



SINDH ABADGAR'S SUGAR MILLS LIMITED
CORPORATE BRIEFING SESSION
FOR THE YEAR 2023-24

Presented By: Mr. Saqib Ghaffar - CFO

PRESENTATION OUTLINES

- 1- Brief History of the Company
- 2- Associated Companies
- 3- Management Profiles
- 4- Six Years Financial Results
- 5- Future Outlook
- 6- Question & Answers

BRIEF HISTORY OF THE COMPANY

COMPANY INTRODUCTION

- ❖ Sindh Abadgar's Sugar Mills Ltd. was Incorporated on 28th January 1984 as a Public Limited Company and its shares are quoted on Pakistan Stock Exchange Limited.
- ❖ The Company's Authorized Capital is Rs. 650.000 million and Paid up Capital is Rs.104.250 Million.
- ❖ Principal activity of the Company is to manufacture and sale of white refined sugar of all grades and its by products.
- ❖ The crushing capacity initially stood at 3,000 M.Tons per day gradually enhancing to 4,000 M.Tons per day and currently at standing 8,000 M.Tons per day.

BOARD OF DIRECTORS

Mr. Deoo Mal Essarani -	Chairman / Director
Dr. Tara Chand Essarani -	Chief Executive Officer / Director
Mr. Dileep Kumar -	Director
Mr. Pehlaj Rai -	Director
Mr. Mohan Lal -	Director
Dr. Besham Kumar -	Director
Mr. Mahesh Kumar -	Director
Mr. Muhammad Siddiq Khokar -	Independent Director
Mr. Zafar Ahmad Ghorī -	Independent Director
Ms. Maheshwari Osha -	Independent Director

BOARD OF DIRECTORS

MR. DEOO MAL ESSARANI

CHAIRMAN

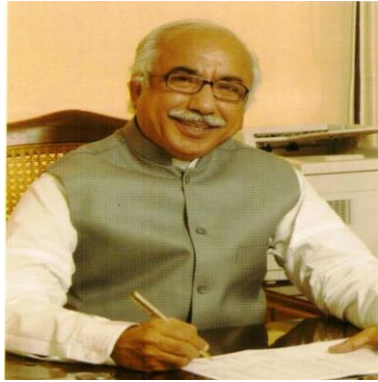
The Board of Directors is headed by **Mr. Deoo Mal Essarani**, the Chairman of the Company. He is in fertilizer business since last 50 years and is one of the largest importers of fertilizer under the title of “**UNITED AGRO CHEMICALS**” of a well known brand name of “**7 STARS**” with an import of over Rs.14 Billion annually.

Besides taking over “**SINDH ABADGAR’S SUGAR MILLS LIMITED**” in 2005, **Mr. Deoo Mal Essarani** also owns two Textile Spinning Units of 36,000 Spindles and 40,000 Spindles established in the year 2000 & 2012.

In 2016, he acquired ethanol manufacturing plant with a capacity of 120,000 liters per day. This Company is operating under the title of “**United Ethanol Industries Limited**” located at Sadiqabad, Punjab.

Subsequently, in 2018 a second unit of sugar manufacturing namely “**SGM Sugar Mills Limited**” with a capacity of 14,000 M.Ton per day located at Ghotki, Sindh has been taken over by him.

Moreover, he is a well-known grower of sugarcane and other crops in the country. He is also involved in various trades in lower Sindh with vast resources.



BOARD OF DIRECTORS

DR. TARA CHAND ESSARANI

CHIEF EXECUTIVE OFFICER



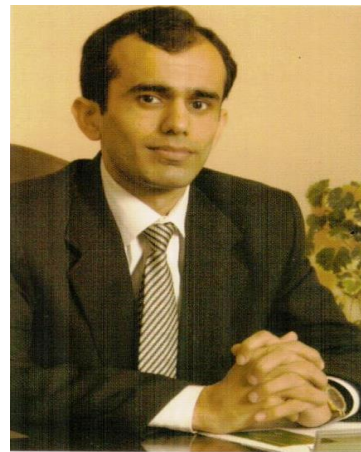
DR. TARA CHAND ESSARANI is a medical doctor by profession. He joined the Board in 2005 and since then he has been **imparting** his skills and expertise in various departments and areas of the Company which proved to be an essential asset for the Company. With such an achievement the board nominated him as the Chief Executive of the Company in 2014. Currently, he is looking after the overall affairs and operations of the Company. He is an enthusiastic person continuously looking for establishing / acquiring new Projects and expanding the Group. He also established a trading Company “Agro Trade Pvt. Limited” which is one of the largest importers of Industrial Coal, wheat and grains. He has over 16 years of experience in the Trading & Industrial Sector.

BOARD OF DIRECTORS

MR. MAHESH KUMAR

EXECUTIVE DIRECTOR

MR. MAHESH KUMAR is an Executive Director of the company and hold the key responsibility of managing sales, banking & finance department. He is a graduate and has been a member of the Board since 2005. His proficiency and skills in Sales & Marketing accelerated the Company to develop and maintain the distribution network in the sector. Moreover, his negotiation skills and fruitful relationship with the banks facilitated the financial requirements of the Company.



BOARD OF DIRECTORS

Mr. Dileep Kumar

He was elected as Director of the company in 2012. He is a graduate and possessed knowledge, experience in trading and other businesses. He is well versed with the company's operation.

Mr. Mohan Lal

He was elected as Director of The Company in 2005. He is a graduate and carries vast experience in agriculture farming which helps the company for procurement of better quality of Sugarcane with higher recovery. He also looks after the Mill's affairs of the Company.

Mr. Pehlaj Rai

He was elected as Director of the company in 2005. He is a graduate and has vast experience in the field of technical aspects and admin related matters.

Dr. Besham Kumar

He was elected as Director of the company in 2005. He is a medical doctor by profession. He has vast experience in trading of various commodities.

AUDIT COMMITTEE

Mr. Zafar Ahmed Ghorl

Chairman

Mr. Pehlaj Rai

Member

Mr. Dileep Kumar

Member

Dr. Besham Kumar

Member

HR AND REMUNERATION COMMITTEE

Ms. Maheshwari Osha

Mr. Mohan Lal

Mr. Dileep Kumar

Chairman

Member

Member

ASSOCIATED COMPANIES

1. United Agro Chemicals
2. SGM Sugar Mills Limited
3. United Ethanol Industries Limited
4. Agro Trade (Private) Limited
5. United Commodities (Private) Limited
6. Synergy Packaging (Private) Limited

ADDRESS

Mills Site

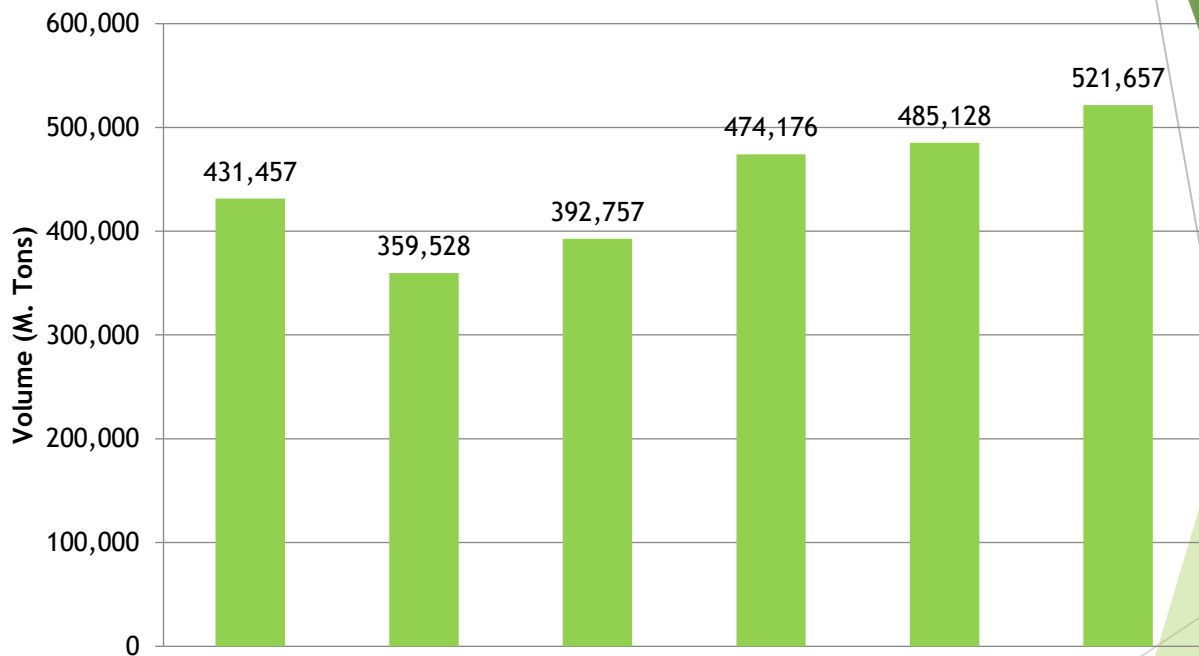
Deh: Deenpur,
Taluka, Bulri Shah Karim,
Distt: Tando Muhammad Khan,
Sindh-73024

Registered Office

209, 2nd Floor, Progressive
Plaza, Beaumont Road,
Karachi.

