

# NISHAT MILLS LIMITED



SECY/PSX/1406

November 23, 2023

The General Manager,  
Pakistan Stock Exchange Ltd (PSX),  
Stock Exchange Building,  
Stock Exchange Road,  
KARACHI.

**Subject: Holding of Corporate Briefing Session of Nishat Mills Ltd. FY 2023  
in Compliance with the requirements of Clause 5.7.3 of the Rule Book**

## **Submission of Presentation for CBS 2023**

Dear Sir,

In continuation of our letter No. SECY/PSX/1395 dated November 21, 2023 for holding of Corporate Briefing Session (CBS) of Nishat Mills Limited ("the Company") on November 24, 2023 at 11:00 a.m. through Zoom, 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' sincerely,

  
**Khalid Mahmood Chohan**  
Company Secretary



# Nishat Mills Limited

Corporate Briefing Session

November 24, 2023

# Contents

---

1. Company Profile
2. Strategic / Operational Development
3. Financial Results FY-2023
4. Financial highlights
5. Future Outlook
6. Q & A

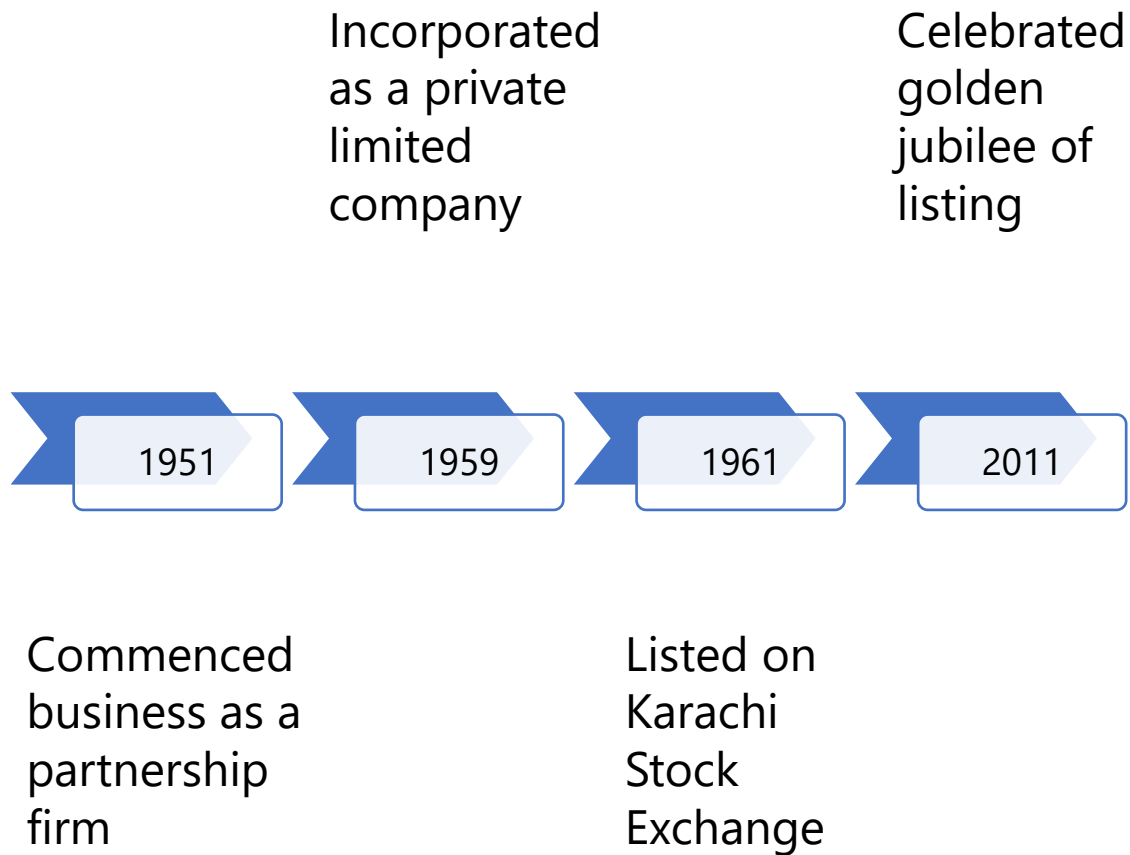
01

## Company Profile



# Company Profile – Brief Introduction


---



 Longest textile value chain

 29 Manufacturing units

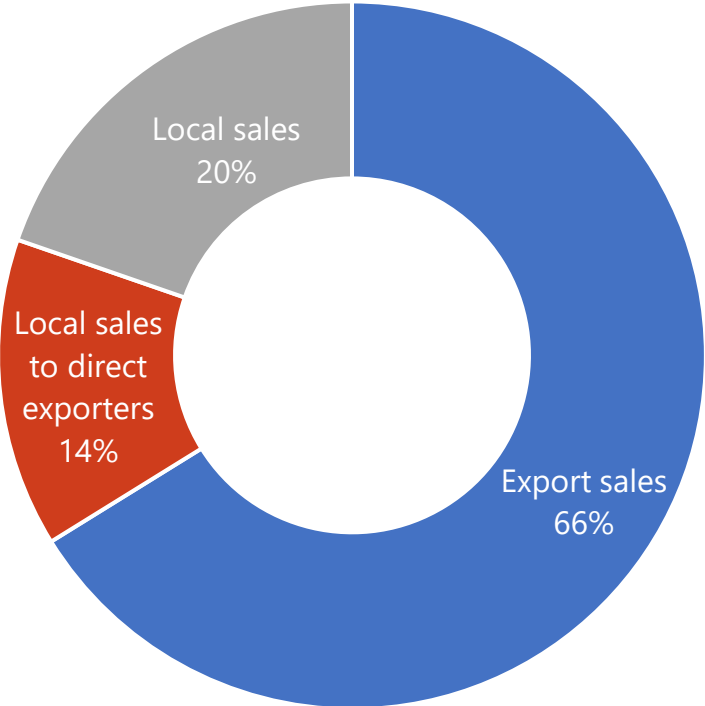
 8 Power plants

 21,975 Employees

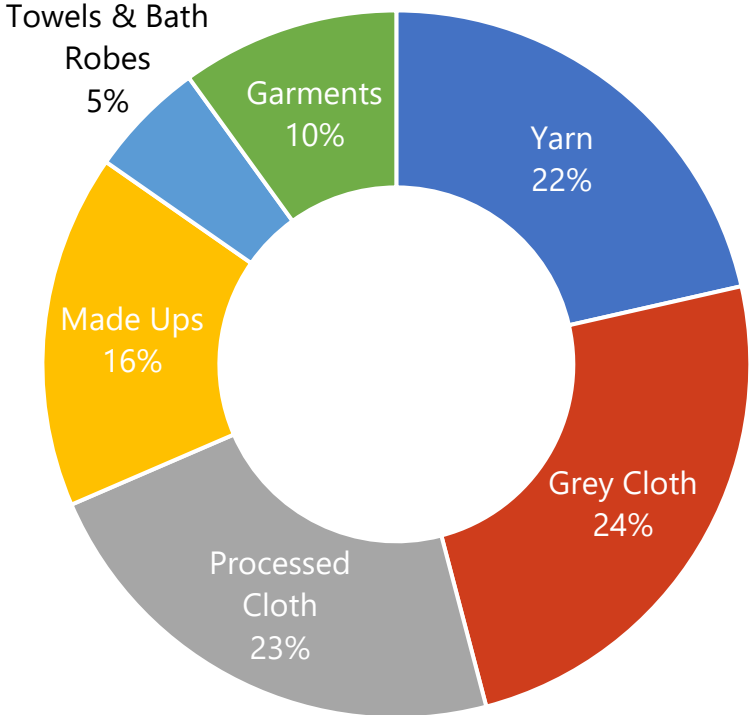
# Company Profile – Markets and Products

---

Sales breakup – market wise



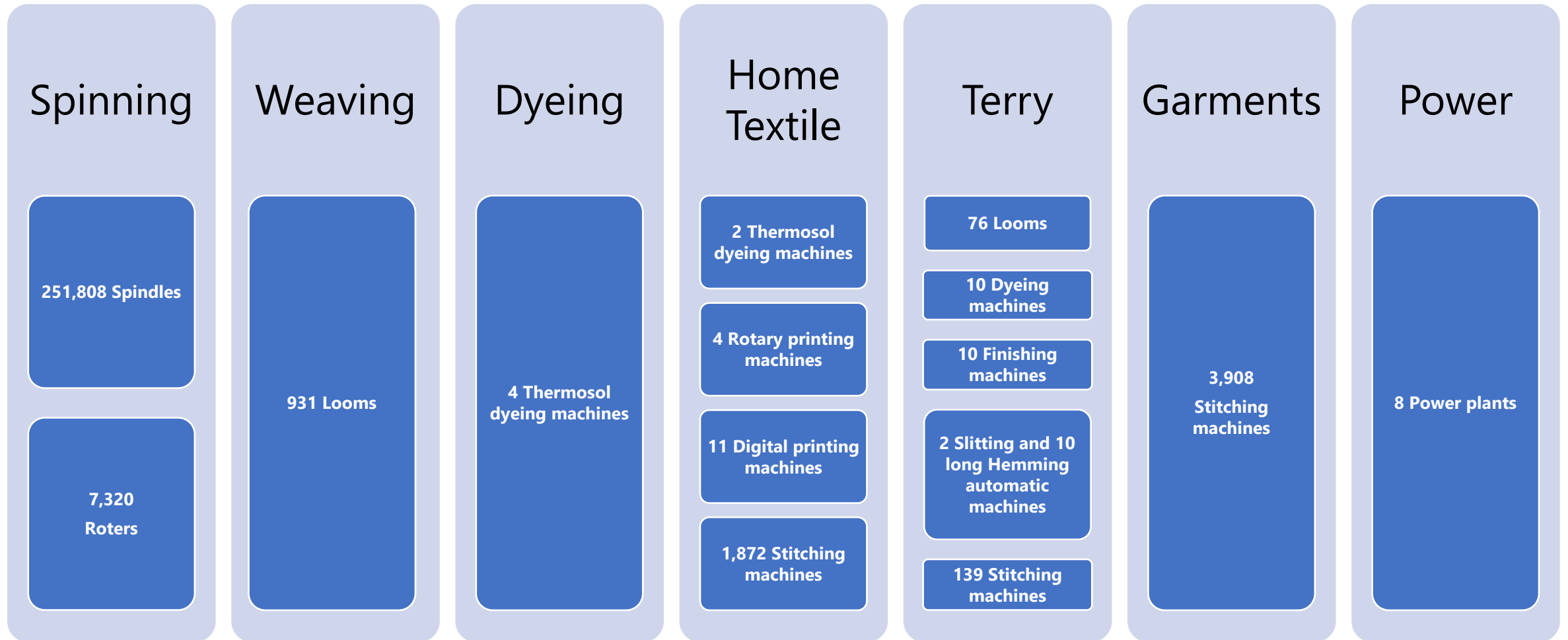
Sales breakup – product wise



**54% value added products**

# Company Profile – Business Segments

---



# Company Profile – Pattern of Shareholding

---

Category	Number of shareholders	Shares held	Percentage
Individuals	12,579	206,417,084	58.71
Investment Companies	6	30,852,866	8.77
Insurance Companies	15	2,524,673	0.72
Joint Stock Companies	210	27,094,804	7.71
Financial Institutions	39	10,670,338	3.03
Modaraba/Mutual Funds	61	14,692,543	4.18
Foreign Investors	709	17,307,962	4.92
Miscellaneous	7	42,039,578	11.96
<b>Total</b>	<b>13,626</b>	<b>351,599,848</b>	<b>100</b>



