

NIMIR INDUSTRIAL CHEMICALS Ltd.



Corporate Briefing Session

Date: 24th November 2023

NIMIR

- 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 (Yr 2022-23), BDO Ibrahim & Co (2023-24)
- 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 22 Nov 2023: 10.12 Billion
- Rating: A+ for long term and A1 for short term by PACRA.



NICL Plant:

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

Head Office:

122 b Noon Ave, Block B Muslim Town, Lahore.

OLEO-CHEMICALS

SOAP NOODLES

STEARIC ACID

GLYCERINE

HYDROGENATED OILS

DISTILLED FATTY ACID

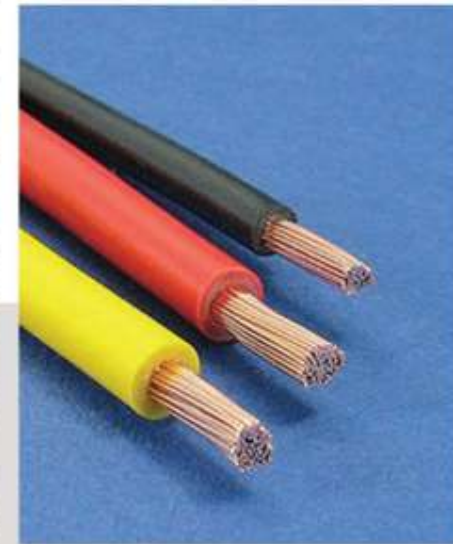


CHLOR ALKALI

- 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



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.



