

ISMAIL INDUSTRIES LIMITED

CORPORATE BRIEFING SESSION



COMPANY OVERVIEW

Candy Land is where it all started in 1988 with our first factory bringing to life the largest confectionery manufacturer as well as largest confectionery exporter in Pakistan. Over the years, Ismail Industries has expanded horizontally by launching brands such as Bisconni, Ismail Nutrition, Ghiza Flour, Cereal as well as vertically through Astro Plastics, which manufactures packing and plastic films.

Quality is our prime concern, which is why Strict Quality Assurance Programs are conducted at all levels within the organization and manufacturing so as to ensure proper and safe product delivery to the consumers.

Ismail Industries is ISO 22000 certified - a standard developed by the International Organization for Standardization dealing with food safety. We are also certified by SANHA (South African National Halal Authority) a leading authority in the certification for Halaal products around the world.



ISMAIL
INDUSTRIES
LIMITED

COMPANY PROFILE

BOARD OF DIRECTORS

Mr. Muhammad M. Ismail	Chairman
Mr. Munsarim Saifullah	Chief Executive Officer
Mr. Ahmed Muhammad	Executive Director
Mr. Hamid Maqsood Ismail	Non-Executive Director
Mr. Maqsood Ismail Ahmed	Non-Executive Director
Mr. M Zubair Motiwala	Independent Director
Ms. Tasneem Yusuf	Independent Director

AUDIT COMMITTEE

Ms. Tasneem Yusuf	Chairperson
Mr. Muhammad M. Ismail	Member
Mr. Maqsood Ismail Ahmed	Member

HUMAN RESOURCE & REMUNERATION COMMITTEE

Mr. M Zubair Motiwala	Chairman
Mr. Maqsood Ismail Ahmed	Member
Mr. Hamid Maqsood Ismail	Member

EXTERNAL AUDITOR

Grant Thornton Anjum Rahman Chartered Accountants

LEGAL ADVISOR

Mohsin Tayebaly & Co.

SHARE REGISTRAR

THK Associates (Pvt.) Limited

COMPANY SECRETARY

Mr. Ghulam Farooq

CHIEF FINANCIAL OFFICER

Mr. Ahmed Raza Parekh

BANKS / INSTITUTIONS

- Allied Bank Limited
- Askari Bank Limited
- Bank Alfalah Limited
- Habib Bank Limited
- JS Bank Limited
- MCB Bank Limited
- Meezan Bank Limited
- National Bank of Pakistan
- Soneri Bank Limited
- The Bank of Punjab



MISSION

Our mission is to capitalize on our core values and maximize our customers' satisfaction through continuous efforts of delivering consistent quality of products. We aim to constantly empower and enable our people to deliver value for our consumers. Our target is to extensively cater to the home markets and strengthen our roots in international ones. The overarching mission of Ismail Industries Limited is to become a socially responsible organization that contribute towards the betterment, growth and development of Pakistan.

VISION

Ismail Industries' vision is to continue its growth trajectory in the coming years and to become the largest food manufacturing company in Pakistan. It aims to serve its customers with delightful treats and products with the promise of taste and bringing smiles. The company plans to become the best snacking company in the country through its strategy focused on quality products, leveraging people's capabilities, implying technology for efficiency, bold innovation and continuous process improvements.



OUR BUSINESS
SEGMENTS

The CandyLand logo is written in a blue, cursive script font on a yellow rounded square background.

Candyland offers an impressive range of product categories including Jellies, Chocolates, Marshmallows, Candies, Toffees, Chews, Lollipops, Gums, Milk chocolates, Spreads, Brittles, Truffles and Bunties. These categories carry one of the most renowned brands of the country including Chilli Milli, ABC Jelly, Water Mellon Jelly, Dino Jelly, Yums , NOW, Sonnet, Paradise, Bisca, You Chocolate, Puffs, Jammin, Bubble Pop, Buttons etc. The key success driver of this division is the state-of-the-art and technologically advanced production facilities ensuring to deliver products which provide utmost satisfaction to the consumers.





Bisconni has now become a household brand ambitious to deliver unparalleled quality every time and with every new product. Over the past 17 years, Bisconni has spread its footprint in the industry day by day with an unbelievable and impressive pace and unmatched loyalty of its customers despite the competition this industry possesses. Its consumers are served with the tantalizing, tempting brands under the category of cakes and cookies. The flagship brands include; Cocomo (a nostalgic name and taste to its, now grownups, consumers and popular among the children), Chocolatto, Chocolate Chip Cookie, Novita, Rite, Chip Hop, Flo Cake, DayDream and much more.





