



ITTEHAD CHEMICALS LIMITED

Corporate Briefing Session
For FY 2024-25



ITTEHAD CHEMICALS LIMITED



A person wearing a white lab coat and a face mask is seen from the back, sitting at a desk in a laboratory or office. They are looking at three computer monitors. The monitors display various data, including what appears to be chemical structures or flowcharts. The background shows a wall with an air conditioner and some papers. A blue curved banner is at the bottom of the image.

ABOUT ITTEHAD CHEMICALS

VISION

An "Ittehad" of Pakistan's best talent & technology, that serves as a catalyst to deliver sustainable chemical products to its customers, thus optimizing returns for investors.

MISSION

Create an environment to attract and retain the best talent. Optimize cost and securitize energy through latest technology. Serving the Customers to their satisfaction levels. Ensuring that we are environment friendly & zero injury company. CSR is our forte.

CORE VALUE



INTEGRITY

We conduct ourselves in accordance with the highest moral and ethical standards, and in full compliance with all applicable laws.



RESPECT

We treat our employees and all our stakeholders with professionalism, respect and dignity, creating an environment where people can express their professional opinions, contribute, innovate and excel.



TEAMWORK

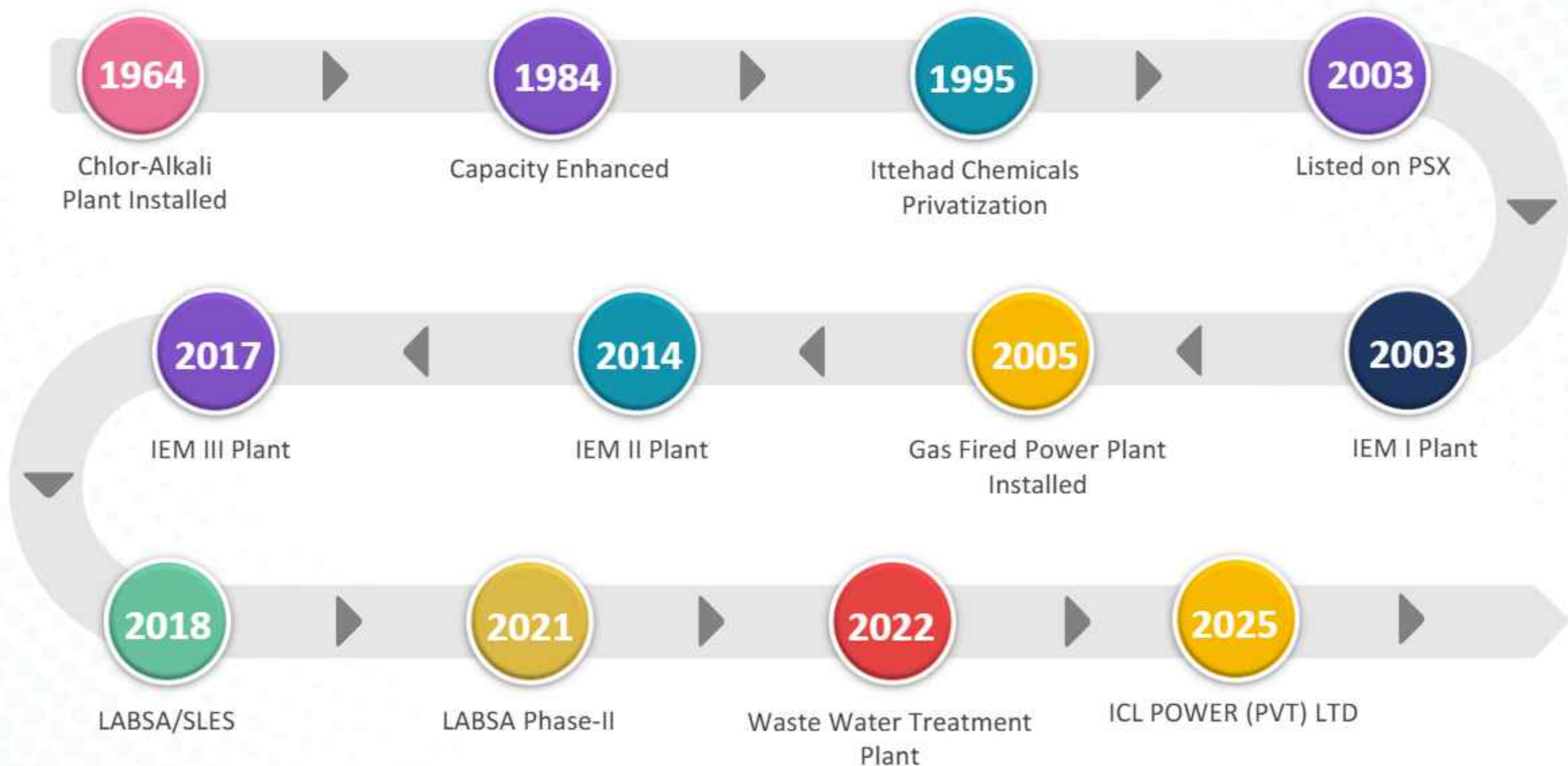
We are committed to promoting a culture of teamwork and cooperation among our employees to enhance their productivity and well-being.



