



Corporate Briefing Session 2026

Based on the annual financial statements
for the year ended June 30, 2026

27 October 2026 · 2:30 PM

MANAGEMENT REPRESENTATIVES

Mr. Humayun Ahmad Shahnawaz, Chief Executive Officer

Mr. Faisal Ahmad Nisar, Chief Financial Officer

Mr. Khurram Babar, Company Secretary





Agenda

- 01** Board of Directors
- 02** Company overview
- 03** Scope of business
- 04** Financial performance
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- 06** Global footprint
- 07** Key business risks
- 08** Future outlook
- 09** Questions & answers

Board of Directors

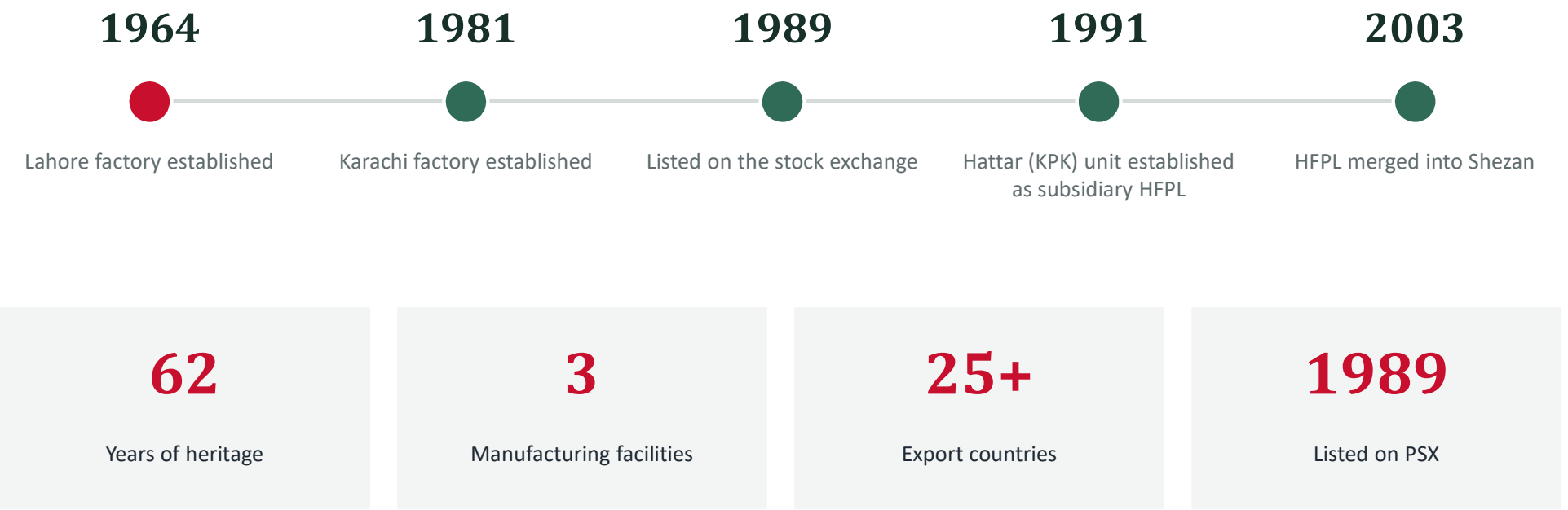
Director	Status	Board committees
Mr. Muneer Shahnawaz	Chairman Non-Executive Director	Member – Audit Committee Member – HR & Remuneration
Mr. Humayun A. Shahnawaz	Chief Executive Executive Director	Member – HR & Remuneration
Ms. Manahil Shahnawaz	Executive Director	–
Mr. Muhammad Naeem	Non-Executive Director	Member – Audit Committee Member – HR & Remuneration
Mr. Abid Nawaz	Non-Executive Director	–
Mr. Rashad Amjad Khalid	Non-Executive Director	Member – Audit Committee
Mr. Nauman Khalid	Independent Director	Chairman – HR & Remuneration
Mr. Farooq Hameed	Independent Director	Chairman – Audit Committee
Mr. Shoaib Mir	Independent Director	–

3 independent directors · Audit and HR & R Committees, Chaired by independent directors · Corporate governance reviewed by BDO Ebrahim & Co.



