

NISHAT MILLS LIMITED



NML-PSX/1230

November 26, 2024

The General Manager,
Pakistan Stock Exchange Ltd (PSX),
Stock Exchange Building,
Stock Exchange Road,
KARACHI.

**Subject: Holding of Corporate Briefing Session of Nishat Mills Limited FY 2024
in Compliance with the requirements of Clause 5.7.3 of the Rule Book**

Submission of Presentation for CBS 2024

Dear Sir,

In continuation of our letter No. NML-PSX/1215 dated November 21, 2024 for holding of Corporate Briefing Session (CBS) of Nishat Mills Limited ("the Company") on November 27, 2024 at 10:30 a.m. through Zoom, we are pleased to submit herewith Presentation for the said CBS for information of all concerned.

You may please circulate the same to all concerned.

Yours' sincerely,


Khalid Mahmood Chohan
Company Secretary

Nishat Mills Limited

Corporate Briefing Session
November 27, 2024



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2. Strategic / Operational Development
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The Company Profile



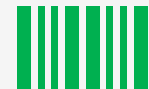
The Group



One of the largest and leading business groups



Nine companies listed on Pakistan Stock Exchange



Assets over Rs. 3.5 trillion



Direct employment of over 52,000 people

The Company



Commenced business as a partnership firm in 1951



Incorporated as a private limited company in 1959



Listed on Karachi Stock Exchange in 1961



Celebrated golden jubilee of listing in 2011



Longest textile value chain



36 Manufacturing units



8 Power plants



Total assets worth Rs. 217 billion

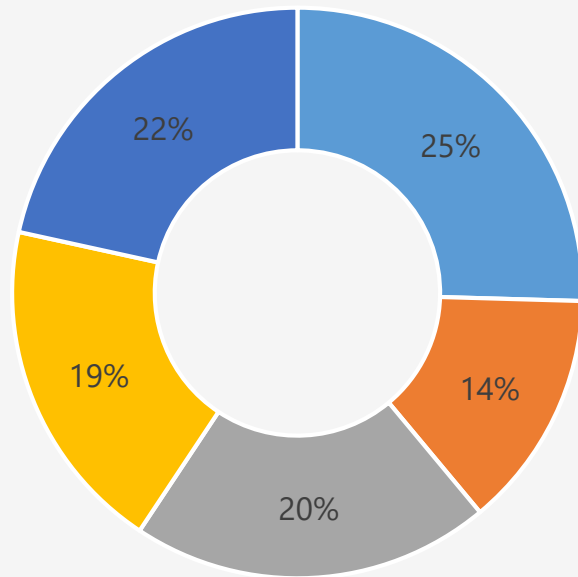


23,170 employees

Market and Products

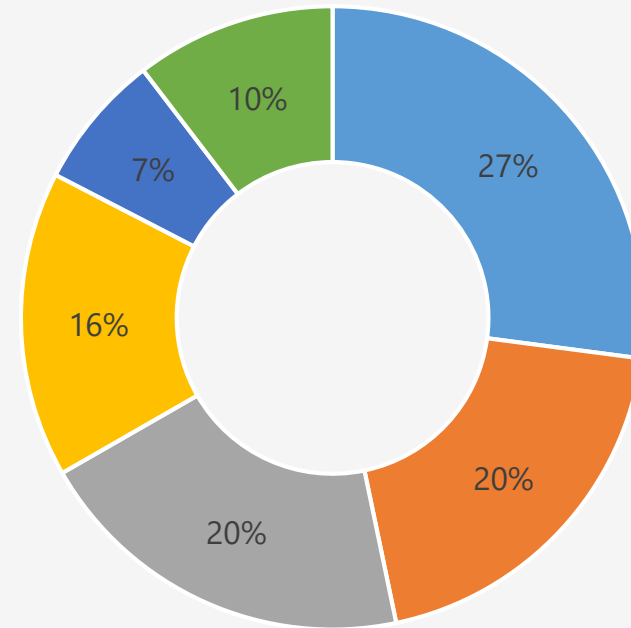


Sales break-up – market wise



- Europe
- America
- Asia, Africa and Australia
- Pakistan
- Pakistan - sale to direct exporters

Sales break-up – product wise



- Yarn
- Greige cloth
- Processed cloth
- Made-ups
- Towels & bath robes
- Garments

Business Divisions



Spinning	Weaving	Dyeing	Denim	Workwear	Home Textile	Terry	Garments	Power
<ul style="list-style-type: none">• 251,808 spindles• 10,320 rotors	<ul style="list-style-type: none">• 931 looms	<ul style="list-style-type: none">• 4 thermosol dyeing machines	<ul style="list-style-type: none">• 1 rope dyeing machine• 98 looms	<ul style="list-style-type: none">• 1 thermosol dyeing machine	<ul style="list-style-type: none">• 2 thermosol dyeing machines• 4 rotary printing machines• 11 digital printing machines• 1,989 stitching machines	<ul style="list-style-type: none">• 76 looms• 10 dyeing machines• 10 finishing machines• 2 slitting and 10 long hemming automatic machines• 214 stitching machines	<ul style="list-style-type: none">• 2,968 stitching machines	<ul style="list-style-type: none">• 161 MW capacity

Strategic / Operational Development



Strategic / operational developments



Enhancement of equity investment in Nishat Sutas Dairy Limited, an associated company.

Commissioning of Denim and Workwear units

Establishment of a wholly owned subsidiary in Turkey

Establishment of a Liaison office in Bangladesh

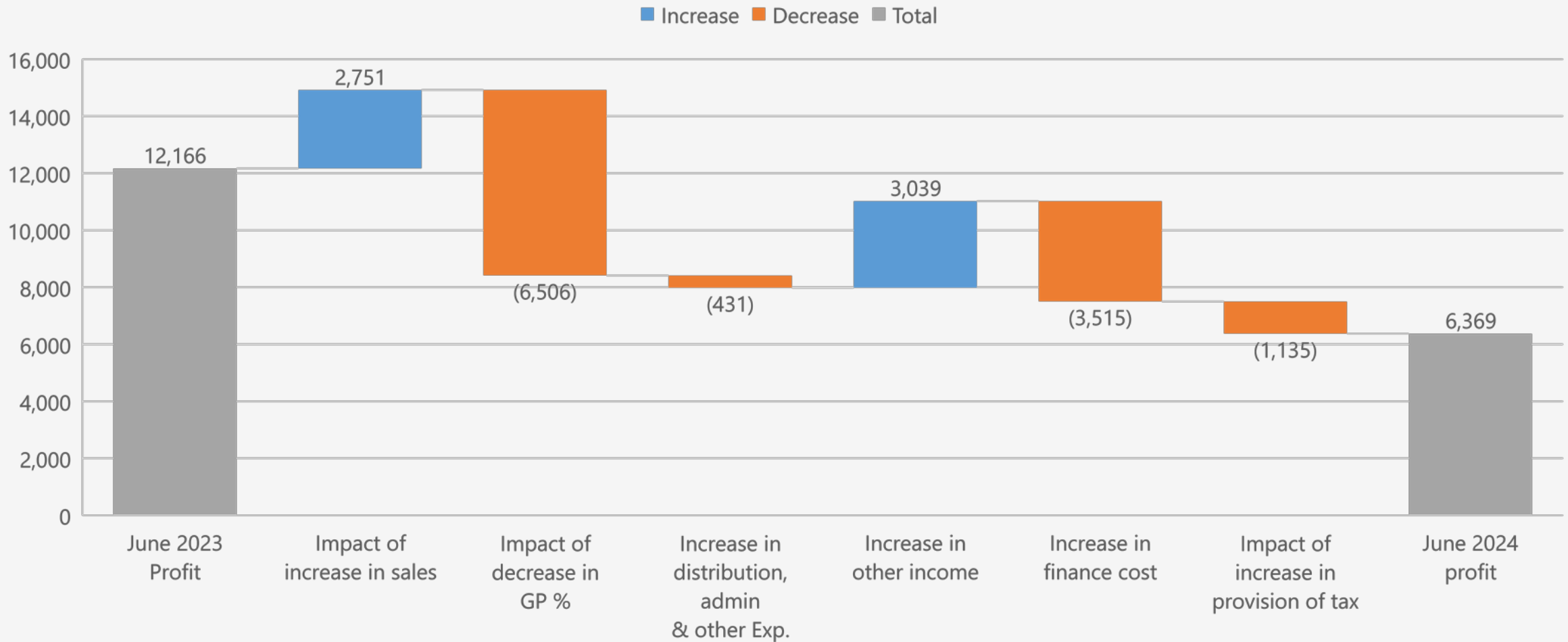
Sales of Nishat Hospitality (Private) Limited to Nishat Hotels and Properties Limited

Scheme of arrangement and compromises amongst Nishat (Chunian) Limited, Nishat Chunian Power Limited and their two shareholders namely Mr. Shahzad Saleem and Nishat Mills Limited

