

November 17, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi.



Corporate Briefing Session

Dear Sir,

This is to inform you that the Corporate Briefing Session of IBL HealthCare Limited will be held through **video link** on November 24, 2023 at 03:30 p.m. at registered office of the company i-e, 2nd floor, One IBL Centre, Plot No.1, Block 7 & 8, DMCHS, Tipu Sultan Road, Karachi to brief the investors/analysts/shareholders about the financial performance of the Company for the year ended June 30, 2023 and future outlook.

We would appreciate your assistance in communicating this information to members of the Exchange.

Yours Sincerely

HUSSAIN MURTAZA
Company Secretary

COPORATE BRIEFING SESSION

You are cordially invited to the Corporate Briefing
Session of IBL HealthCare Limited

Conducted By:

Mr. S. Nadeem Ahmed
(Group Chief Executive Officer/Director)
Mr. Mufti Zia Ul Islam
(Chief Executive Officer)
Mr. Hammad Bin Kafeel
(Chief Financial Officer)

For any query, please contact

Mr. Hussain Murtaza
(Company Secretary)
IBL HealthCare Limited
Hussain.murtaza@iblhc.com
021-37170204

Join Zoom Meeting

[https://us05web.zoom.us/j/787
2057005?pwd=YN3bNqSUITTNV
Tc5TzSMbzFvFcVmVr.1&omn=85
003159089](https://us05web.zoom.us/j/7872057005?pwd=YN3bNqSUITTNV Tc5TzSMbzFvFcVmVr.1&omn=85003159089)

Meeting ID: 787 205 7005
Passcode: 5mwebx

Venue: Zoom Meeting

Date: Friday, 24th

November, 2023

Time: 03:30 – 04:30 pm

***CORPORATE
BRIEFING
SESSION
2022-23***



SESSION OUTLINE

- Company's Overview
- Financial Highlights
- Future Outlook
- Question & Answers



COMPANY'S OVERVIEW

- Incorporated as Private Limited company in July 1997.
- In November 2008, Company's shares were listed on Pakistan Stock Exchange.
- IBL HealthCare Limited (IBLHC) is a subsidiary of The Searle Company Limited.
- IBLHC is engaged in marketing & distribution of Nutrition, Medical Devices, Pharma & Consumer Products.
- The Company has maintained a cumulative annual growth of 21% in last five-years.



CORPORATE BUSINESS PARTNERS



HEALTH ▸ HYGIENE ▸ HOME



BAUSCH + LOMB
See better. Live better.

SANBE



WEGO 威高



TOP QUALITY, TOP EFFICIENCY



**ULTRA
MED**





Nutrition

Infant
Formula

Medical
Nutrition

Baby
Cereals

Lifestyle
Nutrition

Speciality



Health And Wellness

Consumer Health

Hygiene and Safety



Ophthalmic

Vision Care

Pharma



Medical Disposables

Renal
Care

Critical Care
& Anesthesia

Medical
Gloves

Blood
Transfusion

IV
Administration



Pharmaceutical

Gastroenterology

General
Medicine

Anesthesia

Uro-
Gynecology

Urology



Nutrition



Pharmaceutical



Ophthalmic





Health And Wellness



Medical Disposables



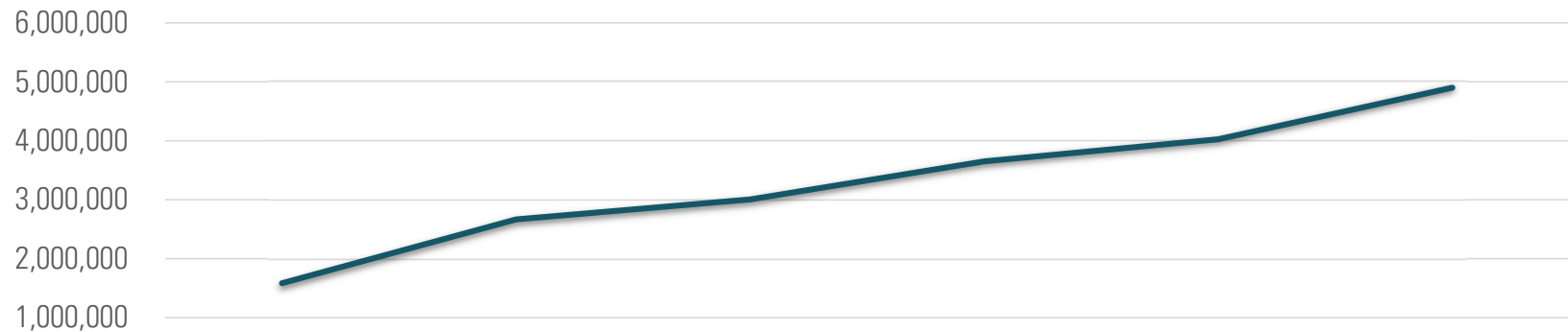
Financial Highlights



FIVE YEAR PERFORMANCE & FUTURE TARGET

Operating Results

(PKR '000)



| | 2018-19 | 2019-20 | 2020-21 | 2021-22 | 2022-23 | 2023-24 |
|--------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| — Revenue | 1,584,972 | 2,664,604 | 3,003,909 | 3,651,125 | 4,027,874 | 4,900,000 |
| — Profit After Tax | 121,376 | 220,030 | 300,488 | 302,859 | 308,963 | 382,000 |

— Revenue — Profit After Tax

PROFIT & LOSS FY 2022-23

| (PKR '000) | Jun-23 | Jun-22 | Growth % |
|------------------------|---------------|---------------|-----------------|
| Net Revenue | 4,027,874 | 3,651,125 | 10% |
| Gross Profit | 1,340,447 | 1,256,237 | 7% |
| Profit from operations | 609,676 | 570,691 | 7% |
| Profit after tax | 308,963 | 302,859 | 2% |
| Gross Profit % | 33% | 34% | |

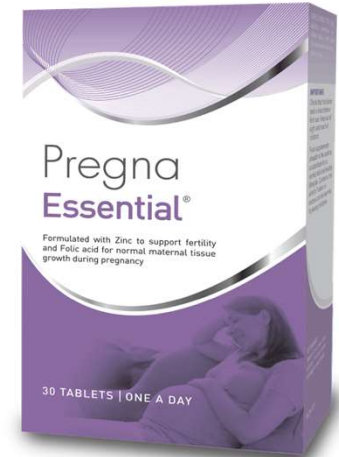
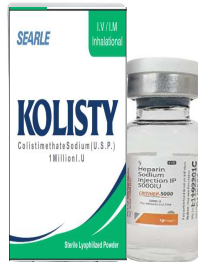
FUTURE OUTLOOK



NEW LAUNCHES MEDICAL DEVICES



PHARMACEUTICAL & NUTRACEUTICAL



HEALTH & WELLNESS



Q&A

THANK YOU

Find us on



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