

CORPORATE PRESENTATION

CORPORATE BRIEFING SESSION 2026

Financial results and outlook for the year ended 30 June 2026

AGRO PROCESSORS & ATMOSPHERIC GASES LIMITED

Trusted in Pakistani kitchens for decades, our brands stand for **quality, health and everyday convenience**.



AGENDA

A clear view of where we are, where we are going and how we will get there.

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01

Company Overview

Nature of business · Vision · Milestones



Company Overview · About APAG

Built on trust. Moving forward.

APAG was incorporated in 1980 and has grown from a family enterprise into one of Pakistan's leading edible oils and fats companies. Listed on the Pakistan Stock Exchange in September 2026, it is entering a new chapter.

OUR VISION

To build loved and trusted brands for consumers across the globe, transforming simple meals into memorable feasts.

LOCAL AND INTERNATIONAL MARKET

Based in Karachi, APAG serves households, food service (HORECA), bakery and industrial customers in Pakistan through traditional and modern trade channels. Since 2020 the Company has also exported canola oil, banaspati and industrial fats.

Brands for Everyday Healthy Living

APAG produces several leading cooking oil brands and related products, catering to different segments of the market.



Soya Supreme

Flagship Cooking Oil & Banaspati



Soya Supreme Olive Cooking Oil

Olive Cooking Oil Variants



Smart Sauces

Ketchup, Chilli Garlic, Mayonnaise and Spread



Malta

Cooking oil & Banaspati

Trusted by millions of households and businesses

Pioneers in quality products since 1987

Company Overview · B2B, HoReCa & Export

Built for business and export markets

Solutions for large consumers: hotels, restaurants, bakeries, food processors and institutions.



Supremo

Premium bulk cooking and canola oils for institutional clients



Malta

Cooking oil and banaspati for value-conscious customers



HoReCa Packs

Tailored packs for hotels, restaurants, catering and institutions



Taqat & Champion

Bakery fats, shortening and margarine for bakeries and food processing

EXPORT BRANDS

5+ **countries served through exports**



Taqat Export Products

Banaspati & Industrial Margarine



Smart Batter Chips / Flaked Fats

APAG's specialty, widely used in baking, confectionery and snacks

Company Overview · Achievements

Certifications and Recognized Excellence

PAKISTAN FIRSTS

1990
Among the first industrial companies in Pakistan to achieve ISO 9000

1994
First UHT-treated edible oil in Pakistan, under Soya Supreme

2005
One of the first dry fractionation plants in the edible oil sector

2026
SAP Business One ERP across operations

SINCE 2024

FSSC 22000 V6

The first and only edible oil company in Pakistan to achieve this international food safety certification.