PANTHER

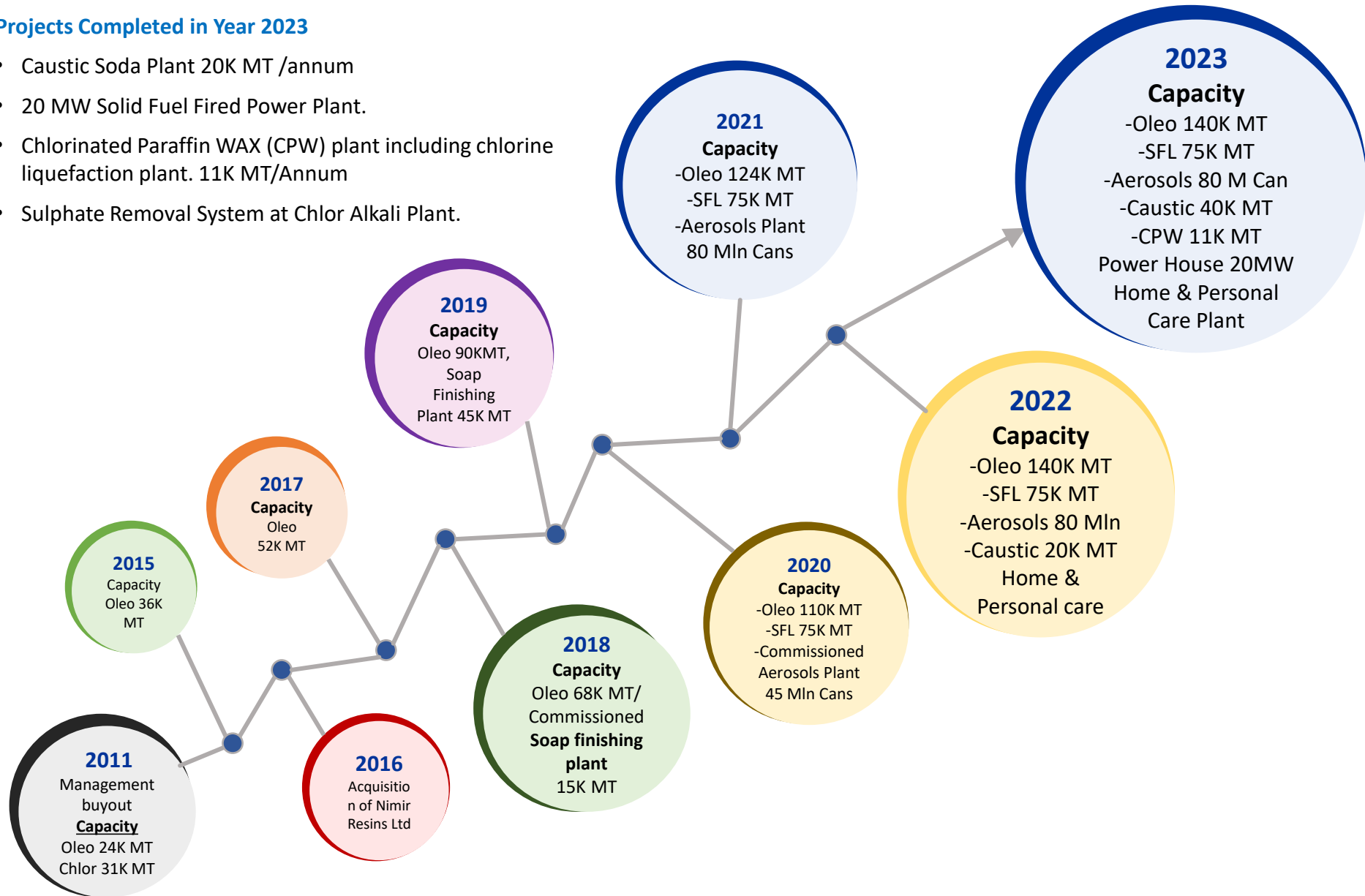


	Year 2022-23 <i>Rs. Mln</i>	Year 2021-22 <i>Rs. Mln</i>
REVENUE FROM DOMESTIC SALES:	48,551	38,632
REVENUE FROM EXPORT SALES:	2,707	931

- Financial Year 2021-22 was the first year in NICL history when we started to export our OLEO Chemicals products.

Projects Completed in Year 2023

