statement of profit or loss**

	Note	2024 ..... (Rupees '000)	2023 .....
Pension cost	6.5	343,997	407,417
Reimbursement from related party		(7,776)	(11,140)
Provident fund contribution	22.4	158,283	142,851
Gratuity cost	6.5	20,382	17,606
		<u>514,886</u>	<u>556,734</u>

**22.3.1 Staff retirement benefit costs have been allocated as follows:**

Cost of sales	22.1	181,444	210,272
Selling and distribution expenses	23.1	272,623	280,558
Administrative expenses	24.1	60,819	65,904
		<u>514,886</u>	<u>556,734</u>

**22.4 As at December 31, 2024, investments out of provident fund have been made in accordance with the provisions of section 218 of the Companies Act, 2017 and the rules formulated for this purpose.**

Note	2024 ..... (Rupees '000)	2023 .....
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**23. SELLING AND DISTRIBUTION EXPENSES**

Salaries, wages, allowances and staff welfare	23.1	3,360,852	2,939,143
Repairs and maintenance		89,818	69,947
Royalty	23.2	43,149	42,214
Insurance		25,532	19,926
Depreciation on operating fixed assets	11.3	166,182	152,185
Depreciation on right-of-use assets	11.8	63,760	65,968
Amortisation of intangible assets	12.1	11,428	14,132
Legal, professional and other services		107,270	120,256
Postage, telephone and telegram		50,911	52,776
Printing and stationery		8,782	14,024
Travelling and conveyance		987,082	728,879
Advertising, samples and sales promotion		2,837,854	2,348,550
Forwarding expenses		869,433	885,522
Utilities		291,079	186,847
Computer expenses		15,762	7,158
Training and development expenses		11,753	8,754
Packing and miscellaneous supplies		183,353	247,684
Distributors' commission		100,974	69,324
Fees and purchased services		104,256	112,111
Warehousing services		140,563	133,294
Security expenses		53,186	42,626
Membership and subscription		6,697	11,587
Other expenses		41,129	32,620
		<u>9,570,805</u>	<u>8,305,527</u>
Less: reimbursement from Abbott GmbH (related party)		<u>268,502</u>	<u>265,696</u>
		<u>9,302,303</u>	<u>8,039,831</u>

**23.1** This includes charges pertaining to staff pension fund of Rs. 182.148 million (2023: Rs.203.983 million), staff gratuity fund of Rs. 9.750 million (2023: Rs. 7.357 million) and provident fund of Rs. 80.725 million (2023: Rs. 69.218 million).

**23.2** Royalty is payable to Hospira Inc. Its registered address is 275 N. Field Drive, Lake Forest, Illinois 60045, USA. The Company and its directors have no relationship with Hospira Inc.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	Note	2024 ..... (Rupees '000)	2023 .....
<b>24. ADMINISTRATIVE EXPENSES</b>			
Salaries, wages, allowances and staff welfare	24.1	767,312	694,767
Repairs and maintenance		19,366	18,548
Insurance		26,421	18,917
Depreciation on operating fixed assets	11.3	90,533	91,803
Depreciation on right-of-use assets	11.8	20,004	19,293
Legal, professional and other services		12,872	9,201
Postage, telephone and telegram		10,118	10,432
Printing and stationery		2,853	5,027
Travelling and conveyance		47,090	26,540
Amortisation of intangible assets	12.1	-	8
Utilities		95,054	74,171
Miscellaneous office supplies		22,376	16,469
Fees and purchased services		32,202	29,044
Security expenses		21,631	18,587
Membership and subscription		13,849	10,007
Other expenses		33,072	21,039
		<u>1,214,753</u>	<u>1,063,853</u>
Less: reimbursement from Abbott GmbH (related party)		<u>45,620</u>	<u>26,260</u>
		<u>1,169,133</u>	<u>1,037,593</u>

24.1 This includes charges pertaining to staff pension fund of Rs. 40.169 million (2023: Rs. 47.663 million), staff gratuity fund of Rs. 2.618 million (2023: Rs.1.802 million) and provident fund of Rs. 18.032 million (2023: Rs.16.439 million).

	Note	2024 ..... (Rupees '000)	2023 .....
<b>25. OTHER CHARGES</b>			
Workers' Profit Participation Fund		495,148	134,336
Workers' Welfare Fund		172,512	87,067
Central Research Fund		81,060	24,943
Auditors' remuneration	25.1	10,124	11,302
Donations	25.2	15,242	14,163
Allowance for expected credit losses on trade debts	16.4	47,859	-
Allowance for expected credit losses on other receivables	19.2	232	410
Exchange losses - net		<u>16,204</u>	<u>1,341,124</u>
		<u>838,381</u>	<u>1,613,345</u>

## 25.1 Auditors' remuneration

Statutory audit fee	5,164	4,610
Tax advisory services	2,097	4,513
Special certifications	2,203	1,645
Out of pocket expenses	660	534
	<u>10,124</u>	<u>11,302</u>

25.2 Donations to a single party exceeding higher of Rs. 1 million or 10% of total donations are as follows:

Layton Rahmatulla Benevolent Trust	2,000	2,000
Indus Hospital	2,000	1,980
	<u>4,000</u>	<u>3,980</u>



	Note	2024 ..... (Rupees '000)	2023 .....
<b>26. OTHER INCOME</b>			
<b>Income from financial instruments</b>			
Term Deposit Receipts	26.1	75,916	106,730
Saving accounts	26.2	388,439	632,444
Liabilities no longer payable written off		-	500,054
Reversal of expected credit losses on trade debts	16.4	-	11,437
		<u>464,355</u>	<u>1,250,665</u>
<b>Income from non-financial instruments</b>			
Income earned from Abbott GmbH	26.3	157,318	154,419
Gain on disposal of property, plant and equipment - net		31,140	20,257
Scrap sales		70,429	67,945
		<u>258,887</u>	<u>242,621</u>
		<u>723,242</u>	<u>1,493,286</u>
<b>26.1</b>	This represents income earned on Term Deposit Receipts maintained with Habib Metropolitan Bank Limited, a related party.		
<b>26.2</b>	This includes income earned on saving accounts maintained with Standard Chartered Bank (Pakistan) Limited (related party) amounting to Rs. 307.908 million (2023: 576.499 million) and Habib Metropolitan Bank Limited (related party) amounting to Rs. 11.336 million (2023: Nil).		
<b>26.3</b>	This represents income earned from Abbott GmbH., a related party, at the rate of 10% (2023: 10%) of half of the written down value of assets deployed by the Company in its Diagnostic division in Pakistan.		
<b>27. FINANCE COSTS</b>			
Bank charges		11,875	8,115
Accretion of interest on lease liabilities	7.1	11,739	22,175
		<u>23,614</u>	<u>30,290</u>
<b>28. INCOME TAX</b>			
Current			
- For the year		3,286,991	1,401,161
- Prior year		(32,253)	358,975
		<u>3,254,738</u>	<u>1,760,136</u>
Deferred		533,018	19,907
		<u>3,787,756</u>	<u>1,780,043</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	2024 ..... (Rupees '000) .....	2023 ..... (Rupees '000) .....
<b>28.1 Relationship between income tax and accounting profit</b>		
Accounting profit before income tax	<u>9,021,989</u>	<u>2,041,820</u>
Applicable tax rate	29%	29%
Tax on accounting profit	2,616,377	592,128
Tax effect of:		
- Adjustments in respect of current income tax of prior year	(32,253)	358,975
- Non-deductible expenses for tax purposes	143,697	171,400
- Minimum tax differential and final taxes	30,604	158,892
- Super tax	841,106	350,435
- Change in tax regime	21,987	-
- Change in tax rate	-	90,848
- Others	166,238	57,365
	<u>3,787,756</u>	<u>1,780,043</u>
Effective tax rate	<u>42%</u>	<u>87%</u>
<b>29. EARNINGS PER SHARE - BASIC AND DILUTED</b>		
Profit for the year	<u>5,234,233</u>	<u>261,777</u>
	.....(Number of shares).....	
Weighted average number of ordinary shares in issue during the year	<u>97,900,302</u>	<u>97,900,302</u>
	..... (Rupees) .....	
Earnings per share	<u>53.46</u>	<u>2.67</u>
<b>29.1</b> There is no dilutive effect on the basic earnings per share of the Company.		

