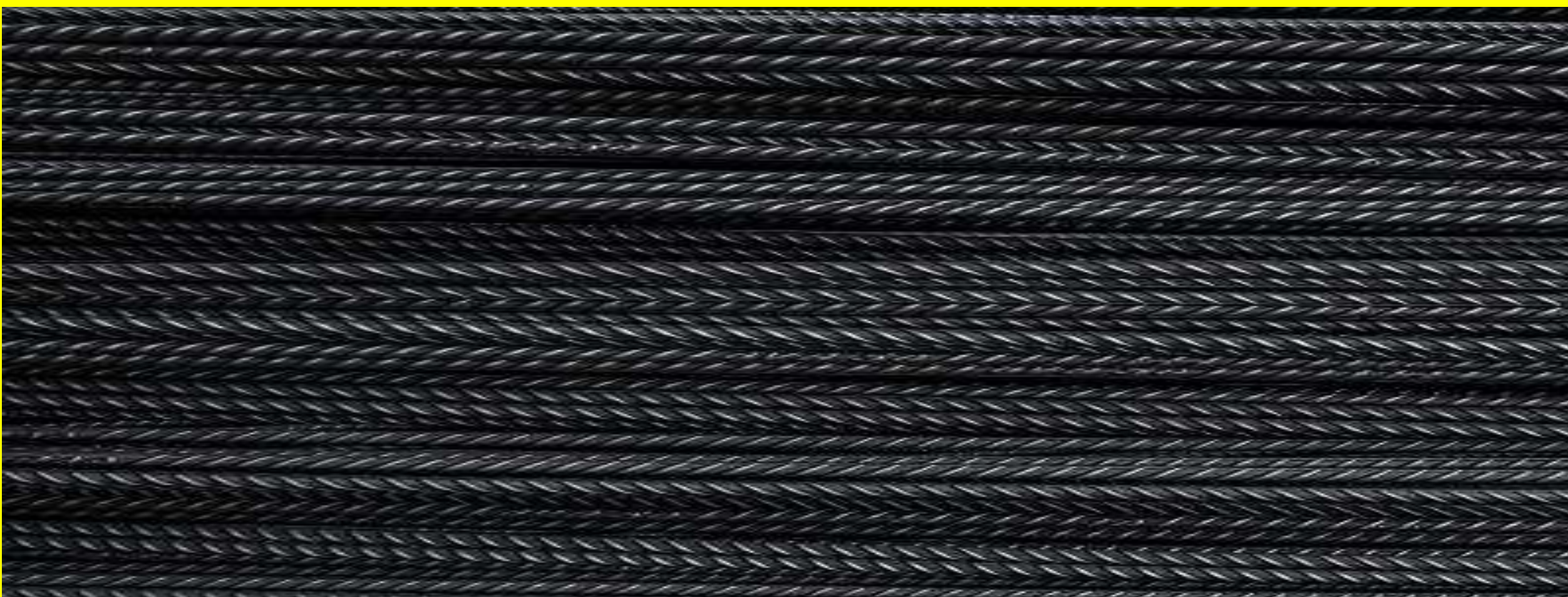




# Investor Briefing Presentation Financial Year 2025





# ITTEFAQ IRON INDUSTRIES LIMITED

## About Us



### Company Profile

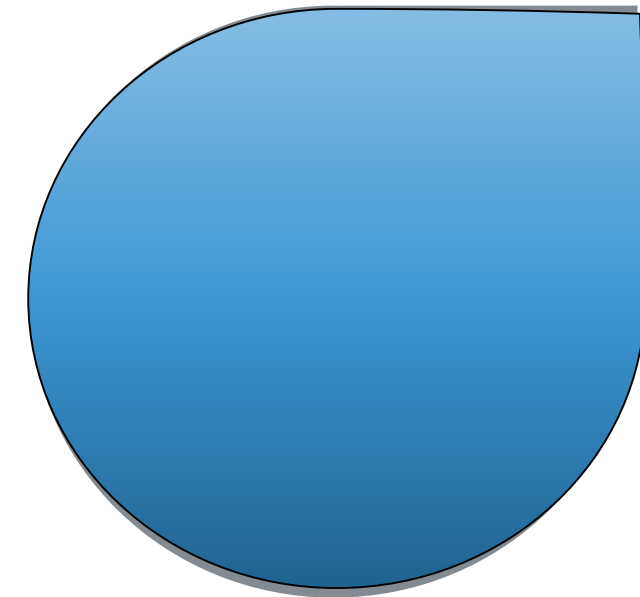
Ittefaq the name itself, has over the years become synonymous with quality structural steel in Pakistan.



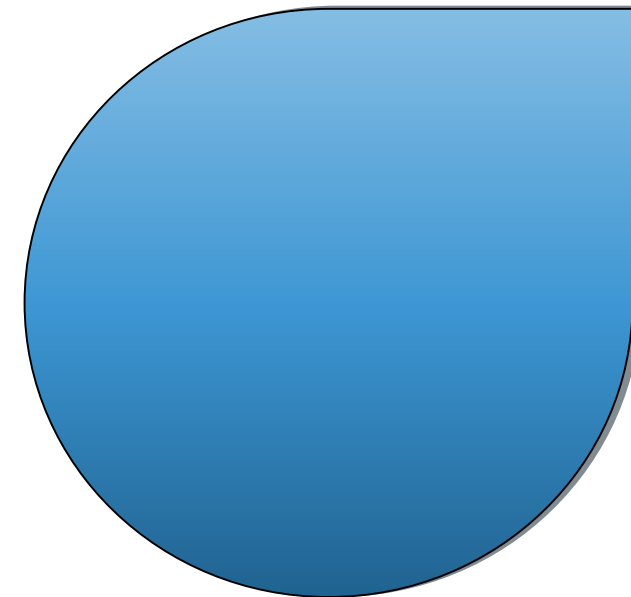
The principal business of the Company is the manufacturing of iron bars, girders, related and ancillary products. The company's attention is focused on customer's satisfaction, development of products, research and quality control.

