

19 November 2025

The General Manager  
Pakistan Stock Exchange Limited,  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

**Subject: Presentation for Corporate Briefing Session 2025**

Dear Sir / Madam,

Further to our letter dated 14 November 2025, the presentation is attached herewith for the upcoming corporate briefing session of Haleon Pakistan Limited, scheduled at 10:00 a.m. on Thursday, 20 November 2025, and is also available on the Company's website.

You may please inform the TRE Certificate holders of the Exchange accordingly.

Yours sincerely,  
For and on behalf of Haleon Pakistan Limited



**Ms. Mashal Mohammad**  
Barrister-at-Law  
Company Secretary



Enclosed: As above

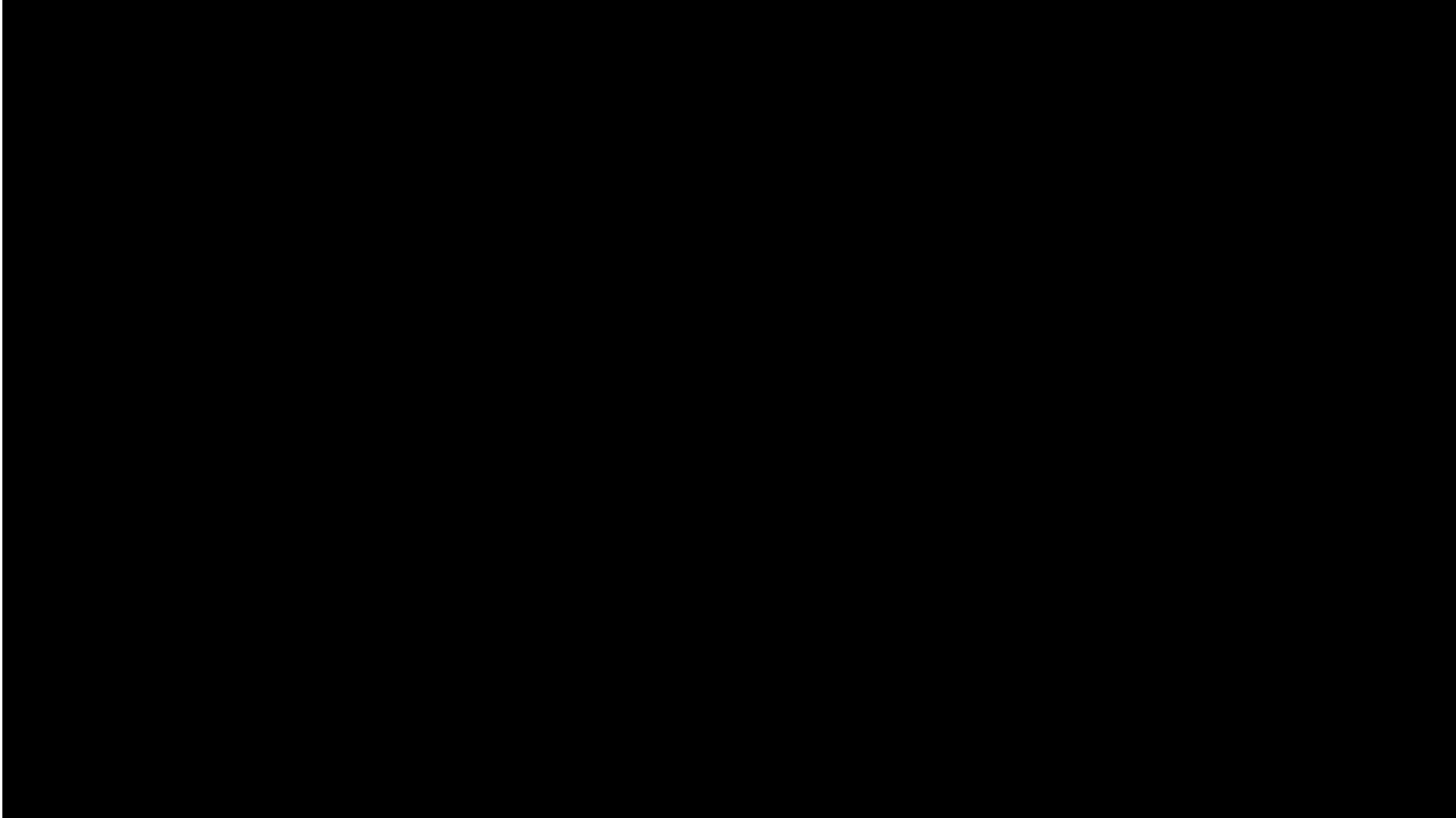


# Corporate Briefing Session 2025





## Recitation of the Holy Quran



# House Rules

## Questions

Post your queries in the chat box of the Microsoft Teams Meeting Link

## Feedback



<https://forms.office.com/e/mRYtLk7dPr>

# HALEON



**Our Story**



**Business Overview**



**Key Financials**



**Question and Answers**



## Our Story

Pursuant to the demerger of the consumer healthcare business from GlaxoSmithKline plc, UK on July 18, 2022, to Haleon plc. an independent listed company (listed on London Stock Exchange and New York Stock Exchange), the ultimate parent Company has changed from GlaxoSmithKline plc to **Haleon plc**. On 6th January 2023, the name of Company also changed to **Haleon Pakistan Limited (HALEON)** at SECP and PSX respectively.

# HALEON

For Health. With Humanity.



### Our Purpose

To deliver better everyday health with humanity

### Our Presence

**Registered Office :**

11 A, 11<sup>th</sup> Floor Sky Tower (East Wing), Dolmen City, HC-3, Block 4, Scheme- 5, Clifton, Karachi, Pakistan

**Sales Offices:**

Karachi, Lahore, Multan and Islamabad

**Factory:**

Jamshoro -State of the art facility for manufacturing & packaging.

