



**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities





**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

CORPORATE BRIEFING SESSSION (CBS) 2025

Tuesday, October 28, 2025





**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

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.*
- 2. The presentation may contain statements that reflect OPL expectations about the future. These forward-looking statements are based on assumptions about the future, which are beyond OPL control. OPL does not undertake any obligation to update any of these statements to reflect events that occur or circumstances that arise after the date of this presentation and it does not make any representation, warranty (whether express or implied) or prediction that the results anticipated by such statements will be achieved. In addition, past performance should not be taken as an indication or guarantee of future results.*
- 3. All or any part of this presentation may not be taken away, reproduced, copied (including photography by cell phone or voice recording), redistributed, retransmitted or disclosed in any manner or form and for any purpose whatsoever.*
- 4. By attending this presentation, you are agreeing to be bound by the above-mentioned limitations.*





**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

CONTENTS



1

COMPANY BRIEF

2

CORPORATE PROFILE - BOARD OF DIRECTORS

3

**CORPORATE PROFILE - MANAGEMENT
REPRESENTATIVES**

4

CORPORATE PROFILE - COMPANY'S PRODUCTS

5

FINANCIAL DETAILS – 5 YEARS

6

NEW PRODUCTS LAUNCHED - 2025

7

STRATEGIC/OPERATIONAL DEVELOPMENTS



**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

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.



CORPORATE PROFILE BOARD OF DIRECTORS



Mr. Mikio Bando
Chairman



Mr. Moin-Ur-Rehman
CEO/Director



Mr. Abid Hussain
Independent Director



Mr. Suhari Mukti
Director



Mrs. Navin Salim Merchant
Independent Director



Mr. Kimitaka Naito
Director



Mr. Tariq Mehtab Feroz
Director



Mr. Tsunezawa Hideshi
Alternate Director



Mr. Sajid Ali Khan
Alternate Director

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. Rao Sajid Ali Khan
Company Secretary &
Head of Special Project



**Fellow Cost and Management
Accountant (ICMAP)**

Has overall 37 years experience of in finance in different companies. During his tenure, he associated with Pakistan Petroleum Ltd, TDC, and Glaxo Laboratories an also member of the (ICMAP) since 1986.

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



**Fellow Chartered Accountant
(ICAP)**

A Fellow Chartered Accountant with over 12 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.

MANAGEMENT PROFILE

Muhammad Arshad Khan
Head of Marketing (IV)



**MSc and MBA
in Marketing**

More than 35 years of rich, hands-on experience in marketing and sales within the pharmaceutical industry with diversified portfolio of Otsuka Pakistan Ltd.

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.

Mr. Noor Illahi
Acting 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



**B. Pharm and
Ph.D**

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.

CORPORATE PROFILE 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



PLADDEX-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



PLABOLYTE-M

(5% Dextrose and Electrolytes Injection) Therapeutic Class



PLADEXSAL 1/5

(4.3% Dextrose and 0.18% Sodium Chloride Intravenous Infusion B.P.) Therapeutic Class



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

Hypotonic solution with electrolytes and carbohydrate source.

Crystallloid solution with carbohydrate source.

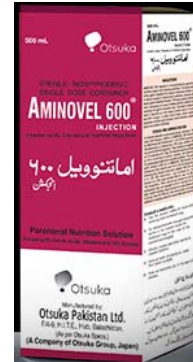
CORPORATE PROFILE COMPANY'S PRODUCTS

Clinical Nutritional (IV):



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 (IV):



OTSUZOL

(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

CORPORATE PROFILE 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).



Aminoleban Oral

A specially 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



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.



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.



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.



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.



**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

NEW PRODUCTS LAUNCHED 2025

OPL CBS 2024 - 25



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.



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.





