



## OTSUKA PAKISTAN LIMITED

### NOTICE OF CORPORATE BRIEFING SESSION (CBS) - 2025

This is to inform you that the Corporate Briefing Session of Otsuka Pakistan Limited is scheduled to be held on the following date and time to brief the shareholders, prospective investors and analyst community about the historic and current financial performance upto June 30, 2025. This session will also apprise about current economic environment as well as future outlook of the Company.

**DATE:** October 28, 2025

**DAY:** Tuesday

**TIME:** Tentatively by 11:30 a.m.[after conclusion of 37th Annual General Meeting (AGM)]

**VANUE:** at the Ball Room A & B, Mövenpick Hotel, Club Road, P.O. Box 3918, Karachi

This briefing session will be held physically and virtually (via video-link facility). Interested participants are requested to share their confirmation of participation by email to Company' Share Registrar i.e. M/s. THK Associates Pvt. Ltd. at [sfc@thk.com.pk](mailto:sfc@thk.com.pk) or to the Company at [secretarialcompliance@otsuka.pk](mailto:secretarialcompliance@otsuka.pk) at least 48 hours before the session time. The interested participants are also requested to provide the information as per the below table:

S. No.	Name of Participant	Cell (Whatsapp) Number	Email Address	Type of Participation (Physical / Online)	Name of Organization

#### Guidelines for participaiton through online:

1. Complete details of the video link sesssion will be sent to all the participants on their given email address &/or whatsapp number.
2. The participation will be able to login and participate through their smart phones &/or computer devices from their convenient location.
3. The login facility will be opened at 11:10 a.m. on October 28, 2025 enabling all the participants to join the session which will be started right after the conclusion of 37th AGM (tentatively by 11:30 am)
4. Kindly join 5 to 10 minutes in advance of the scheduled time of the Corporate Briefing.
5. Please enter your name and the name of your respective institution in the above-mentioned format 'Full Name - Institution' while entering the meeting ID.
6. The briefing attendees would be requested to stay on "Mute" mode.
7. For the Q&A session, the briefing attedeeds would be requestd to type their questions or comments in the chat box so that the session administrror can read them along with their name and response accordingly.
8. The attendees can also use the actions available on Zoom and raise a hand so that it becomes visible to the session administrator and the respective meeting attendee would subsequently be asked to go on "Unmute" mode and ask their question or mention their comments.

Rao Sajid Ali Khan  
Company Secretary



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# CORPORATE BRIEFING SESSSION (CBS) 2025

Tuesday, October 28, 2025





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## 1. COMPANY BRIEF

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<b>Company Name:</b>	Otsuka Pakistan Limited
<b>Symbol:</b>	OTSU
<b>Date of Incorporation:</b>	February 22, 1988
<b>Date of Commencement of Commercial Production:</b>	April 11, 1988
<b>Vision:</b>	Otsuka-people creating new products for better health worldwide
<b>Mission:</b>	To provide quality health care products while maintaining leadership position in chosen segments by working efficiently towards customer satisfaction, rapid growth and enhanced stakeholders value
<b>Nature of Business:</b>	Manufacturer of I.V. Solutions and Nutraceuticals. Also commercial Importer of Pharma & Medical Devices products.



# CORPORATE PROFILE BOARD OF DIRECTORS

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**Mr. Mikio Bando**  
Chairman



**Mr. Moin-Ur-Rehman**  
CEO/Director



**Mr. Abid Hussain**  
Independent Director



**Mr. Suhari Mukti**  
Director



**Mrs. Navin Salim Merchant**  
Independent Director



**Mr. Kimitaka Naito**  
Director



**Mr. Tariq Mehtab Feroz**  
Director



**Mr. Tsunezawa Hideshi**  
Alternate Director



**Mr. Sajid Ali Khan**  
Alternate Director

# MANAGEMENT PROFILE

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**Mr. Moin ur Rehman**  
Chief Executive Officer



**MBA from IBA Karachi in  
Marketing and Finance**

A life-sciences business professional with more than 2 decades of diversified commercial, Regulatory and Legal affairs experience, overseeing the company's day-to-day administrative & business operations.

**Mr. Rao Sajid Ali Khan**  
Company Secretary &  
Head of Special Project



**Fellow Cost and Management  
Accountant (ICMAP)**

Has overall 37 years experience of in finance in different companies. During his tenure, he associated with Pakistan Petroleum Ltd, TDC, and Glaxo Laboratories an also member of the (ICMAP) since 1986.