The company's long term investment in a combination of advanced technologies with the highly trained and motivated work force has been the key factor in bringing us to this point in our development. Today, by the grace of ALLAH we are leading a way in heavy industry by providing structure and alloy steel in the form of billet bars & girder in all type of industrial and residential sectors.

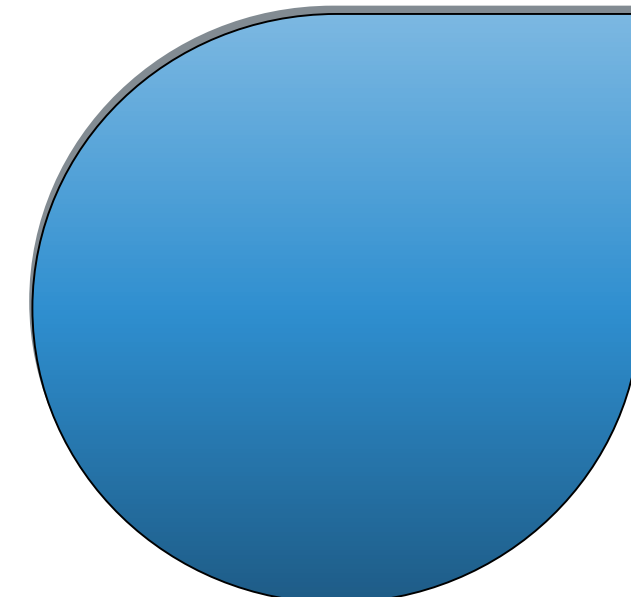
# Sponsors & Board Composition



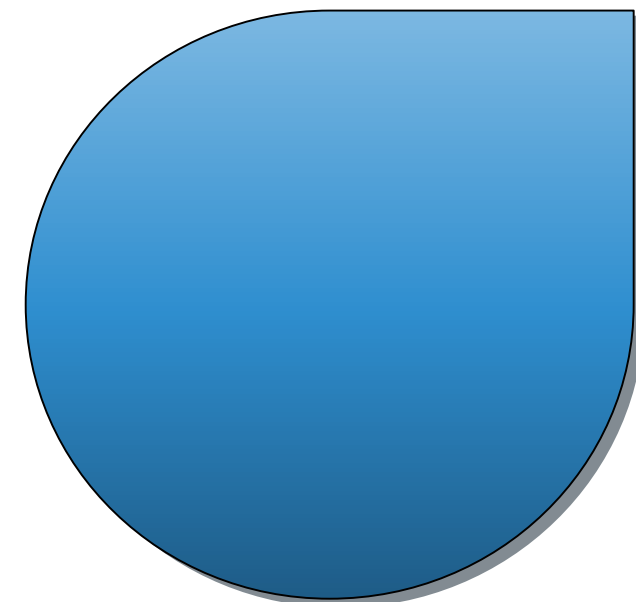
Mian Muhammad  
Pervaiz Shafi  
**Chairman**



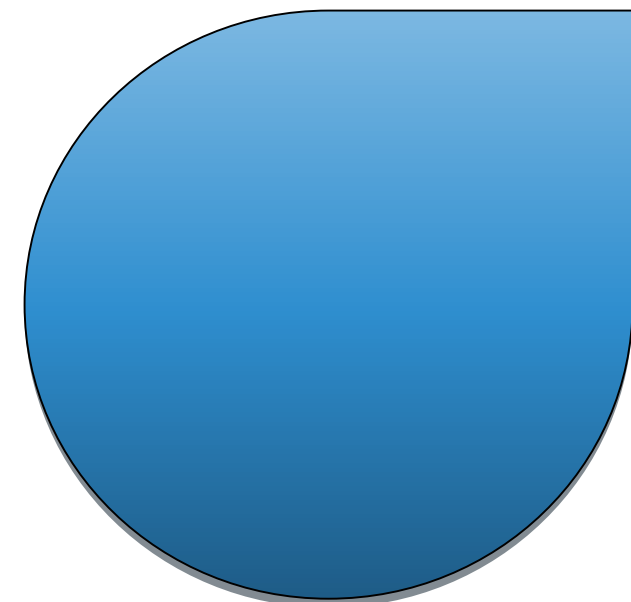
Shahzad Javed  
**CEO**



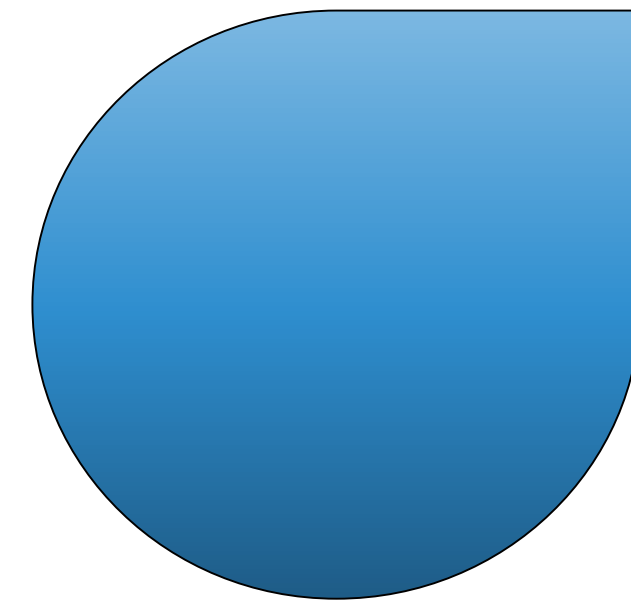
Muhammad Mubashir  
Iqbal  
**Independent Director**



