

CORPORATE BRIEFING SESSION

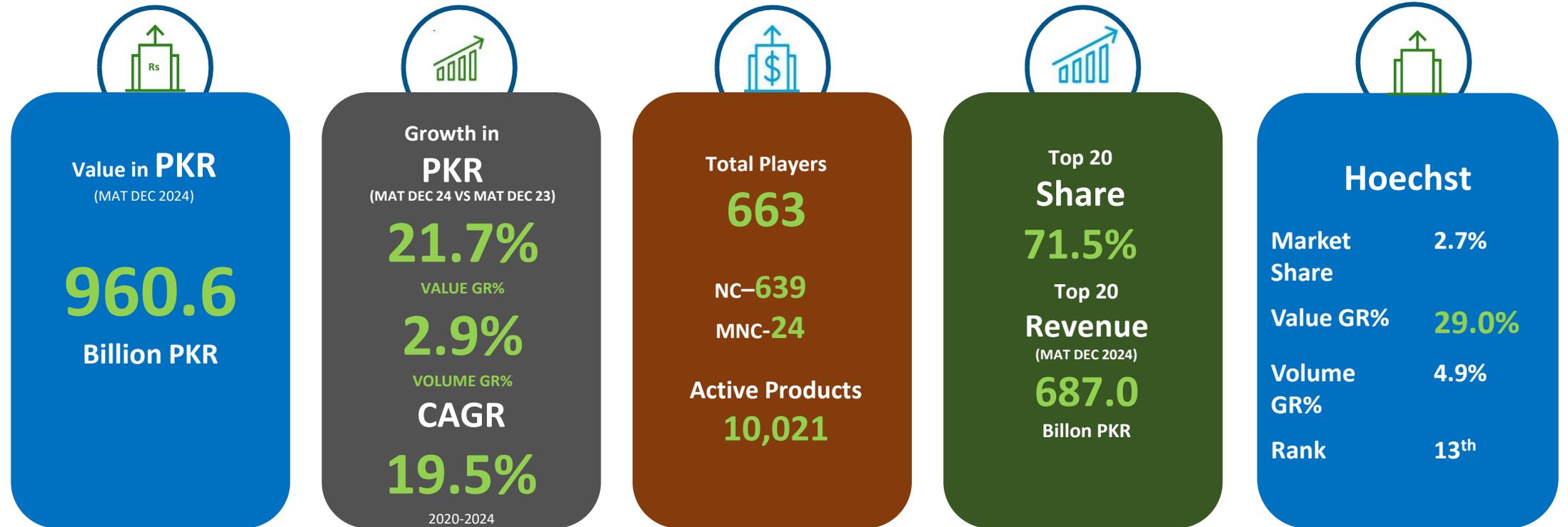
April 8th, 2025

The graphic features the Hoechst Pakistan logo at the top right. A large orange circle on the left contains the text: "sanofi Aventis Pakistan is now Hoechst PAKISTAN" with the Hoechst logo. To the right of this circle, the slogan "SHAPING THE FUTURE, STRENGTHENED BY VALUES." is displayed. Below the text is a large black and white photograph of a group of people standing in a circle on a paved area. The words "CARE RESPECT LEAD" are written in white chalk on the ground in the background, and "HONESTY COURAGE" is written in the foreground. At the bottom of the graphic, there is a row of five small, colorful panels: 1. A green panel showing two hands reaching towards each other. 2. A blue panel showing two hands shaking in a firm grip. 3. A red panel showing a large red sun with silhouettes of birds flying in front of it. 4. A yellow panel showing a silhouette of a balance scale. 5. A purple panel showing a silhouette of a person climbing a steep, rocky cliff.