	Note	2024 ..... (Rupees '000)	2023 .....
<b>30. CASH GENERATED FROM OPERATIONS</b>			
Profit before minimum tax differential, final taxes and income tax		9,127,519	2,589,722
Adjustment for:			
Depreciation on operating fixed assets	11.3	1,685,260	1,483,815
Provision for impairment on operating fixed assets	11.4	225,040	-
Depreciation on right-of-use assets	11.8	83,764	85,261
Amortisation on intangible assets	12.1	11,428	14,226
Provision / (reversal) for slow moving and obsolete stores and spares	14.1	2,775	(36,691)
Provision for slow moving and obsolete stock in trade	15.2 & 15.5	361,032	550,472
Allowance / (reversal) for expected credit losses on trade debts	16.4	47,859	(11,437)
Allowance for expected credit losses on other receivables	19.2	232	410
Gain on disposal of property, plant and equipment - net	26	(31,140)	(20,257)
Liabilities no longer payable written off		-	(500,054)
Interest income	26	(464,355)	(739,174)
Expense recognised in profit or loss for employee benefit cost under IFRS 2 - 'Share-based payments'		313,319	378,523
Provision for staff retirement benefits	6.5	364,379	425,023
Finance costs	27	23,614	30,290
Working capital changes	30.1	(3,394,267)	(1,073,187)
		<u>8,356,459</u>	<u>3,176,942</u>

**30.1 Working capital changes****Decrease / (increase) in current assets**

Stores and spares	(69,724)	(85,231)
Stock-in-trade	1,771,318	(4,862,109)
Trade debts	(1,381,026)	(361,420)
Loans and advances	(465,286)	184,097
Trade deposits and short-term prepayments	36,586	466,743
Other receivables	853,670	(604,491)
	<u>745,538</u>	<u>(5,262,411)</u>

**(Decrease) / increase in current liabilities**

Trade and other payables	(4,139,805)	4,189,224
	<u>(3,394,267)</u>	<u>(1,073,187)</u>

**31. CHANGES IN LIABILITIES ARISING FROM FINANCING ACTIVITIES**

	January 01, 2024	Cash flows	New leases	Dividend declared	Others	December 31, 2024
	..... (Rupees '000) .....					
Dividend	1,094,179	(1,030,464)	-	-	-	63,715
Lease liabilities - note 7.1	158,218	(117,729)	-	-	11,739	52,228
	<u>1,252,397</u>	<u>(1,148,193)</u>	<u>-</u>	<u>-</u>	<u>11,739</u>	<u>115,943</u>
	..... (Rupees '000) .....					
	January 01, 2023	Cash flows	New leases	Dividend declared	Others	December 31, 2023
	..... (Rupees '000) .....					
Dividend	2,468,592	(1,374,413)	-	-	-	1,094,179
Lease liabilities - note 7.1	247,287	(111,244)	-	-	22,175	158,218
	<u>2,715,879</u>	<u>(1,485,657)</u>	<u>-</u>	<u>-</u>	<u>22,175</u>	<u>1,252,397</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 32. SHARE-BASED COMPENSATION

As at December 31, 2024, the Company has the following equity settled share-based compensation plans:

### 32.1 Employee Restricted Stock Units (RSUs) plan

Under this plan, the Company's employees, eligible as per policy, are awarded restricted stock units of Abbott Laboratories, USA (the Ultimate Holding Company). The plan entitles eligible employees to receive restricted stock units of the Ultimate Holding Company which are vested equally over next three years, subject to service conditions.

In accordance with IFRS 2 (Share-based Payments), services received from employees as consideration for restricted stock units are recognised as an expense in the statement of profit or loss, with the corresponding entry recorded as equity. The expense corresponds to the grant date fair value of the restricted stock unit of the Ultimate Holding Company and is charged to statement of profit or loss on a straight-line basis over the vesting period of the plan.

	2024		2023	
	Weighted Average Grant-date Fair Value (USD)	Stock units	Weighted Average Grant-date Fair Value (USD)	Stock units
As at January 1,	109.49	9,747	119.23	8,191
Granted	116.98	11,589	106.24	11,316
Exercised / cancelled	113.43	(11,280)	113.89	(9,760)
As at December 31,	113.71	10,056	109.49	9,747

### 32.2 Employee Stock Purchase Plan (ESPP)

Under this plan, the Company's employees, eligible as per policy, are given a right to purchase shares of Abbott Laboratories, USA (the Ultimate Holding Company). Every employee who opts for the scheme, contributes by way of monthly deductions at the rate of 1% to 10% of gross salary (upto a maximum annual contribution equivalent to USD 25,000), towards purchase of shares at the end of each plan cycle of six months at a 15% discount. The discount applies to the closing market price on either the first or last day of the plan cycle, whichever is lower. The shares of Abbott Laboratories, USA are listed with the New York Stock Exchange, USA and are purchased on behalf of the employees which are allocated to them, subject to fulfilment of service condition.

In accordance with IFRS 2 (Share-based Payments), services received from employees as consideration for discounted shares of Abbott Laboratories, USA is compensatory. Hence, the concession in the price is recognised as an expense in the statement of profit or loss, with the corresponding impact recorded as equity.

	2024 ..... (million units) .....	2023 ..... (million units) .....
<b>33. PLANT CAPACITY AND PRODUCTION</b>		
Actual production		
Packs solids	59.54	51.50
Packs liquids	145.86	172.51
Packs injectables	1.08	0.95
Packs cream	11.52	13.75
Packs GHC	1.28	3.22
Total units	<u>219.28</u>	<u>241.93</u>

The production capacity of the Company's plants is indeterminable as these are multi-product plants involving varying processes of manufacture. The Company's production was according to market demand.

### 34. TRANSACTIONS WITH RELATED PARTIES

	Note	2024 ..... (million units) .....	2023 ..... (million units) .....
<b>Parent Company</b>			
Dividend paid		<u>1,029,503</u>	<u>-</u>
<b>Group companies</b>			
Sale of goods	21	<u>1,200,616</u>	<u>1,158,743</u>
Purchase of materials		<u>15,151,325</u>	<u>17,325,748</u>
Technical service fee	22	<u>318,211</u>	<u>254,177</u>
Reimbursements of expenses from related parties		<u>495,677</u>	<u>513,591</u>
Reimbursements of expenses to related parties		<u>27,427</u>	<u>18,119</u>
Other income	26	<u>157,318</u>	<u>654,473</u>
<b>Staff retirement benefit funds</b>			
Contribution to Pension Fund	6.4	<u>246,734</u>	<u>235,691</u>
Contribution to Provident Fund	22.3	<u>158,283</u>	<u>142,851</u>
Contribution to Gratuity Fund	6.4	<u>53,914</u>	<u>39,861</u>
<b>Key management personnel</b>			
Short-term employee benefits		<u>789,503</u>	<u>730,038</u>
Post-employment benefits		<u>55,893</u>	<u>43,893</u>

34.1 Disposals of property, plant and equipment to key management personnel are disclosed in note 11.5.



# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

**34.2** Outstanding balances in respect of related party sales and purchases, reimbursements and staff retirement benefits are included in notes 16, 8, 19 and 6 respectively.

**34.3** Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity directly or indirectly. The Company considers all members of their executive management team, including the chief executive officer and directors, to be key management personnel.

**34.4** Following are the related parties including group companies with whom the Company had entered into transactions or have arrangements / agreements in place:

S.No.	Name of undertaking	Country of incorporation	Basis of association	Aggregate percentage of direct / indirect shareholding in the Company
1	Abbott Asia Investments Limited	United Kingdom	Holding Company	77.90%
2	Abbott Laboratories, USA	USA	Ultimate Holding Company	77.90%
3	Abbott GmbH	Germany	Group Company	Not Applicable
4	Abbott Diagnostics GmbH	Germany	Group Company	Not Applicable
5	Abbott Logistics B.V.	Netherlands	Group Company	Not Applicable
6	Abbott International LLC	USA	Group Company	Not Applicable
7	Abbott Diabetes Care Limited	United Kingdom	Group Company	Not Applicable
8	Abbott Diabetes Care Inc	USA	Group Company	Not Applicable
9	Abbott Products Operations AG	Switzerland	Group Company	Not Applicable
10	Abbott Laboratories (Singapore) Private Limited	Singapore	Group Company	Not Applicable
11	Abbott Argentina S.A.	Argentina	Group Company	Not Applicable
12	Abbott Laboratories SA Egypt	Switzerland	Group Company	Not Applicable
13	Abbott Laboratories International Co.	USA	Group Company	Not Applicable
14	Abbott s.r.l	Italy	Group Company	Not Applicable
15	ALSA MERO Office	Switzerland	Group Company	Not Applicable
16	Abbott Ireland	Ireland	Group Company	Not Applicable
17	Abbott Rapid DX International Limited	Ireland	Group Company	Not Applicable
18	Abbott Laboratories GmbH Dubai	Dubai	Group Company	Not Applicable
19	Abbott Laboratories Saudi Arabia	Saudia Arabia	Group Company	Not Applicable
20	Abbott Laboratories International Parent Co.	USA	Group Company	Not Applicable
21	Standard Chartered Bank (Pakistan) Limited	Pakistan	Common Directorship	Not Applicable
22	Habib Metropolitan Bank Limited	Pakistan	Common Directorship	Not Applicable
23	Abbott Laboratories (Pakistan) Limited Staff Pension Fund	Pakistan	Staff Retirement Fund	Not Applicable
24	Abbott Laboratories (Pakistan) Limited Staff Provident Fund	Pakistan	Staff Retirement Fund	Not Applicable
25	Abbott Laboratories (Pakistan) Limited Staff Gratuity Fund	Pakistan	Staff Retirement Fund	Not Applicable

