



Hemas Holdings PLC

Investor Presentation- Q3 FY25/26

Financial Snapshot

9M Performance FY26 vs FY25

Revenue

LKR
95.8 Bn
↑ 9.4 %

EBITDA

LKR
11.5 Bn
↑ 2.0 %

Earnings

LKR
5.9 Bn
↑ 7.5 %

EPS

LKR
1.97
↑ 7.1 %

EBITDA
Margin

↓ 12.0%
0.9 pts

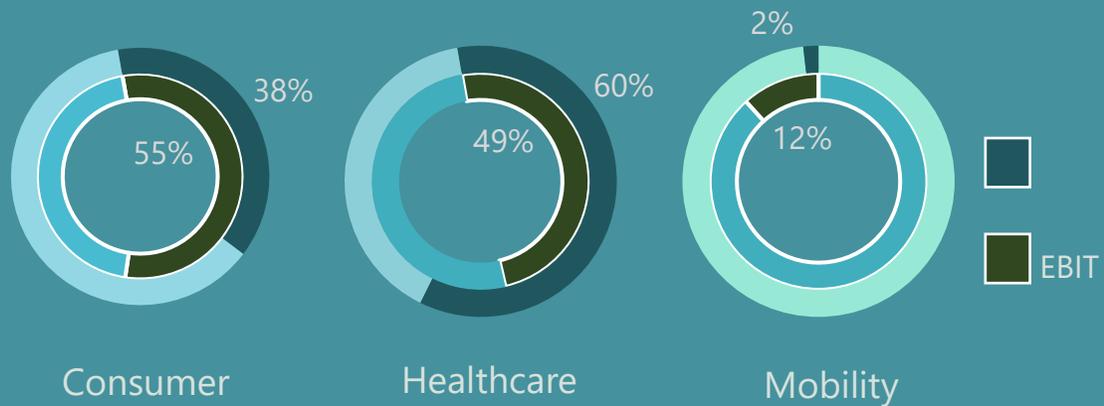
Net
Gearing

↓ -0.2%
-6.3 pts

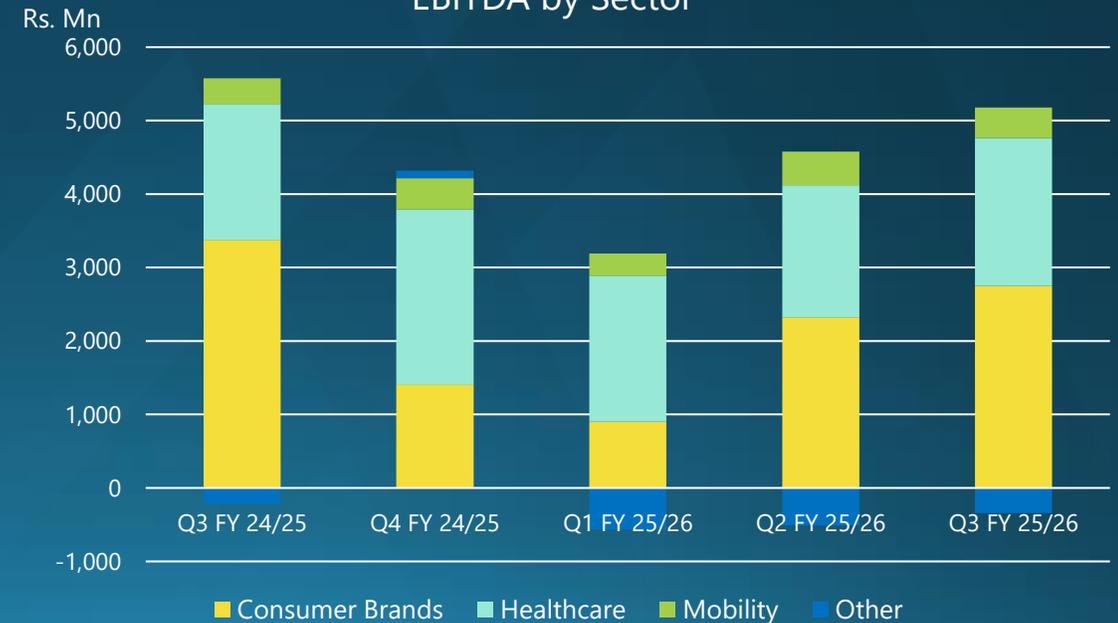
ROCE

↓ 22.4%
1.9 pts

9M contribution to the Group

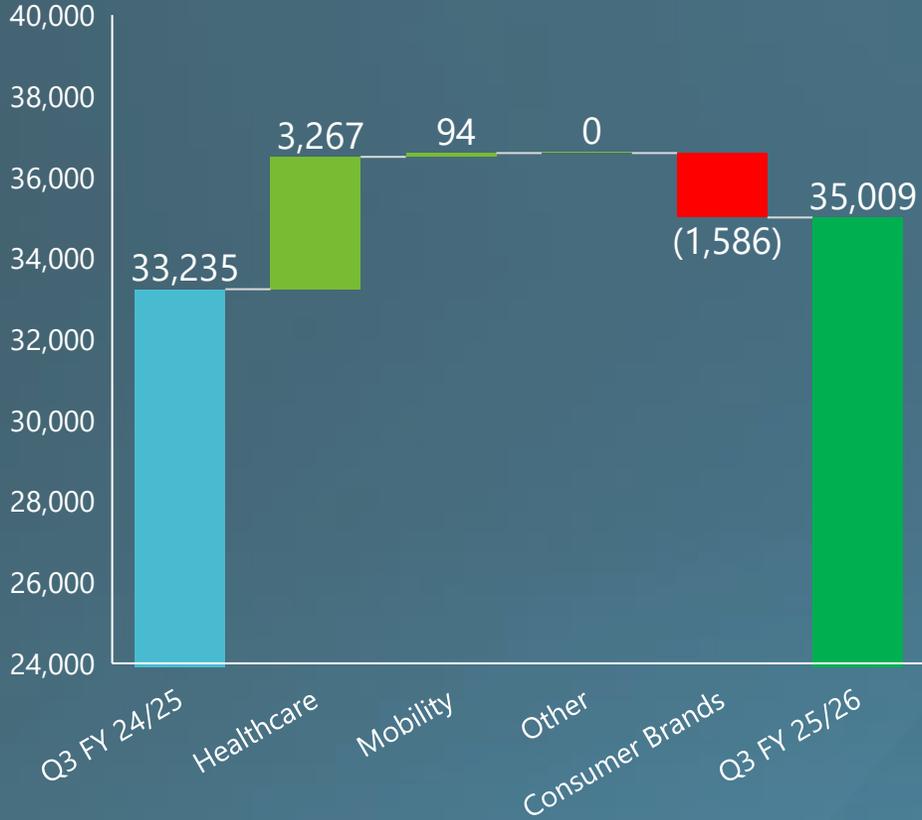


EBITDA by Sector

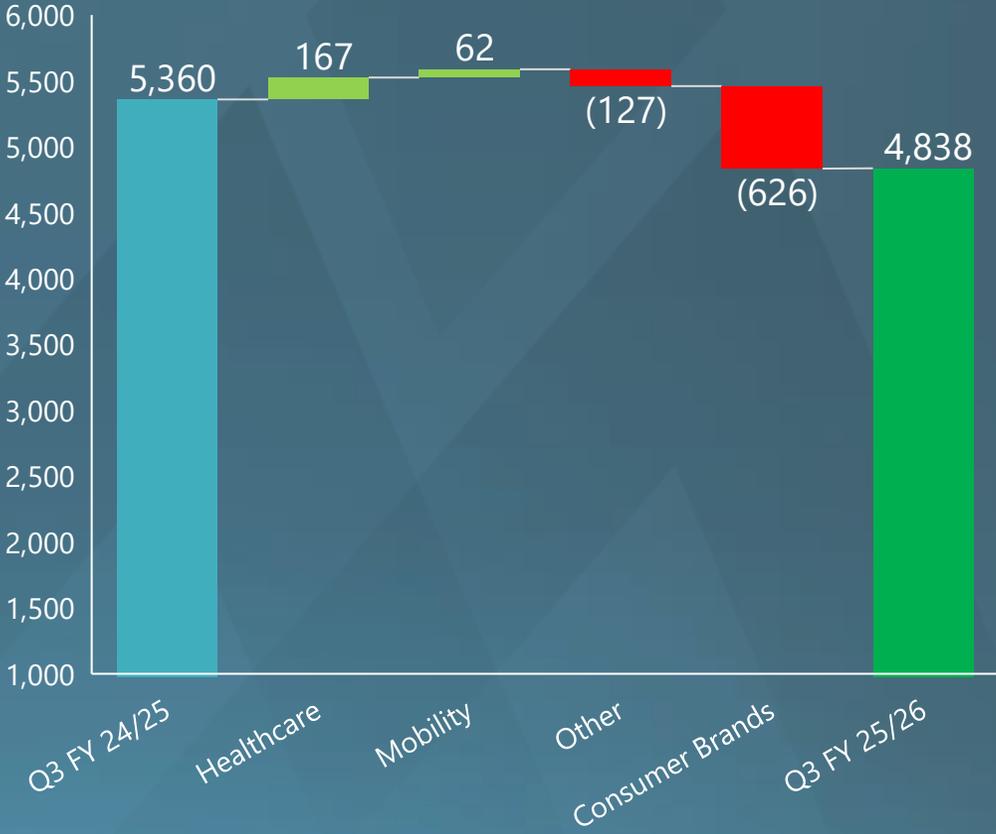


Sector Performance Summary – Q3 FY 2025-26

Revenue Walk (LKR Mn)



EBITDA Walk (LKR Mn)



Implications of Key Macro Economic Parameters on Hemas

Interest Rates

"The AWPLR increased during the quarter reversing the downward trend of previous quarters but still lower Y-o-Y, easing finance costs"

-12 bps
AWPLR

