

27 November 2024



United Distributors Pakistan Limited

Corporate Briefing 2024



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Agenda

About UDPL

Economy & Industry

Our Business

Financial Performance

Future Outlook



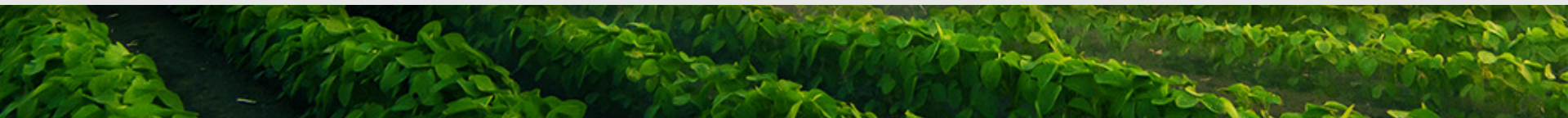
Pakistan



Pakistan

01

About UDPL





Pakistan

About UDPL

Providing Pakistani farmers with high-quality farm inputs and advisory services to enhance crop yield, sustainability and profitability.

- Listed on PSX
- Focus on the agriculture sector
- Largest shareholder Genesis Holdings
- History of long-term partnerships with MNCs

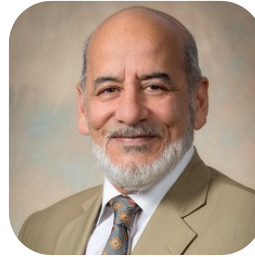


Board of Directors



Ayaz Abdulla

Chairman
Board of Directors



Najam-ul-Hasan

Chairman - Board Audit
& Investment Committees



Samia Zuberi

Chairperson
HR&R Committee



Salman Chawala

Director



Saqib Hamdani

Director



Amir Iqbal

Independent Director



Asad Abdulla

Director

Executive Management



Asmer Beg
Chief Executive Officer



Sohail Hasnain
Chief Financial Officer



Nadeem Sadiq
Business Manager North



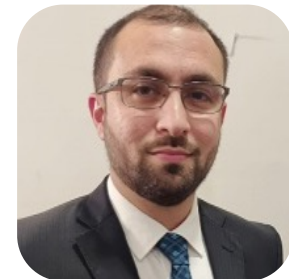
Nand Lal
Business Manager South



Mansoor Ali
GM Business Development



Komal Pervez
Head of HR



Syed Hamza Ali
Head of Supply Chain

Corporate Structure

About Genesis Holdings

- Diversified Group in strategic sectors
- 2500+ nationwide professionals
- Family of Pakistani sponsors