# Company Profile – Pattern of Shareholding

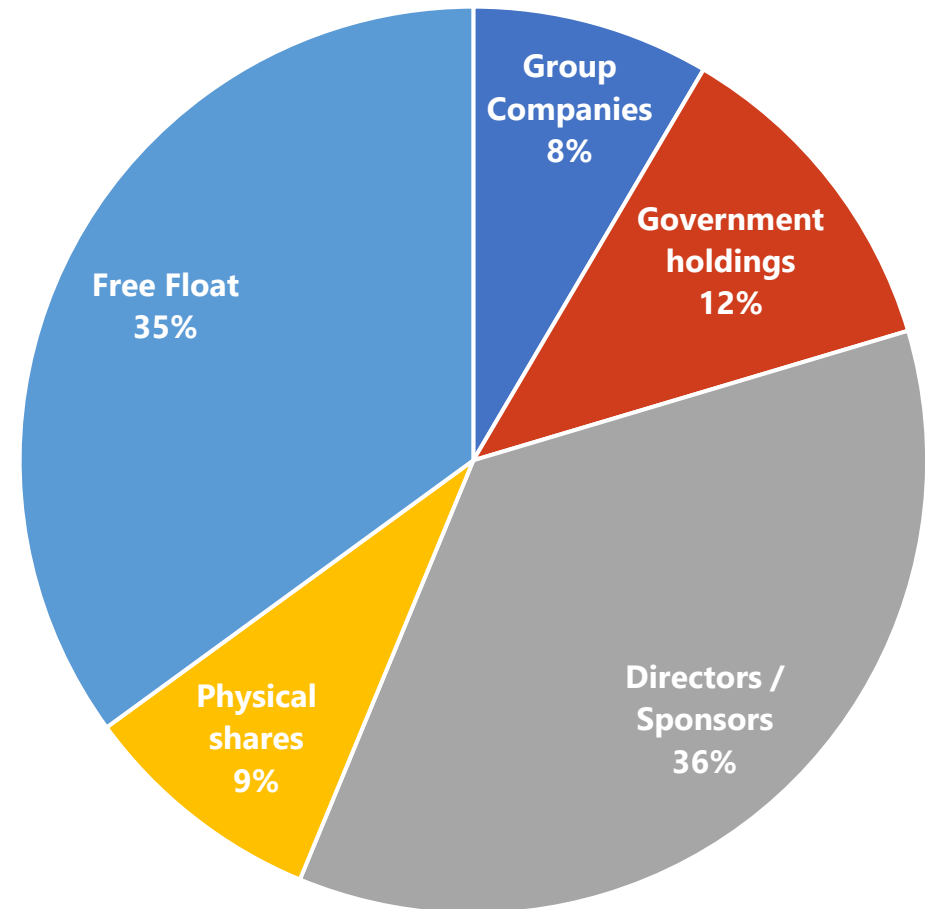
---

Outstanding shares

• 351,599,848

Free Float

• 123,125,855



# Company Profile – Board of Directors

---

## Board of Directors

- Mian Umer Mansha – Chief Executive Officer
- Mian Hassan Mansha – Chairman
- Mrs. Mehak Adil
- Mrs. Sara Aqeel
- Syed Zahid Hussain
- Mr. Farid Noor Ali Fazal
- Mr. Mahmood Akhtar

## Audit Committee

- Mrs. Mehak Adil – Chairperson
- Syed Zahid Hussain
- Mr. Farid Noor Ali Fazal

## Human Resource & Remuneration Committee

- Mrs. Sara Aqeel – Chairperson
- Mian Umer Mansha
- Mr. Mahmood Akhtar

## Independent Directors

- Mrs. Mehak Adil (Female Director)
- Mrs. Sara Aqeel (Female Director)

## Non – Executive Directors

- Mian Hassan Mansha
- Syed Zahid Hussain
- Mr. Farid Noor Ali Fazal
- Mr. Mahmood Akhtar

