



March 17, 2026

The General Manager

Pakistan Stock Exchange Limited
Stock Exchange Building,
Stock Exchange Road,
Karachi

Subject: Presentation of Corporate Briefing Session

Dear Sir,

Please find attached herewith presentation with respect to the Corporate Briefing Session (CBS) of Macter International Limited to be held on Wednesday, March 18, 2026 at 12:00 noon via Zoom video conferencing.

Further, Zoom link to join CBS is as under:

Join Zoom Meeting

<https://us02web.zoom.us/j/88698229982?pwd=7d42TSLEvsfGOBAvOW4iOoI9eOeXP.1>

Meeting ID: 886 9822 9982

Passcode: 325221

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

Yours truly,

For and on behalf of

Macter International Limited

Asif Javed

Company Secretary

Encl: as above



Macter International Limited

Corporate Briefing Session

Half year FY 2025-26



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Company Overview

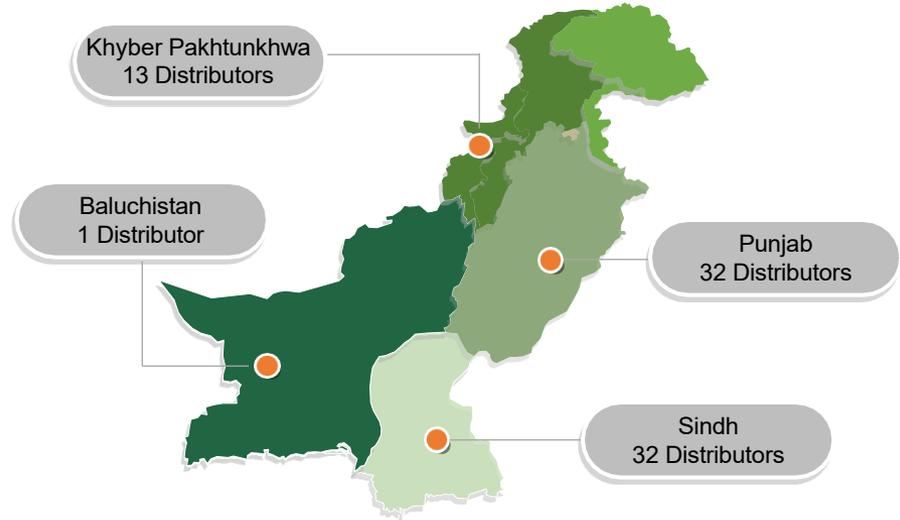
Key Business Highlights



Company Highlights

- History and Background:** Macter International Limited (the Company) was incorporated in Pakistan in 1992 as a private limited company and was converted into a public limited company in 2011. Effective from August 01, 2017 the Company has been listed on Pakistan Stock Exchange Limited.
- Key Specialties:** Pulmonology, Cardio Metabolic, Nephrology, Oncology, Rheumatology, Anti-Infectives
- Manufacturing Capability:** Wide range of dosage forms such as Tablets, capsules, creams, syrups, suspensions as well as difficult to make forms such as Metered dose inhalers, dry powder inhalers , injectables and bio-similars
- Field Force:** The Company has a field force of over 700 medical representatives with a coverage of over 20,000 doctors and 40,000 pharmacies all over Pakistan.
- Other Notable Highlights:** First and only formulation and filling facility for lyophilized Biosimilars. **Biosimilar Approvals :** Inf Alfa 2b, Peg Inf Alfa 2b, EPO, Peg GCSF, Heparin ,Etanercept, Semaglutide.

Widespread Distribution Network



Key Performance Indicators

6.11 Bn

Gross Revenue
(H1FY25-26)

8.8%

Export Sales
Contribution (FY25)

36 Mn

Packs Produced
(H1 FY25-26)

76

Active Brands
(FY25-26)

6

New Launches
(H1 FY25-26)

1,200+

Employees
(H1 FY25-26)

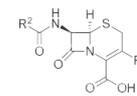
Unique and Large-Scale Manufacturing Capability



Oral Solids



Sterile Ampoules/
Vials /
Ophthalmic



Cephalosporin
(Oral &
Parenteral)



Lyophilized
biologicals



Dedicated
Penicillin
(Oral &
Parenteral)



HFA MDIs
And DPIs

Company Overview

State of the art Facility and Focus on Research and Development



State-of-the-art cGMP compliant manufacturing facilities with an ability to manufacture difficult to make dosages.



- **Manufacturing Facility:** The high-tech plant produces a wide range of specialty products, including solid and liquid oral dosage forms (tablets, capsules, syrups, suspensions and dry powder), injections (sterile liquid vials, sterile liquid ampoules and sterile dry powders), ointments and creams, drops and inhalers. Macter also has a separate dedicated facilities for Pencilin, Aerosol Area and Biotech.
- **Bio-Tech Facility:** Macter is pioneer company in Pakistan which has developed state-of-the-art manufacturing plant for Biotech drugs. Manufacturing operations include formulation, vial filling, lyophilization & packaging of biological drugs with the capacity of 16 million vials / annum for liquid formulation and 4 million vials / annum for lyophilization.



- Macter's Research and Development (R&D) department is designed with a team of highly skilled professionals specializing in innovative formulations for prevention, diagnosis, and therapy, delivering integrated healthcare solutions
- R&D expenses encompass activities including testing and producing new formulations, conducting stability studies, and sourcing diverse raw materials
- Macter's R&D investment PKR 125 million in FY25, reflects its commitment to innovation

Manufacturing Facility Overview

- The Biological facility has the capability of vials, pre-filled syringes and pen cartridges
- The facility has a capacity of over 55 million units (single shift) per annum compact line with Watson Marlow pumps, lyophilizer, inspection, labelling and packing line.
- Designed As Automatic Monobloc Machine, it is designed with a robotic arm To remove paper flaps and open TYVEKS for Filling.
- An advance Bio-QC lab is established using cell biology, biochemistry and molecular Biology techniques



Manufacturing Facility Overview

- The Company has the manufacturing capability of producing Sterile Parental Products, MDI's, DPI's, Tablets, Capsules, Ointments, VVR, liquids, injections and dry suspensions
- Machinery is a combination of various leading international brands including Bosch, Bausch & Stroble, CAM, Pamasol, Fettec and Romaco
- Installed capacity of over 1 billion packs per day (single shift) across various manufacturing and product segments



