

**PAKISTAN'S
LARGEST
SELLING**
BRAND OF STEEL BARS

Analysts' Briefing

Financial Results - Third Quarter ended March 31, 2017



AMRELI STEELS

Building for Life

Entity rating by PACRA
Short term A1 and Long term A

Sales Breakup

Products	2017 July – March	2016 July - March	Variance (PKR)	Variance (%)
ASL Rebars	8,990,922,288	8,355,761,258	635,161,030	8
ASL Billets	159,778,140	0	159,778,140	-
Trading Rebars	965,154,508	260,359,893	704,794,615	271
Export	19,258,949	18,438,940	820,009	4
Total	10,135,113,885	8,634,560,091	1,500,553,794	17

Sales Quantity

Nine Months 2016

103,664

Nine months 2017

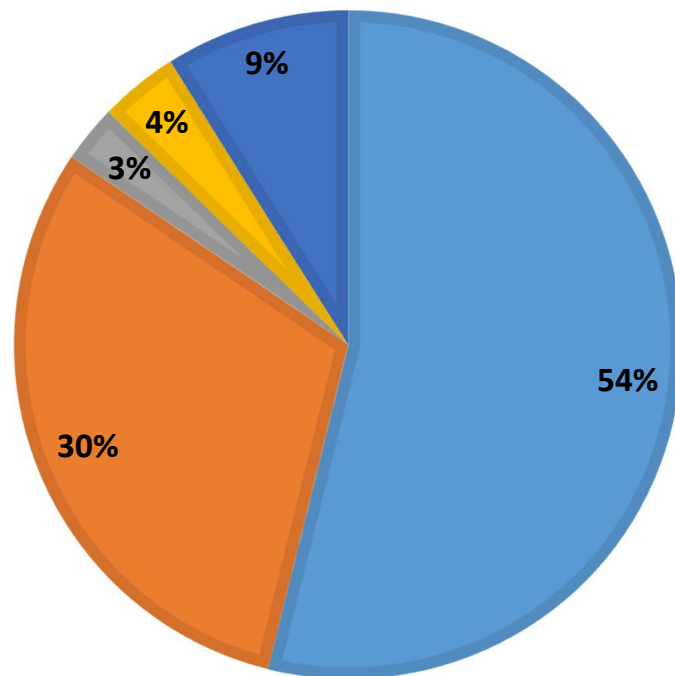
124,773

■ Tonnage

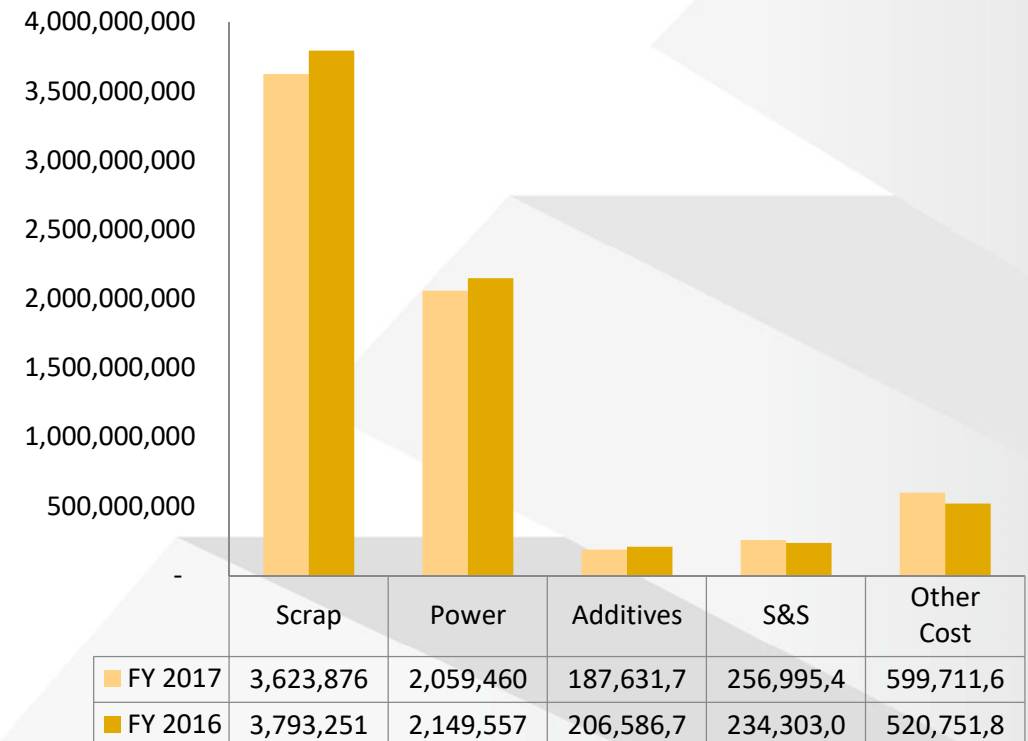
Major Cost Components

FY 2017

■ Scrap ■ Power ■ Additives ■ S&S ■ Other Cost



Nine Months 2017



Variance Analyses - ASL Rebars

Sales					
	FY 17	FY16	Variance		Rs.
Qty	124,773	103,664	21,109	80,604	1,701,490,571
Price	72,058	80,604	(8,546)	124,773	(1,066,329,541)
Net sales variance					635,161,030