- Caustic Soda Plant 20K MT /annum
- 20 MW Solid Fuel Fired Power Plant.
- Chlorinated Paraffin WAX (CPW) plant including chlorine liquefaction plant. 11K MT/Annum
- Sulphate Removal System at Chlor Alkali Plant.



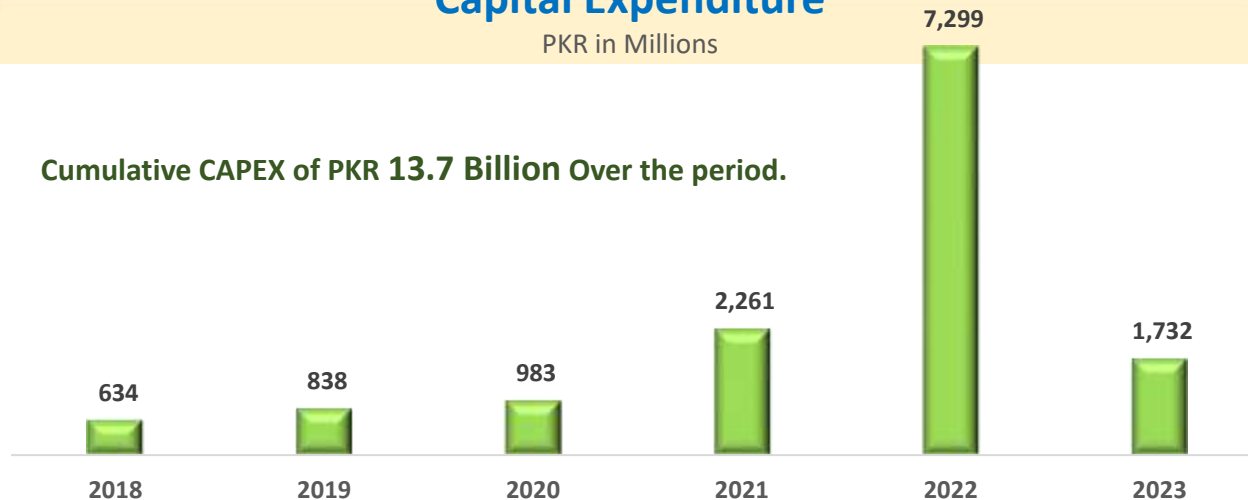
Continuous efforts to attain a Sustainable, Profitable growth.

