

27 April 2026

The General Manager
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi.

Subject: Presentation for Corporate Briefing Session

Dear Sir / Madam,

Further to our letter dated 23 April 2026, the presentation is attached herewith for the upcoming corporate briefing session of Haleon Pakistan Limited, scheduled at 2:00 p.m. on Tuesday, 28 April 2026, and is also available on the Company's website.

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

Yours sincerely,
For and on behalf of Haleon Pakistan Limited



Ms. Mashal Mohammad
Barrister-at-Law
Company Secretary



Enclosed: As above

HALEON

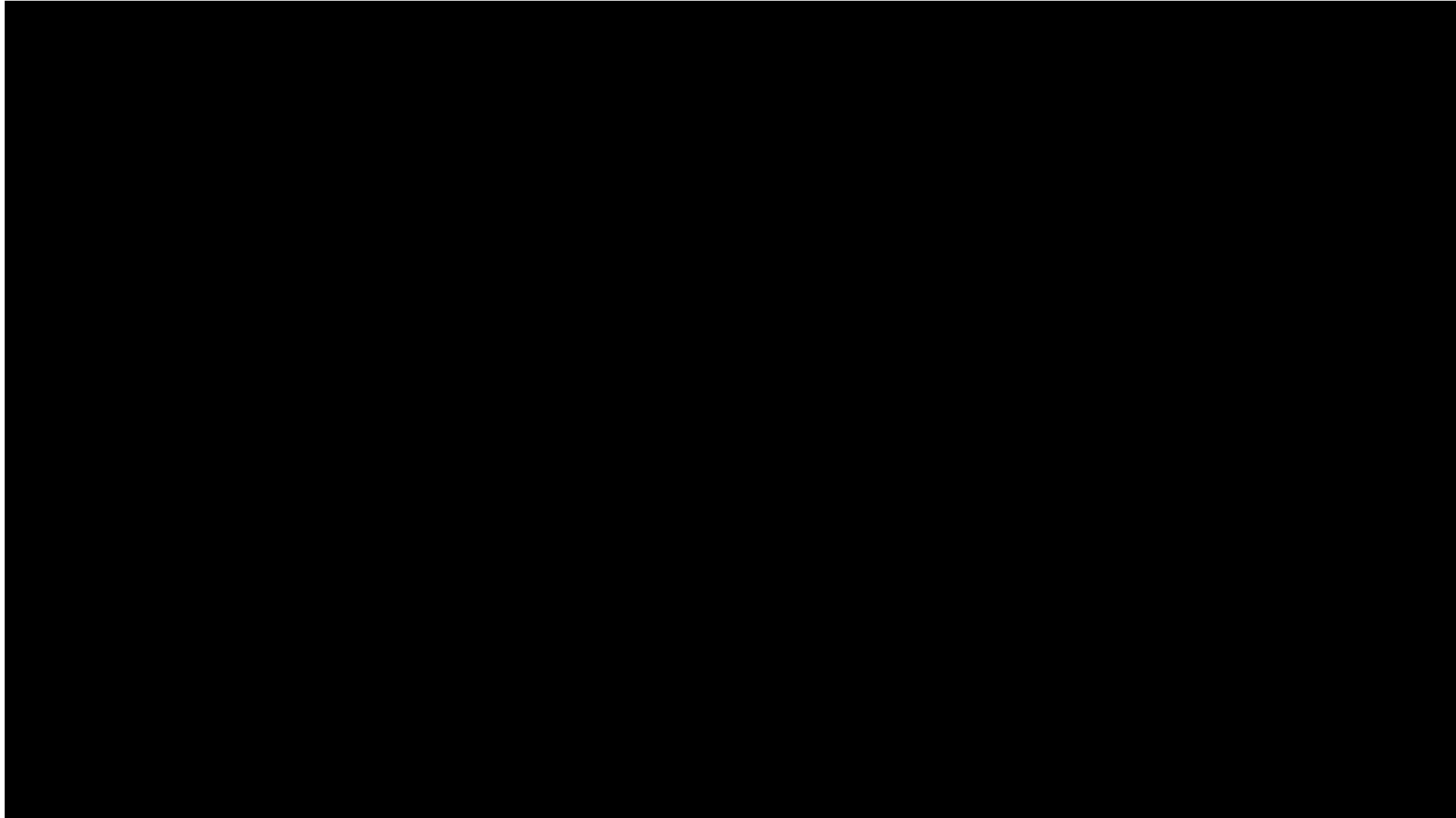
Corporate Briefing Session YE 2025



This meeting is being recorded and transcribed for compliance and record purposes.



Recitation of the Holy Quran



House Rules

Questions

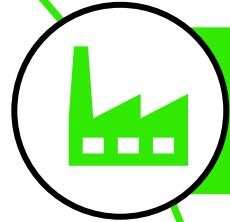
Post your queries in the chat box of the Microsoft Teams Meeting Link or 'raise your hand'

Feedback



<https://forms.office.com/e/mRYtLk7dPr>

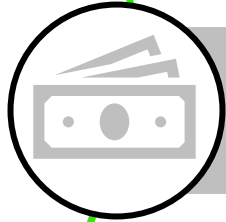
HALEON



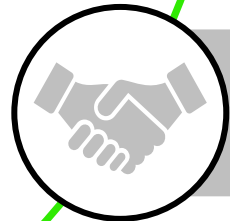
Our Story



Business Overview



Key Financials



**Question and
Answers**



Our Story

