

Ansari Sugar Mills Limited— Corporate Briefing FY2025

Confidential briefing for participants.



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About Ansari Sugar Mills

1

Founded 1989

One of the region's leading sugar producers by capacity, with a history of quality and innovation.

2

Dedicated to Excellence

High-quality sugar production using modern technology and sustainable practices.

3

Community-Focused

Committed to employee welfare, community development, and environmental responsibility.

Mission and Vision

1

Mission

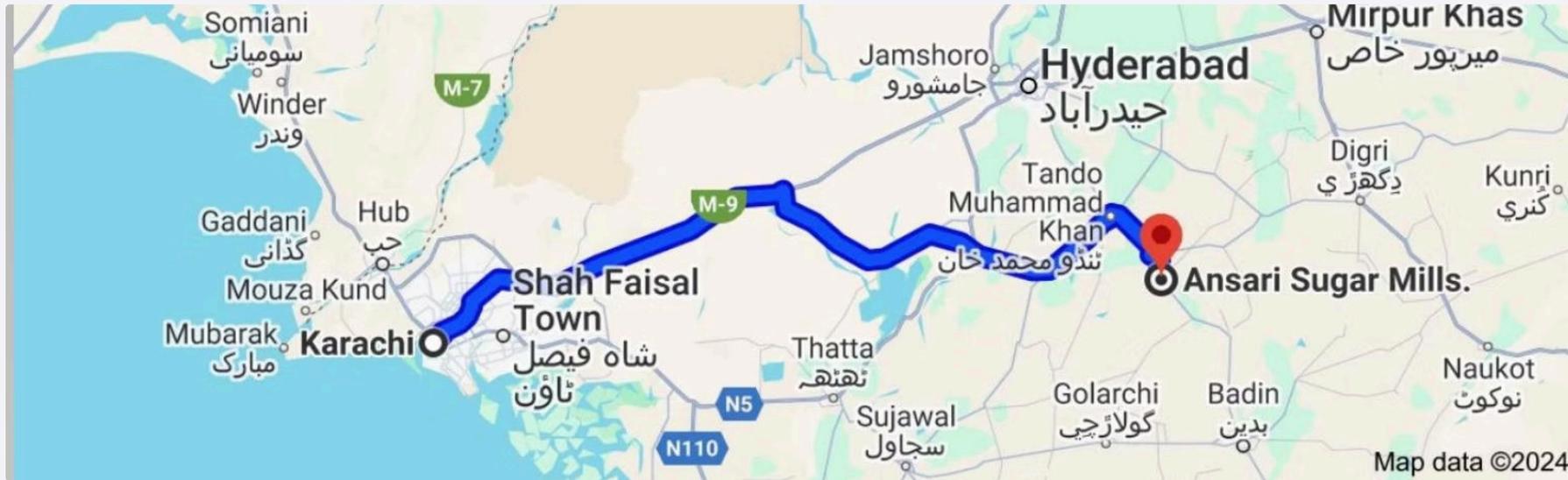
Be a leading, responsible sugar producer delivering high-quality sugar and allied products through efficient, sustainable operations.

2

Vision

Produce cost-effective products that sustain national economic contribution.

Location



**Tando
Muhammad
khan, Sindh
(Pakistan)**

Financial Snapshot (2021 to 2025)

1.67m 2025

↑ 133.26% from 2024

■ Sales (Rs mn)

