



**TANDLIANWALA
SUGAR MILLS LIMITED**

**CORPORATE BRIEFING
SESSION (2019-20)**

**Presented by:
Ahmad Jehanzeb Khan
(Chief Financial Officer &
Company Secretary)**



Executive Summary



- **Group Overview**
- **Financial Highlights**
- **Operational Information**
- **Corporate Social Responsibility**
- **Questions & Answers Session**



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SUGAR MILLS LIMITED



GROUP OVERVIEW



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INTRODUCTION



- Tandlianwala Sugar Mills Limited (“The Company”) was incorporated on 01 November 1988 as a Public Limited Company under the Companies Ordinance, 1984. In 1992, the Company got listed on the Lahore & Karachi Stock Exchange (now Pakistan Stock Exchange).
- The Company started as a small Sugar Mill, gradually extending its operations in the Distillery & Top Gas sector.
- The principal activity of the Company is production and sale of White Crystalline Sugar, Ethanol and other allied by-products.

Board of Directors:

Mr. Ghazi Khan (Chairman)

Mr. Akbar Khan (Chief Executive)

Mr. Haroon Khan

Mr. Humayun Akhtar Khan

Mrs. Rasheeda Begum

Mrs. Mobina Akbar Khan

Mr. Tahir Farooq Malik

Chief Financial Officer &

Company Secretary:

Mr. Ahmad Jehanzeb Khan

Locations:

Head Office: 66-L, Gulberg-II, Lahore.

Faisalabad: Sugar Unit-I, Distillery-I, Top Gas

Dera Ismail Khan: Sugar Unit-II

Muzzaffargarh: Sugar Unit-III, Distillery-II

OPERATING SEGMENTS



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SUGAR



DISTILLERY



TOP GAS

OUR JOURNEY



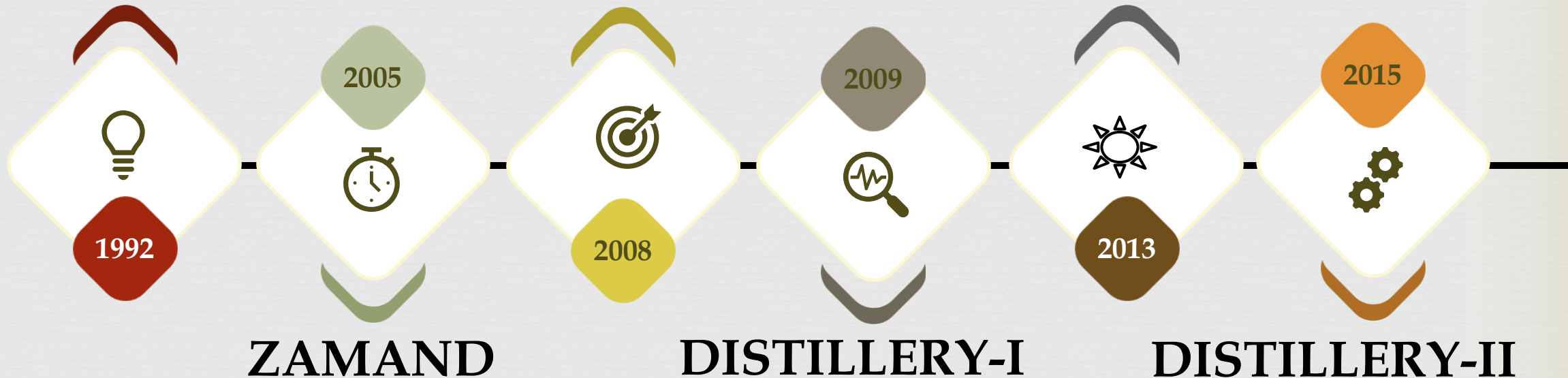
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KANJWANI

REHMAN HAJIRA

TOP GAS



WHAT ARE WE PROUD OF:



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Corporate Vision

- Sustainability
- Growth
- Wealth Maximization
- Innovation
- Equal Opportunity

Management

- Visionary
- Qualified
- Action Oriented
- Vigilant
- Cooperative
- Experienced
- Versatile

