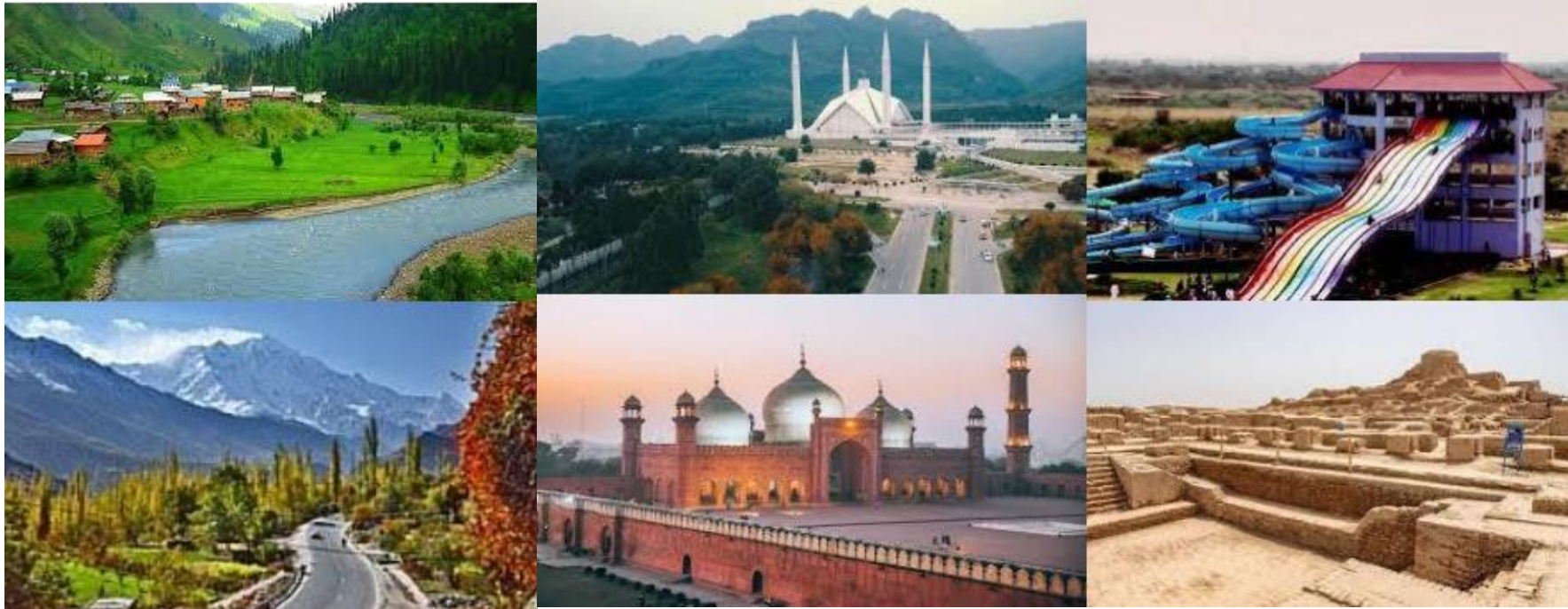




AKD Hospitality Ltd.

