



Hemas Holdings PLC

Investor Presentation- Q2 FY25/26

Implications of Key Macro Economic Parameters on Hemas

Interest Rates

"Continued decline in AWPLR was witnessed during the year easing the pressure on finance cost to a certain extent"

-13.6%

AWPLR

YoY change monthly rate (Sep 2025 vs Sep 2024)

Stable Exchange Rates

"The Rupee remained relatively stable, positively impacting RM costs and import expenditure for key BUs"

-1.1%

US \$/Rs

YoY change (Sep 2025 vs Sep 2024)

Global Commodity prices

"Mixed impact on margins: price of Palm oil increased while Crude oil decreased Y-o-Y"

8.7%

Palm oil

-8.5%

Crude Oil

YoY change (Sep 2025 vs Sep 2024)

Inflation

"Inflationary conditions returned during the quarter, creating pressure on costs"

2% pts

ASPI

2.3% pts

NCPI

YoY increase (Sep 2025 vs Sep 2024)

GDP Growth

"Positive GDP growth continued, improving consumer sentiment"

4.9%

for Q2 CY 2025

(2024 : 5%)

Share Market

"Renewed optimism from local retail investors has boosted the CSE, positively impacting the HHL share."

83.6%

ASPI

77.1%

S&P SL20

YoY change (Sep 2025 vs Sep 2024)

New Product Launches During the Quarter



Clogard Charcoal
Infused Toothbrush

Hair Buddy - Botanical
Fusion Masque (Hair Care)



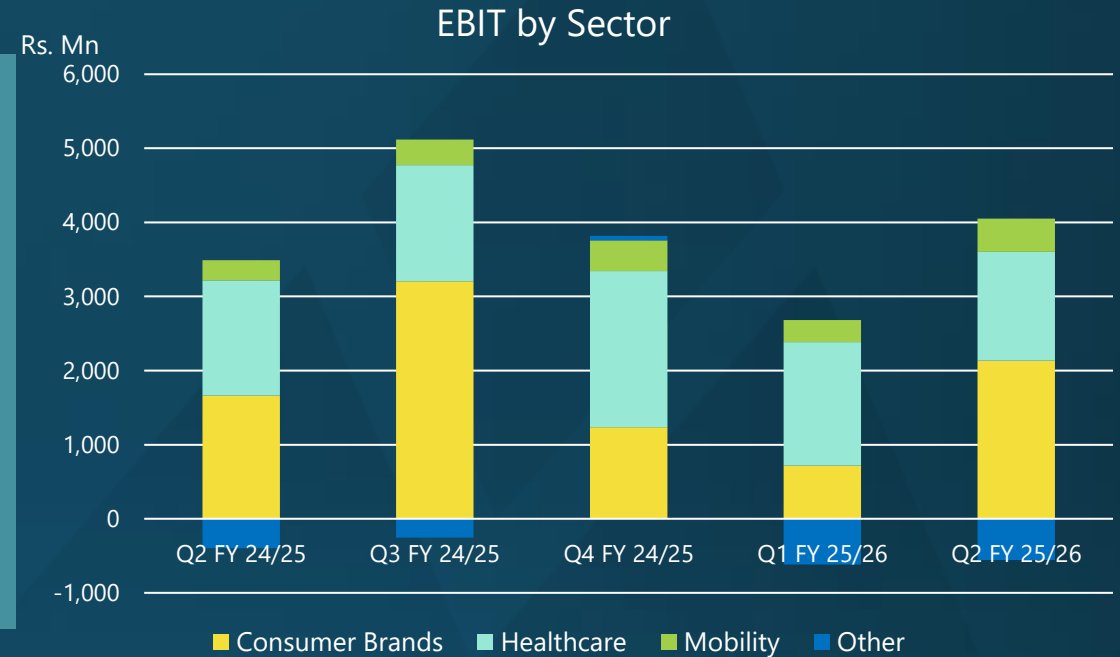
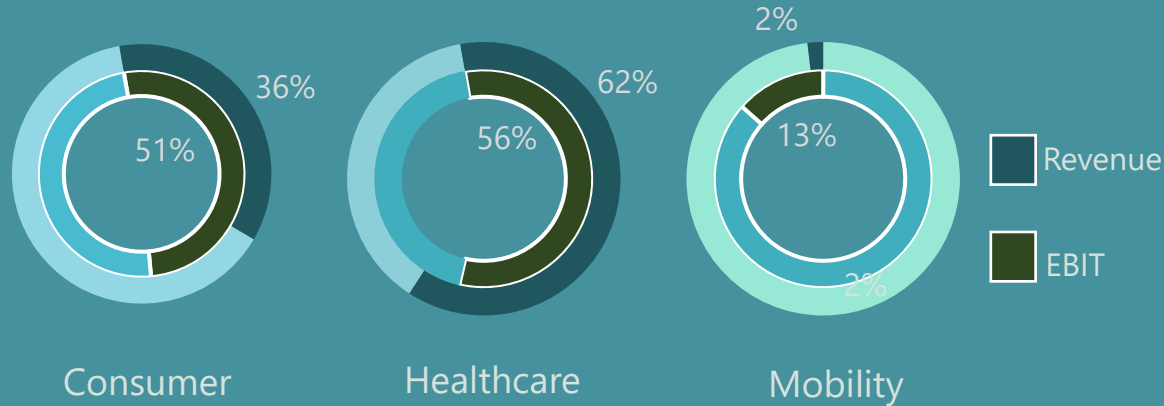
CeeMor
(Vitamin C for
general wellness)