Milestones

- Groundbreaking success over three decades
- From 1 Small Unit to six state of the art Plants
- First ever CO2 plant in Pakistan
- International Recognition

Future Outlook

- Going International
- Opening New doors
- Catching up with the new & better technologies
- Corporate Farming



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FINANCIAL HIGHLIGHTS



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SIX YEARS AT A GLANCE:

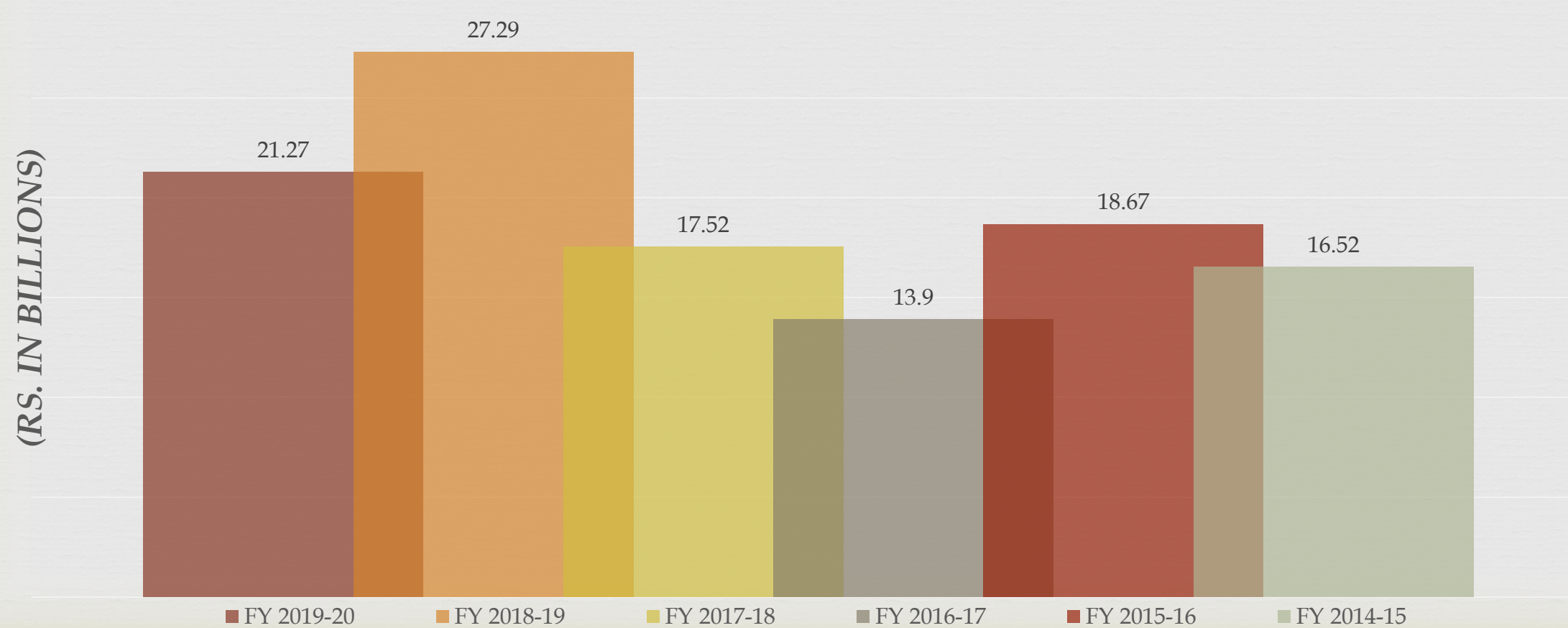


	2020	2019	2018	2017	2016	2015
Sales	21,271,884,733	27,295,874,630	17,522,463,922	13,903,985,479	18,675,054,125	16,520,294,399
Cost of Sales	(19,430,945,446)	(23,142,769,339)	(14,665,516,017)	(11,769,616,007)	(16,258,133,912)	(14,301,181,419)
Gross Profit	1,840,939,287	4,153,105,291	2,856,947,905	2,134,369,472	2,416,920,213	2,219,112,980
Admin & Distribution Expenses	(846,011,622)	(937,766,947)	(939,936,285)	(792,100,648)	(681,996,019)	(653,453,027)
Other Income	97,729,521	65,485,087	79,728,679	36,246,141	108,494,653	70,303,213
Profit from Operations	1,092,657,186	3,280,823,431	1,996,740,299	1,378,514,965	1,843,418,847	1,635,963,166

