

# CORPORATE BRIEFING SESSION

April 9<sup>th</sup>, 2026



Hoechst  
PAKISTAN

OUR JOURNEY TOWARDS  
**GROWTH &  
SUSTAINABILITY**



CREATING A BETTER TOMORROW

# Agenda

- Presentation by the Management
- Q&A Session

# Pakistan's Pharma Industry – Dec 2025

Industry Sales Value

Rs. 1.1 Tn

Industry Growth Rate

15.5%

Hoechst Growth Rate

15.6%

Hoechst Market Share

2.6%

Source: IQVIA PKPI DEC 2025 Exc.V06 & V07



CREATING A BETTER TOMORROW

# Macroeconomic Update

## Inflation & Policy Rate



In the latest Monetary Policy Committee (MPC) meeting, the SBP has maintained the discount rate at **10.5%**.

## Exchange Rate



Interbank Rate

**31st December 2025**

PKR/ USD 280.1 (0.6%)

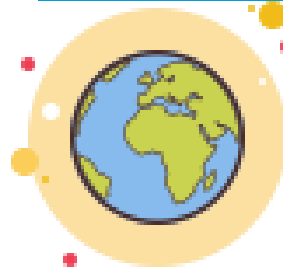
PKR/ EUR 329.1 (13.6%)

**31st December 2024**

PKR/ USD 278.4

PKR/ EUR 289.7

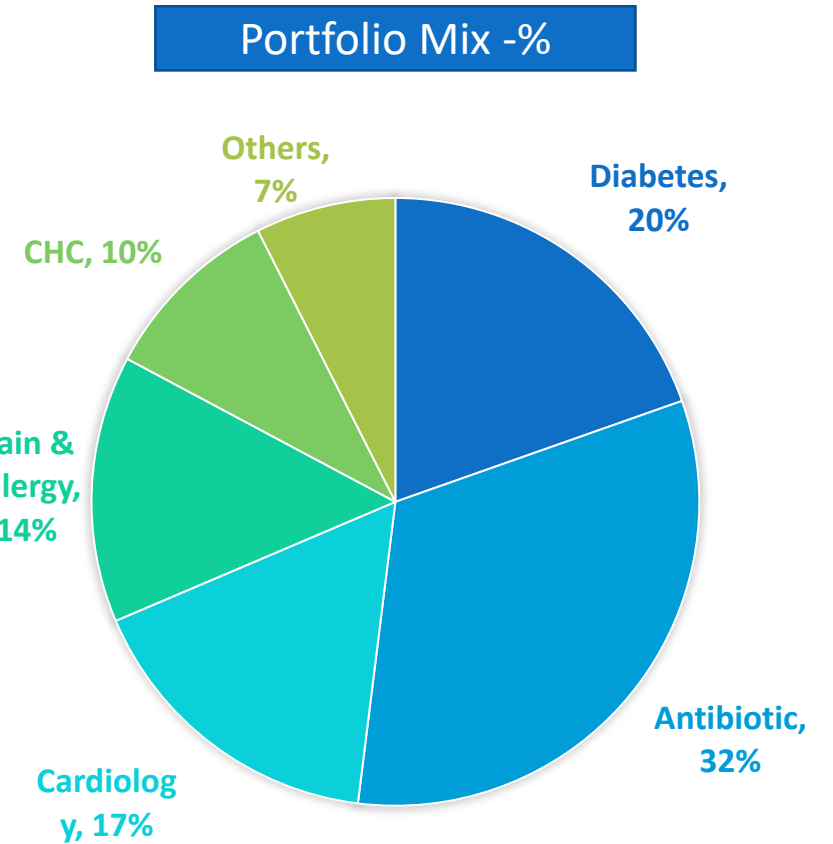
## Geo-Political Impact



- **Afghan Border Closure** - Potential sales impact for 2026
- **Middle East Crisis** – Potential disruption in import of APIs / Products may affect Supplies to Patients

# About the Company

- Established in 1967 and is listed on Pakistan Stock Exchange
  - Overall Revenue: Rs. 30.9B
  - Market share: 2.6%
  - Gross Margin: Rs. 11.3B, **37%**
  - Profit After Tax (PAT): Rs. 2.9B (PAT/Sales: 9%)
  - Production Facilities: Karachi-Korangi Industrial Area
  - Shareholding Structure:
    - Packages Group: 72%
    - Arshad Ali Gohar & Affiliates: 22%
    - Free Float: 6%



