



ARCHROMA PAKISTAN LIMITED

CORPORATE BRIEFING SESSION

28 AUGUST 2025





We are **Archroma** —•

A global, diversified provider of specialty dyes and chemicals serving the textiles, packaging, paper, and construction markets.

Headquartered in **Pratteln, Switzerland**, we are a diverse team of more than **4000** employees in **40** countries and over **30** production sites. We operate in over 100 countries, touching and coloring people's lives every day, everywhere.

Following the acquisition of Huntsman Textile Effects in February 2023, we now have the industry's **most extensive portfolio** of textile dyes and chemicals, with technologies and solutions from fiber to finish and beyond. We also have a lineage of accumulated knowledge and expertise of specialty chemical manufacturing spanning **265 years**.

We are passionate about delivering innovative, market-leading solutions, respecting the planet and enhancing people's lives.

Executive Summary

- Company's Profile
- Corporate Social Responsibility
- Strategic & operational developments
- Financial Outline
- Key Ratios
- Future Outlook
- Questions & Answers



ARCHROMA PROFILE

Archroma Pakistan Limited

Archroma is a Global, diversified producer of Specialty dyes and chemicals serving the textiles, packaging, paper, and construction markets.

Headquartered and registered in Pratteln, Switzerland, the company operates with a highly integrated, customer-focused platform that delivers specialized performance and color solutions in over 90 locations. Archroma works with 4,000 employees in 42 countries with 30 production sites.

Principal Business Activities

We are engaged in manufacturing, sales and indenting business of Specialty Chemicals including Dyestuffs and Coating, Adhesives & Sealants.

A strong emerging market Leader

Our diversified product portfolio in Textiles promises innovative end to end solutions for mills and brands. Paper, Packaging, Adhesives, Coatings & Construction Chemicals are a vivid combination of heritage with new technology. Home & Personal care and Plastics are the latest pride additions to our product-lines.

