

# Corporate Briefing Session

25 | may | 2026



**ABBOTT**

# Table of Contents

Core Values and History

Business Performance

Financial Performance Snapshot

Awards and Recognitions

Future Outlook

Q & A

# Our Core Values and History

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# Core Values

## PIONEERING

We see needs first and deliver game-changing solutions. We create new technologies and products to help people live fuller lives through better health, and we bring that same spirit of innovation to everything we do as a company.

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## ACHIEVING

We focus relentlessly on delivering for our stakeholders. Abbott is all about execution. Millions of people depend on us in vital ways. We're committed to honoring that trust.

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## CARING

We treat the people who depend on us as if they were our family. Dr. Abbott began our company to provide better care to his own patients. That spirit still guides everything we do.

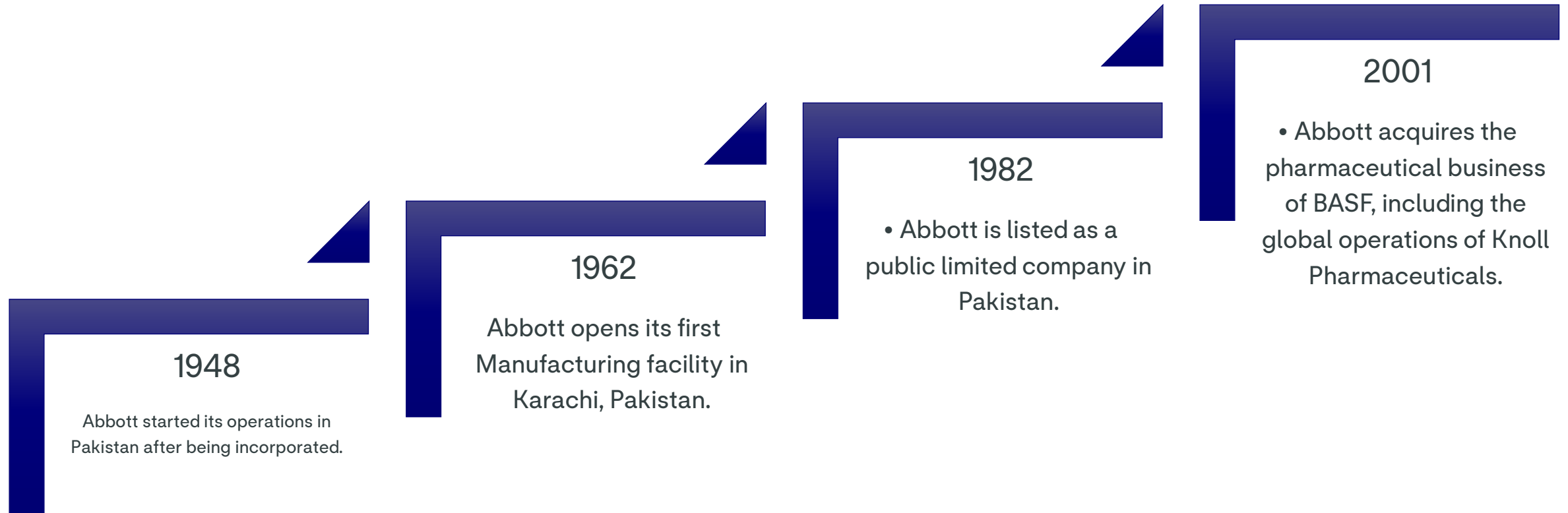
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## ENDURING

We know that everything we do today should contribute to a stronger tomorrow. Because our work is so important to so many, it's up to us to ensure that this company keeps thriving. That's why we think and act for the long term. We intend to be here for the long-term, bringing all the benefits that Abbott creates to all the people who need them.

