

# Nishat Mills Limited

Corporate Briefing Session  
November 27, 2024



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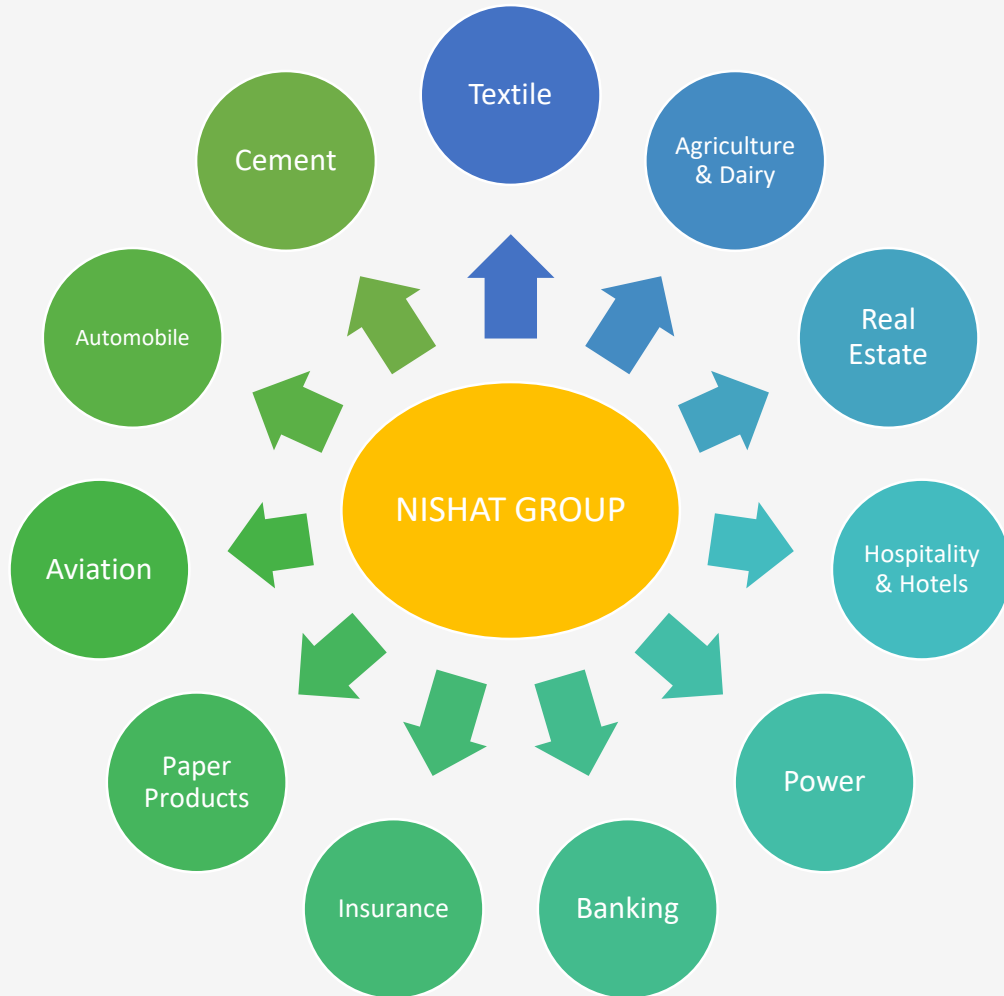


1. Company Profile
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# The Company Profile



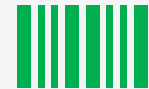
# The Group



One of the largest and leading business groups



Nine companies listed on Pakistan Stock Exchange



Assets over Rs. 3.5 trillion



Direct employment of over 52,000 people

# The Company



Commenced business as a partnership firm in 1951



Incorporated as a private limited company in 1959



Listed on Karachi Stock Exchange in 1961



Celebrated golden jubilee of listing in 2011



Longest textile value chain



36 Manufacturing units



8 Power plants



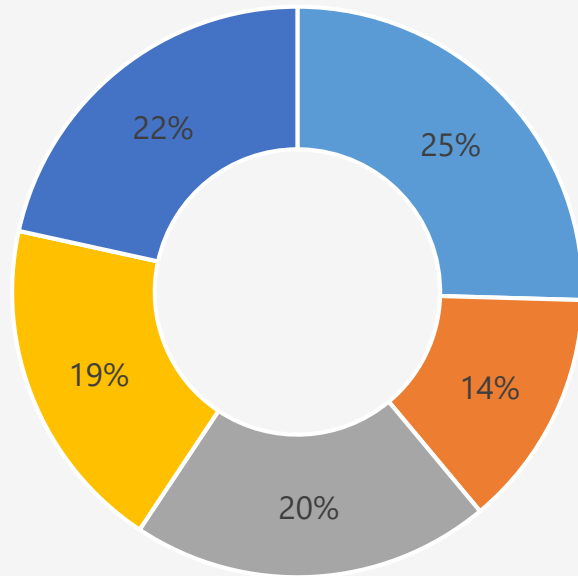
Total assets worth Rs. 217 billion



23,170 employees

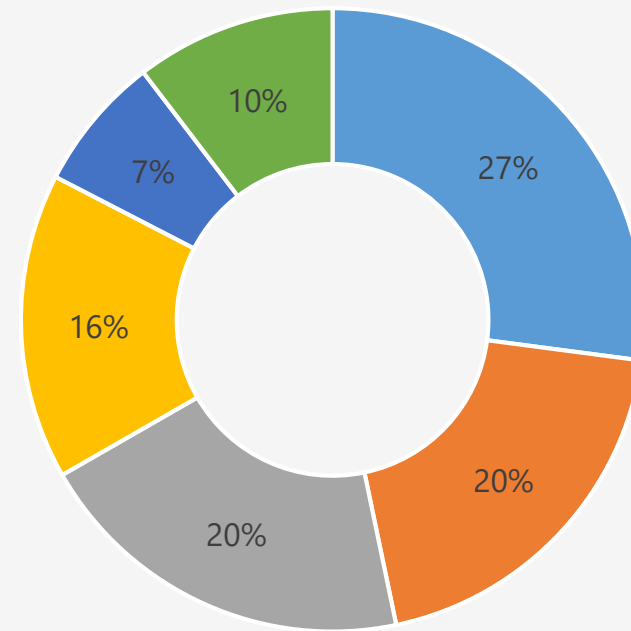
# Market and Products

### Sales break-up – market wise



- Europe
- America
- Asia, Africa and Australia
- Pakistan
- Pakistan - sale to direct exporters

### Sales break-up – product wise



- Yarn
- Greige cloth
- Processed cloth
- Made-ups
- Towels & bath robes
- Garments

# Business Divisions



| Spinning   | Weaving   | Dyeing  | Denim  | Workwear   | Home Textile   | Terry  | Garments   | Power   |
|--|---|---|--|--|--|--|--|---|
| <ul style="list-style-type: none"><li>• 251,808 spindles</li><li>• 10,320 rotors</li></ul> | <ul style="list-style-type: none"><li>• 931 looms</li></ul> | <ul style="list-style-type: none"><li>• 4 thermosol dyeing machines</li></ul> | <ul style="list-style-type: none"><li>• 1 rope dyeing machine</li><li>• 98 looms</li></ul> | <ul style="list-style-type: none"><li>• 1 thermosol dyeing machine</li></ul> | <ul style="list-style-type: none"><li>• 2 thermosol dyeing machines</li><li>• 4 rotary printing machines</li><li>• 11 digital printing machines</li><li>• 1,989 stitching machines</li></ul> | <ul style="list-style-type: none"><li>• 76 looms</li><li>• 10 dyeing machines</li><li>• 10 finishing machines</li><li>• 2 slitting and 10 long hemming automatic machines</li><li>• 214 stitching machines</li></ul> | <ul style="list-style-type: none"><li>• 2,968 stitching machines</li></ul> | <ul style="list-style-type: none"><li>• 161 MW capacity</li></ul> |

# Strategic / Operational Development





# Strategic / operational developments



Enhancement of equity investment in Nishat Sutas Dairy Limited, an associated company.

Commissioning of Denim and Workwear units

Establishment of a wholly owned subsidiary in Turkey

Establishment of a Liaison office in Bangladesh

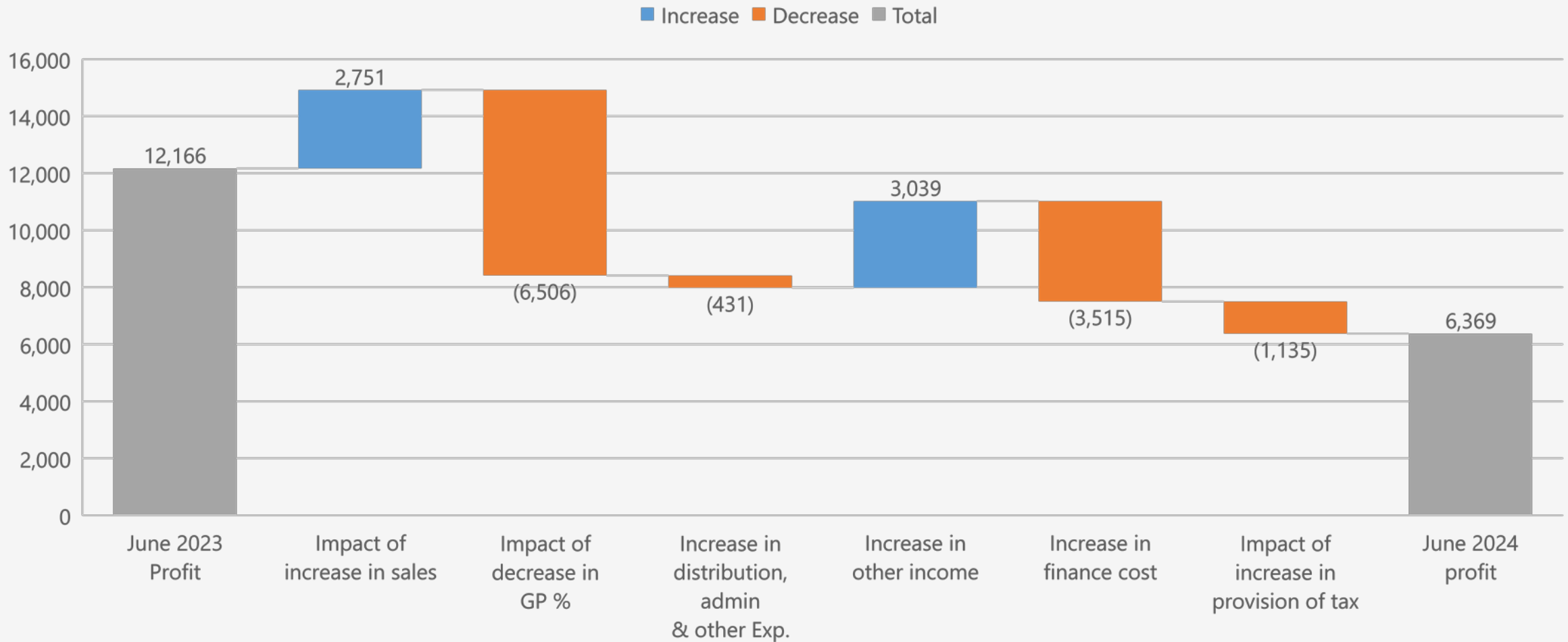
Sales of Nishat Hospitality (Private) Limited to Nishat Hotels and Properties Limited