### 35. REMUNERATION OF CHIEF EXECUTIVE, DIRECTOR AND EXECUTIVES

The aggregate amounts charged in the financial statements in respect of remuneration, including all benefits to the chief executive, directors and executives of the Company are as follows:

	2024			2023		
	Chief Executive	Director	Executives	Chief Executive	Director	Executives
	..... (Rupees '000) .....					
<b>Short-term employee benefits</b>						
Managerial remuneration	73,090	19,815	1,710,213	58,922	16,632	1,195,924
Leave passage / encashment	5,307	1,546	127,365	5,408	1,507	72,327
Medical expenses	1,330	180	57,078	1,063	126	45,924
Rent / utility / maintenance / furnishing	522	76	732	-	609	9,741
	80,249	21,617	1,895,388	65,393	18,874	1,323,916
<b>Retirement benefits</b>	8,914	2,989	232,220	7,838	2,580	169,394
	89,163	24,606	2,127,608	73,231	21,454	1,493,310
Number of persons	1	1	371	1	1	254

**35.1** In addition, Rs. 313.319 million (2023: Rs. 378.523 million) has been charged in the statement of profit or loss under salaries, wages and allowances in respect of share-based payments to chief executive, directors and certain executives of the Company.

**35.2** Managerial remuneration includes Rs. 247.595 million (2023: Rs. 173.310 million) charged in the statement of profit or loss in respect of bonus to chief executive, directors and certain executives of the Company.

**35.3** Chief Executive, Directors and certain other executives are provided with free use of Company maintained cars, club membership and telephone facilities as per terms of employment.

**35.4** The aggregate amount charged in these financial statements for fees to non-executive directors is Rs. 3.900 million (2023: Rs. 3.300 million).

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 36. SEGMENT WISE OPERATING RESULTS

	2024					2023				
	Pharmaceutical	Nutritional	Diagnostics	Others	Total	Pharmaceutical	Nutritional	Diagnostics	Others	Total
(Rupees '000)										
Sales	49,884,327	17,529,561	7,098,947	1,937,980	76,450,815	41,168,195	14,529,383	4,893,779	1,695,404	62,286,761
Less: Sales returns	89,850	41,586	-	11,806	143,242	40,894	49,022	81,363	4,743	176,022
Less: Trade discounts	3,231,633	952,423	-	49,916	4,233,972	3,008,559	806,577	-	65,278	3,880,414
Less: Sales tax and excise duty	426,109	2,751,535	562,395	156,365	3,896,404	335,400	2,260,051	38,128	121,476	2,755,055
Sales - net	46,136,735	13,784,017	6,536,552	1,719,893	68,177,197	37,783,342	11,413,733	4,774,288	1,503,907	55,475,270
Cost of sales	(32,605,980)	(8,807,656)	(5,656,960)	(1,368,893)	(48,439,489)	(29,859,152)	(8,687,621)	(4,030,526)	(1,080,476)	(43,657,775)
Gross profit	13,530,755	4,976,361	879,592	351,000	19,737,708	7,924,190	2,726,112	743,762	423,431	11,817,495
Selling and distribution expenses	(6,491,558)	(2,010,328)	(458,681)	(341,736)	(9,302,303)	(5,417,504)	(1,864,300)	(412,788)	(345,239)	(8,039,831)
Administrative expenses	(970,372)	(161,627)	(37,134)	-	(1,169,133)	(837,369)	(160,420)	(39,804)	-	(1,037,593)
Segment result	6,068,825	2,804,406	383,777	9,264	9,266,272	1,669,317	701,392	291,170	78,192	2,740,071
Unallocated corporate expenses / income										
Other Income					723,242					1,493,286
Other charges					(838,381)					(1,613,345)
Finance costs					(23,614)					(30,290)
Profit before minimum tax differential, final taxes and income tax					9,127,519					2,589,722
Minimum tax differential					(105,530)					(525,397)
Final taxes					-					(22,505)
Profit before income tax					9,021,989					2,041,820
Income tax					(3,787,756)					(1,780,043)
					5,234,233					261,777
Other Information										
Segment assets employed	21,969,642	1,427,383	6,087,714	282,458	29,767,197	20,396,267	4,599,293	5,282,632	352,245	30,630,437
Unallocated corporate assets					7,883,961					6,063,008
Total assets					37,651,158					36,693,445
Segment liabilities	8,737,863	914,550	1,001,686	59,508	10,713,607	9,754,181	3,084,668	2,563,463	92,140	15,494,452
Unallocated corporate liabilities					3,212,915					2,961,647
Total liabilities					13,926,522					18,456,099
Capital expenditure during the year	2,678,298	77,102	257,182	9,500	3,022,082	2,198,498	15,510	855,556	4,954	3,074,518
Depreciation / amortisation - operating fixed assets	1,071,146	29,477	578,875	5,762	1,685,260	908,416	28,442	545,408	1,549	1,483,815
Provision for impairment of operating fixed assets	225,040	-	-	-	225,040	-	-	-	-	-
Depreciation - right-of-use assets	70,816	9,967	2,981	-	83,764	72,798	9,704	2,759	-	85,261

### 36.1 Reconciliation of segment assets and liabilities to total assets and liabilities

#### 36.1.1 Segment Assets

	Note	2024 ----- (Rupees '000) -----	2023 -----
Allocated segment assets		29,767,197	30,630,437
Loans and advances		1,052,247	445,185
Taxation - net		468,136	386,071
Cash and cash equivalents	20	6,182,349	5,036,712
Other unallocated assets		181,229	195,040
		<u>37,651,158</u>	<u>36,693,445</u>

#### 36.1.2 Segment Liabilities

Allocated segment liabilities		10,713,607	15,494,452
Staff retirement benefits	6	1,184,179	1,049,089
Deferred taxation - net	5	1,052,587	519,569
Unclaimed dividends		63,715	64,676
Unpaid dividends		-	1,029,503
Other unallocated liabilities		912,434	298,810
		<u>13,926,522</u>	<u>18,456,099</u>

### 36.2 Geographical information of net sales to external customers

Pakistan (Domicile country)	65,419,029	53,224,759
Afghanistan	1,461,505	994,089
Sri Lanka	35,922	97,679
Bangladesh	60,125	-
Switzerland	1,200,616	1,158,743
	<u>68,177,197</u>	<u>55,475,270</u>

36.3 All non-current assets of the company are located in Pakistan (domicile country).

36.4 Segment assets consist primarily of property, plant and equipment, trade debts and stock-in-trade. Segment liabilities comprise of trade creditors and an apportionment of accrued expenses. Assets and liabilities which cannot be allocated to a particular segment on a reasonable basis are reported as unallocated corporate assets and liabilities.

36.5 Revenues from two major distributors of the Company represents approximately 13.94% (pertaining to pharmaceutical segment) (2023: 14.49%) and 13.16% (pertaining to nutritional segment) (2023: 13.10%) of the Company's total revenues.

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 37. FINANCIAL RISK MANAGEMENT

### 37.1 Financial assets and financial liabilities

	Note	2024 ----- (Rupees '000) -----	2023 -----
<b>Financial assets</b>			
<b>Debt instruments at amortised cost</b>			
Long-term loans	13	111,764	92,870
Trade debts	16	2,982,679	1,649,512
Current portion of loans	17	52,451	43,423
Trade deposits	18	190,395	164,309
Other receivables		525,979	546,410
Cash and cash equivalents	20	6,182,349	5,036,712
		<u>10,045,617</u>	<u>7,533,236</u>
<b>Financial liabilities at amortised cost</b>			
Lease liabilities	7	52,228	158,218
Trade and other payables		10,264,273	14,353,891
Unclaimed dividends		63,715	64,676
Unpaid dividends		-	1,029,503
		<u>10,380,216</u>	<u>15,606,288</u>

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk. The Company's overall risk management programme focuses on minimising potential adverse effects on the Company's financial performance. The overall risk management of the Company is carried out by the Company's senior management team under policies approved by the Board of Directors. Such policies entail identifying, evaluating and addressing financial risks of the Company.