ChlorMor
(for cough &
cold for kids)

Financial Snapshot

6M contribution to the Group

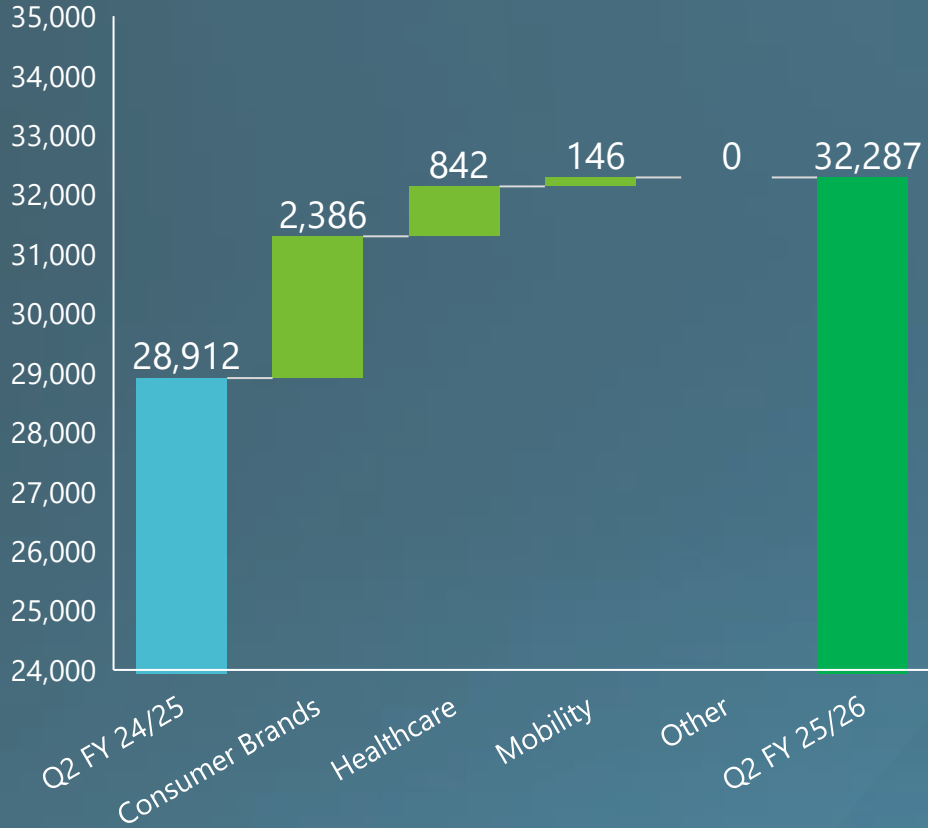


6M Performance FY26 vs FY25

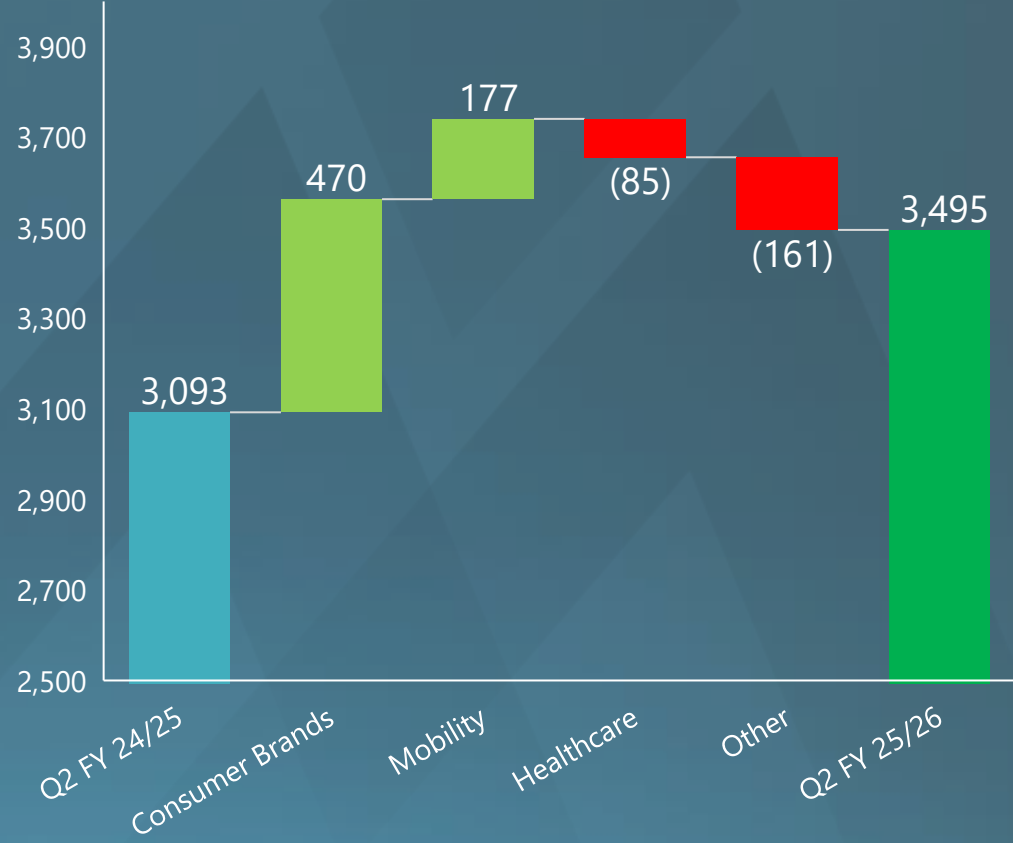


Sector Performance Summary – Q2 FY 2025-26

Revenue Walk (LKR Mn)

