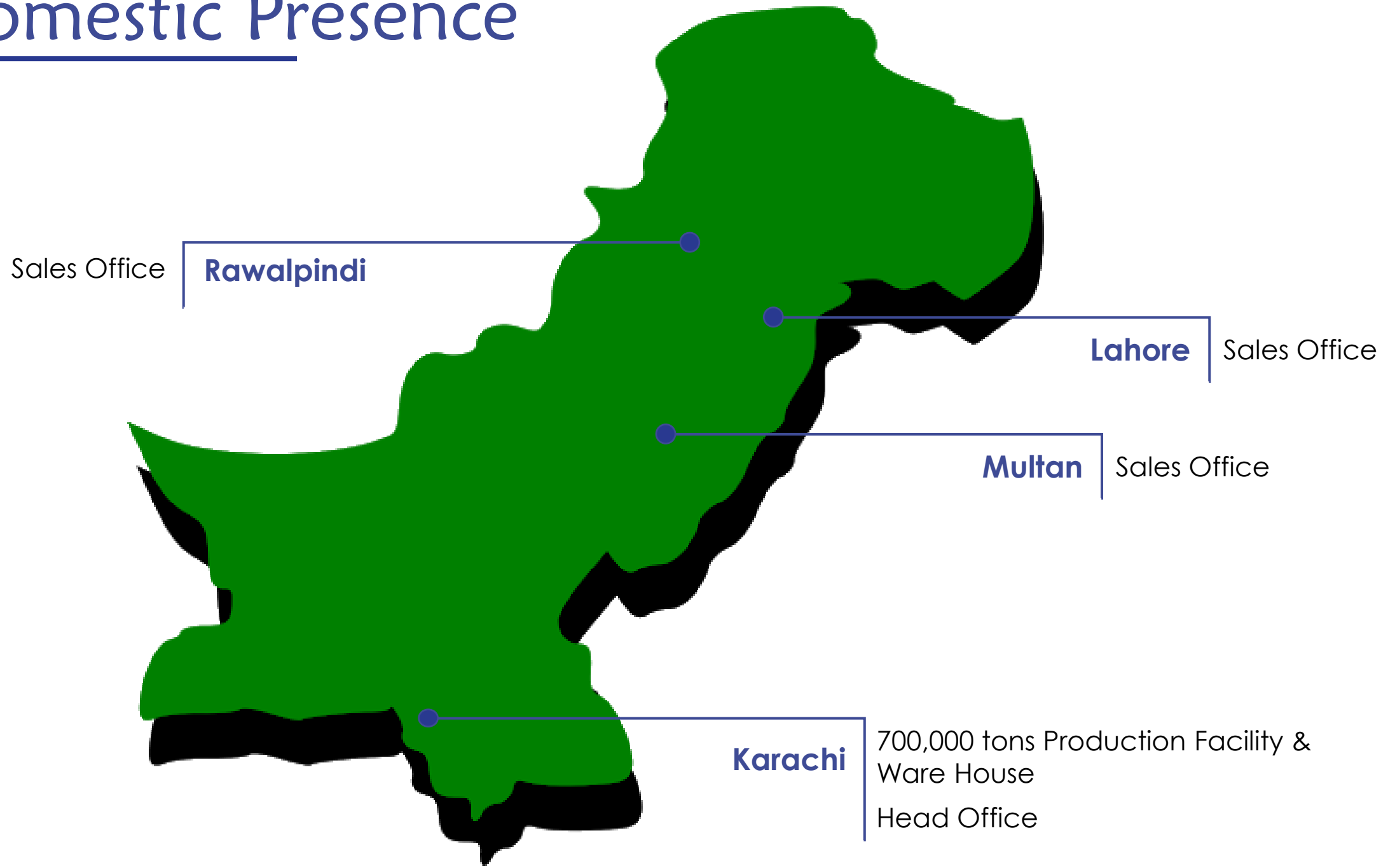


Corporate Briefing Session

Wednesday, February 24th, 2021 | 4:00 PM

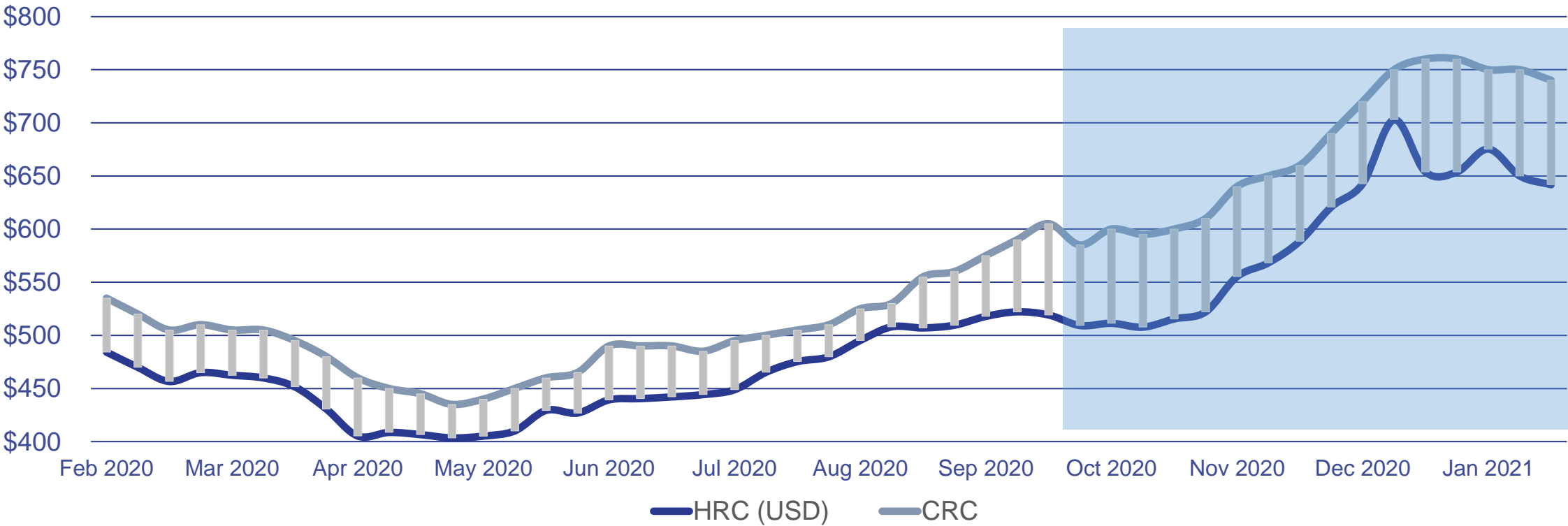
Domestic Presence



Steel Market Overview

- International HRC prices continued to follow rising trend in the second quarter.
- HRC prices (FOB China) increased from US\$ 515 / ton in September to US\$ 700 (FOB China) in December 2020. Prices further increased to US\$ 800 in January 2021.
- Similar price trend was observed in the USA and European markets.
- With the decline in COVID-19 cases, rapid recovery in the steel sector was observed. V-shaped recovery in auto sector increased the demand for CRC while the rise in construction sector increased the demand for galvanized products.
- Market share of local producers for CRC and GI is 65% and 79% which was 49% and 63% respectively.
- CRC imports have declined to 100,000 tons from 296,000 tons in 2019.
- GI imports have declined to 57,000 tons from 207,000 tons in 2019.
- Sunset review has already been filed for anti-dumping duty on imports from China and Ukraine and the favorable decision is expected very soon.
- Anti-dumping proceedings against South Korea, European Union, Taiwan and Vietnam have also commenced.