# Our Key Brands

**Flagyl**<sup>®</sup>

**CLEXANE**<sup>®</sup>  
enoxaparin sodium

**NO-SPA**<sup>®</sup>  
(Drotaverine HCl)

**LANTUS**<sup>®</sup>  
insulin glargine

**Amaryl**<sup>®</sup>  
Glimepiride

**Claforan**<sup>®</sup>  
(Cefotaxime sodium)

**Haemacel**<sup>®</sup>  
Polygeline 3.5%

**Enterogermina**<sup>®</sup>  
(Spores of polyantibiotic-resistant *Bacillus clausii*)

**Plavix**<sup>®</sup>  
(clopidogrel hydrogen sulphate)  
75mg, 300mg tablets

**Selsun blue**<sup>™</sup>

# Priorities for 2025

## Growth



### Focus On Organic Growth & Margin Improvement

- Achieved Landmark Sales **Rs. 30.9 B (16% Growth)**
- Supply price negotiations & production efficiency projects. **Rs. 540 M savings**
- Reduced working capital. **5.33% vs 13.02%**
- New Product Launches

**SemagriX™ Emjard**  
(Semaglutide)

**DePURA®-K**  
(Vitamin D3+K2)



## Sustainability



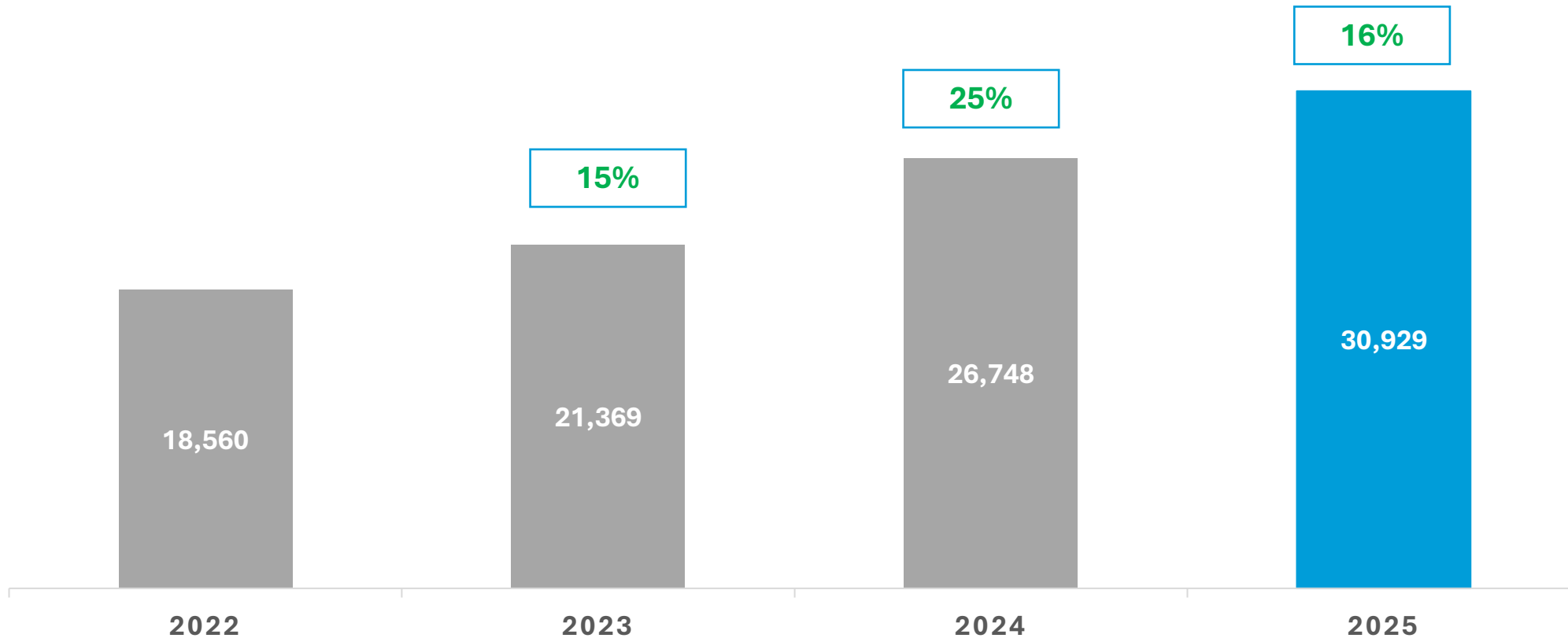
