



NIMIR

NIMIR INDUSTRIAL CHEMICALS LTD.

Corporate Briefing Session

25th November 2022



- Listed on Pakistan Stock Exchange in 1996 (Incorporated in 1994)
- Company Symbol: NICL
- Membership of Industry Associations and Trade Bodies:
 - Pakistan Business Council
 - Lahore Chamber of Commerce and Industry
 - Pakistan Chemicals Manufacturers Association
 - Pakistan Soap Manufacturers Association
- 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 : 110.5 Million shares of Rs.10 each
- Market Capitalization as on 24 Nov 2022: **8.3 Billion**
- Rating: A+ for long term and A1 for short term by PACRA.



14.8 KM
Sheikhupura-Faisalabad Road
(Driving time 60 mins from Lahore city)

OLEO-CHEMICALS

SOAP NOODLES

STEARIC ACID

GLYCERINE

HYDROGENATED OILS

DISTILLED FATTY ACID

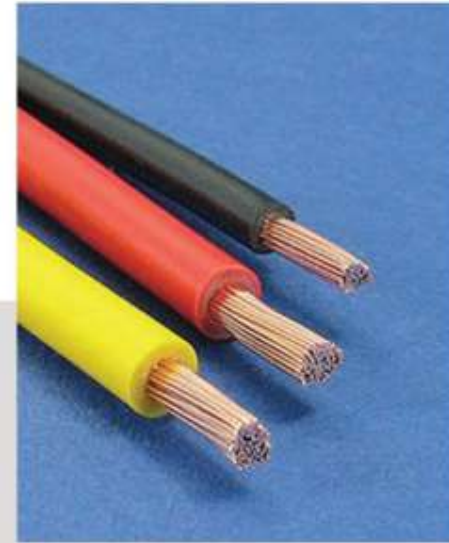


CHLOR ALKALI

- 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



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.



ISO 9001: 2015



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



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.



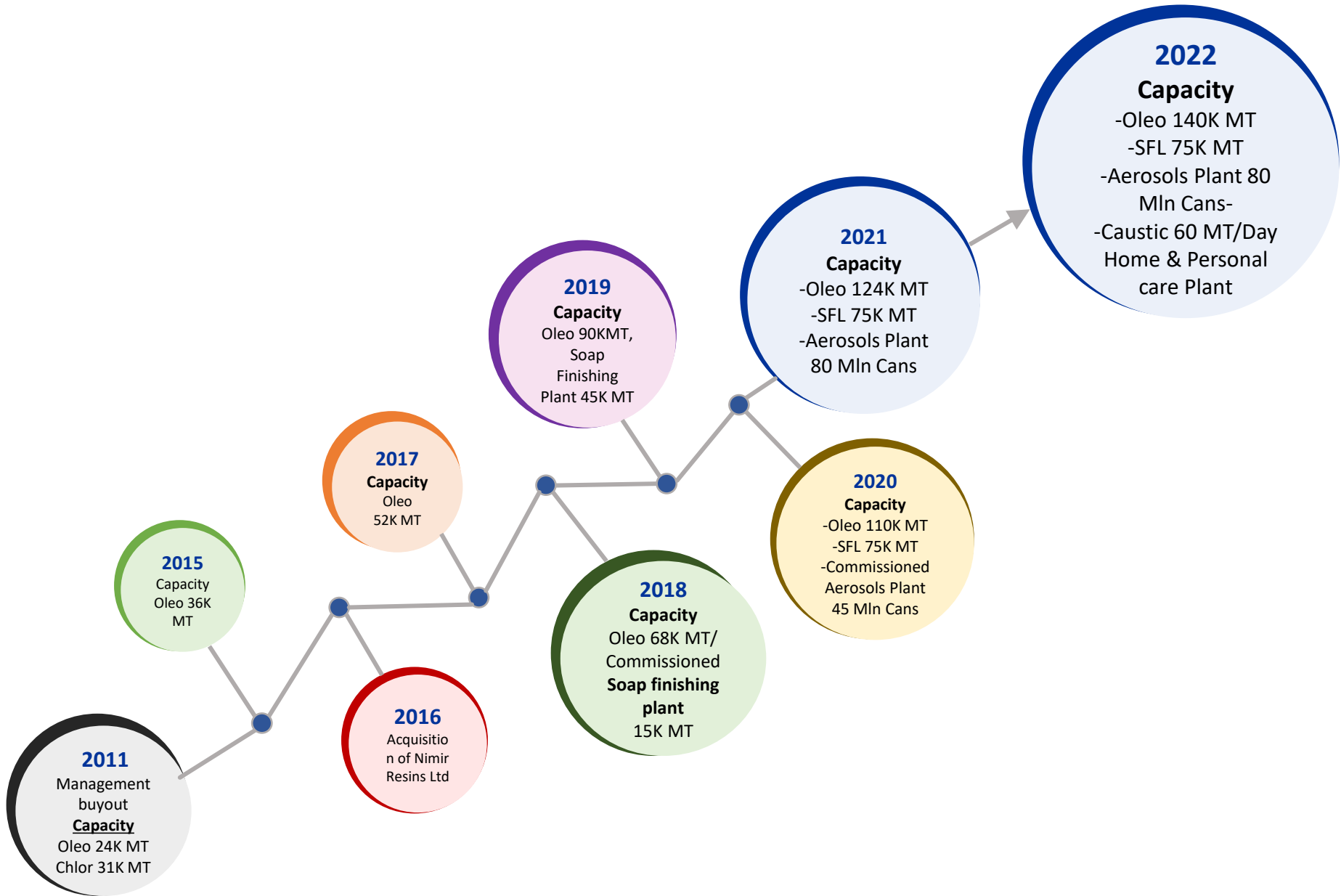
Year 2021-22**REVENUE FROM DOMESTIC SALES:**

