



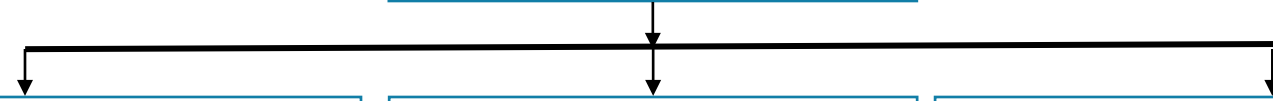
Sana Industries Limited

Corporate Briefing Session

November 24th, 2023

SANA Industries Limited

History at a Glance



1988: the company's foundation involved in manufacturing man-made yarn was laid with a production capacity of 12,496 spindles.

1989: Registered with Pakistan Stock Exchange as a listed entity.

1993: Unit 2 was established with a production capacity of 7104 spindles.

2003-2006: Upgraded and modernized major unit -1 machinery

2016: Unit 2 Machinery modernized

2023: Completed 26% expansion of production capacity taking it to 39588 equivalent spindles



2006: Diversified business towards an Ammonia based temperature-controlled warehouse involved in warehousing and logistics services

Key Customers : Unilever, Mondelez, IBL Group and National Foods Limited

2017: Formally inducted in the group as a subsidiary with 70% holding.



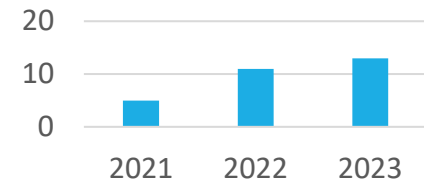
2021: as a part of second major diversification plan, Sana Distributors (Private) Limited has been established and inducted as a wholly owned subsidiary

Principals

2021	Shell Pakistan Limited
2022	Shell Pakistan Limited
	Fauji Foods Limited
2023	Shell Pakistan Limited
	Fauji Foods Limited
	English Biscuit Manufacturers Mayfair

Highlight!
Production started in May-2023

Vehicles



Profile of Board of Directors

Mr. Mohammed Younus Nawab

Mr. Mohammed Younus Nawab, Graduate, is the Chairman of the Board Parent Group, he has a practical experience of over 49 years of manufacturing of Textile Products, and very in-depth financial management & controlling experience.

Hafiz Mohammed Irfan Nawab

Hafiz Mohammed Irfan Nawab, Graduate, is the Chief Executive of the Company, he has a practical Experience of over 36 years of manufacturing and marketing of Textile Products. He has been involved with the very start of our foundation laying of all processes of the company and understands each aspect of the business.

Ibrahim Younus

Mr. Ibrahim Younus, Graduate, is a Director of the Company, he has a practical experience of over 17 years of manufacturing and marketing of Textile Products and Supply Chain Management. He leads the Group's Logistics and Warehousing Segment.

Profile of Board of Directors

Mr. Ismail Younus

Mr. Ismail Younus, Graduate, is a Director of the Company, he has a practical experience of over 12 years of manufacturing and marketing of Textile Products and Supply Chain Management of Cold Storage. He has also done Certified Director Course from ICAP in the year 2015. He has been leading the Distribution venture of the company.

Mr. Muhammad Faizanullah

Mr. Muhammad Faizanullah, Postgraduate, is an Executive Director of the Company, he has a practical experience of over 12 years of manufacturing and marketing of Textile Products. He has also done Certified Director Course from ICAP in the year 2015.

Profile of Independent Directors

Mr. Shaikh Abdus Sami

A retired banker with 38 years' experience. Commencing in 1984, he has worked progressively in senior level positions in Marketing, Corporate, Investment Banking and Risk Management areas in first tier local and international corporate institutions, both in Pakistan & overseas like Exxon, BCCI, American Express Bank, Saudi Fransi Bank, SAMBA Bank, Saudi Arabia and Pak Iran Investment Co. Ltd. He carries a strong understanding of local market conditions, regulatory framework and global best practices. He is currently the Chairman, Board of Directors Burshane LPG Pakistan Ltd. (BPL) and also serves as an Independent Director on the Board of Leather up Pakistan Ltd. (LUPL).

