



# ITTEHAD CHEMICALS LIMITED

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Corporate Briefing Session  
For FY 2023 – 24

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ITTEHAD CHEMICALS LIMITED



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Disclaimer





ICL Goes Green

# COMPANY PROFILE

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## Mission

Create an environment to attract and retain the best talent. Optimize cost and securitize energy through latest technology. Serving the Customers to their satisfaction levels. Ensuring that we are environment friendly & zero injury company. CSR is our forte.

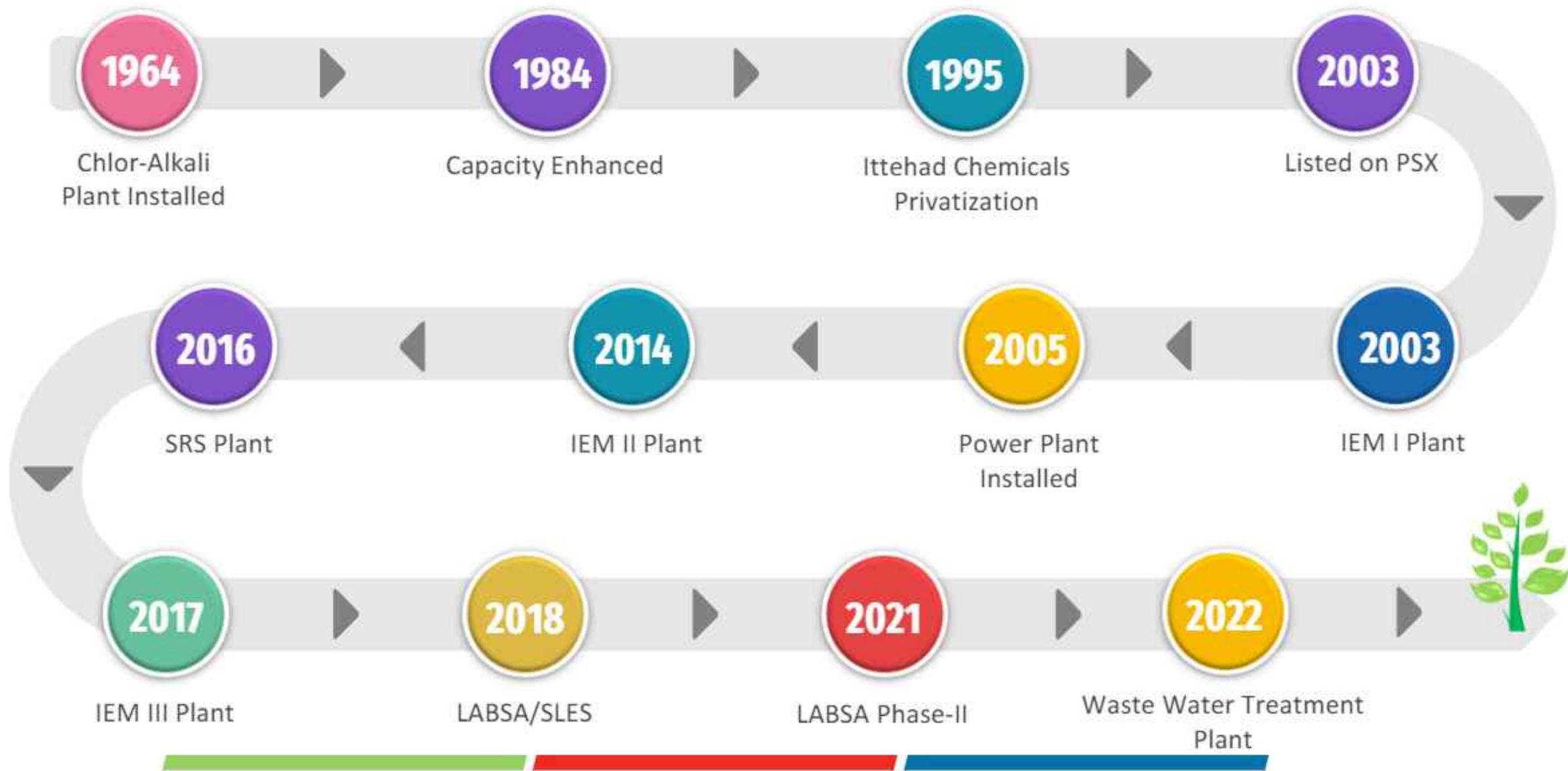


## Vision

An "Ittehad" of Pakistan's best talent & technology, that serves as a catalyst to deliver sustainable chemical products to its customers, thus optimizing returns for investors.



# OUR JOURNEY AT GLANCE



## MAJOR PLANTS AND THEIR CAPACITY



**Caustic Soda Liquid**

**150,000 MT**



**LABSA/SLES**

**70,000 MT**



**Caustic Soda Flakes**

**10,000 MT**



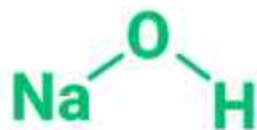
**Calcium Chloride**

**30,000 MT**



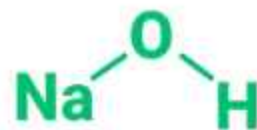


## Caustic Soda Liquid



Caustic Soda, also known as Sodium Hydroxide, forms a strong alkaline solution when dissolved in water. ICL produces Caustic Soda liquid in the form of liquid (31% and 50% concentration).

## Caustic Soda Flakes



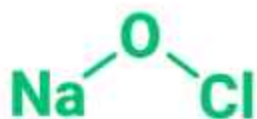
ICL also produces Caustic Soda in the form of flakes. In flakes form, it is hygroscopic and as such readily absorbs water from the air. Hence, it is stored in sealed bags & airtight containers.

## Hydrochloric Acid



Hydrochloric acid is an aqueous solution of hydrogen chloride (chemical formula: HCl). It is a colorless solution with a distinctive pungent smell. It is classified as a strong acid.

