# Tariq Glass Industries Limited

## Corporate Briefing Session 2026

Date & Time: On Monday the November 23, 2026 AT 11:00 AM
Zoom Meeting ID: 824 9170 8042
Passcode: 994616
Zoom Meeting Link: https://us06web.zoom.us/j/82491708042?pwd=1DJBQFCCHZG7RazqchRkVEuESHhbL6.1

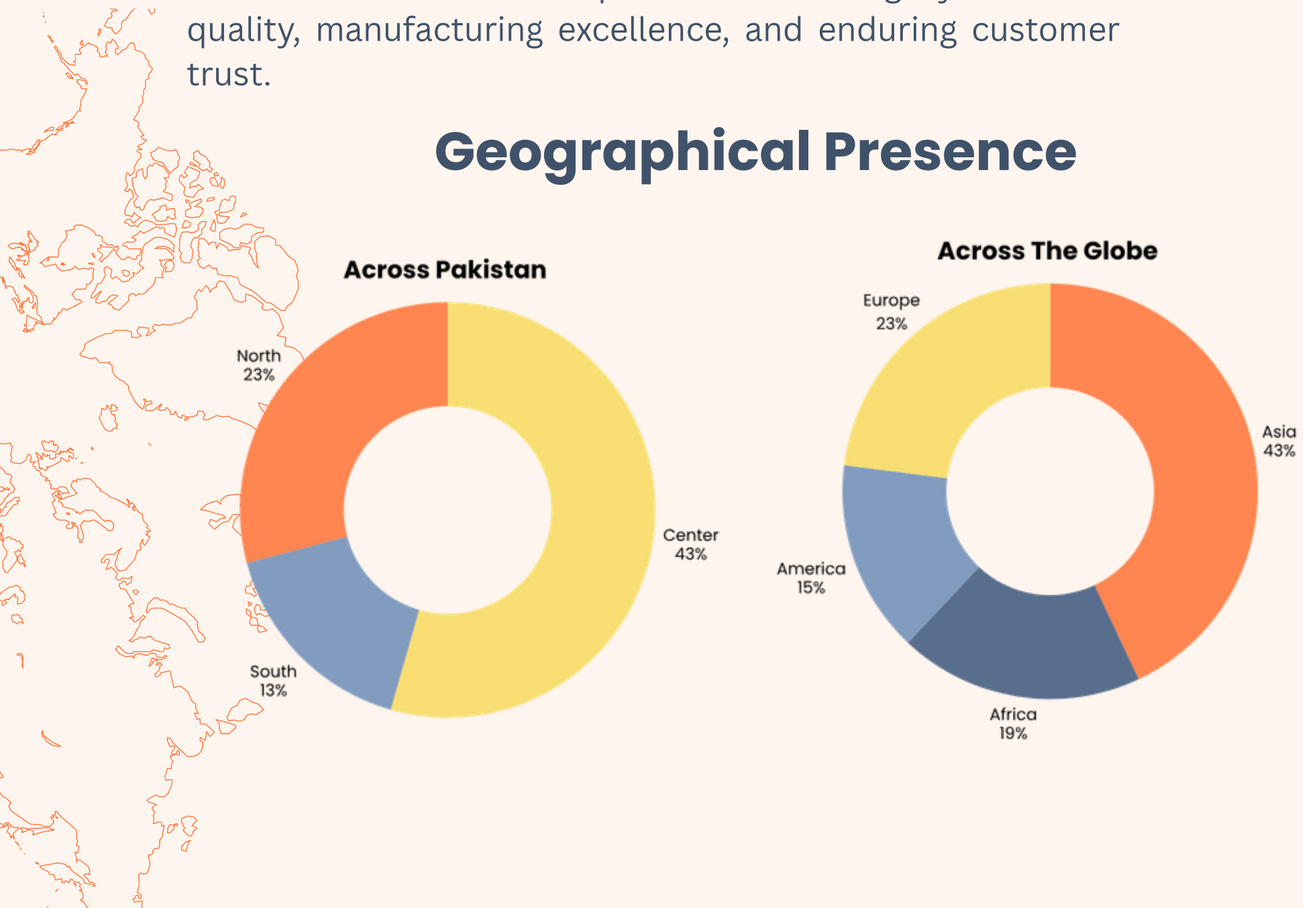
Presentation 2026

# Who We Are

## About the Company:

Tariq Glass Industries Limited holds a prominent position in Pakistan's glass manufacturing sector producing Tableware, Container and Float Glass products. TGIL's legacy is built on quality, manufacturing excellence, and enduring customer trust.

