



تاروں سے ستاروں تک



CORPORATE BRIEFING SESSION | FY 2026 & Q1 FY 2027



DISCLAIMER

تاروں سے ستاروں تک

This presentation is made available in connection with the Corporate Briefing Session ("CBS") of Fast Cables Limited ("FCL" or the "Company"), held pursuant to clause 5.7A of the PSX Rule Book and the PSX Guidelines for Corporate Briefing Sessions.

Historical financial information is drawn from the Company's audited / reviewed financial statements as filed with PSX and SECP; this presentation should be read together with those filings and is not a substitute for them.

Views expressed on financial, strategic or operational matters reflect management's opinion as of the date of this session and are not stated as fact.

This presentation does not constitute investment advice or an offer or solicitation to buy or sell any security, and contains no material non-public information beyond what has been disseminated to PSX through PUCARS.

Statements on future performance, growth catalysts, capacity, exports or market outlook are forward-looking, based on current assumptions, and involve risks and uncertainties.

Actual results may vary materially from those forecast or estimated.



تاروں سے ستاروں تک

GLIMPSE OF THE SESSION

1

Company Overview

2

Product Portfolio

3

Financial Performance FY 2026 & Q1 2027

4

Major Challenges & Achievements

5

Future Outlook

6

Questions and Answers



CORPORATE PHILOSOPHY

تاروں سے ستاروں تک



Our Vision

Empower communities
for sustainable
development.



Our Mission

To be the market leader by delivering
excellence through innovation and
capacity building of all stakeholders.



BRAND VALUES

- Focused on Customers
- Authentic
- Sustainable
- Team Work



Our Brand Promise

Achieving Excellence.



تاروں سے ستاروں تک

SECTION 01 • COMPANY OVERVIEW

FCL at Glance & Corporate Journey



FAST AT A GLANCE

تاروں سے ستاروں تک



40+

Years of experience

Established in 1985



Diverse Portfolio

6,000+ SKUs

10+ Cable & Conductors types



State-of-the-art

Facility

75 kVA in-house testing lab



350+

Dealers

Nationwide network



Geographical footprint

7 branch offices

3 Global market representatives



Global Certifications

BASEC, KEMA Gold, UL Solutions,
VEIKI-VNL



1st in Pakistan

CCV Lines



1st in Pakistan

Aluminum Plant



1st in Pakistan

Fast Tasdeeq

SMS + QR code cable verification
and mobile app



1st in Pakistan

AI Chat Bot

AI driven conversational Chat bot
to drive customer delight



CSR & Sustainability

Collaborate with FLF & several
other community welfare projects



FAST CORPORATE JOURNEY

تاروں سے ستاروں تک



1985–2000

Laying the Foundations

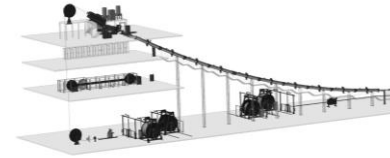
- Building Wires & Cables Division
- Branch offices: Lahore, Islamabad, Sialkot
- Registered as Fast Cables & Co., 1998



2001–2014

National Footprint

- Branch offices: Karachi, Peshawar, Multan, Faisalabad
- Plant expansions incl. PVC plant (backward integration)
- Incorporated as Fast Cables Limited, 2008



2015–2020

Scale and National Firsts

- Unit 2 inaugurated by the Prime Minister
- Nationwide dealership network
- Market share leadership
- Brand of the year award
- First in Pakistan: CCV line for MV cables, aluminium alloy plant, KEMA Gold; FAST Tasdeeq and FAST mobile app



2021–2026

Listed and Certified

- IPO and PSX listing
- Fast Lights launched
- Additional CCV and copper upcasting machine
- Additional Aluminum alloy CCR line
- SAP ERP
- First in Pakistan: BASEC, UL, TAQA approval, Greeley conductor manufacturing, VEIKI-VNL certification, FAST AI Chatbot



