بسم الله الرحمن الرحيم

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DADEX

Presentation Outlines

- About Company
- Organizational Overview and Governance
- Certifications
- Products
- Financial Performance (for the period ended June 30, 2025)
- Future-Outlook / Challenges
- Q & A

CORPORATE BRIEFING SESSION (CBS)
DADEX ETERNIT LTD.

JUNE 30, 2025

Business

Dadex Eternit Limited was incorporated in Pakistan as a public limited company in 1959. The company is engaged in the manufacturing and sale of construction material including piping system and other allied products manufactured from Fiber Cement, and Thermoplastics. DADEX also undertakes the merchandising of imported pipe fittings, accessories and other building products.

The company's products are used in construction, housing, architecture, telecommunications and infrastructure segments catering to the needs of public, industrial, commercial, consumer and private segments in local and export markets.

Company Information

ADDRESS

- Dadex House 34-A/1, Block-6, P.E.C.H.S., Shahrah-e-Faisal Karachi, Pakistan.

REGISTRAR

- M/s. JWAFFS Registrar Services (Private) Limited.

  Office # 20, 5th Floor, Arkay Square Extension, New Chali, Shahrah-e-Liaquat, Karachi.

AUDITOR

- BDO Ebrahim & Co., Chartered Accountants.

DADEX

FOUNDER CHAIRMAN

KASSIM DADA
(1919 – 2001)

