



# Investor Presentation

April 2026

Forbes Asia Best Under a Billion 2025 Company

# Diversified Portfolio across Defensive and Growth sectors.. Reach to 98% households in Sri Lanka

(9 months ending December 31, in LKR)

## Consumer Brands

One of the largest players in beauty & personal care in Sri Lanka

Home and Personal Care – Sri Lanka



Home and Personal Care – International

Learning Segment



## Healthcare

Largest player in the healthcare space in Sri Lanka

Hospitals   
By your side

Pharmaceutical Distribution

Pharmaceutical Manufacturing

## Other

Mobility:  
Leader in air cargo & key player in sea freight & outbound passenger segments.



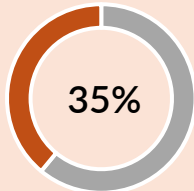
Education:  
Tertiary education, in partnership with SLIIT



### Revenue

LKR 36.61 Bn

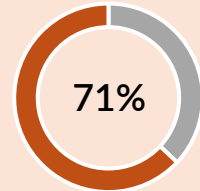
Group Contribution



### Earnings

LKR 4.19 Bn

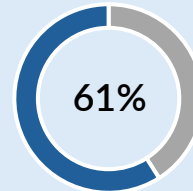
Group Contribution



### Revenue

LKR 63.66 Bn

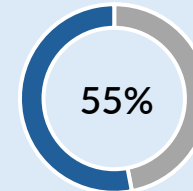
Group Contribution



### Earnings

LKR 3.22 Bn

Group Contribution



# Strong Stewardship...



**Ashish Chandra**  
Group CEO  
> 27 years of experience



**Ravi Jayasekera**  
Chief People and Corporate  
Affairs Officer  
> 20 years of experience



**Moiz Rehmanjee**  
Chief Financial Officer  
> 20 years of experience



**Rizny Faisal**  
Chief Strategy and  
Growth Officer  
> 15 years of experience



**Thamari Senanayake**  
Chief Regulatory, Legal and  
Compliance Officer  
> 20 years of experience



**Dinesh Athapaththu**  
Managing Director  
Morison Limited  
> 16 years of experience



**Dr. Mahesha Ranasoma**  
Managing Director  
Hemas Pharmaceuticals  
(Pvt) Ltd.  
> 25 years of experience



**Lakith Peiris**  
Managing Director  
Hemas Hospitals  
(Pvt) Ltd.  
> 30 years of experience



**Asitha Samaraweera**  
Managing Director  
Atlas Axillia Company  
(Pvt) Ltd.  
> 20 years of experience



**Sabrina Esufally**  
Managing Director  
Hemas Manufacturing  
(Pvt) Ltd.  
> 15 years of experience



**Mushin Kitchilan**  
Director  
