iTANZ

Building platforms and tailored solutions for evolving enterprise needs

Corporate Briefing Session

December 2025

KASB | KTrade

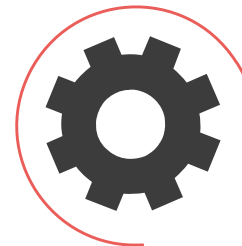# TABLE OF CONTENTS

EXECUTIVE SUMMARY

EXECUTIVE SUMMARY

FINANCIAL HIGHLIGHTS

Net Revenue FY25	**~441 Mn**
EBITDA FY25	**~291 Mn**
Net Profit FY25	**~334 Mn**
Revenue CAGR (FY23-25)	**~44.87%**
Net Profit CAGR (FY23-25)	**~98.52%**

VALUE PROPOSITION
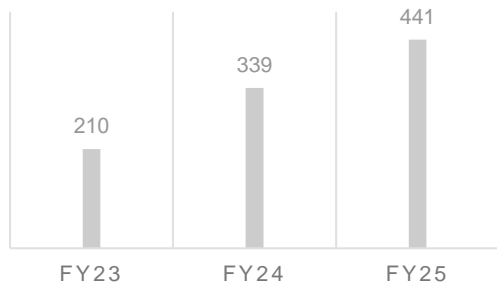
- Strong Growth Potential & Global Presence
- Strong Operational & Financial Performance
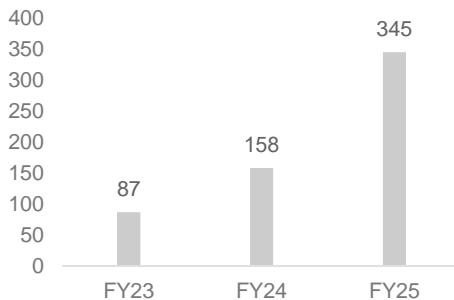- Reputable Brand & Experienced Management
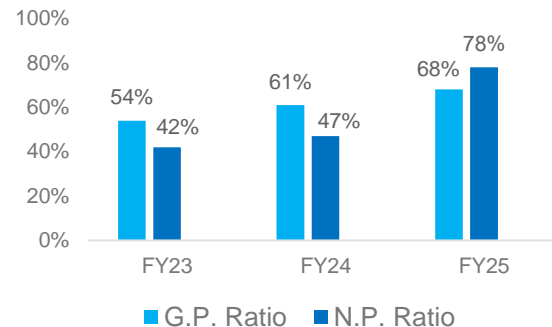
iTANZ

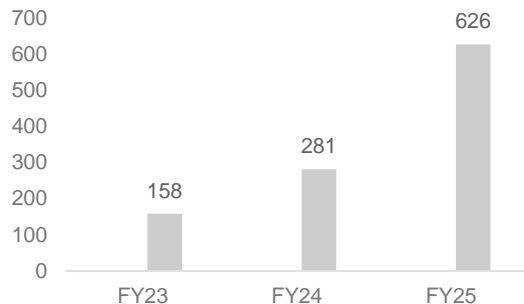# HISTORICAL FINANCIALS – ITANZ TECHNOLOGY

REVENUE (PKR M)

FY23	FY24	FY25
210	339	441

Profit After Tax (PKR Mn)

FY23	FY24	FY25
87	158	345

Profitability Ratios %

	FY23	FY24	FY25
G.P. Ratio	54%	61%	68%
N.P. Ratio	42%	47%	78%

■ G.P. Ratio ■ N.P. Ratio

Equity (PKR M)

FY23	FY24	FY25
158	281	626

Assets (PKR M)

FY23	FY24	FY25
314	517	933

Return on Equity (ROE %)

