

A photograph of a white plastic pill bottle lying on its side, with several white, oval-shaped pills scattered on the surface in front of it. The scene is set against a plain, light-colored background.

Annual Corporate Briefing

May 20, 2026

AGP MANAGEMENT REPRESENTATIVES



Muhammad Kamran Nasir
Group Chief Executive Officer



Muhammad Kamran Mirza
Executive Director – OBS Group



Junaid Aslam
Chief Financial Officer



Muhammad Asad Khan
Company Secretary

Corporate Profile

Key Achievements & Developments

Financial Performance

Future Outlook

Questions and Answers

CORPORATE PROFILE

CORPORATE PROFILE

BOARD OF DIRECTORS



Tariq Moinuddin Khan
Chairman



Muhammad Kamran Nasir
Chief Executive Officer



Zafar Iqbal Sobani
Independent Director



Maleeha Bangash
Independent Director



Kamran Nishat
Non-Executive Director







Mahmud Yar Hiraj
Non-Executive Director



Muhammad Kamran Mirza
Non-Executive Director

Pattern of Shareholding

	AitkenStuart Pakistan (Pvt.) Limited	55.80%
	Muller & Phipps (Pakistan) (Pvt.) Limited	13.54%
	Aspin Pharma (Pvt.) Limited	4.79%
	Other shareholders	25.87%

Shariah Compliance



Meezan Bank Limited reviewed the accounts of AGP and found them to be in compliance with Karachi Meezan Islamic Index – 30 Criteria set out by Pakistan Stock Exchange.*