Agenda

- Presentation by the Management
- Q&A Session

Pakistan Pharma Market – MAT Dec 2024



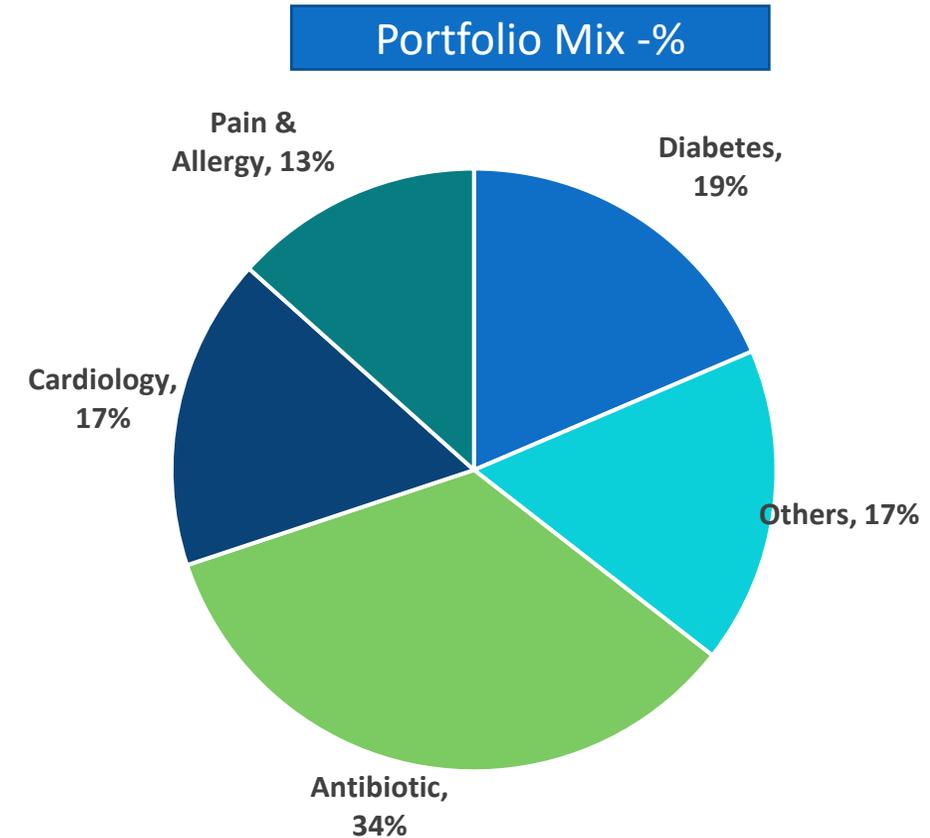
Source: IQVIA PKPI DEC 2024 Exc.V06 & V07

Macroeconomic & Regulatory Environment Update

- Effective interest rate reduced to 12% from 22%.
- Exchange rate remained stable for the past 18 months.
- Approval of price hardship of 146 products (including 2 Company products) through SRO#229(1)/2024 dated 19th Feb 2024.
- De-regulation of non-essential drugs through SRO # 228(1)/2024 dated 19th Feb 2024.

About the Company

- Established in 1967 and is listed on Pakistan Stock Exchange
 - Overall Revenue:** Rs. 26.8B
 - Market share:** 2.7%
 - Gross Margin:** Rs. 8.4B, 32%
 - Profit After Tax (PAT):** Rs. 1.8B (PAT/Sales: 7%)
 - Production Facilities:** Karachi-Korangi Industrial Area
 - Shareholding Structure:**
 - Packages Group: 72%
 - Arshad Ali Gohar & Affiliates: 22%
 - Free Float: 6%



Our Key Brands

Flagyl[®]

CLEXANE[®]
enoxaparin sodium

NO-SPA[®]
(Drotaverine HCl)

LANTUS[®]
insulin glargine

Amaryl[®]
Glimepiride

Claforan[®]
(Cefotaxime sodium)

Haemacel[®]
Polygeline 3.5%

Enterogermina[®]
(Spores of polyantibiotic-resistant *Bacillus clausii*)

Plavix[®]
(clopidogrel hydrogen sulphate)
75mg, 300mg tablets

Selsun blue[™]

