



UNITY FOODS LIMITED

CORPORATE BRIEFING SESSION

2023-24

NOVEMBER 25, 2024

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01



REVENUE
FY 24 = 83.00 BN PKR
4 Year CAGR = 28.46%

04



STATE-OF-THE-ART INFRASTRUCTURE
Spanning Across **8** Facilities Nationwide in Pakistan

02



GROSS PROFIT
FY 24 = 7.25 BN PKR
4 Year CAGR = 36.30%

05



PAN PAKISTAN COVERAGE
Pakistan's **ONLY** National Staples Brand

03



TOTAL ASSETS
FY 24 = 87.25 BN PKR
4 Year CAGR = 45.36%

06



EXPANDED OFFERING

- 100 + SKUs
- FLOUR, RICE, **CONFECTIONERY RANGE**, LENTILS, SUGAR, SALT, VALUE BUNDLES

EDIBLE OIL RANGE



ANIMAL FEED RANGE



SPECIALTY FATS



FLOUR RANGE



RICE RANGE



VALUE BUNDLE



OTHER STAPLES



CONFECTIONERY RANGE



NIMCO RANGE



COOKIES RANGE



SNACKS RANGE



SAVORIES & CAKES





INCREASED STAKE

42.17%

Shareholding As Of June 30th
2024



Leading **Edible Oil** Importer of **2023** at the **6th Pakistan Edible Oil Conference**


RETAIL EXPANSION

Growth to **7+4**
Company-operated Marts




EXPANSION OF KEY PRODUCTION CAPACITIES

- Myande Refinery
- Flour & Rice Mills
- Confectionery Plant



SCALING SOLAR ENERGY

Enhancing sustainability by installing solar energy systems with over **2 MW** already in place and more under development, for reducing reliance on fossil fuels and reduce costs.