Entity Rating

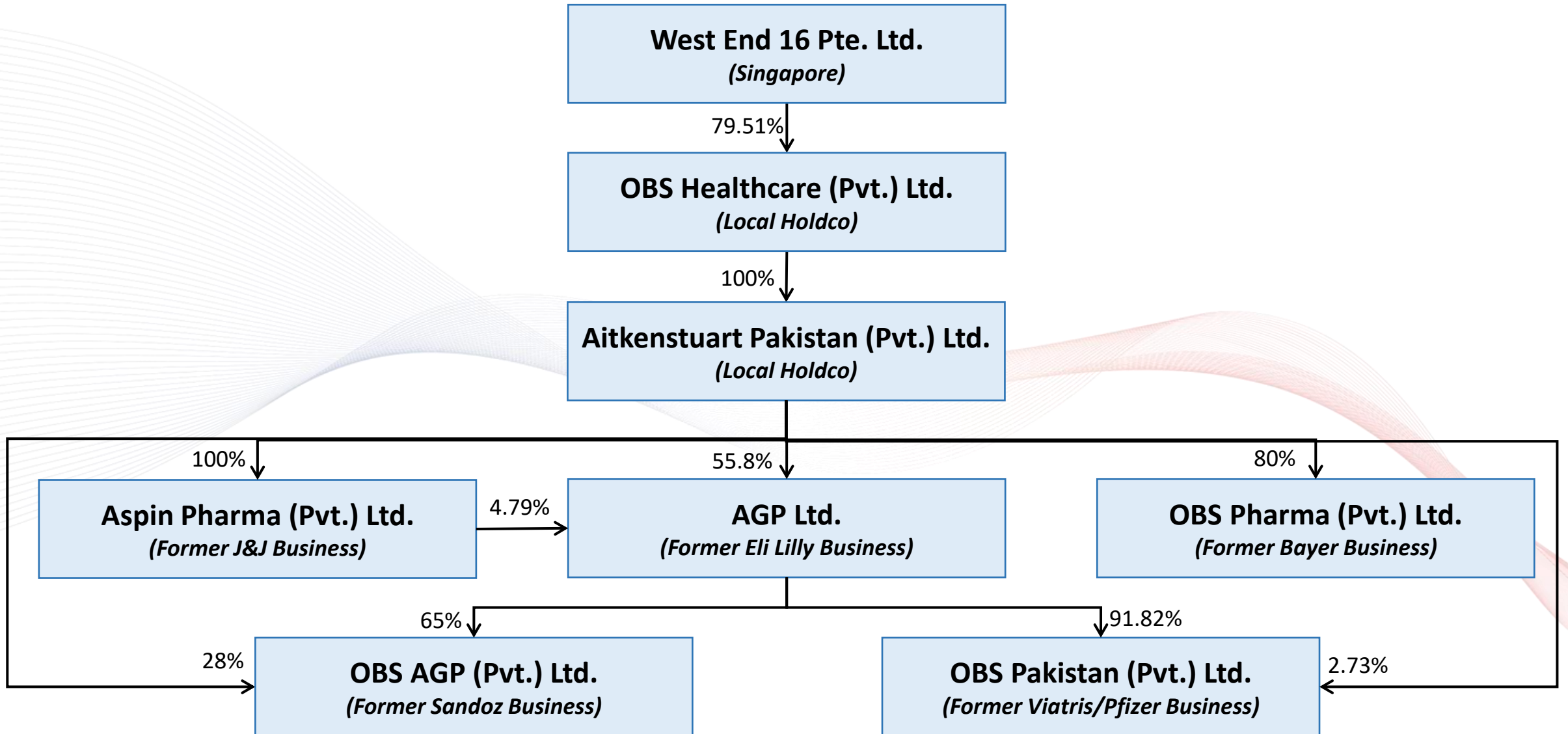


Entity Rating:
 Long-Term : **A+**
 Short-Term : **A1**
 Outlook : **Stable**

“The Company maintains a robust corporate governance framework supported by well-defined policies and an experienced management team with diverse sectoral expertise.”

As of 23rd Oct 2025

** Meezan Bank reviews accounts of AGP on annual basis.*



Acquisitions (Fortune 500)



Strategic Alliances



CORPORATE PROFILE

OUR JOURNEY



1989

AGP (Pvt.) Ltd. starts commercial operations



1991

Enters into a JV with Eli Lilly Pakistan for cephalosporins



1995

Signs an agreement with UCB Belgium to manufacture & market their products in PK



2003

Purchase Eli Lilly brand rights for Ceclor, Keflex, Kefzol & Nebcin



2007

Purchase UCB brand rights for Rigix in Pakistan



2013

Acquired 30% stake of Eli Lilly Pakistan



2014

OBS-led consortium (through an SPV Apollo Pharma) acquires AGP



2016

Signs an agreement with Mylan to market their products in PK



2018

Enlistment on Pakistan Stock Exchange



2019

Acquisition of Nutraceutical Plant



2021

Acquired 22 brands from Sandoz AG (Business Division of Novartis)



2023

Acquired 17 brands from Viatris Inc. (Pfizer in Pakistan)



2026

Acquired Marketing and distribution rights for STADA



2026

Marketing rights to undertake commercialization and promotion of Xanax and Viagra

WHO WE ARE

AGP Limited is one of Pakistan's premier pharmaceutical companies, originating from the former Eli Lilly joint venture. Incorporated in 1989 and listed on the Pakistan Stock Exchange, AGP has evolved into a diversified healthcare group spanning branded pharmaceuticals, generics, nutraceuticals, and specialty healthcare.

135

Brands & 280+ SKUs

33%

5-Year Revenue CAGR

3

State-of-art cGMP Plants

A+

Long-Term Credit Rating

30

New Product Launches (last 5 year)

