

Ali Asghar Textile Mills Limited Corporate Briefing Session 2023

Presenter Name

November 23, 2023



Mission Statement

- To strive through excellence through Commitment, Integrity, Honesty and Team Work



Vision Statement

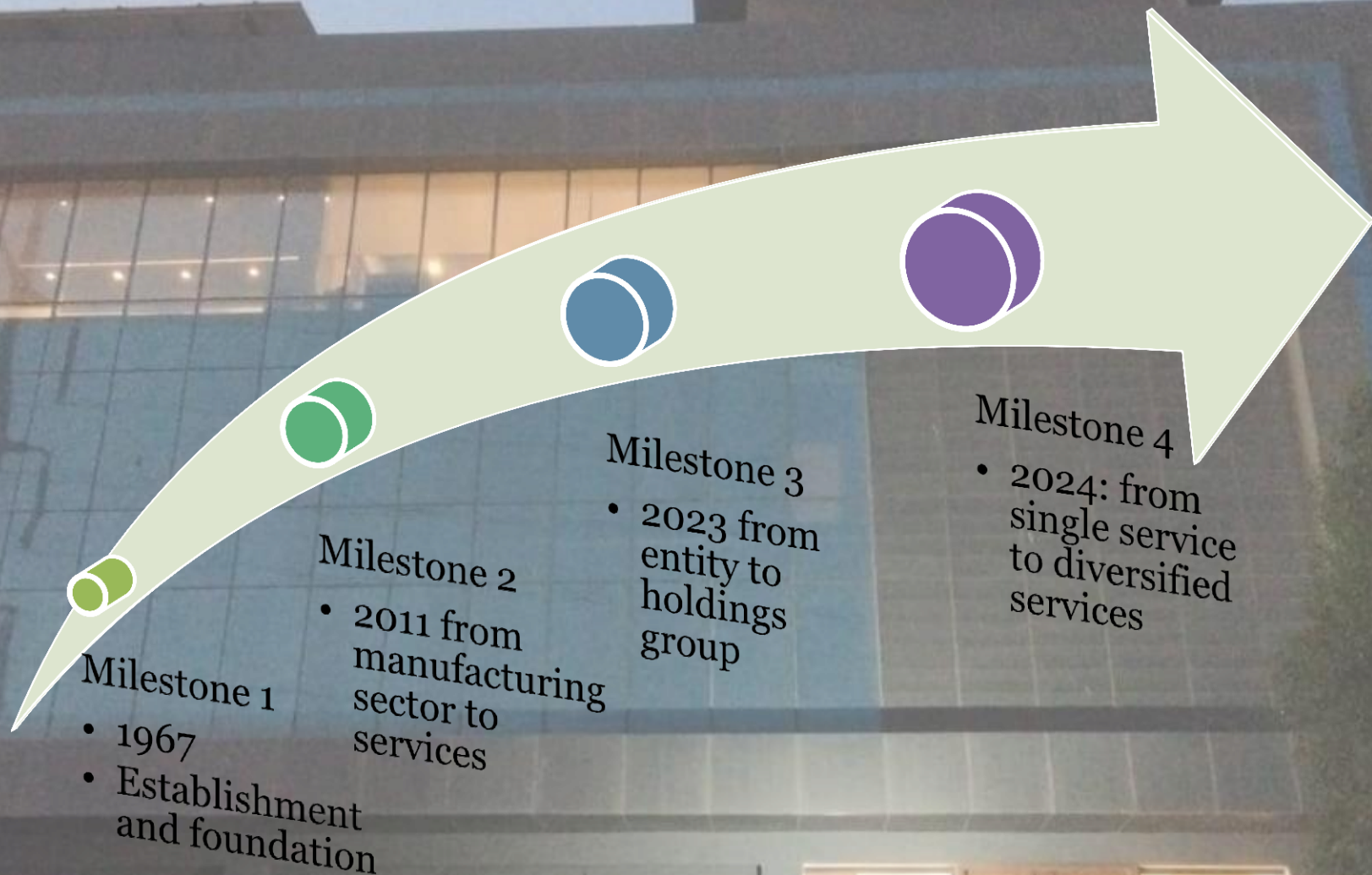
- To invest and operate successful Logistic centers and invest in high return ventures