Sustainability and Social Impact



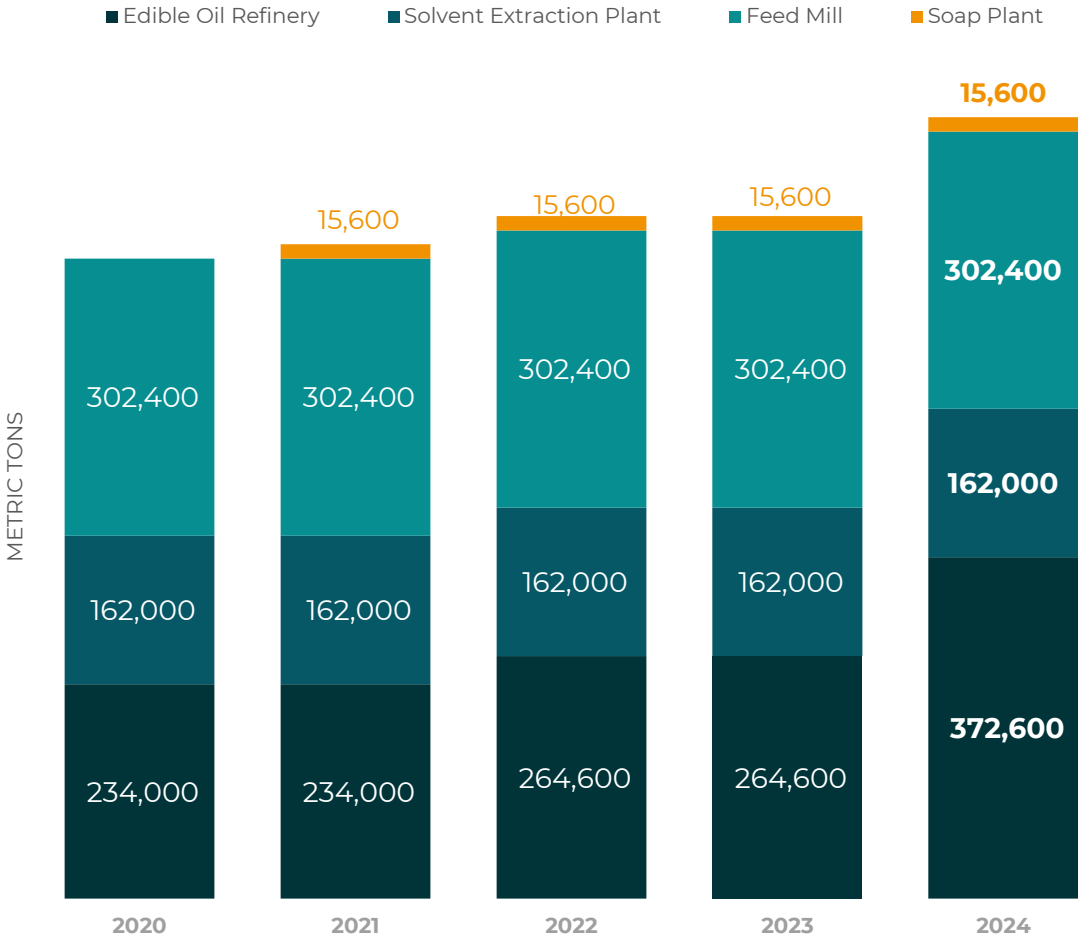
TAQATWAR PAKISTAN



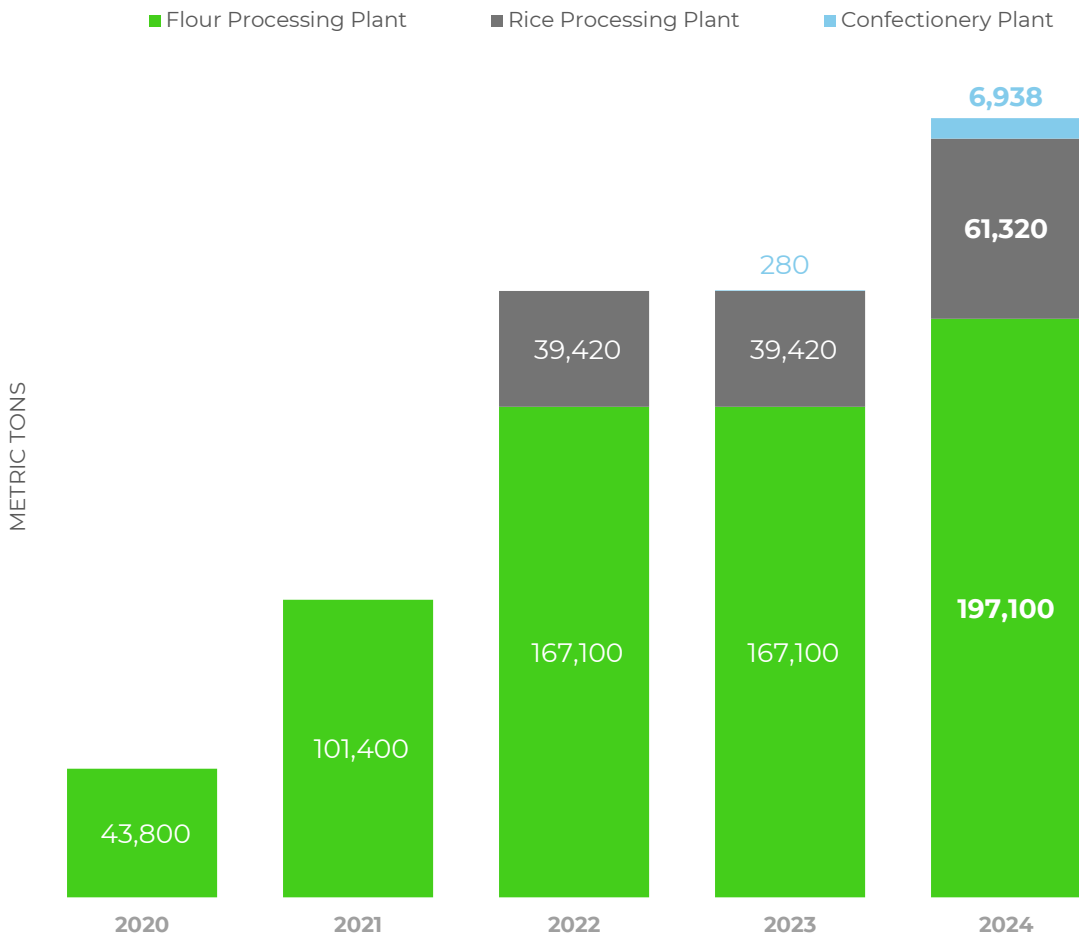
THE SCHOOL OF KARACHI

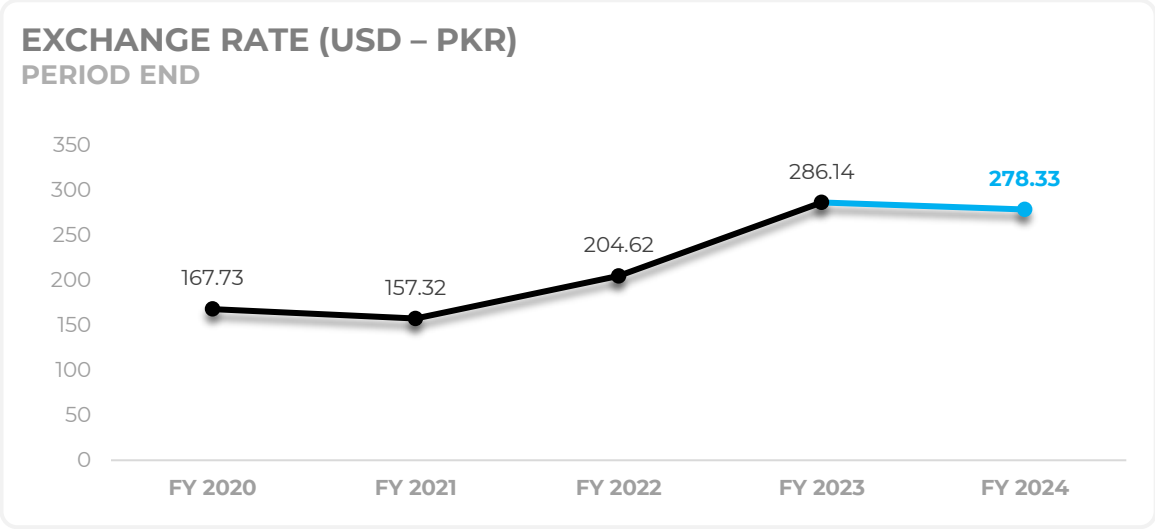
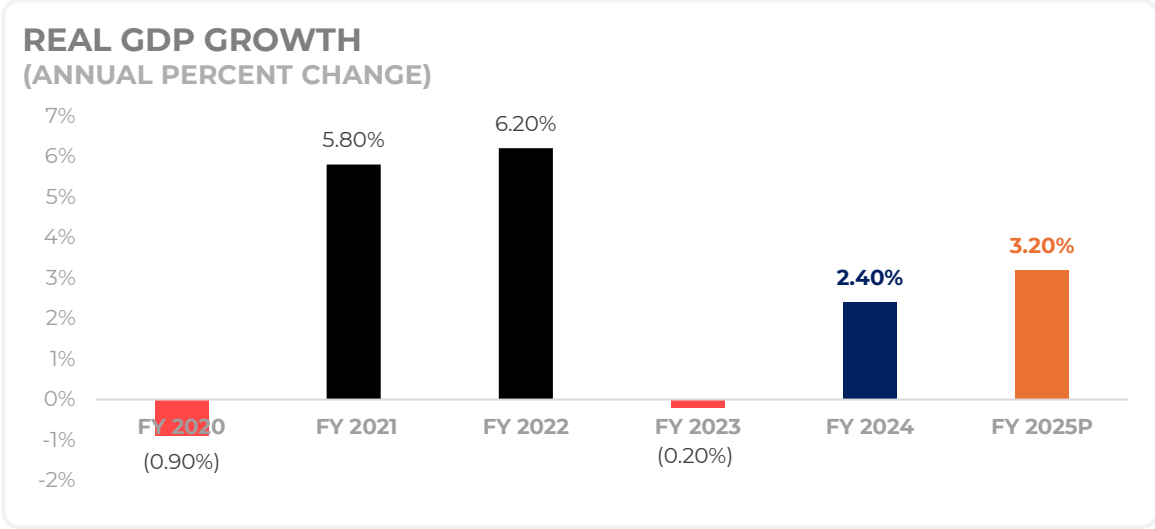
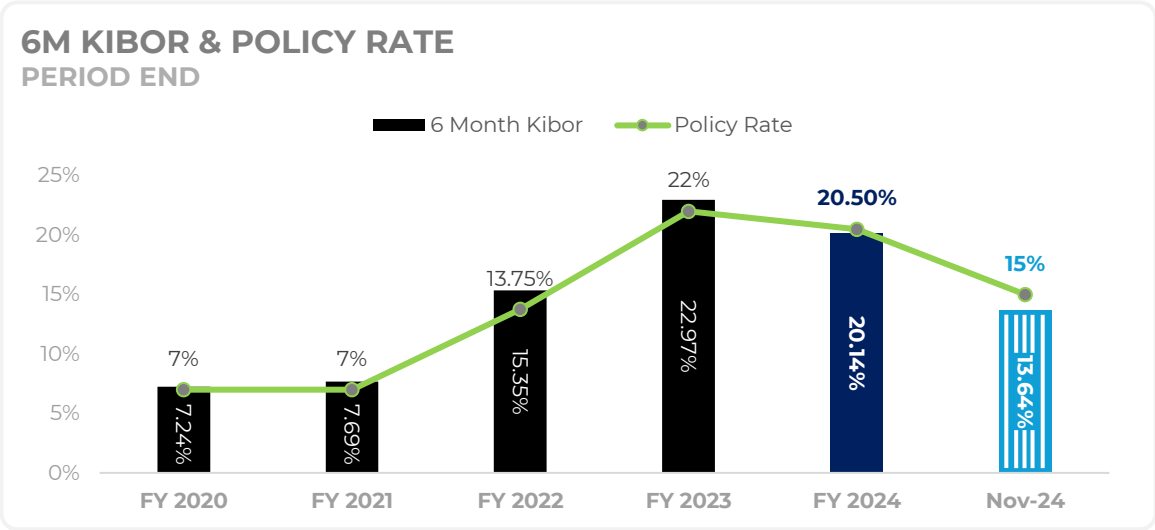
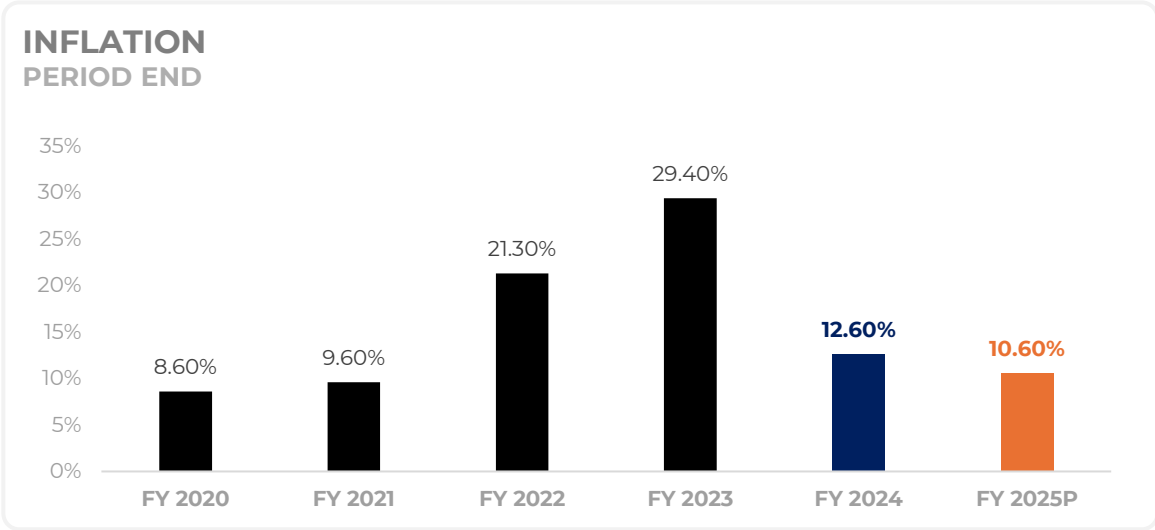
THE GREEN ARK