Corporate Briefing Session





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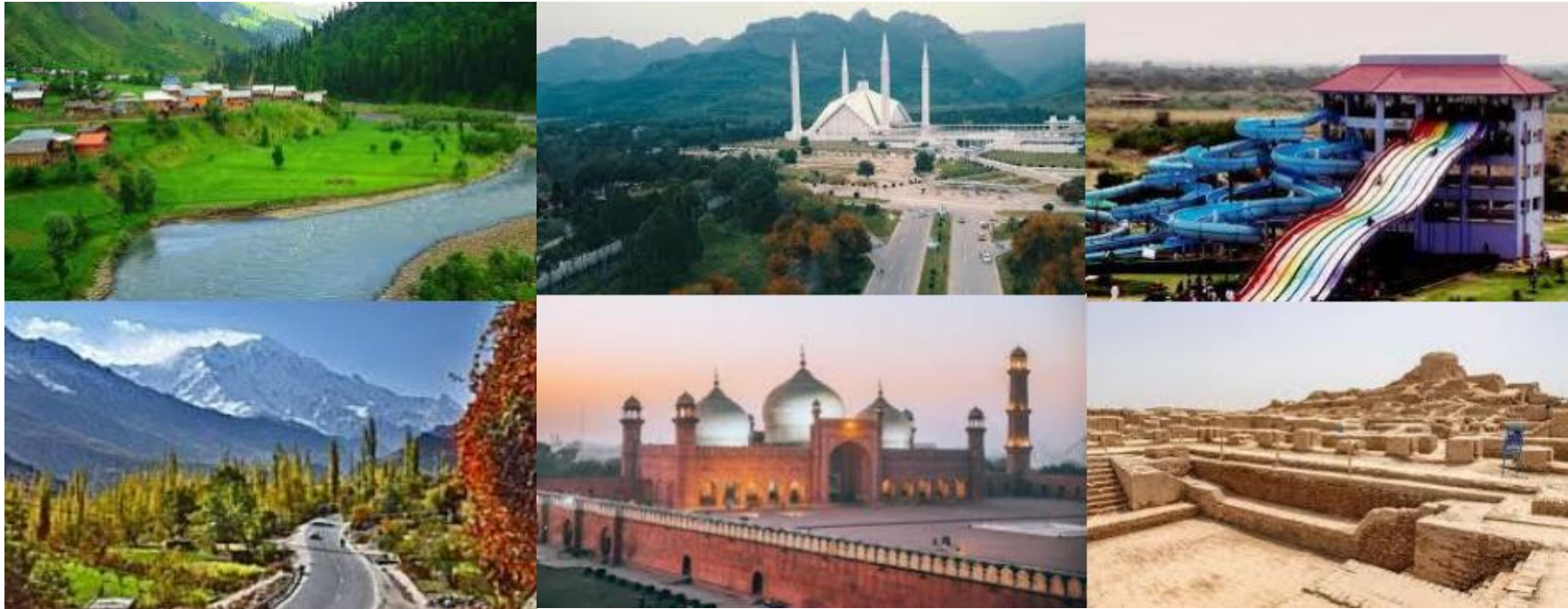
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AKD Hospitality Ltd.

Corporate History





AKD Hospitality Ltd.

AKD Hospitality Limited prior to that known as AKD Capital Limited. It was incorporated as a Public Limited Company in the year 1936.

The principal line of business of the company shall be to carry on the tourism business including hospitality business, motels, destination management services, developing & building tourism attractions and to undertake all ancillary business activities to provide end to end service solutions. The Company is part of AKD Group.



AKD Hospitality Ltd.

