



Habib Rice Products Ltd.

Corporate Briefing Session (CBS)

FY 2025-26

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Session agenda

- Company profile and business overview
- FY2025–26 operating performance and key developments
- Financial results
- Principal challenges, risks and management priorities
- Corporate governance and shareholder information
- Strategic / Operational Development
- Questions & answers



Habib Rice Products Ltd.

Company profile and business overview

Company at a glance

ESTABLISHED

1980

Incorporated in Pakistan

ANNUAL NET SALES

PKR 2.288bn

FY2025–26

MAIN PLANT

Hub

District Lasbela, Balochistan

- Listed on the Pakistan Stock Exchange
- Manufactures rice-based starch sugars and proteins
- Registered office: I.I. Chundrigar Road, Karachi
- Production plant located in Hub Industrial Area

Business and product portfolio

- Rice Glucose and other rice-derived syrup products
- Sorbitol and related sweetener products
- Rice protein and associated co-products
- Operations depend on rice raw material, energy, water and reliable utilities

RICE & WATER

Major Raw materials

PROCESSING

Liquefaction & separation

PRODUCTS

Rice-derived syrups, sweeteners, protein

Our Products

ORGANIC & KOSHER

- **Rice Syrups**

26 DE to 69 DE brown/white.

- **Rice Syrup Solids**

20 to 35 DE spray dried brown/white

- **Rice Syrup Solids**

95 DE brown/white - compressible dextrose.

- **High Maltose Rice Syrup**



ISO 9001: HACCP ISO 22000

- **Maltodextrins**

12 to 19 DE spray dried. brown/white.

- **Soluble Rice Fibre**

spray dried

- **Rice Protein Concentrate**

40%, 45%, 50%, 65%, 80%, protein contents.

NON GM CONVENTIONAL & KOSHER

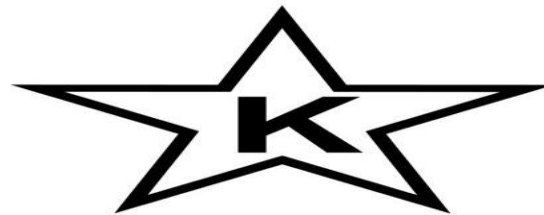
- **High Fructose Rice Syrup 42**

- **Rice Maltitol Syrup**

- **Rice Sorbitol Syrup**



Certifications





Habib Rice Products Ltd.

