



SINCE 1980

AL-KHAIR GADOON LTD.

Ref: Al-Khair/Shares/ 2-5/2078/2024

October 22, 2024

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

CORPORATE BRIEFING SESSION 2024

Dear Sir,

We are pleased to inform you that we are holding a presentation to brief the investor / analysts about the Company's financial performance and outlook. The details of the meeting are given below:

Date : Friday October 25, 2024
Time : 3:30 PM
Venue : Registered office 92/3, Phase III, Industrial Estate, Gadoon Amazai,
District Swabi, Khyber Pakhtunkhwa.

The Shareholders/analysts who are interested in participating in CBS may join through ZOOM Meeting Link as well. In order to participate in the CBS, the participants are requested to get register themselves by send their particulars at corporate@alkhairgadoon.com latest by 5:00 PM on October 23, 2024.

After validation of credentials of participants, the Company will send ZOOM Meeting Link details to the registered participants before the meeting.

You may please inform the TRE Certificate holders.

Thanking you.

Sincerely yours,
for Al-Khair Gadoon Limited

SAMINA KOKAB
Company Secretary

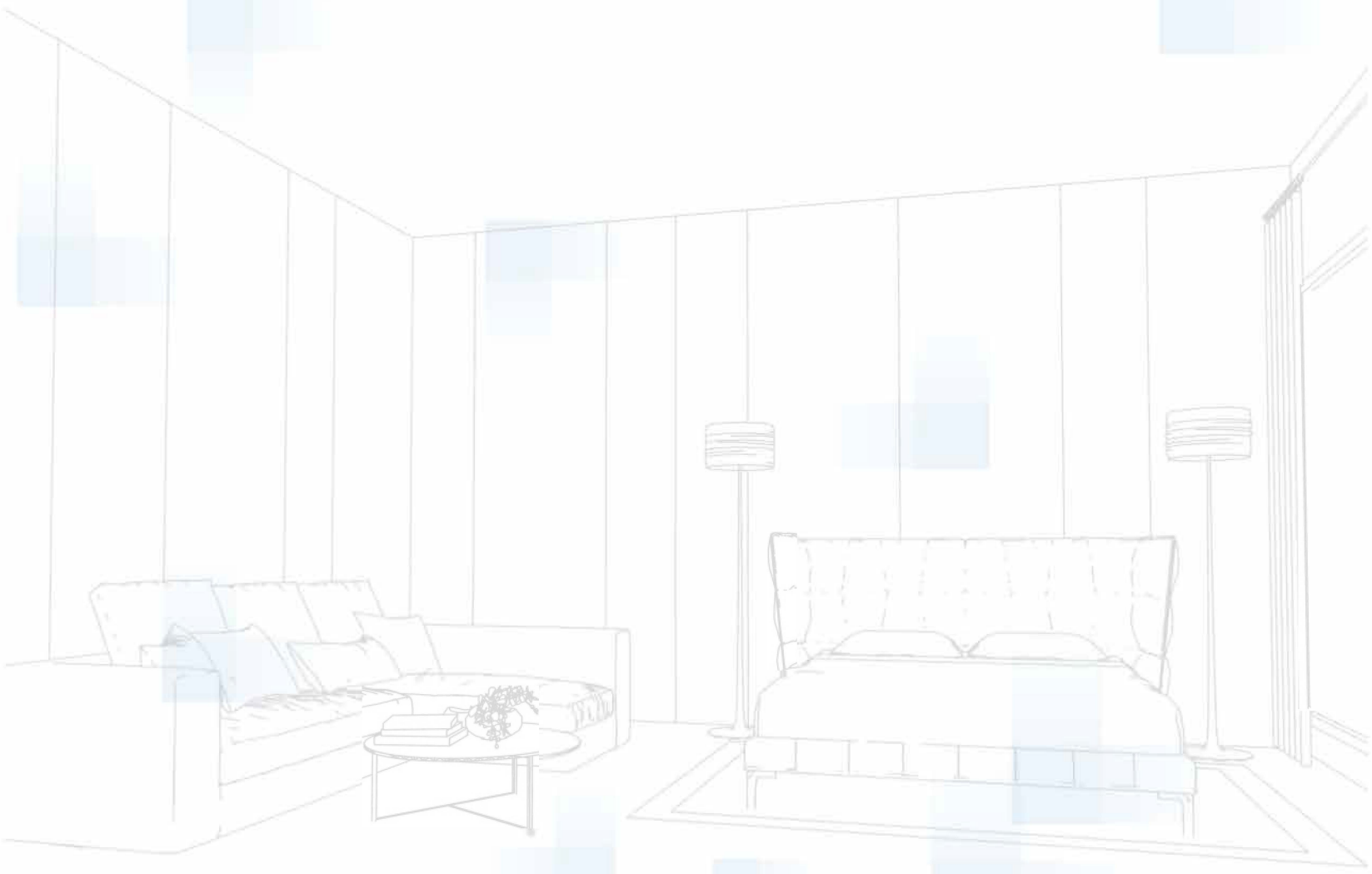
HEAD OFFICE:

Al-Khair House, 43-T, Gulberg II, Lahore-54660, Pakistan
UAN: (+92 342) 43-11-111 e-mail: info@alkhairgadoon.com Web: www.alkhairgadoon.com



SINCE 1980

AL-KHAIR GADOON LTD.



2024

CORPORATE BREIFING SESSION

www.alkhairgadoon.com



AL-KHAIR GADOON LTD.

COMPANY PROFILE

Al-Khair Gadoon Limited (AKGL), established in 1980, is an ISO: 9001:2015 certified company. AKGL, innovating through an industrial partnership with Shell (Singapore) & BASF (Korea), has now become a household name of trust in the production of high-quality polyurethane foam and related products. The factory is located at Industrial Estate Gadoon Amazai, District Swabi, which is considered as a very suitable area with reference to sea level and humidity; for production. The principal activities of the company are purchase, manufacture and sale of foam mattresses, spring mattresses, sofa beds, furniture, pillows, bedsheets and technical polyurethane products. AKGL is listed with Pakistan Stock Exchange Limited.

Management Profile

Mr. Mohammed Afzal Sheikh
(Chairman)

Mr. Mohammed Amin Sheikh
(C E O)

Mr. Mohammed Saeed Sheikh
(Non-Executive Director)

Mrs. Parveen Afzal
(Non-Executive Director)

Mrs. Farnaz Saeed
(Non-Executive Director)

Mrs. Nafisa Amin
(Non-Executive Director)

Mr. Asif Sajjad
(Independent Director)

Mr. Kamal Subhani
(Independent Director)



**Registered
Number**

P-00599



**Company's
NTN Number**

0000094-9



**Company's
Symbol**

AKGL



**ST Registration
Number**

05-06-9404-004-46



AL-KHAIR GADOON LTD.

COMPANY INFORMATION

BOARD OF DIRECTORS:

Mohammad Afzal Sheikh	Chairman
Mohammad Amin Sheikh	Chief Executive
Mohammad Saeed Sheikh	Non-Executive Director
Mrs. Parveen Afzal	Non-Executive Director
Mrs. Farnaz Saeed	Non-Executive Director
Mrs. Nafisa Amin	Non-Executive Director
Mr. Asif Sajjad	Independent Director
Mr. Kamal Subhani	Independent Director

AUDIT COMMITTEE:

Mr. Kamal Subhani	Chairman
Mrs. Farnaz Saeed	Member
Mr. Asif Sajjad	Member
Mr. Khurram Iftikhar	Secretary

HUMAN RESOURCE & REMUNERATION COMMITTEE:

Mr. Kamal Subhani	Chairman
Mrs. Farnaz Saeed	Member
Mrs. Parveen Afzal	Member
Miss Samina Kokab	Secretary

CFO / CHIEF ACCOUNTANT:

Abdul Qadir

COMPANY SECRETARY:

Miss Samina Kokab

AUDITORS:

M/s. Tahir Siddiqi & Co., Chartered Accountants.

LEGAL ADVISOR:

Mr. Umer Jamil (Advocate High Court)

SHARES REGISTRAR:

Shemas International (Pvt) Limited
533-Imperial Garden Block, Main Boulevard,
Paragon City, Barki Road, Lahore.

BANKERS:

United Bank Limited
Meezan Bank Limited
Bank Alfalah Limited.
Habib Metropolitan Bank
Allied Bank Limited.
Soneri Bank Limited.