Key Advisors & Consultants



we live by our

CORE VALUES



Pakistan



Passion



Integrity



Partnership



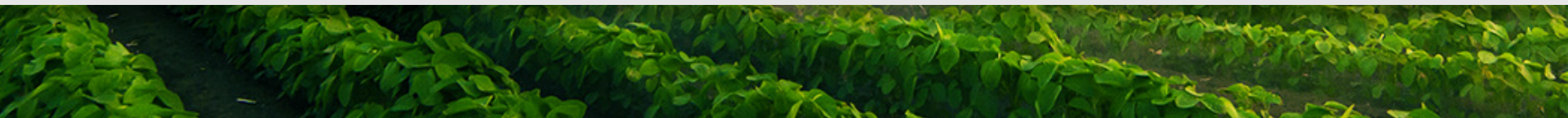
Excellence



Pakistan

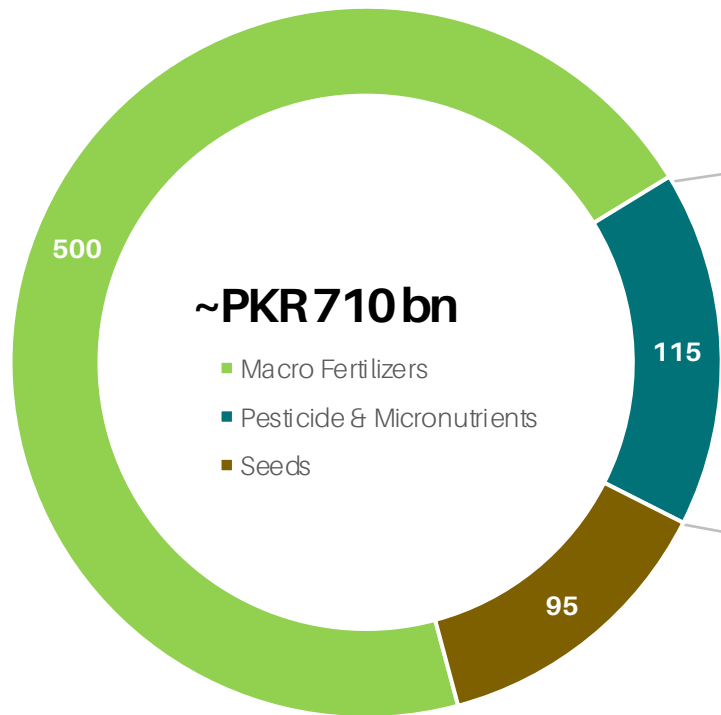
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Economy & Industry

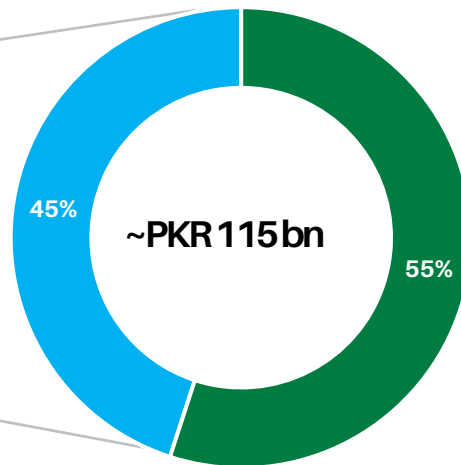


Agri Inputs Market

Total Market



Pesticides & Micronutrients Market



■ Multinational Companies

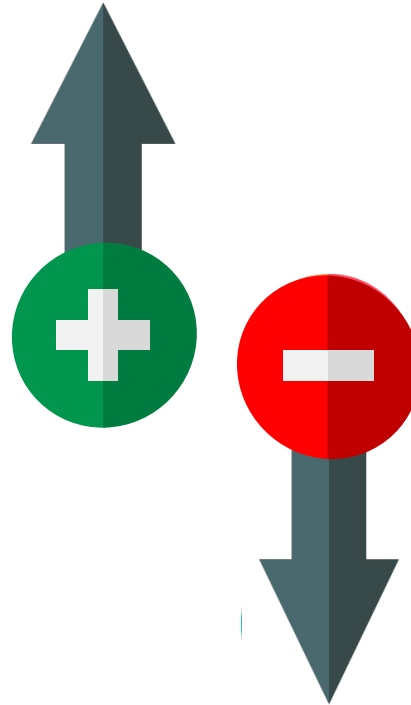


■ National Companies



Market Trends & Key Drivers

- Kibor: 1.5% reduction
- Stable USD exchange rate
- Stable fuel rate (5-10% change)
- Large market size (+8%, estimated)
- Move to profitable, climate resilient crops
- Increase in rice area & rice export of \$4 Bn
- Increasing use of specialized fertilizers and nutrients for improving crop yield
- New technology adoption (drones, technology apps, social media)



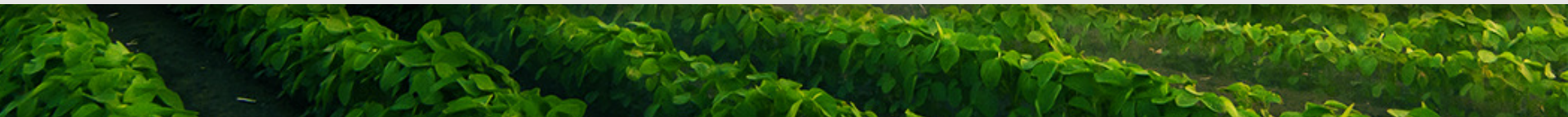
- Government support in wheat crop purchase
- Liquidity crunch due to low wheat price
- High input costs, lower commodity prices
- Pressure on farm income
- Decreasing cotton area & yield



Pakistan

03

Our Business



Business Overview



Own Portfolio

- Crop protection, fertilizer, nutrients, seeds
- E2E operations from sourcing to retail & farmers
- Commercial team and dealer network
- Presence in major agriculture geographies



