

TOWELLERS LIMITED CORPORATE BRIEFING SESSION 2026

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Brief Company Profile

- Towellers Limited has been manufacturing textile products since 1973. The company is operated now by its third generation and has business experience spreading over 5 decades. The Company owns vertically integrated mills having their own knitting, weaving, dyeing, and sewing operations – it manufactures and exports textile made ups comprising of knitwear garments, Towels, blankets, and baby products.

- The Company manufactures around 20 million pieces of knitted apparel & towels comprising of 13m lbs annually and has an annual turnover of US$ 41 M. Manufacturing capacity of the company is around 2.1 M pieces per month and during the year the company operated at 80% of its capacity approximately.



Business Segments – Production Capacity & Installed Machinery



WEAVING

16 Million LBS



DYEING & PROCESSING

4.8 Million KGS



STITCHING

20 Million Pieces



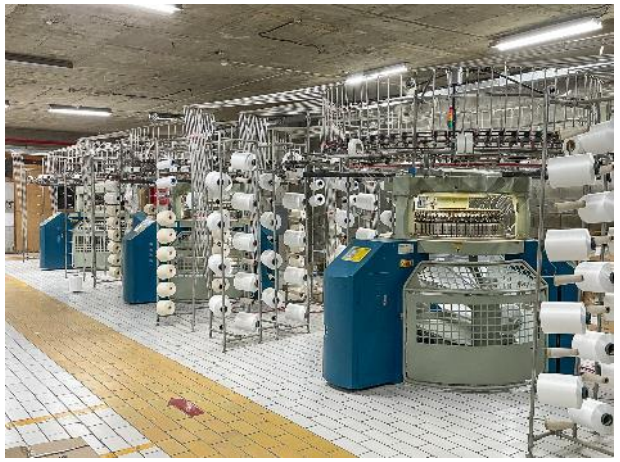
SOLAR CAPACITY

1.56 MW

which covers 35% of total power consumption

Some of the manufacturing processes are as follows:

Knitting



Weaving



Dyeing



Sewing



Printing



Embroidery



Knitting Section



Checking Area





Packaging Area



Cutting Machine





Dyeing Section





KEY BUSINESS RISKS & CHALLENGES



Geopolitical and Economic Uncertainty

- Escalating US-Iran tensions and potential disruptions in the Strait of Hormuz are driving up energy, freight and raw material costs.



Tariff Pressures & Cautious Demand

- Escalated tariffs imposed by US, coupled with increasing price sensitive customers in the US and European markets, are intensifying competitive pressures.



Appreciating / Stable PKR

- A stable or appreciating Pakistani Rupee alongside rising domestic operating costs, including wages, energy and taxation, is putting further pressure on export margins and competitiveness.



Highest Cost in the region

- Elevated energy, labor, financing and taxation costs in Pakistan continue to undermine the competitiveness of local businesses compared with regional competitors.



DRIVERS OF SUSTAINABLE GROWTH / MITIGATING FACTORS



Drivers of sustainable growth

- Deep customer relationships & an active order pipeline support business momentum across categories.
- Expanded capacity supports continued scaling of value-added Apparel, Towels and Home Textile businesses.
- A one-stop supplier to leading global brands – being the diversified entity for knitted garments, hospitality care, institutional products and retail outlets.





Mitigating factors

- The Company continuously monitors changes in government policies, taxation and regulatory requirements through stakeholder engagement and periodic reviews of its business plans and financial projections.
- The Company focuses on operational efficiency, cost optimization, product diversification, value-added manufacturing, quality and customer relationships to strengthen its competitiveness in international markets.



Mitigating factors

- The Company seeks to diversify its energy mix through renewable energy investments, including solar and biomass, alongside energy conservation and storage initiatives to reduce energy costs and enhance long-term energy resilience.
- The Company monitors foreign exchange exposure and seeks to mitigate currency risks through natural hedging and where appropriate, suitable financial instruments.



Few of the company’s manufactured products are as follows:





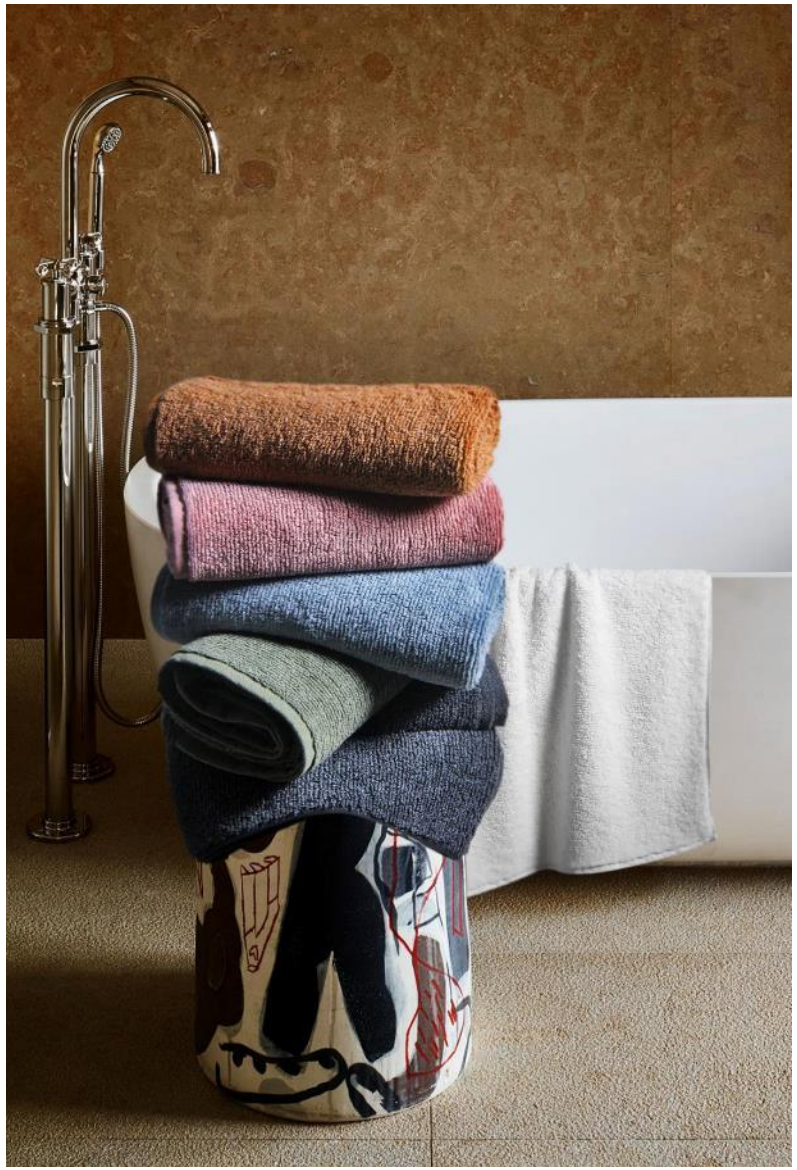



AT LEAST
WE'RE ALL
UNDER
THE SAME
MOON



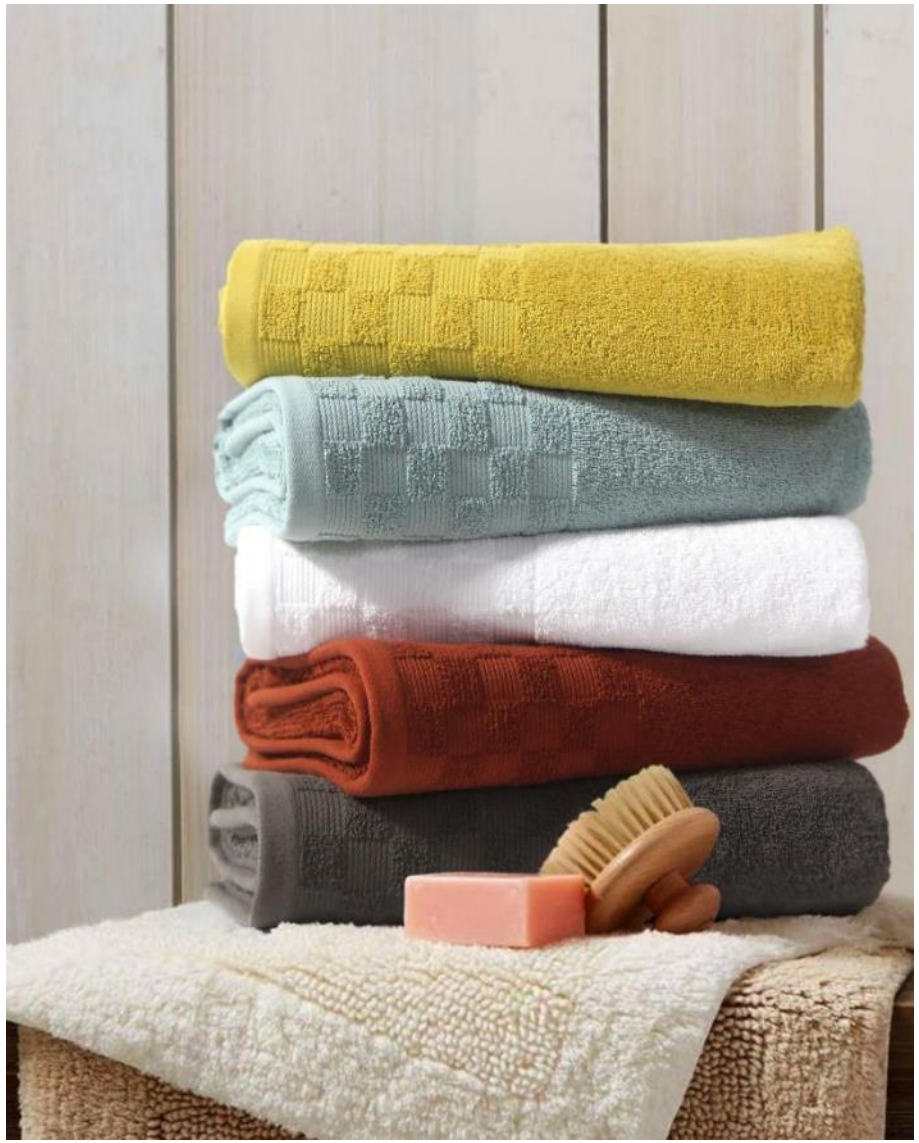



ALWAYS GROOVING
AND LET YOUR LIGHT SHINE BRIGHT


























Home
SUITE
ESSENTIALS
TWIN



























Socially compliant manufacturing facilities

- Towellers is proud to have achieved top ratings in its social and quality compliance audits. The accreditations are from top inspection agencies and hold global recognition. These certifications merit the work that we do at our factories and allow the company to work with better brands.
- Some of them include:



Company’s performance during the year 2026

- The sales turnover during the current year, was Rs. 11.14 billion compared to Rs. 12.35 billion in the previous year which is lower by 9.8% . The decline is due to reduced demand in key export markets and pricing pressure resulting from a highly competitive international market, against the backdrop of a stagnant textile industry.
- The Company posted a net profit after tax of Rs. 150.88 million, translating into earnings per share of Rs. 8.88. Margins were affected due to a combination of factors, including high energy costs, increased freight rates, increased minimum wages, and a higher taxation incidence. Intensifying competition from regional exporters, coupled with domestic inflationary pressures, further increased the cost of doing business. Furthermore, geopolitical tensions and trade uncertainties, including disruptions to international shipping routes, adversely impacted global demand, increased logistics costs and dampened buyer sentiment.





Company’s performance during the first quarter of 2027

- Sales during the first quarter stood at Rs. 4.1 billion, compared to Rs. 2.77 billion in the corresponding period last year, increasing with a robust 48%. Net profit however remained at Rs. 104.67 M (2.55%) as compared to Rs. 90.5 M (3.27%). The lower net profit percentage is due to the increased distribution cost which includes increased sea freight tariffs, insurance costs, fuel costs. The higher tax incidence during the year also contributed in lower profitability during the period.

Company’s outlook for the year 2027

- Uncertain geopolitical situation prevailing in the Gulf region along with other ongoing conflicts are already affecting the supply chain disruptions, increased fuel, transit insurance and sea freight costs and elongated sea routes. Additional voyage timings are resulting in delayed deliveries of orders resulting in additional cost of penalties and late delivery charges.

- The Company is making concerted efforts to build on the robust sales growth achieved during the first quarter of FY2027. It has set a sales growth target of 10% over FY2026, with the objective of recovering the shortfall experienced during the previous year and sustaining the revenue levels achieved in FY2025. In parallel, the Company aims to improve profit margins through tighter cost controls, enhanced operational efficiencies and better resource utilization.



