

Corporate Briefing Session

Treet Corporation Limited

Treet Battery Limited

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Date: Tue, 25-Mar-25



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History

The history of Ali Group dates back to pre-independence days, when the highly dynamic personality of Sir Syed Maratib Ali envisioned the importance of trade and industry in the sub-continent. He expanded his agricultural business into trading and industrial partnerships. Soon after the independence of Pakistan in 1947, business activities were further developed as an industrial conglomerate known as Treet Corporation and its associated companies.



Syed Maratib Ali



Syed Wajid Ali

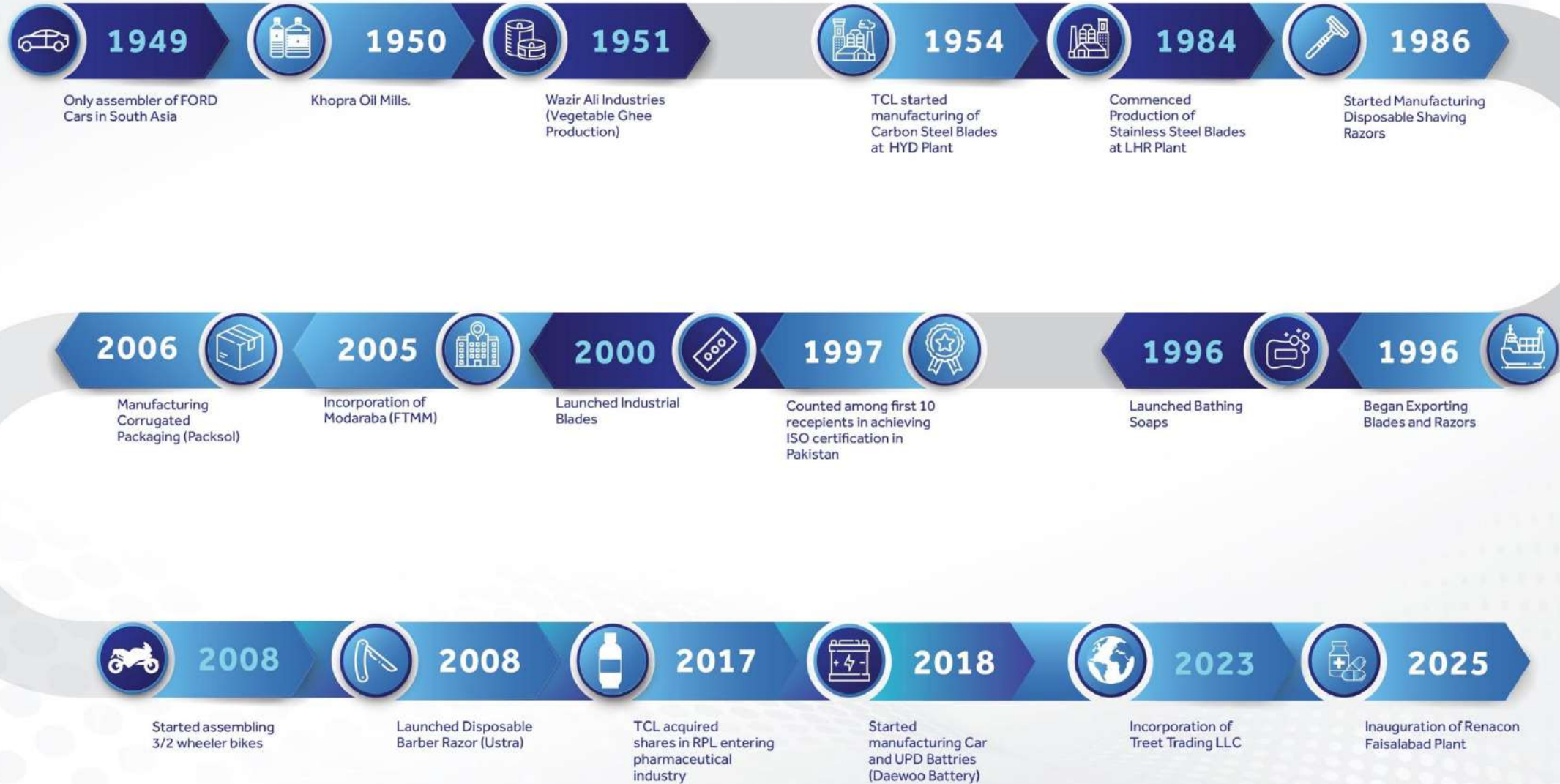


Syed Shahid Ali



Syed Sheharyar Ali

A Journey of Over 70 Years



Beyond the Performative: Treet walks the talk on D&I, Sustainability, and Social Impact

A commitment that lasts.

A long-standing commitment to providing meaningful employment for individuals with special physical and intellectual needs—an initiative that has spanned decades, fostering an inclusive and equitable workplace.



Empowerment at the grassroots

Approximately 20% of the manufacturing workforce are women—primarily on the factory floor—enhancing economic participation and supporting financial independence through stable employment.



Environmental Responsibility

Maintaining a vital 'urban lung' in the heart of a bustling industrial estate. Through tree plantations and sustainable practices, Treet actively works to reduce its environmental impact.



Investing in the next generation

Supporting educational initiatives at leading institutions like NUST and Beaconhouse, providing resources and opportunities to nurture future leaders and innovators.



Beyond the Performative: Treet walks the talk on D&I, Sustainability, and Social Impact

Oxford Partnership

We proudly support the prestigious Oxford Pakistan Programme, fostering strong ties and empowering talented Pakistanis to pursue education at Oxford University. This initiative reflects our commitment to building bridges and nurturing future leaders.



Expanding Healthcare Access

Our dedication to healthcare is reflected in our collaborations with Gulab Devi and Liaquat National Hospital, working together to provide accessible, reliable medical care and improve lives.



Supporting Musical Heritage

We proudly support the All Pakistan Music Association, providing a platform to celebrate Pakistan's rich musical heritage while fostering and nurturing emerging talent to ensure a thriving music industry for future generations.



Community Support

Treet's CSR initiatives include funding and maintaining a bus stop near our office, enhancing public transportation accessibility and supporting the well-being of our local community.



Investments in Products & Brand

Evolution

Investing in the future of Treet through product development, marketing, and expansion into new markets



Evolution

Investing in the future of Treet through product development, marketing, and expansion into new markets

Expansion to Modern Trade

Installed branded gondolas across major supermarkets across Pakistan.



