

September 20, 2023

The General Manager
Pakistan Stock Exchange Ltd.,
Stock Exchange Building,
KARACHI-74000.

RE: ANNUAL CORPORATE BRIEFING SESSION 2023

Dear Sir;

This is to inform you that a Corporate Briefing Session (CBS) of International Industries Limited ("the Company") will be held on Wednesday, September 27, 2023 at 3:30 p.m. at the Jasmine Hall, Beach Luxury Hotel, Off: M.T. Khan Road, Karachi to brief the investors/analyst/shareholders about the financial performance and future outlook of the Company.

In compliance with the guidelines for holding CBS, a brief overview is attached and the following video link is provided to join the session:

September 27, 2023 03:30 PM Karachi

Topic: INIL – CORPORATE BRIEFING SESSION 2023

Please click the link below to join the webinar:

<https://us06web.zoom.us/j/82157824024?pwd=7R7iTeAYnwnSUUEcbLuGym1lxswSVQ.G4dmM0RHq4j4MF9s>

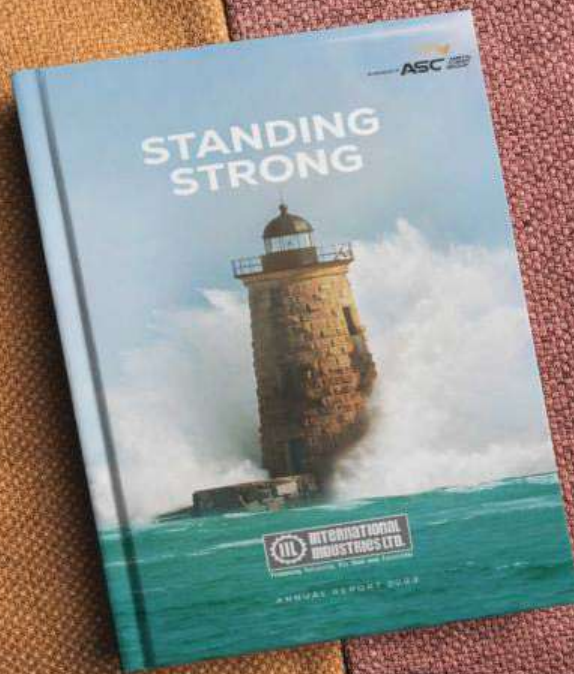
Passcode: 268455

We would appreciate your assistance in communicating this information to members of the Exchange. A flyer with details of the Session is also attached.

Thanking you,
Yours faithfully,
For INTERNATIONAL INDUSTRIES LTD.,



M. IRFAN BHATTI
Company Secretary and Head of Legal Affairs



CORPORATE BRIEFING SESSION 2023

on Wednesday, September 27, 2023 at 3:30 P.M.
at Jasmine Hall, Beach Luxury Hotel, Karachi

You are cordially invited to the Corporate Briefing Session of International Industries Limited, wherein the Company's Senior Management shall discuss the Company's Strategic / Operational Developments and Financial Performance for the year ended June 30, 2023

Presentation: 3:30 P.M. Q&A Session: 4:15 P.M.

Those who wish to attend Corporate Briefing Session (CBS), are requested to confirm their participation By registering themselves latest by **Monday, September 25, 2023** at following link:

<https://forms.gle/qeWKwRt5jfE8QhP59>

GUIDELINES FOR ONLINE PARTICIPATION

The participants will be able to login and participate in the Corporate Briefing Session proceedings through their Smartphones or computer devices from their homes or any convenient location after completing All the formalities required for the verification and identification of the respective participant.

A detailed procedure shall be communicated through e-mail directly to the respective participant who has provided his/ her valid e-mail ID and same shall be placed at the Company's website (<https://www.iil.com.pk/>) in the investor relations section.

We would request you to dial-in 10 Minutes in advance of the meeting.

Please make sure that while entering the Meeting ID, kindly enter your name and Institution name in the following Format "Full Name - Institution" (in case of Analyst) and "Full Name - Folio Number" (in case of member). Only then you would be allowed to attend the meeting.

Participants are requested to stay on 'Mute' and 'off Camera' mode during presentation by International Industries Limited management.

In case of any question or comment, participant is either requested to type in a question in the chat box or raise his/her hand which will appear on the participants List.

Moderator will request participant to comment, once they have written their request on chat.

STANDING STRONG

Corporate Briefing Session

September 27, 2023



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This presentation does not constitute or form part of a prospectus, offering circular or offering memorandum or an offer, solicitation, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of, or be relied upon in connection with, or act as any inducement to enter into any arrangement, agreement, contract, commitment or investment decision in relation to any securities. This presentation shall not at all be intended to provide any disclosure upon which an investment decision could be made. No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

This presentation may contain statements that reflect IIL's own beliefs and expectations about the future. These forward-looking statements are based on a number of assumptions about the future, which are beyond IIL's control. Such forward-looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. Such forward-looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. IIL does not undertake any obligation to update any forward-looking statements to reflect events that occur or circumstances that arise after the date of this presentation and it does not make any representation, warranty (whether express or implied) or prediction that the result anticipated by such forward looking statements will be achieved. In addition, past performance should not be taken as an indication or guarantee of future results.

Certain data in this presentation was obtained from various external data sources that IIL believes to its knowledge, information and belief to be reliable, but IIL has not verified such data with independent sources and there can be no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of the included data. Accordingly, IIL makes no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of that data, and such data involves risks and uncertainties and is subject to change based on various factors.

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By attending this presentation, you are agreeing to be bound by the foregoing limitations.





