



Tariq Glass Industries Limited

Corporate Briefing Session FY2024

Date & Time:

Thursday the October 17, 2024 at 04:00 PM

Zoom Meeting ID:

874 1039 0308

Passcode:

081363

Zoom Meeting Link:

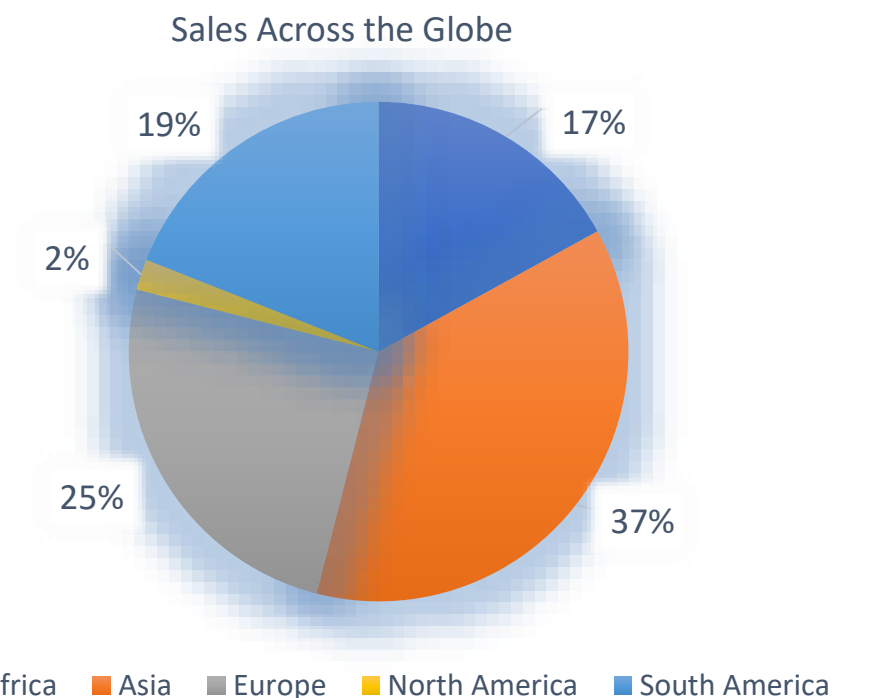
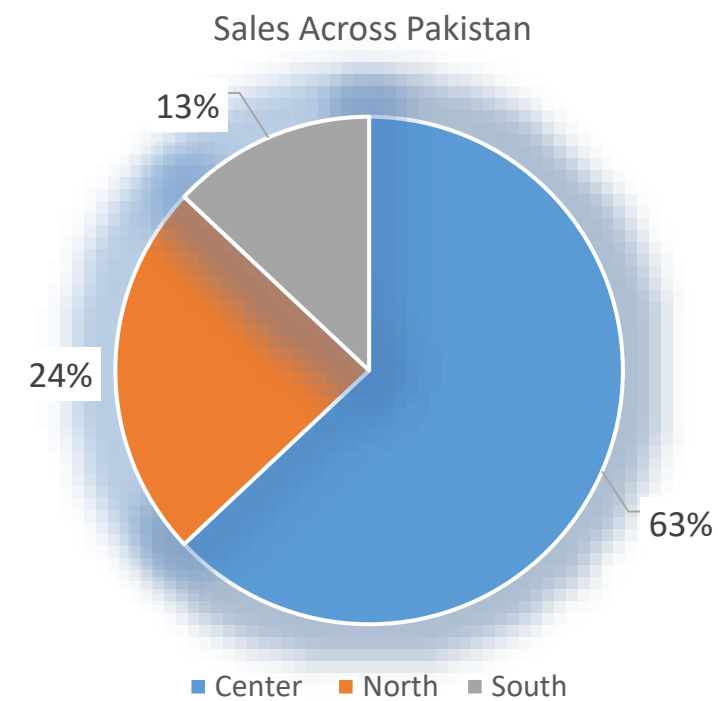
<https://us06web.zoom.us/j/87410390308?pwd=4udvJ6la2HaFYWHtaComSU1FitobDC.1>

Company Overview

Brief Introduction

- Incorporation: **1978**
- PSX Listing: **1984**
- Number of Plants: **05**
- PACRA Credit Rating: **LT:A+ ST:A1**
- Production Capacity Per Day: **1390 TPD**
- Number of Products: **Over 15,000**
- Market Capitalization: **20 Bn**

