



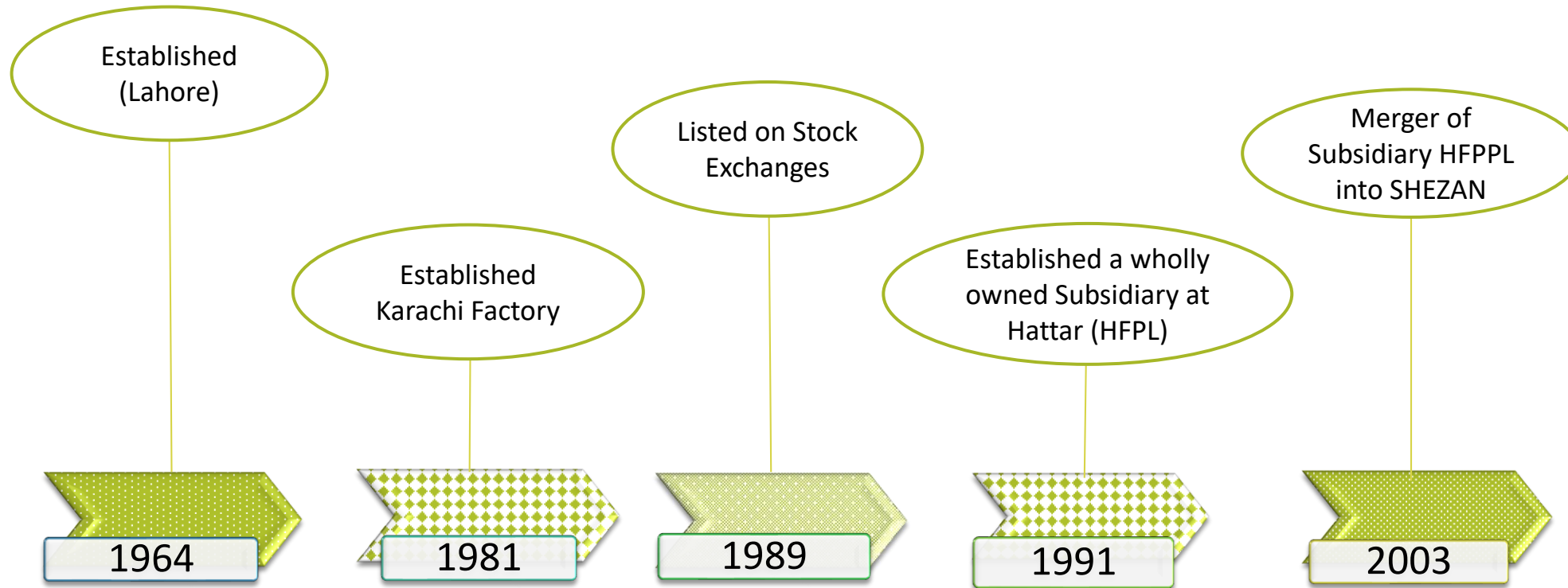
**CORPORATE BRIEFING**  
**2022**

*All the participants are warmly welcomed*

# Our journey:-

- Shezan International Limited was established in 1964 and since then it kept on growing under the umbrella of Shahnawaz Family. Juices and drinks, has always been the core business of company, however, over the period the company's consumer products like Jams, Ketchups, Syrups and Pickles have made a decent share in the market. Since inception the company has successfully established two other manufacturing units one in KPK and the other one in the Sindh province.
- Over the years, through continual efforts of all the members of governing board and stakeholders it has gained a good market share and repute in both local and international market.

