

BABA FARID SUGAR MILLS LIMITED



CORPORATE BRIEFING SESSION 2024

27th JANUARY 2024 AT 05:00 PM

AT REGISTERED OFFICE AT 2D-1, GULBERG III, LAHORE.

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Company Profile - Introduction



The Company:

Baba Farid Sugar Mills Limited ("the Company") was incorporated in 1978 under the Companies Act 1913 (now Companies Act, 2017) as a Public Limited Company, and its shares are quoted at Pakistan Stock Exchange. It is principally engaged in the manufacturing and sale of sugar including its by-products i.e. molasses and V. Filter cake.

Capacity:

The Company has 10,000 M. Tons crushing capacity.

Location:

The crushing facility of the company is located at 5-Km Faisalabad Road Okara.

Company Profile – Board of Directors

CHAIRPERSON

Mrs. Qaiser Shamim Khan

CHIEF EXECUTIVE

Mr. Adnan Ahmed Khan

NON-EXECUTIVE DIRECTORS

Mr. Nauman Ahmed Khan
Mrs. Sara Hajra Khan

INDEPENDENT DIRECTORS

Mr. Farid ud Din Ahmed
Mr. Malik Manzoor Hussain
Humayoon

AUDIT COMMITTEE

Mr. Farid ud Din Ahmed
(Chairman)
Mrs. Sara Hajra Khan
(Member)
Mr. Malik Manzoor Hussain
Humayoon
(Member)

COMPANY SECRETARY

Mr. Muhammad Imran

CHIEF FINANCIAL OFFICER

Mr. Wasif Mahmood

Company Profile – Production Units & Products

Designated sugarcane crushing capacity of 10,000 TCD

Bagasse based power generation capacity of more than **8MW**



Products



White Refined Sugar



Molasses

Company Profile – Associated Businesses & Certifications



ALMOIZ
INDUSTRIES LIMITED



THALINDUSTRIES
CORPORATION



Moiz Textile Mills Ltd

**Naubahar Bottling Company
(Pvt) Ltd.**



Company Profile – Our Vision & Values

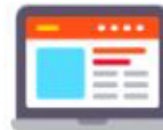
“Leading through quality and innovation”



PIONEERING NEW IDEAS
To drive business growth.



ENSURING QUALITY AT ALL LEVELS
To aim for excellence.



ADVANCING THROUGH TECHNOLOGY
To improve productivity and quality.



PROMOTING SUSTAINABLE FUTURE
To protect and enrich our communities.