### Focus On Sustainable Operations

- Environment friendly production processes.
- Solar Power Generation increased to **2,574 MWh** with **23%** of total electricity consumption through renewable energy.
- Improved water efficiency by **6% reduction** in water consumption to **142,825 m<sup>3</sup>**.
- Strong progress in Carbon footprint by **15% reduction** in Green House Gases (GHG) emissions.
- Significant energy optimization & efficiency gains through **20% reduction** to **1.64 M m<sup>3</sup>** gas consumption.

# Achieving Strong Sales Momentum

Rs. in Million

*Strong Sales Trends Across All Product Categories with a Positive Future Outlook, Driven by Consistent Growth, Market Expansion, and Strategic Initiatives*



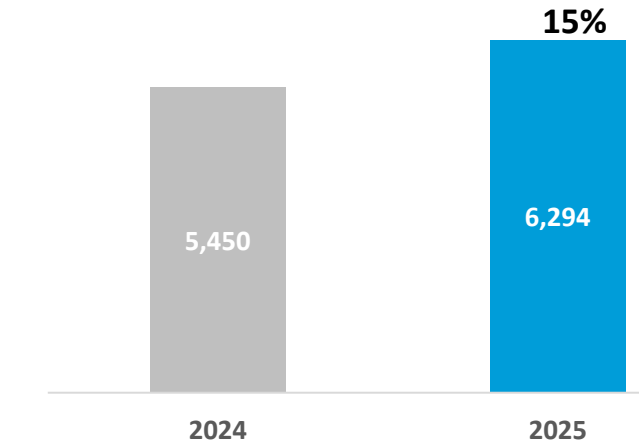
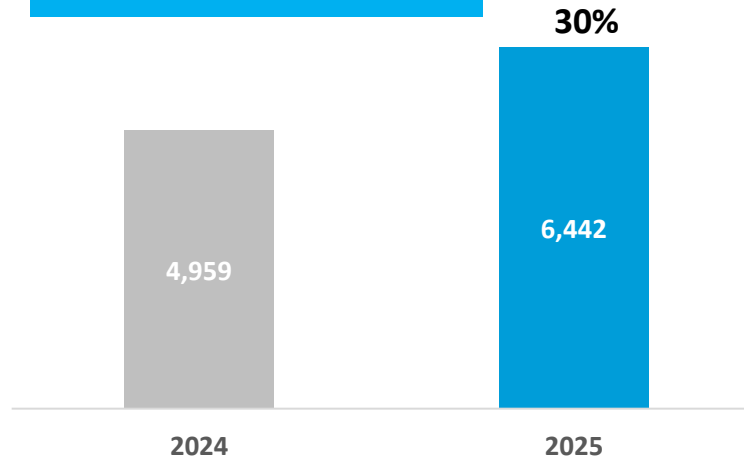
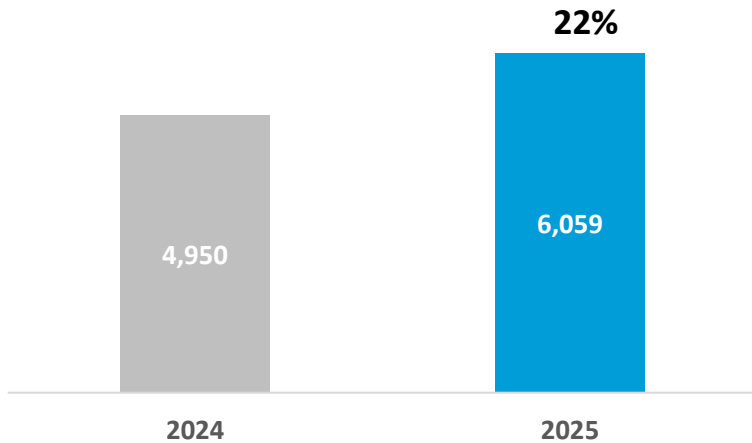
# Product Category Growth