Geographical Presence



Landmarks of 2024



Successful entry in Pharmaceutical Glass Products Market of Pakistan

Forbes Asia
BEST UNDER A
BILLION

2023

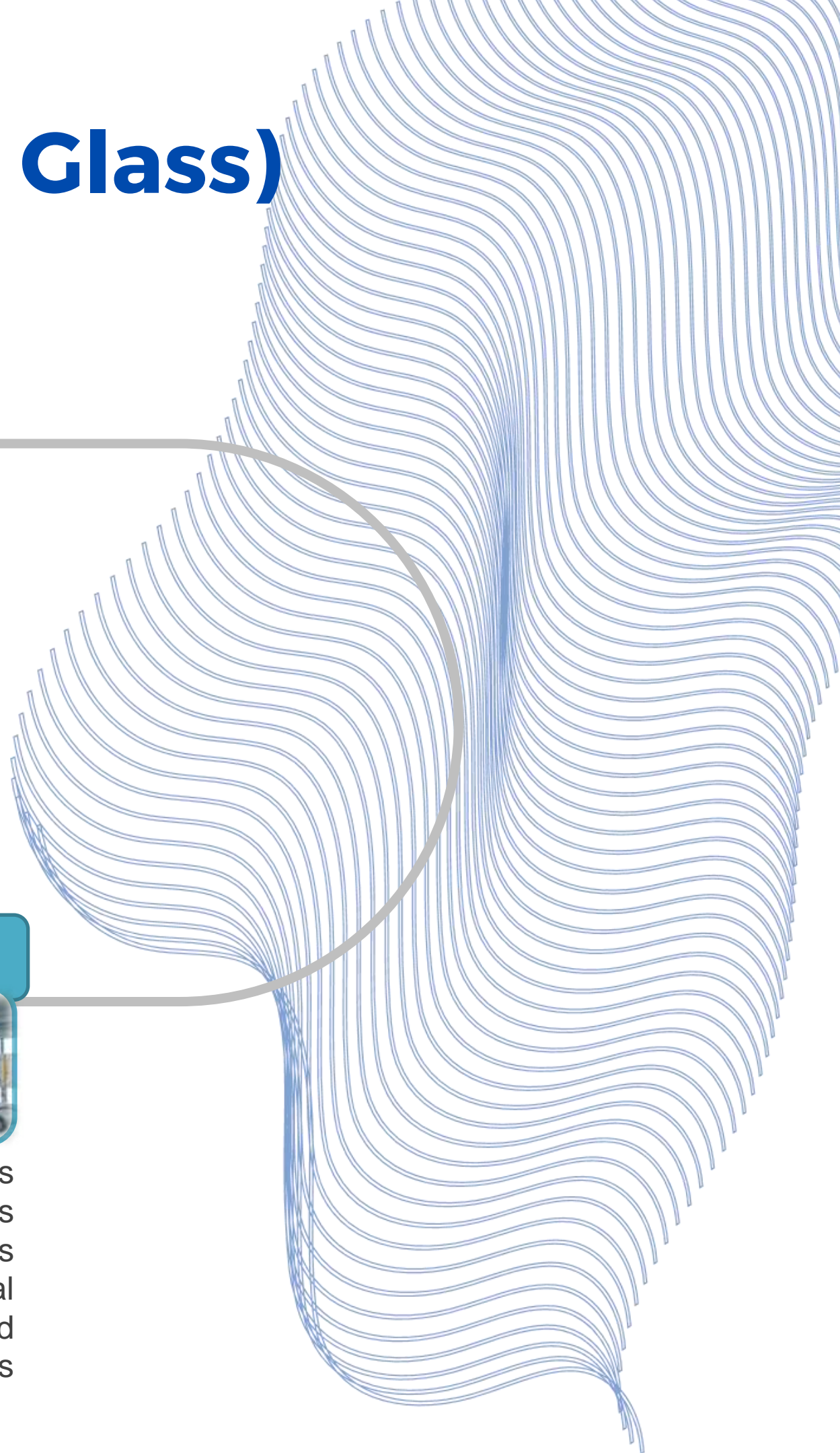
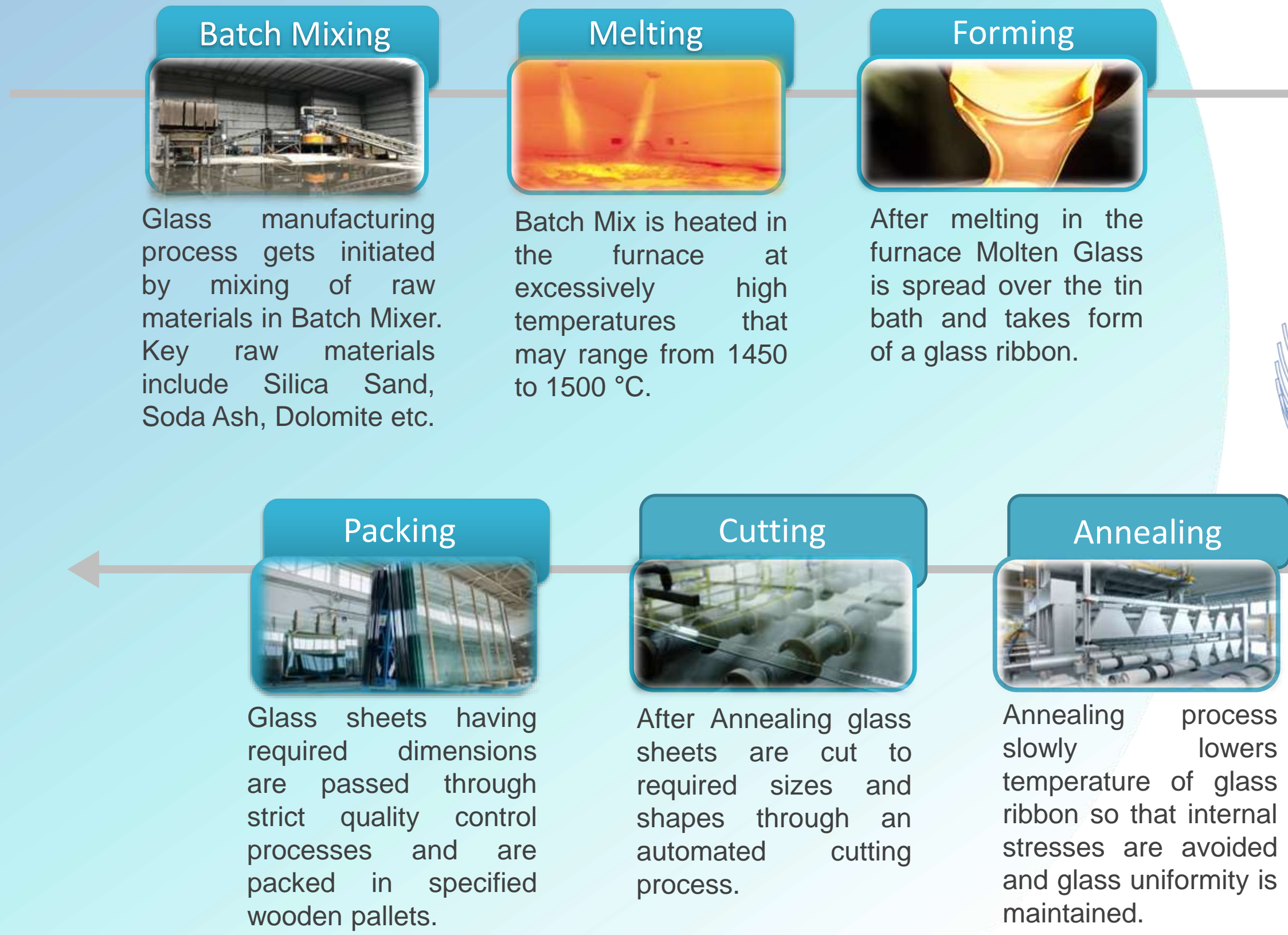


