

September 24, 2024

The General Manager  
Pakistan Stock Exchange Ltd.,  
Stock Exchange Building,  
KARACHI-74000.

**RE: ANNUAL CORPORATE BRIEFING SESSION 2024**

Dear Sir;

This is to inform you that a Corporate Briefing Session (CBS) of International Industries Limited ("the Company") will be held on Friday, September 27, 2024 at 3:30 p.m. at the Beach Luxury Hotel, Off: M.T. Khan Road, Karachi to brief the investors/analyst/shareholders about the financial performance and future outlook of the Company.

In compliance with the guidelines for holding a Corporate Briefing Session (CBS), a brief overview is attached and the following video link is provided to join the session.

Sep 27, 2024 3:30 PM Karachi

Topic: INIL – CORPORATE BRIEFING SESSION 2024

Please click the link below to join the webinar:

<https://us06web.zoom.us/j/88933322332?pwd=8bm4beMPaA0LtSSXj6Ok0bjbPSfoVB.1>

Passcode: 898784

We would appreciate your assistance in communicating this information to members of the Exchange. A flyer with the details of the session is also attached.

Thanking you,

Yours faithfully,  
For INTERNATIONAL INDUSTRIES LTD.,



M. IRFAN BHATTI  
Company Secretary &  
Head of Legal Affairs

# CORPORATE BRIEFING SESSION 2024

Friday, September 27, 2024, at 3:30 P.M.  
Beach Luxury Hotel, Karachi

You are cordially invited to attend the Corporate Briefing Session of International Industries Limited, where the Company's Senior Management will discuss its Strategic and Operational Developments as well as the Financial Performance for the fiscal year ended June 30, 2024.

**Schedule:**

Presentation: 3:30 P.M.  
Q&A Session: 4:15 P.M.

**Attending the session virtually:**

You can also join the session virtually via video call.  
<https://us06web.zoom.us/j/88933322332?pwd=8bm4beMPaA0LtSSXj6Ok0bjbPSfoVB.1>  
Passcode: 898784



Scan QR code to join via Zoom

Participants attending virtually can log in and join the Corporate Briefing Session via their smartphones or computers from any convenient location. Please log in 10 minutes before the session for a smooth experience. When entering the meeting ID, please use the following format for your name:  
"Full Name - Institution" (for analysts)  
"Full Name - Folio Number" (for members)  
This is required to attend the session.

**Participation Guidelines:**

Please keep your microphone on mute and your camera off. For questions or comments, either type your question in the chat box or use the "raise hand" feature in the participants list.

The moderator will invite you to speak after reviewing your request in the chat.

For further details, visit: [www.iil.com.pk](http://www.iil.com.pk)

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purpose



**Annual Report '24**



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Promising Reliability, For Now and Tomorrow



# Progress with purpose



Annual  
Report '24



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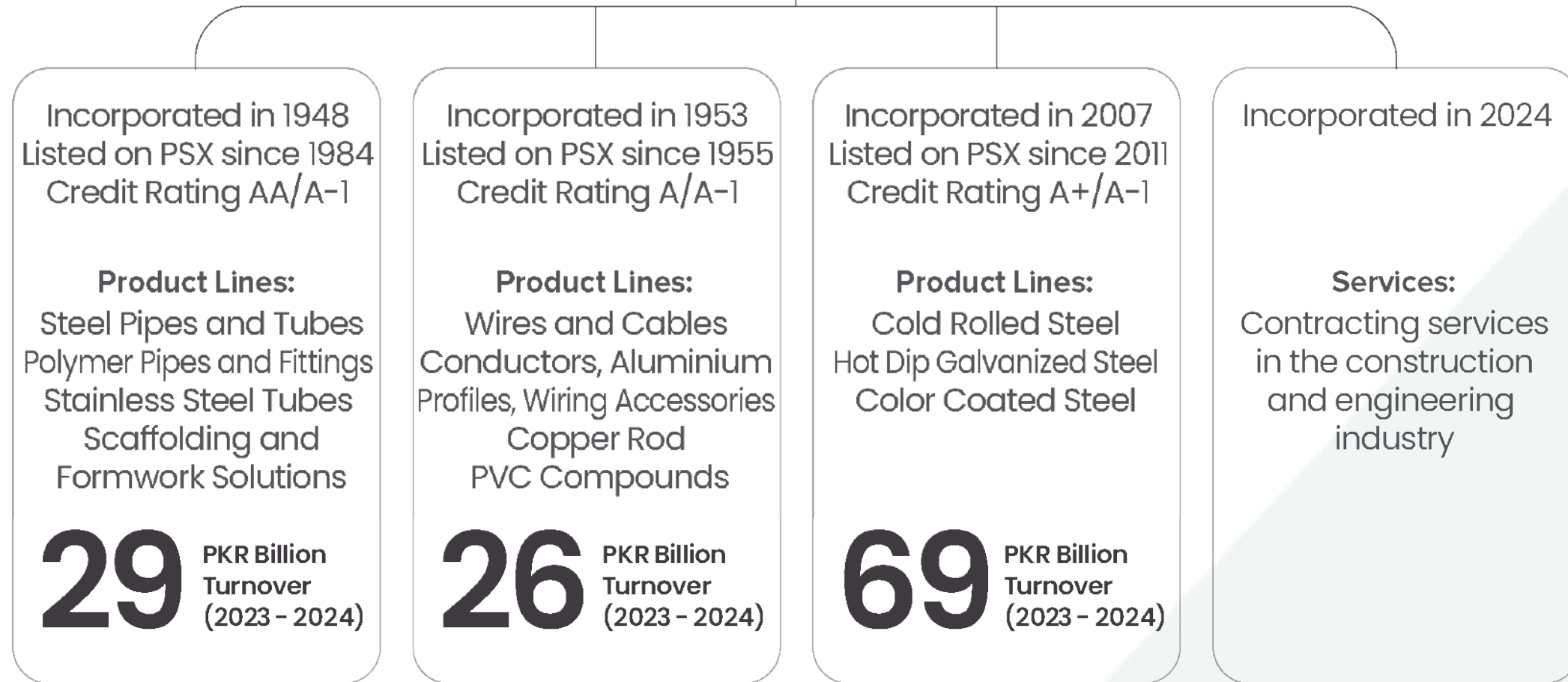
By attending this presentation, you agree to be bound by the foregoing limitations.



