



**NISHAT
CHUNIAN**
L T D .

NCL/PSX/221123

November 22, 2023

The General Manager,
Pakistan Stock Exchange Ltd.
Stock Exchange Building,
Stock Exchange Road, **Karachi**

Subject: HOLDING OF CORPORATE BRIEFING SESSION OF NISHAT (CHUNIAN) LIMITED FOR THE YEAR 2023 IN COMPLIANCE WITH THE REQUIREMENT OF CLAUSE 5.7.3 OF THE RULE BOOK

Dear Sir,

In continuation of our letter No. NCL/PSX/2023 dated November 20, 2023 for the holding of Corporate Briefing Session (CBC) of M/s Nishat (Chunian) Limited ("the Company) on November 23, 2023 at 09:30 a.m at 31-Q, Gulberg-II, Lahore, we are pleased to submit herewith Presentation for the said CBS for information of all concerned.

You may please circulate the same to all concerned.

Yours truly,

Danish Farooq
Company Secretary





NISHAT
CHUNIAN
LTD.

CORPORATE BRIEFING

Fiscal year 2023



NISHAT
CHUNIAN
LTD.



**NISHAT
CHUNIAN**
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Nishat Chunian Limited (NCL)

- Vertically integrated textile company set up in 1990
- One of the largest textile manufacturers

Nishat Chunian USA Inc.

- A Foreign subsidiary facilitating Sales to USA

Sweave Inc.

- A subsidiary in USA for E-Commerce retail of home textile products

Nishat Chunian Properties (Private) Limited (NCPropL)

- A subsidiary for Real Estate development

T L C Middle East Trading L.L.C

- A subsidiary for Retail Business in UAE

1991

First Spinning mill set up with 14,400 spindles

1998

Diversified into Weaving with 99 air jet looms and expanded Spinning

2006

Branched out into Home Textiles

2010

A 200MW IPP started commercial operations

2013

Established a subsidiary company in USA – Nishat Chunian USA Inc.

2014

Set up 46 MW captive power plant

2016

Diversification into retail business – The Linen Company (TLC)

2021

Company in USA for E-Commerce retail of home textile products – Sweave Inc.

2022


Established subsidiaries;

- **Nishat Chunian Properties (Private) Limited** (for Real Estate Development)
- **T L C Middle East Trading L.L.C** (for Retail business in UAE)