Growth Investments



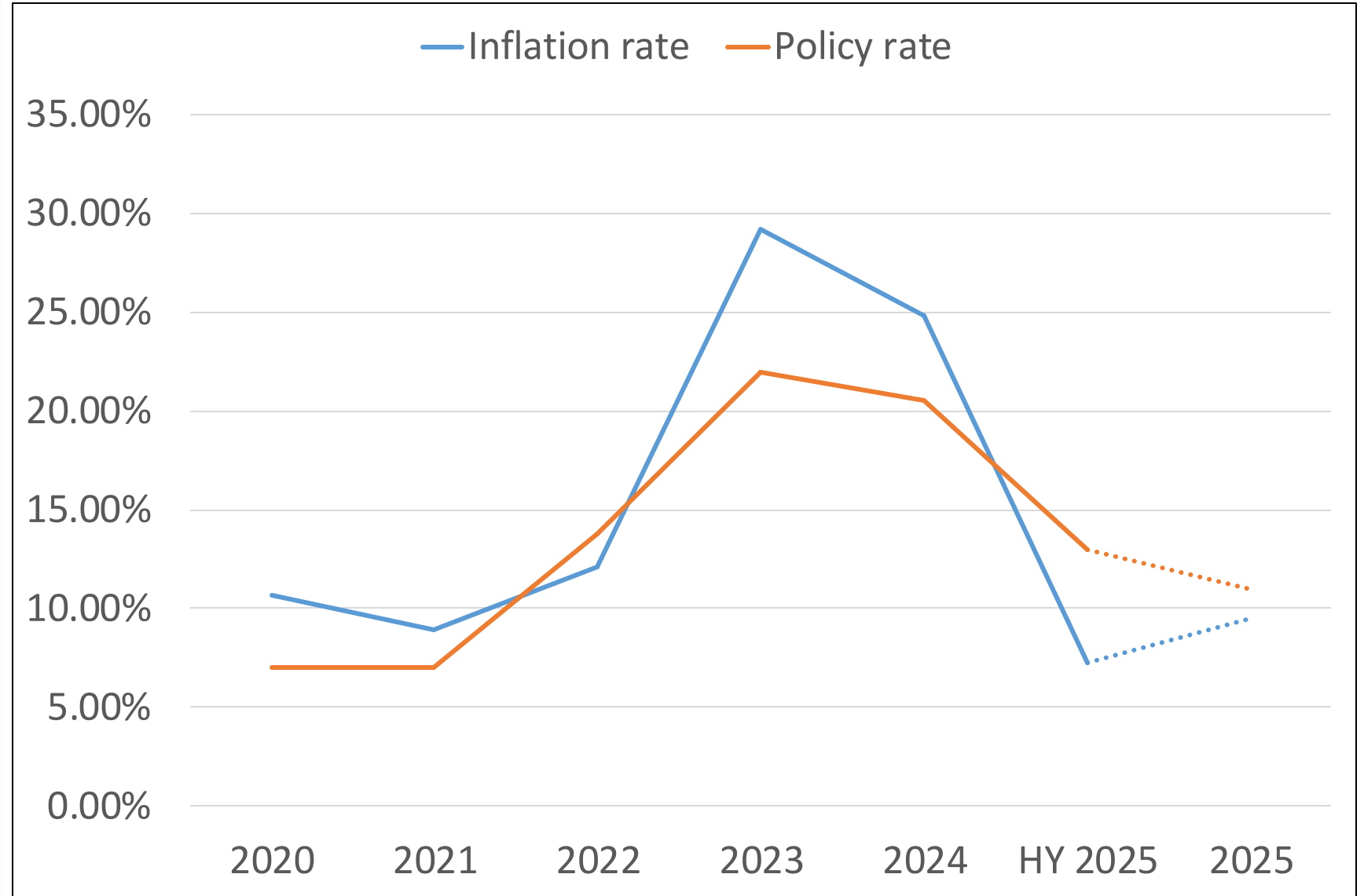
New Production Facility for
Treet Renacon



Physical Presence in Middle East for
Treet Corporation

Headwinds Easing

Inflation is coming down, and SBP has started reducing the Policy rate in line with inflation



*Policy Rate expectation from bank

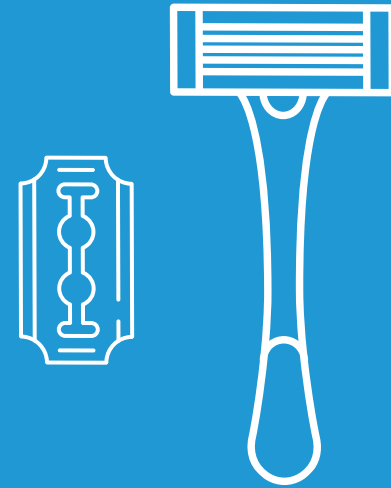
**Inflation form IMF

Blades & Razors (Treet Corporation Limited)

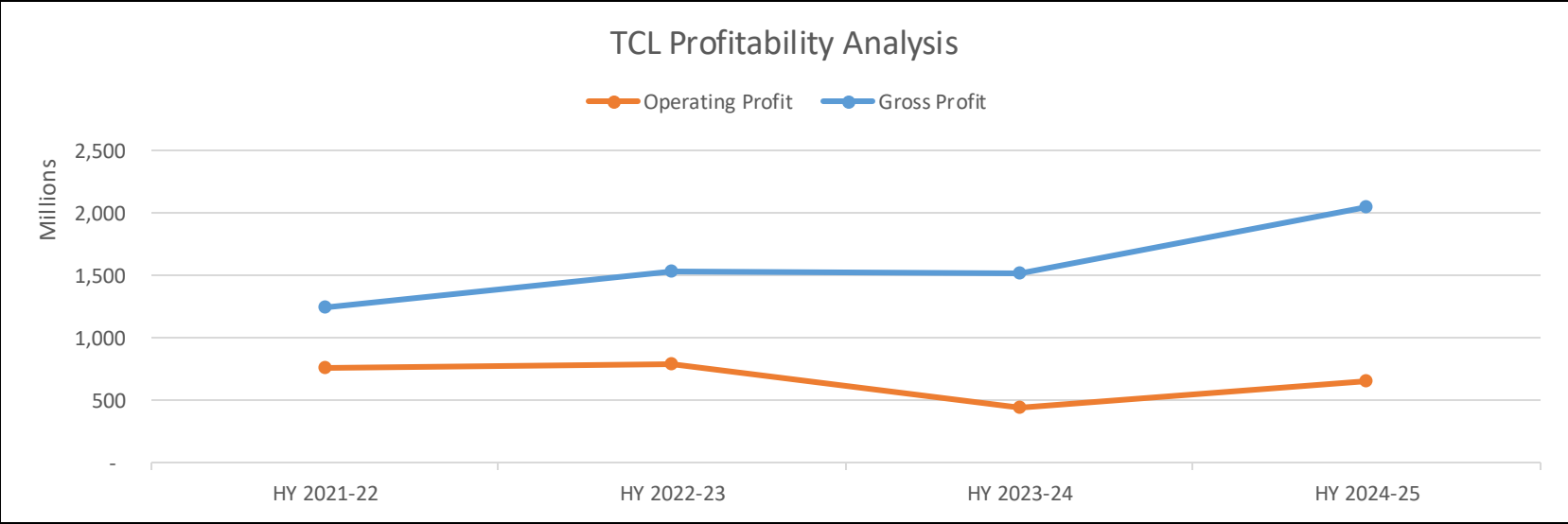
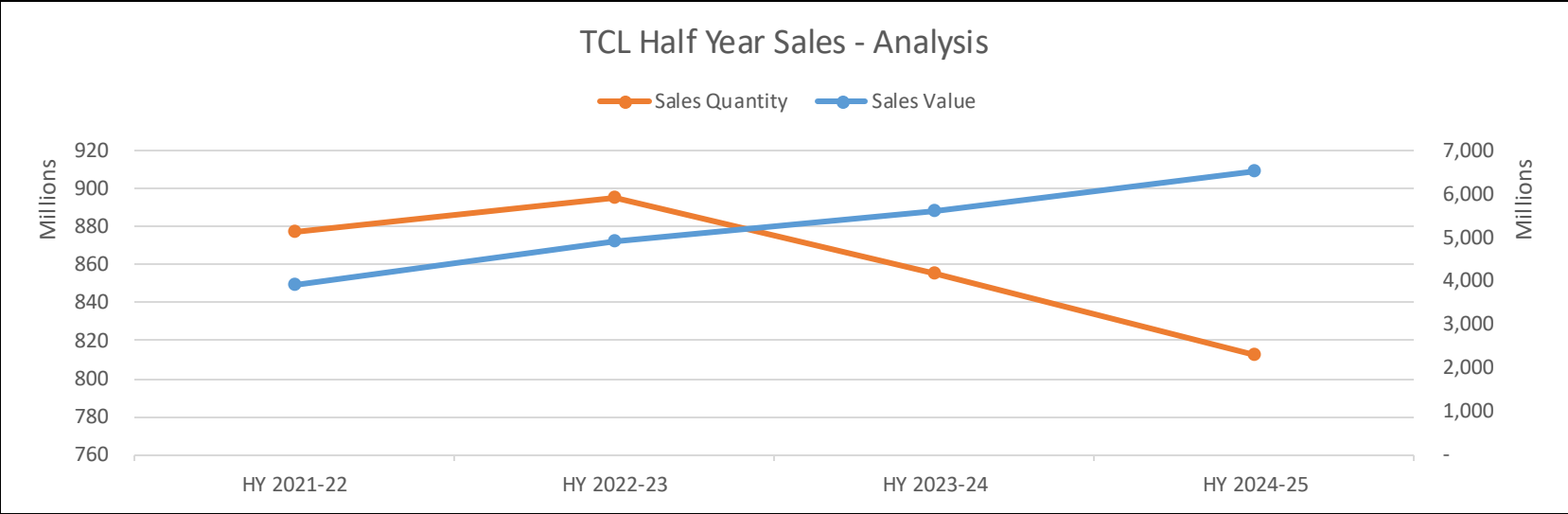
Financial Performance

