

SAFE MIX CONCRETE LIMITED
CORPORATE BRIEFING SESSION -2019



November 27, 2019



Vision

Our Vision is to be Pakistan's Largest ready mix concrete services company, signing under the prominent projects for tomorrow's world of business, harmonizing, innovative and progressive technology with the Company's experience and excellence in the quality of work.

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Mission Statement

Safe Mix once a dream has shaped into reality, through conviction and untiring efforts to see it grow into a corporate company with one of the principal market clientele.

The aim of the company is to establish a platform for the transfer of foreign technology with forming the basis for further development in Pakistan.

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STATUS AND NATURE OF BUSINESS

Safe Mix Concrete Limited was incorporated on 04 April 2005 as Private Limited Company. Subsequently, it has been converted into Public Limited Company on 21 February 2007 in accordance with the provisions of section 45 read with section 41(3) of the Companies Ordinance, 1984. On 16 March 2010 the Company was listed on Karachi Stock Exchange. The principal activity of the Company is production and supply of ready mix concrete.

LOCATION

The manufacturing facilities of the company are situated at the following addresses:

- Plot no. 1 - 6, Sector 26, Korangi Industrial Area, Karachi, Pakistan- (Registered office)
- Naya Nazimabad, Karachi.
- Nooriabad Industrial Area, Kalo Kohar Distt. Jamshoroo, Sindh."

MILESTONE

Listed Company in Stock Exchange.

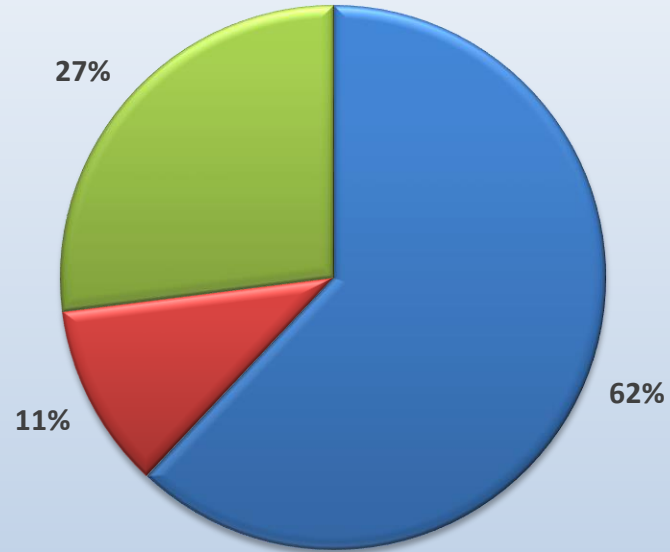
100% Compliant with the Code of Corporate Governance.

