



# **CORPORATE** **BRIEFING SESSION**

FOR THE YEAR ENDED JUNE 30, 2022  
INTERLOOP LIMITED (ILP)

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# INTERLOOP AT A GLANCE

6

COUNTRIES WE ARE  
OPERATING FROM

31%

COMPOUND ANNUAL  
GROWTH RATE FROM  
2018-2022

PSX LISTED

LARGEST COMPANY BY  
MARKET CAPITALIZATION

30,000+

PEOPLE PROVIDED WITH DECENT  
WORK AND EMPLOYMENT  
OPPORTUNITIES

5<sup>TH</sup> TIME

ADIDAS PERFORMANCE  
AWARD WINNER

1<sup>ST</sup> PRIZE

IN THE LARGE ENTERPRISES CATEGORY  
AT UN GLOBAL COMPACT BUSINESS  
SUSTAINABILITY AWARDS 2021

LEED PLATINUM

1 OF THE 12 CERTIFIED DENIM  
MANUFACTURING FACILITIES IN  
THE WORLD

HOSIERY

795 Mil pairs of  
socks annual  
production capacity



DENIM

6 Mil garments  
annual production  
capacity



APPAREL

22 Mil garments  
annual production  
capacity



YARNS

29.9 Mil Lbs  
annual production  
capacity



ACTIVE WEAR

4 Mil garments  
annual production  
capacity

# OUR MISSION

To be an agent of **positive** change for the stakeholders and community by pursuing an ethical and **sustainable** business.



# OUR VALUES



INTEGRITY



CARE



ACCOUNTABILITY



RESPECT



EXCELLENCE

# Our Vision 2025

To Become a Full Family Clothing  
Partner of Choice

## HOW WE'LL DO IT



### PEOPLE

A diverse, inclusive and engaged workforce  
creating a high performing organization



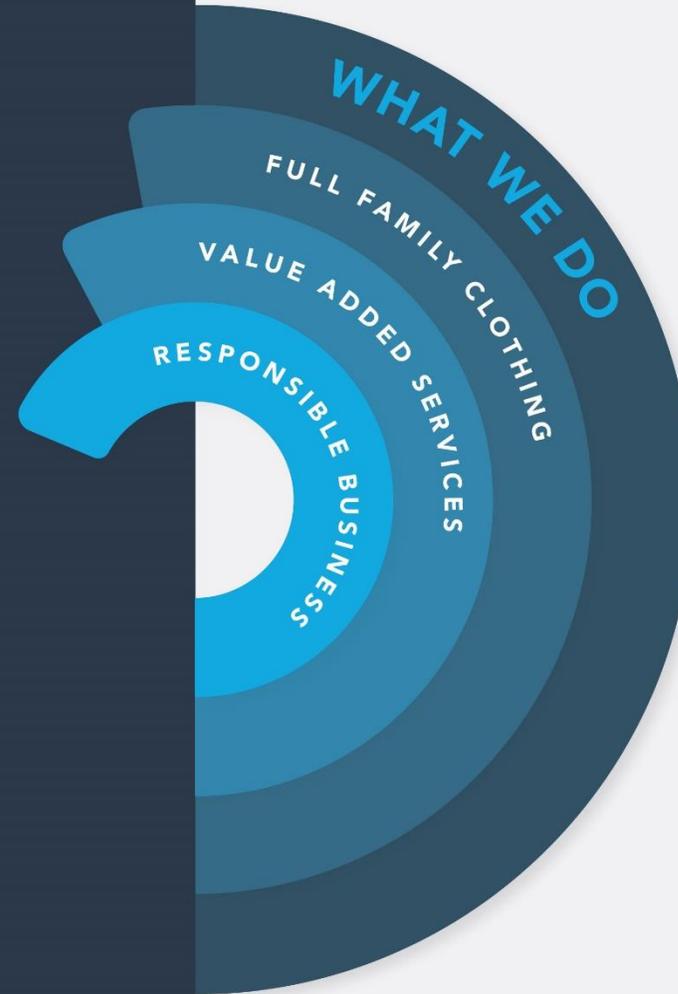
### DIGITAL TRANSFORMATION

Drive efficiencies through digitalization  
and provide transparency to our customers  
with real time information



### AGILE MANUFACTURING

Drive an agile organization retaining our  
competitive position as a responsive high  
quality manufacturer



# \$700M

REVENUE BY FY 2026

Transforming into a full family clothing business will  
build further credibility with our customers

# 2.5x

REVENUE THROUGH  
VALUE ADDED SERVICES

Providing value added services creating  
strong lasting partnerships

# 25%

LOWER CARBON FOOTPRINT  
AND RESOURCE CONSUMPTION

Lead the way in responsible manufacturing meeting highest  
standards of environmental and social performance