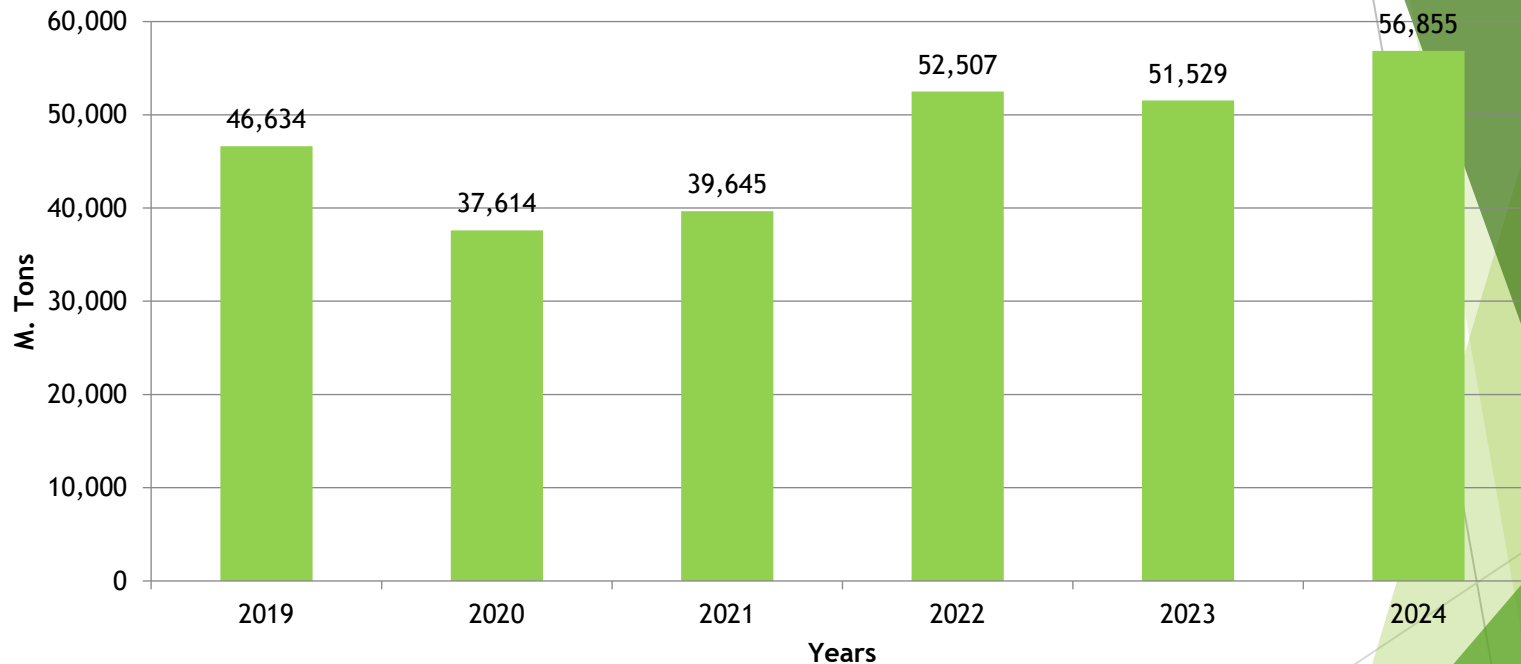
SIX YEARS FINANCIAL RESULTS

SUGAR CANE CRUSHING



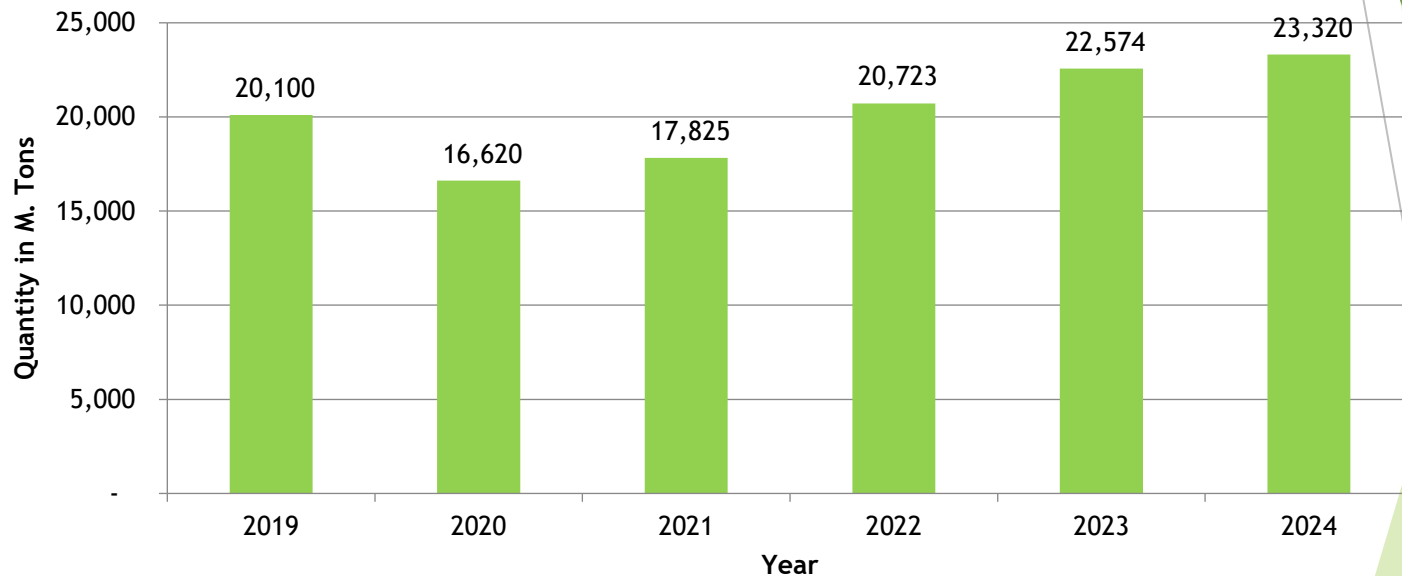
	2019	2020	2021	2022	2023	2024
Capacity Per Day	8000	8000	8000	8000	8000	8000
Capacity Utilization %	61	47	61	71	64	75
Crushing Days	88	95	81	84	95	87

SUGAR PRODUCTION



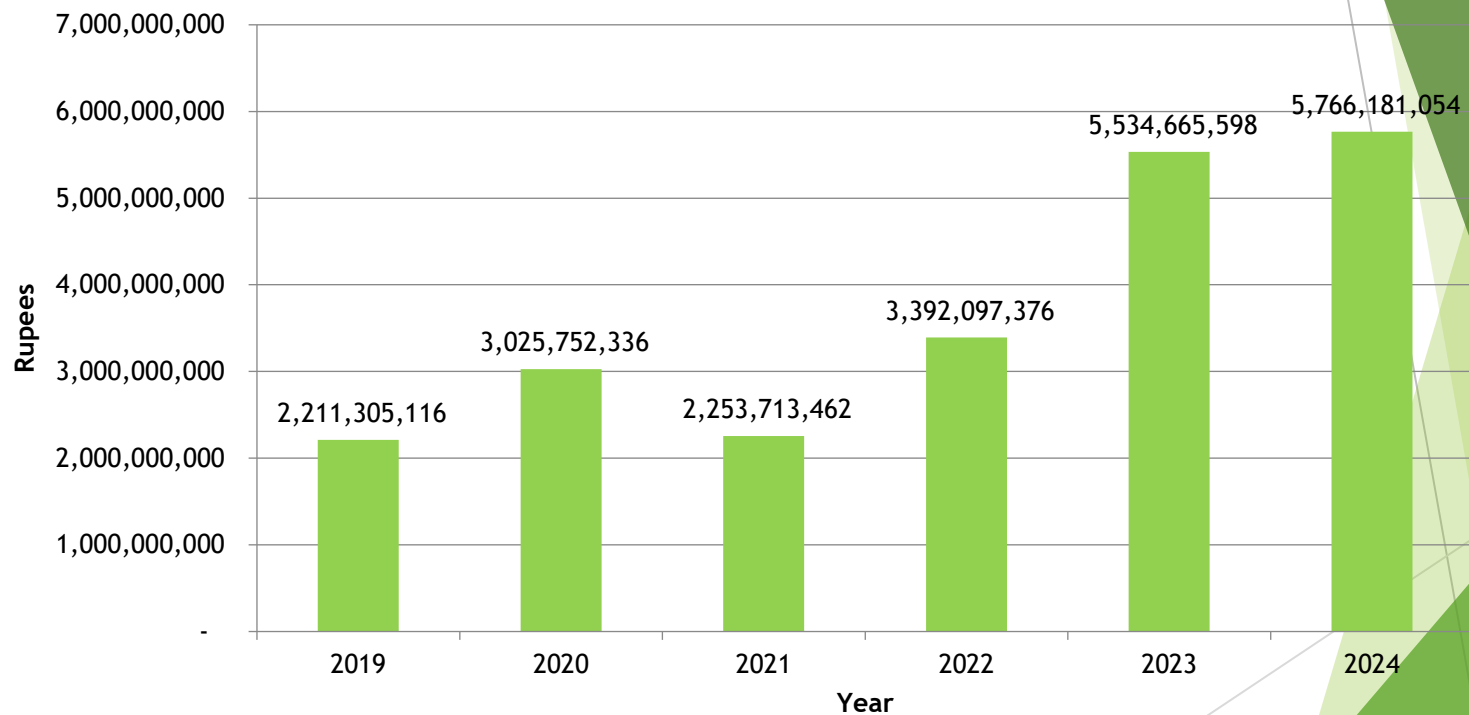
Year	2019	2020	2021	2022	2023	2024
Sugar Production	46,634	37,614	39,645	52,507	51,529	56,855
Sugar Recovery	10.78%	10.46%	10.10%	11.08%	10.63%	10.90%

