

26 November 2025



United Distributors Pakistan Limited Corporate Briefing FY2025



Disclaimer

Important Information

This presentation has been prepared by United Distributors Pakistan Limited ("UDPL") solely for information purposes. No representation or warranty express or implied is made thereto, and no reliance should be placed on, the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinion contained herein, or any opinion rendered thereto. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation. Neither UDPL nor any of its respective subsidiaries, affiliates, officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and/or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation reflects UDPL's latest business statement as at June 30, 2025. Except the historical information contained herein, statements in this presentation which contain words or phrases such as 'will', 'would', 'indicating' expected to' etc., and similar expressions, projections or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements regarding our future operations, performance, financial condition, strategies, and prospects. These statements are based on current expectations, estimates, forecasts, and projections about the industries in which we operate, and the beliefs and assumptions of our management. While we believe these forward-looking statements are reasonable as of the date of this presentation, they are inherently subject to significant business, economic, competitive, regulatory, and other risks, uncertainties, and contingencies, which could cause actual events or results to differ materially from those expressed or implied in the statements.

Factors that could cause actual results to differ materially include, but are not limited to: changes in the economic conditions of the agriculture / pesticide / fertilizer industry; fluctuations in commodity prices; changes in government regulations affecting agricultural inputs and outputs; weather conditions; market growth predictions; changes in import tariffs and currency exchange rates; technological advancements; and competitive pressures in the sectors we operate in. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. UDPL expressly disclaims any intent or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as expressly required by law.

This document is provided for informational purposes only. It does not constitute an offer to sell or a solicitation of an offer to buy any securities. The content of this presentation is a summary of certain broad premises about UDPL's activities and it should not be used as a basis for any decision-making without securing more accurate and complete information. UDPL does not accept any responsibility or liability for any loss or damage of any nature whatsoever, whether direct, indirect, consequential, or otherwise, which might be incurred through the use of, or reliance upon any information, representation, or omission contained in this presentation.

Agenda

- About UDPL
- Economy & Industry
- Our Business
- Financial Performance
- Future Outlook



Pakistan

01

About UDPL



About UDPL

Providing Pakistani farmers with high-quality farm inputs and advisory services to enhance crop yield, sustainability and profitability.

- Listed on PSX
- Focus on the agriculture sector
- Largest shareholder Genesis Holdings
- History of long-term partnerships with MNCs



