



Together for
Better Health

NINE MONTHS ENDED SEPTEMBER 30,

25



Corporate Information

As at September 30, 2025

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

Audit Committee

Mr. Muneer Kamal
Chairman

Ms. Lai Kuen Goh
Member

Ms. Ana Paula De Freitas Passos
Member

Mr. Mehmood Mandviwalla
Member

Ms. Maheen Rahman
Member

Mr. Kashif Rafiq
Secretary

Human Resource & Remuneration Committee

Ms. Maheen Rahman
Chairperson

Mr. Mehmood Mandviwalla
Member

Ms. Lai Kuen Goh
Member

Ms. Ana Paula De Freitas Passos
Member

Ms. Erum Shakir Rahim
Member

Ms. Sabiqa Kiyani
Secretary

Disclosure Committee

Ms. Erum Shakir Rahim
Chairperson

Ms. Lai Kuen Goh
Member

Ms. Hina Mir
Member

Mr. Hasham Ali Baber
Secretary

Management Committee

Ms. Erum Shakir Rahim
Chief Executive Officer

Mr. Hasham Ali Baber
Chief Financial Officer

Ms. Hina Mir
Legal Director

Dr. Tariq Farooq
Director Business Unit 1 & 2

Dr. Naved Masoom Ali
Director Business Unit 3 & CTC

Mr. Rafay Ahmed
Director Commercial Operations

Dr. Gohar Nayab Khan
Head of Regulatory Affairs

Mr. Faisal Ahmed
Country Ethics & Compliance Head

Dr. Yousuf Hasan Khan
Director Medical

Syed Nabigh Raza Alam
Tech Head

Ms. Sabiqa Kiyani
HR Country Head

Ms. Andleeb Ahmed
Director Communications & Government
Affairs

Mr. Khurshand Iqbal
Site Director - F/268

Mr. Muhammad Kashif Ayub
Site Director - West Wharf

Mr. Masood Khan
Site Director - Korangi

Company Secretary

Ms. Hina Mir

Chief Financial Officer

Mr. Hasham Ali Baber

Chief Internal Auditor

Mr. Kashif Rafiq

Bankers

Standard Chartered Bank (Pakistan) Ltd
Citibank NA Pakistan
Deutsche Bank A.G. Pakistan Operations
Habib Bank Limited
Meezan Bank Limited

Auditors

Yousuf Adil Chartered Accountants

Legal Advisors

Hashmi & Hashmi
Faisal, Mahmood Ghani and Co
Legal Consultancy Inc.

Registered Office

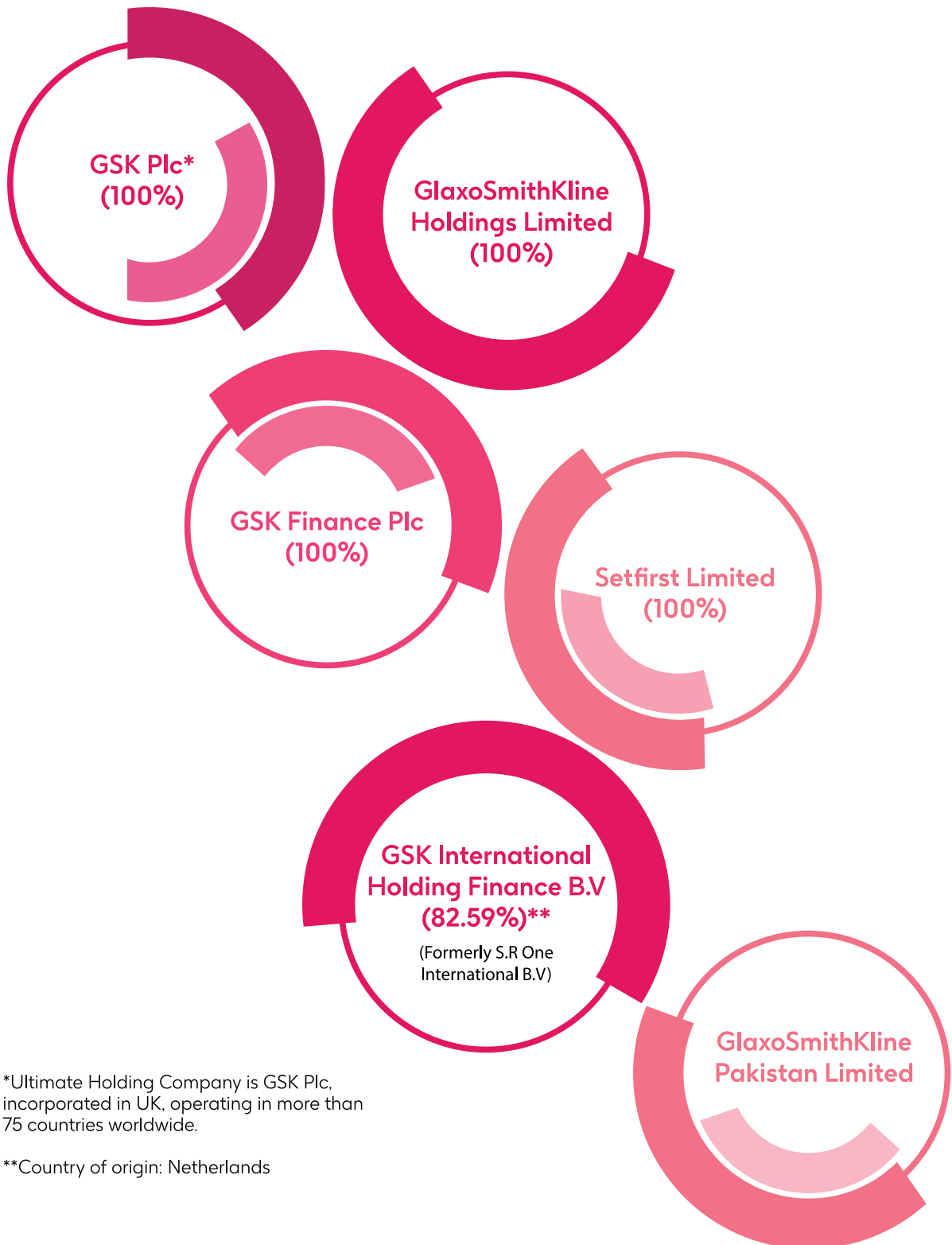
35 - Dockyard Road, West Wharf,
Karachi - 74000.
Tel: 92-21-111-475-725
(111-GSK-PAK)
Website: www.pk.gsk.com

