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ARIF HABIB GROUP

POWER CEMENT LIMITED

Corporate Briefing Session

FY 2026

For the year ended 30 June 2026

November 18, 2026
At 03:00 pm

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Diversified businesses. Shared ambition.

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ARIF HABIB GROUP

A diversified portfolio of investments

Arif Habib Group has business interests across key sectors of Pakistan's economy.

FINANCIAL SERVICES	INDUSTRIES	REAL ESTATE	AVIATION
• Securities brokerage • Investment banking • REIT management	• Fertilizer • Cement • Steel • Power generation	• Naya Nazimabad • Real estate development • Advisory services	• Pakistan International Airlines • Investor consortium led by Arif Habib Corporation

Company Profile

COMPANY OVERVIEW

GROUP	Acquired by Arif Habib Group in 2010.
BUSINESS	Cement manufacturing, sales and marketing, with an established presence in southern region of Pakistan.
EXPORTS	Clinker and cement to Middle East, Sri Lanka, Bangladesh, East & West Africa, UK and USA.
LOCATION	Motorway M9, Nooriabad, Sindh — strategically positioned for cement manufacturing.

01

CLINKER CAPACITY

10,700 TPD

3.21 million tons per annum

02

ENERGY PORTFOLIO

7 MW Solar + 7.5 MW Wind + 11.5 MW WHRS

03

TECHNOLOGY

Modern European Technology FLSmidth plant designed for operational efficiency and quality.



Strengthening market position through operational excellence, energy efficiency and sustainable growth.