### Our People

**Total employees:** 431 (HO: 144, Site: 287)

**Diversity:** 15% females, 85% males

# Corporate Information

Board of Directors	Mr. Farhan Muhammad Haroon (Chairperson)
	Mr. Qawi Naseer
	Mr. Babar Sharif
	Ms. Rahat Kaunain Hassan
	Ms. Ayesha Aziz
	Ms. Saadia Umar
Board Audit and Risk Management Committee	Mr. Oussama Abbas
	Ms. Ayesha Aziz (Chairperson)
	Ms. Rahat Kaunain Hassan
Secretary (Interim)	Ms. Saadia Umar
	Mr. Saifullah Khan
Sustainability Committee	
	Ms. Rahat Kaunain Hassan (Chairperson)
	Mr. Farhan Muhammad Haroon
Human Resource Remuneration and Nomination Committee	Mr. Oussama Abbas
	Ms. Saadia Umar (Chairperson)
	Ms. Rahat Kaunain Hassan
Company Secretary	Ms. Ayesha Aziz
Chief Financial Officer	Ms. Mashal Mohammad
Head of Internal Audit (Interim)	Mr. Babar Sharif
Legal Advisors	Mr. Saifullah Khan
	Haroon Dugal Law Chambers

Management Committee	Mr. Qawi Naseer
	Chief Executive Officer
	Mr. Babar Sharif
	Chief Financial Officer
	Ms. Mashal Mohammad
	Legal Director and Company Secretary
	Mr. Ameer Taimur Zaid
	Pakistan and Jamshoro Site Lead
	Mr. Khurram Haleem Khan
	Comex Lead
	Mr. Mazhar Shams
	Regulatory Affairs Lead
	Mr. Faisal Rafiq
Bankers	Head of Expert
	Mr. Salman Altaf
	Marketing Director
	Syed Abrar Ali
	Sales Director
	Ms. Madiha Zubair
	Head of Human Resources
	Ms. Sadaf Malik
	Head of Corporate Affairs
	Citibank N.A.
	Standard Chartered Bank (Pakistan) Limited
External Auditors	MCB Bank Limited
	Habib Metropolitan Bank Limited
	KPMG Taseer Hadi & Co. Chartered Accountants

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### GSK Consumer Healthcare

Brands become part of Haleon as a result of demerger of consumer healthcare business from GSK Pakistan Limited in 2015.



### Novartis

Brands become part of Haleon as a result of demerger of consumer healthcare business from Novartis Pharma (Pakistan) Limited merged in 2018



### Pfizer

Brands become part of Haleon as a result of demerger of consumer healthcare business from Pfizer in 2018.