MOLASSES PRODUCTION

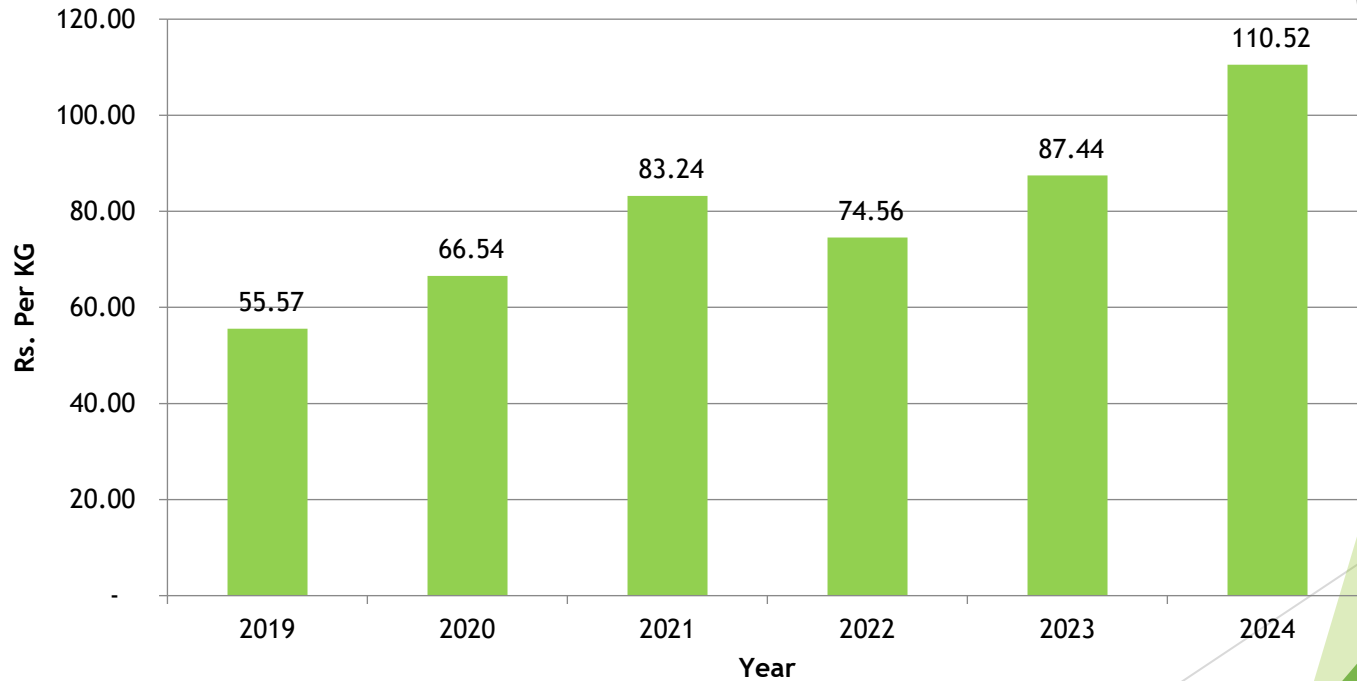


Year	2019	2020	2021	2022	2023	2024
Molasses Recovery	4.65%	4.62%	4.58%	4.37%	4.66%	4.47%

