



CORPORATE BRIEFING SESSION

For the Year ended June 30th 2024



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About Us

Our mission is to be an agent of **positive** change for the stakeholders and community by pursuing an **ethical** and **sustainable** business.

With a diverse and passionate team of **34,000+** associates, having a footprint in six countries, Interloop is Pakistan's **largest** listed textile company and has experienced sales growth with a CAGR of **44%*** since 2020.

**In PKR*



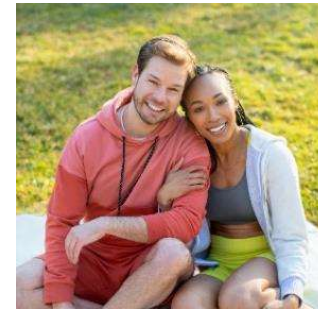
Hosiery

~ 873 million pairs
of Socks annual
production
capacity



Denim

7 million
Garments annual
production
capacity



Apparel

~ 34 million
Garments annual
production
capacity



Activewear

4 million
Garments annual
production
capacity



Interloop at a Glance

6

Countries of
Operation

LARGEST LISTED

Textile company on Pakistan Stock
Exchange by market capitalization

MSCI INCLUSION

1st and only textile company from
Pakistan on MSCI Frontier Markets Index

4%

Profit investment annually in
community well-being

44%

Topline CAGR over 2020-
2024

34,000+

People provided with decent work
and employment opportunities

6th TIME

People Award by Adidas

1ST PRIZE

In the large enterprises category at
UN Global Compact Business
Sustainability Awards 2022

Incorporated on 25th April 1992 with a
fleet of 10 knitting machines.

Publicly listed on 5th April 2019, raising
~PKR 5 Billion, the largest IPO on PSX at
that point.