**Mr. Tauseef Ahmed Shaikh,**  
Chief Financial Officer  
& Chief Compliance Officer



**Fellow Chartered Accountant  
(ICAP)**

A Fellow Chartered Accountant with over 12 years of post-qualification experience of manufacturing and service industries in Pakistan and Saudi Arabia. He has gained valuable experience working with top-tier organizations, including Ernst & Young, Johnson and Johnson Pakistan, Saudi Federal Transformers and the ICAP.

**Mr. M. Owais Qazi**  
Head of Supply Chain



**MBA from IBA in Marketing  
Specialization courses  
on Supply Chain**

More than 20 years experience in different companies Glaxo Smith Kline, Getz Pharma & MSD.

# MANAGEMENT PROFILE

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**Muhammad Arshad Khan**  
Head of Marketing (IV)



**MSc and MBA  
in Marketing**

More than 35 years of rich, hands-on experience in marketing and sales within the pharmaceutical industry with diversified portfolio of Otsuka Pakistan Ltd.

**Dr. Saima Aamir**  
Head of Marketing & Sales  
(PN&EN)



**M.B.B.S and  
MBA in  
Marketing**

More than 22 years of rich, hands-on experience in marketing and sales within the pharmaceutical industry, having worked with leading companies such as Novartis Pharma and The Searle Pharmaceutical.

**Mr. Noor Illahi**  
Acting Head of Plant



**Pharm-D from  
Federal Urdu University  
Karachi**

Having 20 years of production experience in the pharmaceutical industry, including Otsuka Pakistan Ltd. & Mediflow Pharma. He specializes in sterile manufacturing, filling & sealing, aseptic area validation, BFS technology, production planning, GMP compliance, safety and environmental standards, and Japanese management techniques.

**Dr. Waseem Shahzad**  
Head of Quality Operations



**B. Pharm and  
Ph.D**

More than 20 years of working experience in pharma manufacturing, organizations as Pharm Evo, Martin, Dow, Cirin, Hudson, and Vision Pharma.

**Mr. David Sunil**  
Head of HR, IRM & Admin.



**MBA (HRM)  
Certification in  
HRM**

More than 20 years of diversified work experience with companies and Institutes like Grace Institute, UNHCR, Clough Engineering, Telecard & Supernet, Arfeen group.

# CORPORATE PROFILE COMPANY'S PRODUCTS

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## Standard Solutions:



**NISF Normal Saline**

0.45% Sodium Chloride  
Injection U.S.P. Therapeutic  
Class Hypotonic crystalloid  
salt solution



**Pladex-5**

5% Dextrose Injection U.S.P.  
Therapeutic Class Hypotonic



**PLADEX-10**

10% Dextrose Injection U.S.P.  
Therapeutic Class Hypotonic



**Pladexsal**

5% Dextrose and 0.9% Sodium  
Chloride Injection U.S.P.  
Therapeutic Class Hypotonic



**Ampoules 25 mL:**

1. 25% Dextrose Injection B.P (Dextrose 25% in Water)
2. 0.9% Sodium Chloride Injection B.P Sodium Chloride 0.9% w/v (Normal Saline)
3. Potassium Chloride Injection Potassium Chloride 7.46% w/v
4. Water for Injections B.P. Sterile Water

## Electrolyte Solutions:



**RINGOLACT**

Lactated Ringer's Injection  
U.S.P.  
Therapeutic Class  
Isotonic crystalloid solution.  
Physiologic electrolyte solution.



**RINGOLACT-D**

(Lactated Ringer's and 5%  
Dextrose Injection U.S.P)  
Therapeutic Class

Isotonic crystalloid solution.  
and carbohydrate source.



**PLABOLYTE-M**

(5% Dextrose and Electrolytes  
Injection)  
Therapeutic Class

Hypotonic solution with electrolytes  
and carbohydrate source.



**PLADEXSAL 1/5**

(4.3% Dextrose and 0.18% Sodium  
Chloride Intravenous Infusion B.P.)  
Therapeutic Class

Crystalloid solution with  
carbohydrate source.



**100 ML (Standard Solutions):**

1. Plasaline (0.9% Sodium Chloride Intravenous Infusion B.P.) (Normal Saline) Therapeutic Class Isotonic crystalloid salt solution
2. Pladex-5

# CORPORATE PROFILE COMPANY'S PRODUCTS

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## Clinical Nutritional (IV):



**PAN-AMIN G**

Each 1000 mL contains various imported Aminacid. Recommended for provision of amino acids and energy in patients who require IV nutrition.



