



# Corporate Briefing Session

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Friday, November 27<sup>th</sup>, 2020 | 4:30 PM

# Vision & Mission

## *Vision*

To be a global leader in the flat steel industry, acknowledged by its customers for quality and service excellence.

## *Mission*

To provide an environment of motivated employees focused on continuous improvement in product and quality, highest business and work ethics, add value to our customers and ensure sustained return on investment to our shareholders.

# Our Products

## *Cold Rolled Coils*

- Annual Capacity : 450,000 Tons
- Size (mm) : 0.15mm – 3mm
- Finish : Matt / Bright

## *Hot Dipped Galvanized Coils*

- Annual Capacity : 250,000 Tons
- Size (mm) : 0.15mm – 3mm
- Spangle : Regular / Zero
- Finish : Matt / Bright
- Coating Thickness : Z06 – Z27



# Domestic Presence

Sales Office

**Islamabad**

**Lahore**

Sales Office

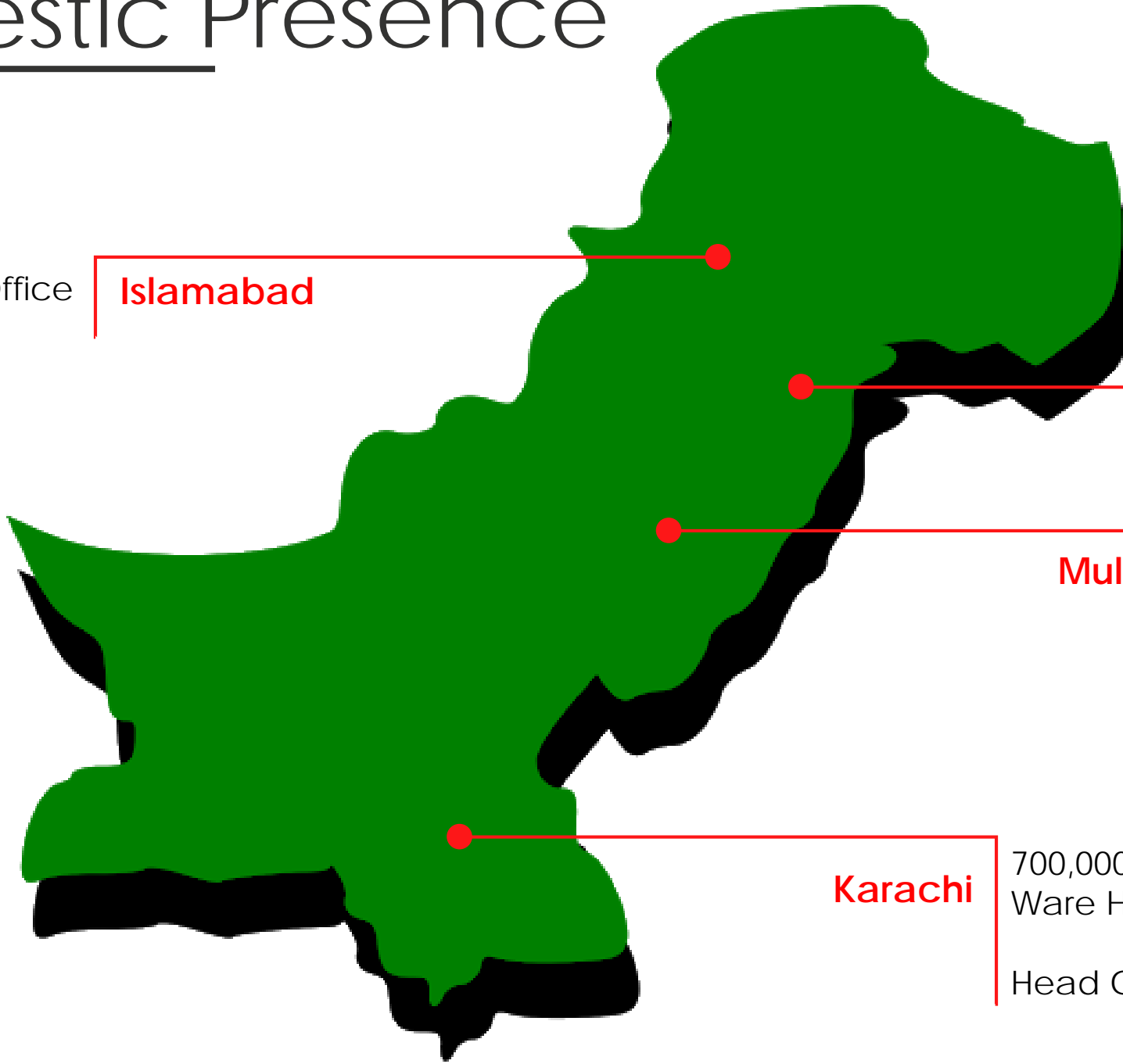
**Multan**

Sales Office

**Karachi**

700,000 tons Production Facility &  
Ware House

Head Office



# Steel Market Overview

- US-China trade war dominated the business scene keeping the international market under stress.
- HRC prices dropped from US\$ 500 / ton in July to US\$ 400 FOB China, in October 2019, after which the prices started firming up, reaching US\$ 500 per ton in December 2019.