## Sodium Hypo



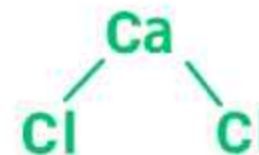
Sodium Hypochlorite is used for a wide range of applications where its powerful disinfection and oxidation properties are utilized to deliver technical and commercial advantage.

## Liquid Chlorine



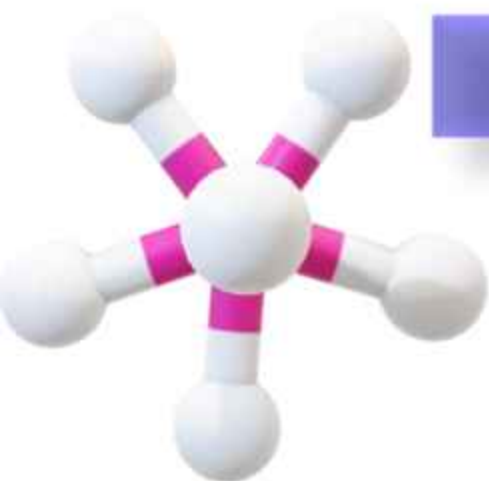
Chlorine is the single material on which production of other chemicals mostly depends. It is used in 60% of all Commercial Chemistry, 85% of all Pharmaceutical Chemistry and 95% of all yield enhancing or agrochemical chemistry.

## Calcium Chloride



Calcium chloride is an ionic compound of calcium and chlorine. It is a salt that is solid at room temperature, and it behaves as a typical ionic halide. It has several common applications such as brine for refrigeration plants, ice and dust control on roads, and in cement.



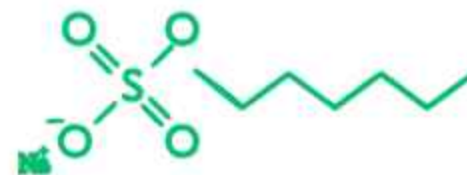


## LABSA



*Linear Alkyl Benzene Sulphonic Acid or LABSA is most commonly used surfactant on the global scale. It is widely used in household detergents as well as for industrial applications.*

## SLES



*Sodium Lauryl Ether Sulfate (SLES) is an anionic surfactant widely used in personal care products such as shampoos, toothpaste, body wash, cosmetics and hand wash.*



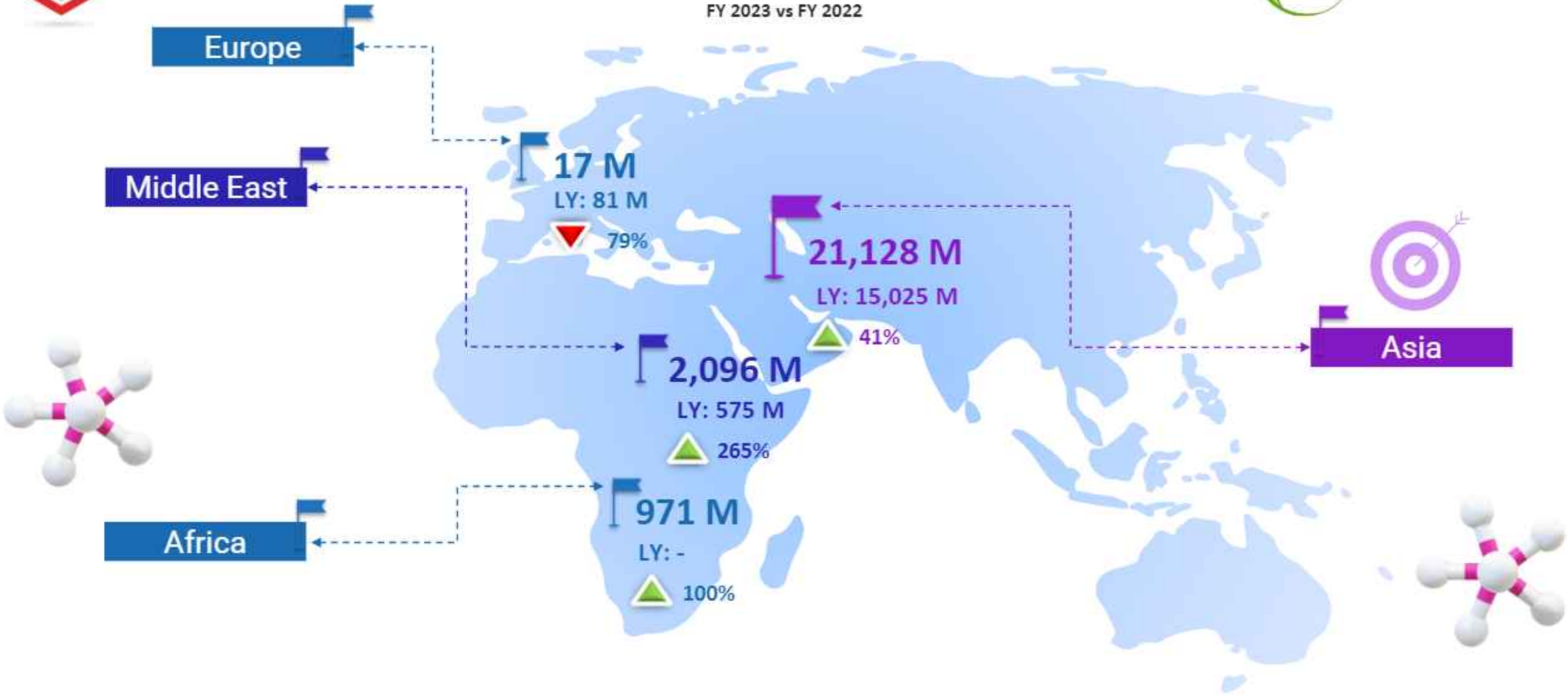
## SALES GROWTH OVER THE PERIOD



ICL has experienced impressive Annual Growth Rates of 25.60% in 2021, 40.97% in 2022, and 54.76% in 2023, reflecting consistent and accelerated growth, positioning the company strongly for continued success.