Key Customers



ZARA







Joma

Coldwater Creek

Off-White™









LA HALLE

Champion



BOARDRIDERS





Hurley

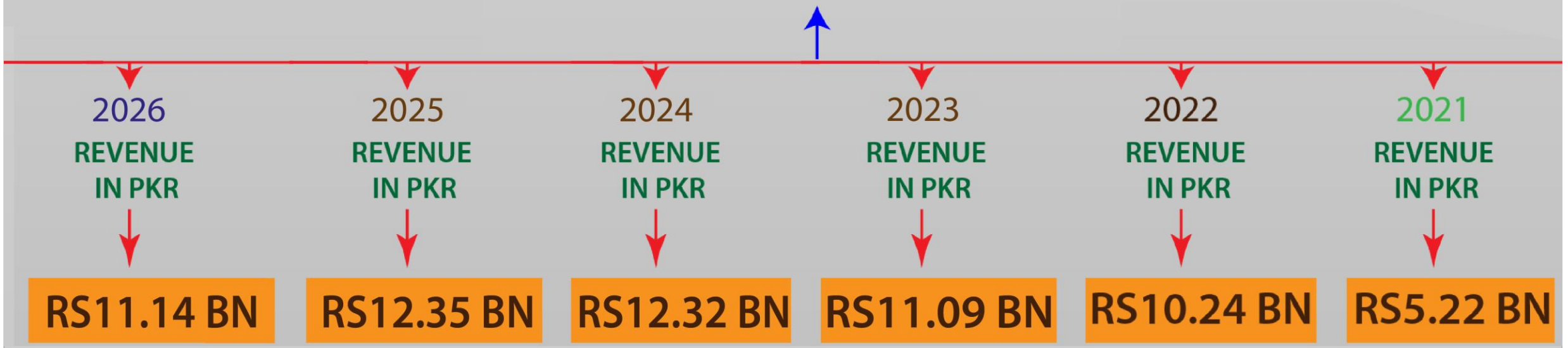


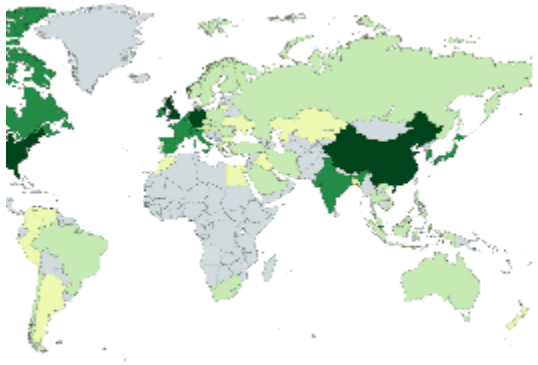


FINANCIAL PERFORMANCE

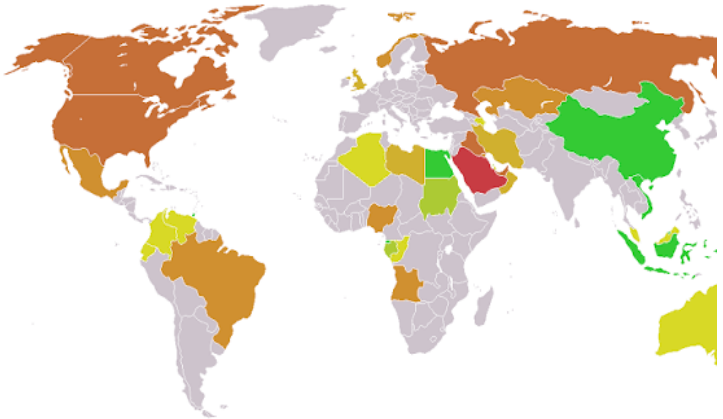
Comparative Annual Financial Results

Growth (9.81)%

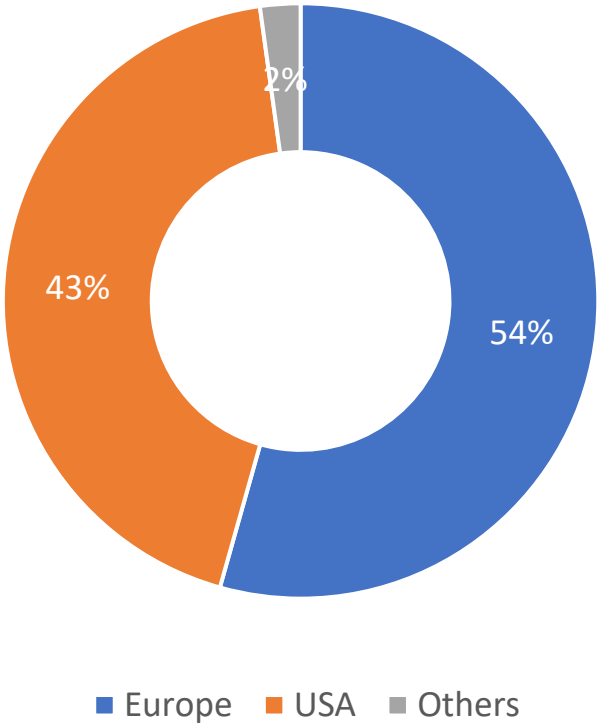




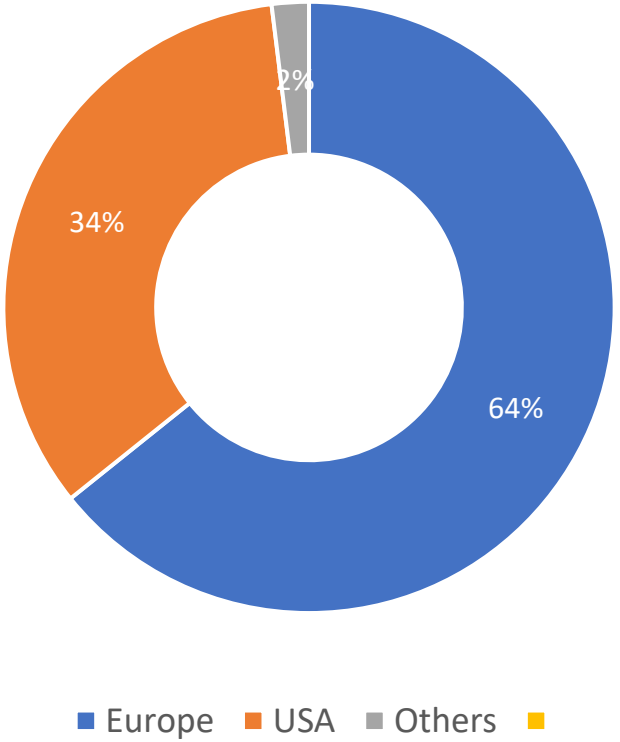
Region wise export sales



2026



2025



Comparative annual financial results

						Rs. in Millions	
	Growth %	2026	2025	2024	2023	2022	2021
Revenue in US$	(9.13)	40.37	44.42	44.48	42.88	55.84	31.88
Revenue in PKR	(9.81)	11,135.64	12,347.00	12,314.92	11,086.92	10,238.09	5,220.75
PAT in PKR	(47.37)	150.88	286.71	559.50	2,388.34	1,063.05	556.46
NP %		1.35	2.32	7.03	21.54	10.38	10.66
EPS		8.88	16.87	32.91	140.49	62.53	32.73