- Due to the spread of Covid-19, HRC prices dropped again in mid of January 2020 to US\$ 400, which however, started to recover in the end of last quarter.
- Local market sentiments were affected by carried forward impact of economic policies, continued PKR devaluation & outspread of Covid-19.
- Market share of local producers for CRC and GI is 66% and 70%, respectively.
- CRC imports 2020: 151,000 tons | 2019: 296,000 tons
- GI imports 2020: 126,000 tons | 2019: 207,000 tons
- Sunset review has been applied for anti-dumping duty on imports from China and Ukraine.
- Application for anti-dumping duty on imports from Korea is in process of filing.

# Aisha Steel Highlights

**1.5**

million tons production-to-date

**750+**

Employees

**126**

Billions (PKR) turnover generated

**700,000**

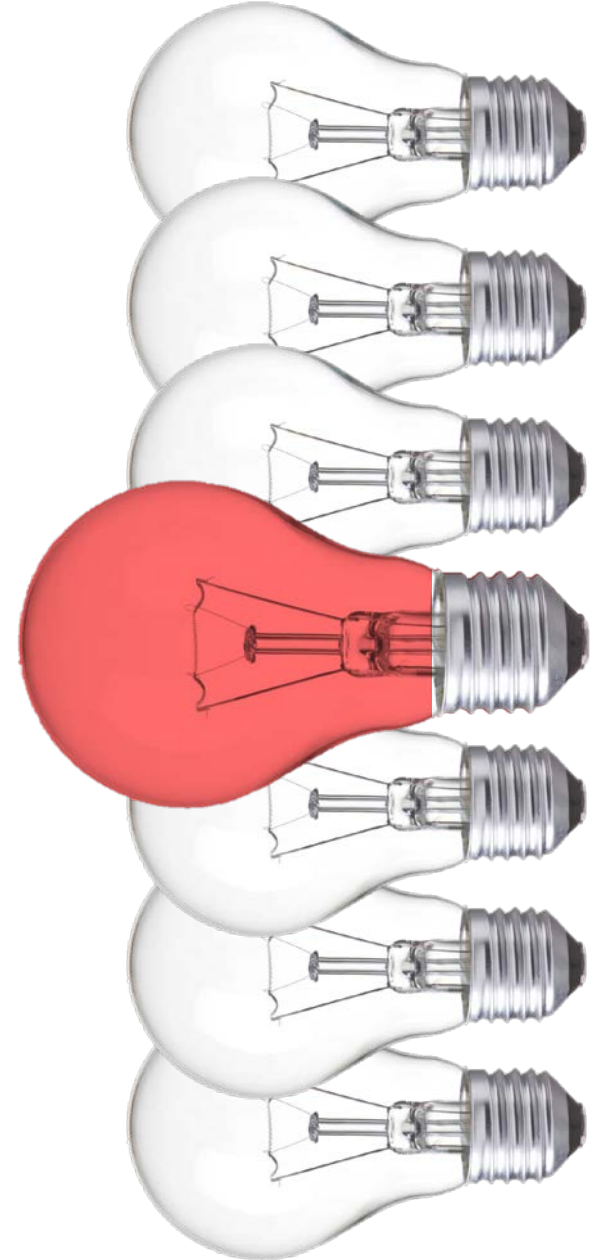
Tons production capacity

**24+**

Billions (PKR) contribution to National ex-chequer

**13+**

Billions (PKR) Imports substituted



# Critical Performance Indicators

	UoM	Q1 FY21	FY 2020	FY 2019
Revenue	Billion PKR	11.205	29.77	20.23
EBITDA	Million PKR	1,550	2,844	1,960
Debt to Equity	Ratio	51:49	54:46	47:53
Total Assets	Million PKR	28,488	34,509	32,731
Production	Tons	94,878	277,800	202,164
Sales	Tons	69,202	257,453	205,456

