KOHAT CEMENT COMPANY LIMITED

Corporate Briefing Session

FY2026 & Q1 FY27

November 19, 2026

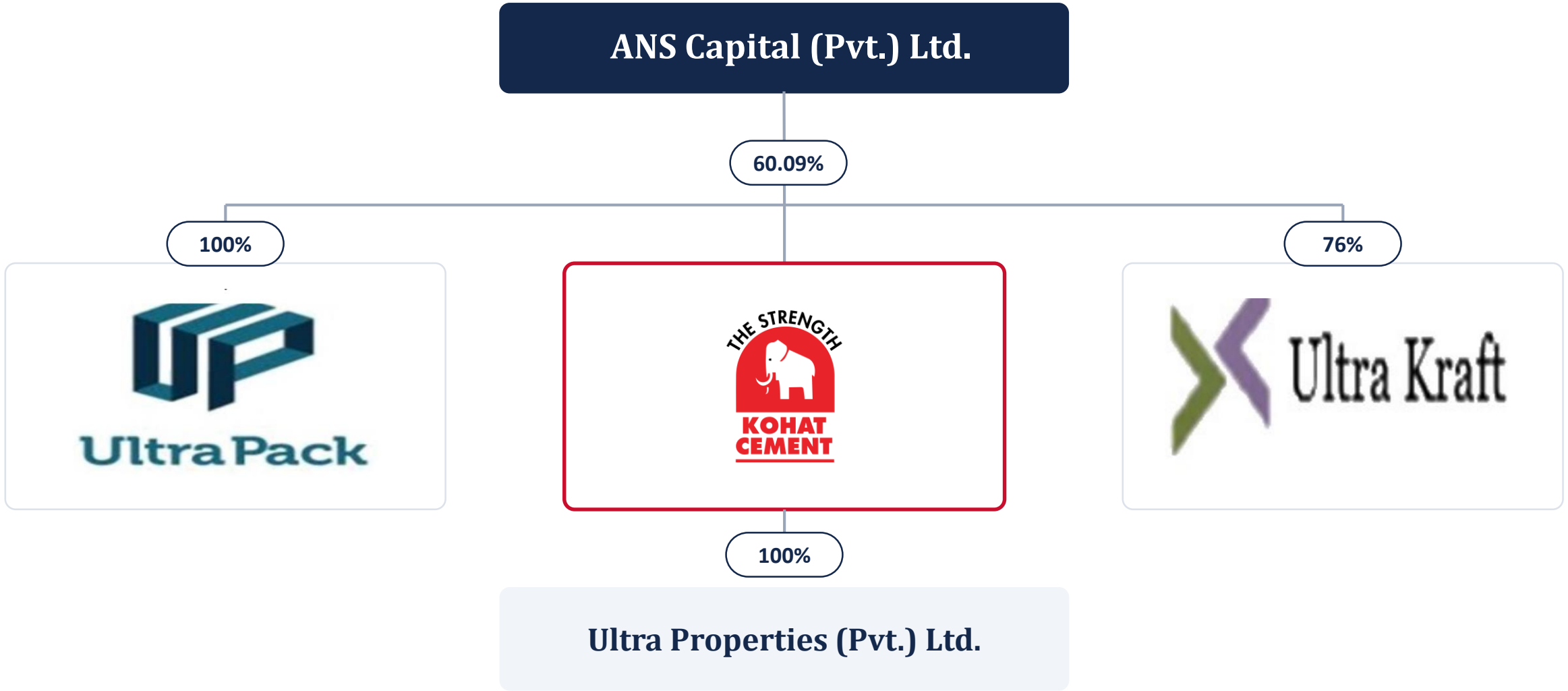


AGENDA

Today's Briefing

01	**Company Overview**	Group structure, history and products	Slides 3-6
02	**Sustainability & CSR**	ESG performance and community investment	Slides 7-8
03	**Business & Markets**	Revenue drivers, risks, sales and dispatches	Slides 9-11
04	**Financial Performance**	Four-year trend, FY2026 results and Q1 FY27	Slides 12-16
05	**Projects & Outlook**	Power and coal mix, ongoing projects, outlook	Slides 17-20

Group Structure



Company Information

Kohat Cement Company Limited (KCCL) is a public limited company incorporated in Pakistan under the Companies Act, 1913 (now Companies Act, 2017) and is listed on Pakistan Stock Exchange.

