

**Corporate Briefing Session**  
**January 26, 2024**



# **KHAIRPUR**

## **SUGAR MILLS LIMITED**

COMPANY  
INFORMATION

**Head Office**

**51/II/IV Khayaban e Janbaz, Phase V Ext., D.H.A., Karachi**

**Factory**

**Naroo Dhoru, Taluka Kot Diji, Khairpur**

# Our Existence



## Our Values



Innovation is our passion



Respect is our way of life

Superiority is our legacy



## Muhammad Mubeen Jumani



Mr. Muhammad Mubeen Jumani is the Chairman of Jumani Group of Companies completing his education from University of Karachi in 1972 with a Bachelor in Commerce degree, stepped into the construction industry in 1974 by founding Jumani Group of Companies. Under his leadership and guidance more than 25 high rise projects have been completed so far and at the moment two residential societies are also under development in the Gulshan-e-Iqbal area of Karachi Pakistan.

Khairpur Sugar Mills Limited was set up in the year 1989 in the Khairpur District region of Sindh with a crushing capacity of 4,000 TCD under the Jumani Group of Companies umbrella. Today, the plant's crushing capacity is 7,000 TCD and all long-term loans on the project have been paid.

## Faraz Mubeen Jumani



Mr. Faraz Mubeen Jumani completed his early education from BVS Parsi High School in Karachi. Moving to the United States of America for higher studies, completed his Bachelors in Business Administration from AIU South Florida and his Master in Business Administration from NOVA Southeastern University in 2011.

In 2012, he officially joined KSML in full time capacity as Deputy Managing Director and in 2014 was promoted as Managing Director of the company by the board of Directors. Appointed as Chief Executive Officer on May 8 2021.

<b>Financial Highlights &amp; Reports</b>	<b>2023</b>	<b>2022</b>
<b>OPERATIONAL TRENDS</b>		
<b>Sugarcane crushed - M. Tons</b>	<b>483,068</b>	791,716
<b>Sugar produced - M. Tons</b>	<b>48,635</b>	82,865
<b>Average sucrose recovery - %</b>	<b>10.07</b>	10.47
<b>Crushing days</b>	<b>95</b>	136
<b>Average crushing per day - M. Tons</b>	<b>5,085</b>	5,821

<b>BALANCE SHEET</b>	<b>FIGURES IN MILLION</b>	
<b>Share capital</b>	<b>160.18</b>	<b>160.18</b>
<b>Shareholders' equity</b>	<b>4,005.10</b>	<b>2,673.16</b>
<b>Non-current liabilities</b>	<b>1,317.62</b>	<b>327.02</b>
<b>Current liabilities</b>	<b>3,425.45</b>	<b>3,148.04</b>
<b>Total Equity &amp; Liabilities</b>	<b>8,748.17</b>	<b>6,148.22</b>
<b>Fixed Assets</b>	<b>5,046.60</b>	<b>3,338.54</b>
<b>Other non-current assets</b>	<b>20.7</b>	<b>21.79</b>
<b>Current assets</b>	<b>3,680.87</b>	<b>2,787.91</b>
<b>Total assets</b>	<b>8,748.17</b>	<b>6,148.22</b>



<b>FINANCIAL TRENDS</b>	<b>FIGURES IN MILLION</b>	
<b>Turnover</b>	<b>4,487.20</b>	<b>6,180.85</b>
<b>Gross profit/(loss)</b>	<b>796.9</b>	<b>856.09</b>
<b>Operating profit/(loss)</b>	<b>528.17</b>	<b>545.4</b>
<b>Pre-tax (loss)/profit</b>	<b>113.46</b>	<b>219.33</b>
<b>After-tax (loss)/profit</b>	<b>17.36</b>	<b>116.92</b>

<b>CASH FLOWS</b>	<b>FIGURES IN MILLION</b>	
<b>Operating activities</b>	<b>-373.18</b>	<b>47.67</b>
<b>Investing activities</b>	<b>-164.73</b>	<b>-202.16</b>
<b>Financing activities</b>	<b>389.64</b>	<b>238.33</b>
<b>Cash and cash equivalents at the end of the year</b>	<b>28.3</b>	<b>176.57</b>
<b>PROFITABILITY INDICATIONS</b>		
<b>Gross profit/(loss) margin (%)</b>	<b>17.76</b>	<b>13.85</b>
<b>Net (loss)/profit margin (%)</b>	<b>0.39</b>	<b>1.89</b>
<b>LIQUIDITY RATIOS</b>		
<b>Current Ration (Times)</b>	<b>1.07</b>	<b>0.89</b>
<b>Quick/Acid test ratio (Times)</b>	<b>0.42</b>	<b>0.39</b>