# About ASC Group



# About ASC Group



TRUSTED NOT TO COMPROMISE



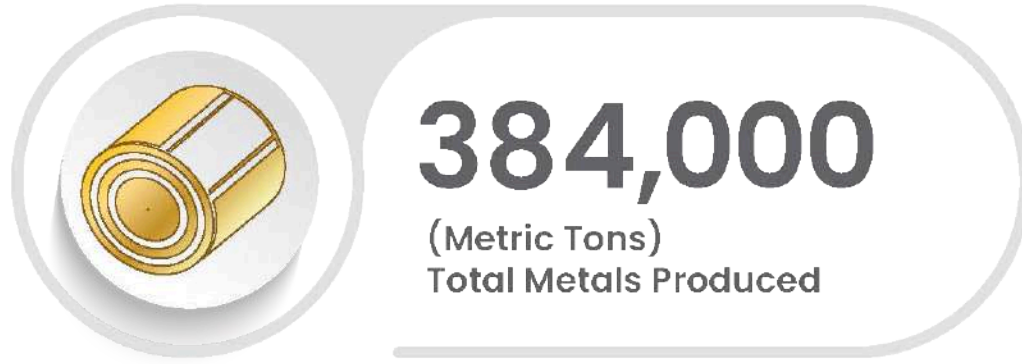
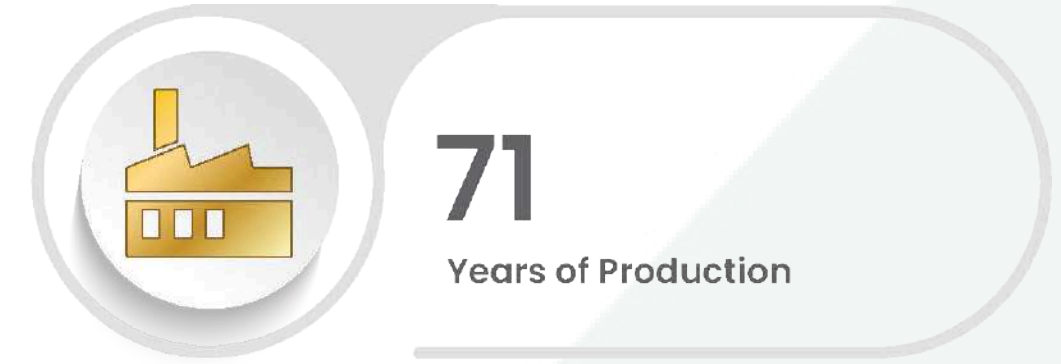
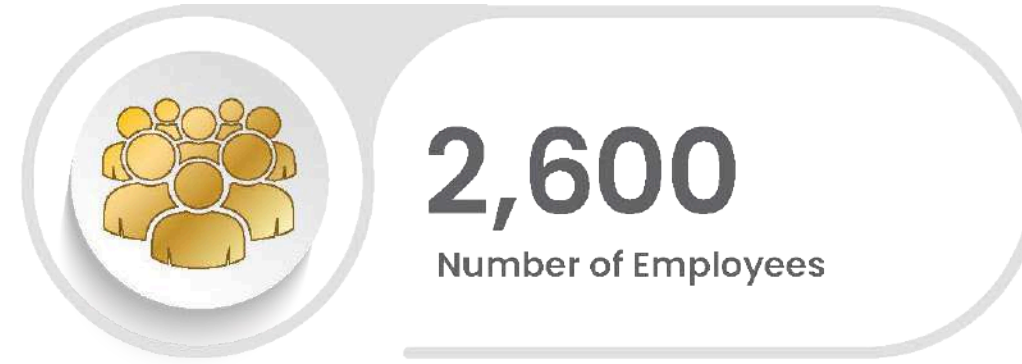
Shaping Tomorrow



Progress  
with purpose



# ASC Group Highlights



\*As on FY ending 30<sup>th</sup> June 2024



# About

## International Industries Limited (IIL)





## **Establishment in 1948**

Publicly listed on the **Pakistan Stock Exchange since 1984**

A premier manufacturer of **steel and polymer pipes, tubes, and fittings**

Pakistan's **Top 25 Companies** for 16 consecutive years by PSX

**Market leader** in the Pipe Industry in Pakistan

FPCCI **Export Performance Award** for 24 consecutive years

Amongst the **top 50 manufacturers** in the Global Market

**International standards**(ISO 9001, ISO 14001, ISO 45001, API 5L, PSQCA, UL, and CE)

### **Memberships & accreditation:**

International Tube Association (ITA), Galvanizers Associations of Australia (GAA), Australian Wire Industry Association (AWIA), Canadian Fence Association (CFA), Australian Trusted Trader (ATT) and Australia Border Force (ABF)

**Champion of UNSDG 7—Affordable and Clean Energy for All**



## Vision

To be a globally respected, innovative, and entrepreneurial company, enriching lives while remaining focused on providing competitive quality products and services.

## Mission

International Industries Limited is a customer-focused, quality-conscious company committed to economies of scale. IIL shall continually endeavor to enhance the effectiveness of its quality, environmental, and occupational health & safety management systems. It is committed to being an ethical company at all times and shall conform to all applicable legal requirements, and endeavour to fulfill and exceed the expectations of all stakeholders.

Teamwork, continuous improvement, waste reduction, protection of the environment, improvement in safety practices, a fair return to shareholders, and fulfillment of social responsibility shall be the hallmark of all activities.



# Values

At IIL, we take pride in uncompromising integrity through each individual's effort towards a quality product for our customers and fairness in our dealings with all stakeholders.



**ETHICAL:** IIL is honest and ethical in its dealings at all times through compliance with applicable laws and regulations.



**FAIRNESS:** IIL believes in fairness towards all stakeholders.



**RELIABILITY:** IIL has established itself as a reliable and dependable business partner and a preferred supplier of choice.



**EXCELLENCE:** IIL endeavours to exceed the expectations of all stakeholders.



**INNOVATION:** IIL encourages its employees to be creative and seek innovative solutions.



**RESPECT:** IIL values the self-esteem of all stakeholders, be they employees, suppliers, customers or shareholders.



**RESPONSIBILITY:** IIL considers health, safety and care for the environment an integral part of its activities and way of life.



# Proud Record of Achievements

**24 times**  
*Best Export Performance Award (FPCCI)*

**11 times**  
*Best Corporate Report Award (ICAP & ICMAP)*



**16 times**  
*Top 25 Companies Award by PSX*

**Casey**  
*Best Business Award - Melbourne, Australia*





**Employer of the Year Award (Gold Recognition in the National Category)**  
by the Employers Federation of Pakistan (EFP)



**Top 25 Companies Award**  
by the Pakistan Stock Exchange (PSX)



**Certificate of Excellence**  
by the Management Association of Pakistan (MAP)



**CSR Awards 2024 in the 'Green Energy' Category**  
by the National Forum for Environment & Health (NFEH)



**Best Export Performance Award for Export of Engineering Products - Mechanical**  
by the Federation of Pakistan Chamber of Commerce and Industry (FPCCI)



**Certificate of Merit for the Best Corporate Report**  
by the Institute of Chartered Accountants of Pakistan (ICAP) and the Institute of Cost and Management Accountants of Pakistan (ICMAP)



**OHSE Best Practices Award**  
by the Employers Federation of Pakistan (EFP)



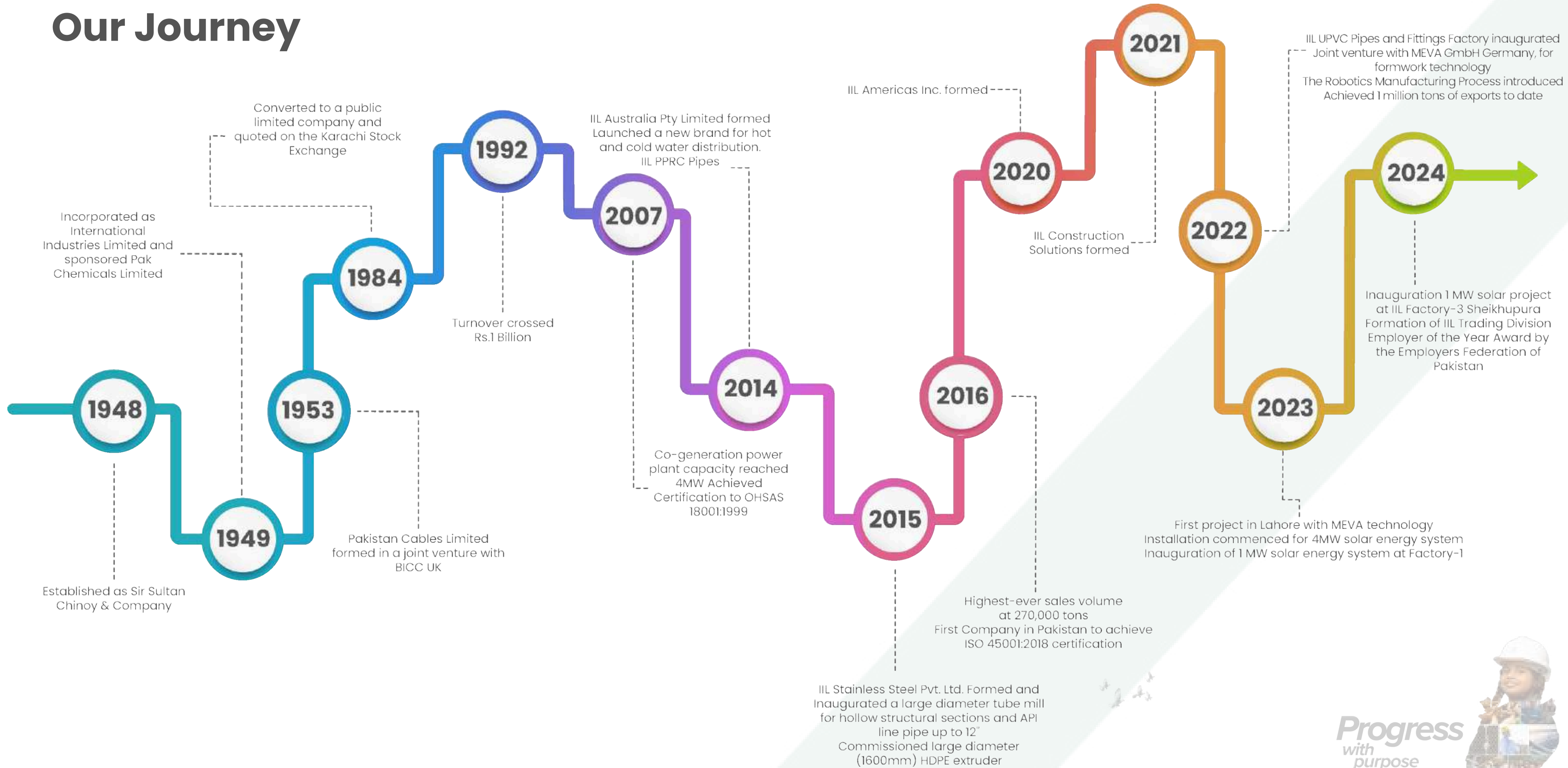
**Supplier Excellence Awards 2023 (Silver Award in the Innovation Champion Category)**  
by the K-Electric