One Team
One Dream
One Otsuka
Transforming Possibilities
Into Realities

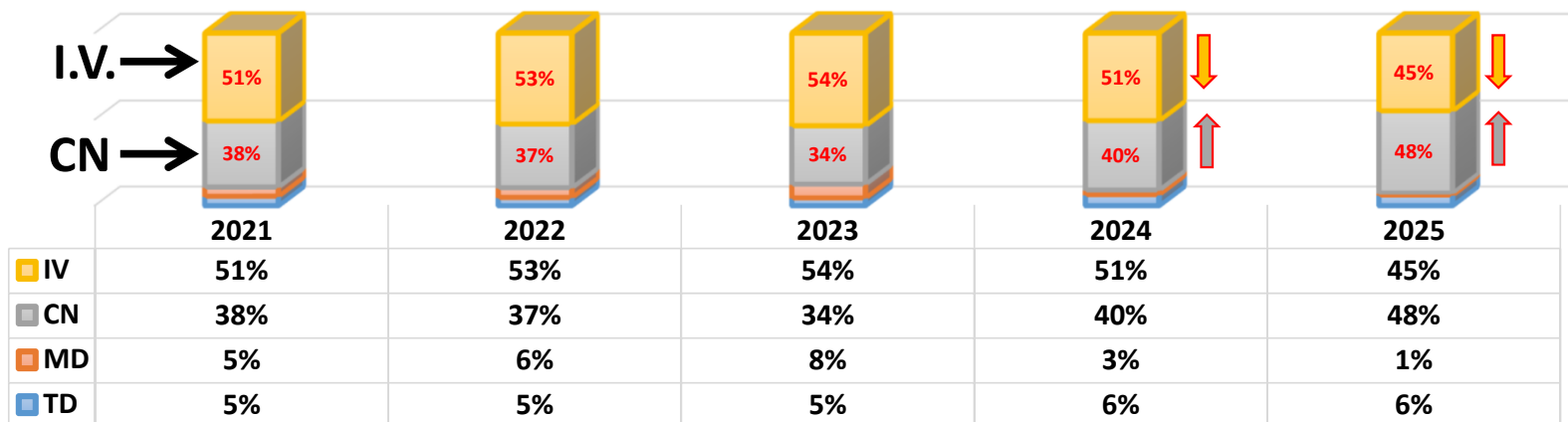
FINANCIAL DETAILS – 5 YEARS

OPL CBS 2024 - 25



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

Segment-wise Sales





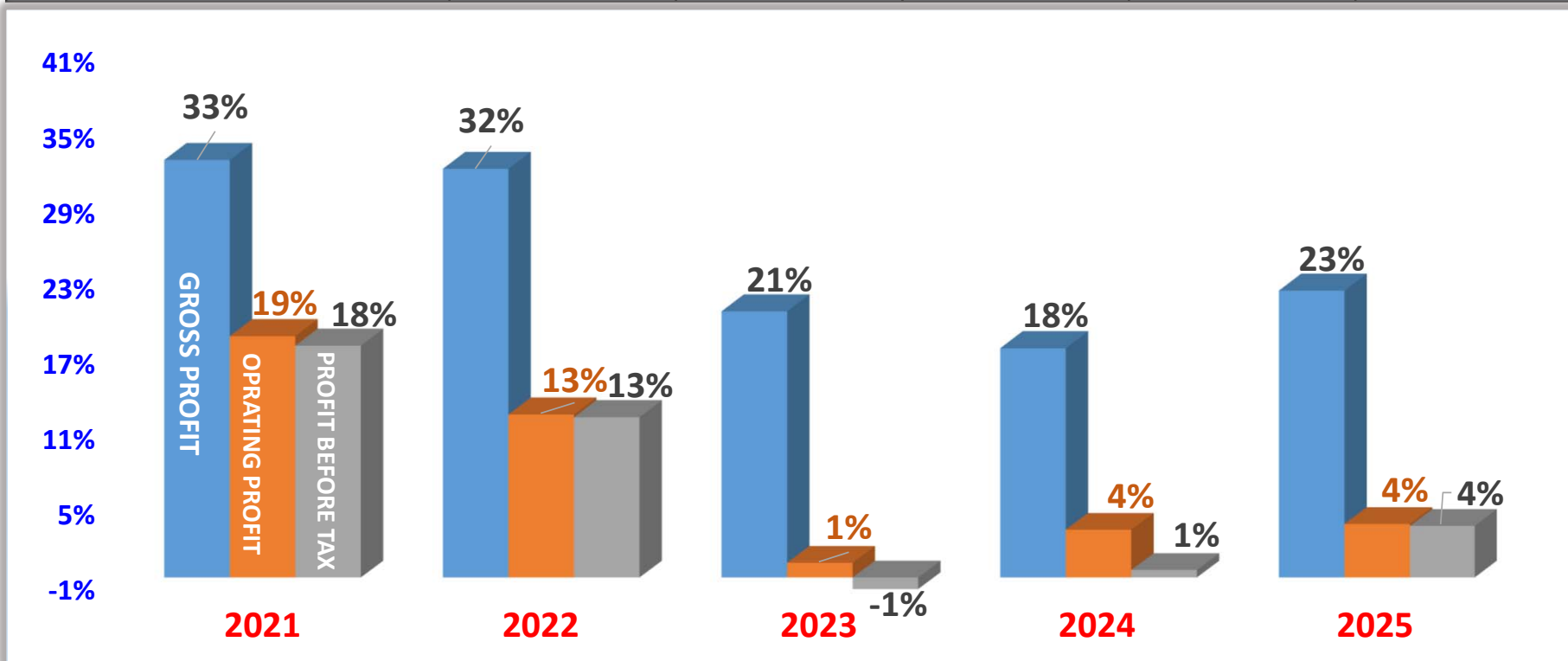
One Team
One Dream
One Otsuka
Transforming Possibilities
Into Realities

