# Corporate Briefing Session - 2025

December 30th, 2025

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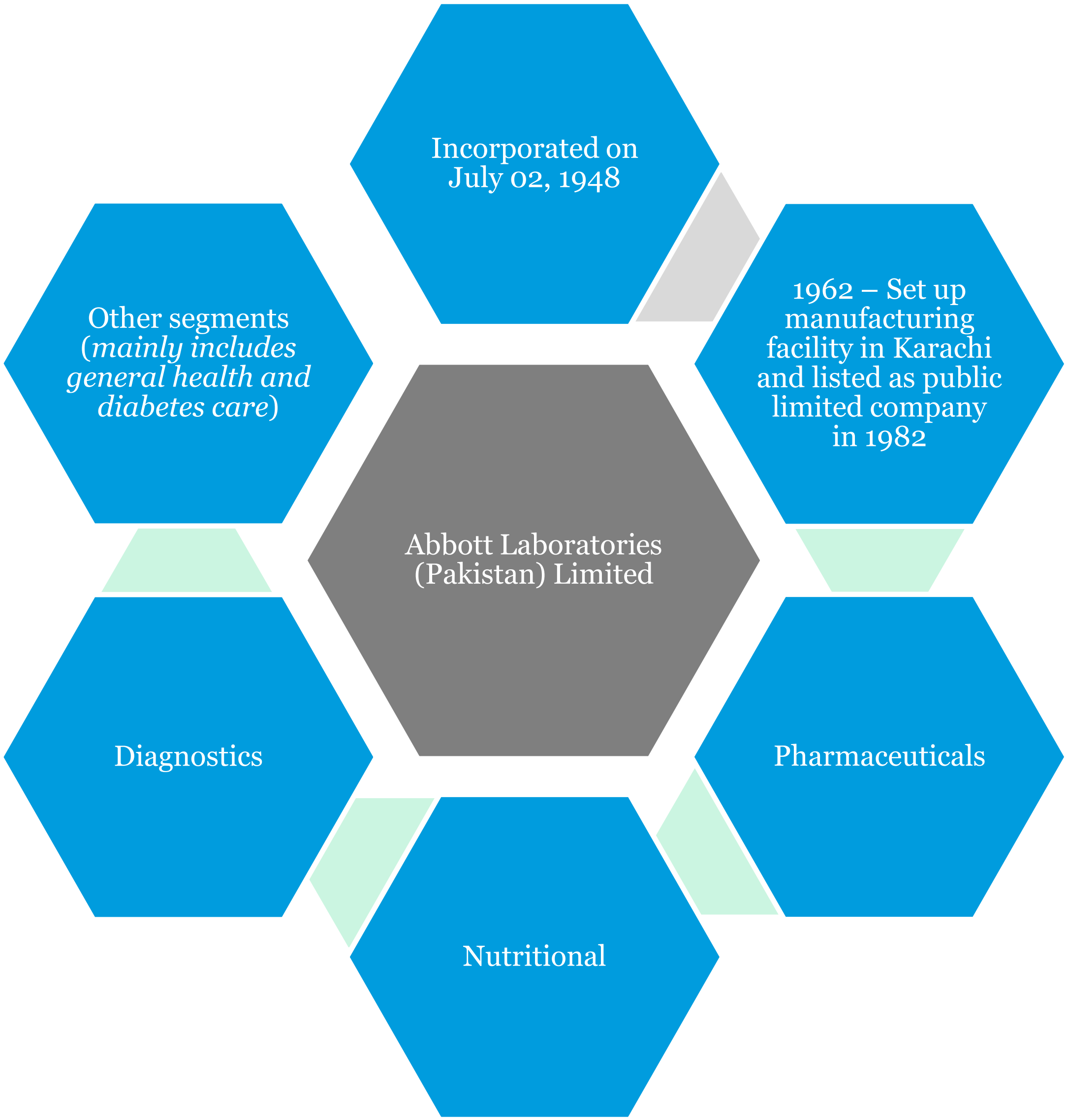
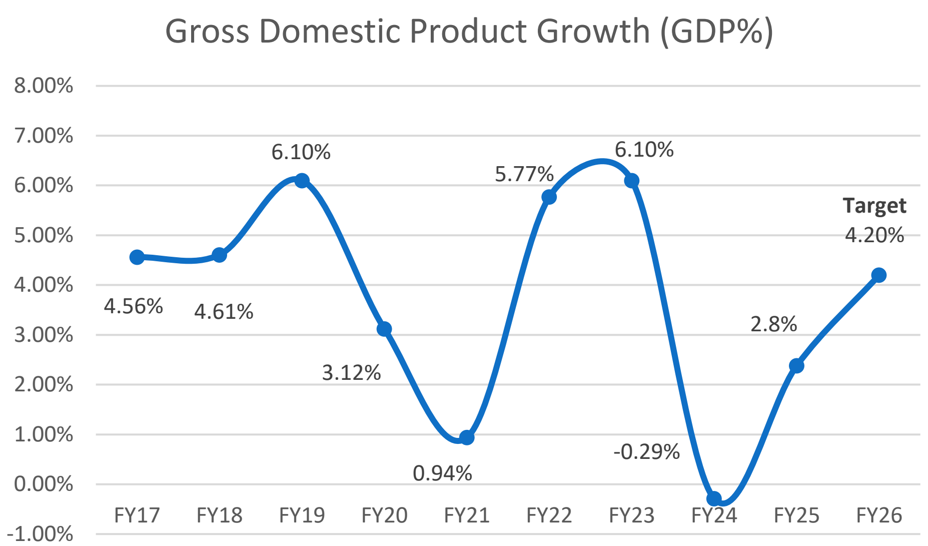
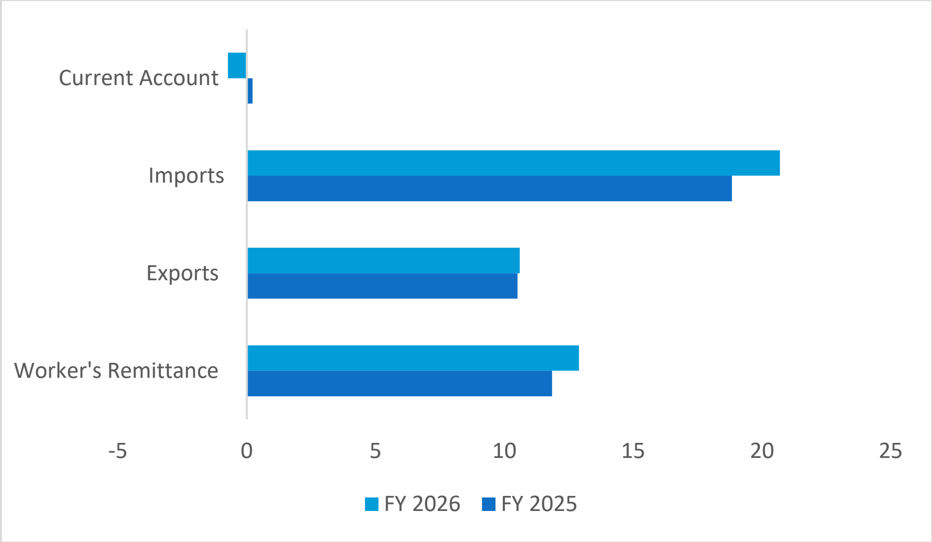
# Company Overview




