

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ



# SAFEMIX CONCRETE LIMITED

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CORPORATE BRIEFING SESSION 2025

## ***STATUS & NATURE OF THE 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. On 16 March 2010 the Company was listed on Karachi Stock Exchange. The principal activity of the Company is production and supply of ready-mix concrete.

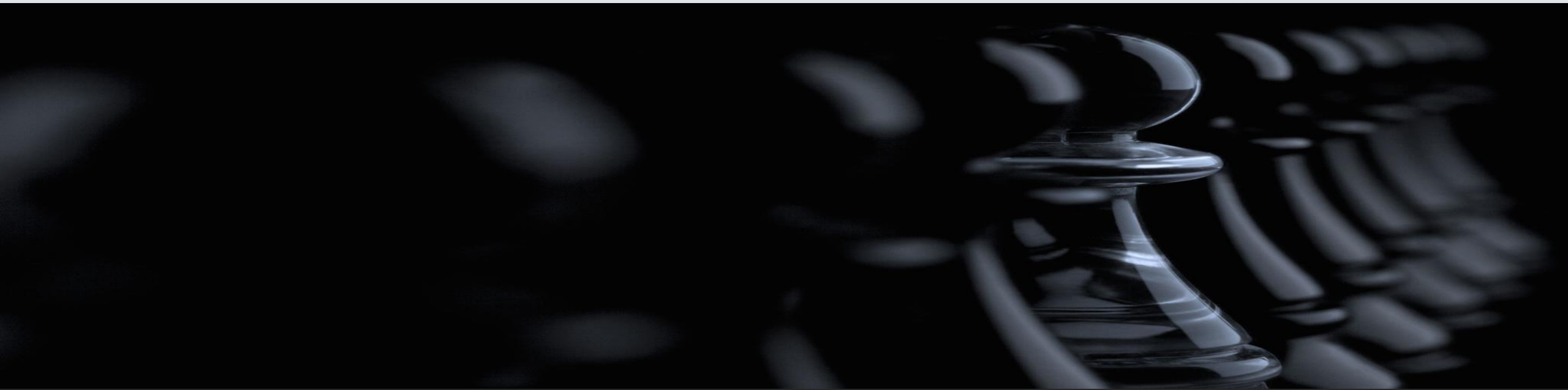
## **LOCATION**

THE MANUFACTURING FACILITY OF THE COMPANY IS SITUATED AT THE FOLLOWING ADDRESS:  
PLOT#1, GLOBAL INDUSTRY, NUSRAT BHUTTO COLONY, NORTH NAZIMABAD, KARACHI,  
PAKISTAN

# VISION

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Our Vision is to be Pakistan's Largest ready mix concrete supply 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

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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.



# Strategic & Operational Developments

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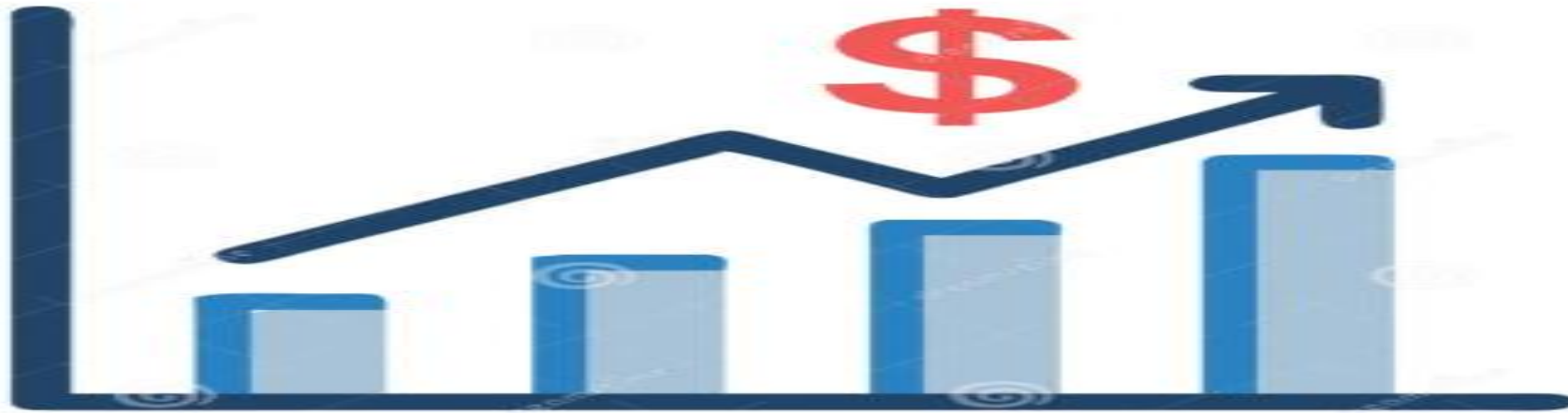
- Increased capacity for supply of ready mix by investing in purchase of Transit Mixers
- Research & development on improvisation of Mix design to achieve the required quality standards
- Steps to optimize power consumption with the help of solar installations



