



Tandlianwala Sugar Mills Ltd.

TSML/PSX/2023/3383

September 07, 2023

The General Manager,
Pakistan Stock Exchange Limited,
Stock Exchange Building,
Stock Exchange Road,
Karachi.

Subject: **Corporate Briefing Session on FY 2020-2021 and 2021-2022**

Dear Sir,

Corporate Briefing Sessions of the Company will be held on Thursday, September 14, 2023 at 10:30 AM for financial year 2020-2021 and at 11:30 AM for financial year 2021-2022 at Marina Event Complex 333-AA, Off Raiwind Road Lahore to give an overview of the Company's financial performance.

The Investors/Analysts and others registering to connect through video link facility are required to mention their Name, Folio Number, E-mail address, name of institution, cell phone number etc. in an email to gaseem.tsml@gmail.com with subject "Registration for TSML Corporate Briefing Sessions on FY 2020-2021 and 2021-2022. Video-link and login credential will be shared with the Shareholders/Stake holders/Analysts whose email containing all the required particulars are received at least 48 hours before the time of the session.

You may please inform the member of the Exchange accordingly.

Yours Sincerely

Company Secretary



**TANGLIANWALA
SUGAR MILLS LIMITED**

**CORPORATE BRIEFING
SESSION (2020-21)**

**Presented by:
Ahmad Jehanzeb Khan
(Chief Financial Officer &
Company Secretary)**



TANGLIANWALA
SUGAR MILLS LIMITED

Executive Summary



- **Group Overview**
- **Financial Highlights**
- **Operational Information**
- **Corporate Social Responsibility**
- **Questions & Answers Session**



TANGLIANWALA
SUGAR MILLS LIMITED



GROUP OVERVIEW

INTRODUCTION



TANGLIANWALA
SUGAR MILLS LIMITED



- Tandlianwala Sugar Mills Limited (“The Company”) was incorporated on 01 November 1988 as a Public Limited Company under the Companies Ordinance, 1984 (Now Companies Act 2017). In 1992, the Company got listed on the Lahore & Karachi Stock Exchange (now Pakistan Stock Exchange).
- The Company started as a small Sugar Mill, gradually extending its operations in the Distillery & Top Gas sector.
- The principal activity of the Company is production and sale of White Crystalline Sugar, Ethanol and other allied by-products.

Board of Directors:

Mr. Ghazi Khan (Chairman)

Mr .Akbar Khan (Chief Executive)

Mr. Haroon Khan

Mr. Humayun Akhtar Khan

Mrs. Rasheeda Begum

Mrs. Mobina Akbar Khan

Mr. Tahir Farooq Malik

Chief Financial Officer &

Company Secretary:

Mr. Ahmad Jehanzeb Khan

Locations:

Head Office: 66-L, Gulberg-II, Lahore.

Faisalabad: Sugar Unit-I, Distillery-I, Top Gas

Dera Ismail Khan: Sugar Unit-II

Muzzaffargarh: Sugar Unit-III, Distillery-II

OPERATING SEGMENTS



TANGLIANWALA
SUGAR MILLS LIMITED



SUGAR



DISTILLERY



TOP GAS

OUR JOURNEY



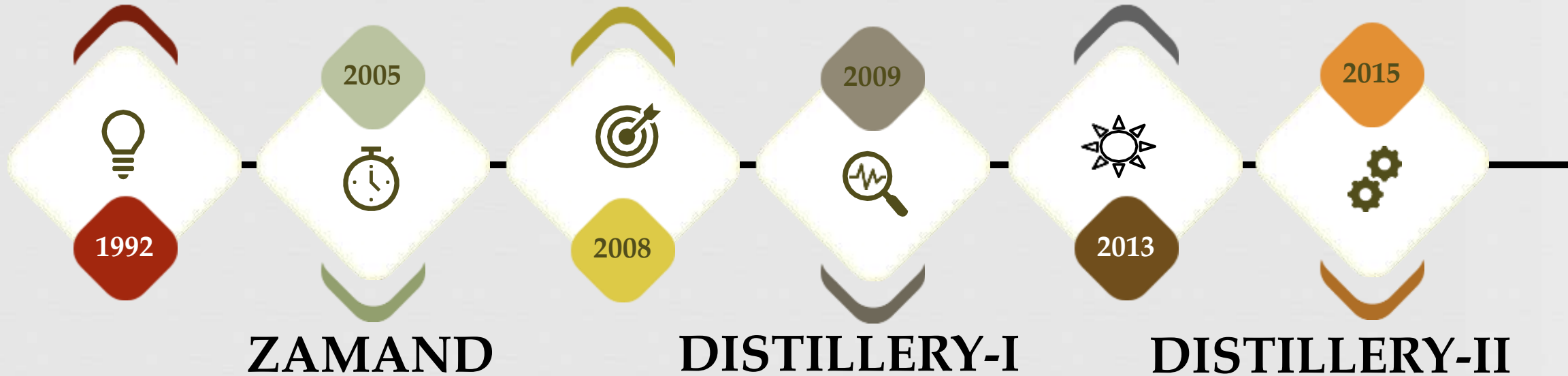
TANGLIANWALA
SUGAR MILLS LIMITED



KANJWANI

REHMAN HAJIRA

TOP GAS



ZAMAND

DISTILLERY-I

DISTILLERY-II

WHAT ARE WE PROUD OF:



TANGLIANWALA
SUGAR MILLS LIMITED



Corporate Vision

- Sustainability
- Growth
- Wealth Maximization
- Innovation
- Equal Opportunity

Management

- Visionary
- Qualified
- Action Oriented
- Vigilant
- Cooperative
- Experienced
- Versatile

Milestones

- Groundbreaking success over three decades
- From 1 Small Unit to six state of the art Plants
- First ever CO₂ plant in Pakistan
- International Recognition

Future Outlook

- Going International
- Opening New doors
- Catching up with the new & better technologies
- Corporate Farming



TANGLIANWALA
SUGAR MILLS LIMITED



FINANCIAL HIGHLIGHTS

SIX YEARS AT A GLANCE:

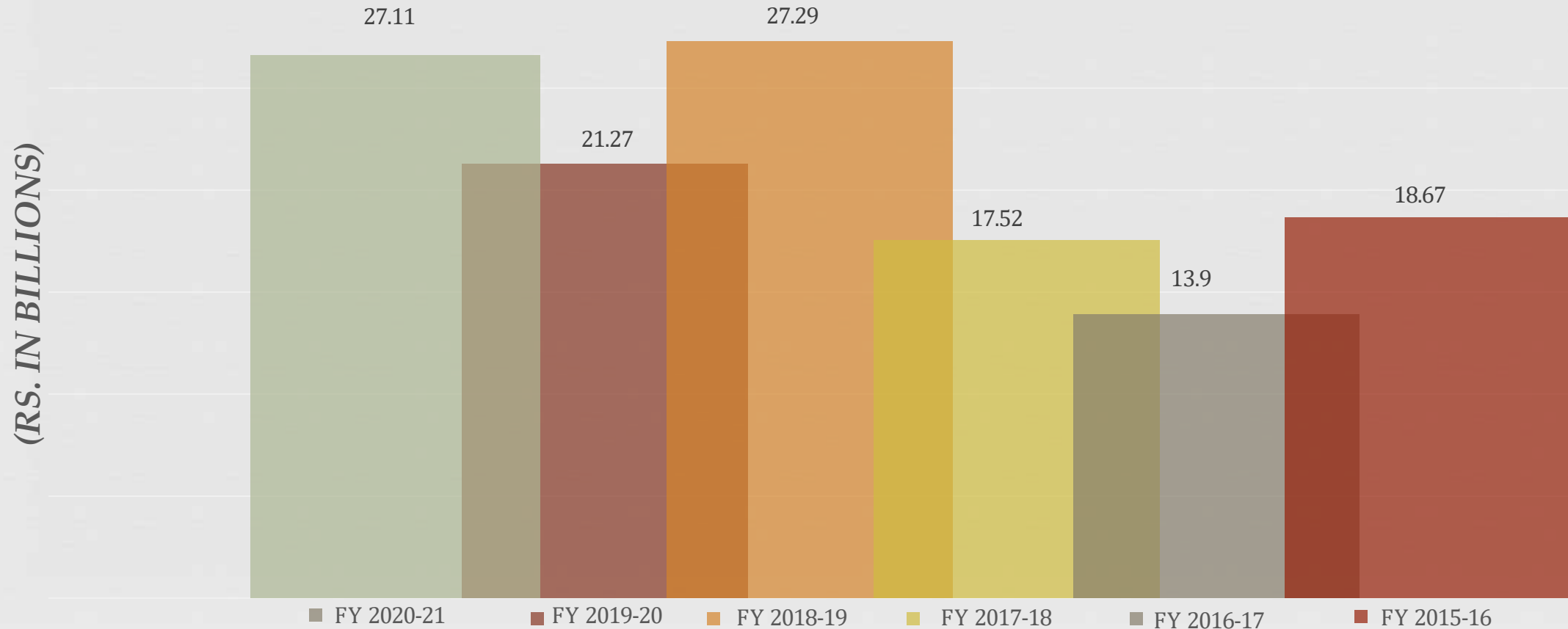


	2021	2020	2019	2018	2017	2016
Sales	27,114,404,208	21,271,884,733	27,295,874,630	17,522,463,922	13,903,985,479	18,675,054,125
Cost of Sales	(23,995,408,711)	(19,430,945,446)	(23,142,769,339)	(14,665,516,017)	(11,769,616,007)	(16,258,133,912)
Gross Profit	3,118,995,497	1,840,939,287	4,153,105,291	2,856,947,905	2,134,369,472	2,416,920,213
Admin & Distribution Expense	(868,665,215)	(846,011,622)	(937,766,947)	(939,936,285)	(792,100,648)	(681,996,019)
Other Income	87,506,695	97,729,521	65,485,087	79,728,679	36,246,141	108,494,653
Profit from Operations	2,337,836,977	1,092,657,186	3,280,823,431	1,996,740,299	1,378,514,965	1,843,418,847

