



Personal Care & Hygiene Products Company

Corporate Briefing Session

For the Nine Months Period Ended Sep 2025



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”

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 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 and listed on stock exchange in November 1986.
- The principal activity of the Company is to manufacture and sell home and personal care products.
- During the current year TWF Holding L.L.C-FZ Dubai had acquired 84.84% shares of ZIL from NFCI General trading LLC and became holding company of ZIL .
- 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 & Director



Mr. Muhammad Irfan-ul-
Haq

Director & CEO



Mrs. Feriel Ali Mehdi

Director

COMPANY INFORMATION (Board of Directors)



Mr. Mubashir Hasan
Ansari

Director



Mr. Muhammad Salman
H. Chawla

Director

COMPANY INFORMATION (Board of Directors)



Ms. Faeyza Khan-Faheem

Director



Mr. Ahsan Rashid

Director

COMPANY INFORMATION

(Nomination Committee)

- Mr. Dr. Salomon Jacobus Van Rooijen (Chairperson)
- Mr. Muhammad Irfan ul Haq (Member)
- Mrs. Ferial Ali Mehdi (Member)

COMPANY INFORMATION

(Board Audit and Risk Committee)

- Ms. Faeyza Khan Faheem (Chairperson)
- Mr. Mubashir Hasan Ansari (Member)
- Mr. M. Salman Husain Chawalla (Member)

COMPANY INFORMATION

(Human Resource and Remuneration Committee)

- Mr. Ahsan Rashid (Chairperson)
- Mr. Muhammad Irfan ul Haq (Member)
- Mr. M. Salman Husain Chawalla (Member)

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 FOOTSTEPS

- **1954** - Soap Operations started 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
- **2017** – Capri re-launch
- **2019** – Celebrated 50 Years of Capri
– Re-launched Capri Hand wash
- **2021** - Launch of Anti BAC soap HYpro

COMPANY FOOTSTEPS

- **2022** - Consistent Volumatic sales growth
 - **Annual gross sales value of Rs. 5.4Bn**
 - Factory closure based on new manufacturing strategy
- **2023** - **Annual gross sales value of Rs 7.9Bn**
 - Acquisition of 84.84% shares of ZIL by NCFI LLC Dubai
 - Ever highest profit
- **2024** - **Annual gross sales value of Rs 8.9Bn**
 - Capri re-launch
- **2025** - **Achieved gross sales value of Rs 7.3Bn (Nine Months)**
 - Entering into new products Hype by Capri & Capri Deo Lotion
 - TWF Holdings LLC Dubai acquired 84.84% shares of ZIL from NCFI LLC



