



THALINDUSTRIES
C O R P O R A T I O N

The Thal Industries Corporation Limited (TICL)

Corporate Briefing Session 2024

January 26, 2024

At 04:00 p.m

Contents

- Company Profile
- Financial Review
- Future Outlook

Company Profile - Introduction

- Incorporated as a public limited company on Sep 07, 1953
- Commenced its business as a sugar manufacturer on Mar 26, 1954
- Listed on Pakistan Stock Exchange in 1955
- Has two production units:
 - I. Unit 1 - Layyah Sugar Mills , Layyah
 - II. Unit 2 - Safina Sugar Mills , Lalian District Chinniot
- Provided employment to 633 employees during the year 2022-23

Company Profile – Board of Directors



CHAIRPERSON

Mrs. Qaiser Shamim Khan

CHIEF EXECUTIVE

Mr. Muhammad Shamim Khan

MANAGING DIRECTOR

Mr. Nauman Ahmed Khan

DIRECTORS

Mr. Muhammad Shamim Khan (D)

Mrs. Qaiser Shamim Khan (D)

Mr. Adnan Ahmed Khan (D)

Mr. Nauman Ahmed Khan (D)

Mr. Muhammad Khan (D)

Mr. Farid ud Din Ahmad (ID)

Mr. Muhammad Ashraf Khan
Durani (ID)

ID: Independent Director

AUDIT COMMITTEE

Mr. Muhammad Ashraf Khan Durani
(Chairman)

Mrs. Qaiser Shamim Khan
(Member)

Mr. Adnan Ahmed Khan
(Member)

COMPANY SECRETARY

Mr. Wasif Mahmood

CHIEF FINANCIAL OFFICER

Mr. Hafiz Muhammad Arif

Company Profile – Production Units & Products

Unit 1: Layyah Sugar Mills

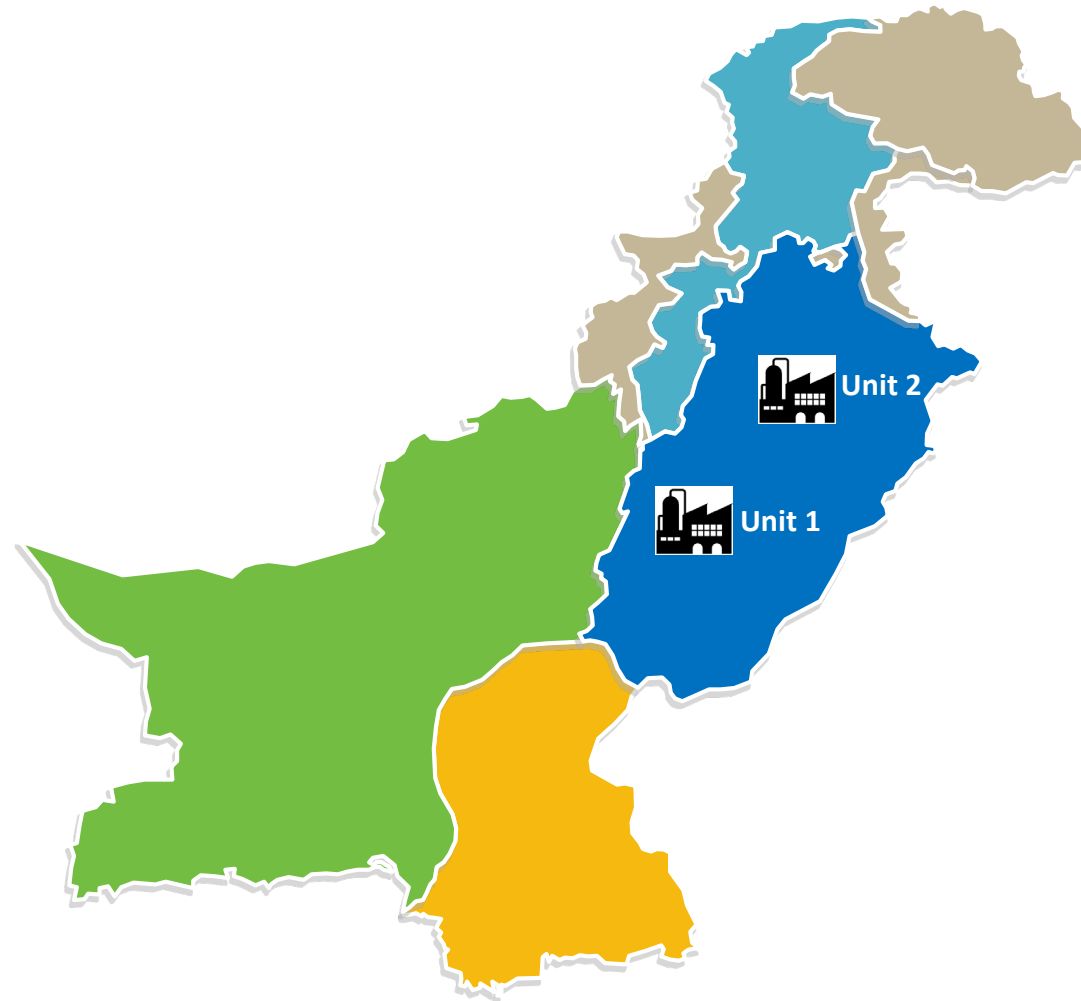
Designated sugarcane crushing capacity of 18,000 TCD

