

# *Corporate Briefing*

ZIL Limited

For nine months period ended 30 September 2023

Royal Rodale Club, Karachi,  
22<sup>nd</sup> Dec, 2023



## Company Profile

Ground Floor, Bahria Complex III, M.T. Khan Road, Karachi-Pakistan.  
Tel: +9221 -35630251-60 Fax: +9221 -35630266



# Mission

“Enrich everyday lives of individuals, families and communities by providing products which offer quality, convenience and affordability”

# Vision

“To be admired as a leading and innovative consumer goods company offering delightful propositions that rivals any other major company”

# Company Information

- ZIL Limited was incorporated as a private limited company in February 1960 under the Companies Act, 1913 (now the Companies Act, 2017)
- It was subsequently converted into a public limited company in November 1986.
- Its shares are listed on the Pakistan Stock Exchange Limited.
- The principal activity of the Company is to manufacture and sell of home and personal care products.
- The holding company of ZIL is New Future Consumers International general trading (NFCI) LLC Dubai.
- The registered office of the Company is situated at Ground Floor, Bahria Complex III, M.T. Khan Road, Karachi.

# Company Information

## Board of Directors

- Dr. Salomon Jacobus Van Rooijen (Chairman-Non-Executive Director)
- Mr. Mubashir Hasan Ansari (Executive Director & CEO)
- Mrs. Ferial Ali Mehdi (Non-Executive Director)
- Mr. Saad Amanullah Khan- (Non-Executive Director)
- Mr. Muhammad Irfan-ul-Haq (Non-Executive Director)
- Mr. Muhammad Salman Chawalla (Independent Non-Executive Director)
- Mr. Ahsan Rashid (Independent-Non-Executive Director)

# Company Information

## Board Audit Committee

- Mr. Muhammad Salman Chawalla (Chairman- Independent-Non-Executive Director )
- Mrs. Ferial Ali-Mehdi (Member)
- Mr. Ahsan Rashid (Member)

# Company Information

## Human Resource and Remuneration Committee

Mr. Ahsan Rashid	(Chairman)
Mrs. Ferial Ali- Mehdi	(Member)
Mr. Saad Amanullah Khan	(Member)
Mr. Mubashir Hasan Ansari	(Member & CEO)



# Company Information

## Internal Auditors:

Yousuf Adil & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)

## External Auditors:

BDO Ebrahim & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)

# Company Foot Steps

- **1954** - Soap Operations start in Hyderabad
- **1969** - Capri Launched
- **1986** – Public Listing on Stock Exchange
- **2000** – ISO Certification
- **2001** – Investment of Over PKR.100mn to upgrade technology and enhance capacity
- **2005** – Revenue of PKR 1 billion
- **2011** – Capri re-launch
- **2012** – Launch of variants and sanitizers
- **2011** – Capri Hand wash is launched
- **2014** – Capri Face wash is launched
- **2017** – Capri re-launch  
– Revenue of PKR 2 billion
- **2019** – Celebrated 50 Years of Capri  
– Re-launched Capri Hand wash  
– Revenue of PKR 3.2billion

# Company Foot Steps

- **2021** - Launch of Anti BAC soap HYPro
- **2022** - Consistent Volumatic sales growth
  - **Annual sales above Rs. 4.1Bn**
  - Factory closure based on new manufacturing strategy
- **2023** - Achieving highest ever sale (4.2 Bn for 9 months)
  - Acquisition by NCFI LLC Dubai
  - Ever highest profit

# Core Values



## Sustainability

We consider balancing long-term goals with short-term needs



## Customer Centric

Understanding & satisfying customer needs, wants & expectations



## Empowerment

Grow our people to be autonomous, responsible and engaged



## Innovation

We add value to delight our customers



## Learning

Outstanding quality through continuous improvement

# COMPANY PRODUCTS PROFOLIO

BEAUTY SEGMENT	HEALTH SEGMENT
CAPRI	HYPRO
OPAL	
LILY	

# PREMIUM -MOISTURISING



- Flag Ship brand
- Launched in 1969. Celebrated 50 Years in 2019
- No 3 brand in beauty soap segment

# PREMIUM REFRESHING



- Flag Ship brand
- Launched in 1969. Celebrated 50 Years in 2019
- No 3 brand in beauty soap segment



