




**SINDH ABADGAR'S SUGAR MILLS LIMITED**  
**CORPORATE BRIEFING SESSION**  
**FOR THE YEAR 2022-23**

**Presented By: Mr. Saqib Ghaffar - CFO**

The background features abstract, overlapping green geometric shapes in various shades of green, creating a modern and dynamic look. The shapes are primarily on the right side, with some extending towards the left.

# SASM CBS SESSION WILL START at 03:00PM

Please join the meeting at 03:00  
19<sup>th</sup> February 2024

# PRESENTATION OUTLINES

- 1- Brief History of the Company
- 2- Associated Companies
- 3- Management Profiles
- 4- Six Years Financial Results
- 5- Future Outlook
- 6- Question & Answers

# BRIEF HISTORY OF THE COMPANY

# COMPANY INTRODUCTION

- ❖ Sindh Abadgar's Sugar Mills Ltd. Incorporated on 28<sup>th</sup> January 1984 as a Public Limited Company and its shares are quoted on Pakistan Stock Exchange Limited.
- ❖ The Company's Authorized Capital is Rs. 650.000 million and Paid up Capital Rs. 104.250 Million.
- ❖ Principal activity of the Company is to manufacture and sale of white refined sugar of all grades and its by products.
- ❖ The crushing capacity initially stood at 3,000 M.Tons per day gradually enhancing to 4,000 M.Tons per day and currently standing at a benchmark of 8,000 M.Tons per day.

# BOARD OF DIRECTORS

Mr. Deoo Mal Essarani - Chairman / Director

Dr. Tara Chand Essarani - Chief Executive Officer / Director

Mr. Dileep Kumar - Director

Mr. Pehlaj Rai - Director

Mr. Mohan Lal - Director

Dr. Besham Kumar - Director

Mr. Mahesh Kumar - Director

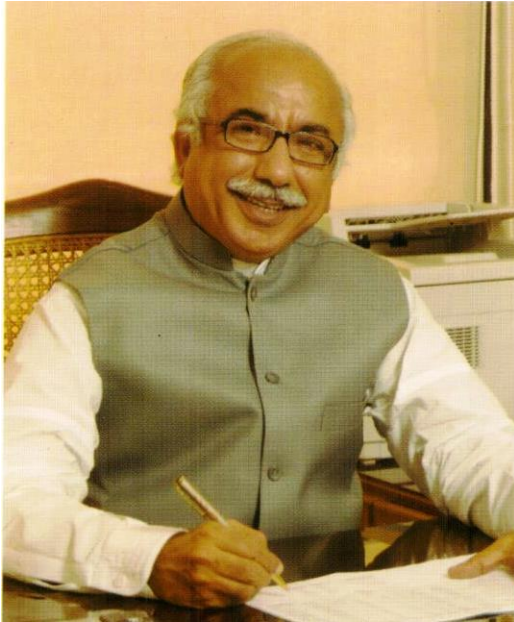
Mr. Muhammad Siddiq Khokar - Independent Director

Mr. Zafar Ahmad Ghori - Independent Director

Ms. Maheshwari Osha - Independent Director

# BOARD OF DIRECTORS

## MR. DEOO MAL ESSARANI CHAIRMAN



The Board of Directors is headed by **Mr. Deoo Mal Essarani**, the Chairman of the Company. He is in fertilizer business since last 50 years and is one of the largest importers of fertilizer under the title of “**UNITED AGRO CHEMICALS**” and a well known brand name of “**7 STARS**” with an import of over Rs.12 Billion annually.

Besides taking over “**SINDH ABADGAR’S SUGAR MILLS LIMITED**” in 2005, **Mr. Deoo Mal Essarani** also owns two Textile Spinning Units of 36,000 Spindles and 40,000 Spindles established in the year 2000 & 2012.

In 2016, he acquired ethanol manufacturing plant with a capacity of 120,000 liters per day. The Company is operating under “**United Ethanol Industries Limited**” located at Sadiqabad, Punjab.

**Subsequently**, in 2018 a second unit of sugar manufacturing plant namely “**SGM Sugar Mills Limited**” with a capacity of 14,000 TCD located at Ghotki, Sindh has been taken over by him.

Moreover, he is a well-known grower of sugarcane and other crops in the country. Besides, he is also involved in various trades in lower Sindh with vast resources.

# BOARD OF DIRECTORS

**DR. TARA CHAND ESSARANI**

**CHIEF EXECUTIVE OFFICER**

**DR. TARA CHAND ESSARANI** is a medical doctor by profession. He joined the Board in 2005 and since then he has been imparting his skills and expertise in various departments and areas of the Company which proved to be an essential asset for the Company. With such an achievement the board nominated him as the Chief Executive of the Company in 2014. Currently, he is looking after the overall affairs and operations of the Company. He is an enthusiastic person continuously looking for establishing / acquiring new Projects and expanding the Group. He also established a trading Company “Agro Trade Pvt. Limited” which is one of the largest importers of Industrial Coal. He has over 15 years of experience in the Trading & Industrial Sector.





# BOARD OF DIRECTORS

**MR. MAHESH KUMAR**

**EXECUTIVE DIRECTOR**

**MR. MAHESH KUMAR** is an Executive Director of the company and hold the key responsibility of managing sales, banking & finance department. He is a graduate and has been a member of the Board since 2005. His proficiency and skills in Sales & Marketing accelerated the Company to develop and maintain the distribution network in the sector. Moreover, his negotiation skills and fruitful relationship with the banks facilitated the financial requirements of the Company.



# BOARD OF DIRECTORS

## **Mr. Dileep Kumar**

He was elected as Director of the company in 2012. He is a graduate and possessed knowledge, experience in trading and other businesses. He is well versed with the company's operation.

## **Mr. Mohan Lal**

He was elected as Director of The Company in 2005. He is a graduate and carries vast experience in agriculture farming which helps the company for procurement of better quality of Sugarcane with higher recovery. He also looks after the Mill's affairs of the Company.

## **Mr. Pehlaj Rai**

He was elected as Director of the company in 2005. He is a graduate and has vast experience in the field of technical aspects and admin related matters.

## **Dr. Besham Kumar**

He was elected as Director of the company in 2005. He is a medical doctor by profession. He has vast experience in trading of various commodities.

# AUDIT COMMITTEE

Mr. Zafar Ahmed Ghori

Chairman

Mr. Pehlaj Rai

Member

Mr. Dileep Kumar

Member

Dr. Besham Kumar

Member

# HR AND REMUNERATION COMMITTEE

Ms. Maheshwari Osha

Chairman

Mr. Mohan Lal

Member

Mr. Dileep Kumar

Member

# ASSOCIATED COMPANIES

1. United Agro Chemicals
2. SGM Sugar Mills Limited
3. United Ethanol Industries Limited
4. Agro Trade (Private) Limited
5. United Commodities (Private) Limited
6. Synergy Packaging (Private) Limited

# ADDRESS

## Mills Site

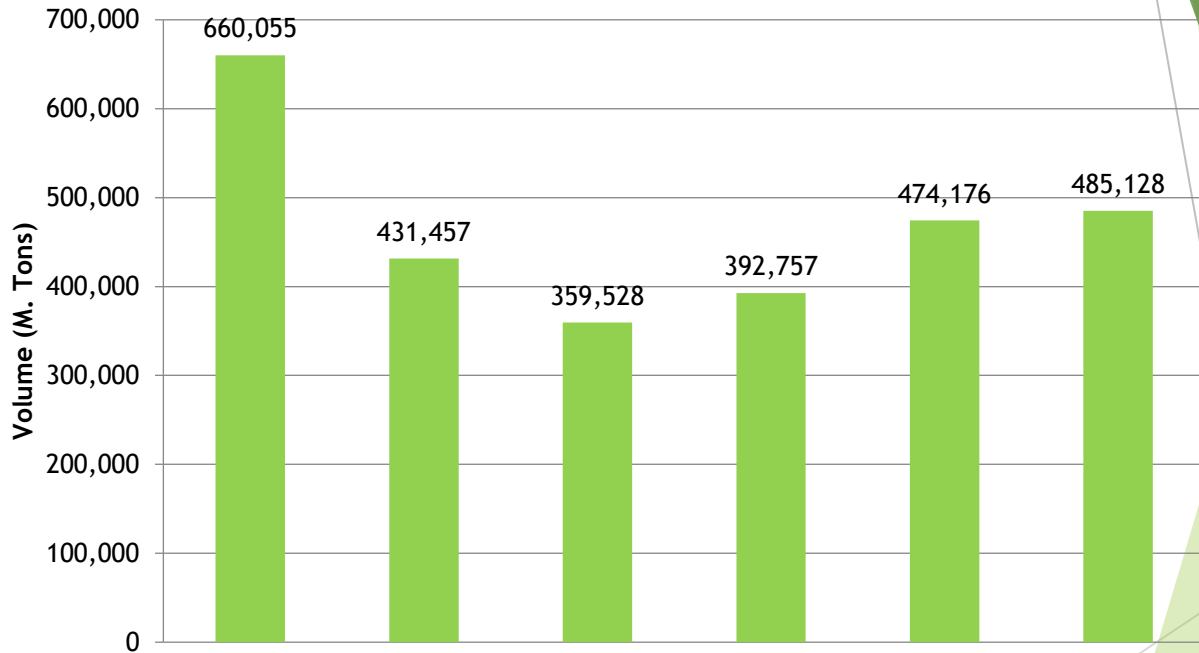
Deh: Deenpur,  
Taluka, Bulri Shah Karim,  
Distt: Tando Muhammad Khan,  
Sindh-73024

## Registered Office

209, 2<sup>nd</sup> Floor, Progressive  
Plaza, Beaumont Road,  
Karachi.

