

ISMAIL INDUSTRIES LIMITED



ISMAIL
INDUSTRIES
LIMITED

CandyLand

Bisconni

SNACKS
CITY

Astro
Films

ISMAIL
NUTRITION

ACT
GROUP

HUDSON
PHARMA

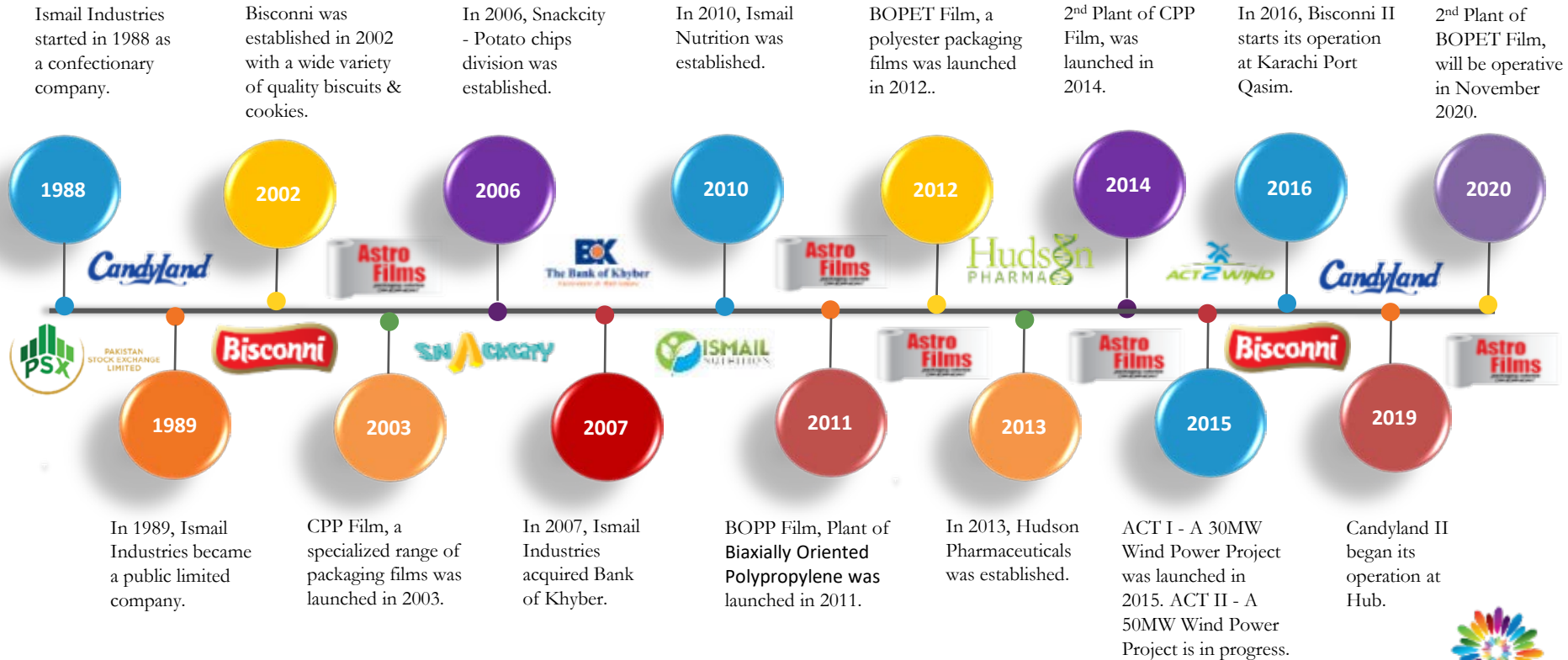
THE ISMAIL FAMILY

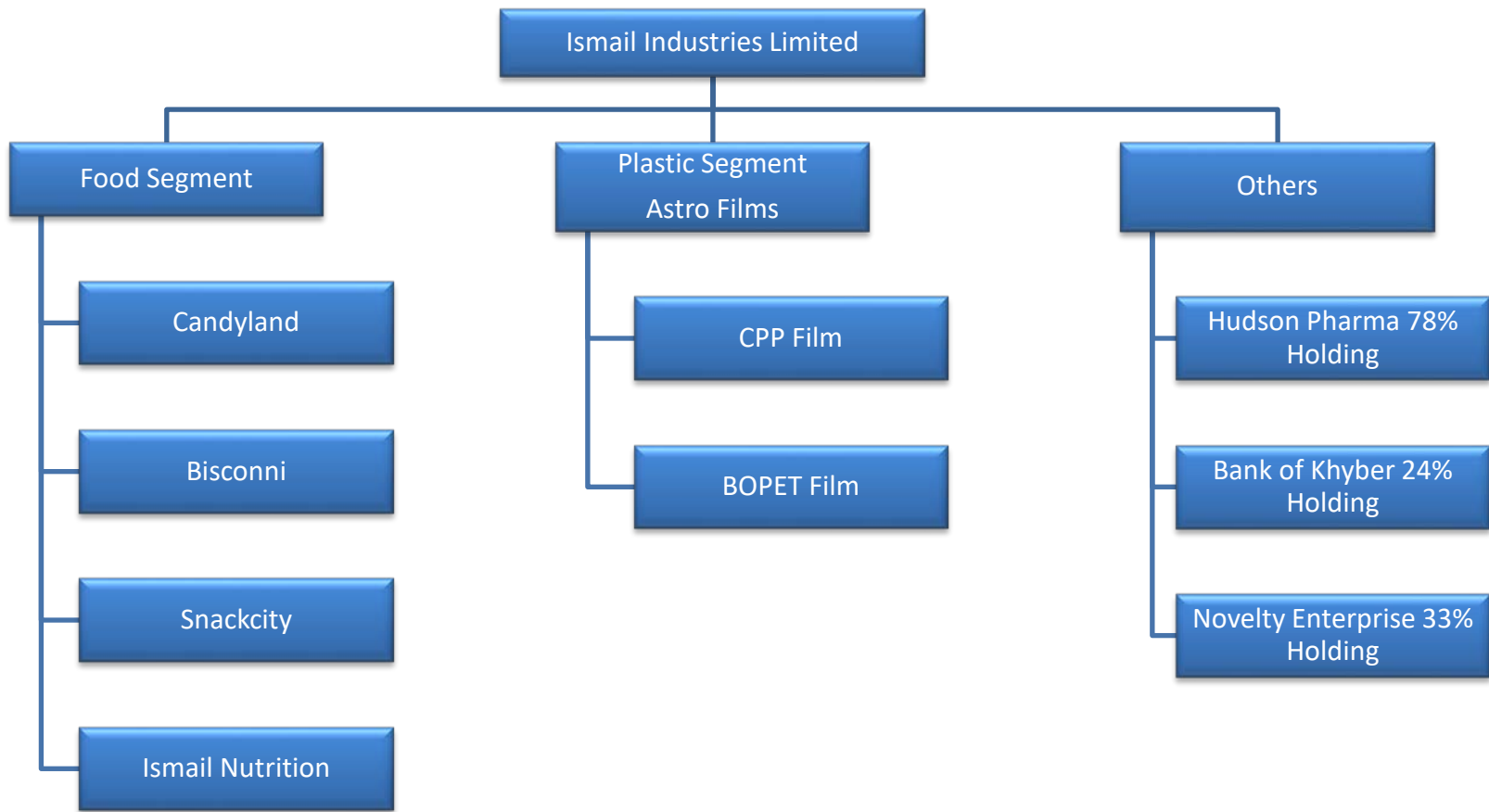
The Ismail Family is one of the largest business conglomerate of Pakistan. The family has a diversified portfolio ranging from food products, packaging and banking to pharmaceuticals and power generation

Confectioneries | Biscuits | Snacks | Packaging | Nutrition
Pharmaceuticals | Banking | Power Generation



Our Story





Board of Directors

Mr. Muhammad M. Ismail (Chairman)

Mr. Muhammad M. Ismail did his B.S. in Industrial Engineering from the University of Florida , USA in 1974. He joined the family concern Union Biscuits and served as a Director till 1989 when he established Ismail Industries Limited. As Chairman of IIL, he oversees all aspects of management including production, sales and distribution, marketing, and expansion and acquisitions. He also has a keen interest in bridge and is an avid golfer.

