
بسم الله الرحمن الرحيم

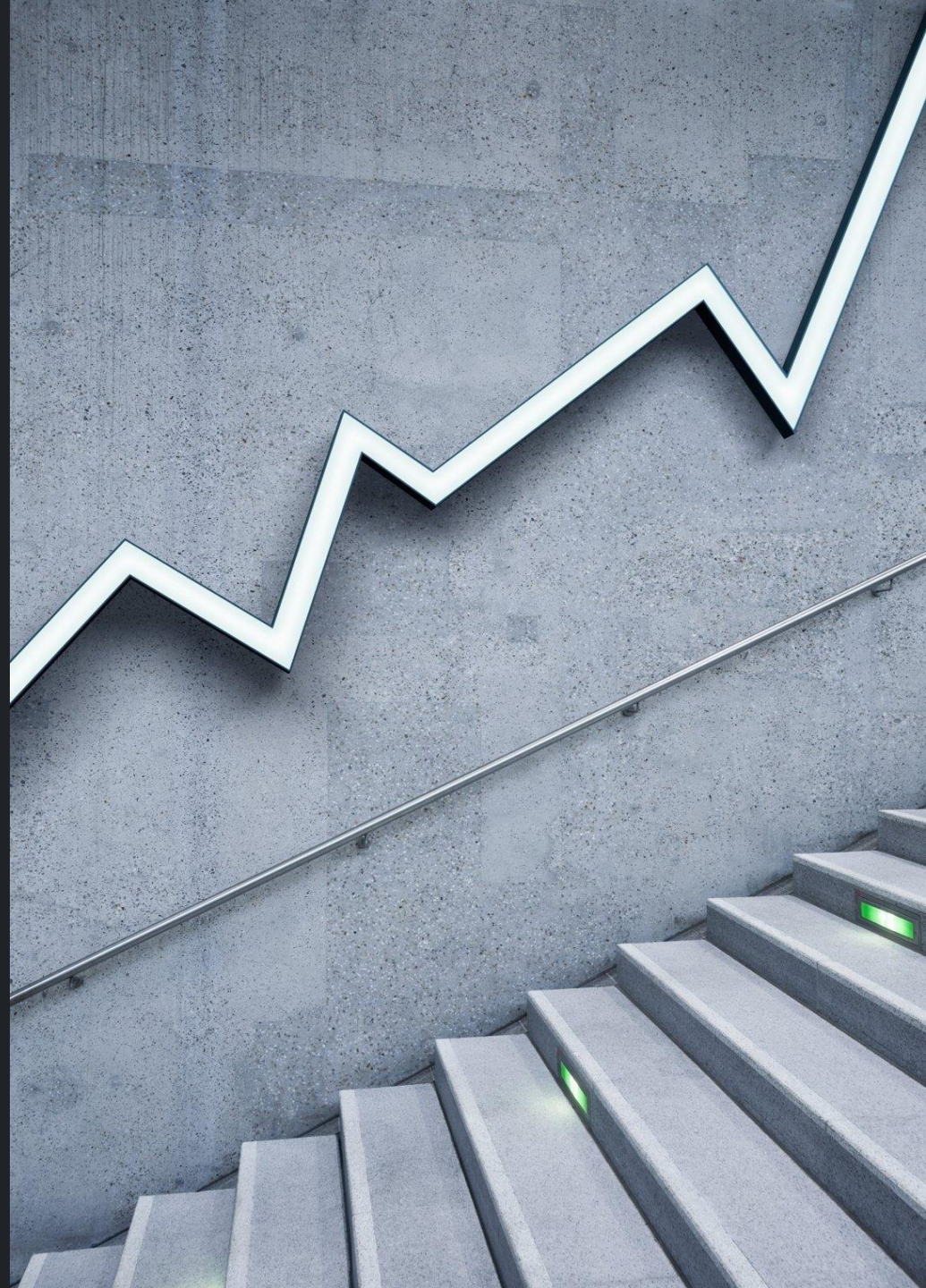
safe mix
Concrete Limited.