Board of Directors



Ayaz Abdulla
Chairman
Board of Directors



Najam-ul-Hasan
Chairman – Board Audit
& Investment Committees



Saima Zuberi
Chairperson
HR&R Committee



Salman Chawala
Director



Samie Cashmiri
Director



Amir Iqbal
Independent Director



Asad Abdulla
Director

Executive Management



Asmer Beg
Chief Executive Officer



Sohail Hasnain Ahmed
Chief Financial Officer



Nadeem Sadiq
Business Manager North



Nand Lal
Business Manager South



Mansoor Ali
GM Business Development



Saqib Siddiqui
HR Manager

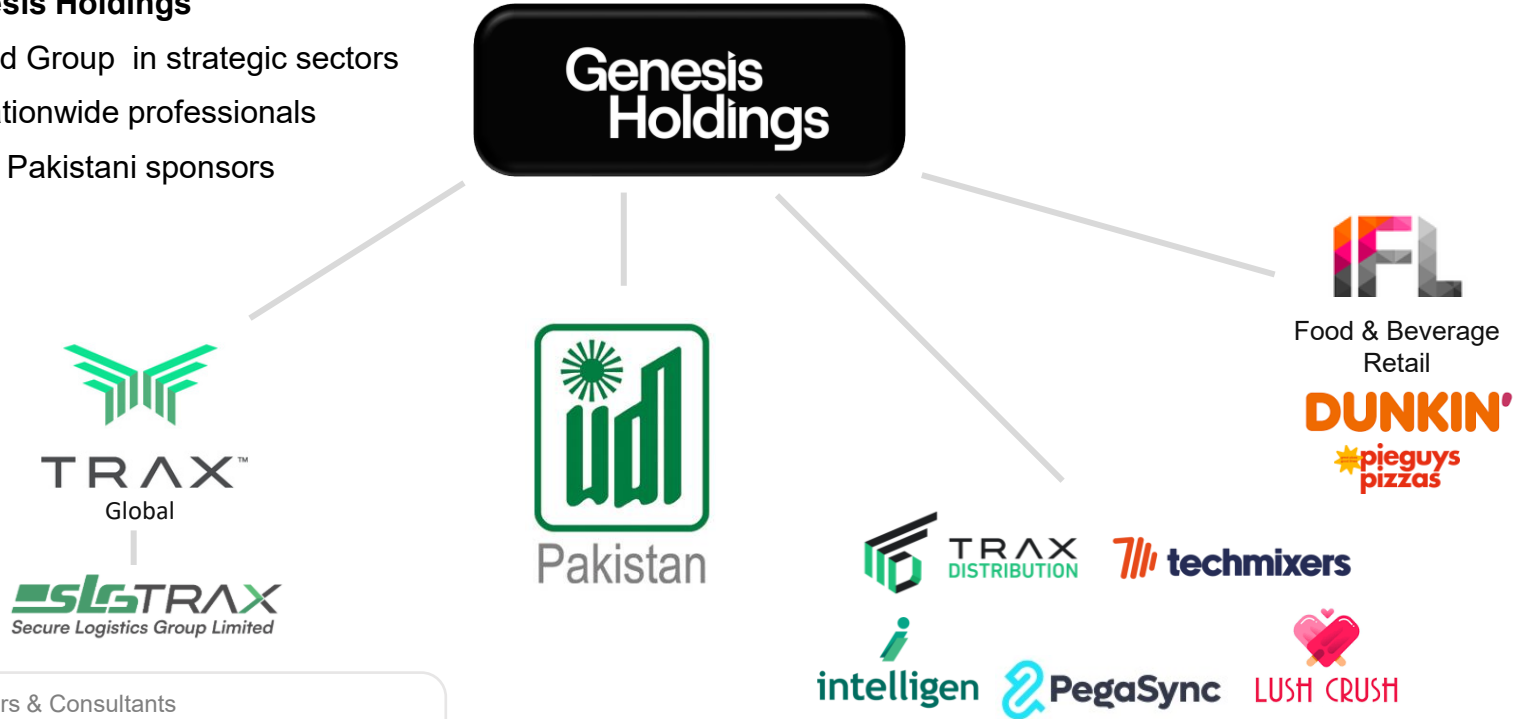


Syed Hamza Ali
Head of Supply Chain

Corporate Structure

About Genesis Holdings

- Diversified Group in strategic sectors
- 2500+ nationwide professionals
- Family of Pakistani sponsors