Mr. Maqsood Ismail (Director)

Mr. Maqsood Ismail did his B.S. in Economics from the University of Delaware, U.S.A, in 1981. He joined Union Biscuits and looked after Finance, Government Affairs and Import Departments prior to the setting up of Ismail Industries Limited. Currently, he is a Director of Ismail Industries Limited and of the Bank of Khyber where the Ismail family owns a significant share. Mr. Maqsood Ismail was the Chairman of the Export Processing Zones Authority, Pakistan. He has also been Vice President of the Federation of the Chambers of Commerce and Industry of Pakistan and a Chairman of Yarn Merchants Association of Pakistan and President of Lasbela Chamber of Commerce. He was also on the board of IDBP, and is now a trustee of the Karachi Port Trust. He was also on the Board of Port Qasim Authority. He was awarded Tamgha-e-Imtiaz (one of the highest civil awards) by the Government of Pakistan in recognition of his services to the community.

Mr. Munsarim Saifullah (Chief Executive Officer)

Mr. Munsarim Saif did his Bachelors of Engineering from N.E.D. University of Engineering and Technology, Pakistan. He worked for Pakistan International Airlines prior to joining Ismail Industries Limited. Currently, he is the Chief Executive Officer of Ismail Industries Limited. He played for the National Table Tennis Team for many years and was Pakistan's Table Tennis champion in 1984. He has been with the company since its inception and played a key role in setting up the business.



Board of Directors

Mr. Hamid Maqsood Ismail (Director)

Mr. Hamid Maqsood Ismail completed his graduation from Middlesex University (London, U.K), majoring in the field of Business Administration. As part of the new vision of the company, Mr. Hamid Ismail has recently been assigned the role of CEO of Bisconni and Snackcity, where his achievements include rapid growth in the topline of the business while improving the overall profitability of both segments of the company. He has a deep interest in improving the technological capabilities of the company and implementing the accounting software.

Mr. Ahmed Muhammad Ismail (Director)

Mr. Ahmed Muhammad Ismail completed his graduation from George Washington University (USA), majoring in the field of Economics. As part of the new vision of the company, Ahmed Ismail has recently been assigned the role of CEO of Candyland and Ismail Nutrition divisions of the company, where he has been active in modernizing the business while bringing in a more object oriented approach to managing the company. Apart from business, he also has a keen interest in golf.

Corporate Social Responsibility



EDUCATION

Ismail Industries runs the Ismail Academy and Khadijah Girls College in Karachi to promote societal progress. These schools provide subsidized schooling to over 1000 underprivileged students who are enrolled there.



SPORTS

Ismail Industries Limited runs 2 cricket academies in Pakistan in an effort to promote sports in the country. The academies are located in underdeveloped rural areas to provide an opportunity to the youth to showcase their talent at a national level. The academies have played host to a number of renowned ex-cricketing superstars who provide guidance and mentorship to the enrolled athletes.



ENVIRONMENT



Tree plantation drives are a recent initiative by the group to convert various barren parks and university grounds into green fields. The goal of this initiative is to plant at least 20,000 trees by the end of 2019 of which 10,000 have already been successfully planted.

Hamid Ismail Foundation is an NGO under IIL which aims to provide clean drinking water in low lying areas of Karachi. HIF has already established 2 RO plants and 1 filtration plant to ensure clean drinking water for the residents of Shantinagar, Karachi.

The company is also moving towards alternate sources of energy. Our solar installations now generate 2.018 MWh of electricity to power our production centers.

HEALTH



Ismail Industries Limited recently launched an initiative to provide free health insurance to over 2000 field force to ensure the wellbeing of the staff and their families.

The group also donates generously to leading health care institutions such as Indus Hospital to help them deliver quality healthcare to the underprivileged people.