## Executive Directors

- Mian Umer Mansha – Chief Executive Officer

# Company Profile – Nishat Group



One of the largest and leading business groups



9 listed companies



Assets over Rs. 2.980 trillion / USD 10 billion



Direct employment of over 50,000 people

02

## Strategic / Operational Development



# Strategic / Operational Development

---

Investment in Denim Unit

Expansion in workwear production

100% acquisition of WERNERFELT A/S, a Denmark based Company

Expansion in Terry Division

Extension of Factory Building in Garments Division

Commissioning of 9.86 MW Solar Power Projects

Further equity investment in Hyundai Nishat Motor (Private) Limited

Further equity investment in Pakgen Power Limited and Lalpir Power Limited

Further equity investment in Nishat Sutas Dairy Limited

Further equity investment in Nishat Linen (Private) Limited

03

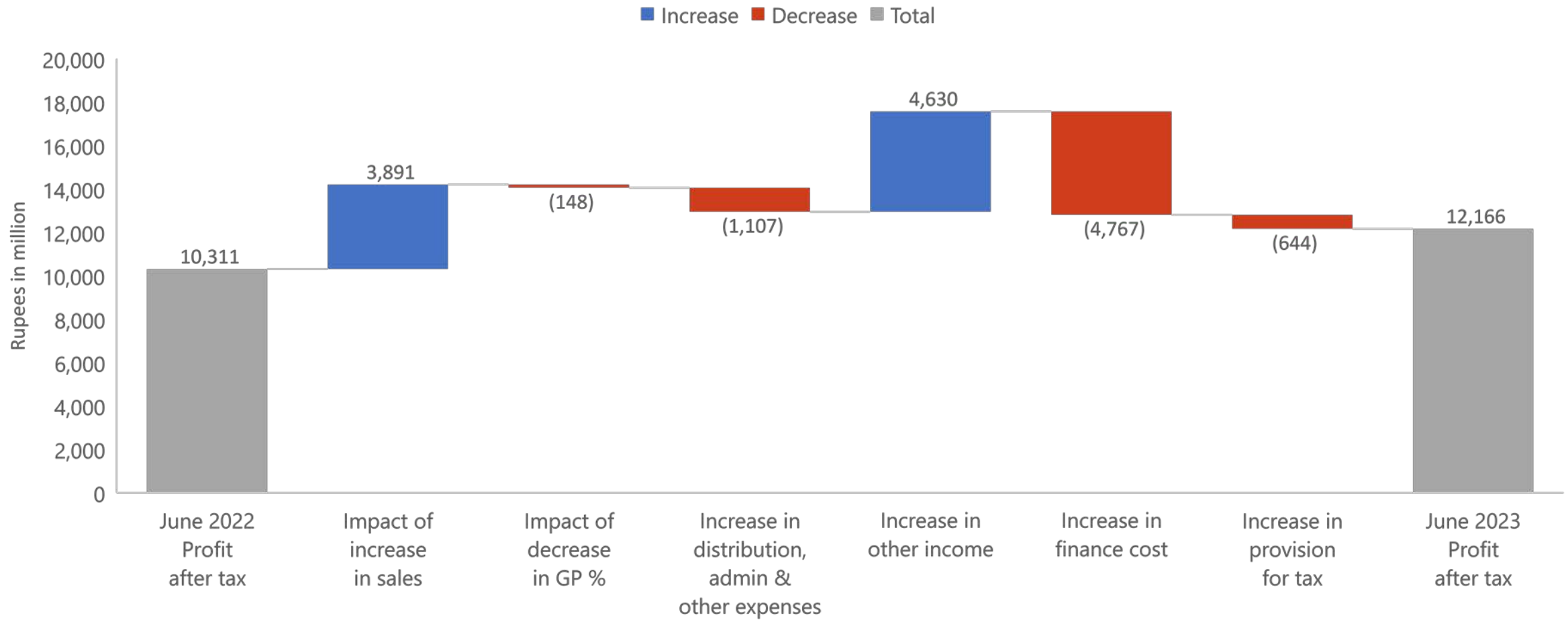
## Financial Results FY-2023



# Profit and Loss Statement

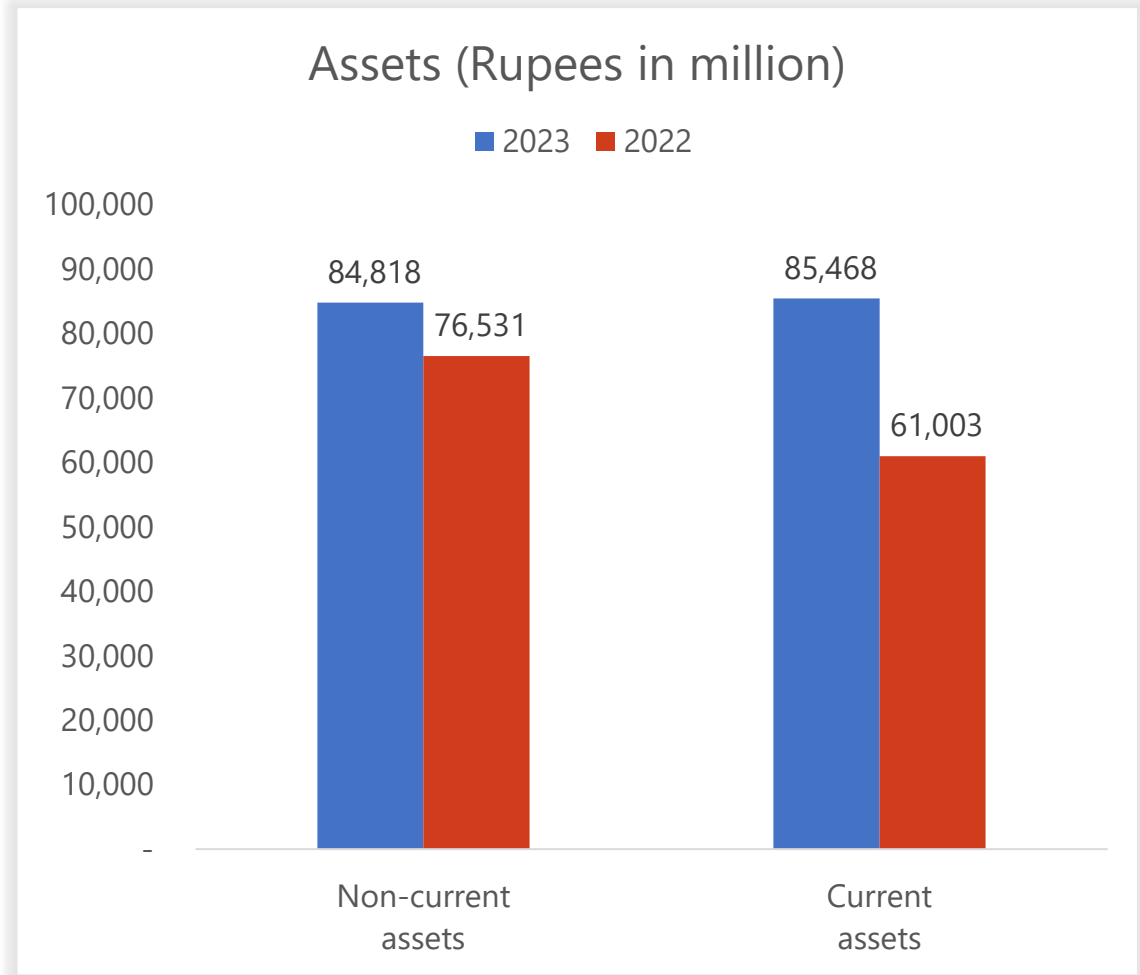
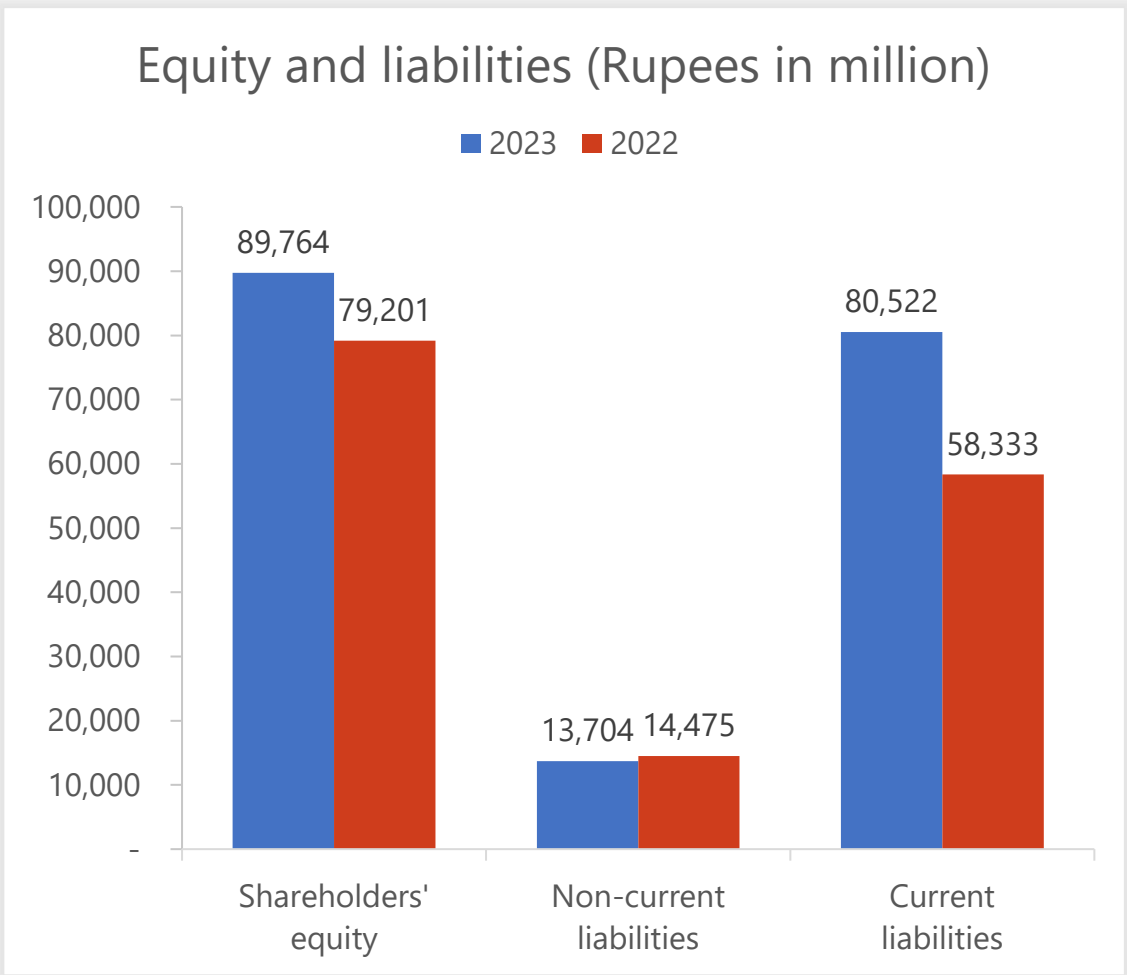
	<b>FY-2023</b>	<b>FY-2022</b>	<b>Variance</b>	<b>%</b>
	.....(Rupees in thousands).....			
Revenue	141,756,469	115,768,065	25,988,404	22.45%
Cost of Sales	(120,677,627)	(98,432,494)	(22,245,133)	22.60%
Gross Profit	21,078,842	17,335,571	3,743,271	21.59%
Distribution Cost & Admin Expenses	(8,388,533)	(7,337,322)	(1,051,211)	14.33%
Other Expenses	(557,836)	(502,014)	(55,822)	11.12%
Other Income	10,201,578	5,571,415	4,630,163	83.11%
	1,255,209	(2,267,921)	3,523,130	(155.35)%
Profit from Operation	22,334,051	15,067,650	7,266,401	48.23%
Finance Cost	(6,927,609)	(2,160,365)	(4,767,244)	220.67%
Profit before Taxation	15,406,442	12,907,285	2,499,157	19.36%
Provision for Taxation	(3,240,420)	(2,595,611)	(644,809)	24.84%
Profit after Taxation	<b>12,166,022</b>	<b>10,311,674</b>	<b>1,854,348</b>	<b>17.98%</b>
Earnings per Share	<b>34.60</b>	<b>29.33</b>	<b>5.27</b>	<b>17.98%</b>