Production Capacities (M.Ton) & Results

	2018	Current	Increase	% Change
Oleo Chemicals	68,000	140,000	72,000	106%
Chlor Alkali	50,000	158,400	108,400	217%
Soap Finishing	16,000	75,000	59,000	369%
Aerosols	-	80 Mln Cans	80 Mln Cans	New Business
CPW	-	11,000	11,000	New Business
Gross Turnover (PKR Mln)	14,222	51,257	37,036	260%
Net Profit (PKR Mln)	695.6	1,837.6	1,142	164%

Capital Expenditure

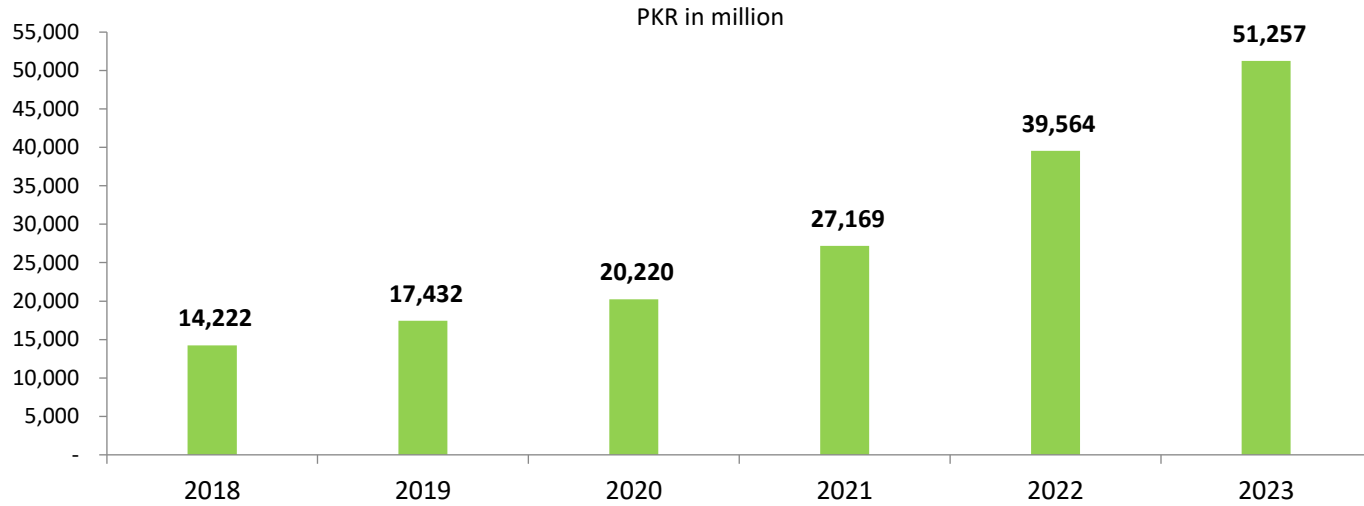
PKR in Millions



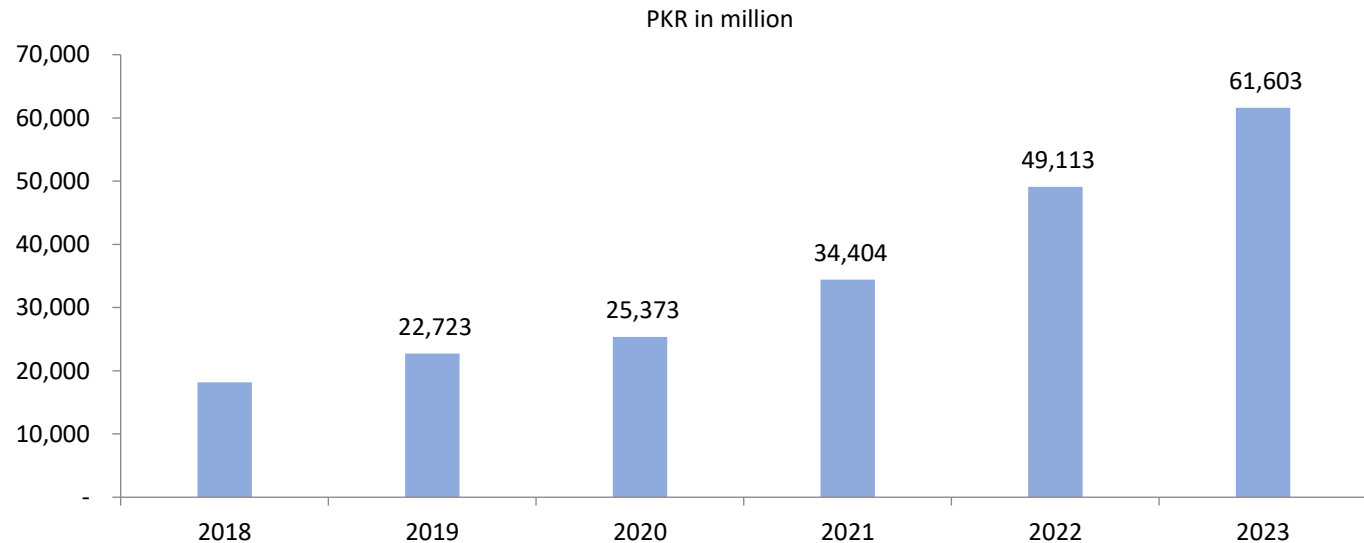
Cumulative CAPEX of PKR 13.7 Billion Over the period.

	<i>PKR in Million</i>					
	2018	2019	2020	2021	2022	2023
Net Sales	12,091	14,850	17,173	23,094	33,786	43,826
Gross Profit	1,549	2,030	2,546	3,544	4,290	6,413
Operating Profit	1,295	1,733	2,177	3,046	3,685	5,521
Finance Cost	204	359	602	464	1,127	2,699
Profit before taxation	887	1,159	1,349	2,397	2,466	2,790
Profit after taxation	696	810	926	1,694	1,596	1,838