Share Holding Pattern



Share Holding

Arif Habib Group	62%
General Public	27%
Corporate Share Holders	11%

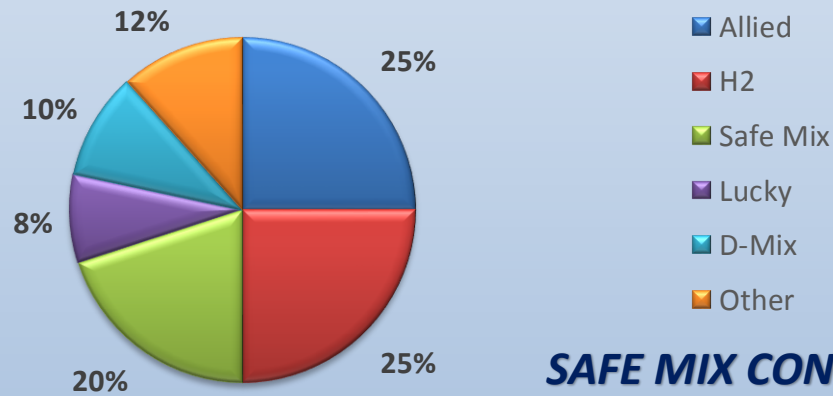


■ Arif Habib Group ■ Corporate Share Holders ■ General Public

Sector Overview

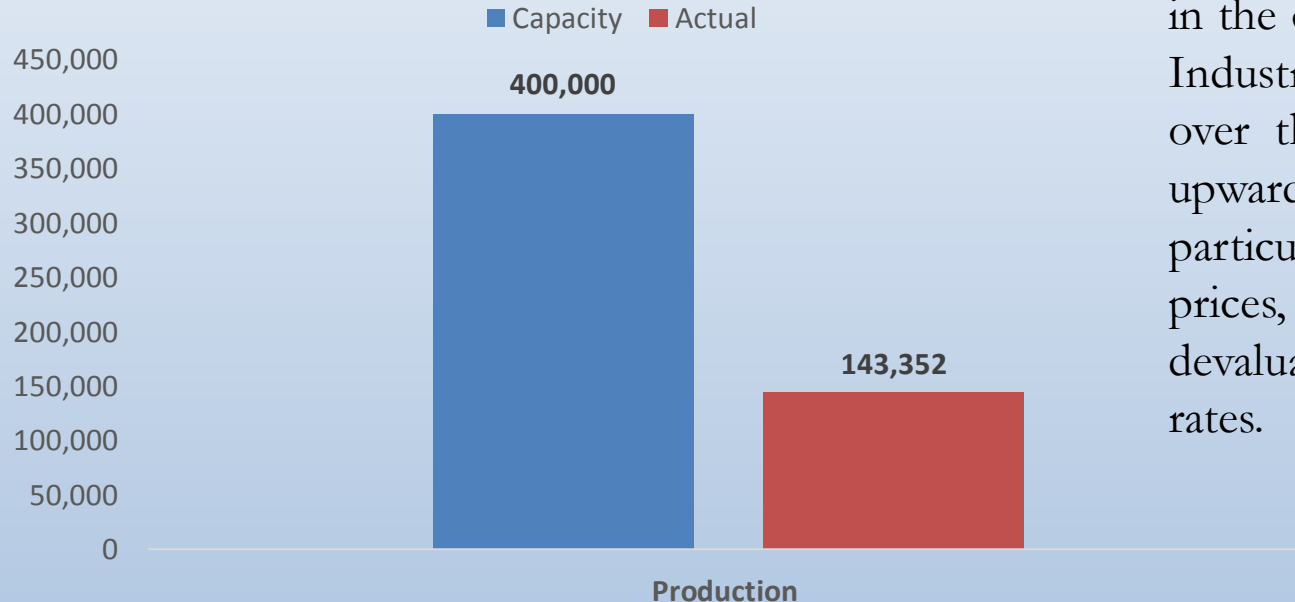
S.NO	Name	Fleet	Average Sale Per Month m3	GST	%
1	H2 Ready Mix Concrete	30	15,000	8%	25.00%
2	Lucky Paragon	28	5,000	8%	08.33%
3	Allied Ready Mix Concrete	22	15,000	13%	25.00%
4	Safe Mix Concrete Limited	15	12,000	13%	20.00%
5	D- Mix	15	6,000	-	20.00%
6	Other	-	7,000		11.67%