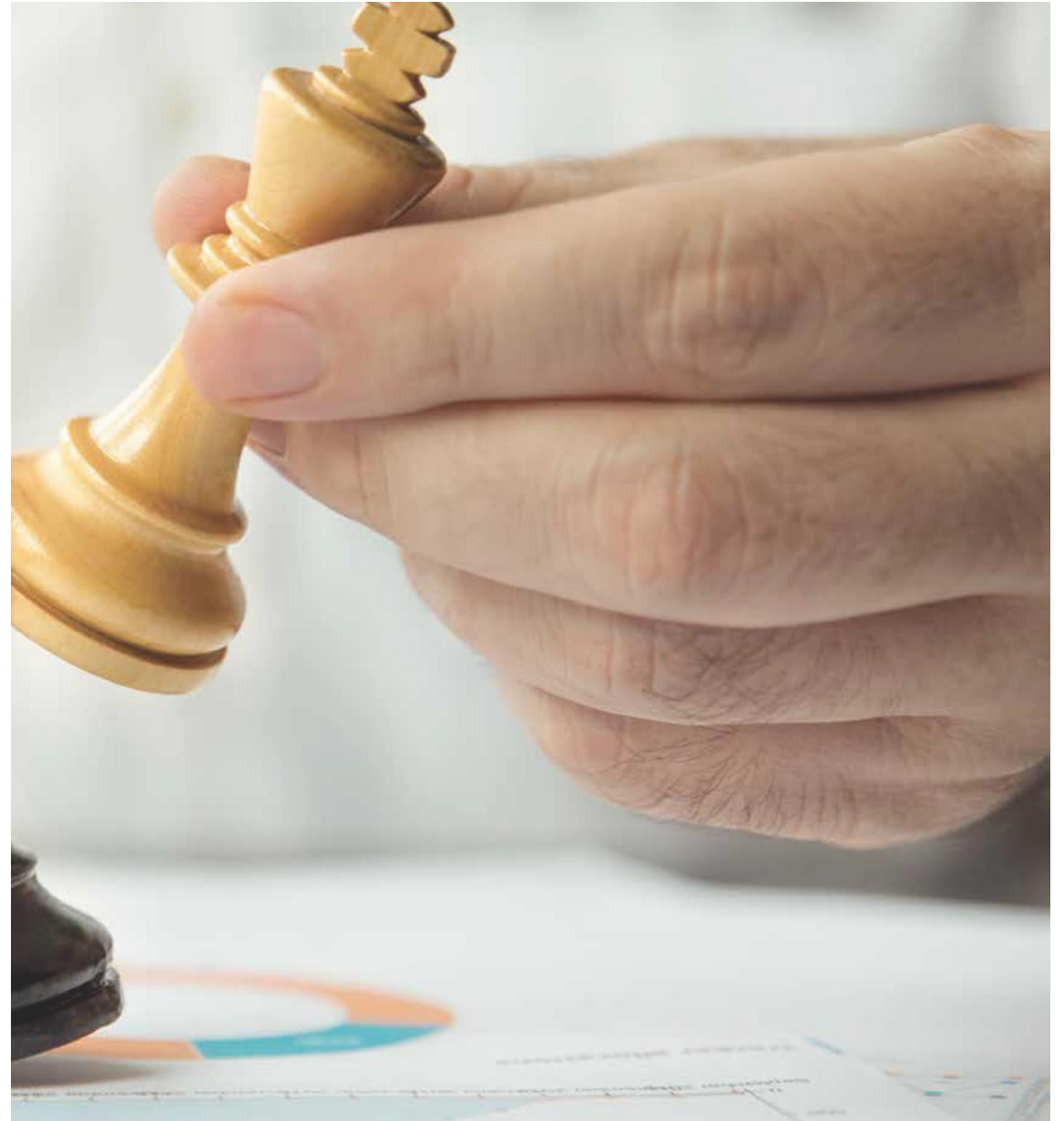
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# History of Major Events