Ms. Zainab Hanif Dhedhi

Ms. Zainab Hanif Dhedhi, ACCA, ACA-ICAEW, EMBA-IBA, PMP-USA, is an Independent Director of the Company, she has a practical experience of more than 8 years in evaluation of financial management systems, implementation of process improvements and business developments. She has also done Certified Director Course.

Management Information

Board of Directors

Mr. Mohammed Younus Nawab	Non-Executive Director
Hafiz Mohammed Irfan Nawab	Chief Executive
Mr. Ibrahim Younus	Chairman/ Non executive Director
Mr. Ismail Younus	Non-Executive Director
Mr. Muhammad Faizanullah	Executive Director
Ms. Zainab Hanif Dhedhi	Independent Director
Mr. Shaikh Abdus Sami	Independent Director

Audit Committee

Ms. Zainab Hanif Dhedhi	Chairman/ Independent
Mr. Abdul Hussain Antaria	Secretary
Mr. Ismail Younus	Member
Mr. Mohammed Younus Nawab	Member

H.R. & Remuneration Committee

Ms. Zainab Hanif Dhedhi	Chairman/ Independent
Syed Amjad Ahmed	Secretary
Mr. Ismail Younus	Member
Mr. Muhammad Faizanullah	Member

C.F.O. / Company Secretary

Mr. Abdul Hussain Antaria	Company Secretary
Mr. Saad Bin Hilal	CFO

Spinning Sector Technology

Ring Spinning

Traditional and most
common technology

One of the pioneers in
synthetic (non – cotton)
ring spinning

Rotor Spinning

Highlight!
3 Murata MVS Machines
completely installed and
in operation since
May-2023

Vortex Air Jet
Spinning

A technology which uses an
air vortex to spin out the
yarn. Fibers formed by these
air flow posses a unique
structure and a wide range of
functionalities.