## Geographical Presence




## Brief Introduction

Incorporation: 1978
PSX Listing: 1984
Number of Plants: 04
PACRA Credit Rating: LT:A+ ST:A1
Production Capacity Per Day: 1390 TPD
Number of Employees (P): 1028
Market Capitalization: 33.26 Bn

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# TGL's Direct Exposure



# Tariq Glass Industries Limited

**MMM Holding Private Limited**
Nature of Relationship:
Associate
Shareholding (TGIL): 50%

**Lucky TG Private Limited**
Nature of Relationship:
Joint Venture of TGIL and Lucky Core Industries Ltd
Shareholding (TGIL): 49%

**Baluchistan Glass Ltd**
Nature of Relationship:
Subsidiary of MMM Holding Private Ltd
Shareholding (MMM): 93.59%

# Notable Devolpments of the year

## Integration of Company's SAP system with FBR system

The successfull real-time integration of the company’s SAP system with the FBR’s Digital Invoicing System marks another significant step towards enhancing operational transparency, regulatory compliance, and accountability.



2026

## Investment in Equity Instruments

In line with its investment diversification strategy, the company is investing in well-performing listed entities to enhance long-term returns.

## Acquisition of land in Quaid-e-Azam Business Park (SEZ)

The company has acquired 10.41 acres of land in QABP-SEZ for production of value-added glass products.

# Production Process: Float Glass & Tableware / Container Glass

Two separate production lines that share a common raw material processing, batch mixing and melting stage

## COMMON STAGE

### 01 Raw Material Processing

- **Silica sand:** lumps washed, mud and iron removed, grains graded and dried
- **Limestone, dolomite, feldspar, quartz:** crushed, powdered and sieved
- **Cullet:** broken to the desired size and washed
- **Soda ash, colours & chemicals:** treated before use

### 02 Batch Mixing

All prepared materials are precisely measured and mixed in a batch mixer.

### 03 Melting

Heated in the furnace at 1,450–1,500 °C until completely molten.

## Float Glass Production Process

Output: float glass sheets, mirrors & sandblasted glass

### 04 Forming

Molten glass is poured onto a molten tin bath, forming a continuous flat ribbon.

### 05 Annealing

The ribbon passes through the lehr, where slow cooling removes internal stresses.

### 06 Cutting

The continuous ribbon is automatically cut to the required sheet sizes.

### 07 Further Processing

Cut sheets are processed further on the mirror and sandblasting lines.

### 08 Quality Control & Packing

Sheets are inspected for defects and packed on wooden pallets.

## Tableware / Container Glass Production Process

Output: tableware & container glass

### 04 Forming

Pressing, blowing or spinning shapes tumblers, goblets, cups, plates, bowls and bottles.

### 05 Annealing

Items pass through the lehr, where slow cooling removes internal stresses and ensures strength.

### 06 Printing

Items are printed on high-tech machines and checked for thermal and mechanical durability.

### 07 Quality Control & Packing

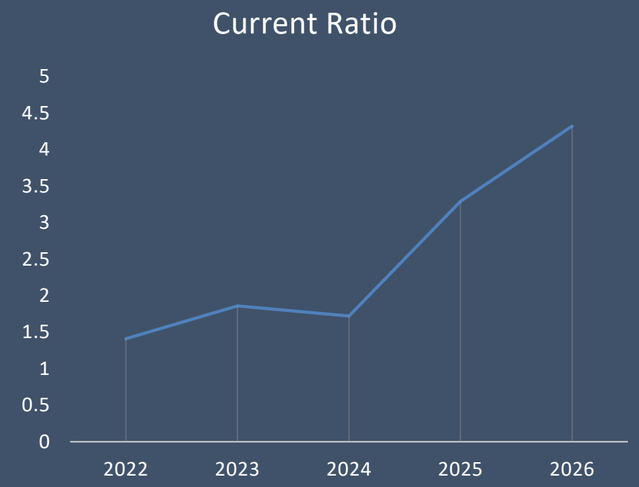
Finished products are inspected for defects and packed in protective cartons.

