



PUNJAB OIL MILLS LIMITED

An ISO 9001, 14001, 45001, FSC 22000 & Halal Certified Company

June 16, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road,
Karachi

CORPORATE BRIEFING SESSION

Dear Sir,

This is to inform you that the Corporate Briefing Session of **Punjab Oil Mills Limited** will be held on Thursday, June 22, 2023, at 10:00 AM via Zoom to brief the investors and analysts about the Company's current financial performance and outlook. The flyer for the Corporate Briefing Session is attached herewith. The shareholders registering to connect through Zoom are required to send their name, folio number email address, and cell number in an email address to cs@punjaboilmills.com with subject "Registration for Punjab Oil Mills Limited Corporate Briefing Session".

The analysts registering to connect through Zoom are required to send their name, email address, cell number and name of the institution, they represent in an email address to cs@punjaboilmills.com with subject "Registration for Punjab Oil Mills Limited Corporate Briefing Session". The login credentials for the session will be shared with the analysts whose emails containing all the required particulars are received at the given email address before 03:00 PM on June 20, 2023.

You may please inform the TRC Certificate Holders of the Exchange accordingly.

Thanking you

Yours faithfully,
For **PUNJAB OIL MILLS LIMITED**

Company Secretary



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CORPORATE BRIEFING SESSION

You are cordially invited to the Corporate Briefing Session of Punjab Oil Mills Limited wherein the Company's senior management shall discuss the Company's financial performance and outlook.

Date and Day: June 22, 2023 Thursday

Mode: Through Zoom Meeting

Registration: 09:30 AM

Presentation: 10:00 AM

QA: 10:45 AM

Presentation attached herewith for your review.



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CORPORATE BRIEFING SESSION 2023

22nd Jun 2023



USMAN I MALIK, CFA - CEO

AGENDA



- What we will cover:
 - Background
 - Financial Highlights
 - General business outlook
 - CSR
- What we will not cover
 - Material information that has not been made public
 - Financial forecasts

DISCLAIMER

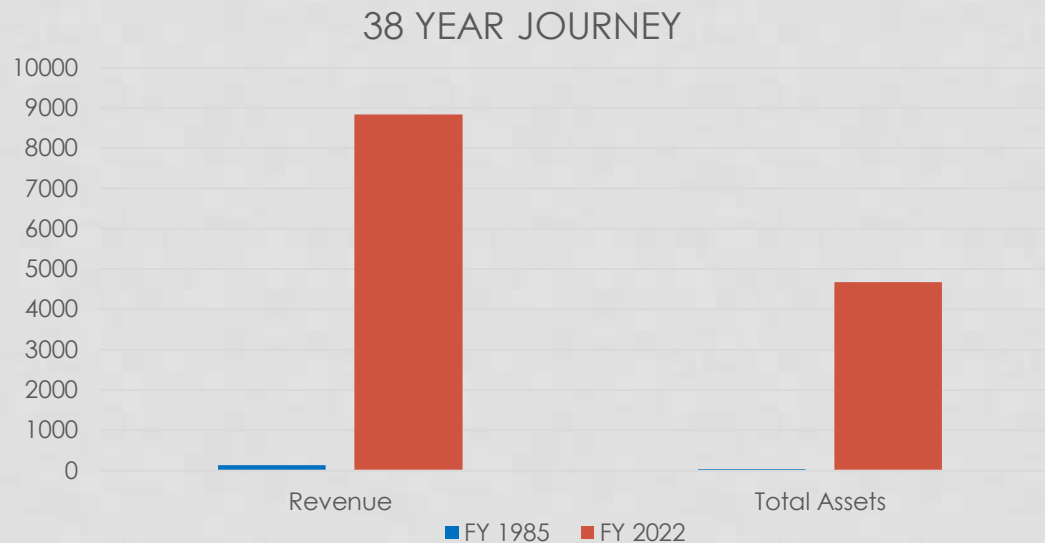


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- Past performance should not be taken as an indication or guarantee of future results.
- By attending this presentation, you are agreeing to be bound by the foregoing limitations

BACK GROUND



- Manufacturer of edible oils and fats based in Islamabad, Pakistan.
- Established in 1983 – 38 years pedigree.
- Make and market a wide range of cooking and baking mediums and other speciality fats under the flagship brand names of Zaiqa, CanOlive & Naturelle.



Mission Statement

To achieve excellence in the development, production, and marketing of edible oils & fats and soap products in order to maximize customer satisfaction, achieve high levels of growth, minimize costs and maximize profits; resulting in a secure and rewarding investment for our stakeholders and investors.

