

ABDULLAH SHAH GHAZI SUGAR MILLS LIMITED



**CORPORATE BRIEFING SESSION (CBS)
FY 2025 (YEAR ENDED 30 SEPTEMBER 2025)**

**PREPARED IN COMPLIANCE WITH PSX
REGULATIONS (CLAUSE 5.7A) & SECP GUIDELINES
MANDATORY HYBRID CBS BASED ON AUDITED
FINANCIAL STATEMENTS**

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COMPANY OVERVIEW



COMPANY PROFILE

- ❖ **Incorporated:** 25 February 1984 (Private) → 11 February 1990(Public) listed on Pakistan Stock Exchange
- ❖ **Principal Activity:** Manufacturing & sale of refined sugar and by-products
- ❖ **Registered Office:** 7/10, A-2 Arkay Square, Shahrah-e-liaquat, New Challi, Karachi
- ❖ **Mills:** Abdullah Shah Ghaziabad, Garho, District Thatta, Sindh
- ❖ **Daily Crushing Capacity:** 5,500 MT
- ❖ **Operative in Season 2025:** Only 23 days due to technical, financial constraints and acute sugarcane shortage

GENERAL INFORMATION

(Pakistan Sugar Industry: 2024-2025 Snapshot)



GLOBAL STANDING:

Pakistan maintains the 5th largest sugarcane acreage globally and is typically ranked as the 7th largest producer. It accounts for approximately 3.2% to 3.6% of total global sugar production.

OPERATIONAL INFRASTRUCTURE:

Approximately 90 sugar mills are currently active. These are geographically concentrated in Punjab (46 mills) and Sindh (38 mills), with a smaller presence in Khyber Pakhtunkhwa (4-8 mills).

ANNUAL PRODUCTION & CONSUMPTION:

2024/25 forecast: production is estimated at 6.8 million metric tons (MMT), a 3% increase over the previous year.

CONSUMPTION:

Domestic demand is projected at 6.6 MMT, driven by population growth and the food processing sector.

2025/26 OUTLOOK:

Preliminary forecasts suggest a potential decline to 6.15 MMT due to flood damage in key growing zones like south Punjab.

ECONOMIC IMPACT:

The industry contributes approximately 0.8% to Pakistan's total GDP and accounts for 3.5% to 4.2% of the manufacturing sector's value.

EMPLOYMENT:

The sector provides livelihoods for approximately 1.5 million people. This includes direct employment for technical experts and engineers, as well as indirect support for millions of rural farming families.

KEY POLICY SHIFTS:

In a major move toward deregulation, the government recently stepped back from setting a uniform "support price" for sugarcane, allowing market forces to play a larger role in procurement.