# Analysis of Profit after Tax

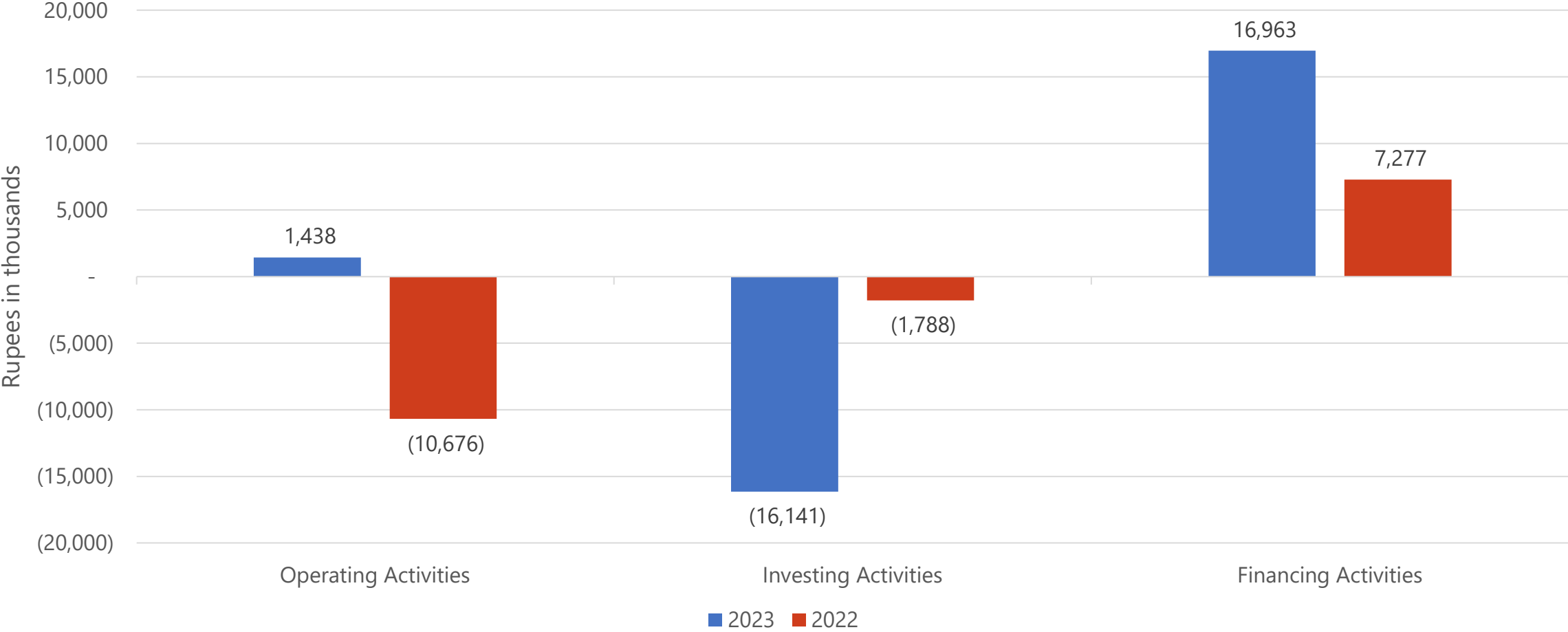




# Balance Sheet



# Cash Flow Analysis

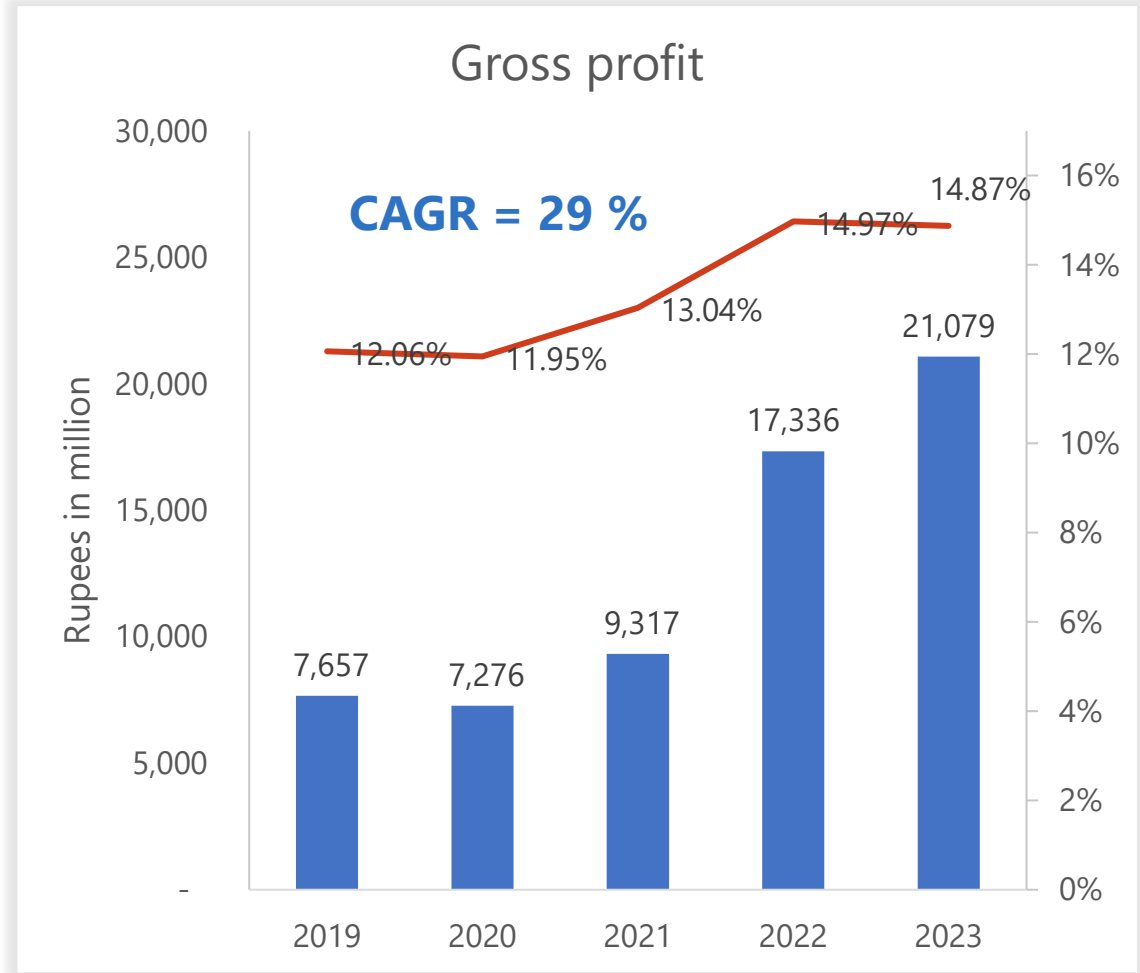
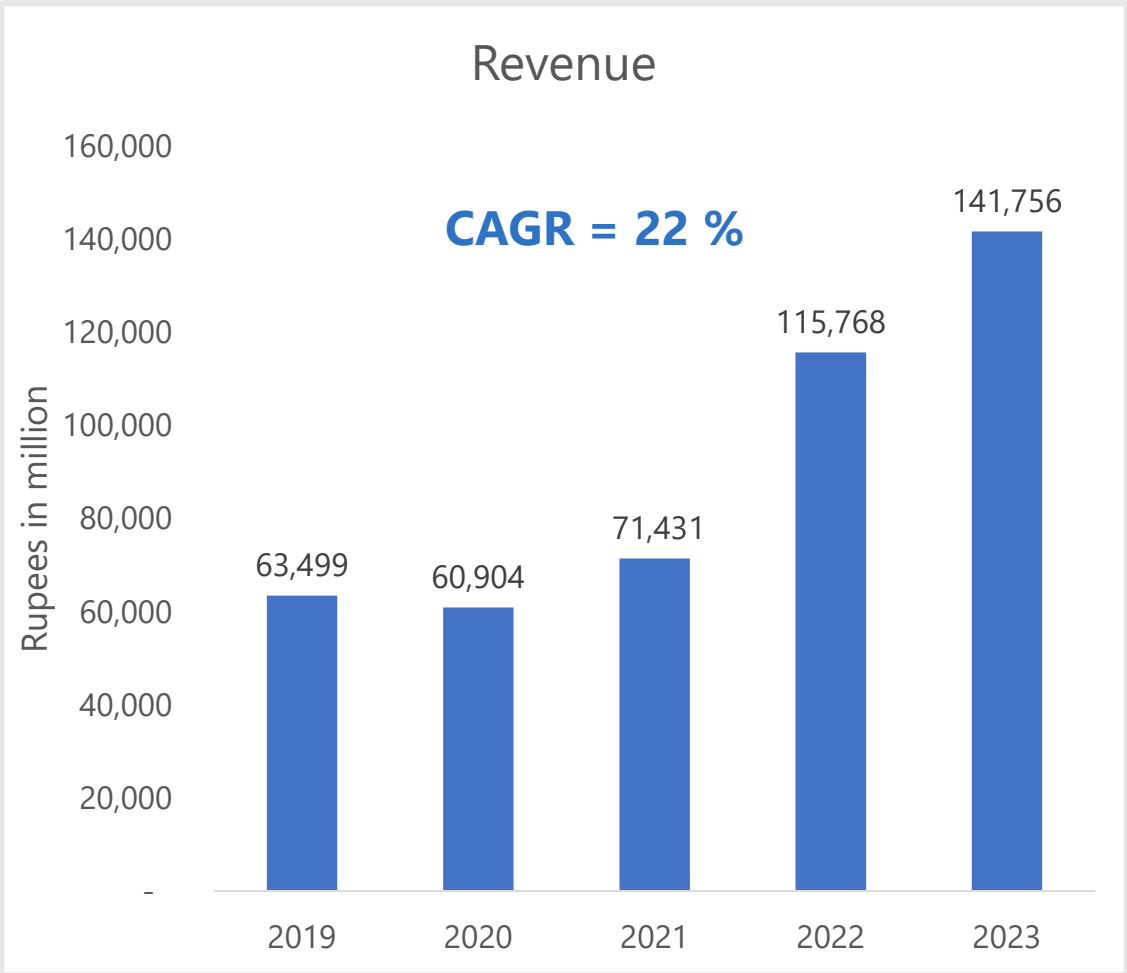


04

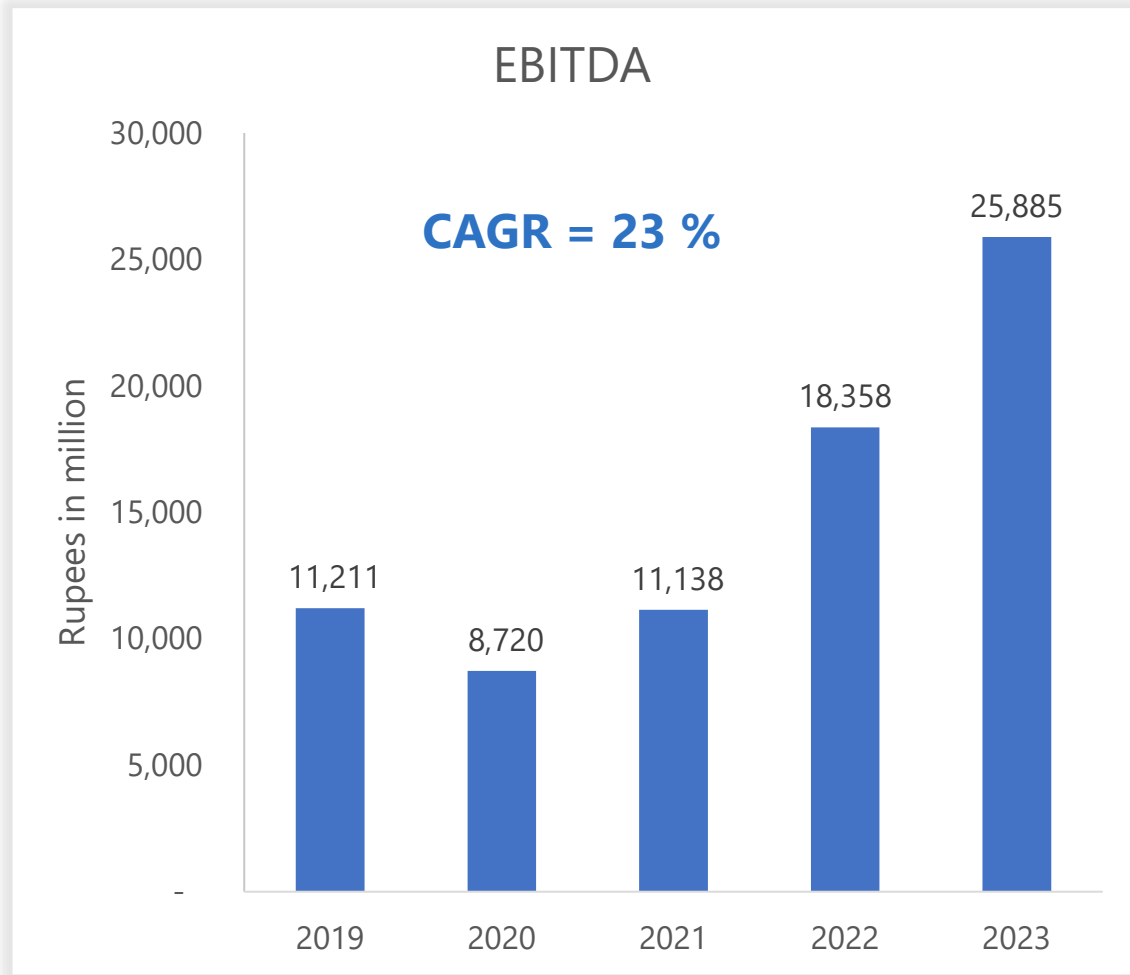
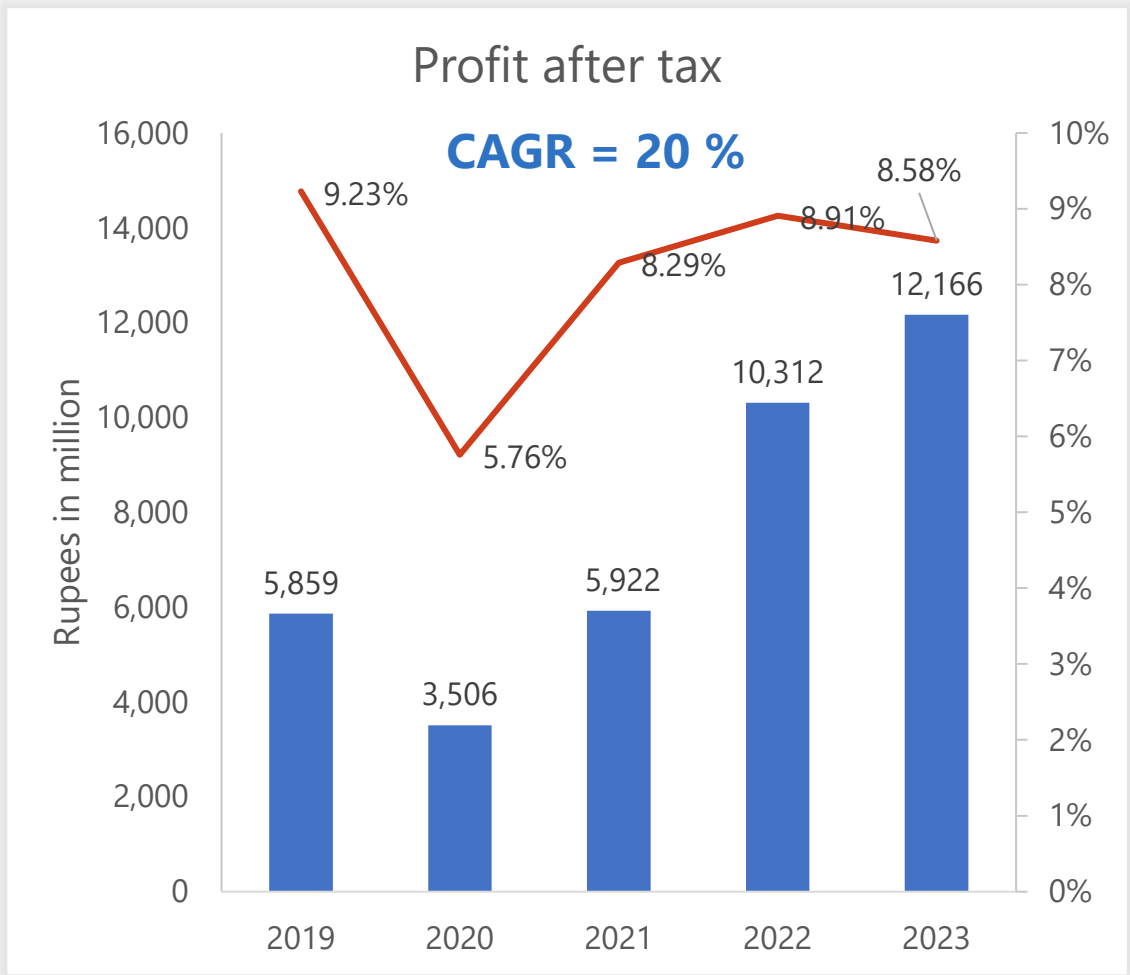
## Financial highlights



