

THE ORGANIC MEAT COMPANY LIMITED

November 7, 2025

TOMCL CORPORATE BRIEFING SESSION - FY25

*We are pleased to invite all shareholders, investors, and analysts to attend the Corporate Briefing Session of **The Organic Meat Company Limited (TOMCL)** to brief about the Company's performance during FY25 and outlook going forward is scheduled as follows:*

Date: November 11, 2025
Time: 11:30 AM, Tuesday
Venue: Corporate Office - The Organic Meat Company Limited,
Plot # 257, Sector 24, Korangi Industrial Area, Karachi

Physical Participation:

Shareholders may attend the session in person by presenting their original CNIC, institutional identity card or authority letter, and details of their folio number (if applicable).

Online Participation:

Shareholders and analysts wishing to attend the session online may join through the link provided below.

*Meeting ID: 833 5131 1934
Passcode: 226760*

Link: <https://us06web.zoom.us/j/83351311934?pwd=uRBk0lulaD2vaEt0faf4UbhHxDsaR3.1>

During the session, we will provide an overview of the company's performance, financial results, and future outlook. Attendees will also have the opportunity to ask questions and engage with the management team.

Shareholders who wish to submit questions in advance or provide feedback regarding the Corporate Briefing Session may contact us at cs@tomcl.net. Please note the Corporate Briefing Session presentation is enclosed and also available on our corporate website. You may please inform the TRE Certificate Holders of the Exchange accordingly.

For: The Organic Meat Company Ltd



Imran Khan
Company Secretary
Contact: cs@tomcl.net
Website: <https://tomcl.net/>



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Karachi-Pakistan. Tel #: +92-21-35151298, +92-21-35059969, +92-35077969
E-mail : info@tomcl.net Web: www.tomcl.net
Plant Address : Survey # 310, Deh Shah Mureed, Gadap, Karachi-Pakistan.

CORPORATE BRIEFING SESSION 2025



SCHEDULE OF THE EVENT

- ❑ Tilawat e Quran
- ❑ Opening remarks by Mr. Faisal Hussain
Chief Executive Officer (5 minutes)
- ❑ Analysts Presentation by
Mr. Muhammad Faisal Idrees Chief Financial Officer (20 minutes)
- ❑ Question & Answer session (20 minutes)





OPENING REMARKS
BY
MR. FAISAL HUSSAIN
CHIEF EXECUTIVE OFFICER



The Organic Meat Company Limited (TOMCL) – An Introduction

- One of the largest Halal meat processor and exporter, with the largest market coverage from Pakistan.
- The current operational facilities are :
 1. A slaughter-house, processing facility, and fattening farm on an area of 13.852 acres at Gadap, Karachi
 2. Offal processing facility at Korangi Industrial Area, Karachi
 3. A sheep casing and offal processing facility acquired in August 2023 located at Karachi Export Processing Zone (KEPZ) - acquisition of control by December 2024
 4. Naturally dehydrated pet chews processing at Korangi Industrial Area, Karachi
 5. Cooking and heat treatment facilities at Gadap & Korangi Industrial Area
- Product categories include fresh chilled meat, frozen meat, vacuum packed meat, M.A.P. vacuum packed chilled meat, Heat treated/cooked meat, private labelling fresh/frozen and salted white offal, fresh and frozen red offal, and dehydrated/baked natural pet chews.

Comparative Performance Overview between 2024 and 2025 with Growth and % age

				(Rupees in Millions)
Financial Metric	FY 2025	FY 2024	Growth	Growth %
Net Sales	14,006.07	11,797.75	2,208.31	18.72%
Gross Profit	1,281.54	1,579.04	(297.50)	-18.84%
Operating Expenses	768.32	790.05	(21.73)	-2.75%
Finance Cost	153.77	231.49	(77.71)	-33.57%
Other Income	246.82	87.02	159.80	-183.64 %
Profit Before Tax	606.27	644.52	(38.26)	-5.94%
Profit For The Year	429.79	497.37	(67.59)	-13.59%
Earnings Per Share (Rupees)	2.76	3.35	(0.59)	-17.61%
Real EPS (after adjusting for exchange differences and deferred taxes in Rupees)	2.76	2.80	(0.04)	-1.43%



ANALYSTS BRIEFING

BY

MR. MUHAMMAD FAISAL IDREES

CHIEF FINANCIAL OFFICER

The Organic Meat Company Limited – Largest Meat Product Portfolio in Pakistan

Product Offerings

Heat Treated Meat & Cooked Processed Beef



Heat-treated/cooked boneless beef
Cooked beef balls

Pet Chews



Dried/dehydrated/baked offal

Mutton



Fresh Chilled & Frozen Mutton Carcass, bone-in and boneless

Beef



Fresh Chilled & Frozen Beef Bone-in & Boneless with private labelling.

Offal



Fresh chilled & Frozen edible red offal & white offal, Raw & Salted Raw Bones & Hides

TOMCL ✦ Corporate Briefing ✦ 2025



The Organic Meat Company Limited (TOMCL) – Our Market Reach

Middle East & South Asia



Saudi Arabia



UAE



Egypt



Iraq



Oman



Bahrain



Kuwait



Qatar



Maldives



Jordan



EUROPE UNION APPROVAL



Italy



Albania

New Addition

Tajikistan

**TOMCL has the most
extensive market access
Within Pakistan's meat
export segment**

Far East



China



Hong Kong



Thailand



Vietnam

CIS



Azerbaijan



Uzbekistan

North America



USA



Canada



The Organic Meat Company Limited – Our Company's "1st - Firsts" in Pakistan

- Deboning facility introduced in Pakistan.
- Offering Fresh Chilled Vacuum-Packed Meats and frozen meat products from Pakistan.
- Shifted logistics to "via-sea" for Fresh Chilled Meat to UAE, Oman and Qatar markets.
- Cooked/heat-treated meat from Pakistan for countries with FMD restrictions.
- First company registered on sea ports in KSA duly approved by Saudi Food and Drug Authority (SFDA) for meat exports.
- Exclusive approval from Middle Eastern food processing companies, Americana, and Seara for frozen meat supplies.
- Largest animal fattening facility
- Dehydrated Pet chews to the international markets.
- USDA (FDA) approval for exporting dehydrated Pet chews.
- Private Labeling for importers in the Middle East.





The Organic Meat Company Limited – Our Company's “1st - Firsts” in Pakistan

- Only company to have sheep casings EU approvals post-acquisition of MSMHL.
- Red and white offal export initiated from Pakistan for GCC.
- EU approved for salted beef casings exports from Pakistan.
- First company from Pakistan to be approved for cooked beef (frozen) exports to China by the GACC
- First company in Pakistan to get approval to export MAP vacuum packed meat to UAE via-sea
- Only company in Pakistan to export pet chews to Canada
- Besides other firsts achieved by TOMCL from Pakistan, this year the Company became the only Pakistani exporter approved by Carrefour UAE, Carrefour Qatar, and Carrefour Oman.



The Organic Meat Company Limited – Our Recent Achievements

- The Organic Meat Company Limited has proudly become the first Pakistani listed company to successfully export beef casings to Europe.
- TOMCL Secures Frozen Boneless Beef Export Orders Worth USD 3.24 Million from New CIS Market – Tajikistan
- The Organic Meat Company Limited Becomes the First Pakistani Meat Producer to Qualify for Direct Export to Carrefour (Majid Al-Futtaim - Hyper Market LLC - MAF) UAE.
- TOMCL Secures USD 7.5 Million Export Orders from China for Cooked Frozen Boneless Beef for FY 2025–2026
- TOMCL successfully negotiated and entered into a new export contract of US\$ 8.1 million (US Dollars Eight Million and One Hundred Thousand only) with Gold Crest Trading FZE, UAE for the export of frozen boneless beef for industrial and household processing to the United Arab Emirates (UAE).