Brief History/Company Profile

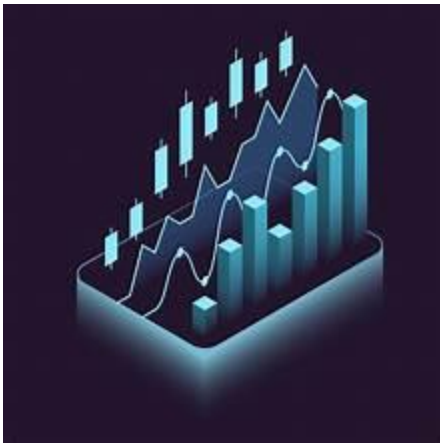
- Established in 1969 as a textile spinning unit
- In 2011, made a strategic decision to exit textile spinning and invest in warehousing/logistics
- Today, the company's principal line of business is logistics/warehousing

Timeline



Business Activities

- Logistics center services
- Warehouse construction/rental
- Allied business



Financial Details



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Revenue from logistics center services has increased significantly in recent years

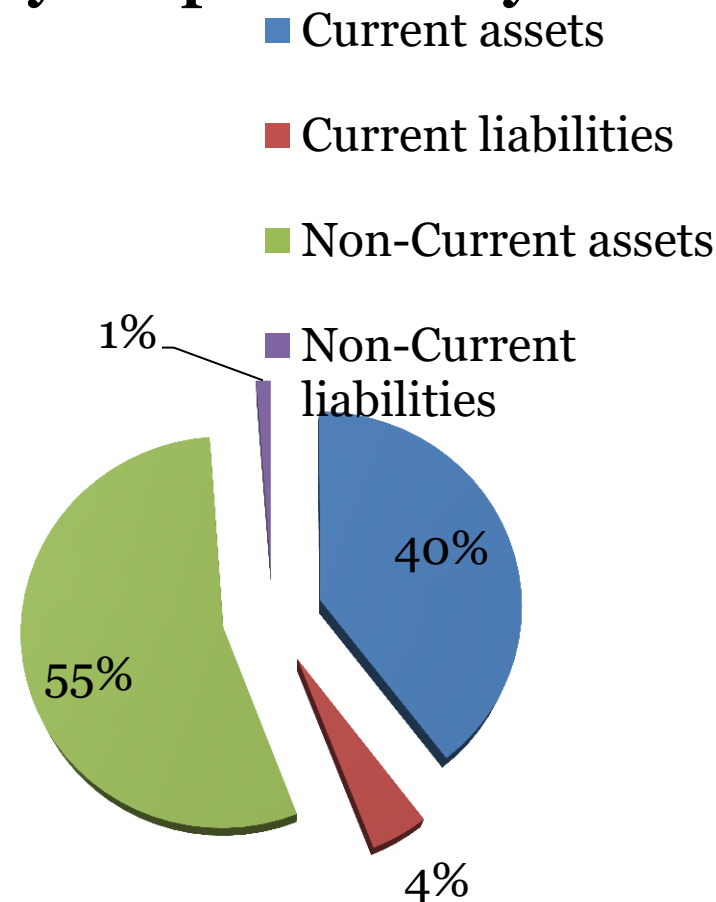
Gross profit and net profit have also been strong

The company has a strong financial position with low debt levels?

Financial Position (Year Ended 30 June 2023)

- Total assets: Rs. 1,654,193,390
- Total liabilities and equities:
Rs. 1,654,193,390
- Current Assets: Rs. 694,860,329
- Current Liabilities : Rs. 78,620,914
- Non-current Liabilities :
Rs.20,993,016
- Non Current Assets:
Rs. 959,333,061

