

A decorative graphic on the left side of the slide consists of several overlapping squares in shades of blue, orange, and yellow, arranged in a diagonal pattern from the top left towards the center. Some squares have thin white or yellow outlines.

6TH CORPORATE BRIEFING SESSION

FOR YEAR ENDED JUNE 30, 2024



About Stile



- Stile was founded by the "House of Habib" in 1978 which is one of the largest groups of Pakistan.
- House of Habib is a reputable group with market reputable names like;



- First private sector enterprise & Market Leader in the Ceramic and Porcelain Tiles industry of Pakistan.
- We were incorporated in Pakistan as a Public Limited company and listed on the Pakistan Stock Exchange Limited.
- We have Latest state of the art plants producing tiles for every market segment.
- ISO 9001:2015 certified from Lloyd Quality Assurance.



Why Stile?

- We are committed to provide the Best Quality products to our customers.
- Stile is the only Tile Brand in Pakistan certified by Centro Ceramico, Italy.
- We have Latest European technology to produce best quality tiles.
- Stile is the only brand in Pakistan which produces full body porcelain tiles.
- Research & development is the backbone of Stile where we invest heavily, to sustain quality, innovation and achieve cost and production efficiency.
- We have highly committed and skilled workforce which is our strength.
- Our strength is retail partners which are spread over 300 plus outlets from Karachi to Gilgit which are growing in numbers.
- We are the only vertically integrated tiles manufacturer. Having retail presence with 22 company operated retail outlets currently operating in all large cities of Pakistan.



