

Ref: ILP/PSX/71/2023  
Date: 19/10/2023

The General Manager  
Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi.

**Subject: Corporate Briefing Session (CBS) 2023**

Dear Sir,

This is to inform you that the Corporate Briefing Session (CBS) of Interloop Limited (ILP) will be held on Thursday, October 26, 2023 at 03:30 p.m. at Interloop Limited Premises, 1-KM, Khurrianwala-Jaranwala Road Khurrianwala, Faisalabad and also through Video Conference (on Zoom), to brief the investors / analysts about the Company's financial performance and future outlook. The flyer containing session details and registration process of CBS, along with the presentation, is attached herewith. The same has been uploaded on Company's website.

We would appreciate your assistance in communicating this information to market participants/TRE Certificate Holders of the Exchange.

Yours Sincerely,

  
(Rana Ali Raza)  
Company Secretary



## ANALYST BRIEFING

You are cordially invited to the Analyst Briefing of Interloop Limited wherein the company's senior management shall present the company's financial performance and outlook.



**Navid Fazil**  
Chief Executive Officer



**Muhammad Maqsood**  
Group CFO & Executive  
Director



**Feroze Ahmed**  
Chief Strategy  
& Transformation Officer



**Syed Hamza Gillani**  
Sr. General Manager Finance

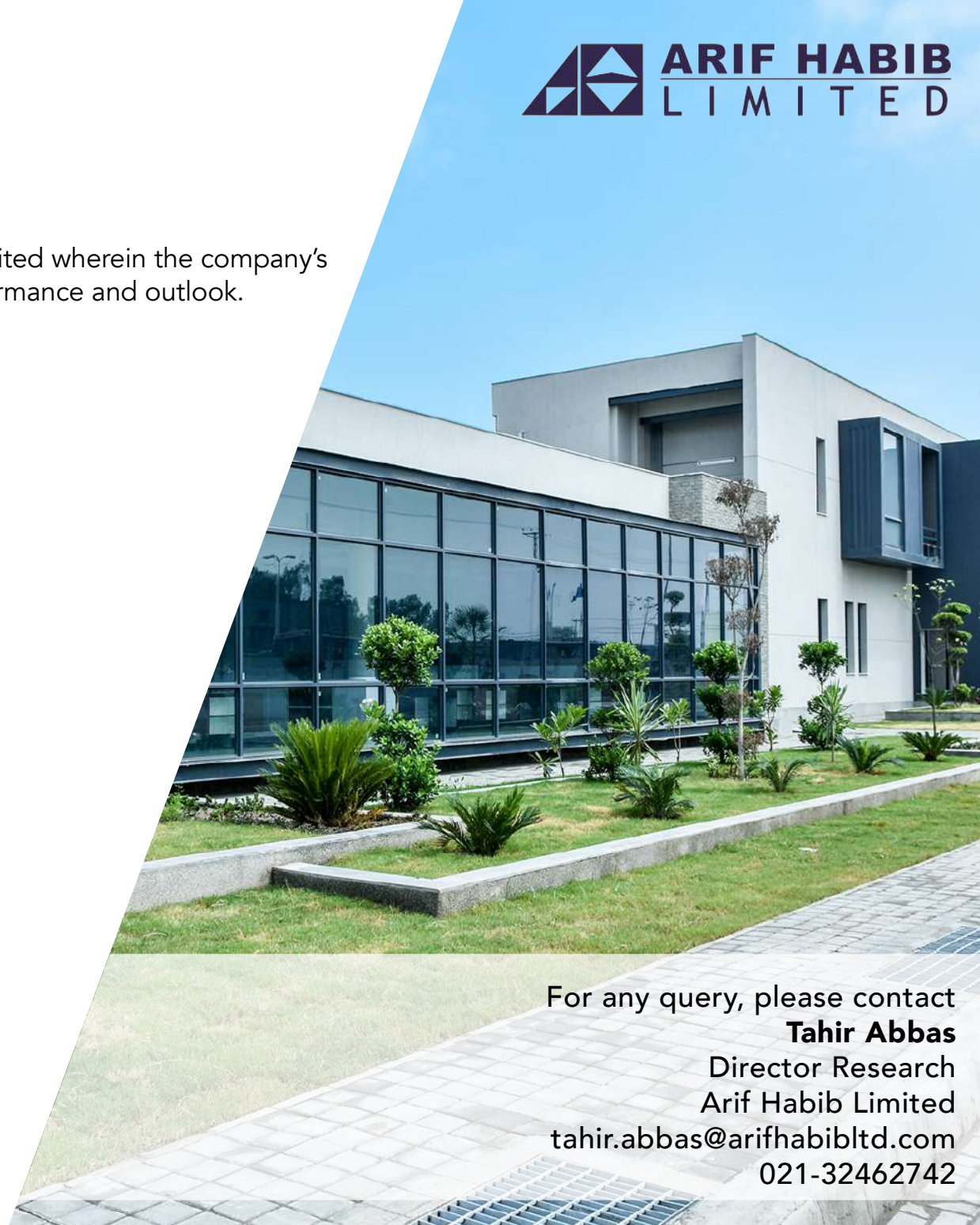
Venue: 1-KM, Khurrianwala-Jaranwala Road  
Khurrianwala, Faisalabad, Pakistan  
(can also be joined via zoom)

Date: Thursday, October 26, 2023

Time: 3:30 pm

For Zoom Meeting Registration: Please [Click Here](#)