The Solar Initiative



Ismail Industries limited (IIL) took an initiative for installing solar panel at all manufacturing facilities of HUB, Port Qasim and Lahore Region. Currently we had already installed 2.7 MW and planning to enhance the solar panels at remaining manufacturing facilities by 6.33 MW to improve power efficiency with cost



Our Core Competencies

QUALITY

Quality governs the operational philosophy of Ismail Industries. All products and facilities are ISO 22000 certified, BRC approved (Marshmallow) and recognized Halal (SANHA).



SALES

A highly motivated and experienced sales team ensures product availability across all channels throughout the country. Each business unit has an exclusive sales and distribution structure.



MARKETING

A dynamic marketing team ensures consumer delight through development of innovative products and clutter breaking campaigns.



DISTRIBUTION

A robust supply chain structure ensures uninterrupted access to customers across the country through an efficient warehousing model.



Our Global Footprint



Our Presence

2,000+

Sales Force
Personnel

400+

Towns

1400+

Vans

10

Production
Facilities

1,200+
Distributors

5

Regional
Sales Offices

6

Warehouses

135,000+

Outlets





Largest confectionery company in Pakistan
with leadership in below categories

Categories

Jellies

Chocolates

Coated Chews

Marshmallows

Lollipops

Milk Chocolates

Toffees

Candies

Chews

Gums



SMALL INDUSTRIES
LIMITED



The largest biscuit manufacturer in Pakistan

Categories

Chocolate chip

Wafers

Cream biscuits

Cakes

Crackers





Leader in crinkle chips category with Kurleez as its flagship brand





Working to supply a product to battle malnutrition in Pakistan and worldwide. We are approved suppliers of UNICEF and WFP in Pakistan and internationally. It is the only UNICEF approved food manufacturer in Pakistan





Pakistan's leading and most complete flexible packaging supplier; offering one window solution for BOPET, CPP and BOPP.