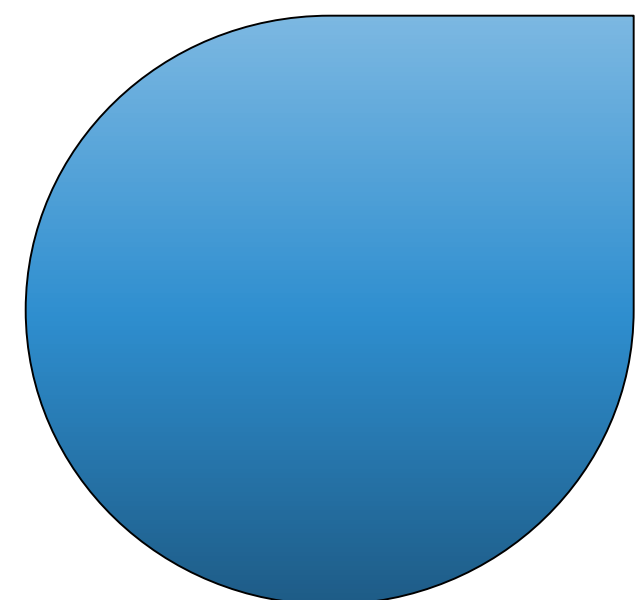
Khurram Jamil  
**Independent Director**