By Proportionality



FINANCIAL DETAILS

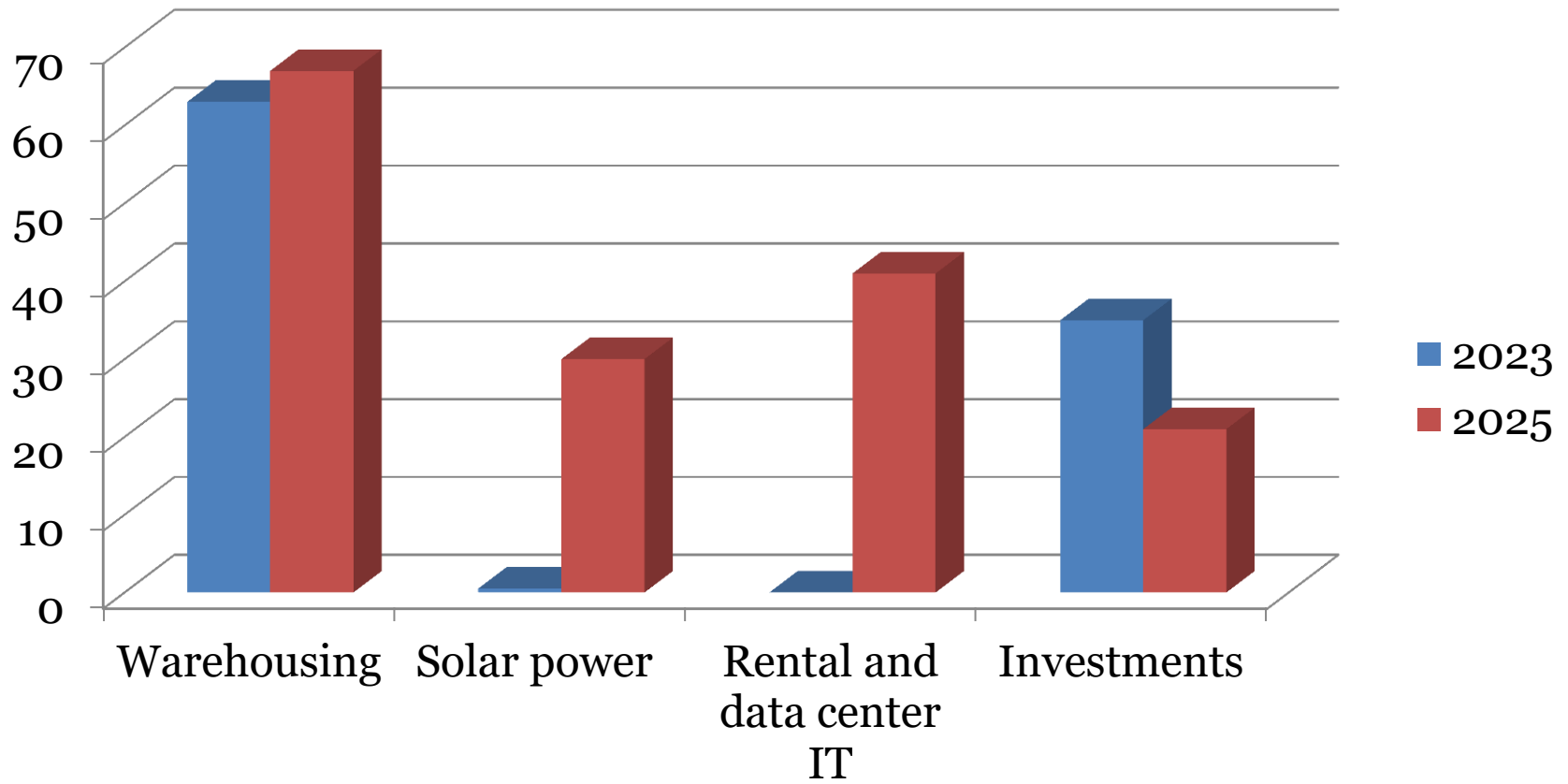
Historic Performance

FINANCIAL YEAR	2022-23	2021-22	2020-21	2019-20	2018-19	2017-18
Operating Results	'000	'000	'000	'000	'000	'000
Logistic Service Revenue	63,796	52,585	8,892	3,855	11,173	12,134
Gross Profit/(Loss)	31,325	18,207	(11,650)	(17,066)	(7,558)	509
Net Profit/(Loss)	14,235	33,029	105,109	134,532	(16,541)	(4,878)
Operating Fixed Assets	953,094	968,946	839,416	768,161	357,730	353,347
Current Assets	694,860	669,838	800,169	899,279	33,652	35,674
Shareholders' Equity	1,554,579	1,532,722	1,613,523	1,453,622	319,112	317,186
Total Non-Current Assets	959,333	975,667	902,682	783,308	362,962	368,366
E.P.S	0.32	0.74	2.37	3.03	-0.29	-0.11
Current Ratio	8.38	12.91	28.11	5.34	1.05	0.93

