



# Macter International Limited

**Corporate Briefing Session**

**For the period ended  
December 31, 2024**

**Half Year  
2024-25**

**WORKING TODAY**  
FOR A HEALTHIER TOMORROW

March 11, 2025

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# Financial Highlights

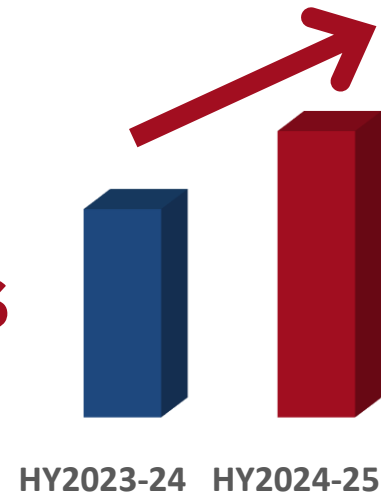
# Financial Highlights - For the period ended December 31, 2024



Particulars	HY 2024-25	HY 2023-24	Growth
Sales	4,920	3581	37%
Gross Profit	2,202	1454	51%
Gross Margin	45%	41%	
Operating Profit	625	258	142%
Profit After Tax	392	195	101%
EPS	8.56	4.26	101%

# Performance Highlights For HY 2024-25

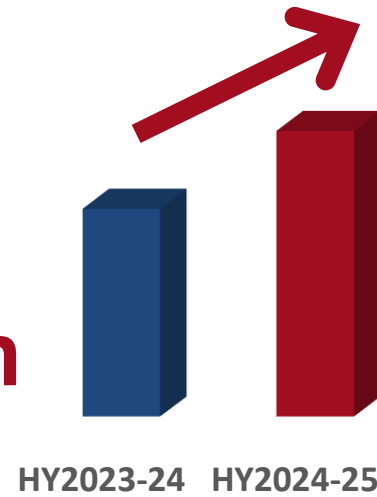
## Sales



Net turnover for the period ended 31<sup>st</sup> December 2024 was Rupees 4,920 million with a growth of 37%.

All revenue categories (prescription, institution and export) registered high double digit growth which reflects the company's intent to significantly increase export market share of total revenue. The profit volumes and profitability have shown significant improvements during the period under review

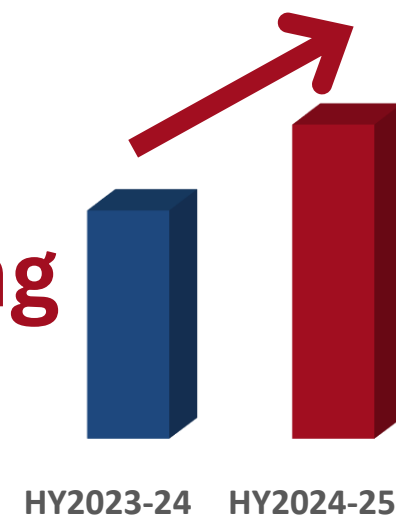
## Gross Margin



Gross margins have experienced a significant increase of 4% primarily due to the following

- Better sales mix and;
- Higher contribution from profitable prescription and export business;

