



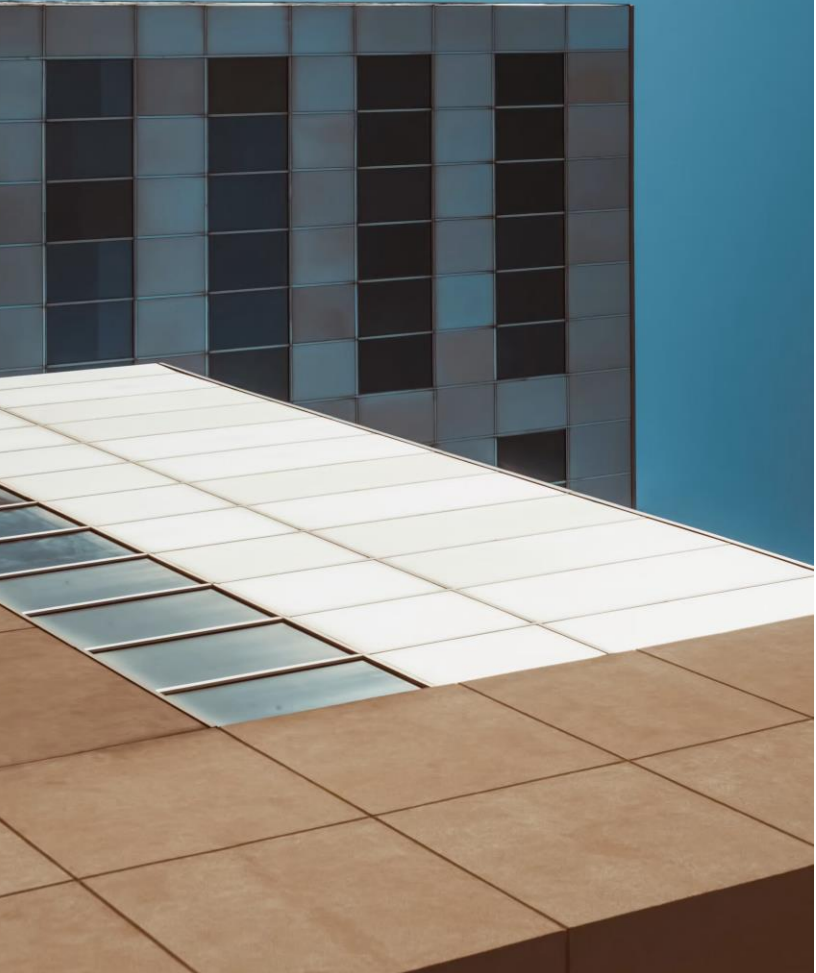
Air Link

Communication Ltd

Corporate Briefing Session

| Dated 21-Nov-2023

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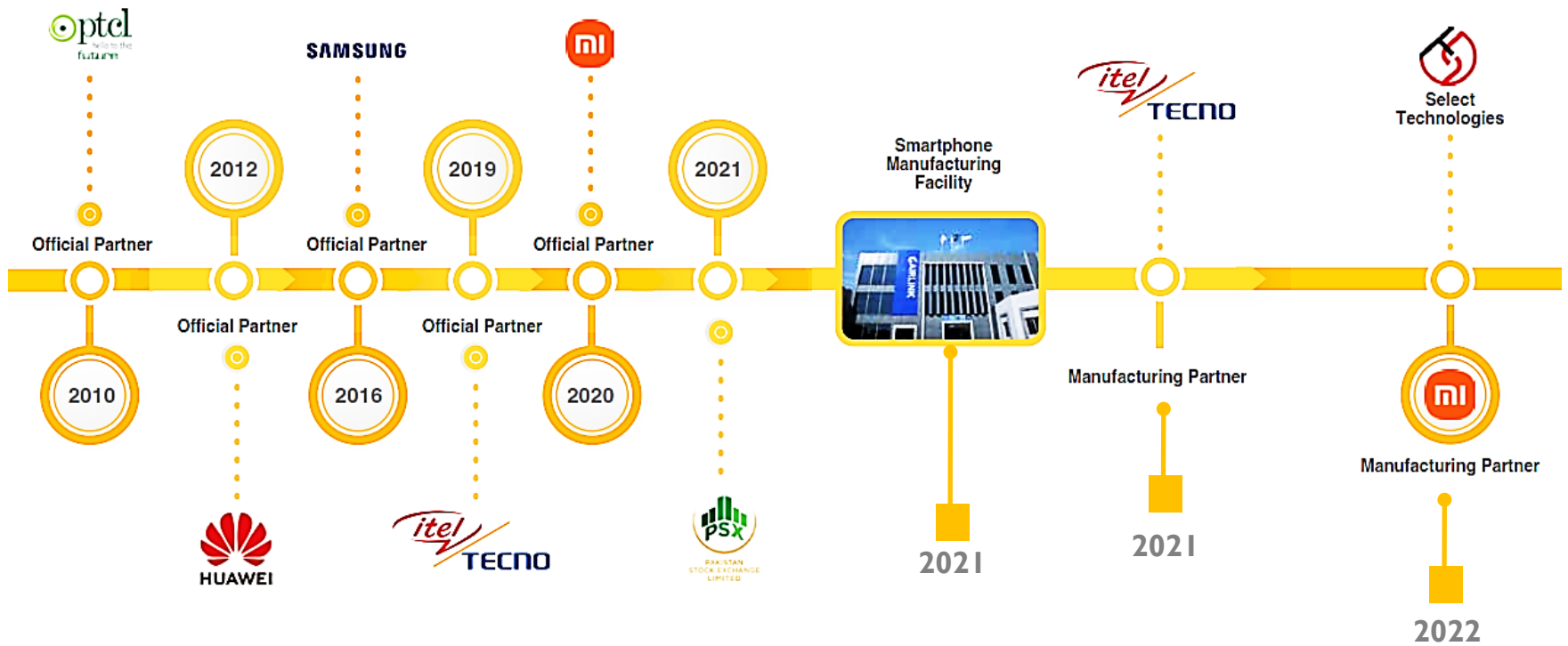