Distribution

- Distributor for Corteva in Sindh & Balochistan
- Strengthens UDPL's position in the market
- Corteva US based, established in 2018 after merger of Dupont, Dow Agro and Pioneer
- Research based pesticides & nutrients
- Acquired largest global biologicals company




Toll Filling

- Annual filling capacity 1.7M liters / 2.3M kg
- Fill and pack for liquid, powder granules
- Plant located in Karachi
- Toll manufacturing for Corteva and Arysta



Network

 **473** Active Dealers

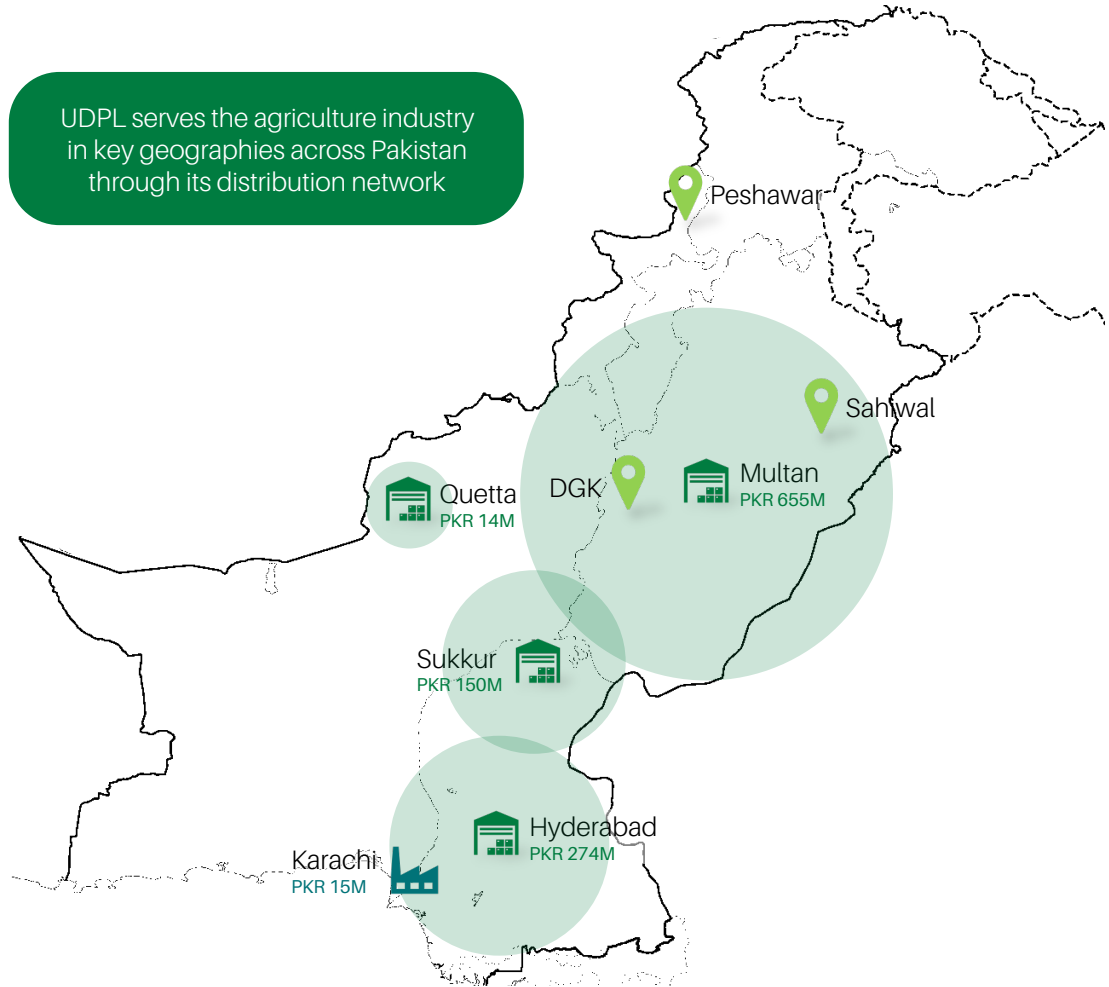
 **55** Sales Representatives

 **100** Field Officers

 **7** Regions / Sales Offices

 **4** Warehouses

 **1** Filling Plant

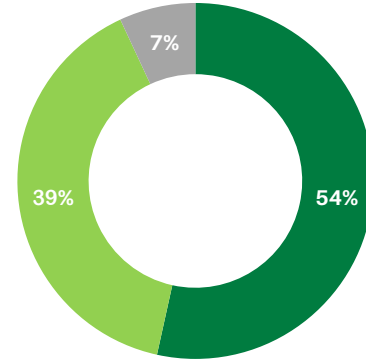


Pakistan

Product Portfolio

Pesticides (Crop Protection)

Insecticide, Herbicide, Fungicide



% Share of Revenue FY2024

- Fertilizers
- Crop Protection
- Seeds

Fertilizers & Micronutrients



Seeds



New Product Development

4 key new product launches will address significant market segments