تاروں سے ستاروں تک

SECTION 02 • PRODUCT PORTFOLIO

Our Verticals & Products Portfolio

CABLES | LIGHT | METALS | PVC

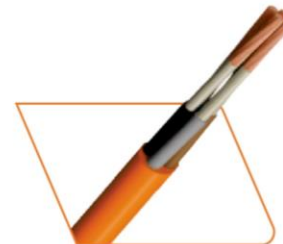


PRODUCT PORTFOLIO – CABLES

تاروں سے ستاروں تک



Building Wires & Cables



LSZH & Fire-Resistant Cables



Solar Cables

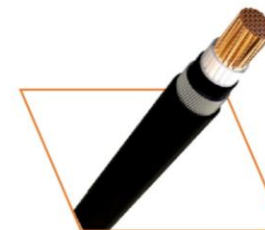
CABLES



Aerial Bundled Cables



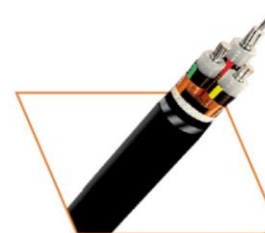
Communication Cables



Low Voltage Power Cables



**Control & Instrumentation
Cables**



Medium Voltage Cables



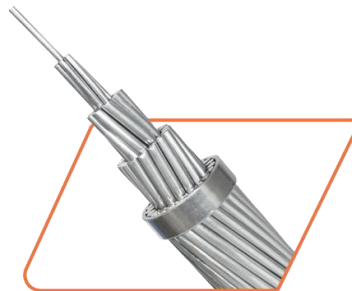
Conductors



PRODUCT PORTFOLIO – CABLES

تاروں سے ستاروں تک

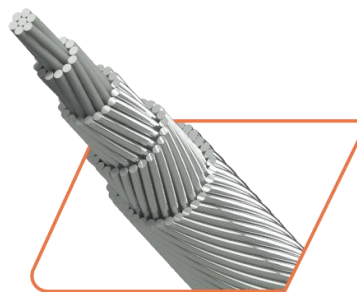
OVERHEAD CONDUCTORS



**All Aluminium Alloy
Conductor (AAAC)**



**All Aluminium
Conductor (AAC)**



**Aluminium Conductor
Steel Reinforced (ACSR)**



**Aluminium Conductor
Fiber Reinforced (ACFR)
- HTLS Conductor**



PRODUCT PORTFOLIO – LIGHTS

تاروں سے ستاروں تک

LIGHTS

Lamps

- Tube Rods



- Bulbs



Outdoor Luminaires

- Floodlights



- Street Lights



- Architectural Outdoor



Indoor Luminaires

- Downlights



- Damp Proof



- Panel Lights



- Linear Lights



- Emergency Lights



- Track Lights



- Battens



- Bay Lights



- Ceiling & Wall Mounted



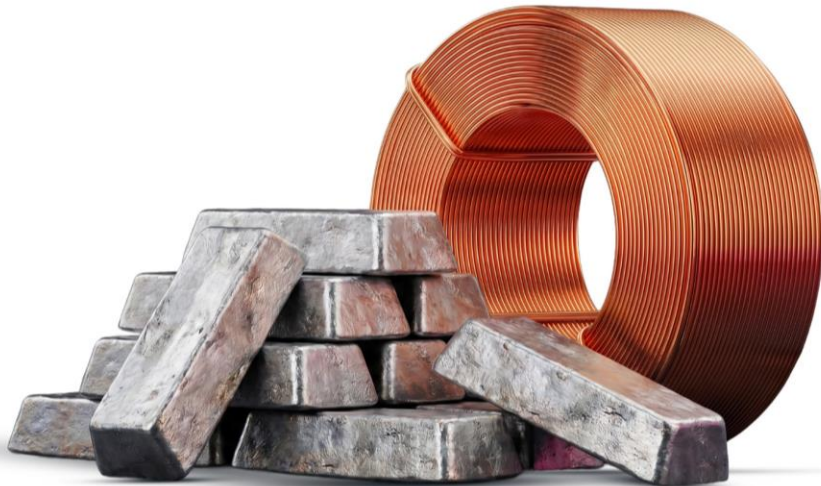


PRODUCT PORTFOLIO – METALS | PVC

تاروں سے ستاروں تک

METALS

- Home to advanced Aluminum, Aluminum Alloy & Copper Plants.
- Powering superior cable quality through in-house metallurgy.
- Supplying high-quality raw materials for diverse industries.



PVC

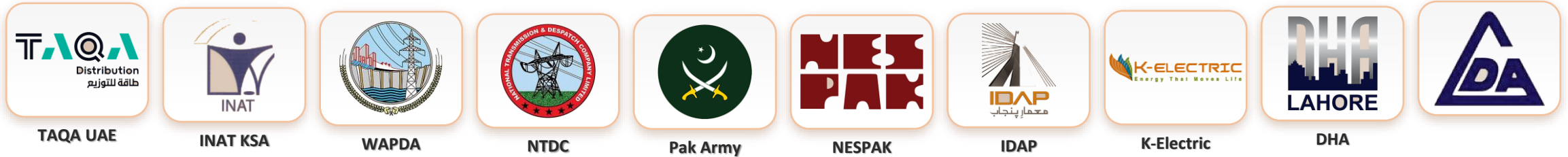
- Delivering superior PVC cable compounds through advanced manufacturing excellence.
- Formulating solutions tailored to diverse cable industry requirements.
- Backed by advanced polymer laboratories for precision and performance.