About AKD Group

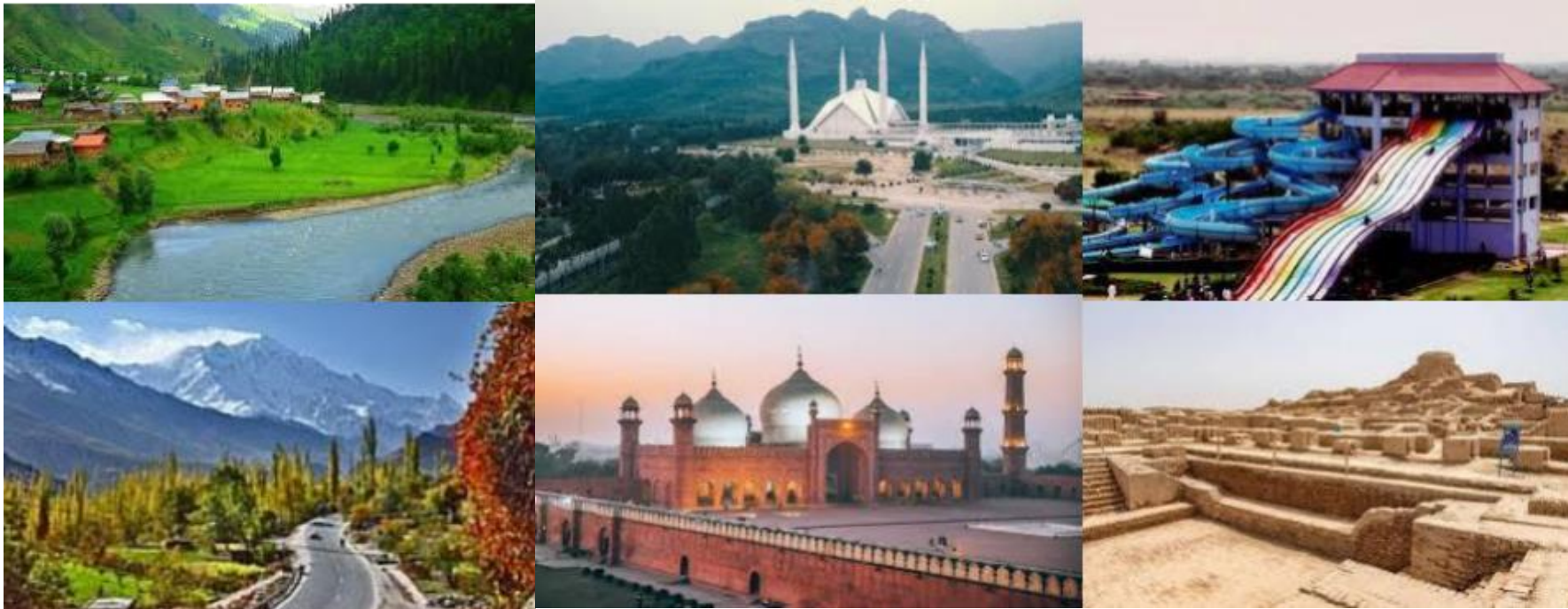
Starting in 1947 with interest in Real Estate, followed by stock-broking, Late Haji Abdul Karim Dhedhi (may he rest in peace) laid the foundation of what today is the AKD Group, one of the premier business enterprises in Pakistan.

Mr. Aqeel Karim Dhedhi, son of (late) Haji Abdul Karim Dhedhi, is the Chairman of the Group. Led by the Chairman's vision, the group has evolved into a vibrant set of business enterprises operating in key sectors of Pakistan's economy, including Financial services, Real Estate, and Natural resources extraction.



AKD Hospitality Ltd.

Vision & Mission





AKD Hospitality Ltd.

Vision Statement

To be the most competitive, focused, quality driven and growth oriented company in Pakistan.