**Risk-Based Fire Safety Excellence Award 2023**  
by the Fire Protection Association of Pakistan (FPAP)



# Our Journey



# Domestic Presence



-  Offices
-  Factories

**Progress**  
with purpose



# Global Presence

Exported to over **60 countries** across six continents.

Over **1 Million tons** exported to-date

Global subsidiaries:

## IIL Australia Pty Limited

Based in Melbourne, generating annual revenues of AUD 13 million (USD 8.8 million)

## IIL Americas Inc.

Based in Toronto, generating annual revenues of CAD 11 million (USD 8.1 million)



**AUSTRALIA**





# Major Events



**Tube 2024**  
Messe Düsseldorf, Germany



**Commissioning of 1.5 MW Solar Installation**  
at Karachi Factory



**Commissioning of 1 MW Solar Installation**  
at Sheikhupura Factory



**TDAP's 'Made in Pakistan' Exhibition**  
Tashkent, Uzbekistan



**Saudi Build 2023**  
Riyadh International Convention & Exhibition Center, Riyadh, Saudi Arabia



**Annual General Meeting & Corporate Briefing Sessions**



**TDAP's 3rd Engineering and Healthcare Show**  
Expo Center Lahore



**Pakistan Auto Show 2023**  
Karachi Expo Center



**17th Build Asia Exhibition 2023**  
Karachi Expo Center



# Products & Services



**STEEL**  
PIPES & TUBES



**STAINLESS**  
STEEL TUBES



**POLYMERS**  
PIPES & FITTINGS



**ENGINEERING**  
SOLUTIONS



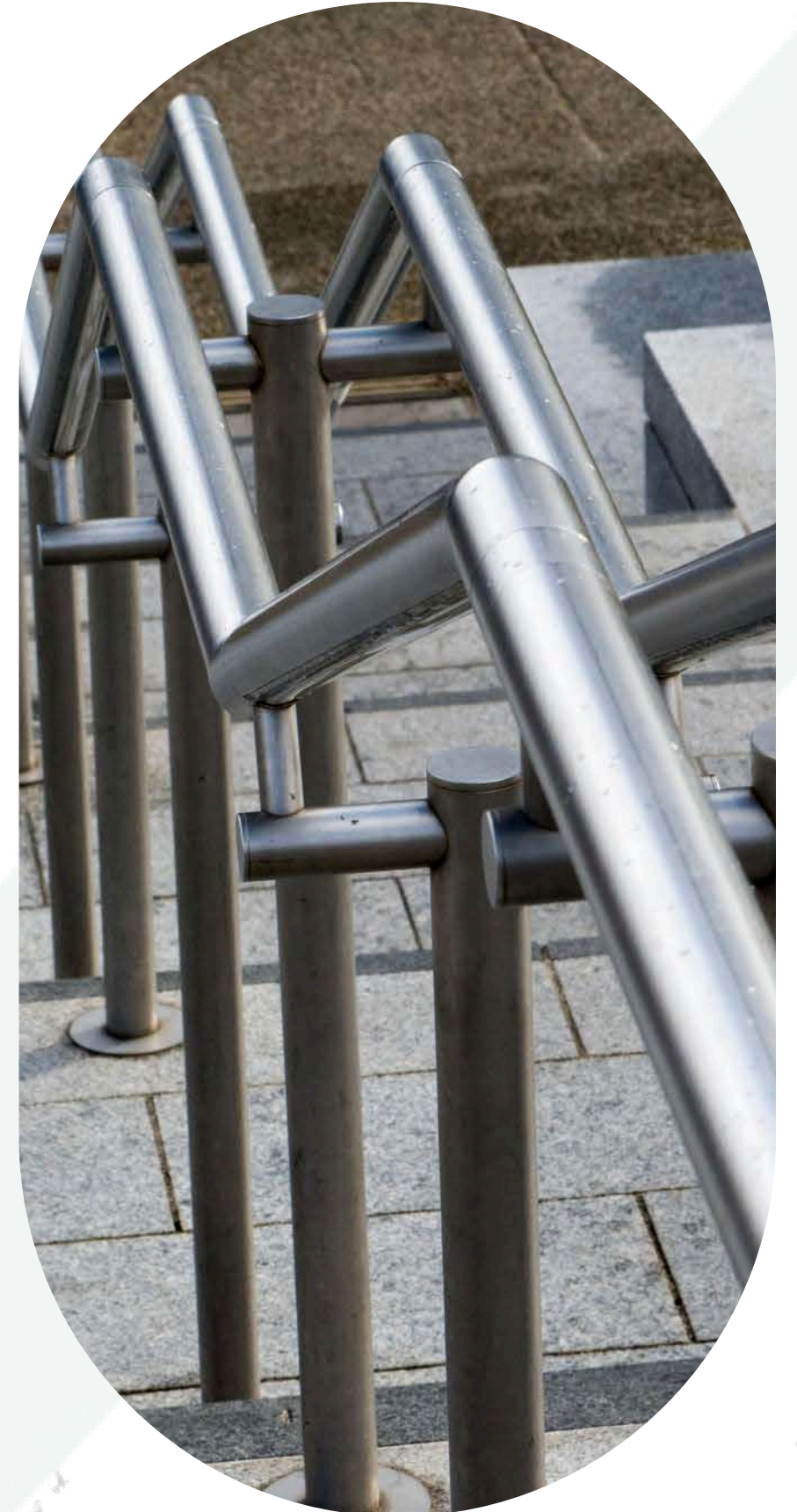
**GLOBAL**  
TRADING



# Applications

## *Light & Heavy Fabrication*

- Grills/gates
- Handrails
- Windows frames
- Doors frames
- Signage
- Solar panels frames
- Roof structures
- Handles
- Miscellaneous products



# Applications

## *Furniture*

- School, office & household furniture
- Hospital/hospitality furniture
- Prams/strollers
- Ornamental
- Storage shelving
- Light bedsteads/beds
- Brooms/mops
- Curtain railings



