



GROWING AS ONE

*Service Industries Limited
Corporate Briefing Session
November 18, 2025*

OUR AGENDA



- Vision
- Servis Group at a Glance
- Our Journey So Far
- Servis Group – Geographical Presence
- Servis Group – Geographical Spread
- Corporate Restructuring



- Group Overview
- Company Profile
- Financial Performance
- 5 Years Financial Performance at a Glance



- Corporate Social Responsibility



- Future Outlook



- Questions and Answers



"To become a Global, World-class & Diversified Company which leverages its Brands and its People."



Servis Group At A Glance



Servis Group, a globally recognized group and a world-class shoe and tyre producer of Pakistan, started as a small venture of three friends in the early 1940s. Over the past 7 decades, Servis has grown to a family of 15,000+ people who have joined hands to mainly design, create and produce best-in-class tyres, tubes, footwear, motorcycle's spare parts for valuable clients spread across the globe. Servis's founding fathers believed in the **people, ethical business practices, delegation** and **technological excellence** as the key to make SIL a force to be reckoned with!



Assets Base: PKR 120 Billion



Nationwide network of 284 Retail Outlets under the flagship brand name "SERVIS"



More than 15,000 Employees



Servis Group contributed donation of PKR 153 Million till 9M FY – 2025, versus PKR 110 Million in entire FY-2024



Customers across 50+ Countries



- ★ Tyre market leader in Pakistan
- ★ Largest footwear exporter of Pakistan
- ★ Largest tyre exporter of Pakistan
- ★ First truck and bus radial tyre manufacturer in Pakistan in collaboration with Chinese partner

Our Journey So Far



The story of
‘Servis’ begins
with 3 graduates
Ch. Nazar
Muhammad, Ch.
Muhammad
Husain and Ch.
Muhammad
Saeed



Incorporated as a
private limited
company



Gujrat plant was
established



Muridke plant became
operational



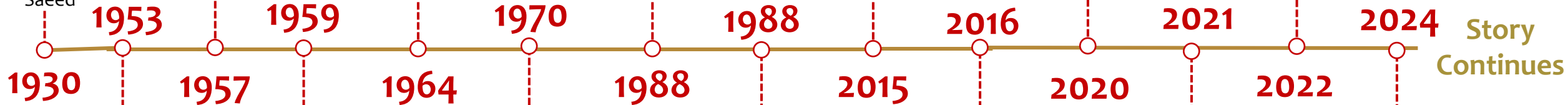
Launched Servis Genuine
Parts



Ventured with a
Chinese giant to form
Service Long March
Tyres (Private) Limited



Shoe Box footwear
retail stores transitioned
to an iconic heritage
brand ‘SERVIS’



Servis Group – Geographical Presence in More Than 50 Countries



USA | UK | China | Australia | Canada | Belgium | Brazil | Chile | Austria | Denmark | Hong Kong | Holland | Germany | France | Egypt | Ecuador | Colombia | Croatia | UAE | Turkey | Tunisia | Switzerland | Greece | Saudi Arabia | Singapore | Sri Lanka | Spain | South Africa | Slovenia | Afghanistan | Iraq | Ireland | Italy | Jamaica | Japan | Jordan | Kazakhstan | Korea | Mexico | Nigeria | Panama | Philippines | Poland | Portugal | Romania | Russia | Uruguay | Vietnam | Yemen | Zimbabwe

Sr. No.	Location	Product	Business Orientation
1	Gujrat, Punjab	Tyres, Tubes & Footwear	Manufacturing
2	Muridke, Punjab	Footwear & Motorcycle's Spare Parts	Manufacturing
3	Nooriabad, Sindh	Tyres	Manufacturing
4	Various locations across Pakistan	Footwear & Apparel	Retail
5	China	Footwear	Product Development / Marketing / Sourcing
6	UAE	Tyres & Footwear	Trading

Corporate Restructuring of Service Industries Limited

Effective from January 01, 2024, Service Industries Limited ("SIL") undertook a corporate restructuring through the transfer and vesting of its Tyre Undertaking, Retail Undertaking, and equity investment in Speed (Private) Limited ("SPL") into its wholly owned subsidiaries, namely Service Tyres (Private) Limited ("STPL"), Service Retail (Private) Limited ("SRPL"), and Service Industries Capital (Private) Limited ("SICPL"). The restructuring was approved by the members of the respective companies and duly sanctioned by the Honorable Lahore High Court vide its Order dated June 12, 2024.

Key Objectives and Benefits:

1.

Reconstitution of SIL as a holding company for STPL and SRPL

2.

Independent operation of specialized business segments under STPL and SRPL

3.

Enhanced operational focus and financial management, resulting in improved efficiency, profitability, and strategic clarity