International Market Trend



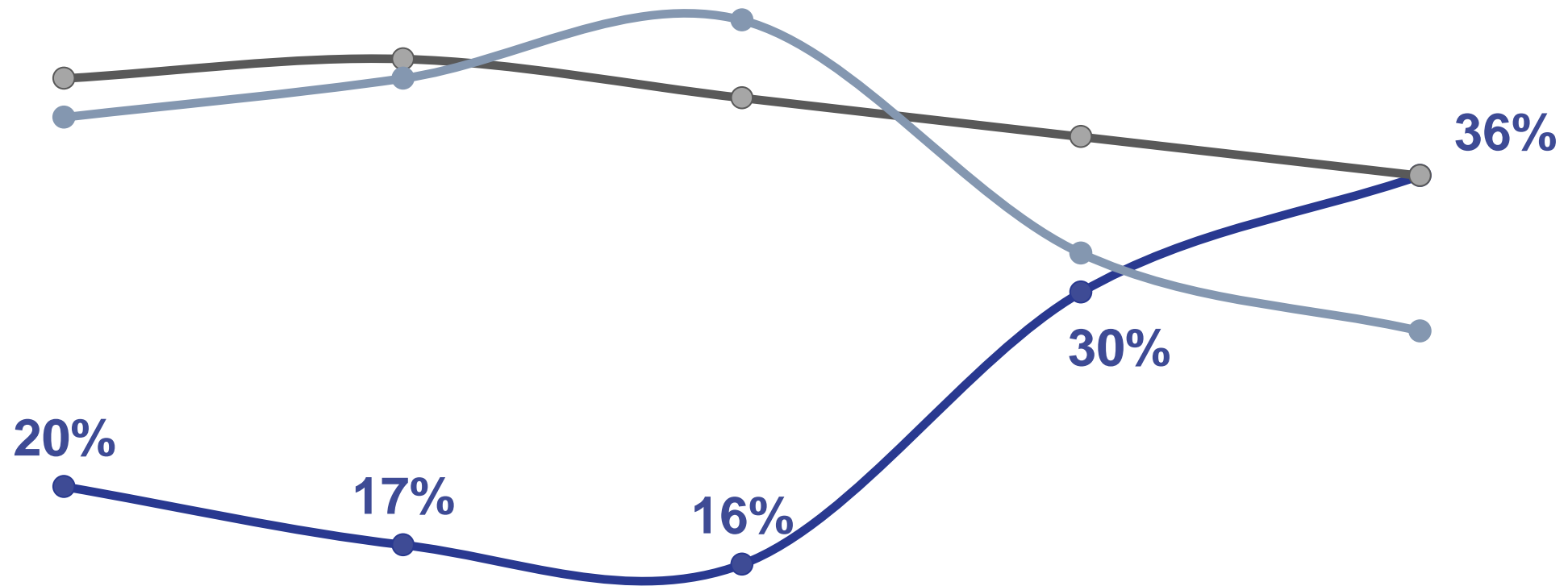
Jan – Mar 20: \$ 47

Apr - Jun 20: \$ 41

Jul – Sep 20: \$ 48

Oct – Dec 20: \$ 84

Market Share



FY 2017

FY 2018

FY 2019

FY 2020

HY 2021

● ASL

● Leading Local Producer

● Imports

Aisha Steel Highlights

