

CORPORATE BRIEFING SESSION

September 30, 2024



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Corporate Briefing - Contents

1. Company Brief
2. Operational Development
3. Financial results of year ended June 30, 2023
4. Question and Answer Session



Company Brief



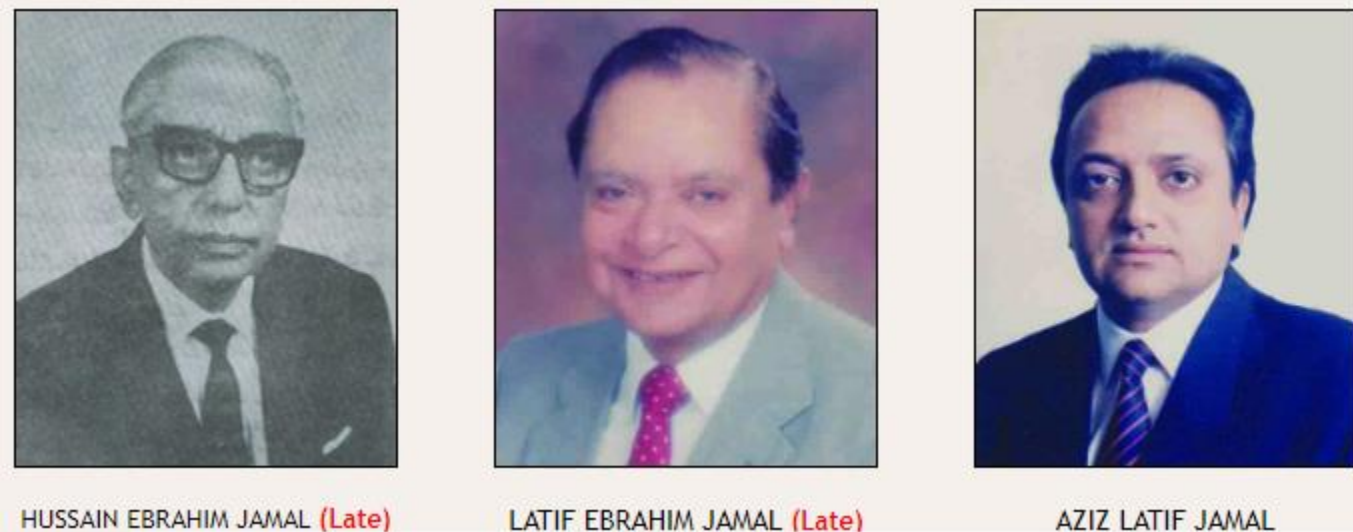
- Husein Industries Limited (the “HIL”) was established in 1951 as a Textile Manufacturing Company that over time became a fully integrated from fiber to fabric and later a pioneer of Home Textiles in Pakistan.



- The Husein Industries Limited has a rich and successful history, that went hand in hand with the swift industrialization of a young Pakistan in the 1950s and 1960s. The HIL was considered a Blue-Chip Company at the Karachi Stock Exchange and had a very enviable track record for over six decades.
- Change of Object Clause in 2018 to become a Real Estate developer, builder and manager of properties.



Company Founding Members



The Sponsor Directors of HIL have been some of the most decorated businessmen of the country with a rich history of achievement in business and philanthropy.

Company Founding members

ACCOLADES AND ACHIEVEMENTS

Husein Ebrahim Jamal

- Justice of Peace



Latif Ebrahim Jamal

- Sitara-e-Quaid-e-Azam
- Hilal-e-Imtiaz
- Knight Commander's Cross by the German Govt.
- Nishan-e-Humayun by the Iranian Govt.



Aziz Latif Jamal

- Sitara-e-Imtiaz



Company founding members

PHILANTHROPIC ENDEAVORS:

Donations to Education

- HEJ Research Institute of Chemistry
- NED University LEJ Campus
- LEJ National Science Center
- LEJ Nanotechnology Institute

Donations to Community Building

- Development of township of Hussainabad
- Management of affordable education through network schools
- Hospitals and Clinics
- HEJ Sports Complex and recreational facilities
- Vocational Training Centers