The Company's overall risk management procedures to minimise the potential adverse affects of financial market on the Company's performance are as follows:

### 37.2 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss without taking into account the fair value of any collateral. Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economical, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Company's performance to developments affecting a particular industry. The normal credit term is 30 to 120 days upon delivery for certain private customers and 120 to 180 days for Government Institutions.

Credit risk of the Company arises principally from the trade debts, loans, deposits, other receivables and bank balances. The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk on trade debts, the Company has developed a formal approval process, whereby credit limits are applied to its customers. The management continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery. The credit risk on liquid funds such as balances with banks is limited because the counter parties are banks with reasonably high credit ratings.



The maximum exposure to credit risk at the reporting date is as follows:

	Note	2024 ----- (Rupees '000) -----	2023 -----
Loans		164,215	136,293
Deposits	18	190,395	171,822
Trade debts	16	2,982,679	1,649,512
Other receivables		525,979	546,410
Bank balances		6,176,323	5,030,438
		<u>10,039,591</u>	<u>7,534,475</u>

Loans, deposits, interest accrued and certain portion of other receivables as mentioned above are neither past due nor impaired. The impaired trade debts and the basis of impairment are disclosed in notes 16 and 2.2.4 respectively.

Set out below is the information about the credit risk exposure on the Company's trade debts from Government Institutions and private customers.

December 31, 2024							
Receivables from Government Institutions (Rs. in 000's)							
Days Past Due							
	Current	1-30 Days	31-60 Days	61-90 Days	91-360 Days	>360 Days	Total
Expected credit loss rate	0.00%	4.51%	5.82%	7.31%	31.17%	61.85%	
Estimated total gross carrying amount at default	482,797	161,689	26,310	6,084	78,637	85,442	840,959
Expected credit losses	-	7,296	1,532	445	24,509	52,843	86,625
Amounts past due but not impaired	482,797	154,393	24,778	5,639	54,128	32,599	754,334
December 31, 2024							
Private Customers (Rs. in 000's)							
Days Past Due							
	Current	1-30 Days	31-60 Days	61-90 Days	91-360 Days	>360 Days	Total
Expected credit loss rate	0.00%	0.12%	0.39%	0.92%	4.99%	23.38%	
Estimated total gross carrying amount at default	1,743,447	224,210	89,103	87,147	72,512	8,510	2,224,929
Expected credit losses	-	260	351	805	3,621	1,990	7,027
Amounts past due but not impaired	1,743,447	223,950	88,752	86,342	68,891	6,520	2,217,902

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

	December 31, 2023						
	Receivables from Government Institutions (Rs. in 000's)						
	Days Past Due						
	Current	1-30 Days	31-60 Days	61-90 Days	91-360 Days	>360 Days	Total
Expected credit loss rate	0.00%	3.03%	4.04%	5.07%	18.12%	55.21%	
Estimated total gross carrying amount at default	214,092	25,589	67,194	88,455	69,653	38,097	503,080
Expected credit losses	-	775	2,714	4,483	12,618	21,035	41,625
Amounts past due not impaired	214,092	24,814	64,480	83,972	57,035	17,062	461,455

	December 31, 2023						
	Private Customers (Rs. in 000's)						
	Days Past Due						
	Current	1-30 Days	31-60 Days	61-90 Days	91-360 Days	>360 Days	Total
Expected credit loss rate	0.00%	0.11%	0.32%	0.83%	5.81%	25.08%	
Estimated total gross carrying amount at default	909,275	163,182	52,682	21,618	22,068	9,412	1,178,237
Expected credit losses	-	177	168	179	1,283	2,361	4,168
Amounts past due not impaired	909,275	163,005	52,514	21,439	20,785	7,051	1,174,069

The credit quality of balances with banks can be assessed with reference to external credit ratings as follows:

Name of Bank	Rating Agency	Ratings		2024 ..... (Rupees '000)	2023 .....
		Short-term	Long-term		
Deutsche Bank AG	Moody's S&P	P-1 A-1	A1 A	734,740	587,292
MCB Bank Limited	PACRA	A1+	AAA	2,375	416
Standard Chartered Bank (Pakistan) Limited	PACRA	A1+	AAA	4,857,078	3,817,200
National Bank of Pakistan	JCR-VIS PACRA	A-1+ A1+	AAA AAA	1,202	3,691
Faysal Bank Limited	PACRA JCR-VIS	A1+ A-1+	AA AA	6,635	6,106
Habib Bank Limited	JCR-VIS	A-1+	AAA	41,798	116,516
Habib Metropolitan Bank Limited	PACRA	A1+	AA+	527,209	499,217
Citibank NA	Moody's S&P	P-1 A-1	Aa3 A+	5,288	-
				6,176,325	5,030,438

### 37.3 Liquidity risk

Liquidity risk reflects the Company's inability in raising funds to meet commitments. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or encounter difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to manage liquidity is to ensure that it always has sufficient liquidity to meet its liabilities when due. The Company manages liquidity risk by maintaining sufficient cash / bank balance and the availability of funding through an adequate amount of committed credit facilities.

The table below summarizes the maturity profile of the Company's financial liabilities based on contractual payments:

	2024 ----- (Rupees '000)-----	2023 ----- (Rupees '000)-----
Not later than one month	5,505,452	8,021,959
Later than one month and not later than three months	4,758,821	3,242,327
Later than three months and not later than one year	86,398	4,289,774
Later than one year and not later than five years	29,545	52,228
	<u>10,380,216</u>	<u>15,606,288</u>

### 37.4 Market risk

Market risk is the risk that the value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises three types of risk: currency risk, interest rate risk and other price risk. The Company is not exposed to other price risk whereas the exposure to currency risk and interest rate risk is given below:

#### 37.4.1 Currency risk

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates and arises where transactions are done in foreign currency. It arises mainly where receivables and payables exist due to transactions entered into foreign currencies.

The Company's exposure to foreign currency risk at the reporting date is as follows:

	2024 ----USD in '000'----	2023 ----USD in '000'----	2024 ----EUR in '000'----	2023 ----EUR in '000'----	2024 ----CHF in '000'----	2023 ----CHF in '000'----	2024 ----GBP in '000'----	2023 ----GBP in '000'----
Trade debts	169	421	-	-	-	-	-	-
Bank balances	5,578	4,986	-	-	-	-	-	-
Due from related parties	1,091	1,603	-	-	-	-	-	-
Bills payable	(9,267)	(27,651)	(409)	(137)	(17)	-	-	(10)
Payable to related parties	(817)	(1,146)	(184)	(184)	-	-	-	-
	<u>(3,246)</u>	<u>(21,787)</u>	<u>(593)</u>	<u>(321)</u>	<u>(17)</u>	<u>-</u>	<u>-</u>	<u>(10)</u>

# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

The following significant exchange rates were applied during the year:

	Closing rate		Average rate	
	2024	2023	2024	2023
	..... (Rupees) .....			
USD	278.44	281.86	278.88	285.54
EUR	290.25	313.41	302.89	300.26
CHF	250.96	239.94	244.74	250.66
GBP	350.00	360.35	357.24	344.74

A ten percent strengthening / weakening of the Pakistani Rupee against the aforementioned currencies at the reporting date would increase / decrease profit after tax for the year by Rs. 65.908 million (2023: Rs. 380.942 million). This analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis for the previous year.

## 37.4.2 Interest rate risk

Interest rate risk is the risk that the fair value of the future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from savings and deposit accounts with banks.

2024	2023
..... (Rupees '000) .....	

### Fixed rate instruments

Financial assets	4,610,252	3,626,102
------------------	-----------	-----------

A one percent increase / decrease in applicable interest rates will increase / decrease profit after tax for the year by Rs. 20.981 million (2023: Rs. 21.995 million). This analysis assumes that all other variables remain constant.

## 37.5 Fair value of financial assets and liabilities

Fair value is the amount for which an asset could be exchanged, or a liability can be settled, between knowledgeable willing parties in an arm's length transaction. As of the statement of financial position date, the carrying value of all financial assets and liabilities reflected in the financial statements approximate to their fair values.