REGISTERED OFFICE & FACTORY SITE:

92/3, 94A & 94B Phase III, Industrial
Estate, Gadoon Amazai,
District Swabi, (K.P.K)
Tel: (0938) 270260
Fax: (0938) 270270

CORPORATE OFFICE:

Al-Khair House,
43-T, Gulberg II, Lahore.
Tel: (0342)-4311111
Fax: (042) 35716588, 35753719
Email: info@alkhairgadoon.com
Website: www.alkhairgadoon.com



AL-KHAIR GADOON LTD.

PRODUCTS



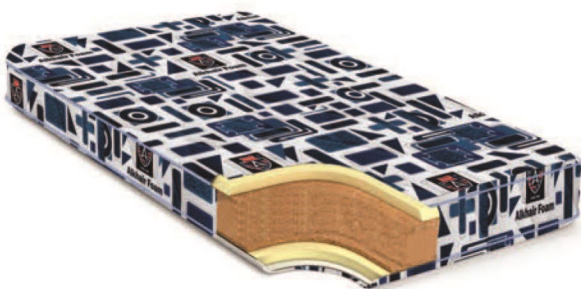
Foam Mattresses

Our range of foam mattresses combine comfort, durability and affordability in a single purchase. Evenly distributing your weight and reducing pressure points, get a tossing-and-turning free sleeping experience with the range of foam mattresses from AKGL.



Spring Mattresses

AKGL has made a name of its own in the industry with the array of spring mattresses at the customers disposal. Providing excellent value for money, our light and sturdy spring mattresses offer a great sleeping experience. We use state of the art technology to ensure that our springs provide excellent support for your body.



Orthopedic Mattresses

Keeping in line with the need of the industry, AKGL was quick in establishing the collection of orthopedic mattresses. Offering a firmer sleeping experience, our orthopedic mattresses provide targeted and tailored support for the spine and joints of the body.



AL-KHAIR GADOON LTD.

SleepinBox

Our innovative mattress formula brings together a proprietary combination of materials to unlock your best night's sleep. Made up of 34 Density CertiPUR-US® certified polyurethane foam and tested for low VOC (Volatile Organic Compound) emissions for indoor air quality (less than 0.5 parts per million). Delivered to you in a Box!



SofainBox

With the increasing prices of almost everything, you don't need to be choosing between a mattress or sofa for your house, and that's why we have invented a dreamy luxury sofa cum bed that fits 90% of all body types. Plus it comes in a box giving customers ease of buying.





AL-KHAIR GADOON LTD.

ACCESSORIES



Furniture

At AKGL, we not only take care of your comfortable sleep, but also delve into the aesthetics of your surroundings. Introducing contemporary designs of beds, sofas and other furniture, we don't just want your home to be an ideal place to rest, but also the home of your dreams.

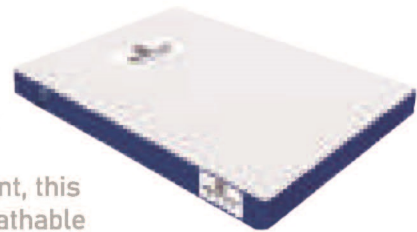


Tri-Fold

Alkhair® Tri-fold mattress is a versatile and portable product that is an alternative to regular mattresses, it can be folded for easy storage and transport, It has three foam panels which can be folded from two places. The best product for extra guests, hostel rooms and for camping can be taken anywhere.

BabyCot Mattress

Baby mattress is the best mattress choice for your newborn, infant, or toddler. The ideal firmness for infant safety and development, this mattress features a core made of high-quality, breathable foam to maximize air flow and comfort for your little one.





AL-KHAIR GADOON LTD.

Jai Namaz

Jai Namaz Plush Quilted with High density foam and matching fabric underlining for ease of offering prayer and protects knees of elderly.



Pillow in Box

Discover the convenience of best pillow for sleeping in Pakistan. Pillow inbox is compressed in a compact box, offering ease in one package.



Kidz Pillow

Gifting your child a peaceful sleep with Pakistan's best pillow. Our kidz pillow provides the perfect balance of support and comfort for growing bodies.



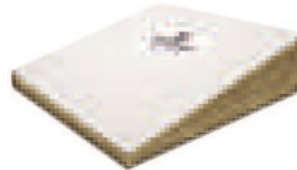
Gow Pillow

Experience a night of unparalleled comfort with Pakistan's best pillow. Our gow pillows are crafted for superior support and comfort.



Wedge Pillow

The Wedge Pillow offers versatile support for elevating your upper body, legs, or for side-lying stabilization, ideal for pregnant women and those with acid reflux or breathing issues.