Financial Highlights – Profit & Loss

For the period ended December 31, 2025

Particulars	December 31, 2025	December 31, 2024	Variance
Sales	6,110	4,920	24%
Gross profit	2,943	2,202	34%
Operating expenses	2,073	1,567	32%
Other expenses	67	49	37%
Other income	29	40	-28%
Operating profit	832	625	33%
Finance cost	58	48	21%
Profit before income tax	774	577	34%
Current tax	275	232	19%
Prior year tax	34	(50)	-168%
Deferred tax	38	3	1167%
Profit after taxation	427	392	9%

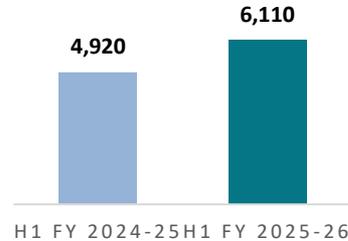
Financial Highlights

Sales & Profit Performance



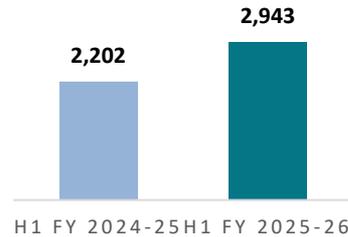
Growth in sales and profit reflects sustained expansion of the local portfolio, strong traction from new product launches in low-competition and niche segments, and a continued increase in export volumes.

Sales



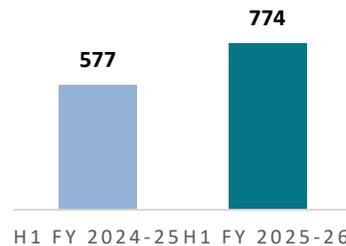
Net turnover for the period ended 31st December 2025 was Rupees 6,110 million with a growth of 24%

Gross Margin



Gross margins have experienced a significant increase of 3% primarily due to the following:
Better sales mix;
Higher contribution from profitable prescription and export businesses;

Profit before tax



Profit before tax for half year is Rs. 774 Mn, representing a 34% growth over same period last year. This notable improvement is attributed to the higher sales, increase in gross profit margins and the implementation of efficiency enhancements and cost optimization measures

Financial Highlights - Statement of Financial Position

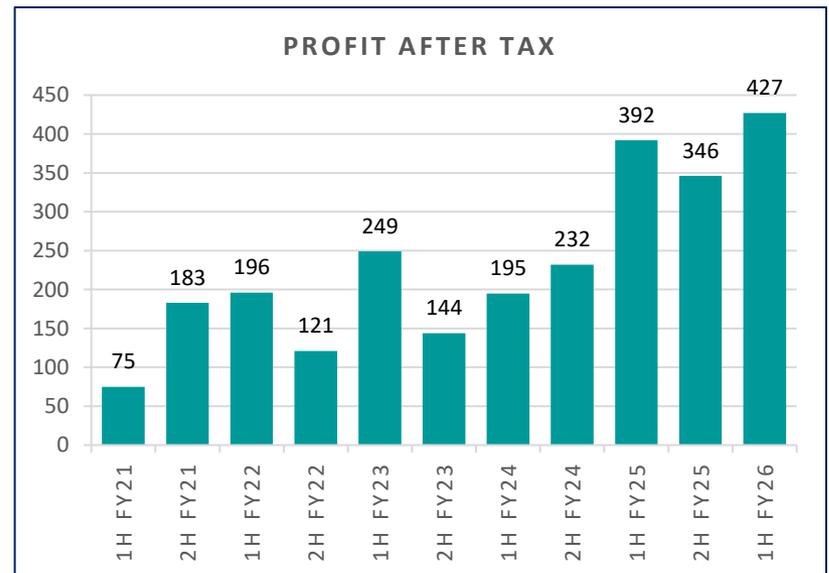
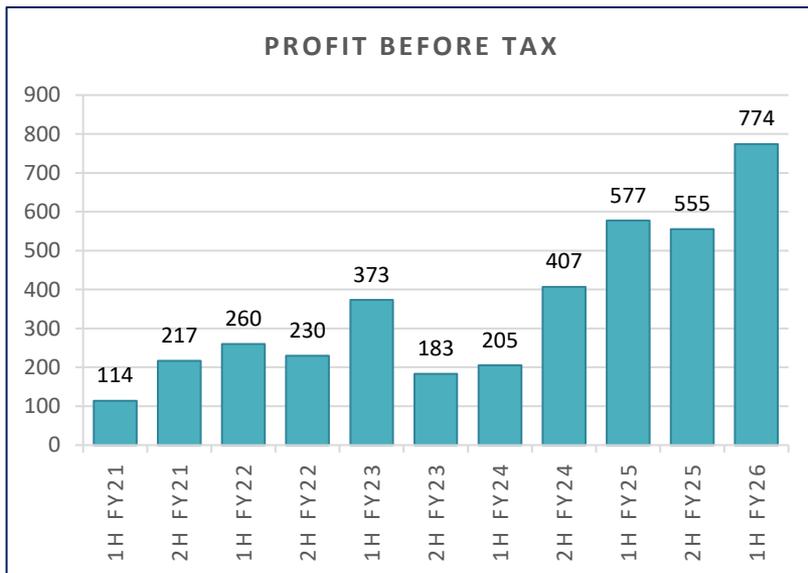
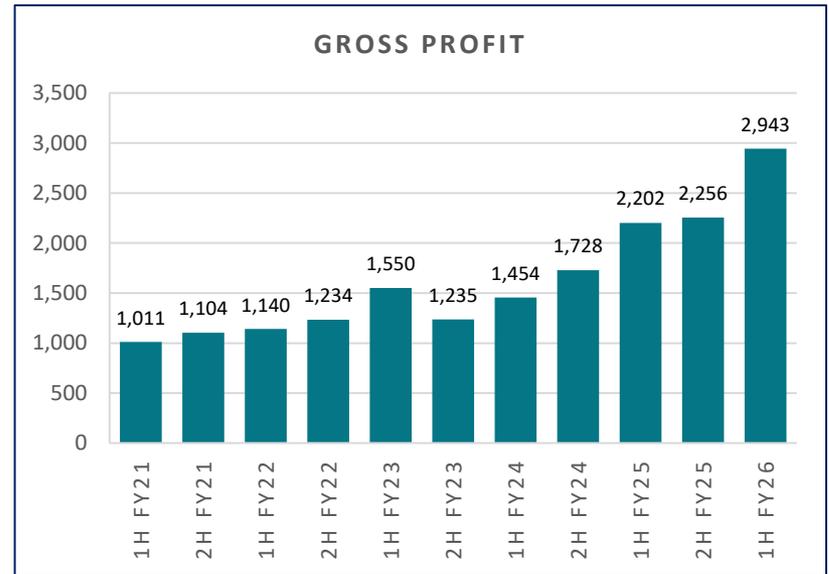
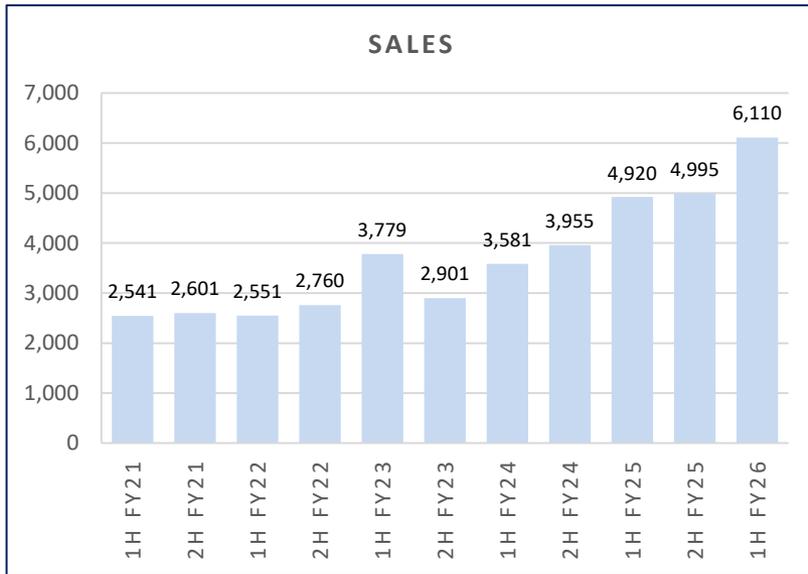
As at December 31, 2025