## 38. NUMBER OF EMPLOYEES

The detail of number of employees are as follows:

	2024	2023
	... No of employees ...	
Average number of employees during the year	1,399	1,441
Number of employees as at year end	1,406	1,430
Average number of employees working in the Company's factories during the year	507	551
Number of employees working in the Company's factories at year end	490	560

### 39. DISCLOSURE RELATED TO SHARIAH COMPLIANCE

As at the reporting date, the Company is listed on the PSX-KMI All Share Index. As per the requirements of the fourth Schedule to the Companies Act, 2017, Shariah compliant companies and companies listed on the Islamic index shall disclose the following:

	Note	2024 ..... (Rupees '000)	2023 .....
Revenue earned from Shariah compliant business	21	<u>68,177,197</u>	<u>55,475,270</u>
Other income earned from Shariah compliant sources			
Income earned from Abbott GmbH	26	<u>157,318</u>	<u>154,419</u>
Gain on disposal of property, plant and equipment - net	26	<u>31,140</u>	<u>20,257</u>
Scrap sales	26	<u>70,429</u>	<u>67,945</u>
Other income earned from other than Shariah compliant sources			
Term Deposit Receipts	26	<u>75,916</u>	<u>106,730</u>
Saving accounts	26	<u>388,439</u>	<u>632,444</u>

### 40. CAPITAL RISK MANAGEMENT

The Company's objective when managing capital is to safeguard the Company's ability to remain as a going concern and continue to provide returns for shareholders and benefits for other stakeholders.

The Company manages its capital structure and makes adjustments to it, in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares.

The current capital structure of the Company is equity based.

### 41. NON - ADJUSTING EVENT AFTER THE STATEMENT OF FINANCIAL POSITION DATE

Subsequent to the year ended December 31, 2024, the Board of Directors in its meeting held on February 20, 2025, has proposed a final cash dividend of Rs. 10 per share amounting to Rs. 979.003 million (2023: Final dividend Rs. Nil per share amounting to Rs. Nil) for approval of the members at the Annual General Meeting.

The financial statements for the year ended December 31, 2024 do not include the effect of the final cash dividend which will be accounted for in the financial statements for the year ending December 31, 2025.



# NOTES TO THE FINANCIAL STATEMENTS

FOR THE YEAR ENDED DECEMBER 31, 2024

## 42. GENERAL

42.1 Corresponding figures have been reclassified / rearranged wherever necessary for better presentation. However, there are no material reclassifications to report in these financial statements, except as disclosed below:

	Reclassified		
	From	To	
Provisions shown separately on statement of financial position	Trade and other payables	Provisions	(Rupees '000)
			<u>391,677</u>

42.2 Figures in these financial statements are rounded to the nearest thousand (Rs. in '000), except as otherwise indicated.

## 43. DATE OF AUTHORISATION

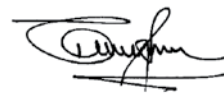
These financial statements were authorised for issue on February 20, 2025, by the Board of Directors of the Company.



Chief Executive



Director



Chief Financial Officer

# Pattern of Shareholding

As at December 31, 2024

Size of Holding Rs. 10 Shares		Number of Shareholders	Total Shares
1	100	1,402	41,250
101	500	683	184,508
501	1,000	254	192,994
1,001	5,000	467	1,006,816
5,001	10,000	91	659,141
10,001	15,000	29	376,218
15,001	20,000	11	184,436
20,001	25,000	14	317,854
25,001	30,000	4	117,193
30,001	35,000	3	100,361
35,001	40,000	3	112,062
45,001	50,000	3	145,120
55,001	60,000	9	517,720
60,001	65,000	1	63,730
70,001	75,000	3	221,644
75,001	80,000	3	236,348
90,001	95,000	1	94,522
95,001	100,000	1	96,203
105,001	110,000	1	108,095
115,001	120,000	3	350,597
125,001	130,000	1	128,700
135,001	140,000	2	277,750
160,001	165,000	1	164,000
200,001	205,000	1	200,500
215,001	220,000	1	218,754
220,001	225,000	1	221,889
225,001	230,000	1	227,390
235,001	240,000	2	471,052
240,001	245,000	1	241,450
245,001	250,000	1	249,122
250,001	255,000	1	250,926
280,001	285,000	1	284,295
290,001	295,000	1	292,600
365,001	370,000	1	369,400
420,001	425,000	1	420,690
600,001	605,000	1	602,945
675,001	680,000	1	678,689
745,001	750,000	1	746,093
800,001	805,000	1	801,250
855,001	860,000	1	857,428
895,001	900,000	1	900,000
995,001	1,000,000	1	1,000,000
1,005,001	1,010,000	1	1,006,630
1,230,001	1,235,000	1	1,232,470
1,895,001	1,900,000	1	1,897,520
2,770,001	2,775,000	1	2,772,496
76,255,001	76,260,000	1	76,259,451
<b>TOTAL</b>		<b>3,015</b>	<b>97,900,302</b>

## Pattern of Shareholding

S.No	Shareholder's category	Number of shareholders	Number of shares held	%
1	Directors, Chief Executive Officer and their spouse(s) and minor children	7	22,452	0.02
2	Associated Companies, Undertakings and Related Parties	3	77,189,066	78.85
3	NIT and ICP	2	980	0.00
4	Banks, Development Finance Institutions, Non-Banking Finance Institutions	9	2,999,178	3.06
5	Insurance Companies	15	1,144,584	1.17
6	Modarabas and Mutual Funds	32	3,250,848	3.32
7	General Public - local	2,813	9,030,073	9.22
8	Others	134	4,263,121	4.36
Total :		3,015	97,900,302	100.00

### Directors, Chief Executive Officer and their spouse(s) and minor children

S.No	Folio	Name	Holding
1	4607	SYED ANIS AHMED	1
2	4831	MR. MUHAMMAD ANJUM LATIF RANA	1
3	03277-122655	MARIAM EHSAN ALI MALIK	6,450
4	03277-82073	MOHSIN ALI NATHANI	10,000
5	03277-90453	EHSAN ALI MALIK	500
6	03277-91835	ZOYA TAZEEN MOHSIN NATHANI	5,000
7	03350-136842	AYLA MAJID	500
Total :			22,452

### Associated Companies, Undertakings and Related Parties

S.No	Folio	Name	Holding
1	4502	M/S. ABBOTT ASIA INVESTMENTS LIMITED	76,259,451
2	03277-2083	TRUSTEES ABBOTT LABORATORIES (PAKISTAN) LIMITED STAFF PENSION FUND	678,689
3	03277-7217	TRUSTEES ABBOTT LABORATORIES (PAKISTAN) LIMITED STAFF PROVIDENT FUND	250,926
Total :			77,189,066

### List of NIT and ICP

S.No	Folio	Name	Holding
1	2405	NATIONAL BANK OF PAKISTAN (TRUSTEE DEPARTMENT)	100
2	4171	NBP TRUSTEE DEPARTMENT	880
Total :			980

### Banks, Development Finance Institutions, Non-Banking Finance Institutions

S.No	Folio	Name	Holding
1	2610	INDUSTRIAL DEVELOPMENT BANK LIMITED	2,901
2	4213	INDUSTRIAL DEVELOPMENT BANK LIMITED	2,160
3	02246-42	HABIB BANK LIMITED-TREASURY DIVISION	76,348
4	03525-105464	INNOVATIVE INVESTMENT BANK LIMITED (UNDER LIQUIDATION)	1,000
5	03889-28	NATIONAL BANK OF PAKISTAN	1,397
6	03889-44	NATIONAL BANK OF PAKISTAN	2,772,496
7	04127-28	MCB BANK LIMITED - TREASURY	117,376
8	04812-24	PAK-OMAN INVESTMENT COMPANY LTD.	10,300
9	06510-28	BANKISLAMI PAKISTAN LIMITED	15,200
Total :			2,999,178

## Insurance companies

S.No	Folio	Name	Holding
1	3137	UNITED INSURANCE CO OF PAK LTD	2
2	02451-21	JUBILEE GENERAL INSURANCE COMPANY LIMITED	200,500
3	03277-102036	JUBILEE GENERAL WINDOW TAKAFUL FUND-PTF	14,200
4	03277-102037	JUBILEE GENERAL WINDOW TAKAFUL OPERATIONS	13,600
5	03277-10526	HABIB INSURANCE CO.LIMITED	55,700
6	03277-15009	CENTURY INSURANCE COMPANY LTD.	2,466
7	03277-90405	DAWOOD FAMILY TAKAFUL LIMITED	16,760
8	07450-1792	DAWOOD FAMILY TAKAFUL LIMITED	500
9	13748-501	ADAMJEE LIFE ASSURANCE COMPANY LTD-IMF	284,295
10	13748-600	ADAMJEE LIFE ASSURANCE COMPANY LTD-AMAANAT FUND	6,220
11	13755-21	ADAMJEE INSURANCE COMPANY LIMITED	369,400
12	14357-29	ALFALAH INSURANCE COMPANY LIMITED	21,201
13	18044-22	ADAMJEE LIFE ASSURANCE COMPANY LIMITED	55,256
14	18200-22	E. F. U. GENERAL INSURANCE LIMITED	59,364
15	18689-25	ATLAS INSURANCE LIMITED	45,120
Total :			1,144,584

