



Corporate Briefing Meeting 2026

A member of **ASC** AMIRS.
CHINOY
GROUP





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Amir S. Chinoy Group



Amir Chinoy

Founder, Mr. Amir. S. Chinoy
1921 - 1998

international™
industries
built on trust



TRUSTED NOT TO COMPROMISE



**INTERNATIONAL
STEELS LIMITED**

Shaping Tomorrow



CHINOY
ENGINEERING & CONSTRUCTION
(PRIVATE) LIMITED





About Amir S. Chinoy Group



A Legacy of Industrial Leadership

For **79 years**, the Amir S. Chinoy (ASC) Group has contributed to Pakistan's industrial development.

Founded by **Mr. Amir S. Chinoy**, a pioneer of industrialisation in Pakistan, the Group established businesses across **steel, chemicals, electrical wires and cables, trading and industrial services**.

Today, ASC is one of Pakistan's leading industrial groups, with proven expertise in **manufacturing, trading and industrial services**, supported by a growing domestic and international footprint.

Member Companies



International Industries Limited Estd. 1948

Pakistan Cables Limited Estd. 1953

International Steels Limited Estd. 2007

Chinoy Engineering & Construction (Pvt.) Ltd. Estd. 2024

International Subsidiaries

- IIL Australia Pty. Ltd.
- IIL Americas Inc.
- INIL Europe Ltd.

Trading Portfolio

IIL Trading represents globally recognised brands including: **Milwaukee, Fischer, Mapei and Brenntag**.



Products of Amir S. Chinoy Group



The broad range of products manufactured by the ASC Group companies includes:

Cold Rolled Steel

Galvanised Steel

Colour Coated Steel

Steel Pipes
(CR, HR, Galvanised,
Stainless Steel)

Polymer Pipes
(UPVC, PPRC, PE)

Hollow Structural
Sections (Steel)

Scaffolding Systems
and Formwork

Flat Steel Sheets,
Profiles & Purlins

Electric Wires &
Cables (LV & MV)

Electric Overhead
Conductors of
Aluminium & Copper

Special Cables,
Solar Cables

PVC Compound

Copper Road

Aluminum Rod

Wiring Accessories

Highlights of Amir S. Chinoy Group



156 (PKR IN BILLION)
SALES TURNOVER



33 (PKR IN BILLION)
CONTRIBUTION TO
NATIONAL EXCHEQUER



612,000 MT
TOTAL METALS PRODUCED



2,000+
NUMBER OF EMPLOYEES



500
GEOGRAPHICAL FOOTPRINT IN
PAKISTAN (CITIES & TOWNS)



70 (PKR IN BILLION)
MARKET CAPITALISATION



26 (PKR IN BILLION)
EXPORT SALES



73 YEARS
OF PRODUCTION



40
NUMBER OF EXPORT
DESTINATIONS
(INCLUDING USA, CANADA, EUR)



1,600+
NUMBER OF DEALERS/DISTRIBUTORS



Highlights of Amir S. Chinoy Group



Incorporated in 1948
Listed on PSX since 1984
Credit Rating AA/A-1

PRODUCTS

Steel Pipes and Tubes
Polymer Pipes and Fittings
Stainless Steel Tubes
Engineering Solutions

29 PKR Billion
Turnover
(2025 - 2026)

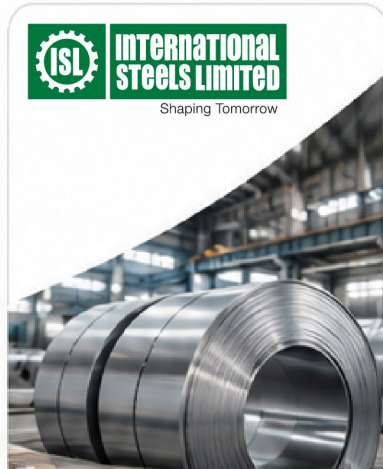


Incorporated in 1953
Listed on PSX since 1955
Credit Rating A/A-1

PRODUCTS

Wires and Cables
Conductors, Aluminium
Rods, Wiring Accessories
Copper Rod
PVC Compounds