DESCRIPTION	December 31, 2025	June 30, 2025	DESCRIPTION	December 31, 2025	JUN 30, 2025
	RUPEES IN MILLION			RUPEES IN MILLION	
Property, plant and equipment	2,839	2,651	Issued, subscribed and paid-up capital	458	458
Intangible assets	1	2	Capital reserve	1,226	1,226
Long-term investment	300	300	Revenue reserve - accumulated profit	2,457	2,121
Long-term loans	8	7	Total shareholders' equity	4,141	3,805
Long-term deposits	17	16	Deferred liabilities	313	294
Total non-current assets	3,165	2,976	Long-term financing	579	528
Stores and spares	27	25	Lease liabilities	37	48
Stock-in-trade	2,770	2,550	Deferred taxation	61	23
Trade debts	910	401	Total long-term liabilities	990	893
Loans and advances	207	215	Trade and other payables	1,910	1,531
Trade deposits, prepayments & other receivables	127	65	Current portion of long-term financing	233	197
Taxation – net	-	39	Current portion of lease liabilities	21	40
Short term investments	17	17	Current portion of long-term provision	86	86
Cash and bank balances	202	281	Sales tax payable	22	16
Total current assets	4,260	3,593	Taxation – net	21	-
Total assets	7,425	6,569	Unclaimed dividends	1	1
			Total current liabilities	2,294	1,871
			Total liabilities	3,284	2,764
			Total equity and liabilities	7,425	6,569

