

AIR LINK COMMUNICATION LTD

CORPORATE BRIEFING SESSION – OCT 2024





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AIRLINK AT A GLANCE





VISION

To become a global leader in telecommunication and technology, driving innovation and excellence to establish Pakistan as a recognized technological hub.



MISSION

To enhance connectivity and improve lives through high-quality, affordable products, while driving Pakistan's transformation into a global technological leader. With a steadfast commitment to customer satisfaction, integrity, and excellence, we aim to set industry benchmarks and foster a culture of continuous improvement and innovation.

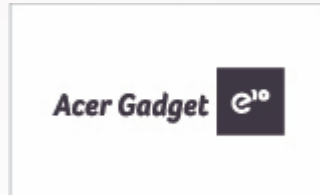
Air Link Communication Ltd. leads Pakistan's telecom sector, blending innovation with excellence.

Air Link Communication, a top tier distributor, manufacturer, and retailer of smartphones, is fostering a decade-long legacy in connecting Pakistan with cutting-edge technology.

The dedication to local excellence empowers Pakistan with smartphone solutions, strengthening connectivity and promoting 'Made in Pakistan' pride.



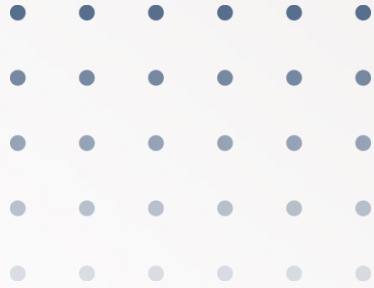
OUR BUSINESS PARTNERS



5000+
Retail

2500+
Employees

300+
Cities



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FINANCIAL REVIEW



251.28%



FY 2023: 36,934 PKR Mn
FY 2024: 129,742 PKR Mn
Change: 92.808 PKR Mn

SALES

177.4%



FY 2023: 3,534 PKR Mn
FY 2024: 9,806 PKR Mn
Change: 6,272 PKR Mn

GP

204%



FY 2023: 2,939 PKR Mn
FY 2024: 8,929 PKR Mn
Change: 5,990 PKR Mn

EBITDA

23.5%



FY 2023: 30.9 PKR
