



KOHINOOR MILLS LIMITED

REGISTERED OFFICE AND MILLS: 8th K.M. Manga Raiwind Road, District Kasur.
Tel: 092-42-36369340 UAN 92-42-111-941-941 Cell: 092-333-4998801-10 Fax: 092-42-35395064

Corp./KML/23/78
October 20, 2023

Through: PUCAR & Courier

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
KARACHI

REVISED

Subject: ANNUAL CORPORATE BRIEFING SESSION FOR THE YEAR ENDED JUNE 30, 2023

Dear Sir,

In compliance to Exchange Notice Number PSX/N-654 dated May 23, 2019, we are pleased to inform that Corporate Briefing Session (CBS) for the year ended June 30, 2023 of Kohinoor Mills Limited (the Company) will be held on Thursday, October 26, 2023 at 3:00 p.m.

The Session will be held to brief the analyst community and shareholders about financial performance of the Company, business operations, and future outlook in order to fulfill the requirements of PSX Notice PSX/N-1160 dated November 18, 2022. The leaflet for CBS along with presentation is attached herewith and has also been placed on the website of the company i.e., www.kohinoormills.com.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Yours truly,
For Kohinoor Mills Limited

MUHAMMAD RIZWAN KHAN
Company Secretary

ENCL: As above



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INVITATION

Annual Corporate Briefing Session For the year ended June 30, 2023

Shareholders and Analyst community are hereby cordially invited to attend the Corporate Briefing Session of Kohinoor Mills Limited to be held on Thursday, October 26, 2023 at 3:00 p.m. Participants opting to attend the Session physically may reach the Registered Office of the Company situated at 8 Kilometer Manga Raiwind Road, District Kasur at least fifteen minutes before the Session and must produce their valid identification/CNIC. However, participants wishing to attend the Session through electronic means must follow the below mentioned guideline:

The Chief Executive and Chief Financial Officer along with Senior Management team will brief the audience on Company's business operations, financial performance for the year ended June 30, 2023 and future outlook of the Company. The schedule of the Session is as under:

Date:	Thursday, October 26, 2023
Mode:	Physically and Through Video Conferencing
Presentation:	3:05 p.m.
Question & Answer session:	3:25 p.m.
Registration process:	<p>SHAREHOLDERS</p> <p>The shareholders who wish to register in the Session through video link facility are required to provide their Name, Folio Number/CDC Account Number, e-mail Address and mobile Number in an email to cskml@kohinoormills.com with subject "Registration for Kohinoor Mills Limited Corporate Briefing Session 2023". Video link login credentials will be shared with the shareholders whose email contain all required particulars and are received before 4:00 p.m. on Wednesday, October 25, 2023, at the e-mail address provided above.</p> <p>ANALYSTS</p> <p>The analysts who wish to register in the Session through video link facility are required to provide their Name, E-mail Address and mobile Number and Name of the Institution they represent in an email to cskml@kohinoormills.com with subject "Registration for Kohinoor Mills Limited Corporate Briefing Session 2023". Video link login credentials will be shared with the analysts whose email contain all required particulars and are received before 4:00 p.m. on Wednesday, October 25, 2023, at the email address provided above</p>

www.kohinoormills.com





WELCOME



Corporate Briefing Session 2023

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COMPANY PROFILE

- KML was incorporation in 1987 as a small weaving mill. Over the last 36 years, KML has evolved into one of the Pakistan largest vertically integrated textile operations with approx. 2,059 employees and annual turnover of PKR 28 Billion.
- The company is involved in three major businesses; Weaving, Dyeing & finishing and Energy.