Half Year

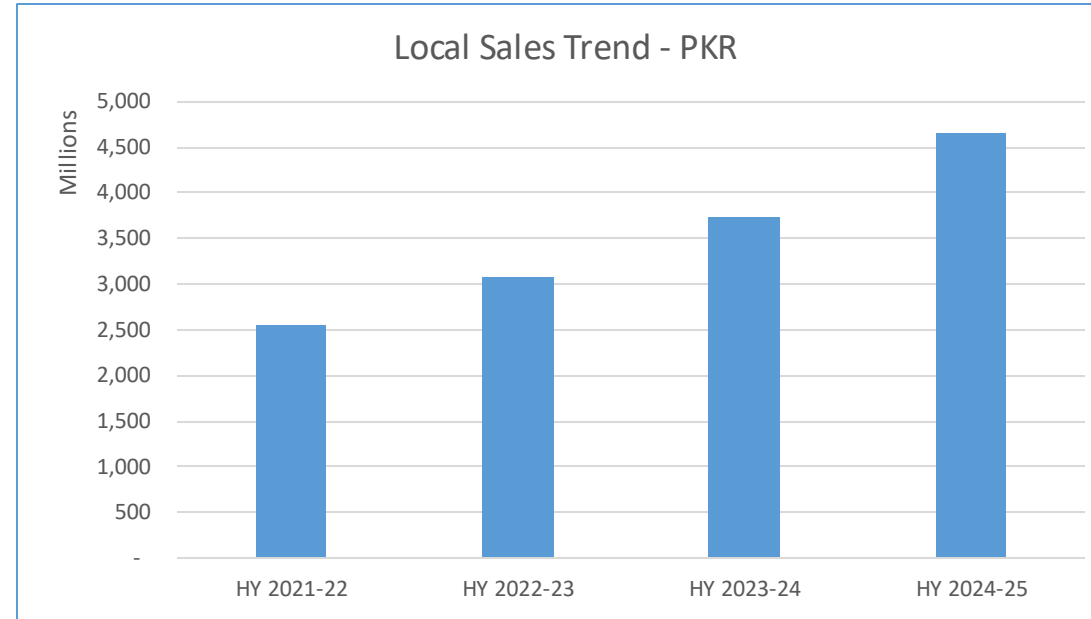
2024-25



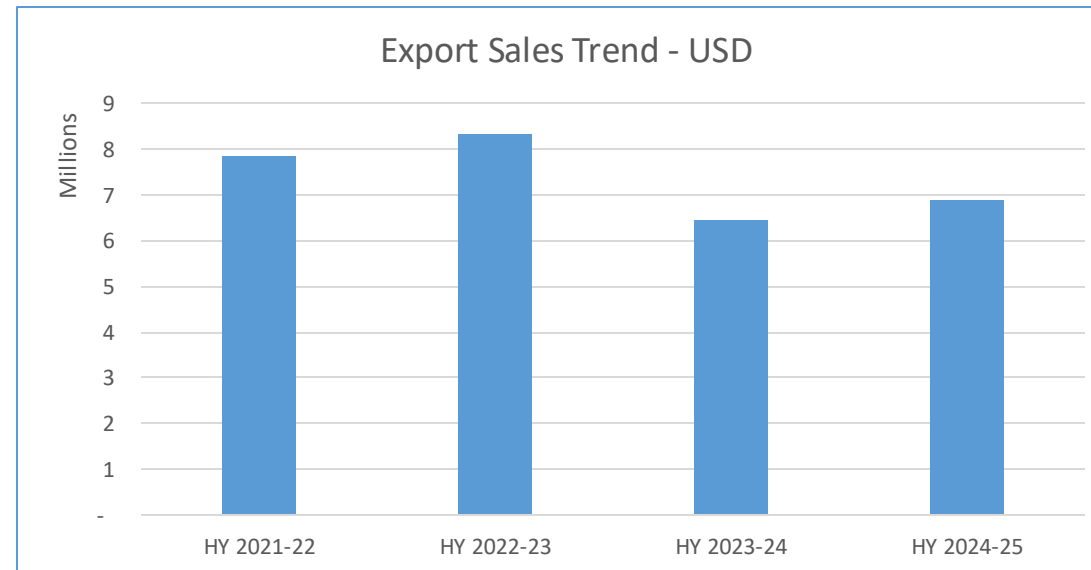
Focus on value over volumes, pricing interventions, and portfolio upgradation in a value-conscious segment



Domestic business has shown strong growth trajectory in first half of 24-25, helping to offset some of the downside on exports



Locals sales have demonstrated remarkable resilience, successfully fighting against grey market products to defend share in the value-conscious space, while improving product mix to drive greater revenues, along with pricing interventions

