



Nishat Mills Limited

CORPORATE BRIEFING SESSION

28 NOVEMBER 2022

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Company Profile



Company Profile

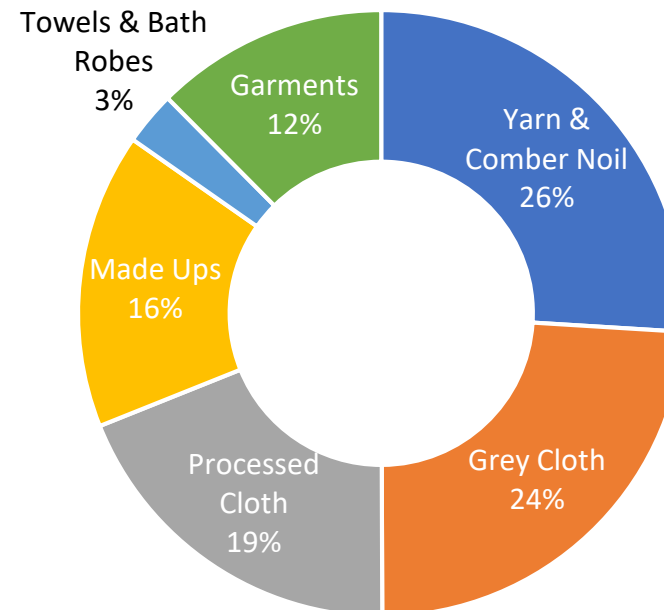
- Commenced its business as a partnership firm in 1951
- Incorporated as a private limited company in 1959
- Listed on Karachi Stock Exchange on 27 November, 1961
- Production facilities of spinning, weaving, processing, stitching, towel and power generation
- 34 manufacturing units located at Faisalabad, Sheikhupura, Ferozewatwan and Lahore
- Established its own power generation facilities at all plant locations
- Provides employment to around 24,086 individuals

Market and products

Sales breakup – market wise



Sales breakup – product wise



50% value added products

Business Segments

Spinning

- Production capacity of 98 million kgs of yarn per annum. Capacity utilization 86%.

Weaving

- Production capacity of 366 million square meters of fabric per annum. Capacity utilization 95%.

Dyeing

- Dyeing capacity of 56 million meters of fabric per annum. Capacity utilization 91%.

Home Textile

- Processing capacity of 60 million meters of fabric per annum. Capacity utilization 87%.

Terry

- Production capacity of 5,000 tons towel per annum. Capacity utilization 86%.

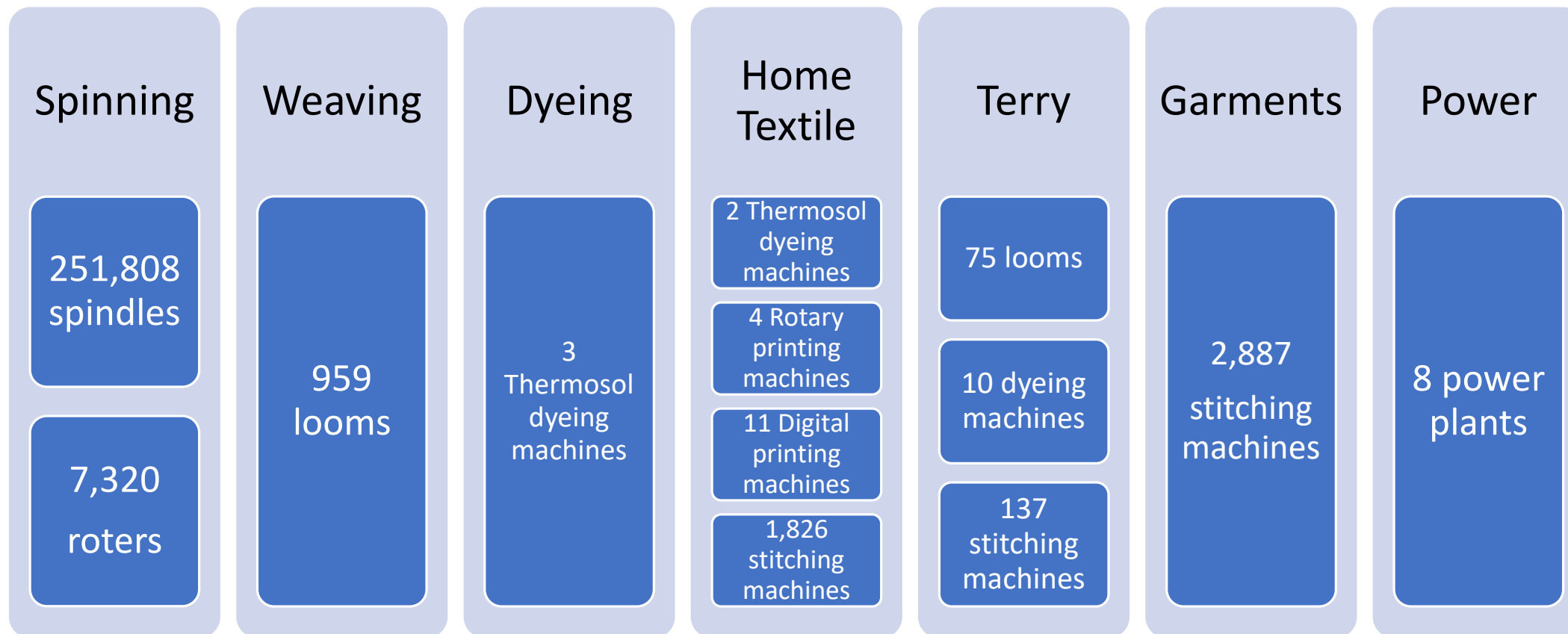
Garments

- Production capacity of 12 million garments per annum. Capacity utilization 86%.

Power

- Generation and distribution of power using gas, furnace oil, diesel, steam, solar and coal.
- Built-in power generation capacity of 142 MW. Capacity utilization 35%.

Business Segments



Company profile

Pattern of shareholding at 28 October 2022

Category	Number of holders	Shares held	Percentage
Individuals	13,336	198,468,186	56.45
Investment Companies	9	19,305	0.01
Insurance Companies	29	16,823,284	4.78
Joint Stock Companies	152	58,290,653	16.58
Financial Institutions	43	30,595,007	8.70
Modaraba/Mutual Funds	75	20,992,601	5.97
Foreign Investors	27	21,208,699	6.03
Miscellaneous	73	5,202,113	1.48
Total	11,578	351,599,848	100

Nishat Group



Nishat Group



- One of the largest and leading business house in Pakistan
- Presence in Textile, Agriculture and Dairy, Real Estate, Hospitality and Hotels, Energy, Banking, Insurance, Paper Products, Aviation, automobile and Cement
- Seven Companies are listed on Pakistan Stock Exchange
- Assets over Rupees 2,726 billion (USD 12 Billion)
- Provides direct employment to more than 54,884 persons
- Has played an important role in the industrial development of Pakistan