281k 2025

↑ 31.94% from 2024

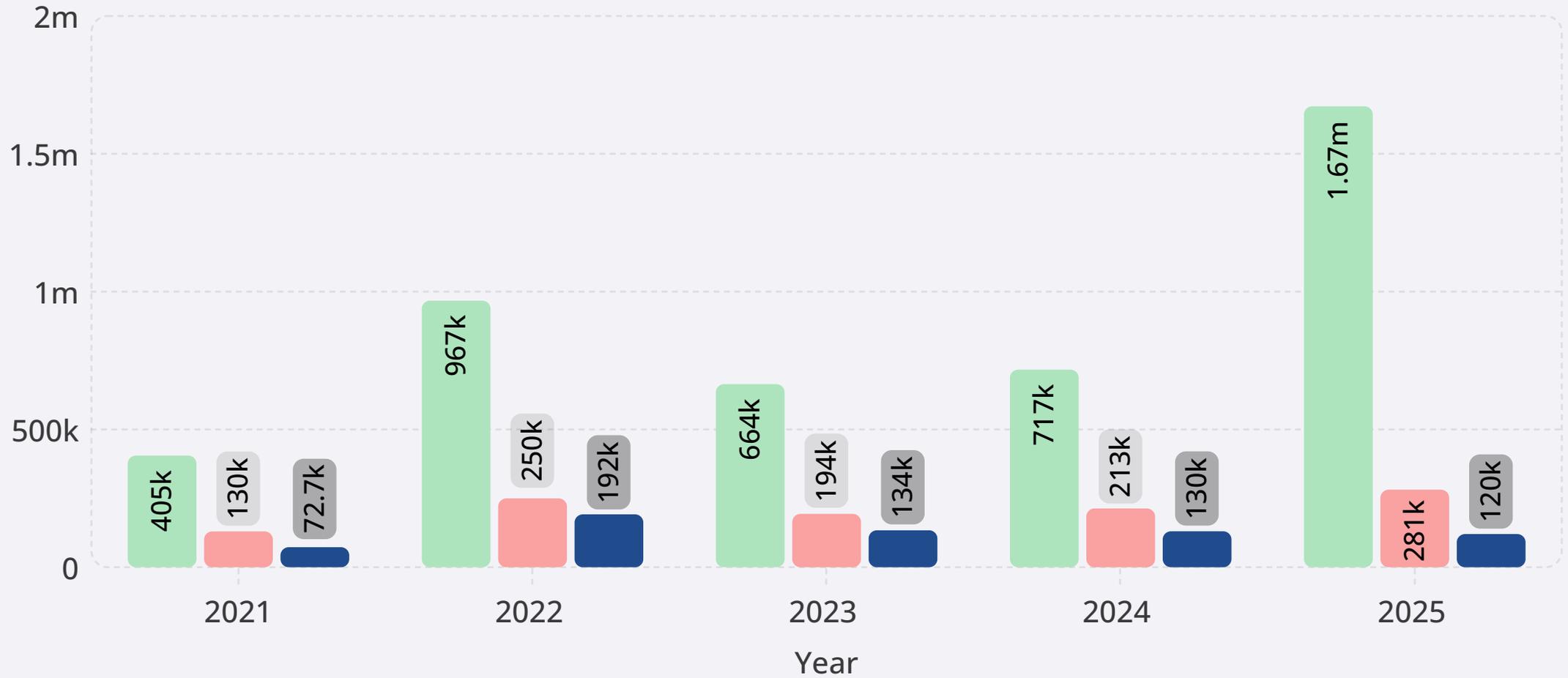
■ Gross Profit (Rs mn)