3,682+

No. of Employees

PKR 28.9Bn

2025 Consolidated Revenue

7th

Part of 7th Largest Pharma Group – Pakistan

CORPORATE PROFILE

MANUFACTURING FACILITIES



AGP Plant 1

General Medicines Facility

SITE, Karachi

GMP Certified;
ISO 9001, ISO 14001 and
ISO 45001 Certified



**AGP Plant 2
(Former Eli Lilly JV)**

Cephalosporins Facility

SITE, Karachi

GMP Certified;
ISO 9001, ISO 14001 and
ISO 45001 Certified



AGP Plant 3

Nutraceuticals Facility

SITE II, Karachi

GMP Certified;
FDA Registered;
ISO 9001, ISO 14001 and
ISO 45001 Certified



CORPORATE PROFILE

LEADING BRANDS OF AGP & SUBSIDIARIES

PKR 4.8 bn
USD 17.1mn



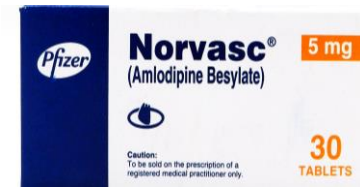
PKR 4.3 bn
USD 15.1mn



PKR 2.4 bn
USD 8.5mn



PKR 2.0 bn
USD 7.0mn



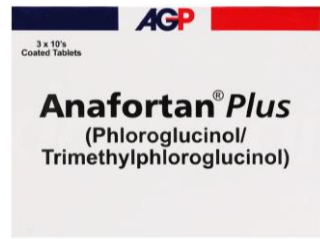
PKR 1.8 bn
USD 6.3mn



PKR 0.9 bn
USD 3.3mn



PKR 0.8 bn
USD 3.0mn



PKR 0.8+ bn
USD 3.0mn



PKR 0.7+ bn
USD 2.6mn



PKR 0.5 bn
USD 1.6mn



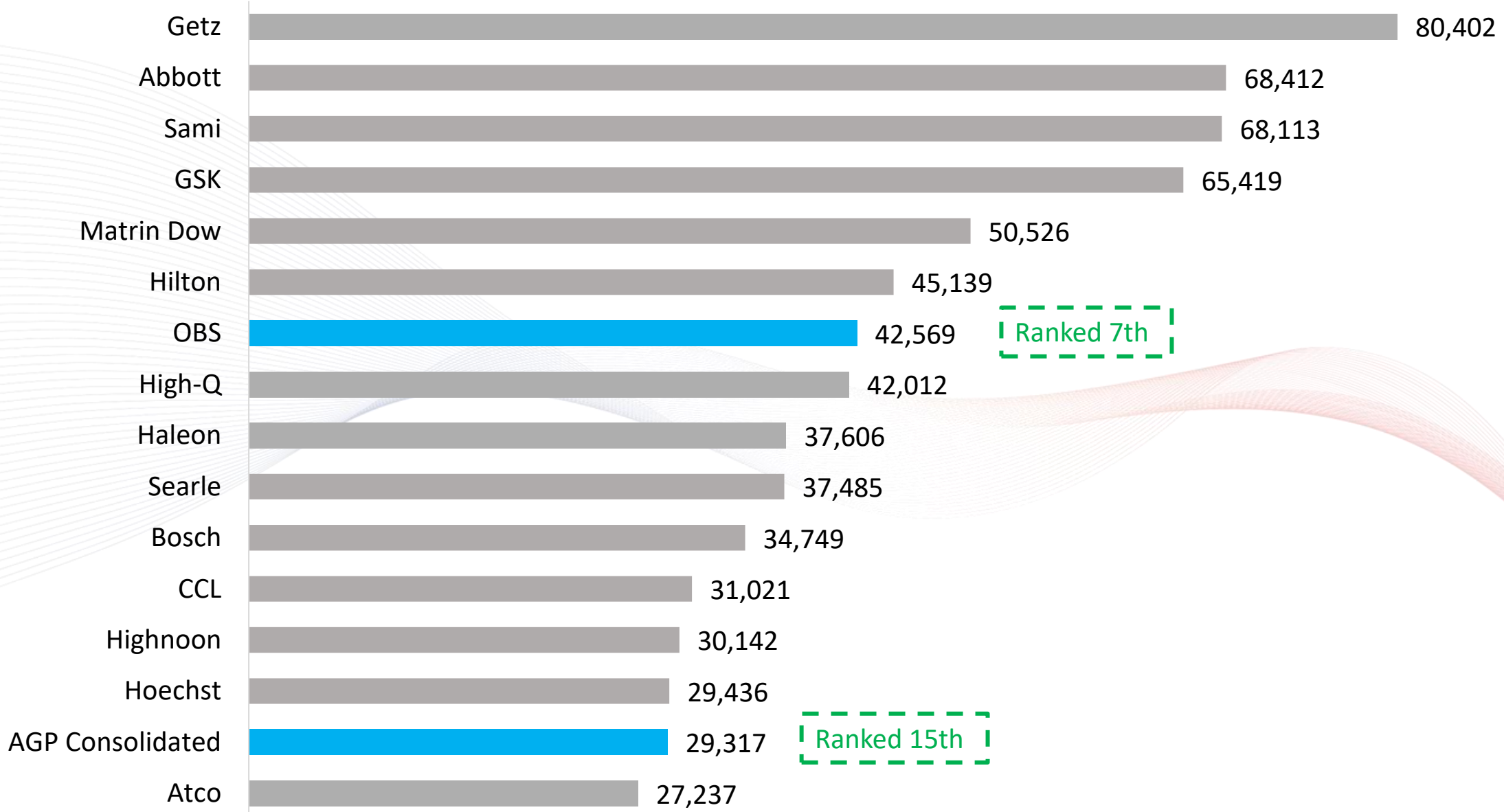
AGP Group offers a wide range of 135 products and 280+ SKU

