

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

SIL/PSX/315/23
25 October 2023

SUBJECT: CORPORATE BRIEFING SESSION - CONDUCTED

Dear Sir,

This is to inform you that a Corporate Briefing Session of Shezan International Limited was held successfully on Tuesday, 24 October 2023 at 02:30 pm, at Lahore and virtually via (video-link Zoom) to brief the shareholders/analysts/investors about the financial performance and future outlook of the Company for the financial year ended 30 June 2023.

Related presentation is attached for information and dissemination to the TRC holders of the exchange. The same is also available on the website of the Company.

Yours sincerely,



KHURRAM BABAR
COMPANY SECRETARY



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Fax : (+92-42) 37466899.
37466895.
E-mail : shezan@brain.net.pk

Gujranwala Sales Office:

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Gujranwala.
Phone: (+92-333) 8001143.
E-mail: sil-guj@shezan.com

Karachi Factory:

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36344722 - 23.
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Hattar Factory:

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617343.
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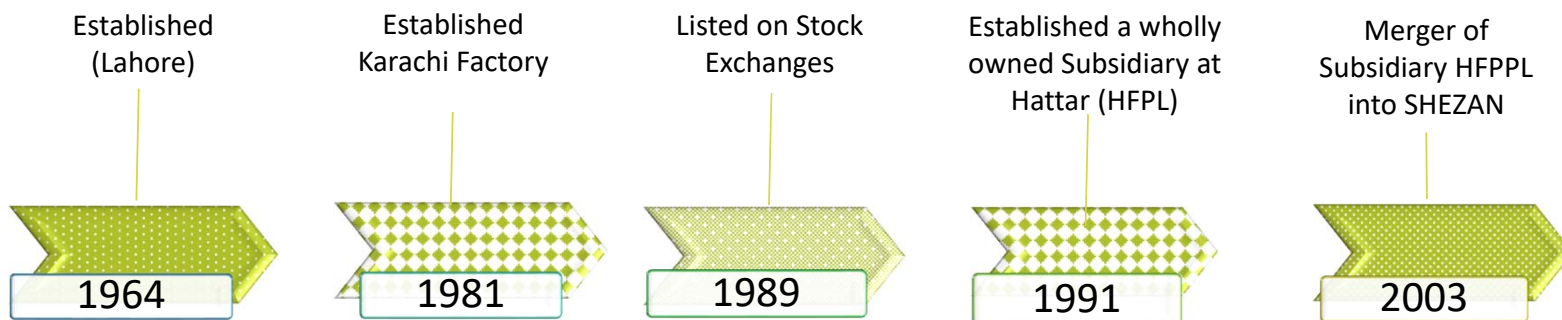
CORPORATE BRIEFING
2023

WARM WELCOME TO ALL PARTICIPANTS

Our journey:-

- Shezan International Limited was established in 1964 and since then it kept on growing under the umbrella of Shahnawaz Family. Juices and drinks, has always been the core business of company, however, over the period the company's consumer products like Jams, Ketchups, Syrups and Pickles have made a decent share in the market. Since inception the company has successfully established two other manufacturing units one in KPK and the other one in the Sindh province.
- Over the years, through continual efforts of all the members of governing board and stakeholders it has gained a good market share and repute in both local and international market.

COMPANY INFORMATION



LAHORE
56-BUND ROAD

KARACHI
PLOT NO. L-9, BLOCK NO. 22,
FEDERAL "B", INDUSTRIAL AREA

HATTAR
PLOT NO. 33-34, PHASE III, HATTAR
INDUSTRIAL ESTATE, KPK

CERTIFICATIONS



**LAHORE CHAMBER
OF COMMERCE**



Vision and Mission

- **OUR VISION ...** To be known as leader of quality products in the region. Dedication to quality is a way of life at our Company, so much so that it goes far beyond rhetorical slogans. It is the objective of Shezan International Limited to produce and provide products and services of the highest quality. In its activities the Company will pursue goals aimed at the achievement of quality excellence and succeed as a profitable business. These results will be derived from the dedicated efforts of each employee in conjunction with supportive participation from management at all levels of the Company. To play its role in the economic development of the country and to enhance quality of life of its people.
- **OUR MISSION ...** Is to provide the highest quality fruit and vegetable related juices and products to retail and food service customers. We want to be the recognized industry leader in quality and service, providing more than expected for our customers, employees and stakeholders. We will accomplish this by maintaining a tradition of pride in our products, growth through innovation, integrity in the management of our business, commitment to Team Management and the Quality Improvement Process