# Key Revenue Drivers

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- Infrastructure development
- Residential and commercial construction
- Specialized and high-performance concrete



Actual for the year ended 2024 - 2025				
Description	2024-25	2023-24	Variance	Variance %
	Amounts in PKR			
Revenue – Net	1,652,008,725	1,262,480,359	389,528,366	31%
Cost Of Sales	(1,395,658,868)	(1,002,413,228)	(393,245,640)	39%
Gross Profit	256,349,857	260,067,131	(3,717,274)	-1%
GP Ratio	16%	21%		
Administrative Expenses	(57,665,328)	(45,363,593)	(12,301,735)	27%
Selling and Distribution Expenses	(9,311,897)	(6,164,853)	(3,147,044)	51%
	(66,977,225)	(51,528,446)	(15,448,779)	30%
Operating Profit	189,372,632	208,538,685	(19,166,053)	-9%
Operating Profit Ratio	11%	17%		
Other Expenses	(6,484,478)	(10,672,150)	4,187,672	-39%
Other Income	6,423,943	8,724,897	(2,300,954)	-26%
Finance Cost	(37,315,642)	(52,225,884)	14,910,242	-29%
Profit before Levies & Taxation	151,996,455	154,365,548	(2,369,093)	-2%
Levies	(10,920,101)	(11,191,621)	271,520	-2%
Profit before taxation	141,076,354	143,173,927	(2,097,573)	-1%
Taxation	(38,362,713)	(29,030,094)	(9,332,619)	32%
Profit after Taxation	102,713,641	114,143,833	(11,430,192)	-10%
Net Profit Ratio	6%	9%		
EPS	4.11	4.57		