34 PKR Billion
Turnover
(2025 - 2026)

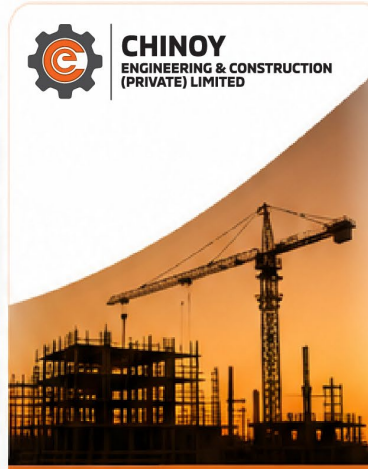


Incorporated in 2007
Listed on PSX since 2011
Credit Rating A+/A-1

PRODUCTS

Cold Rolled Steel
Hot Dip Galvanised Steel
Colour Coated Steel

93 PKR Billion
Turnover
(2025 - 2026)



Incorporated in 2024

SERVICES

Contracting services
in the construction
and engineering industry



Group Turnover (PKR)
156 Billion



Partners of Amir S. Chinoy Group



Member companies of the ASC group have attached international equity partners of repute, which have further enriched their technical expertise and best practices.

Leading equity partners associated with member companies include:

- **British Insulated Callender's Cable (BICC), UK**
- **Doogood, Australia**
- **General Cables, USA**
- **JFE Steel Corporation, Japan**
- **Sumitomo Corporation, Japan**
- **International Finance Corporation (IFC), USA**

ISL Equity Partners

international
industries™
built on trust



ISL Technology Partners



Vision, Mission and Core Values



Vision

To be the premium manufacturer of flat steel products in Pakistan.



Mission

To establish our presence in the steel industry by providing superior quality products and reliable services, catering to the customers' needs, at competitive prices, while delivering value and fostering close partnerships.

We take pride in providing an environment that cultivates teamwork and leadership capabilities to manage our company as a model corporate citizen, complying with the highest standards of business ethics.

Corporate Philosophy



Adopting world-class technologies,
enhancing manufacturing capabilities,
and contributing to society by providing
excellent products and services.



Core Values



Integrity

We are committed to maintain highest ethical standards and ensure a culture of trust and openness internally as well as externally.



Fairness

We are committed to implement such policies and procedures which translate into fair and equitable treatment of all stakeholders, including selection, hiring, rewarding and compensating all employees.



Diversity

We are an equal opportunity employer with zero bias against gender, race, ethnicity and religion and encourage openness, expression of opinions etc.



Respect for People

We are committed to foster a culture where people come first and we hire, develop and retain our people to work as synergized teams in line with our mission and vision.



Responsibility

We consider quality of life, health, safety, wellbeing, social uplift and environment as integral parts of our corporate culture and responsibility.



Health and Safety Statistics



1.14 Million

Safe Man Hours



1,833

HSE Training Hours



01

Lost Time Injury (LTI)



0.89

Total Recordable
Incident Rate (TRIR)



Highlights

2025-26



Highlights 2025-26

Q1: July to September 2025



ISL COMPLETES 6.4 MW SOLAR POWER PROJECT

ISL successfully completed its 6.4 MW solar power project, supplying clean, renewable energy to its manufacturing complex and corporate offices and reinforcing its commitment to sustainable industrial growth.



CELEBRATING PAKISTAN'S INDEPENDENCE DAY

ISL marked Pakistan's Independence Day by bringing employees together to celebrate the nation's heritage and reaffirm its commitment to Pakistan's industrial and economic progress.



ISL RECEIVES 12TH FPCCI ACHIEVEMENT AWARD

ISL received the 12th FPCCI Achievement Award in the Platinum Category for excellence in manufacturing and export of flat steel products, reinforcing its commitment to quality, exports and industrial growth.