Priorities for 2024



Sales Growth

Growth 25%



Product Acquisitions

4 Products
2.4 Billion Turnover



Cost Control

Reduction in cost/sales
ratio by 5%



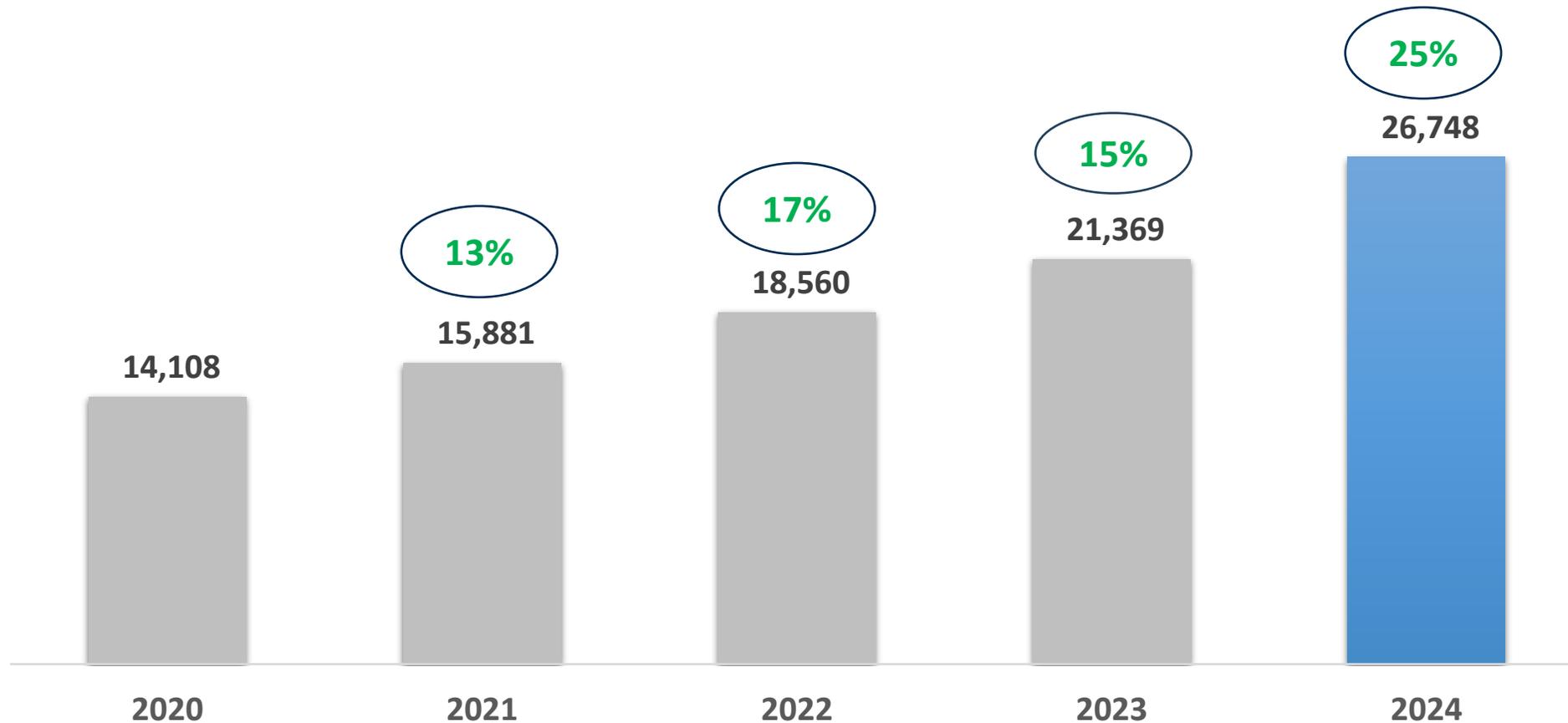
Working Capital
Management

Net Financing Cost Savings
Rs. 41Million | 61%

