

Corporate Briefing Session

Six Months Ended Dec' 24

H1 FY 24-25 – At a Glance

Unconsolidated Financials



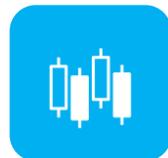
Revenue ▲ 3%
PKR 62,272 Mln



EBIT ▲ 16%
PKR 9,340 Mln



PAT ▲ 23%
PKR 6,218 Mln



EPS ▲ 23%
PKR 67.33

Consolidated Financials



Revenue ▲ 4%
PKR 62,246 Mln



EBIT ▲ 16%
PKR 9,400 Mln



PAT ▲ 25%
PKR 6,301 Mln



EPS ▲ 25%
PKR 68.23

Key Highlights – H1 FY 2024-25

Avg Policy Rate
17.6%

Avg PKR Depreciation
▼ 0.01%

LSM (YTD Dec'24)
▲ 0.02%

Avg Inflation
7.22%

1

The Company completed an asset acquisition from Pfizer Pakistan Ltd. and other Pfizer entities.

2

Integration of Pfizer portfolio and better margins in Polyester and Pharmaceuticals segments resulted in higher Operating performance.

3

Soda Ash, Chemicals & Agri Sciences and Animal Health Segments impacted by challenging demand conditions.

4

Lower finance cost attributable to reduction in policy rate.

