



FEROZE 1888 MILLS LTD

Manufacturers and Exporters of Specialized Yarn & Textile Terry Products

Weaving a Better World®

50/

Determination for Success
Continuing The Legacy of 50 Years of Excellence

Corporate Briefing Session - 2020

Tuesday, November 24, 2020

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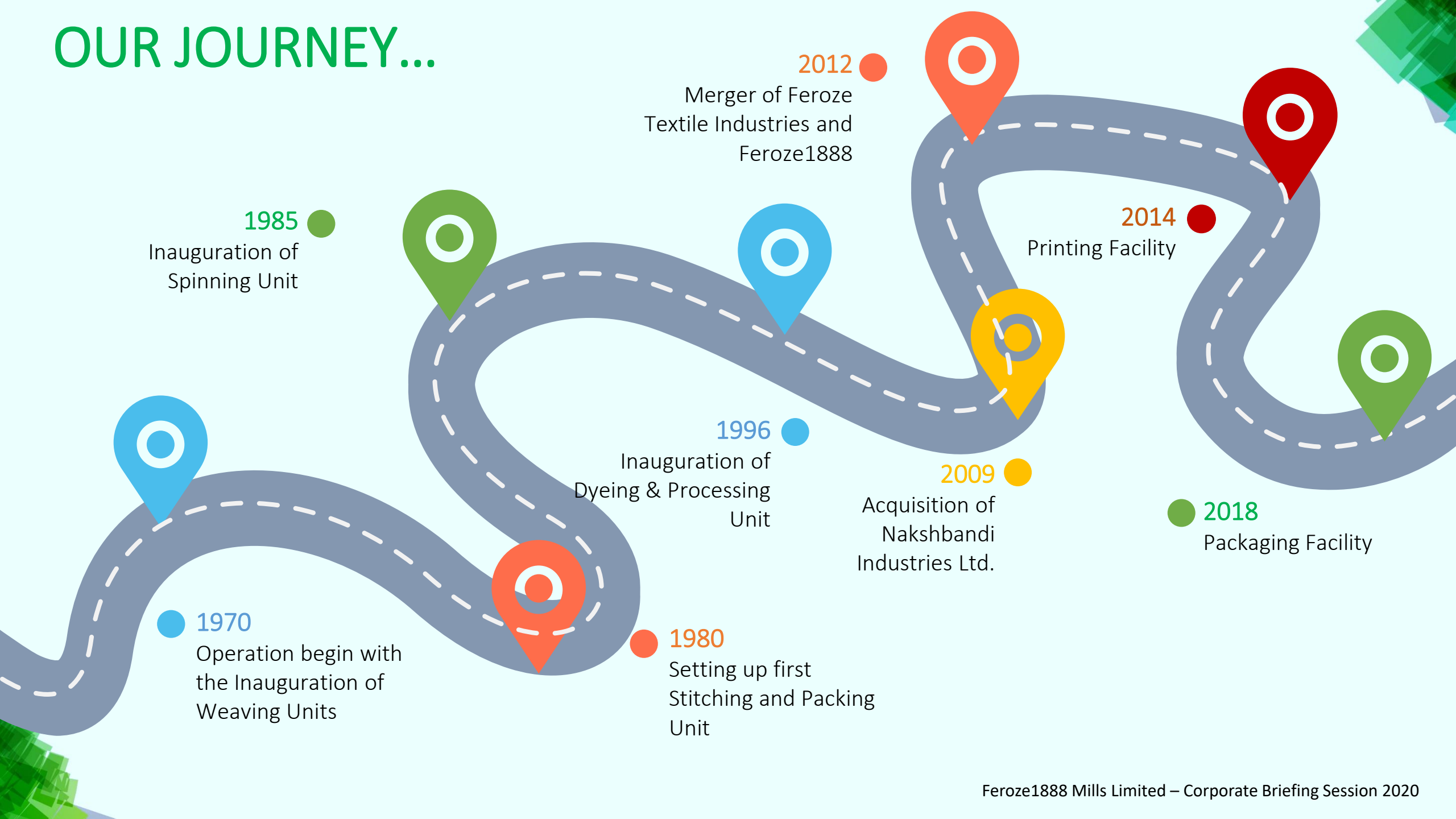
Agenda

- 01 Company Brief
- 02 What We Are!!!
- 03 Achievements This Year
- 04 Financial Performance
- 05 Pandemic Recovery Plan & Policy



COMPANY BRIEF

OUR JOURNEY...