ISO 9001

Quality management

Halal

Certified products

ISO 14001

Environmental management

A network that keeps Pakistan moving

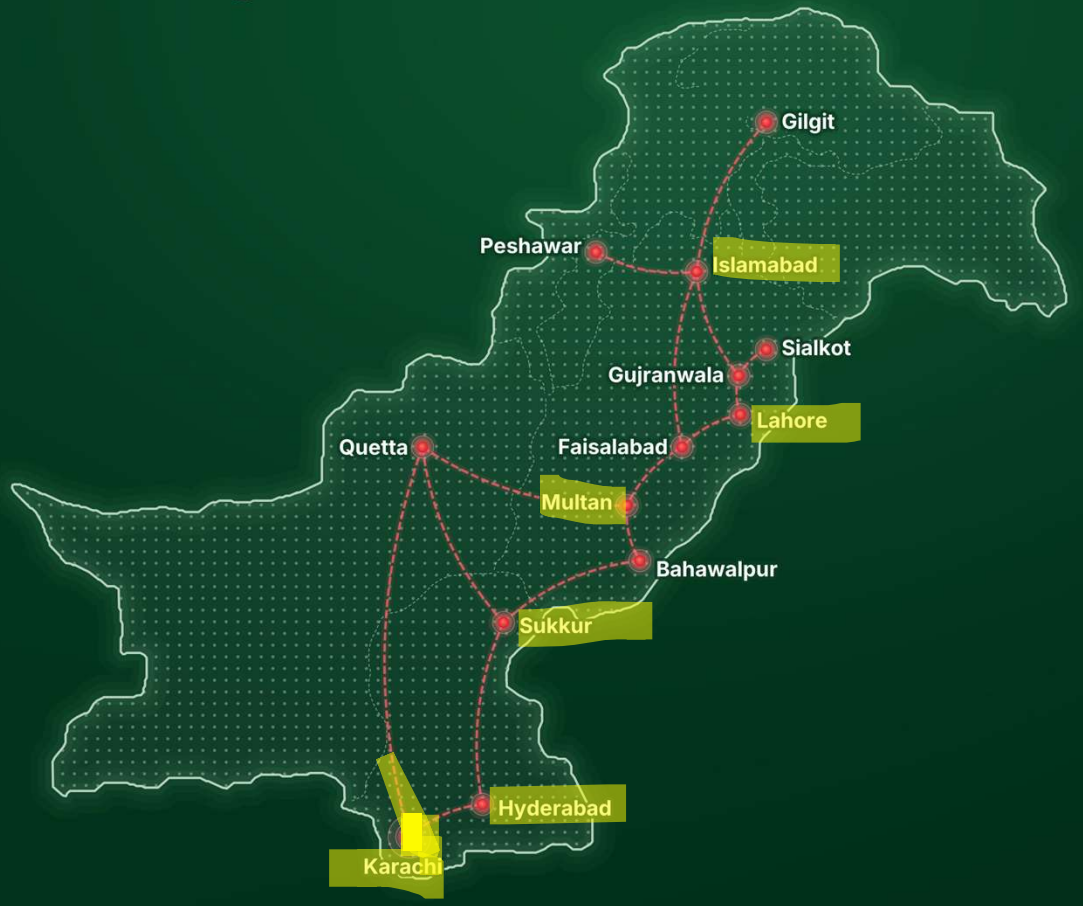
300+
DISTRIBUTORS

50+
CITIES SERVED

From metropolitan cities to local communities, APAG's distribution network ensures quality products reach consumers consistently, from Karachi to Gilgit.

- Nationwide presence
- Strong partnerships. Stronger together.
- Right product. Right place.
- Reliable network. Reliable quality.

For every **Kitchen** | For every **Chef** | For every **Business**



Brand Portfolio and Key Customers

32	Edible oil SKUs
19	Sauces SKUs
5	Margarine SKUs



02

Financial Highlights

FY2026 at a glance · Profit and loss · Balance sheet

Financial Highlights · Overview

FY2026 at a glance

NET SALES

6-year trend · CAGR 14.0%

PKR 19.93bn

▲ 10.3% FY25 PKR 18.07bn



NET PROFIT

6-year trend · CAGR 36.4%

PKR 876m

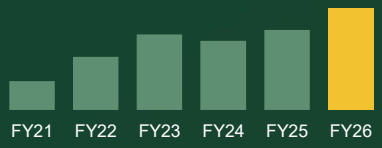
▲ 57.1% FY25 PKR 557m



GROSS PROFIT

PKR 3.28bn ↑ 26.4%

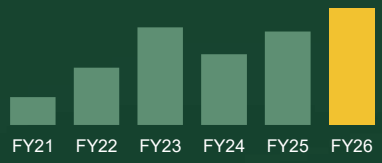
FY25 2.59bn · ▲ +0.68bn



OPERATING PROFIT

PKR 1.42bn ↑ 25.0%

FY25 1.13bn · ▲ +0.28bn



FINANCE COST

PKR 199m ↓ 55.6%

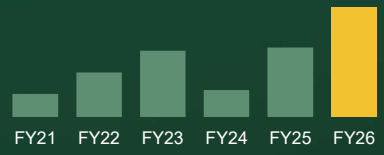
FY25 449m (260 + 188) · ↓ 23.4% excl. other



EPS (PKR)