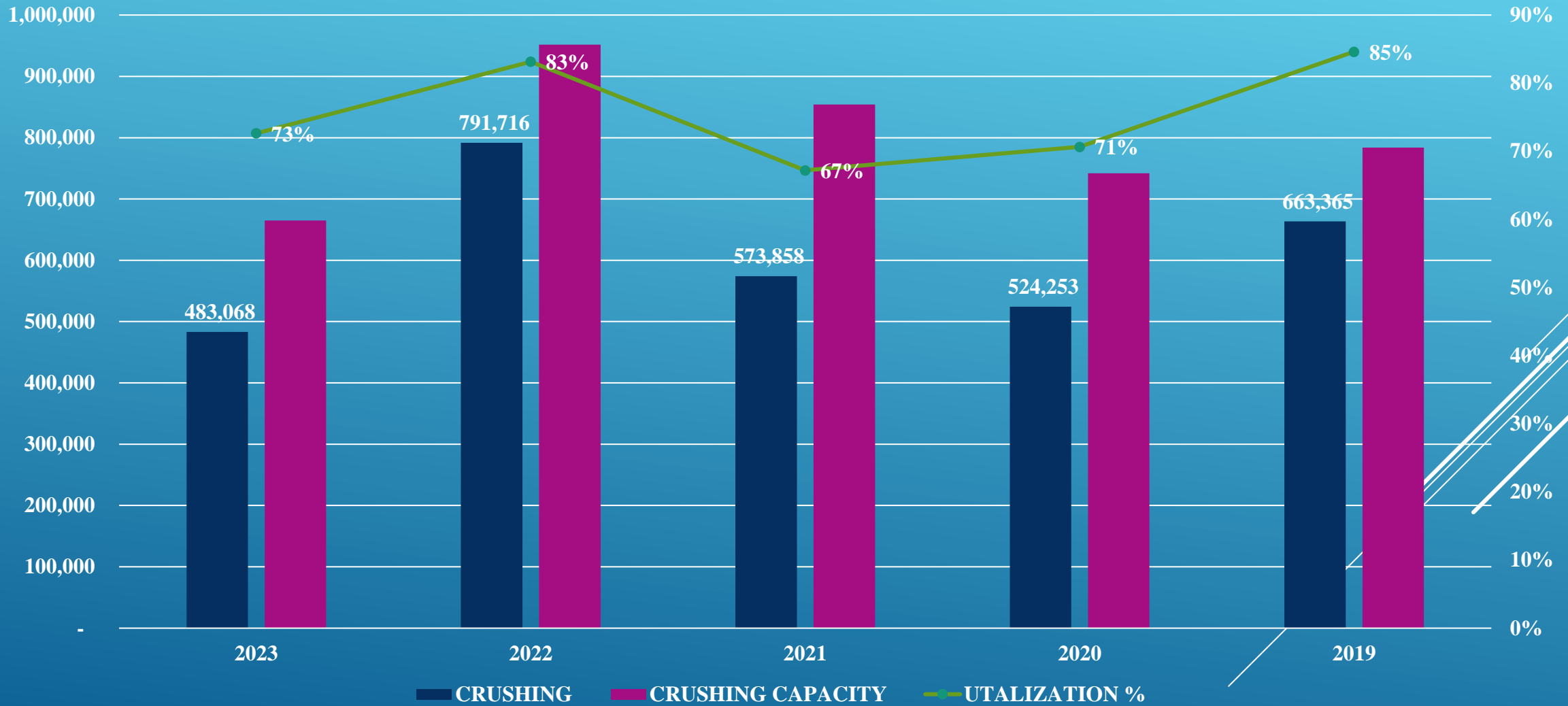
<b>QUANTITATIVE ANALYSIS</b>				
	<b>2023</b>	<b>2022</b>	<b>VARIANCE</b>	<b>INCREASE/ (DECREASE)</b>
<b>Sugarcane crushed - M. Tons</b>	<b>483,068</b>	791,716	-308,648	-39%
<b>Sugar produced - M. Tons</b>	<b>48,635</b>	82,865	-34,230	-41%
<b>Sugar Recovery</b>	<b>10.07</b>	10.47		