ABOUT THE THEME

STANDING STRONG

IIL continues to stand firmly in the face of economic storms despite coming across strong headwinds, fueled by a legacy of resilience and an unwavering pursuit of corporate excellence to propel us forward. With a promising export heritage, strong international presence, and a solid foothold in noteworthy markets, we skillfully navigate through turbulent times using calculated strategies and prompt countermeasures. IIL confidently steers its path towards success, seizing every opportunity amidst the ever-shifting landscape, backed by 75 years of expertise and an unwavering commitment to staying reliable throughout.





Incorporated in 1948
Listed on PSX since 1984
Credit Rating AA/A-1

Incorporated in 1953
Listed on PSX since 1955
Credit Rating A/A-1

Incorporated in 2007
Listed on PSX since 2011
Credit Rating A+ /A-1

PRODUCTS

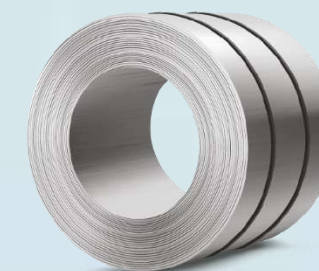
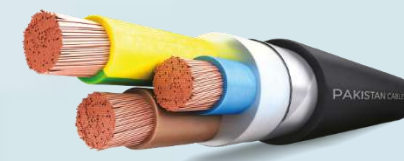
Steel Pipes and Tubes
Polymer Pipes and Fittings
Stainless Steel Tubes
Scaffolding and Formwork
Solutions

PRODUCTS

Wires and Cables
Conductors, Alumex
Wiring Accessories
Copper Rod, PVC
Compounds

PRODUCTS

Cold Rolled Steel
Hot Dip Galvanized Steel
Color Coated Steel

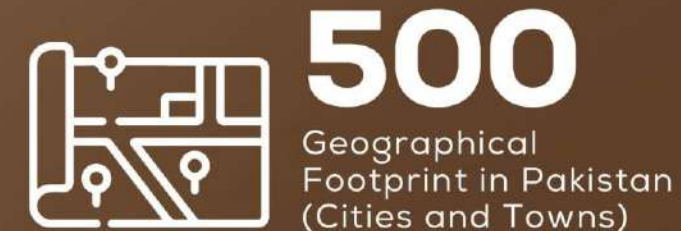


**2023
TURNOVER
PKR 26 BILLION**

**2023
TURNOVER
PKR 22 BILLION**

**2023
TURNOVER
PKR 77 BILLION**

GROUP HIGHLIGHTS





VISION

To be a globally respected, innovative and entrepreneurial company, enriching lives while remaining focused on providing competitive quality products and services.

MISSION

International Industries Limited is a customer focused, quality conscious company committed to economies of scale. IIL shall continually endeavour to enhance the effectiveness of its quality, environmental, occupational health & safety management systems. IIL is committed to be an ethical company and shall conform to all applicable legal requirements, as well as fulfill and exceed the expectations of all stakeholders.

Team work, continual improvement, waste reduction, protection of the environment, improvement in safety practices, a fair return to shareholders and fulfillment of social responsibility shall be the hallmark of all activities.



VALUES

Our values define how we do our business and interact with colleagues, partners, customers, consumers and stakeholders.

Our core values are:



Ethical



Excellence



Fairness



Innovation



Reliability



Respect



Responsibility



ILL is headquartered in Karachi. Two production facilities are located in Karachi whereas a third one is located in Sheikhpura.

ILL's regional offices are spread across all major Pakistani urban centers including:

- Karachi
- Lahore
- Rawalpindi
- Peshawar
- Faisalabad
- Multan

We have the largest dealer network in the industry comprising 500 dealers and distributors across 150 cities in Pakistan



DOMESTIC PRESENCE



GLOBAL PRESENCE

● Offices 📍 Factories ★ Sales Regions

Global Subsidiaries:



With **OVER 1 MILLION TONS OF EXPORTS TO DATE**
our global footprint spans 60 countries across 6 continents.

As a truly international company with an ever-expanding global footprint, IIL has an on-ground presence in Australia, Canada and Sri Lanka.

IIL's proven quality, strong supply chain and dedicated customer service have positioned IIL as a preferred supplier in advanced and conventional export markets

PRODUCTS & SOLUTIONS



STEEL
PIPES & TUBES



STAINLESS
STEEL TUBES



POLYMERS
PIPES & FITTINGS



CONSTRUCTION
SOLUTIONS
SCAFFOLDING &
FORMWORK

APPLICATIONS

Light & Heavy Fabrication

- Grills/gates
- Handrails
- Windows frames
- Doors frames
- Signage
- Solar panels frames
- Roof structures
- Handles
- Miscellaneous products