OUR OVERVIEW



Manufacturing Footprint

- SITE Industrial Area
- Landhi Industrial Area
- Northern ByPass
- Lasbella Industrial Area



Major Lines of Products

- Bath Section
- Beach Section
- Embellished Towels
- Kitchen Section
- Made-ups



No. of Persons Employed

11,000+



Progressive and Global Manufacturer

Partnering with 1888 Mills LLC - USA



Vertically Integrated Mfg.

- Spinning
- Weaving
- Dyeing & Printing
- Stitching
- Packaging

BOARD OF DIRECTORS AND COMMITTEES

Mr. Jonathan R. Simon
Chairman



Mr. Khaleequr Rahman *
Non-Executive Director



Mr. Shabbir Ahmed
Non-Executive Director



*Audit Committee Member

**HR & Remuneration Committee Member



Mr. Perwez Ahmed
Non-Executive Director



Mr. Abdul Rehman Yaqub
Non-Executive Director

BOARD OF DIRECTORS AND COMMITTEES

Mr. Nasim Hyder * **
Independent Director



Ms. Huma Pasha
Independent Director



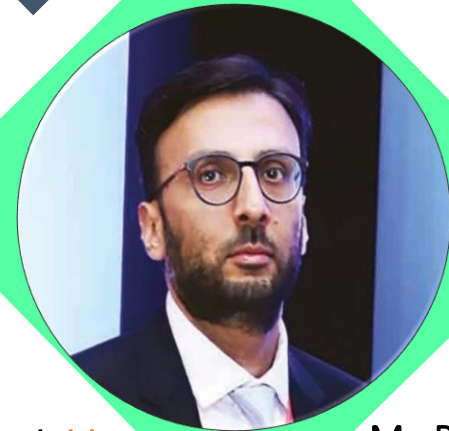
Ms. Aminah Zahid Zaheer * **
Independent Director



