



# TATA TEXTILE MILLS LIMITED

## CORPORATE BRIEFING

For the year ended June 30, 2024

November 19th, 2024 (Tuesday)



بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ





# COMPANY BUSINESS

Corporate Briefing 2023-24

# COMPANY PROFILE

**Tata Textile Mills Limited [TTML] is a public limited company incorporated in Pakistan on April 15, 1987, under the Companies Ordinance, 1984 (repealed by The Companies' Act 2017) and listed on Pakistan Stock Exchange Limited. The principal activity of the company is manufacturing and sale of yarn.**

**TTML is a leading textile spinning company, featuring three manufacturing units located in Karachi, Kotri and Muzaffargarh, with a total spindle capacity of 127,092. It offers a wide range of cotton and polyester yarn products catering to both domestic and international customers. TTML has a demonstrated history of exporting its products to diverse markets. TTML is utilizing modern and efficient machinery featuring international renowned brands like Reiter, Truetzschler, Toyota, Murata, etc.**



# HISTORY

## **1969-1989: Laying the Foundation**

**1969-** Acquisition of embroidery unit from Naveena Industries.

**1981-** Acquisition of Island Textile Mills Ltd., marking the entry into cotton yarn spinning.

**1983-** Entry into synthetic yarn with the acquisition of Salfi Textile Mills Ltd.

**1991-** Establishment of a modern spinning unit with 19,200 spindles in Muzaffargarh.

## **2010-2019: Diversification and Technological Advancement**

**2010-** Diversified into meat processing with Tata Best Foods Ltd

**2012-** Became the first in Pakistan to install Uster Quantum 3 clearers and Trutzschler Securomat

**2013-** Implemented ERP Oracle EBS and joined the Better Cotton Initiative (BCI)

**2014-** Passed the 'Corporate Social Responsibility Audit' by SGS Pakistan

**2015-** Established the second unit of Island Textile Mills Ltd. in Kotri, with 26,784 spindles

**1969-  
1989**

**1990-  
2009**

**2010-  
2019**

**2020-  
2024**

## **1990-2009: Expansion phase**

**1999-** Achieved Corporate ISO-9001 Certification

**2004-** TTML's Unit II commenced operations with 25,200 spindles in Muzaffargarh

**2005-** Became the first Usterized textile mill in Pakistan, achieved Supima Certifications, and enhanced capacity to 36,324 spindles of Salfi Textile Mills in Karachi

**2007-** 100% production capacity enhancement at Landhi, Karachi

**2009-** Achieved OEKO TEX Standard 100 Certification

## **2020-2024: Sustainability and Digital Transformation**

**2020-** Installed Caterpillar Gas engine, improving efficiency by 20%.

**2021-** Merger of Island Textile Mills Ltd., Salfi Textile Mills Ltd., and Tata Energy Ltd. into TTML.

**2022-** Commissioned a 2.2 MW solar-powered energy plant.

**2024-** Implemented cloud-based ERP 'Oracle Fusion' and 'Diligent Board' software as well as expanded solar energy capacity to 4.4 MW.



# PRODUCT PORTFOLIO

**TTML has the capability to produce the following type of yarns:**

- 100% Cotton Carded Knitting and Weaving Yarns.
- 100% Cotton Combed Knitting and Weaving Yarns.
- 100% Cotton Combed Compact Knitting and Weaving Yarns.
- 100% Cotton Carded Weaving Siro Yarns.
- 100% Cotton Combed Compact Weaving Siro Yarns.
- 100% Cotton Carded Compact and Non-Compact Weaving Yarns.
- 100 % Cotton Carded Slub Yarns.
- 100 % Cotton Carded Siro-Slub Yarns.
- Cotton Core Ring Spun Yarns.
- Zero Twist PVA Carded and Combed Yarns.
- 100% Cotton Plied Carded and Combed Yarns.
- Cotton / Polyester Blend Carded and Comb Yarn for Knitting and Weaving.
- Cotton / Tencel Blend Carded for Weaving Yarn.
- Cotton / Modal Blend Carded for Weaving Yarn.
- Cotton / Polyester Blend Carded and Comb Chain Yarn.