PKR 38,632 Million

REVENUE FROM EXPORT SALES:

PKR 931 Million

- Financial Year 2021-22 was the first year in NICL history when we started to export our OLEO Chemicals products.
- During the 1st Quarter of the current Financial Year 2022-23, Company has exported PKR 726 Million worth of products.



IN PIPELINE

- Caustic Soda Plant 21,900 MT/annum
- 20 MW Solid Fuel Fired Power Plant.
- Chlorinated Paraffin WAX (CPW) plant including chlorine liquefaction plant.
- Sulphate Removal System at Chlor Alkali Plant.

COMPLETED

- Caustic Soda Plant 21,900 MT/annum (50% commissioned in April 2022).
- Production Facility for Personal Care Products.
- Production Facility for Home Care products.
- Production Facility for DISH WASH Products.
- Production Facility for AEROSOLS (Body Sprays/Insecticides).

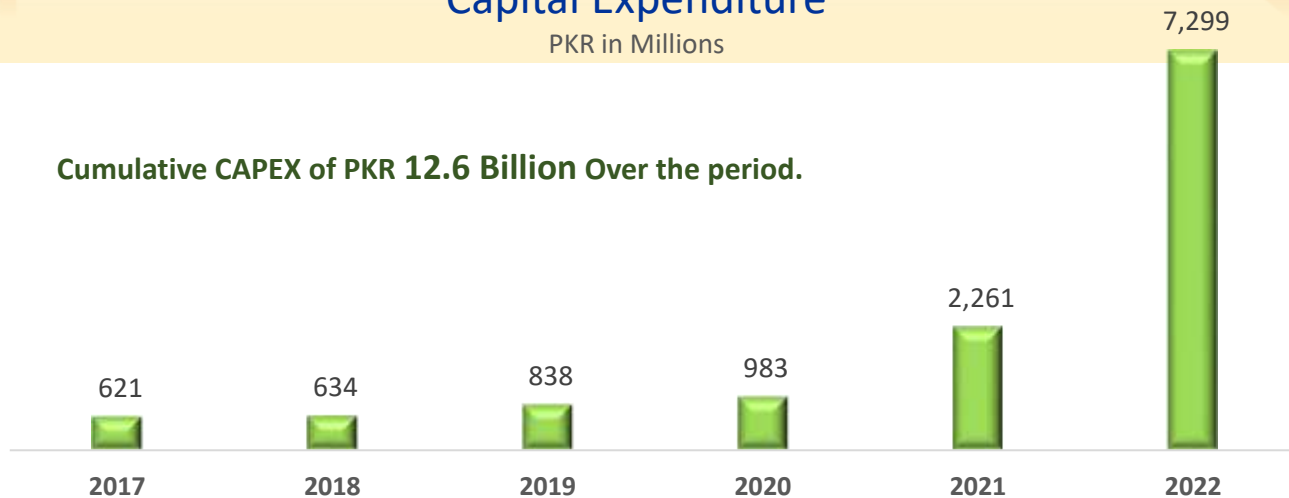
Continuous efforts to attain a Sustainable, Profitable growth.

