



November 12, 2024

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

**Sub: Corporate Briefing Session of ZIL Limited**

Dear Sir,

This is to inform you that the Corporate Briefing Session of ZIL Limited will be held on **Monday, November 18, 2024 at 10:00 hours.** at Pakistan Society For Training and Development, Plot # TC-3, Khayaban-e-Seher, 34th Street, Phase V DHA, Karachi to brief the investor / analysts about the Company's current financial performance and outlook.

All the investors / analysts, wishing to attend the Corporate Briefing Session via video conferencing may be joining through video link facility. The flyer for Corporate Briefing Session is also attached herewith.

This notice of CBS along with the presentation are also uploaded on the Company's website: [www.zil.com.pk](http://www.zil.com.pk) under the investor relation.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Thanking you,

Yours faithfully,


**Muhammad Shahid**  
Company Secretary

Encl: As Stated Above



Dear Madam /Sir,

### Corporate Briefing Session

You are cordially invited to the Corporate Briefing Session (CBS) of ZIL Limited wherein the Company's Management shall brief the Company's financial performance and outlook.

The briefing will be held as follows:

**Date:** Monday, November 18, 2024

**Venue:** Pakistan Society For Training and Development, Plot # TC-3, Khayaban-e-Seher, 34th Street, Phase V DHA, Karachi.

**Registration:** 09:30 hours

**Presentation:** 10:00 hours

The investors / analysts desirous to attend the session **through video link facility** are requested to email their interest in attending along with their name, CNIC number, the name of relevant institution they represent, incorporation number of the institution (if applicable), their email address and Cell / Land line phone number at [corporate.briefing@zil.com.pk](mailto:corporate.briefing@zil.com.pk) by **Friday, November 15, 2024, 5:00 p.m.** The ZOOM link for the CBS will be shared with all investors / analysts who expressed their interest in attending the session on their provided email address.

The participants are encouraged to dial in 10 minutes in advance of the CBS and ensure that they remain on mute throughout the duration of the presentation. Participants are requested to raise their queries or comments in question and answer session.

**NOTE:** In case of physical participation – Original CNIC / Institution card is mandatory due to security requirement.

  
**Muhammad Shahid**  
Company Secretary

A circular blue ink stamp with the ZIL Limited logo in the center and the text 'ZIL Limited' around the perimeter, flanked by two stars.

# *Corporate Briefing*

ZIL Limited

For nine months period ended September 30, 2024

Pakistan Society For Training and Development, Karachi,  
Nov 18<sup>th</sup>, 2024



Ground Floor, Bahria Complex III, M.T. Khan Road, Karachi-Pakistan.  
Tel: +9221 -35630251-60 Fax: +9221 -35630266

# Mission

“Enrich everyday lives of individuals, families and communities by providing products which offer quality, convenience and affordability”

# Vision

“To be admired as a leading and innovative consumer goods company offering delightful propositions that rivals any other major company”

# Company Information

- ZIL Limited was incorporated as a private limited company in February 1960 under the Companies Act, 1913 (now the Companies Act, 2017)
- It was subsequently converted into a public limited company in November 1986.
- Its shares are listed on the Pakistan Stock Exchange Limited.
- The principal activity of the Company is to manufacture and sell home and personal care products.
- From June 2023 the holding company of ZIL is New Future Consumers International general trading (NFCI) LLC Dubai.
- The registered office of the Company is situated at Ground Floor, Bahria Complex III, M.T. Khan Road, Karachi.

