

SAFE MIX CONCRETE LIMITED



CORPORATE BRIEFING SESSION 2024

PRESENTATION DATED: 15 NOVEMBER 2024

FINANCIAL POSITION OF THE COMPANY - AT A GLANCE

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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STATUS AND NATURE OF BUSINESS

Safe Mix Concrete Limited was incorporated on 04 April 2005 as Private Limited Company. Subsequently, it has been converted into Public Limited Company on 21 February 2007 in accordance with the provisions of section 45 read with section 41(3) of the Companies Ordinance, 1984 (Now Companies Act, 2017). On 16 March 2010 the Company was listed on Pakistan Stock Exchange Limited (formerly Karachi Stock Exchange). The principal activity of the Company is production and supply of ready-mix concrete.

LOCATION

The manufacturing facility of the company is situated at the following address:
Plot No.1, Global Industry, Nusrat Bhutto Colony, North Nazimabad, Karachi, Pakistan

VISION

Our Vision is to be Pakistan's Largest ready mix concrete services company, signing under the prominent projects for tomorrow's world of business, harmonizing, innovative and progressive technology with the Company's experience and excellence in the quality of work.

MISSION STATEMENT

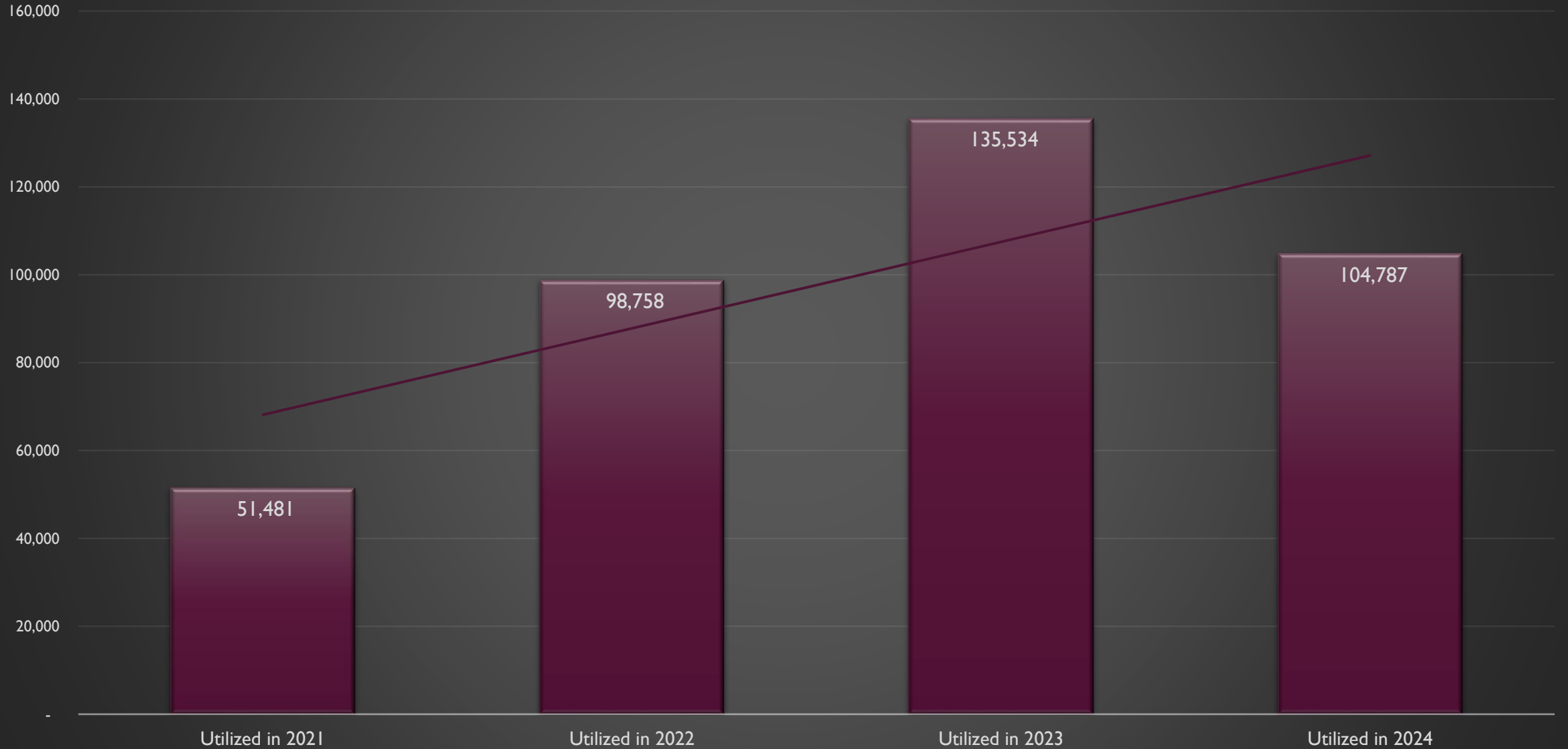
Safe Mix once a dream has shaped into reality, through conviction and untiring efforts to see it grow into a corporate company with one of the principal market clientele. The aim of the company is to establish a platform for the transfer of foreign technology with forming the basis for further development in Pakistan.