The company is engaged in production and sale of cement and is one of the leading cement manufacturers of Pakistan.

Total clinker production capacity of the company is 5,022,600 metric tons (FY2025: 5,022,600).

Company History

1983

Line I

1,000 TPD

Enhanced to 1,800 TPD (1996)

2005

Line II

450 TPD

White cement

2008

Line III

6,700 TPD

Enhanced to 7,064 TPD (2024)

2020

Line IV

7,428 TPD

TPD = tons per day (clinker capacity)

Our Products



OPC - Grey Cement



OPC - Precast Cement



OPC - Composite Cement



OPC - White Cement

ESG Performance & Sustainability

43.62%

Renewable sources

Share of power from renewable sources

17.66 MW

Solar capacity

Expected increased to 20 MW

PKR 104.42M

CSR programme

Community investment during FY2026

~60%

Wastewater recycled

Water recycled across operations

Corporate Social Responsibility

CSR SPENDING DURING FY2026

PKR 104.42M

+8.8% versus FY2025 (PKR 96.01M)

54,200

tree saplings planted. Afforestation and community green-cover initiatives.

Education / Scholarships

Scholarships, school operations and student development

PKR 32.57M

Community and Social support

Interest free loan, RO Plant, Solar Power, Hajj Sponsorship Program

PKR 28.84M

Health

Emergency hospital block, critical care and ambulance services

PKR 28.53M

Environment Sustainability

Plant site preparation, gardening, maintenance of irrigation system

PKR 8.04M

Sports

Sports development and youth engagements

PKR 6.44M

Key Revenue Drivers & Business Risk

REVENUE DRIVERS

Housing, Commercial & Industrial Development

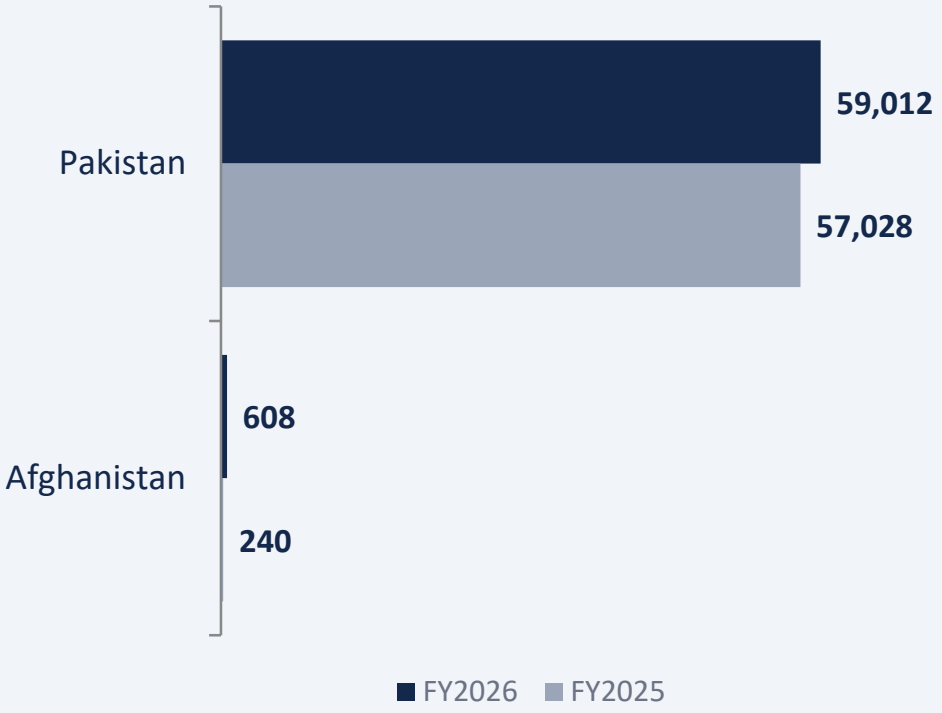
Government Development Programs, Housing Finance

