



THE UNITED CARPETS GROUP OF COMPANIES

BUSINESS GROUP PROFILE

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INTRODUCTION

THE UNITED CARPETS GROUP OF COMPANIES is a prestigious family-owned group of companies that ruled the Indian subcontinent Machine-made Carpet manufacturing for FIVE decades.

The versatile group owns NINE companies and EIGHT Carpet, Textile, Jute, Plastic Extrusion, Spinning, and Wool Scouring manufacturing plants spread across the major cities of Pakistan.

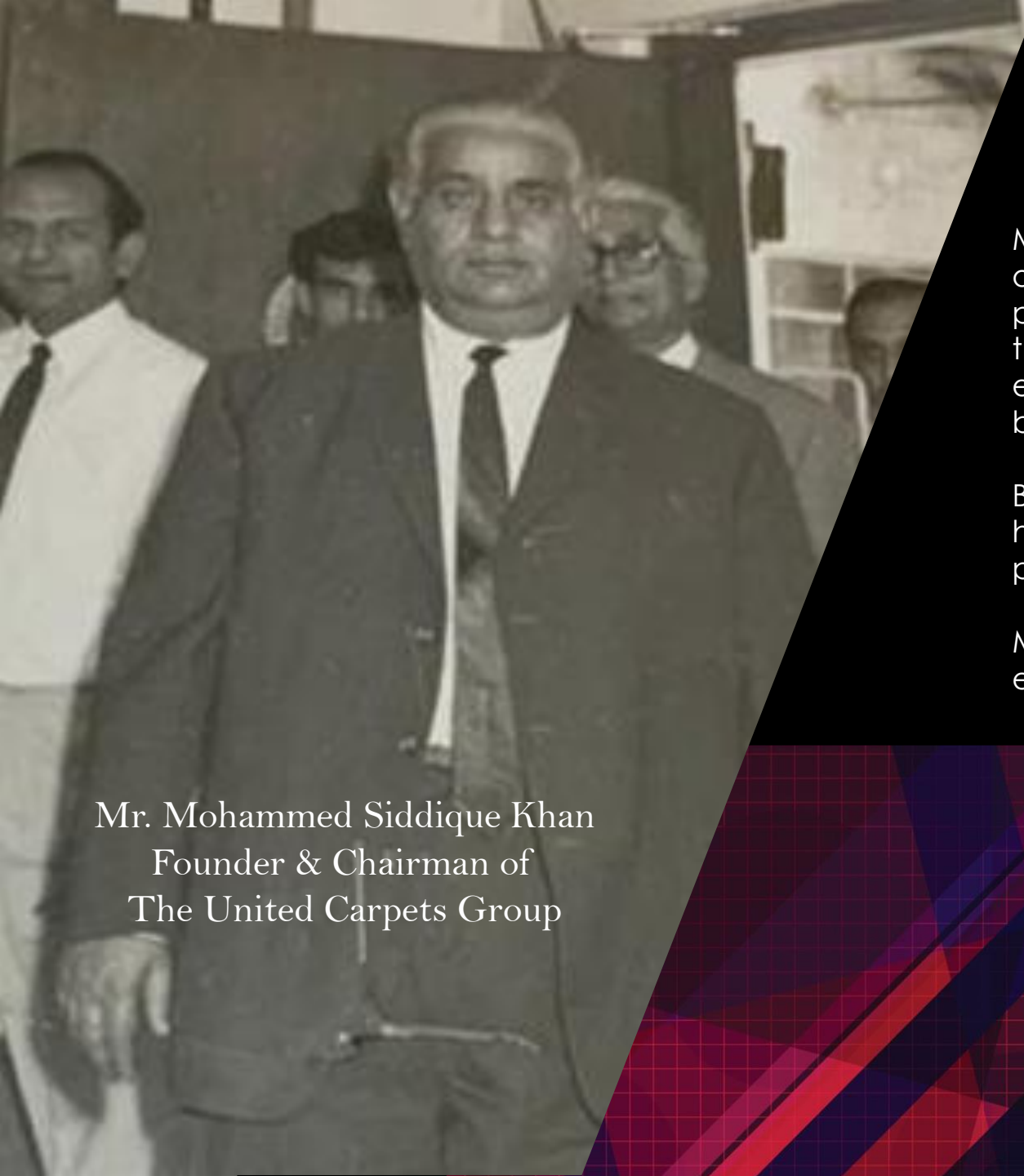




BACKGROUND

Pakistan's wool industry is one of the oldest and most stable sectors the country has seen since its inception. The wool sector has been blessed by a few brilliant pioneers who have laid down a strong foundation of this industry which has enabled it to withstand many financial, political and environmental challenges the country has seen.

One of the main and most prominent names amongst these leaders is **The United Carpets Group of Companies**, Founded by the late **Mr. Mohammed Siddique Khan**. He was also, at one point, nicknamed as 'The Wool King of Pakistan' by the former **Prime Minister, Mr. Zulfikar Ali Bhutto**.