## Operating Profit

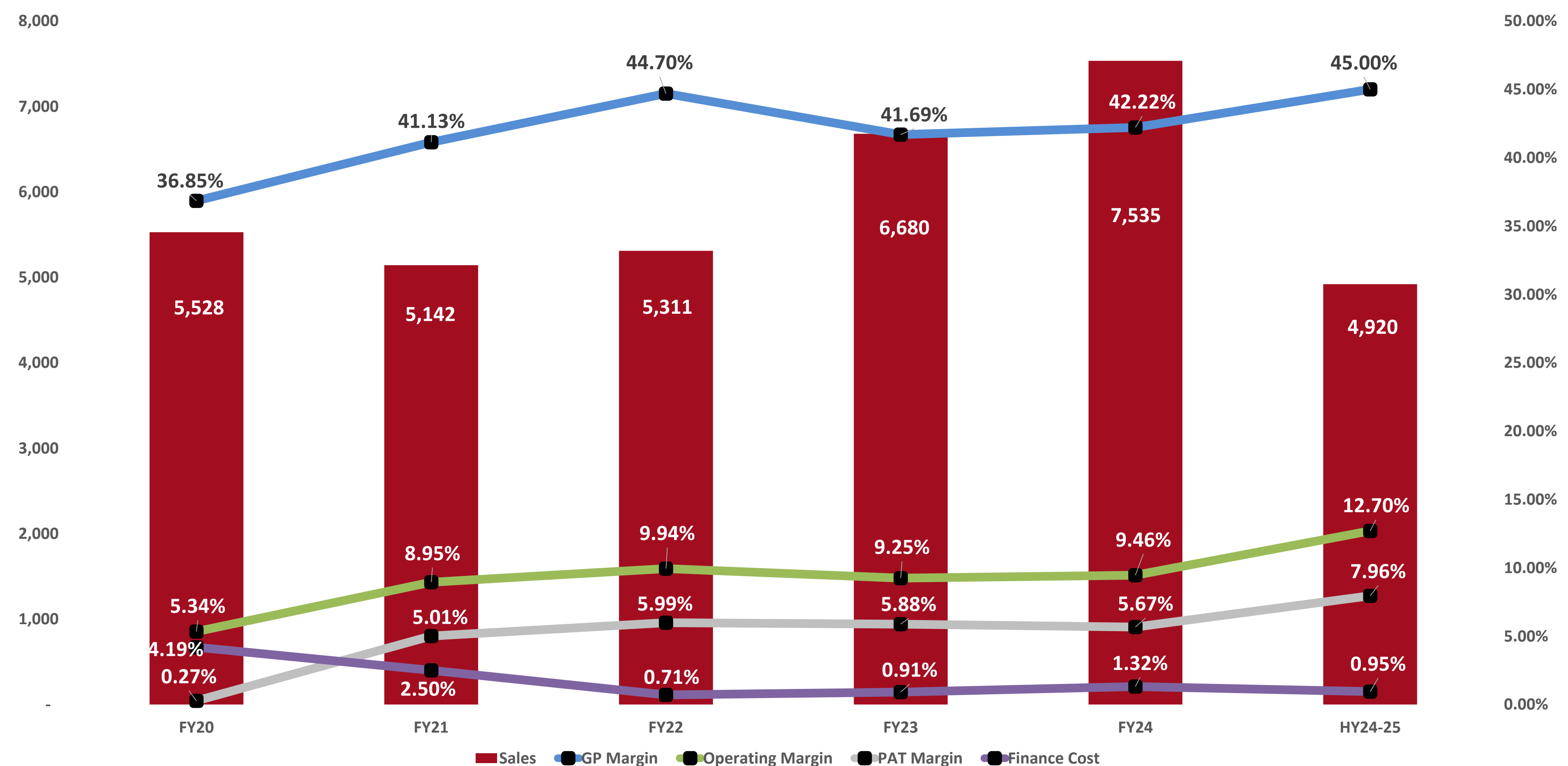


Operating profit for half year is Rs. 625 Mn, representing a 142% growth over same period last year. This notable improvements is attributed to the higher sales, increase in gross profit margins and the implementation of efficiency enhancements and cost optimization measures