Share Registrar

CDC Share Registrar Services Limited
CDC House, 99 – B, Block 'B',
S.M.C.H.S., Main Shahra-e-Faisal
Karachi – 74400, Pakistan
Tel: Customer Support Services
(Toll Free) 0800-CDCPL (23275)
Fax: (92-21) 34326053
Email: info@cdcsrcsl.com
Website: www.cdcsrcsl.com



Group Ownership Structure



*Ultimate Holding Company is GSK Plc, incorporated in UK, operating in more than 75 countries worldwide.

**Country of origin: Netherlands

Directors' Report to Shareholders

The Directors of GlaxoSmithKline Pakistan Limited (the "Company") present the un-audited financial information for the nine months period ended September 30, 2025. This financial information is submitted in accordance with Section 227 of the Companies Act, 2017.

Business environment and challenges:

Pakistan's economy continued to show signs of stabilization in FY25, marked by a third consecutive primary surplus, modest GDP growth of 2.7%, improved remittance inflows, a stable exchange rate, single digit inflation, and a decline in interest rates by 11% over the past year have contributed to macroeconomic stability. However, structural challenges such as unemployment, a limited tax base, dollar shortages, and energy pricing continue to hinder progress.

The Company is committed to addressing the healthcare needs of the country by ensuring access to high-quality medicines while improving profitability. This is achieved through sustainable practices, enhanced efficiency, and cost-effective initiatives to maximize value for shareholders.

Review of Operating Results:

The Company achieved net sales of Rs. 44.5 billion. The total net sales also include Haleon Pakistan Limited (Haleon) of Rs. 0.88 billion as compared to Rs. 1.42 billion in the same period last year. Excluding these specific sales, the underlying sales growth is 3.4%.

The gross margin of the Company for the period was 35.8% showing an increase of 14% from the last period. This higher gross profit percentage is due to price increases, and various profitability and sustainability measures.

During the period, focus remained on enhancing operational efficiency and strategically investing in key business drivers to achieve competitive growth and higher return on investment. As a result, the proportion of operating expenses relative to sales witnessed a modest 1.6% increase.

Earnings per share for this period increased from Rs. 11.25 to Rs. 19.57.

Future Outlook

Despite the recent stability, risks to the economic outlook remain. Higher bilateral tariff rates, rising inflation, and growing concerns about fiscal challenges could slow down economic growth. Additionally, the recent floods

highlight Pakistan's significant vulnerability to climate change. The damage caused by the floods may worsen fiscal pressures, drive up inflation, and disrupt food supplies, though its impact remains to be seen.

The Company remains focused on fostering a supportive business environment by collaborating with stakeholders, enhancing capabilities, and implementing innovative cost-saving strategies. We recognize the value of investing in our human capital. We will continue to foster a caring culture that encourages collaboration, creativity, and innovation.

