# Corporate Briefing session

## December 31, 2025

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CARE TO CURE

COMPANY PROFILE

# CITI PHARMA LIMITED

www.citipharma.com.pk

CARE TO CURE

# WHO WE ARE?

Citi Pharma is the **largest API manufacturer in Pakistan** with a track record of excellence for over 13 years. Delivering the broadest portfolio in the active pharmaceutical ingredients (API) industry, nutraceuticals, general formulations, biologics. We are also developing Pakistan's largest state-of-the-art Research and Development (R&D) lab.

CARE TO CURE

## OUR VISION:

- Citi Pharma's mission is to dedicate itself exceptional value through **creation of innovative & cost-effective pharma products** and develop a corporate culture that rewards initiative, enthusiasm and ethical practices.

## OUR MISSION:

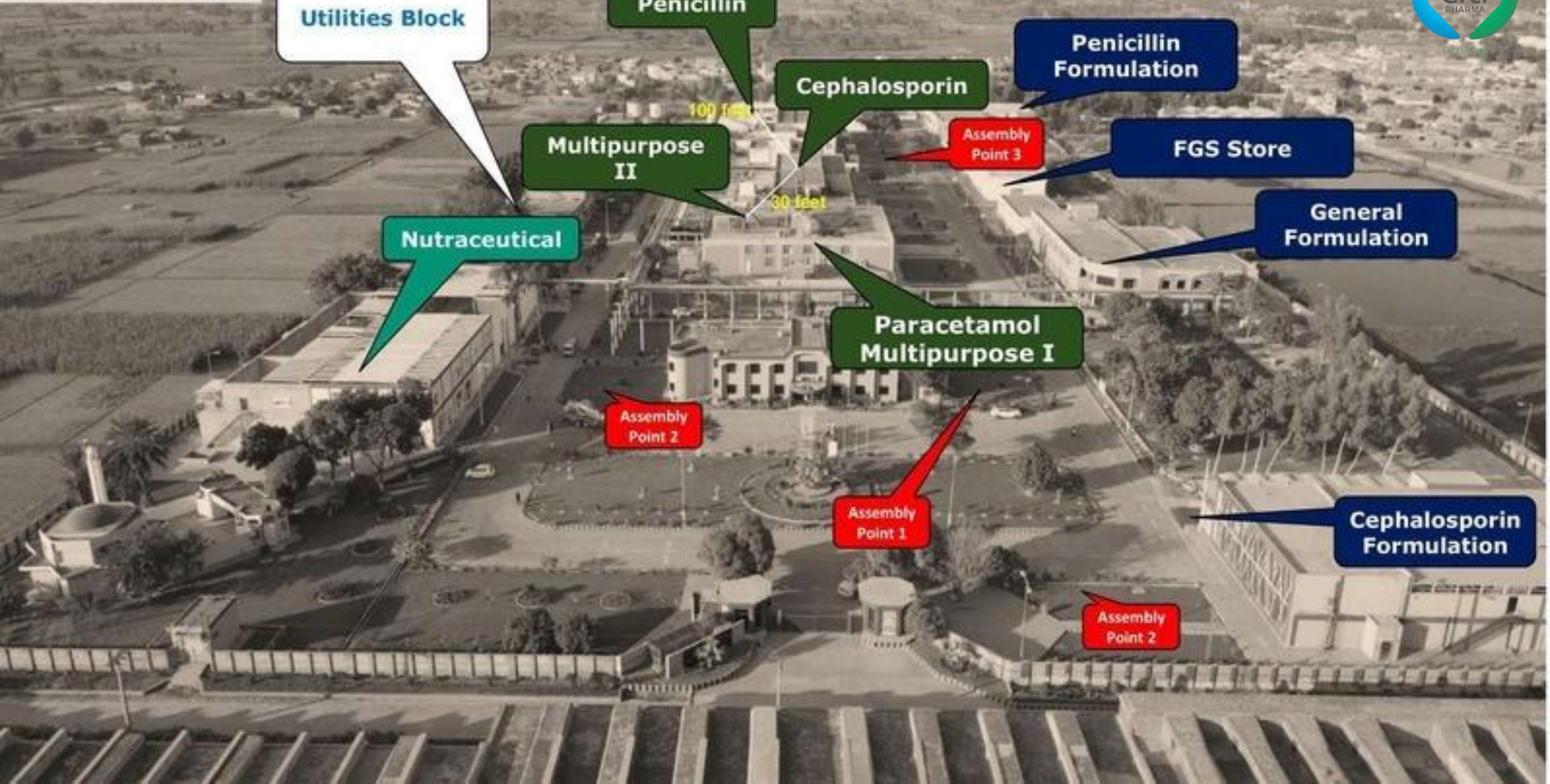
- We aim to be among the **top pharmaceutical companies in the World** by constantly evolving and bringing innovative products in healthcare segment.