PRODUCTION CAPACITIES

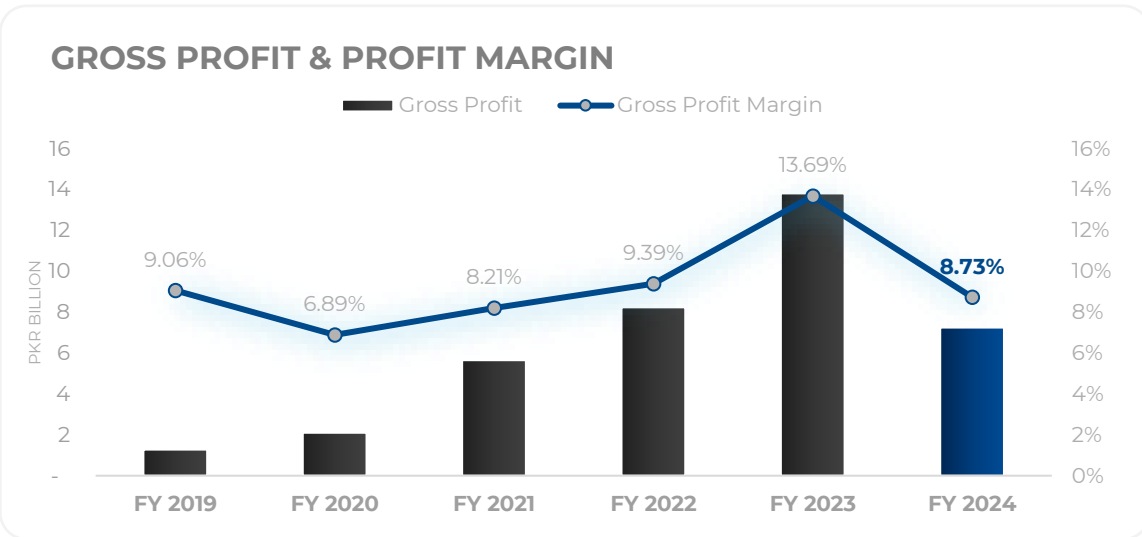
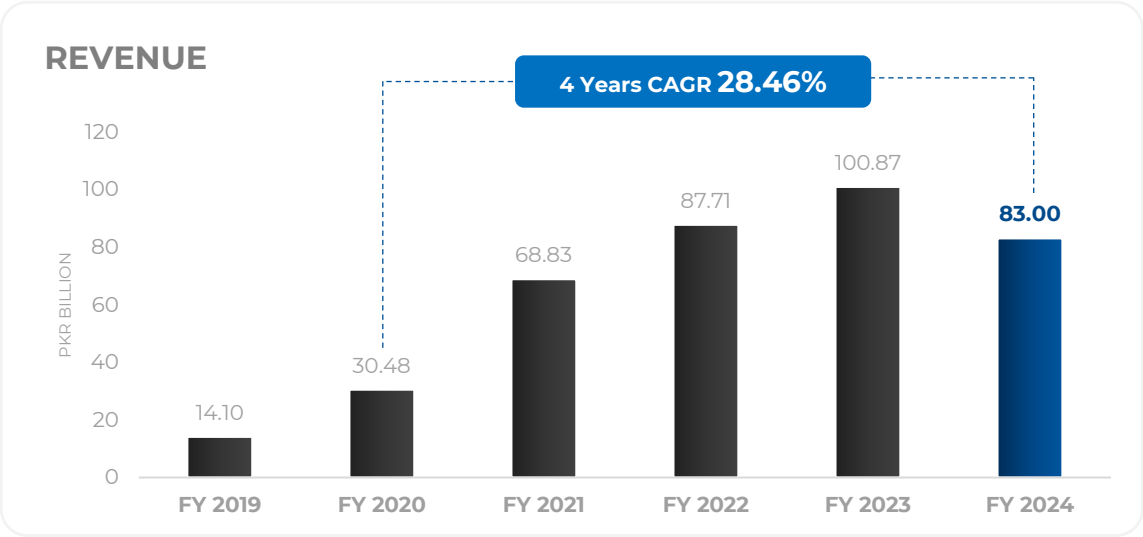
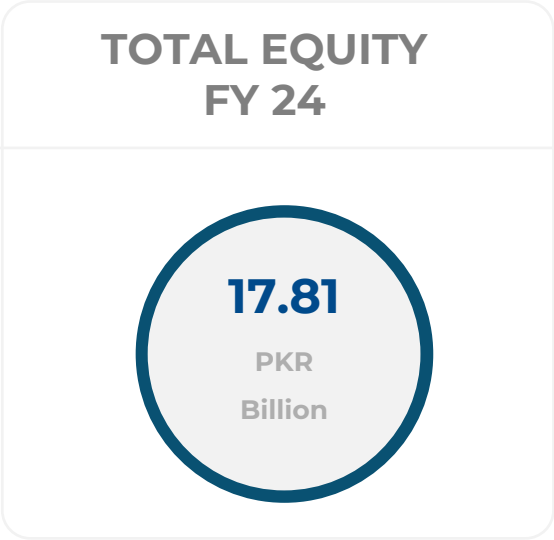