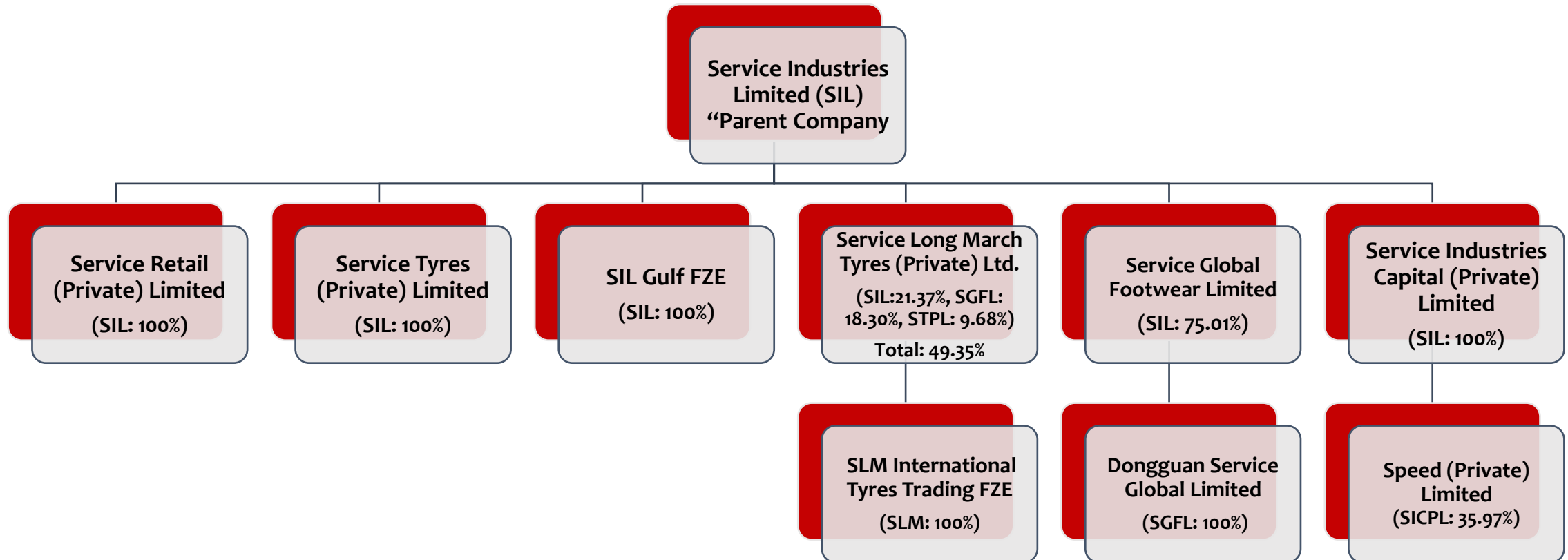
4.

More effective and autonomous management of each business, optimizing shareholder value

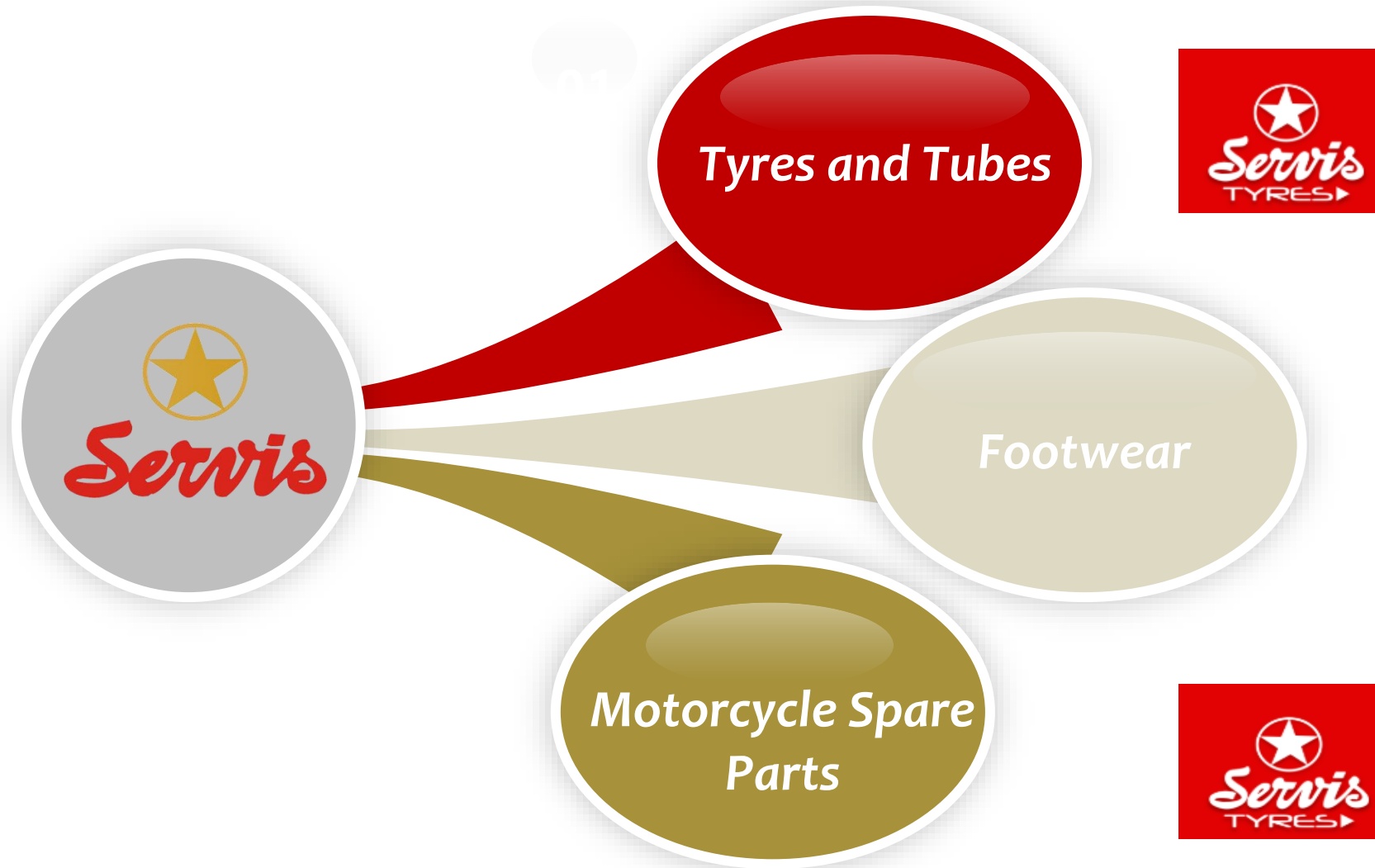
5.

Consolidation of SPL's shareholding under SICPL, thereby streamlining decision-making and administrative processes within the Servis Group

Service Industries Limited is the flagship and parent company of Servis Group with **eight subsidiary** companies including **three foreign subsidiaries** and **one associated company**, engaged in diversified segments. The group structure is as follow:



* Service Industries Limited and Service Global Footwear Limited are listed on PSX.



SLM
TIRES

 **Servis**
Service Industries Limited

 **Servis**
Service Retail (Private) Limited

 Service Global Footwear Limited

Group Overview (Cont.) – Key Achievements



01.