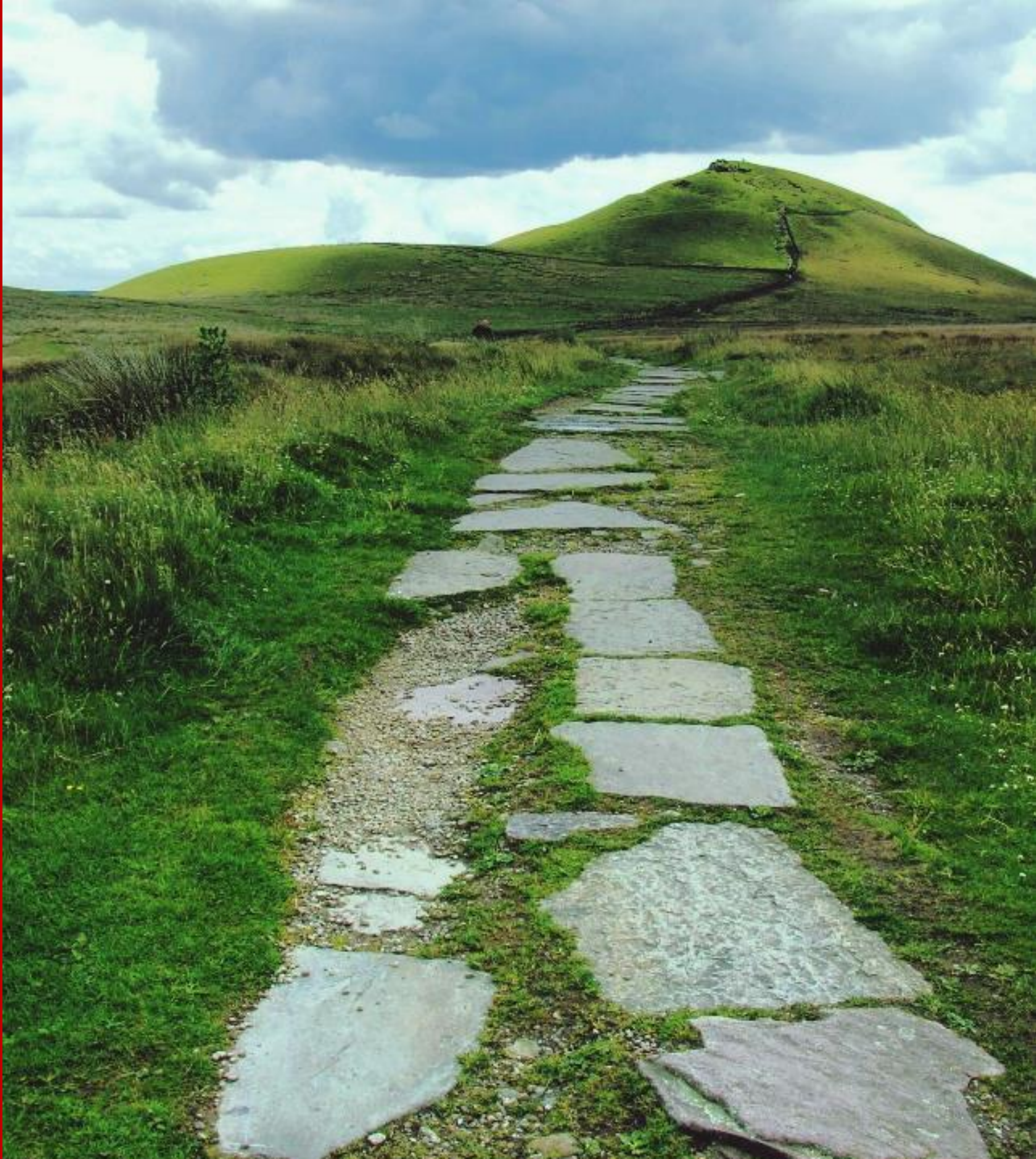
DADEX

First Board of Directors

- MR. KASSIM DADA
- MR. ABDUR RAZZAK H.K. DADA
- MR. ABU TALIB H.K. DADA
- MR. MOHAMED DAWJEE DADABHOY
- MR. ALI MOHAMED H.K. DADA J.P.
- MR. YUSUF H.K. DADA
- MR. MOHAMED RAFIQUE SAIGOL

DADEX

Historical Milestones



Historical Milestones

- **1959** — Established as Public Listed Company. Set up first manufacturing plant in Hyderabad. Started manufacturing FC corrugated sheets in Hyderabad.
- **1959** — Started manufacturing FC decorative sheets & FC flat sheets in Hyderabad
- **1962** — Collaboration with Eternit Group of Belgium
- **1964** — Started manufacturing FC building pipes in Hyderabad
- **1965** — Established second plant in Chittagong, Bangladesh

DADEX

Historical Milestones

1966

Established third manufacturing plant in Karachi. Started manufacturing FC pressure pipes in Karachi

1967

ACIL Logo creation

ACIL
ASBESTOS CEMENT INDUSTRIES LTD.

1981

ACIL promotes whole range of FC products- corrugated sheets, flat sheets, decorative sheets, building pipes, pressure pipes

1984

ACIL Cottage in an International Exhibition made with ACIL products

1987

Pakistan's first standard license for FC Corrugated Sheets was received from the Pakistan Standard Institute

