



WELCOME

Corporate Briefing Session 2024

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COMPANY PROFILE

- KML was incorporated in 1987 as a small weaving mill. Over the last 37 years, KML has evolved into one of the Pakistan largest vertically integrated textile operations with approx. 2,186 employees and annual turnover of PKR 30 Billion.
- The company is involved in three major businesses; Weaving, Dyeing & finishing and Energy.

KOHINOOR MILLS

WEAVING DIVISION

- Kohinoor Weaving (KW) was set up as a small **48 looms** project in 1988 now grown into a state of the art facility of **272** high speed air jet looms.
- The Division producing over 50 million meters of greige fabric per annum with a major customers in Europe, Asia and Africa.



DYEING & FINISHING DIVISION

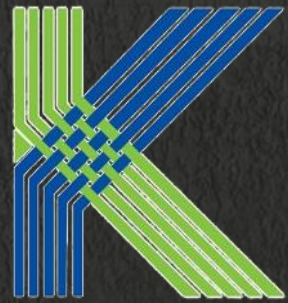
- Kohinoor Dyeing (KD) was set up in 2002.
- After 22 years of operations, KD is now a market leader in cotton stretch fabrics for the fashion industry.
- The division has capacity to produce 4 million meters of dyed, white and print fabric every month.



GENERTEK DIVISION

- In 2003, Kohinoor Genertek was set up to supply un-interrupted electricity to the other divisions.
- The division has an installed capacity of about 30 Mega-Watts electricity and 30 ton per hour steam.





QHSE - Certifications



Key Strategic & Operational Development

Generation of Steam from agricultural biomass



Strengthening the value added segment to reap benefit of vertical integration






Recycling of effluent treatment plant



TOWARDS SUSTAINABILITY



As a leading textile manufacturer, we are committed to advancing sustainability through efforts to reduce our carbon footprint, optimize water use, and uphold ethical practices across our supply chain.

-  **80%** Thermal energy generated via agricultural biomass.
-  **30%** Waste water is reused in our processes.
-  **100%** Waste diverted from landfills.