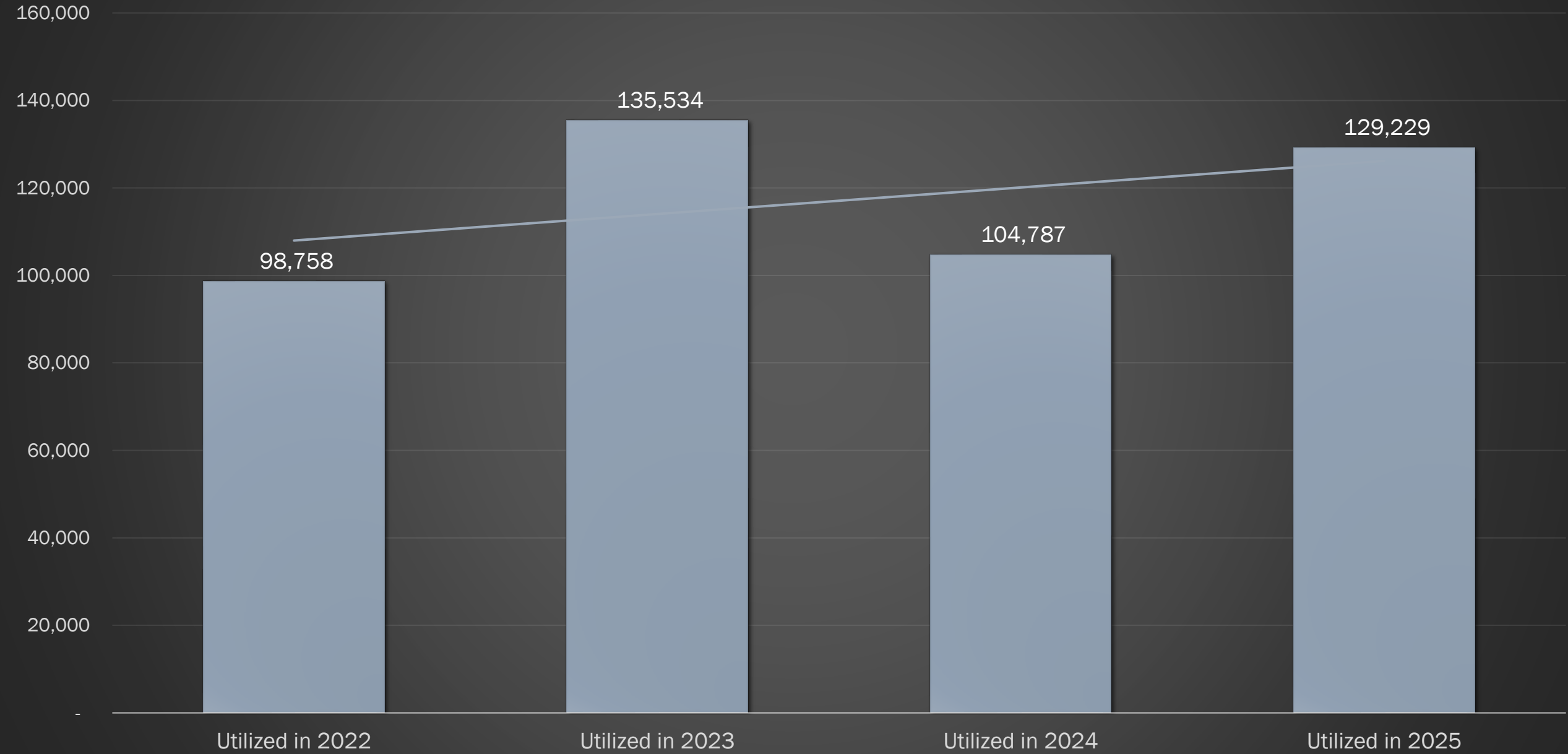


Actual Jul-Sep 2024 - 2025				
Description	2025-26	2024-25	Variance	Variance %
	Amounts in PKR			
Revenue - Net	596,292,451	307,894,740	288,397,711	93.67%
Cost Of Sales	(496,962,784)	(250,891,174)	246,071,610	98.08%
Gross profit	99,329,667	57,003,566	42,326,101	74.25%
GP Ratio	17%	19%		
Administrative expenses	(18,524,719)	(12,405,816)	6,118,903	49.32%
Selling and distribution expenses	(4,954,530)	(178,246)	4,776,284	2679.60%
Operating profit	75,850,418	44,419,504	31,430,914	70.76%
Operating Profit Ratio	13%	14%		
Other expenses	(4,740,825)	(7,812,009)	(3,071,184)	-39.31%
Other income	1,113,483	6,455,120	(5,341,637)	-82.75%
Finance costs	(8,316,296)	(11,437,640)	(3,121,344)	-27.29%
Profit before levies & taxation	63,906,781	31,624,975	32,281,806	102.08%
Levies	(4,473,475)	(1,581,249)	(2,892,226)	182.91%
Profit before taxation	59,433,306	30,043,726	29,389,580	97.82%
Taxation	(12,797,526)	(8,254,119)	4,543,407	55.04%
Profit after taxation	46,635,780	21,789,607	24,846,173	114.03%
Net Profit Ratio	8%	7%		
EPS	1.87	0.87		

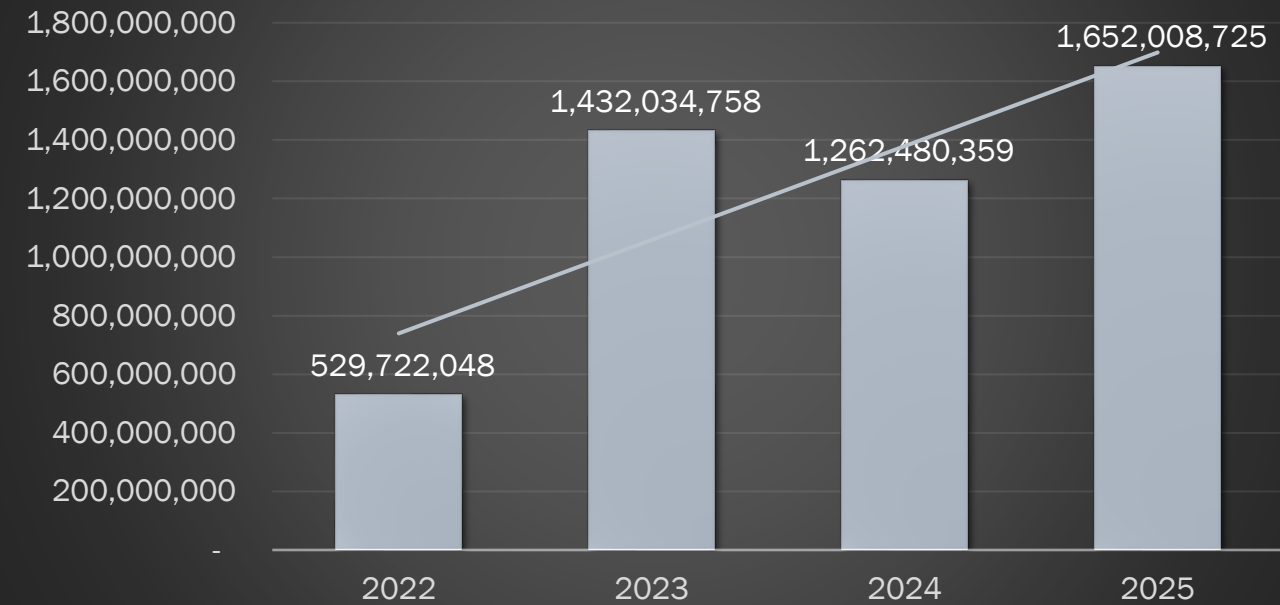
# Ratios 2022 - 2025

Particulars	Year Ended June 30,2022	Year Ended June 30,2023	Year Ended June 30,2024	Year Ended June 30,2025
Profitability Ratios:				
Gross Profit to sales	21%	22%	21%	16%
Net profit after tax to sales	9%	9%	9%	6%
Return on equity	18%	50%	42%	39%
Liquidity Ratios:				
Current Ratio	0.81	1.09	1.43	1.38
Quick Ratio	0.74	0.98	1.29	1.29
Working Capital Ratios:				
Inventory turnover	9.04	28.79	20.12	27.06
Debtors' turnover	3.31	5.57	3.73	4.54
Creditors turnover	2.32	10.26	6.63	7.51
Solvency Ratios:				
Leverage Ratio (D/E)	2.08	1.72	1.11	1.24
Interest Cover	4.95	6.06	3.81	4.78