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Cement Industry Performance

Cement Sector

50.56m

Industry dispatches

+7.3% YoY

41.55m

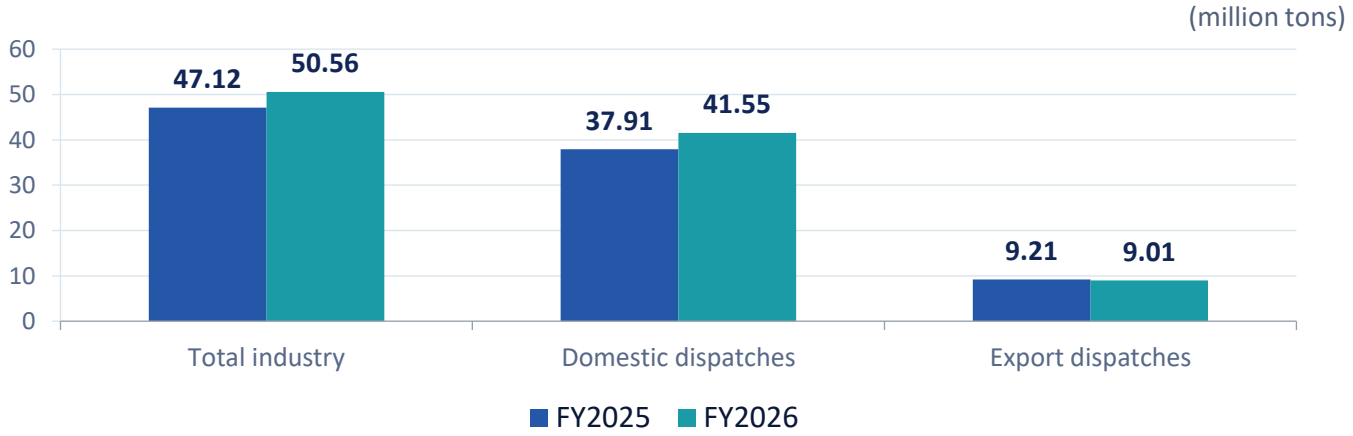
Domestic dispatches

+9.6% YoY

9.01m

Export dispatches

–2.2% YoY



Zone-wise YoY Growth

LOCAL MARKET	Growth
North Zone	+10.93%
South Zone	+3.36%
Total Industry	+9.61%

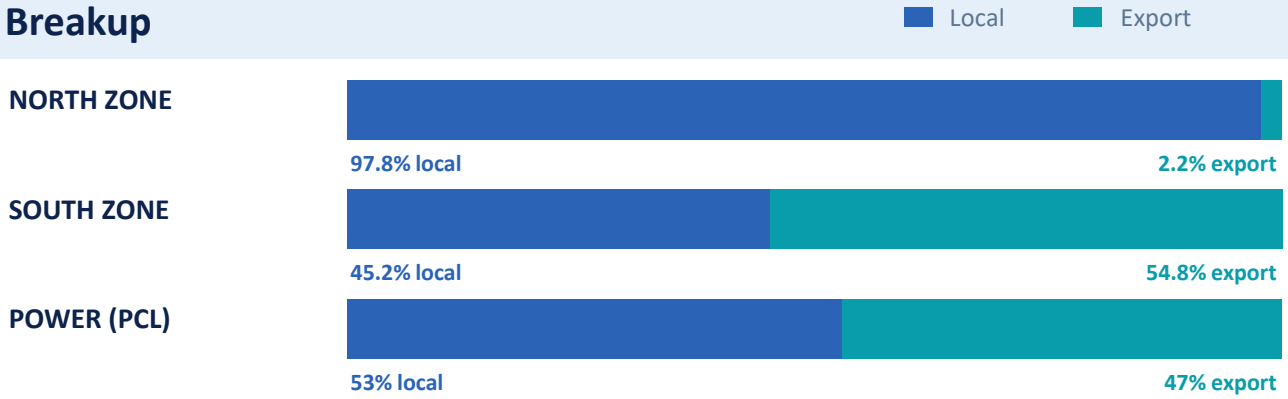
EXPORT MARKET	Growth / decline
North Zone	-53.85%
South Zone	+9.36%
Total Industry	-2.19%

Source: APCMA

North–South dynamics: two distinct markets

FY2025–26 | Geographic concentration, dispatch mix and total dispatch growth

Breakup



Where the market is concentrated

83.6% of national LOCAL dispatches come from the North Zone

91.4% of national EXPORT dispatches come from the South Zone

Total dispatch growth by zone · FY2026

FY2025 → FY2026 · million tons



North Zone total dispatches grew 7.62%, compared with 6.56% in the South. PCL growth of 7.49% exceeded overall industry growth of 7.30%.

Source: APCMA

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Company Dispatches

PCL Dispatches

2.564m

PCL total dispatches

+7.5% YoY

1.361m

PCL domestic dispatches

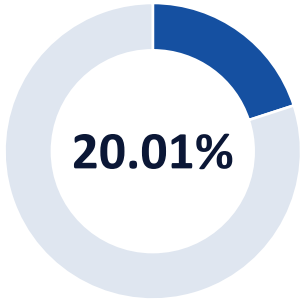
+1.8% YoY

1.203m

PCL export dispatches

+14.8% YoY

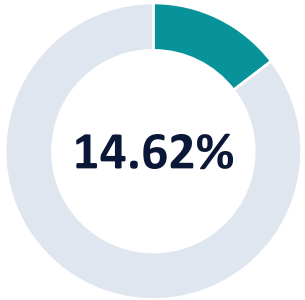
Local dispatch share (South Zone)



1.361m tons

PCL local dispatches of 6.80m tons South Zone local demand

Export dispatch share (South Zone)