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AIRLINK...AT A GLANCE

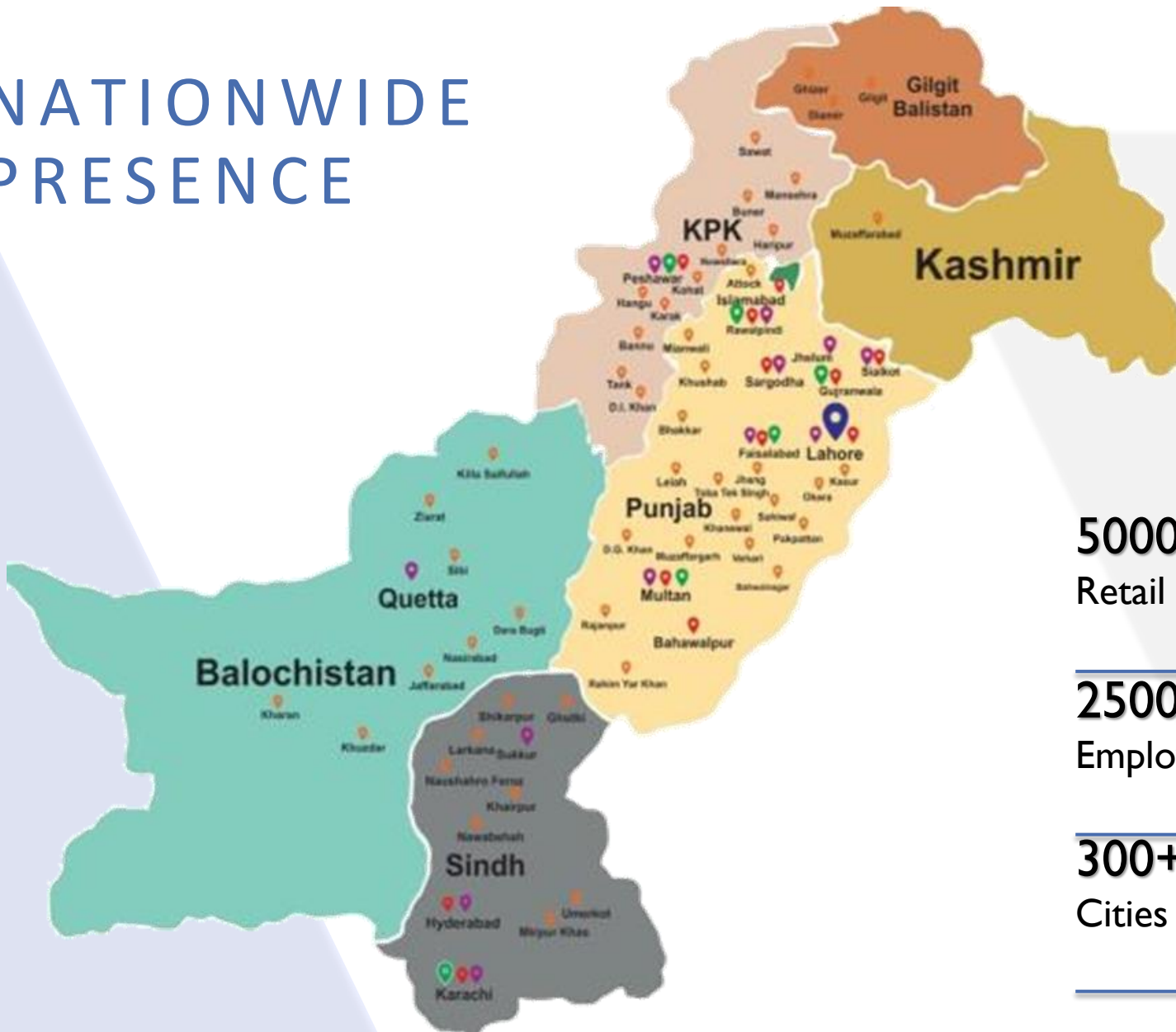
Airlink Communication Ltd. leads Pakistan's telecom sector, blending innovation with excellence.