EBITDA	1,340	1,804	2,319	3,408	4,106	6,177
<hr/>						
Paid-up Capital	1,106	1,106	1,106	1,106	1,106	1,106
Net Worth	2,615	3,035	3,623	4,924	6,179	7,848
Long Term Loans and Leases	480	592	1,004	1,897	5,500	5,181
Deffered Liabilities	219	322	376	444	1,506	1,948
Current Liabilities	4,274	4,566	5,845	9,004	16,074	16,444
Total Equity and Liabilities	7,588	8,514	10,849	16,269	29,258	31,422
Current Assets	4,726	5,076	6,769	10,468	16,665	17,280
Non Current Assets	2,862	3,438	4,079	5,801	12,593	14,142
Total Assets	7,588	8,514	10,849	16,269	29,258	31,422
<hr/>						
Breakup value per share - Rupees	23.6	27.4	32.8	44.5	55.9	71.0
Earnings per share - Rupees	6.3	7.3	8.4	15.3	14.4	16.6
Current Ratio	1.11 : 1	1.11 : 1	1.16 : 1	1.16 : 1	1.04 : 1	1.05 : 1
Lont Terms Debt to Equity Ratio	16 : 84	16 : 84	22 : 78	28 : 72	47 : 53	40 : 60
Interest Coverage Ratio	5.34	4.22	3.24	6.17	3.19	2.03

