FEROZSONS LABORATORIES LIMITED

Corporate Briefing Session

Ferozsons Laboratories Limited

For the year ended 30 June 2026

Friday, 27 November 2026



PEOPLE TRUST US

Disclaimer

Basis of preparation

Prepared for the Corporate Briefing Session under Clause 5.7A of the PSX Regulations. Based on the annual financial statements for the year ended 30 June 2026 and the condensed interim financial statements for the quarter ended 30 September 2026.

Forward-looking statements

Any forecast or estimate of financials or operations reflects management's current assumptions and expectations. Actual results may vary from those forecasted or estimated, owing to factors such as economic conditions, exchange rates, regulated pricing, regulatory approvals, clinical outcomes and supply chain disruption.

Opinions and sources

Any opinion of management is identified as such and is not stated as fact. Market data is sourced from IQVIA (MAT June 2026).

Agenda

FEROZSONS LABORATORIES LIMITED

01 Group Profile

02 Product Portfolio

03 Pharmaceutical Industry Highlights

04 Financial Highlights

05 Revenue Drivers, Business Risks & Outlook

06 Questions & Answers

Our Legacy & Values



Incorporated in 1954, Ferozsons began operations in 1956, embarking on a journey driven by purpose and a commitment to advancing healthcare. Seven decades later, we continue to build on this legacy through innovation, trust and an unwavering dedication to **Putting Patients First.**

Our Values

Putting Patients First

Our purpose for existence and ultimate measure of success is our impact on the improvement of human lives.

Trustworthiness

We work hard every day to earn the trust of patients, healthcare providers, employees, business partners and other stakeholders.

Collaboration

None of us is as smart as all of us. We come together, work together and win together.

Excellence

We are committed to a culture of excellence and raising the bar every time.

Group Profile

Overview

Holding company

Ferozsons Laboratories Limited

Incorporated in 1954; operations began in 1956. The first Pakistani pharmaceutical company listed on the stock exchange (1960). Imports, manufactures and sells pharmaceutical products and medical devices.

Subsidiary | 57.36%

BF Biosciences Limited

Pakistan's pioneer biotech manufacturer: a joint venture with Grupo Empresarial Bagó, producing specialised biological and non-biological injectables at a facility designed to EMEA and US FDA standards.

Partnership firm | 98%

Farmacia

A partnership firm primarily engaged in the sale and distribution of medicines and other related products.

Key Highlights

Rank 18 of 688
Group rank, IQVIA MAT June 2026

1.71%
Group national market share

Top growing
Fastest-growing in the Top 20

2,551
Group employees

2 Manufacturing Facilities
State-of-the-art plants: Ferozsons (pharma) and BF Biosciences (biotech)

Key Therapeutic Areas

- Gastroenterology
- Hepatology
- Diabetes / Anti-Obesity
- Urology
- Cardiology
- Gynae
- Virology / Infectious Diseases
- Nephrology
- Dermatology
- Rheumatology

Source: IQVIA, MAT June 2026. Rank, market share and growth ranking are based on IQVIA in-market sales.

Collaborations

FEROZSONS LABORATORIES LIMITED

2006

Bagó

Joint venture of Ferozsons and Bagó Group to establish BF Biosciences, creating Pakistan's first bio-pharmaceutical company.

Biotech

2008

Boston Scientific

Exclusive distribution rights for interventional medical devices in Pakistan, covering cardiology, GI endoscopy, oncology, peripheral vascular disease, urology and women's health.

Medical devices

2012

BioGaia

Partnership to introduce premium Swedish probiotic solutions, supporting maternal, infant and pediatric healthcare.

Probiotics

2014

Gilead Sciences

2014: Introduced Sovaldi for Hepatitis C; Pakistan was first to implement the access program.

2024: One of six global partners to manufacture generic lenacapavir.

Antivirals

2021

Butterfly

Introduced Butterfly's USFDA-approved portable ultrasound solutions, making innovative diagnostics more accessible in Pakistan.

Ultrasound

2022

Nihon Kohden

Alliance strengthening our medical technology portfolio with advanced patient monitoring and diagnostic solutions.

Medical devices

Scope of the Presentation

Going forward: Ferozsons Laboratories Limited, standalone

All figures and discussion from this point refer to the Company's own operations, unless stated otherwise.