BUSINESS RISK

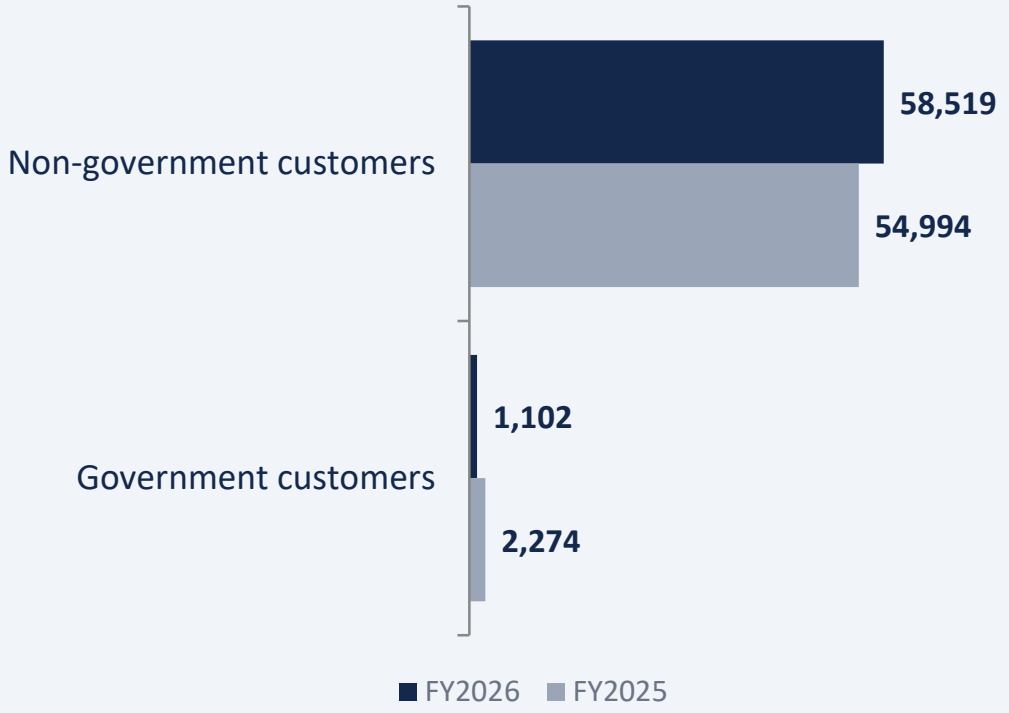
Business Risk	Impact	Response
Operational Risk	Unplanned production interruption, disruptions in supply of raw material, power and fuel availability	• Effective production planning • Reliable sources of key raw materials • Preventive & predictive maintenance programs
Pricing Risk	Volatility in coal & energy prices, the key component of the company's production cost	• Effectively monitoring international and local coal market • Optimize procurement strategy

Sales Breakdown: Gross Revenue

Geographical sales (PKR million)



Customer-wise sales (PKR million)



