Macter International Limited

Corporate Briefing Session

FY 2025-26



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Company Overview

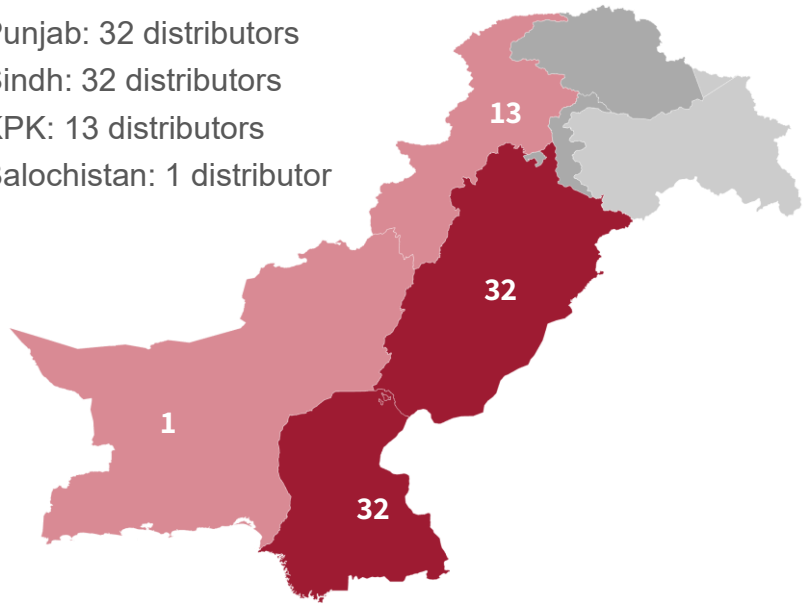
Key Business Highlights

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 900 medical representatives with a coverage of over 20,000 doctors and 40,000 pharmacies all over Pakistan.
- **Other Notable Highlights:** **First formulation and filling facility** for lyophilized Biosimilars. **Biosimilar Approvals :** Inf Alfa 2b, Peg Inf Alfa 2b, EPO, Peg GCSF, Heparin, Etanercept, Semaglutide and Tirzepatide.

Widespread Distribution Network

Punjab: 32 distributors
Sindh: 32 distributors
KPK: 13 distributors
Balochistan: 1 distributor

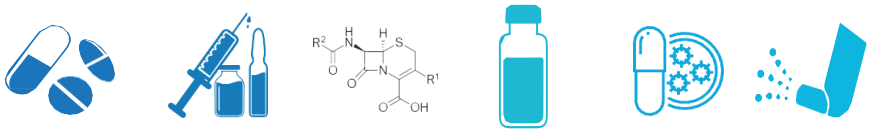


Key Performance Indicators

11.73 Bn	10%	57 Mn
Net Revenue (FY2025-26)	Export Sales (FY2025-26)	Packs Produced (FY2025-26)

85	18	1,450+
Active Brands (FY2025-26)	New SKU Launches (FY2025-26)	No. of Employees (as at June 26)

Unique and Large-Scale Manufacturing Capability



Oral Solids | Sterile Ampoules/ Vials / Ophthalmic | Cephalosporin (Oral & Parenteral) | Biologicals & Biosimilars | 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 with installed capacity of 1 million packs per day (single shift), 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 Penicillin, 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 with capacity of over 55 million units (single shift) per annum. Manufacturing operations include formulation, vial filling, lyophilization & packaging of biological drugs.

- **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.

- R&D investment PKR 154 million in FY26 reflects Macter's commitment to innovation.



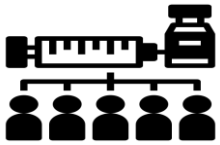


Corporate Highlights

Footprint



Sustained revenue growth
22% CAGR (5 Years)



Pre-Filled Syringe (PFS) and Pre-Filled Pen (PFP) manufacturing facilities in the biotech



One brand achieved PKR 2.5 billion annual sales



Pakistan's 1st approved manufacturing facility for Lyophilization of rDNA / Biologics



Two brands achieved PKR 1 billion annual sales



Certified Shariah compliant by external auditors, showcasing ethical finance leadership.