# PAKISTAN – MACRO ECONOMIC OVERVIEW



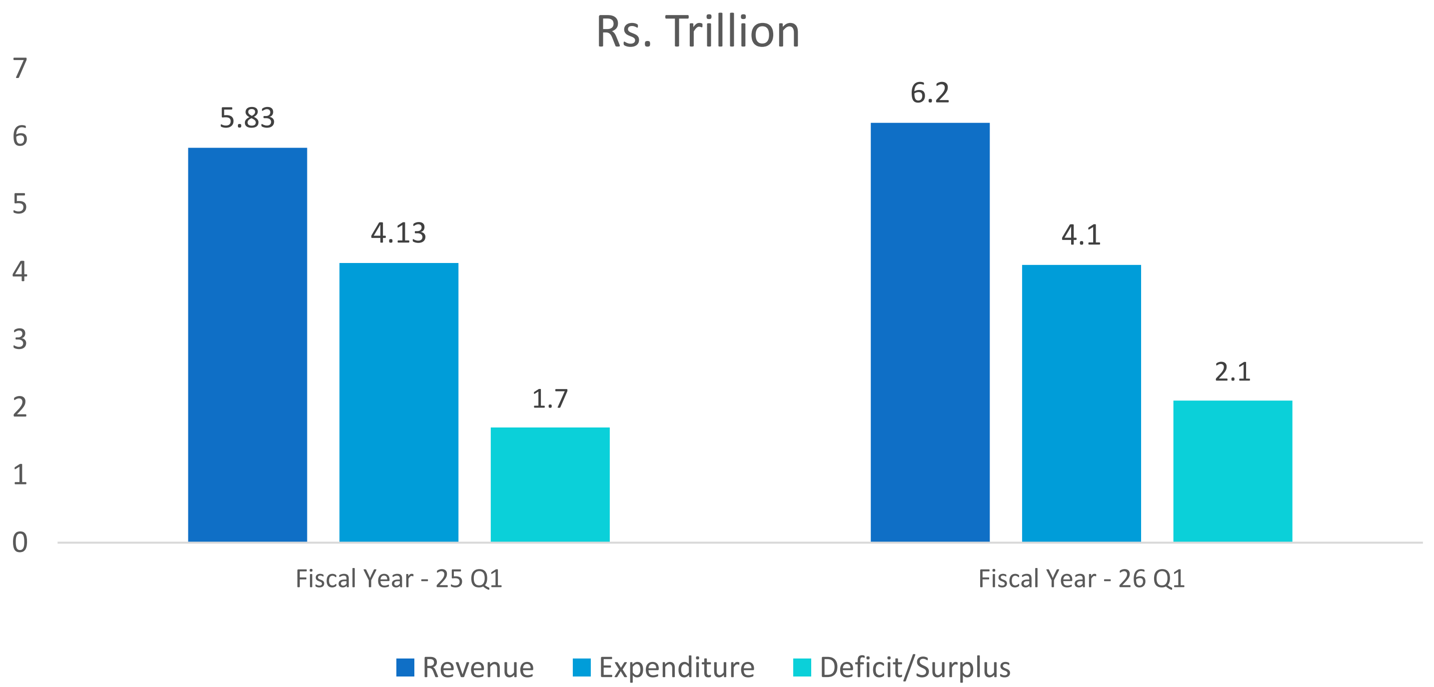

**Growth of Pakistan:**

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

**Current Account Deficit 4MFY26**

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

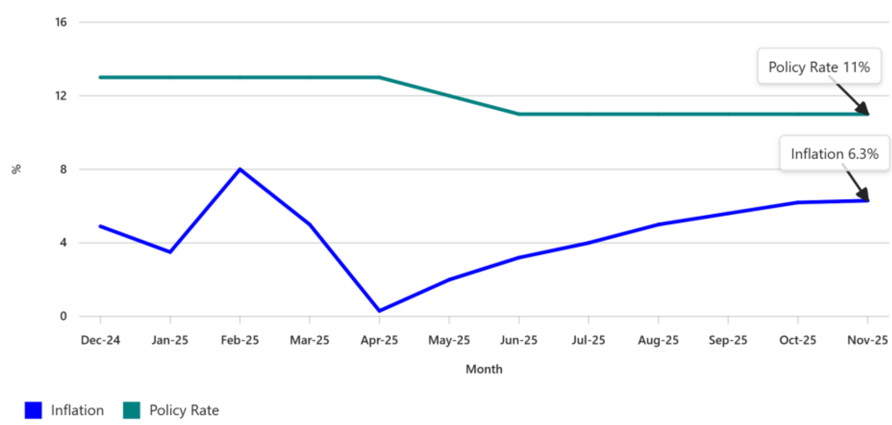
## FISCAL Update



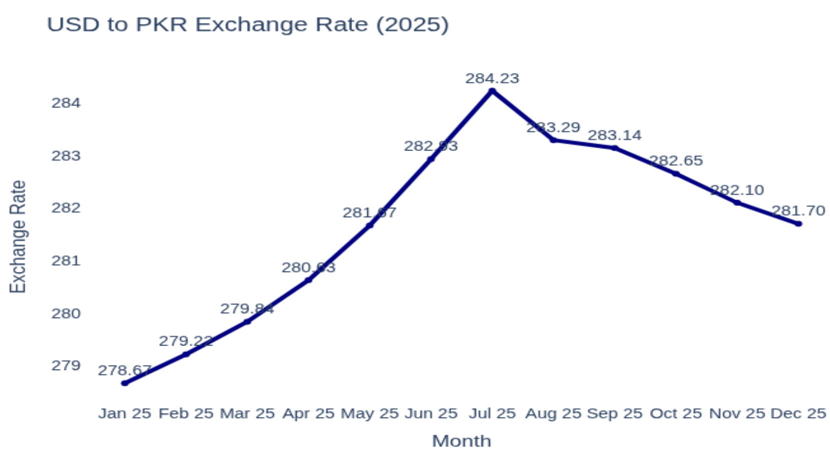

- **Fiscal Update:** Pakistan has posted a fiscal surplus of Rs 2.1 trillion or 1.6% of GDP and a primary surplus of Rs 3.5 trillion or 2.7% of GDP for the first quarter of Fiscal Year 2026 (1QFY26). The surplus was primarily driven by an impressive profit contribution from the State Bank of Pakistan (SBP), which amounted to Rs 2.4 trillion and increase in non-tax collections.

# MONETARY LANDSCAPE & CURRENCY OUTLOOK

## CPI & POLICY RATE TREND




## USD / PKR Parity




## CPI & POLICY RATE TREND

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

## USD/PKR MOVEMENT

- PKR is currently trading around ₨281–283, showing minor fluctuations over recent weeks.
- Movement has been range-bound since October, reflecting improved FX reserves in CY25 and controlled demand for imports.

## CURRENCY OUTLOOK

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

Abbott
A Promise for Life

# Change in Advertisement Rules for Therapeutic Goods

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

- DRAP has recently allowed advertisement of certain products / drugs.

- ❑ Key Categories include analgesics, antacids, vitamins and supplements.

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

- Companies with strong portfolio (including above therapies), branding and support systems will become more active on media (including digital platforms).

# Financial Results - 2024

# Key Highlights – **FY2024**

- *Overall revenue of the Company increased by 23% reaching* ***Rs. 68.18 bn.***
- *Gross profit and net profit margin increased to 29% and 8% from 21% and 1% from 2023 on account of favorable price adjustments, optimization of manufacturing processes and cost efficiency initiatives*
- *Earnings per share was Rs. 53.46 per share (2023: Rs. 2.67 per share).*