PRODUCTION CAPACITIES





Source: IMF, SBP, IMF



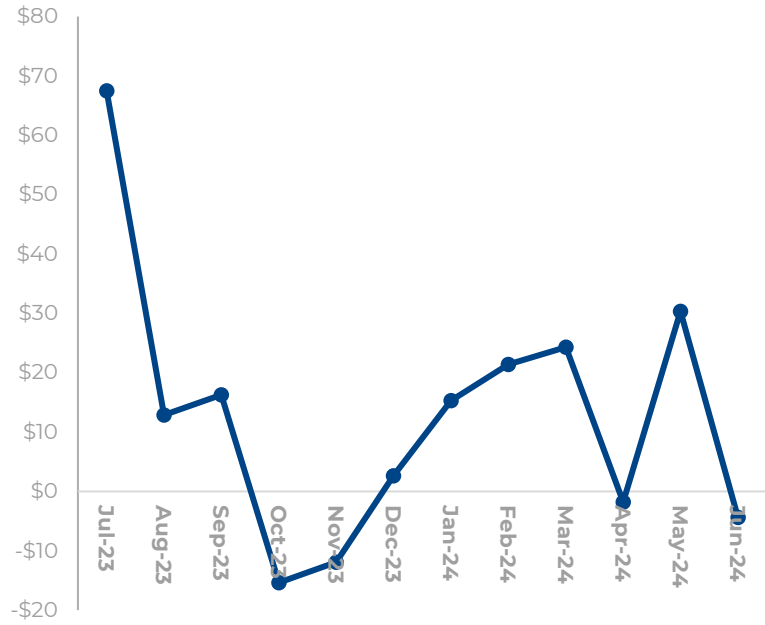
Estimated Edible Oil Parity

UNITY FOODS LIMITED



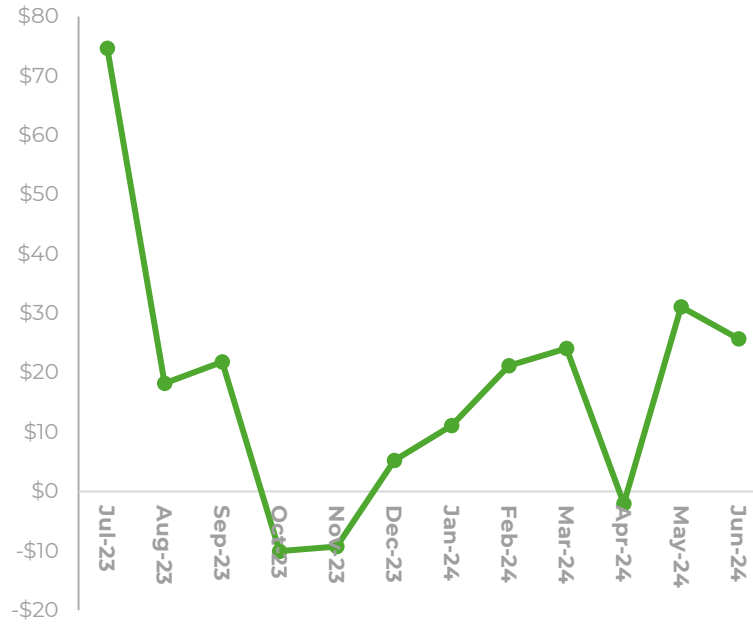
RBD PALM OLEIN

\$ Per Ton



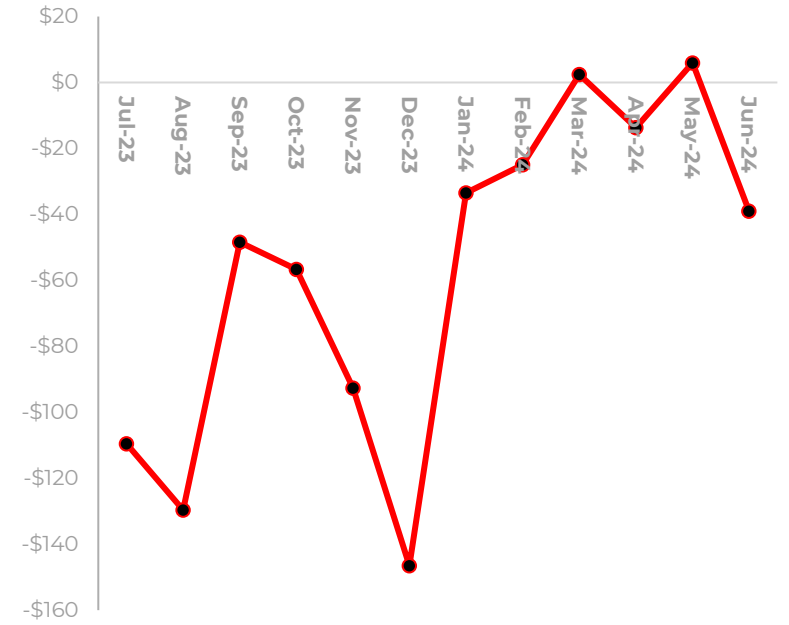
RBD PALM OIL

\$ Per Ton

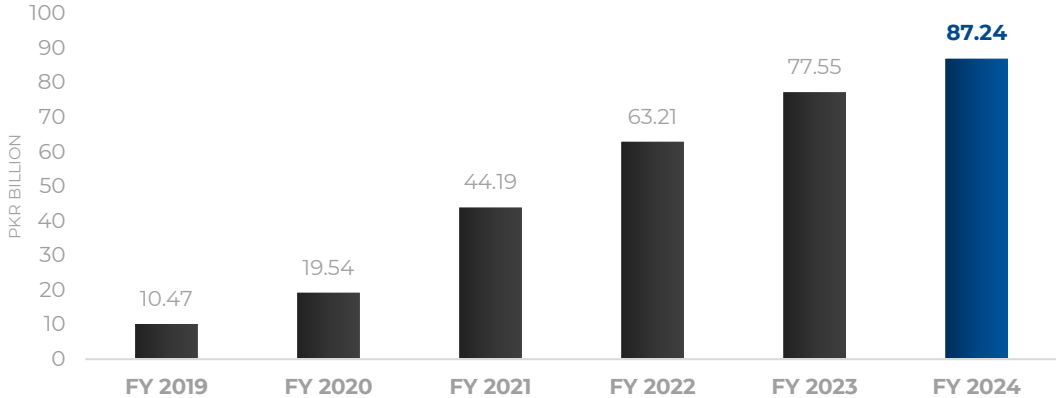


SOYABEAN OIL

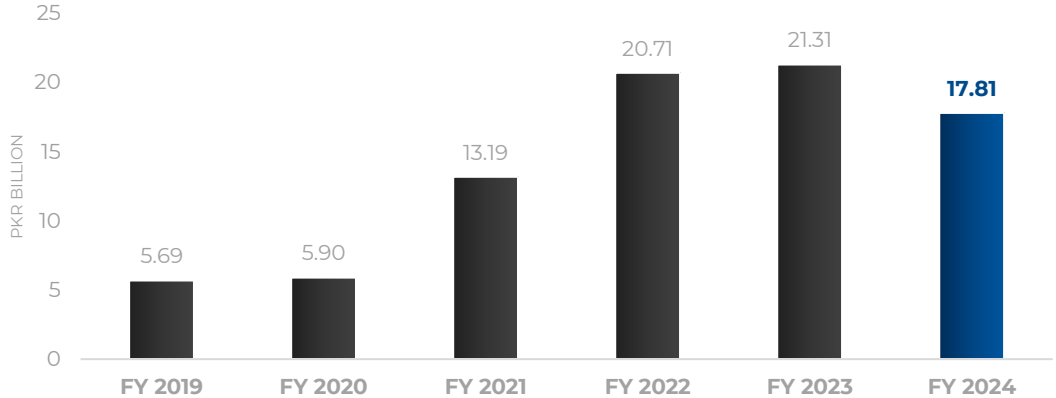
\$ Per Ton



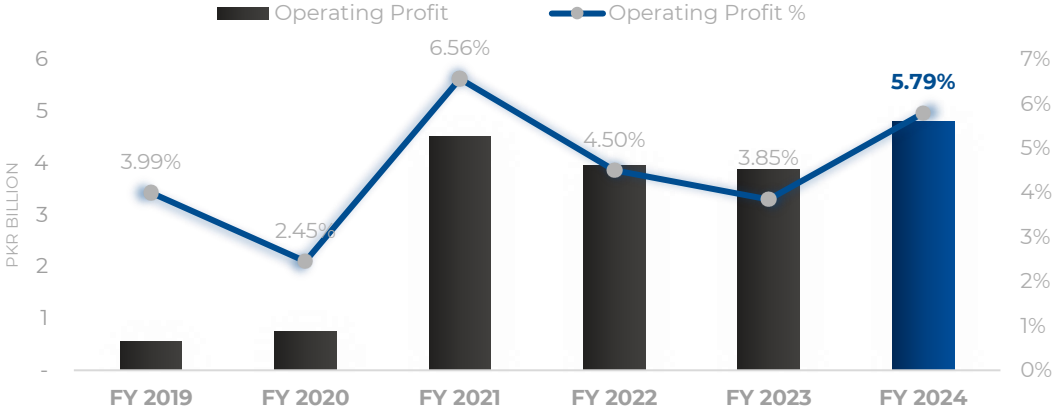
TOTAL ASSETS



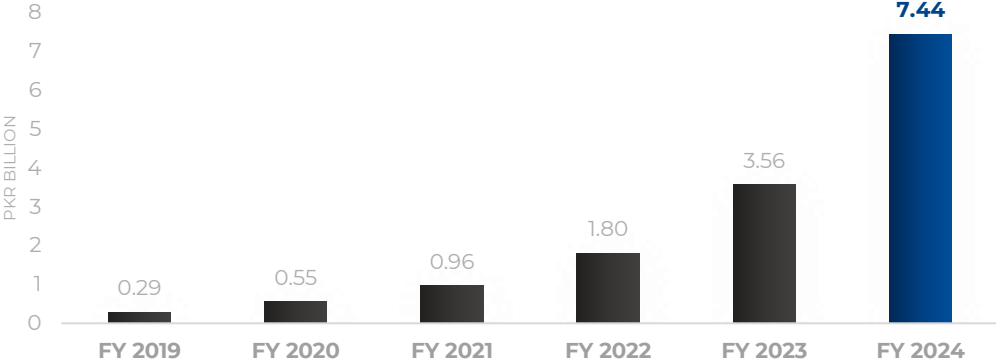