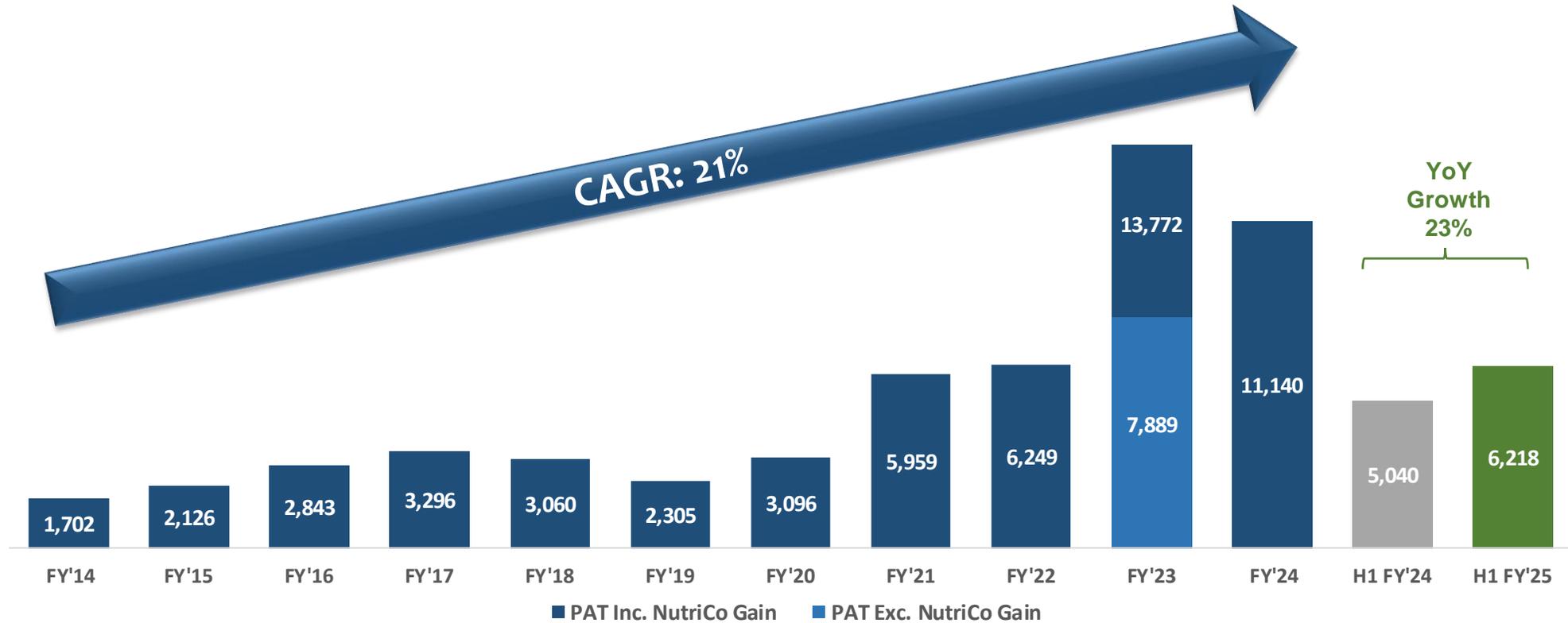
Strong Capital Structure

Healthy payout and low gearing ratios, whilst investing heavily in growth/expansion projects.

PKR' m

	Ratios	FY'20	FY'21	FY'22	FY'23	FY'24	H1 FY'25
 Healthy Returns	ROCE	20%	29%	35%	45%	48%	47%**
	PAT	3,096	5,959	6,249	13,772*	11,140	6,218
	Payout Ratio	47%	62%	52%	50%	50%	50%***
 Balance Sheet Strength	Total Net Debt / (Surplus)	10,843	6,995	17,888	7,528	440	4,427
	Gearing	35%	23%	40%	17%	1%	9%
	Equity	20,232	23,879	26,391	37,831	43,576	46,746
 Strong Cash Generation	Cash flow from Operations	7,548	9,067	2,877	4,091	14,489	10,860
	Free Cash flow	6,579	8,353	234	2,628	12,020	9,147
	CAPEX / Investments	1,604	2,828	9,349	3,718	5,414	5,823

Historical Performance post YBG Acquisition



Company Performance

H1 FY 24-25

Financial Performance by Business – Standalone

Resilient performance despite challenging economic conditions.



Soda Ash



Polyester



Pharmaceuticals



Chemicals & Agri Sciences



Animal Health



LCI

NSI

20,221 ▼ 17%	22,169 ▲ 13%	10,429 ▲ 80%	6,616 ▼ 6%	2,789 ▼ 14%	62,272 ▲ 3%
Vs. 24,505	Vs. 19,692	Vs. 5,782	Vs. 7,007	Vs. 3,329	Vs. 60,222