The Organic Meat Company Limited – Our Recent Achievements

- TOMCL Limited (TOMCL) is pleased to announce that operations at its Karachi Export Processing Zone (KEPZA) facility was started on 1st October 2025, at its fully owned subsidiary Company's plant, Mohammad Saeed Mohammad Hussain Limited (MSMHL).
- The Organic Meat Company Limited (TOMCL) has successfully partnered with Neem Exponential Financial Services Private Limited, to introduce Neem Paymenow, an Earned Wage Access (EWA) service for the employees of The Organic Meat Company Limited (TOMCL).
- Expansion is on going for a new processing unit pertaining to Cooked Offals for being able to et access for exports of heat treated offals to the mainland Chinese market.

The Organic Meat Company Limited – Our Recent Achievements

- In September 2024, successfully secured a significant contract for the supply of frozen cooked beef meat to the People's Republic of China (PR China). This contract, valued at USD 12 million.
- In September 2024, the successful completion of Expansion Phase 2 has increased the company's production capacity by an additional 300 metric tons (MT) per month for frozen cooked beef meat.
- VIS Credit Rating Company Limited (VIS) has upgraded the ratings of the Company to 'A/A-1' from 'A-/A-2'. The long-term rating of 'A' indicates good credit quality with adequate protection factors, while the short-term rating of 'A-1' reflects high certainty of timely payment with excellent liquidity factors and minor risk factors. The rating outlook is 'Stable'.
- On May 2, 2024, the successful completion of First Phase of Operational Expansion Increases Chilled Product Capacity by 30% at Gadap Facility.
- The first company from South Asia to have successfully exported Cooked/Heat Treated Frozen Beef meat products to the Peoples' Republic of China on March, 2024.
- The Company has undertaken a substantial expansion of their existing meat chilling and freezing capacities through an enhanced investment outlay of Rupees 650 million.

The Organic Meat Company Limited – Our Recent Achievements

- The first meat and offals processing company in Pakistan that has successfully secured the approval of its Environmental Management Plan (EMP) from the Sindh Environmental Protection Authority (SEPA), Government of Sindh.
- The Company has received approval to export "Red and White Offals (frozen and fresh, vacuum-packed)" to the UAE.
- The Company Completes 100% Acquisition of MSMHL, Fulfills all IPO Commitment.
- The first of its kind meat processor and exporter of Pakistan that Secures \$4 Million Contract to Export 1,000 Metric Tonnes of Beef to UAE in August, 2023. And after successful completion this contract renewed again in April 2024 for additional \$4 Million to Export 1,000 Metric Tonnes of Beef to UAE.
- The company has developed and implemented first phase of its Fattening farm management ERP which is a state-of-the-art fattening and feedlot farming enterprise program.

TOMCL



Corporate Briefing



2025

The Organic Meat Company Limited | Usual Challenges Year on Year

- Animals mandi prices have been fluctuating erratically and thus needs astute planning by the management.
- High inflationary pressures on the economy translating in high cost of raw and packing materials.
- Flooding situation and lumpy skin diseases situation.
- Energy and fuel prices have been increasing and being a manufacturing and processing business with high energy demands, this is affecting the gross margins.
- External competition through erratic Euro/ US\$.
- Taxation has increased from 1% on Turnover to 39% of Profit.



Results Assessment



TOMCL ✦

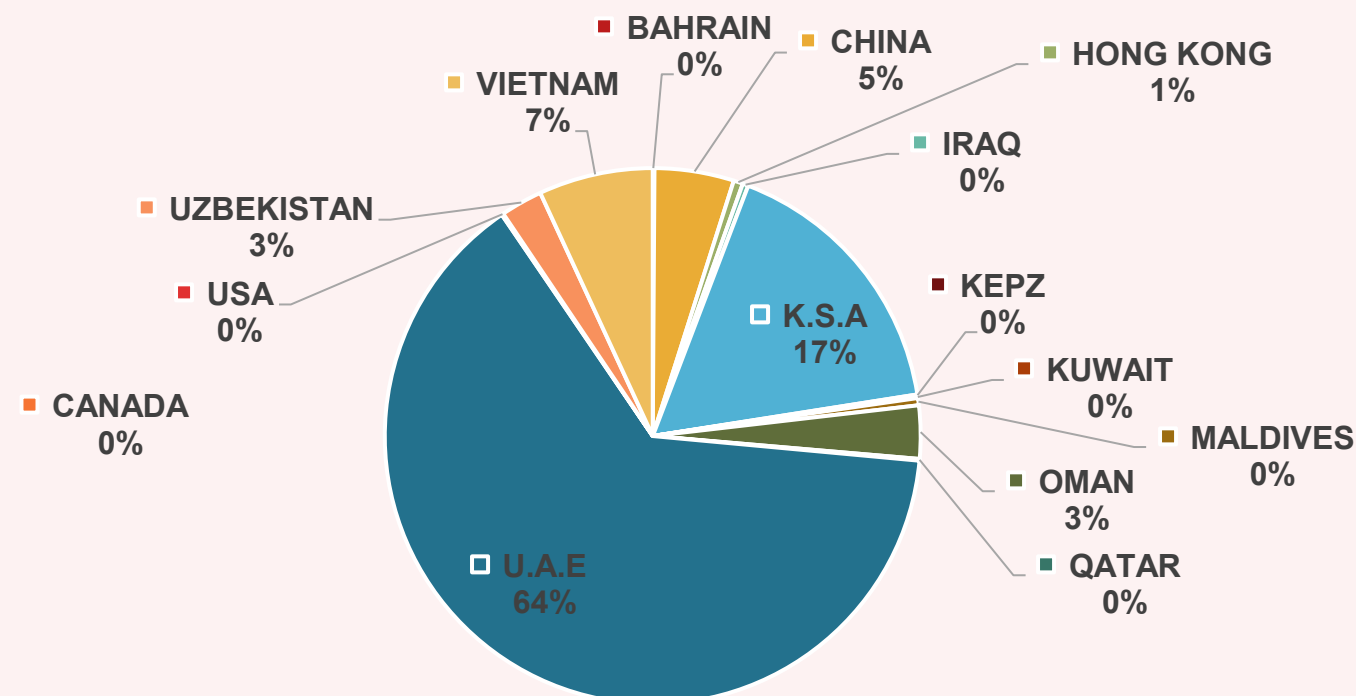
Corporate Briefing



2025



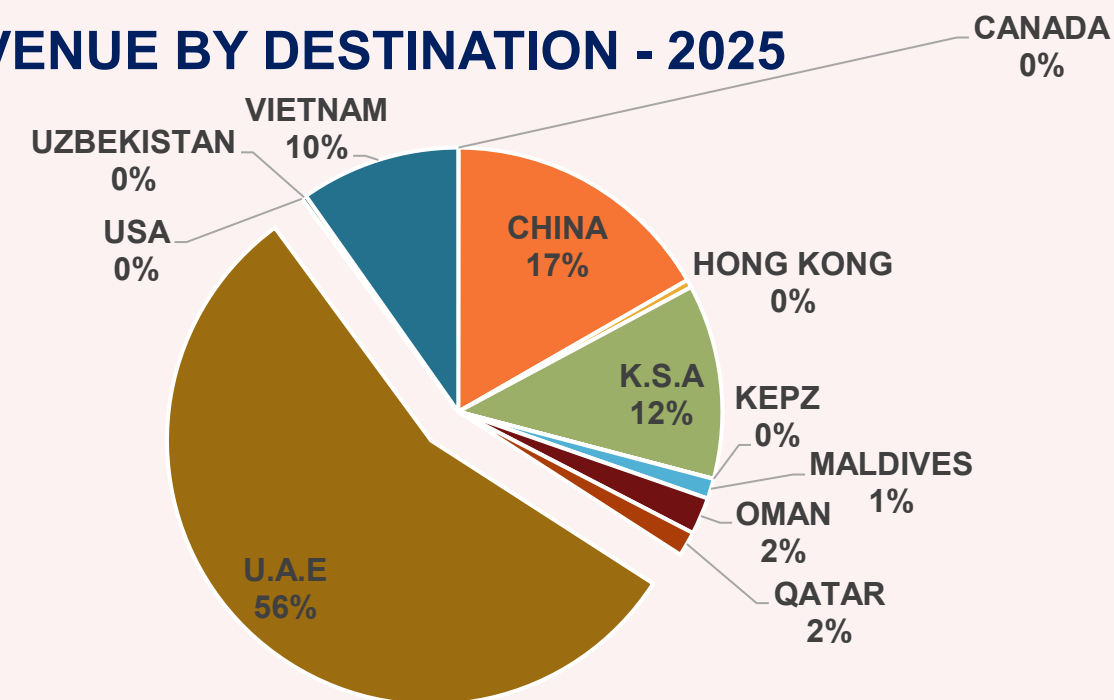
The Organic Meat Company Limited | Sales Mix Profile