UKAS Quality
Management
certified

ISO 9001:2008
ISO 22000
PAS 223

Bruckner
production
facilities for
BOPET and
BOPP
manufacturing

Gruppo Colines
production
lines for CPP
manufacturing

3 Metallizers
from General
Vacuum with
Plasma and
Alubond
capabilities

Growing player in Pulmonology, Ophthalmology, Dermatology and Injectables

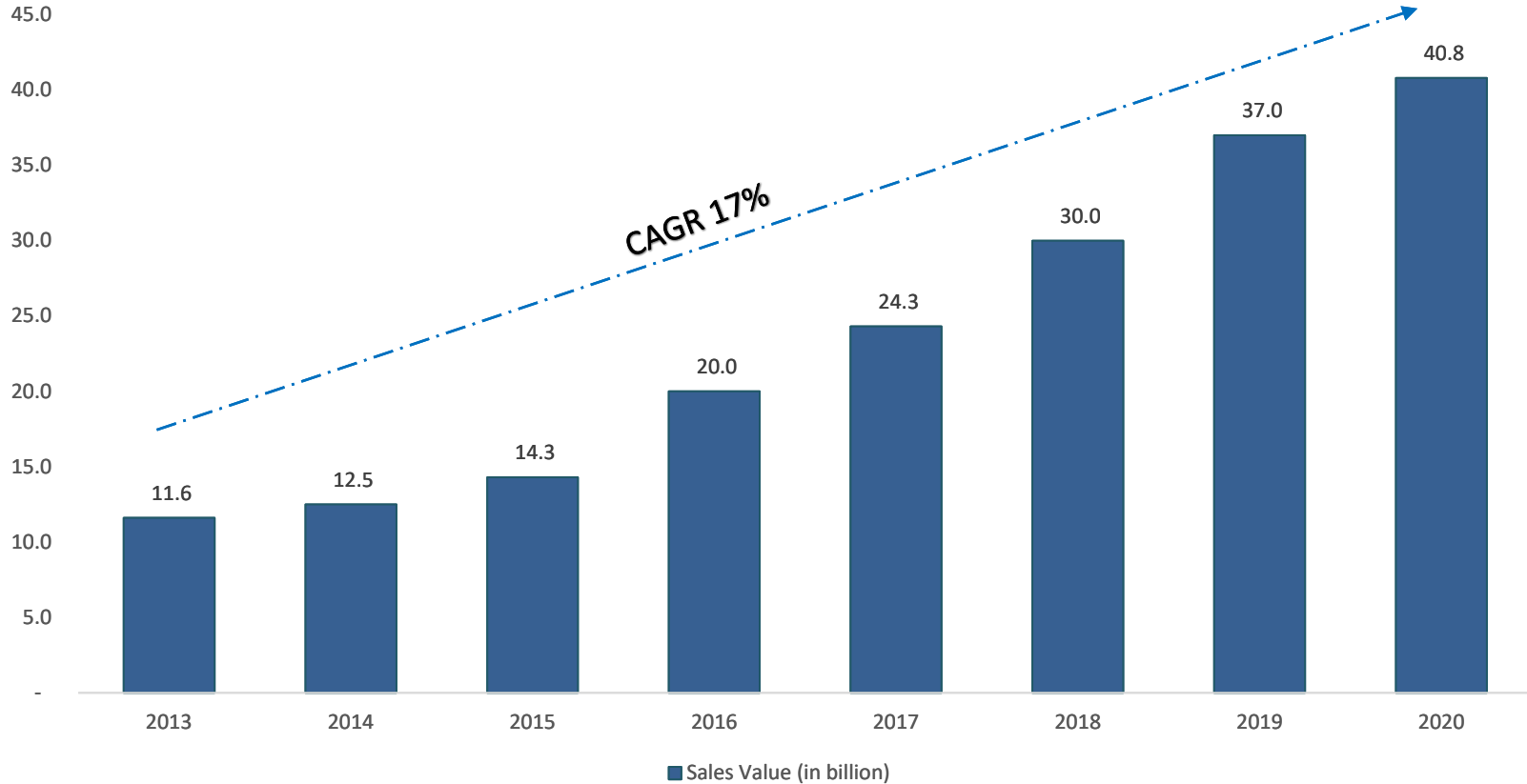
Blow fill
Seal Process

Injectables &
Inhalation
solutions

Commitment
to Safety



Our Growth Trajectory



Financial Highlights

	2020	2019	2018	2017	2016	2015
						(Rs. in millions)
Analysis of Profit or Loss Account						
Sales - gross	40,807	37,011	29,971	24,295	20,004	14,317
Gross profit	6,878	6,354	5,361	3,721	3,109	2,476
Profit from operations	1,987	2,264	2,063	1,846	1,584	1,294
Profit before taxation	1,323	1,404	1,838	1,643	1,292	771
Profit after taxation	932	967	1,412	1,166	1,002	640
Analysis of statement of financial position						
Total non current assets	24,942	16,101	14,554	14,355	12,307	7,598
Total current assets	12,566	10,864	8,518	7,883	8,296	6,678
Total assets	37,508	26,964	23,072	22,239	20,604	14,276
Paid-up capital	664	638	638	638	638	505
Reserves	9,236	6,736	6,582	5,634	5,361	3,470
Total equity	9,900	7,374	7,220	6,272	5,999	3,975
Non-current liabilities	15,674	8,824	7,467	8,809	6,197	4,071
Current liabilities	11,934	10,767	8,385	7,159	8,407	6,230
Total liabilities	27,608	19,590	15,852	15,967	14,605	10,301
Total equity and liability	37,508	26,964	23,072	22,239	20,604	14,276

For complete financial statements, please click the link <https://www.ismailindustries.com.pk/financial.php>