Financial Results 2024



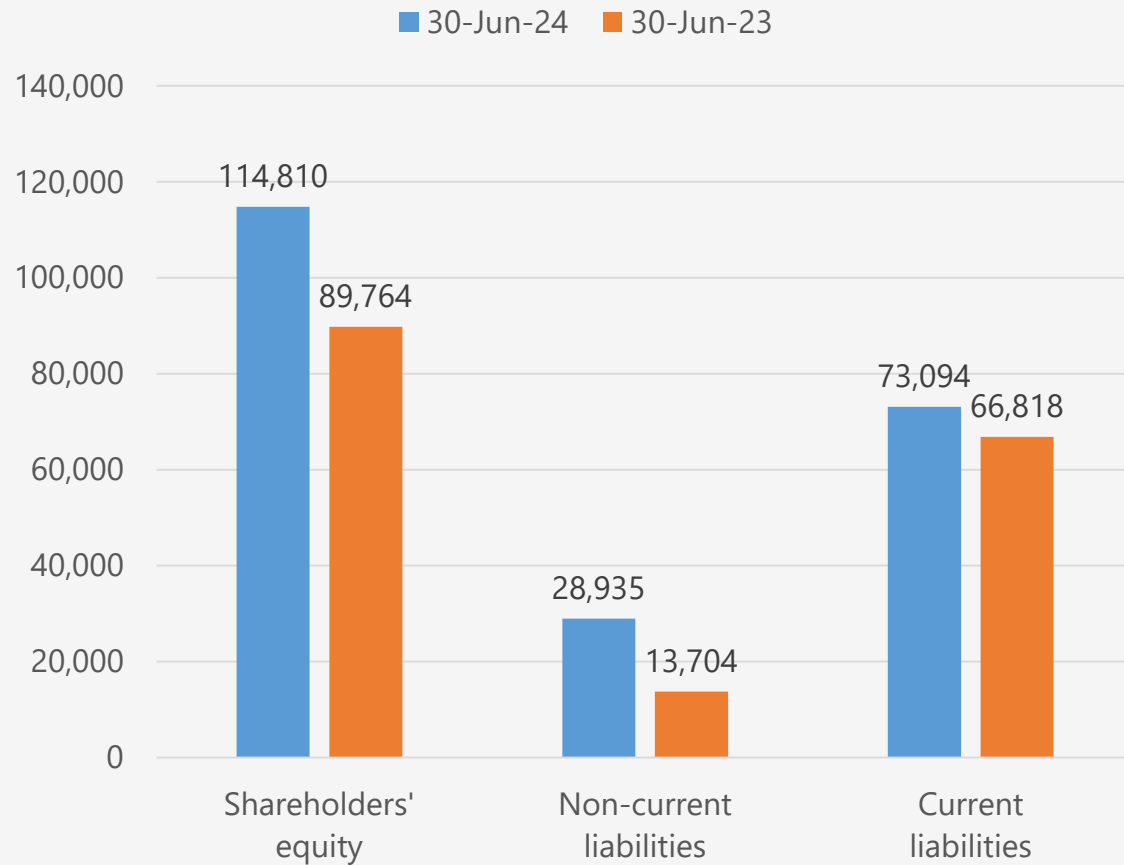
Profit after tax analysis



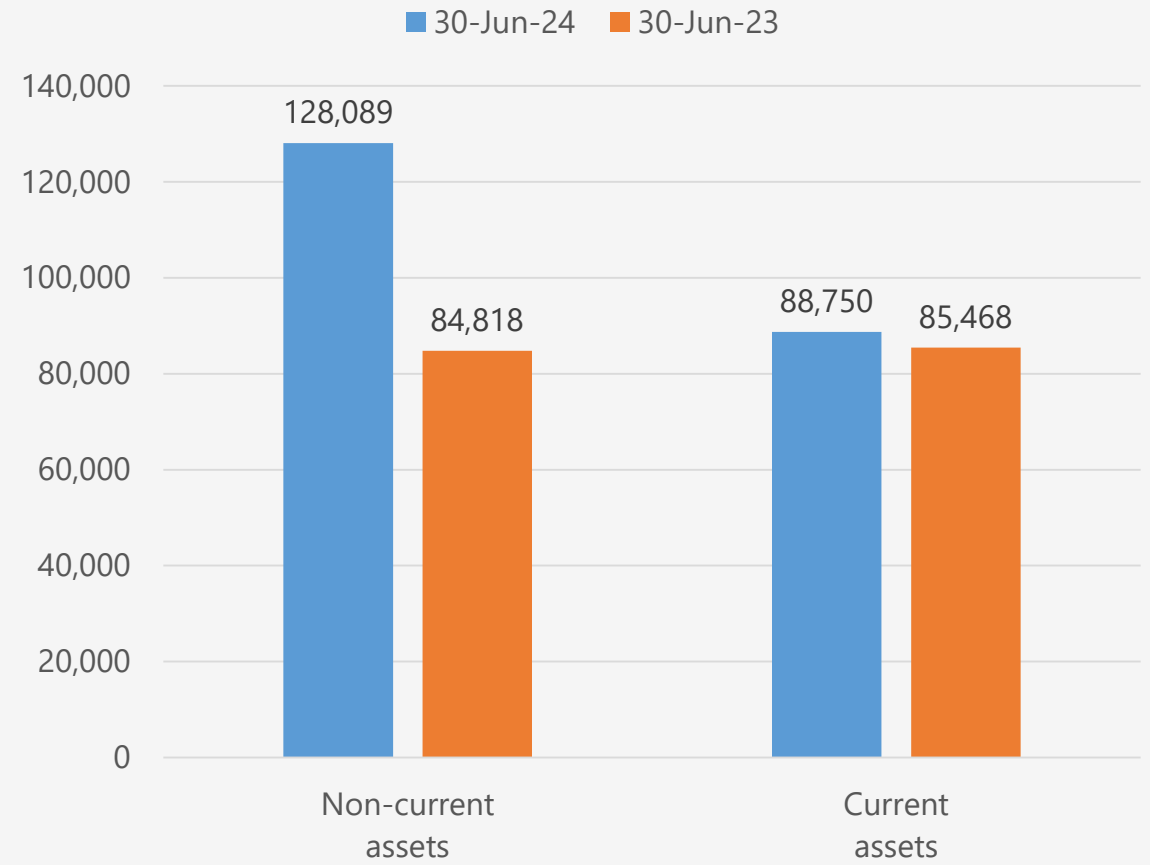
Financial position analysis



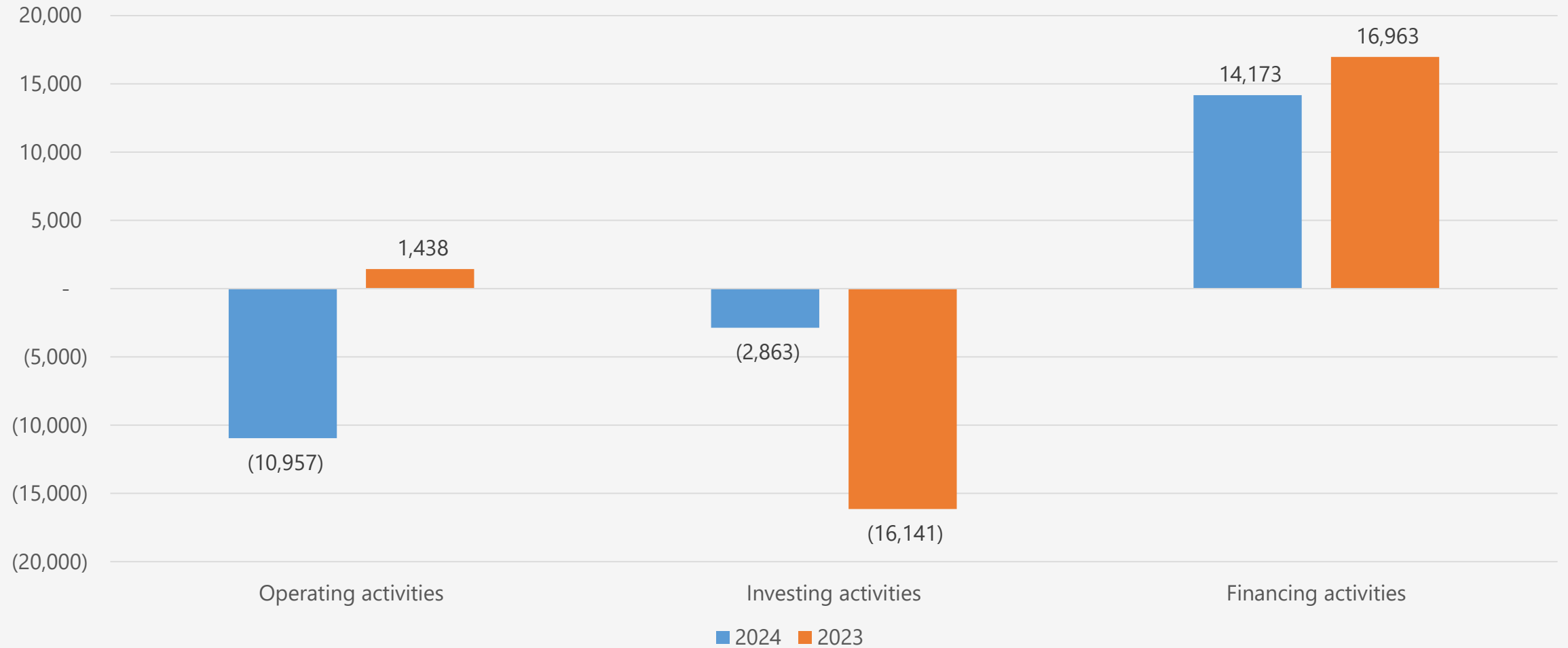
Equity and liabilities (Rupees in million)



Assets (Rupees in million)



