



UDL INTERNATIONAL LIMITED

CORPORATE BRIEFING SESSION FOR THE YEAR 2025

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INTRODUCTION

UDL Group began its operation several generations ago in 1887 and became distributors of W.D & H.O. Wills cigarettes in undivided India. After partition of the sub-continent, several offices were established in major cities of Pakistan. Over decades since 1947, many multinationals and large Pakistani companies have held business relationships with the group. In the early 90's the ownership and management of the group was divided into two sub-groups, within the family, then in 2012 and 2020 shareholdings were further divided within the family.

This part of the UDL Group operates under the name of UDL International Limited which is listed on the Pakistan Stock Exchange. UDL International Limited is the surviving entity after the successful merger between First UDL Modaraba (listed on the PSX in 1991) with and into UDL International Limited, effective April 23, 2024. The company's principal line of business is to provide services legally permissible and also trading in products as permissible under Law. Through its subsidiary, UDL Financial Services Limited, the Company is engaged in offering investment finance services exclusively through Islamic modes. Additionally, the company is excited to announce its entry into the skin care market, with plans to launch products soon.

Subject to favorable market response, the Company plans to broaden its product portfolio by introducing further variants, thereby enhancing returns for shareholders. In addition, management intends to evaluate and pursue opportunities in other sectors as part of a diversification strategy aimed at creating strong, differentiated brands that reflect our focus on quality and long-term value creation.

FINANCIAL HIGHLIGHTS (RS.IN MILLIONS)

UNCONSOLIDATED

** PLEASE NOTE: INCOME AND EXPENSES FOR THE YEAR 2024 ARE FOR 2 MONTHS AND 7 DAYS AFTER THE MERGER BECAME EFFECTIVE ON APRIL 23, 2024*

Description	2025	2024*
Investment and Other Income	53.54	4.46
Unrealized gain/(loss)	23.16	(1.74)
Total Income	76.71	2.72
Operating Expenses	(52.48)	(10.82)
Levies & Taxation	(7.30)	(0.55)
Profit/(Loss) after levies and taxes	16.90	(8.65)
Earning/(loss) per Share	0.48	(0.25)

FINANCIAL HIGHLIGHTS (RS.IN MILLIONS) CONSOLIDATED

** PLEASE NOTE INCOME AND EXPENSES ARE FOR 2 MONTHS AND 7 DAYS AFTER THE MERGER BECAME EFFECTIVE ON APRIL 23, 2024*

Description	2025	2024*
Total Revenue/ Income	109.01	10.47
Operating Expenses	(91.83)	(16.54)
Levies & Taxation	(7.70)	(0.96)
Profit/(Loss) after levies and taxes	9.41	(7.04)
Earning/(Loss) per share	0.27	(0.20)

REVIEW OF OPERATIONS

The financial statements for the year ended 30 June 2025 represent the financial results for the first full twelve months following the merger process, which became effective on 23 April 2024. Consequently, comparative figures of the preceding year are not directly comparable, as the prior reporting period comprised operations for only two months and seven days (24 April 2024 to 30 June 2024).

On a standalone basis, the Company achieved revenue of Rs. 53.54 million, supported by an unrealized gain on investments of Rs. 23.16 million, attributable to timely and strategic investments in financial instruments. Total expenses stood at Rs. 52.50 million, resulting in a profit after taxation of Rs. 16.90 million, equivalent to earnings per share (EPS) of Rs. 0.48.

On a consolidated basis, UDL International posted total revenue of Rs. 109.01 million, against operating expenses of Rs. 91.83 million. However, due to a substantial reduction in the KIBOR rate and corresponding decline in bank profit income, the subsidiary reported a net loss. This diluted the overall consolidated profit to Rs. 9.41 million, translating into an EPS of Rs. 0.27.

The board of directors in its meeting held on September 25, 2025 declared a final cash dividend of 5%, i.e. Rs. 0.50 paise per share.

FUTURE OUTLOOK

1. With the recent rupee devaluation, it is important for an organization to diversify in businesses that would offset the effects of the devaluation. In the financial sector, the organization does not have any real assets as once the financing period is over, the asset is transferred to the customer. Therefore, diversifying into trading, export, manufacturing, etc. would protect the organization against the devaluation as it will have stock in hand, real fixed assets, etc. instead of cash.
2. As a first step, our variants of skin care products, outsourced to a reputable contract manufacturer, have entered commercial production and are expected to reach retail shelves by December 2025, In Sha Allah. This milestone marks an exciting step in diversifying our revenue streams and expanding our market presence.
3. Subject to favorable market response, the Company plans to broaden its product portfolio by introducing further variants, thereby enhancing returns for shareholders. In addition, management intends to evaluate and pursue opportunities in other sectors as part of a diversification strategy aimed at creating strong, differentiated brands that reflect our focus on quality and long-term value creation.
4. In respect of the subsidiary's lending business, available funds have already been fully deployed. Negotiations are currently underway with banks to secure additional credit lines in order to support expansion of the financing portfolio and improve profitability.
5. We believe that the restructured organization will have a bright future, In Sha Allah!

UPCOMING PRODUCTS (ACTUAL IMAGES MAY VARY SLIGHTLY.)



QUESTION AND ANSWER SESSION

THANK YOU