Achieving Strong Sales Momentum

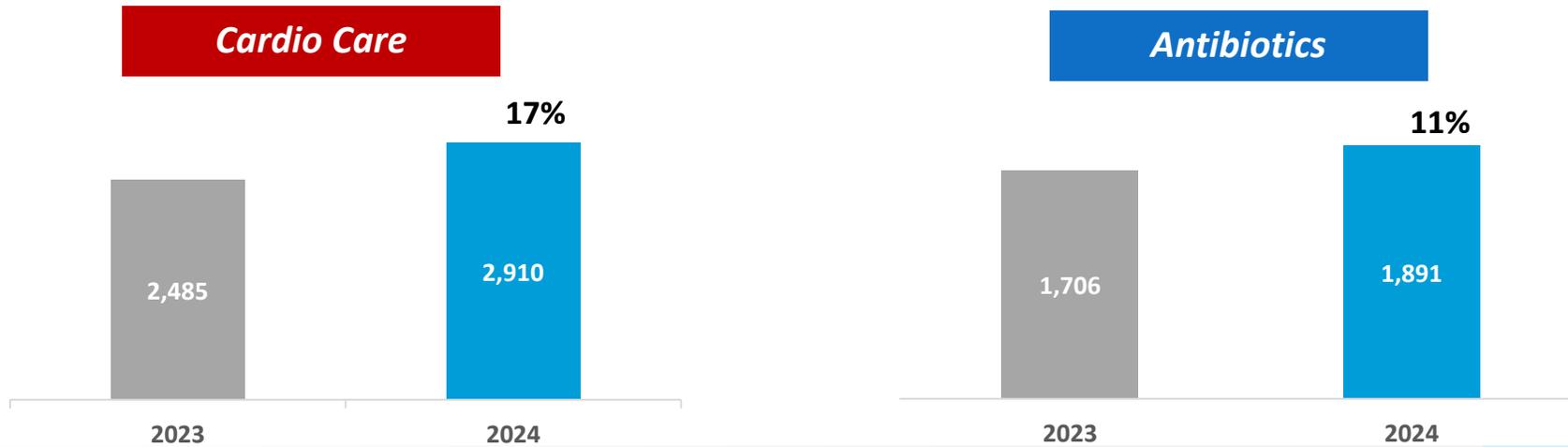
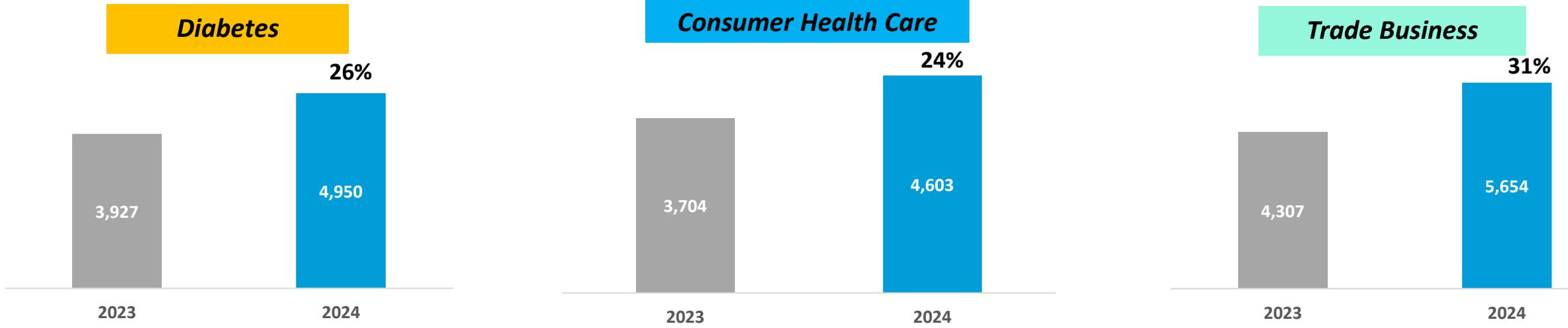
MPKR

Strong Sales Trends Across All Product Categories with a Positive Future Outlook, Driven by Consistent Growth, Market Expansion, and Strategic Initiatives



