تاروں سے ستاروں تک

EmPOWERING
SUSTAINABLE COMMUNITIES

Corporate Briefing Session

CABLES | LIGHTS | METALS | PVC

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Introduction

OUR VISION

Empower communities for sustainable development

OUR MISSION

To be **market leader** by delivering excellence through innovation and capacity building of all stakeholders

OUR BRAND PROMISE

Achieving **Excellence!**

About Us:

FAST's journey began nearly four decades ago with a mission to promote industrialization in Pakistan and contribute towards the socio-economic uplift of fellow citizens.

Initially our focus was on the manufacturing of electrical Cables and Conductors under the Fast Cables brand, which has become a household name due to its premium ("REAL") quality and reliability. The confidence reposed by architects, engineers, and end users in the FAST brand, led to our expansion in the Metals, PVC, and Lights business verticals.

Company Highlights

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4 Decades of Experience
Established in 1985

Robust Revenue Growth
5 Year CAGR at 38%

State of the Art Facilities
2 CCV Lines, Aluminum & Alloy Plant, 75kV Testing Lab

Global Certifications
BASEC, UL, KEMA Gold, ISO 9001, 14001, 45001, VEIKI-VNL

Diverse Product Portfolio
+10 Cable Types
+6,000 Product SKUs

Fast Tasdeeq
First to launch SMS + QR code cable verification and mobile app

10 Branch Offices
Outreach extends to whole country

350+ Dealer
Network nationwide

CSR initiatives
Manages FLF & several other community welfare projects

Fast

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Corporate Timeline

1985-1998

Inception to expansion

Fast Cables started its operations in 1985 with registration as partnership in 1998 and opening sales offices in multiple cities

1999-2008

Sales & Manufacturing Expansion

Multiple plant expansions at Unit-1 and sales office network established all over the country

2009-2016

Reaching New Heights

First in Pakistan to be KEMA Gold certified and started the construction of the state of the art Unit 2 facility

2017-2024

Market Leader Status

Largest cable manufacturer in Pakistan and only company to have 2 CCV lines and vertically integrated plant.

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Product Portfolio

Cables

Lights

Metals

PVC

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Product Portfolio

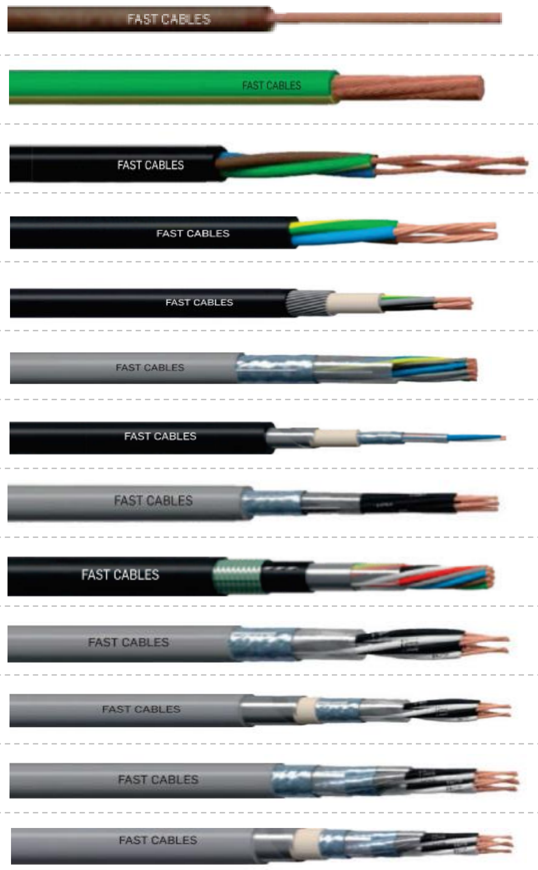
LOW Voltage Cables

Building Wires

Industrial Wires

Telecommunication Cables

Control & Instrumental Cables



- Single Core Non-Sheathed
- Single Core Non-Sheathed, Fire retardant, Halogen Free
- Single and Multicore Sheathed
- Unarmored
- Armored
- Indoor Cables
- Telephone Cables Armored and Non-Armored
- Multicore, Overall Screen – Unarmored
- Multicore, Overall Screen – Armored
- Pairs, Overall Screen – Unarmored
- Pairs, Screened Pair – Armored
- Pairs, Screened Pair – Unarmored
- Pairs, Screened Pair – Armored