CARE TO CURE

# OUR CORE VALUES

- Commitment to Excellence
- Patient-Centric Approach
- Scientific Advancement
- Ethical Conduct
- Social Responsibility

## SITE OVERVIEW



# OUR ROUTE TO SUCCESS & VISION

01
2012 -2023
**Paracetamol**
2MT –450MT

02
2016 -2023
**Amoxicillin**
1MT –60MT

03
2017 -2023
**Ciprofloxacin**
2MT –16MT

04
2018 - 2023
**Cefixime**
1MT –12MT

05
2012- 2023
**Formulation General**
2 Products –56 Products

06
2020
**Psychotropic Formulation**
Nil –12 Products – Quota Approved

07
2020 -2023
**Ceph. Formulation**
26 Products

08
2022 - 2024
**Extraction Unit**

09
2022 -2024
**Nutraceuticals**
60 Products

10
2024
**Carbapenem Unit**

11
2024
**Bio-T ec hnology Oral Biotech**

12
2024
**Hormonal / Oncology Oral**

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**API MANUFACTURING**

**R&D LAB SERVICES**

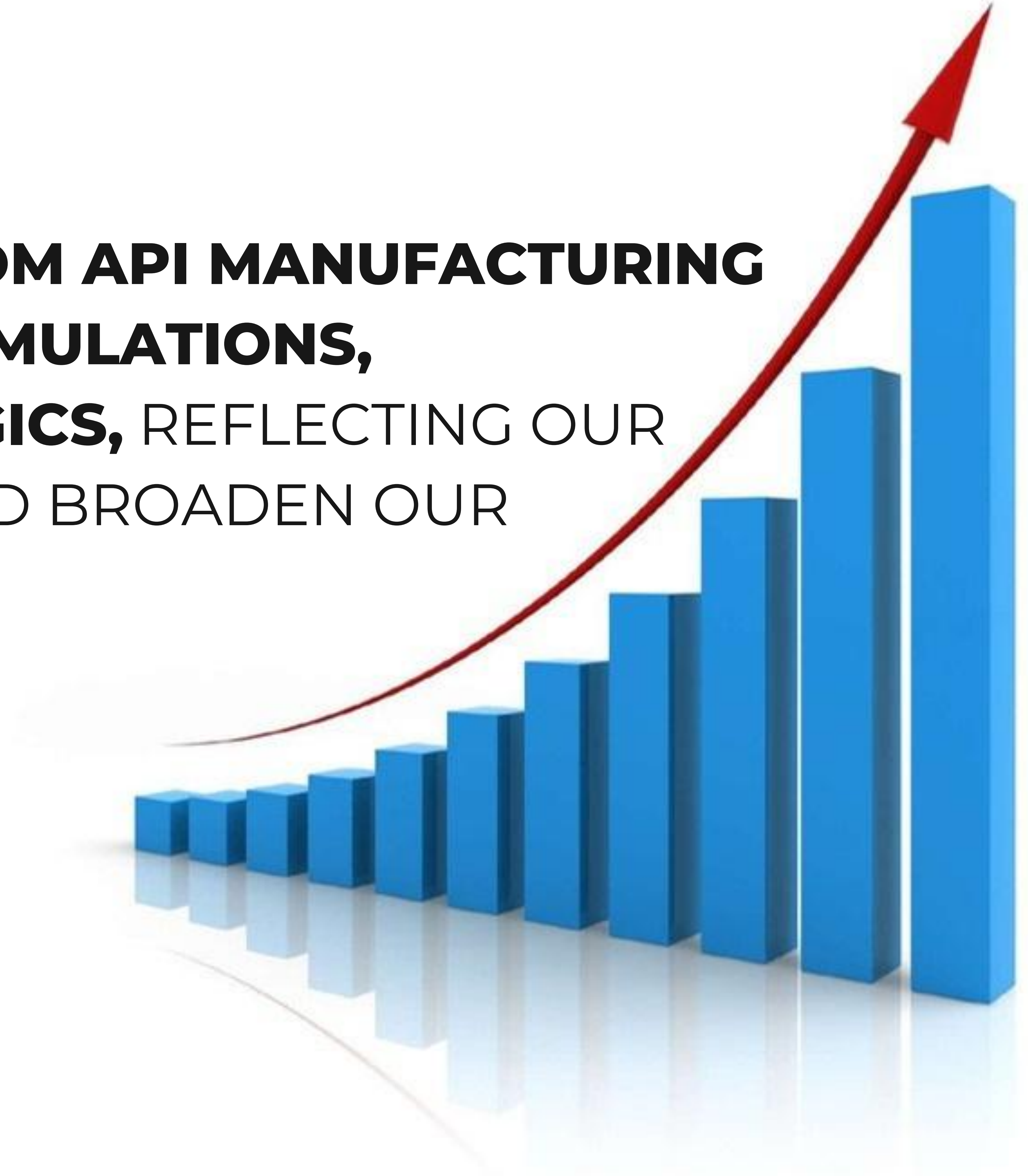
**FORMULATIONS**

**BIOLOGICS**

**NUTRACEUTICALS**

**THE ONLY COMPANY IN PAKISTAN WHO HAVE THESE 5 LICENSES IN THE SINGLE AND SAME PREMISES**

CITI PHARMA HAS EVOLVED **FROM API MANUFACTURING TO ENCOMPASS GENERAL FORMULATIONS, NUTRACEUTICALS AND BIOLOGICS,** REFLECTING OUR COMMITMENT TO DIVERSIFY AND BROADEN OUR MANUFACTURING CAPABILITIES.




Citi Pharma is **expanding its API portfolio** to include innovative and high- demand active pharmaceutical ingredients. Our focus is on enhancing accessibility, quality and affordability to meet global healthcare needs.

Abbott

SEARLE

gsk

FEROZSONS
LABORATORIES LIMITED

BAYER

CCL

TABROS

Martin Dow
Creating Distinction for Life

HALEON

Established Clients For Toll Manufacturing

# Future Outlook

**Citi Pharma Limited is strategically positioned for robust and sustainable growth over the coming years, driven by a series of high-impact initiatives, diversification strategies and investments that reinforce its competitive advantage in the pharmaceutical and allied sectors. The company’s future outlook reflects a clear roadmap toward enhanced operational capability, market expansion, increased shareholder value and sustained profitability.**

# Citi Pharma – Strengthening Our Future:
# Strategic Investment & Biotech Excellence Body:

**Our state-of-the-art Biotech Plant is scheduled to undergo regulatory inspection in April, marking a significant milestone toward operational readiness and market entry.**
**With an estimated market potential of USD 1 Billion, this venture represents a transformational step in strengthening our position in high-value biologics and advanced pharmaceutical manufacturing.**
**This milestone reinforces our commitment to innovation, regulatory excellence, and expanding into high-growth therapeutic segments.**