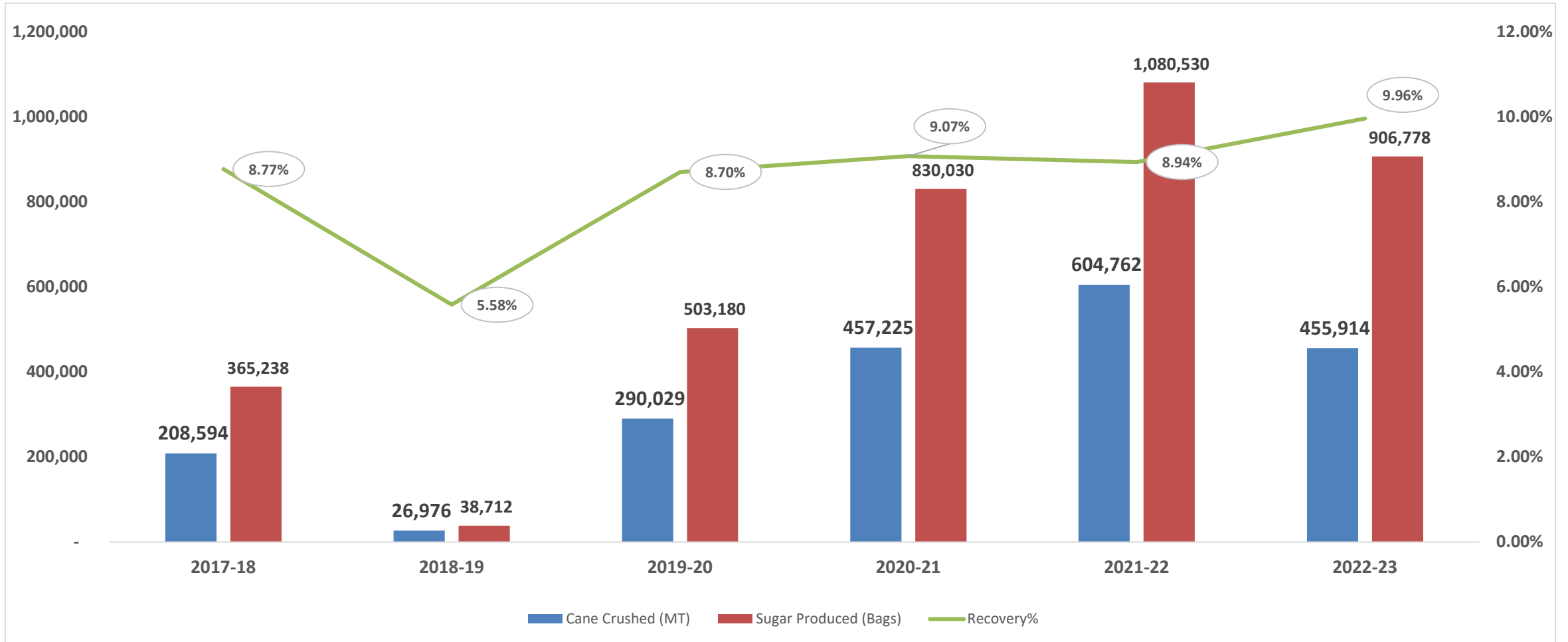
BUILDING TRUSTING RELATIONSHIP
To convert key stakeholders to advocate.