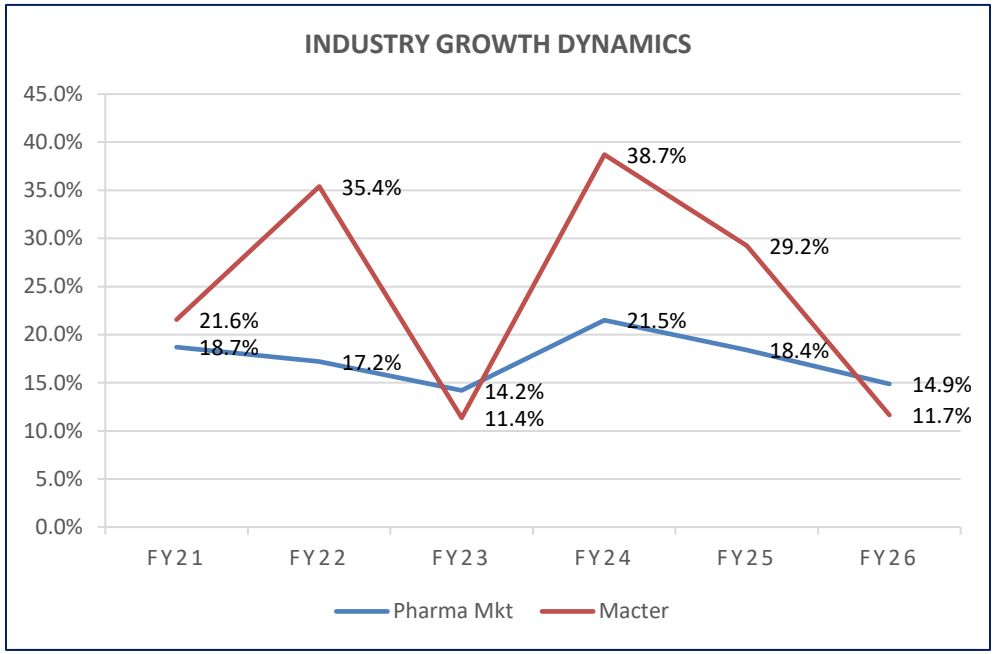
A diverse portfolio of 85+ brands, covering major therapeutic areas

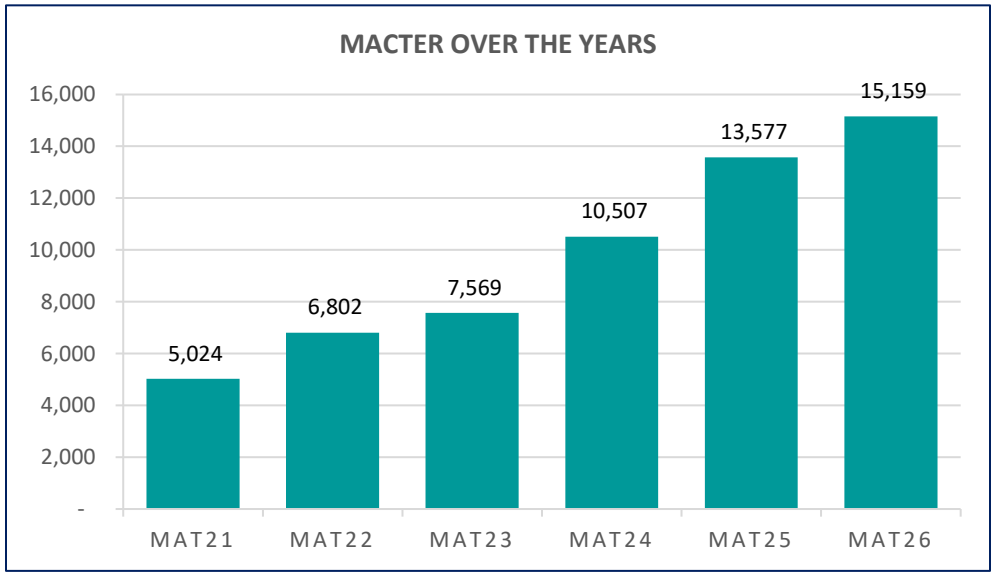


Entity Rating:
Long-Term: A+ Short-Term: A1
Outlook: Stable

Industry Overview - MAT

Pharmaceutical Market



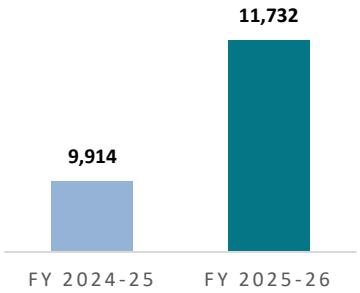


Financial Highlights

Sales & Profit Performance

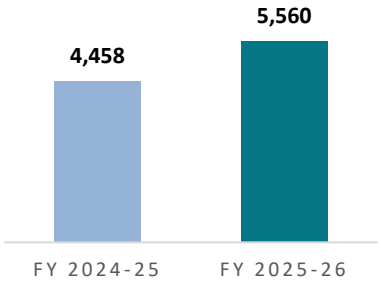
Growth in sales and profit reflects sustained expansion of the local portfolio, strong traction from new product launches in low-competition and niche segments, and a continued increase in export volumes.

Sales



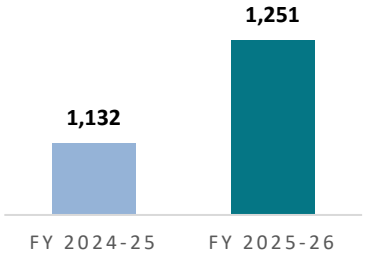
Net turnover for the year ended June 30, 2026 was Rupees 11,732 million with a growth of 18%. Excluding Afghanistan, the overall sales are 22% higher and export sales are higher by 147%.