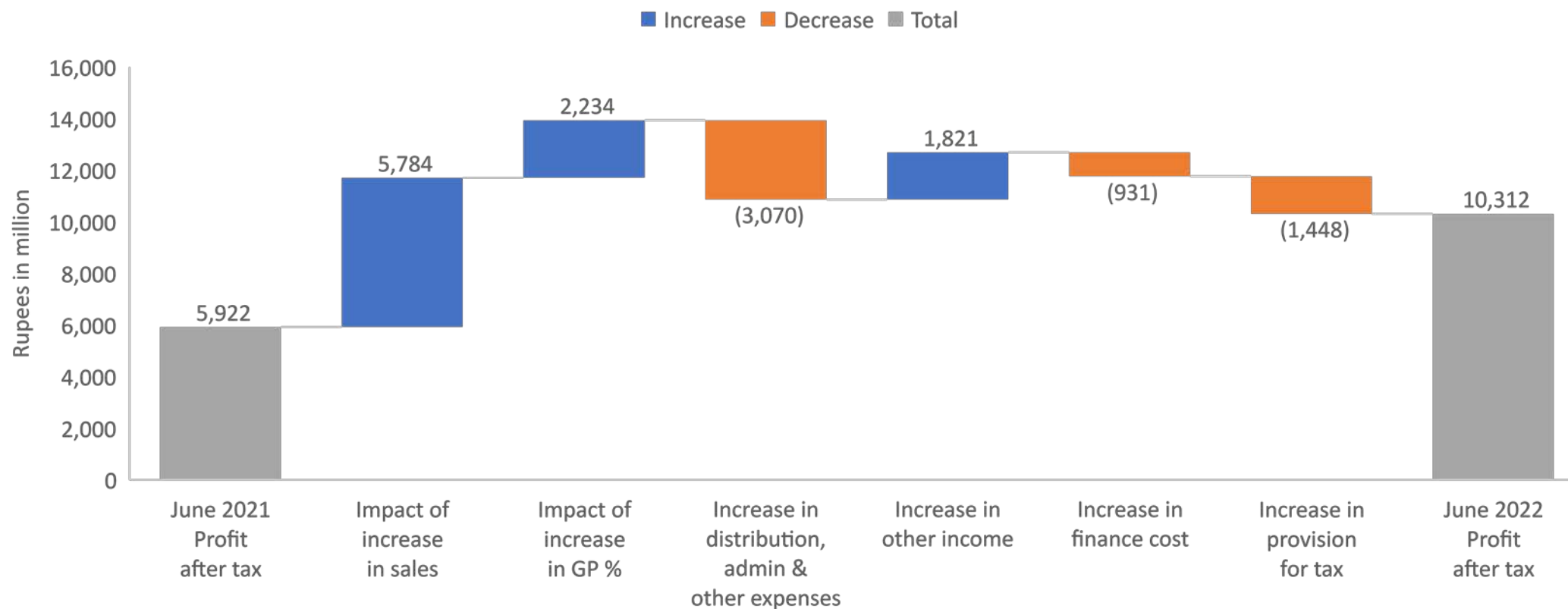
Financial Review



Profit and loss statement

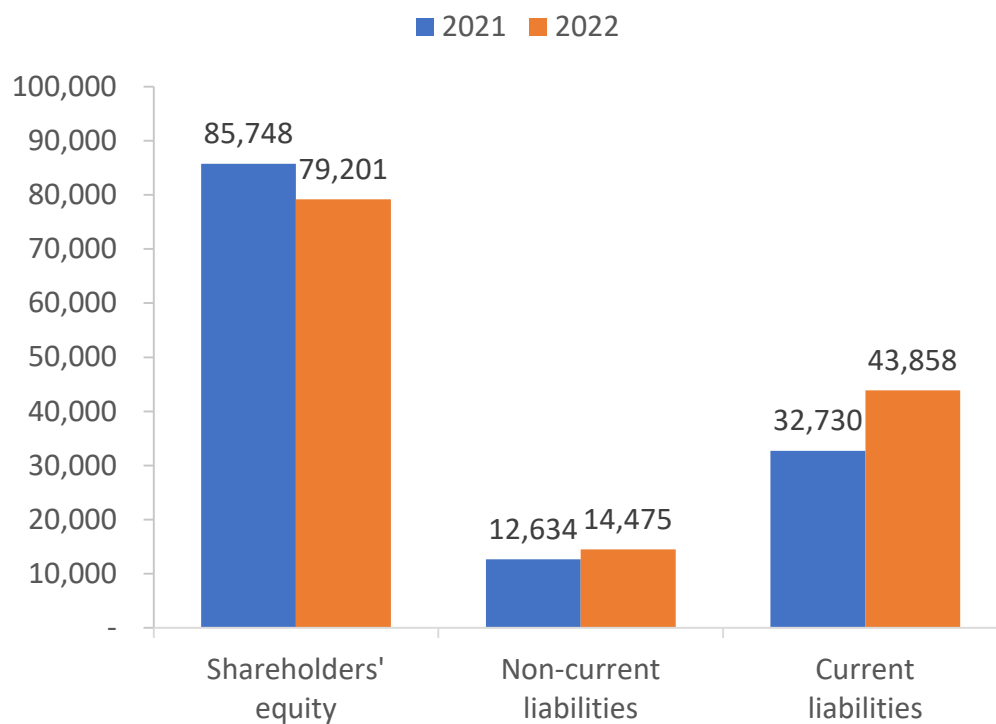
	FY 2022	FY 2021	Variance	
 Rupees in thousands			%
Revenue	115,768,065	71,431,010	44,337,055	62.07
Cost of Sales	(98,432,494)	(62,113,155)	(36,319,339)	(58.47)
Gross Profit	17,335,571	9,317,855	8,017,716	86.05
Distribution Cost & Administrative Expenses	(7,337,322)	(4,436,566)	(2,900,756)	65.38
Other Expenses	(502,014)	(331,796)	(170,218)	(51.30)
Other Income	5,571,415	3,750,188	1,821,227	48.56
	(2,267,921)	(1,018,174)	(1,249,747)	(122.74)
Profit from Operation	15,067,650	8,299,681	6,767,969	81.54
Finance Cost	(2,160,365)	(1,229,179)	(931,186)	(75.76)
Profit before Taxation	12,907,285	7,070,502	5,836,783	82.55
Provision for Taxation	(2,595,611)	(1,148,032)	(1,447,579)	(126.09)
Profit after Taxation	10,311,674	5,922,470	4,389,204	74.11

Variance analysis of profitability

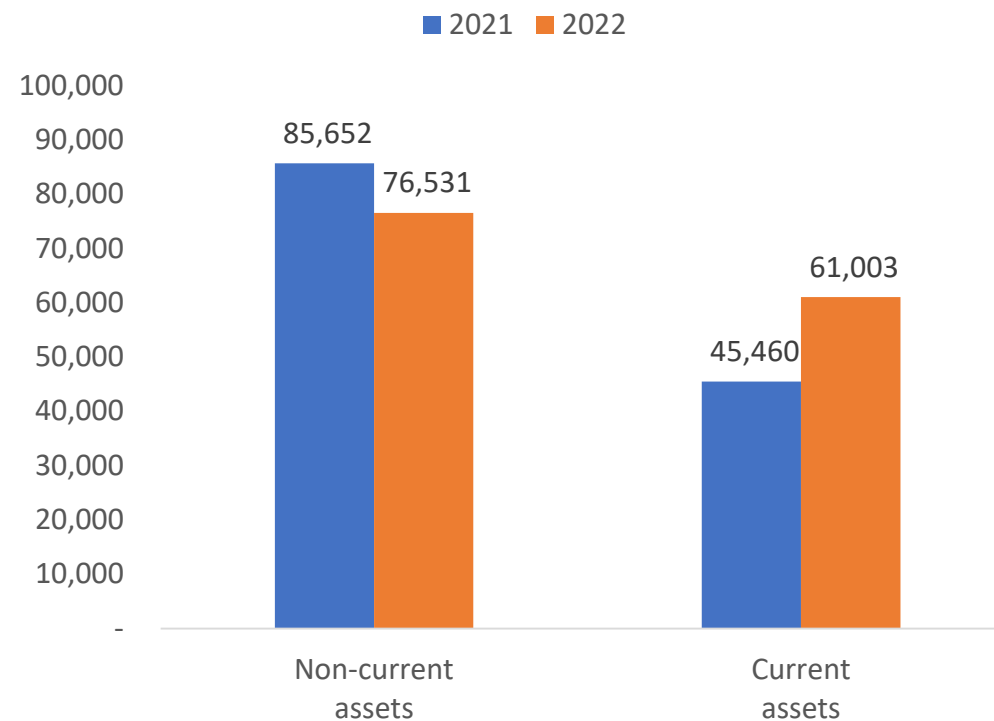


Balance Sheet

Equity and liabilities (Rupees in million)