FACTORY TOUR: WHERE WORK MEETS FAMILY

ISL welcomed employees' families to its manufacturing facility, offering a firsthand look at the workplace and operations while strengthening family engagement and pride in the organisation.



Highlights 2025-26

Q2: October to December 2025



ISL SHOWCASES AUTOMOTIVE STEEL SOLUTIONS AT PAPS 2025

ISL participated in Pakistan Auto Show 2025, showcasing its flat steel solutions and applications for the automotive industry while engaging with key industry stakeholders.



ISL EXPANDS GLOBAL PRESENCE AT BIG 5 GLOBAL 2025

ISL participated in BIG 5 Global 2025 in Dubai, showcasing its flat steel solutions to an international audience and engaging with global customers, industry leaders and potential partners.



MAP's CORPORATE EXCELLENCE RECOGNITION AND AWARDS

ISL was recognised at the 40th MAP Corporate Excellence Awards, reflecting its continued focus on organisational excellence, strong management practices and continuous improvement.



ISL PROMOTES LGSS RELATED AWARENESS

ISL collaborated with Junaid Akram to raise awareness of Light Gauge Steel Structures, highlighting the benefits of faster, more efficient and precise steel-based construction while promoting modern construction technologies in Pakistan.



Highlights 2025-26

Q3: January to March 2026



ISL TEAM CHALLENGE 2026

ISL brought employees together through engaging team-based activities, strengthening collaboration, communication and camaraderie while reinforcing the Company's Steel Spirit.



ASC GROUP CLINCHES THIRD CRICKET TITLE

The ASC Group Hardball Cricket Team won its third Super Challengers Premier League title, reflecting strong teamwork, discipline and sporting spirit across the Group.



ISL WOMEN CRICKET TOURNAMENT

ISL's Cricket Tournament brought employees of the ASC group together through competitive sport, with Pakistan Women's Cricket Team Captain Fatima Sana inspiring participants through insights on leadership, resilience and excellence.



ISL SHOWCASES STEEL SOLUTIONS AT HVACR EXPO

ISL participated in Pakistan HVACR International Expo 2026, showcasing its steel solutions for HVACR applications while engaging with customers, partners and industry professionals.



Highlights 2025-26

Q4: April to June 2026



STEEL UNCOVERED SEASON 2 BUILDS FLAT STEEL AWARENESS

ISL launched Steel Uncovered Season 2 to build awareness of flat steel applications through industry education, customer stories and brand advocacy, while highlighting product performance, service and quality standards.



ISL HONOURED AT BRAND OF THE YEAR AWARDS

ISL received the Brand of the Year Award and Brand Icon of Pakistan Award 2025, recognising the strength of its brand, customer trust, quality and market leadership.



ISL SECURES 2ND POSITION AT EFP AWARDS

ISL secured 2nd position in the National Medium Category at the EFP Employer of the Year Awards, recognising its commitment to employee empowerment, people development and workplace excellence.



ISL'S MANGONESE FESTIVAL CELEBRATES TEAM SPIRIT

ISL brought employees together through its Mangonese Festival, strengthening camaraderie, engagement and a shared sense of community across the organisation.



Value Creation 2011-2026



CONTRIBUTED TO GOVT.

PKR 162 BN

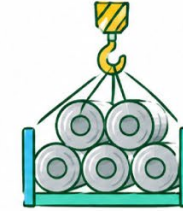
Contributed to the national exchequer



SUBSTITUTING IMPORTS

US\$ 465 MN

Worth of foreign exchange outflow through localization



EXPORT VALUE

US\$ 663 MN

Worth of foreign exchange by exporting flat steel



GLOBAL FOOTPRINT

30+ COUNTRIES

Worldwide, supplying cold rolled and coated steels



CSR CONTRIBUTION

1.5% PROFIT

(After Tax) annually for social and community uplift



SKILL DEVELOPMENT

54,063

To train and develop human resources at ISL Factory and offices



CREDIT RATING

A+/A RATING

By VIS Credit Rating Company Limited



RECOGNITION OF EXCEPTIONAL PERFORMANCE

7 TIMES

In the Engineering Category at Corporate Excellence Awards, hosted by Management Association of Pakistan