1.6+

million tons production-to-date

750+

Employees

141+

Billions (PKR) turnover generated

700,000

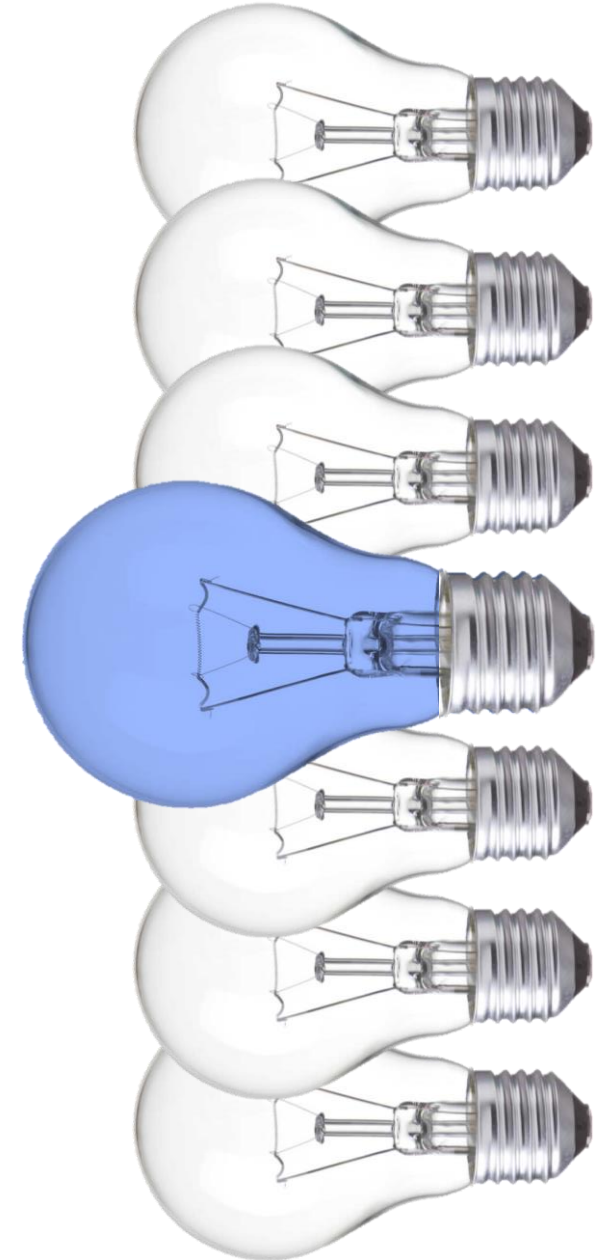
Tons production capacity

25+

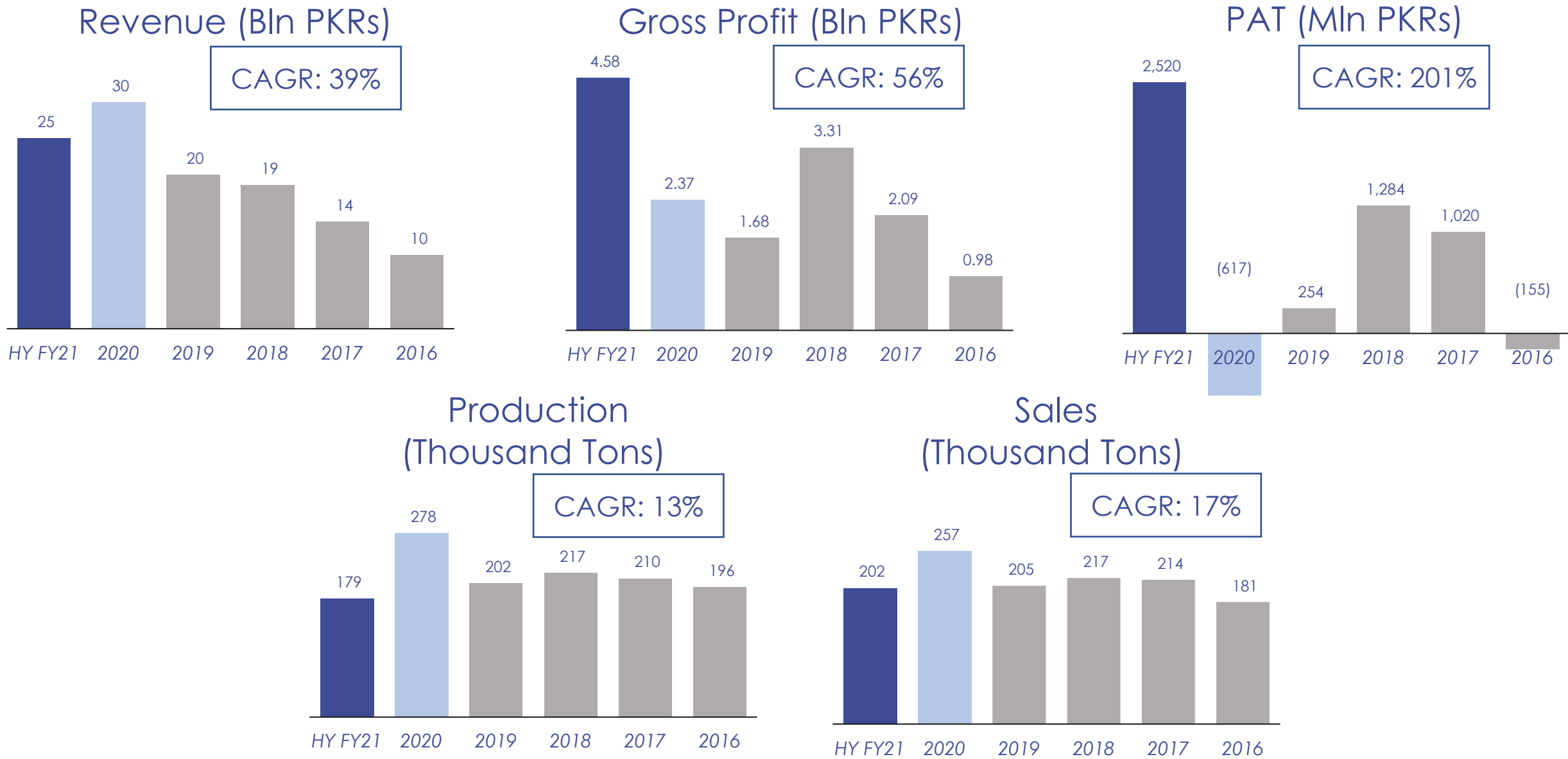
Billions (PKR) contribution to National ex-chequer

