



NISHAT
CHUNIAN
GROUP

Analyst Briefing
2019



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Nishat Chunian Group



Nishat Chunian Limited (NCL)

- Vertically integrated textile company set up in 1990
- Amongst the top five textile manufacturers

We produce:

- Cotton & Blended Yarn
- Grey Fabric
- Bed Linen



Nishat Chunian Power Limited (NCPL)

- Independent power producer with a capacity of 200MW
- Selling to the Government of Pakistan since 2010

What we do



Spinning



Weaving

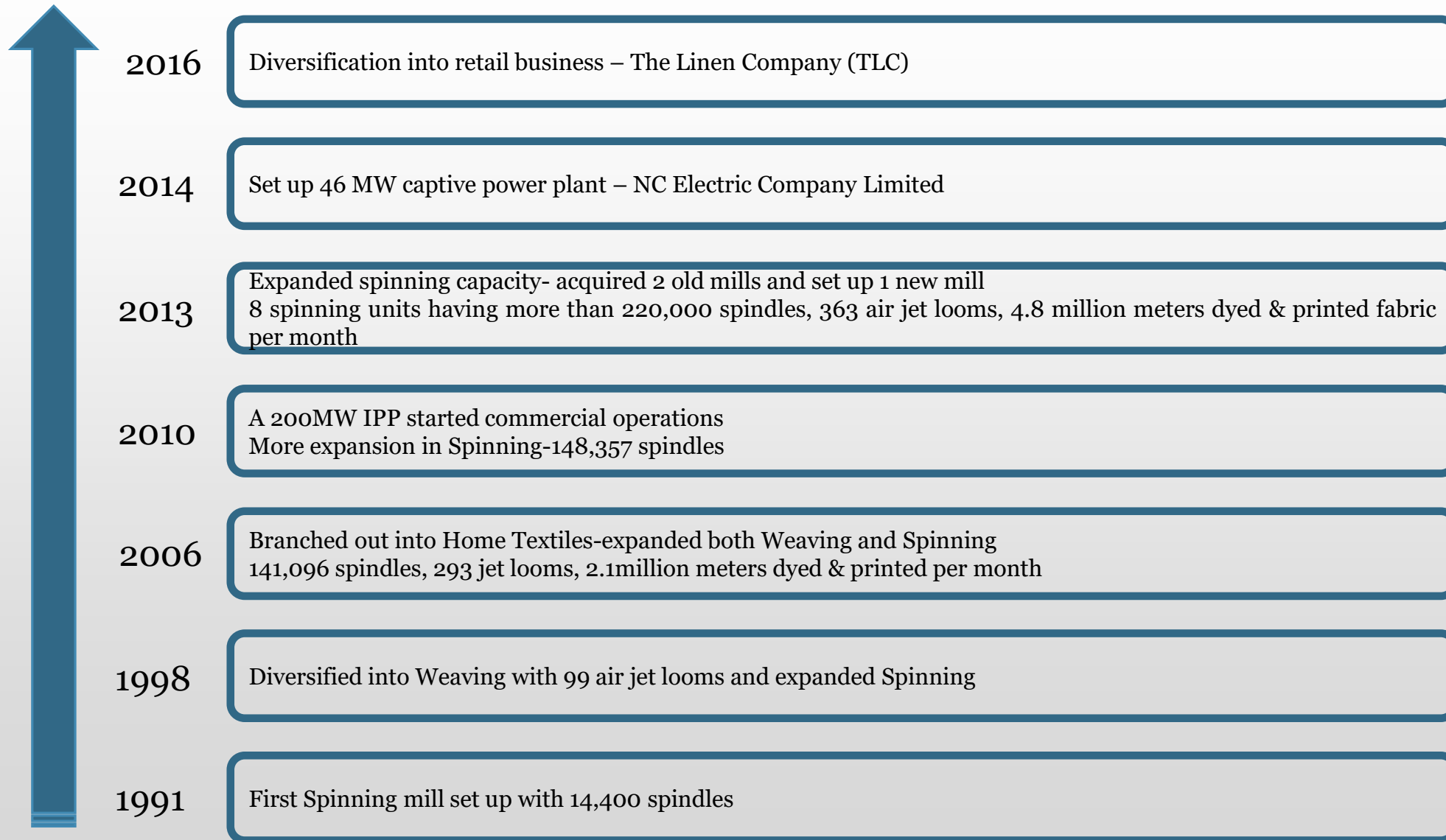


Home textiles



Power generation

Brief History of NCL

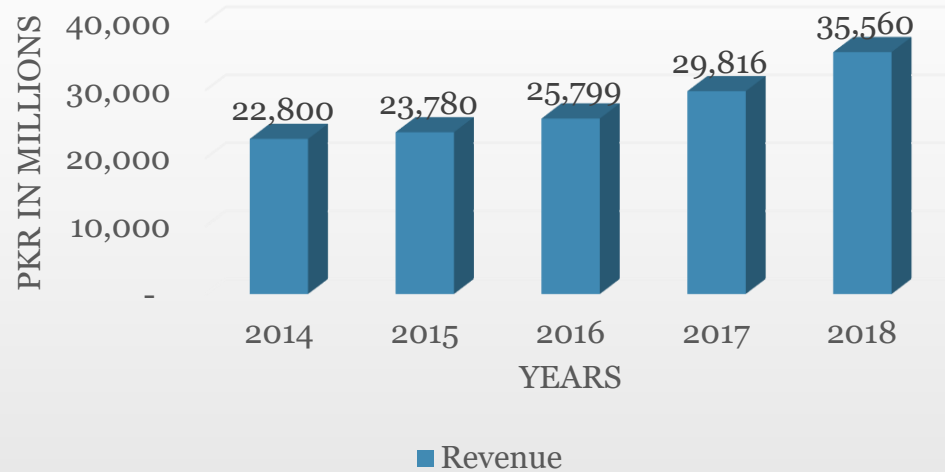


Financial Highlights

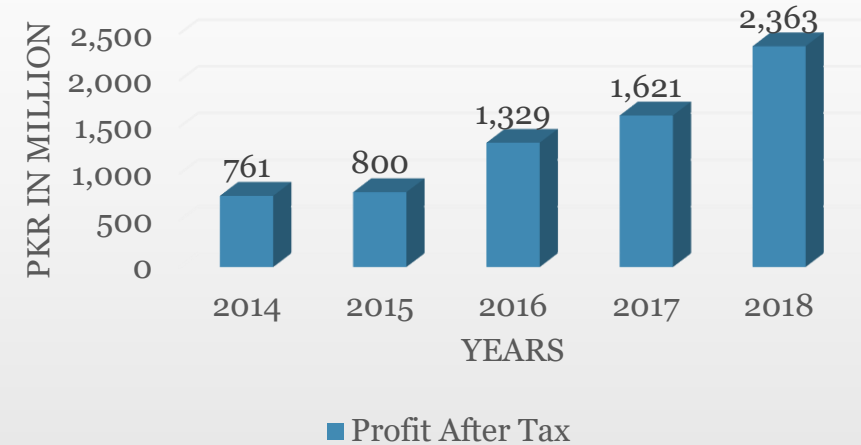
PKR Million	Mar-19	Mar-18	Mar-17
Revenue	29,251	25,740	22,068
EBIT	4,320	2,463	2,467
Profit after tax	2,441	1,203	1,401
EPS	10.16	5.01	5.83

Financial Highlights

REVENUE



PROFIT AFTER TAX



- NCL's Sales crossed PKR 35 billions
- NCL's Profits after Tax crossed PKR 2.3 billions
- Total Assets of NCL stood at PKR 47 billions