Source: IQVIA MAT MAR 2026
*Converted from PKR to USD at an exchange rate of PKR 283 / USD

KEY ACHIEVEMENTS & DEVELOPMENTS

CORPORATE PROFILE

CLIMBING UP THE RANK



KEY ACHIEVEMENTS & DEVELOPMENTS

ACHIEVEMENTS FOR 2025



SAFA Award

AGP won the prestigious 'Silver Award' at the SAFA Awards 2025 in 'Manufacturing Category' held by South-Asian Federation of Accountants



BCSR Award

AGP won the 1st position in 'Pharmaceutical Category' at the Best Corporate & Sustainability Awards 2024, jointly held by The Institute of Chartered Accountants of Pakistan (ICAP) and Institute of Cost and Management Accountants of Pakistan (ICMA Pakistan)



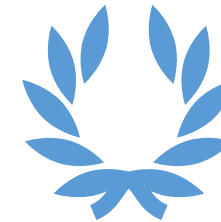
GDEIB Award

AGP won at the GDEIB awards for the 7th year in a row! Keeping true to our commitment to DEI, AGP bagged awards in total of 12 categories.



PPMA Award

AGP was presented with the prestigious 'Top Exporter' award at the 8th Pakistan Pharmaceutical Manufacturers' Association (PPMA) Summit