Hemas Transportation  
(Pvt) Ltd.  
> 20 years of experience

# Supported By Diversified Board of Directors...



**Ajith Fernando**  
Chairman, INED



**Murtaza Esufally**  
Deputy Chairman, NED



**Ashish Chandra**  
Group CEO, ED



**Abbas Esufally**  
NINED



**Imtiaz Esufally**  
NINED



**Ranil Pathirana**  
INED



**Supun Weerasinghe**  
INED



**Thusitha Perera**  
INED



50% Independent Directors



Independent Chairman

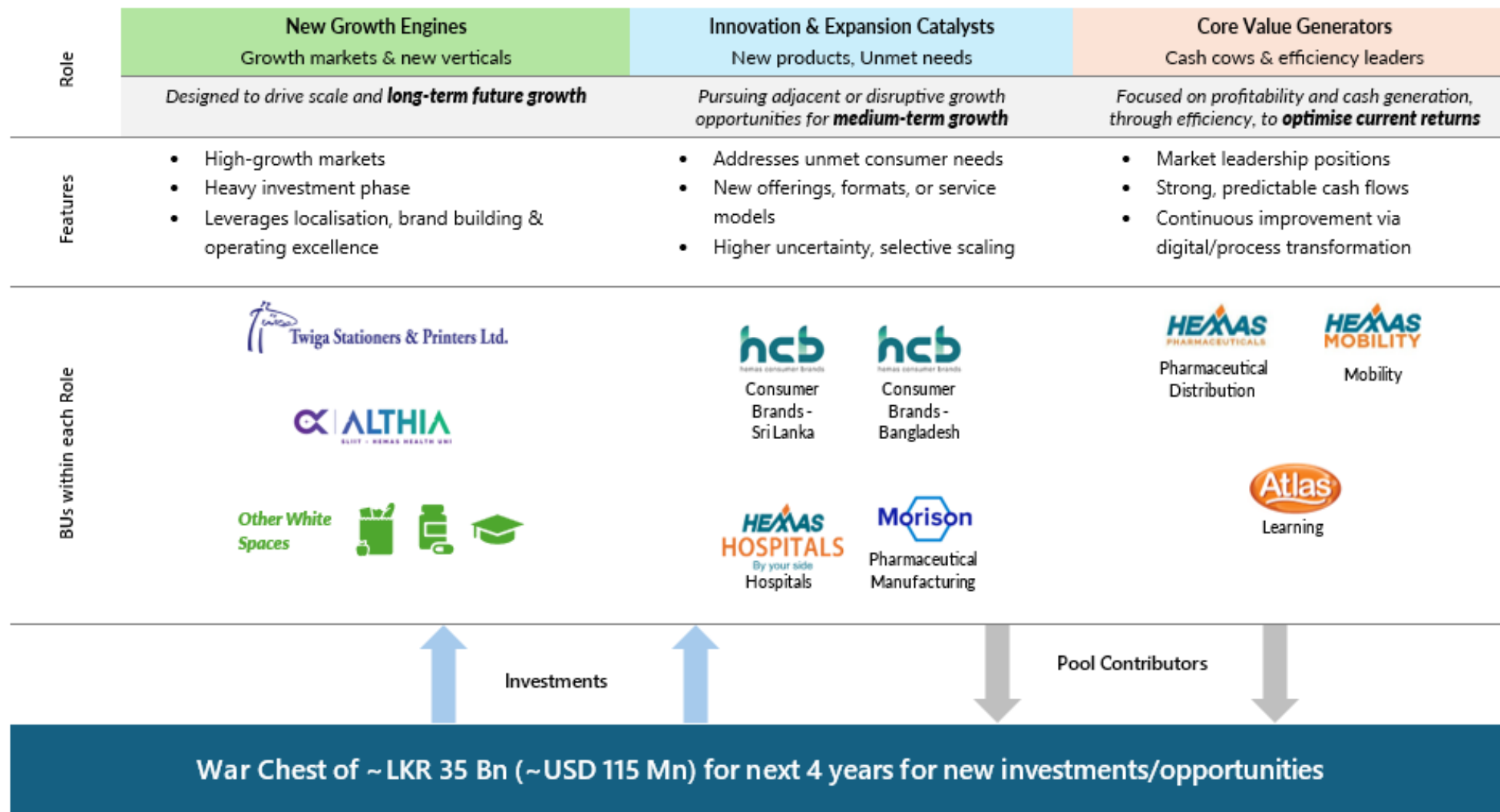


Role separation between  
Chairman & CEO



Wide ranging expertise,  
including in Finance,  
Economics, Legal, Marketing,  
International Business &  
Management

# Hemas Holdings PLC Portfolio...



# Consumer Brands



# Serving 98% households in Sri Lanka...



- Solving **emerging consumer needs** through local insights, R&D & manufacturing excellence.
- Address to **unmet, underpenetrated categories** such as beauty and sanitary napkins.
- **Premiumization** by leveraging on brand strengths.



\*VAHO: Value added Hair Oil



#1 Baby Care



#2 in Oral Care



#1 in VAHO\*



#2 in San Naps



#2 in Face Care



- Grow activity-based learning: **educational, arts and craft aids**
- New products: **workbooks** and **back-to-school range** (bags, bottles & lunch boxes)
- Increase digital penetration & literacy on **e-learning**.
- Foray into **Educational Toys**
  - Focus on Early Childhood
  - Premiumisation - learning value & gifting demand



# International footprint...



Bangladesh

- Kumarika >15% market share in VAHO
- Sales force strength: 400+
- Extensive reach: 130,000+ stores
- Decentralized “Build for Bangladesh” approach & New Products



- 57 year old, established firm
- 55% Kenyan Stationery Market
- 80% Local, 20% Exports
- Flagship Brand: Kasuku



## Attractive Market

- Why East Africa?
  - fastest-growing region in Africa
  - 330 million citizens
  - Integration with the African Continental Free Trade Area (ACFTA).
- Why Kenya?
  - GDP growth projected at 4.5%
  - **School-going population** in Kenya of 14.2mn, 3x of SL
  - Pathway to Tanzania, Uganda, Rwanda, and Congo.