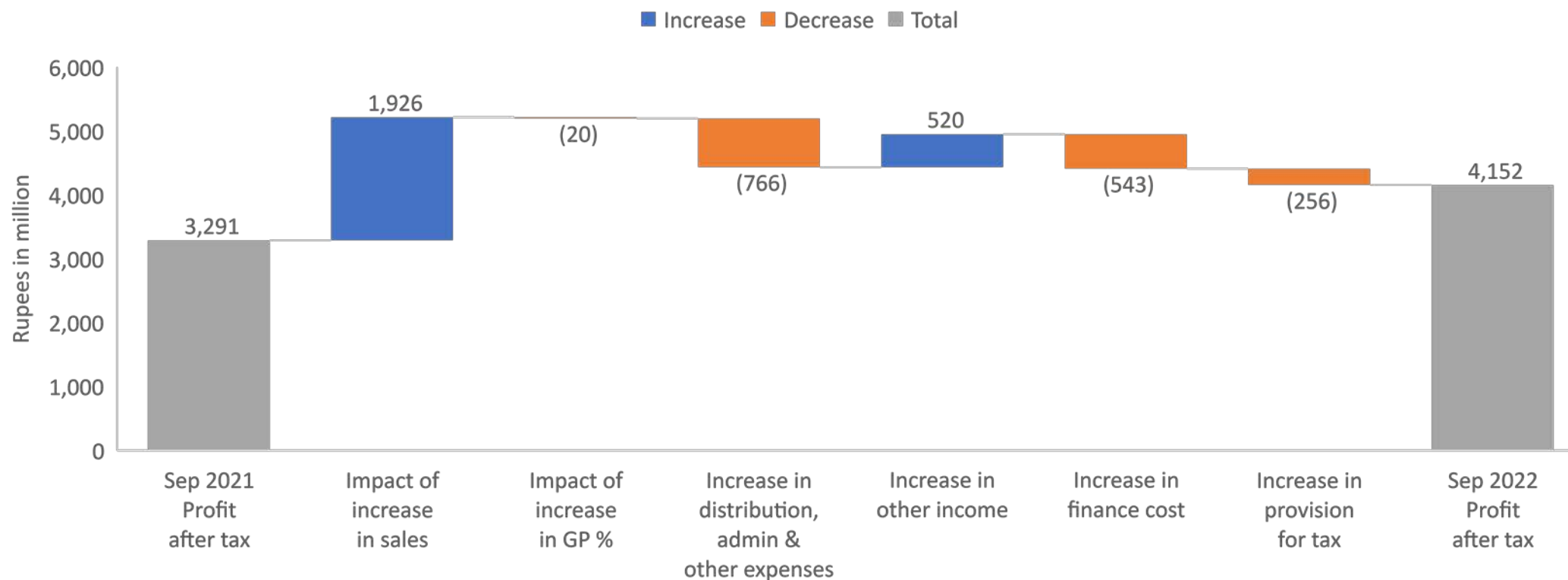
Assets (Rupees in million)



Profit and loss statement – Sep 2022

	Sep 22	Sep 21	Variance	
 Rupees in thousands			%
Revenue	115,768,065	71,431,010	44,337,055	62.07
Cost of Sales	(98,432,494)	(62,113,155)	(36,319,339)	(58.47)
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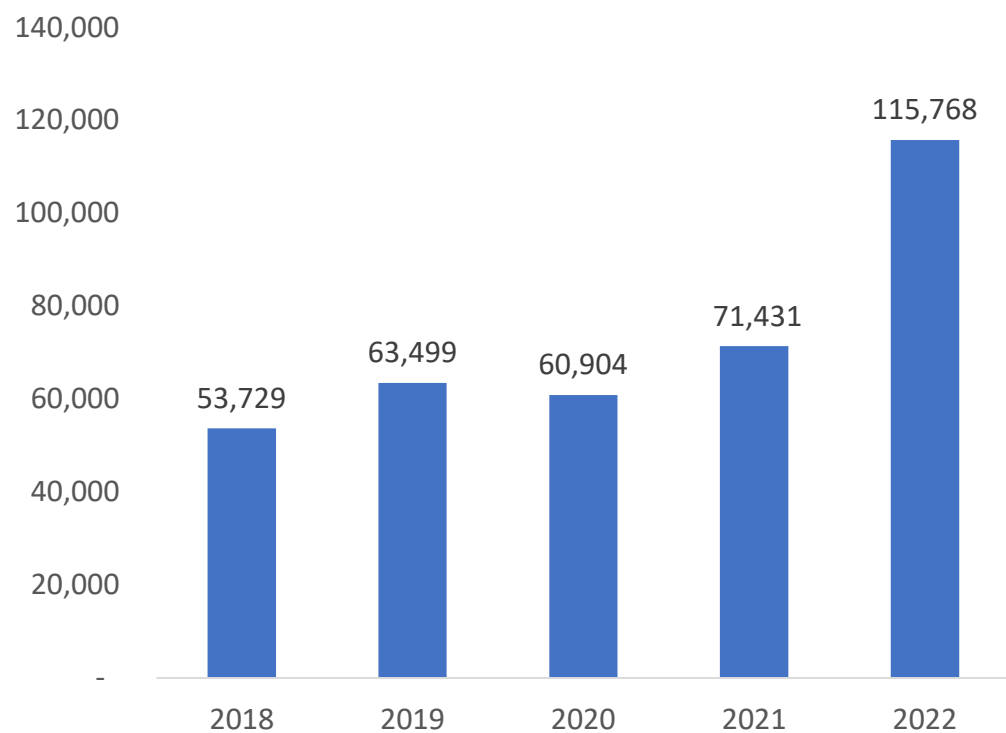


Investment Portfolio

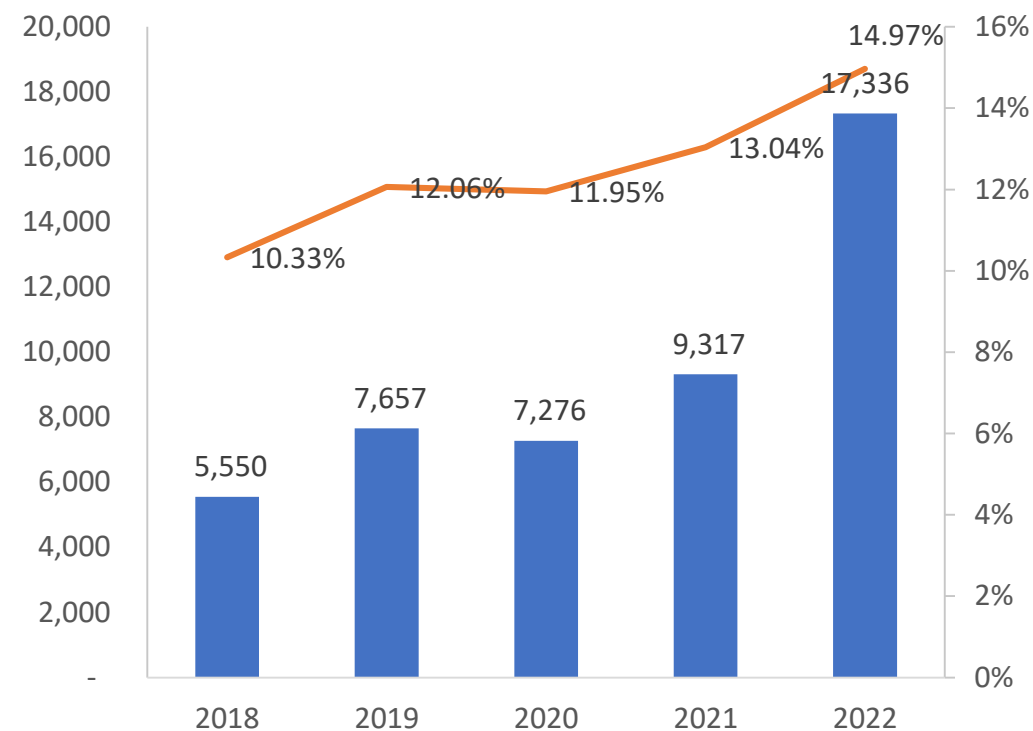
Sr.	Company	Relationship	Holding Percentage	No. of shares held on 30 June 2022	Market / fair value on 30 June 2022	Cost as on 30 June 2022
				 Rupees in thousand	
1	Nishat Power Limited	Subsidiary	51.01	180,632,955	1,806,329	1,806,329
2	Nishat Linen Trading LLC	Subsidiary	100	10,000	259,403	259,403
3	Nishat Linen (Private) Limited	Subsidiary	100	1,067,913	261,603	261,603
4	Nishat USA Incorporation	Subsidiary	100	200	3,547	3,547
5	Nishat Hospitality (Private) Limited	Subsidiary	100	169,999,901	1,699,999	1,699,999
6	Nishat International FZE	Subsidiary	100	18	501,112	501,112
7	Nishat Commodities (Private) limited	Subsidiary	100	1,000	10	10
8	Hyundai Nishat Motor (Private) Limited	Associated	12	113,847,600	2,863,267	1,138,476
9	DG Khan Cement Company Limited	Associated	31.4	137,574,201	8,598,388	3,418,145
10	Nishat Paper Products Company Limited	Associated	25	11,634,199	621,034	106,802
11	Lalpir Power Limited	Associated	28.8	109,393,555	1,394,768	1,640,306
12	Pakgen Power Limited	Associated	27.55	102,524,728	1,895,682	1,272,194
13	Nishat Dairy (Private) Limited	Associated	12.24	60,000,000	485,400	496,200
14	Nishat Hotels and Properties Limited	Associated	6.08	74,022,917	1,364,983	740,229
15	Nishat Sutas Dairy Limited	Associated	47.53	144,254,900	1,210,299	1,442,549
16	Adamjee Insurance Company Limited	Related Co.	0.03	102,809	3,245	2,116
17	MCB Bank Limited	Related Co.	7.43	88,015,291	10,824,120	10,208,262
18	Nishat (Chunian) Limited	Related Co.	13.61	32,689,338	1,464,155	378,955
19	Security General Insurance Company Limited	Related Co.	15.02	10,226,244	372,235	11,188
20	Pakistan Petroleum Limited	Investee	0.02	599,998	40,506	64,409
21	United Bank Limited	Investee	0.03	353,000	39,935	41,333
22	Alhamra Islamic Stock Fund	Investee	-	1,121,410	10,205	3,135
	Total investments				35,720,224	25,496,302