FINANCIAL HIGHLIGHTS 2024

Sales
RUPEES IN BILLION

29.85 PKR

Gross Profit
RUPEES IN BILLION

4.24 PKR

Gross Profit Ratio

14.22%

Profit Before Tax
RUPEES IN MILLION

428 PKR

Loss After Tax
RUPEES IN MILLION

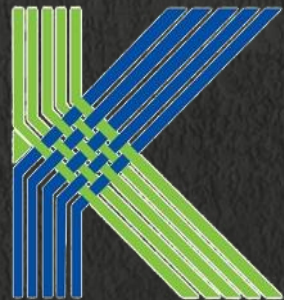
19 PKR

Loss Per Share
-Basic and Diluted

0.39 PKR

Shareholders' Total Equity
RUPEES IN MILLION

9,952 PKR

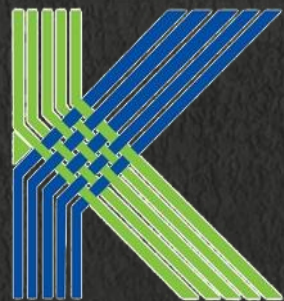


KML –Financial Results

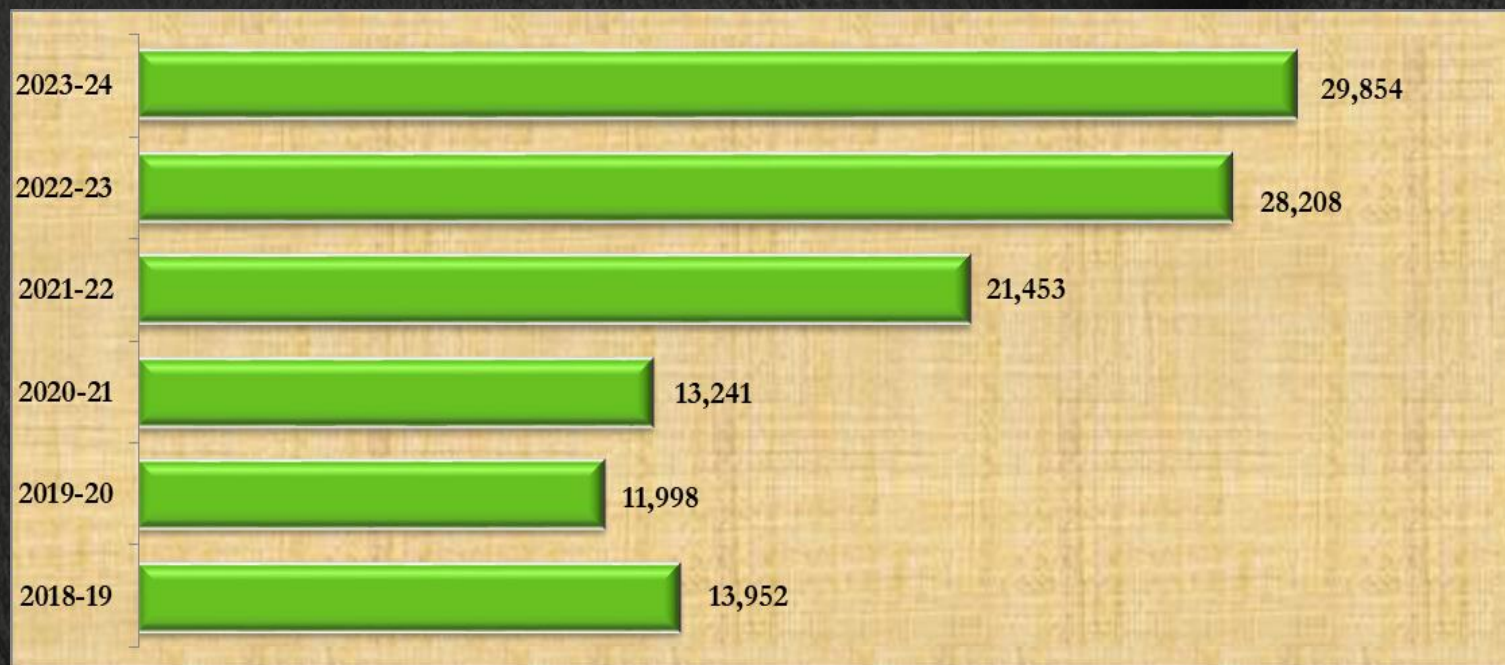
PARTICULARS	2023-24	2022-23
	Rs. 000'	Rs. 000'
SALES	29,854,242	28,208,445
COST OF GOODS SOLD	25,608,307	22,341,281
GROSS PROFIT / (LOSS)	4,245,935	5,867,164
GROSS PROFIT (%)	14.22%	20.80%
ADMIN EXPENSES	739,681	702,705
SELLING EXPENSES	1,450,442	1,369,765
OTHER CHARGES	190,843	331,308
	2,380,965	2,403,779
OPERATING PROFIT / (LOSS)	1,864,970	3,463,385
OTHER INCOME	282,204	236,021
	2,147,173	3,699,406
FINANCIAL CHARGES	1,718,888	1,249,473
PROFIT/(LOSS) BEFORE TAXATION	428,286	2,449,933
PROVISION FOR TAXATION	447,909	448,422
PROFIT/(LOSS) AFTER TAXATION	(19,623)	2,001,511
NET PROFIT/(LOSS) (%)	-0.07%	7.10%