# SIX YEARS FINANCIAL RESULTS

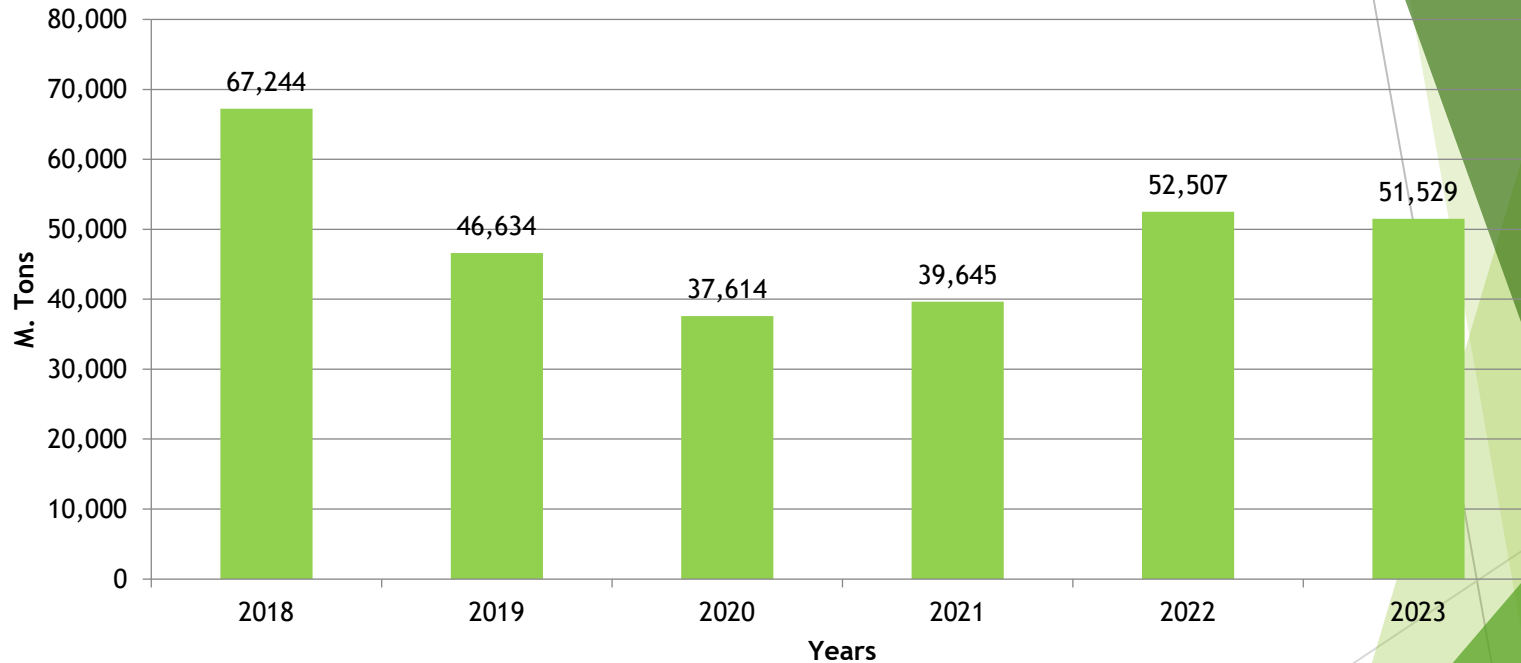
# SUGAR CANE CRUSHING



	2018	2019	2020	2021	2022	2023
Capacity Per Day	8000	8000	8000	8000	8000	8000
Capacity Utilization %	62	61	47	61	71	64
Crushing Days	133	88	95	81	84	95

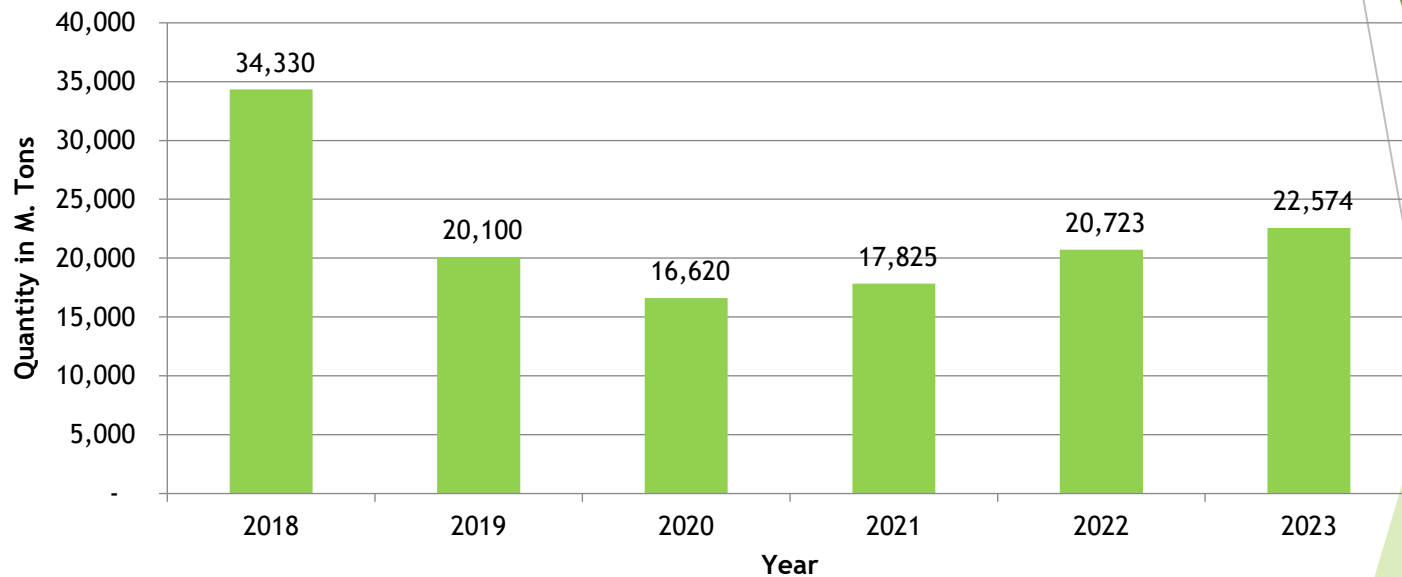


# SUGAR PRODUCTION



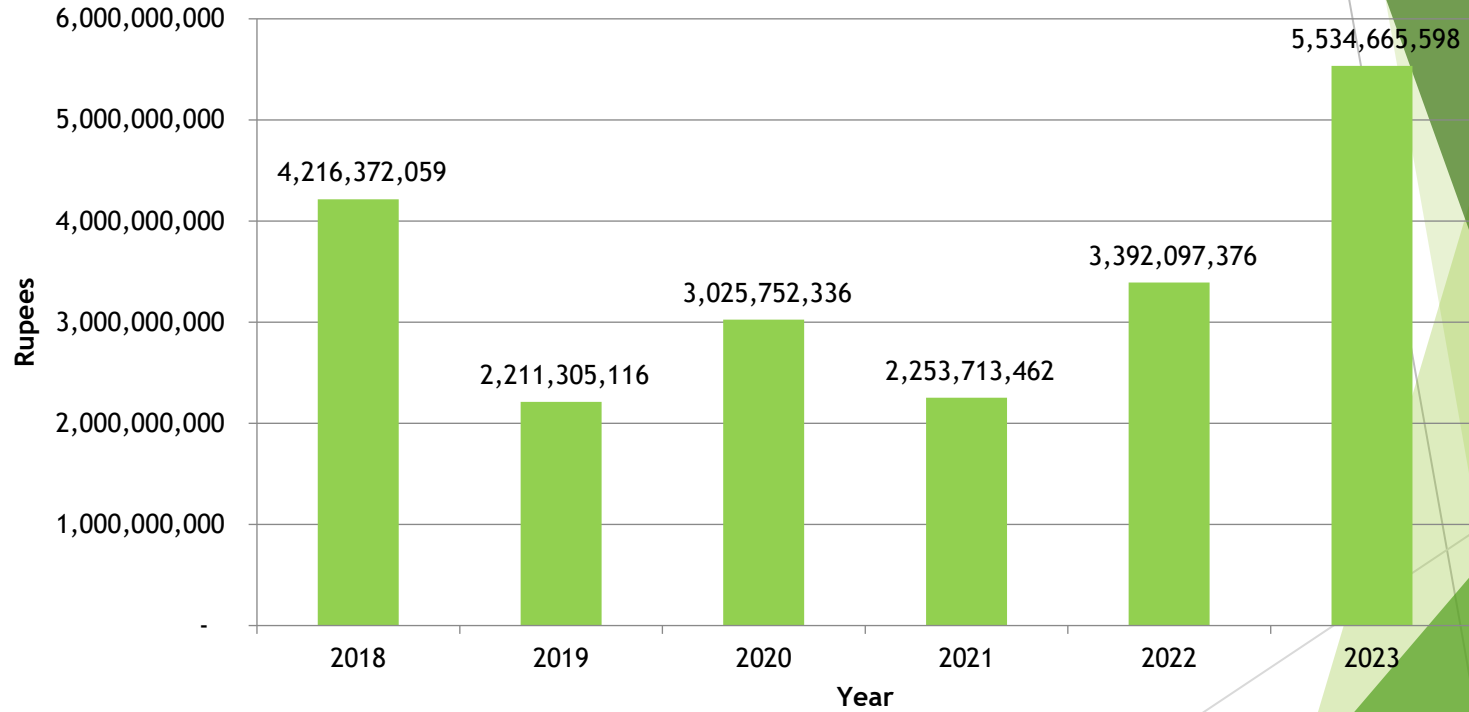
Year	2018	2019	2020	2021	2022	2023
Sugar Production	67,244	46,634	37,614	39,645	52,507	51,529
Sugar Recovery	10.19%	10.78%	10.46%	10.10%	11.08%	10.63%