Mom Cozy

Mom Cozy Pregnancy Pillow has been designed for the mothers to be who are looking for a perfect pillow for side sleeping during pregnancy.



Baby Nest

The blanket wearable and covers the complete body and makes it safer from outside pollution dust.





AL-KHAIR GADOON LTD.

Back Care Office/Car

Al-Khair's BackCare protects you from sitting wrong in harmful positions.



Coccyx

It suspends the coccyx and eliminates all the pressure from the back while sitting or driving, (especially on sensitive areas like tail bone).



Ring Cushion

The ring cushion distributes body weight evenly without putting pressure on the lower abdomen. It provides effective pain relief and healing of the affected area.



Neck Pillow

Travel Pillow is easiest to handle during long travels. Its flat ergonomic design takes the shape of the neck and provides perfect support to enjoy restful sleep while traveling.



Foot Rest

Footrest is a must that only helps you elevate your feet properly above the floor but also evenly distributes your weight by reducing pressure on your legs.



Kids Butterfly Seats

Your kids will surely enjoy this colourful set of bow-tied shaped seats that keep the fun going while encouraging an exclusive learning environment. These exceptional seats offer a fresh take on the outdated way of seating.



Toddler Triangle Block Set

Creativity and Educational:

Including 6 foam blocks, this set can be rearranged into different patterns.

Reconfiguring the pieces stimulates creativity and offers a fun way to establish your sweetie's distinction for colors and geometry in their early development.



YogaMat

Yoga Mat anti-skid sports fitness comfort foam 4mm thick yoga mat for exercise yoga and pilates gymnastics.



Punching Box

Professional quality crafted from high-quality materials for durability and performance. Ideal for training designed to withstand intense workouts and practice sessions.





AL-KHAIR GADOON LTD.

Financial Overview

Gross Sale 2024

PKR **1,671 M**

Gross Sale 2023

PKR **1,386 M**

Profit/(Loss) After Tax 2024

PKR **27.25 M**

Profit/(Loss) After Tax 2023

PKR **13.02 M**

Total Assets 2024

PKR **681.49M**

Total Assets 2023

PKR **618.72M**

Earning Per Share 2024

PKR **2.73**

Earning Per Share 2023

PKR **1.30**



AL-KHAIR GADOON LTD.

YEAR WISE STATISTICAL SUMMARY

	2024	2023	2022	2021	2020	2019
	(Rupees in millions)					
Investment Measures						
Share Capital	100	100	100	100	100	100
Shareholders' Equity	322.39	295.54	280.51	252.93	230.12	222.32
Profit before taxation	40.19	25.19	45.93	39.68	16.02	27.77
Profit after taxation	27.25	13.02	30.57	22.81	8.00	19.39
Dividend Per share	-	-	-	-	-	-
Earnings per share - Rs.	2.73	1.30	3.06	2.28	0.80	1.94
Break-up value per share - Rs.	32.24	29.55	28.05	25.29	23.01	22.20
Measures of Financial Status						
Current Ratio	1.56:1	1.60:1	1.45:1	1.44:1	1.44:1	1.36:1
No of days – Stock	108	120	107	133	203	143
No of days - Debtors	10.54	18.10	17.29	23.76	41.89	31.31
Measures of Financial Performance						
Return on Capital Employed	7.65%	3.93%	9.52%	7.84%	3.25%	8.25%
Gross Profit Ratio	12.97%	12.80%	12.84%	14.41%	16.08%	14.99%
Profit before tax to sales	3.14%	2.37%	3.97%	4.94%	3.66%	4.83%
Profit after tax to sales	2.13%	1.22%	2.65%	2.84%	1.83%	3.38%
Debt Equity Ratio	45.43%	24.85%	40.39%	39.68%	26.23%	38.91%



AL-KHAIR GADOON LTD.