Our Vision

To establish POML as a growing and diversified Food and Consumer goods Company that consistently exceeds customer expectations by delivering the highest standards in product development, production, distribution and marketing, while maximizing shareholder value by efficient allocations of the company's resources.

POML seeks to combine innovation and creativity with diligent resource and risk management to consistently create value for all its stakeholders and play a meaningful and sustainable role in the economic and social development of the country.

POML has no wish to influence people in their personal beliefs but specifically disassociates itself from any activity that challenges our commitment to cultural diversity and equal opportunities



BRAND PORTFOLIO CONSUMER PREMIUM



CANOLIVE[®]
Premium Cooking Oil

ZAIQA[®]
COOKING OIL

Naturelle[™]
COOKING OIL

TFL
ZAIQA[®]
Banaspati



TERRA DI OLIO

BRAND PORTFOLIO CONSUMER - GENERAL



BRAND PORTFOLIO SPECIALTY FATS



Some B2B customers
served in past 6 months



DISTRIBUTION



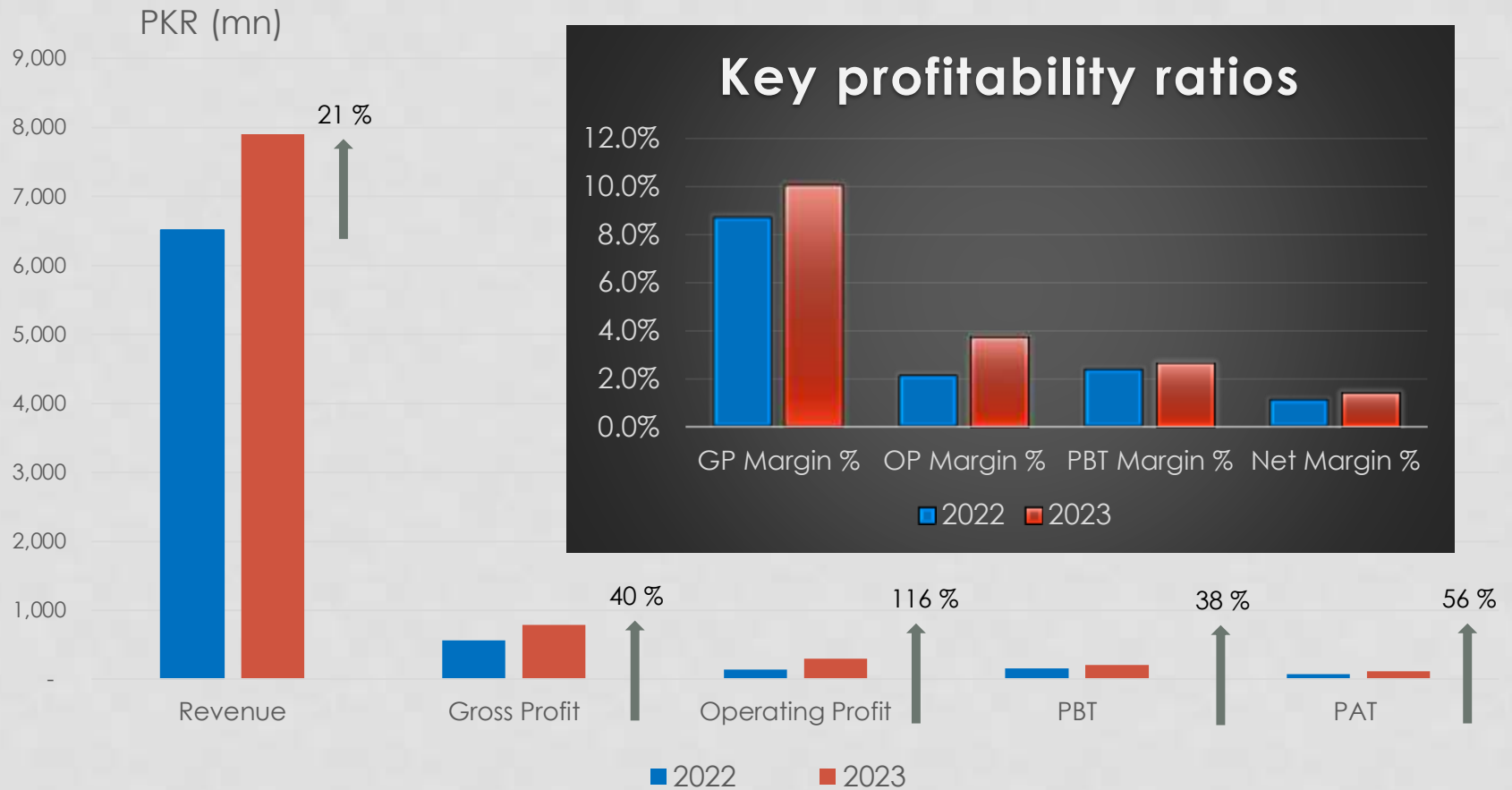
Production:
Islamabad

Warehouses:
Islamabad
Lahore
Karachi

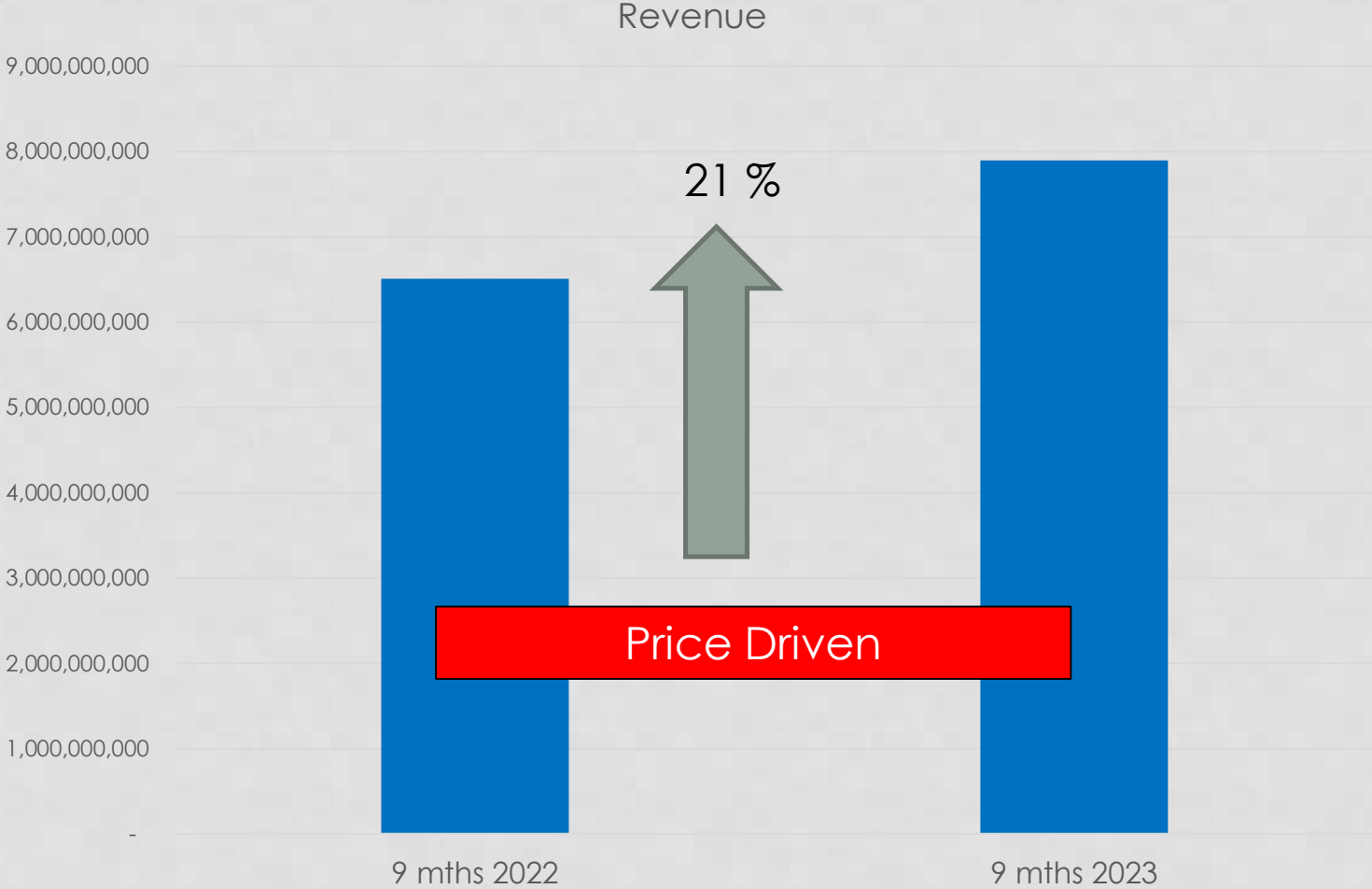