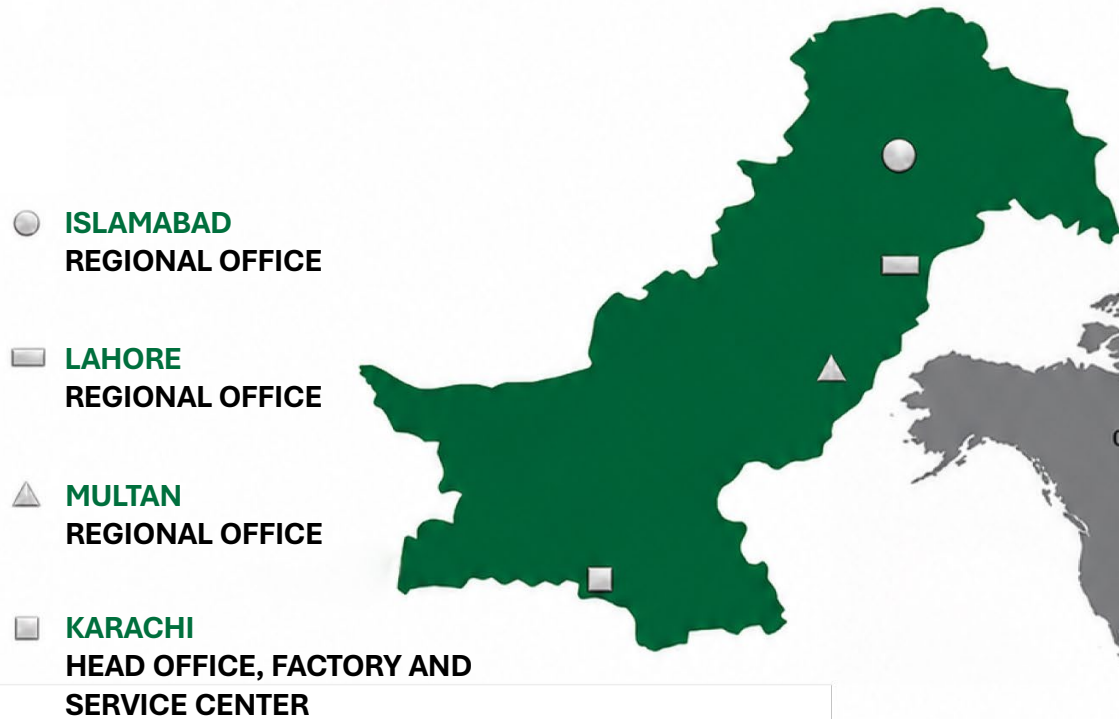
WORKPLACE EXCELLENCE

NATIONAL MEDIUM CATEGORY

11TH Employer of the Year Awards by Employers Federation of Pakistan



Regional Network & Geographic Presence



COMPRISING

500

CITIES AND TOWNS IN PAKISTAN

EXPORTING TO MORE THAN

30

COUNTRIES IN 06 CONTINENTS





Certifications and Compliance



ISO 9001: 2015 Quality Management System
ISO 14001: 2015 Environment Management System
ISO 45001: 2018 Occupational Health & Safety Management System

Products and Services





Products and Production Capabilities



COLD ROLLED STEEL

1,000,000

METRIC TONS

ISL delivers high-quality CRC products using advanced German Cold Rolling Mills, meeting the diverse commercial and industrial needs of automotive, appliances, furniture, packaging, and other industrial sectors.