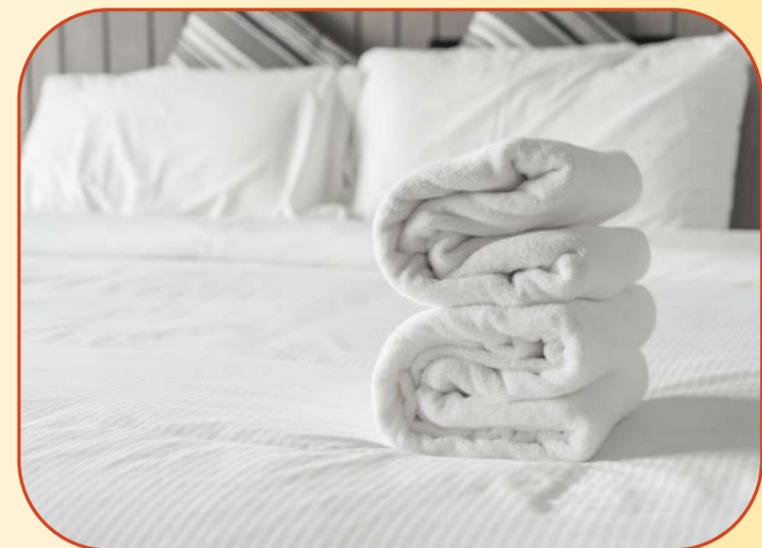
# APPLICATIONS



Denim



Terry Towels



Bed Linen



Woven apparel



Knitted apparel



# BUSINESS MODEL

## OUR SIX CAPITALS

### FINANCIAL

Our financial prudence enables us to manage risks and run a successful business.

### MANUFACTURED

We use cutting-edge manufacturing facilities to create affordable and best quality products for consumers around the world.

### HUMAN

We have been able to stay ahead of the curve and drive consistent progress thanks to the collective talent and experience of our growing workforce.

### NATURAL

We ensure optimum utilization and minimal wastage of natural resources across our operations.

### INTELLECTUAL

Our trusted brand, strategic partnerships and innovative capabilities and expertise.

### SOCIAL & RELATIONSHIP

Our relationships with our stakeholders in the value chain and communities around us ensure our long-term value creation and sustainability.

## KEY INPUTS

- Equity: Rs. 21 billion
- Debt: Rs. 18 billion
- Total Assets: Rs. 44 billion

- 06 Manufacturing units
- 127,092 Spindles installed

- 3,165+ Employees
- Strong safety and wellbeing policies and procedures, including diversity and inclusion.

- 4.4 MW operational Renewable energy capacity whereas 3.7 MW is under-installation, environment conservation initiatives

- Highly skilled professionals with extensive talent and experience.
- Cutting-edge cotton planning software
- Focus on DE&I
- Highly advanced ERP
- Business intelligence tools

- Rs. 20 Million spent in CSR
- Established relationships of trust with our stakeholders

## OUR BUSINESS ACTIVITIES



### Product differentiation

We are proud to have legacy of being the first choice of customers through our unparalleled quality and market acumen.

### Perspective on innovation

We have a dedicated technical team, which is focused on product innovation and process improvements according to our customers' need and technical advancements.

### Adaptability to change

Our business model is continuously evaluated to assess whether there is a need to change according to changing business dynamics and to integrate process efficiencies.

## KEY OUTPUTS

### FOR CUSTOMERS

- Glorious legacy of satisfied customers

### FOR EMPLOYEES

- Respect, Recognition & Reward
- Career progression
- Training and development

### FOR GOVERNING BODIES AND REGULATORS

- Timely Payment to Government taxes & Duties

### FOR INVESTORS

- Return to Shareholders

### FOR SUPPLIERS

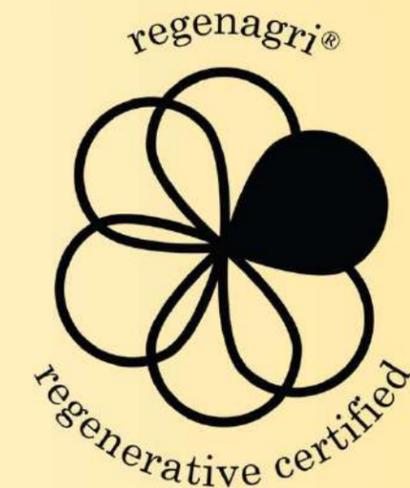
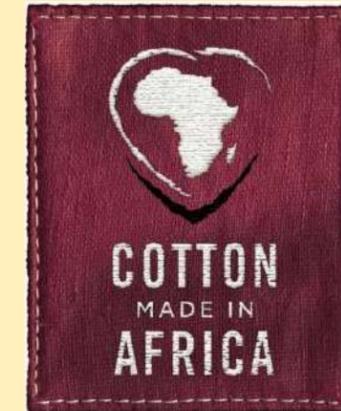
- Collaboration for collateral growth