Mr. Mohammed Siddique Khan
Founder & Chairman of
The United Carpets Group

ABOUT THE UNITED CARPETS GROUP

Mr. Mohammed Siddique Khan (late) started from the very basics of the wool business in West Pakistan in the late forties. He would procure wool from the sheep herders and sell it across the rest of the country. Mr. Siddique Khan's business acumen, honesty and exemplary hard work made him one of the most prosperous businessmen in West Pakistan.

By the early fifties, he had already started looking beyond the horizons and initiated the export of wool in large quantities to prominent parties in Scotland.

Mr. Siddique Khan was the first person from West Pakistan to export wool.



Mr. Mohammed Siddique Khan's younger brother, Mr. Mohammed Said Khan (Late), joined the organization around this time and became his elder brother's right hand man in the business.

Their buyers in Glasgow were so impressed by their honesty, their word and efficiency in International Trade that they started inviting the brothers over to meet them in person which lead to personal bonding and they all soon became close family friends.

Seeing the intelligence and superior capabilities coupled with the Khan's upfront stature, their Scotch friends suggested that they should seriously start thinking of 'moving up' in the wool business and explore 'value added' options in the field.

Hence, in 1953, **The Pakistan Wool Scouring and Pressing Company (PWSP)** was launched which was the first of it's kind in Pakistan. It was equipped with machinery designed for cleaning and washing wool in order to prepare it properly for conversion into high quality yarn.

The machinery was imported from a leading manufacturer in England.



Mr. Mohammed Said Khan
and his son, Mr. Shahed Said Khan in 1985

ABOUT THE UNITED CARPETS GROUP



PWSP boosted exports tremendously and was such a huge success that from here onward there was no looking back for the gifted entrepreneur and leader, Mr. Mohammed Siddique Khan.

In the next couple of years he established **The United Woollen Mills (UWM)** that specialized in spinning woollen yarn of superior quality and exceeded the expectations of even the leading international woollen markets including Scotland, Australia and New Zealand. So much so, that UWM actually started exporting woollen yarn to all of these three countries in the fifties and did not stop right up to the late nineties.

ABOUT THE UNITED CARPETS GROUP

Manufacturing machine-made wall to wall carpet from the yarn that **UWM** spun was the next milestone on the mind of the great visionaries.

Thus, in 1967, **The United Carpets Limited (UCL)** was formed and became the first machine-made carpet manufacturer of Pakistan. It remained the only manufacturer in this category for 30 years.

Again, a massive success, **UCL** expanded very quickly and by 1975 it had taken the position of the largest machine-made carpet manufacturer in the Indian Subcontinent with 22 Axminster looms from England and 10 Wilton Looms from Belgium.

The combination of these looms covered the markets ranging from private residences, offices, palaces, hotels and every application that falls in between.



Mr. Shahid Said Khan – The Second Generation

Mr. Shahid Said Khan, Mr. Mohammed Said Khan's son, joined the prestigious family business right after his graduation in 1986 with a BSC in Industrial Engineering & Technology from the University of Wisconsin, U.S.A.

Mr Shahéd Said Khan is the second-generation owner and Chief Executive Officer of The United Carpets Group of Companies. With his superior education, innovative thinking and a tremendous platform already laid out for him, he did not let any limitations hinder his aggressive intent and position to make the family group one of the top leading family businesses of Pakistan.

Under his speedy and unparalleled advancement and unmatched management, The United Carpets Group saw unprecedented success and within 5 years became the leader in the Wool related industry in Pakistan with virtually no competition whatsoever.

The success under Mr. Shahid Khan saw expansion and addition of more Manufacturing facilities spread across the country that included Non-woven Carpets, Textile spinning, jute spinning, synthetic yarn extrusion, cotton spinning and so forth.

By year 2000, The United Group grew sales exponentially and boasted almost 100 retailers and distributors across Pakistan and the exports were into millions of US Dollars.



THE UNITED CARPETS GROUP COMPANIES

THE PAKISTAN WOOL SCOURING & PRESSING COMPANY (PWSP)

INCORPORATION YEAR: 1953

LOCATION: Karachi

BUSINESS TYPE: Wool cleaning, scouring & pressing into bales.

MACHINERY, EQUIPMENT & ORIGIN: Platts from The United Kingdom

WORK FORCE: 400 to 500

SHAHID KHAN'S TENURE: Renovation, refurbishment, upgradation and streamline process utilizing new technology which resulted into higher production and better quality.

THE UNITED CARPETS LIMITED - ONE

INCORPORATION YEAR: 1967

LOCATION: Karachi

BUSINESS TYPE: Manufacturing machine-made carpets in large quantities with a very wide range of qualities and specifications to cater for various markets.

MACHINERY, EQUIPMENT & ORIGIN: 16 Axminster looms and all other equipment from the UK.

WORK FORCE: 400 to 500

SHAHID KHAN'S TENURE: Renovation, refurbishment, upgradation and streamline process utilizing new technology and optimized production.