15+

Billions (PKR) Imports substituted



Aisha Steel's Trendline

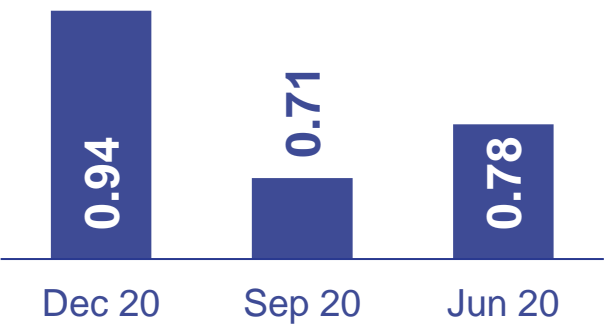


Critical Performance Indicators

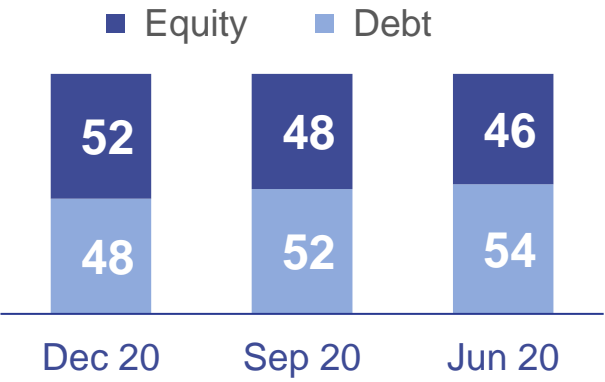
	UoM	HY FY21	FY 2020	FY 2019
Revenue	Billion PKR	25.42	29.77	20.23
EBITDA	Million PKR	4,573	2,844	1,960
Total Assets	Million PKR	34,127	34,587	32,731
Production	Tons	179,069	277,800	202,164
Sales	Tons	202,248	257,453	205,456