YoY change monthly rate (Dec 2025 vs Dec 2024)

Stable Exchange Rates

"The Rupee saw moderate depreciation, and if continued will impact import-related expenditure across BUs"

-6.0%
US \$/Rs

YoY change (Dec 2025 vs Dec 2024)

Global Commodity prices

"Positive impact on margins with both the price of Palm oil and Crude oil decreasing Y-o-Y"

-8.8% **-19.8%**
Palm oil Crude Oil

YoY change (Dec 2025 vs Dec 2024)

Inflation

"Inflation continued to edge up during the quarter, creating pressure on costs"

380 bps
CCPI

YoY increase (Dec 2025 vs Dec 2024)

GDP Growth

"Positive GDP growth momentum continued, improving consumer sentiment and driving demand"

5.4%
for Q3 CY 2025

(2024 : 5%)

Share Market

"Sustained positive sentiment from local retail investors boosted the CSE, positively impacting HHL."

41.9% **26.6%**
ASPI S&P SL20

YoY change (Dec 2025 vs Dec 2024)

Impact of Dittwah and the Group's response

- No production or services facilities of the group were affected.
- Temporary localised disruptions to transportation infrastructure affected distribution channels
- Short-term impact to demand in the Consumer Brands and Healthcare segments
- Demand has since rebounded

Implemented a coordinated, multi-sector disaster recovery response:

- Through our business units
- Partnering with government authorities, local stakeholders and community organisations
- Prioritised rapid humanitarian assistance (Rs. 30 Mn)
- Ensured continuity of critical healthcare services
- Targeted support for children and other vulnerable groups
- Extended trade relief
- Assistance to affected employees
- Group has provisioned for Rs. 200 million in targeted support

