November 26, 2026

Pakistan

United Distributors Pakistan Limited

Corporate Briefing FY2026



Disclaimer

Pakistan

Important Information

This presentation has been prepared by United Distributors Pakistan Limited ("UDPL") solely for information purposes. No representation or warranty express or implied is made thereto, and no reliance should be placed on, the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinion contained herein, or any opinion rendered thereto. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation. Neither UDPL nor any of its respective subsidiaries, affiliates, officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and/or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation reflects UDPL's latest business statement as at June 30, 2026. Except the historical information contained herein, statements in this presentation which contain words or phrases such as 'will', 'would', 'indicating' expected to' etc., and similar expressions, projections or variations of such expressions may constitute 'forward-looking statements. These forward-looking statements regarding our future operations, performance, financial condition, strategies, and prospects. These statements are based on current expectations, estimates, forecasts, and projections about the industries in which we operate, and the beliefs and assumptions of our management. While we believe these forward-looking statements are reasonable as of the date of this presentation, they are inherently subject to significant business, economic, competitive, regulatory, and other risks, uncertainties, and contingencies, which could cause actual events or results to differ materially from those expressed or implied in the statements.

Factors that could cause actual results to differ materially include, but are not limited to: changes in the economic conditions of the agriculture / pesticide / fertilizer industry; fluctuations in commodity prices; changes in government regulations affecting agricultural inputs and outputs; weather conditions; market growth predictions; changes in import tariffs and currency exchange rates; technological advancements; and competitive pressures in the sectors we operate in. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of the date hereof. UDPL expressly disclaims any intent or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as expressly required by law.

This document is provided for informational purposes only. It does not constitute an offer to sell or a solicitation of an offer to buy any securities. The content of this presentation is a summary of certain broad premises about UDPL's activities and it should not be used as a basis for any decision-making without securing more accurate and complete information. UDPL does not accept any responsibility or liability for any loss or damage of any nature whatsoever, whether direct, indirect, consequential, or otherwise, which might be incurred through the use of, or reliance upon any information, representation, or omission contained in this presentation.

Agenda

- About UDPL
- Economy & Industry
- Our Business
- Financial Performance
- Future Outlook



Pakistan

01

About UDPL





About UDPL

Providing Pakistani farmers with high-quality farm inputs and advisory services to enhance crop yield, sustainability and profitability.

- Incorporated July 1, 1981
- Focus on the agriculture sector
- Genesis Holdings (Private) Limited holds 85.23%
- History of long-term partnerships with MNCs

Key Advisors & Consultants

Vision & Mission

What guides UDPL and where we are heading

Vision

Become the most trusted partner of farmers and those who serve them.

Mission

In 5 years, we will nurture a network of 50,000 UDPL ambassador farmers through providing services in line with our values to achieve prosperity for our partners.

we live by our

CORE VALUES

Pakistan

- Passion
- Integrity
- Partnership
- Excellence

Pakistan

02

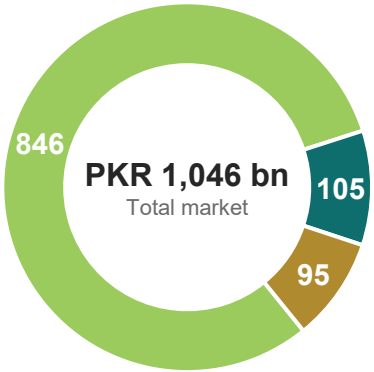
Economy & Industry



Agri Inputs Market

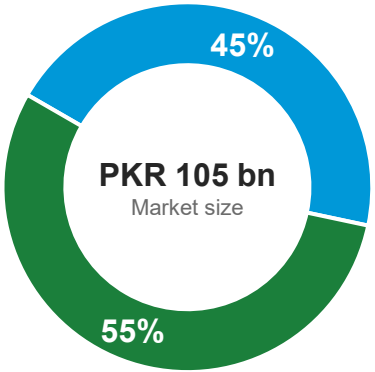
Pesticides & micronutrients form ~10% of a ~PKR 1 trillion agri inputs market; national companies hold the larger share