SALES ANALYSIS



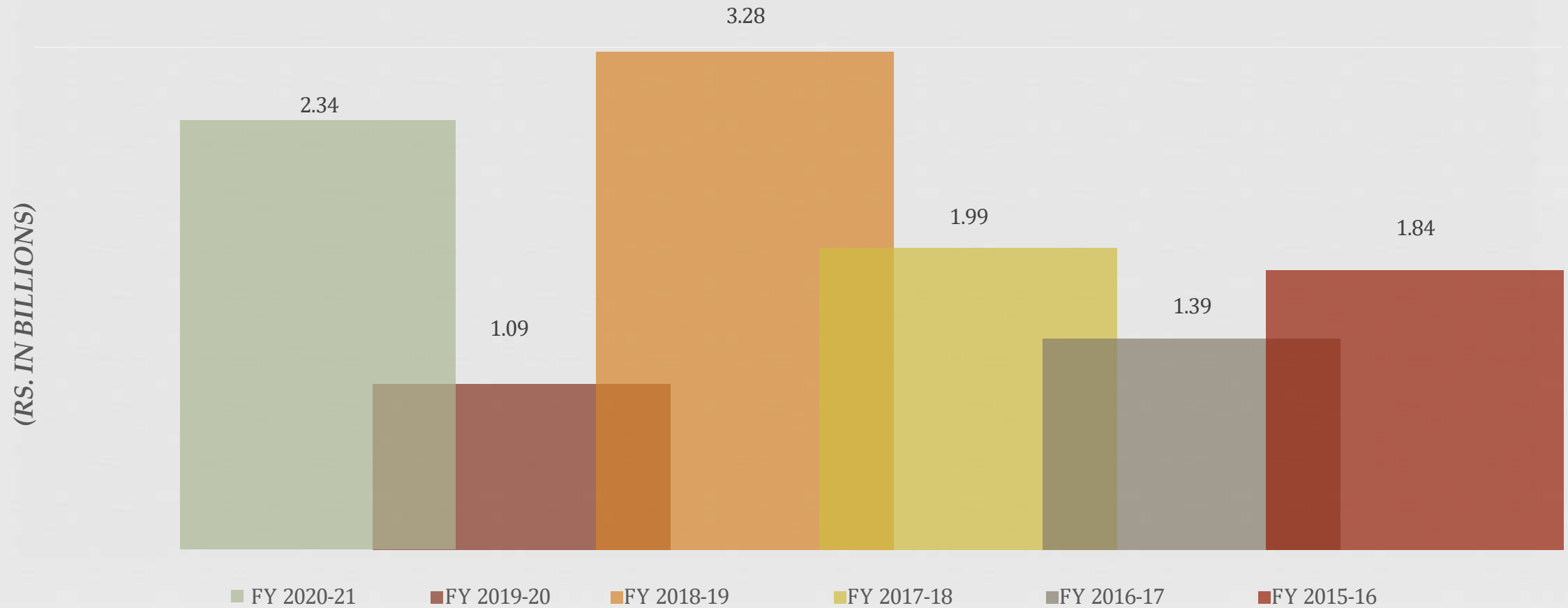
TANGLIANWALA
SUGAR MILLS LIMITED



OPERATING RESULTS



TANGLIANWALA
SUGAR MILLS LIMITED

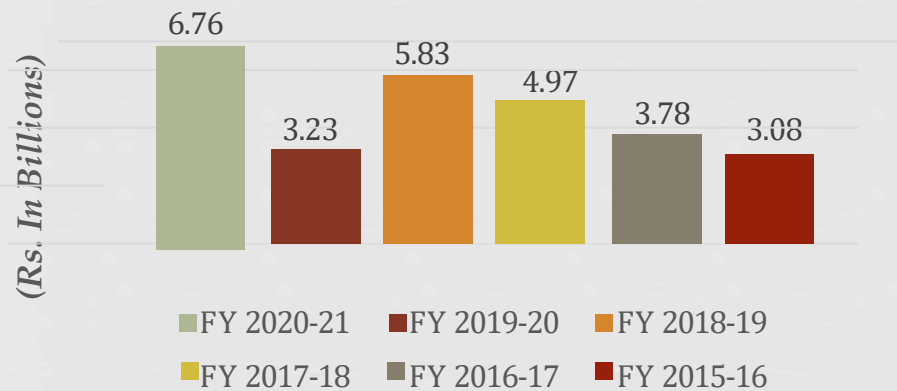




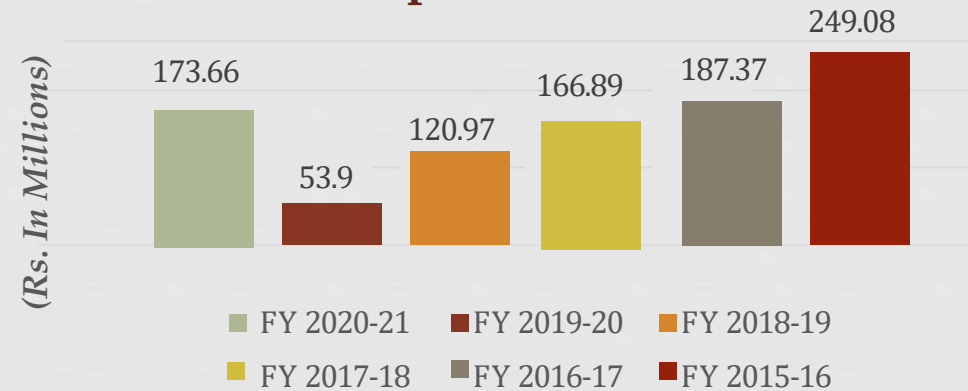
SEGMENT RESULTS



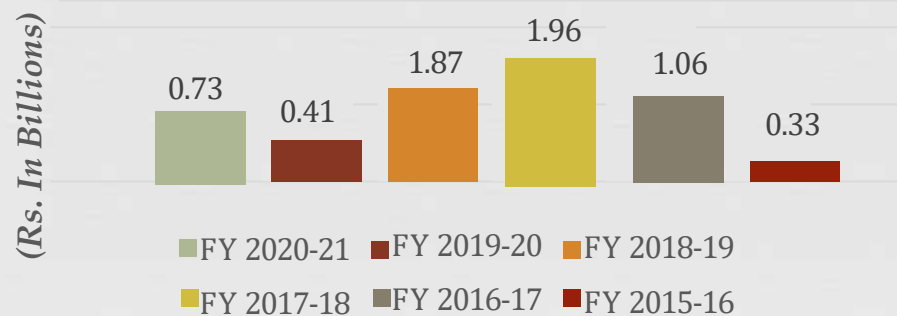
Ethanol Sales



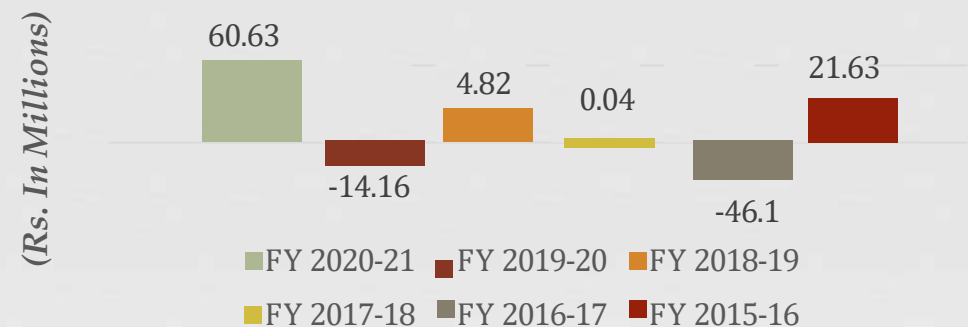
Top Gas Sales



Gross Profit - Ethanol



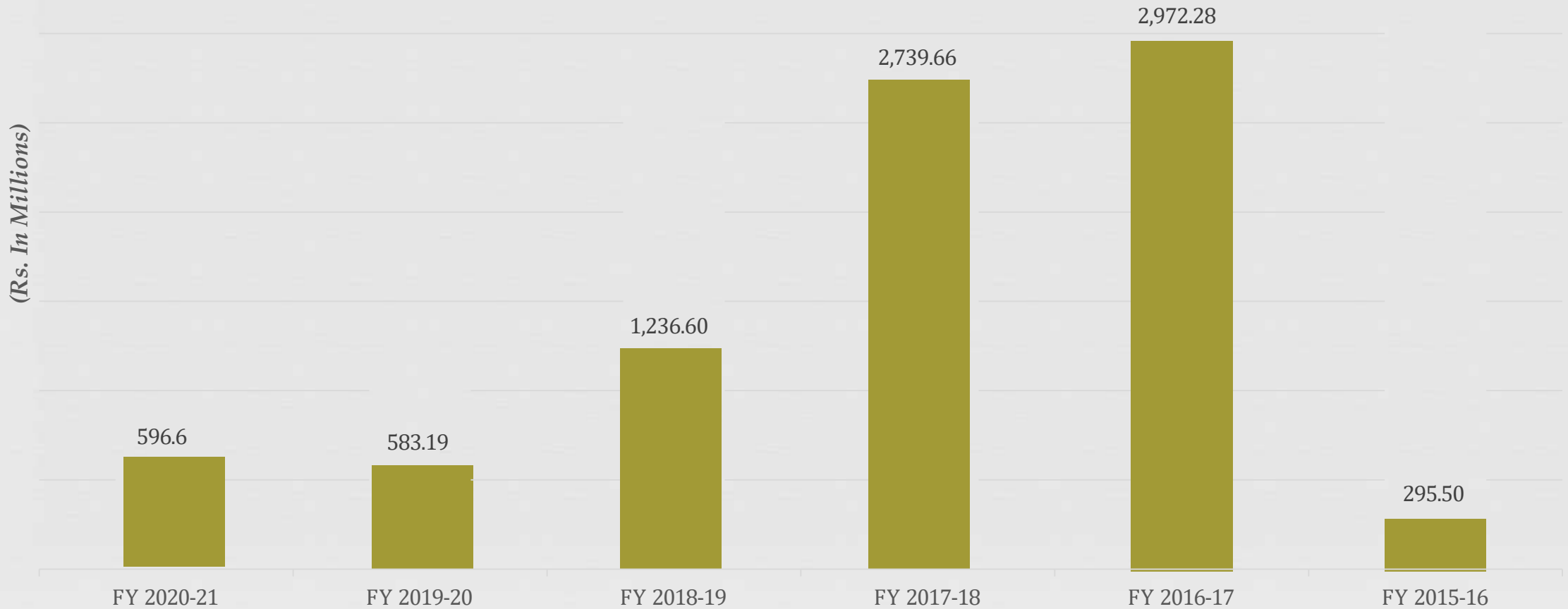
Gross Profit - Top Gas



CAPITAL EXPENDITURE



TANGLIANWALA
SUGAR MILLS LIMITED





TANGLIANWALA
SUGAR MILLS LIMITED



OPERATIONAL INFORMATION



TANDLIANWALA
SUGAR MILLS LIMITED

ANNUAL PRODUCTION:

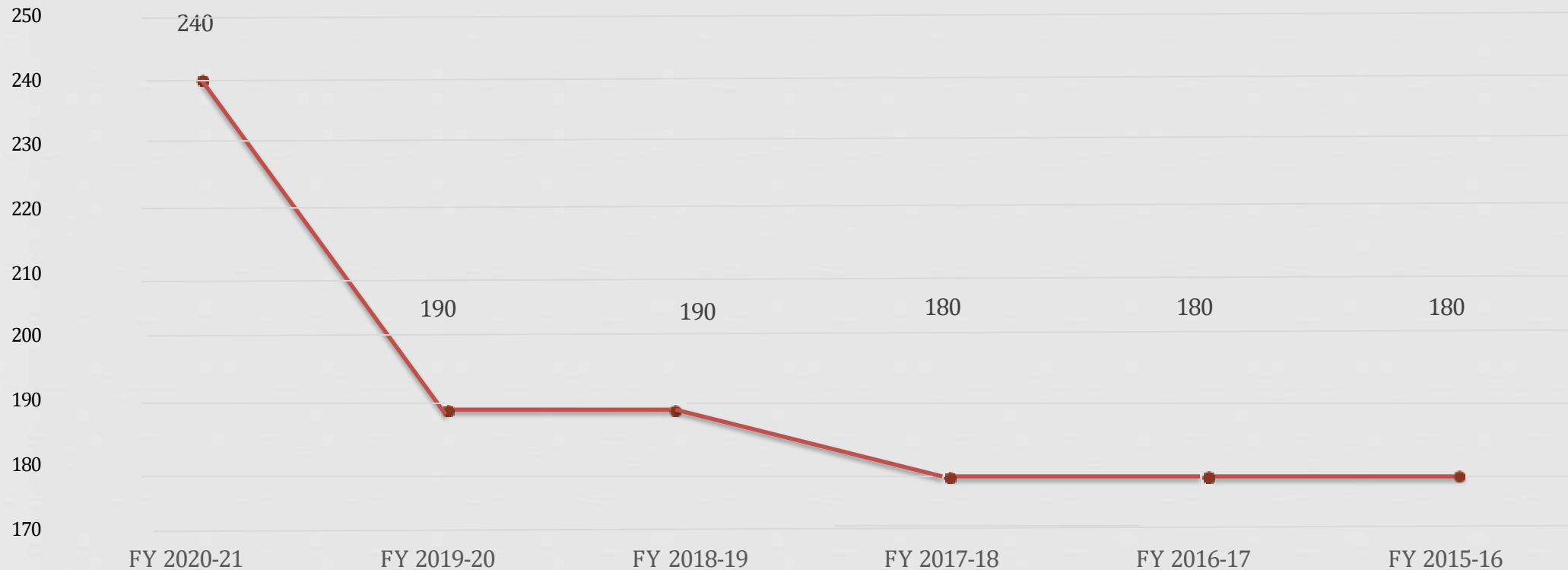


	2021	2020	2019	2018	2017	2016
<u>SUGAR (M. Tons):</u>						
Annual Production	316,669	265,420	255,375	245,582	303,142	247,378
<u>ETHANOL (Liters):</u>						
Per Day Capacity	265,000	255,000	255,000	255,000	255,000	255,000
Annual Production	74,802,500	35,847,500	73,398,542	81,569,402	74,389,720	63,354,501
<u>TOP GAS (M. Tons):</u>						
Annual Capacity	14,400	14,400	14,400	14,400	14,400	14,400
Annual Production	6617	3,749	8,826	9,992	9,466	9,094