CORPORATE BRIEFING SESSION 2026

Safe Mix Concrete Limited

Financial Year 2026 performance

Listed on the Pakistan Stock Exchange - SMCPL | Karachi



TODAY'S SESSION

Agenda

01 **Company profile**

Status, vision and mission

02 **Strategy & growth drivers**

Operational developments and revenue drivers

03 **Financial performance**

FY2026 results, Q1 results and key ratios

04 **Operations & position**

Production, balance sheet and cash flows

05 **Market & outlook**

Customers, geography and challenges

FY2026 at a glance

Rs 2.23 bn

Revenue, up 34.8%

Rs 5.01

Earnings per share (FY2025: Rs 4.11)

Status & Nature of the Business

2005

04 April

Incorporated as a Private Limited Company

2007

21 February

Converted into a Public Limited Company under section 45 read with section 41(3) of the Companies Ordinance, 1984 (Now Companies Act, 2017)

2010

16 March

Listed on the Karachi Stock Exchange (Now Pakistan Stock Exchange)

Principal activity
Production and supply of ready-mix concrete

Manufacturing facility
Plot #1, Global Industry, North Nazimabad, Karachi, Pakistan

Vision & Mission



Vision

Our vision is to be Pakistan’s largest ready-mix concrete supply company, shining among the prominent projects of tomorrow’s world of business, harmonising innovative and progressive technology with the Company’s experience and excellence in the quality of work.



Mission

Safe Mix, once a dream, has become a reality through conviction and untiring effort, growing into a corporate company serving one of the principal client bases in the market. The Company aims to establish a platform for the transfer of foreign technology, forming the basis for further development in Pakistan.

Strategic & Operational Developments



Fleet capacity

Increased capacity for supply of ready-mix by investing in the purchase of new Transit Mixers.



Mix design R&D

Research and development on improving mix design to achieve the required quality standards.



Energy efficiency

Steps to optimise power consumption through Solar installations.

Key Revenue Drivers



Infrastructure development

Public and Private infrastructure projects across Karachi



Residential & commercial construction

Housing Schemes, REIT Developments and Commercial Buildings



Specialised & high-performance concrete

Engineered mixes for demanding structural requirements

Revenue growth

+34.8%

FY2026 revenue of Rs 2,227 million vs Rs 1,652 million in FY2025

FY2026 Financial Highlights

Revenue

Rs 2,227 mn

+34.8% vs FY2025

Gross profit

Rs 329 mn

+28.3% vs FY2025

Operating profit

Rs 224 mn

+18.4% vs FY2025

Profit after tax

Rs 125 mn

+22.0% vs FY2025

EPS

Rs 5.01

+21.9% vs FY2025

Production

162,630 m^3

+25.8% vs FY2025

Gross margin eased to 14.8% (FY2025: 15.5%) as cost of sales grew 36.0%, slightly ahead of revenue.

Statement of Profit or Loss – FY2026

Rs in million	FY2026	FY2025	Change
Revenue	2,227.4	1,652.0	+34.8%
Cost of sales	(1,898.6)	(1,395.7)	+36.0%
Gross profit	**328.8**	**256.3**	**+28.3%**
Administrative expenses	(81.2)	(57.7)	+40.8%
Selling & distribution expenses	(23.4)	(9.3)	+151.6%
Operating profit	**224.1**	**189.4**	**+18.4%**
Other expenses	(4.2)	(6.5)	-34.6%
Other income	4.3	6.4	-32.4%
Finance costs	(38.4)	(37.3)	+3.0%
Levies	(12.8)	(10.9)	+17.4%
Profit before taxation	**173.0**	**141.1**	**+22.6%**
Taxation	(47.7)	(38.4)	+24.3%
Profit after taxation	**125.3**	**102.7**	**+22.0%**
EPS (Rs)	**5.01**	**4.11**	**+21.9%**