Financial Forecasting

- The company is hoping to retain its success in logistics and increase revenue by 137% from current year by mid of 2025 in Pakistan.
- The company is planning to offer value-added warehousing services such as data warehousing storage for pharmaceuticals and other financial company.
- The company has a 3-year service contract with Daraz worth approximately Rs. 200 million
- The company has installed a 250KW solar system that can supply 100% of the energy needs of its buildings and warehouses also increasing the solar power production through subsidiary to more than 1000KW by the mid of 2024 for additional revenue also signed MoU with Getz Pharmaceuticals in this regard.
- The company is nearing completion of an office building and is considering starting an IT business dedicating two floors for data warehousing service

Expected Revenue by mid of 2025 in Millions



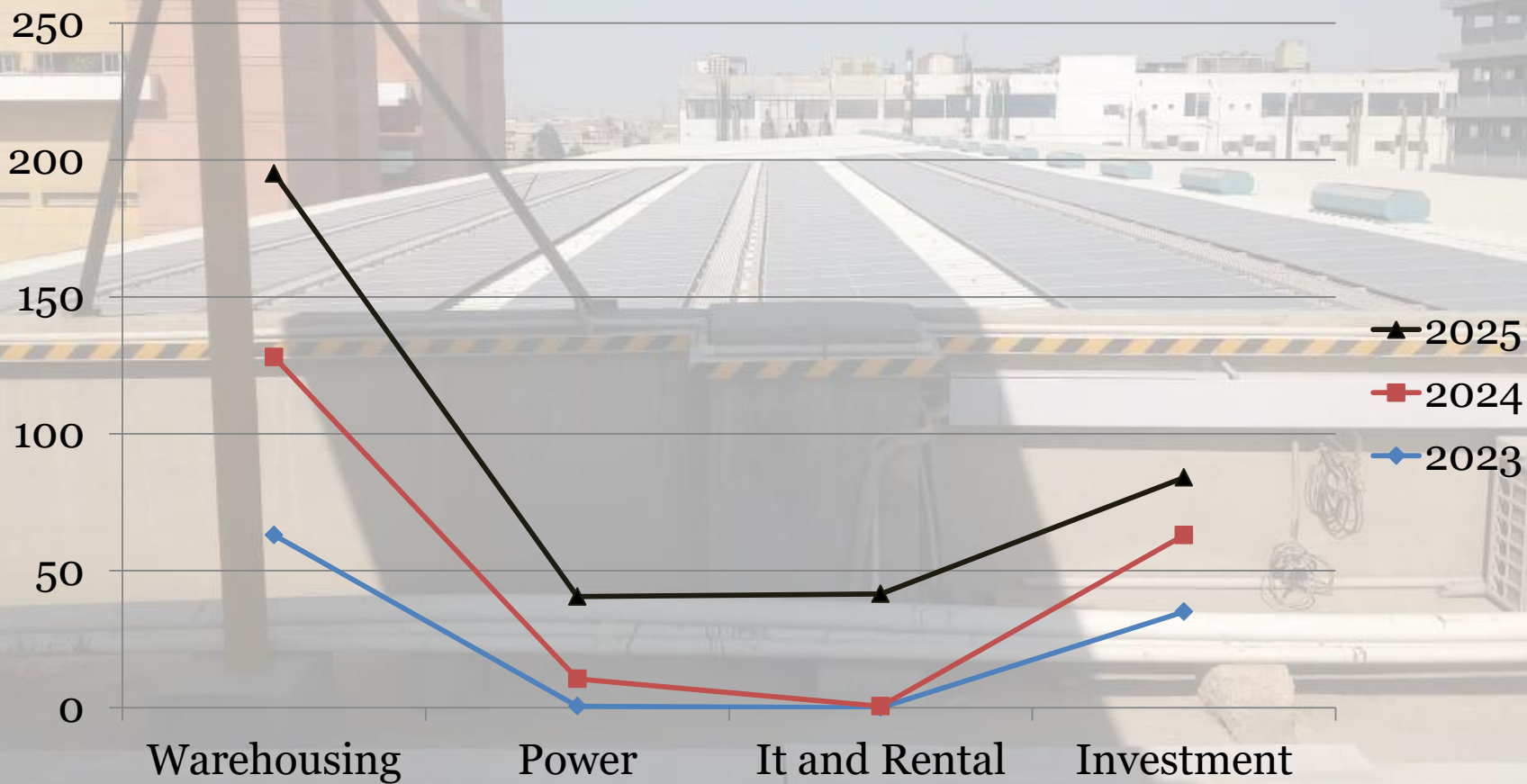
Default Segment

- The company is in discussions with the Central Depository Company (CDC) to settle penalties charged by the PSX under clause 5.11.1(g) of the PSX regulation. Response is awaited from CDC
- All other requirements are fulfilled.