TANGLIANWALA
SUGAR MILLS LIMITED

SUGARCANE PRICE PER 40 KG

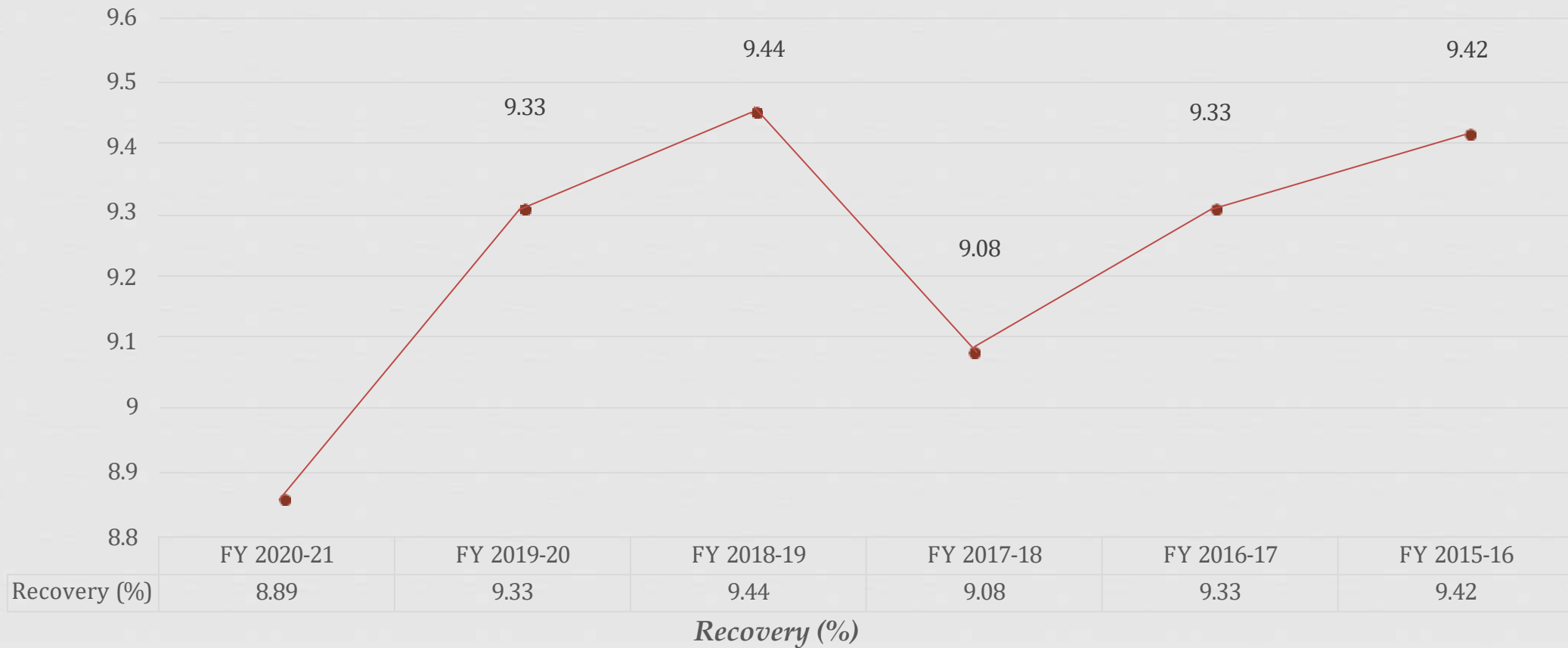


(SUGARCANE PRICE PER 40 KGs)



TANGLIANWALA
SUGAR MILLS LIMITED

SUCROSE RECOVERY RATIO





TANGLIANWALA
SUGAR MILLS LIMITED



CORPORATE SOCIAL RESPONSIBILITY



TANGLIANWALA
SUGAR MILLS LIMITED

Corporate Social Responsibility (CSR)



- ❖ 0% Direct Energy (Gas/Electricity) Consumption during crushing season;
- ❖ More than 50% Reduction of CO₂ Emission;
- ❖ Interest Free Loans;
- ❖ Free Electricity, Education to Mill Employees;
- ❖ Safe Drinking Water & Shelters to Mill Employees.



TANGLIANWALA
SUGAR MILLS LIMITED



Q & A SESSION



TANGLIANWALA
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THANK YOU



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Dera Ismail Khan: Sugar Unit-II

Muzzaffargarh: Sugar Unit-III, Distillery-II

OPERATING SEGMENTS



TANGLIANWALA
SUGAR MILLS LIMITED



SUGAR



DISTILLERY



TOP GAS

OUR JOURNEY



TANGLIANWALA
SUGAR MILLS LIMITED



KANJWANI

REHMAN HAJIRA

TOP GAS



WHAT ARE WE PROUD OF:



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SUGAR MILLS LIMITED



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- Wealth Maximization
- Innovation
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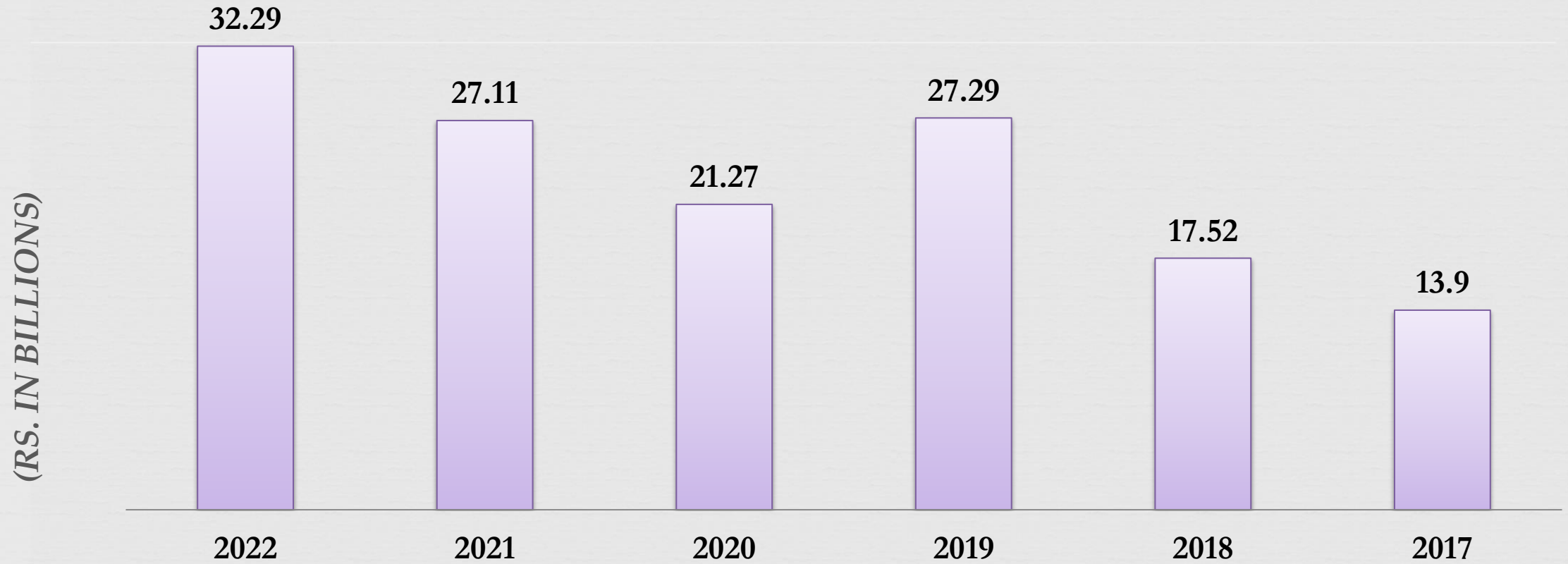


	2022	2021	2020	2019	2018	2017
Sales	32,299,965,782	27,114,404,208	21,271,884,733	27,295,874,630	17,522,463,922	13,903,985,479
Cost of Sales	(28,536,941,441)	(23,995,408,711)	(19,430,945,446)	(23,142,769,339)	(14,665,516,017)	(11,769,616,007)
Gross Profit	3,763,024,341	3,118,995,497	1,840,939,287	4,153,105,291	2,856,947,905	2,134,369,472
Admin & Distribution Expense	(1,097,559,923)	(868,665,215)	(846,011,622)	(937,766,947)	(939,936,285)	(792,100,648)
Other Income	69,346,782	87,506,695	97,729,521	65,485,087	79,728,679	36,246,141
Profit from Operations	2,734,811,200	2,337,836,977	1,092,657,186	3,280,823,431	1,996,740,299	1,378,514,965