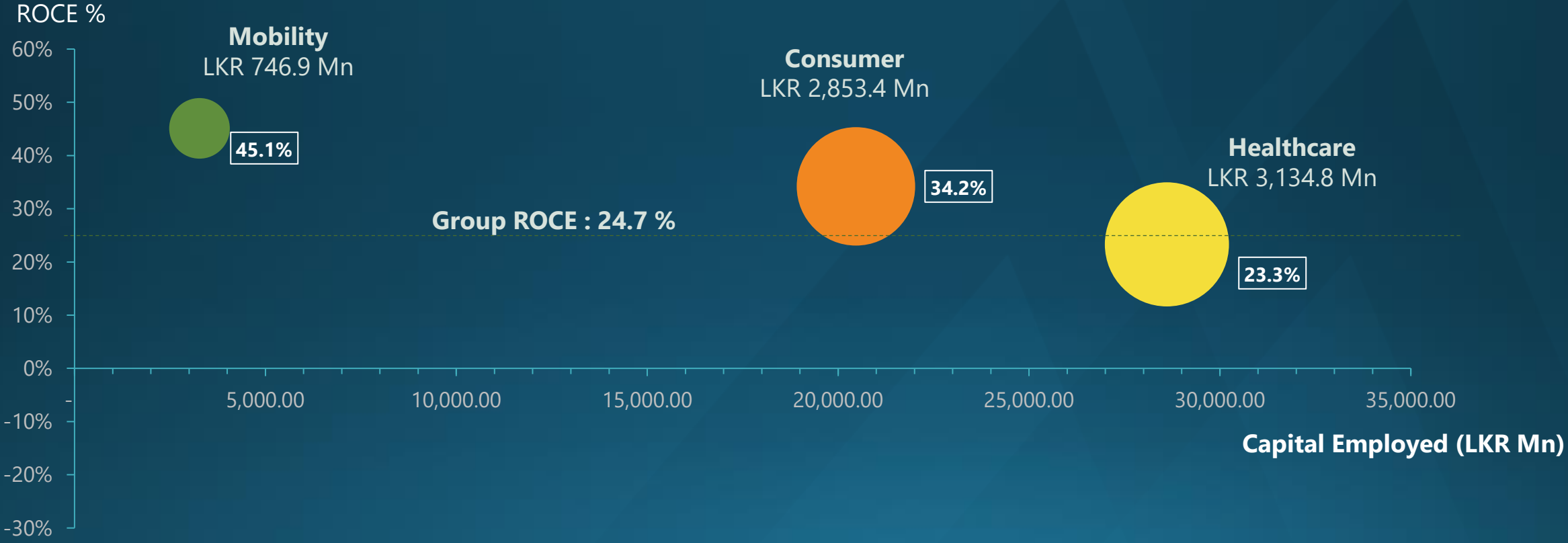


EBIT Walk (LKR Mn)



Capital Employed – Q2 FY 2025-26

Sector Efficiency Capital Employed, ROCE, and EBIT by Key Sectors



Note:
The size of the circle indicates the cumulative EBIT values

Consumer Brands

- ❖ Home and Personal Care - Sri Lanka
- ❖ Home and Personal Care - International
- ❖ Learning Segment