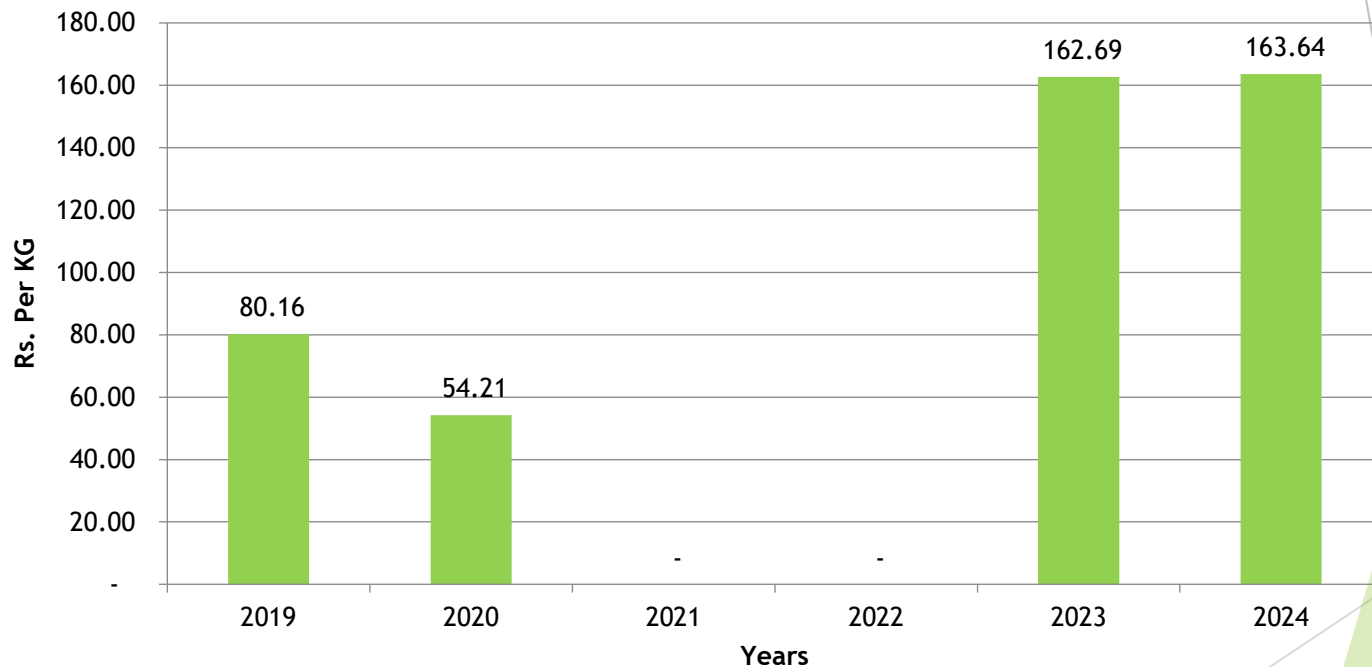
TURNOVER



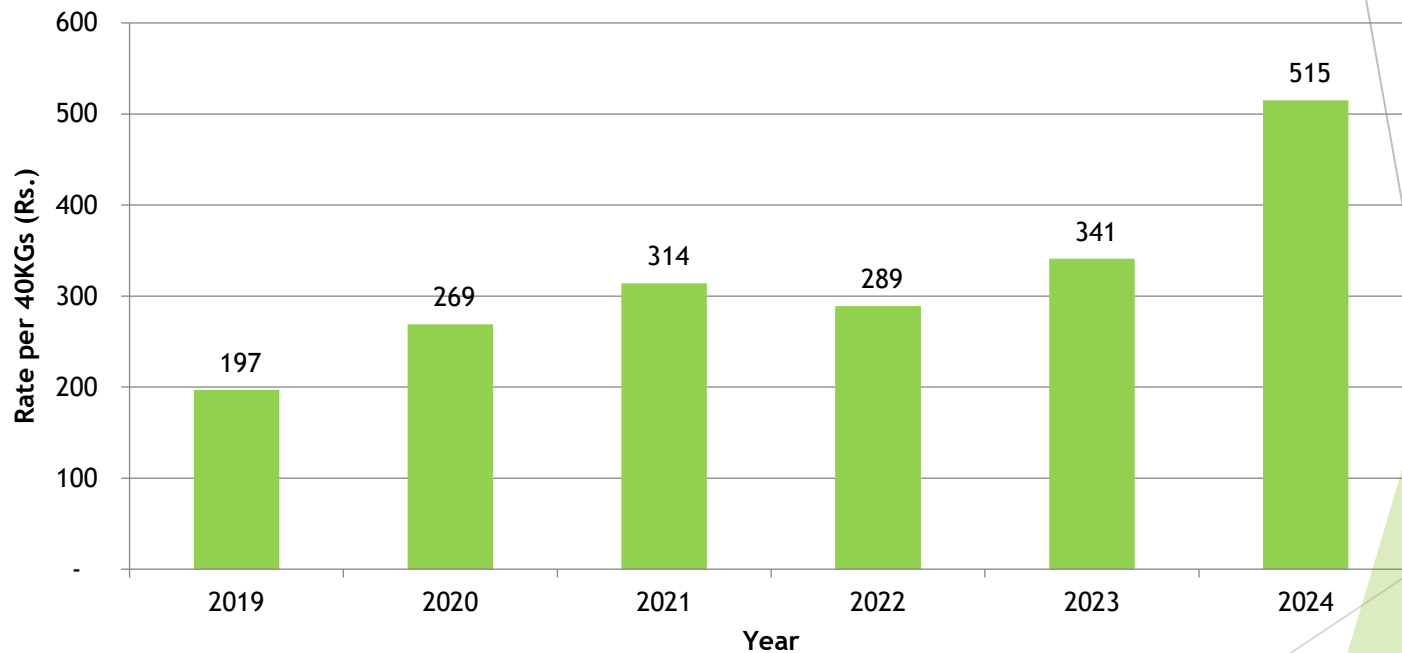
SUGAR SELLING PER KG(LOCAL) NET OF SALES TAX



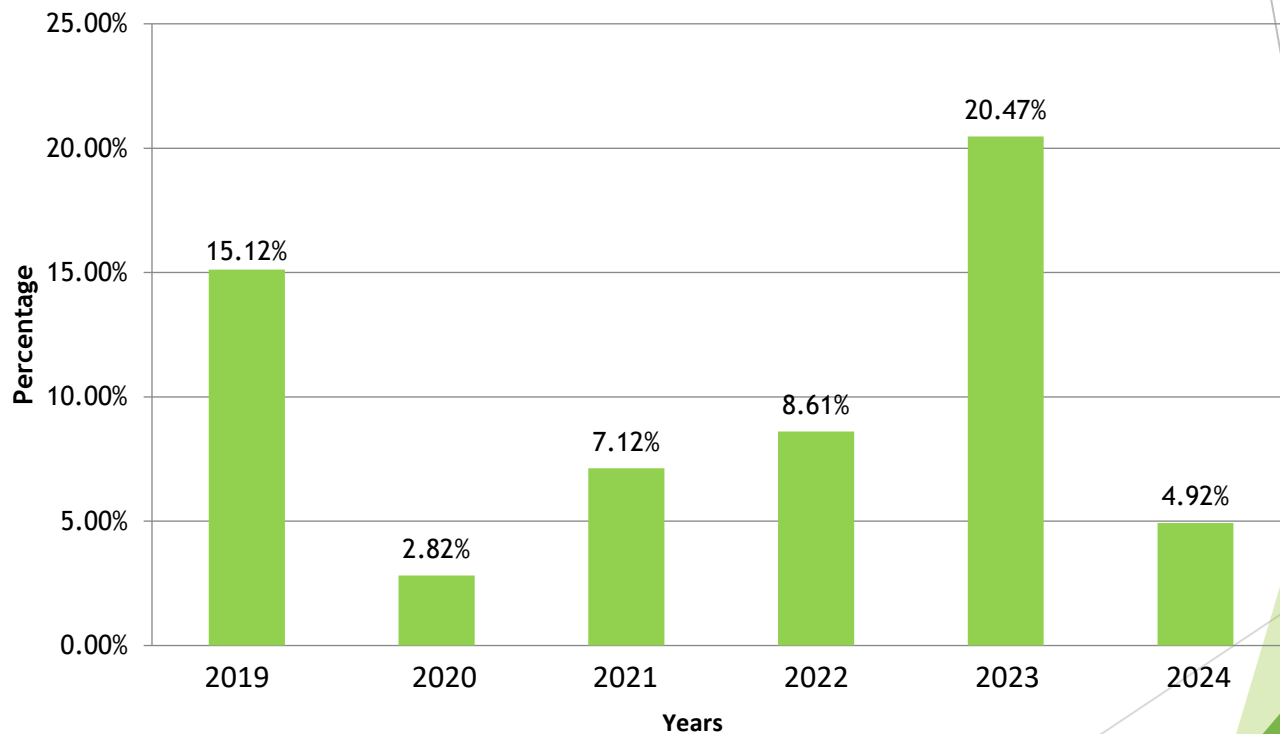
SELLING PRICE - EXPORT INCLUDING SUBSIDY



