

Ref No.AASML/PSX/23-24/038

January 27, 2025

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

Subject: **CORPORATE BRIEFING SESSION**

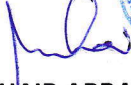
Dear Sir,

In continuation to our letter No. AASML/PSX/23-24/036 dated January 22, 2025, we are enclosing herewith presentation of Corporate Briefing Session.

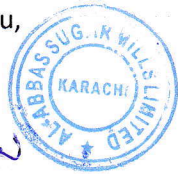
We would appreciate your assistance in communicating this information to TRE Certificate Holders of the Exchange.

Thanking you,

Yours truly,



**ZUHAIR ABBAS**  
*Company Secretary*



# CORPORATE BRIEFING SESSION- 2024

AL ABBAS SUGAR MILLS LIMITED

*Bringing Back Sweetness*



# CONTENT

- 1. Company Overview**
- 2. Financial Highlights**
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# CHIEF EXECUTIVE OFFICER

## Mr. Asim Ghani

- Mr. Asim Ghani is a distinguished leader in Pakistan's business and industrial sectors, renowned for his significant contributions to the nation's economic development. As the Chief Executive Officer and Executive Director of Al-Abbas Sugar Mills Ltd., he has been instrumental in positioning the company as a key player in the sugar industry.
- Mr. Ghani's extensive leadership experience includes serving as the Senior Vice President of the Federation of Pakistan Chambers of Commerce & Industry (FPCCI), Chairman of the Pakistan Sugar Mills Association (Center and Sindh Zones), and Chairman of the Pakistan Ethanol Manufacturers Association. His strategic vision has been pivotal in advancing Pakistan's sugar sector and promoting industrial progress.
- Beyond the sugar industry, Mr. Ghani has held prominent positions such as Chief Executive Officer of Javedan Cement Ltd. and Managing Director of Thatta Cement Company Ltd., showcasing his versatile leadership across various sectors. His tenure as President of the Karachi Club further underscores his commitment to fostering community and professional networks.
- Mr. Ghani holds an MBA in Finance and is a member of the Pak-Bulgaria Business Council under the FPCCI, reflecting his dedication to international business relations.
- His multifaceted career and leadership roles have significantly contributed to Pakistan's industrial growth and economic prosperity.



# GEOGRAPHICAL PRESENCE



-  Tank Terminal (Karachi)
-  Chemical, Alloys & Power (Thatta)
-  Head Office (Karachi)
-  Factory (Mirpurkhas)

# The Journey so Far

Formed in  
1991



Sugarcane  
Production  
Commenced  
in 1994



Ethanol Unit – II  
Started  
Commercial  
Production in  
2004



Power Segment  
Started in 2010



Listed in PSX  
in 1992



Ethanol Unit – I  
Started  
Commercial  
Production in  
2000



Chemical,  
alloys Segment  
Started in 2006



Completion of  
Tank Terminal  
in 2012



## RATING & AWARDS

### Corporate Excellence Award

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

### Best Corporate Award

Company secured the third position in the best corporate & sustainability report award by Institute of Chartered Accountants (ICAP) & Institute of Cost Management Accountants International.

### 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.



## BUSINESS SEGMENT

- **SUGAR**
- **ETHANOL**
- **CHEMICAL ALLOYS & POWER**
- **STORAGE TANK TERMINAL**

# 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.



# ETHANOL

- As a strategic component of the company's deliberate expansion and diversification policy aimed at enhancing its financial strength and capabilities, Pakistan's largest 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.