Key Financial Ratios 2023–2026

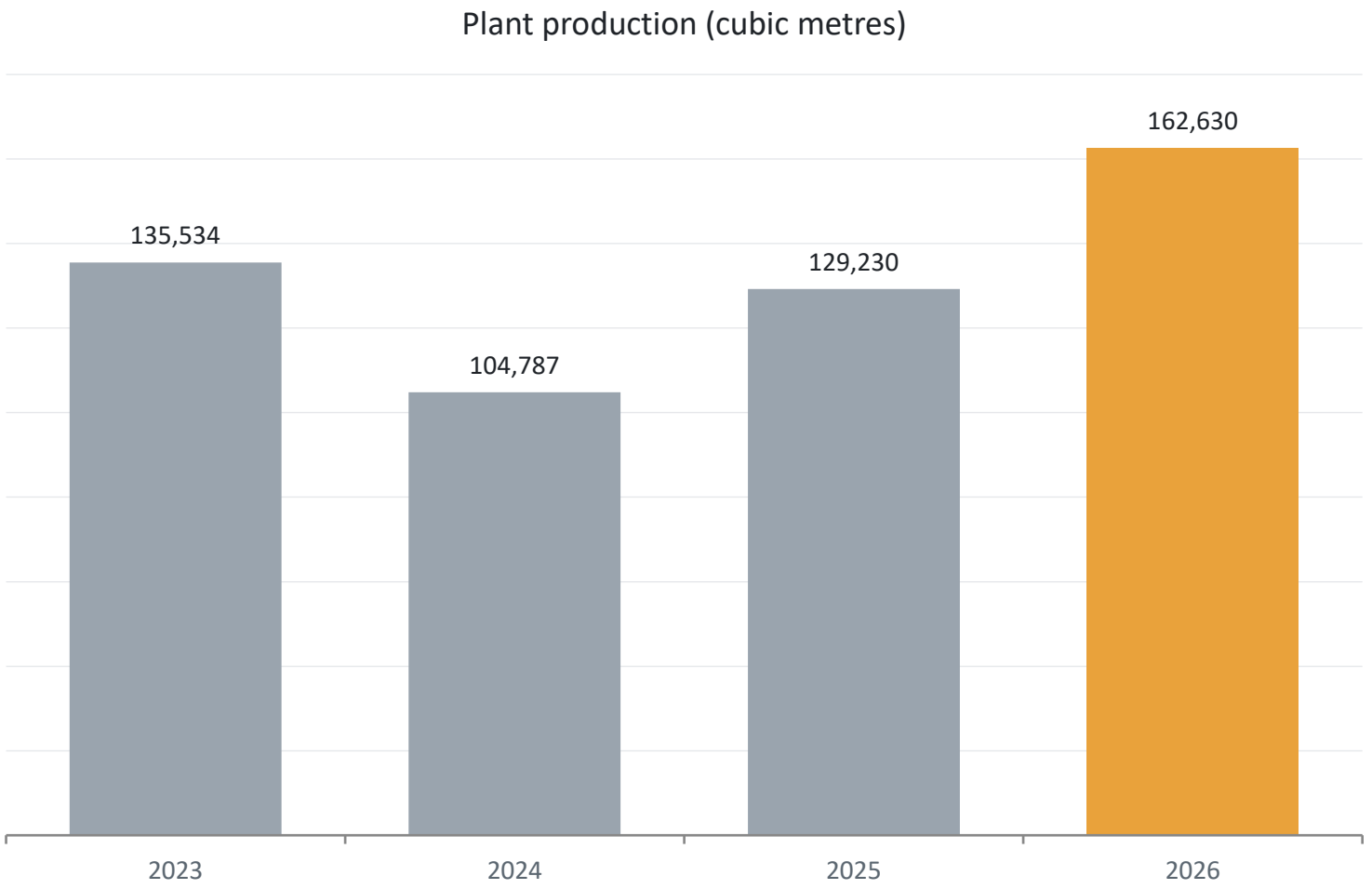
Profitability	2025	2026
Gross profit ratio	16%	**15%**
Operating profit ratio	11%	**10%**
Net profit ratio	6%	**6%**
Return on equity (capital + premium)	39%	**47%**
Return on capital employed	28%	**29%**