APPLICATIONS

Furniture

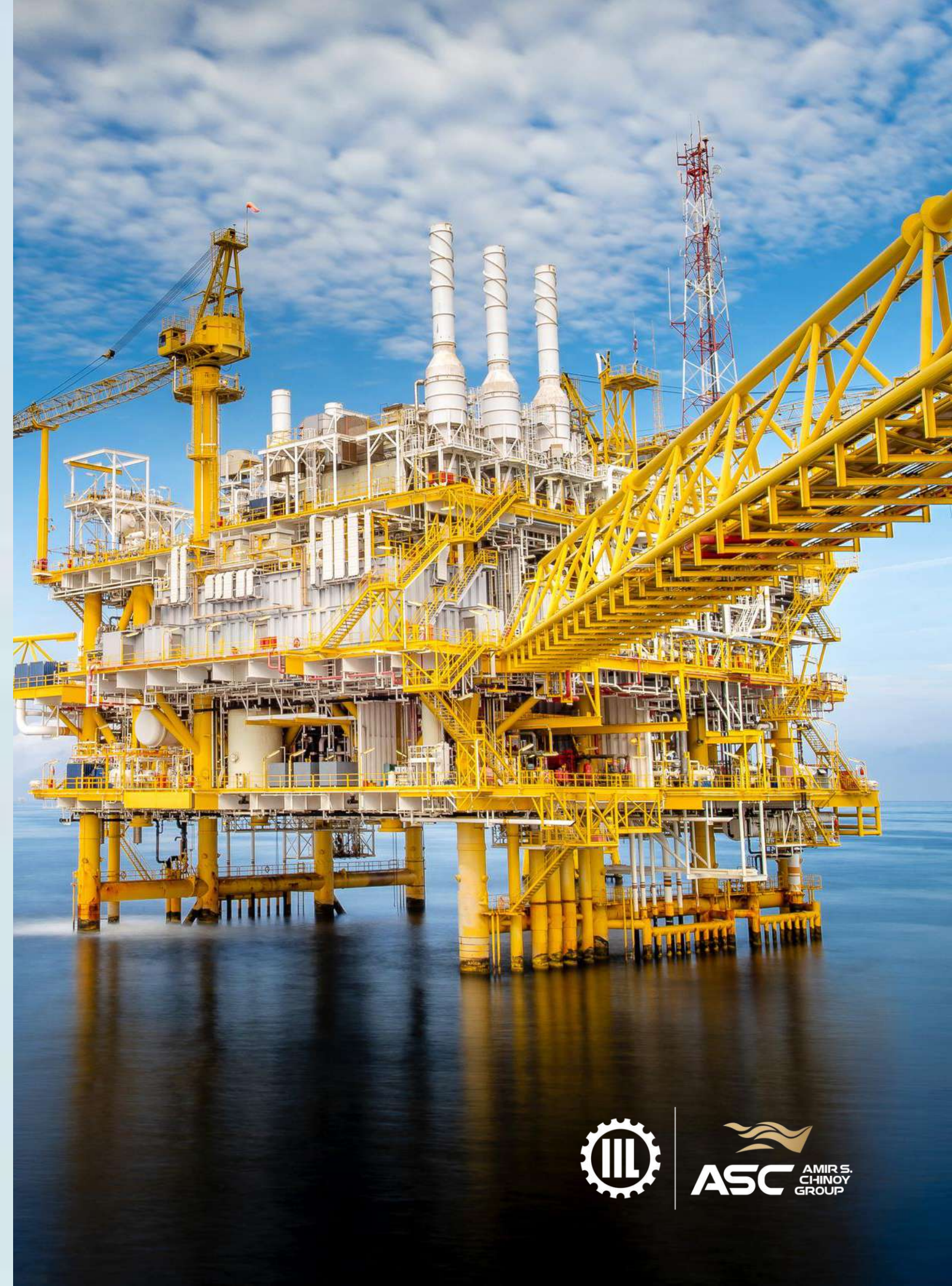
- School, office & household furniture
- Hospital/hospitality furniture
- Prams/strollers
- Ornamental
- Storage shelving
- Light bedsteads/beds
- Brooms/mops
- Curtain railings



APPLICATIONS

Water & Gas

- Residential water
- Residential gas
- Irrigation



APPLICATIONS

Automotive

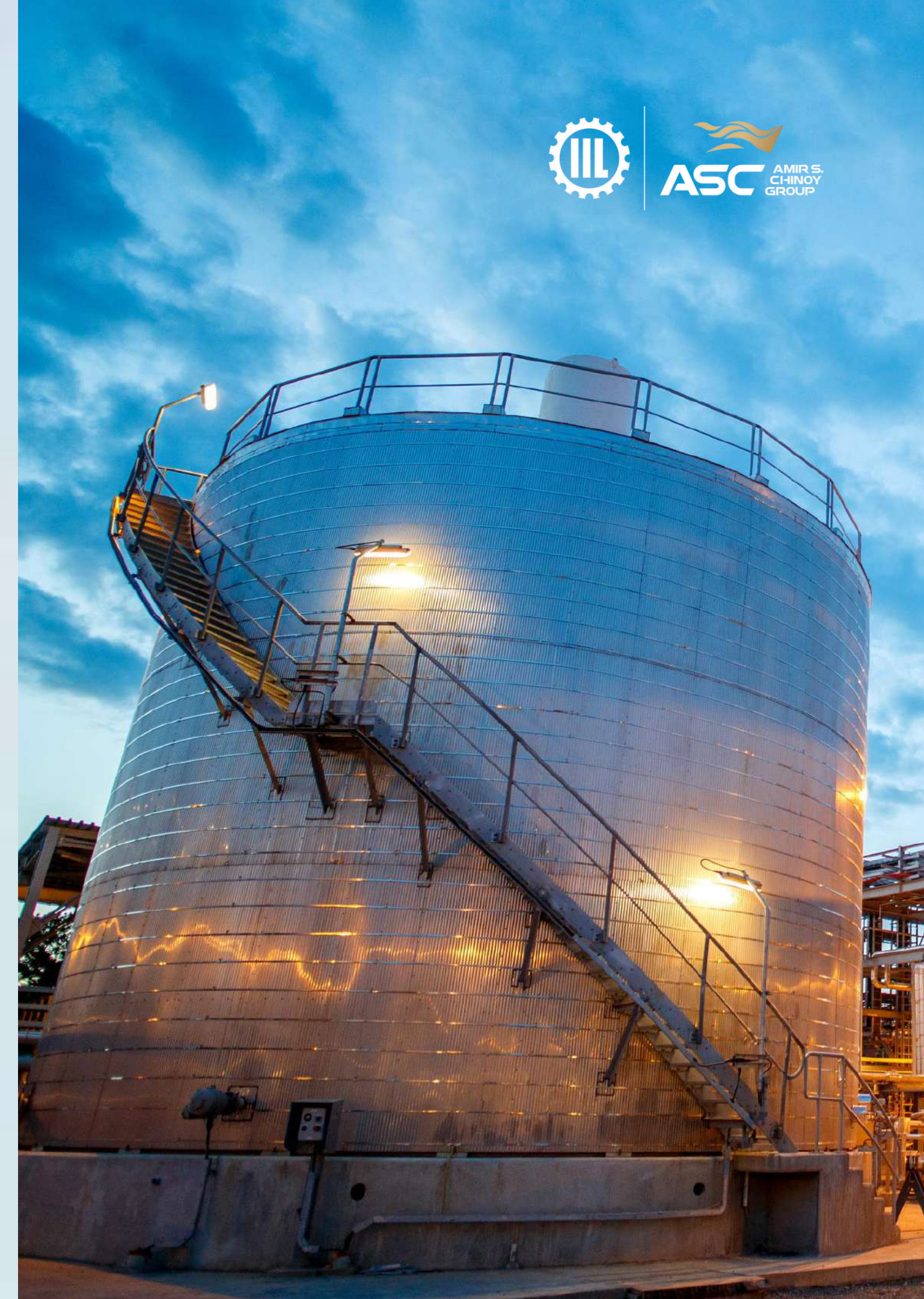
- Two wheelers
- Three wheelers
- Cars/SUVs
- LTVs
- HTVs
- Auto parts
- Tractors
- Auto-implements