Product Category Growth

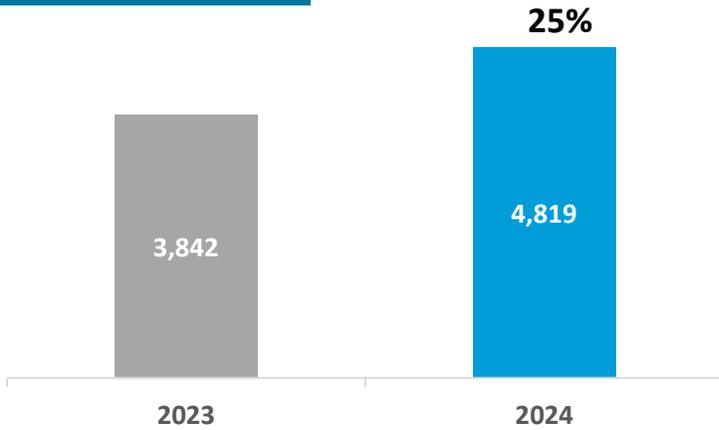
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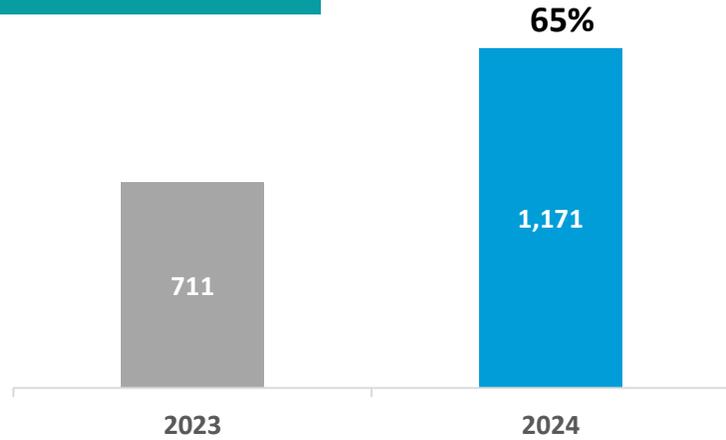
Product Category Growth