Mr. Anas Rahman
Non-Executive Director



Mr. Zain Ashraf Mukaty * **
Non-Executive Director



Mr. Rehan Rahman
Chief Executive Officer

* Audit Committee Member

** HR & Remuneration Committee Member

OUR TEAM

Mr. Saleem A. Khanzada
Director PMO



Mr. Kashif Rahman
Director SCM



Mr. Adeel Yahya
Director Operations



Mr. Muhammad Yahya
General Manager - PE



Ms. Javeria Siddiqui
Chief Financial Officer



Mr. Muhammad Shahid
General Manager – HR&A



Mr. Sumair Nisar
Director Marketing &
Customer Service



Mr. Husain Aziz
Director Quality Assurance



Mr. Tariq Mehmood
Deputy General Manager - SCA



Ms. Aliya Iqbal
Deputy General Manager – HR

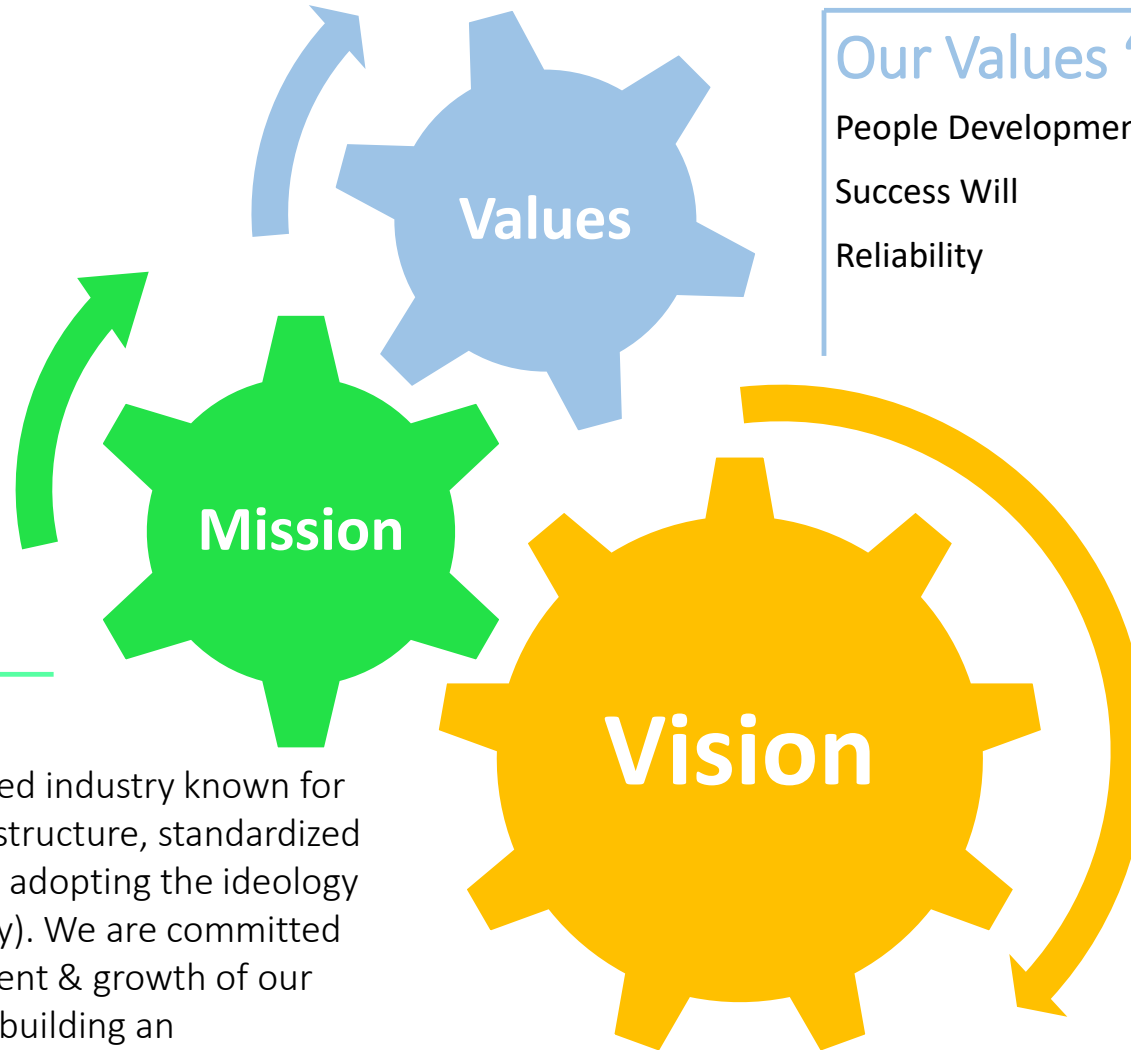
SNEAK PEEK INTO FEROZE 1888...





WHAT WE ARE!!!

VISION, MISSION & VALUES



Our Values “PROSPER”

People Development

Respect

Ownership & Accountability

Success Will

Proactive

Excellence in Work

Reliability

Our Mission

We are a leading vertically integrated industry known for its state of the art machinery, infrastructure, standardized systems, production processes and adopting the ideology of 3 Ps (People – Planet - Prosperity). We are committed to the ongoing learning, development & growth of our valued employees. Our focus is on building an environment of prosperity and gratification for all our customers and stakeholders through our operational excellence and solution based innovations.

Our Vision

Our aim is to be a market leader in terry textile manufacturing with our strong commitment to 3 Ps (People – Planet – Prosperity). We will prosper by creating unmatched value for our global customers and stakeholders through our exceptional quality products and services.

The image features a white background with decorative green geometric shapes in the corners. In the top right corner, there is a cluster of overlapping green squares and rectangles. In the bottom left corner, there is a similar cluster of green squares and rectangles, some of which are slightly offset to create a sense of depth. Centered on the page is the text "ACHIEVEMENTS" in a large, green, sans-serif font, followed by a horizontal green line. Below this line is the text "THIS YEAR" in the same green, sans-serif font, also followed by a horizontal green line.

ACHIEVEMENTS THIS YEAR

OUR ACHIEVEMENTS THIS YEAR...



Feroze1888 Mills has been selected as one of the 200 Best Under a Billion Companies by Annual Forbes Asia – August 2020 Issue.



Management Excellence Award in Textile Sector by Management Association of Pakistan.



Occupational Safety Health & Environment Award in Textile Sector by Employers' Federation of Pakistan.