FLORAL



SILKY





# LILY SIX PACK



# HEALTH



*“For Clean, Soft & Beautiful Hands”*



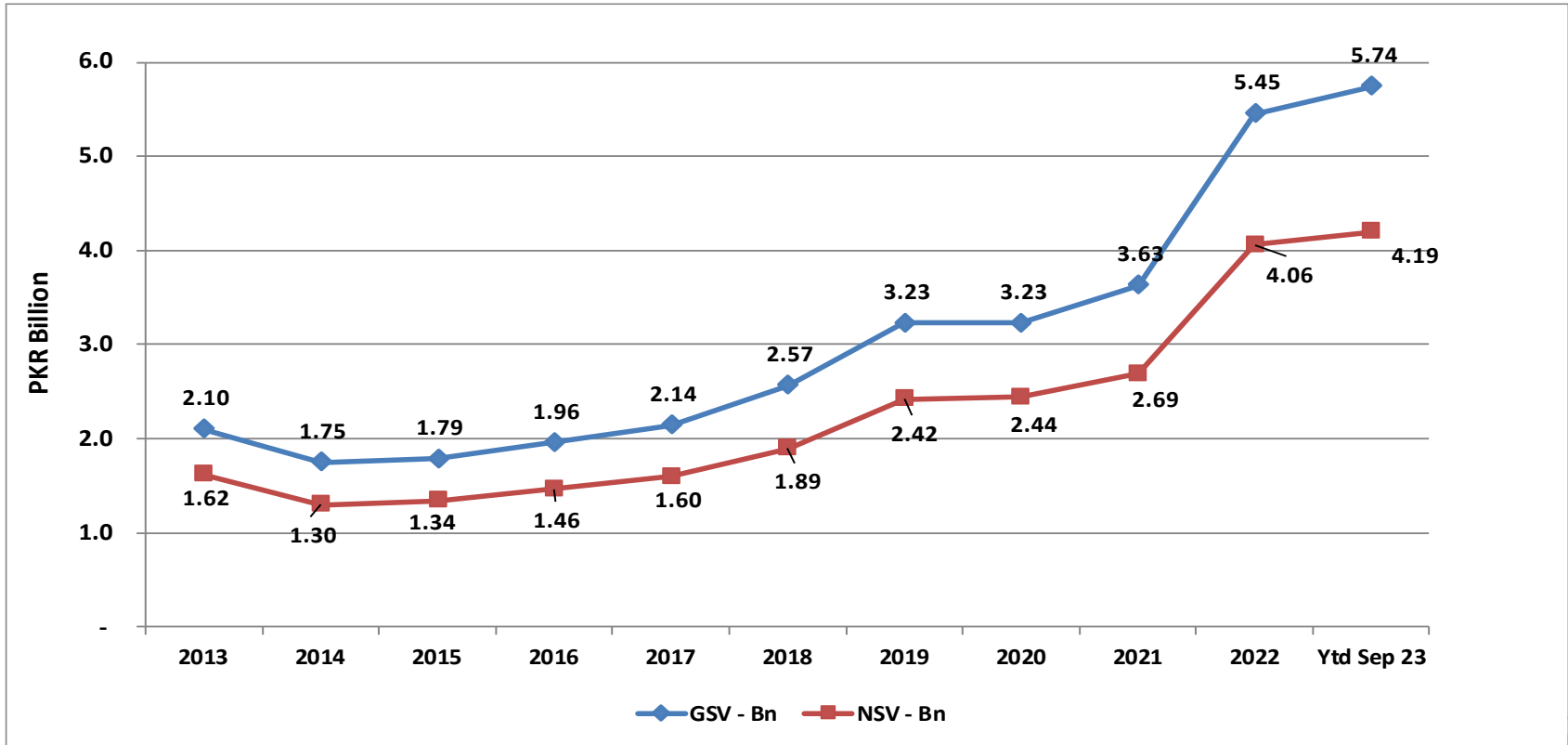
CAPRI

*"Naturally Refreshing Glow Everyday"*