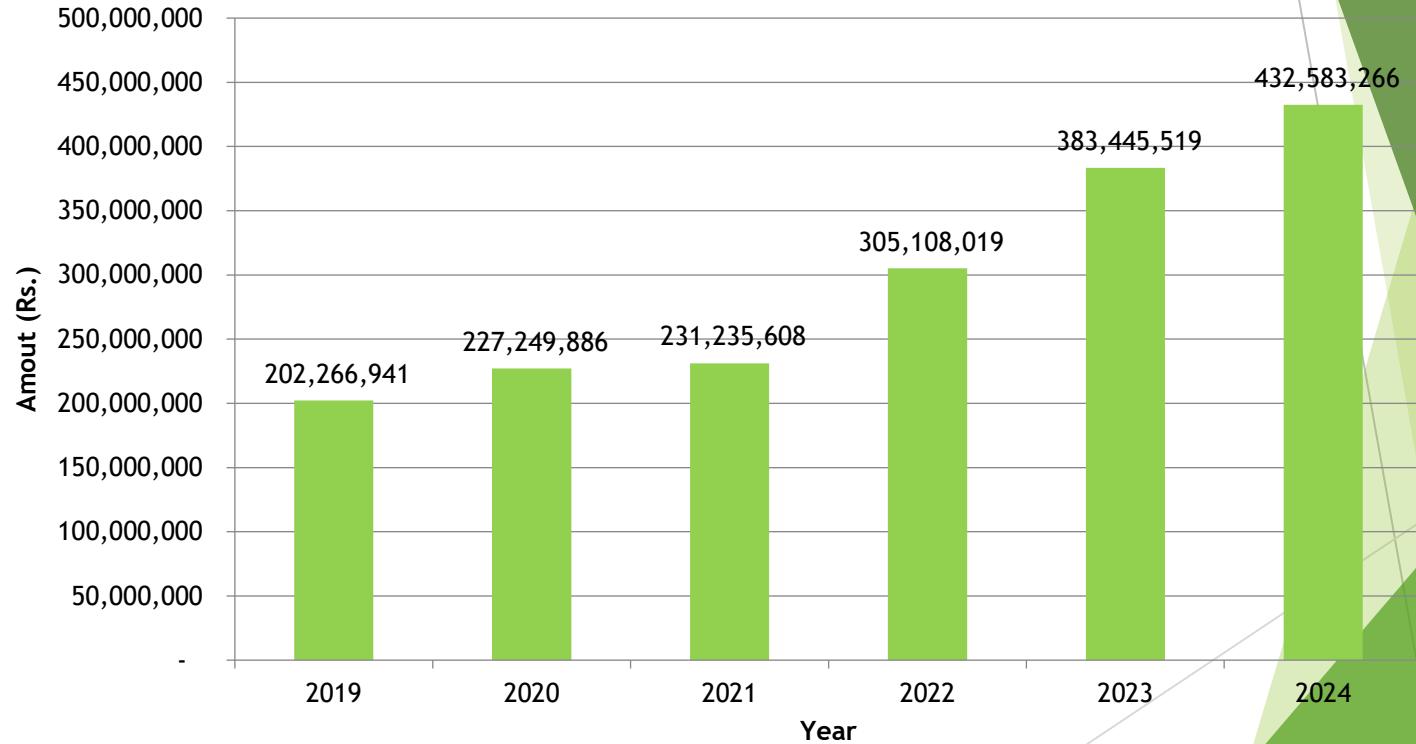
SUGAR CANE COST PER 40KGS



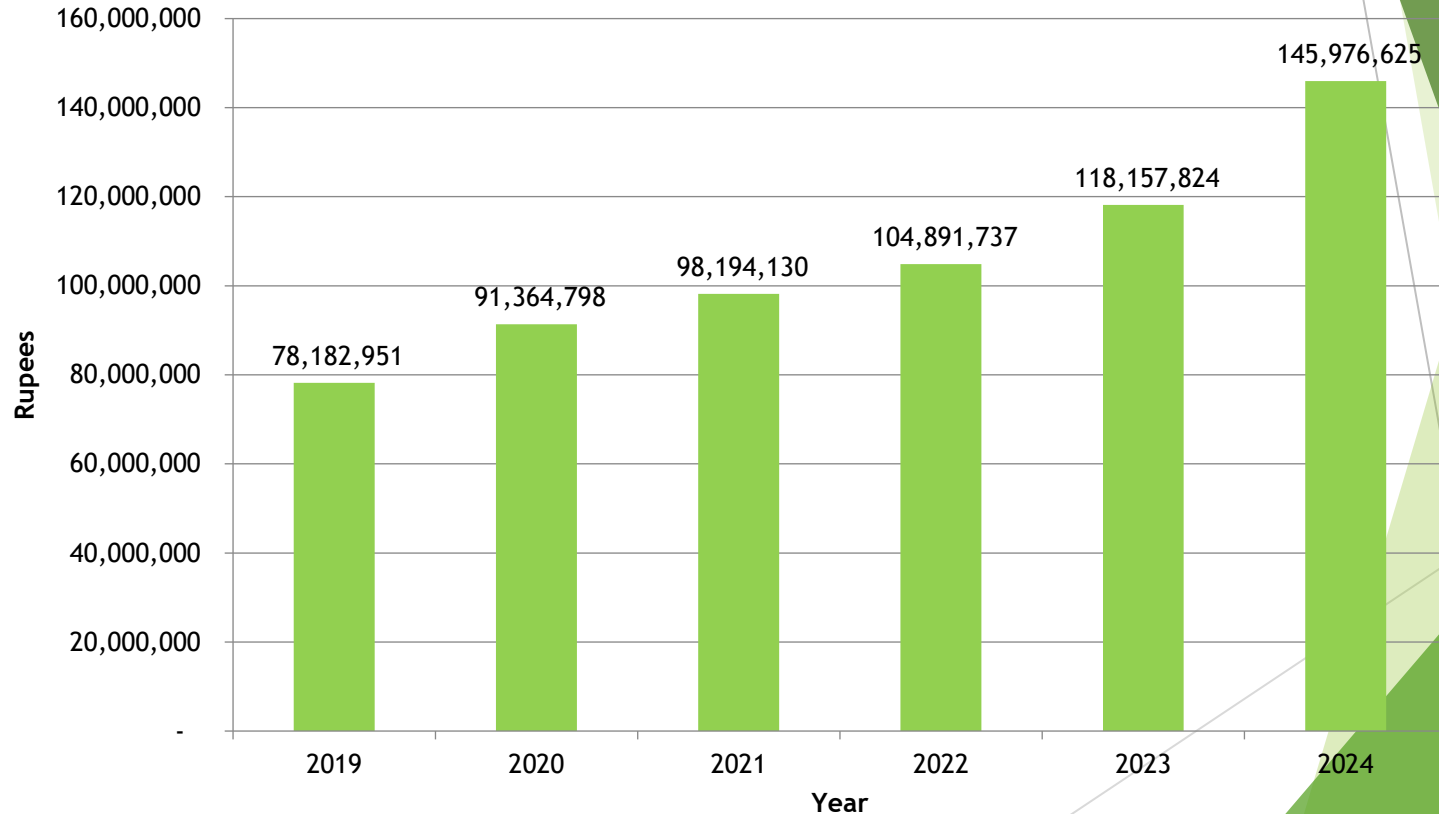
GROSS PROFIT MARGIN %



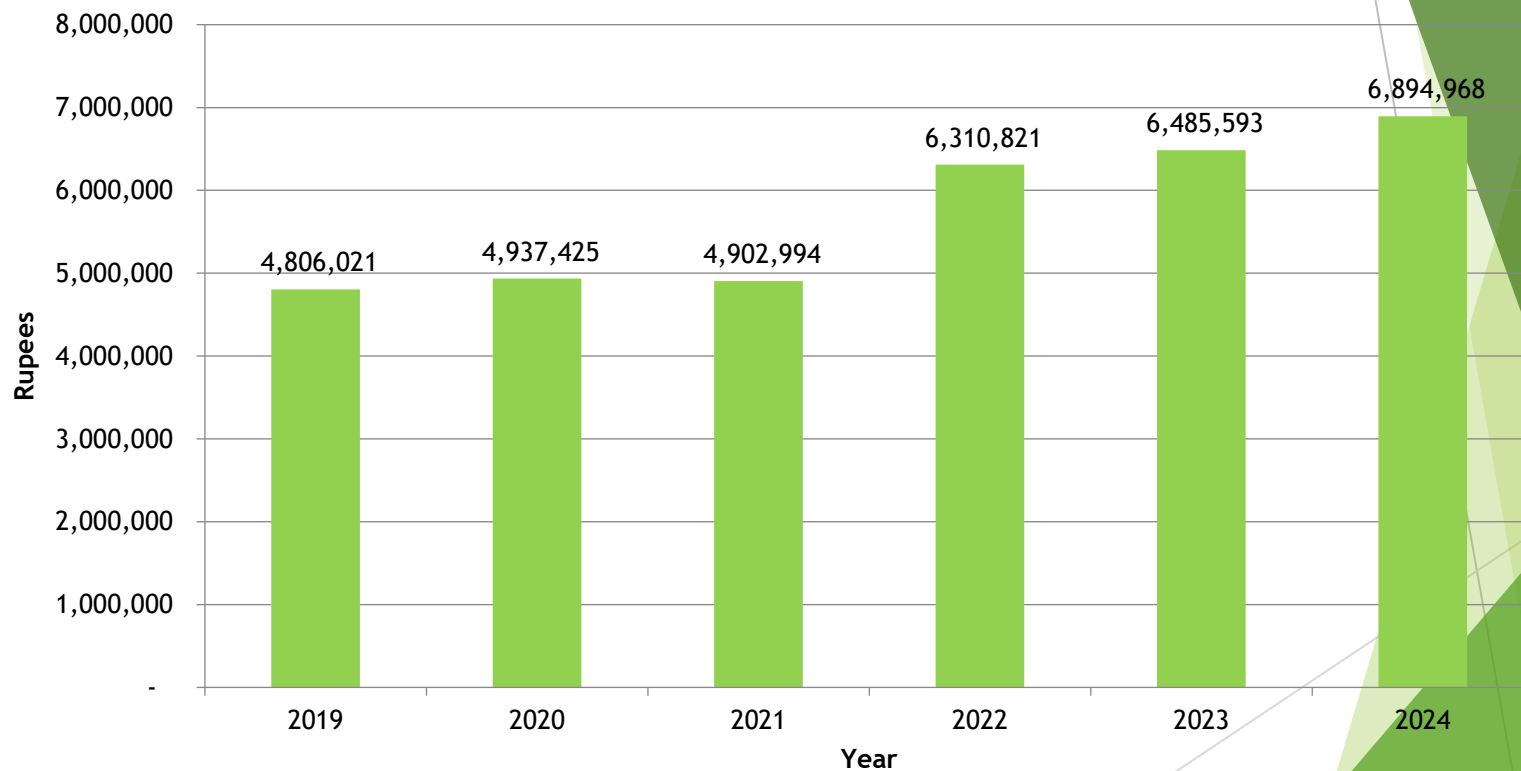
MANUFACTURING OVERHEADS EXCLUDING DEPRECIATION