# Applications

## *Water & Gas*

- Residential water
- Residential gas
- Irrigation



# Applications

## *Automotive*

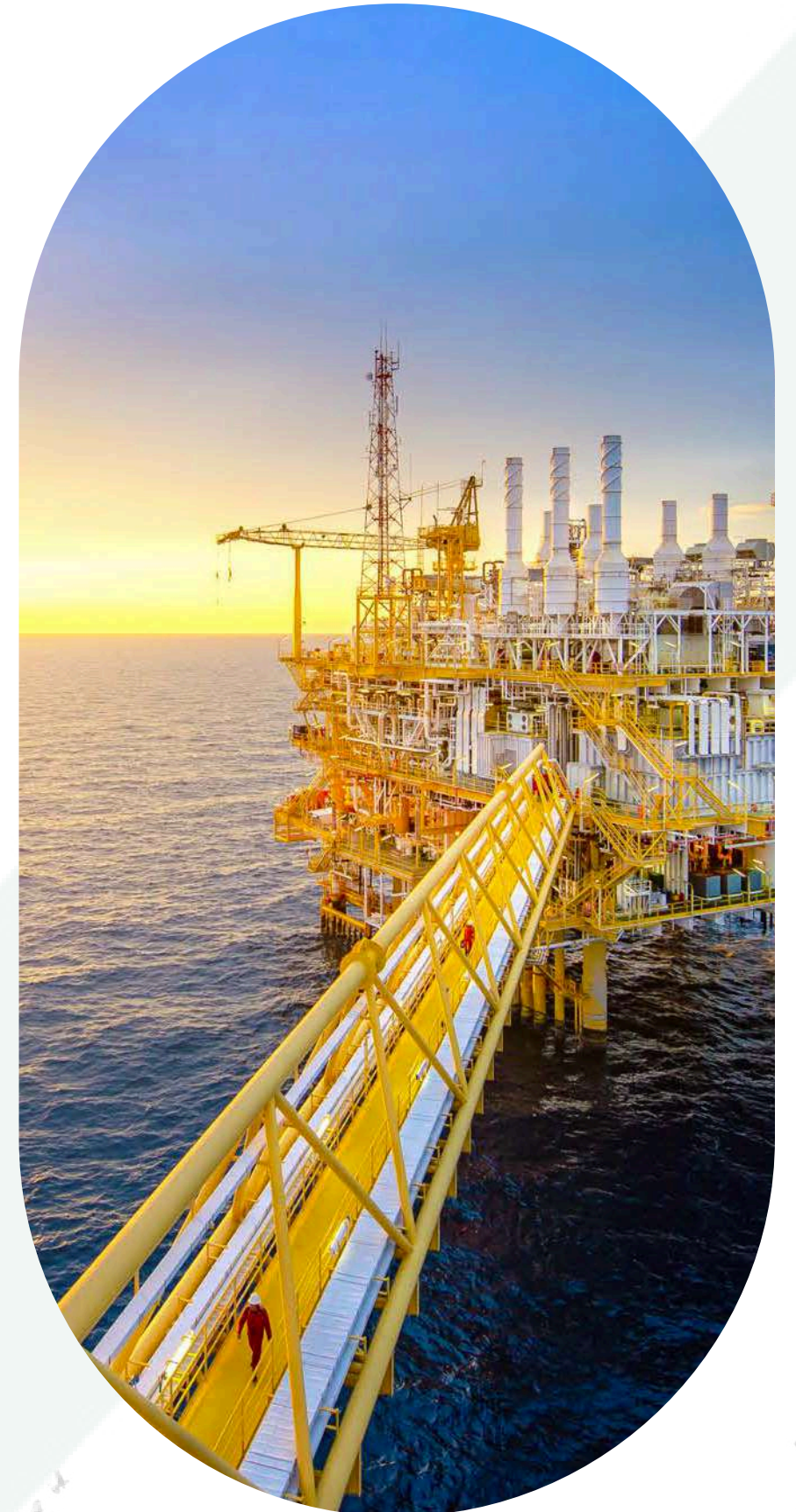
- Two wheelers
- Three wheelers
- Cars/SUVs
- LTVs
- HTVs
- Auto parts
- Tractors
- Auto-implements



# Applications

## *Oil & gas*

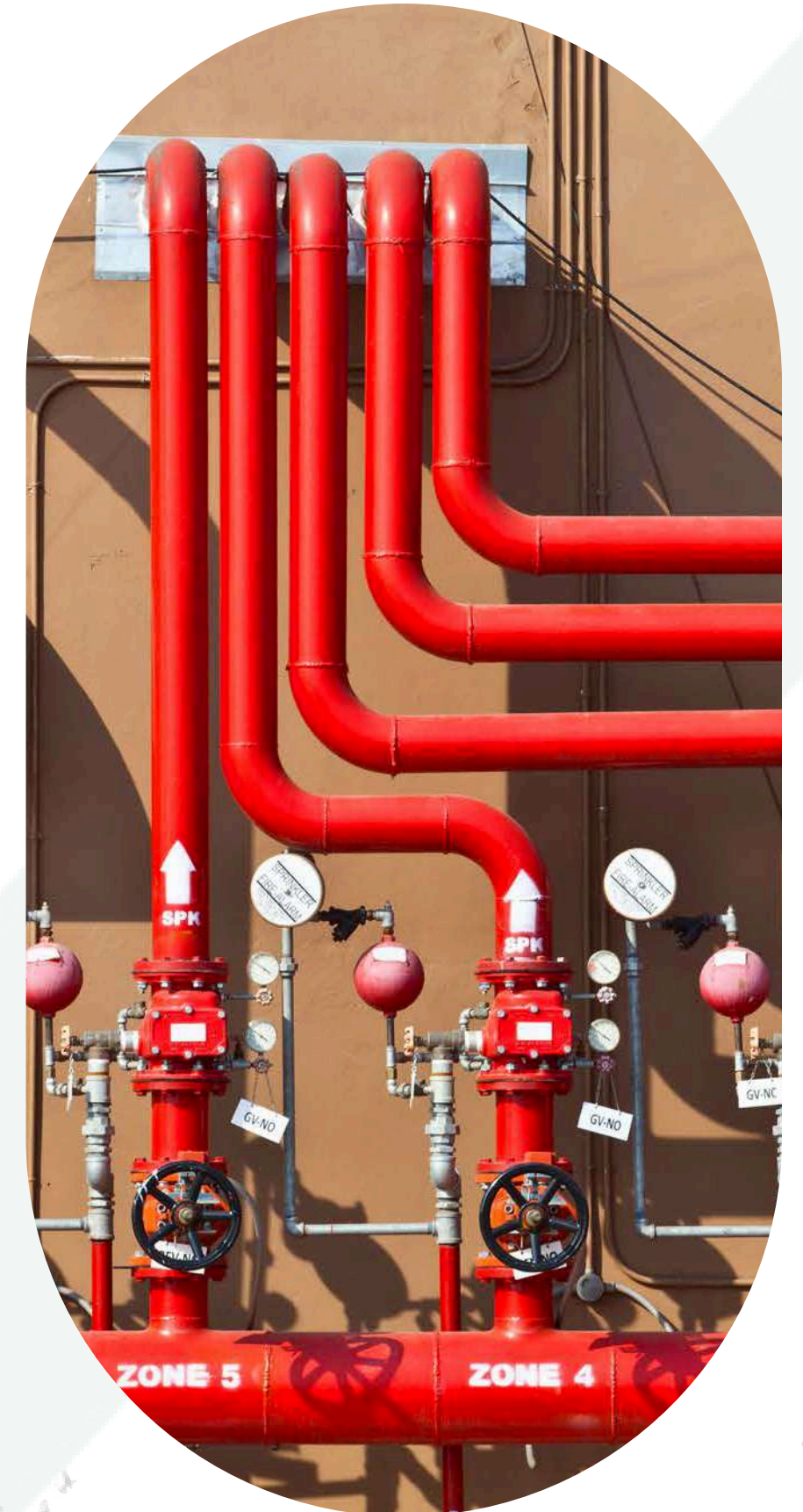
- Natural gas/LNG
- Liquid petroleum gas
- Oil segment



# Applications

## *Other Fluid Transmission*

- Bulk water supply
- Drainage
- Chilled water (Industrial)
- Effluent treatment plants
- Waste recovery
- Fire sprinkler systems
- Power generation
- Transformers





# Applications

## *Appliances, conduit & fencing*

### APPLIANCES

Fans, pumps, water geysers, washing machines

### CONDUIT

Electrical, fiber optic

### FENCING

Commercial, residential, security



# Applications

## *Construction*

- Residential/commercial
- Poles
- Scaffolding pipe
- HVACR
- Firefighting
- Mass transit
- Affordable housing
- Bridges & pedestrian bridges
- Warehouse/sheds



# ENGINEERING SOLUTIONS

New business division launched to act as an engineering solutions hub offering various engineering services:



## **IIL - Agri**

Offer innovative and modern solutions to ride the wave of increasing Corporate Farming businesses in the country.