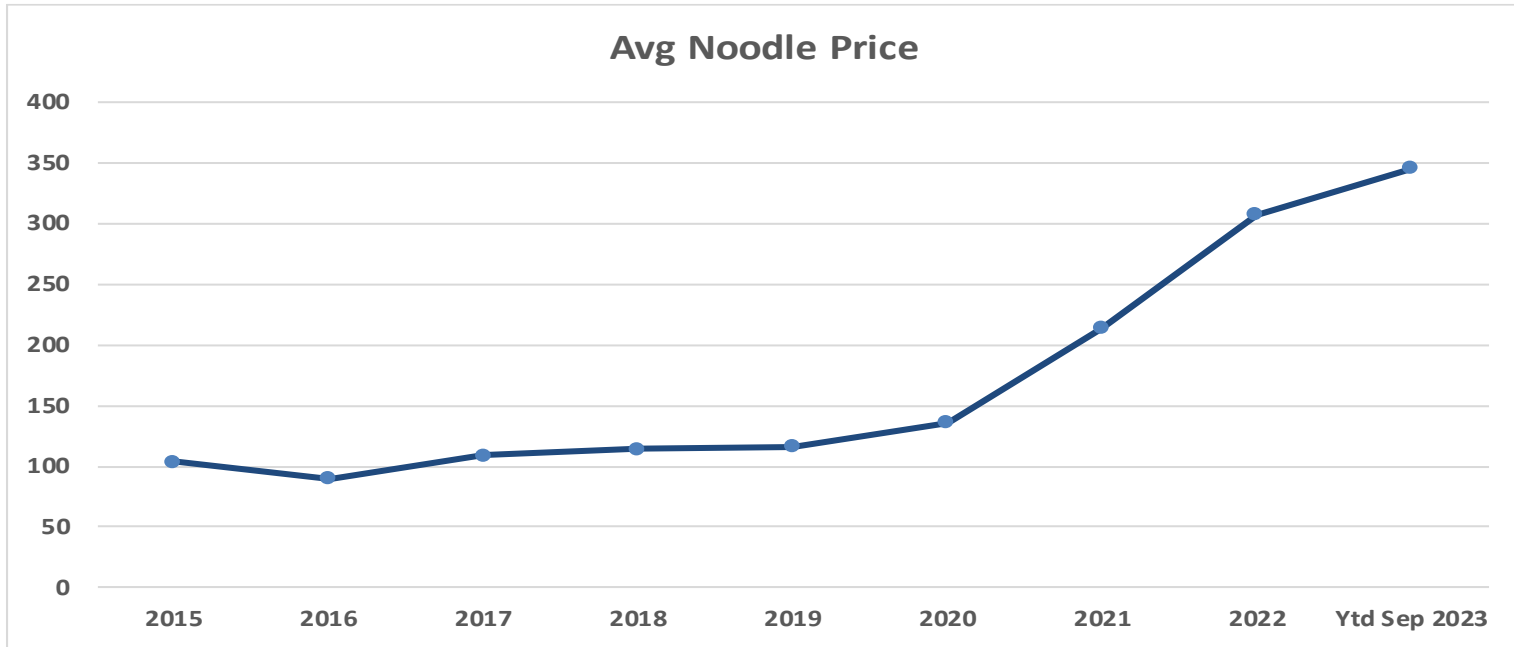


# SALES, GROSS PROFIT , US\$ & RAW MATERIAL TRENDS

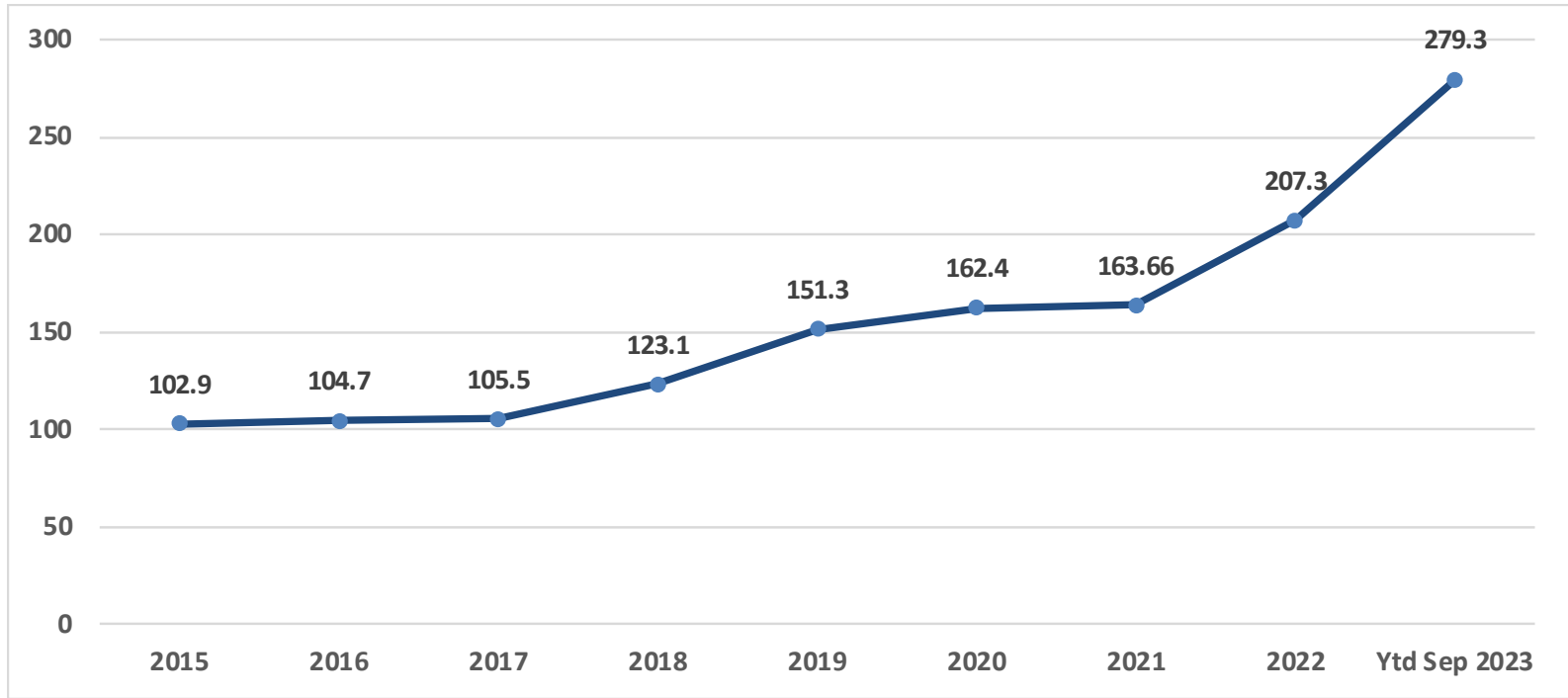
# Gross Sales Value and Net Sales Value -Trends