CERTIFICATIONS & APPROVALS

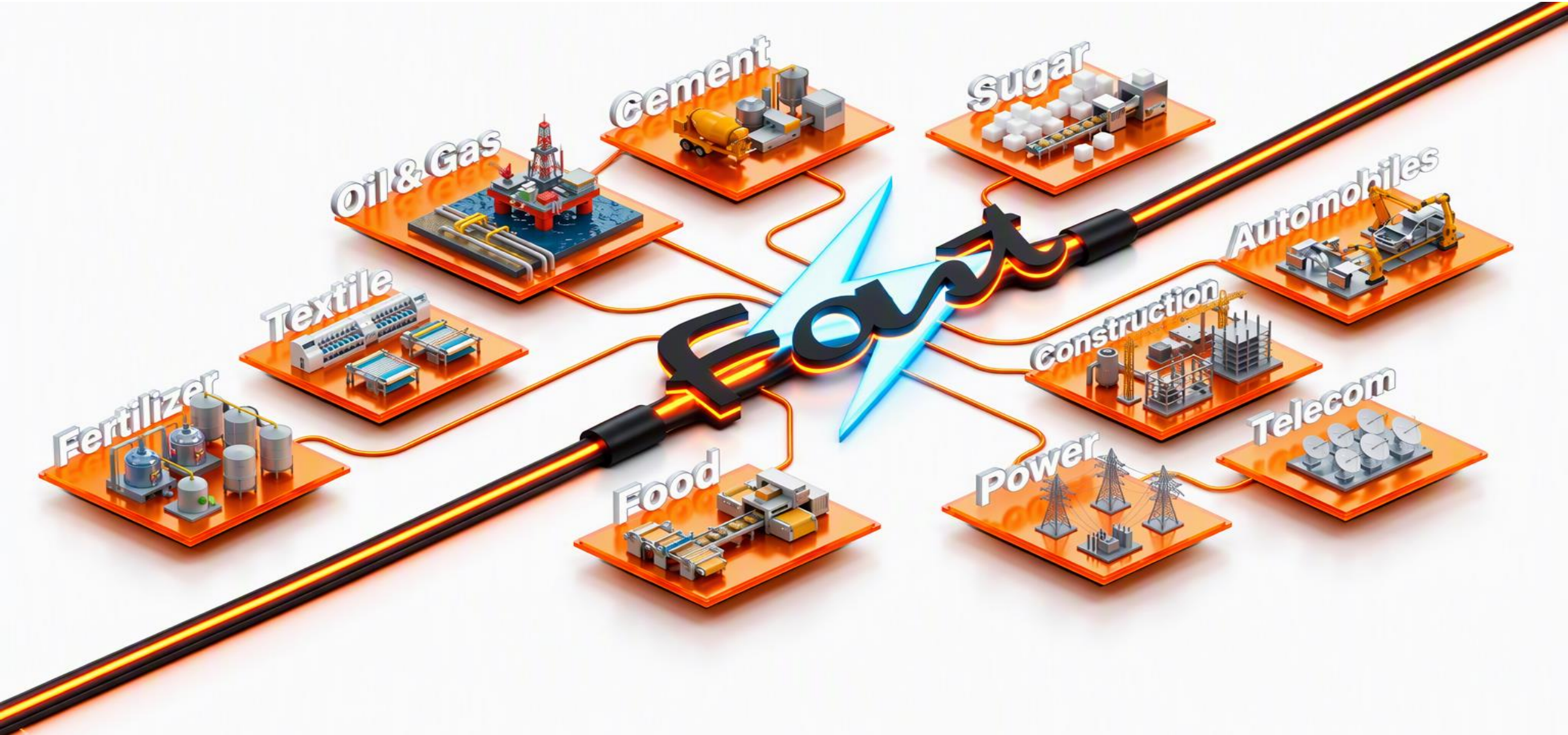
تاروں سے ستاروں تک





SECTORS SERVED

تاروں سے ستاروں تک





تاروں سے ستاروں تک

SECTION 03 • FINANCIALS

Financial Performance
FY-2026 & Q1-2027



FINANCIAL HIGHLIGHTS FY 2026

تاروں سے ستاروں تک

Net revenue

▲ 21.5%

Rs 38.72 bn

FY25: 31.86 bn

Year-on-year growth

Gross profit

▲ 34.5%

Rs 7.23 bn

FY25: 5.38 bn

GP margin 18.7% vs 16.9%