Production Capacities (M.Ton) & Results

	2017	Current	Increase	% Change
Oleo Chemicals	52,000	140,000	88,000	169%
Chlor Alkali	44,500	79,000	34,500	78%
Soap Finishing	-	75,000	75,000	New Business
Aerosols	-	80 Mln Cans	80 Mln Cans	New Business
Total				
Gross Turnover (PKR Mln)	8,624	39,564	30,940	359%
Net Profit (PKR Mln)	471.4	1,596	1,124	238%

Capital Expenditure

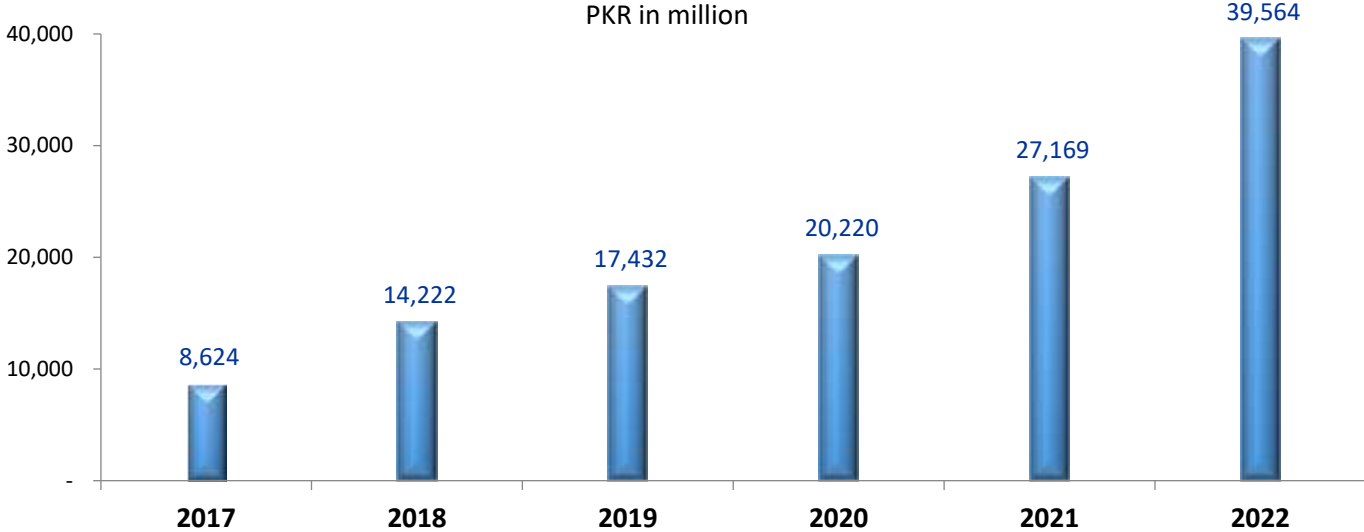
PKR in Millions



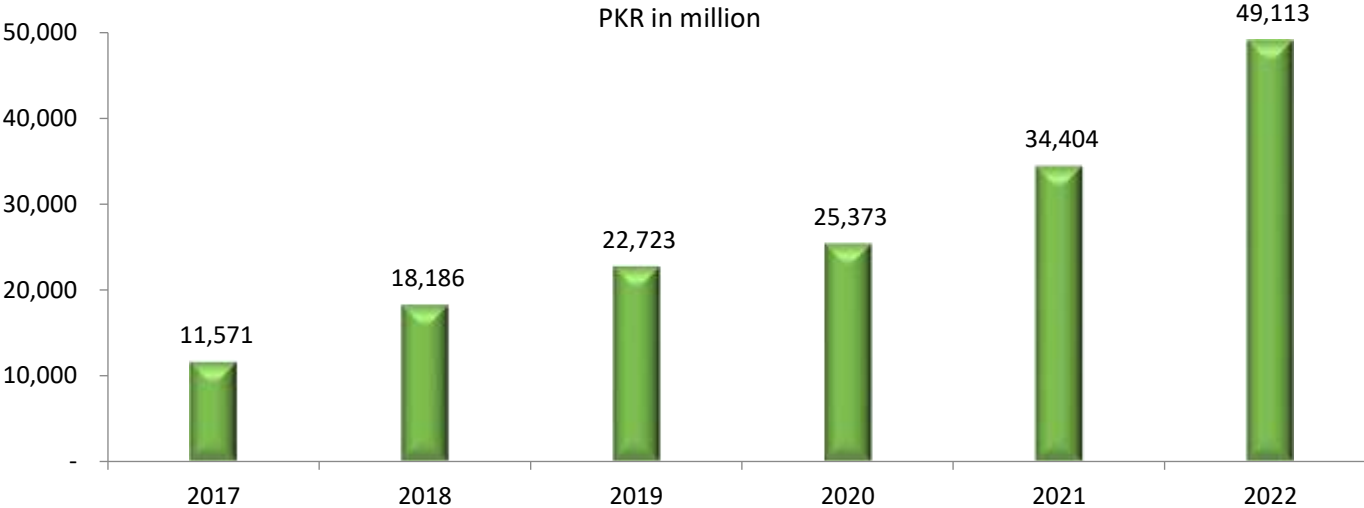
Cumulative CAPEX of PKR 12.6 Billion Over the period.