# GEOGRAPHICAL SALES

FY 2023 vs FY 2022





# ICL ECO FRIENDLY INITIATIVES

Stage 3

Stage 2

Stage 1

Moving Towards Sustainable Energy Solutions



Elimination of Mercury Usage and reduction of power consumption since 2014

Installation of Waste Water Treatment Plant in 2022

Elimination of fossil fuel consumption with Biomass Power Plant in 2024

## UPCOMING MAJOR PROJECTS



**BIO MASS POWER  
PLANT**



**FLAKER PLANT**



**CALCIUM CHLORIDE  
PLANT**

## RECENT AWARDS

- ✓ *A Celebration of Excellence: Ittehad Chemicals Limited Honored with the Prestigious LCCI 14th Achievement Recognition Award 2023. (Event Date: 8th November 2023)*
- ✓ *17th EFP Best Practices Award Ceremony 2022 on Occupational Safety, Health, and Environment (OSHE) (Event Date: 25th September 2023)*
- ✓ *Mr. Waqas Khatri, Director Strategy & NI – Ittehad Chemicals Limited – to learn how it helped their organization run better with #SAP.*
- ✓ *We congratulate Mr. Abdul Hai Usman Ghani (Director Operations at Ittehad Chemicals Limited – Official) – Vice Chairman Pakistan Chemical Manufacturers Association and the entire Pakistan Chemical Manufacturers Association (PCMA) management and team for providing the great opportunity first time ever in Pakistan for all the chemical manufacturers to exhibit their company and products at Pakistan Chemical Expo 2022.*







*Students from University of Management and Technology – UMT for an industrial visit.*



*Motorway Police became CSR partners after signing a memorandum.*



*Annual Sports Gola organized by Ittehad Chemicals Limited*



*Medical Ward at Ittehad Chemical Limited Premises*



*Medical Clinic at Ittehad Chemical Limited Premises*



*Students from University of Central Punjab – UCP for an industrial visit.*

➔ Our main CSR focuses are Health Care, Education, and community development. ICL continued to provide financial support to various organizations operating in the fields of Education, Health, and Social uplift. In nine months of current financial year, Company contributed Rupees 26,836,353/- to various charitable organizations.





*We are committed to providing a safe and healthy work environment to our employees. The Company meets applicable laws and government regulations as well as Company's own standards. We actively strive for eliminating all possible causes of accidents, preventing environmental pollution, minimizing waste, energy conservation, safety awareness, training, emergency preparedness and managing environmental impact that can affect the surrounding communities and the environment at large.*

*ICL has been certified for Occupational Health & Safety Management System ISO 45001:2018, Quality Management System (QMS) ISO 9001:2015, Environmental Management Systems (EMS) ISO 14001:2015 by Global Inter Certifications (GIC), and Halal Food Management System PS 3733:2019 P-2 by ACTS - Al-Waiz certification and Training Services (Pvt.) Limited.*



# Historical Trends

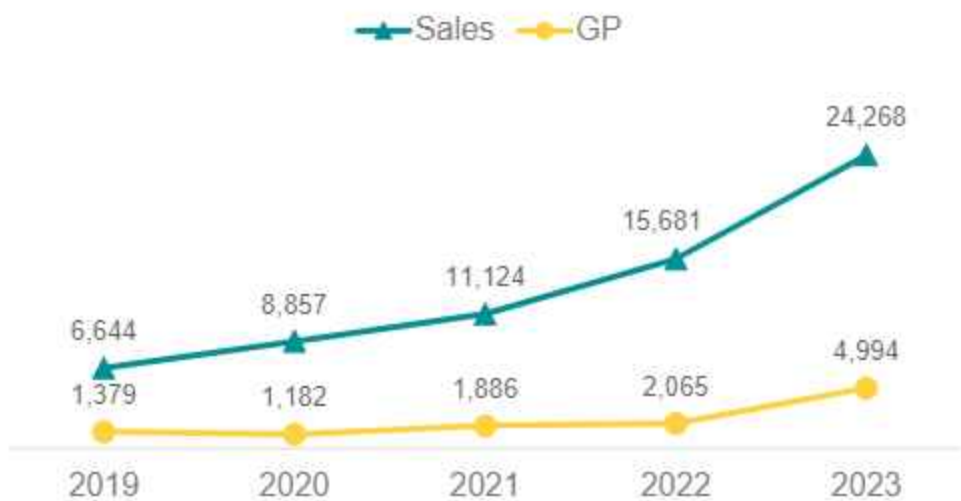
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### Sales vs GP