Product Portfolio

PORCELAIN | VITRIFIED | CERAMIC



STILE PORCELAIN TILES



STILE VITRIFIED TILES



STILE CERAMIC TILES

STILE PRODUCT PORTFOLIO

PORCELAIN COLLECTIONS



The **Elite** Collection
24'x48'
600mm x 1200mm

The **BOOKMATCH** Signature Collection
24'x48'
600mm x 1200mm

SIGNATURE COLLECTION
SPECIAL FINISHES
24'x48'
600mm x 1200mm

The All-New **LANDSCAPE** Signature Collection
24'x24'
600mm x 600mm



Allure Collection
16'x32'
400mm x 800mm

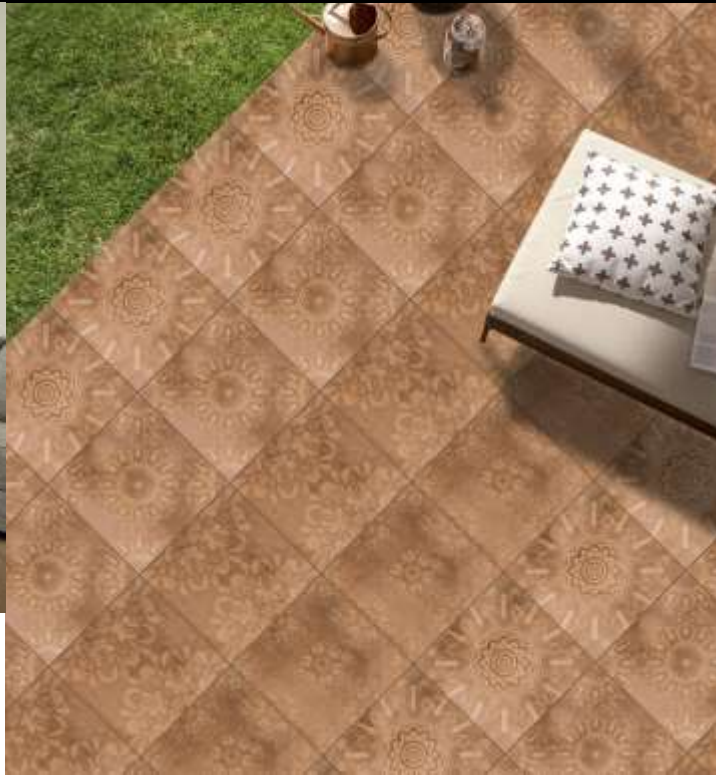
MODISH COLLECTION
24'x24'
600mm x 600mm

VEIN PORCELAIN
24'x24'
600mm x 600mm

SIGNATURE COLLECTION
SPECIAL FINISHES
24'x24'
600mm x 600mm

STILE PRODUCT PORTFOLIO

VITRIFIED COLLECTIONS



WOODEN PLANKS

6'x37'
140mm x 925mm

The
VINTAGE
Collection

6'x37'
140mm x 925mm

Outdoor
VITRIFIED
Collection

16'x16'
400mm x 400mm

STILE PRODUCT PORTFOLIO

CERAMIC COLLECTIONS



Tile Art

The **Origami** Collection

The **Kashi Kari** Collection

The **Arabesque** Collection

The **Mirage** Collection



The **Nature's Nest** Collection **8' x 26'**
200mm x 650mm

BRICKS **12' x 24'**
300mm x 600mm

The **Mystique** Collection **10' x 24'**
250mm x 600mm

MODISH COLLECTION **8' x 26'**
200mm x 650mm

BUILDING & INSTALLATION MATERIALS

- STILE BOND
- STILE UNSANDED GROUT
- LATEX 73
- GROUT ADMIX
- WATERPROOF GROUT
- EPOXY FLOORING



NEW & IMPROVED!



PROJECTS / CLIENTS

Prestigious Clients

+100 Clients | +10 Industries



Banks

- Habib Metro Bank
- Meezan Bank
- HBL
- Askari Bank
- Bank Al Habib
- Faysal Bank
- DIB
- ABL

Hotels & Resorts

- Marriott Hotel
- Falettis Grand Hotel
- Movenpick Hotel
- Gulmohar Golf Club
- Garrison Recreational Club
- Dreamworld Resort

Builders

- Paragon Constructors
- Principal Builders
- Saima Builders
- Rofi Builders
- Saima Paari Builders
- Shaikhani Builders

Corporations

- National Foods
- Philip Morris
- Colgate Palmolive
- GlaxoSmithKline
- Gul Ahmed Textiles
- Mondelez Pakistan

Hospitals

- The Aga Khan Hospital
- Civil Hospital
- Jinnah Hospital
- Liaquat National Hospital
- Shifa International Hospital
- Abbasi Shaheed Hospital