EJM 178A Ring



MVS Machines

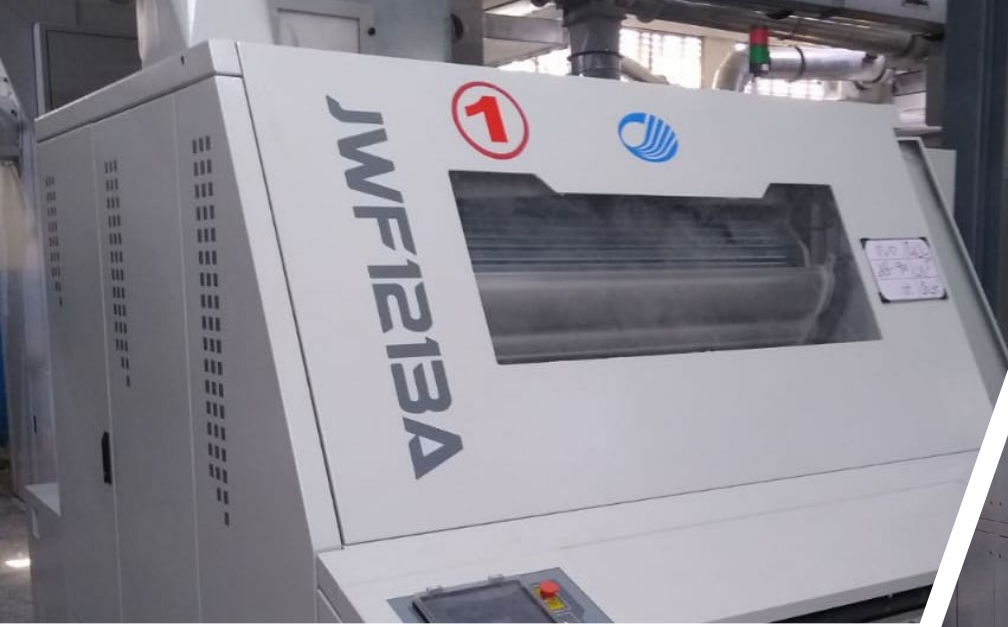


Crosrol Cards and Blow Room



Rieter Drawings





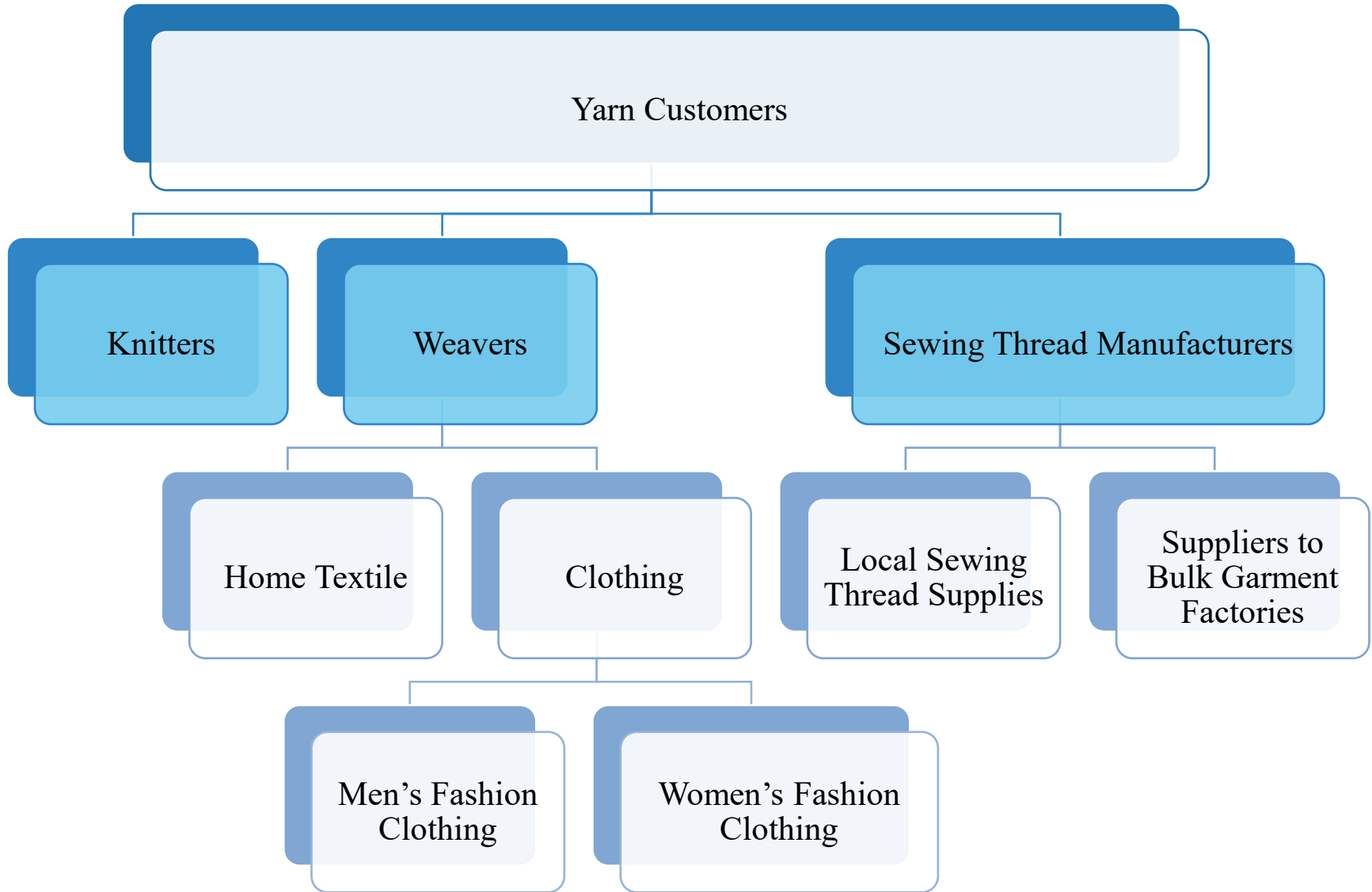
Qing Dao Cards and Blow Room



Comp Air Compressors

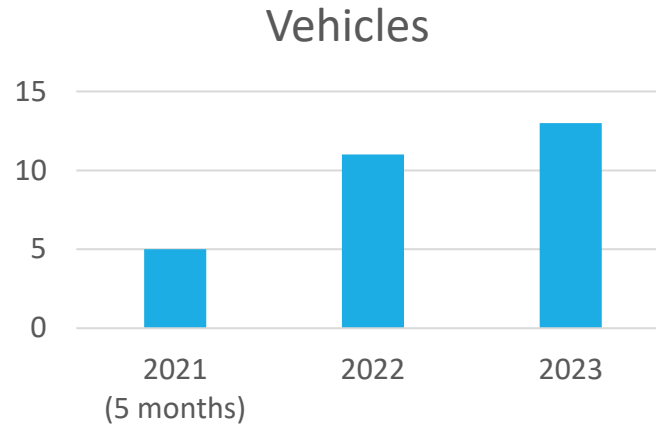