Netsol	Symmetry	Systems	Avanceon	Octopus	ITANZ Tech
11.90%	15.30%	19.60%	11.94%	7.49%	55.03%

iTANZ

HISTORICAL KEY FINANCIALS-ITANZ TECHNOLOGY

In PKR	FY23 (A)	FY24 (A)	FY25 (A)
Revenue	**210,386,972**	**338,903,402**	**441,520,529**
Cost of sales	(95,918,059)	(130,595,048)	(142,830,810)
Gross Profit	**114,468,913**	**208,308,354**	**298,689,719**
Administrative Expenses	(34,446,520)	(40,302,975)	(52,064,296)
Finance Cost	(3,501,608)	(7,270,744)	(9,067,345)
Other Charges	12,351,930	-	(300,110)
Profit Before Taxation	88,872,715	162,743,710	268,206,163
Profit After Tax	**87,495,233**	**158,320,505**	**344,836,478**
Total Assets	**314,383,393**	**517,434,639**	**933,162,114**
Current Assets	210,003,340	441,181,309	795,108,658
Current Liabilities	154,606,718	232,707,712	302,109,515
Non-Current Assets	104,380,053	76,253,330	138,053,456
Non-Current Liabilities	1,797,385	3,450,851	4,411,746
Long Term Lease Liability	1,797,385	-	-
Short Term Borrowings	101,892,904	66,001,489	97,950,501
Total Equity	**157,979,290**	**281,276,076**	**626,640,853**

iTANZ

COMPANY BACKGROUND

REVERSE MERGER | Zahur Cotton & iTanz

Transferring all assets and liabilities

ZHCM allots 97,961,464 shares

Reverse Merger Scheme:

✔ This scheme involves transferring all assets and liabilities of ITANZ to Zahur Cotton Mills Limited (ZHCM) and dissolving ITANZ without the need for winding-up proceedings.

✔ ZHCM has allotted 97,961,464 shares to ITANZ shareholders.

✔ Name and business of ZHCM has been changed to ITANZ Technologies Limited , focusing on I.T.

iTANZ – THE GROUP

iTANZ Technologies Limited is a global software development and consulting firm with offices in Pakistan. Subsidiary Company's have been established internationally including Australia, USA, UK and Middle East to cater to regional markets with similar products - Specializing in industry-specific solutions, iTANZ is a leading provider for City Council, Utilities, and Healthcare IT solutions.

The iTANZ product set includes Data Analytics, AI & Machine Learning as well as Pre-packaged solutions implementation. Successfully delivered solutions utilizing platforms such as Oracle, IBM, Salesforce, SAP, and Microsoft, covering areas like ERP, CRM, and Cyber Security.

iTANZ product suite follows both SAAS and on-premises hosting, catering to specific customer requirements. With a focus on innovation and customer satisfaction, iTANZ remains at the forefront of IT solutions delivery.

VISION

To be the leading provider of industry-specific consulting and software solutions trusted by the Public and Private Sectors