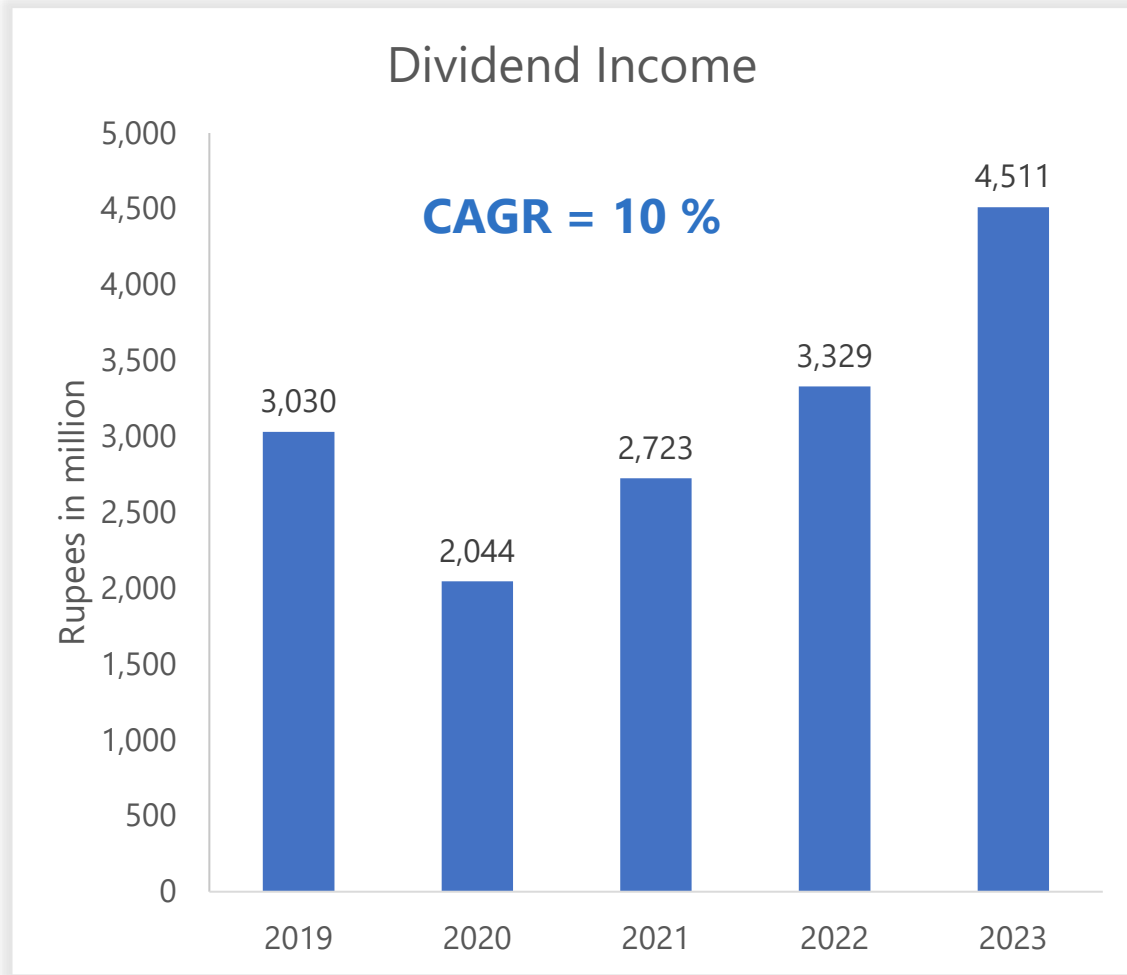
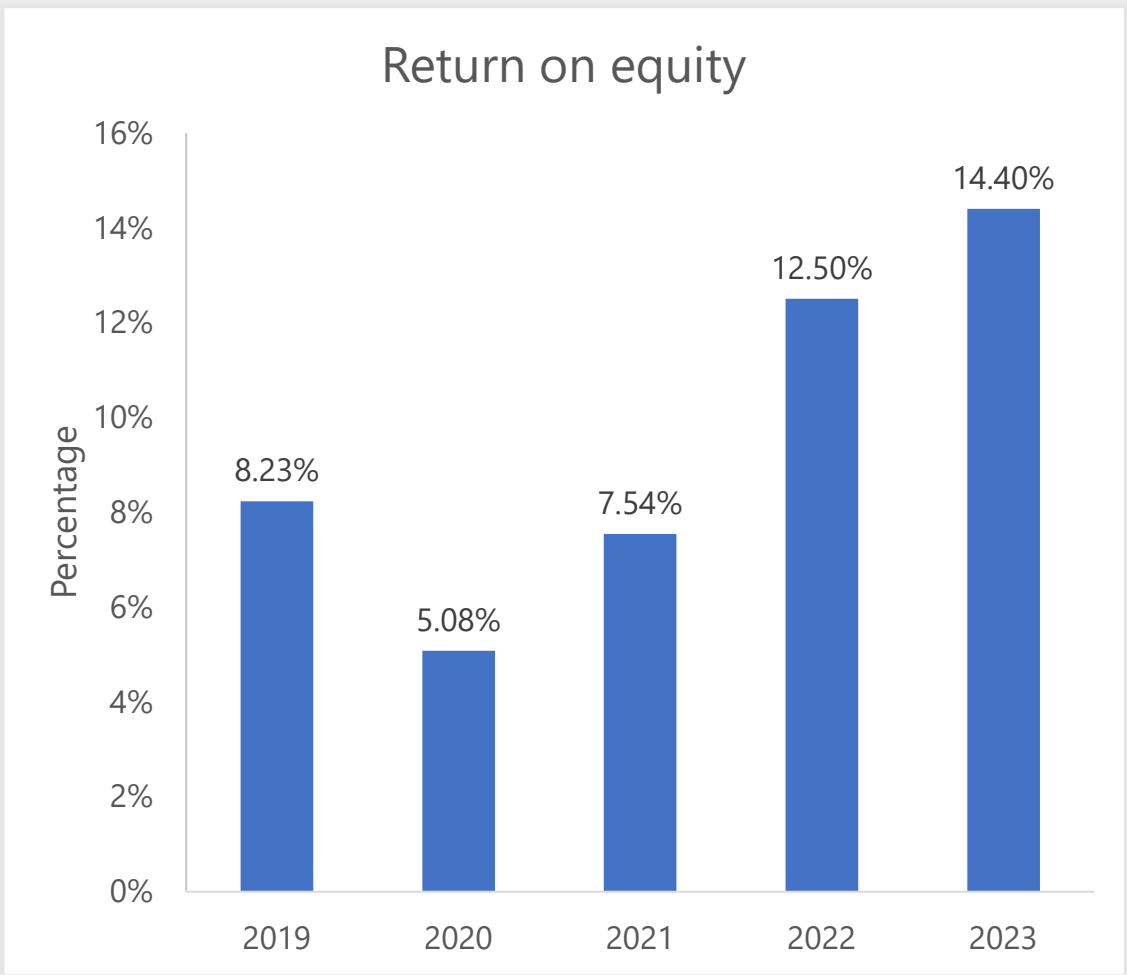
# Financial Highlights



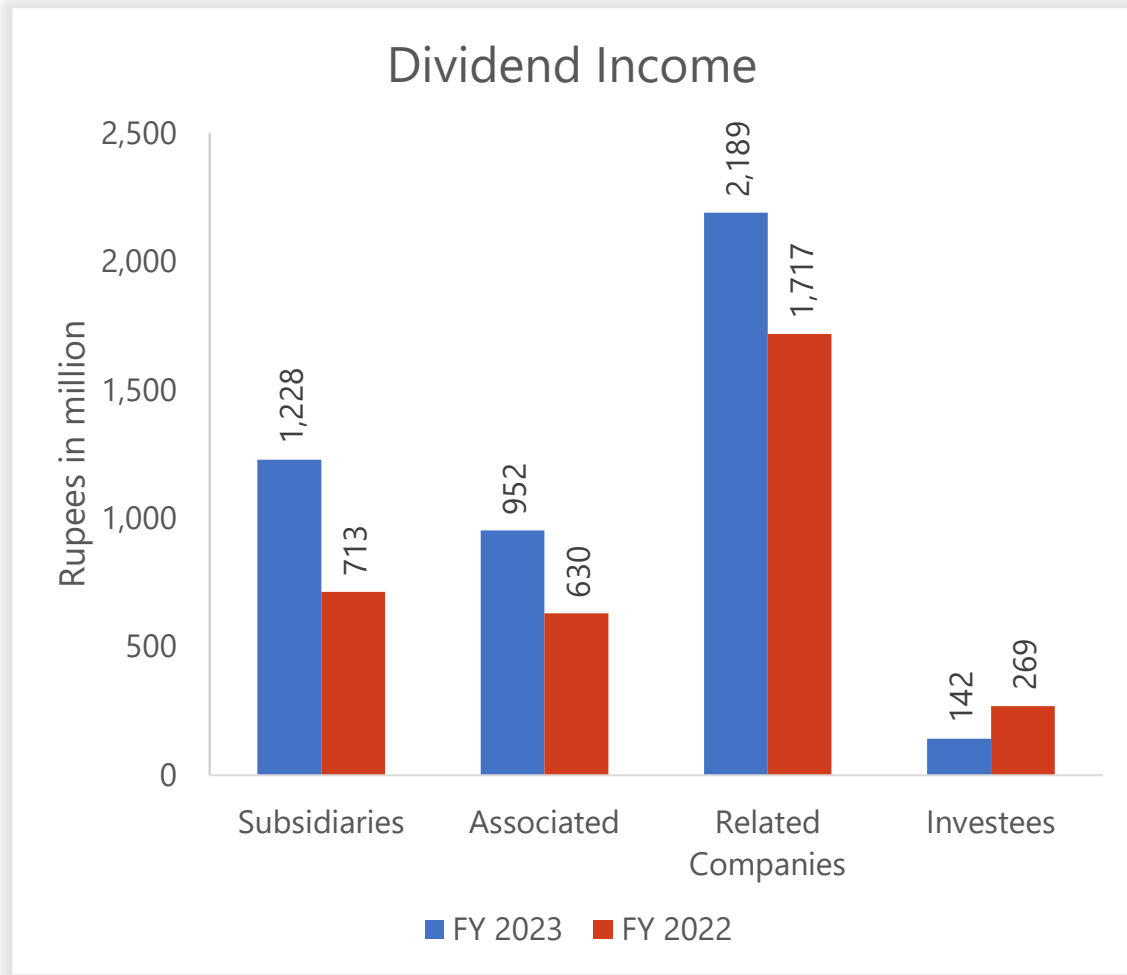
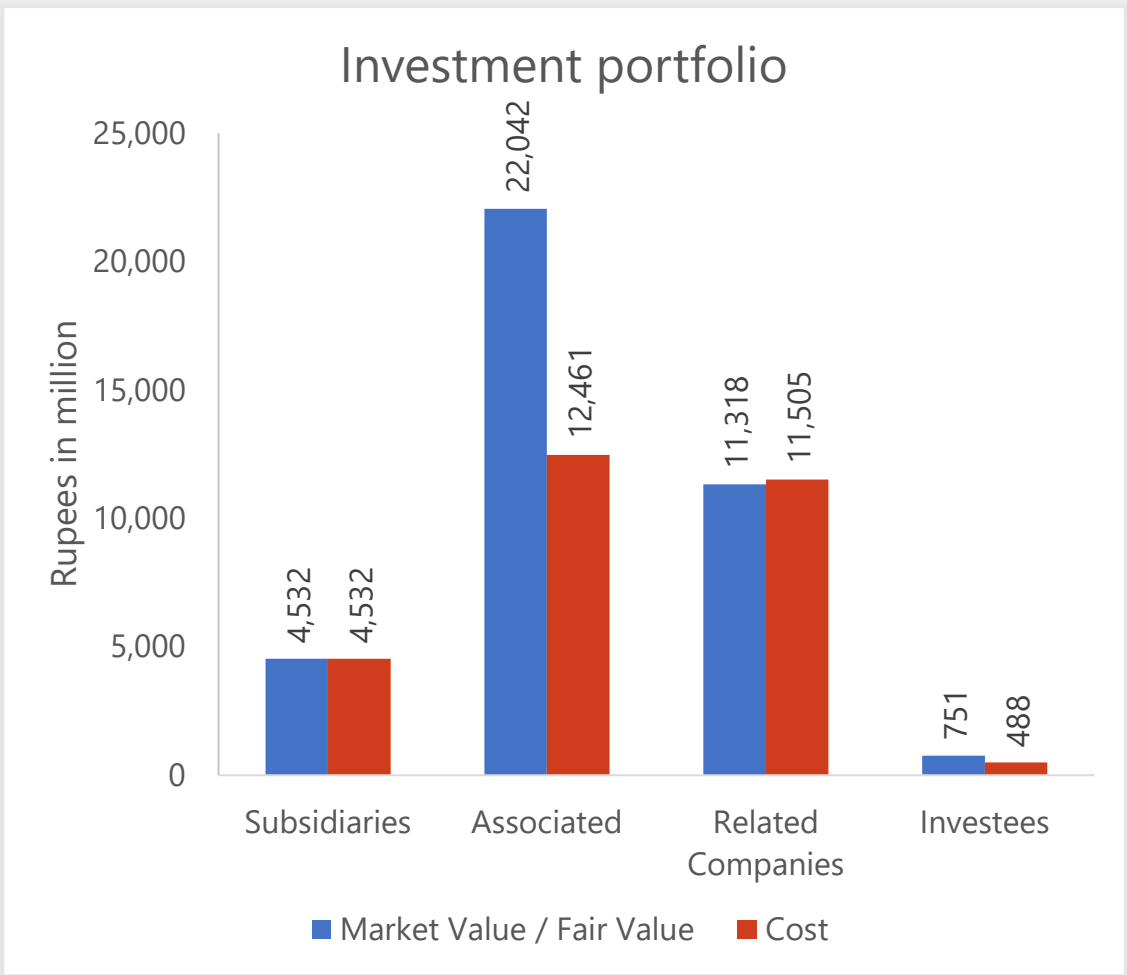
# Financial Highlights