# COMPANY INFORMATION



## LAHORE

56-BUND ROAD

## KARACHI

PLOT NO. L-9, BLOCK NO. 22,  
FEDERAL "B", INDUSTRIAL AREA

## HATTAR

PLOT NO. 33-34, PHASE III, HATTAR  
INDUSTRIAL ESTATE, KPK

# CERTIFICATIONS



**LAHORE CHAMBER  
OF COMMERCE**



# Vision and Mission

- **OUR VISION ...** To be known as leader of quality products in the region. Dedication to quality is a way of life at our Company, so much so that it goes far beyond rhetorical slogans. It is the objective of Shezan International Limited to produce and provide products and services of the highest quality. In its activities the Company will pursue goals aimed at the achievement of quality excellence and succeed as a profitable business. These results will be derived from the dedicated efforts of each employee in conjunction with supportive participation from management at all levels of the Company. To play its role in the economic development of the country and to enhance quality of life of its people.
- **OUR MISSION ...** Is to provide the highest quality fruit and vegetable related juices and products to retail and food service customers. We want to be the recognized industry leader in quality and service, providing more than expected for our customers, employees and stakeholders. We will accomplish this by maintaining a tradition of pride in our products, growth through innovation, integrity in the management of our business, commitment to Team Management and the Quality Improvement Process

# Corporate Social Responsibility

- ❖ The Company believes that Corporate Social Responsibility is the continuing commitment to behave ethically and contribute to the economic development of the workforce and their families as well as of the local community and society at large.
- ❖ Shezan places special emphasis on health, safety and environment (HSE) and all our plants strive to ensure strict compliance with our HSE policies. As an essential service, the Company is focused on protecting the health and well-being of its people, maintaining business continuity and broadening its social outreach. The health and safety of our people are paramount while ensuring the security of our product supply. Overall, the Company believes its proactive and comprehensive efforts should mitigate operational impacts. The Company complies with all applicable rules and regulations in the formulation, manufacture, labeling, and marketing of its products and also takes active measures to reduce the discharge of hazardous waste in the environment. To remain environment friendly, the Company encourages its employees to identify potentially hazardous conditions, incorporates health and safety considerations into their daily activities and provides training on work safety and sound environmental practices.

# CORE BUSINESS ACTIVITIES

Manufacturing of Juices, Pickles, Jams, Ketchups, Cooked Food, Syrups & Squashes etc.

*Based upon or derived from fruits and vegetables*

Returnable Bottle Juice  
Non Returnable Bottle Juice



Pickles, Jams, Tomato Ketchup,  
Sauces, Vinegar, Squashes and  
Syrups



Tetra Pak Juices  
125 ml, 200 ml, 250 ml, 1000  
ml



# FINANCIAL PERFORMANCE

Revenue  
(Rupees in Millions)



# FINANCIAL PERFORMANCE

Profit after tax (Rupees in Millions)