ACCOUNTABILITY

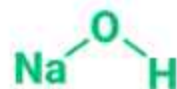
We hold ourselves accountable for our actions to our customers, employees, management, shareholders and to the community that we operate in.

OUR JOURNEY AT GLANCE



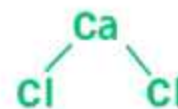
Our Products

Chemicals We Offer (Chlor-Alkali)



Caustic Soda

Caustic Soda, also known as Sodium Hydroxide, forms a strong alkaline solution when dissolved in water.



Calcium Chloride

Calcium chloride is a common substance used to preserve our food, melt ice on the road and even dry concrete.



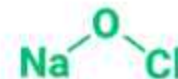
Liquid Chlorine

Chlorine is the material on which production of other chemicals mostly depends. It is used in commercial products, agrochemical and pharmaceutical.



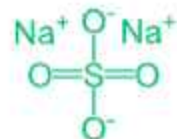
Hydrochloric Acid

Hydrochloric acid is second only to Sulphuric Acid in its numerous and diverse uses in manufacturing industry...



Sodium Hypochlorite

Sodium Hypochlorite is used for a wide range of applications as a powerful disinfectant or a bleaching agent.



Sodium Sulfate

Sodium sulfate (also known as sodium sulphate or sulfate of soda) is the inorganic compound with formula Na_2SO_4 .

Our Products

Chemicals We Offer

(Surfactants)



LABSA

Linear alkyl benzene sulphonate acids are commonly used as cleaning agents (household and personal care products).



SLES

SLES is an anionic surfactant commonly used as an emulsifying cleaning agent in household cleaning products (laundry detergents, spray cleaners, and dishwasher detergents).

MAJOR INDUSTRIES



Textile finishing process



Soap, detergent and cleaners



Paper and pulp



Oil and gas drilling



Rayon industry



Vegetable oil and ghee



Agricultural (Fertilizer)



