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One Dream
One Otsuka
It's time to Accelerate

Otsuka

CORPORATE BRIEFING SESSSION (CBS) 2026



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COMPANY BRIEF

Otsuka

Company Name: Otsuka Pakistan Limited

Symbol: OTSU

Date of Incorporation: February 22, 1988

Date of Commencement of Commercial Production: April 11, 1988

Vision: Otsuka-people creating new products for better health worldwide

Mission: To provide quality health care products while maintaining leadership position in chosen segments by working efficiently towards customer satisfaction, rapid growth and enhanced stakeholders value

Nature of Business: Manufacturer of I.V. Solutions and Nutraceuticals. Also commercial Importer of Pharma & Medical Devices products.







BOARD OF DIRECTORS



Mr. Mikio Bando
Chairman



Mr. Moin Ur Rehman
CEO/ Executive Director



Mr. Abid Hussain
Independent Director



Mr. Suhari Mukti
Director



Mrs. Navin Salim Merchant
Independent Director



Mr. Jun Chihara
Director



Mr. Tariq Mehtab Feroz
Director

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MANAGEMENT PROFILE

Mr. Moin ur Rehman
Chief Executive Officer



MBA from IBA Karachi in Marketing and Finance

A life-sciences business professional with more than 2 decades of diversified commercial, Regulatory and Legal affairs experience, overseeing the company's day-to-day administrative & business operations.

Mr. Tauseef Ahmed Shaikh,
Chief Financial Officer
& Chief Compliance Officer



Fellow Chartered Accountant (ICAP)

A Fellow Chartered Accountant with over 13 years of post-qualification experience of manufacturing and service industries in Pakistan and Saudi Arabia. He has gained valuable experience working with top-tier organizations, including Ernst & Young, Johnson and Johnson Pakistan, Saudi Federal Transformers and the ICAP.

Mr. M. Owais Qazi
Head of Supply Chain



MBA from IBA in Marketing
Specialization courses on Supply Chain

More than 20 years experience in different companies Glaxo Smith Kline, Getz Pharma & MSD.

Dr. Saima Aamir
Head of Marketing & Sales
(PN&EN)



M.B.B.S and MBA in Marketing

More than 22 years of rich, hands-on experience in marketing and sales within the pharmaceutical industry, having worked with leading companies such as Novartis Pharma and The Searle Pharmaceutical.

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MANAGEMENT PROFILE

Mr. Noor Illahi
Head of Plant



Pharm-D from
Federal Urdu University
Karachi

Having 20 years of production experience in the pharmaceutical industry, including Otsuka Pakistan Ltd. & Mediflow Pharma. He specializes in sterile manufacturing, filling & sealing, aseptic area validation, BFS technology, production planning, GMP compliance, safety and environmental standards, and Japanese management techniques.

Dr. Waseem Shahzad
Head of Quality Operations



Ph. D
(Pharmacy)

More than 20 years of working experience in pharma manufacturing, organizations as Pharm Evo, Martin, Dow, Cirin, Hudson, and Vision Pharma.

Mr. David Sunil
Head of HR, IRM & Admin.



MBA (HRM)
Certification in HRM

More than 20 years of diversified work experience with companies and Institutes like Grace Institute, UNHCR, Clough Engineering, Telecard & Supernet, Arfeen group.

Mr. Amir Khalid
Company Secretary



ICAP (Associate Member)
Institute of Chartered Accountants of Pakistan

His experience across multiple sectors includes external & internal audits, compliance reviews, and financial reporting, with strong expertise in business processes, internal controls, risk management, and reporting frameworks.

COMPANY'S PRODUCTS

Standard Solutions:



NISF Normal Saline
0.45% Sodium Chloride Injection U.S.P. Therapeutic Class Hypotonic crystalloid salt solution



Pladex-5
5% Dextrose Injection U.S.P. Therapeutic Class Hypotonic



PLADEX-10
10% Dextrose Injection U.S.P. Therapeutic Class Hypotonic



Pladexsal
5% Dextrose and 0.9% Sodium Chloride Injection U.S.P. Therapeutic Class Hypotonic







Ampoules 25 mL:

1. 25% Dextrose Injection B.P (Dextrose 25% in Water)
2. 0.9% Sodium Chloride Injection B.P Sodium Chloride 0.9% w/v (Normal Saline)
3. Potassium Chloride Injection Potassium Chloride 7.46% w/v
4. Water for Injections B.P. Sterile Water

Electrolyte Solutions:



RINGOLACT
Lactated Ringer's Injection U.S.P.
Therapeutic Class
Isotonic crystalloid solution. Physiologic electrolyte solution.



