



CORPORATE BRIEFING SESSION 2024

FINANCIAL POSITION OF THE COMPANY - AT A GLANCE



STATUS AND NATURE OF BUSINESS

Safe Mix Concrete Limited was incorporated on 04 April 2005 as Private Limited Company. Subsequently, it has been converted into Public Limited Company on 21 February 2007 in accordance with the provisions of section 45 read with section 41(3) of the Companies Ordinance, 1984. On 16 March 2010 the Company was listed on Karachi Stock Exchange. The principal activity of the Company is production and supply of ready mix concrete.

LOCATION

The manufacturing facility of the company is situated at the following address:

📍 Plot#1, Global Industry, Nusrat Bhutto Colony, North Nazimabad, Karachi, Pakistan



Vision

Our Vision is to be Pakistan's Largest ready mix concrete services company, signing under the prominent projects for tomorrow's world of business, harmonizing, innovative and progressive technology with the Company's experience and excellence in the quality of work.

Mission Statement

Safe Mix once a dream has shaped into reality, through conviction and untiring efforts to see it grow into a corporate company with one of the principal market clientele.

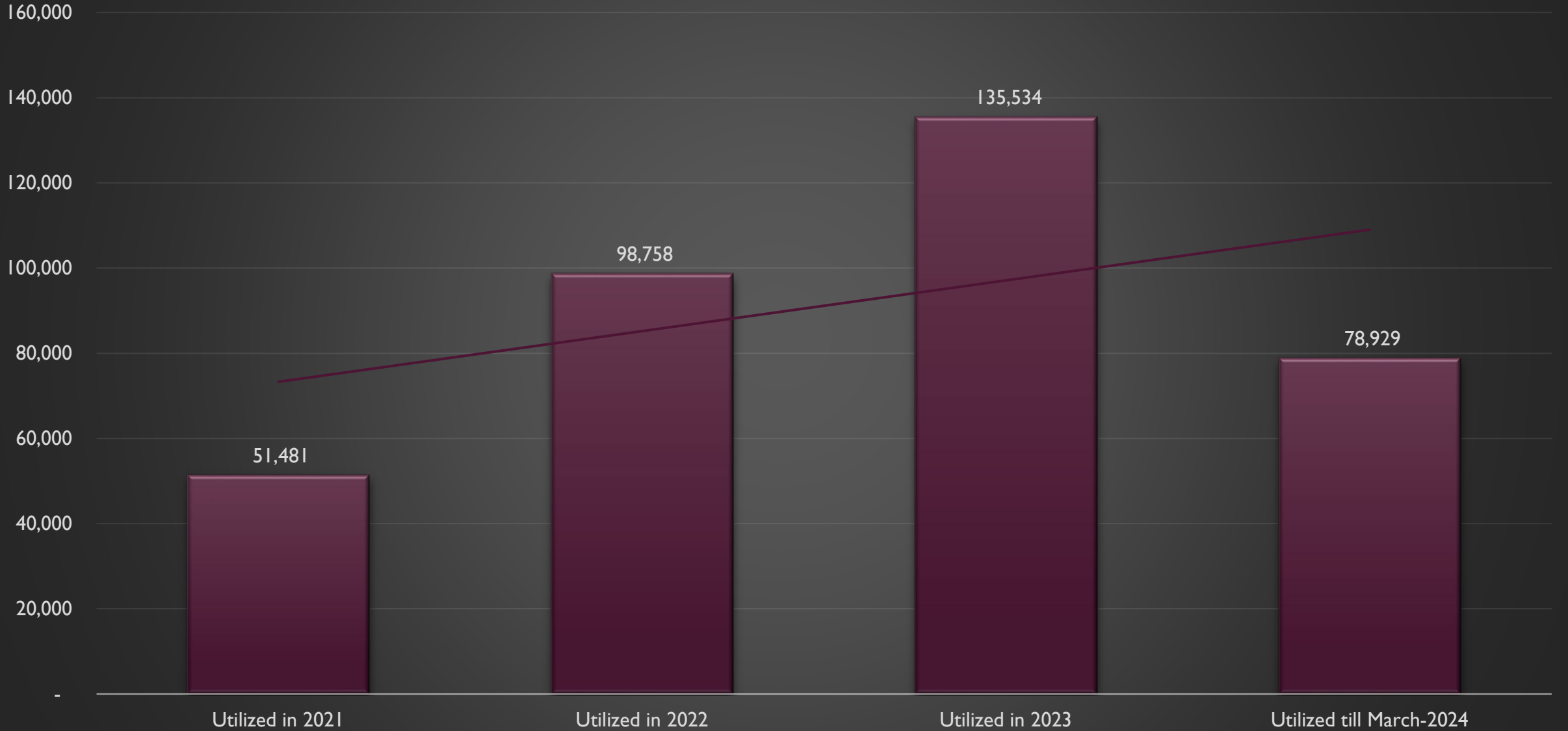
The aim of the company is to establish a platform for the transfer of foreign technology with forming the basis for further development in Pakistan.