For any query, please contact  
**Tahir Abbas**  
Director Research  
Arif Habib Limited  
[tahir.abbas@arifhabibltd.com](mailto:tahir.abbas@arifhabibltd.com)  
021-32462742





# **CORPORATE BRIEFING SESSION**

For the Year ended June 30<sup>th</sup> 2023



# Disclaimer

- This presentation has been prepared by Interloop Limited for information purposes only. No representation or warranty express or implied is made thereto and no reliance should be placed on the fairness, accuracy, sufficiency, completeness or correctness of the information or any opinions contained herein, or any opinion rendered, or forward-looking statements made thereto
- The information contained in this presentation should be considered in the context of the circumstances prevailing at the time
- You agree to keep the contents of this presentation strictly confidential. All or any part of this presentation may not be taken away, reproduced, copied, redistributed, retransmitted or disclosed in any manner or form and for any purpose whatsoever
- By attending this presentation, you are agreeing to be bound by the foregoing limitations

# Contents

---

01  
About  
Us

02  
Our  
Mission

03  
Our  
Vision

04  
Responsible  
Partner

05  
Key  
Highlights

06  
Future  
Outlook



# About Us

A diverse and passionate team of **30,000+** associates, having a footprint in six countries, Interloop is Pakistan's **largest** listed textile company and has experienced sales growth with a CAGR of **33.5%\*** since 2019.

Rooted in purpose - To be an agent of **positive change** for the stakeholders and community by pursuing an ethical and **sustainable** business.

*\* In PKR terms*



Hosiery  
~800 million pairs of  
socks annual  
production capacity



Denim  
6 million garments  
annual production  
capacity



Apparel  
~30 million garments  
annual production  
capacity



Activewear  
4 million garments  
annual production  
capacity



**INTERLOOP**

# Our Mission

---

To be an agent of **positive** change for the stakeholders and community by pursuing an ethical and **sustainable** business.

# Our Vision 2025

To Become a Full Family Clothing  
Partner of Choice

## HOW WE'LL DO IT



### PEOPLE

A diverse, inclusive and engaged workforce  
creating a high performing organization



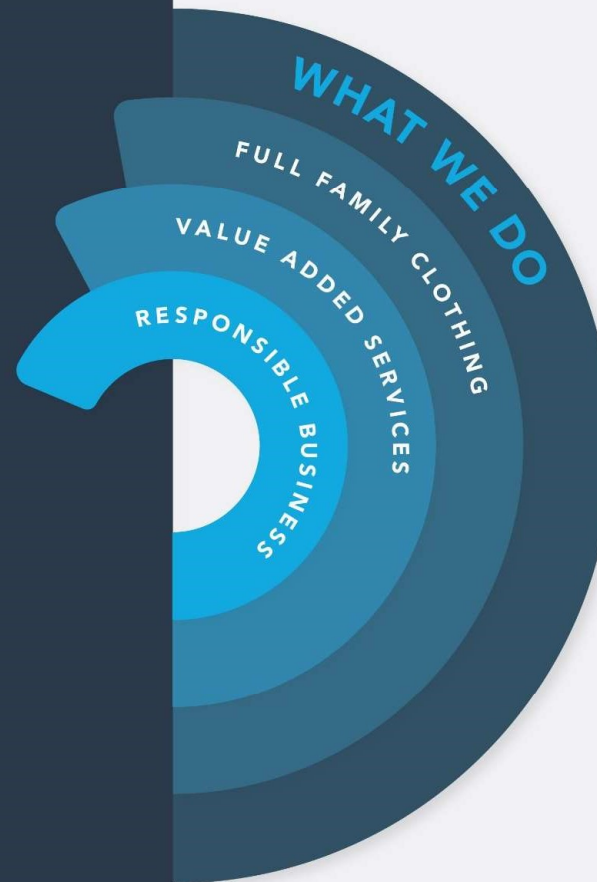
### DIGITAL TRANSFORMATION

Drive efficiencies through digitalization  
and provide transparency to our customers  
with real time information



### AGILE MANUFACTURING

Drive an agile organization retaining our  
competitive position as a responsive high  
quality manufacturer



# \$700M

REVENUE BY FY 2026

Transforming into a full family clothing business will  
build further credibility with our customers

# 2.5x

REVENUE THROUGH  
VALUE ADDED SERVICES

Providing value added services creating  
strong lasting partnerships

# 25%

LOWER CARBON FOOTPRINT  
AND RESOURCE CONSUMPTION

Lead the way in responsible manufacturing meeting highest  
standards of environmental and social performance



# Responsible Partner

---



HUGO BOSS

GUESS  
JEANS



M&S

PRIMARK



JCPenney

ZARA



GYM SHARK

carter's

BESTSELLER



# Responsible Partner

Lead the way in responsible manufacturing meeting the highest standards of **environmental** and **social performance**.

25% GHG  
Emissions  
Reduction

25% Water  
Consumption  
Reduction

70%  
Sustainable &  
Traceable  
Materials

100%  
Diversion of  
Waste

30% Diverse  
Workforce

4% Profit  
Investment in  
Community  
Well-being



# Responsible Partner

---



## Interloop becomes Pakistan's 1<sup>st</sup> Large-Scale Enterprise with **Approved Science Based Targets**

This includes 51% reduction in direct emissions (Scope 1), 51% reduction in indirect emissions (Scope 2) in line with 1.5 °C pathway, and a 30% reduction in emissions along its value chain (Scope 3) by 2032







## Interloop ESG Framework

### Environment

GHG emissions  
Water consumption  
Sustainable & traceable materials  
Waste management and bio-diversity

### Social

Labor standards, wages and benefits  
Workplace and board diversity  
Talent management  
Community relations

### Governance

Board ESG committee  
Strategic sustainability oversight through Corporate Sustainability department  
Report out and progress against key ESG metrics



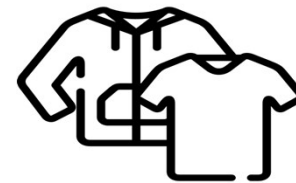
# FY'23 Key Highlights

---

During FY'23, we not only sustained our growth by pursuing the expansion plans but also focused towards achieving our **Responsible Business** goals.