# FY 2022 KEY UPDATES

**7.9 MW**

SOLAR POWER GENERATION

6.0 MW installed till FY 2021  
and 1.9 MW solar parking  
shed added in FY 2022

**100M\$**

APPAREL MASTER PROJECT

Kicked-off construction of fully  
vertically integrated Apparel  
Manufacturing Complex with  
daily capacity of 84k pcs

**LEED**

GOLD CERTIFIED PLANT 5

Successfully commissioned  
LEED gold-certified Hosiery  
Plant 5 with a record ramp-up  
of 1200 knitting Machines



# CERTIFICATIONS & MEMBERSHIPS

Leading the way in responsible manufacturing meeting highest standards of environmental and social performance

## ENVIRONMENTAL



## MEMBERSHIPS



## COMMITMENTS & COLLABORATIONS



## CHEMICAL MANAGEMENT



## WE SUPPORT



## SOCIAL



## OTHERS



# TOP CUSTOMERS CONTRIBUTED OVER 70% OF OVERALL REVENUE



>10 YEAR ASSOCIATION



TARGET  
>05 YEAR ASSOCIATION



>10 YEAR ASSOCIATION

stichd<sup>®</sup>

>10 YEAR ASSOCIATION



True Denim



>10 YEAR ASSOCIATION



>05 YEAR ASSOCIATION

PRIMARK<sup>®</sup>

>10 YEAR ASSOCIATION



>10 YEAR ASSOCIATION



Gerber.



DUNNES STORES



GUESS JEANS



# **FINANCIAL HIGHLIGHTS**

# TEXTILE SECTOR OF PAKISTAN

5<sup>th</sup>

LARGEST  
PRODUCER OF  
COTTON

9<sup>th</sup>

LARGEST  
EXPORTER OF  
TEXTILE IN WORLD

3<sup>rd</sup>

LARGEST  
YARN PRODUCER  
IN WORLD

1. Pakistan contributes 5% to the global spinning capacity.
2. Home to the Third Largest hosiery manufacturer in the world.
3. Textile made up sector itself includes Hosiery Industry, Readymade Garment Industry, Towel Industry, Canvas, Jute Industry, Synthetic Textile Industry, and Woolen Industry
4. Barring seasonal and cyclical fluctuations, textiles products have maintained an average share of about 60% in national exports.