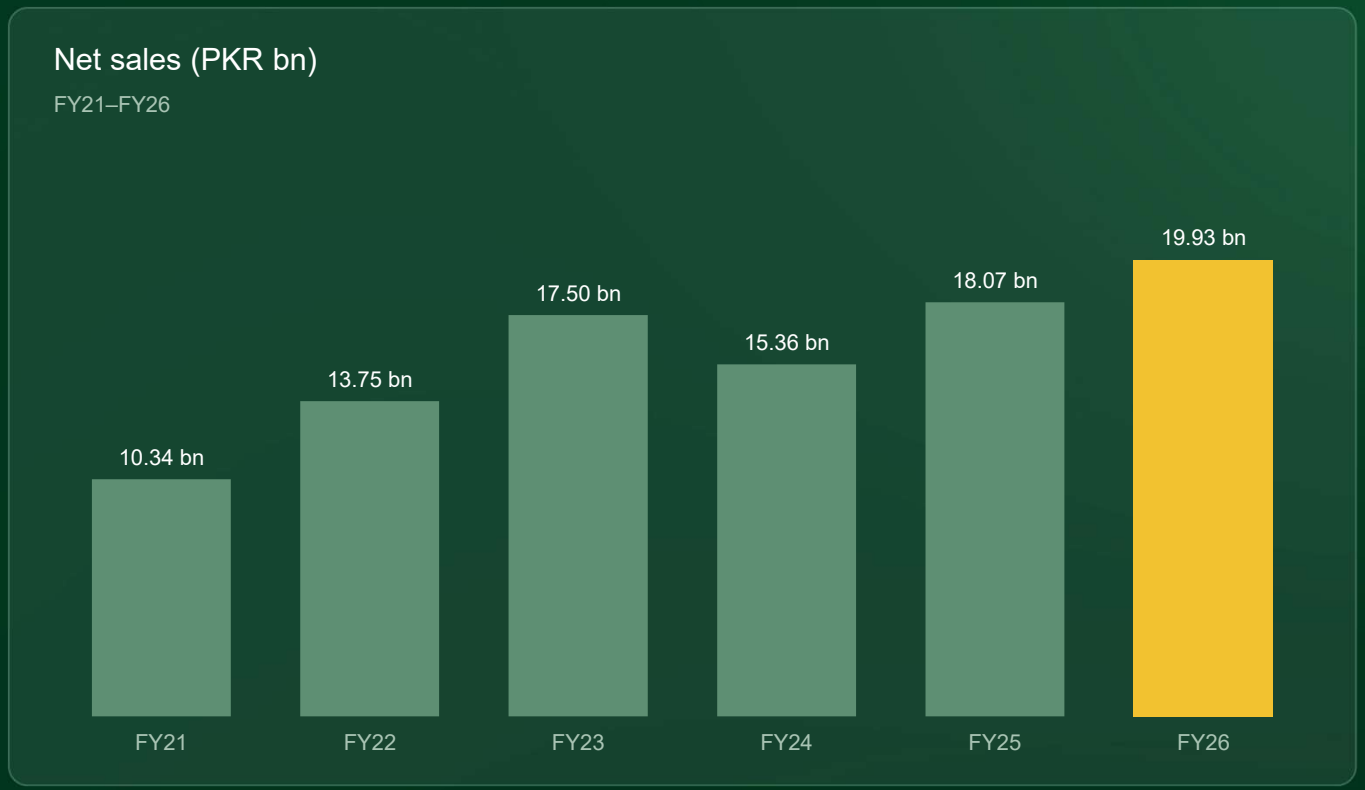
2.66 ↑ 57.1%

FY25 1.69 · ▲ +0.97



Financial Highlights · Sales Trend

Net sales nearly doubled over five years



KEY TAKEAWAYS

+92.8%
Net sales growth, FY21 to FY26

14.0%
Five-year compound annual growth rate

+10.3%
Growth in FY26 vs FY25

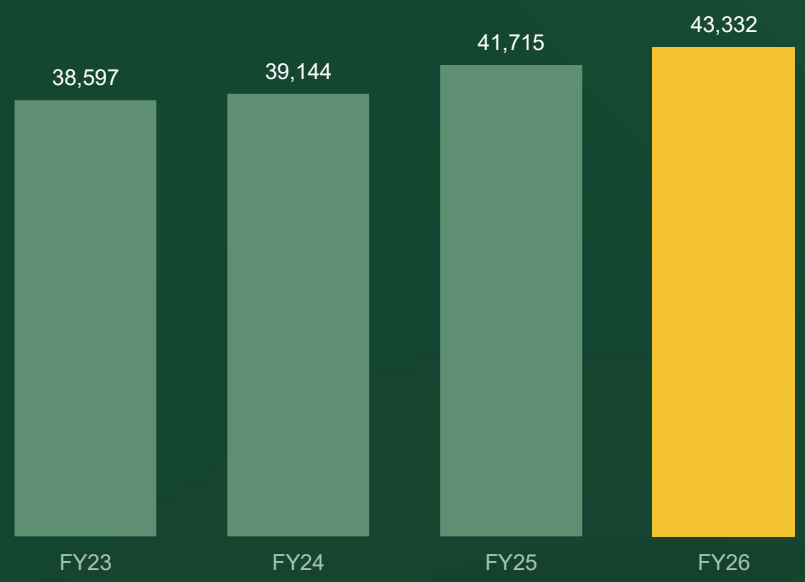
Financial Highlights · Sales Volume

Sales volume up 3.9% in FY2026

Total sales volume (tons)

FY23–FY26

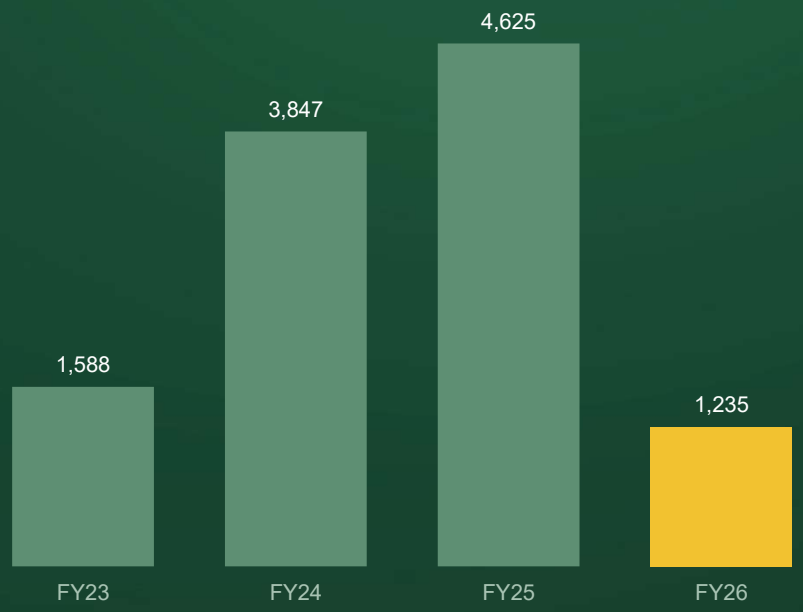
▲ 3.9% YoY



Export sales volume (tons)

