

# Corporate Briefing 2023



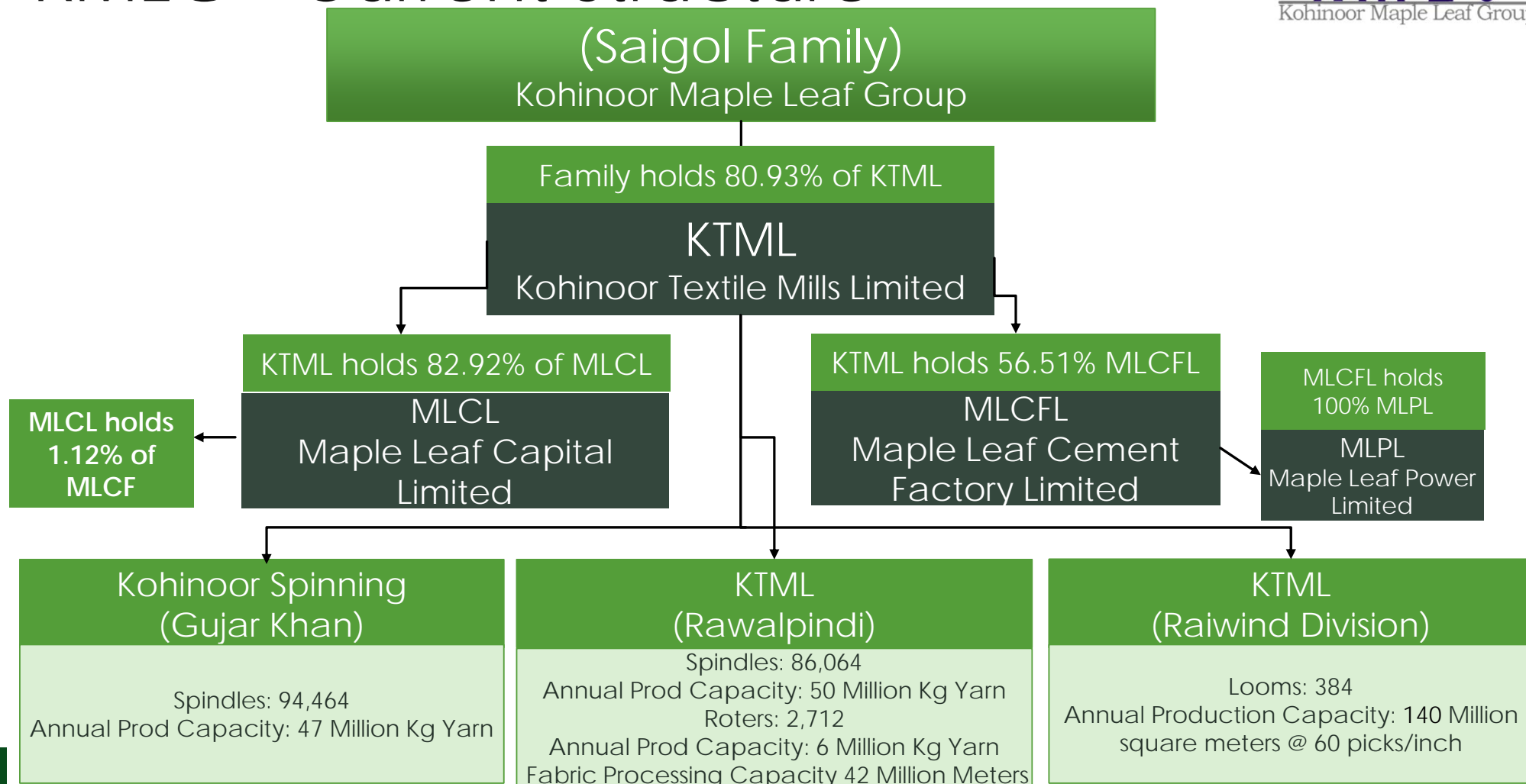
# Who We Are



- “SAIGOLS” - pioneers of industrial and commercial development in Pakistan, having 88 years of management experience.
- Ranked amongst the top five groups of Pakistan both in the textile and cement sectors.
- Annual net revenues in excess of US\$ 362 million.
- Market capitalization worth of US\$ 221 million.