# Operational Parameters

## Capacity Utilization

- FY 2020 – 40%
- FY 2019 – 89%

## Dealer to End User Ratio

- FY 2020 – 90:10
- FY 2019 – 80:20

## CRC Sales to GI Sales

- FY 2020 – 57:43
- FY 2019 – 87:13

## Avg thickness of CRC

- FY 2020 – 1.2 mm
- FY 2019 – 1.3 mm

## Avg thickness of GI

- FY 2020 – 1.5 mm
- FY 2019 – 0.97 mm

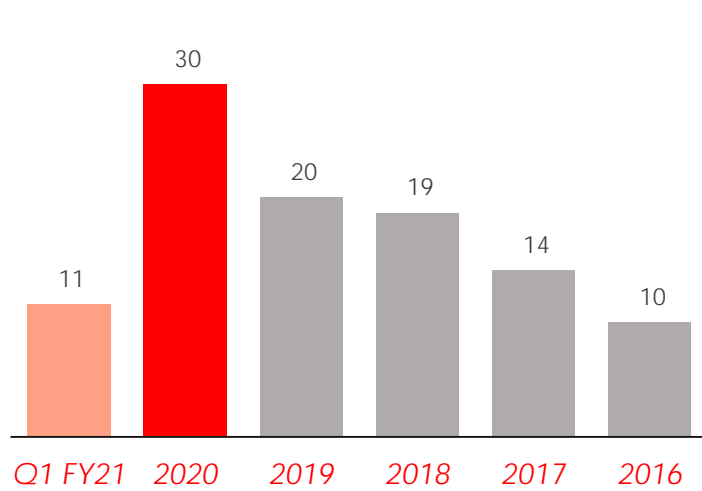


# Results (PKR in '000)

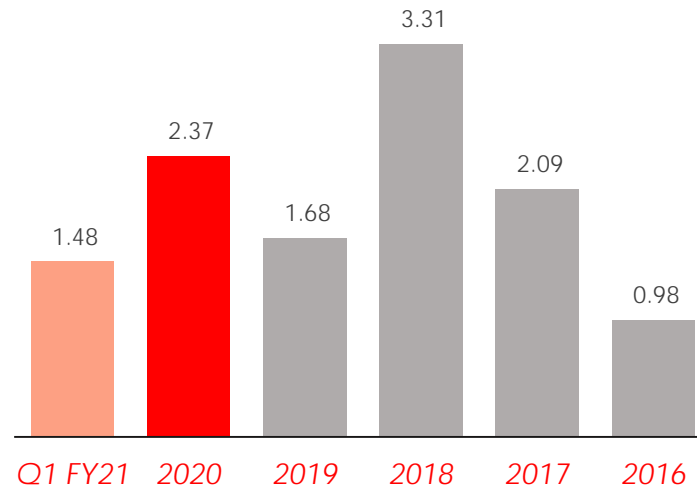
	Q1 FY21	FY 2020	FY 2019
Sales	11,206	29,777	20,231
Cost of Sales	(9,730)	(27,411)	(18,553)
<i>Gross Profit</i>	<i>1,476</i>	<i>2,366</i>	<i>1,678</i>
Admin expenses	(71)	(319)	(250)
Selling expenses	(12)	(42)	(25)
Other income	12	38	52
Other expenses	(64)	-	-
<i>Profit from operations</i>	<i>1,341</i>	<i>2,043</i>	<i>1,455</i>
Finance Cost	(444)	(3,386)	(1,865)
Profit / (loss) before taxation	897	(1,343)	(410)
Income Tax	(237)	727	666
<i>Profit / (loss) for the period</i>	<i>660</i>	<i>(616)</i>	<i>256</i>
<i>Earning / (Loss) per share</i>	<i>0.82</i>	<i>(0.89)</i>	<i>0.26</i>