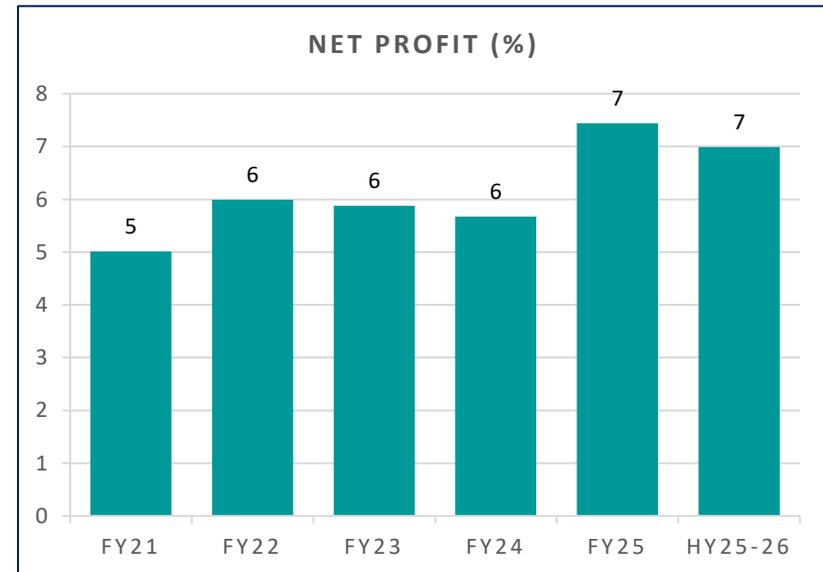
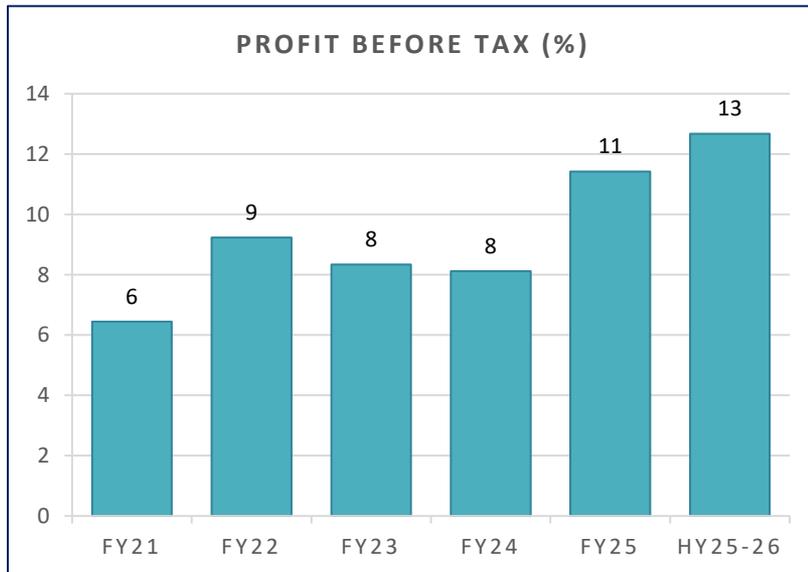
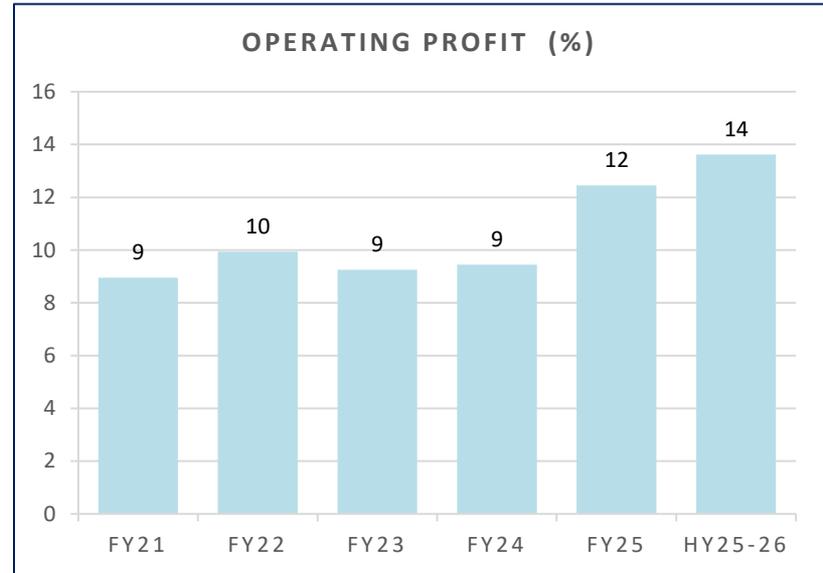
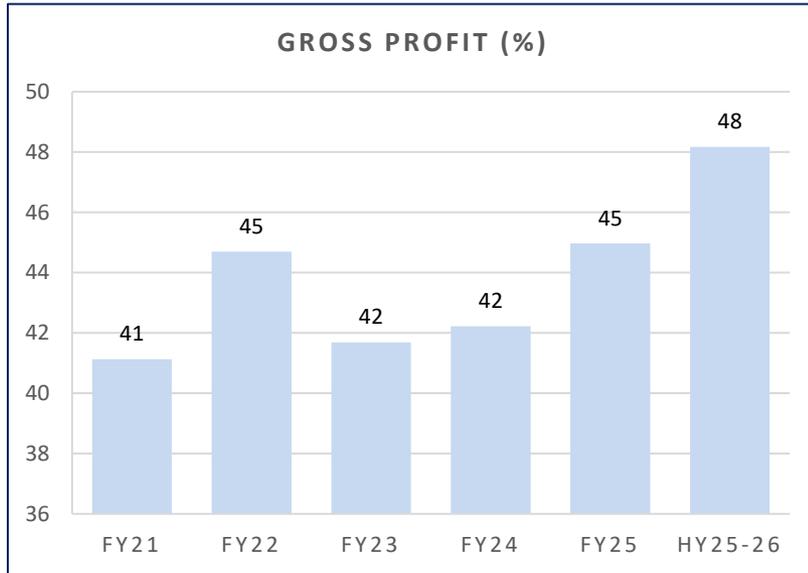
Financial Highlights

Half year trend – PKR in Millions



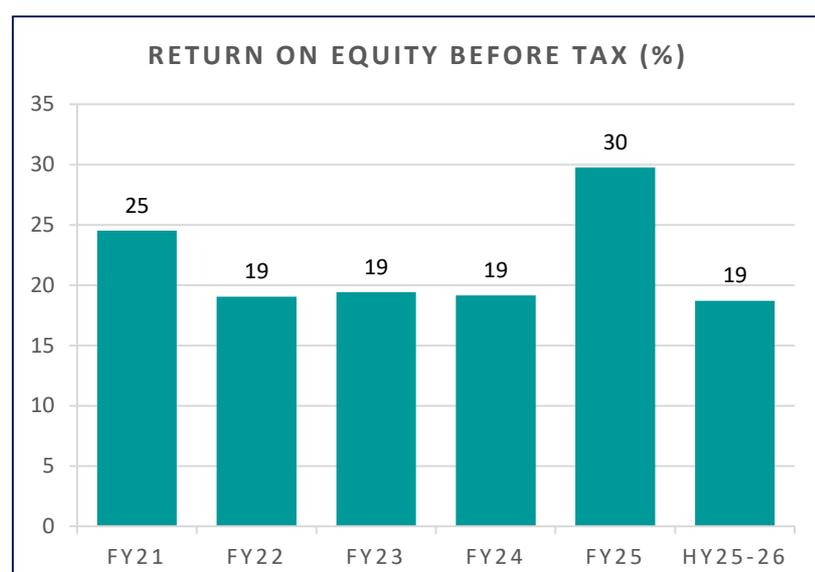
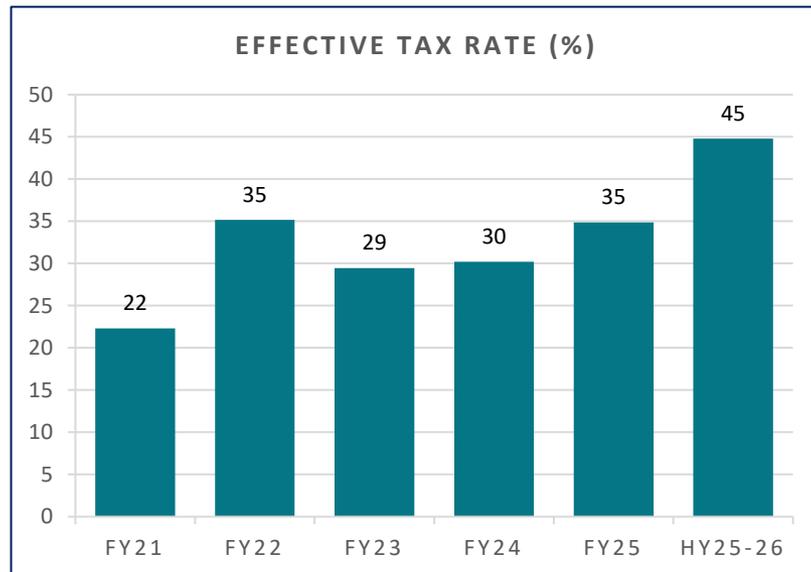
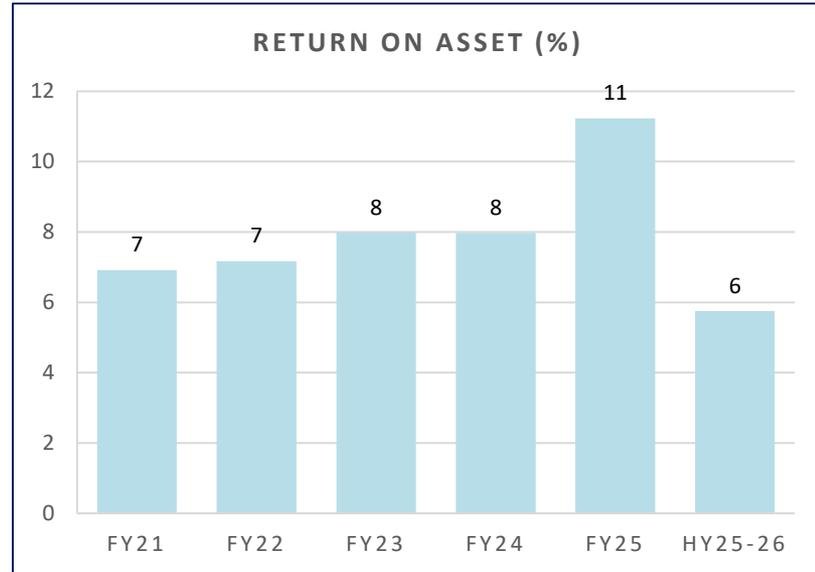
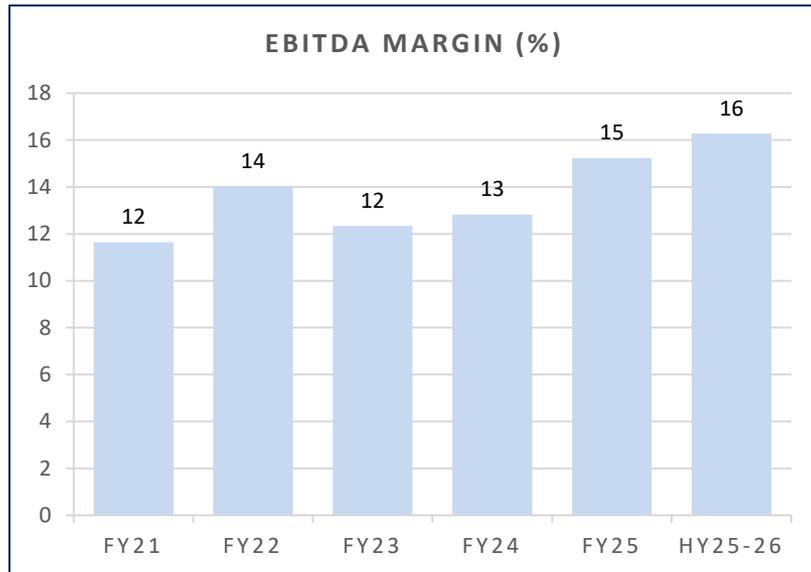
Financial Highlights