MISSION

To continually develop high quality, high-performing solutions that solve practical business problems and are easy and cost-effective to use.
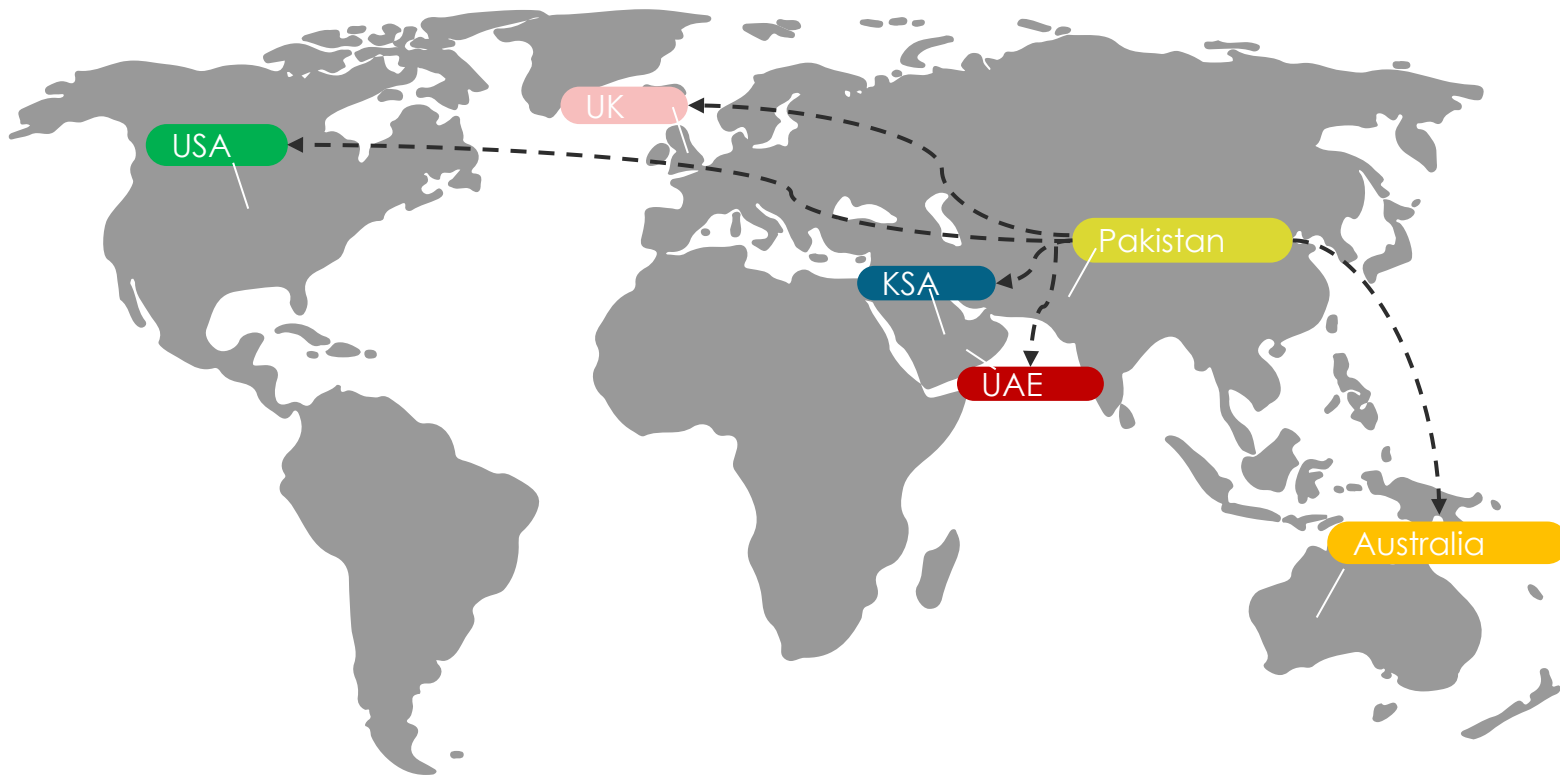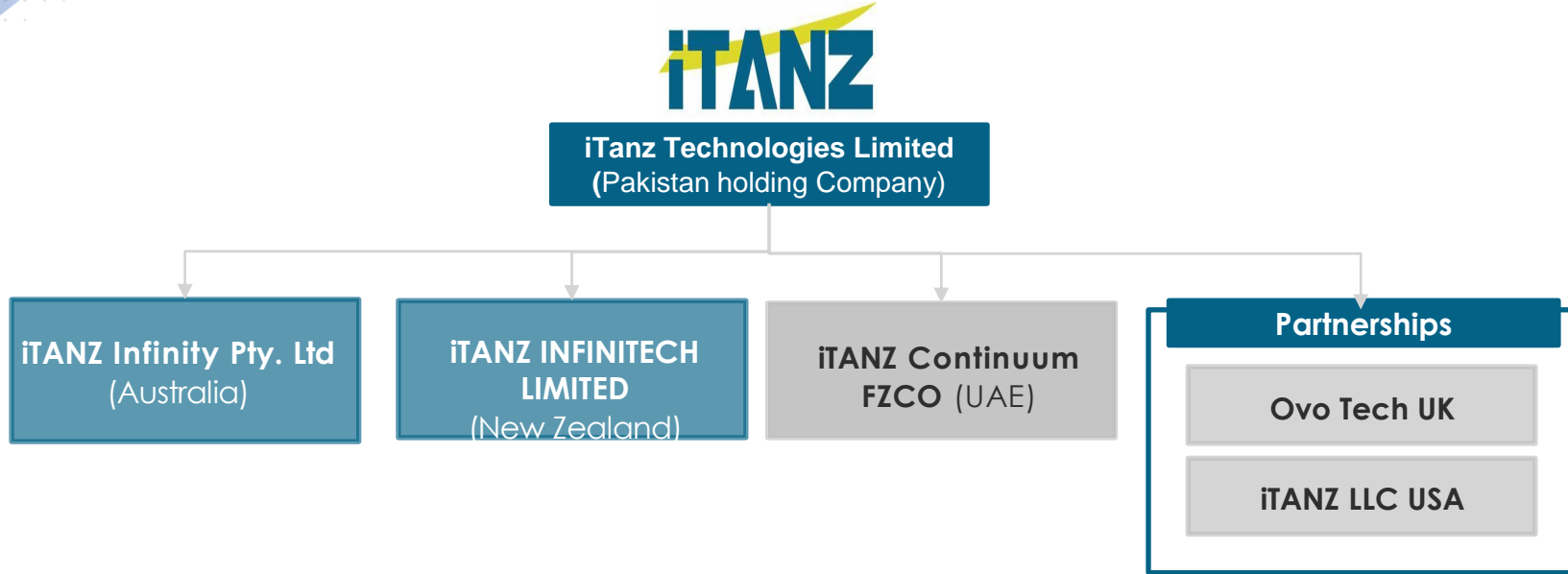
VALUES