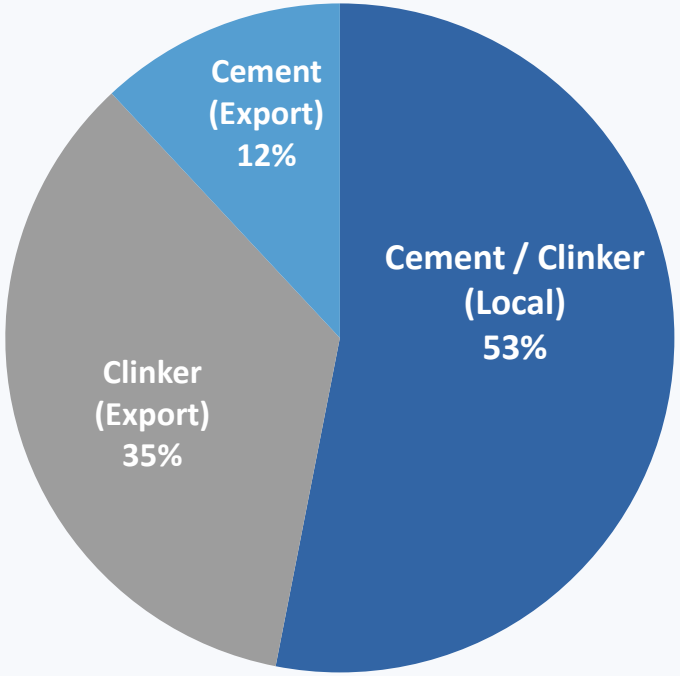
1.203m tons

PCL export dispatches of 8.23m tons South Zone export demand

PCL Dispatches

Dispatches	FY2026	FY2025	Variance	YoY
		TONS		
Cement / Clinker Dispatches (Local)	**1,360,679**	1,337,248	**23,431**	**1.75%**
Clinker Dispatches (Export)	**896,510**	683,288	**213,222**	**31.21%**
Cement Dispatches (Export)	**306,435**	364,414	**(57,979)**	**-15.91%**
Total Dispatches	**2,563,624**	**2,384,950**	**178,674**	**7.49%**