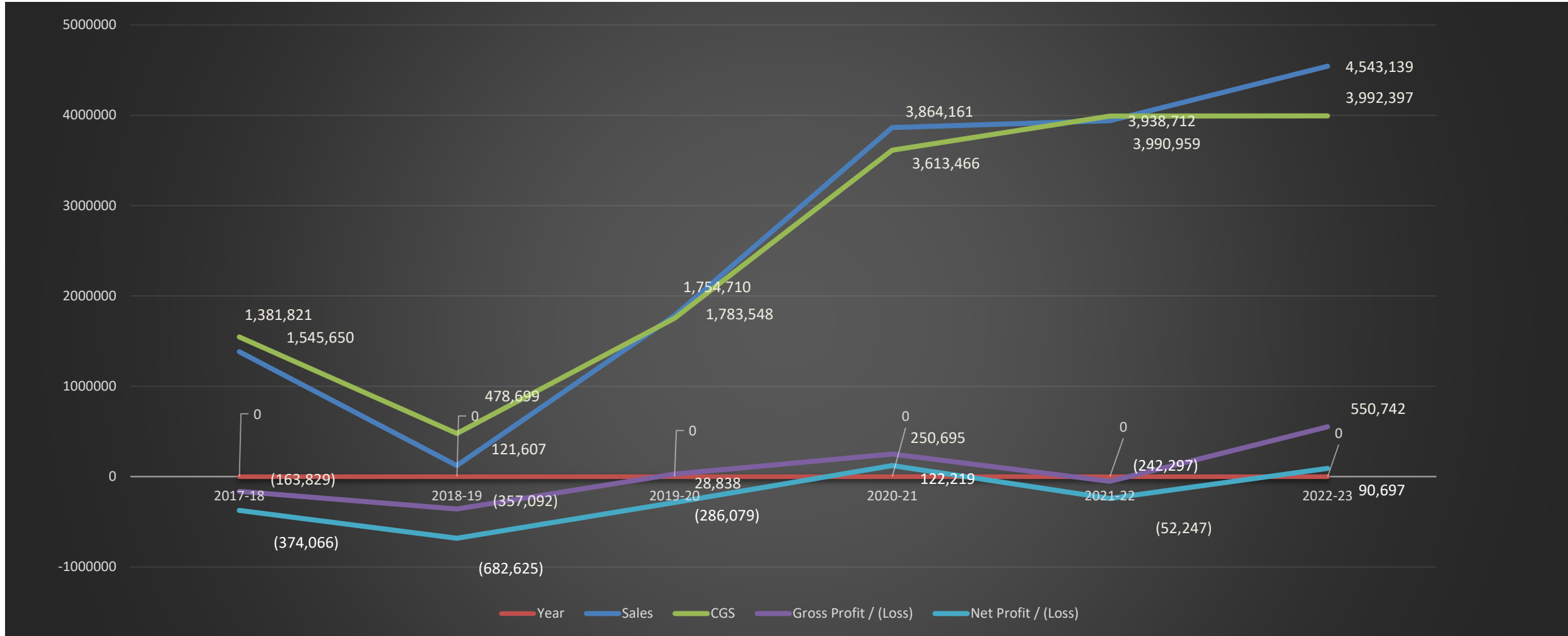
RESPECTING AND WINNING TOGETHER
To develop high-performance teams.