HISTORY OF NISHAT CHUNIAN GROUP

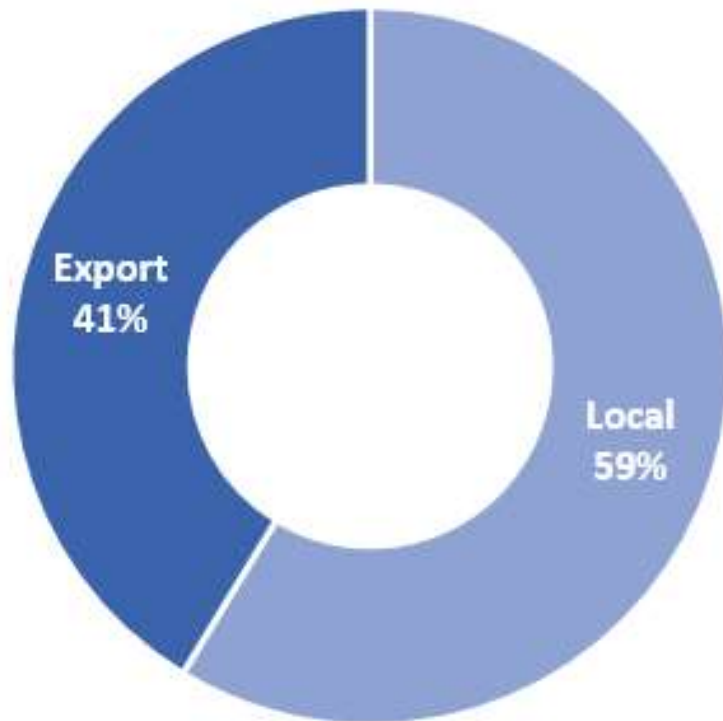
NISHAT CHUNIAN LIMITED

DIVISIONS

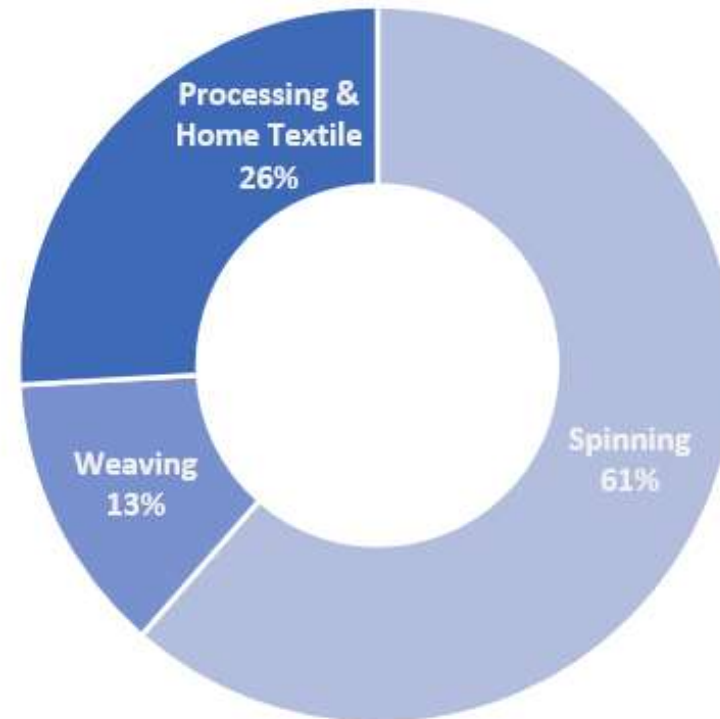
- 
- Spinning
 - Weaving
 - Home Textiles
 - Power Generation
 - Retail Business