Afghan border closure weighed on FY26

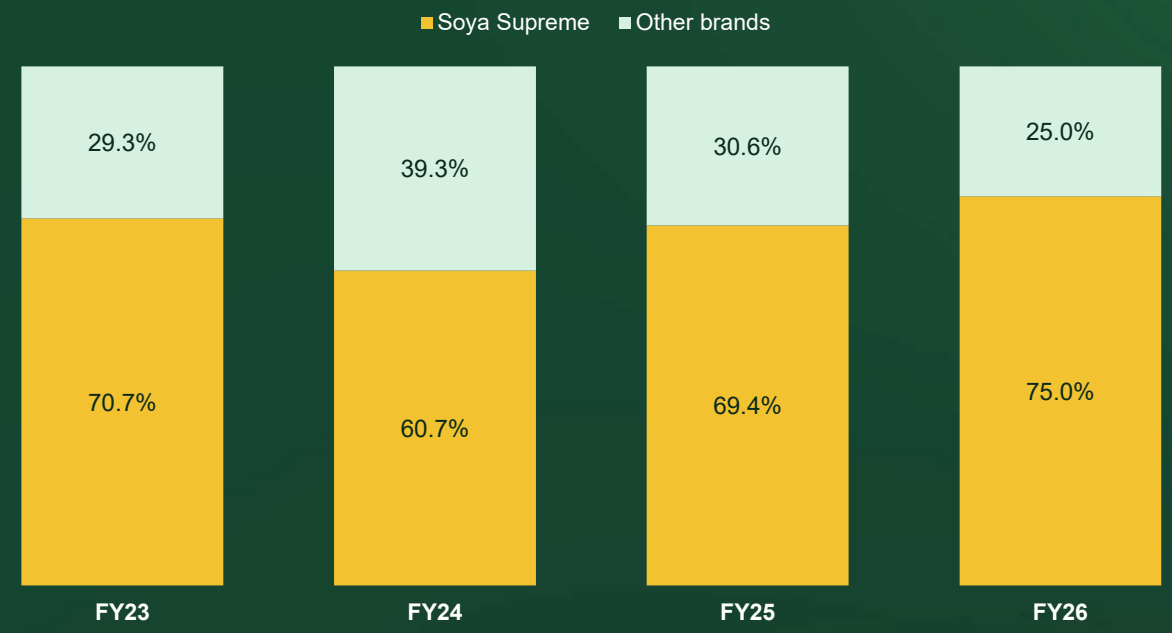
▼ 73.3% YoY



Soya Supreme drives sales growth

Share of total sales (%)