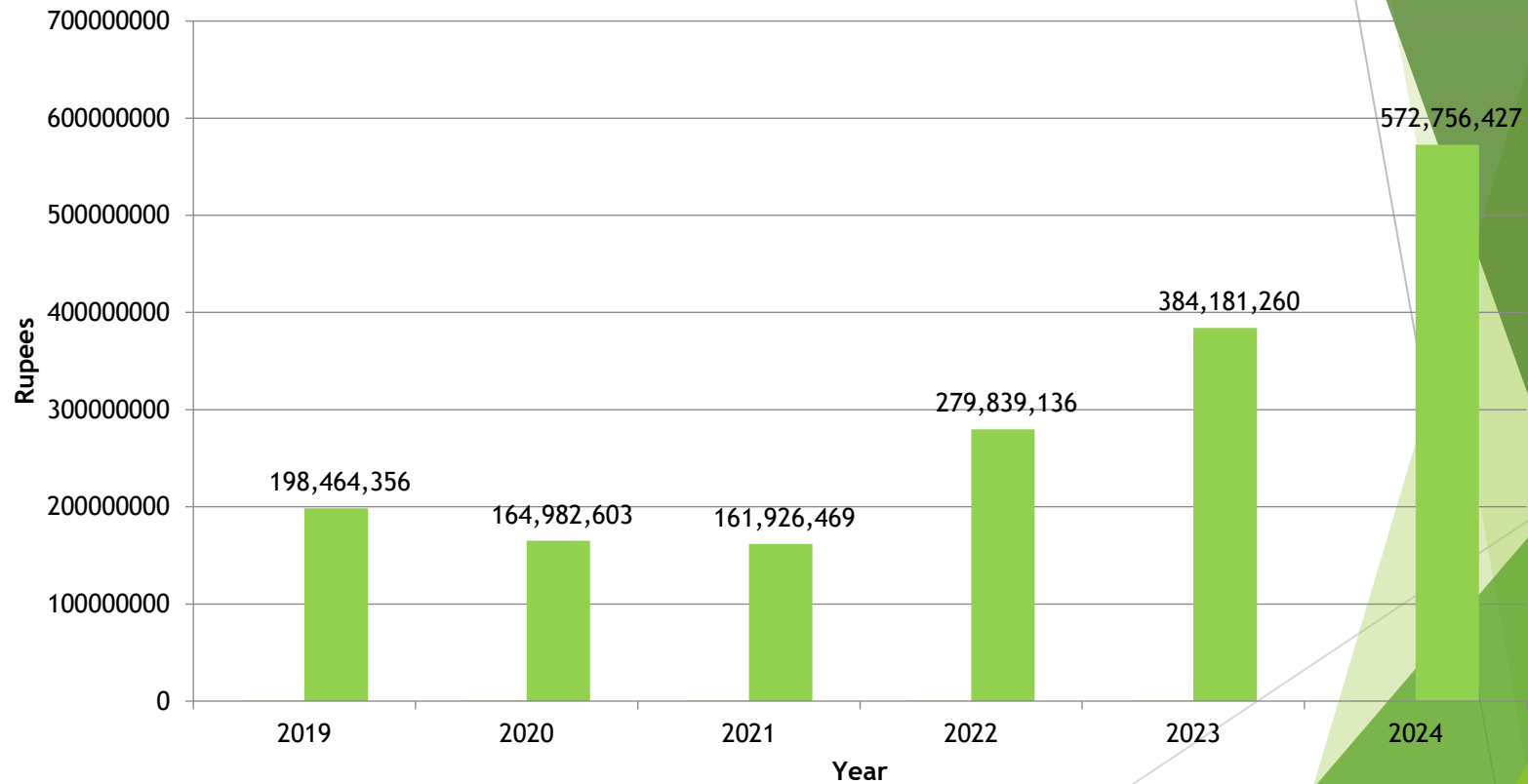
ADMINISTRATIVE EXPENSES EXCLUDING DEPRECIATION & BAD DEBTS EXPENSES



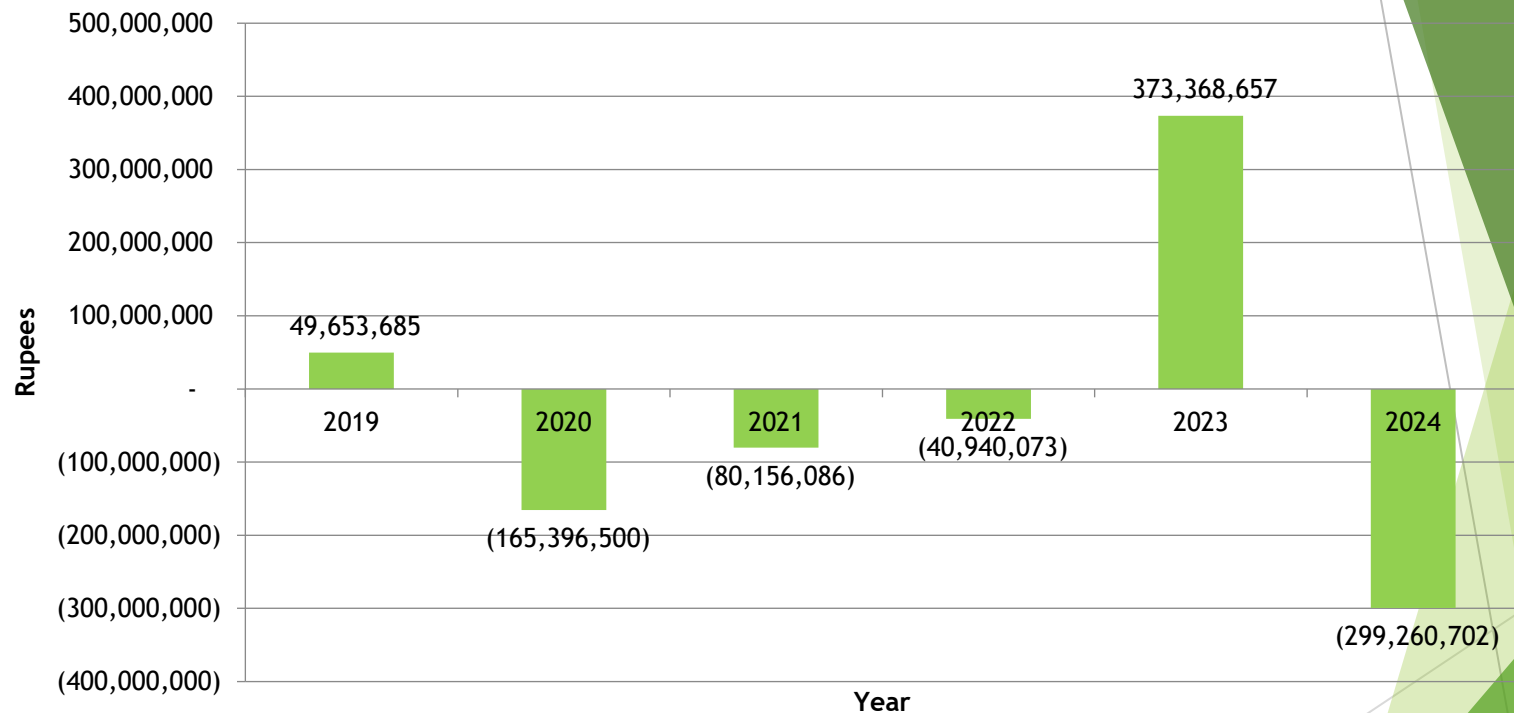
SELLING EXPENSES EXCLUDING EXPORT EXPENSE



