



Ref No.AASML/PSX/CBS/24/031

January 23, 2024

The General Manager,  
M/s. Pakistan Stock Exchange Limited;  
Stock Exchange Building,  
Stock Exchange Road,  
Karachi.

Subject: **CORPORATE BRIEFING SESSION**

Dear Sir,

In continuation to our letter No.AASML/PSX/CBS/24/030 dated January 19, 2025, we are enclosing herewith presentation of Corporate Briefing Session.

We would appreciate your assistance in communicating this information to TRE Certificate Holders of the Exchange.

Thanking you,

Yours truly,



**ZUHAIR ABBAS**  
*Company Secretary*





**CORPORATE  
BRIEFING,  
SESSION 2023.**  
AL ABBAS SUGAR MILLS LIMITED





# MESSAGE FROM THE CEO



I extend my heartfelt appreciation to our esteemed Board Members, dedicated Management, and all employees across various levels for their unwavering dedication and commitment. Furthermore, the Board recognizes and values the invaluable assistance, guidance, and cooperation received from all stakeholders, including financial institutions, business associates, customers, bankers, and others whose collective efforts have significantly fortified the Company.

*ASIM GHANI USMAN*



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# COMPANY OVERVIEW

# INTRODUCTION



Established as a forward-thinking entity, Al-Abbas Sugar Mills Limited was officially formed in May 1991. Subsequently, the company's shares were officially listed on the Pakistan Stock Exchange Limited in April 1992.



Guided by an enthusiastic, vibrant, energetic, and visionary Chief Executive, the company thrived, establishing a solid foundation both financially and operationally, laying the groundwork for future growth.

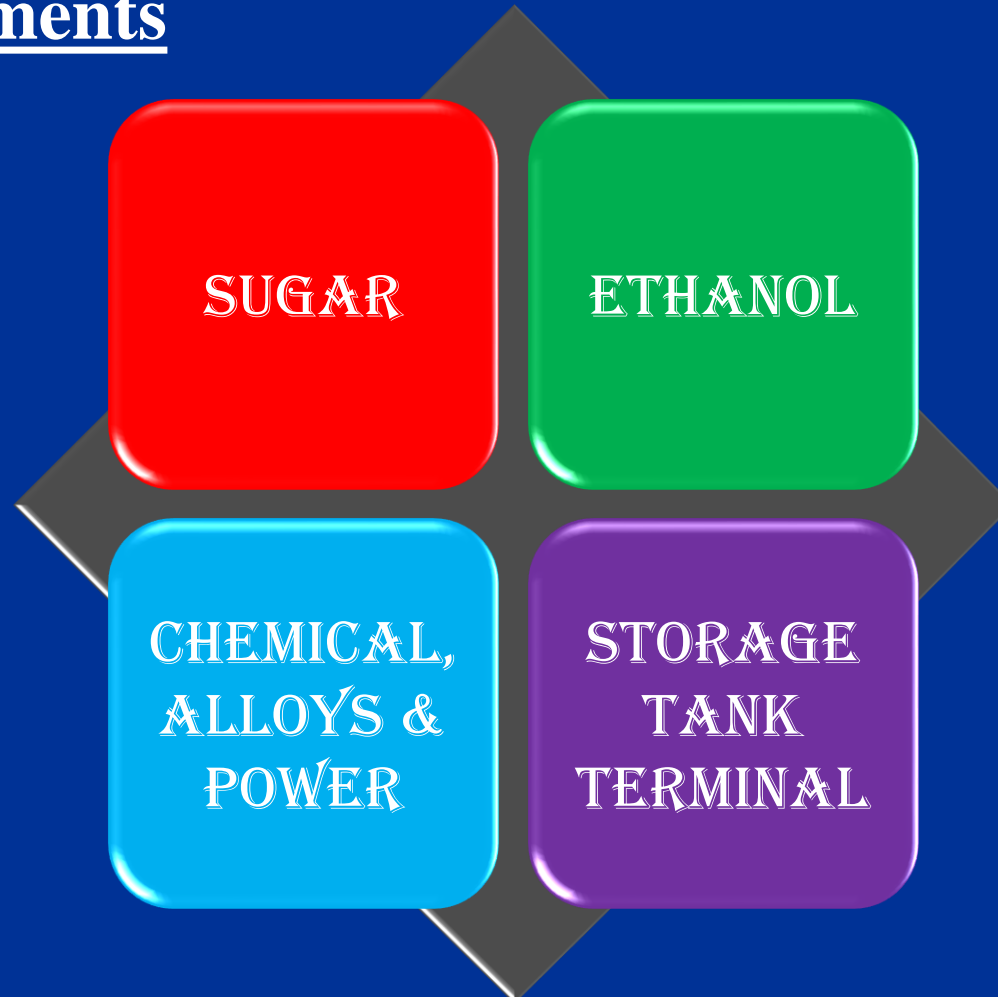
The Chief Executive played a crucial role in assisting the management with strategic decision-making to address exceptional and unforeseen challenges. Additionally, they ensured the implementation of best practices in corporate governance, contributing to the maintenance of high levels of professionalism and ethical business conduct.