Liquidity	2025	2026
Current ratio	1.38	**1.11**
Quick ratio	1.29	**1.05**

Working capital (days)	2025	2026
Inventory turnover	6	**3**
Debtors' turnover	84	**75**
Creditors' turnover	79	**105**

Solvency	2025	2026
Leverage ratio (D/E)	1.27	**1.71**
Interest cover (times)	4.78	**5.50**

Plant Production



Four-year high

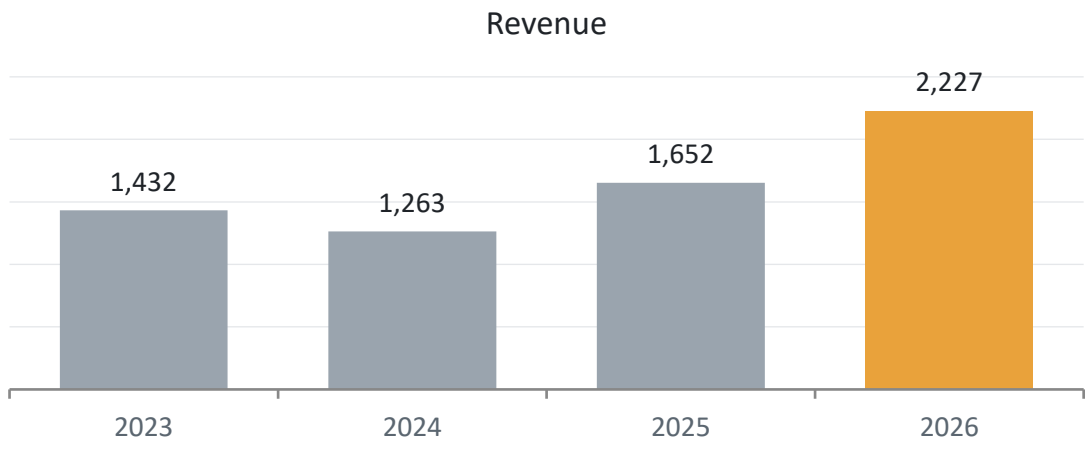
162,630 m³

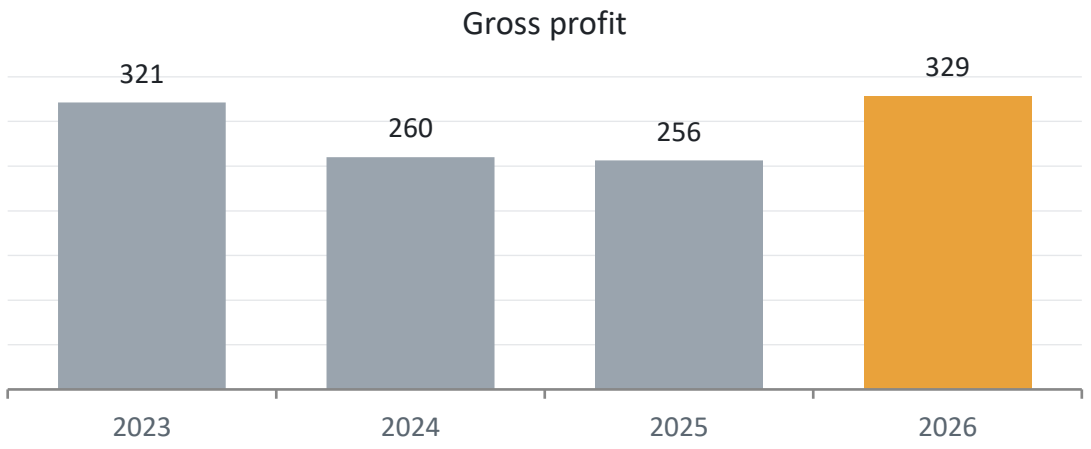
produced in FY2026

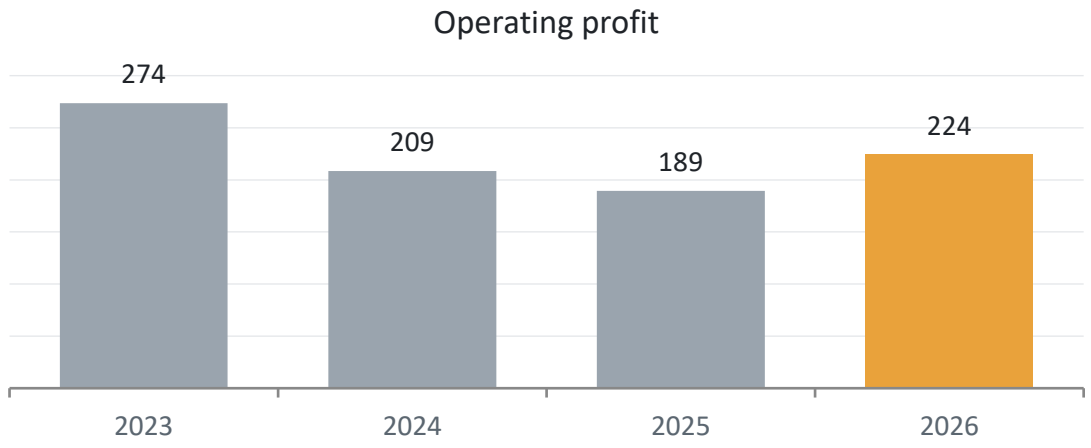
+25.8%