## Strategic fit for Hemas

- **Diversification**
  - Move to **Group’s** strategic ambition of generating **25% revenues from international business.**
- **Augment shareholder value**
  - leverage on “Atlas” operational knowhow , product portfolio
  - Better understand East African consumer to pursue further opportunities

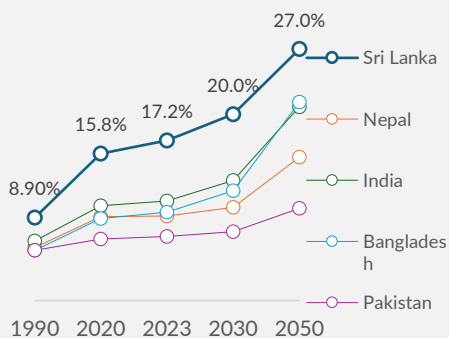
HEALTHCARE



# Two-fold case for Healthcare expansion...

## Rising demand

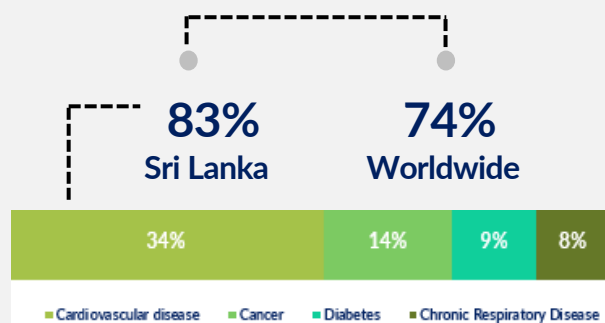
### Ageing population



Fastest ageing population in the region.

1 in 5 over 60 by 2030

### High NCD occurrence



### Increasing hospitalization rates



Total bed demand is estimated to go up by 20% from 2024 & 2030.

## Constrained infrastructure

### Declining govt expenditure on healthcare + high dependence on public sector

Government Expenditure as a % of GDP

1.7% to 1.3% (2018 - 2022)

94:6  
Public : Private Bed Mix

### Longer waiting times

PTCA, CABG  
6 - 12 Months

TKR, THR  
1 - 2 Months

MRI, CT Scan  
~1 Month

Hernia Surgery  
~1 Month

Mammogram  
~1 Month

Public sector:  
75% +  
occupancy for tertiary care

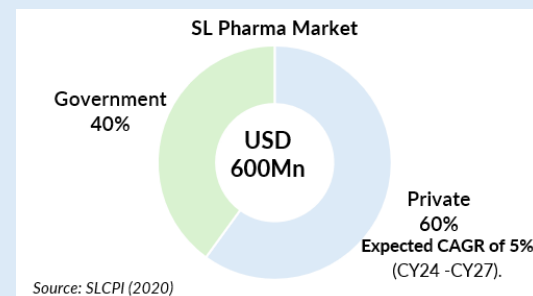
# Hemas Healthcare, ready to serve..

Largest pharma importer & distributor  
in Sri Lanka



A few key principals:

Cipla



Sri Lanka's first EU-GMP-compliant  
pharma manufacturer



A few key products:



Fastest growing local  
pharma manufacturer  
**#24**  
(from #43, four year ago)

First Internationally accredited  
hospitals chain in Sri Lanka



Wattala  
&  
Thalawathugoda

The Group's single largest investment of  
**LKR 10 Billion**  
Thalawathugoda Hospital Expansion



Thalawathugoda bed count  
from 60 to 140

**MOBILITY**



# With location advantage SL is well positioned to capitalise on growing logistics demand

- India driving regional trade, becoming the 4<sup>th</sup> largest economy
- Sri Lanka's exports & imports are growing, after emerging from the economic challenges
- Increase in outbound travel from Sri Lanka for business and leisure



**EVERGREEN LINE**

## Strategic Location

Proximity to major shipping and aviation routes, trans-shipment hub for regional trade



## Airport expansion

Increases in capacity

- Passenger : Current 6 Mn to 15 Mn
- Cargo : 250,000 MT to 500,000 MT



## Port expansion

Increase annual cargo capacity : from 7.5 million TEUs to 14 million TEUs by CY26.



# Awards and Recognitions

One of 200 Best Under a Billion companies for 2025



Forbes Asia

Sri Lanka's Top 10 National Best Employers, Inaugural National Best Employer Awards



Employer's Federation of Ceylon

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



Ceylon Chamber of Commerce

Hemas Holdings PLC,  
“Hemas House”,  
75, Braybrooke Place,  
Colombo 02.

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