

ISMAIL INDUSTRIES LIMITED



ISMAIL
INDUSTRIES
LIMITED

CandyLand

Bisconni

SNACKCARTY

**Astro
Films**

 **ISMAIL
NUTRITION**

**ACT
GROUP** 

 **HUDSON
PHARMA**

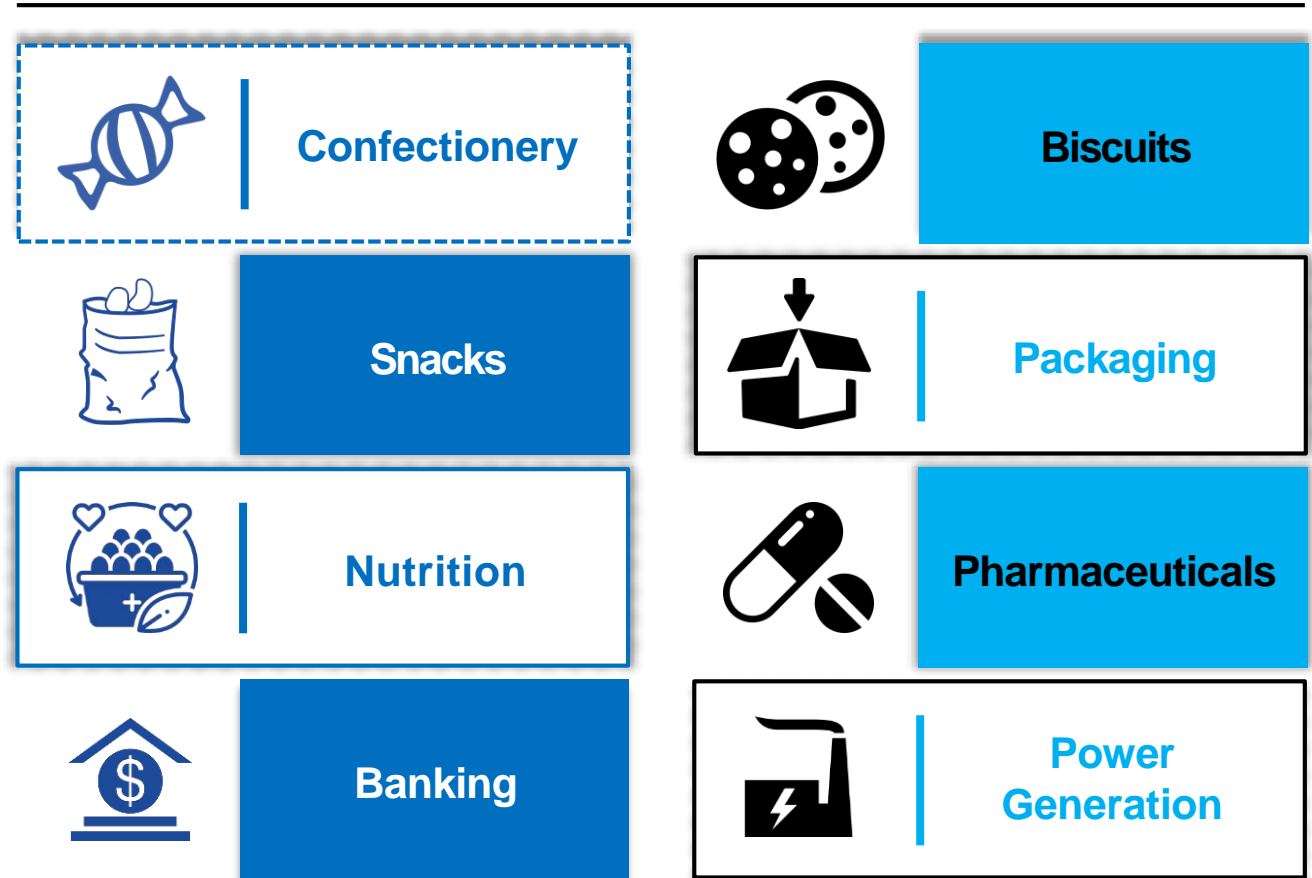