Financial Highlights

Revenue (Rupees in million)

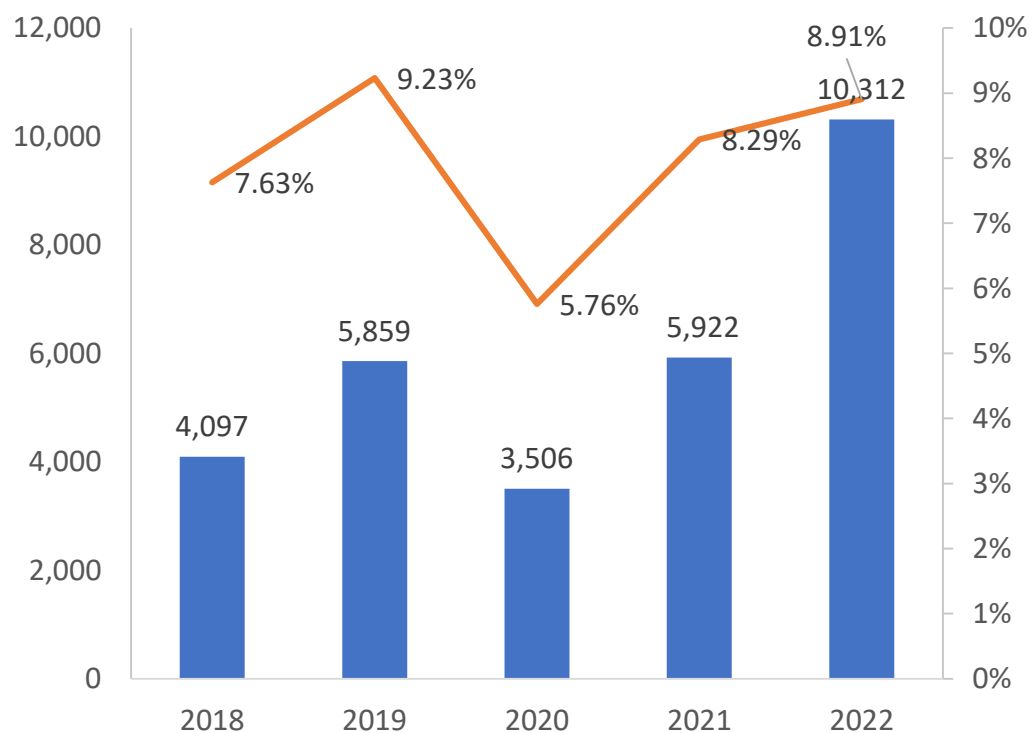


Gross profit (Rupees in million)

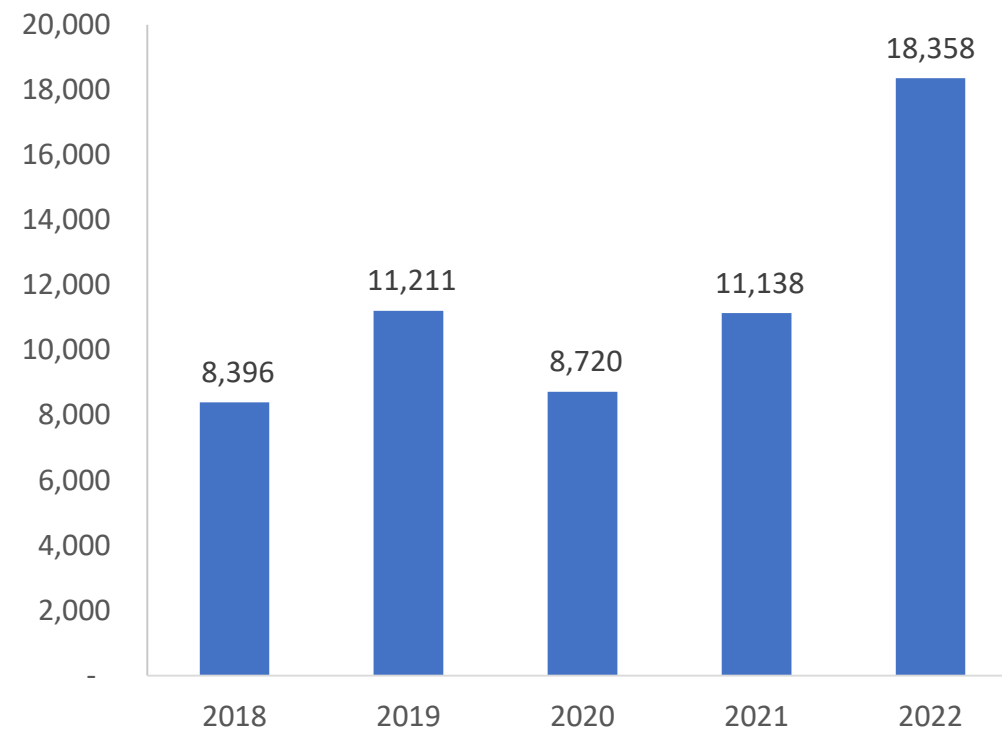


Financial Highlights

Profit after tax (Rupees in million)

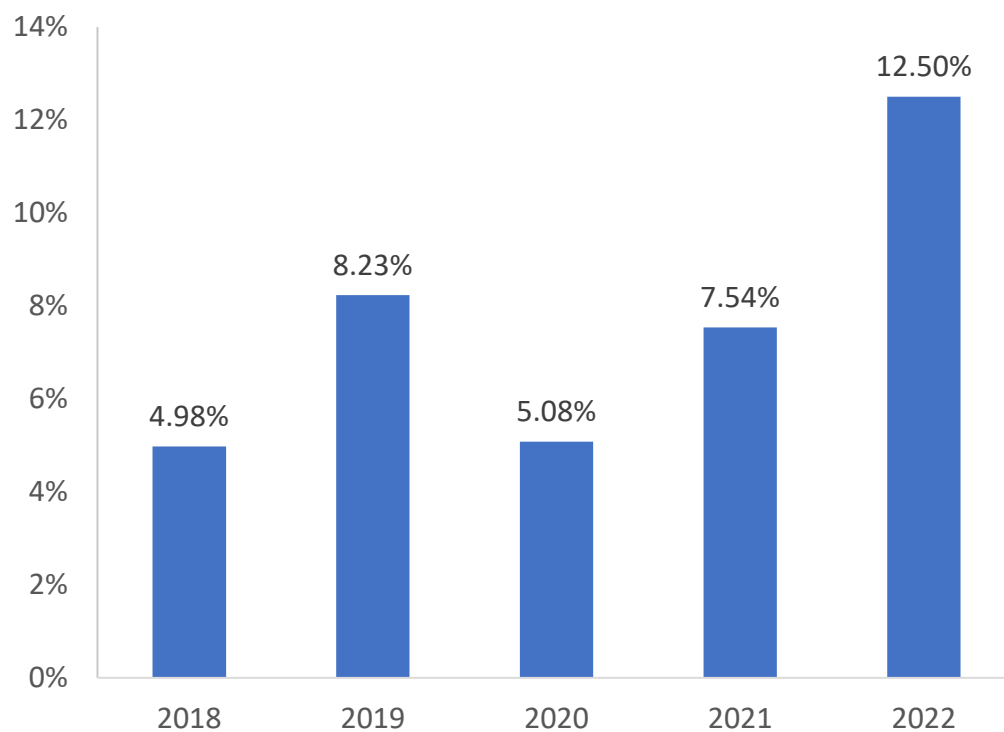


EBITDA (Rupees in million)

