The Searle Company Limited

Corporate Briefing Session – FY 2026

Date

November 20th, 2026



SECTION 01

The IBL Group

Diversified business platform with operations across Pharmaceuticals, Distribution, IT and Retail

Pharmaceuticals Information Technology Distribution Retail



IBL Group – Diversified Business Platform

Operations across Pharmaceuticals, Distribution, IT and Retail

Pharmaceutical & Healthcare*

- The Searle Company Limited
- IBL Healthcare Limited
- Searle IV Private Limited
- Searle Biopharma (Private) Limited

Information Technology

- IBL Unisys Private Limited

Distribution & Logistics

- IBL Operations Private Limited
- United Brands Limited
- IBL Logistics Private Limited

Retail & Food

- IBL Frontier Markets Private Limited
- MyCart Private Limited
- IBL Future Technologies Private Limited

* Only includes strategic subsidiaries

SECTION 02

The Searle Company Limited

Leading pharmaceutical company with comprehensive product portfolio and strong market position

16 Therapeutic Areas

6 Manufacturing Plants



Company Structure & Values

Organizational Structure

The Searle Company Limited*

Direct Subsidiaries

- IBL Healthcare Limited
- Searle IV Private Limited

Indirect Subsidiaries

- Searle Biopharma Private Limited
(Formerly: Nextar Pharma Private Limited)

Company information

Munis Abdulla (Group Chief Executive Officer)
Omer Awan (Group Managing Director)
Raeel Rafique (Group Chief Financial Officer)
Tahir Ahmed (Chief Executive Officer)
Syed Asim Raza Zaidi (Chief Financial Officer)
Mudassir Habib Khan (Company Secretary)

Taseer Hadi Khalid & Co. (Auditors)
Mohsin Tayebaly & Co. (Legal Advisor)

* Only includes strategic subsidiaries

Our Values

Passion

- Source of energy in the workplace
- Demonstrates entrepreneurial drive
- Shows grit

Integrity

- Creates transparency
- Acts fairly & honestly

Partnership

- Collaborates selflessly
- Behaves respectfully
- Seeks to create value for IBL Group, its partners and society

Excellence

- Takes ownership of current role and beyond
- Delivers quality work
- Strives for continuous improvement

Product Categories and Therapeutic Areas

Product Categories

- Pharmaceuticals
- Biopharmaceuticals
- Nutraceuticals
- Nutrition
- Consumer
- Medical Devices & Disposables

Therapeutic Areas

The Company operates across **16 therapeutic areas**, ensuring broad-based exposure across key pharmaceutical segments.

1. Cough
2. Musculoskeletal
3. Antibiotics / Anti-Malarial
4. Cardiovascular
5. Consumer IBL Brands
6. Endocrinology / Metabolism
7. Gastrointestinal
8. Gynaecology / Urology
9. Neurology / Psychiatry
10. Orthopaedics / Rheumatology
11. Probiotics & Supplements
12. Respiratory
13. Vitamins & Supplements
14. IV Solutions
15. Nutrition & Healthcare
16. Hepatology, Nephrology & Oncology

Footprint

1

Searle is ranked 1st in following categories

Cardiovascular
Gynae
Cough Suppressant

2

Searle is ranked 2nd in following categories

Pain Management
Gastrointestinal
Respiratory

3

Searle is ranked 3rd in following categories

Neurology
Pediatrics

Units sold

Fourth largest pharmaceutical company of Pakistan in terms of units sold

Daily prescription

More than 500,000 prescriptions are prescribed by doctors everyday

Field force

A passionate team of more than 3,000+ medical representatives working in the field



Our Top Brands



Nuberol

Musculoskeletal



Extor

Cardiovascular



Peditral

Nutrition & Healthcare



Hydryllin

Cough



Gravinate

Gastrointestinal

Flagship Brands

Five flagship brands across diverse therapeutic areas, demonstrating strong market presence and brand equity.

Market Coverage

Brands span multiple high-growth therapeutic segments including musculoskeletal, cardiovascular, and nutrition.

Brand Leadership

Strong brand recognition and physician preference across key therapeutic categories in Pakistan.