Phosphorous Fertilizer

Target market size
~PKR 70 billion



Potash Bio Fertilizer

Target market size
~PKR 15 billion



CTPR Insecticide

Target market size
~PKR 20 billion



Amino Acid

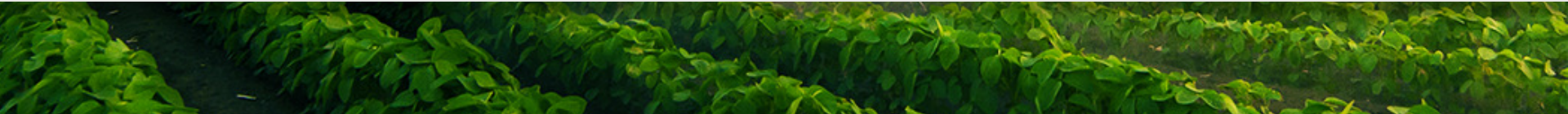
Target market size
~PKR 5 billion



Pakistan

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Financial Performance



FY2024 Financial Highlights



42%

Revenue Growth
vs FY 2022-23

Exceptional revenue growth
with organic & new verticals

362

Profit After Tax
in PKR millions

Strong earnings from
operations & other income

10.3

Earnings Per Share
in PKR

Per share earnings also
reached double digits

40%

Dividend Payout
Ratio %

Shareholder payout

Revenue

The company achieved record-breaking sales in FY24, marking a 42% growth compared to the previous year.

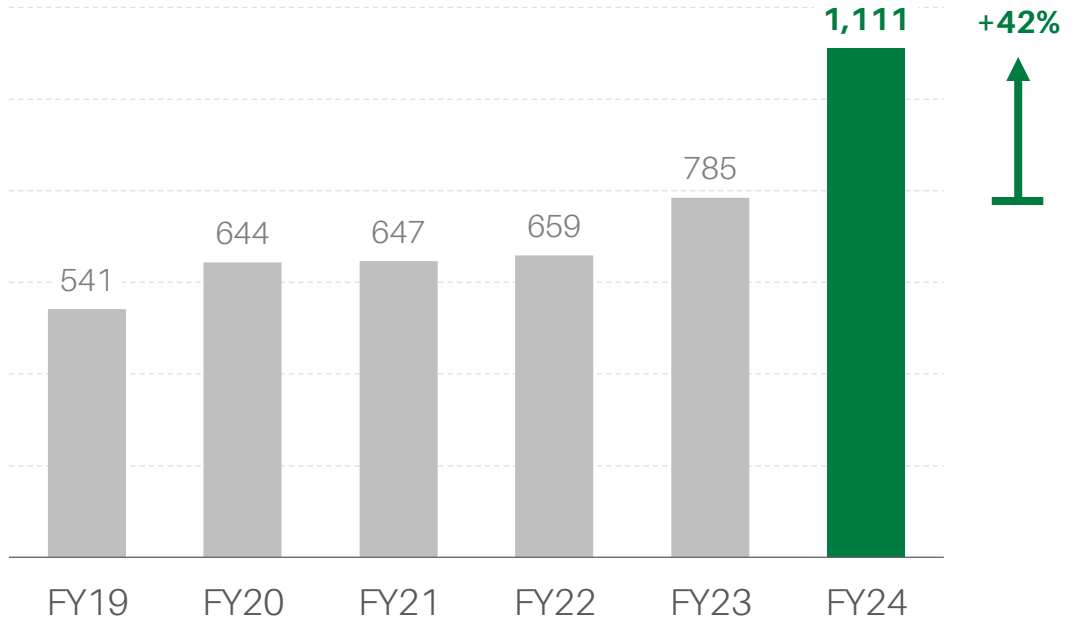
Growth was driven by strengthening of existing business, expanded product portfolio and new verticals