Total Agri Inputs Market



Macro Fertilizers	**846**	80.9%
Pesticides & Micronutrients	**105**	10.0%
Seeds	**95**	9.1%

Pesticides & Micronutrients Market



Multinational Companies	**45%**
National Companies	**55%**

Multinational Companies 45%

syngenta · BAYER · FMC · CORTEVA agriscience · Arysta LifeScience

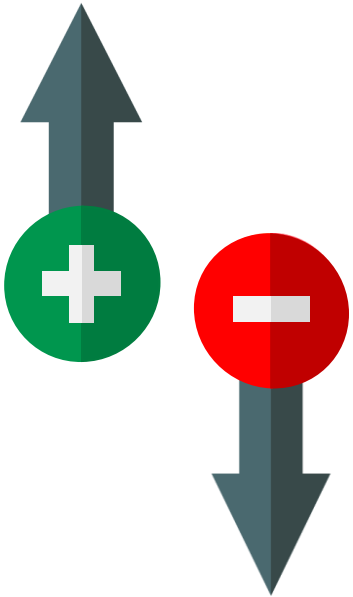
National Companies 55%

JAFFER · Pakistan · KanzoAg · Rudolf · SUNCROP GROUP · Four Brothers GROUP PAKISTAN · LCI

Source: PACRA sector studies – Fertilizers CY2025 (Feb 2026), Pesticides FY2025 (Mar 2026). Seeds and company split: team estimates. Figures in PKR bn.

Market Trends & Key Drivers

- Lower KIBOR rates compared to last year.
- Stable USD/PKR exchange rate.
- Improved vegetable, wheat, and corn prices, supporting increased cultivation.
- Shift towards more profitable and climate-resilient crops.
- Expansion in rice cultivation acreage.



- Trade restrictions with neighboring countries.
- Water shortages due to below-normal monsoon rainfall.
- Declining cotton acreage and low pest pressure.
- Farmer liquidity constraints, weak commodity prices, lower yields, and rising input costs.

Pakistan

03

Our Business



Business Overview

Pakistan

Own Portfolio

- Crop protection, fertilizer, nutrients, seeds
- E2E operations from sourcing to retail & farmers
- Commercial team and dealer network
- Presence in major agriculture geographies



Distribution

- Distributor for Corteva in Sindh
- Strengthens UDPL's position in the market
- Corteva US based, established in 2018 after merger of Dupont, Dow Agro and Pioneer
- Research based pesticides & nutrients
- Acquired largest global biologicals company

Toll Filling

- Fill and pack (liquid, powder granules) facility
- Annual filling capacity 1.7M liters / 2.3M kg
- Plant located in Karachi
- Toll manufacturing (Corteva and Arysta)