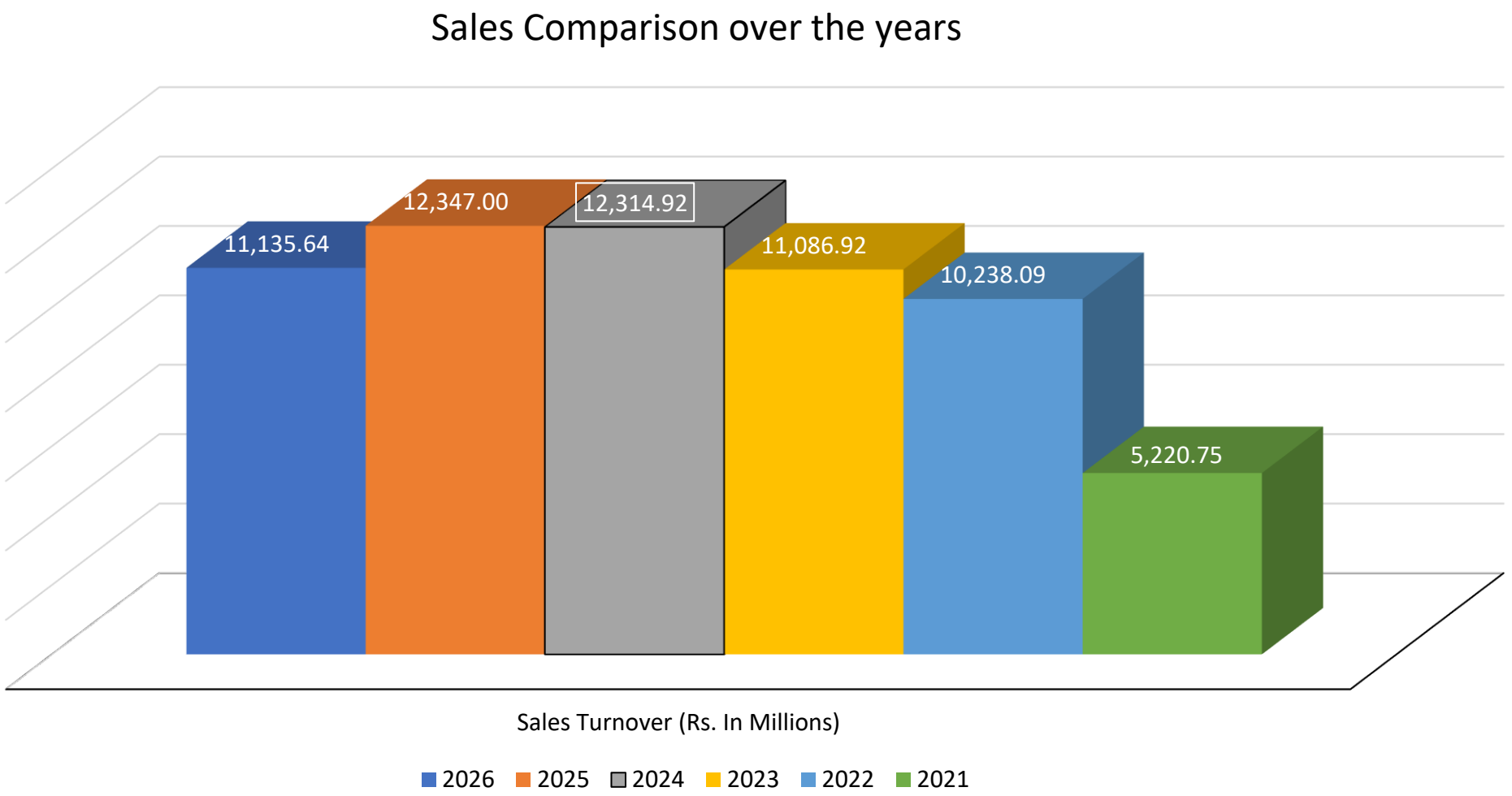
Comparative Quarterly Financial Results

						Rs. in Millions	
	Growth %	Jul-Sep, 2026	Jul-Sep, 2025	Jul-Sep, 2024	Jul-Sep, 2023	Jul-Sep, 2022	Jul-Sep, 2021
Revenue in US$	47.19	14.90	10.13	13.10	13.25	12.74	14.07
Revenue in PKR	47.97	4,096.72	2,768.54	3,634.44	3,899.69	3,078.62	2,369.51
PAT	15.66	104.67	90.50	177.80	503.99	751.27	246.54
NP %		2.55	3.27	4.89	12.92	24.40	10.40
EPS		6.16	5.32	10.46	29.65	44.19	14.50