Dispatches and Capacity Utilization

	Full year			First quarter		
	FY2026	FY2025	Y-o-Y	Q1FY27	Q1FY26	Y-o-Y
Cement industry						
Capacity utilization	**59.77%**	**55.70%**	**7.3%**	**62.16%**	**59.82%**	**3.9%**
Local	49.12%	44.81%	**9.6%**	51.30%	47.58%	**7.8%**
Export	10.65%	10.89%	**-2.2%**	10.86%	12.24%	**-11.3%**
Kohat Cement						
Capacity utilization	**50.12%**	**47.39%**	**5.8%**	**54.32%**	**55.98%**	**-3.0%**
Local	49.03%	46.96%	**4.4%**	54.32%	52.04%	**4.4%**
Export	1.09%	0.43%	**156.0%**	0.00%	3.94%	**-100%**
Dispatches (tons)	**2,517,220**	**2,328,338**	**8.11%**	**682,024**	**702,887**	**-2.97%**
Local	2,462,543	2,307,444	**6.72%**	682,024	653,461	**4.37%**
Export	54,677	20,894	**161.69%**	-	49,426	**-100.00%**

Key Financial Metrics

PKR in million	FY2026	FY2025	FY2024	FY2023
Financial position				
Shareholders' equity	58,654	47,955	41,090	32,610
Non-current liabilities	8,533	7,177	6,657	7,008
Current liabilities	12,829	11,662	11,096	9,912
Non-current assets	31,860	28,180	26,631	26,617
Current assets	48,156	38,615	32,212	22,913
Profit and loss				
Sales - net	38,531	37,536	38,648	38,922
Gross profit	13,648	14,892	11,256	10,433
Other income	4,646	5,281	4,451	2,086
EBITDA	17,406	19,362	15,636	12,326
Profit before tax	15,968	17,747	13,776	10,469
Profit after tax	10,697	11,575	8,893	5,821

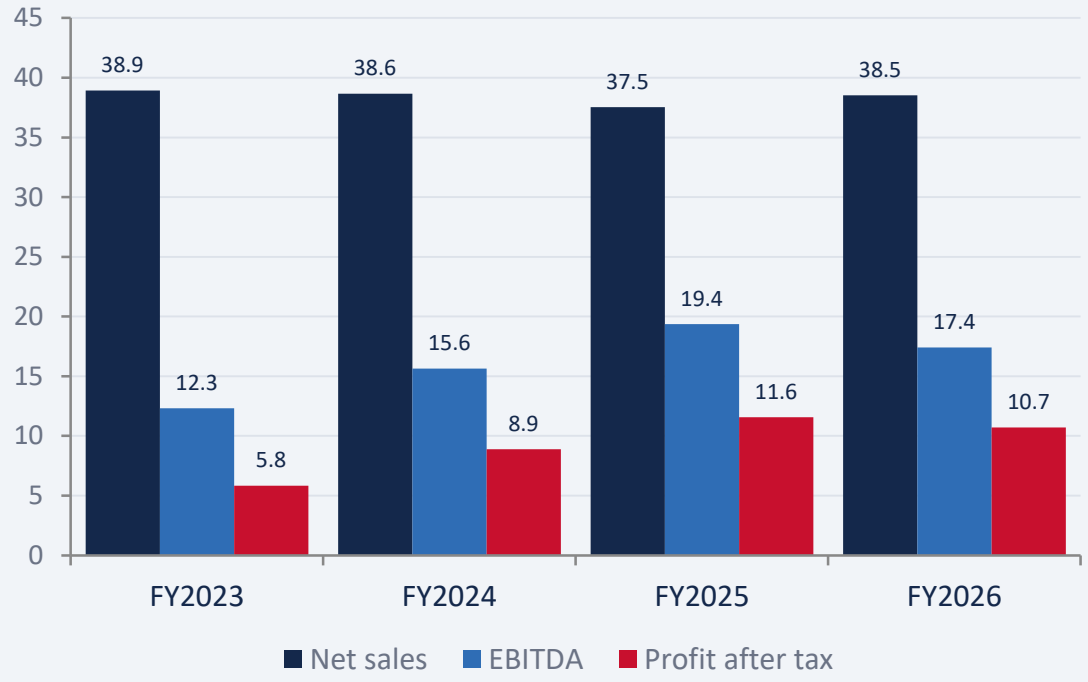
Ratios	FY2026	FY2025	FY2024	FY2023
Profitability (%)				
Gross profit margin	35.42	39.67	29.13	26.80
Net profit margin	27.76	30.84	23.01	14.96
EBITDA margin	45.17	51.58	40.46	31.67
Market ratios				
EPS (PKR)	11.64	11.97	9.06	5.80
P/E ratio (x)	9.46	6.32	5.41	5.99

