



THE HUB POWER COMPANY LIMITED

ANALYST BRIEFING

FY-2026

September 02, 2026



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HUBCO's Footprint

Pakistan's first and one of the largest Independent Power Producer (IPP) and now a diversified group with investments in power, mining, oil & gas, EVs and EV Charging Infrastructure

HUBCO's mission is to drive sustainable growth through strategic investments in transformative projects, upholding international standards in safety and environment while creating long-term value for Pakistan, our stakeholders and the communities we serve as a responsible corporate leader.



POWER CAPACITY
2,289 MW



E&P Operating Capacity (MMscfd)
602



MINING (MTPA)
7.6



REVENUE Consolidated (USD Mn)
253.54 (FY-2026)



PAT Consolidated (USD Mn)
176.92 (FY-2026)



Laraib Energy Limited
84 MW



Narowal Energy Limited
225 MW



Hub Power Plant Area



China Power Hub Generation Company Limited
1320 MW



Prime International Oil & Gas Company Limited
602 MMscfd (including share of JV partners)



ThalNova Power Thar (Private) Limited
330 MW



Thar Energy Limited
330 MW



Sindh Engro Coal Mining Company
7.6 MTPA



Mega Motor Company (Private) Limited
EV Assembly Plant under construction



Hubco Green (Private) Limited
EV Charging Infrastructure

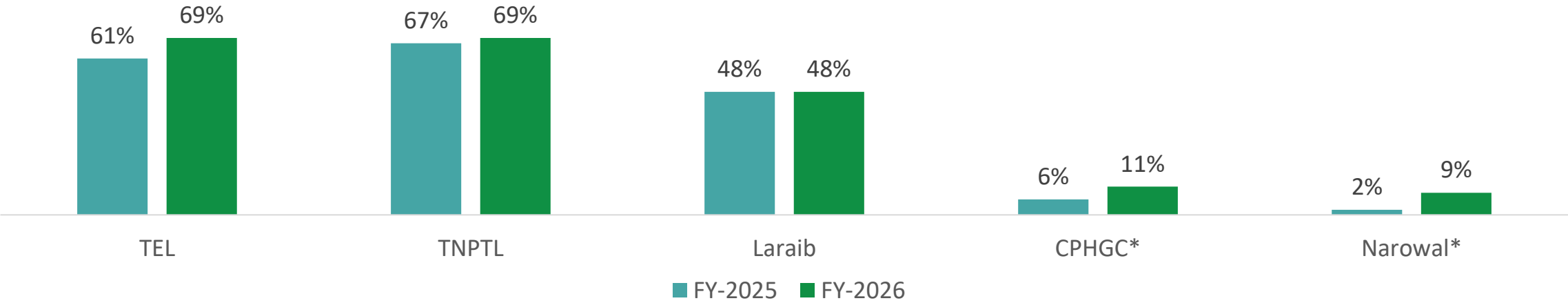


- Availability of our Thar plants remained significantly better than the minimum required under the PPA.
- The two plants having a combined total capacity of 660MW, contributed 3,646 GWh into the national grid in FY-2026, contributing a forex saving of ~USD 90m.
- Following the achievement of Project Completion Date (PCD) of TEL and TN, both entities declared and disbursed their maiden dividend during the year.

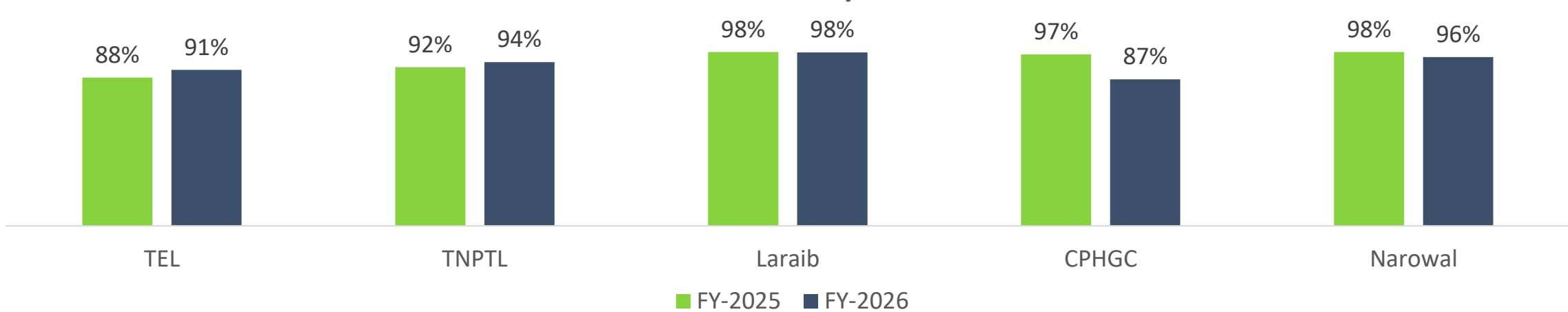
- CPHGC, which owns a 1,320MW imported coal-based power plant also maintained availability as required under the PPA.
- CPHGC paid out sizable dividend to its shareholders in FY-2026.