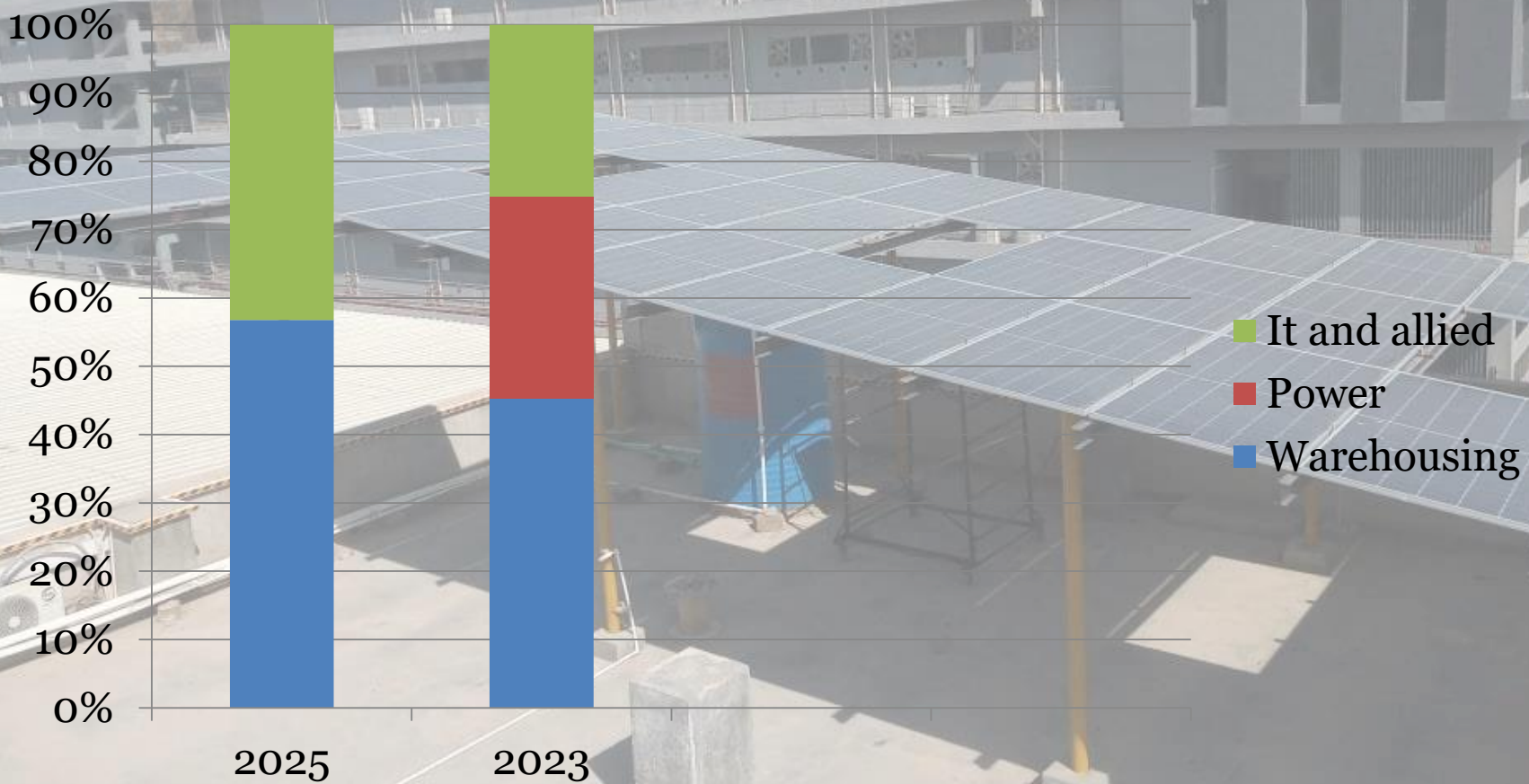
Statement of Profit or Loss **Year Ended 30 June 2023**

