



OTSUKA PAKISTAN LIMITED

NOTICE OF CORPORATE BRIEFING SESSION (CBS) - 2025

This is to inform you that the Corporate Briefing Session of Otsuka Pakistan Limited is scheduled to be held on the following date and time to brief the shareholders, prospective investors and analyst community about the historic and current financial performance upto June 30, 2025. This session will also apprise about current economic environment as well as future outlook of the Company.

DATE: October 28, 2025

DAY: Tuesday

TIME: Tentatively by 11:30 a.m.[after conclusion of 37th Annual General Meeting (AGM)]

VANUE: at the Ball Room A & B, Mövenpick Hotel, Club Road, P.O. Box 3918, Karachi

This briefing session will be held physically and virtually (via video-link facility). Interested participants are requested to share their confirmation of participation by email to Company' Share Registrar i.e. M/s. THK Associates Pvt. Ltd. at sfc@thk.com.pk or to the Company at secretarialcompliance@otsuka.pk at least 48 hours before the session time. The interested participants are also requested to provide the information as per the below

| S. No. | Name of Participant | Cell (Whatsapp) Number | Email Address | Type of Participation (Physical / Online) | Name of Organization |
|--------|---------------------|------------------------|---------------|---|----------------------|
| | | | | | |
| | | | | | |

Guidelines for participaiton through online:

1. Complete details of the video link sesssion will be sent to all the participants on their given email address &/or whatsapp number.
2. The participation will be able to login and participate through their smart phones &/or computer devices from their convenient location.
3. The login facility will be opened at 11:10 a.m. on October 28, 2025 enabling all the participants to join the session which will be started right after the conclusion of 37th AGM (tentatively by 11:30 am)
4. Kindly join 5 to 10 minutes in advance of the scheduled time of the Corporate Briefing.
5. Please enter your name and the name of your respective institution in the above-mentioned format 'Full Name - Institution' while entering the meeting ID.
6. The briefing attendees would be requested to stay on "Mute" mode.
7. For the Q&A session, the briefing attedeeds would be requestd to type their questions or comments in the chat box so that the session administrror can read them along with their name and response accordingly.
8. The attendees can also use the actions available on Zoom and raise a hand so that it becomes visible to the session administrator and the respective meeting attendee would subsequently be asked to go on "Unmute" mode and ask their question or mention their comments.

Rao Sajid Ali Khan
Company Secretary



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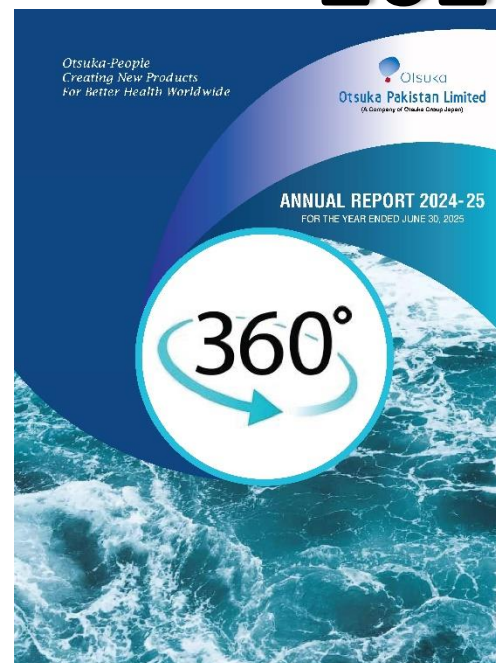


Otsuka



CORPORATE BRIEFING SESSSION (CBS)

2024-25



For L i f e .

Realizing
the hidden power
within.



HUNDRED YEAR
OTSUKA QUALITY

Otsuka Holdings Co., Ltd.





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Disclaimer



- 1. This presentation has been prepared by Otsuka Pakistan Limited (OPL) solely for the compliance of PSX/N-92 for Mandatory Corporate Briefing Session (CBS) by Listed Companies. 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 any opinion contained herein or any opinion rendered thereto. Neither OPL nor any of its respective 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.*
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1. COMPANY BRIEF

OPL CBS 2024 - 25



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:

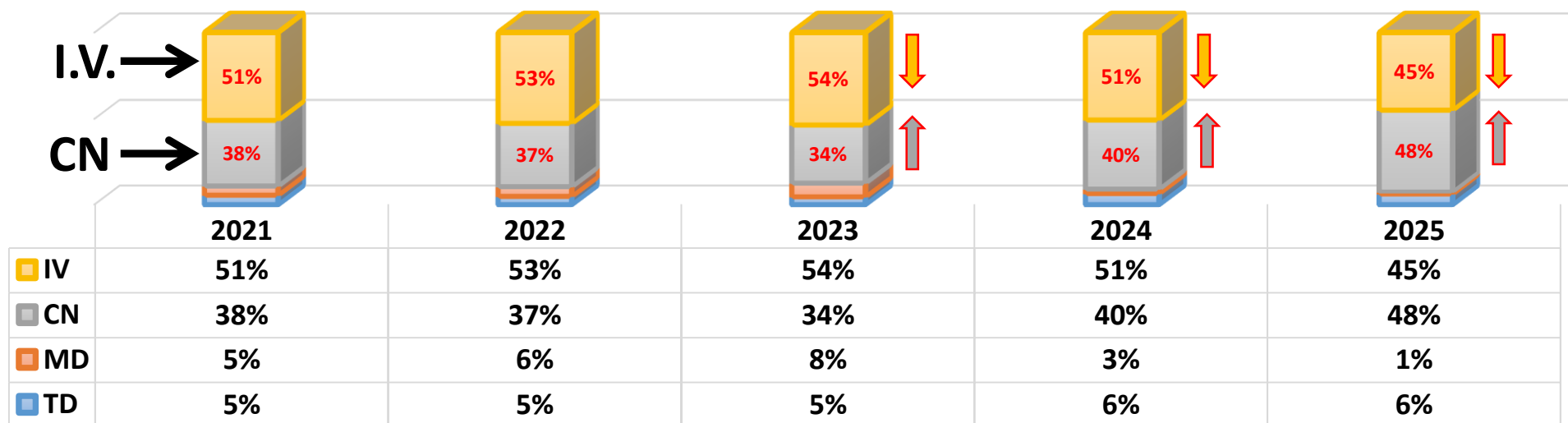
Manufacturer of I.V. Solutions and
Nutraceuticals. Also commercial Importer of Pharma & Medical Devices
products.





| OPERATING SEGMENTS | 2021 | 2022 | 2023 | 2024 | 2025 | CAGR |
|--------------------|----------------------------|--------------|--------------|--------------|--------------|------------|
| | ----- Rs. in million ----- | | | | | % |
| SALE OF IV | 1,293 | 1,500 | 1,626 | 1,602 | 1,696 | 7% |
| SALE OF CN | 977 | 1,054 | 1,029 | 1,276 | 1,807 | 17% |
| SALE OF TD | 140 | 137 | 138 | 204 | 235 | 14% |
| SALE OF MD | 136 | 161 | 242 | 82 | 41 | -26% |
| TOTAL | 2,546 | 2,852 | 3,035 | 3,164 | 3,779 | 10% |

Segment-wise
Sales





| Profit & (Loss) Statement | 2021 | 2022 | 2023 | 2024 | 2025 |
|---|-----------------------------|--------------|---------------|---------------|-------------|
| | ----- Rs. In 'million ----- | | | | |
| Sales- net | 2,546 | 2,852 | 3,035 | 3,164 | 3,779 |
| Gross Profit | 845 | 927 | 644 | 577 | 863 |
| Operating Profit/(Loss) excluding Exchange gain/(loss) | 432 | 446 | 228 | 30 | 309 |
| Exchange Gain / (Loss) - Net | 57 | (75) | (192) | 92 | (146) |
| Operating Profit/(Loss) | 488 | 371 | 36 | 122 | 163 |
| Profit/(Loss) before tax | 470 | 365 | (28) | 19 | 157 |
| Profit/(Loss) after tax | 386 | 232 | (7) | (5) | 28 |
| Earning / (Loss) PKR per share | 31.93 | 19.16 | (0.60) | (0.39) | 2.29 |

| Cashflow cycle | 2021 | 2022 | 2023 | 2024 | 2025 |
|-----------------------------|--------------|-------------|--------------|--------------|------------|
| ----- Rs. In 'million ----- | | | | | |
| Opening | (408) | 44 | (43) | (431) | 312 |
| Cash flows from Operations | 654 | 23 | (129) | 318 | 345 |
| Cash flows from Investments | (58) | (47) | (213) | (87) | (253) |
| Cash flows from Financing | (145) | (63) | (46) | 511 | (25) |
| Closing | 44 | (43) | (431) | 312 | 379 |

| Capital Structure | | | | | |
|-------------------------|------------|--------------|--------------|--------------|--------------|
| Borrowing | 405 | 500 | 957 | 976 | 1,084 |
| Equity | 501 | 713 | 698 | 676 | 696 |
| Capital Employed | 906 | 1,213 | 1,655 | 1,652 | 1,780 |