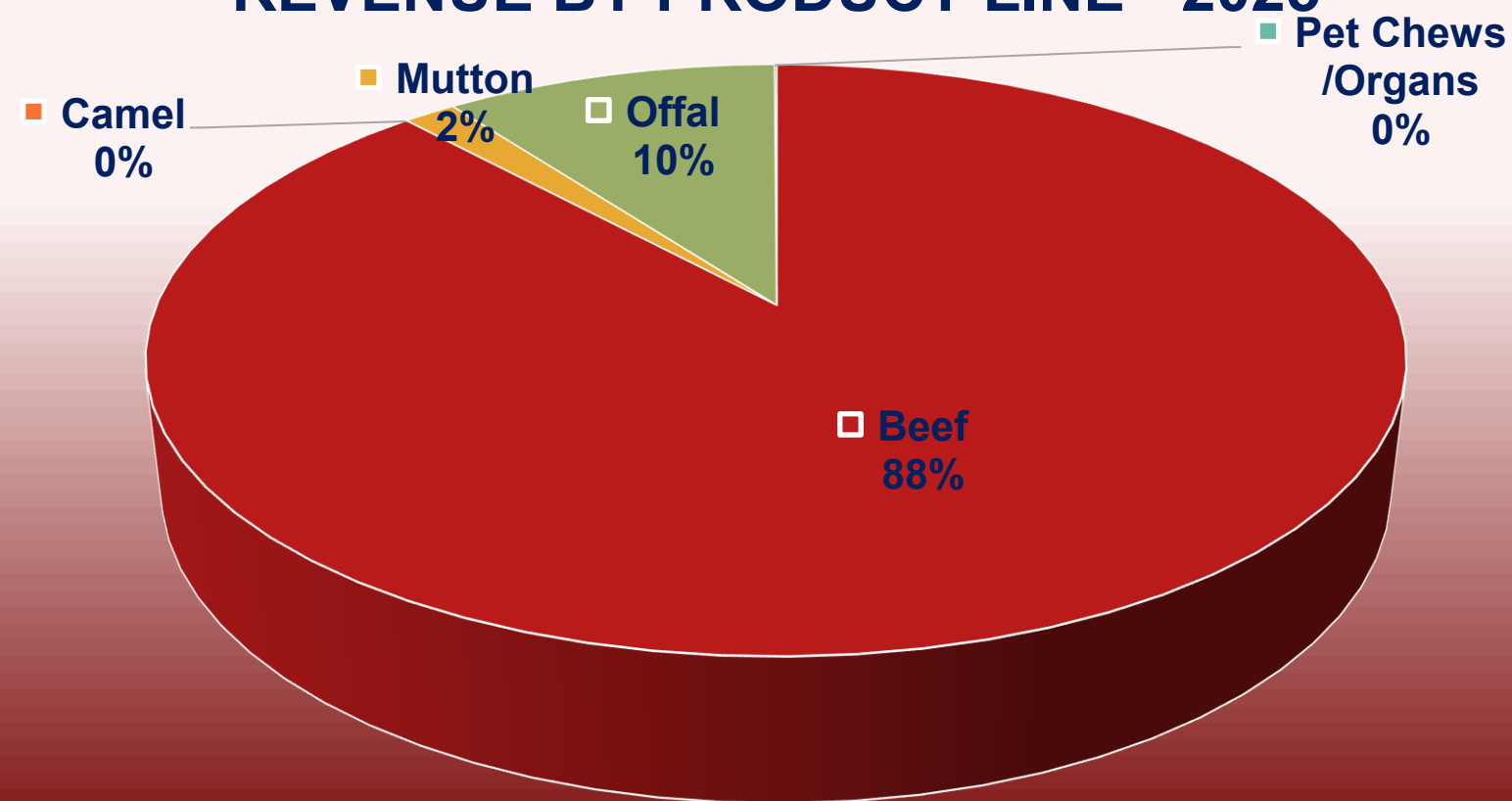
REVENUE BY DESTINATION - YEAR 2024



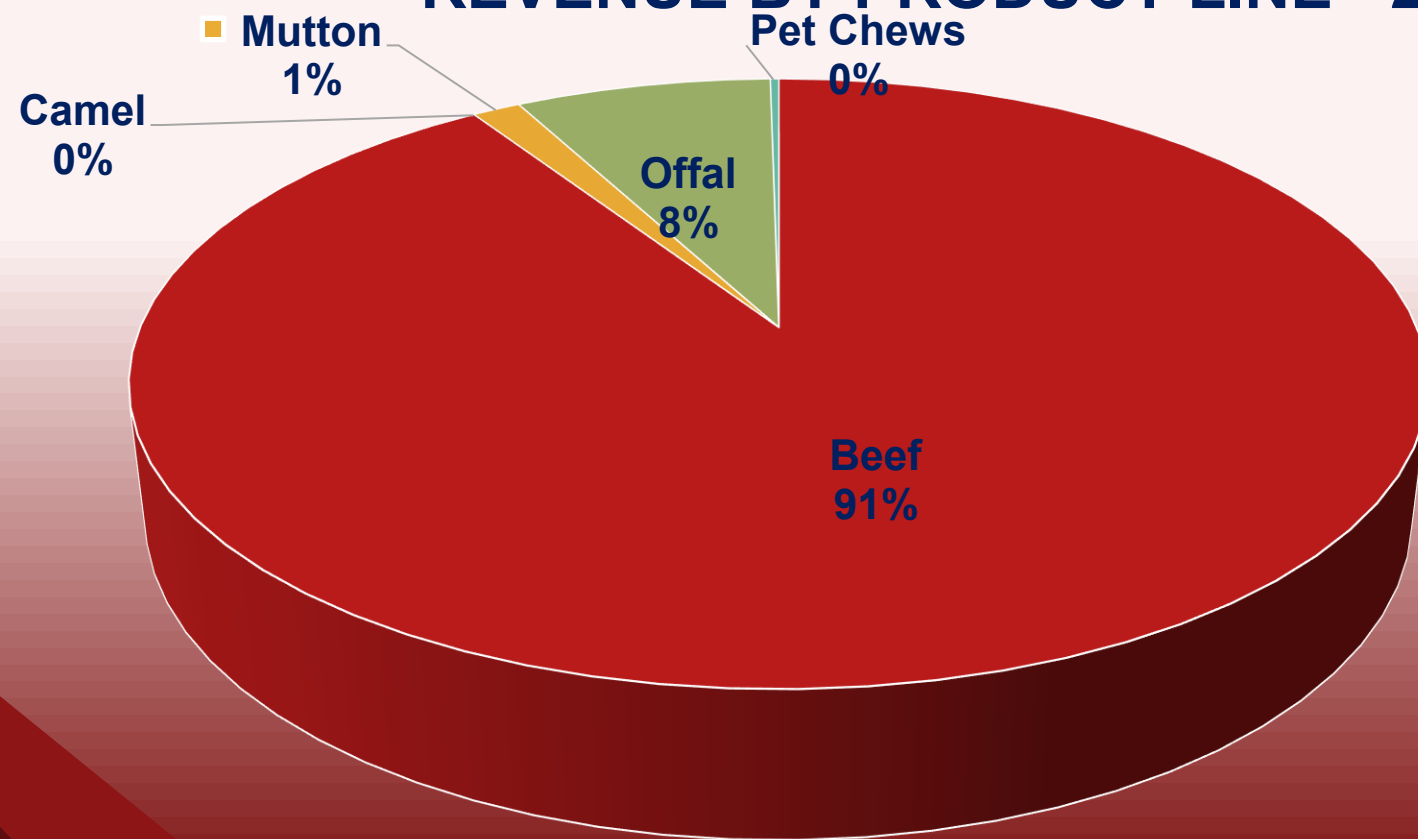
REVENUE BY DESTINATION - 2025



REVENUE BY PRODUCT LINE - 2025

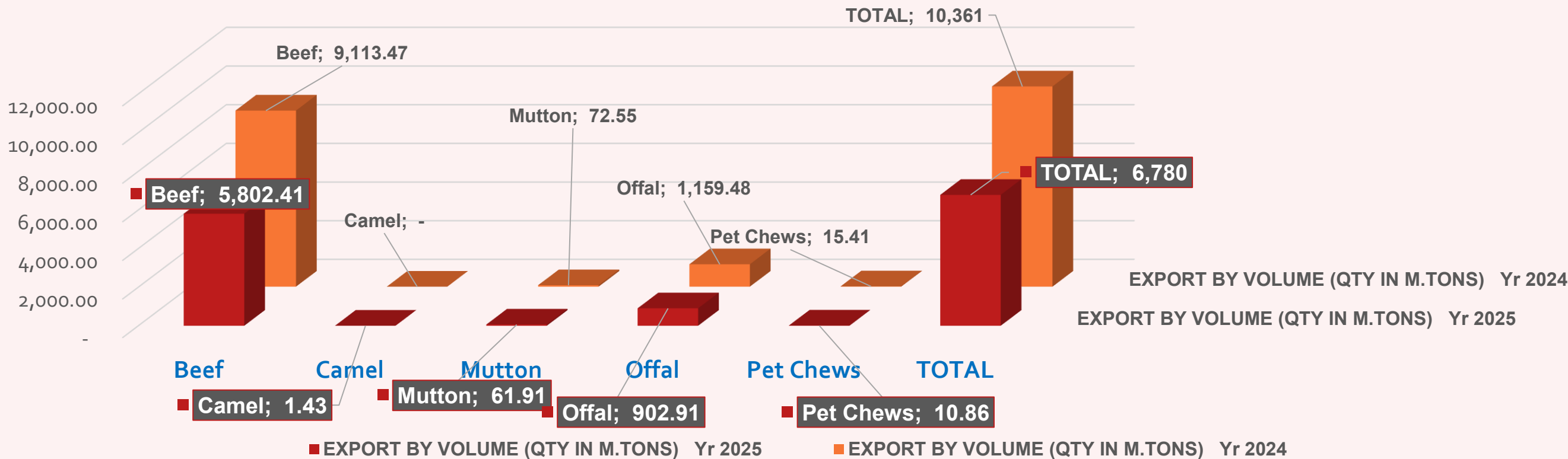