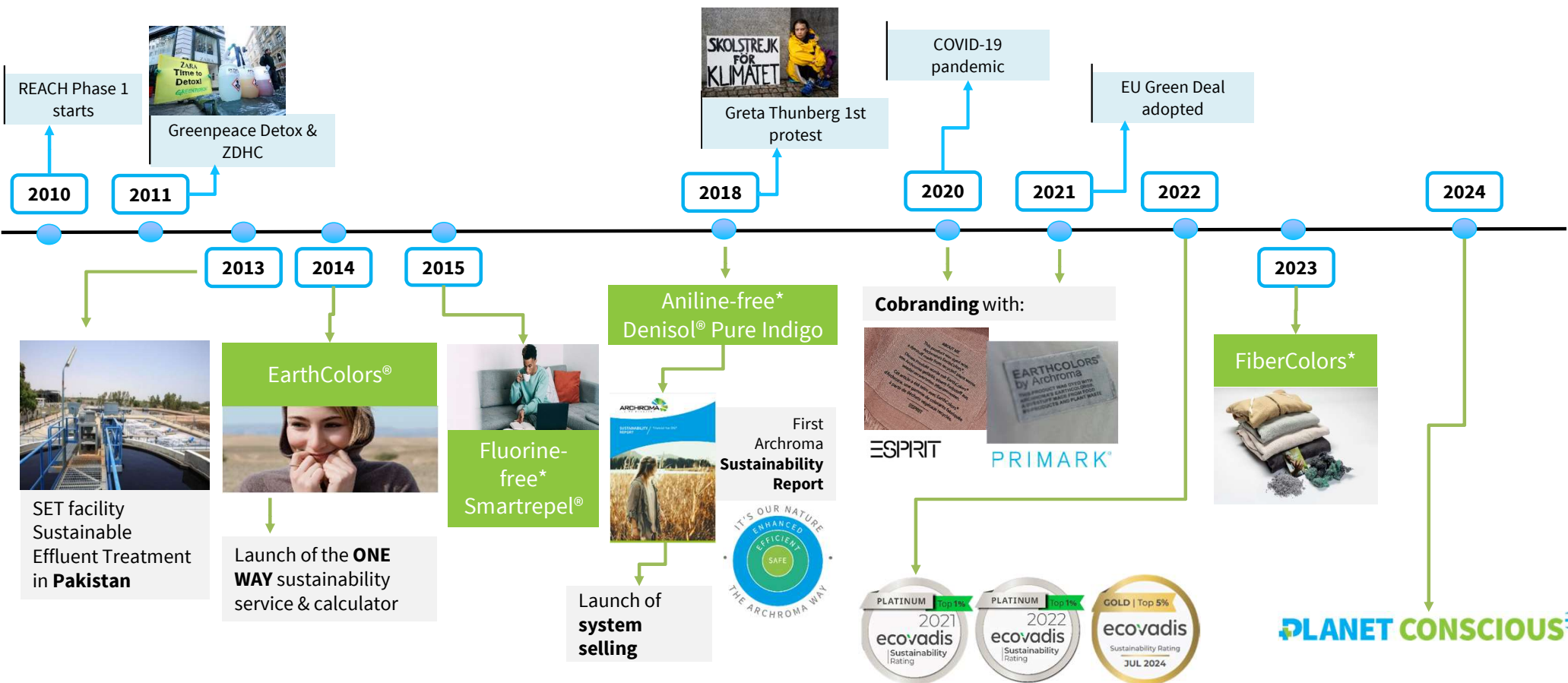


**Value creation
through
pioneering brand
collaborations**

Value creation through pioneering brand collaborations



Paving the way in sustainability since we exist...



Archroma Pakistan Limited
Corporate Briefing Session

* Below limits of detection according to industry standard test methods

TEXTILE EFFECTS / a leader in Sustainability and Innovation



Leading **global solutions provider** in the textile dyes and chemicals industry

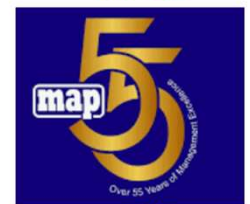
Industry Powerhouse	Leader in Sustainability Solutions	Global Reach
Global leader offering end to end solutions across all end use segments	Industry Thought Leader >90% of Sales contributed by Sustainable products and solutions Innovation Leader	> 4000 Mill Customers and > 100 Leading Brand relationships Best in Class Technical team Global Manufacturing footprint Sales in >90 countries
Specialty + Differentiated portfolio		

Recognized Leadership

- **Top 25 Best Performing Companies Award –Pakistan Stock Exchange** / 19th time
- 39th **Corporate Excellence Award** by Management Association of Pakistan / 14th time
- **Best Corporate Report Awards 2023**, Certificate of Merit / 4th time
- **Compliant Taxpayers Award 2024** by **Federal Board of Revenue (FBR)**
- **Employer of the Year Award 2024** by Employers Federation of Pakistan / 8th time
- **Occupational Safety, Health & Wellness Award 2024**
- Water Stewardship Award at Global Water Summit for Sustainable Effluent Treatment Facility
- Women Empowerment - Gender Equality Recognition Award 2024
- WWF Pakistan presented Eco-innovation Award For Sustainability Initiatives
- Archroma Group was awarded the **Platinum Sustainability Gold** Rating by **ecovadis**
- Interloop conferred **Gold Award in Sustainability Partner Category / 2024**



PAKISTAN
STOCK EXCHANGE
LIMITED



Federal Board of Revenue
Revenue Division – Government of Pakistan



10 /

INTERLOOP



National Forum
for Environment
& Health
www.nfeh.org.pk



Businesses



A global leader in specialty chemicals across the textile, paper and emulsions sectors