### FOR COMMUNITIES

- Giving back to society

## OUR OUTCOMES

# CERTIFICATIONS & COMPLIANCES



# TOWARDS SUSTAINABLE BUSINESS PRACTICES

## Renewable Energy:

To reduce carbon footprint, **4.4 MW** solar plant is operational whereas further **6.6 MW** green energy is under installation after which renewable capacity will reach to 11 MW which will optimize the increasing cost of Power.

## Digital Transformation for Greener Tomorrow:

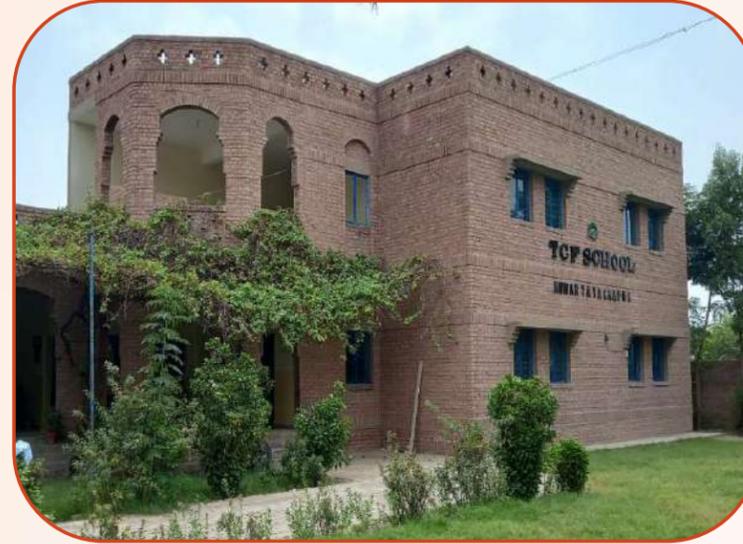
Successful Implementation of **cloud-based ERP Oracle Fusion** is offering a holistic approach to manufacturing, connecting the physical and digital realms, fostering collaboration across departments, partners, and processes.

# TOWARDS SUSTAINABLE BUSINESS PRACTICES

The Company undertook various sustainability initiatives during the year:



Adult literacy program  
'Jugnoo Sabaq'



3 TCF Schools Sponsorship



Blood donation drive



Tree Plantation Drive



Female Medical Camp in  
remote area

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Heat Relief Camp



# TOWARDS SUSTAINABLE BUSINESS PRACTICES

The Company carried out various initiatives to engage employees during the year:



Independence Day



Eid Milan Lunch



International Women Day



Breast Cancer Awareness Day



Corporate Cricket Tournament



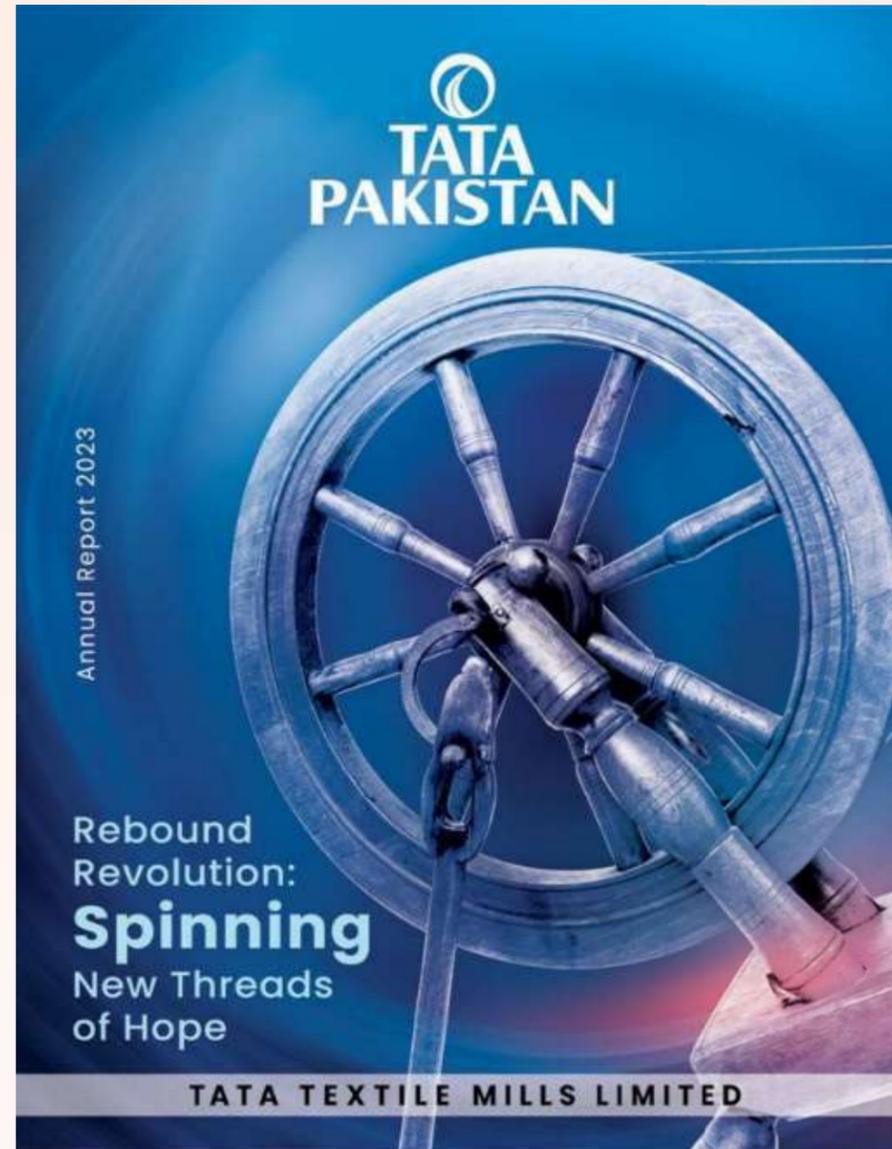
Mental Health Awareness Day

Corporate Briefing 2023-24



# ACHIEVEMENTS

TTML secured the **First Position** in the **Textile Category** for its **Annual Report 2023** in the Best Corporate & Sustainability Report Awards 2023 organized by The Institute of Chartered Accountants of Pakistan and Institute of Cost and Management Accountants of Pakistan.



# ACHIEVEMENTS

TTML is honored with the prestigious "**10th Employer of the Year- Gold Recognition Award 2024**" in the National Category by Employers' Federation of Pakistan.



# Financial Information

# STATEMENT OF PROFIT & LOSS ACCOUNT

	2024		2023		Var
Revenue from contract with customers - net	45,824	100.0%	34,911	100.0%	31.3%
Cost of goods sold	(42,486)	-93.0%	(30,666)	-88.0%	-38.5%
<b>Gross profit</b>	<b>3,338</b>	<b>7.0%</b>	<b>4,245</b>	<b>12.0%</b>	<b>-21.4%</b>
Administration, selling and distribution expenses	(1,081)	-2.0%	(1,045)	-3.0%	-3.4%
Other operating expenses	(62)	0.0%	(179)	-1.0%	65.4%
<b>Operating profit before financing cost</b>	<b>2,195</b>	<b>5.0%</b>	<b>3,021</b>	<b>9.0%</b>	<b>-27.3%</b>
Finance cost	(4,497)	-10.0%	(2,705)	-8.0%	-66.2%
Other income	2,579	6.0%	392	1.0%	557.9%
<b>Profit before final taxes, revenue taxes and income tax</b>	<b>277</b>	<b>1.0%</b>	<b>708</b>	<b>2.0%</b>	<b>-60.9%</b>
Final taxes	(418)	-1.0%	(286)	-1.0%	-46.2%
<b>Profit/(Loss) before revenue taxes and income tax</b>	<b>(141)</b>	<b>0.0%</b>	<b>422</b>	<b>1.0%</b>	<b>-133.4%</b>
Revenue taxes	(317)	-1.0%	(237)	-1.0%	-33.8%
<b>Profit/(Loss) before income tax</b>	<b>(458)</b>	<b>-1.0%</b>	<b>185</b>	<b>1.0%</b>	<b>-347.6%</b>
Income tax - net	(95)	0.0%	75	0.0%	226.7%
<b>Profit/(Loss) after taxation</b>	<b>(553)</b>	<b>-1.0%</b>	<b>260</b>	<b>1.0%</b>	<b>-312.7%</b>
<b>(Loss)/ Earnings per Shares</b>	<b>(9.89)</b>		<b>4.65</b>		