Ratios

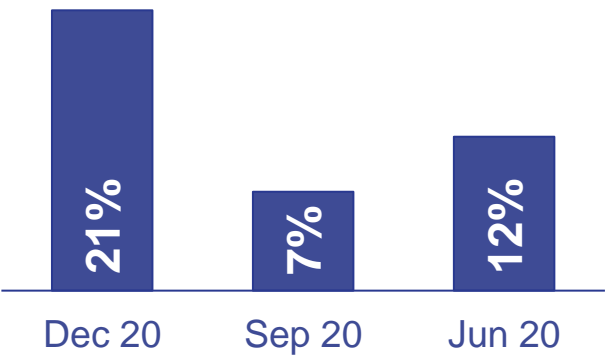
Current Ratio



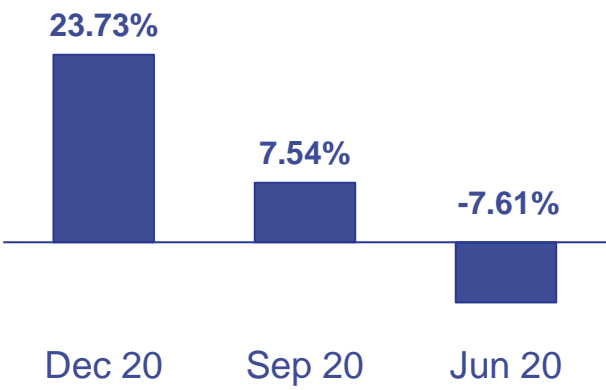
Debt to Equity



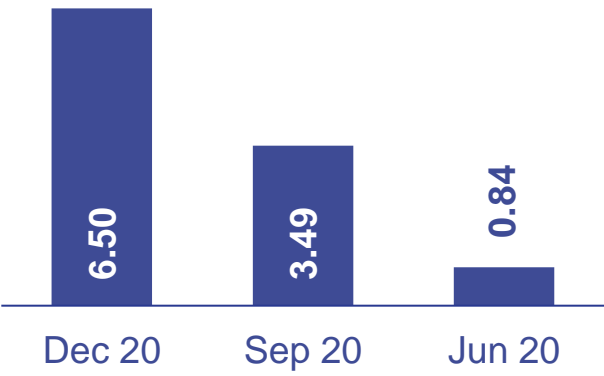
Return on Capital Employed



Return on Equity Ratio



Interest Coverage Ratio



Results (PKR in '000)

	HY FY21	FY 2020	FY 2019
Sales	25,417	29,777	20,231
Cost of Sales	(20,840)	(27,411)	(18,553)
<i>Gross Profit</i>	<i>4,577</i>	<i>2,366</i>	<i>1,678</i>
Admin expenses	(152)	(319)	(250)
Selling expenses	(43)	(42)	(25)
Other income	34	38	52
Other expenses	(260)	-	-
<i>Profit from operations</i>	<i>4,156</i>	<i>2,043</i>	<i>1,455</i>
Finance Cost	(704)	(3,386)	(1,865)
Profit / (loss) before taxation	3,452	(1,343)	(410)
Income Tax	(932)	727	666
<i>Profit / (loss) for the period</i>	<i>2,520</i>	<i>(616)</i>	<i>256</i>
<i>Earning / (Loss) per share</i>	<i>3.21</i>	<i>(0.89)</i>	<i>0.26</i>

Quarterly Performance FY2021

	UoM	Q1 FY21	Q2 FY21	HY FY21
Revenue	Million PKR	11,205.86	14,211.16	25,417.02
Gross Profit	Million PKR	1,476.16	3,100.91	4,577.07
Gross Profit %	%	13.17%	21.82%	18.01%
Net Profit	Million PKR	660.22	1,859.97	2,520.19
Net Profit %	%	5.89%	13.09%	9.91%
EPS – Basic	PKR	0.82	2.39	3.21