Acknowledgment:

The Board of Directors would like to take this opportunity to express its deep appreciation of the commitment, resilience, courage, and dedication of its employees. We would also like to acknowledge the continued support and cooperation received from our esteemed customers, suppliers, bankers, shareholders and thank them for their confidence in our Company and products.

By order of the Board



Erum Shakir Rahim
Chief Executive Officer



Hasham Ali Baber
Director

Karachi
October 24, 2025

ڈائریکٹرز کی شیئر ہولڈرز کے نام رپورٹ

میں 1.6 فیصد معمولی اضافہ دیکھا گیا۔

اس مدت کے دوران فی شیئر آمدنی 11.25 روپے سے بڑھ کر 19.57 روپے ہو گئی

مستقبل کی صورتحال:

حالیہ استحکام کے باوجود، معیشت کے مستقبل کے حوالے سے خدشات بدستور موجود ہیں۔ دو طرفہ ٹریف ریٹس میں اضافے، بڑھتی ہوئی مہنگائی، اور مالیاتی چینلرز سے متعلق بڑھتے ہوئے خدشات، معاشی ترقی کی رفتار کو سست کر سکتے ہیں۔ مزید برآں، حالیہ سیلابوں نے ماحولیاتی تبدیلی کے حوالے سے پاکستان کی سنگین کمزوری کو اجاگر کیا ہے۔ مذکورہ سیلابوں سے ہونے والا نقصان مالی دباؤ میں اضافے، مہنگائی میں اضافے، اور خوراک کی فراہمی میں رکاوٹ کا باعث بن سکتا ہے، اگرچہ اس کے اثرات کا مکمل اندازہ ابھی باقی ہے۔

کمپنی اپنے شراکت داروں کے ساتھ تعاون، صلاحیتوں میں بہتری، اور لاگت میں کمی کے لیے جدت پر مبنی حکمت عملیوں کے ذریعے ایک معاون کاروباری ماحول کو فروغ دینے پر اپنی توجہ مرکوز رکھے ہوئے ہے۔ ہم اپنے ہیومن کپٹل میں سرمایہ کاری کی اہمیت کو تسلیم کرتے ہیں۔ ہم دیکھ بھال پر مبنی ایک ایسا ماحول فراہم کرنے کے لیے پرعزم ہیں، جو باہمی تعاون، تخلیقی سوچ، اور جدت کو فروغ دے۔

اعتراف:

بورڈ آف ڈائریکٹرز اس موقع پر اپنے تمام ملازمین کے عزم، ثابت قدمی، حوصلے اور محنت کی تہہ دل سے تعریف اور قدر کرتا ہے۔ ہم اپنے معزز صارفین، سپلائرز، بینکوں، اور شیئر ہولڈرز کا بھی شکریہ ادا کرتے ہیں جن کا مسلسل تعاون ہمیں حاصل رہا اور جنہوں نے کمپنی اور اس کی مصنوعات پر اپنے اعتماد کے سلسلے کو برقرار رکھا۔

بحکم بورڈ:

ہشام علی بابر
ڈائریکٹر

ارم شاکر رحیم
چیف ایگزیکٹو آفیسر

کراچی

24 اکتوبر، 2025

گلیکسو اسمتھ کلائن پاکستان لمیٹڈ ("کمپنی") کے ڈائریکٹرز 30 ستمبر 2025 کو ختم ہونے والی نو ماہ کی مدت کے لیے غیر آڈٹ شدہ مالیاتی معلومات پیش کر رہے ہیں۔ یہ مالیاتی معلومات کمپنیز ایکٹ 2017 کی شق 227 کے تحت جمع کرائی جا رہی ہیں۔

کاروباری ماحول اور چینلرز:

پاکستان کی معیشت میں مالی سال 2025 کے دوران استحکام کی علامات ظاہر ہونے کا سلسلہ جاری رہا، جس کے نتیجے میں مسلسل تیسرے سال بنیادی سرپلس حاصل ہوا، جبکہ 2.7 فیصد کی معتدل جی ڈی پی گروتھ، ترسیلات زر میں بہتری، مستحکم زر مبادلہ کی شرح، سنگل ڈبٹ افراط زر، اور گزشتہ سال کے دوران شرح سود میں 11 فیصد کمی جیسے عوامل نے مجموعی معاشی استحکام میں اہم کردار ادا کیا۔ تاہم، بے روزگاری، محدود ٹیکس بنٹ، ڈالر کی کمی، اور توانائی کی قیمتوں جیسے اسٹرکچرل چینلرز اب بھی ترقی کی رفتار میں رکاوٹ ہیں۔