Airlink Communication, a top tier distributor, manufacturer, and retailer of smartphones, is fostering a decade-long legacy in connecting Pakistan with cutting-edge technology.

The dedication to local excellence empowers Pakistan with smartphone solutions, strengthening connectivity and promoting **'Made in Pakistan'** pride



NATIONWIDE PRESENCE



5000+
Retail

2500+
Employees


300+
Cities

FINANCIAL REVIEW – FY 23

(24.88%) 

FY 2022: 49,166 Mn
FY 2023: 36,934 Mn
Change: (12,232)

SALES

(26.47%) 


FY 2022: 3,998 Mn
FY 2023: 2,939 Mn
Change: (1,059)

EBITDA

4.82% 


FY 2022: 29.48 PKR
FY 2023: 30.9 PKR
Change: 1.42

BV/SHARE

(37.19%) 

FY 2022: 1,530Mn
FY 2023: 961Mn
Change: (569)

PAT

(37.19%) 


FY 2022: 3.98 PKR
FY 2023: 2.5 PKR
Change: (1.48)

EPS

150% 

FY 2022: 10%
FY 2023: 25%
Change: 15%

DIVIDEND

(50.9%) 

FY 2022: 40.39 PKR
FY 2023: 19.38 PKR
Change: (20.56)

MV/SHARE

