

Corporate Briefing

ZIL Limited

For nine months period ended September 30, 2024

Pakistan Society For Training and Development, Karachi,
Nov 18th, 2024



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 home and personal care products.
- From June 2023 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
- **2011** – Capri Hand Wash Launched
- **2012** – Launch of variants and sanitizers
- **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** - **Annual sales of Rs 5.6 Bn**
 - Acquisition by NCFI LLC Dubai
 - Ever highest profit
- **2024** - Achieved sales of Rs 4.7Bn (9 Months 2024)

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	Health
Capri	HYpro
Opal	
Lily	

CAPRI BRAND/REFRESHING



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

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FLORAL



SILKY



HEALTH



“For Clean, Soft & Beautiful Hands”



"Naturally Refreshing Glow Everyday"

A HERITAGE
OF QUALITY



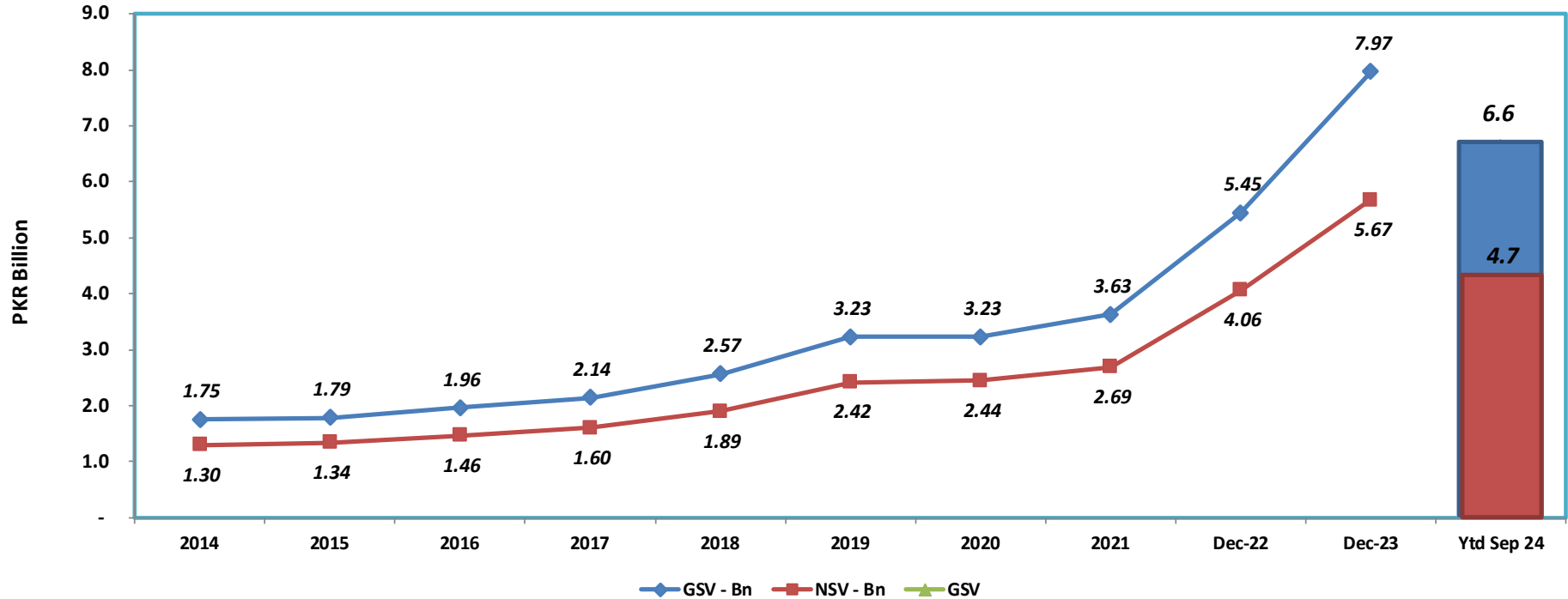
Pakistan Standards

For over 60 years, Zil Limited has been innovating a diverse range of personal care and beauty products that have become an integral part of many lives across Pakistan.