## Modarabas and Mutual Funds

S.No	Folio	Name	Holding
1	3031	M/S. GOLDEN ARROW STOCK FUND	48
2	05371-28	CDC - TRUSTEE MCB PAKISTAN STOCK MARKET FUND	108,095
3	05959-27	CDC - TRUSTEE ATLAS STOCK MARKET FUND	128,700
4	06411-21	CDC - TRUSTEE AKD INDEX TRACKER FUND	6,942
5	06619-26	CDC - TRUSTEE AKD OPPORTUNITY FUND	11,739
6	07062-23	CDC - TRUSTEE AL MEEZAN MUTUAL FUND	632
7	09449-25	CDC - TRUSTEE ATLAS ISLAMIC STOCK FUND	80,000
8	09480-21	CDC - TRUSTEE NBP STOCK FUND	116,391
9	09506-26	CDC - TRUSTEE NBP BALANCED FUND	2,300
10	10801-27	CDC - TRUSTEE NBP ISLAMIC SARMAYA IZAFAT FUND	2,200
11	11056-28	CDC - TRUSTEE HBL MULTI - ASSET FUND	1,100
12	12120-28	CDC - TRUSTEE NIT-EQUITY MARKET OPPORTUNITY FUND	59,250
13	12195-21	CDC - TRUSTEE ABL STOCK FUND	31,700
14	12310-25	CDC - TRUSTEE AL HABIB STOCK FUND	116,830
15	12336-23	CDC - TRUSTEE LAKSON EQUITY FUND	34,590
16	12625-27	CDC - TRUSTEE NBP SARMAYA IZAFAT FUND	1,100
17	13391-26	CDC-TRUSTEE HBL ISLAMIC STOCK FUND	17,287
18	13698-29	CDC - TRUSTEE HBL IPF EQUITY SUB FUND	5,300
19	13714-25	CDC - TRUSTEE HBL PF EQUITY SUB FUND	2,339
20	14126-26	CDC - TRUSTEE AL HABIB ISLAMIC STOCK FUND	292,600
21	14373-27	MCBFSL - TRUSTEE ABL ISLAMIC STOCK FUND	9,500
22	14761-29	CDC - TRUSTEE AWT ISLAMIC STOCK FUND	13,800
23	14902-21	CDC - TRUSTEE NATIONAL INVESTMENT (UNIT) TRUST	1,897,520
24	15974-23	CDC - TRUSTEE NBP ISLAMIC STOCK FUND	73,694
25	16030-25	CDC - TRUSTEE AWT STOCK FUND	1,900
26	16436-27	CDC - TRUSTEE HBL ISLAMIC ASSET ALLOCATION FUND	17,198
27	17368-25	DCCL - TRUSTEE AKD ISLAMIC STOCK FUND	29,795
28	17921-26	CDC - TRUSTEE GOLDEN ARROW STOCK FUND	137,750
29	18127-22	CDC - TRUSTEE FAYSAL ISLAMIC STOCK FUND	20,467
30	19638-29	CDC - TRUSTEE ALHOF-DIVIDEND STRATEGY PLAN	4,500
31	19679-25	CDC - TRUSTEE MAHAANA ISLAMIC INDEX EXCHANGE TRADED FUND	3,966
32	20040-28	CDC-TRUSTEE FAYSAL ISLAMIC ASSET ALLOCATION FUND - II	21,615
Total :			3,250,848

## Shareholders Holding 10% or more Voting Rights in the Listed Company

S.No	Folio	Name	Holding
1	4502	M/S. ABBOTT ASIA INVESTMENTS LIMITED	76,259,451
Total :			76,259,451

S.No	No. of shareholders	Name	Holding
1	2,947	GENERAL PUBLIC & OTHERS	13,293,194
Total :			13,293,194

# NOTICE OF ANNUAL GENERAL MEETING

NOTICE is hereby given that the 76<sup>th</sup> Annual General Meeting of the Members of Abbott Laboratories (Pakistan) Limited ("the Company") will be held on Wednesday, April 23, 2025, at 10:00 a.m. at the ICAP Auditorium, Chartered Accountants Avenue, Clifton, Karachi and virtually through a video-link facility to transact the following business:

## ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Financial Statements, together with the Directors' Report, the Auditors' Report, and the Chairman's Review Report thereon for the financial year ended December 31<sup>st</sup>, 2024.

In accordance with section 223 of the Companies Act, 2017, and pursuant to SRO 389(I)/2023 dated March 21, 2023, the financial statements of the Company have been uploaded on the website of the Company, which can be downloaded from the following weblink and QR enabled code:



Annual Report 2024

<https://www.pk.abbott/investor/investor-information.html>

2. To approve cash dividend of Rs. 10.0 per share (i.e. 100%) for the financial year ended December 31, 2024.
3. To appoint the Auditors of the Company for the period ending on date of the next Annual General Meeting, and to authorize the Directors to fix their remuneration. The present auditors, M/s EY Ford Rhodes, Chartered Accountants, being eligible, have offered themselves for reappointment.
4. To transact any other business with permission of the Chairman.

By Order of the Board of Directors

MUHAMMAD USAMA JAMIL  
COMPANY SECRETARY

Karachi: dated February 20, 2025



**Notes:**

1. The Share Transfer books of the Company will remain closed from 16 April 2025 to 23 April 2025 (both days inclusive). Members (Non-CDC) are requested to promptly notify the Company's Registrar of any change in their addresses and submit, if applicable to them, the Non-deduction of Zakat Form CZ-50 with the Registrar of the Company M/s FAMCO Share Registration Services (Private) Ltd., 8-F, Next to Hotel Faran, Nursery, Block-6, PECHS, Shahrah-e-Faisal, Karachi. Tel: 009-21-34380101-5, 0092-21-34384621-3, email: [info.shares@famcosrs.com](mailto:info.shares@famcosrs.com). All the Members holding the shares through the CDC are requested to please update their addresses and Zakat status with their participants.
2. A Member of the Company entitled to attend and vote at the meeting may appoint a proxy to attend, speak and vote instead of him/her. Proxies in order to be effective must be received at the Company's registered office not less than 48 hours before the time of holding the meeting. In calculating the aforesaid period, no account shall be taken of any day that is not a working day. A proxy need, not be a Member of the Company. The proxy shall produce his/her original CNIC or Passport to prove his/her identity.
3. Form of proxy is annexed to this notice and attached in the Annual Report, which is also available on the Company's website ([www.pk.abbott](http://www.pk.abbott)), the website of the Pakistan Stock Exchange and will be circulated via email to all the shareholders who have provided their email addresses to the Company.
4. Shareholders are requested to notify the Company of any change in their physical addresses and email addresses immediately.
5. CDC Account Holders will further have to follow the under mentioned guidelines as laid down in Circular 1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.
6. **For Attending the Meeting:**
  - (i) In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall authenticate his/her identity by showing his/her original Computerized National Identity Card (CNIC) or original passport at the time of attending the meeting.
  - (ii) In case of corporate entity, the Board of Directors' resolution/ power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the Meeting.
  - (iii) In case a member desires to attend the meeting virtually, the Company has made adequate arrangements for the members to participate seamlessly via video-link. To attend the AGM via video-link, members are required to email their names, folio number, valid email address and number of shares held in their names to the following email address: [pk.shareholderquery@abbott.com](mailto:pk.shareholderquery@abbott.com). The members/proxies will receive video-link login credentials following the provision of the requisite details.
7. **For Appointing Proxies:**
  - (i) In case of individuals, the account holder or sub-account holder and/or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall submit the proxy form as per the above requirement.

- (ii) The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- (iii) Attested copies of CNIC or the passport of the beneficial owners and of the Proxy shall be furnished with the proxy form.
- (iv) The Proxy shall produce his/her original CNIC or original passport at the time of the Meeting.
- (v) In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature shall be submitted (unless it has been provided earlier) along with proxy form to the Company.

8. **Withholding Tax on Dividend under Section 150 the Income Tax Ordinance, 2001:**

- (i) Pursuant to the provisions of the Finance Act 2019 effective July 1, 2019, the rates of deduction of income tax from dividend payments under the Income Tax Ordinance have been revised as follows:

1. Rate of tax deduction for active tax payers is 15%.
2. Rate of tax deduction for non-active tax payers is 30%.

Shareholders who are filers, are advised to make sure that their names are entered into latest Active Tax Payers List (ATL) provided on the website of FBR at the time of dividend payment, otherwise they shall be treated as non-filers and tax on their cash dividend will be deducted at the rate of 30% instead of 15%.