# ETHANOL UNITS

## 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 Thatta 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



# 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.**



# FINANCIAL HIGHLIGHTS



# FINANCIAL HIGHLIGHTS

|                                |           | 2024              | 2023              | 2022              | 2021             | 2020             | 2019             |
|--------------------------------|-----------|-------------------|-------------------|-------------------|------------------|------------------|------------------|
| <b>Sales</b>                   |           | <b>16,507,771</b> | <b>14,569,235</b> | <b>10,362,184</b> | <b>7,378,402</b> | <b>8,153,544</b> | <b>7,164,862</b> |
| <b>Gross profit</b>            |           | <b>3,611,627</b>  | <b>4,974,883</b>  | <b>2,338,932</b>  | <b>1,182,013</b> | <b>2,105,273</b> | <b>1,765,155</b> |
| <b>Profit After Tax</b>        |           | <b>1,550,682</b>  | <b>3,684,617</b>  | <b>1,913,689</b>  | <b>751,929</b>   | <b>1,244,347</b> | <b>1,111,978</b> |
| <b>Basic Earning Per Share</b> | <b>Rs</b> | <b>89.31</b>      | <b>212.22</b>     | <b>110.22</b>     | <b>43.31</b>     | <b>71.67</b>     | <b>64.05</b>     |
| <b>Dividend Cash</b>           | <b>%</b>  | <b>500</b>        | <b>560</b>        | <b>550</b>        | <b>400</b>       | <b>500</b>       | <b>500</b>       |

# OPERATIONAL DATA

|                           |               | 2024           | 2023           | 2022           | 2021           | 2020           | 2019           |
|---------------------------|---------------|----------------|----------------|----------------|----------------|----------------|----------------|
| <b>SUGAR</b>              |               |                |                |                |                |                |                |
| <b>Sugar Production</b>   | <b>M.Tons</b> | <b>50,184</b>  | <b>42,175</b>  | <b>53,945</b>  | <b>38,440</b>  | <b>42,959</b>  | <b>50,892</b>  |
| <b>Sugar Recovery</b>     | <b>% age</b>  | <b>10.26</b>   | <b>10.52</b>   | <b>10.77</b>   | <b>10.38</b>   | <b>10.82</b>   | <b>10.88</b>   |
| <b>Sugarcane Crushed</b>  | <b>M.Tons</b> | <b>489,122</b> | <b>400,820</b> | <b>501,010</b> | <b>370,402</b> | <b>396,965</b> | <b>467,829</b> |
| <b>ETHANOL</b>            |               |                |                |                |                |                |                |
| <b>Ethanol Production</b> | <b>M.Tons</b> | <b>43,771</b>  | <b>45,250</b>  | <b>38,549</b>  | <b>35,526</b>  | <b>32,593</b>  | <b>41,143</b>  |
| <b>Ethanol Recovery</b>   | <b>% age</b>  | <b>5.07</b>    | <b>5.16</b>    | <b>5.22</b>    | <b>5.10</b>    | <b>5.53</b>    | <b>5.49</b>    |
| <b>Molasses Consumed</b>  | <b>M.Tons</b> | <b>221,023</b> | <b>233,099</b> | <b>201,297</b> | <b>180,147</b> | <b>180,246</b> | <b>225,722</b> |

# Comparison With Some Other Sugar Mills

| 1                            | 2                         | 3                            | 4                             | 5                           | 6                           | 7                                 | 8                         | 9                              | 10                         |
|------------------------------|---------------------------|------------------------------|-------------------------------|-----------------------------|-----------------------------|-----------------------------------|---------------------------|--------------------------------|----------------------------|
| AL-ABBAS SUGAR MILLS LIMITED | HABIB SUGAR MILLS LIMITED | KHAIRPUR SUGAR MILLS LIMITED | SHAHMURAD SUGAR MILLS LIMITED | AL-NOOR SUGAR MILLS LIMITED | SANGHAR SUGAR MILLS LIMITED | SINDH ABADGAR SUGAR MILLS LIMITED | FARAN SUGAR MILLS LIMITED | MIRPURKHAS SUGAR MILLS LIMITED | MEHRAN SUGAR MILLS LIMITED |