Start of commercial production by Baluchistan Glass Limited (Group Company)




Installation of 2.5 MW Solar Power Plant enhancing Solar Power Generation to 3.5 MW

Overview of Production Process (Float Glass)



Financial Highlights 2024 Vs 2023

“PKR in Billions”




Revenue
29.6 Vs 28.4 **↑ 4%**



Operating Profit
6.8 Vs 4.8 **↑ 40%**



Earnings Per Share
25.41 Vs 14.63
Rs. per share **↑ 74%**



Long Term Loans
1.2 Vs 1.9 **↓ 39%**




Gross Profit
7.8 Vs 5.7 **↑ 36%**



Profit After Tax
4.4 Vs 2.5 **↑ 74%**

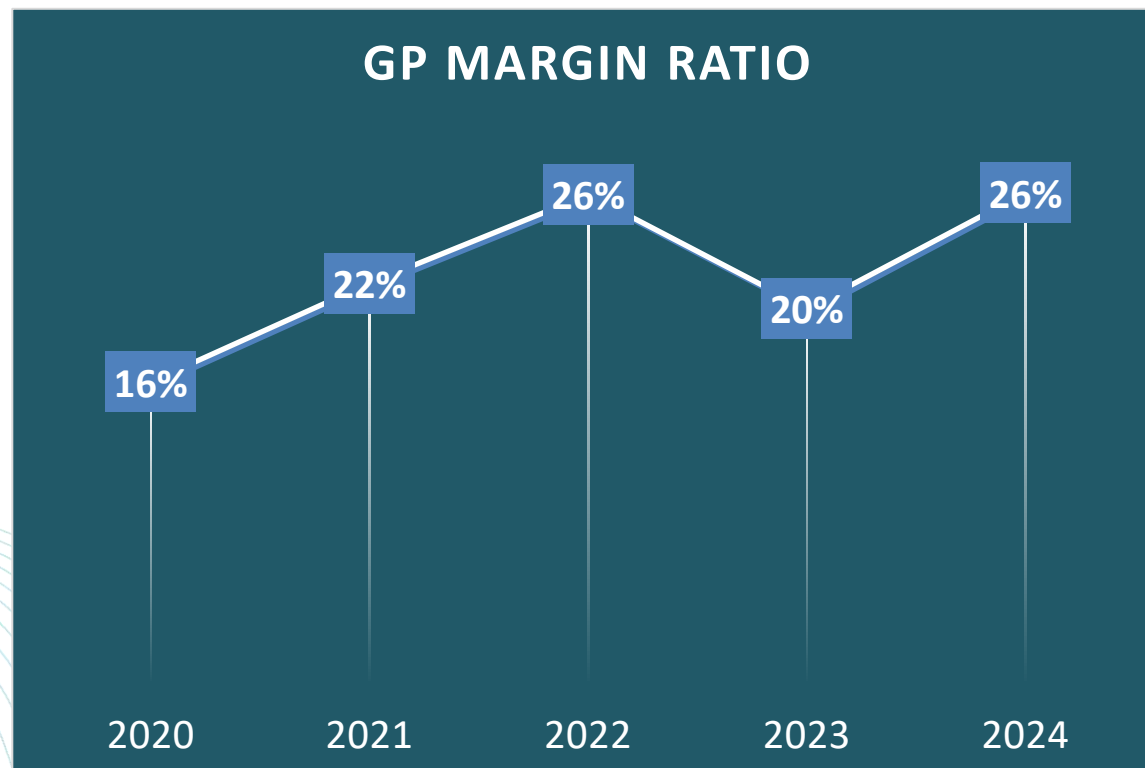
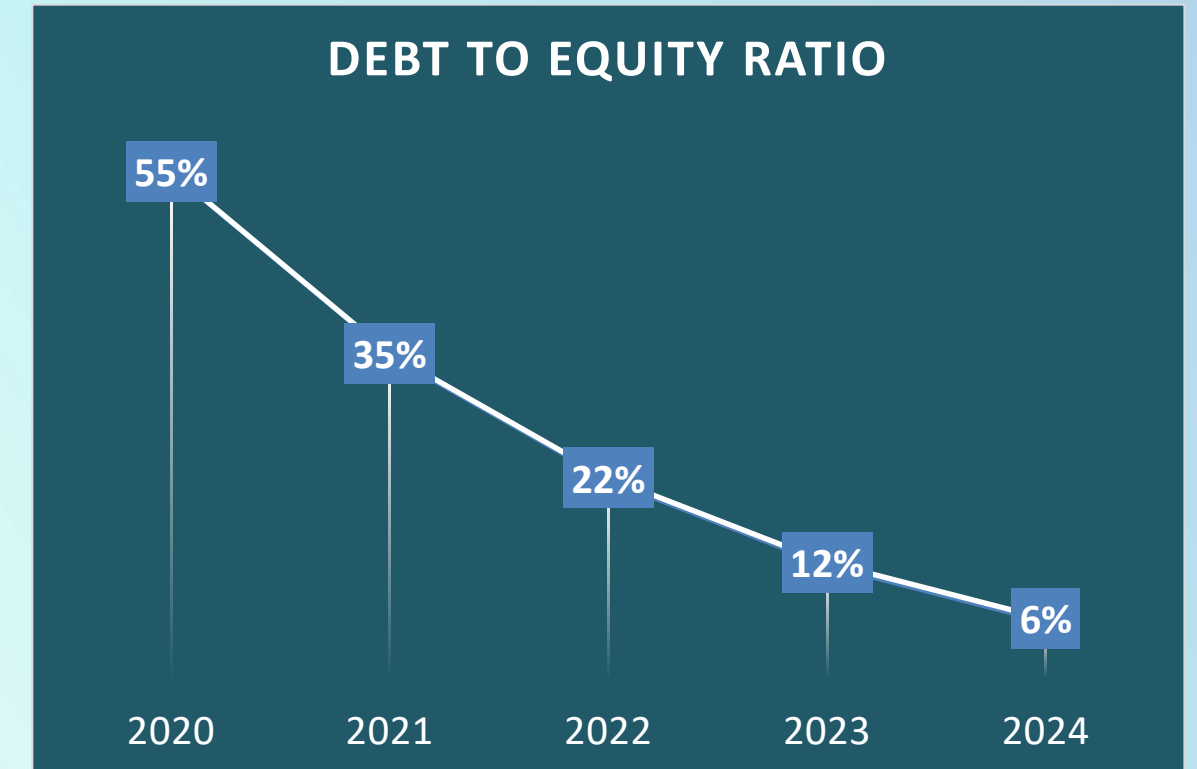
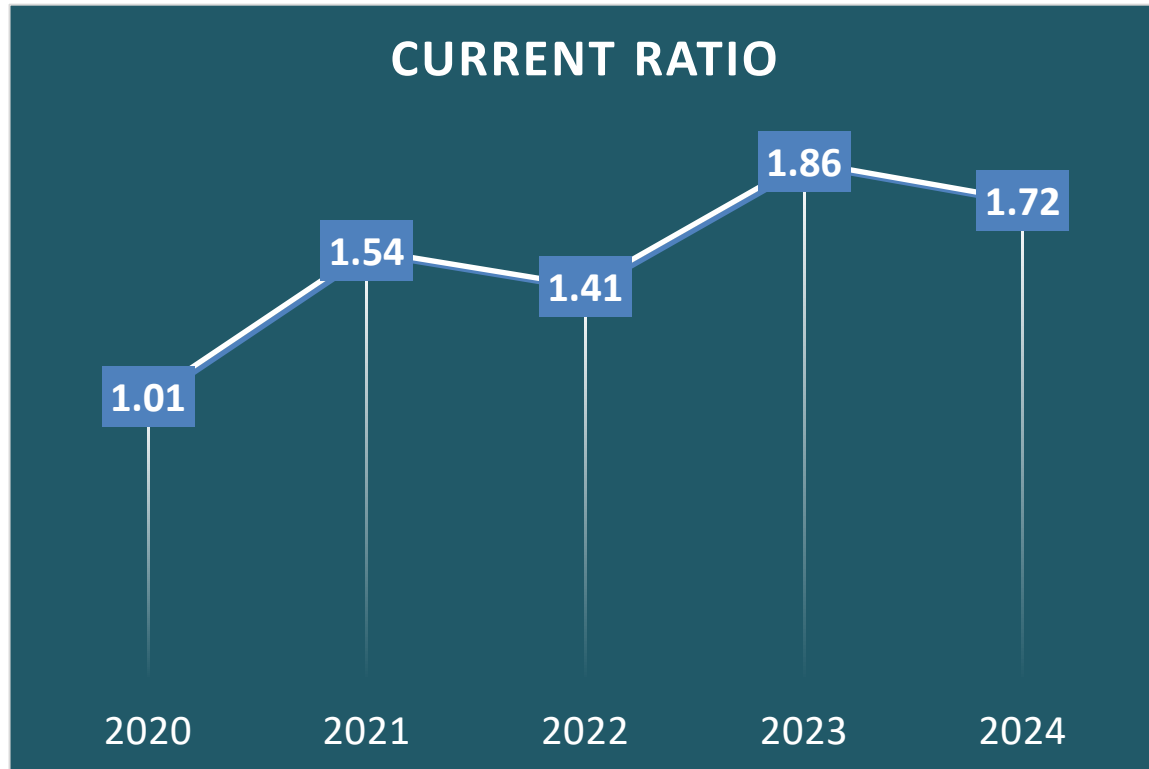