Rs. in Million

## Diabetes

## Consumer Health Care

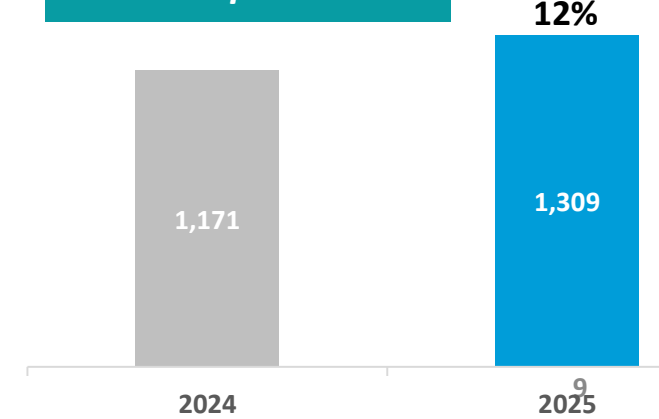
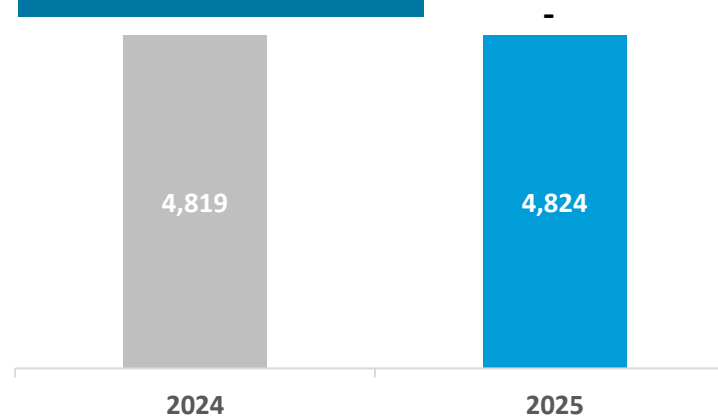
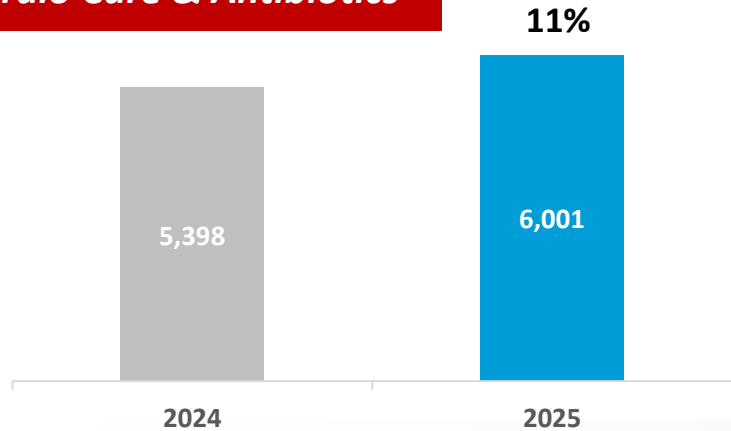
## Trade Business