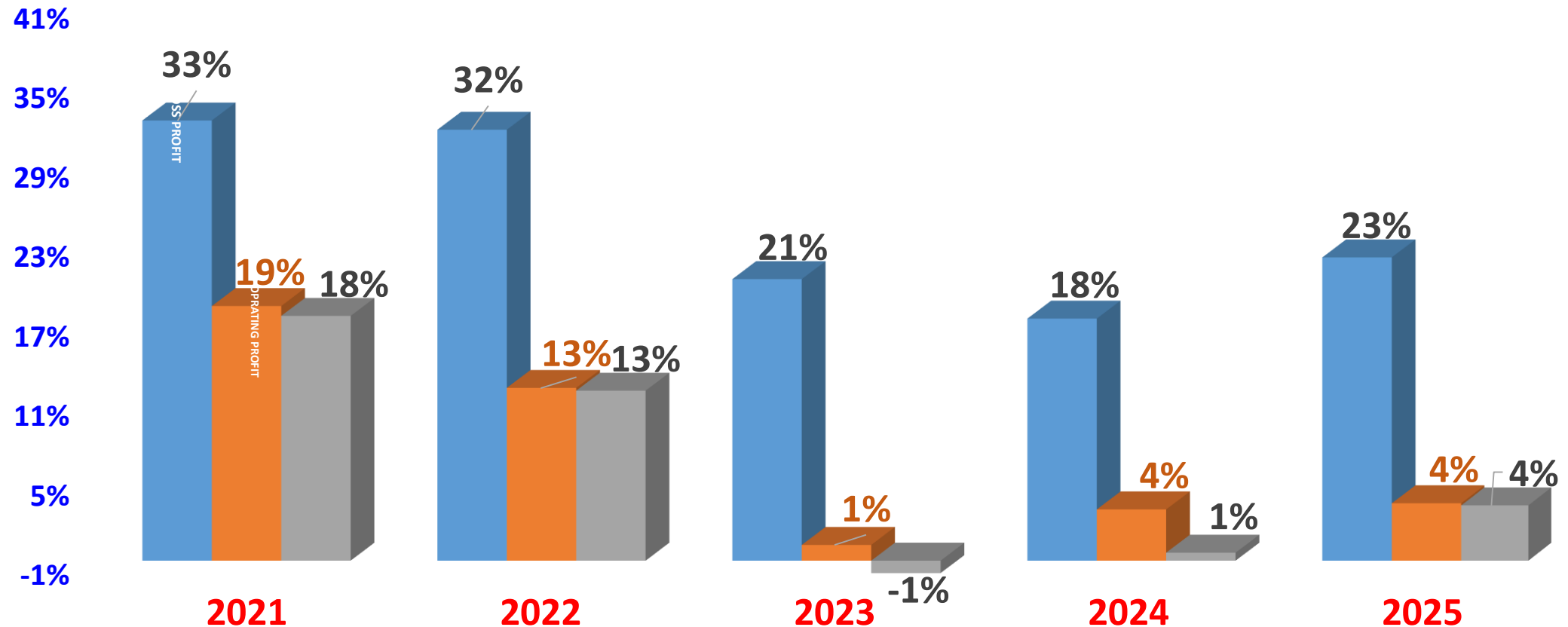
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2. FINANCIAL DETAILS – 5 YEARS

OPL CBS 2024 - 25



| | 2021 | 2022 | 2023 | 2024 | 2025 |
|--------------------------|-----------------------------|------|------|------|------|
| | ----- Rs. In 'million ----- | | | | |
| Gross Profit | 845 | 927 | 644 | 577 | 863 |
| Operating Profit | 488 | 371 | 36 | 122 | 163 |
| Profit/(Loss) before tax | 470 | 365 | (28) | 19 | 157 |





OPL current strategy is to establish Otsuka as Best partner in Clinical Nutrition by leveraging our current product portfolio, introducing innovative pipeline products, and strengthening our presence through targeted education, collaboration, and evidence-based promotion.

FATOLIP (LUNCHED JANUARY 2025)

- Medium and Long Chain Fat Emulsion Injection (C8~24Ve).
- Provides energy and essential fatty acids for patients requiring parenteral nutrition.



Gen-DM MF (LUNCHED 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 formula used as a nutritional supplement for immunodeficiency and severe stress. It is a high-protein and high-calorie formula.
- Perioperative and cancer patients require a higher calorie intake per serving.



Once Dialyze (LAUNCHED OCTOBER 2025)

- Once Dialyze powder consists of proteins, fats, carbohydrates, vitamins and minerals for supplement the meal. Optimum for dialysis patients.





❖ Strong Recovery in Profitability:

- FY 2024–2025 marked a strong recovery, driven by higher sales i.e. grew by 19.5%, led by strengthening of the Clinical Nutrition (CN) product line.
- De-regulation of Non-Essential products was a very significant positive development happened in Pakistan Pharmaceutical sector and the company has already received CPI price increase from DRAP for regulated products which will improve the overall profitability of the company.
- The Company has strategically shifted its logistics model to a door-to-door, distributor warehouse-based delivery approach. This transition has enhanced operational efficiency by lowering product deterioration rates and reducing delivery lead times.
- Our strategic focus on capacity building requires investment on our operational capabilities, which will help us sustain long-term growth and maximize shareholders' return.
- The Company has already devised a strategic plan to strategize Clinical Nutrition business and expand it by launching new value-added products with better margins. Company has strengthened value-added products to be added in the CN lines in near future.



- ❖ Focused on expanding the product portfolio through the launch of new, innovative, and value-added Clinical Nutrition (CN) and Enteral Nutrition (EN) products to address unmet patient needs.
- ❖ The CN/EN portfolio is being strengthened as a core strategic area.
- ❖ Continued investment in system improvements to enhance stable supply and quality product.
- ❖ Delivering sustainable value to patients, healthcare providers, and business partners.
- ❖ Plans are to offset such pressures through productivity improvements, better margin products, price adjustments, and investing in staff development.
- ❖ Investing in staff development programs to equip workforce with advanced production technologies.



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THANK YOU!



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Now, QA Session.....