**Aminovel-600**

Each 1000 mL contains various imported Aminacid. Recommended for provision of amino acids and energy in patients who require IV nutrition.



**Aminoleban Injection**

Amino Acids Injection for Hepatic Encephalopathy  
(Special Formula 8% Amino Acids Injection)

## 100 mL (IV):



**OTSUZOL**

(Metronidazole 500mg/100ml)  
Single Dose 100 mL Container Composition:  
Each 100ml bottle contains 500mg of Metronidazole B.P. (0.5% W/V).



**Otsuflox**

Ciprofloxacin – 200mg/100ml IV Infusion  
(ciprofloxacin) is a synthetic broad-spectrum antimicrobial agent for intravenous (I.V.) administration. Ciprofloxacin



**Otsumol**

1g/100ml Infusion (Paracetamol)  
Solution for I.V. intravenous paracetamol used for pain relief and fever reduction

# CORPORATE PROFILE COMPANY'S PRODUCTS



## Medical Devices

The Urea Breath Test (UBT)  
Otsuka Urea Breath Test System  
(13C-Urea Breath Test)  
UBIT Tablets are film-coated  
tablets, each containing 100 mg of  
urea (13C).



## Aminoleban Oral

A specially formulated nutritional supplement for patients  
with chronic liver impairment. It is a nutritional  
supplement that contains high concentration of  
Branched-chain amino acids. Aminoleban is an orange  
flavored powder each 50 grams



## Pletaal tablets

contain the active ingredient cilostazol and are  
used to improve blood circulation, most  
commonly for patients with intermittent  
claudication. The tablets are available in two  
strengths: 50 mg and 100 mg.



## PROTEN® Gold

A dietary management of patients with  
malnourished conditions who require  
energy and nutrition supplement in  
general conditions.



## AlphaBerry Plus

A natural supplement for a healthy  
urinary tract, providing 100% natural  
Cranberry extract with the added  
benefits of Vitamin C and great taste.



## Mucosta® Tablet 100

MUCOSTA Tablet contains 100 mg of Rebamipide.  
A gastroprotective agent usually used for the treatment of  
gastric ulcer and for improvement of gastric mucosal  
lesions (erosion, bleeding, redness and edema) in acute  
gastritis and acute exacerbation of chronic gastritis.



## ORTIE

(oral rehydration therapy) is a special  
combination of dry salts and Vitamin C  
to be mixed with safe water. It is an  
advanced formula (low osmolar)  
according to WHO guidelines.

## NEW PRODUCTS LAUNCHED 2025

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### FATOLIP (LAUNCHED JANUARY 2025)

- Medium and Long Chain Fat Emulsion Injection (C8~24Ve) which provides energy and essential fatty acids for patients requiring parenteral nutrition.



### Gen-DM MF (LAUNCHED JUNE 2025)

- Gen-DM MF can potentially support malnourished diabetic patients in making appropriate dietary choices as part of their nutrition plan.



### Neo-Mune (LAUNCHED AUGUST 2025)

- A nutritional supplement for Perioperative and cancer patients who require high-protein and high-calorie formula.



### Once Dialyze (LAUNCHED OCTOBER 2025)

- Once Dialyze powder consists of proteins, fats, carbohydrates, vitamins and minerals for supplement the meal. Optimum for dialysis patients.





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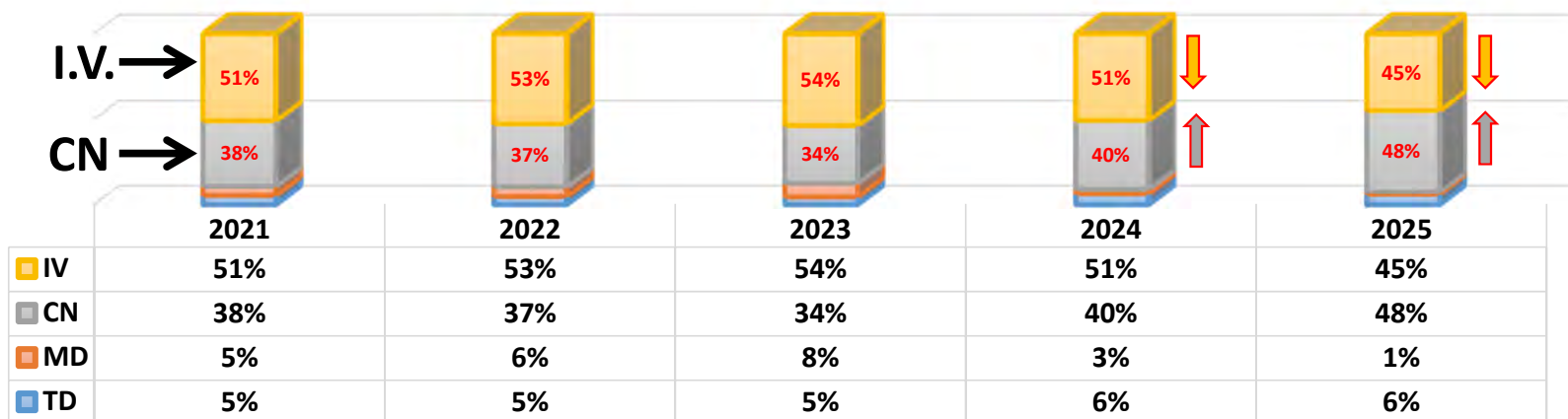
## FINANCIAL DETAILS – 5 YEARS