Our Journey

Founded in 1964 under the Shahnawaz Family, Shezan International Limited has grown into one of Pakistan’s leading food and beverage manufacturers – a legacy spanning six decades. Listed on the Pakistan Stock Exchange since 1989, the Company is committed to transparency, accountability and long-term value creation.



Our Manufacturing Facilities

Three strategically located plants provide production capacity, national coverage and supply-chain resilience



Lahore, Punjab

Est. 1964 • Flagship plant

Full juice, beverage and condiment production lines
56-Bund Road, Lahore



Karachi, Sindh

Est. 1981

Serves southern Pakistan with cold storage and filling capabilities
Plot L-9, Block 22, Federal 'B' Industrial Area



Hattar, Khyber Pakhtunkhwa

Est. 1991

Northern production capacity and regional sourcing
Plot 33-34, Phase III, Hattar Industrial Estate

Certifications & Memberships

Internationally recognised standards for food safety, quality management and governance



- Manufacturing facilities certified for Halal food, HACCP, ISO and PSQCA standards, and licensed by the Punjab Food Authority.
- Listed on the Pakistan Stock Exchange (PSX) and regulated by the Securities and Exchange Commission of Pakistan (SECP).
- Member of the Lahore and Karachi Chambers of Commerce and Industry.

Scope of Business



Juices & Beverages

100% fruit juices, nectars and drinks in Tetra Pak and glass; drinking water

Jams & Preserves

Fruit jams from seasonal Pakistani fruit with consistent texture and taste

Ketchups & Condiments

Ketchups, mayonnaise and sauces to international taste and food-safety standards

Pickles, Squashes & Syrups

Authentic pickles, chutneys, squashes and syrups for diverse consumer segments

ANNUAL PRODUCTION CAPACITY

70 mn

dozen juice packs

7.8 mn

dozen returnable & NR bottled juices

5 mn

dozen jams & ketchups

1.5 mn

dozen drinking water



FY 2026 at a Glance

NET SALES

Rs 9.63 bn

▲ 4.9% vs FY25

GROSS PROFIT

Rs 2.70 bn

GP ratio 28.0% (FY25: 24.5%)

PROFIT AFTER TAX

Rs 354 mn

▲ 117% vs FY25

EARNINGS PER SHARE

Rs 36.69

FY25: Rs 16.87
▲ 117% vs FY25

EXPORT SALES

Rs 1.23 bn

▲ 11.9% · 25+ countries

DIVIDEND DECLARED

Rs 13.50

per share · 135% (FY25: Rs 7.00, 70%)

Shareholders' equity Rs 1.87 bn · Break-up value Rs 193.15 per share · Contribution to the national exchequer Rs 3.98 bn+

Five-Year Financial Summary

Rupees in thousand

Particulars	2022	2023	2024	2025	2026
Net sales	8,169,271	8,745,424	8,154,971	9,182,592	9,634,075
Gross profit	1,773,398	2,080,251	1,610,428	2,251,894	2,701,494
Gross profit ratio	21.70%	23.78%	19.74%	24.52%	28.04%
Profit / (loss) before taxation	186,403	171,803	(365,983)	285,935	565,698
Break-up value per share (Rs)	217.83	195.50	145.74	162.96	193.15
Earnings / (loss) per share (Rs)	8.27	4.95	(47.89)	16.87	36.69
Dividend declared per share (Rs)	5.00	2.00	—	7.00	13.50