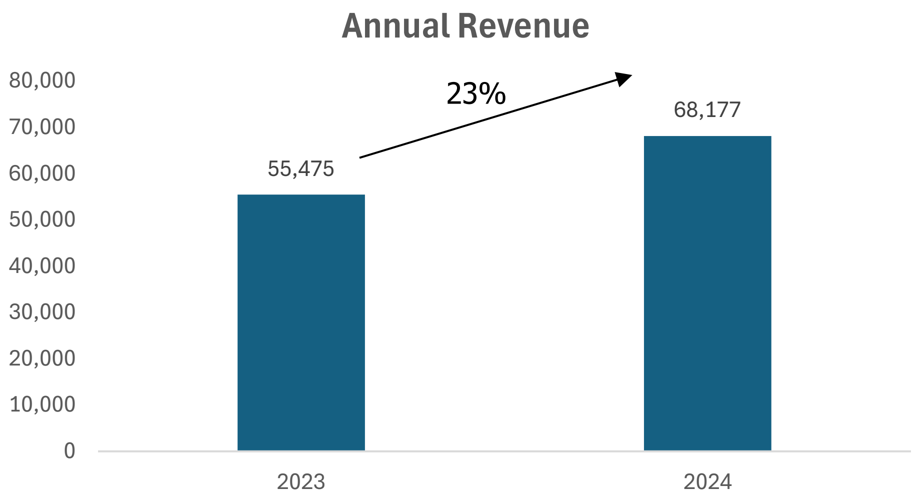
**Rs. 68.18 bn**
Sales Revenue

**23%**
Sales Growth

**29%**
Gross Profit Margin

**8%**
Net Profit Margin

# Revenue Analysis – **FY24**

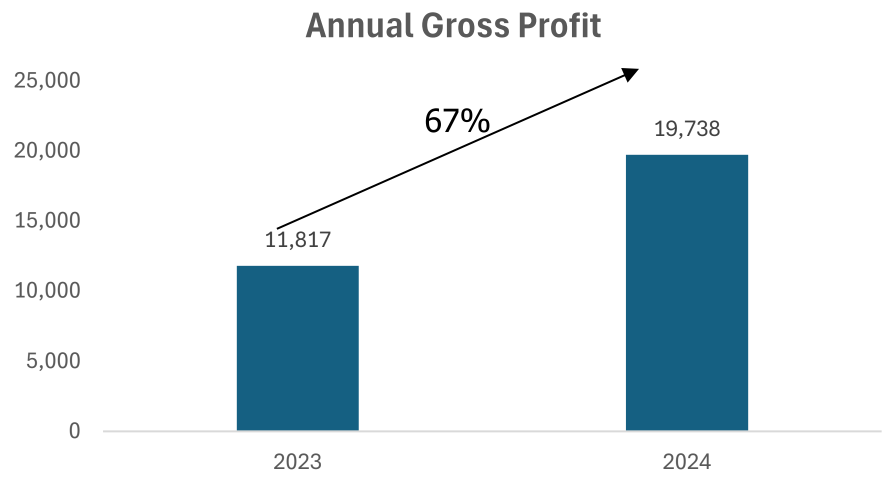



- *Pharmaceutical sales increased by 22% driven by a combination of volume growth of established brands and price adjustments following deregulation of non-essential drugs.*
- *Nutrition sales increased by 21%, primarily driven by price adjustments and increased volumes.*
- *Diagnostics segment registered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

## *Segment Wise Revenue (PKR in millions)*

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

# Segment Gross Profit analysis – **FY24**




- *Pharmaceutical Gross profit margin improved to 29% from 21% driven by favorable price adjustments and product mix.*
- *Gross profit margin for the nutrition segment improved substantially to 36% from 24% reflecting price adjustments and improved volumes towards the end of the year.*
- *Diagnostic segment's Gross profit margin decreased to 13% from 16%, driven by higher product prices.*
- *Cumulative gross profit margin for others which consists Diabetes Care and General Health Care decreased to 20% from 28% driven by increase in product cost and general inflation.*

## *Segment Wise Gross Profit (PKR in millions)*

| Segment | 2024 | GP margin | 2023 | GP margin |
|---|---|---|---|---|
| Pharmaceutical | 13,531 | 29% | 7,924 | 21% |
| Nutritional | 4,976 | 36% | 2,726 | 24% |
| Diagnostics | 880 | 13% | 744 | 16% |
| Others | 351 | 20% | 423 | 28% |
| ***Total*** | ***19,738*** | ***29%*** | ***11,817*** | ***21%*** |

# Financial Results – 9M FY2025

# Key Highlights – **9M FY2025**

- *Overall revenue of the Company increased by **13%** reaching **Rs. 56.22 bn.***
- *Profitability improved significantly following price adjustment and various other efficiency measure taken across the operations.*