OPERATIONAL ACHIEVEMENTS



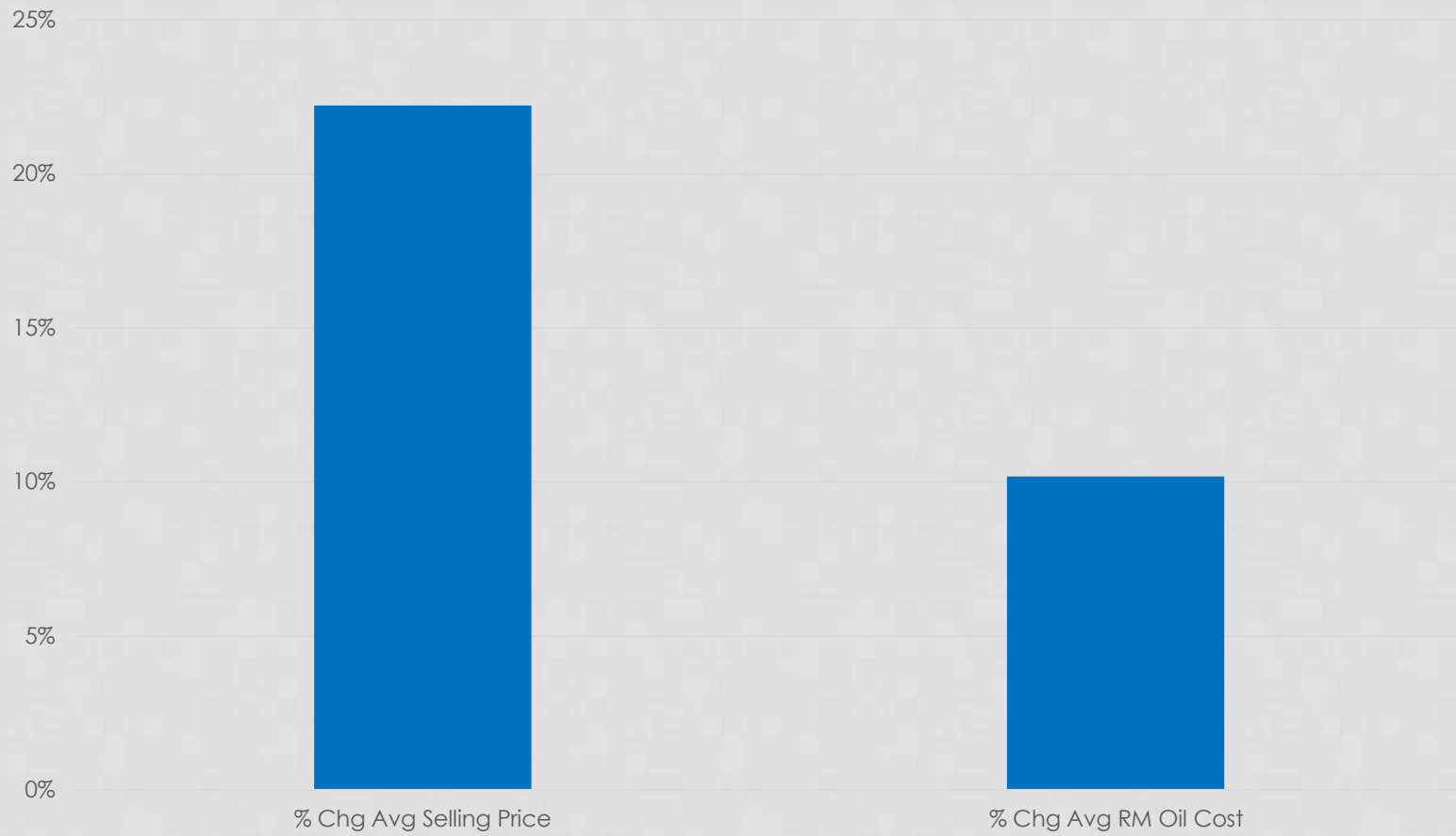
FY 2023 9MTH SUMMARY



TOP LINE



GROSS MARGIN UP

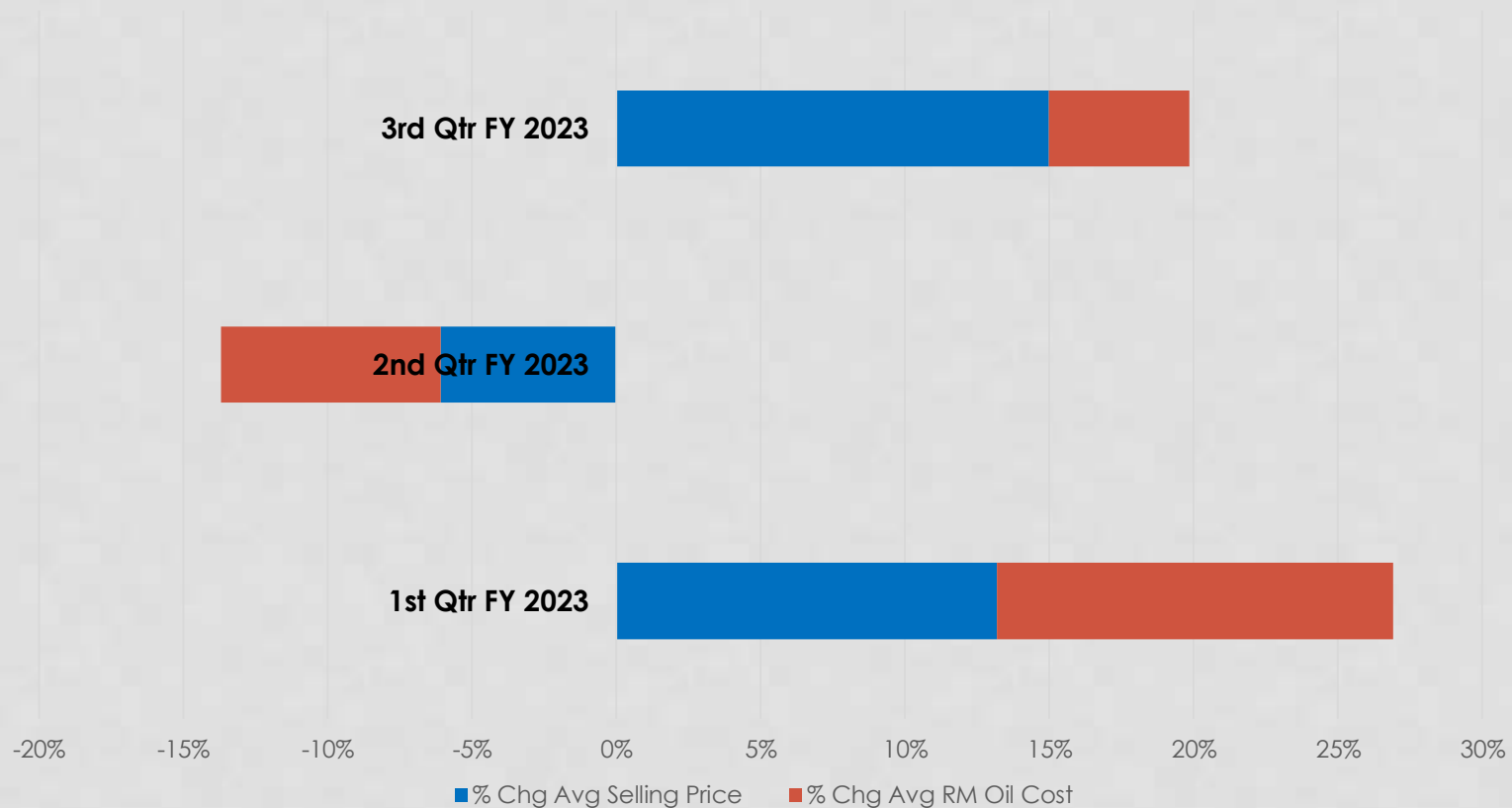


OIL COST VOLATILITY

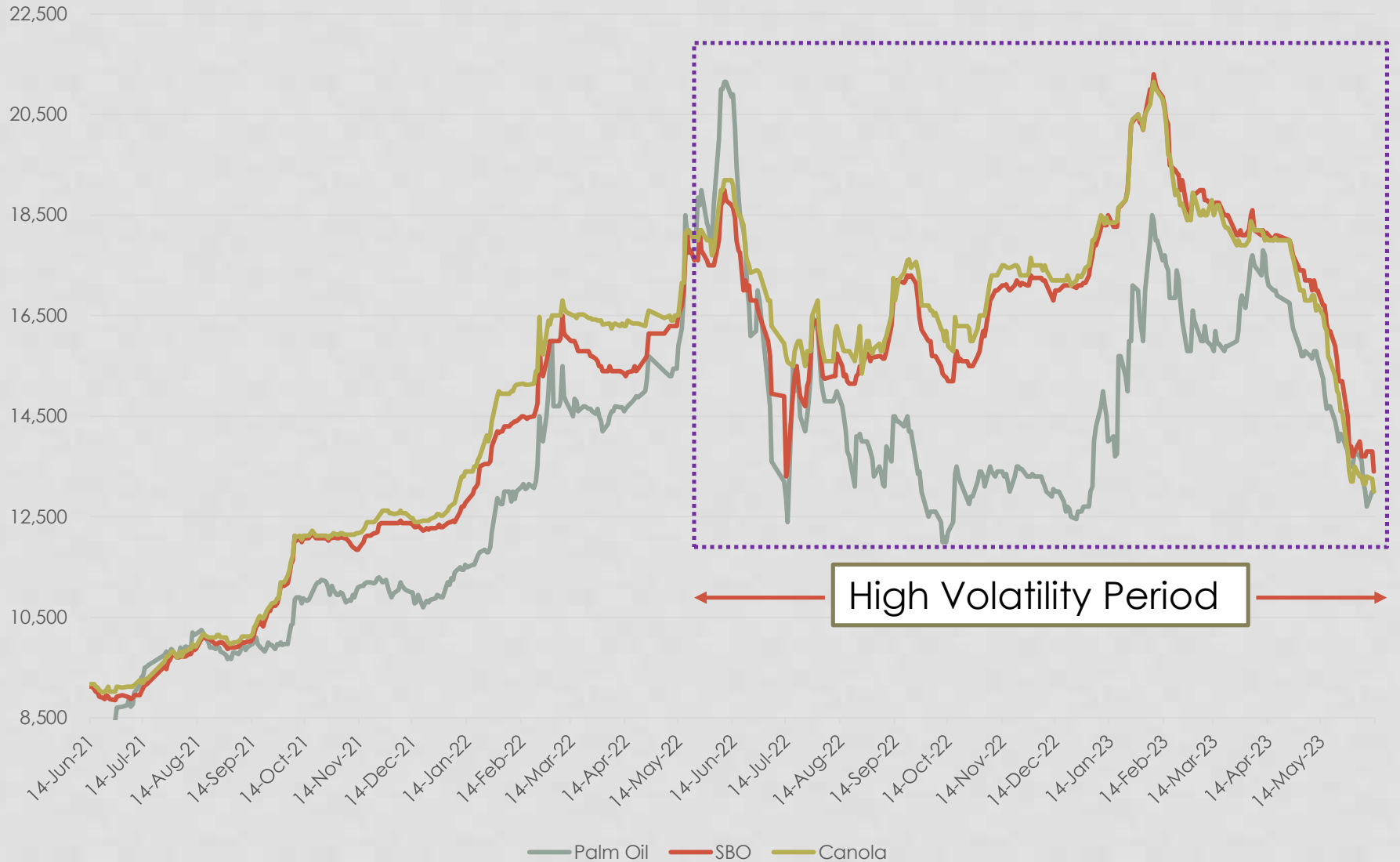


PRICE CATCHING UP

Relative % chg in Oil Cost vs Prices

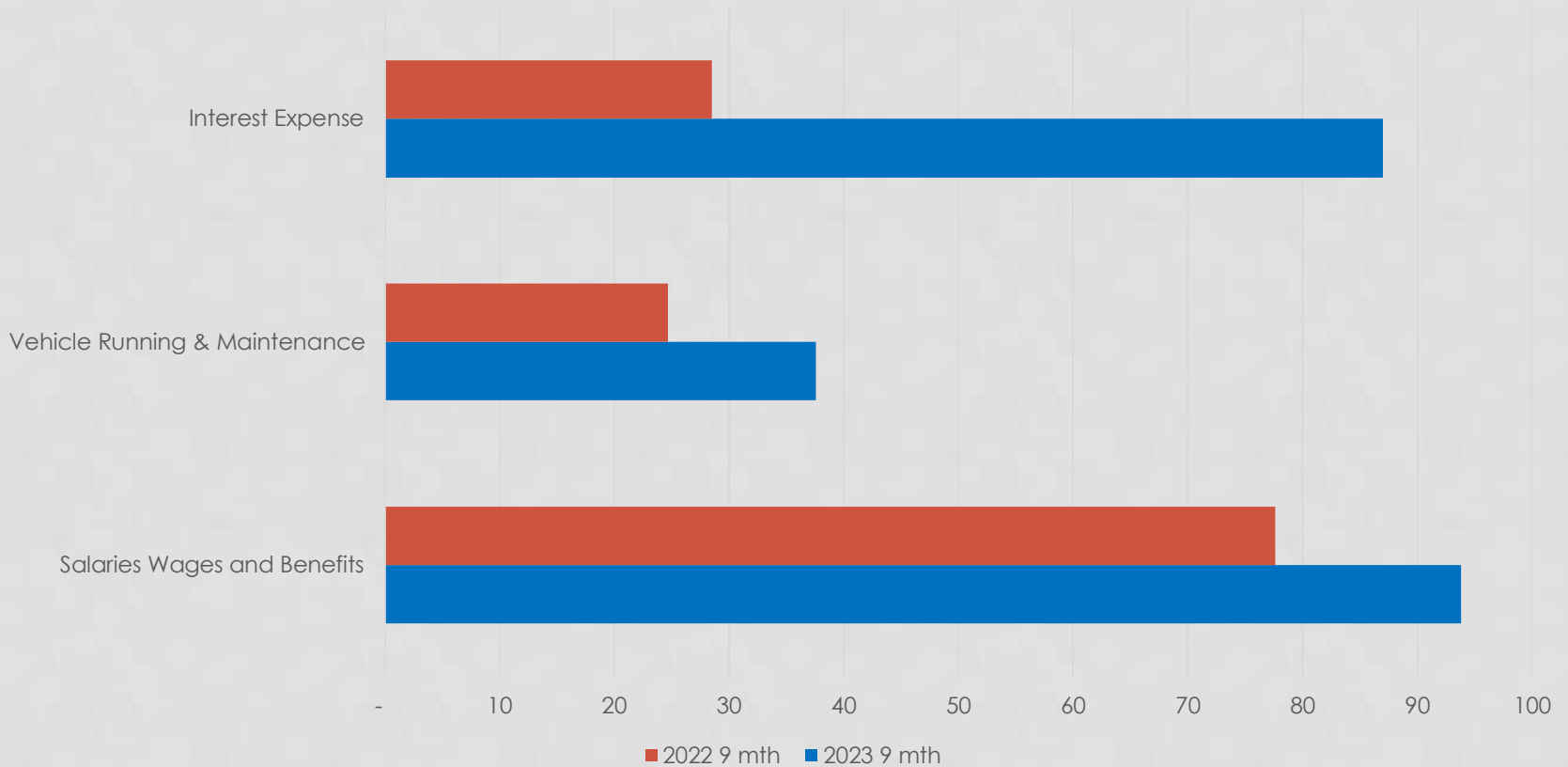