## Cardio Care & Antibiotics

## Hospicare

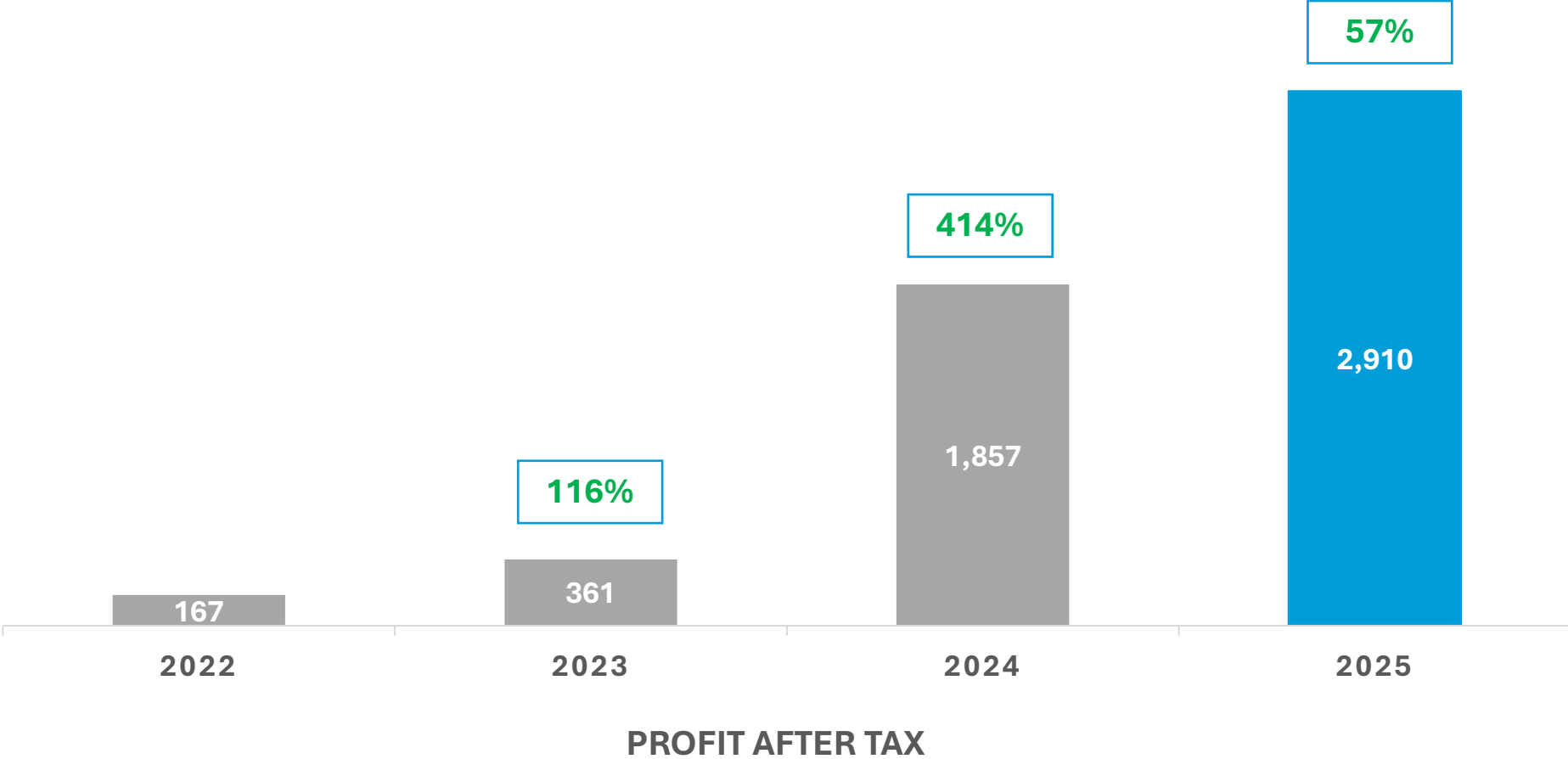
## Export



CREATING A BETTER TOMORROW

# Path to Sustainable Growth

Rs. in Million



# Financial Results

## For the Year ended December 31, 2025



# Profit & Loss – FY 2025

Rs. in Million

	FY 2025	FY 2024	Variance
<b>NET SALES</b>	<b>30,929</b>	<b>26,748</b>	<b>16%</b>
Cost of sales	(19,631)	(18,320)	7%
<b>GROSS PROFIT</b>	<b>11,297</b>	<b>8,428</b>	<b>34%</b>
Distribution & marketing	(4,548)	(3,329)	37%
Administrative expenses	(998)	(1,074)	-7%
Statutory Charges (WPPF, WWF, CRF)	(442)	(305)	45%
Exchange (Loss)/Gain	(271)	57	572%
Other expenses (including ECL)	(264)	(388)	-32%
Other income	289	234	24%
<b>OPERATING PROFIT</b>	<b>5,064</b>	<b>3,624</b>	<b>40%</b>
Finance costs	(100)	(145)	-31%
<b>PROFIT BEFORE TAX</b>	<b>4,964</b>	<b>3,479</b>	<b>43%</b>
Taxation	(2,054)	(1,622)	27%
<b>PROFIT AFTER TAX</b>	<b>2,910</b>	<b>1,857</b>	<b>57%</b>
<b>EPS (Rs.)</b>	<b>301.67</b>	<b>192.56</b>	<b>57%</b>