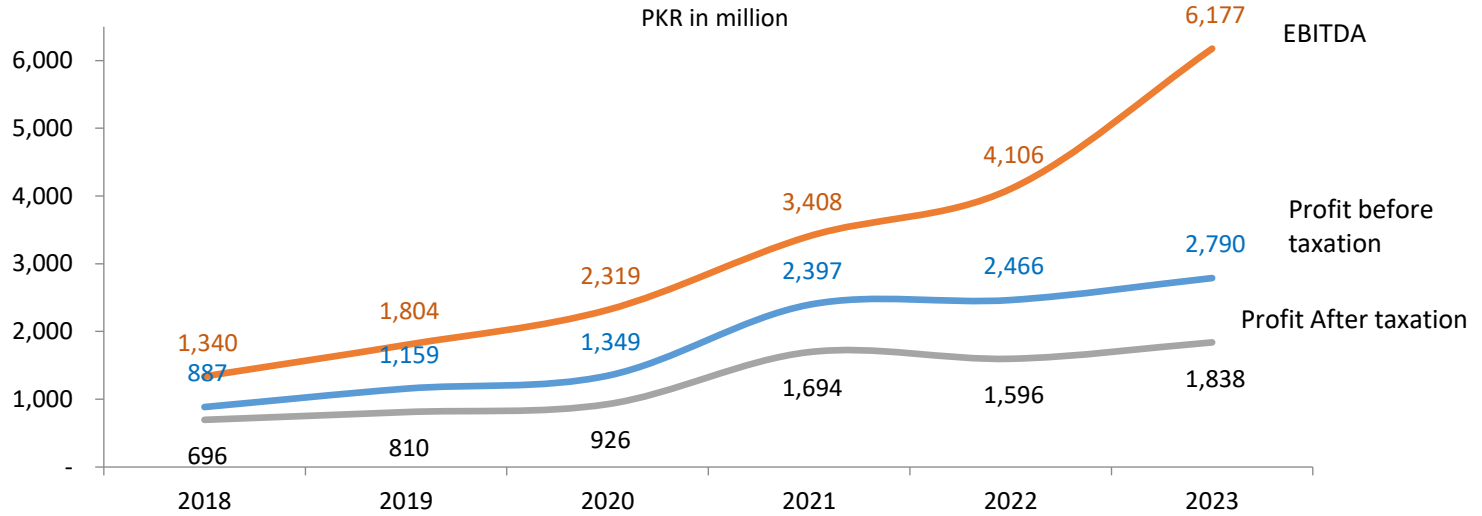
Gross Turnover - Standalone



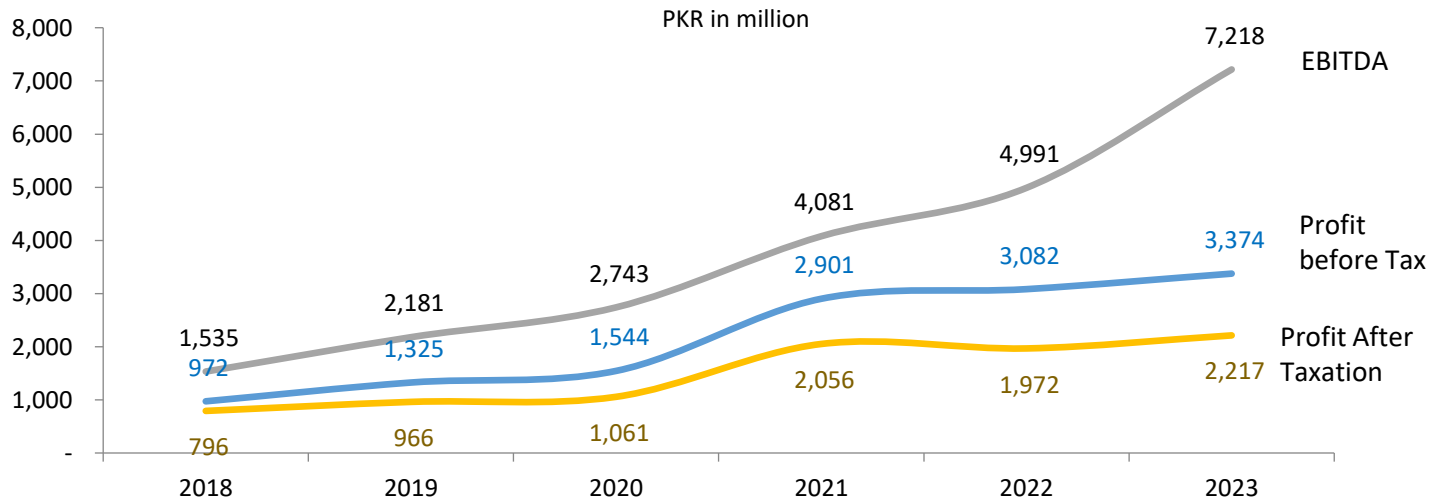
Gross Turnover - Consolidated



Profitability - Standalone