Key Variances During the Year 2026

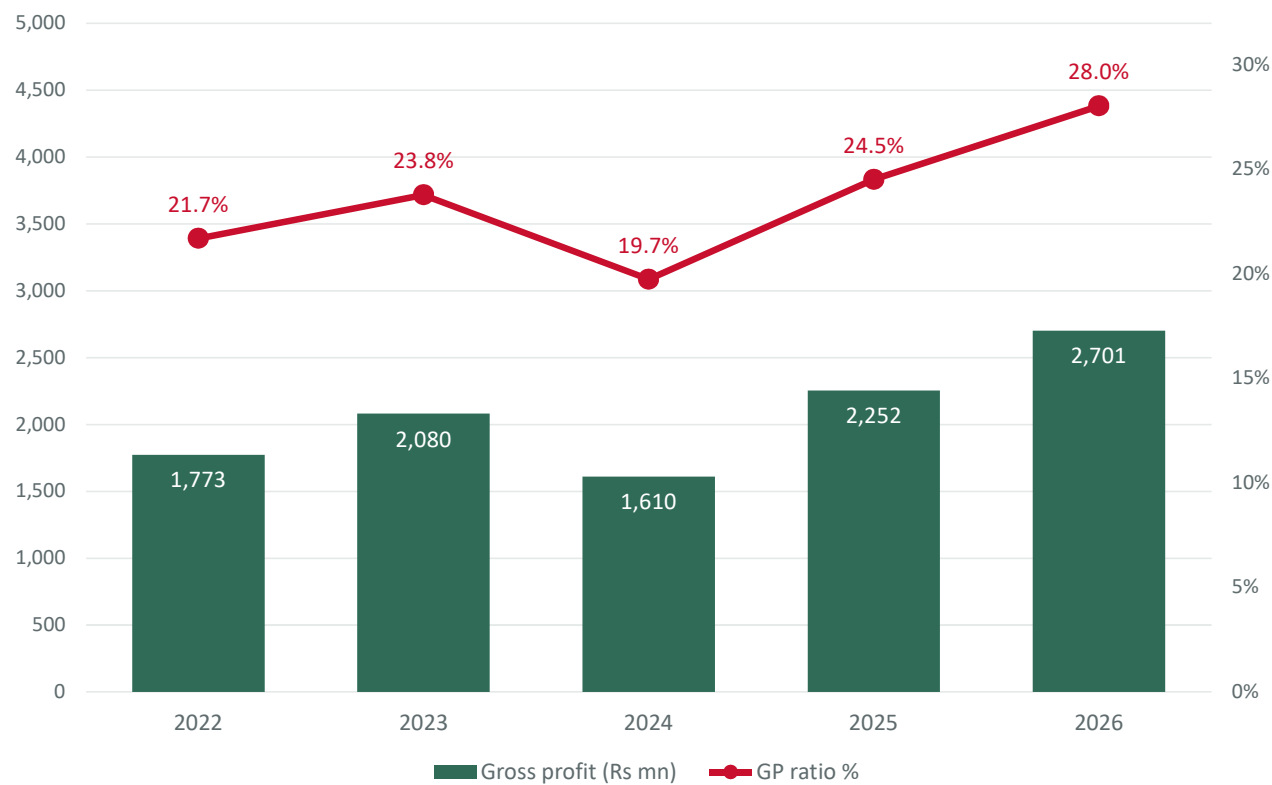
Rupees in thousand

Particulars	2026	2025	Increase	Change
Local sales	8,402,525	8,082,082	320,443	+4.0%
Export sales	1,231,550	1,100,510	131,040	+11.9%
Net sales	9,634,075	9,182,592	451,483	+4.9%
Gross profit	2,701,494	2,251,894	449,600	+20.0%
Profit before levy and taxation	565,698	285,935	279,763	+97.8%
Levy / taxation	211,148	122,885	88,263	+71.8%
Profit after taxation	354,550	163,050	191,500	+117.4%
Shareholders' equity	1,866,415	1,574,658	291,757	+18.5%



Gross Profit and Margin

Gross profit (Rupees in million, columns) and gross profit ratio (% , line)



28.0%

Gross profit ratio – the highest in the last five years (FY25: 24.5%)