WHY A STANDALONE VIEW

To make the best use of time, the rest of this presentation covers Ferozsons Laboratories Limited on a standalone basis. As BF Biosciences Limited is separately listed on the Pakistan Stock Exchange, it presents its own results at its own Corporate Briefing Session to avoid any duplication.

10:45 AM

Ferozsons Laboratories Limited

Standalone results and outlook | PSX: FEROZ

11:30 AM

BF Biosciences Limited | PSX: BFBIO

Ferozsons investors are warmly invited to join for details on the subsidiary.

Manufacturing Capabilities

Dosage Forms

- Tablets
- Capsules
- Syrups
- Suspensions
- Creams
- Ointments

Quality, Environment and Safety Certifications – cGMP Certified

ISO 9001
Quality Management

ISO 14001
Environmental Management

ISO 45001
Occupational Health & Safety

Manufacturing Facility – Nowshera






Clean Energy Initiatives & Water Treatment Plant





BMR Investment – Driving Quality & Efficiency

FEROZSONS LABORATORIES LIMITED

Investment in production facility



~Rs. 1.3 billion

invested in production facility over the last five years

Rs. 351 million

invested in FY 2025-26

Why we invest

Quality
Consistent, high-standard manufacturing

Efficiency
Automated, streamlined operations

Improvement
Continuous modernisation of production facility



MACHINE

Auto Blister & Cartoner Compact

BMR investments strengthen quality, efficiency and continuous improvement in manufacturing, enabling us to meet international standards, strengthen export sales and compete in the local market.

Product Portfolio – Pharma

Key Therapeutic Areas

- Gastroenterology
- Diabetes / Anti-Obesity
- Cardiology
- Hepatology
- Urology
- Gynae
- Virology / Infectious Diseases



Omega



Levo



Bronochol



Carveda



Xavor



Viktana



Quench Plus



Rifaxa



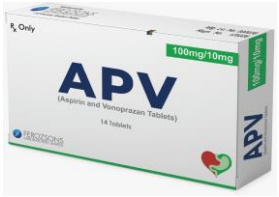
Dexiva



Flosure



Orlis



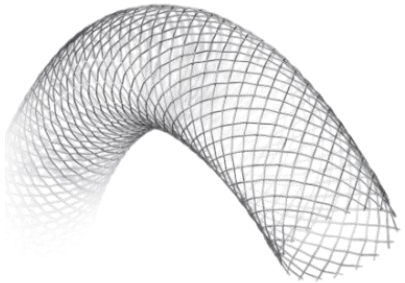
APV

Product Portfolio – Medical Devices

Device Segments

- Cardiology
- Endo
- Urology
- Electrophysiology
- Cardiac Rhythm Management
- Neuromodulation
- Ultrasound / Diagnostics