# Net Sales, Profitability & Finance Cost Trend

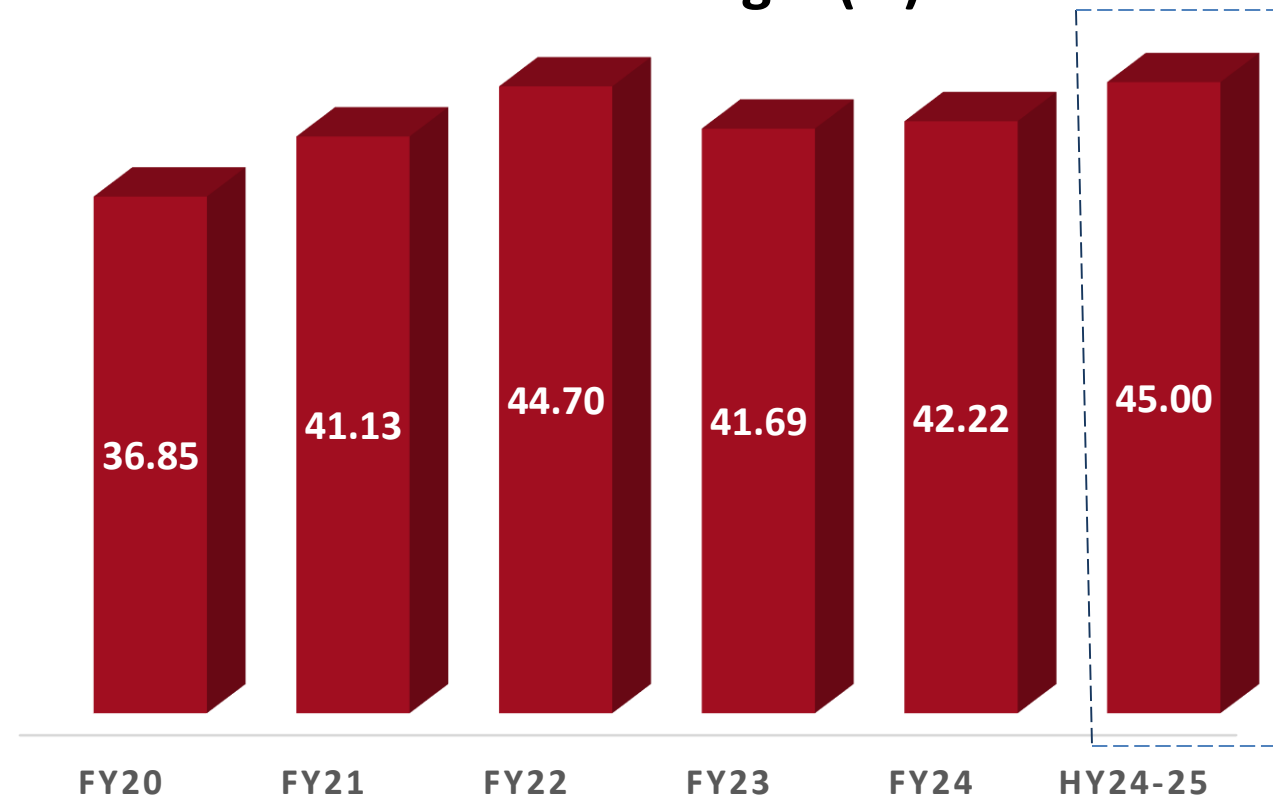


Macter

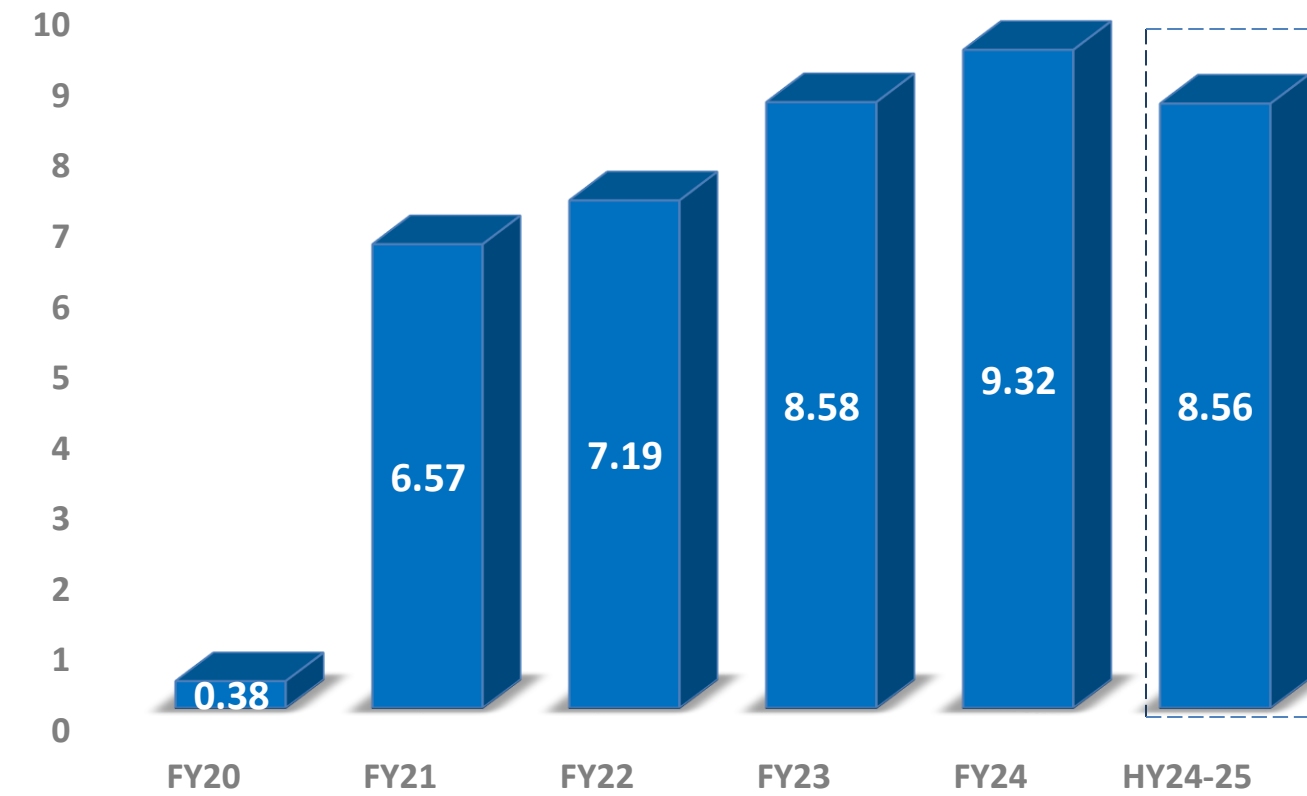


# Financial Highlights - Graphs

### Gross Margin (%)



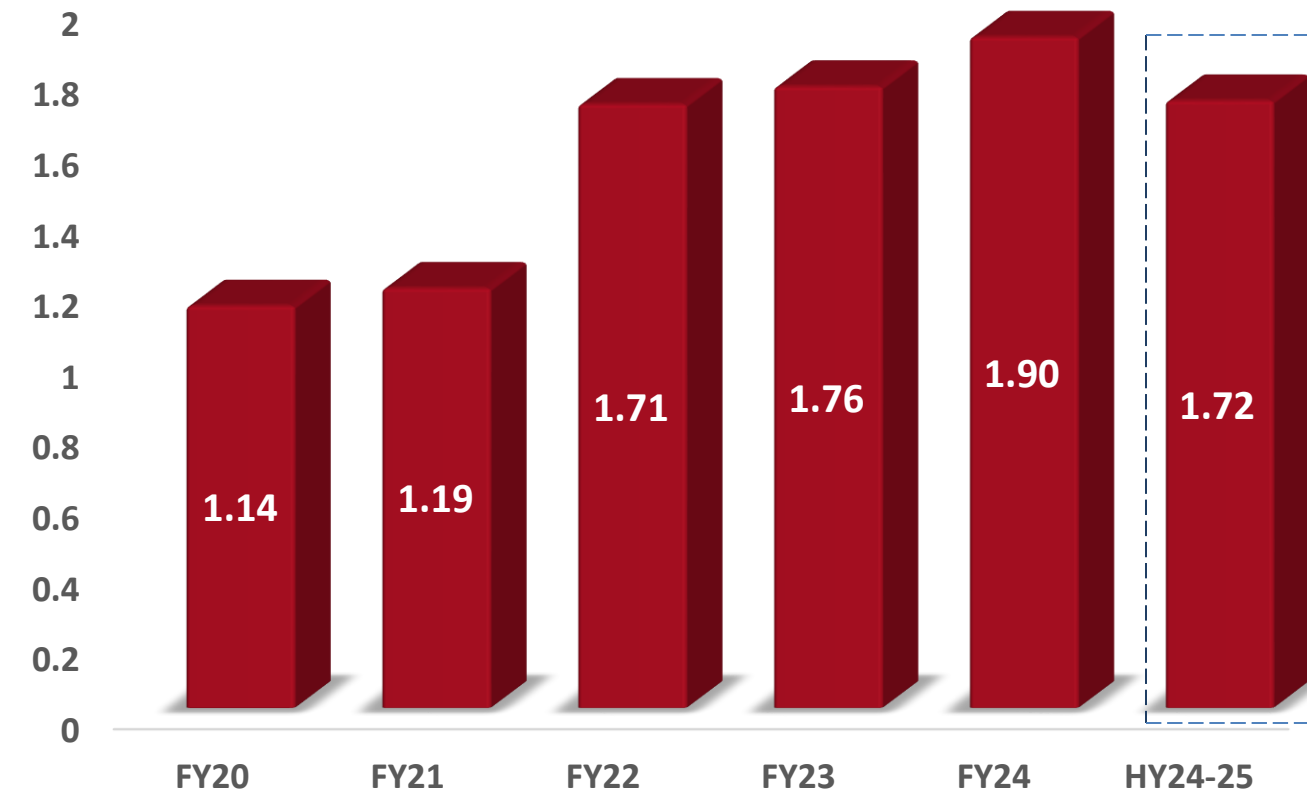