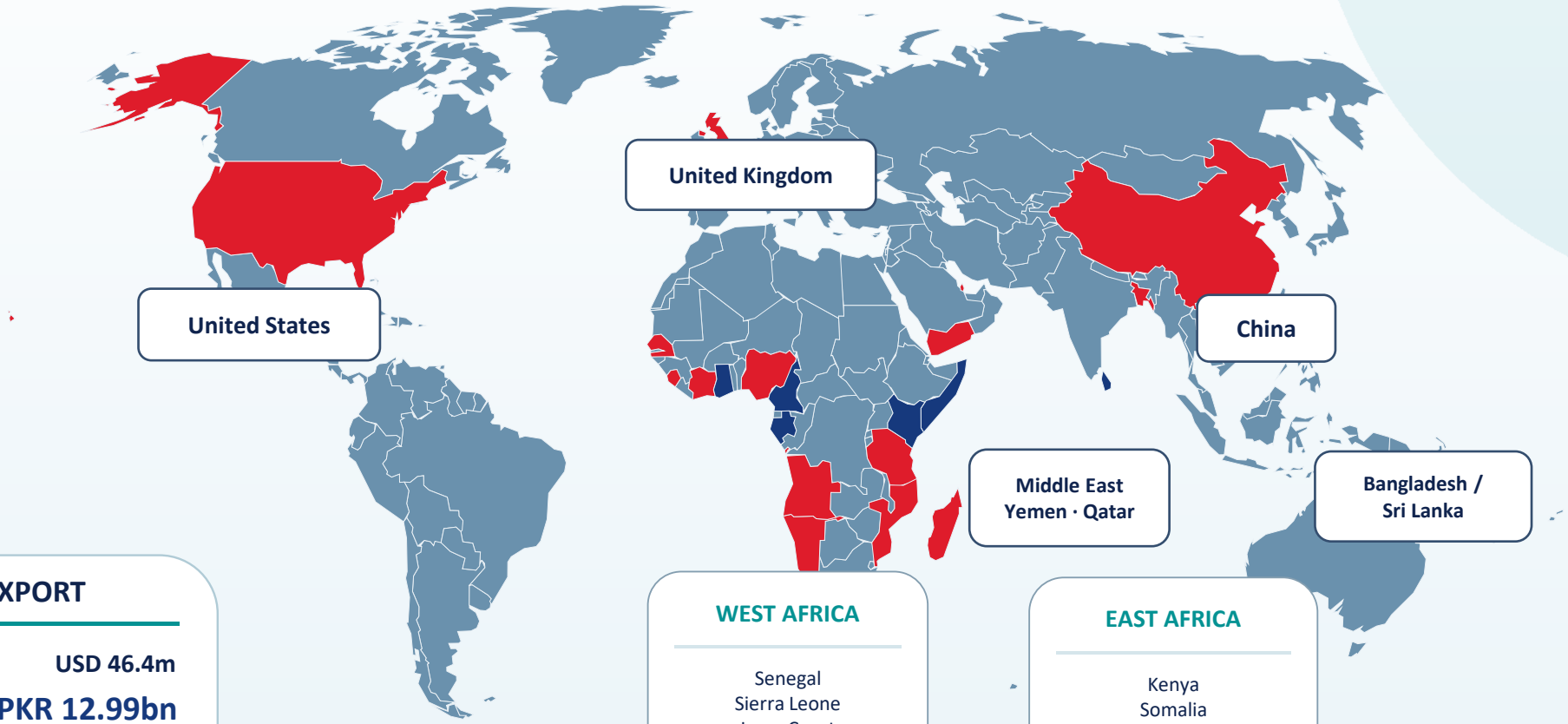
Dispatch Mix



Local: 53%	Export: 47%

Export Destinations Map

GLOBAL REACH



GROSS EXPORT

FY2026	USD 46.4m
	PKR 12.99bn
FY2025	USD 36.3m
	PKR 10.16bn

WEST AFRICA

Senegal
Sierra Leone
Ivory Coast
Cameroon
Ghana
Nigeria
Gabon
Angola
Namibia

EAST AFRICA

Kenya
Somalia
Tanzania
Mozambique
Madagascar
Seychelles
Comoros
Mauritius

FY 25-26
Somalia
Sri Lanka
Madagascar
Cameroon
Seychelles
Zanzibar

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Key Financial and Operational Highlights of FY-2026