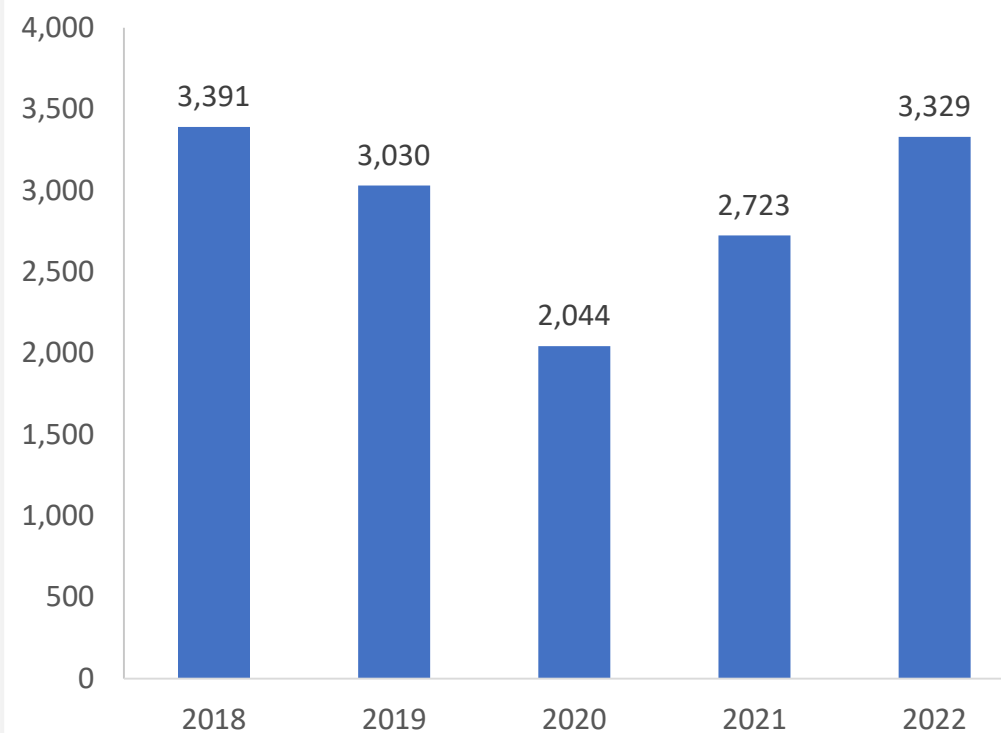


Financial Highlights

Return on equity

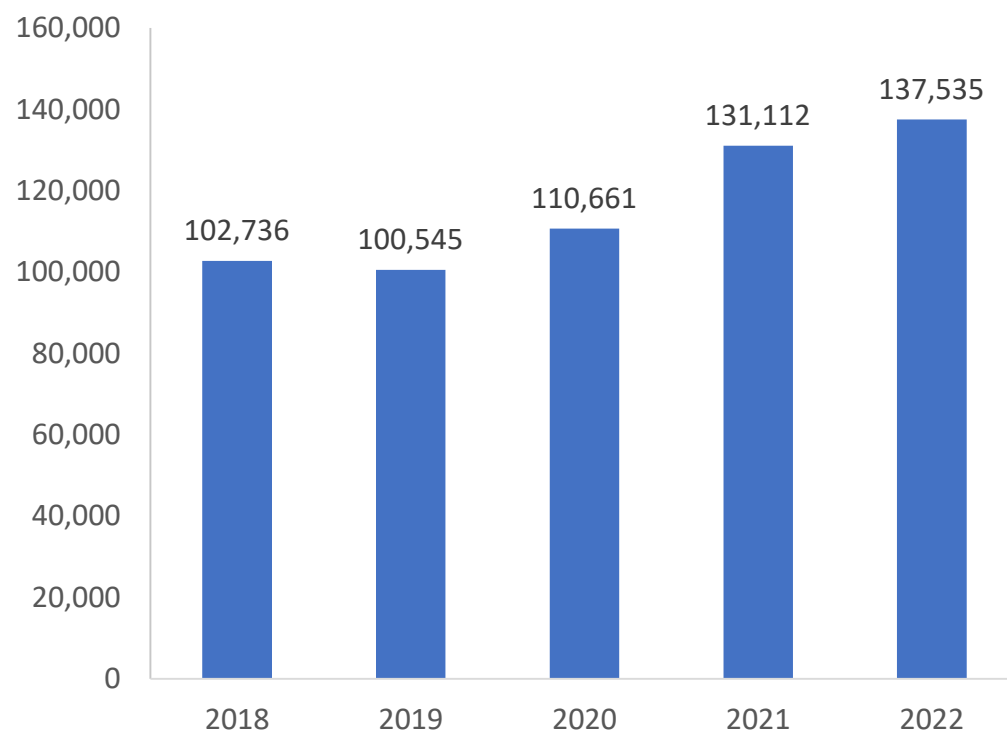


Dividend Income (Rupees in million)