Forces

- Pakistan Army
- Pakistan Navy
- ASF

Malls

- Dolmen Mall
- Emerald Tower
- Fortress Mall

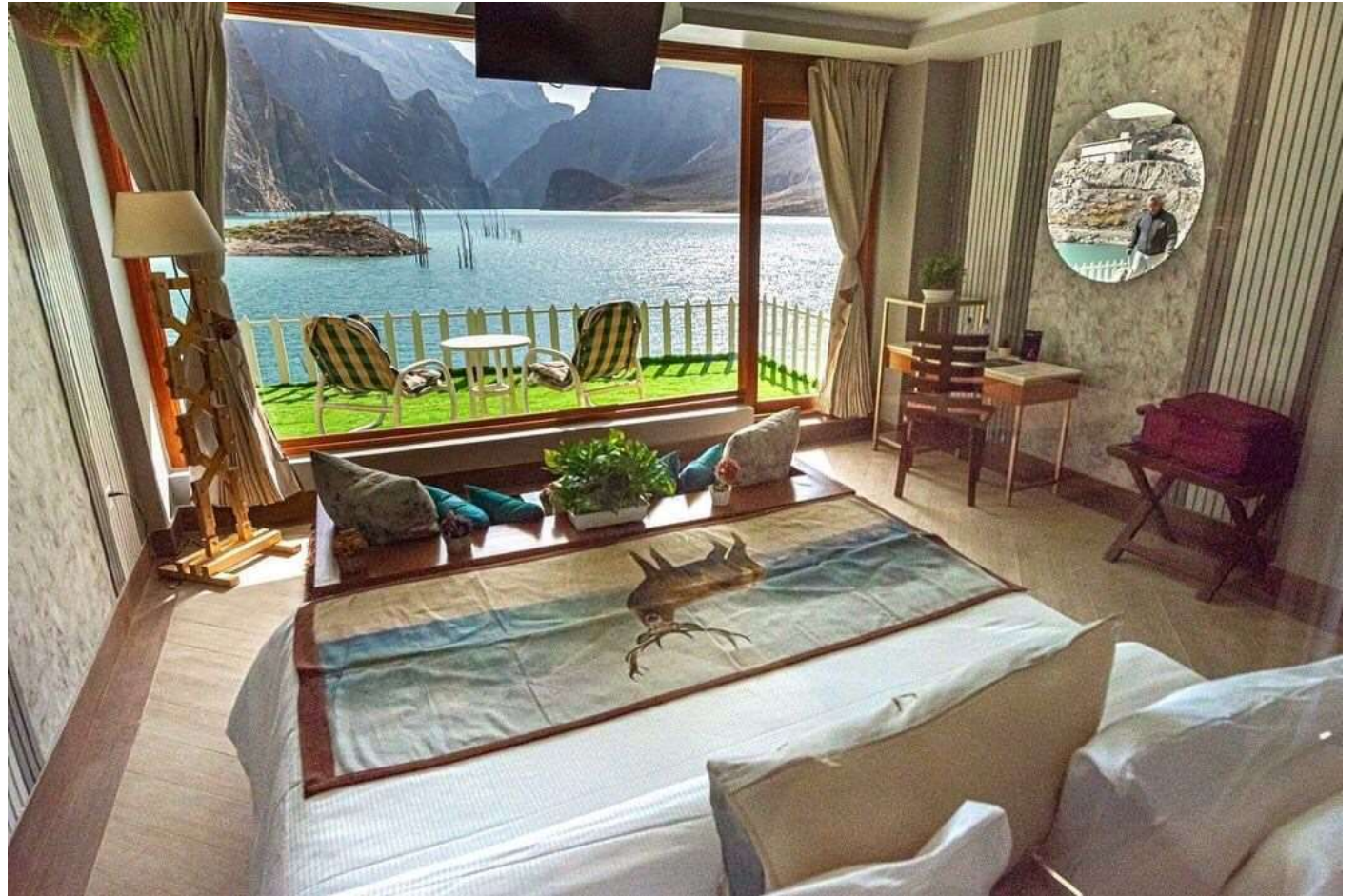
Institutes

- Dow Medical University
- NED University
- Karachi University
- Punjab University
- University of Lahore
- Hamdard University

Housing Societies

- EMAAR Pakistan
- Hoshang Pearl
- Askari Housing
- Cantt Villas
- Eden Value Homes
- Deans Complex