FY-2026 at a Glance

PKR 33.98bn

Revenue

15% YoY

PKR 12.09bn

Gross profit

44% YoY

PKR 8.42bn

EBITDA

53% YoY

PKR 7.43bn

Operating profit

61% YoY

PKR 3.78bn

Profit after tax

364% YoY

PKR 2.86

Basic Earnings per share

550% YoY

PKR 0.44 in FY2025

2.56m tons

Total dispatches

7.5% YoY

75%

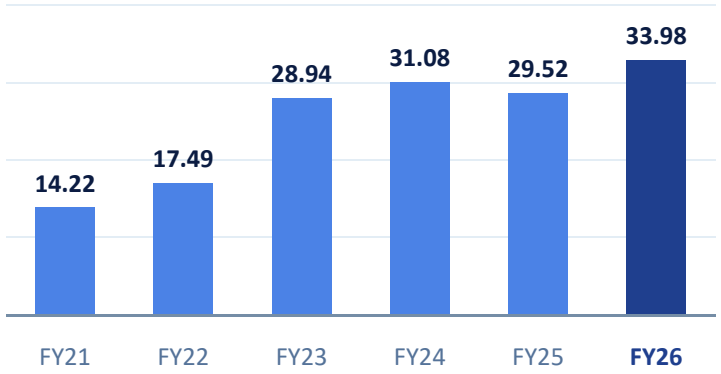
Overall capacity utilization

67% in FY2025

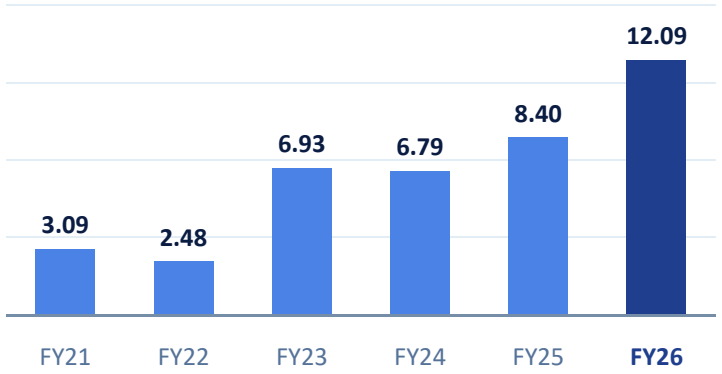
Financial Performance | FY2021–FY2026

PKR in billions

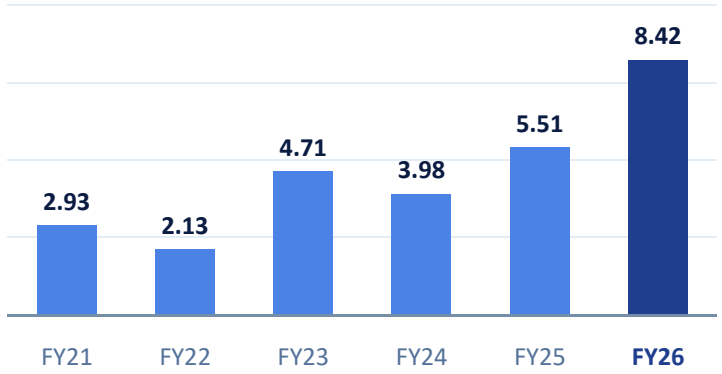
Net Sales Revenue



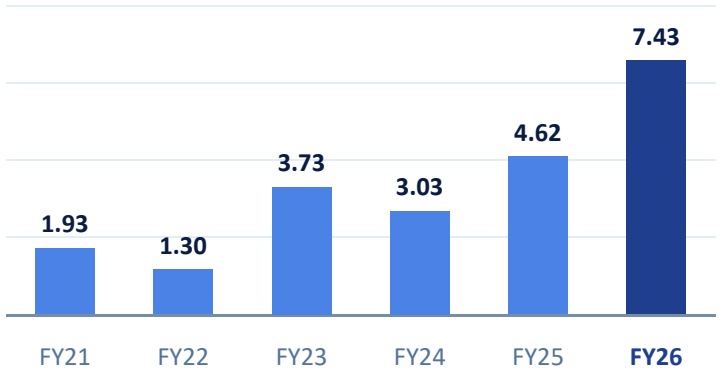
Gross Profit



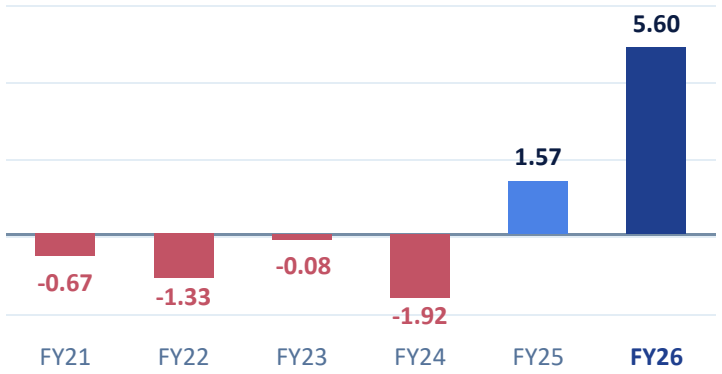
EBITDA



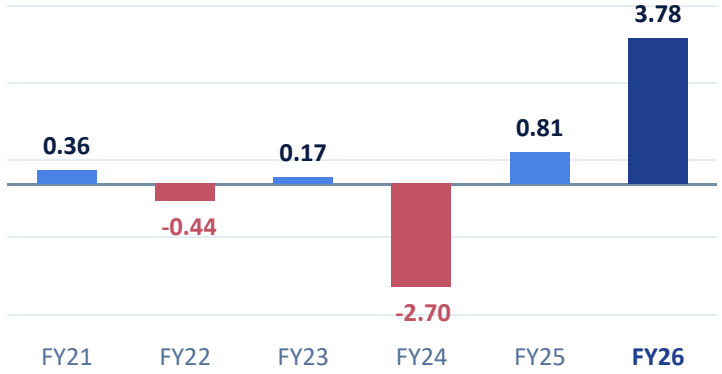
Operating Profit



Profit/(Loss) Before Tax



Profit/(Loss) After Tax



Profit or Loss – Material Variations

PKR billion, except EPS

01 Net Sales Revenue — +15.1%

FY2025	FY2026	
29.52	**33.98**	+4.46

Higher sales volume and better price realization in local and export segments.

02 Gross Profit — +43.9%

FY2025	FY2026	
8.40	**12.09**	+3.69

Gross margin improved, driven by optimization of the fuel cost and power mix.

03 Net Finance Cost — –39.8%

FY2025	FY2026	
3.04	**1.83**	–1.21

Lower policy rates and debt repayments.

04 Profit After Tax — +364%

FY2025	FY2026	CHANGE
0.81	**3.78**	+2.97

Stronger operating earnings and lower financing costs lifted net profitability.

05 Basic EPS (PKR/share) — +550%

FY2025	FY2026	CHANGE
0.44	**2.86**	+2.42

Higher earnings attributable to ordinary shareholders increased EPS.