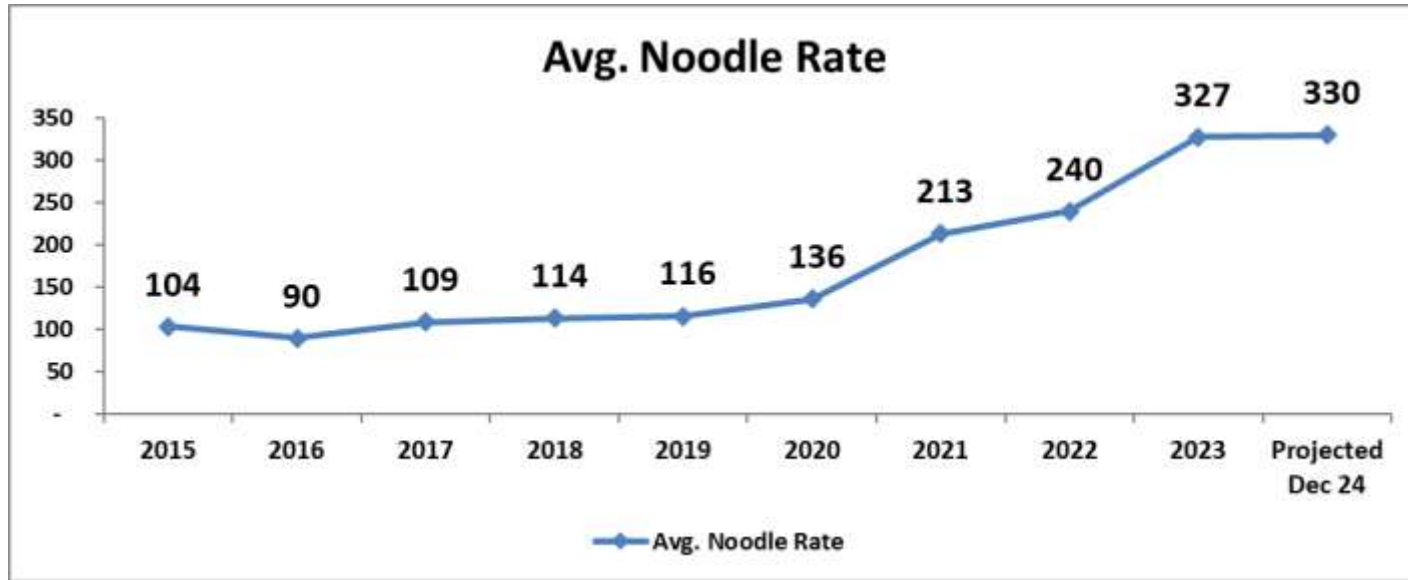
ZIL
LIMITED

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

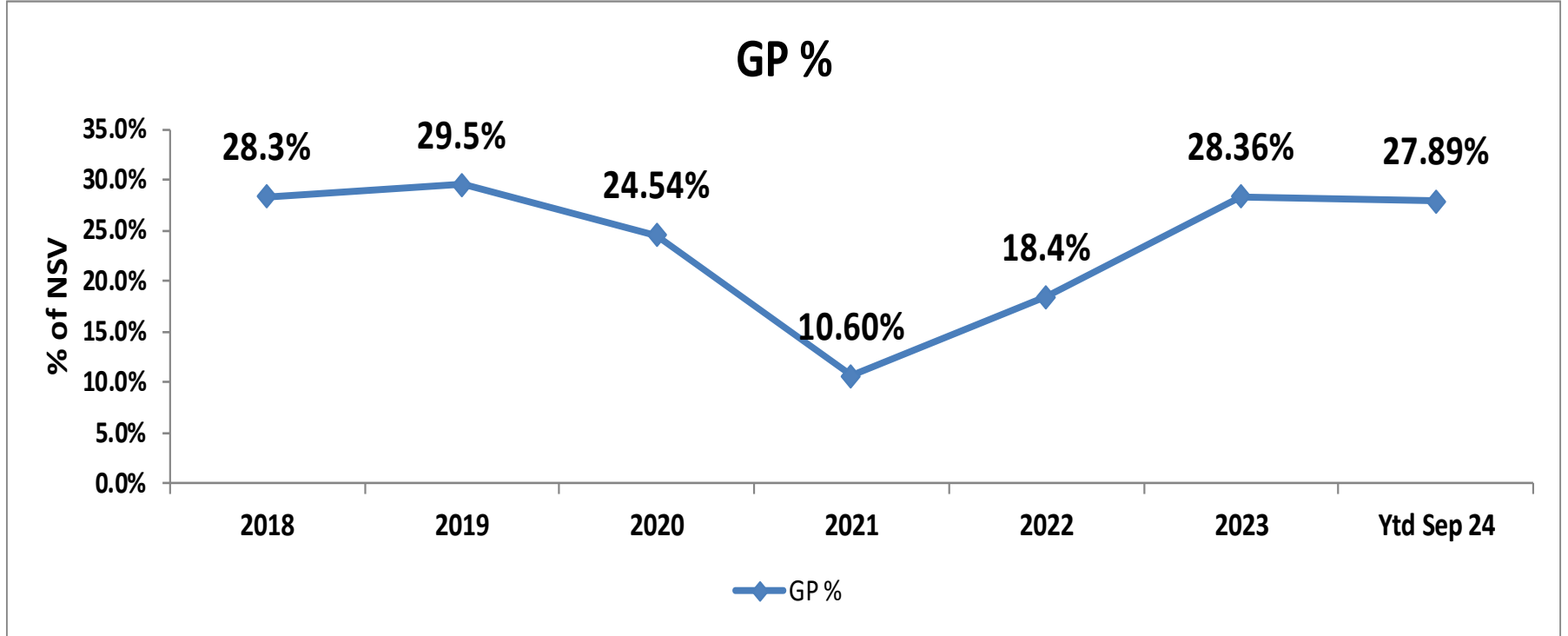
