



Corporate Briefing Session

Date: 27th September, 2019



- Listed on Pakistan Stock Exchange in 1996 (Incorporated in 1994)
- Company Symbol: NICL
- Membership of Industry Associations and Trade Bodies:
 - Lahore Chamber of Commerce and Industry (LCCI)
 - Pakistan Chemicals Manufacturers Association (PCMA)
 - Pakistan Soap Manufacturers Association (PSMA)
- Auditors of the company: EY Ford Rhodes (Chartered Accountants)
- Legal Advisor : Cornelius, Lane & Mufti.
- Management buy out from Knightsbridge (an American group) in year 2011.
- Acquired Descon Chemicals Limited in Jan-16 through SPV Subsidiaries. Later this company was renamed as NIMIR Resins Limited
- Financial Year: July to June
- Paid up Capital : 110 Million shares of Rs.10 each
- Net Worth as on 30 Jun 2019: 3,842 Million (Consolidate basis)
- Rating: A+ for long term and A1 for short term by PACRA.



NICL Plant

14.8 KM

Sheikhpura-Faisalabad Road

(Driving time 60 mins from Lahore city)



Distilled Fatty Acid /
Oleo Chemicals

Soap noodles
Stearic Acid
Glycerine



Soap Noodles
(Palm Bright)

Toilet soap



Stearic Acid
(Double & Triple Press)

Tyre and Rubber Plastic, Textile Softener,
Metal Polishing, Plastic, Cosmetics and Soap.



Glycerine

Pharmaceutical, Alkyd Resin, Tobacco,
Cosmetics.



Caustic Soda
Sodium Hypochlorite
Hydrochloric Acid

Textile Sector
Cleaning & Bleaching
Steel



Soap Bars

Finished toilet soap bars



Aerosols
(under progress)

Body sprays, Shaving foams, hair sprays, air
fresheners, insecticides, starch spray etc.

NICL is a Good Manufacturing Practices (GMP) compliant company.



Sedex is a not for profit membership organisation dedicated to driving improvements in ethical and responsible business practices in global supply chains.



The Roundtable on Sustainable Palm Oil (RSPO) was established in 2004 with the objective of promoting the growth and use of sustainable oil palm products through credible global standards and engagement of stakeholders.



Good Manufacturing Practices (GMP) in accordance with
ISO 22716 : 2007 - Guidelines for Cosmetics