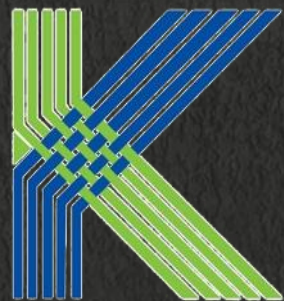
PERFORMANCE ANALYSIS



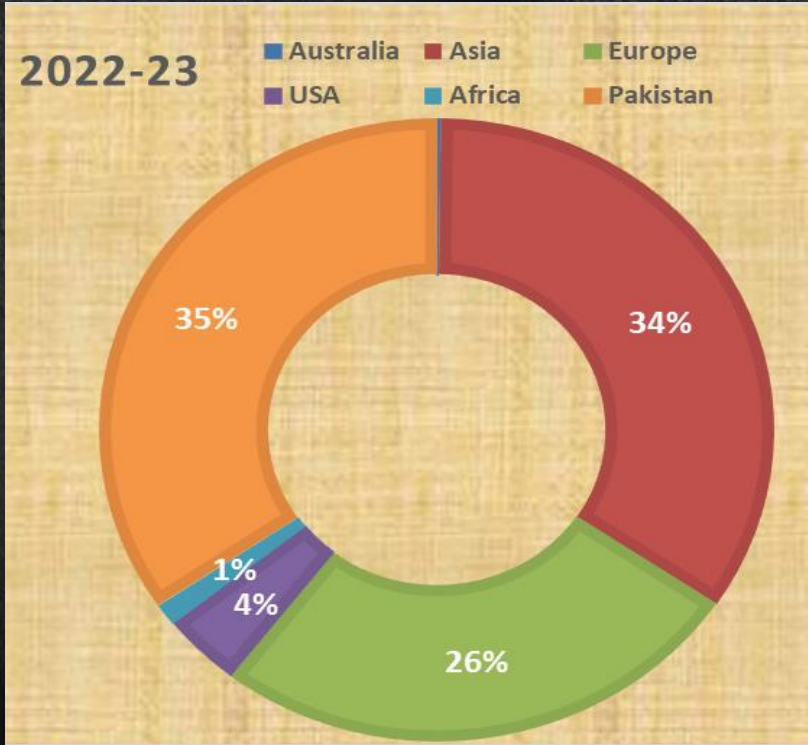
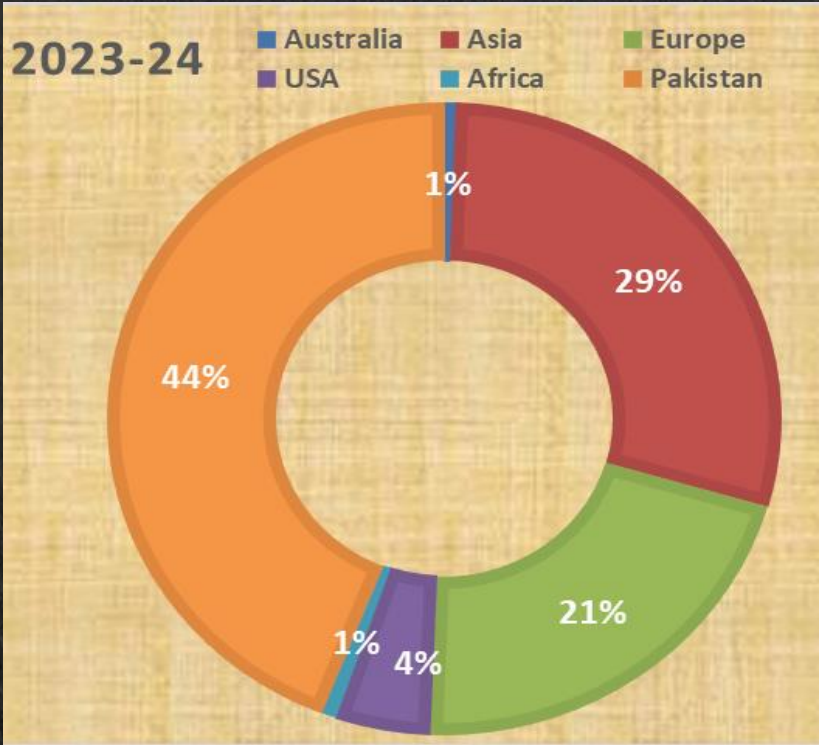


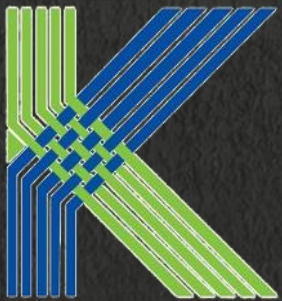
Annual Turnover Growth (Rs. Millions)





Region Wise Sales 2024 Vs. 2023





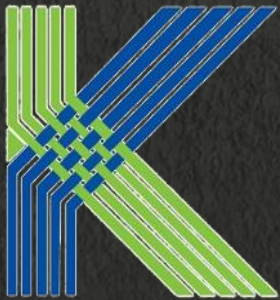
Production & Sales (Million Meters)

Weaving Division



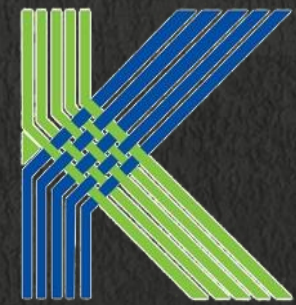
Dyeing Division





Division Wise Sales





Top Brands





Challenges

Navigating Economic Challenges Amid Global Slowdown

The global economic slowdown has strained economies, reducing growth, weakening purchasing power, and prompting policy interventions to stabilize markets.

Energy Subsidy Cuts Driving Higher Power Tariffs

Higher power tariffs, driven by the removal of energy subsidies for export-oriented sectors, exacerbated the challenges.

Rising Costs of Imported Raw Materials

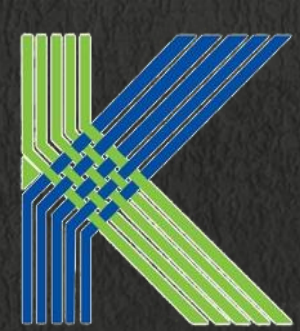
The rising costs of imported raw materials have contributed to increased operational expenses.

Phasing Out the Export Finance Scheme

The phasing out of the Export Finance Scheme may increase financial pressure on exporters.

Unpredictable Politics and Policy Challenges

Political instability and policy challenges are often unpredictable, inconsistent, and fail to account for all stakeholders, creating barriers to sustainable growth and development.



QUESTION & ANSWER



Thank
you