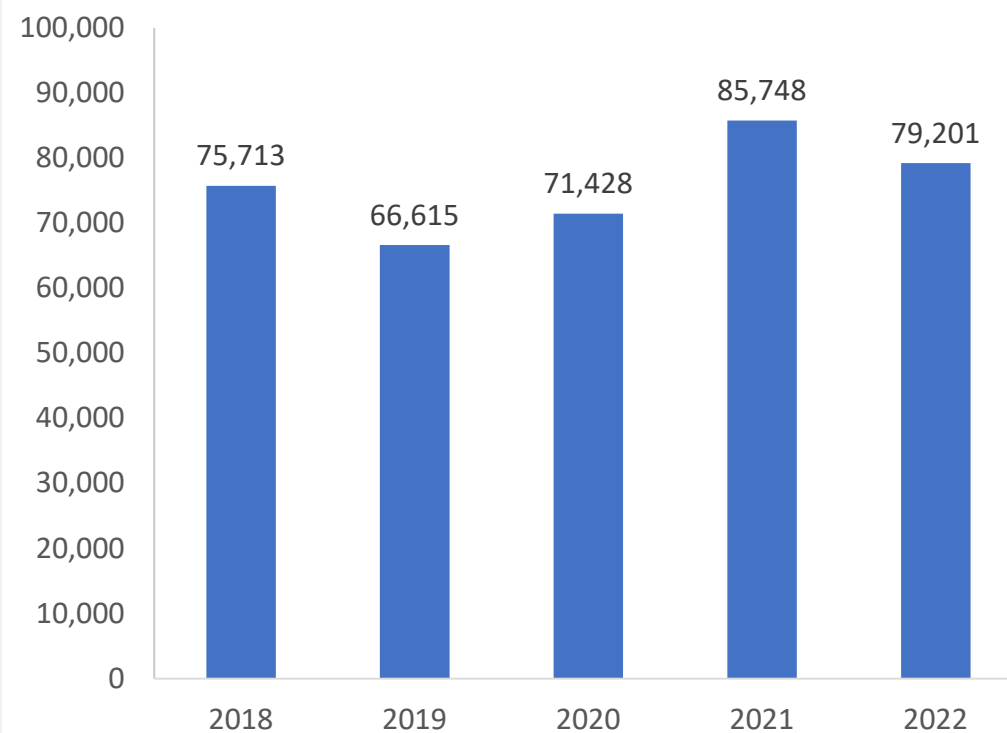


Financial Highlights

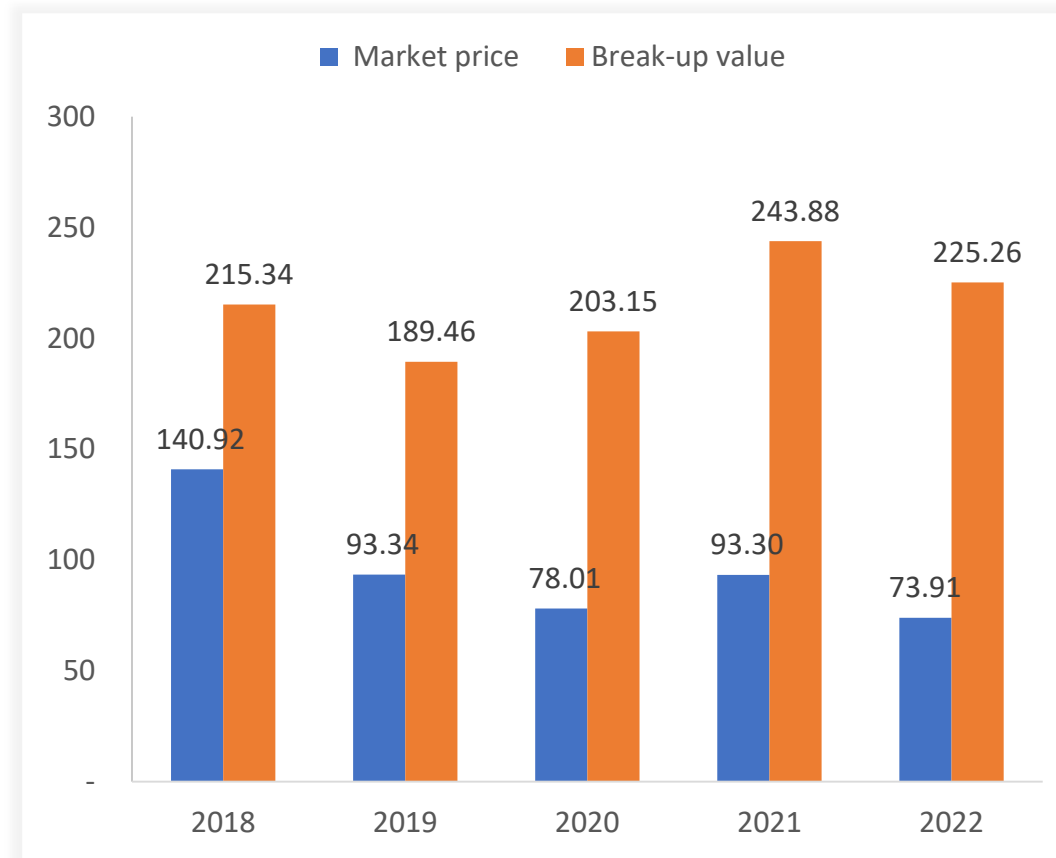
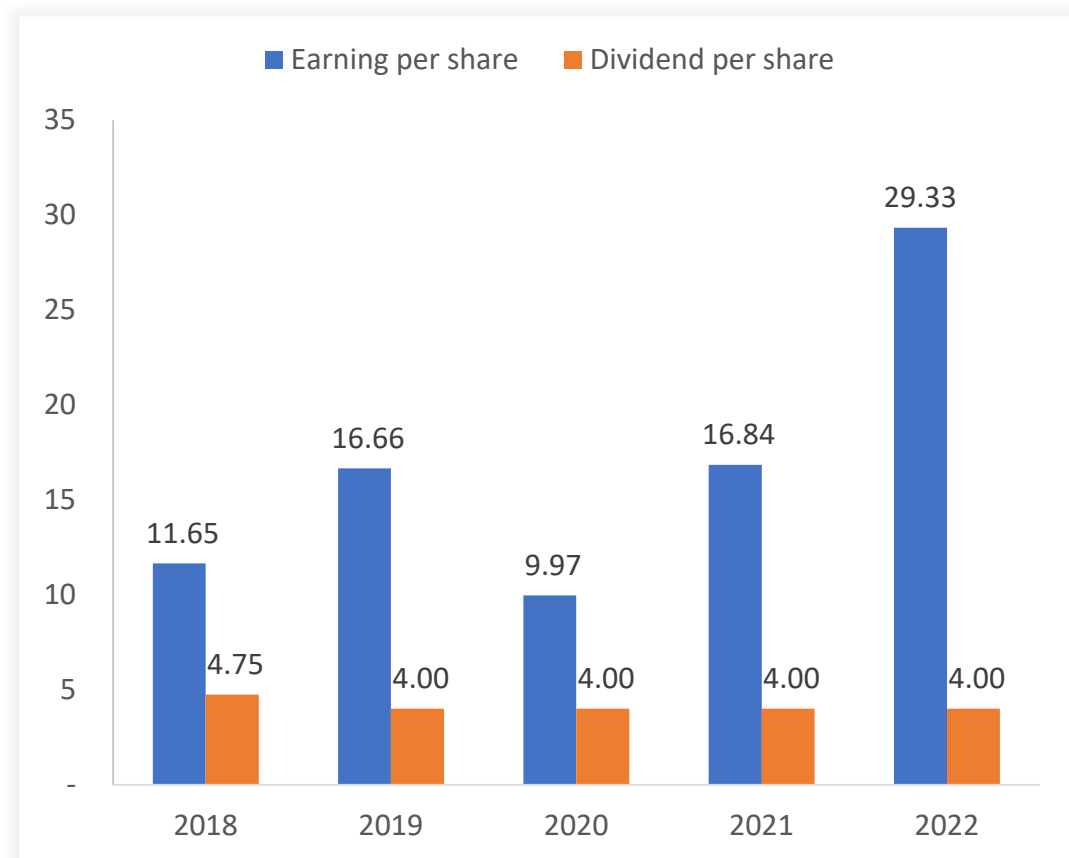
Total Assets (Rupees in million)