Pharmaceuticals



Beverages and dairies

MAJOR STAKEHOLDERS



Household/ Personal Care



Textile



Paper & Board



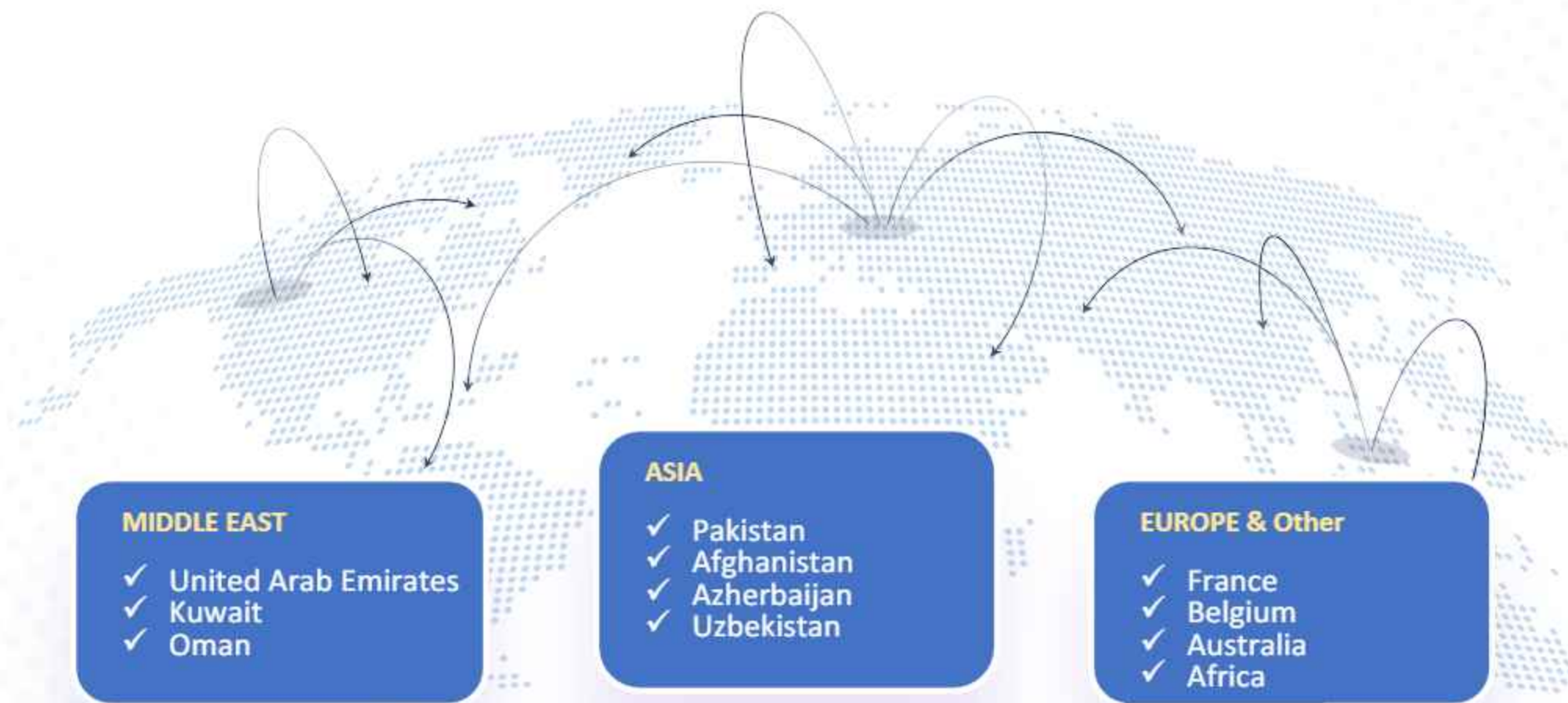
CENTURY PAPER & BOARD MILLS LIMITED



Multiple/Others



GEOGRAPHICAL SALES



FORBES RANKING

We are thrilled to announce that Ittehad Chemicals has been recognized in **Forbes Asia's 200 Best Under a Billion 2024 list!** This prestigious accolade is a testament to our exceptional commitment to innovation, quality, and growth within the chemical industry. At Ittehad Chemicals, we are dedicated to pushing boundaries and setting new standards.

This inclusion highlights our impactful contributions and visionary leadership. We look forward to continued success and pioneering advancements in the future.



