



ITTEHAD CHEMICALS LIMITED



**Corporate
Briefing
Session
For FY 2022 – 23**



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Incorporation Date Sep 28, 1991

Listed on Pakistan Stock Exchange in 2003

Pioneer Chlor- Alkali based chemical industry in Pakistan

Member of Lahore Chamber of Commerce and Industry (LCCI) & Pakistan Chemicals Manufacturers Association (PCMA)

Authorized Capital : Rupees 2 Billion

Paid up Capital : Rupees 1 Billion

Credit Rating : A- for long term and A-2 for short term with stable outlook (VIS Credit Rating Company Limited dated 30-Mar-2023)



Highlights for
the period
9Month



SALES Growth(69%) than Corresponding Year-(9M)



Record Export Sales Rs 2,766 million Fy-23 vs Rs 282 million FY-22



HIGHER O.P (203%) AND PAT (253%) then Last Year



Although higher exports but **more than 30% inflation & higher freight charges leads to higher selling & distribution expense 1.2 billion FY-23 VS 489 Million**



As KIBOR increased to **22% cause to increased finance cost to 440million for FY-23 VS 203million for FY-22**



Up gradation of Power Plant Engines for fuel & power efficiency in process



STABLE Outlook Credit Rating - VIS Credit Rating

(A- for long term and A-2 for short term)



**KEY
Achievements**



SALES Growth(69%) than Corresponding Year-(9M)



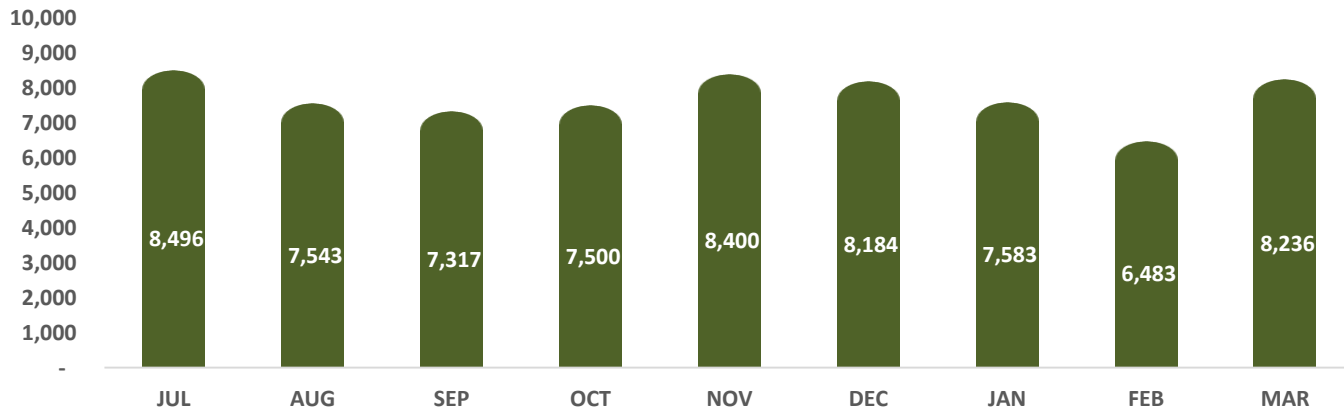
**HIGHER O.P (203%) AND PAT (253%)
then Last Year**



STABLE Outlook Credit Rating - VIS Credit Rating
(A- for long term and A-2 for short term)

