

Reliance Weaving Mills Limited

Corporate Briefing Session (CBS)

Dated: November 10, 2023

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1- COMPANY BRIEF

1. The Company was incorporated on April 07, 1990 with its Registered Office at 2nd Floor, Trust Plaza, L.M.Q. Road, Multan and is listed on Pakistan Stock Exchange.
2. The Company is engaged in the production of Yarns and Fabrics. The production units are located at Fazalpur Khanewal Road, Multan (Multan Unit) and Mukhtarabad, Chak Beli Khan Road, Rawat, Rawalpindi (Rawat Unit).
3. The Head Office of the Company is situated at E-110, Khayaban-e-Jinnah, Lahore Cantt.

2- BOARD OF DIRECTORS

Mr. Fawad Ahmed Mukhtar	Chairman
Mr. Faisal Ahmed Mukhtar	CEO/Executive Director
Mr. Fahd Mukhtar	Non-Executive Director
Mr. Muhammad Mukhtar Sheikh	Non-Executive Director
Mrs. Fatima Fazal	Non-Executive Director
Mr. Muhammad Shaukat	Independent Director
Mr. Shahid Aziz	Independent Director

3-
BRIEF OF
OPERATIONS

SPINNING

UNIT 3 (RAWAT ISLAMABAD)

SPINDLES =	18,096
RING FRAMES =	38
CAPACITY =	4,874 TONS

UNIT 4 (MULTAN)

SPINDLES =	47,520
RING FRAMES =	42
CAPACITY =	14,677 TONS

TOTAL SPINNING

SPINDLES =	65,616
RING FRAMES =	80
CAPACITY =	19,550 TONS

WEAVING

UNIT 2

LOOMS = 180

CAPACITY = 50.024 M (Meters)

UNIT 5

LOOMS = 310

CAPACITY = 70.968 M (Meters)

TOTAL WEAVING

LOOMS = 490

CAPACITY = 120.992 M (Meters)

4-

**FINANCIAL
HIGHLIGHTS**

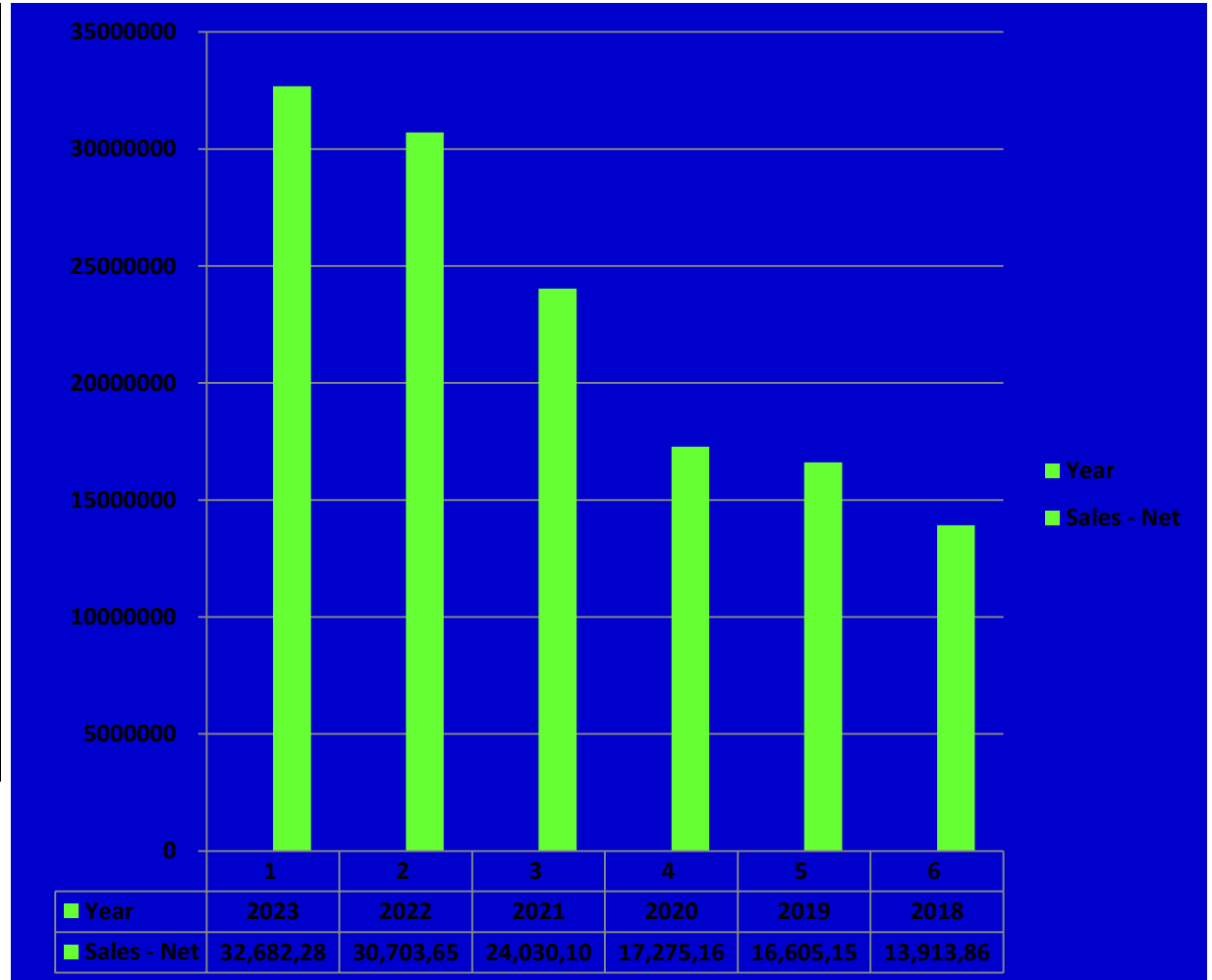
PARTICULARS	2023	2022	INCREASE / (DECREASE)
SALES (PKR in Millions)	32,682	30,704	6%
GROSS PROFIT (PKR in Millions)	3,616	5,441	(1,825)
GROSS PROFIT %	11.06%	17.72%	(37%)
EBITDA (PKR in Millions)	3,349	4,767	(1,418)
EBITDA %	10.25%	15.53%	(34%)
NET PROFIT (PKR in Millions)	203	2,639	(2,436)
NET PROFIT %	0.62%	8.60%	(93%)
EPS - PKR	6.59	85.67	(79)
Dividend %	0%	40%	