Amount in PKR Mln

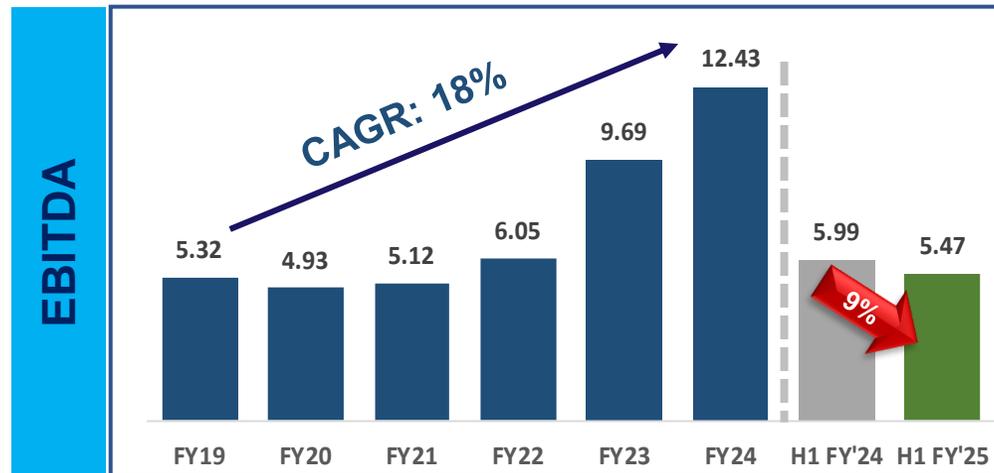
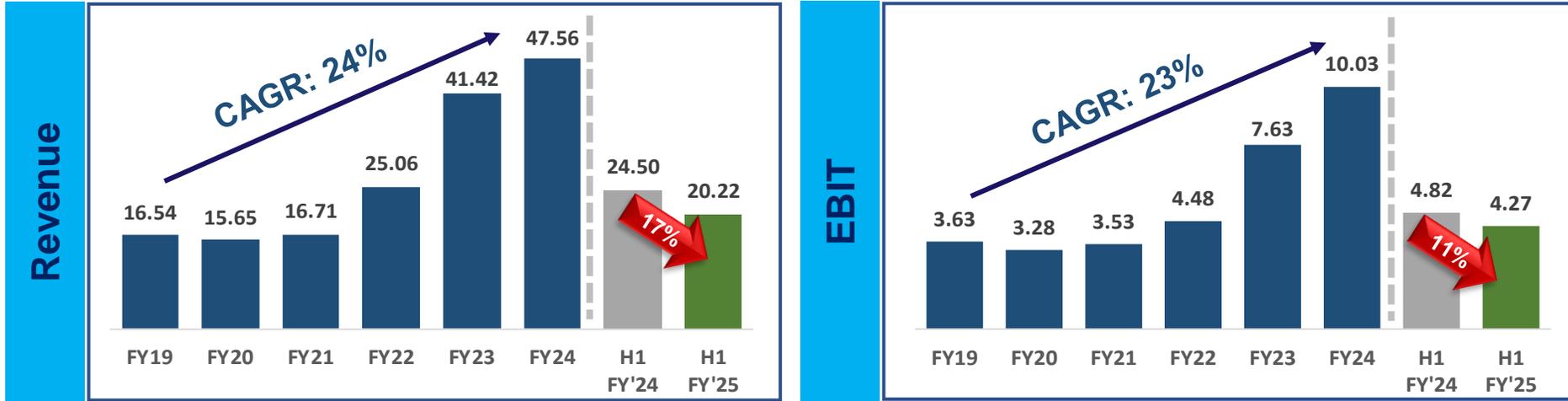
EBIT

4,269 ▼ 11%	1,237 ▲ 89%	2,392 ▲ 147%	964 ▼ 15%	478 ▼ 5%	9,340 ▲ 16%
Vs. 4,821	Vs. 654	Vs. 967	Vs. 1,136	Vs. 501	Vs. 8,079

Financial Performance – Soda Ash

Weak demand impacted domestic sales and declining commodity prices impacted exports.