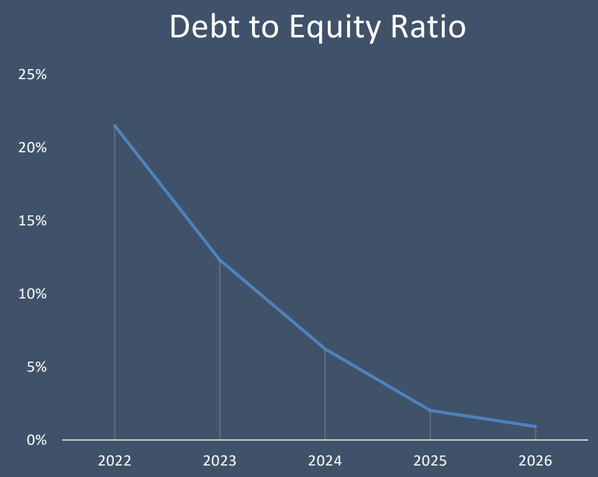
# Financial Information Analysis 2026 vs 2025

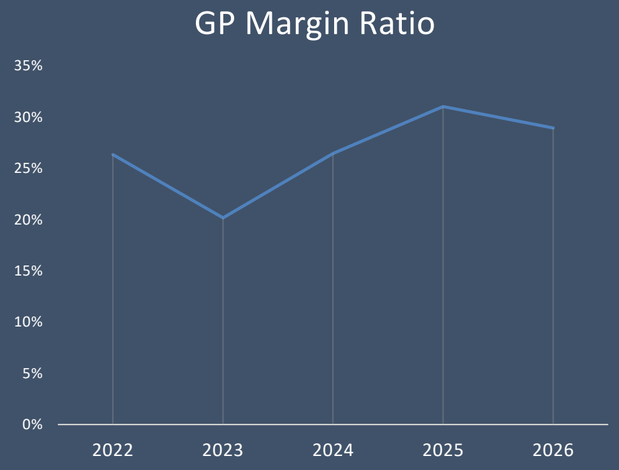
Rupees in billions

| Metric | Current Value (2026) | Previous Value (2025) | Change |
|---|---|---|---|
| Revenue | **30.7** | 33.6 | ▼ 8% |
| Gross Profit | **8.9** | 10.4 | ▼ 15% |
| Operating Profit | **7.5** | 9.3 | ▼ 19% |
| Profit After Tax | **4.0** | 4.8 | ▼ 16% |
| EPS (Rupees) | **23.31** | 27.75 | ▼ 16% |
| Long Term Investments | **2.3** | 1.8 | ▲ 28% |
| Long Term Loans | **0.2** | 0.5 | ▼ 45% |
| Trade Debts | **3.3** | 4.4 | ▼ 24% |