KOHINOOR MILLS

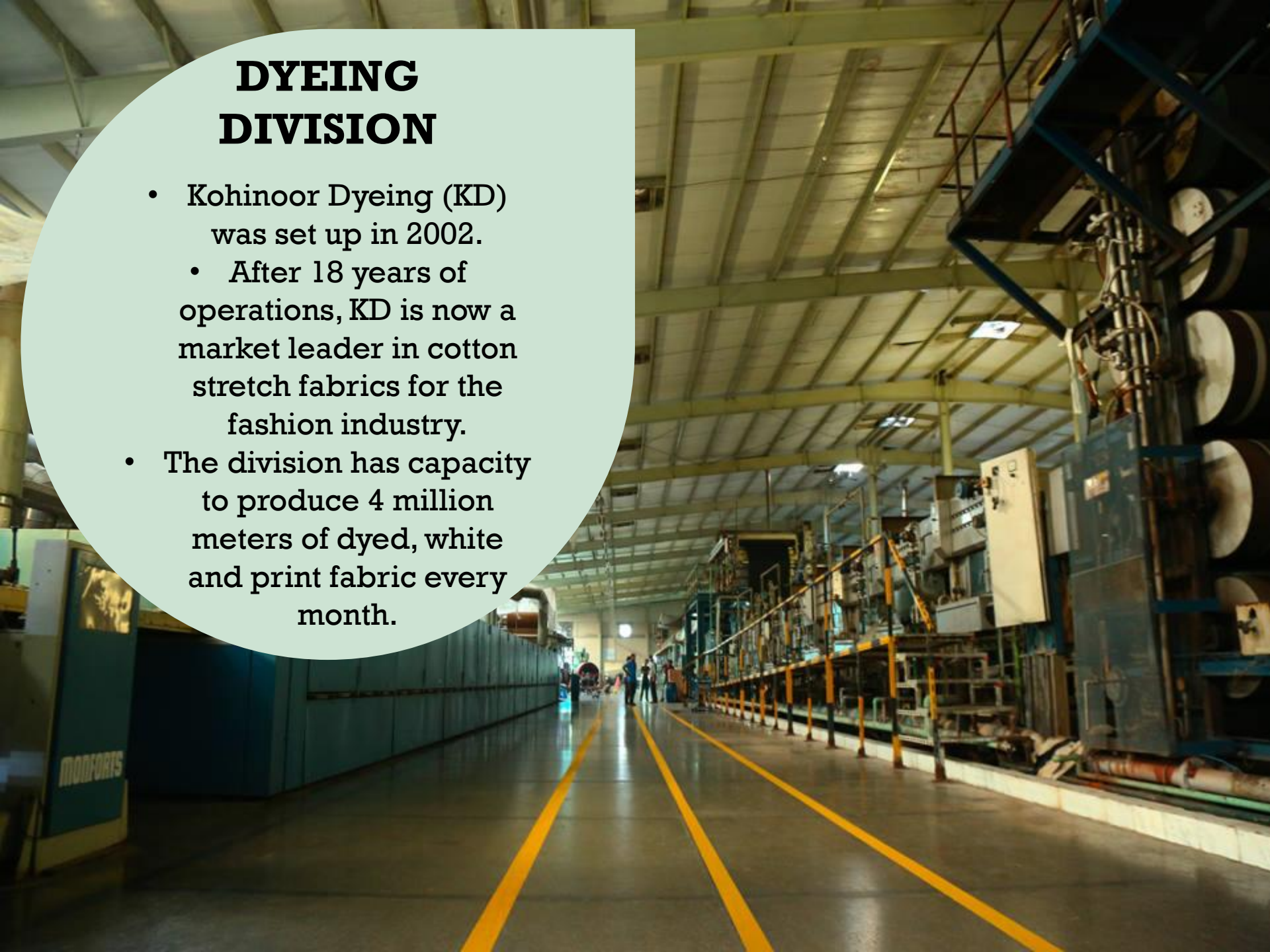
WEAVING DIVISION

- 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 DIVISION

- Kohinoor Dyeing (KD) was set up in 2002.
 - After 18 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.