Financial Review – Operational Highlights

MT



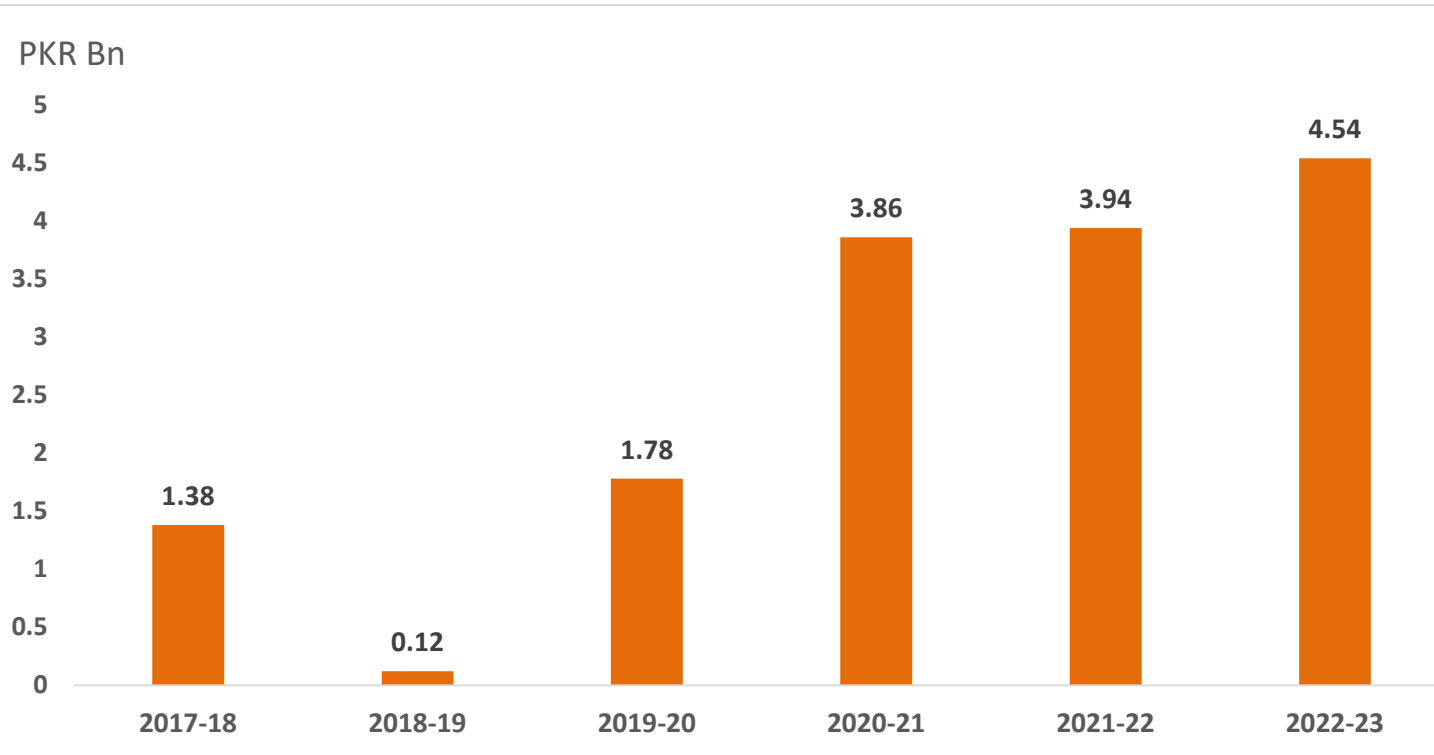
Six Years' Profitability



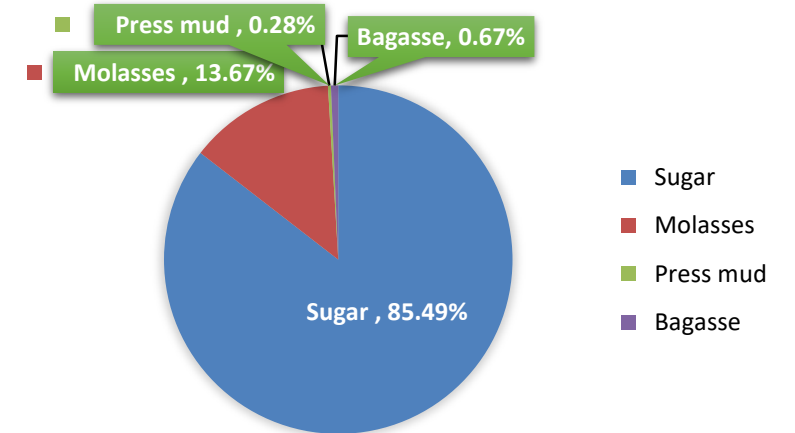
Financial Review – Net Sales

Six Year's Sales Comparison

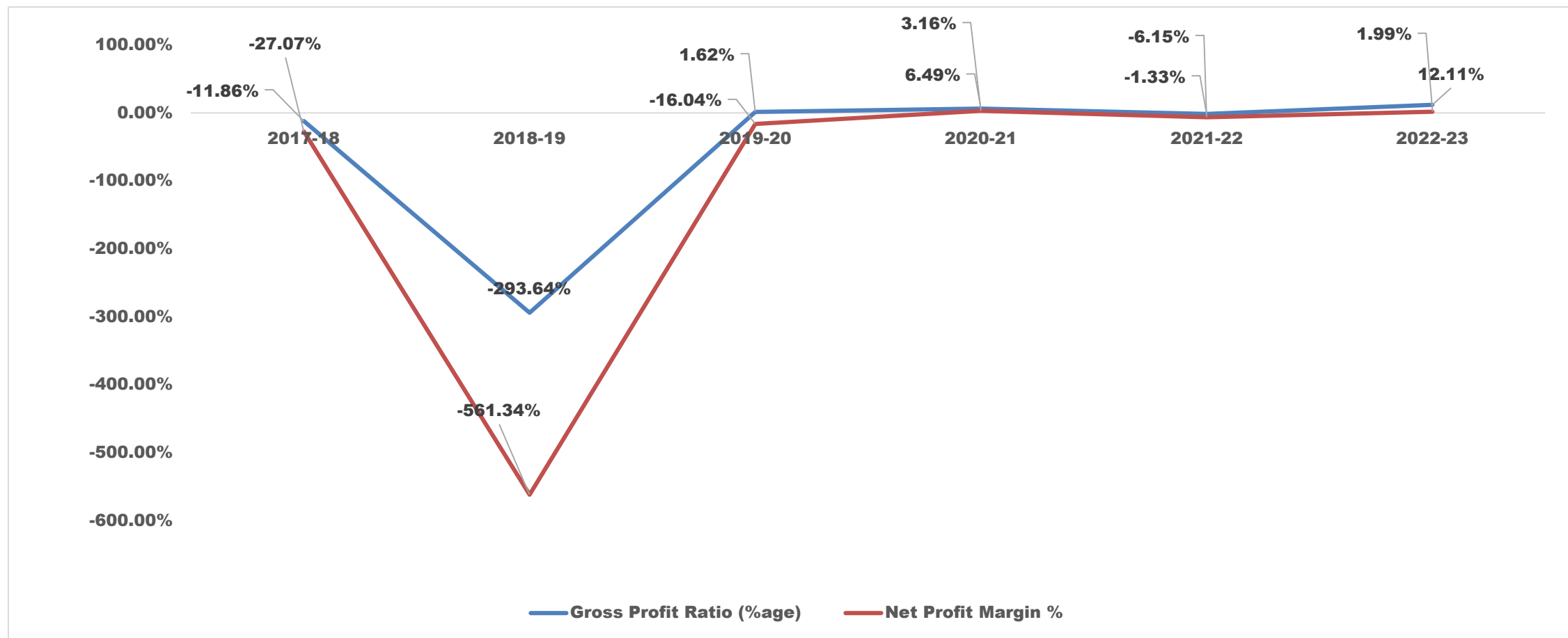
PKR Bn



Revenue Breakup 2022-23



Financial Review – Gross Profit & Net Profit Margins