## **IIL - Energy**

Advanced heating, ventilation, and air conditioning systems for sustainable buildings. Integration of renewable energy solutions to Construction and Agri Businesses.



## **IIL - Material Handling**

Solutions for optimizing material handling, storage and transportation. Capitalizing on knowledge capital for Warehousing and Logistics.



## **IIL - Construction**

Expansion of modular scaffolding & shoring systems and formwork. Diversification to Light Poles Manufacturing and Global Exports



# GLOBAL TRADING

New business division launched to act as a business development hub to introduce and represent reputable overseas industrial brands in Pakistan.

- 1) Fischer (Germany) – Over 14,000 products including electrical fixings, nylon and steel fixings, chemical fixings, bits and accessories, construction chemicals, machine accessories, fire protection, and screws.
- 2) Brenntag (Germany) – Oil & Gas specialty chemicals.
- 3) Milwaukee (USA) – Power Tools, Accessories, Hand Tools, Storage, and related Spare Parts.
- 4) Mapei (Italy) – Chemical products for the building industry.



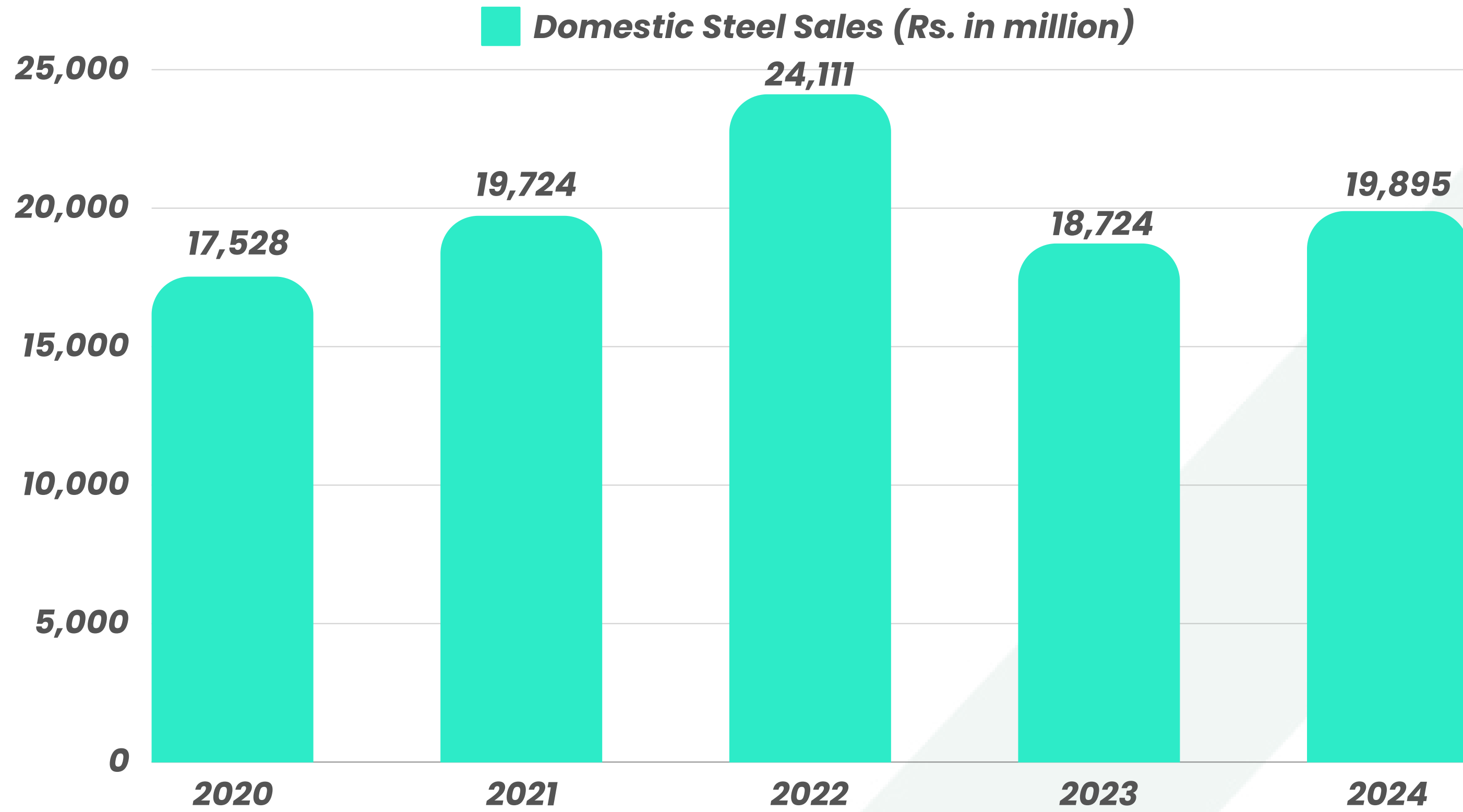
# Financials

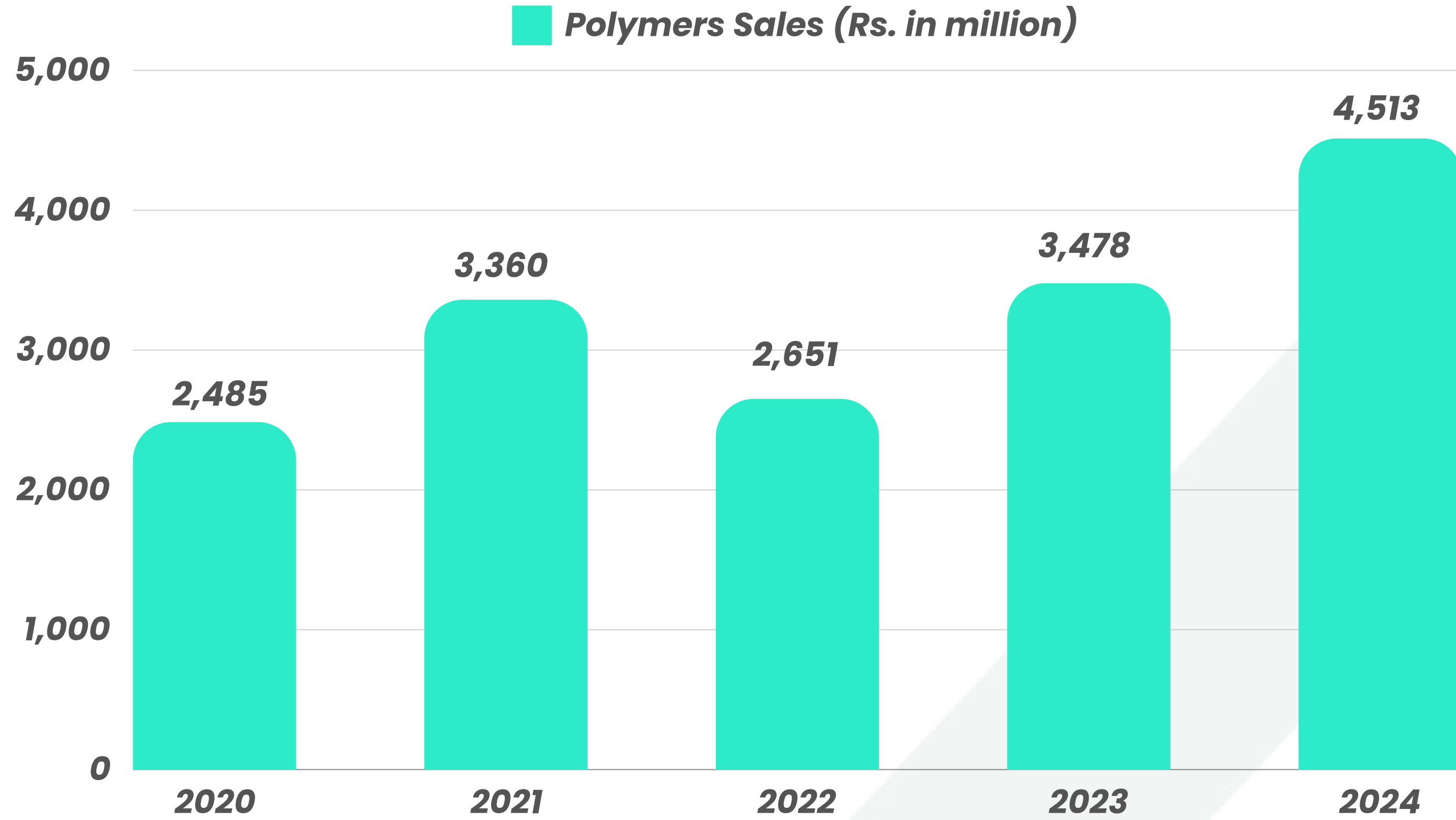


# Steel Prices

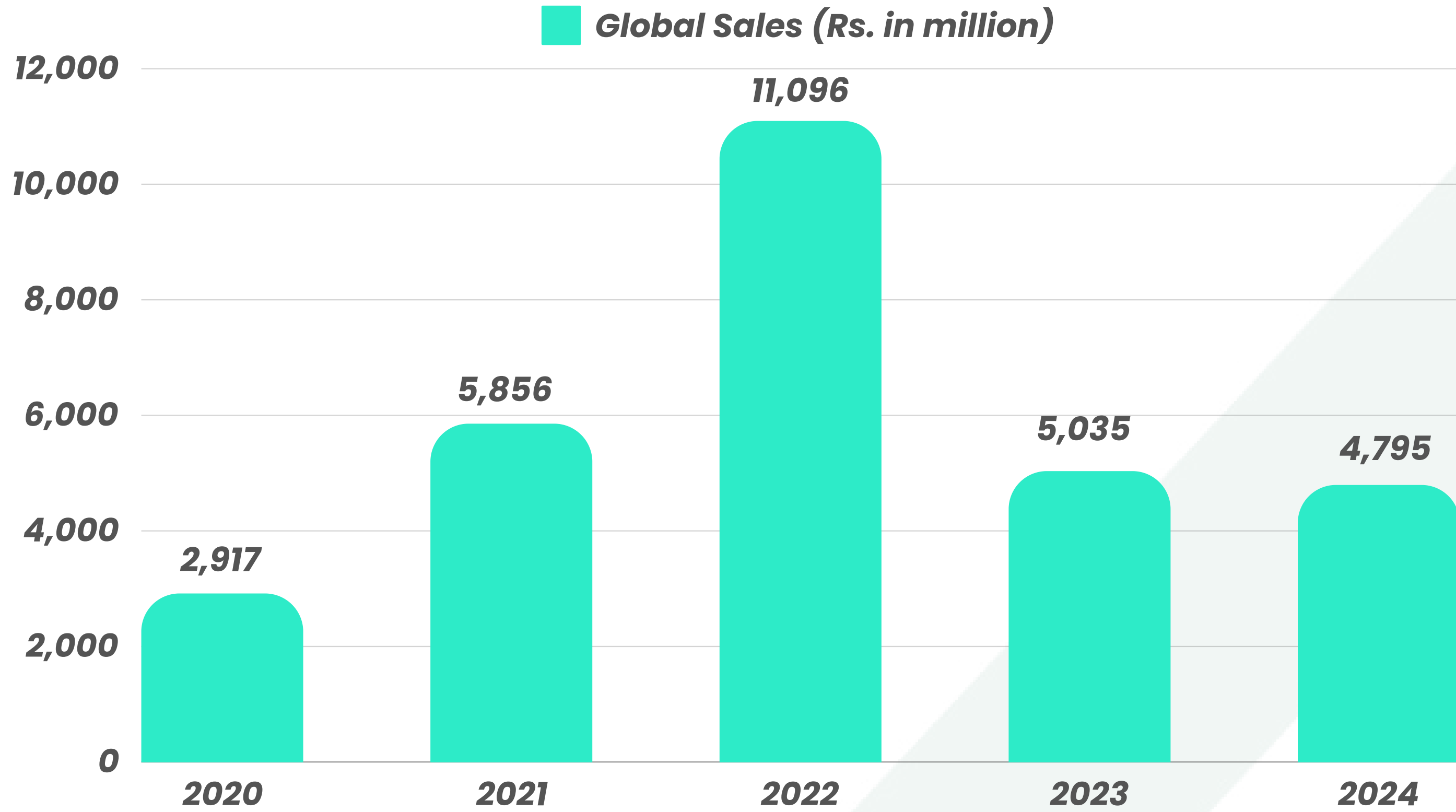
Hot Rolled Coil China (CFR, \$/MT)