Scheme of arrangement and compromises amongst Nishat (Chunian) Limited, Nishat Chunian Power Limited and their two shareholders namely Mr. Shahzad Saleem and Nishat Mills Limited

# Financial Results 2024



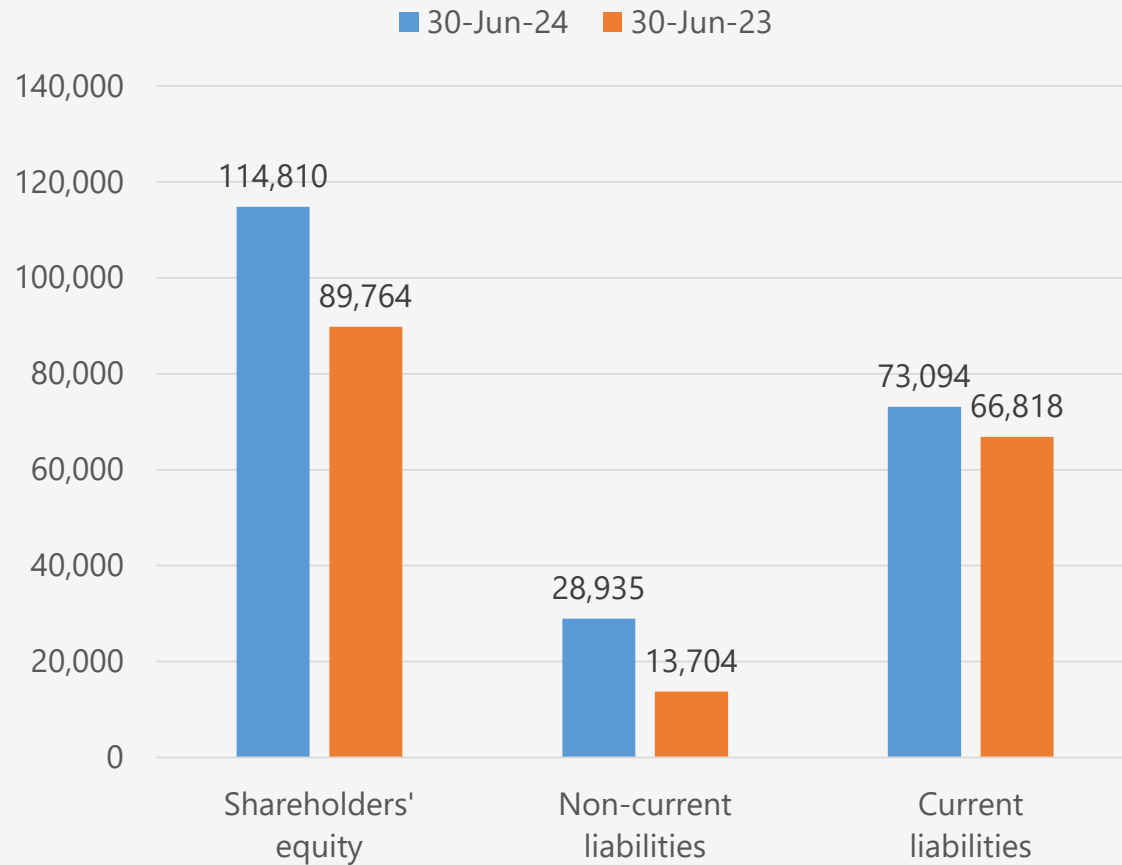
# Profit after tax analysis



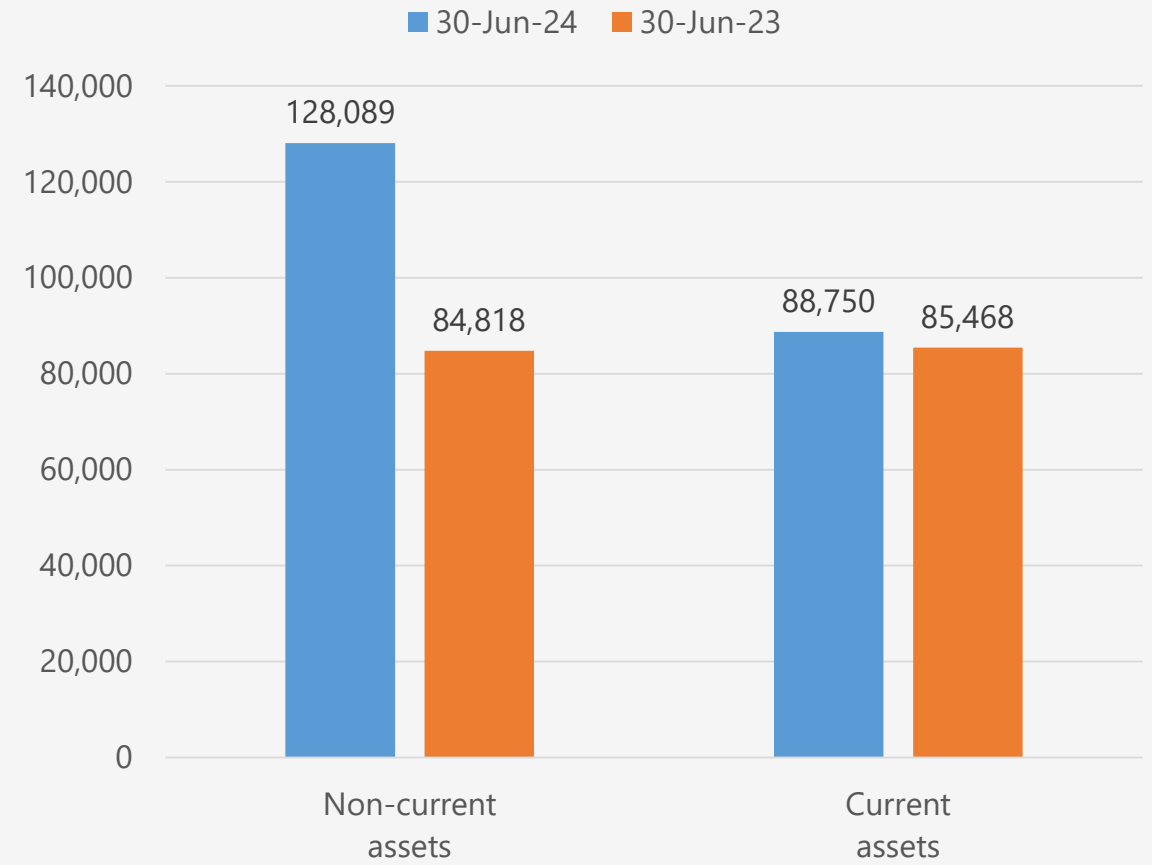
# Financial position analysis



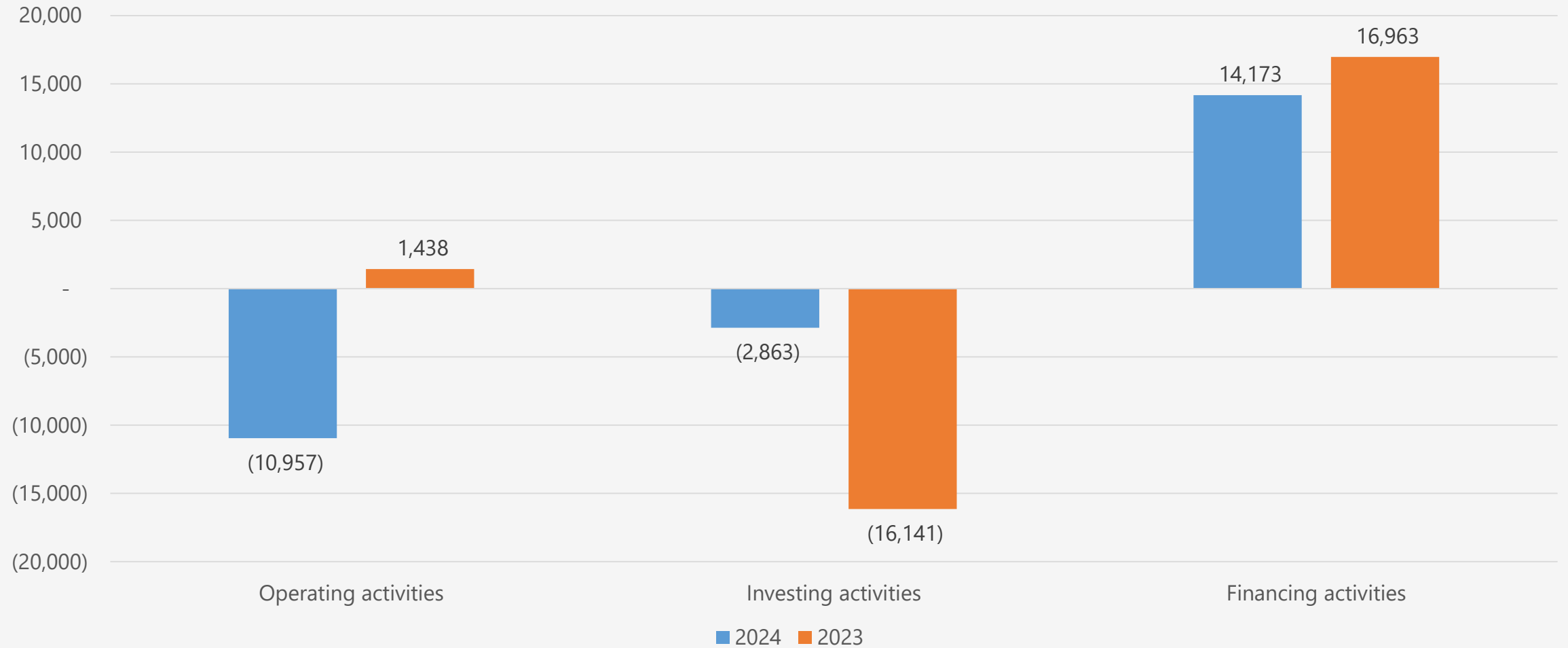
### Equity and liabilities (Rupees in million)