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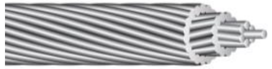
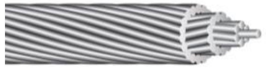
Product Portfolio

Medium Voltage Cables

Single Core Wires		Unarmored and Armored
Three Core Wires		Unarmored, XPLE (Standard IEC 60502-2)
		Armored, XPLE (Standard IEC 60502-2)
Three Core Bundled Cables (ABC)		XPLE, Without Messenger (Standard IEC 60502-2)
		XPLE, With Messenger (Standard IEC 60502-2 – HD 620-S2)

Bare Conductors

Aluminium Conductors		All Aluminium Conductor
		All Aluminium Alloy Conductor
		Aluminium Conductor Steel Reinforced (ACSR)

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Product Portfolio

Indoor & Outdoor Lighting Range

Endure Linear Light

Value T-8 Pro

Value Downlight Pro

Endure Backlit Panel G2

Eco Downlight

Eco A Series Bulb

Endure High Bay Pro

Endure Street Light

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Certifications

Cables

Our unwavering commitment to quality assurance drives us to continuously deliver products of the highest standards to our customers. Our pursuit of excellence is reflected in the achievement of leading national and international certifications. In addition to ISO 9001, 14001, 45001 certifications, we have Pakistan Standard and Quality Control, UL Solutions, BASEC, KEMA Gold, VEIKI-VNL, TUV, and CE Mark. We are also certified by IEC in Lights.

Lights

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Market Segments

Market Segments

Housing

Housing projects & infrastructure

Trade

Sale of products through network of distributors and dealers

Industry

B2B Sales to Industries and Commercial

Institutions

Sale to institutions i.e. NTDC, K-Electric, DISCOs and Others

Export

Export to Middle East & African countries

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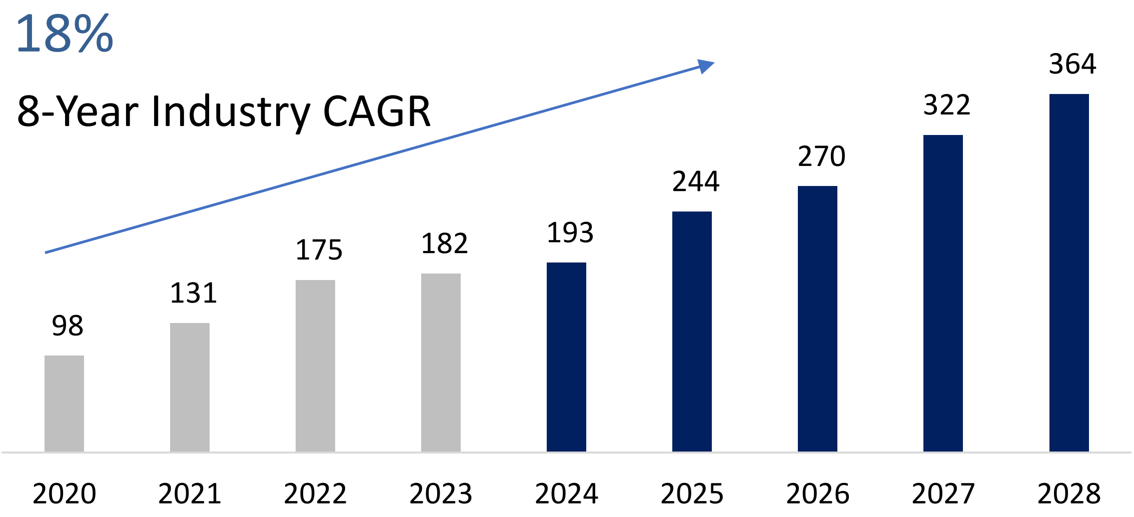
Sector Overview