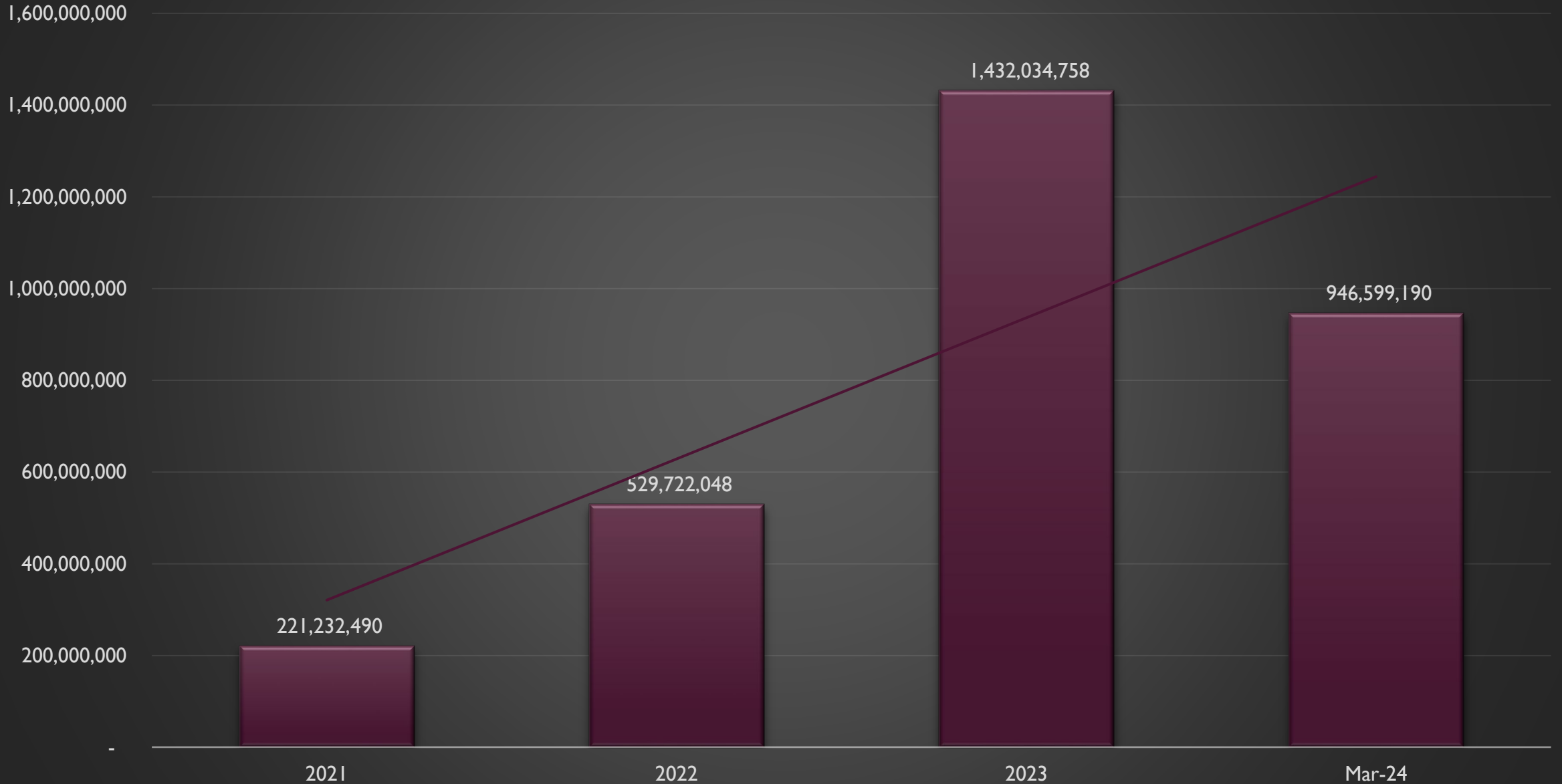
	Safe Mix Concrete Limited					
	5 Year projected profit and loss					
	FY - 2024 to 2029					
	9 month 31 March 2024 2023-24	FY 2024-2025	FY 2025-2026	FY 2026-2027	FY 2027-2028	FY 2028-2029
Sales - Net	946,599,190	1,511,620,656	1,653,076,152	1,746,333,573	1,853,862,370	2,019,755,903
Cost of sales	(731,582,587)	(1,148,831,699)	(1,256,337,876)	(1,327,213,516)	(1,408,935,401)	(1,535,014,486)
Gross profit	215,016,603	362,788,957	396,738,276	419,120,058	444,926,969	484,741,417
Administrative expenses	(38,228,961)	(81,942,930)	(88,308,427)	(92,505,011)	(97,343,807)	(104,809,016)
Selling and distribution expenses	(2,101,381)	(4,201,476)	(4,594,645)	(4,853,849)	(5,152,720)	(5,613,813)
Sub Total	(40,330,342)	(86,144,406)	(92,903,072)	(97,358,860)	(102,496,527)	(110,422,829)
Operating profit	174,686,261	276,644,552	303,835,205	321,761,197	342,430,442	374,318,588
Other expenses	(13,230,723)	(30,806,950)	(36,968,340)	(44,362,008)	(53,234,409)	(63,881,291)
Other income	5,295,493	2,222,628	1,928,136	2,343,804	2,107,596	2,119,368
Sub Total	(7,935,230)	(28,584,322)	(35,040,204)	(42,018,204)	(51,126,813)	(61,761,923)
Finance costs	(41,306,470)	(115,200,000)	(115,200,000)	(96,246,493)	(96,410,538)	(96,701,216)
Profit before taxation	125,444,561	132,860,230	153,595,001	183,496,501	194,893,090	215,855,448
Taxation	(39,166,838)	(38,529,467)	(44,542,550)	(53,213,985)	(56,518,996)	(62,598,080)
Profit / (loss) after taxation	86,277,723	94,330,763	109,052,451	130,282,515	138,374,094	153,257,368
Earning / (loss) per share - basic and diluted	3.45	3.77	4.36	5.21	5.53	6.13