FY2025-26 operating
performance and key
developments

FY2025–26: key messages

NET LOSS

PKR 87.6m

Improved from PKR 155.7m

NET SALES

PKR 2.288bn

Up 7.1% year-on-year

GROSS PROFIT

PKR 200.7m

Up PKR 30.7m

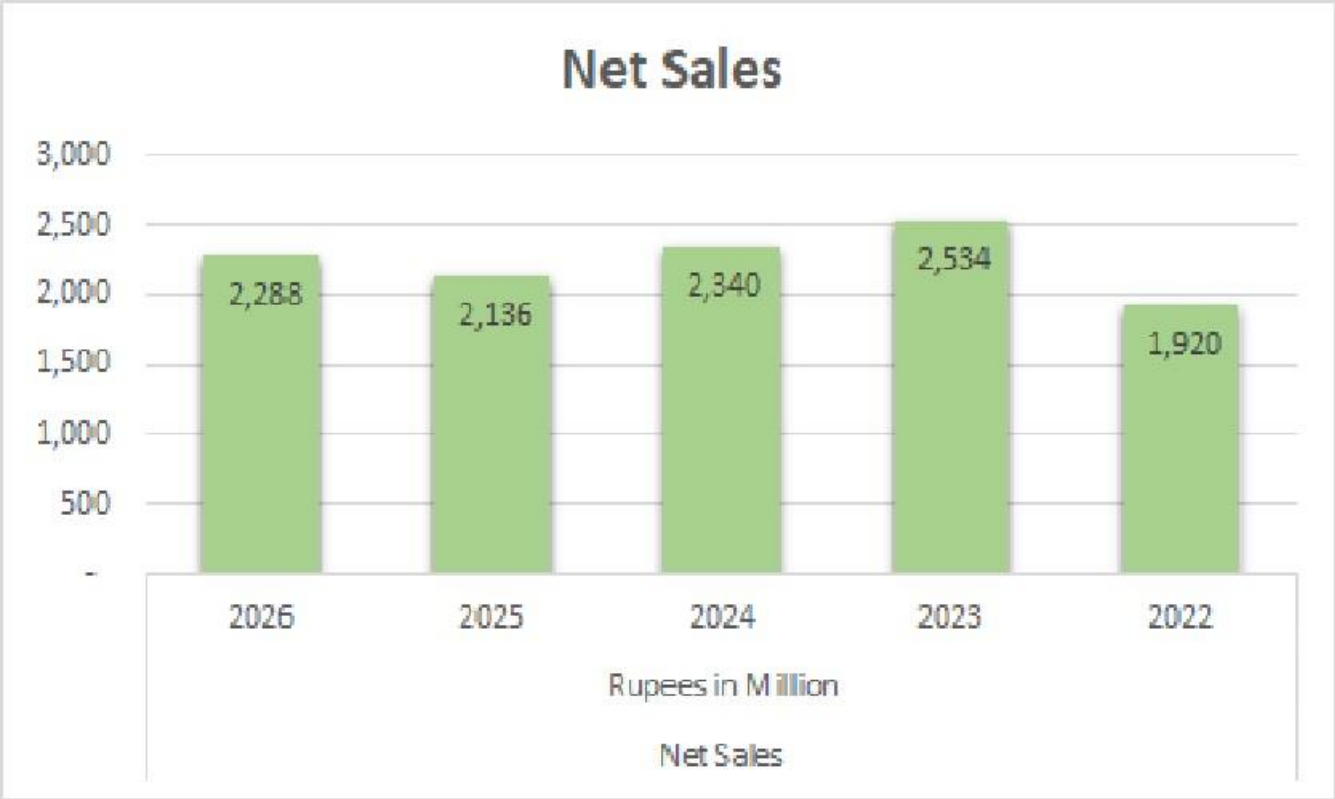
EPS

(PKR 2.19)

FY2024–25: (PKR 3.89)

- Loss reduced through higher local sales, greater rice grinding/production and cost controls
- Energy costs, water scarcity and tax/tariff pressures continued to weigh on margins
- Co-generation project civil works completed; machinery delivery remained delayed

Sales trend



FY2026 NET SALES

2.288bn

Compared with PKR 2.136bn in FY2025

YEAR-ON-YEAR CHANGE

+7.1%

Increase of PKR 151.8m

Net sales improved, but operating costs and levies continued to absorb the gross profit.

Gross margin and cost pressure

GROSS PROFIT

PKR 200.7m

FY2026

GROSS MARGIN

8.8%

FY2025: 8.0%

DISTRIBUTION COSTS

PKR 99.1m

FY2025: PKR 160.0m

- Gross profit rose by PKR 30.7m.
- Distribution costs fell by approximately PKR 60.9m
- Administrative expenses remained broadly stable
- Finance costs increased to PKR 16.6m from PKR 7.6m



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Financial Results FY2025-26

Profit and loss: year-on-year comparison

	2026	2025
	----- Rupees -----	
Sales - Net	2,288,052,918	2,136,281,090
Cost of goods sold	(2,087,361,939)	(1,966,289,863)
Gross profit	200,690,979	169,991,227
Distribution costs	(99,072,124)	(159,980,837)
Administrative expenses	(143,139,714)	(141,134,524)
Other expenses	(2,428,964)	(1,635,742)
Other income	1,185,429	17,166,129
Finance costs	(16,629,244)	(7,562,593)
Loss before levies, minimum tax and final tax	(59,393,638)	(123,156,340)
Levies, minimum tax and final tax	(28,181,528)	(26,214,276)
Loss after levies, minimum tax and final tax	(87,575,166)	(149,370,616)
Taxation	-	(6,341,379)
Net loss for the year	(87,575,166)	(155,711,995)
Loss per share - basic and diluted	(2.19)	(3.89)

What drove the improvement?

