Ismail Industries Limited

STRENGTH IN EVERY LINK

Corporate Briefing Session



Ismail Industries Limited

Corporate Briefing Session

COMPANY OVERVIEW

Ismail Industries Limited (IIL) was incorporated as a private limited company in 1988 and converted into a public limited company in 1989. The Company's shares are listed on the Pakistan Stock Exchange (PSX) under the symbol ISIL. Over the years, IIL has continued to expand and diversify its operations, evolving into a diversified business group with a presence across multiple industries.





Ismail Industries Limited

COMPANY PROFILE

Corporate Briefing Session

Board of Directors

Mr. Muhammad M. Ismail	Chairman
Mr. Munsarim Saifullah	Chief Executive Officer
Mr. Ahmed Muhammad	Executive Director
Mr. Hamid Maqsood Ismail	Non-Executive Director
Mr. Maqsood Ismail	Non-Executive Director
Mr. Muhammad Zain	Independent Director
Ms. Tasneem Yusuf	Independent Director

Human Resource & Remuneration Committee

Mr. Muhammad Zain	Chairman
Mr. Maqsood Ismail	Member
Mr. Hamid Maqsood Ismail	Member

Audit Committee Members

Ms. Tasneem Yusuf	Chairperson
Mr. Muhammad M. Ismail	Member
Mr. Maqsood Ismail	Member

Head Office

17, Bangalore Town,
Main Shahrah-e-Faisal, Karachi,
Pakistan

Company Secretary

Mr. Abdul Basit

Legal Advisor

Mohsin Tayebaly & Co.

Auditor

Grant Thornton Anjum Rahman
Chartered Accountants

Chief Financial Officer

Mr. Ahmed Raza Parekh

Share Registrar

THK Associates (Pvt.) Limited

Bankers / Institutions

- Meezan Bank Limited
- Habib Bank Limited
- Askari Bank Limited
- National Bank of Pakistan
- MCB Bank Limited
- Allied Bank Limited
- Bank Al Falah Limited
- JS Bank Limited
- United Bank Limited
- Faysal Bank Limited
- Bank AL Habib Limited
- Bank of Punjab

Ismail Industries Limited

GROUP DIVISIONS

Corporate Briefing Session

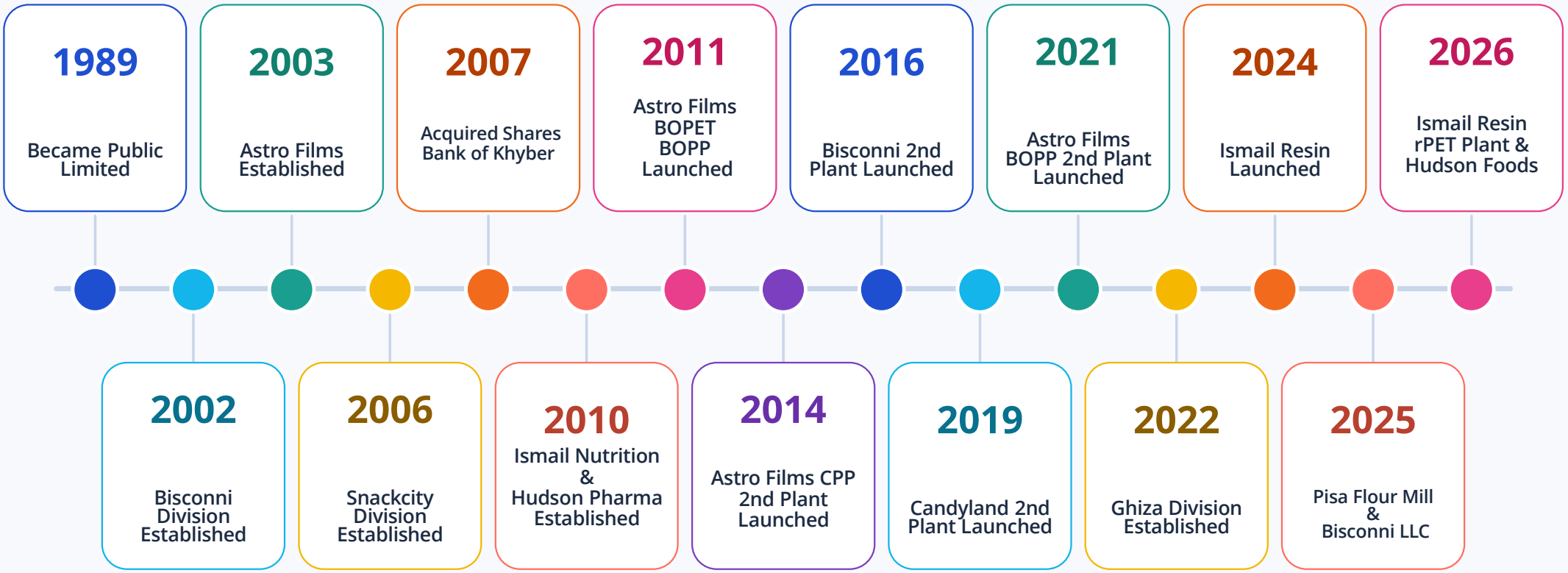
Ismail Industries Limited has a diversified portfolio of businesses operating across various sectors, including confectionery, biscuits, snacks, food products, nutrition, pharmaceuticals, and packaging materials. Its group divisions include Candyland, Bisconni, Bisconni LLC, Ghiza, Ismail Nutrition, Cereal, SnackCity, Astro Films, Ismail Resin, and Hudson Pharma. Together, these businesses strengthen the Group's market presence, support product innovation, and contribute to its growth across local and international markets.