Following the demerger of GlaxoSmithKline plc's consumer healthcare business on July 18, 2022, Haleon plc became the new ultimate parent company, listed independently on both the London and New York Stock Exchanges. On January 6, 2023, the company was renamed Haleon Pakistan Limited (HALEON) at SECP and PSX.



Our Purpose

To deliver better everyday health with humanity

Our Presence

Registered Office:

11 A, 11th Floor Sky Tower (East Wing), Dolmen City, HC-3, Block 4, Scheme- 5, Clifton, Karachi, Pakistan

Sales Offices:

Karachi, Lahore, Multan and Islamabad

Factory:

Jamshoro

Our People

Total employees: 451 (HO: 153, Site: 298)

Diversity: 16% females, 84% males

Corporate Information

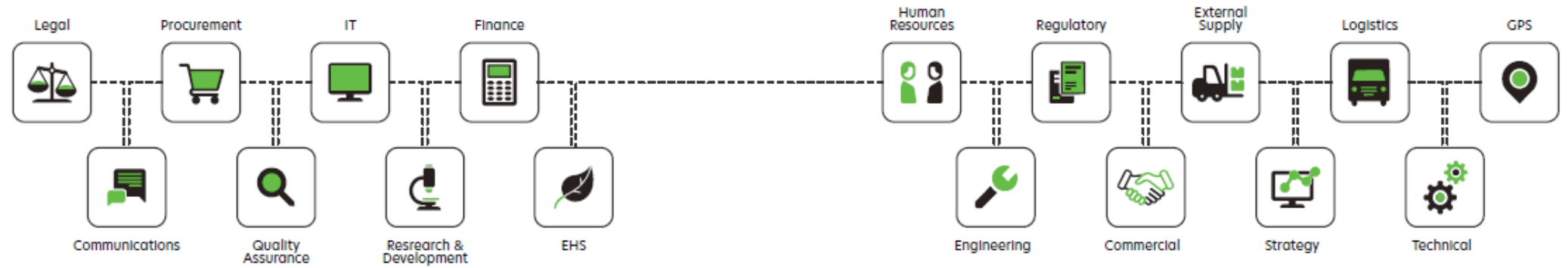
Board of Directors	Mr. Farhan Muhammad Haroon (Chairperson) Mr. Qawi Naseer Mr. Babar Sharif Ms. Rahat Kaunain Hassan Ms. Ayesha Aziz Ms. Saadia Umar Mr. Oussama Abbas
Board Audit and Risk Management Committee	Ms. Ayesha Aziz (Chairperson) Ms. Rahat Kaunain Hassan Ms. Saadia Umar
Secretary (Interim)	Mr. Saifullah Khan
Sustainability Committee	Ms. Rahat Kaunain Hassan (Chairperson) Mr. Farhan Muhammad Haroon Mr. Oussama Abbas
Human Resource, Remuneration and Nomination Committee	Ms. Saadia Umar (Chairperson) Ms. Rahat Kaunain Hassan Ms. Ayesha Aziz
Company Secretary	Ms. Mashal Mohammad
Chief Financial Officer	Mr. Babar Sharif
Head of Internal Audit (Interim)	Mr. Saifullah Khan
Legal Advisors	Haroon Dugal Law Chambers