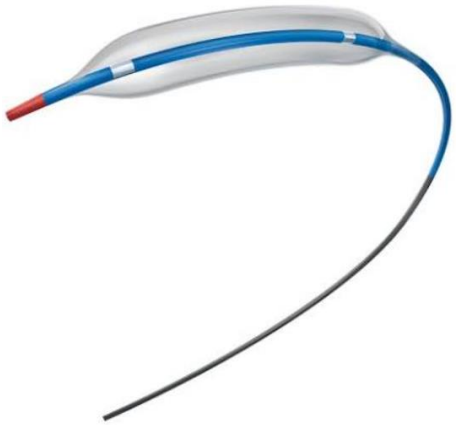












Product Portfolio – New Brands



Clasco



Cleogel



Lamify



Foresta



Bronochol Ivy



Omega-D



Cutison

Pharmaceutical Industry Highlights

FEROZSONS LABORATORIES LIMITED

Retail market size

Rs 1.2 tn

MAT June 2026

Value growth

14.6%

MAT June 2026 vs prior year

Volume growth

1.1%

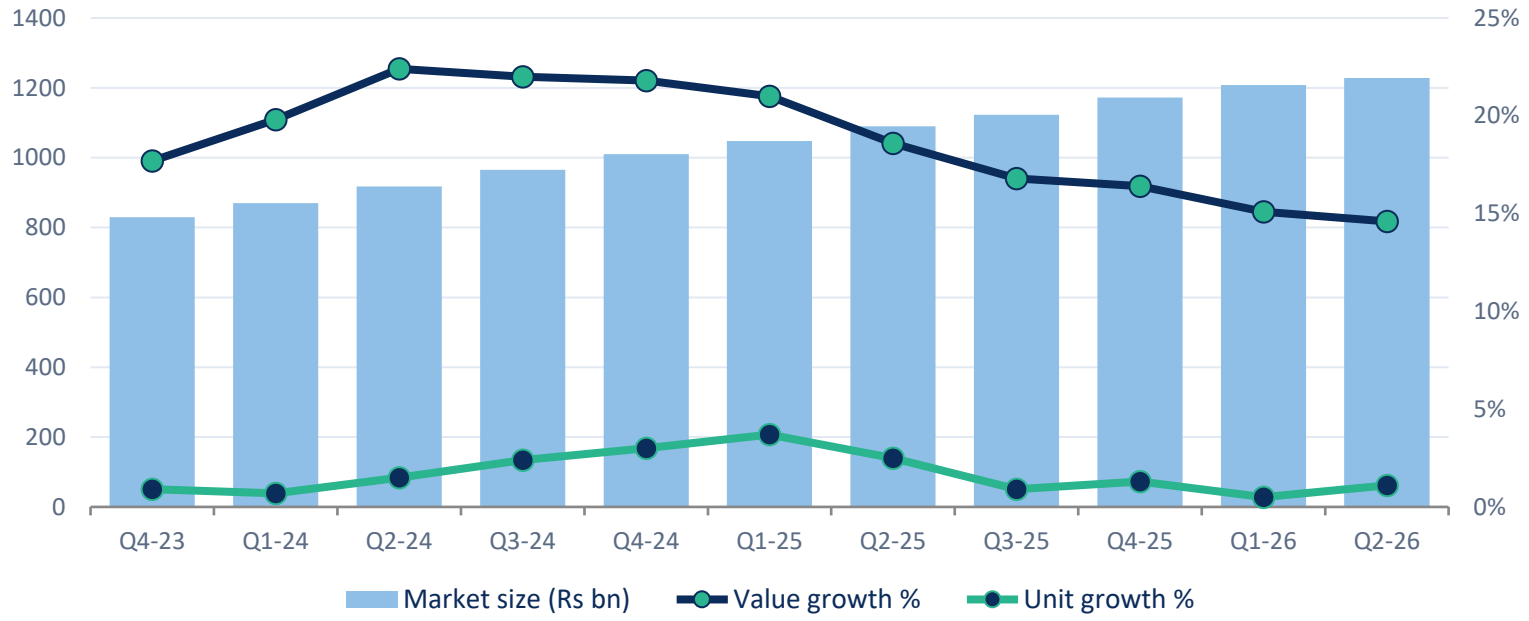
MAT June 2026 vs prior year

Value CAGR

17.5%

Three-year compound growth

Market size and growth – MAT by quarter



What the numbers say

Price-led

Industry value growth of 14.6% against volume growth of just 1.1%

Volume-led

However, Ferozsons group's growth is built on volumes.

Source: IQVIA, MAT June 2026.

Financial Highlights – FY 2025-26

FEROZSONS LABORATORIES LIMITED

Year-on-year performance

Rs. million

Item	FY26	FY25	Variance %
Revenue – net	15,757	13,858	+14%
Gross profit	6,626	5,719	+16%
Selling & distribution	4,261	3,478	+23%
Admin. expenses	930	808	+15%
Finance costs	319	453	–30%
Profit after tax	**651**	528	+23%
EPS (Rs.)	**14.97**	12.15	+23%

In-market generic sales

+21% Volume-led

Growth driven primarily by higher volumes rather than price

Institutional sales (generics & devices)

–2% Headwind

Constrained public health budgets and delayed procurement by institutions

Gross profit margin

42% vs 41% last year

Synergy from volumetric growth and favourable sales mix along with price increases in select products

Selling & distribution expenses

+23% Investment

Expansion of field force and enhanced field activities

Administrative expenses

+15% Inflation

Increase mainly due to inflationary impact on the cost base

Finance costs

–30% Saving

Lower average short-term borrowings and ~300 bps lower average SBP policy rate

Despite a challenging year marked by the Afghan border closure and international conflict, the Company grew net revenue by 14%, with in-market generic sales up 21% against market growth of 14.6%. Profit after tax rose by 23% to Rs. 651 million. The Company also increased its headcount by more than one hundred during the year to expand its market outreach.