SALES ANALYSIS



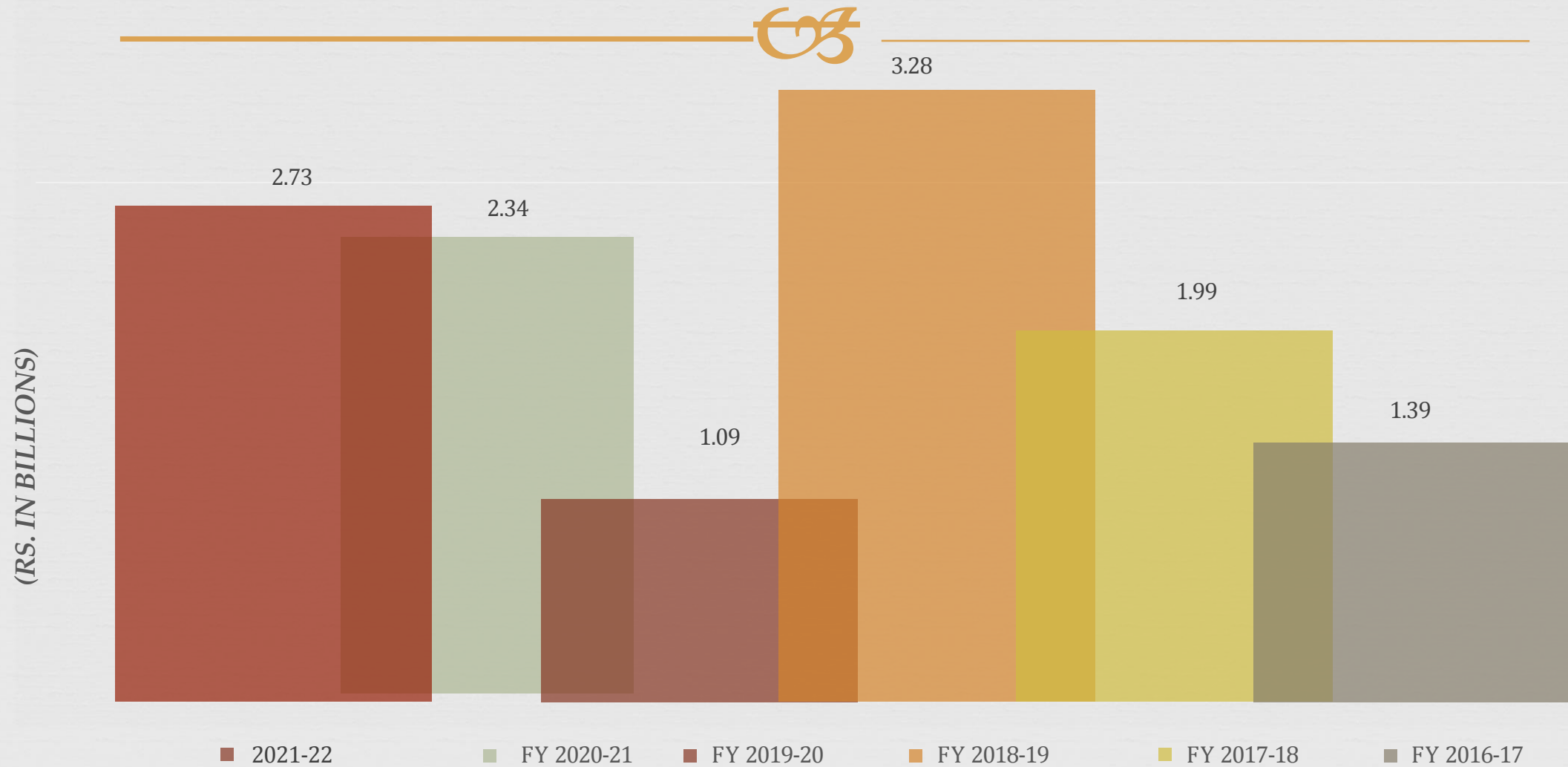
TANGLIANWALA
SUGAR MILLS LIMITED



OPERATING RESULTS



TANDLIANWALA
SUGAR MILLS LIMITED



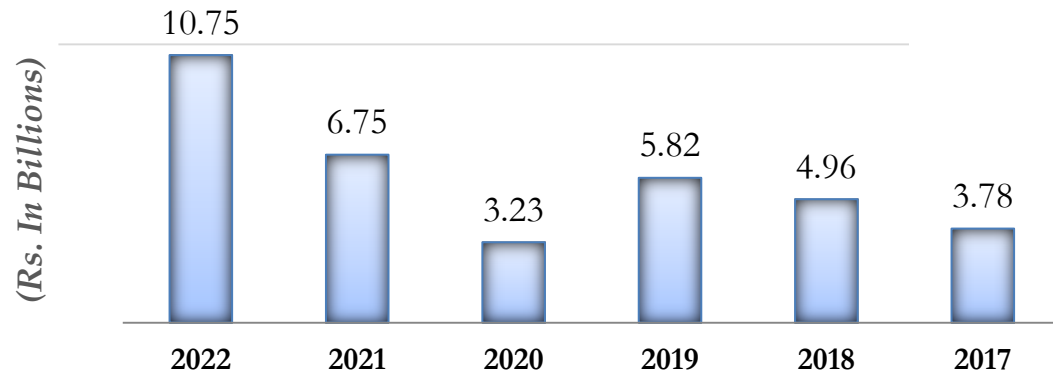
SEGMENT RESULTS



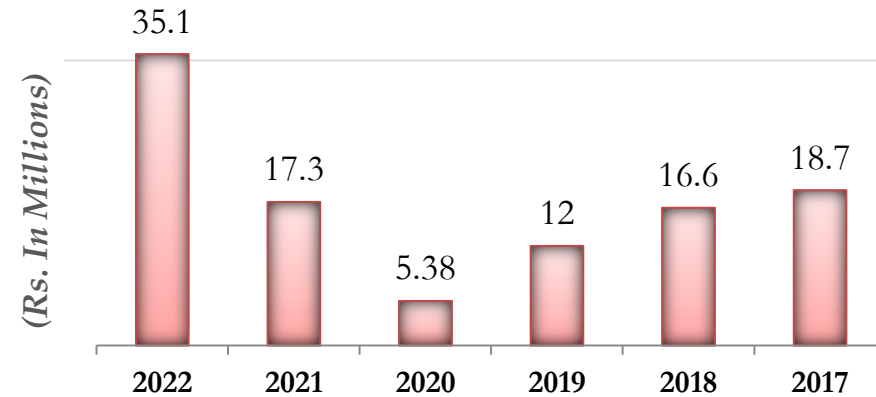
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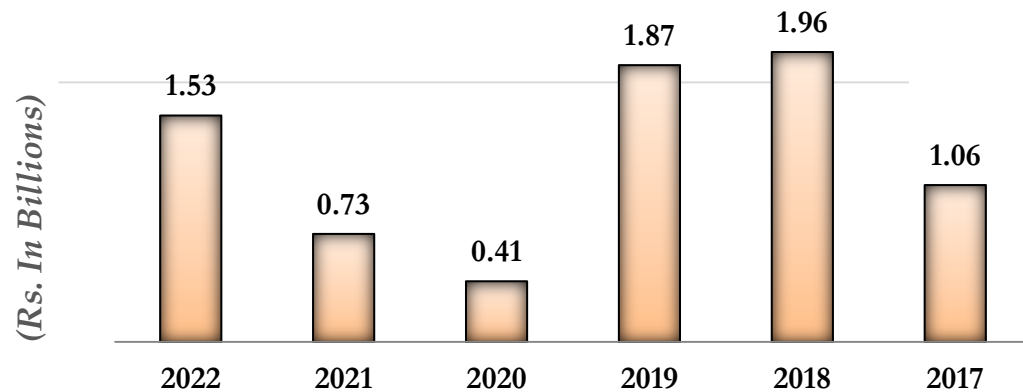
Ethanol Sales