DADEX

Historical Milestones

1989
Mr. Sikander Dada, son of of the Founder was appointed CEO and MD of ACIL

1990
Company adopts new Name Dadex Eternit Limited. New company logo.

DADEX Eternit

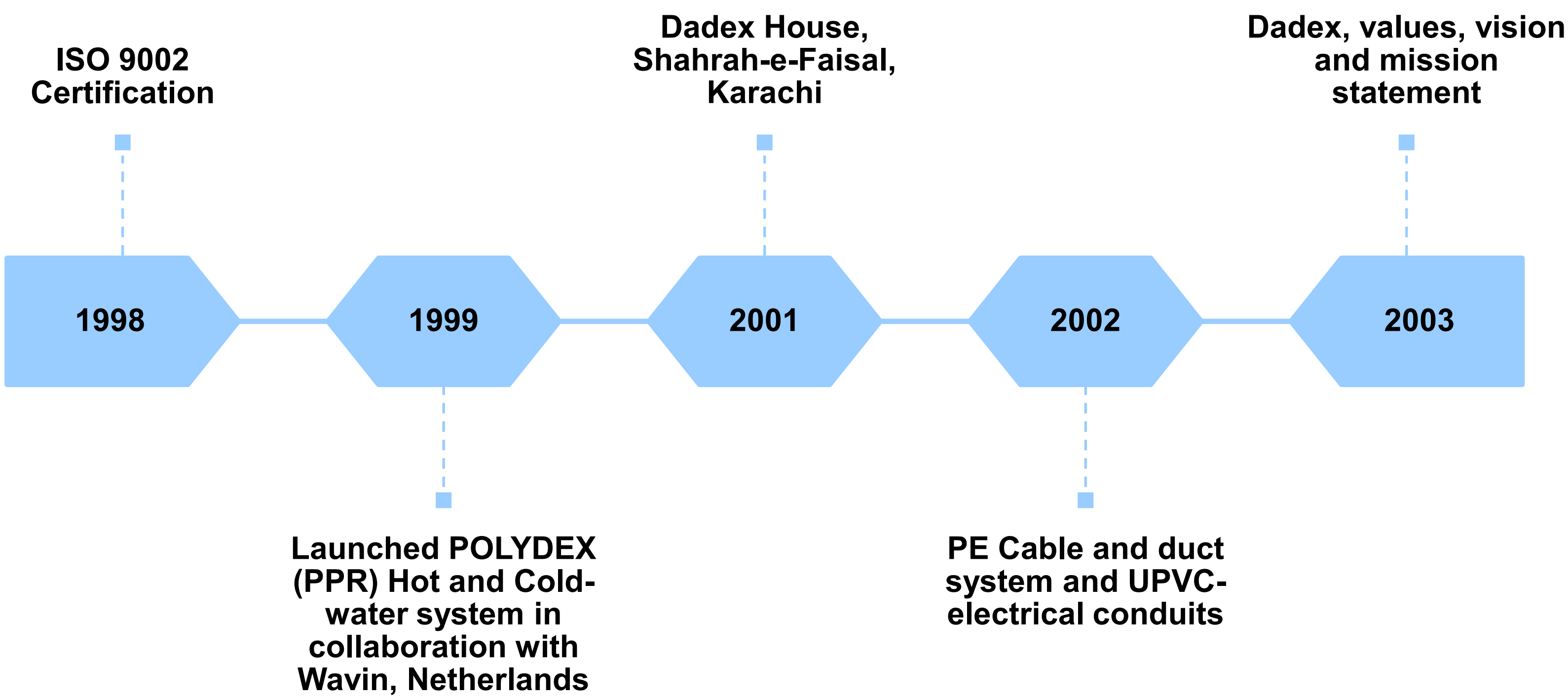
1991
Dadex entered into a technical know-how agreement with Wavin overseas B.V of the Netherlands for the production of thermoplastic pipe system, starting with PVC- U pressure pipes, in Karachi

1993
T-FLEX PE Pipes for gas, water supply in Karachi

1997
Launched NIKASI, the 1st complete UPVC Piping system in Pakistan for Soil, Waste Vent

DADEX

Historical Milestones



Historical Milestones

2005 — The American Petroleum Institute certified Dadex to use its official monogram on manufactured products (PE gas pipes).

2005 — Aluminum Composite Panels.

2005 — Dadex was certified and recognized as an Investor In People (IIP) Company on meeting the best H.R practices standards.

2006 — FLOWLINE Complete underground UPVC sewer system.

2006 — State-of-the-art SAP Solutions

2006 — UPVC Tube well casing and screen pipe system

DADEX

Historical Milestones

2007
Established fourth plant in Sundar, Lahore for PPR and PE pipes.

2008
Imported Specialty Piping Systems

2015
Product launch ECO PVC Piping System

2015
Product Launch Thermoline PPR Piping System

2016
Large diameter PE Pipe extrusion line up to 630mm at Lahore

Historical Milestones

- **2017** — Launched Pakistan's 1st Antimicrobial pipes
- **2018** — Collaboration with Marley Plumping and Drainage System UK for BS standard SWV piping systems
- **2018** — Collaboration with Effast, Italy for UPVC pressure piping systems

DADEX

Historical Milestones

2025 – Relaunched POLYDEX PPR pipe system

2025 – Launched Pakistan's 1st PPRCT piping system (POLYDEX PREMIUM) with fittings from Wavin (ORBIA)

2025 – Collaboration with Magnaplast, Poland

Launched POLYDUCT Low Noice SWV pipe system

DADEX

Organizational Overview and Governance

DADEX

Vision

"...to be the most valued company for all stakeholders, renowned for customer focus, innovation, quality, reliability and ethical practices."

DADEX

Mission

- We shall provide unparalleled service and best value to our customers through dedicated, responsive and cost-effective supply chain.
- We are committed to provide quality products by strict adherence to international standards and best practices through technical collaboration with leading global companies in markets we serve.
- We are committed to follow business ethics, comply with HSE standards and enhance our contribution to society.
- We shall strive to maximize our shareholders value through sustained profitable growth.
- We shall enhance existing employees' productivity, hire, retain and develop best talent and provide them competitive environment to excel and grow.
- We will aggressively focus on increasing our market penetration by exploring new channels.
- We shall continue to set new trends through innovative marketing and manufacturing.