RUPEES IN THOUSAND

| Parameters                                      | 2023-24          | 2023-24          | 2023-24          | 2023-24          | 2023-24          | 2023-24          | 2023-24          | 2023-24            | 2023-24            | 2023-24          |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|--------------------|--------------------|------------------|
| Sales - net                                     | 16,507,771       | 20,624,090       | 11,363,646       | 25,737,193       | 20,736,291       | 5,415,294        | 5,766,181        | 11,143,055         | 11,969,725         | 10,988,868       |
| Cost of Sales                                   | (12,896,144)     | (18,111,404)     | (10,191,532)     | (23,555,774)     | (17,301,610)     | (5,075,967)      | (5,482,503)      | (10,601,661)       | (11,149,846)       | (10,093,839)     |
| <b>Gross Profit / (Loss)</b>                    | <b>3,611,627</b> | <b>2,512,686</b> | <b>1,172,114</b> | <b>2,181,419</b> | <b>3,434,681</b> | <b>339,327</b>   | <b>283,678</b>   | <b>541,394</b>     | <b>819,879</b>     | <b>895,029</b>   |
| Selling and distribution expenses               | (1,213,219)      | (411,969)        | (32,713)         | (151,576)        | (221,696)        | (3,219)          | (9,283)          | (106,298)          | (264,816)          | (133,265)        |
| Administrative Expenses                         | (178,932)        | (375,338)        | (300,544)        | (456,022)        | (1,069,674)      | (159,981)        | (161,796)        | (249,301)          | (319,397)          | (354,565)        |
| Other Expenses                                  | (143,189)        | (182,132)        | (26,535)         | (51,427)         | (31,993)         | (51,715)         | (106,321)        | (29,399)           | (33,241)           | (10,232)         |
| Profit from Trading Activities                  | -                | -                | -                | 2,230            | -                | -                | -                | -                  | -                  | -                |
| Other Income                                    | 213,190          | 1,204,638        | 14,355           | 549,085          | 94,786           | 46,616           | 150,930          | 109,407            | 47,140             | 833,124          |
| <b>Profit from operations</b>                   | <b>2,289,477</b> | <b>2,747,885</b> | <b>826,677</b>   | <b>2,073,709</b> | <b>2,206,104</b> | <b>171,028</b>   | <b>157,208</b>   | <b>265,802</b>     | <b>249,565</b>     | <b>1,230,092</b> |
| Share of profit/loss from associates            | -                | -                | -                | (42)             | 8,146            | -                | -                | (652,346)          | (652,468)          | (652,281)        |
| Impairment of Plant & Machinery                 | -                | -                | -                | -                | -                | -                | -                | -                  | -                  | -                |
| Provision for slow moving stocks                | -                | -                | -                | -                | -                | -                | -                | -                  | -                  | -                |
| Finance Cost                                    | (508,923)        | (32,412)         | (568,479)        | (1,650,038)      | (1,842,973)      | (251,349)        | (572,756)        | (1,415,159)        | (1,858,395)        | (1,253,087)      |
| <b>Profit / (loss) before taxation and levy</b> | <b>1,780,554</b> | <b>2,715,473</b> | <b>258,198</b>   | <b>423,629</b>   | <b>371,277</b>   | <b>(80,321)</b>  | <b>(415,549)</b> | <b>(1,801,704)</b> | <b>(2,261,298)</b> | <b>(675,277)</b> |
| Levy  | (154,963)        | -                | -                | (339,148)        | (202,889)        | (79,387)         | (84,826)         | (139,935)          | (165,915)          | (174,601)        |
| <b>Profit / (loss) before taxation</b>          | <b>1,625,591</b> | <b>2,715,473</b> | <b>258,198</b>   | <b>84,481</b>    | <b>168,388</b>   | <b>(159,708)</b> | <b>(500,375)</b> | <b>(1,941,638)</b> | <b>(2,427,213)</b> | <b>(849,877)</b> |
| Taxation  | (74,909)         | (755,000)        | (198,365)        | (32,081)         | (213,471)        | 20,048           | 201,114          | 408,620            | 205,765            | 50,850           |
| <b>Profit/(loss) after taxation</b>             | <b>1,550,682</b> | <b>1,960,473</b> | <b>59,833</b>    | <b>52,400</b>    | <b>(45,083)</b>  | <b>(139,660)</b> | <b>(299,261)</b> | <b>(1,533,019)</b> | <b>(2,221,448)</b> | <b>(799,027)</b> |
| <b>Earning Per Share</b>                        | <b>89.31</b>     | <b>14.52</b>     | <b>3.74</b>      | <b>2.48</b>      | <b>(2.20)</b>    | <b>(11.69)</b>   | <b>(28.71)</b>   | <b>(61.30)</b>     | <b>(39.17)</b>     | <b>(10.66)</b>   |
| Production capacity per day in M.tons (Sugar)   | 8,500            | 11,000           | 7,000            | 11,000           | 14,500           | 8,500            | 8,000            | 12,000             | 12,500             | 12,500           |
| Production capacity per day in Litres (Ethanol) | 170,000          | 141,667          | -                | 250,000          | -                | -                | -                | -                  | -                  | -                |



# QUESTIONS?



**THANKYOU**  
*Bringing Back Sweetness*