Financial Position – Material Variations

PKR billion

01 Property, Plant & Equipment

−1.8%

FY2025	FY2026	
33.68	**33.06**	−0.62

Due to depreciation charged on fixed assets which is partially offset by the additions

02 Current Assets

+7.3%

FY2025	FY2026	
11.08	**11.89**	+0.81

Due to higher inventory and coal stock

03 Total Equity

+2.0%

FY2025	FY2026	
23.53	**24.01**	+0.48

Net change due to PAT and repayment of Sponsors Loan

04 Trade and Other Payable

+52.04%

FY2025	FY2026	CHANGE
2.94	**4.47**	+1.53

Increased due to payable against higher coal inventory and accrual of export expenses

05 Long Term Loan

−17.78%

FY2025	FY2026	CHANGE
14.17	**11.65**	−2.52

Repayment of long-term debt

Production Cost Break-up

YEAR ENDED 30 JUNE 2026

66%

of production cost is

FUEL & POWER

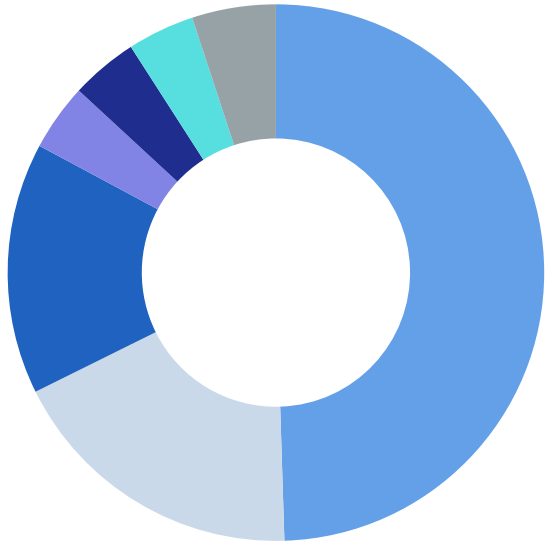
COAL / ALTERNATIVE FUELS

48% of cost

ELECTRICITY

18% of cost

COST COMPOSITION



Coal / Alternative Fuels	48%
Electricity	18%
Raw Materials	14%
Packing Material	4%
Depreciation	4%
Stores, Spares & Loose Tools	4%
Others	8%

7.5 MW wind project successfully commissioned



Inaugurated on 13 May 2026 by Chairman Mr. Muhammad Arif Habib

7.5 MW

Goldwind turbine | Nooriabad site

3.9m kWh

Wind electricity

FY2026 generation

Grid electricity reliance reduced by over 10%

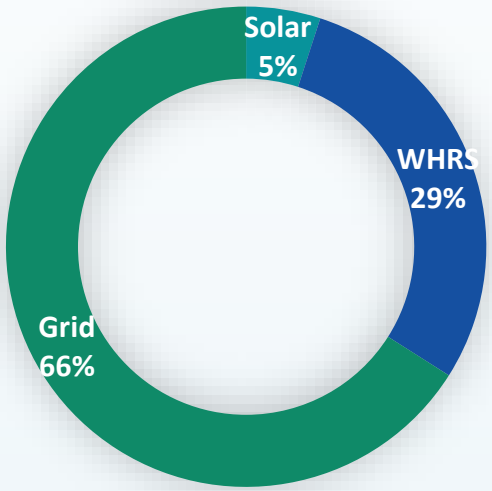
26 MW combined installed clean & recovered-energy capacity



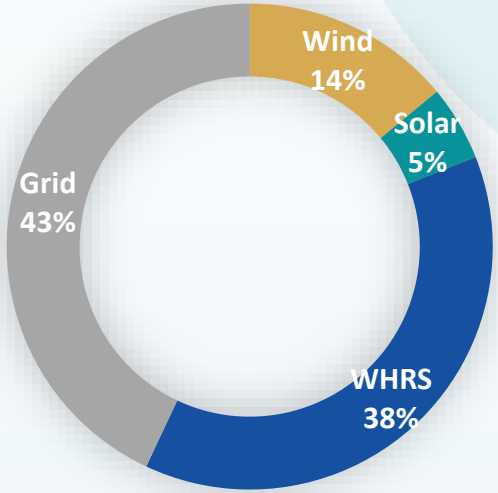
WHRS 11.5 MW | SOLAR 7 MW | WIND 7.5 MW

POWER MIX

Sep 2025 · Q1 FY2026



Sep 2026 · Q1 FY2027





NATIONAL GRID

Grid electricity



WASTE HEAT RECOVERY

11.5 MW WHRS



SOLAR POWER

7 MW solar plant



WIND POWER

7.5 MW wind project

FY2027 | OUTLOOK

Pakistan's outlook remains cautiously positive, supported by improving stability and economic reforms.