## UN GCNP Sustainability Award

First prize in the Large National Enterprise category at Global Compact Business Sustainability Awards 2022

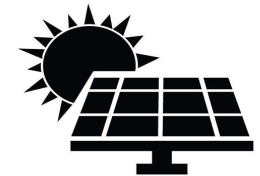


## PKR29B Apparel Master Project

Project's construction progressing as per plan and the new eco-friendly facility is set to operationalize in Q2 FY'24

## 8.0 MW Solarized

Solar power generation and an additional 4.6 MW in the pipeline

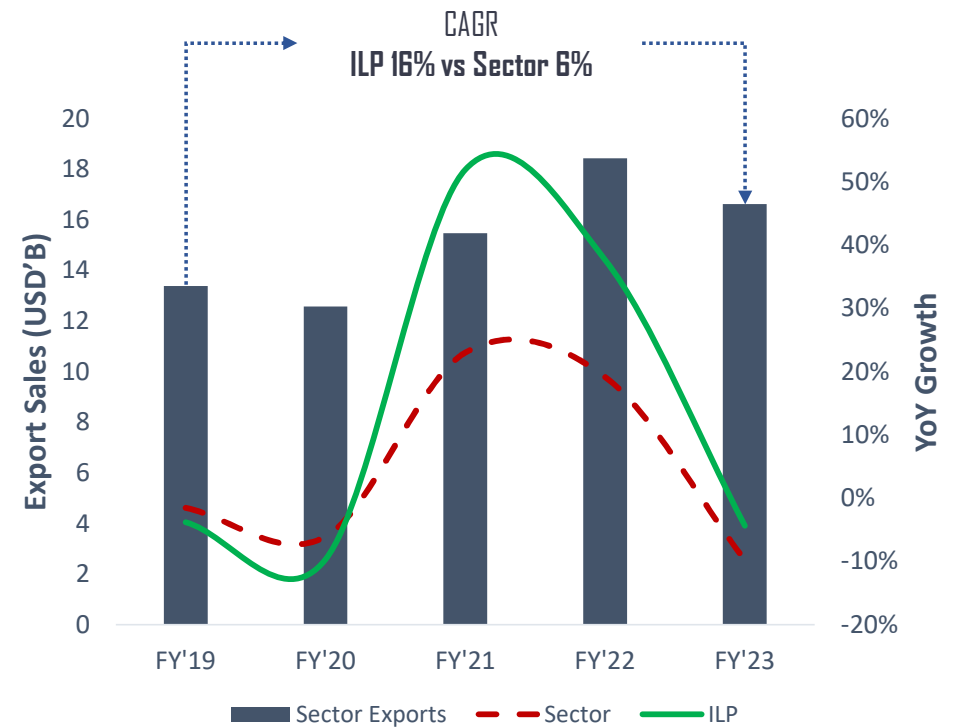


# Textile Sector Update

As per WTO, Pakistan stands amongst **top 10** global textile exporters, with a market share of **~3%**. However, due to non-competitive policies, lack of innovation, and an unstable macroeconomic environment, Pakistan's share in value added segment is at meager 1%.

Despite challenging operating environment, ILP outperformed overall textile sector with its export sales growing at a 5-year CAGR of **16%\*** vs sector growth of **6%\***.

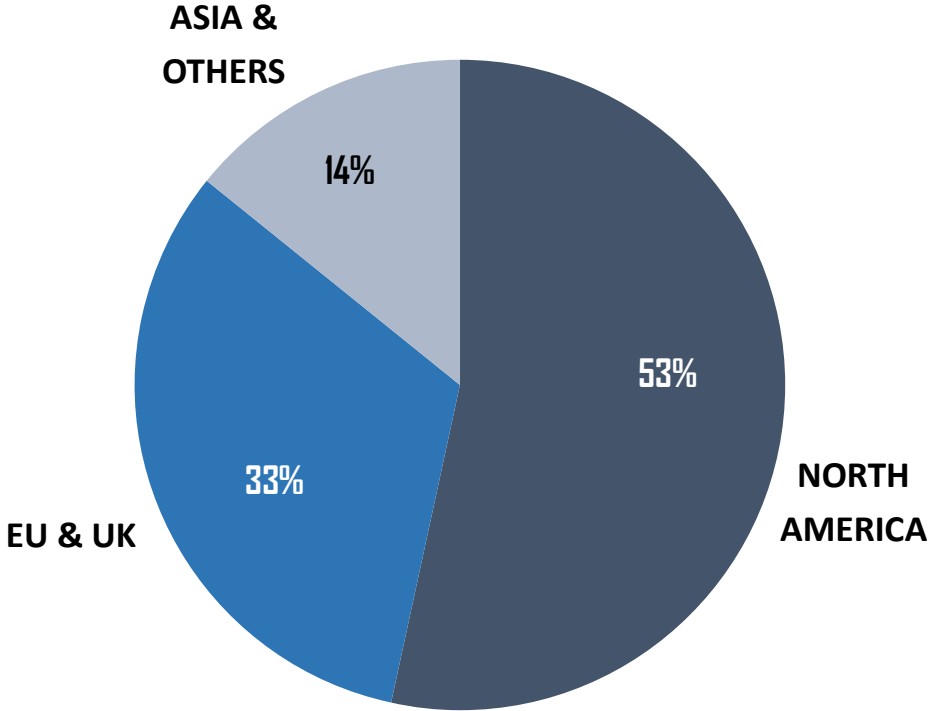
During FY'23, textile sector exports declined **10%** whereas ILP exports were down by only **4%**.