*Rs. In million*



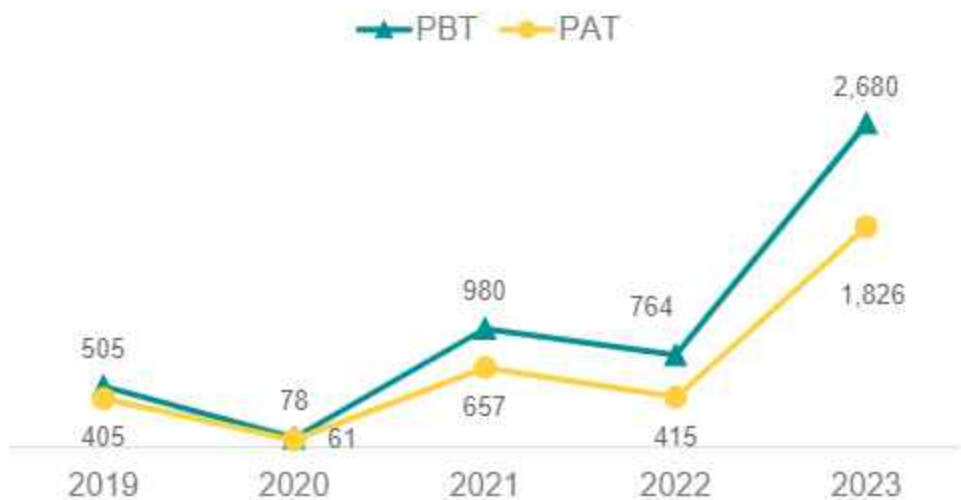
### EBITDA vs OP

*Rs. In million*



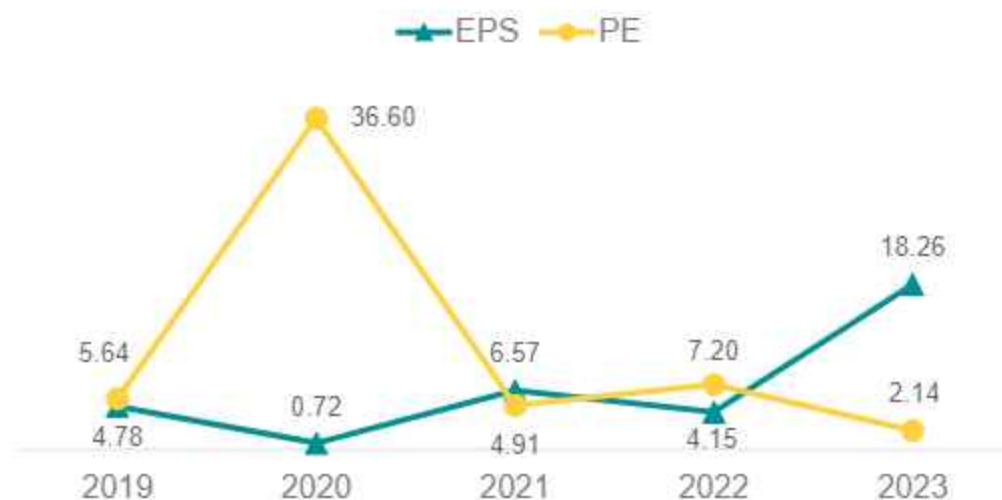
### PBT vs PAT

*Rs. In million*



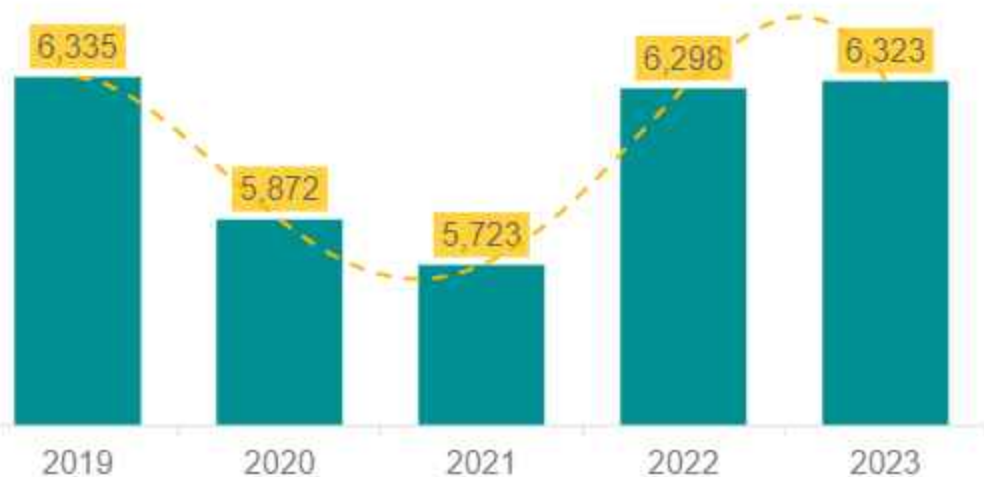
### EPS vs PE

*Rs.*



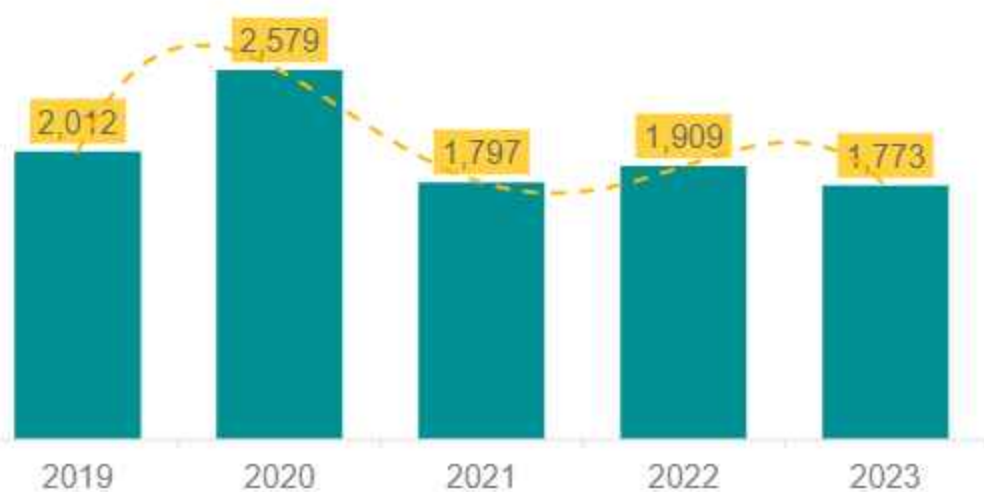
### Operating Fixed Assets

*Rs. In million*



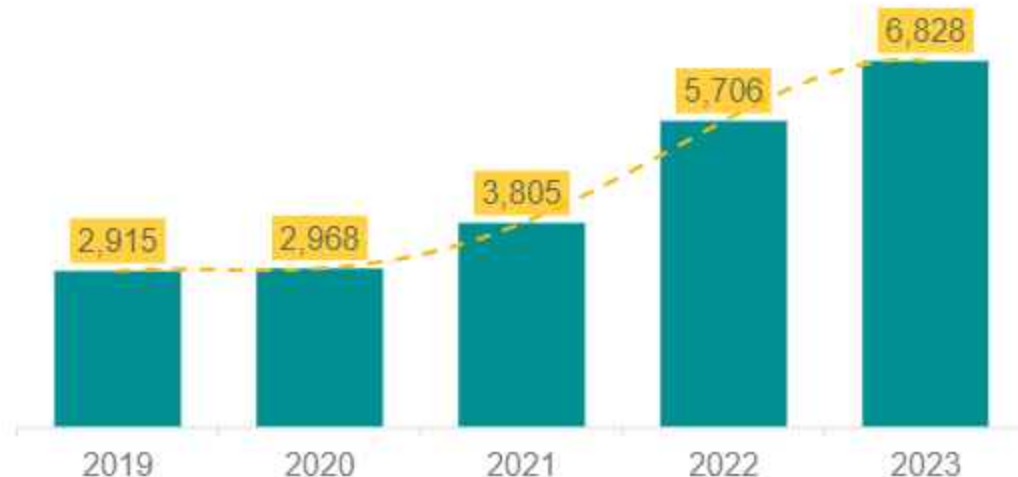