REVENUE BY PRODUCT LINE - 2024

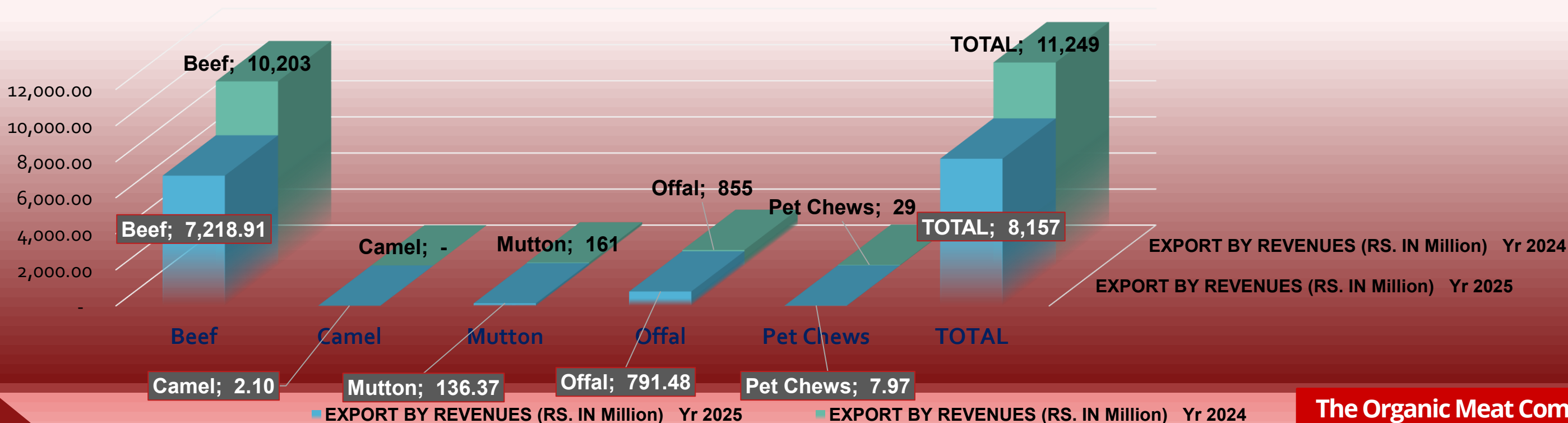


The Organic Meat Company Limited | Sales Mix Profile

EXPORT BY VOLUME (Qty MT)

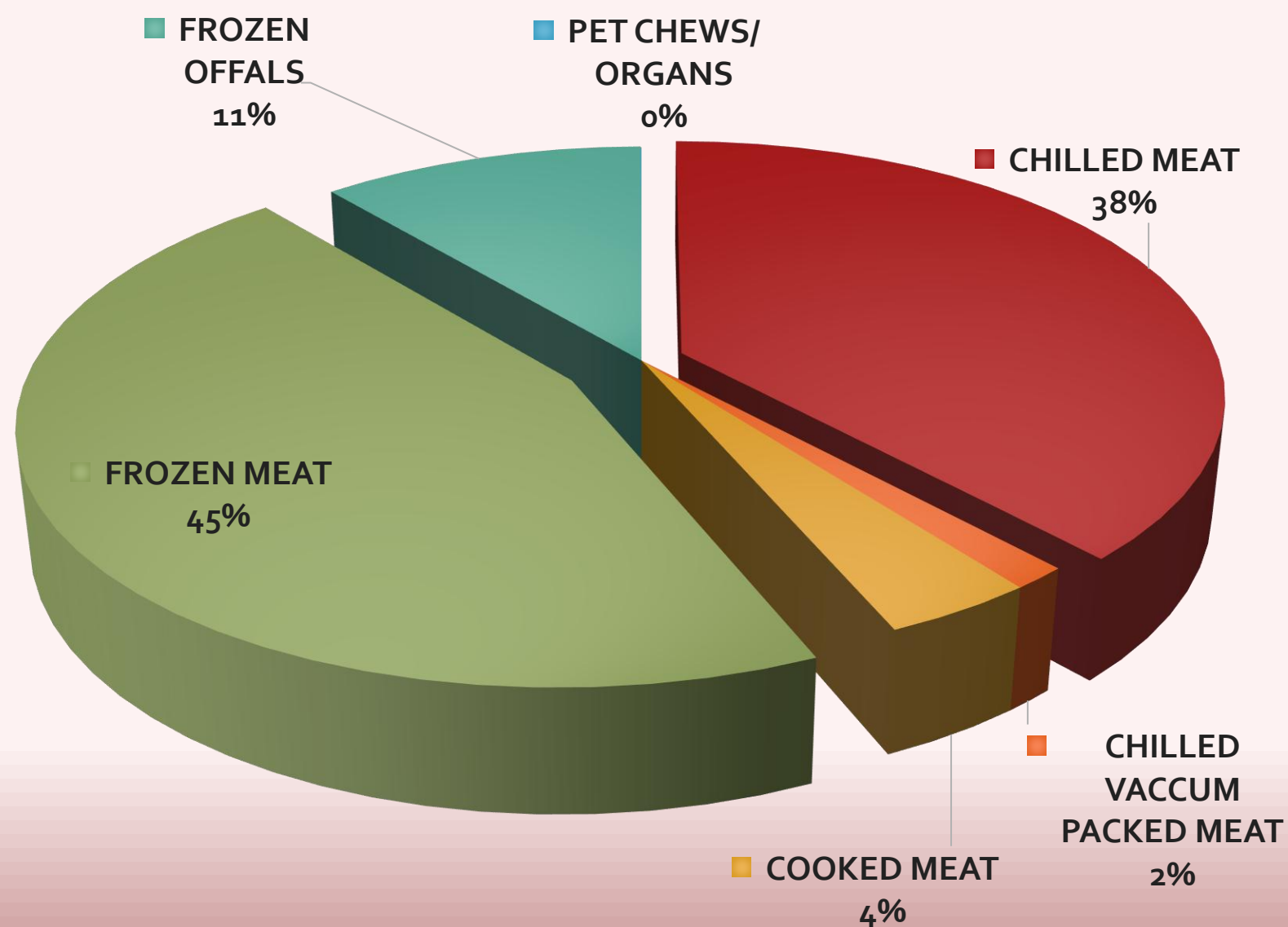


EXPORT BY REVENUES (RS. IN MILLION)



