

NIMIR INDUSTRIAL CHEMICALS LTD.



Corporate Briefing Session

Date: 9th December 2024

NIMIR

- Listed on Pakistan Stock Exchange in 1996 (Incorporated in 1994)
- Company Symbol: **NICL**
- Membership of Industry Associations and Trade Bodies:
 - * Pakistan Business Council
 - * Pakistan Chemicals Manufacturers Association
 - * Lahore Chamber of Commerce and Industry
 - * Pakistan Soap Manufacturers Association
- Auditors of the company: BDO Ibrahim & Co (2024-25)
- Legal Advisor : Cornelius, Lane & Mufti (CLM).
- Management buy out from Knightsbridge (an American group) in year 2011.
- The Pakistan GDP growth rate for FY-25 is likely to stay in the range of 2.5% to 3.6%, and the inflation rate is expected to be 9.48%.
- Nimir Resins Limited was acquired in Jan-2016 through SPV Subsidiaries. As a result of Scheme of Arrangement this Company ceased to be a subsidiary from January 2024.
- Financial Year: July to June
- Paid up Capital : 110.5 Million shares of Rs.10 each
- Market Capitalization as on 6 December 2024: PKR 15.4 Billion (Up by 50% last year)
- Rating: A+ for long term and A1 for short term by PACRA



Plant - 1: 14.8 KM Sheikhpura-Faisalabad Road
Bhikhi, Dist. Sheikhpura.

Plant – 2 : 233-234 H.I.T.E, Hub – Balochistan.

Head Office:

122 - B Muslim Town, Noon Avenue, Lahore.

OLEO-CHEMICALS

SOAP NOODLES

STEARIC ACID

GLYCERINE

HYDROGENATED OILS

DISTILLED FATTY ACID

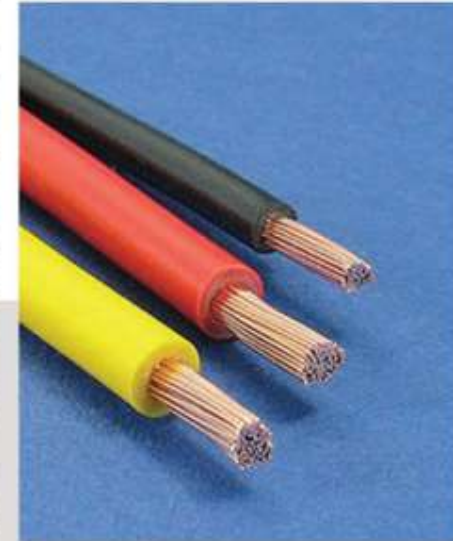


CHLOR ALKALI

- CAUSTIC SODA
- LIQUID CHLORINE
- SODIUM HYPOCHLORITE
- HYDROCHLORIC ACID

CHLORINATED PARAFFIN WAX

Multiple grades ranging from 40% to 65% chlorine content



THIRD PARTY MANUFACTURING SERVICES

TOILET SOAP BAR:

- Paper Wrapping
- BOPP Wrapping
- Flow Wrap
- Skillets
- Over-wrapping
- Bundling



LIQUID MANUFACTURING & FILLING:

- Shampoos
- Hand Wash
- Body Wash
- Lotion
- Hand Sanitizers
- Soft Creams



AEROSOLS:

- Body Sprays
- Air Fresheners
- Insecticides
- Shaving Foam
- Hair Sprays
- Home Hygiene
- Spray Paints
- Industrial Cleaners



HOME CARE PRODUCTS:

- Toilet Cleaners
- Bath Cleaners
- Surface Cleaners
- Fabric Bleach
- Dish Bar & Scourer
- Liquid Detergent



Accreditations



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 14001 : 2015 - Environment



Good Manufacturing Practices (GMP) in accordance with ISO 45001 : 2018 - Health & Safety



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



ISO 9001:2015 Certification (Quality Management System)