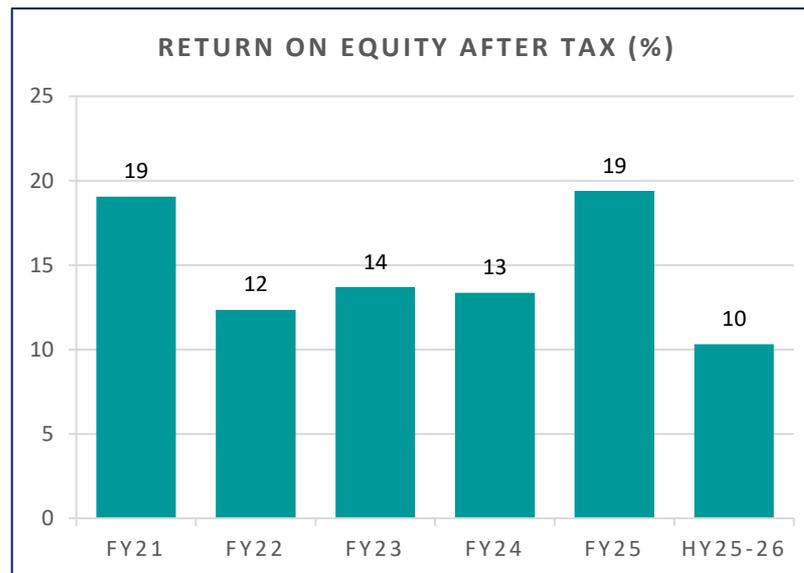
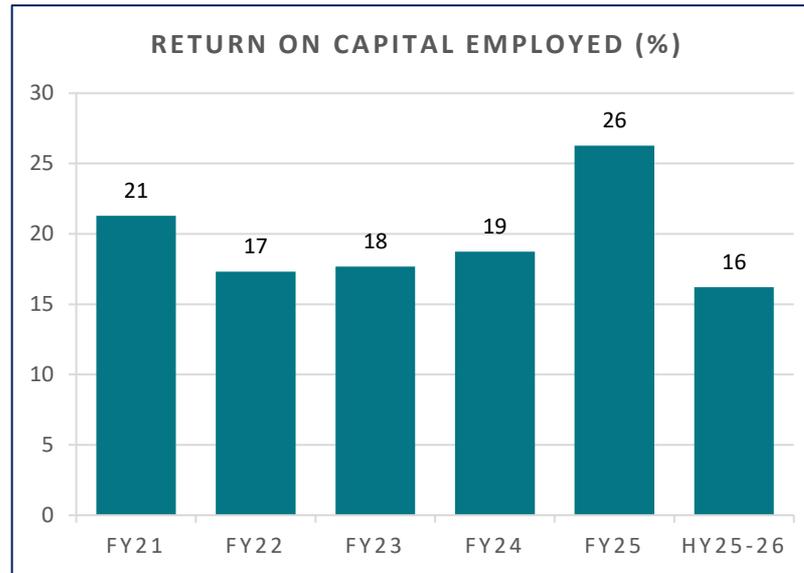
Key Ratios - Profitability Ratios