RECENT PROJECTS



LUXUS HUNZA, GILGIT BALTISTAN

RECENT PROJECTS



**GARRISON RECREATIONAL CENTRE,
PESHAWAR**

**ALKAIF RESTAURANT,
MULTAN**



**GULMOHAR GOLF CLUB,
MALIR CANTT, KARACHI**

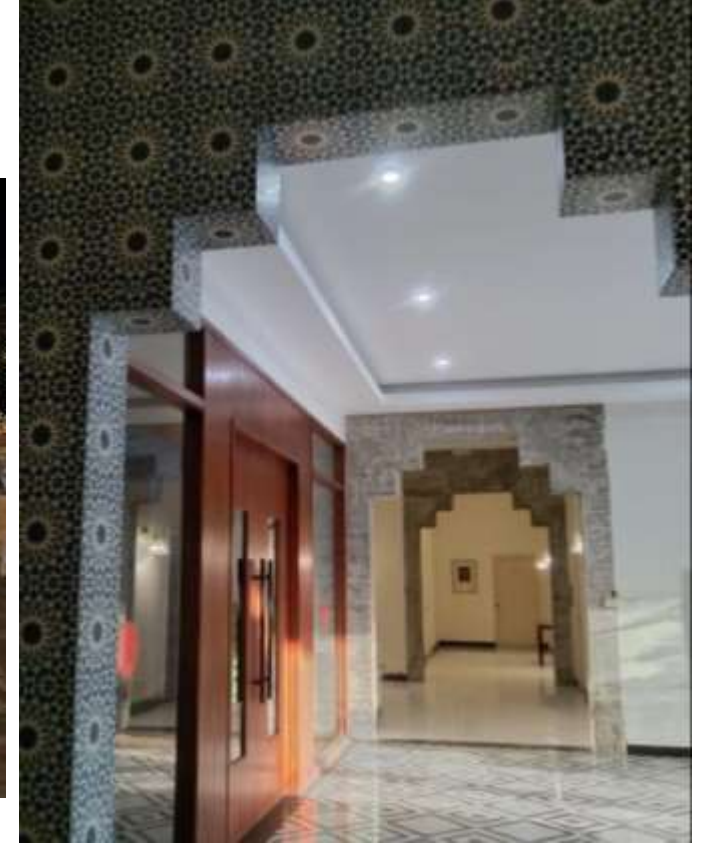
RECENT PROJECTS



**SILVER SPOON CONTINENTAL RESTAURANT &
MARQUEE, FAISALABAD**



**NAKHLISTAN RESTAURANT,
BAHAWALPUR**



**PAK-ARAB REFINERY LIMITED
MULTAN**

RECENT PROJECTS



COCO CUBANO, LAHORE

RECENT PROJECTS



**IRAQ EMBASSY, DIPLOMATIC ENCLAVE,
ISLAMABAD**



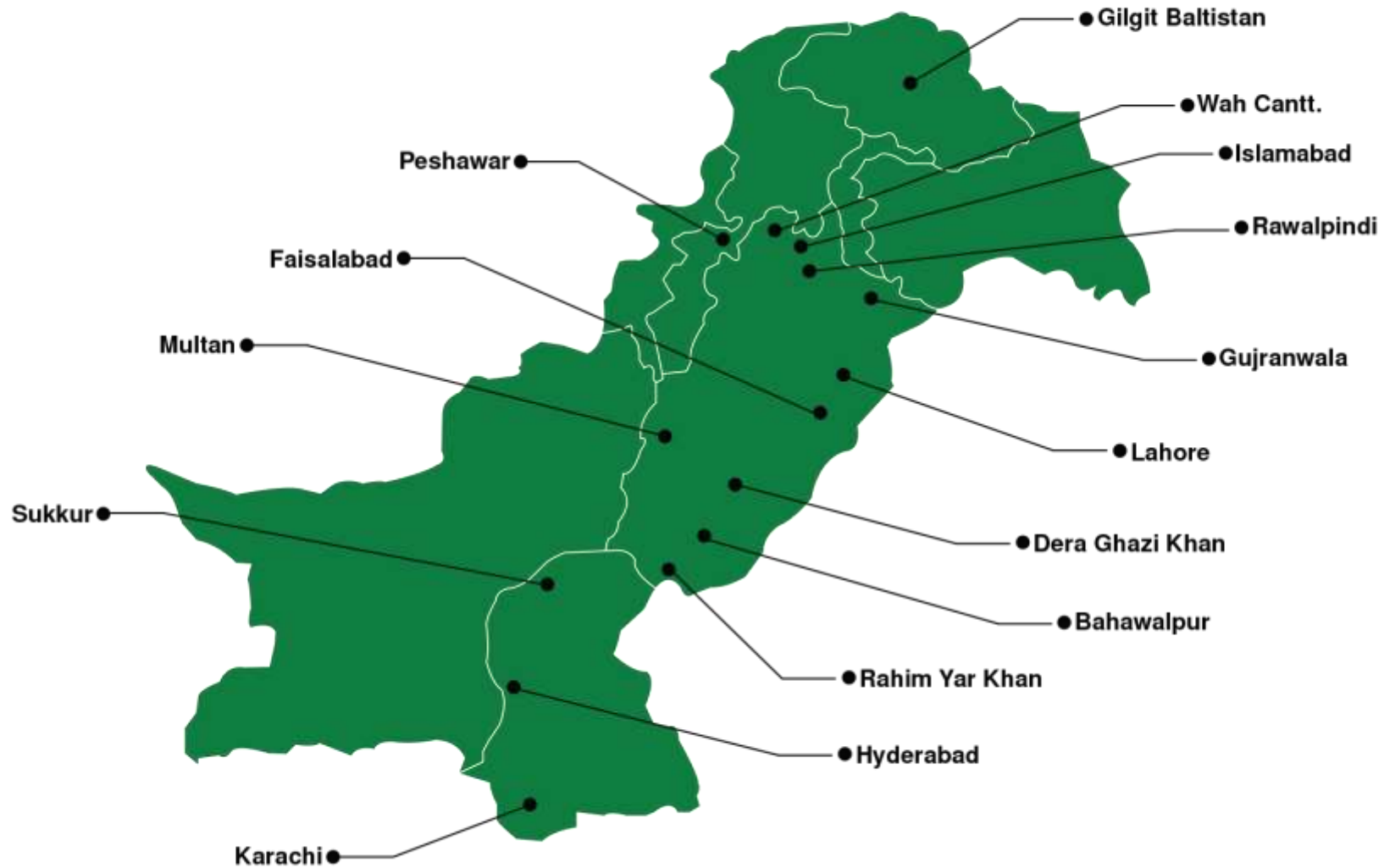
**GARRISON RECREATIONAL CENTRE,
PESHAWAR**