Network

250 Active Dealers

45 Sales Representatives

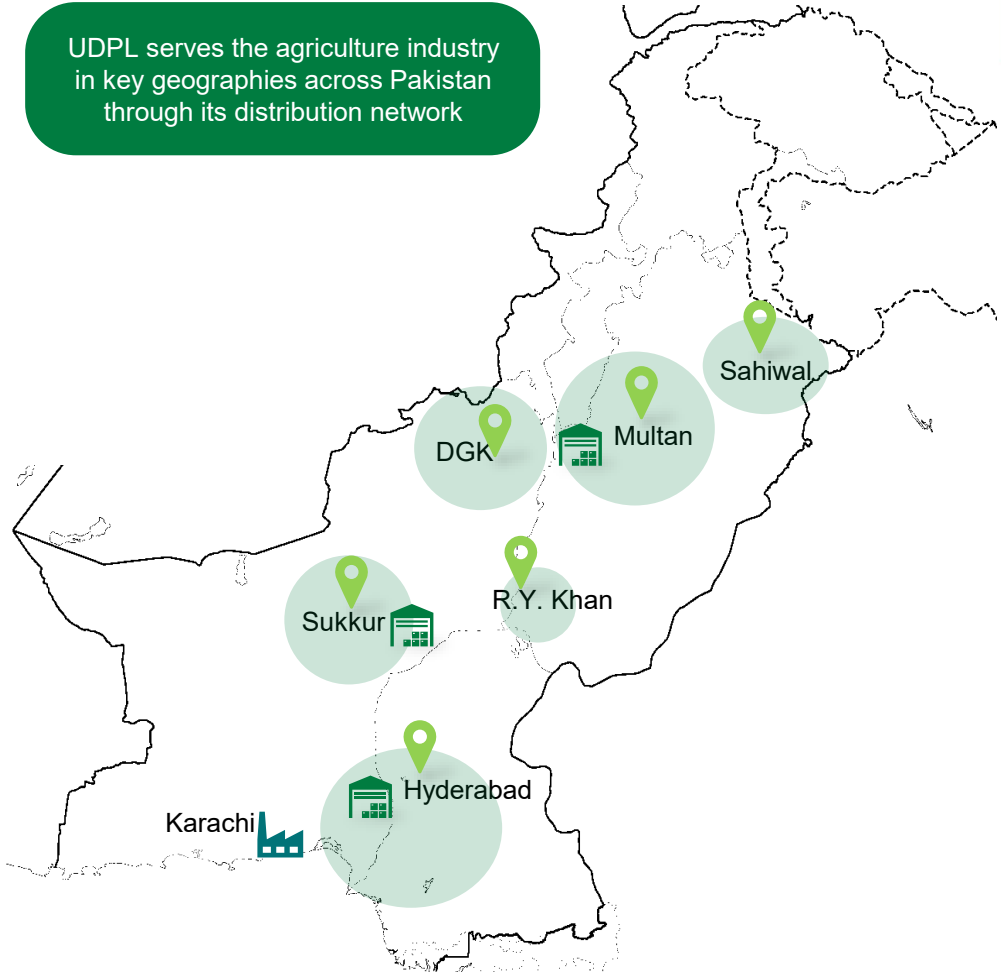
70 Field Officers

6 Regions

3 Warehouses

1 Filling Plant

UDPL serves the agriculture industry in key geographies across Pakistan through its distribution network



UDPL Product Portfolio

A balanced FY2026 revenue mix across crop protection, fertilizers and distribution

Crop Protection

Pesticides: insecticides, herbicides, fungicides

33% of FY2026 revenue



Fertilizers & Micronutrients

Specialty fertilizers and micronutrient range

36% of FY2026 revenue



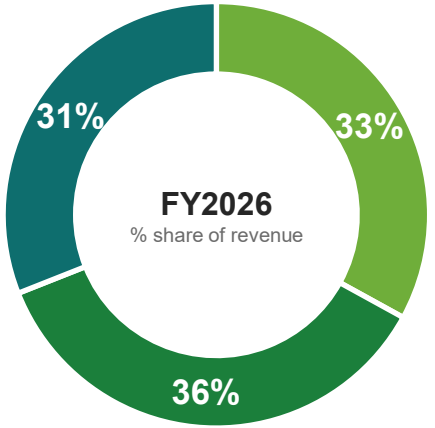
Distribution

Principal brands, incl. Corteva

31% of FY2026 revenue



FY2026 Revenue Mix



Crop Protection	33%
Fertilizers & Micronutrients	36%
Distribution	31%

04

Financial Performance



FY2026 Financial Highlights

-17%

Revenue Growth

Decline amid challenging market and weather conditions

1,044

Profit After Tax (PKR mn)

Strong earnings from other income

29.6

Earnings per Share (PKR)