Operating profit

▲ 45.5%

Rs 5.07 bn

FY25: 3.48 bn

OP margin 13.1% vs 10.9%

EBITDA

▲ 32%

Rs 5.71 bn

FY25: 4.32 bn

Year-on-year growth

Profit after tax

▲ 66.2%

Rs 2.11 bn

FY25: 1.27 bn

NP margin 5.5% vs 4.0%

Earnings per share

▲ 66.5%

Rs 3.28

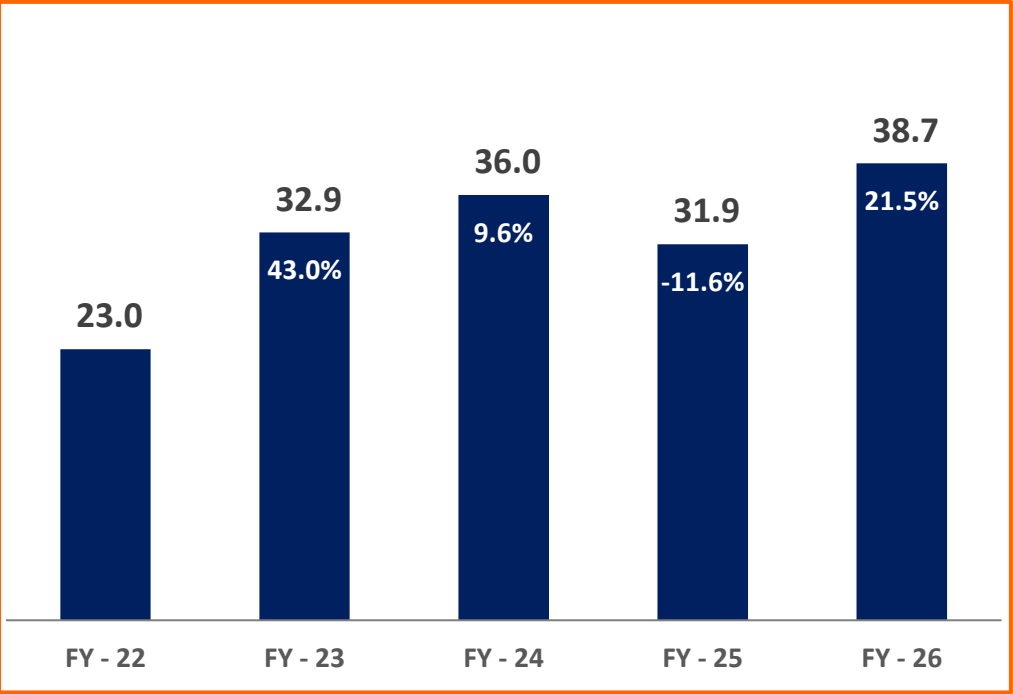
FY25: Rs 1.97



تاروں سے ستاروں تک

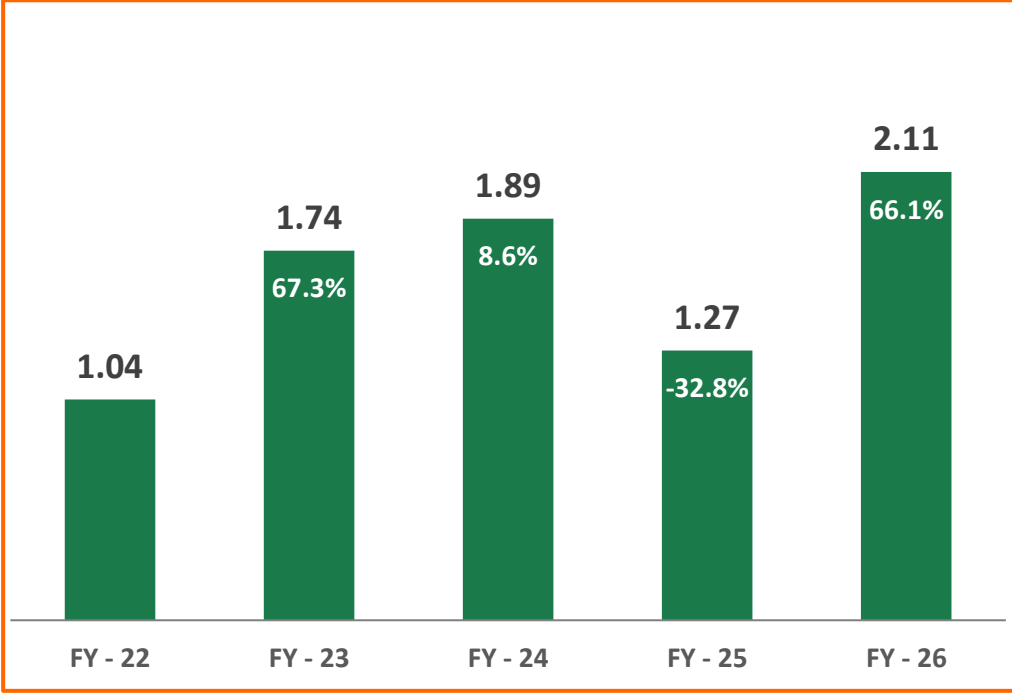
FIVE YEARS TREND – REVENUE & PROFITABILITY