SALES ANALYSIS



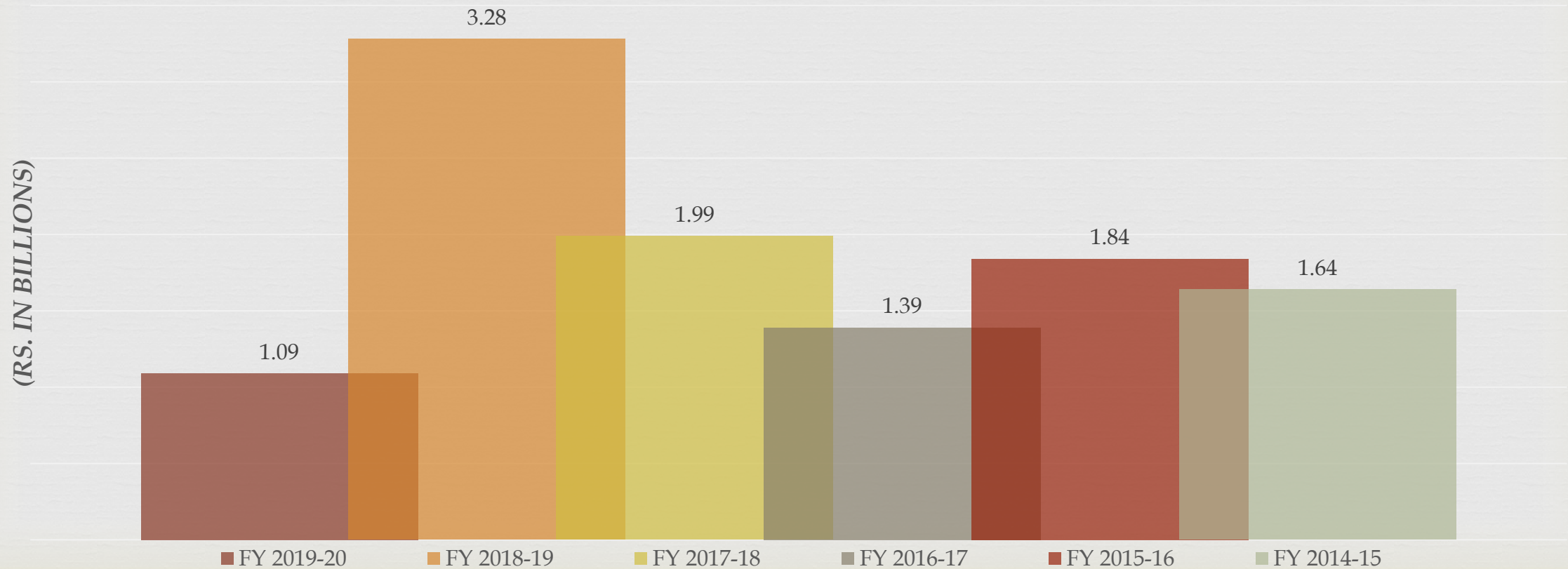
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OPERATING RESULTS