TOTAL EQUITY



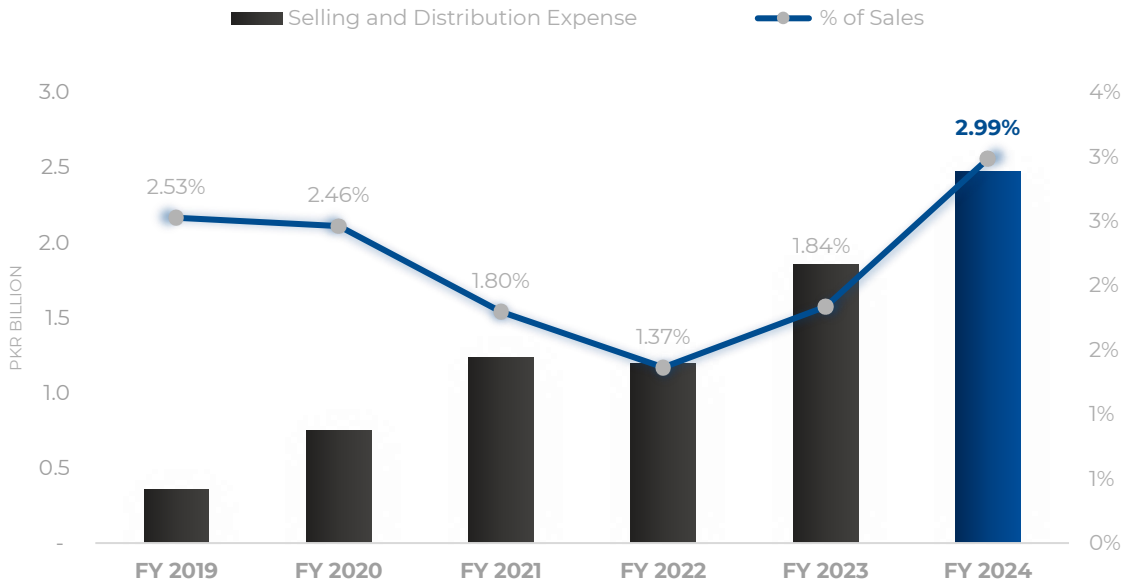
OPERATING PROFIT MARGIN



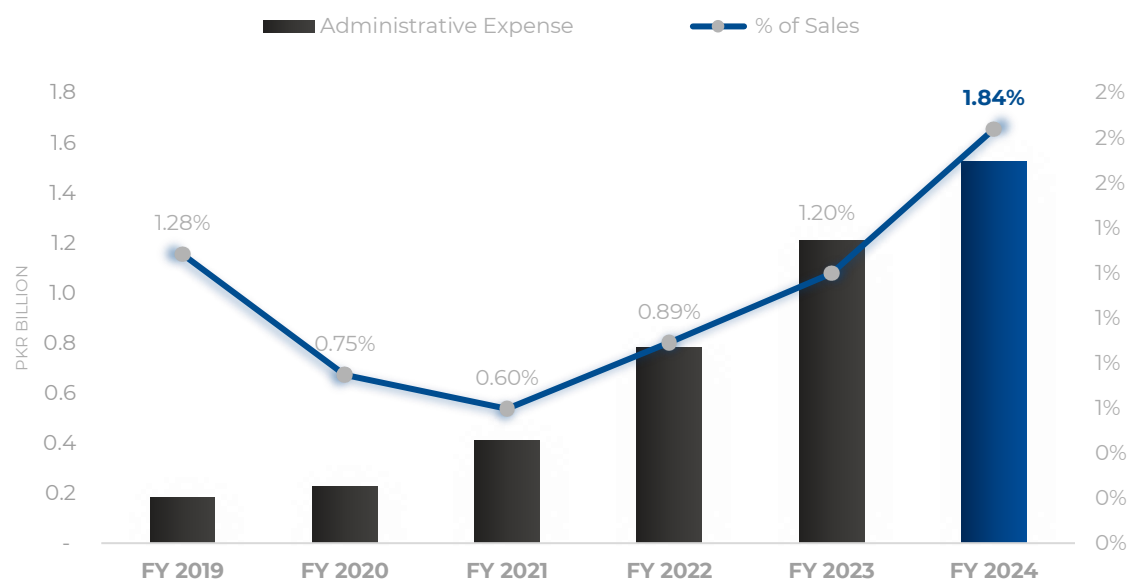
FINANCE COST



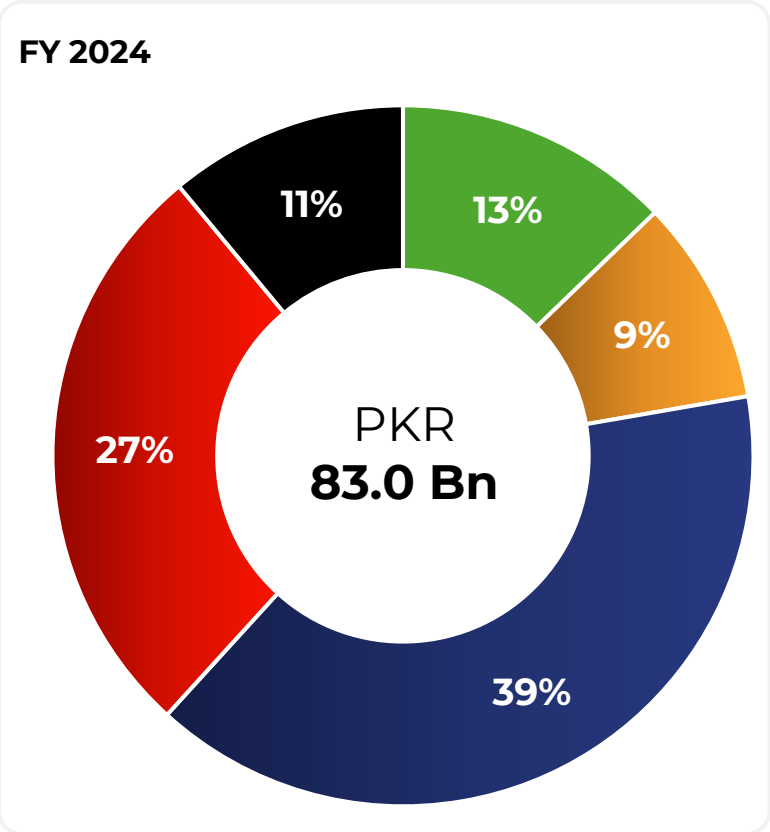
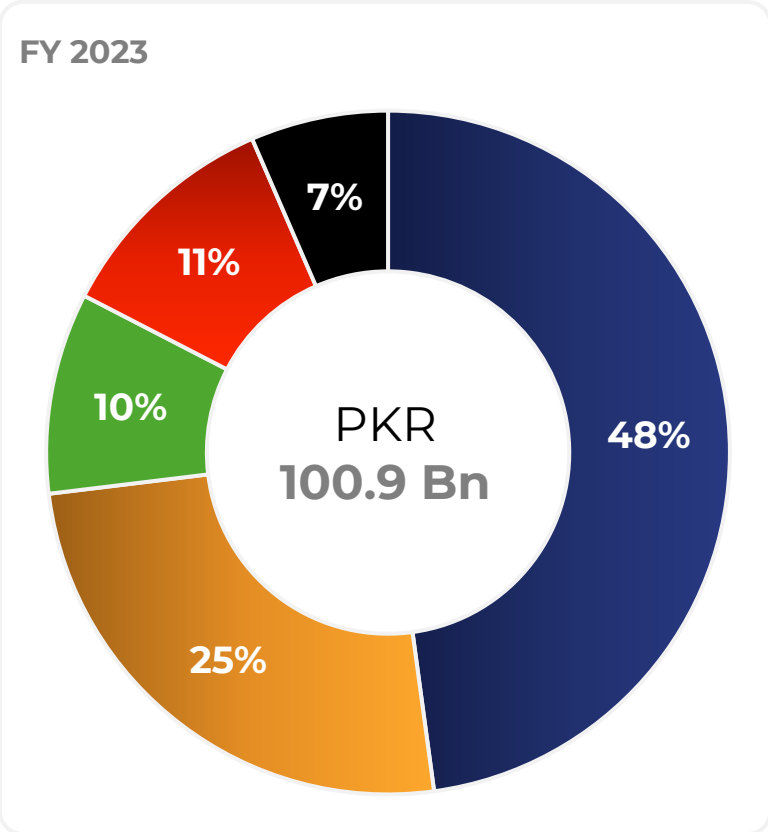
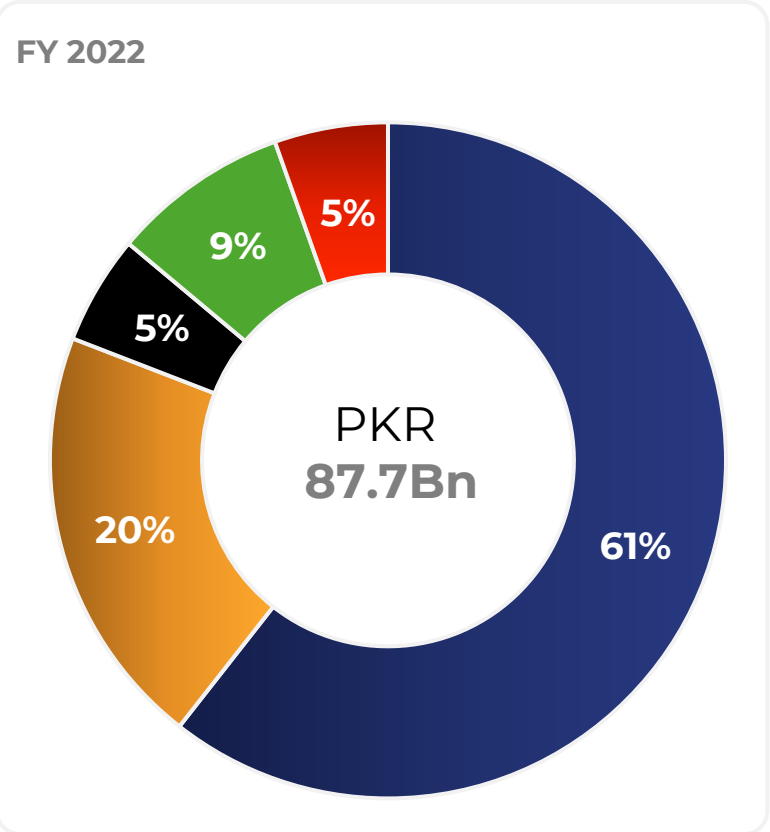
SELLING AND DISTRIBUTION EXPENSES



ADMINISTRATIVE EXPENSES



Diversifying Revenue Concentration
UNITY FOODS LIMITED



■ Cattle Feed
 ■ Consumer Packs Edible Oil
 ■ Industrial Bulk Edible Oil
 ■ Sunridge
 ■ Others (UFL)