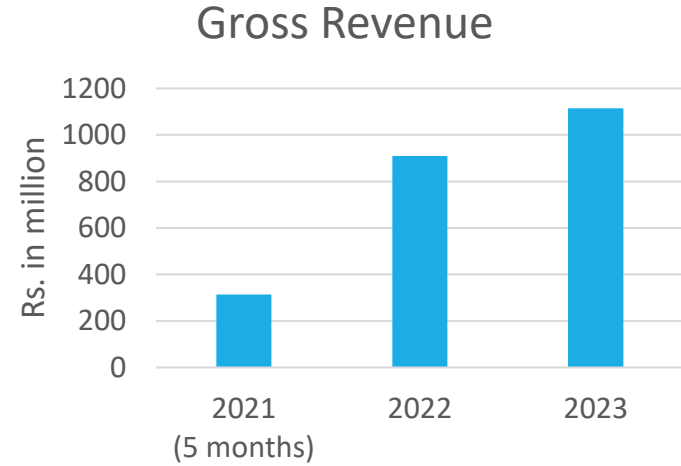
SANA Industries Limited

Customers Profile



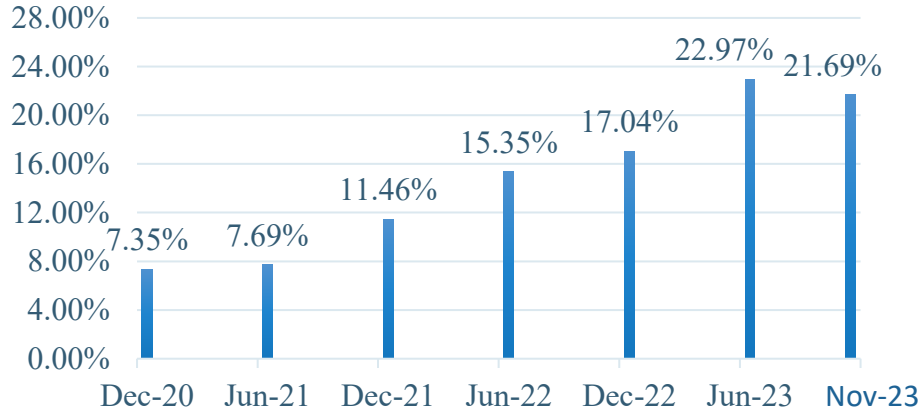
Sana Distributors (Pvt) Limited at a Glance

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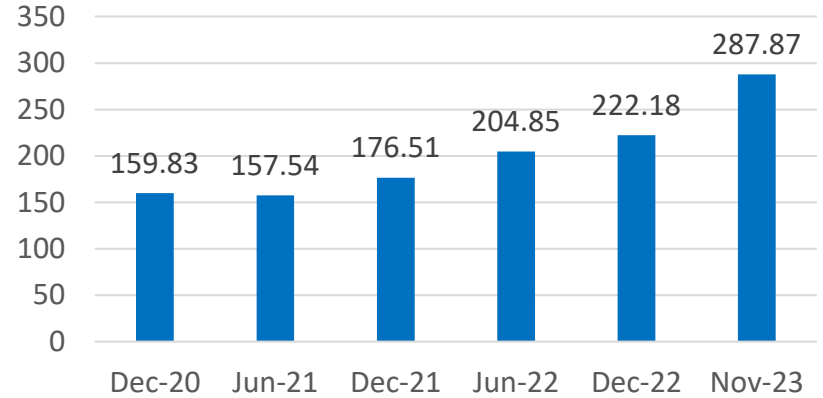