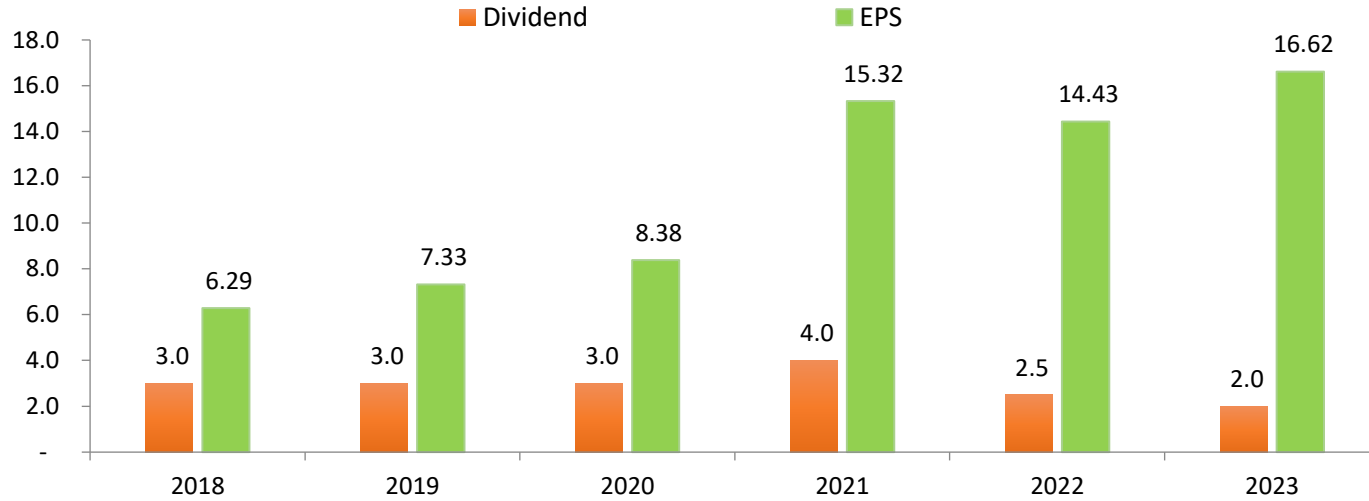


Profitability - Consolidated



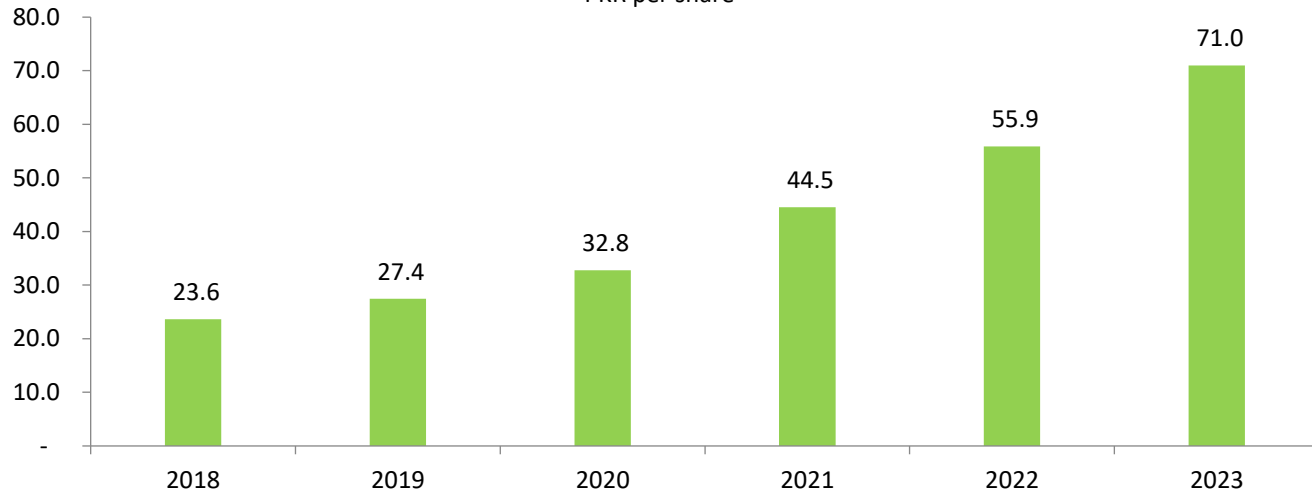
EPS Vs Dividend

(Rs. Per Share)



