



ALLAWASAYA TEXTILE AND FINISHING MILLS LIMITED
CORPORATE BRIEFING SESSION 30TH JUNE 2023
AND 30TH SEPTEMBER 2023

Date & Time: Monday, November 13, 2023 at 1600 Hours

Venue: Allawasaya Square, Vehari Road, Multan



ALLAWASAYA TEXTILE AND FINISHING MILLS LIMITED

➤ PROFILE OF COMPANY

- M/s Allawasaya Textile and Finishing Mills Limited is a Public Limited Company ideally located in the Mumtazabad Industrial Area, Vehari Road Multan. It has a Share Capital of Rs. 8,000,000/- distributed in 800,000 Ordinary Shares of Rs.10/- each. The shares are quoted on the Pakistan Stock Exchange Limited (PSX) and being traded at very high market value. It has two Units with the capacity of 46,488 Spindles and produces high quality Polyester Cotton Blended Yarn brand name "Gumbad" with counts ranging from 10 to 40. The Company has installed its own Captive Power Generation Plant having capacity of 4.2 MW for the uninterrupted supply of power to its both the units in order to maintain quality and consistency. It also has a very high tech laboratory to maintain the high quality control. The Company employs ranging between 750 to 850 employees. The Company is quite successfully maintaining its ISO 9001:2015 Certification of Quality Management System, ISO 14001:2015 Certification for Environmental Management System, BCI (Better Cotton Initiative) and GRS (Global Recycled Standard) Certification.



ALLAWASAYA TEXTILE AND FINISHING MILLS LIMITED

➤ **STRATEGIC/ OPERATIONAL DEVELOPMENTS**

- Keeping in view the multifaceted challenges being faced by the Textile Industry- High Markup Rates, Unusually High Energy Prices, Inconsistent availability of Raw Material (Cotton & Polyester)
- Company is operating at optimal capacity- Trying to manage efficient Production, Better Inventory Management, Strict Financial Controls.
- Further the management of the Company is planning to install suitable capacity of Solar Power Project. Keeping in view the high energy tariff.
- The management of the Company is also planning to get registered under INDITEX.



ALLAWASAYA TEXTILE AND FINISHING MILLS LIMITED

The Financial Highlights of the Company for the year ending 30th June 2023 are as follows:

STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED JUNE 30, 2023

	Note	2023 Rupees	2022 Rupees
Revenue from contracts - net	25	3,775,805,614	4,827,204,348
Cost of goods sold	26	(3,631,234,119)	(4,371,712,230)
Gross profit		<u>144,571,495</u>	<u>455,492,118</u>
Other income	27	19,133,311	-
Distribution and marketing expenses	28	(20,073,399)	(37,613,445)
Administrative expenses	29	(87,368,269)	(90,846,995)
Other expenses	30	(81,390)	(16,230,272)
Finance cost	31	(248,851,134)	(92,095,757)
		<u>(345,240,881)</u>	<u>(236,986,469)</u>
(Loss) / profit before taxation		<u>(200,669,386)</u>	<u>218,505,649</u>
Taxation	32	35,902,753	(74,620,222)
(Loss) / profit for the year		<u>(164,766,633)</u>	<u>143,885,427</u>
(Loss) / earnings per share - basic and diluted	33	<u>(205.96)</u>	<u>179.86</u>



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The Financial Highlights of the Company for the quarter ending 30th September 2023 are as follows:

**PROFIT OR LOSS ACCOUNT - UNAUDITED
FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2023**

	September 30, 2023	September 30, 2022
RUPEES		
Revenue from contracts - net	1,669,996,006	930,618,462
Cost of goods sold	(1,551,414,886)	(887,978,690)
Gross Profit	118,581,120	42,639,772
Distribution and marketing expenses	(14,306,054)	(7,481,348)
Administrative expenses	(22,311,099)	(21,331,006)
Other expenses	(447,597)	-
Finance cost	(75,477,052)	(48,533,136)
	(112,541,802)	(77,345,490)
Profit / (Loss) before taxation	6,039,318	(34,705,718)
Provision for Taxation	(20,874,950)	(11,632,731)
Loss for the period	(14,835,632)	(46,338,449)
Loss per share - Basic and diluted	(18.54)	(57.92)



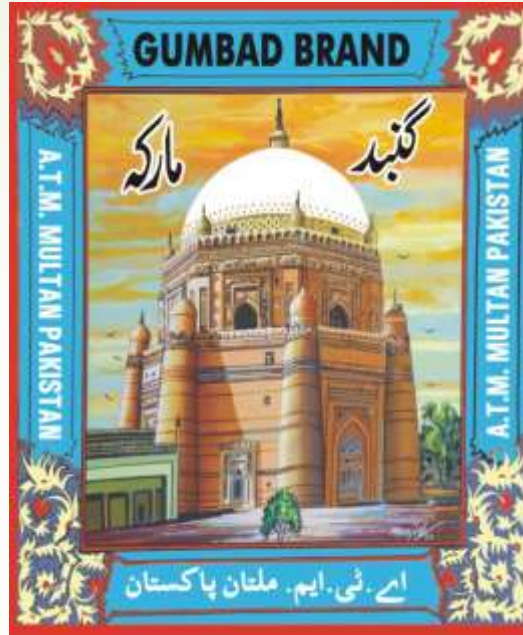
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FUTURE OUTLOOK

- ▶ The growth and success of every business depends on the prevalent policy of the government. There is no such policy in place. The management of the company is fighting on war footing basis to keep the operations of the company running in these uncertain circumstances. Textile Industry is the biggest employer and exporter of the country. The most recent increase in minimum wage, the prevalent very high interest rates and unavailability of Regionally Competitive Energy Tariff (RCET) still challenges the industry to operate efficiently. We are hopeful that a consistent export oriented policy will be introduced soon by the government. The industry is looking towards the government to support the textile industry to compete globally.
- ▶ The management of the Company is focused on good corporate governance, high quality of its production, tight financial discipline and better management of inventories. The Company is facing multifaceted challenges but the management is fully aligned to tackle these at all times.
- ▶ Installation of Solar Power Project is a top priority for the Company's Management.



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QUESTIONS & ANSWERS



ALLWASAYA TEXTILE AND FINISHING MILLS LIMITED



➤ CONCLUSION OF SESSION

➤ THANK YOU