# Fatty Raw Material Price trend

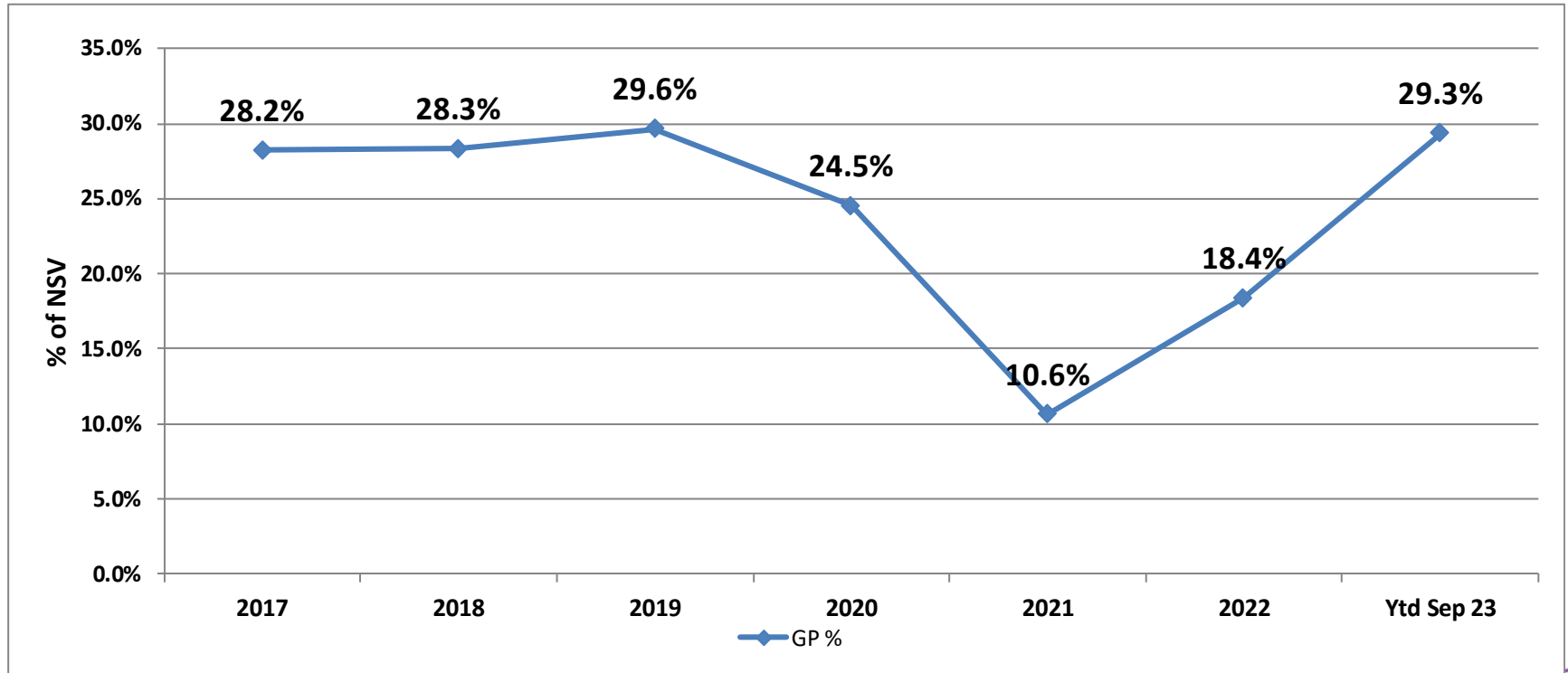


# US\$ Average Rate Trend





# Gross Profit Trend



# PROFIT OR LOSS STATEMENT JAN-SEPT 2023

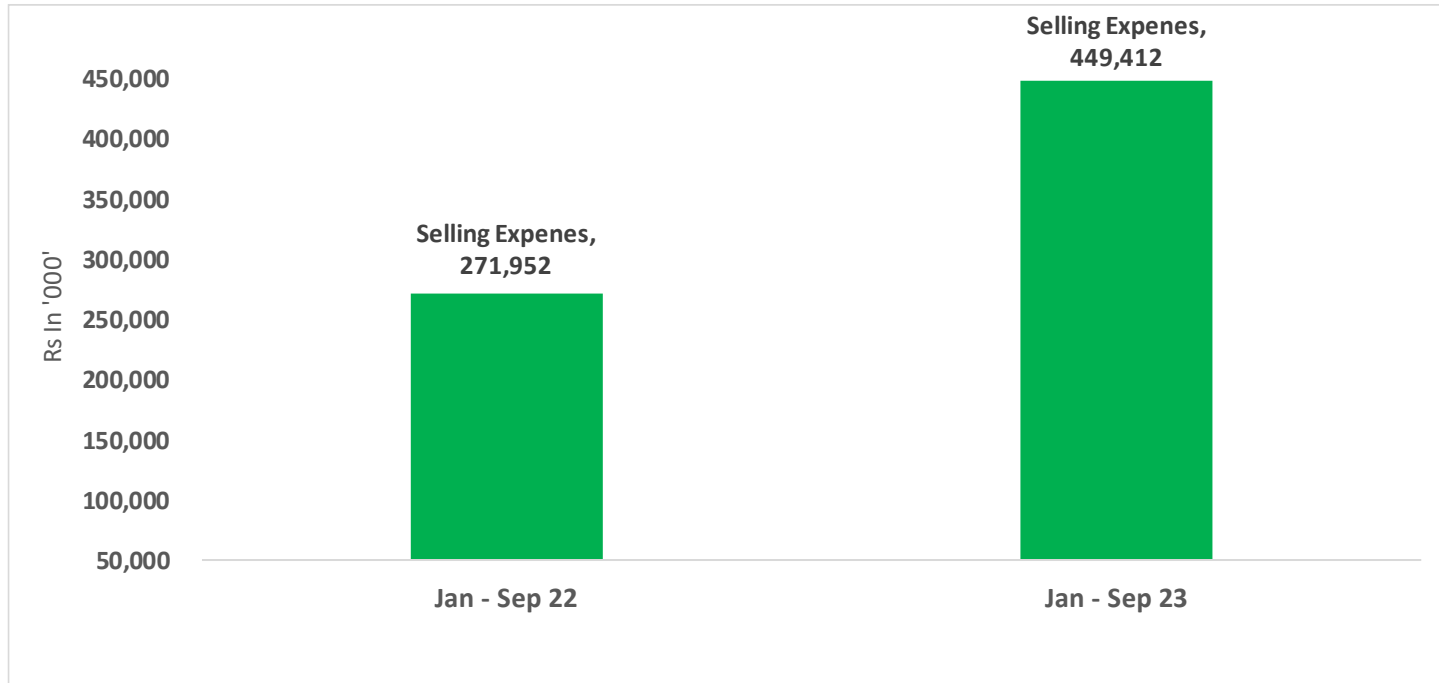
# ZIL LIMITED

## Condensed Interim Statement of Profit or Loss (Un-audited)

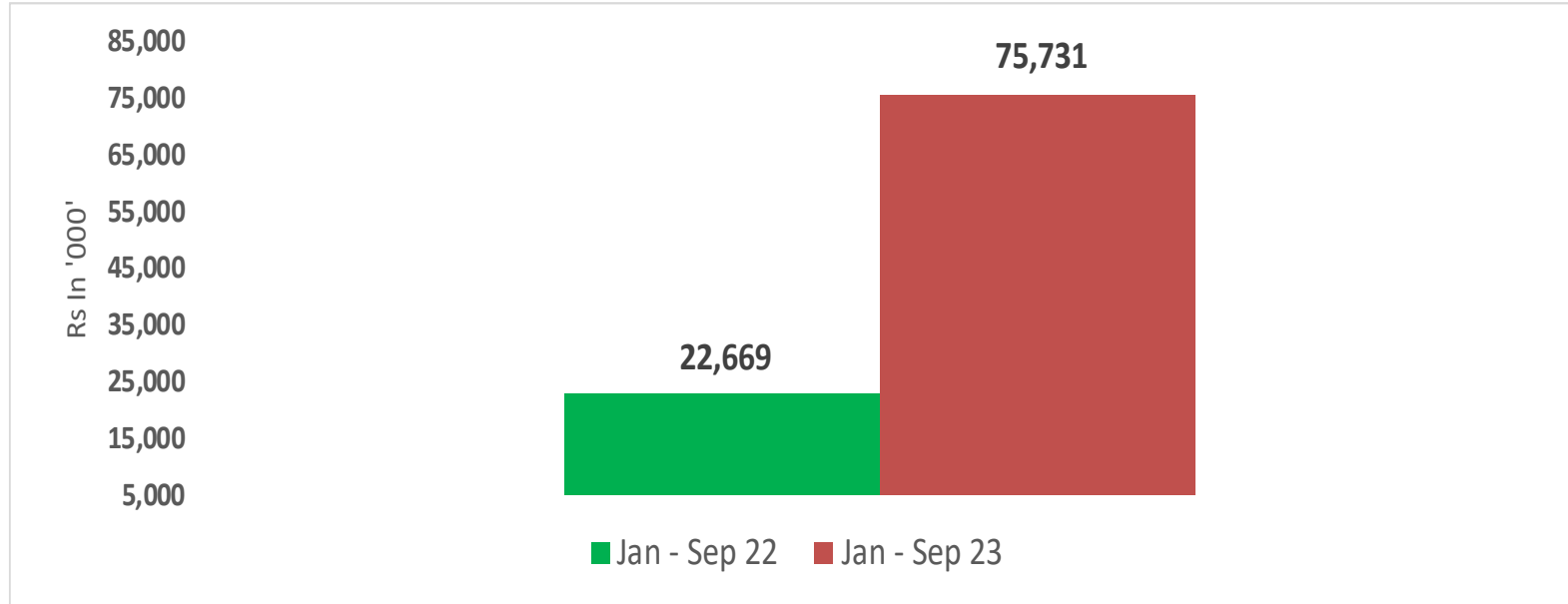
For the Nine months and quarter ended September 30, 2023

	Nine months period ended		Quarter ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