# Company Information

## Board of Directors

- Dr. Salomon Jacobus Van Rooijen (Chairman-Non-Executive Director)
- Mr. Mubashir Hasan Ansari (Executive Director & CEO)
- Mrs. Ferial Ali Mehdi (Non-Executive Director)
- Mr. Saad Amanullah Khan (Non-Executive Director)
- Mr. Muhammad Irfan-ul-Haq (Non-Executive Director)
- Mr. Muhammad Salman Chawalla (Independent Non-Executive Director)
- Mr. Ahsan Rashid (Independent-Non-Executive Director)



# Company Information

## Board Audit Committee

- Mr. Muhammad Salman Chawalla (Chairman- Independent-Non-Executive Director )
- Mrs. Ferial Ali-Mehdi (Member)
- Mr. Ahsan Rashid (Member)

# Company Information

## Human Resource and Remuneration Committee

Mr. Ahsan Rashid	(Chairman)
Mrs. Ferial Ali- Mehdi	(Member)
Mr. Saad Amanullah Khan	(Member)
Mr. Mubashir Hasan Ansari	(Member & CEO)

# Company Information

## Internal Auditors:

Yousuf Adil & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)

## External Auditors:

BDO Ebrahim & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)

# Company Foot Steps

- **1954** - Soap Operations start in Hyderabad
- **1969** - Capri Launched
- **1986** – Public Listing on Stock Exchange
- **2000** – ISO Certification
- **2001** – Investment of Over PKR.100mn to upgrade technology and enhance capacity
- **2005** – Revenue of PKR 1 billion
- **2011** – Capri re-launch
- **2011** – Capri Hand Wash Launched
- **2012** – Launch of variants and sanitizers
- **2014** – Capri Face wash is launched
- **2017** – Capri re-launch  
– Revenue of PKR 2 billion
- **2019** – Celebrated 50 Years of Capri  
– Re-launched Capri Hand wash  
– Revenue of PKR 3.2billion

# Company Foot Steps

- **2021** - Launch of Anti BAC soap HYpro
- **2022** - Consistent Volumatic sales growth
  - **Annual sales above Rs. 4.1Bn**
  - Factory closure based on new manufacturing strategy
- **2023** - **Annual sales of Rs 5.6 Bn**
  - Acquisition by NCFI LLC Dubai
  - Ever highest profit
- **2024** - Achieved sales of Rs 4.7Bn (9 Months 2024)

# Core Values



## Sustainability

We consider balancing long-term goals with short-term needs



## Customer Centric

Understanding & satisfying customer needs, wants & expectations



## Empowerment

Grow our people to be autonomous, responsible and engaged



## Innovation

We add value to delight our customers



## Learning

Outstanding quality through continuous improvement

# COMPANY PRODUCTS PROFOLIO

Beauty	Health
Capri	HYpro
Opal	
Lily	

# CAPRI BRAND/REFRESHING



- Flag Ship brand
- Launched in 1969. Celebrated 50 Years in 2019
- No 3 brand in beauty soap segment