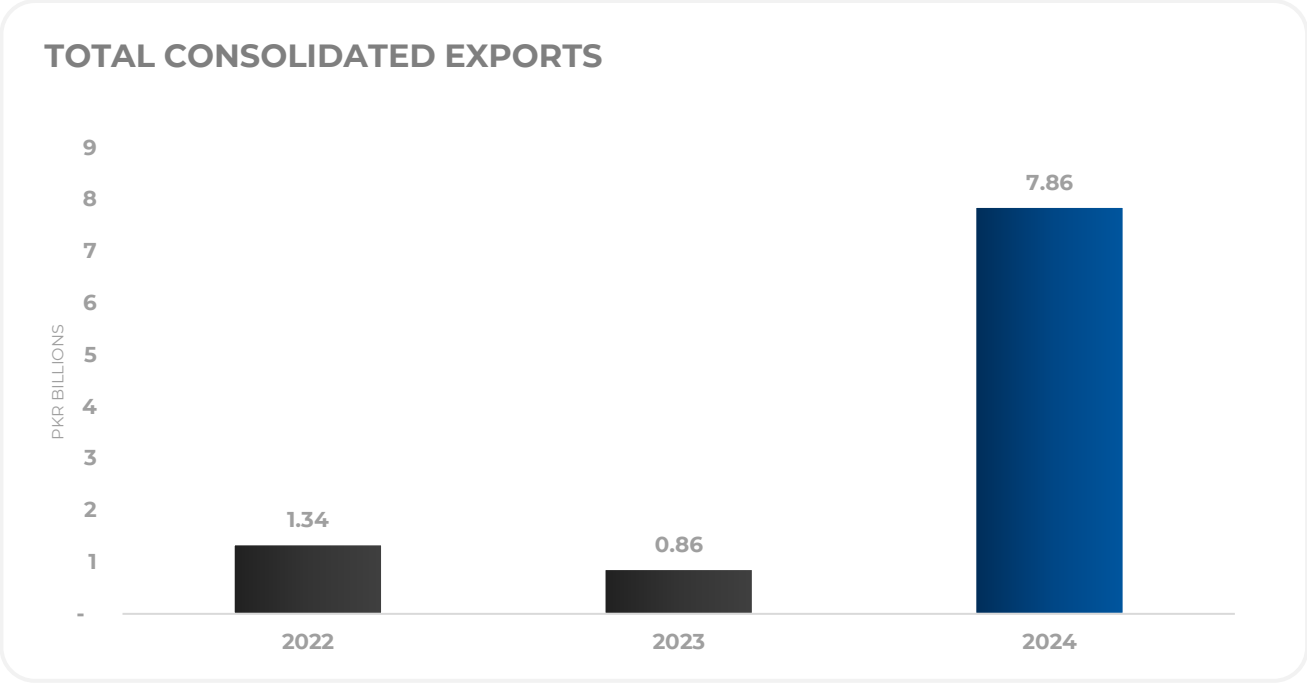
FY 2022



FY 2023



FY 2024





SUNRIDGE MARTS

BAKERY & GROCERY

Reinventing Retail Success: Providing Consumers With Convenience & Experience Under One Roof

7

STANDLONE OUTLETS

Offering personalized service, exclusive products, and direct access.

4

KIOSKS

Capturing customer preferences and behaviours

4.7+

Customer Ratings

Setting the standards for service excellence

100+

Product SKUs

Over 100 SKUs offer customers a wide variety of choices.