Certificate of Merit under Best Corporate Report Award 2019

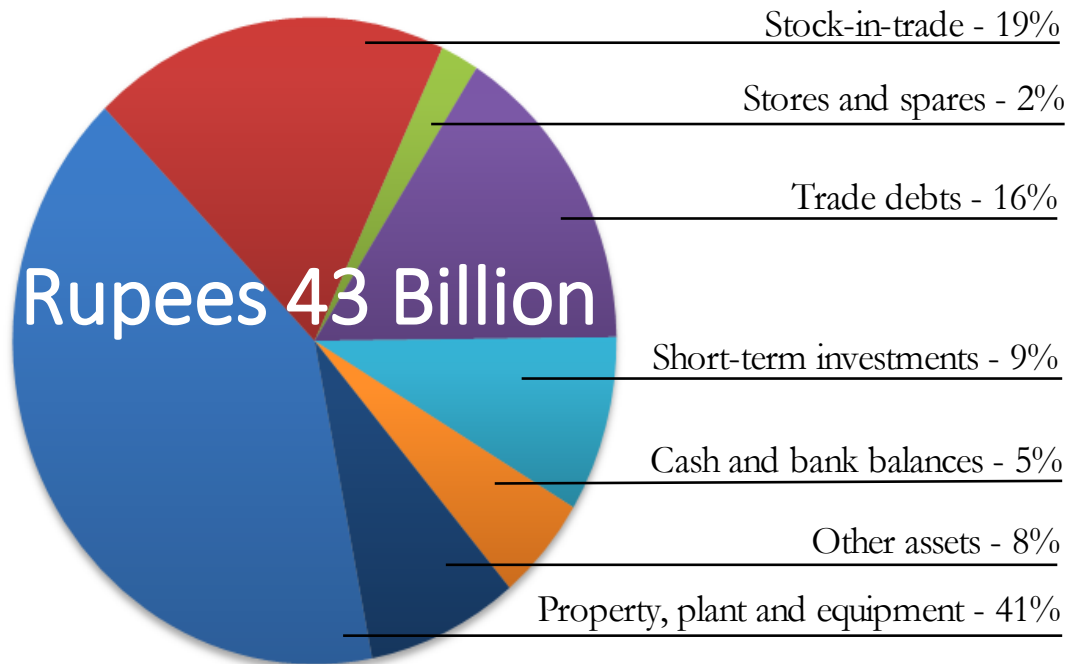


FINANCIAL PERFORMANCE

COMPOSITION OF STATEMENT OF FINANCIAL POSITION

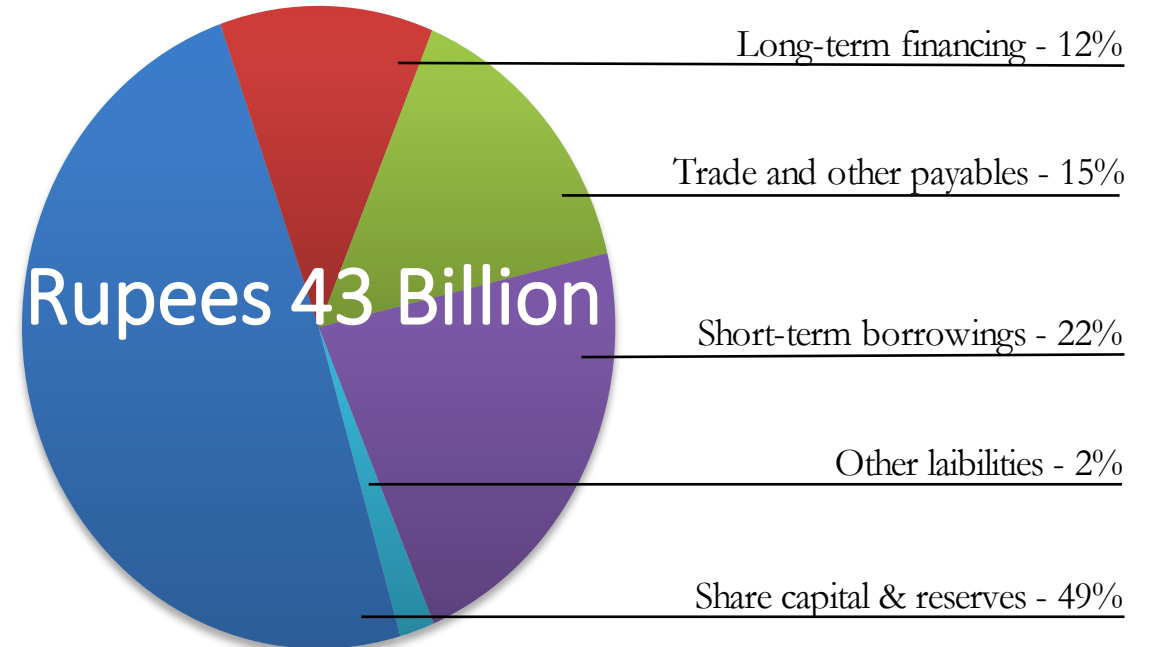
Assets - FY 2020

Percentage



Equity and Liabilities - FY 2020

Percentage



STATEMENT OF VALUE ADDITION & DISTRIBUTION

Wealth generated

Sales including sales tax
Other operating income
Brought-in-material & services

2020	