Gross Margin



Gross margins have experienced a significant increase of 27% primarily due to better sales mix and higher export business.

Profit before tax



Profit before tax for the year is Rs. 1,251 Mn, representing a 10% 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 – Profit & Loss

For the year ended June 30, 2026

Particulars	June 30, 2021	June 30, 2022	June 30, 2023	June 30, 2024	June 30, 2025	June 30, 2026	CAGR
Sales	5,142	5,311	6,680	7,535	9,914	11,732	18%
Gross profit	**2,115**	**2,374**	**2,785**	**3,182**	**4,458**	**5,660**	**22%**
Gross profit%	**41%**	**44%**	**42%**	**42%**	**45%**	**48%**	
Operating expenses	1,655	1,846	2,167	2,469	3,224	4,279	21%
Operating profit	**460**	**528**	**618**	**713**	**1,234**	**1,381**	**25%**
Finance cost	129	38	61	101	102	130	0.2%
Profit before income tax	**331**	**490**	**557**	**612**	**1,132**	**1,251**	**30%**
Current tax	74	172	164	185	395	553	50%
Profit after taxation	**257**	**318**	**393**	**427**	**737**	**698**	**22%**

Financial Highlights - Statement of Financial Position

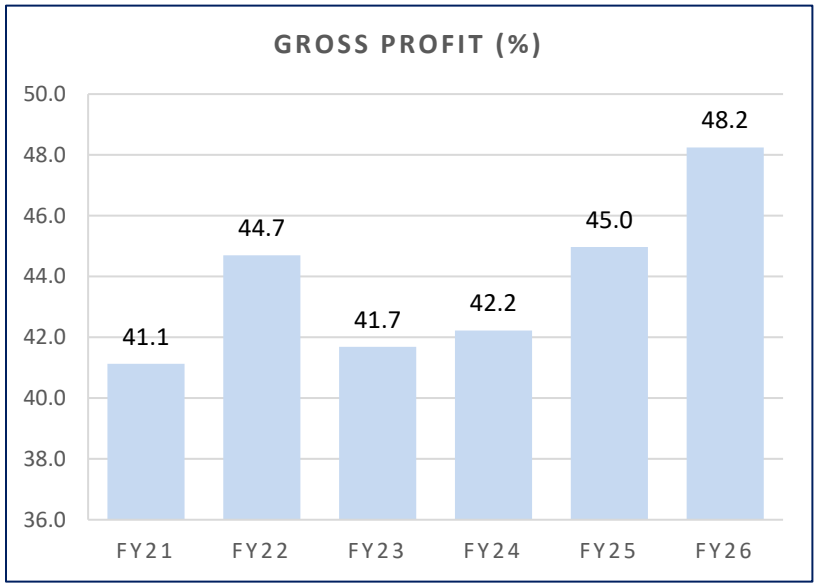
As at June 30, 2026

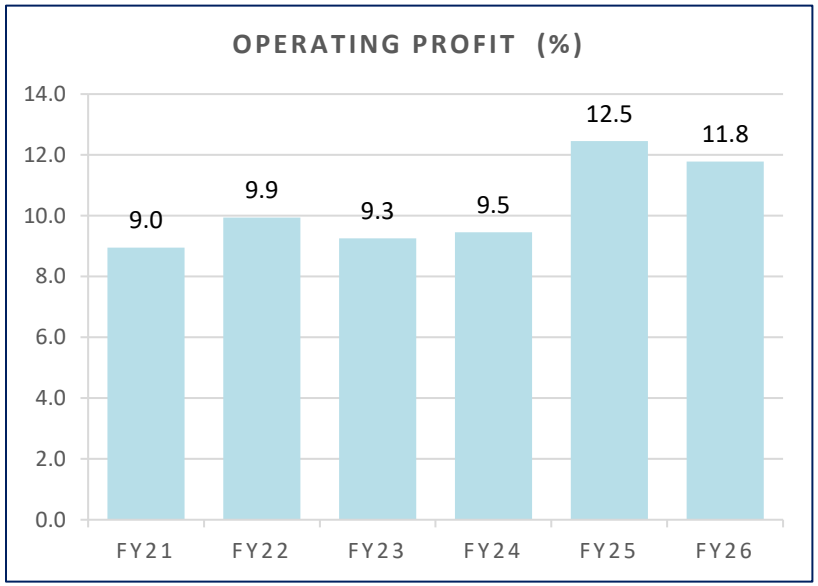
DESCRIPTION	June 30, 2026	June 30, 2025
	RUPEES IN MILLION	
Property, plant and equipment	2,954	2,651
Other non- current assets	322	325
Total non-current assets	**3,286**	**2,976**
Stock-in-trade	2,933	2,550
Trade debts	1,211	401
Cash and bank balances	98	281
Other current assets	431	361
Total current assets	**4,673**	**3,593**
Total assets	**7,959**	**6,569**