vs FY2025, and 20% above the 2023 level

Financial Performance Trend

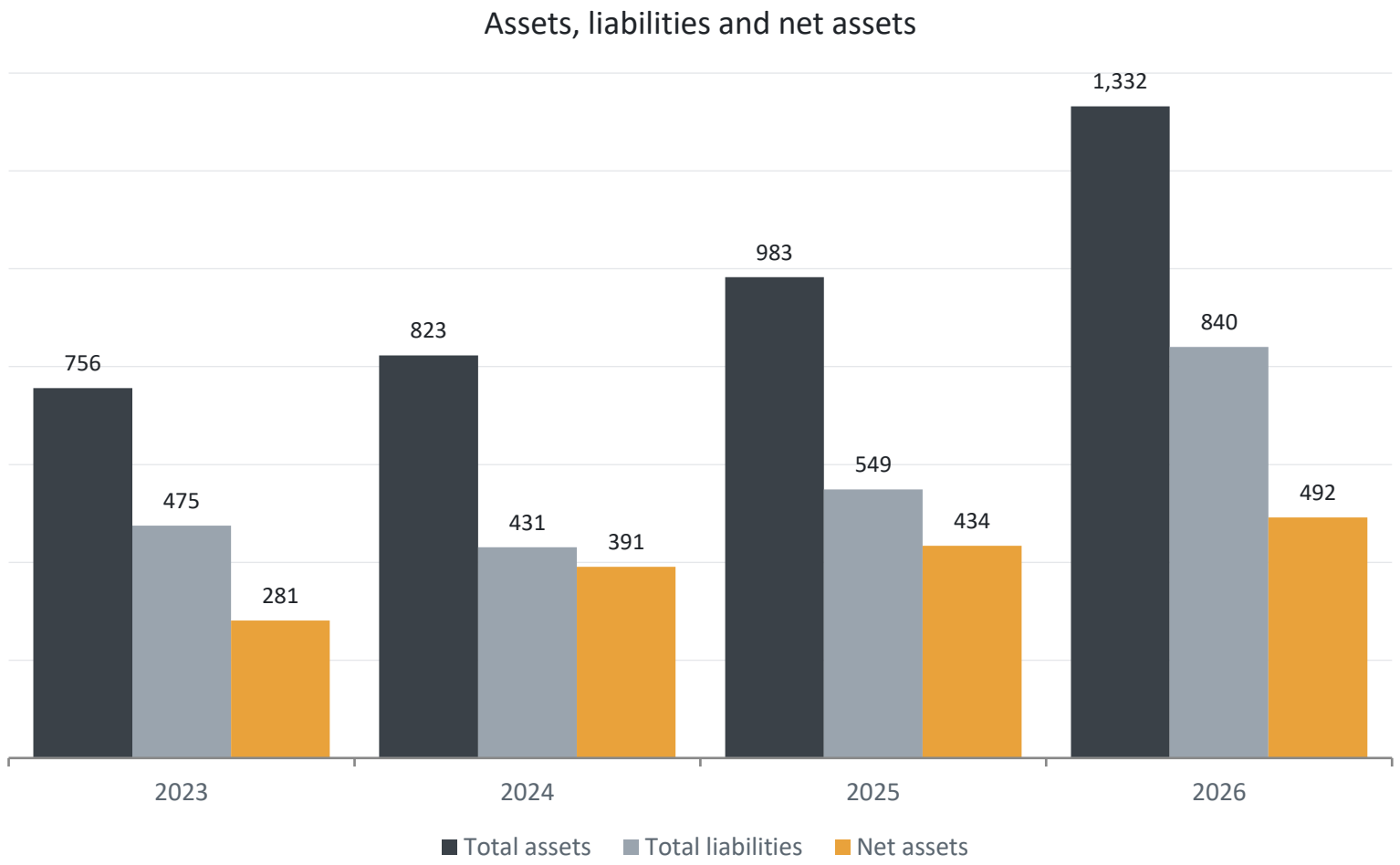








Financial Position



Rs 1,332 mn

Total assets, +35.5% YoY

Rs 840 mn

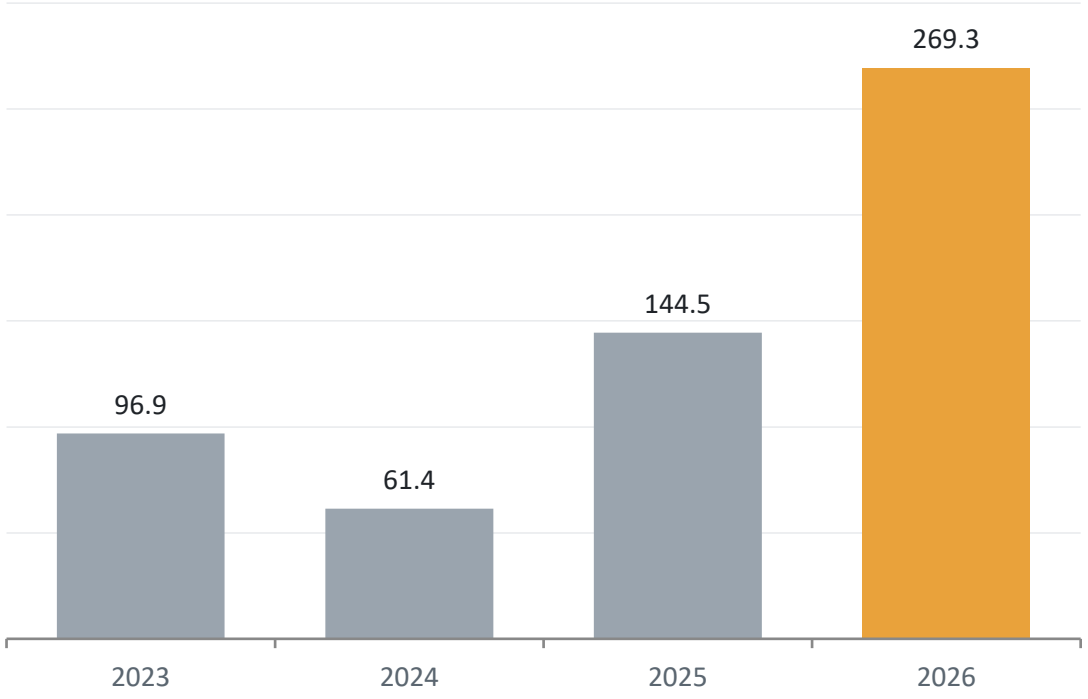
Total liabilities, +53.0% YoY

Rs 492 mn

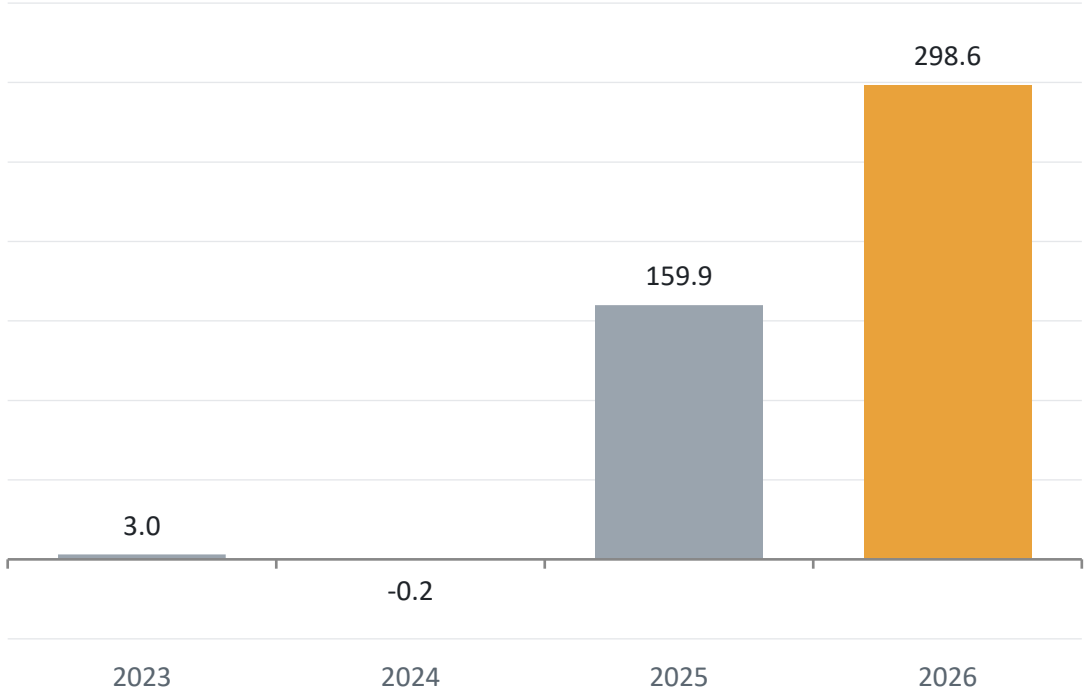
Net assets, +13.4% YoY

Cash Flows

Cash flow from operations



Cash flow from investing activities



Operating cash flow nearly doubled to Rs 269.3 million in FY2026 (+86.4%), well ahead of profit after tax.

Major Customers & Geographical Areas

Globe Residency REIT	**Javedan Corporation Ltd (Naya Nazimabad)**	**OK Builder**	**Al Rauf Builders**
Rahat Residency REIT	**Grand Mark Builders**	**Saima Premium**	**Shayan Builders**
Signature Residency REIT	**NR Residency**	**Directorate of Housing (Project-II), Air HQ**	**Naya Nazimabad Apartment REIT**
NMC	**Builder Al Sadiq**	**Pakistan Civil & Electric Works**	**Sikandria Enterprises**



Serving Karachi within a 25–30 km radius of the plant

Ready-mix concrete has a limited setting time, so supply is concentrated in Karachi and nearby areas.

Economic Challenges



Sector dependency

High dependence on the pace of development in the construction sector



Limited product life

The short life of ready-mix concrete restricts operations to a limited area



Input costs

Volatility in fuel and cement prices directly affects margins

Thank You

Questions & Answers