### Assets (Rupees in million)



# Cash flows analysis



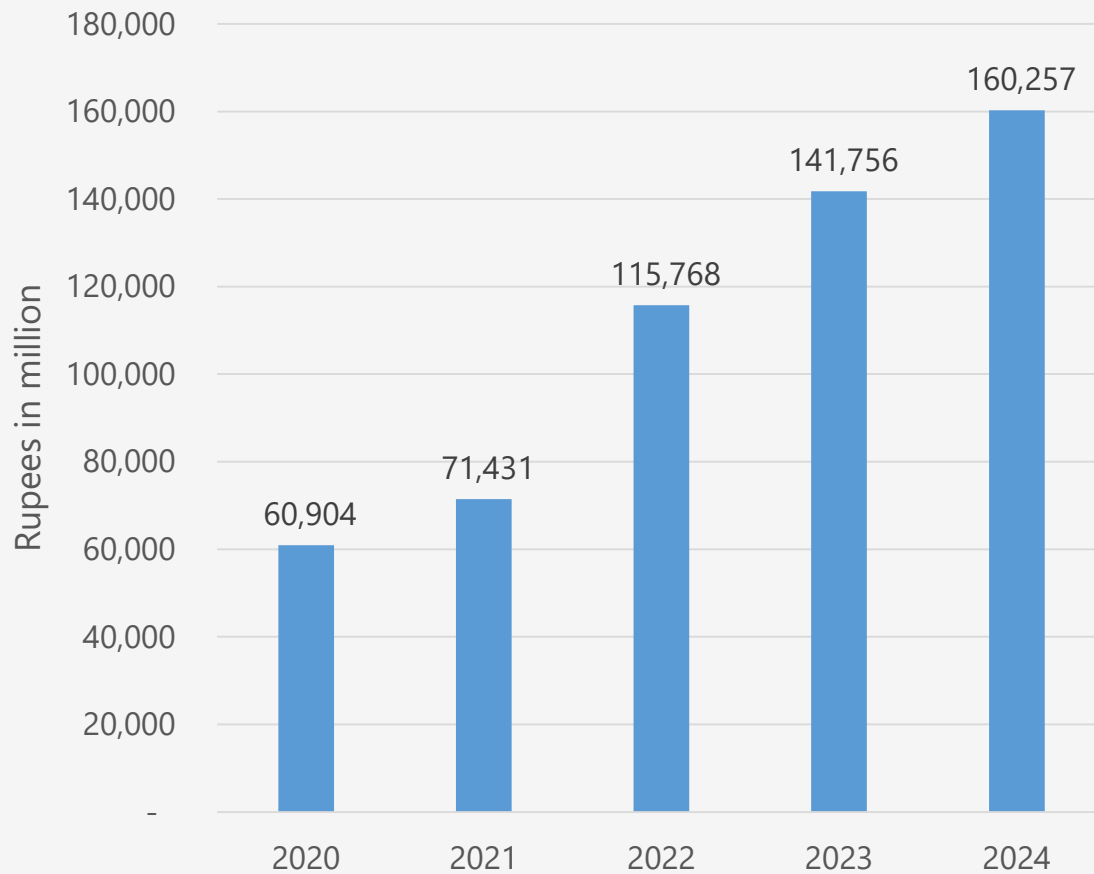
# Financial Highlights



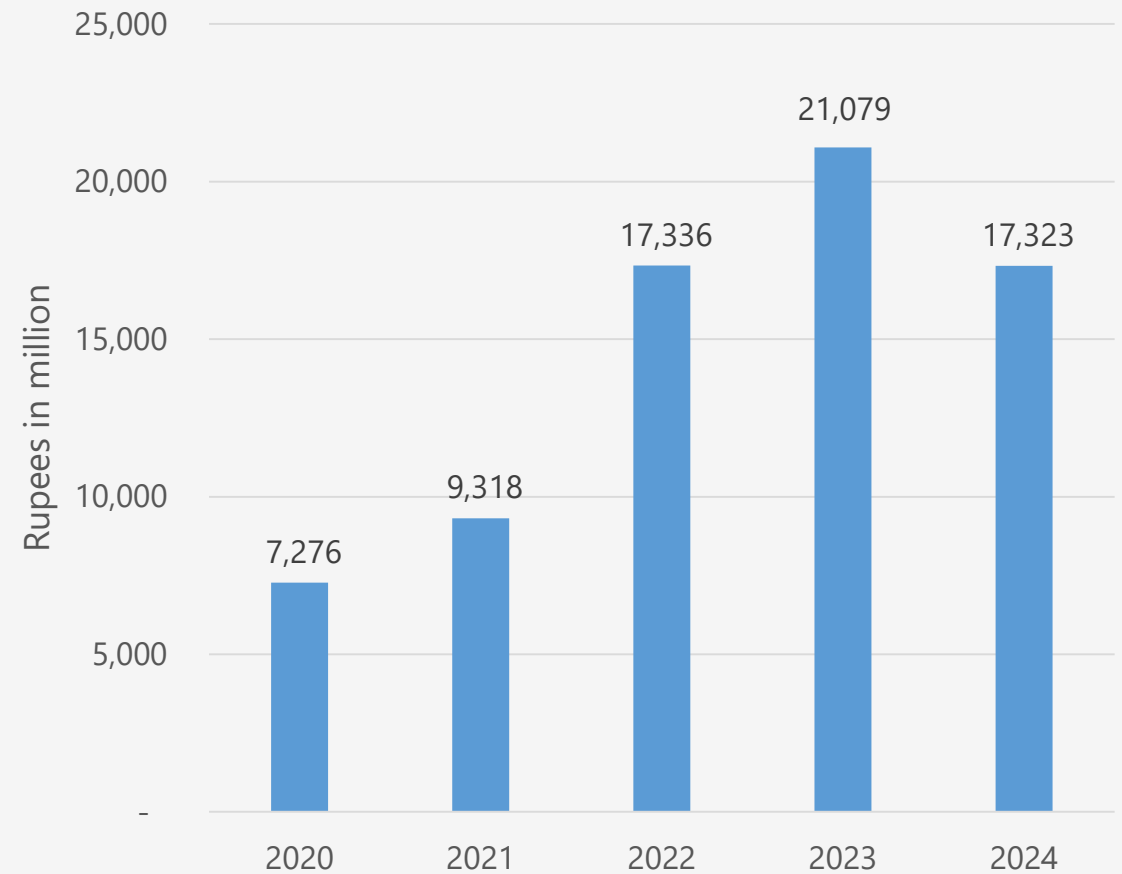
# Financial Highlights



## Revenue



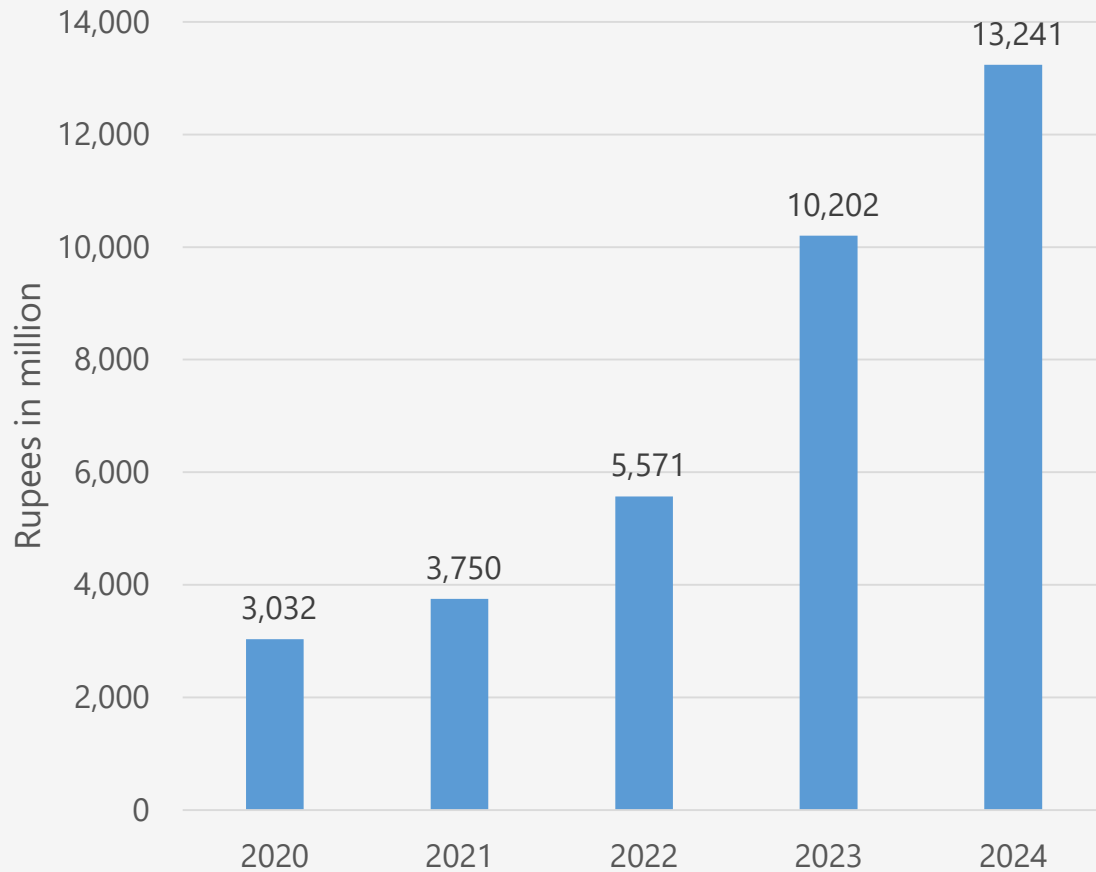