Balance Sheet Highlights – 30 June 2026

Rs. million	FY 2026	FY 2025	Change
Non-current assets	**6,775**	6,806	**–0.5%**
Stock in trade	**5,721**	4,925	**+16.1%**
Trade debts	**2,207**	2,097	**+5.2%**
Short-term investments	**–**	403	**–100%**
Cash and bank balances	**361**	346	**+4.5%**
Other current assets	**988**	1,101	**–10.3%**
Total assets	**16,051**	15,678	**+2.4%**
Shareholders' equity	**9,891**	9,365	**+5.6%**
Long-term financing (incl. current portion)	**279**	348	**–20.0%**
Short-term borrowings	**2,359**	2,219	**+6.3%**
Payables & other liabilities	**3,522**	3,745	**–6.0%**

Total assets up 2.4% to Rs. 16,051 M | Equity up 5.6% to Rs. 9,891 M

Inventory built to support sales growth

Stock in trade up to ensure uninterrupted supply amid geopolitical risks

Investments fully redeemed

Short-term investments of Rs. 403 M were redeemed in full.

Long-term loans and Musharaka repaid

Loans and Musharaka repaid

Stable current ratio and lower leverage

1.8x
Current ratio (FY25: 1.8x)

0.6x
Quick ratio (FY25: 0.8x)

21.26%
Gearing (FY25: 21.83%)

4.4x
Interest cover (FY25: 3.0x)

Financial Highlights – First Quarter Ended 30 September 2026

FEROZSONS LABORATORIES LIMITED

3 months ended 30 September

Rs. million

Item	3M ended Sep-26	3M ended Sep-25	Var. %
Revenue – net	4,773	3,883	+23%
Gross profit	1,950	1,580	+23%
Selling & distribution	1,250	959	+30%
Admin. expenses	248	240	+3%
Operating profit	442	377	+17%
Finance costs	82	80	+3%
Profit after tax	**220**	182	+20%
EPS (Rs.)	**5.05**	4.20	+20%

In-market generic sales

+32% Volume-led

Growth driven by higher volumes rather than price

Institutional sales (generics & devices)