517

TEXTILE  
UNITS

13.41Mil

SPINDLES

198,801

ROTORS

40

COMPOSITE  
UNITS

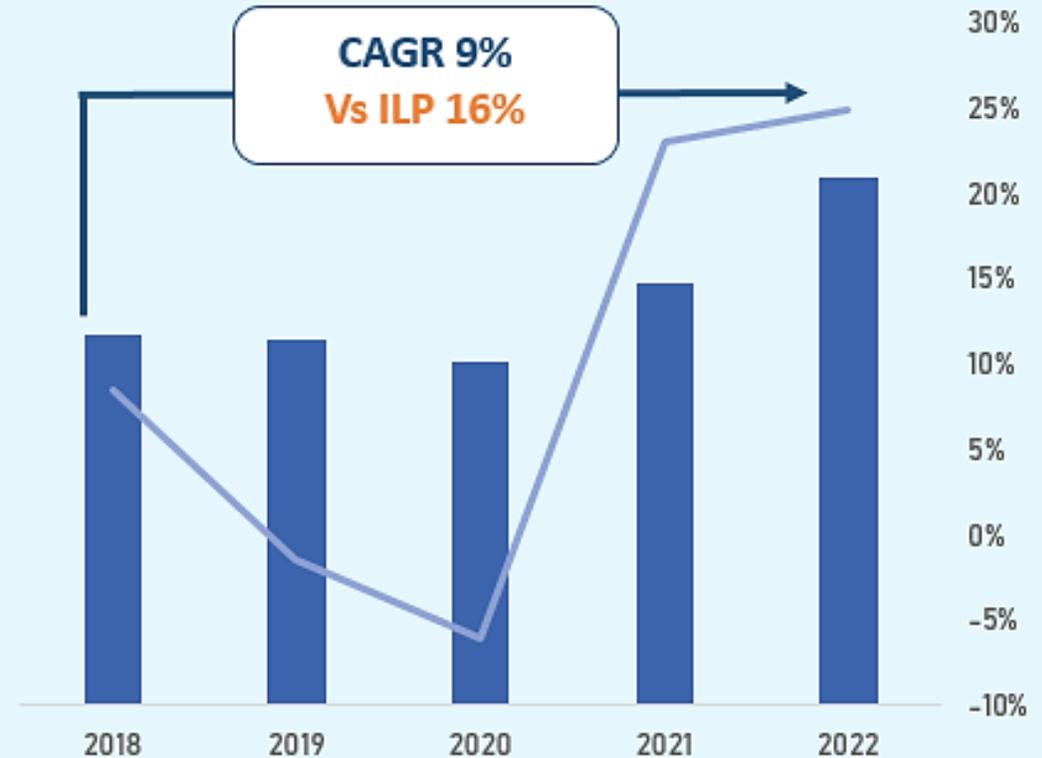
477

SPINNING  
UNITS

## Textile Export Performance

■ USD Million

— Growth



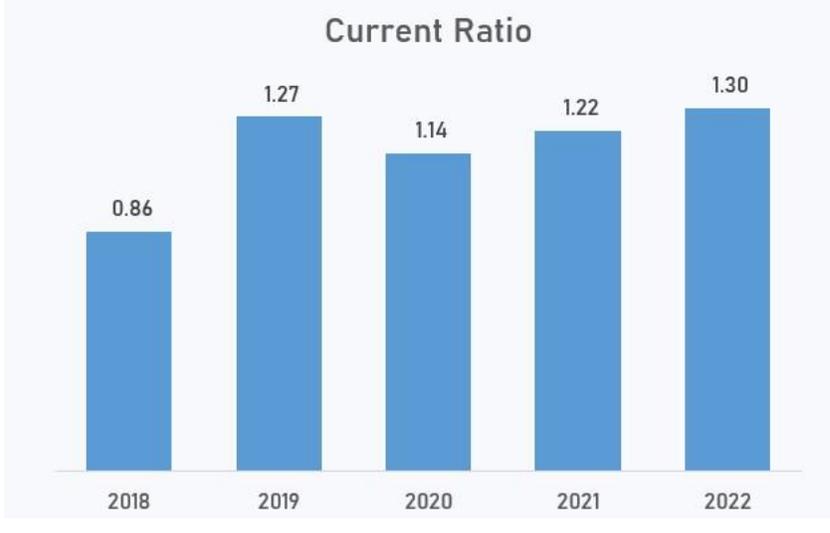
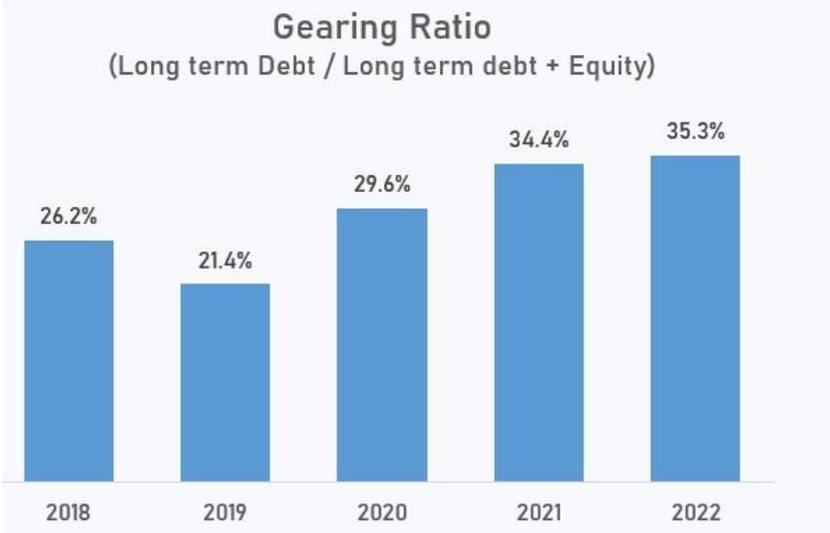
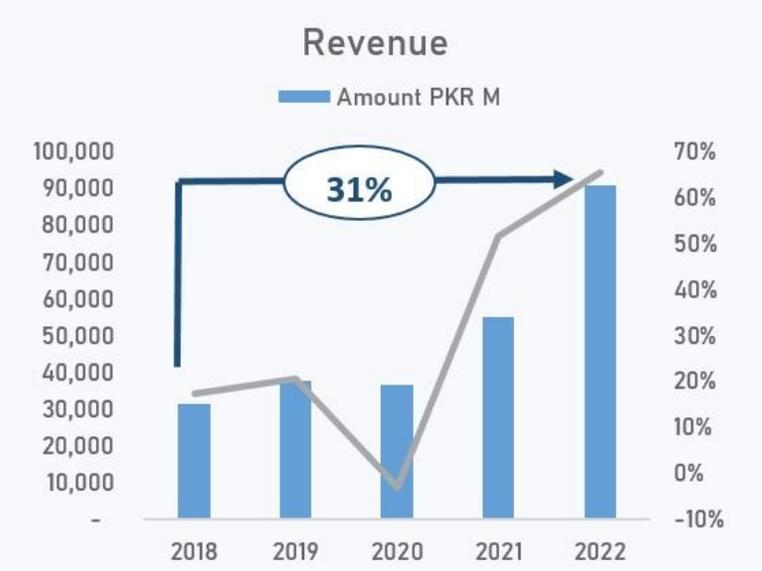
# KEY FINANCIAL HIGHLIGHTS