**5 Year projected profit and loss
FY - 2024 to 2029**

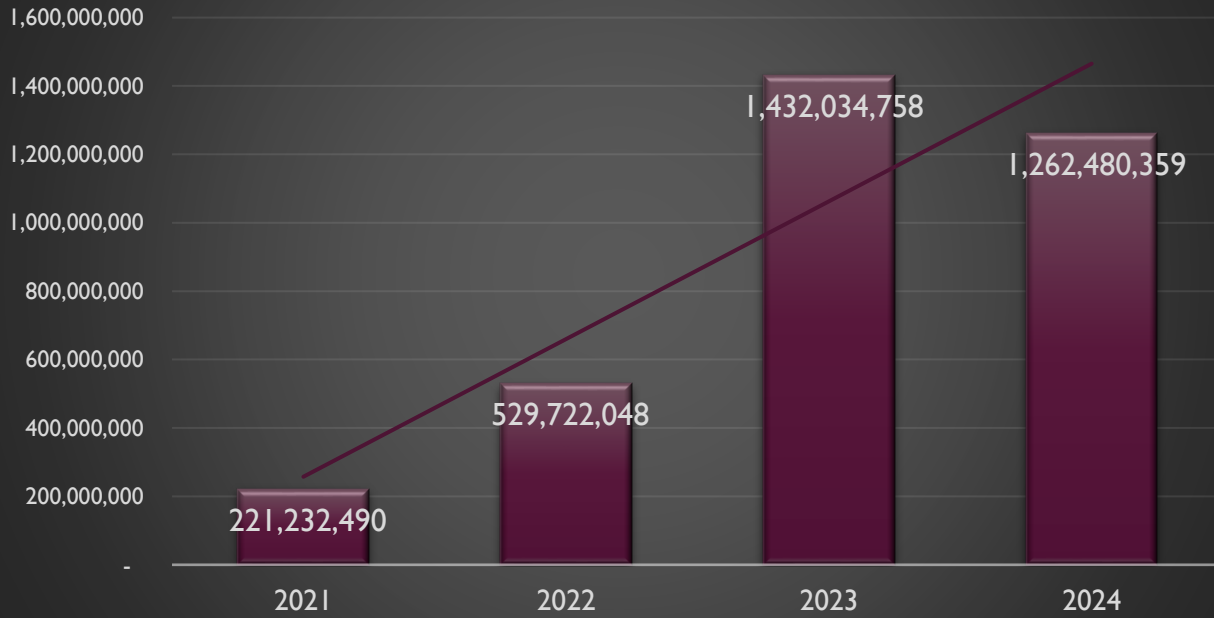
	Actual 2023-2024	Budget 2024-2025	Forecast 2025-2026	Forecast 2026-2027	Forecast 2027-2028	Forecast 2028-2029
Sales - Net	1,262,480,359	1,481,741,870	1,653,076,152	1,746,333,573	1,853,862,370	2,019,755,903
Cost of sales	(1,002,413,228)	(1,213,423,810)	(1,322,460,922)	(1,397,066,858)	(1,483,089,896)	(1,615,804,722)
Gross profit	<u>260,067,131</u>	<u>268,318,060</u>	<u>330,615,230</u>	<u>349,266,715</u>	<u>370,772,474</u>	<u>403,951,181</u>
Administrative expenses	(49,268,320)	(56,036,129)	(64,441,548)	(74,107,781)	(85,223,948)	(98,007,540)
Selling and distribution expenses	(2,260,126)	(3,278,442)	(4,594,645)	(4,853,849)	(5,152,720)	(5,613,813)
Sub Total	<u>(51,528,446)</u>	<u>(59,314,571)</u>	<u>(69,036,193)</u>	<u>(78,961,630)</u>	<u>(90,376,668)</u>	<u>(103,621,353)</u>
Operating profit	<u>208,538,685</u>	<u>209,003,489</u>	<u>261,579,037</u>	<u>270,305,085</u>	<u>280,395,806</u>	<u>300,329,828</u>
Other expenses	(18,390,427)	(17,849,448)	(25,746,598)	(30,895,917)	(37,075,101)	(44,490,121)
Other income	8,724,897	8,500,000	5,545,680	5,654,808	5,702,808	5,762,808
Sub Total	<u>(9,665,530)</u>	<u>(9,349,448)</u>	<u>(20,200,918)</u>	<u>(25,241,109)</u>	<u>(31,372,293)</u>	<u>(38,727,313)</u>
Finance costs	(52,225,884)	(43,418,175)	(67,236,207)	(56,246,493)	(56,246,493)	(56,246,493)
Profit before taxation	<u>146,647,271</u>	<u>156,235,866</u>	<u>174,141,912</u>	<u>188,817,483</u>	<u>192,777,020</u>	<u>205,356,022</u>
Taxation	(35,041,646)	(45,308,401)	(50,501,155)	(54,757,070)	(55,905,336)	(59,553,246)
Profit / (loss) after taxation	<u>111,605,625</u>	<u>110,927,465</u>	<u>123,640,758</u>	<u>134,060,413</u>	<u>136,871,685</u>	<u>145,802,775</u>
Earning / (loss) per share - basic and diluted	4.46	4.44	4.95	5.36	5.47	5.83