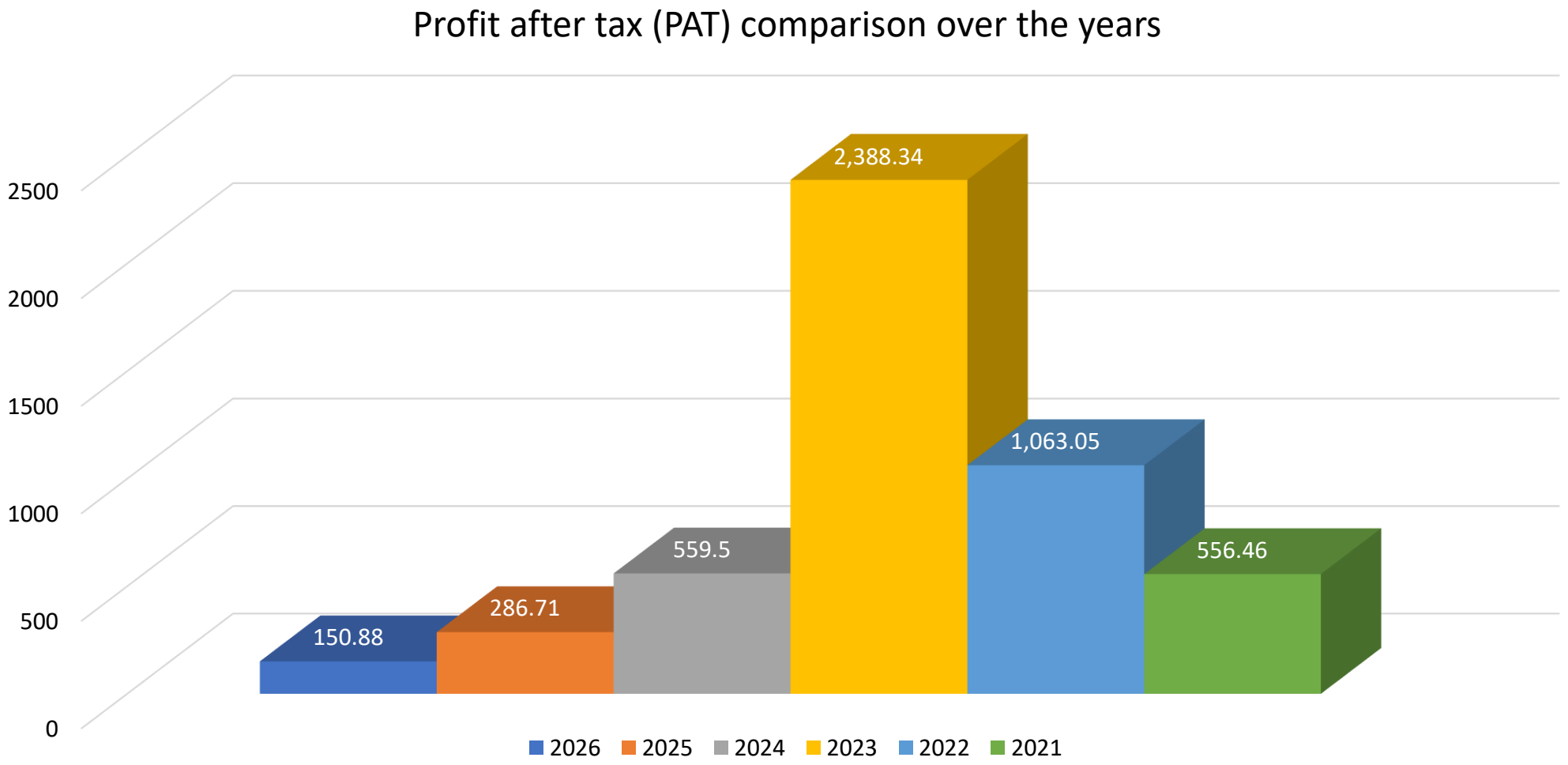
Year Wise Comparison Of Sales & Profitability

						Rs in Millions
	2026	2025	2024	2023	2022	2021
Sales Turnover	11,135.64	12,347.00	12,314.92	11,086.92	10,238.09	5,220.75
PAT	150.88	286.71	559.50	2,388.34	1,063.05	556.46
EPS	8.88	16.87	32.91	140.49	62.53	32.73