AWARDS & RECOGNITIONS

SIX AWARDS IN A ROW



Wings Global Operations Award 2024
Category: NI Hero



Brands Foundation Award
Brand of the year 2024 in Beauty Soap Category



Pakistan Digital Awards
Jury Award for Digitalizing Proud Pakistani Brand



KraveMart Brand Summit 2025
Most Creative Campaign of Q2'25



Lux Life Digital Award
Best Personal Care Product Development Group 2025



Dragon Awards Pakistan 2025
Brand Building and/or awareness



COMPANY PRODUCTS PORTFOLIO

➤ **BEAUTY SEGMENT**

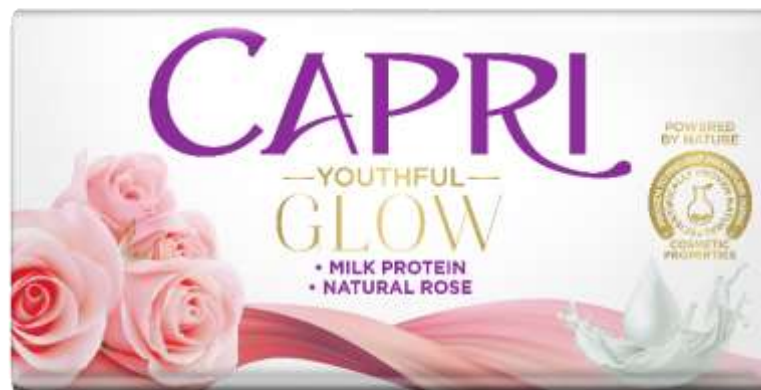
➤ **HYGIENE & PROTECTION SEGMENT**

➤ **PERSONAL CARE SEGMENT**

BEAUTY SEGMENT

Own Your Natural Glow

Soap



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

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FLORAL