Driven by strong market demand and operational excellence, the Group delivered a **18.1% revenue growth** till Q3 FY-2025 vs Q3 FY-2024, **achieving sales of Rs. 109 billion (USD 388 million) for the nine months ended September 2025.**



02.

Reinforcing its market leadership, the company **exported footwear worth Rs. 15.1 billion (USD 54 million)** till Q3 FY-2025 and **Rs. 17.6 billion (USD 63 million)** in FY 2024, maintaining its position as Pakistan's top footwear exporter.



03.

The company cemented its status as Pakistan's **largest Tyre & Tube exporter with exports exceeding Rs. 17 billion (USD 61 million)** till Q3 FY-2025 and **Rs. 20.7 billion (USD 74 million)** in FY 2024.



04.

Pakistan's Global Tyre Brand, with an **installed manufacturing capacity of over 24 million tyres and 57 million tubes annually.**



05.

- **Short Term and Long Term credit rating of Service Industries upgraded to A1+ and "AA" respectively by PACRA.**
- **Short Term & Long Term credit rating of Service Long March upgraded to "A1" & "A+" respectively by PACRA.**
- **Short Term & Long Term credit rating assigned to Service Tyres (Private) Limited is "A1" & "A+" respectively by PACRA.**



06.

Rs. 7 billion (USD 25 million) CAPEX till Q3 FY-2025, including for the expansion of **SLM's tyre production capacity from 1.3 million to 1.6 million tyres annually with further expansion ongoing.**

Post restructuring, SIL operates with a dual profile, functioning both as a holding company and manufacturing company

As the holding company, SIL has investments in SLM, SGFL, STPL, SRPL, SIL Gulf and SICPL. Future growth will hinge on optimizing subsidiary performance, with SIL providing strategic oversight and capital allocation

On the operating front, SIL will focus exclusively on managing the footwear manufacturing facility located in Gujrat

As of September 30, 2025, Free float shares are 23,459,109 out of total paid up share capital of 46,987,454 which make up to 49.93%

Market Capitalization of SIL stood at PKR 64.66 billion (USD 230 million) as of September 30, 2025



Service Industries Limited Manufacturing Segment

Footwear



Manufacturing Segment - Footwear

Established in 1964 in Gujrat, the Shoe Manufacturing Facility stands as most renowned hub for footwear production. With a **proud legacy spanning six decades**, the facility has been shaped by the craftsmanship of millions of skilled workers. This enduring expertise has enabled the business to deliver versatile, high-quality products while maintaining uncompromising standards.

Key areas of expertise at SIL Shoe Manufacturing Facility include:



One of Pakistan's oldest shoe manufacturing facility



FINANCIAL PERFORMANCE



Financial Performance

Consolidated P&L – FY 24 vs FY 23

Statement of Profit or Loss	2024		2023		Horizontal Analysis % *
	Rs. (000)	%age	Rs. (000)	%age	
Revenue	125,014,464	100.00%	96,520,660	100.00%	29.52%
Cost of Sales	(94,134,078)	-75.30%	(74,670,420)	-77.36%	-26.07%
Gross Profit	30,880,386	24.70%	21,850,240	22.64%	41.33%
Distribution and Admin. Expenses	(12,807,354)	-10.24%	(9,307,598)	-9.64%	-37.60%
Other (Expenses) and Income - Net	390,794	0.31%	641,234	0.66%	-39.06%
Profit from Operations	18,463,826	14.77%	13,183,876	13.66%	40.05%
Finance Cost	(7,290,829)	-5.83%	(7,546,647)	-7.82%	3.39%
Share of Profit from Associate	70,142	0.06%	104,697	0.11%	-33.00%
Profit before Taxation	11,243,139	8.99%	5,741,926	5.95%	95.81%
Taxation	(3,406,658)	-2.73%	(1,403,563)	-1.45%	-143%
Loss from Discontinued Operations	-	0.00%	(25,979)	-0.03%	100.00%
Profit after Taxation	7,836,481	6.27%	4,312,384	4.47%	81.72%
Earnings per Share	88.04		60.48		

* Note: - % represents adverse variance whereas, + % represents favorable variance.

Financial Performance

Consolidated P&L – 9M FY25 vs 9M FY24

Statement of Profit or Loss	9M - FY 2025		9M - FY 2024		Horizontal Analysis % *
	Rs. (000)	%age	Rs. (000)	%age	
Revenue	109,075,918	100.00%	92,369,548	100.00%	18.09%
Cost of Sales	(84,010,170)	-77.02%	(69,156,688)	-74.87%	-21.48%
Gross Profit	25,065,748	22.98%	23,212,860	25.13%	7.98%
Distribution and Admin. Expenses	(10,989,371)	-10.07%	(9,049,178)	-9.80%	-21.44%
Other (Expenses) and Income - Net	17,606	0.02%	(249,490)	-0.27%	107.06%
Profit from Operations	14,093,983	12.92%	13,914,192	15.06%	1.29%
Finance Cost	(4,082,919)	-3.74%	(5,211,030)	-5.64%	21.65%
Share of Profit from Associate	77,850	0.07%	39,447	0.04%	97.35%
Profit before Taxation	10,088,914	9.25%	8,742,609	9.46%	15.40%
Taxation	1,835,352	1.68%	(2,660,661)	-2.88%	169%
Profit after Taxation	11,924,266	10.93%	6,081,948	6.58%	96.06%
Earnings per Share	147.18		73.22		