# MOLASSES PRODUCTION

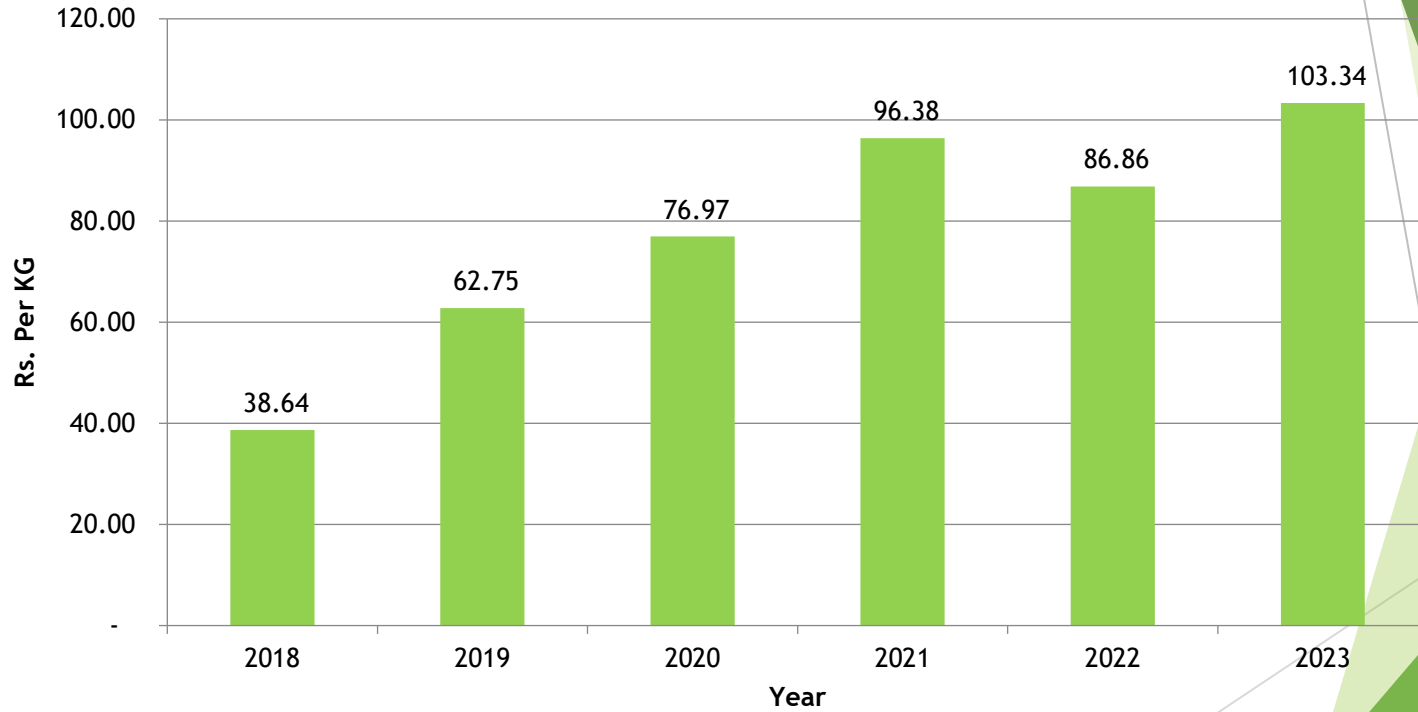


Year	2018	2019	2020	2021	2022	2023
Molasses Recovery	5.20%	4.65%	4.62%	4.58%	4.37%	4.66%