Company Market Profile

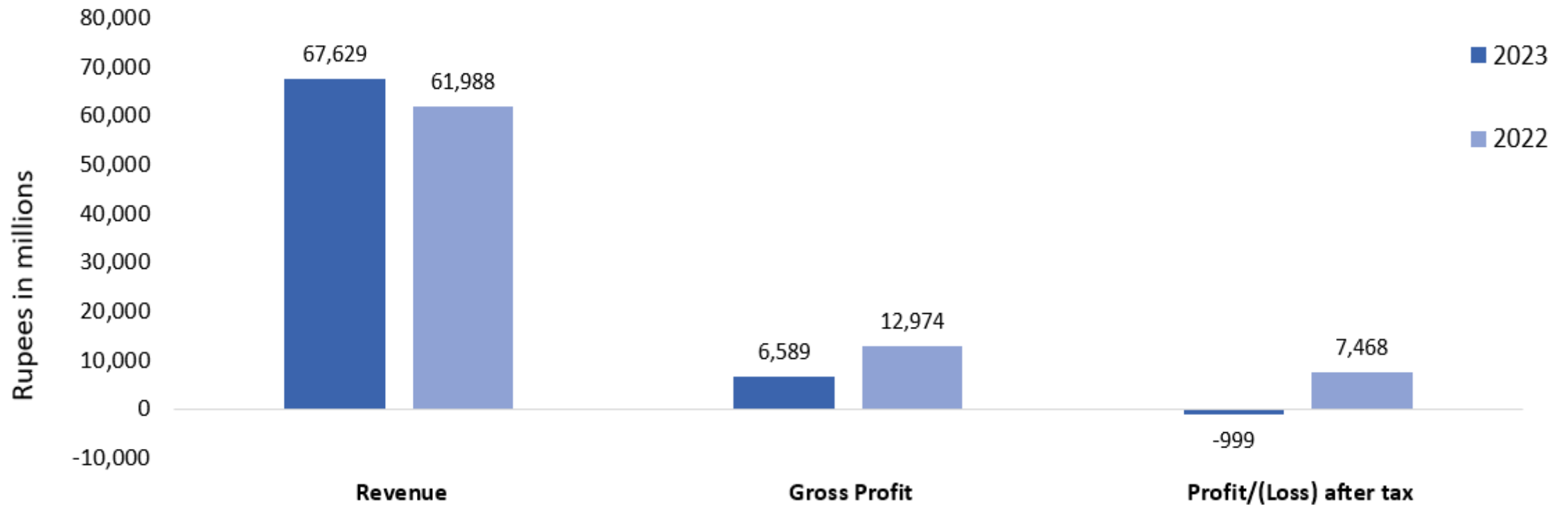
Sales Break Up Market Wise



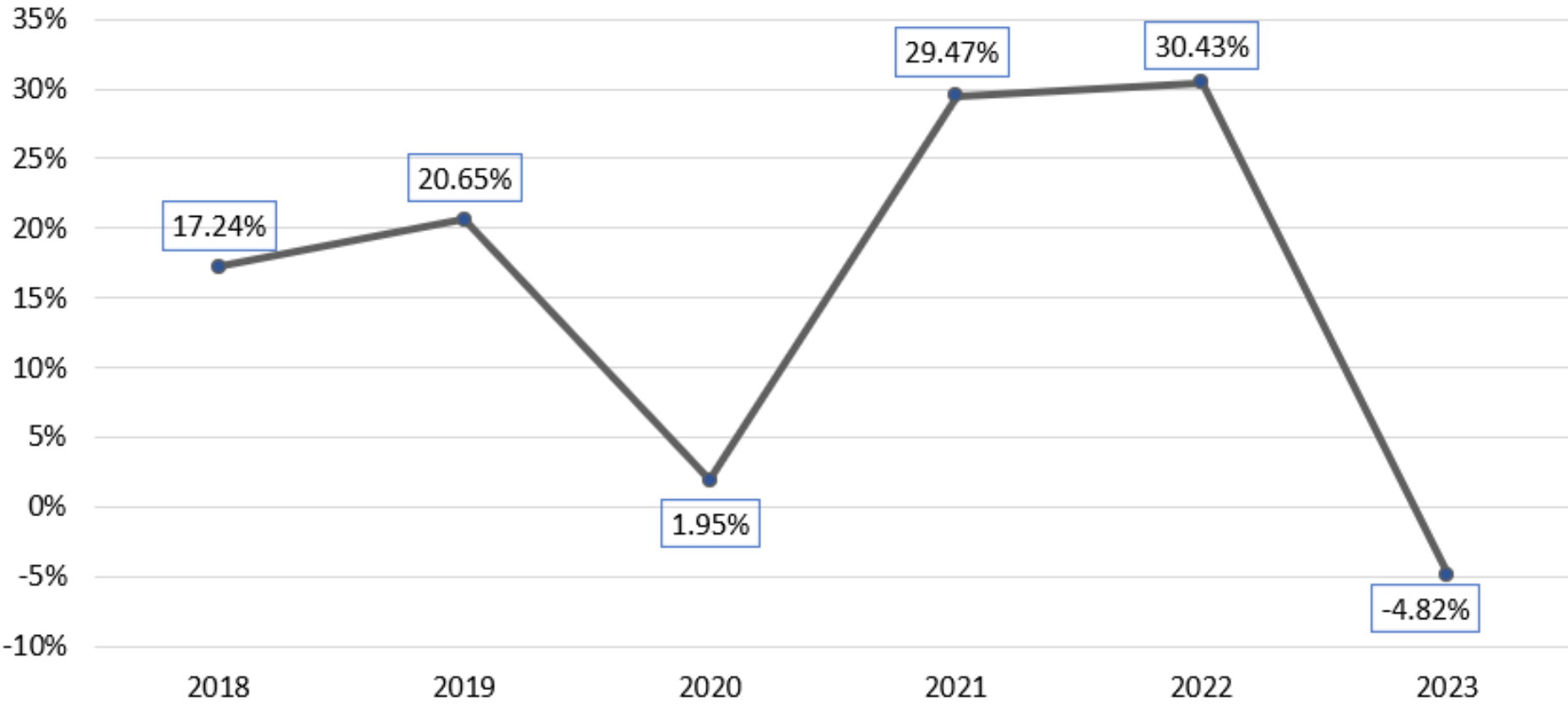
