



CORPORATE BRIEFING SESSION

Year ended September 30, 2020



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Group Profile

- Leading business group in Pakistan.
- Diversified and strong presence in Sugar, Ethanol and Lasani Wood.
- Significant economic contribution in the form of direct and indirect taxes.
- Significant Corporate Social Responsibility (CSR) activities that include providing education, literacy and medical facilities to villagers.



Company Profile

- Most profitable company of Al-Noor Group.
- Incorporated as public limited company in 1979.
- Assets over Rs.11 billion.
- Contributed over Rs. 775 million to National Exchequer in the form of direct and indirect taxes.
- Listed on the Stock Exchange since 1984.

Company Profile

- Owns and operates sugar manufacturing unit with daily sugar-cane crushing capacity of 11,000 MT.
- Owns and operates 2 ethanol production plants with daily production capacity of 200 MT
- Major focus on value addition and cost efficiencies and effectiveness.
- Export-oriented Company with 63% export sales.

Company Profile

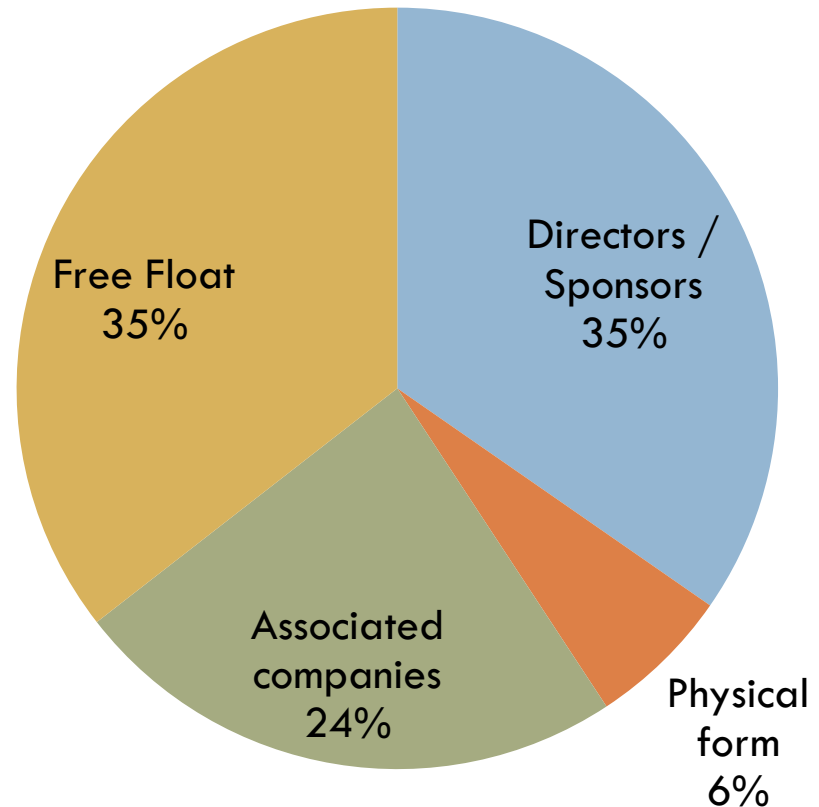
- Earner of precious foreign exchange of Rs. 7.4 billion.
- Top quality and highly competent professional resources.
- Excellent credit ratings in the industry of A-2 for long-term and A- for short-term from JCR VIS.
- Total market capitalization is Rs. 2 billion.

Company Profile

Sr. No.	Category	No. of Shareholders	Shares held	%
1.	General Public	2,330	13,169,891	62.36
2.	Joint Stock Companies	20	5,221,782	24.73
3.	Mutual Fund	1	1,372,210	6.50
4.	Financial Institutions	4	1,010,558	4.79
5.	Insurance Companies	1	23,551	0.11
6.	Modarabas	1	15	0.00
7.	Others	5	320,656	1.52
	Total	2,366	21,118,663	100

Free Float shares are 7,501,557 out of total outstanding shares of 21,118,663 which make up 35.52 %.