Tayyab Ali  
**Director**



Wajeeha Shahzad  
**Director**



Sobia Irshad  
**Director**



# Product Portfolio

4



Deformed Bars  
G-60 & G-40

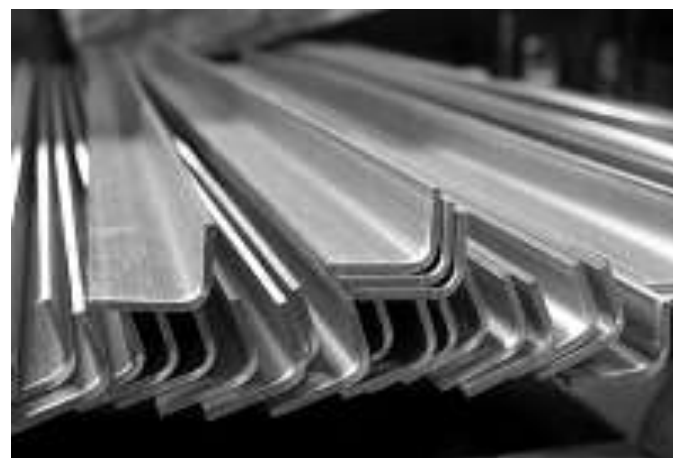


GIRDER



Steel Billets

## Upcoming Products



Channel & Angles



T-IRON

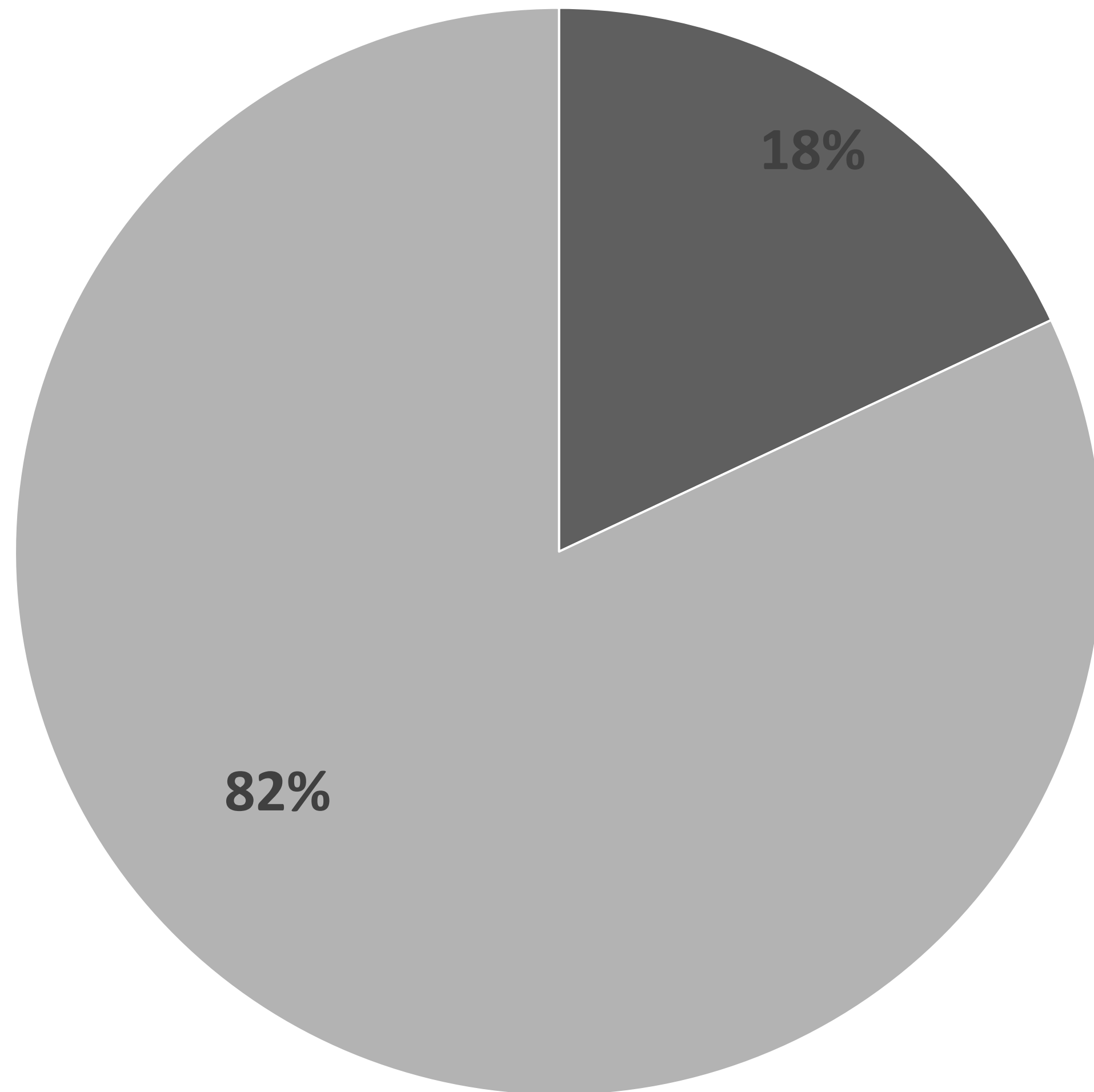


I & BEAM

# Business Model

## Key Customers

- The overall market portfolio comprises of retail, corporate and government sector.
- G-60 re-bars are used by corporate and government sectors
- G-40 Re-bars are used by the retail sectors both in rural and urban areas

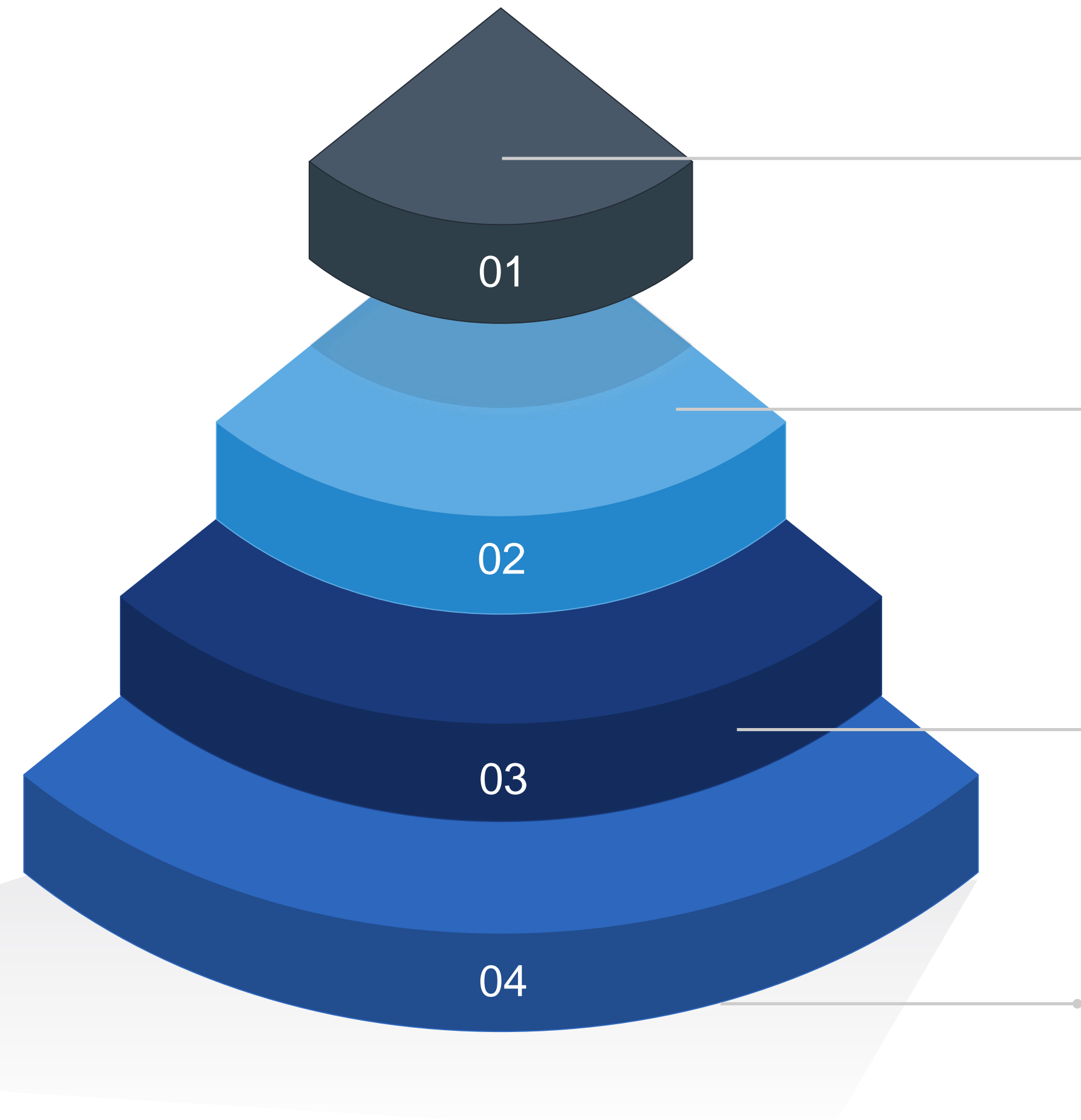


■ DEFORMED BAR (GRADE-40) ■ DEFORMED BAR (GRADE-60) ■

# Cost Drivers

ITTEFAQ is minimizing the cost side pressures through vertical supply chain integration, exchange rate risk management, and focusing on high yielding products.