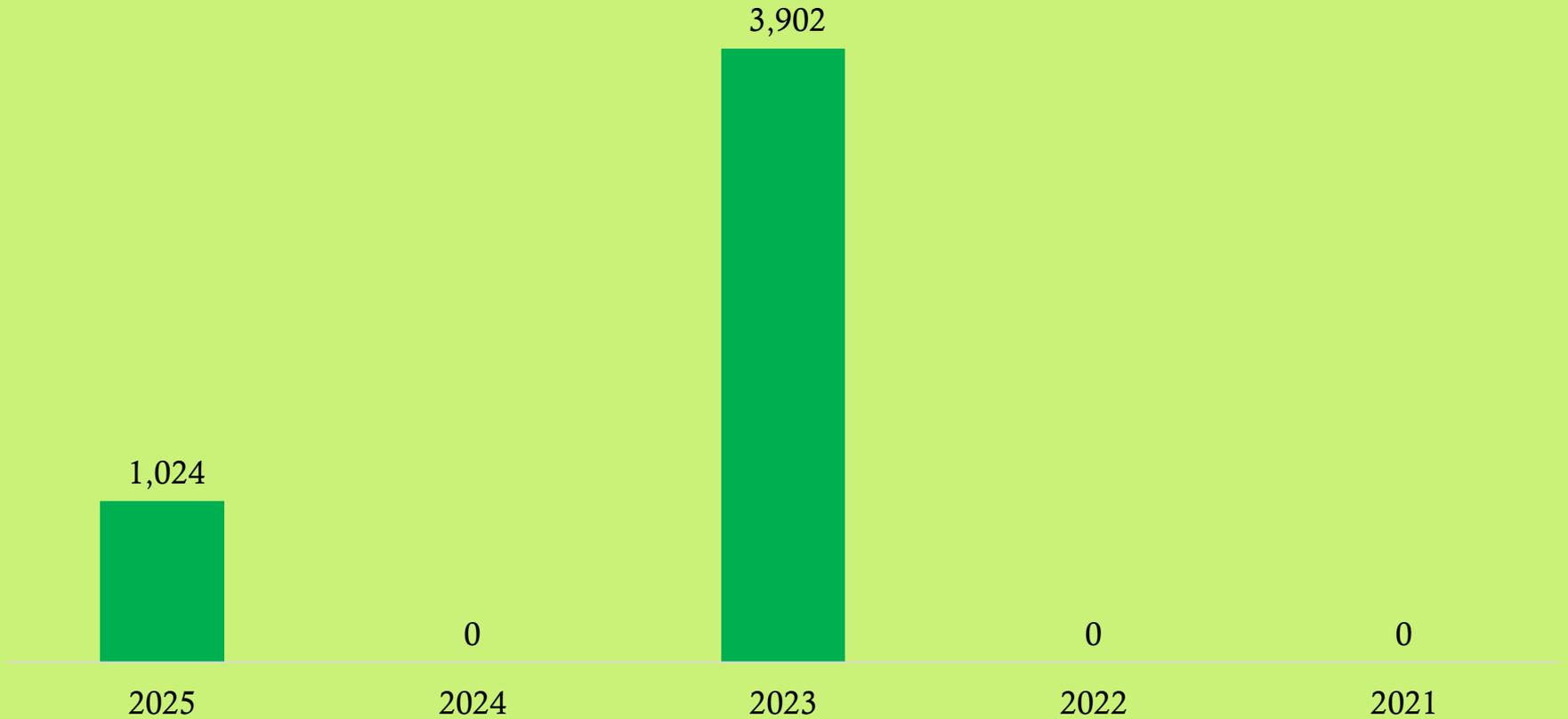
TRADE DYNAMICS:

While the government authorized approximately 750,000 tons of exports in 2024/25 (primarily to Afghanistan and Bangladesh), recent domestic price hikes to nearly Rs. 200/kg have led to renewed export restrictions to ensure local stability.