Key Advisors & Consultants



we live by our

CORE VALUES



Passion



Integrity



Partnership



Excellence

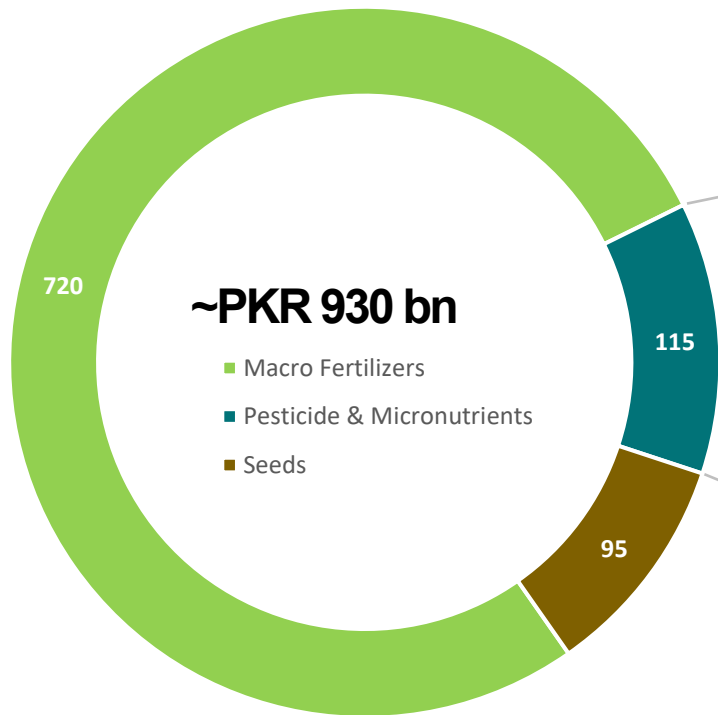
02

Economy & Industry

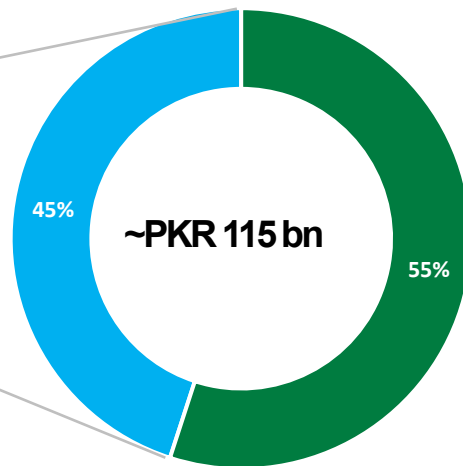


Agri Inputs Market

Total Market



Pesticides & Micronutrients Market



■ Multinational Companies

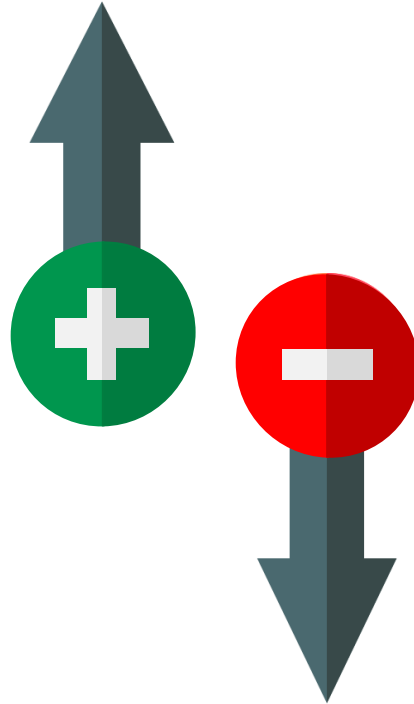


■ National Companies



Market Trends & Key Drivers

- Kibor: ~8% reduction vs FY2024
- Stable USD exchange rate
- Fuel: no significant variation (5-10% change)
- Move to profitable, climate resilient crops
- Increasing use of specialized fertilizers and nutrients for improving crop yield
- Increase in rice crop area
- New technology adoption (drones, technology apps, social media)



- Lack of Govt. support in wheat crop purchase
- Unsupportive weather during key crops season
- Decreasing cotton area & yield
- Pressure on farm income
- Liquidity crunch due to low crop yield, commodity price and rising input cost

03

Our Business



Business Overview



Own Portfolio

- Crop protection, fertilizer, nutrients, seeds
- E2E operations from sourcing to retail & farmers
- Commercial team and dealer network
- Presence in major agriculture geographies



Distribution

- Distributor for Corteva in Sindh & Balochistan
- Strengthens UDPL's position in the market
- Corteva US based, established in 2018 after merger of Dupont, Dow Agro and Pioneer
- Research based pesticides & nutrients
- Acquired largest global biologicals company



Toll Filling

- Annual filling capacity 1.7M liters / 2.3M kg
- Fill and pack for liquid, powder granules
- Plant located in Karachi
- Toll manufacturing for Corteva and Arysta