Load Factor



Availability



* Load factor for CPHGC and Narowal better than last year due to RLNG supply constraints amid Iran war



- Prime acquired two onshore blocks (Sukhpur II & Naing Sharif) and working interests in four offshore blocks, including operatorship of Sapat Bandar, strengthening its exploration portfolio.
- These acquisitions expand Prime's onshore and offshore footprint and support efforts to offset production decline from existing fields.
- Prime continues to pursue new drilling opportunities to enhance Pakistan's indigenous hydrocarbon production.

- Ark Metals is engaged in the business of exploration, and development of mineral mines in Pakistan
- Geological & geophysical studies concluded, and First Resource Report (FRR) confirms promising mineral potential in the Chaghi region, Balochistan
- Scoping study for lithium concluded through remote sensing analysis & geochemical sampling.
- HUBCO remains committed to further exploring the prospects of mining after FRR through subsequent studies and explorations.



Electric Mobility Business – Business Outlook & Product Portfolio



BYD brand launched in Pakistan

Atto 3 & Seal introduced

Shark 6 – 1st PHEV pickup in Pakistan

Atto 2 & Sealion 7 added



Atto 3

EV · Compact SUV

Launched Oct-2024



Seal

EV · Sedan

Launched Oct-2024



Shark 6

PHEV · Pickup

Pakistan's 1st PHEV pickup



Atto 2

EV · Compact SUV

Launched Jan-2026



Sealion 7

EV · Mid-size SUV

Launched Jan-2026

2,000+

Units in largest-ever single RoRo shipment (Jul-2026)

30%

Targeted share of Pakistan's combined EV/PHEV segment

PKR 7.29M

Atto 2 starting price – Pakistan's most affordable electric SUV

- **Investment:** Development of a US\$150 million purpose-built New Energy Vehicle (NEV) assembly facility in Gharo, Sindh, representing a significant investment in Pakistan's emerging electric and new energy mobility sector.
- **Financial Close:** The project successfully achieved Financial Close in January 2026, marking the completion of the project's financing arrangements and enabling the implementation phase to progress as planned.
- **Production Capacity:** The facility is designed for an annual production capacity of approximately 25,000 vehicles scalable to 50,000 vehicles.
- **Project COD:** Construction and commissioning activities are progressing toward Commercial Operations Date (COD) in the second half of 2026 (2H-2026).

\$150M

Total Investment

25,000

Units p.a. Capacity

2H-2026

Targeted COD

Project Financing Details (USD Mn)

	BOP-AFD	HBL	BII	BOP-HBL
Facility Amount	21.7	23.0	23.0	22.3

Electric Mobility Business – Dealership & Retail Network Expansion

- **Retail Footprint**

Five Company owned Experience Centers & Care Centers – Karachi (Metropole, Korangi), Lahore (Gulberg, DHA) and Islamabad (Expressway)

- **BYD Faisalabad – First Third-Party Dealership**

In January 2026, the first third-party/franchise dealership was inaugurated in Faisalabad, marking a strategic shift toward an asset-light expansion model and enabling faster network growth with optimized capital deployment.