+25% Growth

Higher institutional sales of generics and medical devices

Export sales

–51% Headwind

Closure of the Pakistan–Afghanistan border

Gross profit margin

41% vs 41% last year

Margin maintained, consistent with the same period last year

Selling & distribution expenses

+30% Investment

Expansion of field force and enhanced field activities

Admin. expenses & finance cost

+3% Stable

Both remained largely unchanged

Financial Highlights – Revenue Breakup: Local vs Export

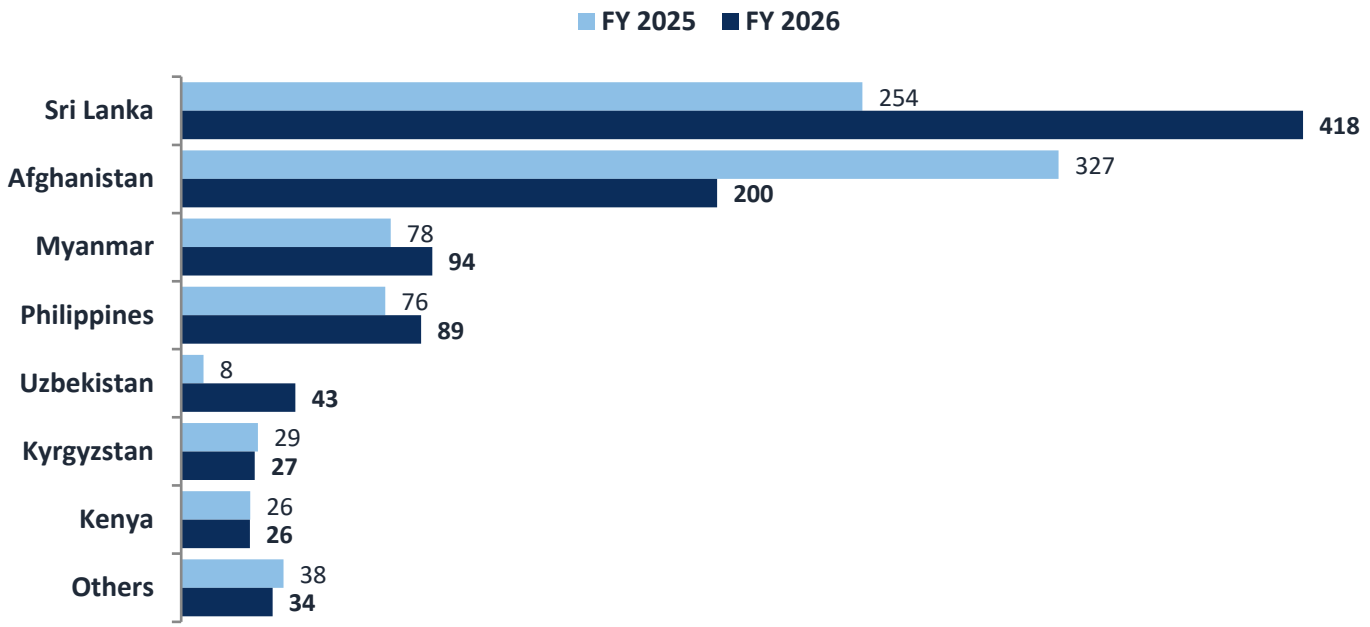
Revenue mix – FY 2026



Local sales — 94.1%
Rs. 14,826 M

Export sales — 5.9%
Rs. 931 M

Export revenue by country (Rs. million)



Total exports, despite the Afghan border closure in H2

+11.3%

Rs. 836 M → Rs. 931 M

FY25 Rs. 836 M
FY26 Rs. 931 M

Excluding Afghanistan: new and existing markets

+43.6%

Rs. 509 M → Rs. 731 M

FY25 Rs. 509 M
FY26 Rs. 731 M

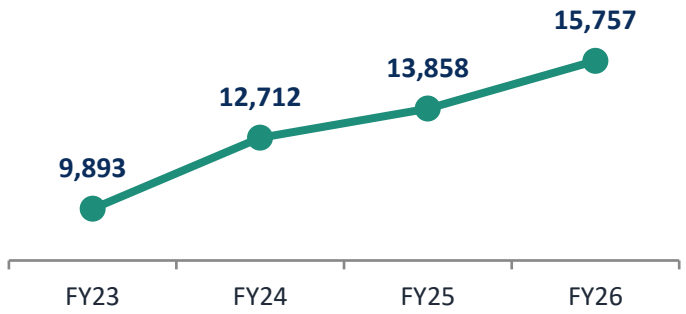
Financial Highlights – Profitability & Returns - FY 23 to FY 26