Particulars	Year Ended June 30,2021	Year Ended June 30,2022	Year Ended June 30,2023	Year Ended June 30,2024
Profitability Ratios:				
Gross Profit to sales	8%	21%	22%	21%
Net profit after tax to sales	3%	9%	9%	9%
Return on equity	0.02	0.18	0.50	0.42
Liquidity Ratios:				
Current Ratio	0.69	0.81	1.09	1.43
Quick Ratio	0.63	0.74	0.98	1.29
Working Capital Ratios:				
Inventory turnover	4.67	9.04	28.79	20.12
Debtors turnover	1.84	3.31	5.57	3.73
Creditors turnover	0.90	2.32	10.26	6.63
Solvency Ratios:				
Leverage Ratio (D/E)	1.85	2.08	1.72	1.11
Interest Cover / Times Interest Earned	0.86	4.95	6.06	3.81

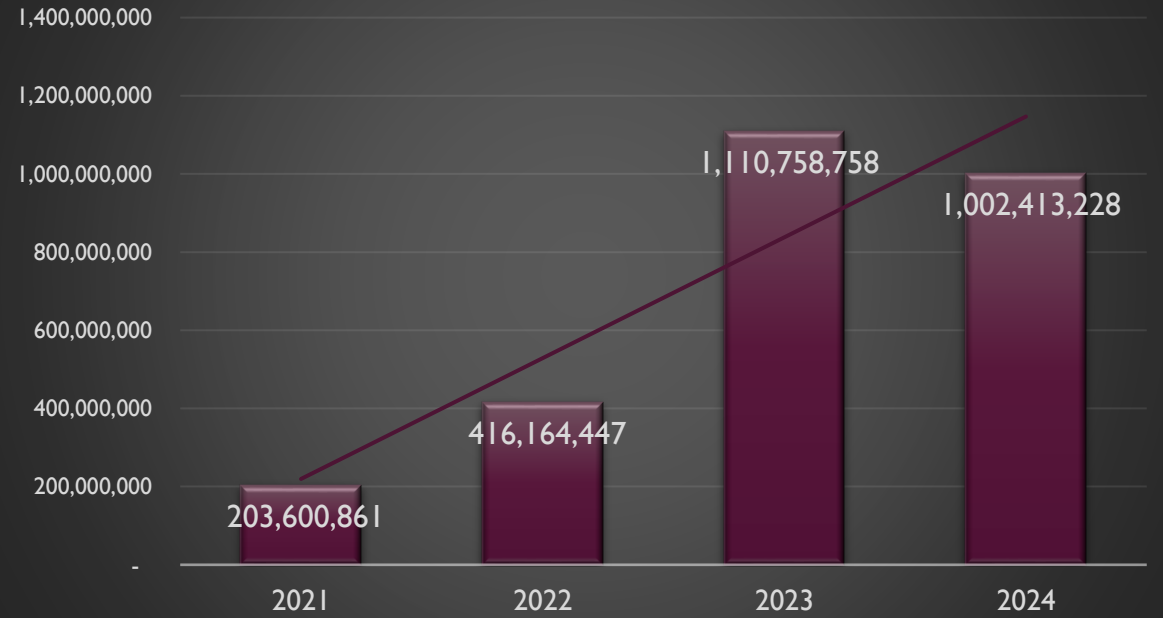
Plant Production (In Metric Ton)