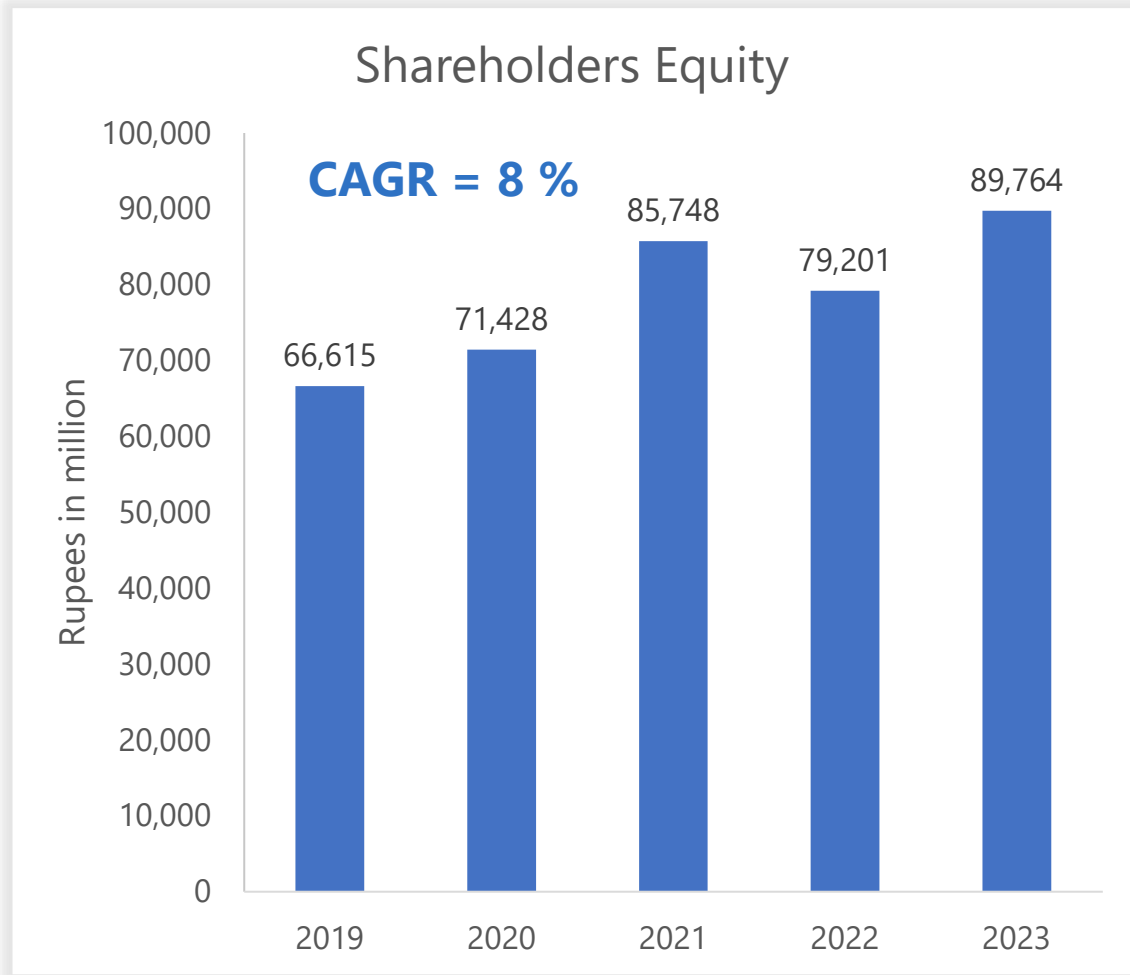
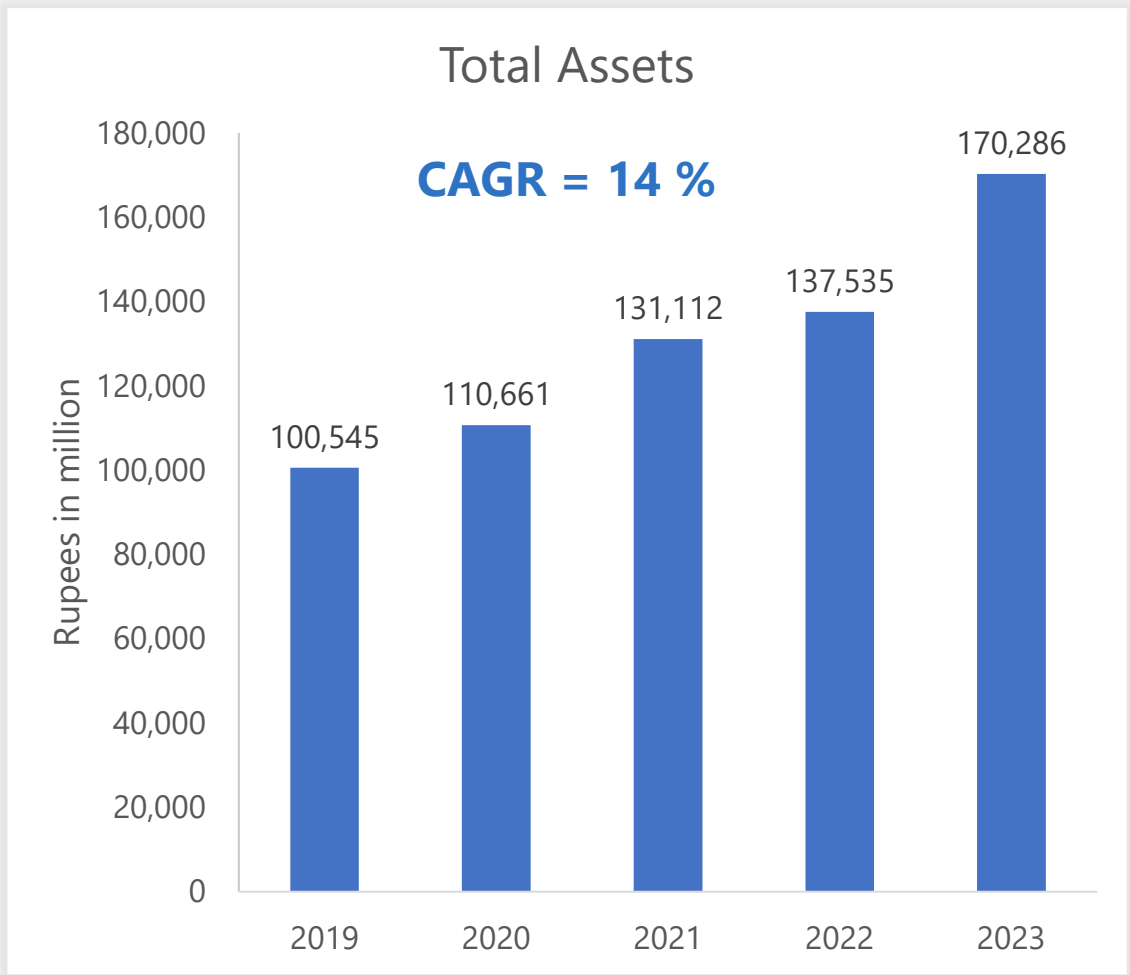
# Financial Highlights