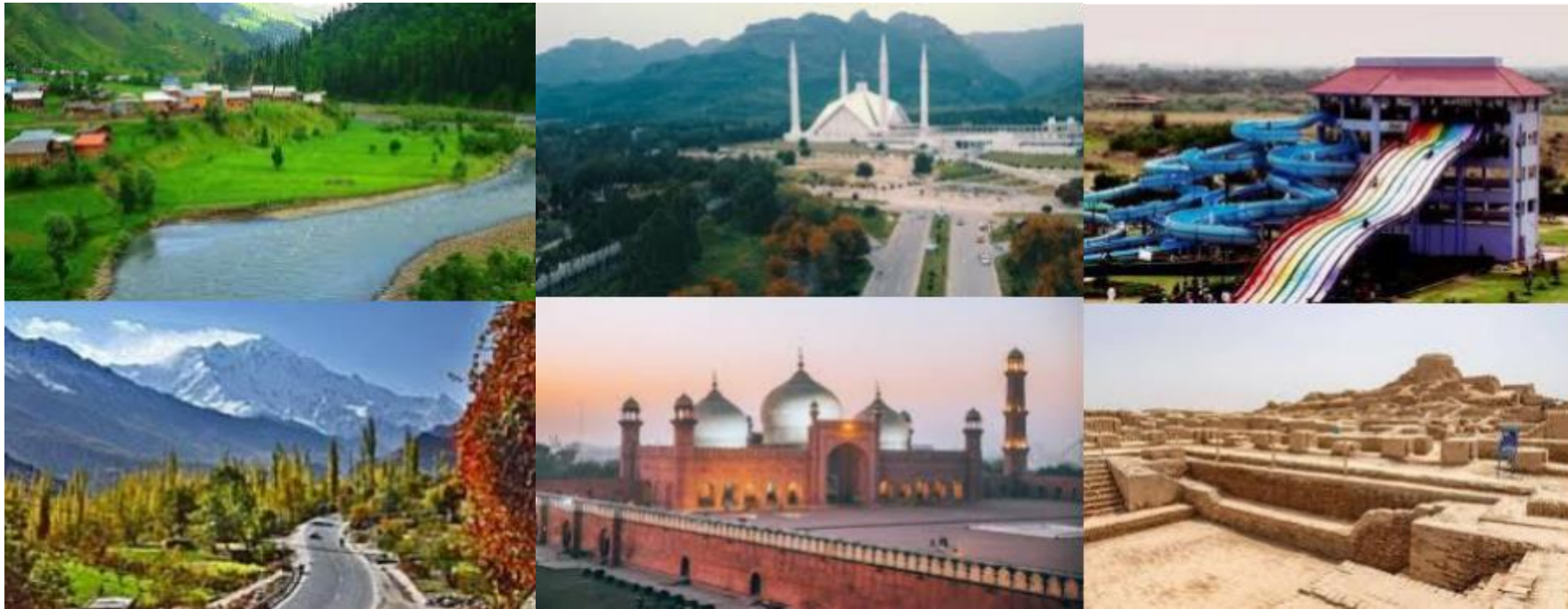
Mission Statement

Quality and Profitability with an emphasis on minimizing risk in order to optimize return to Shareholder.



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Capital and Shareholding





AKD Hospitality Ltd.