		2022	2021	2020
Net Sales	PKR in millions	90,894	54,962	36,303
Gross Profit	PKR in millions	26,066	14,212	7,864
Net Profit	PKR in millions	12,359	6,292	1,796
Gross Profit Ratio	%	28.68	25.86	21.66
Net Profit Ratio	%	13.60	11.45	4.95
Cash Dividend per Share – Declared	PKR	4.00	2.50	2.00
Bonus Issue [Per 100 Share]		4%	3%	
Earnings per Share - Basic	PKR	13.76	7.00	2.00
Interest Cover	Times	7.16	8.29	3.15
Total Assets	PKR in millions	96,316	60,695	5,367
Shareholders Equity	PKR in millions	29,940	20,515	17,280

# REGION WISE SALES FY 2022

Region	2022		2021	
	PKR in M	%	PKR in M	%
<b>Australia</b>	75	0.08%	1.08	0.002%
<b>Asia</b>	5,893	6.5%	4,502	8.2%
<b>Europe</b>	29,441	32.4%	18,400	33.5%
<b>United States</b>	48,545	53.4%	27,359	49.8%
<b>Pakistan</b>	6,941	7.6%	4,701	8.6%
<b>Total</b>	90,894	100%	54,962	100%

# KEY FINANCIAL HIGHLIGHTS ILP



# DIRECT ECONOMIC VALUE GENERATED & DISTRIBUTED

	2022		2021	
	Rupees In Millions	%	Rupees In Millions	%
<b>Economic Value Generated</b>				
Revenues	92,118	100%	55,933	100%
<b>Economic Value Distributed</b>				
Operating cost	54,071	59%	33,762	60%
Employee wages and benefits	19,165	21%	12,327	22%
Payment to providers of capital	6,071	7%	3,326	6%
Payment to government	3,819	4%	2,149	4%
Community investments	490	1%	330	1%
<b>Economic Value Retained</b>	8,502	9%	4,039	7%

# ANNUAL CAPACITIES

FY 2022	Segment	UOM	Installed Capacity ('000)	Actual Production ('000)	Utilization
	Hosiery	DZN	66,303	55,702	84%
	Spinning *	LBS	29,949	26,214	88%
	Yarn Dyeing	KGs	5,074	4,468	88%
	Denim	PCs	6,000	4,620	77%

FY 2021	Segment	UOM	Installed Capacity ('000)	Actual Production ('000)	Utilization
	Hosiery	DZN	60,733	51,656	85%
	Spinning *	LBS	29,949	25,178	84%
	Yarn Dyeing	KGs	4,873	4,052	83%
	Denim	PCs	6,000	3,929	65%

\* after conversion in 20/s



# QUARTERLY PERFORMANCE

Particular	Q1 FY 2022		Q1 – FY 2021	
	Rupees In Millions	%	Rupees In Millions	%
Sales - Net	30,463	100.0%	19,330	100.0%
Cogs	(20,347)	-66.8%	(13,793)	-71.4%
Gross Profit	10,116	33.2%	5,537	28.6%
Distribution Cost	(1,146)	-3.8%	(808)	-4.2%
Admin Cost	(1,571)	-5.2%	(938)	-4.9%
Other Operating Cost	(899)	-3.0%	(580)	-3.0%
Other Income	22	0.1%	5	0.0%
	<b>(3,594)</b>	<b>-11.8%</b>	<b>(2,322)</b>	<b>-12.0%</b>
<b>EBIT</b>	<b>6,522</b>	<b>21.4%</b>	<b>3,215</b>	<b>16.6%</b>
Finance Cost	(1,217)	-4.0%	(360)	-1.9%
<b>Profit before Tax</b>	<b>5,305</b>	<b>17.4%</b>	<b>2,855</b>	<b>14.8%</b>
Tax	(343)	-1.1%	(165)	-0.9%
<b>Net Profit</b>	<b>4,961</b>	<b>16.3%</b>	<b>2,690</b>	<b>13.9%</b>



# **FUTURE OUTLOOK**

TO BECOME A FULL FAMILY CLOTHING  
PARTNER OF CHOICE



# PROJECT STATUS

## APPAREL USD 100MIL

### APPAREL MANUFACTURING COMPLEX STATUS

PROJECT BUDGET

USD 100 M

Land

Procured

Building layout and schematic

Finalized

Civil Work

In progress

Machinery ordered

Completed

Expected completion timelines

Q4 FY 2023

Revenue Drivers will be World Leading Brands

# Q&A





**THANK YOU**