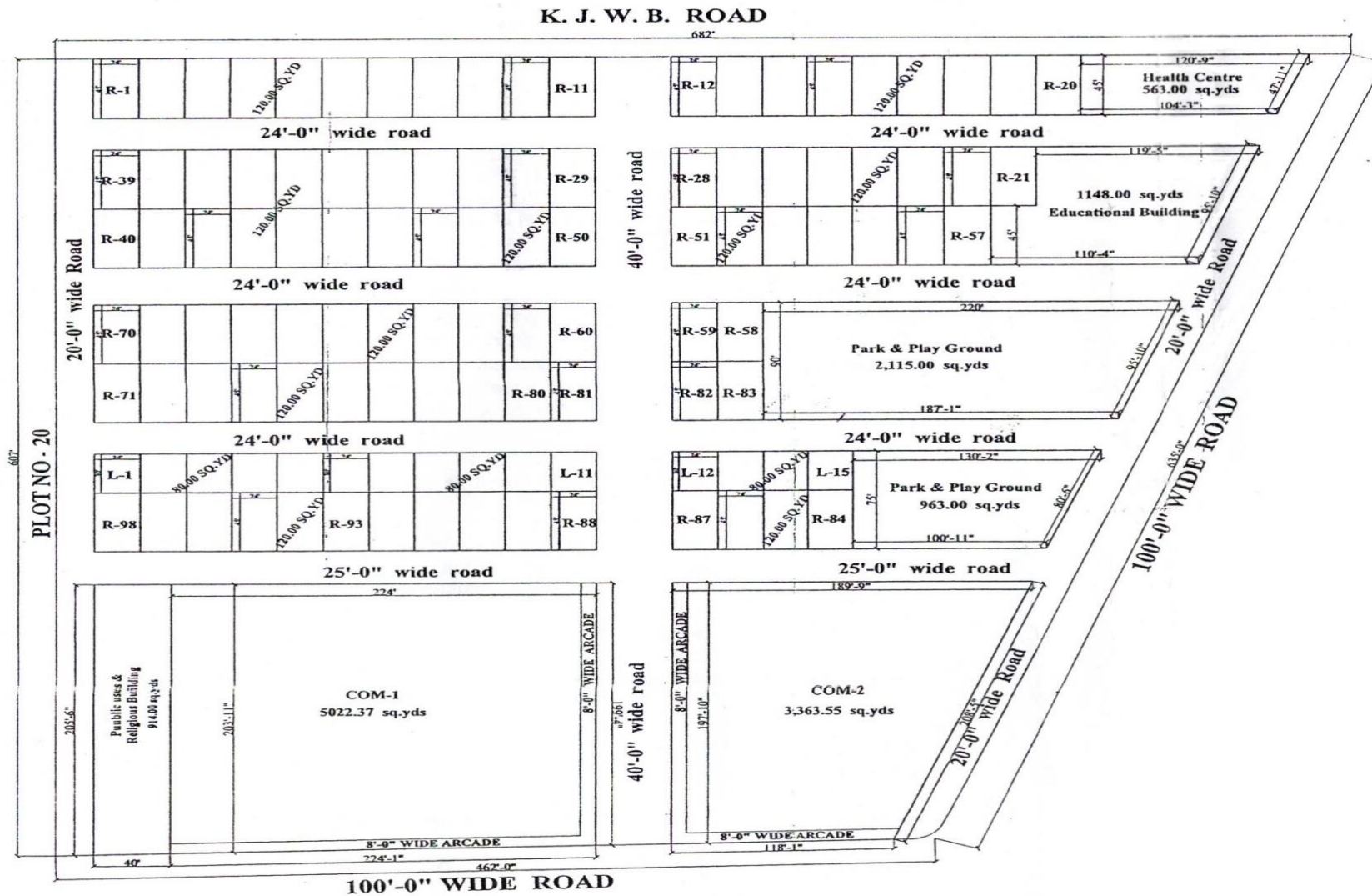




Operations / Business

- Post 2018, HIL implemented a business diversification strategy whereby it identified two streams of income:
 - Lease Income derived from leasing out its industrial Property
 - Income derived from its Construction Activities
- Jamal Garden: HIL's First Real Estate Project
 - Developed over approximately 8 Acres of Company owned Land
 - Gated Community with 113 Residential Plots
 - With Mosque, multiple parks, educational building and medical facility
 - 2 Commercial plots to be developed later

Operations / Business



JAMAL GARDEN



Operations / Business

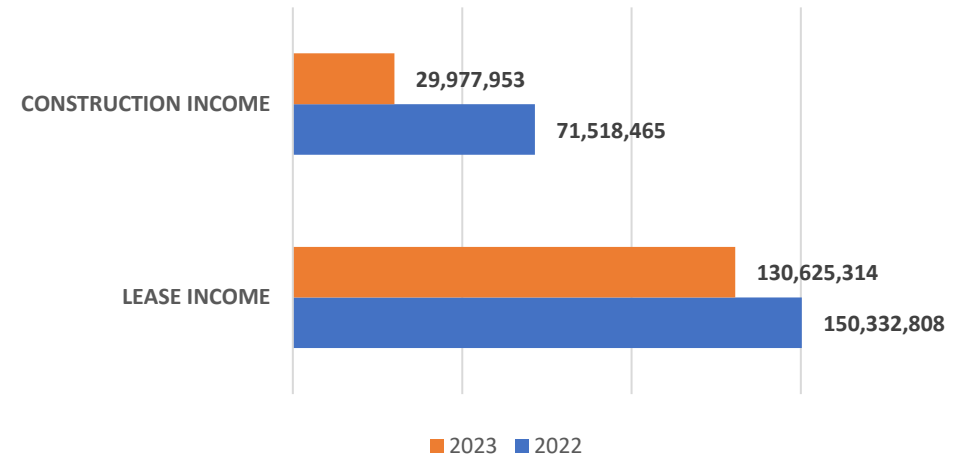
- Jamal Garden – Development & Progress
 - Initiated in 2018, Jamal Garden Residential Society will be completed in FY2025
 - Fully functional School run by the Smart School System
 - Medical Facility building under construction
 - Mosque with capacity for 1000 worshippers to be open in FY2025
 - Society has been electrified through K Electric and Gas provisioning expected to be completed within FY2025
 - Completion and handover to be concluded in FY2025