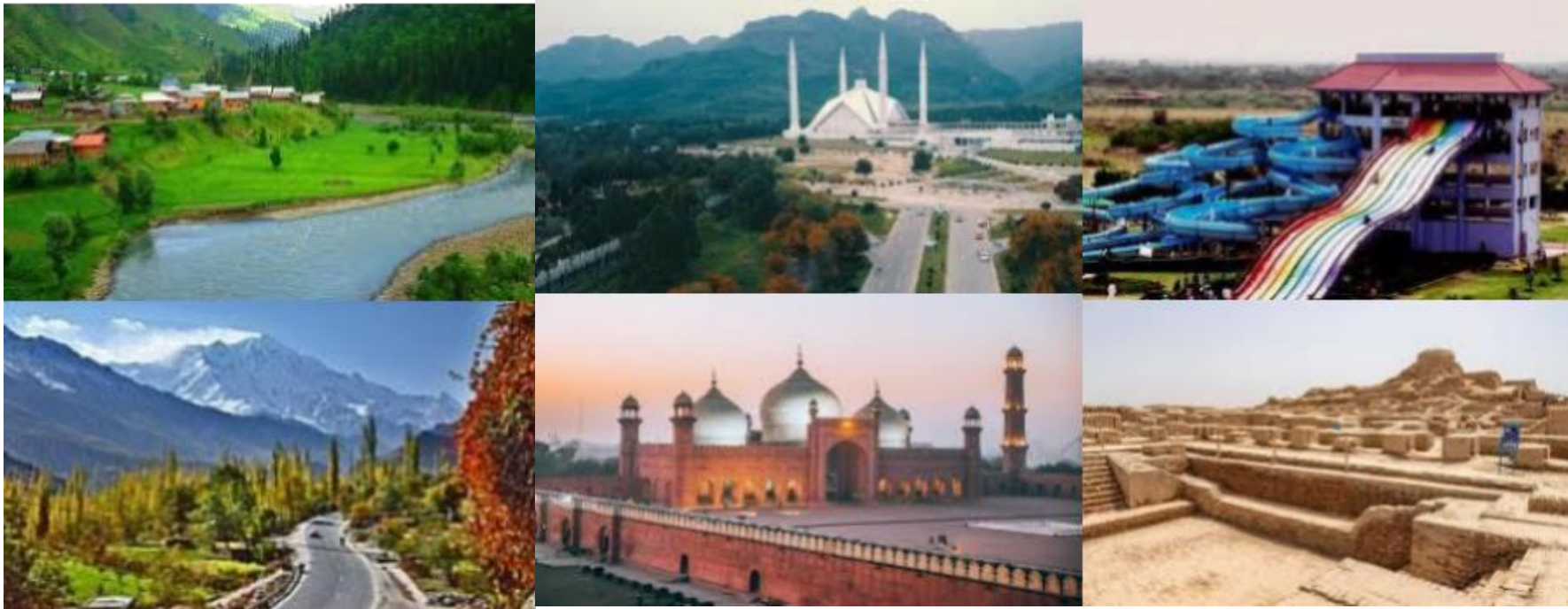
Capital and Share

- ☐ Authorized Capital : Rs. 1,000 Million**
- ☐ Paid up Capital: Rs. 25.072 Million**



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Governance





AKD Hospitality Ltd.