Economy

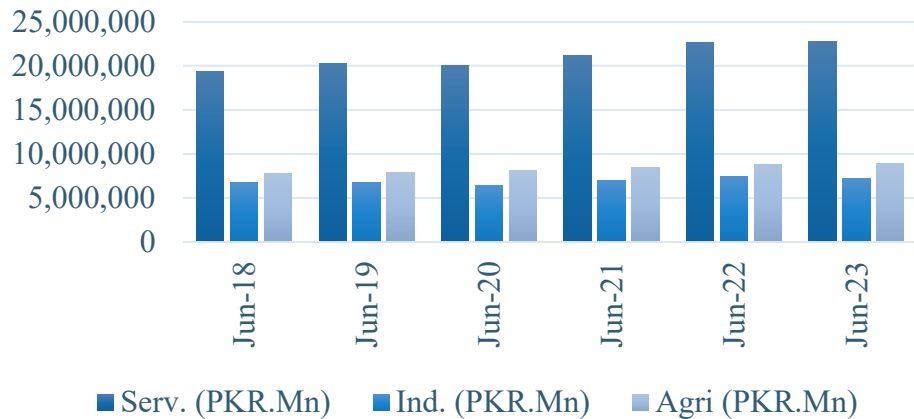
6 Month KIBOR



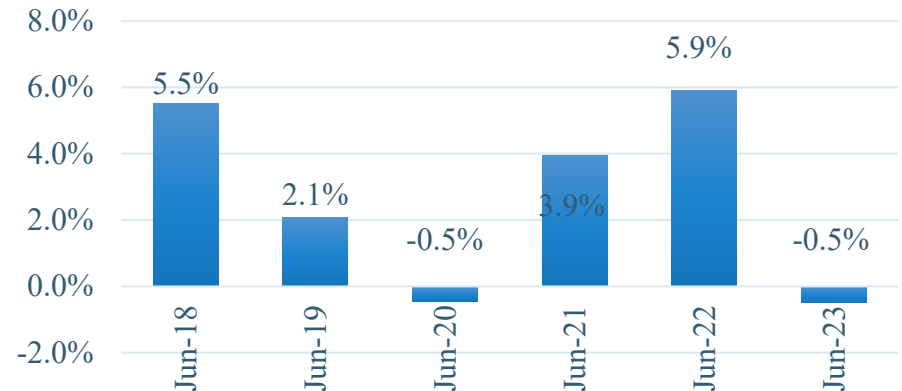
PKR/US\$



GDP Composition



GDP Growth



Financial Snapshot

Un-Consolidated

Balance Sheet (PKR Mn)	FY'23	FY'22	FY'21
Non-current Assets	1,120	744	508
Current Assets	1,162	1,058	976
Total Assets	2,283	1,802	1,485
Total Equity	445	598	512
Non-Current Liabilities	468	249	165
Current Liabilities	1,370	955	806
Total Equity & Liabilities	2,283	1,802	1,485

Key Ratios	FY'23	FY'22	FY'21
Current Ratio	0.85	1.10	1.21
Quick Ratio	0.64	0.69	0.91

Business Review

Un-Consolidated

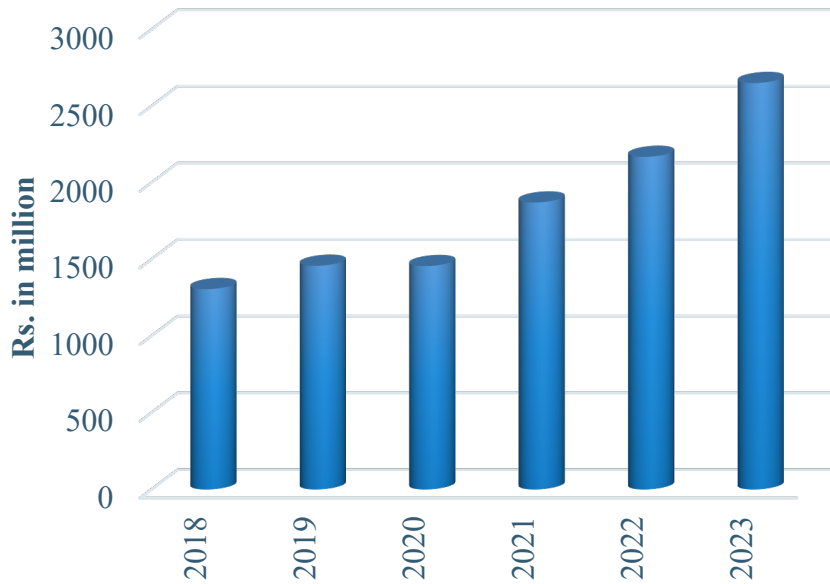
P&L (PKR Mn)	FY'23	FY'22	FY'21
Net sales	2,885	2,631	2,128
COGS	2,804	2,325	1,865
Gross Profit	81	306	263
Operating profit	(51)	200	161
Rental Income Net	0.83	20	21
Finance costs	200	96	60
(Loss) / Profit before taxation	(224)	174	137
Taxation	(90)	46	(42)
(Loss) / Profit after taxation	(133)	128	94.77
EPS -restated	(6.71)	6.43	4.75