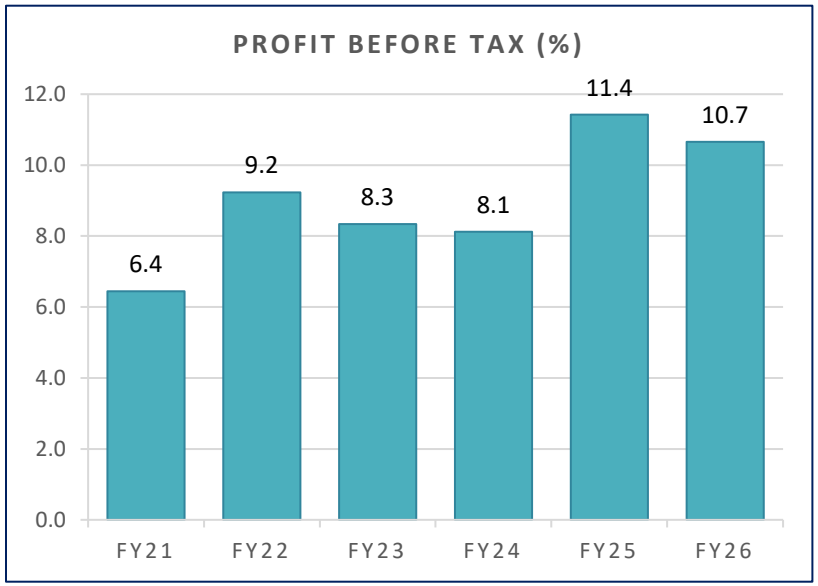
DESCRIPTION	June 30, 2026	June 30, 2025
	RUPEES IN MILLION	
Issued, subscribed and paid-up capital	1.684	1,684
Revenue reserve - accumulated profit	2,729	2,121
Total shareholders' equity	**4,413**	**3,805**
Long-term financing	587	529
Other non-current liabilities	413	364
Total non-current liabilities	**1,000**	**893**
Trade and other payables	2,026	1,531
Short-term borrowings	151	-
Current portion of long-term financing	258	197
Other current liabilities	111	143
Total current liabilities	**2,546**	**1,871**
Total liabilities	**3,546**	**2,764**
Total equity and liabilities	**7,959**	**6,569**