**Effective Tax Rate:**

**2025: 41%**

**2024: 47%**

# Balance Sheet

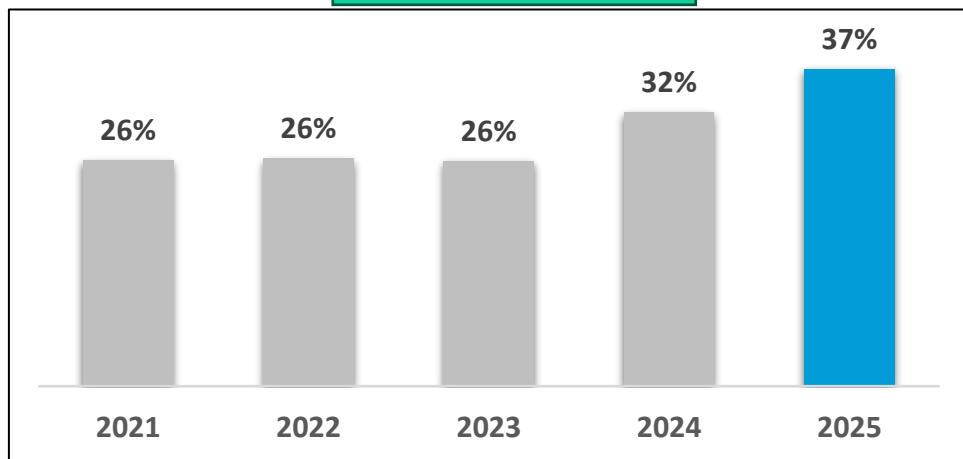
Rs. in Million

	Dec 2025	Dec 2024	Variance
Property, plant, equipment and investment property	2,593	2,181	19%
Trademarks	804	-	100%
Investment in subsidiary	270	-	100%
Long-term loans & deposits	75	53	41%
Deferred tax asset	546	352	55%
<b>Non-Current Assets</b>	<b>4,289</b>	<b>2,586</b>	<b>66%</b>
Inventory (incl. Stores & Spares)	6,721	7,873	-15%
Short-term investments	1,037	453	129%
Trade debts	799	805	-1%
Other current assets	613	806	-24%
Income tax recoverable	907	914	-1%
Cash and bank balances	135	120	13%
<b>Current Assets</b>	<b>10,212</b>	<b>10,970</b>	<b>-7%</b>
<b>Total Assets</b>	<b>14,501</b>	<b>13,557</b>	<b>7%</b>
<b>Equity</b>	<b>8,203</b>	<b>6,815</b>	<b>20%</b>
Trade and other payables	5,872	5,196	13%
Short-term borrowings	-	1,200	-100%
Lease liability	261	211	24%
Contract liabilities	147	108	37%
Accrued mark-up	-	14	-100%
Unclaimed dividend	18	13	41%
<b>Total Liabilities</b>	<b>6,298</b>	<b>6,742</b>	<b>-7%</b>
<b>Total Equity &amp; Liabilities</b>	<b>14,501</b>	<b>13,557</b>	<b>7%</b>

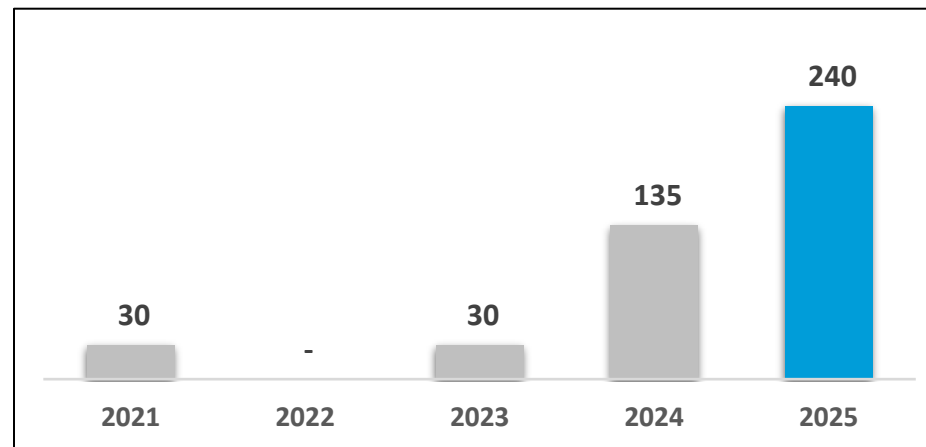
- During the year, the Company completed acquisition of certain trademarks worth Rs. 804 million from Sanofi affiliates.
- The Company made equity injection of Rs. 270 million in its wholly owned subsidiary 'H-Pack Wellness (Private) Limited.
- Short term investments represents investments in TDR of Rs. 200 million and Treasury Bills at rate of return of 9% and 10.82% respectively.