**Vertically Integrated
Manufacturing Facilities**

11



Loading Textile Exporter

\$529M



**Board Membership comprising
Women**

44%



**Total Assets
(PKR B)**

152



Responsible Partner

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

25% GHG
Emissions
Reduction

25% Water
Consumption
Reduction

70%
Sustainable
Materials

100% Diversion
of Waste

30%
Diverse
Workforce

4% Profit
Investment in
Community
Well-being



Responsible Partner



HUGO BOSS

GUESS
JEANS



GYMSHARK



M&S

TESCO

ZARA



carter's BESTSELLER

PRIMARK



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



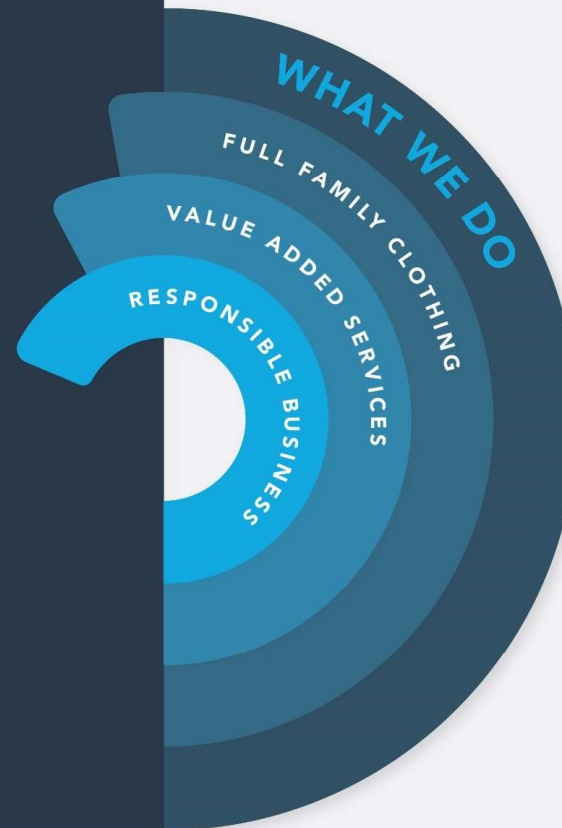
DIGITAL TRANSFORMATION

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

Textile Sector of Pakistan

7th

LARGEST
PRODUCER OF
COTTON

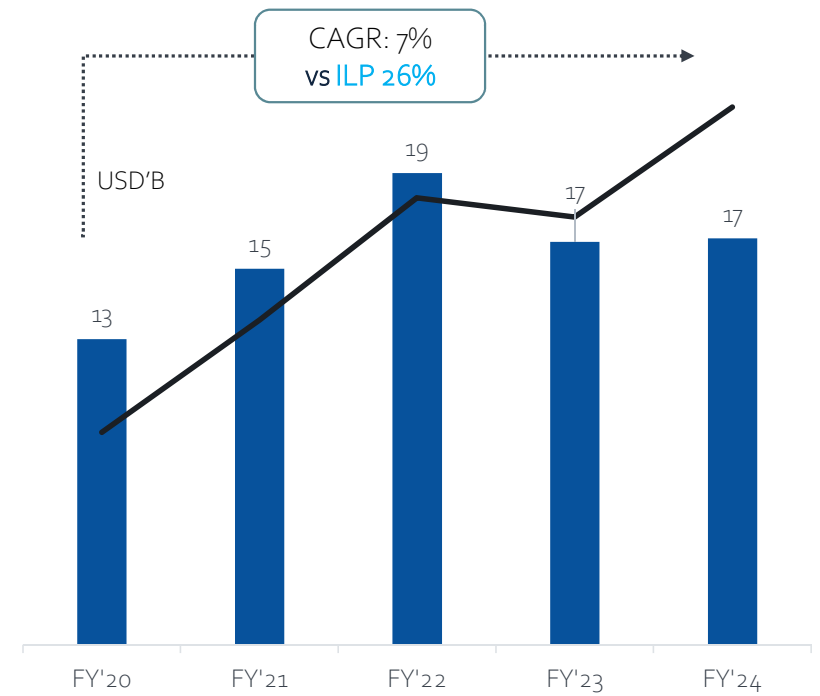
8th

LARGEST EXPORTER OF
TEXTILES IN ASIA

3rd

LARGEST YARN PRODUCER
IN THE WORLD

- Textile exports posted a 4-year CAGR of 7% over FY'20-FY'24 (ILP CAGR: 26%)
- During FY'24, textile sector exports remained stagnant at USD17B whereas ILP's exports grew by a noteworthy 26% YoY in USD.
- Knitwear exports fell 0.7% YoY to USD4.4B, whereas Ready-Made Garments exports rose by 2.1% to USD3.6B.
- In value added segment, Pakistan's share is 1.1% owing to non-competitive industry policies, lack of innovation, and an unstable macroeconomic environment.



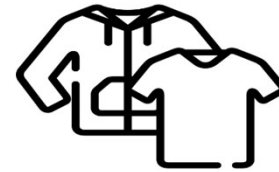
Source: Pakistan Bureau of Statistics

FY'24 Key Highlights

- Strategic cross border acquisition - Top Circle
- Leading exporter of country with USD529M exports (FY'23: USD421M)
- Sustained high double digit sales growth of 31% for 2nd consecutive year in USD term.
- Upgraded credit rating of AA- / A-1 (VIS)
- Apparel Plant 2 awarded LEED Platinum certification, achieving a record score of 94 points
- 55TPH Biomass Boilers installation
- Achieved 44% Women representation in BOD (FY'23: 14%)

People Award by Adidas

In recognition of its commitment to a people-first approach, People Award by Adidas for 6th consecutive year

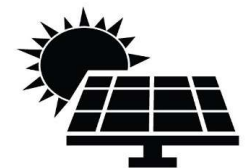


Apparel Plant 2

Plant 2 is up and running, with an annual capacity of ~34 million pieces

12.6 MW

Installed solar energy generation capacity, with a goal to reach 25 MW by 2025-26

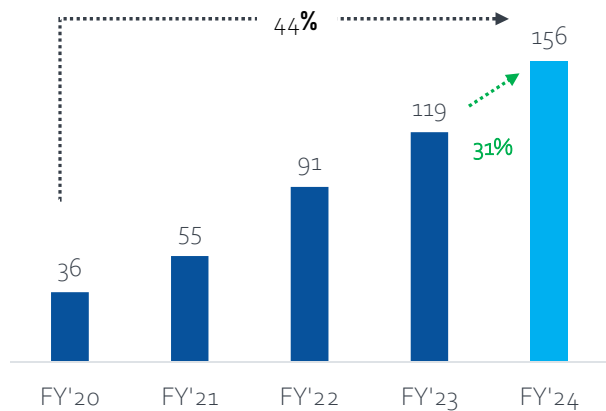


Key Financial Highlights

Indicators	UoM	FY'24	FY'23	FY'22
Net Sales	PKR'B	156	119	91
Gross Profit	PKR'B	44	40	26
Net Profit	PKR'B	16	20	12
Gross Profit	%	27.9	33.5	28.7
Net Profit	%	10.1	16.9	13.6
Cash Dividend per Share – Declared	PKR	4.5	5.0	4.0
Bonus Issue [Per 100 Share]	%	0	50	4.0
Earnings per Share - Basic	PKR	11.3	14.4	8.8
Interest Coverage	Times	2.9	5.2	7.2
Total Assets	PKR'B	152	125	96
Shareholders' Equity	PKR'B	54	44	30