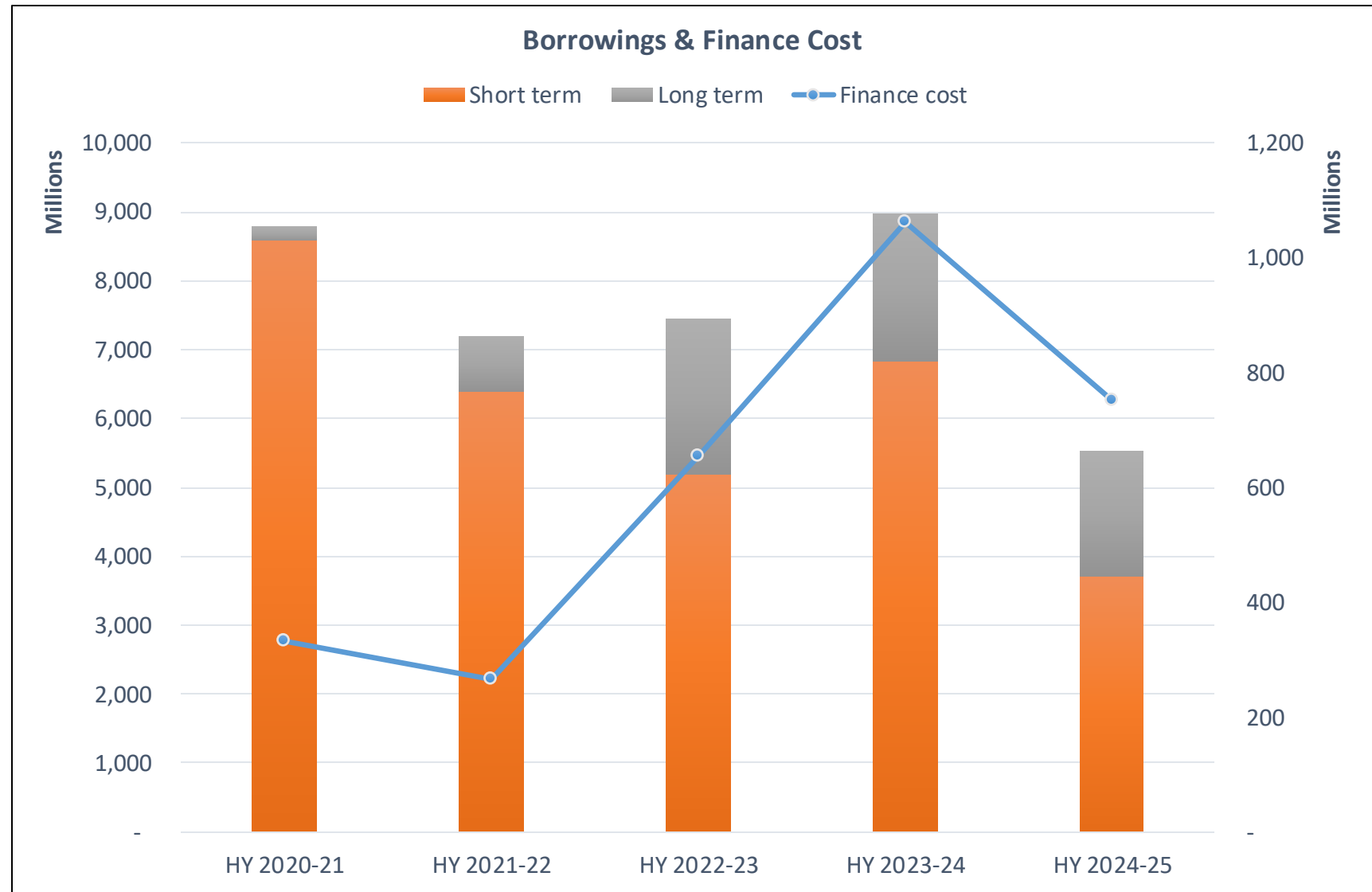


Opening sales office in Dubai with some warehousing capability will help increase sales into regional countries

New product introductions in targeted geographies to improve share of wallet

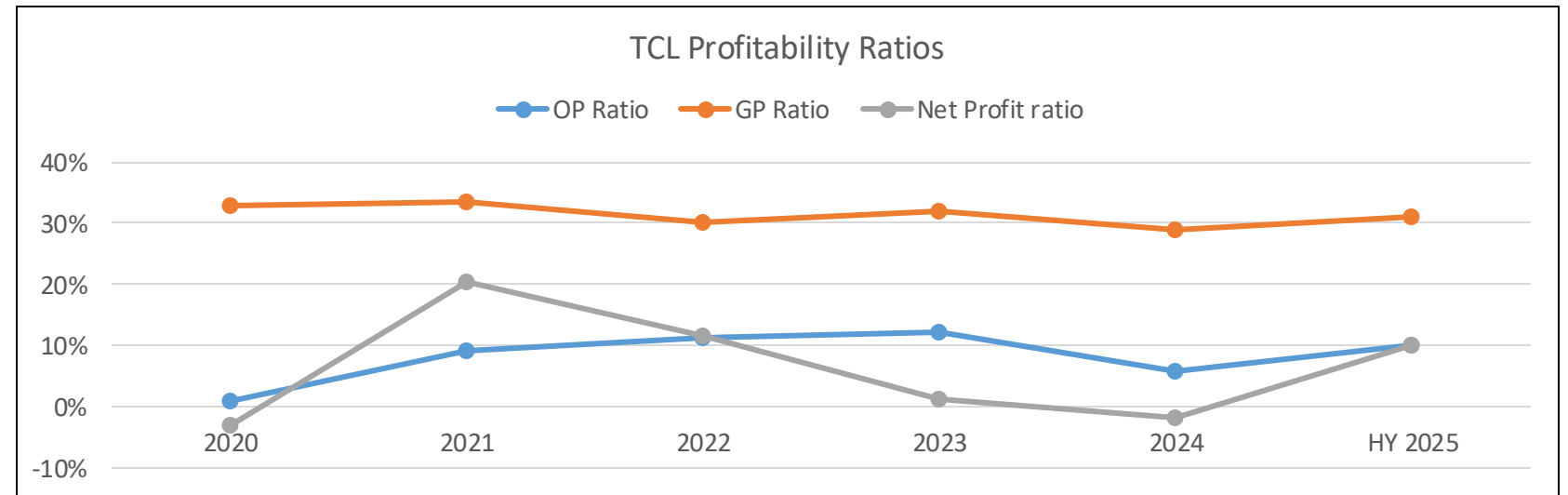
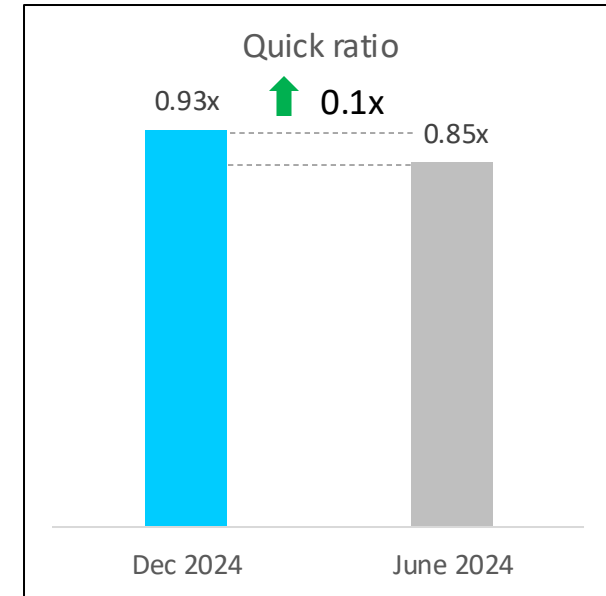
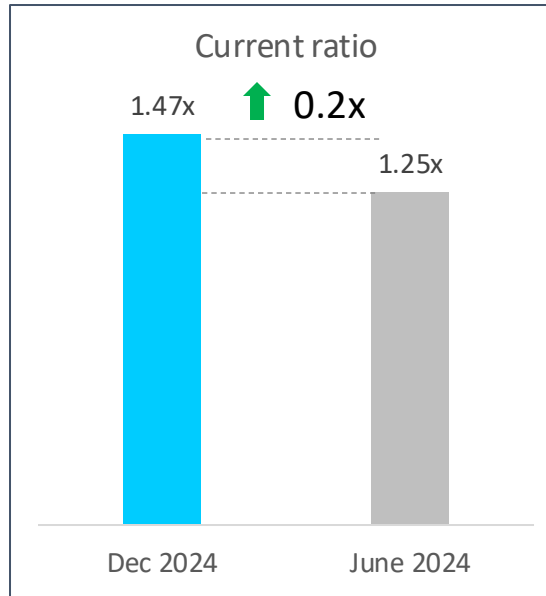
Interest Cost and Borrowings