OPERATIONAL DATA



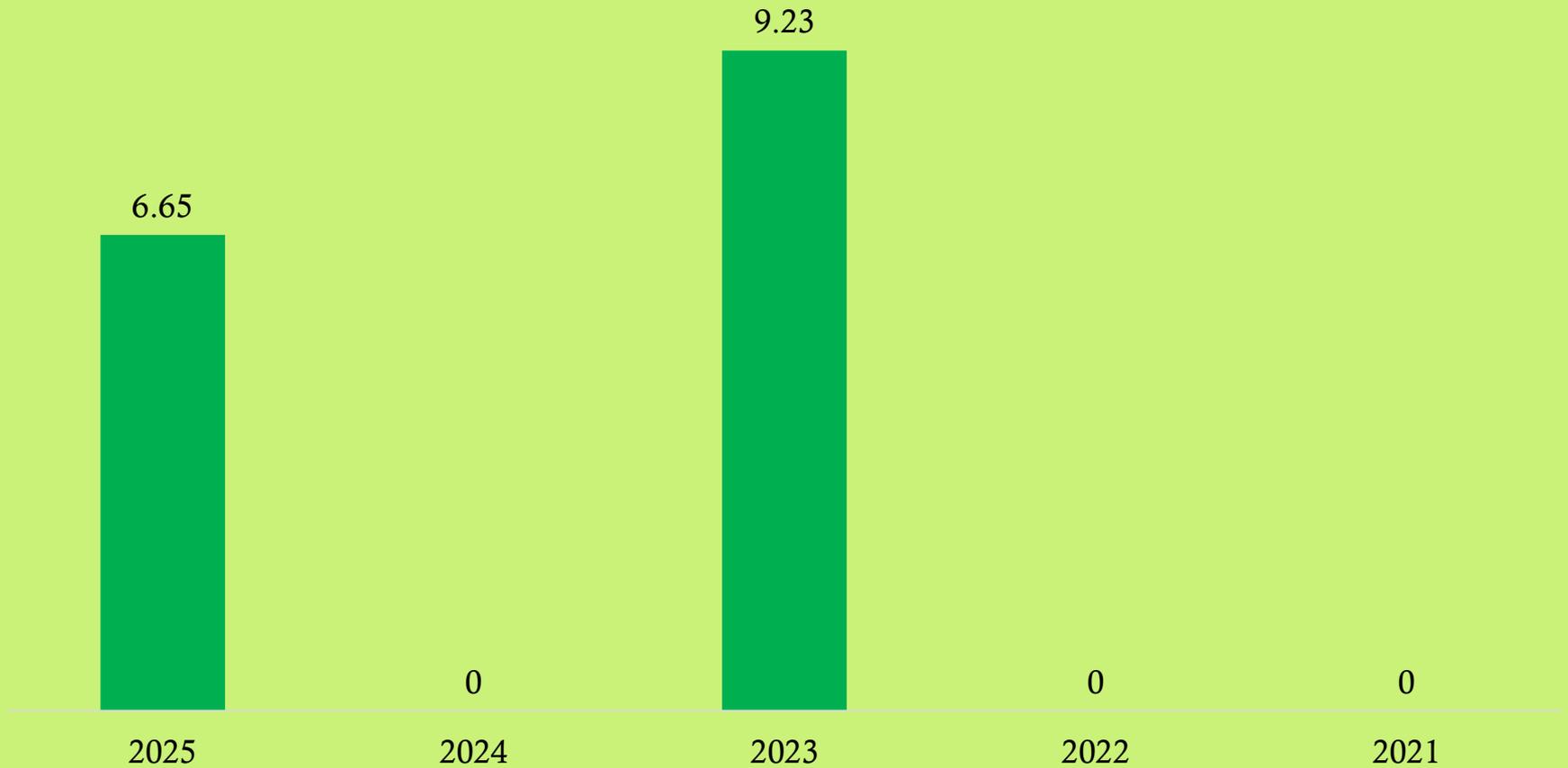
Sugar Production (MT)