HOT DIP GALVANIZED STEEL

462,000

METRIC TONS

ISL produces premium zinc-coated steel at a fully automated, state-of-the-art facility using top-grade raw materials, strict quality controls, and advanced processes.



COLOR COATED STEEL

84,000

METRIC TONS

With a capacity of 84,000 MT, ISL's Color Coating Line applies high-quality finishes to Cold Rolled, Galvanized, Galvalume, Aluminum, and Stainless Steel, offering a wide color range for indoor and outdoor applications.



Cold Rolled Steel Applications

AUTOMOTIVE COMPONENTS



HARDWARE AND SANITARY



TIN MILL BLACK PLATE (TMBP)



PACKAGING DRUMS



DOMESTIC APPLIANCES



ELECTRICAL GOODS



OIL FILTERS



BASE MATERIAL FOR GALVANIZING AND COATING



SWITCH GEARS



TUBES AND SECTIONS



Hot Dip Galvanized Steel Applications

**CONSTRUCTION
AND ROOFING**



**HVACR
AND DUCTING**



PIPING



**TRUNKS AND
STORAGE BOXES**



RAZOR WIRE



**GUARDRAILS, HANDRAILS
AND STREET FURNITURE**



**SUSPENDED
CEILING**



**AIR HANDLING
UNITS (AHU)**



**LIGHT GAUGE
STEEL STRUCTURES**



**DOMESTIC
APPLIANCES**



**WALL
PARTITIONS**



**AGRICULTURE AND
HORTICULTURE**

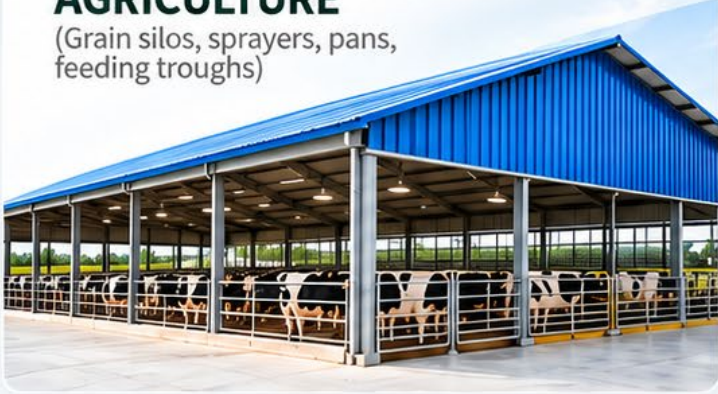




Color Coated Steel Applications

AGRICULTURE

(Grain silos, sprayers, pans, feeding troughs)



COLD STORAGES AND UNITS

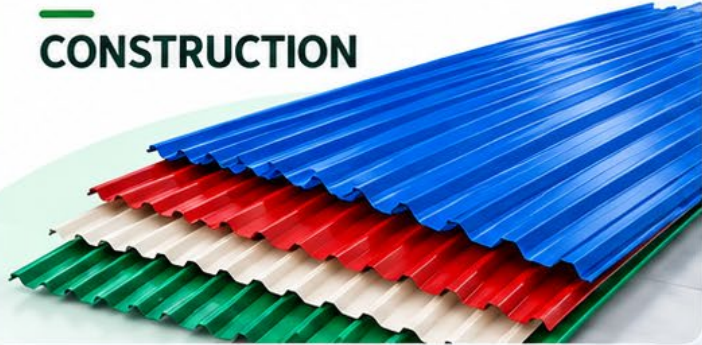


DOMESTIC USE

(Trunks, tubs, buckets, storage bins, water tanks)



CONSTRUCTION



ELECTRICAL APPLIANCES



FURNITURE AND FIXTURES



MEP APPLICATIONS

(Ducting, drums/barrels, containers, thermal cladding, air-conditioning ducts, railway coaches and others)



