

STANDING STRONG

Corporate Briefing Session

September 27, 2023



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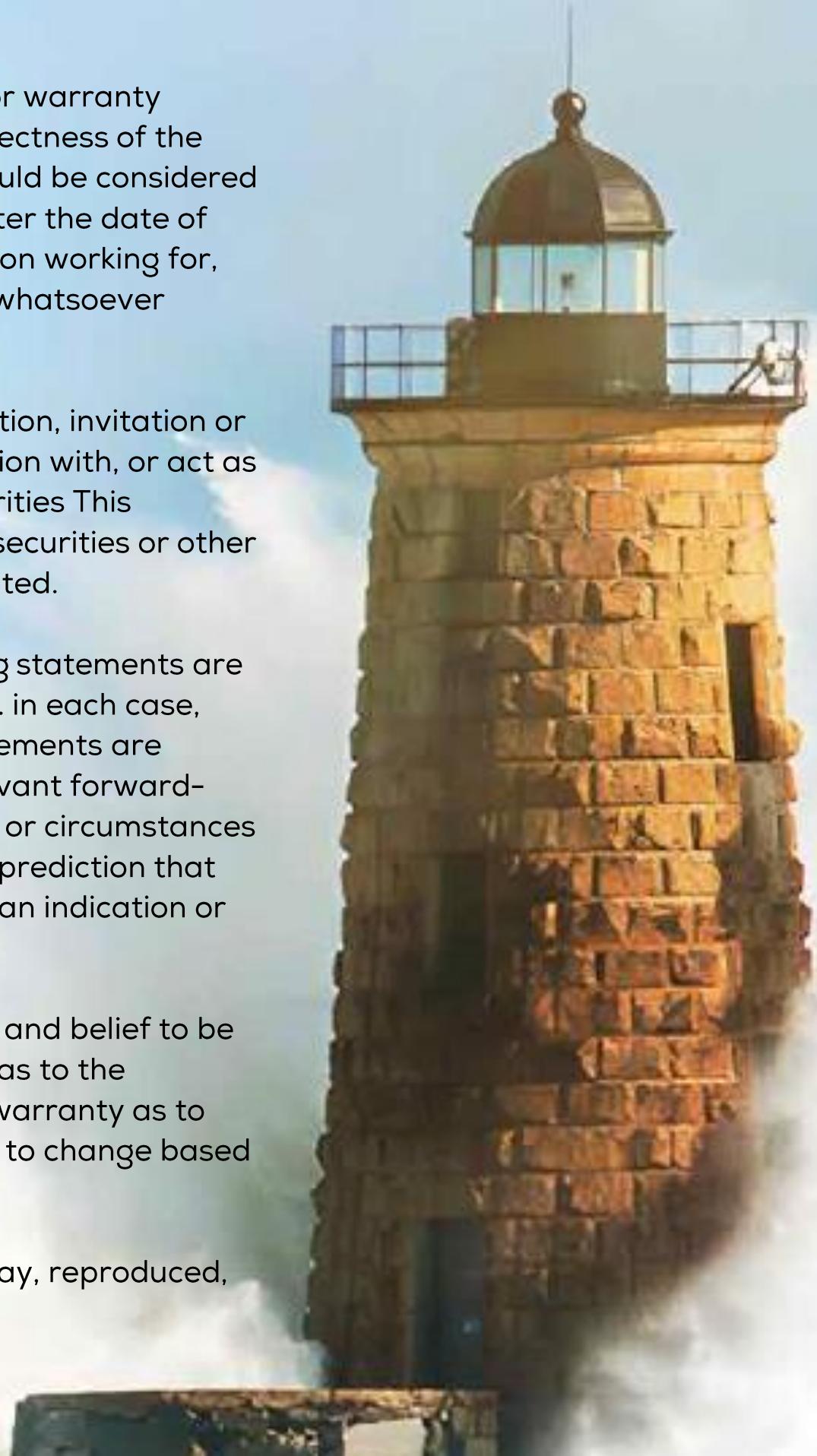
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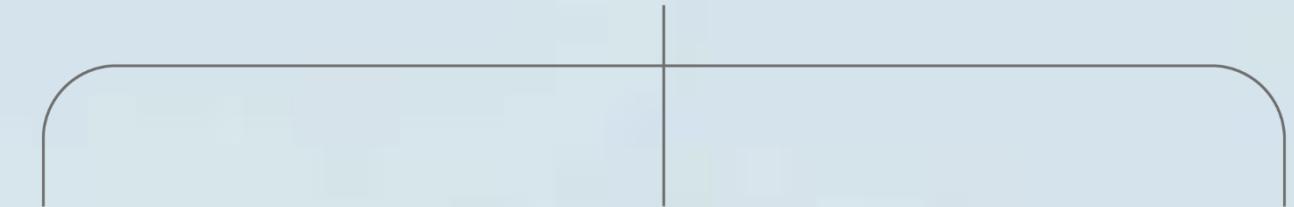