DADEX

Dadex Values

Customer Focus:	Superior Customer Support with magnified focus.
Innovation:	Boundless thinking. Timeless Innovation.
Quality:	Quality assured is quality delivered.
Reliability:	Reliability and Trust- A secure balance.
Ethical Practices:	Solid Links to strong principles.

DADEX

Our Footprints

DADEX

Our Footprints

- Our Head Office is situated at Karachi.
- Dadex has 2 manufacturing facilities in, Hyderabad & Lahore.
- Have sales offices in Lahore, Multan, Faisalabad and Islamabad.
- Dadex has a wide dealer / distributor network across country.

Company Profile

- Dadex was incorporated in 1959. Our Founder Chairman, Mr. Kassim Dada, started manufacturing FC roofing systems in Hyderabad.
- In 1966, we started making FC pipe systems in Karachi. As a forward-thinking company, we've kept up with the market and now produce and market UPVC, PP-R, PP-RCT and PE pipe systems.
- The principal business of the Company is manufacture and sale of construction material which mainly includes piping system and other allied products manufactured from Fiber Cement and plastics, merchandising of imported fittings, accessories and other building products.
- Offering superior products for architecture, telecommunications, infrastructure, construction and housing.
- Catering to public, industrial, commercial, private and consumer segments in addition to the export markets.

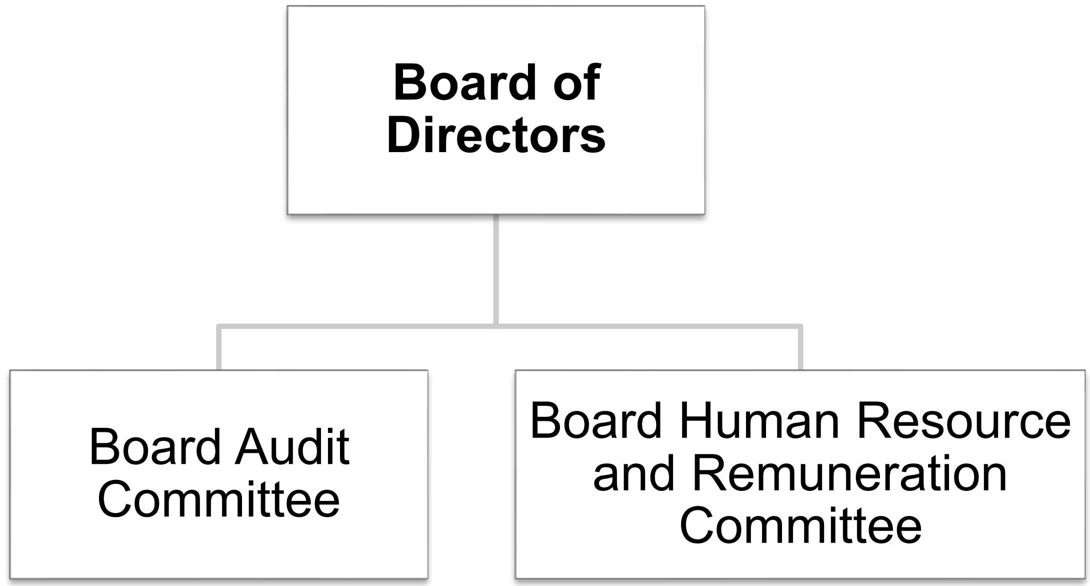
DADEX

Board of Directors

Mr. Shahzad M. Husain	Chairman / Non-Executive Director
Mr. Sikander Dada	Chief Executive Officer / Non-Executive Director
Mr. Abu Talib H.K. Dada	Non-Executive Director
Syed Shahid Ali Bukhari	Independent Director
Mrs. Amber Ahmed Motiwala	Female Director
Mrs. Ayesha Tariq Allawala	Independent Director
Khawaja Samiullah Askari	Non-Executive Director

DADEX

Board Committees



Board Committees

Board Audit Committee

- Syed Shahid Ali Bukhari , Independent Director - Chairman
- Mr. Shahzad M. Husain - Member
- Mrs. Amber Ahmed Motiwala - Member
- Khawaja Samiullah Askari - Member

Human Resource and Remuneration

- Mrs. Ayesha Tariq Allawala, Independent Director - Chairperson
- Mr. Abu Talib H.K. Dada - Member
- Khawaja Samiullah Askari - Member