Revenue (Rs. In Billion)



+13.9% Topline CAGR FY22 - FY26

Net Profit (Rs. In Billion)



+19.3% Bottomline CAGR FY22 - FY26

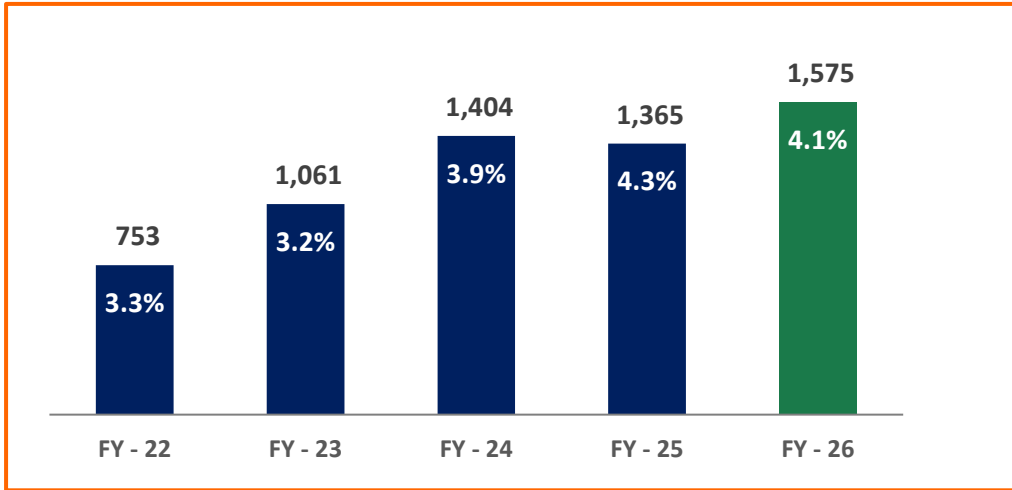


FIVE-YEARS TREND – EXPENSES

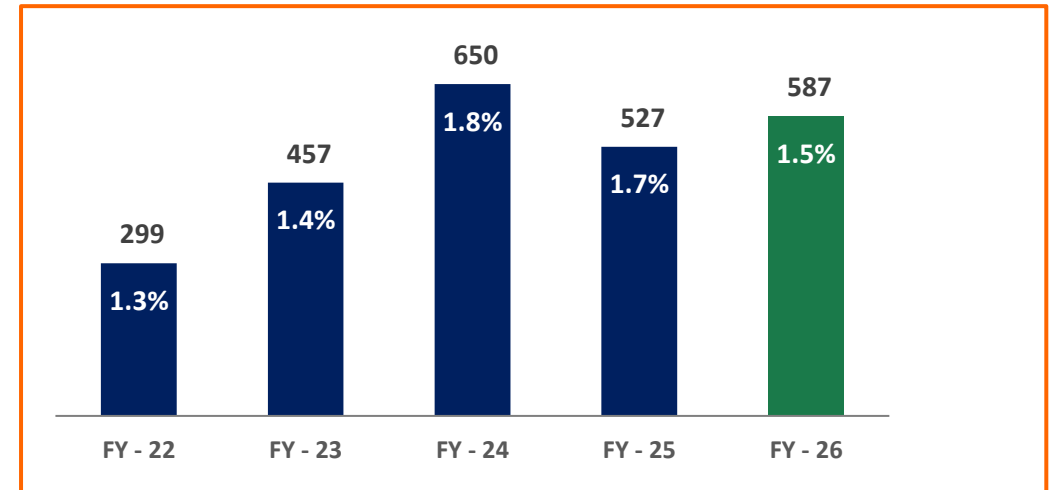
Amount in Millions || as a % of sales

تاروں سے ستاروں تک

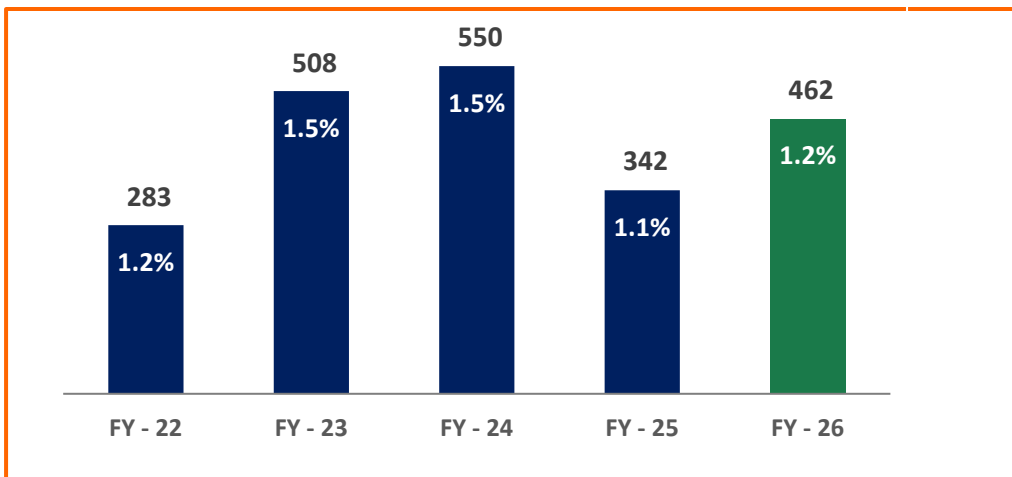
DISTRIBUTION COST



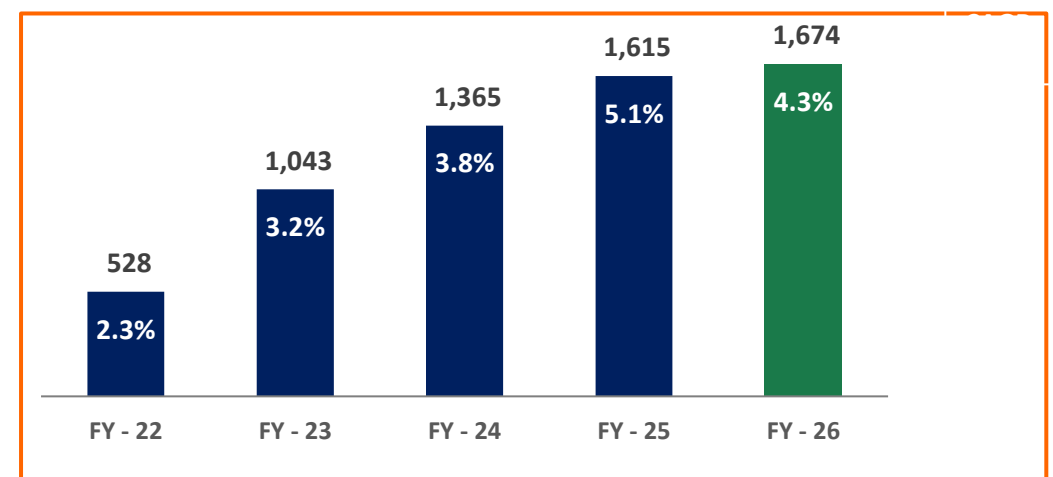
ADMINISTRATIVE COST



OTHER EXPENSE



FINANCE COST





FINANCIAL HIGHLIGHTS Q1 FY 2027

تاروں سے ستاروں تک

Net revenue

▲ 4.3%

Rs 9.01 Bn

SPLY: 8.64 Bn

QoQ growth

Gross profit

▲ 2.4%

Rs 1.52 Bn

SPLY: 1.48 Bn

GP margin 16.8 % vs 17.1 %

Operating profit

▼ 11.4%

Rs 891 Mn

SPLY: 1,005 Mn

OP margin 9.9 % vs 11.6 %

EBITDA

▼ 2.2%

Rs 1.06 Bn

SPLY: 1.08 Bn

QoQ growth

Profit after tax

▼ 21.3%

Rs 305.2 Mn

SPLY: 387.6 Mn

NP margin 3.4 % vs 4.5 %

Earnings per share

▼ 21.7%

Rs 0.47

SPLY: Rs 0.60



تاروں سے ستاروں تک

MARKET SEGMENTS & GROWTH



Trade	C&I and Housing	Institutions	Exports	Lights	Company total
Network of distributors & dealers	B2B commercial and industrial & housing projects	NTDC, K-Electric, DISCOs	Middle East, N. America, Africa	Wide variety of lighting solutions	Cables + Lights