Candyland | Bisconni | Ghiza | Ismail Nutrition | Cereal | Snackcity | Astro Films | Ismail Resin | Hudson Pharma | Bisconni LLC



OUR JOURNEY TO SUCCESS

MILESTONES

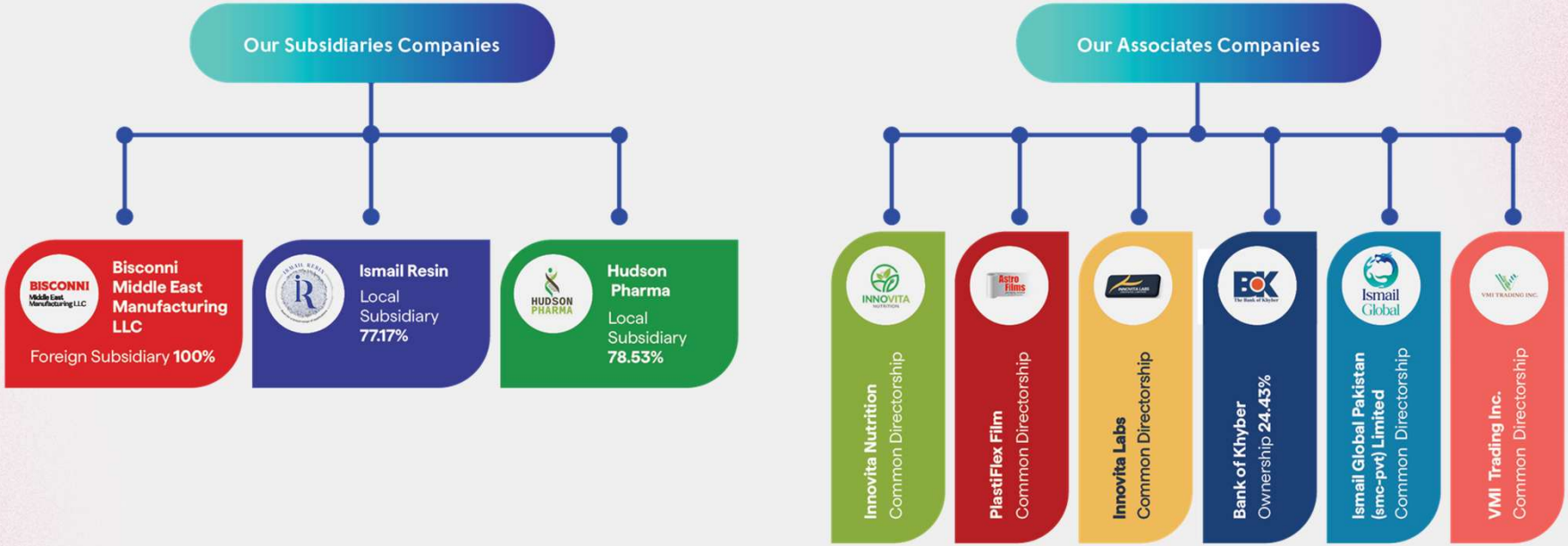


Company milestones in chronological order, 1989 to 2026.

Ismail Industries Limited

OWNERSHIP STRUCTURE

Corporate Briefing Session



Ismail Industries Limited has a diversified portfolio comprising both subsidiary and associate companies. Its subsidiaries include Bisconni Middle East Manufacturing LLC, a wholly owned foreign subsidiary, Ismail Resin, in which the IIL holds 77.17%, and Hudson Pharma, with a 78.53% shareholding. The Group's associate companies include Innovita Nutrition, Plastiflex Films, Innovita Labs, Bank of Khyber (24.43% ownership), Ismail Global Pakistan Limited, and VMI Trading Inc. These investments strengthen the Group's presence across food, nutrition, packaging, banking, pharmaceuticals, and international markets.

Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

CandyLand established in June 1988, is Ismail Industries Limited's flagship confectionery business, offering a diverse range of quality products advanced manufacturing capabilities and a strong nationwide distribution network. and All products are manufactured in accordance with internationally recognized food safety standards and are certified under ISO 22000 and Halal-certified by SANHA.

OUR PRODUCT PORTFOLIO

- Jellies
- Chocolate Spreads
- Candies & Toffees
- Chews & Gums
- Marsh mallow
- Milk & Dark Chocolates
- Lollipops
- Beans



Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

Bisconni, established in 2002, is one of Pakistan's leading biscuit manufacturers and a key business of Ismail Industries Limited. With a strong focus on quality, innovation, and consumer satisfaction, Bisconni offers a diverse range of products catering to everyday snacking and premium indulgence.