Corporate Social Responsibility

- ❖ The Company believes that Corporate Social Responsibility is the continuing commitment to behave ethically and contribute to the economic development of the workforce and their families as well as of the local community and society at large.
- ❖ Shezan places special emphasis on health, safety and environment (HSE) and all our plants strive to ensure strict compliance with our HSE policies. As an essential service, the Company is focused on protecting the health and well-being of its people, maintaining business continuity and broadening its social outreach. The health and safety of our people are paramount while ensuring the security of our product supply. Overall, the Company believes its proactive and comprehensive efforts should mitigate operational impacts. The Company complies with all applicable rules and regulations in the formulation, manufacture, labeling, and marketing of its products and also takes active measures to reduce the discharge of hazardous waste in the environment. To remain environment friendly, the Company encourages its employees to identify potentially hazardous conditions, incorporates health and safety considerations into their daily activities and provides training on work safety and sound environmental practices.

CORE BUSINESS ACTIVITIES

Manufacturing of Juices, Pickles, Jams, Ketchups, Cooked Food, Syrups & Squashes etc.

Based upon or derived from fruits and vegetables

Returnable Bottle Juice
Non Returnable Bottle Juice



Pickles, Jams, Tomato
Ketchup, Sauces, Vinegar,
Squashes and Syrups

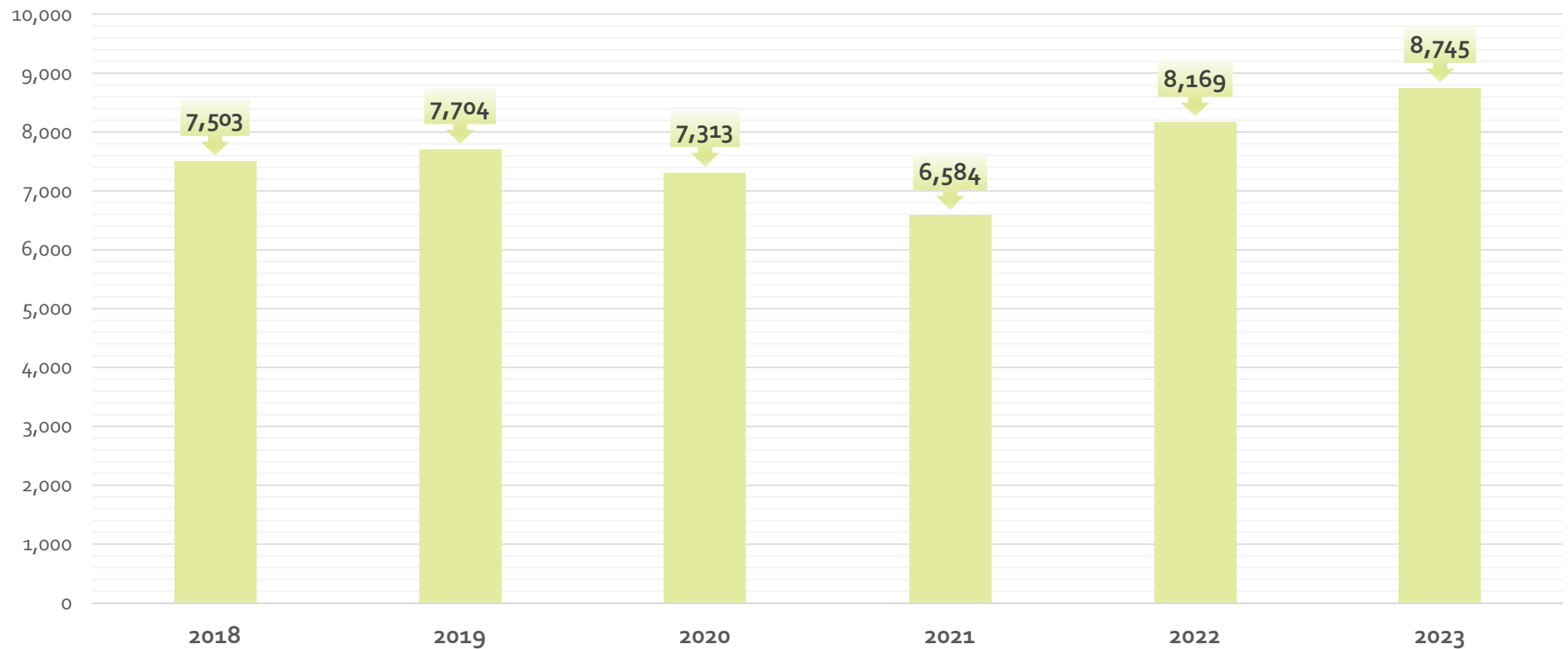


Tetra Pak Juices
125 ml, 200 ml, 250 ml, 1000
ml



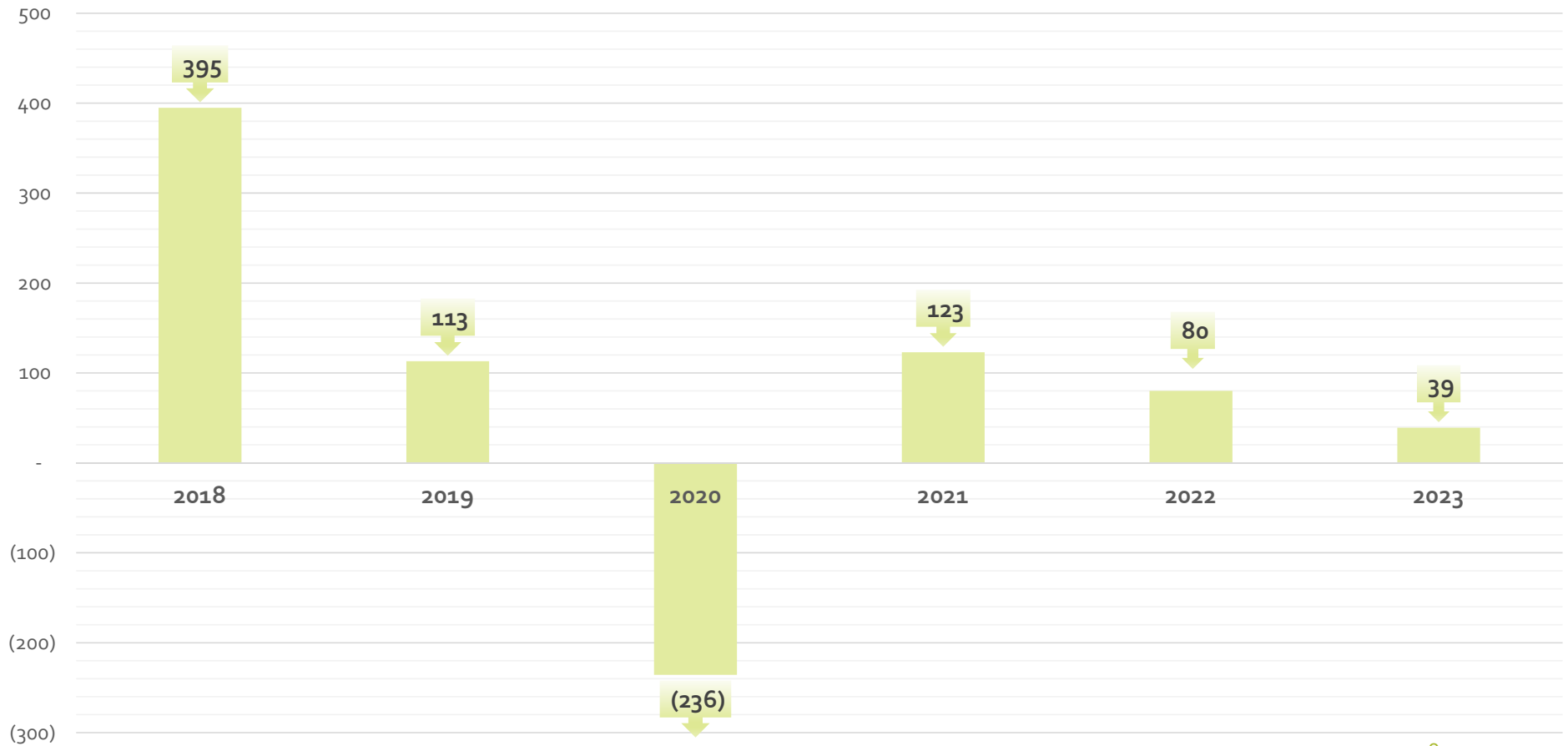
FINANCIAL PERFORMANCE

Revenue
(Rupees in Millions)