Particulars	Year Ended June 30,2021	Year Ended June 30,2022	Year Ended June 30,2023	Period Ended Mar-24
Gross Profit to sales	8%	21%	22%	23%
Net profit after tax to sales	3%	9%	9%	9%
Return on equity	2%	18%	50%	33%
Current Ratio	0.69	0.81	1.09	1.27
Inventory turnover	4.67	9.04	28.79	18.44
Debtors turnover	1.84	3.31	5.57	2.67
Creditors turnover	3.23	10.26	2.32	0.90
Leverage Ratio (D/E)	1.85	2.08	1.72	1.27

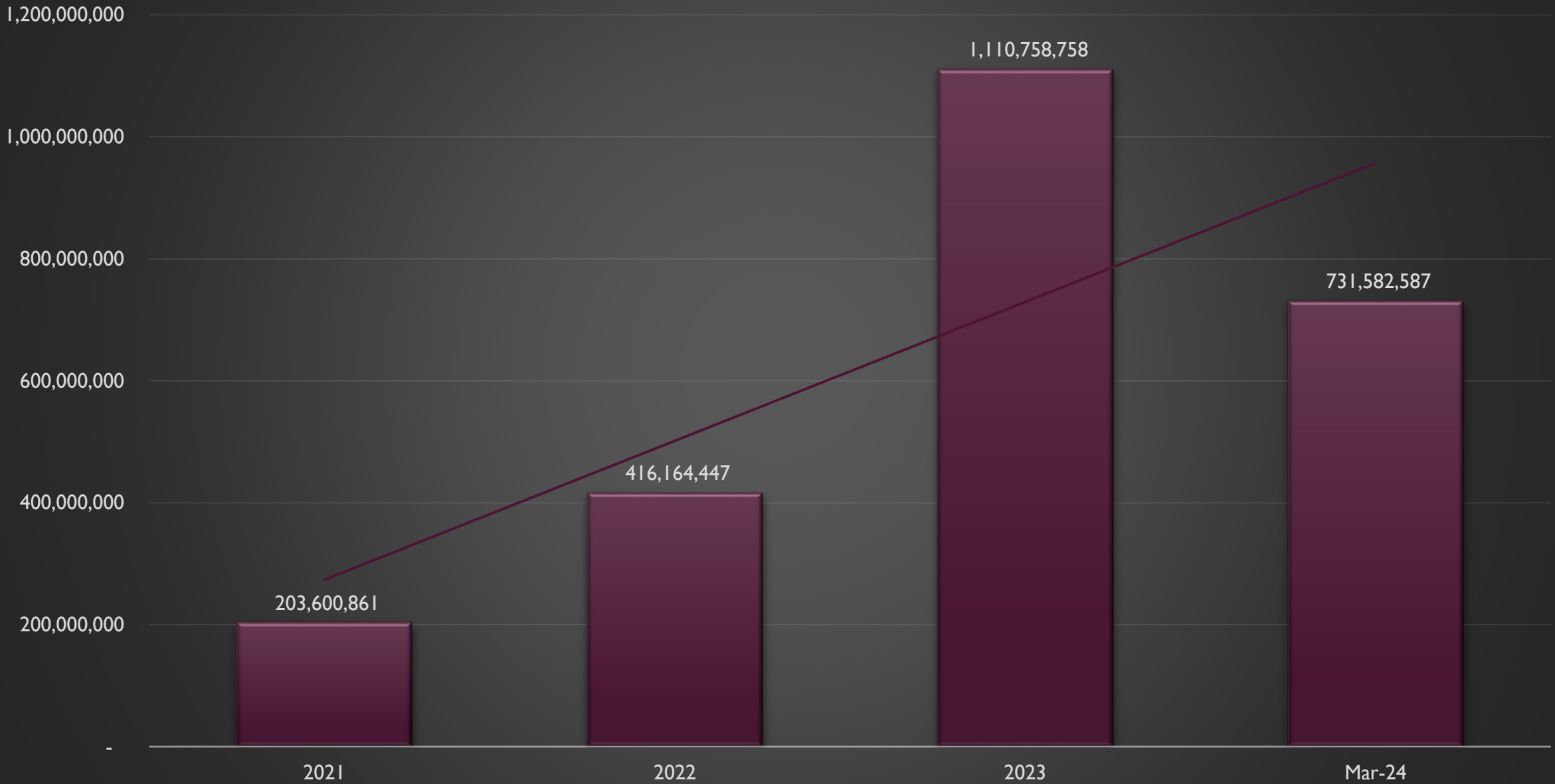
Plant Production (In Metric Ton)