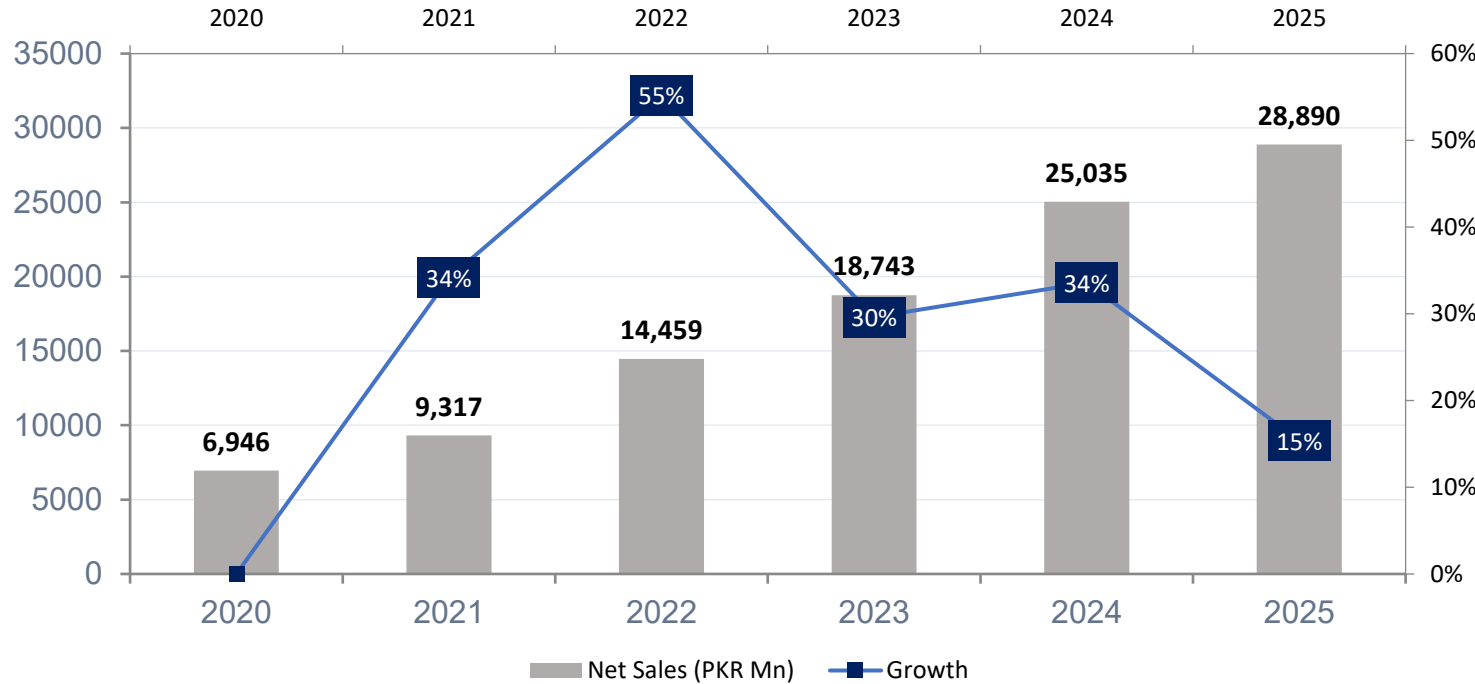


Annual Environment Excellence Award

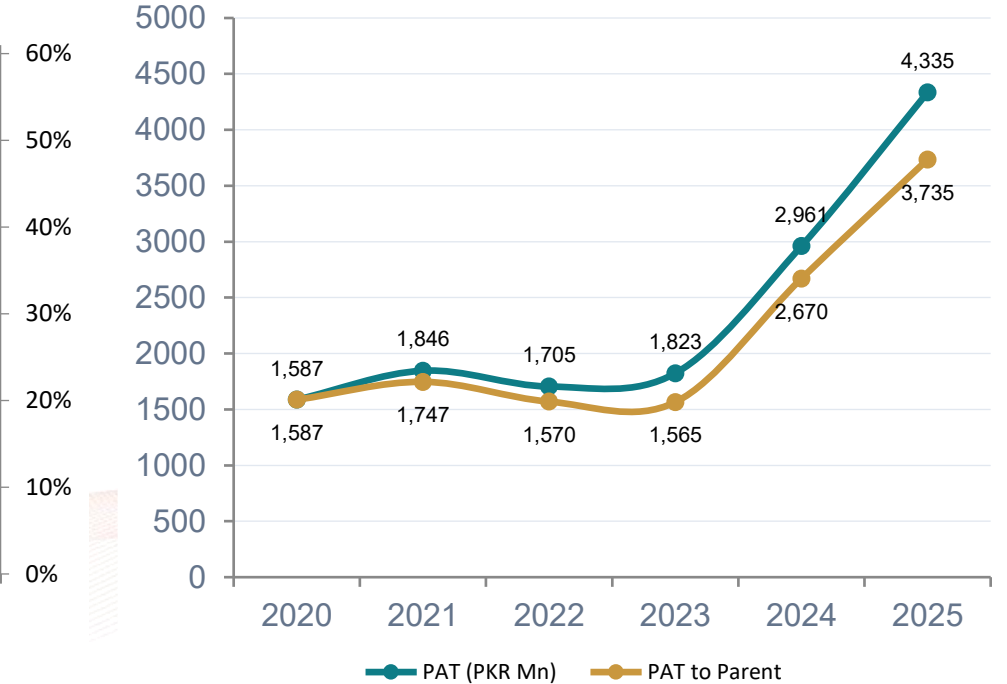
AGP won at the Environment Excellence Awards 2025 hosted by National Forum of Environment & Health