The Organic Meat Company Limited | Sales Mix Profile

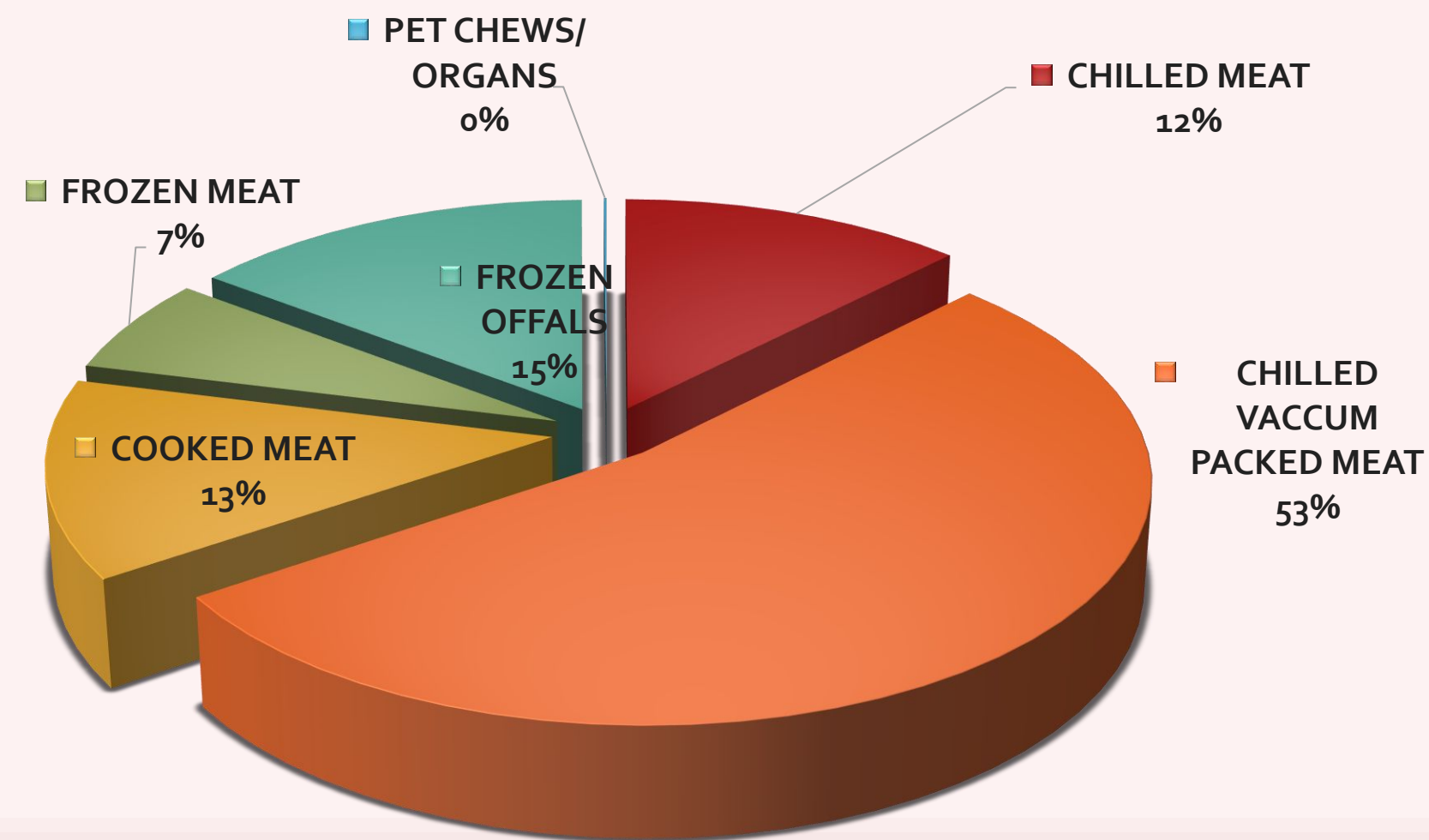
Sales Mix By Volume Year 2024



■ CHILLED MEAT
■ COOKED MEAT
■ FROZEN OFFALS

■ CHILLED VACCUM PACKED MEAT
■ FROZEN MEAT
■ PET CHEWS/ ORGANS

Sales Mix By Volume Year 2025



■ CHILLED MEAT
■ COOKED MEAT
■ FROZEN OFFALS

■ CHILLED VACCUM PACKED MEAT
■ FROZEN MEAT
■ PET CHEWS/ ORGANS

The Organic Meat Company Limited | Key Financial Metrics

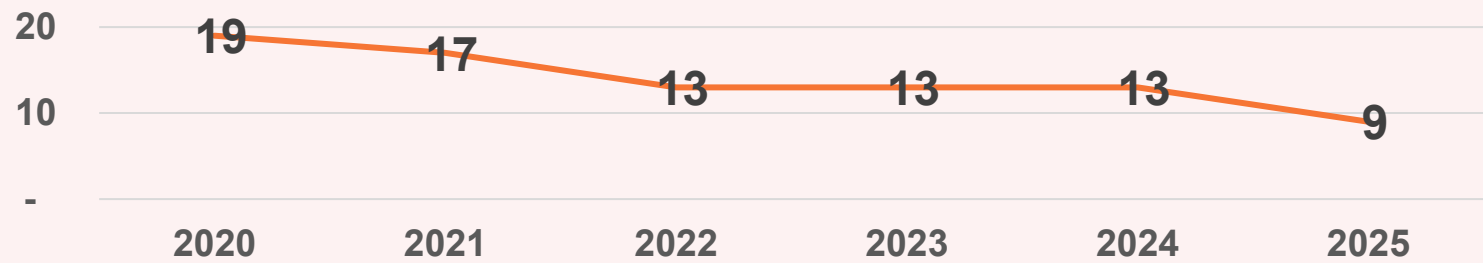
Revenue (Rs.' Million)



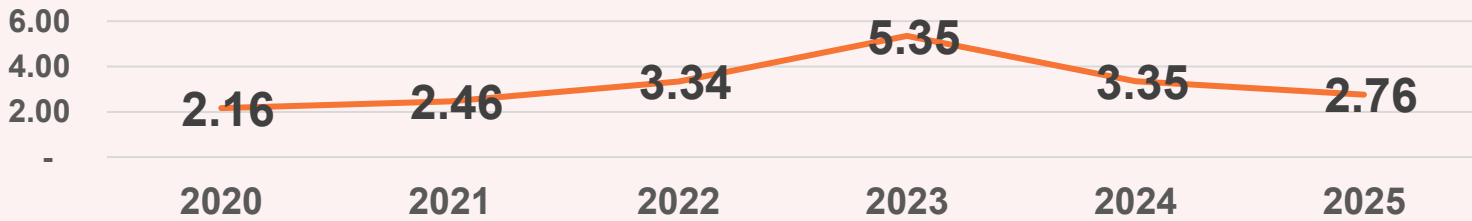
Profit after Tax (Rs.' Million)