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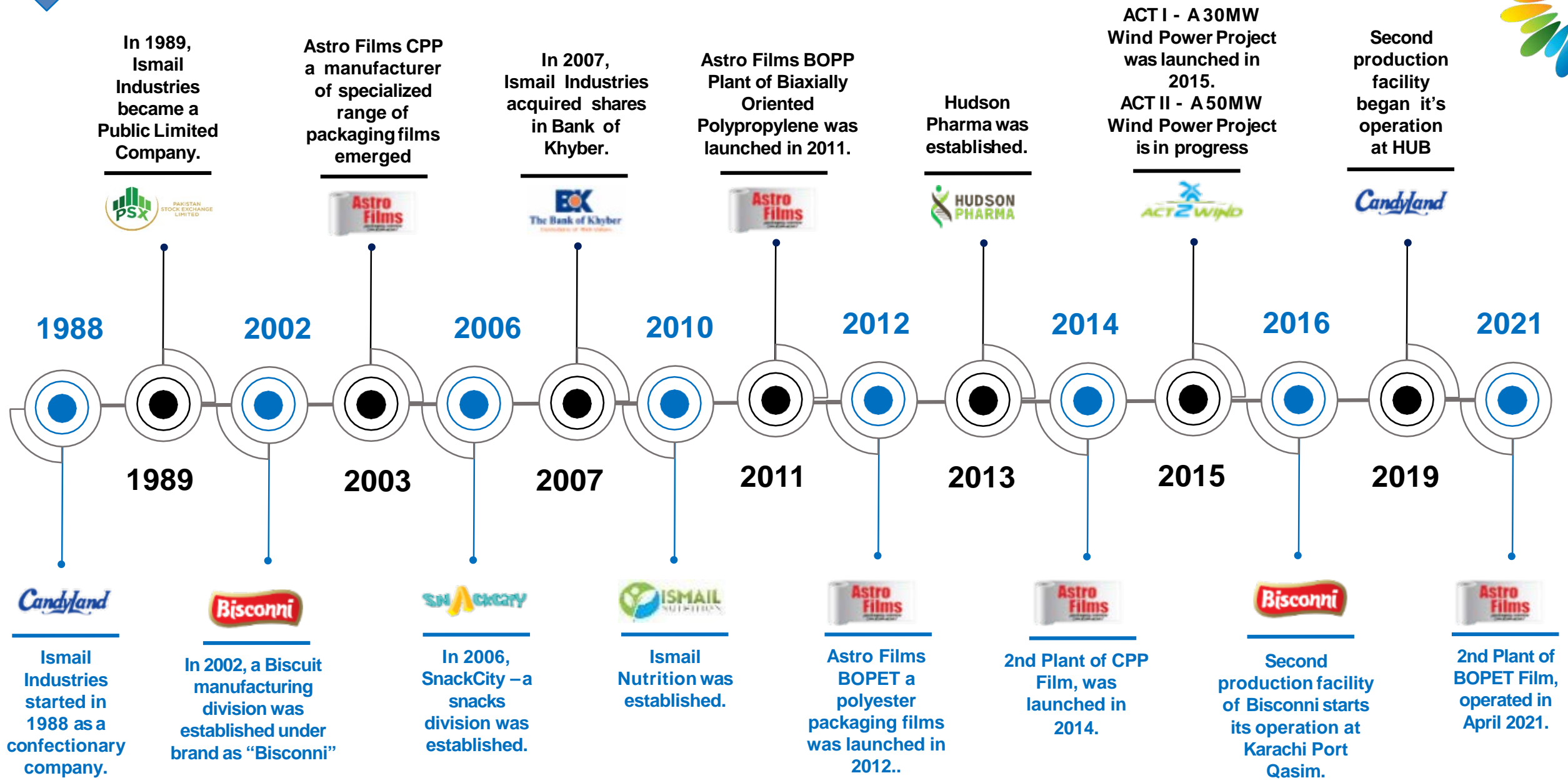
Ismail Industries Limited is one of the largest business conglomerates of Pakistan.