Ghiza Flour was introduced last year with the aim of achieving backward integration and providing top-quality flour to the industrial and HoReCa (Hotels, Restaurants, Canteens) sector throughout Pakistan. The brand is committed to promoting proper nutrition nationwide by delivering premium super fine flour. A strong emphasis on seamless and efficient processes, from selecting high-grade wheat during procurement to meticulous sorting during production, ensures the exceptional quality of its products. Ghiza's offerings include Ghiza Maida, Ghiza Special Fine Atta, and Ghiza Bran.





Ismail Industries Limited has been collaborating with the United Nations to provide products aimed at combating malnutrition in Pakistan and various other countries. We are certified suppliers for UNICEF, WFP, and MSF, serving both domestic and international markets. Our products are manufactured in cutting-edge facilities with rigorous quality control measures in place.



CEREALS

Ismail Industries Cereal Division is producing a nutritious cereal approved by the World Food Programme (WFP) for disaster-struck areas with limited food and water access. The cereal is easy to prepare and provides essential nutrition and minerals in a single serving. Manufactured in a state-of-the-art extrusion plant, it meets global food safety and compliance standards, certified by WFP, SANHA, and FSSC. The company is supplying WFP and exploring new business opportunities both locally and globally to support nutritional needs.





Astro Films, the flexible packaging division of Ismail Industries Limited, was established in 2003 and operates facilities in Hub & Karachi, Pakistan. The company is a leading regional and international supplier, exporting to five continents. Astro Films has CPP and BOPET films production lines with advanced metallization capabilities with vacuum metallizers across its two sites.





Hudson Pharma (Private) Limited (HPPL), a subsidiary of Ismail Industries Limited, operates a state-of-the-art pharmaceutical facility in Port Qasim Industrial Area, Karachi, Pakistan. Our mission is to make innovative, life-changing medications more accessible and safer for the communities we serve. With a proven track record, we specialize in identifying unmet medical needs and developing treatments that enhance safety and accessibility, often through advanced delivery systems and manufacturing processes. Since our founding, we have successfully introduced several groundbreaking products in Pakistan, including inhalation solutions, eye drops, IV infusion injections, derma creams/gels, and the country's only vitamin D3 injection/oral solution in a BFS ampoule with a convenient twist-off cap.





Ismail Resin (Private) Limited is a subsidiary company of Ismail Industries Limited. Ismail Resin is believed to be a major venture for the expansion of plastic business of Ismail Industries Limited helping it as a backward integrator of its major raw materials' procurement and is also set with the vision to expand its own operations and become an industry leader considering the current growing PET Resin demand across the globe. Ismail Resin has already executed the audit processes to acquire the best-in-class certifications of ISO 9001, ISO 14001, HACCP, FSSC 22000, and Halal certification. The company is also planning to set a rPET plant by the end of 2026



We are pleased to announce that Ismail Industries Limited has been awarded the Merit Certificate in the Best Corporate Report Award 2023, presented jointly by the Institute of Chartered Accountants of Pakistan (ICAP) and the Institute of Cost and Management Accountants of Pakistan (ICMAP).

This recognition is a testament to the dedication, hard work, and commitment of our entire finance team. We are deeply honoured and look forward to pursuing even higher standards of excellence in the years to come.