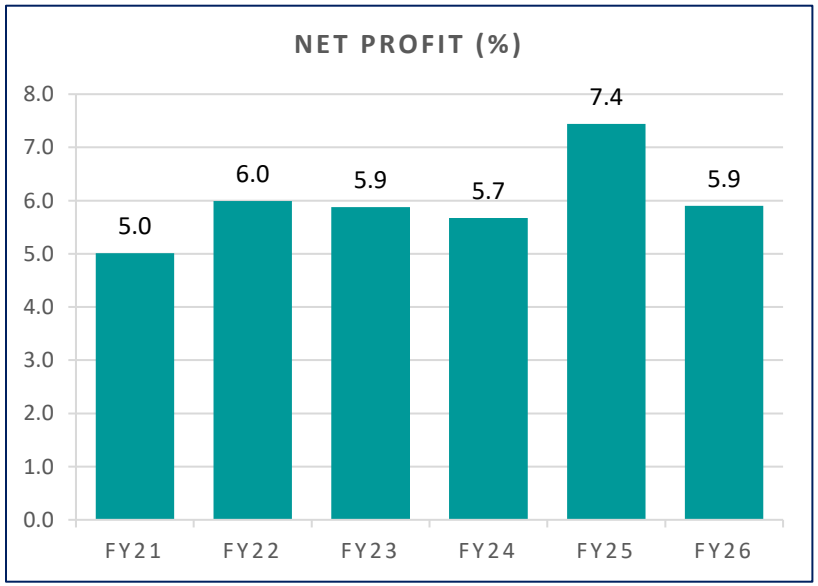
Financial Highlights

Key Ratios - Profitability Ratios



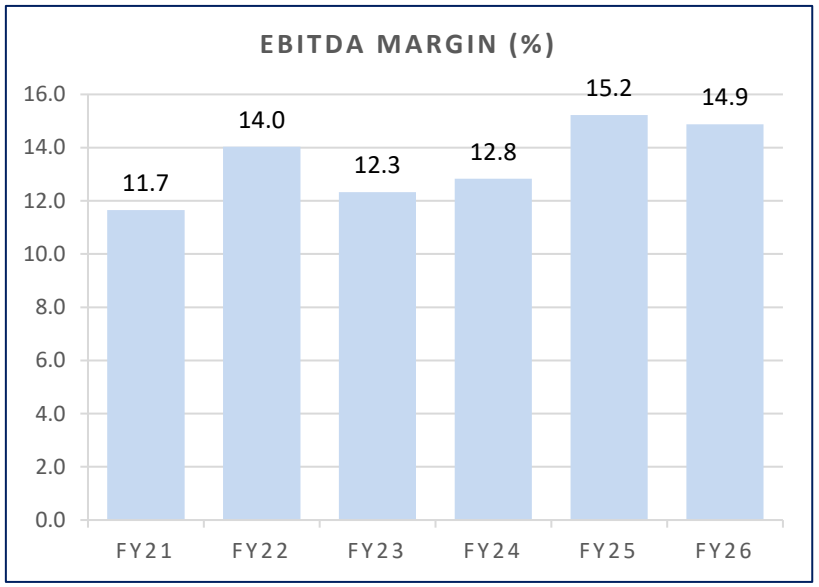


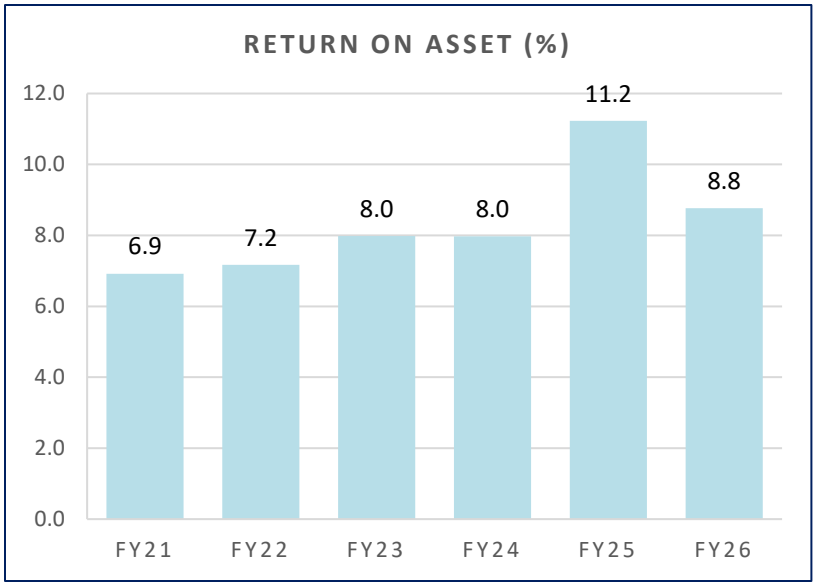


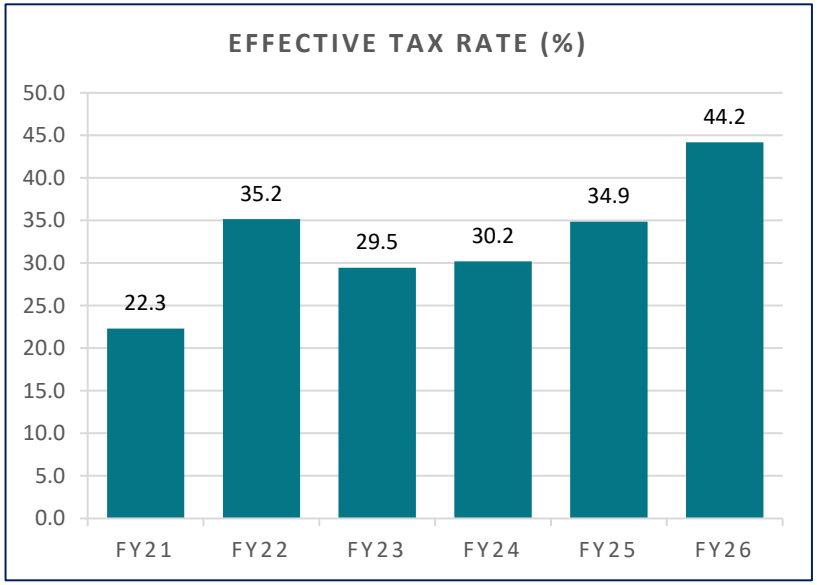


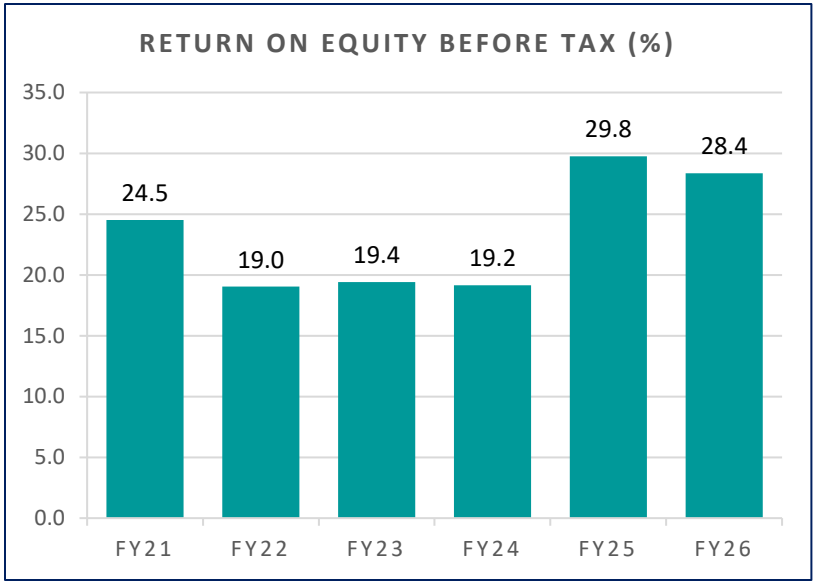
Financial Highlights

Key Ratios - Profitability Ratios



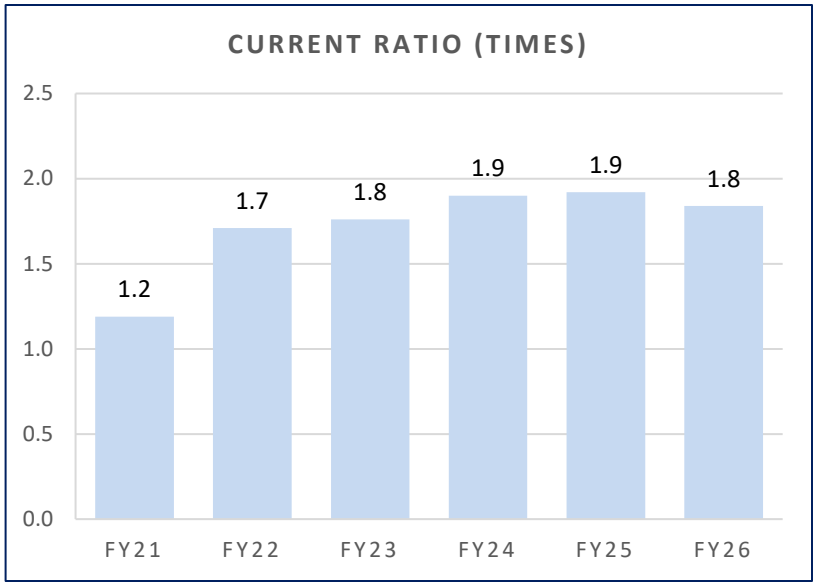


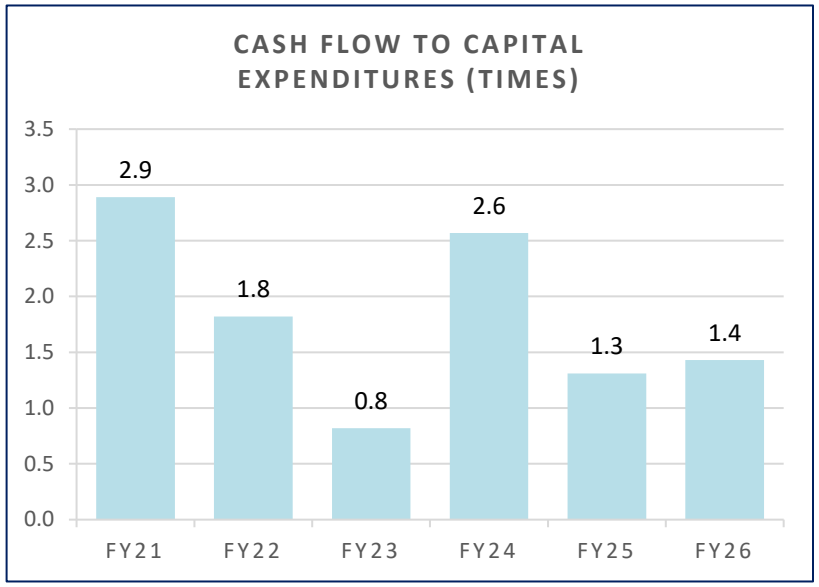


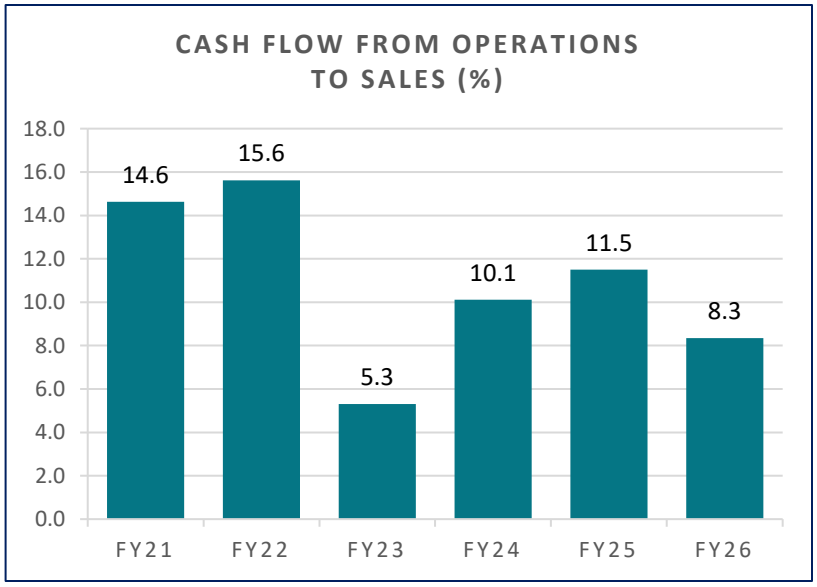


