

**Workings ->**

## Sales - Net

	2019A	2020A	2021A	2022A	2023A	2024F
	(Rupees'000)					
Export Sales	33,941,213	33,326,780	50,368,323	84,230,046	112,942,064	170,335,650
Local Sales	3,775,022	3,765,833	5,515,410	8,114,857	7,776,228	7,776,228
	37,716,235	37,092,613	55,883,733	92,344,903	120,718,292	178,111,878
Less:						
Sales Discount	(206,792)	(246,720)	(113,523)	(283,818)	(377,444)	(378,981)
Sales Tax	(31,122)	(543,099)	(807,945)	(1,167,036)	(1,140,555)	(1,152,419)
	(237,914)	(789,819)	(921,468)	(1,450,854)	(1,517,999)	(1,531,401)
	<b>37,478,321</b>	<b>36,302,794</b>	<b>54,962,265</b>	<b>90,894,049</b>	<b>119,200,293</b>	<b>176,580,477</b>
Export Sales		-1.81%	51.13%	67.23%	34.09%	50.82%
Local Sales		-0.24%	46.46%	47.13%	-4.17%	0.00%
Sales Discount	0.55%	0.67%	0.20%	0.31%	0.31%	0.41%
Sales Tax	0.08%	1.46%	1.45%	1.26%	0.94%	1.04%

	UOM	202
<b>45. PLANT CAPACITY AND ACTUAL PRODUCTION</b>		
<b>Hosiery</b>		
Installed capacity - knitting	[DZN]	6
Actual production - knitting	[DZN]	5
<b>Spinning</b>		
Installed capacity after conversion into 20/s	[LBS]	3
Actual production after conversion into 20/s	[LBS]	2
<b>Yarn Dyeing</b>		
Installed capacity	[KGs]	
Actual production	[KGs]	
<b>Denim</b>		
Installed capacity	[Pieces]	
Actual production	[Pieces]	
<b>Active Wear and Apparel</b>		
The plant capacity of these divisions is indeterminable due to multi product plans involving manufacturing and run length of order lots.		
<b>45.1 Reason for shortfall</b>		
- The actual production is planned to meet the internal demand and orders in		

2025F	2026F	2027F	2028F
340,671,299	513,789,682	770,684,523	1,156,026,785
7,776,228	7,776,228	7,776,228	7,776,228
348,447,527	521,565,910	778,460,751	1,163,803,013
(380,525)	(382,075)	(383,631)	(385,194)
(1,181,230)	(1,209,579)	(1,238,609)	(1,268,336)
(1,561,755)	(1,591,654)	(1,622,240)	(1,653,529)
<b>346,885,773</b>	<b>519,974,256</b>	<b>776,838,511</b>	<b>1,162,149,483</b>
100.00%	50.82%	50.00%	50.00%
0.00%	0.00%	0.00%	0.00%
0.41%	0.41%	0.41%	0.41%
2.50%	2.40%	2.40%	2.40%

2022

Figures in '000

6,342	66,303
0,067	55,702
1,637	29,949
5,756	26,214
6,337	5,074
4,480	4,468
6,000	6,000
4,233	4,620

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hand.

## COGS

	2019A	2020A	2021A	2022A	2023A	2024F
	(Rupees'000)					
Cost of sales	23,873,326	26,426,800	38,410,828	61,942,054	75,955,295	123,807,131
Depreciation	1,641,234	1,980,510	2,279,613	2,774,273	3,213,744	
Amortization	9,047	14,931	18,329	47,630	62,205	
Depreciation on right of	-	16,835	41,215	63,923	96,677	
D&A	1,650,281	2,012,276	2,339,157	2,885,826	3,372,626	6,183,601
	(25,523,607)	(28,439,076)	(40,749,985)	(64,827,880)	(79,327,921)	(129,990,732)
Cost of sales (as % of sales)	63.70%	72.80%	69.89%	68.15%	63.72%	63.00%