The company has a diverse portfolio ranging from food products and packaging, to pharmaceuticals and power generation.

Portfolio Range



The IIL Story





Mr. Muhammad M. Ismail

Chairman, Ismail Industries Limited

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, Ismail Industries Limited

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 Yam 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

Group CEO, Ismail Industries Limited

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.



Mr. Hamid Maqsood Ismail

Director & CEO, Bisconni & SnackCity

Mr. Hamid Maqsood Ismail completed his graduation from Middlesex University (UK), majoring in the field of Business Administration and his MBA from Oxford.

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 & CEO, Candyland

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.



Mr. Bilal Ismail Ahmed

Bilal Ismail is a young and vibrant architect who has recently joined Ismail Industries Limited as a Management Trainee. Bilal completed his undergraduate studies in the French & Francophone Studies from the University of California, LA and then went on to do his master's in architecture from Rhode Island School of Design.

Bilal has displayed his potential through multiple projects that he worked on as an intern, including working alongside the Performance Arts Center & Graphics teams at MGA Partners. He also has an experience of designing, producing, and presenting architectural models across various digital and physical platforms.



Food Safety Management

Executing comprehensive Food Safety Management covering PRP Plan, HACCP Plan, OPRP Plan, scheduled internal & external audits, scheduled trainings, and Food Safety meetings.



RM/PM

Assurance of RM/PM Inspection, Testing and Record Keeping.



Microbial Testing

Microbial Testing as per quality plan covering Personnel, Equipment, Environment, Raw/Packing, CIP Verification, Product Testing & Assurance.



Quality Analytical Plan

Process monitoring as per Quality Analytical Plan covering In-Process inspection, Packing & Finished Goods inspection.

Certifications

- 1. ISO 22000 BUREAU VERITAS CERTIFICATION**
*Food Safety and Quality Management Systems
Registered since 2007*
- 2. SANHA HALAL**
*South African National Halal Authority (SANHA)
Registered since 2007*
- 3. BRCGS APPROVED MARSHMALLOW LINE**
*BRCGS formerly known as BRC (British Retail Consortium); BRCGS stands for Brand Reputation Compliance Global Standard
Registered since 2010*
- 4. FDA**
Registration Number 10536823774

Local Presence



10


Production Facilities

2,000+


Sales Force Personnel

1,200+

Distributors

400+

Towns




135,000

Outlets

05

Regional Sales Offices

08

Warehouses

1,400+

Vans

Global Footprint



6

Continents

40+

Countries

64+

Customers



CandyLand

Candyland is the **largest confectionery brand** in Pakistan, and is the *market leader in various categories.*

9

Total Categories

Gummy Jellies

Jelly Beans

Eclairs

Marshmallows

Candies

Lollipops

Coated Chews

Bubble Gum

Chocolates





Bisconni is the market leader in Pakistan in the cookies and wafers categories, *The largest biscuit manufacturer in Pakistan.*



Total Categories

- Center Filled Biscuits
- Cookies
- Sandwich Biscuits
- Crackers
- Wafers
- Cakes





The **SnackCity** division of IIL was established in June 2006. Since then, *Kurleez* has grown to become the market leader in the crinkle chips category.



Total Categories

- Crinkle Chips
- Potato Sticks

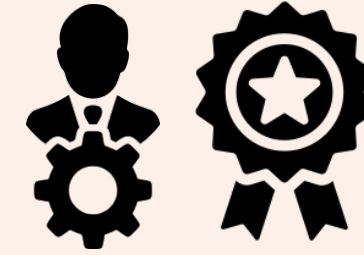




Ismail Industries Limited has been working with United Nations **to supply products that help reduce malnutrition in Pakistan and many other countries.**



We are approved suppliers of **UNICEF, WFP & MSF** for both local & international markets.



Our products are made in **state of the art facilities with stringent Quality Controls.**





Astro Films is a leading flexible packaging supplier and manufacturer of CPP, BOPP and BOPET films.

We are the only packaging film maker in Pakistan that provides its customers with a total solution in flexible packaging.