## Addressing a Critical National Health Need

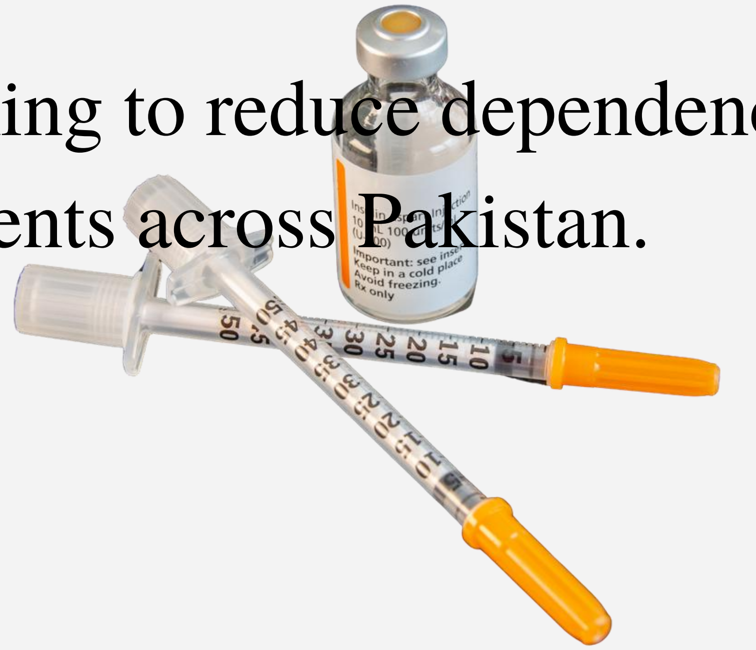
**30%** of the Pakistan’s population is diabetic. The growing prevalence demands sustainable, local solutions to ensure availability, affordability, and quality of treatment.

### Our Commitment to Self-Reliance in Insulin Production

Citi Pharma is actively investing in the local manufacturing of insulin, aiming to reduce dependency on imports and make life-saving treatment more accessible to millions of patients across Pakistan.

## Our Insulin Portfolio in Development

- Human Recombinant Insulin
- Insulin Analogs



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# Insulin Plant

Establishment of **Bioequivalence center in Pakistan**
Initiative by **Citi Pharma**

Designed to meet international standards, the center will integrate cutting-edge bioanalytical laboratories, an NIH-compliant animal research facility, and a 100-bed affiliated hospital under one roof — creating a **fully integrated research platform.** With this venture, Citi Pharma will not only reduce reliance on overseas CROs but also position Pakistan as a **regional hub for pharmaceutical innovation, accelerating access to affordable, high-quality medicines for both local and global markets.**

## Citi REIT Management Company (CRMC)

## Strategic Rationale:

The planned formation of Citi REIT Management Company (CRMC) represents a significant diversification into real estate investment in Pakistan — unlocking new recurring income streams and broadening the asset base of the organization.

## Key Future Outlook Highlights:

## SECP Approval & Incorporation:

CRMC has received name approval from the Securities and Exchange Commission of Pakistan (SECP), with the formal incorporation process nearing completion. This critical milestone positions the company to launch real estate investment products that align with institutional investor demand and high-yielding asset class strategies.

### Launch of REIT Structures:

With SECP compliance in place, CRMC is expected to structure and manage Pakistan's emerging real estate investment trusts (REITs), leveraging Citi Pharma's corporate reputation, financial expertise and governance framework.

# Citi Veterinary Limited

Citi Pharma will soon commence trading operations through its wholly owned subsidiary Citi Veterinary Limited, marking a strategic entry into the animal health and livestock pharmaceutical market — a fast-growing and consistently resilient sector in Pakistan — unlocking new recurring income streams and broadening the asset base of the organization.

## Key Future Outlook Highlights:

**Commissioning of Manufacturing Plant in the financial year 2026- 2026: Completion of plant establishment will transition Citi Veterinary from trading only to a full manufacturing entity, enabling:**

- Enhanced margins through local value-addition.
- Product portfolio customization tailored to local disease profiles.
- Reduced reliance on imports.