کمپنی اعلیٰ معیار کی ادویات تک رسائی کو یقینی بناتے ہوئے منافع میں بہتری کے ساتھ، ملک بھر میں ہیلتھ کیئر ضروریات کو پورا کرنے کے لیے پرعزم ہے۔ یہ ہدف پائیدار طریقہ کار، بہتر کارکردگی، اور لاگت کے لحاظ سے مؤثر اقدامات کے ذریعے حاصل کیا جا رہا ہے تاکہ شیئر ہولڈرز کے لیے زیادہ سے زیادہ قدر پیدا کی جاسکے۔

آپریٹنگ نتائج کا جائزہ:

کمپنی کی خالص سیلز 44.5 ارب روپے رہی۔ کل خالص فروخت میں بیلیون پاکستان لمیٹڈ (بیلیون) کی 0.88 ارب روپے کی سیلز بھی شامل ہے، جو گزشتہ سال کے اسی عرصے میں 1.42 ارب روپے تھی۔ ان مخصوص سیلز کو نکالنے کے بعد، بنیادی سیلز میں 3.4 فیصد کا اضافہ ریکارڈ کیا گیا۔

اس مدت کے دوران کمپنی کا مجموعی منافع (گراس مارجن) 35.8 فیصد رہا، جو گزشتہ عرصے کے مقابلے میں 14 فیصد اضافہ کی نشاندہی کرتا ہے۔ یہ اضافی فیصد مجموعی منافع، قیمتوں میں اضافہ اور نفع پذیری اور پائیداری کے حوالے سے اٹھائے گئے مختلف اقدامات کے باعث ممکن ہوا۔

اس مدت کے دوران کمپنی کی توجہ آپریشنل کارکردگی میں بہتری لانے اور حکمت عملی کے تحت اہم کاروباری عوامل میں سرمایہ کاری پر مرکوز رہی تاکہ مسابقتی ترقی اور سرمایہ کاری پر زیادہ منافع حاصل کیا جاسکے۔ اس کے نتیجے میں، فروخت کے مقابلے میں آپریٹنگ اخراجات کے تناسب



CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

AS AT SEPTEMBER 30, 2025

	Note	Un-audited September 30, 2025	Audited December 31, 2024
Rupees in '000			
ASSETS			
Non-current assets			
Property, plant and equipment	4	13,835,562	13,262,356
Intangibles		955,742	955,742
Long-term loans to employees		80,289	88,750
Long-term deposits		50,147	50,147
		14,921,740	14,356,995
Current assets			
Stores and spares		313,587	256,608
Stock-in-trade		17,371,923	11,190,173
Trade receivables		652,266	555,139
Loans and advances		2,182,884	1,660,823
Trade deposits and prepayments		219,667	185,054
Refunds due from Government		1,242,846	1,242,846
Other receivables		7,134,942	9,094,374
Cash and bank balances		7,007,297	6,513,447
		36,125,412	30,698,464
Total assets		51,047,152	45,055,459
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Share capital		3,184,672	3,184,672
Reserves		26,547,502	25,091,869
		29,732,174	28,276,541
LIABILITIES			
Non-current liabilities			
Staff retirement benefits		773,994	636,364
Deferred taxation		972,425	1,064,177
Lease liabilities		350,961	145,758
		2,097,380	1,846,299
Current liabilities			
Trade and other payables	5	17,604,695	13,179,015
Taxation - provision less payments		1,222,659	1,442,868
Provisions	6	205,677	150,550
Current portion of lease liabilities		16,478	27,894
Unclaimed dividend		168,089	132,292
		19,217,598	14,932,619
Total liabilities		21,314,978	16,778,918
Total equity and liabilities		51,047,152	45,055,459
Contingencies and commitments			
	7		

The annexed notes 1 to 16 form an integral part of this condensed interim financial statements.

Chief Executive Officer

Chief Financial Officer

Director

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2025 (UN-AUDITED)