### Long Term Liabilities

*Rs. In million*



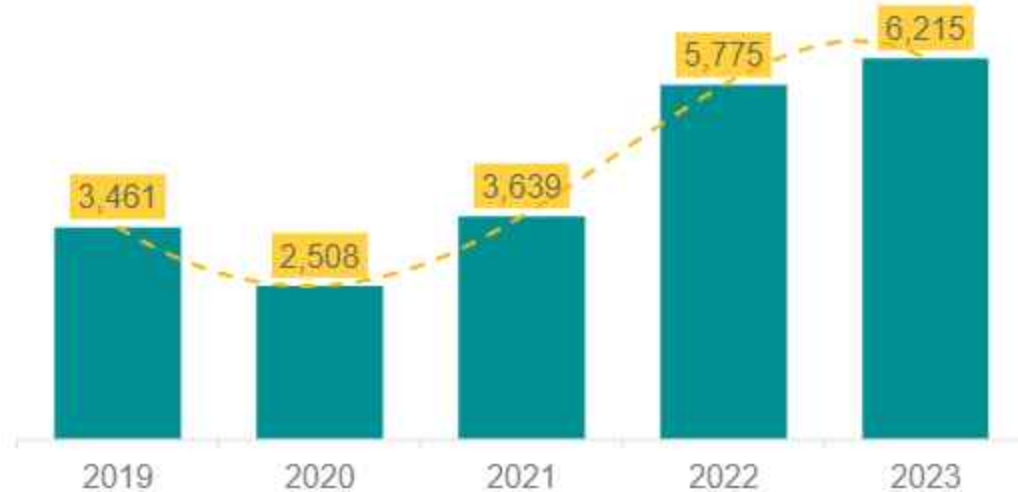
### Current Assets

*Rs. In million*



### Current Liabilities

*Rs. In million*



### GP vs NP Margin

%age



### EBITDA vs Operating Profit

%age



### Current vs Quick Ratio

Ratio



### Net Asset vs Dividend Per Share

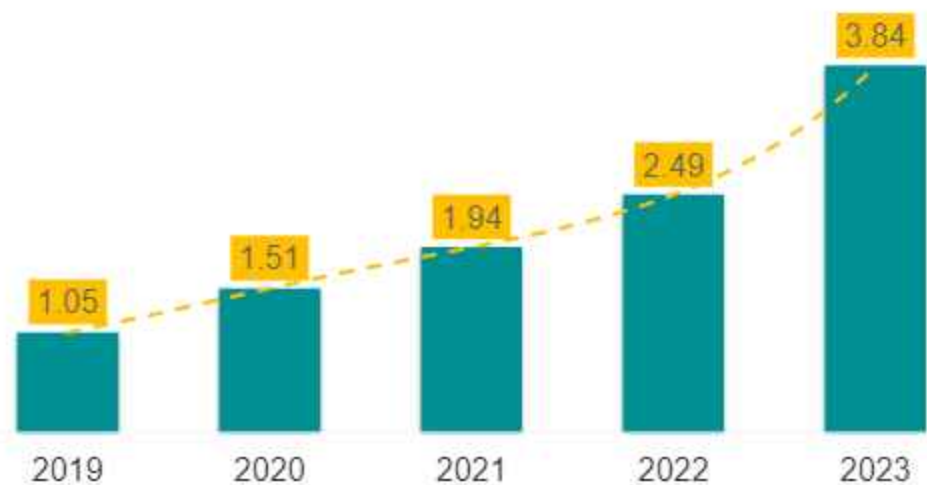
Rs.