2025F	2026F	2027F	2028F
201,186,588	325,922,272	526,364,469	847,446,795
8,154,485	10,753,543	14,180,992	18,700,862
(209,341,072)	(336,675,815)	(540,545,461)	(866,147,658)
62.50%	62.00%	61.50%	61.00%

## Operating expenses

	2019A	2020A	2021A	2022A	2023A
					(Rup
Distribution cost	(2,783,719)	(2,007,264)	(2,639,632)	(3,382,031)	(3,952,564)
Administrative expenses	(1,984,209)	(2,197,949)	(2,796,180)	(4,681,472)	(6,245,370)
Other operating expenses	(784,540)	(504,513)	(919,479)	(2,143,370)	(2,721,284)
	<b>(5,552,468)</b>	<b>(4,709,726)</b>	<b>(6,355,291)</b>	<b>(10,206,873)</b>	<b>(12,919,218)</b>
As % of sales					
Distribution cost	7.43%	5.53%	4.80%	3.72%	3.32%
Administrative expenses	5.29%	6.05%	5.09%	5.15%	5.24%
Other operating expenses	2.09%	1.39%	1.67%	2.36%	2.28%

2024F	2025F	2026F	2027F	2028F
ees'000)				
(6,968,676)	(13,689,705)	(20,520,571)	(30,657,613)	(45,863,753)
(9,473,928)	(18,611,179)	(27,897,754)	(41,679,082)	(62,351,857)
(3,459,928)	(6,796,900)	(10,188,405)	(15,221,418)	(22,771,223)
<b>(19,902,532)</b>	<b>(39,097,783)</b>	<b>(58,606,730)</b>	<b>(87,558,113)</b>	<b>(130,986,833)</b>

3.95%	3.95%	3.95%	3.95%	3.95%
5.37%	5.37%	5.37%	5.37%	5.37%
1.96%	1.96%	1.96%	1.96%	1.96%

Other income

	2019A	2020A	2021A	2022A	2023A	2024F
						(Rupees'0
Other income	14,444	99,001	162,912	57,122	158,237	283,676
% of revenue	0.04%	0.27%	0.30%	0.06%	0.13%	0.16%



	2025F	2026F	2027F	2028F
00)				
	557,271	835,338	1,247,990	1,866,991
	0.16%	0.16%	0.16%	0.16%

## PPE

	2019A	2020A	2021A	2022A	2023A
	(Rupee)				
Beginning PPE	15,451,969	18,256,474	22,744,239	26,193,029	34,730,382
Adjusted: Capex	4,454,786	6,500,041	5,787,947	11,423,179	27,293,097
Depreciation	(1,641,234)	(1,980,510)	(2,279,613)	(2,774,273)	(3,213,744)
Depreciation on right of use assets	-	(16,835)	(41,215)	(63,923)	(96,677)
Amortization	(9,047)	(14,931)	(18,329)	(47,630)	(62,205)
D&A	(1,650,281)	(2,012,276)	(2,339,157)	(2,885,826)	(3,372,626)
<b>Ending PPE</b>	<b>18,256,474</b>	<b>22,744,239</b>	<b>26,193,029</b>	<b>34,730,382</b>	<b>58,650,853</b>
D&A as a % of PP&E	11%	11%	10%	11%	10%
Capex as a % of PP&E	28.8%	35.6%	25.4%	43.6%	78.6%
Depreciation	99.5%	98.4%	97.5%	96.1%	95.3%
Depreciation on right of use assets	0.0%	0.8%	1.8%	2.2%	2.9%
Amortization	0.5%	0.7%	0.8%	1.7%	1.8%

	2024F	2025F	2026F	2027F	2028F
ps'000)					
	58,650,853	77,344,488	101,996,298	134,505,315	177,375,848
	24,877,237	32,806,294	43,262,560	57,051,524	75,235,409
	(6,019,750)	(7,938,410)	(10,468,599)	(13,805,228)	(18,205,333)
	(94,982)	(125,256)	(165,178)	(217,825)	(287,251)
	(68,869)	(90,819)	(119,766)	(157,938)	(208,278)
	(6,183,601)	(8,154,485)	(10,753,543)	(14,180,992)	(18,700,862)
	77,344,488	101,996,298	134,505,315	177,375,848	233,910,395