The markets segments that we serve

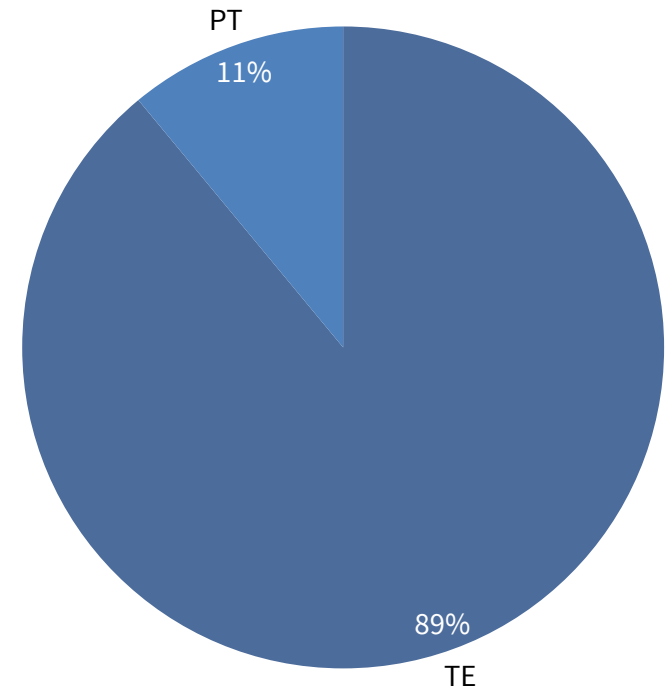
/Textile Effects(TE)

From fiber to finish, Archroma's Textile Effects division plays a key role throughout the entire textile supply chain, with special chemicals for pretreatment, dyeing, printing and finishing of textiles. Our R&D-enabled systems and solutions enhance the properties of apparel and other textiles in applications as diverse as high fashion, home textiles and special technical textiles.

/Packaging Technologies(PT)

Archroma's Packaging Technology division provides expertise in the management of whiteness, coloration, coatings and strength for all kinds of applications such as packaging & paper, paint, adhesive and construction. By combining our focused product range with the application services of our experts around the globe, we enhance both the optical and functional properties of innumerable end products.

**Sales For the 9 months ended
30 June 2025: MPKR 21,508**



Business Overview

Archroma's major consumption markets (i.e. the Textiles' and Construction industries) continue to show positive development, both locally as well as for exports, during the third quarter of the Financial Year under review, despite higher energy and commodity prices and on-going Russia-Ukraine, Middle East and other regional conflicts.

In the light of the prevailing challenging business environment, your Company continued its fullest support to its customers in meeting their demands and cost targets. As a consequence, it managed to achieve **net sales of PKR 21,508 million** during the nine months ended 30 June 2025, compared to PKR 19,060 million in the same period last year. Positive contributions from various savings and efficiency improvement programs launched at the end of last year along with market driven changes to the sales product mix, further supported gross margins development. Which **improved to PKR 5,063 million** compared to 3,432 million for the same period last year.

Moreover, considerably stable foreign exchange rates and reduced bank borrowing costs further contributed to improving the **bottom-line profitability of your Company to PKR 914 million** as compared to loss of PKR 308 million in the same period last year.

Nine Months FY25: Net Profit after Tax of MPKR 914 vs PY Loss of MPKR -308

Sales:

- **Market Share re-gain** (supported with Localization and Business re-gain projects with Key Customers and Products)
- **New Business** Development – Home, Personal Care, Leather & Co-producers
- **Export** Focus (Strategic regain of Denim Business & development of new markets)