Energy Prices and finance cost will be the two key factors driving the cost side, where we will be dependent on the policies implemented by government.



- 01 Raw Material Procurement**  
Through direct procurement of raw material, company will minimize its procurement cost and also earn margins that company was paying to its foreign suppliers;
- 02 Conservation & Energy Cost**  
Margins decreased due to high rate of energy and fuel price adjustments incorporated in the electricity bill.
- 03 Exchange Rate impact**  
Low margins in last quarter due to high fluctuation in exchange rate and govt policy for imports, which also affected the conversion costs
- 04 Interest Rates**  
Govt policies related to interest rate affect cost resultantly, net margin also decreases.

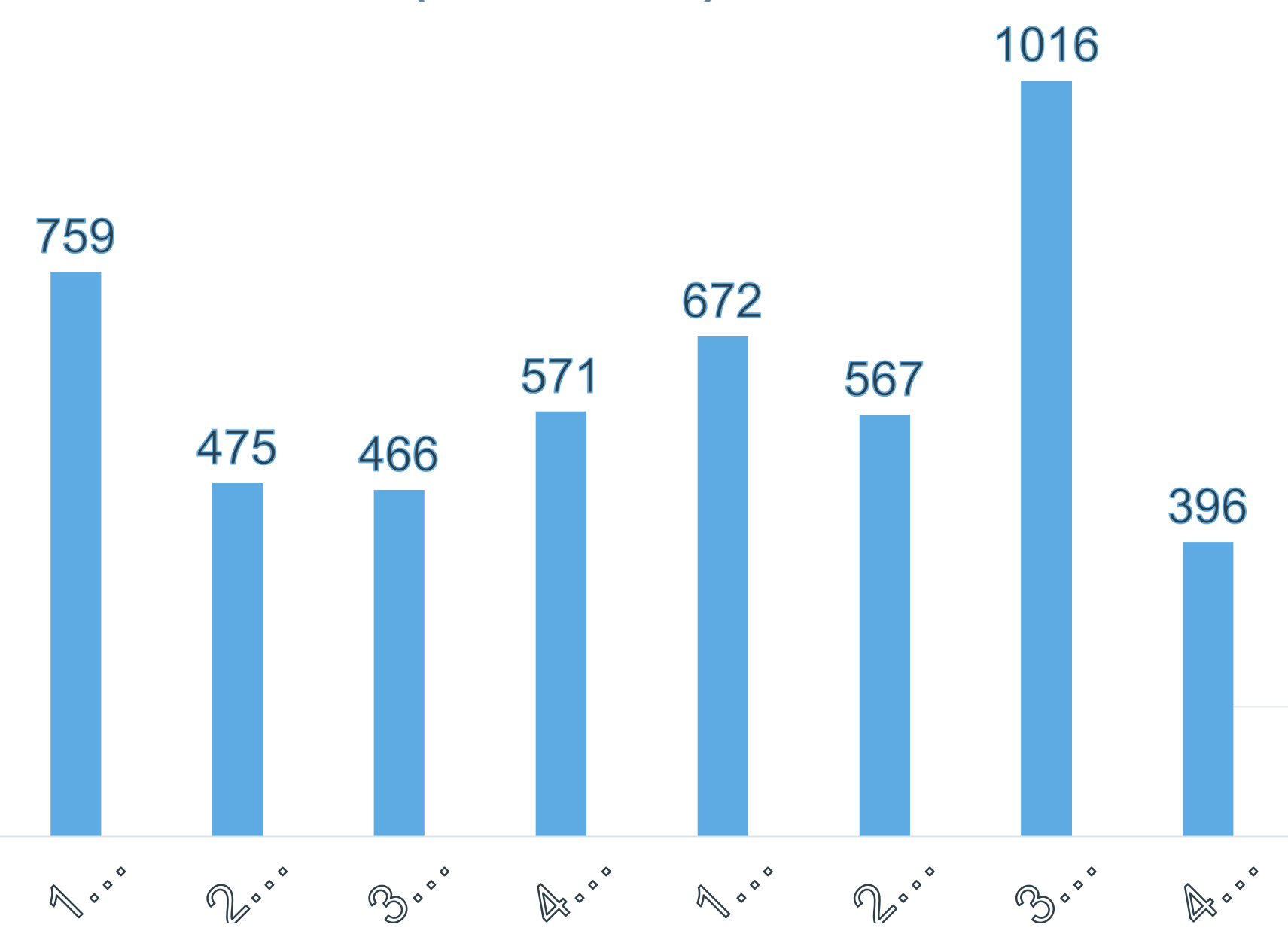
# Annual Financials

Ittefaq Iron Industries Limited	2025	2024
Amount in millions		
Income Statement		
Net sales	2,651.93	2,271.68
Cost of sales	(3,111.19)	(2,906.91)
Gross profit	(459.26)	(635.22)
Distribution and selling cost	(26.33)	(53.70)
Administrative and general expenses	(108.47)	(117.84)
Operating (Loss) / Profit	(594.06)	(806.76)
Other operating cost	(3.64)	(7.40)
Other operating income	21.30	18.16
Finance cost	(88.56)	(88.01)
(Loss) / Profit before taxation	(664.96)	(884.01)
Taxation	(6.98)	(62.32)
(Loss) / Profit after taxation	(657.98)	(821.69)
(Loss) / Earnings per share (basic and diluted)	(4.56)	(5.69)