Cash flows analysis



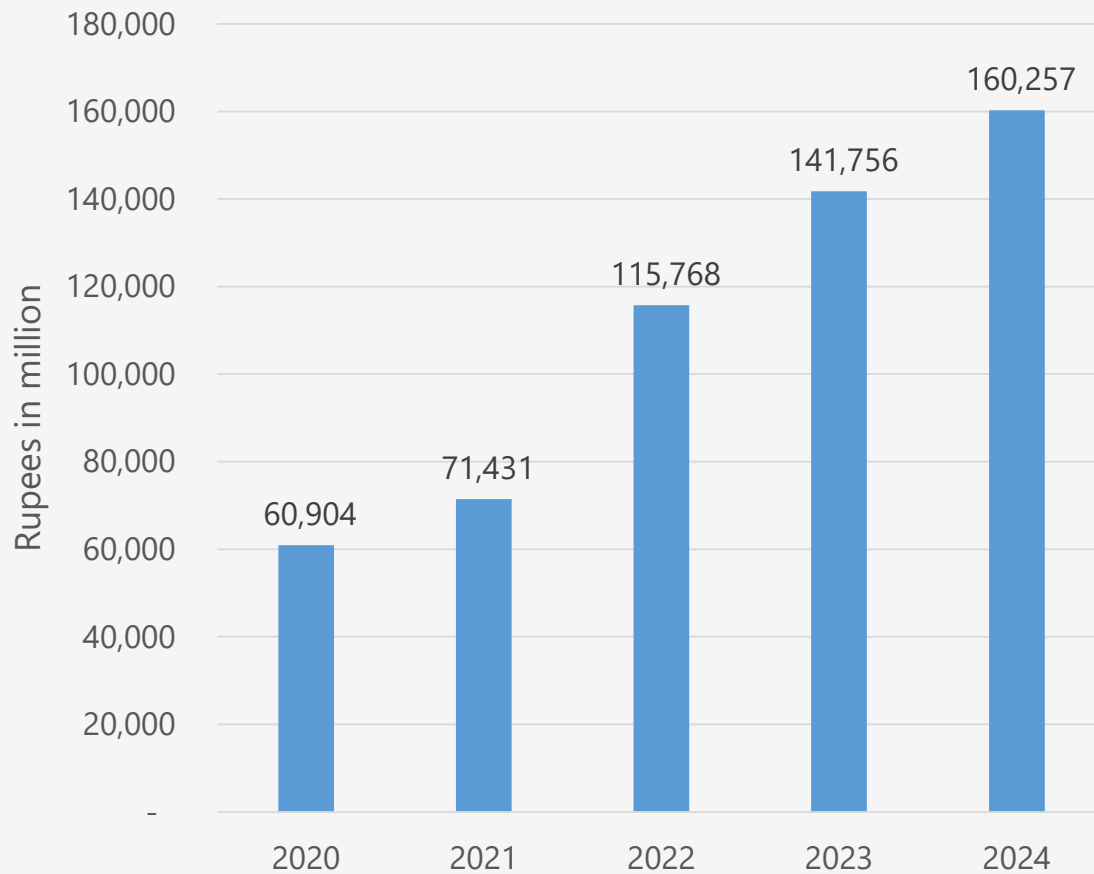
Financial Highlights



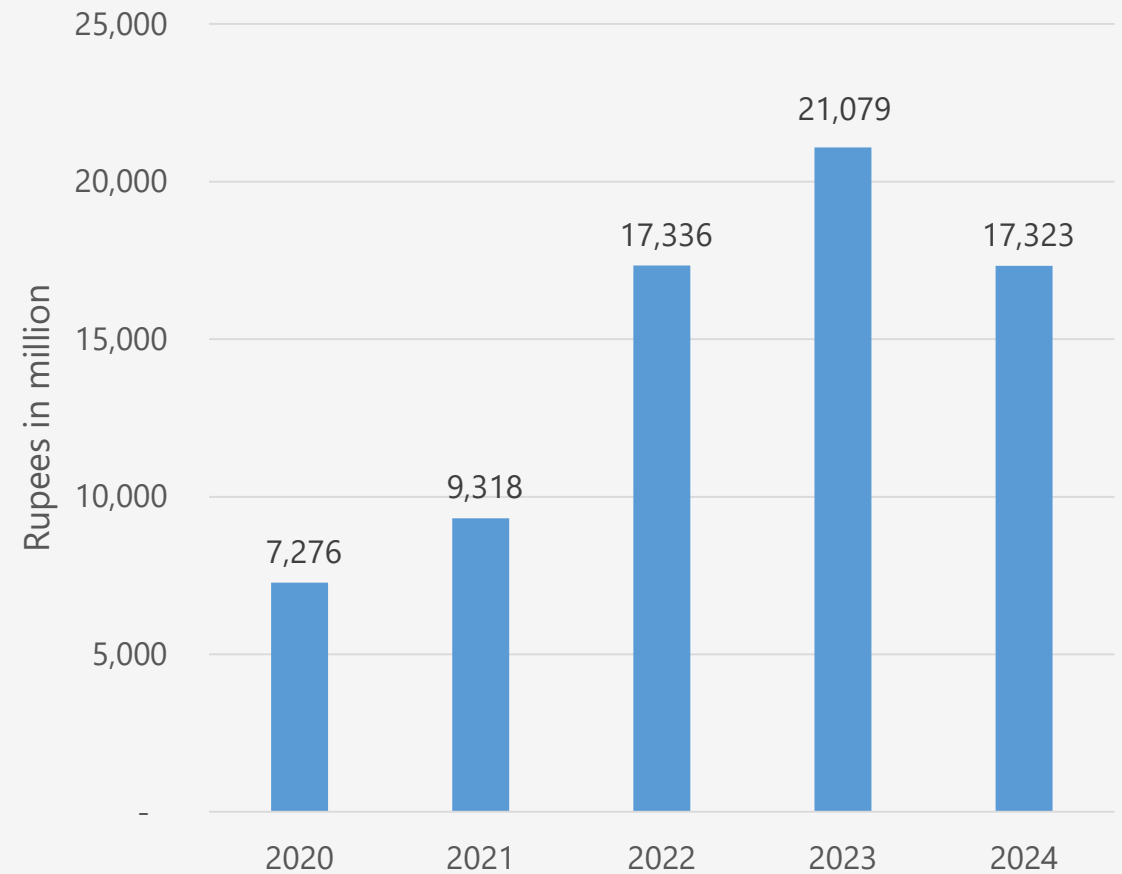
Financial Highlights



Revenue



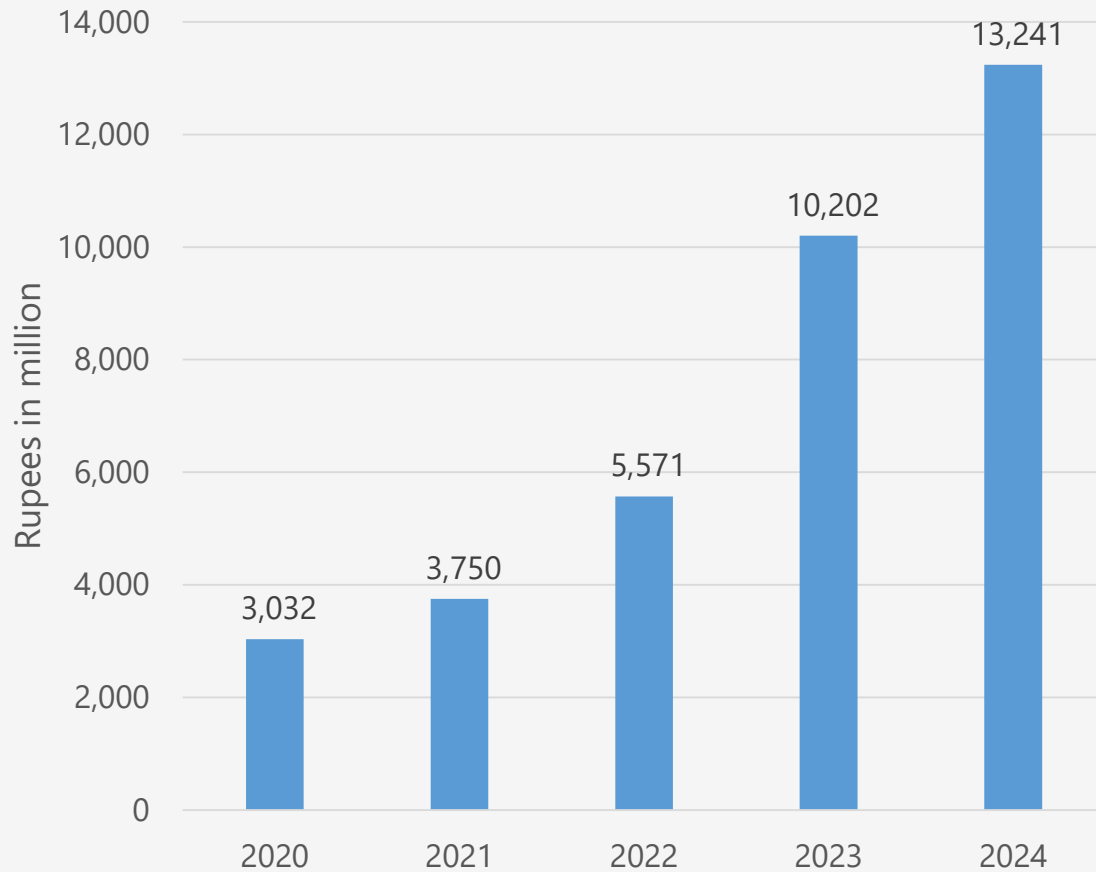
Gross profit