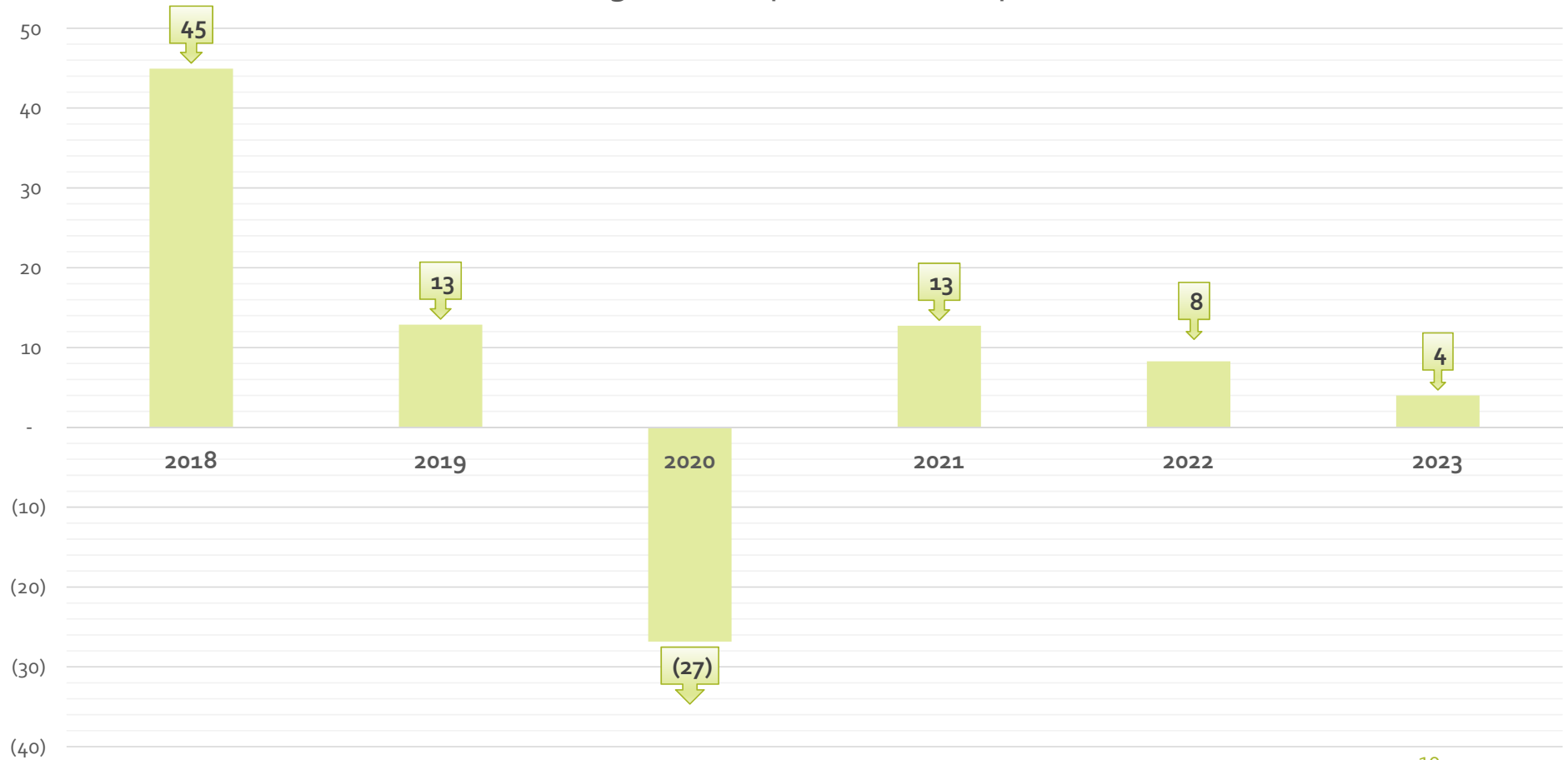
FINANCIAL PERFORMANCE

Profit after tax (Rupees in Millions)