Retained Earnings
14.0 Vs 10.5 **↑ 32%**

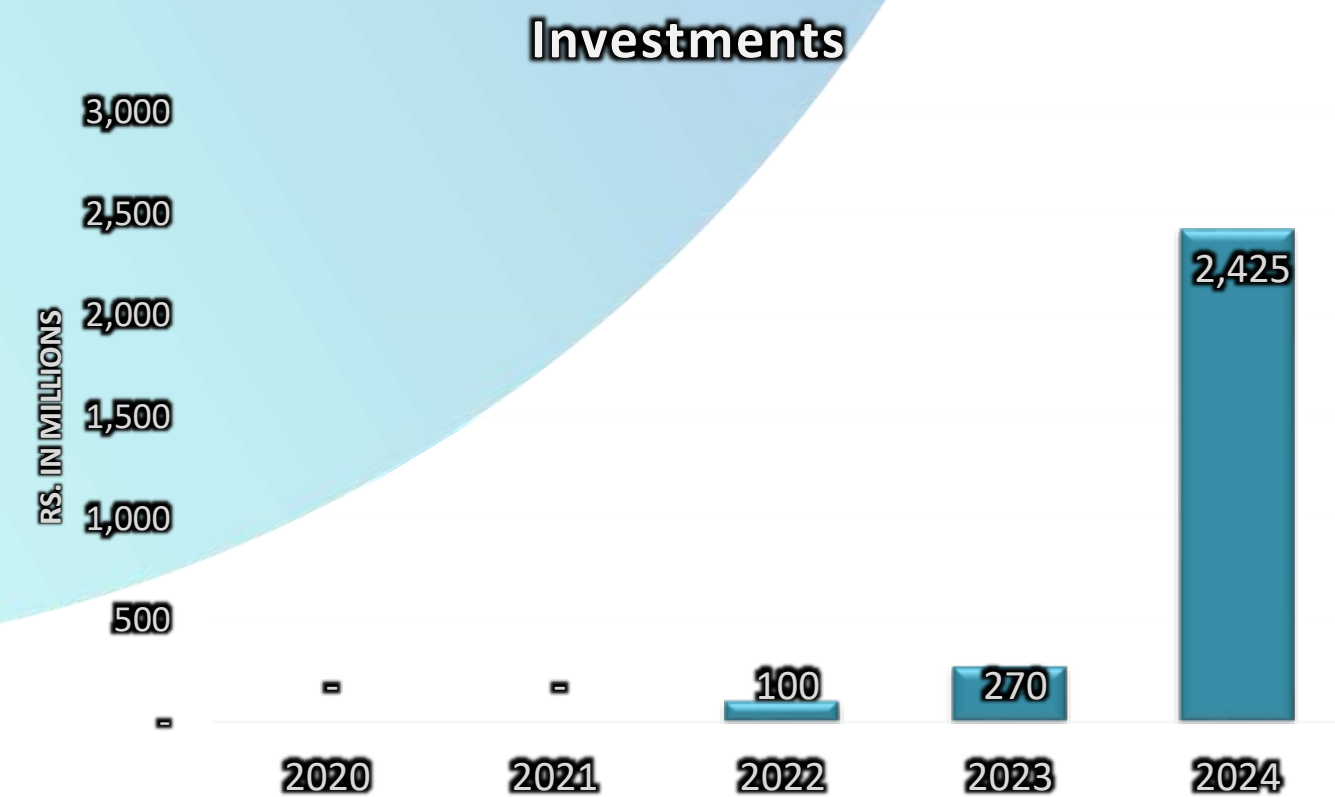