Cert. No: HAL/057
www.hi-ca.org

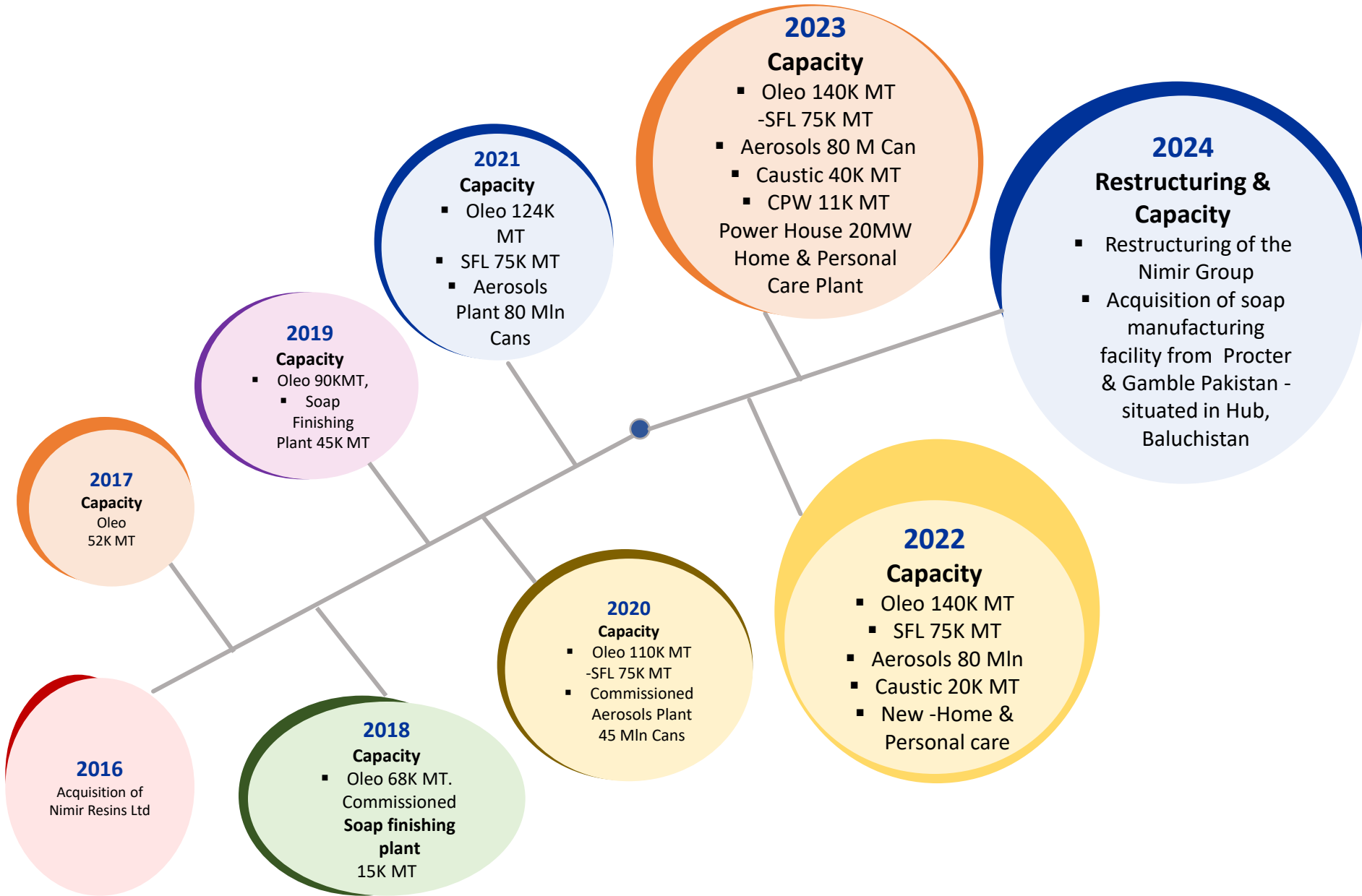
IT IS HEREBY CERTIFIED THAT THE FOLLOWING PRODUCTS
SOAP NOODLE, GLYCERIN, STEARIC ACID & FINISHED SOAP

ARE IN COMPLIANCE WITH THE ISLAMIC SHARIAH (GUIDELINES), GLOBAL HALAL MANAGEMENT SYSTEM, III ALLIANCE-MALAYSIA (GFMG), PAKISTAN HALAL STANDARD (PS-07/33/2016) AND UNDER THE SUPERVISION OF SHARIAH BOARD. THE PRODUCT CONTAINS HALAL INGREDIENTS AND COMPLIES WITH THE ISLAMIC SHARIAH LAW. THEREFORE, IS LAWFUL FOR MUSLIM CONSUMPTION.