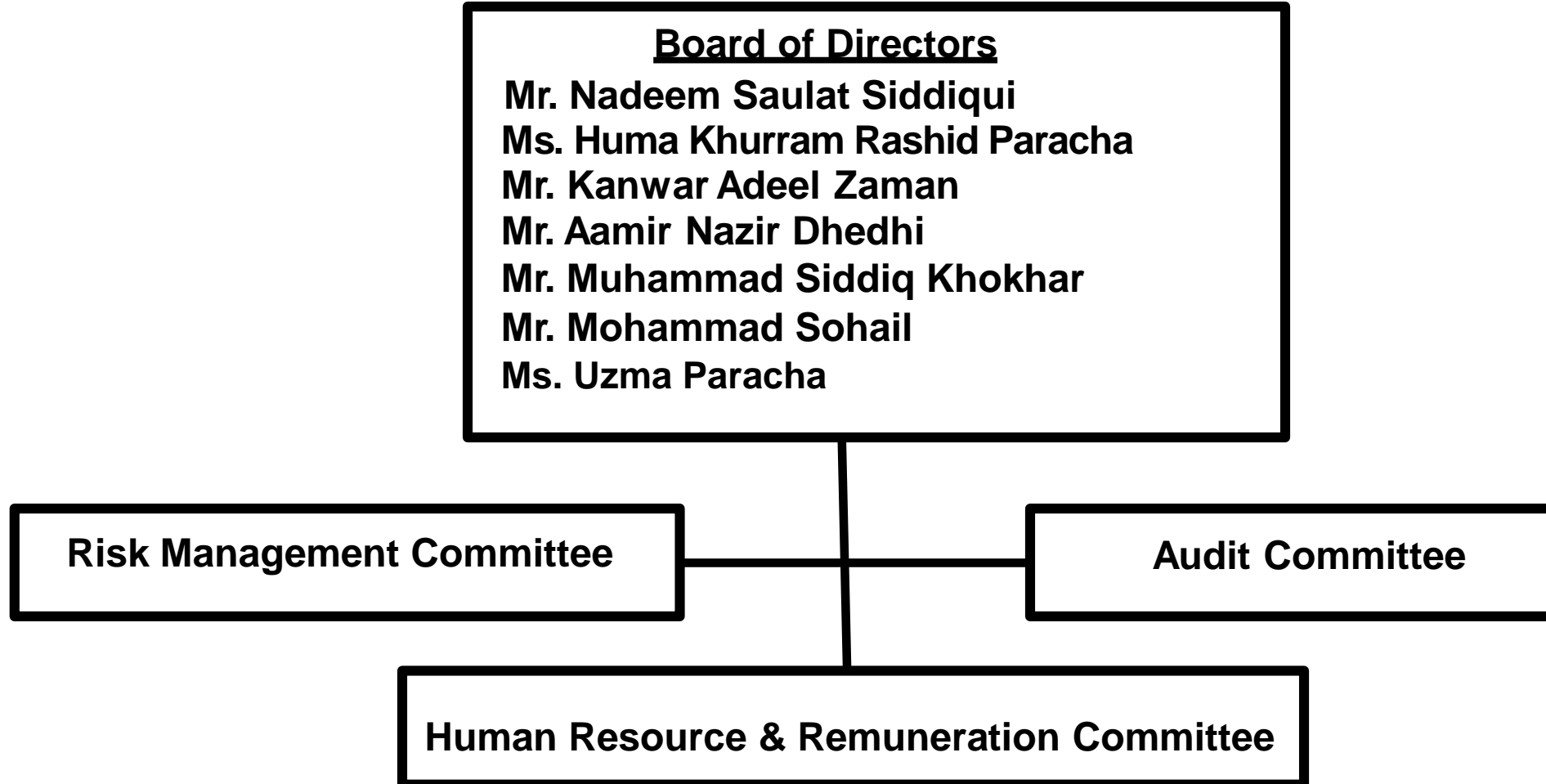
Governance

- **Board of Directors**
- **Audit Committee**
- **Human Resource & Remuneration Committee**
- **Risk Management Committee**



AKD Hospitality Ltd.