Rupees in '000	%
31,263,560	
218,888	
(21,555,795)	
9,926,653	100%

Wealth distribution

To Employees

Remuneration benefit and facilities

To Government

Income tax, sales tax and others

To Society

Donation towards education and health

To Provider of capital

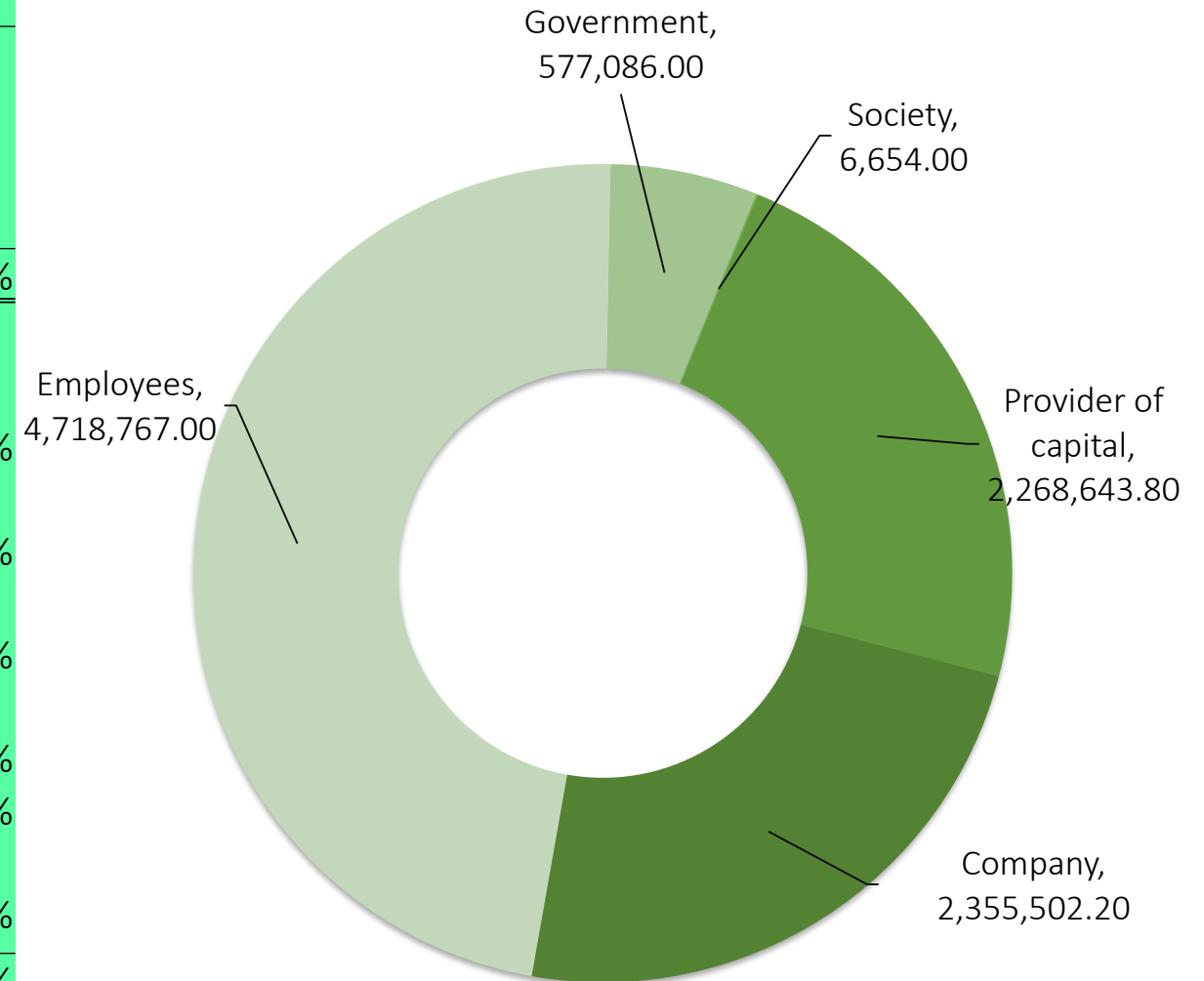
Cash dividend to shareholder

Finance cost

To Company

Depreciation, amortization & retained profit

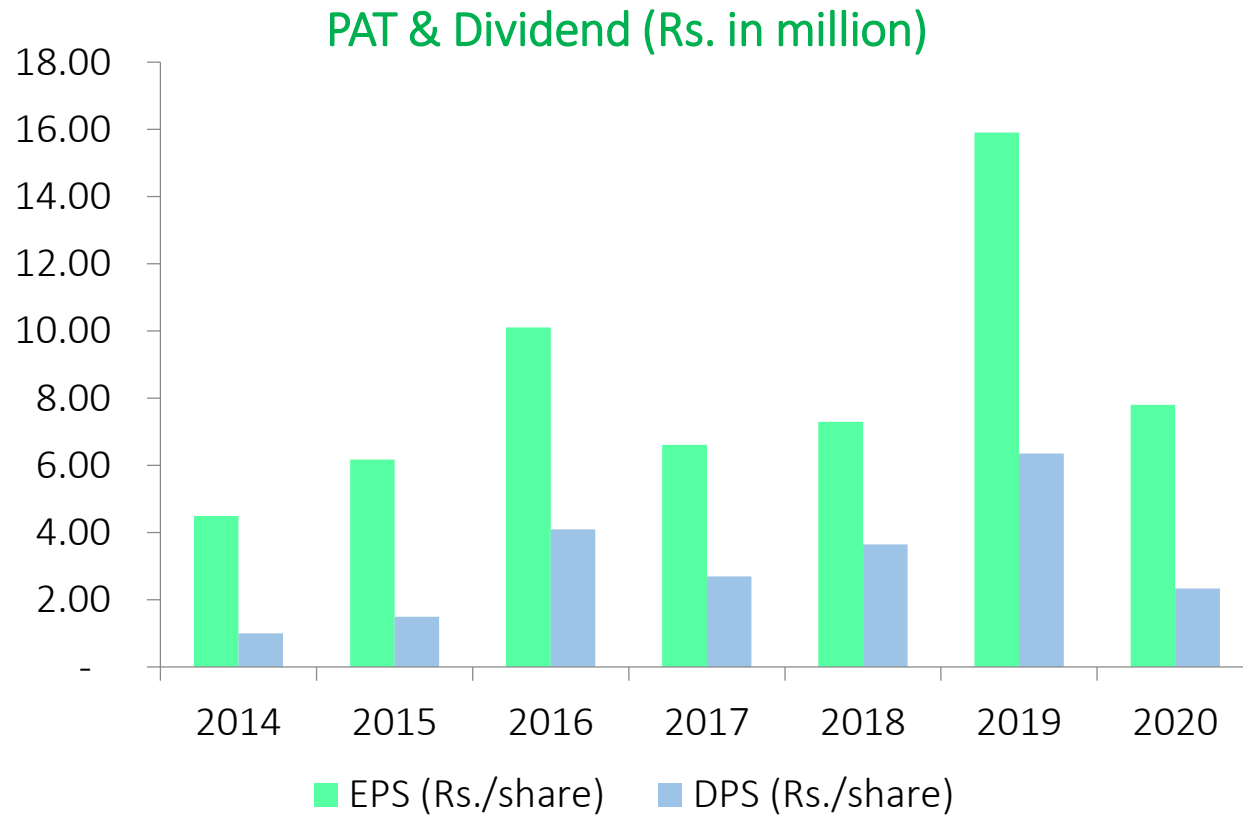
2020	
Rupees in '000	%
4,718,767	47.5%
577,086	5.8%
6,654	0.1%
1,921,685	19.4%
346,959	3.5%
2,355,502	23.7%
9,926,653	100%



KEY PERFORMANCE INDICATORS

Revenue	Current Ratio	Breakup Value per Share
Rupees 31,206 million	1.54 times	Rupees 56.12 per share
Net Profit Margin to Sales	Quick/Acid Test Ratio	Price to Earning Ratio
9.42%	0.98 times	10.49 times
EBITDA Margin to Sales	Operating Cycle	Debt to Equity Ratio
15.94%	171 Days	23.70%