ABOUT THE THEME

STANDING STRONG

IIL continues to stand firmly in the face of economic storms despite coming across strong headwinds, fueled by a legacy of resilience and an unwavering pursuit of corporate excellence to propel us forward. With a promising export heritage, strong international presence, and a solid foothold in noteworthy markets, we skillfully navigate through turbulent times using calculated strategies and prompt countermeasures. IIL confidently steers its path towards success, seizing every opportunity amidst the ever-shifting landscape, backed by 75 years of expertise and an unwavering commitment to staying reliable throughout.





Promising Reliability, For Now and Tomorrow

Incorporated in 1948
Listed on PSX since 1984
Credit Rating AA/A-1

PRODUCTS

Steel Pipes and Tubes
Polymer Pipes and Fittings
Stainless Steel Tubes
Scaffolding and Formwork
Solutions



2023
TURNOVER
PKR 26 BILLION



TRUSTED NOT TO COMPROMISE

Incorporated in 1953
Listed on PSX since 1955
Credit Rating A/A-1

PRODUCTS

Wires and Cables
Conductors, Alumex
Wiring Accessories
Copper Rod, PVC
Compounds



2023
TURNOVER
PKR 22 BILLION



Shaping Tomorrow

Incorporated in 2007
Listed on PSX since 2011
Credit Rating A+ /A-1

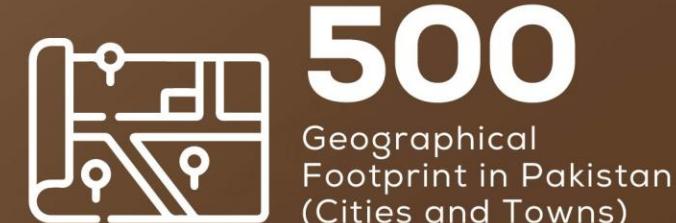
PRODUCTS

Cold Rolled Steel
Hot Dip Galvanized Steel
Color Coated Steel



2023
TURNOVER
PKR 77 BILLION

GROUP HIGHLIGHTS



VISION

To be a globally respected, innovative and entrepreneurial company, enriching lives while remaining focused on providing competitive quality products and services.

MISSION

International Industries Limited is a customer focused, quality conscious company committed to economies of scale. IIL shall continually endeavour to enhance the effectiveness of its quality, environmental, occupational health & safety management systems. IIL is committed to be an ethical company and shall conform to all applicable legal requirements, as well as fulfill and exceed the expectations of all stakeholders.

Team work, continual improvement, waste reduction, protection of the environment, improvement in safety practices, a fair return to shareholders and fulfillment of social responsibility shall be the hallmark of all activities.

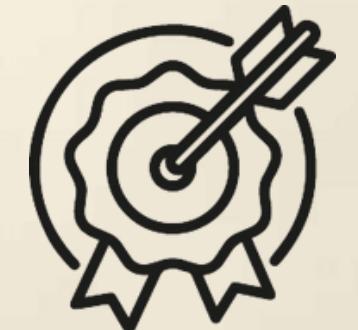
VALUES

Our values define how we do our business and interact with colleagues, partners, customers, consumers and stakeholders.

Our core values are:



Ethical



Excellence



Fairness



Innovation



Reliability



Respect



Responsibility



IIL is headquartered in Karachi. Two production facilities are located in Karachi whereas a third one is located in Sheikhupura.

IIL's regional offices are spread across all major Pakistani urban centers including:

- Karachi
- Lahore
- Rawalpindi
- Peshawar
- Faisalabad
- Multan

We have the largest dealer network in the industry comprising
500 dealers and distributors across 150 cities in Pakistan



DOMESTIC PRESENCE



GLOBAL PRESENCE

● Offices ● Factories

★ Sales Regions

Global Subsidiaries:



Promising Reliability, for Now and Tomorrow



Promising Reliability, For Now and Tomorrow



With

OVER 1 MILLION TONS OF EXPORTS TO DATE

our global footprint spans 60 countries across 6 continents.

As a truly international company with an ever-expanding global footprint, IIL has an on-ground presence in Australia, Canada and Sri Lanka.