# Brands Portfolio

## FMCG

### Oral Care



## OVER THE COUNTER

### Nutrition & Digestive



### Respiratory



### Skin Health



### Pain Relief



# Recent Key Launches

PAIN



Panadol Ultra



Oral Health



Rapid Action



Localized Toothbrush



Repair & Protect



Extra Whitening



Sensodyne Cavity



Sensodyne Kids



Wellness



Centrum Adult



Centrum Silver 50+





# Key Brands Performance

Top 3 Brands contribute 80% to Total turnover

## Calcium Supplement



In Prescribed Calcium Supplements Category



## Pharmaceutical



In Pharmaceutical Industry



## Sensitivity



In Sensitivity Category

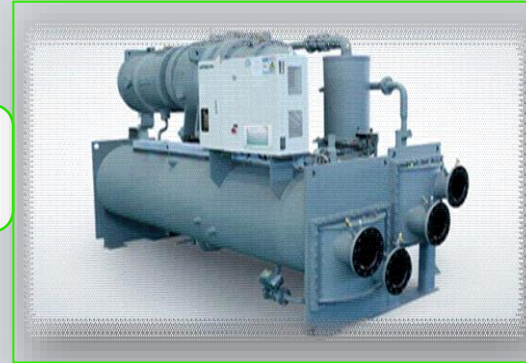


# Responsible Business

## Sustainability



**Renewable Energy (Solar Power Generation)**



**Carbon Emissions Reduction Project**

## Community Welfare & Corporate Volunteering



**HALEON x UNICEF  
"Mothers Matter"**