## Gross profit



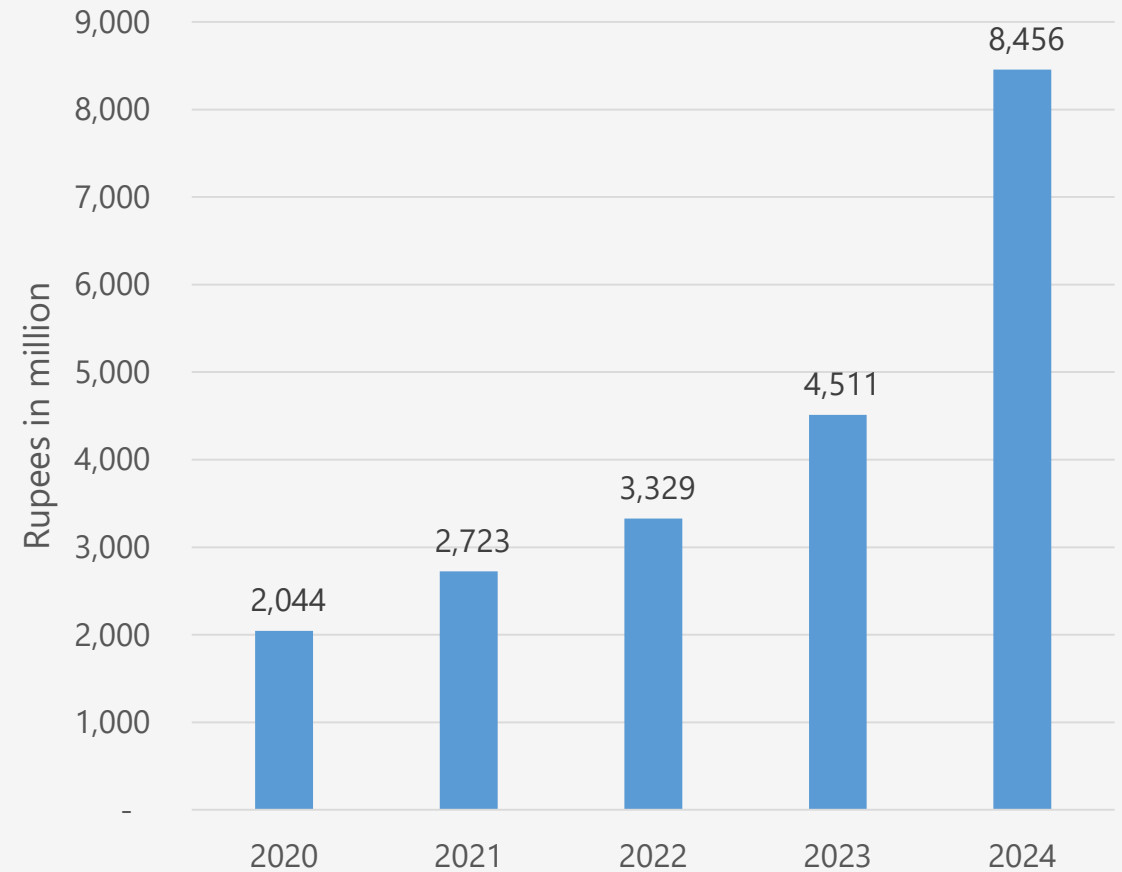
# Financial Highlights



## Other Income



## Dividend income

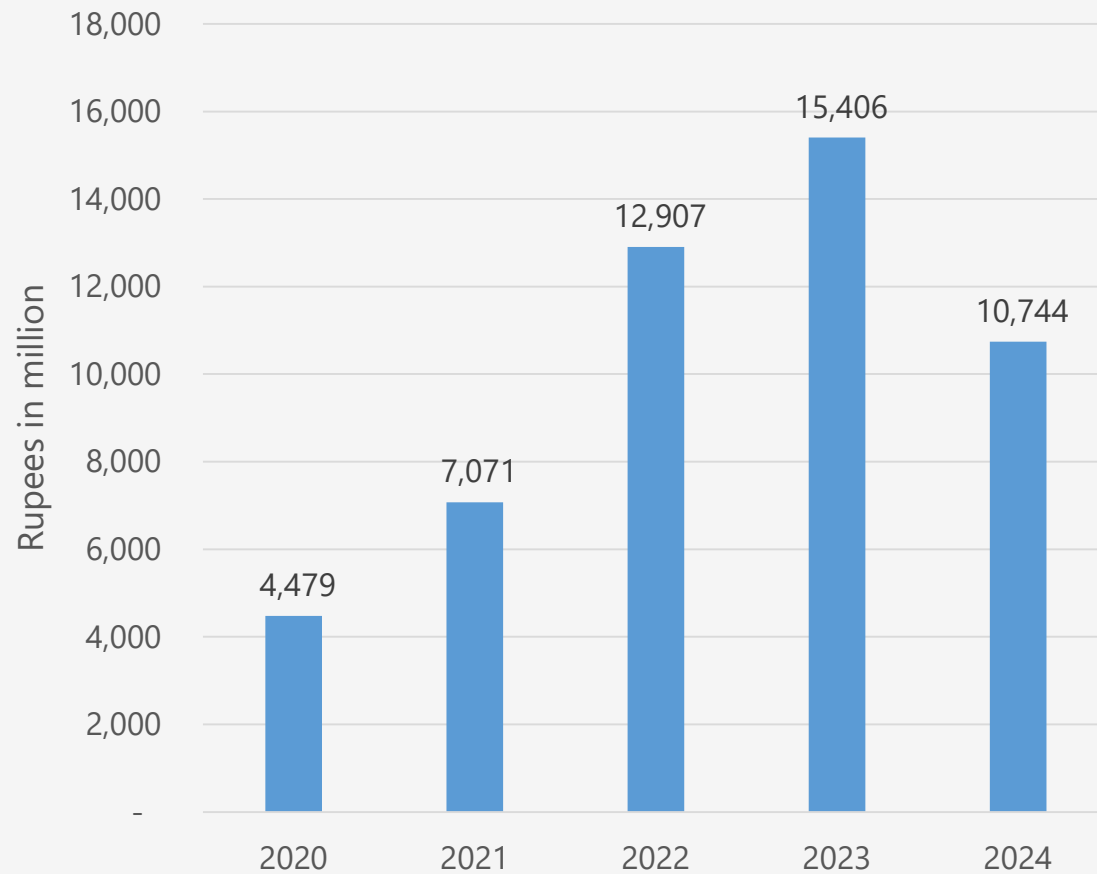




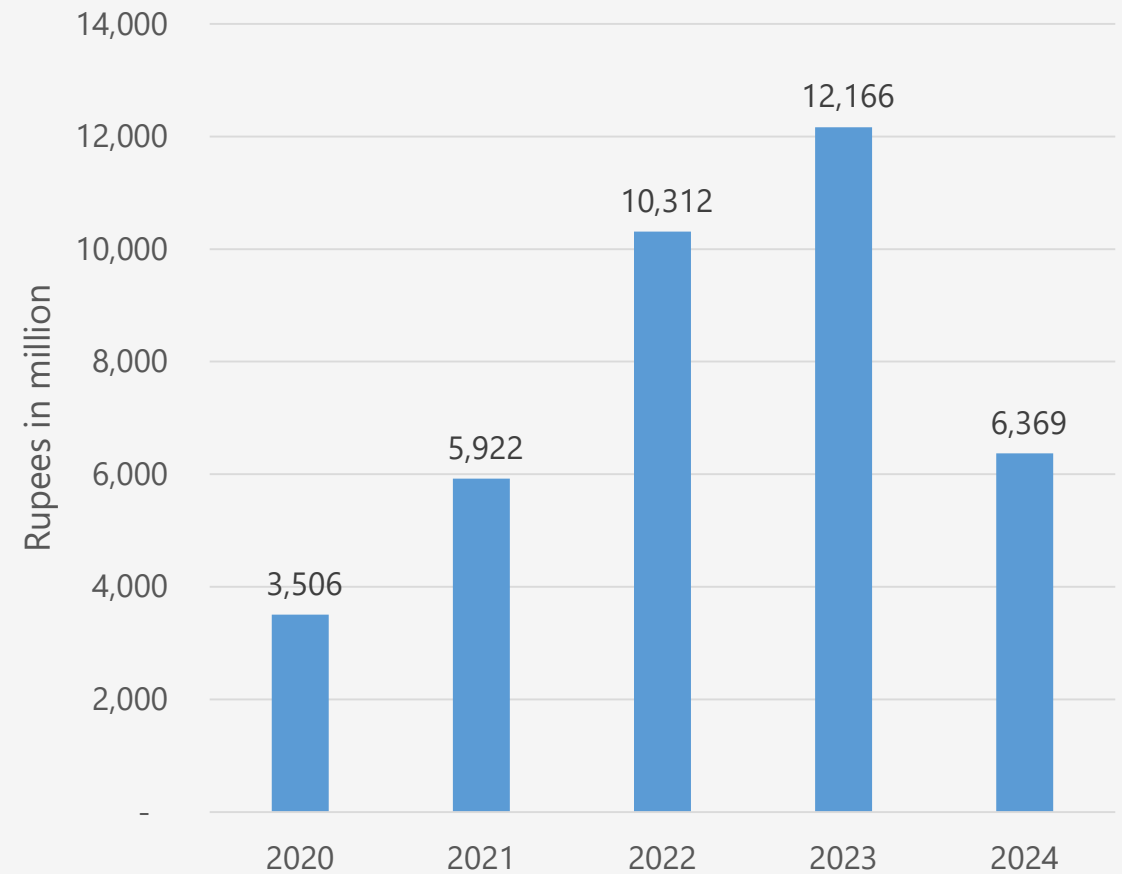