Industry Size

~PKR 200 Billion

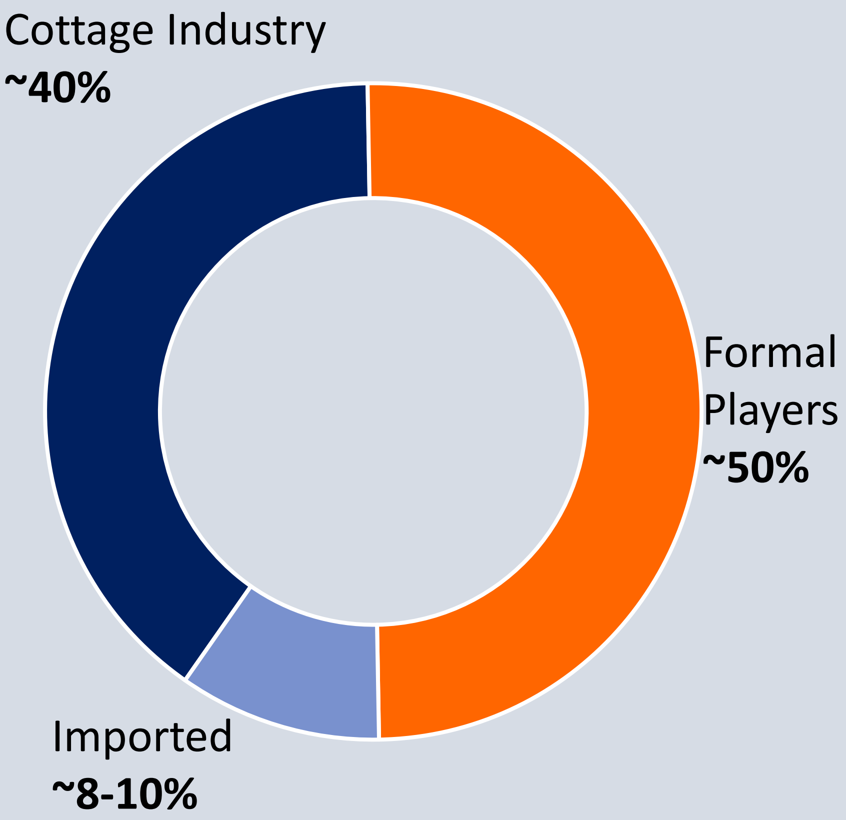
Electrical Cables & Wires Industry

Estimated Market Size (PKR Bn)