THE UNITED WOOLLEN MILLS

INCORPORATION YEAR: 1958

LOCATION: Karachi

BUSINESS TYPE: Spinning large volume of woollen yarn with a very wide range of counts and specifications.

MACHINERY, EQUIPMENT & ORIGIN: James Mackie/Ireland, Platts/UK

WORK FORCE: 250 to 350

SHAHID KHAN'S TENURE: Renovation, refurbishment, upgradation and streamline process utilizing new technology and introduced more aggressive marketing which resulted into exponentially higher sales. Optimized production through new technology.

THE UNITED CARPETS LIMITED - TWO - EXTENSION

INCORPORATION YEAR: 1975

LOCATION: Karachi

BUSINESS TYPE: Manufacturing machine-made carpets in large quantities with a very wide range of qualities and specifications to cater for various markets.

MACHINERY, EQUIPMENT & ORIGIN: Addition of 6 Axminster looms from the UK AND 10 Wilton/Van Der Ville looms from Belgium.

WORK FORCE: 200 to 300

SHAHID KHAN'S TENURE: Renovation, refurbishment, upgradation and streamline process utilizing new technology and optimized production.



THE UNITED CARPETS GROUP COMPANIES

SIDDIQUE & SAID LIMITED

INCORPORATION YEAR: 1976

LOCATION: Karachi

BUSINESS TYPE: Retail shops and outlets for sales of floor coverings at 10 major cities in the country.

MACHINERY, EQUIPMENT & ORIGIN: A fleet of 12 transportation trucks for country wide distribution.

WORK FORCE: 150 to 200

SHAHID KHAN'S TENURE: Increased the number of outlets from 10 to over 100 through appointment of distributors across Pakistan. Streamline process through computerization of inventory and sales and utilizing new technology. Introduced more aggressive marketing which resulted into exponentially higher sales.



INTERNATIONAL FLOOR COVERINGS

INCORPORATION YEAR: 1977

LOCATION: Karachi

BUSINESS TYPE: Manufacturing machine-made NON-WOVEN carpets in large quantities with a very wide range of qualities and specifications to cater for various markets specially offices.

MACHINERY, EQUIPMENT & ORIGIN: Dilo from Germany.

WORK FORCE: 200 to 300

SHAHID KHAN'S TENURE: Renovation, refurbishment, upgradation and streamline process utilizing new technology and optimized production.

INTERNATIONAL FLOOR COVERINGS - EXTRUSION

INCORPORATION YEAR: 1986

LOCATION: Karachi

BUSINESS TYPE: Inhouse Extrusion plant for manufacturing synthetic yarn for lower end markets, in large volume with a very wide range of counts and specifications.

MACHINERY, EQUIPMENT & ORIGIN: Plasticizers from the UK.

WORK FORCE: 50 to 100

SHAHID KHAN'S TENURE: Increased production by 50% in order to sell synthetic yarn to other businesses outside the Group companies.

THE UNITED CARPETS GROUP COMPANIES

THE UNITED JUTE MILLS LIMITED

INCORPORATION YEAR: 1986

LOCATION: Lahore

BUSINESS TYPE: Spinning large volume of jute yarn with a very wide range of counts and specifications.

Weaving jute bags for the country's agriculture sector.

MACHINERY, EQUIPMENT & ORIGIN: James Mackie from Ireland.

WORK FORCE: 500 to 700

SHAHID KHAN'S TENURE: Installed a completely new project. Catered to 7% of Pakistan's agricultural needs.

SAF TEXTILE LIMITED

INCORPORATION YEAR: 1993

LOCATION: Karachi

BUSINESS TYPE: 30,000 spindles, Cotton Spinning Mills with a very wide range of yarn counts and specifications.

MACHINERY, EQUIPMENT & ORIGIN: Rieter from Switzerland and auto cone winders from Murata of Japan. 30,000 spindles.

WORK FORCE: 500 to 800

SHAHID KHAN'S TENURE: Installed a completely new project. The only kind in Pakistan with Rieter equipment which is the top of the line in cotton yarn spinning in the world.

NATIONAL ENGINEERING COMPANY

INCORPORATION YEAR: 1986

LOCATION: Karachi

BUSINESS TYPE: Spare parts and maintenance service provider.

MACHINERY, EQUIPMENT & ORIGIN: A very wide range of tools and equipment typically present in a workshop.

WORK FORCE: 150 to 200

SHAHID KHAN'S TENURE: Converted the group's in-house workshop into spare parts manufacturer and maintenance service provider to other neighboring manufacturers.

SSK PAPER MILLS

INCORPORATION YEAR: 1995

LOCATION: Lahore

BUSINESS TYPE: Paper manufacturing unit for small traders.

MACHINERY, EQUIPMENT & ORIGIN: Pakistan, Poland and Korea.

WORK FORCE: 1000 to 150

SHAHID KHAN'S TENURE: Installed a completely new project for catering to small packing industries of the province.





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