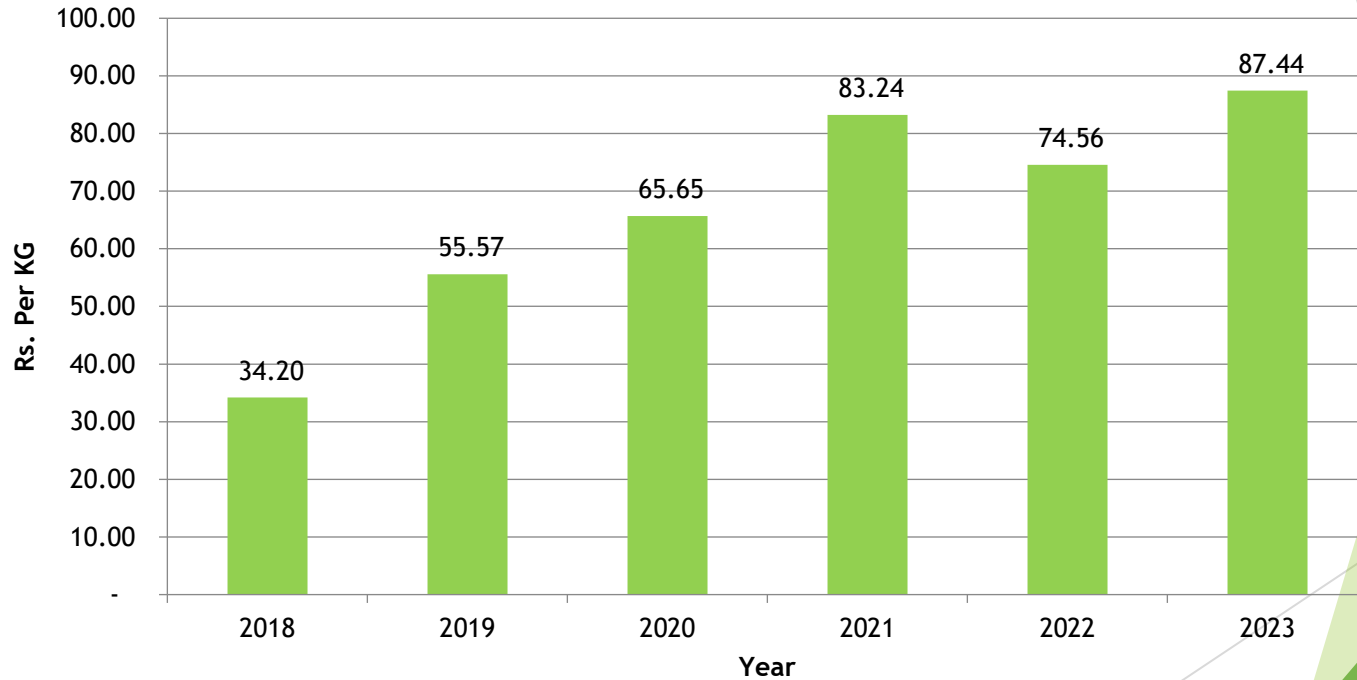
# TURNOVER



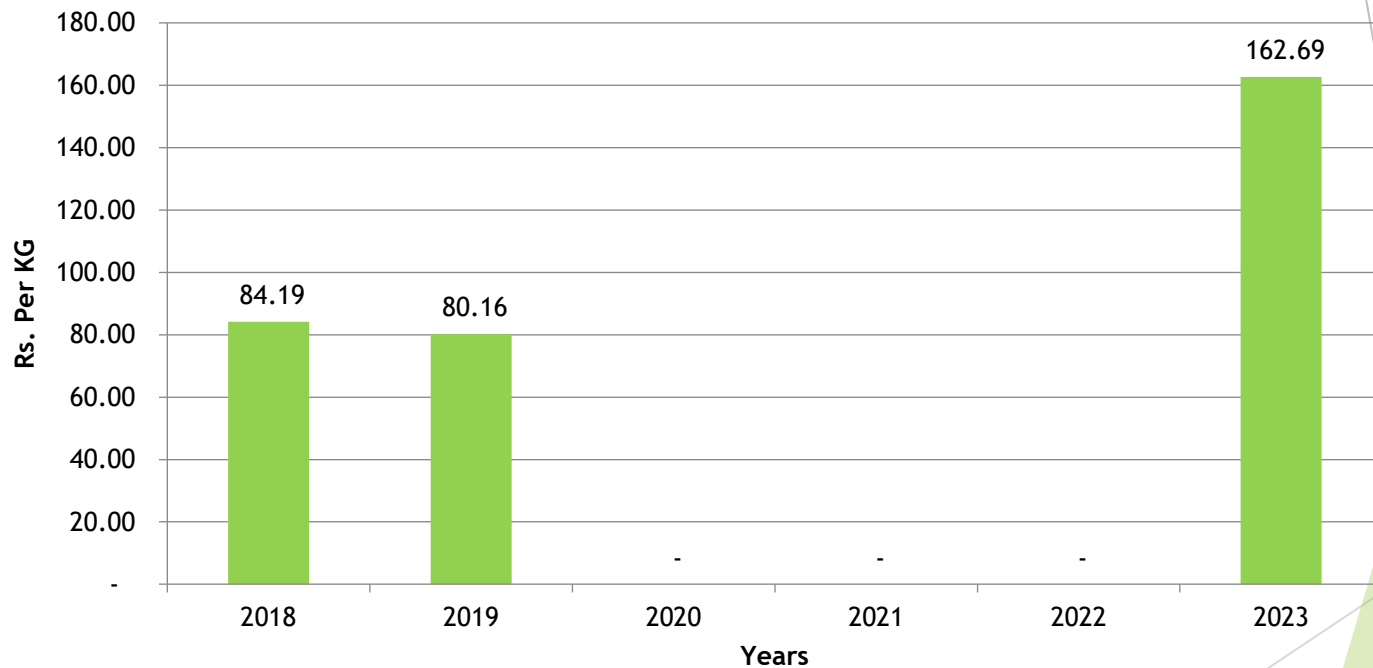
## SUGAR SELLING PRICE PER KG(LOCAL) GROSS



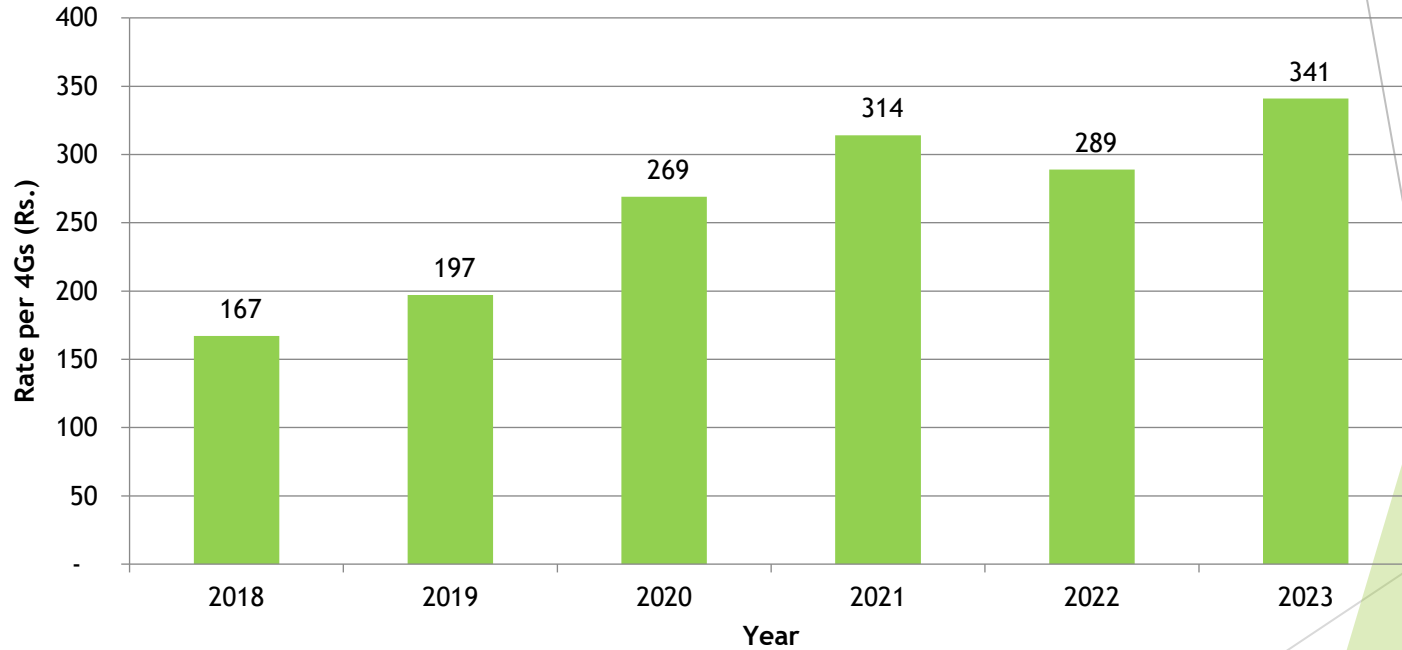
## SUGAR SELLING PER KG(LOCAL) NET OF SALES TAX



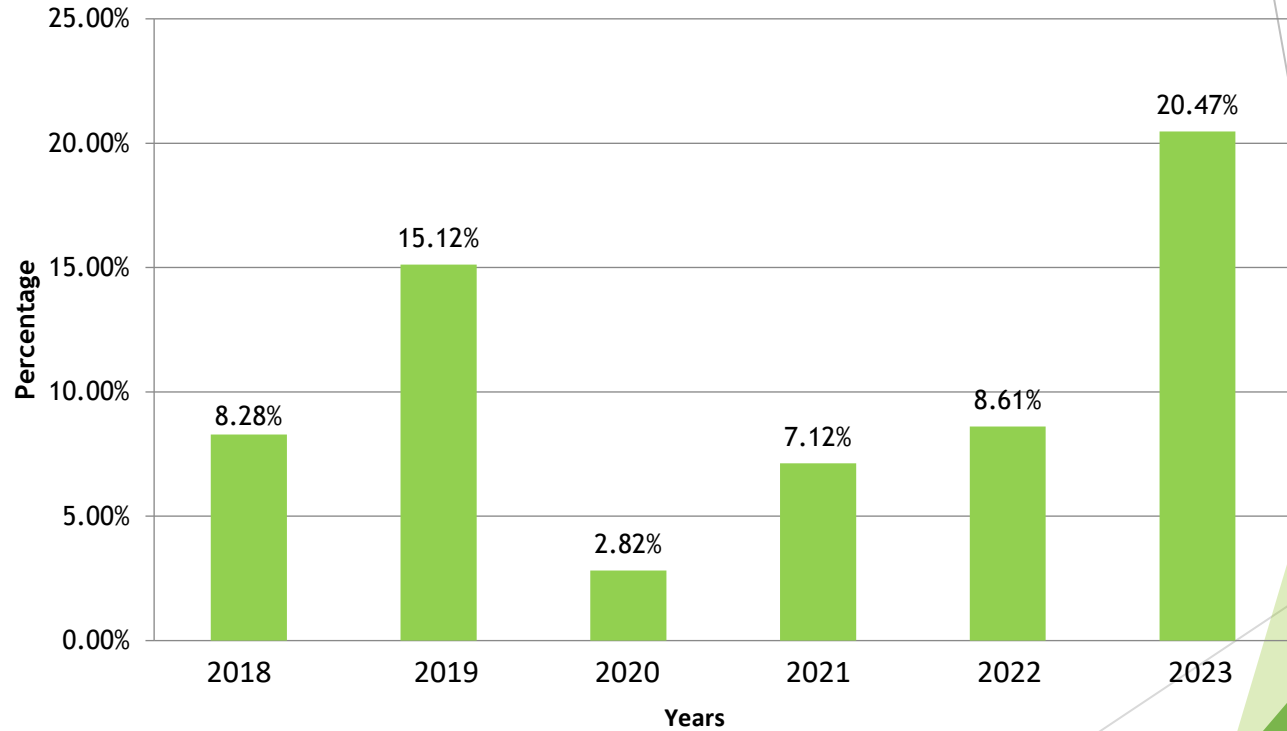
# SELLING PRICE - EXPORT INCLUDING SUBSIDY