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# FLORAL



# SILKY



# HEALTH



*“For Clean, Soft & Beautiful Hands”*



*"Naturally Refreshing Glow Everyday"*

A HERITAGE  
OF QUALITY



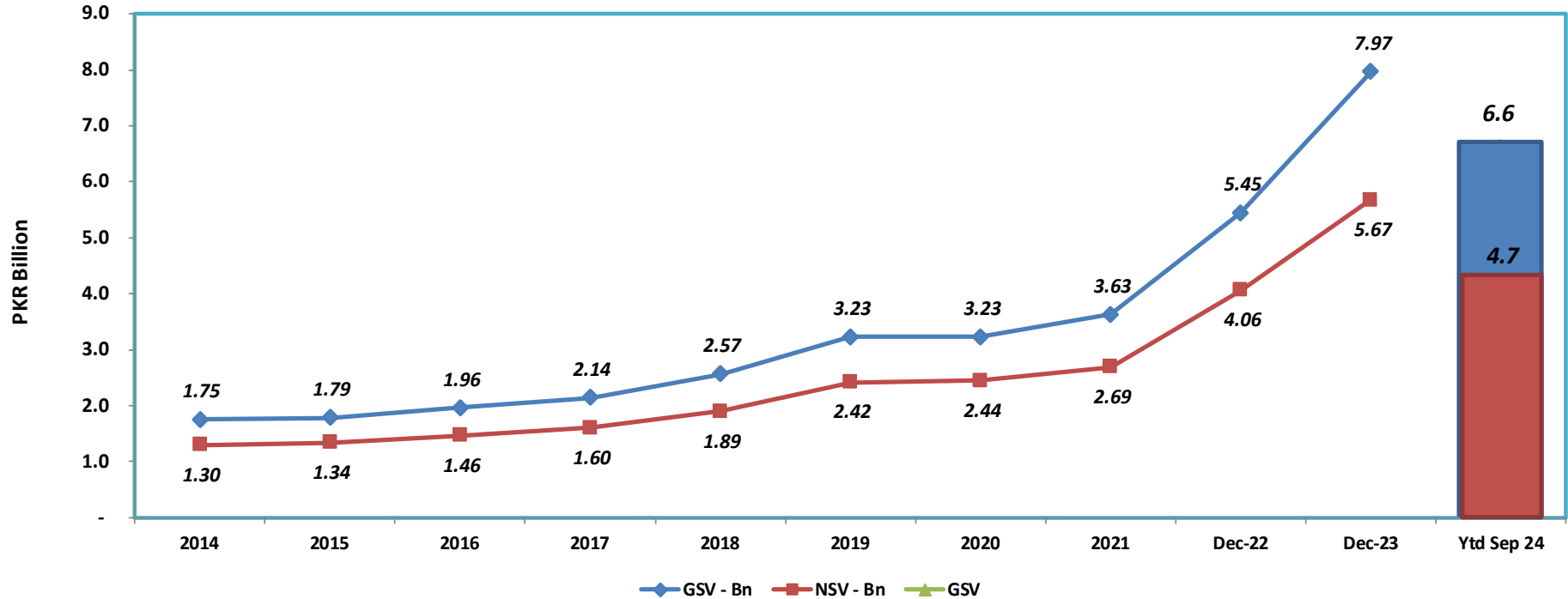
Pakistan Standards

For over 60 years, Zil Limited has been innovating a diverse range of personal care and beauty products that have become an integral part of many lives across Pakistan.

**ZIL**  
LIMITED

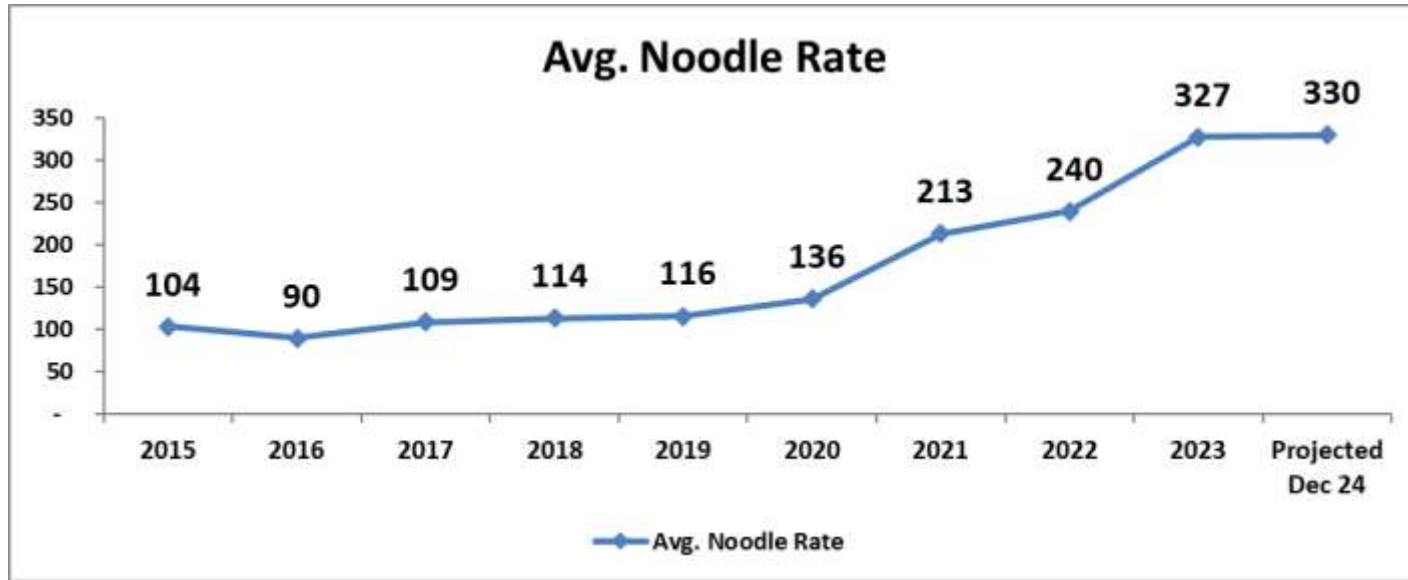
# SALES, RAW MATERIAL, US\$ & GROSS PROFIT TRENDS