Management Committee	Mr. Qawi Naseer Chief Executive Officer Mr. Babar Sharif Chief Financial Officer Ms. Mashal Mohammad Legal Director and Company Secretary Mr. Ameer Taimur Zaid Pakistan and Jamshoro Site Lead Mr. Khurram Haleem Khan Comex Lead Mr. Mazhar Shams Regulatory Affairs Lead Mr. Faisal Rafiq Head of Expert Mr. Salman Altaf Marketing Director Syed Abrar Ali Sales Director Ms. Madiha Zubair Head of Human Resources Ms. Sadaf Malik Head of Corporate Affairs
Bankers	Citibank N.A. Standard Chartered Bank (Pakistan) Limited MCB Bank Limited Habib Metropolitan Bank Limited
External Auditors	KPMG Taseer Hadi & Co. Chartered Accountants

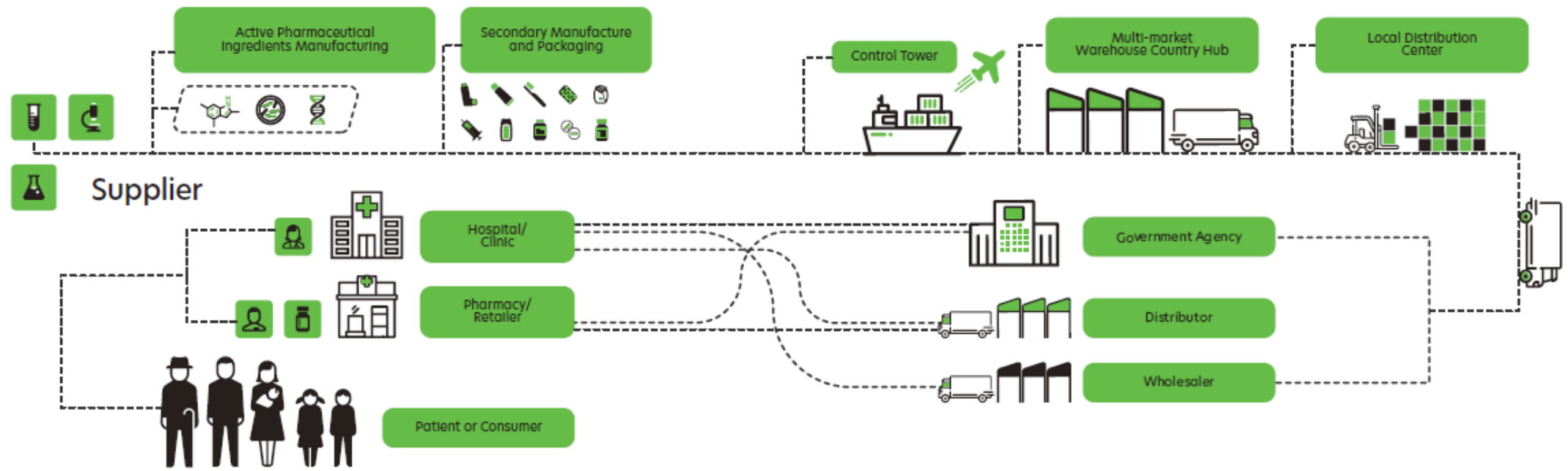
Our Position

in the Value Chain

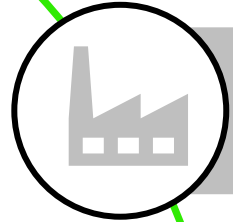
Functions



Physical Flow



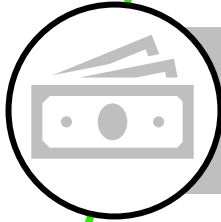
HALÉON



Our Story



Business Overview



Key Financials



Question and Answers



Disclaimer

- This communication, except for the historical data, may contain forward-looking statements, including words, phrases, numbers that set forth anticipated results based on management's current plans and assumptions. These statements are made on the basis of the Company's views and assumptions as of this time.
- As such, we do not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information. You must evaluate, and bear all risks associated with, the use of any information provided hereunder.
- The Company undertakes no obligation to update these statements whether as a result of new information, future events or otherwise, except as required by law or by the rules and regulations.

GSK Consumer Healthcare