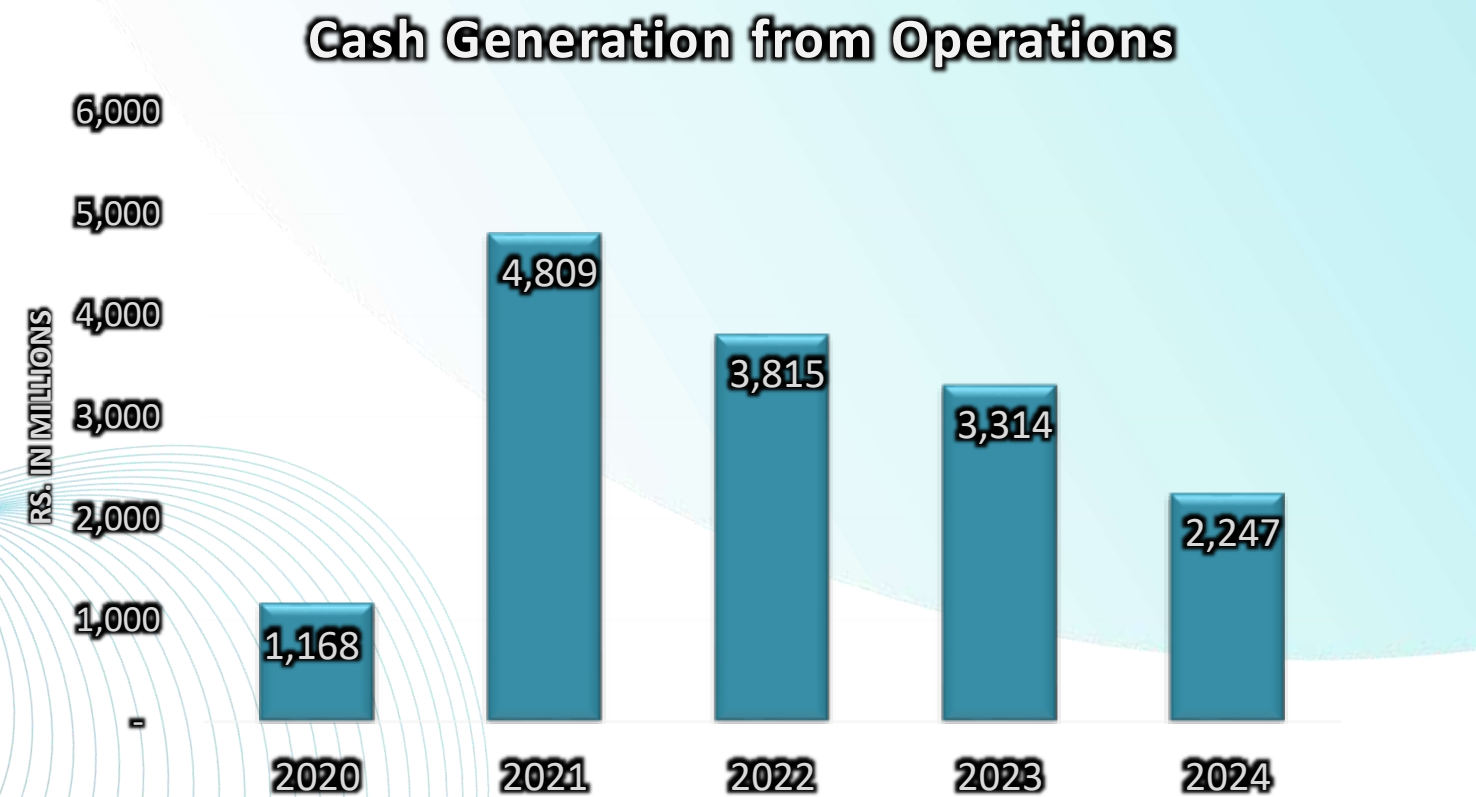