We value integrity, honesty and Candor as well as teamwork, tireless effort and good intentions – in our people and in our clients, partners and associates.
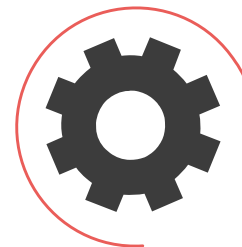
GEOGRAPHICAL PRESENCE

UK
USA
Pakistan
KSA
UAE
Australia

iTANZ – GROUP STRUCTURE

iTanz Technologies Limited (Pakistan holding Company)

iTANZ Infinity Pty. Ltd (Australia)	iTANZ INFINITECH LIMITED (New Zealand)	iTANZ Continuum FZCO (UAE)	**Partnerships**
			Ovo Tech UK
			iTANZ LLC USA

iTANZ sponsors intend to make iTANZ Technologies Limited (Pakistan) the holding company, with regional companies under the ownership

Local partnerships may be formed in regional companies, however, iTANZ shall remain the majority partner in all

PRODUCTS & SERVICES

THE SOLUTION – iTANZ ECOSYSTEM

Digital Solutions that Empower Enterprises

Products

Citizen Services & Utilities

- ITANZ Intelligent City Platform
- Council Asset Management (CAM)
- Council Property Management (CPM)
- Utility Billing & Revenue
- Council Analytics
- Customer Self Service Portal

Health Care

- Medical Coding
- Patient Referral Processing
- Quality of Outcomes Framework Automation
- Booking Management & Digital Assistant

Services

Managed

- Support-as-a-Service & Resource-as-a-Service - additional offerings to clients

Consulting

- Assist clients with their data and technology
- Business Advisory
- Change Management
- Custom Software Development

Cloud Capabilities	Analytics & BI	System & Data Integration	IoT	Automation	AI/ML	IT Security

ITANZ Intelligent City Platform

Operational Health and Safety

It includes predefined procedures and policies that are developed to ensure the health and safety of all the employees. The tools in OH&S include procedures, incident reporting and claim management services.

Project Management

Allows proactive monitoring of all open projects. Ensures risk control, tracks individual projects, aligns resources and mitigates situational hazards. Provides an overview of the project along with the KPIs that help in forecasting, budgeting, planning and timely decision making.