Market Share



Plant Capacity & Actual Production

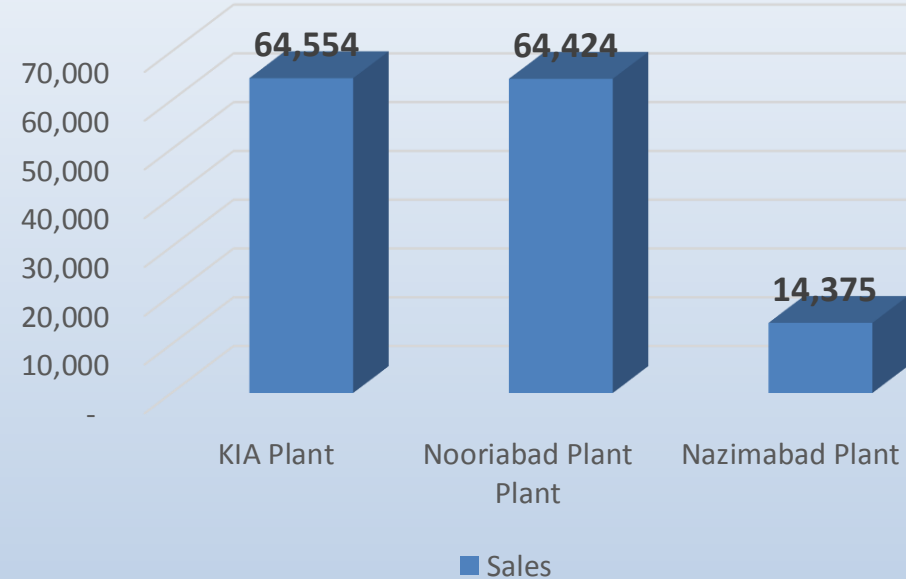
Plant	capacity	Actual
Production m3	400,000	143,352



The available capacity of the batching plant could not be fully utilized due to depressed activity in the construction Industry. The Industry gross margins declined over the year due to persistent upward pressure on input costs, particularly fuel and energy prices, exacerbated by currency devaluation and rising interest rates.

Plant Wise Sale

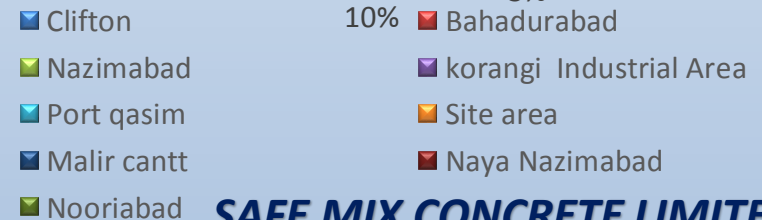
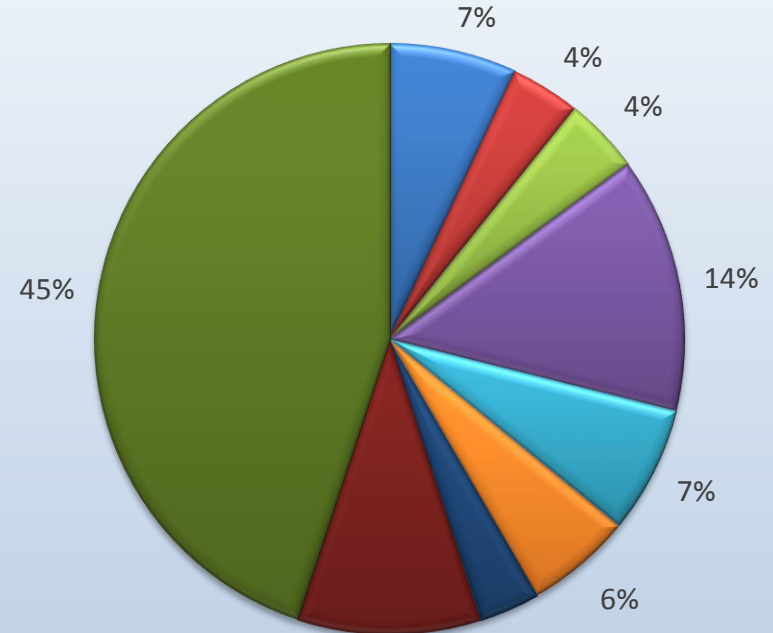
S.No	Plant	Sale
1	KIA Plant	64,554
2	Nooriabad Plant	64,424
3	Nazimabad Plant	14,375
	Total Sale Quantity	143,353