FALSE CEILING



OUTDOOR APPLICATIONS



Value-added Services





Value-added Services

Slitting



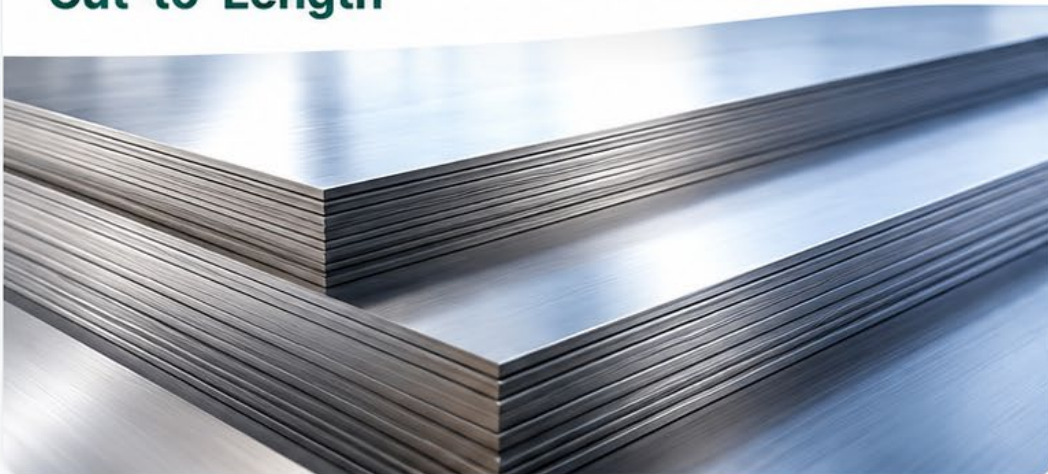
C Channels for LGSS / Wall Partitions



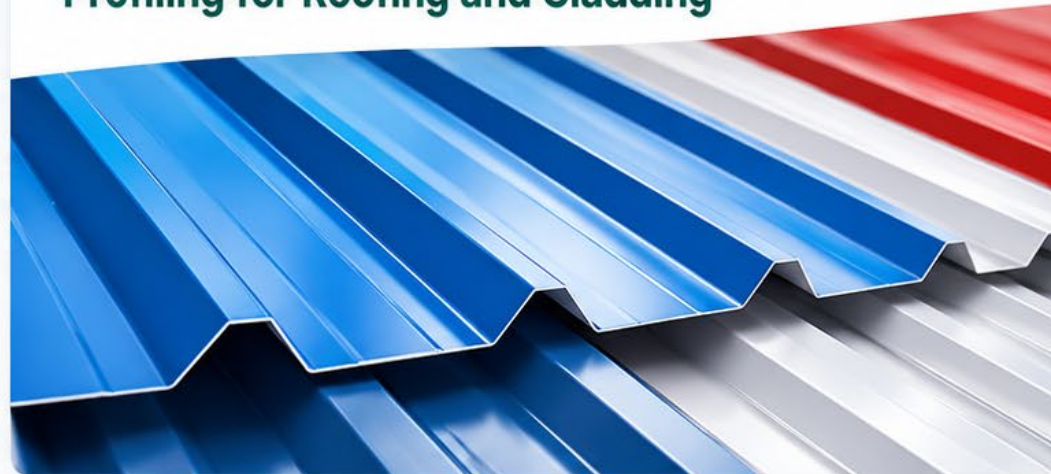
C and Z Purlins



Cut-to-Length



Profiling for Roofing and Cladding



External Business Environment

FY2025–26 operating context





External Business Environment



3.70%

GDP growth

FY2025–26

+5.0%

Large Scale
Manufacturing

Driven by Autos Sector

1,250 KMT

Domestic flat steel
demand

+25% YoY

28%

ISL Domestic
Market Share

From 23%

10.5%–11.5%

Policy Rate Range

Lower policy rate

Global Steel Scenario

Global steel conditions remained subdued amid persistent overcapacity, trade tensions and uneven regional demand.

Raw material availability and higher freight costs emerged as key challenges towards the later part of FY26.