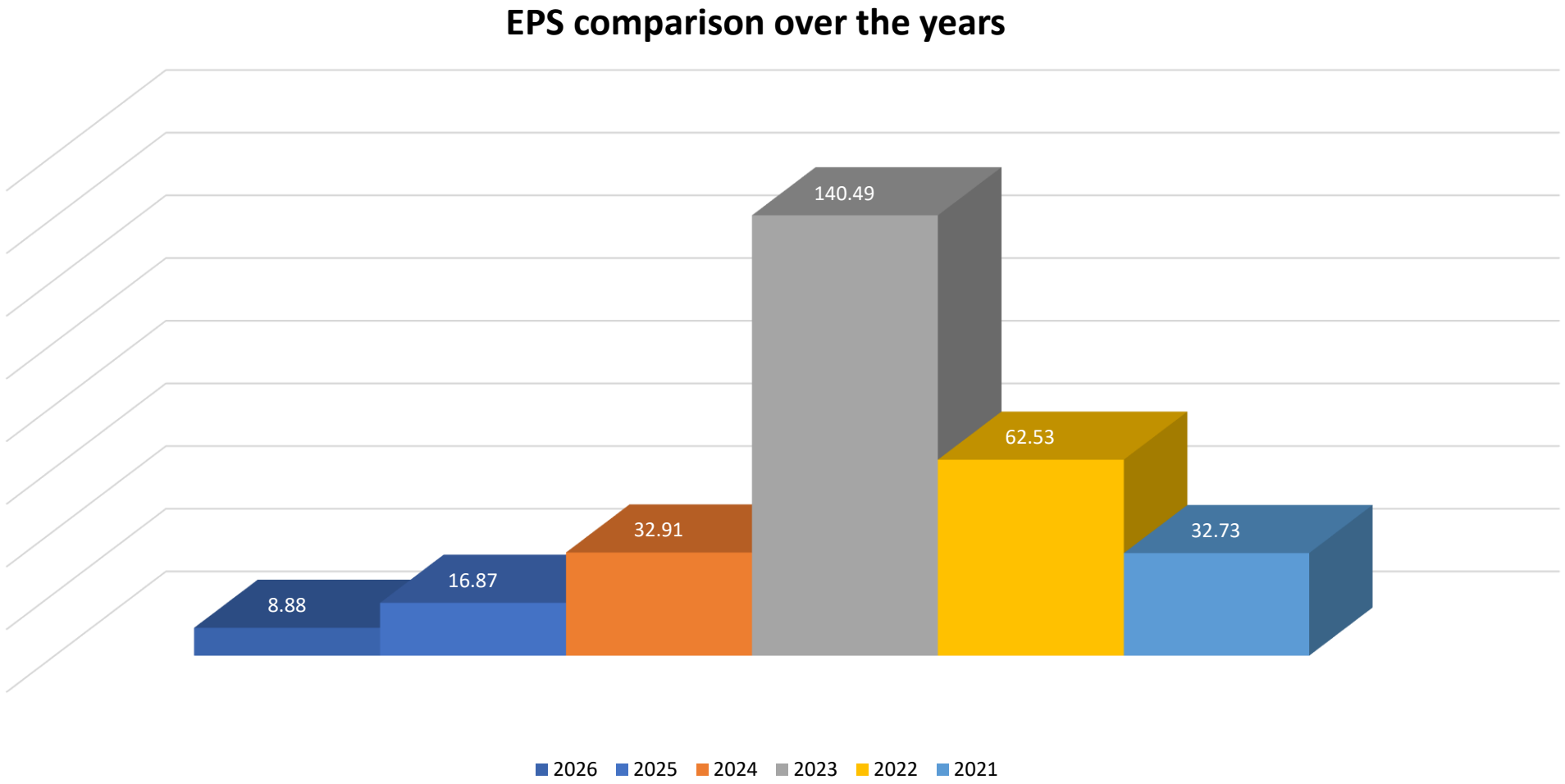
Year Wise Comparison Of Sales & Profitability (Contd)



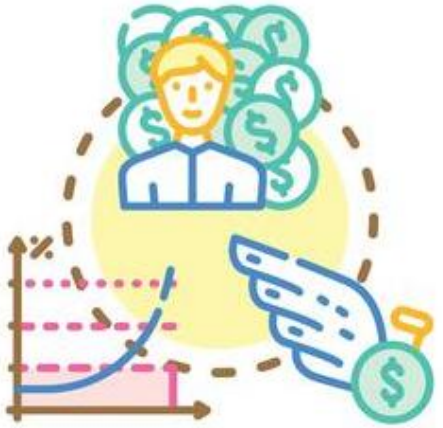
Year Wise Comparison Of Sales & Profitability (Contd)