Network



400 Active Dealers



50 Sales Representatives



70 Field Officers



6 Regions

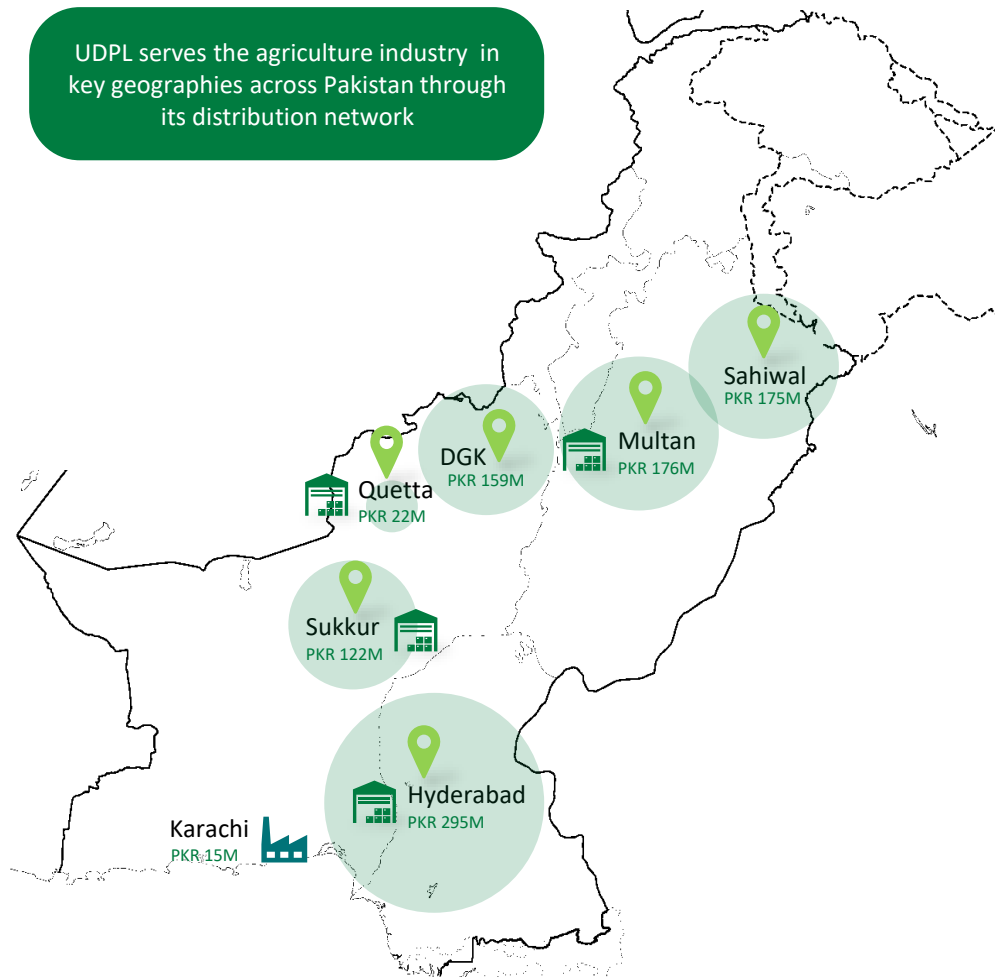


3 Warehouses



1 Filling Plant

UDPL serves the agriculture industry in key geographies across Pakistan through its distribution network



UDPL's Own Product Portfolio

Pesticides (Crop Protection)

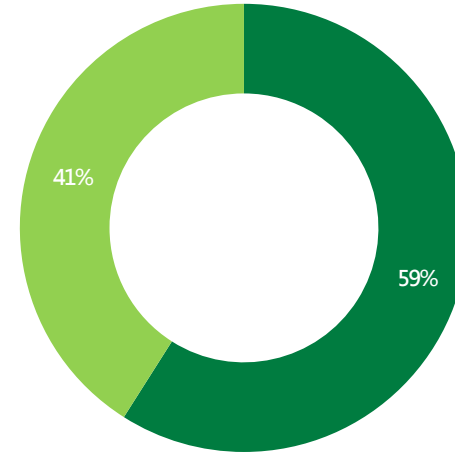
Insecticide, Herbicide, Fungicide



Fertilizers & Micronutrients



FY2025: % Share of Revenue



■ Fertilizers ■ Crop Protection

FY2024

Fertilizer	57%
Crop Protection	43%

Distribution Portfolio – Corteva

- Corteva distribution further strengthened
- Portfolio growth from 3 to 10 products
- Sales growth ~95%



Portfolio Development

New products are supporting in penetrating new market segments and business growth
Contributed Pkr.154mn in FY2025



Phosphorous Fertilizer



Potash Bio Fertilizer



Amino Acid



Insecticide

04

Financial Performance



FY2025 Financial Highlights

-13%

**Revenue decline
vs FY 2024**

Reduction in revenue mainly
due to adverse market and
weather conditions

903

**Profit After Tax
in PKR millions**

Strong earnings from other
income

25.6

**Earnings Per Share
in PKR**

Per share earnings growth
1.5x

345%

**Dividend Payout
Ratio %**

Shareholder payout

Disposal of Associate Company Equity Shares

During the year, 40% equity shares of FMC United Private Limited (Associate Company) were disposed off at a consideration value of **USD 2.6mn**:

- No of shares sold: 1,639,420
- Disposal value: ~PKR 728mn
- Investment carrying amount: nil
- Gain on disposal of shares: ~PKR 728mn