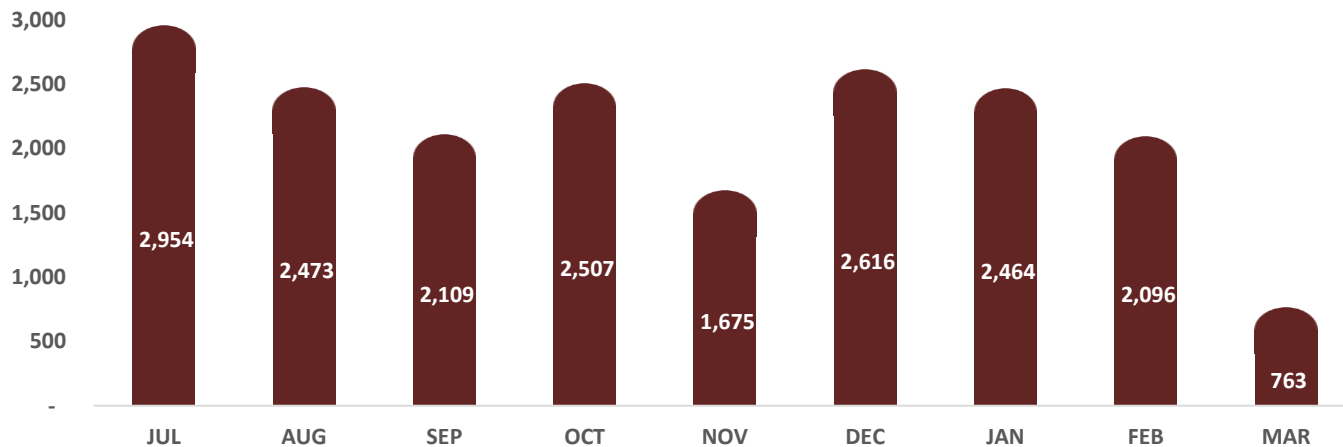


Up gradation of Power Plant Engines



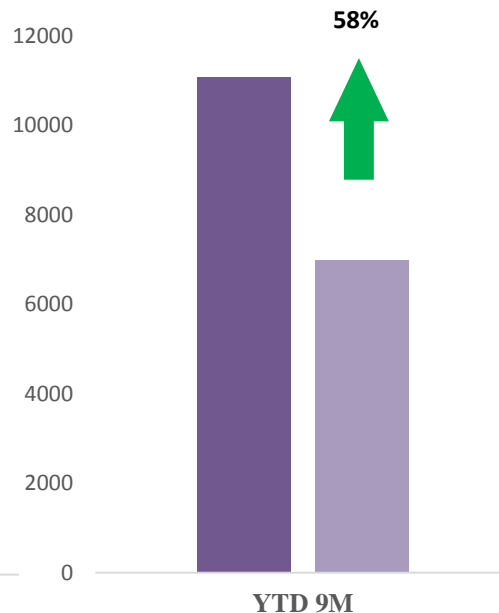
Caustic Soda Production(9M)

2023 69,742 M.T
2022 74,968 M.T
-6.9%



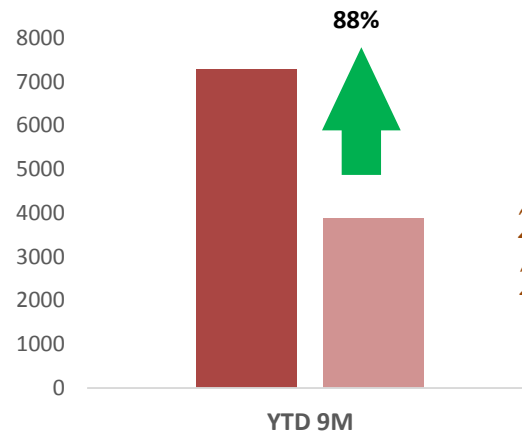
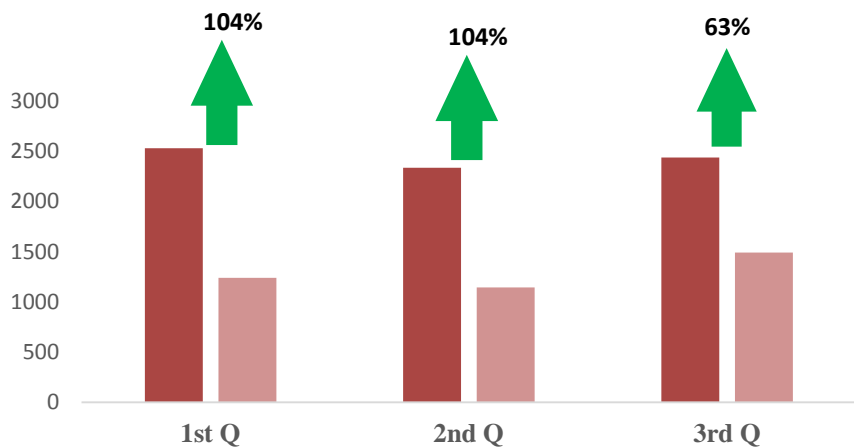
LABSA/SLES Production(9M)