Brands become part of Haleon as a result of demerger of consumer healthcare business from GSK Pakistan Limited in 2015.



Novartis

Brands become part of Haleon as a result of demerger of consumer healthcare business from Novartis Pharma (Pakistan) Limited merged in 2018



Pfizer

Brands become part of Haleon as a result of demerger of consumer healthcare business from Pfizer in 2018.



Brands Portfolio



FMCG

Oral Care



OVER-THE-COUNTER

Nutrition & Digestive



Respiratory



Skin Health



Pain Relief



Recent Key Launches

Pain



Panadol Ultra



Oral Health



Rapid Action



Localized Toothbrush



Sensodyne Kids



Repair & Protect



Extra Whitening



Sensodyne Cavity



Wellness



Centrum Adult



Centrum Silver 50+



HALEON

Key Brands Performance

Top 3 Brands contribute 80% to Total turnover

* Calcium Supplement

#1

In Prescribed Calcium Supplements Category



HALEON

* Pharmaceutical

#1

In Pharmaceutical Industry



** Sensitivity

#1

In Sensitivity Category



* Source: Zeta Jan'26

** Source: Based on Ipsos study, 2022

Corporate Social Responsibility



**HALEON x UNICEF
"Mothers Matter"**



**Haleon X TCF
Supporting a school in Matiari, Sindh**



**Haleon Helps
Visit to SOS village**



Clean & Hygienic Drinking Water



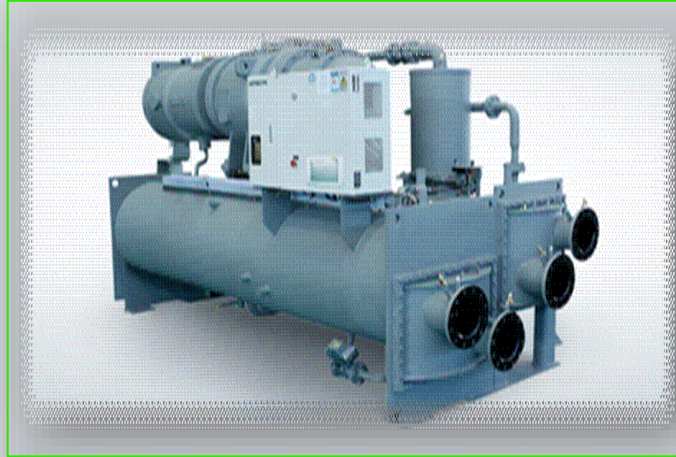
**Allah Walay Trust
Contribution to underserved children**

Sustainability



Renewable Energy (Solar Power Generation)

Solar Generation increased by 117% reaching 1.19 million kWh



Carbon Emissions Reduction Project

Total Emissions decreased from 4,936 Metric tons in 2023 to 3,640 metric tons in 2025