PKR 10.7bn

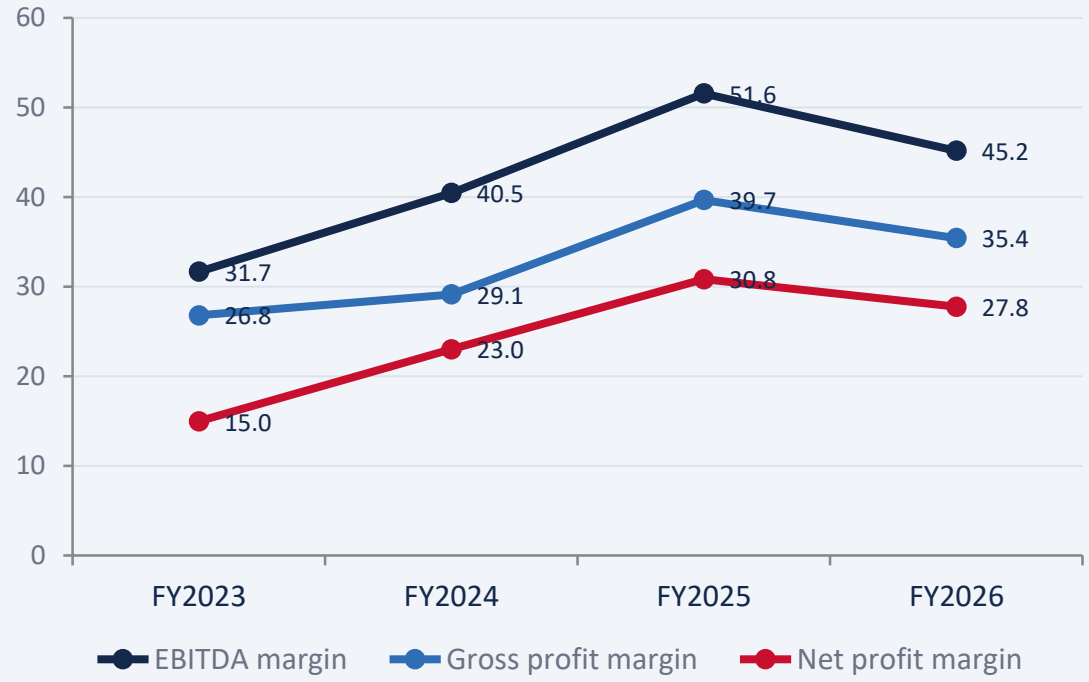
Profit after tax in FY2026, against PKR 5.8bn in FY2023

Four-Year Performance Trend

Net sales, EBITDA and profit after tax (PKR billion)



Profitability margins (%)



Statement of Financial Position FY2026

PKR million	FY2026	FY2025
Property, plant and equipment	27,253	23,360
Total non-current assets	**31,860**	**28,180**
Stores, spares and loose tools	5,895	4,991
Short term investments	35,510	26,942
Total current assets	**48,157**	**38,615**
Total assets	**80,016**	**66,795**
Total equity	**58,654**	**47,955**
Long term financing – secured	3,215	1,449
Total non-current liabilities	**8,533**	**7,177**
Provision for taxation – net	1,790	2,924
Short term borrowings – secured	2,191	4
Total current liabilities	**12,829**	**11,662**
Total equity and liabilities	**80,016**	**66,794**

Property, plant and equipment: Increased primarily due to capital expenditure on the Company's 28.5 MW coal-fired power plant project.