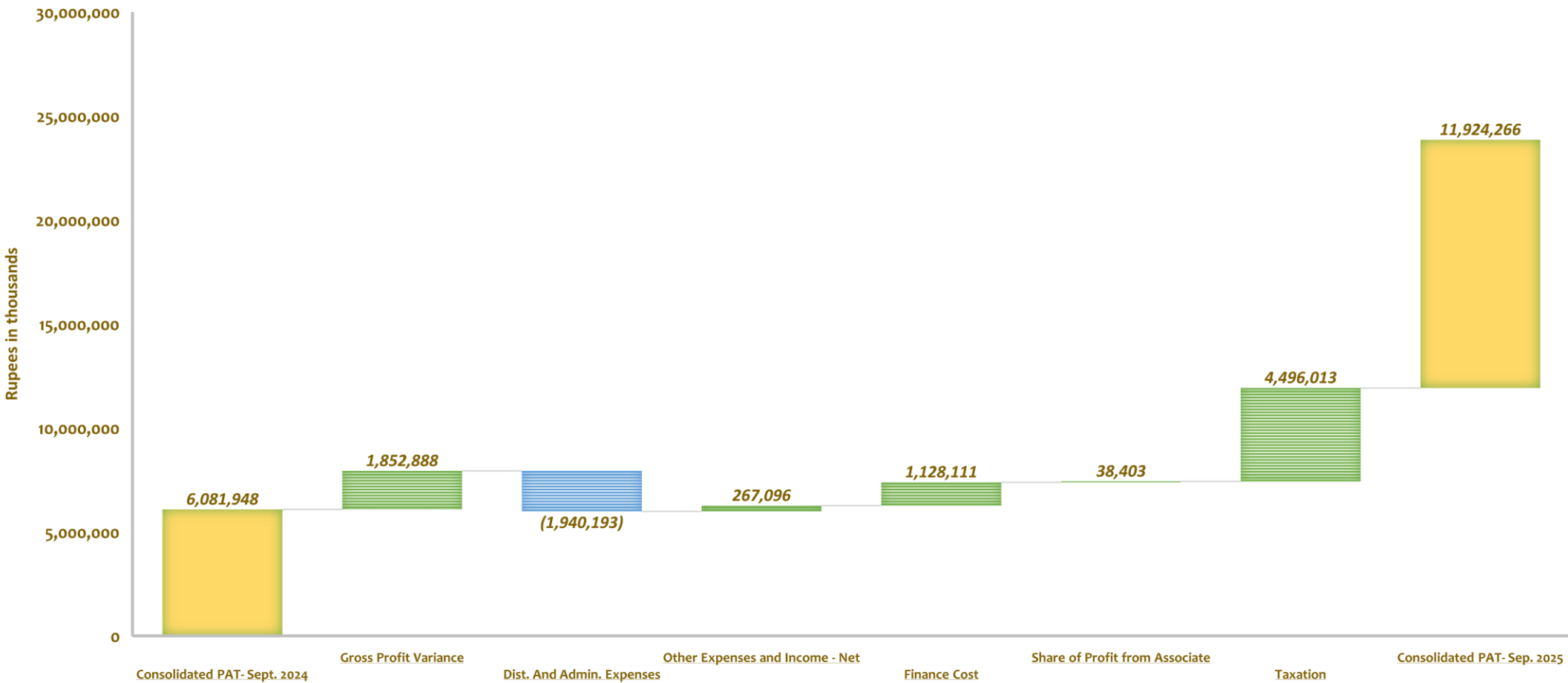
* Note: - % represents adverse variance whereas, + % represents favorable variance.

Financial Performance

Analysis of Consolidated PAT – 9M FY25 Vs 9M FY24

PROFIT VARIANCE ANALYSIS

■ Increase ■ Decrease ■ Total



Financial Performance

Service Industries Limited - Standalone P&L (FY 24 vs FY23)

Statement of Profit or Loss	December 31, 2024	December 31, 2023
	(Rupees in thousands)	
Revenue	16,636,187	55,744,034
Cost of Sales	(16,092,411)	(42,053,764)
Gross Profit	543,776	13,690,270
Distribution and Admin. Expenses	(962,129)	(6,734,148)
Other (Expenses) and Income - Net	3,256,752	358,999
Profit from Operations	2,838,399	7,315,121
Finance Cost	(2,171,578)	(5,020,990)
Share of Profit from Associate	-	63,752
Profit before Taxation	666,821	2,357,883
Taxation	(342,400)	(1,015,747)
Profit after Taxation	324,421	1,342,136
Earnings per Share	6.90	28.56

Note: In the financials results of FY 2024, entire Tyre Undertaking, Retail Undertaking and Speed (Private) Limited Shares have been separated from Service Industries Limited with effect from 01 January 2024 pursuant to the Demerger Scheme. Hence, comparative figures are not comparable.

Financial Performance

Service Industries Limited – Standalone P&L (9M FY25 vs 9M FY24)

Statement of Profit or Loss	9M - FY 2025		9M - FY 2024		Horizontal Analysis % *
	Rs. (000)	%age	Rs. (000)	%age	
Revenue**	3,841,697	100.00%	4,203,007	100.00%	-8.60%
Cost of Sales**	(3,157,290)	-82.18%	(3,501,399)	-83.31%	9.83%
Gross Profit	684,407	17.82%	701,608	16.69%	-2.45%
Distribution and Admin. Expenses	(853,947)	-22.23%	(657,745)	-15.65%	-29.83%
Other (Expenses) and Income - Net	2,068,468	53.84%	1,584,729	37.70%	30.53%
Profit from Operations	1,898,928	49.43%	1,628,592	38.75%	16.60%
Finance Cost	(1,015,228)	-26.43%	(1,580,603)	-37.61%	35.77%
Profit before Taxation	883,700	23.00%	47,989	1.14%	1741.46%
Taxation	(305,507)	-7.95%	(213,878)	-5.09%	-43%
Profit after Taxation	578,193	15.05%	(165,889)	-3.95%	-448.54%
Earnings per Share	12.31		(3.53)		