	Net Revenue FY 2023	Market Capitalization Nov 14, 2023
	US\$ in Millions	
Kohinoor Textile Mills Ltd.	146	76
Maple Leaf Cement Factory Ltd.	216	145
<b>Total</b>	<b>362</b>	<b>221</b>

# KMLG - Current Structure



# MLCF Highlights



One of the largest single cement production sites of Pakistan with huge economies of scale.



Offering over 330 days/year run factor with emissions conforming to EU standards.



Own power generation. Cheapest source of power i.e. Waste Heat Recovery Plant, 40 MW Coal Fired Power Plant and Dual fuel (Gas & HFO) engines.



Energy efficient plants consuming only 720 Kilo Calories per kg of clinker. Only Company in Pakistan using Pet coke which is cheaper than coal. New Line III currently has 80% Pet coke usage.



Excellent Infrastructure and state of the art European technology from FLSmidth.



Abundant clean water supply: one of the few sites in Pakistan who has put up coal power plant.



Streamlined and operational logistical network to dispatch 19,500 tons per day.



White Cement, a premium product for which MLCF holds more than 90% of the market share in local market.

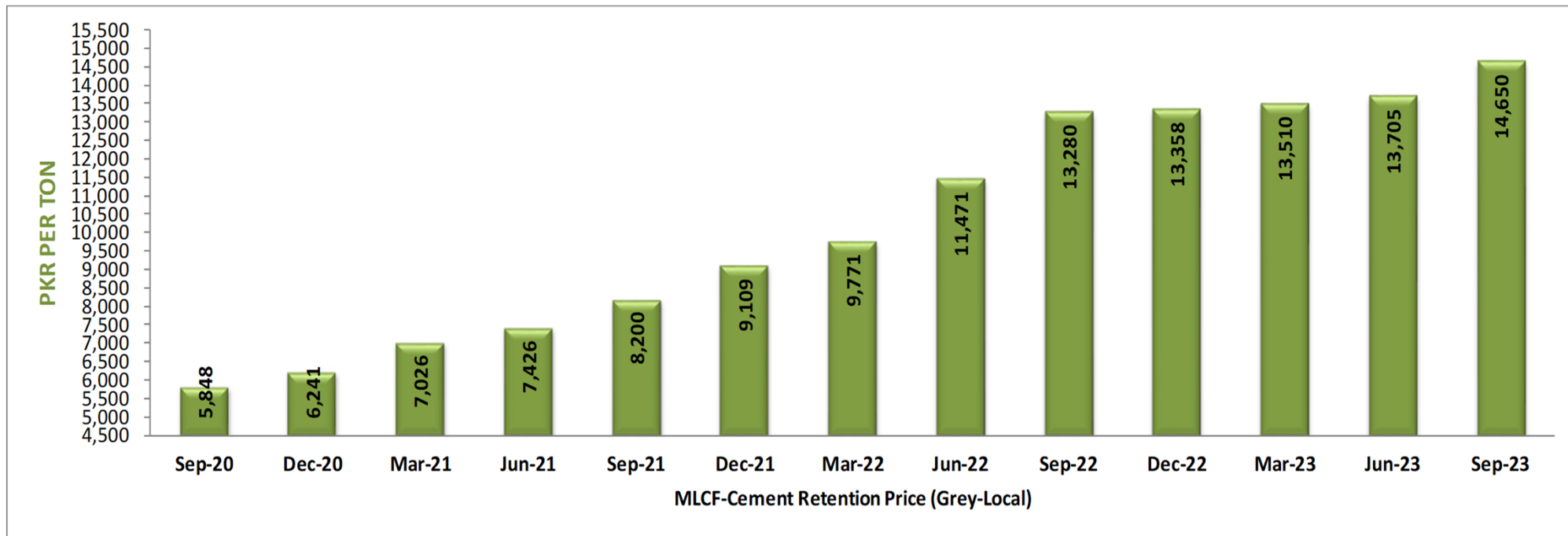


Only Company having effective branding of cement products and selling the premium Brands both locally and regionally.