PSX CONGRATULATES

Ittehad Chemicals

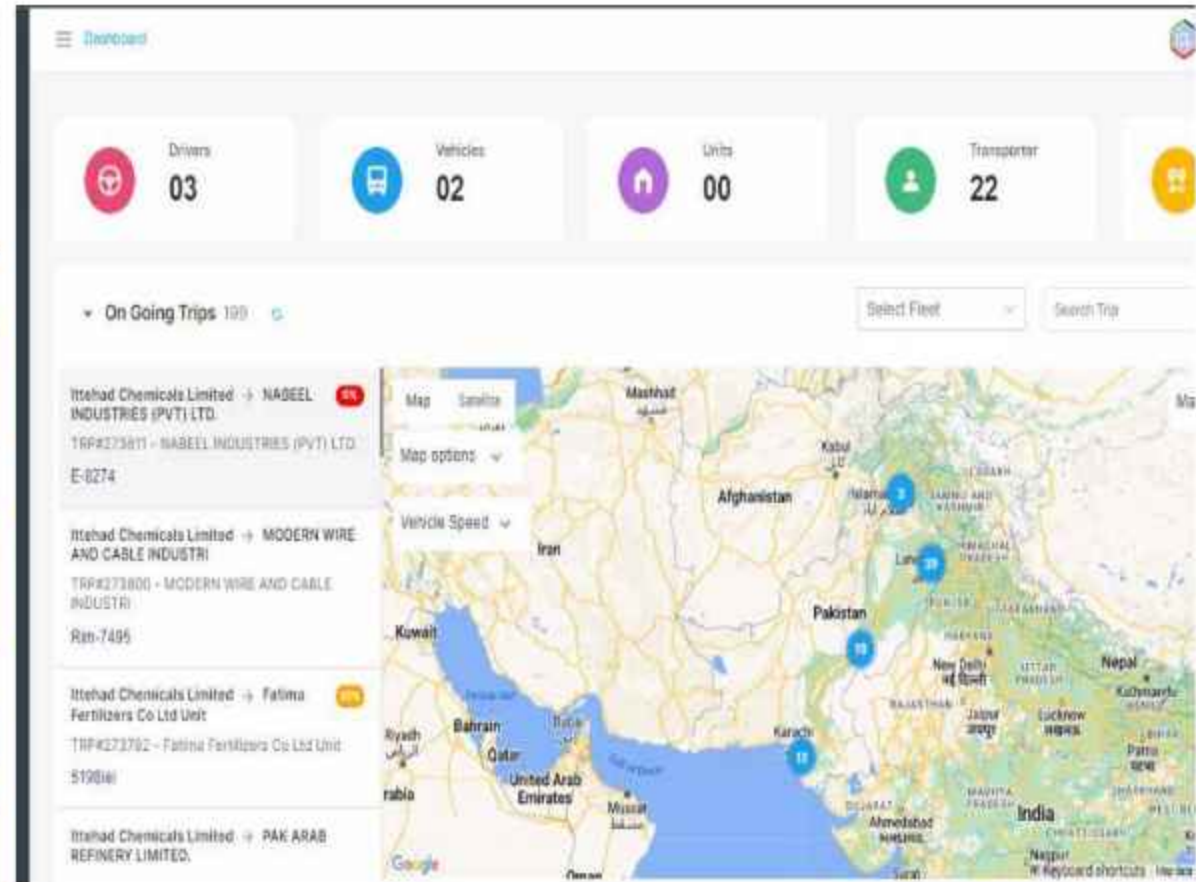
for being recognized in Forbes
Asia's Best Under A Billion 2024 list.

Forbes

KEY ACHIEVEMENTS

Sales Portal for Online Ordering

B2B businesses like ICL, traditionally operated through offline sales channels only with order generation typically done via phone or during one-to-one interaction with the clients. Taking the covid-19 situation as an opportunity, ICL has developed an online ordering system where our customers have been given access to an online sales portal for ordering company's products without having to call or visit our offices. Implementation of sales portal has greatly reduced the time needed for the customer to place an order and it also gives them an automated account of their transactions with the company without having to ask for account statements on regular basis.