# Key Ratios

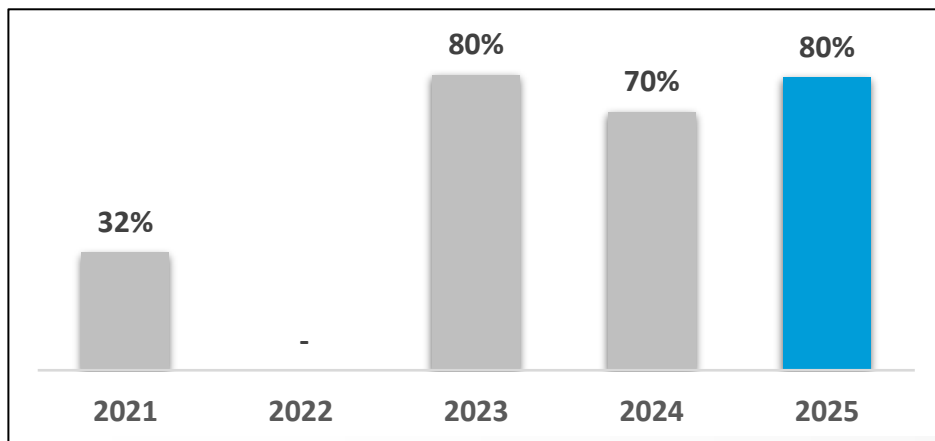
GP Ratio (%)



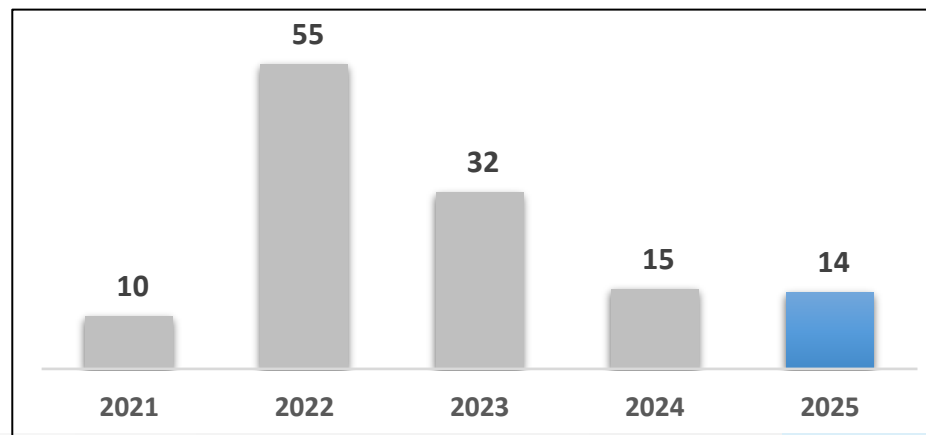
Dividend per Share (Rs.)



Dividend Payout Ratio (%)



P/E Multiple (Times)



Avg. Industry  
P/E Multiple:  
**13**

# Key Corporate Announcement

Corporate Announcement in relation to Board meeting held on March 24, 2026

## **Disclosure of material information by listed company in terms of Section 96 and 131:**

The Board of Directors of the Company, in its meeting held today, accorded its approval to the management to evaluate various options for medium-long term strategic expansion of the Company including potential product partnerships, investment into manufacturing assets and acquisition of majority stake in pharmaceutical company(ies) either directly or through its subsidiary company(ies).

The Board has authorized the management to appoint and engage with the relevant consultants for the purposes of technical evaluation and/or due diligence of proposed options to enable decision making on the final outcome(s).

Any proposed transaction will be carried out subject to the results of satisfactory due diligence, finalization of transaction structure and compliance with applicable laws and upon fulfillment of applicable corporate and regulatory approvals.

The Board of Directors has authorized its Chief Executive Officer and authorized Director(s), jointly and/or singly to take such necessary steps as may be necessary in accordance with applicable laws including but not limited to appointment of technical and financial advisors for project(s) evaluation and applicable due diligence and negotiation of term sheets.

Pursuant to the requirements of the Securities Act, 2015, the Company has duly caused this form/statement to be signed on its behalf by the undersigned hereunto duly authorized.

# • Q&A Session



# Thank You!



CREATING A BETTER TOMORROW