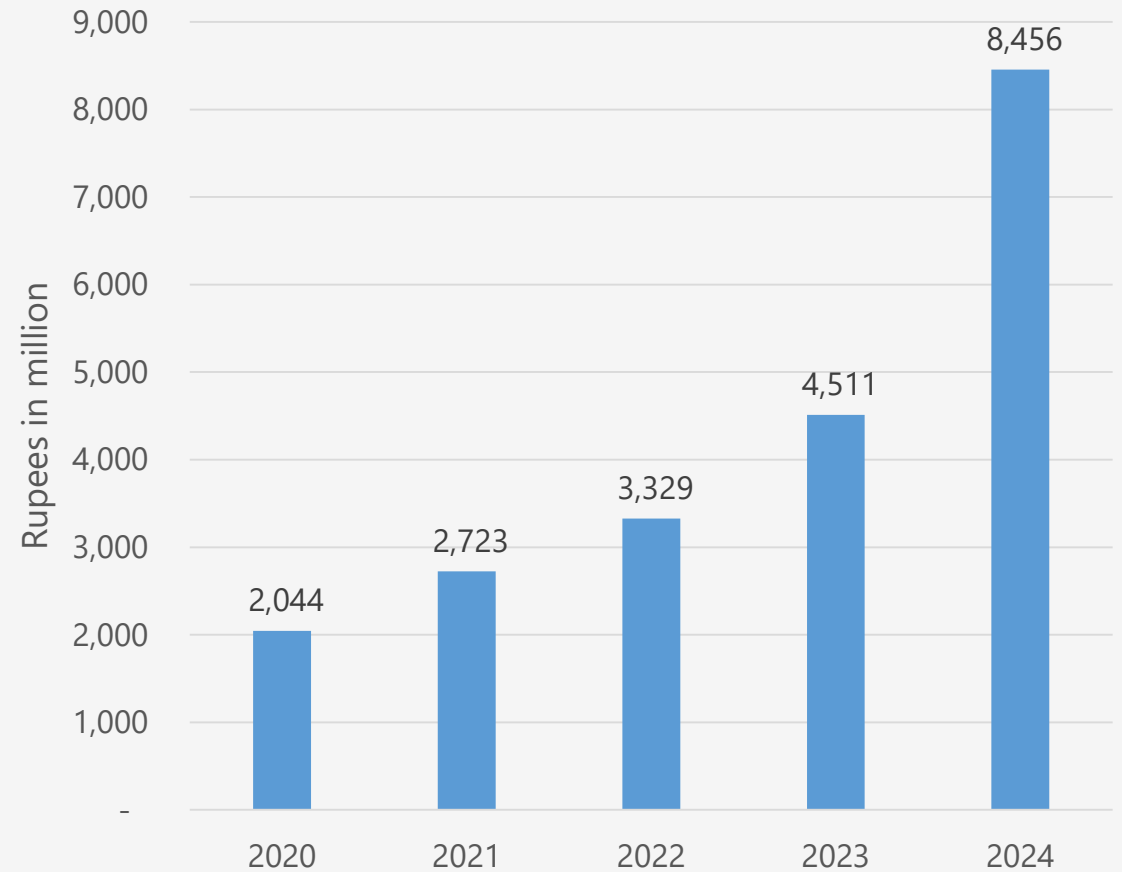
Financial Highlights



Other Income



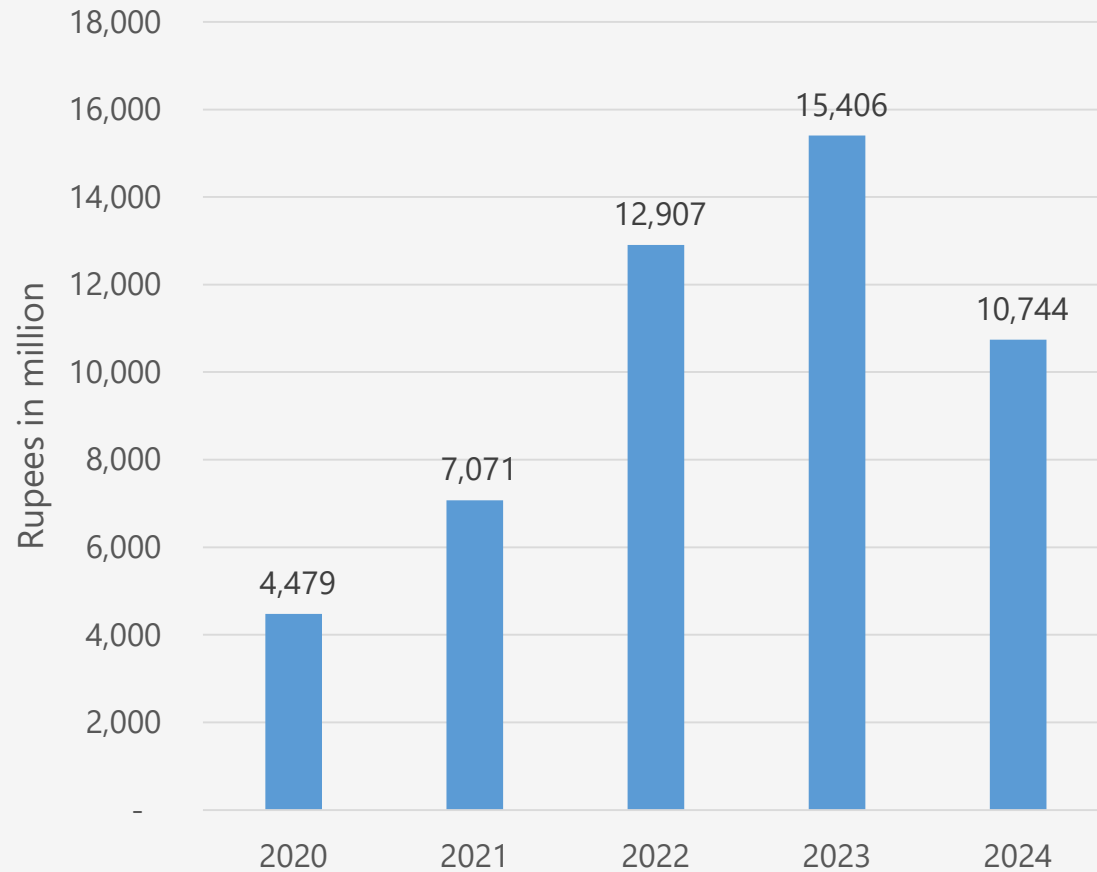
Dividend income



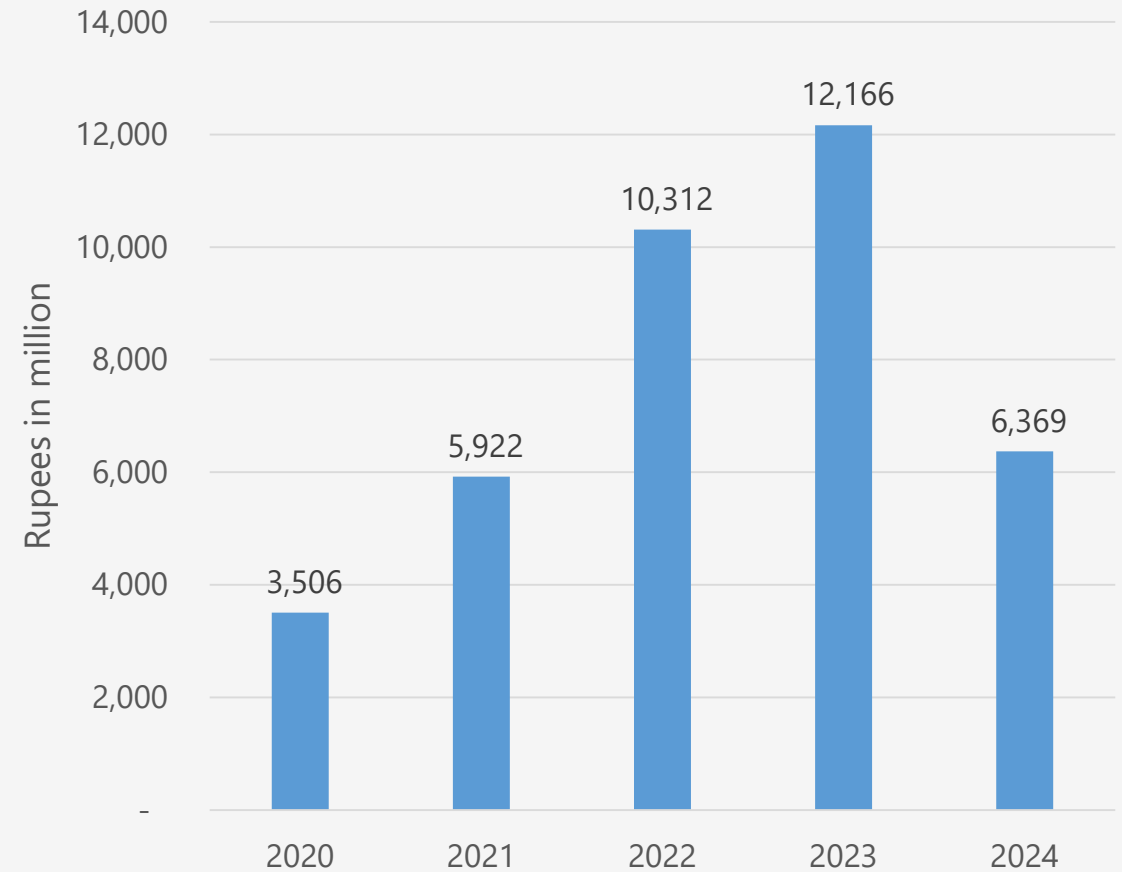
Financial Highlights