# Aisha Steel's Trendline

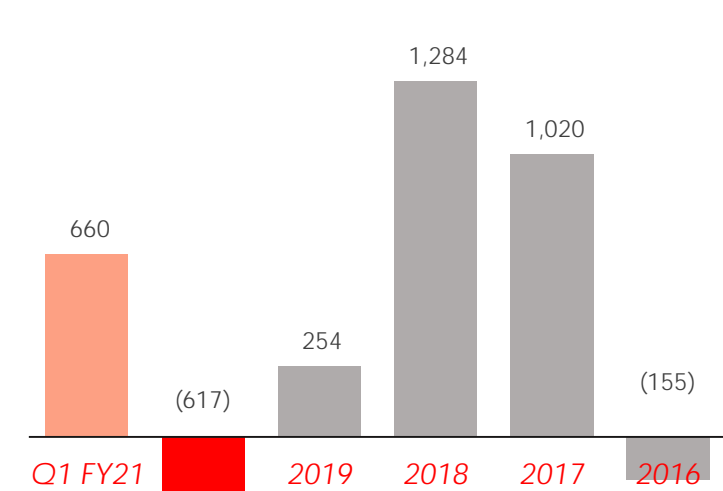
## Revenue (Bln PKRs)



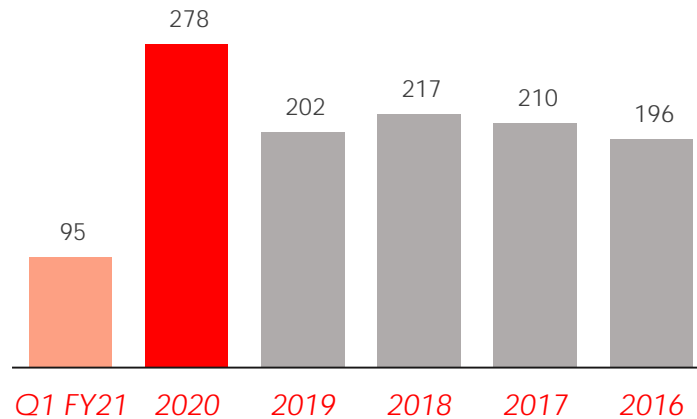
## Gross Profit (Bln PKRs)



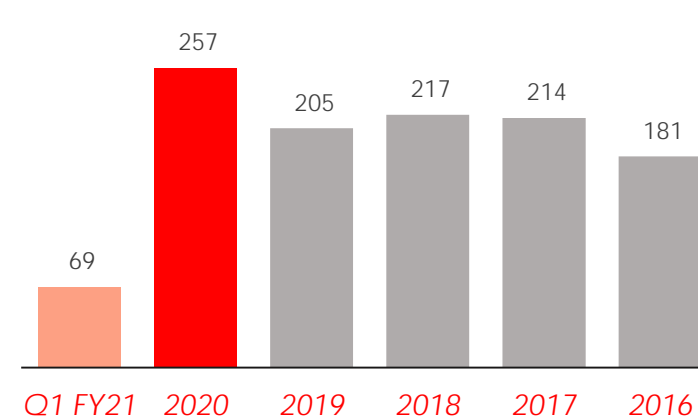
## PAT (Mln PKRs)



## Production (Thousand Tons)



## Sales (Thousand Tons)



# Quarterly Performance

## Quarter

# 1

Revenue: Rs. 6.2 bn  
Sold 52,868 tons  
GP: Rs. 553 mn  
|9%  
NL: Rs. 204 mn

- Capacity Utilization 40% (70,468 tons)
- Reduced automobile demand
- Uncertain Economic

## Quarter

# 2

Revenue: Rs. 11.4 bn  
Sold 100,171 tons  
GP: Rs. 706 mn  
|6.2%  
NL: Rs. (81) mn

- Capacity Utilization 52% (90,369 tons)
- Improvement in market sentiments
- Rise in KIBOR

## Quarter

# 3

Revenue: Rs. 7 bn  
Sold 60,429 tons  
GP: Rs. 740 mn  
|10.5%  
NL: Rs. 153 mn

- Capacity Utilization 35% (62,066 tons)
- COVID 19 outbreak
- Fire incident

## Quarter

# 4

Revenue: Rs. 5.2 bn  
Sold 44,985 tons  
GP: Rs. 367 mn  
|7%  
NL: Rs. 178 mn

- Complete shut down due to Covid-19 from March to May 2020
- Capacity Utilization 31% (54,806 tons)

# Quarterly Performance

## Quarter

# 1

### CRC

Produced: 39,243

Sold: 30,067

Avg. SP: Rs.

107,433

### GI

Produced: 31,225

Sold: 22,801

Avg. SP: Rs.

114,959

## Quarter

# 2

### CRC

Produced: 52,418

Sold: 59,935

Avg. SP: Rs.

105,951

### GI

Produced: 37,951

Sold: 40,236

Avg. SP: Rs.

