

CORPORATE BRIEFING SESSION 2025



Meeting link and Q&A via Vevox

<p>MS Team Link for Attendees</p>	<p>https://teams.microsoft.com/meet/21808747253996?p=SPzzcXtOukvxrDV1hs</p> <p>Meeting ID: 218 087 472 539 96 Password: JX2Sa79n</p>
<p>Posting of Q&As via Vevox</p>	<p>Login to https://vevox.app/#/m/136729806</p> <p>Session ID: 136-729-806 Or scan the QR Code</p> 

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GSK

Company Overview

Board of Directors



Ms. Lai Kuen Goh
(Chairperson)



Ms. Erum Shakir Rahim
(Chief Executive Officer)



Mr. Hasham Ali Baber
(Chief Financial Officer)



Ms. Maheen Rahman
(Independent Director)



Mr. Muneer Kamal
(Independent Director)



Mr. Mehmood
Mandviwalla
(Non-Executive Director)



Ms. Ana Paula De
Freitas Passos
(Non-Executive Director)

The GSK logo is rendered in a bold, white, sans-serif font against a vibrant orange-to-red gradient background. The letters are thick and blocky, with a modern, clean aesthetic. The 'G' is particularly stylized with a rounded top and a thick stroke. The 'S' and 'K' also feature thick, uniform strokes. The logo is positioned on the left side of the frame, with a white speech bubble tail extending from its right edge towards the text on the right.

GSK

Our purpose

We unite science, technology
and talent to get ahead
of disease together

How we'll get Ahead Together

Our culture and thriving GSK people

**Ambitious
for patients**

We're investing in innovation and growth at pace to achieve health impact at scale

**Accountable
for impact**

We set focused objectives with clear measures of success

Do the right thing

We act responsibly and aim to lead the way on issues that matter



Our Key Brands

Augmentin



Amoxil



Calpol



Vates



Velosef



Top Employer Award

TOP EMPLOYER 2025

GSK Pakistan has been recognised as a Top Employer in Pakistan

Being certified as a Top Employer for five consecutive years reflects GSK Pakistan's dedication to a better world of work and exhibits this through excellent HR policies and people practices