EMPORIUMS

STILE EMPORIUMS

NATIONWIDE FOOTPRINTS



STILE EMPORIUMS

NATIONWIDE FOOTPRINTS



RAHIM YAR KHAN



SUKKUR



DERA GHAZI KHAN



STILE expanded its footprints with the opening of **STILE EMPORIUMS** in other major cities of Pakistan including Rahim Yar Khan, Sukkur & Dera Ghazi Khan.



MARKETING CAMPAIGNS / EVENTS

FIRST-EVER 360 DEGREE GRAND MARKETING CAMPAIGNS



**STILE
THE MAJESTIC STILE OF PAKISTAN**



**STILE
PRESTIGE OF PAKISTAN**

2023 - 2024

FUELING BRILLIANCE IN STADIUMS PAKISTAN SUPER LEAGUE 2024



EXCLUSIVE PARTNERSHIP CEREMONY HIGHLIGHTS



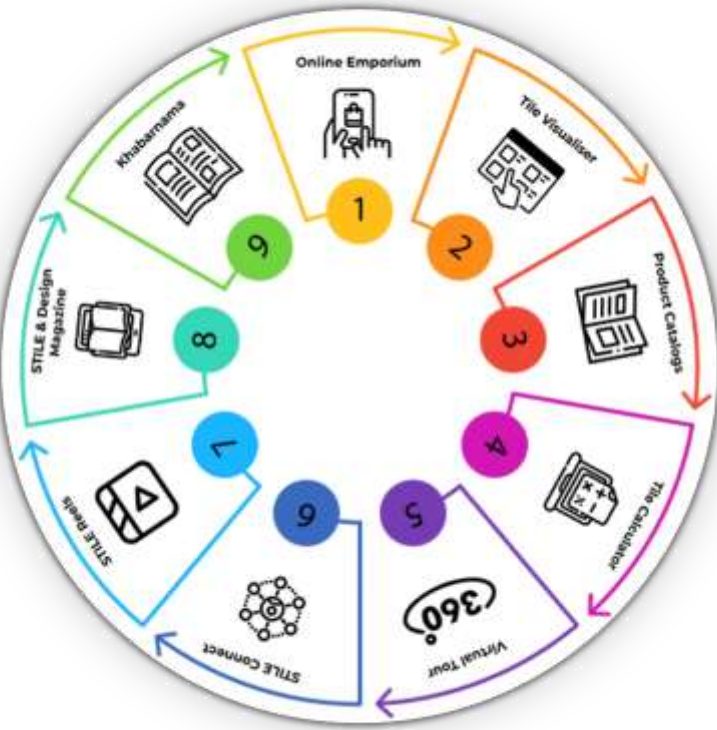
STILE entered into a partnership with HBL PSL's former champions, Quetta Gladiators. The Gladiators commended STILE for outshining the tile business beating any imported competition with its unmatched quality, locally manufactured in Pakistan.