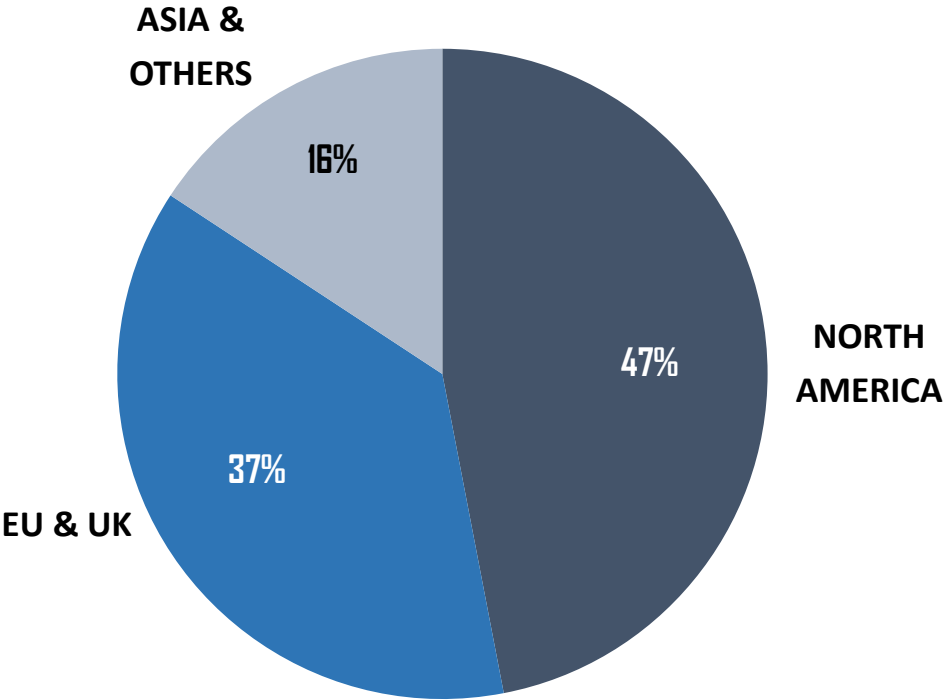
\* In USD terms

# Region-wise Sales Breakup

FY'22  
PKR 91B



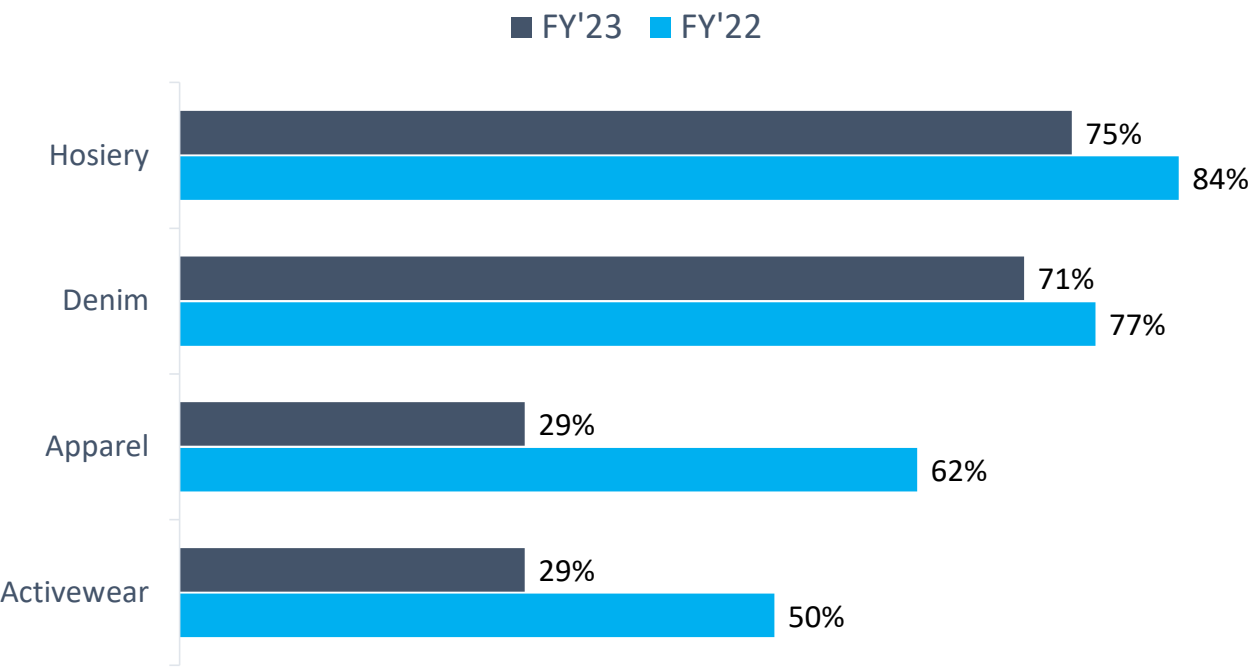
FY'23  
PKR 119B



All values in PKR

# Capacity Utilization

Utilization slowed down in FY'23 as demand in the key markets was declining, however, our multi-category strategy led us sustain the value growth.