Financial Highlights

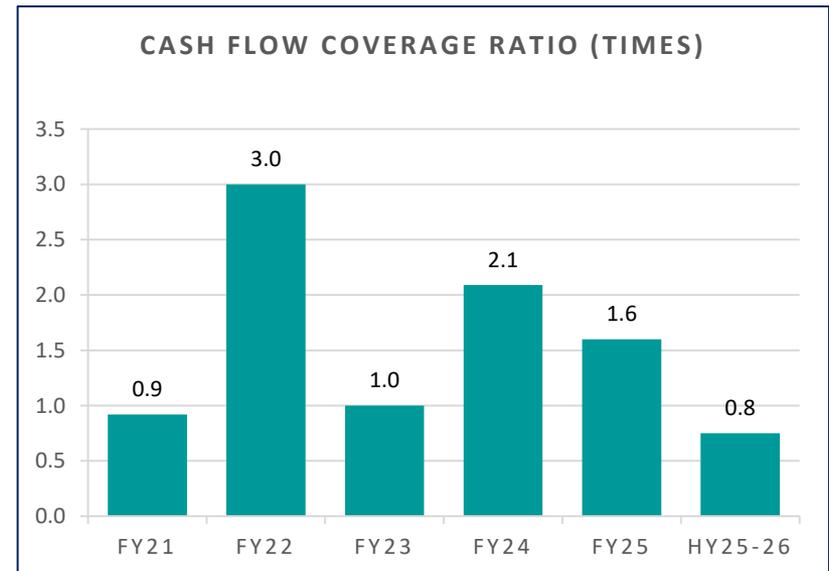
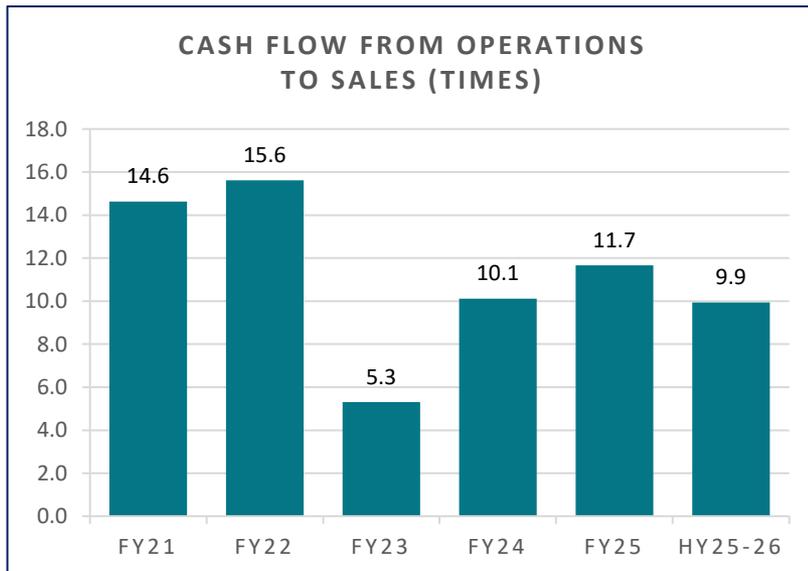
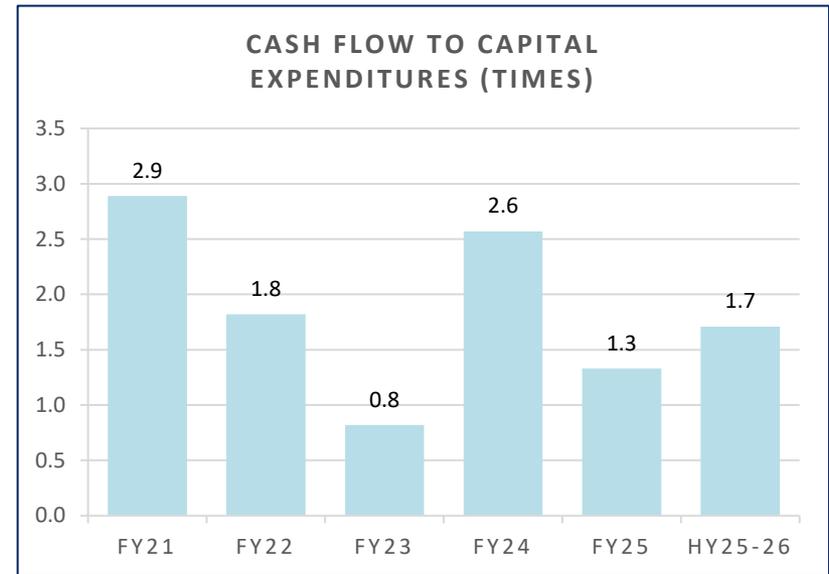
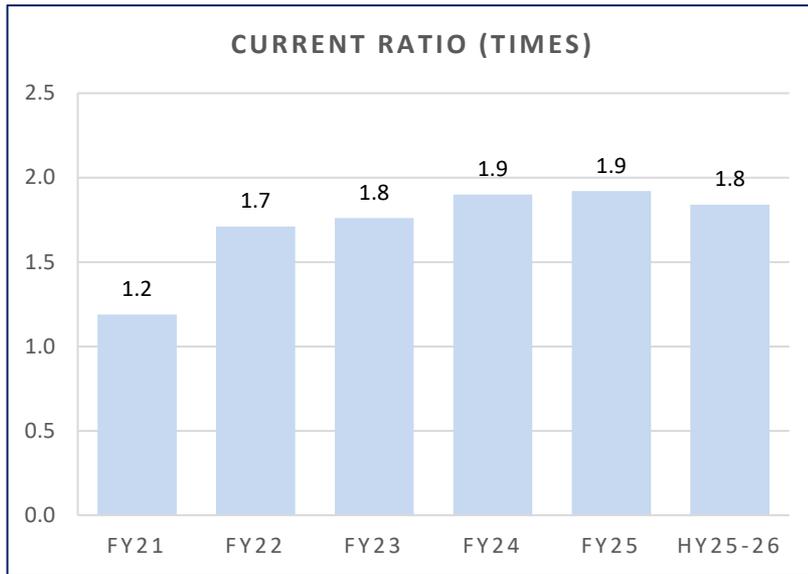
Key Ratios - Profitability Ratios