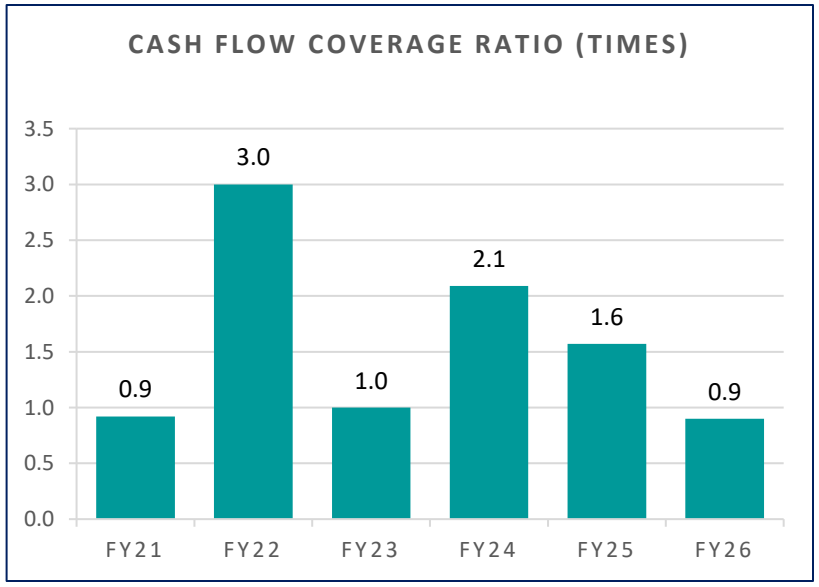
Financial Highlights

Key Ratios - Liquidity Ratios



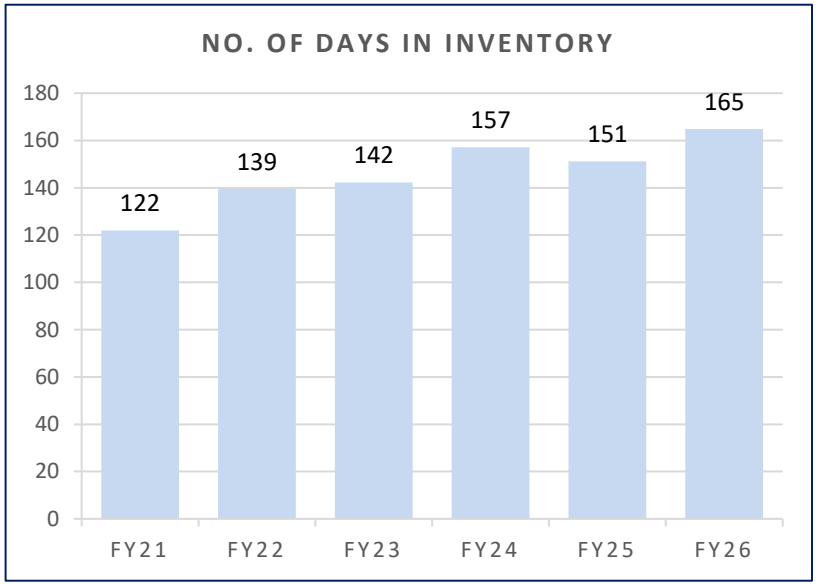


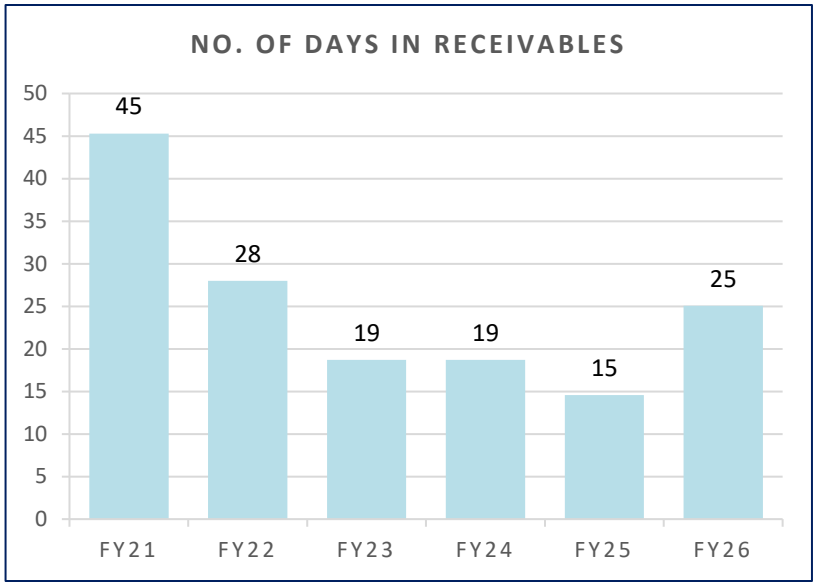


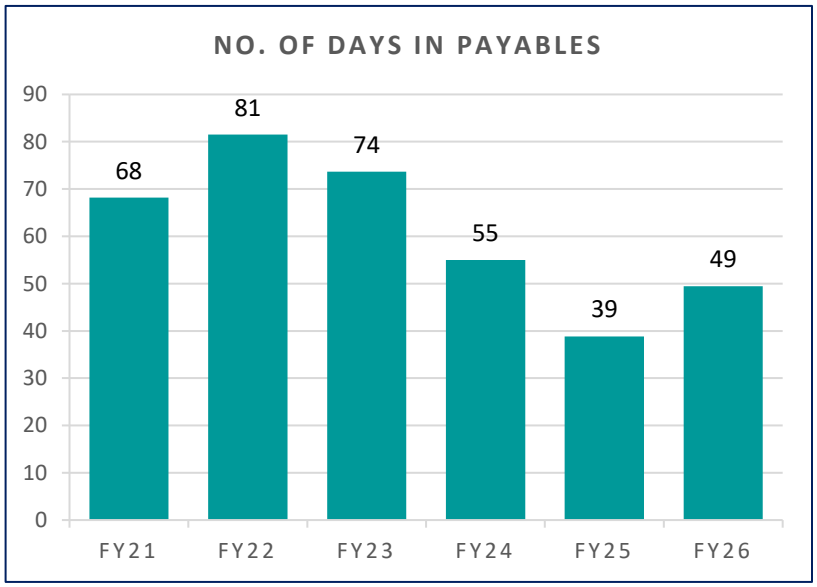


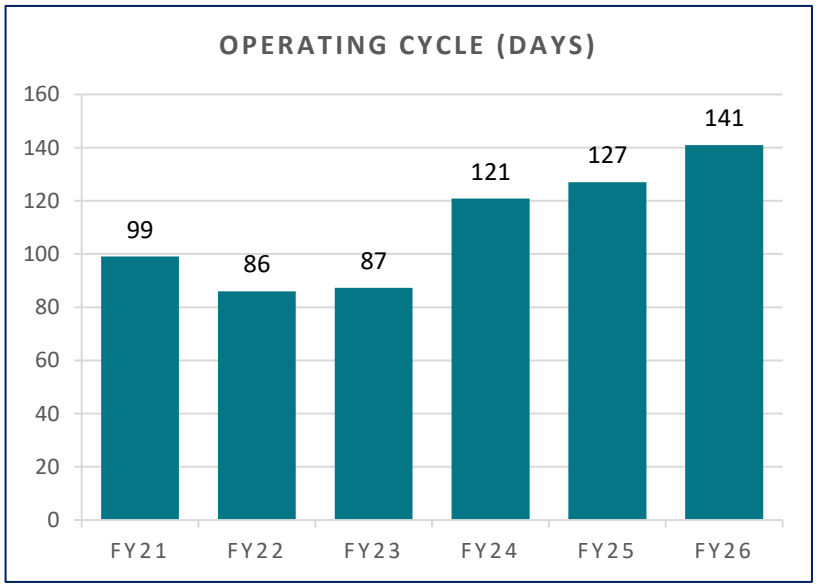
Financial Highlights

Key Ratios - Activity / Turnover Ratios









Financial Highlights – Profit & Loss

For the period ended September 30, 2026

Particulars	September 30, 2026	September 30, 2025	Variance
Sales	3,093	2,769	12%