# SUGAR CANE COST PER 40KGS

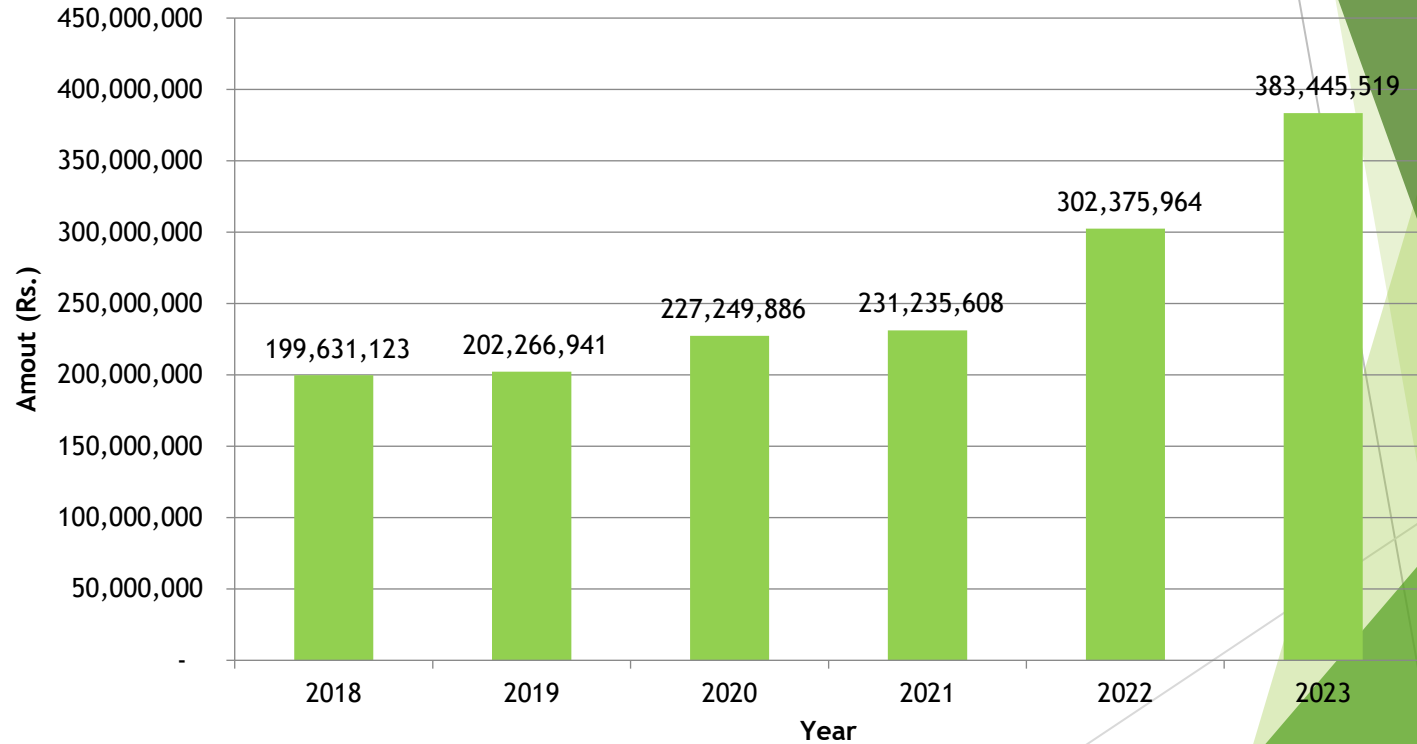


## GROSS PROFIT MARGIN %

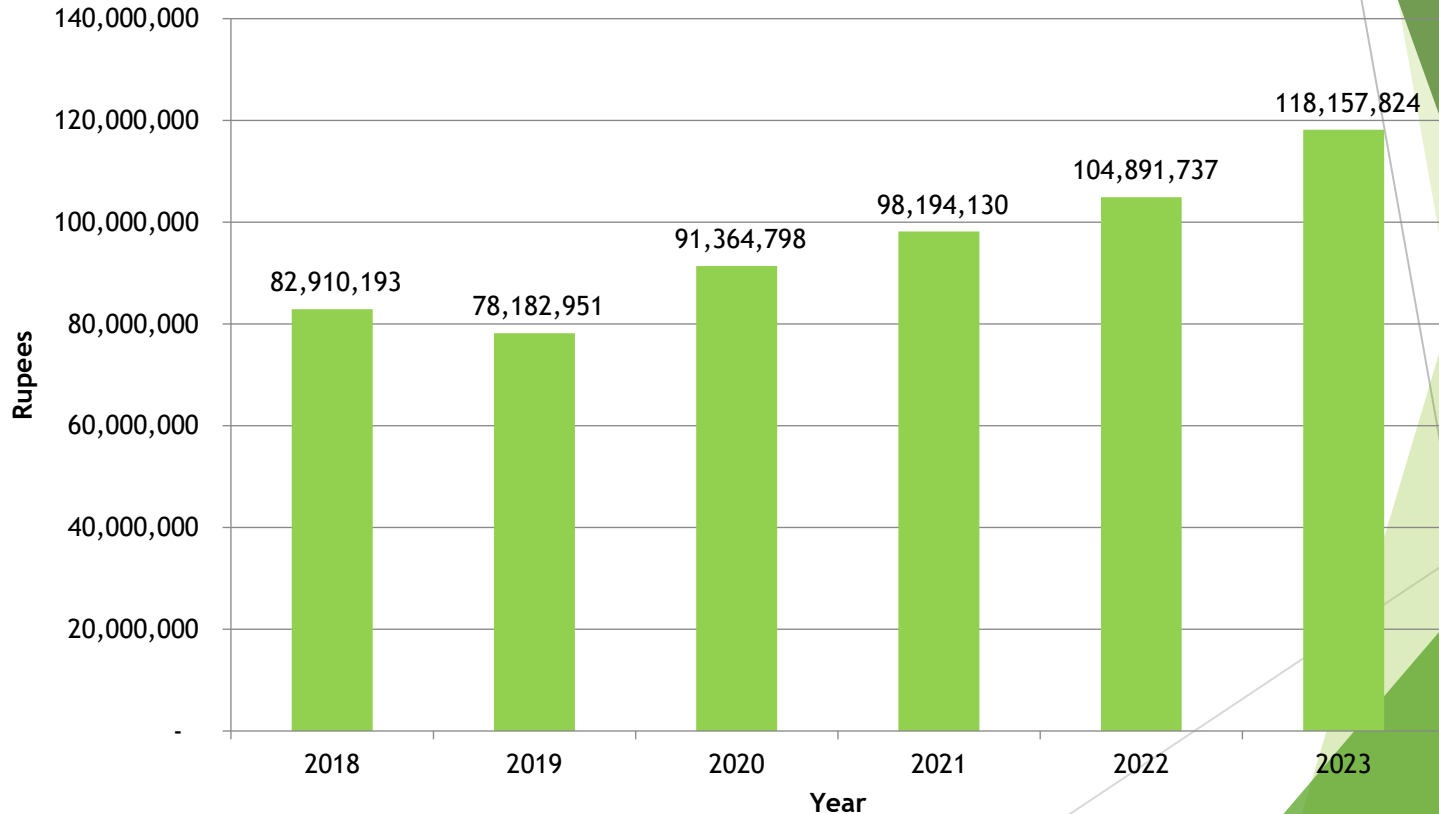




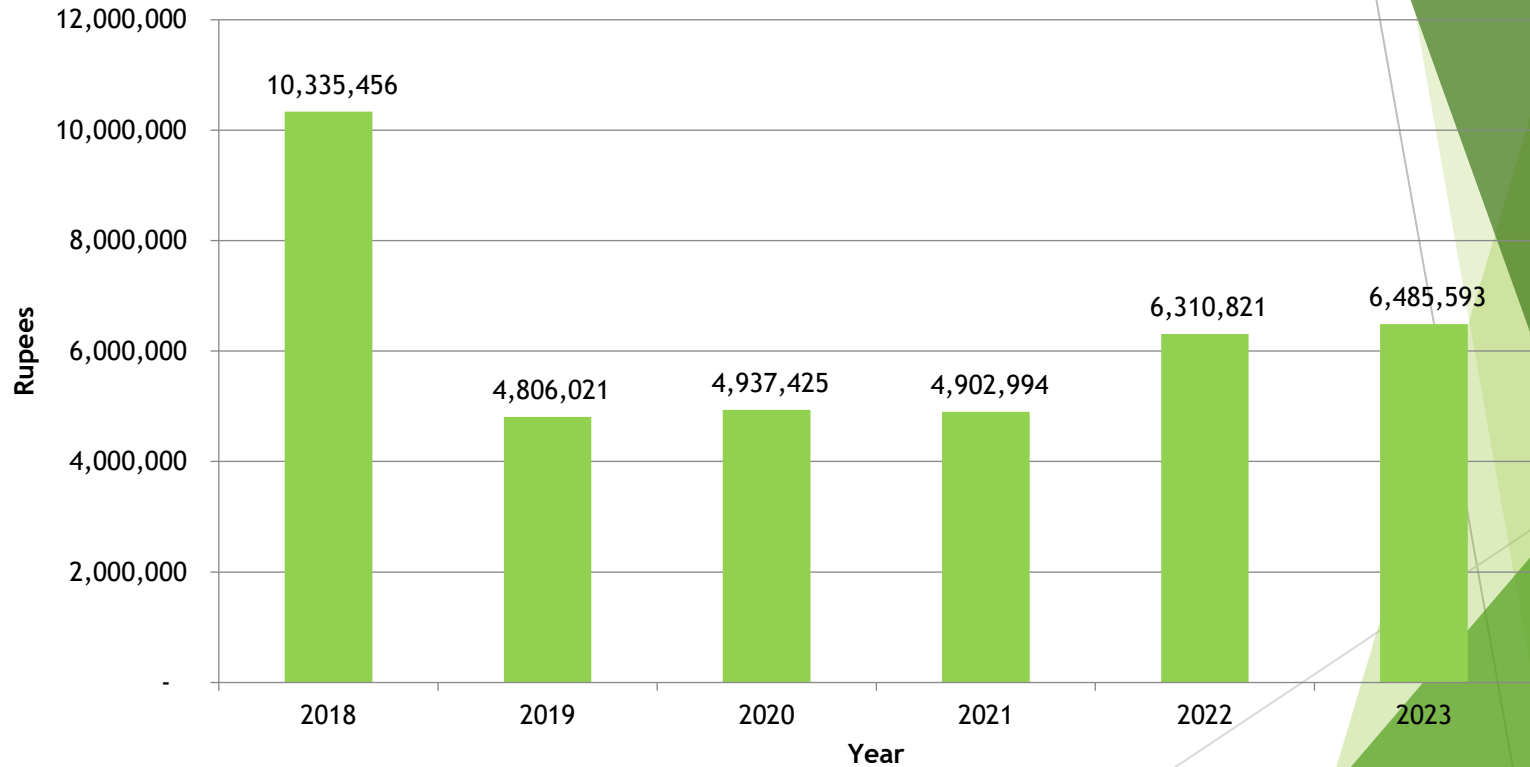
## MANUFACTURING OVERHEADS EXCLUDING DEPRECIATION