Geographical Sale June -19



S.No	Location	Sale
1	Nooriabad	64,423
2	Korangi Industrial Area	20,000
3	Naya Nazimabad	14,375
4	Port Qasim	10,000
5	Clifton	9,975
6	Site Area	8,371
7	Nazimabad	6,000
8	Bahadurabad	5,466
9	Malir Cantt	4,742
	Total Sale Quantity	143,352



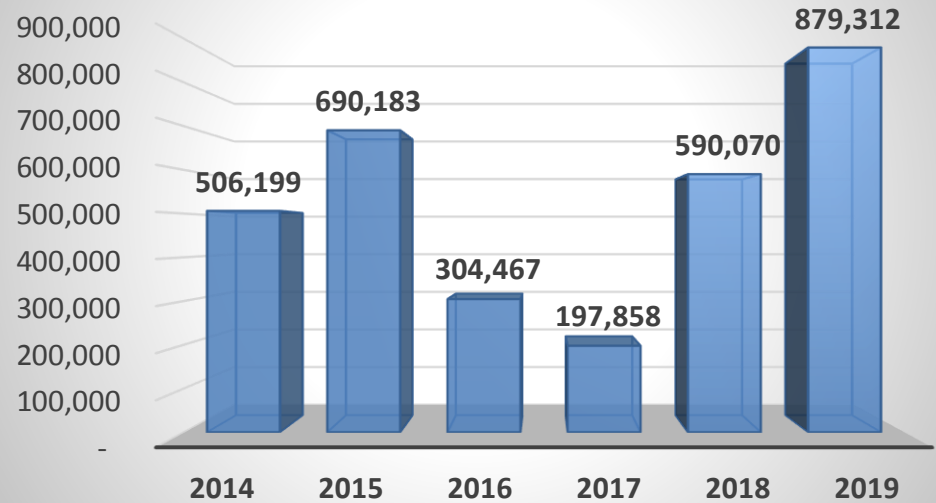
Turnover - Net



Turnover - Net

Year	Turnover - Net PKR in Million
2014	506,199
2015	690,183
2016	304,467
2017	197,858
2018	590,070
2019	879,312