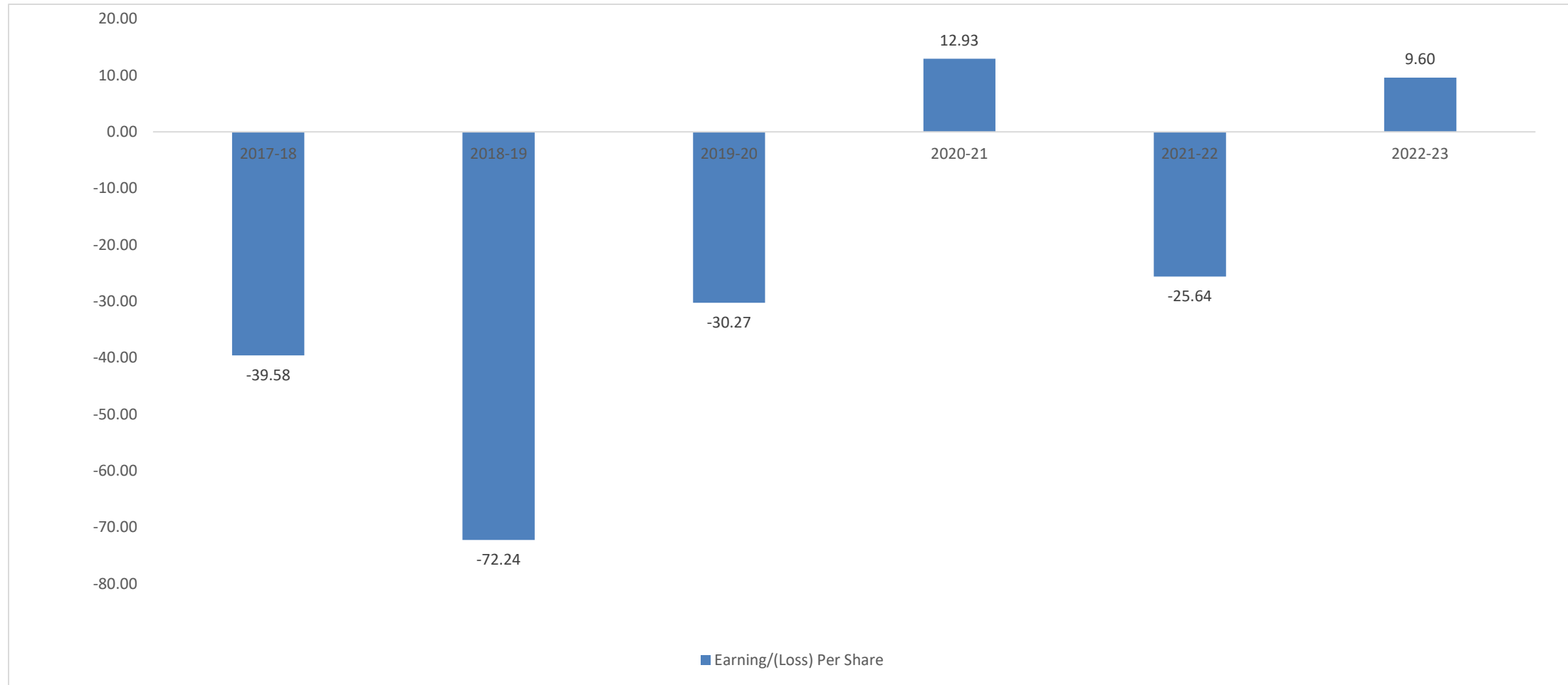


Financial Review – Total Assets, Current Ratio & Net Debt/Equity



Financial Review – EPS

PKR/Share



FUTURE OUTLOOK

The Crushing season 2023-24 has started and is expected to be a more challenging one for the sugar industry. The Government of Punjab has notified the sugarcane price at PKR. 400/- per 40 kg. The sugarcane situation in the procurement area of the Company has slightly improved due to higher acreage. Considering the current condition of the industry i.e., High sugarcane support price, inflationary pressure, high SBP policy rates and low sugar prices, are expected to be major hindrances towards profitability.