# Financial Highlights

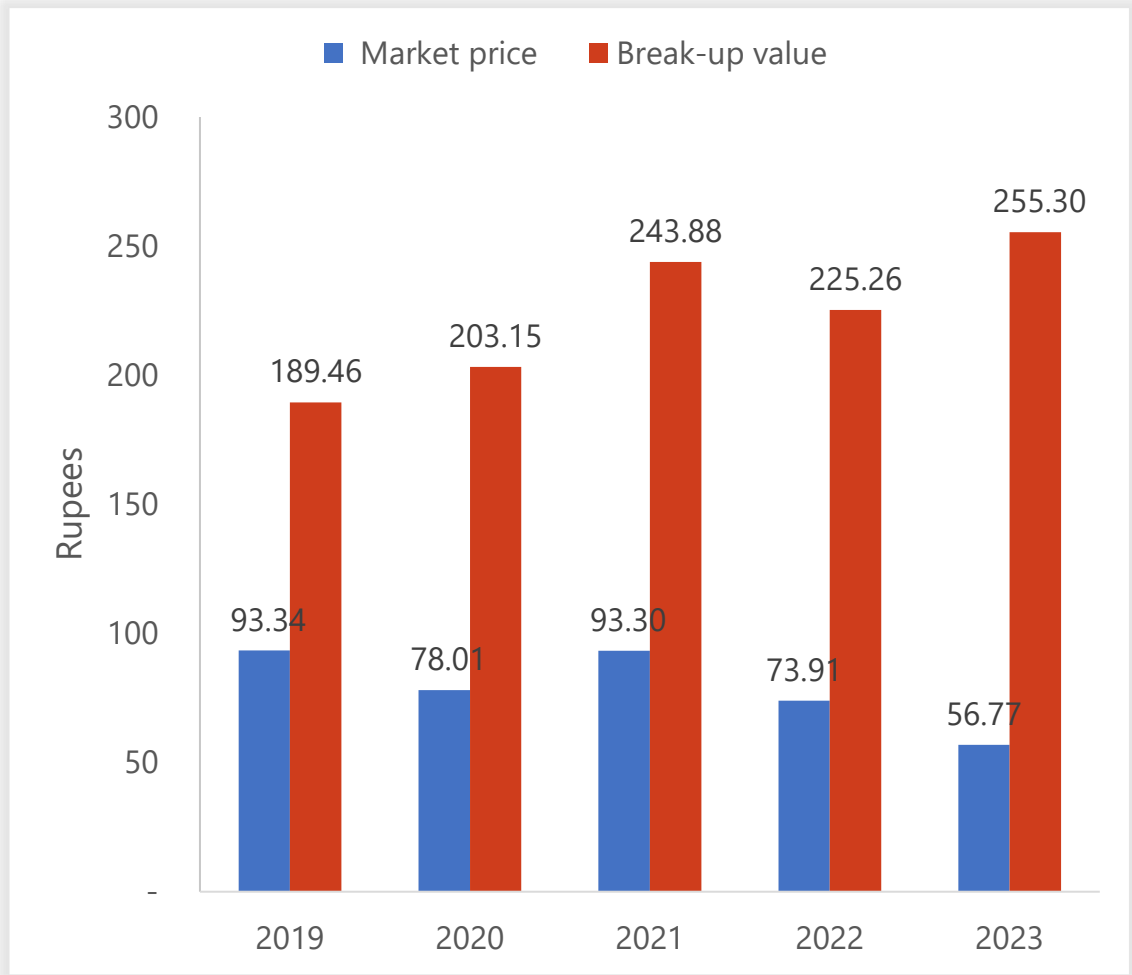
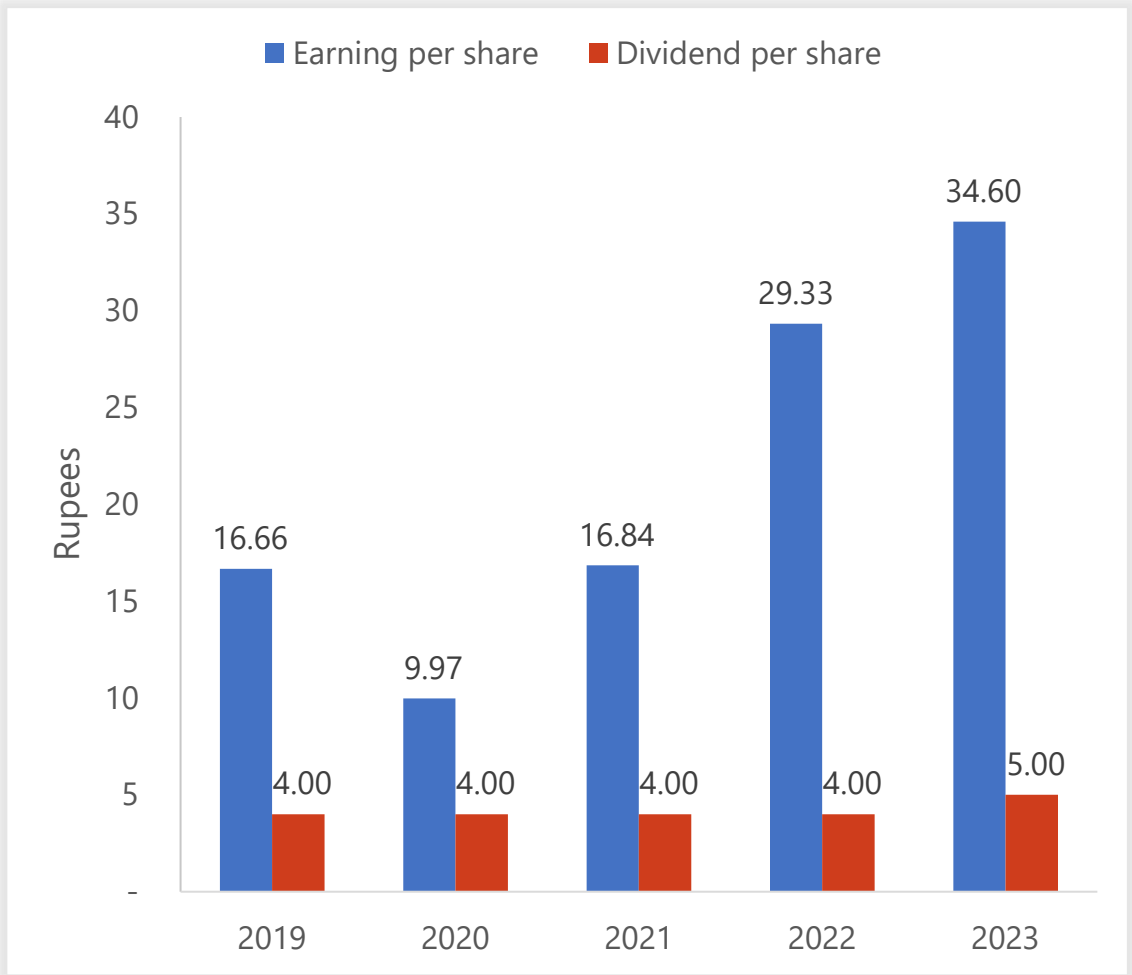


# Financial Highlights

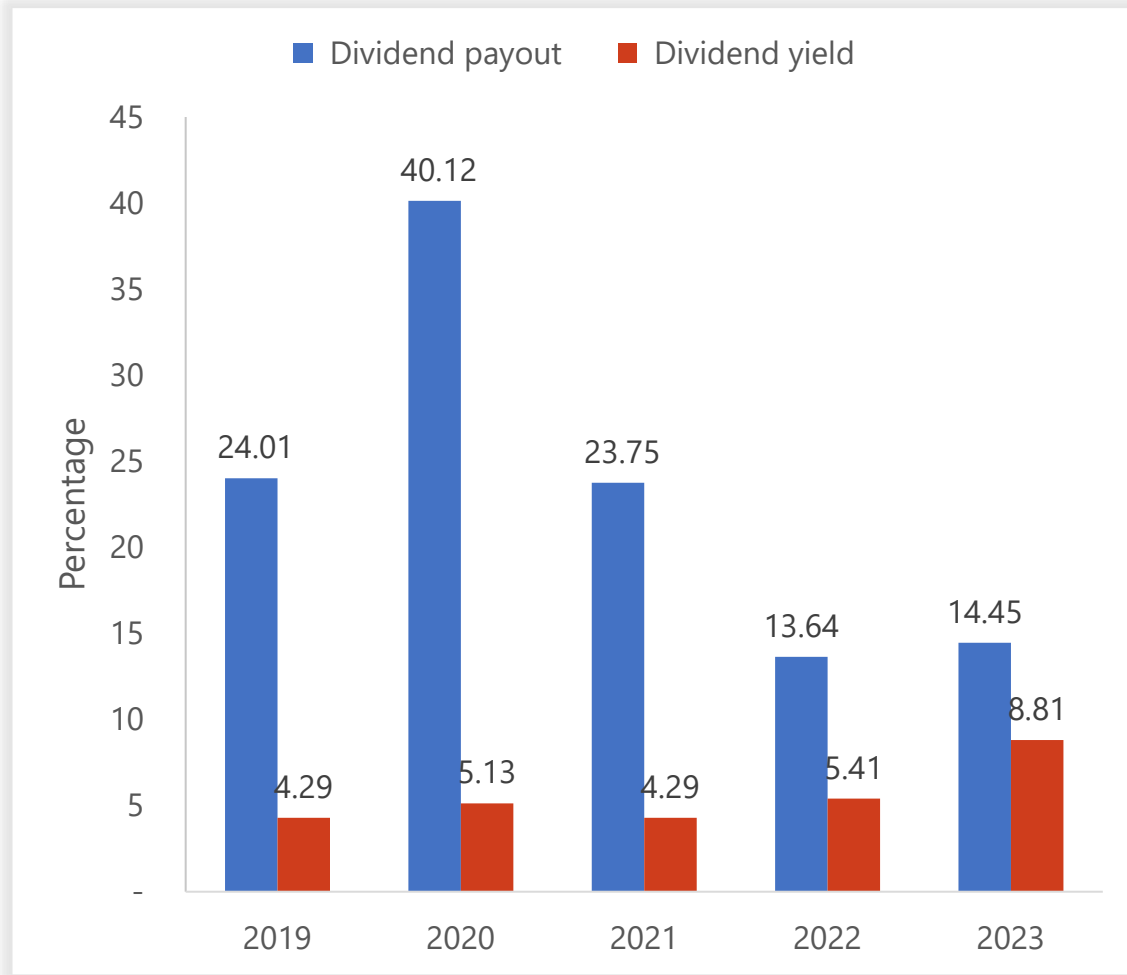
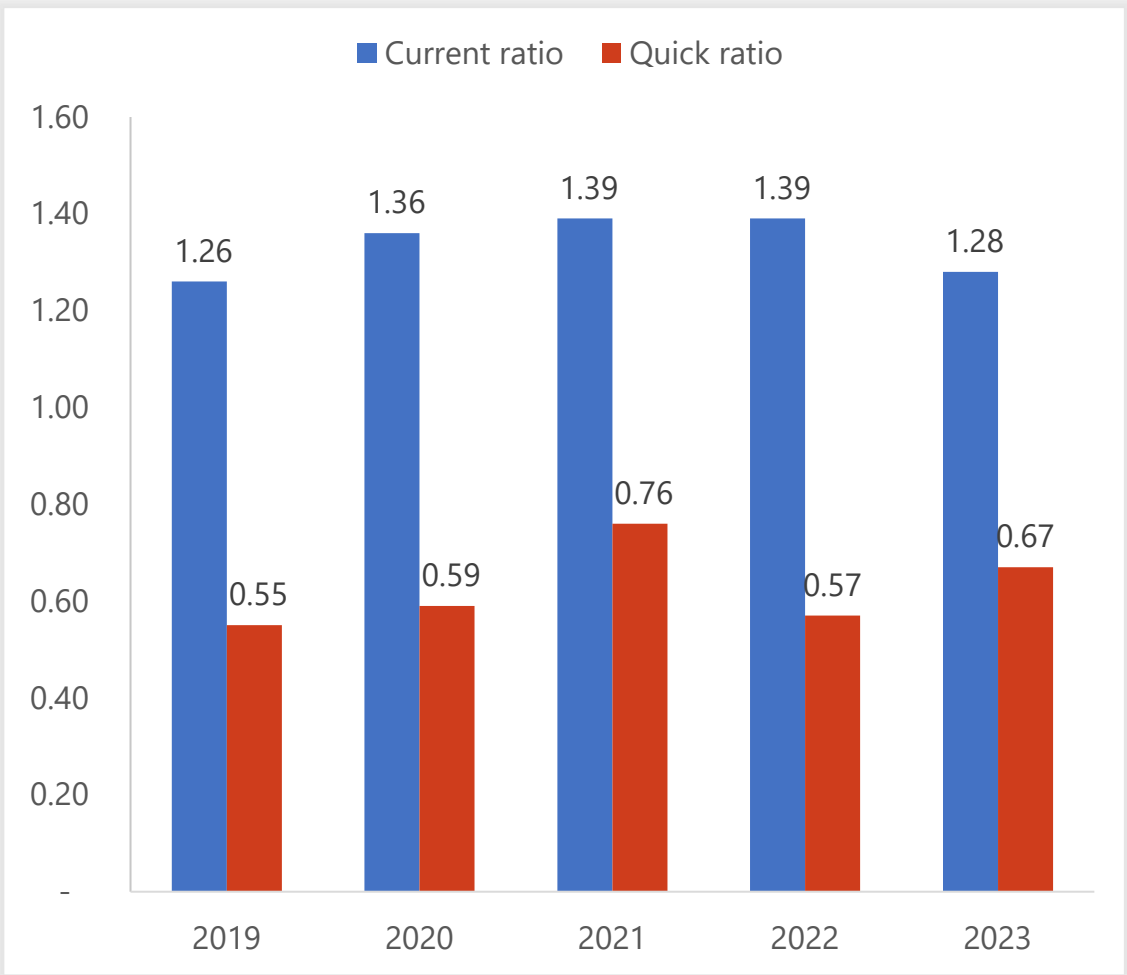