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





**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

FINANCIAL DETAILS – 5 YEARS

OPL CBS 2024 - 25



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	639	23	(129)	318	345
Cash flows from Investments	(58)	(47)	(213)	(87)	(253)
Cash flows from Financing	(129)	(63)	(46)	511	(25)
Closing	44	(43)	(431)	312	379

Capital Structure					
Borrowing	405	497	957	976	1,084
Equity	501	713	698	676	696
Capital Employed	906	1,213	1,655	1,652	1,780



**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

OPERATIONAL DEVELOPMENTS AND FUTURE OUTLOOK

OPL CBS 2024 - 25



Sales Performance

- FY2025 positioned as a transformative year to drive forward our long-term strategic roadmap.
- Sales grew by 19.5%, led by strengthening of the Clinical Nutrition (CN) product line

Clinical Nutrition Strategy

- Strategic plan devised to expand the Clinical Nutrition portfolio
- New value-added EN products with improved margins have been launched.

Regulatory & Pricing

- De-regulation of Non-Essential products in Pakistan pharmaceutical sector
- Received CPI-based price increase from DRAP on regulated products — expected to improve overall profitability

Logistics Transformation

- Shifted to a door-to-door, distributor warehouse-based delivery model
- Resulted in lower product deterioration and reduced delivery lead times

Capital Expenditures

- Strategic focus on expanding operational capabilities aiming stable supply and delivering quality products.
- Aimed at sustaining long-term growth and maximizing shareholder returns



OPERATIONAL DEVELOPMENTS AND FUTURE OUTLOOK

OPL CBS 2024 - 25



- The pharmaceutical and healthcare industry in Pakistan is expected to improve, driven by stabilized macroeconomic conditions, moderate inflation, and a better overall business environment.
- A clear strategic focus is being maintained on strengthening the CN (Clinical Nutrition) business and rationalizing the BIV (Basic IV Solutions) business.
- The Company remains focused on achieving sustainable growth through expansion in both Parenteral and Enteral Nutrition (EN) segments, targeting double-digit volumetric growth and market share gains.
- Continued emphasis on innovation and operational excellence through strategic upgrades of production facilities, compliance with GMP and global quality standards, and strengthened manufacturing capabilities to ensure long-term efficiency and quality.
- The Company is committed to stakeholder and social value, delivering sustainable benefits to patients, partners, and the broader community.
- Employee development and training continue to be prioritized to build technical expertise and support operational excellence.



**One Team
One Dream
One Otsuka**
Transforming Possibilities
Into Realities