# STATEMENT OF FINANCIAL POSITION

	2024	2023
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	21,411	21,368
Intangible assets	9	13
Long-term Deposits	5	5
	<b>21,425</b>	<b>21,385</b>
<b>CURRENT ASSETS</b>		
Stock-in-trade	9,153	13,593
Stores, Spares and loose tools	591	398
Short term prepayments	23	14
Trade debts	6,940	6,635
Loans and Advances	83	487
Other receivables	171	84
Other financial assets	4,538	2,119
Advance income tax	729	795
Sales tax	395	439
Cash and bank balances	348	253
	<b>22,969</b>	<b>24,816</b>
<b>TOTAL ASSETS</b>	<b>44,394</b>	<b>46,202</b>

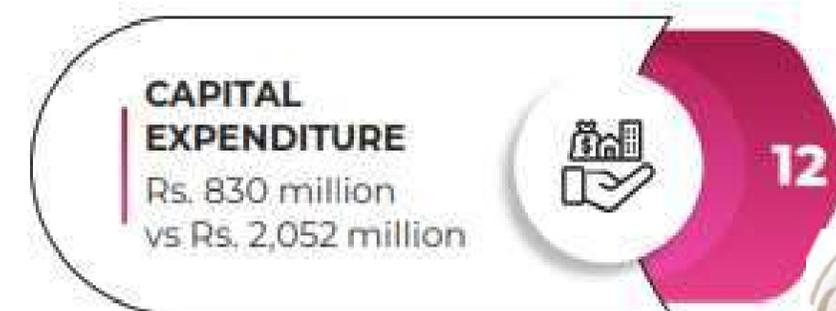
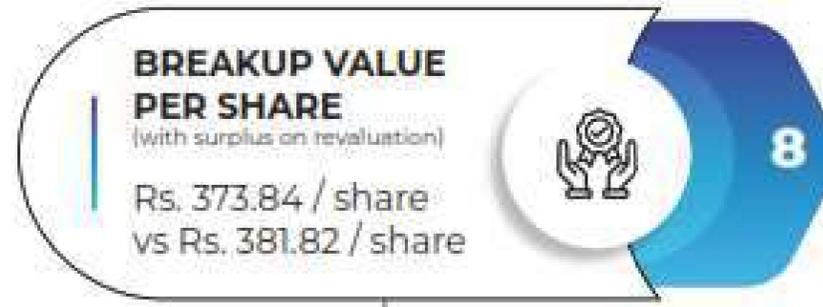


# STATEMENT OF FINANCIAL POSITION

	2024	2023
<b>EQUITY</b>		
Share capital	560	560
General Reserve	2,806	2,806
Unappropriated Profit	7,084	7,537
Surplus on revaluation of operating fixed assets	10,483	10,476
	<b>20,933</b>	<b>21,379</b>
<b>NON-CURRENT LIABILITIES</b>		
Long Term Loans	3,187	2,052
Deferred Liabilities	1,162	1,361
	<b>4,350</b>	<b>3,412</b>
<b>CURRENT LIABILITIES</b>		
Trade and other Payables	3,004	5,355
Interest/ Markup accrued on Borrowings	675	571
Short Term Borrowings	13,143	14,014
Current Portion of Long Term Finance	1,255	774
Unclaimed dividend	24	21
Provision for income tax	1,011	675
	19,112	21,410
<b>TOTAL LIABILITES &amp; EQUITY</b>	<b>44,394</b>	<b>46,202</b>