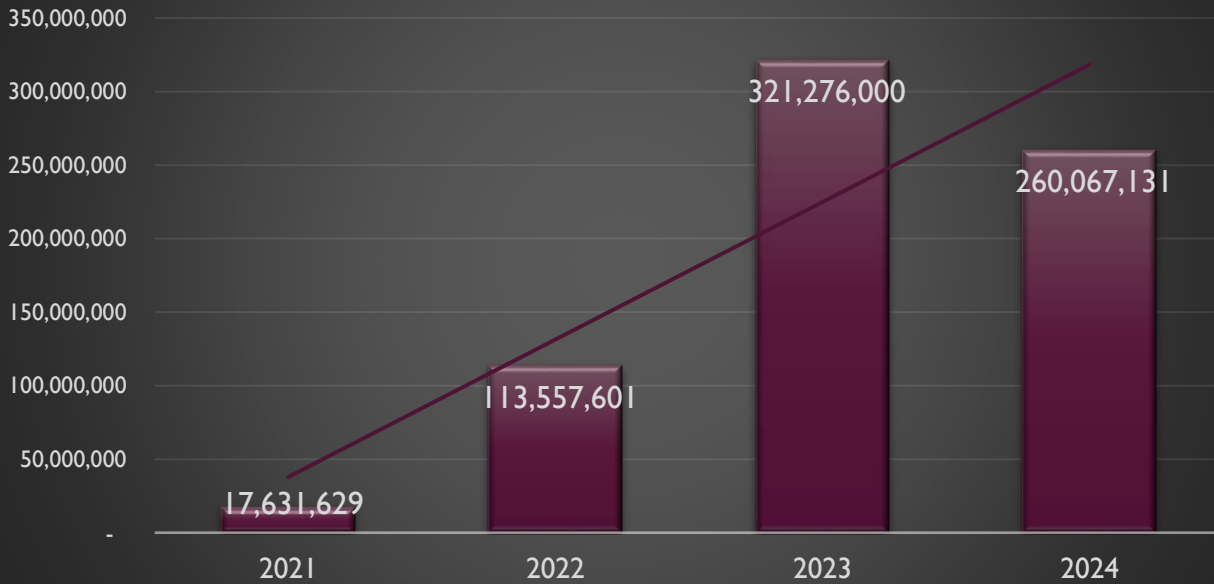
Sales



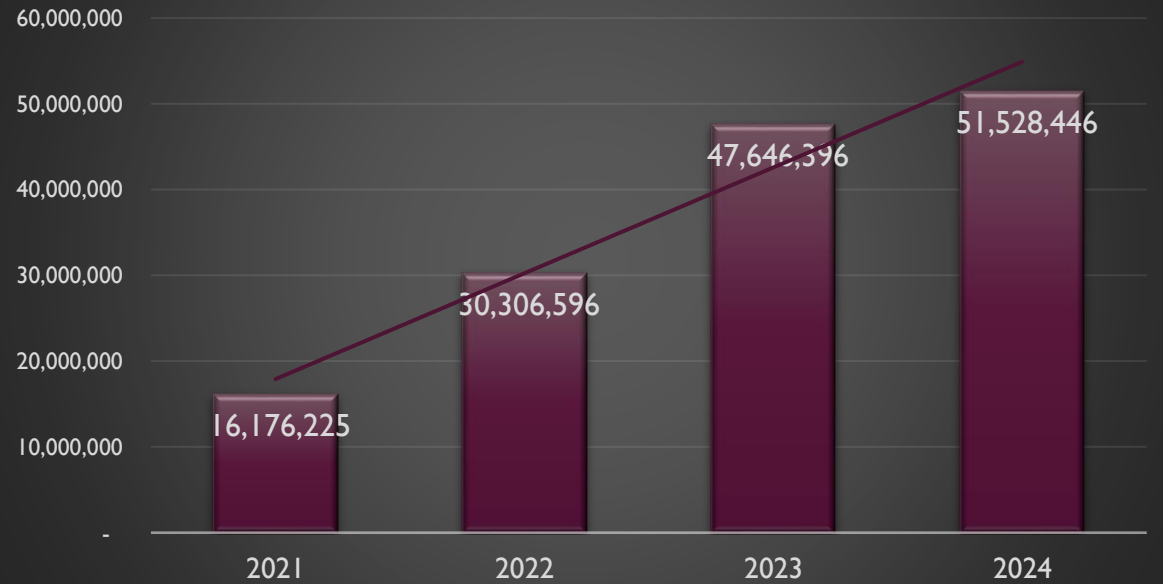
Cost of sales



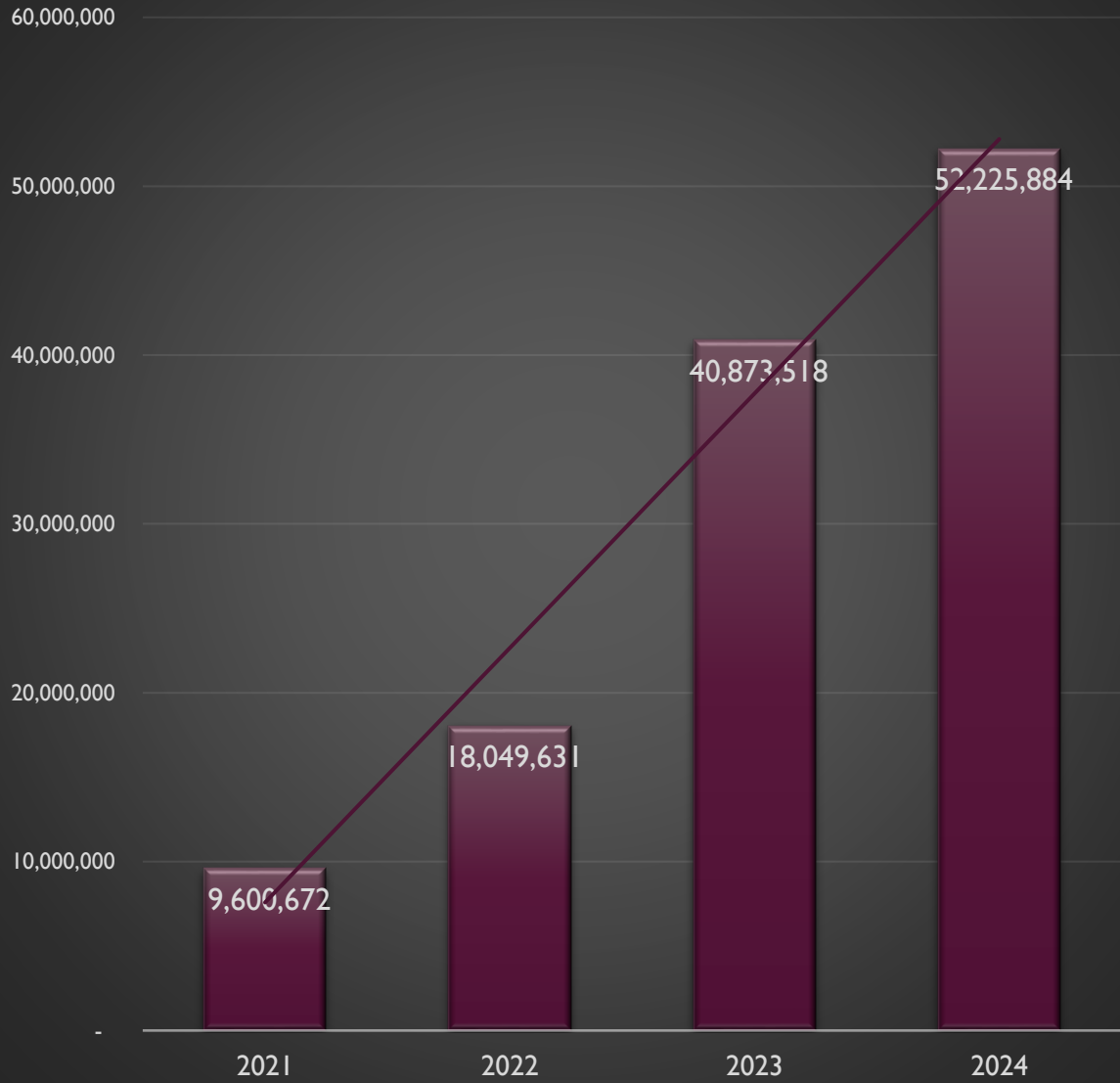
Gross profit



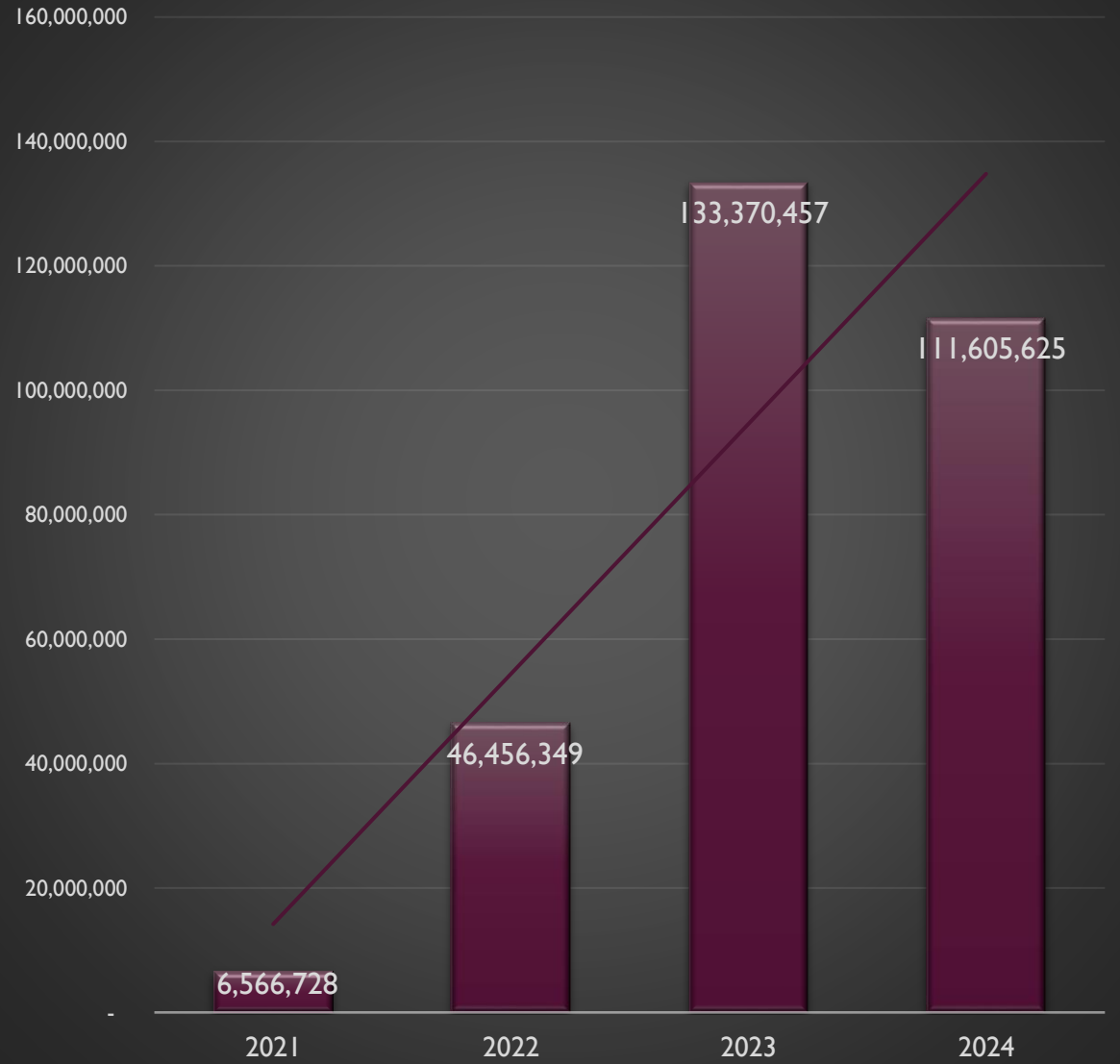
Selling & administrative Expenses



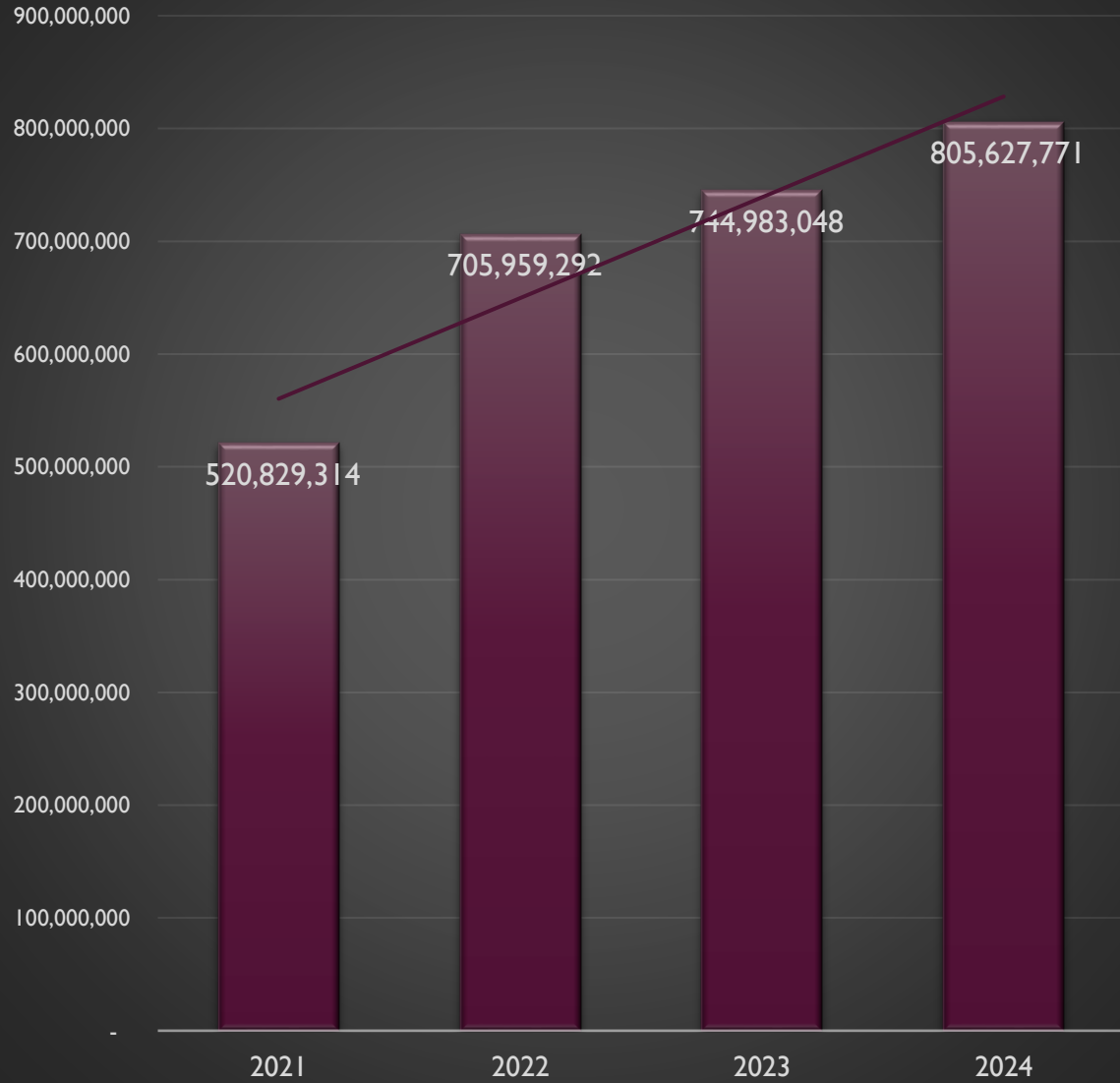
Finance cost



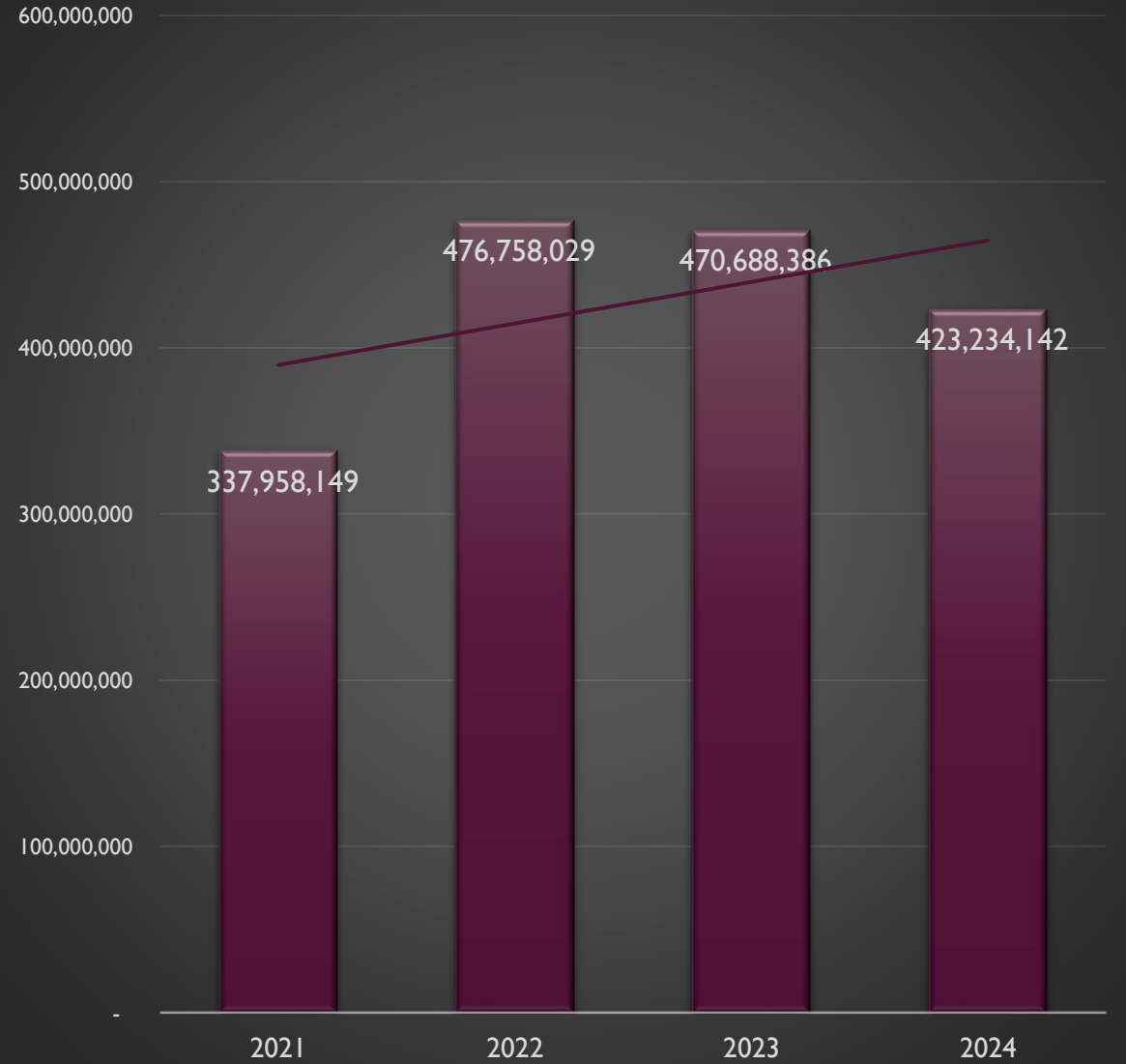