Interest rates
reduction along with
reduced borrowing
cost will help in
curtailing finance cost



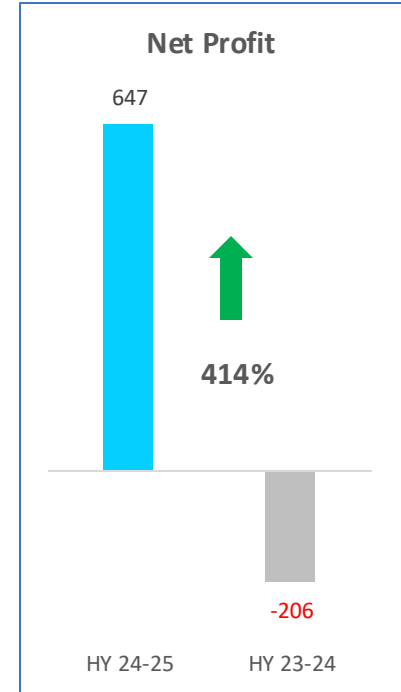
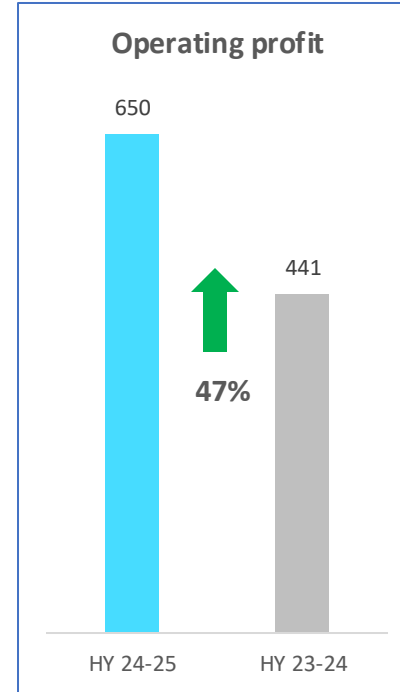
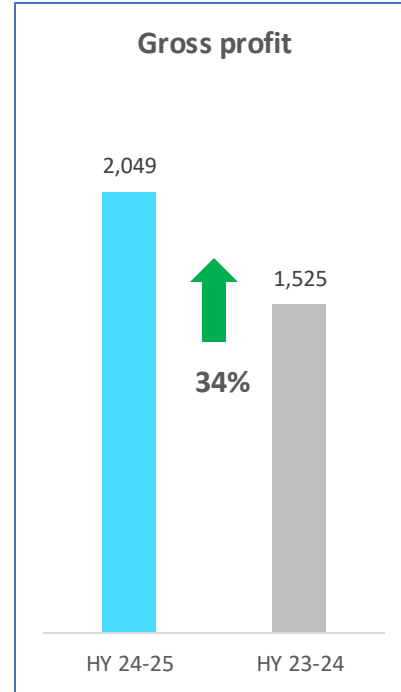
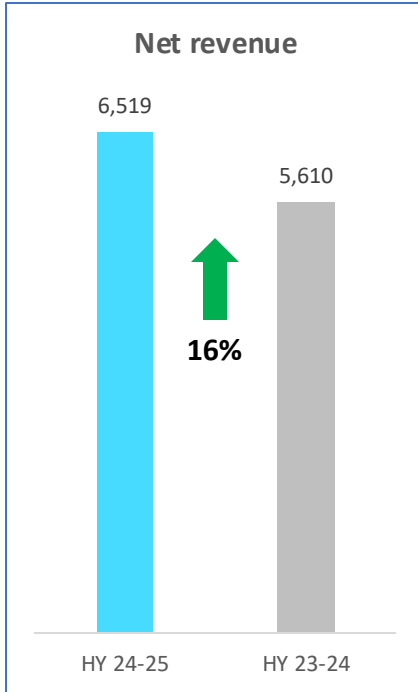
Margin Analysis

Working capital ratios have improved markedly compared to last year; profitability ratios also shows positive indicators



TCL Profitability Analysis

A strong profit trajectory over the period, net profit of Rs. 128Mn reported from core business operations



Avg unit price
+22%
Volumes
-4.4%



Operating expenses as % of rev
+11.2%



Portfolio action
Profit Rs. 594Mn
from sale of TBL shares



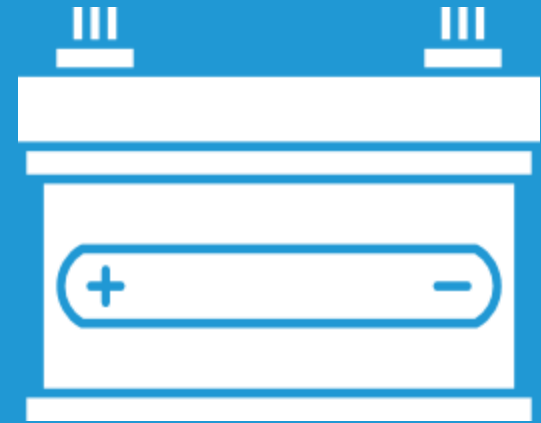
Finance cost growth
-29.2%
as % of rev
-39.1%

Batteries (Treet Battery Limited)