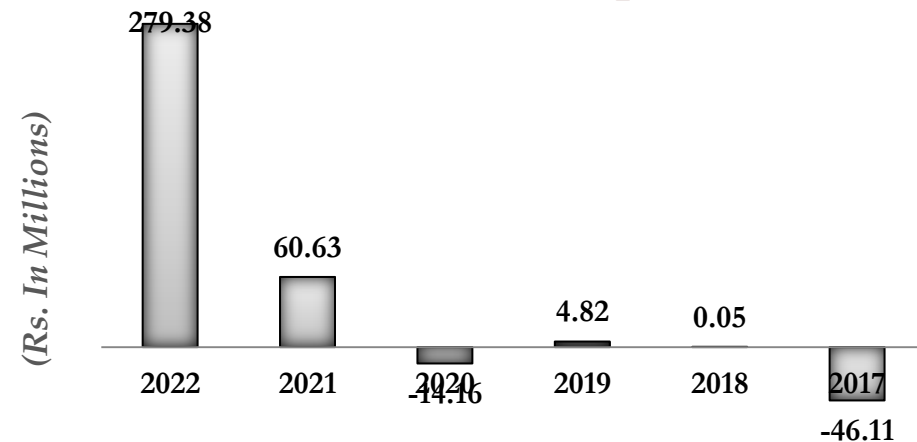
Top Gas Sales



Gross Profit - Ethanol



Gross Profit - Top Gas



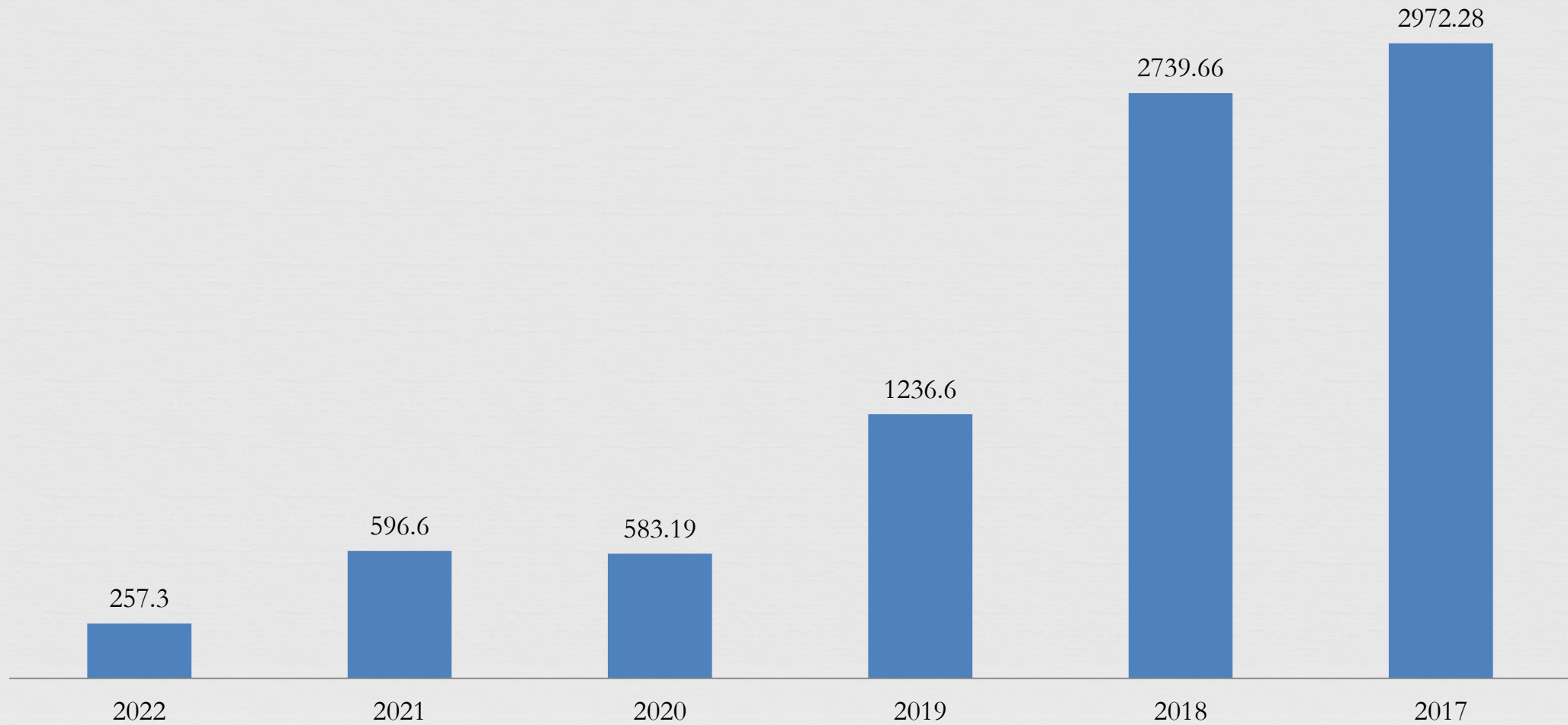
CAPITAL EXPENDITURE



TANGLIANWALA
SUGAR MILLS LIMITED



(Rs. In Millions)