# Economic Performance

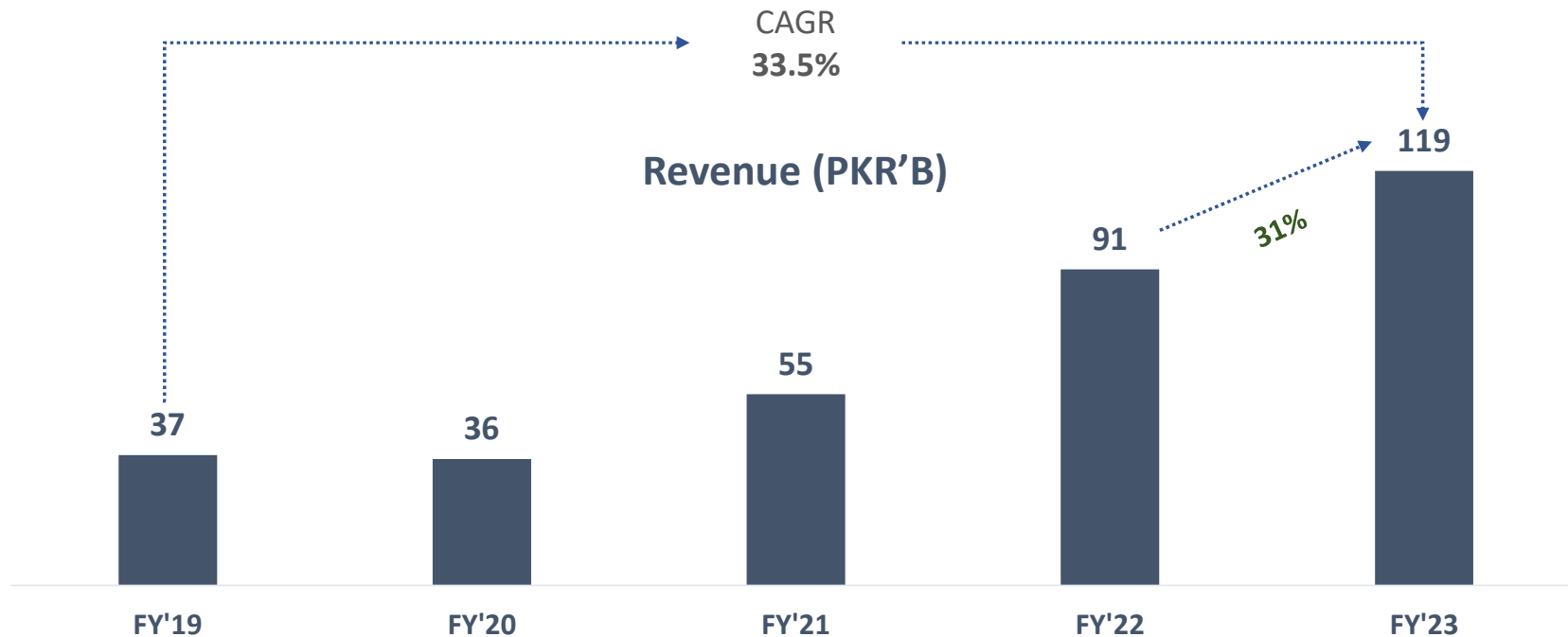
Particulars	FY'23		FY'22	
	PKR'M	%	PKR'M	%
Economic Value Generated				
Gross Revenues	120,499	100%	92,118	100%
Economic Value Distributed				
Operating cost	65,797 ▼	55%	54,071	59%
Employee wages and benefits	25,588	21%	19,165	21%
Payment to providers of capital	11,107 ▲	9%	6,071	7%
Payment to government	4,337	4%	3,819	4%
Community investments	792	1%	490	1%
Economic Value Retained	12,878 ▲	11%	8,502	9%

# Key Financial Highlights

Indicators	UoM	FY'23		FY'22	FY'21
Net Sales	PKR'B	119	▲	91	55
Gross Profit	PKR'B	40	▲	26	14
Net Profit	PKR'B	20	▲	12	6
Gross Profit Margin	%	33.5		28.7	25.9
Net Profit Margin	%	16.9		13.6	11.5
Cash Dividend per Share – Declared	PKR	5.0	▲	4.0	2.5
Bonus Issue [Per 100 Share]		50%	▲	4%	3%
Earnings per Share - Basic	PKR	14.4	▲	8.8	4.5
Interest Coverage	Times	5.2		7.2	8.3
Total Assets	PKR'B	125		96	61
Shareholders Equity	PKR'B	44		30	21