	2023	2022
Logistic Center Service Revenue	63,796,495	52,585,949
Logistic Center Service Charges	(32,470,676)	(34,378,314)
Gross Profit/(Loss)	31,325,819	18,207,635
Administrative Expenses	(19,747,733)	(18,976,047)
Other Expenses	(36,319,870)	(216,734)
Other Income	35,641,553	61,571,142
Profit/(Loss) from operations	10,899,768	60,640,796
Finance Cost	(211,036)	(200,132)
Profit/(Loss) before taxation	10,688,732	60,440,664
Current	(5,677,274))	(18,773,791)
Prior Year Tax	9,224,024	(8,637,619)
Profit/(Loss) after taxation	14,235,482	33,029,254
Earnings/(Loss) Per Share	0.32	0.74

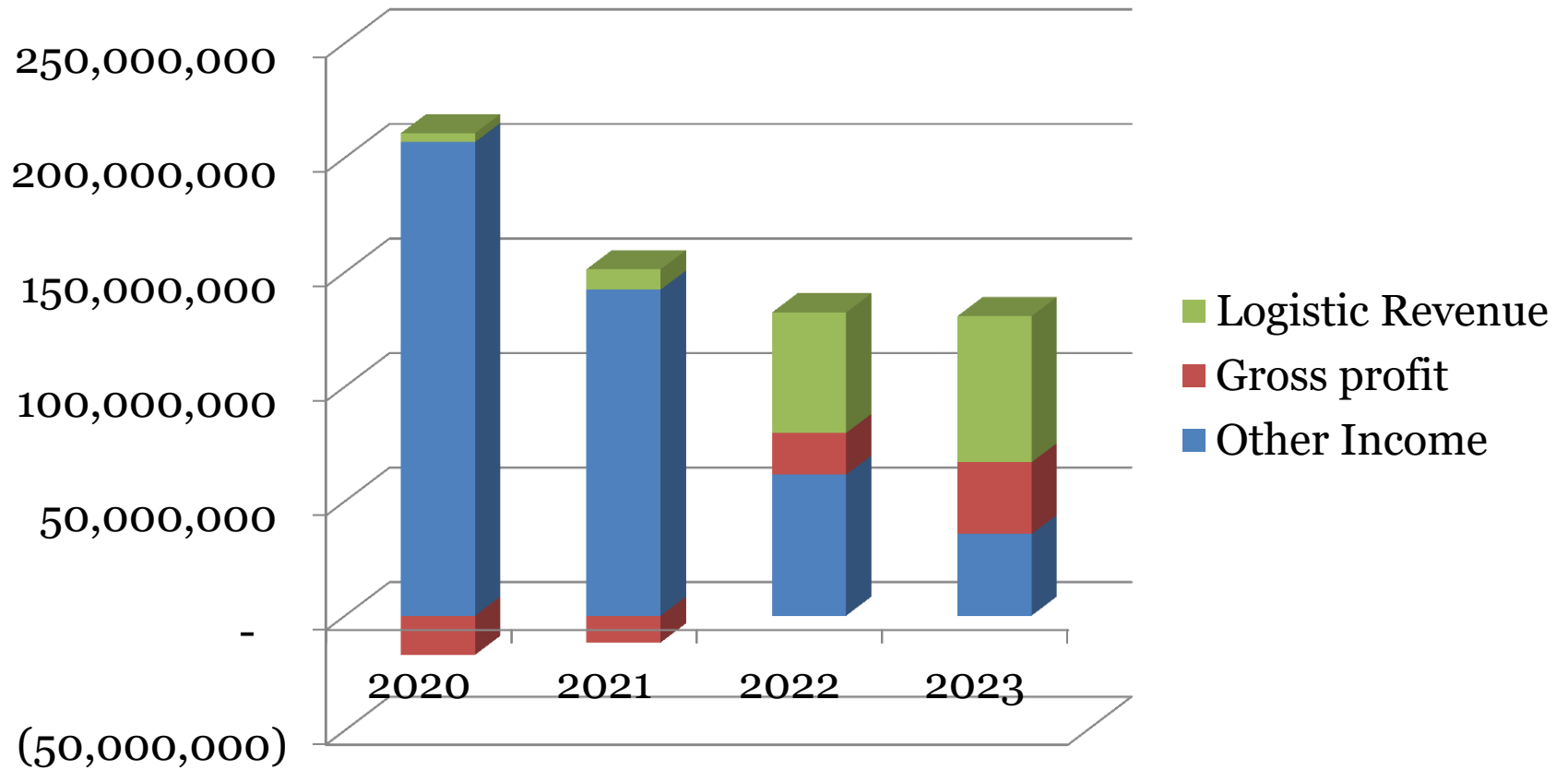
Expected revenue



Segments of Income



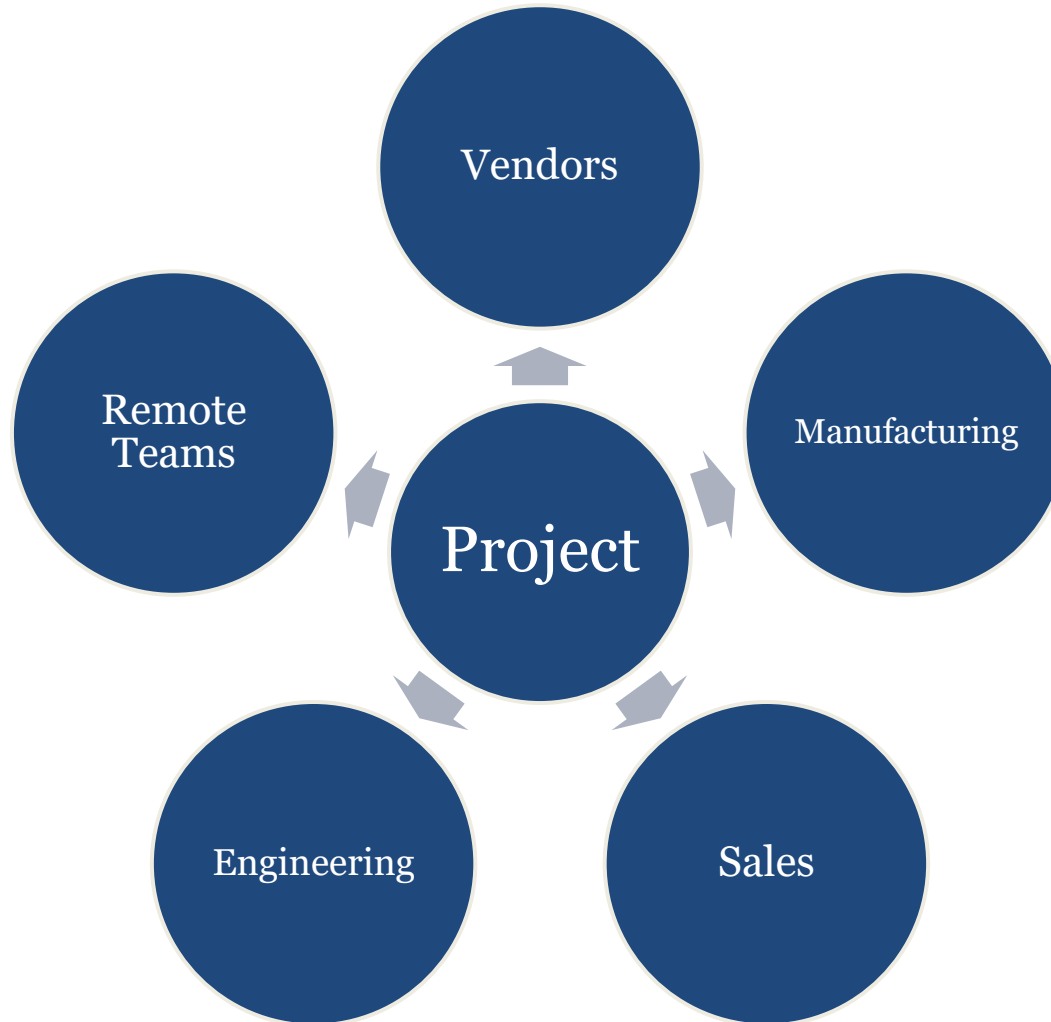
Revenue And expenses



Conclusion

- Ali Asghar Textile Mills Limited is a well-positioned company with a strong track record of financial performance
- The company has a clear vision and mission for the future
- The company is investing in high-growth areas such as logistics , IT and value-added warehousing services such as green power.
- The company is committed to sustainability and has installed a 250KW solar system
- Ali Asghar Textile Mills Limited is a sound investment opportunity for investors seeking exposure to the growing logistics, IT and power sector diversified portfolio in Pakistan

Dependencies and Resources



Thank you for your attention.

- Questions and Answers