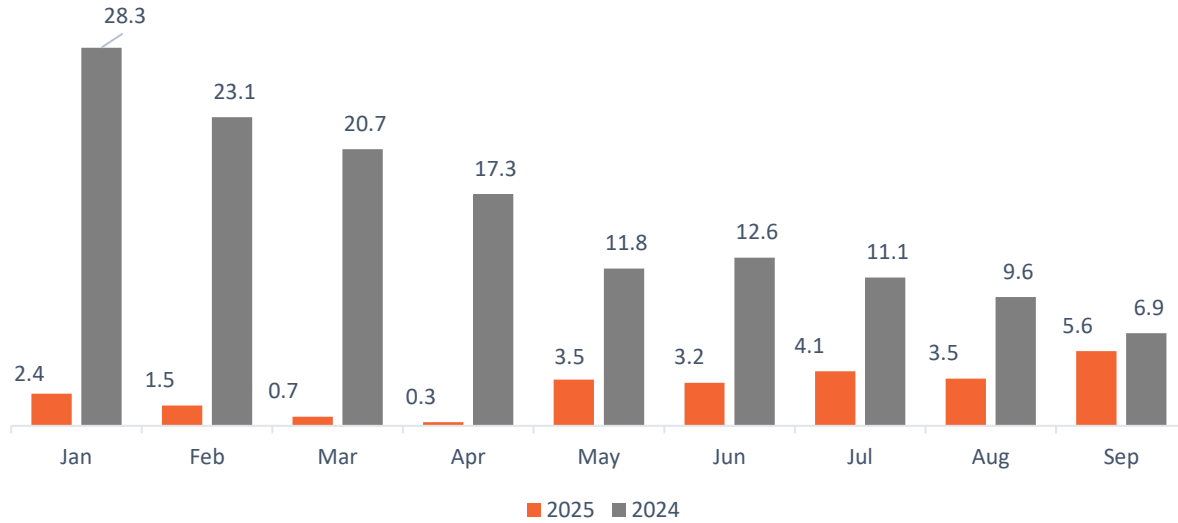



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Economic Overview

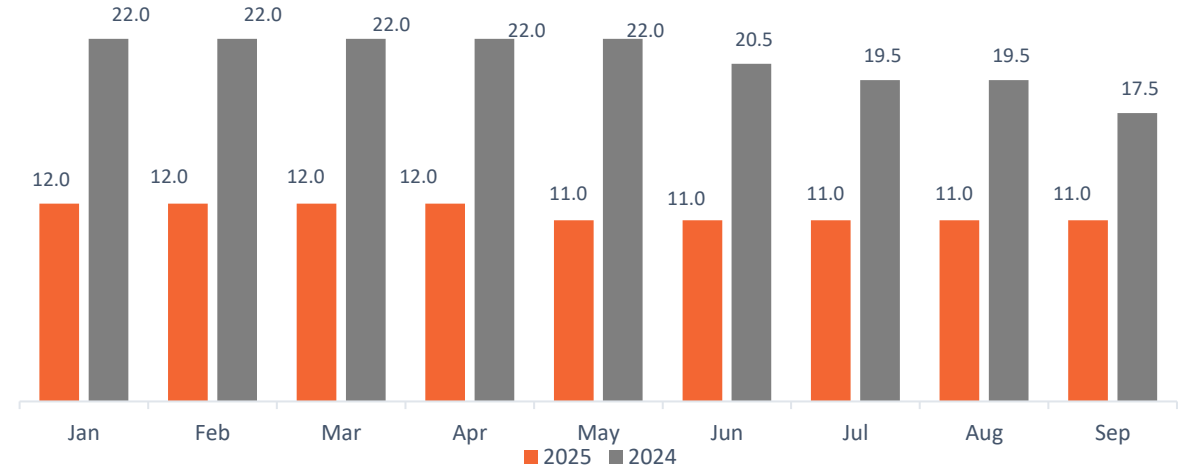
Economic Overview

CPI inflation %




single digit inflation throughout the year. However, the base remains high

Monetary Policy Rate %

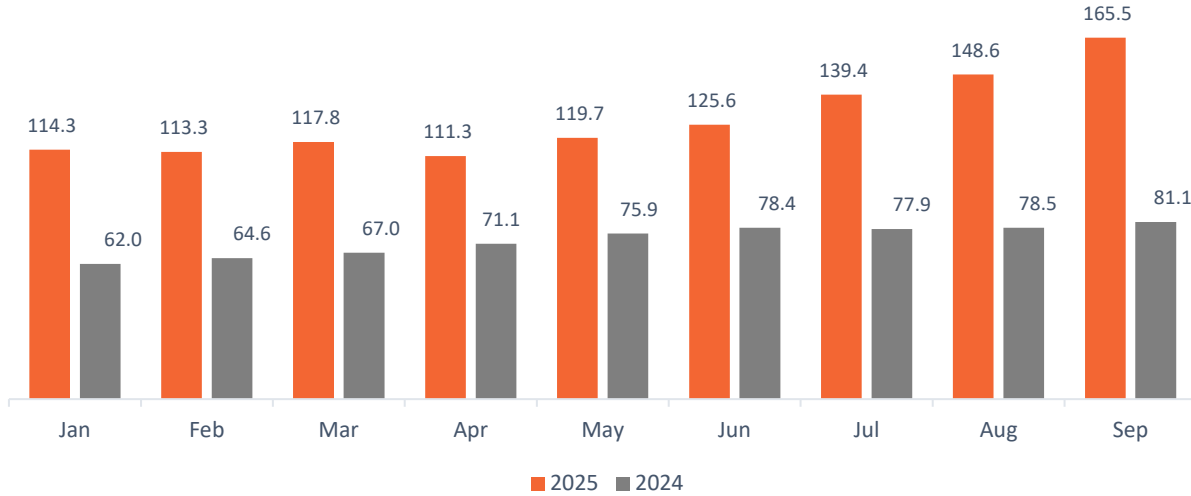




- decline in interest rates by 11% over the past year