Unmatched Quality Tiles
HOME & LIFESTYLE PARTNER



DEVELOPING STATE-OF-THE-ART MARKETING TOOLS



Architects' Magazine



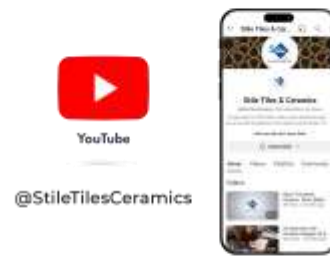
Retailers' Magazine



Catalogs



Facebook & Instagram



YouTube



STILE Visualiser



STILE Virtual Tour



STILE Calculator



Online Emporium

HONING ARCHITECTS OF THE FUTURE STILE ART DESIGN

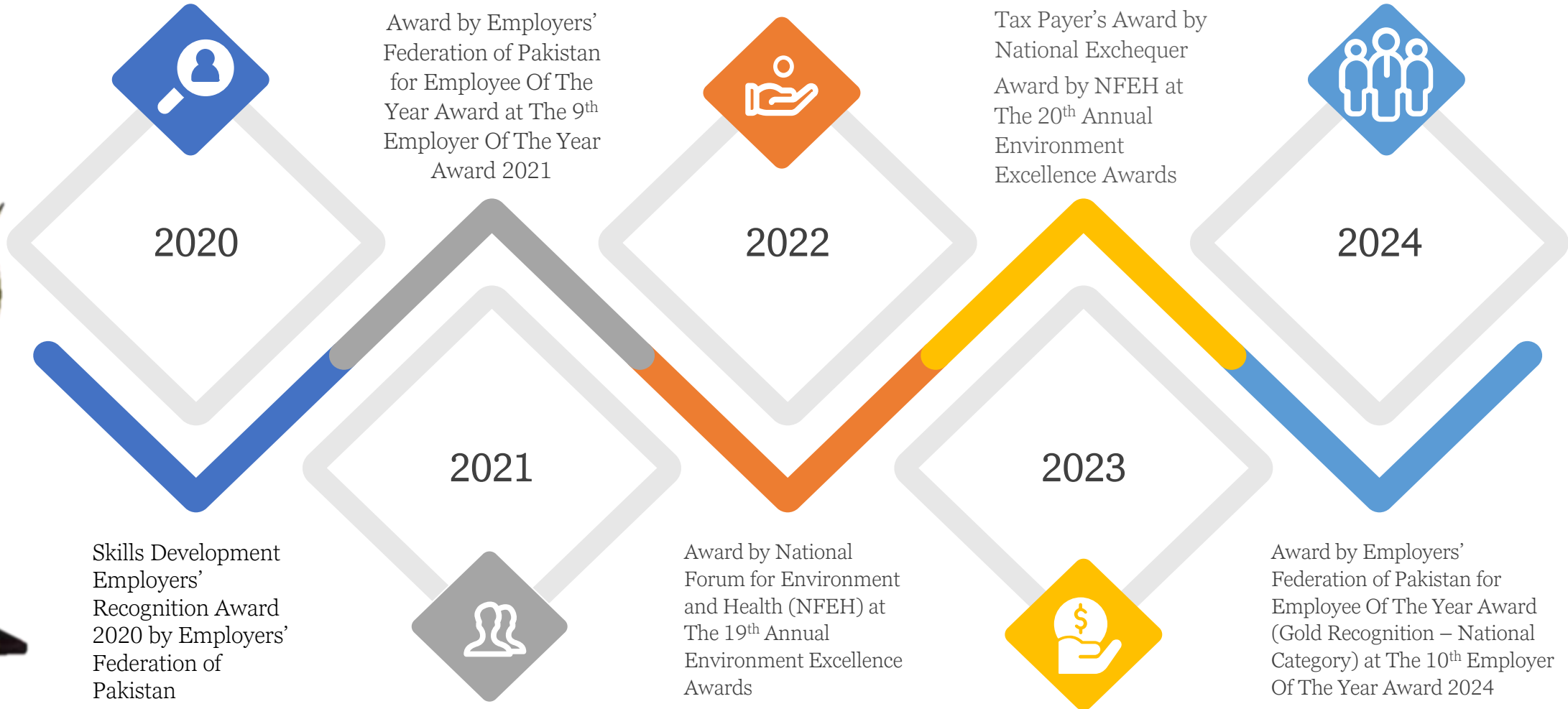


**PAKISTAN INSTITUTE OF FASHION AND DESIGN
LAHORE**



**INDUS VALLEY SCHOOL OF ART & ARCHITECTURE
KARACHI**

STANDING VICTORIOUS AWARDS & RECOGNITION



TAXPAYER'S AWARD 2023



Taxpayer's Award 2023

STILE was awarded the Tax Payer's Award for Year 2023 from the FBR Chief Commissioner Mr. Shahid Iqbal Baloch for being the major contributor to the National Exchequer. STILE in 2023 – 2024 has contributed PKR 3.7 Billion to National Exchequer.