		Quarter ended		Nine months ended	
		September 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024
Note		Rupees in '000			
Revenue from contracts with customers - net	8	14,188,008	14,730,940	44,488,815	43,601,863
Cost of sales		(8,974,557)	(10,690,083)	(28,572,873)	(34,060,559)
Gross profit		5,213,451	4,040,857	15,915,942	9,541,304
Selling, marketing and distribution expenses	9	(1,305,978)	(1,147,095)	(3,892,086)	(3,234,339)
Administrative expenses		(527,513)	(366,901)	(1,545,543)	(1,390,443)
Other operating expenses		(288,520)	(240,925)	(902,057)	(490,317)
Other income	10	157,432	524,536	902,225	1,417,139
Operating profit		3,248,872	2,810,472	10,478,481	5,843,344
Financial income / (charges)		42,927	(25,159)	(171,489)	(241,732)
Profit before levies and income tax		3,291,799	2,785,313	10,306,992	5,601,612
Levies - Minimum tax		-	-	(47,055)	(43,315)
Profit before income tax		3,291,799	2,785,313	10,259,937	5,558,297
Income tax - net	11	(1,254,514)	(858,179)	(4,027,295)	(1,977,013)
Profit after taxation		2,037,285	1,927,134	6,232,642	3,581,284
Other comprehensive income		-	-	-	-
Total comprehensive income		2,037,285	1,927,134	6,232,642	3,581,284
Earnings per share - Rupees	12	6.40	6.05	19.57	11.25

The annexed notes 1 to 16 form an integral part of this condensed interim financial statements.

Chief Executive Officer

Chief Financial Officer

Director



CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2025 (UN-AUDITED)

	Share capital	Reserves				Total Reserves	Total
		Capital reserve	Revenue reserves				
		Reserve arising on schemes of arrangements	General reserve	Unappropriated profit			
----- Rupees in '000 -----							
Balance as at January 1, 2024	3,184,672	1,126,923	3,999,970	13,364,276	18,491,169	21,675,841	
Total comprehensive income for the nine months ended September 30, 2024	-	-	-	3,581,284	3,581,284	3,581,284	
Balance as at September 30, 2024	3,184,672	1,126,923	3,999,970	16,945,560	22,072,453	25,257,125	
Balance as at January 1, 2025	3,184,672	1,126,923	3,999,970	19,964,976	25,091,869	28,276,541	
Transactions with owner recorded directly in equity - distribution							
Final dividend for the year ended December 31, 2024 @ Rs. 10 per share	-	-	-	(3,184,673)	(3,184,673)	(3,184,673)	
Interim dividend for the period ended June 30, 2025 @ Rs. 5 per share	-	-	-	(1,592,336)	(1,592,336)	(1,592,336)	
Total comprehensive income for nine months ended September 30, 2025	-	-	-	6,232,642	6,232,642	6,232,642	
Balance as at September 30, 2025	3,184,672	1,126,923	3,999,970	21,420,609	26,547,502	29,732,174	

The annexed notes 1 to 16 form an integral part of this condensed interim financial statements.

Chief Executive Officer

Chief Financial Officer

Director

CONDENSED INTERIM STATEMENT OF CASH FLOWS

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2025 (UN-AUDITED)

		September 30, 2025	September 30, 2024
	Note	----- Rupees in '000 -----	
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	13	10,842,212	5,764,761
Contribution to staff retirement benefit fund		(127,212)	(130,484)
Income taxes paid		(4,339,256)	(1,322,991)
Increase in long-term loans to employees		8,461	(7,980)
Net cash generated from operating activities		6,384,205	4,303,306
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure		(1,547,812)	(1,561,762)
Proceeds from disposal of operating assets		230,428	109,935
Return received on bank balances and investments		209,139	273,349
Net cash used in investing activities		(1,108,245)	(1,178,478)
CASH FLOWS FROM FINANCING ACTIVITIES			
Lease rentals paid		(40,898)	(40,794)
Dividend paid		(4,741,212)	(1,755)
Net cash used in financing activities		(4,782,110)	(42,549)
Net increase in cash and cash equivalents		493,850	3,082,279
Cash and cash equivalents at beginning of the period		6,513,447	3,610,757
Cash and cash equivalents at end of the period	14	7,007,297	6,693,036

The annexed notes 1 to 16 form an integral part of this condensed interim financial statements.



Chief Executive Officer



Chief Financial Officer



Director



Notes to the Condensed Interim Financial Statements

FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2025

1. THE COMPANY AND ITS OPERATIONS

GlaxoSmithKline Pakistan Limited (the Company) is incorporated in Pakistan as a limited liability company and is listed on the Pakistan Stock Exchange. The registered office of the Company is situated at 35 - Dockyard Road, West Wharf, Karachi, Sindh. It is engaged in manufacturing and marketing of research based ethical specialties and pharmaceutical products.

The Company is a subsidiary of GSK International Holding and Finance B.V., incorporated in Netherlands, whereas its ultimate parent company is GSK plc, UK.