Only site with direct railway links resulting in significant freight savings.

# MLCF-Quarterly Cement Retention (Grey-Local)

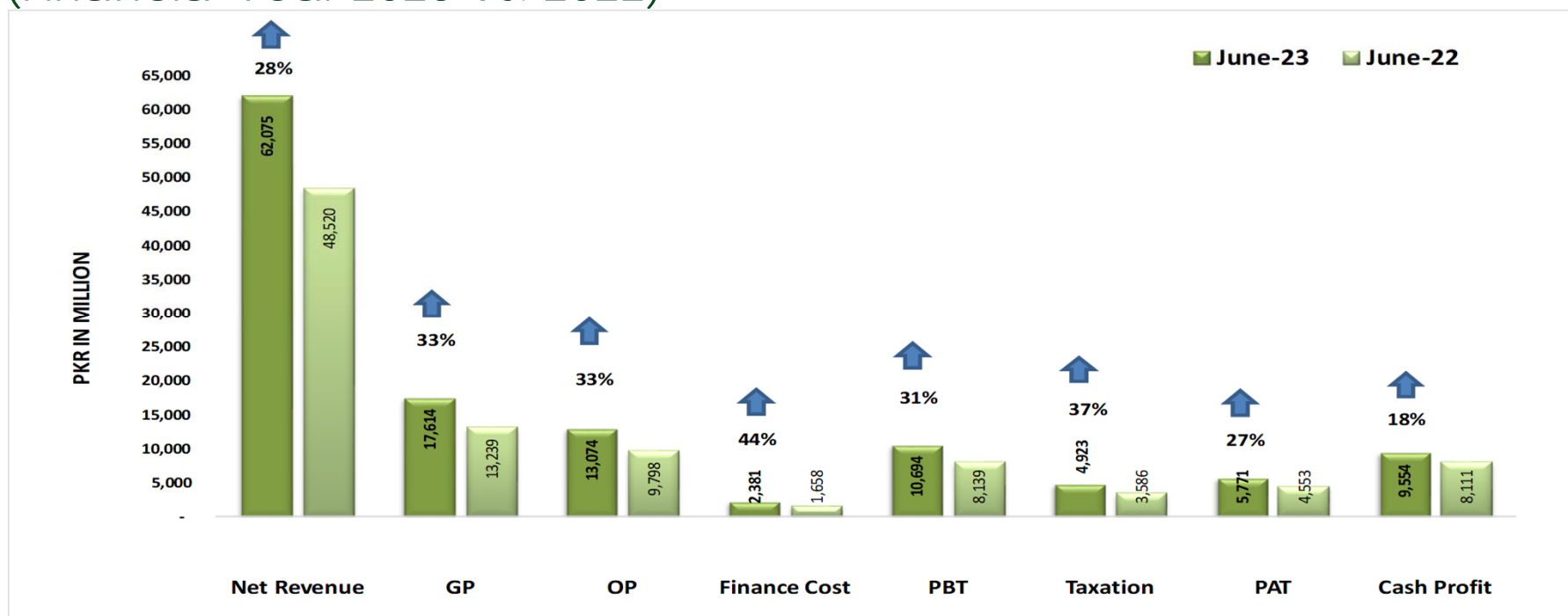


	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Rs. Per Ton									
Average Retention	7,052	7,015	6,946	6,443	6,688	5,095	6,613	9,655	13,464



# Profit & Loss Highlights - Consolidated

(Financial Year 2023 Vs. 2022)



## Major Reasons for Variance – 2023 Vs. 2022

Revenue:	Grey local sale retention increased by Rs. 3,800/ton, however, grey local sale quantity decreased by 10.94%.
Gross Profit:	Improved grey local sale retention by Rs. 3,800/ton.
Operating Profit:	Increased due to high gross profit.
Finance Cost :	Increased due to KIBOR rates and impact of capitalization of Line 4.
Taxation :	Increased due to implementation of Super tax @ 10% and related deferred tax .