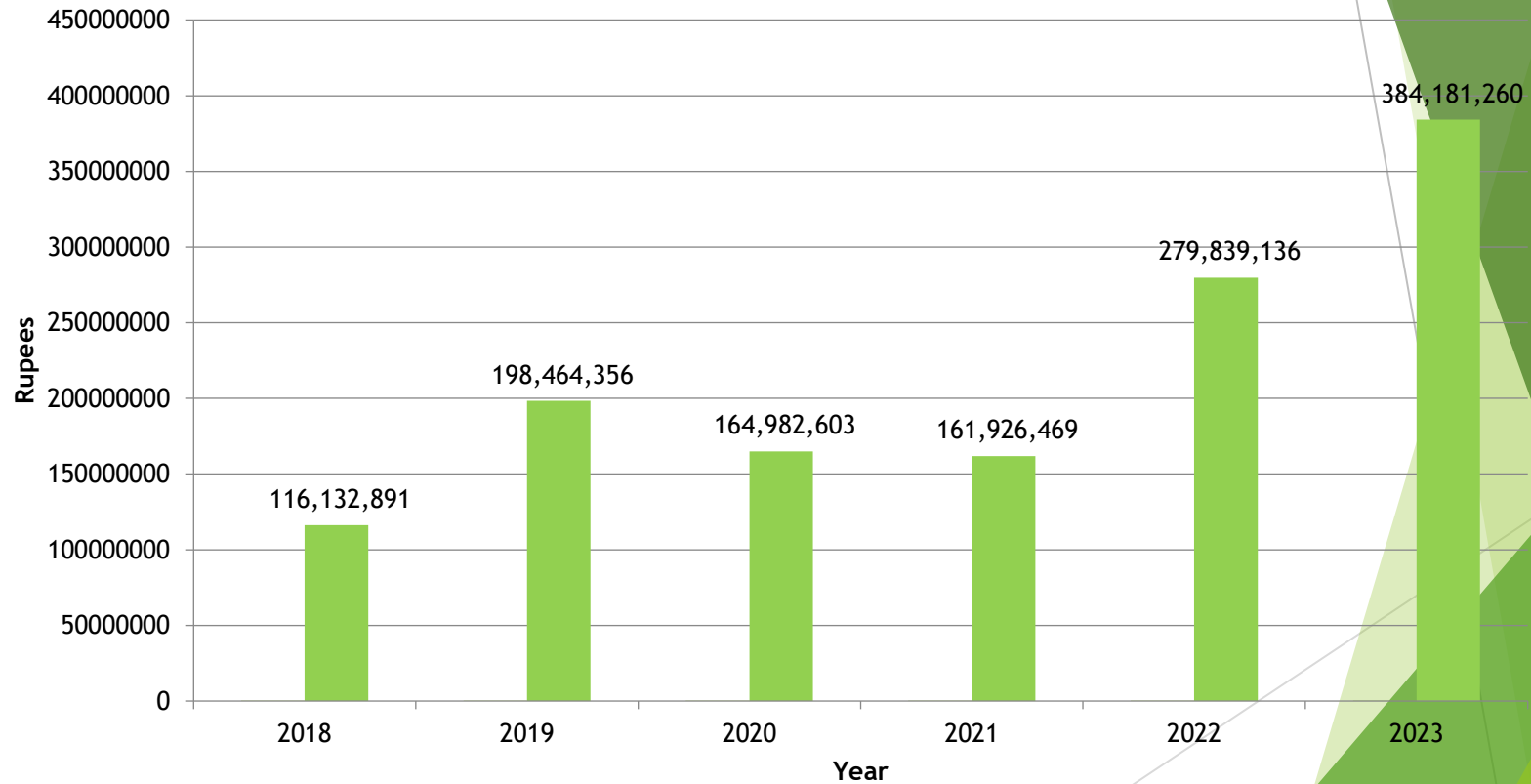
## ADMINISTRATIVE EXPENSES EXCLUDING DEPRECIATION & BAD DEBTS EXPENSES



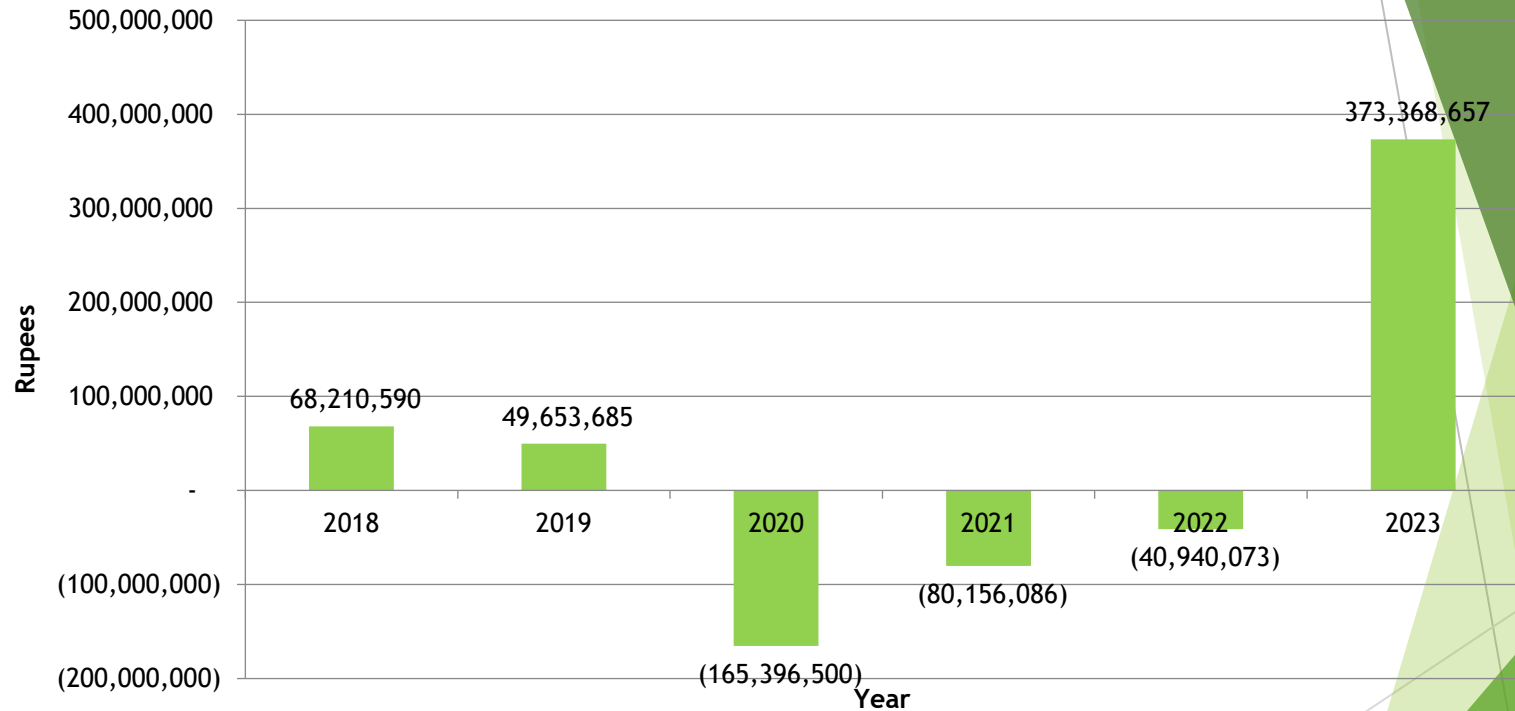
## SELLING EXPENSES EXCLUDING EXPORT EXPENSE