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SALES	2021	2022	2023	2024	2025	CAGR
	----- Rs. in million -----					%
IV	1,293	1,500	1,626	1,602	1,696	7%
CN	977	1,054	1,029	1,276	1,807	17%
TD	140	137	138	204	235	14%
MD	136	161	242	82	41	-26%
<b>TOTAL</b>	<b>2,546</b>	<b>2,852</b>	<b>3,035</b>	<b>3,164</b>	<b>3,779</b>	<b>10%</b>

Segment-wise  
Sales





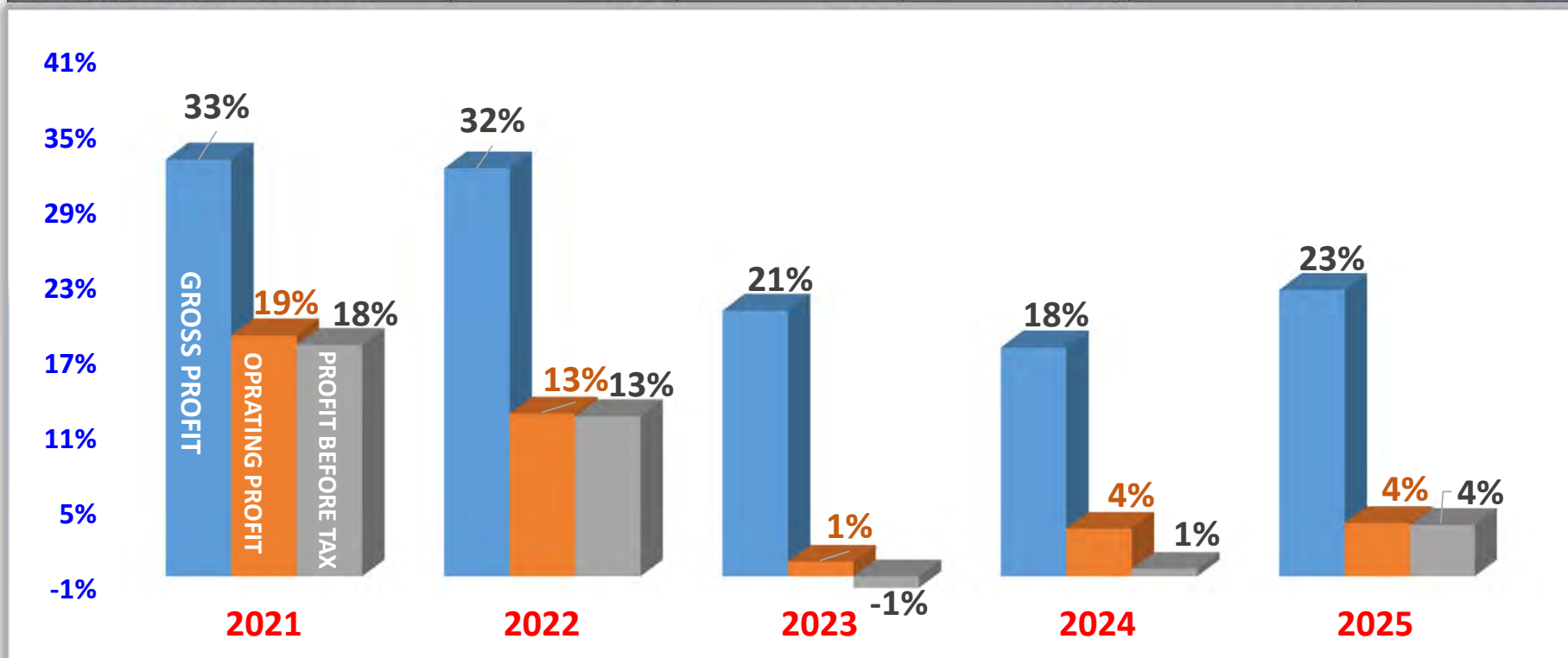
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## FINANCIAL DETAILS – 5 YEARS