SILKY



HYGIENE & PROTECTION SEGMENT

HYPRO HYGIENE | PROTECTION ANTI-BACTERIAL SOAP

RAPIDLY REMOVES
99.9% GERMS*



Leavin' hands **CLEAN & FRESH!**

Handwash



PERSONAL CARE SEGMENT

Unmatched vibes for unmatched confidence



HYPE UP

HYPE
SPRAY
FOR HIM

YOUR VIBE



Unmatched confidence & style

HYPE

BODY
SPRAY
FOR HER

Bold & Brilliant



Neon Night



Beachy Vibes



Dare to Spice



Feelin' Peachy



Fruit Frenzy



Candy Apple



Berry Berry Fruity



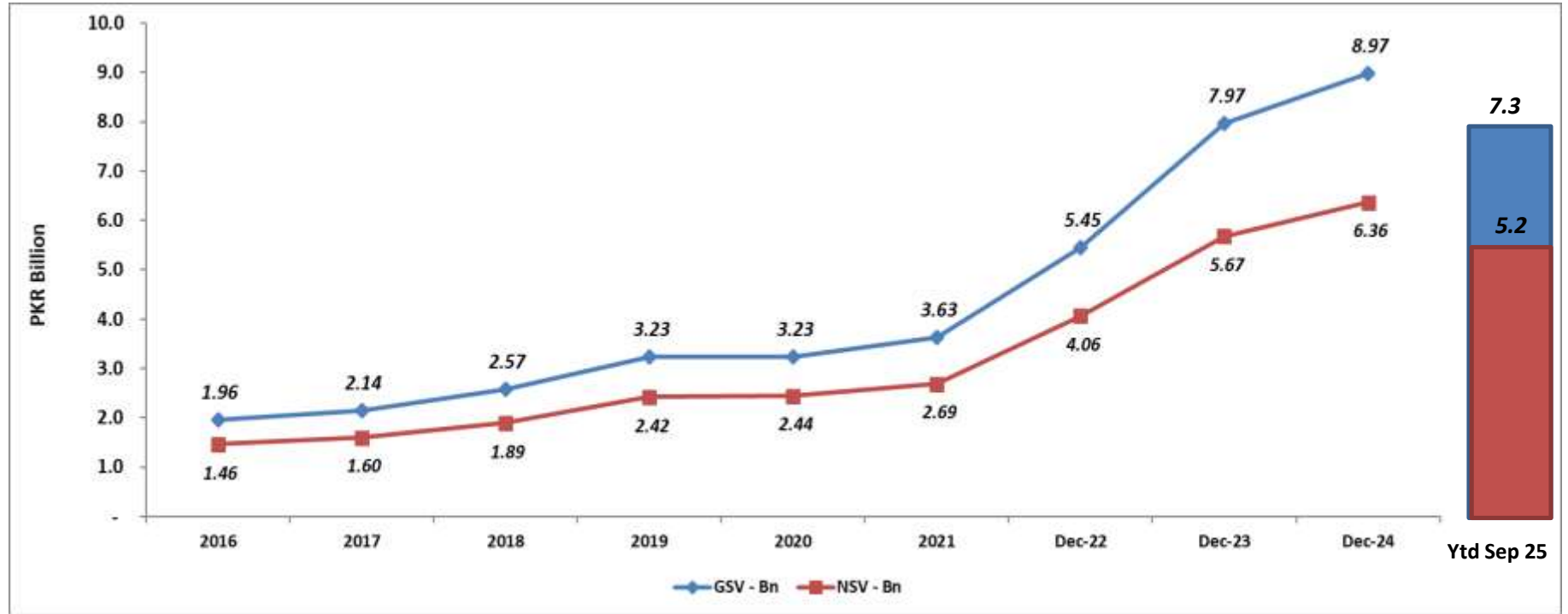


Deolotion

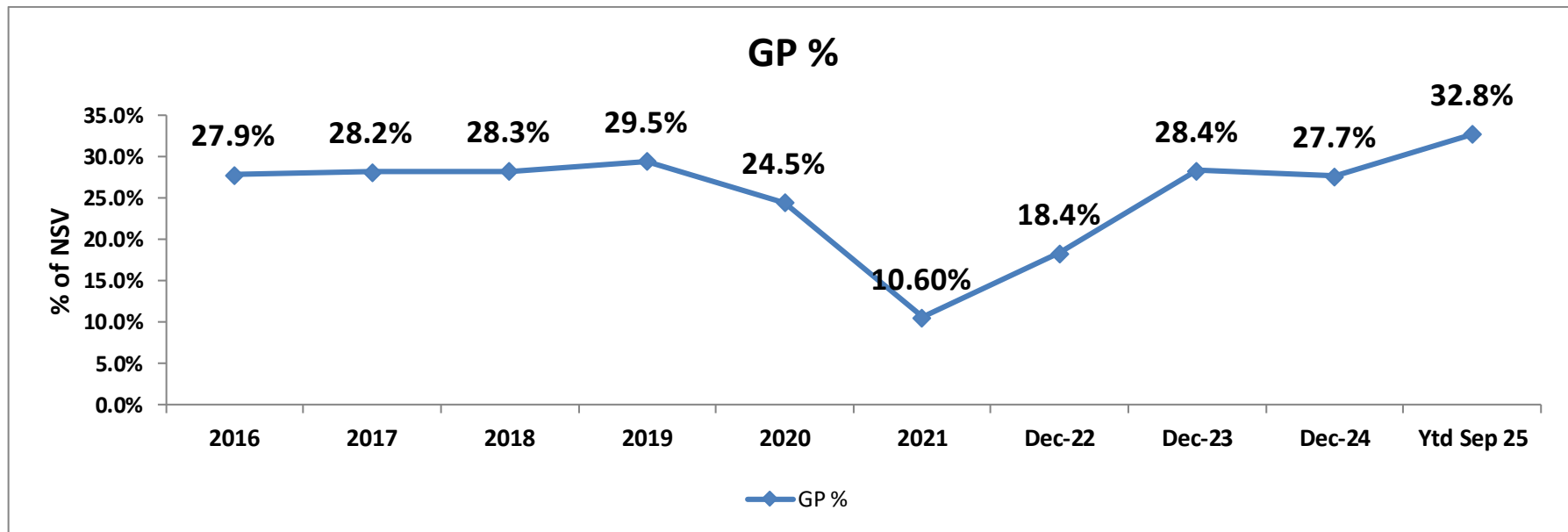
CAPRI DEO
SWEAT GONE,
FRESHNESS ON

FINANCIAL PERFORMANCE OVERVIEW

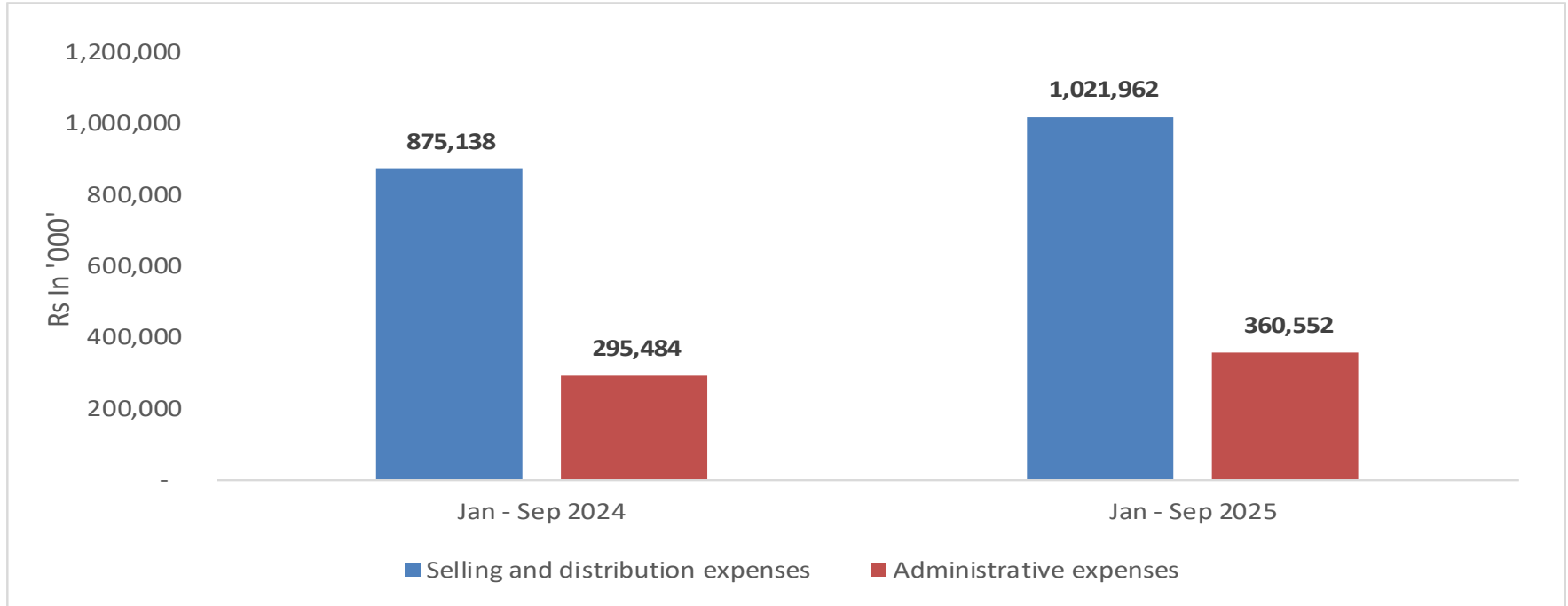
Gross Sale Value & Net Sale Value Trend



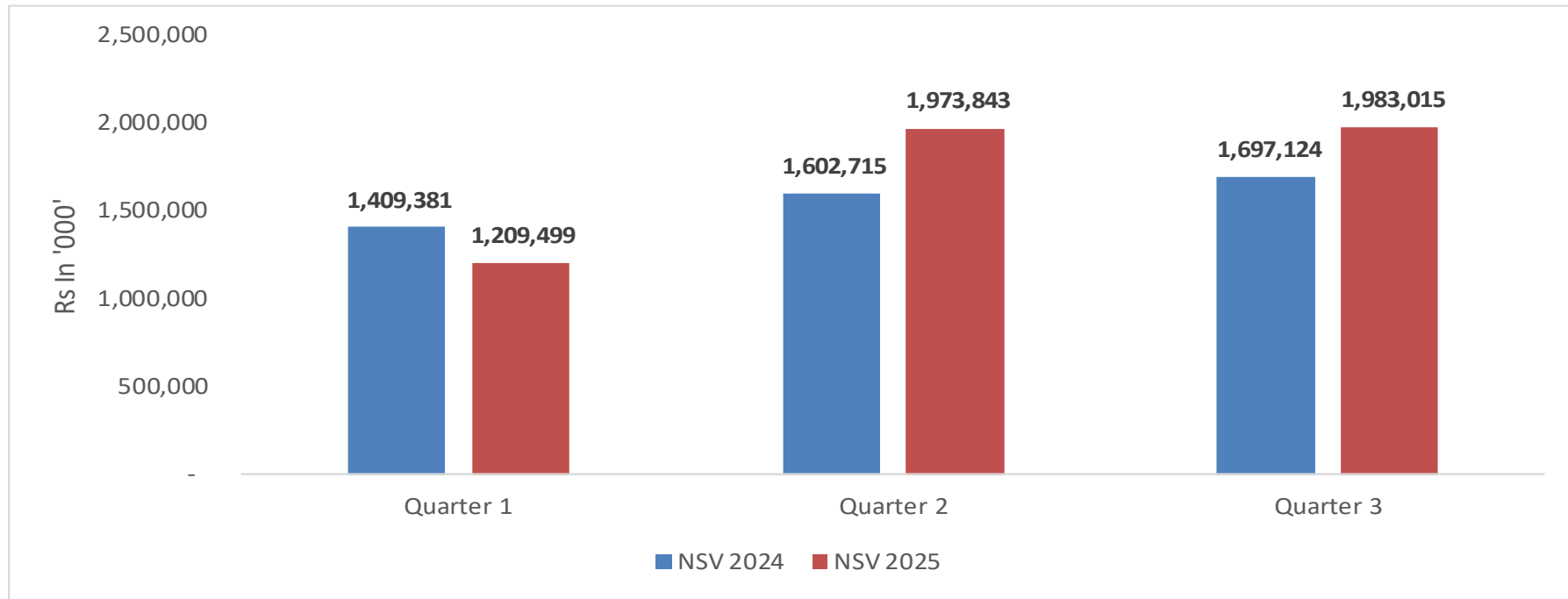
Gross Profit Trend