TANGLIANWALA
SUGAR MILLS LIMITED



OPERATIONAL INFORMATION

ANNUAL PRODUCTION



TANDLIANWALA
SUGAR MILLS LIMITED

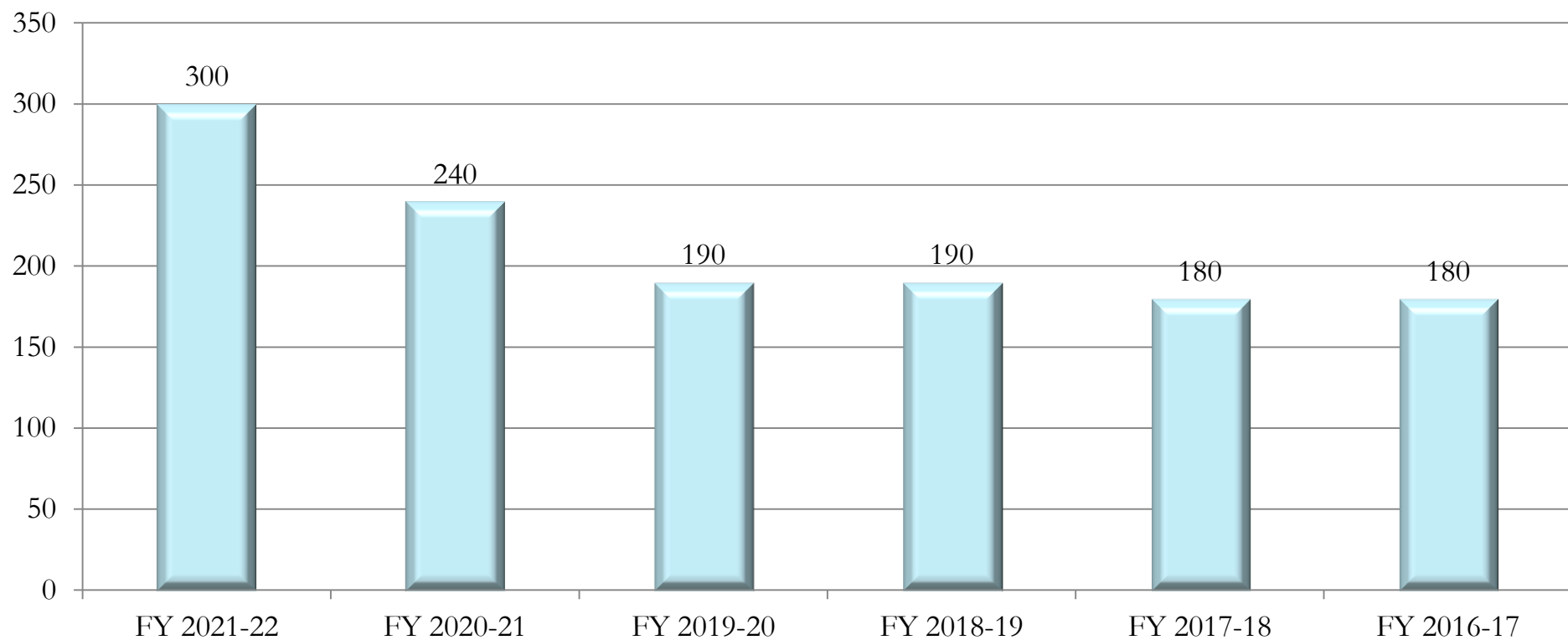


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Annual Production	74,976,250	74,802,500	35,847,500	73,398,542	81,569,402	74,389,720
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Annual Production	6,136	6,617	3,749	8,826	9,992	9,466



TANGLIANWALA
SUGAR MILLS LIMITED

SUGARCANE PRICE PER 40 KG

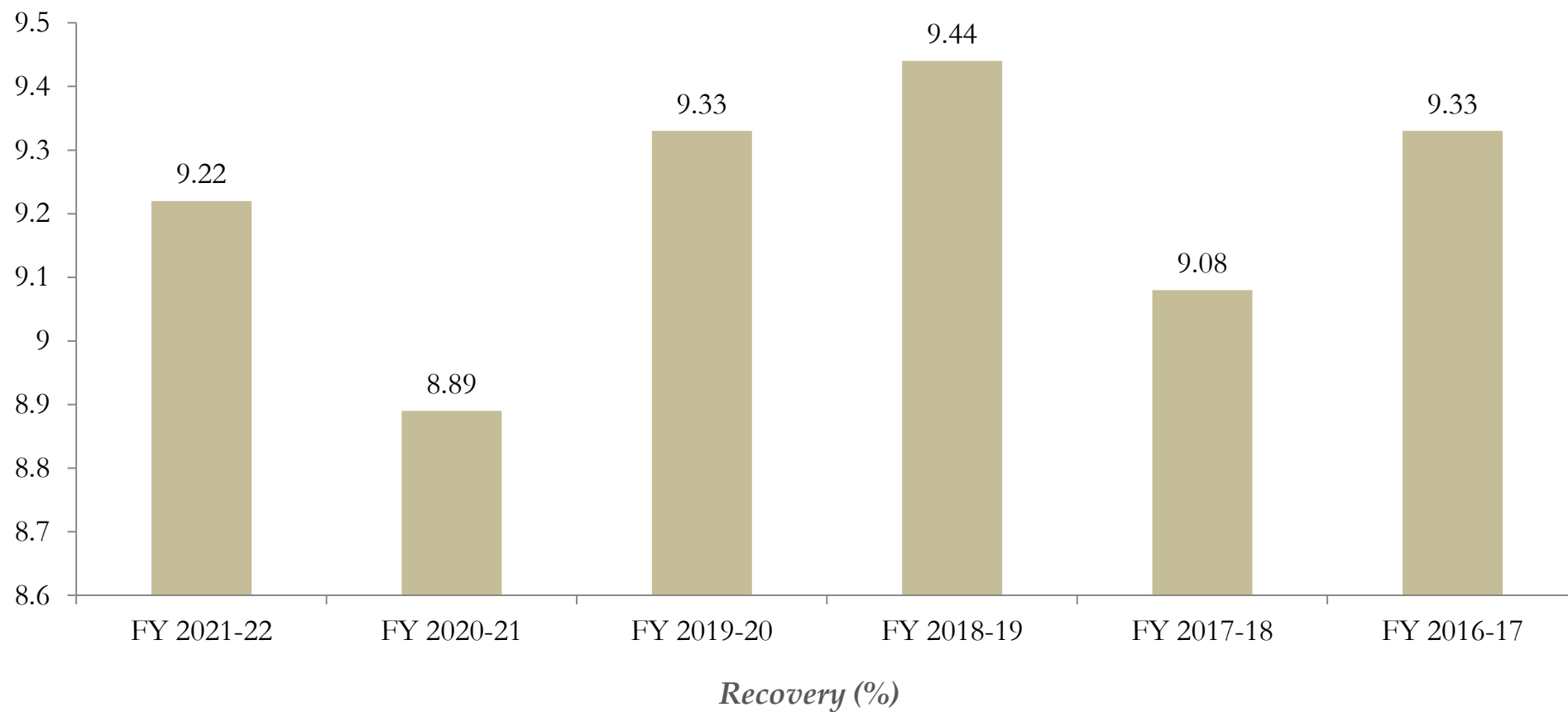


(SUGARCANE PRICE PER 40 KGs)



TANGLIANWALA
SUGAR MILLS LIMITED

SUCROSE RECOVERY RATIO





TANGLIANWALA
SUGAR MILLS LIMITED



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THANK YOU