RINGOLACT-D
(Lactated Ringer's and 5% Dextrose Injection U.S.P)
Therapeutic Class
Isotonic crystalloid solution and carbohydrate source.



PLABOLYTE-M
(5% Dextrose and Electrolytes Injection)
Therapeutic Class
Hypotonic solution with electrolytes and carbohydrate source.



PLADEXSAL 1/5
(4.3% Dextrose and 0.18% Sodium Chloride Intravenous Infusion B.P.)
Therapeutic Class
Crystalloid solution with carbohydrate source.



100 ML (Standard Solutions):

1. Plasaline (0.9% Sodium Chloride Intravenous Infusion B.P.) (Normal Saline) Therapeutic Class Isotonic crystalloid salt solution
2. Pladex-5

COMPANY'S PRODUCTS

Clinical Nutritional:



PAN-AMIN G

Each 1000 mL contains various imported Aminacid. Recommended for provision of amino acids and energy in patients who require IV nutrition.



Aminovel-600

Each 1000 mL contains various imported Aminacid. Recommended for provision of amino acids and energy in patients who require IV nutrition.



Aminoleban Injection

Amino Acids Injection for Hepatic Encephalopathy
(Special Formula 8% Amino Acids Injection)

100 mL:



OTSOZUL

(Metronidazole 500mg/100ml)
Single Dose 100 mL Container Composition:
Each 100ml bottle contains 500mg of Metronidazole B.P. (0.5% W/V).



Otsuflox

Ciprofloxacin – 200mg/100ml IV Infusion (ciprofloxacin) is a synthetic broad-spectrum antimicrobial agent for intravenous (I.V.) administration. Ciprofloxacin



Otsumol

1g/100ml Infusion (Paracetamol)
Solution for I.V. intravenous paracetamol used for pain relief and fever reduction

COMPANY'S PRODUCTS



Medical Devices

The Urea Breath Test (UBT)
Otsuka Urea Breath Test System
(13C-Urea Breath Test)
UBIT Tablets are film-coated tablets, each containing 100 mg of urea (13C).



Pletaal tablets

contain the active ingredient cilostazol and are used to improve blood circulation, most commonly for patients with intermittent claudication. The tablets are available in two strengths: 50 mg and 100 mg.



Mucosta® Tablet 100

MUCOSTA Tablet contains 100 mg of Rebamipide.
A gastroprotective agent usually used for the treatment of gastric ulcer and for improvement of gastric mucosal lesions (erosion, bleeding, redness and edema) in acute gastritis and acute exacerbation of chronic gastritis.



Aminoleban Oral

Aspecially formulated nutritional supplement for patients with chronic liver impairment. It is a nutritional supplement that contains high concentration of Branched-chain amino acids. Aminoleban is an orange flavored powder each 50 grams



PROTEN ® Gold

A dietary management of patients with malnourished conditions who require energy and nutrition supplement in general conditions.



AlphaBerry Plus

A natural supplement for a healthy urinary tract, providing 100% natural Cranberry extract with the added benefits of Vitamin C and great taste.



ORTIE

(oral rehydration therapy) is a special combination of dry salts and Vitamin C to be mixed with safe water. It is an advanced formula (low osmolar) according to WHO guidelines.

COMPANY'S RECENT PRODUCTS LAUNCHES

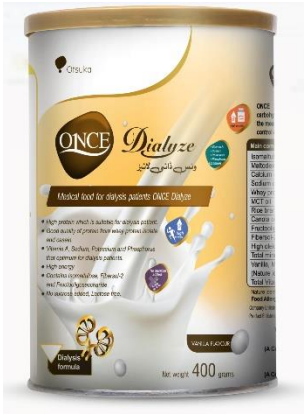
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Gen-DM MF **(LAUNCHED JUNE 2025)**
Gen-DM MF can potentially support malnourished diabetic patients in making appropriate dietary choices as part of their nutrition plan.