DADEX

Pattern of Shareholding as of June 30, 2025

Directors, CEO, Sponsors, and Family members 30.10%

General Public 6.54%

Banks, DFI, NBFI and Insurance Companies 0.01%

Associated Holding Company 63.18%

Joint Stock Companies 0.17%

DADEX

Certifications

DADEX

Certifications

In our quest to lead by example, joint efforts with our collaborators have led Dadex to ISO 9001, ISO 14001 & ISO 45001 Certifications:

- ISO 9001
- ISO 14001
- ISO 45001

Certifications

Accreditation for supreme product performance and quality by the Pakistan Standards and Quality Control Authority (PSQCA).

Products

Polydex is a premium hot & cold Polypropylene Random Copolymer (PPR) Piping System

Thermoline is a cost effective hot & cold Polypropylene Random Copolymer (PPR) Piping System.

Nikasi is our premium quality complete soil, waste & vent (SWV) system.

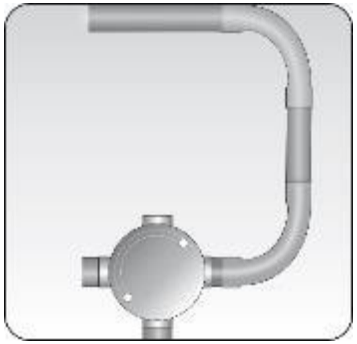
ECO is a high quality economical complete soil, waste & vent (SWV) system.

Flowline is a suitable solution for underground drain and sewer applications.

Polyvinyl Chloride (PVC-U) Pressure pipes are best utilized for the distribution of potable water.

T-flex

T-flex is a fast replacing conventional piping system for water supply and distribution.



ELECTRICAL CONDUITS

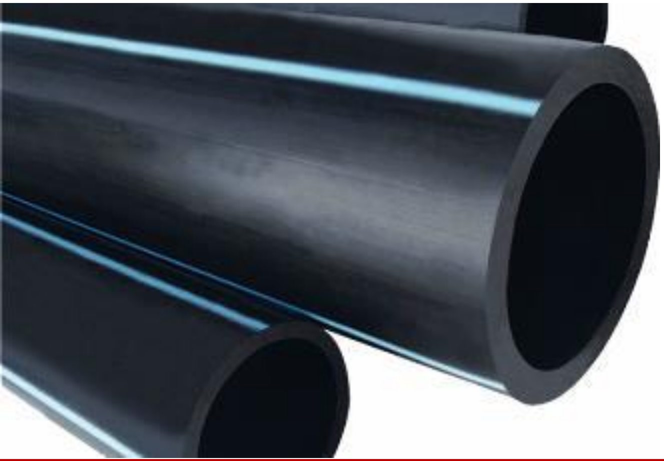
Polyvinyl Chloride (PVC-U) Electrical Conduits are flexible and uniform in shape.

ELECTRO DUCT

SAFELY WIRED

Electro Duct is the first unplasticised Polyvinyl Chloride (PVC-U) Electrical Conduit System.

DADEX



Antimicrobial Pipes

- Dadex has a history of making innovative products, and the first antimicrobial and antibacterial pipes in the country are a new step in that direction. Dadex launched the next generation of antimicrobial water pipes in Pakistan in 2017.
- These pipes have been manufactured by using world's latest revolutionary antimicrobial technology, used for the very first time in the plastic pipe industry of Pakistan.
- The purpose is to provide clean and safe water to the people of Pakistan.

DADEX

Financial Performance

For the year ended June 30, 2025

DADEX

Financial Highlights
For the year ended June 30, 2025

Sales Revenue
(Rs in Thousand)

1,348,496 | 936,616

Operating Profit/Loss
(Rs in Thousand)

(145,402) | (259,677)

Profit / Loss After Tax
(Rs in Thousand)

(350,403) | (407,047)

EPS
(Rs/Share)

(32.55) | (37.82)

Equity
(Rs in Thousand)