# Gross Sales Value and Net Sales Value -Trends

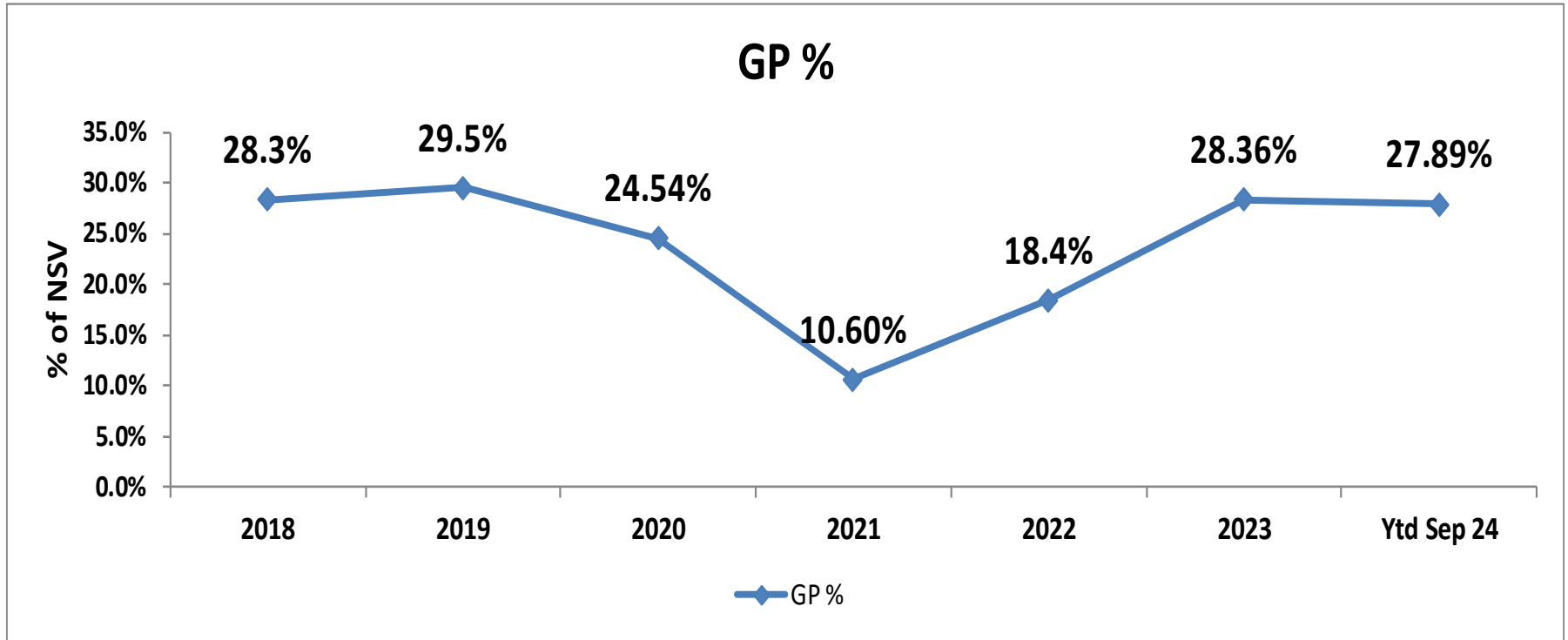