Financial Performance

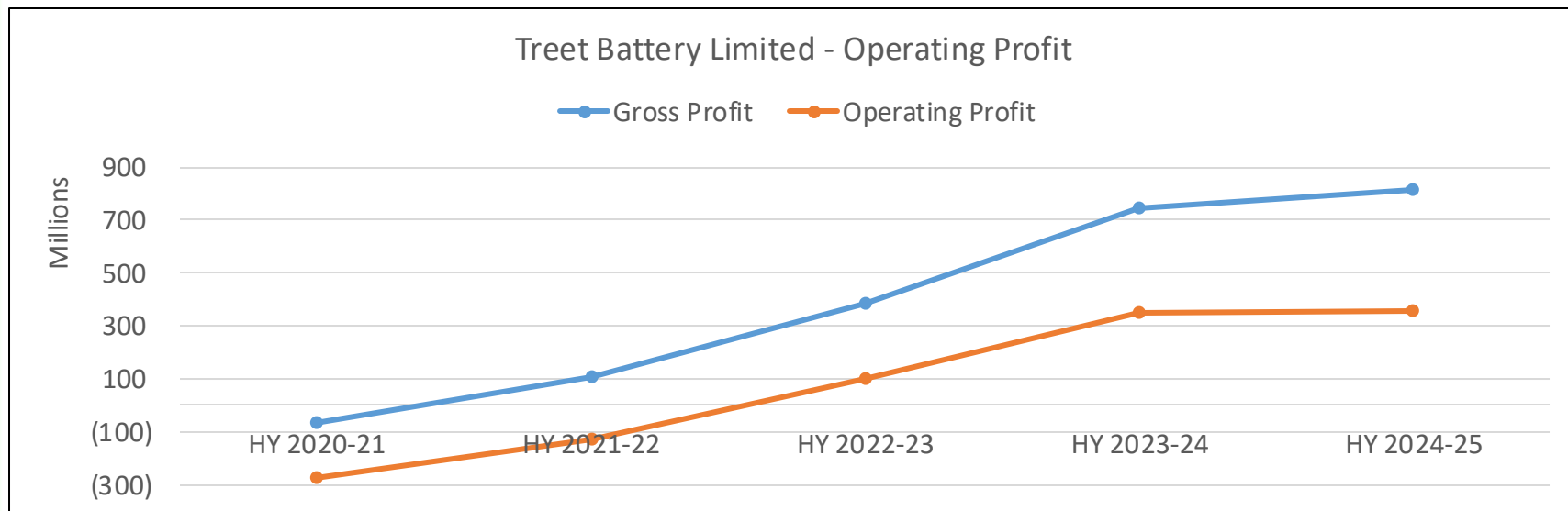
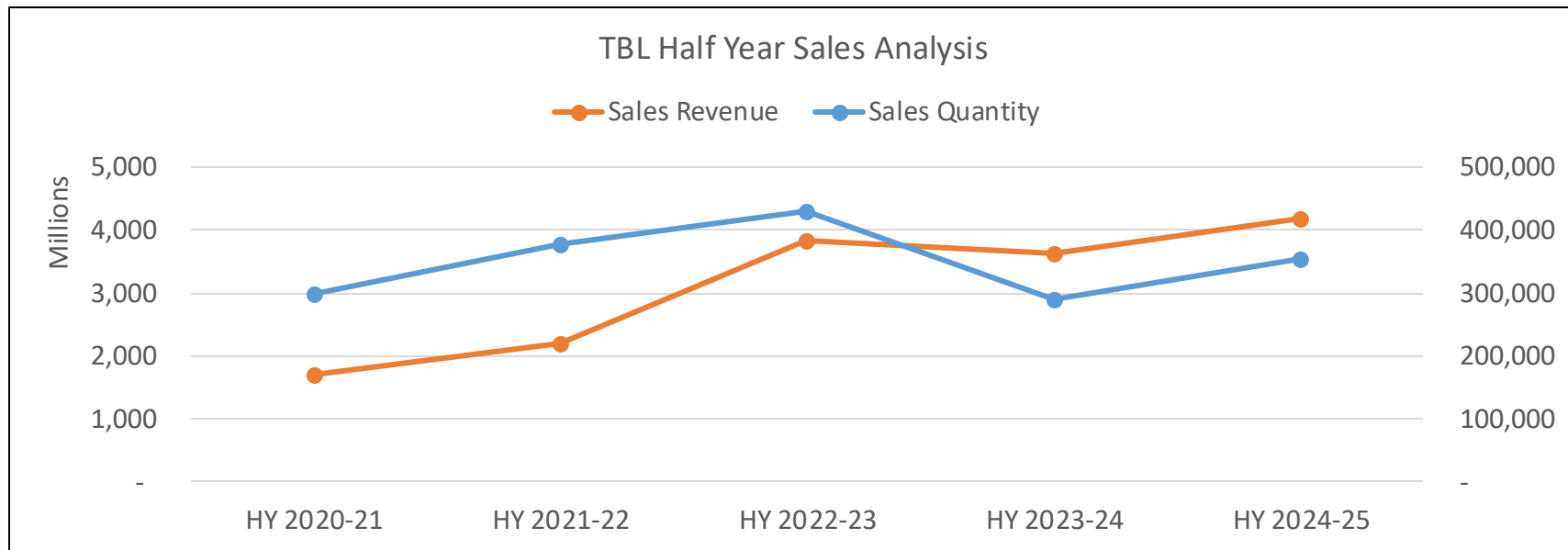
Half Year

2024-25



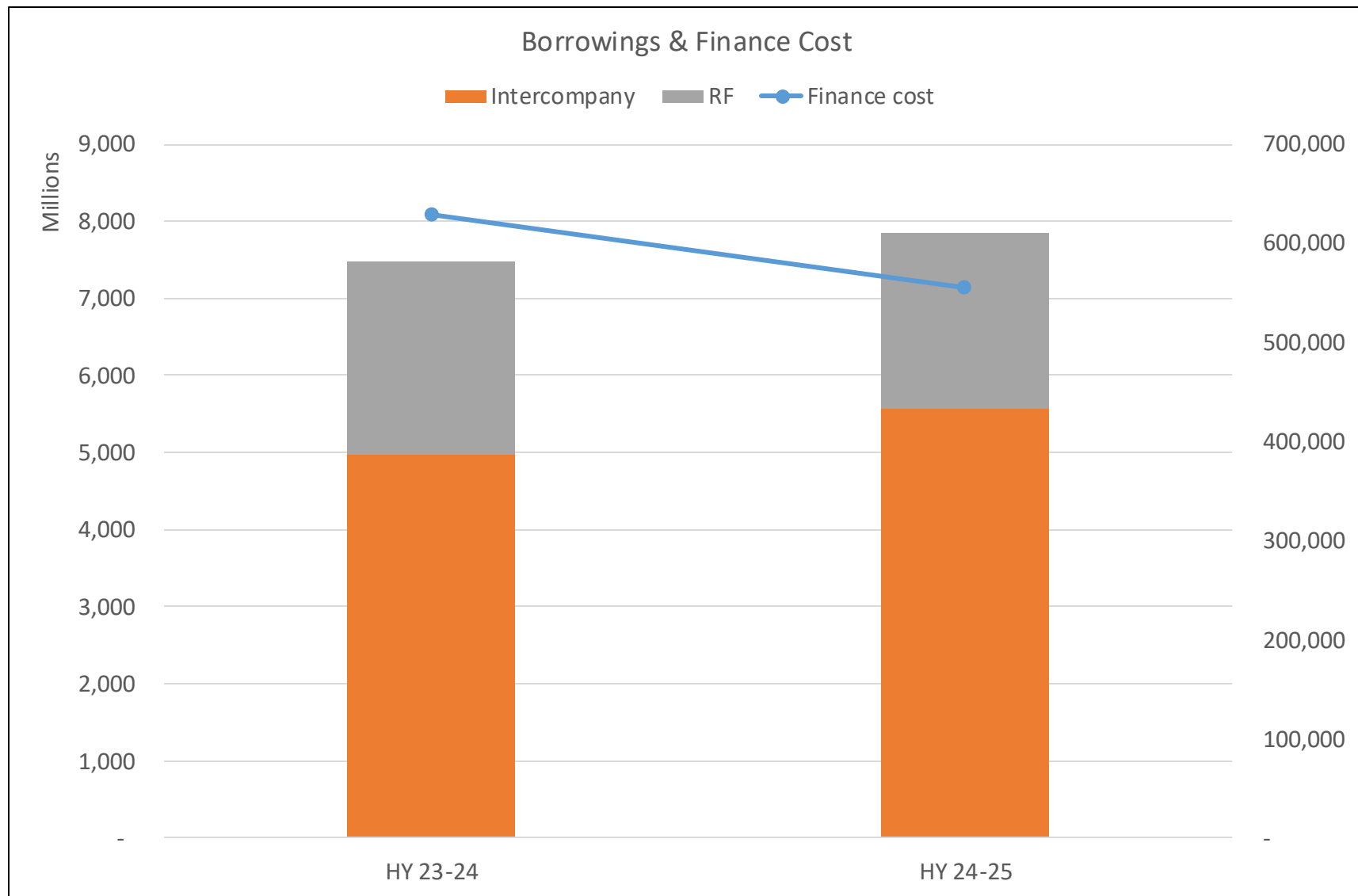
Performance Dashboard

Very strong trajectory of growing operating results over the period – focus remains on growing profitable volumes