New Launches

FIRST MOVER



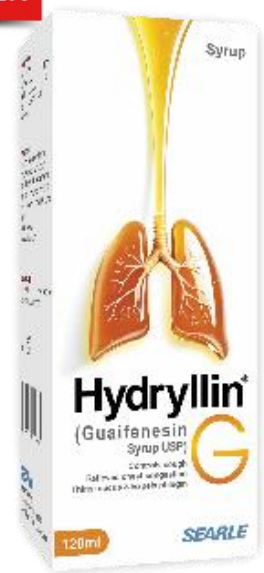
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FIRST MOVER



FIRST MOVER





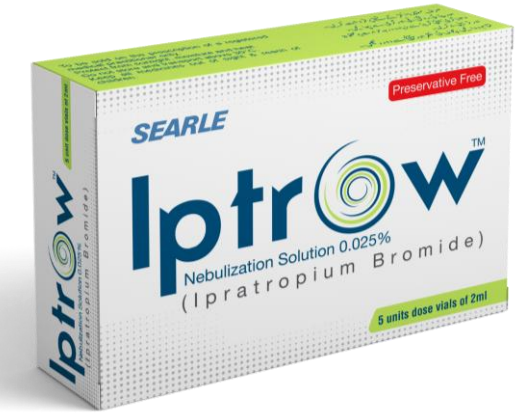




New Launches





















Our Facilities

State-of-the-Art Manufacturing Infrastructure



Searle F-319 Plant



Searle Consumer Plant



Biopharma Plant



Searle Lahore Plant



Searle Healthcare Division



Searle IV Plant

Manufacturing Footprint

Six state-of-the-art manufacturing facilities strategically located across Pakistan, offering broad geographic coverage and end-to-end production capabilities across liquids, tablets, capsules, powders, and injectables.

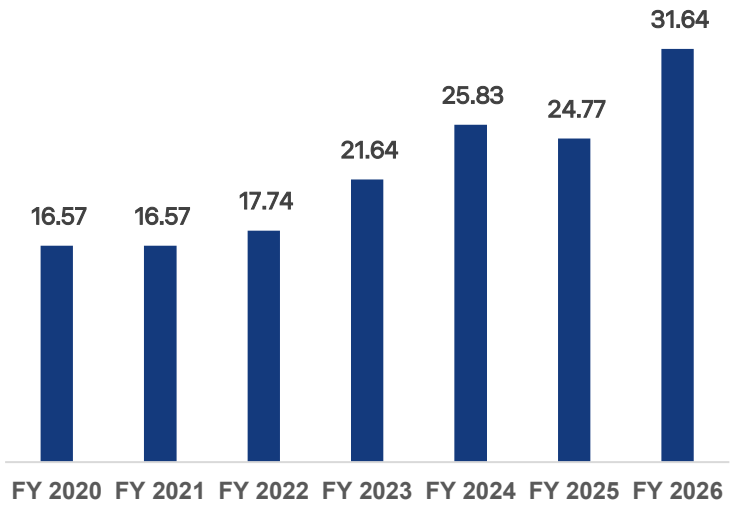
SECTION 03

Financial Performance

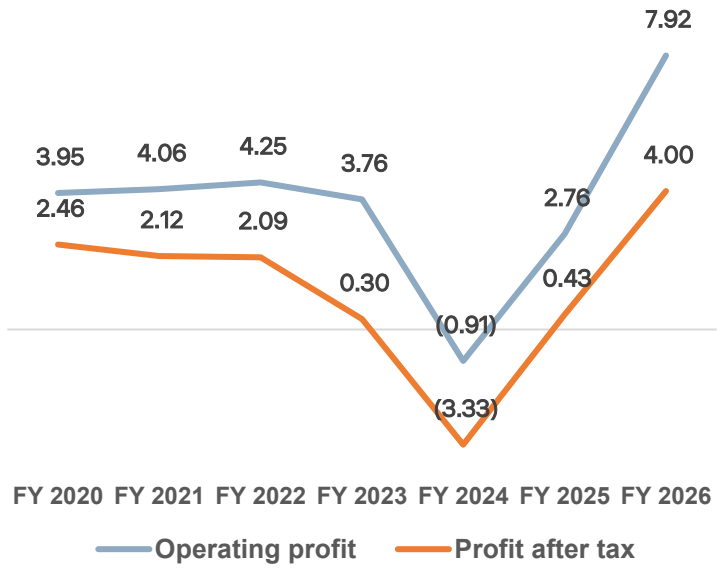
Margin expansion and strong growth

Annual Financial Snapshot (Standalone)