Brand Showcase
UNITY FOODS LIMITED
SAUDI FOODS SHOW



The *SaudiFood* Show
 معرض سعودي فود

RIYADH
21-23 MAY 2024
STAND H4-41
HALL 4



unity
 foods limited

DAY 1
 OF MAKING OUR MARK AT
 The *SaudiFood* Show
 معرض سعودي فود

21-23 | STAND H4-41
 MAY 2024 | HALL 4

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DAY 2 OF MAKING
 NEW AND AMAZING CONNECTIONS AT
 The *SaudiFood* Show
 معرض سعودي فود

21-23 | STAND H4-41
 MAY 2024 | HALL 4

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 foods limited

DAY 3 OF AN EXCEPTIONAL
 EXHIBITION EXPERIENCE AT
 The *SaudiFood* Show
 معرض سعودي فود

21-23 | STAND H4-41
 MAY 2024 | HALL 4

Brand Showcase

SUNRIDGE FOODS PVT. LTD

Soul Fest X Wellness, & Fitness Festival





KEY MILESTONES & ACTIVITIES

HR Pinnacle Award for Best HR Engagement Strategy 2024

Enhanced company reputation and validation of our HR initiatives, fostering increased employee morale and engagement.

1

Unity Learning Hub

Dedicated platform to upskill the resources and optimize performance.

3

DEI Policy

Strengthened culture by promoting diversity, equity and inclusion.

2

Uni Diverse

Focused program that promoted diversity, inclusion, and social responsibility.

4

U Evolve Internship & MT Program

Built talent pipeline through impactful learning and exposure for future candidates.





International Sustainability & Carbon Certification



International Organization for Standardization
ISO 45001:2018
 Occupational Health & Safety Management System



ISO 9001 (Quality Management System)



(ISO 14001:2015) Environmental Management System



HACCP Certified



RSPO Certified



FSSC 22000 V5.1 (Food Safety)



PS 3733 & GSO/UAE 2055-1 (Halal Food Management System)



ISO 45001:2018 Occupational Health & Safety Management System



ISO 9001 (Quality Management System)
 ISO 22000 (Food Safety Management System)



FSSC 22000 V5.1 (Food Safety)



PS 3733 & GSO/UAE 2055-1 (Halal Food Management System)

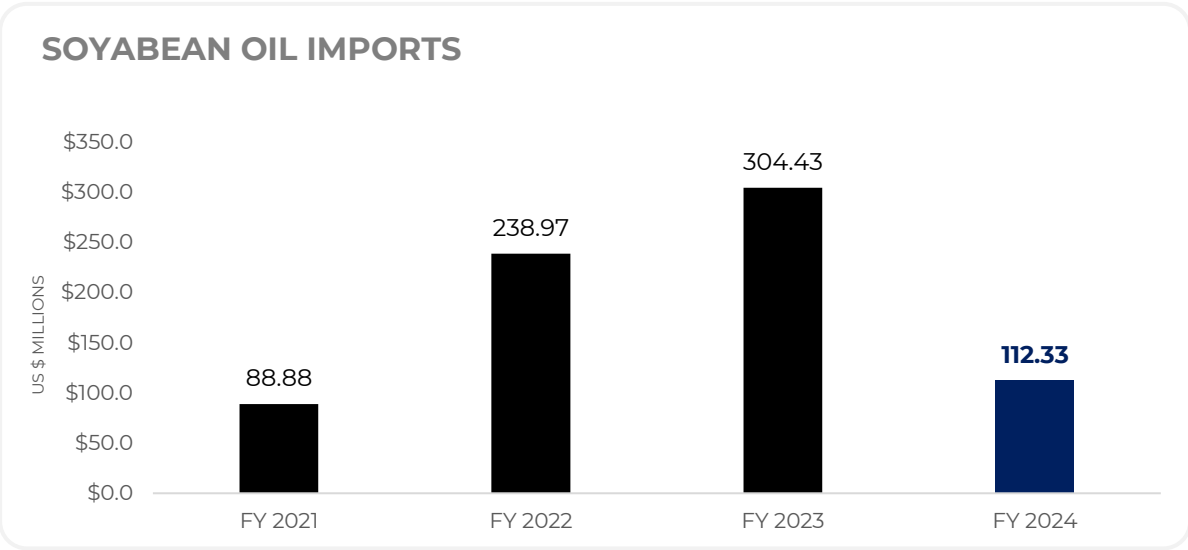
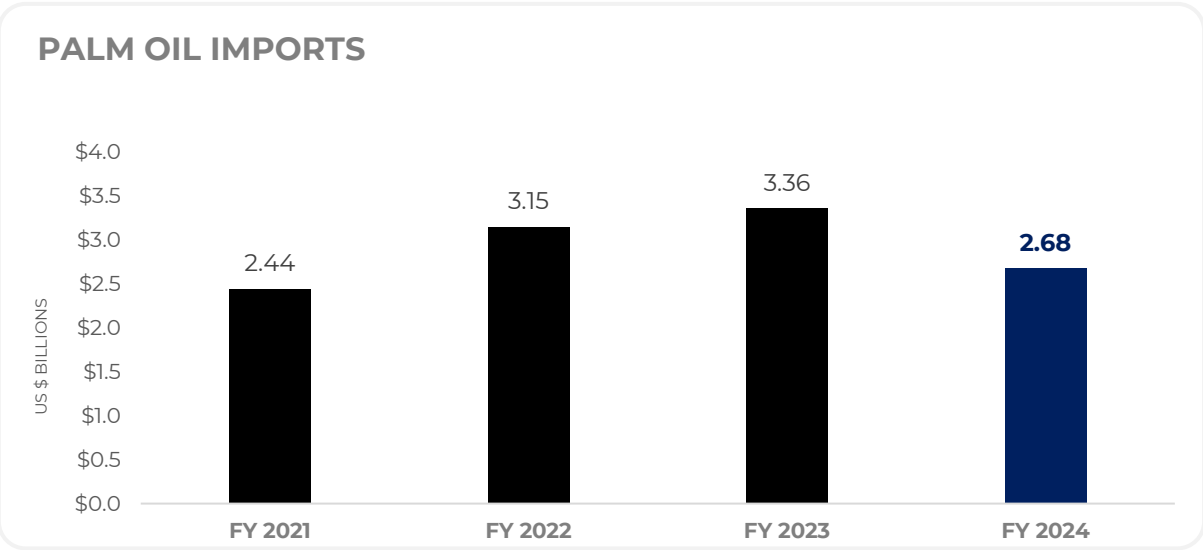
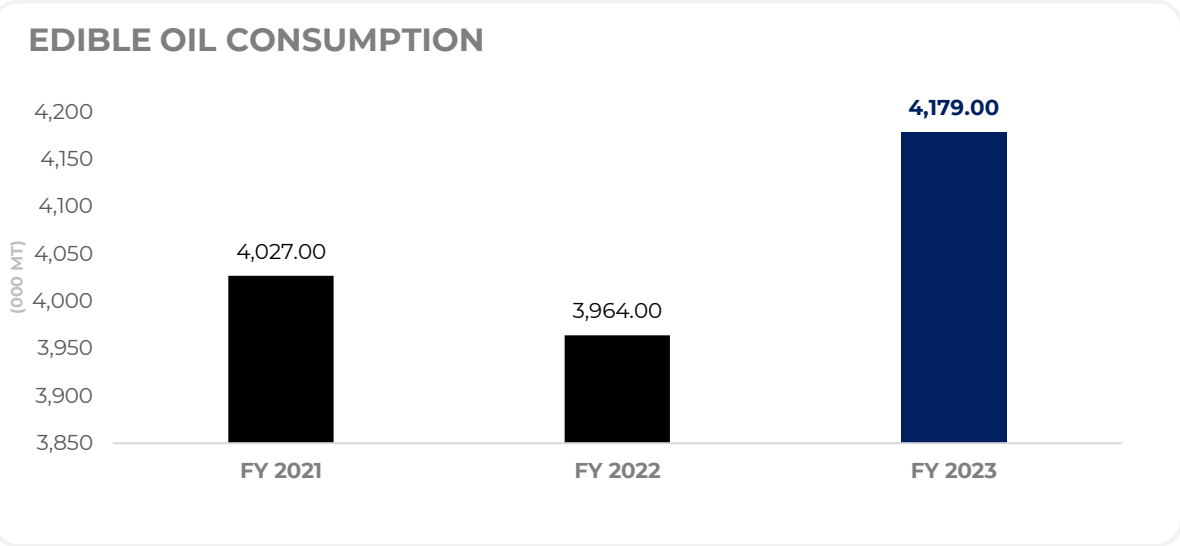