STATEMENT OF FINANCIAL POSITION AS AT JUNE 30, 2024

	2024 Rupees	2023 Rupees
ASSETS		
NON CURRENT ASSETS		
Property, Plant and Equipment	177,248,160	157,747,545
	177,248,160	157,747,545
CURRENT ASSETS		
Stores and Spares	3,811,252	5,498,300
Stock in Trade	339,230,985	307,481,742
Trade Debts	23,783,443	50,050,660
Advances, Deposits and Prepayments	25,569,887	27,500,933
Advance Taxes - Net	69,611,513	51,178,846
Cash and Bank Balances	42,234,842	19,266,710
	504,241,922	460,977,191
TOTAL ASSETS	681,490,082	618,724,736
EQUITY AND LIABILITIES		
Authorized Capital		
30,000,000 Ordinary shares of Rs. 10 each	300,000,000	120,000,000
Issued, Subscribed and Paid up Capital	100,000,000	100,000,000
Capital Reserves - Share Premium	25,000,000	25,000,000
Unappropriated Profit	197,385,190	170,543,296
Shareholders' Equity	322,385,190	295,543,296
NON CURRENT LIABILITIES		
Long Term Loan	3,703,699	7,407,391
Deferred Liabilities	30,339,985	28,550,814
	34,043,684	35,958,205
CURRENT LIABILITIES		
Current portion of Long Term Loan	3,703,692	3,703,692
Trade and Other Payables	54,656,453	194,670,703
Taxes Payable	3,916,216	479,600
Short Term Borrowings	261,007,147	86,591,540
Un-Claimed Dividend	1,777,700	1,777,700
	325,061,208	287,223,235
CONTINGENCIES AND COMMITMENTS	-	-
TOTAL EQUITY AND LIABILITIES	681,490,082	618,724,736

The annexed notes from 1 to 38 form an integral part of these financial statements.



AL-KHAIR GADOON LTD.

STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2024

	2024 Rupees	2023 Rupees
Sales - net	1,278,485,442	1,063,498,648
Cost of sales	(1,112,664,739)	(927,394,511)
Gross profit	165,820,703	136,104,136
Administrative expenses	(66,777,634)	(49,822,901)
Distribution expenses	(47,309,306)	(36,456,954)
Operating profit	51,733,764	49,824,281
Finance cost	(16,681,271)	(24,060,118)
Other operating expenses	(4,240,338)	(1,950,550)
Other operating income	9,377,654	1,377,831
Profit before taxation	(11,543,955)	(24,632,837)
Income tax expense	40,189,809	25,191,444
Profit for the year - net	(12,936,493)	(12,168,996)
Profit for the year - net	27,253,316	13,022,448
Other comprehensive income / (loss):		
Items that will not be re-classified to profit or loss		
Re-measurements of defined benefits	(318,932)	1,346,878
Deferred tax on remeasurements of defined benefit plan	(92,490)	662,360
	(411,422)	2,009,238
Total comprehensive income for the year	26,841,894	15,031,686
Earnings per share - before tax (basic and diluted - Rupees)	4.02	2.52
Earnings per share - after tax (basic and diluted - Rupees)	2.73	1.30

The annexed notes from 1 to 38 form an integral part of these financial statements.



AL-KHAIR GADOON LTD.

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED JUNE 30, 2024

	2024 Rupees	2023 Rupees
CASH FLOW FROM OPERATING ACTIVITIES		
Cash (used in) / generated from operations	(54,522,351)	156,115,185
Finance cost paid	(13,997,719)	(24,127,807)
WPPF paid	(1,950,550)	(2,464,937)
Income tax (paid) / refunds received	(32,454,046)	(18,611,693)
Sales tax (paid) / refunds received	(2,904,079)	(7,987,234)
Warranty and claims paid	-	(501,296)
Gratuity paid	(2,535,312)	(1,658,875)
	<u>(53,841,706)</u>	<u>(55,351,842)</u>
Net cash (used in) generated from operating activities	(108,364,057)	100,763,343
Cash flows from investing activities		
Fixed capital expenditure	(40,668,338)	(4,278,000)
Proceed from disposal of fixed assets	1,288,613	-
Net cash (used in) investing activities	(39,379,725)	(4,278,000)
Cash flows from financing activities		
Short term borrowings	174,415,606	(88,674,366)
Long Term Loans	(3,703,692)	(3,703,692)
Lease Liabilities	-	(2,240,261)
Net cash generated / (used in) financing activities	170,711,914	(94,618,319)
Net (decrease)/increase in cash and cash equivalents	22,968,132	1,867,024
Cash and cash equivalents at the beginning of the year	19,266,710	17,399,686
Cash and cash equivalents at the end of the year	42,234,842	19,266,710

The annexed notes from 1 to 38 form an integral part of these financial statements.



AL-KHAIR GADOON LTD.

Q & A

THANK YOU!