Gross profit	**1,406**	**1,238**	**14%**
Gross profit %	**45%**	**45%**	
Operating expenses	1,198	957	26%
Operating profit	**208**	**281**	**-26%**
Finance cost	47	30	57%
Profit before income tax	**161**	**251**	**-36%**
Current tax	62	95	-35%
Profit after taxation	**99**	**156**	**-37%**

New Product Launches GLP-1 FY 2025-26





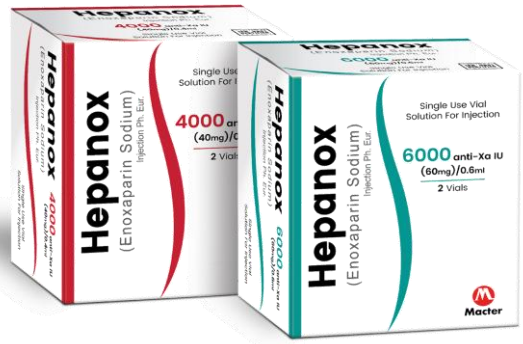
Pakistan's 1st r-DNA biological Semaglutide is now available in a complete range of Pre-filled syringe (PFS), Pen and Tablet .





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 FY 2025-26











New Product Launches – Others FY 2025-26











New Product Launches – Others FY 2026-27











Global Presences

Existing Markets


Sudan


Philippines


Cambodia


Myanmar


Senegal


Kenya


Afghanistan



Iraq


Mauritius

New Markets to be commercialized


Sri-Lanka


Ivory Coast


Kazakhstan


Cameroon


Burkina Faso


Azerbaijan

Thank You

Q & A Session