

IBL HealthCare Limited

Corporate Briefing Session

November 20, 2025

Session outline

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

Company overview

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, nutraceutical & consumer products relevant to health and wellness.

Purpose and values

Purpose statement

Elevating life by advancing health and well-being for generations to come.

Values



Business partners



MeadJohnson
Nutrition



Nestle Health
Science



**WHOLE
EARTH
BRANDS**



MEPACO
MEDIFOOD



Vinamilk
EST 1976



WEGO 威高



SB-KAWASUMI



TOP GLOVE
TOP QUALITY, TOP EFFICIENCY



SANBE



admd
شركة أبوظبي للمعدات الطبية
Abu Dhabi Medical Devices Company



ZOEY



**ULTRA
MED**
شركة الترا
للمنتجات الطبية



yingmed

Product portfolio - Nutrition



Product portfolio - Consumer



Product portfolio – Medical devices



Financial highlights

Financial highlights – FY 2025

Net revenue

↑ 20%

PKR 4.3 b

Gross profit

↑ 52%

PKR 1.4 b (33%)

**Operating
profit**

↑ 148%

PKR 437 m (10%)

Net profit

↑ 2658%

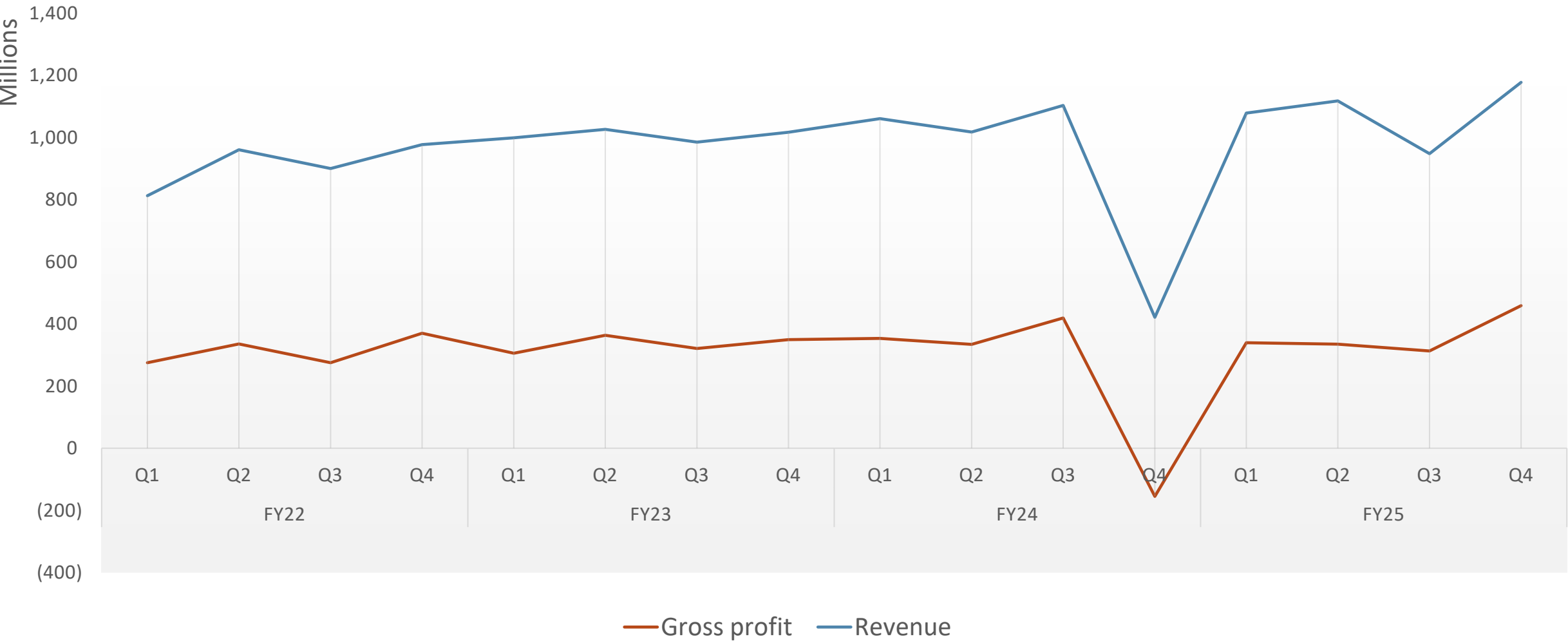
PKR 208 m (5%)

Financial snapshot

	FY 2022	FY 2023	FY 2024	FY 2025
Revenue	3,651,125	4,027,874	3,603,359	4,322,471
Cost of sales	2,394,888	2,687,427	2,651,543	2,875,495
Gross profit	1,256,237	1,340,447	951,816	1,446,976
Operating expenses	(745,651)	(815,875)	(775,722)	(1,009,673)
Operating profit	510,586	524,572	176,094	437,303
Finance cost	27,316	65,739	67,394	60,210
Profit before taxation	483,270	458,833	108,700	377,093
Profit after taxation	302,859	308,963	7,555	208,371

