

# IBL Healthcare Limited

**Corporate Briefing Session – FY 2024**



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# Session outline

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- Company overview
- Financial highlights
- Future outlook
- Question & answers

# Company Overview

- Incorporated as Private Limited company in July 1997.
- In November 2008, Company's shares were listed on Pakistan Stock Exchange.
- IBL HealthCare Limited (IBLHC) is a subsidiary of The Searle Company Limited.
- IBLHC is engaged in marketing & distribution of Nutrition, Medical Devices, Pharma & Consumer Products.
- The Company has maintained a cumulative annual growth of 18% in last five-years.



# Corporate Business Partners

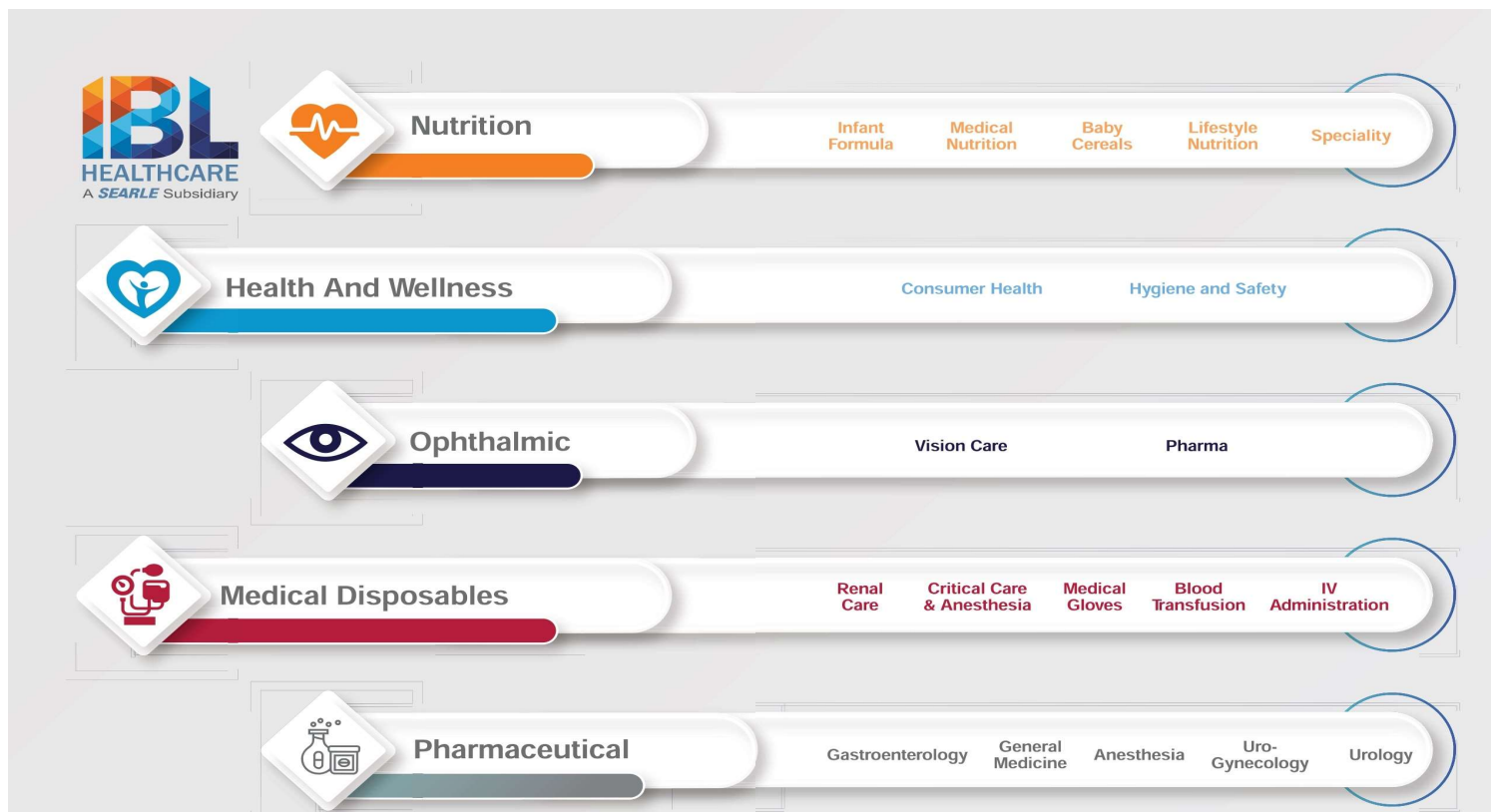


TOP QUALITY, TOP EFFICIENCY



SANBE

# Product portfolio





# Product portfolio

## Nutrition



## Pharmaceutical



## Ophthalmic



# Product portfolio



## Health And Wellness



## Medical Disposables





# Financial highlights





# Six years at a glance

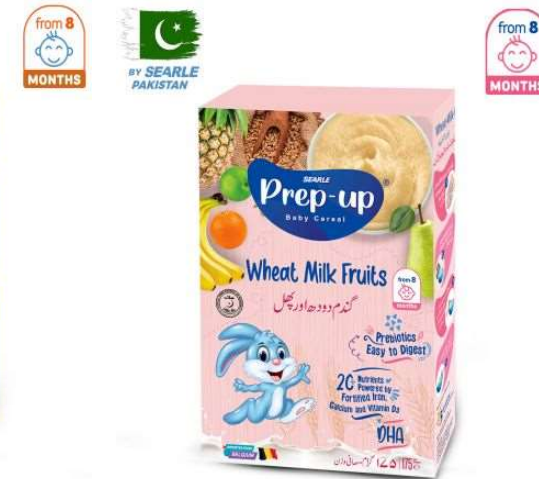