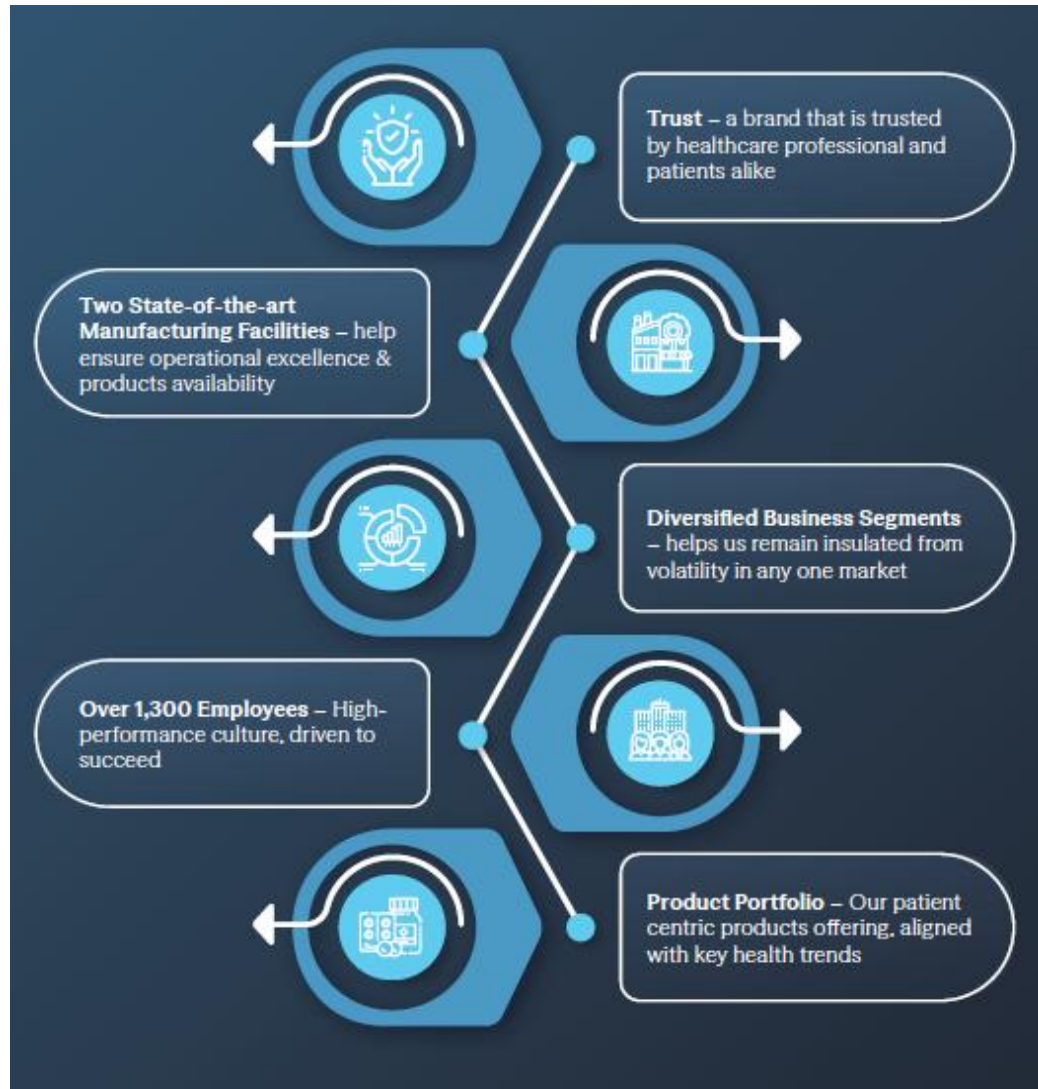


# Business Performance

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# Key resources and capabilities of the Company



# Key Performance Indicators



# Our Segments

## Established Pharmaceuticals

- Advancing Access to Trusted, High Quality Therapeutic and Preventive Healthcare Products

## Nutrition

- Science-based nutrition to support the growth, health, and wellness of people at every stage of life

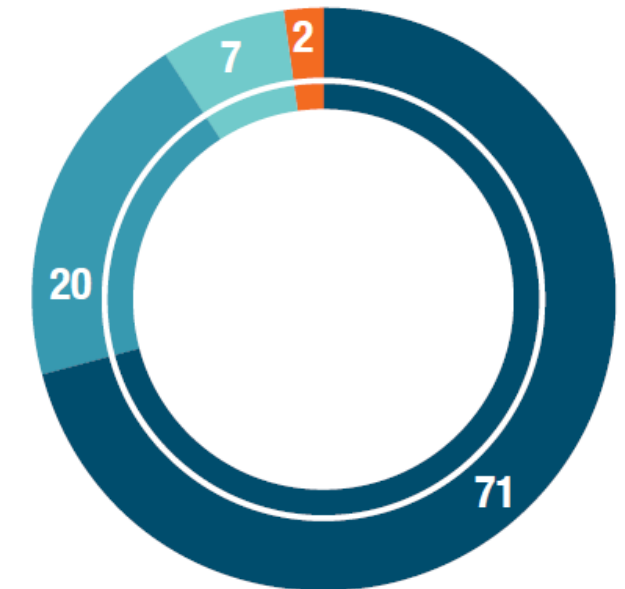
## Diagnostics

- Customised, scalable solutions improving throughput, accuracy, and productivity in diagnostic laboratories.

## Diabetes Care

- Transforming diabetes management to be easier, smarter, and more accessible.