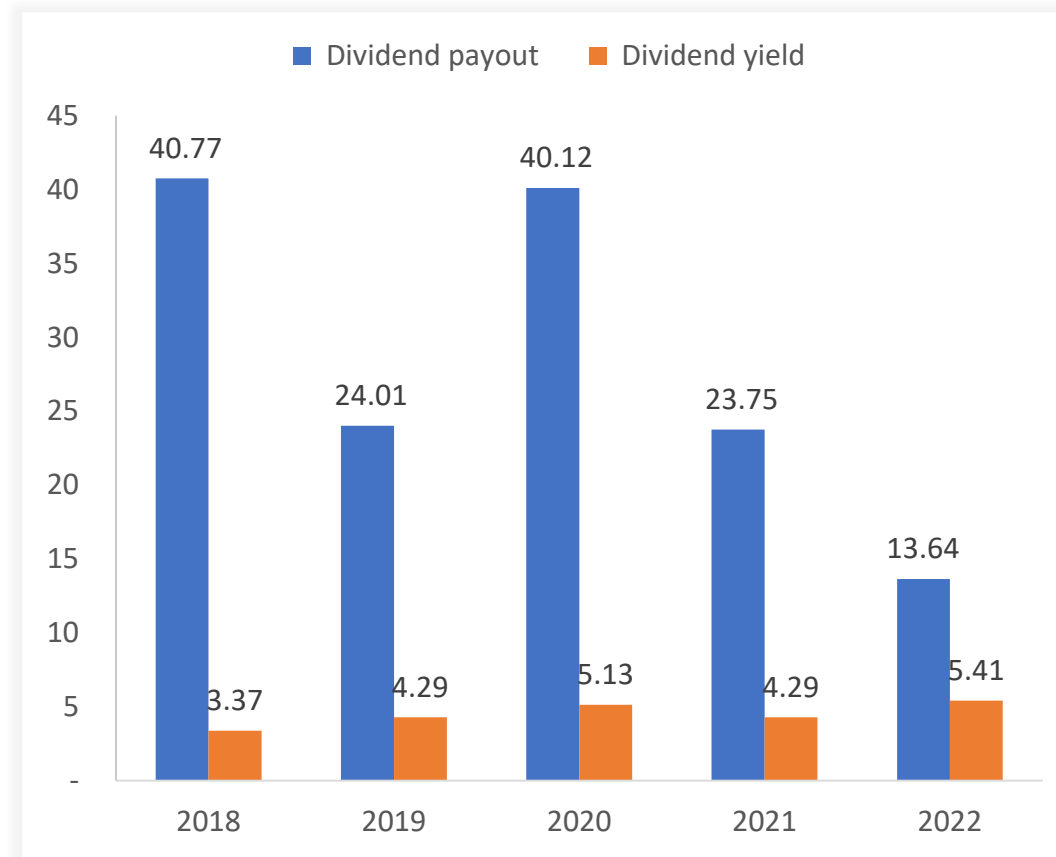
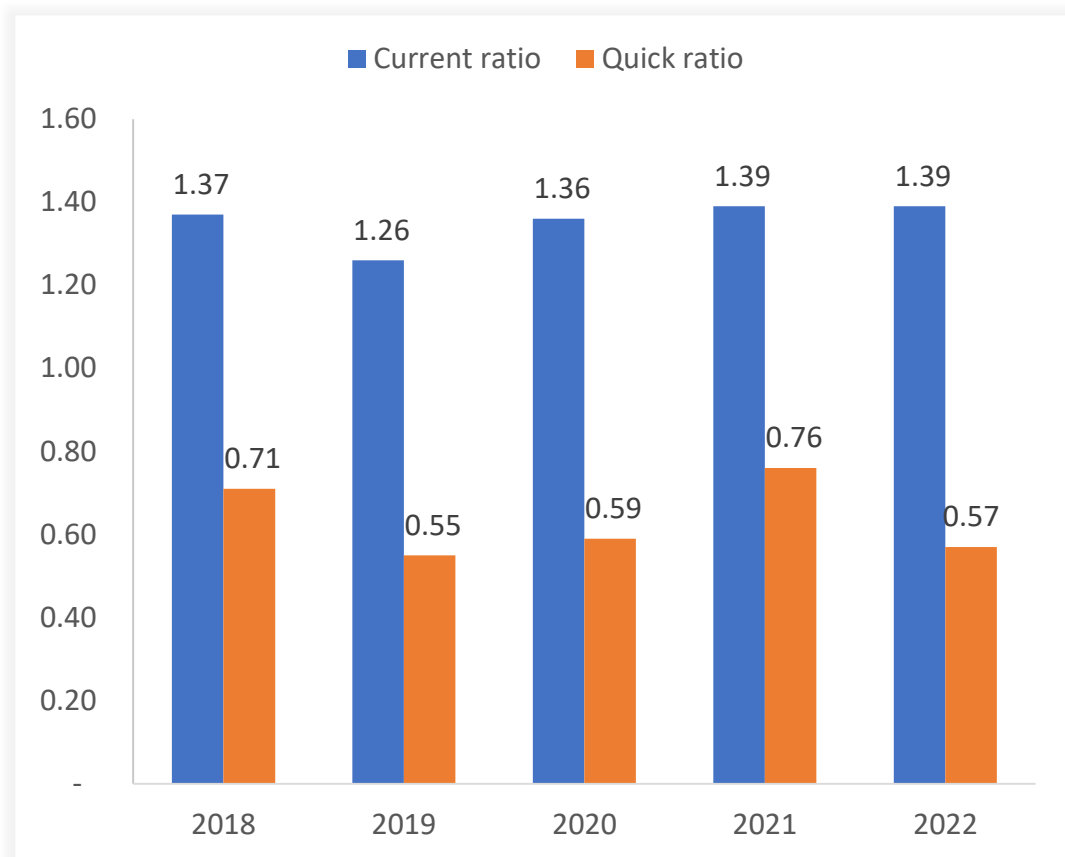
Shareholders Equity (Rupees in million)