+20.0%

Gross profit up Rs 450 mn, as cost of revenue was held flat while sales grew

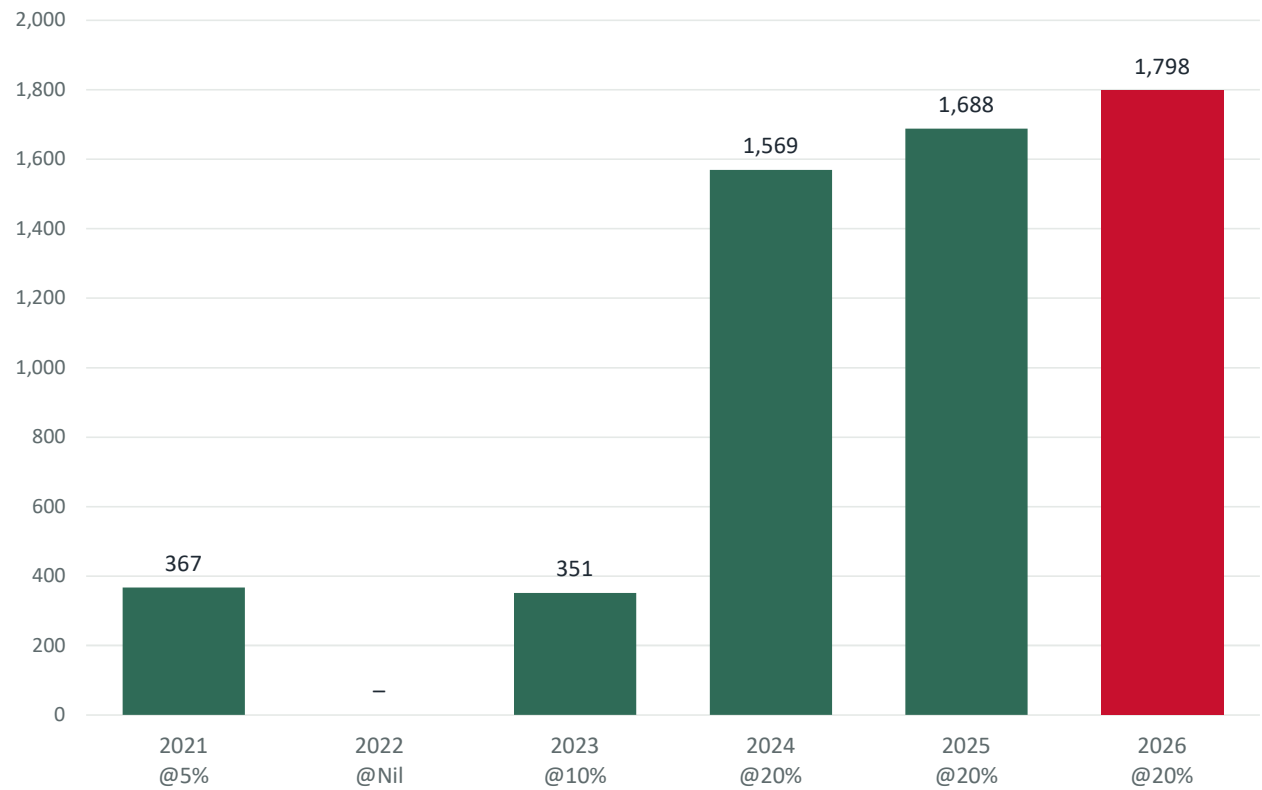
Rs 2.70 bn

Gross profit for FY26



Federal Excise Duty Paid

Rupees in million · FED rate on juices shown under each year



Rs. 1.80 bn

FED paid in FY26, up 6.5% from Rs 1.69 bn

20%

FED on juices since FY24 – four times the FY21 rate - weighs on affordability and demand

Sales Mix

Revenue from the Juices and Drinks segments accounted for nearly 80% of the company's total revenue in 2026.