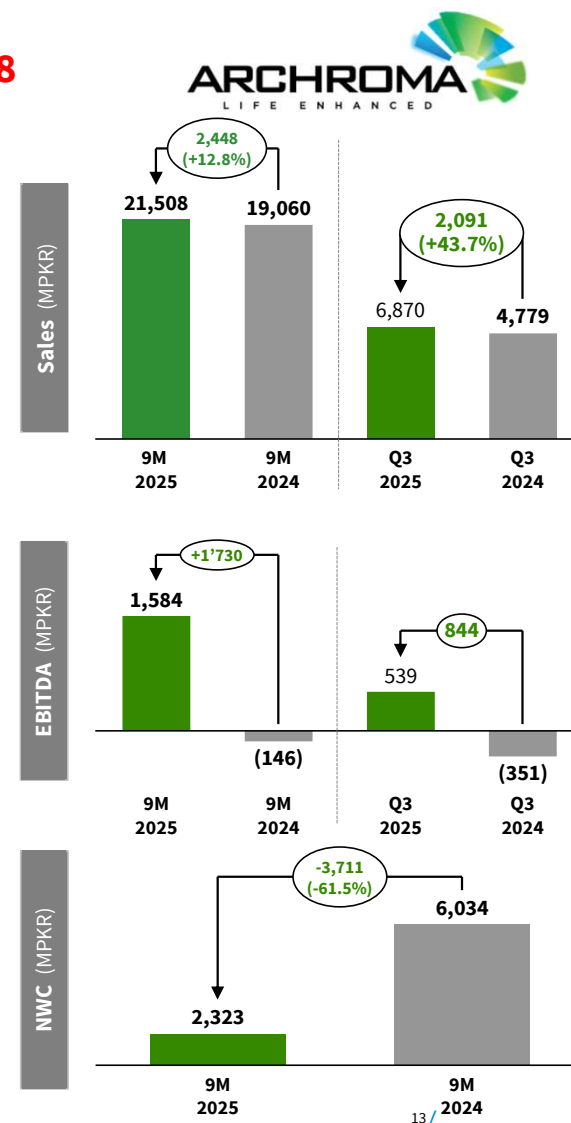
Profitability:

- Focus on Operating profits (RMs Sourcing, Costs optimization (Processes, PPAs, Margins improvement, Direct (EFS) vs Distribution Model & Product-mix – Focus on Dyes)
- EPS PKR 26.4 vs PY PKR -8.9

Net Working Capital:

- Balancing Inventory, AR and AP – Efficient Cash Management through qualitative measures (internal & external)

Strengthening business through TOM / Localization and Market Share gain!



STRATEGIC & OPERATIONAL DEVELOPMENTS

Exhaust application CEL DYES



DARK & EXTRA DARK SHADES

NOVACRON S/BOLD/BLACKS

NOVACRON S / BOLD reactive dyes are our offer to dive into a unique world of ultimate deep shades. Deep, deeper and deepest shades at the right recipe costs

- Cost and Performance leadership
- In house synthesis and economies of scale
- Strong brand name and package sales

Promotional deck for exhaust application
Pocket card

Good operational excellence and diversified ultimate deep shades offer, covering nowadays market demands for any depth in exhaust applications

Conti application CEL DYES



LIGHT TO MEDIUM SHADES

NOVACRON EC

NOVACRON EC reactive dyes offer unique operational excellence and fastness properties for all process applications. Additionally, it ensures on time delivery due to lowest reprocessing rate.

- Unique combination of Cost and Performance leadership
- Fully backward manufacturing set up ensures cost excellence. Thanks to innovation leadership, we continue to deliver new product with differentiated performance
- Strong and recognized brand name

Promotional decks for all continuous application
Pocket card

DARK TO EXTRA DARK SHADES

NOVACRON S/BOLD/BLACKS

NOVACRON S / BOLD reactive dyes are our offer to dive into a unique world of ultimate deep shades. Deep, deeper and deepest shades at the right recipe costs

- Cost and Performance leadership
- In house synthesis and economies of scale
- Strong brand name and package sales

Promotional decks for all continuous application
Pocket card

Outstanding fastness performance, operational excellence and diversified ultimate deep shades, covering market demands for any depth and continuous applications

Exhaust application CEL DYES



LIGHT TO DARK SHADES

AVITERA SE

AVITERA® SE reactive dyes is a revolutionary breakthrough innovation for the dyeing of Cellulosic fibers. The range allows mills to dramatically reduce precious resources such as water, energy, and CO2 emissions by up to 50% while reducing process time.



- Only technology ensuring 50% reduction in water, energy, carbon emission and increases productivity by up to 30% vs the best available technology
- IP protected, in-house synthesis and manufacturing
- Ensures also economic sustainability (total cost)
- Clean chemistry (pCA free)
- Award winning technology with the strongest brand name in the industry
- High adoption rate by leading brands and flagship mills

Marketing storyboard for mills & brands
Technical deck
Avitera SE & Lasting color ECO tags
Pocket card

True innovation that meets economic and environmental sustainability

PES/CEL



EXHAUST APPLICATION

AVITERA SE FAST

- Most Sustainable process for the largest blends in the textile industry
- Only technology which can save upto 50% water, energy & GHG emission with up to 30% increase in productivity
- Minimum environmental impact with total cost saving