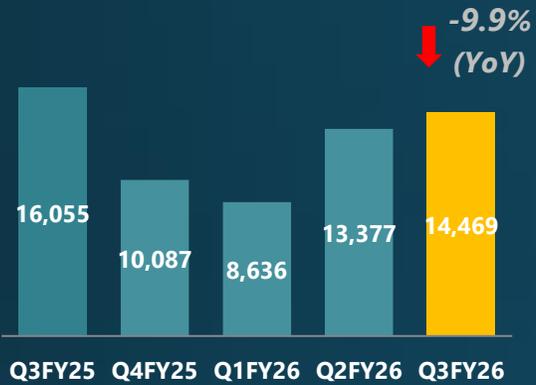
Consumer Brands

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

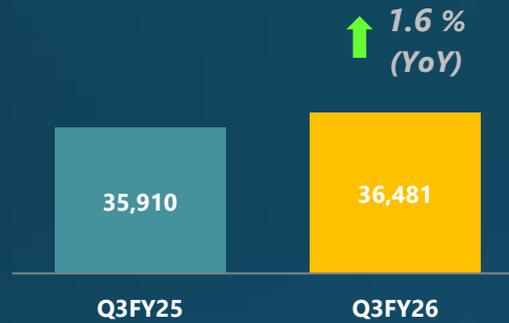


Consumer Brands

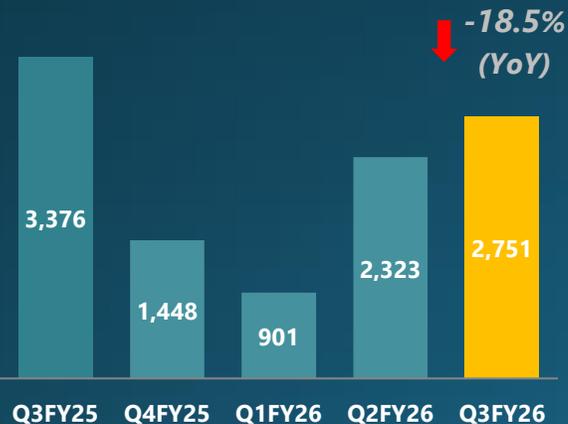
Quarterly Revenue (LKR Mn)



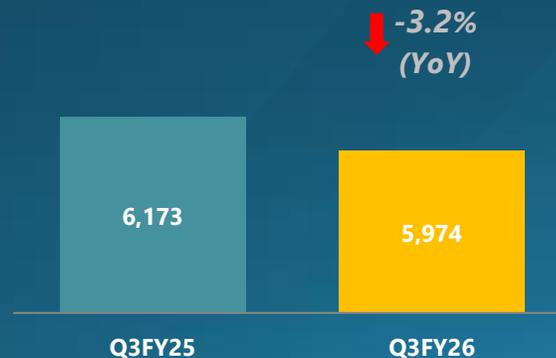
YTD Revenue (LKR Mn)



Quarterly EBITDA (LKR Mn)



YTD EBITDA (LKR Mn)



Industry Review

- November sales were impacted due to the cyclone but has since recovered.
- The implementation of educational reforms was postponed to the next year.
- In Bangladesh, inflation increased and there is an impending national election, impacting consumer sentiment.

Key Performance Highlights

- The decline during the quarter was largely attributable to
 - (i) a timing-led preponement of Learning segment demand into the second quarter following proposed curriculum changes, and
 - (ii) temporary demand and distribution disruptions arising from Cyclone Ditwah.
- The Learning segment categories saw its volumes increasing by 12% during the year.

Home and Personal Care – Sri Lanka and International

Sri Lanka

Performance Review

- Personal Care categories continued to record positive underlying cumulative volume growth of 4.6%,
- Home Care segment experienced a cumulative volume decline of 14% y-o-y.
- *Diva Fresh* range was relaunched and washing Pods were launched under *Diva Power*, in line with the Premiumisation strategy.
- *Baby Cheramy* launched Sri Lanka's first generative AI-powered, tri-lingual diaper advisory platform.
- *Fems* was recognised as the "Most Innovative Brand of the Year" at the SLIM Brand Excellence Awards 2025.