PANTHER





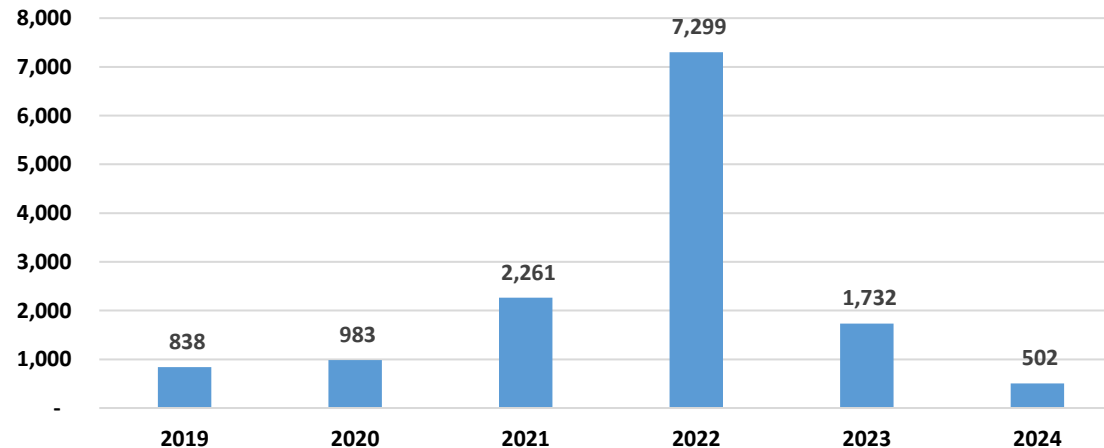
Production Capacities & Results

Products	2019	2024	2019	2024
	Maximum Capacity		Actual Production	
Oleo Chemicals (M.Tons)	90,000	140,000	84,427	79,351
Chlor Alkali (M.Tons)	50,000	185,500	47,431	136,459
Soap Finishing (M.Tons)	45,000	54,000	19,044	34,608
Aerosols (Cans)	-	80,000,000	-	5,791,434
CPW (M.Tons)	-	13,000	-	4,766
Home Care (Bottles)	-	46,500,000	-	9,734,928
Personal Care (M.Tons)	-	4,500	-	1,499
Dish Wash (M.Tons)	-	9,000	-	4,098

	2019	2,024
	PKR - Million	
Gross Turnover	14,222	49,308
Net Profit	696	1,002

Capital Expenditure

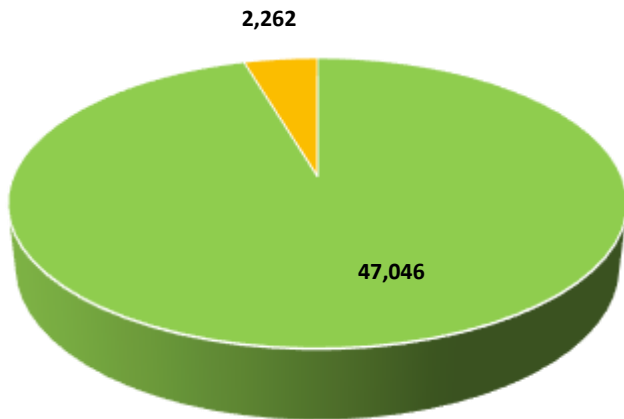
PKR in Millions



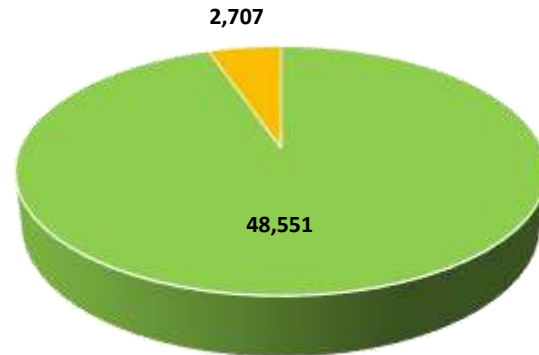
Cumulative CAPEX of PKR. 13.61 billion during 2019 - 2024