IIL's proven quality, strong supply chain and dedicated customer service have positioned IIL as a preferred supplier in advanced and conventional export markets

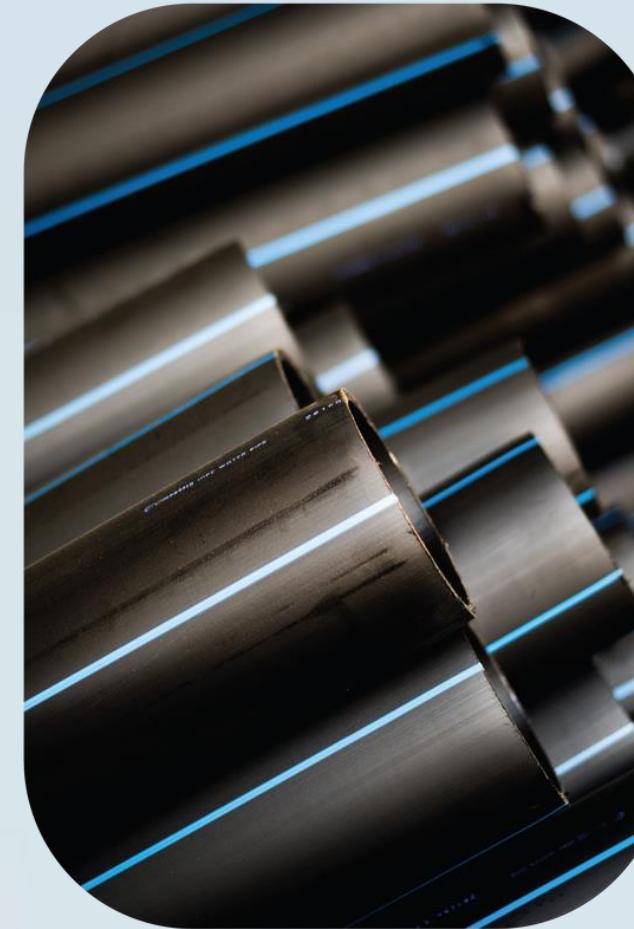
PRODUCTS & SOLUTIONS



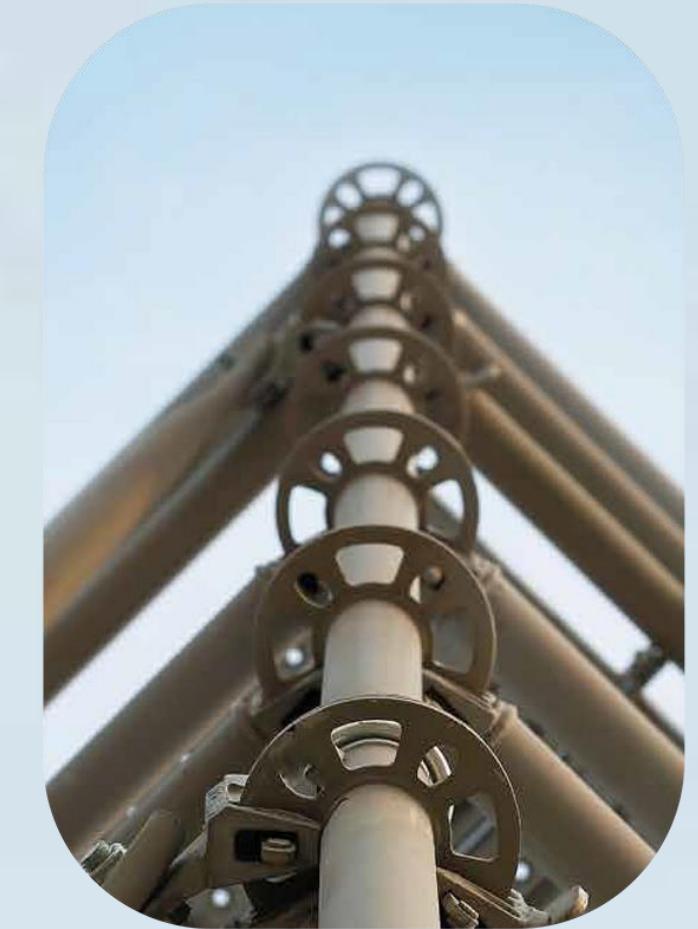
STEEL
PIPES & TUBES



STAINLESS
STEEL TUBES



POLYMERS
PIPES & FITTINGS



CONSTRUCTION
SOLUTIONS
SCAFFOLDING &
FORMWORK

APPLICATIONS

Light & Heavy Fabrication

- Grills/gates
- Handrails
- Windows frames
- Doors frames
- Signage
- Solar panels frames
- Roof structures
- Handles
- Miscellaneous products



APPLICATIONS

Furniture

- School, office & household furniture
- Hospital/hospitality furniture
- Prams/strollers
- Ornamental
- Storage shelving
- Light bedsteads/beds
- Brooms/mops
- Curtain railings



APPLICATIONS

Water & Gas

- Residential water
- Residential gas
- Irrigation



APPLICATIONS

Automotive

- Two wheelers
- Three wheelers
- Cars/SUVs
- LTVs
- HTVs
- Auto parts
- Tractors
- Auto-implements