FINANCIAL HIGHLIGHTS



KEY OPERATING & FINANCIAL DATA

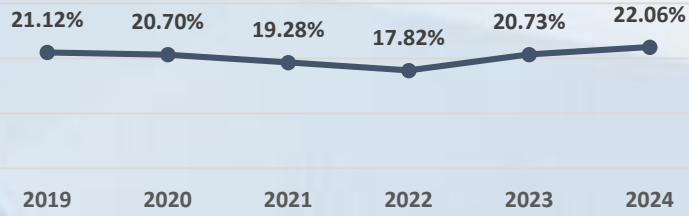
	2024	2023	2022	2021	2020	2019
	------(Rs. in millions)-----					
ASSETS EMPLOYED						
Operating fixed assets	31,640	24,468	21,364	19,903	13,731	12,121
Capital work - in - progress	999	4,370	3,762	976	5,843	638
Intangible assets	0.17	2	6	34	55	86
Long term investment	9,556	8,751	7,145	5,278	5,276	3,212
Long term deposits	27	26	24	27	37	44
Net current assets / (liabilities)	5,182	5,765	2,328	258	632	97
Total Assets Employed	47,404	43,382	34,629	26,476	25,574	16,198
FINANCED BY						
Shareholders equity	24,209	17,716	12,579	11,275	9,900	7,374
Long term financing	20,026	23,192	19,691	12,910	13,605	7,191
Deferred liabilities	3,169	2,474	2,359	2,291	2,069	1,633
	47,404	43,382	34,629	26,476	25,574	16,198
SALES & PROFIT						
Gross sales	121,490	99,733	65,256	44,949	40,807	37,011
Net sales	108,887	88,906	55,261	37,308	33,218	30,091
Gross profit	24,022	18,432	9,845	7,194	6,878	6,354
Profit before levies and taxation	7,676	7,531	3,387	2,213	1,323	1,404
Profit after levies and taxation	6,132	6,382	2,551	1,777	932	967
Dividend (%age)	100	120	40	150	35	45
Reserves	23,545	17,052	11,916	10,611	9,236	6,736

FINANCIAL RATIOS

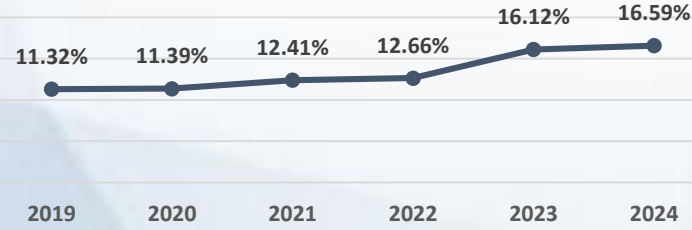
Profitability Ratios	UOM	2019	2020	2021	2022	2023	2024
Gross profit ratio	Percentage	21.12%	20.70%	19.28%	17.82%	20.73%	22.06%
Net profit to sales	Percentage	3.21%	2.81%	4.76%	4.62%	7.18%	5.63%
EBITDA margin to sales	Percentage	11.32%	11.39%	12.41%	12.66%	16.12%	16.59%
Return on equity	Percentage	13.39%	12.64%	17.95%	22.63%	50.73%	34.61%
Return on capital employed	Percentage	15.72%	15.30%	11.37%	18.13%	34.45%	34.72%
Shareholders' fund	Rupees	7,374	9,900	11,275	12,580	17,716	24,209
Liquidity Ratios							
Current ratio	Times	1.01	1.05	1.02	1.14	1.19	1.12
Quick ratio	Times	0.51	0.50	0.46	0.61	0.64	0.81
Investment /Market Ratios							
Earning per share	Rupees	15.15	14.49	26.77	38.44	96.17	92.41
Breakup value per share	Rupees	115.58	149.19	169.91	189.57	266.98	364.83
Cash Dividend per share	Rupees	3.50	3.00	15.00	4.00	12.00	10.00
Activity / Turnover Ratios							
Total Assets turnover ratio	Times	1.12	0.89	0.91	1.08	1.22	1.20
Inventory turnover	Days	81	83	89	68	66	64
Receivables turnover	Days	22	29	28	26	30	36
Payables turnover	Days	18	25	25	14	20	27
Net operating cycle	Days	85	87	92	80	76	73

