

# HALEON

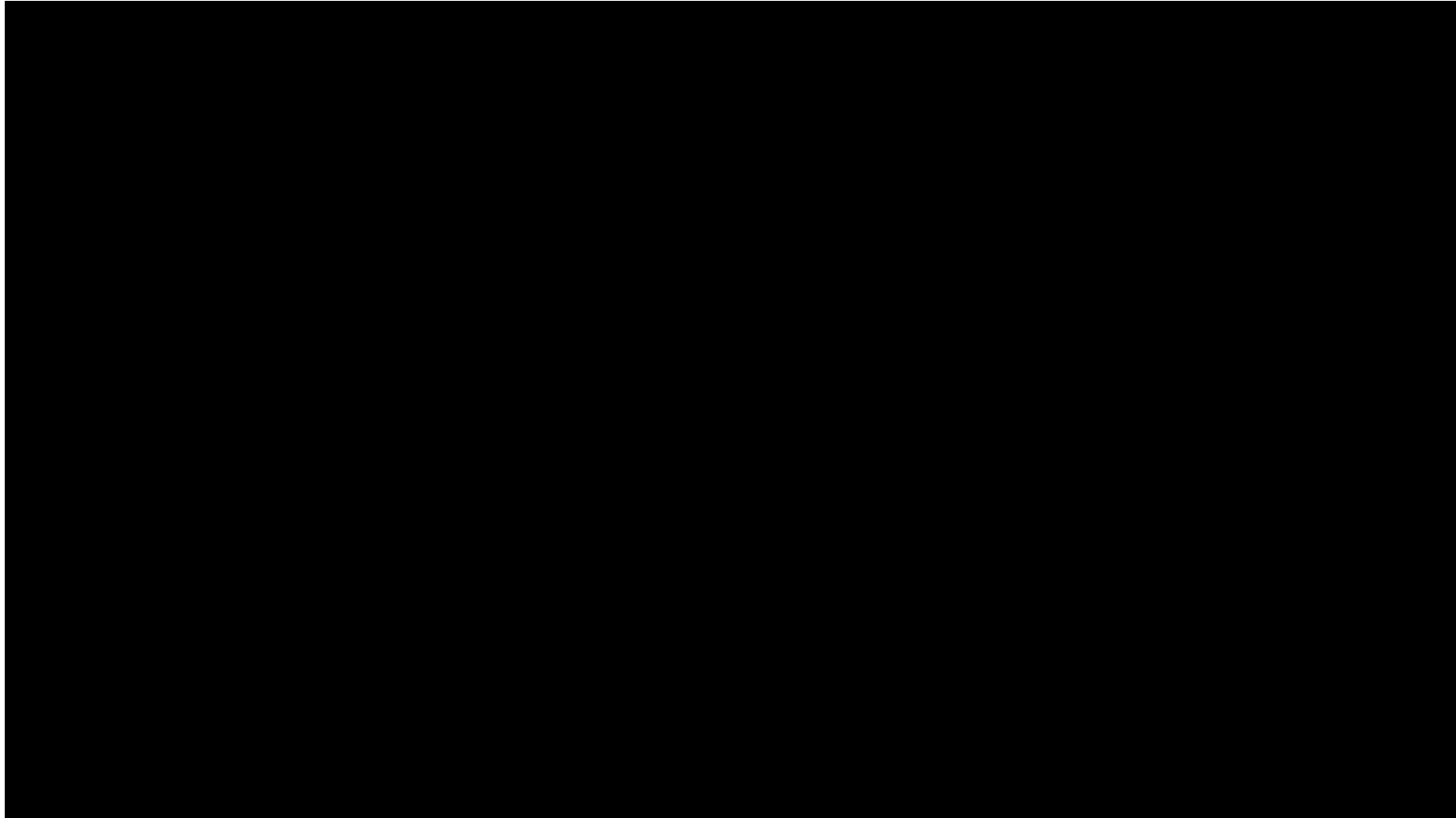
## Corporate Briefing Session YE 2025



*This meeting is being recorded and transcribed for compliance and record purposes.*