Turnover - Net PKR in Million



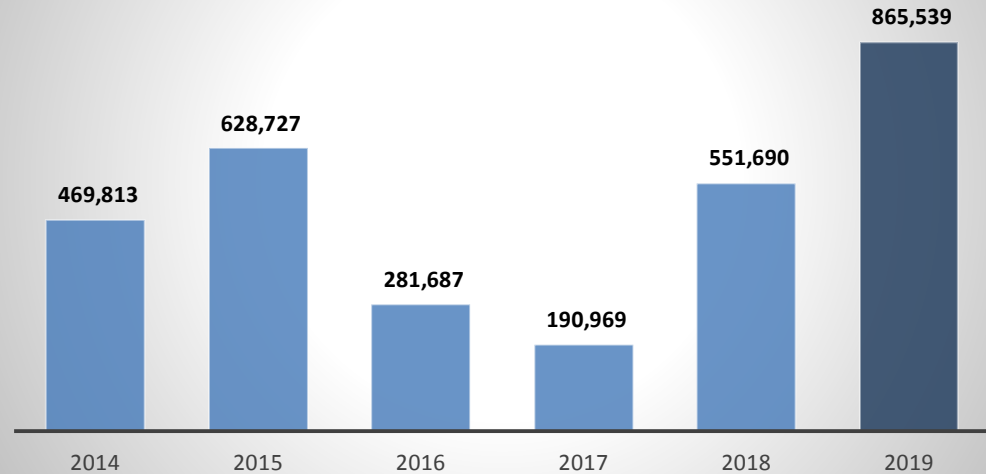
Cost of Sales



Cost of Sales

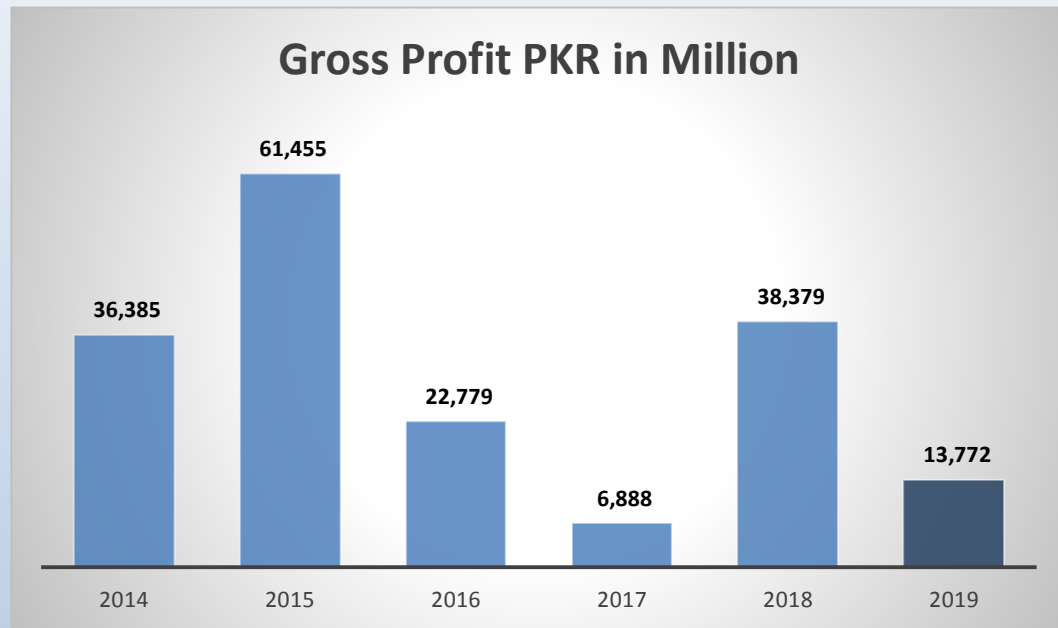
Year	Cost of Sales PKR in Million
2014	469,813
2015	628,727
2016	281,687
2017	190,969
2018	551,690
2019	865,539