KEY ACHIEVEMENTS



Efficiency Improvement of Gas Fired Power Plant:

Energy is as an essential factor of production for our industry. ICL currently operates a 30 MW (6 x 5 MW) gas-fired, engine based power plant adjacent to its plant facility at Kala Shah Kaku. Over the last few years, due to advancements in internal combustion engine technology, the efficiency of engine designs have improved significantly. A need was felt to enhance the efficiency of our power plant to reduce carbon emissions and to maximize the power output from given amount of fuel. Engine OEM (M/S Wartsila) was contracted for the job. Based on their detailed study and recommendations, the company has signed the agreement for efficiency enhancement of the power plant. The project shall be implemented in a phased manner with minimum disruption to plant operations. Once fully implemented, this shall enhance the plant capacity by almost 20% and fuel efficiency by 9%, thus reducing carbon emissions significantly and minimizing our dependence on the national grid.

Waste Water Treatment Plant:

Being a socially responsible company, ICL is one of the first chemical manufacturer in the industry to initiate work on a full capacity waste water treatment plant. This shall reduce the impact of effluent discharge to the waste water streams in the area and also help us conserve ground water.

CORPORATE SOCIAL RESPONSIBILITY



RESCUE 1122 visit to Ittehad Chemicals Limited for Safety Training



SEWING SCHOOL FOR GIRLS



Annual Sports Gala organized by Ittehad Chemicals Limited



Medical Ward at Ittehad Chemical Limited Premises



Medical Clinic at Ittehad Chemical Limited Premises



UP-GRADATION / RENOVATION OF LOCAL SCHOOLS

MAJOR UPCOMING PROJECTS

CAPEX



BIOMASS POWER PLANT

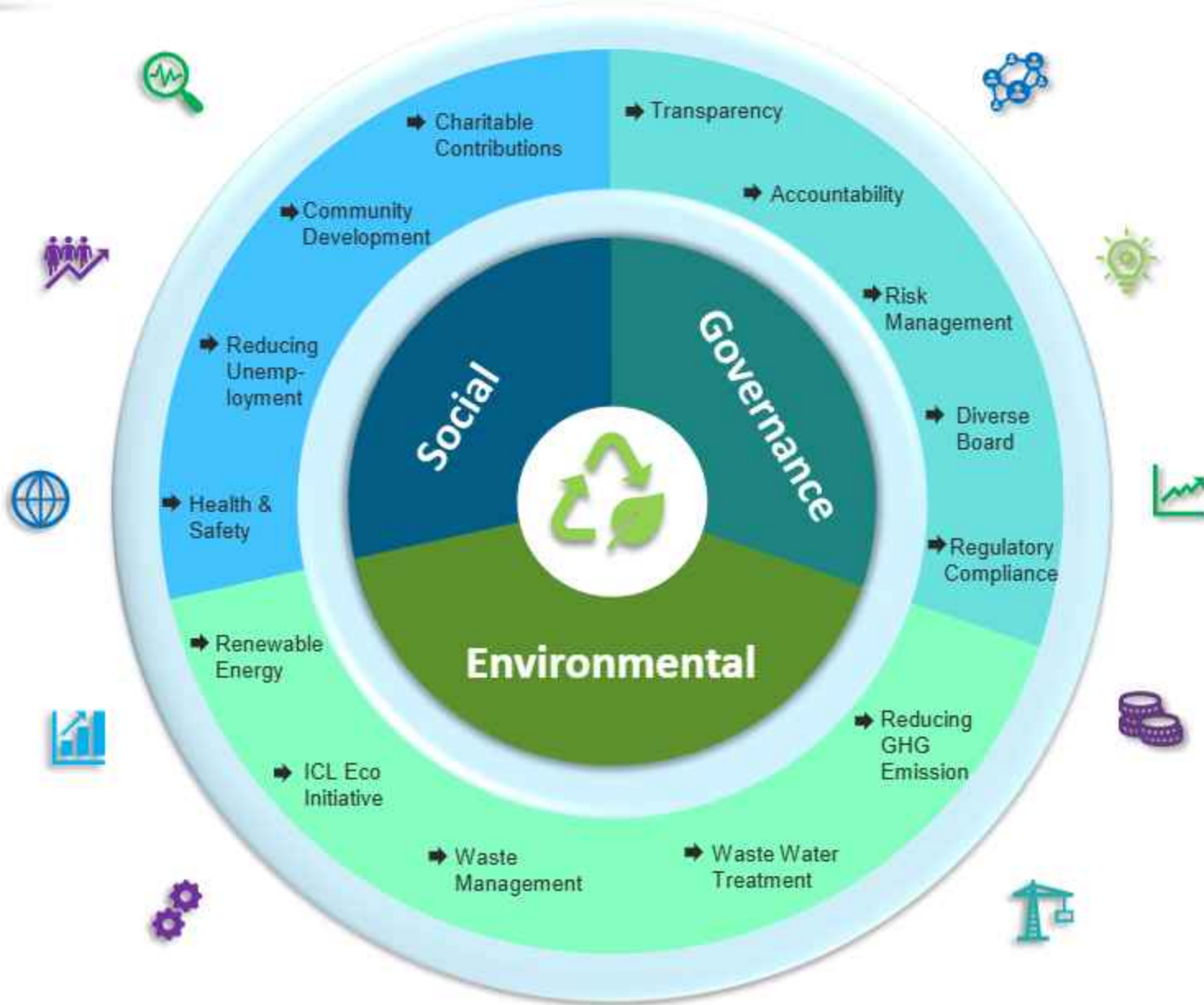


**CAUSTIC SODA FLAKES
PLANT**



**CALCIUM CHLORIDE
PLANT**

ENVIRONMENTAL, SOCIAL & GOVERNANCE



We are committed to providing a safe and healthy work environment to our employees. The Company meets applicable laws and government regulations as well as Company's own standards. We actively strive for eliminating all possible causes of accidents, preventing environmental pollution, minimizing waste, energy conservation, safety awareness, training, emergency preparedness and managing environmental impact that can affect the surrounding communities and the environment at large.