FINANCIAL PERFORMANCE

Net Sales (PKR Mn)



PAT & PAT Attributable (PKR Mn)

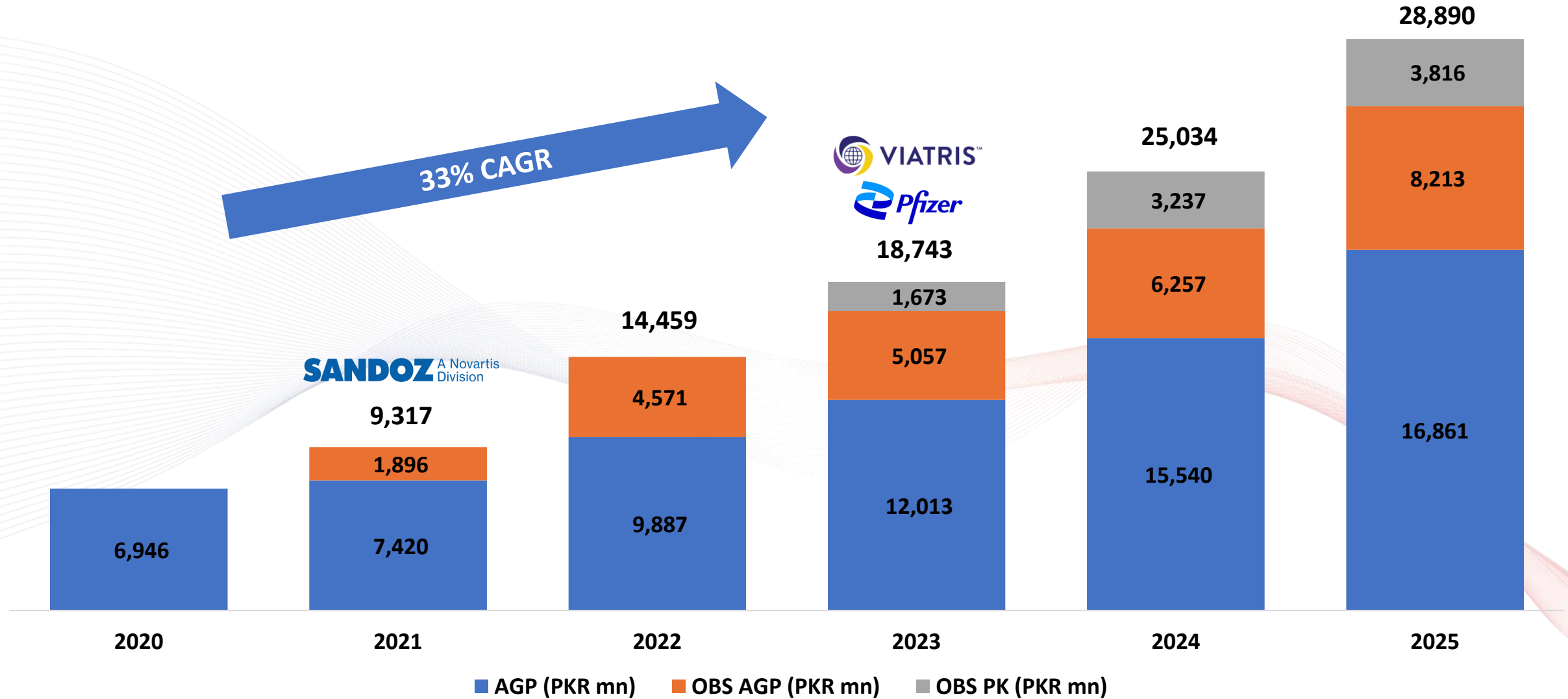


PKR 28.9Bn	PKR 17.3Bn	59.7%	PKR 4.3Bn	PKR 8.6Bn	PKR 13.34	PKR 8.0/sh
+15.4%	+18.6%	↑	+46.4%	+14.8%	+40.0%	60% payout
Revenue	Gross Profit	Gross Margin	Net Profit	EBITDA	EPS (Consol.)	Dividend

All figures are PKR Million

FINANCIAL PERFORMANCE

STRONG REVENUE GROWTH DESPITE ECONOMIC CHALLENGES



Recent Acquisitions have Propelled Consolidated Growth to a 5-year CAGR of 33% with Inorganic Growth Contributing 56% of the Total Growth. In 2025, AGP achieved growth of 15.4%.

FINANCIAL PERFORMANCE

FINANCIAL SNAPSHOT – AGP CONSOLIDATED

<i>(Figures in PKR mn)</i>	Dec-20	Dec-21	Dec-22	Dec-23	Dec-24	Dec-25	Mar- 26
Sales	6,946	9,317	14,459	18,743	25,034	28,890	6,850
Cost of sales	(3,086)	(4,262)	(7,128)	(8,703)	(10,482)	(11,635)	(2,857)
Gross profit	3,861	5,055	7,331	10,040	14,551	17,255	3,993
Administrative expenses	(227)	(473)	(563)	(714)	(942)	(1,003)	(247)
Marketing and selling expenses	(1,404)	(1,963)	(3,644)	(4,911)	(6,303)	(7,887)	(1,834)
Other expenses	(183)	(157)	(238)	(274)	(302)	(345)	(104)
Other income	32	51	90	122	136	120	19
Operating profit	2,078	2,513	2,976	4,263	7,140	8,140	1,827
Finance cost	(152)	(205)	(535)	(1,629)	(2,693)	(1,443)	(316)
Profit before taxation	1,927	2,308	2,441	2,635	4,410	6,697	1,511