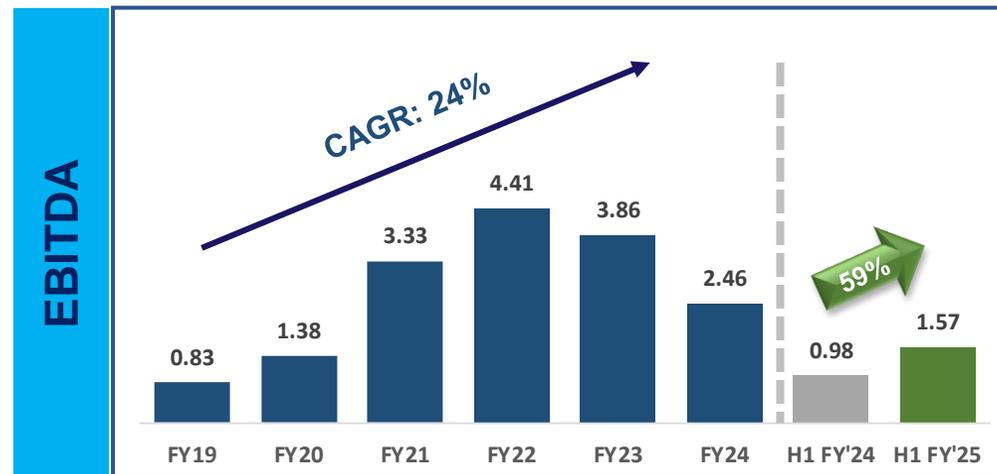
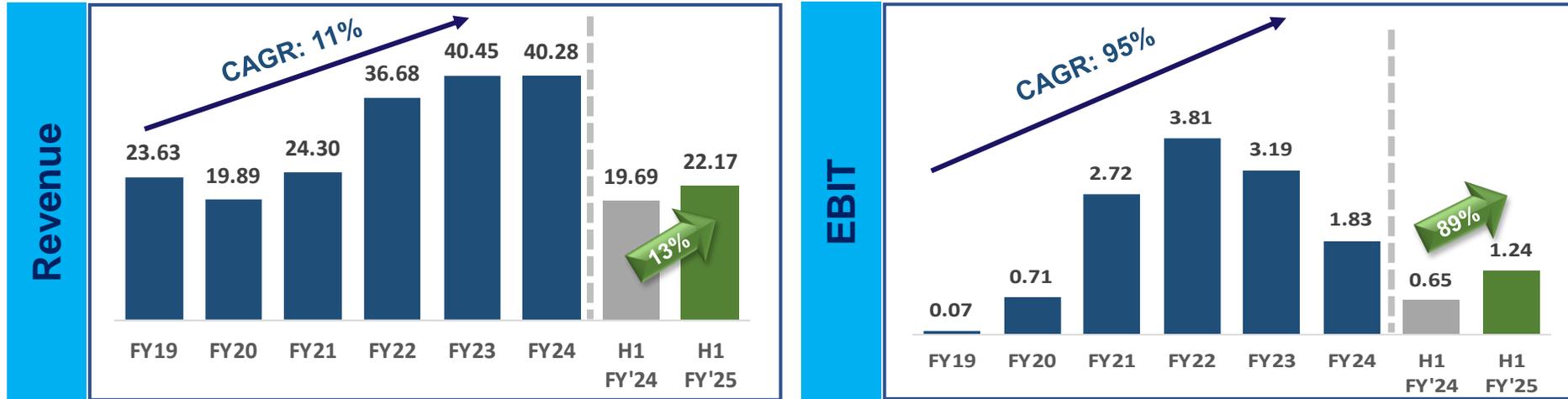
Amount in PKR Bln



Financial Performance – Polyester

Increased volumes and higher global freight rates resulted in better margins.