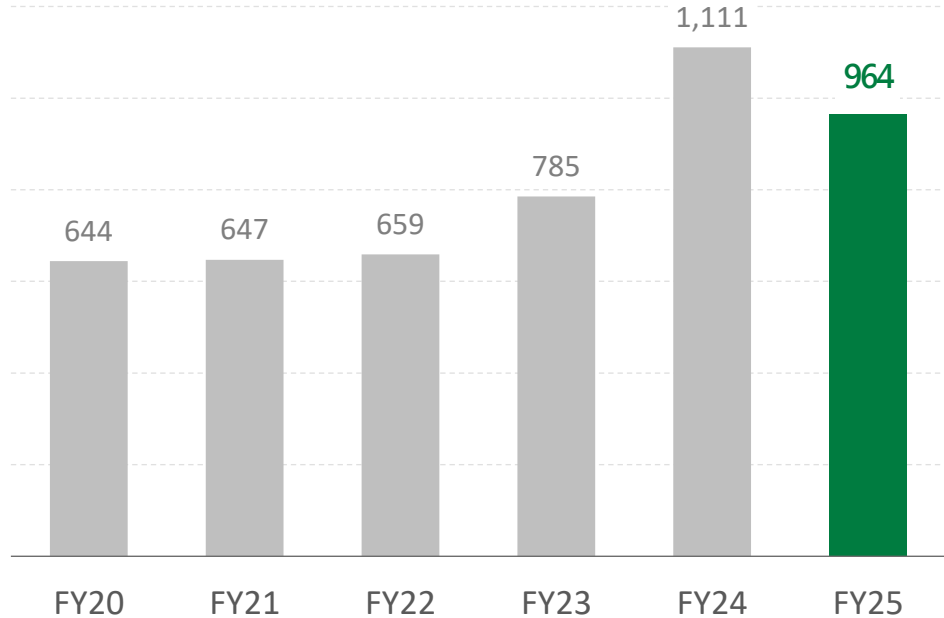
Revenue

The company recorded a 13% decrease in revenue compared to the previous year.

Revenue decrease was primarily due to adverse market and weather conditions.

Despite challenges, Company managed to secure ~ PKR 964 mn revenue

PKR millions



Earnings

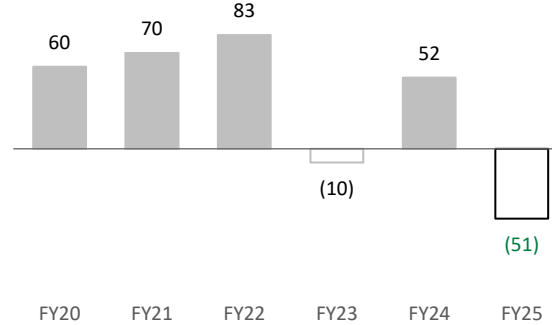
Profit after tax increased to PKR 903M in FY25 from -PKR 362M, primarily driven by other income

Operating profit and EBITDA margin are also impacted by one-time expenses pertaining to disposal of FMC shares