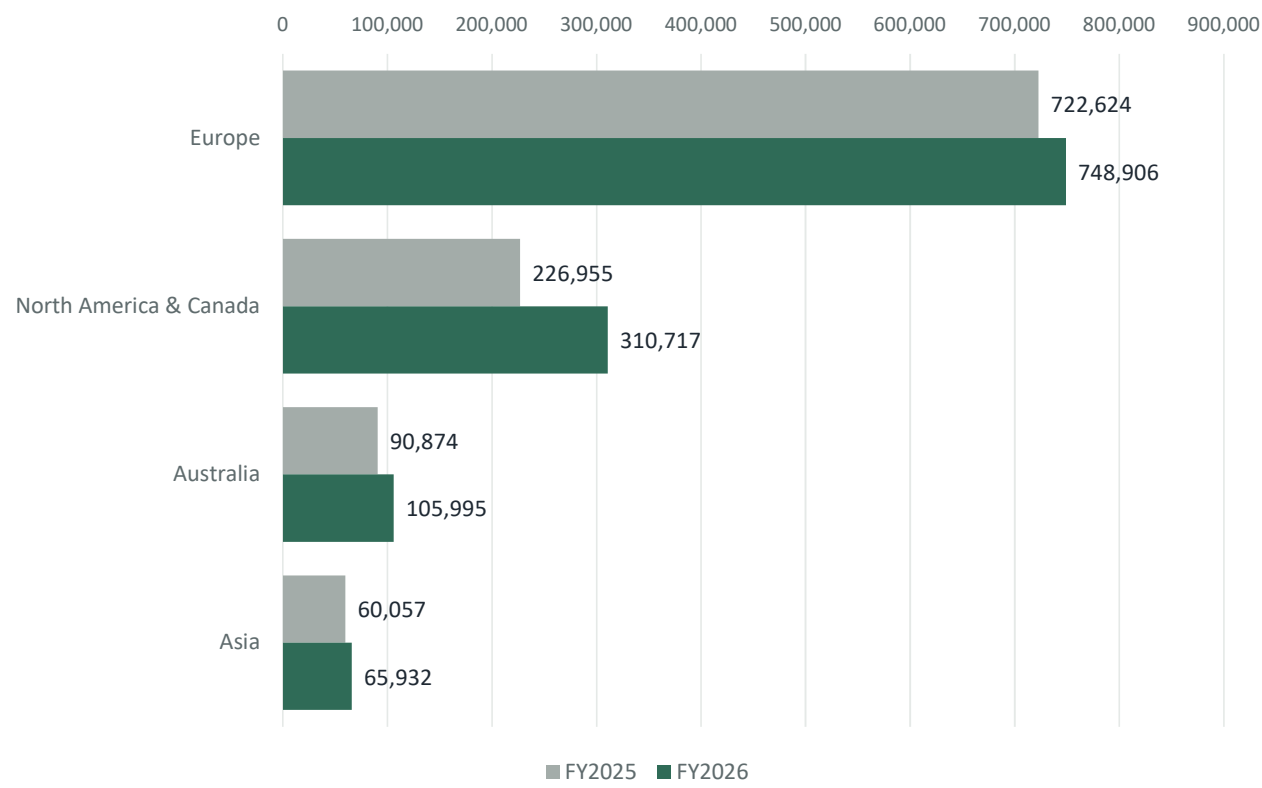
Advocacy

The Company continues to press for FED relief through the Fruit Juice Council



Global Presence

Export sales by region – Rupees in thousand



25+

countries across North America, Europe, Asia, Australia and Africa

+36.9%

North America & Canada – the fastest-growing region

61%

of export sales come from Europe, the largest market



Key Risks and Uncertainties



Geopolitical & global economy

Risk arising from the Iran–US conflict



Energy prices

Volatility in energy prices



Operating environment

Economic, political and law & order conditions



Fuel prices

Increase in POL prices adding to distribution costs



Climate change

Effect on agricultural and raw material production



Currency

Rupee devaluation raising imported input costs



Regulation & taxation

Policy changes, including the 20% FED on juices

Future Outlook



Grow export sales

to improve margins and earn foreign exchange



Solar power installation

to reduce energy costs across production facilities



New ketchup machines

imported for efficient and economical production



Disclaimer

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Questions & Answers



Shezan International Limited · 56-Bund Road, Lahore