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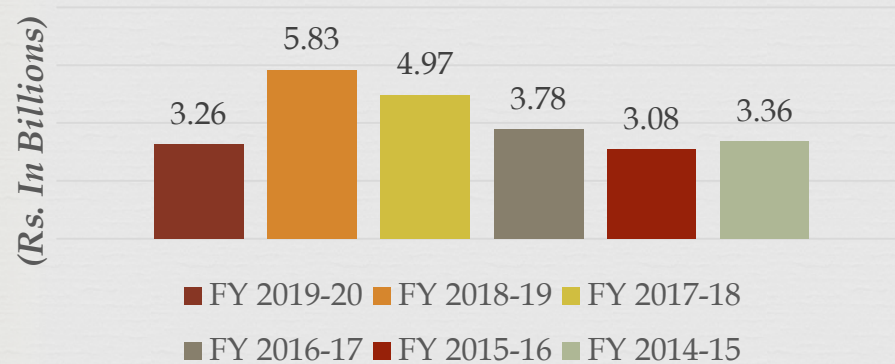


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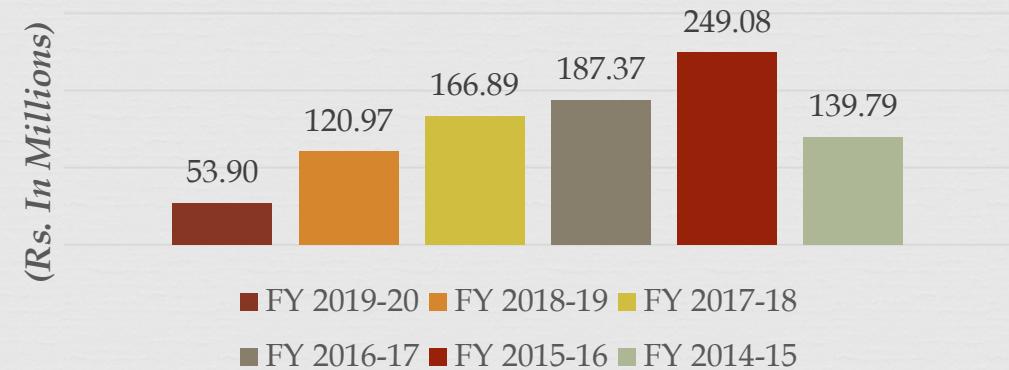
SEGMENT RESULTS