	<i>PKR in Million</i>					
	2017	2018	2019	2020	2021	2022
Net Sales	7,369	12,091	14,850	17,173	23,094	33,786
Gross Profit	1,065	1,549	2,030	2,546	3,544	4,290
Operating Profit	835	1,295	1,733	2,177	3,046	3,685
Profit before taxation	701	887	1,159	1,349	2,397	2,466
Profit after taxation	471	696	810	926	1,694	1,596
EBITDA	1,003	1,340	1,804	2,319	3,408	4,106
<hr/>						
Paid-up Capital	1,106	1,106	1,106	1,106	1,106	1,106
Net Worth	2,144	2,615	3,035	3,623	4,924	6,179
Long Term Loans and Leases	354	480	592	1,004	1,897	5,500
Deffered Liabilities	213	219	322	376	444	1,506
Current Liabilities	2,763	4,274	4,566	5,845	9,004	16,944
Total Equity and Liabilities	5,474	7,588	8,514	10,849	16,269	30,128
Current Assets	2,926	4,726	5,076	6,769	10,468	17,535
Non Current Assets	2,548	2,862	3,438	4,079	5,801	12,593
Total Assets	5,474	7,588	8,514	10,849	16,269	30,128
<hr/>						
Breakup value per share - Rupees	19.4	23.6	27.4	32.8	44.5	55.9
Earnings per share - Rupees	4.3	6.3	7.3	8.4	15.3	14.4
Current Ratio	1.06 : 1	1.11 : 1	1.11 : 1	1.16 : 1	1.16 : 1	1.03 : 1
Long Terms Debt to Equity Ratio	14 : 86	16 : 84	16 : 84	22 : 78	28 : 72	47 : 53
Interest Coverage Ratio	6.17	5.34	4.22	3.24	6.17	3.19