APPLICATIONS

Oil & gas

- Natural gas/LNG
- Liquid petroleum gas
- Oil segment



APPLICATIONS

Other Fluid Transmission

- Bulk water supply
- Drainage
- Chilled water (Industrial)
- Effluent treatment plants
- Waste recovery
- Fire sprinkler systems
- Power generation
- Transformers



APPLICATIONS

Appliances, conduit & fencing

APPLIANCES

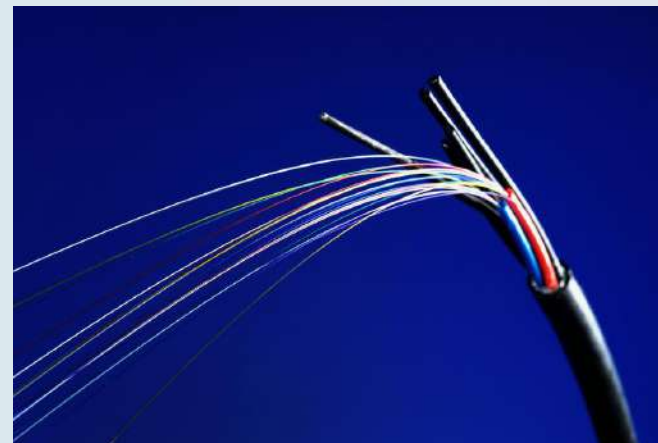
Fans, pumps, water geysers, washing machines

