

A TRADITION OF QUALITY



CORPORATE BRIEFING

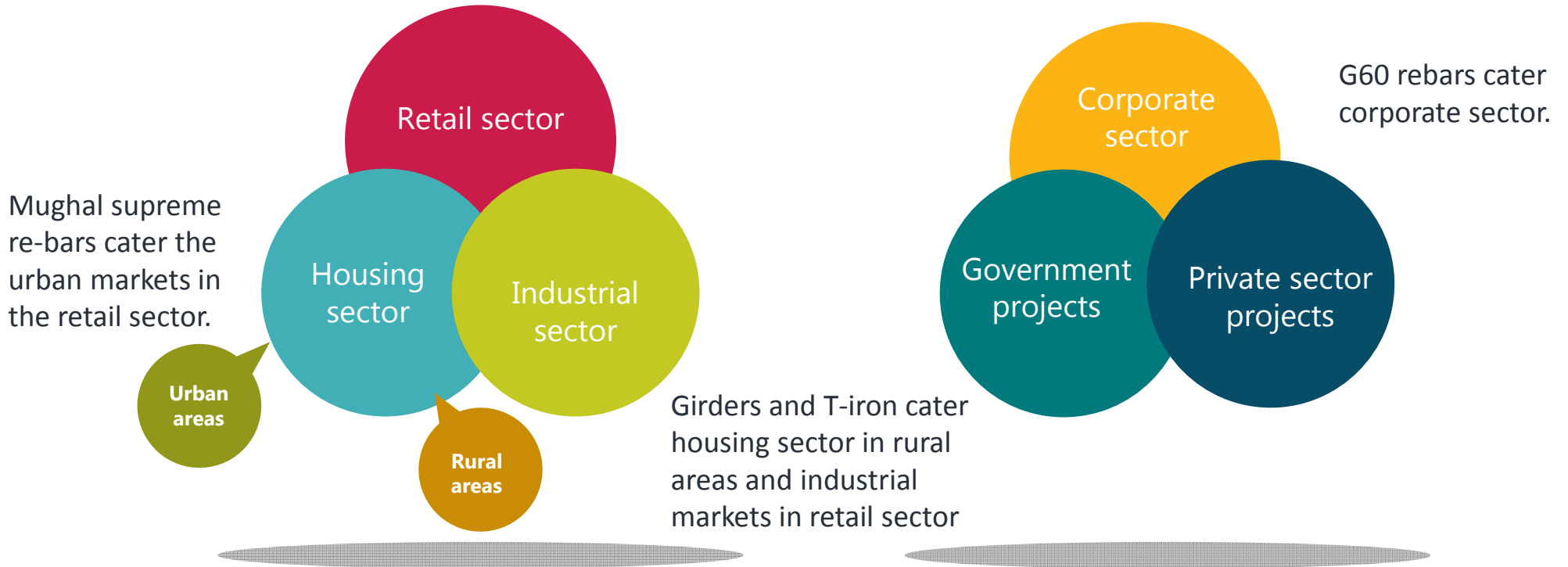
MUGHAL IRON & STEEL INDUSTRIES LIMITED

FY -2019

Market Portfolio



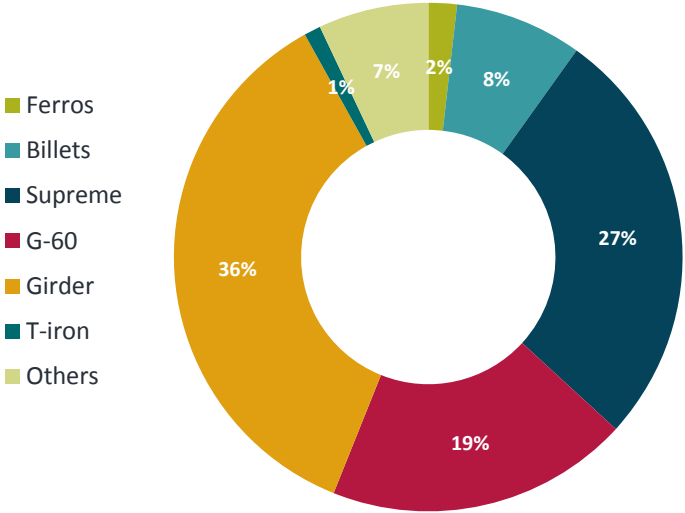
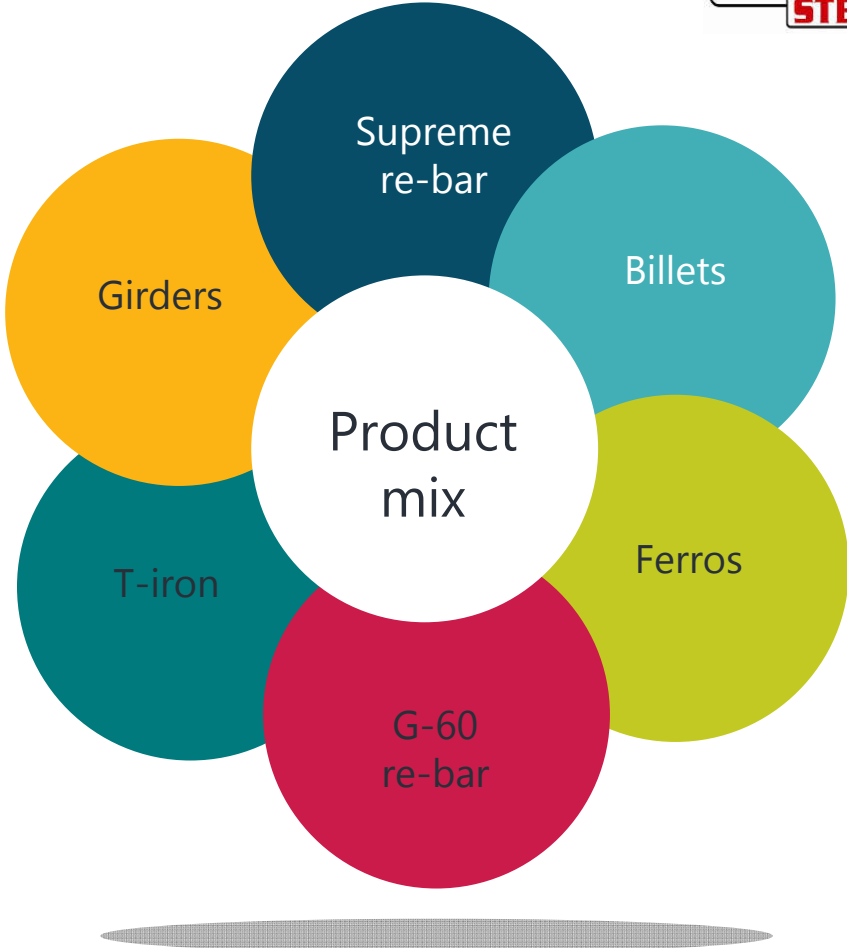
The overall market portfolio comprises of retail and corporate sector.



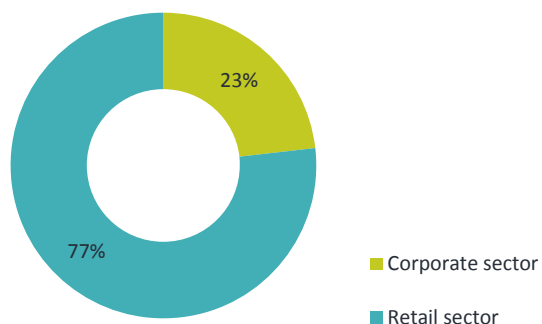
Product Mix



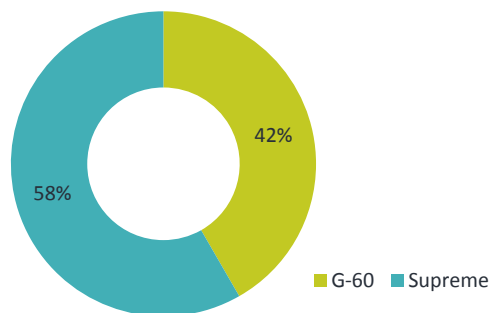
The company has strategically developed diversified product portfolio which is capable of catering different markets and enables the company to have rich and diversified market portfolio making it invulnerable to adverse economic changes and markets / political risks.