Soya Supreme vs other brands, FY23–FY26



KEY TAKEAWAYS

75.0%

Soya Supreme share of sales in FY26

5.6%

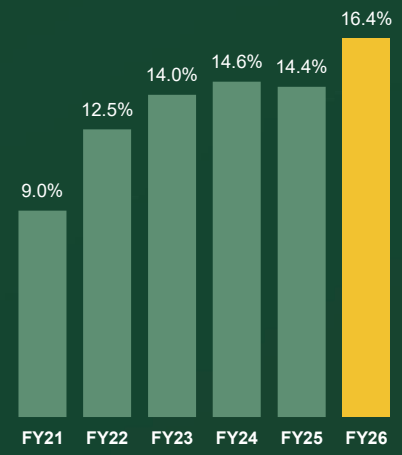
Percentage Growth vs FY25

Gross, operating and net margins at six-year highs

Gross margin

16.4%

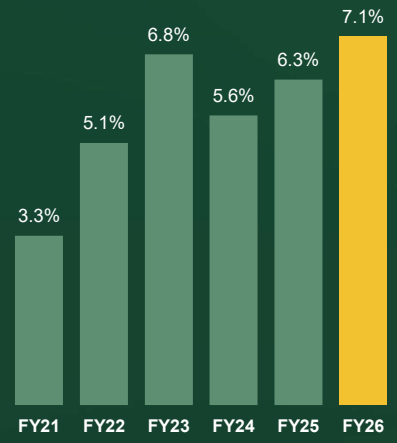
7.5% growth vs FY21



Operating margin

7.1%

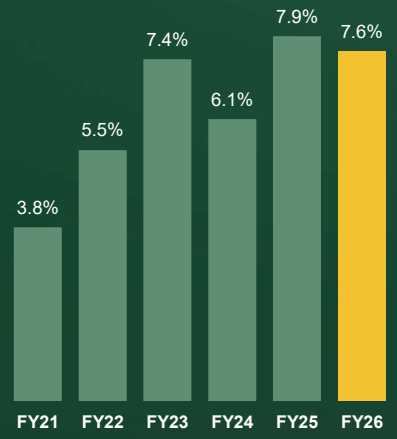
3.8% growth vs FY21



EBITDA margin

7.6%

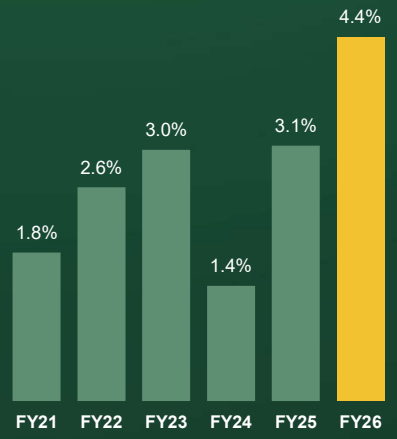
3.8% growth vs FY21



Net margin

4.4%

2.6% growth vs FY21



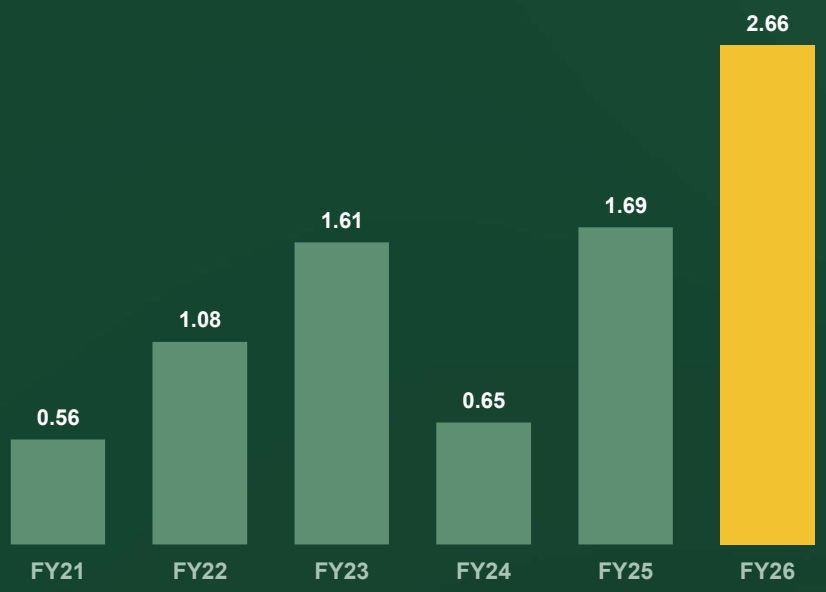
Financial Highlights · Profit and Loss

Earnings and dividends per share

Earnings per share (PKR)

FY21–FY26

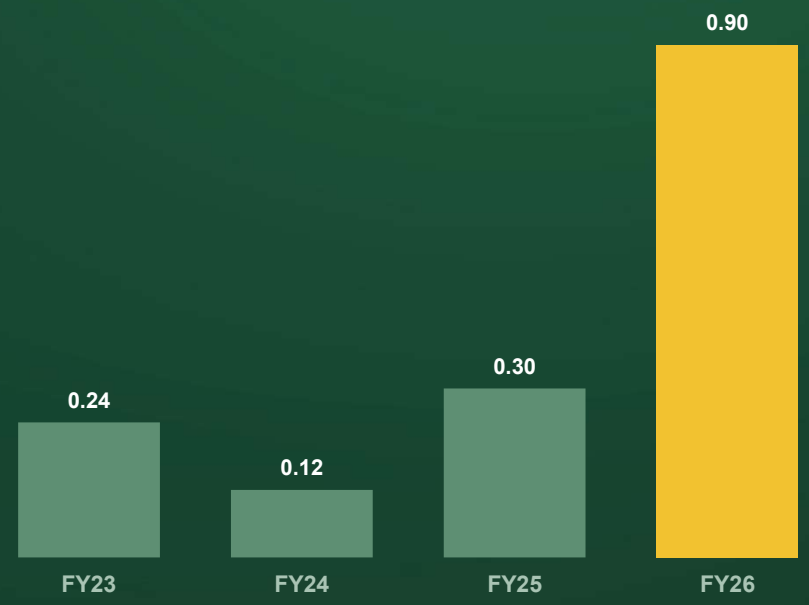
▲ PKR 0.97 YoY



Dividend per share (PKR)