**Haleon X TCF  
Supporting a school in Matiari,  
Sindh**



**Allah Walay Trust  
Contribution to underserved  
children**



**Haleon Helps  
Visit to SOS village**



# Awards & Achievements



Dragons of Pakistan Awards for Sensodyne and CAC1000 Plus



TRUE Platinum certification



OICCI Climate Excellence Awards 2025

# HALEON



**Our Story**



**Business Overview**



**Key Financials**

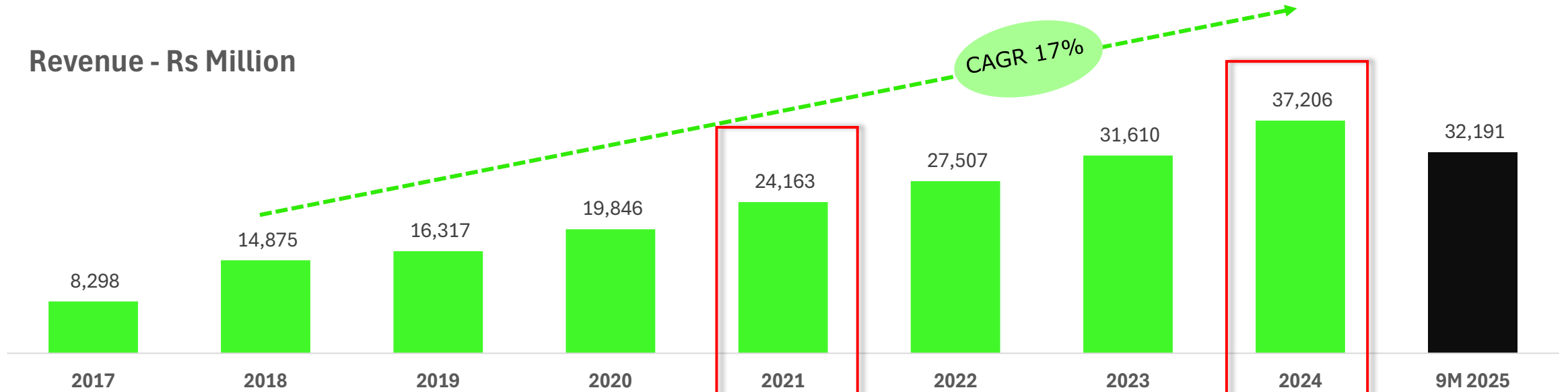


**Question and Answers**

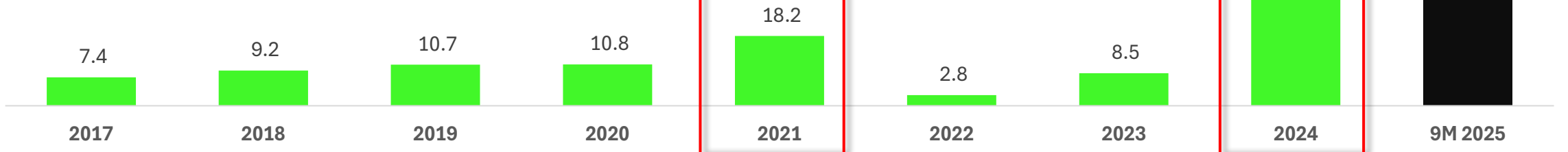


## Revenue & EPS growth

Revenue - Rs Million



Earning per share - Rs

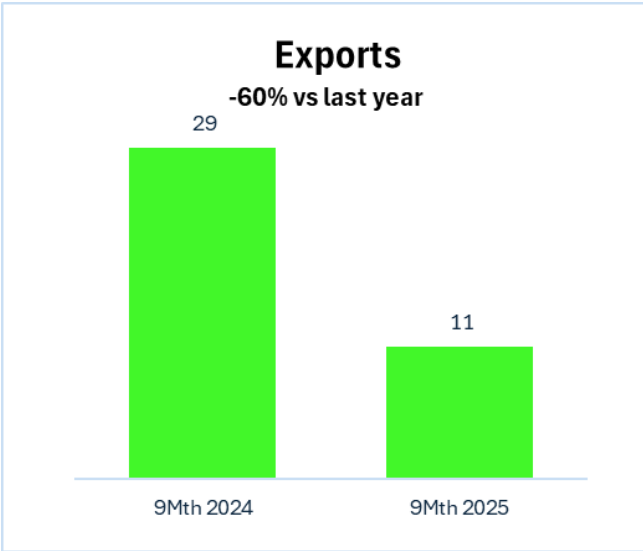
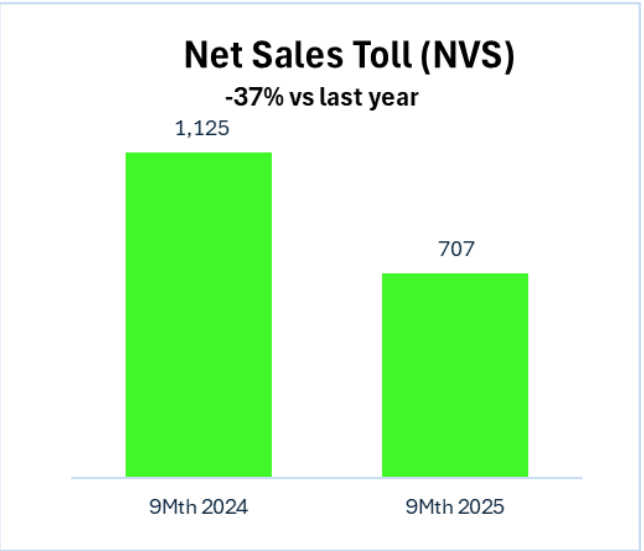
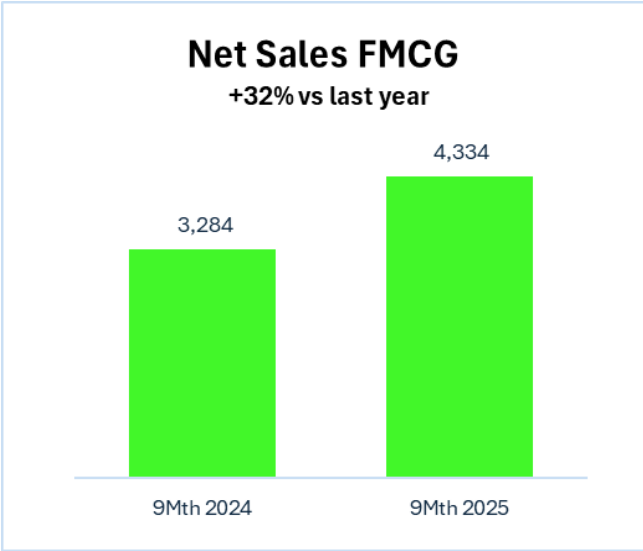
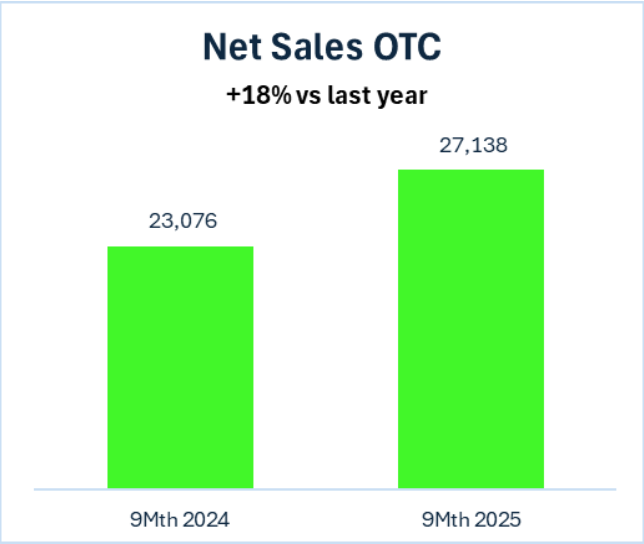
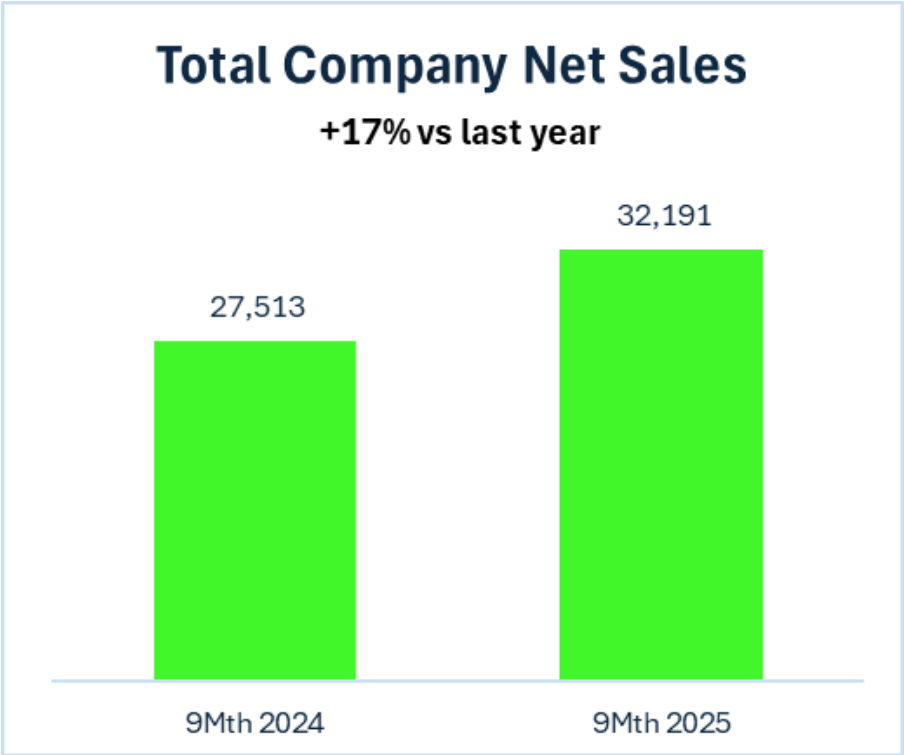