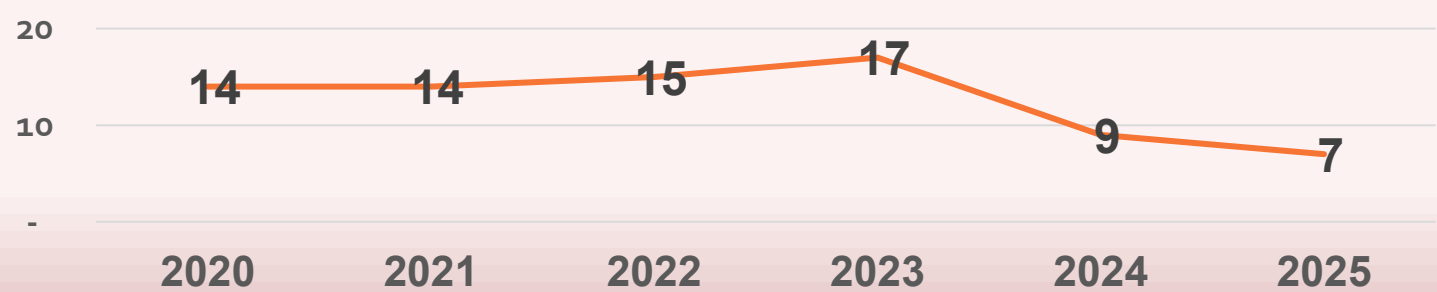
Gross Margin (%)



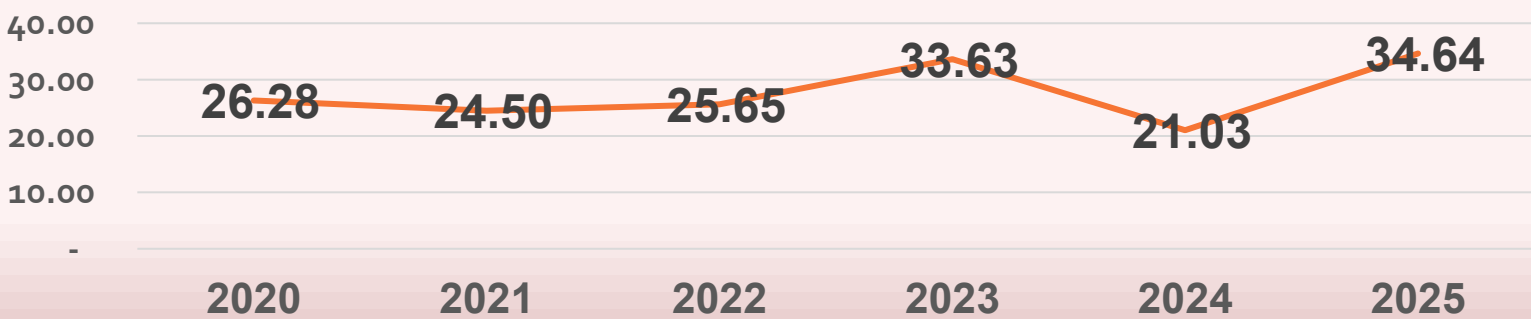
Earnings per Share (PKR)
(Based on outstanding shares as at 30 June 2025)



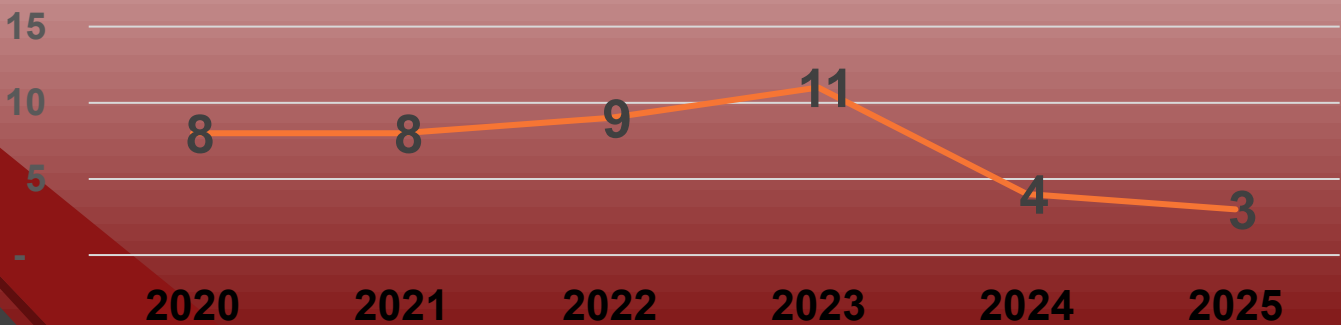
EBITDA Margin (%)



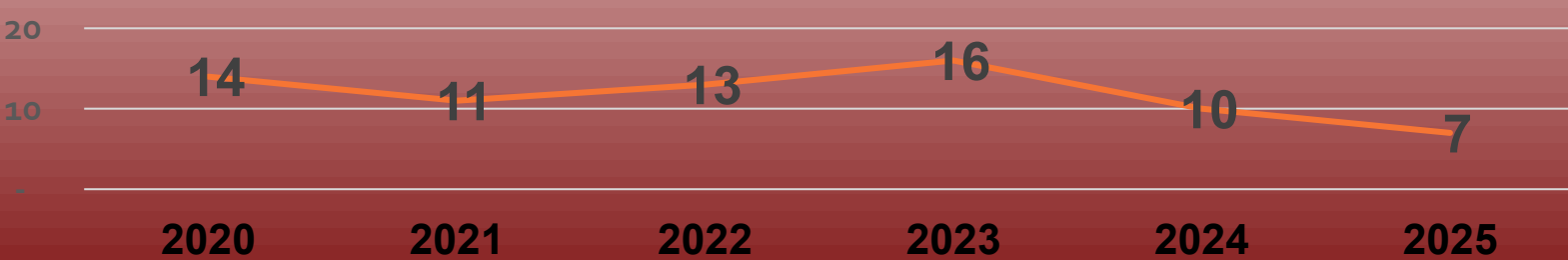
Break-up Value per Share (Rs.)



Net Margin (%)

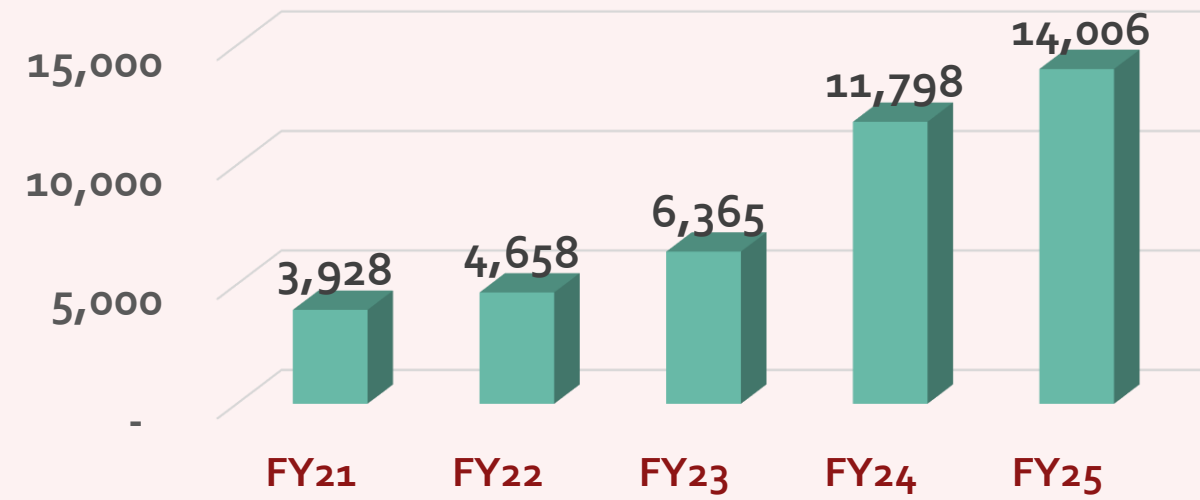


Return on Equity (%)