TERASIL W/WW

- Alkaline clearable disperse dye with excellent Cotton reservation
- Deliver outstanding wash fastness level
- Offer a wide color gamut

AVITERA SE

- High speed and low temperature wash-off at 60°C for all kinds of shades
- Significant water and energy savings while reducing CO₂ emission up to 50% or more

- Promotional Deck

CONTINUOUS APPLICATION

SUPER SONIC

- Only sustainable continuous process with outstanding performance
- Total cost saving with high machine utilizations
- Minimum environmental impact with total cost saving

TERASIL W/WW

- Alkaline clearable disperse dye with excellent Cotton reservation
- Deliver outstanding wash fastness level
- Offer a wide color gamut

NOVACRON EC/S

- Lowest processing and outstanding right first time results
- Tailor made for all kind of severe fastness requirements of B&R

- Promotional Deck

Polycotton is a versatile textile material that offers the benefits of both polyester and cotton. While it may not have the same breathability and softness as pure cotton fabrics, it is more durable and easier to care for. Our solution brings sustainable to processing of this important blend.

Import Substitution for Local Industry – Sustainable & Eco-compliant Solutions



- **Leucotint Black HC – 07 – *Pigment Solution for Black Shampoos.***
- **Printofix Green H – ECO G – *Pigment Solution for Dish washing Bars***
- **Carta Red EBE – *Dyes for Tissues***