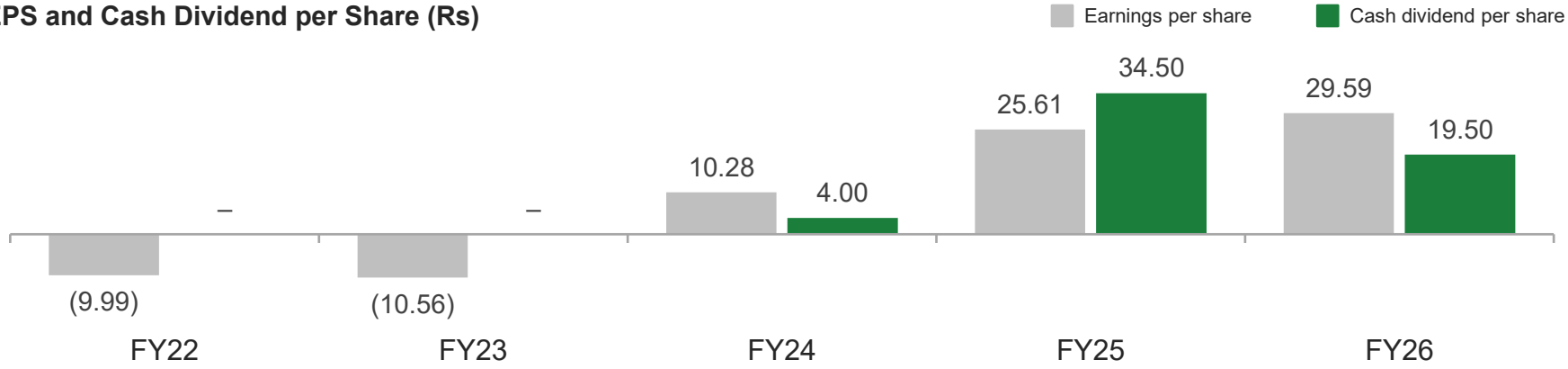
Per share earnings up 16%

195%

Cash Dividend (% of par)

Rs 19.50 per share

EPS and Cash Dividend per Share (Rs)



Source: UDPL Annual Report FY2026. FY22–FY23 losses shown in brackets.

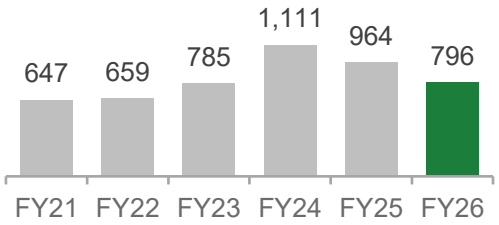
Earnings

PKR millions.

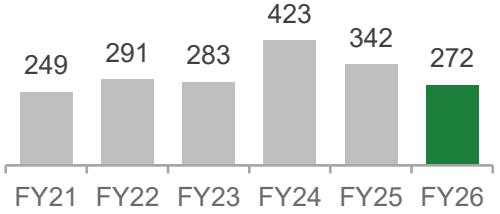
FY2026 at a glance

- **Revenue** down 17% to PKR 796M, due to adverse market and weather conditions
- **Gross profit** PKR 272M at a 34% margin (FY25: PKR 342M)
- **Operating profit** PKR 1,093M (FY25: PKR 1,261M), including other income of PKR 1,346M (Non-Compete Fee Rs.1,098M)
- **Profit after tax** up 15.5% to PKR 1,044M (FY25: PKR 903M)
- **EPS** PKR 29.59 (FY25: PKR 25.61)

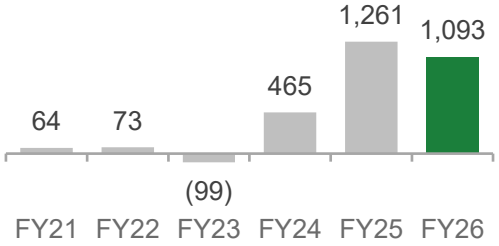
Revenue



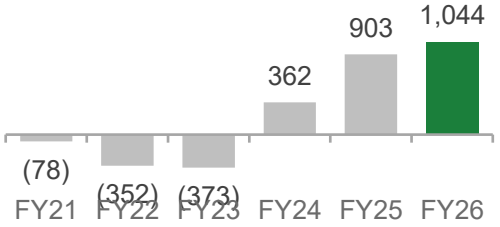
Gross Profit



Operating Profit



Profit After Tax



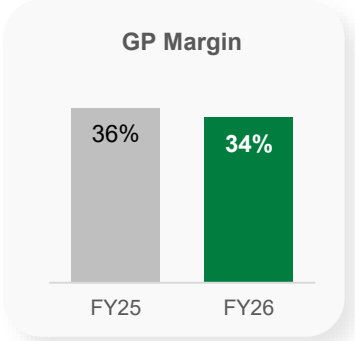
Ratio Analysis

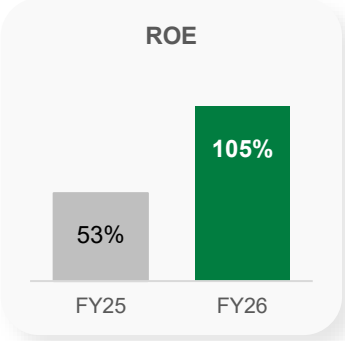
Gross Profit Margin from 36% to **34%**, broadly in line with last year