2023 19,656 M.T
2022 15,238 M.T
+28.9%



CHLOR ALKALI Group Sales

2023 11 Billion
2022 7 Billion

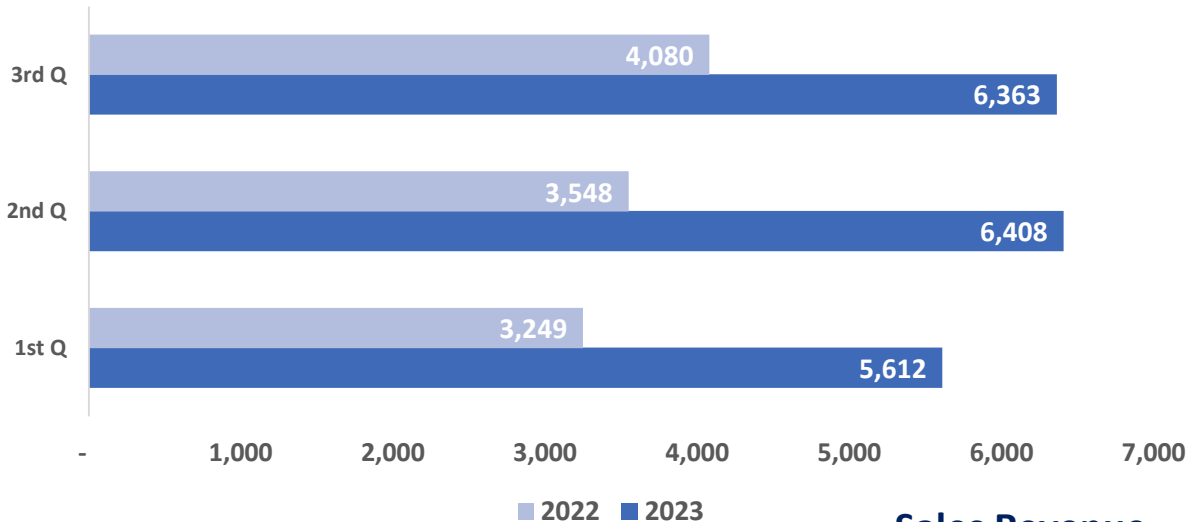


Surfactants Group Sales

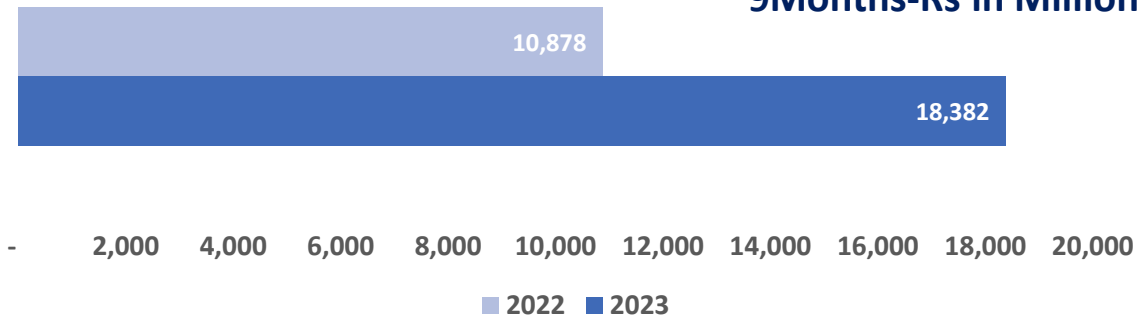
2023 7.2 Billion
2022 3.8 Billion



Sales Revenue Quarter-Rs in Million



Sales Revenue 9Months-Rs in Million



Sales
Revenue
Growth_(Rs)
then Last
year
Quarters





56%
81%
72%

Sales Revenue(9M)
2023 2022
18,382m 10,878m








Financial Performance PERIOD ENDED MARCH-23

(YTD)9 Months

		MARCH 2023	MARCH 2022
Sales	69% 	18,382million	10,877million
Gross Profit	166% 	3,721million	1,396million
Operating Profit	203% 	2,252million	742million
Profit Before Taxation		1,811million	538million
Profit After Taxation	253% 	1,321million	374million
Earning per share		13.22	3.74



Financial Performance PERIOD ENDED MARCH-23

		MARCH 2023	MARCH 2022
Total Assets	12.86% 	12,771million	11,315million
Current Assets		5,587million	4,083million
EQUITY(w/o revaluation surplus)	27.33% 	4,910million	3,856million
Non Current Liabilities	14.73% 	1,695million	1,988million
Current Liabilities		4,773million	4,078million
Cash from Operations	153.2% 	2,785million	1,100million
Capital Expenditure(CWIP)	56.8% 	619million	1,433million



Gross Profit (Rs in Million)

	2023	2022
1st Q	581	251
2nd Q	1,618	578
3rd Q	1,521	567
Total	3,721	1,396

Operating Profit (Rs in Million)

	2023	2022
1st Q	286	61
2nd Q	1,022	342
3rd Q	943	339
Total	2,252	742

Profit After Tax (Rs in Million)

	2023	2022
1st Q	137	-8.5
2nd Q	618	192
3rd Q	567	191
Total	2,251	374

Earning Per Share

	2023	2022
1st Q	1.37	-010
2nd Q	6.18	1.92
3rd Q	5.67	1.91
Total	13.22	3.74

Higher Gross Profit & Profit After Tax in 9 months than Previous Year



Gross Profit(%)

20.25%

12.83%

Operating Profit(%)

12.24%

6.83%

Net Profit(%)

7.19%

3.43%

2023(9M)

2022(9M)

ROE(%)

40.51%

13.59%

ROCE(%)

37.54%

13.67%

Current Ratio

1.17

1.0

Book Value Per Share

63.03

38.56

Market Price Per Share

32.03

27.50



LABSA/SLES PLANT PHASE-2

2021 24000 M.T

2022 46000 M.T

Total 70000 M.T



**Up-gradation of Power Plant
Engines increase fuel
Efficiency**



Challenges during the Current year



Increase in Power tariff due to surge in FC Surcharge leads to Higher Fuel & Power Cost, RNLG Prices are already on higher side



Volatility of Oil Prices impacts as higher Freight Cost



Increase in Policy Rate by SBP results increase in Financing Cost



Devaluation of Pak Rs. results Increase in Raw Material Import Cost



Political Instability Impacts overall industrial Supply Chain



Future Outlook

- **Price Recovery of Calcium Chloride in International Market.**
- **Higher sales opportunity of Caustic Soda Flakes & Calcium Chloride.**
- **Explore of Surfactants Products in Export Market.**



Question/Answers Session



Thank You



ITTEHAD CHEMICALS LIMITED

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