Cert. No. HAL/057
www.ri-ca.org



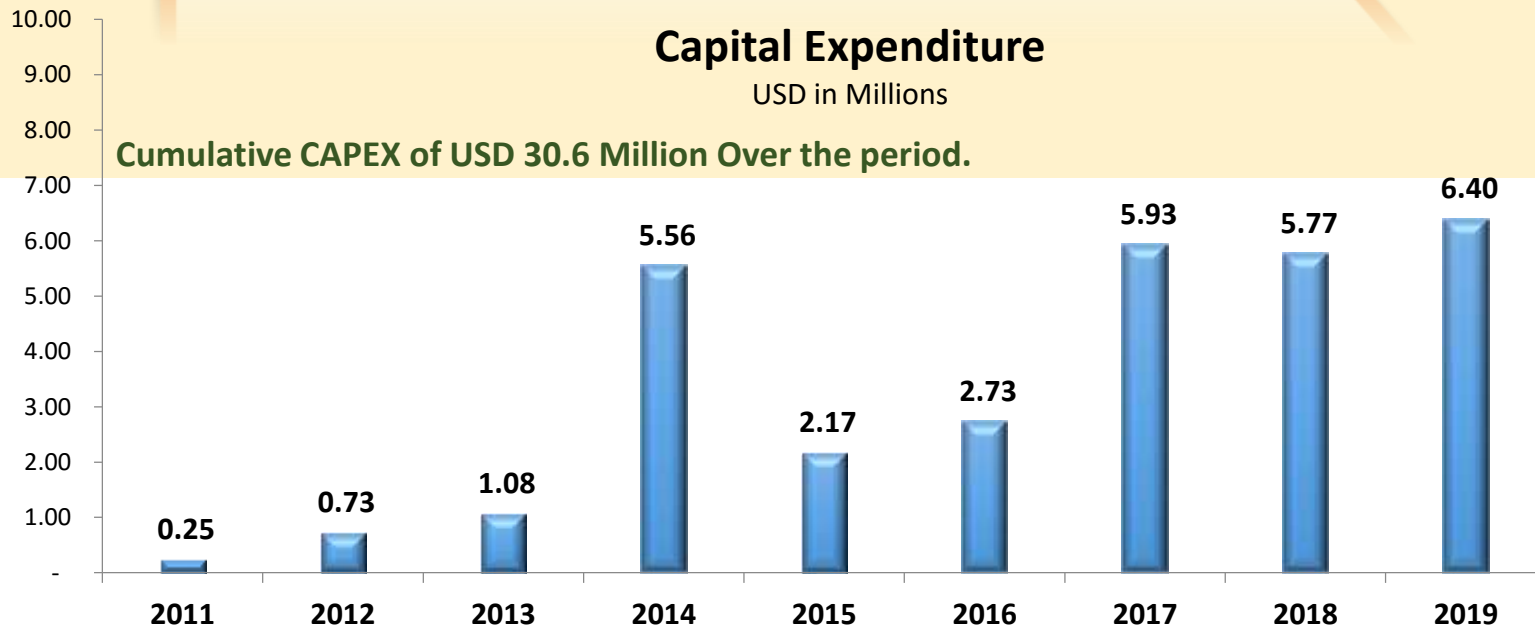
ISO 9001: 2015



Sustainable, Profitable growth since current management took over the Company.

Production Capacities “M.Ton”

| | 2011 | Current | Increase | % Change |
|----------------|---------------|----------------|----------------|--------------|
| Oleo Chemicals | 24,000 | 90,000 | 66,000 | 275% |
| Chlor Alkali | 31,350 | 50,000 | 18,650 | 59% |
| Soap Finishing | - | 60,000 | 60,000 | New Business |
| Total | 55,350 | 200,000 | 144,650 | 234% |