(ISO 14001:2015) Environmental Management System

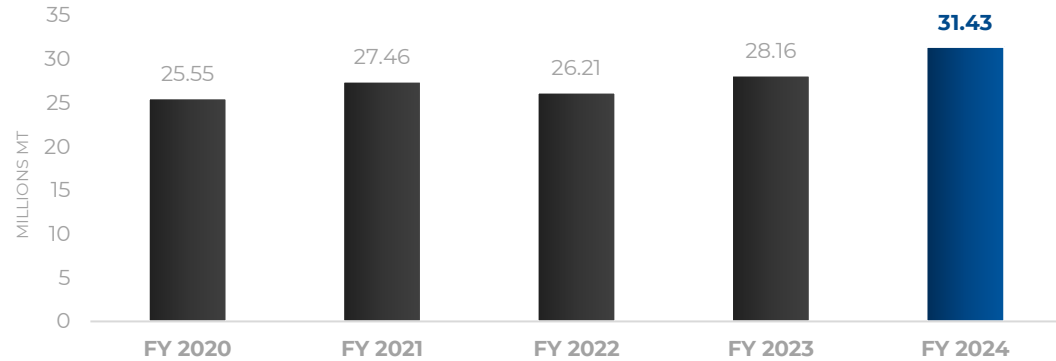


Pakistan is one of the largest consumers of edible oil globally, reflecting its large population and high per capita consumption. The edible oil industry is expected to continue its upward momentum owing to expected growth in population (**of over 2 % per annum**) and further surge in per capita consumption (**to 22 kgs from current level of less than 20 kgs**) in the coming years.

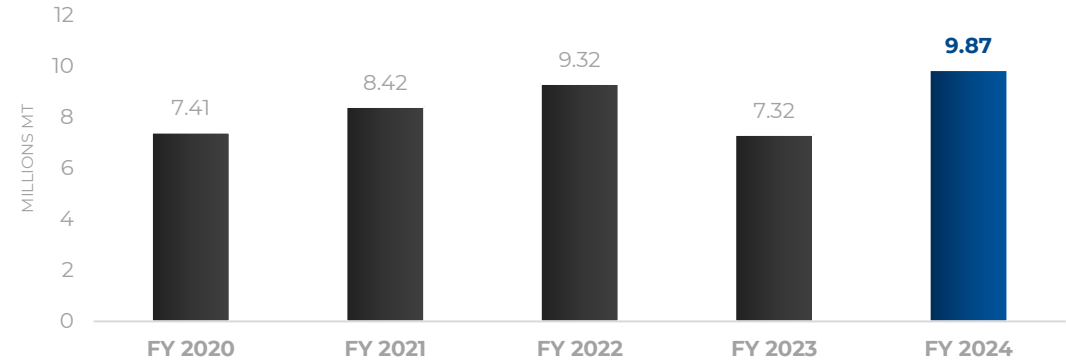
Due to local supply glut leading to negative parity, the edible oil imports and offtake contracted during **FY 2024**. However, the parity has now improved, and the offtake is expected to follow course as the market achieves equilibrium.



TOTAL WHEAT PRODUCTION



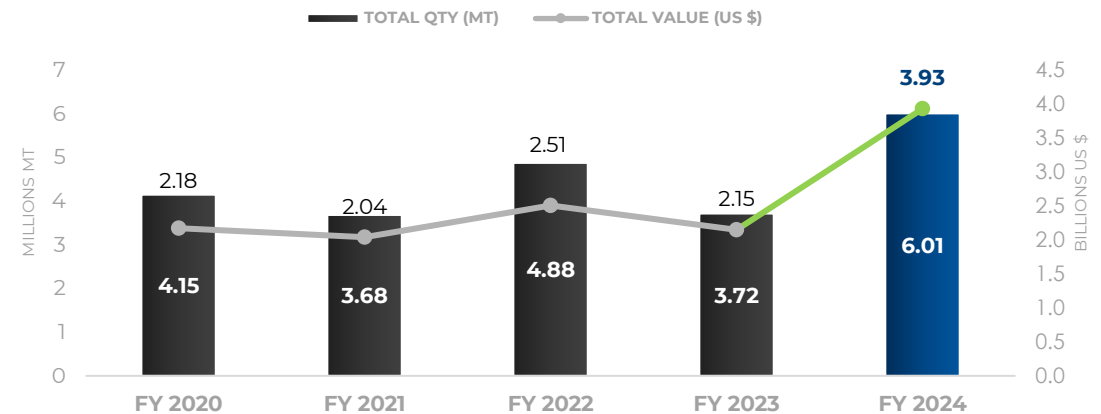
TOTAL RICE PRODUCTION



With per capita consumption of **124** kg, the country heavily relies on Wheat which accounts for **72%** of the population's caloric intake. Local cultivation has been the primary source of supply throughout the history with marginal imports at times to fulfil any shortage. Wheat also enjoys preferential treatment for import in case of any shortage due to its strong link with food security.

Rice, another key crop, has been a key source of foreign exchange within the agriculture basket. Rice has been witnessing exceptional performance both in terms of exports and production lately. Despite some cooling off due to India's reversal on export ban, the government is ambitious to keep up the momentum to boost the exports to **USD 5 Bn** per annum.

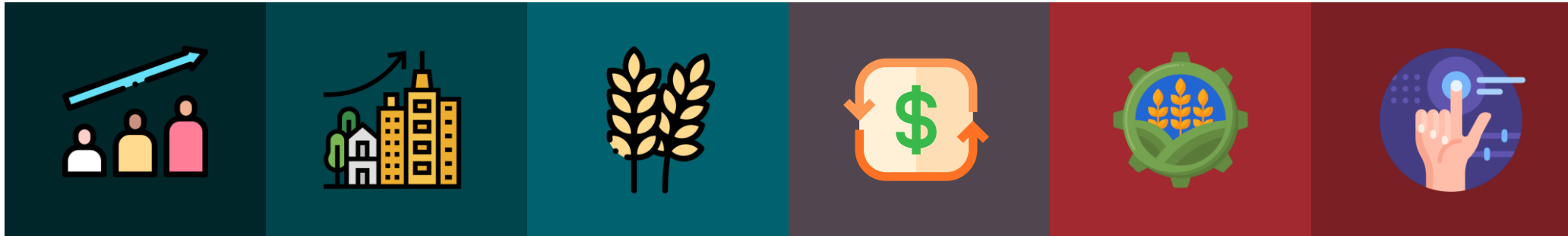
TOTAL RICE EXPORTS



Urbanization

Formalization
of Economy

Technological
Shift



Growing
Population

Reliance on
Wheat

Policy Focus

Key Corporate Event

UNTY FOODS LIMITED X NUSTHELL PAKISTAN

THE FUTURE SUMMIT | 8TH EDITION
WHAT MATTERS NOW

#TheFutureSummit
#WhatMattersNow



Farrukh Amin
Chief Executive Officer,
Unity Foods Limited

November 6 & 7, 2024
Mövenpick Hotel, Karachi



THE FUTURE SUMMIT | 8TH EDITION
WHAT MATTERS NOW

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Amir Shehzad
Executive Director,
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UNITY FOODS IS PROUD TO BE
AT THE FOREFRONT OF

THE FUTURE SUMMIT | 8TH EDITION

AT MÖVENPICK HOTEL
6TH & 7TH NOVEMBER




UNITY FOODS LIMITED

THANK YOU

FOODS FOR LIFE



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