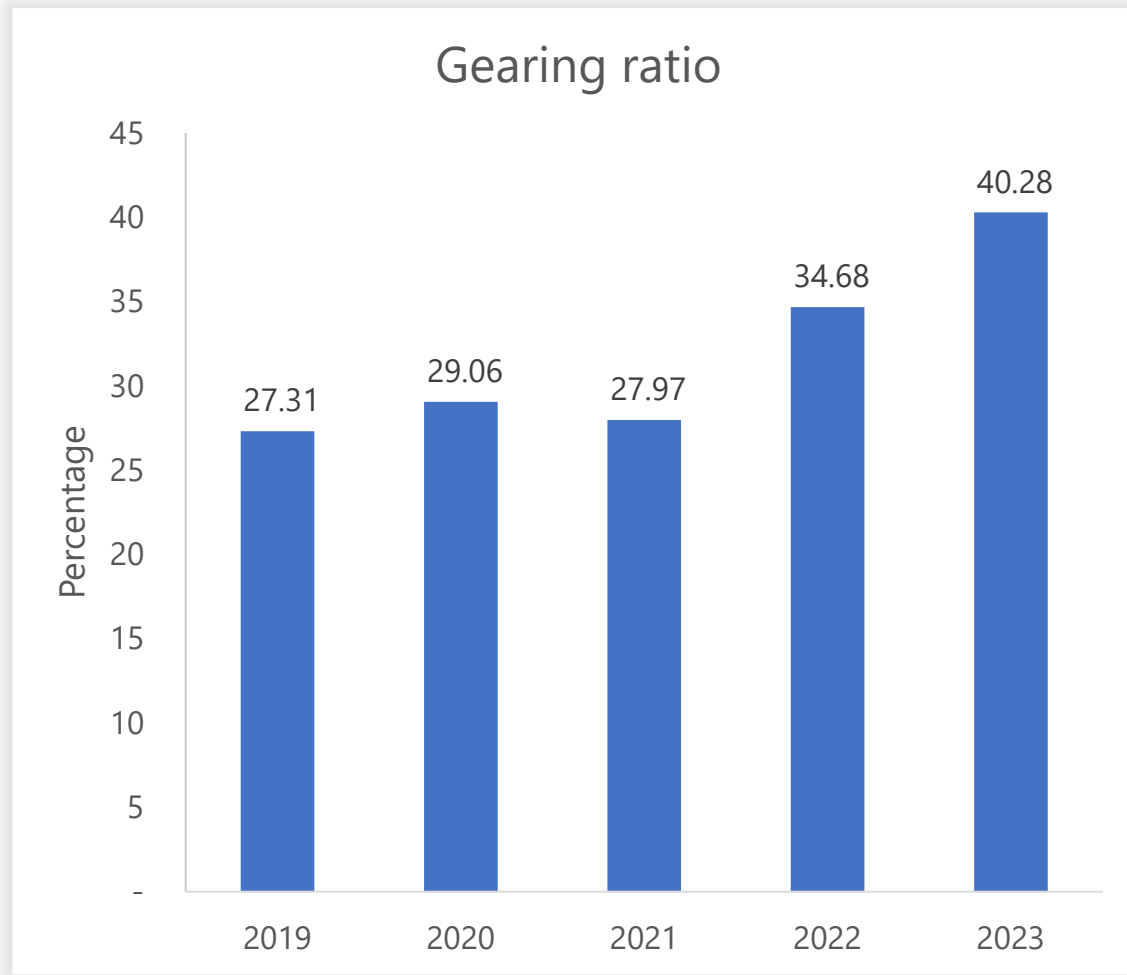
# Financial Highlights



# Financial Highlights

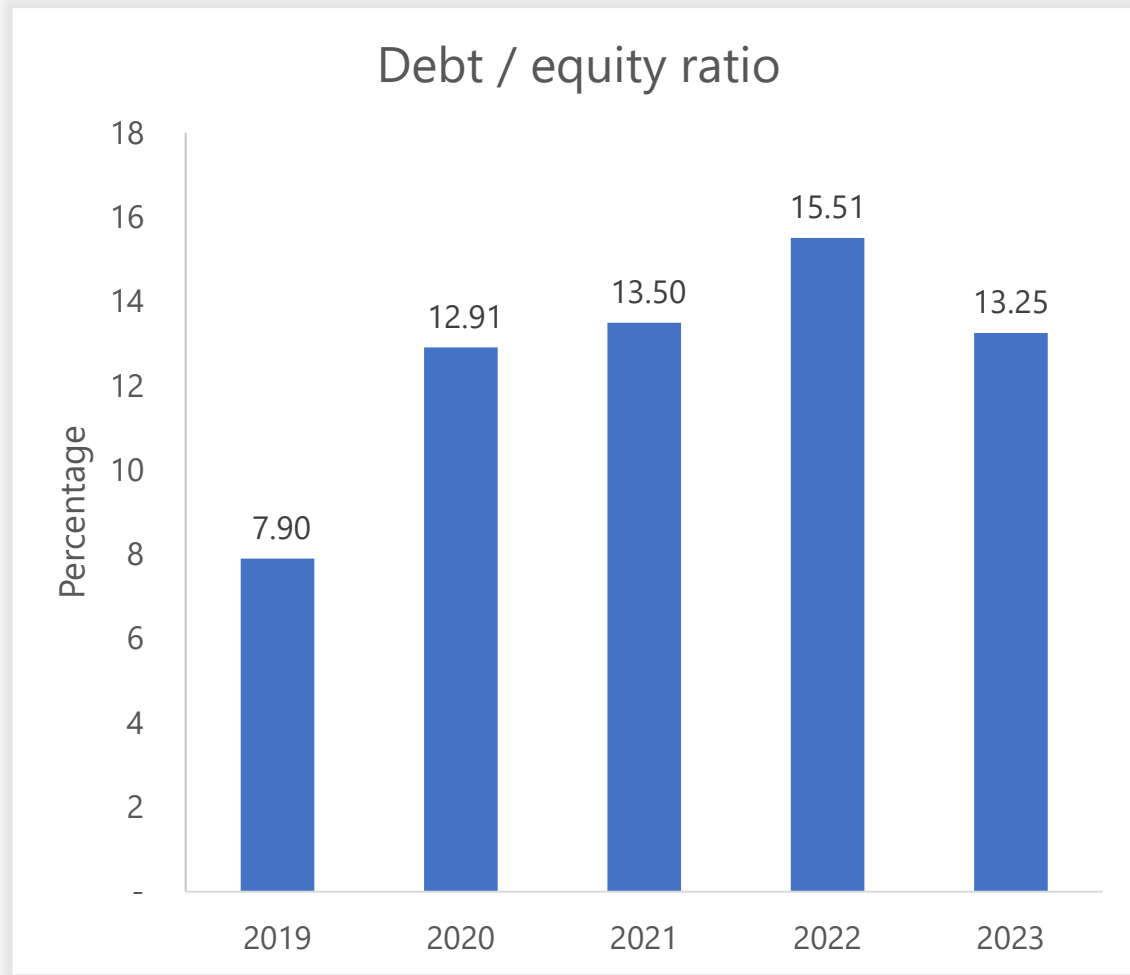
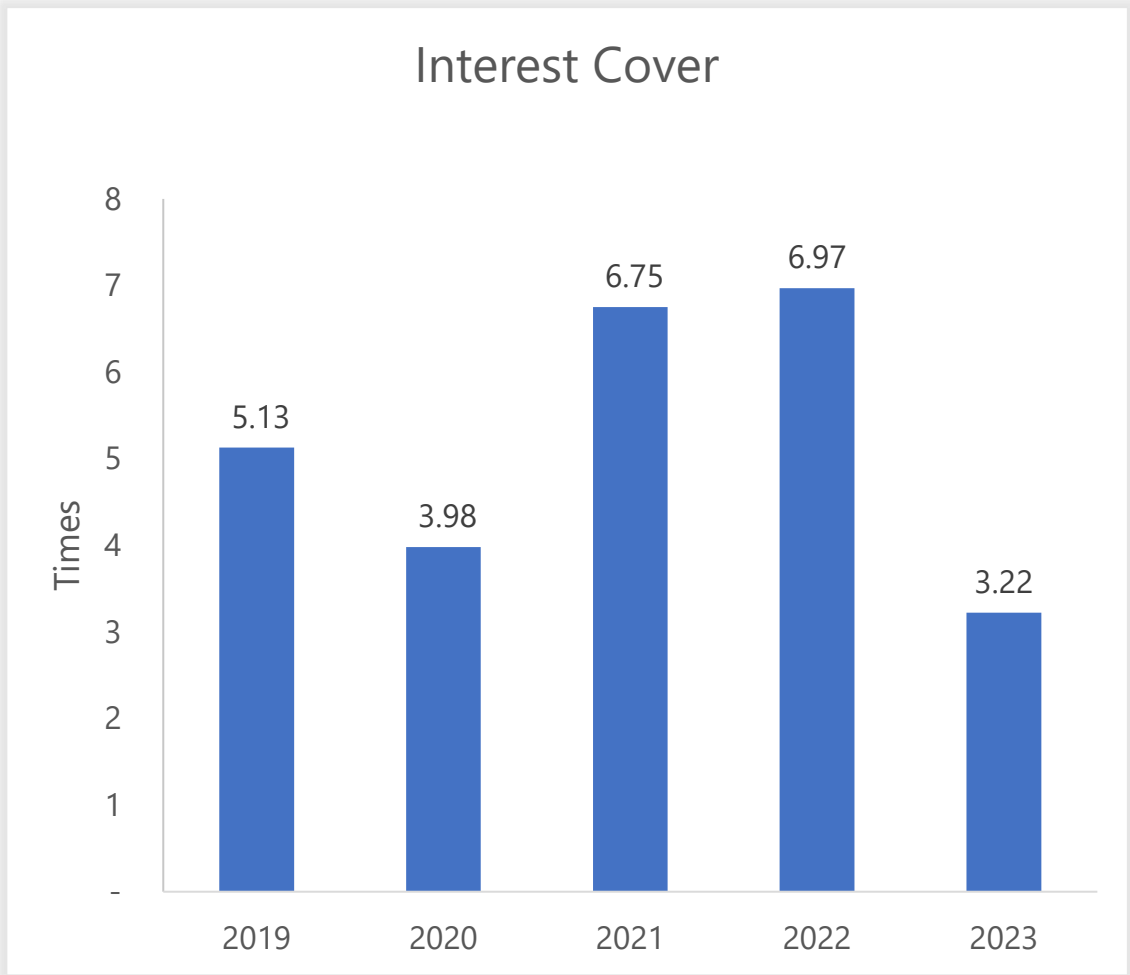


# Financial Highlights



# Financial Highlights

---



05

## Future Outlook



# Future Outlook

---

- Subdued demand of textile products due to overall global slowdown
- High cost of input
- Expectations of further rise in already expensive energy
- Costly bank financing
- Foreign exchange uncertainty
- Potential benefit to value added textile sector in Pakistan due to moving away of Western countries from China

06

**Q & A**