Free Float



□ Board of Directors

- | | |
|------------------------------|-------------------------|
| □ Mr. Noor Mohammad Zakaria | Chairman |
| □ Mr. Zia Zakaria | Managing Director & CEO |
| □ Mr. Abdul Aziz Ayooob | Director |
| □ Mrs. Sanobar Hamid Zakaria | Director |
| □ Mr. Asad Ahmed Mohiuddin | Director |
| □ Mr. Naeem Ahmed Shafi | Independent Director |
| □ Mr. Khurram Aftab | Independent Director |

□ Audit Committee

- | | |
|------------------------------|----------|
| □ Mr. Naeem Ahmed Shafi | Chairman |
| □ Mr. Noor Mohammad Zakaria | Member |
| □ Mrs. Sanobar Hamid Zakaria | Member |

□ HR & Remuneration Committee

- | | |
|-----------------------------|----------|
| □ Mr. Khurram Aftab | Chairman |
| □ Mr. Noor Mohammad Zakaria | Member |
| □ Mr. Zia Zakaria | Member |

Financial Performance Highlights

	(Rupees in thousand)									
	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
Turnover	11,143,607	9,497,552	7,220,127	5,055,682	5,909,743	5,199,162	5,353,972	5,642,437	5,362,004	4,392,083
Gross profit	1,591,640	2,010,195	810,408	583,894	670,379	805,191	884,146	606,322	695,891	754,349
Operating profit	1,275,897	1,705,403	783,430	128,636	343,522	541,563	616,908	395,721	462,591	550,887
Profit/(Loss) before tax	931,588	1,354,532	548,249	(74,397)	170,136	262,783	243,411	84,281	111,079	88,526
Profit after tax	760,315	1,205,546	601,258	7,268	125,148	184,723	226,741	91,611	145,344	89,717
Earning per share	36.00	57.08	28.47	0.34	5.93	8.75	10.74	4.34	6.88	4.25
Cash dividend	120%	170%	70%	5%	24%	35%	43%	15%	15%	10%
Cane Crushed (M.Tons)	444,430	500,270	744,578	672,747	496,109	596,006	666,887	561,083	566,077	654,892
Sugar Produced (M.Tons)	48,786	55,425	82,366	72,755	52,578	65,791	71,473	59,343	57,077	60,775
Recovery (%)	11.00%	11.08%	11.06%	10.82%	10.60%	11.02%	10.72%	10.58%	10.09%	9.27%

Financial Position Highlights

(Rupees in thousand)

	2020	2019	2018	2017	2016	2015	2014	2013	2012	2011
FINANCIAL POSITION:										
Share capital	211,187	211,187	211,187	211,187	211,187	211,187	211,187	211,187	211,187	211,187
Revenue reserves	3,178,204	2,690,419	1,750,761	920,125	937,213	858,025	736,114	521,769	442,188	296,930
Surplus on revaluation of fixed assets	1,389,650	1,476,197	1,582,959	546,707	568,724	587,964	611,888	416,220	431,487	451,986
Long-term financing	1,163,612	1,340,813	1,659,686	1,542,234	756,942	774,675	761,669	726,251	817,157	914,113
Deferred taxation	17,212	(25,726)	(68,700)	(81,034)	53,862	56,458	28,842	24,831	70,877	128,364
Current liabilities	5,351,671	4,672,241	4,925,666	3,456,917	1,428,785	2,642,076	2,318,096	1,901,805	2,336,772	2,878,103
Operating assets	5,386,952	5,498,699	5,315,321	3,052,313	2,541,075	2,424,275	2,425,608	2,141,973	2,149,828	2,044,741
Long-term deposits	2,429	2,429	2,429	2,429	2,428	2,395	2,390	2,390	2,532	2,708
Long-term investment	1,006	1,351	1,815	2,673	3,097	3,759	5,101	4,346	4,130	2,909
Current assets	5,919,925	4,860,438	4,529,303	3,537,186	1,407,923	2,696,867	2,229,376	1,646,273	2,150,986	2,828,149

Future Outlook

- During the first quarter of 2021, sugarcane recovery was 10.33% against 10.16% of first quarter of 2021. Recovery is expected to improve during the remainder of the season. The production of sugar during the year was lower than the requirement of the country and it is expected to suffice in the coming year. The Government has increased the notified price from Rs. 192 per mund to Rs 202. The cane crop is expected to be better than last year but the growers are reluctant to sell at the higher notified price. The Company has no option but to purchase the raw material at higher price.
- Production of ethanol during first quarter of 2021 has been lower when compared to same period last year. This is due to non-availability of molasses. The sugarcane crushing has since increased and it is expected that availability of raw material will improve leading to increased production of ethanol for the remainder of the year.

Question & Answer

Thank you