FY23–FY26

3.0× FY25

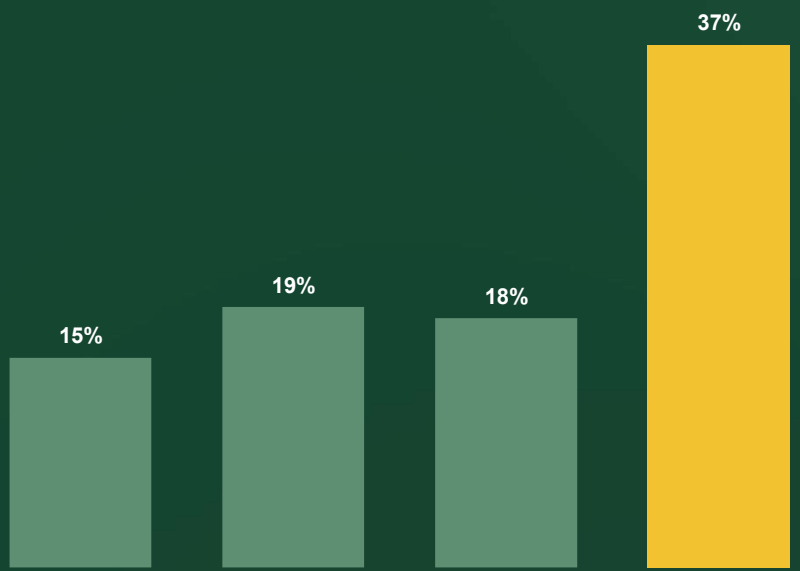


Dividend payout ratio and dividend as % of face value

Dividend payout ratio (%)

% of profit after tax

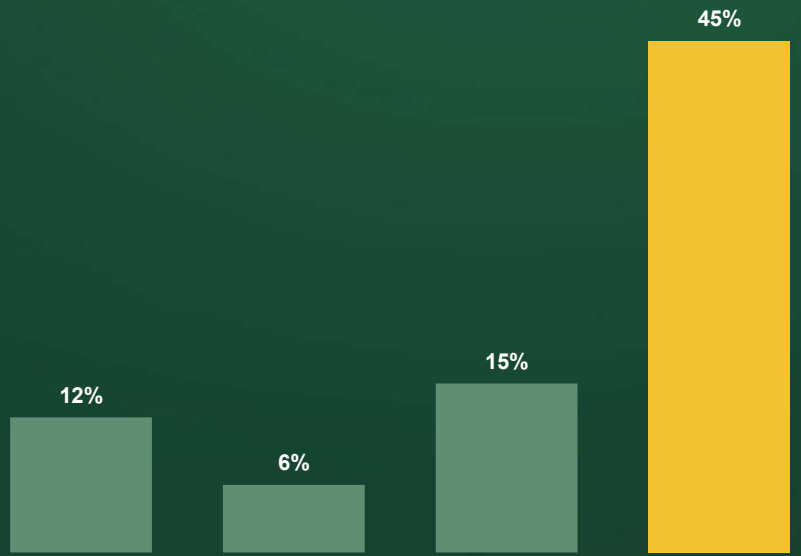
▲ 19% YoY



Cash dividend (% of face value)

Face value PKR 2

▲ 30% YoY

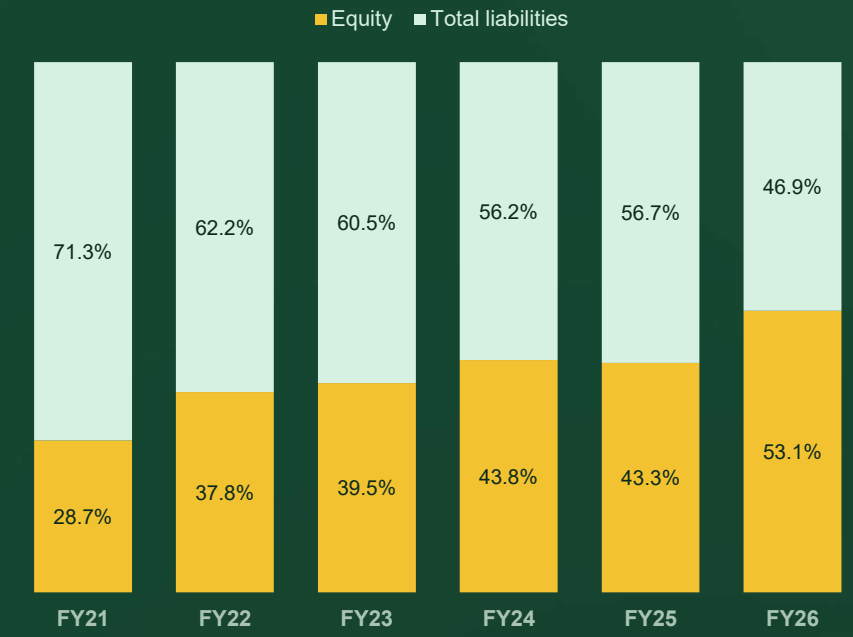


Equity vs debt trend and sales growth vs debt

Asset funding mix (%)