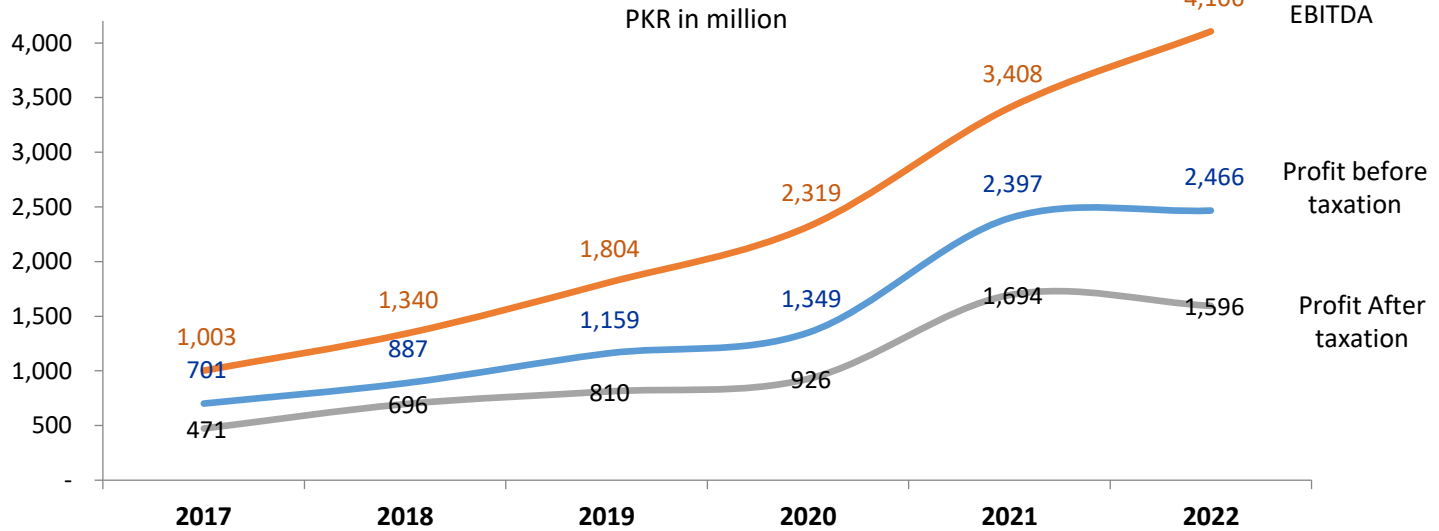
Gross Turnover - Standalone



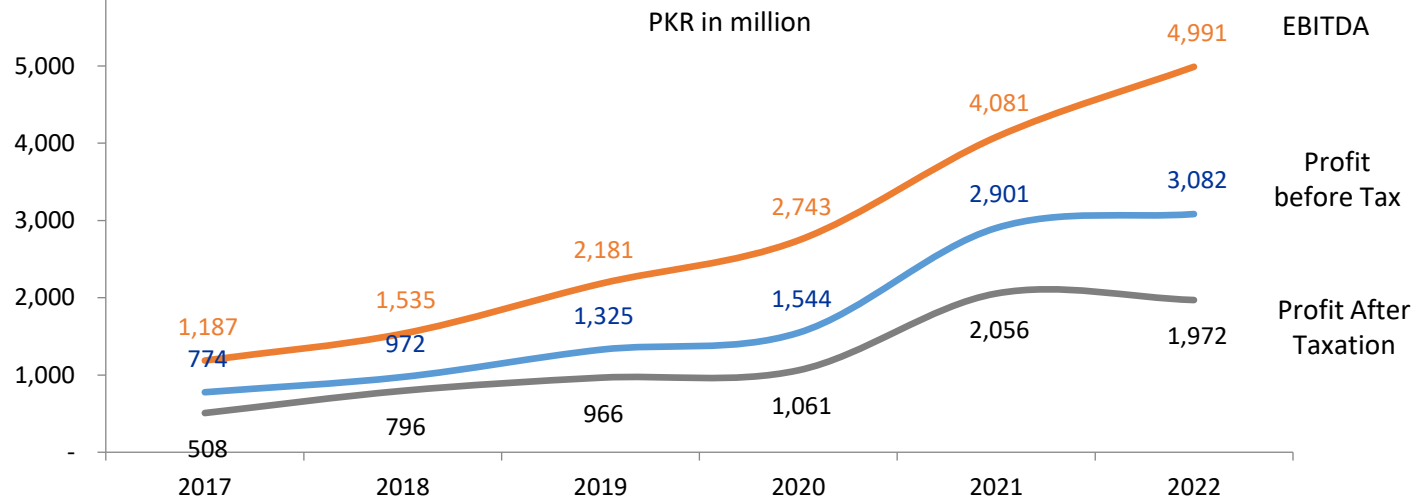
Gross Turnover - Consolidated