Sales Break Up Segment Wise



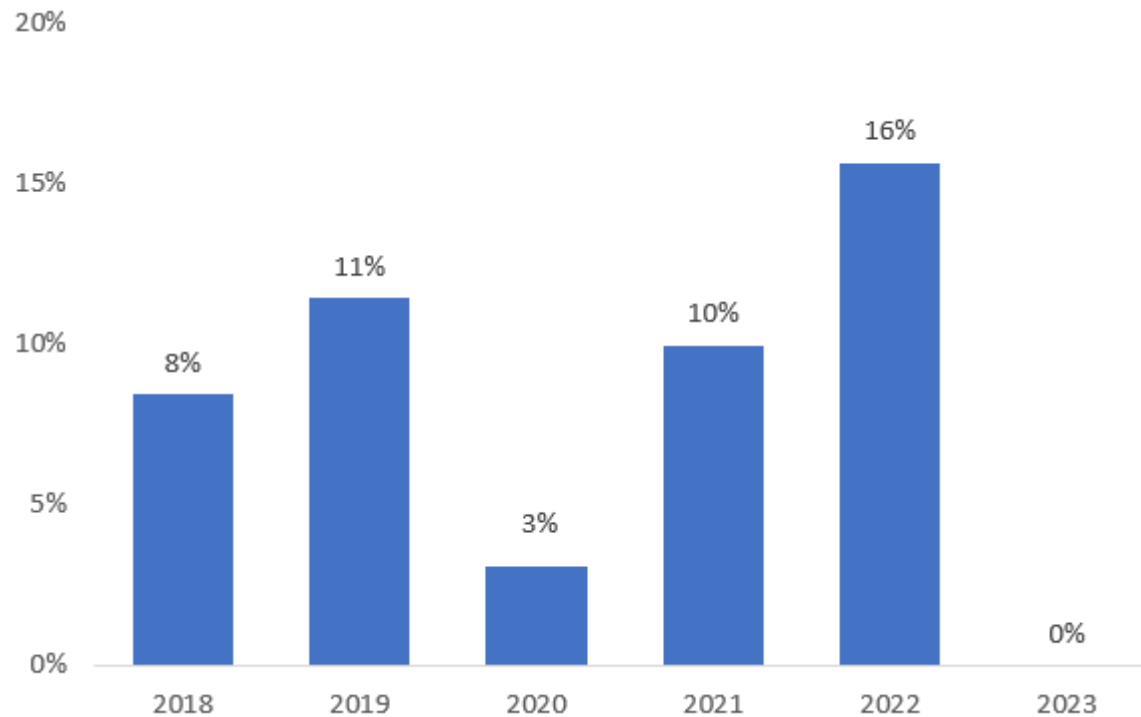
Financial Review – Sales, GP & NP (FY-23)



RETURN ON EQUITY (ROE)