Bagasse based power generation capacity of more than **45MW**

Unit 2: Safina Sugar Mills

Designated sugarcane crushing capacity of 12,000 TCD

Bagasse based power generation capacity of more than **13MW**



Selling 22.5MW of electricity to CPPA(G)L from Unit-1, under Bagasse Based Upfront Tariff Policy 2013

Products



Ultra White Refined Sugar
ICUMSA: <45



White Refined Sugar
(Fine Grain)
ICUMSA: <60



White Refined Sugar
ICUMSA: <100

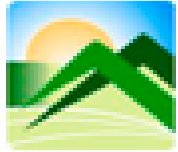


Molasses
BRIX: 90 Degrees
PURITY: 48%



Bio Fertilizer
ORGANIC CARBON: ~25%

Company Profile – Associated Businesses & Certifications



ALMOIZ
INDUSTRIES LIMITED



Corporate Member



Baba Farid
Sugar Mills Limited



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.



BUILDING TRUSTING RELATIONSHIP
To convert key stakeholders to advocate.



ENSURING QUALITY AT ALL LEVELS
To aim for excellence.



PROMOTING SUSTAINABLE FUTURE
To protect and enrich our communities.

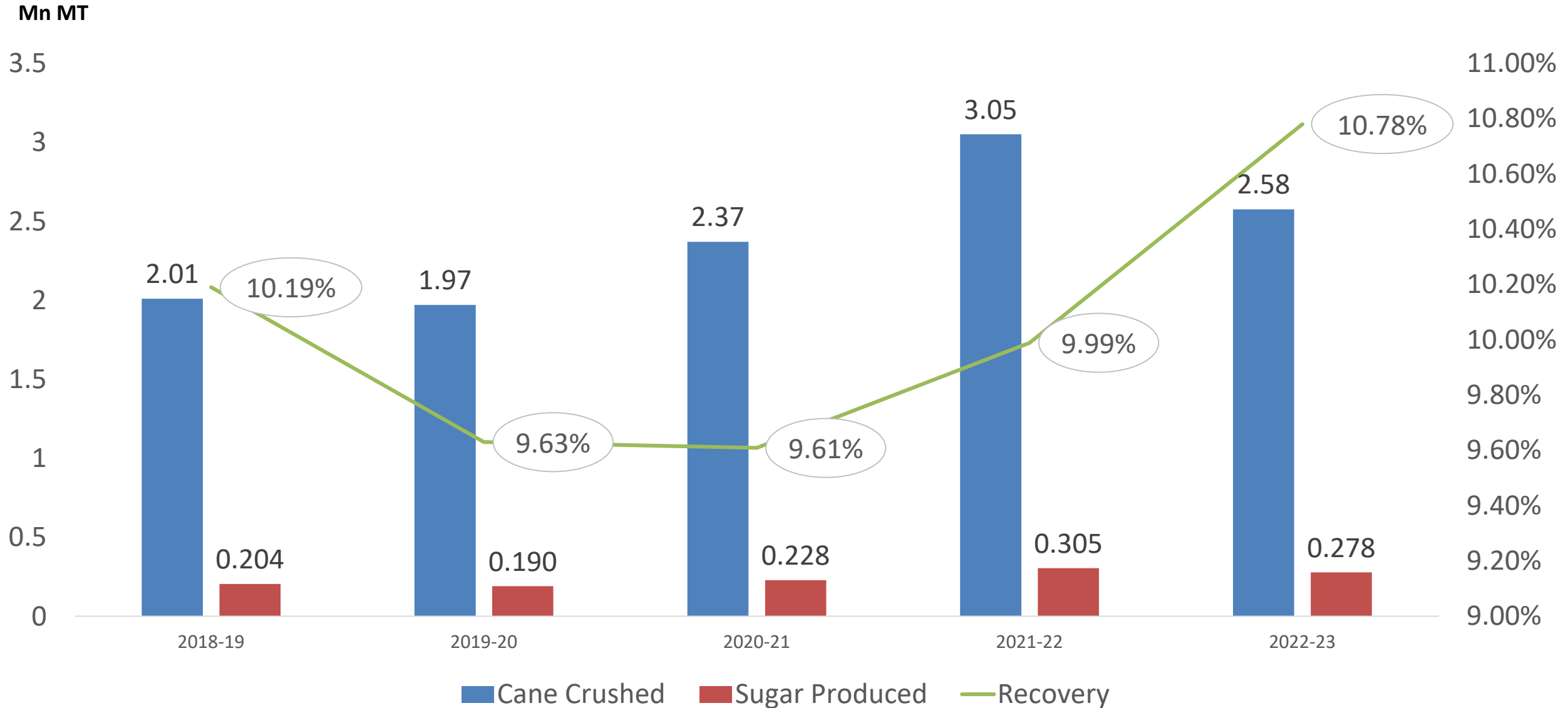


ADVANCING THROUGH TECHNOLOGY
To improve productivity and quality.



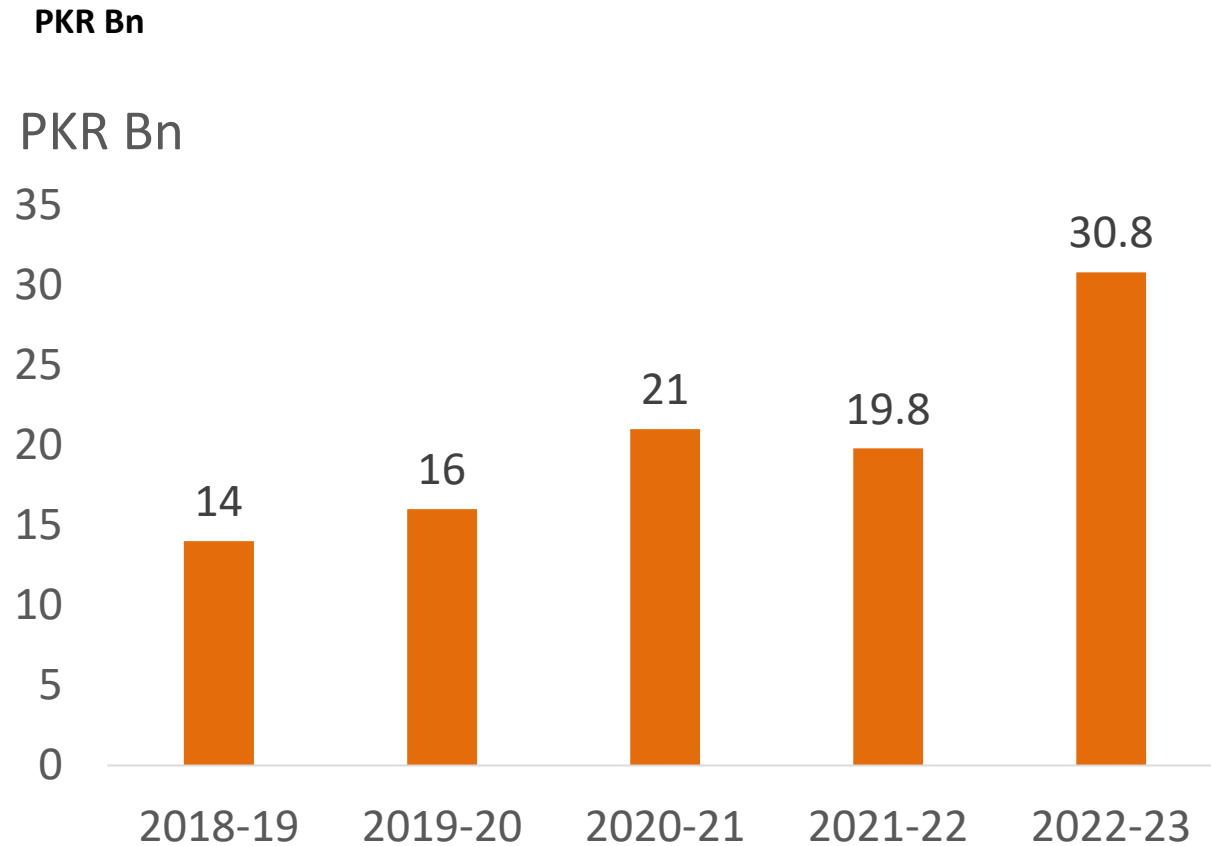
RESPECTING AND WINNING TOGETHER
To develop high-performance teams.