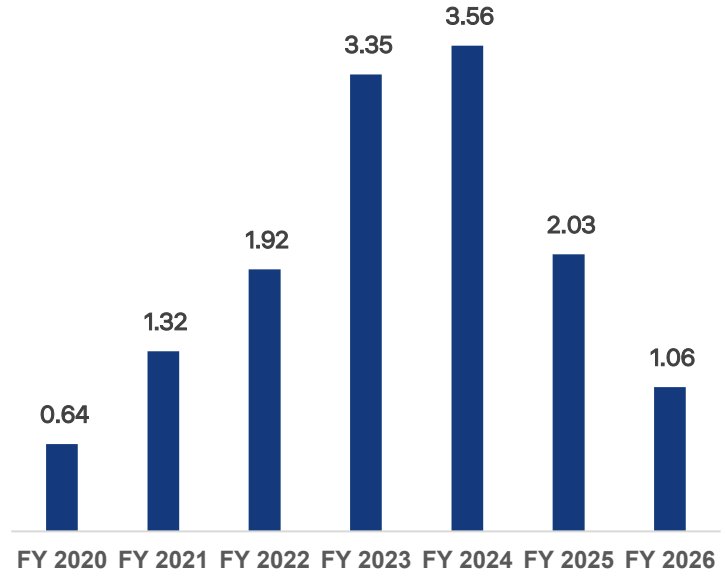
Sales (PKR bn)



Operating Profit and PAT (PKR bn)



Finance cost (PKR bn)