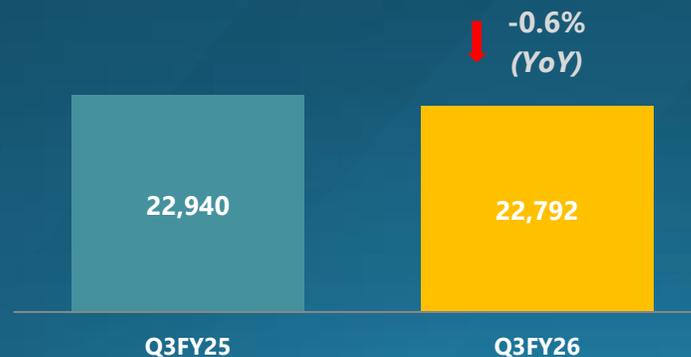
Outlook

- Rising commodity prices due to exchange rate and inflation will have an impact on input costs.
- Exploring further opportunities for premiumisation.

Quarterly Revenue (LKR Mn)



YTD Revenue (LKR Mn)



International

Performance Review

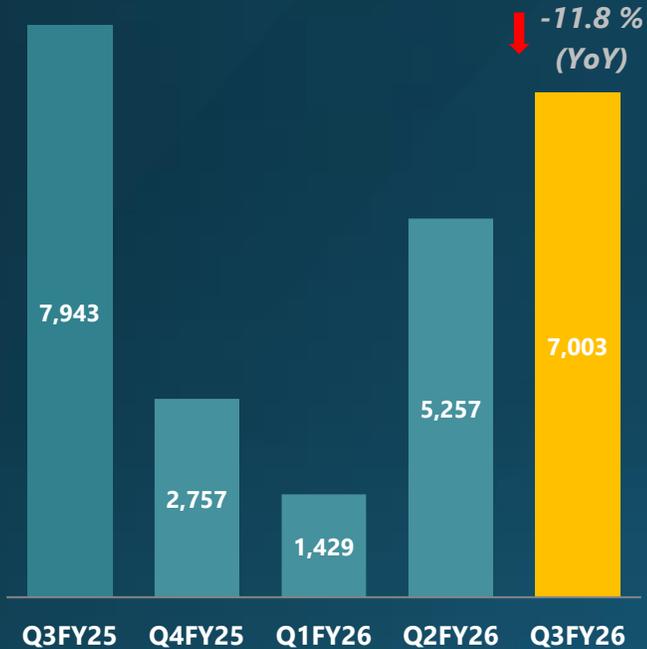
- The business delivered strong cumulative revenue growth of 18% Year on Year (in BDT terms),
- Volume expansion and pricing increases within the Value-Added Hair Oil category contributed to the increased performance.
- New product launches currently contribute approximately 15% to revenues.

Outlook

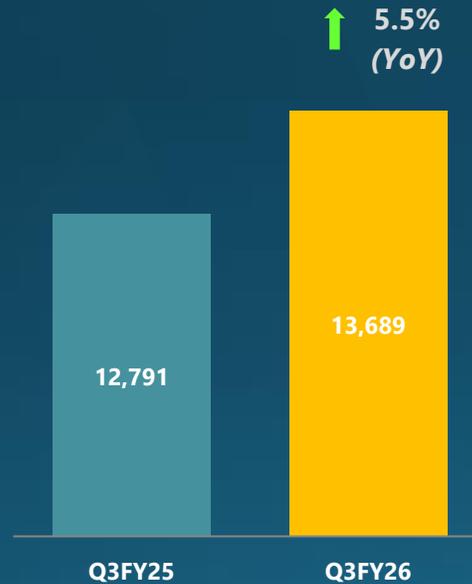
- Consumer sentiment is impacted with the rising inflation and macro economic challenges.
- Improve profitability by improving the sales mix.
- Extending the range of existing categories and Introducing new products.

Learning Segment

Quarterly Revenue (LKR Mn)



YTD Revenue (LKR Mn)



Performance Review

- Quarterly revenues declined year-on-year due to a timing shift, with a significant portion of demand being realized in the second quarter following anticipated changes to the school curriculum.
- The Educational Toys segment continued to scale, supported by
 - an expanding sales & distribution network
 - Increased awareness through the preschool teacher training programme.