UKAS Quality Management certified

**ISO 9001:2008
ISO 22000
PAS 223**

Gruppo Colins production lines for CPP manufacturing.

Bruckner production facilities for BOPP and BOPET manufacturing.

3 Metallizers from General Vacuum with Plasma and Alubond capabilities.



Hudson Pharma is a branded generic pharmaceutical company that is focused on identifying proven first line treatments. Our main segments are:

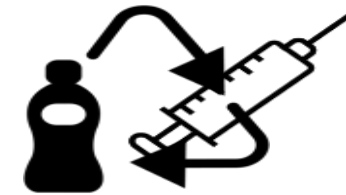
1. Respiratory
2. Injectables
3. Ophthalmic
4. Dermatology



We provide **injectable medicines** in sterile, easy, and safe to administer polyethylene ampoules and bottles.



Inhalation solutions available in single dose plastic respules.



First in Pakistan to market **injectables packaged in plastic.**

Corporate Social Responsibility



Ismail Industries Limited runs the following two schools in marginalized part of Karachi to promote societal progress.

Khadijah Girls College, named the mother of the founders



Ismail Academy named the father of the founders

1000+

No. of underprivileged students who are provided with subsidized education at these two schools.

EDUCATION

SPORTS



Ismail Industries Limited **runs 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 in those areas 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.



Tree plantation drives are initiatives by the group to convert various barren parks and university grounds into green fields. **20,000+ trees have been planted to date.**



Ismail Industries Limited aims to provide clean drinking water in low lying areas of Karachi. **IIL has already established 2 Reverse Osmosis plants and 1 filtration plant** to ensure clean drinking water for low lying areas where water is scarce



The company is also moving towards alternate sources of energy. Our **solar installations now generate 2.71 MWh of electricity** to provide sustainable power to our production plants

ENVIRONMENT

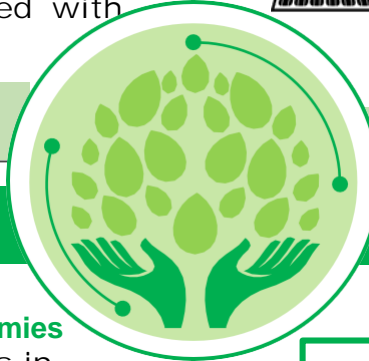
HEALTH



In addition to offering Health Insurance to all its employees, Ismail Industries Limited recently launched an initiative to provide **free health insurance to over 2000 strong on ground sales team.**



The group also donates generously to leading health care institutions to help them deliver **quality healthcare to the underprivileged people.**





Candyland
Hub, Balochistan



Bisconni
Hub, Balochistan



Astro Films
Hub, Balochistan



WFP
Hub, Balochistan



Solar Initiative

In 2019, Ismail Industries Limited took an initiative to convert all manufacturing facilities to solar power. So far, we have installed 2.71 MW of solar panels at our factories



Future Plans



Ismail Resin (Private) Limited (IRL) is an associated company of Ismail Industries Limited. It was incorporated in Karachi, Pakistan on January 13, 2021 with the intention of setting-up a 108,000 tons per annum PET Resin Plant at Port Qasim Authority. The operation of the IRL company will commence on July 2022.



Ismail Industries Limited has invested for a new 240 TPD Roller Project of Hard and Soft Wheat flour Mill with the capacity of 86,400 tons per annum at Port Qasim Authority. It will start in commercial production in beginning of next fiscal year.