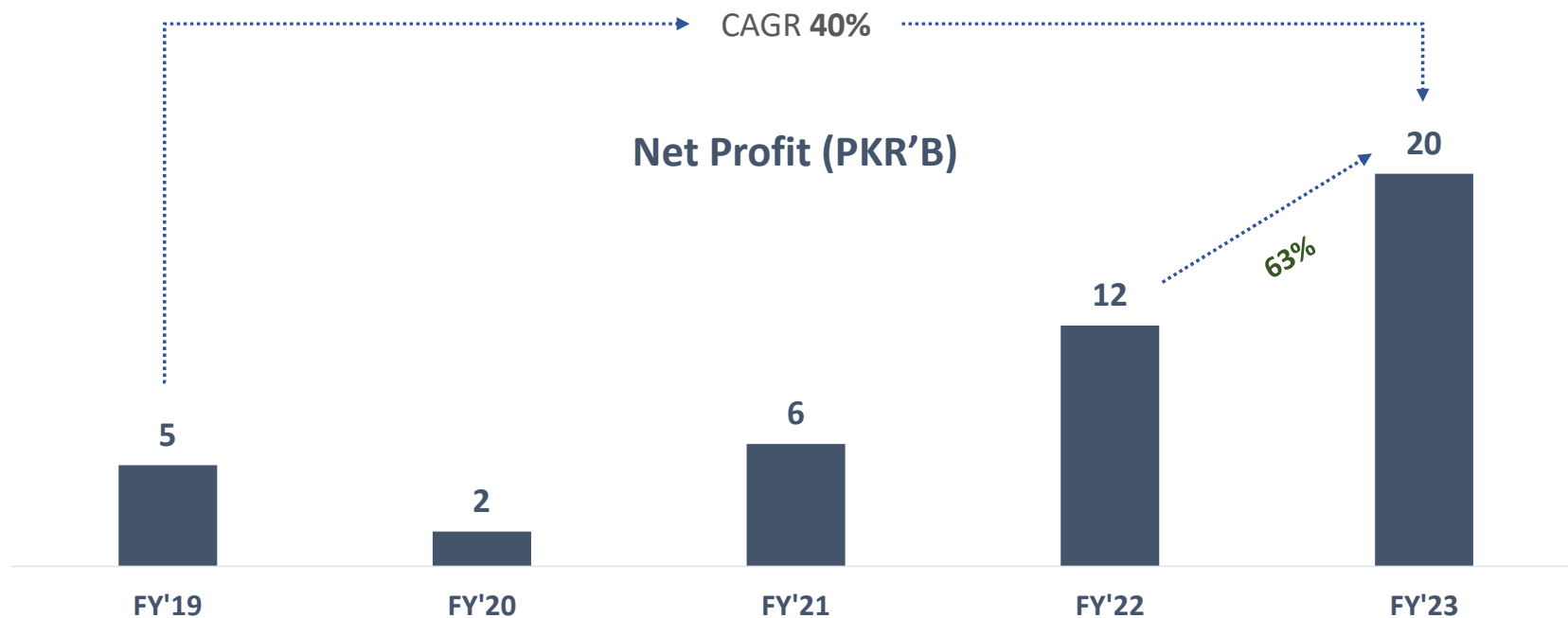
# Key Profitability Ratios

ILP's revenue has grown at a 5-year **CAGR of 33.5%** and for FY'23 our multi-category strategy led us to achieve a staggering 31% YoY surge.



# Key Profitability Ratios

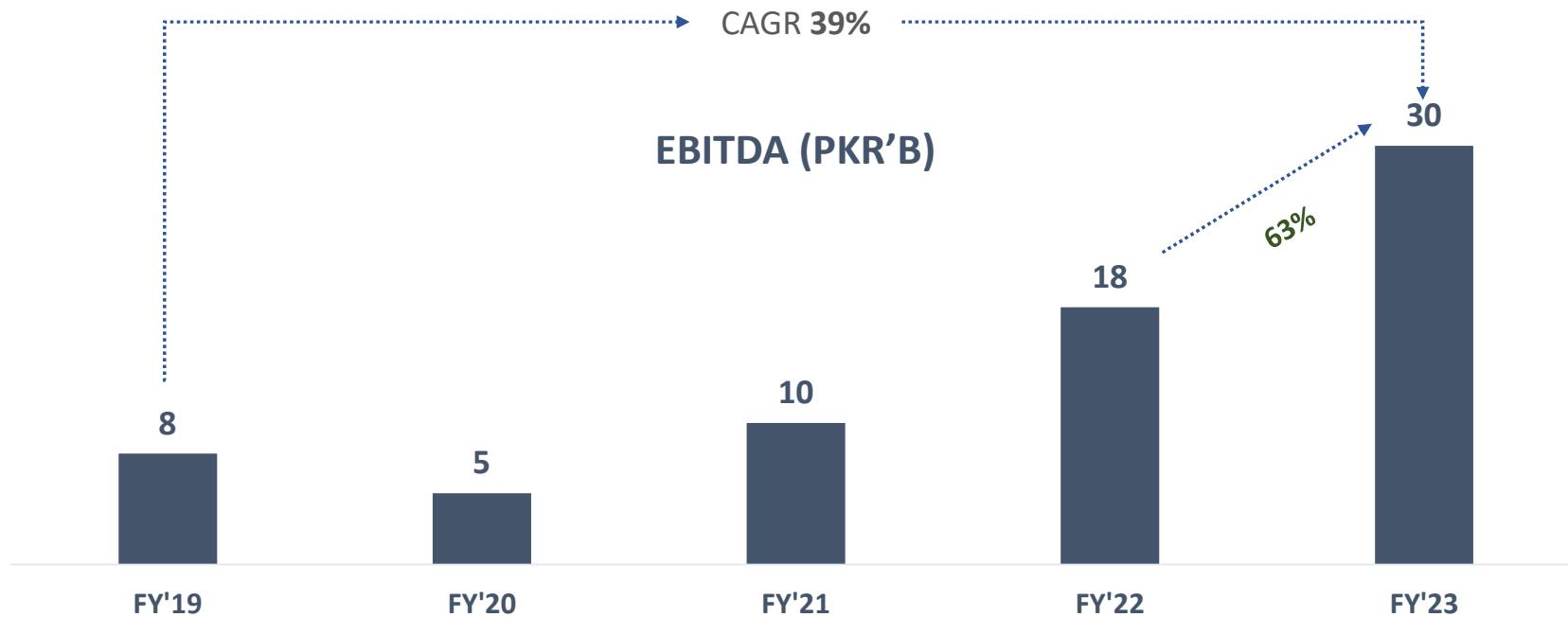
ILP's net profit has grown at a **5-year CAGR of 40%**. Cost conservation strategies coupled with healthy FX gains led 63% YoY surge in profitability during FY'23.