FY 2024: 38.14 PKR
Change: 3.24 PKR

BV / SHARE

381%



FY 2023: 961 PKR Mn
FY 2024: 4,625 PKR Mn
Change: 3,664 PKR Mn

PAT

368%



FY 2023: 2.5 PKR
FY 2024: 11.7 PKR
Change: 9.2 PKR

EPS

150%



FY 2023: 25%
FY 2024: 60%
Change: 35%

DIVIDEND

358%

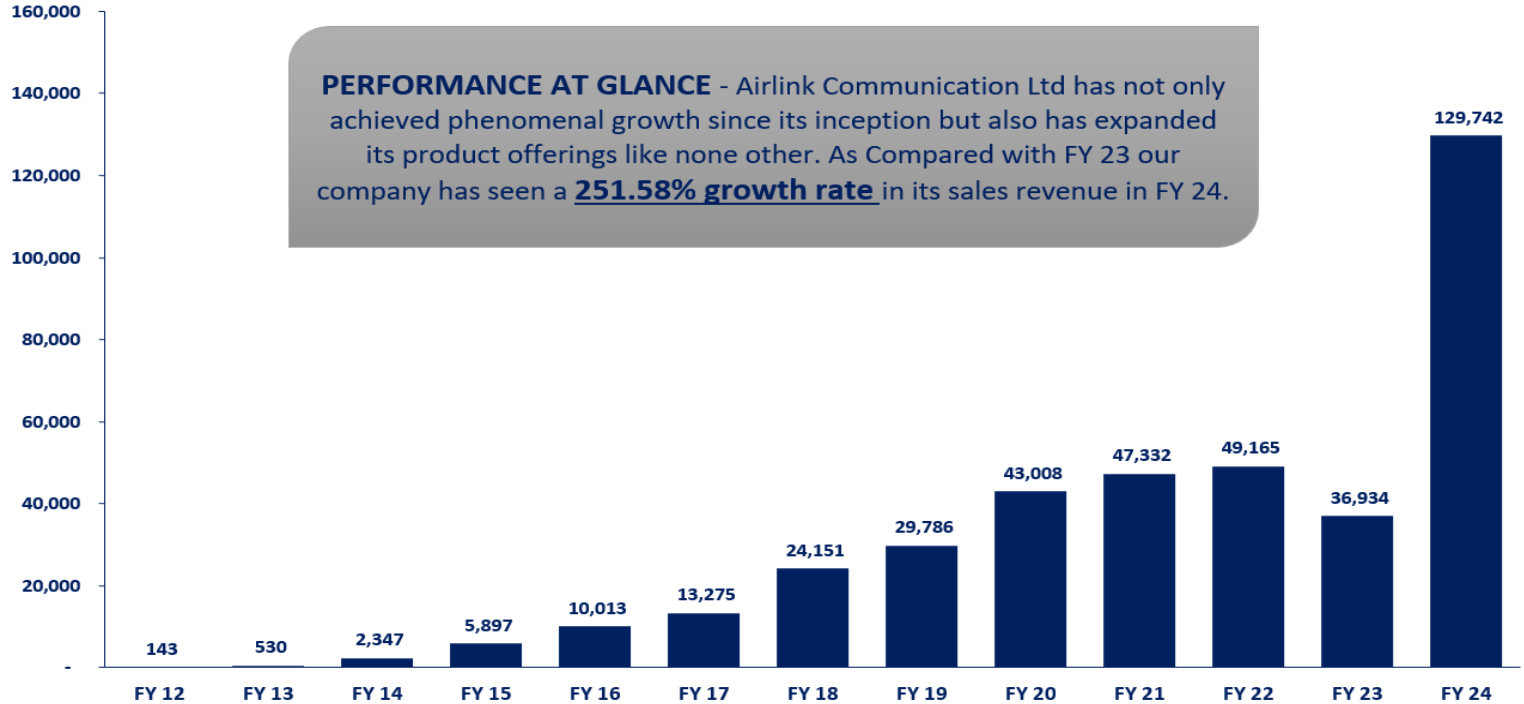


FY 2023: 19.38 PKR
FY 2024: 88.83 PKR
Change: 69.45 PKR

MV / SHARE



SALES REVENUE PERFORMANCE CHART IN PKR Mn



FINANCIAL PERFORMANCE

Description Of Items	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY 2024	Trend Analysis
Sales Revenue In PKR Mn	8,403	29,786	43,008	47,373	46,160	21,504	129,742	
Sales Revenue YOY % Change	-	254%	44%	10%	-3%	-53%	503%	
Gross Profit Margin In PKR Mn	943	3,954	4,770	4,802	4,755	2,281	9,806	
Gross Profit YOY % Change	-	319%	21%	1%	-1%	-52%	330%	
Operating Profit In PKR Mn	787	3,246	3,774	3,496	3,354	1,345	8,493	
Operating Profit YOY % Change	0.00%	312%	16%	-7%	-4%	-60%	531%	
Net Profit After Tax In PKR Mn	294	1,480	1,464	1,505	1,649	895	4,625	
Net Profit YOY % Change	-	403.40%	-1%	3%	10%	-46%	417%	
Earning Per Share In PKR	-	-	4.88	4.86	3.99	2.50	11.70	
Earning Per Share YOY % Change	-	-	-	(0.00)	(0.18)	(0.37)	3.68	
Current Ratio (Times)	1.3x	1.3x	1.3x	1.7x	2.2x	2.0x	1.31	
Interest Coverage Ratio (Times)	7.8x	3.9x	2.7x	3.2x	3.3x	1.9x	2.9x	
Total Debt To Equity Ratio %	203%	250%	196%	103%	44%	29%	19%	



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AIRLINK AT PSX



STOCK MARKET PARAMETERS

As at 15-Oct-2024

Rs. 141.40 **6.99 (5.20%)** Volume: **5,497,513** Market Cap: **55.89 bn** Avg Volume (12M): **8,571,567**