5-
STATEMENT OF
PROFIT OR LOSS
JUNE 30, 2023

	2023 (PKR in Millions)	2022 (PKR in Millions)	% Increase / (Decrease)
Sales-net	32,682	30,704	28%
Cost of Sales	(29,066)	(25,263)	23%
Gross Profit	3,616	5,441	55%
Distribution expenses	(404)	(496)	66%
Administrative expenses	(382)	(314)	52%
Other income	154	174	70%
Other Expenses	(69)	(388)	186%
Profit from Operations	2,914	4,416	49%
Finance cost	(2,449)	(1,303)	42%
Profit before taxation	465	3,113	54%
Taxation	(262)	(474)	65%
Profit after taxation	203	2,639	52%
Earning per share	6.59	85.67	52%

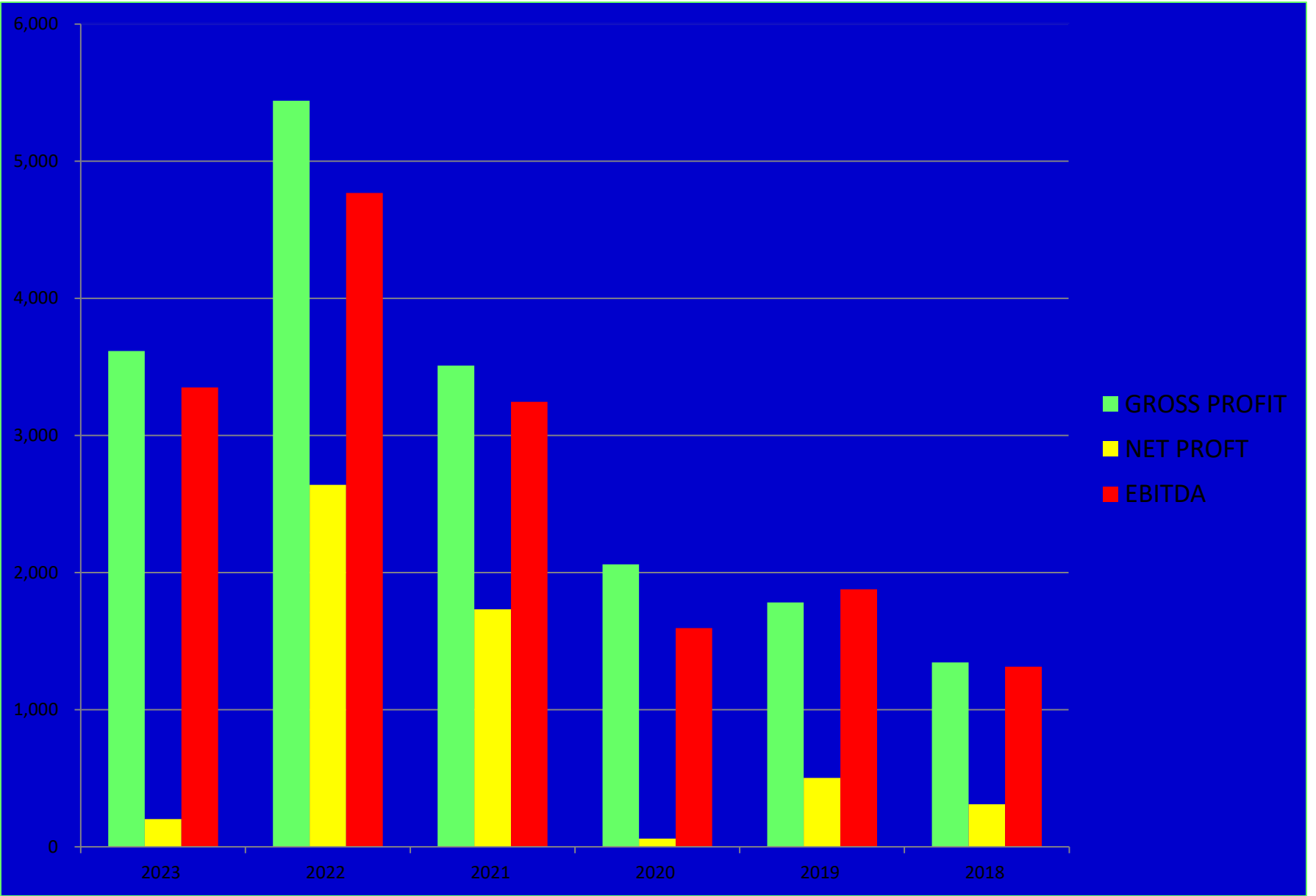
6- SIX YEARS TURNOVER PKR

Year	Sales - Net
2023	32,682,288
2022	30,703,659
2021	24,030,100
2020	17,275,166
2019	16,605,159
2018	13,913,861