Profit before tax and levy



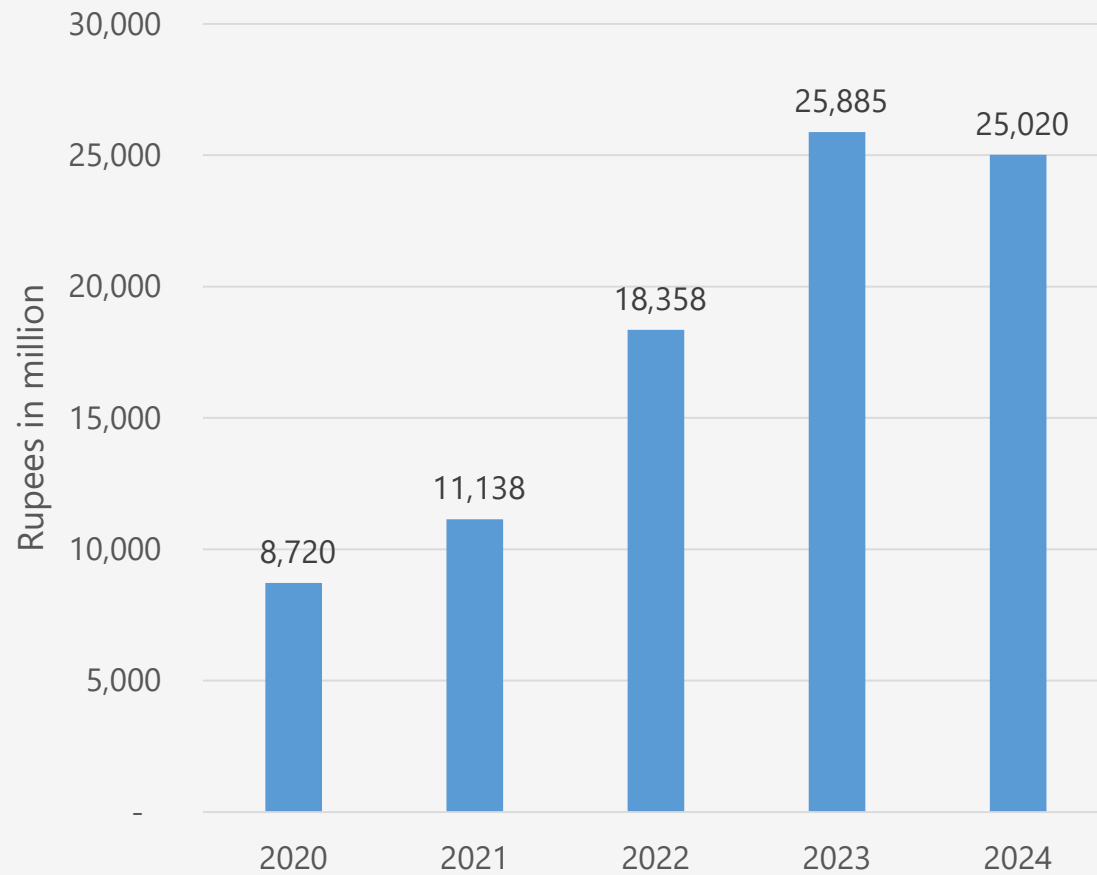
Profit after tax



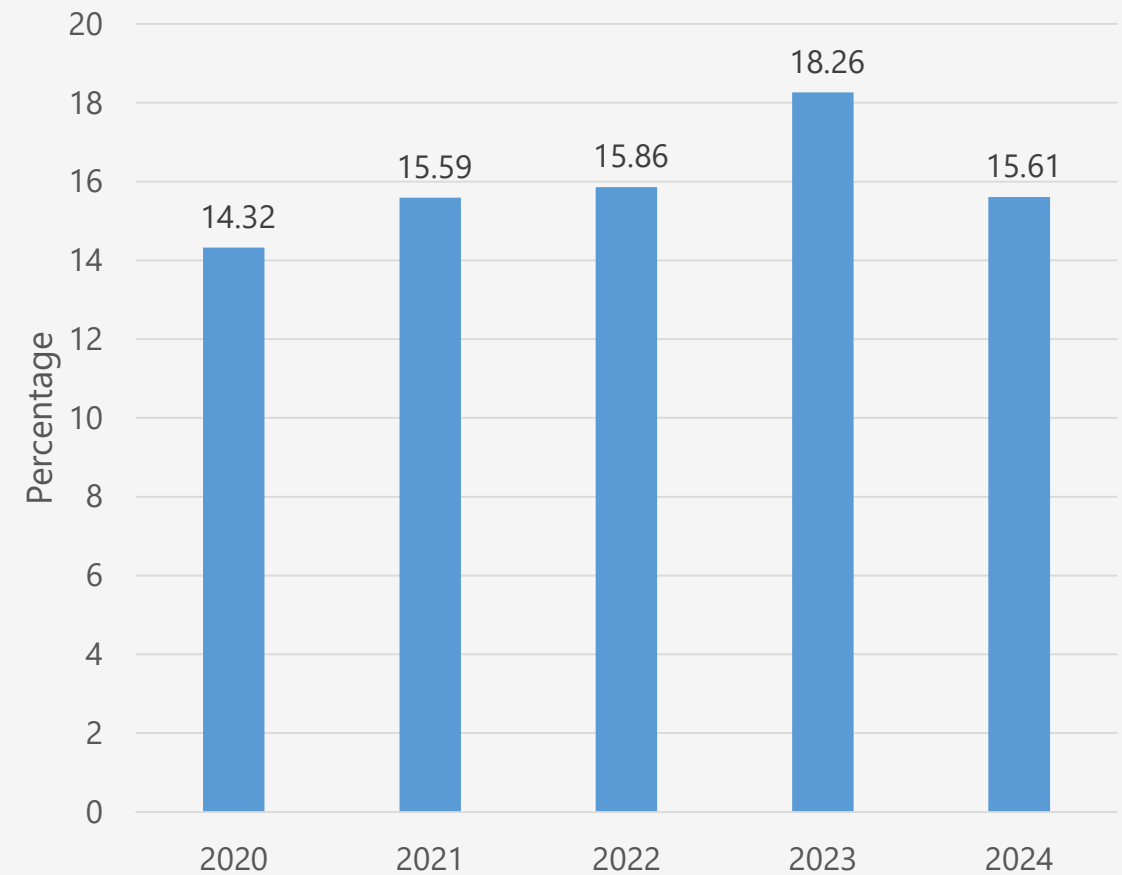
Financial Highlights



EBITDA



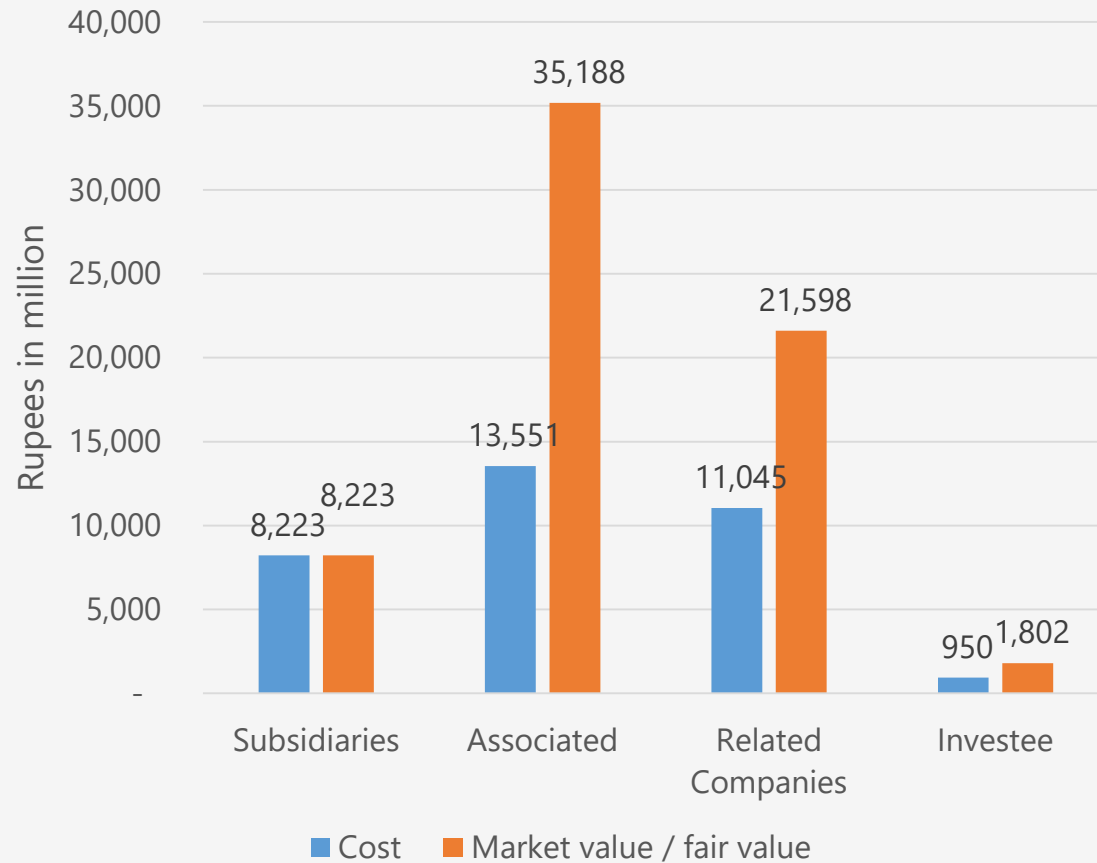