CONDUIT

Electrical, fiber optic

FENCING

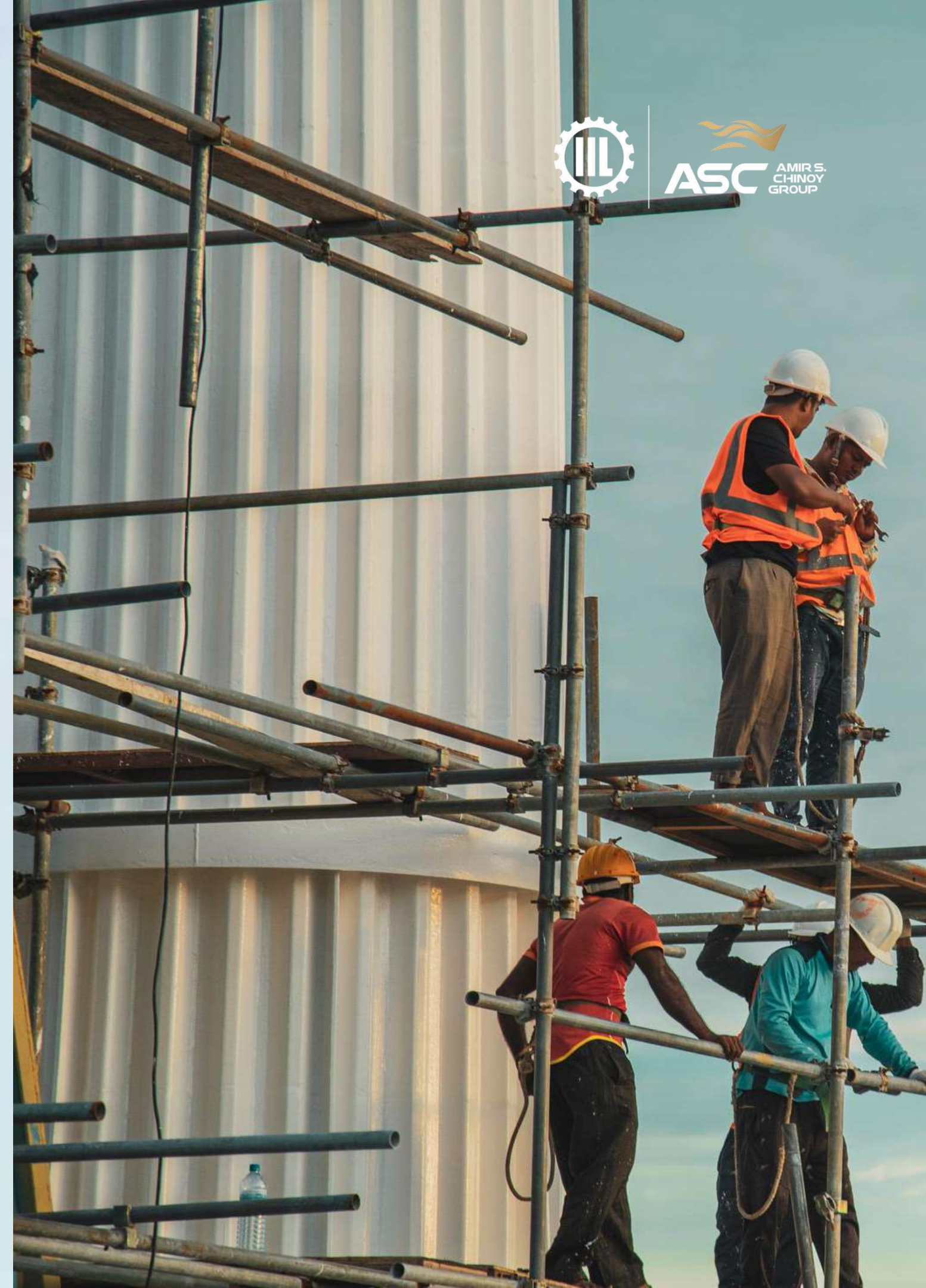
Commercial, residential, security



APPLICATIONS

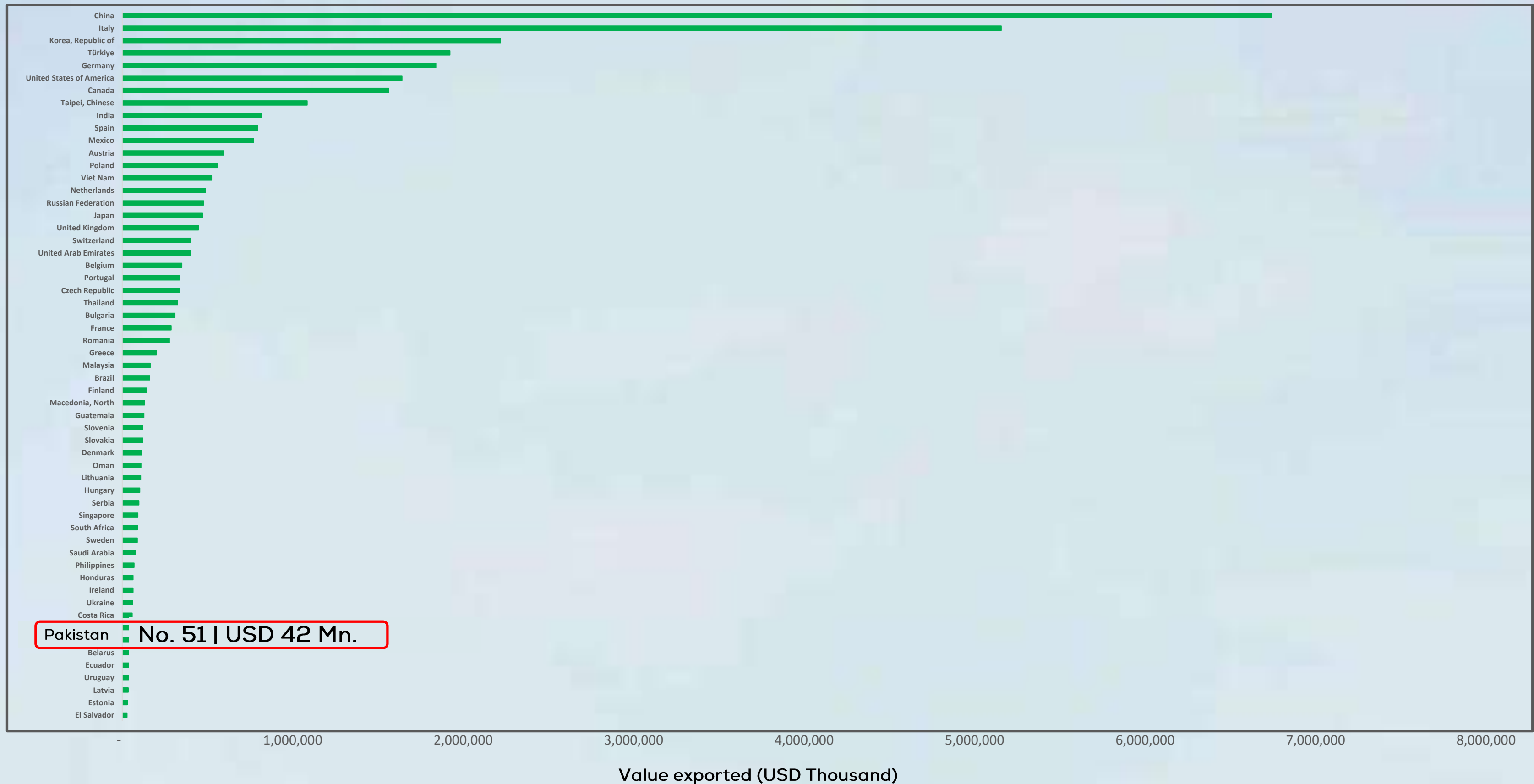
Construction

- Residential/commercial
- Poles
- Scaffolding pipe
- HVACR
- Firefighting
- Mass transit
- Affordable housing
- Bridges & pedestrian bridges
- Warehouse/sheds