ICL has been certified for Occupational Health & Safety Management System ISO 45001:2018, Quality Management System (QMS) ISO 9001:2015, Environmental Management Systems (EMS) ISO 14001:2015 by Global Inter Certifications (GIC), and Halal Food Management System PS 3733:2019 P-2 by ACTS - Al-Waiz certification and Training Services (Pvt.) Limited.

A person is seen from the back, sitting at a desk with three computer monitors. The person is wearing a white shirt and a face mask. The monitors display various data visualizations, including charts and graphs. The background shows a typical office environment with a white wall and an air conditioner. A blue curved graphic element is at the bottom of the image.

FINANCIAL HIGHLIGHTS



UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UNAUDITED)
FOR THE NINE MONTHS ENDED MARCH 31, 2025

		Nine months ended March 31,		Quarter ended March 31,	
	Note	2025	2024	2025	2024
		----- (Rupees in thousand) -----			
Revenue from contracts with customers		20,339,793	17,863,341	7,196,535	5,689,589
Cost of sales	14	(16,602,753)	(14,277,466)	(5,942,783)	(4,534,425)
Gross profit		3,737,040	3,585,875	1,253,752	1,155,164
Selling and distribution expenses		(1,261,294)	(929,555)	(439,040)	(332,533)
General and administrative expenses		(308,665)	(271,053)	(118,470)	(100,782)
Other operating expenses		(146,095)	(134,547)	(63,246)	(37,577)
Other operating income		58,421	47,113	8,933	(56,684)
		(1,657,633)	(1,288,042)	(611,823)	(527,576)
Operating profit / loss		2,079,407	2,297,833	641,929	627,588
Financial charges		(467,584)	(527,546)	(115,408)	(133,618)
Profit before income tax and levy		1,611,823	1,770,287	526,521	493,970
Levy		(7,338)	(10,373)	(1,244)	(2,458)
Profit / (loss) before Income tax		1,604,485	1,759,914	525,277	491,512
Taxation		(676,639)	(782,431)	(211,827)	(208,331)
Profit / (loss) after taxation		927,846	977,483	313,450	283,181
Earnings per share - basic and diluted (Rupees)	15	9.28	9.77	3.13	2.83



UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UNAUDITED)
AS AT MARCH 31, 2025