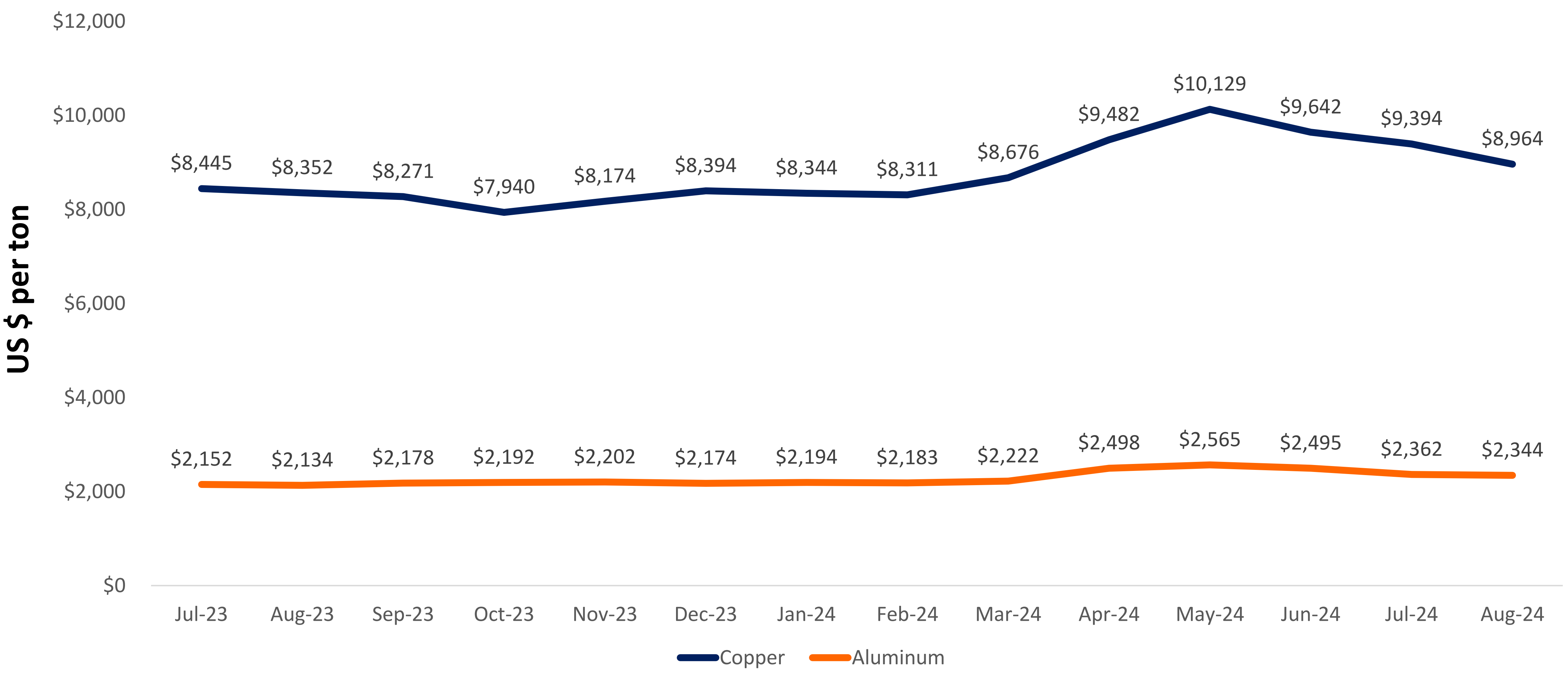


Expected to increase ~**2x** within 5 years

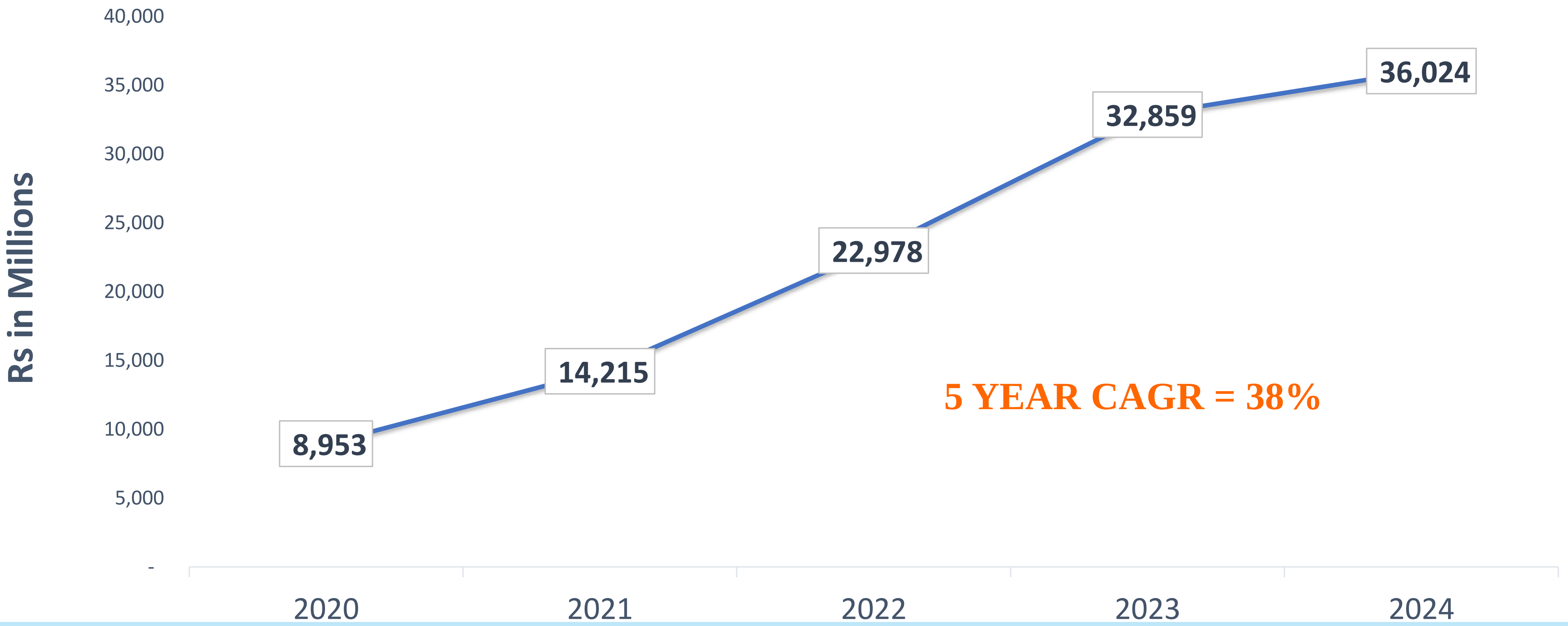
Market Dynamics



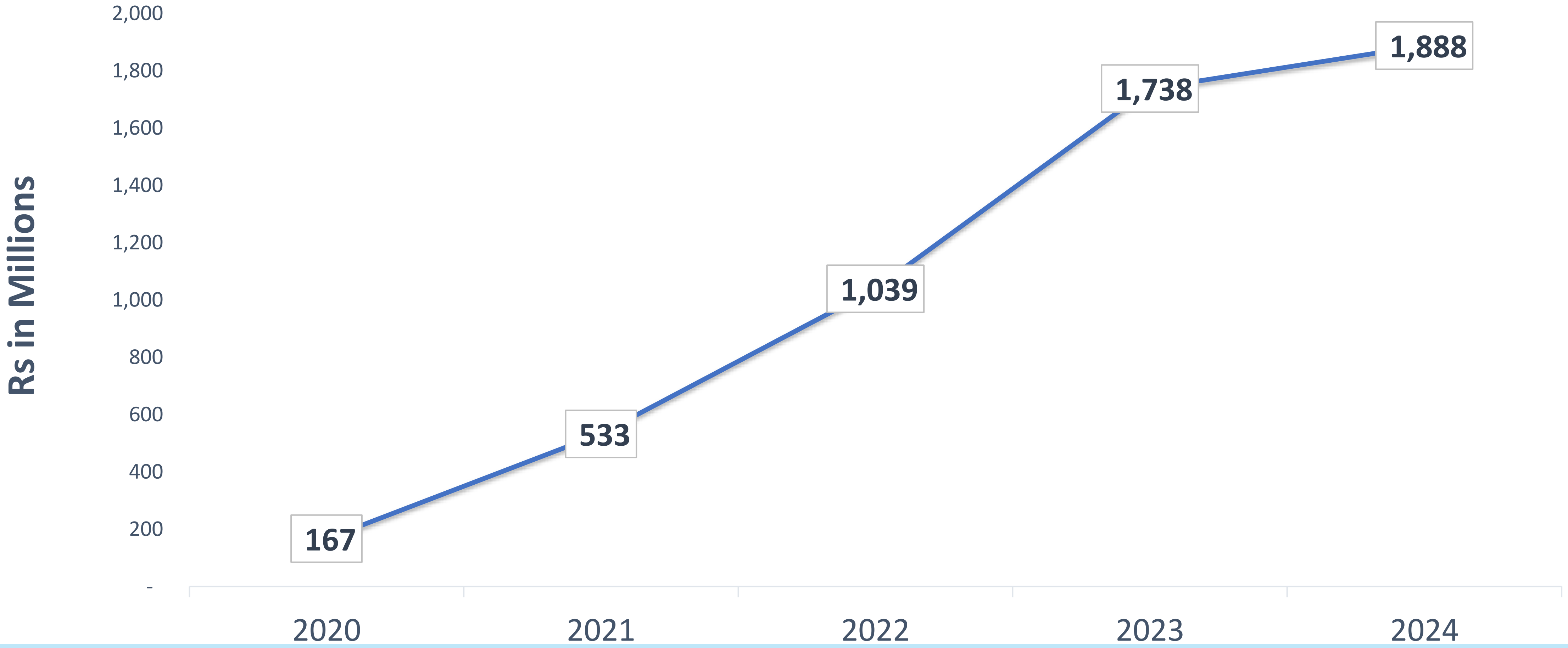
LME Prices Trend – Copper & Aluminum



Revenue Growth Over 5 Years



Profit Growth Over 5 Years



Vertical Analysis of 5 Years

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	2024		2023		2022		2021		2020		2019	
STATEMENT OF PROFIT OR LOSS	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%
Net Revenue	36,024,051	100%	32,858,549	100%	22,978,118	100%	14,214,855	100%	8,952,909	100%	7,164,276	100%
Cost of revenue	(29,291,009)	81%	(26,964,762)	82%	(19,520,135)	85%	(12,304,558)	87%	(7,651,480)	85%	(6,030,749)	84%