PROFIT & PAYOUT



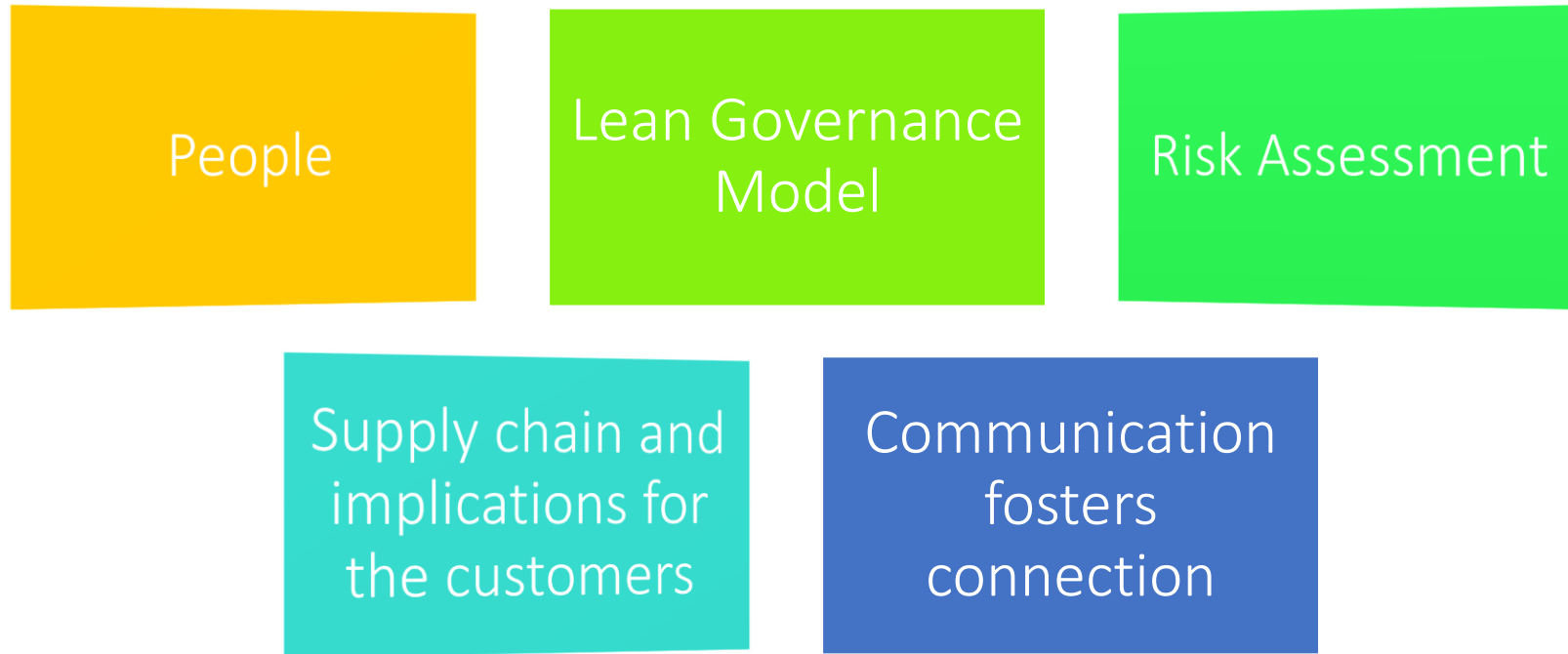
Year	EPS (Rs./share)	DPS (Rs./share)	Payout %
2014	4.50	1.00	22%
2015	6.17	1.50	24%
2016	10.11	4.10	41%
2017	6.61	2.70	41%
2018	7.30	3.65	50%
2019	15.90	6.35	40%
2020	7.80	2.34	30%




PANDEMIC RECOVERY PLAN & POLICY

***Policy Statement** – It is possible to turn risk into opportunity by being prepared and proactive.*

***Strategy** – Feroze1888 as a strategy is focused on blending “response” with “recovery” from the COVID-19 Pandemic with recovery being considered as an extension of the response efforts.*



The Silver lining...



“The greatest danger in times of turbulence is not the turbulence; it is to act with yesterdays' logic”

Thank You



Q&A SESSION