### Earning Per Share (PKR)




### Return on Capital Employed (%)



### Current Ratio



**ROCE = Operating profit / Capital employed**

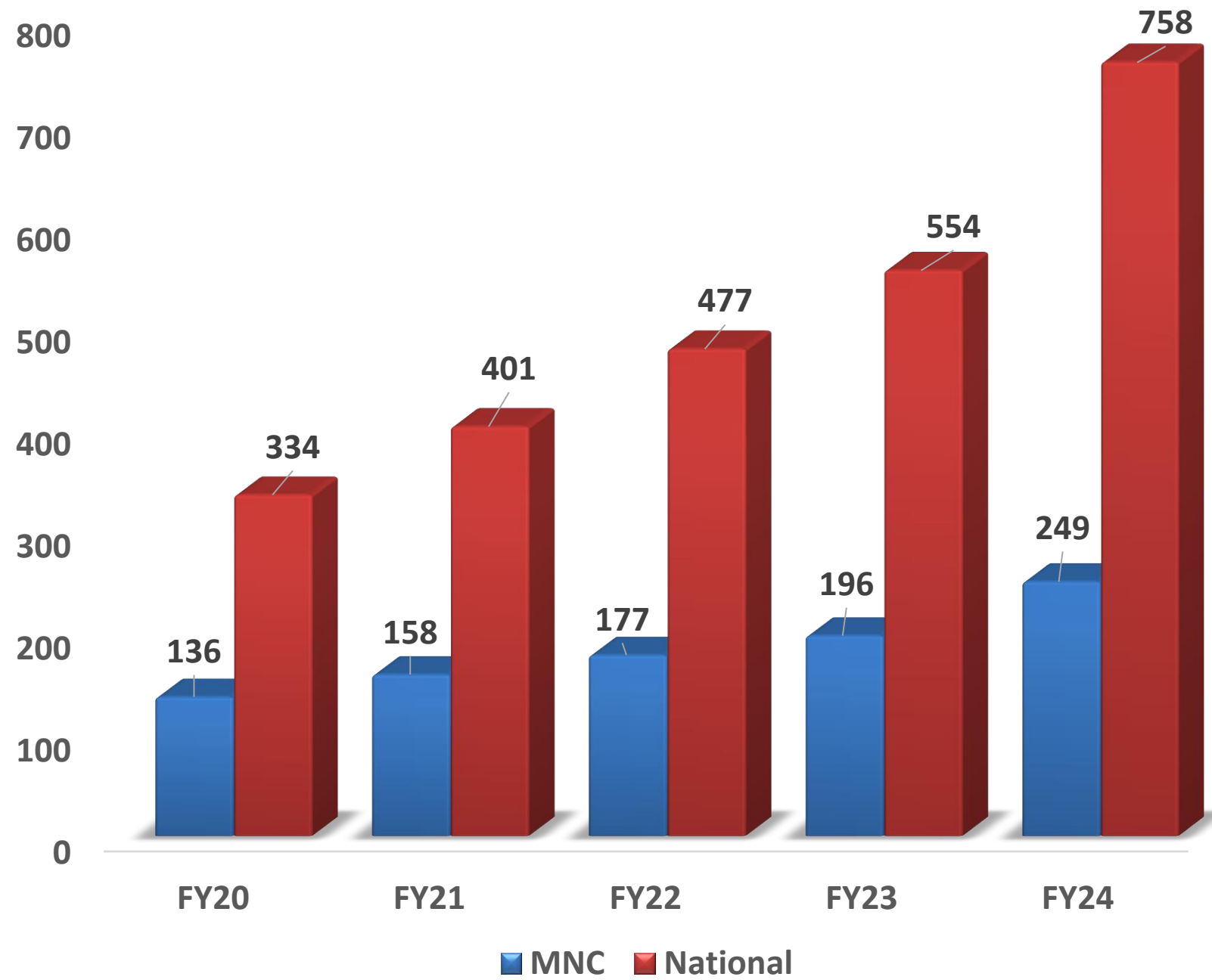
A low-angle, black and white photograph of a modern glass skyscraper, showing the grid of windows and the building's structure against a cloudy sky. The image is partially framed by large red geometric shapes: a triangle in the top-left and a trapezoid in the bottom-left.