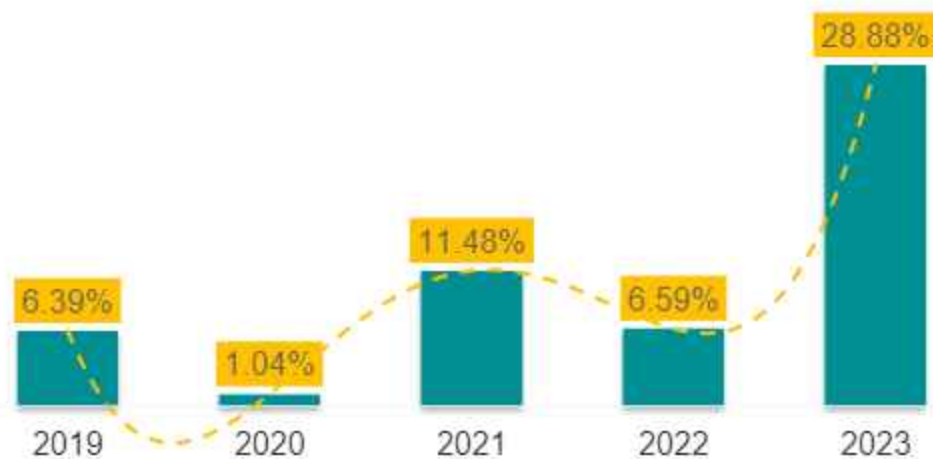
### Asset Turnover

Ratio



### Return on Assets

%age



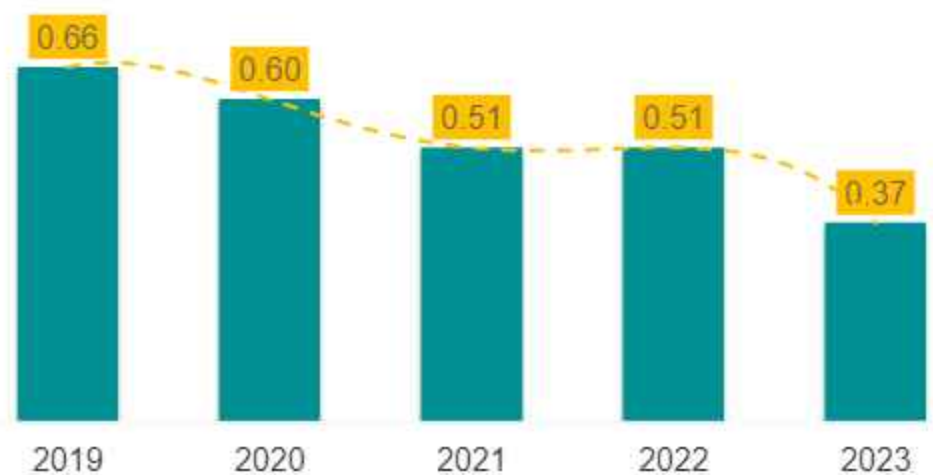
### Return on Equity

%age



### Debt to Equity Ratio

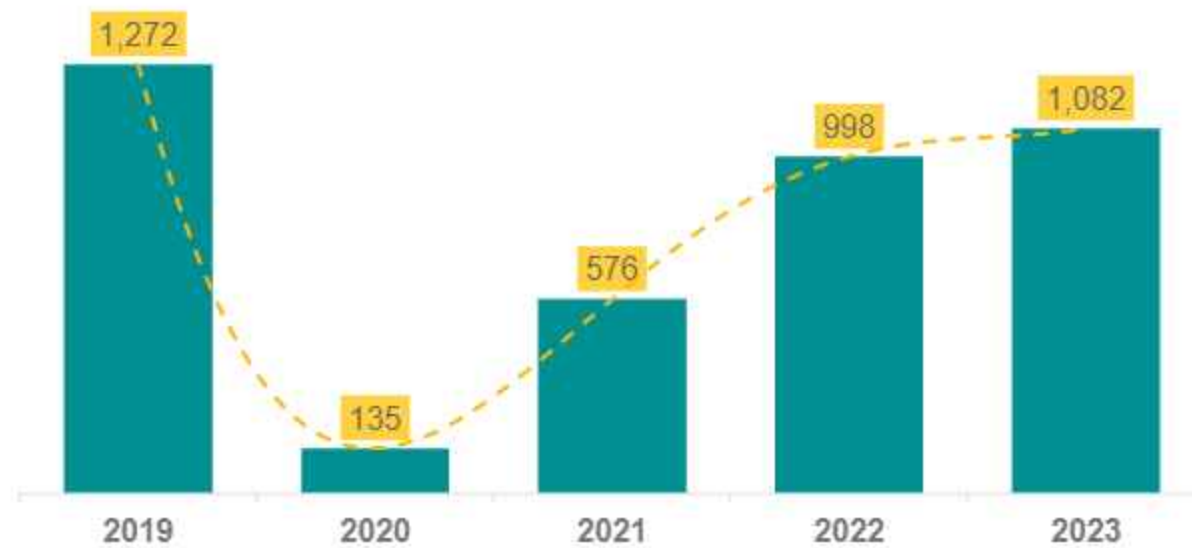
Ratio



# CAPITAL EXPENDITURE



*Rs. In million*



# CAPEX





# Financial Results

(FY24 - 9M)