10.5%	10.5%	10.5%	10.5%	10.5%
42.4%	42.4%	42.4%	42.4%	42.4%
97.4%	97.4%	97.4%	97.4%	97.4%
1.5%	1.5%	1.5%	1.5%	1.5%
1.1%	1.1%	1.1%	1.1%	1.1%

## Working capital

	2019A	2020A	2021A	2022A	2023A
Trade debts (receivables)	8,247,740	7,207,391	15,052,940	28,603,965	34,138,665
Stock in trade (inventory)	6,282,491	8,810,625	11,276,308	23,142,048	19,728,810
Trade payables	3,576,861	3,031,231	5,551,641	9,084,790	12,003,908
<b>Net trade cycle</b>	<b>10,953,370</b>	<b>12,986,785</b>	<b>20,777,607</b>	<b>42,661,223</b>	<b>41,863,567</b>

### Selected case:

DSO	80.3	72.5	100.0	114.9	104.5
DIO	89.8	113.1	101.0	130.3	90.8
DPO	51.2	38.9	49.7	51.2	55.2
Net trade cycle	119.0	146.6	151.2	194.0	140.1

2024F	2025F	2026F	2027F	2028F
50,797,123.6	99,789,057.9	149,581,635.3	223,474,092.1	334,316,974.6
32,052,509.3	51,618,346.6	83,015,954.3	133,285,182.1	213,570,655.4
19,943,783.6	32,118,082.3	51,654,371.6	82,933,002.2	132,888,407.8
62,905,849	119,289,322	180,943,218	273,826,272	414,999,222

105.0	105.0	105.0	105.0	105.0
90.0	90.0	90.0	90.0	90.0
56.0	56.0	56.0	56.0	56.0
139.0	139.0	139.0	139.0	139.0

## Other Assets

	6/30/2019A	6/30/2020A	6/30/2021A	6/30/2022A	6/30/2023A	6/30/2024F
	(Rupees'000)					
Long Term Loans	65,762	113,823	144,673	179,626	147,858	379,256
Long Term Deposits	28,019	38,337	60,478	86,955	81,701	160,549
Stores And Spares	887,659	1,062,524	1,199,116	1,866,417	2,490,975	4,103,781
Loans And Advances	1,063,342	485,930	1,034,836	1,633,562	2,112,755	3,400,316
Deposit, Prepayment And	194,544	193,182	318,708	998,491	671,874	1,163,053
Accrued Income	10,441	2,239	2,131	4,570	1,623	15,643
Refunds Due From Gove	1,925,439	2,408,014	4,328,555	4,224,938	4,758,814	9,989,722
<b>As a % of revenues</b>						
Long Term Loans	0.18%	0.31%	0.26%	0.20%	0.12%	0.21%
Long Term Deposits	0.07%	0.11%	0.11%	0.10%	0.07%	0.09%
Stores And Spares	2.37%	2.93%	2.18%	2.05%	2.09%	2.32%
Loans And Advances	2.84%	1.34%	1.88%	1.80%	1.77%	1.93%
Deposit, Prepayment And	0.52%	0.53%	0.58%	1.10%	0.56%	0.66%
Accrued Income	0.03%	0.01%	0.00%	0.01%	0.00%	0.01%
Refunds Due From Gove	5.14%	6.63%	7.88%	4.65%	3.99%	5.66%

6/30/2025F	6/30/2026F	6/30/2027F	6/30/2028F	Assumption
745,034	1,116,790	1,668,478	2,496,041	Grows as a % of revenues
315,393	472,768	706,312	1,056,642	
8,061,725	12,084,351	18,053,949	27,008,687	
6,679,795	10,012,868	14,959,167	22,378,895	
2,284,774	3,424,826	5,116,670	7,654,533	
30,729	46,062	68,817	102,950	
19,624,437	29,416,606	43,948,239	65,746,512	