Issue and Risk Management

Considered as key for the smooth running of the Smart City, Issue and Risk Management actively identifies, classifies and caters to all potential risks. The services include issue management, compliance tracking, insurance claim management and strategies for business continuity.

Procurement

Includes any or all resources or services that are to be acquired from external sources. These can be tracked through the procurement system. This allows for proper contract management and maintenance with third-party vendors and suppliers and ensures an efficient purchase cycle.

Finance

One of the most important functions, finance is used to track account receivables and account payables. It ensures proper cost accounting, enables billing and grants management.
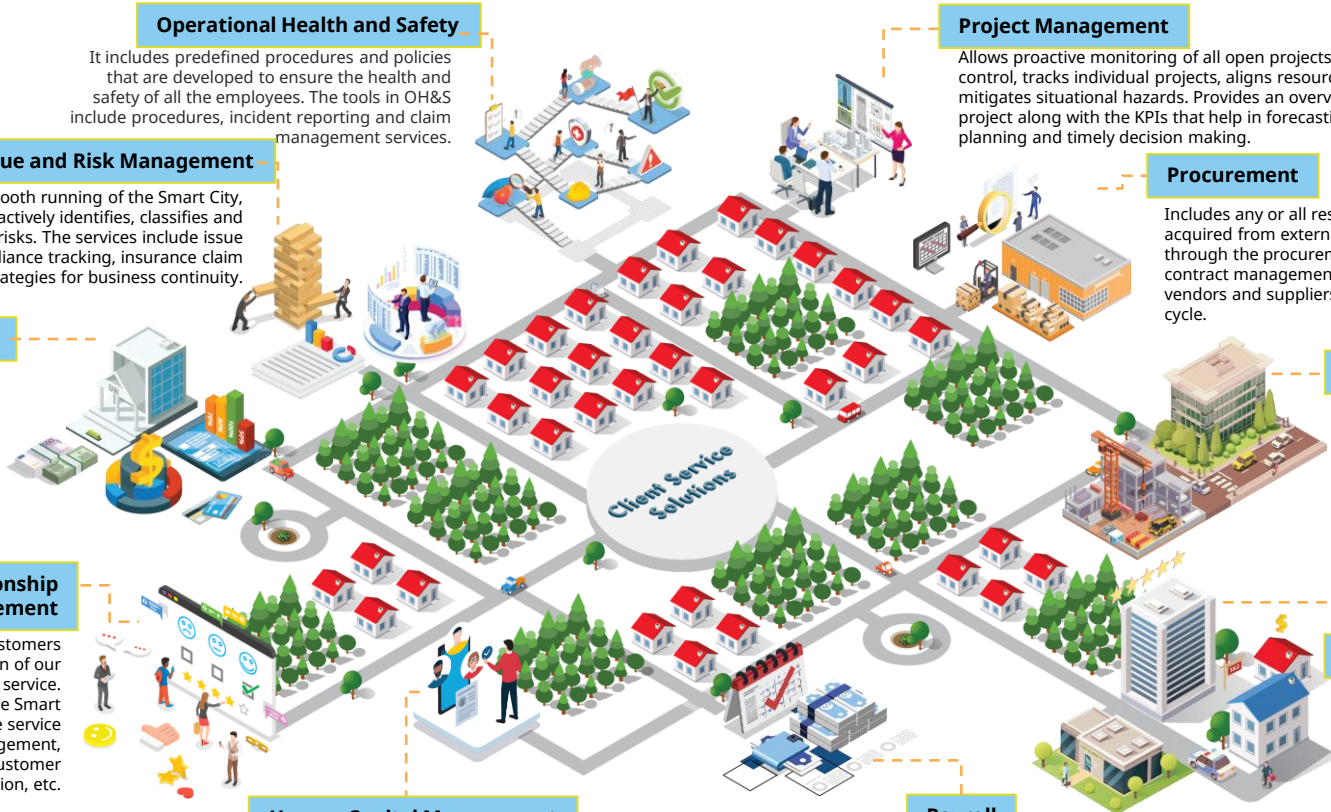
Asset Management

It is used to track the complete lifecycle of assets including preventive and corrective maintenance. Asset strategy, asset planning and forecasting features are also unique parts of asset management.