Day's Range

Rs. 134.00 Rs. 143.00



1 Month Range

Rs. 124.54 Rs. 145.24



6 Month Range

Rs. 65.04 Rs. 147.67



52 Week's Range

Rs. 28.00 Rs. 151.83



Performance

1 Month

-1.26 %

3 Month

20.76 %

6 Month

103.56 %

1 Year

352.71 %

Paid Up Capital: **3,952.69 mn**

Free Float: **98.82 mn**

Free Float %: **25.00 %**

Beta: **1.64**

Year End: **June**

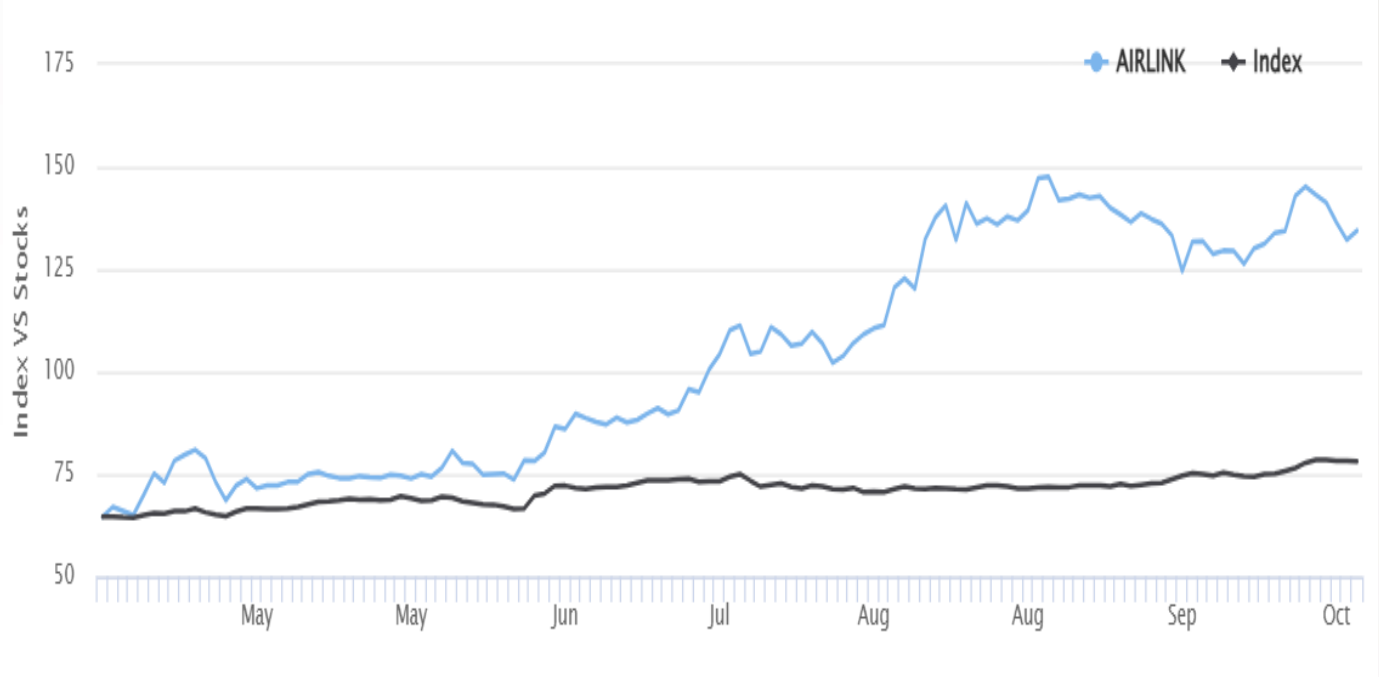
Total No. Shares: **395.27 mn**

Facevalue: **10.00**

Market Cap: **55.89 bn**



AIRLINK VS PSX 100 INDEX





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FUTURE OUTLOOK



XIAOMI SMART TV MANUFACTURING

Under the strategic partnership of Airlink and Xiaomi, Airlink will manufacture and launch **Xiaomi's Smart TV** in Pakistan, creating more job opportunities and substantially increasing Airlink's revenue.



ACER LAPTOPS MANUFACTURING



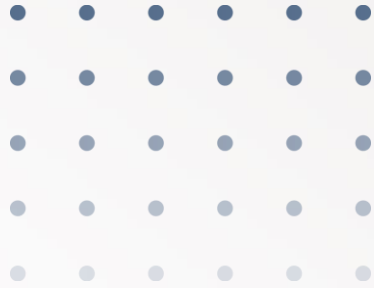
Acer Gadget e10

Acer Gadget Inc., a global leader in innovative and affordable technology, announces a strategic partnership with Air Link Communication Limited (Airlink) to introduce Acer Gadget e10 laptops, tablets, and all-in-one devices to the Pakistani market.

As part of this collaboration, Airlink has been granted distribution rights and has entered an exclusive assembling agreement with Acer Gadget's manufacturing partner, Shanghai Sixunited Intelligent Technology Co. Ltd., to assemble these Products at Airlink's Lahore, Pakistan, facility.

AirLink Communication Ltd. is one of the largest manufacturers, distributors and retailers of smartphones in Pakistan. Our partnerships with global brands like Acer, Samsung, Xiaomi, Tecno and iPhone are a testament to our commitment to enhancing the technological landscape in Pakistan and beyond, reinforcing our position as a key player in the industry.





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ESG



EMBRACING ESG – A PATHWAY TO SUSTAINABLE FUTURE

Airlink believes in playing an active role in being a “Global Citizen” focusing on Philanthropy, Environmental efforts, Ethical labour practices and volunteering in community projects.

ENVIRONMENT

Adopted ISO-14001 for environment management systems (EMS), helping the company to reduce environmental impact and improve sustainability

SOCIAL INITIATIVES

Health & Safety:

Ensuring a safe work environment for our employees at the factory

Supporting local communities:

Running Bhera Community Centre, a state of the art medical and community centre which is equipped with all the basic and advanced medical facilities and the halls can be used for social, cultural, recreational and civic activities. Collaboration with Rizq Foundation in their mission to eradicate food hunger.

Diversity and Inclusion:

Promoting a diverse and equitable workplace.
Equal opportunities for all employees

GOVERNANCE

Strong Corporate Governance:
Transparency and accountability
Ethical business conduct
Trusted and responsible reporting
Compliance: Compliance with industry standards
Diversity : Board Diversity and independence

Q & A

DISCLAIMER

The information contained herein reflects our latest business statement as at Jun 30, 2024. Except the historical information contained herein, statements in this Release which contain words or phrases such as 'will', 'would', 'indicating' expected to' etc., and similar expressions or variations of such expressions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, our exposure to market risks as well as other risks detailed in the reports filed by us with various regulatory authorities as per applicable laws and regulations. AIRLINK undertakes no obligations to update forward-looking statements to reflect event or circumstances after the date thereof.

THANK YOU