OUR PRODUCT PORTFOLIO:

- Chocolate Chip Cookies
- Cake Rusk
- Butter Cookies
- Wafers
- Cakes
- Plain Biscuits
- Chocolate Filled Cookies
- Sandwich Biscuits



Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

Ghiza, established in 2022 as an initiative of Ismail Industries Limited, operates a 240 TPD Bühler roller mill in Karachi, with an annual production capacity of 86,400 tons. Equipped with advanced technology and modern quality control systems, Ghiza produces customized, fortified, and specialized flours to meet evolving market needs and nutritional standards.

غذا GHIZA

OUR PRODUCT PORTFOLIO:

- FINE ATTA
- CHAKKI ATTA
- MULTI GRAIN
- BASEN
- SUJI
- MAIDA



Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

Malnutrition remains a major global challenge, particularly among children from low-income communities in Pakistan. In response, Ismail Industries Limited established its Ismail Nutrition Division in 2010 to manufacture lipid-based nutritional products. With a production capacity of 240 metric tons per day, Ismail Nutrition supplies both local and international markets and is an approved supplier to UNICEF, WFP, MSF, ACF and other humanitarian organisations, contributing towards the global fight against malnutrition.

ISMAIL NUTRITION

CEREAL



Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

Astro Films, established in 2003, is the flexible packaging division of Ismail Industries Limited, manufacturing BOPET, CPP, and BOPP films at its facilities in Hub and Port Qasim, Karachi. With an annual film production capacity of 63,000 tons and metallization capacity of 19,000 tons, Astro Films serves domestic and international markets across five continents, supported by advanced technology, quality products, and reliable customer service.



Ismail Industries Limited

BUSINESS SEGMENTS

Corporate Briefing Session

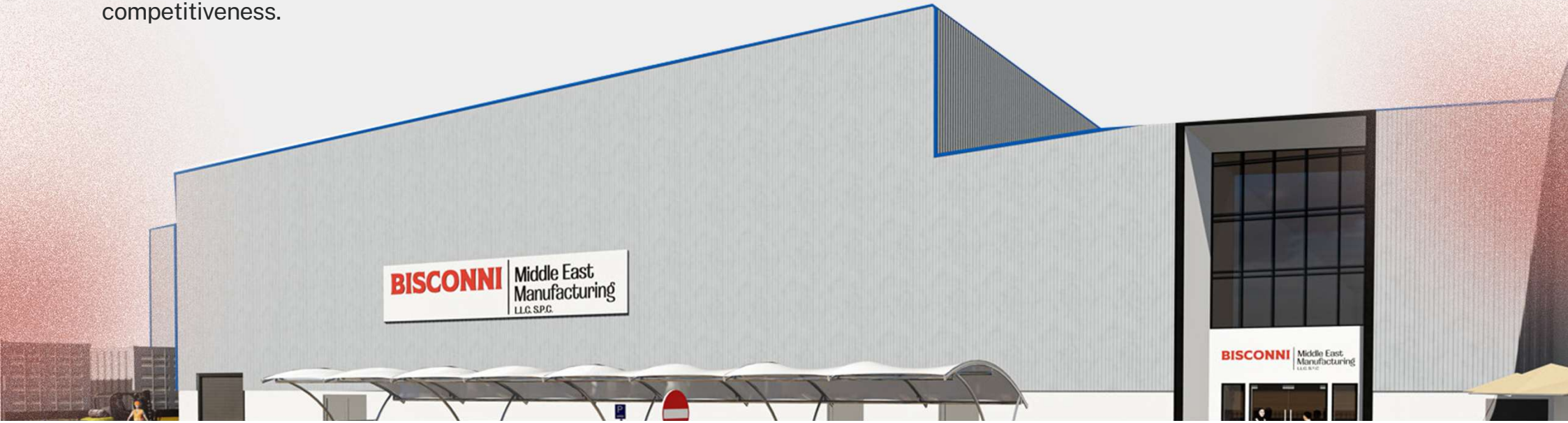
Ismail Resin (Private) Limited

Established in 2021, Ismail Resin is a subsidiary of Ismail Industries Limited, marking the Group's expansion into PET resin manufacturing. Located at Port Qasim, Karachi, the facility commenced commercial operations in April 2024, with a production capacity of 300 tons per day. It utilizes globally licensed CP technology from Oerlikon Barmag, Germany, and SSP technology from Polymetrix, Switzerland, enabling advanced and high-quality PET resin production.



Bisconni Middle East Manufacturing – L.L.C

During FY2025–26, Ismail Industries Limited advanced its global expansion through its wholly owned subsidiary, Bisconni Middle East Manufacturing – L.L.C. (S.P.C.), established in Abu Dhabi, UAE. The state-of-the-art facility will manufacture biscuits, wafers, chocolate, sugar confectionery and bakery products, strengthening the Group's presence across the Middle East, Africa, Europe and Asia through improved market access, supply-chain efficiency and international competitiveness.