Segment Revenue



● Pharmaceutical ● Nutritional ● Diagnostics ● Others



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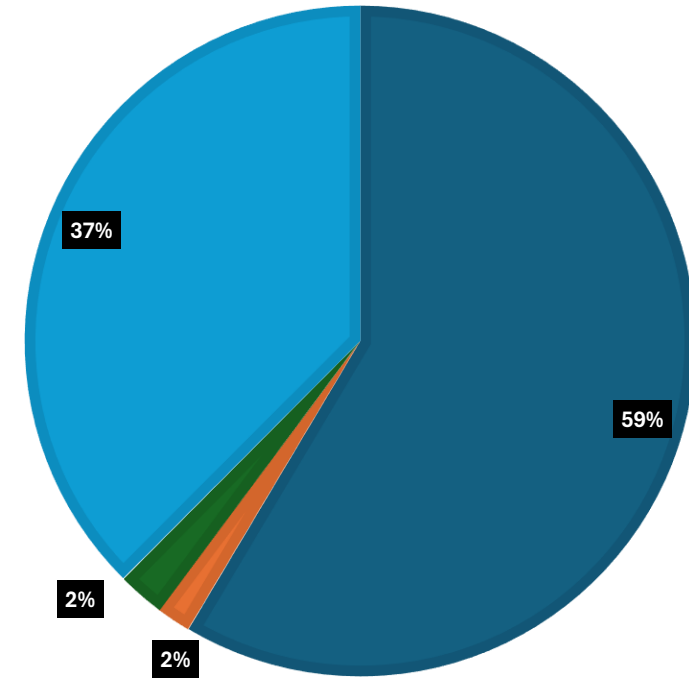
# Geographical Overview

## Net Sales - Exports

	2025	2024
	----- (Rupees '000) -----	
Afghanistan	1,552,609	1,461,505
Sri Lanka	44,262	35,922
Bangladesh	60,035	60,125
Switzerland	994,863	1,200,616
	<b>2,651,769</b>	<b>2,758,168</b>

## NET SALES - EXPORTS

■ Afghanistan ■ Sri Lanka ■ Bangladesh ■ Switzerland



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# Financial Performance Snapshot

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# Financial metrics – Key Ratios

Ratios	Units	2021	2022	2023	2024	2025
Gross profit margin	%	37.8%	29.5%	21.3%	29.0%	35.1%
Net profit margin	%	14.0%	6.1%	0.5%	7.7%	10.6%
Return on Assets	%	20.9%	8.9%	0.7%	13.9%	17.02%
Basic / Diluted earnings per share	Rs.	60.9	30.69	2.67	53.46	81.37
Return on equity / shareholder's fund	%	34.4%	17.6%	1.4%	22.1%	25.2%
Dividend Yield ratio	%	5.6%	3.2%	0.0%	0.8%	3.8%



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# Statement of Profit and Loss

	2020	2021	2022	2023	2024	2025
	<b>Rupees in Million</b>					
Net sales	35,283	42,570	49,258	55,475	68,177	75,398
Cost of sales	23,437	26,495	34,732	43,658	48,439	48,946
<b>Gross Profit</b>	<b>11,846</b>	<b>16,075</b>	<b>14,526</b>	<b>11,817</b>	<b>19,738</b>	<b>26,452</b>
Selling and distribution expenses	4,936	6,569	7,038	8,040	9,302	11,143
Administrative expenses	642	722	886	1,038	1,169	1,364
Other income	761	733	1,058	1,493	723	1,160
Other charges	708	1,018	1,465	1,613	838	1,530
Finance costs	77	88	47	30	24	76
<b>Profit before taxation</b>	<b>6,244</b>	<b>8,410</b>	<b>6,148</b>	<b>2,590</b>	<b>9,128</b>	<b>13,500</b>
Taxation	1,708	2,443	3,143	2,328	3,893	5,533
<b>Profit for the year</b>	<b>4,535</b>	<b>5,967</b>	<b>3,004</b>	<b>262</b>	<b>5,234</b>	<b>7,967</b>