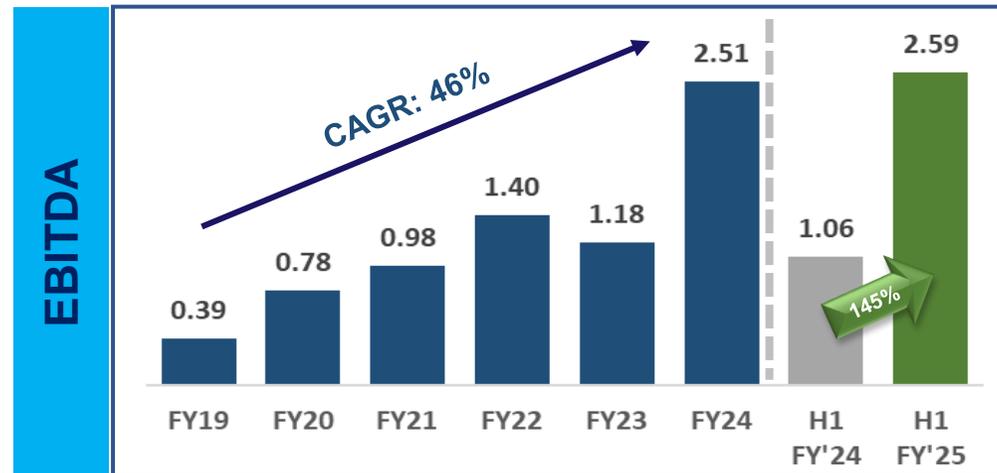
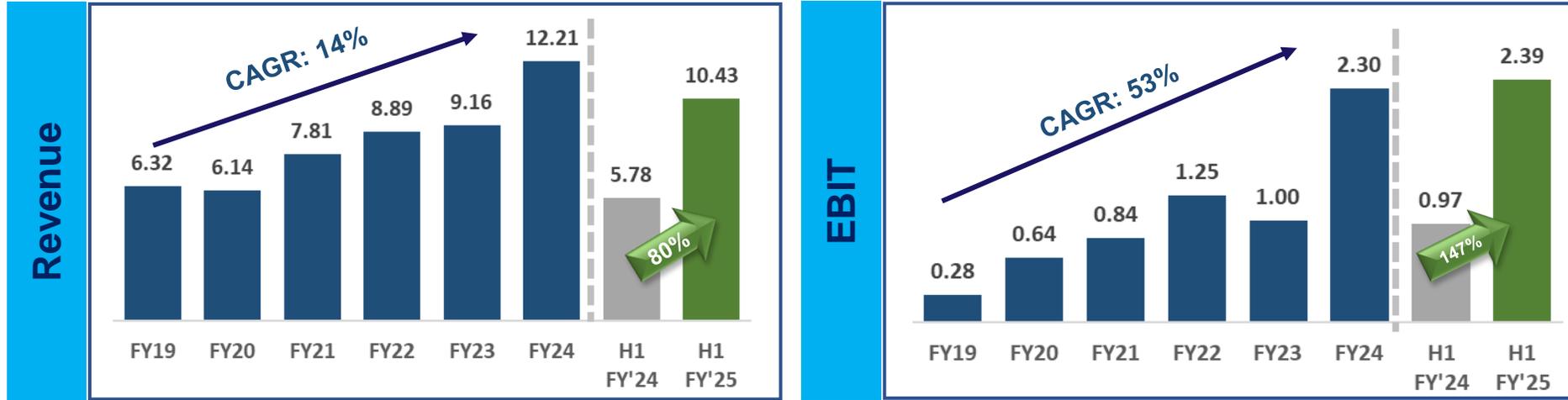
Amount in PKR Bln



Financial Performance – Pharmaceuticals

Integration of Pfizer portfolio, stability of PKR and certain price adjustments resulted in improvement.