MAKING PAKISTAN PROUD STILE'S REPRESENTATION INTERNATIONALLY



**SUSTAINABLE CONSTRUCTIONS SESSION
OUR APPROACH TOWARDS CORPORATE SOCIAL RESPONSIBILITY**

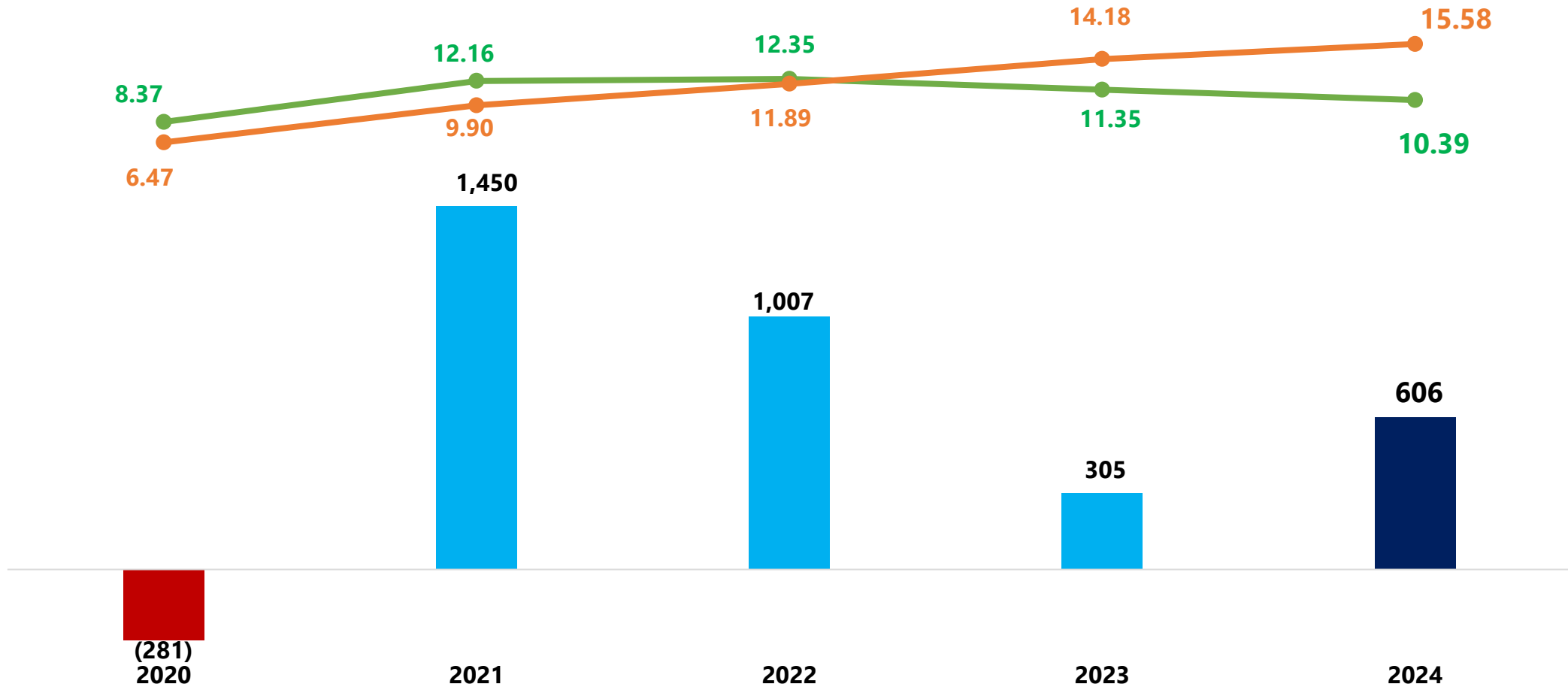


EXPO 2020 DUBAI

STILE as ONE FORCE !!