Taxation	(339)	(462)	(736)	(811)	(1,449)	(2,362)	(495)
Profit after taxation	1,587	1,846	1,705	1,823	2,961	4,335	968
Non-controlling interest	-	(99)	(135)	(258)	(291)	(600)	(111)
Profit attributable to parent company	1,587	1,747	1,570	1,565	2,670	3,735	857

Despite high revenue growth, profitability of CY22 and CY23 was affected due to high inflation, PKR depreciation, high interest rates and super tax

FUTURE OUTLOOK

INTERNATIONAL BUSINESS ROAD MAP

GLOBAL TERRITORIAL UPDATES

Existing Markets

New Markets to be commercialized by 2026-2027

Asia & Middle East Region



Central & South American Region



Africa



FUTURE OUTLOOK

AGP aims to post strong revenue and profitability growth in the coming years thereby generate value for shareholders

1

Target more than market volumetric growth to **Gain Market Share**

2

Launch of **New Products** each year to diversify the portfolio along with a focus on sustainable growth, long-term success and market leadership.

3

Increase focus on **Institutional and OTC Trade Business**

4

Shift of focus towards **Chronic Segment Products** (presently 19% of the portfolio) to ensure consistent revenue streams

5

Enhance Manufacturing Capability to cater to high sales growth

6

Develop **New Export Markets** to hedge against PKR devaluation

QUESTIONS & ANSWERS