0.21%	0.21%	0.21%	0.21%
0.09%	0.09%	0.09%	0.09%
2.32%	2.32%	2.32%	2.32%
1.93%	1.93%	1.93%	1.93%
0.66%	0.66%	0.66%	0.66%
0.01%	0.01%	0.01%	0.01%
5.66%	5.66%	5.66%	5.66%

## Other Liabilities

	6/30/2019A	6/30/2020A	6/30/2021A	6/30/2022A	6/30/2023A
	(Rupee)				
Deferred Liabilities	2,482,623	3,140,682	3,816,001	5,048,654	7,999,204
Accrued Mark Up	110,483	191,136	221,674	702,689	1,830,013
Short Term Borrowings	11,726,000	14,354,861	19,636,066	35,007,908	42,148,912
<b>As a % of revenues</b>					
Deferred Liabilities	6.62%	8.65%	6.94%	5.55%	6.71%
Accrued Mark Up	0.29%	0.53%	0.40%	0.77%	1.54%
Short Term Borrowings	31.29%	39.54%	35.73%	38.52%	35.36%



6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F	6/30/2028F	Assumption
(\$'000)					
12,178,268	23,923,754	35,861,188	53,576,406	80,150,240	Grows as a % of revenues
1,247,698	2,451,057	3,674,081	5,489,055	8,211,620	
63,721,081	125,177,692	187,638,647	280,331,046	419,374,910	
6.90%	6.90%	6.90%	6.90%	6.90%	
0.71%	0.71%	0.71%	0.71%	0.71%	
36.09%	36.09%	36.09%	36.09%	36.09%	

Dividends

	2019A	2020A	2021A	2022A	2023A	2024F
	(Rupees'000)					
Dividends Paid	1,434,588	2,526,526	2,179,442	2,669,922	4,598,553	3,317,515
% of NI	28.68%	140.43%	35.04%	22.07%	24.88%	22.0%

2025F	2026F	2027F	2028F	Assumption
13,127,072	17,682,286	21,277,300	23,761,461	
20.0%	21.0%	21.0%	21.0%	Dividends are decreasing due to an increase in capex but in future years it is expected to increase.

## Financing

Cover negative cash flows with:

Debt	64%
Equity	36%

	6/30/2019A	6/30/2020A	6/30/2021A
<b>Financing mix</b>			
Liabilities to assets	56.2%	61.9%	66.2%
Equity to assets	43.8%	38.1%	33.8%

	6/30/2019A	6/30/2020A	6/30/2021A
Long-term debt, net of current	4,875,936.0	7,264,617.0	10,764,798.0
Finance Cost	(995,707.0)	(1,137,162.0)	(1,147,038.0)
Interest rate	20.4%	15.7%	10.7%

	6/30/2019A	6/30/2020A	6/30/2021A
<b>Unlevered Free Cash Flow</b>			
New Debt			
New Equity			

	6/30/2019A	6/30/2020A	6/30/2021A
<b>Long-term debt and capital leases, net of curren</b>			
Long Term Financing	3,628,745	6,861,130	8,213,978
Current Portion Of Non Current Liabilities	1,247,191	403,487	2,550,820
	4,875,936	7,264,617	10,764,798

<b>as a % of long-term debt and leases liabilities, net of current</b>			
Long Term Financing	74.4%	94.4%	76.3%
Current Portion Of Non Current Liabilities	25.6%	5.6%	23.7%

6/30/2022A	6/30/2023A	6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F
(Rupees'000)					
68.9%	65.0%				
31.1%	35.0%				

6/30/2022A	6/30/2023A	6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F
(Rupees'000)					
16,340,086.0	17,395,192.0	20,344,406.2	20,344,406.2	20,344,406.2	20,344,406.2
(2,492,950.0)	(5,527,536.0)	(3,017,359.2)	(2,828,163.6)	(2,828,163.6)	(2,828,163.6)
15.3%	31.8%	16.5%	16.5%	16.5%	16.5%