EBITDA to sales



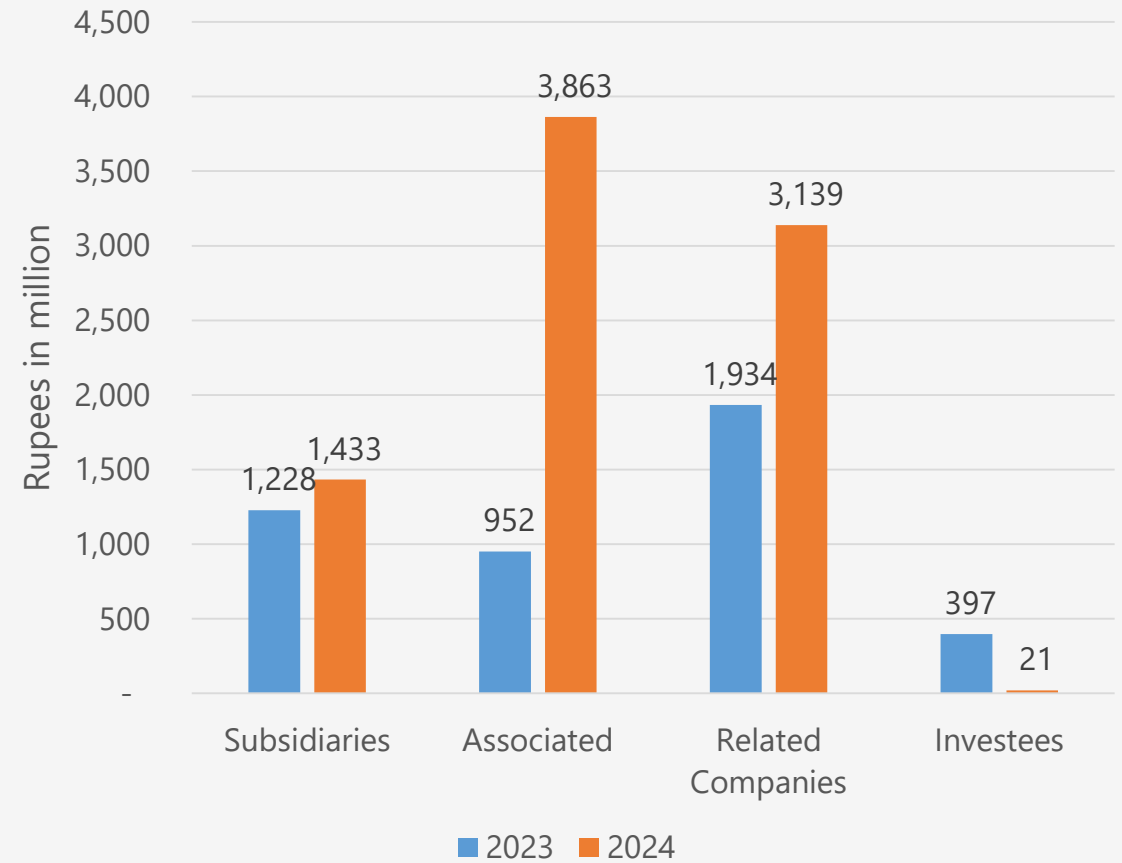
Financial Highlights



Investment portfolio



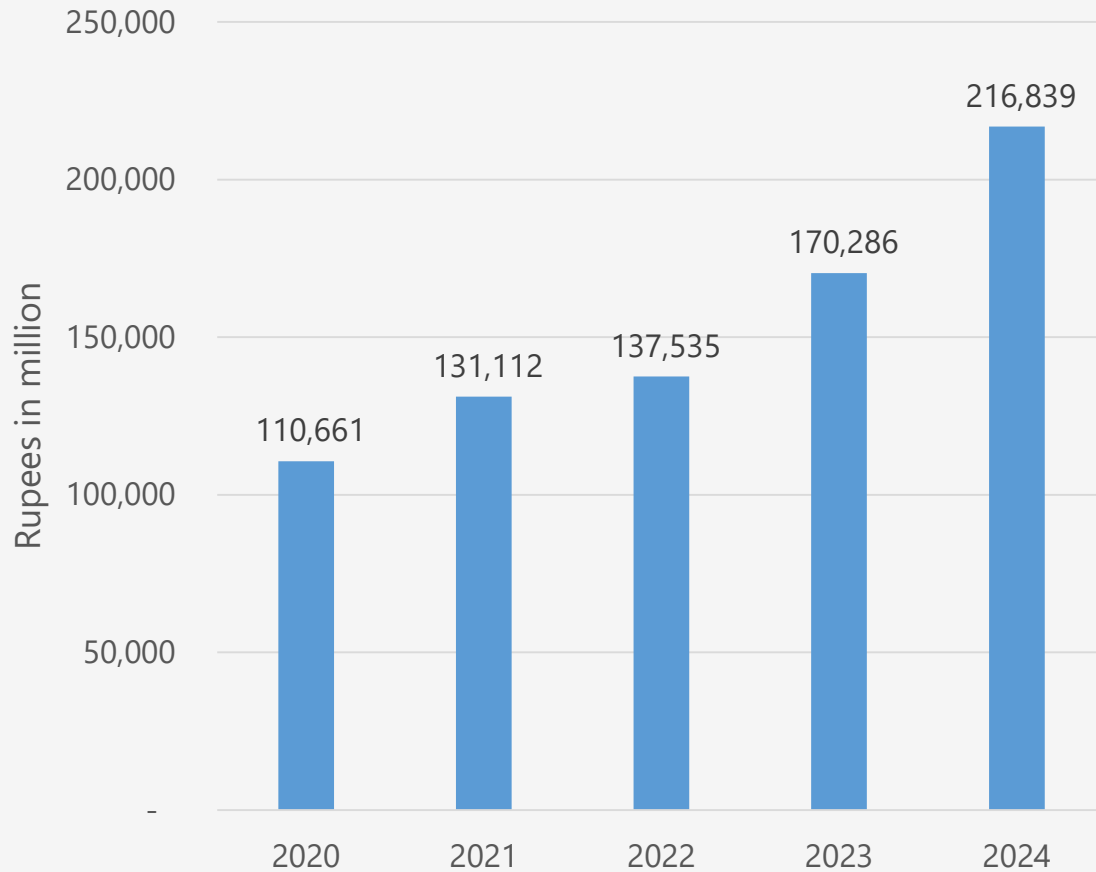
Dividend income



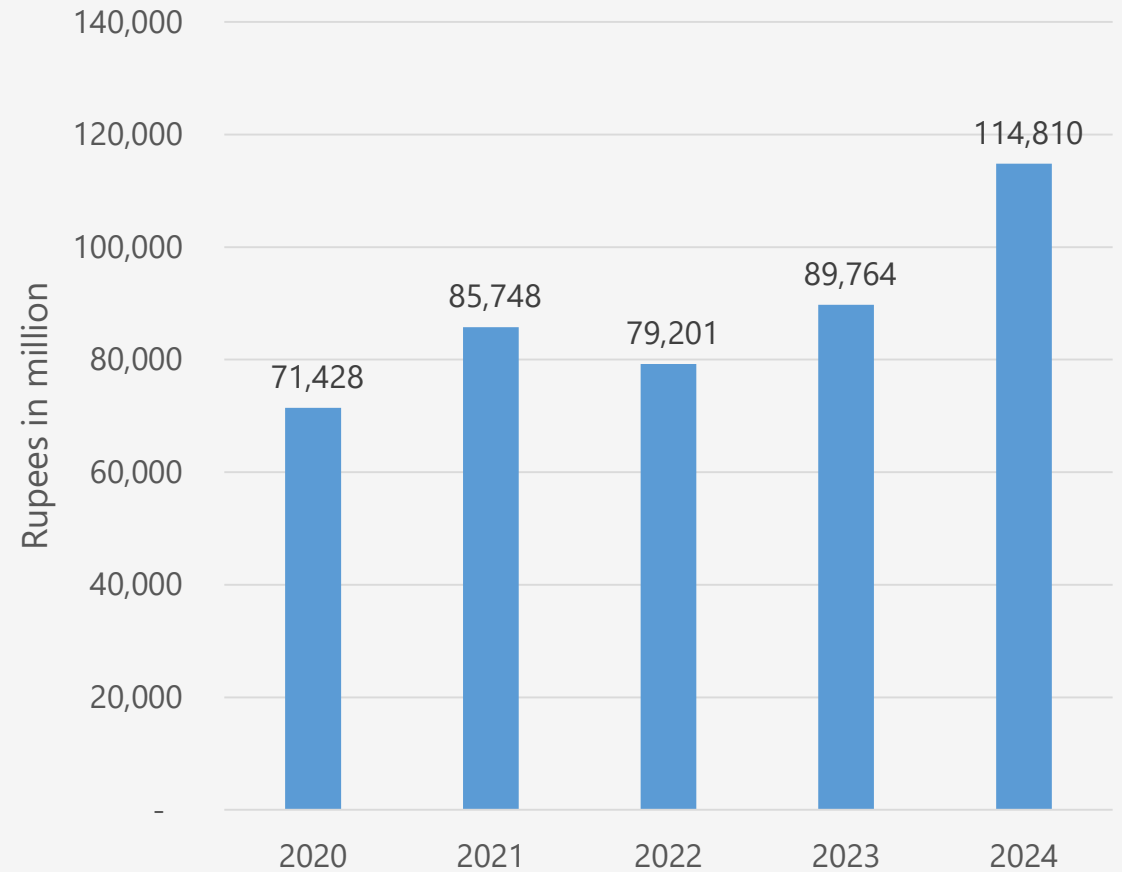
Financial Highlights