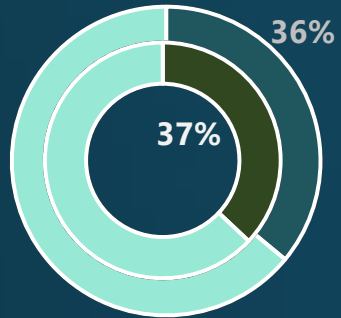


Consumer Brands

Contribution to Group

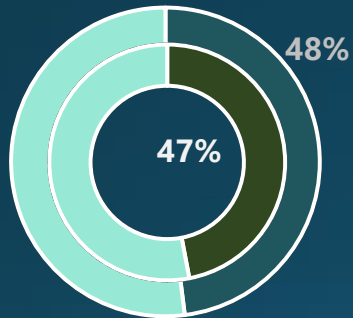
Revenue %

6M FY26
6M FY25



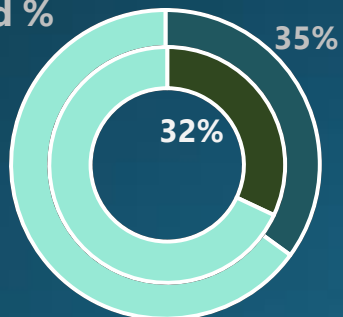
EBITDA %

6M FY26
6M FY25

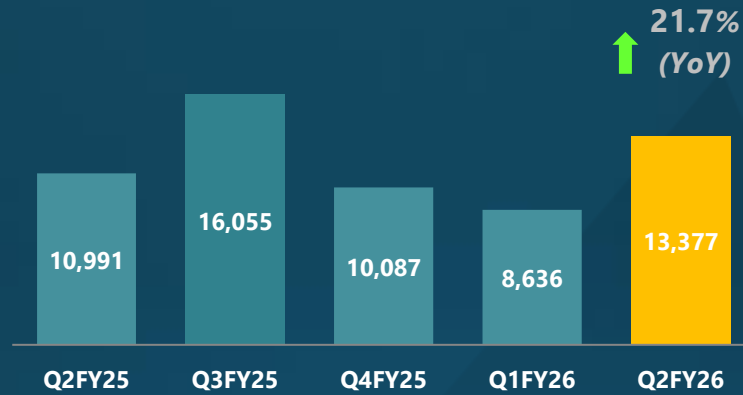


Capital Employed %

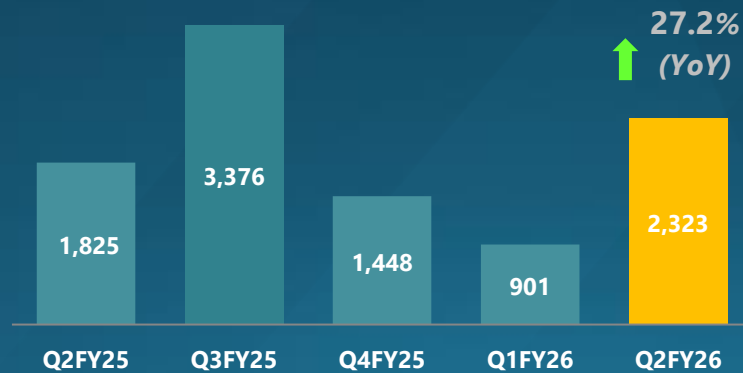
FY26
FY25



Revenue (LKR Mn)



EBITDA (LKR Mn)



Key Highlights

- Revenue witnessed a significant increase primarily due to volume increases.
- Steady volume growth was observed across most categories
- The Learning segment categories saw its volumes increasing y-o-y.
- In Bangladesh, the market share in the VAHO category increased y-o-y from 15.3% to 16.9%.

Home and Personal Care – Sri Lanka

8

Key categories with market leading positions



Extensions to the Portfolio

7.1%

6M volume growth

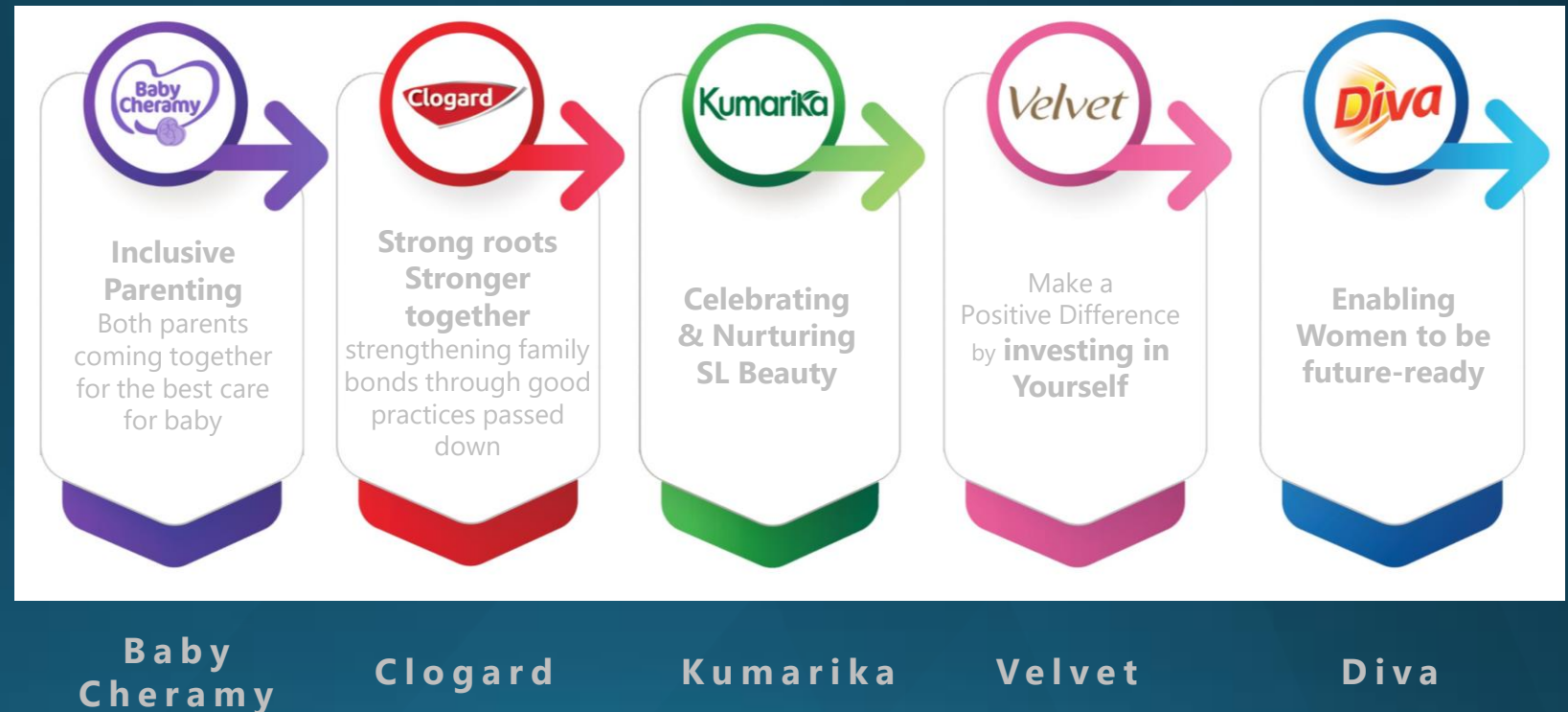
80k

Direct outlet coverage

61.4%

6M contribution to Consumer Brands revenue

Purpose-driven brands touching the lives of the Sri Lankan consumer



Home and Personal Care – International

2011

Commenced operations in Bangladesh

3

Key categories
Value added Hair Oil,
Health Soap, Mens grooming

16.9%

Market share in VAHO
(Bangladesh – Q1 FY26 Data)

4K

Retailers reached in
Bangladesh

12%

6M contribution to
Consumer Brands revenue

Locally led and localised in Bangladesh

- All products are exclusively designed for Bangladesh.
- Extensive product portfolio with multiple value adding variations targeted for overall wellness, growth and nourishment of hair.
- Local leadership team with 90% local talent.