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### Sales

*Rs. In million*



### Gross Profit

*Rs. In million*



### Operating Profit

*Rs. In million*



### Net Profit

*Rs. In million*



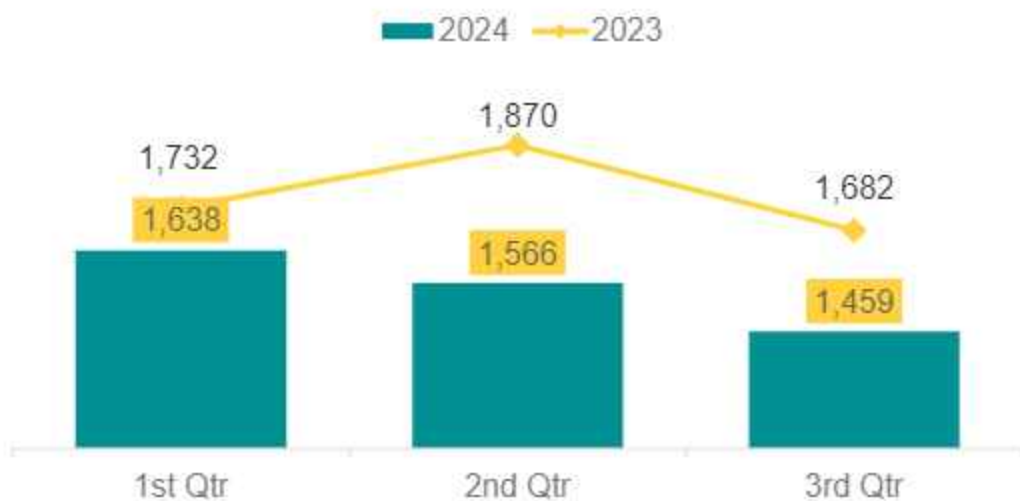
### Operating Fixed Assets

*Rs. In million*



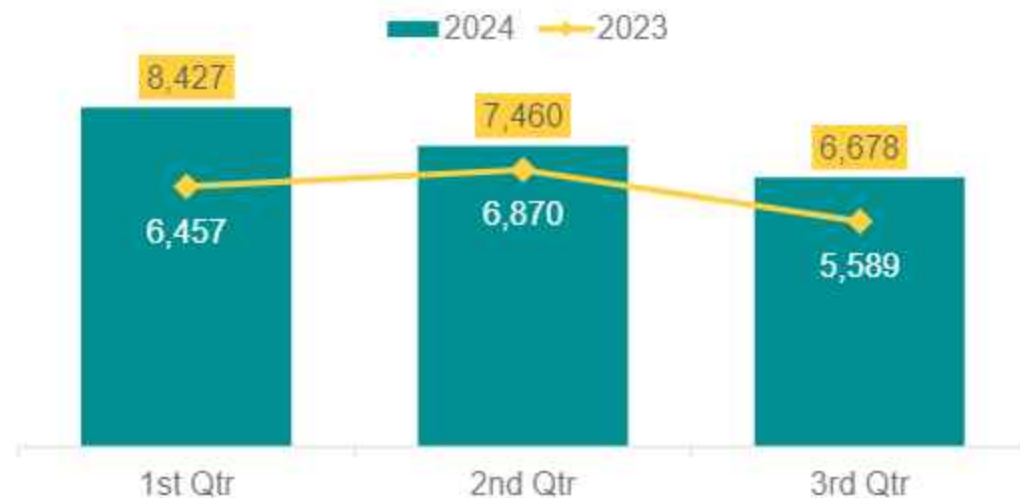
### Long Term Liabilities

*Rs. In million*



### Current Assets

*Rs. In million*



### Current Liabilities

*Rs. In million*



**CONSOLIDATED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS ACCOUNT - (UN-AUDITED)  
FOR THE NINE MONTHS ENDED MARCH 31, 2024**

	Note	Nine months ended March 31,		Quarter ended March 31,	
		2024	2023	2024	2023
----- (Rupees in thousand) -----					
Revenue from contracts with customers		17,863,341	18,382,339	5,689,589	6,363,216
Cost of sales	14	(14,277,466)	(14,660,659)	(4,534,425)	(4,841,692)
Gross profit		3,585,875	3,721,680	1,155,164	1,521,524
Selling and distribution expenses		(929,555)	(1,273,424)	(332,533)	(526,162)
General and administrative expenses		(271,488)	(207,928)	(101,213)	(76,178)
Other operating expenses		(134,547)	(139,028)	(37,577)	(63,160)
Other operating income		47,113	150,354	(56,684)	75,882
		(1,288,477)	(1,470,026)	(528,007)	(589,618)
Operating profit		2,297,398	2,251,654	627,157	931,906
Financial charges		(527,546)	(440,944)	(133,618)	(118,362)
Profit before taxation		1,769,852	1,810,710	493,539	813,544
Taxation		(792,804)	(489,374)	(210,789)	(247,017)
Profit after taxation		977,048	1,321,336	282,750	566,527
Earnings per share - basic and diluted (Rupees)	15	9.77	13.21	2.83	5.67



**CONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME - (UNAUDITED)  
FOR THE NINE MONTHS ENDED MARCH 31, 2024**

	Nine months ended March 31,		Quarter ended March 31,	
	2024	2023	2024	2023
	----- (Rupees in thousand) -----			
<b>Profit for the period</b>	<b>977,048</b>	1,321,336	<b>282,750</b>	566,527
Other comprehensive income for the period Items that will not be reclassified subsequently to statement of profit or loss Revaluation surplus on free hold land	1,523,560	-	-	-
<b>Total comprehensive income for the period</b>	<b>2,500,608</b>	<b>1,321,336</b>	<b>282,750</b>	<b>566,527</b>

**CONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION  
AS AT MARCH 31, 2024**

		March 31, 2024 (Un-audited)	June 30, 2023 (Audited)
	Note	----- (Rupees in thousand) -----	
<b>ASSETS</b>			
<b>NON CURRENT ASSETS</b>			
Property, plant and equipment			
Operating fixed assets	6	7,656,209	6,322,977
Capital work in progress	7	1,186,302	908,192
		8,842,511	7,231,169
Intangible assets		716	1,135
Investment property		562,500	562,500
Long term investments	8	-	-
Long term deposits		249,382	67,875
		9,655,109	7,862,679
<b>CURRENT ASSETS</b>			
Stores and spares		608,253	533,525
Stock in trade		2,356,561	2,197,162
Trade debts		2,304,761	1,939,538
Loans and advances	9	236,632	172,452
Trade deposits and short term prepayments		18,556	37,990
Tax refunds due from Government		654,351	723,163
Taxation - net		83,657	-
Short term investments		12,932	300,000
Cash and bank balances		402,701	925,198
		6,678,424	6,829,028
<b>TOTAL ASSETS</b>		<b>16,333,533</b>	<b>14,691,707</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorized share capital	10.1	2,000,000	2,000,000
Issued, subscribed and paid up capital	10.2	1,000,000	1,000,000
Share premium money		177,000	177,000
Unappropriated profit		4,935,973	4,140,827
Merger Reserves		(6,445)	(6,445)
Surplus on revaluation of fixed assets		2,872,504	1,392,042
		8,979,032	6,703,424
<b>NON CURRENT LIABILITIES</b>			
Long term financing	11	662,286	938,485
Long term diminishing musharaka	12	50,497	190,561
Deferred liabilities		698,098	571,317
Deferred grant		47,681	72,194
		1,458,562	1,772,557
<b>CURRENT LIABILITIES</b>			
Trade and other payables		3,569,449	3,738,046
Short term loan		1,010	1,010
Unclaimed dividend		3,618	4,012
Mark-up accrued		122,333	76,317
Short term borrowings		1,467,400	1,314,051
Current portion of lease liabilities		-	4,116
Current portion of deferred grant		48,861	55,585
Current portion of long term liabilities		683,268	754,557
Taxation - net		-	268,032
		5,895,939	6,215,726
<b>CONTINGENCIES AND COMMITMENTS</b>	13	-	-
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>16,333,533</b>	<b>14,691,707</b>

**CONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOWS - (UNAUDITED)  
FOR THE NINE MONTHS ENDED MARCH 31, 2024**

	Nine Months Ended March 31,	
	2024	2023
	(Rupees in thousand)	
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>		
Profit before taxation	1,789,852	1,810,710
Adjustments for items not involving movement of funds:		
Depreciation	490,102	459,374
Amortisation of intangible assets	418	418
Provision for gratuity	32,953	18,020
Gain on sale of fixed assets	(3,529)	(865)
Gain on foreign exchange	(4,552)	(124,301)
Provision for obsolete stores	13,500	13,500
Financial charges	527,548	440,944
Net cash flow before working capital changes	2,826,290	2,617,800
<b>Decrease / (increase) in current assets</b>		
Stores and spares	(88,228)	(102,707)
Stock in trade	(159,399)	748,094
Trade debts	(360,692)	(114,244)
Loans and advances	(64,180)	114,892
Trade deposits and short term prepayments	19,434	(13,654)
Tax refunds due from the Government	(51,607)	130,831
	(704,672)	763,212
<b>(Decrease) / Increase in current liabilities</b>		
Trade and other payables	(168,597)	328,245
Cash generated from operations	1,953,021	3,709,257
Income taxes paid	(924,739)	(449,841)
Gratuity paid	(5,507)	(8,024)
Financial charges paid	(494,638)	(465,704)
Net cash generated from operating activities	528,137	2,785,688
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>		
Additions to operating fixed assets - net	(54,736)	(36,810)
Additions to capital work in progress	(596,586)	(431,619)
Proceeds from sale of operating fixed assets	90,076	3,520
Short term investments	287,068	-
Long term deposits	(181,507)	(8,715)
Net cash used in investing activities	(455,685)	(473,624)
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>		
Proceeds from long term financing	41,500	325,993
Repayment of long term financing	(279,288)	(189,416)
Proceeds from loan from related party	-	80
Repayment of long term diminishing musharaka	(281,002)	(281,002)
Repayment of lease Liability	(4,114)	(6,399)
Dividend paid	(225,394)	(199,433)
Short term borrowings	153,349	(1,419,107)
Net cash outflow from financing activities	(594,949)	(1,769,284)
Net (decrease) / increase in cash and cash equivalents	(522,497)	542,780
Cash and cash equivalents at the beginning of the period	925,198	196,151
Cash and cash equivalents at the end of the period	402,701	738,931





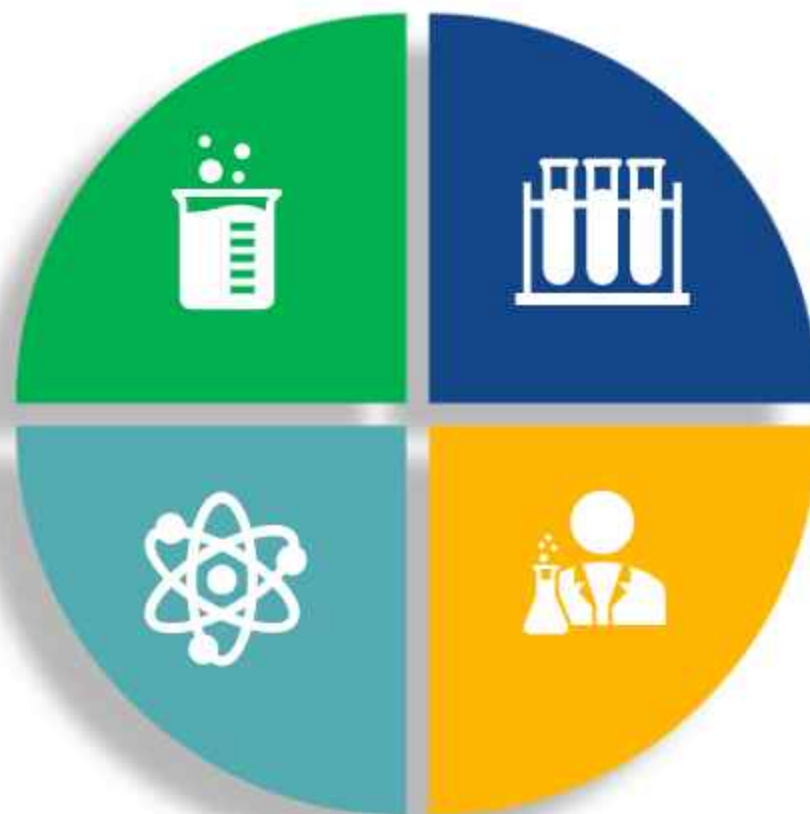
ICL Goes Green

# Future Outlook

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ITTEHAD  
CHEMICALS  
LIMITED



1

## Power Cost Reduction

Reduction of power cost in relation to competitiveness in export market.

2

## GHG Emission Reduction

Reduction in GHG emissions to position ICL as preferred supplier of environmentally conscious customers.

3

## Export Market

Explore Products Sales in Export Market.

4

## Strategic Projects

Upcoming Strategic Projects: Flaker Plant, Biomass Power Plant, Calcium Chloride Plant.



# Q&A

Question/Answer Session





*Thank  
you*



ITTEHAD CHEMICALS LIMITED



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