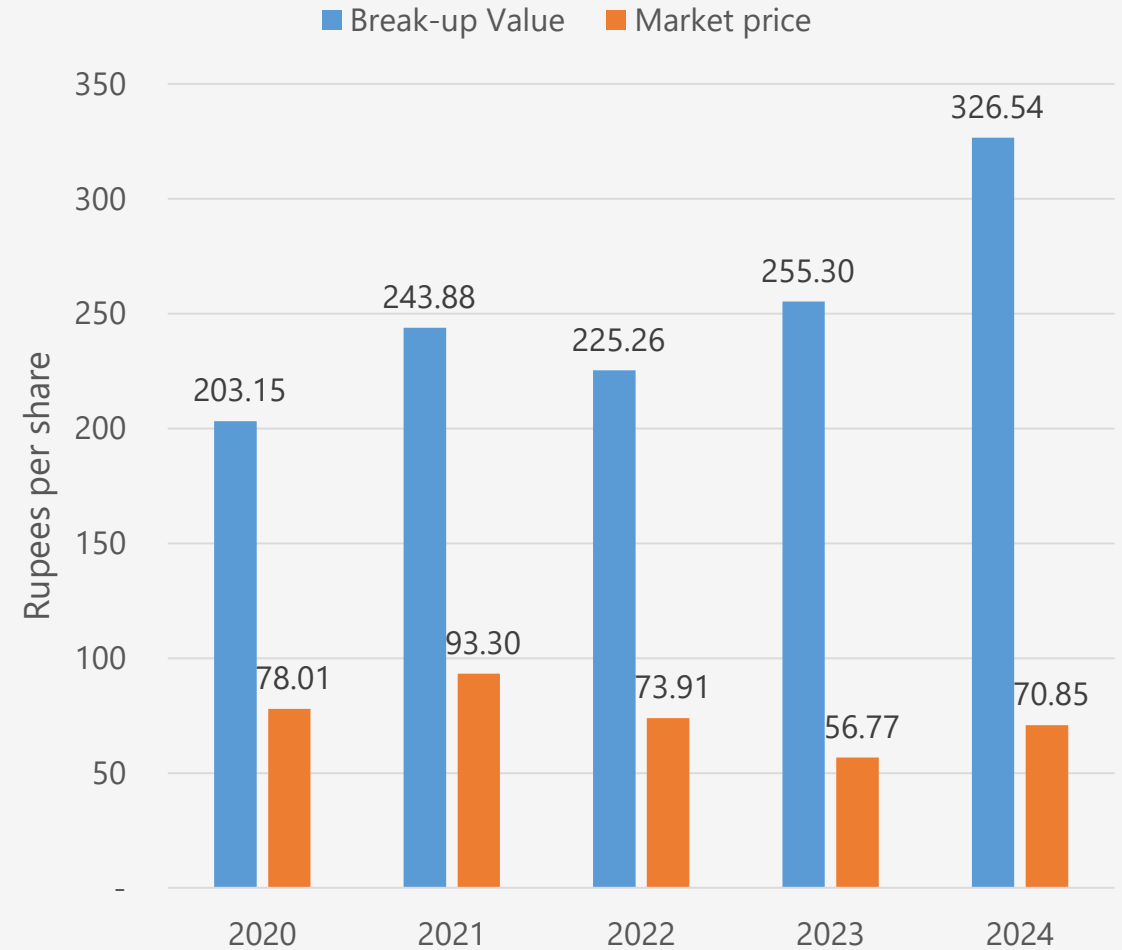
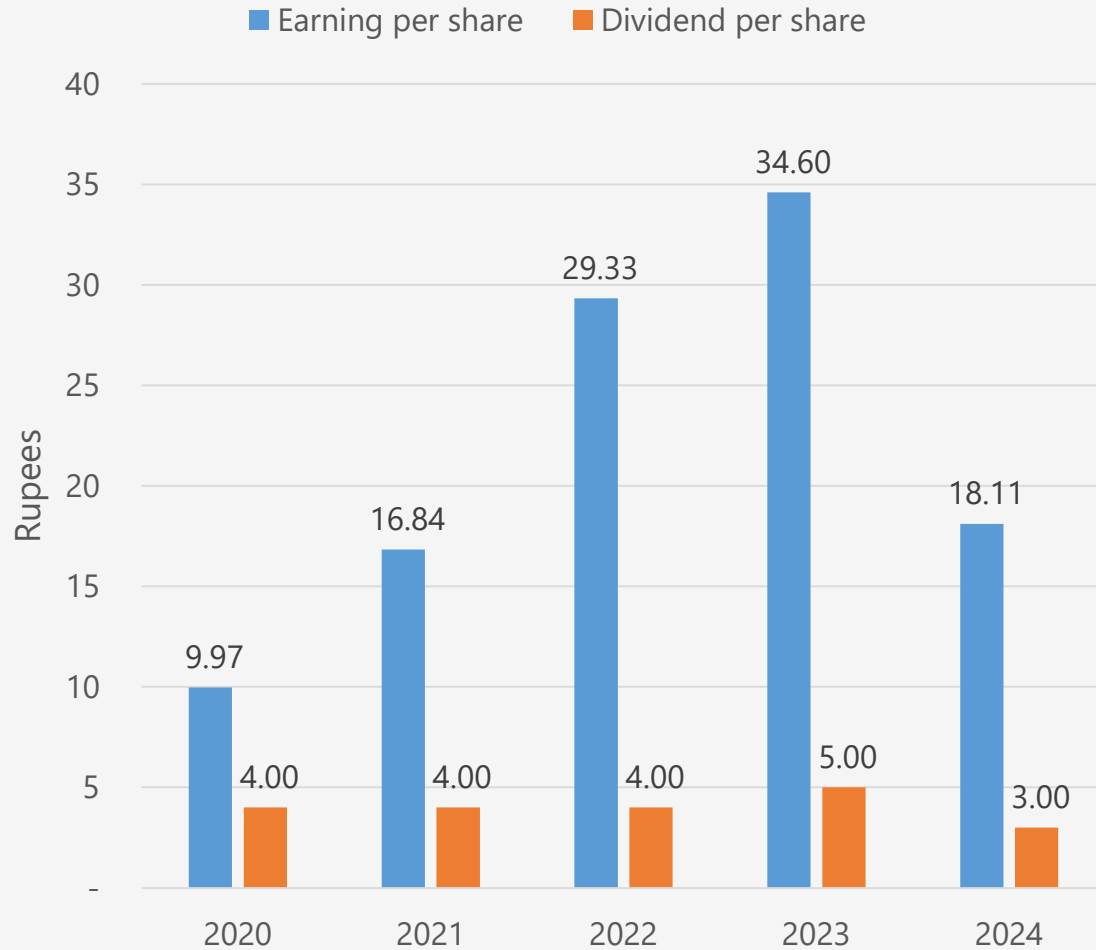
Total assets



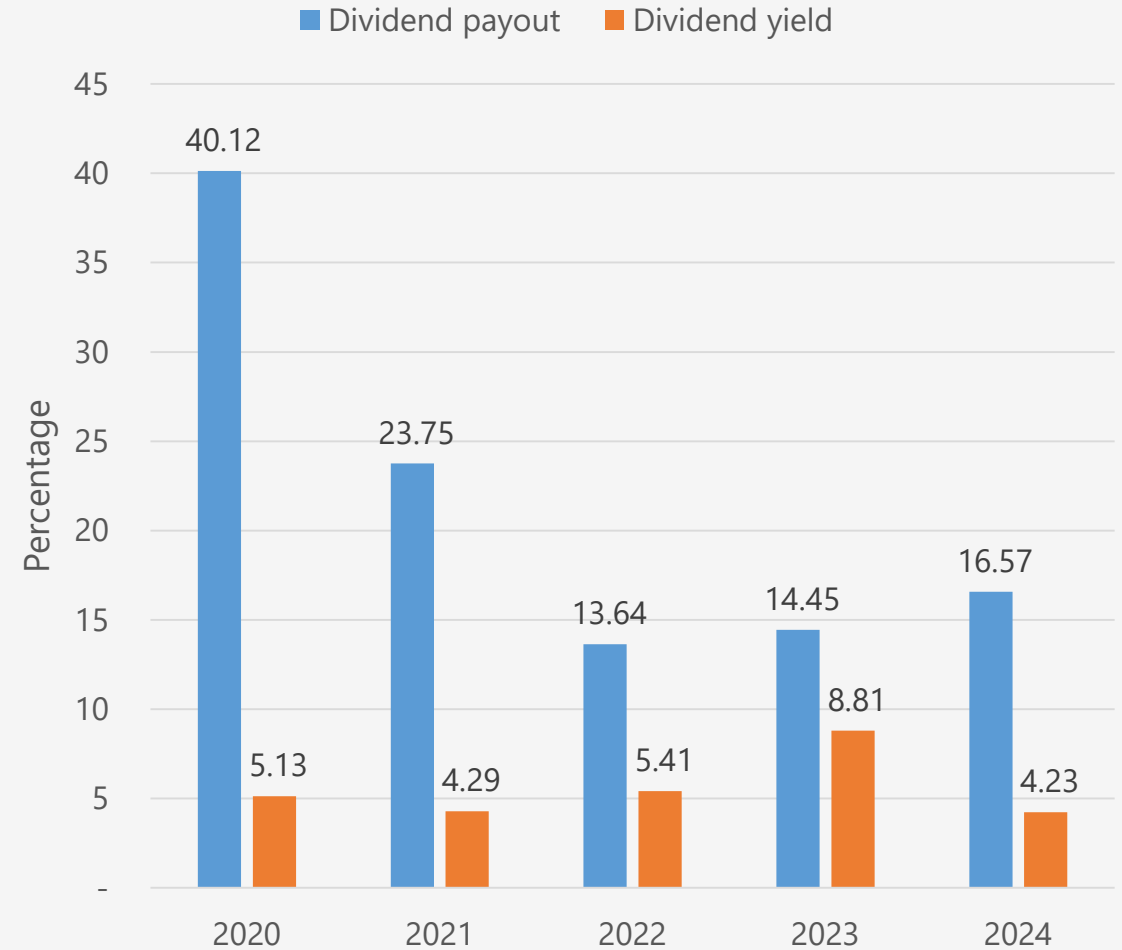
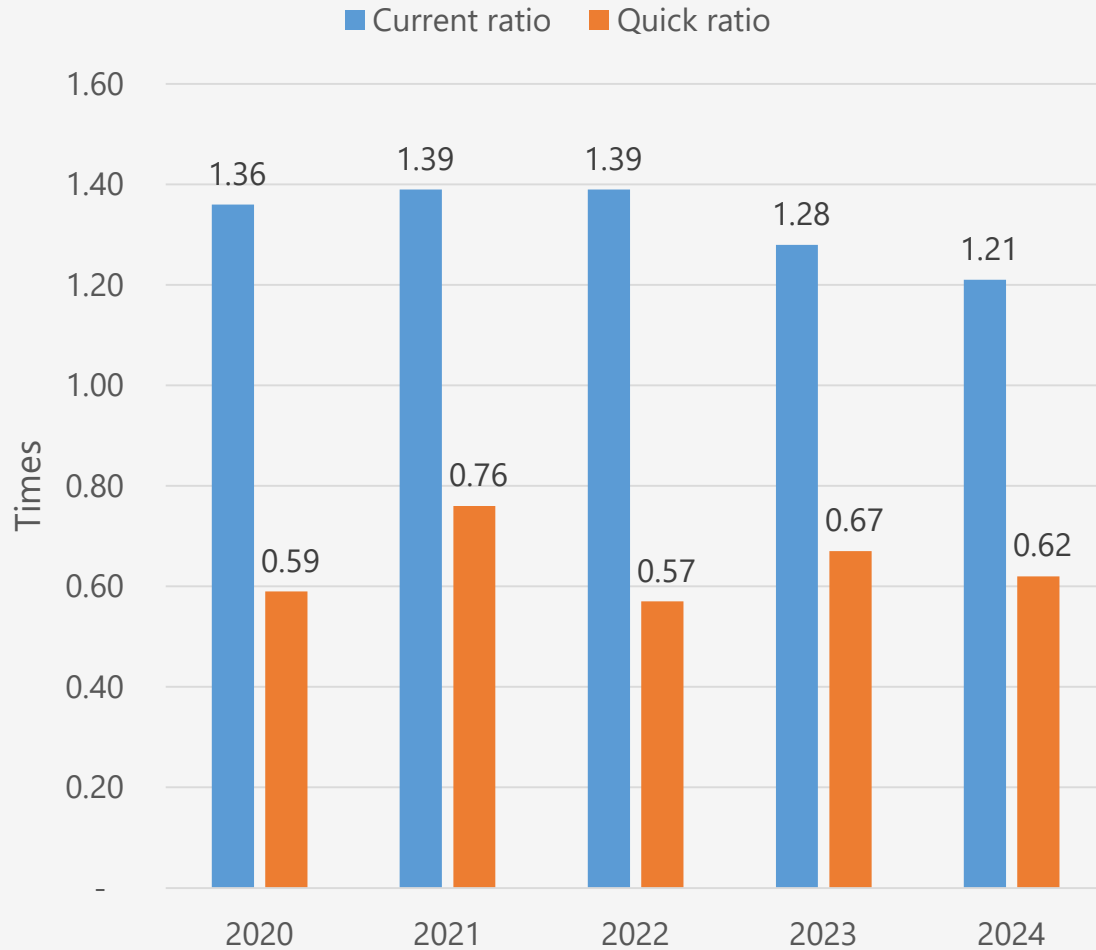
Shareholders' equity