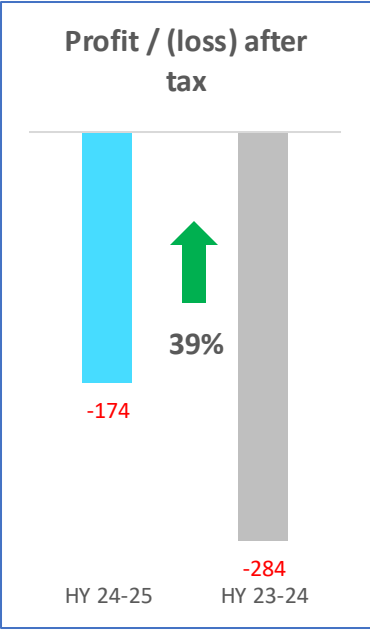
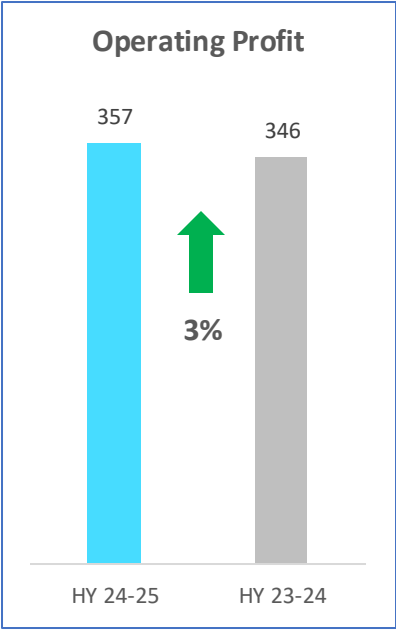
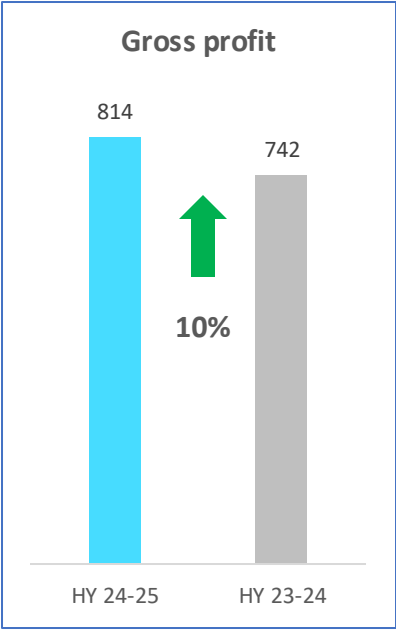
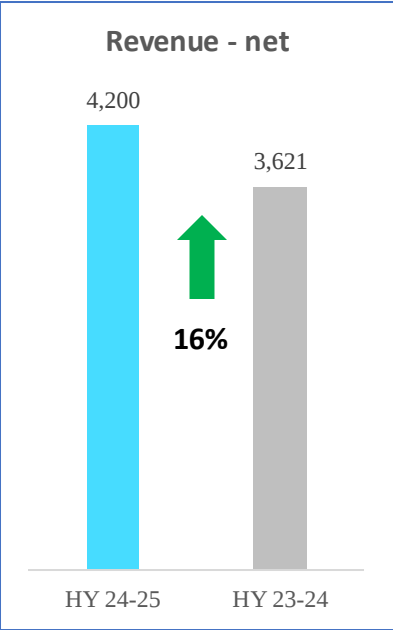
Borrowings and Working Capital: TBL

Overall borrowing levels are still high, and week-on-week cash delivery will continue to be a key area of focus



Profitability Analysis

3% increase in operating income achieved even in tough economic conditions with increased sale volumes. Improvement transferred from top to bottom which resulted in improved net loss by Rs.109Mn