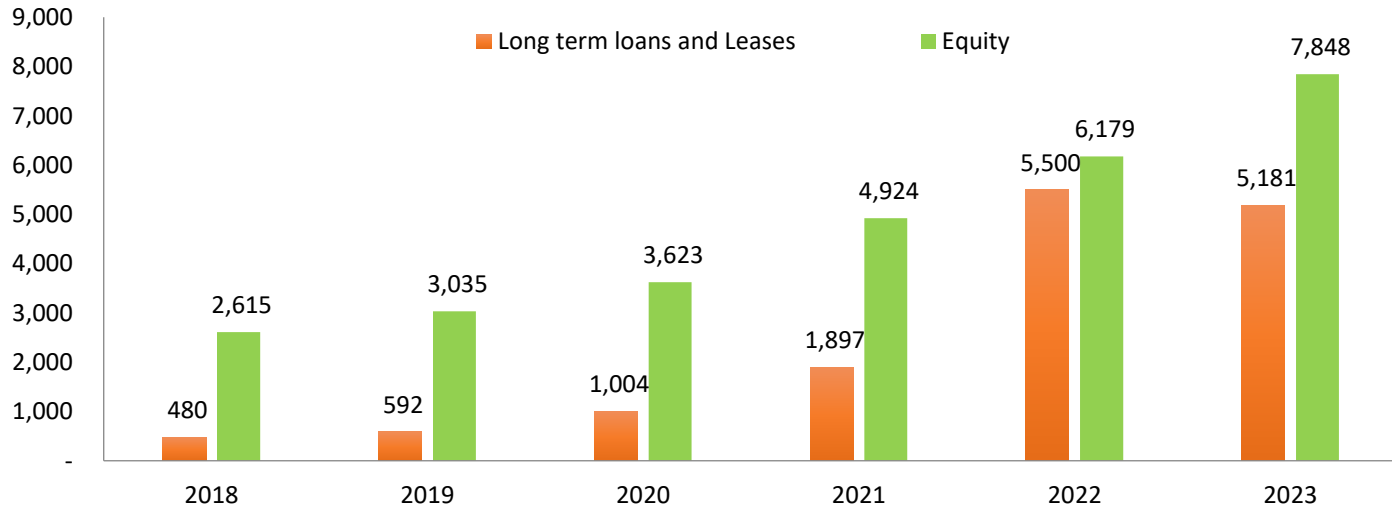
Breakup Value

PKR per share

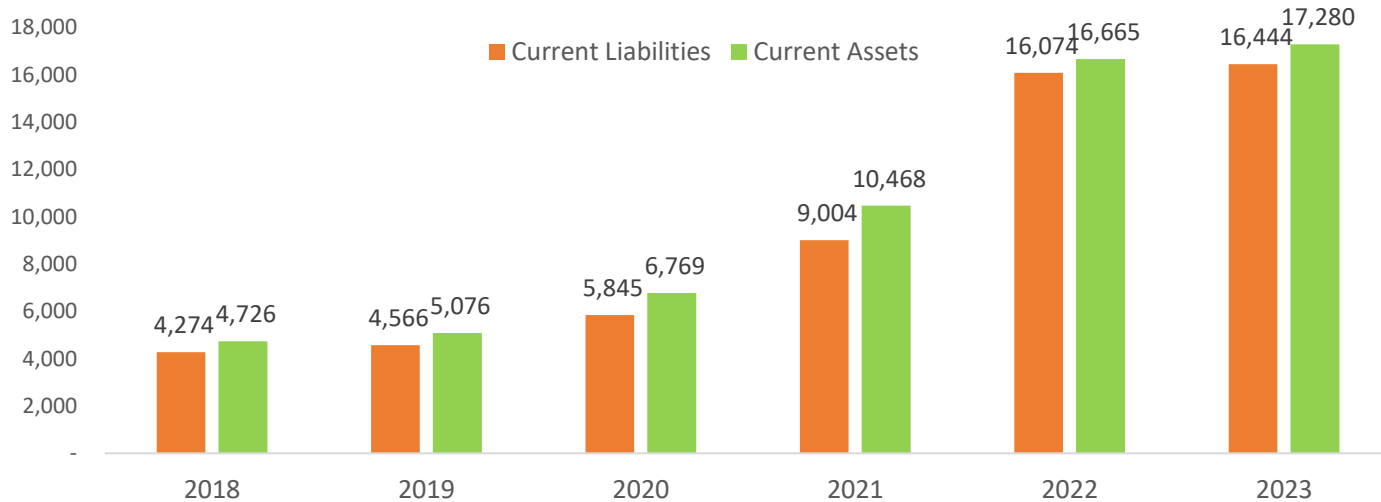


Equity & Long term loan

PKR in million



Current Ratio



Business Outlook:

- Company has surpassed its last year performance despite severe economical & Political turbulence and is expected to improve its performance in current year under the following macro economic conditions.
 - Political & economical stability is expected after the election
 - Discount rate is expected to decline from the 3rd quarter.
 - USD PKR parity to remain under pressure.
- Volume is expected to grow in the current year.
- Margins are expected to increase due to inhouse power generation.
- New export potentials are being explored in Central Asia & Middle East.

Restructuring of the Nimir Group:

Scheme of arrangement has been filed with Lahore High Court for approval. Subsequent to approval and fulfilment of all statutory requirements the following will take place.

- Nimir Management Pvt Ltd (NMPL) subsidiary of NICL will be liquidated.
- Assets of NMPL will be distributed among the shareholders after payment of liabilities.
- Shares of NRSL will be distributed among the shareholders of NICL

Corporate Social Responsibility:

Company understands its responsibility towards the wellbeing of the society in general and people residing in its nearby premises. Therefore it wants to make society its part of growth.

- Company plans to adopt two schools and one basic health Unit in Bhikki as part of its CSR activities.

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



Thank You!