# Portfolio wise Sales – YTD September

PKR in million

Maintaining the upward trend by doing what matter most!



# Key Financial Highlights

Nine months ended 2025 results

**PKR 32.2<sup>Bn</sup>**

Revenue

**PKR 12.4<sup>Bn</sup>**

Gross Profit

**PKR 7.6<sup>Bn</sup>**

Profit before tax

## Revenue:

*Growth of 17% vs SPLY – Higher by PKR 4.7bn.*

## Gross Profit:

*Growth of 35% (PKR 3.2bn) vs SPLY. **G.P Margin is 38.4% which is +5.1% vs SPLY***

## OPEX:

*PKR 5.4bn, +21.6% vs SPLY.*

*Selling & Marketing and Administrative expenses increased by 23%.*

## Profit before levies and tax:

*Growth of 39.5% (PKR 2.1bn) vs SPLY. **PBT Margin is 23.6% which is +3.8% vs SPLY.***

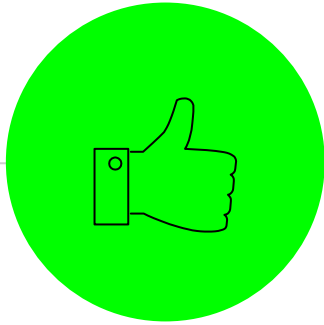
**PKR 39.18**

Earning per share

**PKR 5.9<sup>Bn</sup>**

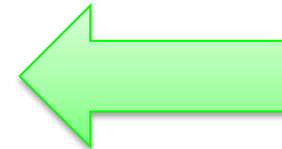
Cash & Cash  
equivalent





# Thank you

## *Any Feedback ?*



Please scan the QR code to  
access the feedback form

<https://forms.office.com/e/mRYtLk7dPr>