DIVIDEND YIELD %



- 4.88

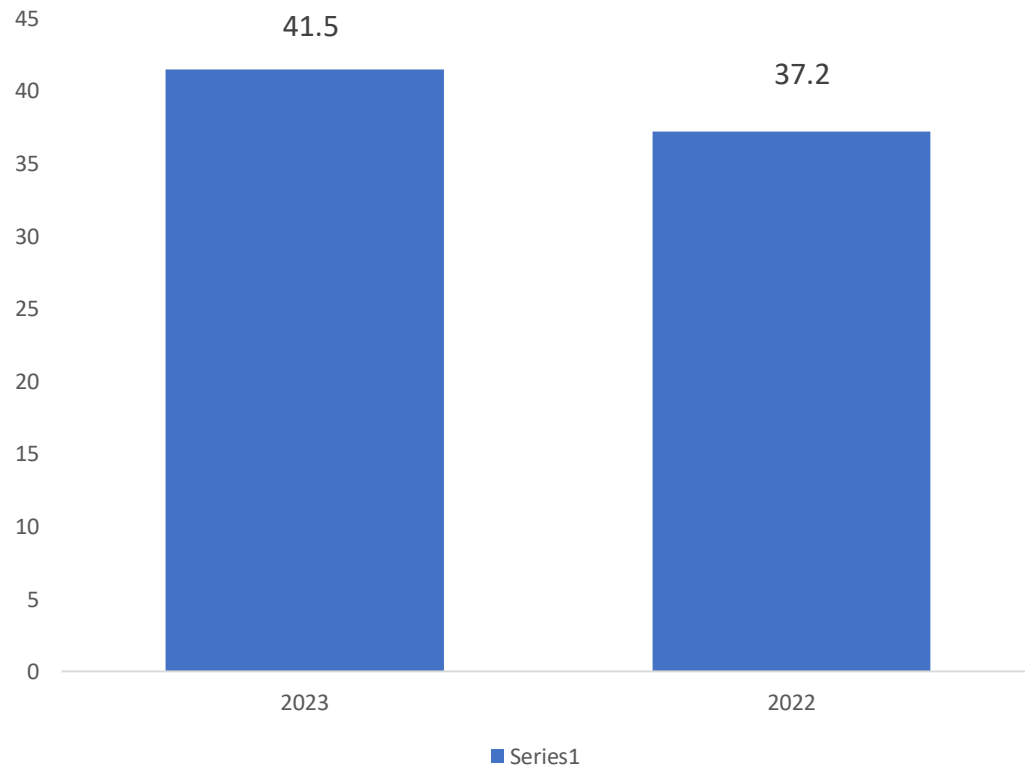
PRICE-TO-EARNING RATIO
(negative)

PKR 20.30

MARKET PRICE OF NCL AS ON 30-
JUN-2023
vs. PKR 44.79 AS ON 30-JUN-
2022

SPINNING

Sales (PKR Bln)