Reach in Bangladesh

19.3%

Rural penetration by
Hemas

7.2%

Urban penetration of
Hemas

16.3%
7 + Mn
Households

Households reached
by Hemas

> 90%

On-shore
manufacturing

Note: VAHO – Value Added Hair Oil, CNO – Coconut Oil

Home and Personal Care – Sri Lanka and International

Sri Lanka

Revenue

- The personal care and beauty segments experienced volume-led growth
- The Home care segment continued to be impacted due to increased demand for generic products in price-sensitive segments.

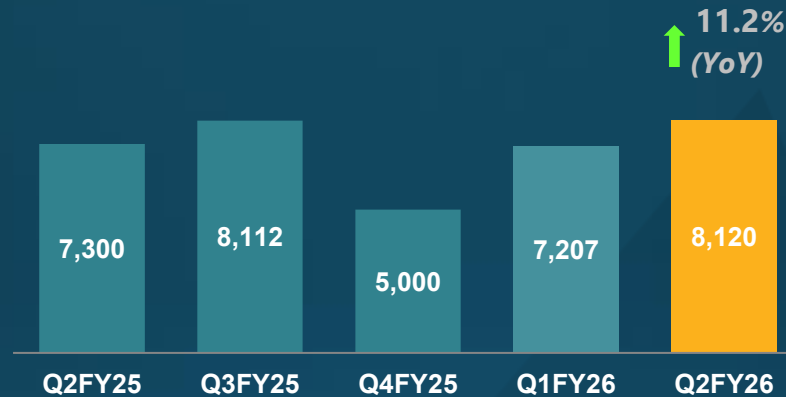
Profitability

- Profitability improved due to increased revenue.

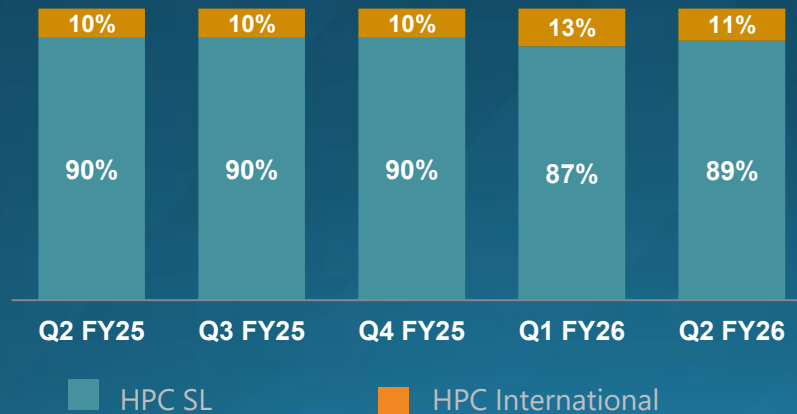
Outlook

- Rising commodity prices will have an impact on input costs.
- Exploring opportunities for Premiumisation

Revenue (LKR Mn)



International Segment Revenue as a % of total HPC Segment



International

Revenue

- Revenues increased driven by a better sales mix
- 'Kumarika', the flagship Value-Added Hair Oil (VAHO) product witnessed a resilient performance increasing its market share.

Profitability


- Profitability increased due to margin improvements and reduced input costs, resulting from proactive and disciplined procurement efforts


Outlook

- Consumer sentiment is rising with the improving macroeconomic conditions.
- Imposition of 20% tariffs on exports to the United States will impact exports.

Learning Segment

7 Key categories

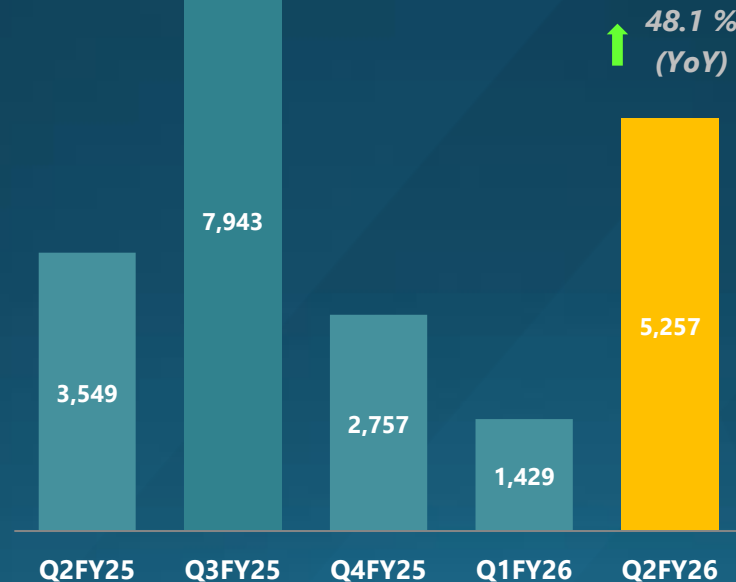
 High Efficiency and productivity through lean initiatives

 Market leader in key product categories

50+k Outlet coverage across Sri Lanka

30% 6M contribution to Consumer Brands revenue

Revenue (LKR Mn)



Revenue

- Revenues increased due to higher volumes supported by increased sales and marketing efforts.