	----- (Rupees in '000) -----		----- (Rupees in '000) -----	
Sales - net	4,194,141	2,929,580	1,641,464	1,239,443
Cost of sales	(2,963,278)	(2,546,668)	(1,149,386)	(996,659)
<b>Gross profit</b>	<b>1,230,863</b>	<b>382,912</b>	<b>492,078</b>	<b>242,784</b>
Selling and distribution expenses	(449,412)	(271,952)	(175,605)	(108,215)
Administrative expenses	(227,307)	(130,749)	(91,274)	(48,873)
	(676,719)	(402,701)	(266,879)	(157,088)
	554,144	(19,789)	225,199	85,696
Other income	12,370	6,132	5,048	1,397
	566,514	(13,657)	230,247	87,093
Other charges	(75,731)	(22,669)	(25,949)	(17,184)
Finance costs	(92,449)	(54,706)	(32,163)	(24,499)
	(168,180)	(77,375)	(58,112)	(41,683)
<b>Profit/(loss) before taxation</b>	<b>398,334</b>	<b>(91,032)</b>	<b>172,135</b>	<b>45,410</b>
Taxation	(171,535)	(33,901)	(90,773)	(11,680)
<b>Profit/(loss) for the period</b>	<b>226,799</b>	<b>(124,933)</b>	<b>81,362</b>	<b>33,730</b>
	..... (Rupees) .....		..... (Rupees) .....	
Profit/(loss) per share - basic and diluted	37.05	(20.41)	<b>13.29</b>	5.51