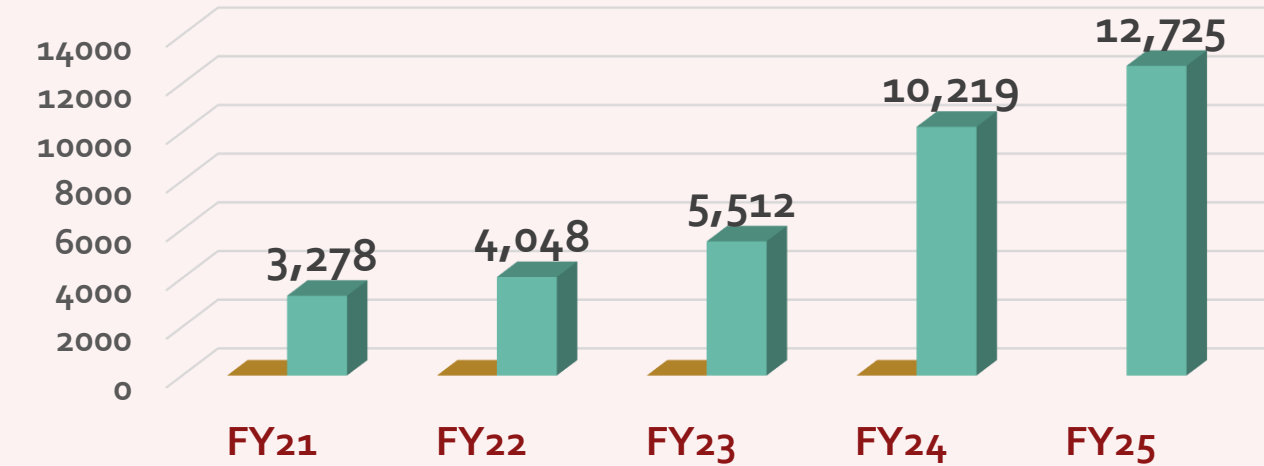


The Organic Meat Company Limited | Historic Income Statement (* Rs.' Million)