Equity vs total liabilities

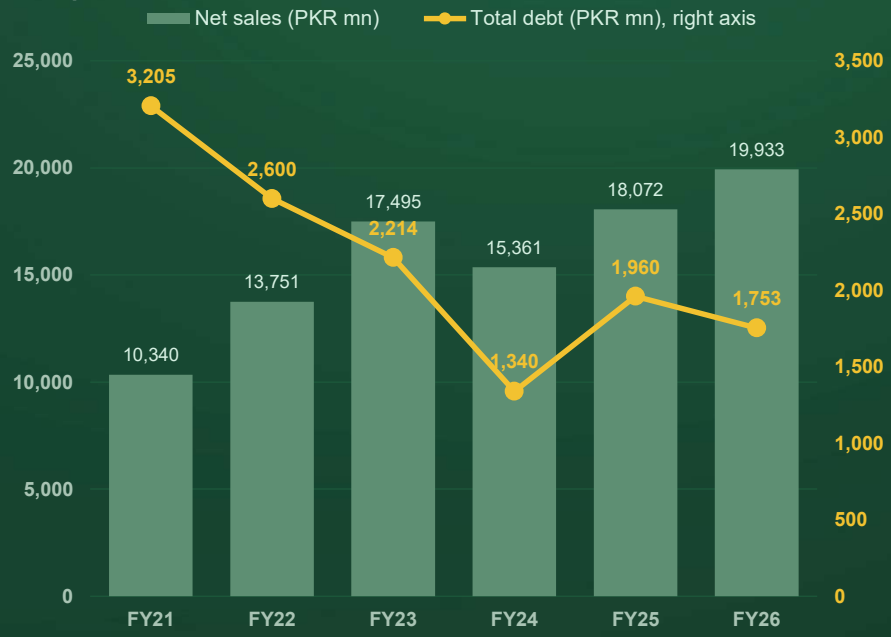
53.1% equity-funded



Net sales vs total debt (PKR mn)

Debt down as sales grew

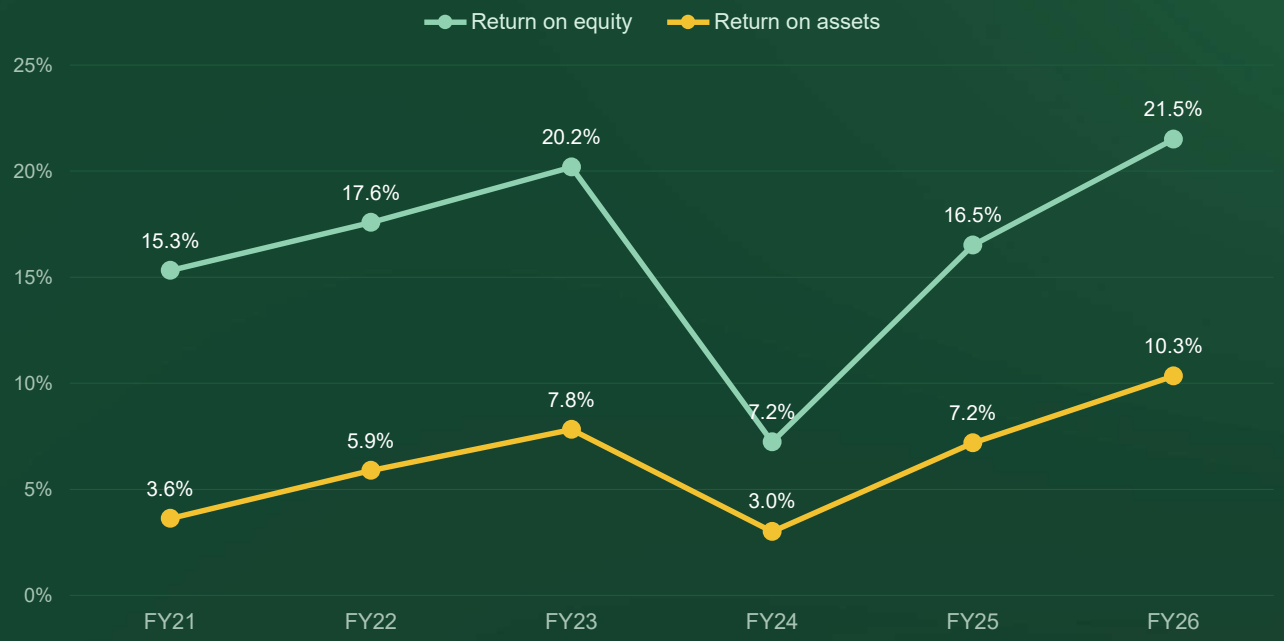
▼ 45.3% debt vs FY21



Return on equity and assets at six-year highs

Returns (%)