WORLD STEEL

Tube & Pipe Exports



Source: Trademap.org
(For the year 2022)

BUSINESS REVIEW



External Environment

- GDP growth flat at 0.3%
- LSM shrunk by 10%
- SBP policy rate increased to 22%
- PKR devalued by 40%
- Flat Steel market contraction 36%

Business Operations

- Commissioned 1MW solar energy system
- Lower average inventories throughout the year
- Receivables & borrowings reduced
- Volume loss mitigated through aggressive margin management
- Debt: equity improved to 55:45 from 60:40

GREENHOUSE FARMING

New Market



- IIL Construction Solutions have won its first order of greenhouse sheds spread across 22,176 sq. ft. area from Balochistan Livelihood and Entrepreneurship program (BLEP). It is a project of the World Bank and is working along with the Planning and Development Department, Balochistan. The World Bank has committed \$50 Million for this project.
- We are excited at the prospects this new avenue of growth promises and poised to take advantage of the opportunity.





GOES GREEN

IIL proudly announces the successful commissioning of a state-of-the-art 1 MW solar power system at IIL Factory, Karachi

PROUD
UN SDG 7
CHAMPION



IIL GOES GREEN

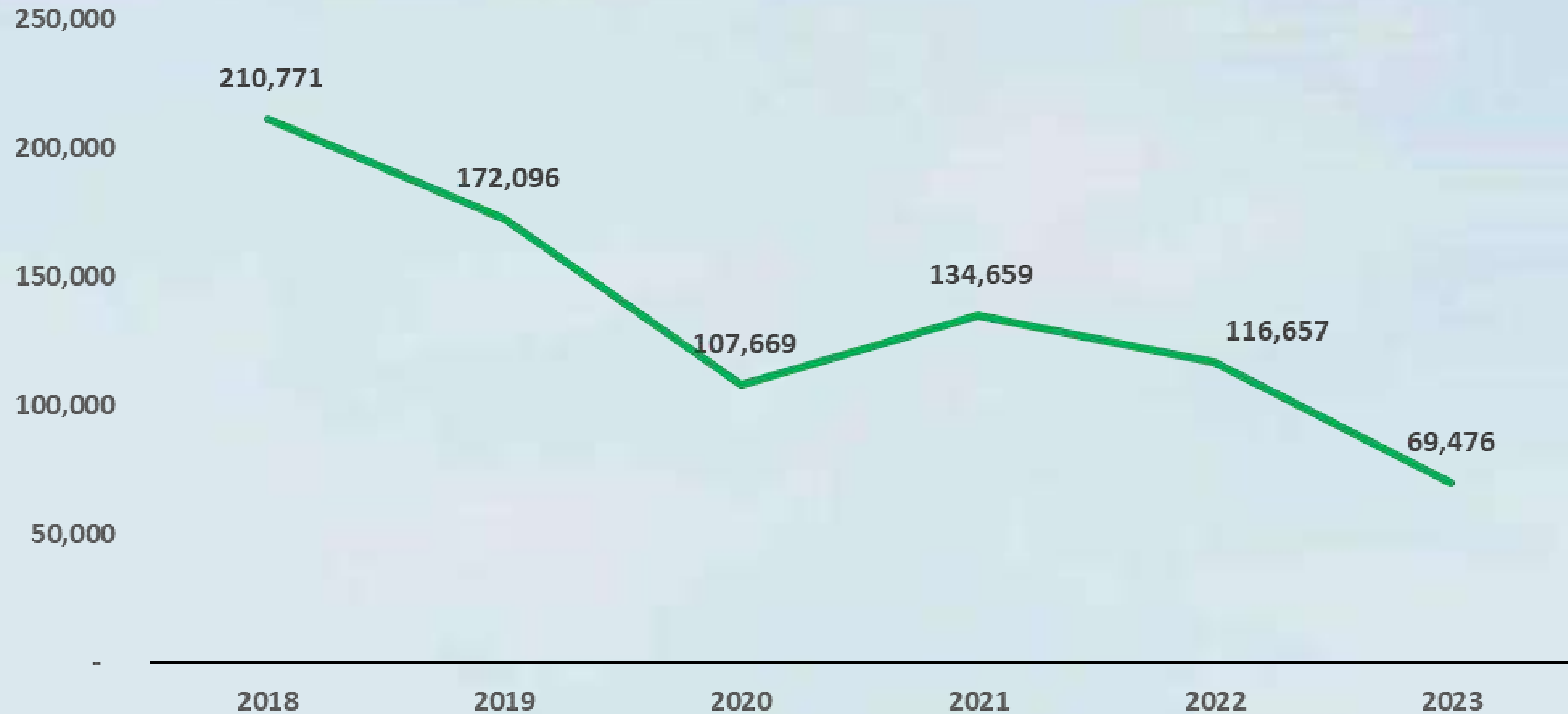
Adopting Renewable Energy

- Successfully commissioned a state-of-the-art 1 MW solar power system at IIL Factory 1 in Karachi.
- Committed to sustainability and reducing the environmental footprint by installing a total of 4MW of renewable energy across all its factory locations.
- A total of 700,000+ KWH energy has been generated to date