GRAPHICAL REPRESENTATION

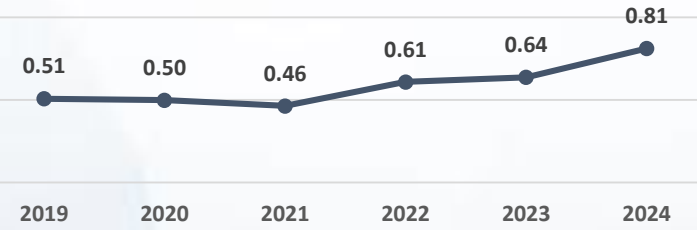
Gross profit ratio



EBITDA margin to sales



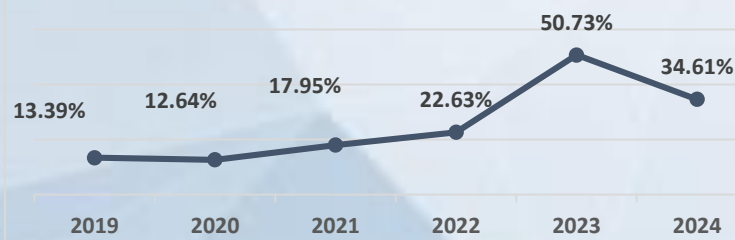
Quick ratio



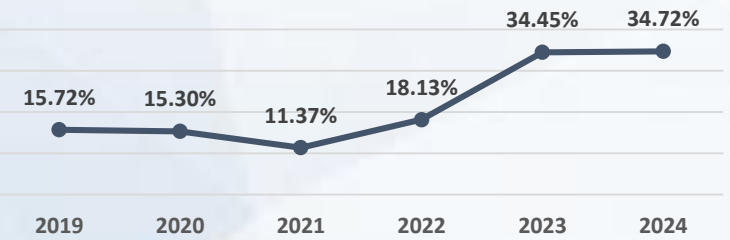
Net profit to sales



Return on equity



Return on capital employed



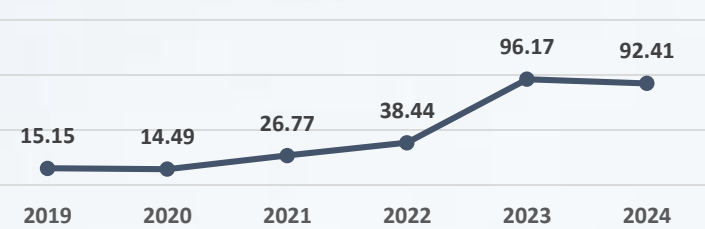
Shareholders' fund



Current ratio



Earning per share



GRAPHICAL REPRESENTATION

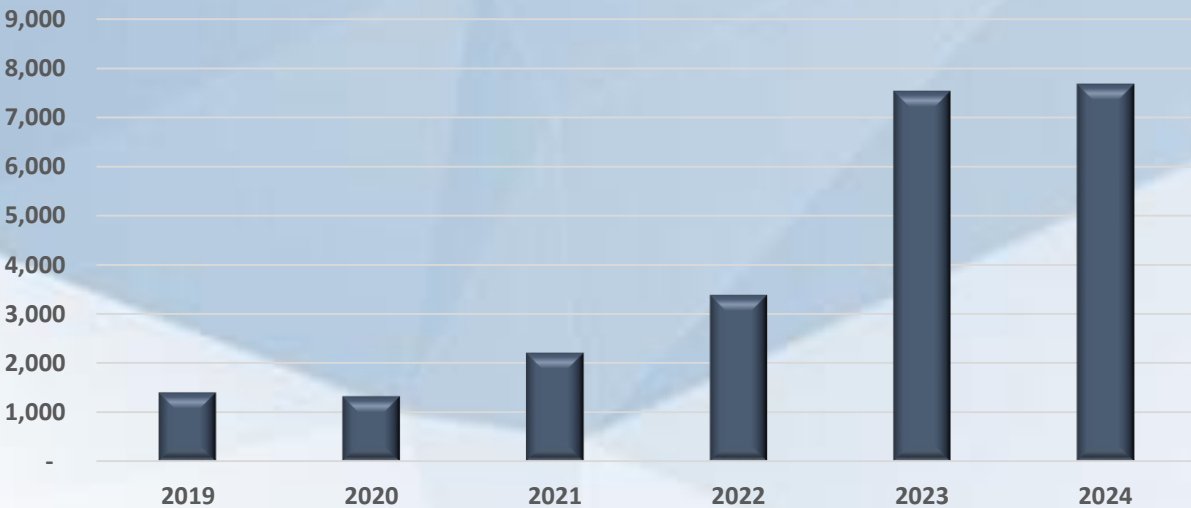
Gross Sales (In Million)