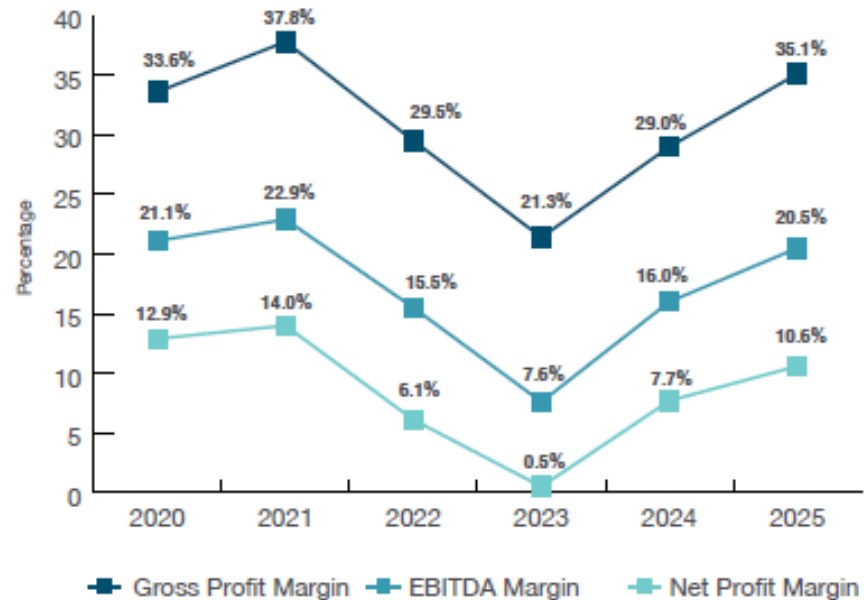
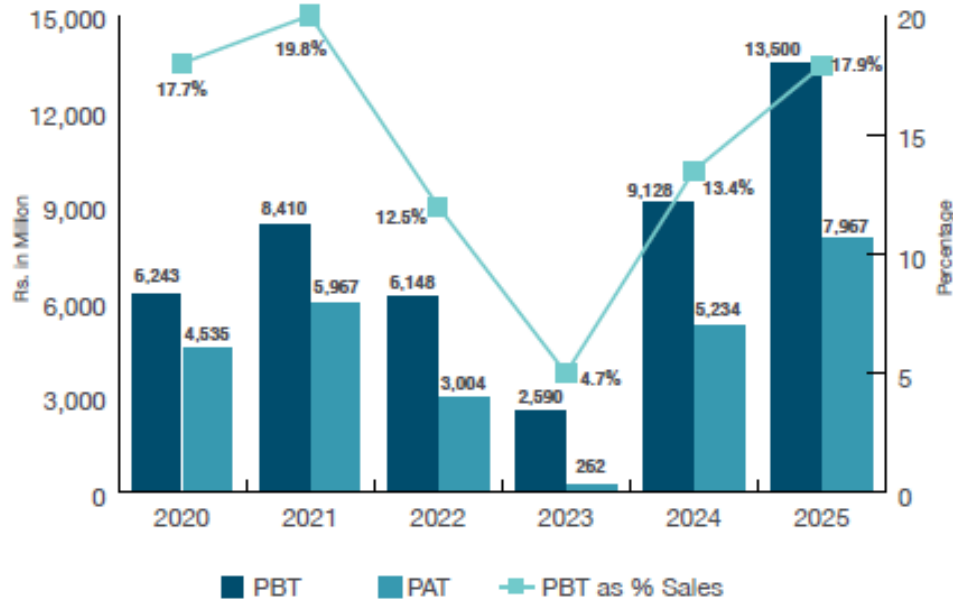


# Statement of Financial Position

	2020	2021	2022	2023	2024	2025
	Rupees in Million					
<b>Non Current Assets</b>	<b>9,213</b>	<b>10,135</b>	<b>12,091</b>	<b>13,494</b>	<b>14,389</b>	<b>15,823</b>
Property, plant and equipment	9,070	10,006	11,989	13,375	14,253	15,636
Intangible asset	66	49	27	13	1	1
Other Non-Current Assets	77	80	75	106	135	186
Current Assets	15,703	18,432	21,829	23,199	23,262	30,993
<b>Total Assets</b>	<b>24,916</b>	<b>28,567</b>	<b>33,920</b>	<b>36,693</b>	<b>37,651</b>	<b>46,816</b>
Issued, subscribed and paid-up capital	979	979	979	979	979	979
Capital Reserves	768	892	1,059	1,437	1,751	2,075
Revenue Reserves	13,843	15,483	15,068	15,821	20,995	28,573
<b>Total Equity</b>	<b>15,590</b>	<b>17,354</b>	<b>17,106</b>	<b>18,237</b>	<b>23,725</b>	<b>31,627</b>
Non-Current Liabilities	2,492	1,870	2,207	1,621	2,266	1,815
Current Liabilities	6,834	9,343	14,607	16,835	11,660	13,376
<b>Total Liabilities</b>	<b>9,326</b>	<b>11,213</b>	<b>16,814</b>	<b>18,456</b>	<b>13,926</b>	<b>15,191</b>
<b>Total Equity and Liabilities</b>	<b>24,916</b>	<b>28,567</b>	<b>33,920</b>	<b>36,693</b>	<b>37,651</b>	<b>46,818</b>