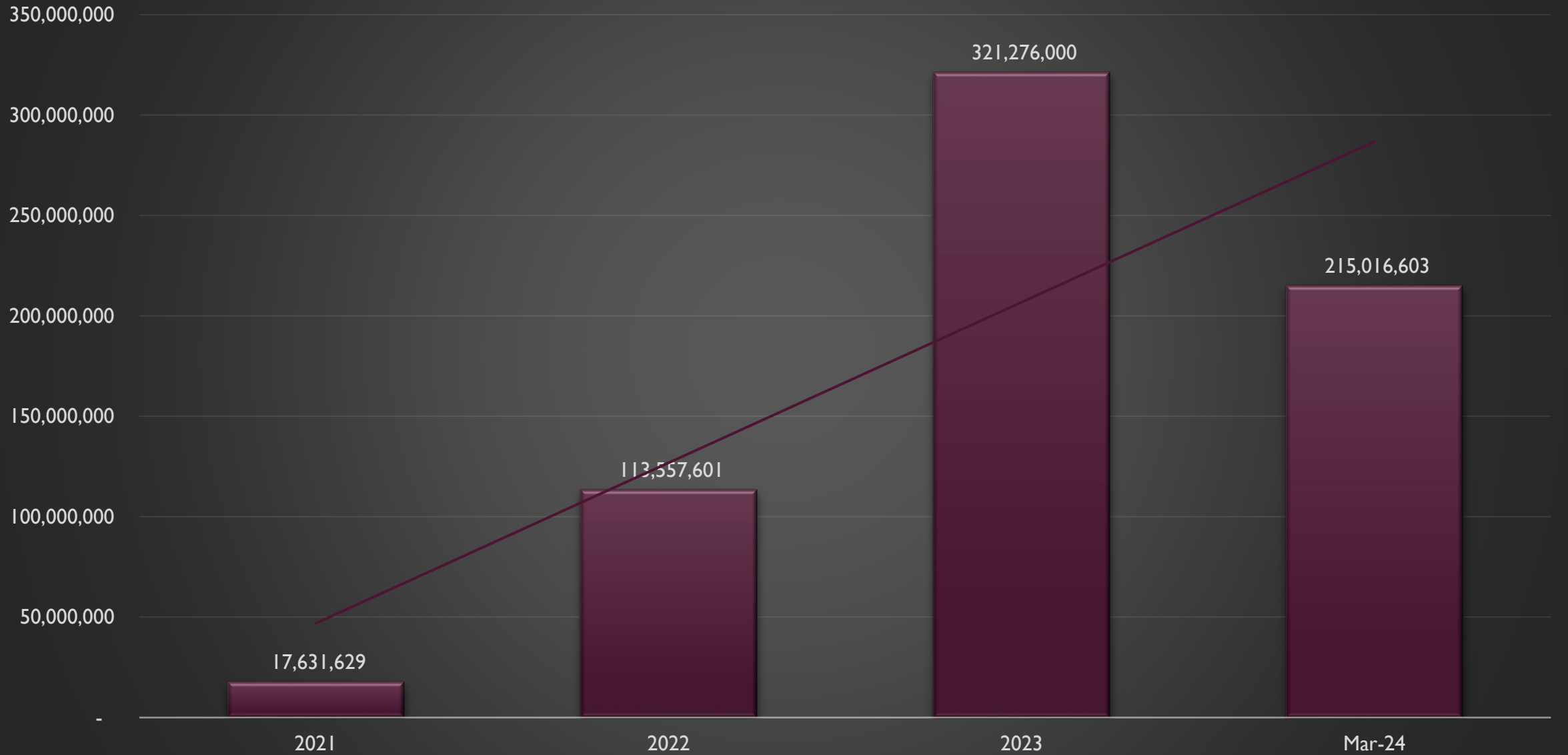
Sales



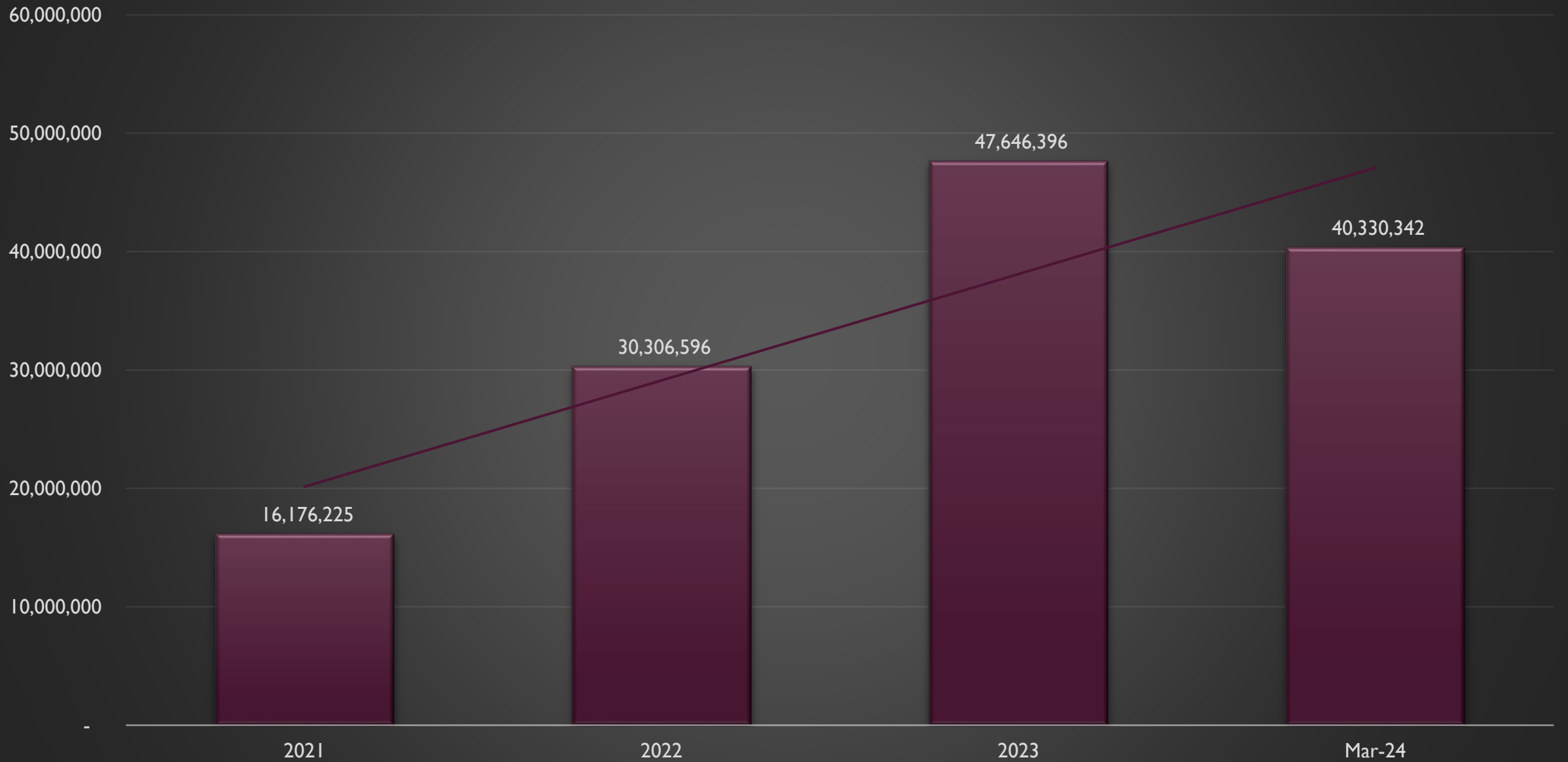
Cost of sales



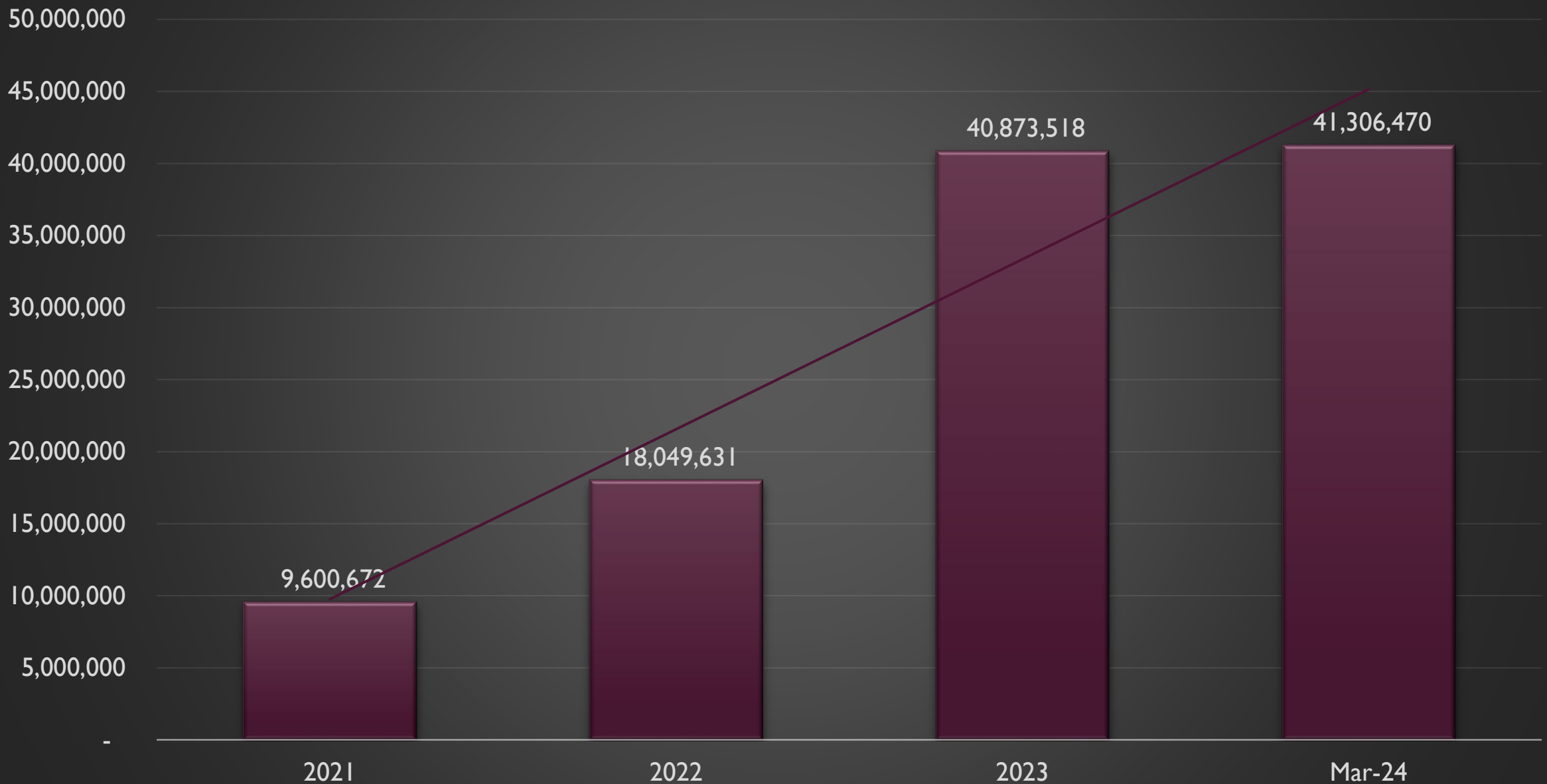
Gross profit



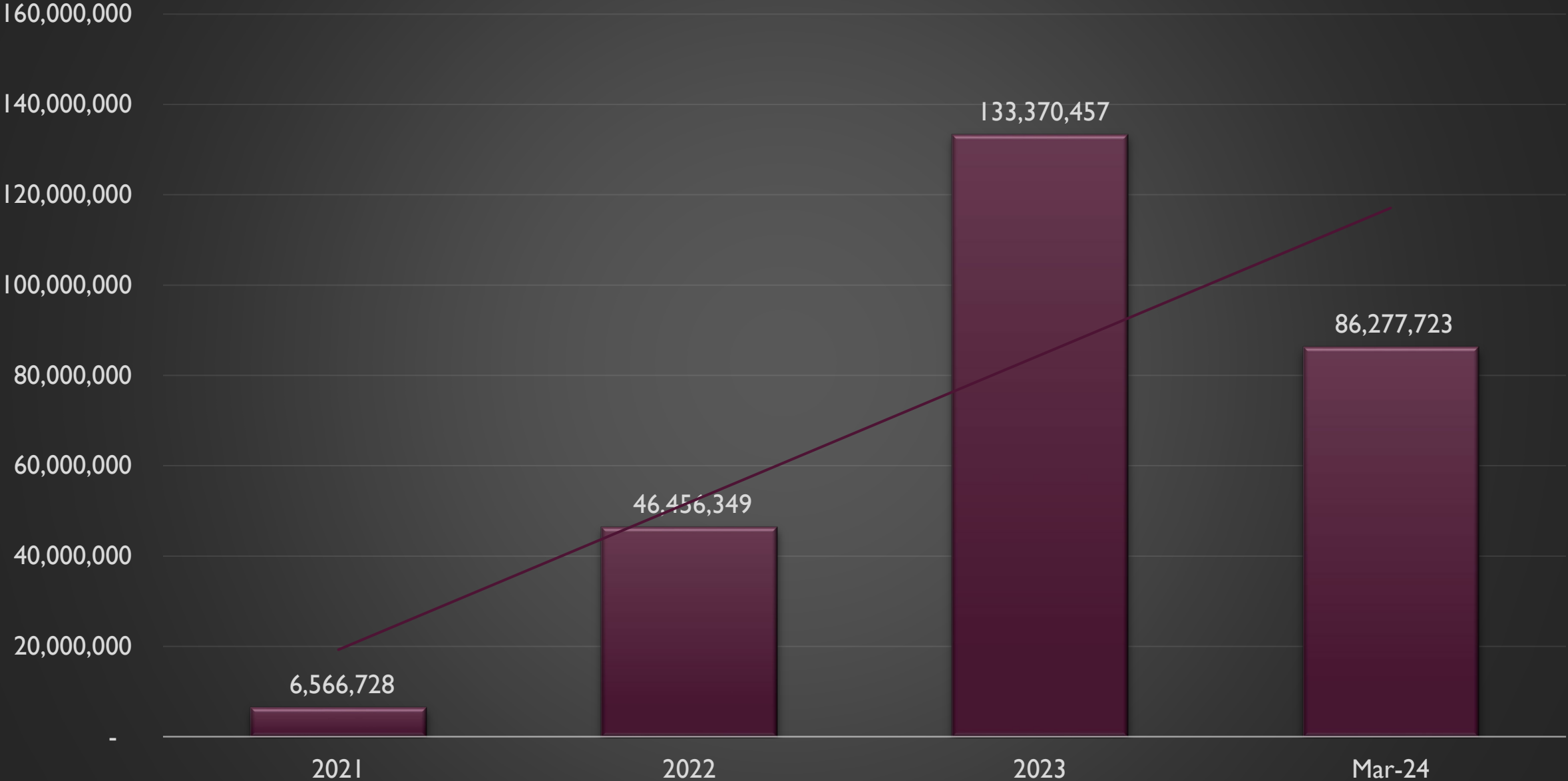
Selling & administrative Expenses



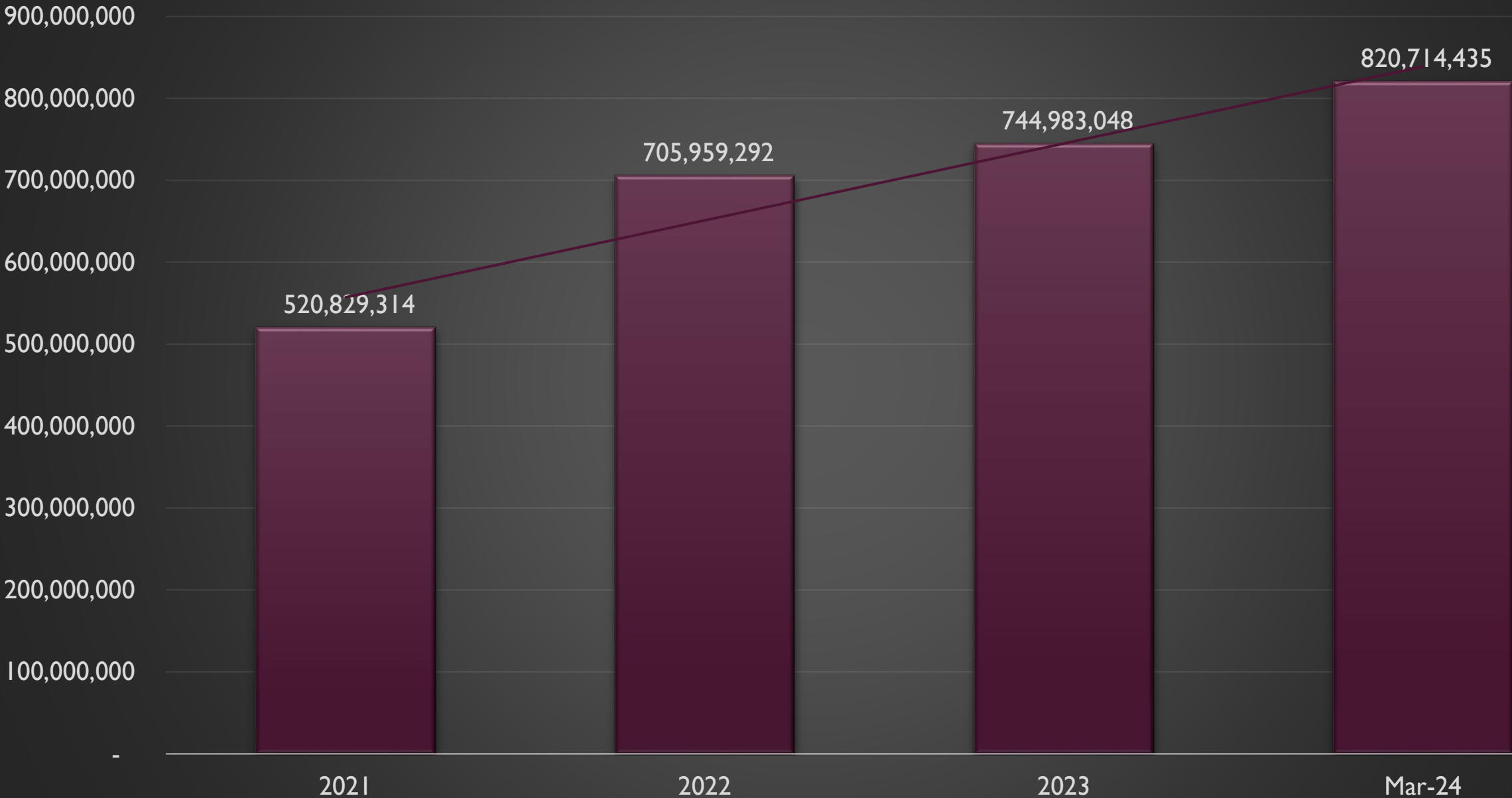
Finance cost



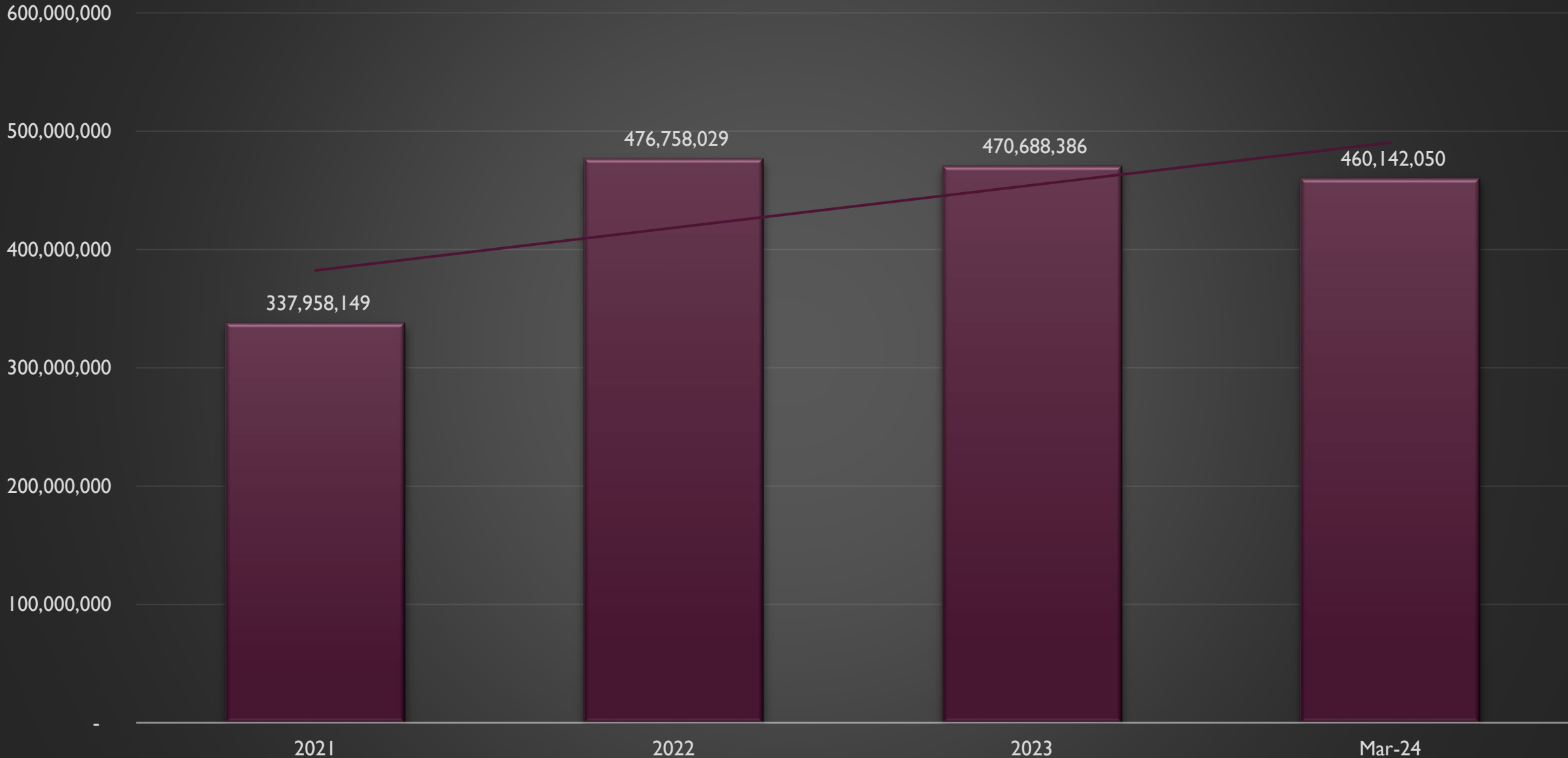