**This expansion positions CPL within a high-growth subsector, diversifying business risk while capturing share in an under-served industry.**

# Bioequivalence Center — Gateway to Global Markets

One of the most transformative initiatives in CPL's pipeline is the establishment and operationalization of an in-house Bioequivalence (BE) Center — an infrastructure investment with far-reaching implications for product credibility and international expansion.

## Strategic Importance:

- **Regulatory Compliance:**

  A local BE center will accelerate required studies for regulatory filings, particularly for generic and modified-release formulations.

- **Global Market Access:**

  With in-house bioequivalence capabilities, CPL can pursue filings in regulated markets that require clinical performance data, such as:

  - MENA region
  - ASEAN countries
  - African regulatory authorities
  - European and US markets (where applicable standards exist and approvals can be sought)

### Strategic Importance:

- Reduction in time-to-market for new product approvals.
- Improved cost efficiency compared to outsourcing BE studies overseas.
- Strengthened credibility with key regulatory bodies.
- Potential to offer contract BE services — opening a new B2B revenue line.


Financial
Results
2025.
600
610
470
410
440
nov.
dec.
jan.

## Financial Highlighhts

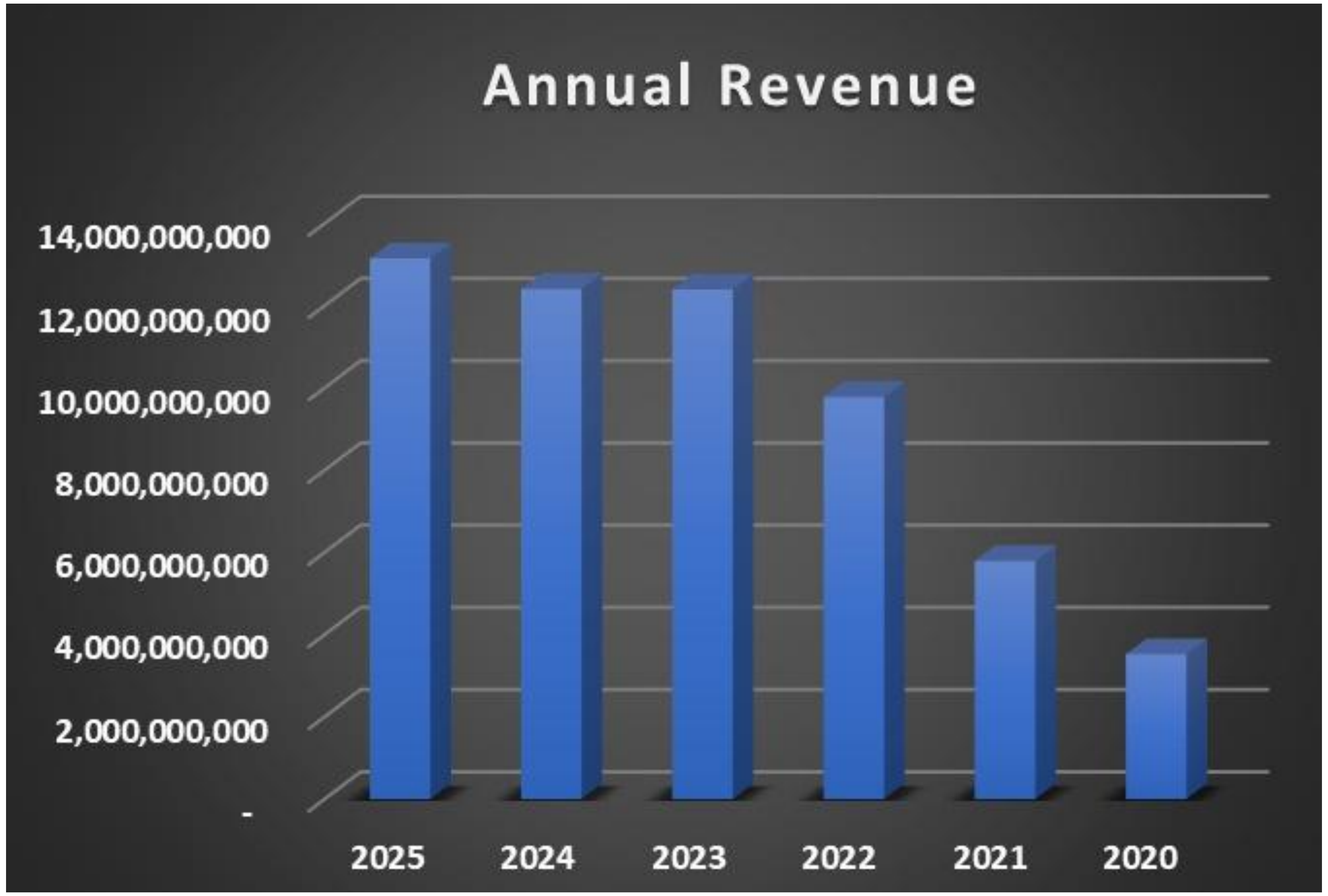
Net Sales Revenue: 13.15 billion **reflecting a 6% year-over-year growth.**