FY 2026
YoY

↑ +36%	↑ +8%	↑ +60%	➡ Maintained	➡ Maintained	↑ +21.5%
--------	-------	--------	--------------	--------------	----------

Q1 2027
QoQ

↑ +70%	↑ +21%	↓ -85%	↑ +9%	↓ -25%	↑ +4.3%
--------	--------	--------	-------	--------	---------



STATEMENT OF PROFIT OR LOSS

تاروں سے ستاروں تک

Head	Financial Year Ended		
	FY 26	FY 25	Variance
	Rupees in Millions		%
Revenue	38,715	31,859	21.5%
Cost of revenue	(31,485)	(26,484)	18.9%
Gross Profit	7,231	5,376	34.5%
Distribution cost	(1,575)	(1,365)	15.4%
Administrative expenses	(587)	(527)	11.3%
	(2,162)	(1,892)	14.3%
Operating Profit	5,069	3,483	45.5%
Other operating expenses	(462)	(342)	35.1%
Finance cost	(1,674)	(1,615)	3.7%
Other income	446	613	-27.2%
Profit before Taxation	3,379	2,139	57.9%
Taxation	(1,267)	(869)	45.9%
Net Profit for the Period	2,111	1,271	66.2%
Earnings per Share	3.28	1.97	

1st Quarter ended		
Q1 - FY 27	Q1 - FY 26	Variance
Rupees in Millions		%
9,013	8,640	4.3%
(7,498)	(7,160)	4.7%
1,515	1,480	2.4%
(469)	(315)	48.7%
(155)	(159)	-2.6%
(624)	(474)	31.5%
891	1,005	-11.4%
(77)	(93)	-16.8%
(425)	(369)	15.1%
106	112	-5.5%
495	656	-24.5%
(190)	(268)	-29.1%
305	388	-21.3%
0.47	0.60	



تاروں سے ستاروں تک

SECTION 04 • OPERATIONS

Key Business Risks & Operational Highlights



MAJOR CHALLENGES AND ACHIEVEMENTS

تاروں سے ستاروں تک

MAJOR CHALLENGES

- 1 Copper and aluminum price volatility**
Copper: Low 9,536 || High 14,097 || Avg. 11,902
Aluminum: Low 2,545 || High 3,855 || Avg. 3,086
- 2 Geopolitical conflict**
Supply chain disruption, higher freight costs and longer delivery timelines
- 3 Inflation and higher energy costs**
Higher manufacturing and operating costs across the business
- 4 Working capital and finance cost pressure**
Higher interest rates and working capital needs challenged liquidity management
- 5 Unregulated trade environment**
Unregulated market practices and undocumented trade created pricing pressures and an uneven competitive landscape.

MAJOR ACHIEVEMENTS

- 1 IPO-funded expansion completed**
Rs. 3.13bn raised in 2024; new facilities fully operational
- 2 Consolidation of manufacturing units**
Unit- I merged into Unit- II (Sundar); efficiencies enhanced
- 3 2nd Alu Alloy Plant & BESS Installation**
Pilot run completed, scale up planned in FY 2027
- 4 Capacity Utilization**
Volumetric growth achieved FY 26; Cables || 8%, Lights || 4%
- 5 National recognitions**
FBR Exemplary Taxpayer; ICAP/ICMAP Best Corporate Reporting; Philanthropy and Sustainability awards



تاروں سے ستاروں تک

SECTION 05 • FUTURE OUTLOOK

Opportunities, Challenges & Our Priorities



FUTURE OUTLOOK & GROWTH OPPORTUNITIES

تاروں سے ستاروں تک



Privatization of DISCOs will drive grid modernization, accelerating CAPEX, demand for loss reduction conductors and cables. **(FESCO, GEPCO & IESCO in Phase-1)**



'Apna Ghar' scheme financing - a direct multiplier for cable, wire and lighting demand nationwide.



Exports are expected to double this year, with an enhanced footprint in **16 countries**.

Target markets: Africa, USA, Saudi Arabia & UAE



Pakistan's **data center** build-out is a new demand pool: Each facility requires extensive power, control & data cabling — high-value cable demand.