OIL COST/PRICES



RESULTS SUMMARY

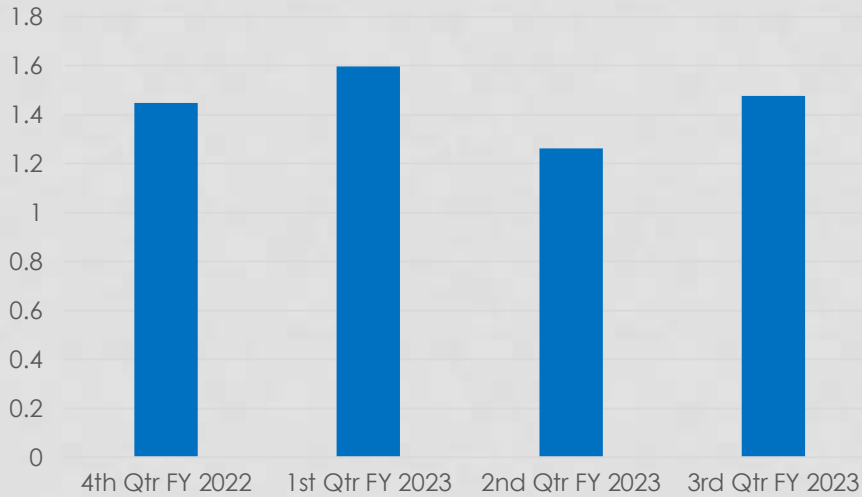
Expense Analysis



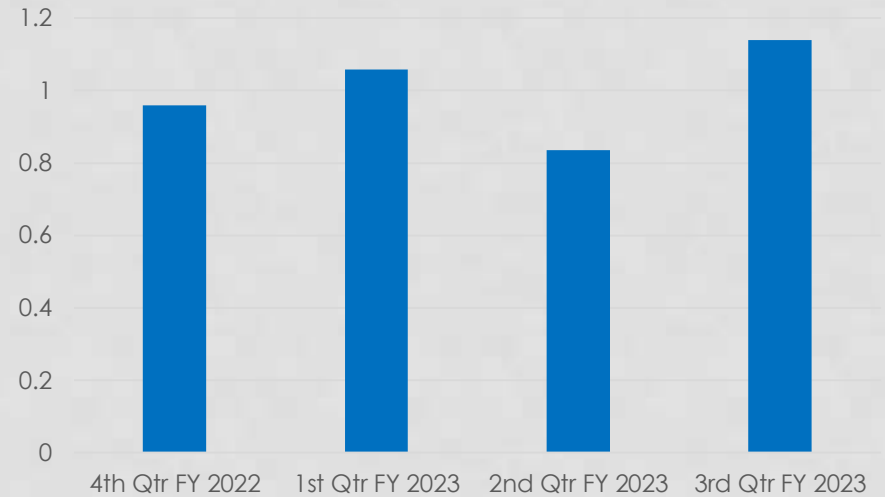
BALANCE SHEET HEALTH

Opinion	Action	Rating		Outlook	Opinion Type
		Long Term	Short Term		
Punjab Oil Mills Limited	Maintain	BBB+	A2	Stable	Entity