Amount in PKR Bln



Asset Acquisition from Pfizer Entities

Completed on 6th September, 2024

Acquisition of a manufacturing facility and the following brands



Ansaïd



Ponstan



Lysovit



Deltacortril



Mycitracin



Corex-D

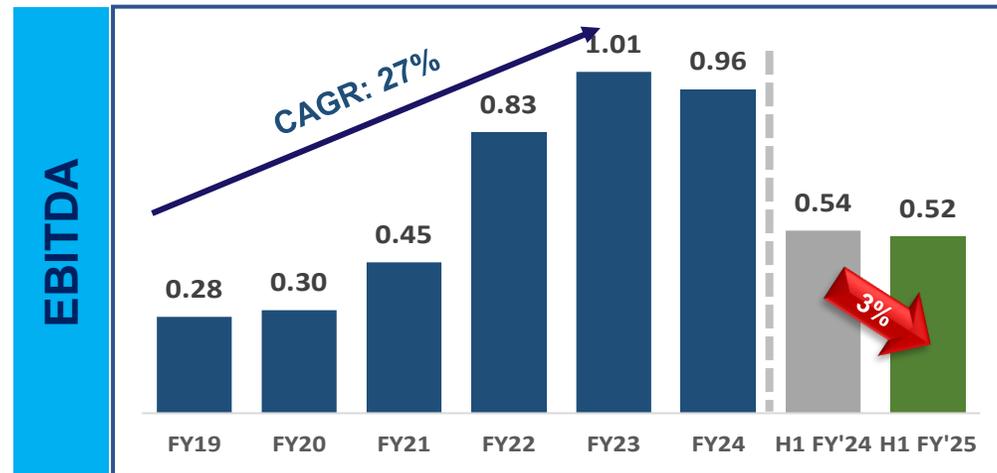
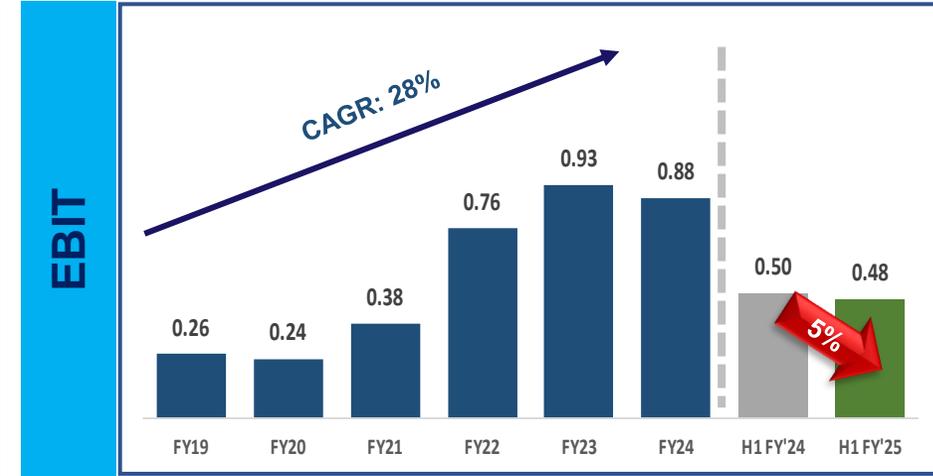
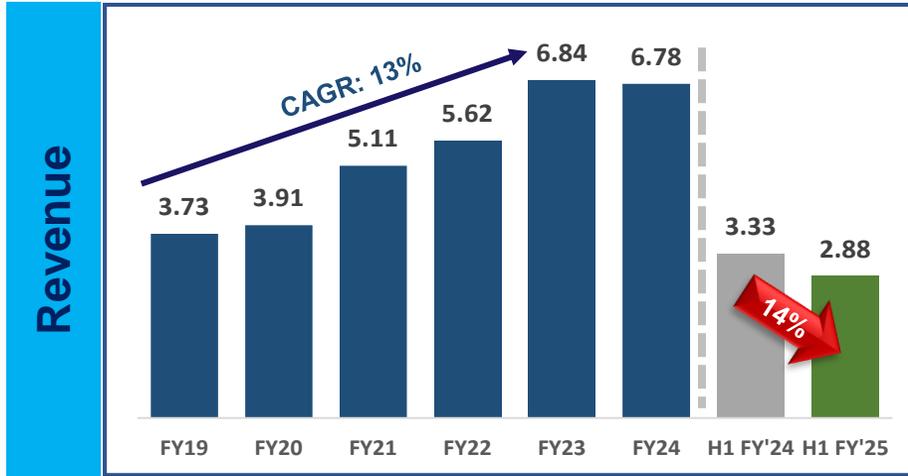


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Financial Performance – Animal Health

Decline in livestock and poultry market, reduced purchasing power and imposition of sales tax on feed impacted the business.