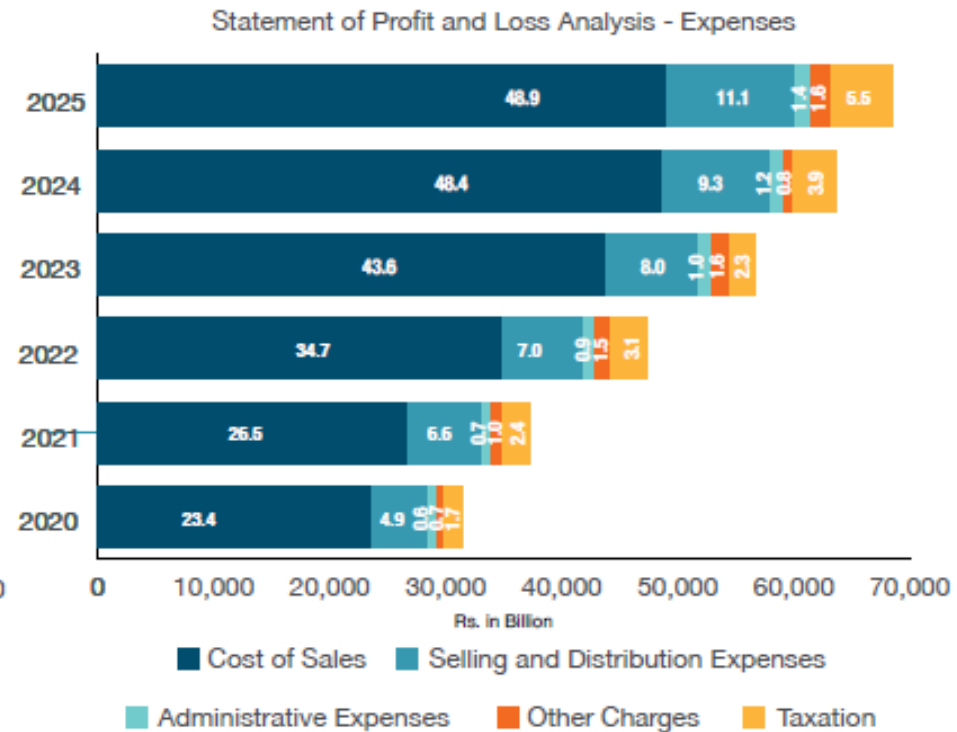
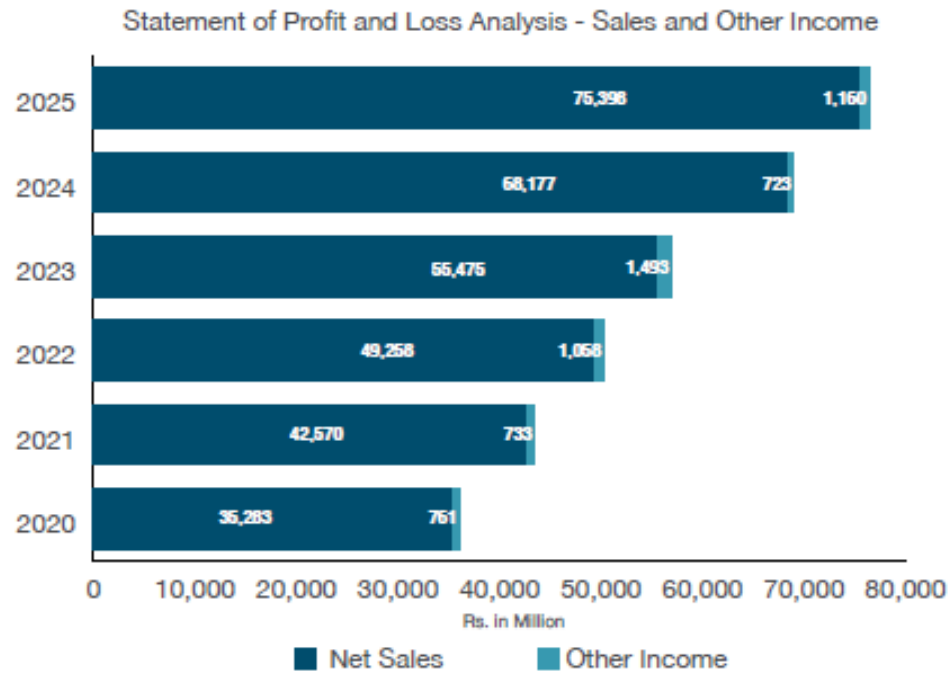