- FY 2025 GDP growth 2.7%

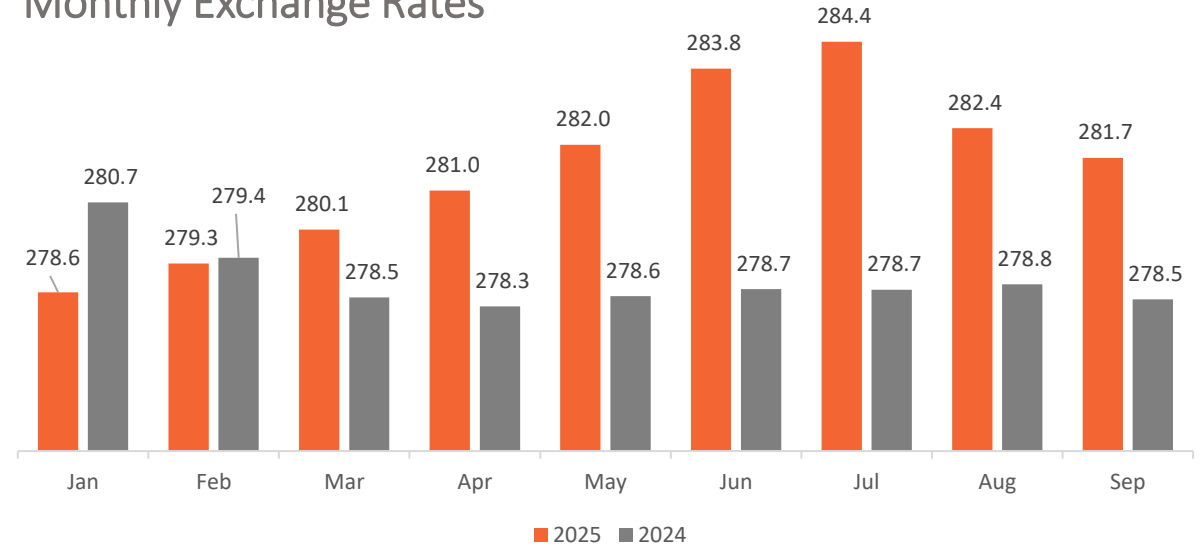
Economic Overview – Contd.

KSE – 100 (monthly average)



KSE-100 index at all time high

Monthly Exchange Rates



Exchange rate remained stable during the year

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Financial Outline

Key Financial Highlights – YTD Sep 2025



Net Sales: 45 billion
(2024: 44 billion)



Gross Margin: 36%
(2024: 22%)