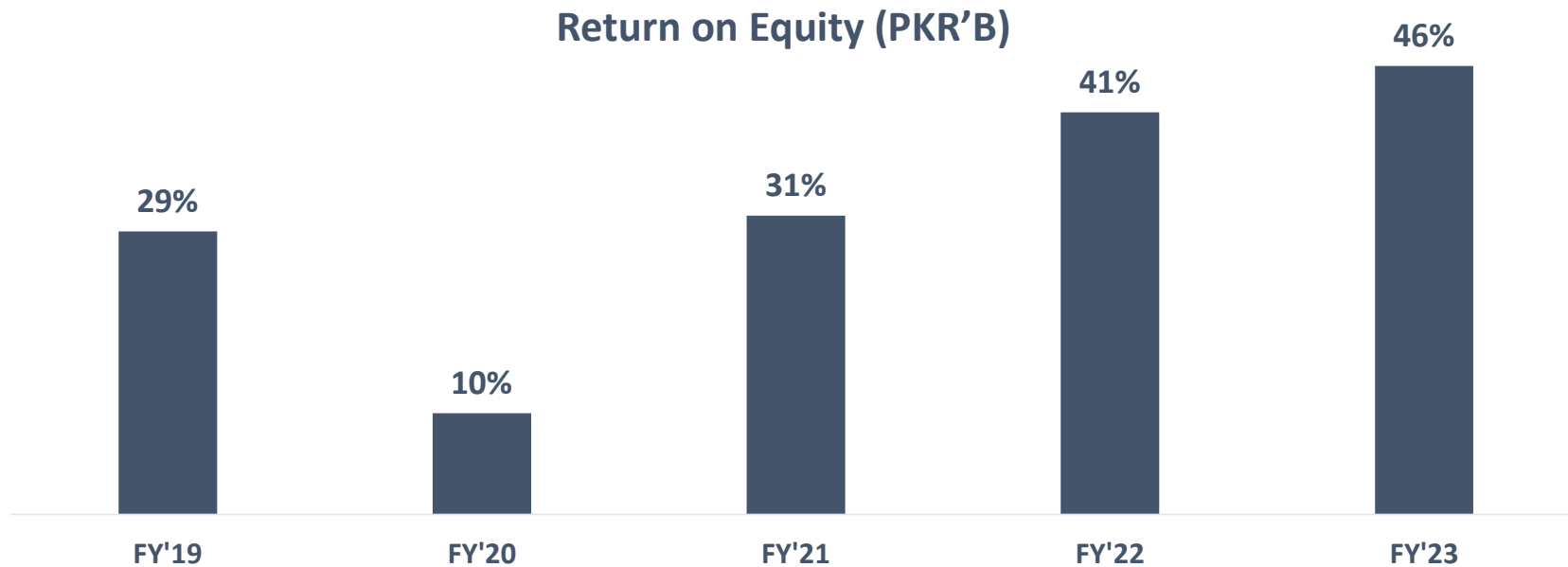
# Key Profitability Ratios

ILP's EBITDA has grown at a 5-year **CAGR of 39%**.