# Financial Highlights



### Profit before tax and levy



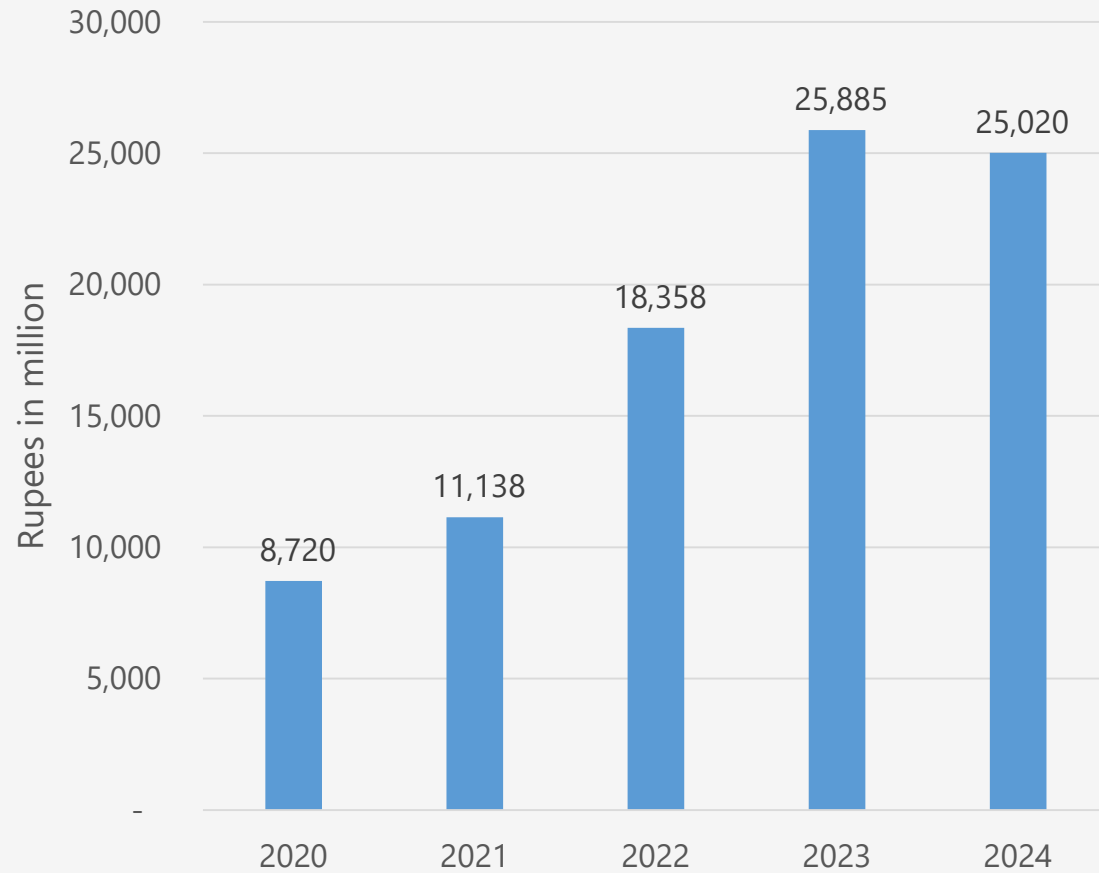
### Profit after tax



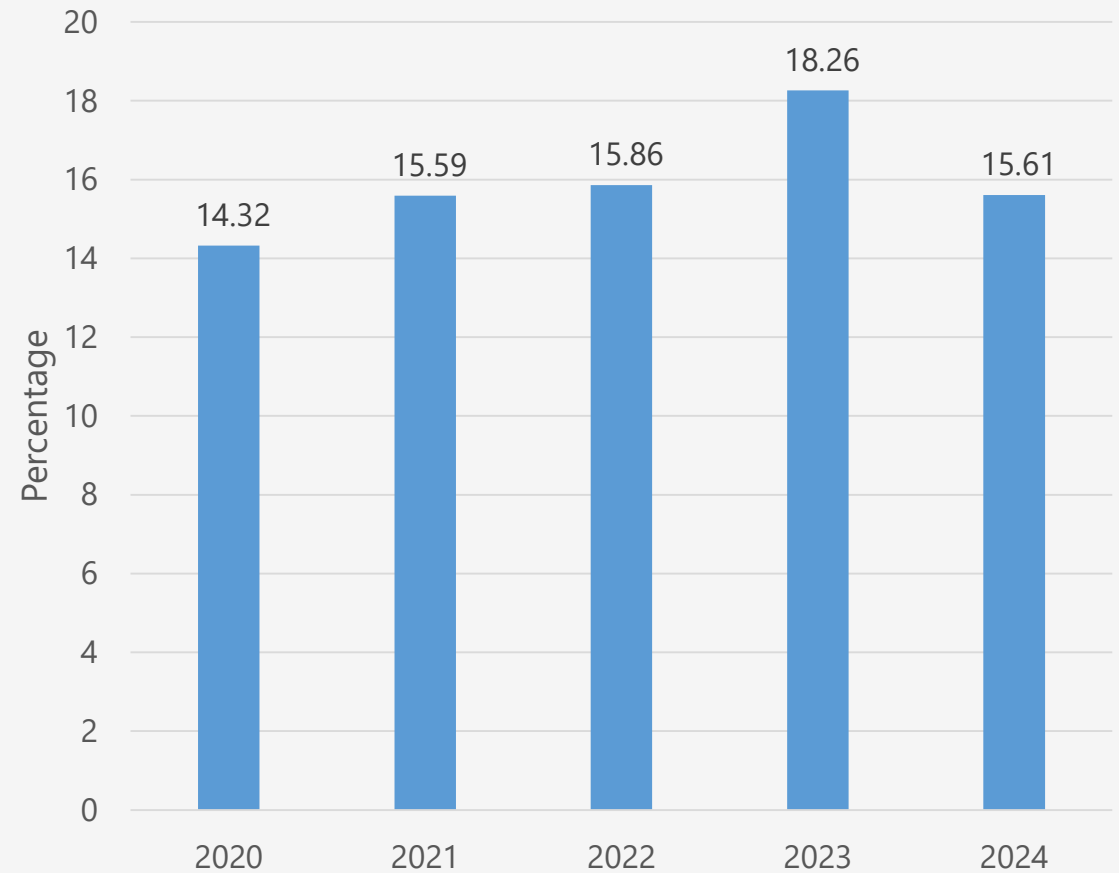
# Financial Highlights



### EBITDA



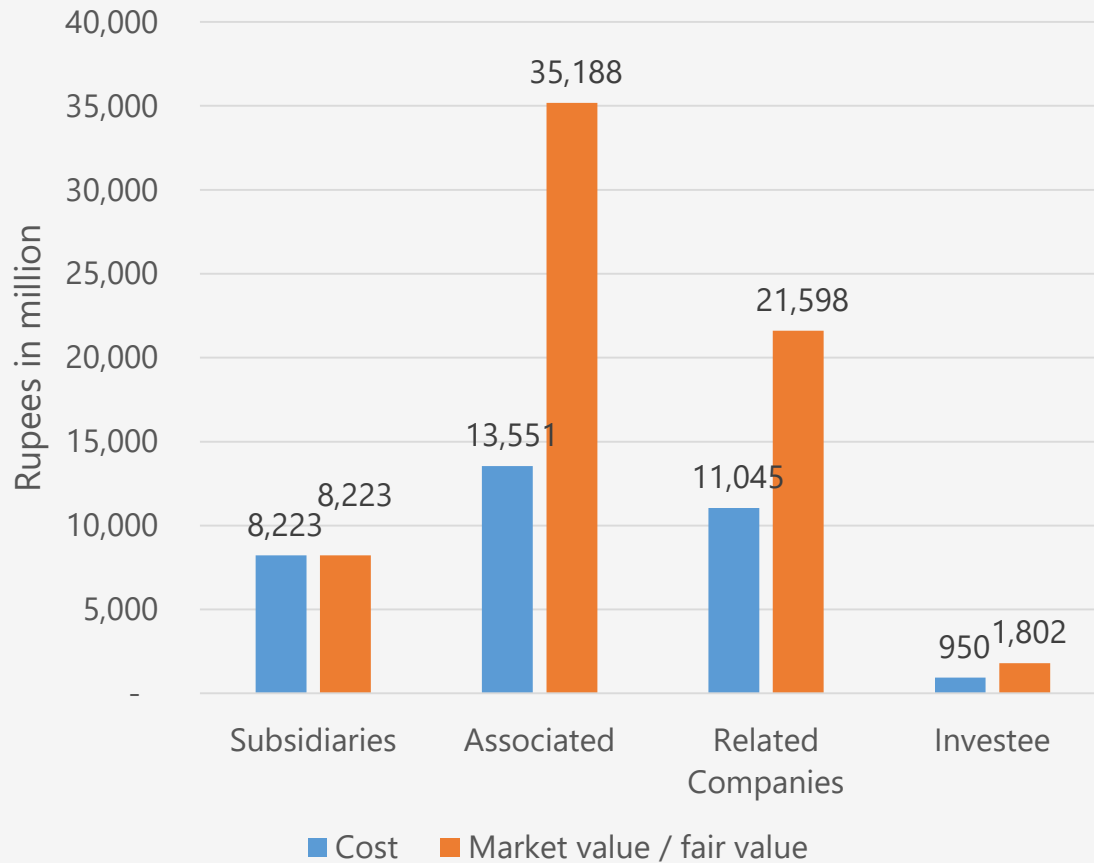