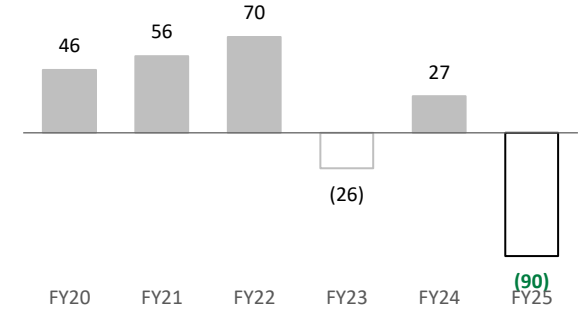


PKR millions

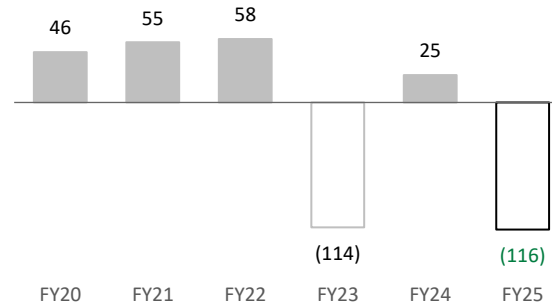
EBITDA



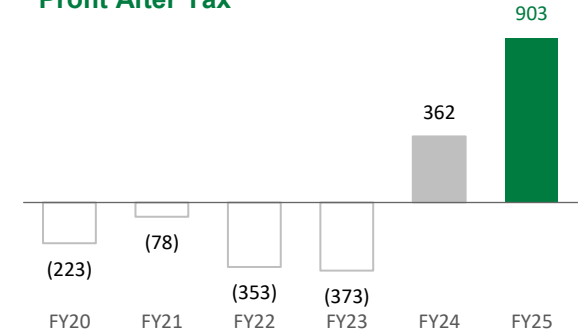
EBIT



Operating Profit



Profit After Tax



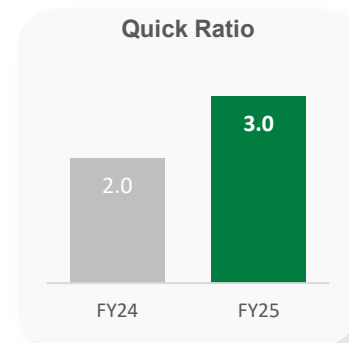
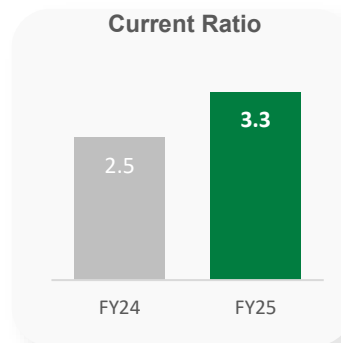
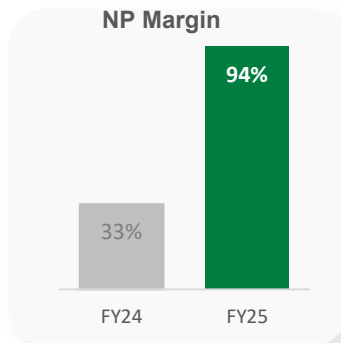
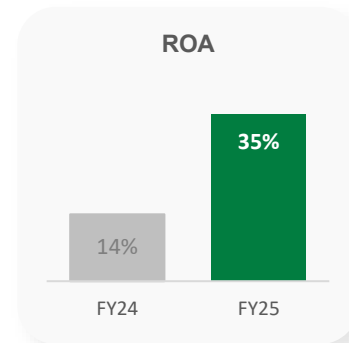
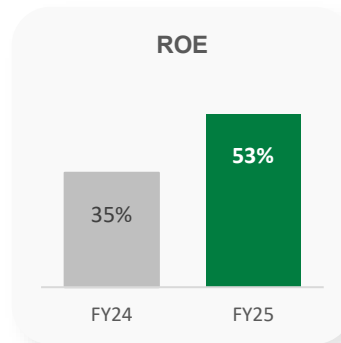
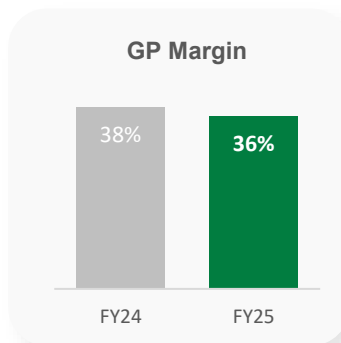
Ratio Analysis

Gross Profit Margin from 38% to **36%** due to change in sales mix

Net Profit Margin from 33% to **94%**, showing improved Net Profitability

ROE improved from 35% to **53%**, reflecting stronger returns (including Other Income) while ROA also improved from -14% to **35%**

Liquidity strengthened, with the Current Ratio up from 2.5 to **3.3** and Quick Ratio from 2.0 to **3.0**



Investments

As of June 30, 2025;

Longterm Investments:

- PKR 71mn in equities
- Meezan bank PKR 43mn
- Engro Fertilizer PKR 28mn

Short term Investments:

- PKR 1.6bn in Mutual Funds



Assets	PKR millions
Non-Current Assets	234
PP&E	143
Long-Term Investments	81
Deferred tax assets	4.9
Long-Term Loan & Deposits	4.9
Current Assets	2,382
Stock in trade	209
Trade and other receivables	293
Loans, advances & prepayments	259
Short Term Investments	1,598
Cash and bank balances	24
Total Assets	2,616

06

Future Outlook



Strategic Opportunities 2026-28



Scale Existing Business

Strengthen Go-To-Market model
Expand to new markets (Macro Fertilizer, Seed)
Leverage digital tools to improve market penetration



Establish New Business Verticals

Explore new agri-related businesses

- Evaluate cattle farming opportunity
- Commodity exports
- Ag-tech: e.g. drones, e-commerce, marketplace



Explore Partnerships / JVs

Team up with established & strong market players to build on new areas for business development

- Warehousing and Distribution
- Toll fill and pack
- Fintech solution

Investor Relations

Muhammad Imran

Company Secretary

m.imran@udpl.com.pk

www.udpl.com.pk