## Recitation of the Holy Quran



# House Rules

## Questions

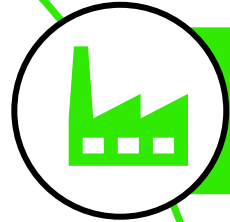
Post your queries in the chat box of the Microsoft Teams Meeting Link or 'raise your hand'

## Feedback



<https://forms.office.com/e/mRYtLk7dPr>

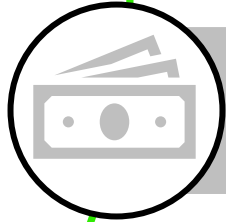
# HALEON



**Our Story**



**Business Overview**



**Key Financials**



**Question and  
Answers**



# Our Story

Following the demerger of GlaxoSmithKline plc's consumer healthcare business on July 18, 2022, Haleon plc became the new ultimate parent company, listed independently on both the London and New York Stock Exchanges. On January 6, 2023, the company was renamed Haleon Pakistan Limited (HALEON) at SECP and PSX.



## Our Purpose

To deliver better everyday health with humanity

## Our Presence

**Registered Office:**

11 A, 11<sup>th</sup> Floor Sky Tower (East Wing), Dolmen City, HC-3, Block 4, Scheme- 5, Clifton, Karachi, Pakistan

**Sales Offices:**

Karachi, Lahore, Multan and Islamabad

**Factory:**

Jamshoro

## Our People

**Total employees:** 451 (HO: 153, Site: 298)

**Diversity:** 16% females, 84% males

# Corporate Information

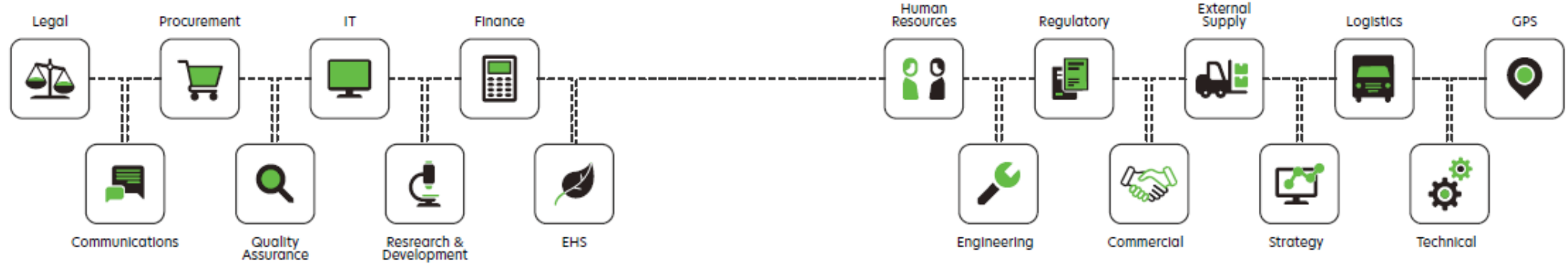
<b>Board of Directors</b>	<b>Mr. Farhan Muhammad Haroon</b> (Chairperson) <b>Mr. Qawi Naseer</b> <b>Mr. Babar Sharif</b> <b>Ms. Rahat Kaunain Hassan</b> <b>Ms. Ayesha Aziz</b> <b>Ms. Saadia Umar</b> <b>Mr. Oussama Abbas</b>
<b>Board Audit and Risk Management Committee</b>	<b>Ms. Ayesha Aziz</b> (Chairperson) <b>Ms. Rahat Kaunain Hassan</b> <b>Ms. Saadia Umar</b>
<b>Secretary (Interim)</b>	<b>Mr. Saifullah Khan</b>
<b>Sustainability Committee</b>	<b>Ms. Rahat Kaunain Hassan</b> (Chairperson) <b>Mr. Farhan Muhammad Haroon</b> <b>Mr. Oussama Abbas</b>
<b>Human Resource, Remuneration and Nomination Committee</b>	<b>Ms. Saadia Umar</b> (Chairperson) <b>Ms. Rahat Kaunain Hassan</b> <b>Ms. Ayesha Aziz</b>
<b>Company Secretary</b>	Ms. Mashal Mohammad
<b>Chief Financial Officer</b>	Mr. Babar Sharif
<b>Head of Internal Audit (Interim)</b>	Mr. Saifullah Khan
<b>Legal Advisors</b>	Haroon Dugal Law Chambers