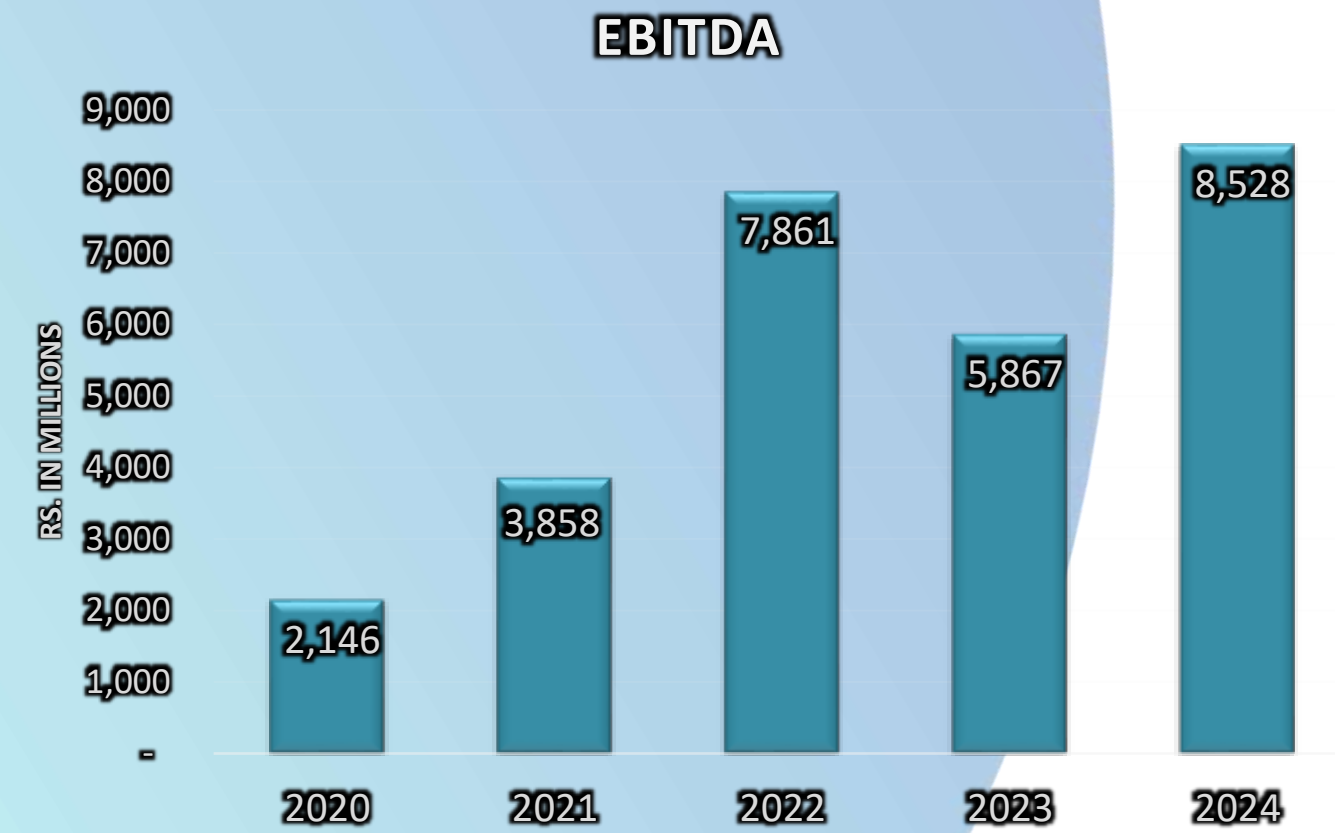
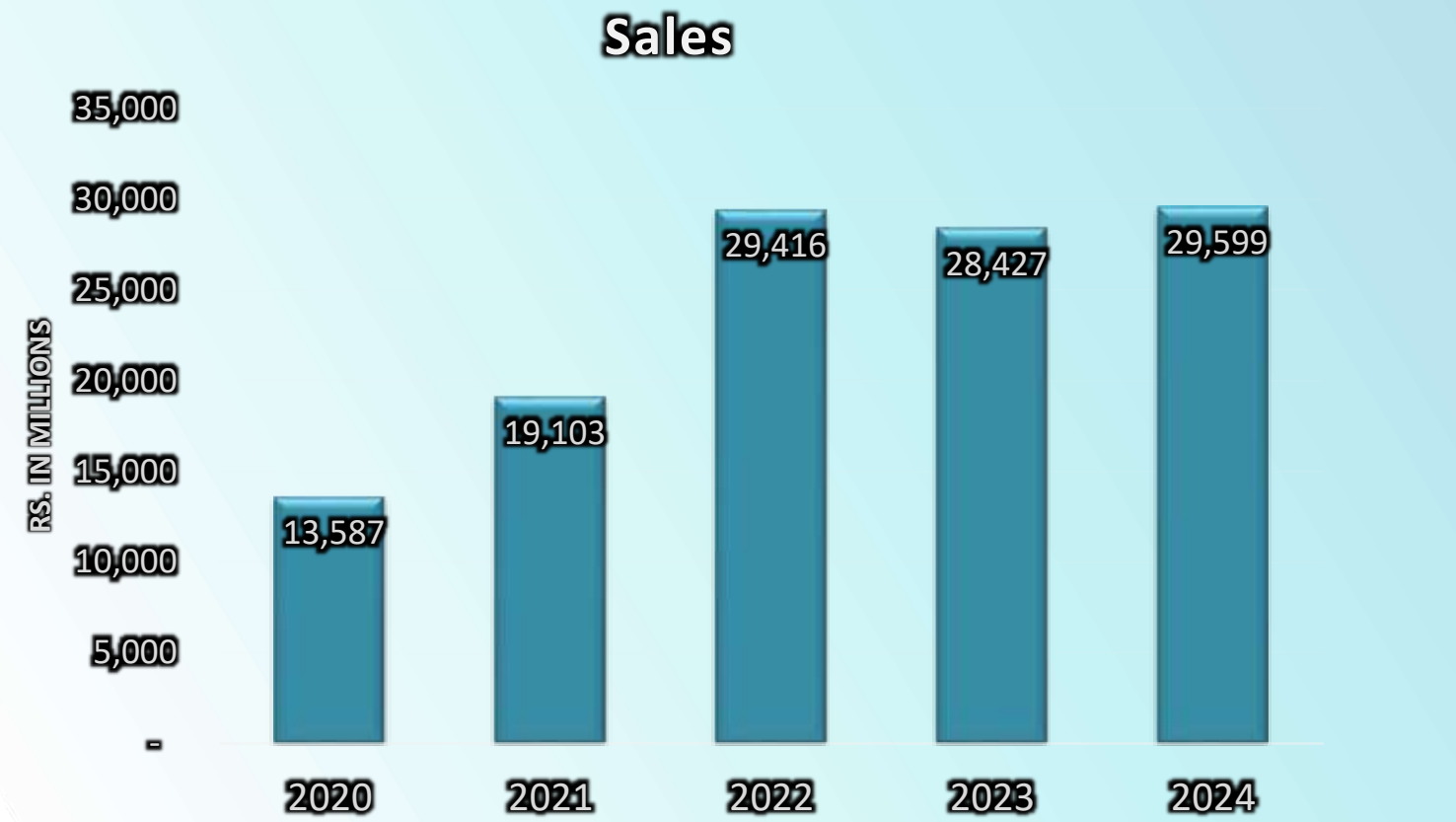