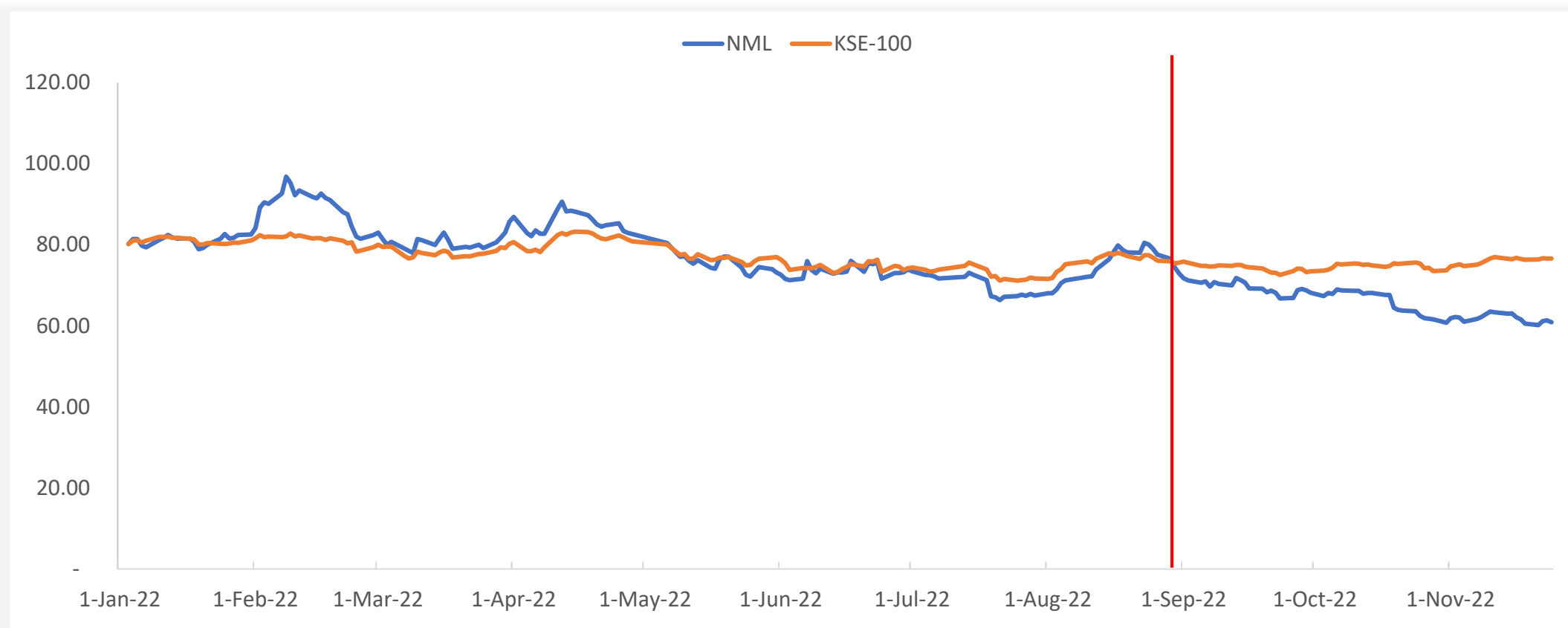
Financial Highlights



Financial Highlights

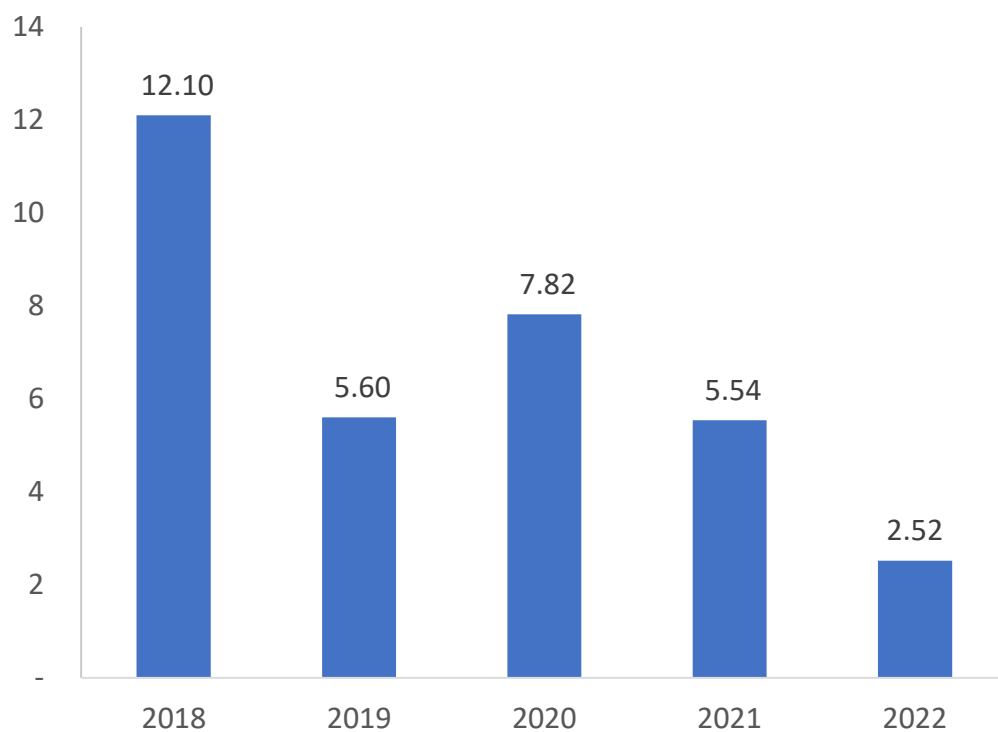


NML vs KSE-100 relative chart

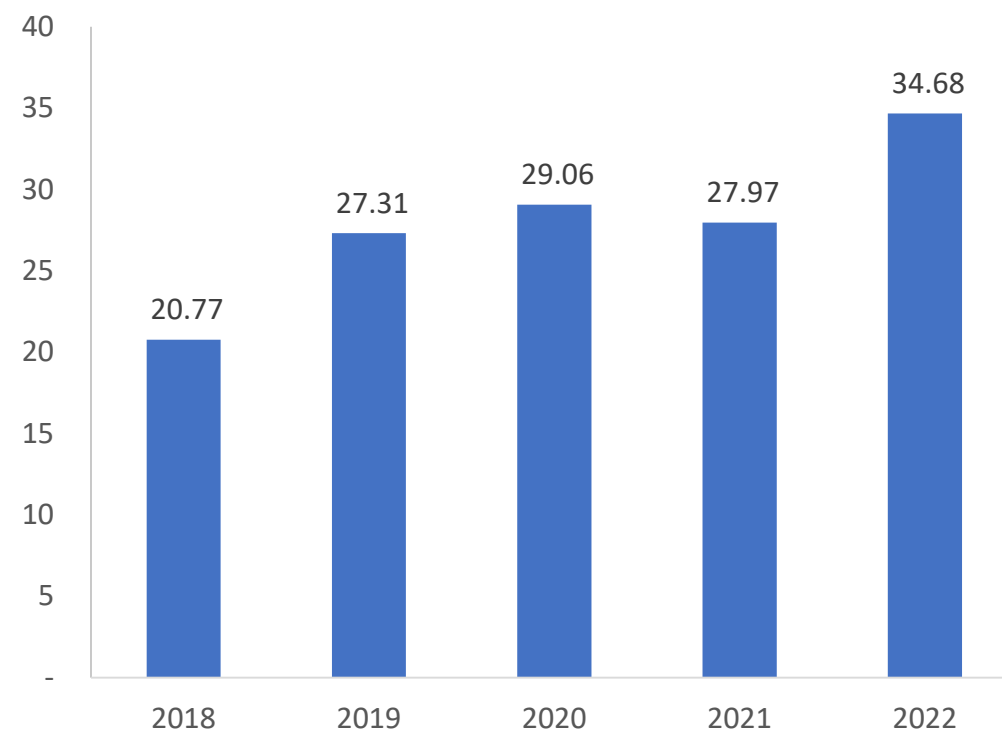


Financial Highlights

Price earning ratio

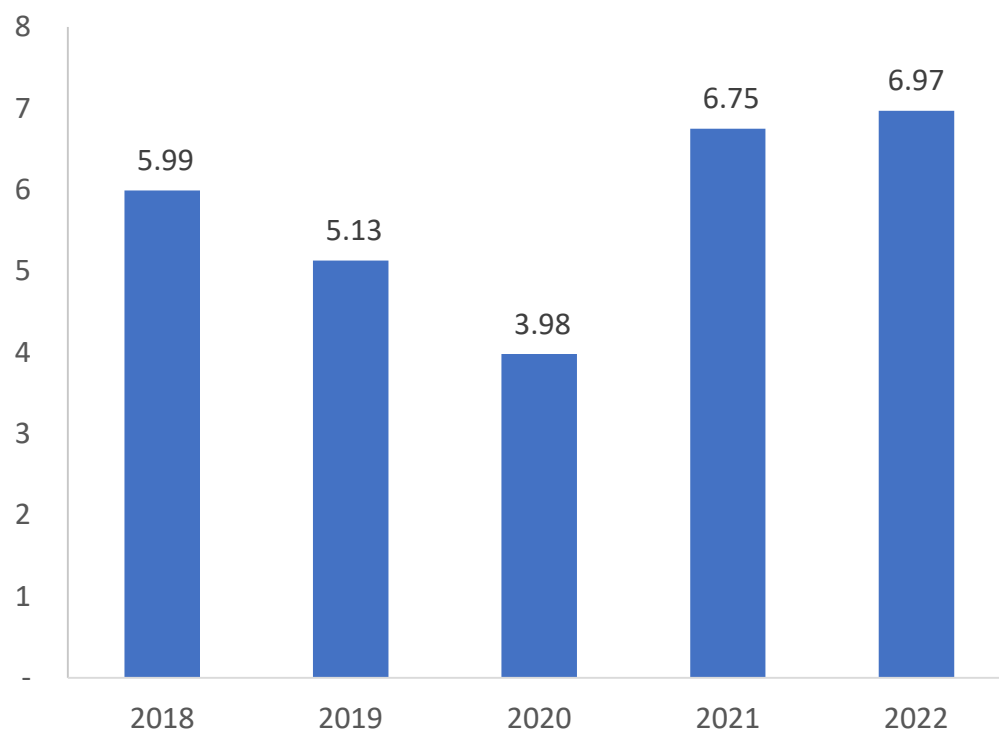


Gearing ratio

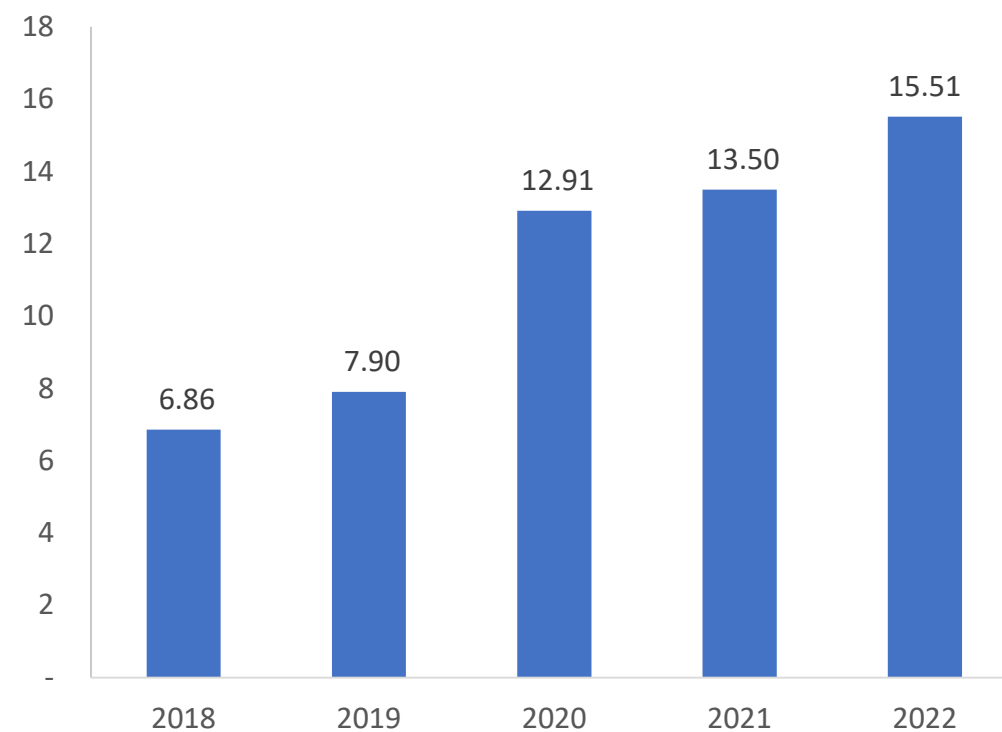


Financial Highlights

Interest Cover Ratio (Times)



Debt / equity ratio



Future Outlook

Global economic slowdown

Bulk buying of cotton

Fuel and electricity cost

Investment in Hyundai Nishat Motor (Private) Limited



Questions & Answers

Thank you