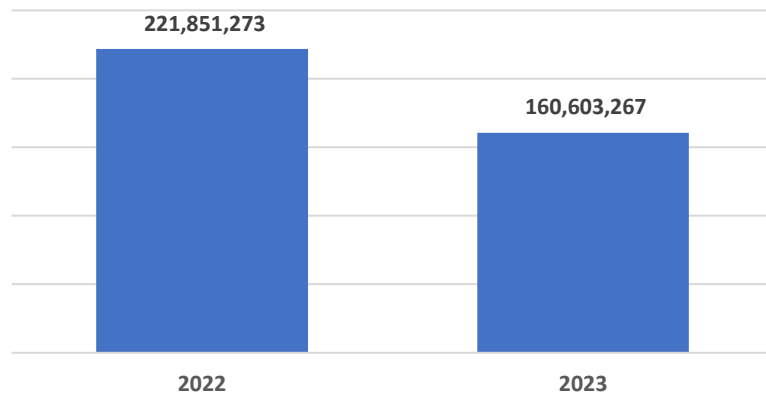
Financial Highlights

FY '000	2023	2022	Change
Revenue	160,603	221,851	-27.61%
Gross Profit	94,732	131,786	-28.12%
EBITDA	124,503	139,615	-10.82%
Net Profit	21,067	59,995	-64.89%
EPS	1.98	5.65	-64.96%

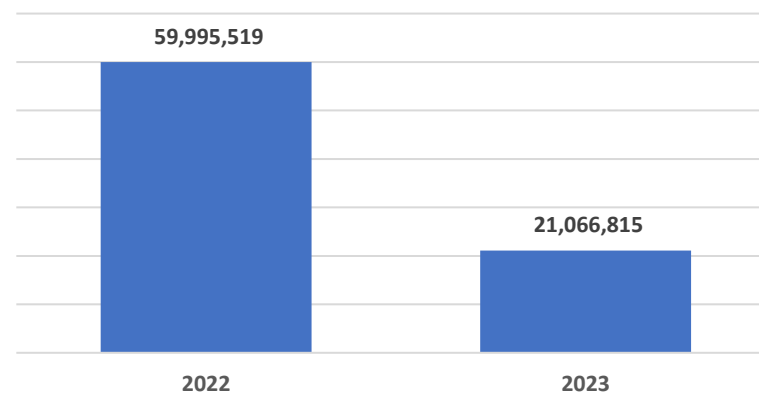
REVENUE DISTRIBUTION



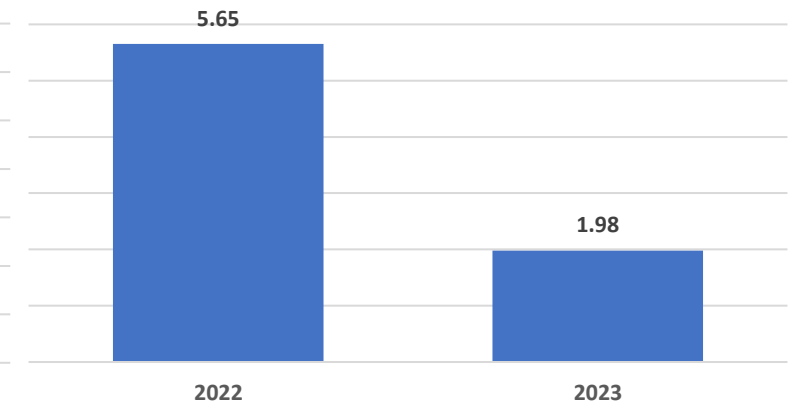
REVENUE



NET PROFIT



EPS





Future Growth & Challenges

Future Strategy

- Complete and deliver Jamal Garden Society in FY25
- To construct state of the art warehouses for Lease
- Construct Multi Purpose buildings including a market and offices at the two Commercial Properties
- Explore the development of a Housing Society on Land parcel situation at Mauza Feroz, Sheikhupura

Challenges

- Tougher regulatory environment with substantial increase in taxes for both Builder and Final Consumer
- Rampant inflation eroding disposal income impacting buying power of consumers



QUESTIONS & ANSWERS