Customer Relationship Management

Communication with the customers comes within the domain of our Relationship Management service. Some of the key areas from the Smart City perspective are service management, customer management, service improvement, customer communication, etc.

Client Service Solutions

Property & Rating

It enables the Smart City to manage individual properties, rate management and modelling, billing, and other services. Through property and rating, the Smart City can enforce statutory planning and building controls. Its features include animal management, infringement, local law enforcement and environmental health controls.

Human Capital Management

It provides complete tracking of an employee's lifecycle. Whether it's a permanent employee or a contractual one, right from joining till the completion of employment, every step is traceable and managed through our Human Capital Management.

Payroll

This tool is used for compensating eligible employees in monetary terms. It captures the timesheet, attendance and payroll processing of employees. Bonus and allowance are also calculated through the tools included in the payroll system.

SOFTWARE PRODUCTS - HEALTHCARE

AI and RPA Based Healthcare Solutions

Our cutting-edge solutions harness the power of AI to learn, adapt, and optimize, while RPA automates repetitive tasks, freeing up valuable time for your healthcare professionals

- Automate routine administrative tasks, such as appointment scheduling, patient intake, and medical coding.

- Analyze large volumes of healthcare data to identify patterns and make predictions about future health risks.

- By identifying manual and error prone tasks our RPA solutions can takeover and offload repetitive manual tasks from staff.

- Using RPA we redesign and improve inefficient processes so that you and your staff can work on other value-added tasks.

Repeat Prescription & Prescription Automation

Patient Referral Processing

Quality of Outcomes Framework Automation

Medical Coding

Booking Management & Digital Assistant

iTANZ

CONSULTING SERVICES

ITANZ assists clients in modernizing their technology by advising them on their data warehouses, tech platforms, and infrastructure using cutting edge methodologies.

Data Warehouse Modernization

- Augmentation
- Automation
- Optimization

Technology Platform Services

- Data Integration
- System Integration
- Data Security
- Analytics & BI

Big Data Insights

- Text Analytics
- RPA, ML & AI
- Predictive Analytics
- Natural Language Processing
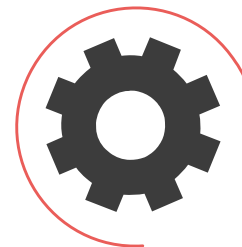
Infrastructure Management

- Cloud & On-Premise Infrastructure
- Database Administration
- Identity & Access Management
- Infrastructure Security

Other Services

- Enterprise Resource Planning (ERP)
- Customer Experience Management
- Corporate Strategic & Planning Reporting

WHY iTANZ

UNIQUE SELLING PROPOSITION

Domain Expertise

iTANZ has experienced personnel and in-house structures to constantly provide for in the domain space