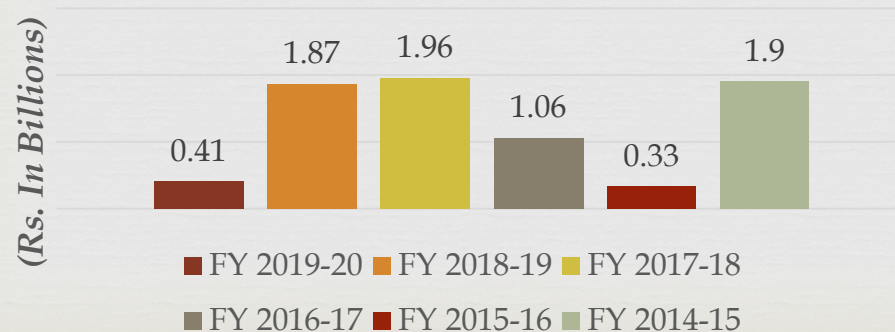
Ethanol Sales



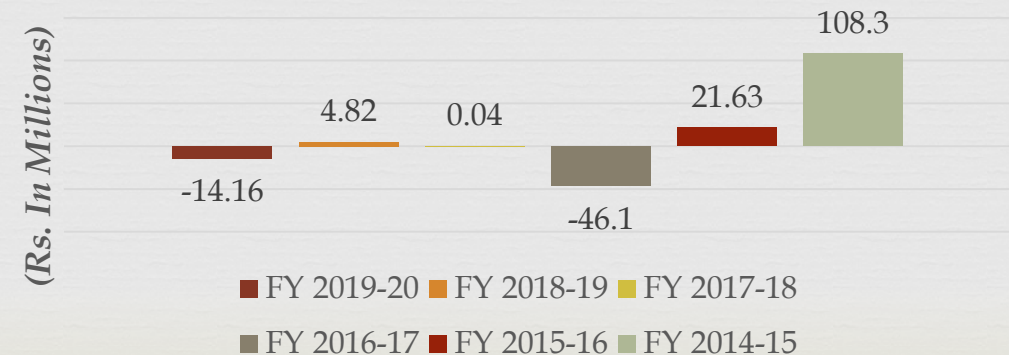
Top Gas Sales



Gross Profit - Ethanol



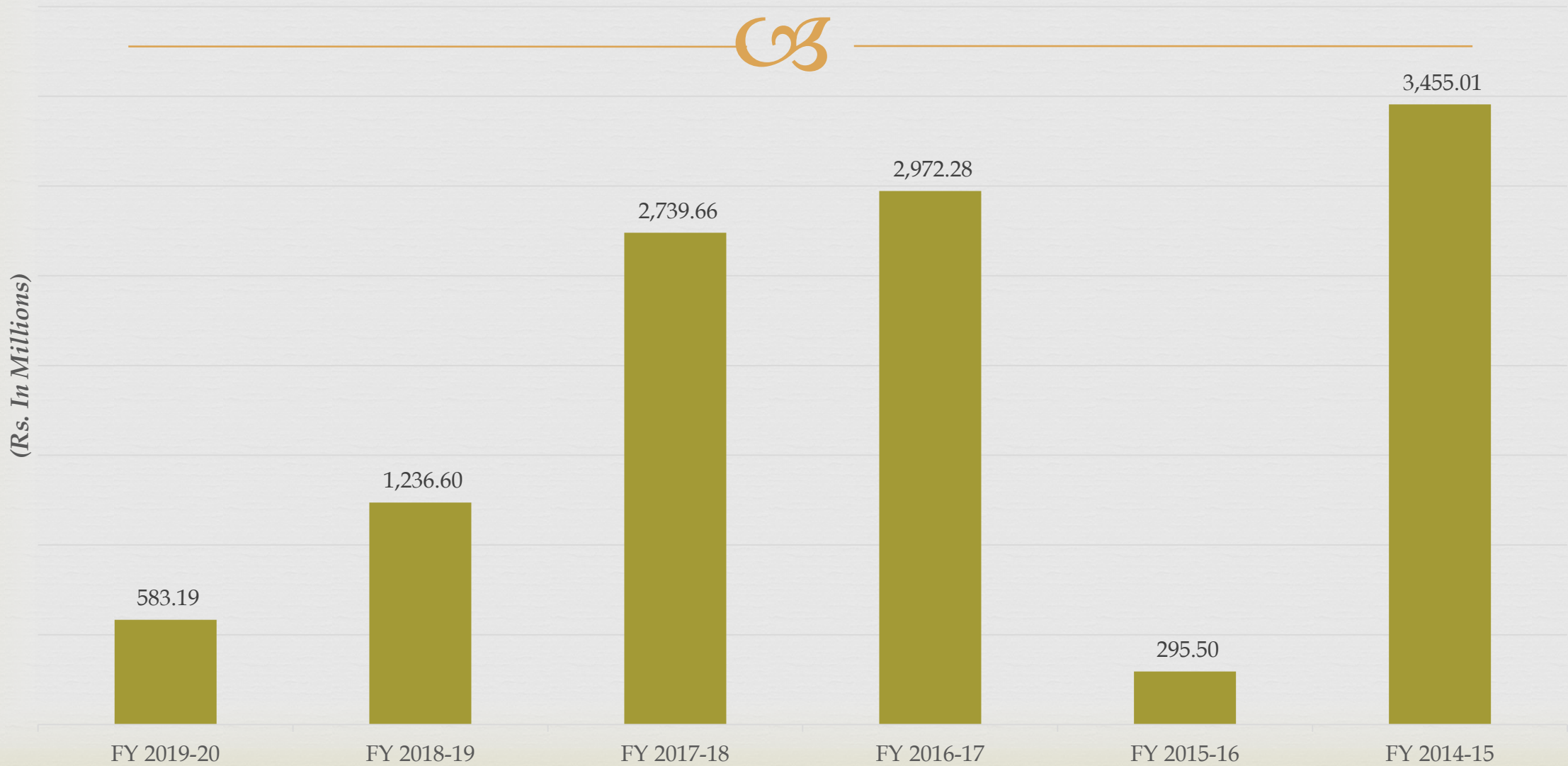
Gross Profit - Top Gas





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CAPITAL EXPENDITURE





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OPERATIONAL INFORMATION



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ANNUAL PRODUCTION:

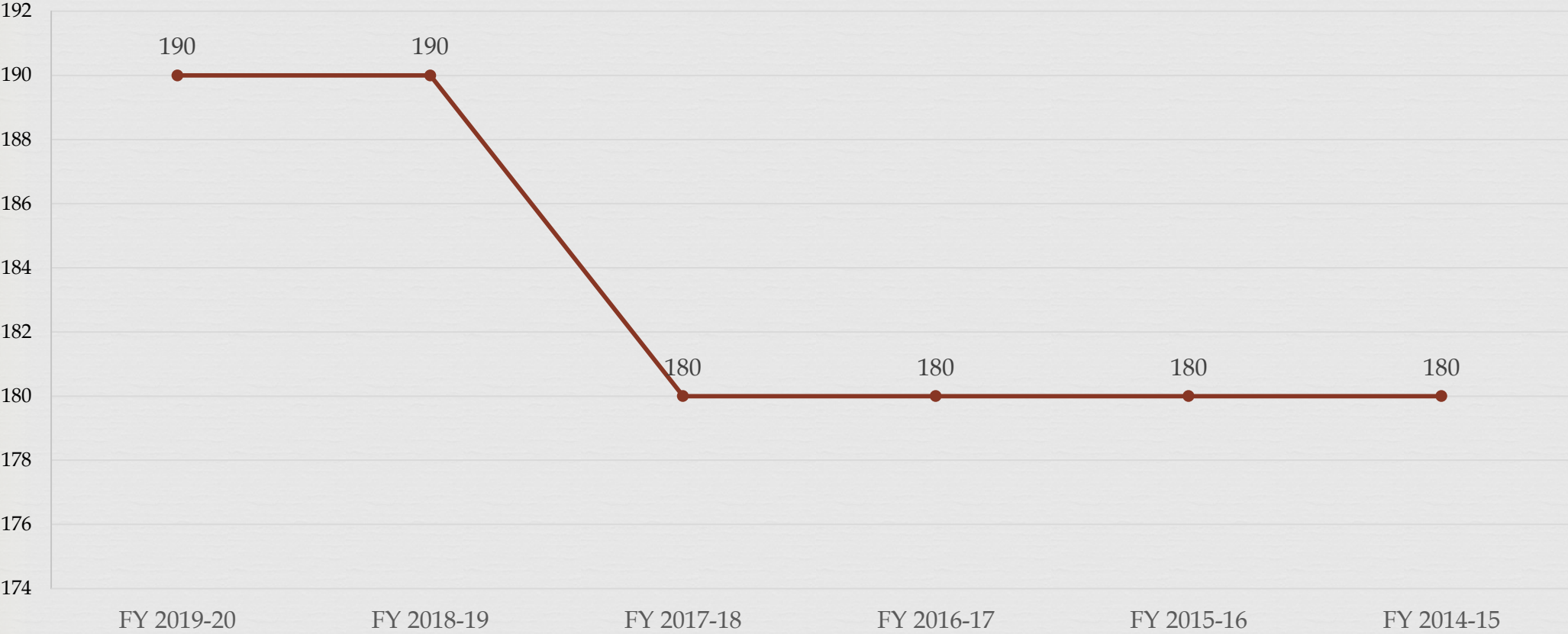


	2020	2019	2018	2017	2016	2015
<u>SUGAR (M. Tons):</u>						
Annual Production	265,420	255,375	245,582	303,142	247,378	265,110
<u>ETHANOL (Liters):</u>						
Per Day Capacity	255,000	255,000	255,000	255,000	255,000	255,000
Annual Production	35,847,500	73,398,542	81,569,402	74,389,720	63,354,501	64,887,836
<u>TOP GAS (M. Tons):</u>						
Annual Capacity	14,400	14,400	14,400	14,400	14,400	14,400
Annual Production	3,749	8,826	9,992	9,466	9,094	6,337