Current Ratio



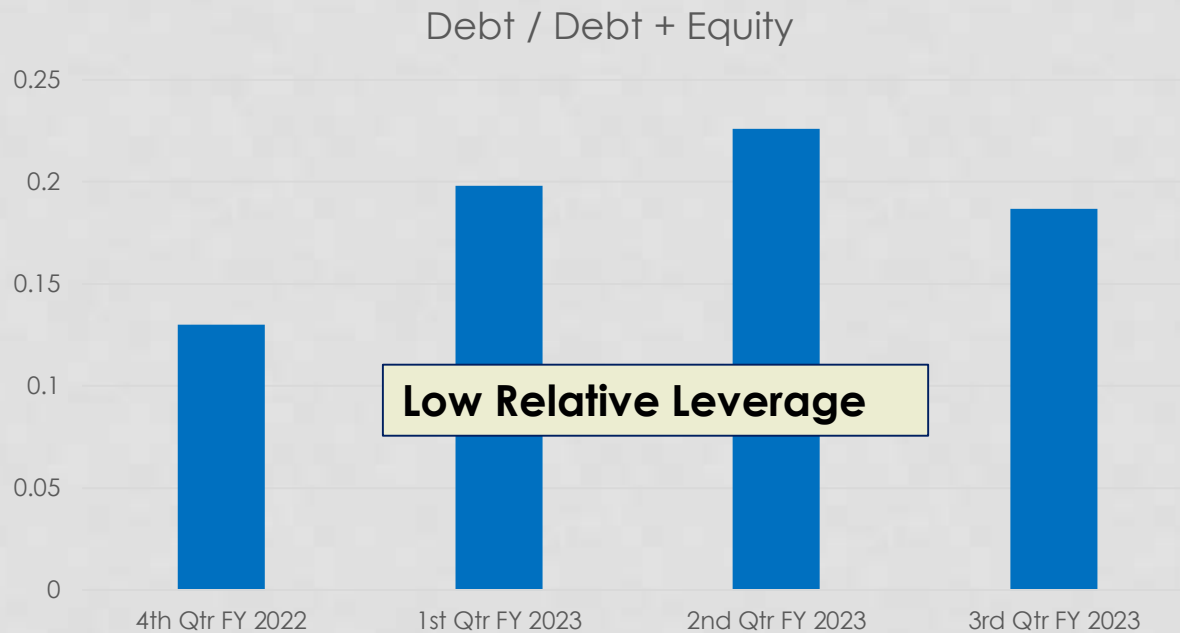
Acid Test Ratio



Liquidity Ratios healthy and stable

BALANCE SHEET HEALTH

Opinion	Action	Rating		Outlook	Opinion Type
		Long Term	Short Term		
Punjab Oil Mills Limited	Maintain	BBB+	A2	Stable	Entity



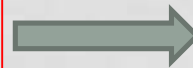
MAJOR CHANGES RECENT + PLANNED

Capex Planning

Solar Plant aprox 70mn
New Chilling systems 20mn
BMR 10mn

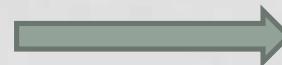


Higher WC needs
and KIBOR expected
to be sustained



**Interest
Expense to
remain high**

No new LT loans planned – unless
green energy funds available



**Long Terms
Loans = 0**

KEY CHALLENGES AHEAD

ISSUES

- Oil Price Volatility = **Uncertainty**
- USD shortage / Import Restrictions = **More uncertainty! Higher Cost substitution**
- Increased Competition + Inflation + Economic Downturn = **Market shares challenged – Cheaper substitutes**

WHAT ARE WE DOING

Margins

- Cost Control + Resource Conservation
 - Team consolidation
 - Water Conservation
 - Solar Power
 - Energy Conservation



Growth and Market Share

- Expanding market foot print
- Focus on value
- Increased Marketing
- Developing under-served channels

CORPORATE SOCIAL RESPONSIBILITY

- **50% Discounted Sale to SOS Villages**



- **Free medical camps in rural areas in partnership with PANA H**



- **Free Water Filtration Plant supplying 58,000 litres of potable water every month to the local community.**



THANK YOU!

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