- 1.1 Due to the pending transfer of marketing authorisations and permissions for certain Over the Counter (OTC) products of Haleon Pakistan Limited with Drug Regulatory Authority of Pakistan (DRAP), the Company, for and on behalf of Haleon Pakistan Limited was engaged in the procurement, manufacturing and managing the related inventory and receivable balances pertaining to such products against a service fee charged by the Company. The marketing authorisation and permissions for certain OTC products were transferred to Haleon Pakistan Limited and therefore, Haleon Pakistan Limited is now involved in procurement, manufacturing and managing of such inventory items since approval date.

2. BASIS OF PREPARATION

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard 34: 'Interim Financial Reporting' (IAS 34), issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act); and
- Provisions of and directives issued under the Act.

Where the provisions of and directives issued under the Companies Act, 2017, differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017, have been followed.

- 2.1 The disclosures made in these condensed interim financial statements have, however, been limited based on the requirements of IAS 34. These condensed interim financial statements do not include all the information and disclosures required in a full set of financial statements and should be read in conjunction with the annual audited financial statements of the Company for the year ended December 31, 2024.

2.2 Application of new standards, interpretations and amendments to the published approved accounting and reporting standards that are effective during the period

The following amendments are effective for the year ending December 31, 2025. These amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's condensed interim financial statements other than certain additional disclosures:

- Amendments to IAS 21 'The Effects of Changes in Foreign Exchange Rates' - Clarification on how entity accounts when there is long term lack of Exchangeability.

3. MATERIAL ACCOUNTING POLICIES, RISK MANAGEMENT POLICIES, ESTIMATES AND JUDGEMENTS

3.1 Material accounting policy

- 3.1.1 The material accounting policies applied in the preparation of these condensed financial statements are the same as those applied in the preparation of the audited financial statements of the Company for the year ended December 31, 2024.

3.2 Financial risk management

The Company's financial risk management objective and policies are consistent with those disclosed in the annual audited financial statements of the Company for the year ended December 31, 2024.

3.3 Estimates and judgments

Estimates and judgments made by management in the preparation of these condensed interim financial statements are same as those applied in the preparation of the annual audited financial statements of the Company for the year ended December 31, 2024.

	Note	(Un-audited) September 30, 2025	(Audited) December 31, 2024
		----- Rupees in '000 -----	
4. PROPERTY, PLANT AND EQUIPMENT			
Operating assets	4.1	10,622,669	9,755,346
Capital work-in-progress		2,618,837	3,086,669
Right-of-use assets - land and building		318,789	151,405
Major spare parts		275,267	268,936
		13,835,562	13,262,356

4.1 Details of additions to and disposals of operating assets are as follows:

	(Un-audited) Additions (at cost)		(Un-audited) Disposals (at net book value)	
	September 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024
	----- Rupees in '000 -----			
Building on leasehold land	279,743	41,678	2,219	-
Plant and machinery	543,225	215,577	1,925	1,637
Furniture and fixtures	125,188	47,637	-	-
Vehicles	679,583	258,951	159,013	73,516
Office equipments	381,573	317,582	444	591
	2,009,312	881,425	163,601	75,744



(Un-audited) September 30, 2025	(Audited) December 31, 2024
----- Rupees in '000 -----	

5. TRADE AND OTHER PAYABLES

Creditors and bills payable	5,505,639	3,542,751
Accrued liabilities	6,869,120	5,378,844
Contract liabilities	2,182,908	1,971,007
Others	3,047,028	2,286,413
	17,604,695	13,179,015

6. PROVISIONS

Provisions include restructuring costs and government levies of Rs. 31.81 million and Rs. 173.87 million (December 31, 2024: Rs 12.78 million and Rs. 137.77 million) respectively.

7. CONTINGENCIES AND COMMITMENTS

7.1 Following is the change in the status of contingencies as reported in the audited financial statements for the year ended December 31, 2024 or new contingencies arising during the period ended September 30, 2025:

Income Tax

(i) During the year ended December 31, 2021, the AO raised aggregate demand of Rs. 801.87 million in tax year 2017 on account of disallowance of various expenses. CIRA granted relief from certain additions against order dated 7 March 2022 reducing demand to Rs. 222.9 million. Against the decision of CIRA, the Company has filed an appeal before ATIR which is pending adjudication. On May 25, 2025, the AO issued the appeal effect order, reducing the outstanding demand to Rs. 559.55 million by resolving certain matters in favor of the company. Identifying errors in the order, the company filed a rectification application under Section 221 of the Ordinance. Pursuant to this, the AO rectified the order, reducing the outstanding demand to Rs. 391.72 million. The Company has filed an appeal against the rectified order before the ATIR, which is pending adjudication.

