SELECT TECHNOLOGIES LTD

PSX CORPORATE BRIEFING SESSION

Performance & Strategic Outlook

24 NOVEMBER 2026

MANUFACTURING | CONSUMER ELECTRONICS | STRATEGIC PARTNERSHIPS | SHAREHOLDER VALUE

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SELECT TECHNOLOGIES | GROUP STRUCTURE



KEY FINANCIAL HIGHLIGHTS | FY 2026

SELECT TECHNOLOGIES LTD | FINANCIAL PERFORMANCE FY25/26

SALES REVENUE

−35.45%

FY 2025	48,892
FY 2026	31,558
	PKR Mn
CHANGE	−17,334



GROSS PROFIT

+20.45%

FY 2025	4,371
FY 2026	5,265
	PKR Mn
CHANGE	+894



NET PROFIT

+107.13%

FY 2025	1,304
FY 2026	2,701
	PKR Mn
CHANGE	+1,393



EARNINGS PER SHARE

+107.36%

FY 2025	1.63
FY 2026	3.38
	PKR Mn
CHANGE	+1.75



REVENUE DECLINED, GROSS PROFIT, NET PROFIT AND EPS IMPROVED YEAR ON YEAR

STATEMENT OF PROFIT & LOSS | FY 2022 - 2026

Five Years Financial Performance

Currency: PKR

PKR	FY2022A	FY2023A	FY2024A	FY2025A	FY2026A
Sales Revenue	**3,066,430,174**	**15,430,105,030**	**73,459,599,470**	**48,892,698,859**	**31,558,501,109**
YoY Change	—	403.2%	376.1%	−33.4%	−35.5%
Cost of Sales	(2,649,065,148)	(14,175,995,964)	(69,487,573,731)	(44,521,059,300)	(26,292,616,015)
Gross Profit	**417,365,026**	**1,254,109,066**	**3,972,425,739**	**4,371,639,559**	**5,265,885,094**
GP Margin	13.6%	8.1%	5.4%	8.9%	16.7%
Administrative, Selling & Distribution Expenses	(122,119,059)	(169,193,425)	(182,113,756)	(396,311,831)	(738,636,434)
Operating Profit (EBIT)	**295,245,967**	**1,084,915,641**	**3,790,311,983**	**3,975,327,728**	**4,527,248,660**
Operating Margin	9.6%	7.0%	5.2%	8.1%	14.3%
Other Income	—	192,752,269	462,720,378	639,905,835	477,993,457
Other Expenses	—	(8,198,402)	(151,025,981)	(126,335,025)	(205,550,467)
Finance Expense	(156,893,386)	(1,113,699,872)	(1,711,038,466)	(2,395,600,857)	(2,078,081,319)
Profit Before Tax	**138,352,581**	**155,769,636**	**2,390,967,914**	**2,093,297,681**	**2,721,610,331**
Profit Before Tax Margin	4.5%	1.0%	3.3%	4.3%	8.6%
Taxation	(256,921,299)	(89,800,158)	(824,811,686)	(789,346,485)	(20,157,735)
Net Income / (Loss) for the Year	**(118,568,718)**	**65,969,478**	**1,566,156,228**	**1,303,951,196**	**2,701,452,596**
Net Margin	−3.9%	0.4%	2.1%	2.7%	8.6%
YoY Change – Net Income	—	(1.11)	398.7%	25.1%	221.0%
EPS (PKR)	**—**	**—**	**—**	**1.63**	**3.38**

FY2026: Revenue declined while gross margin, operating profit, net profit and EPS improved.

REVENUE STREAMS

FY2026 NET REVENUE	FY2025 REVENUE	YEAR-ON-YEAR	
PKR 31.56bn	PKR 48.89bn	–35.5%	Core revenue remains smartphone-led; diversification is progressing through TVs and home appliances.

CORE REVENUE MIX | 1HFY2026

Revenue by product category

Product	PKR mn	Mix
Xiaomi mobile phones	18,095	97.22%
LED TVs	517	2.78%

Smartphones generated 97.22% of disclosed 1HFY2026 revenue, while LED TVs represented 2.78%.

PRODUCT & MARKET GROWTH DRIVERS

01 — XIAOMI SMARTPHONES

Established core revenue stream through local manufacturing and assembly under the Xiaomi partnership.

02 — SMART TV PORTFOLIO

Xiaomi TV production and distribution broaden the product mix; Hisense Smart TVs extend the brand portfolio.