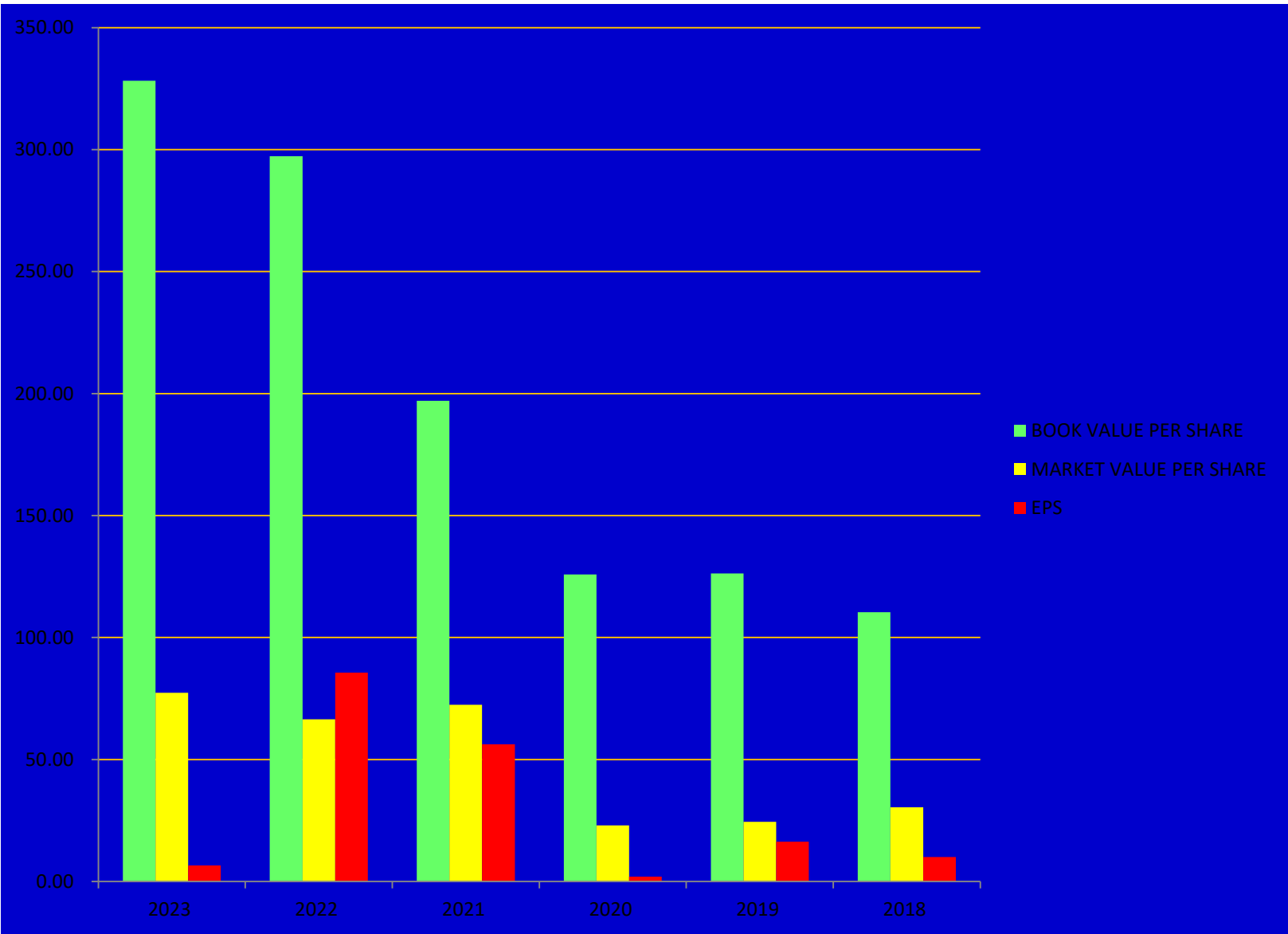
7- SIX YEARS PROFIT OR LOSS AT GLANCE

YEAR	GROSS PROFIT	NET PROFIT	EBITDA
	PKR IN MILLIONS		
2023	3,616	203	3,349
2022	5,441	2,639	4,767
2021	3,510	1,733	3,245
2020	2,061	61	1,596
2019	1,783	503	1,879
2018	1,346	311	1,313