CORPORATE SOCIAL RESPONSIBILITY

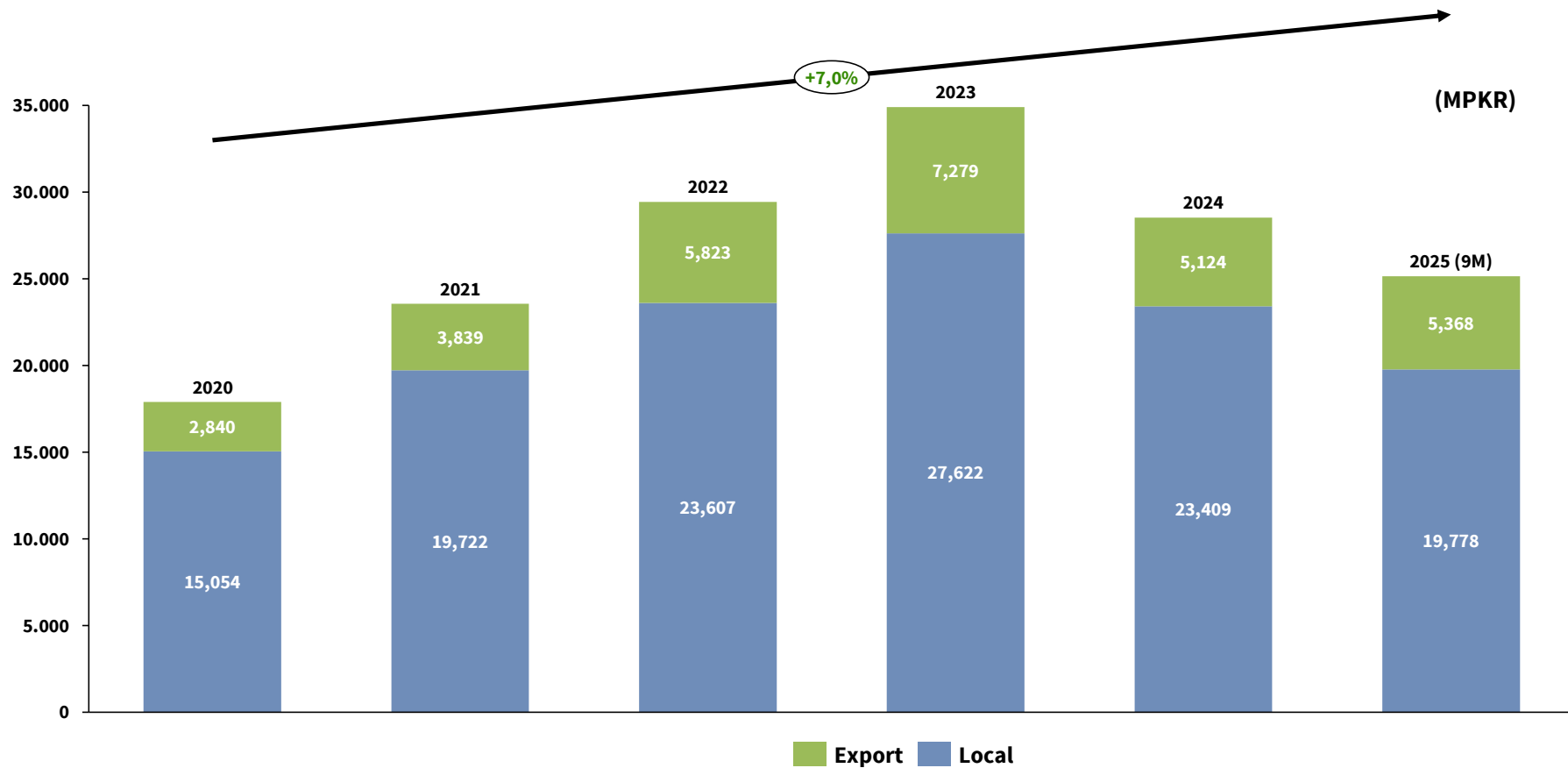
Corporate Social Responsibility

- ❑ Sustainable Effluent Treatment plant, Jamshoro @ **zero liquid discharge**
- ❑ **Providing clean drinking water** to neighborhood of Jamshoro factory.
- ❑ To date training in Textile Wet Processing to around 9000 students from technical institutes & universities.
- ❑ Monetary donations to social, medical and educational institutions.
- ❑ Earth Day celebration at Jamshoro.
- ❑ World Day for Safety and Health at Work.
- ❑ World water day
- ❑ Memorandum of Understanding with universities
- ❑ Tree Plantation Campaigns
- ❑ Solar installation in TCF School