<b>KEY FINANCIAL RATIOS</b>		
<b>Ratios</b>	<b>2023</b>	<b>2022</b>
<b>Gross Profit Ratio</b>	<b>17.76</b>	13.85
<b>Operating Margin (%)</b>	<b>11.77</b>	8.82
<b>Asset Turnover (Times)</b>	<b>0.6</b>	1.09
<b>Current Ratio</b>	<b>1.07</b>	0.89
<b>Quick/Acid test ratio</b>	<b>0.42</b>	0.39
<b>Interest burden/ efficiency (%)</b>	<b>15.3</b>	53.31
<b>Tax burden /efficiency (%)</b>	<b>21.48</b>	40.21
<b>Leverage (Equity Multiplier)</b>	<b>2.18</b>	2.3
<b>Return on Equity (%)</b>	<b>0.43</b>	4.37

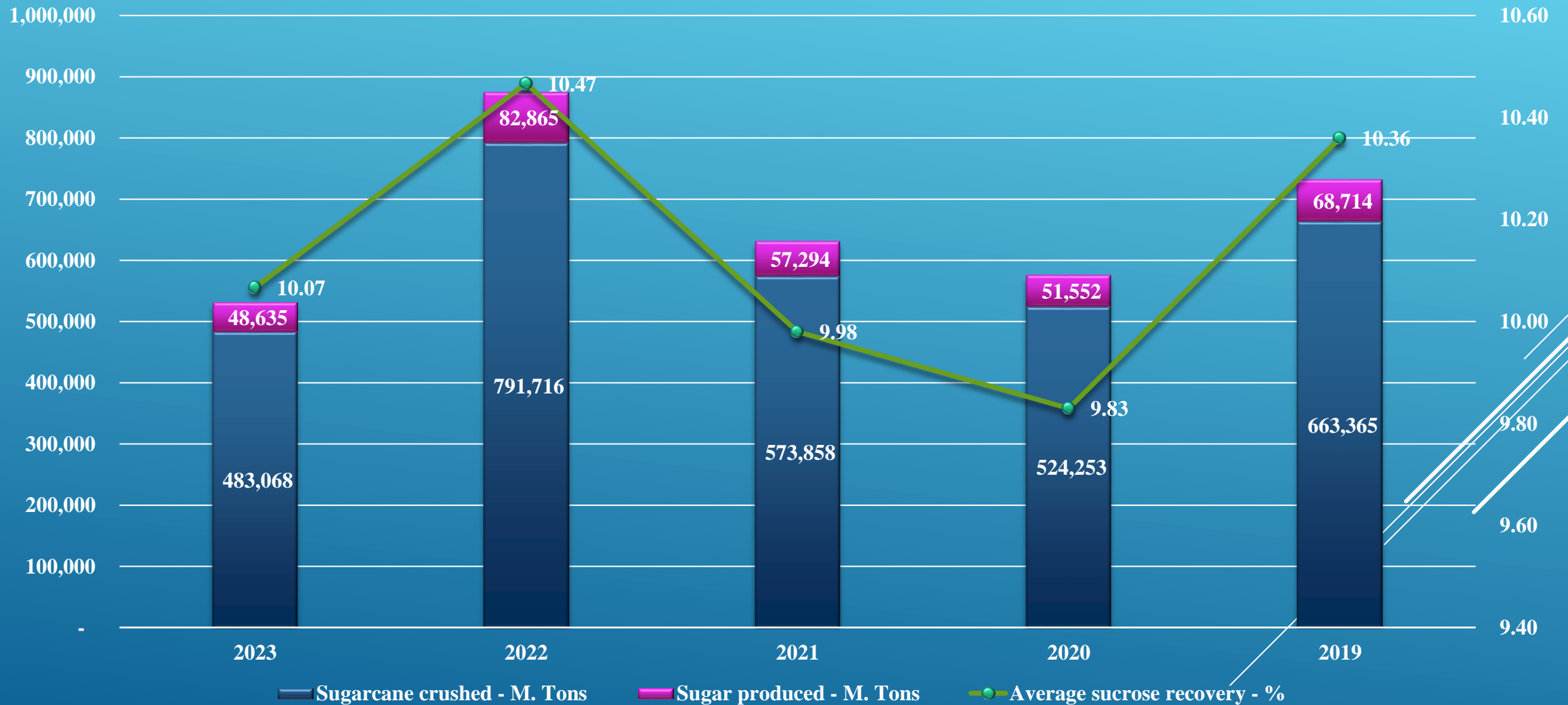
# MAJOR MILESTONES

2018	2017	2015	2014	2011	1995	1992	1989
<ul style="list-style-type: none"> <li>• <i>Highest exports in 2017-18 of 25,948 MT</i></li> <li>• <i>Production which is 85,625 MT the highest ever achieved</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Highest Crushing 852,226 M. Tons.</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Highest recovery rate 10.60%</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Highest Production of sugar 84,430 M. Tons.</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Completed Modernization and Expansion of plant with enhanced crushing capacity to 7,000 TCD</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Commencement of commercial production</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Listed with Karachi Stock Exchange now Pakistan Stock Exchange</i></li> </ul>	<ul style="list-style-type: none"> <li>• <i>Incorporation of the Company</i></li> </ul>