FINANCIAL REVIEW – SEP 2023

166.62% 


FY 2022: 9,417 Mn
FY 2023: 25,108 Mn
Change: 15,691

SALES

53.53% 

FY 2022: 943 Mn
FY 2023: 1,447 Mn
Change: 505

EBITDA

8.99% 


FY 2022: 30.21 PKR
FY 2023: 32.92 PKR
Change: 2.72

BV/SHARE

159.54% 


FY 2022: 304Mn
FY 2023: 789Mn
Change: 485

PAT

160.76% 

FY 2022: 0.79 PKR
FY 2023: 2.06 PKR
Change: 1.27

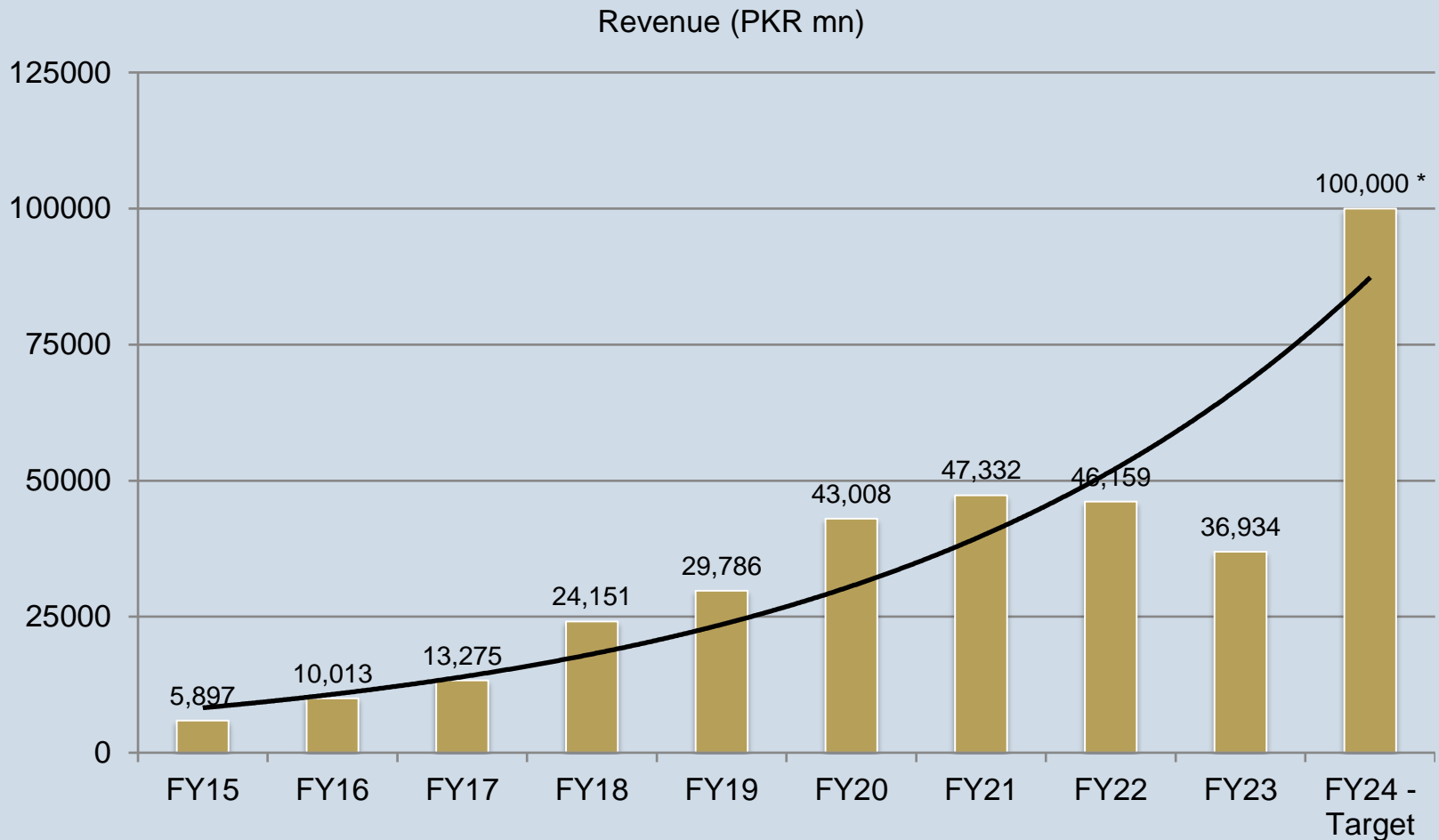
EPS

67.32% 

FY 2022: 36.17 PKR
FY 2023(C): 60.52 PKR