AS AT MARCH 31, 2025		March 31, 2025 (Un-audited)	June 30, 2024 (Audited)
ASSETS		(Rupees in thousand)	
NON CURRENT ASSETS			
Property, plant and equipment			
Operating fixed assets	6	8,339,090	8,504,920
Capital work in progress	7	412,437	242,090
		8,751,527	8,747,010
Intangible assets		81	326
Investment property		675,000	675,000
Long term Investments	8	1,002,500	12,382
Long term deposits		64,798	63,144
		10,493,906	9,497,862
CURRENT ASSETS			
Stores and spares		649,161	661,237
Stock in trade		2,887,369	2,274,309
Trade debts		2,853,738	3,015,773
Loans and advances	9	475,455	256,358
Trade deposits and short term prepayments		197,141	204,211
Tax refunds due from Government		926,673	723,993
Taxation - net		96,500	333,136
Short term Investments		12,200	12,200
Cash and bank balances		531,957	287,556
		8,630,194	7,768,773
TOTAL ASSETS		19,124,100	17,266,635
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorized share capital	10.1	2,000,000	2,000,000
Issued, subscribed and paid up capital	10.2	1,000,000	1,000,000
Share premium money		177,000	177,000
Unappropriated profit		5,822,385	5,244,539
Merger Reserves		(6,445)	(6,445)
Surplus on revaluation of fixed assets		2,872,504	2,872,504
		9,865,444	9,287,598
NON CURRENT LIABILITIES			
Long term financing	11	568,968	582,415
Long term diminishing musharaka	12	-	-
Deferred liabilities		830,289	799,378
Deferred grant		12,730	27,526
		1,411,987	1,409,319
CURRENT LIABILITIES			
Trade and other payables		3,748,295	3,498,084
Unclaimed dividend		9,172	5,932
Mark-up accrued		103,872	107,870
Short term borrowings		3,446,550	2,294,448
Current portion of deferred grant		32,004	40,846
Current portion of long term liabilities		506,776	622,538
		7,846,669	6,569,718
CONTINGENCIES AND COMMITMENTS			
13		-	-
TOTAL EQUITY AND LIABILITIES		19,124,100	17,266,635



**UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOW (UNAUDITED)
FOR THE NINE MONTHS ENDED MARCH 31, 2025**

	Nine months ended March 31,	
Note	2025	2024
	----- (Rupees in thousand) -----	
CASH FLOW FROM OPERATING ACTIVITIES		
Profit before taxation	1,611,823	1,770,287
Adjustments for items not involving movement of funds:		
Depreciation	566,747	490,102
Amortisation of intangible assets	244	418
Provision for gratuity	44,286	32,953
Loss on sale of fixed assets	(10,075)	(3,529)
Loss / (Gain) on foreign exchange	(2,840)	(4,552)
Bad debts written off	170	-
Provision for obsolete stores	13,500	13,500
Financial charges	467,584	527,546
Net cash flow before working capital changes	2,691,439	2,826,725
Decrease / (increase) in current assets		
Stores and spares	(1,424)	(88,228)
Stock in trade	(613,060)	(159,399)
Trade debts	164,704	(360,692)
Loans and advances	(219,097)	(72,612)
Trade deposits and short term prepayments	7,070	19,434
Tax refunds due from the Government	155,424	(51,607)
	(506,383)	(713,104)
Increase / (decrease) in current liabilities		
Trade and other payables	250,212	(168,547)
Cash generated from operations	2,435,268	1,945,074
Income taxes paid	(804,590)	(924,739)
Gratuity paid	(14,228)	(5,507)
Financial charges paid	(471,582)	(494,638)
Net cash (used in) / generated from operating activities	1,144,868	520,190
CASH FLOW FROM INVESTING ACTIVITIES		
Additions to operating fixed assets - net	(50,892)	(54,736)
Additions to capital work in progress	(522,153)	(588,586)
Proceeds from sale of operating fixed assets	11,855	90,076
Long term Investments	(990,118)	(1,000)
Short term Investments	-	287,068
Long term deposits	(1,654)	(181,507)
Net cash used in investing activities	(1,552,962)	(448,685)
CASH FLOW FROM FINANCING ACTIVITIES		
Proceeds from long term financing	304,898	41,500
Repayment of long term financing	(318,714)	(279,288)
Repayment of long term diminishing musharaka	(139,031)	(281,002)
Repayment of lease Liability	-	(4,114)
Dividend paid	(346,760)	(225,394)
Short term borrowings	1,152,102	153,349
Net cash inflow from financing activities	652,495	(594,949)
Net increase in cash and cash equivalents	244,401	(523,444)
Cash and cash equivalents at the beginning of the period	287,556	923,733
Cash and cash equivalents at the end of the period	531,957	400,289