22.19%

YARN EXPORTS

vs. 29.28% last year

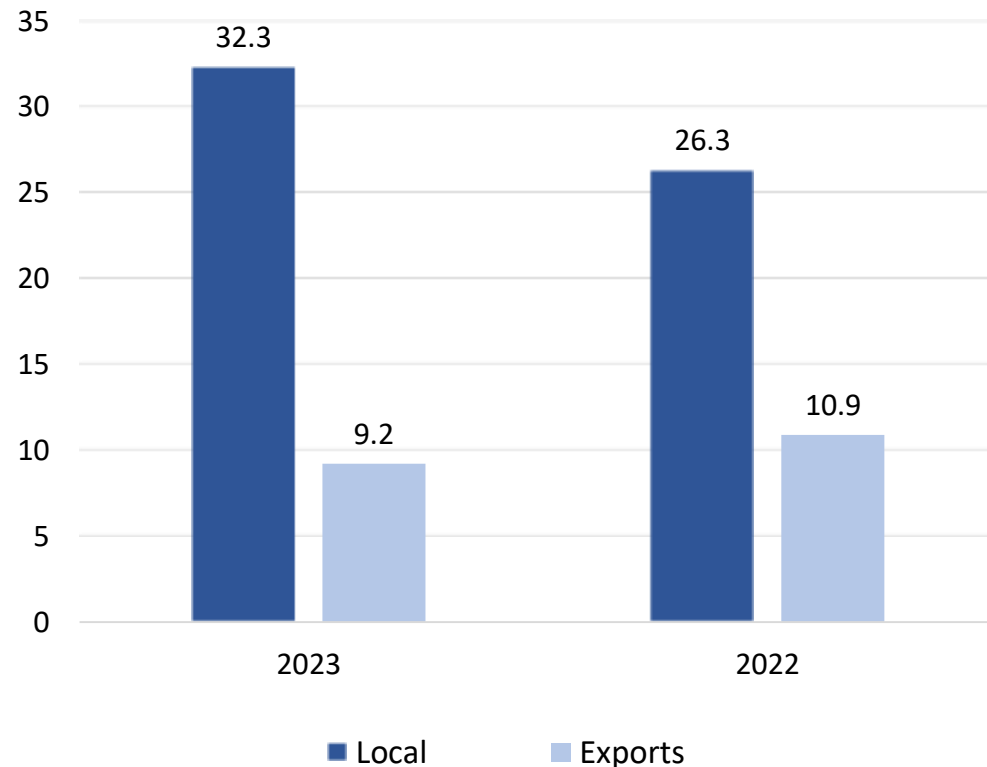
11.59%

Growth in YARN

SALES

SPINNING

Sales (PKR Bln)



15.6%

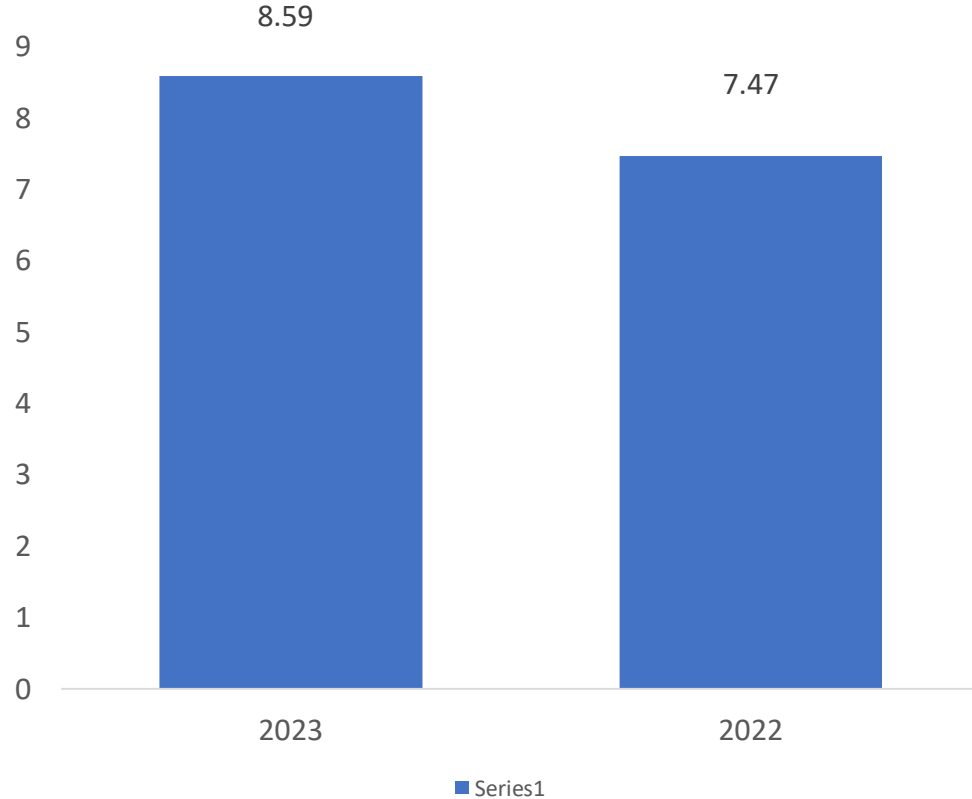
Decrease in Yarn Exports
vs. 4.8% increase in last
year

22.81%

Increase in Local Yarn
Sales vs. 65.41%
increase in last year

WEAVING

Sales (PKR Bln)