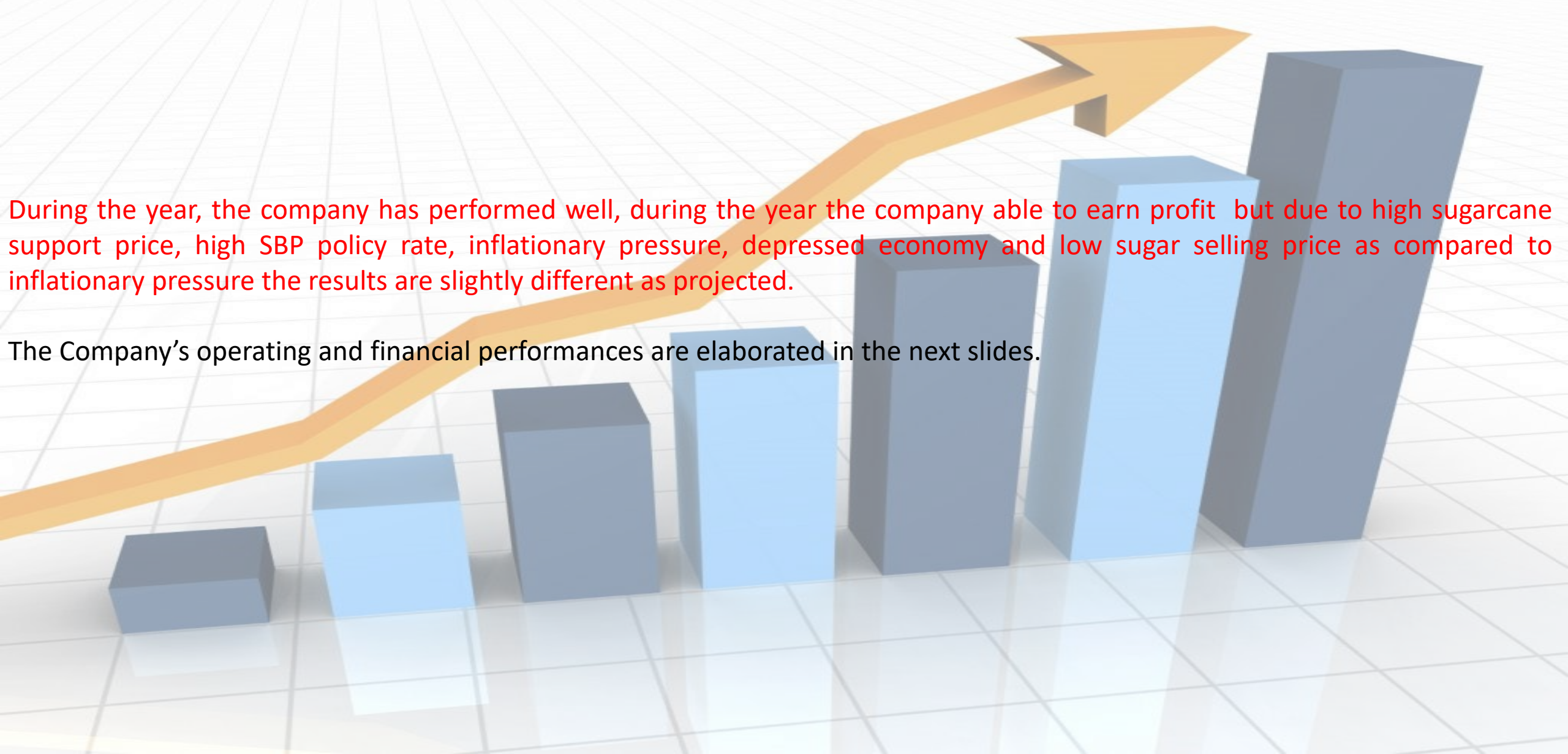


Questions & Answers



Thank You!

Company's Performance



During the year, the company has performed well, during the year the company able to earn profit but due to high sugarcane support price, high SBP policy rate, inflationary pressure, depressed economy and low sugar selling price as compared to inflationary pressure the results are slightly different as projected.

The Company's operating and financial performances are elaborated in the next slides.

Operating Performance



| | Measurement Unit | 2023 | 2022 |
|---|------------------|-------------|-------------|
| Season Started | | 25/11/2022 | 15/11/2021 |
| Season Closed | | 01/03/2023 | 26/03/2022 |
| Crushing Days | Days | 97 | 132 |
| Sugarcane Crushed | M. Tons | 455,913.605 | 607,762.396 |
| Sugar Produced | M. Tons | 45,338.900 | 54,026.500 |
| Sugar Recovery | % | 9.956 | 8.936 |
| Molasses Produced | M. Tons | 19,288.935 | 27,815.00 |
| Molasses Recovery | % | 4.242 | 4.597 |
| Sugar Sold | M. Tons | 42,074.35 | 46,391.85 |
| Govt. Support Price of Sugarcane | Rupees | 300/ 40kg | 225/ 40kg |

Financial Performance



| Description | 2022-23 | 2021-22 |
|-----------------------------|-----------------|-----------------|
| | (Rupees) | (Rupees) |
| Net Sales | 4,543,139,222 | 3,938,711,677 |
| Cost of Sales | 3,992,396,801 | (3,990,958,561) |
| Gross Profit / (Loss) | 550,742,421 | (52,246,884) |
| Other Income | 174,259,392 | 321,181,959 |
| Other expenses & taxes | 634,304,550 | (511,231,936) |
| Net Profit / (Loss) | 90,697,263 | (242,296,861) |
| Earnings / (Loss) Per Share | 9.60 | (25.64) |
| Gross Profit / (Loss) Ratio | 12.11% | -1.33% |
| P / E Ratio | 3.02 | (1.48) |
| Market Price Per Share | 28.99 | 37.90 |