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	2021	2022	2023	2024	2025
	----- Rs. In 'million -----				
Gross Profit	845	927	644	577	863
Operating Profit	488	371	36	122	163
Profit/(Loss) before tax	470	365	(28)	19	157





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## FINANCIAL DETAILS – 5 YEARS

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Profit & (Loss) Statement	2021	2022	2023	2024	2025
	----- Rs. In 'million -----				
Sales- net	2,546	2,852	3,035	3,164	3,779
Gross Profit	845	927	644	577	863
<b>Operating Profit/(Loss) excluding Exchange gain/(loss)</b>	<b>432</b>	<b>446</b>	<b>228</b>	<b>30</b>	<b>309</b>
Exchange Gain / (Loss) - Net	57	(75)	(192)	92	(146)
Operating Profit/(Loss)	488	371	36	122	163
Profit/(Loss) before tax	470	365	(28)	19	157
Profit/(Loss) after tax	386	232	(7)	(5)	28
<b>Earning / (Loss) PKR per share</b>	<b>31.93</b>	<b>19.16</b>	<b>(0.60)</b>	<b>(0.39)</b>	<b>2.29</b>

Cashflow cycle	2021	2022	2023	2024	2025
	----- Rs. In 'million -----				
<b>Opening</b>	<b>(408)</b>	<b>44</b>	<b>(43)</b>	<b>(431)</b>	<b>312</b>
Cash flows from Operations	639	23	(129)	318	345
Cash flows from Investments	(58)	(47)	(213)	(87)	(253)
Cash flows from Financing	(129)	(63)	(46)	511	(25)
<b>Closing</b>	<b>44</b>	<b>(43)</b>	<b>(431)</b>	<b>312</b>	<b>379</b>

Capital Structure					
Borrowing	405	497	957	976	1,084
Equity	501	713	698	676	696
<b>Capital Employed</b>	<b>906</b>	<b>1,213</b>	<b>1,655</b>	<b>1,652</b>	<b>1,780</b>

## OPERATIONAL DEVELOPMENTS AND FUTURE OUTLOOK

OPL CBS 2024 - 25



### **Sales Performance**

- FY2025 positioned as a transformative year to drive forward our long-term strategic roadmap.
- Sales grew by 19.5%, led by strengthening of the Clinical Nutrition (CN) product line

### **Clinical Nutrition Strategy**

- Strategic plan devised to expand the Clinical Nutrition portfolio
- New value-added EN products with improved margins have been launched.

### **Regulatory & Pricing**

- De-regulation of Non-Essential products in Pakistan pharmaceutical sector
- Received CPI-based price increase from DRAP on regulated products — expected to improve overall profitability

### **Logistics Transformation**

- Shifted to a door-to-door, distributor warehouse-based delivery model
- Resulted in lower product deterioration and reduced delivery lead times

### **Capital Expenditures**

- Strategic focus on expanding operational capabilities aiming stable supply and delivering quality products.
- Aimed at sustaining long-term growth and maximizing shareholder returns

## **OPERATIONAL DEVELOPMENTS AND FUTURE OUTLOOK**

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- The pharmaceutical and healthcare industry in Pakistan is expected to improve, driven by stabilized macroeconomic conditions, moderate inflation, and a better overall business environment.
- A clear strategic focus is being maintained on strengthening the CN (Clinical Nutrition) business and rationalizing the BIV (Basic IV Solutions) business.
- The Company remains focused on achieving sustainable growth through expansion in both Parenteral and Enteral Nutrition (EN) segments, targeting double-digit volumetric growth and market share gains.
- Continued emphasis on innovation and operational excellence through strategic upgrades of production facilities, compliance with GMP and global quality standards, and strengthened manufacturing capabilities to ensure long-term efficiency and quality.
- The Company is committed to stakeholder and social value, delivering sustainable benefits to patients, partners, and the broader community.
- Employee development and training continue to be prioritized to build technical expertise and support operational excellence.



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