Cost of Sales PKR in Million



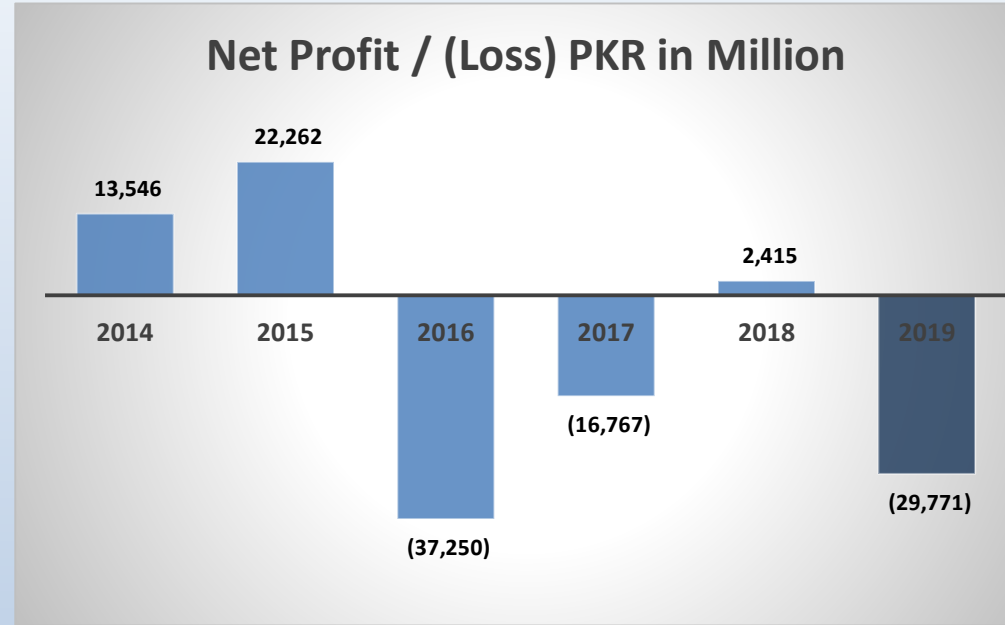
Gross Profit

Gross Profit	
Year	Gross Profit PKR in Million
2014	36,385
2015	61,455
2016	22,779
2017	6,888
2018	38,379
2019	13,772



Net Profit / (Loss)

Net Profit / (Loss)	
Year	Net Profit / (Loss) PKR in Million
2014	13,546
2015	22,262
2016	(37,250)
2017	(16,767)
2018	2,415
2019	(29,771)



Loss due to impairment of financial assets Rs. 15.2 Million due to application of IFRS 9.

The Industry gross margins declined over the year due to persistent upward pressure on input costs, particularly fuel, energy, sand, crush and chemical prices.

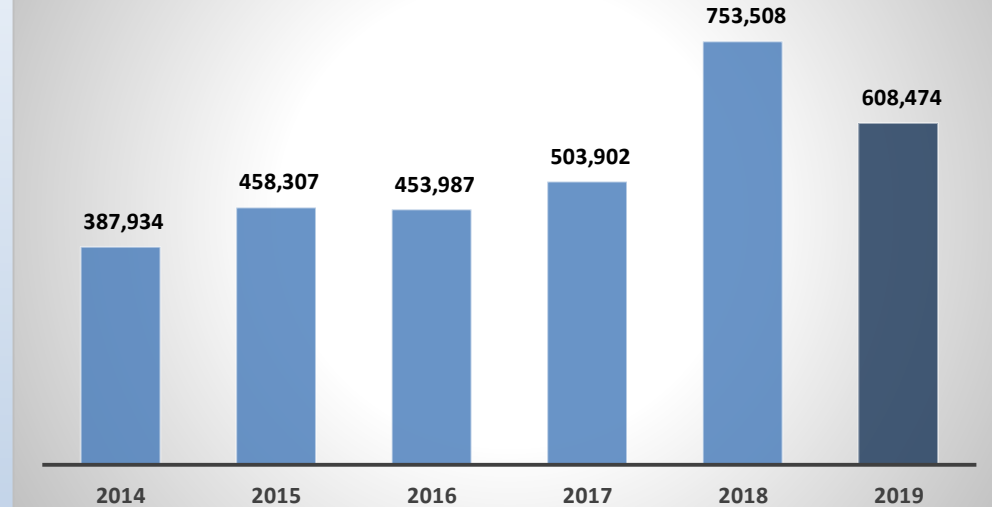
Total Assets



Total Assets

Year	Total Assets PKR in Million
2014	387,934
2015	458,307
2016	453,987
2017	503,902
2018	753,508
2019	608,474