Stores, spares and loose tools: Increased mainly due to higher coal stock at year-end, supporting future production requirements.

Short term investments: Increased due to additional deployment of surplus funds into short-term investments, including mutual funds, as part of treasury management.

Long term financing: Increased primarily due to financing obtained for the 28.5 MW coal-fired power plant project.

Short term borrowings: Increased due to limits availed at year end; repaid subsequently.

Provision for taxation - net: Decreased primarily due to payments of super tax liabilities under Section 4C of the Income Tax Ordinance, 2001.

Profit & Loss FY2026

PKR million	FY2026	FY2025	Y-o-Y
Sales - net	**38,531**	**37,536**	**2.65%**
Cost of sales	(24,883)	(22,644)	**9.88%**
Gross profit	**13,648**	**14,891**	**-8.35%**
Gross profit margin	35.4%	39.7%	
Total operating expenses	(2,172)	(2,075)	**4.68%**
Operating profit	**11,476**	**12,816**	**-10.46%**
Other income	4,646	5,281	**-12.03%**
Finance cost	(153)	(350)	**-56.15%**
Profit before taxation	**15,968**	**17,747**	**-10.02%**
Taxation	(5,271)	(6,172)	**-14.59%**
Profit after tax	**10,697**	**11,575**	**-7.59%**
Net profit after tax ratio	27.8%	30.8%	
Average effective tax ratio	33.0%	34.8%	
Earnings per share (PKR)	**11.64**	**11.97**	**-2.76%**

Sales: Higher domestic sales volumes, partially offset by lower selling prices (FY2026: Rs. 15,307/MT; FY2025: Rs. 16,121/MT) amid intensified market competition.

Cost of sales: Increased due to higher production volumes, coupled with higher fuel, raw and packing material costs.

Other income: Lower interest rates led to a decrease in other income.

Taxation: Super tax decreased from 10% to 8% w.e.f. July 2026; the deferred tax liability decreased and the adjustment was recorded in the 4th quarter.

Financial Summary: Q1 FY27 vs Q1 FY26

Net sales

11,837

▲ +15.1% YoY

Gross profit

4,945

▲ +39.8% YoY

Operating profit

4,308

▲ +40.9% YoY

Cost of sales

6,892

▲ +2.1% YoY

Other income

938

▼ -36.1% YoY

Taxation

1,906

▲ +23.6% YoY

Dispatches (tons)