(ii) During the year ended December 31, 2024, the AO issued an aggregate tax demand of Rs. 1,464 million for the tax year 2022 due to the disallowance of various expenses. The Company identified certain errors in the AO's order and requested rectification under section 221 of the Ordinance. Following this, the AO corrected the order, reducing the demand to Rs. 854 million. The Company has filed an appeal against the rectified order with the ATIR, which is pending adjudication. Subsequently, the AO in the Refund Zone verified refunds amounting to Rs. 161.61 million for tax year 2024 and adjusted the same against the outstanding demand of Rs. 854 million for Tax Year 2022, despite the matter being sub judice before the ATIR. The Company has therefore filed an appeal against the refund order before CIRA, which is currently pending adjudication.

Sales Tax

(i) During the year ended December 31, 2016, the Company received a show cause notice from the Punjab Revenue Authority (PRA) demanding Rs. 121.80 million as Punjab Sales Tax on Royalty accrued from 2012 to 2015. At the time, the Company was depositing sales tax on royalties entirely with the Sindh Revenue Board (SRB). The Company filed an appeal in the Lahore High Court (LHC), which granted a stay against the notice. On July 21, 2025, the Company received an LHC order dated March 19, 2024, wherein the petition filed by the Company was combined with similar petitions from other parties and dismissed in favor of the Company.

(ii) During the year ended December 31, 2024, the company received multiple show cause notices from the FBR relating to the periods from February 2022 to June 2022. The assessing officer asserted that the company had claimed inadmissible input tax. In response, the company addressed the show cause notices, but the officer passed orders disallowing sales tax refunds of Rs. 0.19 million, Rs. 0.23 million, Rs. 6.4 million, Rs. 9.7 million, and Rs. 19.6 million, respectively. The company filed appeals against all these orders. The appeals filed before CIRA in relation to the tax period from Feb 2022 to May 2022 have been decided whereas the appeal filed before ATIR

for June 2022 is pending for decision. The company filed an appeal before Honourable High Court of Sindh for the period of May 2022 whereas an appeal was filed before ATIR for the period.

The management is confident that the ultimate decision in the above case will be in favour of the Company, hence, no provision has been recognised in respect of the aforementioned matter.

7.2 Commitments for capital expenditure outstanding as at September 30, 2025, amounted to Rs. 874.11 million (December 31, 2024: Rs. 525.85 million).

8. REVENUE FROM CONTRACT WITH CUSTOMERS - NET

8.1 The net revenue include sales of Over the Counter Products amounting to Rs. 0.88 billion (September 30, 2024: 1.42 billion to Haleon Pakistan Limited being manufactured by the Company due to pending transfer of marketing authorisations by Drug Regulatory Authority of Pakistan ('DRAP') - refer note 1.1.

9. SELLING, MARKETING AND DISTRIBUTION EXPENSES

This includes advertising and sales promotion expenses of Rs. 749.7 million (September 30, 2024: Rs. 596.88 million).

Un-audited			
Quarter ended		Nine months ended	
September 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024
----- Rupees in '000 -----			

10. OTHER INCOME

Income from financial assets

Income on savings and deposit accounts	4,500	119,929	209,139	273,349
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Income from non-financial assets

Gain on disposal of operating assets	26,368	18,155	66,827	34,191
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Others

Scrap sales	24,683	18,914	72,021	58,414
Promotional allowance	77,936	353,481	473,862	992,745
Service fee	2,100	5,313	10,086	11,913
Others	21,845	8,744	70,290	46,527

	157,432	524,536	902,225	1,417,139
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10.1 This represents allowance from GSK group against various promotional activities for brand building and sustainable return on investments.



11. TAXATION - NET

The Government of Pakistan through Finance Act, 2022 introduced section 4C in the Income Tax Ordinance, 2001 through which super tax was levied on high earning persons. The Company along with other entities (petitioners), in connected petitions, challenged the vires of section 4C before Sindh High Court (SHC). The SHC vide order dated December 22, 2022, declared that section 4C shall not be applicable for TY 2022.

The aforesaid judgment was challenged by the department before the Supreme Court of Pakistan (SC). The SC vide order dated February 16, 2023, gave directions to deposit super tax @ 4% and to furnish Bank Guarantee for the remaining 6% as an interim relief till final judgment is passed. The Company complied with aforesaid directions.

The Government of Pakistan through Finance Act, 2023 has enhanced the rates of super tax under section 4C of the Income Tax Ordinance, 2001 for tax year 2023 and onwards on high earning persons. The tax will be applicable at different rates on all persons (including company) earning more than Rs. 150 million. Accordingly, the Company booked a prior year charge of Rs. 302.44 million on account of super tax in financial year 2023.