Installed capacity 23.5 MW today, rising to 53.3 MW by 2030



LSM growth of 4.98% (Jul-June 26) indicates that key sectors are stabilising, which supports broader economic momentum.



The **construction industry** has seen an uptick in previous quarters, reviving demand.



Govt. of Punjab is carrying out **Massive Development Projects** all over the province for beautification, creating demand.

Underground wiring & parking projects



Charging infrastructure requires new power cabling — a direct FCL opportunity.

3,000 public charging stations targeted nationwide by 2030

Business Risks:

- Commodity Price Volatility
- Inflation and Energy Cost
- Geopolitical Conflict
- Interest Rate

Strategic Priorities:

- Expand Solar & BESS Capacity
- Working capital Discipline
- Optimum Capacity Utilization
- Sustainability



SUSTAINABILITY & SOCIAL IMPACT

تاروں سے ستاروں تک



3.1 MW

Solar Capacity

Installed solar power



522 kWh

BESS Pilot Completed

250 kW battery storage



Rs 136 Mn

CSR in FY-2026

Healthcare, education, youth & community



**12
Universities**

FAST AWARDS

FAST Excellence & Sustainability Awards



6,000

Trees & Mangroves Planted

With WWF, Al-Khidmat & Bargad Foundation



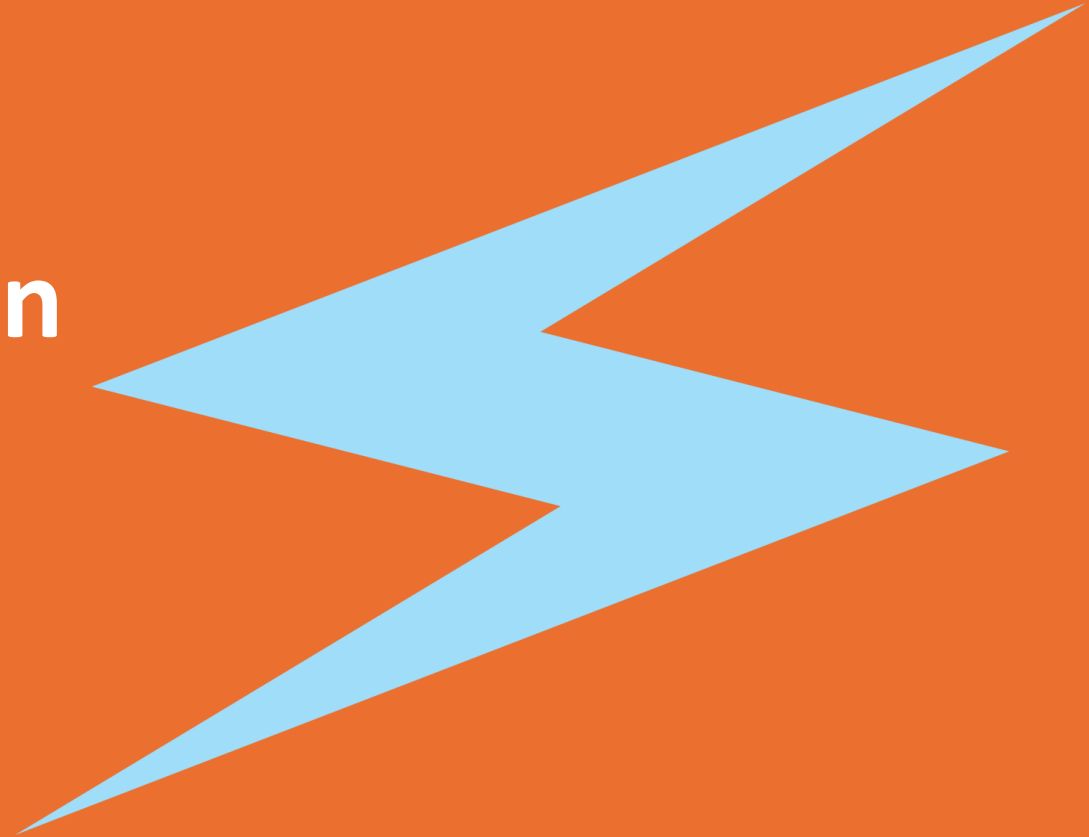
WWF

Green Office

Recertified under WWF Green Office Programme

Question & Answer Session

Fast Cables Limited | Corporate Briefing Session FY2026 & Q1-2027



Thank You

Faiza Jabeen

Head of Treasury & Investor Relations

investor.relations@fast-cables.com

fast-cables.com/investor-relations