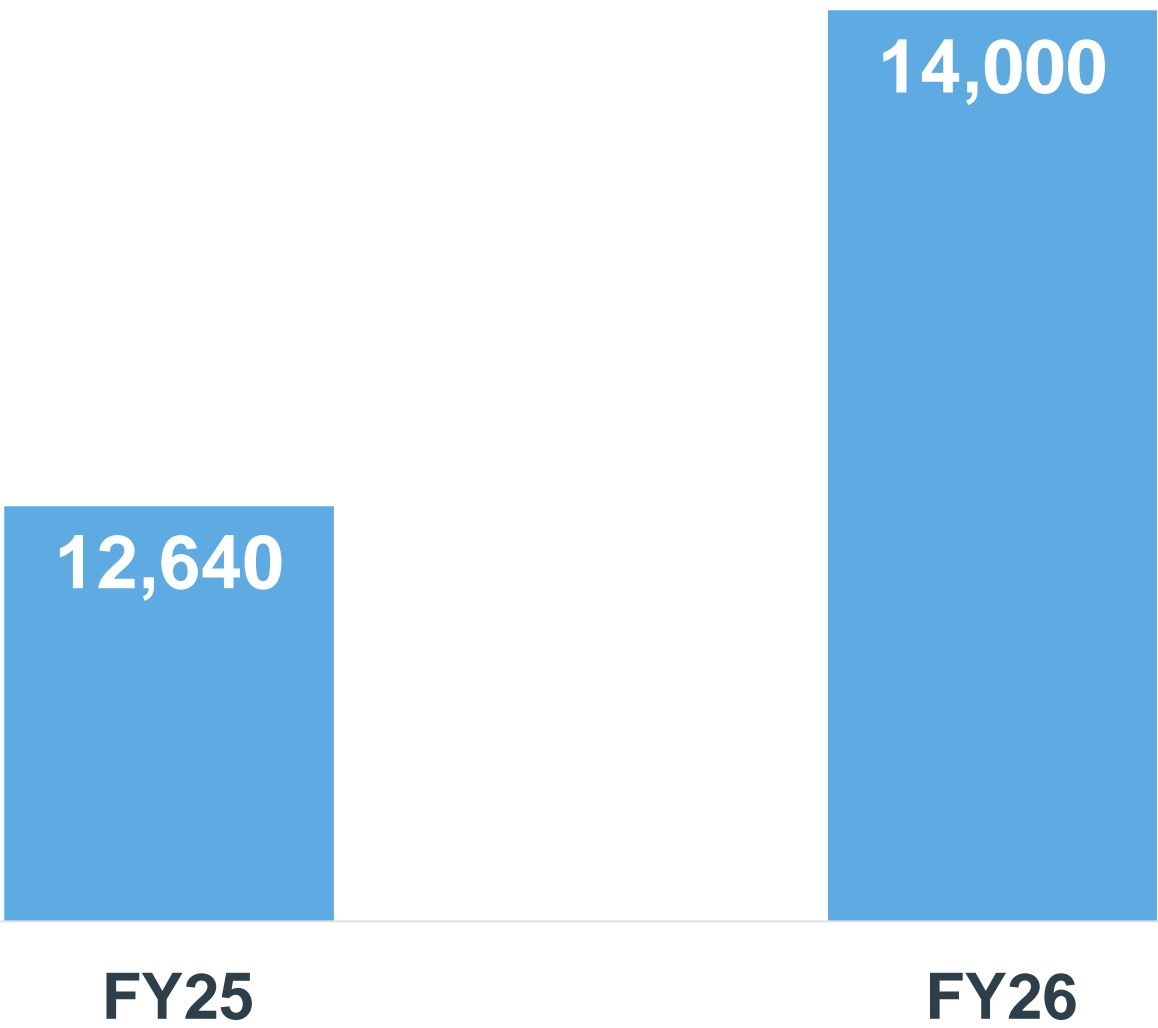


# Key Trends in Sales

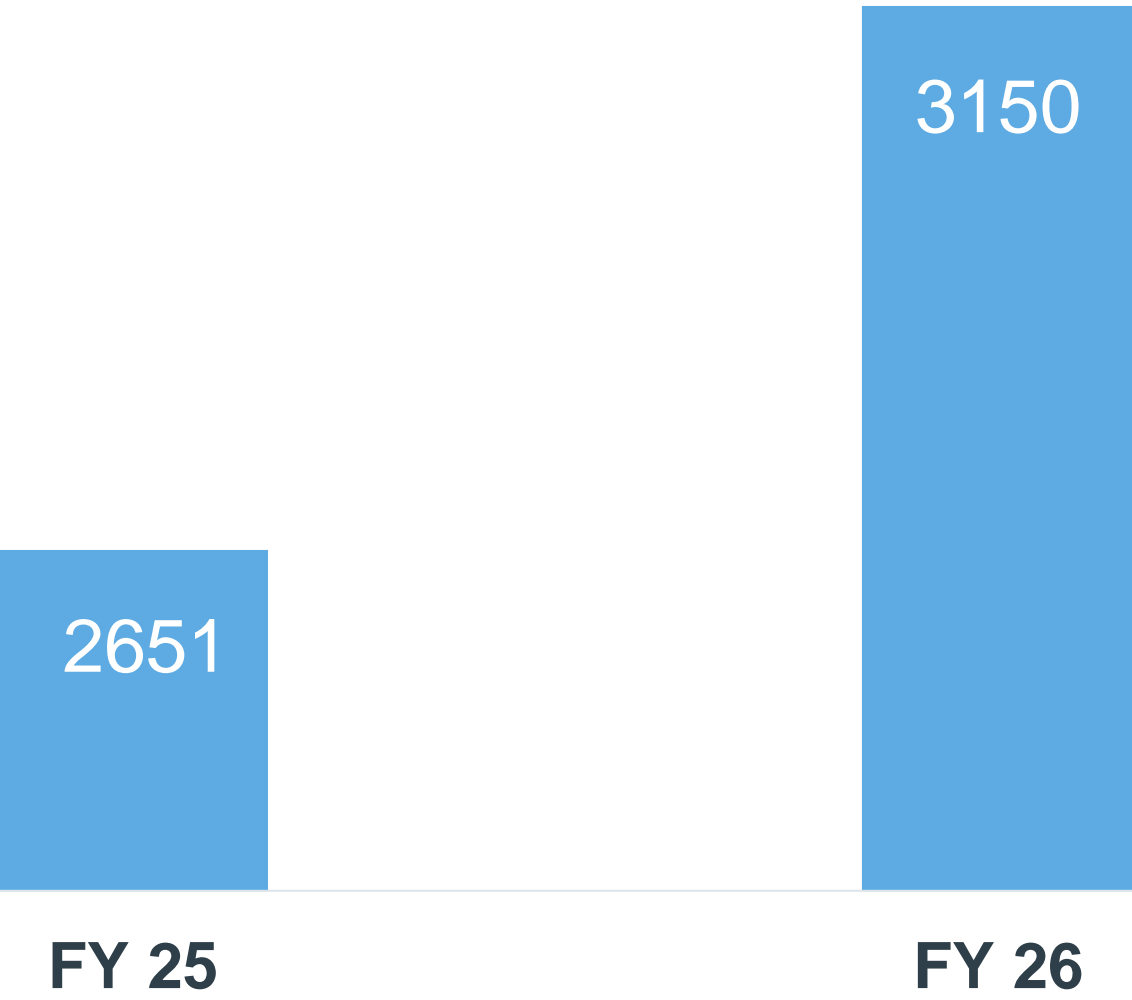
Quarterly Sales Trend  