Total Assets PKR in Million

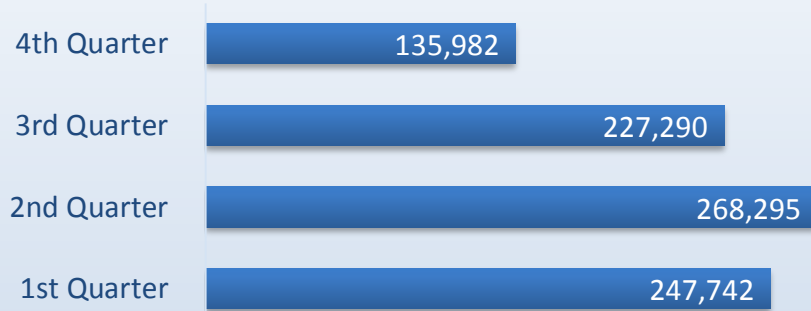


Profit & Loss Account

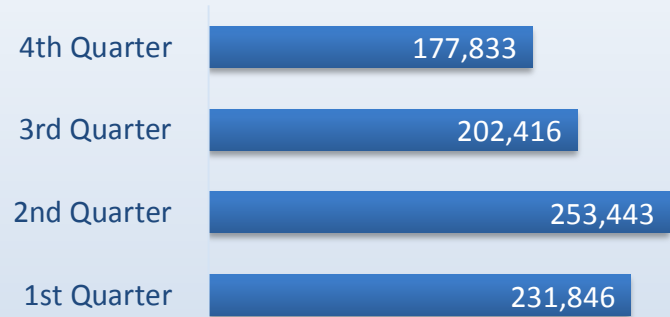


	30 th September 2018	31 st December 2018	31st March, 2019	30 June, 2019
Revenue	247,742,941	268,295,292	227,290,965	135,982,873
Cost of sales	(231,846,133)	(253,443,451)	(202,416,087)	(177,833,476)
Gross profit	15,896,808	14,851,841	24,874,878	(41,850,603)
Selling and distribution expenses	(8,424,216)	(7,484,859)	(7,389,902)	(26,762,410)
Operating profit / (loss)	7,472,592	7,366,982	17,484,976	(68,613,013)
Finance cost	(3,007,589)	(2,877,753)	(3,050,271)	(4,989,215)
Other operating income	1,920,501	2,583,286	2,735,340	3,821,588
Profit / (loss) before taxation	6,385,504	7,072,515	17,170,045	(69,780,640)
Provision for taxation	(1,879,147)	(3,671,885)	(3,965,031)	18,897,584
Profit / (loss) after taxation	4,506,357	3,400,630	13,205,014	(50,883,056)
Earning / (Loss) per share - basis and diluted	0.18	0.14	0.53	(2.04)

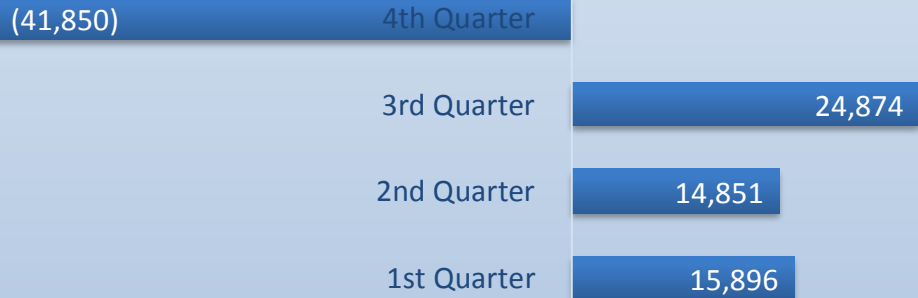
Revenue -PKR in Million



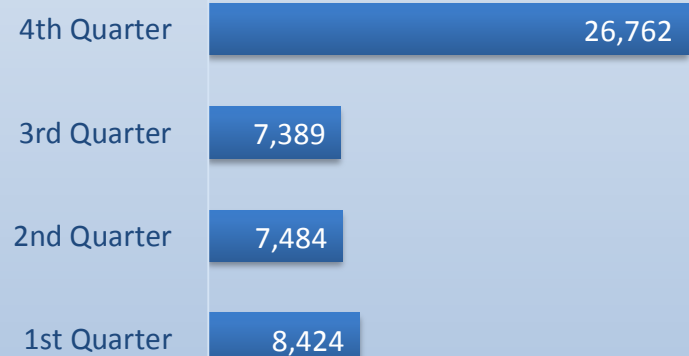
Cost of sales -PKR in Million



Gross profit -PKR in Million



Selling and distribution expenses -PKR in Million



THANK YOU