Change : 24.35

MV/SHARE

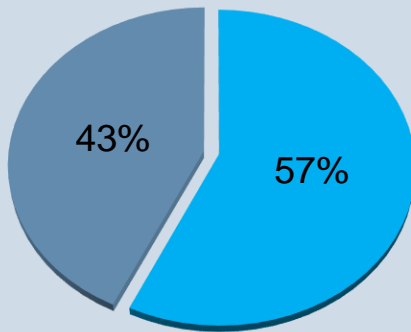
REVENUE GROWTH



*The Target is based on the 1Q 2023 performance

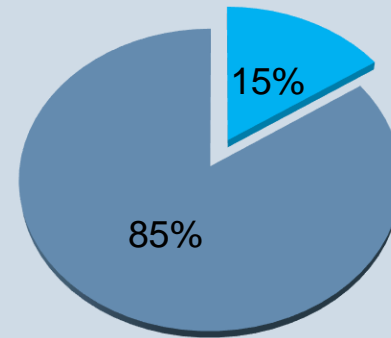
REVENUE COMPOSITION

FY 2023



■ Assembly ■ Distribution and Retail

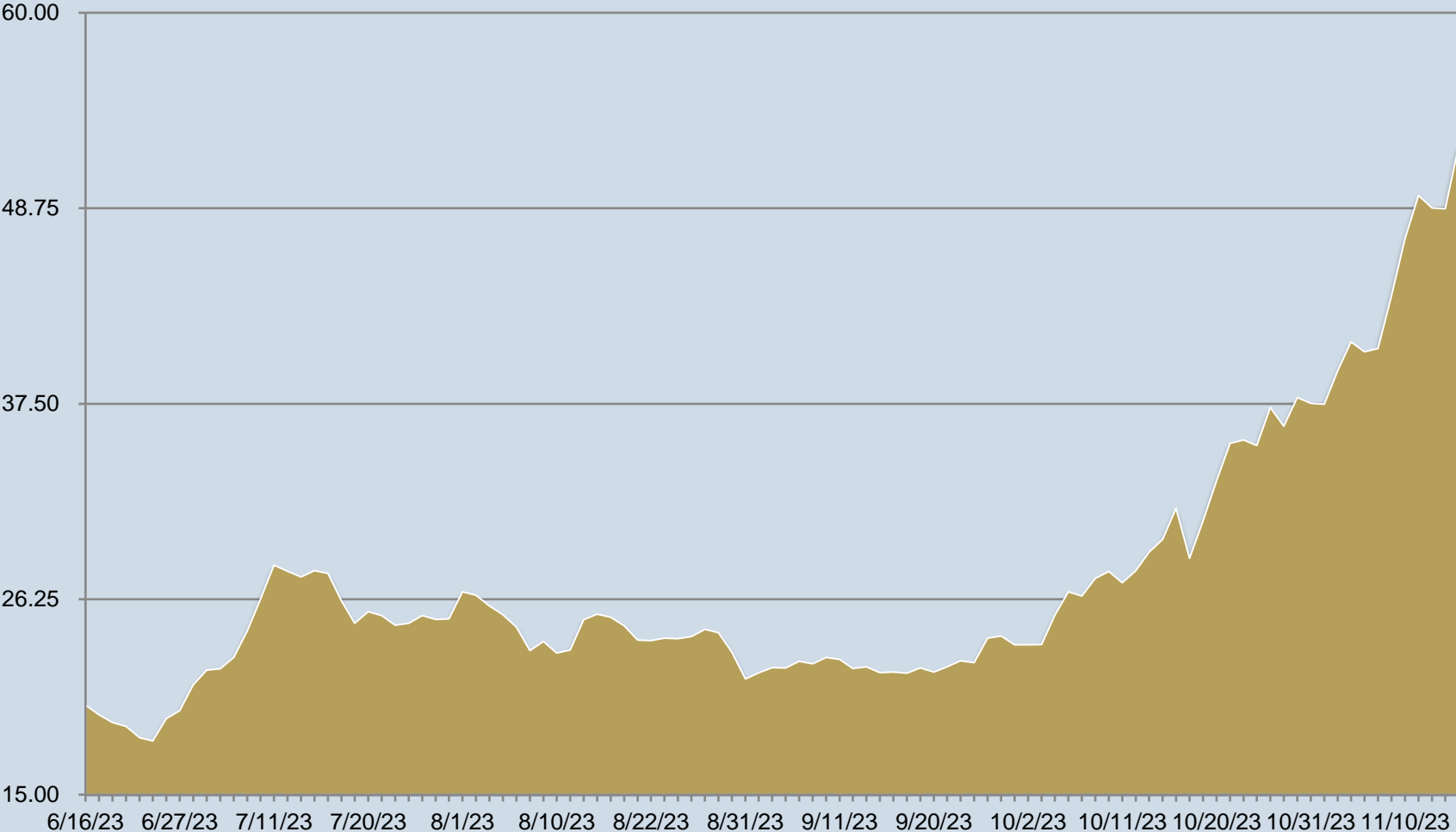
FY 2022



■ Assembly ■ Distribution and Retail

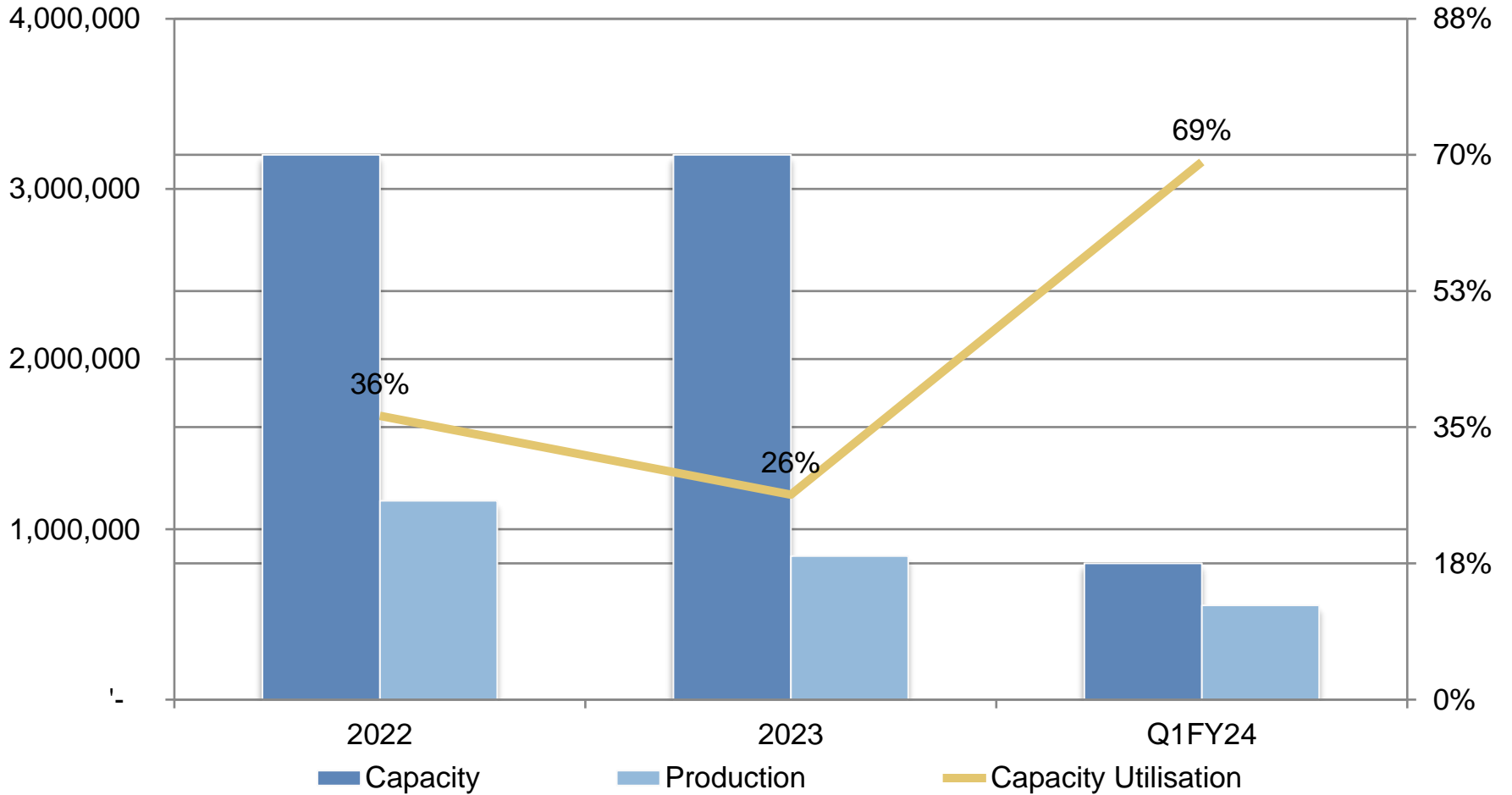
SHARE PRICE ANALYSIS

(6 MONTHS)



PRODUCTION & UTILISATION

(UNITS)