FEROZSONS LABORATORIES LIMITED

Revenue – net

▲ 59%

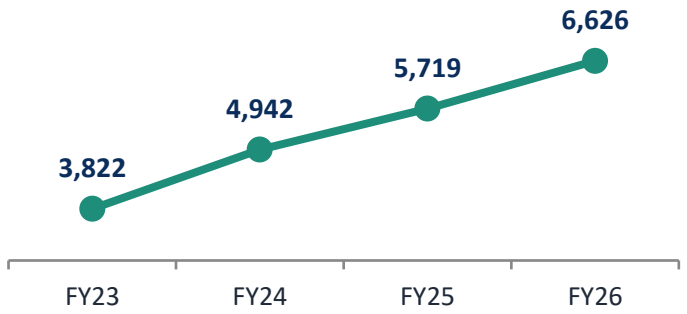
Rs. M | 9,893 → 15,757



Gross profit

▲ 73%

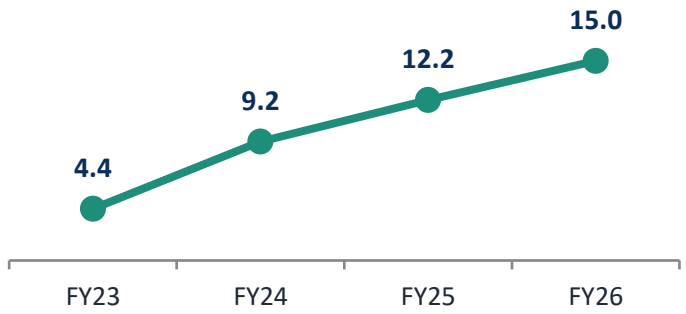
Rs. M | 3,822 → 6,626



Earnings per share

▲ 240%

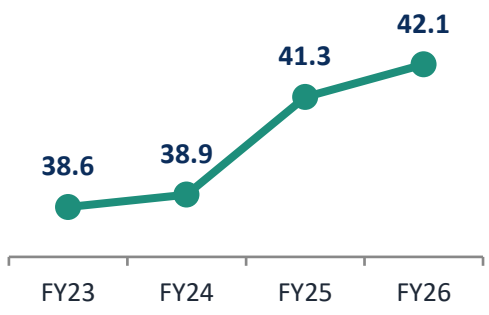
Rs. | 4.4 → 15.0



Gross profit margin

▲ 3.5 pp

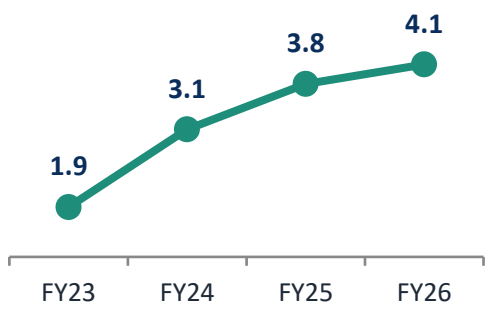
% | 38.6 → 42.1



Net profit margin

▲ 2.2 pp

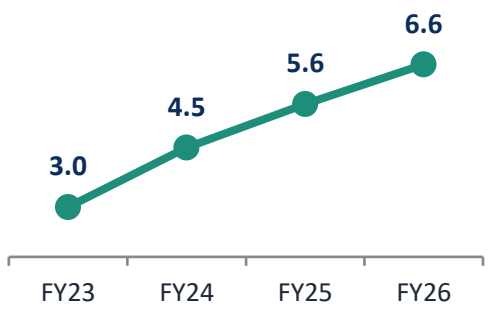
% | 1.9 → 4.1



Return on equity

▲ 3.6 pp

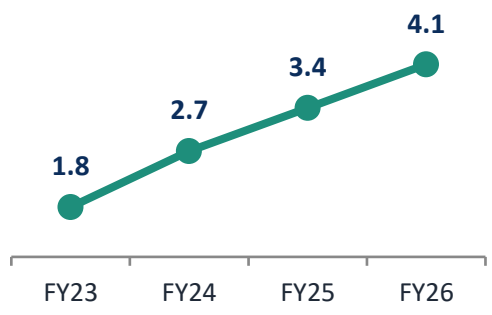
% | 3.0 → 6.6



Return on assets

▲ 2.3 pp

% | 1.8 → 4.1



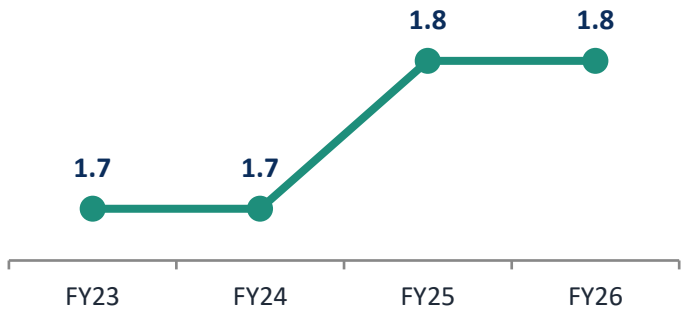
Financial Highlights – Liquidity & Efficiency - FY 23 to FY 26