APPLICATIONS

Oil & gas

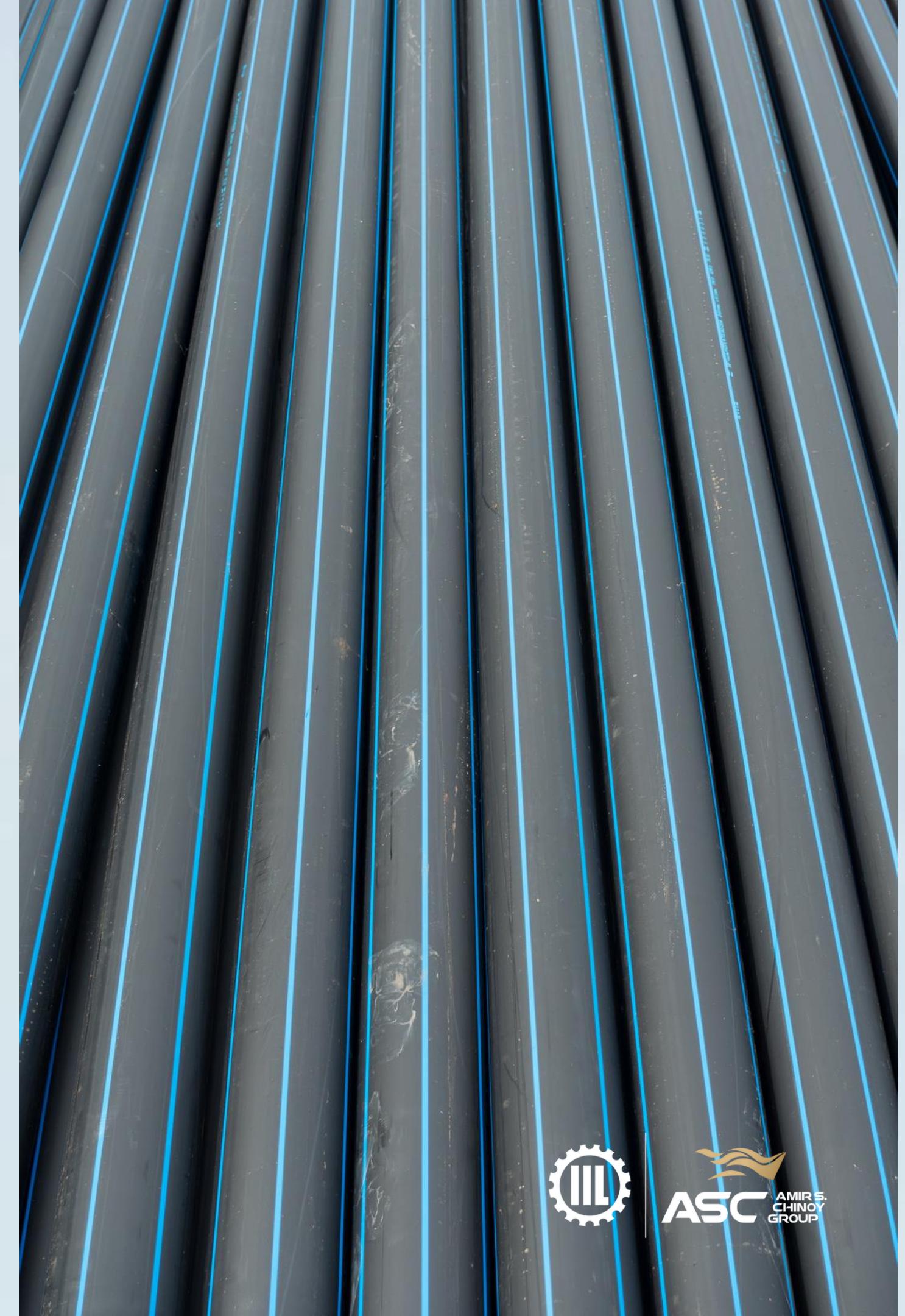
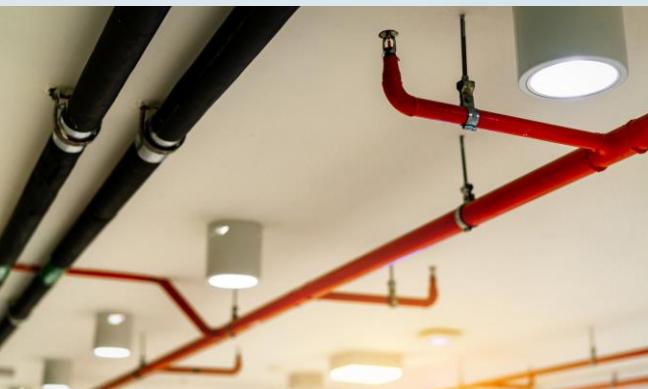
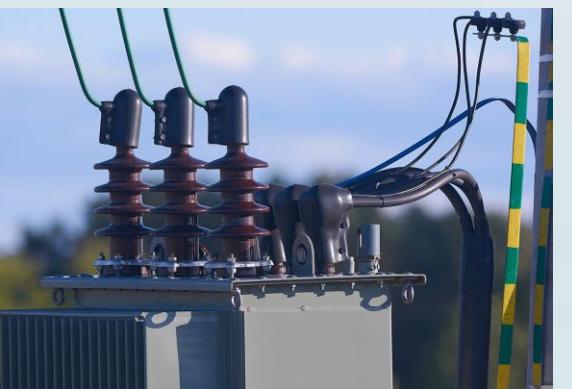
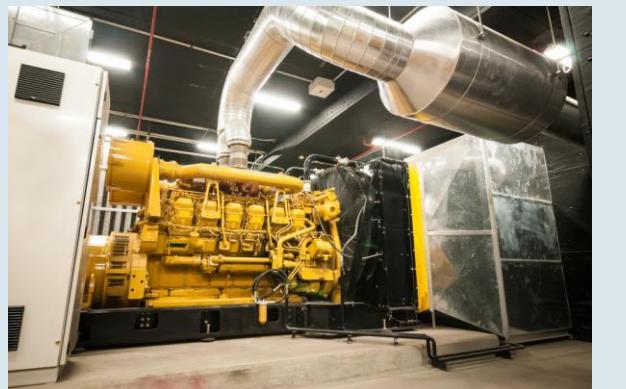
- Natural gas/LNG
- Liquid petroleum gas
- Oil segment