Comparison FY24 & FY25  
(Million)



Exp. Sales (tons)  
FY25

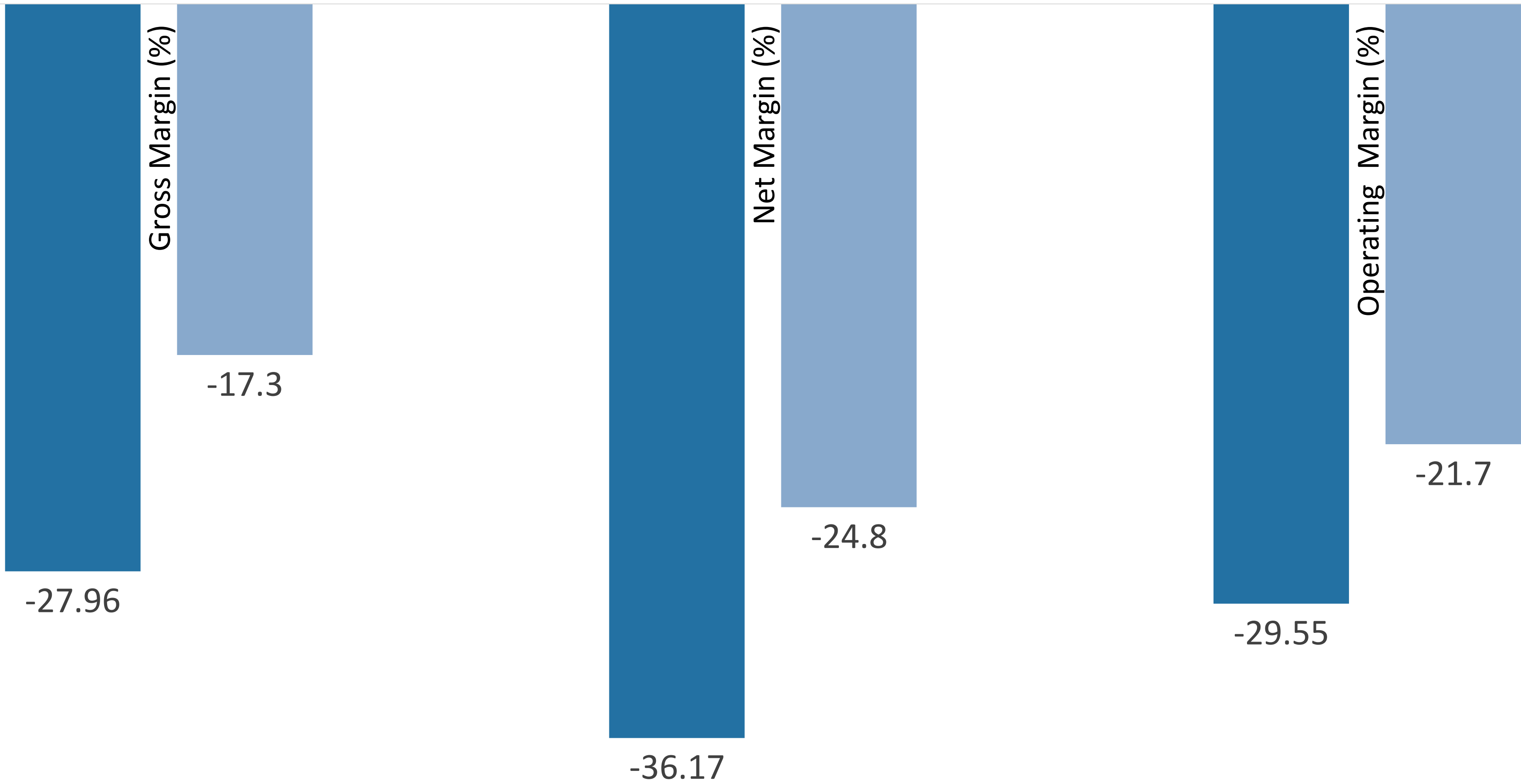


Annual Sales  
Comparison FY 25  
(MN)