Revenue	23-24	22-23
	PKR - Million	
Domestic	47,046	48,551
Export	2,262	2,707

Year 23-24 PKR Millions



Year 22-23 PKR Millions



■ REVENUE FROM DOMESTIC SALES ■ REVENUE FROM EXPORT SALES

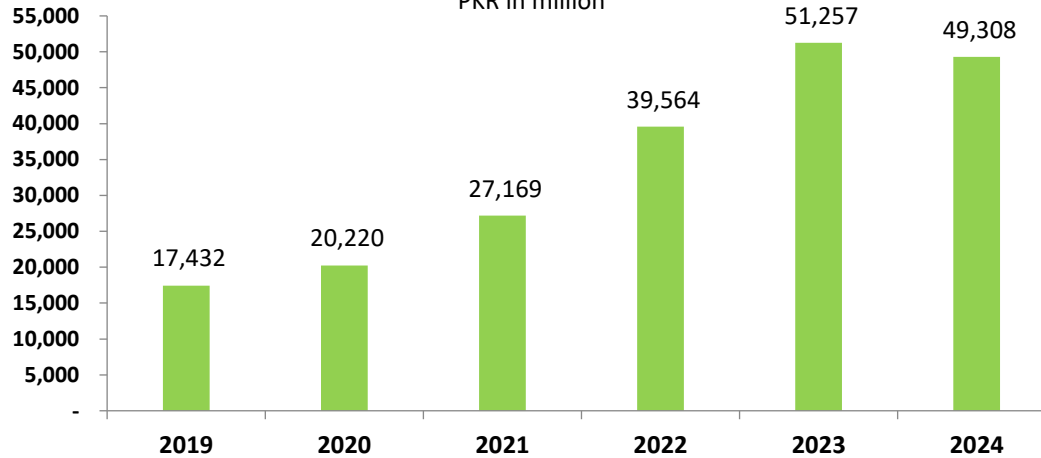
■ REVENUE FROM DOMESTIC SALES ■ REVENUE FROM EXPORT SALES

Key Operating & Financial Data for Last Six Years

	2019	2020	2021	2022	2023	2024
	Rupees in million					
Net Sales	14,850	17,173	23,094	33,786	43,826	41,925
Gross Profit	2,030	2,546	3,544	4,290	6,413	6,178
Operating Profit	1,733	2,177	3,046	3,685	5,521	5,098
Finance Cost	359	602	464	1,127	2,699	3,796
Profit before taxation	1,159	1,349	2,397	2,466	2,790	1,453
Profit after taxation	810	926	1,694	1,596	1,838	1,003
EBITDA	1,804	2,319	3,408	4,106	6,177	6,154
Paid-up Capital	1,106	1,106	1,106	1,106	1,106	1,106
Net Worth	3,035	3,623	4,924	6,179	7,848	8,357
Long Term Loans and Leases	592	1,004	1,897	5,500	5,181	4,346
Deffered Liabilities	322	376	444	1,506	1,948	1,734
Current Liabilities	4,566	5,845	9,004	16,074	16,447	16,850
Total Equity and Liabilities	8,514	10,849	16,269	29,258	31,425	31,287
Current Assets	5,076	6,769	10,468	16,665	17,283	17,583
Non Current Assets	3,438	4,079	5,801	12,593	14,142	13,703
Total Assets	8,514	10,849	16,269	29,258	31,425	31,287
Breakup value per share - Rupees	27.4	32.8	44.5	55.9	71.0	75.6
Earnings per share - Rupees	7.3	8.4	15.3	14.4	16.6	9.1
Current Ratio	1.11 : 1	1.16 : 1	1.16 : 1	1.04 : 1	1.05 : 1	1.04 : 1
Lont Terms Debt to Equity Ratio	16 : 84	22 : 78	28 : 72	47 : 53	40 : 60	34 : 66
Interest Coverage Ratio	4.22	3.24	6.17	3.19	2.03	1.38