Outlook

- Expand the sales and promotion of the Educational toys and aids.
- Pursue distribution partnerships with international players and expand the export footprint.
- Drive sales in the back to school categories such as bags, bottles and lunch boxes.

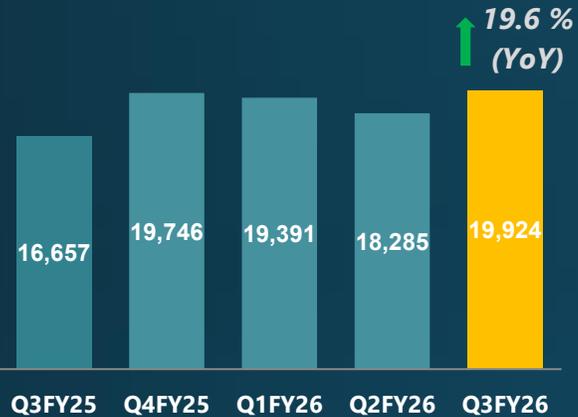
Healthcare Sector

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



Healthcare

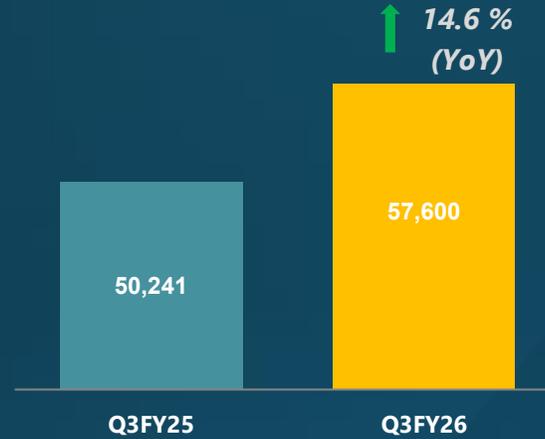
Quarterly Revenue (LKR Mn)



Quarterly EBITDA (LKR Mn)



YTD Revenue (LKR Mn)



YTD EBITDA (LKR Mn)



Industry Review

- National Medicines Regulatory Authority (NMRA):
 - has mandated the continuous on-site presence of a qualified pharmacist in all pharmacies as a condition for licensing and renewal, with stricter enforcement.
 - continues to regulate prices as part of the re-registration and import licence renewal process.

Key Performance Highlights

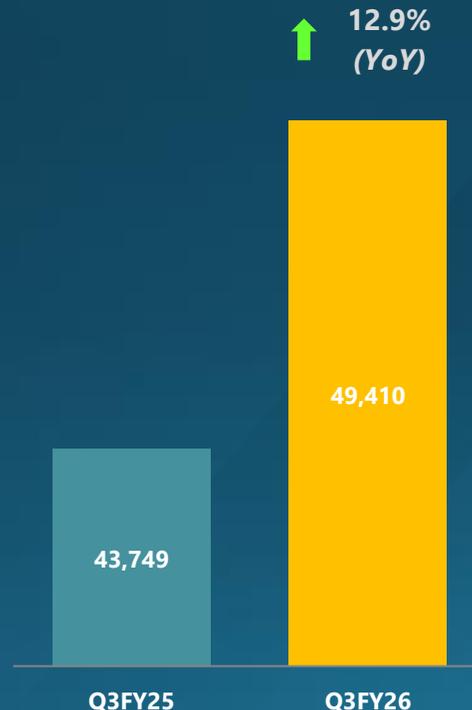
- YTD Earnings grew by 19.9% on the back of 19.6% revenue growth.
- Both Pharmaceuticals and Hospitals contributed to the revenue growth.

Pharmaceutical

Quarterly Revenue (LKR Mn)



YTD Revenue (LKR Mn)



Performance Review

- The Distribution business continues to hold its market-leading position while volume growth moderated during the quarter.
- Morison continued to see growth in its own branded products with Empamor sustaining category leadership.
- Pharmaceutical Distribution and Manufacturing segments recorded significant improvements in profitability during the period, underpinned by robust topline growth, and disciplined operational execution.
- Morison as climbed 19 places to be now ranked within the top 25 pharma manufacturers in the country.