FINANCIAL OUTLINE

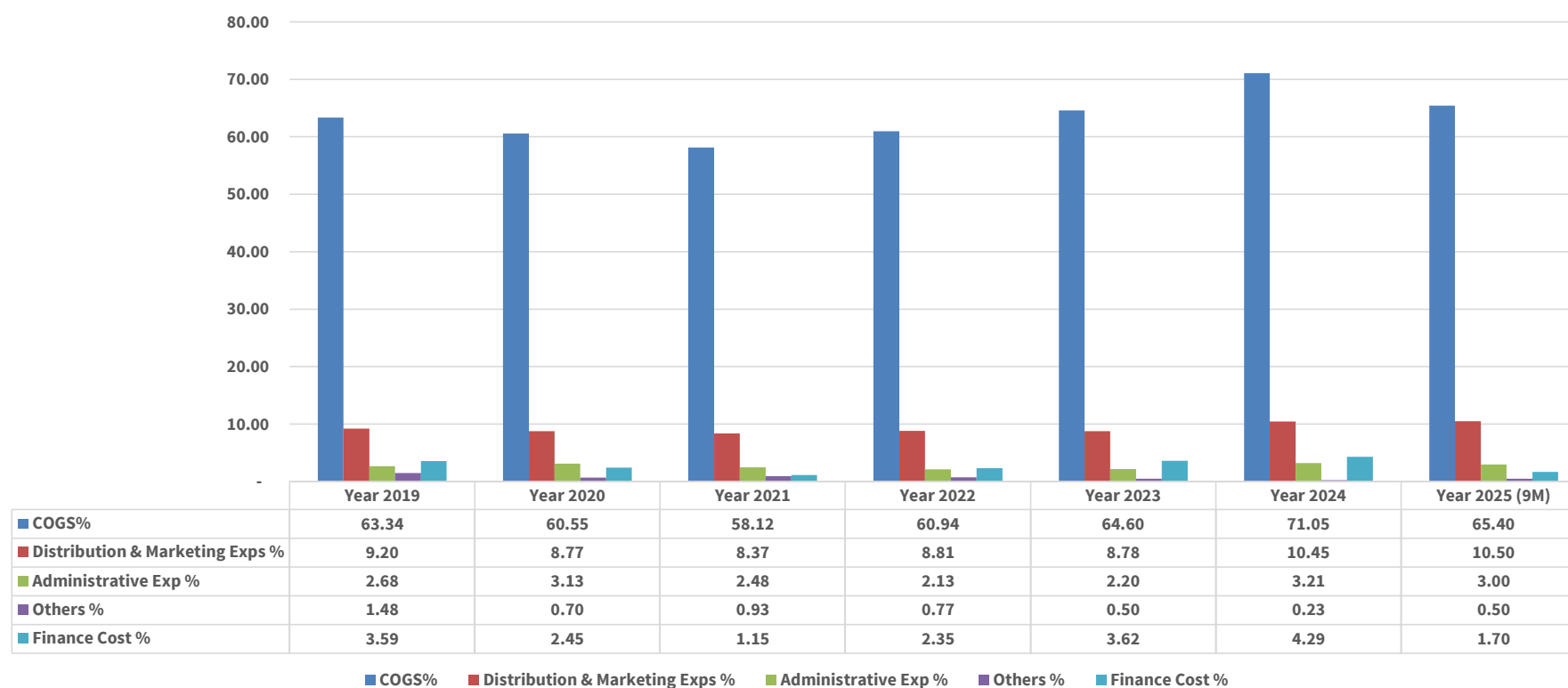
Sales for the Period Ended 30 June 2025



Financial Highlights for the period ended 30 June 2025

	YTD Jun-25	YTD Jun-24	Increase / (Decrease)	Sept-24
	Rs in 000'	Rs in 000'	%	Rs in 000'
Local sales	19,778,147	17,999,155	10%	23,409,301
Export sales	5,367,784	3,863,358	39%	5,124,095
Total Sales (Gross)	25,145,931	21,862,513	15%	28,533,396
COGS	16,445,104	15,627,798	5.3%	20,271,622
Gross Profit	5,063,055	3,432,536	47.5%	4,501,501
Finance Cost	415,690	917,709	-54.7%	1,224,306
Taxation - net	422,233	-66,661	733%	33,674
Profit / Loss for the period	913,911	-307,893	397%	-546,452
Earning per share (EPS)	26.44	-8.91	397%	-15.81

Manufacturing & Operational Expenses



KEY RATIOS

Ratios : Profitability & Liquidity

Period ended 30 June 2025	2025	2024	2023
Operating Profit Margin %	7.2%	2.9%	12.3%
Gross Profit Margin %	23.5%	18.0%	25.8%
Return on Assets %	5.4	(1.8)	4.8
Return on Equity %	19.5	(7.4)	22.6
Current Ratio (Times)	1.2	1.2	1.2
Quick Ratio (Times)	0.8	0.7	0.7
Days Sales Outstanding (Days)	84	99	88
Days Inventory Outstanding (Days)	78	110	115
Mark-up cover ratio (times)	6.2	0.6	6.7
Debt to capital ratio (times)	40.2	58.9	42.4

FUTURE OUTLOOK

Future Outlook



The global business and trade environment has become increasingly complex following the imposition of country-specific import tariffs by USA in April, which has severely affected trade, logistics and consequentially the raw materials' supply chain and availability for the Company. Although the balance of trade and forex reserves' situation in Pakistan has considerably improved, it is expected to remain under pressure in the coming months due to evolving global trade environment and Pakistan's short-term fiscal commitments. However, we believe that the recent US tariff changes, currently under review, may bring opportunities for Pakistan's Textiles and other export businesses in the medium to long- term, compared to other competing countries.

The Management of your Company is confident that the stringent measures already in place for operational adaptability, cost efficiency and net working capital management, along with a strong project pipeline aimed at increasing market penetration and portfolio expansion, particularly following the Huntsman Textile Effects' acquisition, shall further support new business development and initiatives during the current financial year.

QUESTIONS & ANSWERS







www.archroma.com

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