The Company has four business segments.





## Business Segments





## SUGAR

- Situated in Mirwah Gorchani, the facility boasts an installed sugarcane crushing capacity of 8,500 tons per day. Sugar production at this location commenced in the year 1994.

**STARTED  
PRODUCTION IN  
1994**

**CRUSHING  
CAPACITY OF  
8,500 TONS  
PER DAY**

**LOCATED AT  
MIRWAH  
GORCHANI,  
MIRPURKHAS**

**SUCROSE  
RECOVERY OF  
THE SEASON  
2022-23 @  
10.52%**





# ETHANOL

As a strategic component of the company's deliberate expansion and diversification policy aimed at enhancing its financial strength and capabilities, Ethanol Distillery plant was installed on the mills premises in the year 1999. The decision to establish the plants was preceded by careful consideration and thorough evaluation of the existing facilities. The design of the Distillery plant incorporates highly advanced French Technology, employing multi-effect vacuum distillation.

## UNIT-I

- PRODUCTION CAPACITY OF 85,000 LITERS PER DAY
- STARTED COMMERCIAL OPERATIONS ON 20 AUGUST 2000

## UNIT-II

- PRODUCTION CAPACITY OF 85,000 LITERS PER DAY
- STARTED COMMERCIAL OPERATIONS ON 23 JANUARY 2004



# CHEMICAL, ALLOYS AND POWER

Situated at Dhabeji Thatha along the main national highway, approximately 40 kilometers from Karachi, our plant stands as the sole producer of Ferro Alloys in Pakistan. The power plant has been strategically designed to generate 15 MW of electricity. Notably, this facility holds the distinction of being the first to supply coal-fired energy to the Karachi Electric Supply Company, aimed at mitigating the energy crisis in Karachi. Due to prevailing business conditions, the production facilities in the chemical, alloys, and power segments have been temporarily suspended. The decision to resume operations will be subject to review once these conditions improve.

## CHEMICAL ALLOYS & OTHERS

PRODUCTION CAPACITY OF  
27,220 M.TONS BASED ON  
320 DAYS

## POWER

GENERATION CAPACITY OF  
312,000 KWHRS PER DAY



# STORAGE TANK TERMINAL

As part of the company's forward integration strategy, the initiative to acquire a tank terminal was set in motion back in 2003. The transfer of the property was successfully completed in 2010.

The terminal is furnished with state-of-the-art facilities designed for the efficient handling and storage of various products. Our primary objective is to enhance the reliability and efficiency of our customers' experiences by delivering unparalleled services related to storage and handling in Pakistan. Embracing a proactive approach, we are committed to maintaining the terminal at the highest standards. To achieve this, a continuous plan is in place, involving regular assessments by an independent surveyor to ensure compliance with industry standards. The arrangement of tanks is configured to accommodate the specific needs of a diverse range of clients.

**STORAGE  
CAPACITY: 22850  
MT. BASED ON  
ETHANOL**

**LOCATION: OIL  
INSTALLATION  
AREA, KEMARI,  
KARACHI**

**COVERED AREA:  
5,700 SQUARE  
FEET**



# SIGNIFICANT DEVELOPMENT AND CHANGES





## RATING AND AWARDS

### CORPORATE EXCELLENCE AWARD

Al-Abbas Sugar Mills Limited has been honored with the Corporate Excellence Award for the fourth time, a prestigious accolade presented by the Management Association of Pakistan (MAP).

### CREDIT RATING

The Pakistan Credit Rating Agency Limited (PACRA) has upheld the Company's long-term entity rating at A+ and short-term rating at A1, with a stable outlook.



		2023	2022	2021	2020	2019	2018
<b>Sugar</b>							
Sugar production	M.Tons	42,175	53,945	38,440	42,959	50,892	74,388
Sugar recovery	% age	10.52	10.77	10.38	10.82	10.88	11.17
Sugarcane crushed	M.Tons	400,820	501,010	370,402	396,965	467,829	665,539
<b>Ethanol</b>							
Ethanol production	M.Tons	45,250	38,549	35,526	32,593	41,143	43,221
Ethanol recovery	% age	5.16	5.22	5.10	5.53	5.49	5.59
Molasses consumed	M.Tons	233,099	201,297	180,147	180,246	225,722	241,781



# REPAIR & MAINTENANCE

The repair and maintenance of a section of the Al-Abbas Tank terminal in Kemari Tank Terminal, Karachi, have been finished, and efforts are currently underway to complete the repair and maintenance of the remaining section as quickly as possible.