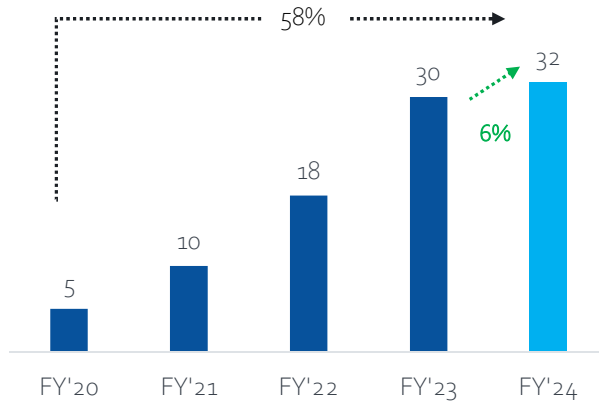
Key Financial Highlights

Sales (PKR'B)



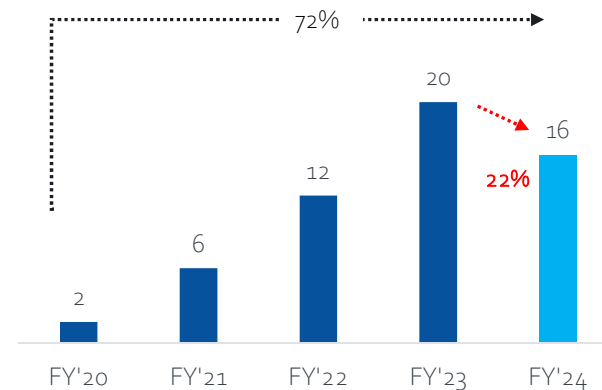
ILP's sales has grown at a 4-year **CAGR of 44%**. In FY'24, our multi-category strategy led us to achieve a staggering 31% YoY surge.

EBITDA (PKR'B)



ILP's EBITDA has grown at a 4-year **CAGR of 58%**.

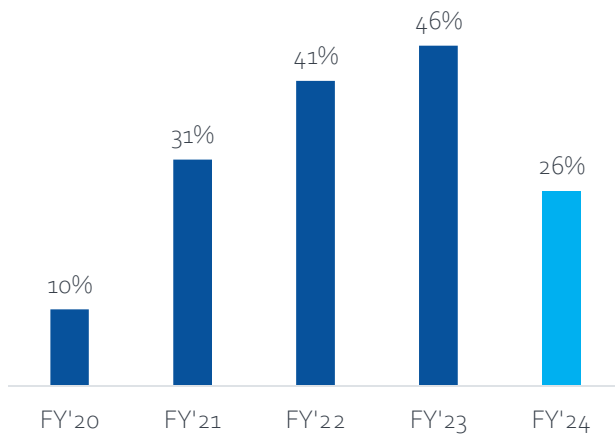
Net Profit (PKR'B)



ILP's net profit has witnessed **4-year CAGR of 72%**. Net profit dropped 22% YoY in FY'24 primarily owing to -ve FX impact (FX Loss of PKR **0.74B** versus a gain of PKR **8.4B** in FY'23).

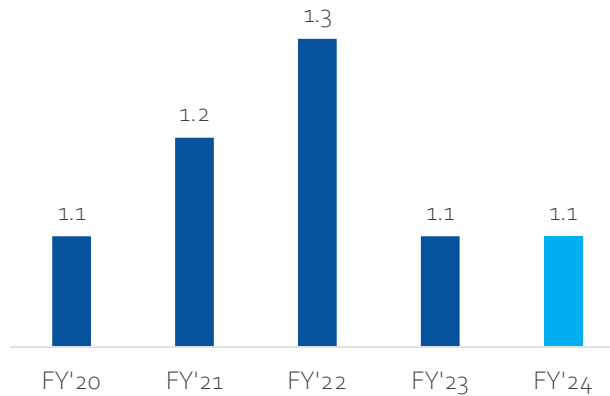
Key Performance Ratios

Return on Equity (%)