Gross Profit	6,733,042	19%	5,893,787	18%	3,457,983	15%	1,910,297	13%	1,301,429	15%	1,133,527	16%
Distribution cost	(1,403,769)	4%	(1,112,830)	3%	(752,941)	3%	(517,319)	4%	(424,058)	5%	(414,660)	6%
Administrative expenses	(649,684)	2%	(405,302)	1%	(299,218)	1%	(209,020)	1%	(164,793)	2%	(139,255)	2%
	(2,053,453)		(1,518,132)		(1,052,159)		(726,339)		(588,851)		(553,915)	
Operating Profit	4,679,589	13%	4,375,655	13%	2,405,824	10%	1,183,958	8%	712,578	8%	579,612	8%
Other operating expenses	(549,618)	2%	(508,391)	2%	(282,657)	1%	(151,203)	1%	(102,444)	1%	(114,542)	2%
Other income	357,457	1%	72,172	0.2%	16,262	0.1%	7,039	0.0%	17,332	0.2%	5,671	0%
Earnings before interest and taxation	4,487,428	12.5%	3,939,436	12%	2,139,429	9%	1,039,794	7%	627,466	7.0%	470,741	7%
Finance cost	(1,364,767)	4%	(1,042,515)	3%	(528,030)	2%	(283,426)	2%	(378,492)	4%	(257,278)	4%
Profit before Levy and Taxation	3,122,661	10%	2,896,921	9%	1,611,399	7%	756,368	5%	248,974	3%	213,463	3%
Levy / final taxation	(7,073)	0.02%	(2,903)	0.01%	-		-		-		-	
Profit before taxation	3,115,588		2,894,018		1,611,399		756,368		248,974		213,463	
Taxation	(1,227,996)	3%	(1,156,220)	4%	(572,302)	2%	(223,672)	2%	(82,407)	1%	(47,345)	1%
Net Profit for the year	1,887,592	5%	1,737,798	5%	1,039,097	5%	532,696	4%	166,567	2%	166,118	2%

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Horizontal Analysis of 5 Years