MPKR

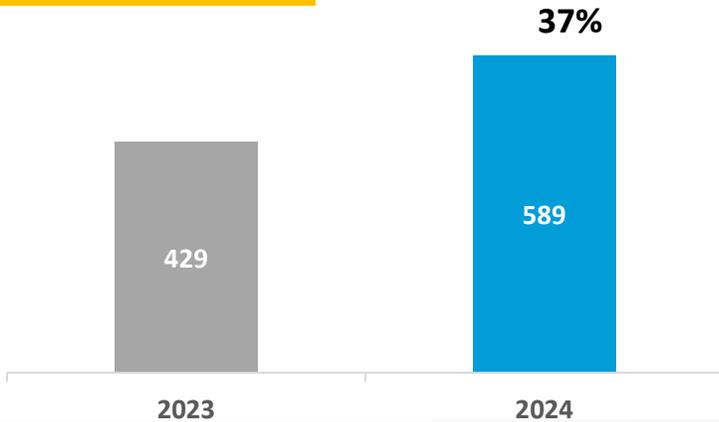
Hospicare



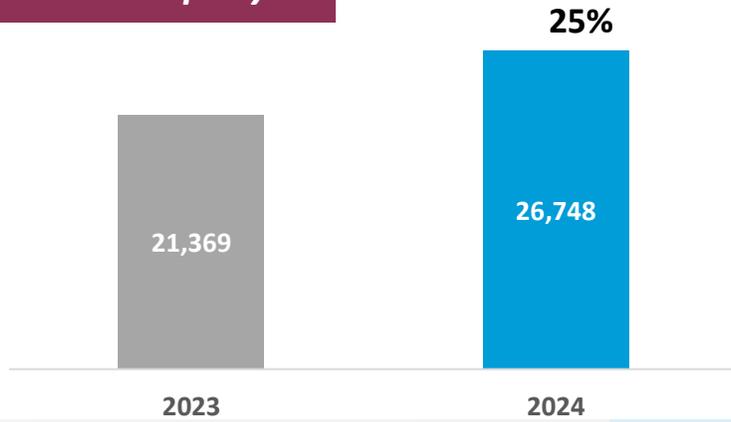
Export



Vaccines

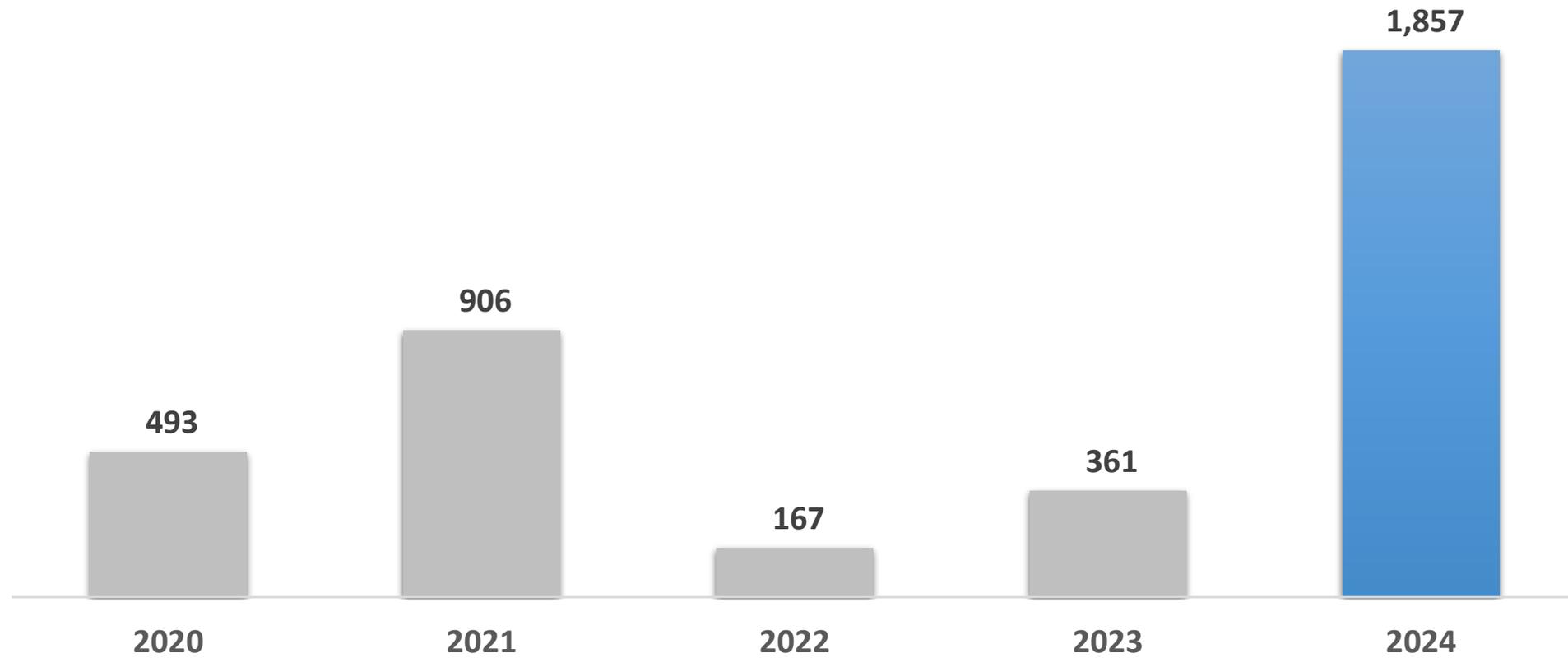


Total Company



Profit After Tax

MPKR



Commitment to Sustainability

EHS Achievements

EHS Initiatives

T
e
a
m
w
o
r
k

15 MILLION
SAFE MAN
HOURS

Achieving Excellence
in Safety, Together!