- (ii) As per FBR Circulars C. No.1 (29) WHT/2006 dated 30 June 2010 and C. No.1 (43) DG (WHT)/2008-Vol. II66417-R dated 12 May 2015, the valid exemption certificate is mandatory to claim exemption of withholding tax U/S 150 of the Income Tax Ordinance, 2001 (tax on dividend amount) where the statutory exemption under clause 47B of Part-IV of Second Schedule is available. The shareholders who fall in the category mentioned in above clause and want to avail exemption U/S 150 of the Ordinance, must provide valid Tax Exemption Certificate to our Share Registrar FAMCO Share Registration Services (Private) Limited before book closure otherwise tax will be deducted on dividend as per applicable rates.
- (iii) Further, according to clarification received from Federal Board of Revenue (FBR), with-holding tax will be determined separately on 'Filer/Non-Filer' status of Principal shareholder as well as Joint-Holder(s) based on their shareholding proportions, in case of joint accounts.

In this regard all shareholders who hold shares jointly are requested to provide shareholding proportions of Principal shareholder and Joint-Holder(s) in respect of shares held by them (only if not already provided) to our Share Registrar, in writing as follows:

Company Name	Folio/CDS Account #	Total Shares	Principal Shareholder		Joint Shareholder	
			Name and CNIC #	Shareholding Proportion (No. of Shares)	Name and CNIC #	Shareholding Proportion (No. of Shares)

The required information must reach our Share Registrar within 10 days of this notice; otherwise it will be assumed that the shares are equally held by Principal shareholder and Joint Holder(s).

- (iv) For any query/problem/information, the investors may contact the Company and/or the Share Registrar, FAMCO Share Registration Services (Pvt.) Ltd. at phone 021-34380101-5 and email address: [info.shares@famcosrs.com.pk](mailto:info.shares@famcosrs.com.pk)
- (v) The corporate shareholders having CDC accounts are required to have their National Tax Number (NTN) updated with their respective participants, whereas corporate physical shareholders should send a copy of their NTN certificate to the Company or FAMCO Share Registration Services (Pvt.) Ltd. The shareholders while sending NTN or NTN certificates, as the case may be, must quote company name and their respective folio numbers.

9. **Electronic Transmission of Audited Financial Statements & Notices:**

The Securities and Exchange Commission of Pakistan (SECP) through its Notification S.R.O. 470(I)/2016, dated 31 May 2016 has permitted companies to circulate Audited Financial Statements to its Members through CD/DVD/USB. Members who wish to receive the physical copies of financial statements are requested to convey their request in writing to [pk.shareholderquery@abbott.com](mailto:pk.shareholderquery@abbott.com), and those who wish to receive the financial statements in soft copy via email are requested to convey their e-mail address for receiving Audited Financial Statements and Notice at the following email address: [pk.shareholderquery@abbott.com](mailto:pk.shareholderquery@abbott.com). In order to avail this facility a Standard Request Form is available at the Company's website <https://www.pk.abbott>. Alternatively, the Annual Reports may be downloaded from the following link: <https://www.pk.abbott/investor/investor-information.html>

10. **Payment of Cash Dividend Electronically**

The Securities and Exchange Commission of Pakistan (SECP) had earlier initiated e-dividend mechanism through its letter No: 8(4) SM/CDC/2008 dated April 05, 2013. The Companies Act 2017 also now provides in section 242 that any dividend payable in cash shall only be paid through electronic mode directly into the bank account designated by the entitled shareholders. As such, the Company will only be able to make payment of any cash dividend to its shareholder through electronic mode. Therefore, shareholders are advised that in order for them to receive their dividends through electronic mode, the details of their bank mandate specifying:

- (i) title of account,
- (ii) account number and IBAN,
- (iii) bank name,
- (iv) branch name, code and address be provided as soon as possible, to the Share Registrar of the Company, M/s FAMCO Share Registration Services (Private) Limited.

# Calendar of Financial Events

Tentative dates for announcement of financial results for the Financial Year 2025:

1 <sup>st</sup> quarter ending March 31, 2025	3 <sup>rd</sup> week of April, 2025
2 <sup>nd</sup> quarter ending June 30, 2025	4 <sup>th</sup> week of August, 2025
3 <sup>rd</sup> quarter ending September 30, 2025	4 <sup>th</sup> week of October, 2025
Year ending December 31, 2025	3 <sup>rd</sup> week of February, 2026

Actual dates for announcement of financial results for the financial year 2024:

1 <sup>st</sup> quarter ended March 31, 2024	April 25, 2024
2 <sup>nd</sup> quarter ended June 30, 2024	August 26, 2024
3 <sup>rd</sup> quarter ended September 30, 2024	October 25, 2024
Year ended December 31, 2024	February 20, 2025

# CONTACT DETAILS

## Registered Office

Plot No. 258 & 324, Opposite Radio Pakistan  
Transmission Centre, Hyderabad Road, Landhi,  
P.O. Box. 7229, Karachi, Pakistan.  
Tel: (92-21) 111-ABBOTT (111-222-688)  
Fax: (92-21) 35001903

## City Office

8th Floor, Faysal House St-02, Shahrah-e-Faisal,  
Karachi, Pakistan  
Tel: (92-21) 32799018, 32799019  
Fax: (92-21) 32800244

## Distribution Offices

### Multan

Hasanabad Gate # 2 Near Pak Arab Fertilizers  
Khanewal Road, Multan 60650, Pakistan.  
Tel: (92-61) 4551818, (92-61) 4556145  
Fax: (92-61) 4551817

### Lahore

16-Km Shahpur Kanjran Multan Road  
Lahore 53700, Pakistan.  
Tel: (92-42) 37512188, (92-42) 37512199  
Fax: (92-42) 37511171

### Islamabad

Plot # 136 Street # 9, 1-10/3, Industrial Area  
Islamabad 44800, Pakistan.  
Tel: (92-51) 34445020, (92-51) 34447464,  
(92-51) 34448278  
Fax: (92-51) 34449868  
Website: [www.pk.abbott](http://www.pk.abbott)

## Sales Offices

### Peshawar

House No. 25/III/B, Jamrud Lane, University Town,  
Peshawar, Pakistan.  
Tel: (92-91) 5840024  
Fax: (92-91) 5840024

### Lahore

House No. 187, Aurangzeb Block, Near Garden Town,  
Lahore, Pakistan.  
Tel: (92-42) 35854141  
Fax: (92-42) 35844737



# GLOSSARY

<b>ABC</b> - American Business Council of Pakistan	<b>ICMAP</b> - Institute of Cost & Management Accountants of Pakistan
<b>ACCA</b> - Association of Chartered Certified Accountants	<b>IFAC</b> - International Federation of Accountants
<b>ADC</b> - Abbott Diabetes Care	<b>IFRS</b> - International Financial Reporting Standards
<b>ADD</b> - Abbott Diagnostics Division	<b>ISO</b> - International Organization for Standardisation
<b>ANI</b> - Abbott Nutrition International	<b>IQVIA</b> - A global market research company (formerly known as IMS)
<b>AGM</b> - Annual General Meeting	<b>ITO</b> - Income Tax Ordinance
<b>API</b> - Active Pharmaceutical Ingredient	<b>KIBOR</b> - Karachi Inter Bank Offer Rate
<b>ATL</b> - Active Taxpayer List	<b>KPI</b> - Key Performance Indicator
<b>BCP</b> - Business Continuity Plan	<b>LERN</b> - Legal and Ethics Resource Network
<b>BOD</b> - Board of Directors	<b>LLC</b> - Limited Liability Company
<b>CEO</b> - Chief Executive Officer	<b>LUMS</b> - Lahore University of Management Sciences
<b>CFO</b> - Chief Financial Officer	<b>MAP</b> - Management Association of Pakistan
<b>CODM</b> - Chief Operating Decision Maker	<b>MHE</b> - Minimal Hepatic Encephalopathy
<b>Companies Act</b> - Companies Act, 2017	<b>NIT</b> - National Investment Trust
<b>Company</b> - Abbott Laboratories (Pakistan) Limited (ALPL)	<b>NTN</b> - National Tax Number
<b>CDC</b> - Central Depository Company	<b>OCI</b> - Other Comprehensive Income
<b>CRF</b> - Central Research Fund	<b>OECD</b> - Office of Ethics and Compliance
<b>CSR</b> - Corporate Social Responsibility	<b>OICCI</b> - Overseas Investors' Chamber of Commerce & Industry
<b>CWIP</b> - Capital Work in Progress	<b>PAT</b> - Profit After Tax
<b>DRAP</b> - Drug Regulatory Authority of Pakistan	<b>PBC</b> - Pakistan Business Council
<b>DRP</b> - Disaster Recovery Plan	<b>PICG</b> - Pakistan Institute of Corporate Governance
<b>Earnings Per Share (EPS)</b> - Calculated by dividing the profit after interest, tax by the weighted average number of Ordinary Shares in issue	<b>PSX</b> - Pakistan Stock Exchange
<b>ECL</b> - Expected Credit Loss	<b>QA</b> - Quality Assurance
<b>EBIT</b> - Earnings before Interest and Taxes	<b>Regulations</b> - Listed Companies (Code of Corporate Governance) Regulations, 2019
<b>EBITDA</b> - Earnings before Interest, Taxes, Depreciation and Amortisation	<b>SBP</b> - State Bank of Pakistan
<b>EHS</b> - Environment, Health and Safety	<b>SDGs</b> - Sustainable Development Goals
<b>EIR</b> - Effective Interest Rate	<b>SECP</b> - Securities and Exchange Commission of Pakistan
<b>EPD</b> - Established Pharmaceuticals Division	<b>SKU</b> - Stock Keeping Unit
<b>ESG</b> - Environmental, Social, and Governance	<b>StarLIMS</b> - Laboratory Information Management System
<b>FBR</b> - Federal Board of Revenue	<b>SOP</b> - Standard Operating Procedure
<b>FTR</b> - Final Tax Regime	<b>SWOT</b> - Strength, Weakness, Opportunities and Threats
<b>GHC</b> - General Healthcare	<b>TMRs</b> - Talent Management Reviews
<b>GHG</b> - Greenhouse Gas	<b>WPPF</b> - Workers' Profit Participation Fund
<b>GIDC</b> - Gas Infrastructure Development Cess	<b>WWF</b> - Workers' Welfare Fund
<b>GMP</b> - Good Manufacturing Practices	<b>ZWL</b> - Zero Waste to Landfill
<b>GPTW</b> - Great Place to Work	
<b>HCP</b> - Healthcare Professional	
<b>HR&amp;R</b> - Human Resource and Remuneration Committee	
<b>IAS</b> - International Accounting Standards	
<b>IASB</b> - International Accounting Standards Board	
<b>IBAN</b> - International Bank Account Numbers	
<b>ICP</b> - Investment Corporation of Pakistan	
<b>ICAP</b> - Institute of Chartered Accountants of Pakistan	