MACROECONOMY

Gradual stabilization

- Government GDP growth target for FY2027: 4.0%
- Easing financing conditions may support activity
- External and fiscal pressures remain important

CEMENT INDUSTRY

Demand recovery ahead

- Construction, housing finance and infrastructure
- Public development spending to support dispatches
- Domestic growth expected to build gradually

BUSINESS RISKS

Key risks to monitor

- Rising freight and logistics costs.
- Changes in taxes, duties and royalties.
- Interest-rate volatility and financing costs.
- Increasing environmental and carbon compliance requirements.
- Volatility in coal and energy prices, exchange rates and inflation.

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Key Financial and Operational Highlights 1st Quarter of FY-2027

Q1 FY2027 at a Glance

PKR 10.65bn
Revenue
36.3% YoY

PKR 3.58bn
Gross profit
32.0% YoY

PKR 2.32bn
EBITDA
17.7% YoY

PKR 2.08bn
Operating profit
18.1% YoY

PKR 1.05bn
Profit after tax
30.6% YoY

PKR 0.80
Earnings per share
33.3% YoY
PKR 0.60 in Q1 FY2026

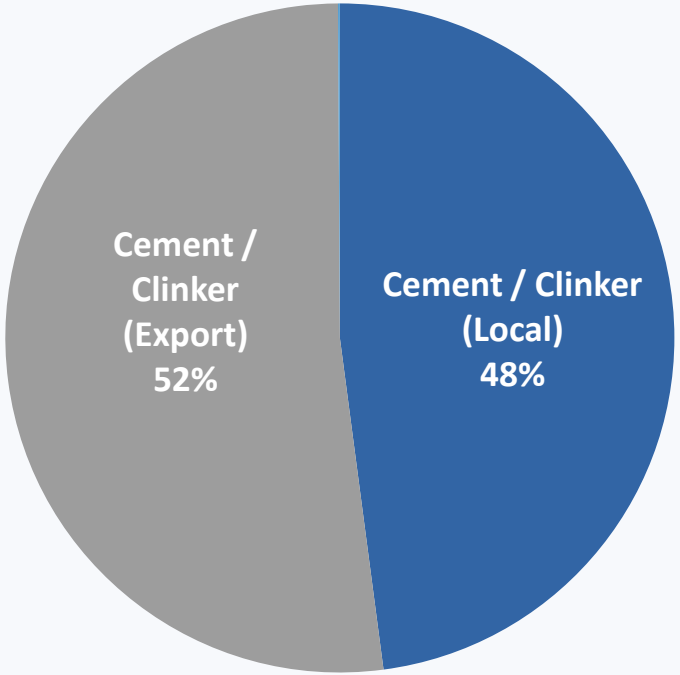
0.791m tons
Total dispatches
32.3% YoY

0.603m tons
Clinker production
19.1% YoY

PCL Dispatches – Q1 FY2027

Dispatches	Q1 FY2027	Q1 FY2026	Variance	YoY
		TONS		
Cement / Clinker Dispatches (Local)	**379,014**	359,594	**19,420**	**5.40%**
Clinker Dispatches (Export)	**411,275**	197,048	**214,227**	**108.72%**
Cement Dispatches (Export)	**715**	41,291	**(40,576)**	**-98.27%**
Total Dispatches	**791,004**	**597,933**	**193,071**	**32.29%**