The Company is extending the Nutrition manufacturing facility for producing new product 'Super Cereal' for these institutions to counter malnutrition in countries where people are suffering from acute malnutrition. Super Cereal is intended for children older than 5 years of age and adults. The annual production capacity of this product would be around 25,000 tons per annum. its operation will commence in the beginning of next fiscal year



Key Operating and Financial Data



	2021	2020	2019	2018	2017	2016
	------(Rs. in millions)-----					
ASSETS EMPLOYED						
Operating fixed assets	19,903	13,731	12,121	10,756	9,221	7,277
Capital work - in - progress	976	5,843	638	157	1,175	701
Intangible assets	34	55	86	42	-	-
Long term investment	5,278	5,276	3,212	3,560	3,926	4,272
Long term deposits	27	37	44	39	33	57
Net current assets / (liabilities)	258	632	97	133	725	(111)
Total Assets Employed	26,476	25,574	16,198	14,687	15,080	12,196
FINANCED BY						
Shareholders equity	11,275	9,900	7,374	7,220	6,272	5,999
Long term financing	12,910	13,605	7,191	6,037	7,595	5,397
Deferred liabilities	2,291	2,069	1,633	1,430	1,213	800
	26,476	25,574	16,198	14,687	15,080	12,196
SALES & PROFITS						
Gross Sales / Turnover	44,949	40,807	37,011	29,971	24,295	20,004
Net Sales / Turnover	37,308	33,218	30,091	23,906	19,605	17,008
Gross Profit	7,194	6,878	6,354	5,361	3,721	3,109
Profit before Taxation	2,213	1,323	1,404	1,838	1,643	1,292
Profit after Taxation	1,777	932	967	1,412	1,166	1,002
Proposed Dividend (%age)	150.00	35.00	45.00	27.50	65.00	60.00
Un - appropriated Profit	10,611	9,236	6,736	6,582	5,634	5,361



Financial Ratios

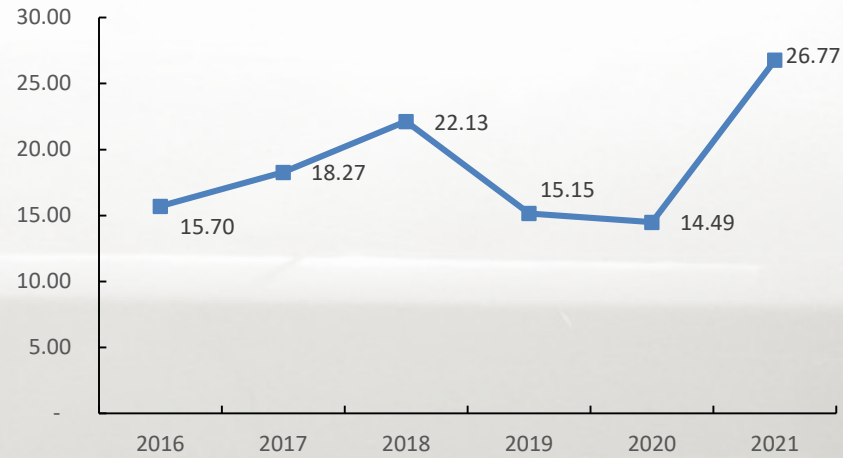


	2021	2020	2019	2018	2017	2016
GP to Sales (%age)	19.28	20.70	21.12	22.43	18.98	18.28
EBIT to Sales (%age)	7.79	7.46	7.67	10.27	11.81	12.29
PAT to Sales (%age)	4.76	2.81	3.21	5.91	5.95	5.89
Earnings per share (Rs.)	26.77	14.49	15.15	22.13	18.27	15.70
Break up value (Rs.)	169.91	149.19	115.58	113.16	98.29	94.02
Market Value per share (Rs.)	410.00	370.00	390.00	410.00	350.00	257.90
Return on equity (%age)	15.76	9.41	13.11	19.56	18.59	16.70
Dividend per share (Rs.)	15.00	3.50	4.50	2.75	6.50	6.00
Dividend payout (%age)	56.02	24.16	29.70	12.42	35.57	38.21
Price to earning ratio (Times)	15.31	25.54	25.74	18.52	19.15	16.42
Dividend Yield Ratio (%age)	3.66	0.95	1.15	0.67	1.86	2.33
Dividend Cover Ratio (Times)	1.78	4.14	3.37	8.05	2.81	2.62
Current ratio (Times)	1.02	1.05	1.01	1.02	1.10	0.99
Quick / Acid test ratio (Times)	0.46	0.50	0.51	0.40	0.40	0.28