Price Volatility

HRC Prices ↓ 1%

Iron Ore ↑ 4%

Coking Coal ↑ 10.6%

Key Regulatory Developments

Duty differential between HRC and CRC/GP:

Remained at 7.5% in 2025-26; increased to 9% for 2026-27 in the latest budget.

Anti-Circumvention Measures

Duties on imported Galvalume products were extended effective June 28, 2025 following the anti-circumvention determination.

Trade-Remedy Proceeding

The Company continues to pursue trade-remedy proceedings concerning Cold Rolled and Color-coated steel imports, which remain under consideration by the relevant authorities.

National Economy

GDP Growth: Estimated at 3.70% in FY2025-26, compared with 3.18% in FY2024-25.

Sectoral Growth: LSM+5% (2024-25: -0.7%) driven by Autos sector. Overall industrial growth remained at 3.51%.

Lower Interest Rates: Average policy rate remained stable between 10.5%-11.5% supporting lower financing costs.

Inflation: Average inflation moderating to 7.1%. Off the grid levy translated into higher captive power costs.

Domestic Flat Steel Market

Demand increased by 25% to 1,250 KMT, with ISL domestic market share improving from 23% to 28%.



Performance Highlights (FY 2026 vs FY 2025)

REVENUE

PKR Billion

93

vs 62

+50%

PRODUCTION VOLUME

KMT

447

vs 264

+69%

INVENTORY

PKR Billion

27

vs 22

+23%

EXPORT SALES

PKR Billion

20

vs 10

+100%

GROSS PROFIT MARGIN

Percent

11.5

vs 8.6

+2.9%

FINANCIAL CHARGES

PKR Million

1,214

vs 806

+51%

PROFIT AFTER TAX

PKR Billion

3.7

vs 1.6

+131%

EARNING PER SHARE

PKR

8.44

vs 3.58

+136%



Financial Highlights (5-year performance trend)