STATEMENT OF PROFIT OR LOSS	2024		2023		2022		2021		2020		2019	
	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%
Net Revenue	36,024,051	10%	32,858,549	43%	22,978,118	62%	14,214,855	59%	8,952,909	25%	7,164,276	100%
Cost of revenue	(29,291,009)	9%	(26,964,762)	38%	(19,520,135)	59%	(12,304,558)	61%	(7,651,480)	27%	(6,030,749)	84%
Gross Profit	6,733,042	14%	5,893,787	70%	3,457,983	81%	1,910,297	47%	1,301,429	15%	1,133,527	16%
Distribution cost	(1,403,769)	26%	(1,112,830)	48%	(752,941)	46%	(517,319)	22%	(424,058)	2%	(414,660)	6%
Administrative expenses	(649,684)	60%	(405,302)	35%	(299,218)	43%	(209,020)	27%	(164,793)	18%	(139,255)	2%
	(2,053,453)		(1,518,132)		(1,052,159)		(726,339)		(588,851)		(553,915)	
Operating Profit	4,679,589	7%	4,375,655	82%	2,405,824	103%	1,183,958	66%	712,578	23%	579,612	8%
Other operating expenses	(549,618)	8%	(508,391)	80%	(282,657)	87%	(151,203)	48%	(102,444)	-11%	(114,542)	2%
Other income	357,457	395%	72,172	344%	16,262	131%	7,039	-59%	17,332	206%	5,671	0%
Earnings before interest and taxation	4,487,428	14%	3,939,436	84%	2,139,429	106%	1,039,794	66%	627,466	33%	470,741	7%
Finance cost	(1,364,767)	31%	(1,042,515)	97%	(528,030)	86%	(283,426)	-25%	(378,492)	47%	(257,278)	4%
Profit before Levy and Taxation	3,122,661	8%	2,896,921	80%	1,611,399	113%	756,368	204%	248,974	17%	213,463	3%
Levy / final taxation	(7,073)	144%	(2,903)	100%	-		-		-		-	
Profit before taxation	3,115,588		2,894,018		1,611,399		756,368		248,974		213,463	
Taxation	(1,227,996)	6%	(1,156,220)	102%	(572,302)	156%	(223,672)	171%	(82,407)	74%	(47,345)	1%
Net Profit for the year	1,887,592	9%	1,737,798	67%	1,039,097	95%	532,696	220%	166,567	0%	166,118	2%

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Profit and Loss FY-2024

	2024 Rupees in thousands	2023 Rupees in thousands
Revenue	36,024,051	32,858,549
Cost of revenue	(29,291,009)	(26,964,762)
Gross profit	6,733,042	5,893,787
Distribution cost	(1,403,769)	(1,112,830)
Administrative expenses	(649,684)	(405,302)
	(2,053,453)	(1,518,132)
Operating Profit	4,679,589	4,375,655
Other operating expenses	(549,618)	(508,391)
Finance cost	(1,364,767)	(1,042,515)
Other income	357,457	72,172
Profit before Levy and Taxation	3,122,661	2,896,921
Levy / final taxation	(7,073)	(2,903)
Profit before Taxation	3,115,588	2,894,018
Taxation	(1,227,996)	(1,156,220)
Net Profit for the Year	1,887,592	1,737,798
Earnings per share - basic and diluted	3.68	3.47

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Profit and Loss 1Q-2025

	Three Months period ended September 30, 2024	September 30,2023
	---- Rupees in Thousands ----	
Revenue	7,204,265	6,796,939
Cost of revenue	(6,140,420)	(5,689,975)
Gross Profit	1,063,845	1,106,964
Distribution cost	(342,745)	(291,196)
Administrative expenses	(128,804)	(115,681)
	(471,549)	(406,877)
Operating Profit	592,296	700,087
Other operating expenses	(44,695)	(57,417)
Finance cost	(497,047)	(224,811)
Other income	253,374	51,710
Profit before Levy and Taxation	303,928	469,569
Levy / final taxation	(621)	-
Profit before Taxation	303,307	469,569
Taxation	(96,548)	(140,550)
Net Profit for the Period	206,759	329,019
Earnings per Share - Basic and Diluted (Rupees)	0.33	0.66

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Future Outlook

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Strategic Growth:

- FCL is well-positioned for sustained growth, fueled by increasing demand for cables and conductors across sectors.
- Ongoing expansion of manufacturing facilities, utilizing IPO funds, will increase production capacity and incorporate advanced technologies.