Profit after Tax



Total Assets



Total Liabilities



Profit & Loss Account- wise	Quarter 30th September 2022	31st December 2022	31st March 2023	30th June 2023	For the year ended June-30, 2023
Figures in (000) except EPS					
Sales	249,410	407,643	420,705	354,277	1,432,035
Cost of sales	(197,276)	(301,253)	(331,464)	(280,765)	(1,110,759)
Gross profit	52,134	106,390	89,241	73,512	321,276
Selling & distribution expenses	(7,111)	(10,906)	(13,559)	(16,070)	(47,646)
Operating profit & loss	45,023	95,484	75,682	57,442	273,630
Finance cost	(7,895)	(11,217)	(9,899)	(11,862)	(40,874)
Other operating income	8,763	5,186	7,946	(12,338)	9,557
Other charges	(3,258)	(11,866)	(5,290)	(14,926)	(35,340)
Profit /(loss) before tax	42,632	77,586	68,439	18,316	206,973
Provision for tax	4,912	(46,857)	(15,649)	(16,009)	(73,602)
Profit /(loss) after tax	47,544	30,729	52,791	2,307	133,370
Earning / (Loss) per share-basic and diluted	1.90	1.23	2.11	0.09	5.33

Major - Clintele

- Abaseen Construction (Pvt.) Ltd
- OK Builders
- Saima Builders
- Al Rauf Builders
- Abdul Razzak Associates (ARA)
- Javedan Corporation Limited
- Global Residency Reits
- Silk Developments REITS
- Memon Hospital
- Karizma Construction (Turkish)
- Pona Wala Builders
- Principal Builders
- Sachal Builders
- Iqra University
- Shed Foundation
- Tai Builders
- Wuhan Qinwu Trading Co. Ltd



Thank you