Gross Sales Value and Net Sales Value -Trends



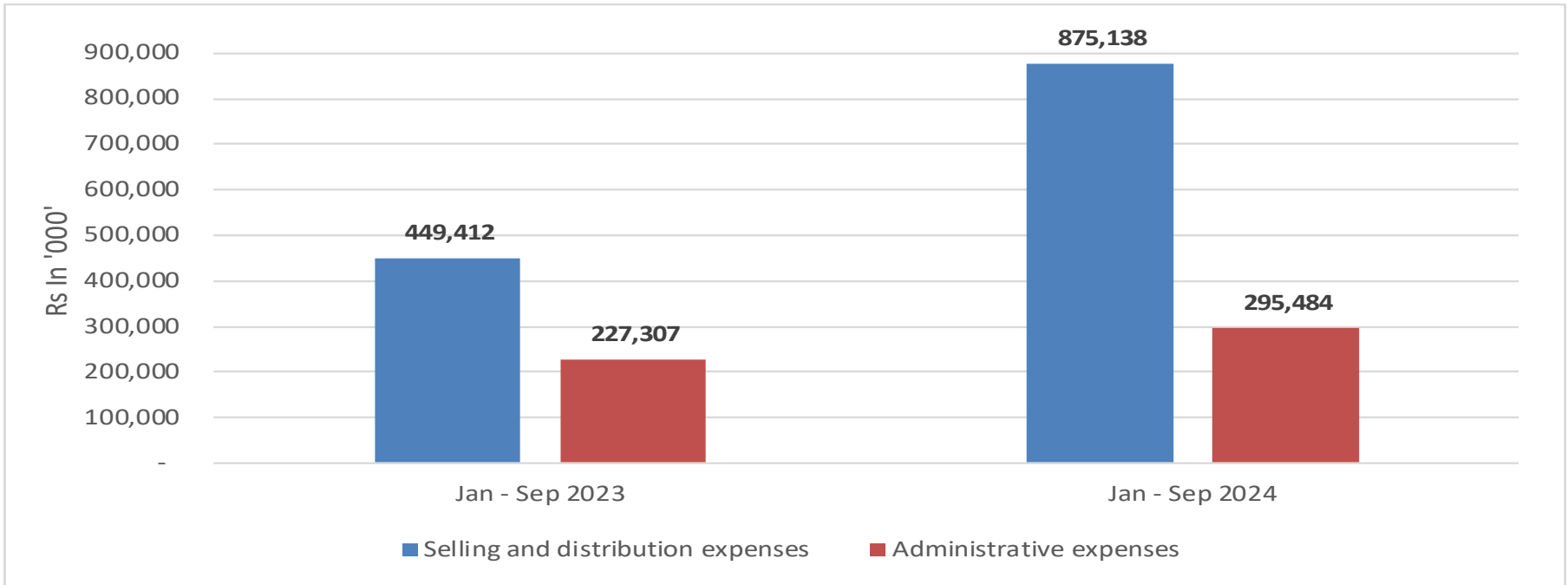
Fatty Raw Material Price Trend (Rs)