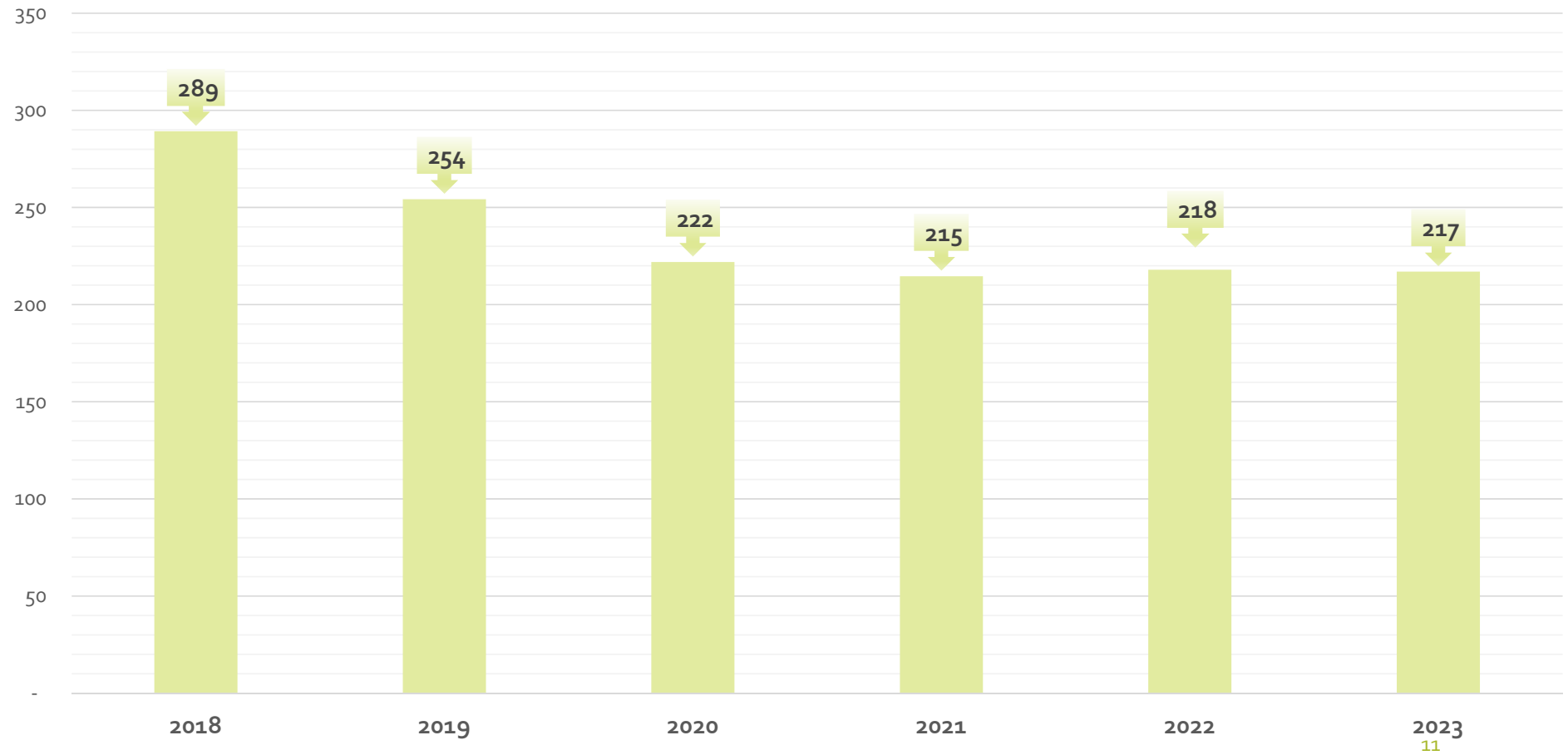
FINANCIAL PERFORMANCE

Earnings / (loss) per share - Rupees



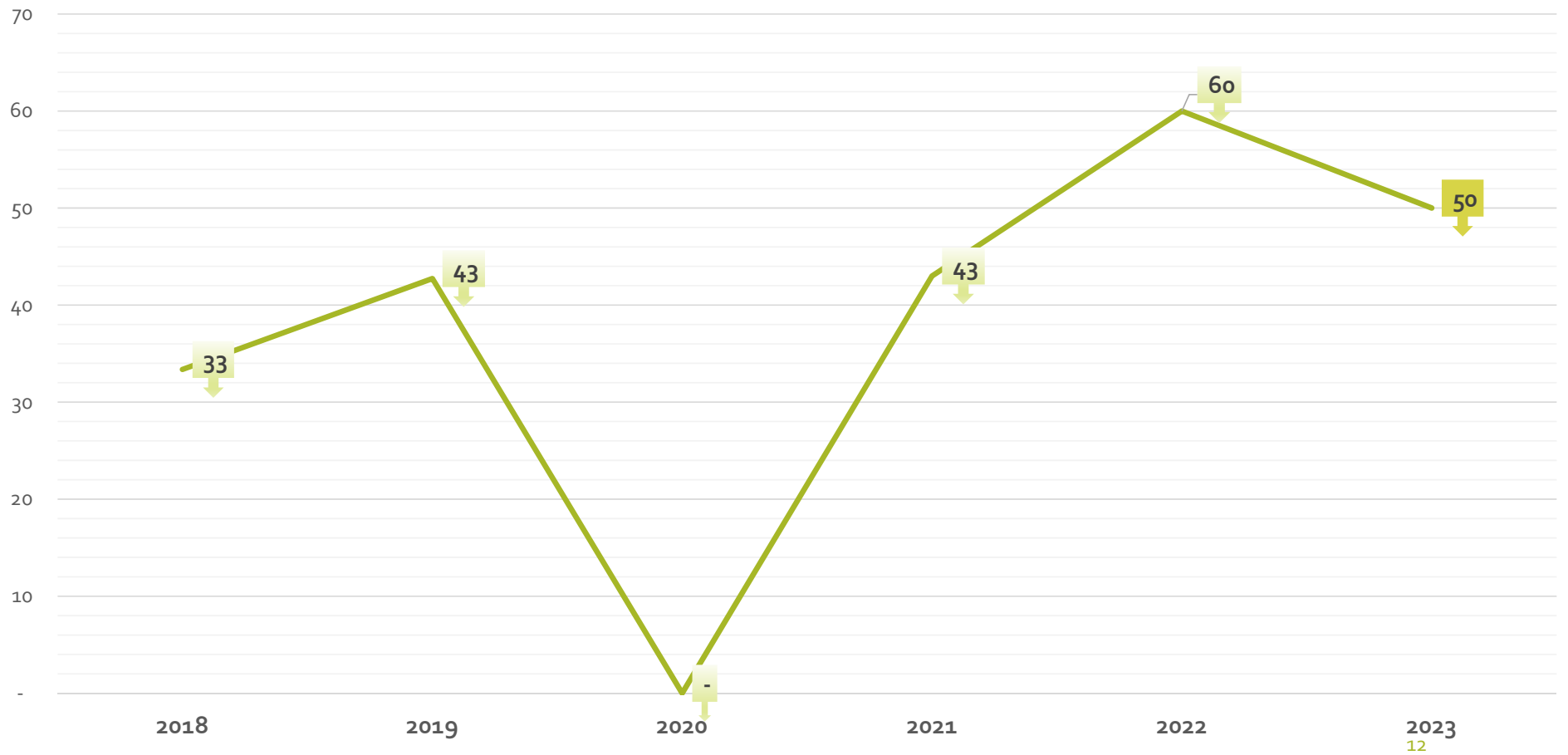
FINANCIAL PERFORMANCE

Break up value per share - Rupees



FINANCIAL PERFORMANCE

Dividend payout ratio - %age



RISKS AND UNCERTAINTIES

The Company is exposed to the following risks and uncertainties:-

- ❖ FED badly affected our revenue in the last quarter of 2023, due to the price increase we see a significant decrease in quantitative sales of the company in the future
- ❖ Increase in Pulp and Sugar prices, our major raw materials
- ❖ Minimum wage increase by 28%
- ❖ Increase in cost of packaging materials
- ❖ Increase in utility bills and fuel prices
- ❖ The persisting decline in the rupee value against the U.S dollar.
- ❖ Policy rates and Markup rate increase
- ❖ Inflation at ever highest levels affecting consumer buying power

FUTURE OUTLOOK

- ❖ We, as one of the best FMCG company see our smooth growth momentum in future.
- ❖ The Company achieved 40% growth in export sales during the year 2023. Its prospects are promising as the management will utilize its best potential towards increasing the Company's share in international markets. The Company is striving to attain volumetric growth from its existing customers and will continue to explore local and foreign markets.
- ❖ Our prime products have tremendous potential to be recognized worldwide. Our export team has vigorously started attending international food exhibitions to introduce our brand and to reach in international markets.
- ❖ The Company's focus on production of quality products will strengthen its market share, enabling sustainable growth in the future.

Disclaimer:

- The Corporate Briefing Session presentation is prepared by Shezan International Limited is exclusively for the discussion purpose with the participants only. Any expression, information, statement or representation made during the discussion shall not be infer by any investor or potential investor as an advice or recommendation in relation to holding , purchasing or selling securities without proper consideration. It is suggested before acting on any information's shared or and remarks made during the discussion process , one should seek appropriateness and accuracy of information.



THANK YOU



QUESTION & ANSWERS SESSION