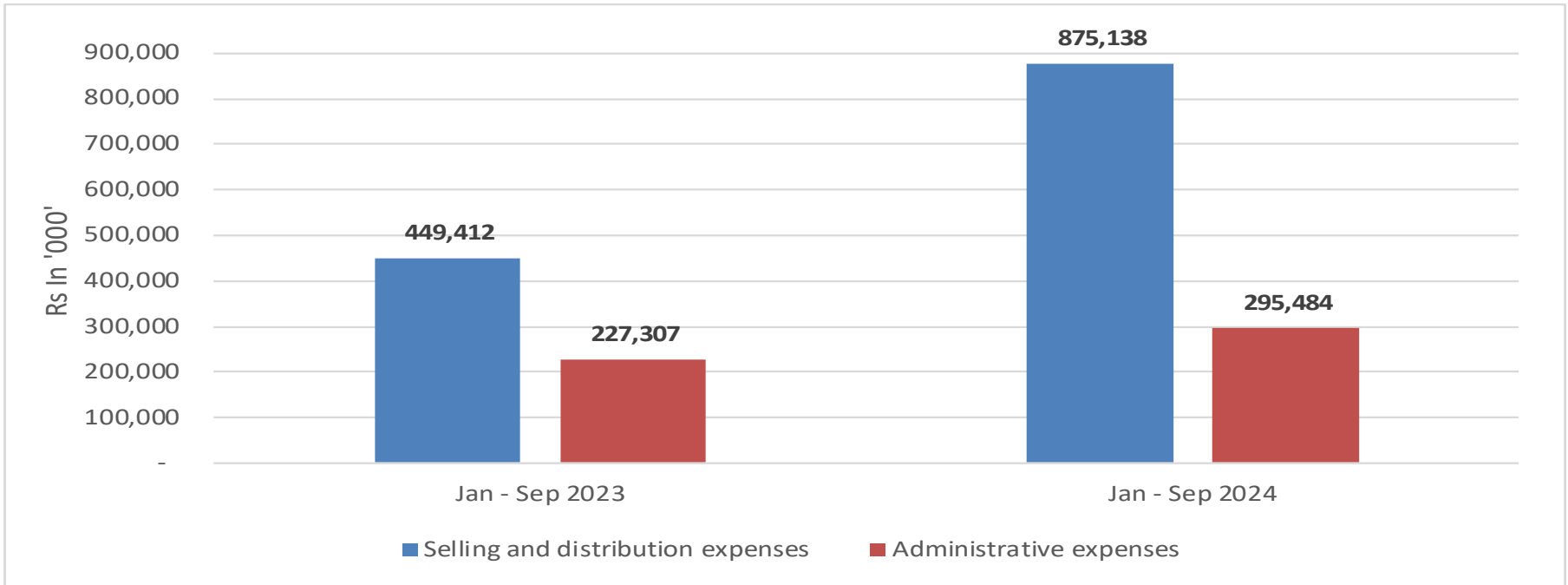
# Fatty Raw Material Price Trend (Rs)