Avg unit price
-5%
Volumes
22%



Mat Consumption as % of rev
+2%
Payroll + Power as % of rev
-9%

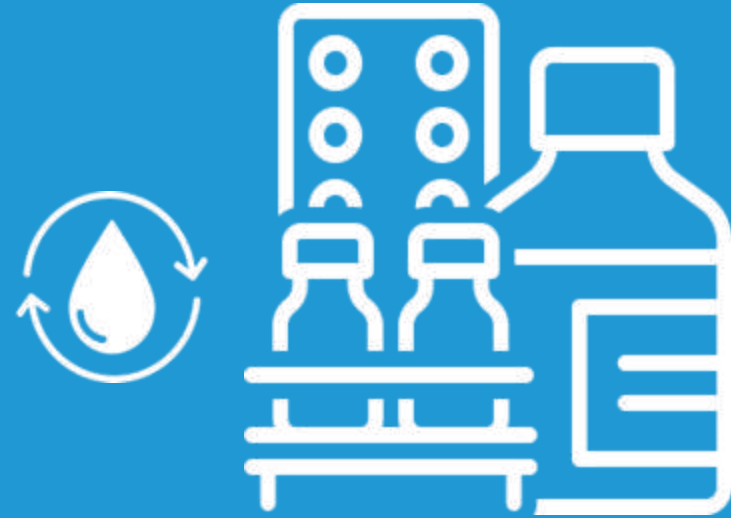


Warranty cost growth
+7%
Advertisement
-13%



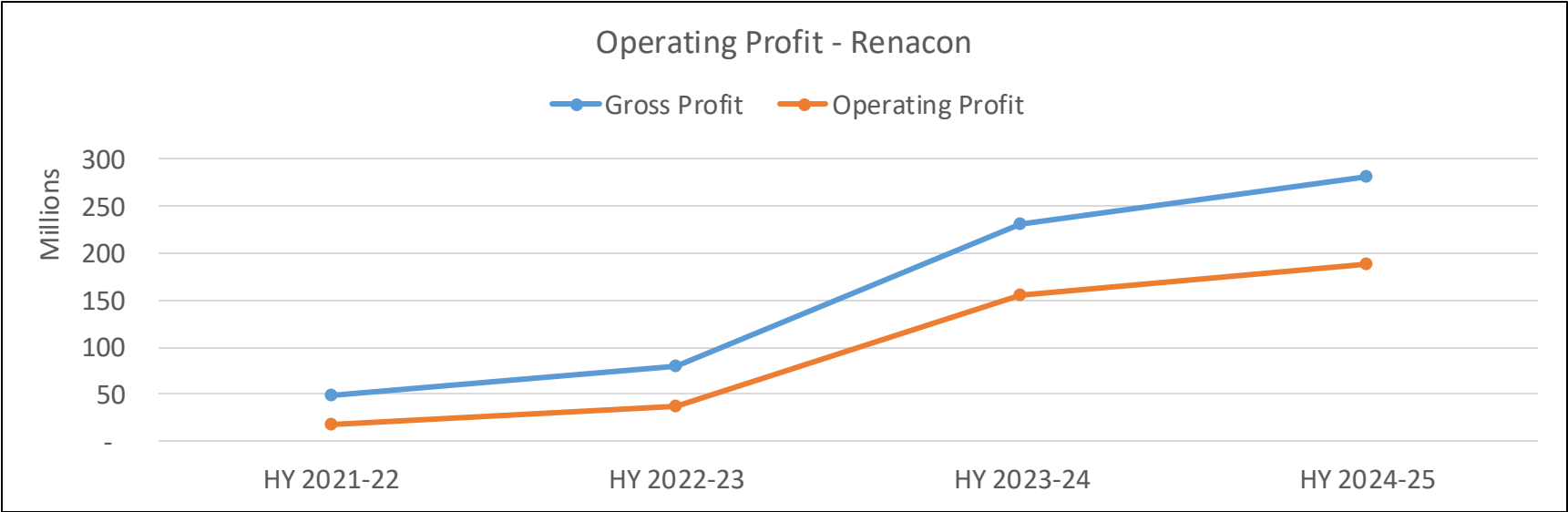
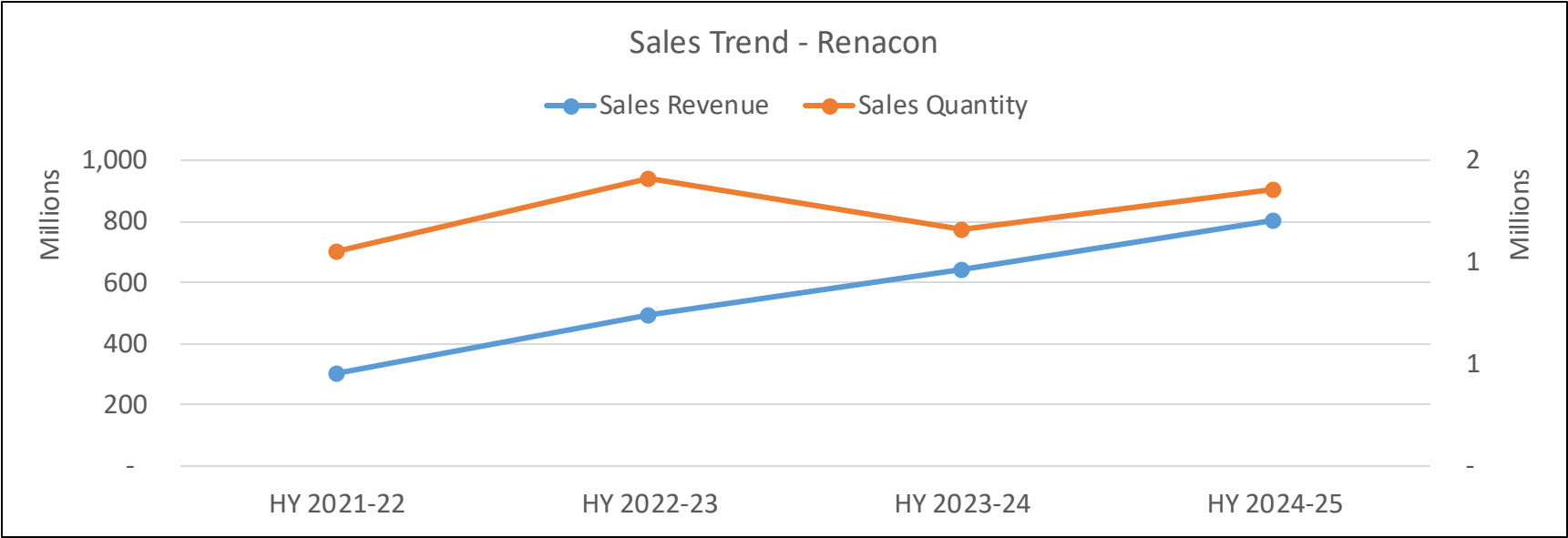
Finance cost growth as % of rev
-12%
-24%

Pharma (Treet Renacon)
Financial Performance
Half Year
2024-25



Performance Dashboard

Focus on driving value through pricing interventions in the face of high domestic market share



Market Leadership

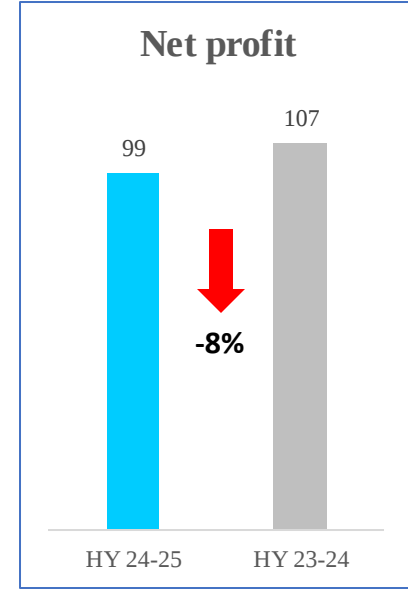
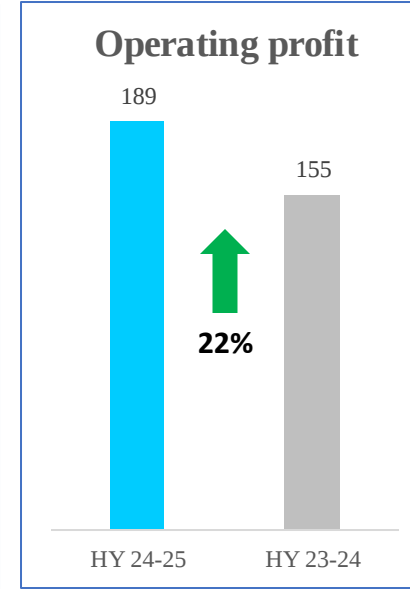
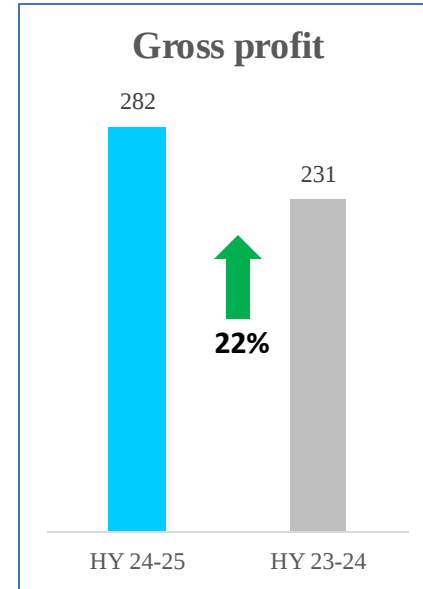
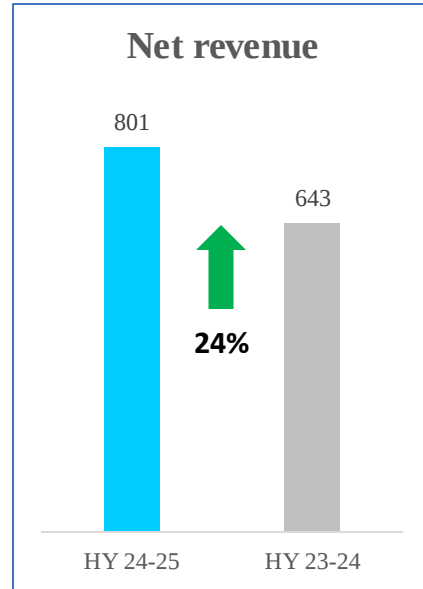
Company enjoys high (60% approx.) domestic market share – export opportunities have been constrained by previous-gen production facility



RPL

Profitability Analysis

Sales and profitability growth are in positive direction, increase in finance cost lead to minor decline in net profit



Avg unit price
+6.4%
Volumes
+17%



Operating expenses
as % of rev
-2%



Finance cost growth
+36%
as % of rev
+9.5%



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Q&A



Shaping Industries,
Empowering Lives



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