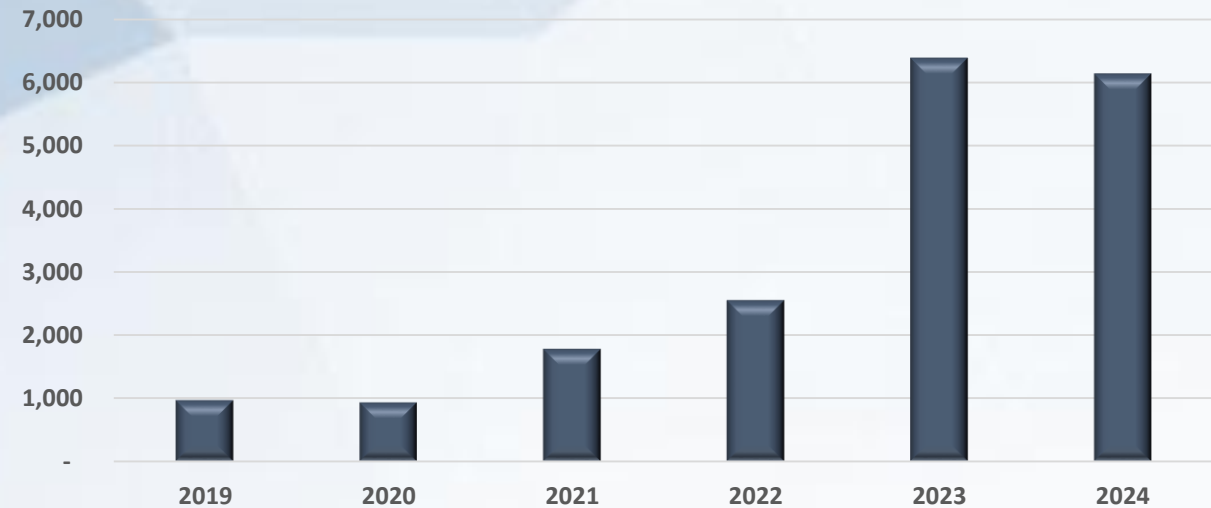
Gross Profit (In Million)



Profit Before Levies & Taxation (In Million)

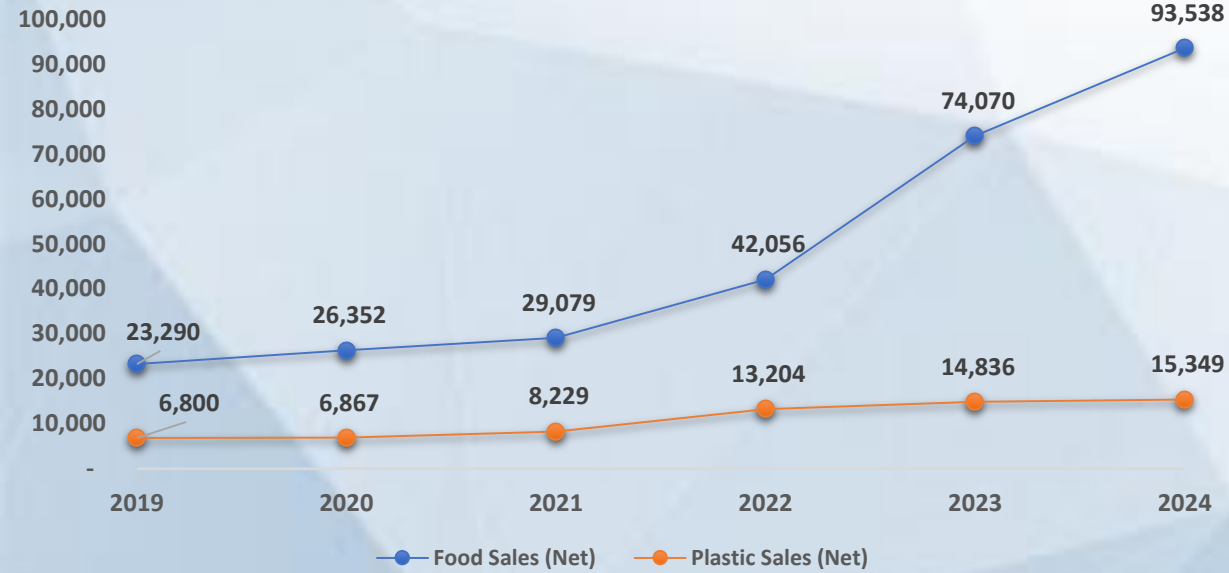


Profit After Levies & Taxation (In Million)