Outlook

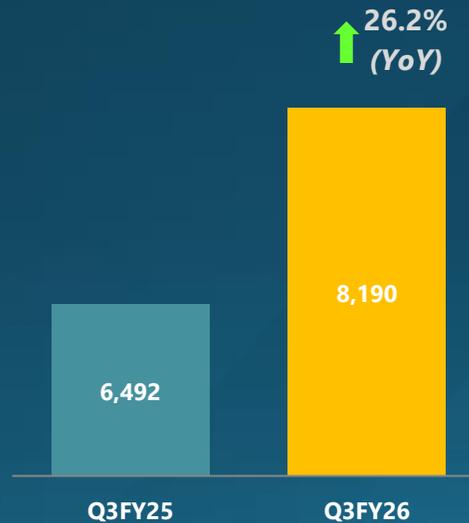
- Further extending the branded generics portfolio to create a "Sri Lankan Brand"
- Exploring export opportunities by the Manufacturing Arm of the Sector.
- Completing the EU GMP certification process at the Homagama manufacturing facility.
- Revenues may be impacted with the introduction of the pricing formula.

Hospitals

Quarterly Revenue (LKR Mn)



YTD Revenue (LKR Mn)



Performance Review

- Both outpatient and inpatient revenue recorded a steady increase driven by new services such as the Cath-lab and the Health Plus OPD facility.
- Revenue from the labs network and home care services also recorded a sustained increases in volumes and revenue.

Outlook

- Adding 50+ new labs (own and 3rd party) to expand the network
- New specialties expected to gain further traction, driving higher admissions.

Mobility Sector

❖ Maritime

❖ Aviation



Mobility

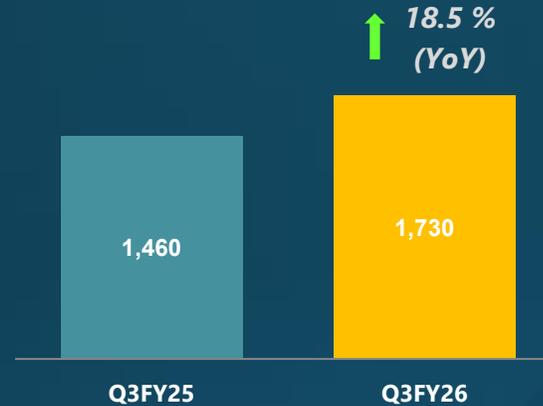
Quarterly Revenue (LKR Mn)



Quarterly EBITDA (LKR Mn)



YTD Revenue (LKR Mn)



YTD EBITDA (LKR Mn)



Industry Highlights

- India emerges as the 4th largest economy
- US Tariff uncertainty continues to impact global trade
- Port and Airport expansion progressing as planned

Performance 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, passenger volumes grew supported by increased frequencies.