<b>Management Committee</b>	<b>Mr. Qawi Naseer</b> Chief Executive Officer <b>Mr. Babar Sharif</b> Chief Financial Officer <b>Ms. Mashal Mohammad</b> Legal Director and Company Secretary <b>Mr. Ameer Taimur Zaid</b> Pakistan and Jamshoro Site Lead <b>Mr. Khurram Haleem Khan</b> Comex Lead <b>Mr. Mazhar Shams</b> Regulatory Affairs Lead <b>Mr. Faisal Rafiq</b> Head of Expert <b>Mr. Salman Altaf</b> Marketing Director <b>Syed Abrar Ali</b> Sales Director <b>Ms. Madiha Zubair</b> Head of Human Resources <b>Ms. Sadaf Malik</b> Head of Corporate Affairs
<b>Bankers</b>	Citibank N.A. Standard Chartered Bank (Pakistan) Limited MCB Bank Limited Habib Metropolitan Bank Limited
<b>External Auditors</b>	KPMG Taseer Hadi & Co. Chartered Accountants

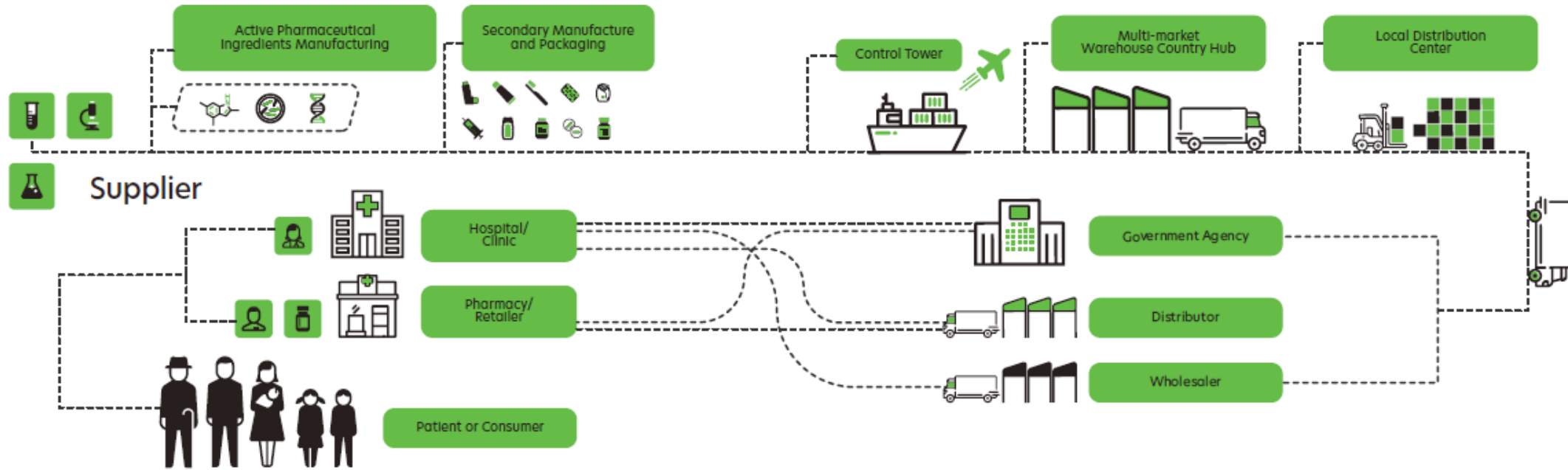
# Our Position

in the Value Chain

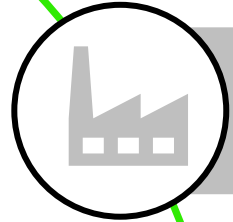
## Functions



## Physical Flow



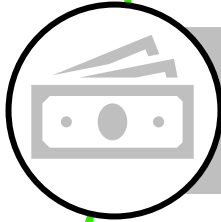
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## Disclaimer