ENERGY 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

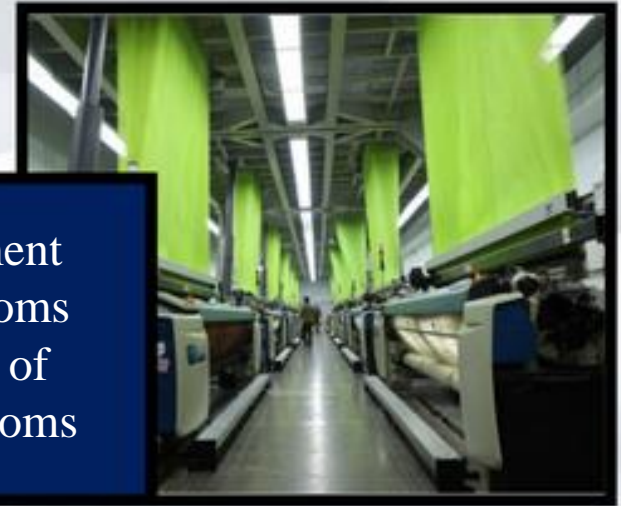


Key Strategic & Operational Development

Generation of
Steam from
agricultural
biomass



Replacement
of old Looms
with state of
the art Looms



Strengthening
the value added
segment to reap
benefit of vertical
integration



Recycling of
effluent
treatment plant



FINANCIAL HIGHLIGHTS 2023

Sales

RUPEES IN BILLION

28.21 PKR

Gross Profit

RUPEES IN BILLION

5.86 PKR

Gross Profit Ratio

20.8%

Profit before Tax

RUPEES IN MILLION

2,449 PKR

Profit after Tax

RUPEES IN MILLION

2,001 PKR

Earning per share
-Basic and Diluted

39.31 PKR

Shareholders'
Total Equity

RUPEES IN MILLION

7,889 PKR



KML –Financial Results

PARTICULARS	2022-23	2021-22
	Rs. 000'	Rs. 000'
SALES	28,208,445	21,452,848
COST OF GOODS SOLD	22,341,281	18,006,175
GROSS PROFIT / (LOSS)	5,867,164	3,446,673
GROSS PROFIT (%)	20.80%	16.07%
ADMIN EXPENSES	702,705	474,068
SELLING EXPENSES	1,369,765	1,100,121
OTHER CHARGES	331,308	303,439
	2,403,779	1,877,628
OPERATING PROFIT / (LOSS)	3,463,385	1,569,045
OTHER INCOME	236,021	135,336
	3,699,406	1,704,380
FINANCIAL CHARGES	1,249,473	482,136
PROFIT/(LOSS) BEFORE TAXATION	2,449,933	1,222,245
PROVISION FOR TAXATION	448,422	293,872
PROFIT/(LOSS) AFTER TAXATION	2,001,511	928,373
NET PROFIT (%)	7.10%	4.33%

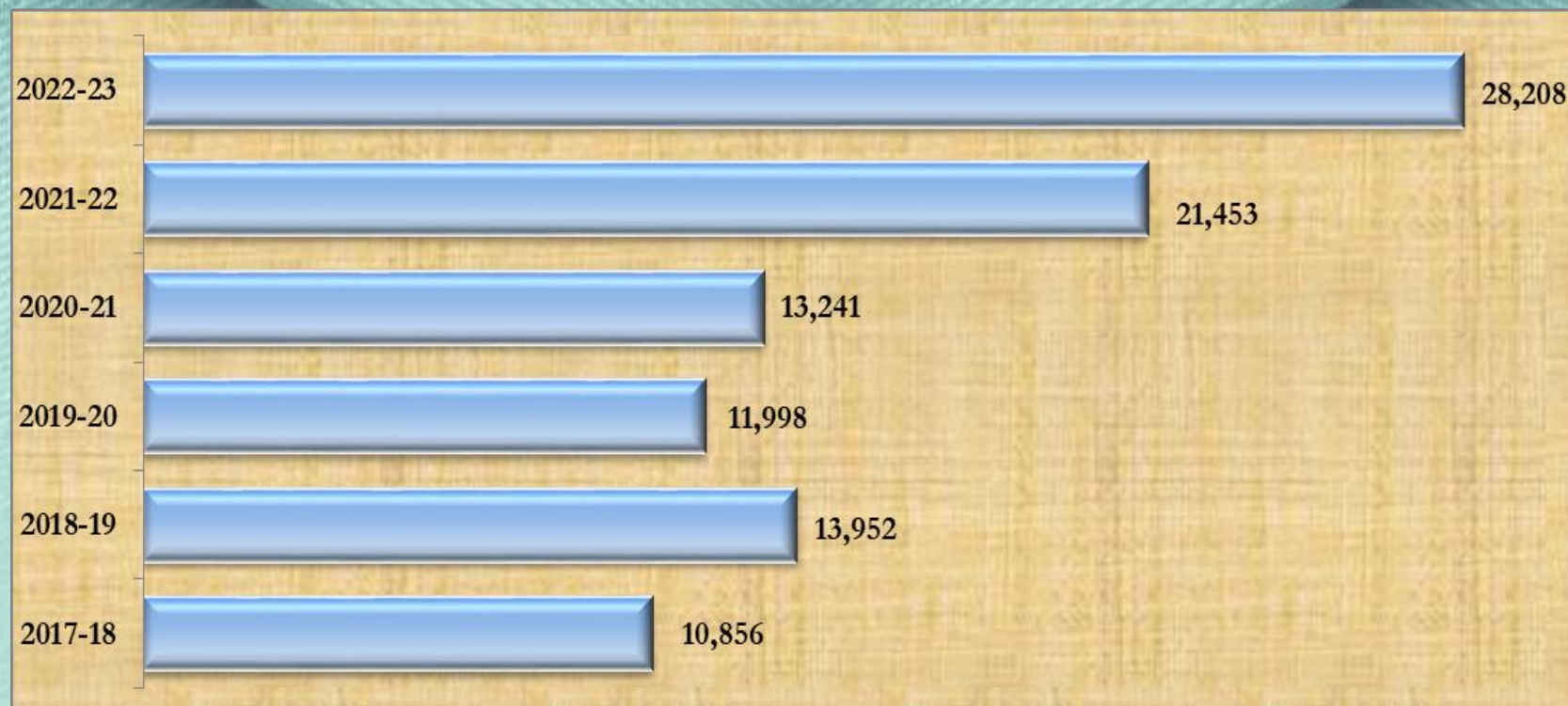
Particulars	Rs. Millions		
	2022-23	2021-22	Variance
Revenue	28,208	21,453	↑ 31%
Gross Profit	5,867	3,447	↑ 70%
EBITDA	3,699	1,704	↑ 117%
Net Profit	2,002	928	↑ 116%
EPS	39.31	18.24	↑ 116%

