# Diamond Industries Limited (DIIL)

Corporate Briefing Session
Financial Year Ended June 30, 2026

Presenter: Mr. Munawar Hussain (Chief Financial Officer)
Session: Virtual participation through link

# Administrative & Compliance Disclosures

- **Mandatory attendees:** CEO (Mr. Iftikhar Shaffi) and CFO (Mr. Munawar Hussain)
- **Session mode:** Virtual participation links circulated via PUCARS and the website
- **Dissemination:** Presentation disseminated 1 day prior to the session via PUCARS (PSX Reg. 5.7A.3(c))
- **Basis:** Audited financial statements for the year ended June 30, 2026

# Operational Review & Revival Milestone

- **Recommencement:** Manufacturing restarted in January 2026 by leasing factory premises with plant and machinery in Lahore
- **Market re-entry:** Communicated to PSX via PUCARS on November 25, 2025; strong response across foam market and dealer network in Q3 FY26
- **Shareholder returns:** Final cash dividend of 10% (Rs. 1.00 per share), in addition to interim cash dividend of 10% (Rs. 1.00 per share) declared on April 27, 2026
- **Core products:** Polyurethane foam and spring mattress: manufacturing and distribution

# Financial Performance Highlights (FY26 vs FY25)

- **Net sales:** Rs. 693.871 million vs Rs. 18.100 million (Q3 sales exceeded Rs. 361 million)
- **Gross profit:** Rs. 62.939 million (9.07% margin) vs gross loss of Rs. (150.882) million
- **Operating profit:** Rs. 43.702 million vs operating loss of Rs. (153.355) million
- **Profit after tax:** Rs. 38.264 million vs net loss of Rs. (153.761) million
- **EPS:** Rs. 4.25 vs Rs. (17.08) per share
- **Total comprehensive income:** Rs. 230.518 million, incl. Rs. 192.254 million net unrealized investment gains

# 4-Year Key Financial Metrics (FY2023 - FY2026)

| Financial Indicator | FY2023 | FY2024 | FY2025 | FY2026 |
|---|---|---|---|---|
| **Net Turnover (Rs. M)** | 959.924 | 0.000 | 18.100 | **693.871** |
| **Gross Profit/(Loss) (Rs. M)** | 33.969 | 0.000 | (150.883) | **62.939** |
| **Operating Profit/(Loss) (Rs. M)** | (26.469) | (11.497) | (153.355) | **43.702** |
| **Profit/(Loss) After Tax (Rs. M)** | (43.647) | (24.233) | (153.761) | **38.264** |
| **EPS (Rs.)** | (4.85) | (2.69) | (17.08) | **4.25** |
| **Current Ratio (times)** | 2.14 | 2.06 | 0.51 | **0.90** |
| **Shareholders' Equity (Rs. M)** | 231.485 | 246.687 | 202.183 | **424.978** |

*Presented per PSX Regulation 5.7A.2(b).*

# Key Revenue Drivers & Operational Dynamics

- **Leased footprint:** Rapid setup of the Lahore leased facility enabled immediate market re-entry in January 2026
- **Dealer network:** Foam dealers and commercial distributors re-engaged nationwide; Rs. 361+ million sales in Q3 FY26
- **Sponsor backing:** Directors, Sponsors and associated concerns collectively hold 84.29%

# Material Balance Sheet & P&L Variations

- **Turnover (+3,733%):** Rs. 18.10M to Rs. 693.87M as commercial production resumed
- **Selling & distribution:** Rs. 25.983 million (nil in FY25): nationwide marketing and distributor incentive schemes
- **Equity (+110%):** Rs. 202.18M to Rs. 424.978M, driven by Rs. 226.18M unrealized gain on available-for-sale equity investments
- **Liquidity:** Cash and bank balances rose from Rs. 2.34M to Rs. 7.41M

# IFRS 8 Segment & Geographical Disclosures

- **Product segment:** Primary reportable segment: Foam and Spring Mattress
- **Geography:** Manufacturing hub in Lahore, serving Punjab and nationwide commercial centres
- **Customers:** Revenue spread across independent retail dealers and foam wholesale outlets

# Key Business Risks & Risk Management

- **Raw material volatility:** Imported raw material price swings affect gross margins
- **Energy & utility costs:** High electricity tariffs and fuel inflation raise factory overheads
- **Credit & liquidity:** Trade receivables Rs. 43.91M; strict credit policy to control exposure

# Future Outlook & Forward-Looking Disclaimer

- **Expansion:** Scale production capacity at the Lahore unit, broaden product range, grow market share
- **Efficiency:** Optimise energy use and raw material procurement to preserve margins
- **Disclaimer:** Actual future results may vary from current projections due to macro-economic conditions, raw material prices and regulatory changes

# Q&A Session & Advance Questions

- **Advance questions:** Management answers queries received by email/website ahead of the session
- **Open floor:** CEO and CFO address live questions from the virtual attendees
- **Feedback:** Attendees encouraged to submit feedback and comments on the recording uploaded