- This communication, except for the historical data, may contain forward-looking statements, including words, phrases, numbers that set forth anticipated results based on management's current plans and assumptions. These statements are made on the basis of the Company's views and assumptions as of this time.
- As such, we do not warrant, endorse or guarantee the completeness, accuracy, integrity, or timeliness of the information. You must evaluate, and bear all risks associated with, the use of any information provided hereunder.
- The Company undertakes no obligation to update these statements whether as a result of new information, future events or otherwise, except as required by law or by the rules and regulations.

### GSK Consumer Healthcare

Brands become part of Haleon as a result of demerger of consumer healthcare business from GSK Pakistan Limited in 2015.



### Novartis

Brands become part of Haleon as a result of demerger of consumer healthcare business from Novartis Pharma (Pakistan) Limited merged in 2018



### Pfizer

Brands become part of Haleon as a result of demerger of consumer healthcare business from Pfizer in 2018.



# Brands Portfolio



## FMCG

### Oral Care



## OVER-THE-COUNTER

### Nutrition & Digestive



### Respiratory



### Skin Health



### Pain Relief



# Recent Key Launches

Pain



Panadol Ultra



Oral Health



Rapid Action



Localized Toothbrush



Sensodyne Kids



Repair & Protect



Extra Whitening



Sensodyne Cavity



Wellness



Centrum Adult



Centrum Silver 50+



HALEON

# Key Brands Performance

Top 3 Brands contribute 80% to Total turnover

## \* Calcium Supplement

# #1

In Prescribed Calcium Supplements Category



HALÉON

## \* Pharmaceutical

# #1

In Pharmaceutical Industry



## \*\* Sensitivity

# #1

In Sensitivity Category



\* Source: Zeta Jan'26

\*\* Source: Based on Ipsos study, 2022

# Corporate Social Responsibility



**HALEON x UNICEF  
"Mothers Matter"**



**Haleon X TCF  
Supporting a school in Matiari, Sindh**



**Haleon Helps  
Visit to SOS village**



**Clean & Hygienic Drinking Water**



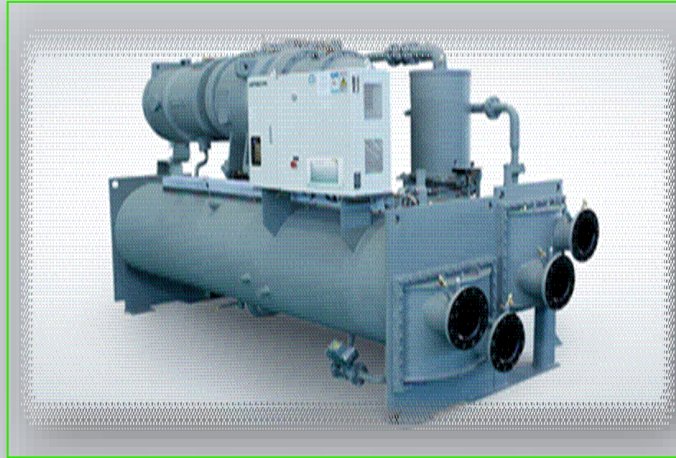
**Allah Walay Trust  
Contribution to underserved children**

# Sustainability



## Renewable Energy (Solar Power Generation)

Solar Generation increased by 117% reaching 1.19 million kWh



## Carbon Emissions Reduction Project

Total Emissions decreased from 4,936 Metric tons in 2023 to 3,640 metric tons in 2025