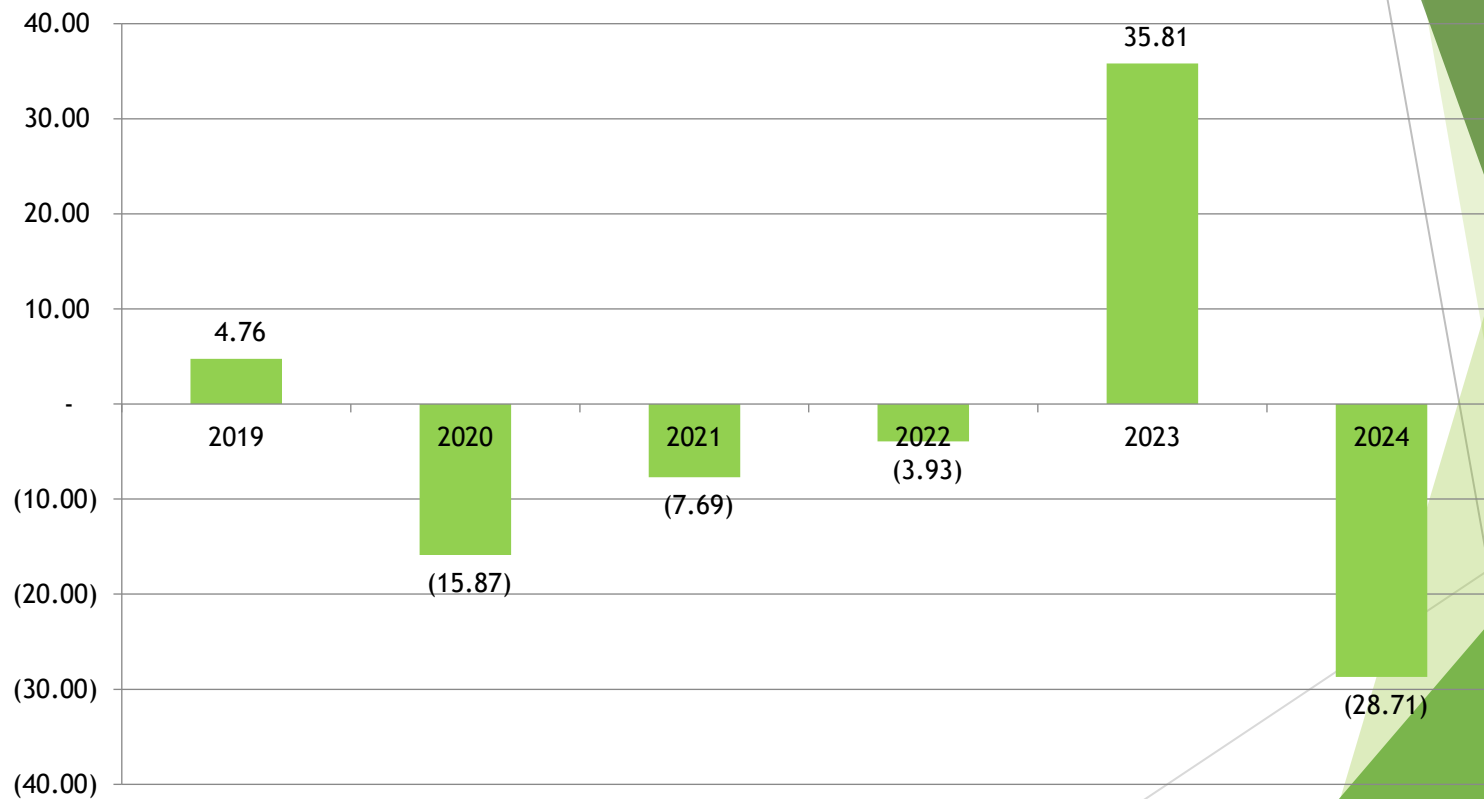
FINANCIAL COST



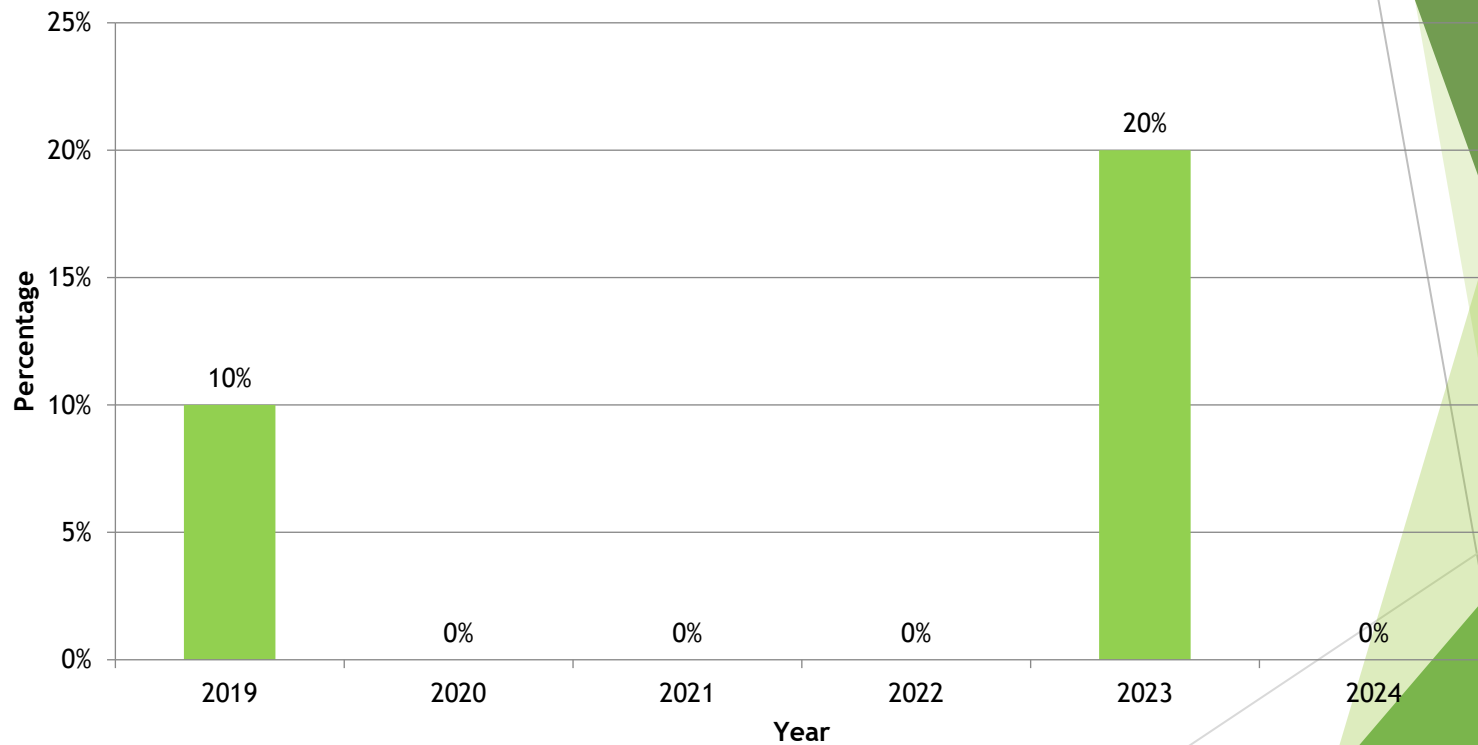
PROFIT / LOSS AFTER TAXATION



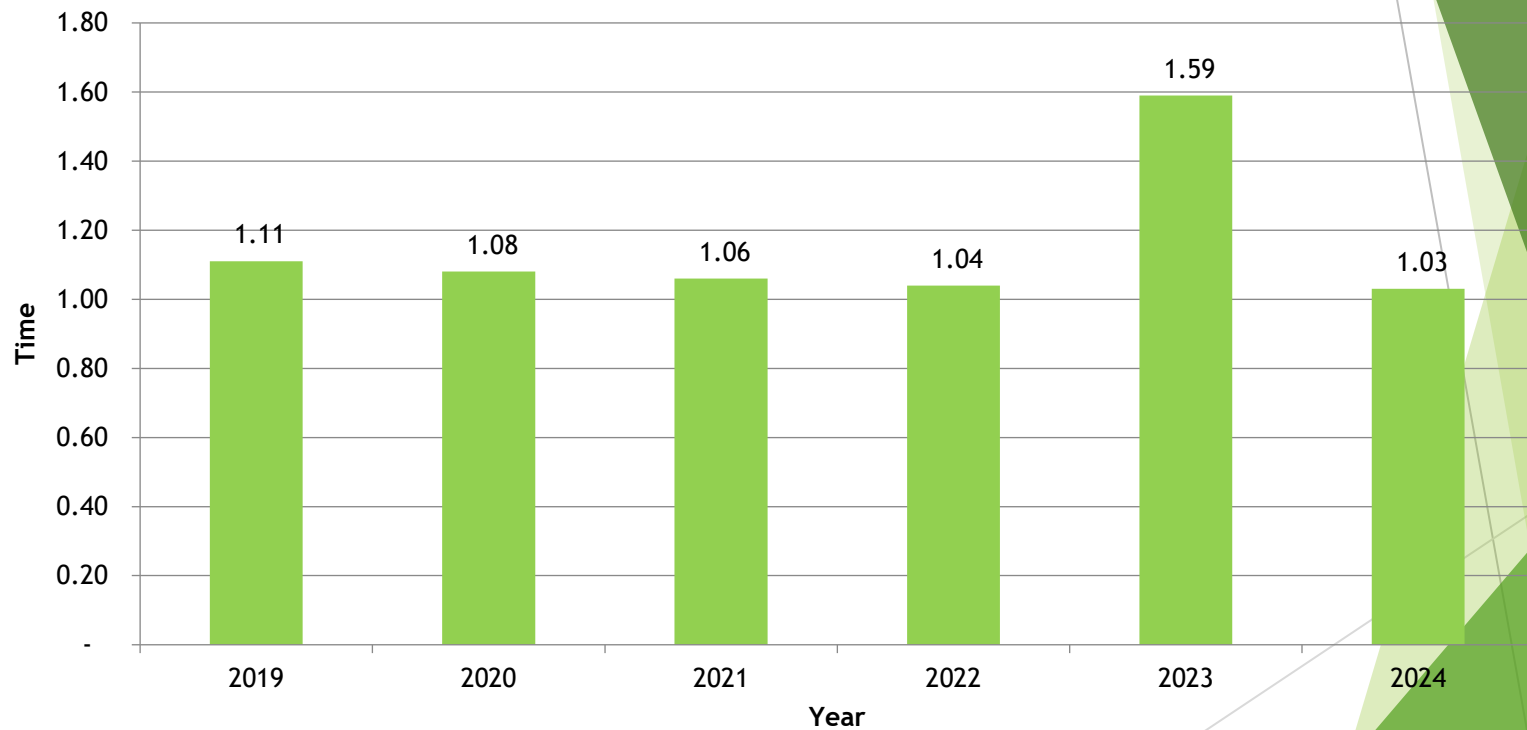
EARNING/(LOSS) PER SHARE



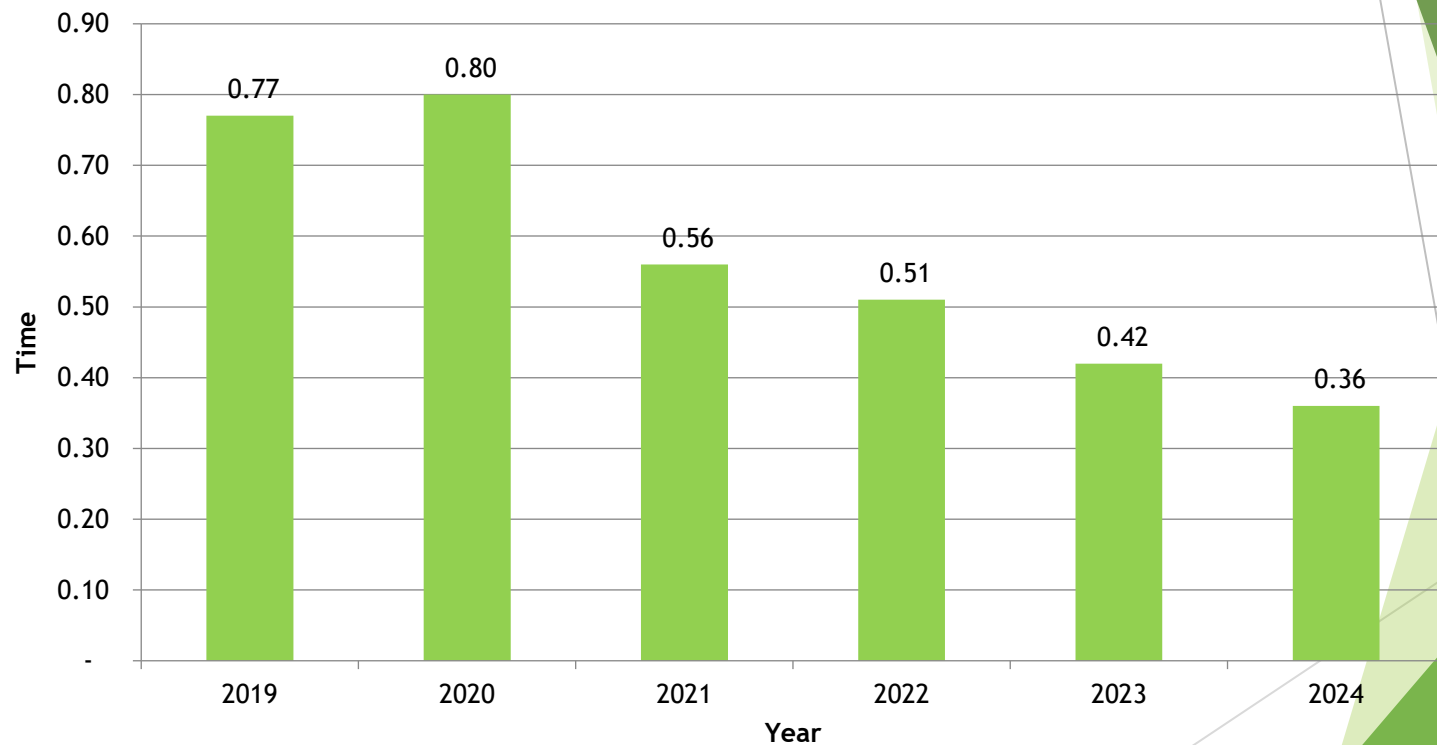
DIVIDEND PAYOUT



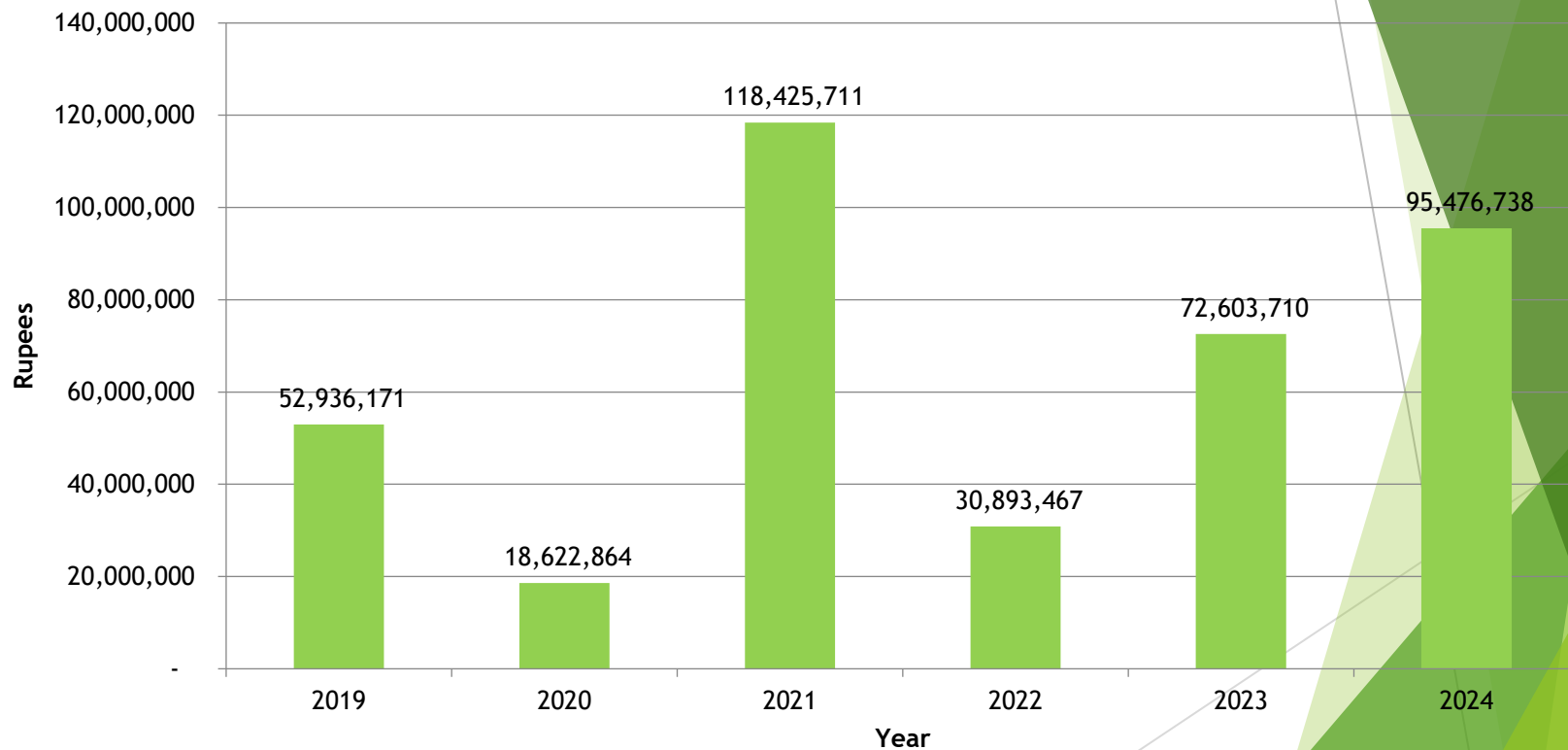
CURRENT RATIO



DEBT EQUITY RATIO



ADDITION IN CAPITAL EXPENDITURES



FUTURE OUTLOOK



FUTURE OUTLOOK

- Unabated increase in prices of sugarcane may further increase the production cost of sugar.
- Manufacturing of sugar at Rs. 500 per 40kg of Sugar Cane is unviable.
- Continuous low local selling price comparatively with international market is unsustainable for to the sugar industry.
- Continuous revamping of operational process to ensure sustained yield from sugarcane.
- Price of molasses will remain high in the wake of weakness of Pak rupee against dollar.
- Free trade of sugar will bring respite from the suffering of sustained loses
- Reduction in intrest rate will be a stimulus to the sugar industry.

THANKS!

**Presented by:
Saqib Ghaffar
CFO**

Any questions?

You can find us at sasm@unitedgroup.org.pk