ABBOTT LABORATORIES (PAKISTAN) LIMITED  
P.O. Box 7229, Landhi Karachi-74400

### Proxy Form

I / W e \_\_\_\_\_  
of \_\_\_\_\_  
in the district of \_\_\_\_\_ being a member of ABBOTT LABORATORIES (PAKISTAN) LIMITED and holder of  
\_\_\_\_\_ Ordinary Shares as per Share Register Folio No. \_\_\_\_\_  
and/ or CDC Participant I.D. No. \_\_\_\_\_ and Sub Account No. \_\_\_\_\_  
here by appoint \_\_\_\_\_

(Name)

of \_\_\_\_\_  
or falling him \_\_\_\_\_

(Name)

as my / our proxy to vote for me/us and on My /our behalf at the 76th Annual General Meeting of the Company to be held  
on Wednesday, April 23, 2025 at 10:00 a.m. and at any adjournment thereof.

As witnessed given under my/our hand(s) \_\_\_\_\_ day of \_\_\_\_\_ 2025

1. Witness:  
Signature: \_\_\_\_\_

Address \_\_\_\_\_

CNICNo. \_\_\_\_\_

Name: \_\_\_\_\_

Affix Revenue  
stamps of Rs. 5/-

Signature of Member

1. Witness:  
Signature: \_\_\_\_\_

Address \_\_\_\_\_

CNICNo. \_\_\_\_\_

Name: \_\_\_\_\_

Shareholder's Folio No. \_\_\_\_\_

CDC A/c No. \_\_\_\_\_

CNIC No. \_\_\_\_\_

Note:

1. Proxies in order to be effective, must be received by the Company Secretary, Abbott Laboratories (Pakistan) Limited P.O. Box 7229, Landhi, not later than 48 hours before the time for holding the meeting and must be duly stamped, signed and witnessed.
2. Attested copies of CNIC or Passport of the Beneficial Owner of the shares of the Company in the Central Depository System of the Central Depository Company (CDC) and the proxy, entitled to attend and vote at this meeting, shall be furnished along with the proxy form to the Company.
3. The Beneficial Owner of share of the Company in the Central Depository System of the Central Depository Company (CDC) of his/her proxy entitled to attend and vote at this meeting, shall produce his/her original CNIC or passport to prove his/her identity.
4. In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature of the nominees shall be submitted with the proxy form to the Company and the same shall be produced in original at the meeting to authenticate the identity.





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ABBOTT LABORATORIES (PAKISTAN) LIMITED  
P.O. Box 7229, Landhi  
KARACHI-74400

لیبٹ لیبارٹریز (پاکستان) لمیٹڈ  
پی او بکس ۷۲۲۹، لانڈھی، کراچی ۷۴۴۰۰

### پراکسی فارم

میں / ہم \_\_\_\_\_ ضلع \_\_\_\_\_  
سکنہ \_\_\_\_\_  
بحیثیت ممبر لیبٹ لیبارٹریز (پاکستان) لمیٹڈ اور \_\_\_\_\_  
اور / یا سی ڈی سی کے شراقتی آئی ڈی نمبر \_\_\_\_\_ اور ذیلی کھاتہ نمبر \_\_\_\_\_  
بذریعہ ہذا \_\_\_\_\_  
(نام) \_\_\_\_\_  
سکنہ \_\_\_\_\_  
اور مزید \_\_\_\_\_  
(نام) \_\_\_\_\_

کو اپنا پراکسی مقرر کرتا ہوں / کرتے ہیں کہ وہ میری / ہماری جگہ کمپنی کے ۷۶ ویں سالانہ اجلاس عام میں، جو بدھ ۲۳ اپریل ۲۰۲۵ کو  
دن ۱۰:۰۰ بجے منعقد ہوگا یا اس سے متعلق کسی اجلاس میں شرکت کرے / کریں۔  
میری / ہماری جانب سے درج ذیل گواہان نے تصدیق کی، بتاریخ ۲۰۲۵ \_\_\_\_\_

5 روپے کے رسیدی  
ٹکٹ چسپاں کریں

۱۔ گواہ  
دستخط

نام \_\_\_\_\_  
سی این آئی سی نمبر \_\_\_\_\_  
پتہ \_\_\_\_\_

ممبر کے دستخط

۲۔ گواہ  
دستخط

شئیر ہولڈر فولیو نمبر \_\_\_\_\_  
سی ڈی سی کھاتہ نمبر \_\_\_\_\_  
سی این آئی سی نمبر \_\_\_\_\_

نام \_\_\_\_\_  
سی این آئی سی نمبر \_\_\_\_\_  
پتہ \_\_\_\_\_

نوٹ:

- ۱۔ پراکسی کے موثر ہونے کیلئے ضروری ہے کہ اس کی تحریری اطلاع کمپنی سیکریٹری لیبٹ لیبارٹریز (پاکستان) لمیٹڈ پی او بکس ۷۲۲۹، لانڈھی کو اجلاس شروع ہونے کے وقت سے زیادہ سے زیادہ ۴۸ گھنٹہ قبل موصول ہو جائے اور اس پر اسٹیپ، دستخط اور گواہان کی تصدیق موجود ہو۔
- ۲۔ سینٹرل ڈپازٹری کمپنی (سی ڈی سی) کے سینٹرل ڈپازٹری سسٹم میں شامل کمپنی کے شئیر کے فائدہ حاصل کرنے والے مالک اور اجلاس میں شرکت کرنے اور ووٹ دینے کے اہل پراکسی کے سی این آئی سی یا پاسپورٹ کی تصدیق شدہ نقل پراکسی فارم کے ہمراہ کمپنی میں جمع کرائی جائیں۔
- ۳۔ سینٹرل ڈپازٹری کمپنی (سی ڈی سی) کے سینٹرل ڈپازٹری سسٹم میں شامل کمپنی کے شئیر کے فائدہ حاصل کرنے والے مالک اور اجلاس میں شرکت کرنے اور ووٹ دینے کے اہل پراکسی کو شناخت کی تصدیق کیلئے شرکت کے وقت اپنا اصل سی این آئی سی یا پاسپورٹ پیش کرنا ہوگا۔
- ۴۔ کارپوریٹ اکائی کی صورت میں بورڈ آف ڈائریکٹرز کی قرارداد / پاور آف اٹارنی مع نامزد کردہ فرد کے دستخط کے نمونے، کمپنی کے پراکسی فارم کے ساتھ جمع کرائے جائیں اور شناخت کی تصدیق کیلئے اجلاس میں شرکت کے وقت ان کی اصل کاپی پیش کرنا ہوگی۔



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