### EBITDA to sales



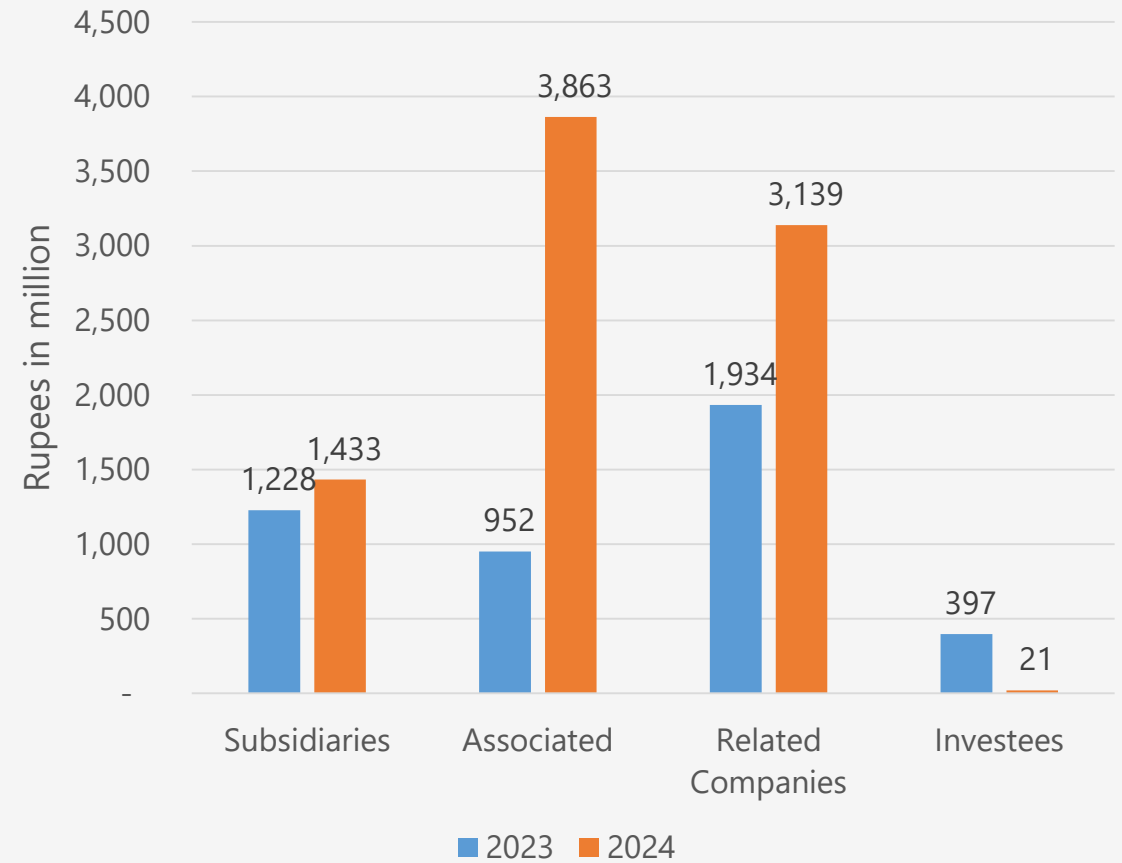
# Financial Highlights



## Investment portfolio



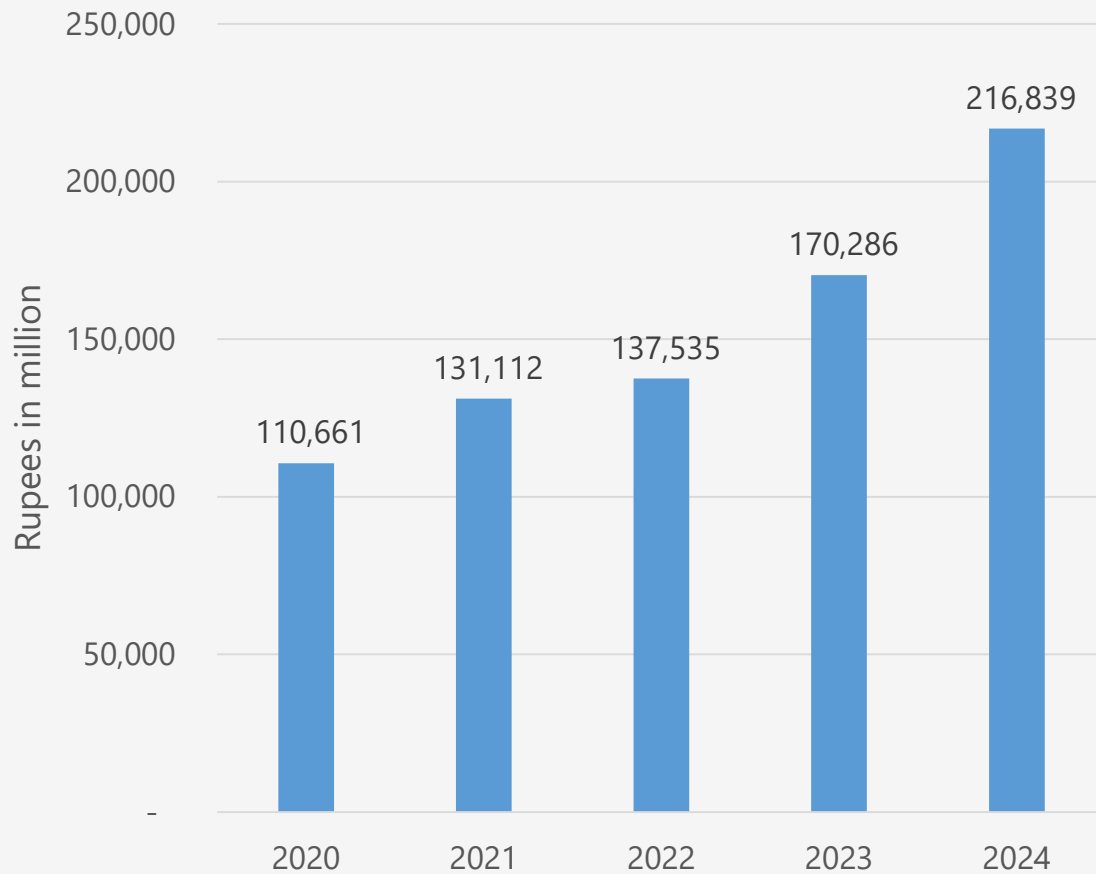
## Dividend income



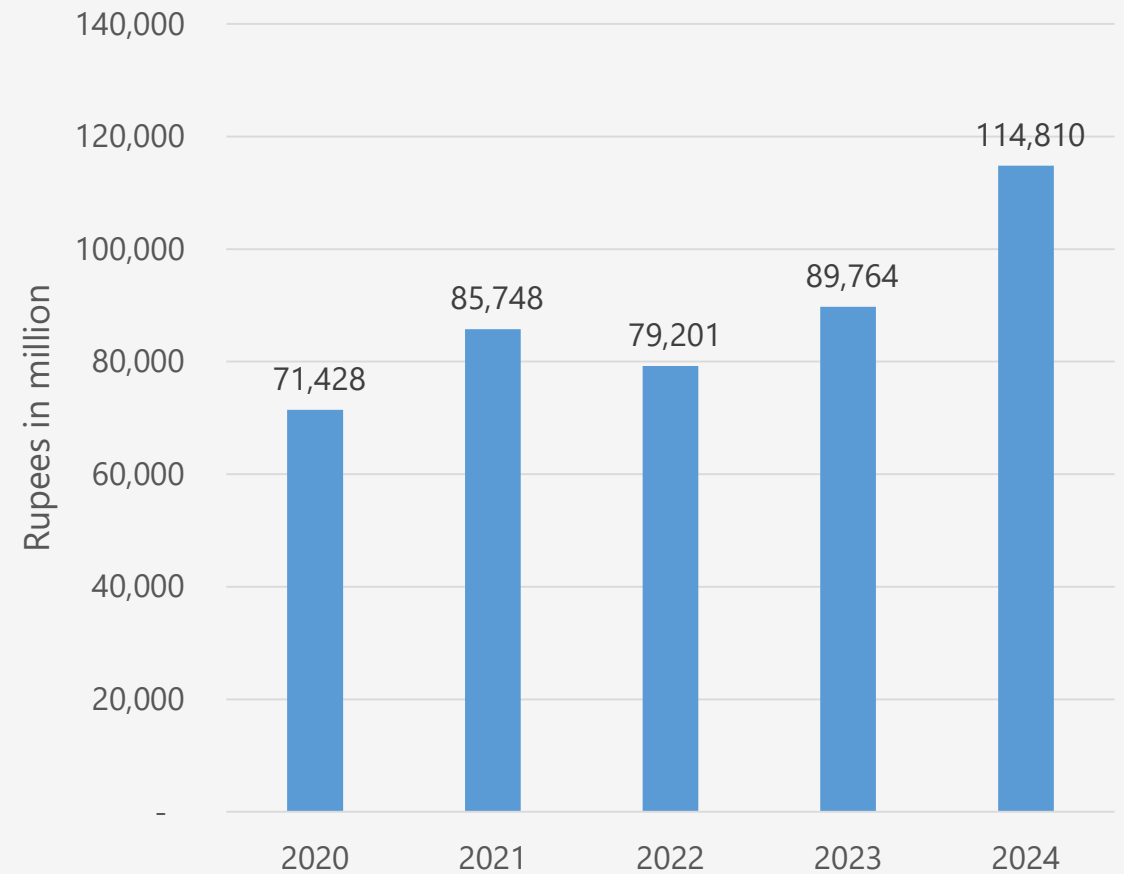