Return on equity and return on assets, FY21–FY26



KEY TAKEAWAYS

21.5%

Return on equity in FY26, a six-year high

10.3%

Return on assets in FY26, a six-year high

03

Efficiency Enhancement Projects

Efficiency Enhancement Projects · Summary

Project summary and status

As of 28-Oct-2026 | Management Reporting

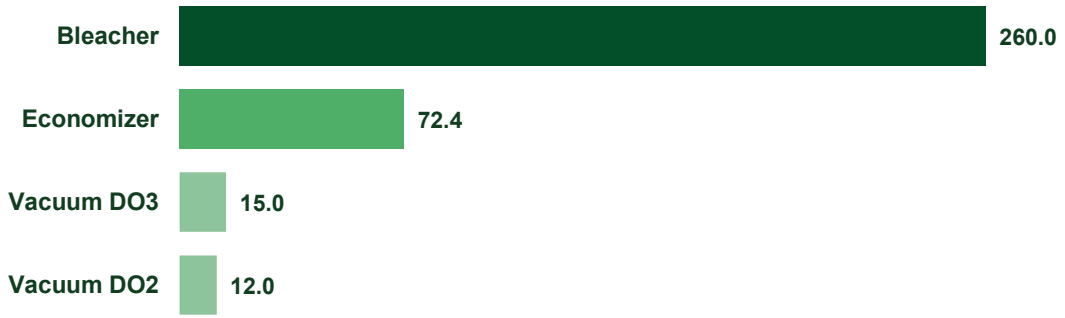
1,402.5M
Total IPO capex (PKR)

4
Efficiency projects in FY2026-27

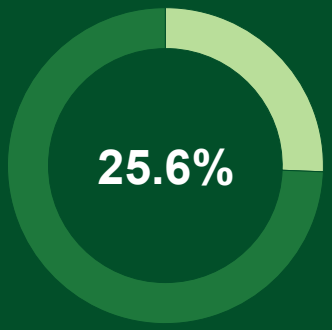
359.4M
Committed to FY2026-27 projects (PKR)

69.6M
Expected annual savings (PKR)

FY2026-27 investment by project (PKR M)



Share of IPO capex allocated



PKR 359.4M of PKR 1,402.5M goes to the four projects

Simple payback ≈ 5.2 years

Portfolio overview and status

As of 28-Oct-2026

✓ Done – Not started · Highlighted: Economizer, the largest savings contributor

Vacuum DO3 Soft oil

15.0M Savings p.a. **5.2M**

Shipment in transit · 4 of 6 steps

Vacuum DO2 Hard oil

12.0M Savings p.a. **0.57M**

Quotation received · 1 of 6 steps

Economizer

72.4M Savings p.a. **34.5M**

Goods partially received · 4 of 6 steps

Bleacher

260.0M Savings p.a. **29.3M**

Quotation received · 1 of 6 steps

Project	Investment (PKR)	Timeline	Vendor	Country	Quote rec.	Quote appr.	PO appr.	PO issued	Shipment	Install.	Savings start	Savings / ton	Qty (tons)	Annual savings (PKR)
Vacuum DO3 (soft oil)	15,000,000	Q1-Q4 FY27	MA Jinnah Trading LCC	UAE	✓	✓	✓	✓	In transit (LC 9.3M)	–	Q1 FY28	99.28	52,487	5,211,074
Vacuum DO2 (hard oil)	12,000,000	Q1-Q4 FY27	Multiple equipments	Pakistan	✓	–	–	–	–	–	Q1 FY28	62.00	9,118	565,315
Economizer	72,355,554	Q1-Q4 FY27	Alfa Laval Middle East Ltd.	France	✓	✓	✓	✓	Partially received (39M)	Under process	Q1 FY28	2,038.35	16,933	34,516,192
Bleacher	260,027,930	Q1-Q4 FY27	Al Madina Engineering	Pakistan	✓	–	–	–	–	–	Q1 FY28	675.37	43,369	29,290,474
Total	359,383,483	4 efficiency enhancement projects												69,583,055

04

Challenges and Opportunities

Industry challenges · Growth opportunities ·

Challenges and Opportunities

Navigating headwinds, capturing growth

Challenges

- **Afghan border closure**
  Reduced export sales in FY26
- **Commodity price volatility**
  Inventory and pricing risk when building stock
- **Cost of doing business**
  Energy costs, inflation and the cost of financing
- **Consumer purchasing power**
  Pressure from the wider economic environment

Opportunities

- **Shift to branded products**
  Consumers moving from loose to packaged, quality-assured brands
- **Healthier, fortified products**
  Rising demand for fortified edible oil and ghee
- **Sauces and condiments**
  A growing category, driven by lifestyles and food service
- **New markets and channels**
  Underserved markets and wider trade reach
- **Efficiency and technology**
  Gains from process, energy use, SAP and data analytics
- **Easing macro conditions and exports**
  Lower inflation and rates; export prospects where viable

05

Portfolio Expansion

Portfolio Expansion · Soya Supreme Sauces

Soya Supreme Launches Premium Sauces Range

From cooking oils to premium sauces, Soya Supreme continues to be a part of the meals that bring families together.

BRAND JOURNEY

01 **Cooking Oil** — Core range — IN MARKET

02 **Olive Cooking Oil** — Premium range — IN MARKET

03 **Sauces** — **Mayo, dressing and spreads** — NEW



LAUNCH RANGE Mayo Dressing · Real Mayo · Classic Mayo · Chicken Spread

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Question & Answers Session

Thank You

We look forward to building a lasting partnership and achieving extraordinary results together.

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