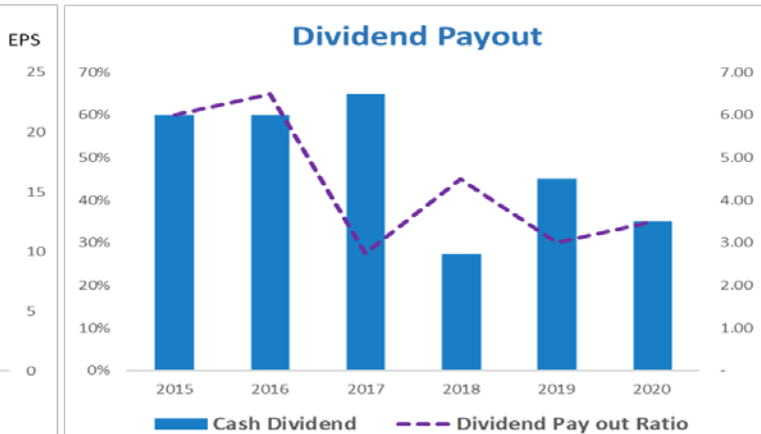
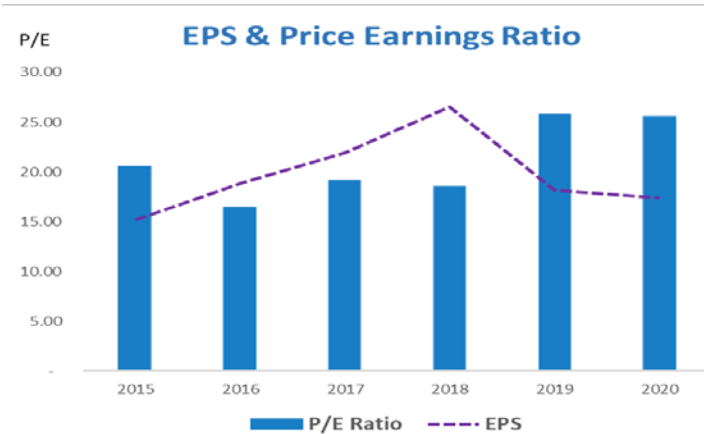
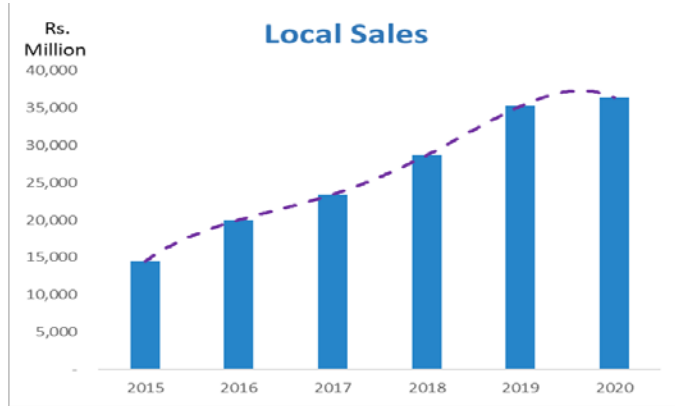
Financial Performance

	2020	2019	2018	2017	2016	2015
Financial Ratios						
Earnings per share (Rs.)	14.49	15.15	22.13	18.27	15.70	12.66
Break up value (Rs.)	149.19	115.58	113.16	98.29	94.02	78.68
Market Value per share (Rs.)	370.00	390.00	410.00	350.00	257.90	260.00
Return on equity (%)	9.41	13.11	19.56	18.59	16.70	16.09
Dividend payout (%)	35.00	30.00	45.00	27.50	65.00	60.00
Price to earning ratio	25.54	25.74	18.52	19.15	16.42	20.54

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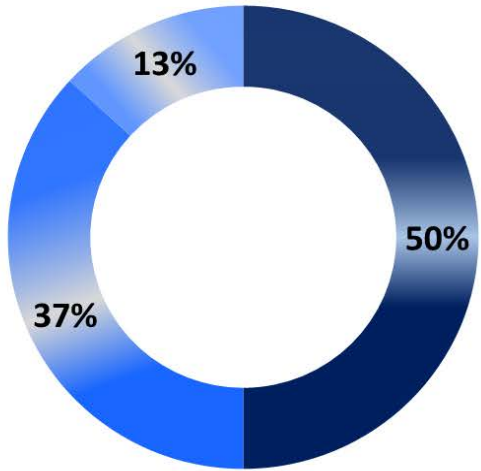