Financial Review – Operational Highlights

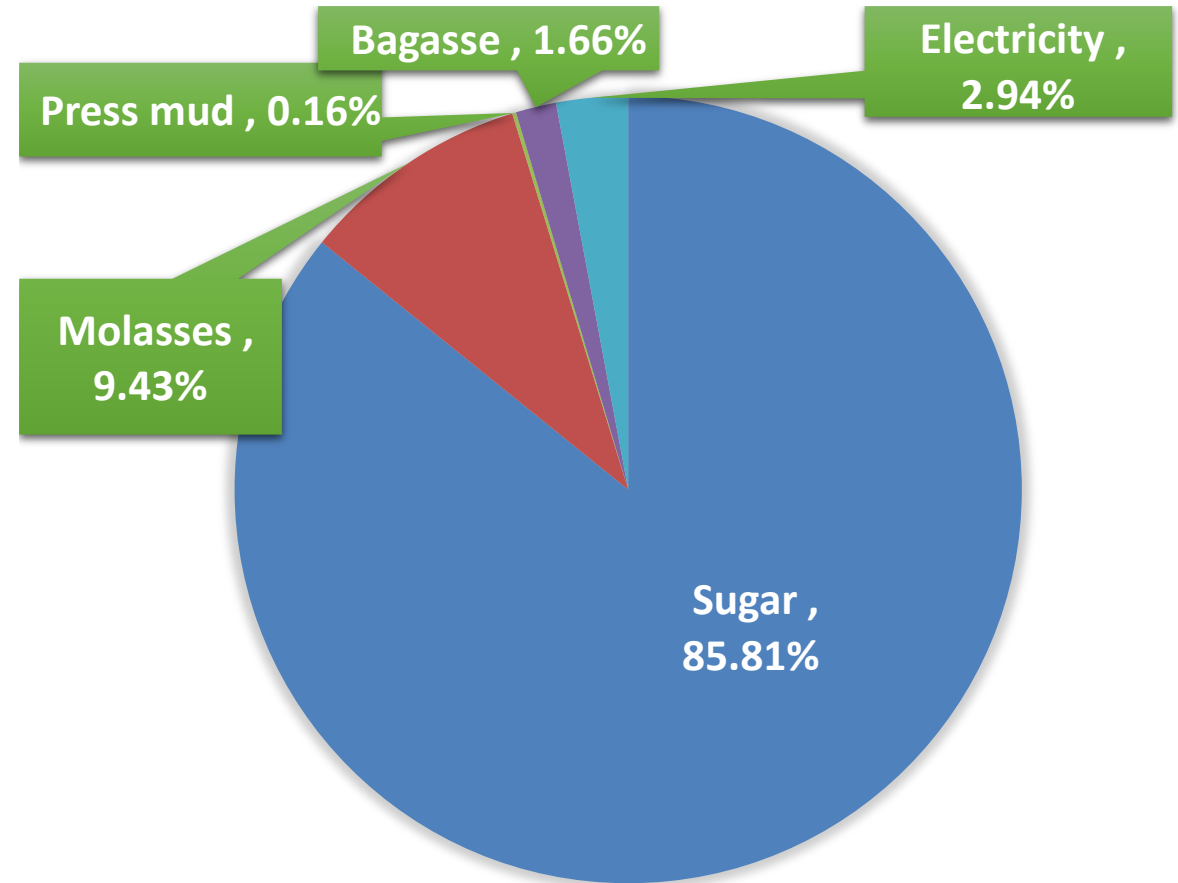