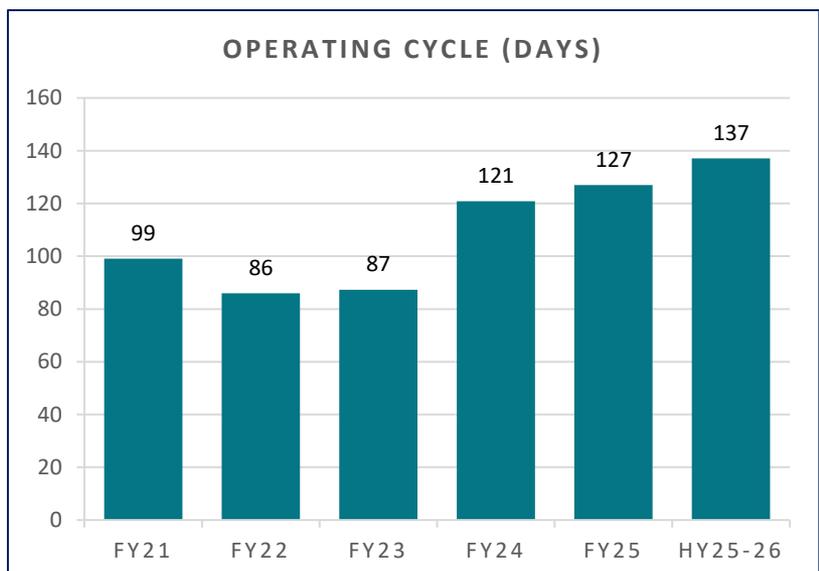
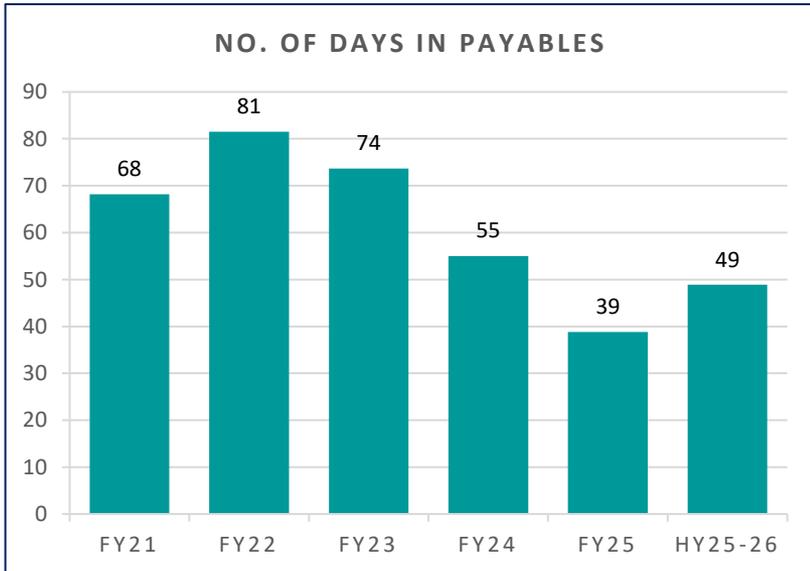
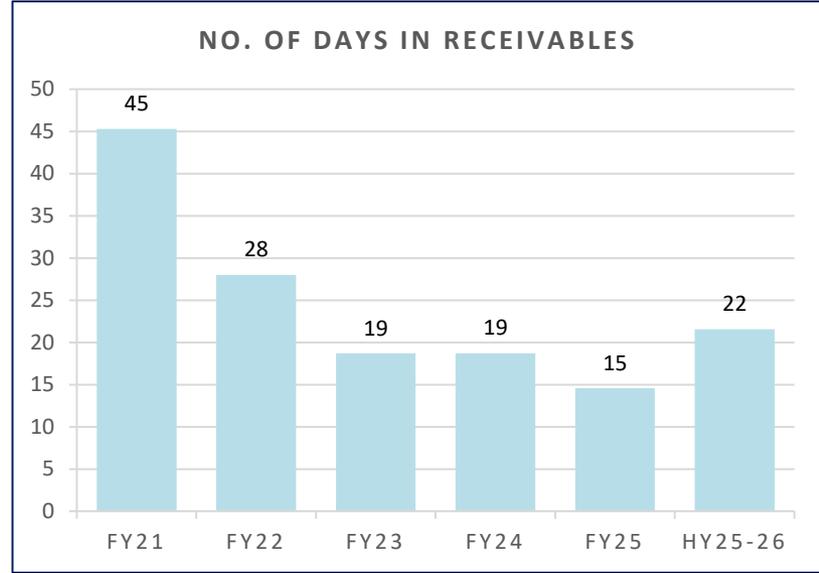
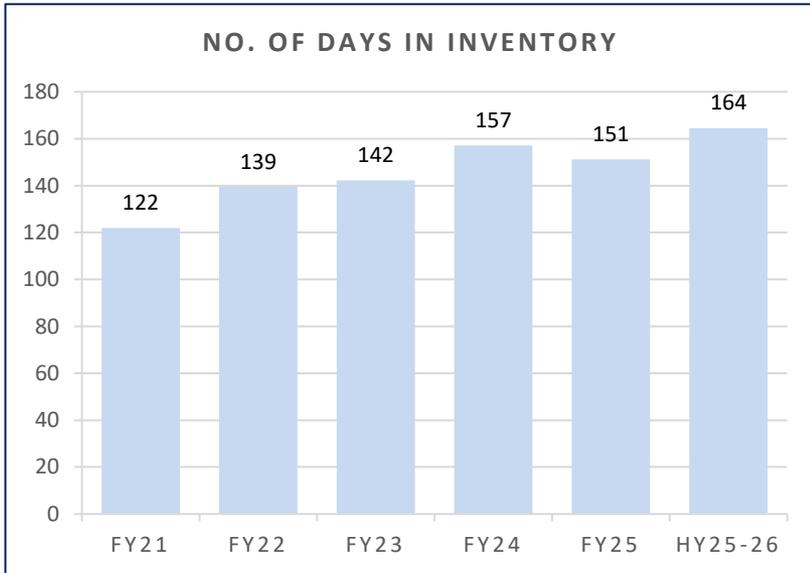
Financial Highlights