COGS					
	FY 17	FY16	Variance		Rs.
Qty	124,773	103,664	21,109	(62,138)	(1,311,673,603)
Price	(58,579)	(62,138)	3,559	124,773	444,041,197
Net COGS variance					(867,632,405)

Net decrease in gross profits **(232,471,375)**

GP					
	FY 17	FY16	Variance		Rs.
Quantity variance	124,773	103,664	21,109	18,467	389,816,969
Price variance	13,479	18,467	(4,987)	124,773	(622,288,344)
Net variance in GP					(232,471,375)

Variance Analysis - Imported Rebars

Sales					
	FY 17	FY16	Variance		Rs.
Qty	17,915	4,929	12,986	52,822	685,952,182
Price	53,874	52,822	1,052	17,915	18,842,433
Net increase in sales					704,794,615

COGS					
	FY 17	FY16	Variance		Rs.
Qty	17,915	4,929	12,986	(44,348)	(575,901,817)
Price	(52,143)	(44,348)	(7,795)	17,915	(139,652,001)
Net increase in cost of sales					(715,553,818)

Net Variance in GP **(10,759,203)**

Gross Profit (loss)					
	FY 17	FY16	Variance		Rs.
Quantity variance	17,915	4,929	12,986	8,474	110,050,365
Price variance	1,731	8,474	(6,743)	17,915	(120,809,568)
Net variance in Gross profit (loss)					(10,759,203)

GP Variance - Summary

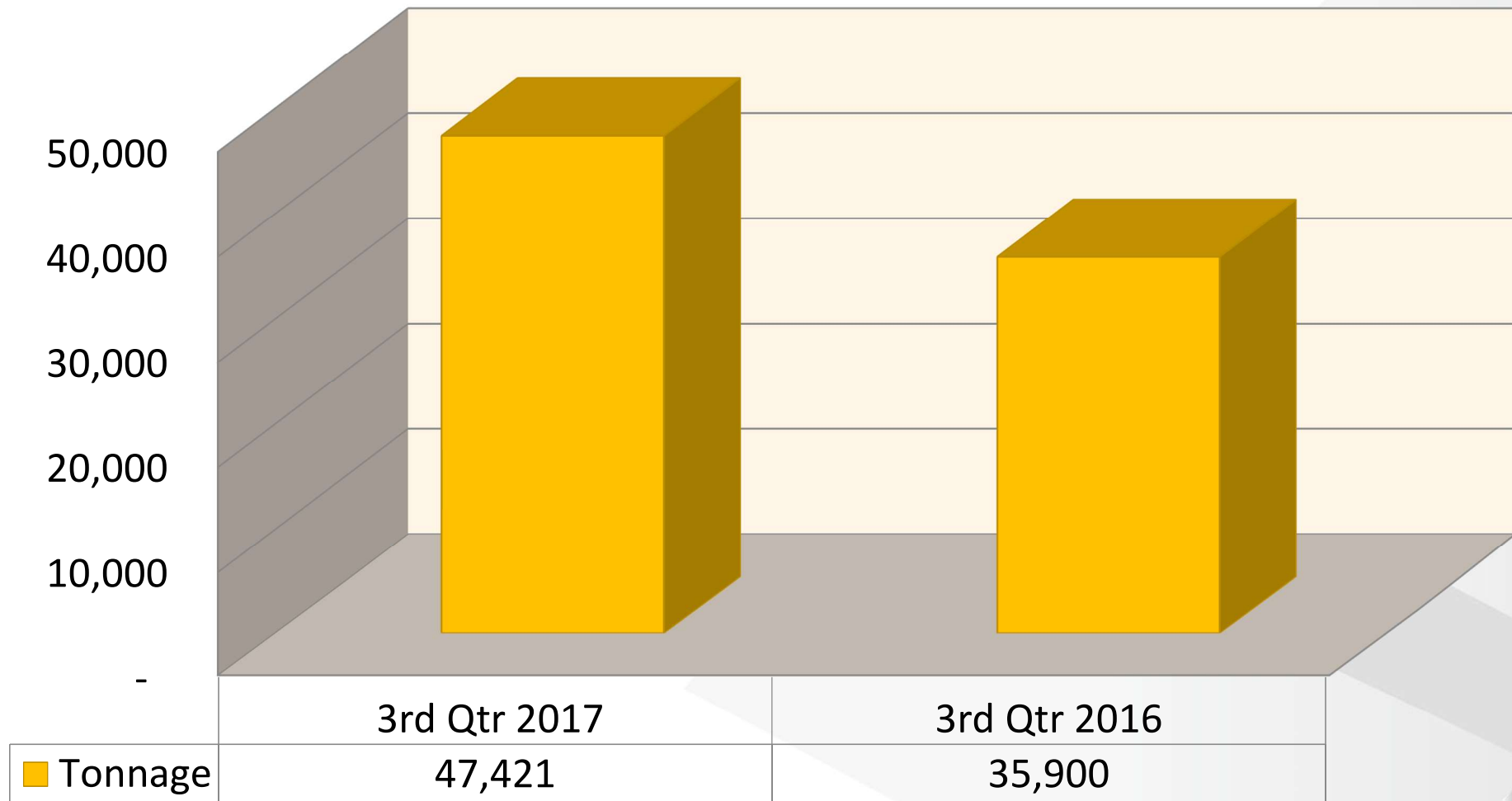
Product types	PKR
ASL – Rebars	(232,471,375)
Imported – rebars	(10,759,203)
ASL – Billets	6,542,185
Export Zinc dust	820,009
Net decrease in Gross Profit	(235,868,384)