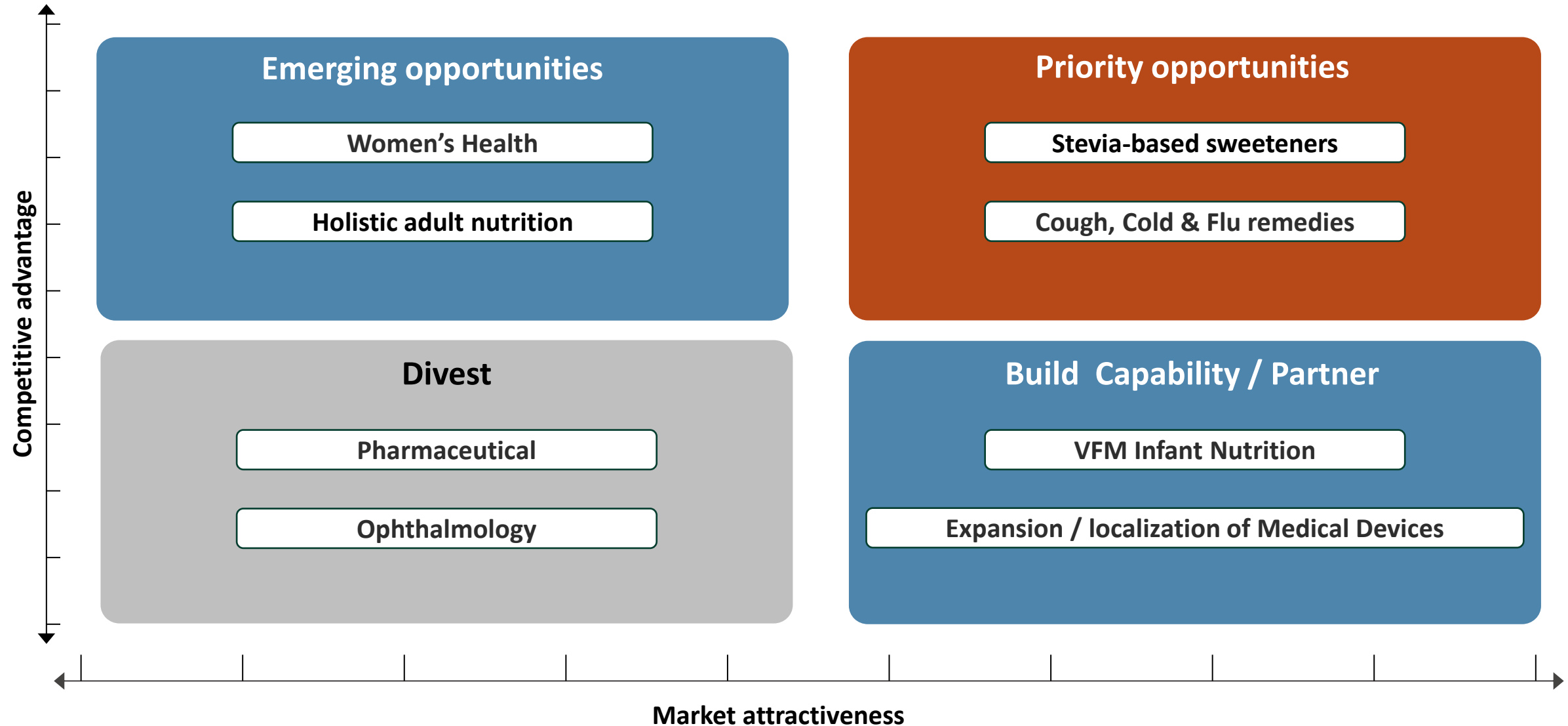
Despite revenue growth at a CAGR of 6%, profitability over the years has been affected due to high inflation, PKR depreciation, high interest rates, and super tax. The impact of these factors culminated in a liquidation of excessive inventories (procured based on higher historical sales trends) at significant discounts resulting in the anomaly of Q4 FY 2024.

Revenue and gross profit trends



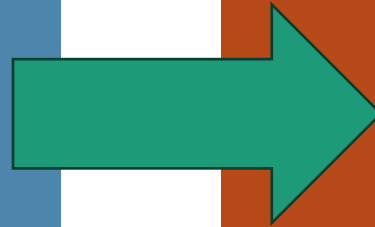
Future outlook

Industry landscaping



Mid- to Long-term Sourcing and Supply Chain Strategy

Localization



Export

Q & A

Thank you!