6/30/2022A	6/30/2023A	6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F
(Rupees'000)					
		(4,634,097.1)	44,143,536.7	50,495,051.4	53,509,692.8
		2,949,214.2	-	-	-
		1,684,883.0	-	-	-
		4,634,097.15	-	-	-

6/30/2022A	6/30/2023A	6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F
(Rupees'000)					
14,396,116	15,348,901	17,150,780	17,150,780	17,150,780	17,150,780
1,943,970	2,046,291	3,193,626	3,193,626	3,193,626	3,193,626
16,340,086	17,395,192	20,344,406.2	20,344,406.2	20,344,406.2	20,344,406.2
88.1%	88.2%	84.3%	84.3%	84.3%	84.3%
11.9%	11.8%	15.7%	15.7%	15.7%	15.7%

6/30/2028F

6/30/2028F

20,344,406.2  
(2,828,163.6)  
16.5%

6/30/2028F

45,527,524.6  
-  
-  
-

6/30/2028F

17,150,780  
3,193,626  
20,344,406.2

84.3%  
15.7%

Equity

Closing Equity = Opening Equity+Net Income+Added Equity-Dividends

	6/30/2019A	6/30/2020A	6/30/2021 A	6/30/2022A	6/30/2023A
Closing Equity					(Rupee
Opening Equity					
Net Income					
Added Equity					
Dividends					
Closing Equity					43,806,406

Delta Equity = Opening Equity+Net Income-Closing Equity

	6/30/2019A	6/30/2020A	6/30/2021 A	6/30/2022A	6/30/2023A
Delta Equity					(Rupee
Opening Equity					
Net Income					
dividends					
Closing Equity					
Delta Equity					

6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F	6/30/2028F
ns'000)				
43,806,406	58,941,245	113,137,391	181,344,324	263,075,358
16,767,471	67,323,217	85,889,220	103,008,334	114,837,674
1,684,883	-	-	-	-
(3,317,515)	(13,127,072)	(17,682,286)	(21,277,300)	(23,761,461)
<b>58,941,245</b>	<b>113,137,391</b>	<b>181,344,324</b>	<b>263,075,358</b>	<b>354,151,571</b>

6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F	6/30/2028F
ns'000)				
43,806,406	58,941,245	113,137,391	181,344,324	263,075,358
16,767,471	67,323,217	85,889,220	103,008,334	114,837,674
(3,317,515)	(13,127,072)	(17,682,286)	(21,277,300)	(23,761,461)
(58,941,245)	(113,137,391)	(181,344,324)	(263,075,358)	(354,151,571)
<b>(1,684,883)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>



## WACC

Risk-free rate	15.65%
Market risk premium	8.00%
Market Beta (as of 23 Dec 2023)	0.99
Tax rate	30%

Cost of equity	23.6%
Current bond Yield as of 19th Nov	16.5%

	6/30/2019A	6/30/2020A	6/30/2021A	6/30/2022A	6/30/2023A
	(Rupee)				
Debt	3,628,745	6,861,130	8,213,978	14,396,116	15,348,901
Equity	17,879,784	17,279,692	20,514,612	29,940,270	43,806,406
	21,508,529	24,140,822	28,728,590	44,336,386	59,155,307
Debt / (Debt + Equity)	16.9%	28.4%	28.6%	32.5%	25.9%
Equity / (Debt + Equity)	83.1%	71.6%	71.4%	67.5%	74.1%
Cost of debt					
Cost of equity					

## WACC

	6/30/2024F	6/30/2025F	6/30/2026F	6/30/2027F	6/30/2028F
Assets'000)					
	117,496,322	204,076,075	299,233,779	442,735,001	661,030,669
	58,941,245	113,137,391	181,344,324	263,075,358	354,151,571
	176,437,567	317,213,466	480,578,103	705,810,359	1,015,182,239
	66.6%	64.3%	62.3%	62.7%	65.1%
	33.4%	35.7%	37.7%	37.3%	34.9%
	16.5%	16.5%	16.5%	16.5%	16.5%
	23.6%	23.6%	23.6%	23.6%	23.6%
	15.6%	19.0%	19.2%	19.1%	19.0%