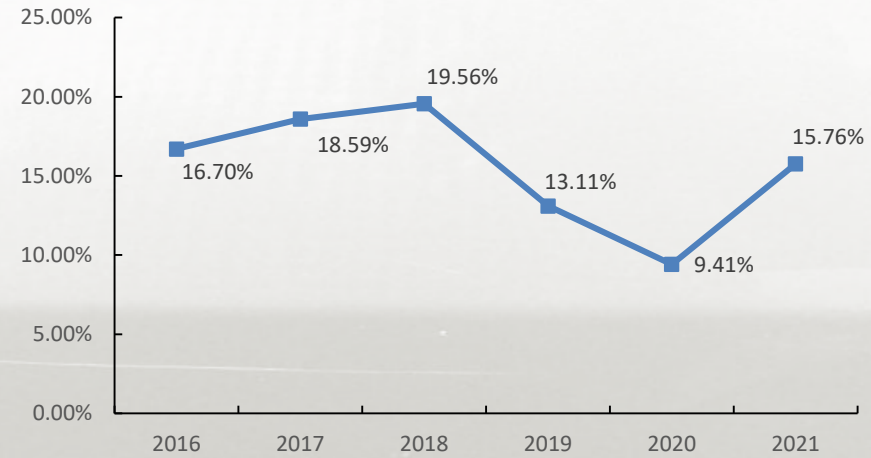


Graphical Presentation

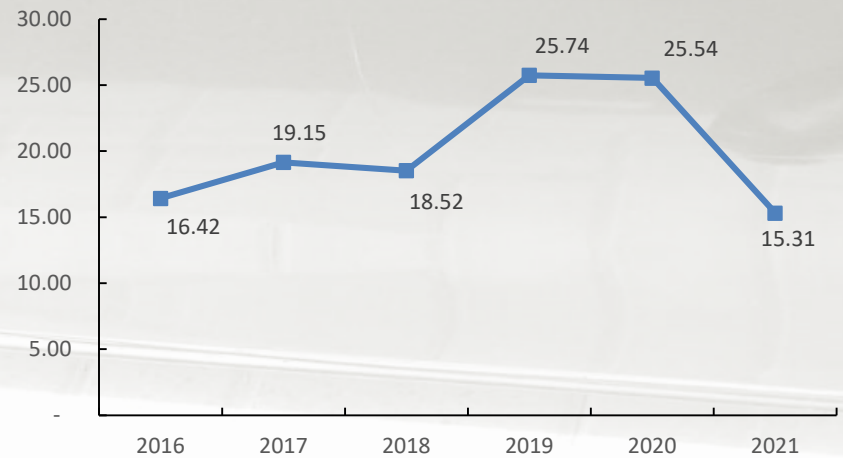
Earnings per Share (in rupees)



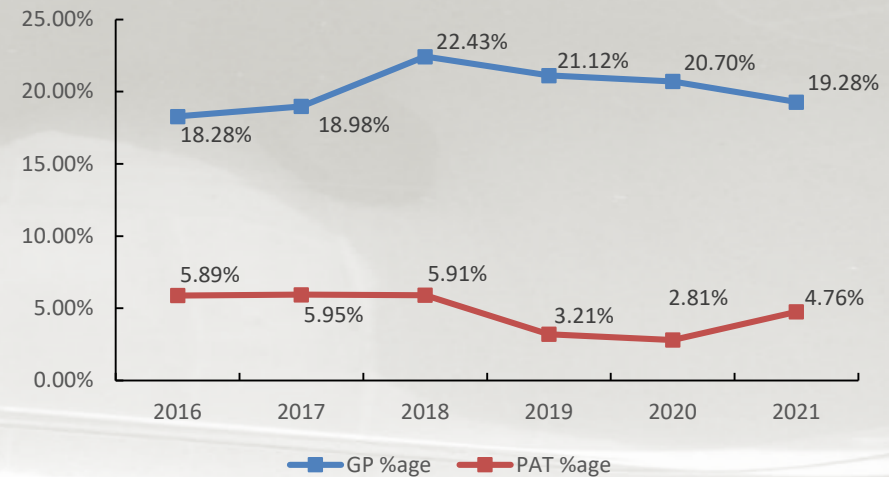
Return on Equity (in %age)