Quarterly Performance FY2021

UoM	Q1 FY21	Q2 FY21	HY FY21
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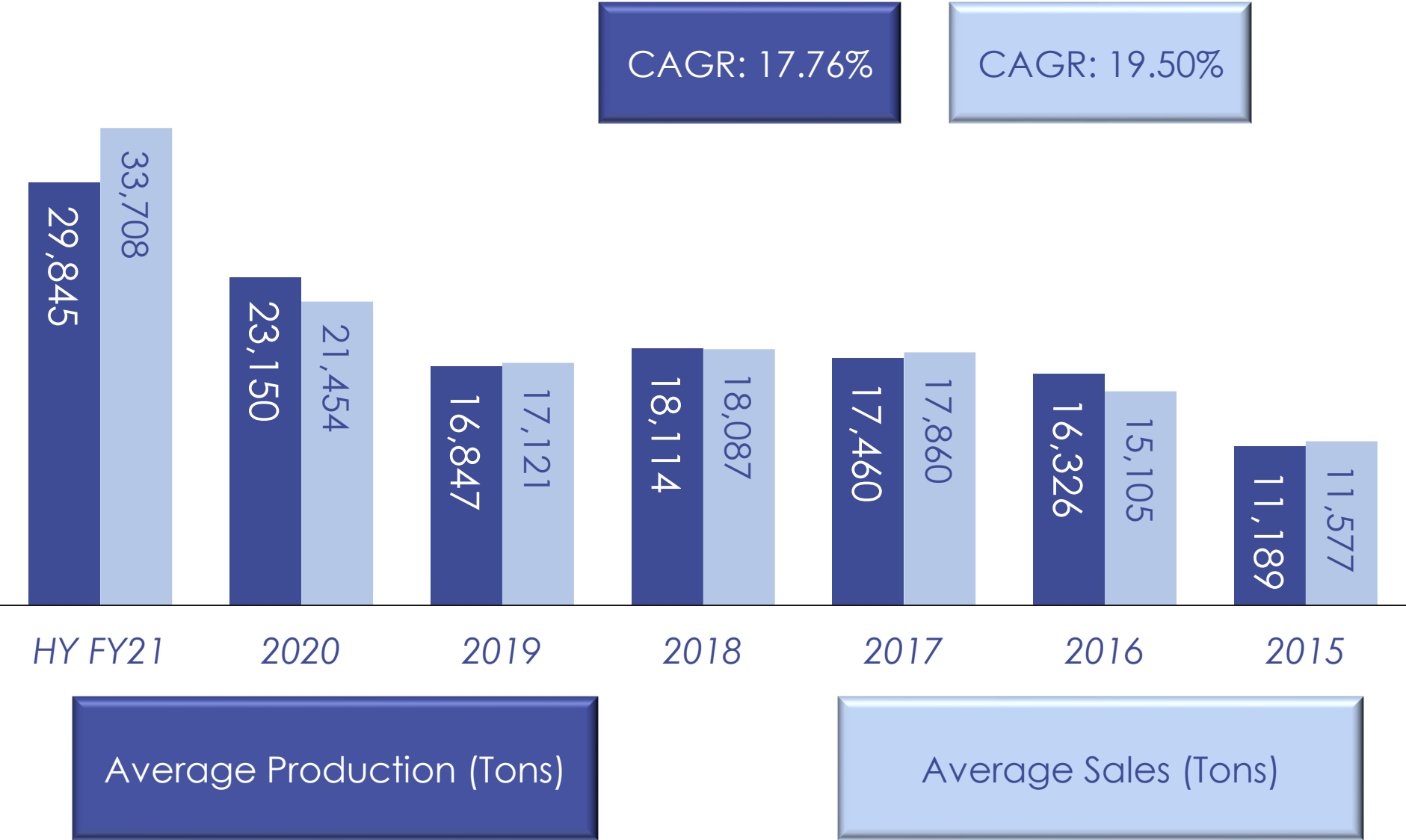
CRC

Sold	Tons	53,223	51,313	104,536
Produced	Tons	38,320	53,370	91,690
Avg. Selling Price	PKR/Ton	110,107	123,201	116,534

GI

Sold	Tons	41,655	56,057	97,712
Produced	Tons	30,882	56,497	87,379
Avg. Selling Price	PKR/Ton	119,543	132,572	127,018

Average Monthly Operations (Tons)



Forum is now open for Questions

Thank You for Your Presence

Corporate Briefing Session