Partnered with Corteva for distribution of crop protection portfolio

220% Increase in plant toll income



PKR millions





Pakistan

Earnings

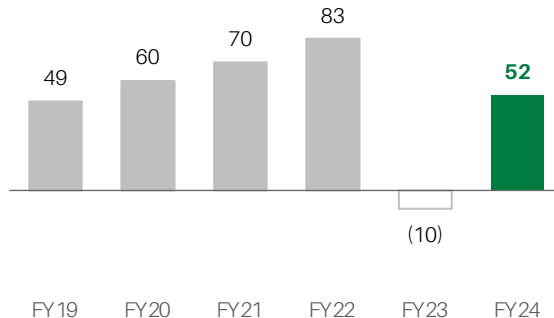
Operating profit rebounded to PKR 25M in FY24 from a loss of PKR 114M

EBITDA margin recovered to 5% in FY24 from -1% in FY23, driven by business growth & operational efficiencies

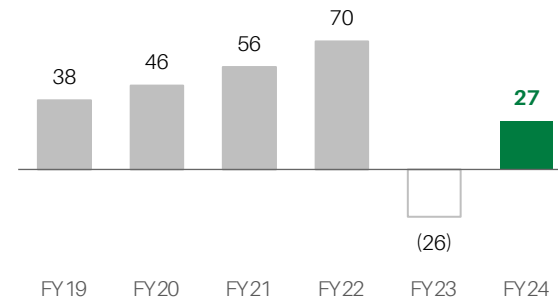
Profit after tax increased to PKR 362M in FY24 from -PKR 373M, primarily driven by other income