Profit after Tax



Total Assets



Total Liabilities



Profit & Loss Account- Quarter wise	Q1- 2024	Q2 - 2024	Q3 - 2024	Q4 - 2024	Year ended June-30, 2024
	Figures in (000) except EPS				
Sales	282,125	279,806	384,669	315,881	1,262,480
Cost of sales	213,996	219,247	303,206	265,964	1,002,413
Gross profit	68,129	60,558	81,463	49,917	260,067
Selling & distribution expenses	11,125	11,468	17,737	11,198	51,528
Operating profit & loss	57,003	49,090	63,726	38,719	208,539
Finance cost	14,871	13,363	13,072	10,919	52,226
Other operating income	1,385	1,329	2,185	3,826	8,725
Other charges	2,293	8,296	2,642	5,160	18,390
Profit /(loss) before tax	41,224	28,761	50,197	26,466	146,647
Provision for tax	7,331	17,607	14,229	-4,125	35,042
Profit /(loss) after tax	33,893	11,154	35,968	30,591	111,606
Earning / (Loss) per share-basic and diluted	1.36	0.45	1.44	1.21	4.46

Major - Clientele

- Abbaseen Construction (Pvt.) Ltd
- OK Builders
- Saima Builders
- Al Rauf Builders
- Abdul Razzak Associates (ARA)
- Javedan Corporation Limited
- Global Residency Reits
- Silk Developments REITS
- Memon Hospital
- Karizma Construction (Turkish)
- Pona Wala Builders
- Principal Builders
- Sachal Builders
- Iqra University
- Shed Foundation
- Tai Builders
- Wuhan Qinwu Trading Co. Ltd



Q&A Session



Thank you