Sales Breakup

	3rd Qtr			
	2017 (Jan-Mar)	2016 (Jan-Mar)	Variance	
	-----Rupees-----			
Manufactured - Bars	3,525,166,264	2,915,060,439	610,105,825	21%
Trading	46,785,892	260,359,893	-213,574,002	-82%
Export	4,751,604	6,095,621	-1,344,017	-22%
	3,576,703,760	3,181,515,953	395,187,806	12%

Sales quantity

ASL Rebars



Variance Analyses - ASL Rebars

Sales					
	FY 17	FY16	Variance		Rs.
Qty	47,421	35,900	11,521	81,199	935,522,795
Price	74,337	81,199	(6,862)	47,421	(325,416,970)
Net sales variance					610,105,825

COGS					
	FY 17	FY16	Variance		Rs.
Qty	47,421	35,900	11,521	(63,135)	(727,399,970)
Price	(59,784)	(63,135)	3,351	47,421	158,926,387
Net COGS variance					(568,473,583)

Net Increase in gross profits **41,632,242**

GP					
	FY 17	FY16	Variance		Rs.
Quantity variance	47,421	35,900	11,521	18,064	208,122,825
Price variance	14,553	18,064	(3,511)	47,421	(166,490,583)
Net variance in GP					41,632,242

Variance Analyses - Imported Rebars

Sales					
	FY 17	FY16	Variance		Rs.
Qty	833	4,929	(4,096)	52,822	(216,332,977)
Price	56,132	52,822	3,310	833	2,758,975
Net increase in sales					(213,574,002)

COGS					
	FY 17	FY16	Variance		Rs.
Qty	833	4,929	(4,096)	(44,348)	181,625,714
Price	(51,932)	(44,348)	(7,584)	833	(6,321,498)
Net increase in cost of sales					175,304,215

Net decrease in gross profits (loss) **(38,269,786)**

Gross Profit (loss)					
	FY 17	FY16	Variance		Rs.
Quantity variance	833	4,929	(4,096)	8,474	(34,707,264)
Price variance	4,200	8,474	(4,274)	833	(3,562,523)
Net variance in Gross profit (loss)					(38,269,786)

GP Variance - Summary

Product types	PKR
ASL - Rebars	41,632,242
Trading - Rebars	(38,269,786)
Export – Zinc dust	(1,334,017)
Net increase in Gross Profit	2,018,434

DHABEJI

	Existing	Expansion in progress	Further expansion approved	Capacity after current and further expansion
Steel Rolling	0	300,000	125,000	425,000
Expected time line		FY 17-18	FY 17-18	FY-18-19
Steel Melting	200,000	200,000	200,000	400,000
Expected time line		FY 17-18	FY 18-19	FY 18-19

SITE KARACHI

	Existing	Expansion in progress	Further expansion approved	Capacity after current and further expansion
Steel Rolling	180,000	0	145,000	325,000
Expected time line			FY 18-19	FY 19-20
Steel Melting	0	0	0	0
Expected time line	NA	NA	NA	NA

Amreli Steels Limited

	Existing	Expansion in progress	Further expansion approved	Capacity after current and further expansion	Full Capacity
Steel Rolling	180,000	300,000	125,000	145,000	750,000
Expected time line		FY 17-18	FY 17-18	FY 18-19	FY 19-20
Steel Melting	200,000	200,000	200,000	0	600,000
Expected time line		FY 16-17	FY 17-18		FY 17-18