Q1FY27	Q1FY26
682,024	702,887

▼ -3.0%

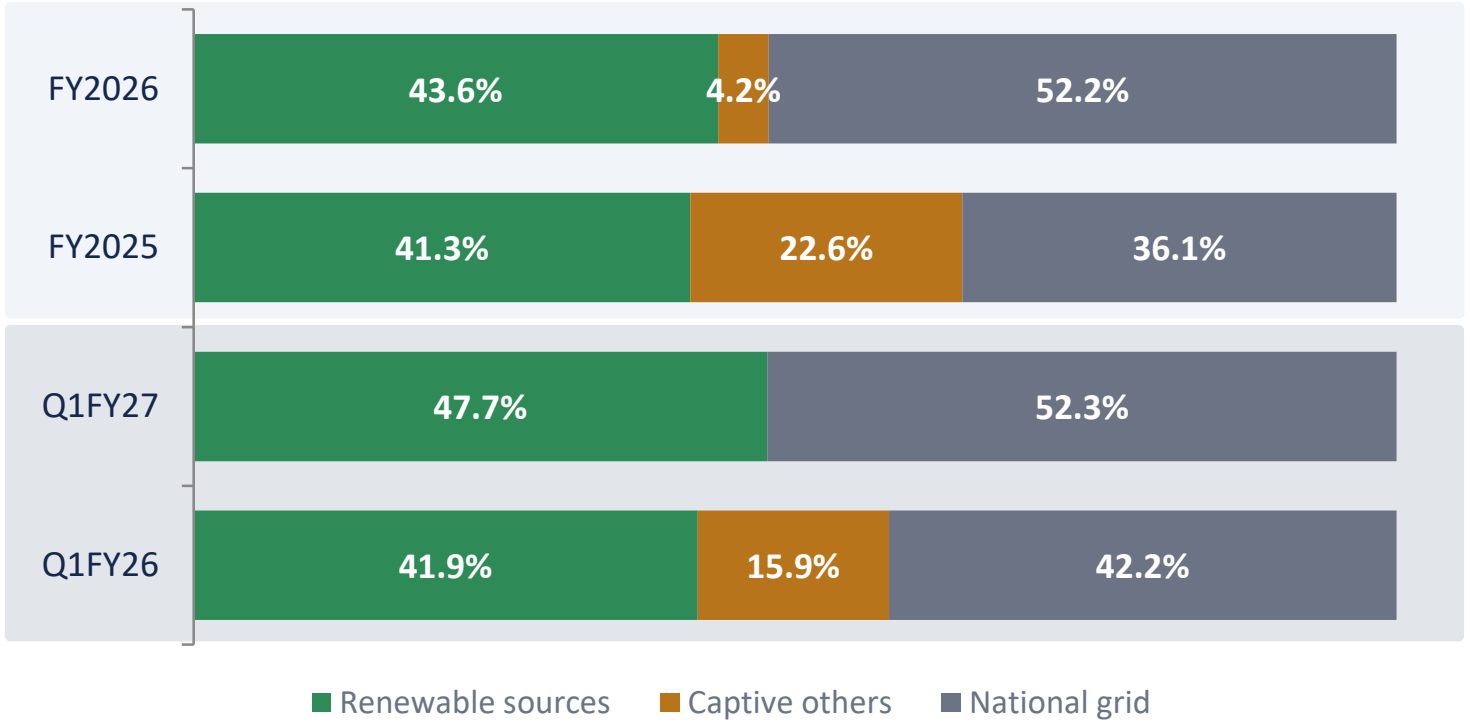
Net retention (PKR/ton)

Q1FY27	Q1FY26
17,356	14,636

▲ +18.6%

Breakdown of Power Mix

Share of total power consumed (%)