PERFORMANCE ANALYSIS



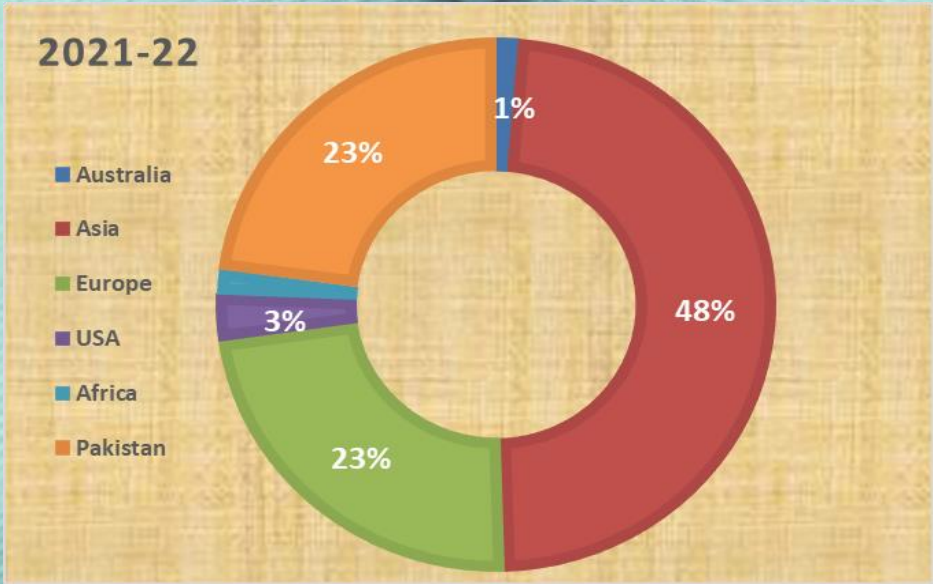
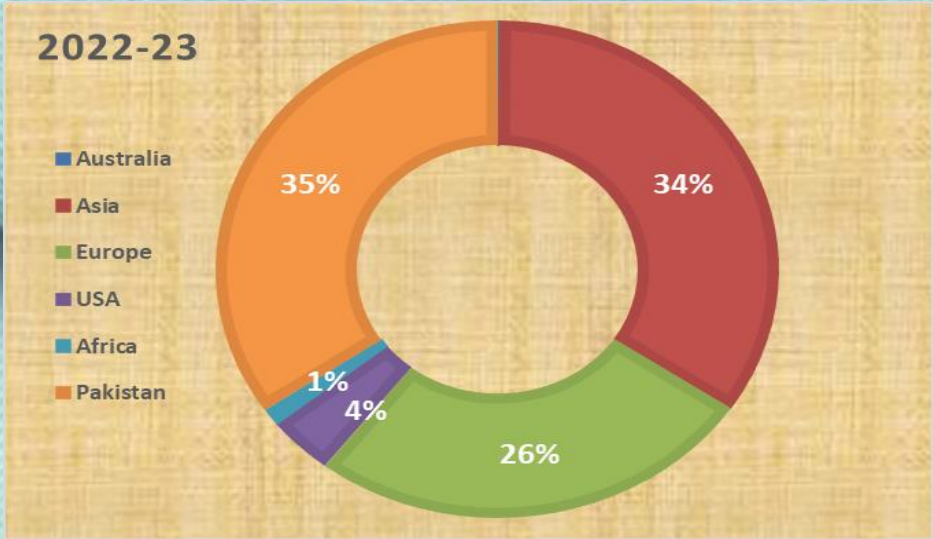


Annual Turnover Growth (Rs. Millions)





Region Wise Sales 2023 Vs 2022





Production & Sales (Million Meters)





Division Wise Sales





Top Brands





Challenges

Global Challenges Shrink Pakistan's Exports

Inflation and surging energy costs forced consumers in key markets like EUROPE and USA to cut spending, causing a drop in Pakistan's exports.

Political Instability Impeding Pakistan's Textile Industry Growth

Frequent government changes and policy uncertainty hinder Pakistan's textile sector, impacting production, exports, and profitability.

Interest Rate Escalation

Linking the interest rates on LTFF/ERF with the Policy rates, escalated from 10% to 19%, coupled with the policy rate itself climbing from 13.75% to 22%, has significantly curtailed the textile sector's bottom line.

Energy Tariff and RLNG Supply Issues

The lack of regionally competitive energy tariffs for electricity and the consistent supply of RLNG to the textile sector hampering textile sector's competitiveness in the regional market.

Exchange Rate Fluctuations

Strengthening of PKR against USD poses a significant threat to the profit margins of textile companies focused on exports.



Thank
you