# Key Performance Indicators

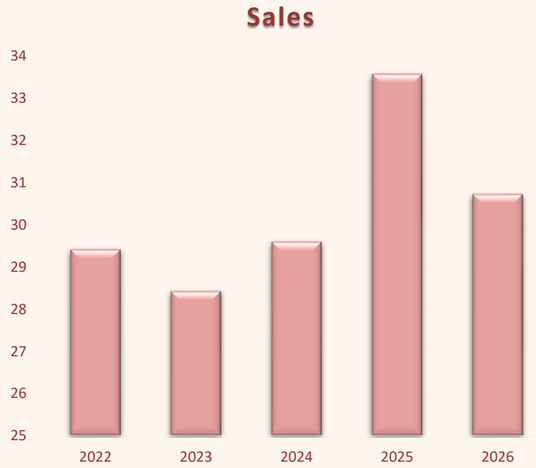


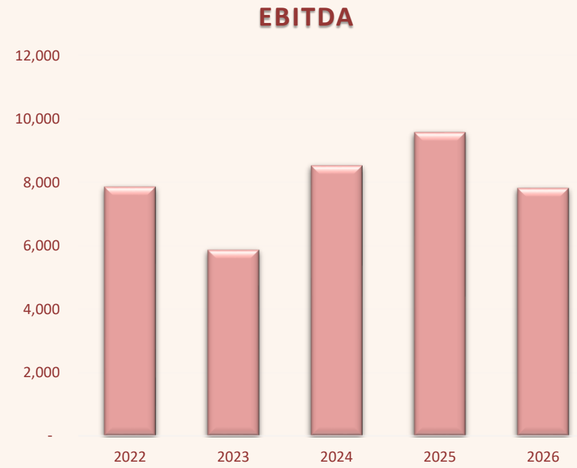



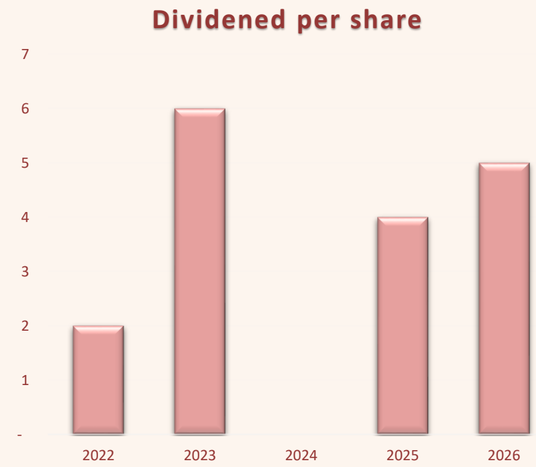






# Efficiencies and Growth








# Contributions Toward Economy and Communities

**Rs. +6.1 Bn**
Contribution to National Exchequer

**Rs. +32 Mn**
Donations to various Charitable Organizations

**3.5 MW**
Solar Power generation reflects the company's commitment to sustainable energy and environmental stewardship

**$ +3 Mn**
Contribution to foreign exchange earnings through export sales

**+3000**
Persons provided with employment opportunities including permanent, daily wage & contractual staff

# Value Proposition and Strategic Direction

## Tracking our progress and setting the path forward



### Potential For Growth:

- Market Expansion
- Product Diversification
- Revenue Growth



### Strategic Plan:

- Operational Excellence
- Energy Optimization
- Innovation



### Competitive Edge:

- Economies of scale
- Technical expertise
- Market leadership

## ORGANIZATIONAL FOUNDATION

**Strong Human Capital**

**Financial Strength**

**Technology**

**Distribution Network**

# Risks vs Opportunities

## Escalating Energy Costs Amid Geopolitical Uncertainty

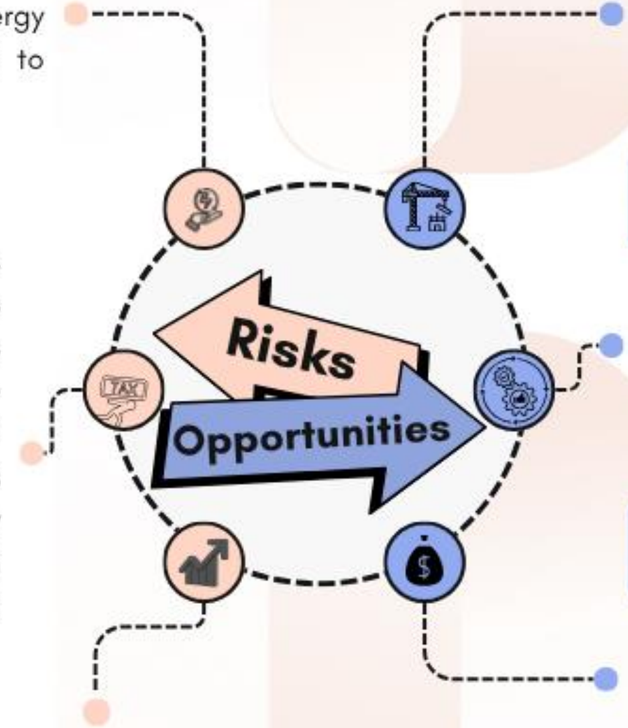
The ongoing geopolitical tensions in the Middle East and regional instability have heightened uncertainty in international energy markets, potentially disrupting energy supplies and increasing global oil and gas prices. Given the energy-intensive nature of glass manufacturing and Pakistan's reliance on imported energy resources, such developments may lead to higher domestic energy costs.

## Uncertainty in Government Policies and Taxation

Frequent changes in government policies, taxation laws and regulatory frameworks create uncertainty in the business environment and may adversely affect the Company's operations and financial performance. Changes in tax rates, customs duties, import regulations and energy pricing policies can create challenges in long-term investment decisions and business planning.

## Inflationary pressures

Persistent inflationary pressures in the economy may result in increased costs of raw materials, energy, transportation, labour and other operating inputs, thereby increasing the Company's overall cost of production. The inability to fully pass on these cost increases to customers may exert pressure on profit margins, while reduced consumer purchasing power may also affect demand for the Company's products.




## Growth in construction and infrastructure

Urbanisation, housing requirements and commercial projects can increase demand for float glass products. Recent federal and provincial government house financing schemes can provide a significant stimulus to Pakistan's construction industry but the actual benefits will depend on the size and implementation of theses schemes.

## Modernisation and production efficiency

Furnace improvements, automation, better yield management and energy efficient machines and equipments can reduce the product cost and improve profitability.

## Expansion into value-added glass products

Investment in tempered, laminated, mirror and double glazed glass can provide the company with the opportunity to enhance revenues by targeting higher-value market segments.

# Any Questions

*Thank You*

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Session 2026