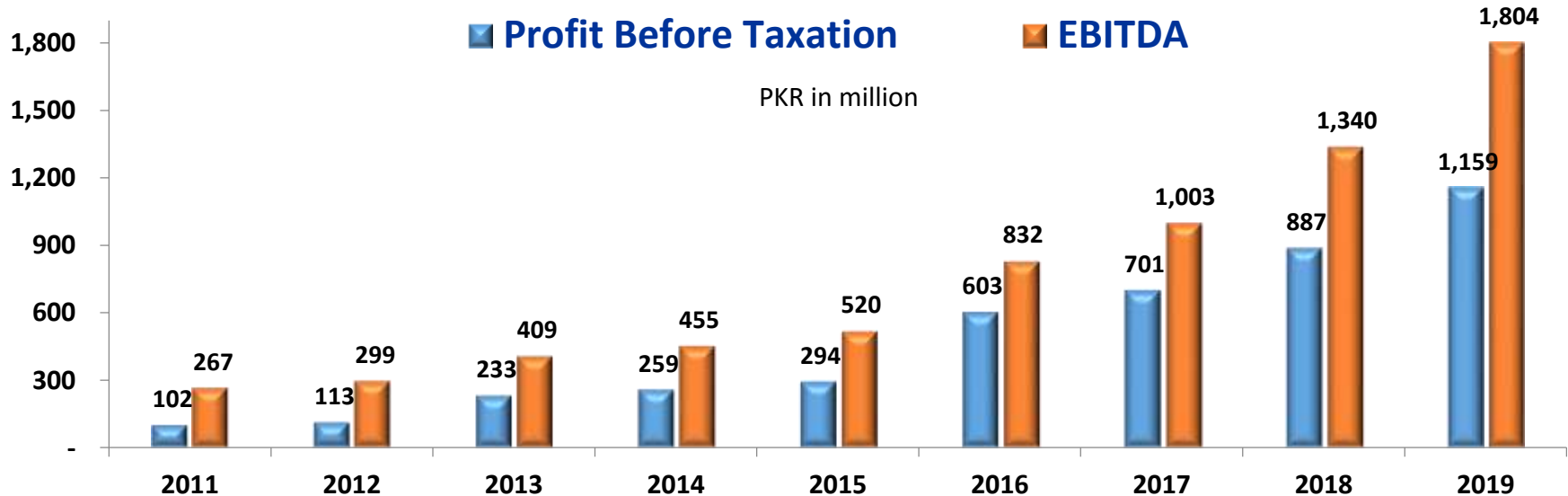
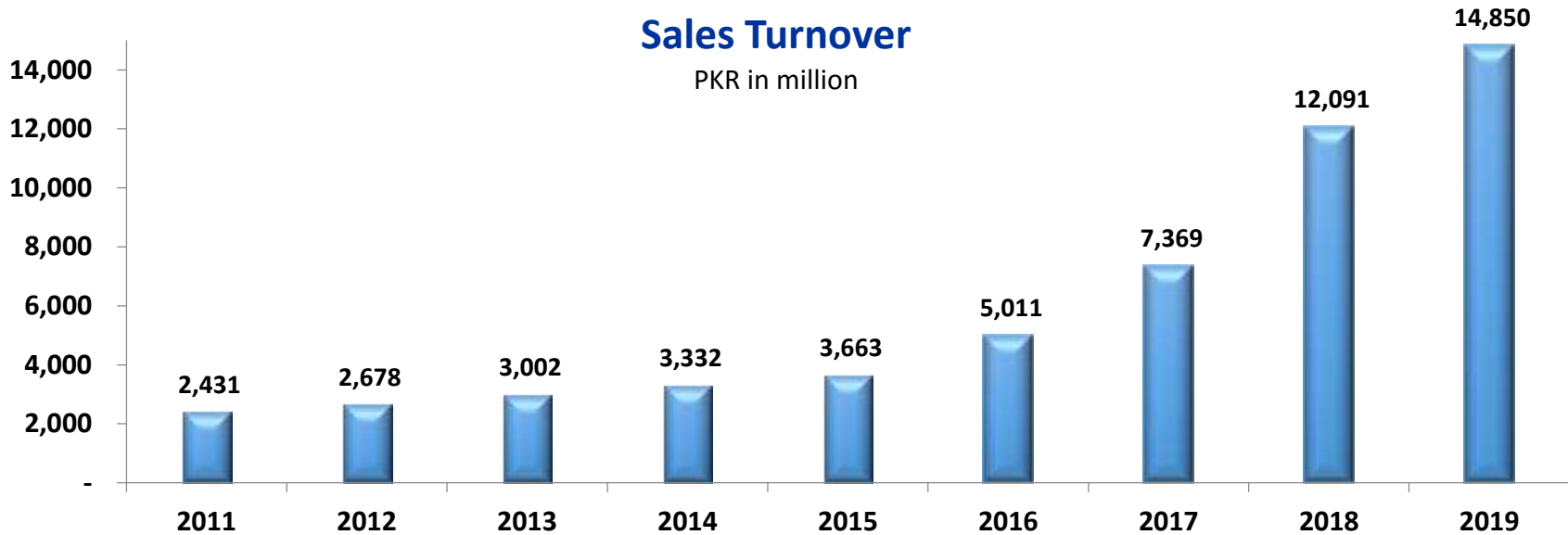