# **Pakistan Pharma Market Overview**

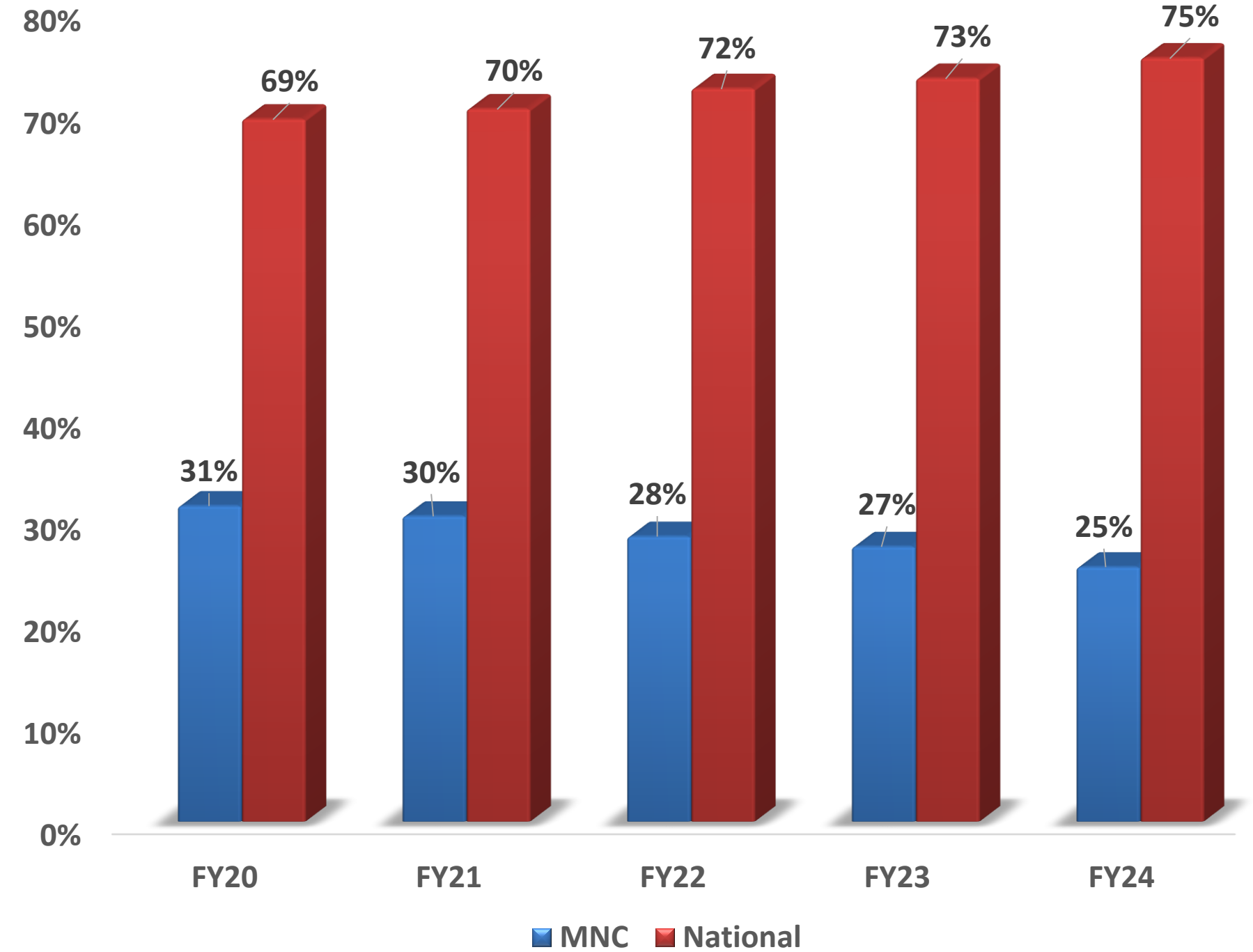
# Pakistan Pharma Market Evolution



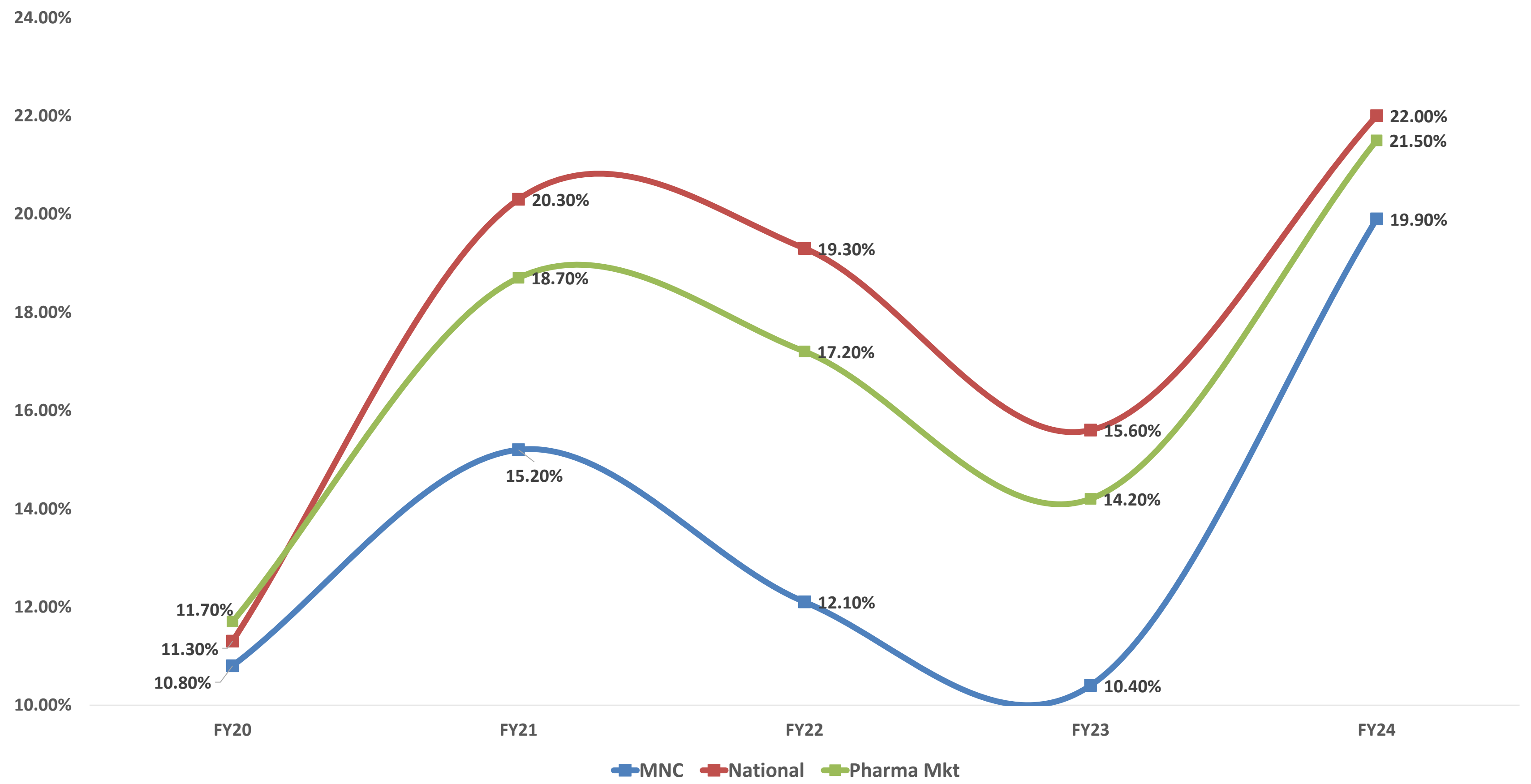
## Pharma Industry Market Share Trend



## Pakistan Pharma Market Evolution



# Industry Growth Dynamics



Source: IQVIA Q4 MAT 2024

# Macter's Standing: +10 Billion Club



## Top Pharmaceutical Corporates.

**Corporates with "40 Billion" Above Value**

Value: 339 Bn  
Market Share: 33.71%  
Growth: 17.54%  
MNC - 2 | NAT - 4

- ↳ GETZ
- ↳ SAMI
- ↳ ABBOTT
- ↳ GLAXOSMITHKLINE
- ↳ SEARLE
- ↳ **MARTIN DOW**

**Corporates with "10 Billion" Above Value**

Value: 429 Bn  
Market Share: 42.64%  
Growth: 24.49%  
MNC - 5 | NAT - 15

↳ HILTON	↳ NABIQASIM
↳ OBS	↳ FEROSZONS
↳ HIGH-Q	↳ NOVO NORDISK
↳ HALEON	↳ NESTLE
↳ BOSCH	↳ MACTER
↳ HIGHNOON	↳ NOVARTIS
↳ SANOFI	↳ <b>TABROS</b>
↳ CCL	↳ GLOBAL
↳ ATCO	
↳ L.C.I	
↳ BARRETT	
↳ PHARMEVO	