Financial Highlights

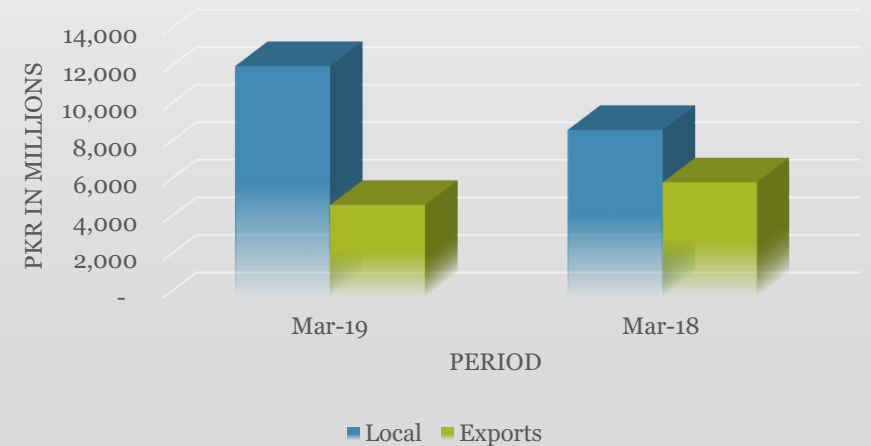
Year	2014	2015	2016	2017	2018	2019
EPS	3.8	4	5.59	6.75	9.84	10.16
Dividend Pay out ratio	26.32%	37.51%	44.75%	40.74%	40.65%	14.76%
Market price per share	60.26	42.68	36.97	35.05	48.76	46.89
Dividend Yield	1.66%	3.51%	6.76%	7.85%	8.20%	3.20% (Interim)

Spinning

- One of the largest spinning businesses in Pakistan with 8 spinning units having more than 220,000 spindles producing 94,000 tons of yarn per annum.
- Spinning division has contributed 60% to the total revenue of NCL
- Yarn sales clocked at PKR 17 billion during the 9 months ended Mar-19 as compared to PKR 15 billion during the nine months ended Mar-18.
- Export market share stood at 29% during 9 months ended Mar-19 as compared to 41% during the corresponding period.

PKR in Millions	Mar-19	% Share	Mar-18	% Share
Local	12,294	71%	8,897	59%
Exports	4,908	29%	6,112	41%
Total	17,203	100%	15,009	100%

YARN SALES



Weaving

- 363 air jet looms having capacity of 58 million meters of grey fabric per annum which include a variety of fabrics
- Weaving has contributed 14% to the total revenue of NCL during the 9 months ended Mar-19.
- Total sales were PKR 3.9 billion during the 9 months ended Mar-19 as compared to PKR 4 billion during the nine months ended Mar-18.
- Export percentage in sales increased to 56% during 9 months ended Mar-19 as compared to 52% during the 9 months ended Mar-18.

PKR in Million	Mar-19	% Share	Mar-18	% Share
Export	2,219	56%	2,110	52%
Local	1,751	44%	1,957	48%
Total	3,970	100%	4,066	100%