Ismail Industries Limited

AWARDS & ACHIEVEMENTS

Best Corporate Report awards 2024 (Merit) FMCG Sector

Top Exporter in the Processed Food Sector by the GOP

Bronze Effie for Bisconni Prime - Pakistan's First Local Premium Biscuit Category Launch in the Snacks & Desserts Category at the Effie Awards 2026

Bisconni Cake Rusk - Pakistan Digital Awards for Best Social Media Campaign (Facebook) & Best Influencer Marketing Campaign

Corporate Briefing Session



Top Exporter in the Processed Food Sector by the GOP



Best Corporate & Sustainability Report awards 2024 (Merit) FMCG Sector

Securing **1st Position in the Best Corporate Report Award 2025 in the FMCG Sector** is a testament to our steadfast commitment to financial integrity, governance, and transparency. This prestigious recognition reflects the continuous dedication of our financial reporting and management teams in upholding benchmark accounting standards, robust internal controls, and comprehensive disclosures. By delivering clear, accurate, and strategic financial insights, we remain focused on building sustainable long-term value and fostering trust among our shareholders, regulators, and market partners.



Sustainability Award Winner for Circular Economy & Resource Efficiency

We are pleased to share that **Ismail Resin** has received the Sustainability Award in the **Circular Economy & Resource Efficiency category** at the 29th Sustainable Development Conference (SDC) and 4th Sustainability Investment Expo (SIE), organised by the Sustainable Development Policy Institute (SDPI), for its Waste to Resource project.

This recognition highlights our efforts to strengthen post-consumer PET recovery and recycling, bringing discarded plastic back into the production cycle as a valuable resource.

Congratulations to our team and partners working to strengthen Pakistan's plastic recycling value chain.



Ismail Industries Limited

Corporate Briefing Session

Sustainability Performance & CSR



Ismail Industries Limited

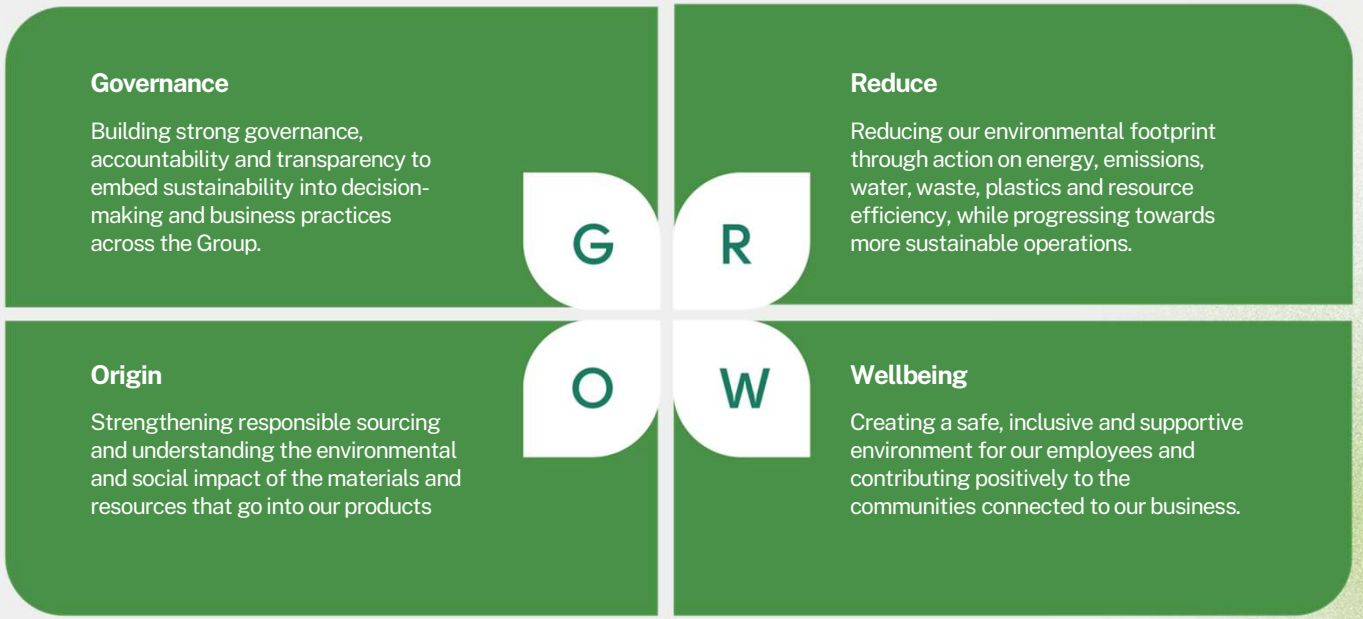
SUSTAINABILITY PERFORMANCE & CSR

Corporate Briefing Session

Driving Sustainable Growth

Our sustainability journey is guided by I-Sustain, a framework that integrates our commitments and initiatives to build a responsible and resilient business. It provides a unified approach to embedding sustainability across our operations and achieving measurable progress.