# Financial Highlights



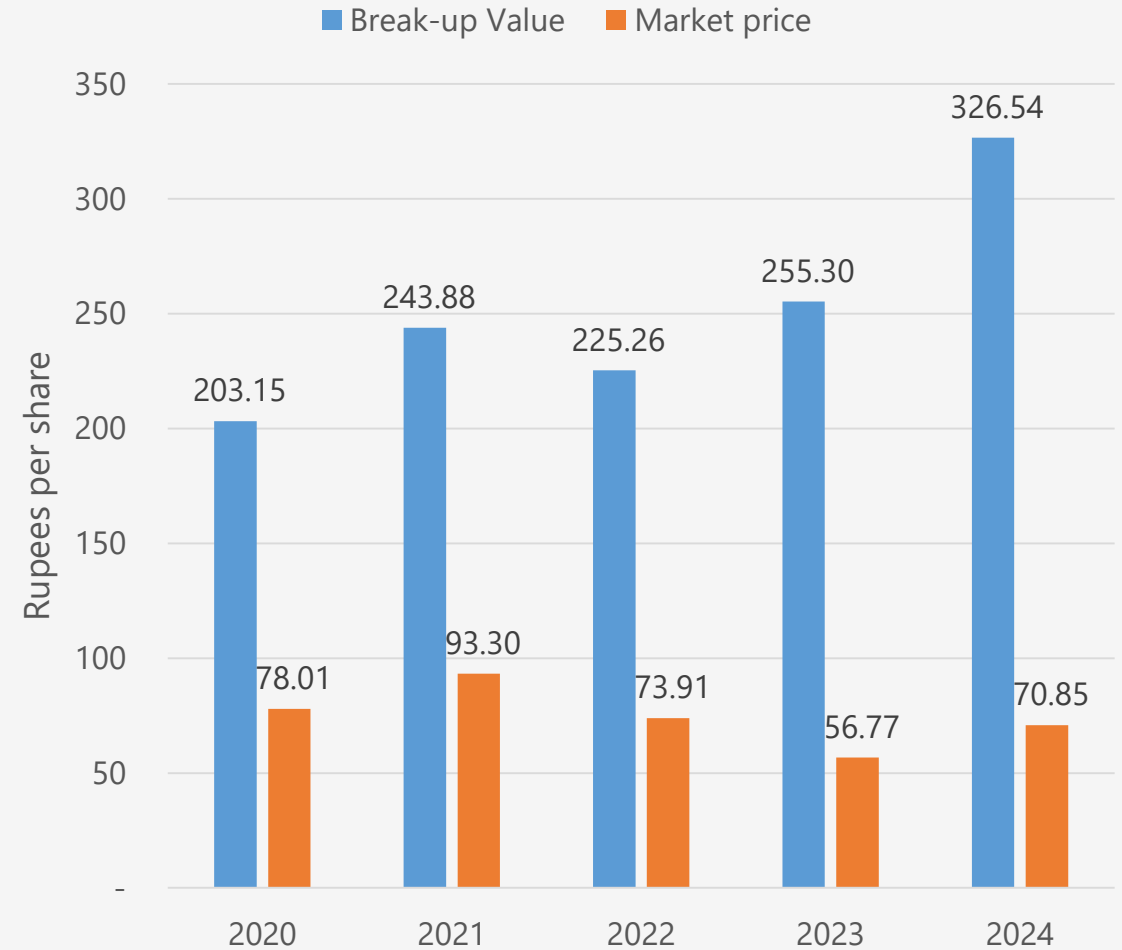
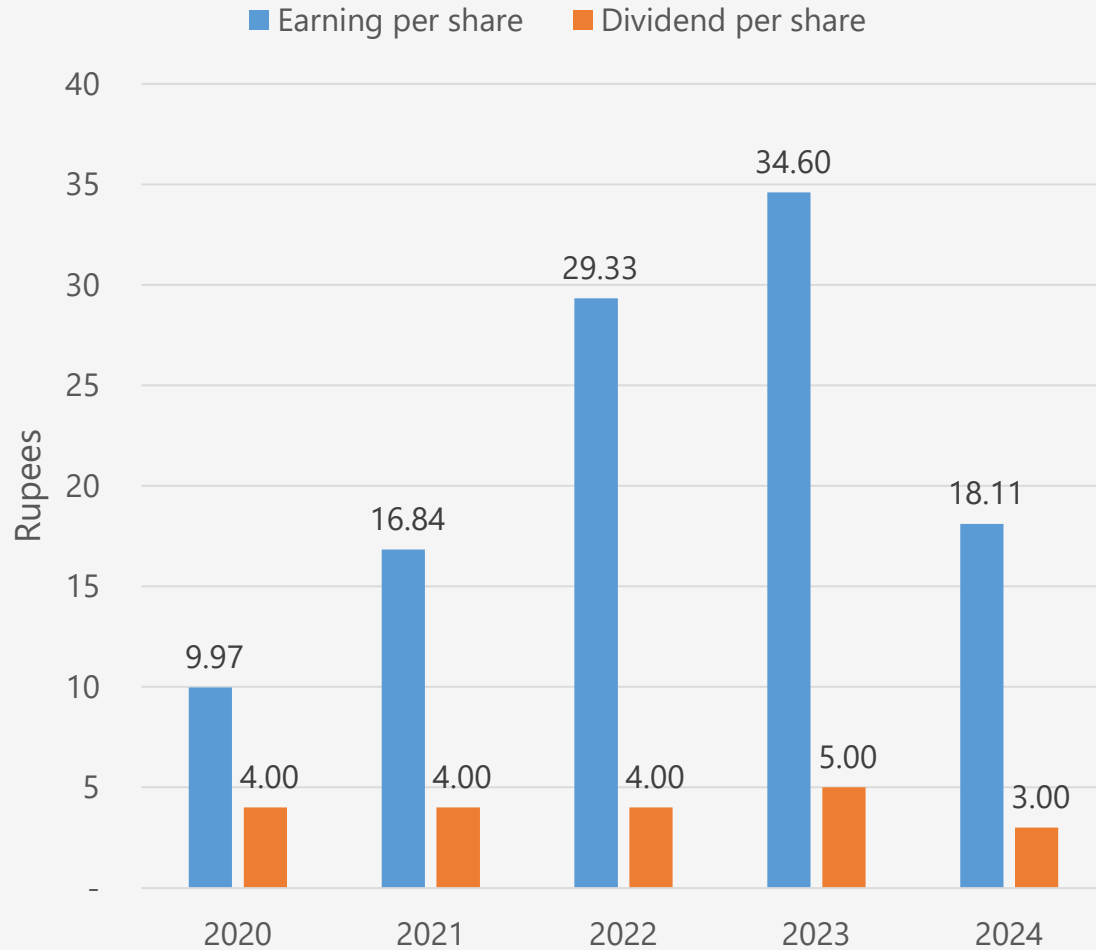
### Total assets



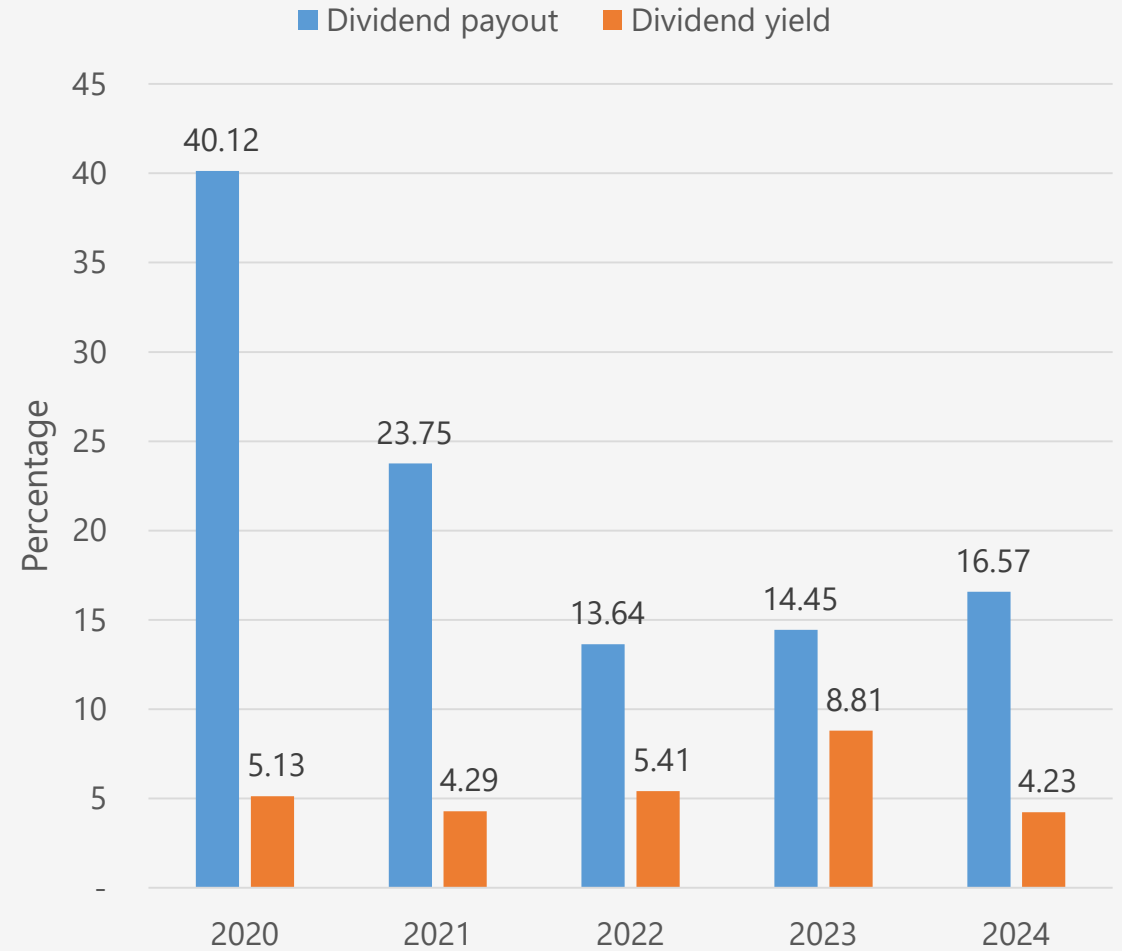
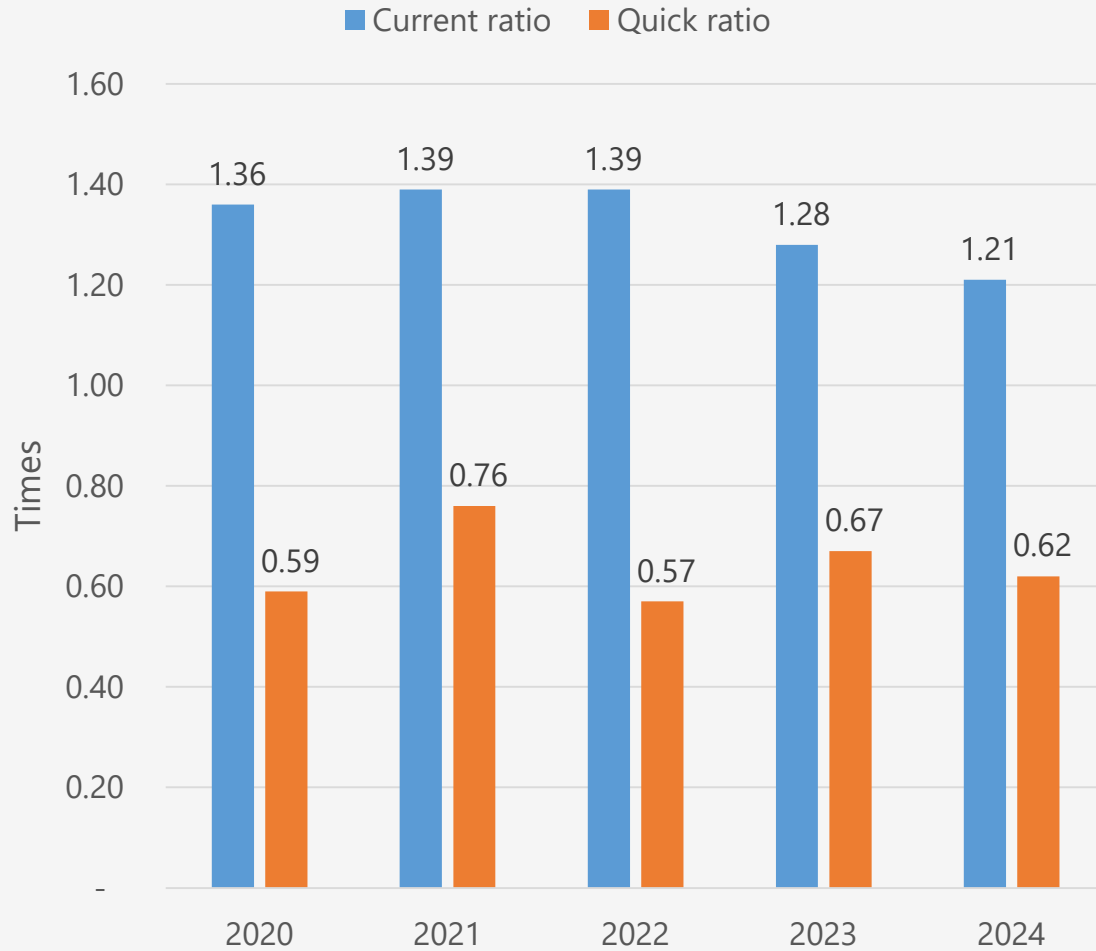
### Shareholders' equity