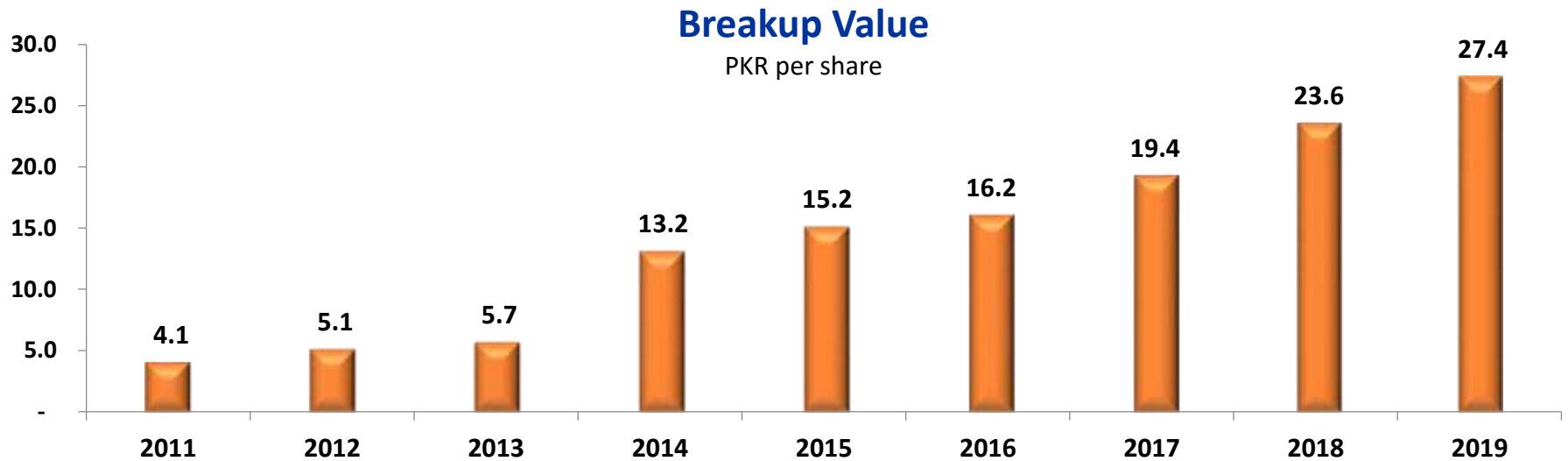
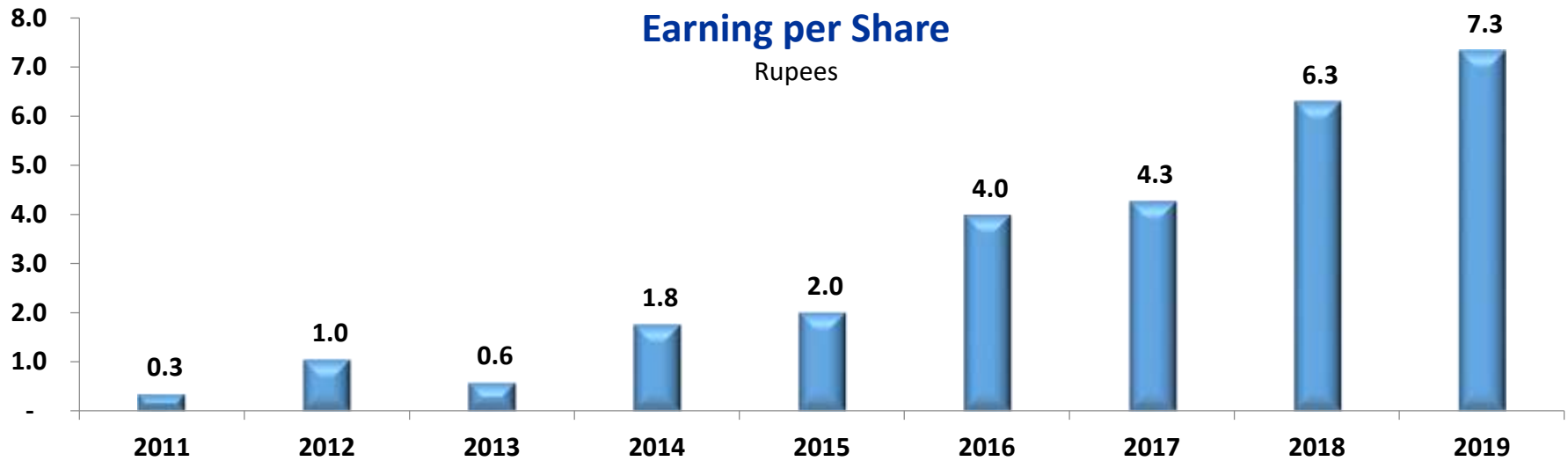
PKR in Million

| | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 |
|---|----------|----------|---------|----------|----------|---------------|
| Net Sales | 3,332 | 3,663 | 5,011 | 7,369 | 12,091 | 14,850 |
| Gross Profit | 513 | 561 | 972 | 1,065 | 1,549 | 2,030 |
| Operating Profit | 368 | 412 | 765 | 835 | 1,295 | 1,733 |
| Profit before taxation | 259 | 294 | 603 | 701 | 887 | 1,159 |
| Profit after taxation | 195 | 222 | 441 | 471 | 696 | 810 |
| EBITDA | 455 | 520 | 832 | 1,003 | 1,340 | 1,804 |
| Paid-up Capital | 1,106 | 1,106 | 1,106 | 1,106 | 1,106 | |
| Net Worth | 1,459 | 1,681 | 1,788 | 2,144 | 2,615 | |
| Long Term Loans and Leases | 276 | 166 | 348 | 354 | 480 | |
| Current Liabilities | 846 | 1,199 | 1,784 | 2,763 | 4,274 | |
| Current Assets | 1,040 | 1,494 | 1,966 | 2,926 | 4,726 | |
| Total Assets | 2,623 | 3,153 | 4,029 | 5,474 | 7,588 | |
| Breakup value per share - Rupees | 13.2 | 15.2 | 16.2 | 19.4 | 23.6 | 27.4 |
| Earnings per share - Rupees | 1.8 | 2.0 | 4.0 | 4.3 | 6.3 | 7.3 |
| Current Ratio | 1.23 : 1 | 1.25 : 1 | 1.1 : 1 | 1.06 : 1 | 1.11 : 1 | |
| Long Terms Debt to Equity Ratio | 16 : 84 | 9 : 91 | 16 : 84 | 14 : 86 | 16 : 84 | |
| Interest Coverage Ratio | 4.22 | 3.77 | 7.67 | 6.17 | 5.34 | 4.22 |