# FINANCIAL HIGHLIGHTS





		<b>2023</b>	<b>2022</b>	<b>2021</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>
SALES		14,569,235	10,362,184	7,378,402	8,153,544	7,164,862	7,494,077
GROSS PROFIT		4,974,883	2,338,932	1,182,013	2,105,273	1,765,155	2,073,292
PROFIT AFTER TAX		3,684,617	1,913,689	751,929	1,244,347	1,111,978	1,293,780
BASIC EARNING PER SHARE	Rs.	212.22	110.22	43.31	71.67	64.05	74.52
DIVIDEND-CASH	%	560	550	400	500	500	530





# COMPARISION WITH SOME OTHER SUGAR MILLS



	AL-ABBAS SUGAR MILLS LIMITED		SHAHMURAD SUGAR MILLS LIMITED		HABIB SUGAR MILLS LIMITED		MEHRAN SUGAR MILLS LIMITED		FARAN SUGAR MILLS LIMITED		MIRPURKHAS SUGAR MILLS LIMITED	
	RUPEES IN THOUSAND											
Parameters	2022-23		2022-23		2022-23		2022-23		2022-23		2022-23	
	Amount' 000	% of sales	Amount' 000	% of sales	Amount' 000	% of sales	Amount' 000	% of sales	Amount' 000	% of sales	Amount' 000	% of sales
Sales - net	14,569,235	100	22,884,469	100	19,985,028	100	10,983,533	100	9,336,724	100	7,779,469	100
Cost of Sales	(9,594,352)	(66)	(17,246,001)	(75)	(16,044,162)	(80)	(8,619,570)	(78)	(7,787,050)	(83)	(6,416,207)	(82)
<b>Gross Profit</b>	<b>4,974,883</b>	<b>34</b>	<b>5,638,468</b>	<b>25</b>	<b>3,940,866</b>	<b>20</b>	<b>2,363,963</b>	<b>22</b>	<b>1,549,673</b>	<b>17</b>	<b>1,363,262</b>	<b>18</b>
Selling and distribution expenses	(401,555)	(3)	(176,762)	(1)	(424,392)	(2)	(84,228)	(1)	(148,232)	(2)	(165,756)	(2)
Administrative Expenses	(169,820)	(1)	(373,448)	(2)	(303,889)	(2)	(309,775)	(3)	(223,141)	(2)	(269,480)	(3)
Other Expenses	(232,089)	(2)	(330,040)	(1)	(529,751)	(3)	(98,009)	(1)	(128,257)	(1)	(177,138)	(2)
Profit from Trading Activities	-	-	1,398	0	-	-	-	-	-	-	-	-
Other Income	210,688	1	663,768	3	612,041	3	292,231	3	312,657	3	515,883	7
<b>Profit from operations</b>	<b>4,382,107</b>	<b>30</b>	<b>5,423,384</b>	<b>24</b>	<b>3,294,875</b>	<b>16</b>	<b>2,164,181</b>	<b>20</b>	<b>1,362,699</b>	<b>15</b>	<b>1,266,771</b>	<b>16</b>
Share of profit/loss from associates	-	-	(48)	(0)	-	-	911,791	8	911,883	10	911,711	12
Allowance for ECL on long-term receivables	-	-	-	-	-	-	(160,173)	(1)	-	-	-	-
Finance Cost / Income	(377,827)	(3)	(1,012,861)	(4)	(28,397)	(0)	(635,304)	(6)	(779,781)	(8)	(1,124,065)	(14)
<b>Profit / (loss) before taxation</b>	<b>4,004,280</b>	<b>27</b>	<b>4,410,475</b>	<b>19</b>	<b>3,266,478</b>	<b>16</b>	<b>2,280,495</b>	<b>21</b>	<b>1,494,800</b>	<b>16</b>	<b>1,054,417</b>	<b>14</b>
Taxation	(319,663)	(2)	(582,864)	(3)	(725,000)	(4)	(837,585)	(8)	(274,773)	(3)	(215,101)	(3)
<b>Profit/(loss) after taxation</b>	<b>3,684,617</b>	<b>25</b>	<b>3,827,611</b>	<b>17</b>	<b>2,541,478</b>	<b>13</b>	<b>1,442,909</b>	<b>13</b>	<b>1,220,026</b>	<b>13</b>	<b>839,316</b>	<b>11</b>
<b>Earning Per Share</b>	<b>212.22</b>		<b>181.24</b>		<b>16.94</b>		<b>19.26</b>		<b>48.79</b>		<b>18.03</b>	

# QUESTION AND ANSWERS?



THANK  
YOU!

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