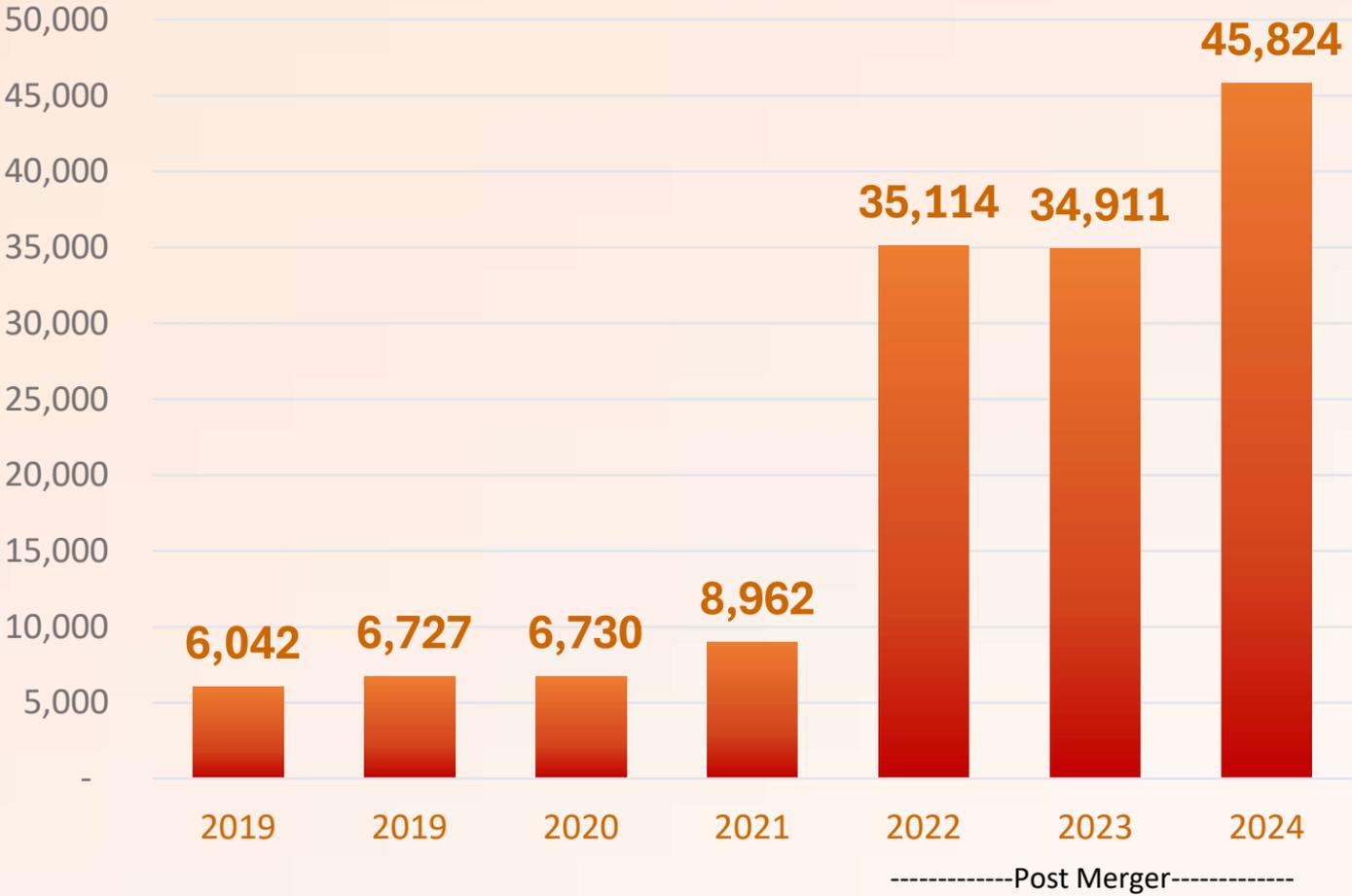
# KEY FINANCIAL HIGHLIGHTS (FY2024 vs FY 2023)