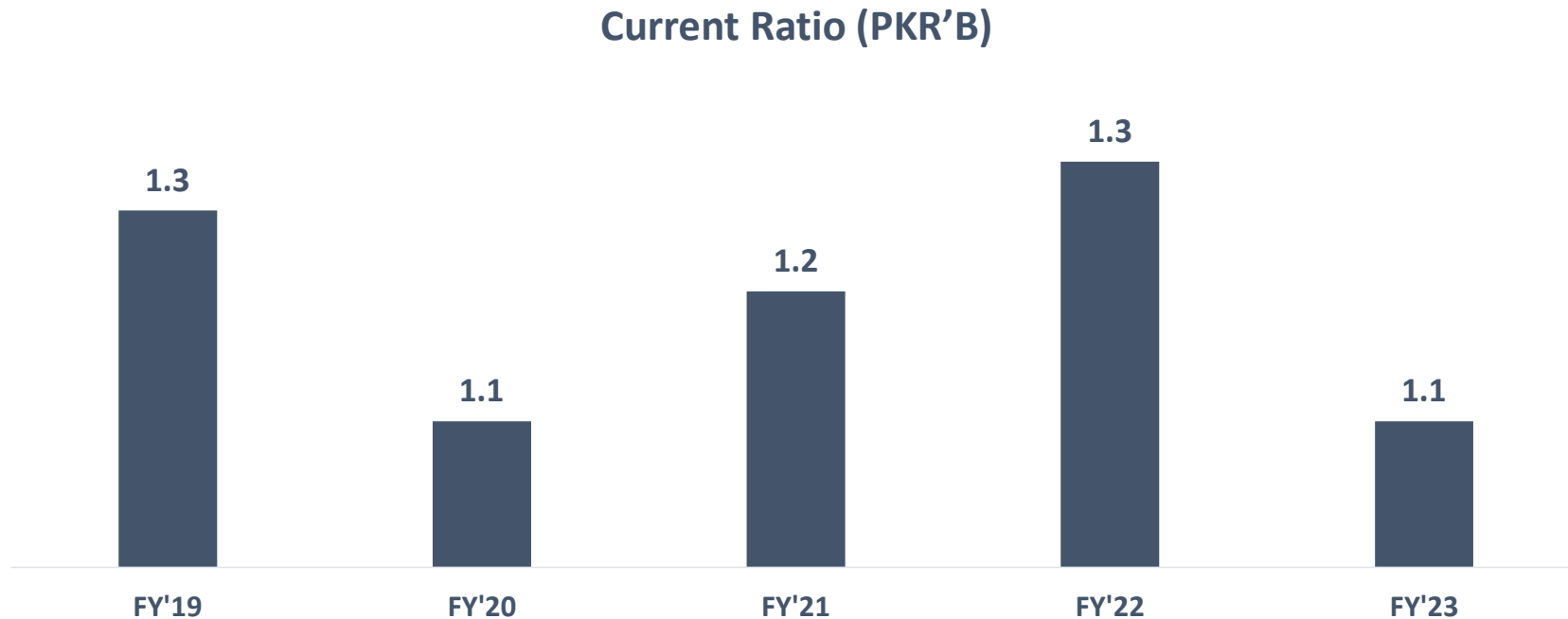
# Key Profitability Ratios

ILP has achieved the highest ever **ROE of 46%** during FY'23.



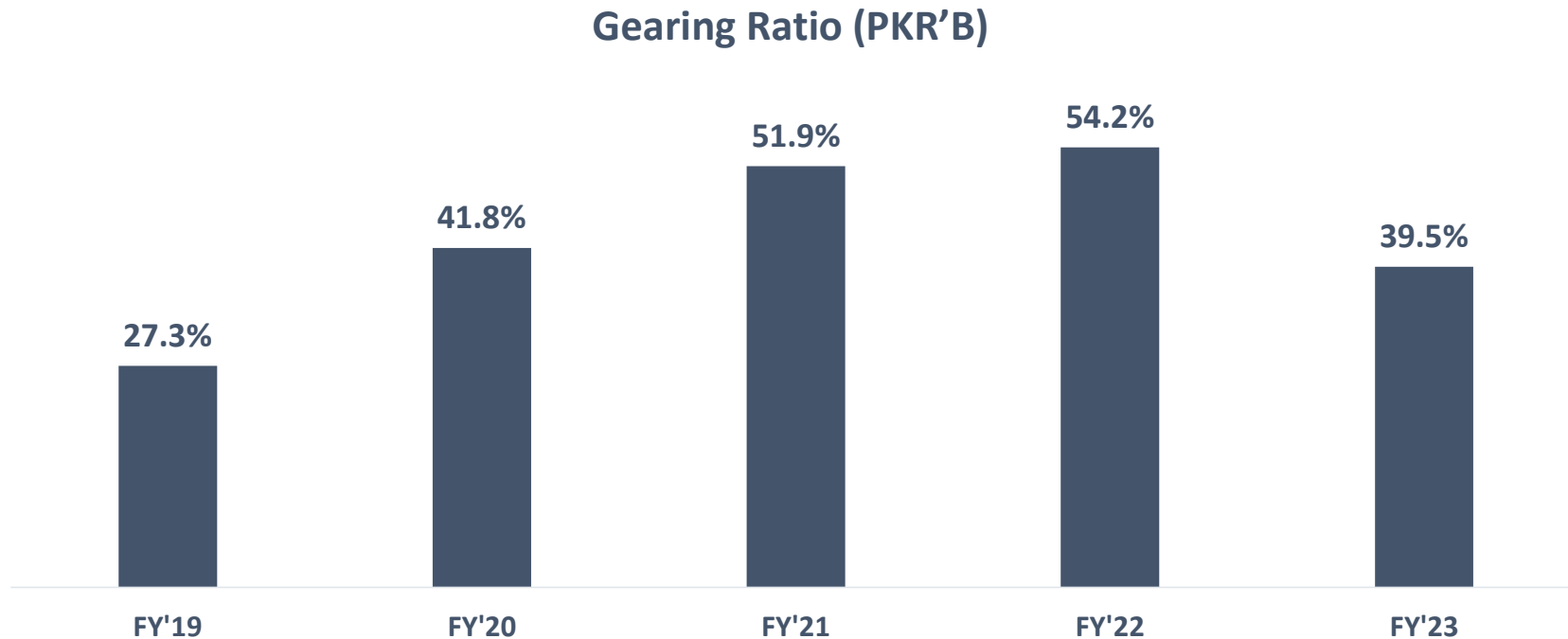
# Key Balance Sheet Ratios

ILP has maintained a healthy Current Ratio of above 1.0 over last 5 years.



# Key Balance Sheet Ratios

ILP has matured its long-term debt which has brought down the Gearing Ratio below 40% in FY'23.







# Apparel Project Status

## Project Overview

- Fully vertical knitwear apparel investment of PKR29B
- Infrastructure spread over 1.3 million sq ft of covered area
- Operations commencing from Q2 FY'24
- 200 acres large apparel park with multi-categories

## Sustainability

- Adding 10 MW of renewable energy
- Bio-mass based boilers
- LEED Platinum certification
- Water recycling plant
- Rainwater harvesting and bird sanctuary

## Centralized Services

- Large daycare and a central lab serving all businesses
- Interloop university – technical & competency-based training center

**INTERLOOP**

# Q&A

# Thank You