Neo-Mune **(LAUNCHED AUGUST 2025)**
A nutritional supplement for Perioperative and cancer patients who require high-protein and high-calorie formula.



Once Dialyze **(LAUNCHED OCTOBER 2025)**
Once Dialyze powder consists of proteins, fats, carbohydrates, vitamins and minerals for supplement the meal. Optimum for dialysis patients.

FATOLIP **(LAUNCHED JANUARY 2025)**
Medium and Long Chain Fat Emulsion Injection (C8~24Ve) which provides energy and essential fatty acids for patients requiring parenteral nutrition.



ONCE Renal, an imported product from Thai Otsuka Pharmaceutical, is scheduled for launch in **December 2026**. It is a specialized medical food formulated for patients with chronic kidney disease (CKD) in the pre-dialysis stages (Stages 1–4).

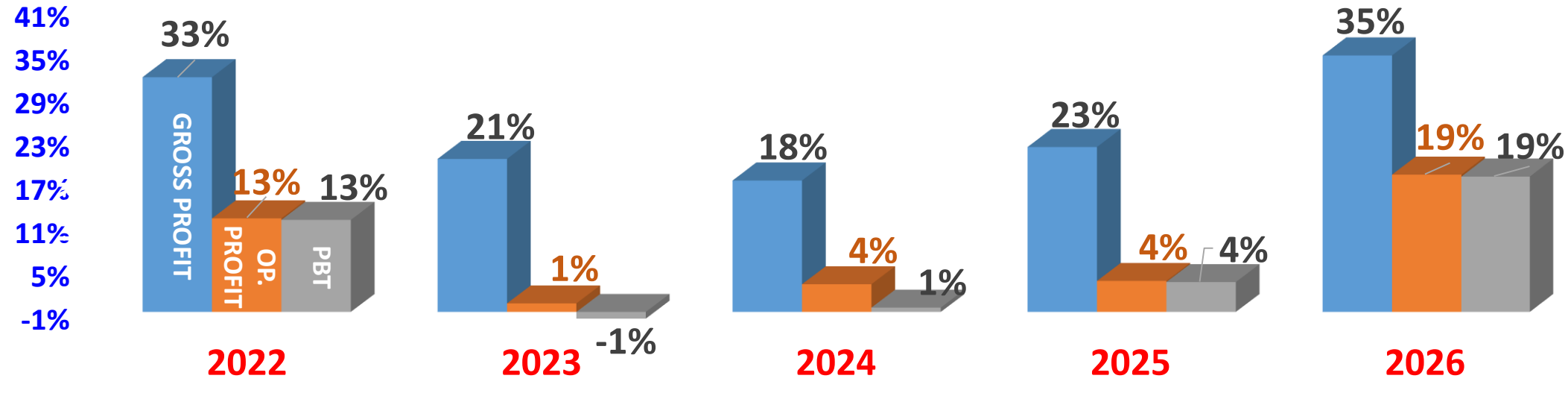


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FINANCIAL PERFORMANCE – 5 YEARS

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Profit & (Loss) Statement	2022	2023	2024	2025	2026
	-------- Rs. In 'million ----------				CAGR 10%
Sales- net	2,852	3,035	3,164	3,779	4,111
Gross Profit	927	644	577	863	1,459
Operating Profit/(Loss) excluding Exhange gain/(loss)	**446**	**228**	**30**	**309**	**642**
Exchange Gain / (Loss) - Net	(75)	(192)	92	(146)	141
Operating Profit/(Loss)	371	36	122	163	783
Profit/(Loss) before tax	365	(28)	19	157	772
Profit/(Loss) after tax	232	(7)	(5)	28	472