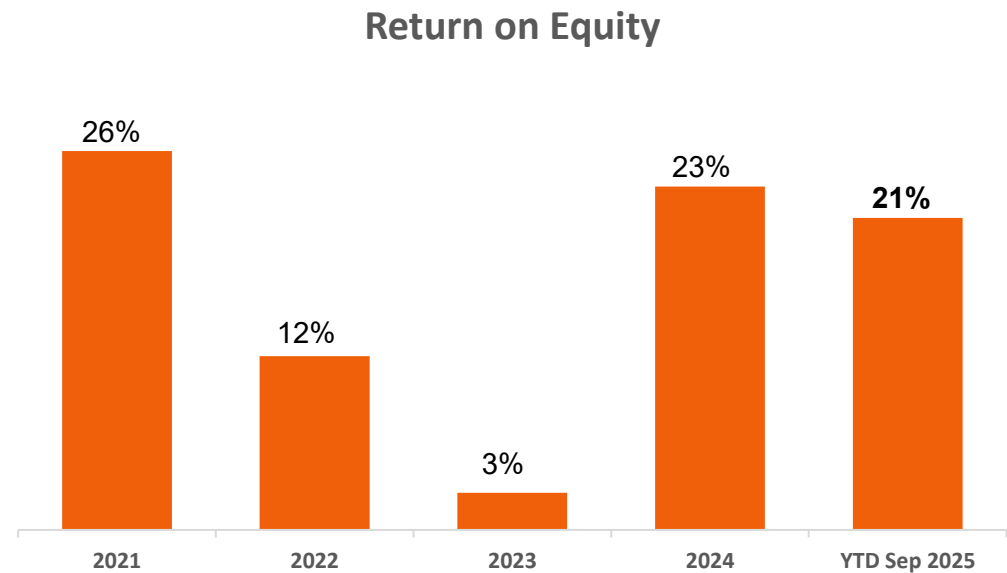
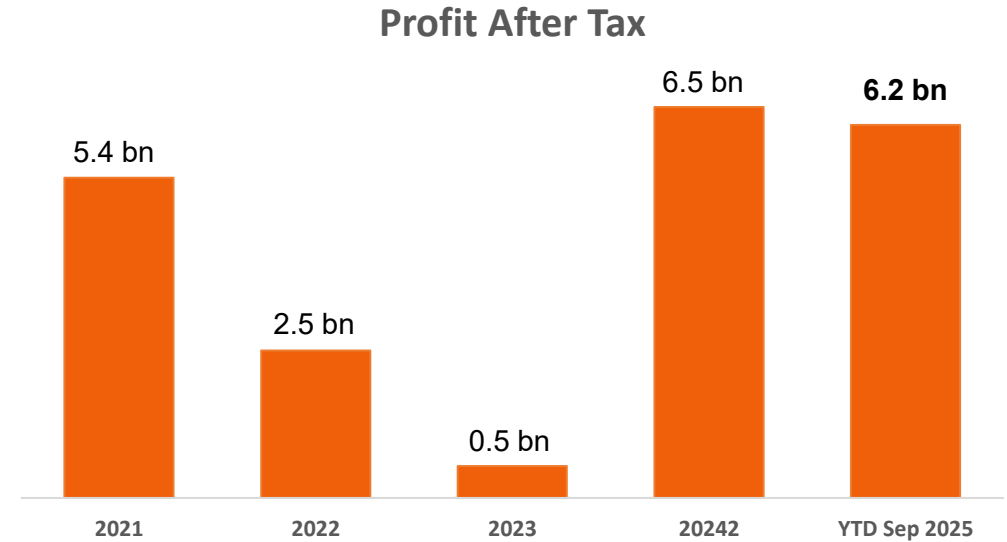
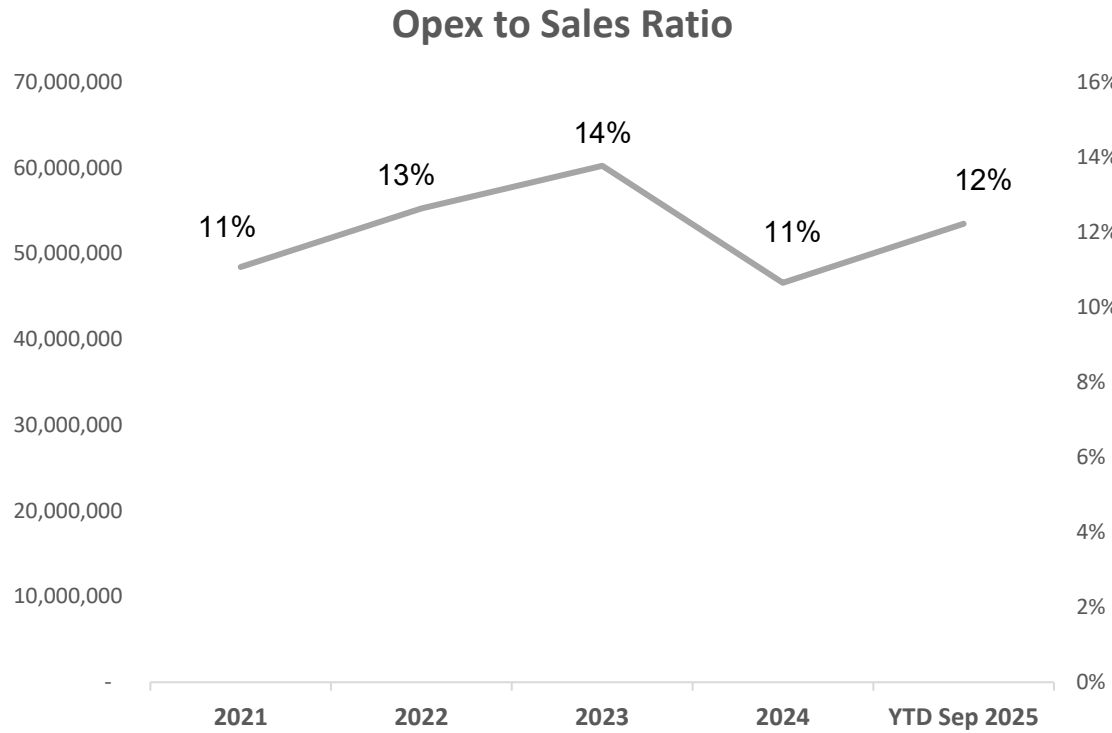


PBT: 10 billion
(2024: 6 billion)



EPS: 19.57
(2024: 11.25)

Key Financial Highlights – YTD Sep 2025 - Contd.



Key Financial Ratios

Ratios	Sep 30, 2025	Sep 30, 2024
Return on equity	21%	14%
Current Ratio	1.88	1.68
Inventory days	164	125
Receivable days	4	4
Payable days	52	66

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Questions & Answers