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SUGARCANE PRICE PER 40 KG

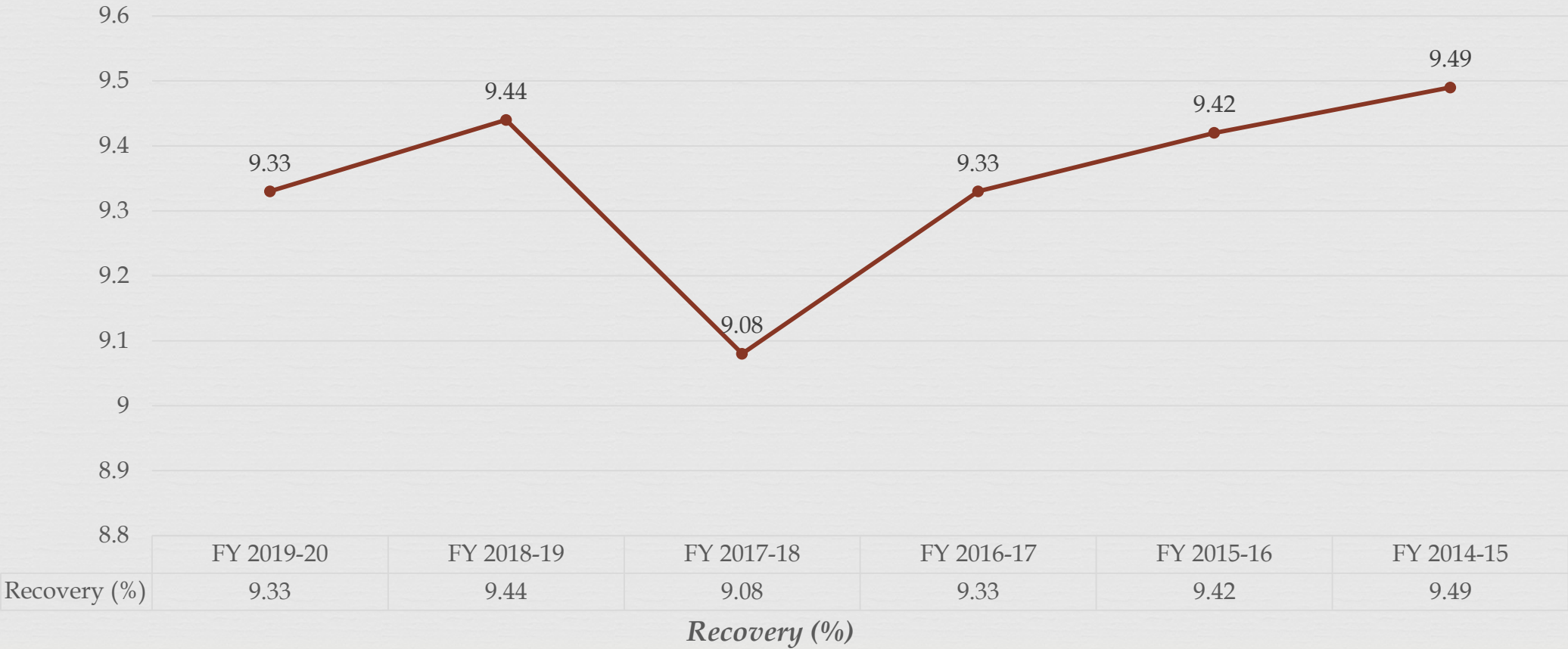


(SUGARCANE PRICE PER 40 KGs)



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SUCROSE RECOVERY RATIO





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CORPORATE SOCIAL RESPONSIBILITY



Corporate Social Responsibility (CSR)



- ❖ 0% Direct Energy (Gas/ Electricity)
Consumption during crushing season;
- ❖ More than 50% Reduction of CO₂ Emission;
- ❖ Interest Free Loans;
- ❖ Free Electricity, Education to Mill Employees;
- ❖ Safe Drinking Water & Shelters to Mill Employees.



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Q & A SESSION



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THANK YOU