47.7%

Renewable share in Q1FY27, up from 41.9% in Q1FY26

43.6%

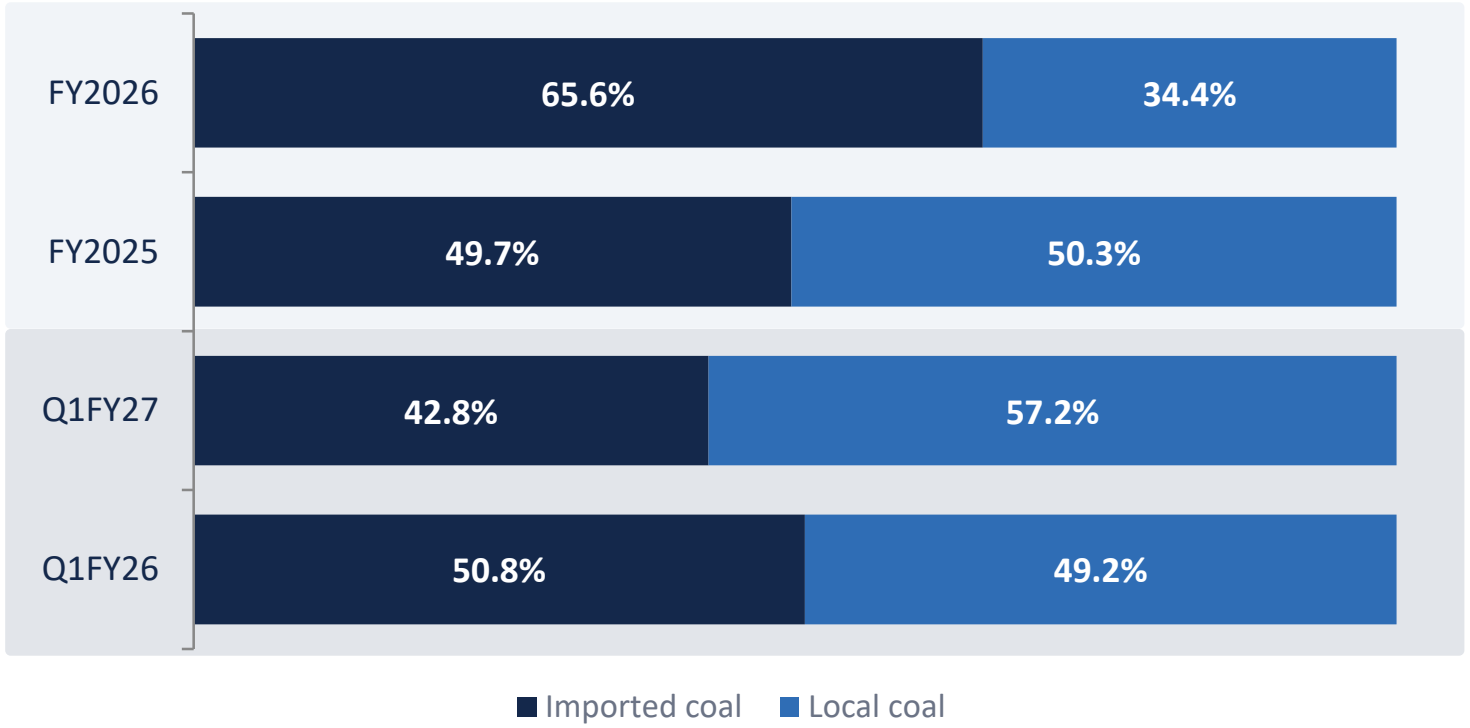
Renewable share in FY2026, up from 41.3% in FY2025

4.2%

Captive others in FY2026, down from 22.6% in FY2025

Breakdown of Coal Mix

Share of coal consumed (%)



57.2%

Local coal in Q1FY27, up from 49.2% in Q1FY26

65.6%

Imported coal in FY2026, up from 49.7% in FY2025

34.4%

Local coal in FY2026, down from 50.3% in FY2025

Ongoing Projects



Solar Power Plant

- 17.66 MW solar power plant installed.
- Solar generation capacity is being increased to 20 MW.
- The Company is also evaluating various BESS options.



Coal-Fired Power Plant

- Approximately 28.5 MW coal-fired power plant under development at the Company's site.
- COD expected by end of December 2026 (subject to security clearance for foreign engineers).



Greenfield Cement Production Line

- Infrastructure development in progress at the Greenfield Cement Production Line in Khushab.
- Plant and machinery imports to be finalized upon sustained improvement in cement demand and construction activity.



Ultra Properties (Pvt.) Ltd.

- Wholly-owned subsidiary established on August 18, 2025 for real estate development.
- Construction commenced of a multi-story commercial building in Gulberg, Lahore, intended for rental income.
- PKR 350 million equity investment made so far.
- Construction shall be completed by end of FY 2028.

Future Outlook

Demand recovery is expected, while costs remain under pressure from higher transportation charges

Demand recovery

The first four months of FY27 has already reflected a 6.20% growth in local cement dispatches signaling a broader recovery in infrastructure development and housing activity. However, export dispatches had decreased by (9.51%) resulting in overall increase in dispatches by 3.15%. With fiscal discipline, stable exchange rates, and improving investor sentiment, overall market fundamentals are expected to remain supportive.

Costing pressure

Costs are expected to remain under pressure due to increase in diesel and coal prices.

Questions & Answers

Thank you

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