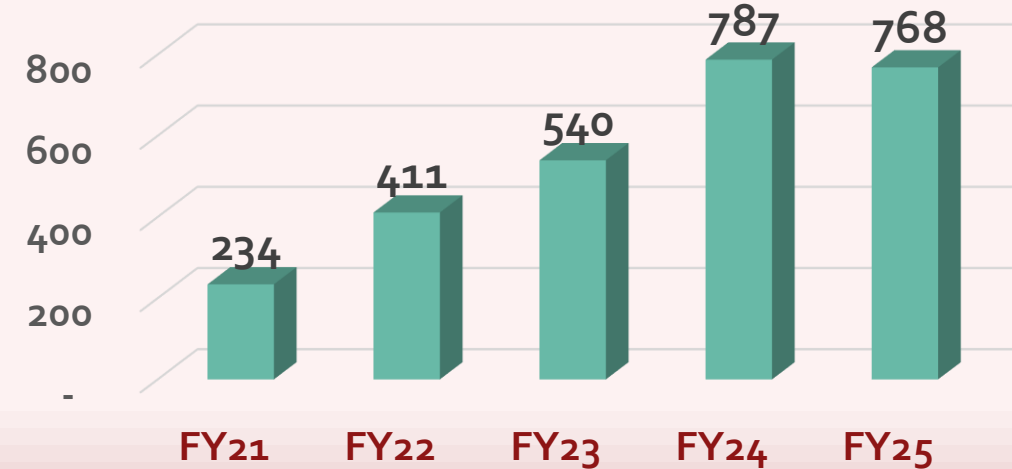
Sales



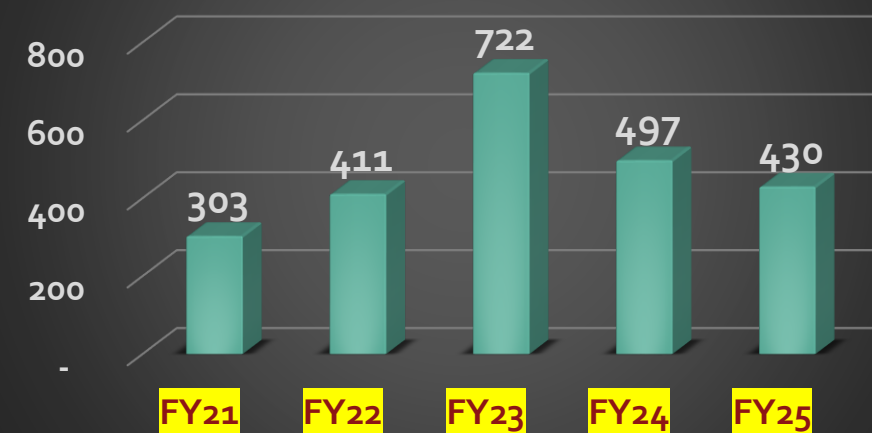
Cost of Sales



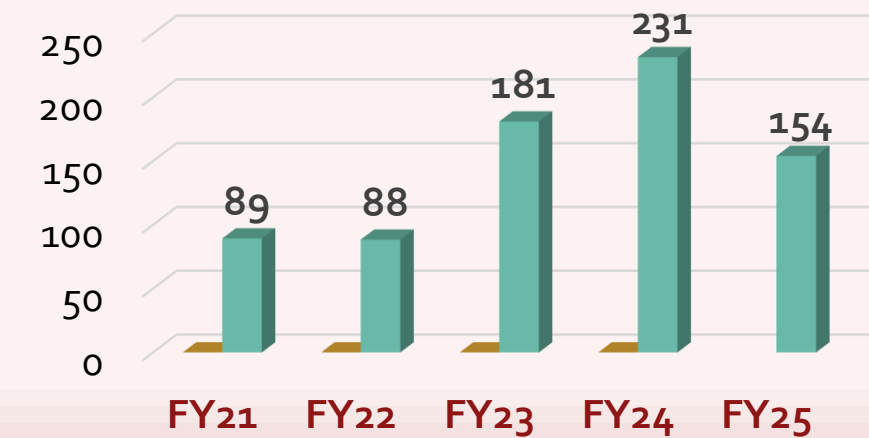
Administrative & Selling Expense



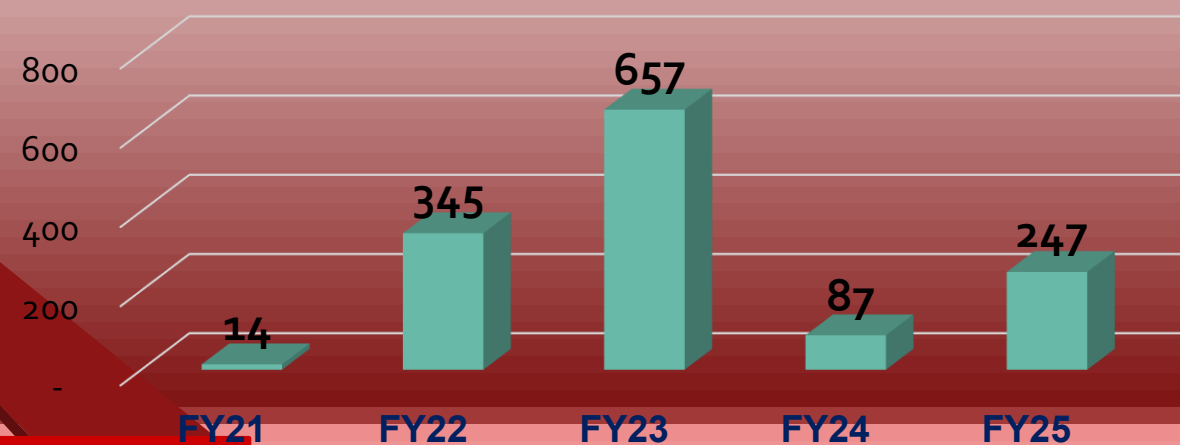
Profit After Taxation



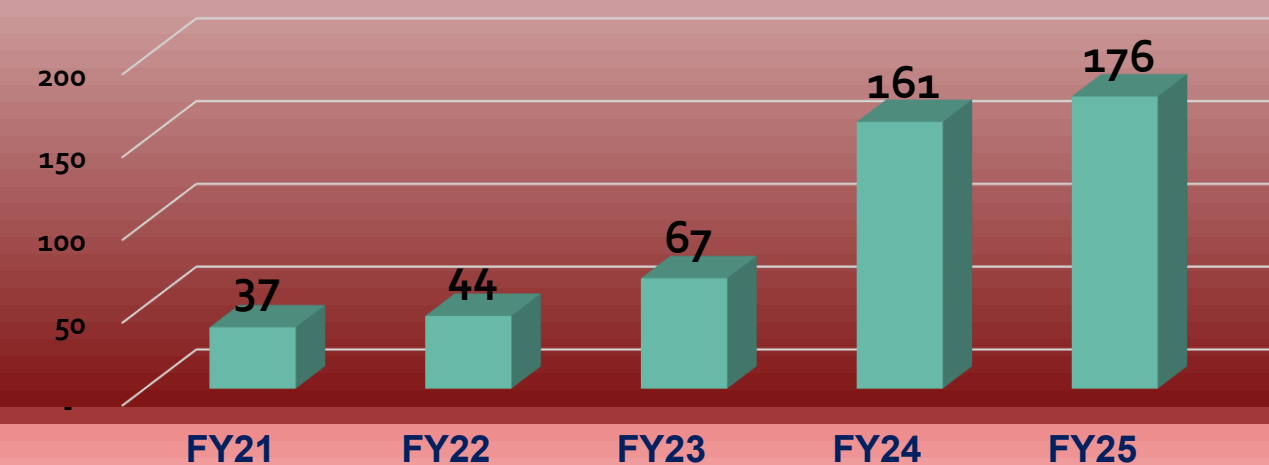
Finance Cost



Other Income



Taxation



The Organic Meat Company Limited | Future Outlook

- Backward integration of the fattening farm operations into backgrounding of animals
- Expansion of product offerings in pet chews business
- Creation of an FMD free compartment to expand into wider global markets
- Reduce reliance on market supply through enhanced supply capabilities of our fattening farm.
- Introducing offal processing at MSMH.
- Targeting new markets for all products and business lines.
- Further expansion in Chinese, Saudi and CIS markets.
- Reduce reliance on clean credit-based UAE market



The Organic Meat Company Limited | Future Outlook

- Expansion into the private labeling business in other international markets such as UAE and Kuwait.
- Expansion into the fast-food production segment
- Expansion in sheep and beef casings market in EU as well as UAE
- Expansion into five new projects including:
 - 1) Dung palletization for fuel efficiency.
 - 2) Beef tallow manufacturing,
 - 3) Beef (white offal) cooking / Heat treatment unit for China.
 - 4) Enhancement in Red Offal (beef) processing line for UAE, and
 - 5) Acquisition of further land for future expansion envisioned.



Thank You

Q & A (20 Minutes)

TOMCL ✦ Corporate Briefing ✦ 2025



DISCLAIMER

This Corporate Briefing Presentation is provided by The Organic Meat Company Limited (the “Company”) solely for informational purposes and does not constitute an offer, solicitation, or recommendation to buy, sell, or otherwise transact in any securities or other financial instruments issued by the Company. The information contained in this presentation has been prepared to assist stakeholders in understanding the Company’s performance and future outlook. It reflects the Company’s current views based on available information as of the date of this presentation. The Company makes no representation or warranty, express or implied, regarding the completeness, accuracy, or reliability of the information contained herein, and expressly disclaims any liability based on or relating to this presentation or any omission therein. Certain statements in this presentation may contain forward-looking statements, which involve known and unknown risks, uncertainties, and other factors that may cause actual results to differ materially from the expectations expressed or implied in these statements. These risks and uncertainties are beyond the control of the Company, and undue reliance should not be placed on these forward-looking statements. The Company assumes no obligation to update or revise any information contained herein, whether as a result of new information, future events, or otherwise, except as required by law.





APPENDIX



FINANCIAL HIGHLIGHT

THE ORGANIC MEAT COMPANY LIMITED FINANCIAL HIGHLIGHTS FROM JUNE 30, 2020 TO JUNE 30, 2025

Description	For the year ended June 30 th					
	2020	2021	2022	2023	2024	2025
<i>(Amounts in PKR Million)</i>						
Statement of Comprehensive Income						
Sales	3,384	3,928	4,658	6,365	11,797	14,006
Cost of Goods Sold	(2,754)	(3,278)	(4,048)	(5,512)	(10,219)	(12,725)
Gross Profit	630	650	610	853	1,578	1,281
Operating Profit	373	416	199	313	792	513
EBITDA	487	556	685	1,079	1,031	947
Depreciation and Amortization	(114)	(126)	(142)	(133)	(157)	(186)
Financial Charges	(90)	(89)	(88)	(181)	(231)	(154)
Profit before Taxation	283	340	455	789	645	606
Taxation	(17)	(37)	(44)	(67)	(161)	(176)
Profit after Taxation	266	303	411	722	497	430
Statement of Financial Position						
Non-Current Assets	1,420	1,827	1,863	2,516	3,089	3,390
Current Assets	1,310	1,816	2,405	3,299	3,148	3,623
Total Assets	2,730	3,643	4,268	5,815	6,237	7,013
Paid-up Capital	718	1,118	1,230	1,350	1,485	1,785
Equity	1,887	2,744	3,155	4,540	4,944	6,184
Short-Term Borrowings	659	698	779	945	805	505
Non-Current Liabilities	-	30	85	71	163	54
Current Liabilities	843	870	1,027	1,205	1,131	775
Stock-in-trade	239	188	117	245	184	398
Trade debts	702	911	1,598	2,265	2,275	2,315
Trade and other payables	145	142	196	144	149	132
Cash Flow Statement						
Operating Activities	377	27	(18)	47	970	169
Investing Activities	(290)	(533)	(152)	(114)	(67)	(505)
Financing Activities	(39)	572	67	(156)	(27)	737
Net increase in Cash	49	67	(103)	(223)	269	400
Net Cash Balance	7	125	142	219	348	447
Capital Expenditure	(289)	(533)	(174)	(120)	(348)	(494)
Sales Growth (%)	31	16	19	37	85	19
EBITDA Growth (%)	6	14	23	58	(5)	(8)
Net Profit Growth (%)	22	14	36	138	(31)	(14)
Margins						
Gross Margin (%)	19	17	13	13	13	9
EBITDA Margin (%)	14	14	15	17	9	7
Net Margin (%)	8	8	9	11	4	3
Break-up Value per Share (Rs.)	26.28	24.50	25.65	33.63	21.03	34.64

Profitability and Earnings Ratios

Profit after Tax	266	303	411	722	497	430
Earnings per Share (PKR) - as per audited account	2.16	2.46	3.34	5.35	3.35	2.76
Return on Equity (%)	14	11	13	16	10	7
Return on Asset (%)	10	8	10	12	8	6

Balance Sheet Ratios

Fixed Asset Turnover (x)	2.38	2.15	2.50	2.53	3.82	4.13
Asset Turnover (x)	1.24	1.08	1.09	1.09	1.89	2.00
Capex to Total Assets (%)	11	15	4	2	5.58	7.04
Current Ratio (x)	1.55	2.09	2.34	2.74	2.78	4.67
Inventory Turnover (days)	29	24	14	12	7.66	8.35
Receivables Turnover (days)	82	75	98	111	70.23	59.81
Payables Turnover (days)	14	16	15	11	5.24	4.03

Leverage Ratios

EBITDA/Interest (x)	5.41	6.25	7.78	5.96	4.46	6.15
(EBITDA - Capex)	198	23	511	959	684	453
(EBITDA - Capex)/Interest (x)	2.20	0.26	5.81	5.30	2.95	2.94
Number of Shares Outstanding	72	112	123	135	148	179