Profitability

- Increase in revenue during the Q2 helped to sustain profitability

Outlook

- Expand the sales and promotion of the Educational toys and aids.
- Pursue distribution partnerships with international players and expand the export footprint.
- Explore opportunities in adjacencies.

Healthcare Sector

- ❖ Pharmaceutical Import, Marketing and Distribution
- ❖ Pharmaceutical Manufacturing
- ❖ Hospitals

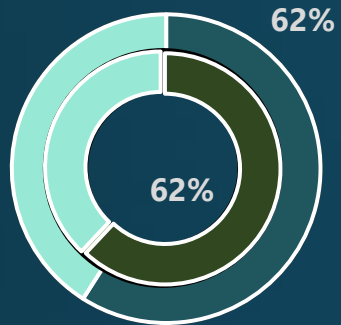


Healthcare

Contribution to Group

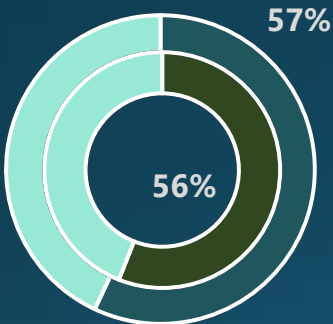
Revenue %

6M FY26
6M FY25



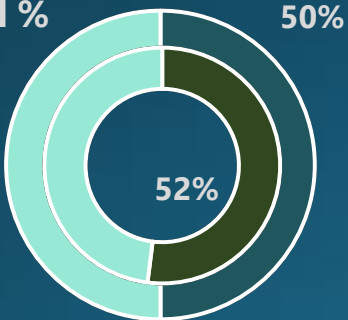
EBITDA %

6M FY26
6M FY25



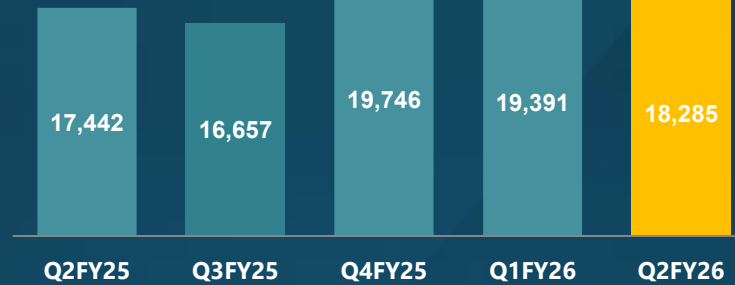
Capital Employed %

FY26
FY25



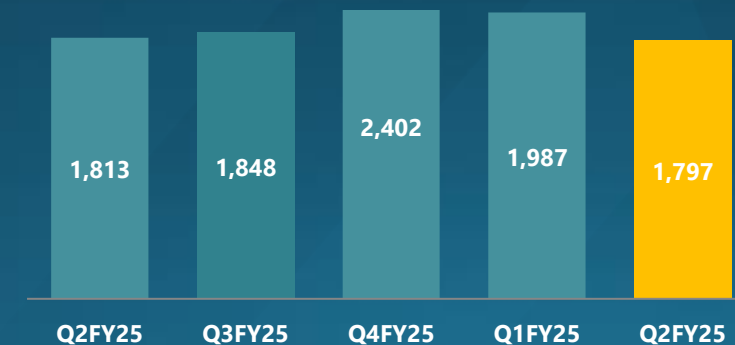
Revenue (LKR Mn)

↑ 4.8 %
(YoY)



EBITDA (LKR Mn)

↓ -0.9 %
(YoY)