I-Sustain is built around four pillars: GROW — Govern, Reduce, Origin and Wellbeing, focusing on strong governance, environmental impact reduction, responsible sourcing, and the wellbeing of our people and communities across Food, Pharma, Packaging, Resin and Nutrition.



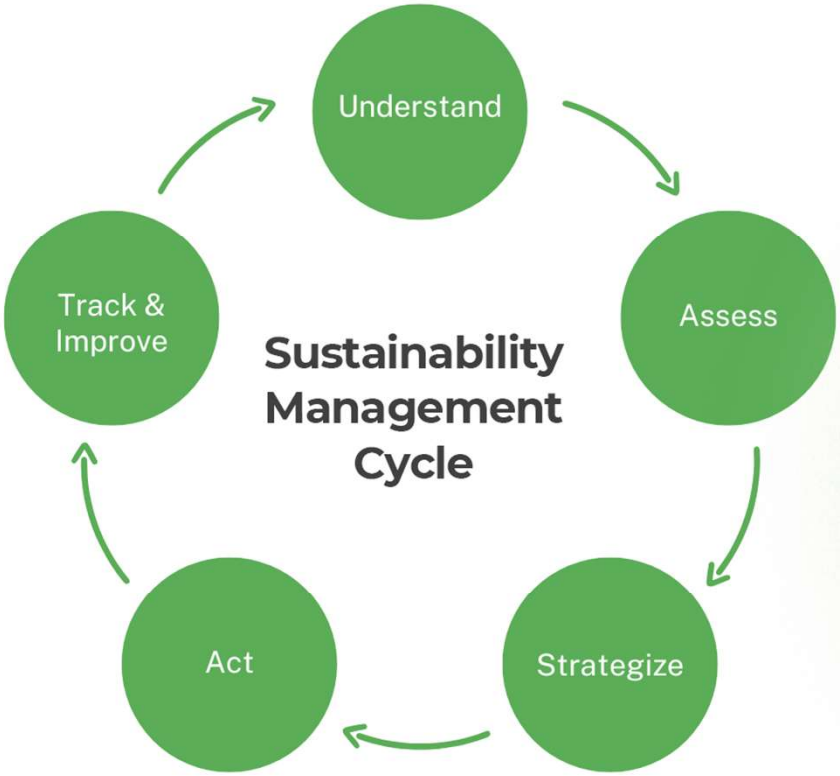
I- Sustain Pillars

Sustainability Management Cycle

Our sustainability management approach follows a continuous cycle of identifying impacts, assessing performance, setting priorities, implementing initiatives, and reviewing progress to support long-term improvement.

We assess the environmental and social impacts of our operations, along with relevant risks, opportunities, and stakeholder expectations. Our performance is evaluated against established baselines to identify areas requiring further action and improvement.

These assessments guide our sustainability priorities, targets, and action plans under I-Sustain. Progress is regularly monitored and reviewed across our businesses, enabling us to refine priorities, strengthen performance, and advance our sustainability commitments.



Ismail Industries Limited

SUSTAINABILITY PERFORMANCE & CSR

Corporate Briefing Session

Highlights of Company's Sustainability performances and initiatives

Social & Environmental:

The Company is committed to creating long-term stakeholder value through a safe, diverse, equitable, and inclusive workplace. By promoting stakeholder engagement, employee development, and responsible business practices, we aim to support sustainable growth and contribute positively to the communities in which we operate.

- **Unlocking Creative Potential**
- **Children's Day**
- **First Aid Training**
- **Empowering Creative Community**
- **Crafting Creative Skills**
- **Employee Development – Food Safety & Quality Training**



Ismail Industries Limited

SUSTAINABILITY PERFORMANCE & CSR

Corporate Briefing Session















Sustained Support for Ismail Academy and Khadijah Girls College

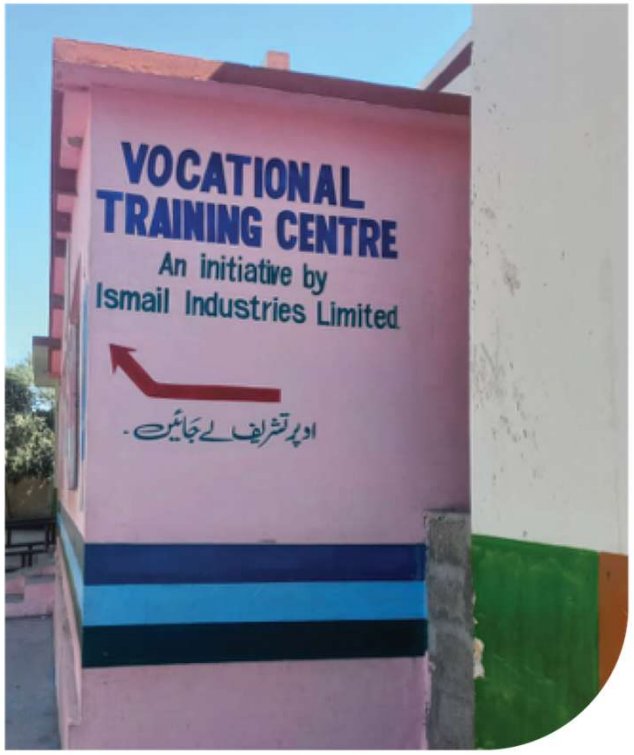
Ismail Industries continues its support for Ismail Academy and Khadijah Girls College, reaffirming its commitment to expanding access to quality education for underprivileged students. The Company's continued sponsorship has benefited approximately 1,000 students through access to modern learning resources and extracurricular activities, supporting their academic, personal and social development.