# Financial Highlights



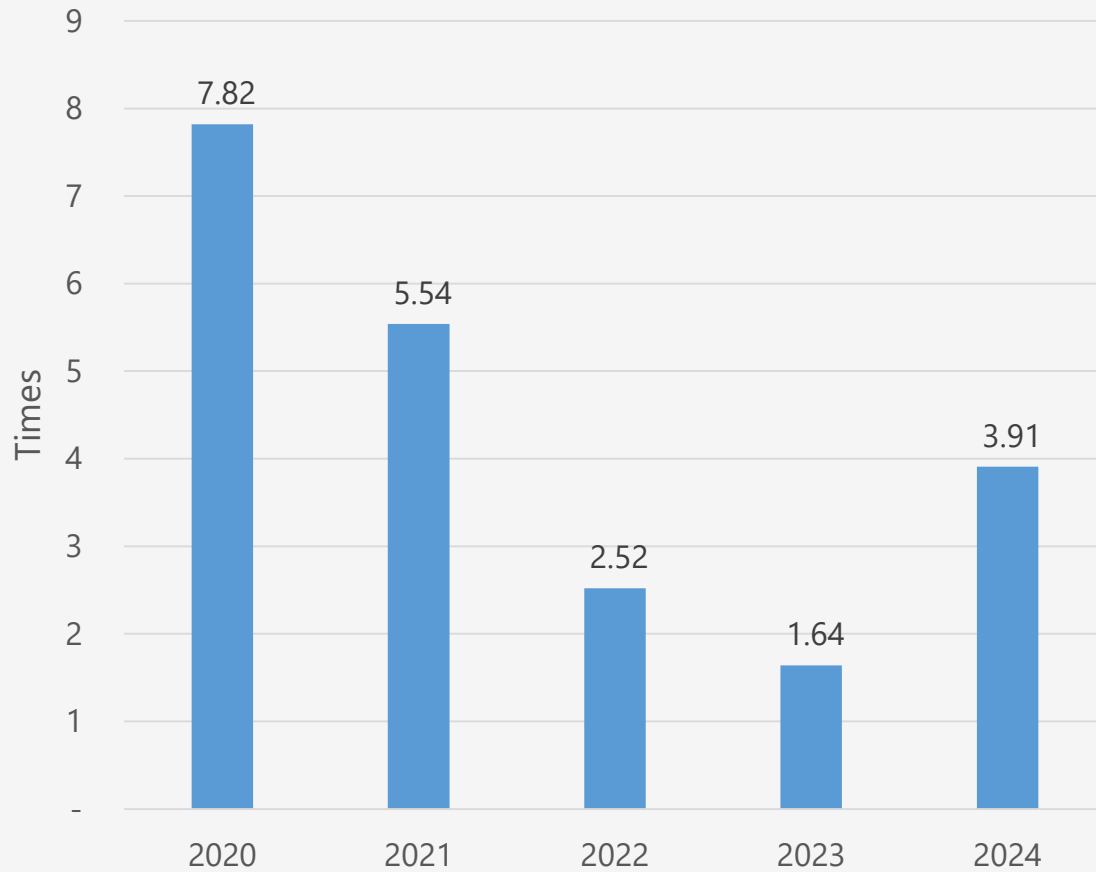
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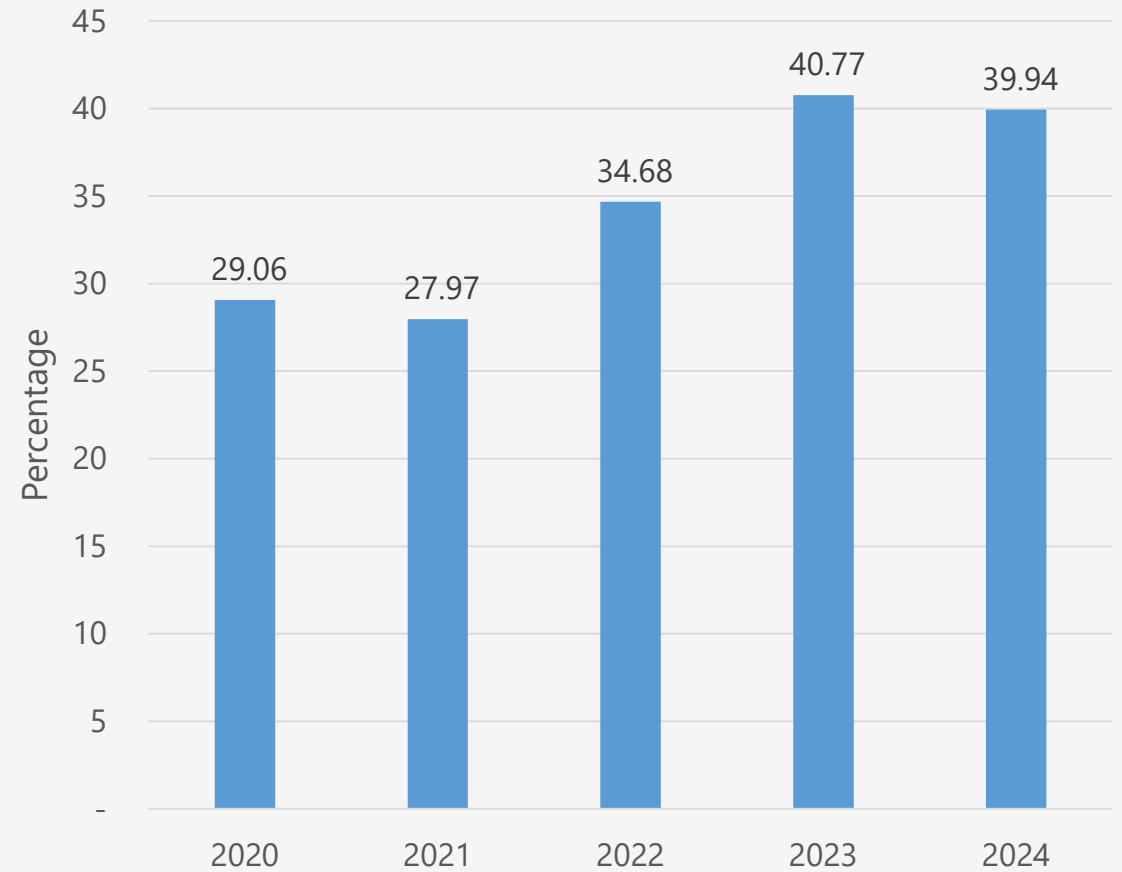
# Financial Highlights



### Price earning ratio



### Gearing ratio



# Future Outlook





Soft textile demand in export market

High input cost

Costly bank financing

High incidence of taxation

NML's strategy to enhance sale of value added products

# Questions and Answers