APPLICATIONS

Other Fluid Transmission

- Bulk water supply
- Drainage
- Chilled water (Industrial)
- Effluent treatment plants
- Waste recovery
- Fire sprinkler systems
- Power generation
- Transformers



APPLICATIONS

Appliances, conduit & fencing

APPLIANCES

Fans, pumps, water geysers, washing machines

CONDUIT

Electrical, fiber optic

FENCING

Commercial, residential, security



APPLICATIONS

Construction

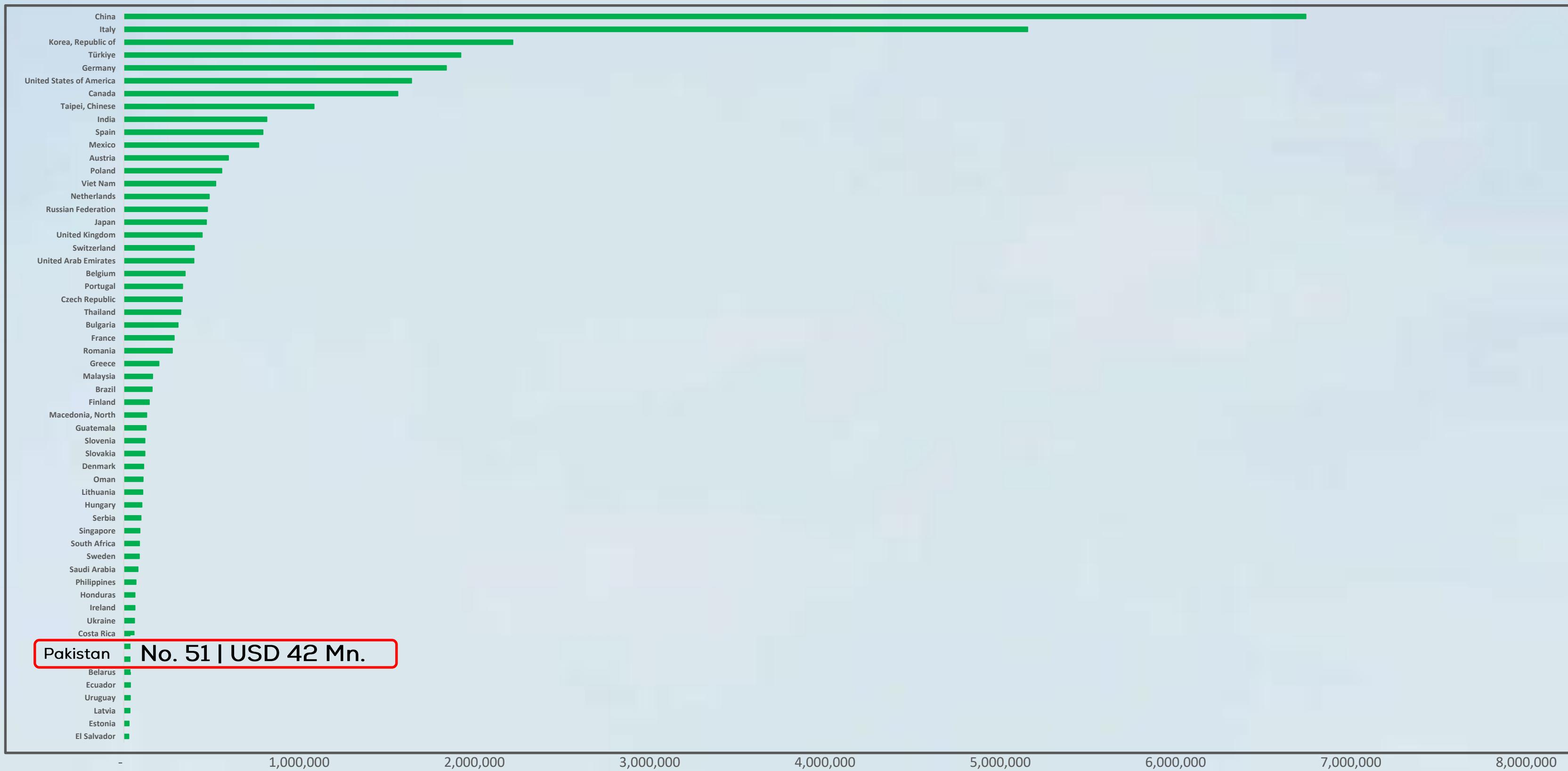
- Residential/commercial
- Poles
- Scaffolding pipe
- HVACR
- Firefighting
- Mass transit
- Affordable housing
- Bridges & pedestrian bridges
- Warehouse/sheds