Ismail Industries Limited

SUSTAINABILITY PERFORMANCE & CSR

Corporate Briefing Session





Vocational Training Centre:

As part of its commitment to inclusive community development and women's empowerment, Ismail Industries inaugurated a Vocational Training Centre in Hub to provide young women with practical stitching and tailoring skills. The initiative is aimed at enhancing employability, promoting economic self-reliance and enabling beneficiaries to contribute more effectively to their families and communities.

Ismail Industries Limited

SUSTAINABILITY PERFORMANCE & CSR

Corporate Briefing Session

Corporate Social Responsibilities (CSR) Activities

Ismail Industries Limited is deeply committed to community welfare and supports various healthcare education, and social organizations across Pakistan.

Its contributions extend to leading institutions such as SIUT, LRBT, The Kidney Centre, Patel Hospital, and Cancer Foundation Hospital for accessible healthcare.

In education and child development, the company partners with The Citizens Foundation, SOS Children's Villages, and The Hunar Foundation.

It also supports welfare organizations like Saylani Welfare Trust, Al Mustafa Welfare Society, and Baitussalam, promoting inclusive growth and socia lbetterment.



Ismail Industries Limited

Corporate Briefing Session

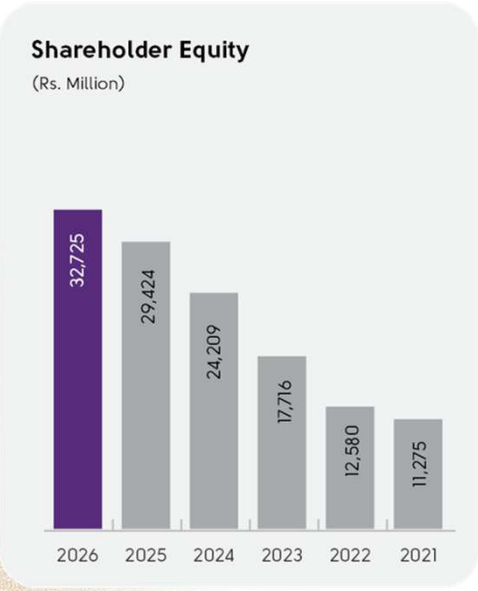
Analysis of the Financial Information

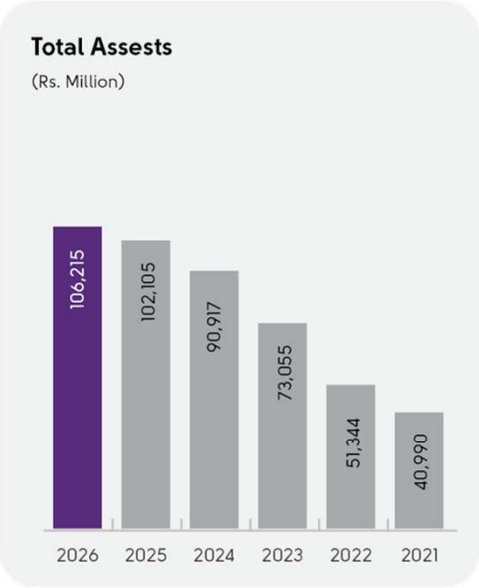


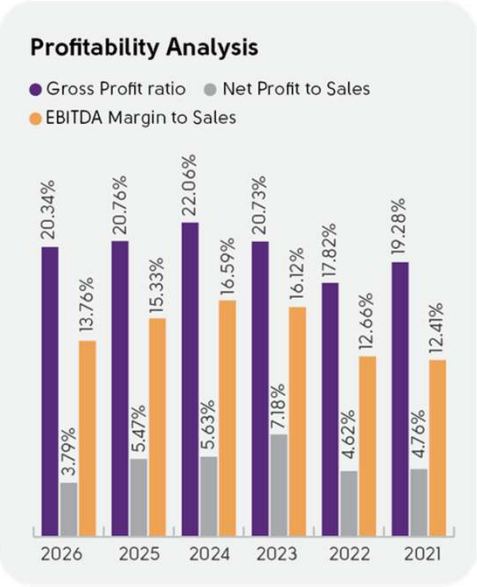
Ismail Industries Limited

ANALYSIS OF THE FINANCIAL INFORMATION

Corporate Briefing Session







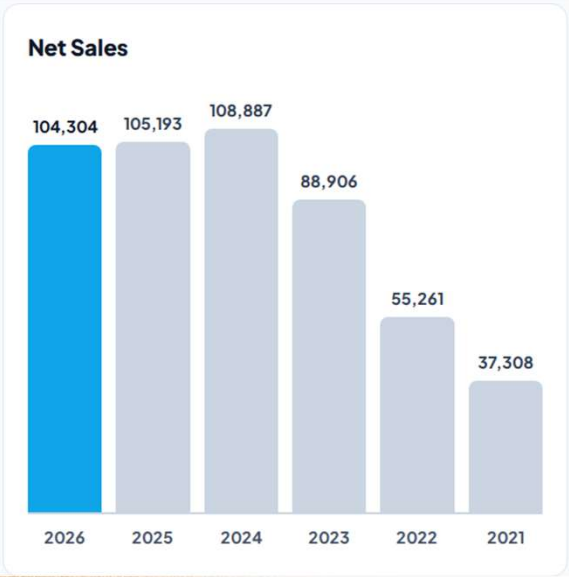


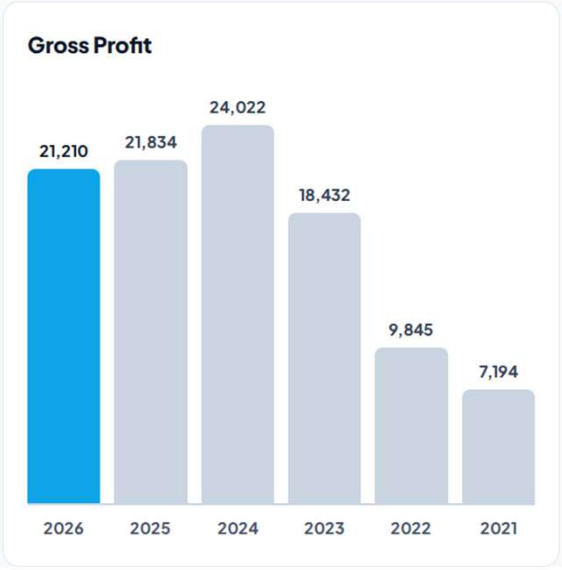
Graphical Analysis

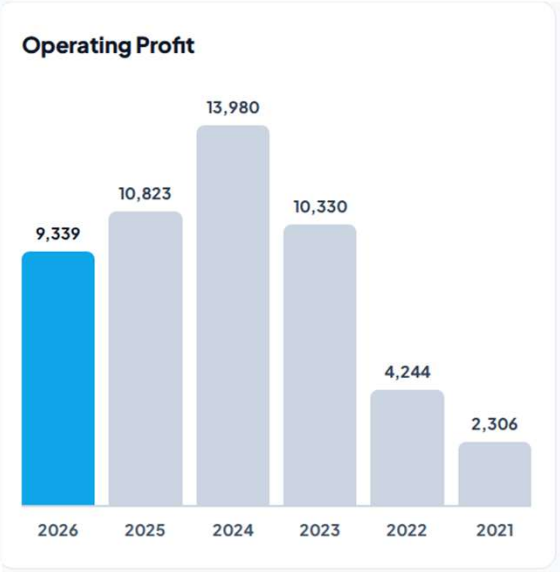
Ismail Industries Limited

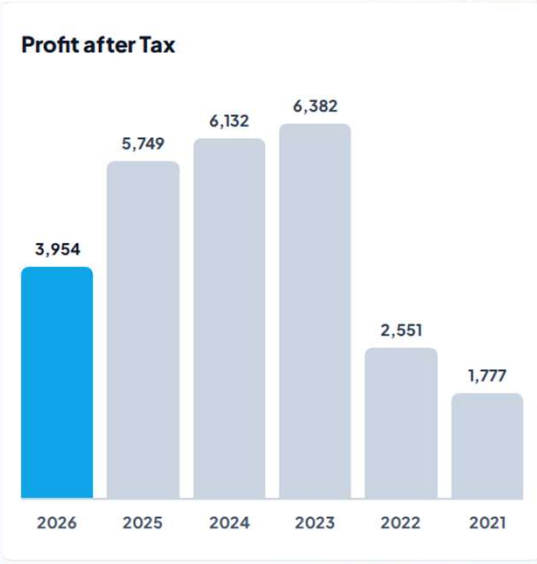
ANALYSIS OF THE FINANCIAL INFORMATION

Corporate Briefing Session







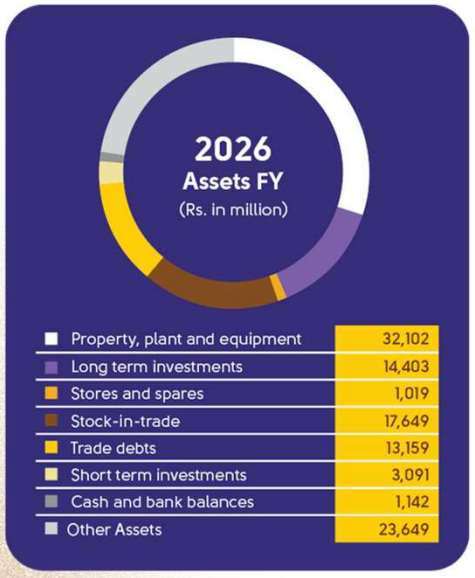


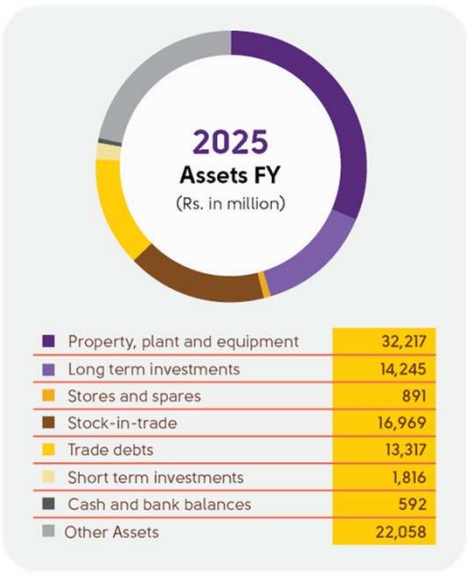
Graphical Analysis

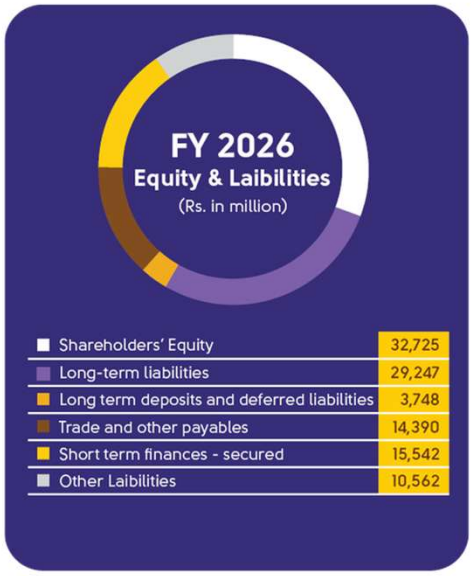
Ismail Industries Limited

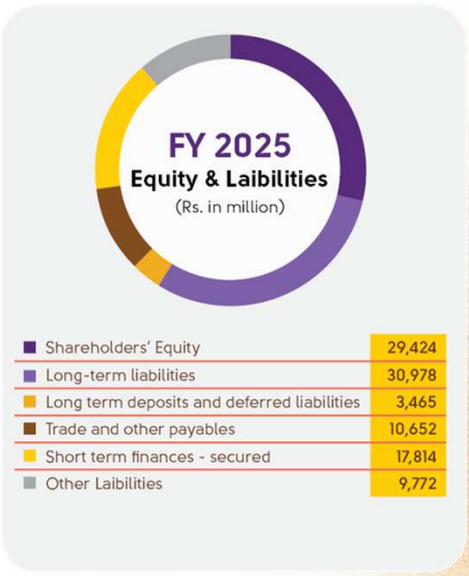
ANALYSIS OF THE FINANCIAL INFORMATION

Corporate Briefing Session









Composition of Statement of Financial Position

Ismail Industries Limited

ANALYSIS OF THE FINANCIAL INFORMATION

Corporate Briefing Session

Financial Ratios	UOM	2026	2025	2024	2023	2022	2021
Profitability Ratios							
Gross Profit ratio	%	20.34%	20.76%	22.06%	20.73%	17.82%	19.28%
Net Profit to Sales	%	3.79%	5.47%	5.63%	7.18%	4.62%	4.76%
EBITDA Margin to Sales	%	13.76%	15.33%	16.59%	16.12%	12.66%	12.41%
Liquidity Ratios							
Current ratio	Times	1.22	1.25	1.12	1.19	1.14	1.02