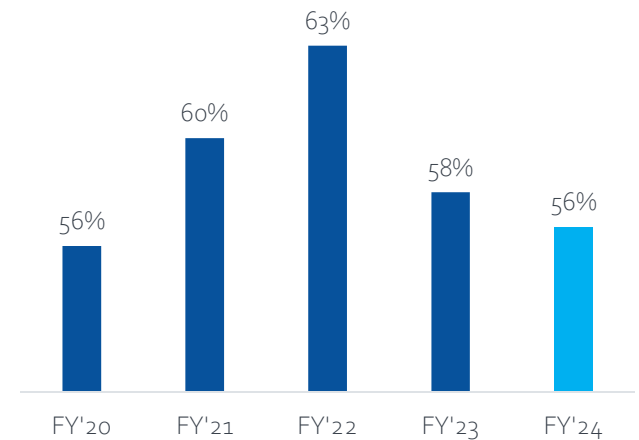
ILP achieved **ROE of 26%** during FY'24.

Current Ratio (Times)



ILP has maintained a healthy **Current Ratio of above 1.0** over last 6 years.

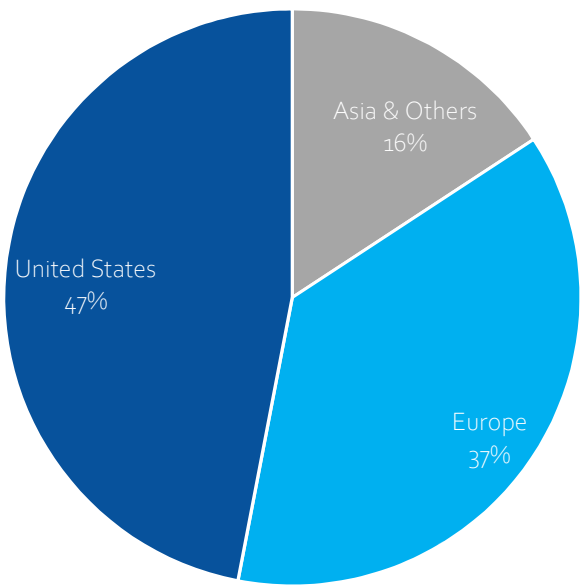
Gearing Ratio (%)



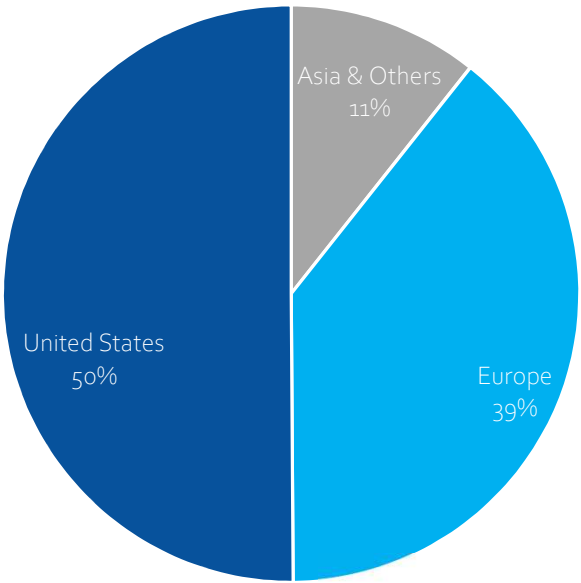
ILP **Gearing Ratio** improved to **56%** in FY'24.