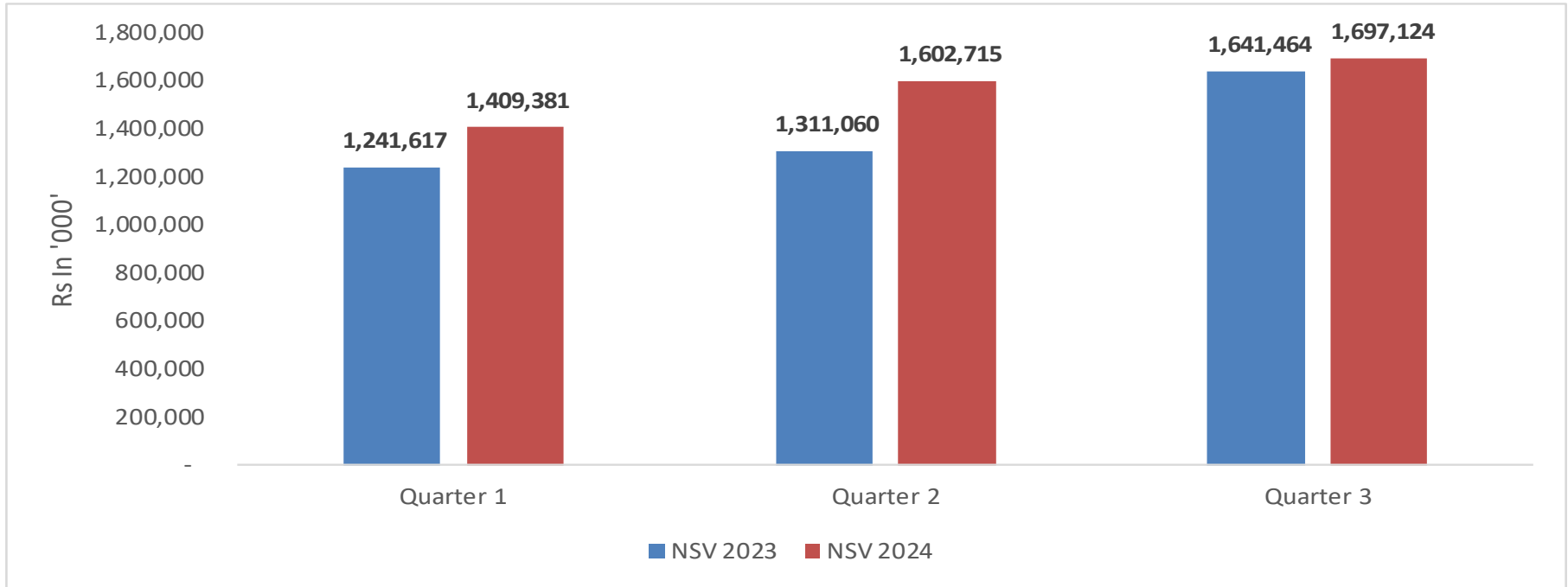
# Gross Profit Trend



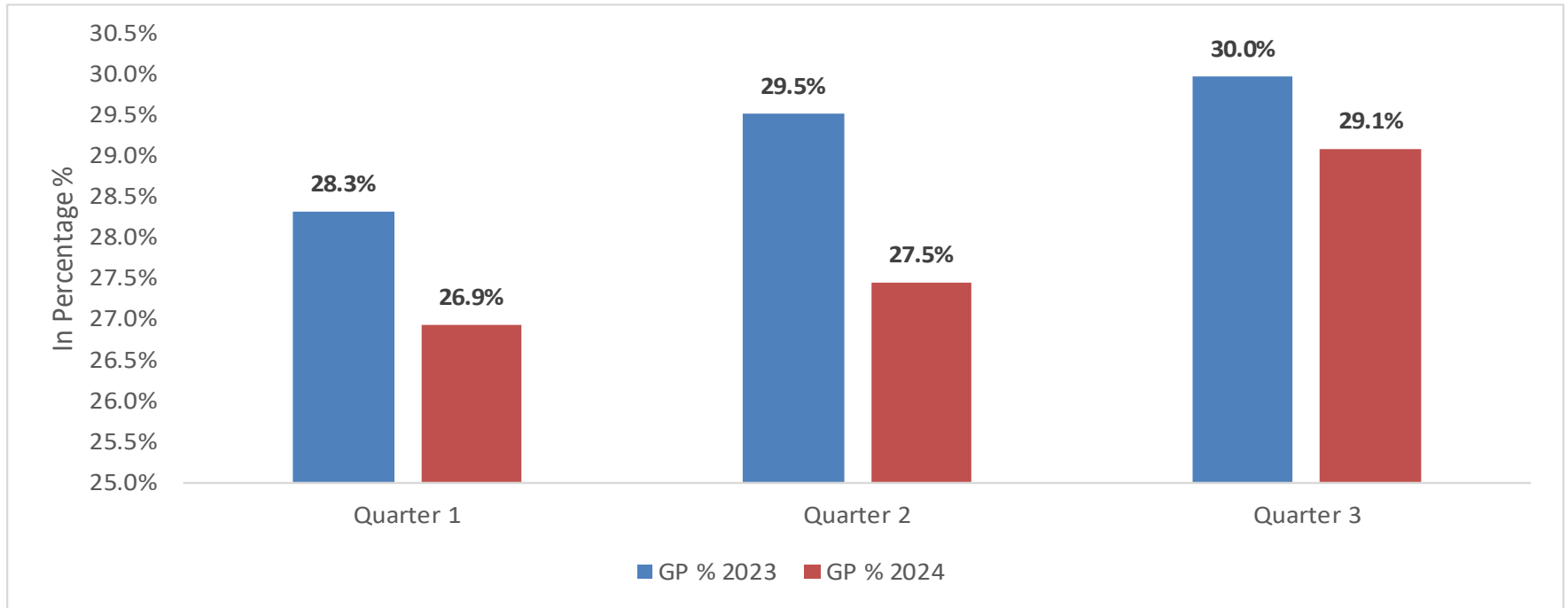
# Selling & Admin Expenses



# Quarter Wise Net Sales Value



# Quarter Wise Gross Profit Margins



# PROFIT OR LOSS STATEMENT JAN-SEPT 2024

**ZIL LIMITED****CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)****FOR THE NINE MONTH ENDED SEPTEMBER 30, 2024**

	Nine month ended		Quarter ended	
	September 30, 2024 (Rupees in '000)	September 30, 2023	September 30, 2024 (Rupees in '000)	September 30, 2023
Sales - net	4,709,221	4,194,141	1,697,124	1,641,464
Cost of sales	(3,395,619)	(2,963,280)	(1,203,334)	(1,149,389)
Gross profit	1,313,602	1,230,861	493,790	492,075
Selling and distribution expenses	(875,138)	(449,412)	(331,256)	(175,605)
Administrative expenses	(295,484)	(227,307)	(98,671)	(91,274)
	(1,170,622)	(676,719)	(429,928)	(266,879)
Other income	14,683	12,370	4,957	5,392
	157,662	566,512	68,819	230,587
Other charges	(5,499)	(75,730)	(3,504)	(26,292)
Financial charges	(88,994)	(92,449)	(29,078)	(32,163)
	(94,493)	(168,179)	(32,581)	(58,454)
Profit/(loss) before tax and minimum tax differential	63,169	398,333	36,238	172,133
Minimum tax differential	(29,525)	-	(7,582)	-
Profit/(loss) before tax	33,644	398,333	28,656	172,133
Taxation				
Current - For the year	(30,853)	(170,567)	(15,143)	(89,141)
- Prior year	(463)	(402)	-	-
Deferred	7,942	(566)	241	(1,632)
	(23,375)	(171,535)	(14,902)	(90,773)
Profit after tax for the period	10,269	226,798	13,754	81,360
Earnings per share - basic and diluted (Rupees)	1.68	37.04	2.25	13.29

# Q & A



thank  
you