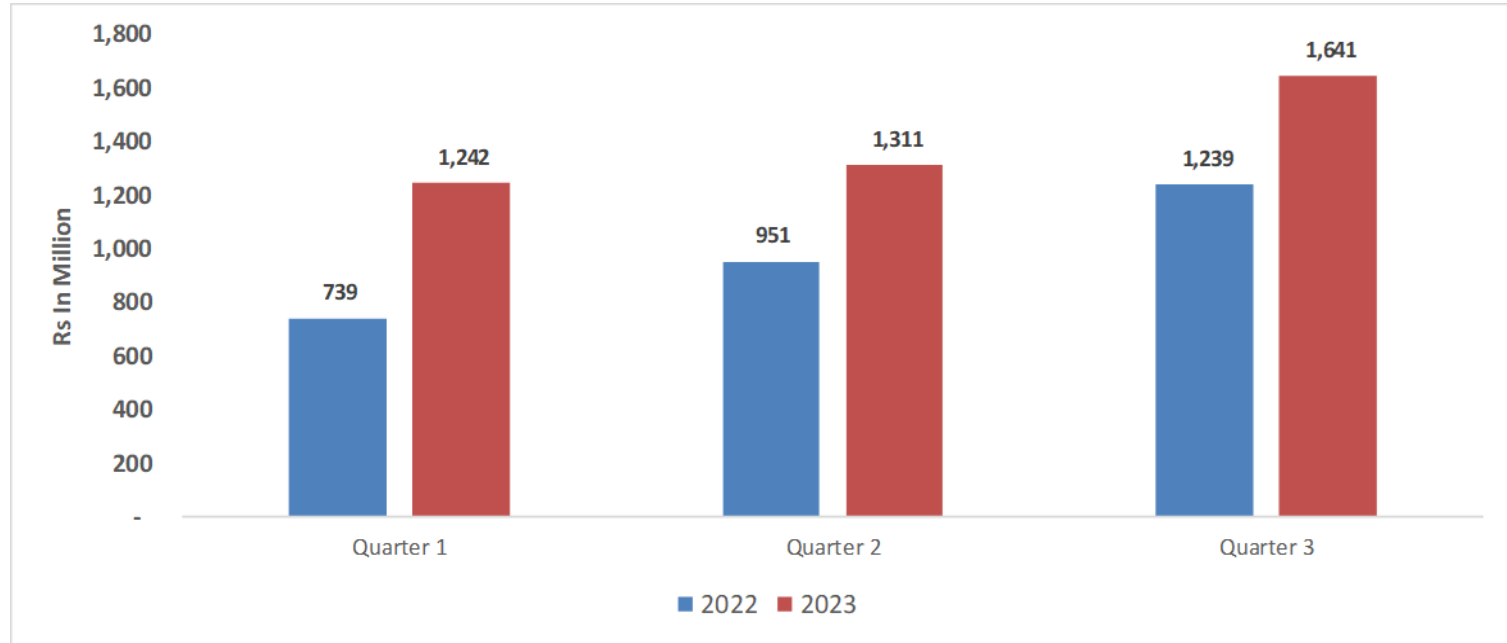
# Selling & Admin Expenses



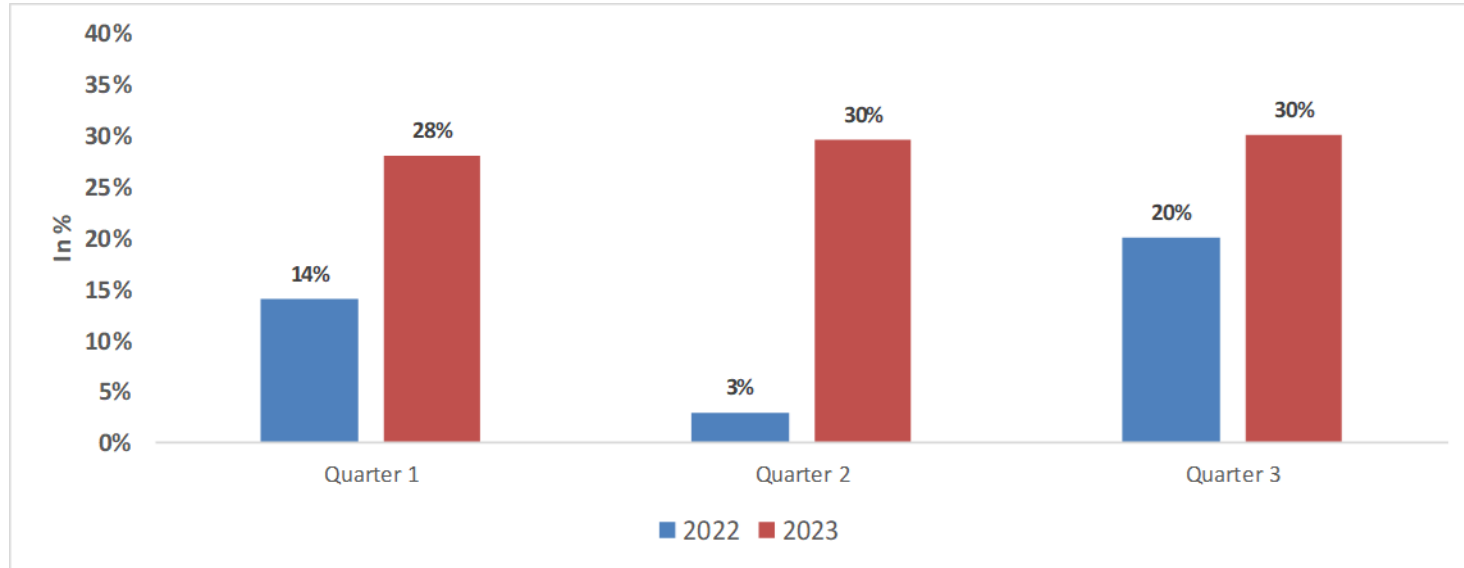
# Other Expense



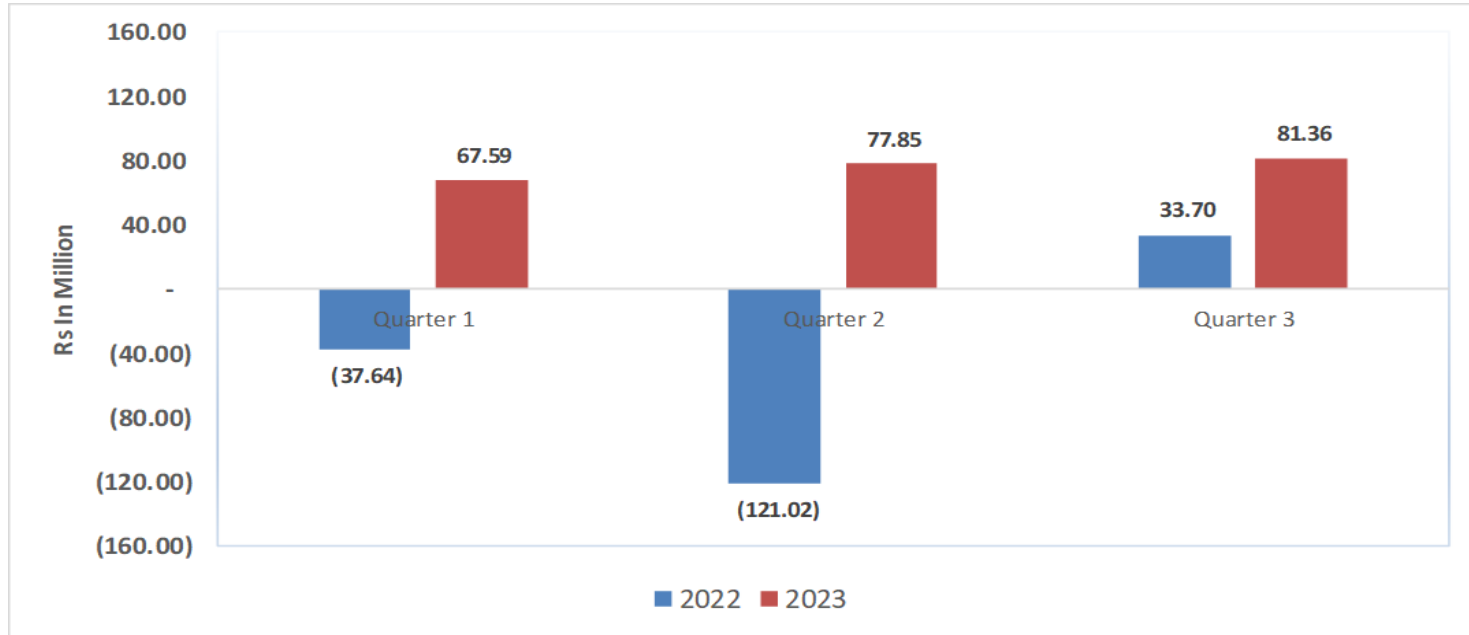
# Quarter Wise Net Sales Value



# Quarter Wise Gross Profit Margins



# Quarter Wise Profit (Loss) After Tax





# Future Outlook

- Consumer buying pattern under pressure due to Inflation
- US\$/RS parity seems stable in 4<sup>th</sup> quarter 2023

# Acquisition of ZIL limited

- M/s New Future Consumer International General Trading LLC had acquired a total of 5,194,514 ordinary shares of PKR 10 each of the Company, representing 84.84% of the total issued share capital of the Company, through:
  - Share Purchase Agreement dated 1 March 2023 entered into with Ms. Ferial Ali-Mehdi at PKR 286.64 per share, and
  - Mandatory Tender Offer at PKR 340 per share to the remaining shareholders of the Company
- All prescribed requirements as prescribed under the Securities Act 2015 and the Listed Companies (Substantial Acquisition of Voting Shares and Takeovers) Regulations 2017 and that closing of the transaction as contemplated under the Share Purchase Agreement and the Mandatory Tender Offer has taken place smoothly.
- Two new directors appointed in June 23 to represent NFCI .

# Q & A

Thank You.....