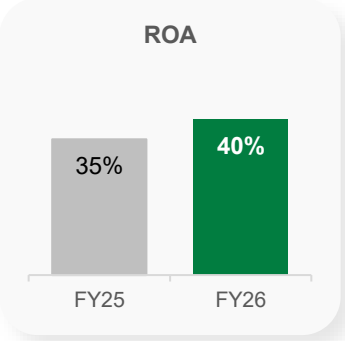
Net Profit Margin from 94% to **131%**, driven by other income

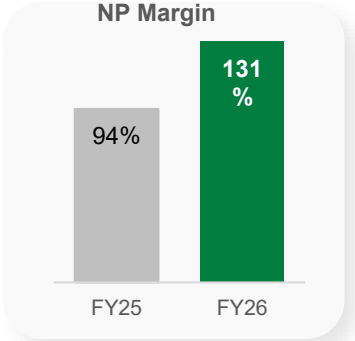
ROE improved from 53% to **105%**, on higher profit and a lower equity base after dividends, while ROA improved from 35% to **40%**

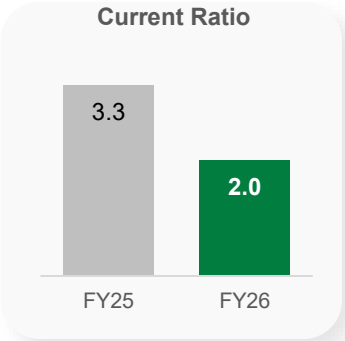
Current Ratio moved from 3.3 to **2.0**, as deferred income raised current liabilities; Quick Ratio from 3.0 to **1.7**

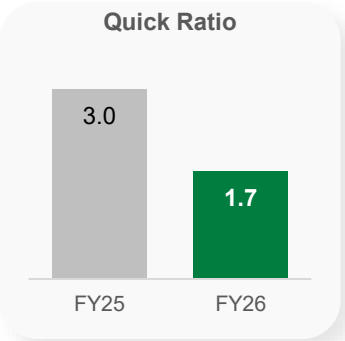












Investments

As of June 30, 2026;

Longterm Investments:

- PKR 207mn in listed equities
- Meezan bank PKR 86mn
- Engro Fertilizer PKR 39mn
- Hub Power PKR 29mn
- Pakistan Oilfields PKR 33MN
- Others PKR 20mn

Short term Investments:

- PKR 1.7bn in Mutual Funds

Assets	PKR millions
Non-Current Assets	**321**
PP&E and intangibles	98
Long-Term Investments	**217**
Deferred tax assets	0.8
Long-Term Loan & Deposits	5.4
Current Assets	**2,263**
Stock in trade	306
Trade and other receivables	136
Loans, advances & prepayments	10
Short Term Investments	**1,742**
Cash and bank balances	68
Total Assets	**2,584**

06

Future Outlook



Strategic Opportunities

Strengthening Partnerships / JVs

Team up with established & strong market players to build on new areas for business development

- Distribution and Warehousing
- Toll fill and pack

Scale Existing Business

Strengthen Go-To-Market model

Expand to new markets & geography (Macro Fertilizer, Seed)

Leverage digital tools to improve market penetration

Establish New Business Verticals

Explore new agri-related businesses

- Commodity exports
- Ag-tech: e.g. drones, e-commerce, marketplace
- B2B Business

Pakistan



Pakistan

Investor Relations

Muhammad Imran
Company Secretary
m.imran@udpl.com.pk
www.udpl.com.pk