FINANCIAL HIGHLIGHTS



Covid Period

Profit / (Loss) before tax Sales Volume Net Revenue

KEY CHALLENGES

- Energy : Increase in Gas prices by 100% , and electricity by 70% (Impact of Rs. 100 Million per month)
- Outward Freight : Imposing Axle load restrictions (Impact of Rs. 40 million per month)
- Market : The construction sector has shown no signs of recovery and continues to affect the tile market resulting in lower sales volumes.
- Fluctuation/interruption in gas supply due to curtailment, gas reserves depletion
- Increase in material costs, LPG, Coal and overheads due to high inflation

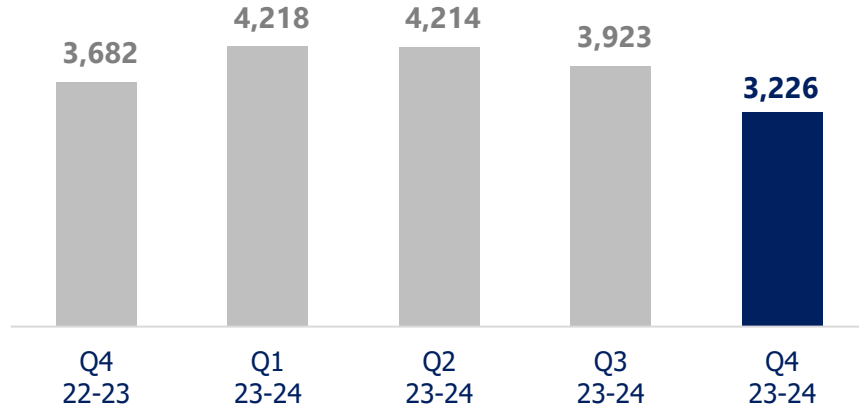


KEY HIGHLIGHTS

Net Revenue

Rs in Million

Y-T-D
Act : **15,581**



GROSS MARGIN

Y-T-D
Act : **23%**

Q-4
23-24

22%

Q-3
23-24

22%

Q-2
23-24

23%

Q-1
23-24

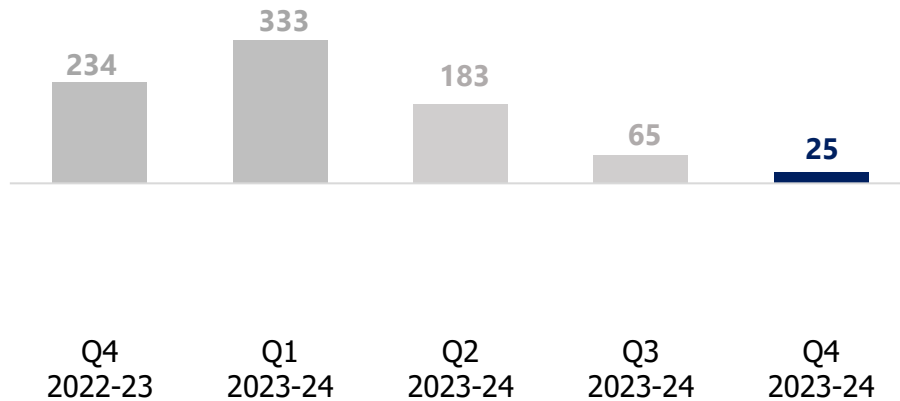
26%

Q-4
22-23

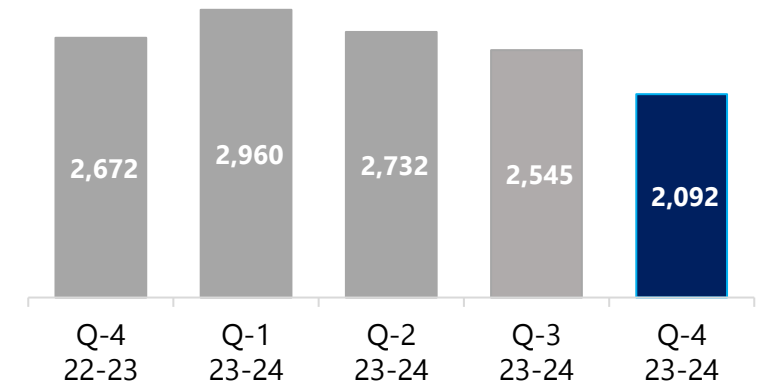
23%

PROFIT BEFORE TAX

Y-T-D
Act : **Rs. 606 M**



VOLUMES



WAY FORWARD

- Energy : Focus on energy optimization and alternate sources.
- Freight optimization through alternate transportation initiatives.
- Localization of raw material
- Sustainability: Installation of Solar energy panel across both units, recycling of water and recycling of waste.



Q&A

Shabbir Tiles & Ceramics Limited





Unmatched Quality Tiles

THANK YOU