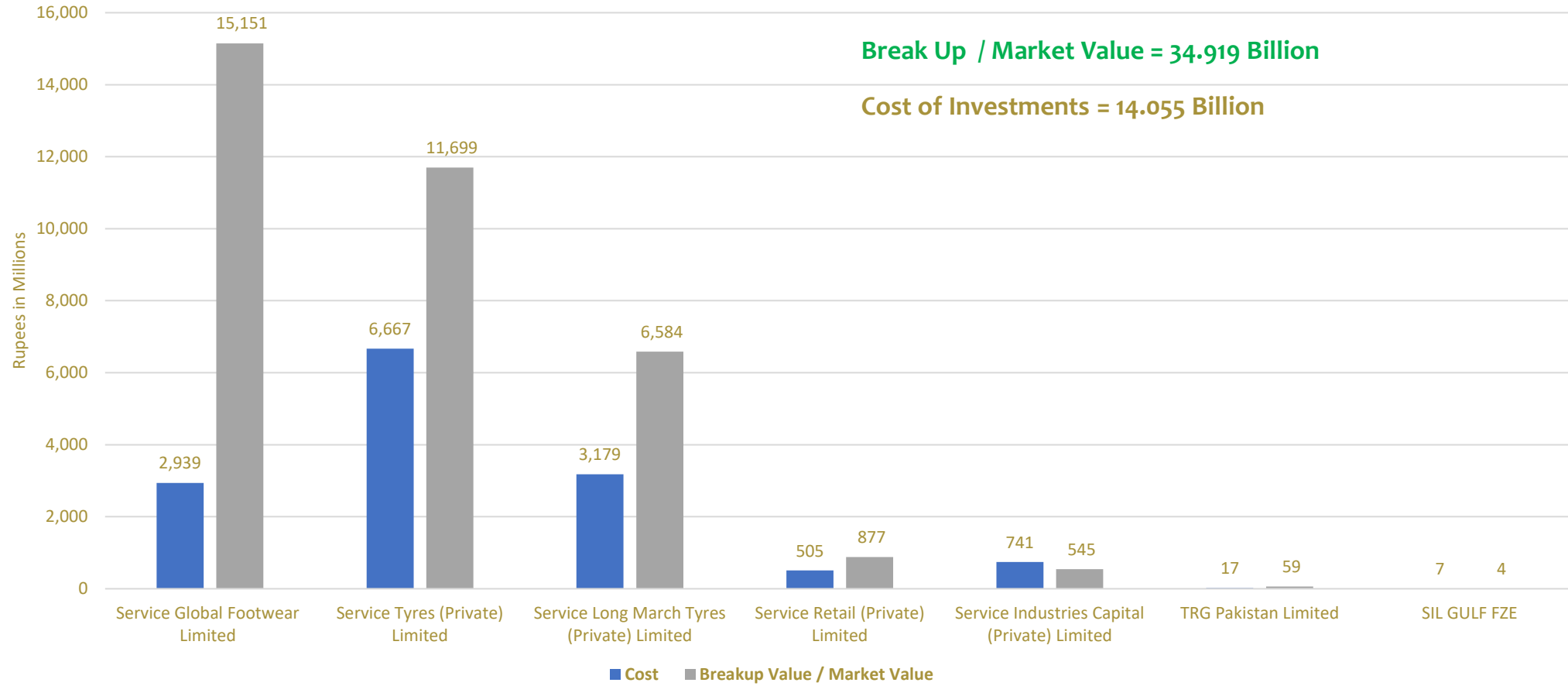
* Note: - % represents adverse variance whereas, + % represents favorable variance.

** Adjustments relating to tyre segment sales made to or on behalf of Service Tyres (Private) Limited, a wholly owned subsidiary, have been excluded from the above profit and loss synopsis to ensure fair and comparable analysis.