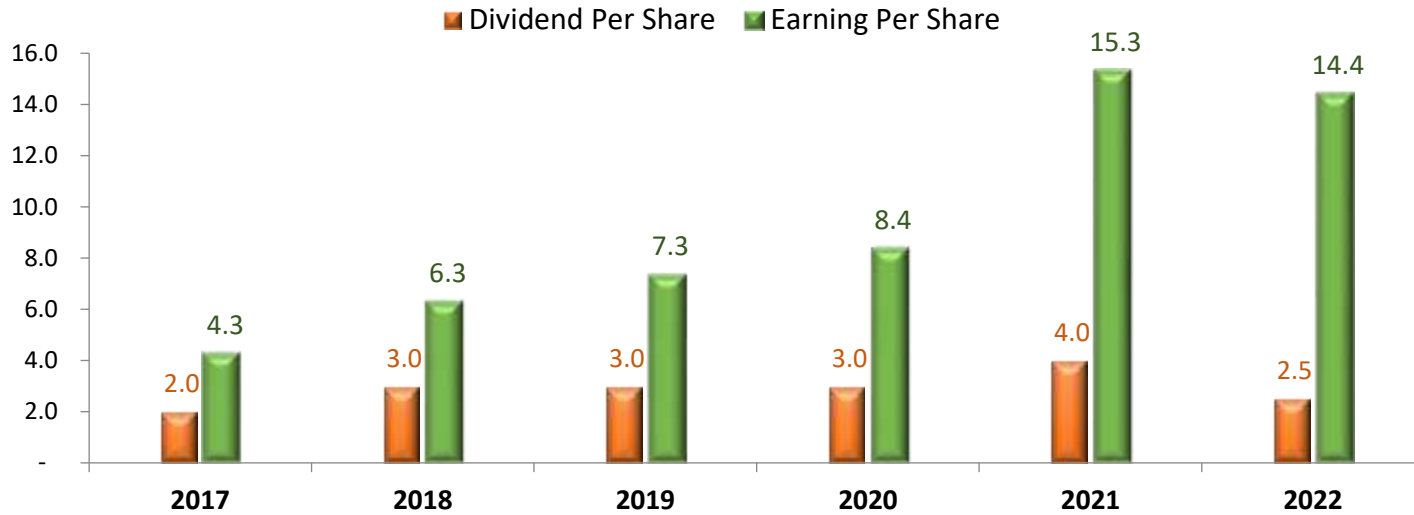
Profitability - Standalone



Profitability - Consolidated

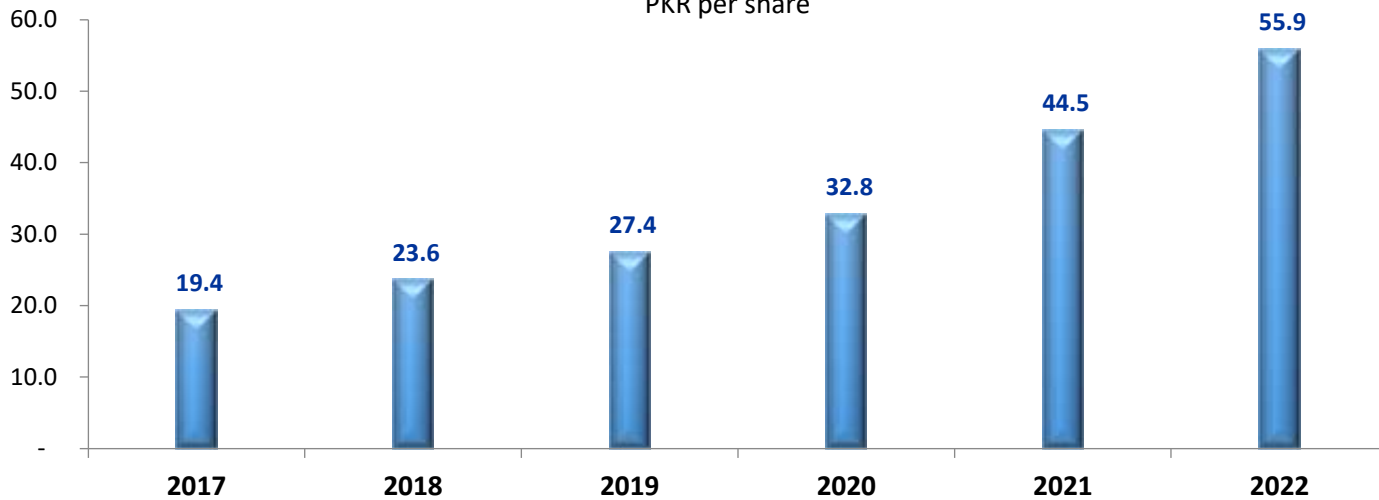


EPS Vs Dividend (Rs.)