ASC
AMIRS.
CHINOY
GROUP

WORLD STEEL

Tube & Pipe Exports



Source: Trademap.org
(For the year 2022)

Value exported (USD Thousand)

BUSINESS REVIEW



External Environment

- GDP growth flat at 0.3%
- LSM shrunk by 10%
- SBP policy rate increased to 22%
- PKR devalued by 40%
- Flat Steel market contraction 36%

Business Operations

- Commissioned 1MW solar energy system
- Lower average inventories throughout the year
- Receivables & borrowings reduced
- Volume loss mitigated through aggressive margin management
- Debt: equity improved to 55:45 from 60:40

GREENHOUSE FARMING

New Market

- IIL Construction Solutions have won its first order of greenhouse sheds spread across 22,176 sq. ft. area from Balochistan Livelihood and Entrepreneurship program (BLEP). It is a project of the World Bank and is working along with the Planning and Development Department, Balochistan. The World Bank has committed \$50 Million for this project.
- We are excited at the prospects this new avenue of growth promises and poised to take advantage of the opportunity.





GES GREEN

IIL proudly announces the successful commissioning of a state-of-the-art 1 MW solar power system at IIL Factory, Karachi



IIL GOES GREEN

Adopting Renewable Energy

- Successfully commissioned a state-of-the-art 1 MW solar power system at IIL Factory 1 in Karachi.
- Committed to sustainability and reducing the environmental footprint by installing a total of 4MW of renewable energy across all its factory locations.
- A total of 700,000+ KWH energy has been generated to date