FEROZSONS LABORATORIES LIMITED

Current ratio

▲ 0.1x

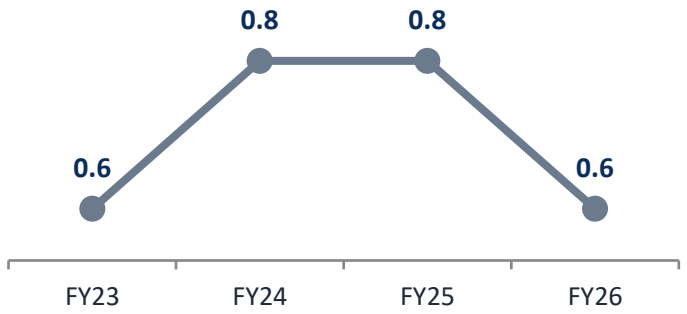
Times | 1.7 → 1.8



Quick ratio

● No change

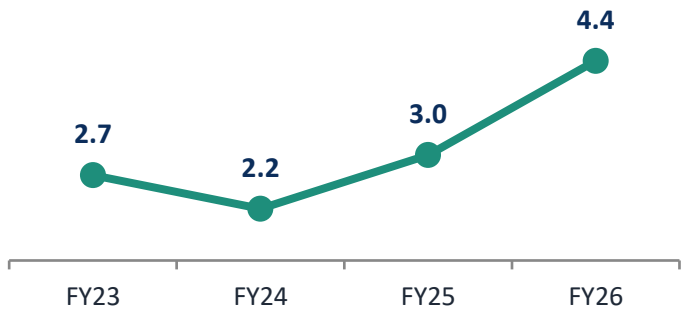
Times | 0.6 → 0.6



Interest cover

▲ 1.7x

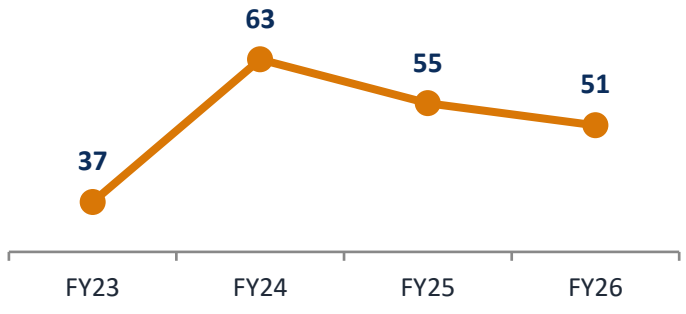
Times | 2.7 → 4.4



Debtor turnover period

▲ 14 days

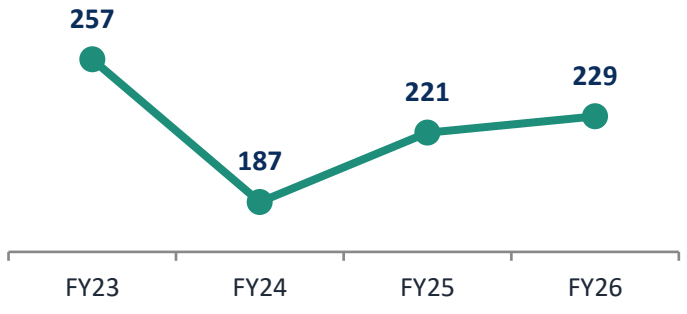
Days | 37 → 51



Inventory turnover period

▼ 28 days

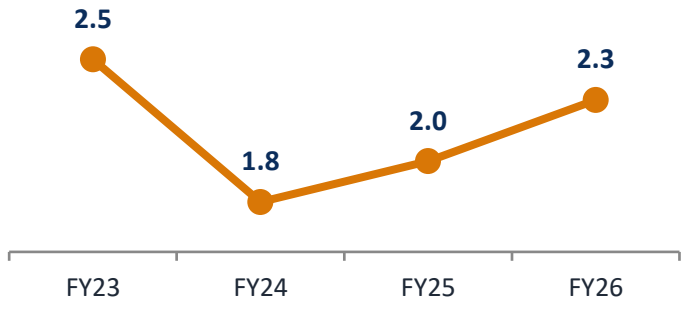
Days | 257 → 229



Non-current asset turnover

▼ 0.2x

Times | 2.5 → 2.3



Key Revenue Drivers

1 Foundation & demand

Long-standing legacy
Seven decades of experience have built lasting trust with doctors, pharmacies and patients.

Established brands
Branded generics in diabetes, cardiology, gastroenterology, hepatology and urology serve long-term therapy needs.

Expanding sales force
A larger field force reaches more doctors and pharmacies, supporting volume-led growth.

Rising patient needs
A growing diabetes burden, an ageing population and chronic disease increase demand for long-term therapies.

2 Partnerships, markets & portfolio

International collaborations
Partnerships with leading global companies bring advanced and innovative medicines, devices and diagnostics to Pakistan.

Expanding export markets
Exports grew despite the Afghan border closure; upgrading facilities to international standards targets more markets.

New product launches
New brands broaden the portfolio and keep it aligned with evolving patient needs.

Institutional demand
Public-sector and institutional demand is gaining momentum, with strong sales growth.

3D DIAGNOSTICS DRUGS DEVICES

3D Care Model

Our 3D Care Model brings early diagnosis, effective therapies and life-saving devices together on one purpose-led platform, supporting patients across the entire care journey.