Gross Profit Margin: **15%** (FY 2024: 12.4%)

**N**et Profit After Tax: PKR 892 million, compared to PKR 833 million in FY 2024.

Earnings Per Share (EPS): PKR 3.90, an increase from PKR 3.65 in FY 2024.

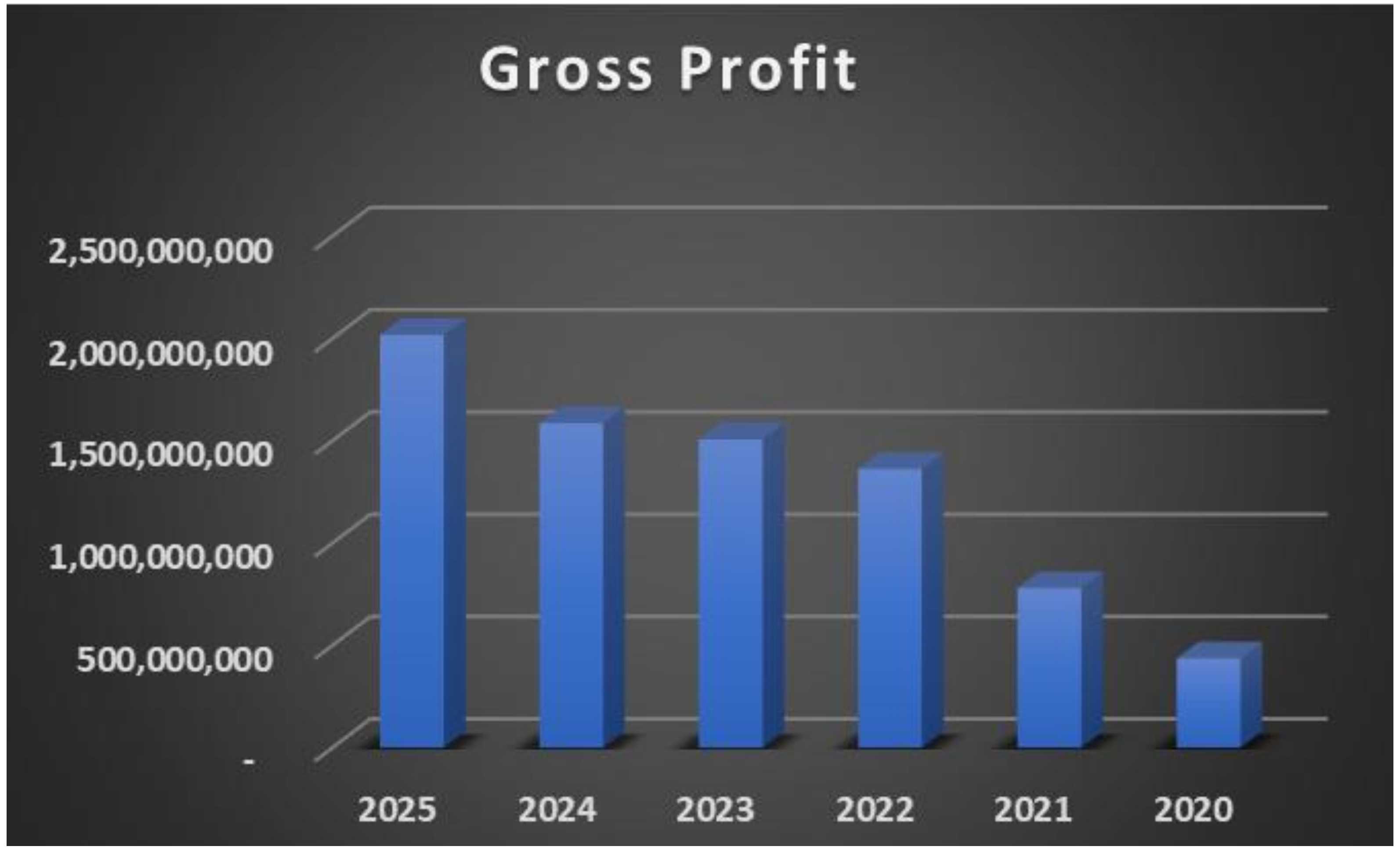
# Revenue Analysis




There is a consistent growth in annual revenue from 2020 to 2025. Sales have increased from approximately PKR 3.5 billion in 2020 to PKR 13.1 billion in 2025, showing more than threefold growth over the period.

A significant rise is evident between 2021 and 2022, followed by stable and sustained performance during 2023 and 2024. The upward trend in 2025 further indicates strengthened market presence and continued business expansion. Overall, the sales trajectory demonstrates solid financial growth and positive future prospects.

# Gross Profit Analysis




There is a steady and substantial improvement in gross profit from 2020 to 2025. Gross profit increased from approximately PKR 0.5 billion in 2020 to over PKR 2.1 billion in 2025, reflecting more than fourfold growth during the period.

A consistent upward trend is visible each year, with notable acceleration between 2021 and 2022, indicating improved cost management and higher sales volumes. The continued rise through 2023 and 2024. demonstrates operational efficiency and strengthening profit margins.

The peak in 2025 represents the Company's strongest gross profitability position to date, highlighting effective pricing strategies, optimized production costs and enhanced overall financial performance. Overall, the gross profit trend reflects solid operational growth and improving financial health.