	<b>FY 2019</b>	<b>FY 2020</b>	<b>FY 2021</b>	<b>FY 2022</b>	<b>FY 2023</b>	<b>FY 2024</b>
Revenue	1,584,972	2,664,604	3,003,909	3,651,125	4,027,874	3,603,359
Cost of sales	1,141,046	1,853,341	1,981,413	2,394,888	2,687,427	2,651,543
Gross profit	443,926	811,263	1,022,496	1,256,237	1,340,447	951,816
Operating profit	211,943	352,804	439,086	510,586	524,572	176,094
Finance cost	5,056	30,995	29,939	27,316	65,739	67,394
Profit before taxation	199,008	321,809	409,147	483,270	458,833	108,700
Profit after taxation	121,376	220,030	300,488	302,859	308,963	7,555



# Future outlook



# Brands in focus - Prep-up



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# Brands in focus - Enfagrow

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Brands in focus  
- Stevia



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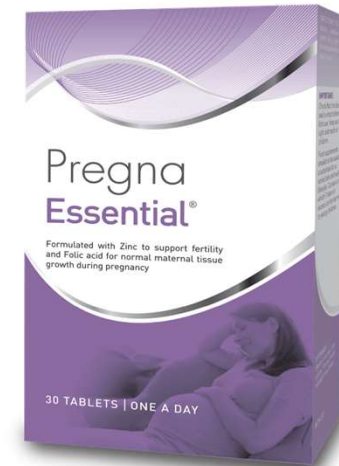
# New launches – Medical devices

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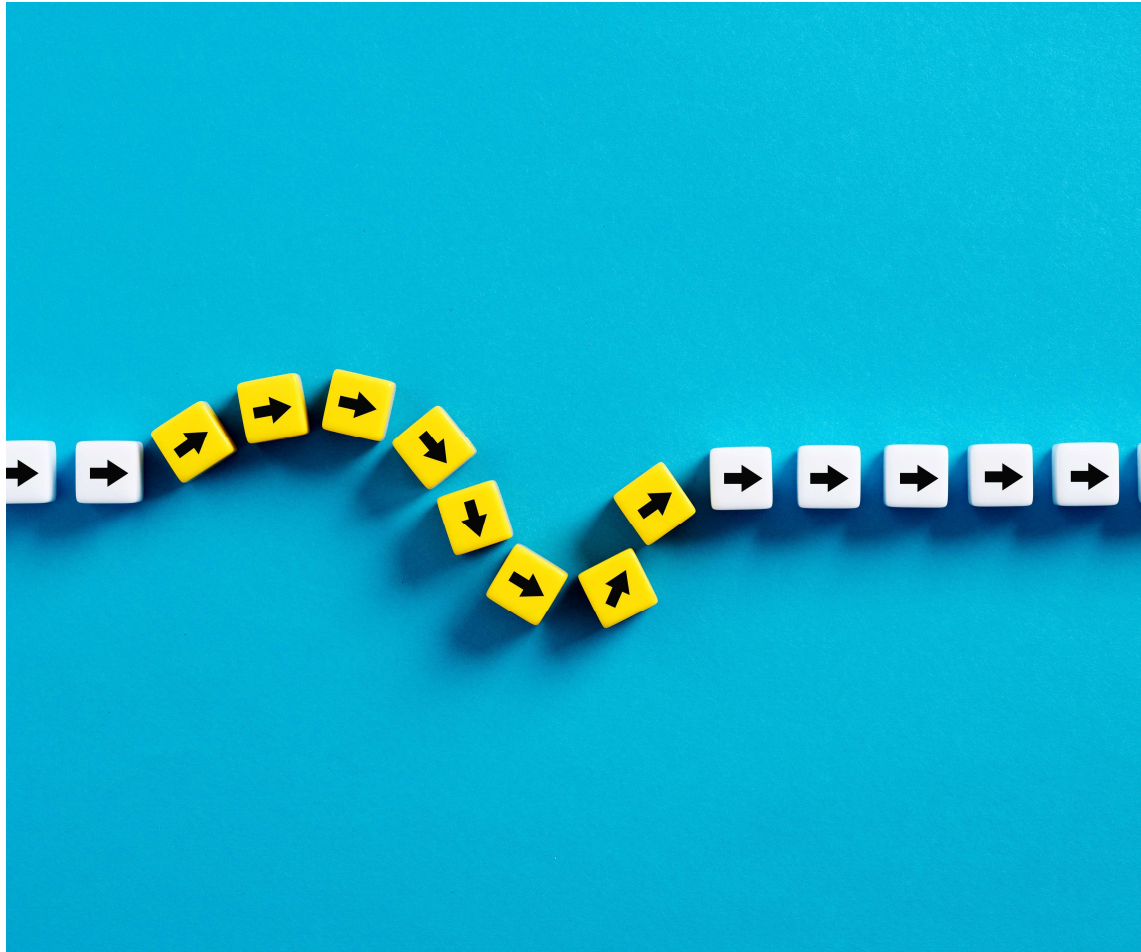
# New launches – Pharma & nutraceuticals





Q&A





Thank you

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