GREY FABRIC SALES

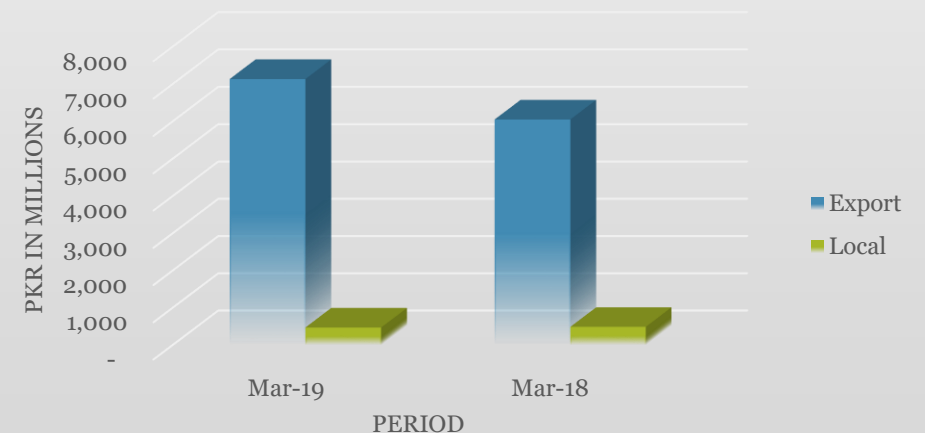


Dyeing and Home Textile Sales

- Capacity of 36 million meters of fabric p.a. with an equivalent stitching capacity.
- Dyeing and Home Textile has contributed 26% to the total revenue of NCL during the 9 months ended Mar-19.
- Total sales have gone up to from PKR 6.5 billion during the 9 months ended Mar-18 to PKR 7.6 billion during the nine months ended Mar-19.
- Export percentage in sales stood at 94% during 9 months ended Mar-19 as compared to 93% during the 9 months ended Mar-18.

PKR in Million	Mar-19	% Share	Mar-18	% Share
Export	7,126	94%	6,044	93%
Local	464	6%	481	7%
Total	7,590	100%	6,525	100%

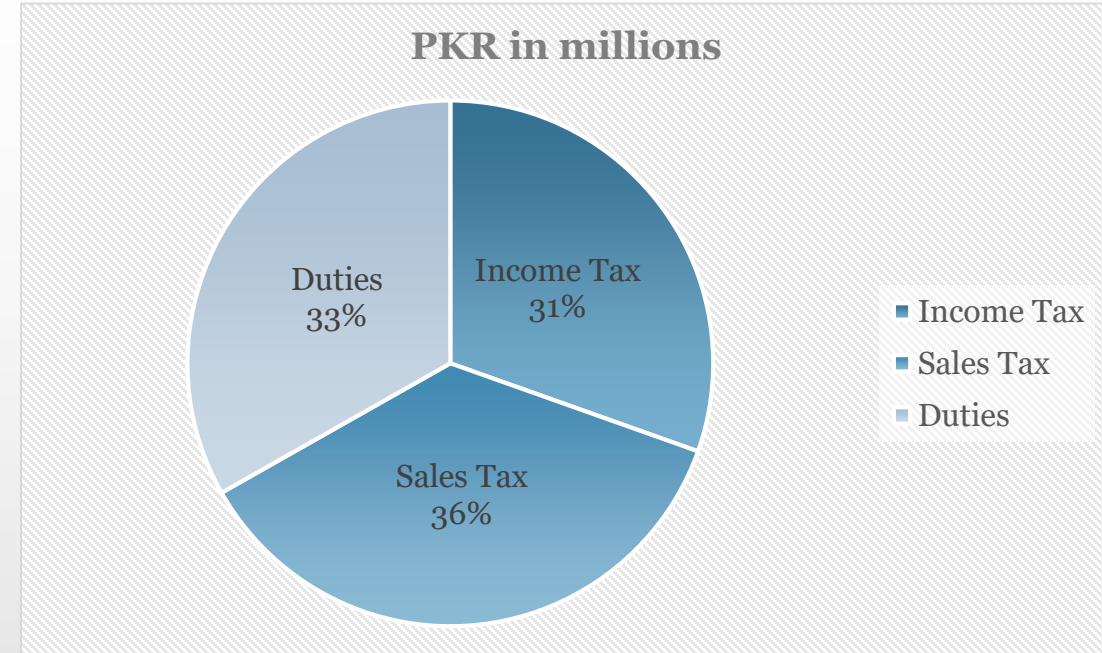
DYEING AND HTD SALES



CONTRIBUTION TO NATIONAL EXCHEQUER

	PKR in millions
Income Tax	227
Sales Tax	272
Duties	248
Total	747

The company contributed Rs. 747 million during the 9 months ended Mar-19 in the form of taxes to the exchequer.



Thank You