OPERATIONAL DATA



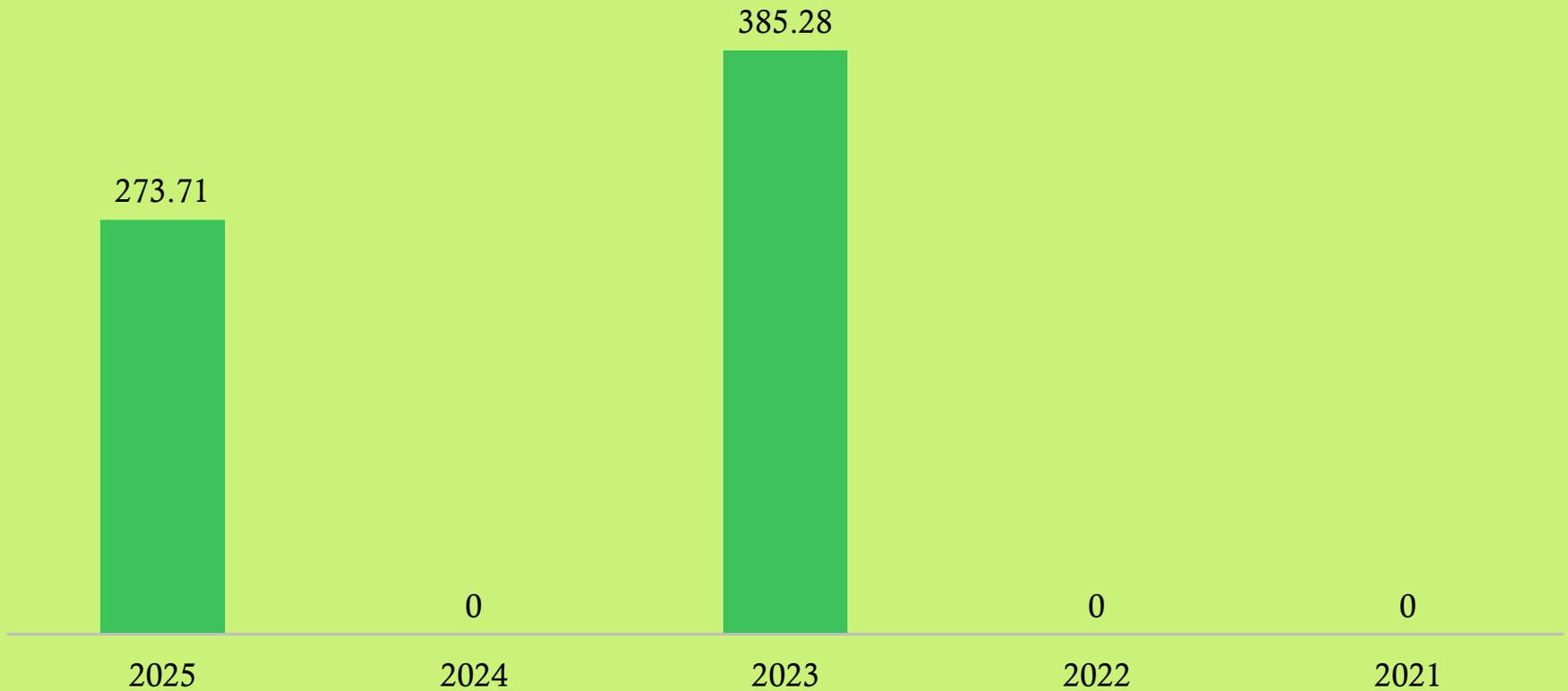
Sugar Recovery (% age)



FINANCIAL HIGHLIGHTS



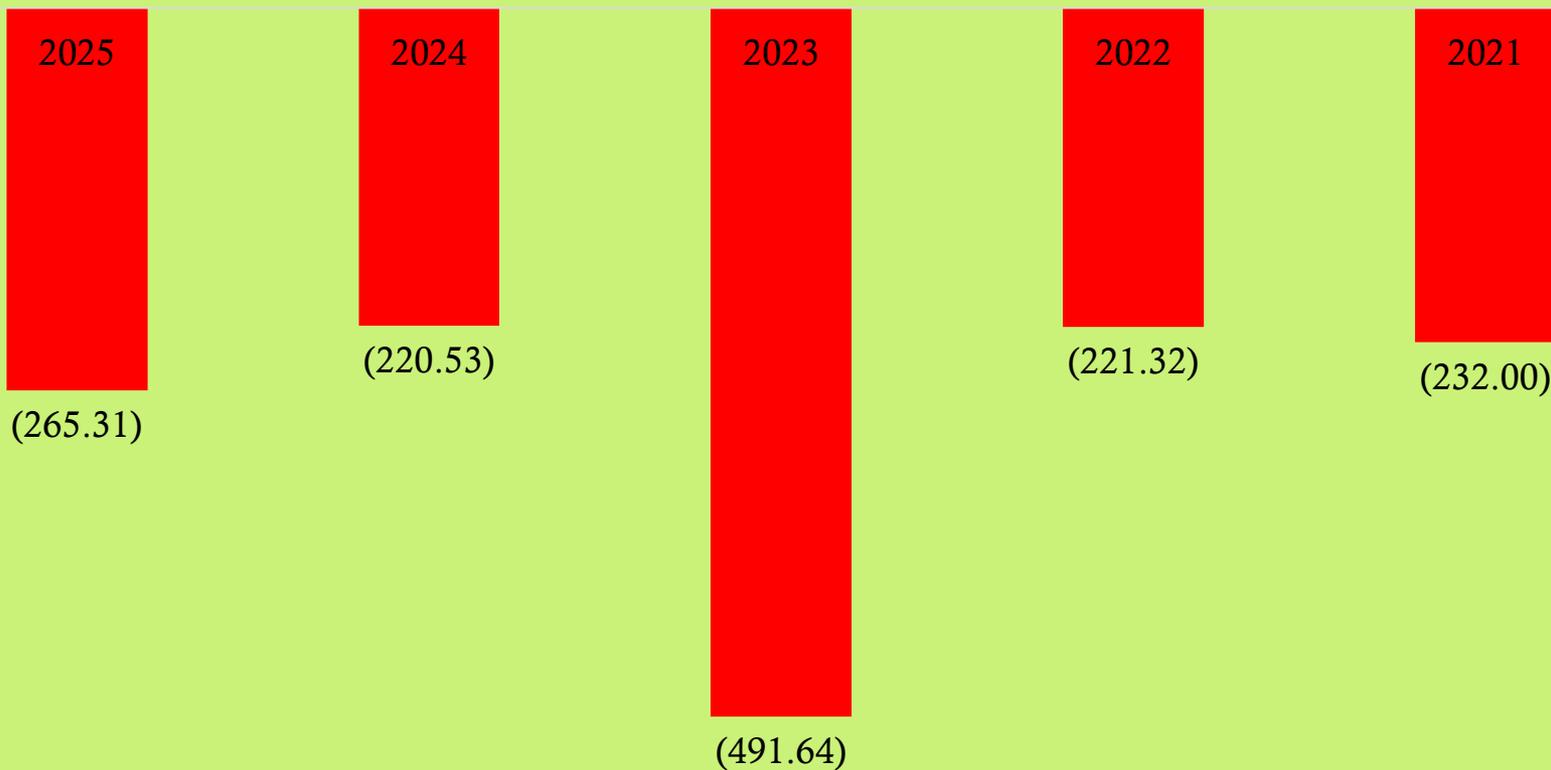
Sales (Rs in Million)