03 — HISENSE HOME APPLIANCES

Partnership for local manufacturing and distribution of air conditioners adds a new product category and customer relationship.

GROWTH ENABLERS — PTA mobile device manufacturing framework • Localization / import substitution • Manufacturing capacity expansion • Potential export platform

Source: FY2026 Annual Report / FY2026 financial statements; IPO Prospectus, Section 3.3 Revenue Drivers (P.22) | Product mix shown for 1HFY2026, not full year FY2026.

STRATEGIC GROWTH DRIVERS

BUILDING LOCAL MANUFACTURING CAPABILITIES

Select Technologies Ltd & Airlink Communication Ltd are expanding local manufacturing operations at Sundar Industrial Estate.

KEY INITIATIVES

1. **Smartphone manufacturing localization**
   Strengthening local assembly and manufacturing capabilities.

2. **Xiaomi Smart TV manufacturing initiative**
   Expanding the consumer electronics manufacturing portfolio.

3. **Sundar Industrial Estate facilities**
   Leveraging long-term 10-year tax incentives to support manufacturing scale-up.



SUNDAR INDUSTRIAL ESTATE | MANUFACTURING FACILITY

STRATEGIC OUTCOME | Enhance operational efficiency • Support sustainable growth • Improve profitability • Create shareholder value

BRINGING GLOBAL TECHNOLOGY TO PAKISTAN

Expanding Select's manufacturing portfolio beyond smartphones Through Hisense

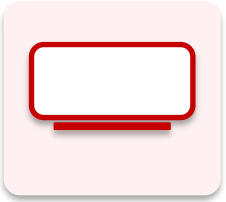
SELECT TECHNOLOGIES + **HISENSE** | **LOCAL MANUFACTURING & ASSEMBLY**

PRODUCT CATEGORIES



SMART TVs

Local manufacturing and assembly of Hisense Smart TVs in Pakistan.



AIR CONDITIONERS

Local manufacturing and assembly of Hisense air conditioners in Pakistan.

STRATEGIC SIGNIFICANCE | **Diversifies the manufacturing portfolio • Adds Smart TVs and air conditioners • Marks expansion beyond smartphones**

FUNDING GROWTH THROUGH THE CAPITAL MARKETS

IPO Proceeds Directed Towards Capacity Expansion, Localization & Working Capital Support

IPO PROCEEDS

PKR 3.02bn

Capital raised to support the next phase of manufacturing led growth

STRATEGIC DEPLOYMENT

01

AC SPLIT UNIT PLANT EXPANSION

Increase manufacturing capacity in the air-conditioning segment.

02

MOBILE HANDSET MANUFACTURING

Support manufacturing-line investment and local assembly capabilities.

03

LED TV ASSEMBLY

Expand local assembly capacity across large-panel television products.

04

WORKING CAPITAL

Support operating cycle requirements; approximately 43% of IPO proceeds was indicated for working capital.

INVESTMENT RATIONALE | Expand production capacity • Deepen local manufacturing • Strengthen operating flexibility

KEY BUSINESS RISKS & STRATEGIC CONSIDERATIONS

01 CUSTOMER CONCENTRATION

Xiaomi accounted for 99% of FY2025 revenue; dependence on one brand/customer exposes sales to demand, contract and purchasing-volume changes.

99% of FY2025 Revenue

02 WORKING CAPITAL & CASH CONVERSION

Inventory and LC margin requirements absorb cash. FY2026 operating cash flow remained deeply negative, while trade receivables expanded.

FY2026 operating cash flow: PKR (4.4)bn

03 IMPORTS & SUPPLY CHAIN DISRUPTION

Reliance on imported SKD/CKD kits and components creates exposure to logistics constraints, shortages, trade restrictions and geopolitical disruption.

Foreign Currency Imports, Mainly CNY

INVESTOR FOCUS **Diversify the customer base • Convert receivables into cash • Reduce short-term leverage • Deliver Sundar Green SEZ capex & new product ramp up**

Risks disclosed in the IPO Prospectus, updated with FY2026 financial performance and PACRA's October 2026 assessment.

THANK YOU

Thank you for your time, interest and continued engagement with Select Technologies.

LOCAL MANUFACTURING • STRATEGIC PARTNERSHIPS • CAPACITY EXPANSION • LONG-TERM VALUE CREATION

QUESTIONS & ANSWERS

We welcome your questions, feedback and suggestions.