Financial Review – Net Sales

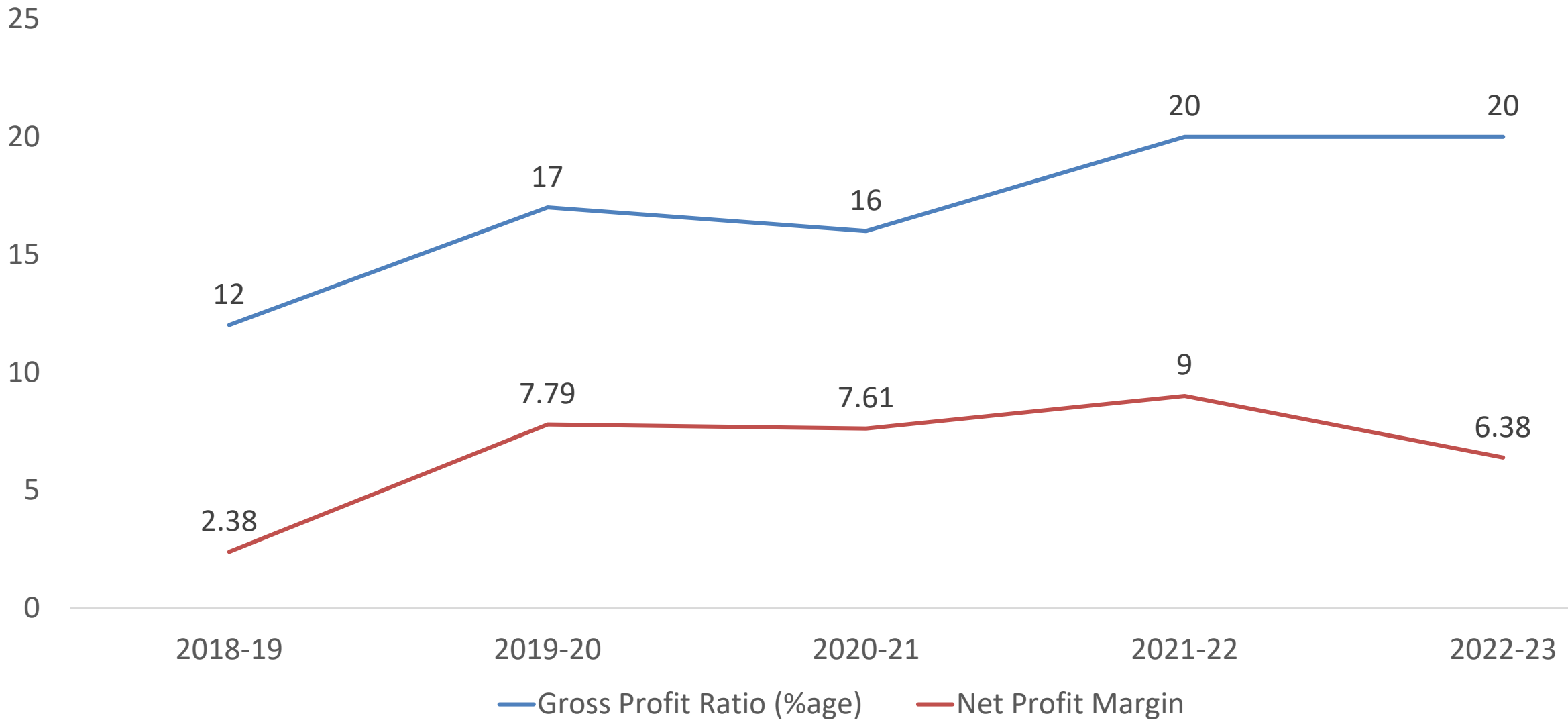
Sales grew at 5-year