FINANCIAL HIGHLIGHTS



Operating Loss (Rs in Million)



KEY REVENUE DRIVERS



- ❖ 100% revenue from sale of refined sugar and by-products.FY2025
- ❖ sales of Rs. 273.7 million generated from limited 23-day crushing.
- ❖ No sales in FY2024 due to complete shutdown.
- ❖ Revenue directly linked to sugarcane availability, crushing days, and recovery rate.

SEGMENT REPORTING (IFRS 8)



- The Company has only one reportable operating segment: Manufacturing and sale of refined sugar and by-products.
- No separate geographical or other segments.
- All revenue, assets and liabilities relate to this single segment.

MATERIAL VARIATIONS ANALYSIS



Major reasons for variations in FY2025 vs FY2024:

1. **Sales resumption** after zero sales in FY2024, but only 23 days operation.
2. **High cost of sugarcane** – purchased up to **Rs. 517/Maund** vs Government support price Rs. 425/Maund.
3. **Finance cost** decreased by **23%** due to successful restructuring with Bank Islami Pakistan Ltd.
4. **Taxation** – credit of Rs. 88.1M (deferred tax on losses).
5. **Net loss** increased due to higher per-unit production.

KEY BUSINESS RISKS



1. **Sugarcane Availability & Supply Chain Risk:**

Sugarcane accounts for the vast majority of a mill's operating costs; any disruption in its timely and quality supply directly impacts profitability.

2. **Regulatory & Pricing Control Risk:**

The sugar industry is one of the most heavily regulated sectors, subject to overlapping federal and provincial laws that can squeeze margins.

3. **Liquidity Constraints & Financing Risk**

The seasonal nature of the industry requires massive upfront capital, making mills highly sensitive to credit market shifts.

4. **Climate & Agricultural Risk**

As an agro-based industry, sugar mills are on the front lines of environmental degradation and extreme weather.

FUTURE OUTLOOK 2025–26



- Estimated sugarcane crush: **120,000 MT** for upcoming season
- Monthly crushing capacity: **165,000 MT**
- Focus areas:
 - Maximize cane procurement from local & distant areas
 - Operational efficiency improvements
 - Continue debt restructuring benefits
 - Explore by-product optimisation

Management remains committed to turning around operations with sponsor support.

INVESTOR Q&A



- Participants may raise questions during the session via chat / voice (hybrid mode).
- All pre-submitted questions from investors will be answered live.

THANK YOU



We look forward to your continued support.

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