Operational Excellence:

- Focus on benchmarking operations with international best practices to enhance efficiency and quality, targeting export markets.
- Achieved British Approvals Service for Cables (BASEC) certification, the first and only in Pakistan, showcasing compliance with global standards.

Future Focus:

- FCL remains committed to innovation, sustainability, and excellence, aiming to capture new markets and support national infrastructure development.

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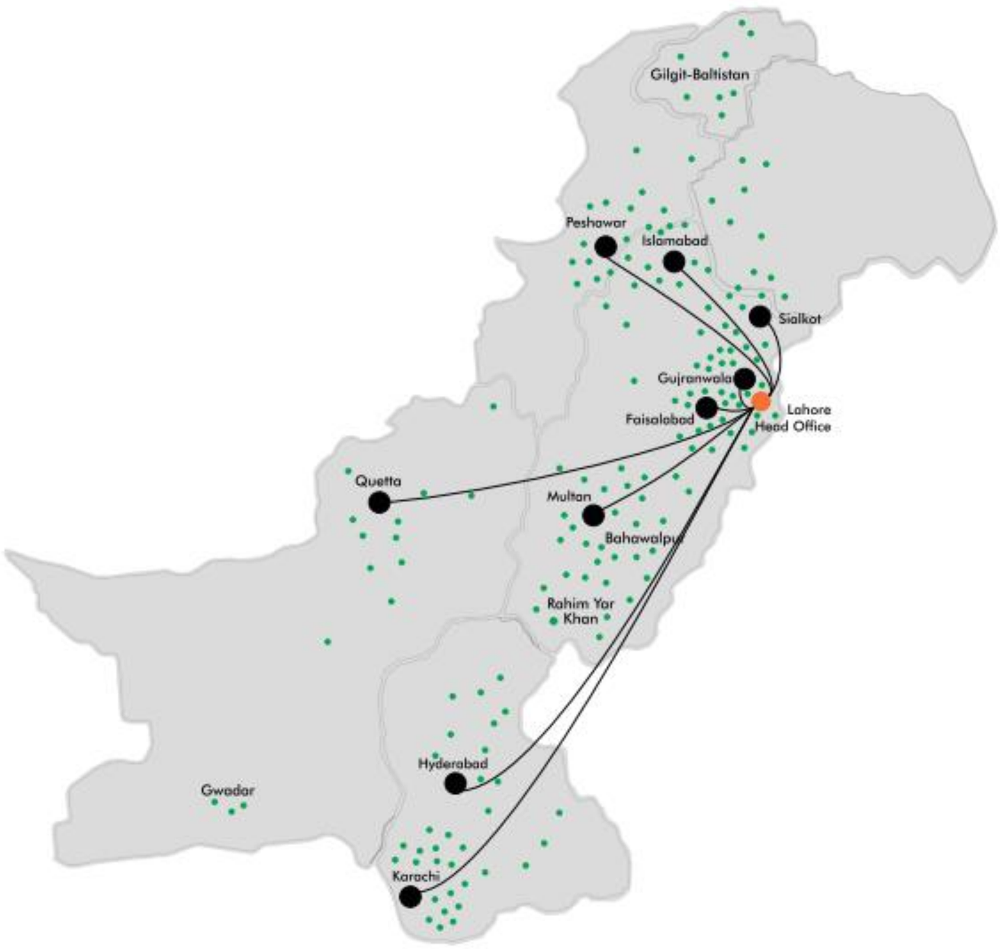

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