CAGR of 21.03%



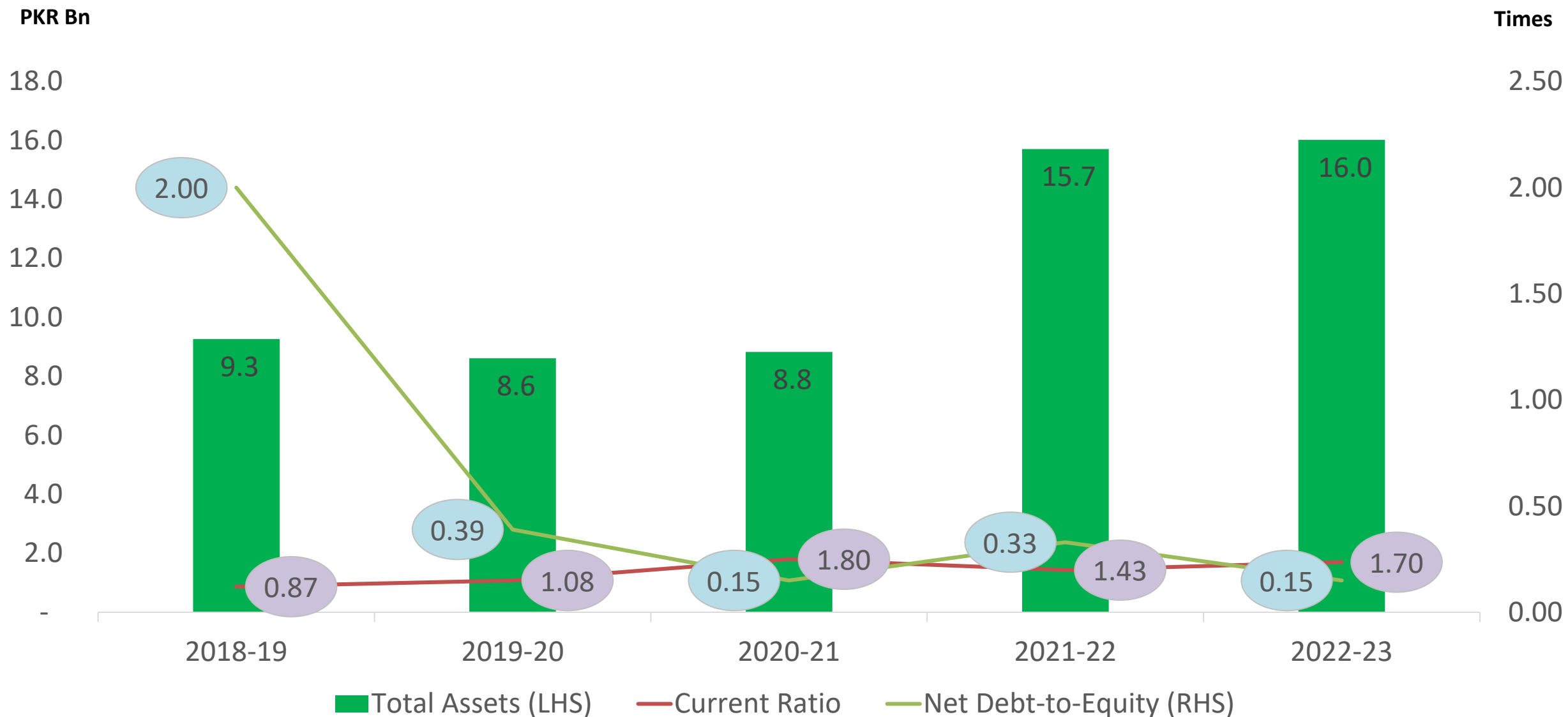
Revenue Breakup 2022-23