PKR 93 Billion

Total sales

2026

435 KMT

Total sales volume

2026

PKR 3.7 Billion

Profit after tax

2026

PKR 5.0*

Dividend per share

2026

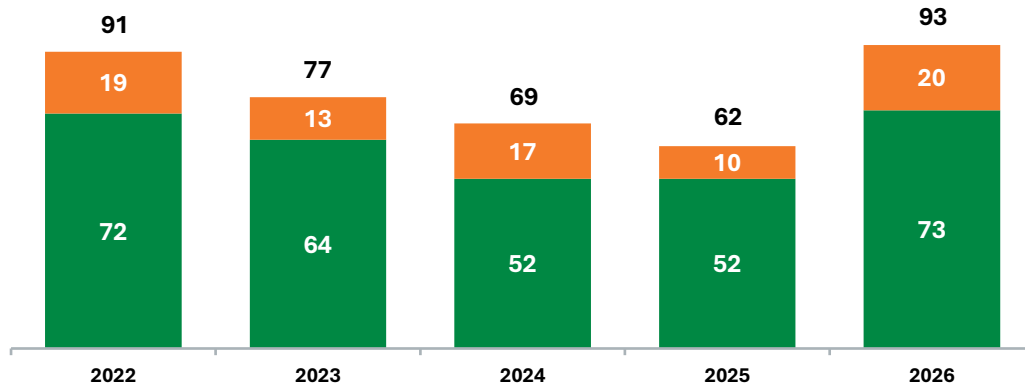
PKR 8.44

EPS

2026

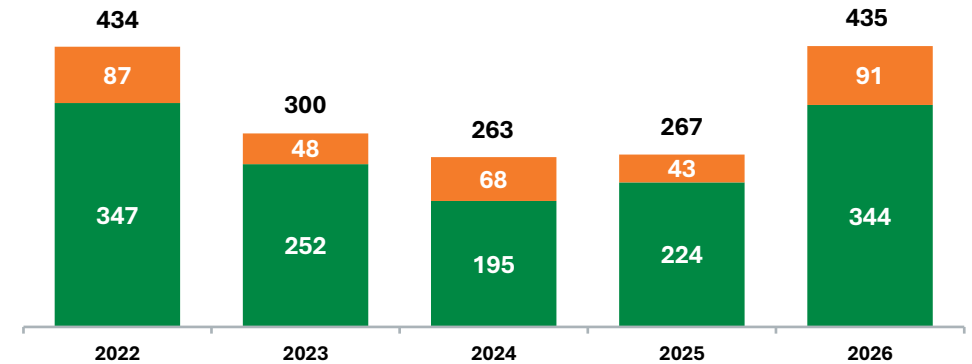
Sales by market (PKR Billion)

Domestic Export

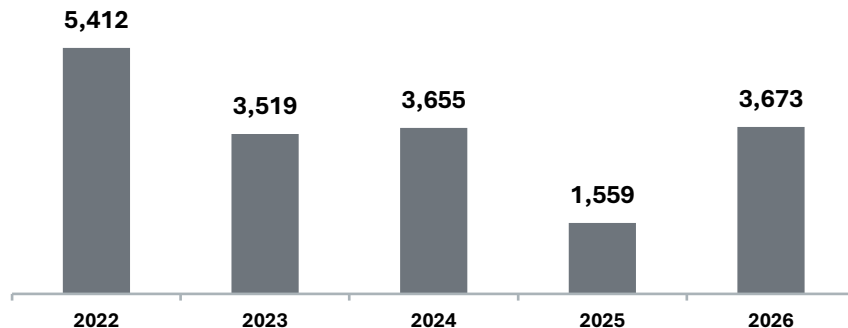


Sales volume (KMT)

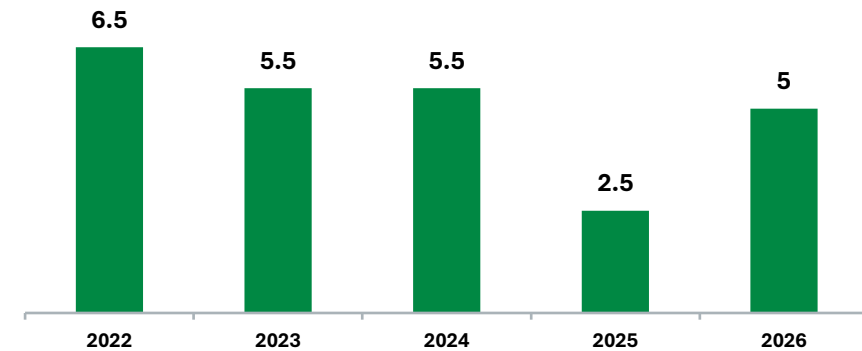
Domestic Export



Profit after tax (PKR Million)



Dividend per share (PKR)



*Including proposed Final Dividend



Challenges, Mitigation and Future Outlook



Challenges, Mitigation and Outlook

FY 2025-26 BUSINESS ENVIRONMENT

KEY CHALLENGES

- International steel price volatility
- Duty circumvention and enforcement gaps
- Imports in informal sector and FATA/PATA tax-exemption misuse
- Supply chain disruption amid geopolitical volatility
- Rising input conversion costs

MITIGATION ACTIONS

- Expand domestic volumes and pursue margin-led exports
- Engage regulators to provide level-playing field
- Support FATA/PATA sales-tax rationalization and anti-dumping measures
- Diversify supplier base to improve resilience
- Optimize operations and energy mix

LOOKING FORWARD FY 2026-27

Market Challenges

- Sluggish international prices and dumping pressures
- Slow recovery in domestic demand
- Imports in informal sector exploiting regulatory gaps
- Inflation and adverse exchange-rate movement

Future Outlook

- Improve capacity utilization and cash conversion
- Continue engagement on providing level-playing field to the domestic industry
- Drive strategic growth, distribution access and working-capital discipline