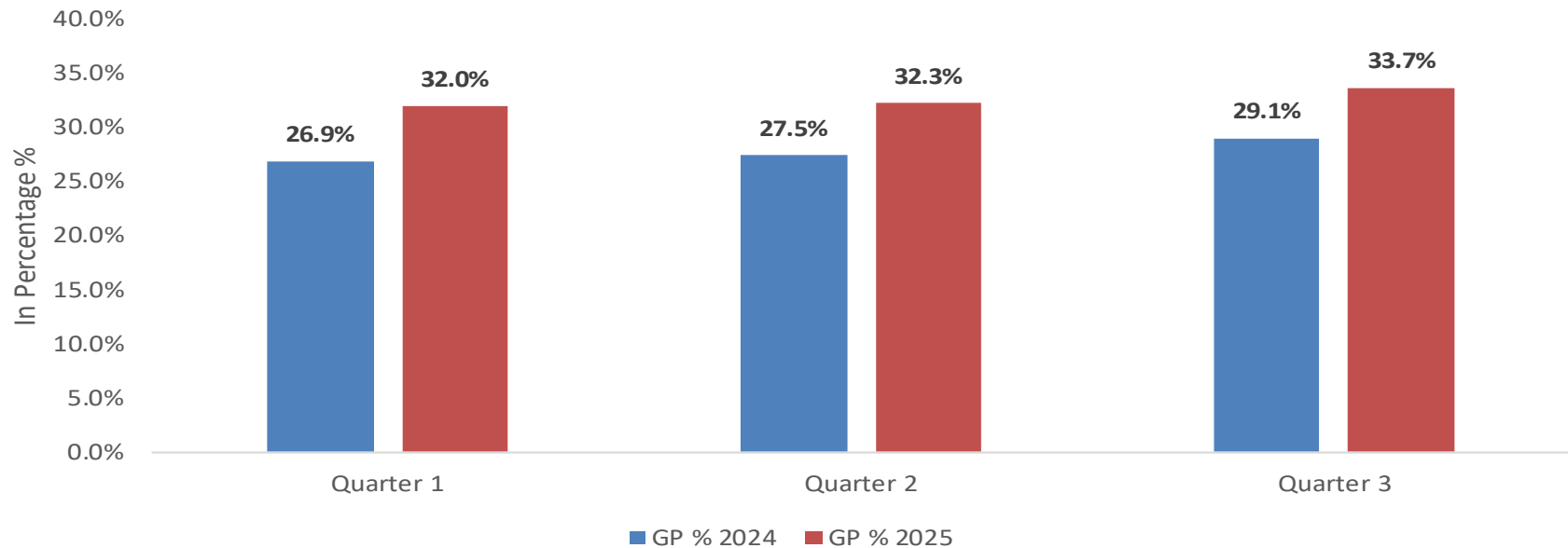
Selling & Admin Expenses



Quarter Wise Net Sale Value



Quarter Wise Gross Profit Margins



PROFIT OR LOSS STATEMENT

JAN - SEPT 2025

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)

For the Nine months period ended September 30, 2025

	Nine months ended		Quarter ended	
	September 30, 2025	September 30, 2024	September 30, 2025	September 30, 2024
	(Rupees in '000)		(Rupees in '000)	
Sales - net	5,166,357	4,709,221	1,983,015	1,697,124
Cost of sales	(3,472,232)	(3,395,619)	(1,314,113)	(1,203,334)
Gross profit	1,694,125	1,313,602	668,902	493,790
Selling and distribution expenses	(1,021,962)	(875,138)	(357,782)	(331,256)
Administrative expenses	(360,552)	(295,484)	(122,570)	(98,671)
	(1,382,514)	(1,170,622)	(480,352)	(429,928)
Other income	29,277	14,683	11,091	4,957
Operating profit	340,888	157,663	199,641	68,819
Other charges	(51,536)	(5,499)	(24,926)	(3,504)
Financial charges	(68,155)	(88,994)	(20,331)	(29,078)
	(119,691)	(94,493)	(45,257)	(32,581)
Profit/(loss) before levy and minimum tax differential	221,197	63,170	154,384	36,238
Levy and minimum tax differential	-	(29,525)	-	(7,582)
Profit/(loss) before tax	221,197	33,645	154,384	28,656
Taxation				
Current - for the period	(98,333)	(30,853)	(48,706)	(15,143)
- prior the period	-	(463)	-	-
Deferred	12,560	7,942	(2,032)	241
	(85,772)	(23,375)	(50,737)	(14,902)
Profit/(loss) after tax for the period	135,425	10,271	103,646	13,754
Earnings/(loss) per share - basic and diluted (Rupees)	22.12	1.68	16.93	2.25

Q & A

Thank You