Financial Performance

Equity Investment Portfolio

Equity Investment Portfolio – As of 30 Sep 2025



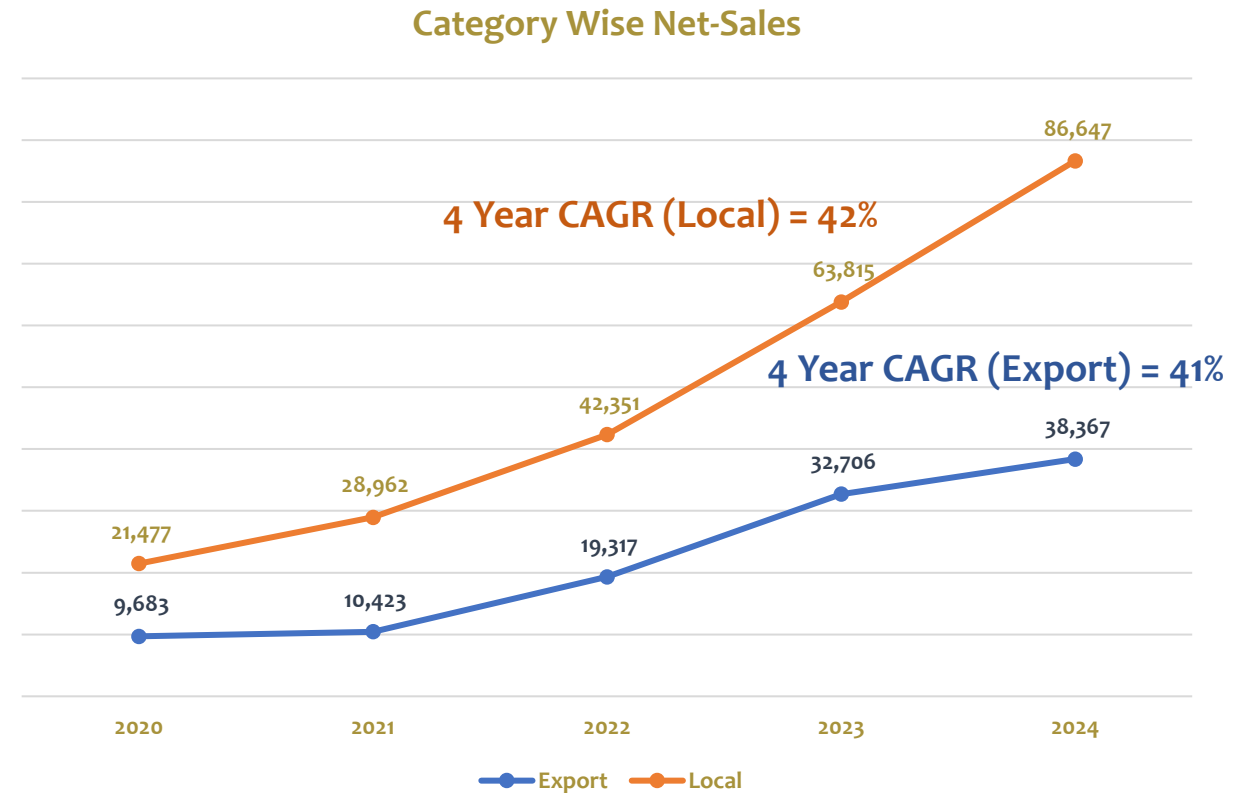
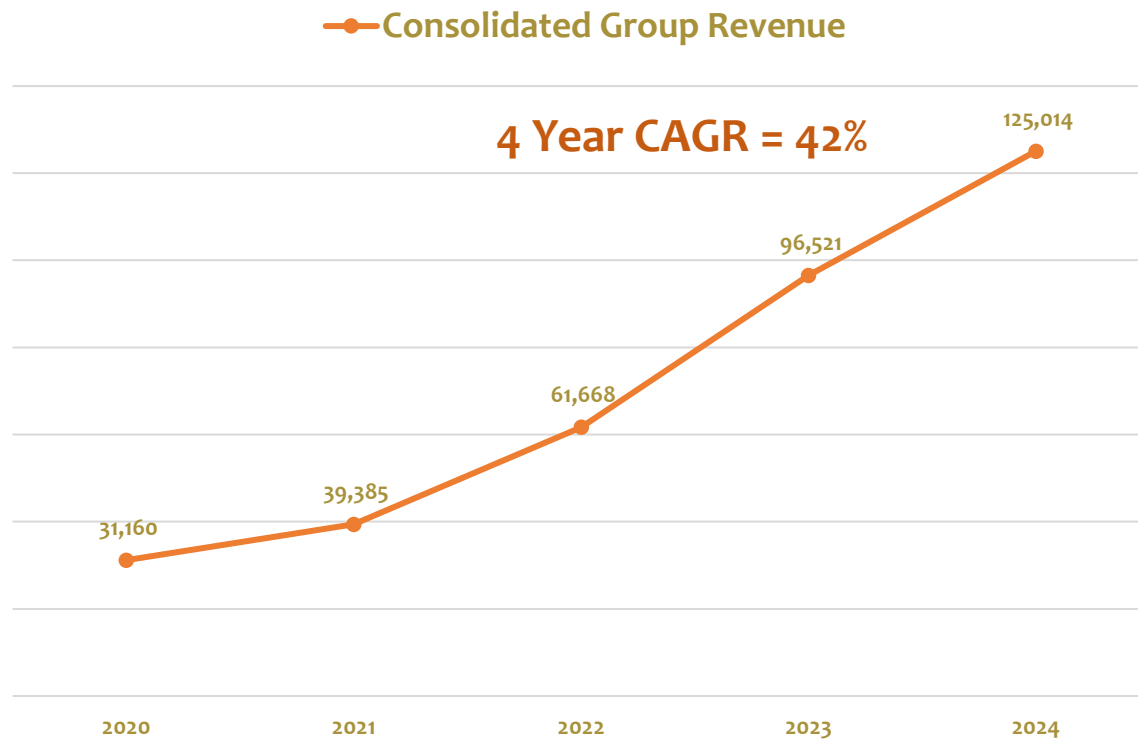
* Investments in listed equity securities are presented at fair value against cost, while those in unlisted companies are presented at breakup value per share against cost.

5 Years Financial Performance at a Glance



Financial Performance

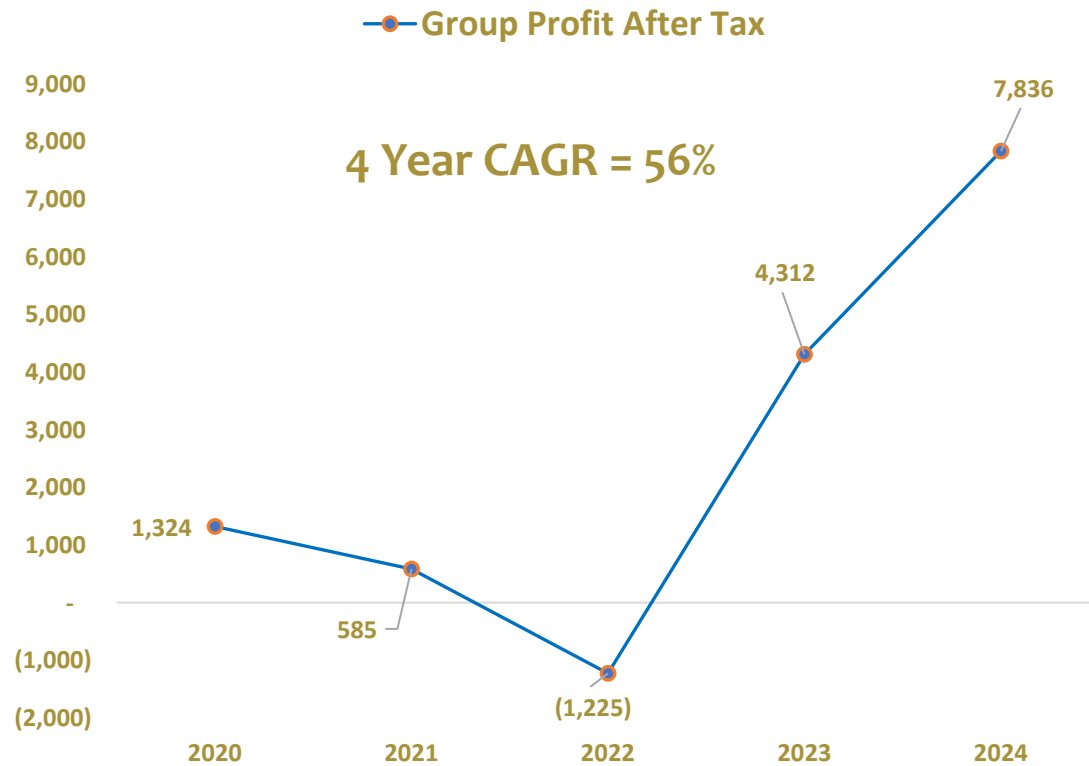
Trend Analysis – Consolidated



* Figures are stated in Millions.