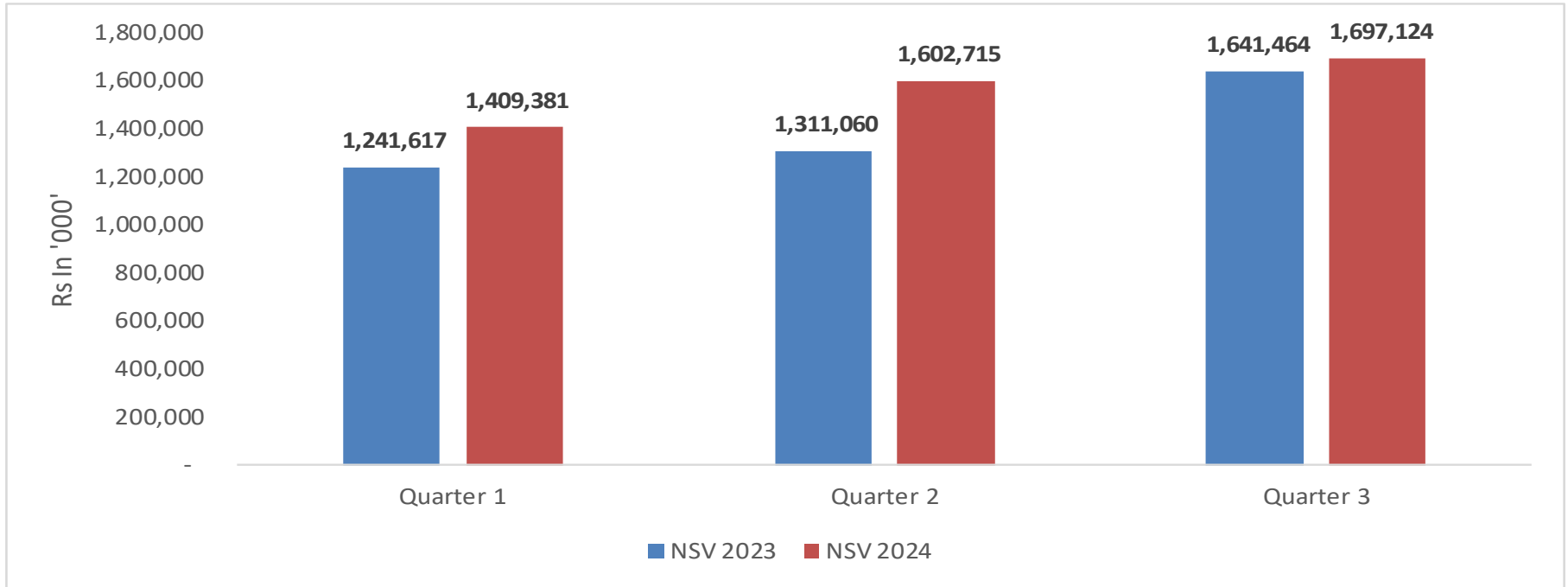
Gross Profit Trend



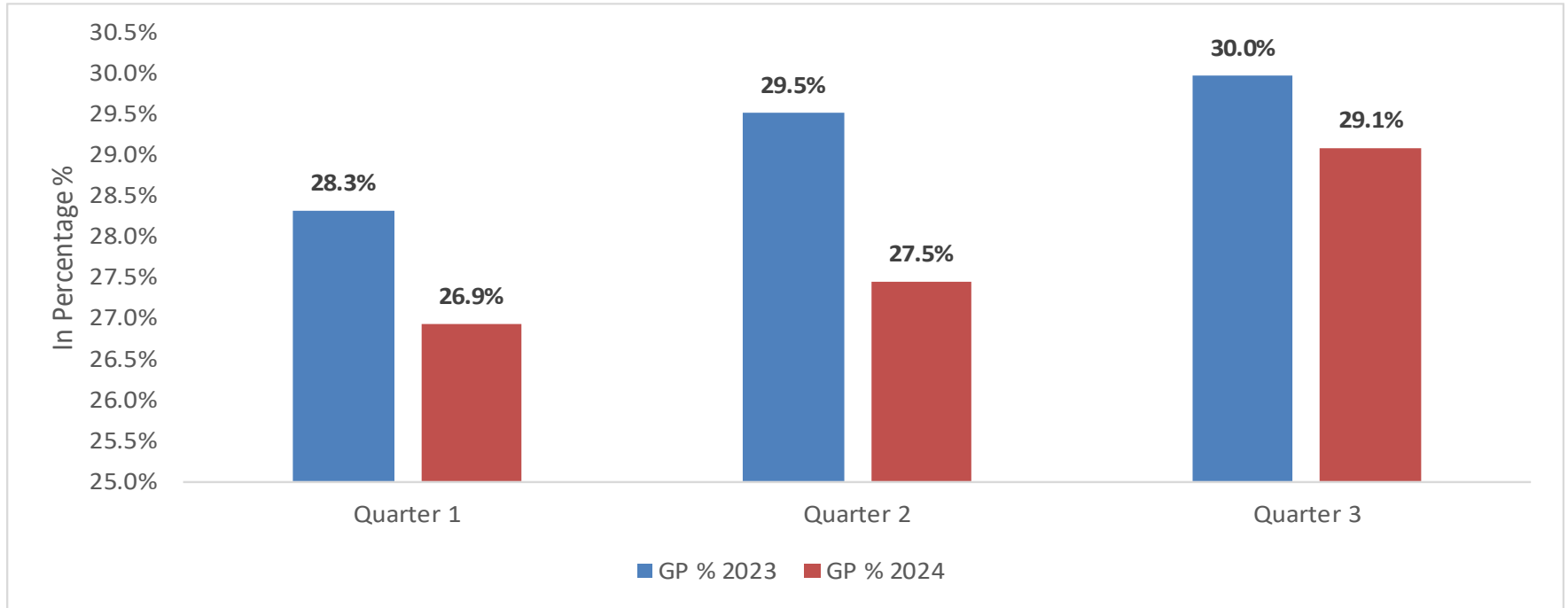
Selling & Admin Expenses



Quarter Wise Net Sales Value



Quarter Wise Gross Profit Margins



PROFIT OR LOSS STATEMENT JAN-SEPT 2024

ZIL LIMITED**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)****FOR THE NINE MONTH ENDED SEPTEMBER 30, 2024**

	Nine month ended		Quarter ended	
	September 30, 2024 (Rupees in '000)	September 30, 2023	September 30, 2024 (Rupees in '000)	September 30, 2023
Sales - net	4,709,221	4,194,141	1,697,124	1,641,464
Cost of sales	(3,395,619)	(2,963,280)	(1,203,334)	(1,149,389)
Gross profit	1,313,602	1,230,861	493,790	492,075
Selling and distribution expenses	(875,138)	(449,412)	(331,256)	(175,605)
Administrative expenses	(295,484)	(227,307)	(98,671)	(91,274)
	(1,170,622)	(676,719)	(429,928)	(266,879)
Other income	14,683	12,370	4,957	5,392
	157,662	566,512	68,819	230,587
Other charges	(5,499)	(75,730)	(3,504)	(26,292)
Financial charges	(88,994)	(92,449)	(29,078)	(32,163)
	(94,493)	(168,179)	(32,581)	(58,454)
Profit/(loss) before tax and minimum tax differential	63,169	398,333	36,238	172,133
Minimum tax differential	(29,525)	-	(7,582)	-
Profit/(loss) before tax	33,644	398,333	28,656	172,133
Taxation				
Current - For the year	(30,853)	(170,567)	(15,143)	(89,141)
- Prior year	(463)	(402)	-	-
Deferred	7,942	(566)	241	(1,632)
	(23,375)	(171,535)	(14,902)	(90,773)
Profit after tax for the period	10,269	226,798	13,754	81,360
Earnings per share - basic and diluted (Rupees)	1.68	37.04	2.25	13.29

Q & A

thank
you