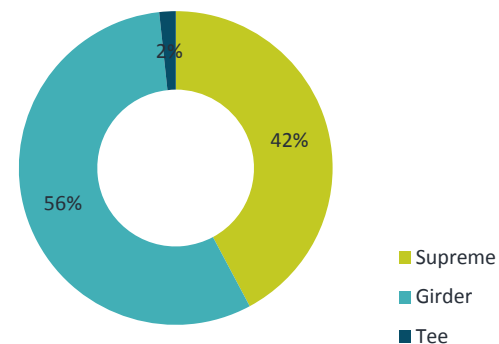
**Market mix
2019**



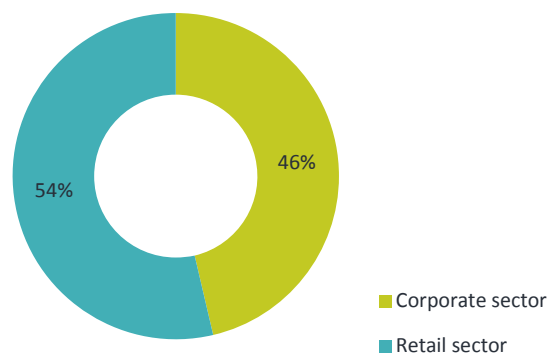
**Re-bar mix
2019**



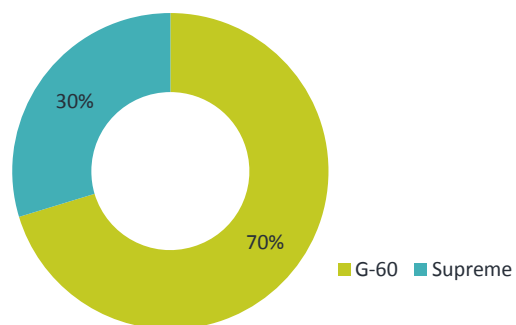
**Retail mix
2019**



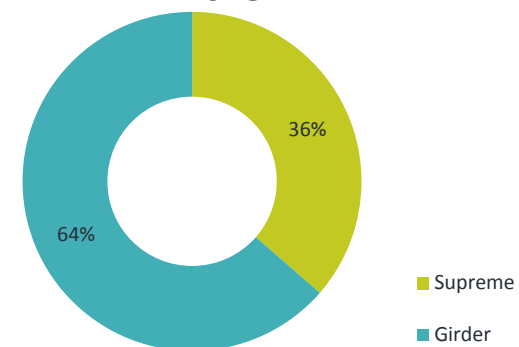
**Market mix
2018**



**Re-bar mix
2018**



**Retail mix
2018**



Key Strengths



01 Diversified product and market portfolio

02 One stop sale centers for long rolled steel products

03 Strong clientele / distribution network

04 Cost effective inbound logistics

05 Strong brand recognition

Financial Highlights



EPS

5.46

(2018: 5.13)



Return on
equity

18.30 %

(2018: 17.28%)



Sales

30.828 B

(2018: 22.226 B)



Gross profit

3.189 B

(2018: 2.794 B)



Break up
value

29.82

(2018: 29.68)



Total
Assets

22.641 B

(2018: 17.475 B)



Capital
Expenditure

2.435 B

(2018: 2.205 B)

Profit or Loss & Comments



Sales

30.828 B

(2018: 22.226 B)

This achievement of topline results are credited to diversified product mix which has been strategically developed over time comprising of Girders, G-60 rebars, Mughal Supreme rebars, T-iron and Billets which is capable of catering different markets enabling the Company to have a very rich and diversified market folio making it highly invulnerable to adverse economic changes and markets / political risks.



Gross Profit

3.189 B

(2018: 2.794 B)

Percentage wise gross margin decreased. Input costs witnessed increase due to increase in average raw material consumption rates and increase in other costs of production due to inflationary impact of massive devaluation of Pak Rupee.



Finance Cost

786.328 M

(2018: 552.460 M)

Finance costs increased by 42.33% as compared to corresponding period. The reason for increase was mainly due to significant increase in KIBOR rate as compared to corresponding period.




Taxation

364.492 M

(2018: 313.513 M)

Increase in taxation is mainly due to increase profit for the year and increase in deferred tax liability due to capitalization of plant & machinery.



Profit for the year

1.353 B

(2018: 1.290 M)

Profit for the year increased by 5.71% as compared to corresponding period. The increase is mainly due to increase in sales and gross profit.



EPS

5.46

(2018: 5.13)

Earning per share increased by 6.43% as compared to corresponding period. Increase in earning per share mainly reflect Company's long term strategy to create value for its shareholders.

Question & Answers