Water Stewardship Program

Overall water withdrawal reduced from 54% in 2018 to 20% in 2024

Awards & Achievements



Dragons of Pakistan Awards for Sensodyne and CAC-1000 Plus

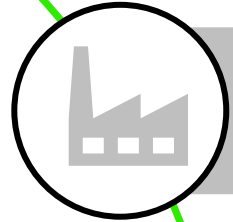


TRUE Platinum certification



OICCI Climate Excellence Awards 2025

HALÉON



Our Story



Business Overview



Key Financials

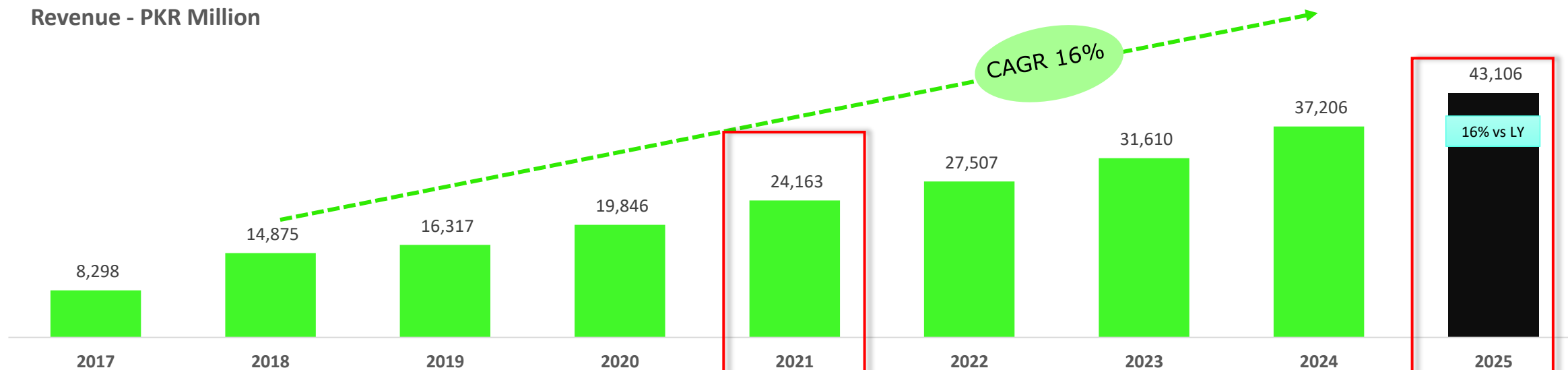


**Question and
Answers**

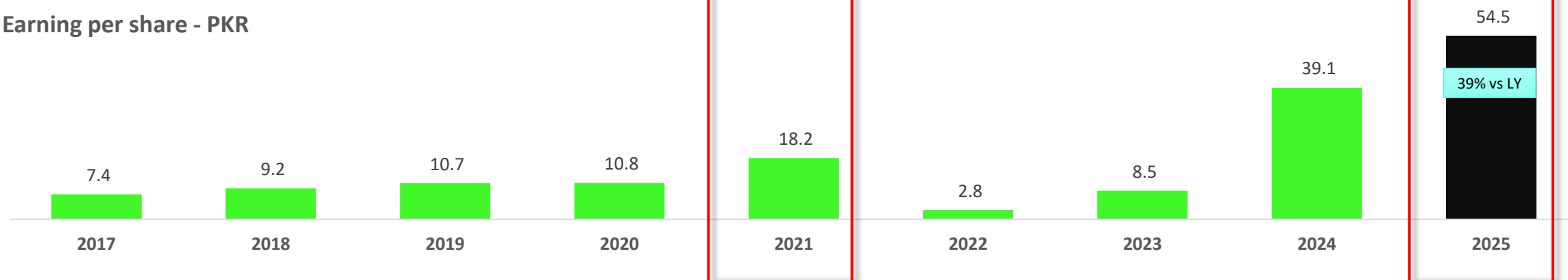


Revenue, EPS and DPS growth

Revenue - PKR Million



Earning per share - PKR



DPS

5

5

5

5

20

30

Portfolio wise Sales – Year ended Dec 2025 vs Dec 2024

	FY Dec 2024	FY Dec 2025	Variation	
	Revenue	Revenue		
	Rs M	Rs M	%	
OTC	31,133	36,091	16%	1
FMCG	4,482	6,194	38%	2
Tolling - NVS	1,562	722	-54%	3
Exports	29	99	247%	4
Total	37,206	43,106	16%	