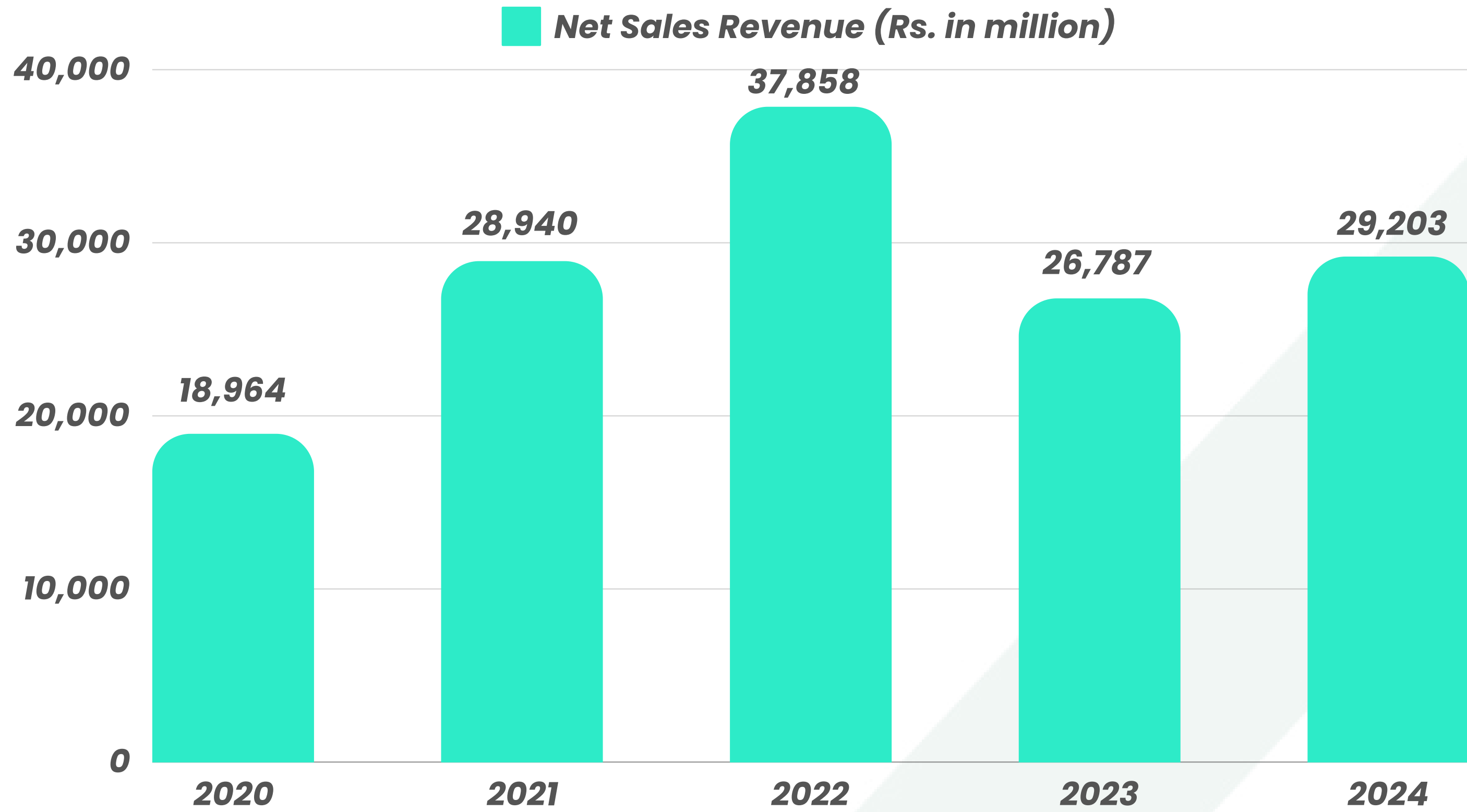








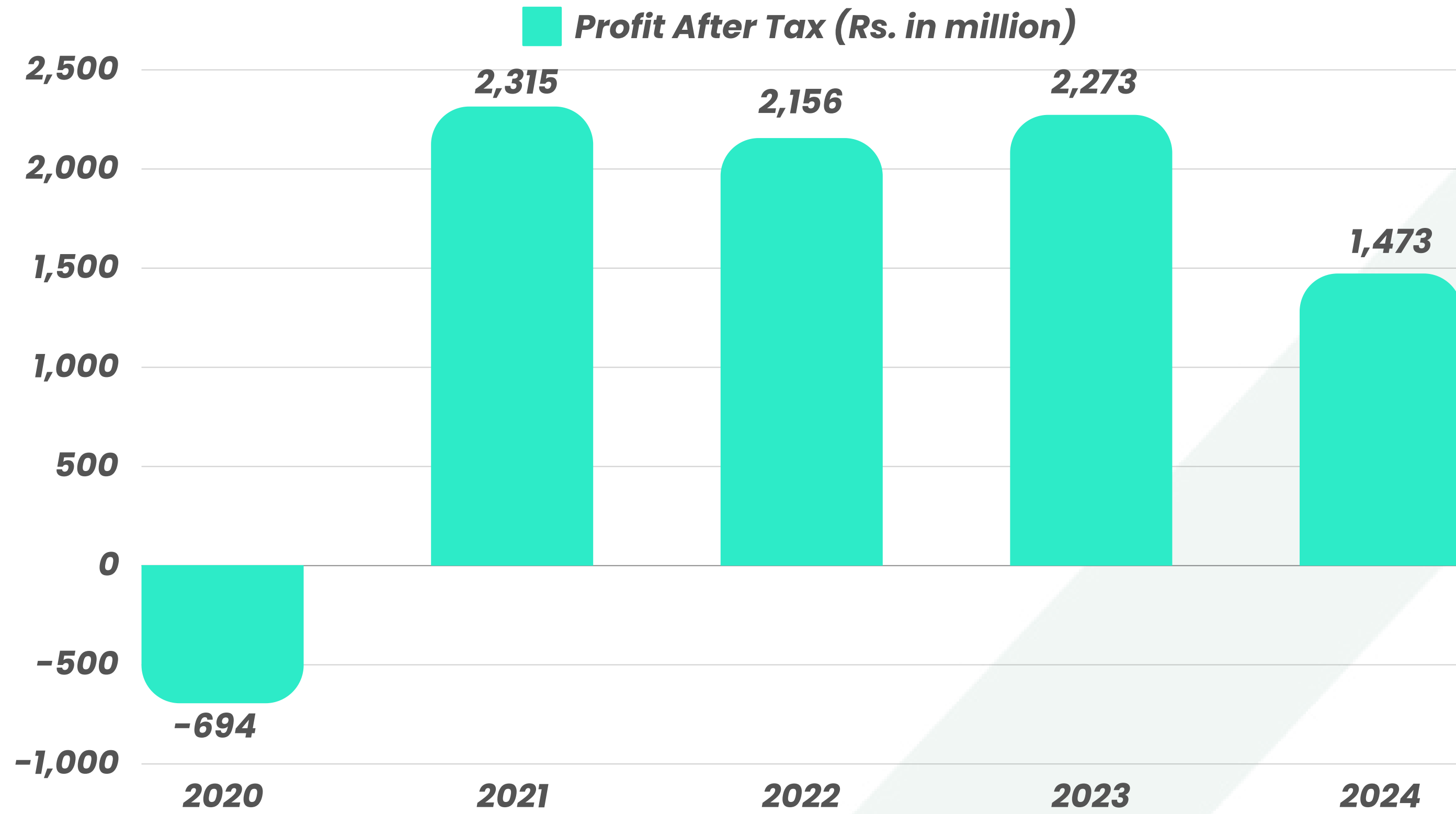




# Key Cost Components

Description	2022	2023	2024
<b>Energy Cost (Rs. per ton)</b>	2,626	4,679	7,065
<b>Domestic Freight (Rs. per ton)</b>	3,588	5,303	6,936
<b>Export Freight (Rs. per ton)</b>	38,735	37,073	23,305
<b>Financial Charges (Rs. per ton)</b>	6,897	18,161	15,808