## Water Stewardship Program

Overall water withdrawal reduced from 54% in 2018 to 20% in 2024

# Awards & Achievements



**Dragons of Pakistan Awards for Sensodyne and CAC-1000 Plus**

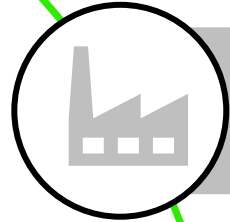


**TRUE Platinum certification**



**OICCI Climate Excellence Awards 2025**

# HALÉON



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**Key Financials**

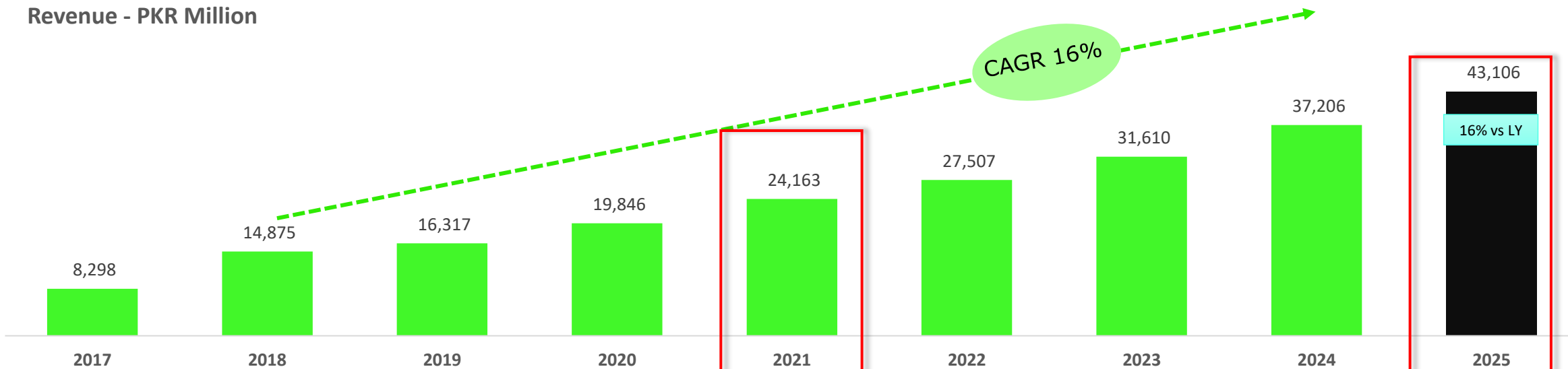


**Question and  
Answers**

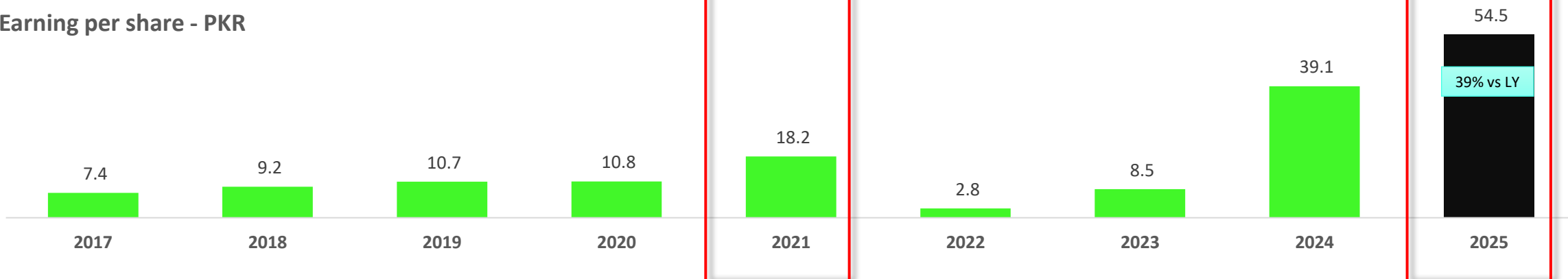


# Revenue, EPS and DPS growth

Revenue - PKR Million



Earning per share - PKR



DPS

5

5

5

5

20

30

## Portfolio wise Sales – Year ended Dec 2025 vs Dec 2024

	FY Dec 2024	FY Dec 2025	Variation	
	Revenue	Revenue		
	Rs M	Rs M	%	
<b>OTC</b>	31,133	36,091	16%	1
<b>FMCG</b>	4,482	6,194	38%	2
<b>Tolling - NVS</b>	1,562	722	-54%	3
<b>Exports</b>	29	99	247%	4
<b>Total</b>	37,206	43,106	16%	