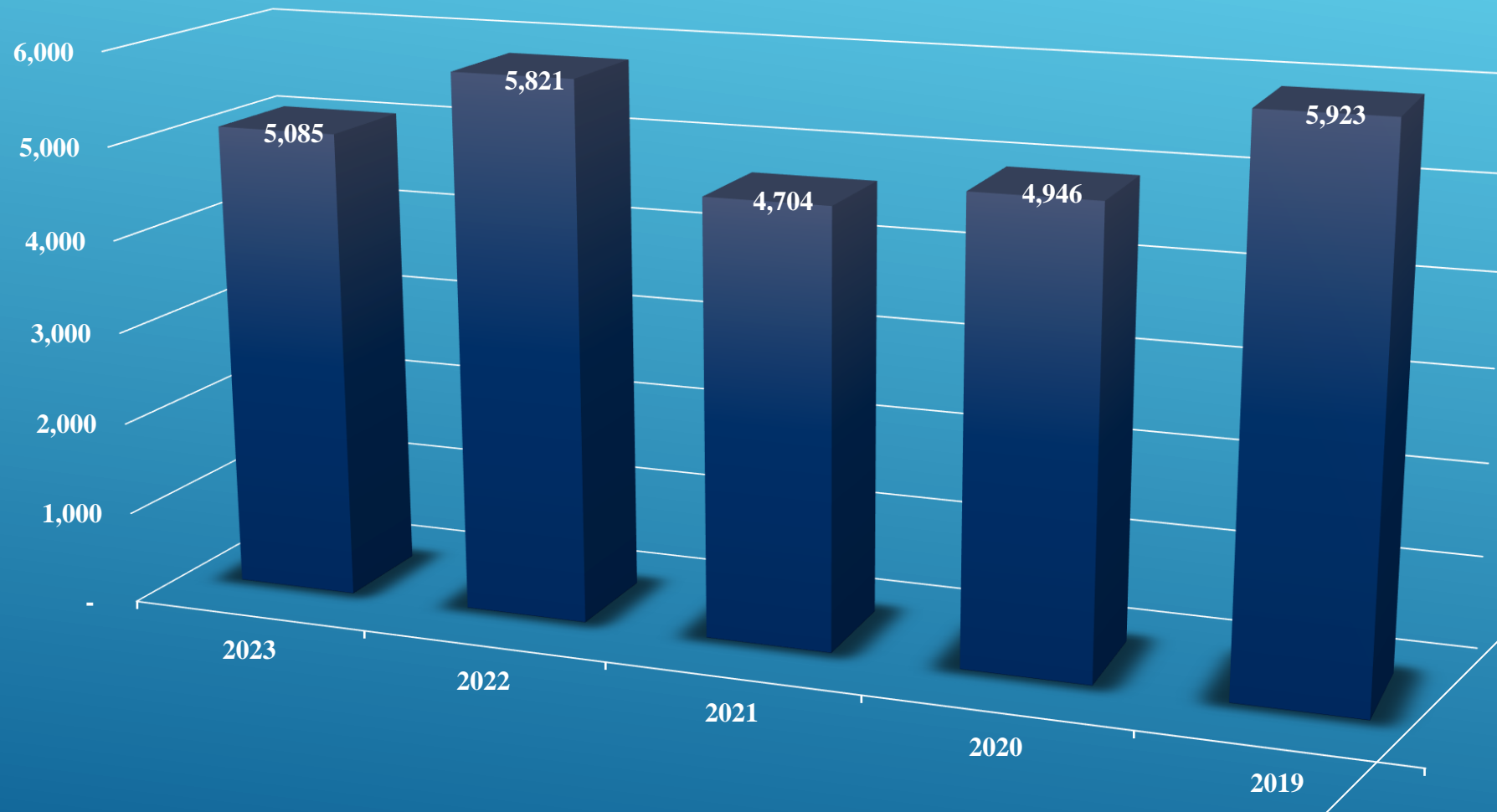
## HISTORICAL DATA



## Sugarcane crushed, produced (M. Tons) and average sucrose recovery %

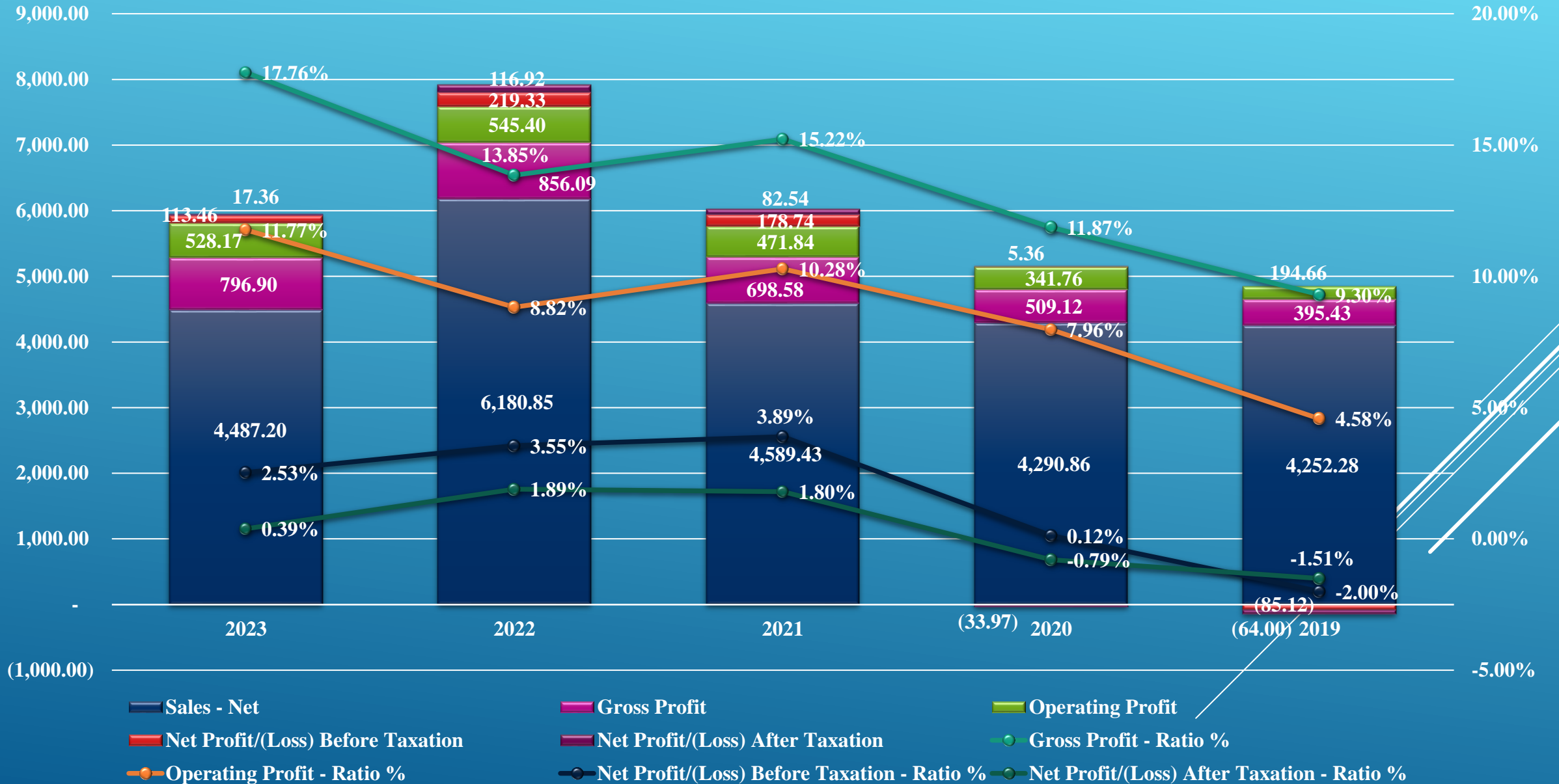


## Average crushing per day - M. Tons

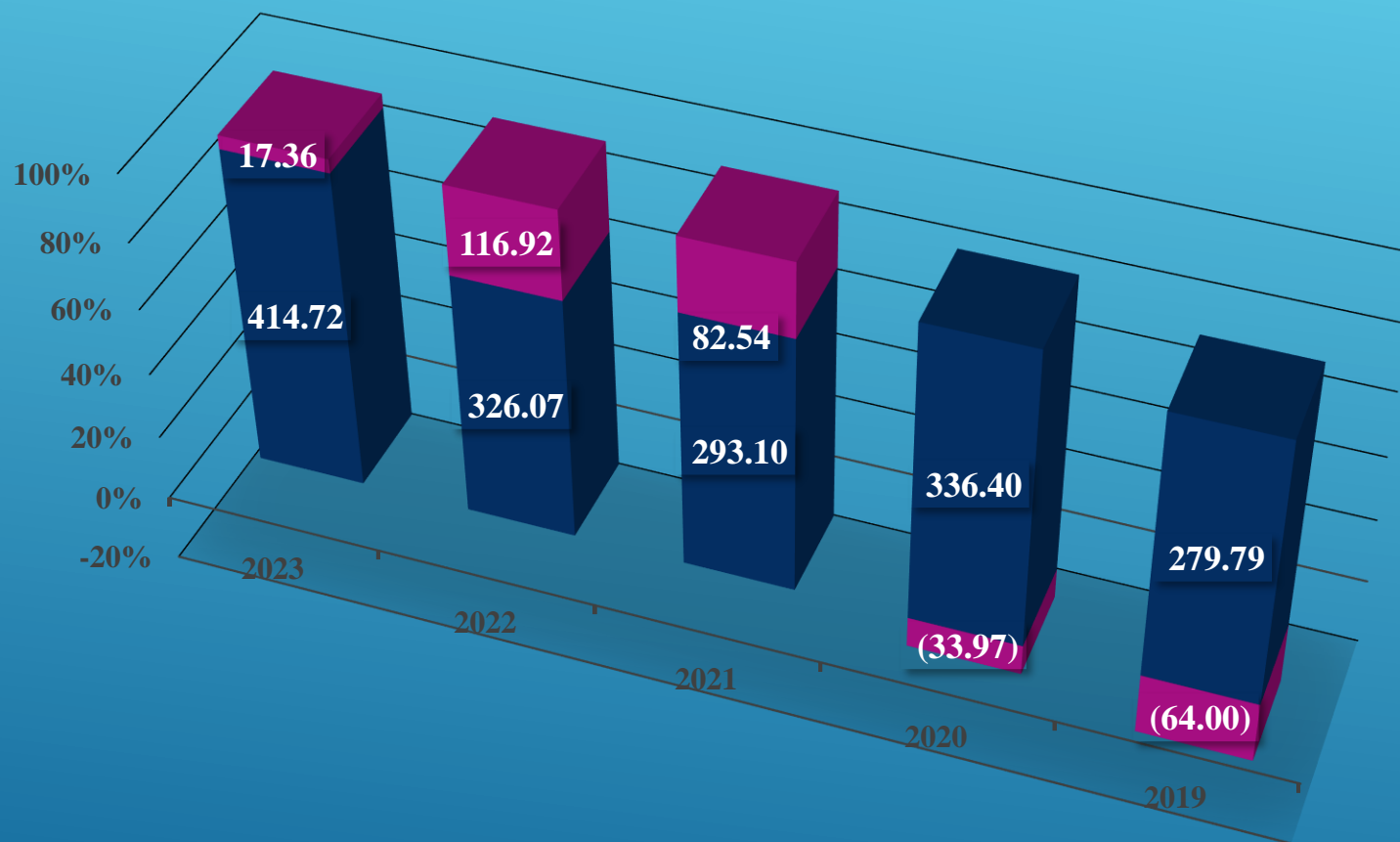




# Five years profitability (Millions)



## Finance Cost and Net Profit (Millions)



■ NET PROFIT / (LOSS)

■ FINANCE COST

**Thank you**