# Financial Results for 6M-2026

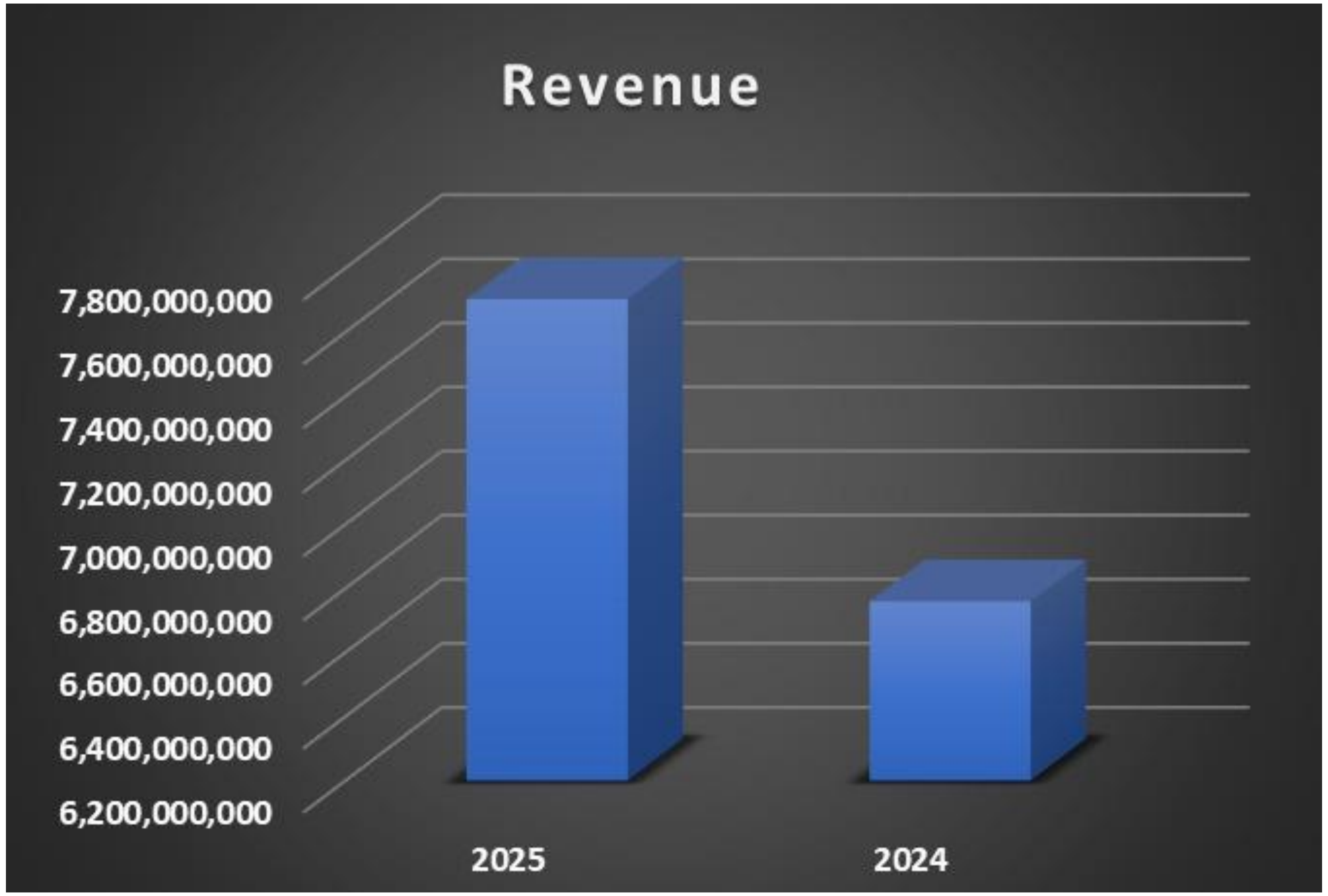
**Financial Highlighhts** Net Sales Revenue: 7.7 billion **reflecting a 14% period- over-period growth.**

Gross Profit Margin: **19.17%** (FY 2024: 14.32%)

**N**et Profit After Tax: PKR 608 million (7.89%), compared to PKR 458 million (6.78%) in the comparative period.

Earnings Per Share (EPS): PKR 2.66, an increase from PKR 2.01 in the comparative period.

# Revenue Analysis




During the period under review, Citi Pharma Limited delivered a strong financial performance, supported by enhanced operational efficiencies, optimized cost structures and sustained demand across key therapeutic segments within the pharmaceutical sector.

The Company achieved a turnover of PKR 7,702 million, reflecting a notable 14% growth compared to PKR 6,759 million recorded in the corresponding period last year.

This growth was primarily driven by increased sales volumes, improved product mix and expansion in distribution channels.

The Company also benefited from better capacity utilization and streamlined production processes, which contributed to improved operational productivity. Strategic procurement planning and disciplined cost management further strengthened margins, enabling the Company to translate revenue growth into improved profitability.

# Gross Profit Analysis


**Gross profit increased significantly to PKR 1,476 million, registering an impressive 53% growth compared to PKR 967 million in the corresponding period last year. This substantial improvement reflects the Company's focused efforts on strengthening its core operations and enhancing overall production efficiency.**

**The growth in gross profit was primarily driven by effective cost control measures, including optimised procurement strategies, better inventory management and improved capacity utilisation at manufacturing facilities. Additionally, higher sales of formulation products—typically carrying stronger margins—contributed positively to profitability.**

**Overall, the notable rise in gross profit demonstrates Citi Pharma Limited's ability to translate revenue growth into stronger margins, reinforcing its financial stability and operational resilience.**

# Thank You