Financial Performance

Trend Analysis – Consolidated

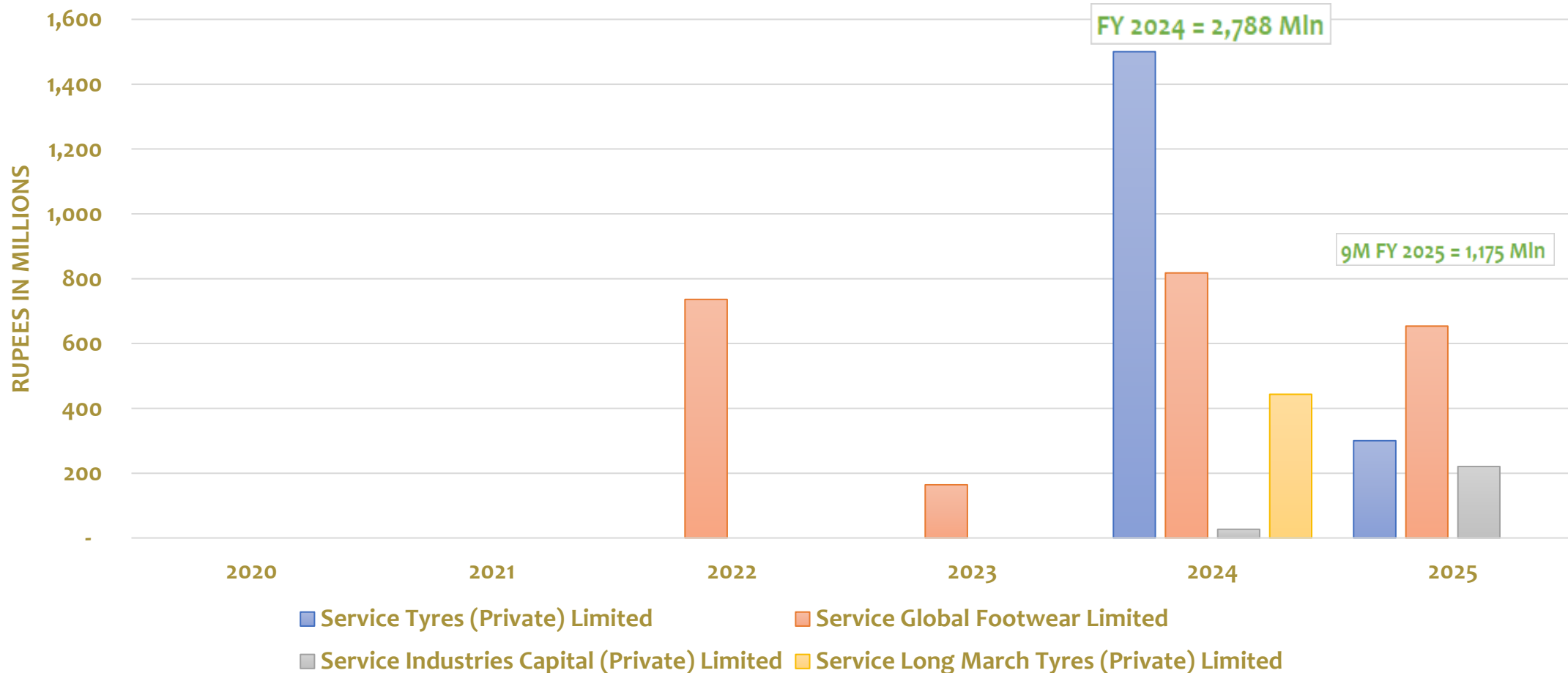


* Figures are stated in Millions.

Financial Performance

Trend Analysis - Separate

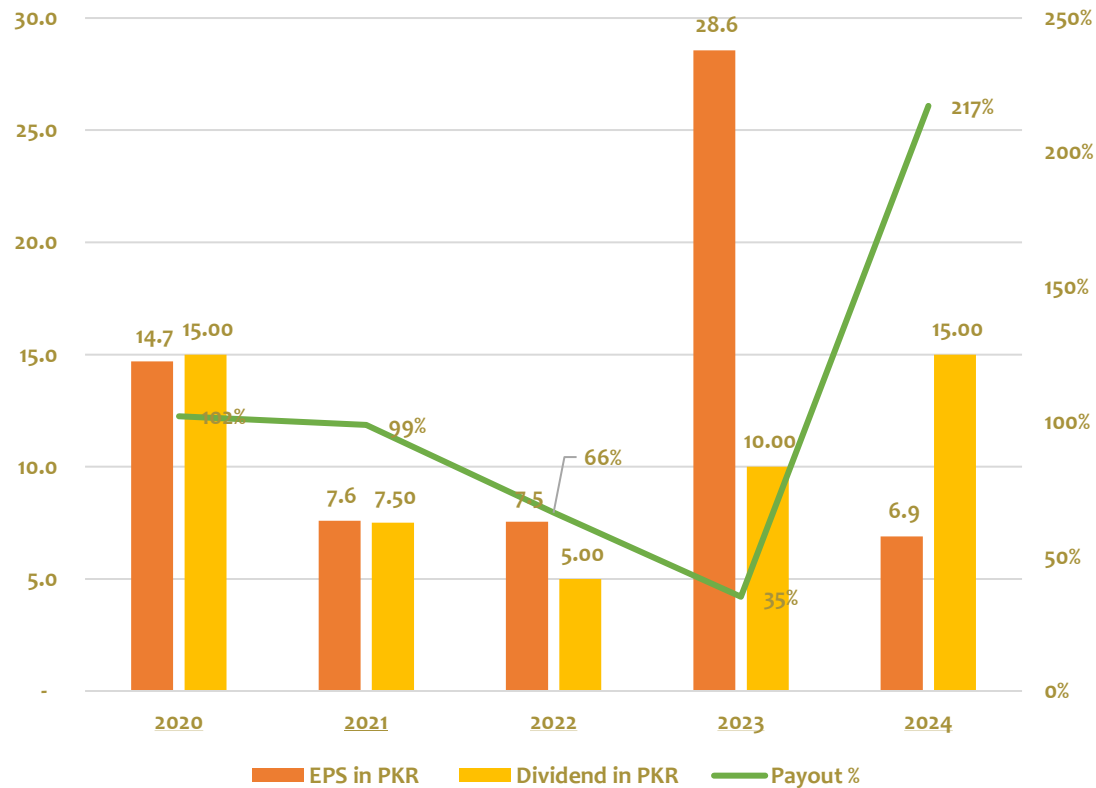
Dividend Income From Associated Companies