Region-wise Sales Breakup

FY'23



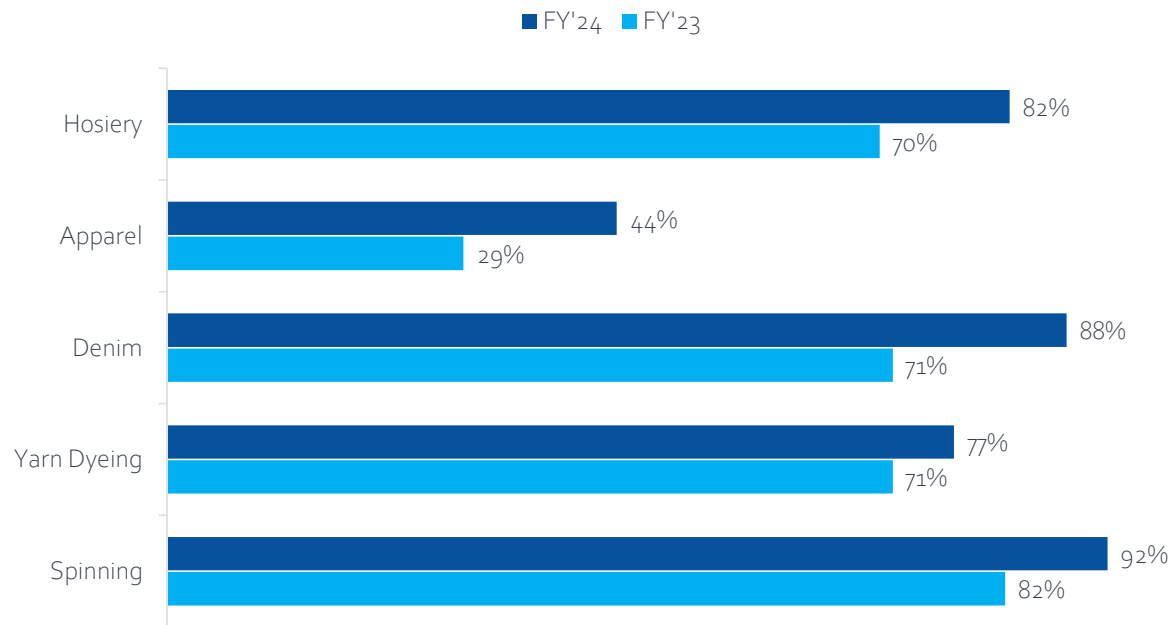
FY'24



Note: Regional breakup based on Customers' registered location base

Capacity Utilization

Utilization improved in FY'24 as our multi-category strategy led us sustain the value growth.





Future Outlook

INTERLOOP

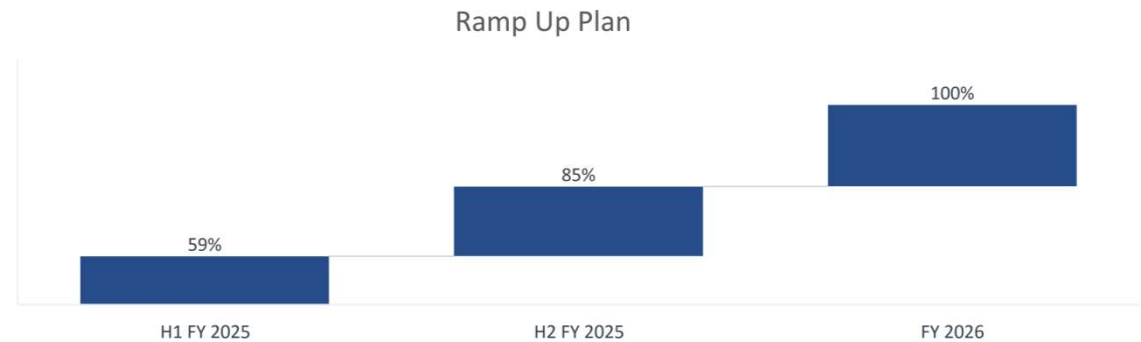


Apparel Project Update

- 200 acres large apparel park with multi-category facility.
- Infrastructure spread over 1.3M Sq. ft of covered area.

Sustainability

- Clean energy with 10 MW solar and bio-mass based boilers
- LEED Platinum certification
- Water recycling plant with 20m³ recycling capacity
- Rain water harvesting and bird sanctuary
- Large daycare and a central lab
- Technical training center



INTERLOOP

Capex Projects in Pipeline

Project	Project Budget	Expected Completion	Capacity
Plant 6	USD 58.0 M	Qtr 1 FY'26	1,584 Knitting Machines
Denim Expansion	USD 18.8 M	Qtr 4 FY'26	20 Additional Lines
Yarn Dyeing Expansion	USD 13.2 M	Qtr 1 FY'26	20 Metric Tons
Renewable Energy	USD 2.1 M	Qtr 3 FY'25	4.6 MW Solar

Challenges



- Fragile geopolitical landscape and tensions on the key international shipping routes to affect global supply chain.
- Higher inputs cost while USD/PKR parity drop from 290 to 278.
- Normal Tax Regime from previous Final Tax Regime.
- Doubling of advance tax on remittances from 1% to 2%.
- Local supplies now subject to 18% sales tax.
- Delay in processing of sales refunds.
- Potential discontinuation of system based gas supply to industries.
- An accelerated ramp-up plan for the Apparel business.

Q&A

Thank You