Key Ratios	FY'23	FY'22	FY'21
Sales Growth	9.65%	23.64%	50.04%
Gross Profit Margin	3%	12%	12.36%
Net Profit Margin	-5%	5%	4.45%

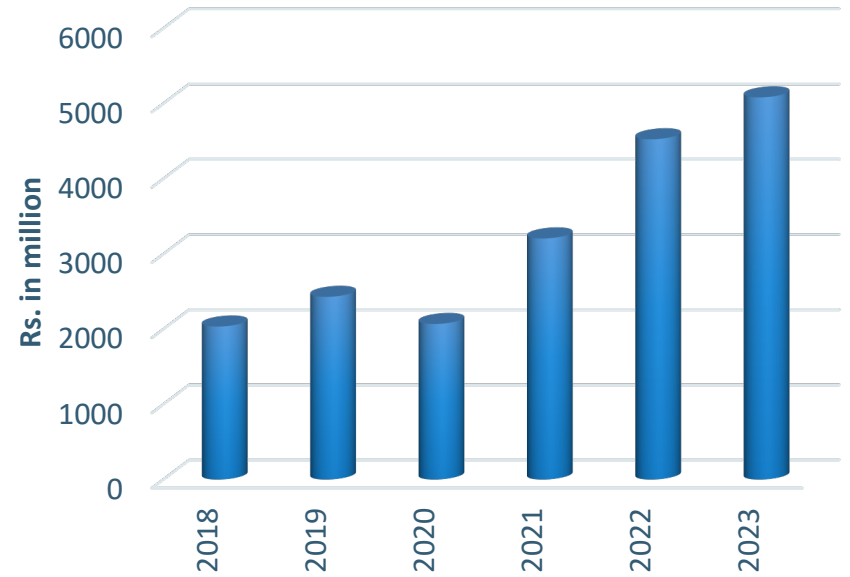
Financial Position

Consolidated

Assets Growth



Revenue Growth



Business Review

Cash & Bonus Dividend History

Year	Cash Dividend	Bonus	Payout Ratio
2012	6.5	-	80%
2013	5.00	25%	103%
2014	7.50	-	81%
2015	8.00	-	77%
2016	3.50	-	46%
2017	-	-	-
2018	2.00	-	92%
2019	2.50	-	33%
2020	-	-	-
2021	2.50	10% (28% R)	34%
2022	2.50	-	24%
2023	-	65%	-

Future Outlook

The company embarked on an expansion project in 2021 whereby the total lift in production capacity was equivalent to 8100 spindles. There was an addition of 2400 spindles during the financial year 2022 and the remaining 5700 spindles equivalent to 3xMVS Machines have been added to the system during the current year under consideration in the months of May and June 2023.

The impact of increased production and sales at the back of increased capacity shall be seen during the year 2024.

The project includes an addition of 2400 spindles of ring spinning and 3 Murata Vortex Machines giving the production a lift equivalent to 5700 spindles. Murata Vortex Machine is a newer, modern, and lean technology which is not only cost effective, but it shall also add much value to our current product mix.

The project size as reported last year was tentatively Rs. 400 million. However, due to significant devaluation of rupee during the year, the project size, considering the actual exchange rate at which the LC's were retired is Rs. 530 million.

THANK YOU

SANA Industries Limited