Sales revenue
Strong growth

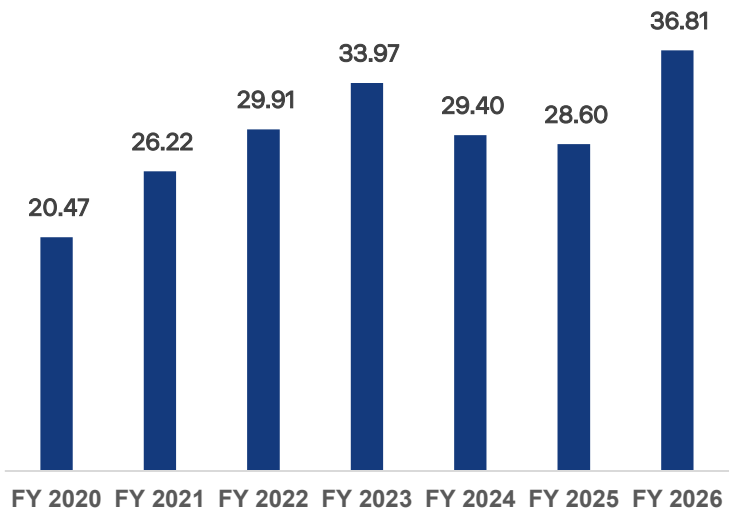
Operating Profit
Improving

Finance cost
Reducing

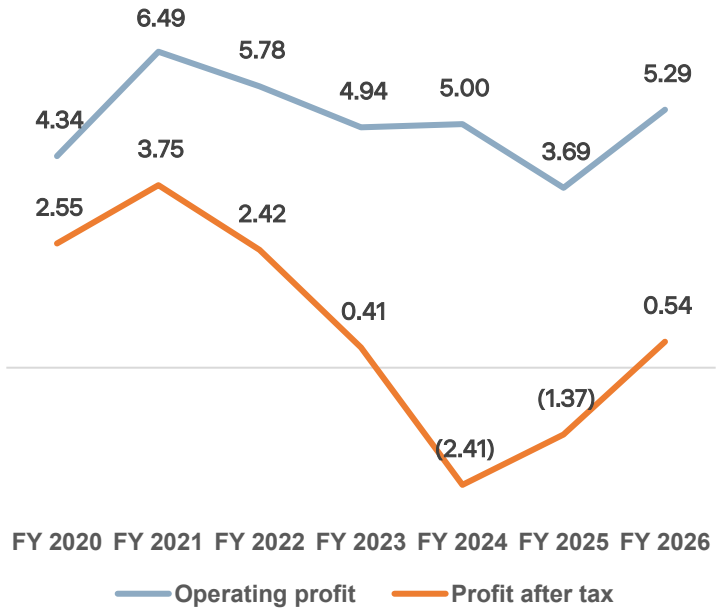
PAT
Increasing

Annual Financial Snapshot (Consolidated)

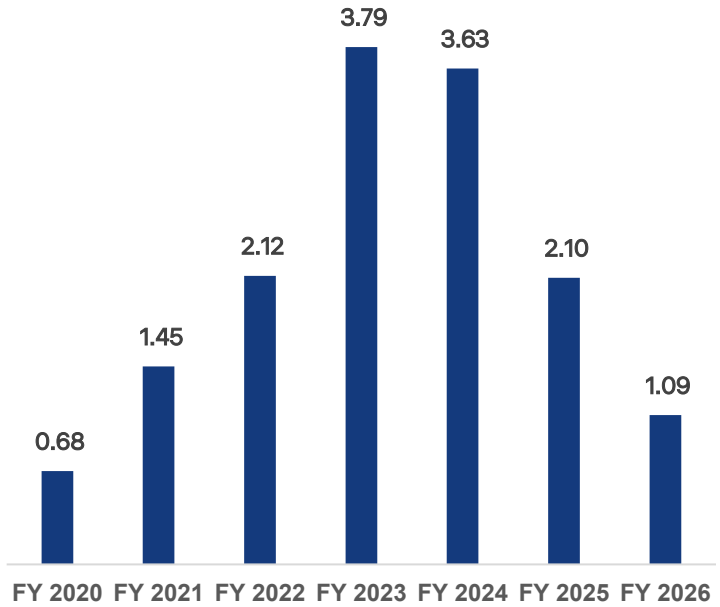
Sales (PKR bn)



Operating Profit and PAT (PKR bn)



Finance cost (PKR bn)



Sales revenue
Strong Growth

Operating Profit
Improving

Finance cost
Reducing

PAT
Back to profitability

FY 2026 performance (Standalone)

Sales 28%

FY 2026	FY 2025
31.64 bn	24.77 bn

Gross Profit 33%

FY 2026	FY 2025
16.75 bn	12.59 bn

Profit after tax 822%

FY 2026	FY 2025
4,003 mn	434 mn

Gross Profit % +213 bps

FY 2026	FY 2025
53%	51%

Operating Profit % +1390 bps

FY 2026	FY 2025
25%	11%

Profit After Tax % +1090 bps

FY 2026	FY 2025
13%	2%

FY 2026 performance (Consolidated)

Sales — 29%

FY 2026	FY 2025
36.81 bn	28.60 bn

Gross Profit — 36%

FY 2026	FY 2025
19.14 bn	14.07 bn

Profit after tax — PKR 1.39 bn

FY 2026	FY 2025
536 mn	(1,372) mn

Gross Profit % — +278 bps

FY 2026	FY 2025
52%	49%

Operating Profit % — +147 bps

FY 2026	FY 2025
14%	13%

Profit After Tax % — +625 bps

FY 2026	FY 2025
1%	(5%)

Quarterly Performance – FY 2027 (Consolidated)

Q1 FY 2027

Sales

15%

FY 2027 Q1	FY 2026 Q1
11.18 bn	9.70 bn

Gross Profit

22%

FY 2027 Q1	FY 2026 Q1
6.40 bn	5.24 bn

Profit after tax

31%

FY 2027 Q1	FY 2026 Q1
1,195 mn	914 mn

Gross Profit %

+315 bps

FY 2027 Q1	FY 2026 Q1
57%	54%

Operating Profit %

+115 bps

FY 2027 Q1	FY 2026 Q1
20%	19%

Profit After Tax %

+127 bps

FY 2027 Q1	FY 2026 Q1
11%	9%



Thank You

Questions & Answers