1. Strong performance across the OTC portfolio.

CAC 1000 Plus +19% vs LY, driven by a 5% volume growth

Panadol +17% vs LY, supported by +11% volume

These two brands represent 82% of OTC Portfolio

- Growth Mix:
 - Essential 13% vs LY (55% share)
 - Non-essential 17% vs LY (45% share)

2. FMCG portfolio includes Sensodyne and Parodontax. +27% volume growth (+14% supported by Senso new products including Repair and Protect, Gentle whitening, Cavity and Sensitivity)

3. In 2025, with extended mgmt. efforts extension received for Tegral.

4. Successfully exported Lamisil to Philippines following Q4 strategic efforts

Key Financial Highlights

Year ended December 2025 results

PKR 43.1^{Bn}

Revenue

PKR 16.9^{Bn}

Gross Profit

PKR 10.7^{Bn}

Profit before tax

Revenue:

Vs LY +16%

Driven by Price growth of +9%.

Gross Profit:

Vs LY +31.5%. G.P Margin is 39.1% which is +4.6% vs SPLY driven by price increase, favorable commodity prices and cost efficiency projects at the site.

Selling, Marketing, Distribution and Admin expenses:

Vs LY +9.1%. Strong discipline on cost control. Increase driven by Marketing spends to drive consumption and sales of new products +8%

Profit before levies and tax:

Vs LY +39.2%. PBT Margin is 24.7% which is +4.1% vs SPLY.