Dispatch Mix



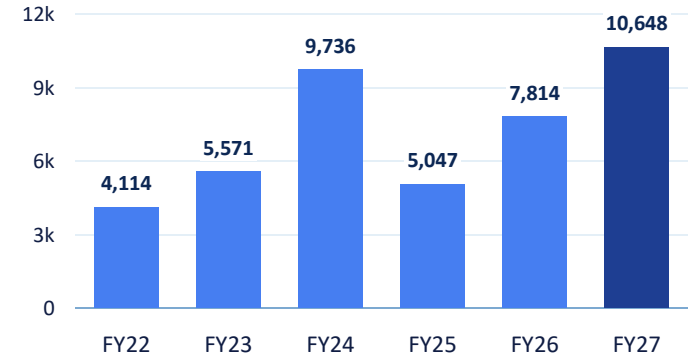
Local: 48%	Export: 52%

Financial Performance – Q1 FY2027

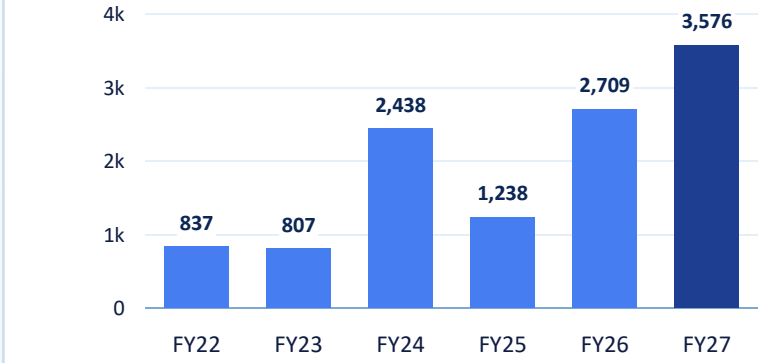
Quarter ended 30 September 2026 | PKR million

JUL–SEP 2026 · SIX-YEAR Q1 COMPARISON

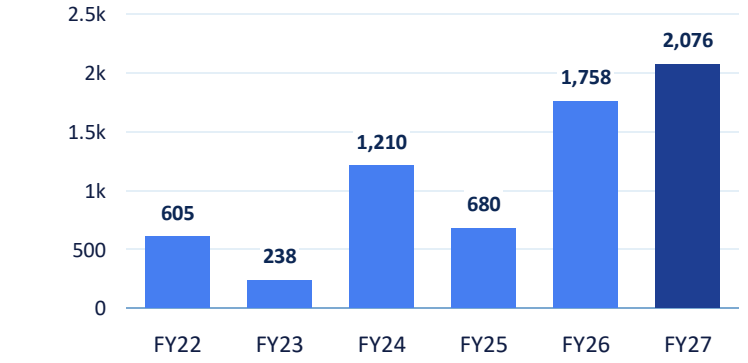
Net Sales Revenue



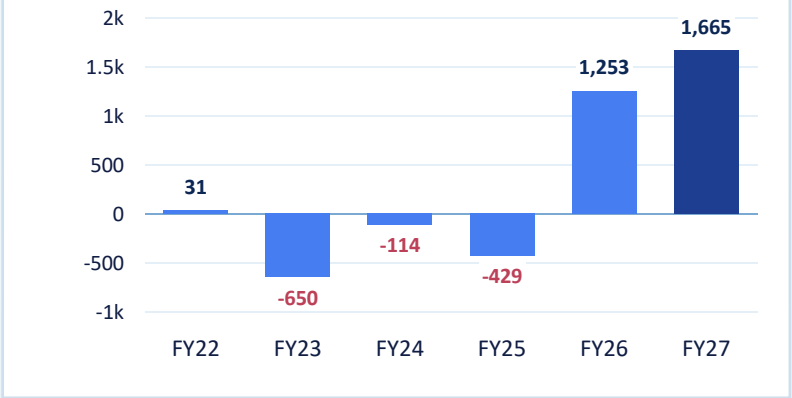
Gross Profit



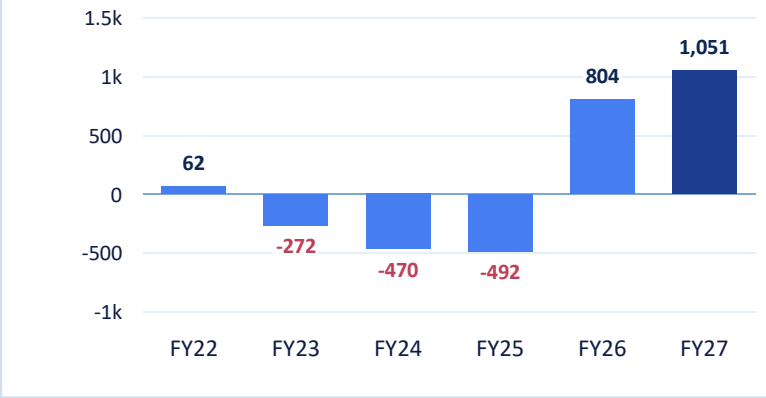
Operating Profit



Profit/(Loss) Before Tax



Profit/(Loss) After Tax



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Thank you