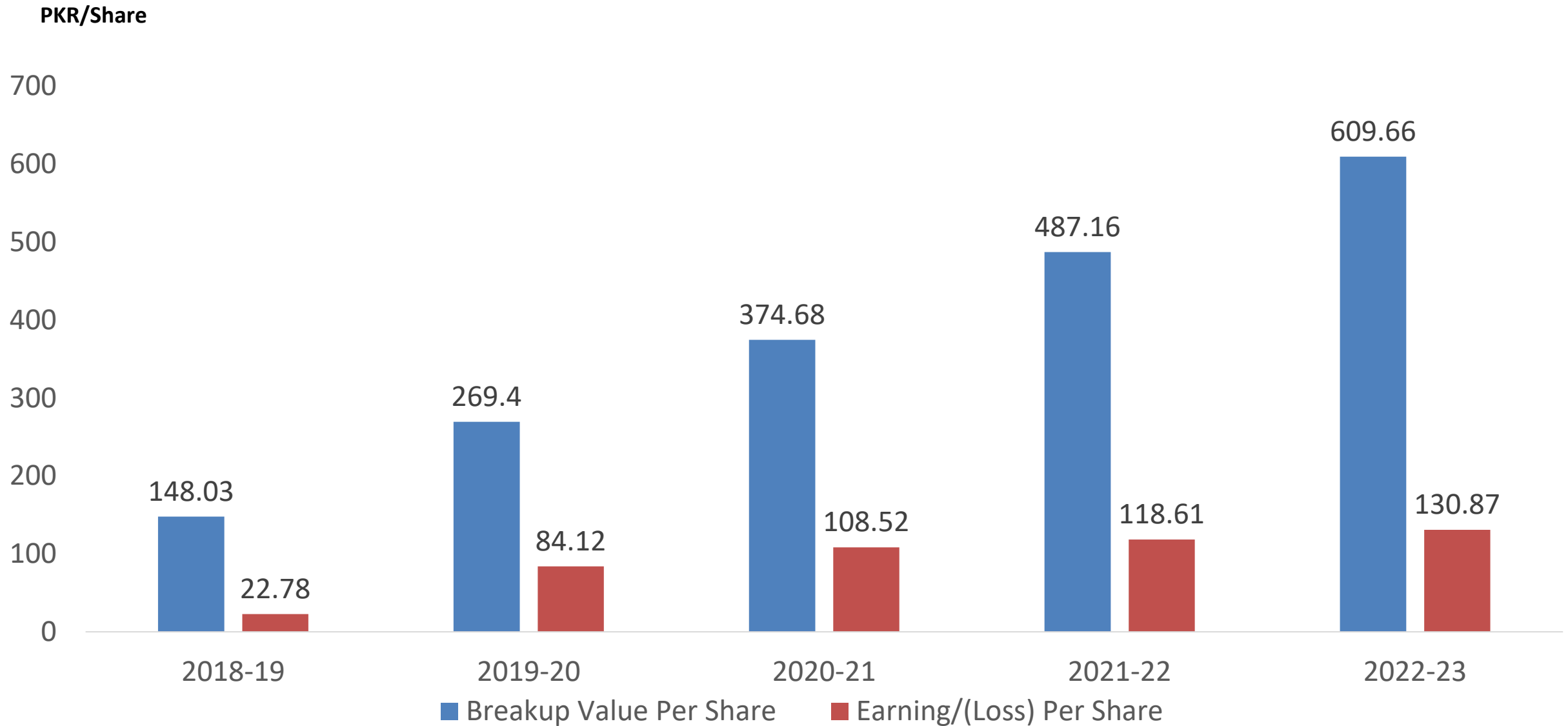
Financial Review – Gross Profit & Net Profit Margins