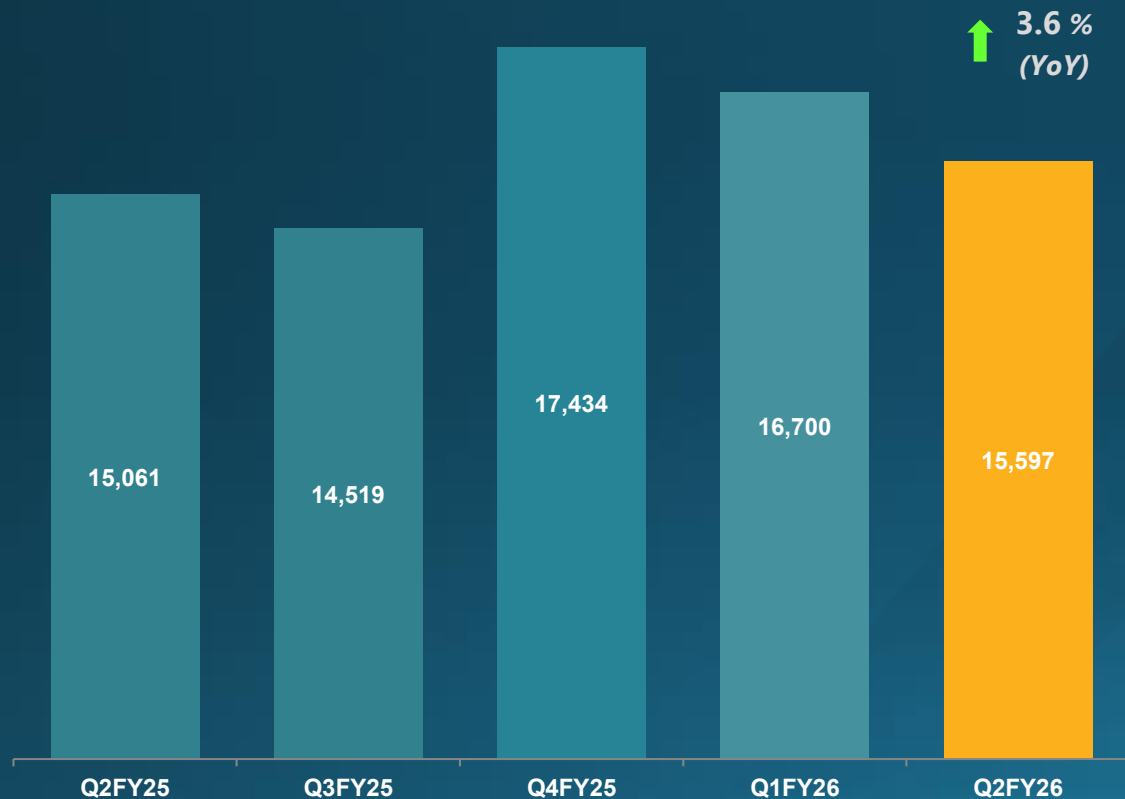


Key Highlights

- Moderate growth in Revenue driven by expansion of services and facilities.
- The EBITDA witnessed marginal decrease due to increased input costs.

Pharmaceutical Import, Marketing, Distribution and Pharmaceutical Manufacturing

Revenue (LKR Mn)



Revenue

- The Distribution business continues to hold its market-leading position while volume growth moderated during the quarter.
- Morison expanded its own branded product range ChlorMor (cough & cold for kids)

Profitability

- Pharmaceutical Distribution and Manufacturing segments recorded significant improvements in profitability during the period, underpinned by robust topline growth, margin expansion, and disciplined operational execution.

Outlook

- Further extending the branded generics portfolio to create a "Sri Lankan Brand" and exploring export opportunities will be key priorities for the Manufacturing Arm of the Sector.
- Ensuring availability and increasing the offering by onboarding new Principles will drive the Distribution Arm.
- Revenues may be impacted with the introduction of the pricing formula.

Hospitals

200+ Beds

+50% Hospital occupancy



First hospital in Sri Lanka to implement fully fledged EHR system



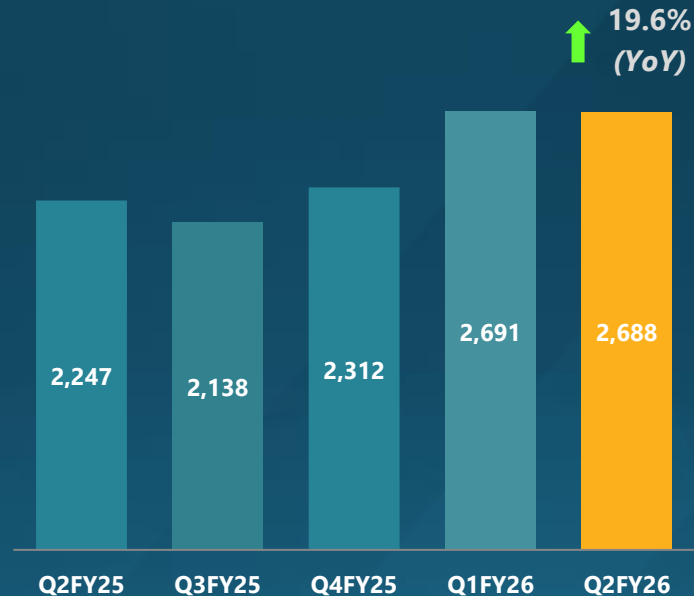
2
Hospitals

40+
Labs and
collection centres

14.3%

6M contribution to
Healthcare revenue

Revenue (LKR Mn)



Revenue

- Both outpatient and inpatient revenue recorded a steady increase.
- Revenue from the labs network and home care services also recorded a sustained increase in volumes and revenue.

Profitability

- GP & EBITDA margins improved owing to the increased revenue and enhanced efficiency measures that were implemented.

Outlook

- Expanding the lab network.
- Growth from new specialties introduced such as the Cath Lab at Wattala.
- Thalawathugoda hospital expansion was launched.

Mobility Sector

❖ Maritime

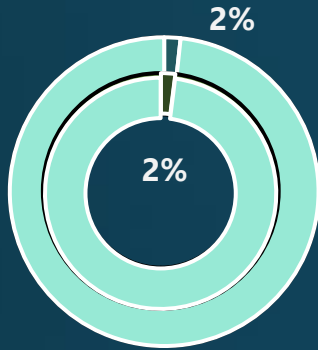
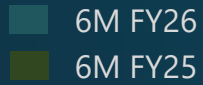
❖ Aviation



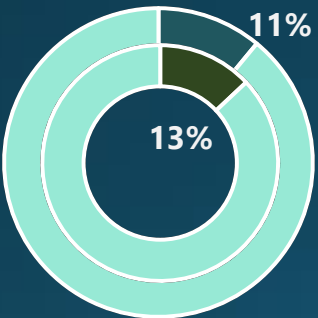
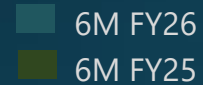
Mobility