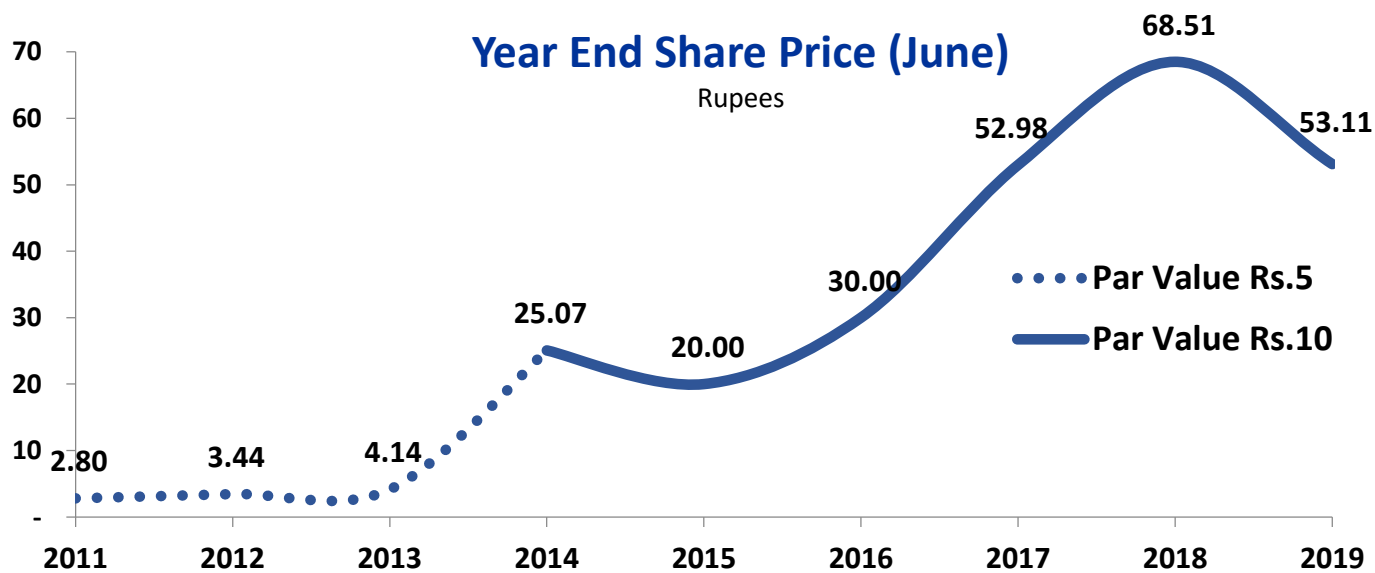
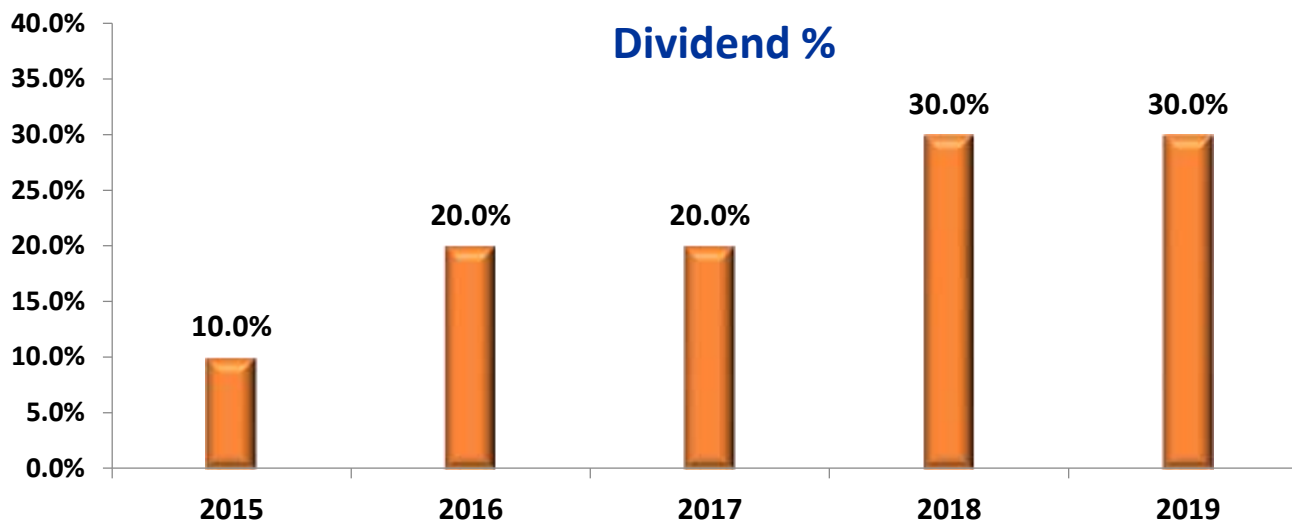
Sales Turnover

PKR in million





*Till 2013, the par value of the share was Rs. 5




Note: Share Par value was changed from Rs. 5 To Rs 10 on 16th Jan 2014.

THANK YOU...!



"Future is being close to customers and meeting their expectations each and every time"



One right move...
to get you in power!