Price to Earning Ratio



GP & PAT to Sales (%age)

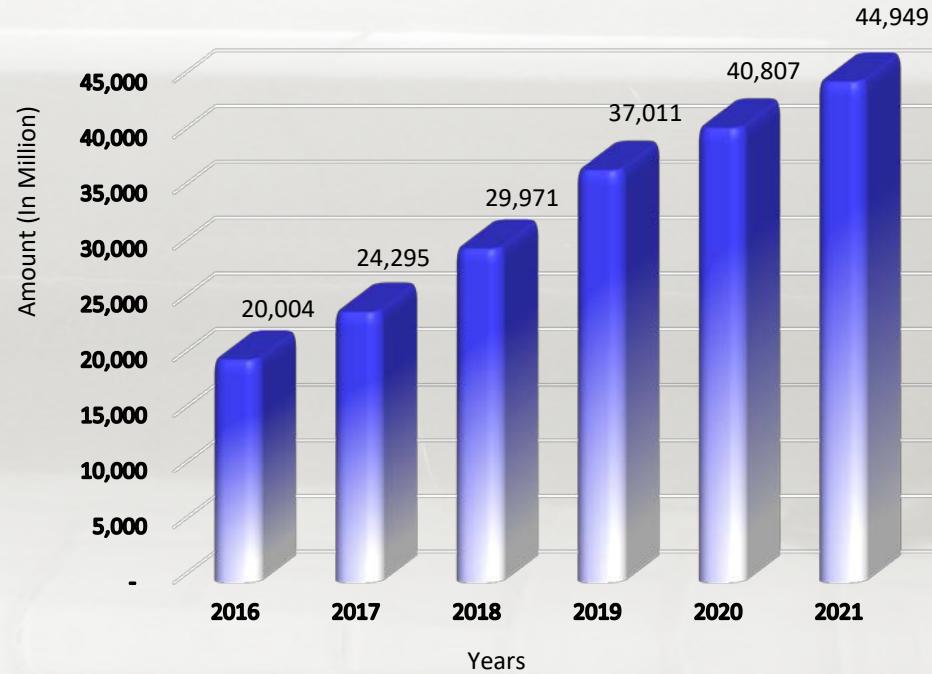




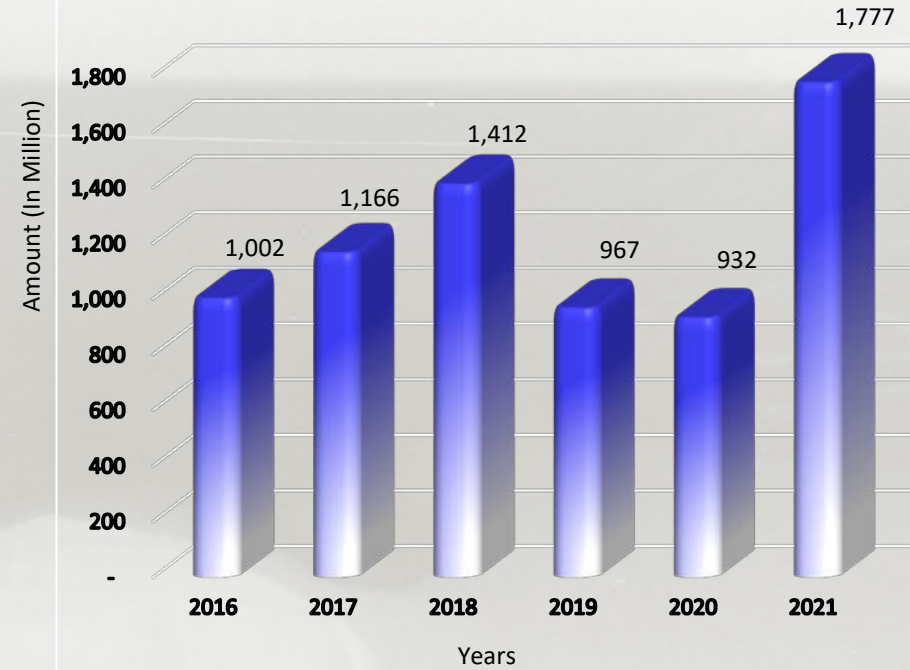
Graphical Presentation



GROSS SALES (IN MILLION)