Capacity is calculated on single shift basis

FINANCIAL PERFORMANCE

	FY18	FY19	FY20	FY21	FY22	FY23
Sales Growth (YoY)	0.82	0.23	0.44	0.1	0.038	-0.2488
Net Profit Growth (YoY)	0.83	0.2	-0.01	0.03	0.017	-0.3722
Gross Margin	0.13	0.13	0.11	0.1	0.1057	0.0957
Operating Margin	0.11	0.11	0.09	0.07	0.0742	0.0658
Net Margin	0.05	0.05	0.03	0.03	0.0311	0.026
Diluted EPS (Rs.)	N/A	-	4.88	4.86	3.99	2.5
Book Value per Share (Rs.)	N/A	12.28	15.11	21.6	29.11	30.93
Current Ratio (x)	1.34	1.33	1.3	1.71	2.51	1.5
Working Capital Cycle (Days)	42.38	32.33	21.64	59.83	54.05	51.34
Interest Coverage (x)	6.9	4.14	2.82	3.18	3.4	1.47
Debt to Equity Ratio (x)	1.61	2.51	2.04	1.14	0.37	0.58
Debt to Capital Ratio (x)	0.62	0.71	0.67	0.53	0.27	0.37

FUTURE OUTLOOK

Airlink achieved a revenue of PKR 25,108 Million, and based on these Q1 2023 results, it aims on achieving the highest forecasted revenue of PKR 100 Billion by FY 2024

Aims at achieving sizable export volumes in FY 2024.

XIAOMI

Under the strategic partnership of Airlink and Xiaomi, Airlink will manufacture and launch **Xiaomi's smart TVs** in Pakistan, creating more job opportunities and substantially increasing Airlink's revenue.



EMBRACING ESG

A PATHWAY TO SUSTAINABLE FUTURE

Airlink believes in playing an active role in being a “Global Citizen” focusing on Philanthropy, Environmental efforts, Ethical labour practices and volunteering in community projects.

Environment

Adopted ISO-14001 for environment management systems (EMS), helping the company to reduce environmental impact and improve sustainability.

Governance

Strong Corporate Governance: Transparency and accountability
Ethical business conduct
Trusted and responsible reporting
Compliance: Compliance with industry standards
Diversity : Board Diversity and independence.

Social Initiatives

Health & Safety:

Ensuring a safe work environment for our employees at the factory

Supporting local communities:

Running Bhera Community Centre, a state of the art medical and community centre which is equipped with all the basic and advanced medical facilities and the halls can be used for social, cultural, recreational and civic activities. Collaboration with Rizq Foundation in their mission to eradicate food hunger.

Diversity and Inclusion:

Promoting a diverse and equitable workplace.

Equal opportunities for all employees

AWARDS AND RECOGNITION

Long-Term Outstanding Partner	<i>Given at the Global Partner Conference in Beijing on October 13, 2023 from Xiaomi Corporation.</i>
The Best Distributor Award 2022	<i>Presented by Xiaomi local management at Airlink's Office</i>
Top tax payer award 2021	<i>AirLink was awarded the 'Top importer/exporter Award 2021' on international customs day.</i>
Top tax payer award 2020	<i>Airlink has been honoured with 'Highest Tax Payer Award 2020' in a ceremony held by Pakistan Customs at Wahga Border.</i>
5th Top Tax Payer Award 2018	<i>Airlink was awarded the 5th Top Tax payer Award by Pakistan's Federal Board of revenue at Prime Minister House.</i>
Sustainable Growth Channel Partner Awards 2018	<i>Airlink was awarded Sustainable Growth Channel Partner Award by Huawei in July 2018 for attaining exceptional growth in 2017-18</i>
Platinum National Distributor Award 2018	<i>Airlink was awarded Platinum National Distributor Award by Huawei in July 2018 for extraordinary performance and growth throughout the years.</i>
Top Tax Payer Award 2017	<i>Airlink honored with the Top Tax Payer Award 2017 at a ceremony held by Pakistan Customs on 26th Jan, 2018.</i>
Most Valuable Channel Partner Award 2016	<i>Huawei mobiles awarded Airlink with the Most Valuable Channel Partner Award in 2016.</i>
Gold Partner Award	<i>Huawei mobiles awarded Airlink with the Most Valuable Channel Partner Award in 2015.</i>



DISCLAIMER

The information contained herein reflects our latest business statement as at Jun 30, 2023 and Quarter ended September 30, 2023. Except the historical information contained herein, statements in this Release which contain words or phrases such as 'will', 'would', 'indicating' expected to' etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion in business, the impact of any acquisitions, our exposure to market risks as well as other risks detailed in the reports filed by us with various regulatory authorities as per applicable laws and regulations. AIRLINK undertakes no obligations to update forward-looking statements to reflect event or circumstances after the date thereof.

Q&A

Thank You

Air Link Communication Ltd.

airlinkcommunication.com