Key Business Risks & Mitigation

Key Challenges	Risk Mitigation Actions
Cost Inflation Higher fuel and API costs squeeze margins; price controls limit pass-through	• Strong market penetration, focus on sustainable volumetric growth and alternate source development • Richer sales mix and select price increases
Regional Conflict & Supply Disruption Conflict disrupts trade and energy routes, raising freight, fuel and API costs and lead times	• Close monitoring of developments to safeguard continuity of supply • Demand forecasting, production planning and supplier diversification
Afghan Border Closure Afghanistan holds a major share of pharma exports; closure has hurt exports and may persist	• Expanding into new international markets to diversify exports • Registering our products in new and existing markets
Public-Sector Receivables Delays Delayed government payments for medical devices stretch working capital	• Strong follow-up for recovery, supply rationing with payment timelines, liquidity planning and adequate financing facilities

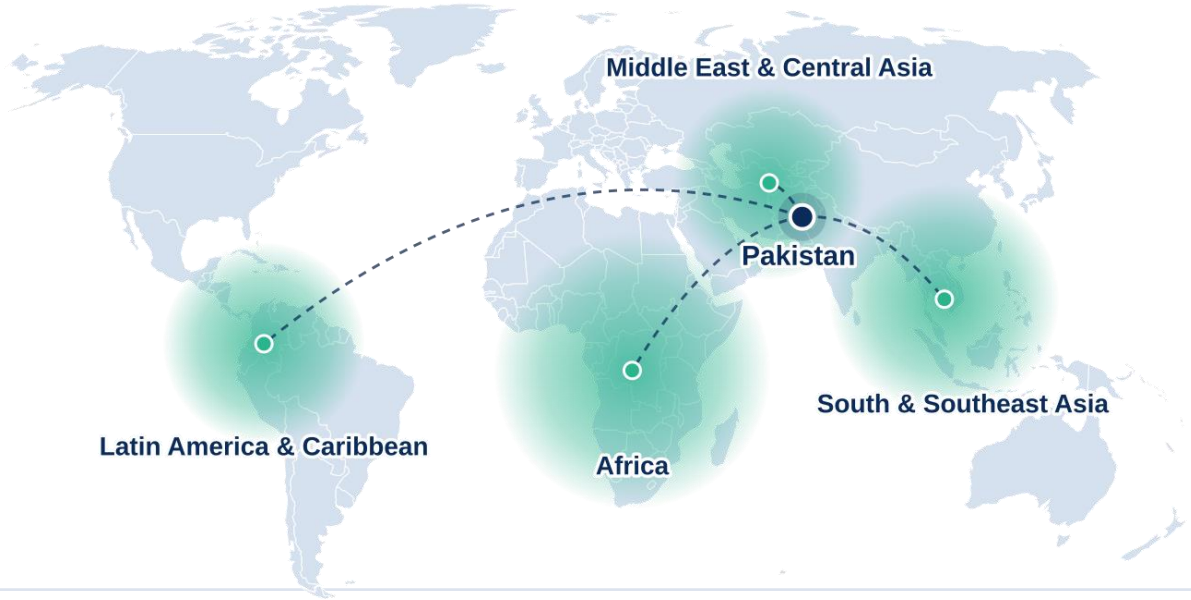
Strategic response: build resilience while growing the chronic and specialty care portfolio

Focus: cardiometabolic, gastroenterology, hepatology, dermatology, urology and gynaecology; new launches, innovation and emerging therapies.

Future Outlook – Growing Locally and Globally

Target export regions

38 target export markets



Lenacapavir – Gilead voluntary licence

OCT 2024

Non-exclusive licence for generic lenacapavir (HIV treatment; prevention subject to regulatory approvals) across 120 primarily low- and lower-middle-income countries. One of six global partners.

SEP 2026

Royalty-free licence expanded to investigational once-yearly lenacapavir for HIV prevention (PrEP), covering 120 high-incidence countries.

Local market penetration

Generic sales growing ahead of the market, supported by new launches and field force expansion.

Wider export footprint

38 markets targeted for future exports for existing products and Lenacapavir.

International-standard facilities

Upgrading production facility to international standards to strengthen quality and our export presence.

Future focus: quality-led growth – stronger local presence, new export markets and Lenacapavir access

FEROZSONS
LABORATORIES LIMITED

Questions & Answers

70 YEARS OF TRUST
A LIFETIME OF CARE

People Trust Us



THANK YOU