Financial Highlights



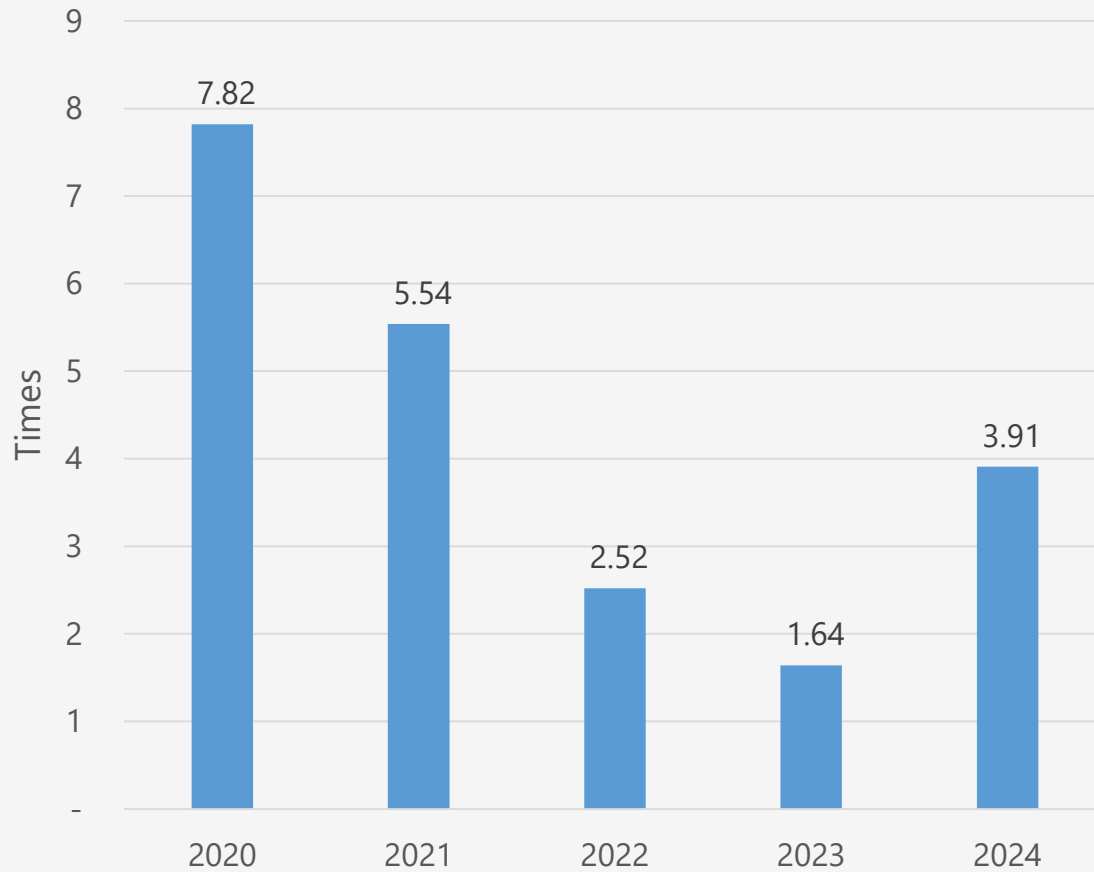
Financial Highlights



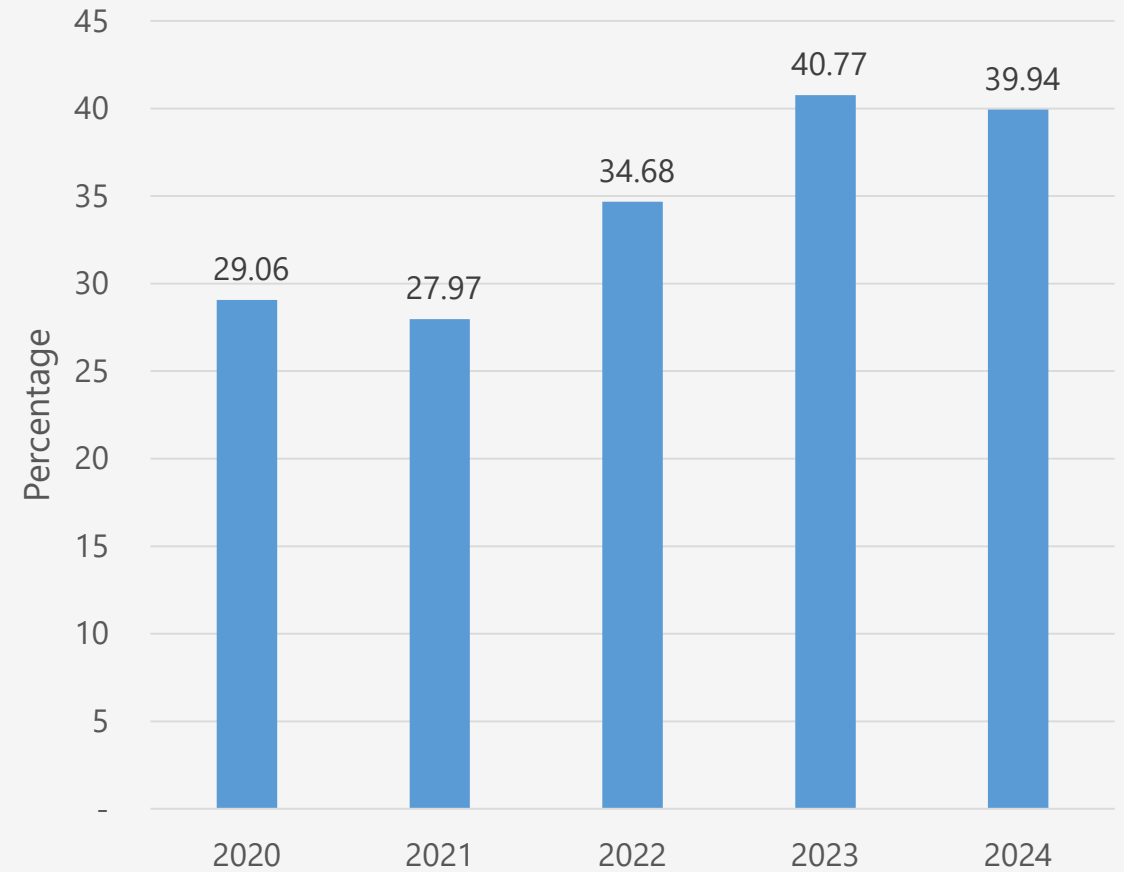
Financial Highlights



Price earning ratio



Gearing ratio



Future Outlook



Soft textile demand in export market

High input cost

Costly bank financing

High incidence of taxation

NML's strategy to enhance sale of value added products

Questions and Answers