01

Ecosystem - SaaS and Product

Both service and product package capabilities

02

03

Tried and Tested Solutions

iTANZ has tasted long term success in its government offerings that it uses in developing solutions for other customers and private players
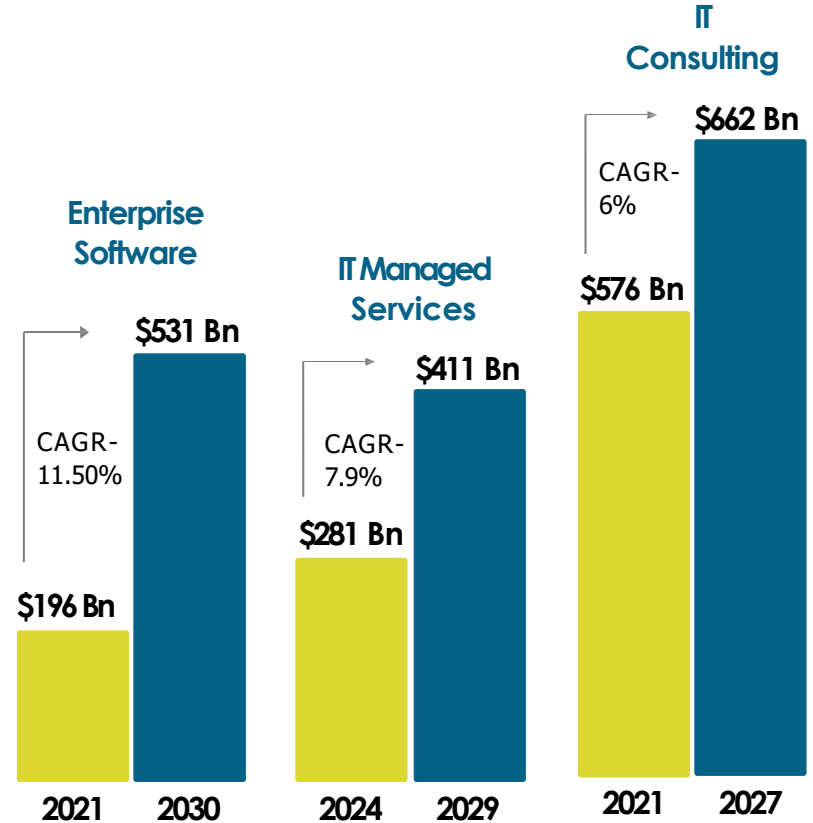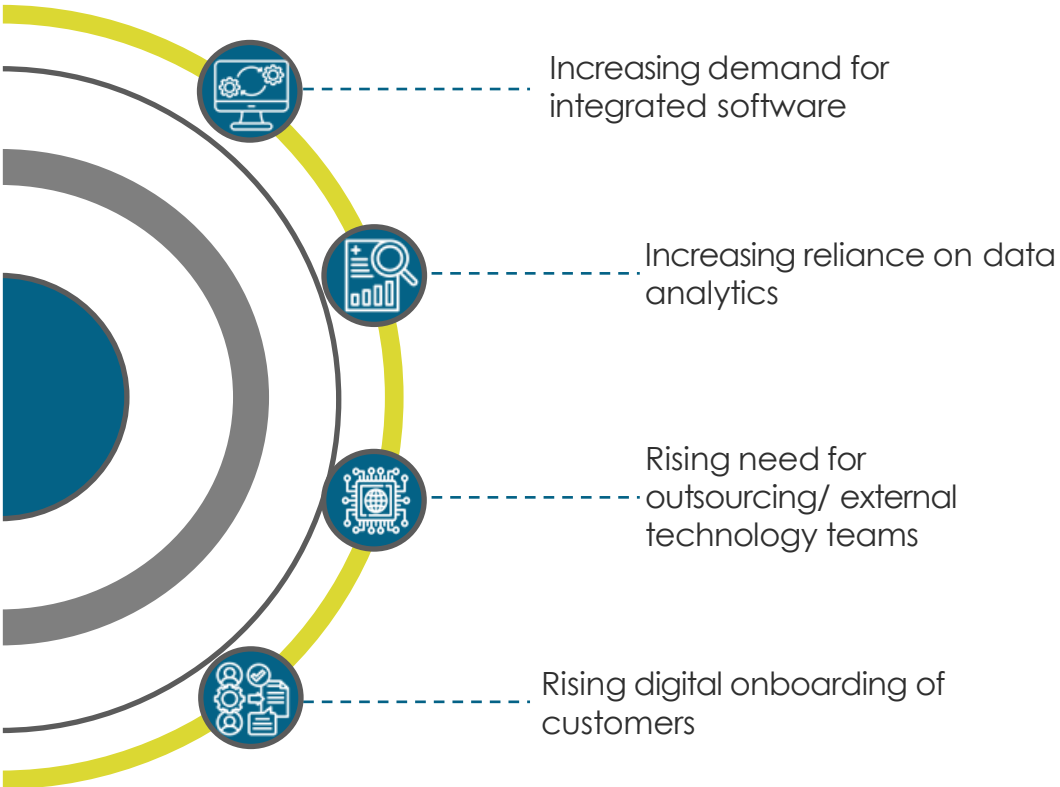
04