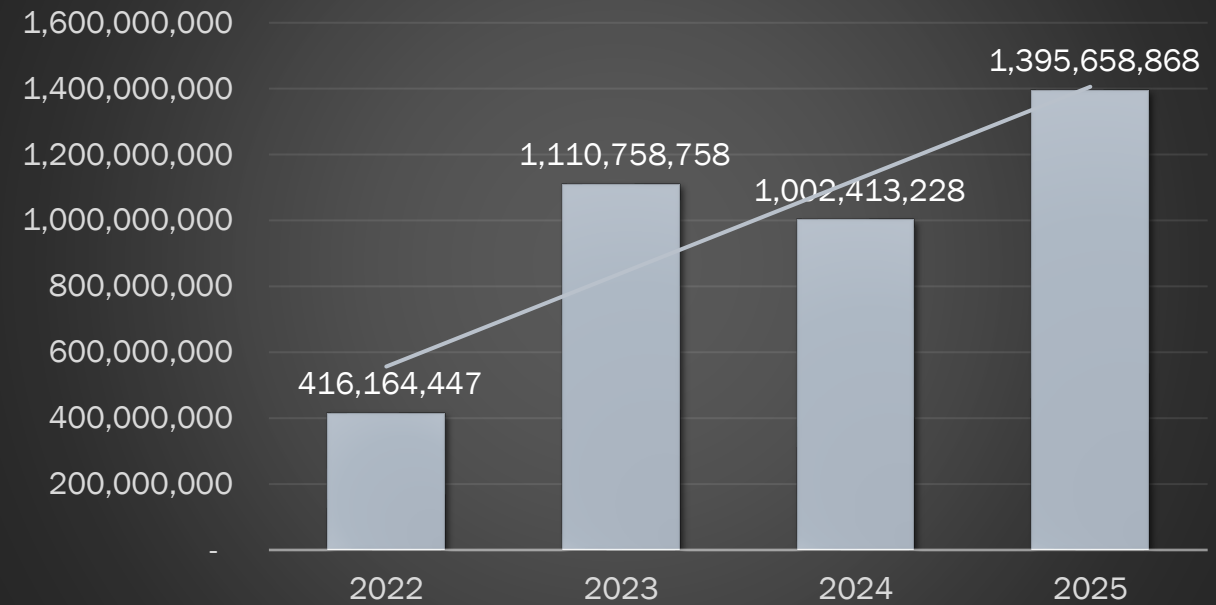
# Plant Production (Cubic Meters)