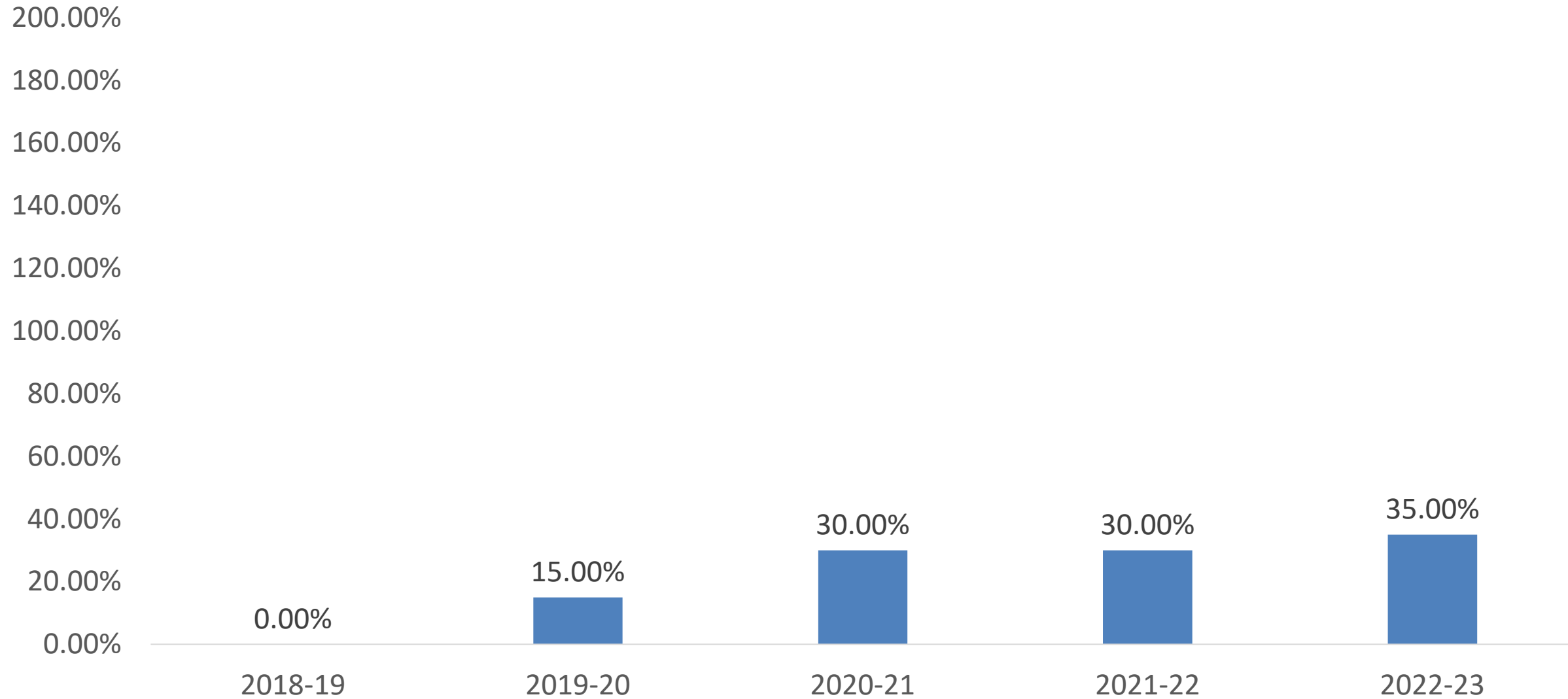
Financial Review – Total Assets, Current Ratio & Net Debt/Equity



Financial Review – EPS & BVPS



Financial Review – Dividend Paid



***Approved by the BOD**

Future Outlook

- Sugarcane crop size could be lower than the previous year and this may end up having lesser sugar in coming season.
- Government has fixed a support price of Rs.400/maund for sugarcane. Consequently, sugar prices are compelled to rise, despite facing pressure.
- The political uncertainty, economic chaos, high inflation, a weakened local currency, soaring interest rates, import difficulties and global economic recession make business environment extremely sensitive.
- High policy rate of 22% increased markup rates that has resulted in substantial higher borrowing costs.

Questions & Answers

Thank You!