511,890 | 434,804

2024 **2025**

DADEX

DADEX FINANCIAL PERFORMANCE FROM 2020 to 2025

PARTICULARS		2020 to 2025				
	2025	2024	2023	2022	2021	2020
SALES – RS ’000	780,943	1,119,264	1,401,171	1,696,846	2,444,539	2,374,110
OPERATING (LOSS)/PROFIT– RS ’000	(259,677)	(145,402)	(196,233)	(21,208)	152,008	(158,738)
PROFIT AFTER TAXATION – RS ’000	(407,047)	(350,403)	(420,029)	(142,938)	(39,009)	(361,519)
EARNING PER SHARE – RS	(37.82)	(32.55)	(39.02)	(13.28)	(3.62)	(33.59)

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DADEX ETERNIT LIMITED
RATIOS ANALYSIS

PARTICULARS	2020 to 2025					
	2025	2024	2023	2022	2021	2020
PROFITABILITY RATIOS						
GROSS PROFIT MARGIN RATIO	**(5.85%)**	5.06%	9.25%	14.60%	12.72%	9.90%
OPERATING PROFIT MARGINS (EBIT) %	**(33.25%)**	(12.99%)	(14.00%)	(1.25%)	6.22%	(6.69%)
RETURN ON EQUITY(GROSS) %	**(93.62%)**	(68.45%)	(48.71%)	(17.84%)	(4.41%)	(39.17%)

DADEX

DADEX ETERNIT LIMITED
RATIOS ANALYSIS

PARTICULARS		2020 to 2025				
	2025	2024	2023	2022	2021	2020
PROFITABILITY RATIOS						
CURRENT RATIO	0.22	0.32	0.40	0.56	0.48	0.69
QUICK RATIO	0.13	0.21	0.28	0.35	0.45	0.56
EARNING PER SHARE - IN RUPEES	(37.82)	(32.55)	(39.02)	(13.28)	(3.62)	(33.59)

DADEX

DADEX ETERNIT LIMITED
ANALYSIS

PARTICULARS		JULY – JUNE				
	2025	2024	2023	2022	2021	2020
INVENTORY TURN OVER -DAYS	81	67	84	105	89	105
RECEIVABLES COLLECTION PERIOD	14	18	23	27	23	35
PAYABLES PAYMENT PERIOD	135	226	176	155	113	96

DADEX

STRATEGIC / OPERATIONAL DEVELOPMENTS

A. Operational Cost Reduction Plans.

1. Streamline production workflows
2. Renegotiate raw material and logistics contracts to reduce input costs.
3. Optimize energy usage in manufacturing processes.
4. Improve inventory management to reduce waste and holding costs.

STRATEGIC / OPERATIONAL DEVELOPMENTS

B. Sales and Revenue Enhancement Plans.

1. Expand market share through targeted sales in construction, infrastructure, and utility projects.
2. Diversify products into higher-margin segments such as industrial pressure pipes and telecom ducting.
3. Introduce innovative products and strengthen partnerships with like minded stakeholders.

STRATEGIC / OPERATIONAL DEVELOPMENTS

C. Operational Excellence Strategies.

1. Expand market share through targeted marketing sales in construction, infrastructure, and utility projects.
2. Diversify into products in higher-margin segments
3. Strengthen local partnerships.

FUTURE OUTLOOK / CHALLENGES

Challenges

1. **Raw Material Volatility & PKR Depreciation**
   - Price volatility in raw materials due to international oil prices.
   - International Political situation due to wars and conflicts
   - Domestic unrest and instability
   - Currency depreciation.
   - Higher working capital requirements to maintain minimum inventory levels.
2. **Electricity & Gas Tariff Pressures**
   - Continuous upward revisions in industrial tariffs.
   - Higher per-unit production cost, impacting gross margins.
   - Load shedding/voltage instability causing material wastage and downtime.
3. **Highly Price-Driven Market & Informal Competition**
   - Local market dominated by low-cost, non-certified manufacturers, manufacturers avoiding taxes
   - Difficulty in transferring cost increases to end-customers.
4. **Construction Sector Slowdown**
   - Reduced pace of housing and infrastructure projects.
   - Lower demand for piping and roofing products due to purchasing power.
   - Delayed payments and slower inventory turnover in project channels.

DADEX

Outlook

Dadex Eternit Limited is well-positioned for growth as construction and housing projects pick up. Its strong brand and certified, safe products will help win more business in both industrial and large-scale projects. Expanding into new product areas, improving efficiency, and using modern equipment will increase profits. By focusing on quality and compliance, the Company will endeavor to stay competitive and continue to strengthen its market position in the coming years.

DADEX


Q
&
A