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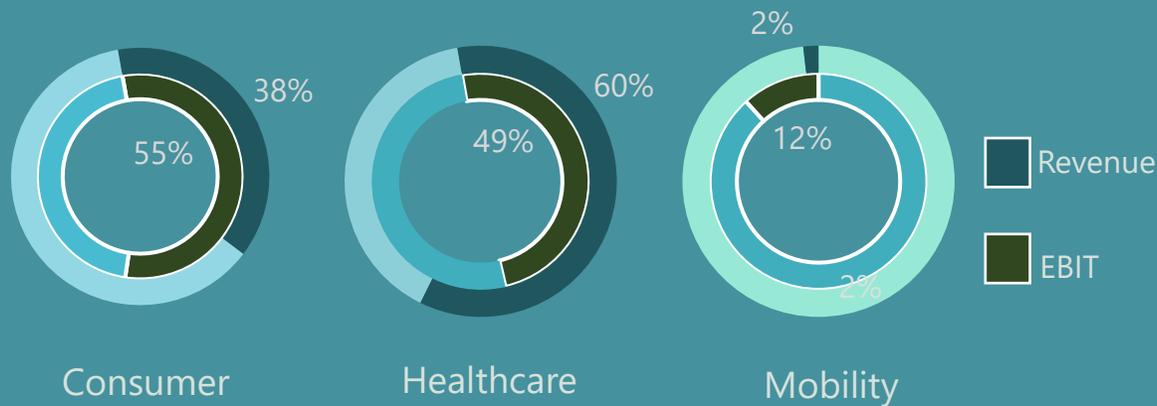
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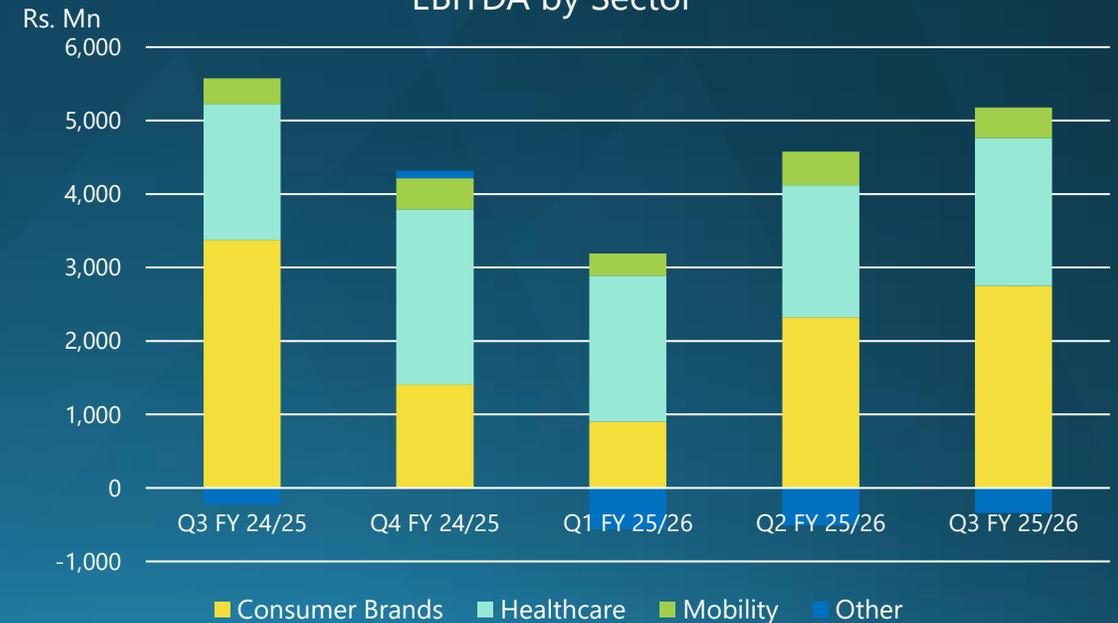
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9M contribution to the Group

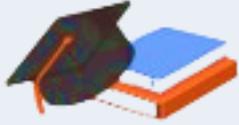


EBITDA by Sector



SUSTAINABILITY - SOCIAL IMPACT

FY 26 Q3: 31,600+ INDIVIDUALS EMPOWERED



Creating Equal Opportunities for Learning

11,200+
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

18,700+
Lives

- 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

1,600+
Lives

- 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 – ENVIRONMENTAL AGENDA & IMPACT

2030 GOAL	Q3 Update
Facilitate the collection of 100% of plastic sent to the market/consumers through initiatives across the country	<p>343,333+ KG (76% of FY 26 Target) plastic collected</p> <p>2.5 Million KG plastic collected to date</p>
25% of Energy obtained through renewable sources	<p>9.9% energy through renewable sources</p>
50% reduction of water intensity in significant operations	<p>1% increase water intensity</p>
Protect and sustain 1,000 acres of forest cover in Sri Lanka	<p>57.8 acres</p>

Awards and Recognitions

One of 200 Best Under a Billion companies for 2025



Forbes Asia

Sri Lanka's top three corporate citizens at the Best Corporate Citizen Sustainability Awards 2025



Ceylon Chamber of Commerce

Sri Lanka's Top 10 National Best Employers at the inaugural National Best Employer Awards



Employer's Federation of Ceylon

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