In December 2023, the Company along with other petitioners have challenged the amendment in super tax rates for tax year 2023 in the Islamabad High Court (IHC). The Hon'ble IHC has granted stay against increase in super tax rates from 4% to 10% and decided in favor of the petitioners on the issue of maintainability raised by the tax department. The tax department has challenged the orders of IHC before the Supreme Court of Pakistan (SC), which vide order dated 27 February 2024 remanded back the case to IHC with directions to pass detailed order on the issue of maintainability of jurisdiction and then decide on interim relief. Following the order of SC, the hon'ble IHC has passed interim order dated 4 March 2024 and directed the Chief Commissioner Karachi for not taking any coercive measures till the final decision of main appeal pending before IHC.

Pursuant to the order of SC, the IHC has passed an order on March 15, 2024, whereby the petitions of the taxpayers were held maintainable. The increase in super tax rates from 4% to 10% has declared null and void by the court, citing its earlier judgment and deeming the retrospective increase in tax, as invalid. The tax department filed an Intra-Court Appeal (ICA), against the order of IHC. However, all the super tax cases have been transferred to the Supreme Court of Pakistan (SCP). Same are currently pending for hearing before the SCP.

12. EARNINGS PER SHARE - BASIC AND DILUTED

	(Un-audited) September 30, 2025	(Un-audited) September 30, 2024
	----- Rupees in '000 -----	
Profit after taxation	6,232,642	3,581,284
Weighted average number of shares outstanding during the period	318,467,278	318,467,278
	----- Rupees -----	
Earnings per share - basic and diluted - Rupees	19.57	11.25

- 12.1 A diluted earnings per share has not been presented as the Company did not have any convertible instruments in issue which would have any effect on the earnings per share if the option to convert is exercised.



(Un-audited)
September 30,
2025

(Un-audited)
September 30,
2024

----- Rupees in '000 -----

13. CASH GENERATED FROM OPERATIONS

Profit before taxation	10,259,937	5,601,612
Add / (less): Adjustments for non-cash charges and other items		
Depreciation and impairment	1,013,893	840,669
Provision for slow moving, obsolete and damaged stock-in-trade net of stock written off	72,032	360,002
Gain on disposal of operating assets	(66,827)	(34,191)
Interest income	(209,139)	(273,349)
Interest on lease liabilities	31,797	26,132
Provision for staff retirement benefits	264,842	224,140
Profit before working capital changes	11,366,535	6,745,015
Effect on cash flow due to working capital changes		
(Increase) / decrease in current assets		
Stores and spares	(56,979)	2,415
Stock-in-trade	(6,253,782)	(4,614,650)
Trade receivables	(97,127)	404,749
Loans and advances	(522,061)	(49,206)
Trade deposits and prepayments	(34,613)	133,994
Other receivables	1,959,432	(1,597,021)
	(5,005,130)	(5,719,719)
Increase / (decrease) in current liabilities		
Trade and other payables	4,425,680	4,732,726
Provisions	55,127	6,739
	(524,323)	(980,254)
	10,842,212	5,764,761



(Un-audited) September 30, 2025
 (Audited) December 31, 2024
 (Un-audited) September 30, 2024
 ----- Rupees in '000 -----

14. CASH AND CASH EQUIVALENTS

Cash and bank balances	7,007,297	6,513,447	6,693,036
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15. TRANSACTIONS WITH RELATED PARTIES

The related parties include holding company, associated companies, directors and key management personnel of the Company and companies where directors also hold directorships. The transactions with related parties are carried out in the normal course of business at contracted rates. Details of transactions with related parties and balances with them at period end, other than those which have been disclosed elsewhere in these condensed interim financial statements, are as follows:

(Un-audited) September 30, 2025
 (Un-audited) September 30, 2024
 ----- Rupees in '000 -----

15.1 Details of transactions carried out during the period with the related parties are as follows:

Relationship	Nature of transactions		
Associated companies / undertaking::	a. Royalty expense charged	496,011	508,314
	b. Purchase of goods	3,465,167	2,774,870
	c. Sale of goods	13,457	6,044
	d. Recovery of expenses	1,048,646	942,546
	e. Promotional allowance	473,862	992,745
Staff retirement	b. Payments to retirement benefit plans	298,707	355,285
Key management personnel:	a. Salaries and other employee benefits	418,947	433,056
	b. Post employment benefits	36,158	30,680
	c. Sale of assets - sales proceeds	21,007	8,095

16. DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial statements was approved and authorised for issue by the Board of Directors of the Company on October 24, 2025.

Chief Executive Officer

Chief Financial Officer

Director

GlaxoSmithKline Pakistan Limited

35 - Dockyard Road, West Wharf, Karachi - 74000

GlaxoSmithKline Pakistan Limited is a member of
GSK group of Companies.

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