114,216

## Quarter

# 3

### CRC

Produced: 36,897

Sold: 33,507

Avg. SP: Rs.

106,528

### GI

Produced: 25,169

Sold: 26,922

Avg. SP: Rs.

116,775

## Quarter

# 4

### CRC

Produced: 28,104

Sold: 22,635

Avg. SP: Rs.

106,090

### GI

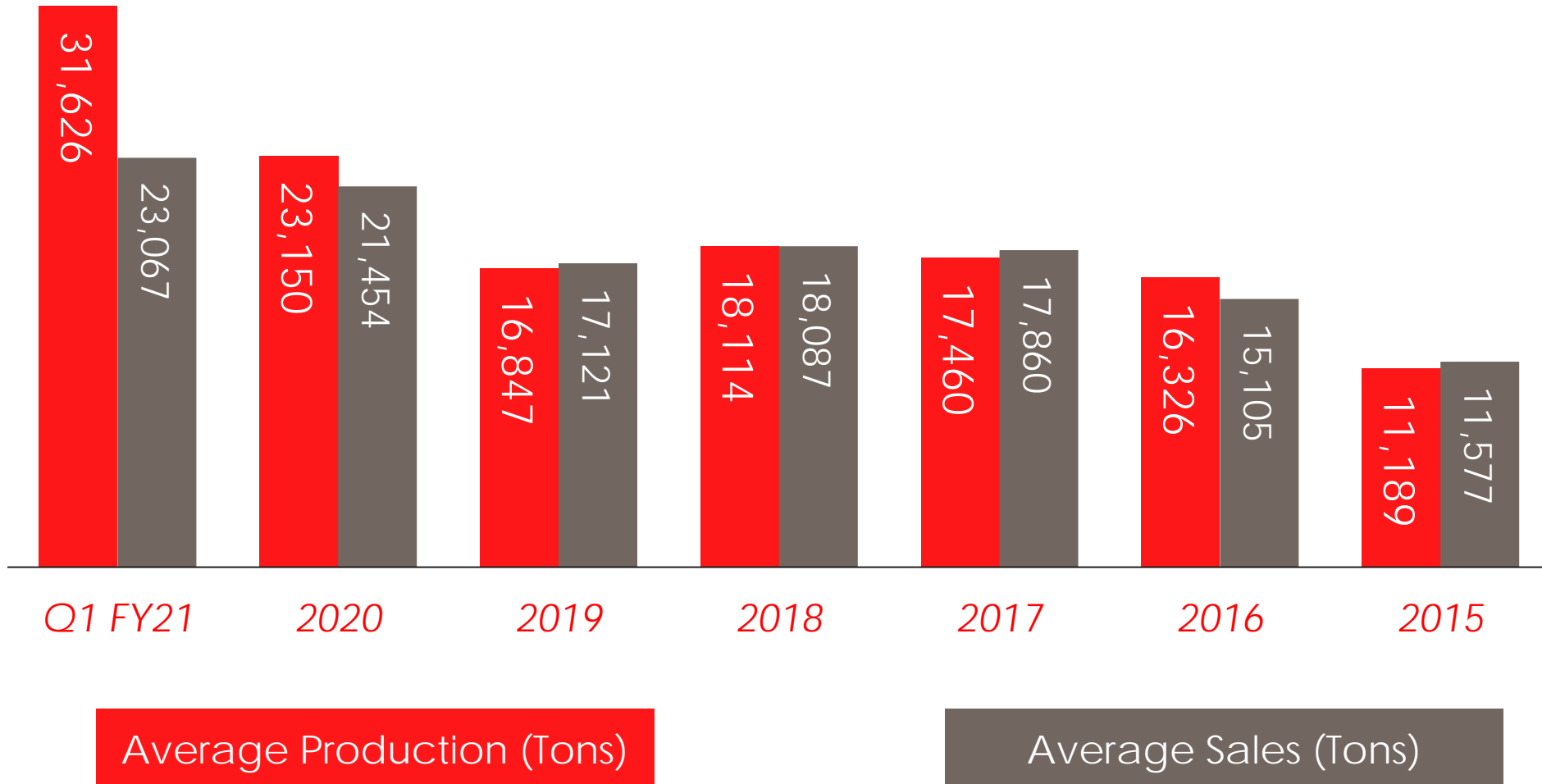
Produced: 26,792

Sold: 22,350

Avg. SP: Rs.

115,462

# Average Monthly Operations (Tons)



Forum is now open for Questions



# Thank You for Your Presence

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