NET PROFIT (IN MILLION)

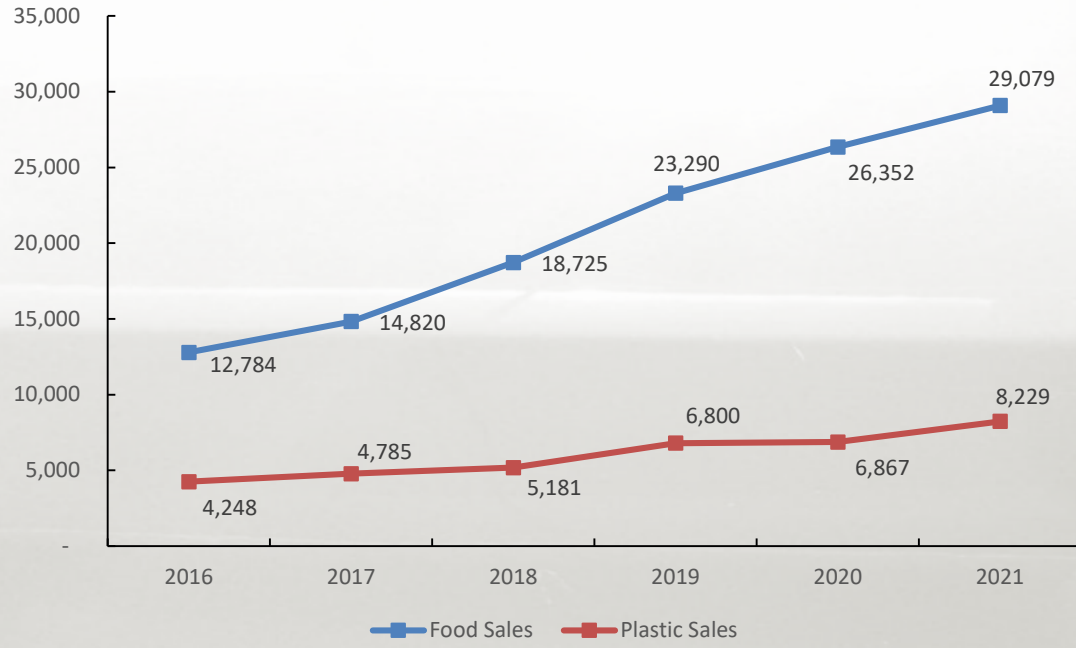




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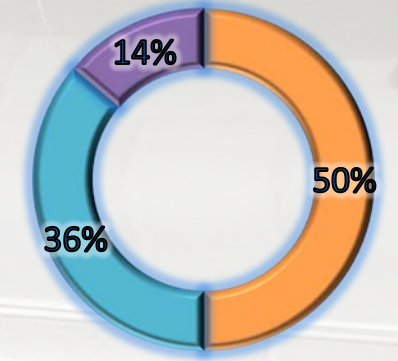
Segment Wise Net Sales (In million)



Local and Export Sales (In million)

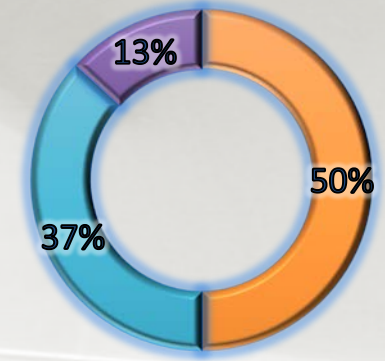


Financial Position 2021



Total Asset Total Liability Total Equity

Financial Position 2020



Total Asset Total Liability Total Equity

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THANK YOU