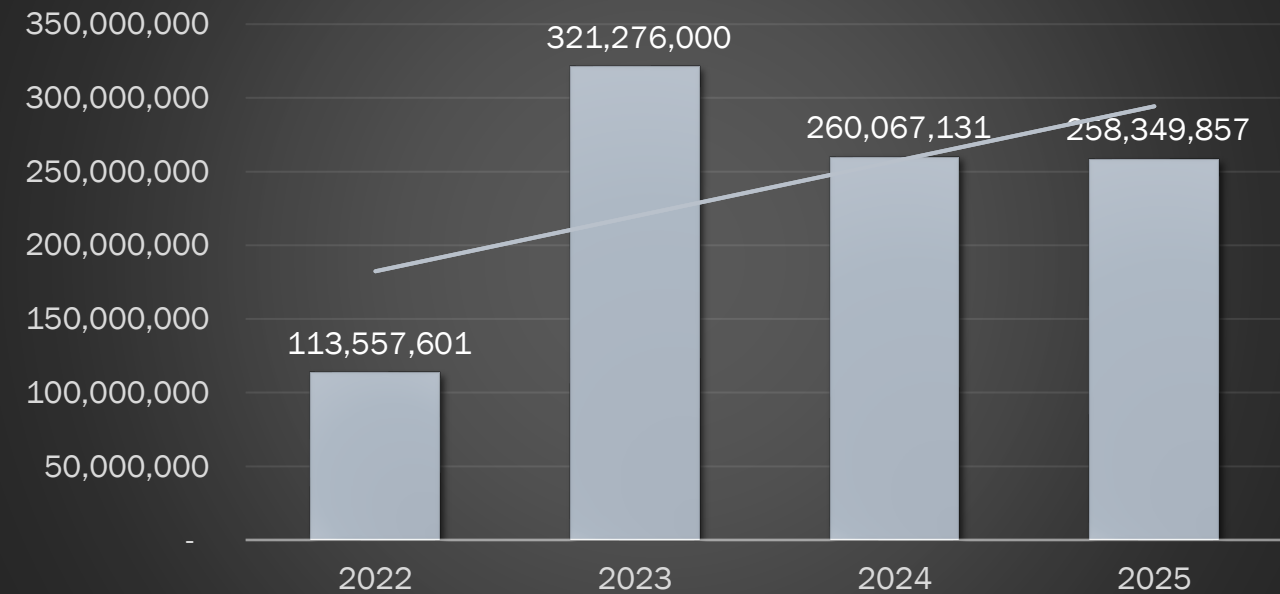
## SALES



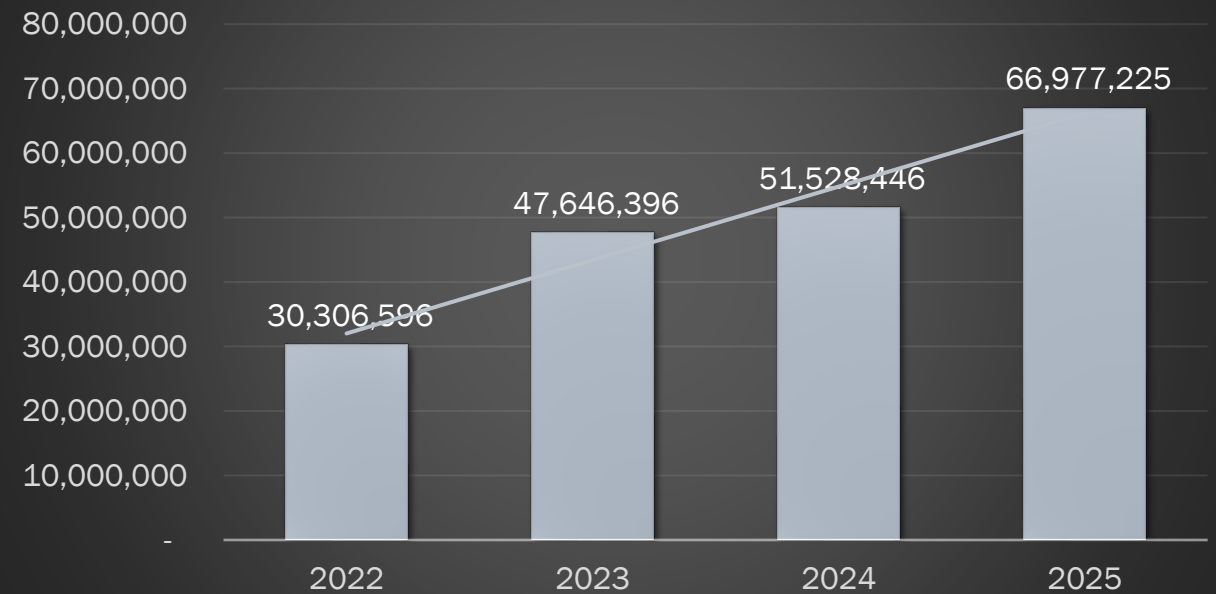
## COST OF GOOD SOLD



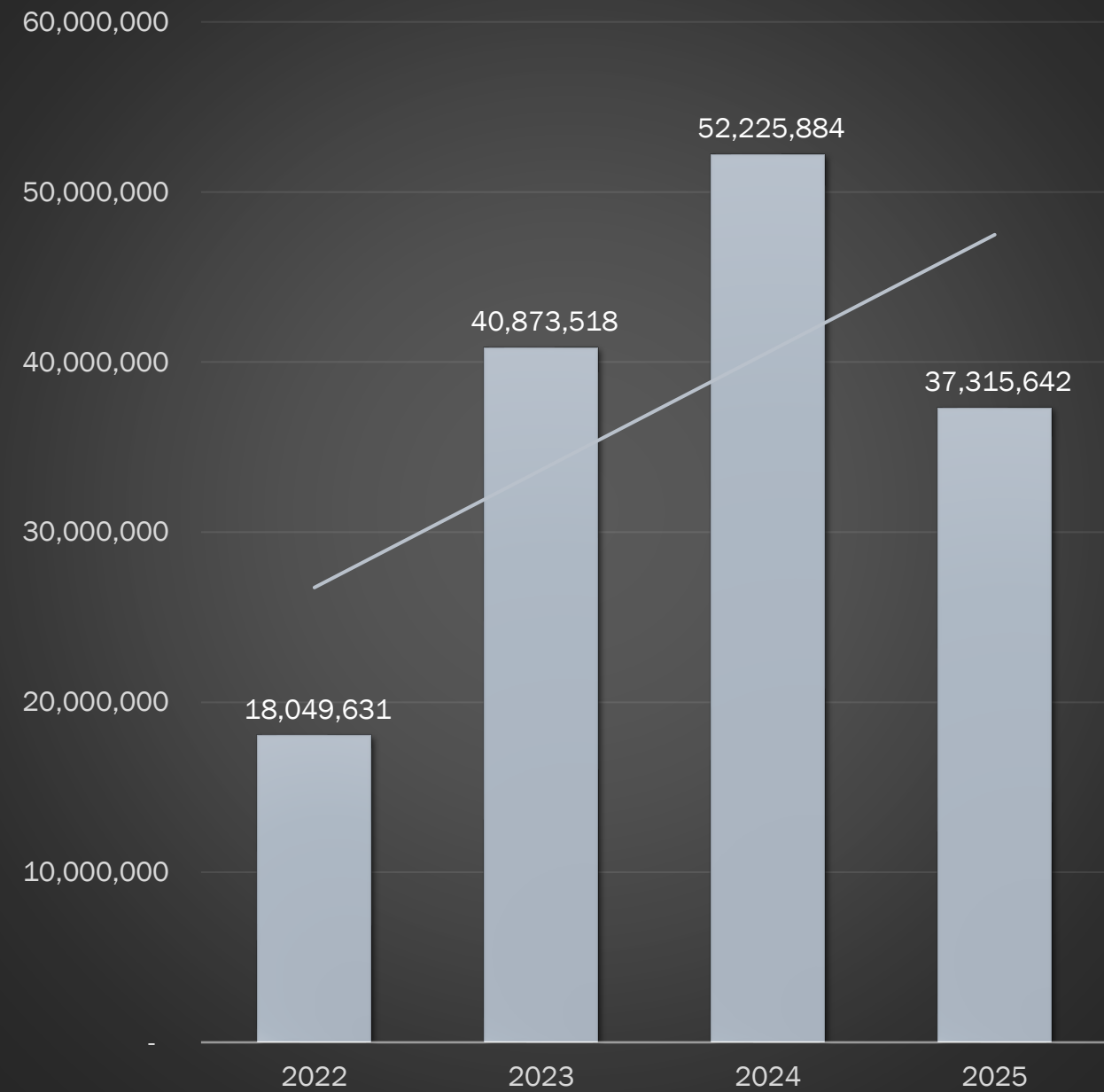
## GROSS PROFIT



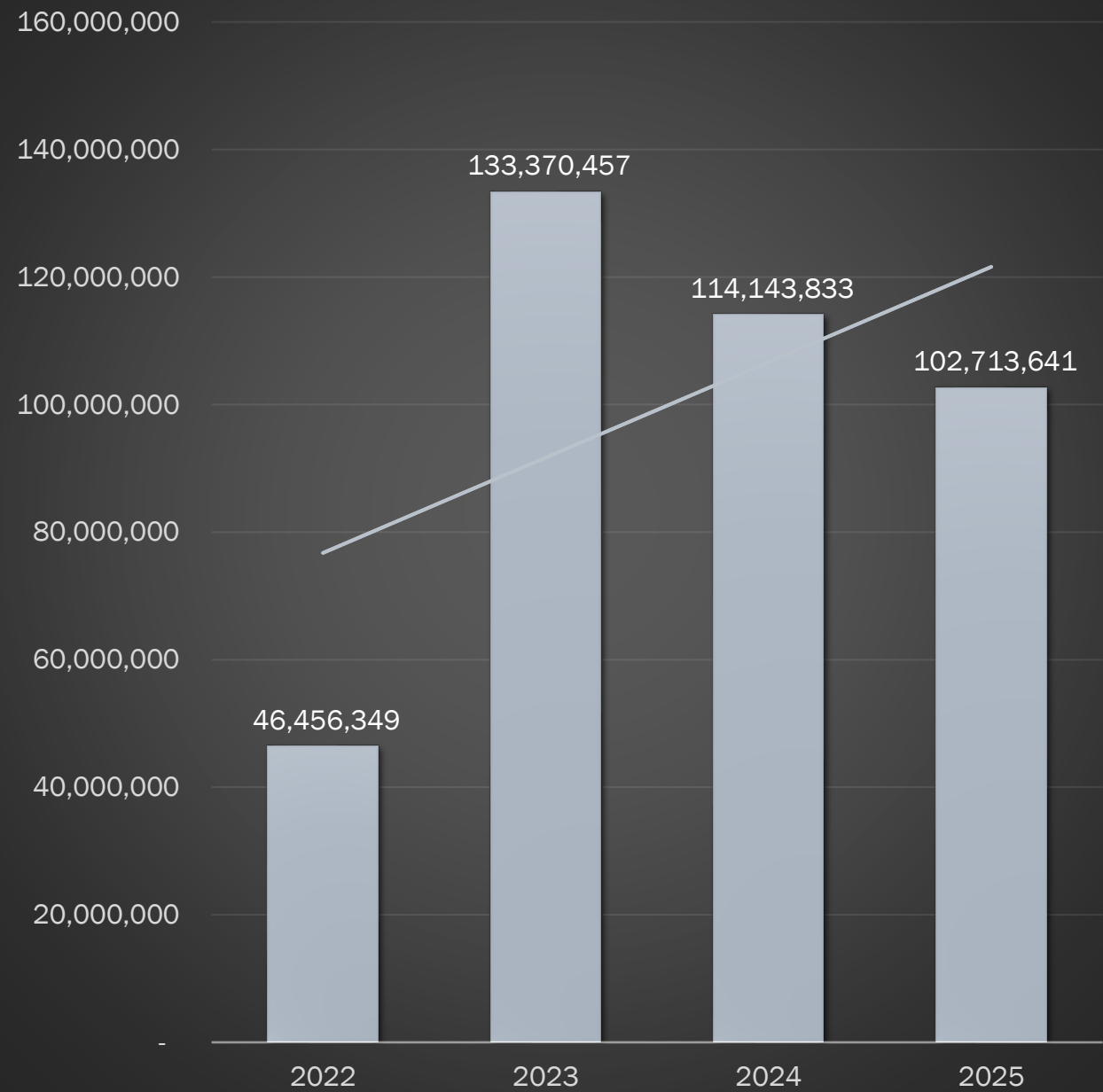
## ADMIN & SELLING EXP



## FINANCE COST

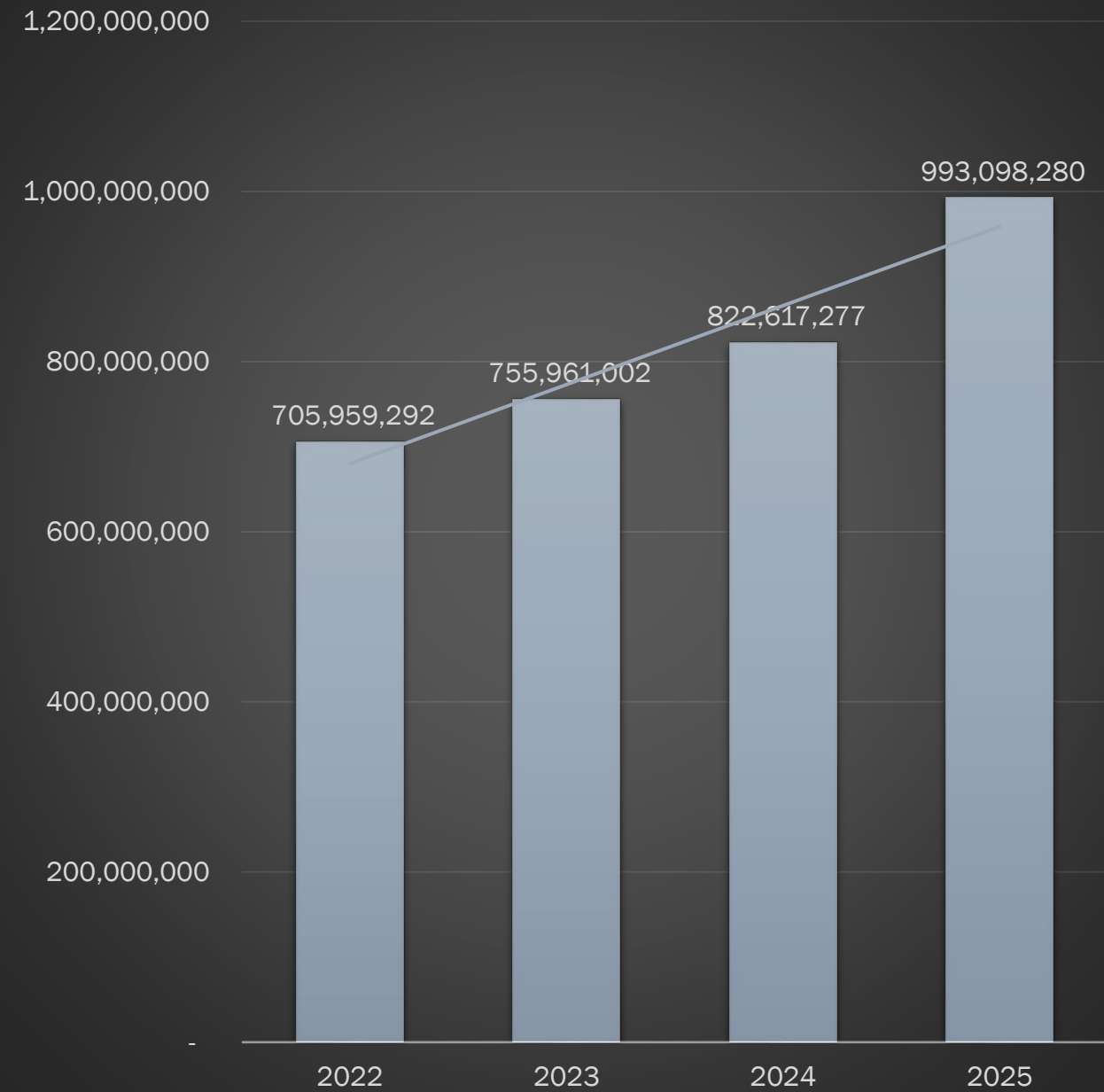