KEY INDICATORS

(Comparison of FY 2025 with FY 2024)

(Nine Months)



REVENUE



PKR 20,340 M
PKR 17,863 M



Operating
Profit



PKR 2,079 M
PKR 2,298 M



PAT



PKR 928 M
PKR 977 M



EPS



PKR 9.28
PKR 9.77



Shareholders'
Equity



PKR 9,865 M
PKR 9,288 M*



Balance
Sheet



PKR 19,124 M
PKR 17,267 M*

*June 2024

Sales

Rs. In million



Gross Profit

Rs. In million



Operating Profit

Rs. In million



Net Profit

Rs. In million





FUTURE OUTLOOK

FUTURE OUTLOOK

1

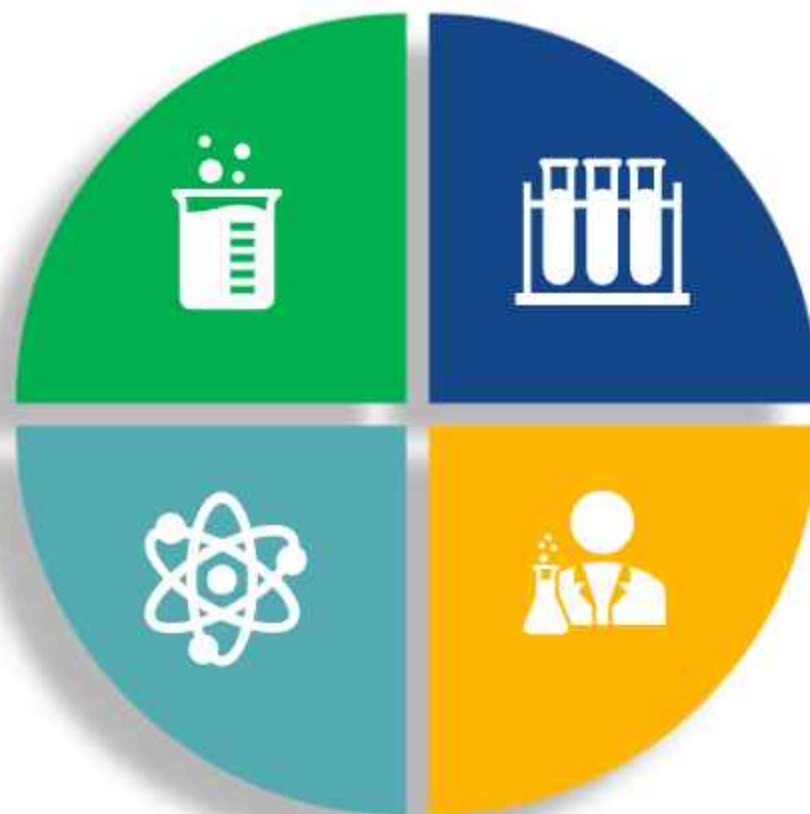
Power Cost Reduction

Reduction of power cost in relation to competitiveness in export market

2

GHG Emission Reduction

Reduction in GHG emissions to position ICL as preferred supplier of environmentally conscious customers



3

Export Market

Explore Products Sales in Export Market

4

Strategic Projects

Upcoming Strategic Projects:
Flaker Plant, Biomass Power Plant, Calcium Chloride Plant

Q & A ? !

*Thank
you*



ITTEHAD CHEMICALS LIMITED

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