Performance Excellence Award



IMS Certification Acquired

- **Energy Management:** Reduced absolute consumption by 1,043 MW in 2024, while increasing overall production by 18%.
- **Solar Generation:** Increased the units from 436,648 kWh in 2023 to 1,324,843 kWh in 2024.
- **Water Management:** Decreased absolute consumption by 10.3% and the consumption rate by 26.2% (m³/Ton of Production).
- **Greenhouse Gases (GHG) Management:** Site carbon emissions were reduced by 609 tCO₂e in 2024, lowering absolute emissions by 7%. Emissions intensity was also reduced by 21% in 2024.

Financial Results

For the Year ended December 31, 2024



Profit & Loss – FY 2024

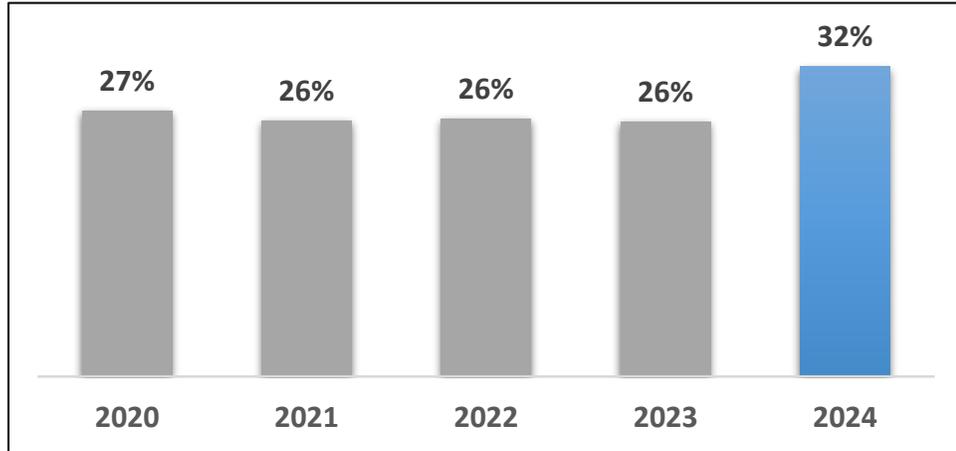
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	FY 2023	FY 2024	Variance %
NET SALES	21,369	26,748	25%
Cost of sales	(15,843)	(18,320)	16%
GROSS PROFIT	5,526	8,428	52%
GP Margin %	26%	32%	
Distribution and marketing costs	(2,641)	(3,329)	26%
Administrative expenses	(820)	(1,074)	31%
Other expenses (including ECL)	(1,361)	(635)	-53%
Other income	387	234	-39%
	(4,436)	(4,804)	8%
OPERATING PROFIT	1,091	3,624	232%
Finance costs	(175)	(145)	-17%
PROFIT BEFORE TAXATION	916	3,479	280%
Taxation (including minimum and final taxes)	(555)	(1,622)	192%
PROFIT FOR THE YEAR	361	1,857	415%
EARNINGS PER SHARE (Rupees)	37.41	192.56	415%

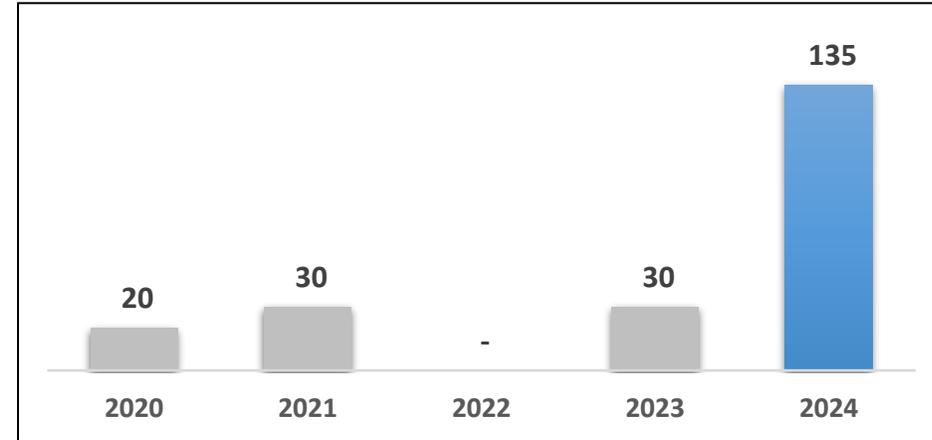
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Key Ratios