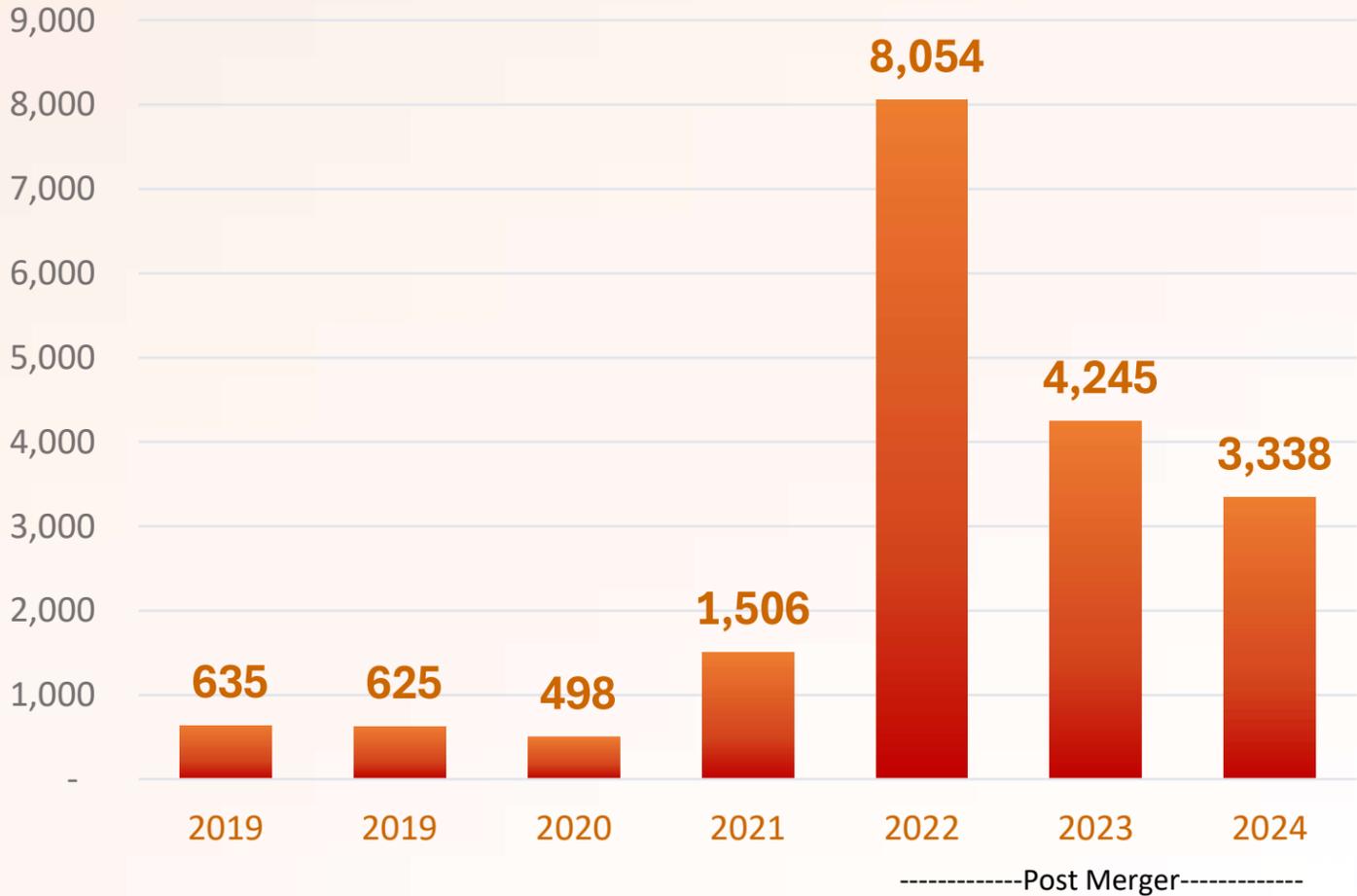
# SIX YEARS HIGHLIGHTS

Rs. in millions

## Turnover



## Gross Profit



# OUTLOOK

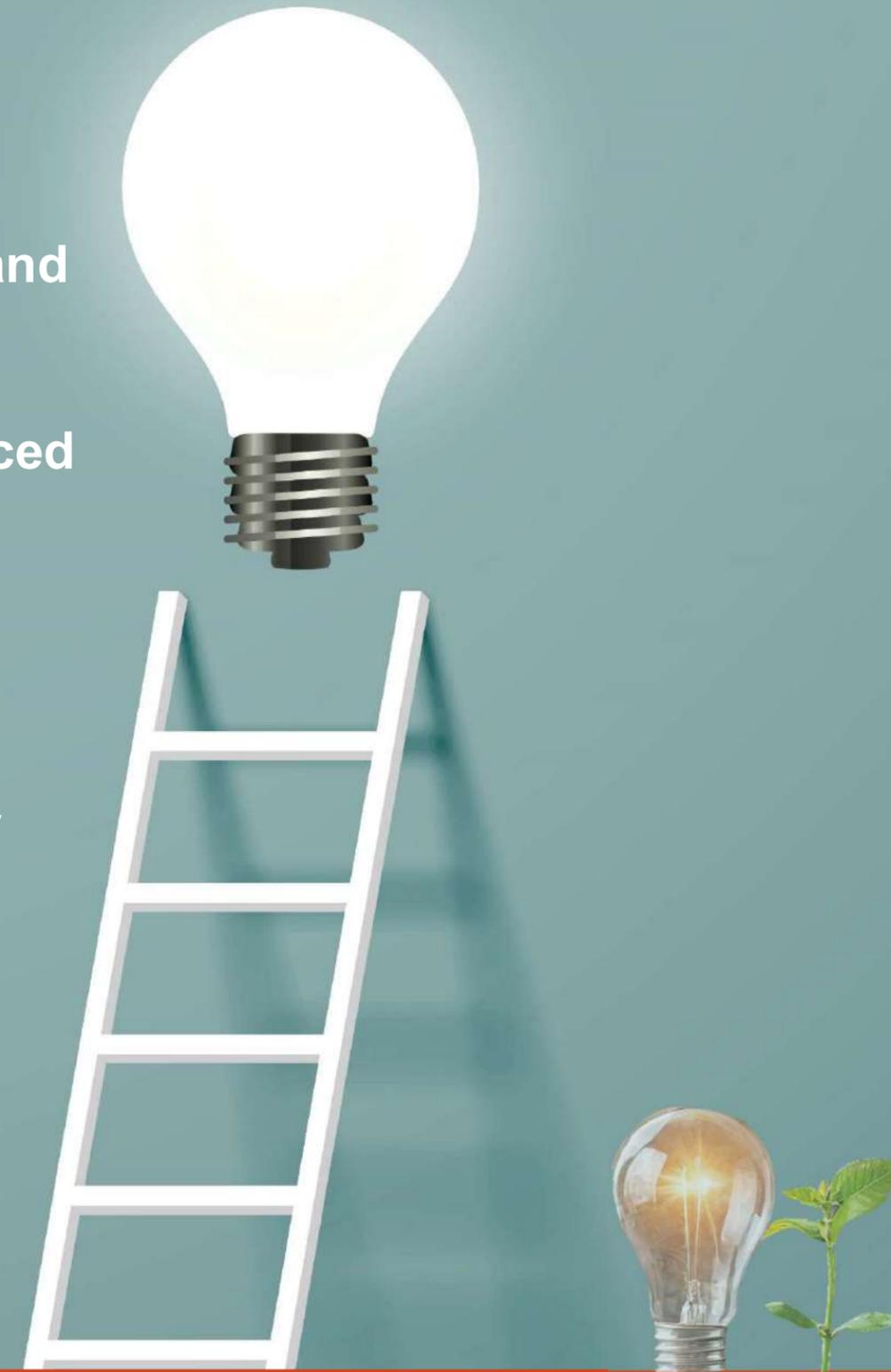
# CHALLENGES

- Fluctuations in raw material prices, particularly cotton
- Higher costs of doing business, including energy, interest, taxes, and inflation
- Economic instability, trade tensions, political uncertainty and Middle East unrest
- Supply chain disruptions caused by natural disasters or geopolitical issues
- Intense competition and aggressive pricing strategies in the textile industry
- Changes in regulations or government policies



# FUTURE PROSPECTS

- Installation of further 6.6 MW Solar plant, which is expected to complete by February 2025
- Implementation of BI-powered dashboards for data-driven analysis and decision-making
- Optimization of Inventory management and control through advanced bar-coding software
- Continued Capacity Maintenance and BMR for optimum business processes
- Significant plans to invest in energy conservation, Health and Safety and DE&I projects
- Increased momentum in Export



# Q&A Session



# THANK YOU



Annual Report '24

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