# Graphical representation– Profitability Ratios



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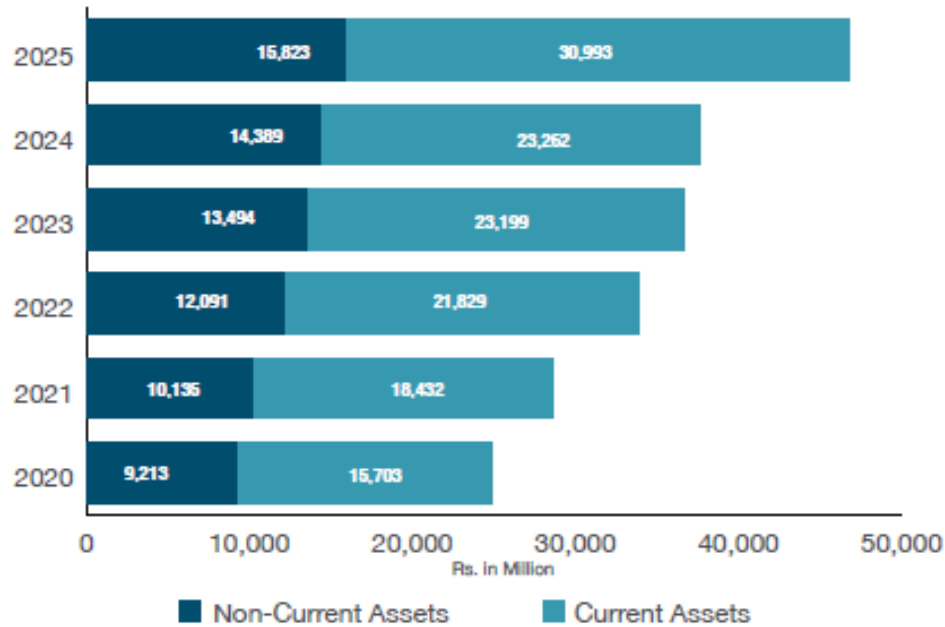
# Graphical representation – Statement of Profit and loss



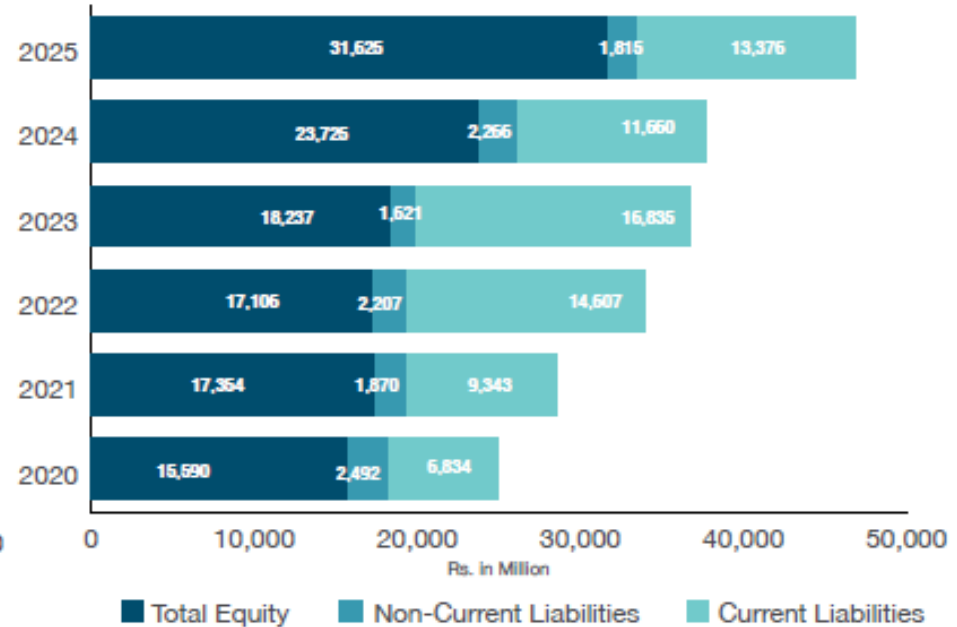
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# Graphical representation - Statement of Financial Position

Statement of Financial Position Analysis - Assets



Statement of Financial Position Analysis - Equity and Liabilities.