Trusted Framework & Compatibility

Built on Oracle's Reputed Platform

MARKET OPPORTUNITY & SIZE

Increasing demand for integrated software

Increasing reliance on data analytics

Rising need for outsourcing/ external technology teams

Rising digital onboarding of customers

Enterprise Software

$196 Bn — 2021
CAGR-11.50%
$531 Bn — 2030

IT Managed Services

$281 Bn — 2024
CAGR-7.9%
$411 Bn — 2029

IT Consulting

$576 Bn — 2021
CAGR-6%
$662 Bn — 2027

iTANZ

Council Market Digital Transformation Opportunity

Opportunity Size

1) In between 50 to 60% of Technology one current customers i.e., in between 60 to 70 councils will need to decide whether to move to their new SaaS based version or to go in market for the new system. **This segment is for AUD 5 million to AUD 10 million on 5-year TCO**.
2) In between 60 to 70% of Civica, IT Vision and other small vendors install base i.e. in between 200 to 350 councils need to decide about upgrade or to go in market for new system. **This segment is for AUD 750K to AUD 2.5 million on 5-year TCO**.
3) Based on above points we have
   a) AUD 300-million-dollar market on 5-year TCO bases in mid to large size councils in Australia
   b) AUD 150-million-dollar market on 5-year TCO bases in small size councils in Australia.)

4) Potential International market for same solution (US, Canada, UK and MEA region) will be at least **20 times to Australian Market** which is our target audience in second phase.
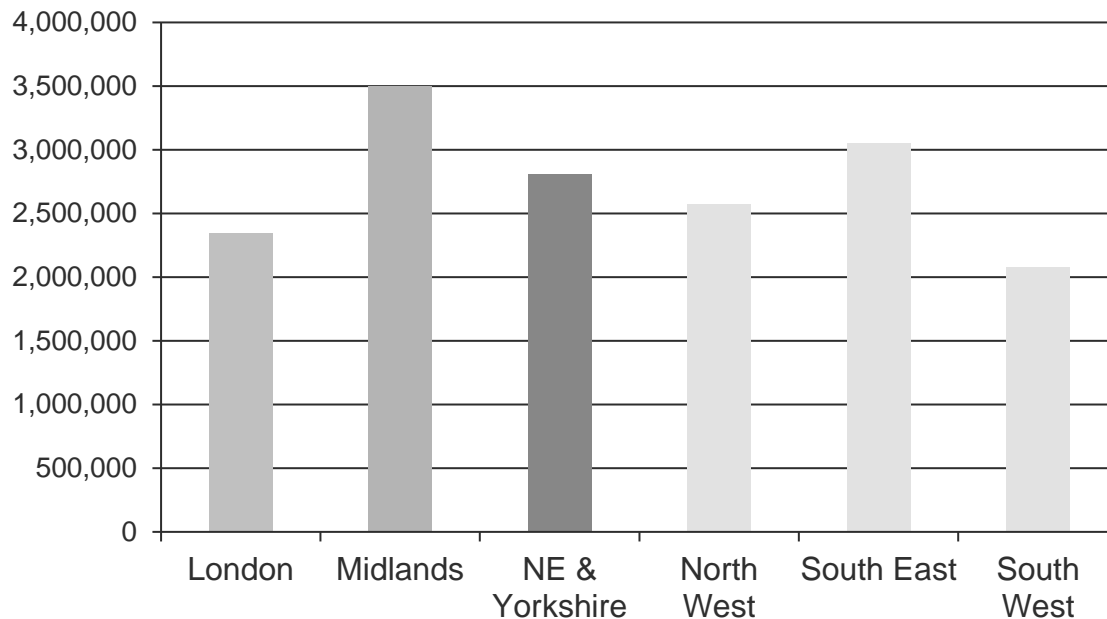
UK GP AI/RPA Automation Opportunity

Estimated Annual Revenue by Region

0.06 p / BOT per month