120k 2025

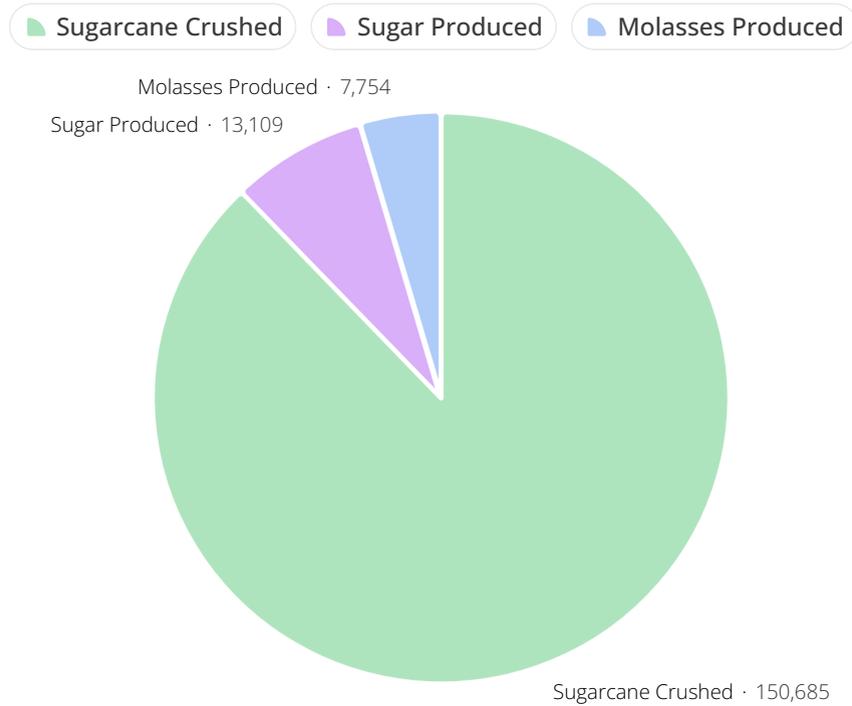
↓ 7.69% from 2024

■ Operating Profit (Rs mn)

Rs. in '000'



Production KPIs (2025) in MTs



Sugarcane Crushed

150,685 M.Tons



Sugar Produced

13,109 M.Tons



Molasses Produced

7,754 M.Tons

Six-Year Financial Performance (2020-2025)

A detailed look at Ansari Sugar Mills' financial trends over the past six fiscal years, highlighting Sales, Gross Profit, Operating Profit, and Loss Before Tax.

(Rs in '000')

Year	Sales	Gross Profit	Operating Profit	Loss Before Tax
2025	1,672,291	281,363	120,377	(545,359)
2024	716,921	213,245	130,410	(929,171)
2023	664,347	193,552	134,008	(819,575)
2022	967,206	249,733	191,837	(400,008)
2021	405,166	129,930	72,689	(348,511)
2020	175,564	56,998	7,693	(599,788)

Operational Priorities

1

Automation

Implement automated systems to boost efficiency and reduce manual labor.

2

Process Optimization

Continuously refine processes to minimize waste and maximize productivity.

3

Technology Integration

Leverage real-time monitoring and analytics to improve performance.

Industry Dynamics and Operational Overview

During the 2024/25 crushing season, sugar production in Sindh declined by approximately **20%** year-on-year, reflecting lower cane availability across the region. At the national level, total sugar production decreased to **5.86 million metric tons**, compared to **6.76 million metric tons** in the preceding season. Notwithstanding the reduced crop size, industry exports remained strong, with aggregate export volumes reported at approximately **765,734 metric tons**.

The Company's installed production capacity continues to exceed the production volumes achieved during the year. Operational activity remained constrained primarily due to limited access to banking facilities and prevailing liquidity pressures. Management is actively engaged in advanced restructuring discussions with its banking consortium, aimed at rationalizing existing obligations and strengthening the Company's financial flexibility. Successful completion of this process is expected to materially improve liquidity and support sustainable operational ramp-up.

A major corporate development during the year was the Company's exit from the **Defaulters' Segment**, enabling the resumption of share trading after a hiatus of approximately six years. This milestone marks a significant step toward restoring market confidence and enhancing shareholder value.

Key Strategic and Operational Highlights

- Progress underway on the development and implementation of the **FBR Digital Invoicing System**, aligned with regulatory digitization initiatives.
- Export of **5,003 metric tons of sugar** during the year, supporting revenue diversification and foreign exchange generation.

Future Outlook

1. Strategic Positioning in a Deregulated Market

- **Operational agility:** Deregulation of the domestic sugar sector will help in optimizing procurement strategies, free from government price constraints.

2. Enhanced Production and Efficiency

- **Yield optimization:** Drive production growth through improved sugarcane availability.

3. Market Dynamics and Pricing Strategy

- **Domestic stability:** Navigate range-bound pricing through timely crushing and disciplined supply management.

4. Financial Resilience and Liquidity Management

- **Debt restructuring:** Finalize restructuring negotiations to ease liquidity pressures and eliminate forced sales during crushing seasons.
- **Inventory optimization:** Retain stocks strategically to capture premium off-season pricing rather than full liquidation at peak production.

Thank You

Questions and Answers