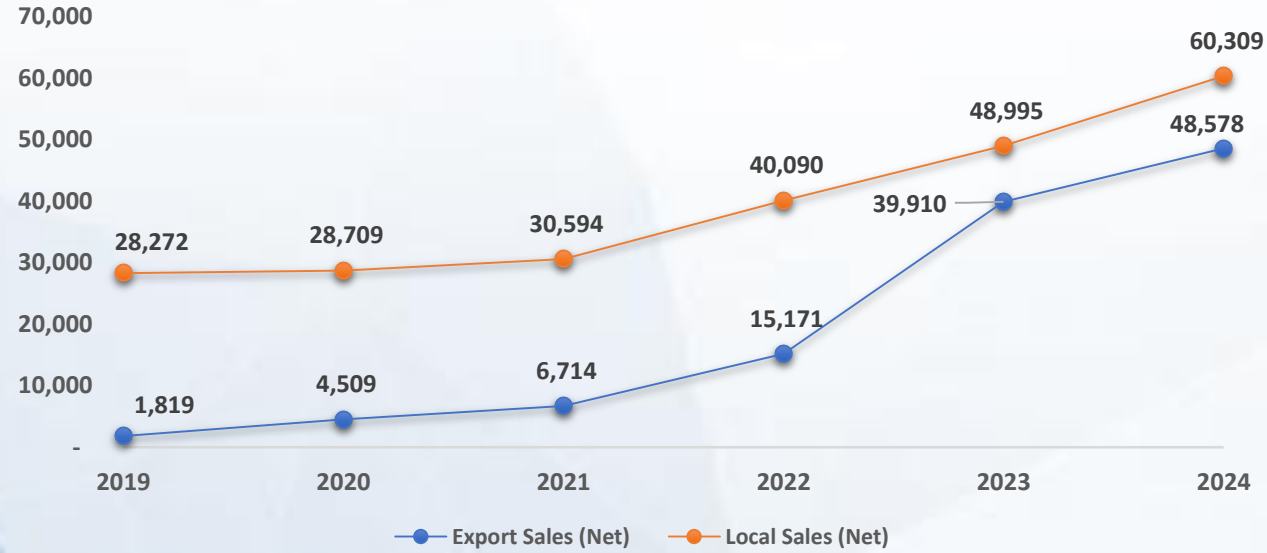


GRAPHICAL REPRESENTATION

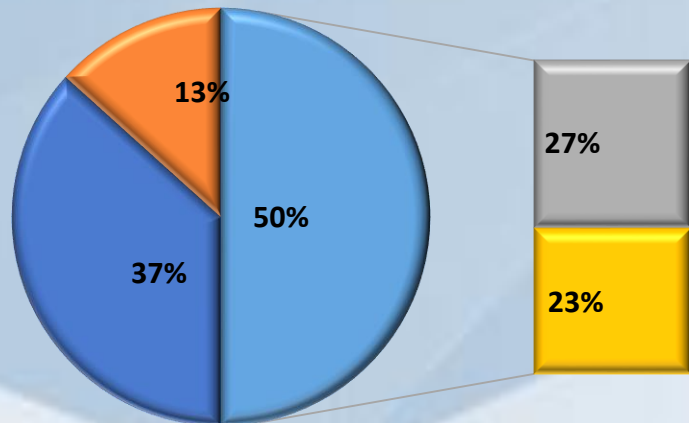
Segment wise net-sales (In Million)



Category wise net-sales (In Million)

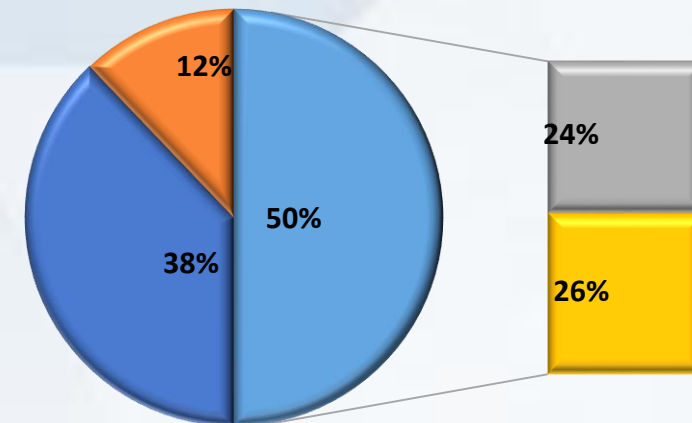


Financial Position 2024



■ Total Liabilities
 ■ Total Equity
 ■ Current Assets
 ■ Non- Current Assets

Financial Position 2023



■ Total Liabilities
 ■ Total Equity
 ■ Current Assets
 ■ Non- Current Assets



Thank you