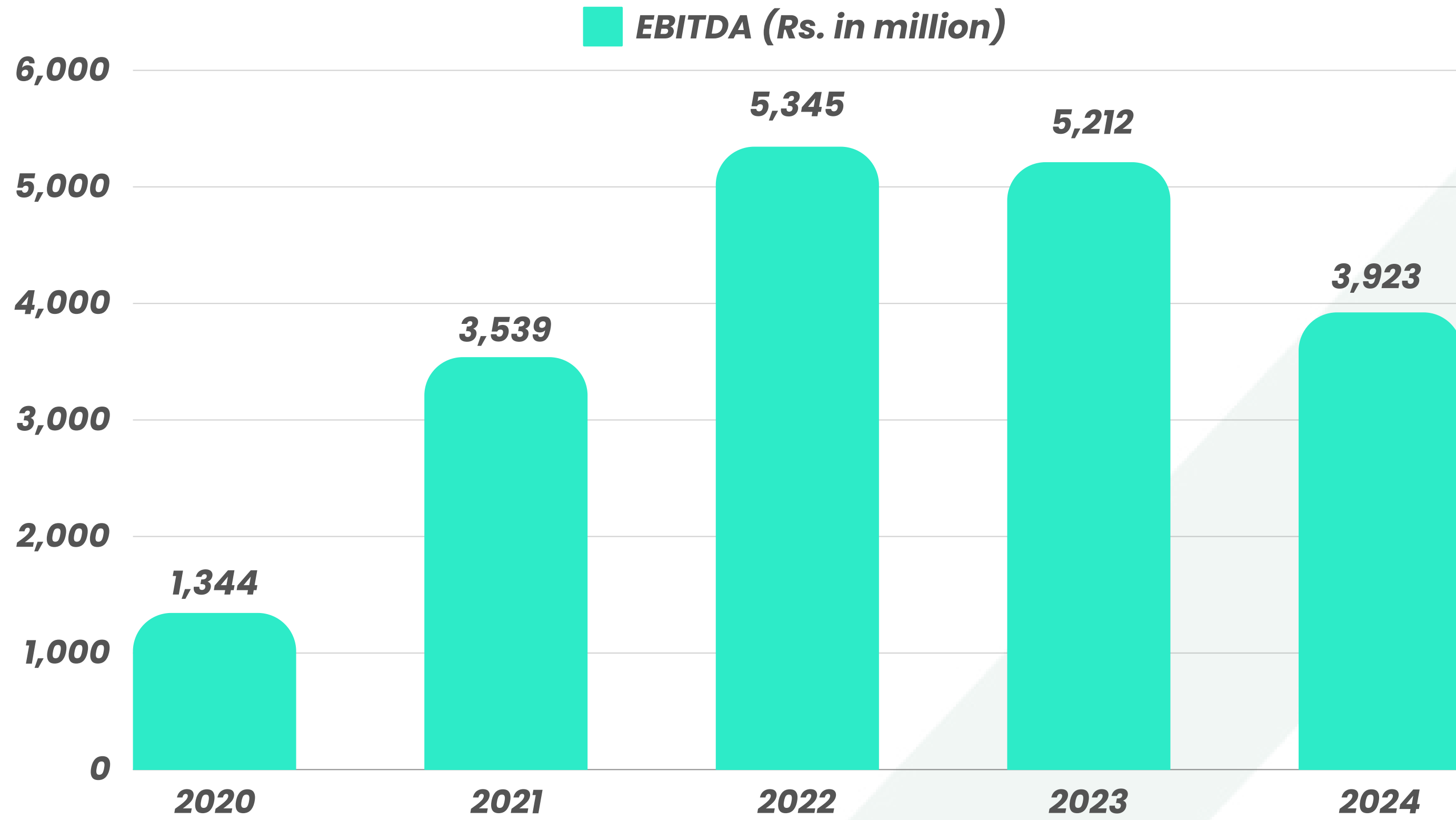


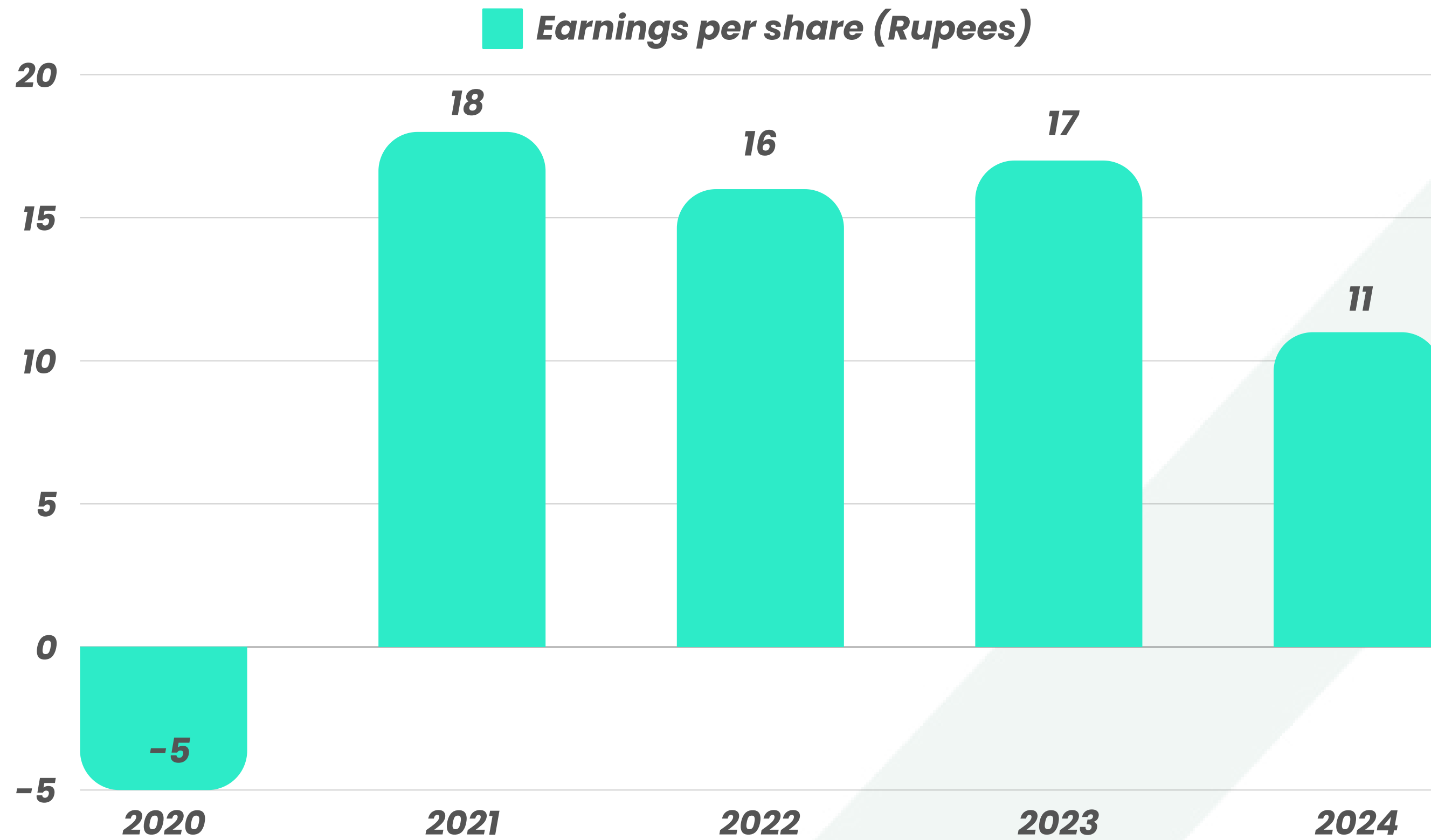


# Key Performance Indicators

Description	2020	2021	2022	2023	2024
<b>Cash generated from / (used in) operations (Rs. m)</b>	268	(2,084)	(2,347)	3,359	3,154
<b>Total Debt : Equity ratio</b>	61 : 39	60 : 40	60 : 40	55 : 45	42 : 58
<b>Working Capital to Sales ratio</b>	53%	48%	45%	54%	40%
<b>Bank Borrowings (Rs. m)</b>	11,364	13,143	15,063	11,958	8,978
<b>Stock in trade (Rs. m)</b>	8,406	11,924	13,578	14,106	9,897
<b>Trade Debtors (Rs. m)</b>	3,559	5,138	8,800	4,998	5,271

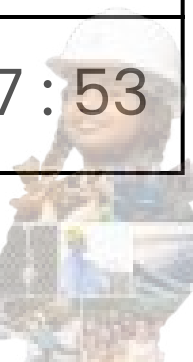










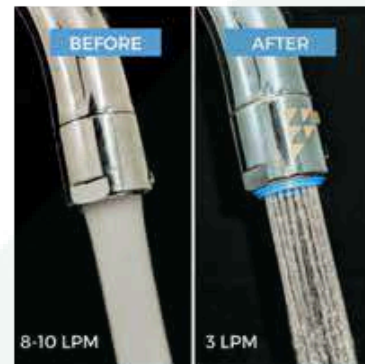
# Group Performance

DESCRIPTION	IIL	ISL	IIL AUSTRALIA	IIL AMERICAS	CONSOLIDATED
<b>Net sales value (Rs. m)</b>	29,203	69,300	2,511	2,328	99,156
<b>Gross Profit (%)</b>	13%	12%	9%	(6%)	13%
<b>Profit before tax (Rs. m)</b>	1,758	4,474	30	(235)	5,053
<b>Profit / (Loss) after tax (Rs. m)</b>	1,473	3,655	22	(235)	3,827
<b>Earnings per share (Rs. Per share)</b>	11.17	8.40	217.71	(1,566.90)	16.44
<b>Cash generated from / (used in) operations (Rs. m)</b>	3,153	4,979	659	355	8,997
<b>Total Debt : Equity ratio</b>	42 : 58	48 : 52	91 : 9	120 : -20	47 : 53





# Sustainability Initiatives

 <p><b>Project IILectric</b></p>	 <p><b>Project Plastic Free</b></p>	 <p><b>Project Water Conservation</b></p>	 <p><b>Project Recycling for charity</b></p>
<p>Solarization of TCF schools IIL &amp; ASC Campuses</p> 	<p>Refillable Glass Water Bottle at all IIL Locations</p>	<p>Installation of water optimizers at all IIL Locations (90% water reduction)</p>	<p>Monthly Drives of Recycling for Charity (10 tons to date)</p>
<p>completed</p>	<p><b>Head office completed</b> (other IIL locations to follow)</p>	<p>Head office completed (Beaumont mosque &amp; other IIL locations to follow)</p>	<p>Completed recycling drive for the month of <b>July 2024</b></p>
			



# Employee Engagement



NextGen Session



Coffee Talk with HR



Independence Day Celebrations



Breast Cancer Awareness



WISE (Women in Science and Engineering) - Trainee Engineers



Employee Appreciation Day



Participation in Career Fairs (IBA, IoBM, SZABIST, NED, IU, and UET)



Town Hall Meetings



Student Visit from UET at Sheikhpura Factory





Promising Reliability, For Now and Tomorrow



# Q&A

**Progress**  
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