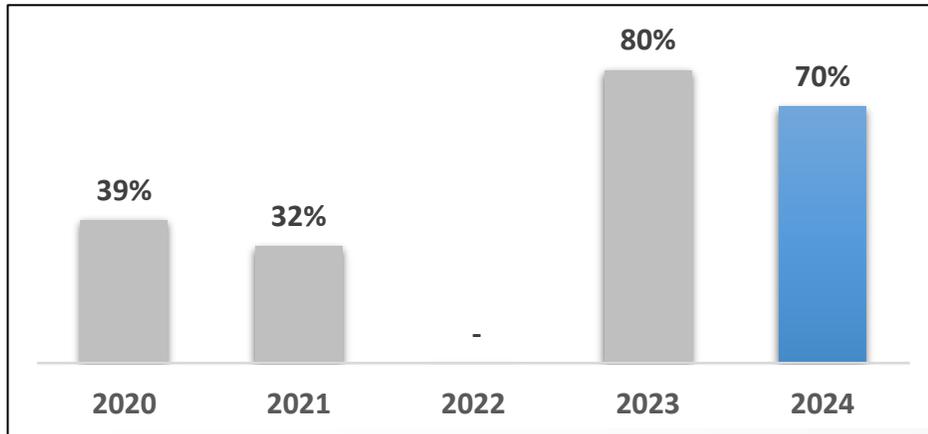
GP Ratio (%)



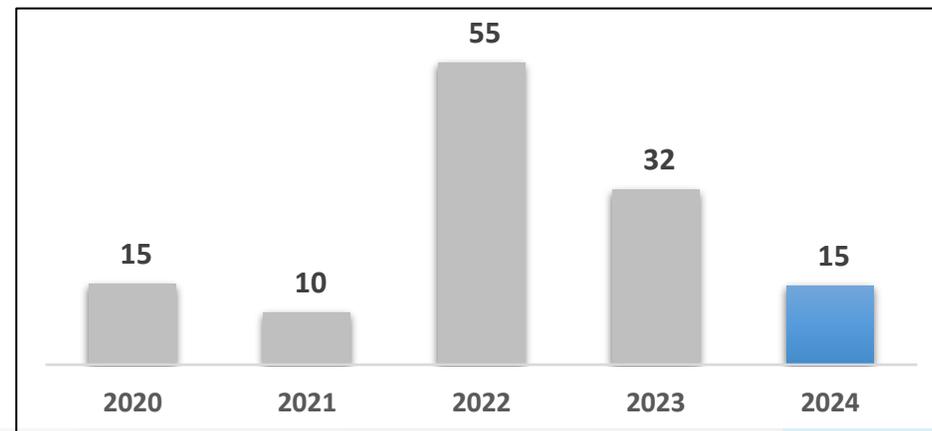
Dividend per Share (Rs.)



Dividend Payout Ratio (%)



P/E Multiple (Times)



Avg. Industry
P/E Multiple:
19

Update on Key Corporate Announcements of 2024

Announcement	Date
Approval by Board for formation of a wholly owned subsidiary to carry out Wellness & Nutraceutical business	April 24, 2024
Approval by Board for acquisition of certain products along with associated trademarks from Sanofi affiliates under transfer and assignment agreement(s)	June 11, 2024
Approval by Board for formation of a wholly owned foreign subsidiary in the UAE	December 20, 2024

• Q&A Session

Thank You!



CREATING A BETTER TOMORROW