**Corporates with "5 Billion" Above Value**

Value: 77 Bn  
Market Share: 7.70%  
Growth: 27.15%  
MNC - 2 | NAT - 8

↳ MORINAGA	↳ MEJI
↳ GENIX	↳ GENETICS
↳ HORIZON	↳ HELIX
↳ CHIESI	
↳ S.J.& G. FAZUL	
↳ SHAIGAN	
↳ PFIZER	

**Corporates with "1 Billion" Above Value**

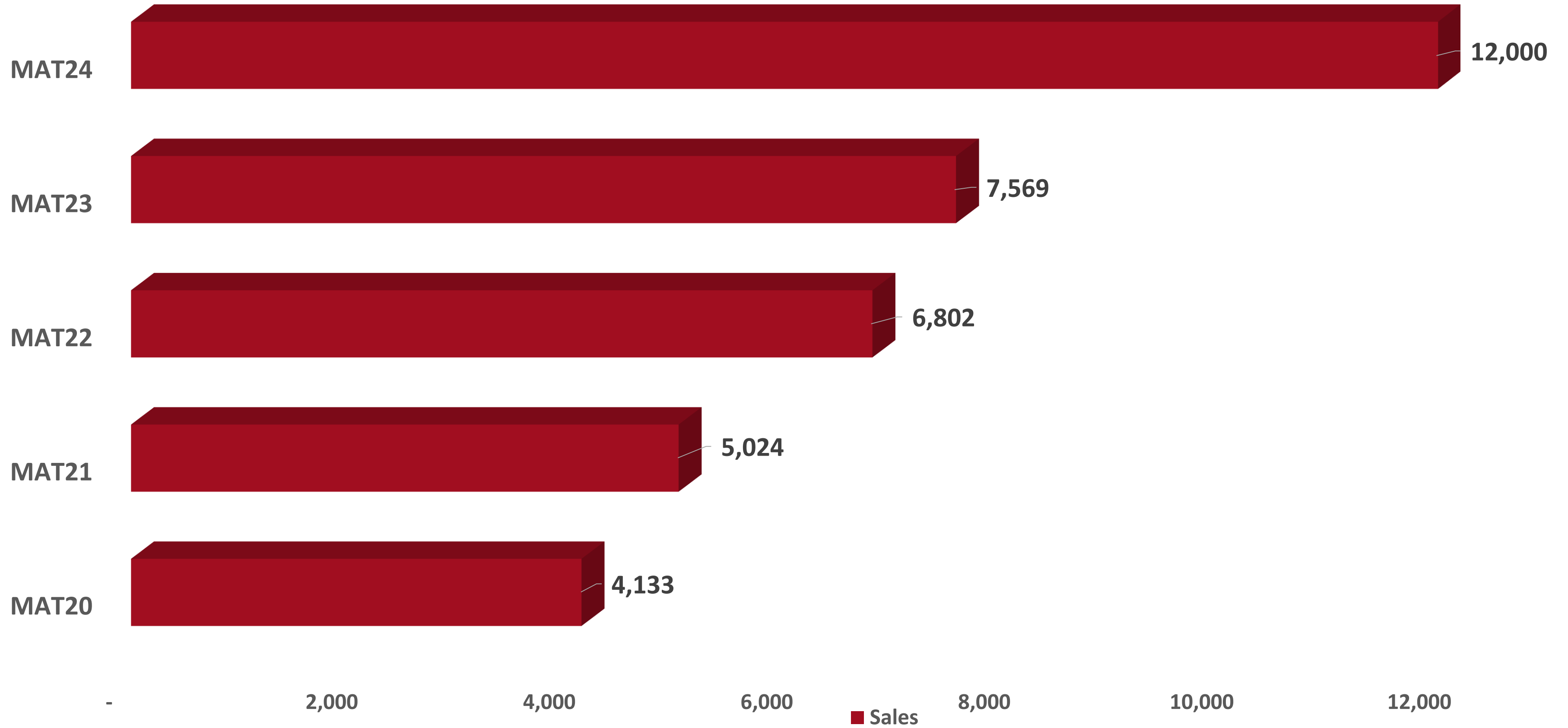
Value: 123 Bn  
Market Share: 12.27%  
Growth: 21.07%  
MNC - 5 | NAT - 42