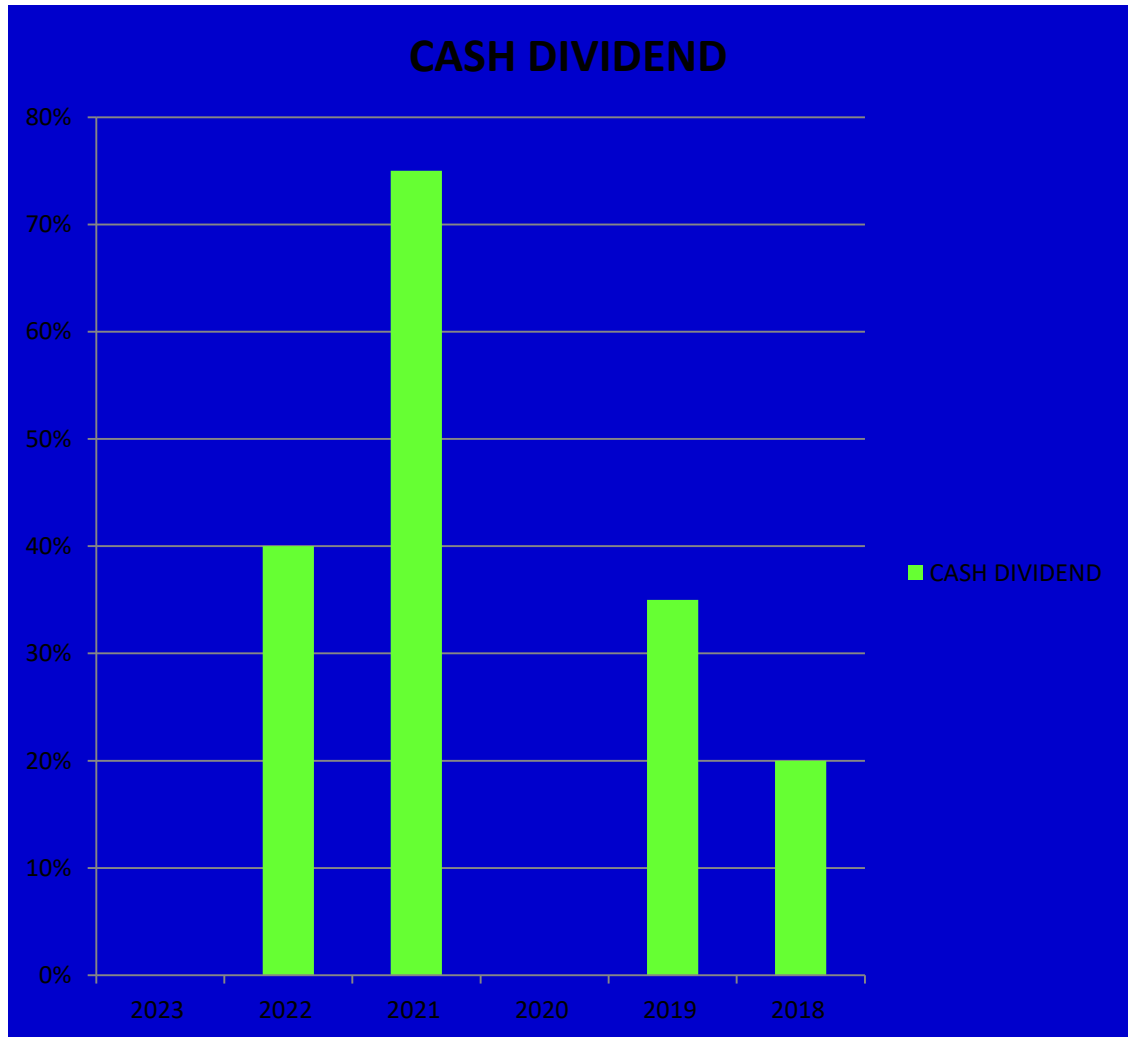
8- SIX YEARS INVESTOR'S INFORMATION - PKR

YEAR	BOOK VALUE PER SHARE	MARKET VALUE PER SHARE	EPS
2023	328.21	77.35	6.59
2022	297.31	66.50	85.67
2021	196.99	72.41	56.24
2020	125.83	23.00	1.99
2019	126.27	24.49	16.32
2018	110.41	30.49	10.08



9- CASH DIVIDEND PAID (%)

YEAR	CASH DIVIDEND
2023	0%
2022	40%
2021	75%
2020	0%
2019	35%
2018	22.5%



10- COMPARATIVE STATEMENT OF FINANCIAL POSITION – PKR IN MILLIONS

PARTICULARS	2023	2022	EPS
Non-Current Assets	18,485	12,709	45%
Current Assets	18,050	15,048	20%
Total Assets	36,534	27,757	32%
Equity	10,113	9,161	10%
Non-Current Liabilities	6,202	3,898	59%
Current Liabilities	20,219	14,698	38%
Total Liabilities	26,421	18,596	42%
Total Equity & Liabilities	36,534	27,757	32%

11- FUTURE OUTLOOK

1. The Company is committed to modernize and expand production line according to rapidly changing technology in order to produce international quality products.
2. New spinning mill project of fine count of 25,536 spindles has been started in the month of July 2023.
3. Installation of further 600 KW solar panel is also in process, which is expected to start in the 1st week of November 2023 to enhance green energy resources.
4. The Board of Directors has approved to set up a stitching unit for the purpose of upward integration.

12- KEY CHALLENGES

1. Rise in the prices of raw material and lowest cotton outputs.
2. Supply of energy by Government at current unit price to export oriented sector.
3. Continuous increase in fuel prices.
4. Unexpected fluctuations in interest & exchange rates.

Question & Answer Session

THANK YOU