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# Awards and Recognition

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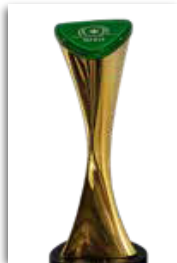
# Awards and Recognitions



Alliance for Water Stewardship (AWS) Certification – 2025



Water Stewardship Management Award – OICCI Climate Excellence Award 2025



22nd Annual Environmental Excellence Award – NFEH



Corporate Social Responsibility Awards – NFEH



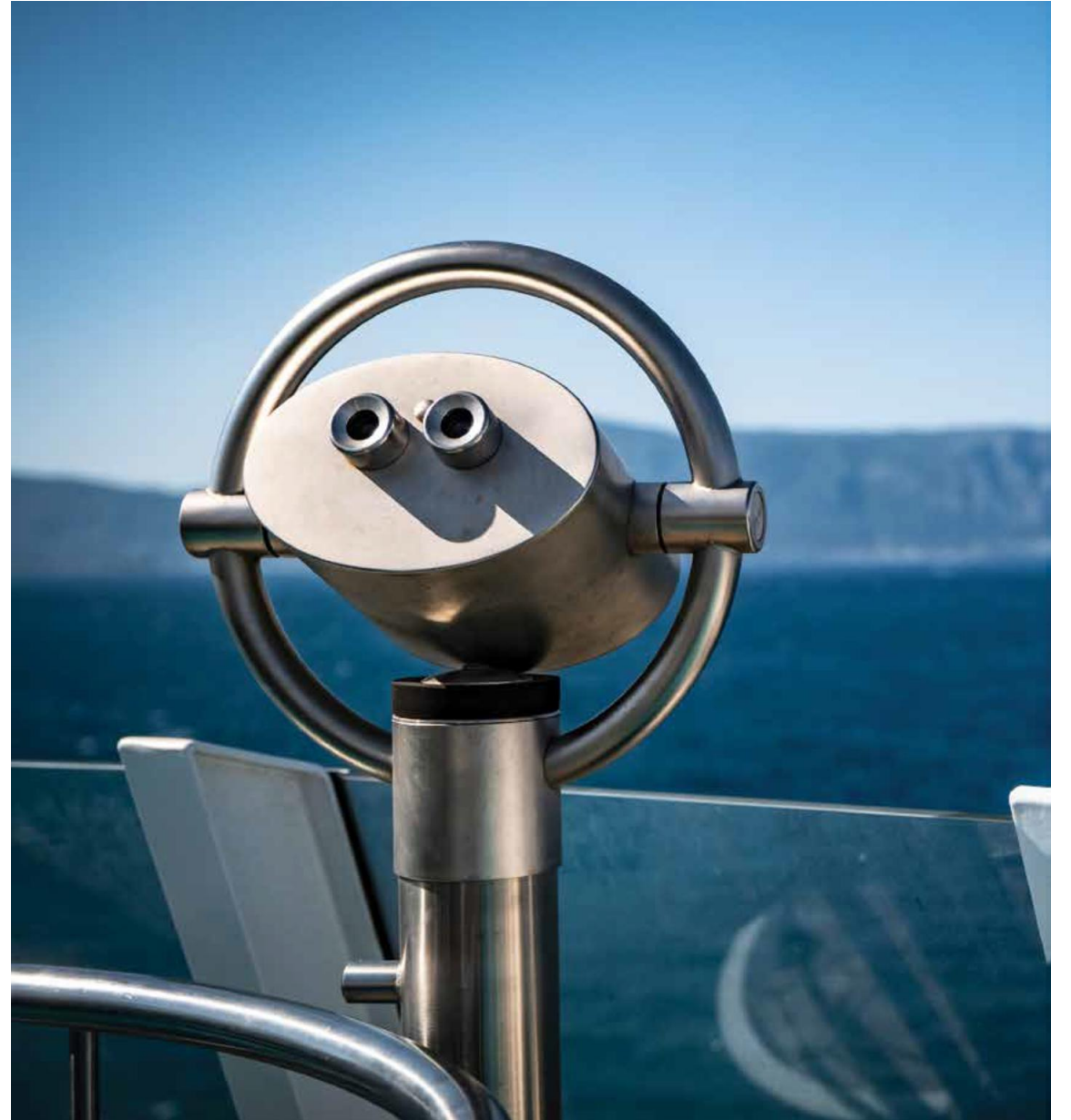
Abbott Pakistan secures First Place at the 40th Corporate Excellence Awards



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# Future Outlook

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Risk Management

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Opportunities

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Looking ahead



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