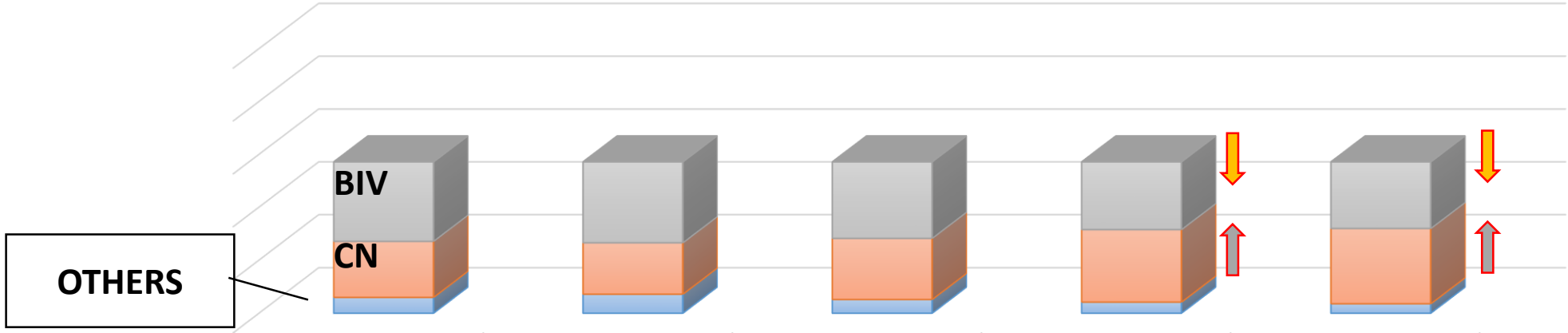
FINANCIAL PERFORMANCE – 5 YEARS

CASH FLOW STATEMENT	2022	2023	2024	2025	2026
	-------- Rs. In 'million ----------				
Opening	**44**	**(43)**	**(431)**	**312**	**379**
Cash flows from Operations	23	(129)	318	364	330
Cash flows from Investments	(47)	(213)	(87)	(253)	(142)
Cash flows from Financing	(63)	(46)	512	(44)	(15)
Closing	**(43)**	**(431)**	**312**	**379**	**552**

Capital Structure					
Borrowing	500	957	976	1,084	943
Equity	713	698	676	696	1,161
Capital Employed	**1,213**	**1,655**	**1,652**	**1,780**	**2,104**

SALES PERFORMANCE – 5 YEARS

SALES	2022	2023	2024	2025	2026	CAGR
	---------- Rs. in million ----------					%
BIV	1,500	1,626	1,602	1,696	1,815	5%
CN	1,054	1,029	1,276	1,807	2,040	18%
OTHERS	298	380	286	276	256	-4%
TOTAL	**2,852**	**3,035**	**3,164**	**3,779**	**4,111**	**10%**



	2022	2023	2024	2025	2026
BIV	53%	54%	51%	45%	44%
CN	37%	34%	40%	48%	50%
OTHERS	10%	12%	9%	7%	6%

FUTURE OUTLOOK

- **The pharmaceutical industry in Pakistan** is expected to maintain a gradual growth, supported by improved macroeconomic stability, exchange-rate stability, and an improving overall business environment.

- **The Company continues to maintain a clear strategic focus** on strengthening the Clinical Nutrition (CN) business, while optimizing and rationalizing the Basic IV Solutions (BIV) business to improve overall portfolio performance and resource allocation.

- **Sustainable growth remains a key priority**, with continued expansion of both Parenteral Nutrition (PN) and Enteral Nutrition (EN) segments, supported by new product introductions, and focused sales execution. The Company aims to achieve volumetric growth and further strengthen its market position.

- **Once Renal as new product launch** is planned on December 2026 in the EN category line is a specialized medical food designed for pre-dialysis chronic kidney disease (CKD) patients.

- **Manufacturing Restructuring:** Manufacturing of the Company's 1,000 ml products is planned to be shifted from Production Line-II to Production Line-I to optimize capacity utilization and operational efficiency.

- **The Company remains committed** to create sustainable value for its stakeholders, including patients, healthcare professionals, customers, business partners, employees, shareholders, and the wider community, while maintaining responsible and sustainable business practices.

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“Thank You”