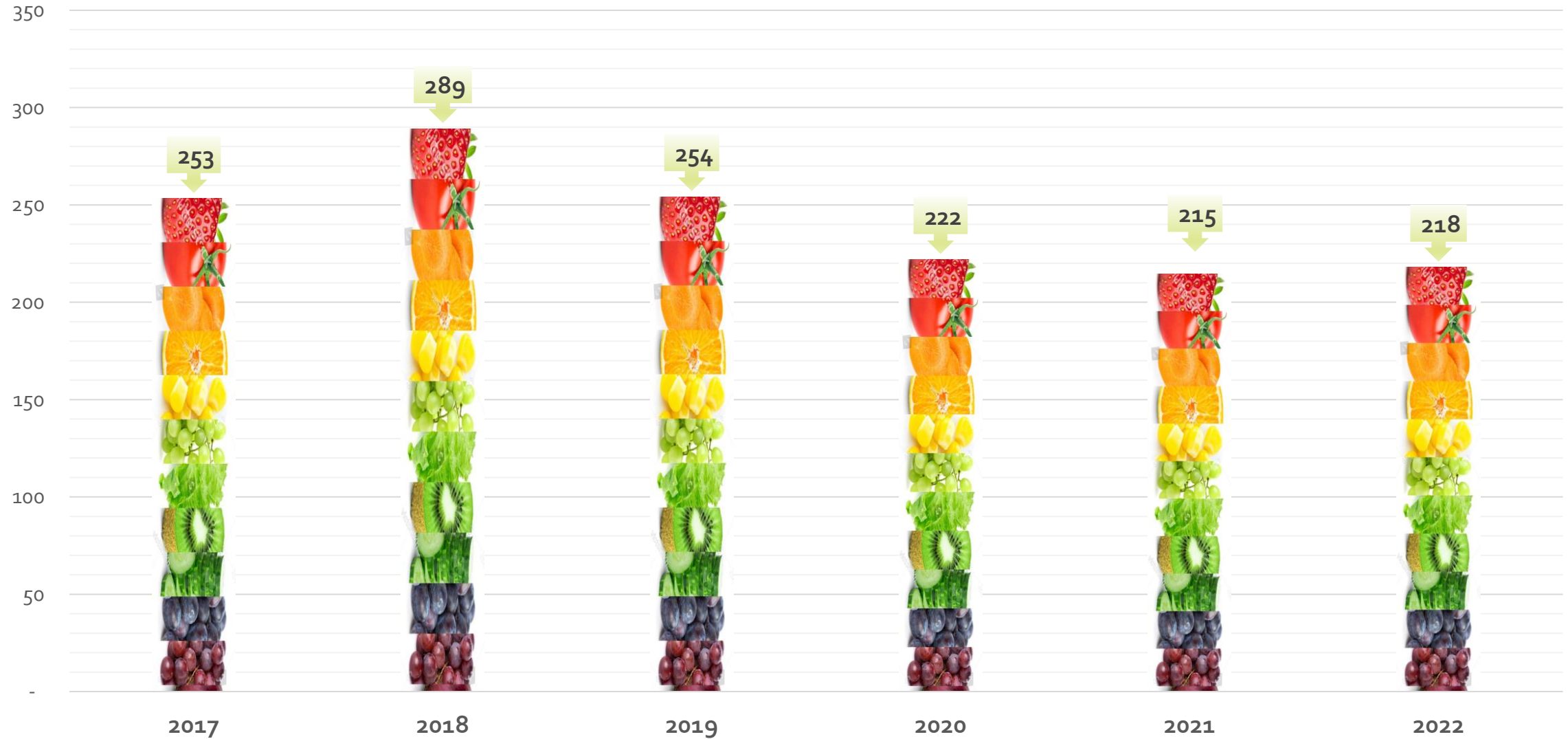
# FINANCIAL PERFORMANCE

Earnings / (loss) per share - Rupees



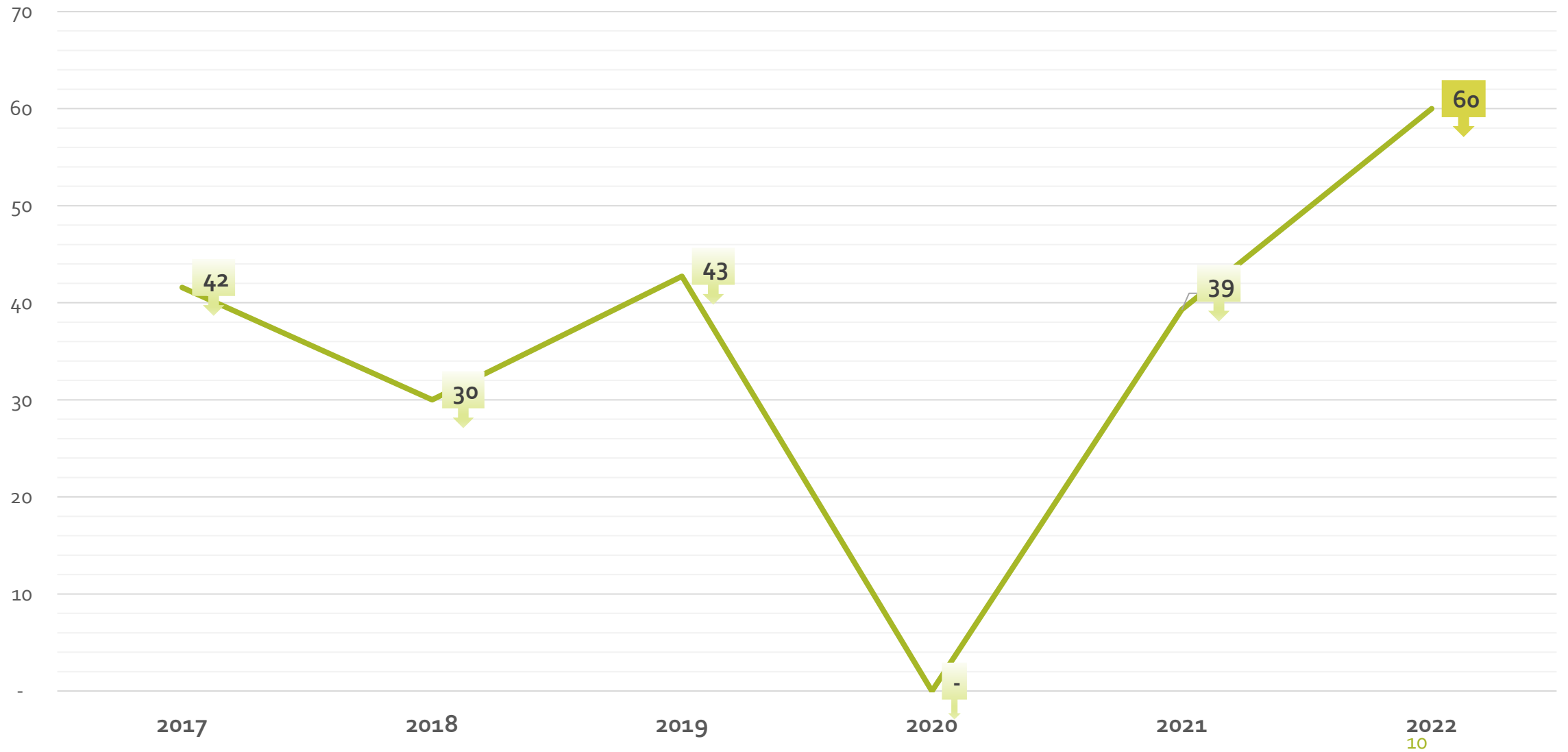
# FINANCIAL PERFORMANCE

Break up value per share - Rupees



# FINANCIAL PERFORMANCE

Dividend payout ratio - %age



# RISKS AND UNCERTAINTIES

## The Company is exposed to the following risks and uncertainties:-

- ❖ Significant increase in cost of packaging materials especially in Tetra pak papers prices
- ❖ Increase in Gas, Electricity and Fuel prices will create havoc.
- ❖ The persisting decline in the rupee value against the U.S dollar.
- ❖ Government has increasing policy rates which will ultimately increase our Markup cost significantly
- ❖ Inflation could increase further and will increase the cost of locally available raw and packaging materials and may lead to increased cost of production in the future.
- ❖ Record increase in pulp price, a main ingredient in our products
- ❖ Supply chain disruption due to floods will be a big challenge for our business.
- ❖ Potential water charge of Rs. 1/- per liter on the extraction of ground or use of surface water.

# FUTURE OUTLOOK

- ❖ The Company's prospects are promising as the management will utilize its best potential towards increasing the Company's market share in all its sales segments. The Company is striving to attain volumetric growth from its existing customers and will continue to explore local and foreign markets.
- ❖ Our prime products have tremendous potential to be recognized worldwide. Our export team has vigorously started attending international food exhibitions to introduce our brand and to reach in international markets.
- ❖ The Company's focus on R&D and product management will strengthen its product portfolio, enabling sustainable growth in the future.

# Disclaimer:

- The Corporate Briefing Session presentation is prepared by Shezan International Limited is exclusively for the discussion purpose with the participants only. Any expression, information, statement or representation made during the discussion shall not be infer by any investor or potential investor as an advice or recommendation in relation to holding , purchasing or selling securities without proper consideration. It is suggested before acting on any information's shared or and remarks made during the discussion process , one should seek appropriateness and accuracy of information.



*THANK YOU*

# QUESTION & ANSWERS SESSION

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