1. Strong performance across the OTC portfolio.

**CAC 1000 Plus** +19% vs LY, driven by a 5% volume growth

**Panadol** +17% vs LY, supported by +11% volume

These two brands represent 82% of OTC Portfolio

- Growth Mix:
  - Essential 13% vs LY (55% share)
  - Non-essential 17% vs LY (45% share)

2. FMCG portfolio includes Sensodyne and Parodontax. +27% volume growth (+14% supported by Senso new products including Repair and Protect, Gentle whitening, Cavity and Sensitivity)

3. In 2025, with extended mgmt. efforts extension received for Tegral.

4. Successfully exported Lamisil to Philippines following Q4 strategic efforts

# Key Financial Highlights

Year ended December 2025 results

**PKR 43.1<sup>Bn</sup>**

Revenue

**PKR 16.9<sup>Bn</sup>**

Gross Profit

**PKR 10.7<sup>Bn</sup>**

Profit before tax

## Revenue:

Vs LY +16%

Driven by Price growth of +9%.

## Gross Profit:

Vs LY +31.5%. G.P Margin is 39.1% which is +4.6% vs SPLY driven by price increase, favorable commodity prices and cost efficiency projects at the site.

## Selling, Marketing, Distribution and Admin expenses:

Vs LY +9.1%. Strong discipline on cost control. Increase driven by Marketing spends to drive consumption and sales of new products +8%

## Profit before levies and tax:

Vs LY +39.2%. PBT Margin is 24.7% which is +4.1% vs SPLY.