# STATEMENT OF FINANCIAL POSITION

## (Consolidated)



ASSETS	30 June 2023	%	30 June 2022	%
<b>Non - current assets</b>	-----Rs. '000'-----		-----Rs. '000'-----	
Property, plant and equipment	66,746,105	74.51	61,480,197	74.55
Intangible assets	6,946	0.01	10,415	0.01
Long term loans to employees - secured	18,089	0.02	19,366	0.02
Long term deposits	58,401	0.07	57,600	0.07
	<b>66,829,542</b>	<b>74.60</b>	<b>61,567,578</b>	<b>74.66</b>
<b>Current assets</b>				
Stores, spare parts and loose tools	10,462,363	11.68	13,325,326	16.16
Stock-in-trade	3,814,163	4.26	2,642,065	3.20
Trade debts	2,600,988	2.90	2,066,212	2.51
Loans and advances	900,460	1.01	605,988	0.73
Short term investment	3,698,556	4.13	198,346	0.24
Short term deposits and prepayments	497,930	0.56	557,615	0.68
Accrued profit	9,118	0.01	7,206	0.01
Other receivables	21,905	0.02	52,261	0.06
Advance income tax - net of provision	-	-	626,995	0.76
Cash and bank balances	750,252	0.84	817,244	0.99
	<b>22,755,735</b>	<b>25.40</b>	<b>20,899,258</b>	<b>25.34</b>
<b>TOTAL ASSETS</b>	<b>89,585,276</b>	<b>100.00</b>	<b>82,466,836</b>	<b>100.00</b>

# STATEMENT OF FINANCIAL POSITION

## (Consolidated)



EQUITY AND LIABILITIES	30 June 2023	%	30 June 2022	%
<b>Equity</b>	-----Rs. '000'-----		-----Rs. '000'-----	
Issued, subscribed and paid-up share capital	10,733,462	11.98	10,983,462	13.32
Capital reserves	6,363,952	7.10	6,092,384	7.39
Accumulated profit	28,921,425	32.28	22,707,119	27.53
Surplus on revaluation of fixed assets - net of tax	1,900,302	2.12	2,503,583	3.04
	<b>47,919,141</b>	<b>53.49</b>	<b>42,286,548</b>	<b>51.28</b>
<b>Non-current liabilities</b>				
Long term loans from financial institutions - secured	15,233,337	17.00	16,747,868	20.31
Deferred grant	605,926	0.68	786,758	0.95
Long term liability against right of use asset	31,408	0.04	27,136	0.03
Deferred taxation	8,707,481	9.72	5,687,743	6.90
Retention money payable	1,752,988	1.96	-	-
Retirement benefits	278,492	0.31	235,329	0.29
Long term deposits	8,214	0.01	8,214	0.01
	<b>26,617,845</b>	<b>29.71</b>	<b>23,493,048</b>	<b>28.49</b>
<b>Current liabilities</b>				
Current portion of:				
- Long term loans from financial institutions - secured	2,599,401	2.90	2,619,800	3.18
- Deferred grant	179,766	0.20	184,576	0.22
- Liability against right of use assets	10,257	0.01	6,837	0.01
Trade and other payables	11,445,190	12.78	9,643,549	11.69
Provision for taxation	21,341	0.02	-	-
Unclaimed dividend	27,378	0.03	27,569	0.03
Mark-up accrued on borrowings	764,955	0.85	632,836	0.77
Short term borrowings	-	-	3,572,073	4.33
	<b>15,048,289</b>	<b>16.80</b>	<b>16,687,240</b>	<b>20.24</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>89,585,276</b>	<b>100.00</b>	<b>82,466,836</b>	<b>100.00</b>



# Thank You

Presenter:

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