Short Term Borrowings
2.5 Vs 0.92 **↑ 170%**

Key Performance Indicators



Efficiencies & Growth



Contribution towards Economy & Communities

Rs. +4 Bn

Contribution to
National Exchequer

Rs. +21 Mn

Donations to various
Charitable
Organizations

3.5 MW

Investment in Solar
Power to enhance
reliance on green
energy

+6000

Persons provided
with employment
opportunities

\$ +8 Mn

Contribution to foreign
exchange reserves
through export sales

Our Strategic Direction

Strive for a Stable Growth

Amelioration of Business Processes

Human Resource Development

Prioritizing New Innovations

Focus on Sustainable Performance

Acquisitions & Diversification

Joint control in MMM Holding Pvt Ltd (Holding company of Baluchistan Glass Ltd)

Investment in Lucky TG Pvt Ltd, A Joint Venture formed in collaboration with Lucky Core Industries Ltd

Access to Pharmaceutical Glass Products Market

Research and Development in New Product lines

Our Differentiation

Customers Retention

Employees Ownership

Robust Information Systems and IT Infrastructure

Investors and Lenders Confidence

Risks, Uncertainties & Opportunities

Risks Factors	Risks / Uncertainties	Opportunities/Challenges to be faced
Interest Rates	Higher interest rates that persisted in previous year are likely to decrease as evident by recent reductions in SBP policy rates	Lower interest rates reduce finance costs of the company as well as market demand may also increase due to higher circulation of wealth in the economy
Exchange Rates	Exchange rates have been stable for last few months and are expected to lower further as a result of recent IMF loan agreement	Energy costs are directly linked with exchange rates and a reduction in energy costs can lead an ease in exorbitant production costs
Growth Rate	Growth rate has remained low in the preceding year however it is expected that growth may rise as a result of stable economic environment	Higher growth rates steer higher market demand that may provide the company with the opportunity to increase sales volumes
Inflationary Pressure	Statistics are representing a declining trend of inflation over the last few months however lower interest rates and increase in growth rates may instigate inflationary pressure	Higher inflation rates deplete consumer spendings thereby shrinking sales volumes of consumer product companies
Political Instability	Pakistan is facing a grave political turmoil since last two years and it is still expected to continue despite Feb-24 general elections in the country	Economic stability heavily relies on political stability and in current situation of our country it seems extremely challenging for businesses to keep pace with the world

**ANY
QUESTIONS?**