↳ SAFFRON	↳ NUZZER
↳ ELI LILLY	↳ AMSON
↳ ASIAN CONTINENTAL	↳ CELL LABS
↳ NEUTRO	↳ PACIFIC
↳ BAYER	↳ FYNK
↳ SCILIFE	↳ BROOKES
↳ WERRICK	↳ BIOLABS
↳ INDUS	↳ ROCHE
↳ PHARMEDIC	↳ OTSUKA
↳ RG	↳ PDH LABS
↳ ZAFI	↳ PHARMATEC
↳ WILSON	↳ OPAL
↳ STANLEY	↳ WIMITS
↳ PLATINUM	↳ WOODWARDS
↳ SERVIER	↳ ADAMJEE
↳ MCOLSON	↳ DAVIS
↳ STANDPHARM	↳ GREENSTAR
↳ SANTE	↳ <b>BM BIOTECH</b>
↳ MASS	↳ GLITZ
↳ SCOTMANN	↳ SCHAZOO PHARMA
↳ REMINGTON	↳ NUTRIFACTOR
↳ HIMONT	↳ EFROZ
↳ GALAXY	↳ <b>MAXITECH</b>
	↳ <b>HAKIMSONS</b>

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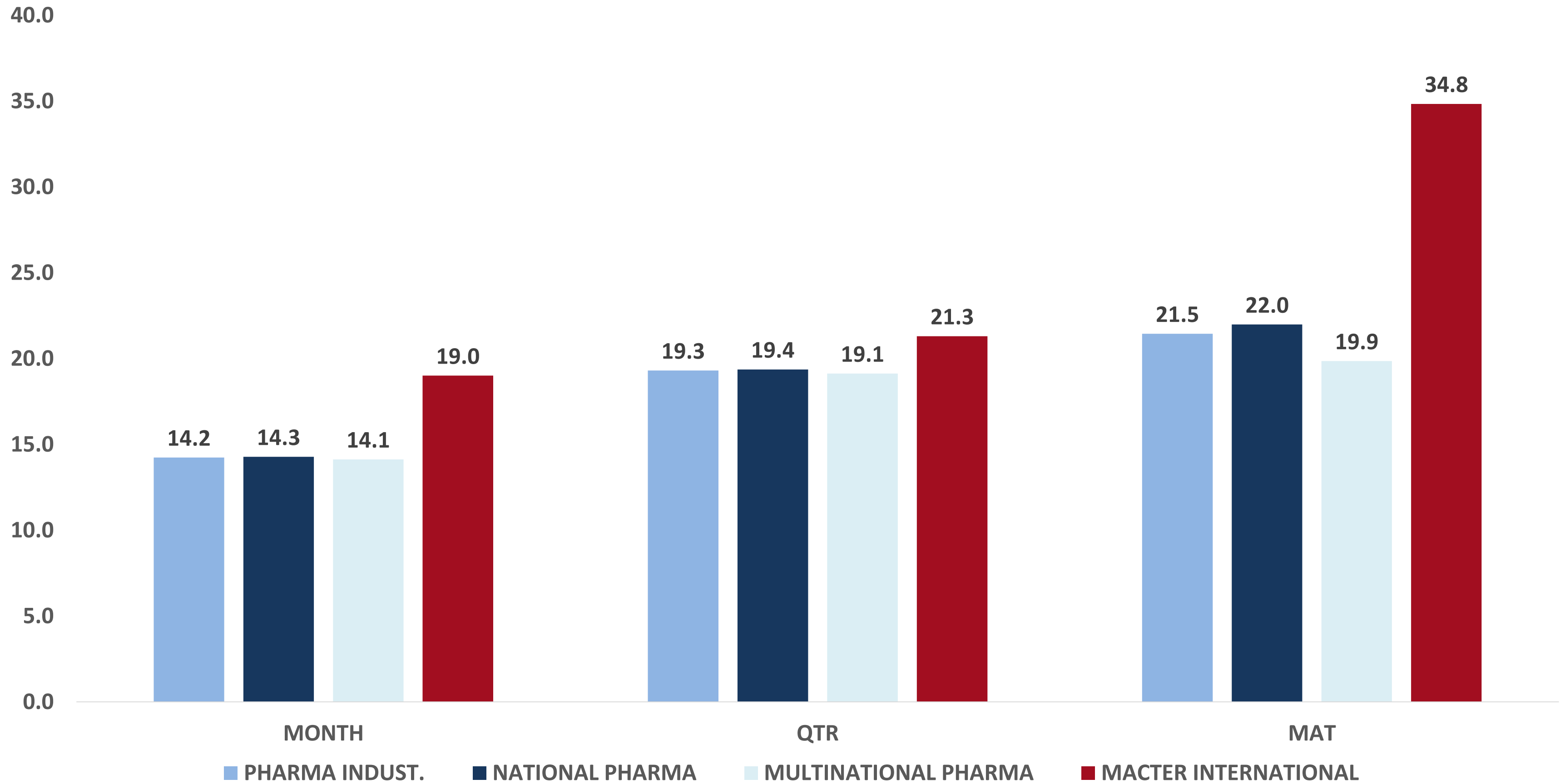


# IQVIA Sales of Macter



Source: IQVIA Q4 MAT 2024

# IQVIA: Growth of Pharma Industry Vs Macter



Source: IQVIA Q4 MAT 2024



**Thank You**

**Q & A**

**Session**