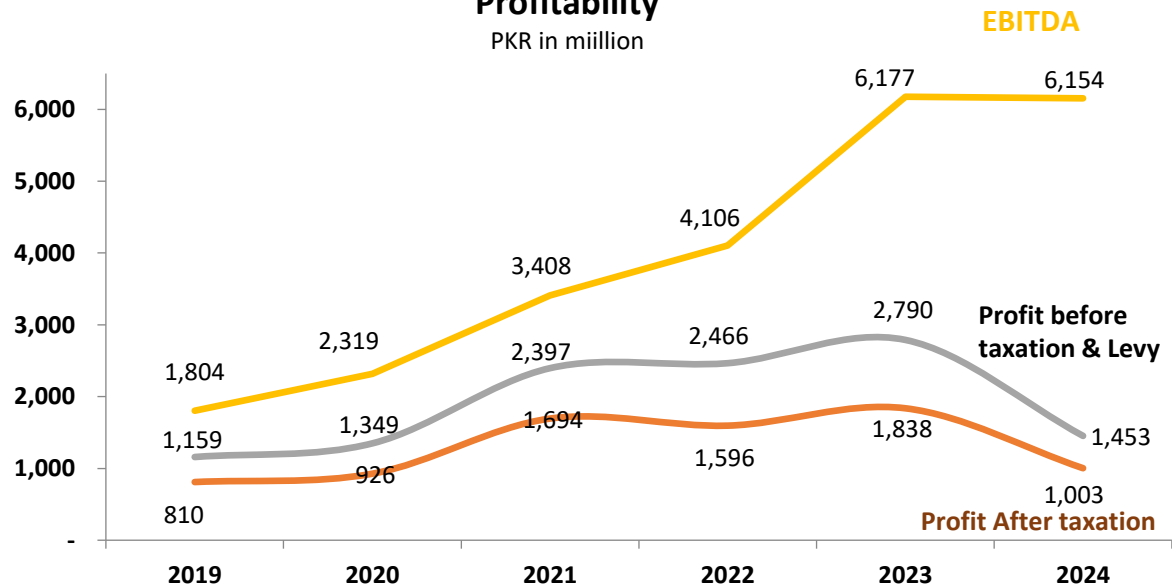
Gross Turnover

PKR in million



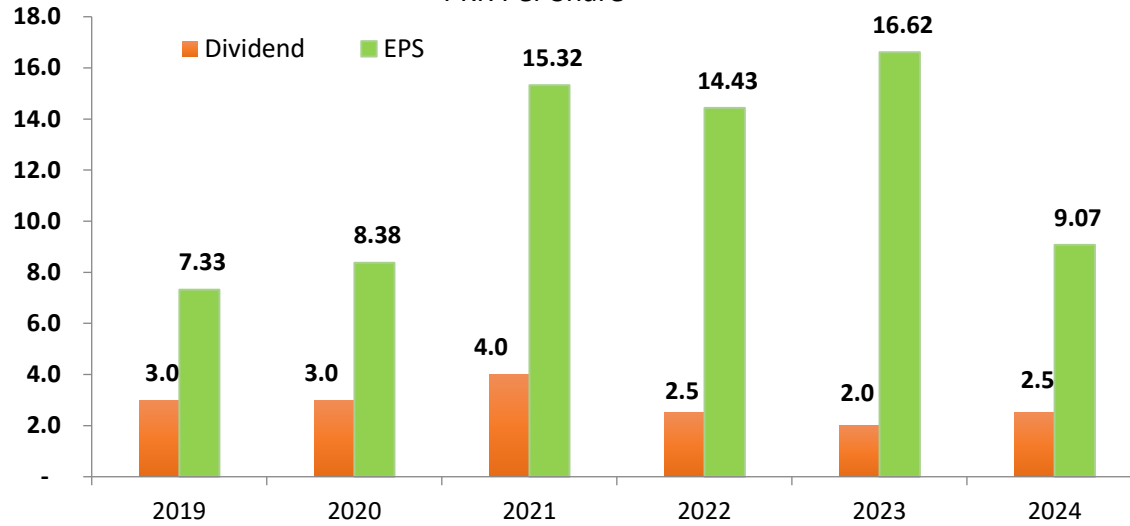
Profitability

PKR in million



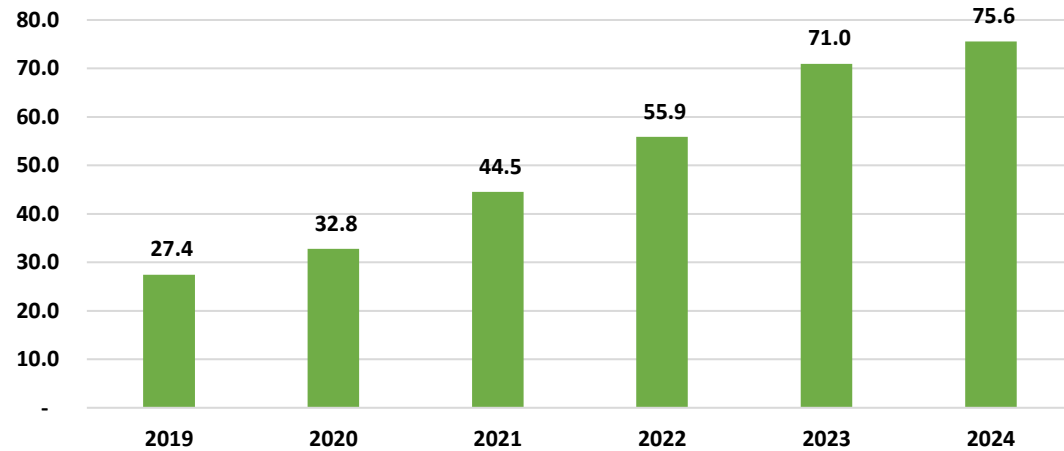
EPS Vs Dividend

PKR Per Share



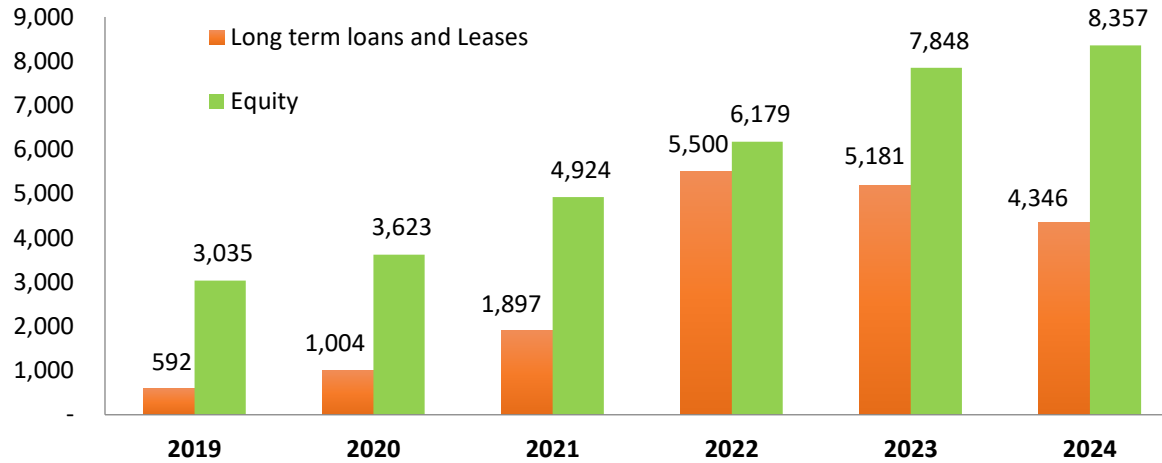
Breakup Value

PKR per share



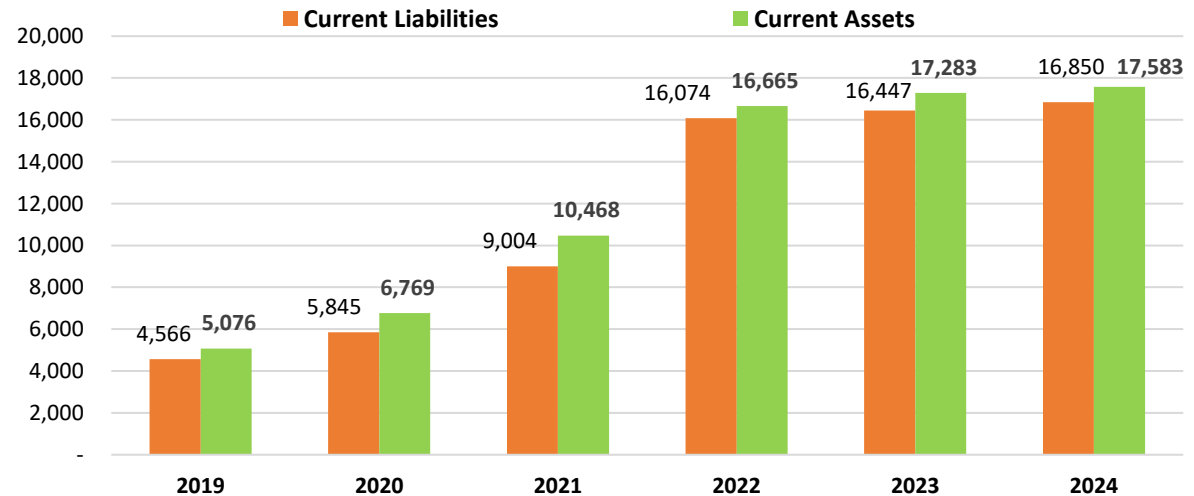
Equity & Long term loan

PKR in million



Current Ratio

PKR in million



Acquisition of Soap Manufacturing Facility

- Nimir Industrial Chemicals Limited (“NICL”) has acquired a soap manufacturing facility situated in Hub, Baluchistan (“Plant”) from Procter & Gamble Pakistan Private Limited (“P&G”) after regulatory approvals, with the production capacity of 20K M. Tons per year.
- NICL owns this plant and it will utilize it for its business interests including but not limited to soap manufacturing for its clients.
- This strategic move is set to elevate NICL's capacity to cater to the demand of its customers efficiently. Acquiring this facility marks a significant step in fortifying NICL's footprint in the South, while also enabling expanded exports through the seaport.

Business Outlook