SUPPORTING FACTORS

- Higher local sales
- Increased rice grinding and overall production
- Cost controls and operational efficiency
- Lower repairs and maintenance expenditure
- Lower global trade-show and commission costs
- Reduced distribution costs

FACTORS LIMITING PROFITABILITY

- High energy costs and captive power levy
- Water scarcity and higher alternative water costs
- Cost increases not fully passed to customers
- Zero customs duty on competing Sorbitol imports from China
- Market Committee Fee
- Lower protein export volumes and cheaper imported soybean meal

COMPANY'S CONTRIBUTION TO THE ECONOMY

A Quick glance at the numbers below shows the contribution of our Company has made to the Pakistan Economy

<u>Description</u>	2026 Amount	2025 Amount	2024 Amount	2023 Amount	2022 Amount
	----- Rupees in Million-----				
Total Revenue	2,289	2,153	2,416	2,596	1,963
Export Sales	168	196	578	513	689
Taxes Paid					
Sales Tax	531	487	466	459	235
Income Tax	65	80	118	111	62
	596	567	584	570	297
Employees Salaries & Other Benefit	337	311	289	289	254
Investors	-	-	51	68	102
Grand Total	933	878	924	927	653



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Principal challenges,
risks and management
priorities

Principal operating challenges

- Energy: escalating cost of natural gas/RLNG and the Off-grid (Captive Power Plants) Levy Act, 2025
- Water: inadequate supply despite available reserves at Hub Dam; reliance on more expensive sources
- Tariffs and competition: imported Sorbitol from China benefits from zero customs duty
- Protein: anti-fungal treatment of rice can limit applications in some export markets
- Feed competition: comparatively cheaper imported soybean meal pressures domestic protein demand
- Cost pass-through: competitive conditions limit the ability to recover higher production costs

Management priorities and outlook

- Continue operational efficiency and cost-control measures
- Expand local and export markets where commercially viable
- Address water and other essential utility constraints
- Manage working capital, inventory and liquidity carefully
- Engage with policymakers on energy costs, import tariffs and the sustainability of local manufacturing



Habib Rice Products Ltd.

Corporate governance and
shareholder information

Corporate governance

BOARD SIZE

7

6 male; 1 female

INDEPENDENT DIRECTORS

3

Of 7 board members

BOARD MEETINGS

5

Held during FY2025-26

AUDIT COMMITTEE

4

Meetings during FY2025-26

- HR & Remuneration Committee held one meeting
- Grant Thornton Anjum Rahman, Chartered Accountants, offered themselves for reappointment for FY2026–27
- Annual report discloses ongoing work on significant policy documentation and sustainability governance

Shareholding and shareholder information as on June 30, 2026

PAID-UP CAPITAL

PKR 200m

40 million shares; PKR 5 each

SHAREHOLDERS

2,846

As at 30 June 2026

GENERAL PUBLIC

18.48%

Local and foreign

Shareholder category	Issued capital
Directors, CEO & spouses	50.75%
Associated companies / related parties	16.59%
Shareholder holding 10% or more	11.98%
General public (local / foreign)	18.48%



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Strategic / Operational Development

Biomass Cogen Power and Steam Plant

Operational Development of HRPL

Co-generation power plant: project update

- 1 Project objective** Develop an alternate energy resource to address rising energy costs.
- 2 Civil works** Completed.
- 3 Machinery** Delivery has been delayed.
- 4 Next milestone** Delivery, installation and commissioning remain pending.

Questions & Answers

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Thank You