Graphical Presentation



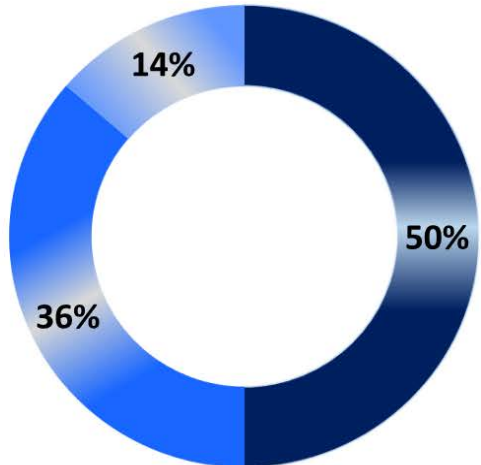
Graphical Presentation

Financial Position 2020



■ Total Asset ■ Total Liability ■ Total Equity

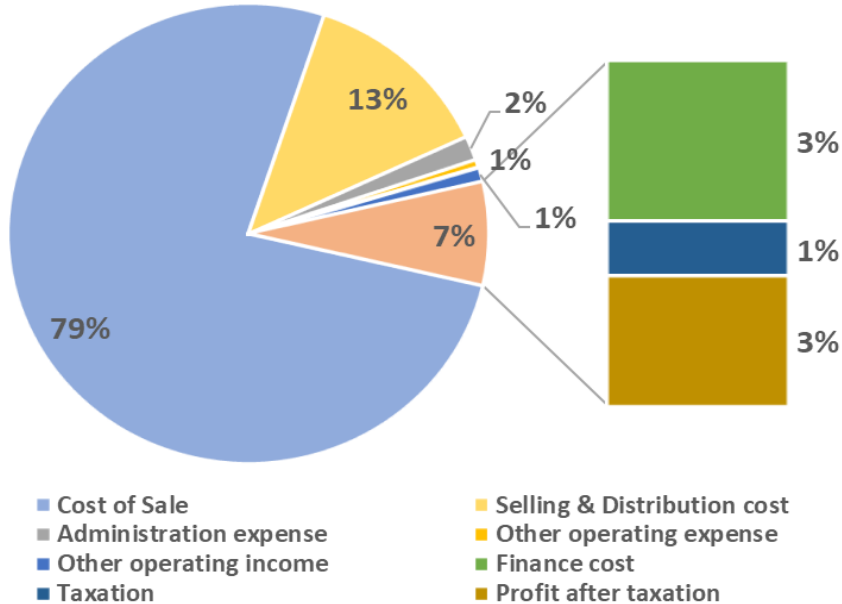
Financial Position 2019



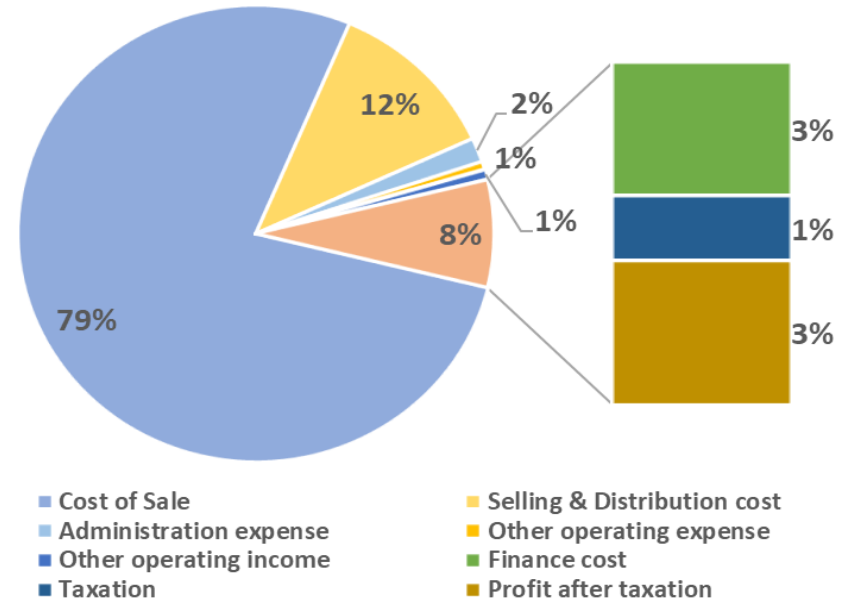
■ Total Asset ■ Total Liability ■ Total Equity