STEEL SALES

Domestic

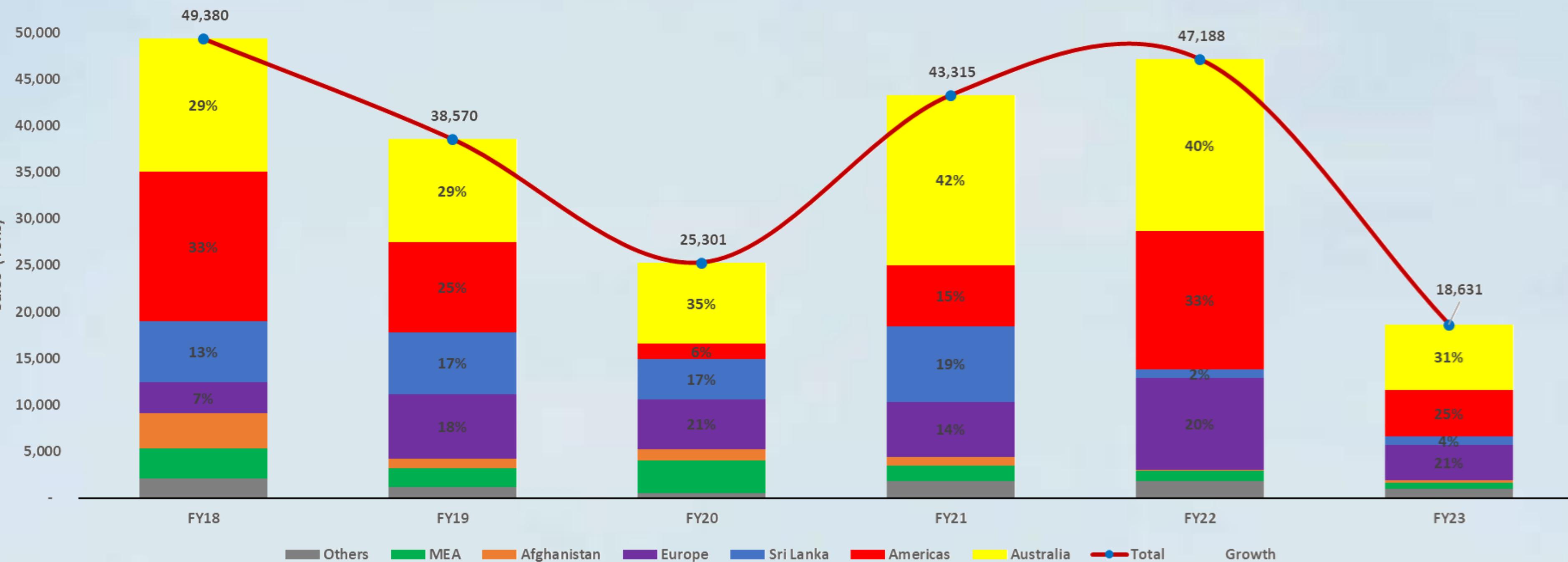


POLYMER SALES

Domestic

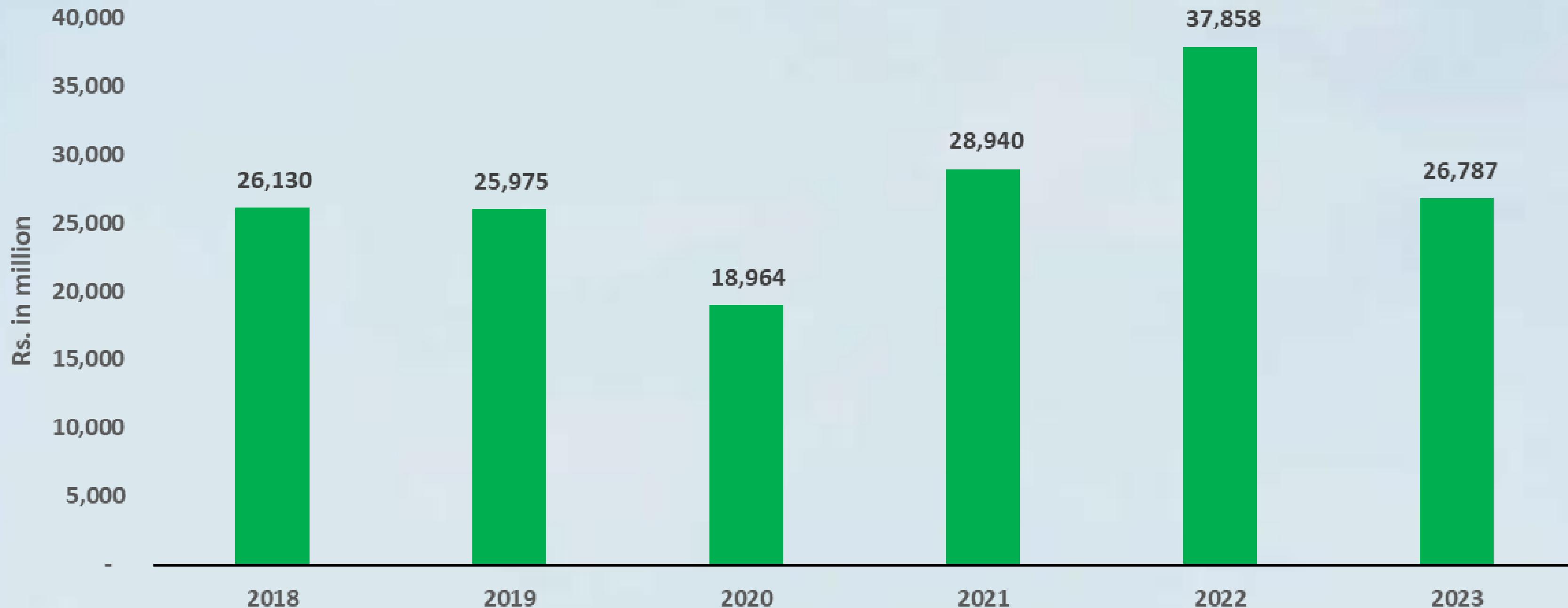


EXPORT SALES



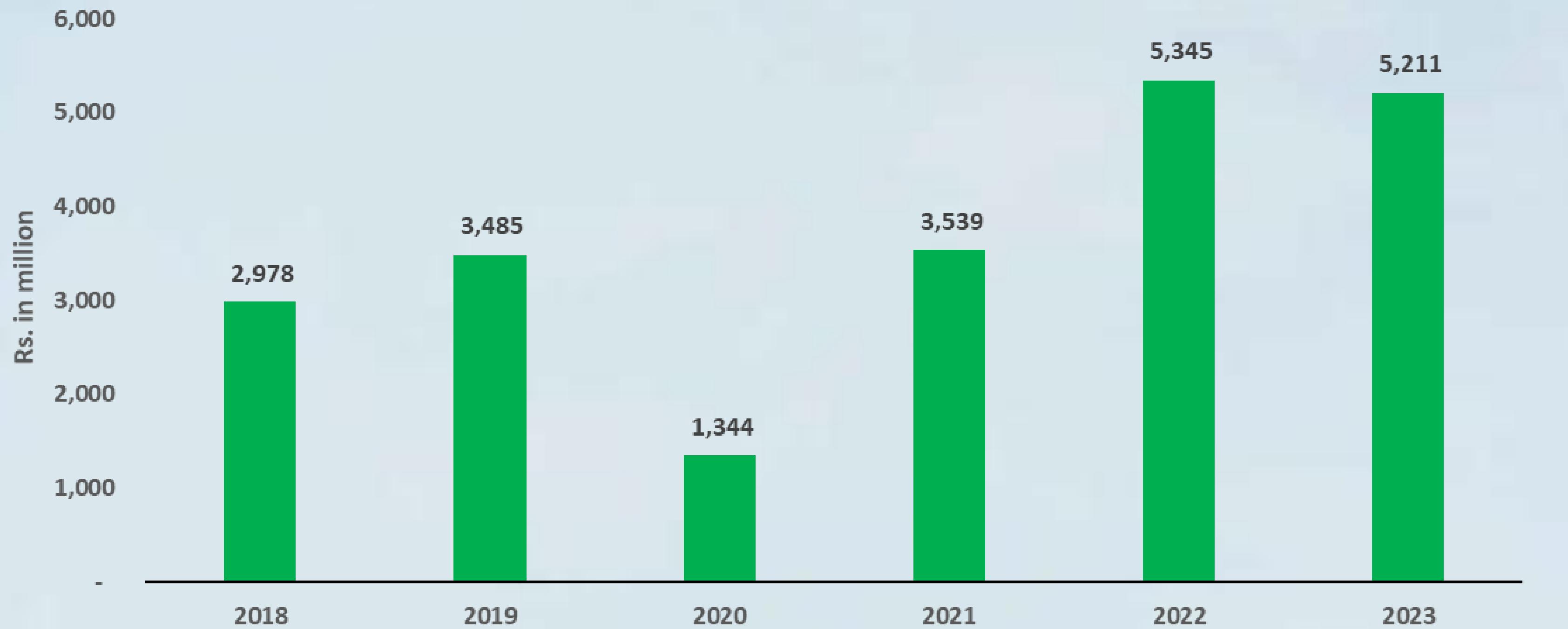
FINANCIAL PERFORMANCE

Net Sales



FINANCIAL PERFORMANCE

EBITDA



FINANCIAL PERFORMANCE

Earnings per share



GROUP PERFORMANCE



DESCRIPTION	IIL	ISL	IIL AUSTRALIA	IIL AMERICAS	IIL CSL	CONSOLIDATED
Net sales value (Rs. M)	26,787	76,753	3,937	3,011	419	100,737
Gross Profit %	13%	14%	7%	2%	9%	15%
Profit/(Loss) before tax (Rs. M)	2,883	5,191	62,000	(45)	35	7,234
Profit/(Loss) after tax (Rs. M)	2,273	3,519	51,000	(45)	23	4,609
Earnings per share (Rs. per share)	17.23	8.09	507.27	(301.00)	3.00	23.36
Cash generated/(used) in operations (Rs. m)	3,359	22,362	34	(167)	(85)	25,495
Total Debt: Equity ratio	55 : 45	49 : 51	90 : 10	98 : 2	21 : 79	53 : 47

STRATEGIC IMPERATIVES



WAY FORWARD



- 1 Continue to maintain focus on new products and new market segments
- 2 Recalibrate sales channel management and enhance presence beyond large cities to smaller urban centers
- 3 Grow further in the value-addition market
- 4 Continue to add further solar energy capacity

KEY BUSINESS RISK AND CHALLENGES



-  1 Domestic economy faced with severe contraction
-  2 Uncertain global economic conditions, rising inflation / interest rates and recessionary headwinds
-  3 High domestic interest rates and further PKR devaluation
-  4 Unabated abuse of FATA / PATA duties and taxes exemptions on imports
-  5 Energy shortages and price escalation
-  6 Extended domestic political uncertainty



International Industries Limited

inquiries@iil.com.pk

www.iil.com.pk

111-019-019