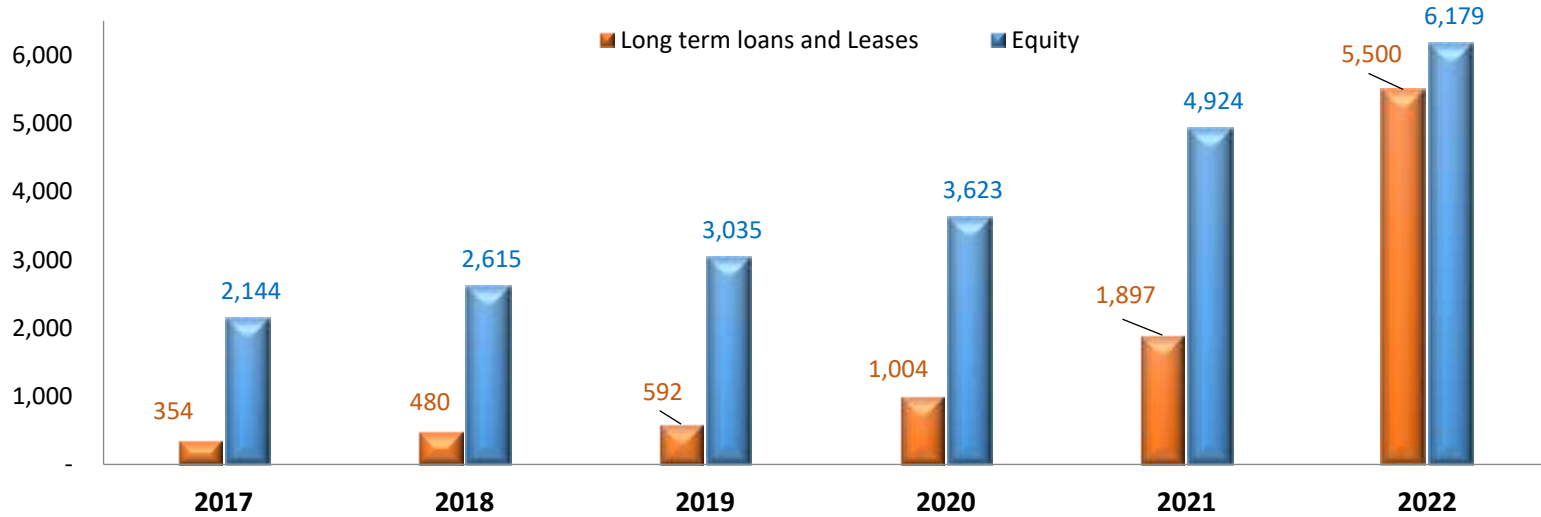
Breakup Value

PKR per share



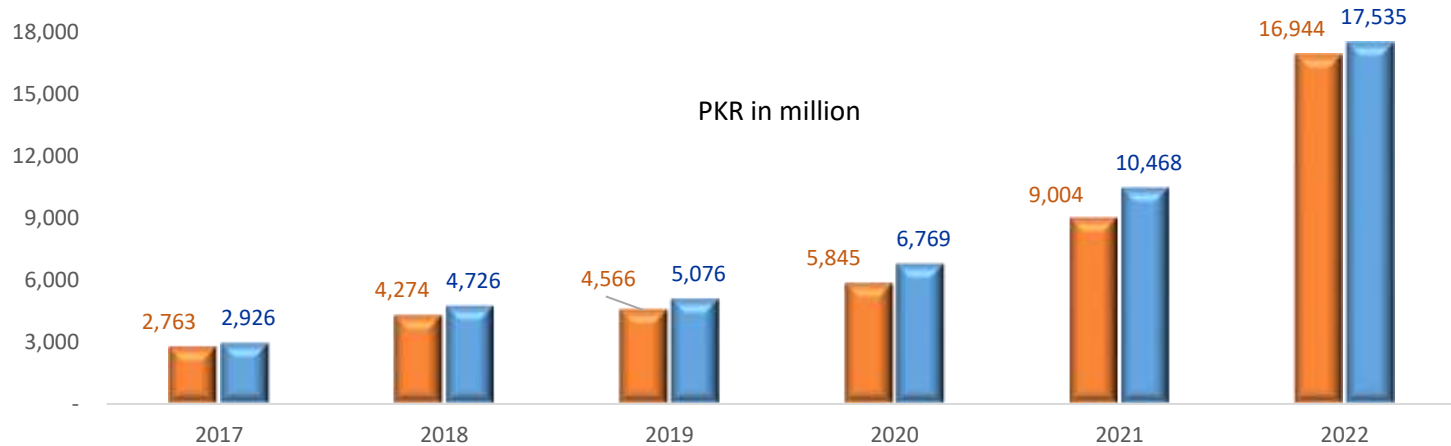
Equity & Long term loan

PKR in million



Current Liabilities Current Assets

PKR in million





Thank You

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