# FINANCIAL COST

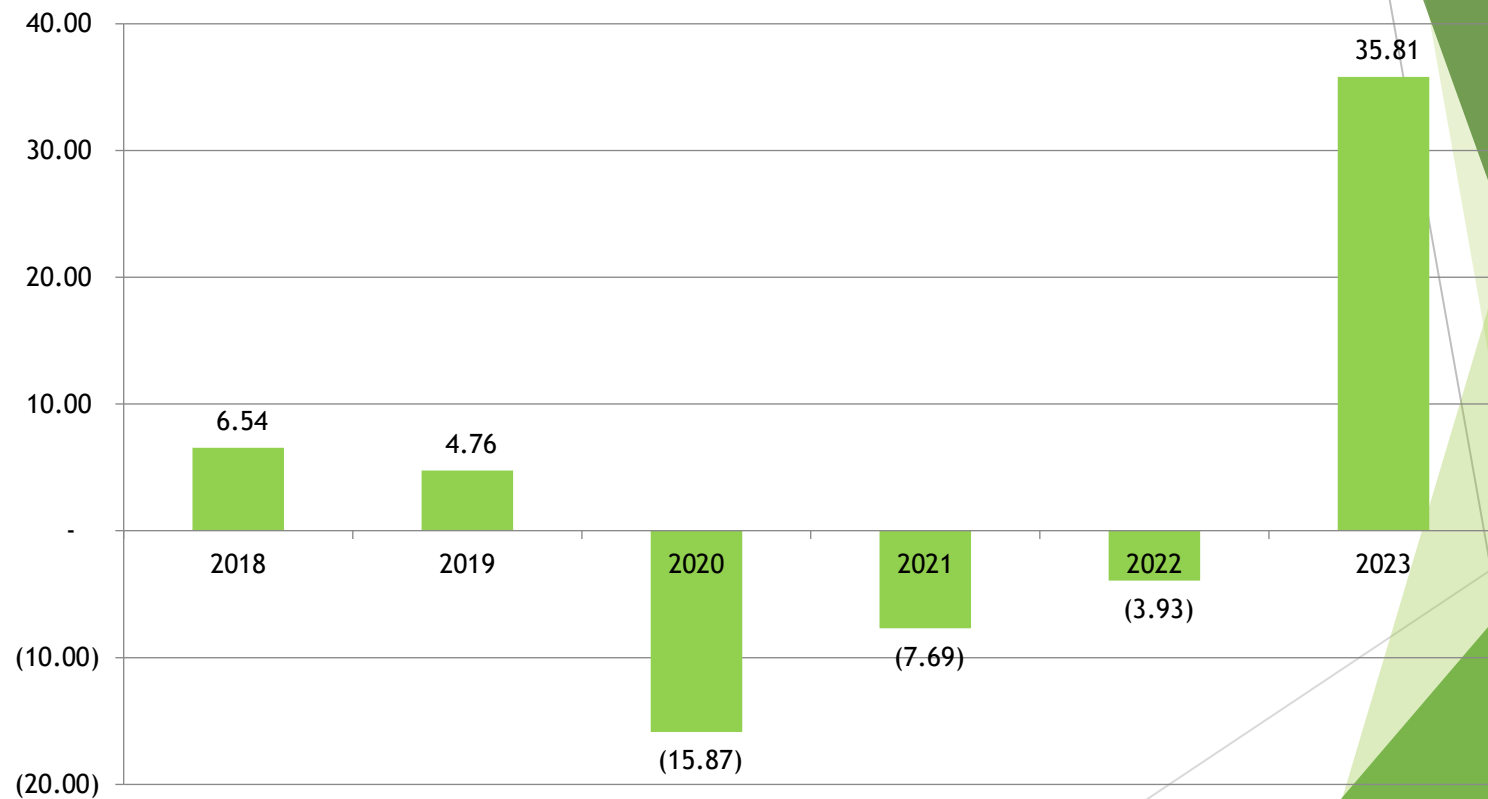


## PROFIT / LOSS AFTER TAXATION

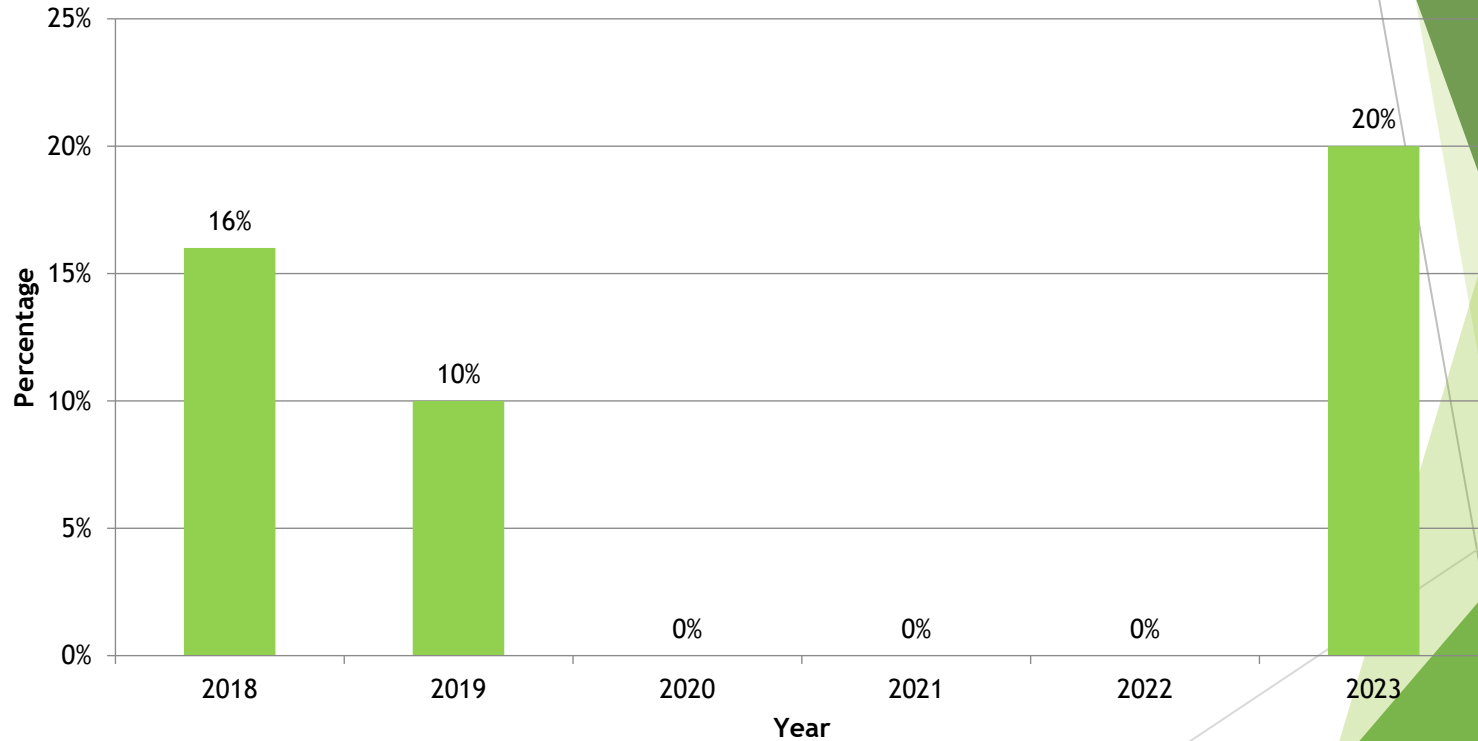


Year	2018	2019	2020	2021	2022	2023
G.P Ratio	8.28%	15.12%	2.82%	7.12%	8.61%	20.47%