30.69%

EXPORTS

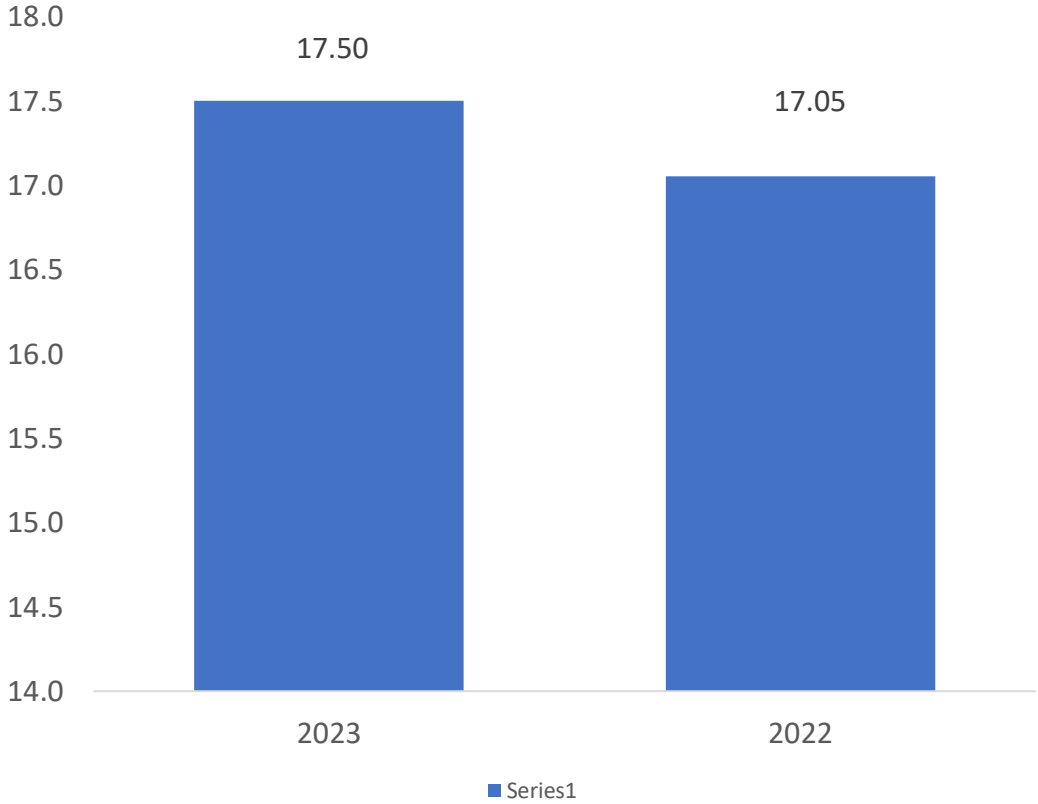
vs. 20.88% last year

14.94%

Growth in SALES

HOME TEXTILE

Sales (PKR Bln)



91.83%

EXPORTS

vs. 90.95% last year

2.62%

Growth in SALES

Company Profile - Business Segments

Spinning

- Production capacity of 86 million Kgs of Yarn per annum.
Capacity Utilization 98.52%.

Weaving

- Production capacity of 345.6 million square meters of fabric per annum.
Capacity utilization 89%.

Dyeing & Printing

- Dyeing capacity of 63.12 million meters of fabric per annum.
Capacity utilization 55%.

Stitching

- The plant capacity of this division is indeterminable due to multi product plant involving varying run length of order lots.

Company Profile-Business Segments

Spinning

223,428 Spindles

2,880 Rotors

Weaving

379 Looms

Dyeing & Printing

1 Thermosol machine

5 Stenter machines

1 Rotary Printing machines

5 Digital Printing machines

Future Outlook

- **Spinning** - Enhancement of capacity for Auto Coro unit.
- **Spinning** - Installation of new ring winders and contamination sorting machines.
- **Weaving** - Installation of new Sizing Machine.
- **Home Textile** - Plan to start trading of our product range from recently inaugurated showroom in New York.
- **Home Textile** - Working on switching to Biomass fuels from conventional fossil fuels for steam production.
- **Retail** - Plan to further expand number of retail outlets.
- **Retail** - Plan to introduce new product range to enhance revenue.

Thank You