Financial Performance

Trend Analysis - Separate

DIVIDEND PAYOUT ANALYSIS



Financial Year	Description	Share Price
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Investment in SRVI Share - 31 Dec 2020 834

2021	Cash Dividend of Rs. 15 Bonus Shares @ 100%	15
2022	Cash Dividend of Rs. 7.5	15
2023	Cash Dividend of Rs. 5	10
2024	Cash Dividend of Rs. 10	20

Total Cash Dividends 60

Share Price of SRVI @ 31 DEC 2024 3,170 (The share price includes the impact of bonus issue @ 100% in 2021)

Capital Appreciation Earned 2,336

Cash Dividend 60

Total Return Earned in 4 Years 2,396

CAGR of Investment - 4 Years 40.3%

*A similar investment in a bank, earning average KIBOR rate, would yield a 4-year CAGR of 15.1%

- **Charitable giving has been woven into Servis' DNA**, with a philanthropic legacy as enduring as the company itself;
- SIL's **aim is to strive to serve its employees, customers, shareholders, communities and the environment**. The intention is simple: to give back, share prosperity and enable people grow in a sustainable way;
- Demonstrating its social commitment, **Servis donated more than Rs. 153 million into community development programs during 9M FY-2025, versus Rs. 110 million in entire FY-2024** prioritizing healthcare and education interventions;
- **Servis Foundation operates as the centralized platform for all Group CSR initiatives**, implementing focused programs that maximize the impact of our corporate responsibility commitments;
- Our foundation targets **communities disproportionately affected by health and education challenges**, working through collaborative partnerships to deliver measurable, lasting improvements.



About Servis Foundation

Servis Foundation (SF) was incorporated to carry forward the **legacy of giving established by the founders of Servis Group**. Servis Group's philanthropic efforts have spanned investments in the **education and health sectors**, benefiting institutions run directly by or under the auspices of Servis Group, as well as through donations to **other social sector establishments working** to improve lives.

Portfolio Overview & Key Highlights – January – September 2025



School Education Programmes

- **2,849** school going children supported under SF's various program;
- Out of them, **57%** are girls;
- **560** Servis Group Employee's children enrolled in supported schools;
- Servis Foundation Girls Middle School's campus was extended with **7 new classrooms** and **2 labs**.



Bright Futures Scholarships

- **15 new scholarships** awarded to employees' children for undergraduate degree programs, bringing the total to 45 scholars;
- Directly collaborate with **3 public universities** to offer scholarships to Bright students.



Community Outreach Programmes

- Over **1,000** households in two villages now have access to clean drinking water through RO water filtration plants;
- **5,282** shoes donated to flood victims;
- **860** shoes donated to children in orphanages and low-cost schools;
- Support to Roshni Homes Trust for **10** children.



Vocational Training Initiative 2025

- SF enabling skill development for workers' children by offering free VT courses at VTI, Murdike & Gujarat. Program has been well received by:
 - **52** graduates from cohort1
 - **82** currently enrolled in cohort 2



Health Care Programmes

- **14,999** patients treated at Memorial Clinic, Gandrah Village;
- **26,991** dialysis sessions and 134 lithotripsy sessions reported at Kidney Center Gujarat.



Physical Rehabilitation Programmes

- **1925** individuals empowered through SF's donation of free SACH feet.
- **780** children with clubfeet receive Dennis Browne shoes to ensure steady progress towards full recovery.
- **690** PWOs given free shoes



Skills Based Training Program

Empowering Futures Through Vocational Training



SF Girls Middle School, Muridke School Education Initiatives



Community Outreach Portfolio Clean Drinking Water for Muridke Communities



1

New corporate structure enables SIL, STPL and SRPL to operate with better efficiency, clearer reporting and separate profitability.

2

Expanding the Group's global footprint through strategic development of new export markets for Tyres and Footwear.

3

Positioning to launch the next phase of growth to become Pakistan's # 1 footwear retailer through targeted geographic expansion.

4

Actively pursuing strategic joint venture partnership to strengthen production capabilities and advance expertise.

5

Pursue product diversification across the retail business to enhance portfolio resilience and unlock incremental market opportunities.

7

Expanding the tyres product range by adding the manufacturing line of bias tyres for trucks and buses.

8

Enhancement in production capacity of SLM tyre's from 1.6 million to 2.0 million by the end of Q2 2026.

9

Group aims to enhance low-cost energy reliance by adding 8 MW of solar capacity at STPL and SLM, alongside a 7.5 MW wind power project at SLM in 2026, targeting reduced energy costs and strengthened sustainability.

6

44% of our retail network is solar-powered, we are set to enhance our sustainability footprint in 2026 by installing 225 KW of additional solar capacity across 15 stores.

QUESTIONS & ANSWERS



THANK YOU



Servis

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