# Margins

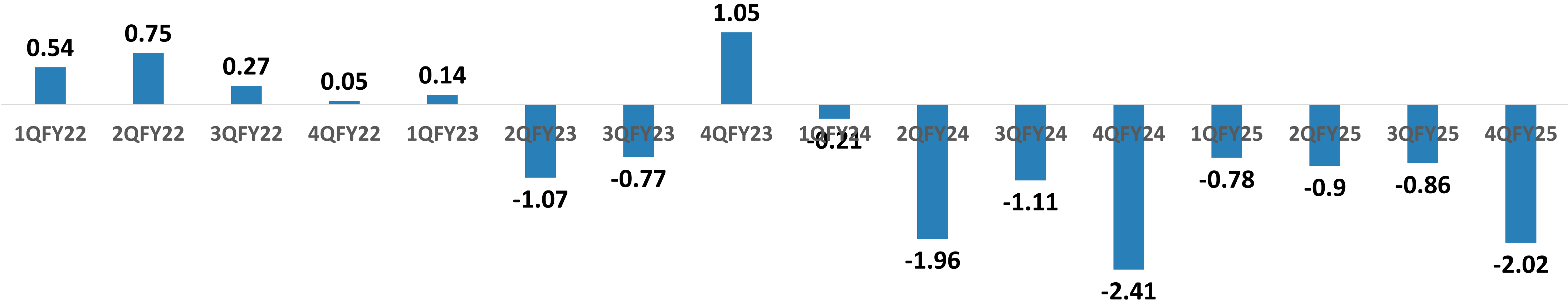


■ Annual 2025

Net Margins



EPS Trend





# Digital Analyst Connect Program



## Real-time Analyst Connectivity

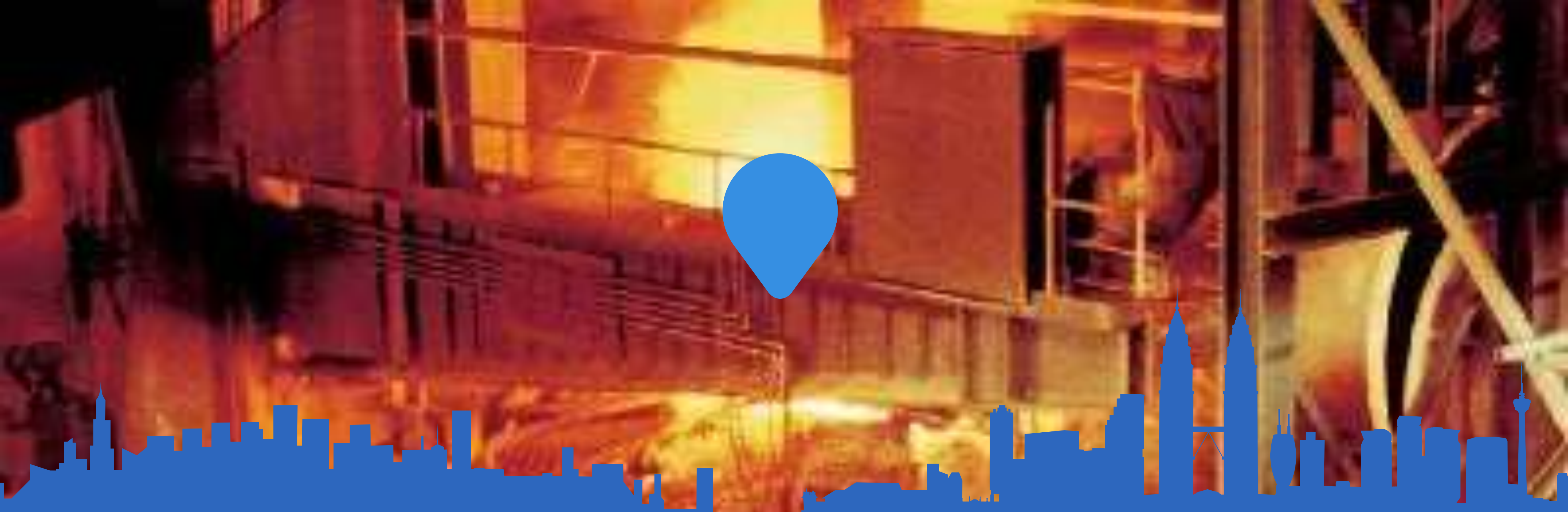
We are creating an Analyst Broadcast on WhatsApp and Email to ensure 100% connectivity and transparency of disclosure.

## Open Models

The company is providing a financial model to help analyst forecast key revenue and cost numbers. This is the first time, any company is doing it in Pakistan.

## Investor / Analyst Briefings

Quarterly Analyst Briefings will be organized by the Investor Relations Department. The company plans to reach out to investors at large using online digital platforms.



# Ittefaq Iron Industries Limited

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Gulberg III, Lahore (Pakistan).

**+92-42-35765021-26**

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