Contribution to Group

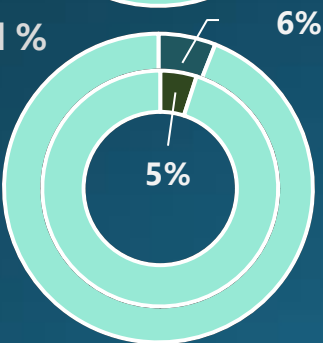
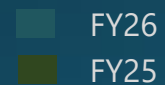
Revenue %



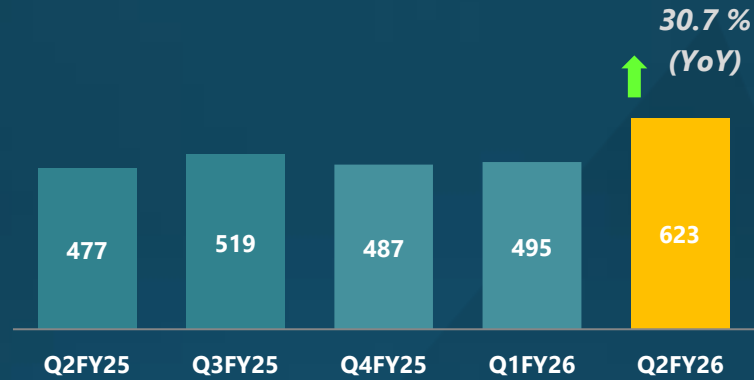
EBITDA %



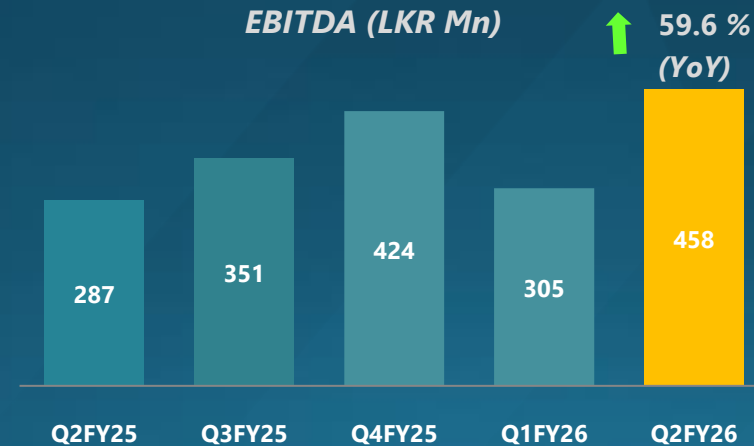
Capital Employed %



Revenue (LKR Mn)



EBITDA (LKR Mn)





Key Highlights

- The Maritime sector witnessed an increase in volumes with the introduction of the China-India Express service, which established direct connectivity between key ports in China and the Indian subcontinent.
- In the Aviation segment, both cargo and passenger volumes grew supported by increased frequencies.
- The 50% reciprocal tariff increase on cargo exported from India to the US, is likely to impact demand and air cargo rates for this route.

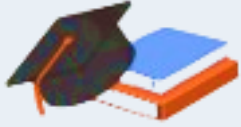
ENVIRONMENTAL AGENDA 2030 – PROGRESS SNAPSHOT



 2030 GOAL	 Q2 Update
Facilitate the collection of 100% of plastic sent to the market/consumers through initiatives across the country	353, 490+ KG (51%) plastic collected 1.8 Million KG plastic collected to date
25% of Energy obtained through renewable sources	10.8% energy through renewable sources
50% reduction of water intensity in significant operations	6% increase water intensity
Protect and sustain 1,000 acres of forest cover in Sri Lanka	57.8 acres
Protect 52 critically endangered endemic species	27 critically endangered endemic species

SOCIAL IMPACT: FOCUS AREAS

FY 26 Q2: 35,800+ INDIVIDUALS EMPOWERED



Creating Equal Opportunities for Learning

14,700+
Children and Teachers

- Creating quality educational experiences for every child.
- Creating equal learning opportunities for children from underprivileged and underserved backgrounds to continue their education.



Supporting Health and Well-being

9,200+
Families

- Providing expert advise and guidance to support those impacted by key health issues prevalent in today's society.
- Facilitating and testing a range of interventions to prevent or mitigate emerging health impacts.



Empowering Vulnerable Communities

1,700+
Families

- Empowering women with entrepreneurship, knowledge-building and skills development.
- Empowering children with disabilities to reach their full potential.
- Distribution of dry rations and other essentials for vulnerable communities.

SUSTAINABILITY PERFORMANCE IMPROVEMENTS FY 25 vs FY 26



Carbon Footprint

(per Rs. Mn Revenue) - %

0.09MT



Values of Fines for Non-Compliance with Laws and Regulations in the Social Economic Area

NONE



Water Consumption

(per Rs. Mn Revenue) - %

6% ↑

1.6 m³



Total Work-Related Injury Rate

(per 100 employee)

100% ↑

0.4



Waste Recycled, Reused, or Recovered

8% ↑

72%

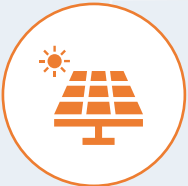


Training Hours and Development

(Hours)

68% ↑

21,650



Renewable Energy Generated

12% ↑

579,162 kWh



Gender Diversity

(Female employees)

4% ↑

27%

Awards and Recognitions



Hemas Hospitals awarded as the Best Employer Brand Award 2025 by the Employer Branding Institute of India



Digital marketing excellence of HCB & Atlas showcased at SLIM Digis 2.5



Hemas Holdings PLC and Atlas Axillia recognised as Women-Friendly Workplaces at Satynmag Women Friendly Workplace Awards 2025

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