- The Country's economic outlook is showing encouraging signs. Inflation, after reaching record highs, has now decreased to single digits, prompting the central bank to lower the discount rate from 22% to 15% in November 2024. The 3 months KIBOR has gone down considerably to around 12.5%.
- The Pakistan **GDP growth** rate for FY-25 is likely to stay in the range of 2.5% to 3.5% **(SBP) & inflation** for the fiscal year ending in June 2025 is projected to be in single digit.
- As inflation eases and the economy stabilizes, we expect the Company to return to its growth trajectory in the ensuing year and the years to follow, with lower discount rates further supporting profitability.

Restructuring of the Nimir Group:

- A Scheme of Arrangement, filed with the Honorable Lahore High Court for approval in September 2023 was granted in January 2024. All statutory requirements related to this matter have been duly fulfilled.
- **Resultantly**
 - Nimir Management Pvt Ltd (NMPL) subsidiary of NICL had been liquidated.
 - Assets of NMPL have been distributed among the shareholders after payment of liabilities.
 - Shares of NRSL have been distributed among the shareholders of NICL. As a result of this Nimir Resins Limited (NRSL) ceased to be a subsidiary of Nimir Industrial Chemicals Limited (NICL).

Corporate Social Responsibility:

- The Company recognizes its social responsibilities as a key member of the community.
- Its Health, Safety, and environmental (HSE) policies are geared towards the betterment of employees and community.
- The Company is committed to its social responsibility and the well-being of its community. In FY 2024, it spent PKR 35 million on improving local infrastructure, including classroom upgrades, installation of solar energy system at local government school in Bhikhi, installation of two R.O. plants for schools and residents of the locality. Additionally, the Company, with the support of the local government, re-carpeted the railway level crossing in Sheikhupura.

ESG Report

- The Company recognizes the importance of and is committed to adhering to SECP's regulatory guidelines on ESG disclosure.
- The Company ensures environmentally friendly operations, products, and services while promoting environmental awareness among its employee and the community.
- ESG reporting is applicable to NICL from FY 25-26.

Thank You!



Thank You!