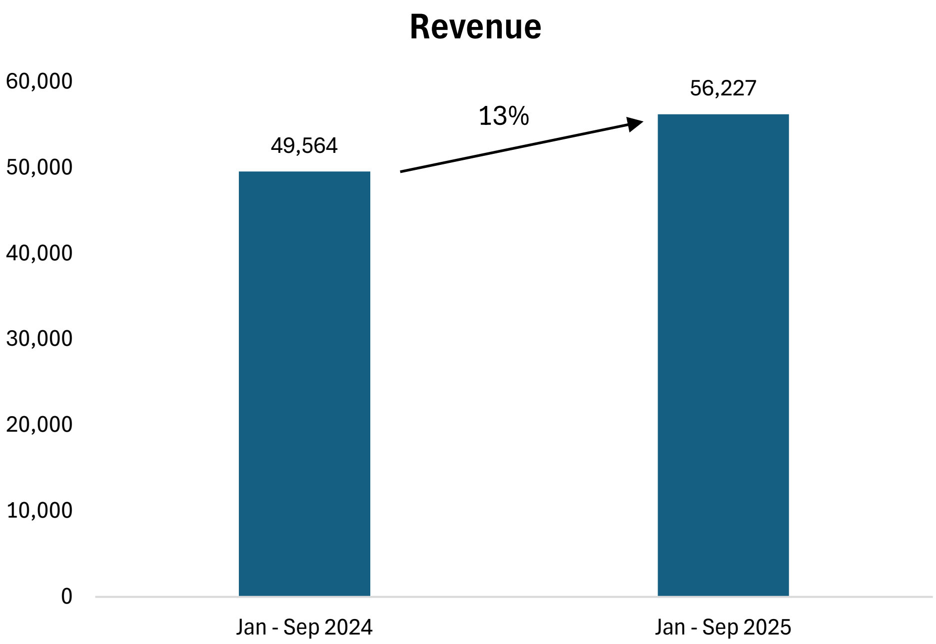
**Rs. 56.22 bn**
Sales Revenue

**13%**
Sales Growth

**34%**
Gross Profit Margin

**9.5%**
Net Profit Margin

# Revenue Analysis – **9M FY2025**

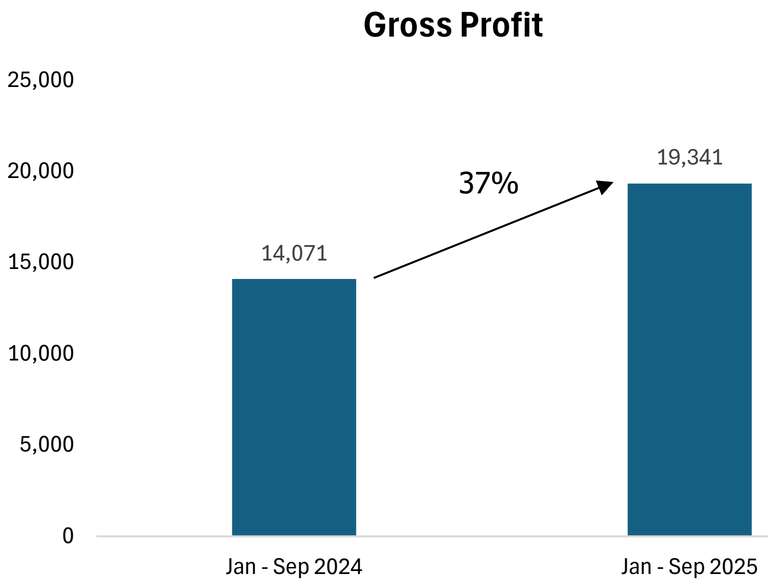



- *Pharmaceutical sales increased on account of sustained performance of established brands.*
- *Sales for Nutrition increased primarily on account of price adjustments and slight volumetric increase.*

## Segment Wise Revenue (PKR in millions)

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

# Segment Gross Profit analysis – 9M FY2025




- *Overall GP margin of the Company increased by 6% mainly on account of following:*
  - *Efficiency measures taken across the Company operations;*
  - *Price adjustments.*

**Segment-wise GP (PKR in millions)**

| Segment | Jan - Sep 2025 | GP % | Jan - Sep 2024 | GP % |
|---|---|---|---|---|
| Pharmaceutical | 12,935 | 33% | 9,584 | 29% |
| Nutritional | 5,296 | 44% | 3,544 | 35% |
| Diagnostics | 614 | 16% | 625 | 14% |
| Others | 496 | 35% | 318 | 22% |
| **Total** | **19,341** | **34%** | **14,071** | **28%** |

# Statement of Profit or Loss – **9M FY 2025**

| Description | % | Jan - Sep 2025 | % | Jan - Sep 2024 | *Variance* | % |
|---|---|---|---|---|---|---|
| | | ***Rupees in millions*** | | | | |
| Sales | *100* | 56,227 | *100* | 49,564 | 6,663 | *13* |
| Cost of Sales | *66* | 36,886 | *72* | 35,494 | 1,423 | *4* |
| **Gross Profit** | *34* | **19,341** | *28* | **14,070** | **5,240** | ***37*** |
| Selling and Distribution expenses | *15* | 8,501 | *14* | 7,120 | 1,381 | *19* |
| Administrative Expenses | *2* | 972 | *2* | 857 | 115 | *13* |
| Other income | *1* | 603 | *1* | 541 | 62 | *12* |
| Other charges | *2* | 1,257 | *1* | 579 | 647 | 106 |
| **Operating Profit** | *16* | **9,214** | *12* | **6,055** | **3,159** | ***52*** |
| Finance costs | - | 55 | - | 19 | 36 | *191* |
| **Profit before taxation** | *16* | **9,158** | *12* | **6,036** | **3,122** | ***52*** |
| Taxation | *7* | 3,793 | *4* | 2,087 | 1,706 | *82* |
| **Net Profit after taxation** | *10* | **5,366** | *8* | **3,949** | **1,417** | ***36*** |
| | | ------------------------------------------ ***Rupees*** ------------------------------------ | | | | |
| ***Earnings per share*** | | ***54.81*** | | ***40.34*** | ***14.47*** | |

# Statement of Financial Position – **Sep 30, 2025**

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

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

# Q & A

# Thank you