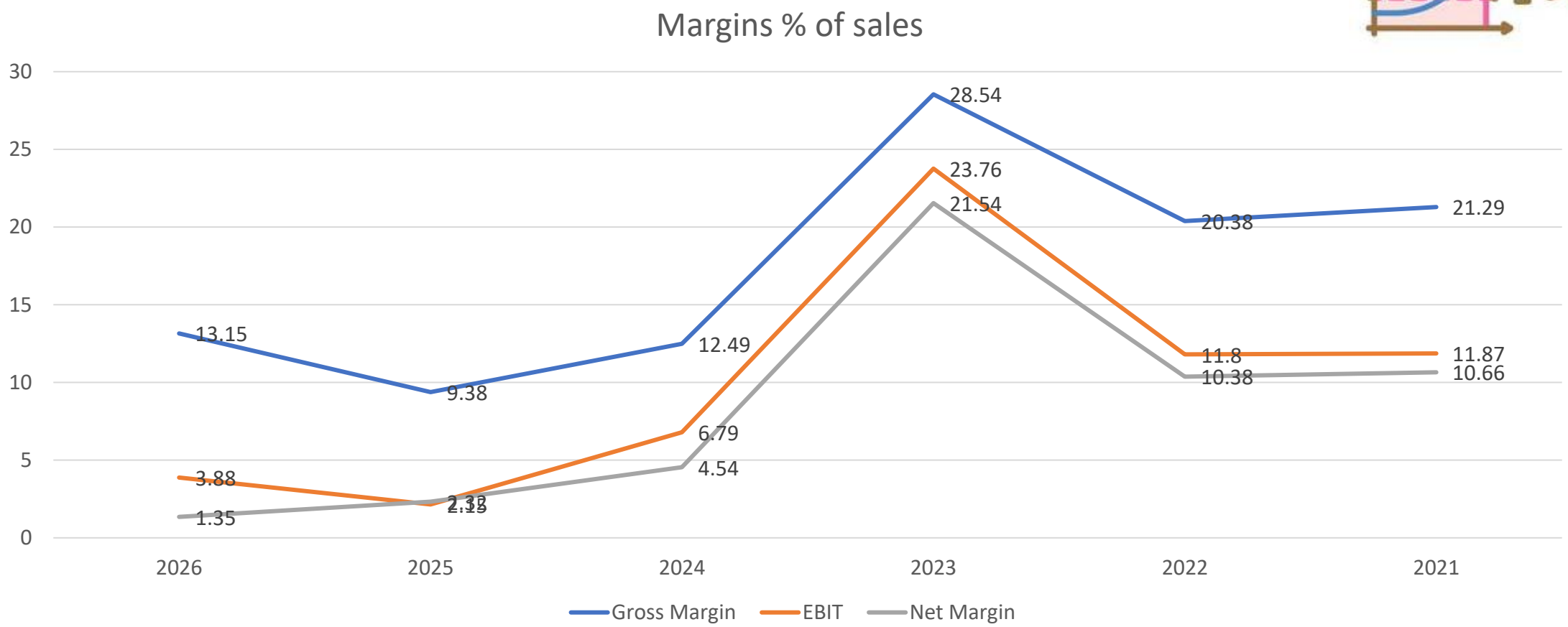


Year Wise Comparison Of Sales & Profitability (Contd)



Margin Trend





Outlook Of The Company For June 2027

						Rs. in Millions	
	Outlook	Actual	Actual	Actual	Actual	Actual	Actual
	June 2027	June 2026	June 2025	June 2024	June 2023	June 2022	June 2021
Revenue in US$	44.50	40.37	44.42	44.48	42.88	55.84	31.88
Revenue in PKR	12,327.00	11,135.64	12,347.00	12,314.92	11,086.92	10,238.09	5,220.75
PAT	308.00	150.88	286.71	559.50	2,388.34	1,063.05	556.46
NP %	2.5	1.35	2.32	7.03	21.54	10.38	10.66
EPS	18.12	8.88	16.87	32.91	140.49	62.53	32.73

Six Years At Glance

From 2021 To 2026

						Rs. In Thousands
Income Statement	**2026**	**2025**	**2024**	**2023**	**2022**	**2021**
Turn over-Net	11,135,640	12,347,002	12,314,921	11,086,916	10,238,086	5,220,747
Cost of sales	9,671,311	11,188,943	11,082,813	7,944,316	8,151,154	4,109,212
Gross profit / (loss)	1,464,330	1,158,059	1,232,108	3,142,600	2,086,932	1,111,536
Profit/(loss) from operation	431,805	265,530	836,265	2,633,967	1,208,244	619,652
Finance cost	41,410	29,641	31,102	53,848	23,250	5,444
Profir/(loss) before taxation	390,395	235,889	805,163	2,580,119	1,184,994	614,208
Profit / (loss) after taxation	150,882	286,709	559,502	2,388,338	1,063,048	556,456
EPS	8.88	16.87	32.91	140.49	62.53	32.73

Financial Position					Rs. In Thousands	
Assets	**2026**	**2025**	**2024**	**2023**	**2022**	**2021**
Fixed assets	6,012,818	5,987,804	5,601,362	3,250,949	3,142,611	1,810,526
Long term loans	18,017	28,396	32,508	19,250	20,487	19,501
Long term deposits	24,142	30,163	29,780	44,271	35,321	29,349
Current assets	7,006,782	6,334,254	6,273,528	6,667,455	4,632,048	2,437,648
Total Assets	**13,067,981**	**12,387,422**	**11,934,732**	**9,981,926**	**7,830,468**	**4,297,024**
Equity & Liabilities						
Equity	9,013,035	8,877,957	8,739,778	7,560,746	5,391,114	3,277,720
Non current liabilities	378,778	384,079	595,104	185,186	186,911	174,794
Current liabilities	3,676,169	3,125,386	2,599,850	2,235,991	2,252,443	844,511
Total	**13,067,981**	**12,387,422**	**11,934,732**	**9,981,926**	**7,830,468**	**4,297,024**

Key Ratios							
	2026	2025	2024	2023	2022	2021	2020
Gross margin%	13.15	9.38	10.01	28.35	20.38	21.29	18.58
Net profit (loss)%	1.35	2.32	4.54	21.54	10.38	10.66	7.31
Quick ratio%	0.62	1.35	1.82	2.23	1.36	0.91	1.32
EBIT margin%	3.88	2.15	6.29	23.76	11.80	11.87	8.52
Current ratio%	1.91	2.03	2.41	2.98	2.06	2.89	2.76
Earning per share Rs	8.88	16.87	32.91	140.49	62.53	32.73	16.23
Debt equity ratio	0.45	0.12	0.05	0.00	0.15	0.31	0.31



TOWELLERS LIMITED

Towellers Limited

Manufacturing Quality Textiles since 1973

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