## PROFIT AFTER TAX

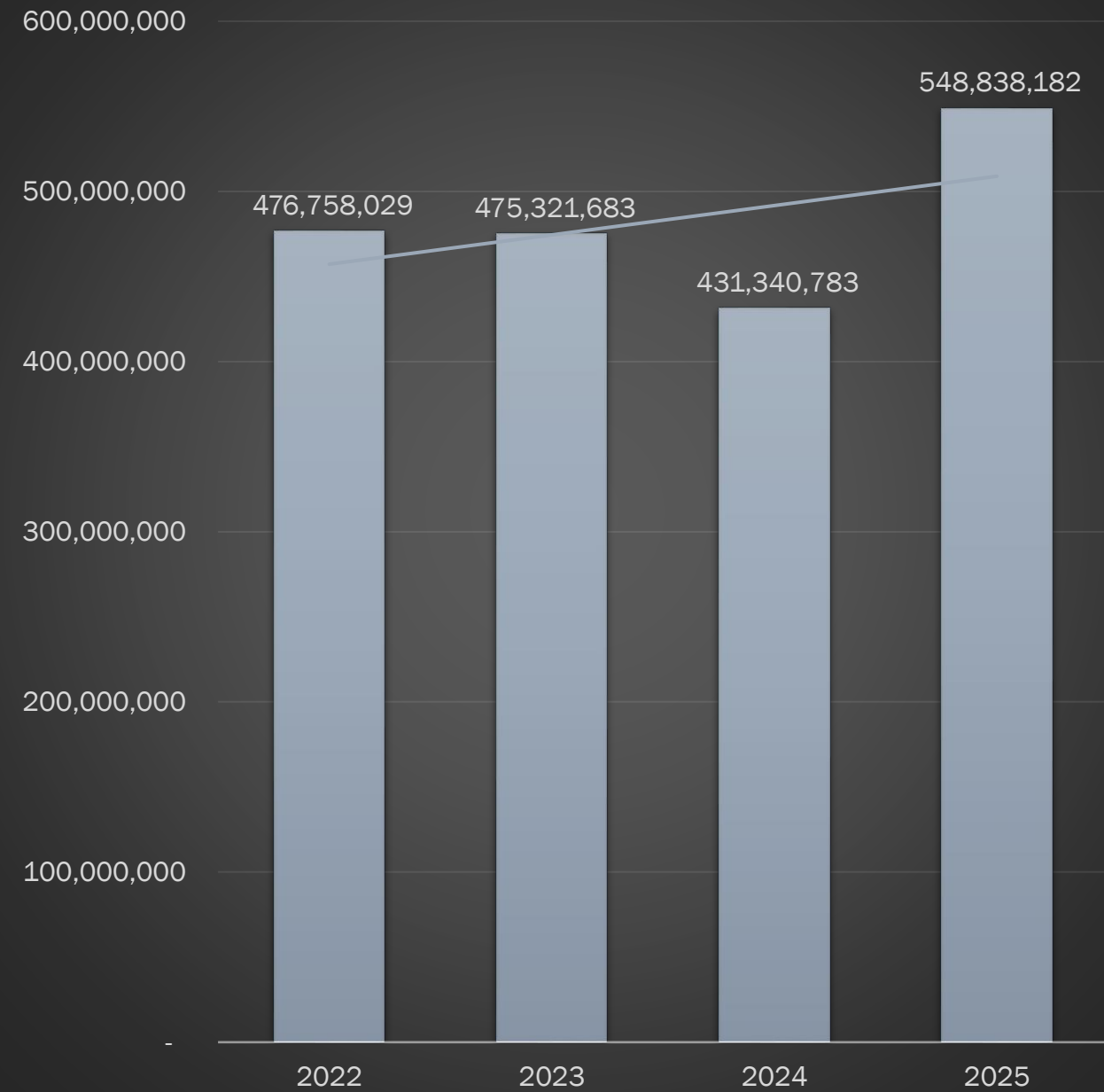




## Total Assets



## Total Liabilities



# Major Customers & Geographical Areas

**Globe Residency REIT**

**Javedan Corporation Ltd (Naya Nazimabad)**

**Ok Builder**

**Petrocon Private Limited**

**Rahat Residency REIT**

**Rashid Ali Co**

**Saima Premium**

**Shayan Builders**

**Signature Residency REIT**

**Total Construction Pvt Ltd**

**Directorate (DTE) of Housing (Project-II) Air Headquarters**

**Naya Nazimabad Apartment REIT**

**Iqra University**

**Builder Al Sadiq**

**Pakistan Civil & Electric Works**

**Sikandria Enterprises**

***\*\*Due to highly volatility of the ready-mix concrete, we serve the customers of Karachi & nearby areas ideally within the radius of 25-30 kms from our Plant.***

# Economic Challenges

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- High dependency on development of construction sector
- Volatility of product (concrete)
- Fuel & Cement Costs



THANK YOU