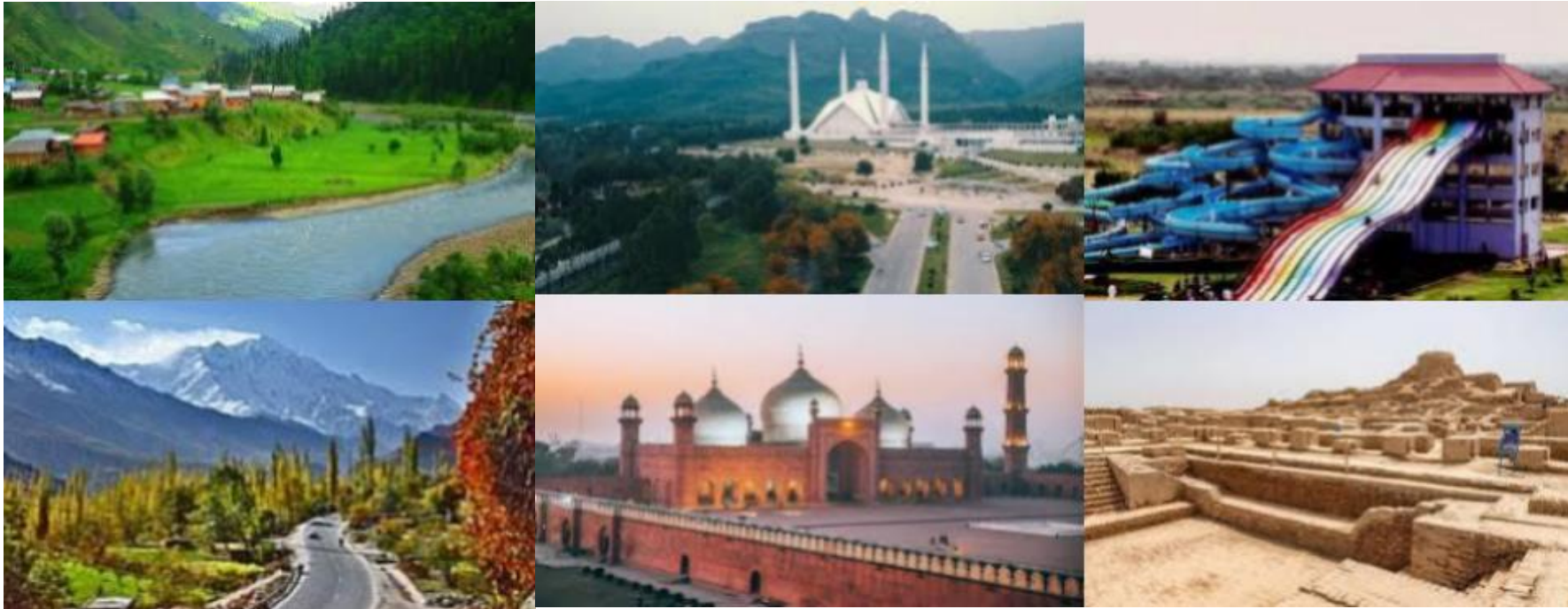
Board of Directors & Committees





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Financials





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Financial Overview

Equity: Rs. 23.289 Million

	RS.
NET PROFIT BEFORE LEVY & TAX	9,481,006
NET PROFIT AFTER LEVY & TAX	8,346,644
TOTAL COMPREHENSIVE INCOME	12,198,910
EARNING PER SHARE – BASIC & DILUTED	3.33



AKD Hospitality Ltd.

Operational Results





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Operating Results

Comparison of audited results with corresponding period

	30th June 2024	30th June 2023
	----- In Rupees -----	
NET PROFIT / (LOSS) BEFORE LEVY & TAX	9,481,006	(4,785,373)
NET PROFIT / (LOSS) AFTER LEVY & TAX	8,346,644	(4,977,373)
TOTAL COMPREHENSIVE INCOME/ (LOSS)	12,198,910	(14,461,829)
EARNING / (LOSS) PER SHARE – BASIC & DILUTED	3.33	(1.98)



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Future Outlook & Challenges





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Future Outlook:

- Despite ongoing political uncertainty coupled with weak consumer demand due to reduced purchasing power, Pakistan's economy has now shown some signs of macro-economic stability. Since the country is blessed with vast attractive natural and sightseeing destinations, it would be anticipated that tourism sector will grow. The government's policies and administrative measures have restored some confidence, leading to an uptick in economic activity and particularly tourism sector has showed significant recovery as compare to pre-covid which would be expected to further increase subject to better provision of services to visitors.

Challenges:

- Climate Change, Political Uncertainties and Economic Slowdown.



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Strategy





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Strategy

- Enhance Customers' Experience
- Expand Market Presence
- Sustainability Initiatives
- Leverage Technology



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Market Analysis

We have carried out detailed Market Analysis, highlighting potentially demanding segments.

Locations: We have identified different locations in different regions of Pakistan. We are carrying out studies on the actual and potential number of visitors.

Tourists Category: We have identified different categories of tourists on the basis of their age, gender, expenditure budgets, aesthetics, length of stay etc.

Types of Accommodations: We have identified different types of accommodations on the basis of locations, customer categories to identify those segments of markets which generate more profits while meeting the requirements and expectations of the target customers.

Recreational Facilities and Activities: We have identified different recreational facilities and activities to be offered to different categories of customers at different locations.



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Feasibilities

We are developing feasibilities for different market segments like:

Hotels:

Resorts:

Extended Stay Hotels:

Inns:

Motels:

Business Hotels;

Lodges;

Aparthotels;

Tented Camps;

Farm Houses.

Considering the opportunities in different cities, areas and region including unique locations and opportunities of adventure and activities.

Identifying those opportunities which provide maximum return on shareholders' investment over long term.

THANKS

AKD Hospitality Ltd.