PKR millions

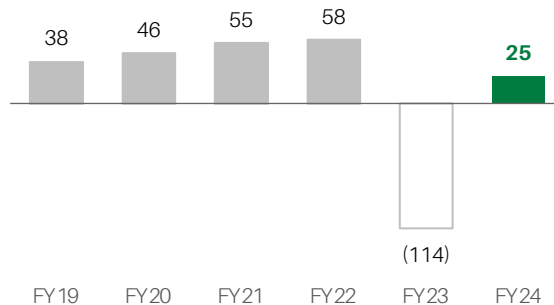
EBITDA



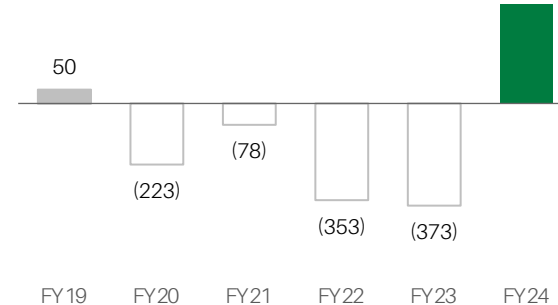
EBIT



Operating Profit



Profit After Tax

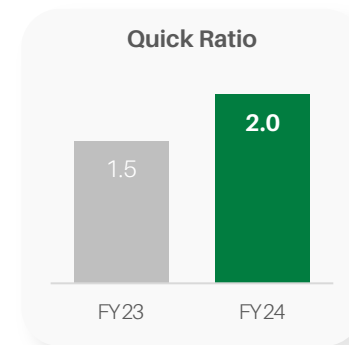
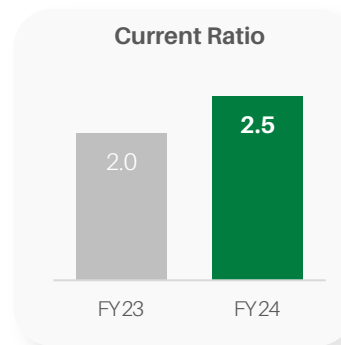
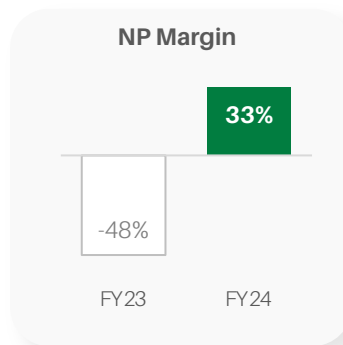
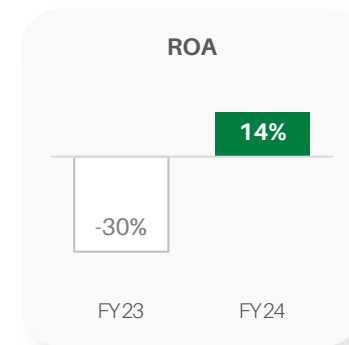
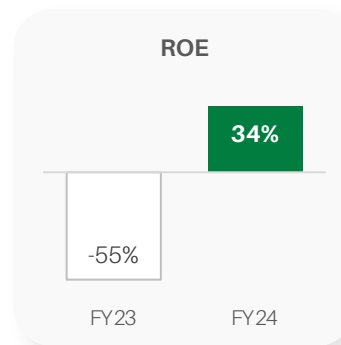
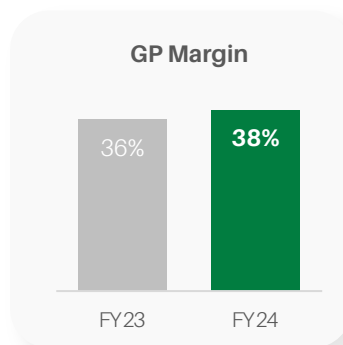


Ratio Analysis

Gross Profit Margin rose from 36% to **38%**, and Net Profit Margin from -48% to **33%**, showing better profitability

ROE improved from -55% to **34%**, reflecting stronger returns while ROA also improved from -30% to **14%**

Liquidity strengthened, with the Current Ratio up from 2.0 to **2.5** and Quick Ratio from 1.5 to **2.0**



Investments

As of June 30, 2024 UDPL's Long-Term Investments included:



FMC United (Pvt.) Limited
(40% equity holding)

Equity value of FMC United (FMCU) is recorded as 'nil' in the Balance Sheet of UDPL due to FMCU's negative equity position.



IBL HealthCare Limited
(2.19% equity holding)

Assets	PKR millions
Non-Current Assets	218
PP&E	146
Long-Term Investments	67
Intangible Assets	0.1
Long-Term Loan & Deposits	5
Current Assets	2,327
Stock in trade	437
Trade and other receivables	267
Loans, advances & prepayments	11
Short Term Investments	1,595
Cash and bank balances	16
Total Assets	2,545



Short Term Investments
PKR 1.6bn in Mutual Funds

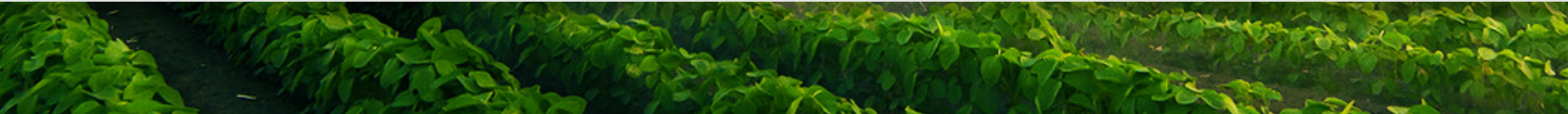




Pakistan

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Future Outlook



Strategic Opportunities 2025-27



Scale Existing Business

Strengthen Go-To-Market model
Expand to new markets (Seed, Macro Fertilizer)
Leverage digital tools to improve market penetration



Establish New Business Verticals

Explore new agri-related businesses
Ag-tech: e.g. drones, e-commerce, marketplace
Evaluate cattle farming opportunity



Explore Partnerships / JVs

Team up with established & strong market players
to build on new areas for business development

- Commodity exports
- Corporate farming
- Fintech solution
- Production



Pakistan



Pakistan

Investor Relations

Muhammad Imran

Company Secretary

m.imran@udpl.com.pk

www.udpl.com.pk