- **BYD South – Second Third-Party Dealership**

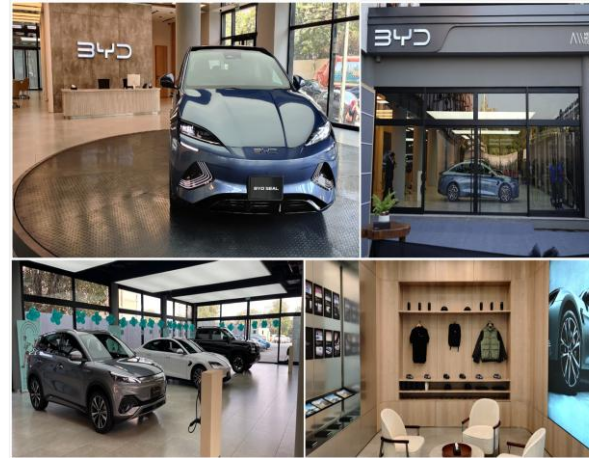
BYD South was subsequently added as the second third-party/franchise dealership, further strengthening the company's partner-led retail network and expanding market coverage through strategic dealership partnerships.

- **Pine Avenue – Lahore Network Expansion**

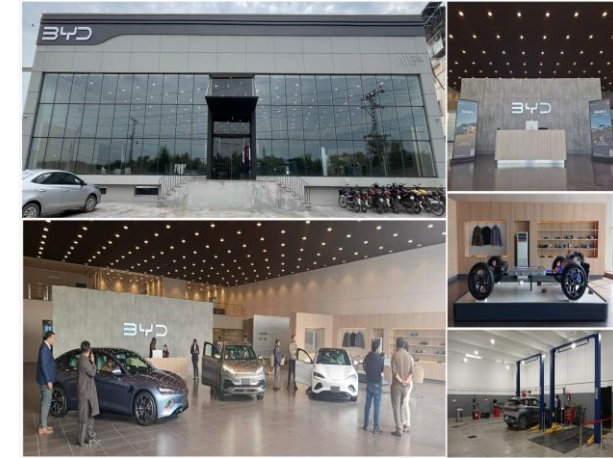
In August 2026, a new 3S dealership on Pine Avenue Road, Lahore was inaugurated – taking the company's footprint to three outlets in Lahore and further enhancing customer accessibility and after-sales service coverage.

- **Network Expansion Progress**

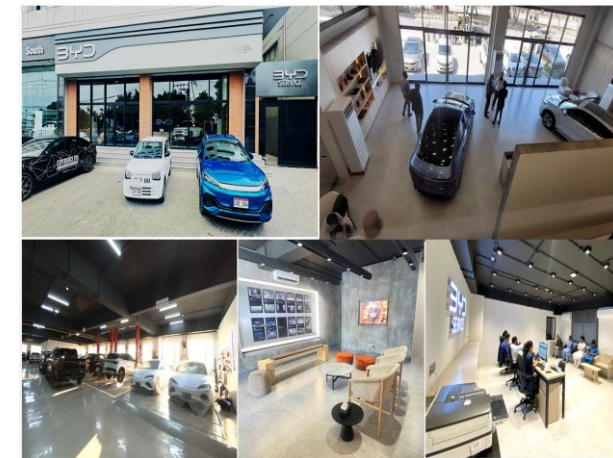
The company is actively scaling its dealership footprint nationwide, with 8 additional dealerships currently in various stages of development – reflecting its long-term commitment to broader retail coverage and enhanced customer accessibility across Pakistan.



Showroom Experience & Customer Lounge



3S Dealership & Service Facility





- HGL's cumulative operational footprint has reached 24 DC Fast Chargers nationwide, strengthening the country's intercity and urban EV charging network.
- HGL has installed a DC Fast Charger at Alpine Resort, Nathiagali, enabling convenient EV charging for tourists and supporting the expansion of e-mobility into key tourism destinations.
- The operational highway network currently covers Hyderabad (N-5), Moro (N-5), Sukkur (N-5), Zahir Pir N&S (M-5), Multan N&S (M-5), Painsara N&S (M-4), and Hakla N&S (M-1).
- Additional sites have been identified with OMC partners for FY27 to expand the HGL network to other national highways and tier II cities.
- The HGL mobile application is expected to launch in Q1 of FY27.