Key Ratios - Liquidity Ratios



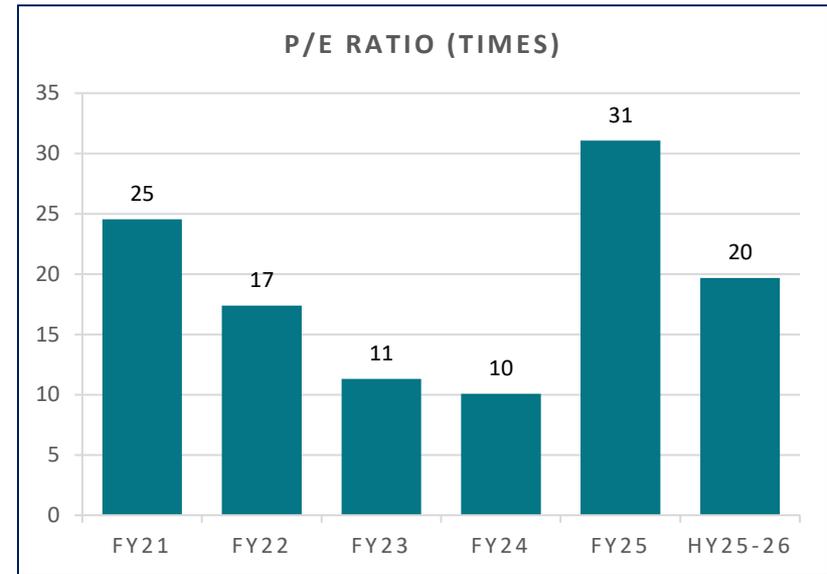
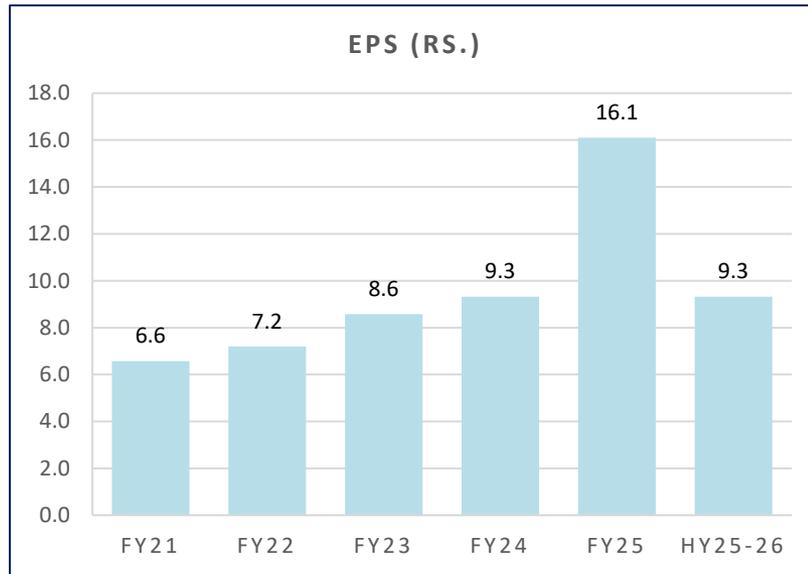
Financial Highlights

Key Ratios - Activity / Turnover Ratios



Financial Highlights

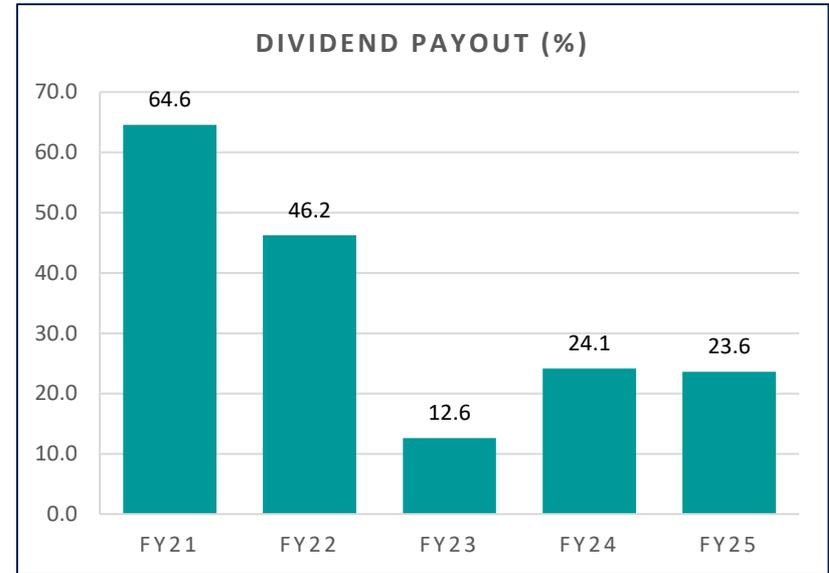
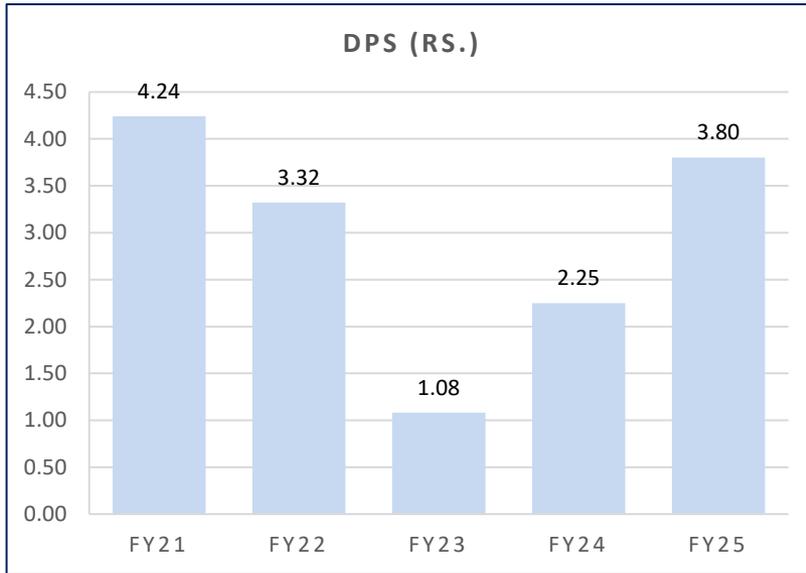
Key Ratios Investment / Market Ratios



Particulars	Last three years Earning CAGR %	P/E Ratio
PSX (All Companies)	12%	9-10
Listed Pharma Companies	25%	15-16
Macter	51%	18

Financial Highlights

Key Ratios Investment / Market Ratios



New Product Launches GLP-1



Pakistan's 1st r-DNA biological Semaglutide is now available in a complete range of Pre-filled syringe (PFS) and Pen.



TirzaTrim is a dual Glucose-Dependent Insulinotropic Polypeptide (GIP) and Glucagon-Like Peptide-1 (GLP-1) receptor agonist, indicated for the management of Type 2 Diabetes Mellitus, with additional benefits in glycemic control and weight reduction. It represents a next-generation incretin-based therapy with significant clinical relevance in cardio-metabolic care.

New Product Launches - others



Thank You

Q & A Session