STEEL SALES

Domestic

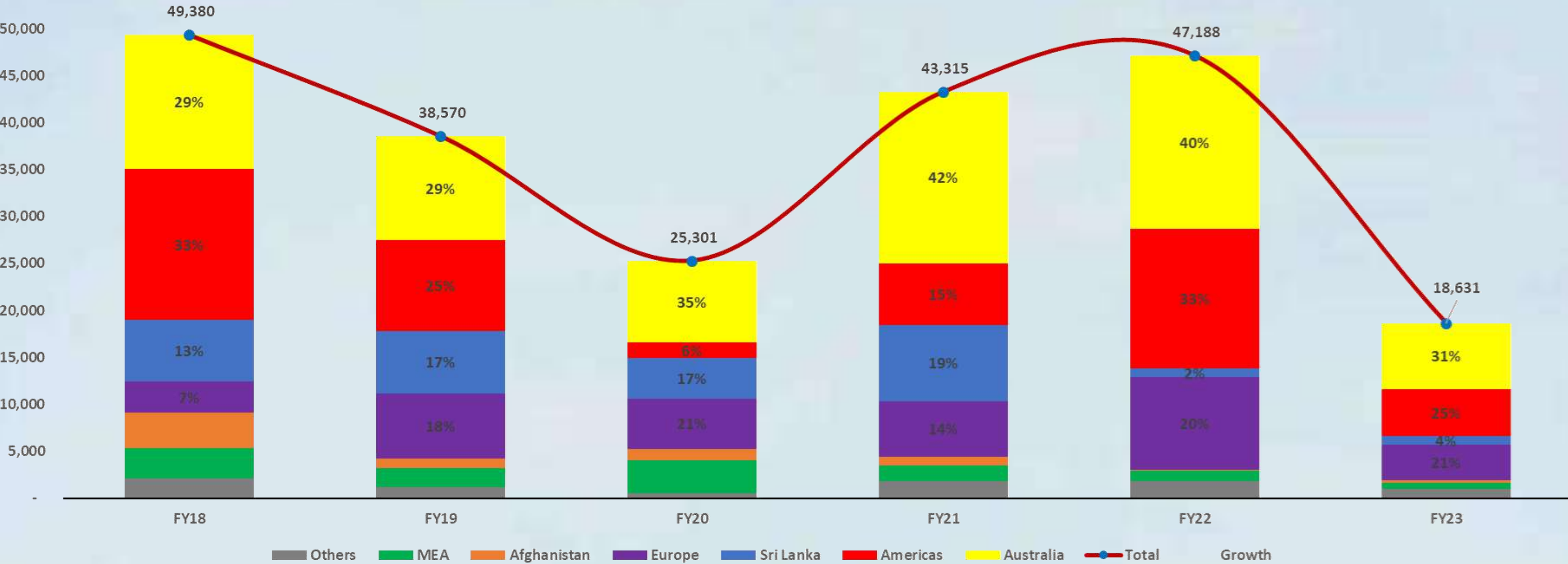


POLYMER SALES

Domestic



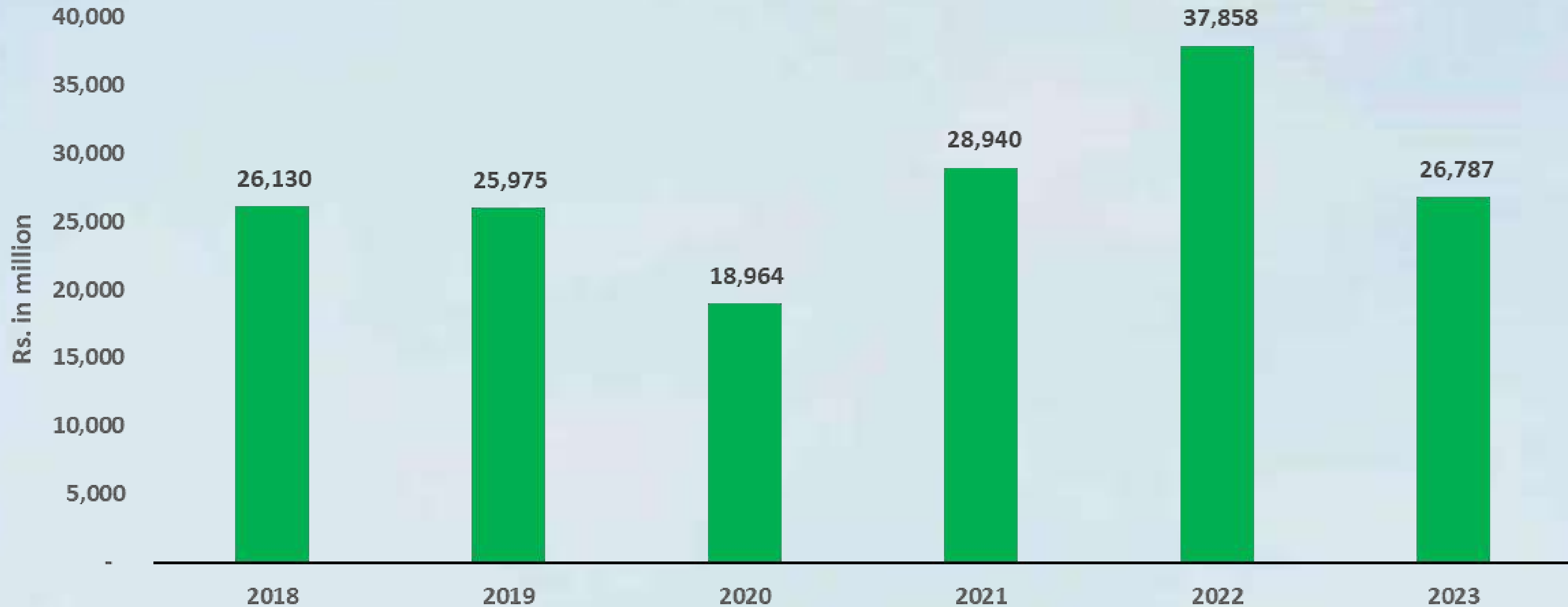
EXPORT SALES



FINANCIAL PERFORMANCE

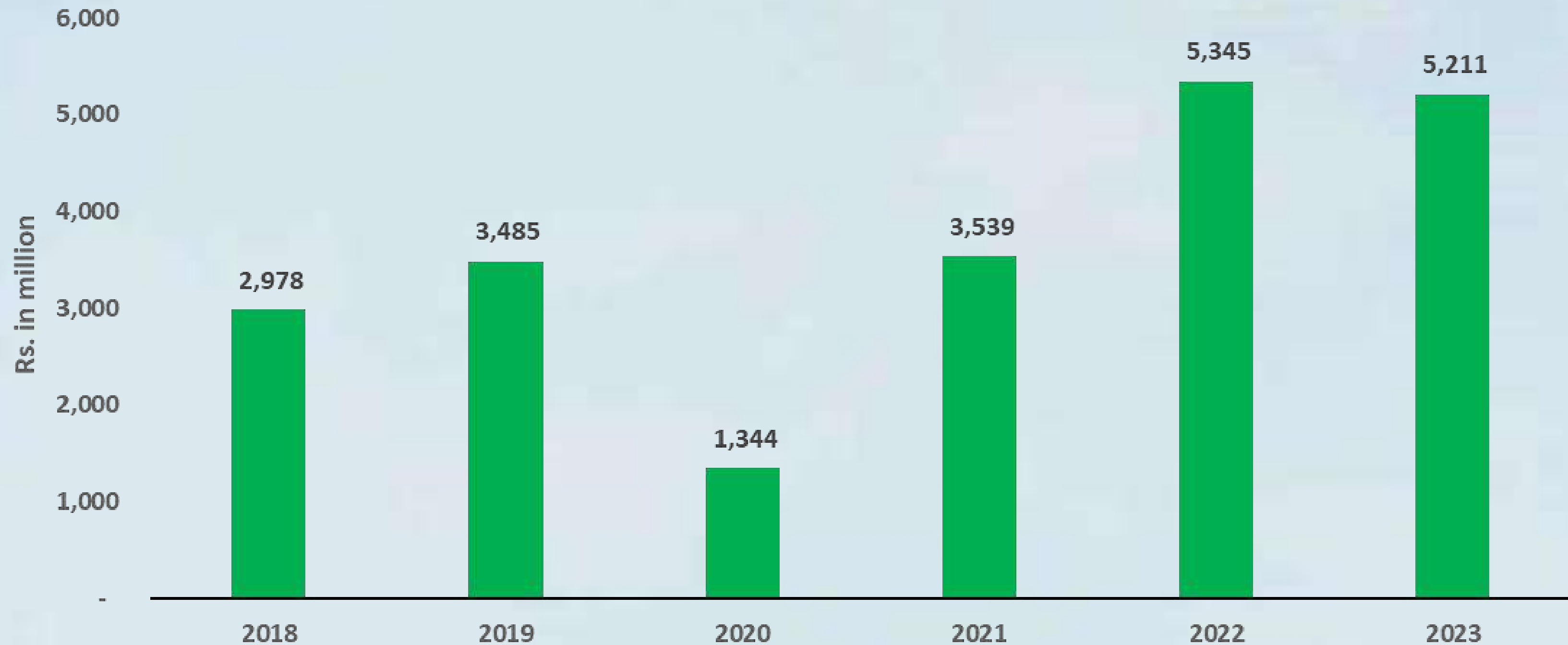


Net Sales



FINANCIAL PERFORMANCE

EBITDA



FINANCIAL PERFORMANCE

Earnings per share



GROUP PERFORMANCE



DESCRIPTION	IIL	ISL	IIL AUSTRALIA	IIL AMERICAS	IIL CSL	CONSOLIDATED
Net sales value (Rs. M)	26,787	76,753	3,937	3,011	419	100,737
Gross Profit %	13%	14%	7%	2%	9%	15%
Profit/(Loss) before tax (Rs. M)	2,883	5,191	62,000	(45)	35	7,234
Profit/(Loss) after tax (Rs. M)	2,273	3,519	51,000	(45)	23	4,609
Earnings per share (Rs. per share)	17.23	8.09	507.27	(301.00)	3.00	23.36
Cash generated/(used) in operations (Rs. m)	3,359	22,362	34	(167)	(85)	25,495
Total Debt: Equity ratio	55 : 45	49 : 51	90 : 10	98 : 2	21 : 79	53 : 47

STRATEGIC IMPERATIVES



WAY FORWARD



Continue to maintain focus on new products and new market segments



Recalibrate sales channel management and enhance presence beyond large cities to smaller urban centers









Grow further in the value-addition market



Continue to add further solar energy capacity

KEY BUSINESS RISK AND CHALLENGES



-  Domestic economy faced with severe contraction
-  Uncertain global economic conditions, rising inflation / interest rates and recessionary headwinds
-  High domestic interest rates and further PKR devaluation
-  Unabated abuse of FATA / PATA duties and taxes exemptions on imports
-  Energy shortages and price escalation
-  Extended domestic political uncertainty



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111-019-019