PKR 54.45

Earning per share

PKR 7.2^{Bn}

Cash & Cash equivalent

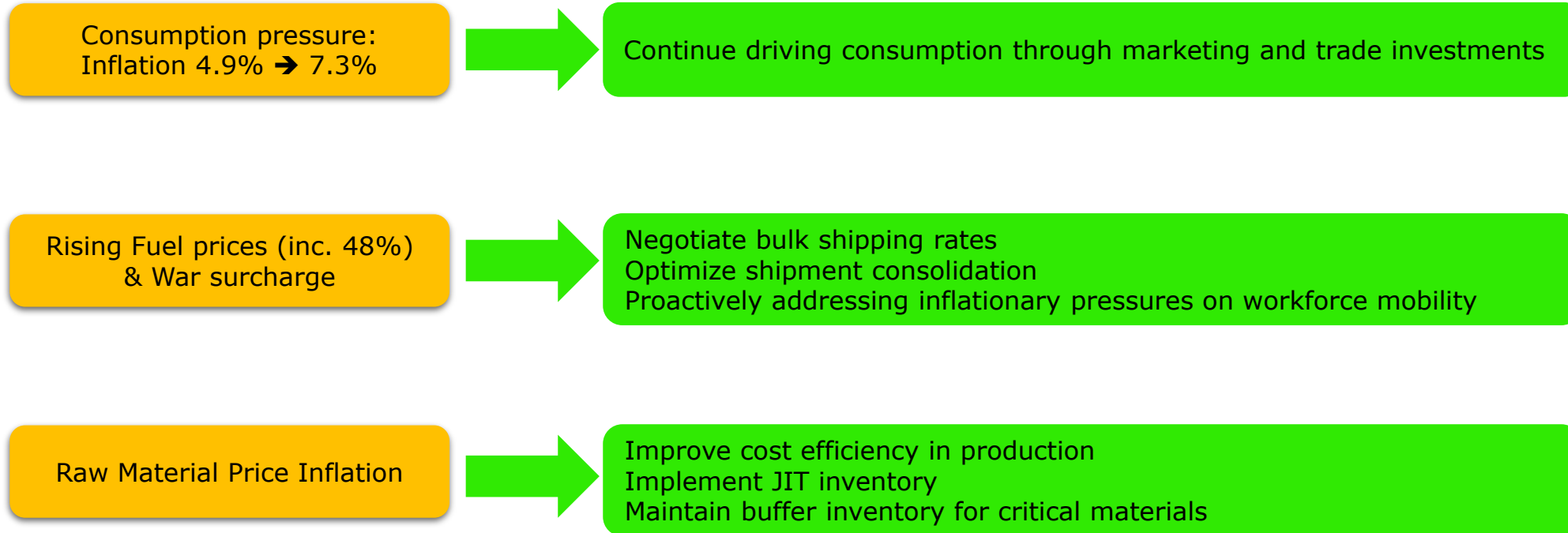
Cash and Cash Equivalent

Generated PKR 0.4bn YoY driven by profit initiatives.

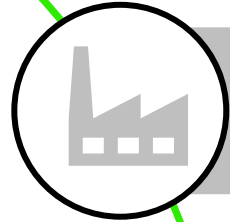
Mitigating Key Business Risks

Challenges

Management Mitigation Plans



HAL=ON



Our Story



Business Overview



Key Financials



Questions and Answers



Questions Received in Advance

- Abdul Basit – Analyst (NBP Funds)
- Tamjeed Sohail – Investor
- Malik Zohaib Ahmed Khan – Analyst (Naveed Zafar Ashfaq Jaffery & Co)
- Abdullah – Investor
- Muhammad Hasnain – Analyst (Sherman Securities) - 04952-28
- Ahsan Ali
- Junaid Ahmed Khan – Analyst (Atlas Asset Management Ltd)
- Eram Noor – Analyst
- Fahd Shahzad – Investor (Din Group)
- Syed Mohammad Sufiyan – Analyst (UBL Fund Managers)
- Muhammad Ahsan Malik – Analyst
- Arfan Shahzad - Member
- Asad Shabbir – Analyst
- Syed Wajahat – Investor

Questions Received in Advance

Q Why are there both imported and locally manufactured versions of the same products such as Sensodyne, is there a quality difference?

Q What is the progress of the expansion project of the Company's Jamshoro site?

Q What is the impact on exports of the pharmaceutical sector due to the ongoing Middle East tensions?

Q What is the impact of the current geopolitical issue on Haleon Pakistan and in particular, how has it affected your purchase of API's? Any supply disruptions? etc.

Questions Received in Advance

Q Which new products or categories is the Company planning to launch?

Q Please provide updates on Afghan exports.

Q What are the Company's plan for new market expansion?

Q Please describe the current mix of essential / non-essential products in the Company's portfolio.

Questions Received in Advance

Q What are the volumes of the industry this quarter? Will future volumes increase?

Q Please comment on volumetric growth and trend in API prices in recent weeks. How many days of API and finished product inventory (separately) are carried by the Company?

Q Are there any expectations for price hike of medicines for FY27?

Q By what percentage has the Company's API or raw material costs risen due to crude prices rising, what gross margin does the management see going forward?

Questions Received in Advance

Q Other than Paracetamol, are other Haleon products/materials also affected by the material rising oil prices, and is so, by what quantum?

Q What is the update on the same facility issue for pharmaceutical and nutraceutical products?

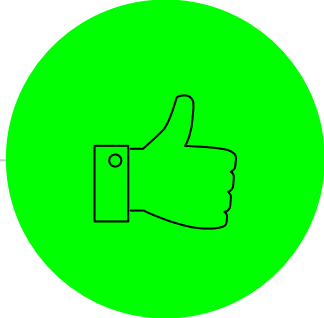
Q What is the future plan of the Company regarding maintaining its listing on the Pakistan Stock Exchange?

Q What is the outlook for FY 2026? Are there any chances of shares buy-back or stock split?



Q & A

**Post your queries in the chat box of the Microsoft
Teams Link OR *'raise your hand'* virtually**



Thank you

Share your feedback



<https://forms.office.com/e/mRYtLk7dPr>