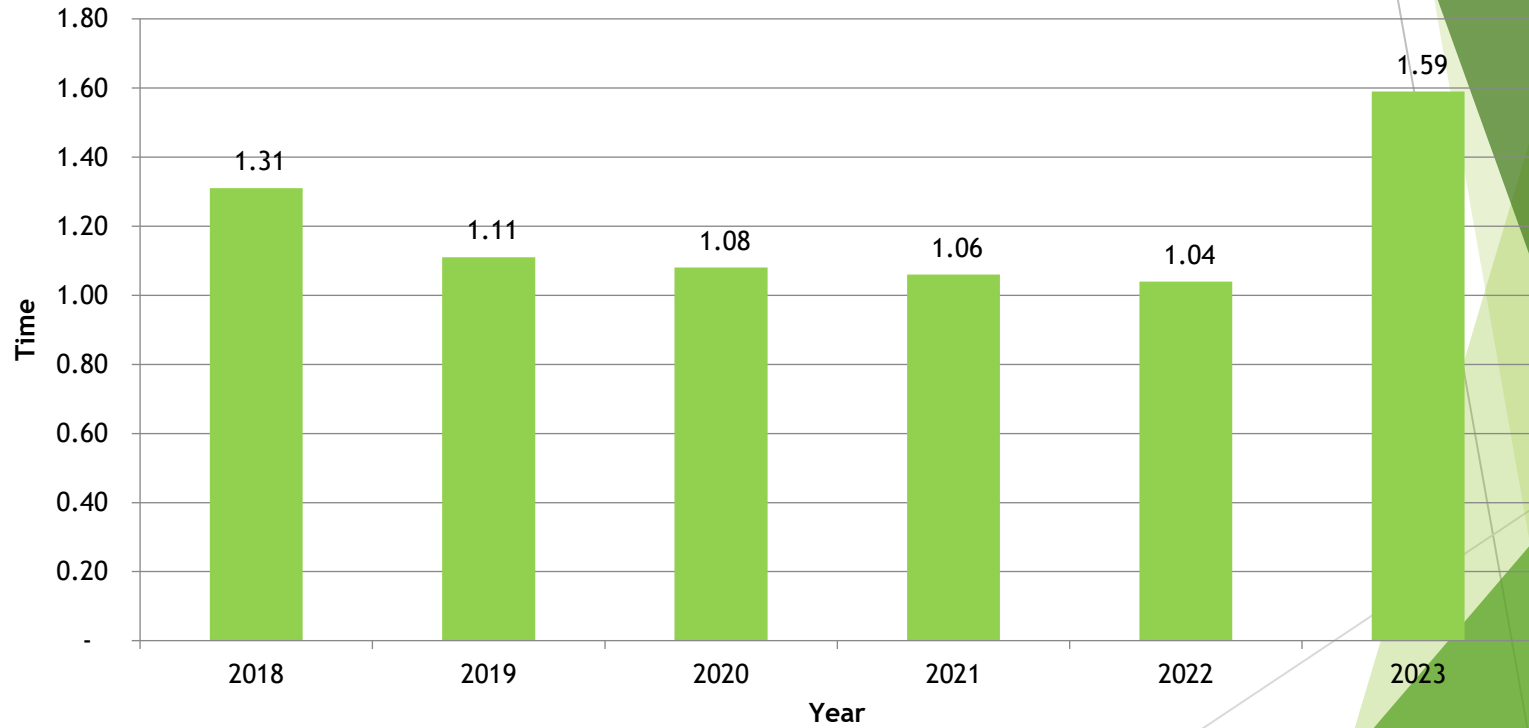
## EARNING/(LOSS) PER SHARE



## DIVIDEND PAYOUT

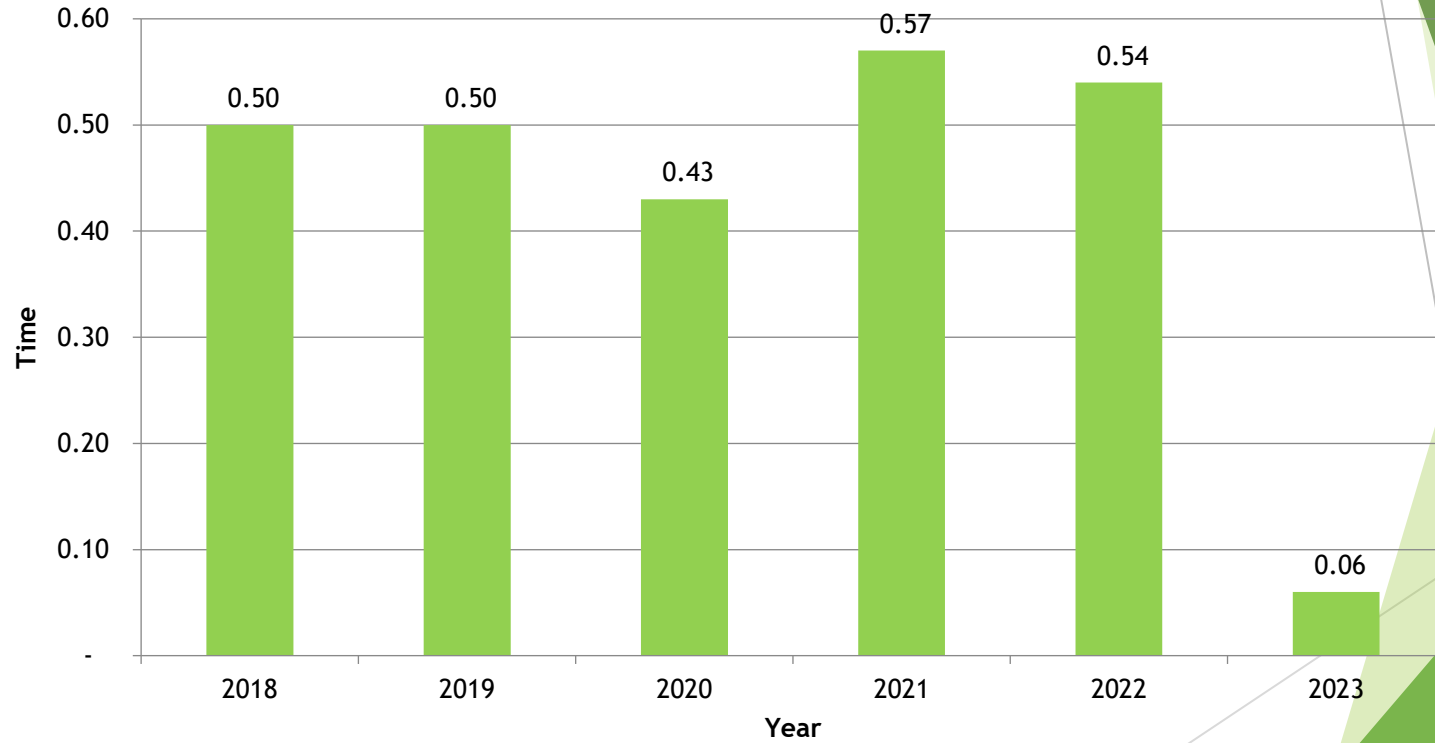


## CURRENT RATIO

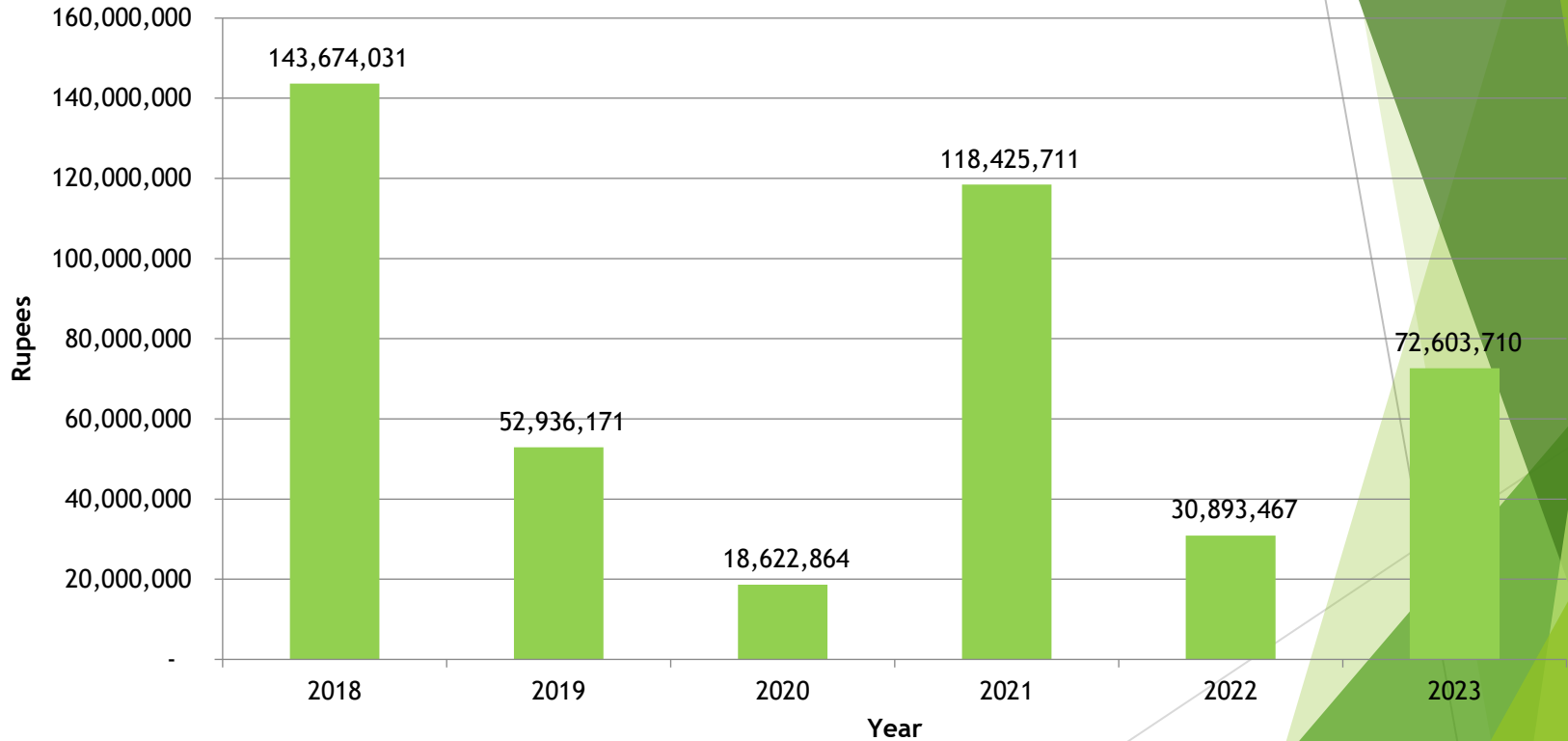




## DEBT EQUITY RATIO



## ADDITION IN CAPITAL EXPENDITURES



# FUTURE OUTLOOK



# FUTURE OUTLOOK

Unabated spiraling inflation may further increase the production cost of sugar.

Manufacturing of sugar at Rs. 425 per 40KG. Support Price of Sugar Cane is unviable.

Interest rate at 22% is eroding the profitability of the company.

Continuous low selling Price comparatively with international Market is a big risk factor.

Continuous revamping of operational process to ensure sustained yield from sugarcane.

Price of molasses will remain high in the wake of weakness of Pak rupee against dollar.

# THANKS!

Presented by:  
Saqib Ghaffar  
CFO

**Any questions?**

You can find us at [sasm@unitedgroup.org.pk](mailto:sasm@unitedgroup.org.pk)