**PKR 54.45**

Earning per share

**PKR 7.2<sup>Bn</sup>**

Cash & Cash equivalent

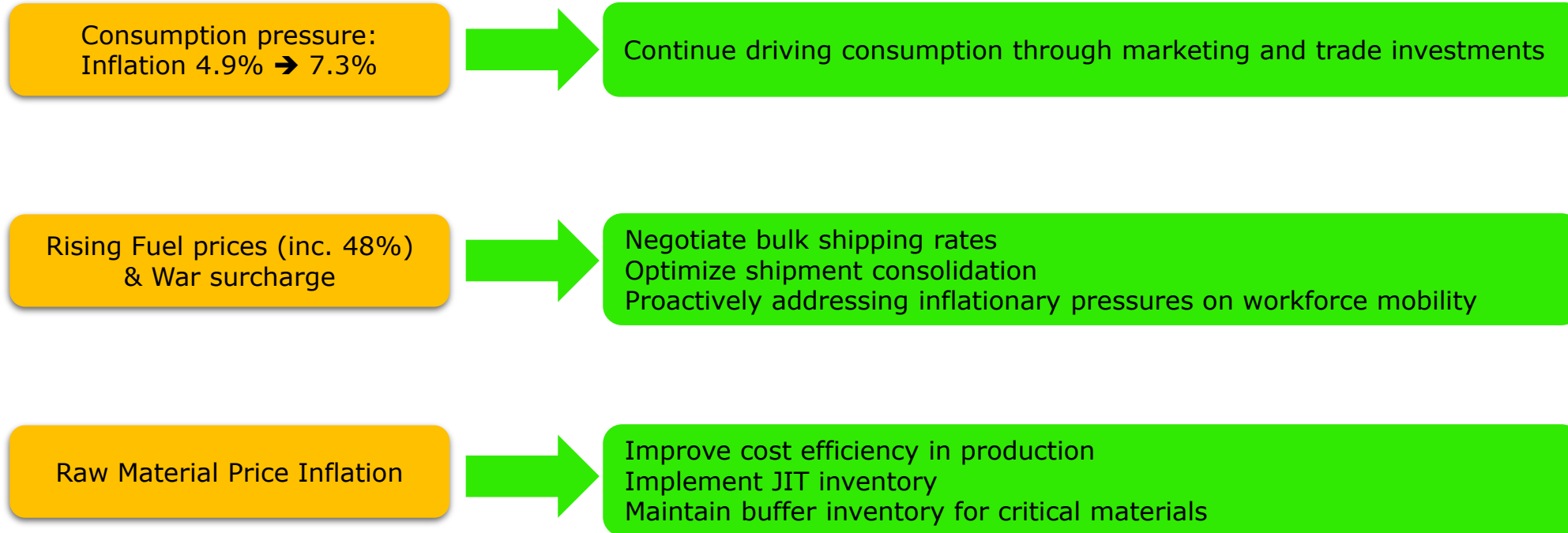
## Cash and Cash Equivalent

Generated PKR 0.4bn YoY driven by profit initiatives.

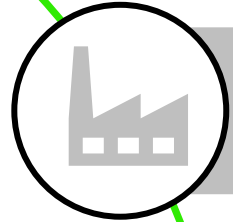
# Mitigating Key Business Risks

## Challenges

## Management Mitigation Plans



# HALEON



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**Questions and Answers**



## Questions Received in Advance

- Abdul Basit – Analyst (NBP Funds)
- Tamjeed Sohail – Investor
- Malik Zohaib Ahmed Khan – Analyst (Naveed Zafar Ashfaq Jaffery & Co)
- Abdullah – Investor
- Muhammad Hasnain – Analyst (Sherman Securities) - 04952-28
- Ahsan Ali
- Junaid Ahmed Khan – Analyst (Atlas Asset Management Ltd)
- Eram Noor – Analyst
- Fahd Shahzad – Investor (Din Group)
- Syed Mohammad Sufiyan – Analyst (UBL Fund Managers)
- Muhammad Ahsan Malik – Analyst
- Arfan Shahzad - Member
- Asad Shabbir – Analyst
- Syed Wajahat – Investor

## Questions Received in Advance

**Q Why are there both imported and locally manufactured versions of the same products such as Sensodyne, is there a quality difference?**

**Q What is the progress of the expansion project of the Company's Jamshoro site?**

**Q What is the impact on exports of the pharmaceutical sector due to the ongoing Middle East tensions?**

**Q What is the impact of the current geopolitical issue on Haleon Pakistan and in particular, how has it affected your purchase of API's? Any supply disruptions? etc.**

## Questions Received in Advance

**Q Which new products or categories is the Company planning to launch?**

**Q Please provide updates on Afghan exports.**

**Q What are the Company's plan for new market expansion?**

**Q Please describe the current mix of essential / non-essential products in the Company's portfolio.**

## Questions Received in Advance

**Q What are the volumes of the industry this quarter? Will future volumes increase?**

**Q Please comment on volumetric growth and trend in API prices in recent weeks. How many days of API and finished product inventory (separately) are carried by the Company?**

**Q Are there any expectations for price hike of medicines for FY27?**

**Q By what percentage has the Company's API or raw material costs risen due to crude prices rising, what gross margin does the management see going forward?**

## Questions Received in Advance

**Q Other than Paracetamol, are other Haleon products/materials also affected by the material rising oil prices, and is so, by what quantum?**

**Q What is the update on the same facility issue for pharmaceutical and nutraceutical products?**

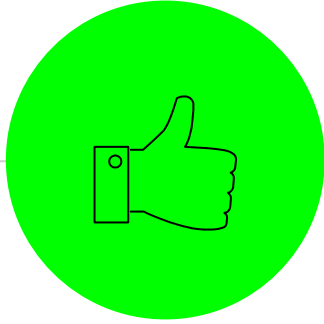
**Q What is the future plan of the Company regarding maintaining its listing on the Pakistan Stock Exchange?**

**Q What is the outlook for FY 2026? Are there any chances of shares buy-back or stock split?**



# Q & A

**Post your queries in the chat box of the Microsoft  
Teams Link OR 'raise your hand' virtually**



# Thank you

## *Share your feedback*



<https://forms.office.com/e/mRYtLk7dPr>