Graphical Presentation

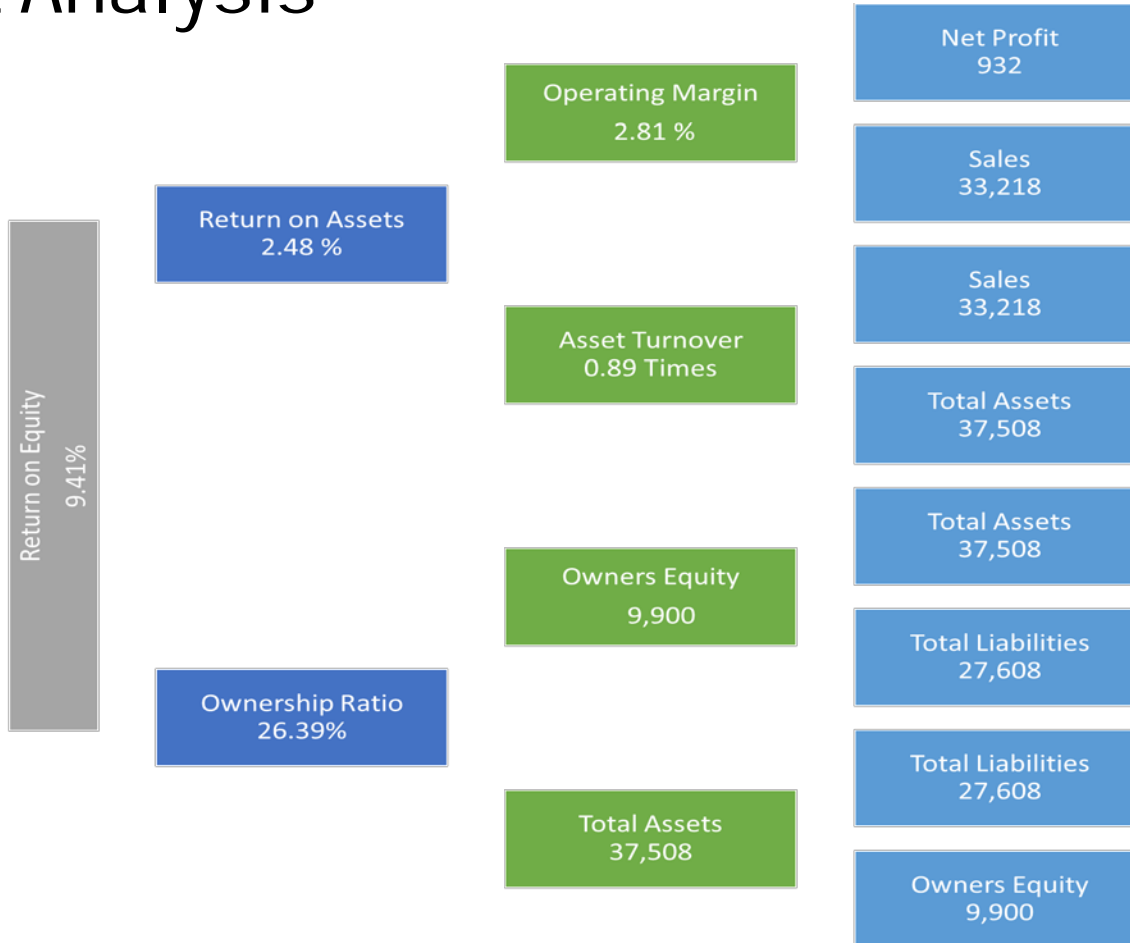
Profit & Loss Account 2020



Profit & Loss Account 2019



Dupont Analysis



THANK YOU



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