Financial Highlights



FY-2026 Ended June 30 (PKR Mn)	Unconsolidated			Consolidated		
	2026	2025	% change	2026	2025	% change
Revenue	-	13,210	(100%)	71,126	83,351	(15%)
Gross Profit	-	9,058	(100%)	29,688	39,824	(25%)
Dividend Income / Share of the profit	29,306	14,914	97%	45,316	41,310	10%
Net Profit (attributable to holding co.)	24,467	19,079	28%	49,631	46,131	8%
EPS (PKR)	18.86	14.71	28%	38.26	35.56	8%

Unconsolidated		Consolidated	
▲	Higher dividend income from subsidiaries / associates	▲	Higher share of profit from associates
▲	Lower finance cost due to debt repayment and lower interest rates	▲	Lower finance cost due to debt repayment and lower interest rates
▼	No revenue due to early termination of PPA last year	▼	Lower revenue due to early termination of Hubco PPA and renegotiation of NEL PPA in FY-2025

- A consortium has been constituted for participation in the DISCO privatization process
 - ✓ Hub Power Holdings Limited (HPHL), a wholly owned subsidiary of HUBCO (Lead Member)
 - ✓ Metro Ventures (Private) Limited
 - ✓ Lucky Cement Limited
 - ✓ Kohat Cement Company Limited.
- HPHL consortium has been prequalified for FESCO by PC Board.

Awards and Recognitions



Achieved Employer of Choice, Gender Diversity Award for Pay Equity & Fair Wage by PBC & IFC



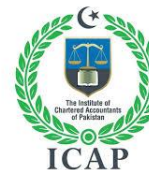
IFC International Finance Corporation
WORLD BANK GROUP



Recognized with CSR Award for Education & Scholarship from National Forum for Environmental & Health (NFEH)



Received Gold Award at South Asian Federation of Accountants (SAFA) Best Presented Annual Report Awards by ICMA & ICAP





- HUBCO continues to strengthen its approach to Environment, Social and Governance (ESG), with sustainability increasingly integrated into its business strategy, governance and decision-making.
- Strengthened ESG governance through the revamped Sustainable Growth Committee
- Strengthened water stewardship and waste management practices at Thar site
- Reduction in greenhouse gas emissions through operational optimization and implementation of ISO 50001-based energy management initiatives.
- 17,400 trees planted across plant sites through plantation drives
- Secured WWF Green Office Certification for NBE site and Head Office
- Maintained compliance with OSHA CFR 1910, ISO 45001, ISO 14001 and PSM
- Installation of solar streetlights at operating sites

EDUCATION



- Continue sponsoring 31 TCF schools through Thar Foundation around our Thar plant sites
- Launched Scholarship Program to NED UET Thar, UET Narowal and MUST AJK to support students in education.
- Delivered women's vocational, digital literacy and skills development programs across sites
- Supporting 10 Agahi Centers in the Thar region to advance women's literacy, in partnership with TCF

LIVELIHOOD



- Provided digital skills training to women at Kashmir Orphan Relief Trust (KORT), AJK, in collaboration with SCO
- Facilitated sustainable livelihoods in Thar, through interest-free business loans, in collaboration with Akhuwat Foundation
- Conducted multiple women's skills training programs included computer and digital literacy courses, fashion designing, and other vocational disciplines at NEL.

HEALTHCARE

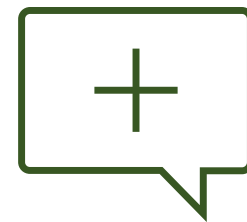


- Improved access to essential medical services and promoted preventive healthcare through Community Medical Centers at NEL and LEL, as well as Thar Foundation Hospital
- Established primary eye care unit in Mithi in collaboration with LRBT
- Donated medical equipment for Mother & Child Healthcare Unit at AJK.
- Provided medical support to breast cancer patients in collaboration with Roche

INFRASTRUCTURE



- Continue sponsorship to 31 RO plants through Thar Foundation.
- Installed solar energy systems and established computer lab at Thothal and Chechian Girls' Colleges AJK
- Installed a 5000GPD solar-powered water filtration plant at TCF Kharo Jani Campus and 10000GP in Gov Degree College Islamkot, and four drinking water RO plants rehabilitation completed at AJK through different foundations.



Q&A Session