Quick / Acid test ratio	Times	0.84	0.85	0.81	0.64	0.61	0.46
Cash flow coverage ratio	Times	0.28	0.13	0.12	0.11	0.27	0.15
Investment /Market Ratios							
Earnings per Share (EPS) and diluted EPS	Rs.	59.59	86.64	92.41	96.17	38.44	26.77
Price Earnings ratio	Times	32.71	20.97	14.79	5.46	12.92	15.31
Dividend Payout ratio	%	8.39%	5.77%	10.82%	12.48%	10.40%	14.94%
Capital Structure							
Debt to Equity ratio	Times	1.61	1.93	2.08	2.39	2.56	2.01
Interest Cover /Time Interest earned ratio	Times	2.37	2.54	2.04	2.71	3.40	4.19

Financial Ratios

Way Forward

- **Economic Outlook:** Pakistan's economy is expected to grow by 4.0% in FY2026–27, supported by improving macroeconomic stability.
- **Geopolitical Risks:** Middle East tensions, particularly the US-Iran conflict, may create uncertainty and inflationary pressures.
- **Operational Efficiency:** Strengthening supply chains, improving productivity, optimising capacity utilisation and accelerating digital transformation.
- **International Expansion:** Selective market expansion with emphasis on profitability, customer quality and sustainable growth.
- **Strategic Investments:** Continued focus on vertical integration, Abu Dhabi manufacturing operations, recycling, renewable energy and technology.

THANK YOU

Question & Answer Session