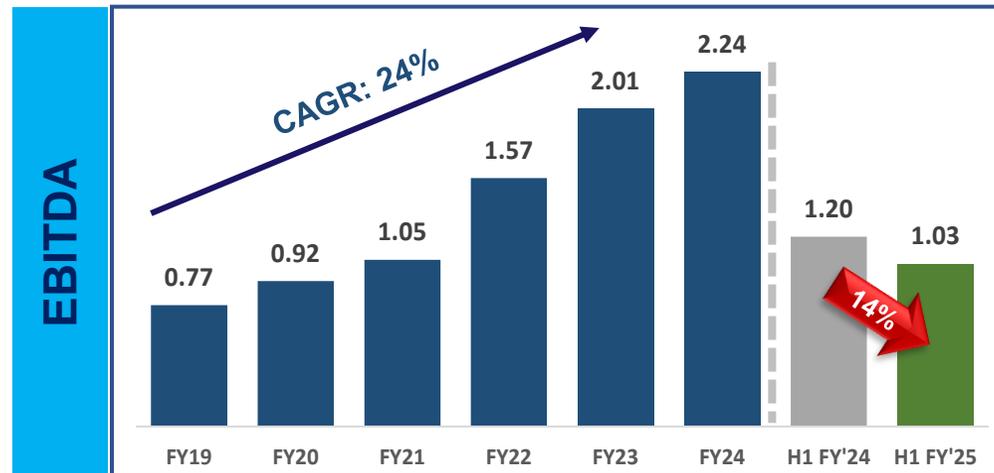
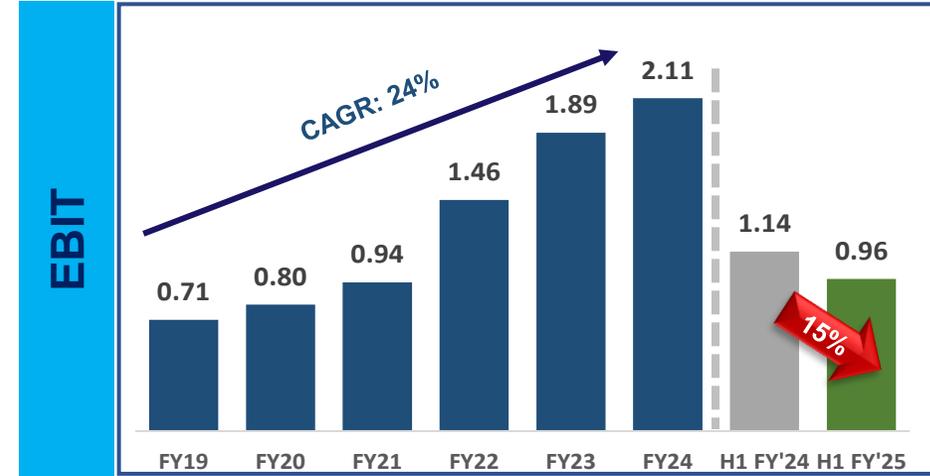
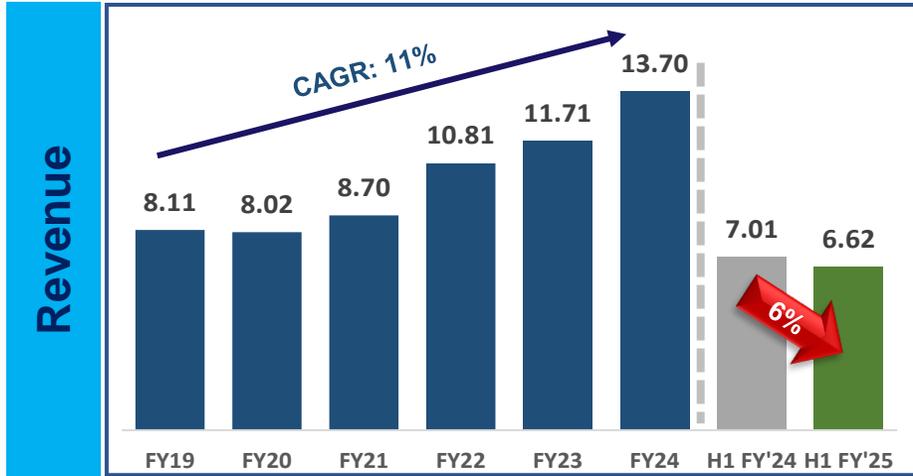
Amount in PKR Bln



Financial Performance – Chemicals & Agri Sciences

Reduced margins impacted the chemicals and masterbatches segment. Liquidity constraints and adverse weather conditions impacted the Agri segment.

Amount in PKR Bln



Q&A Session