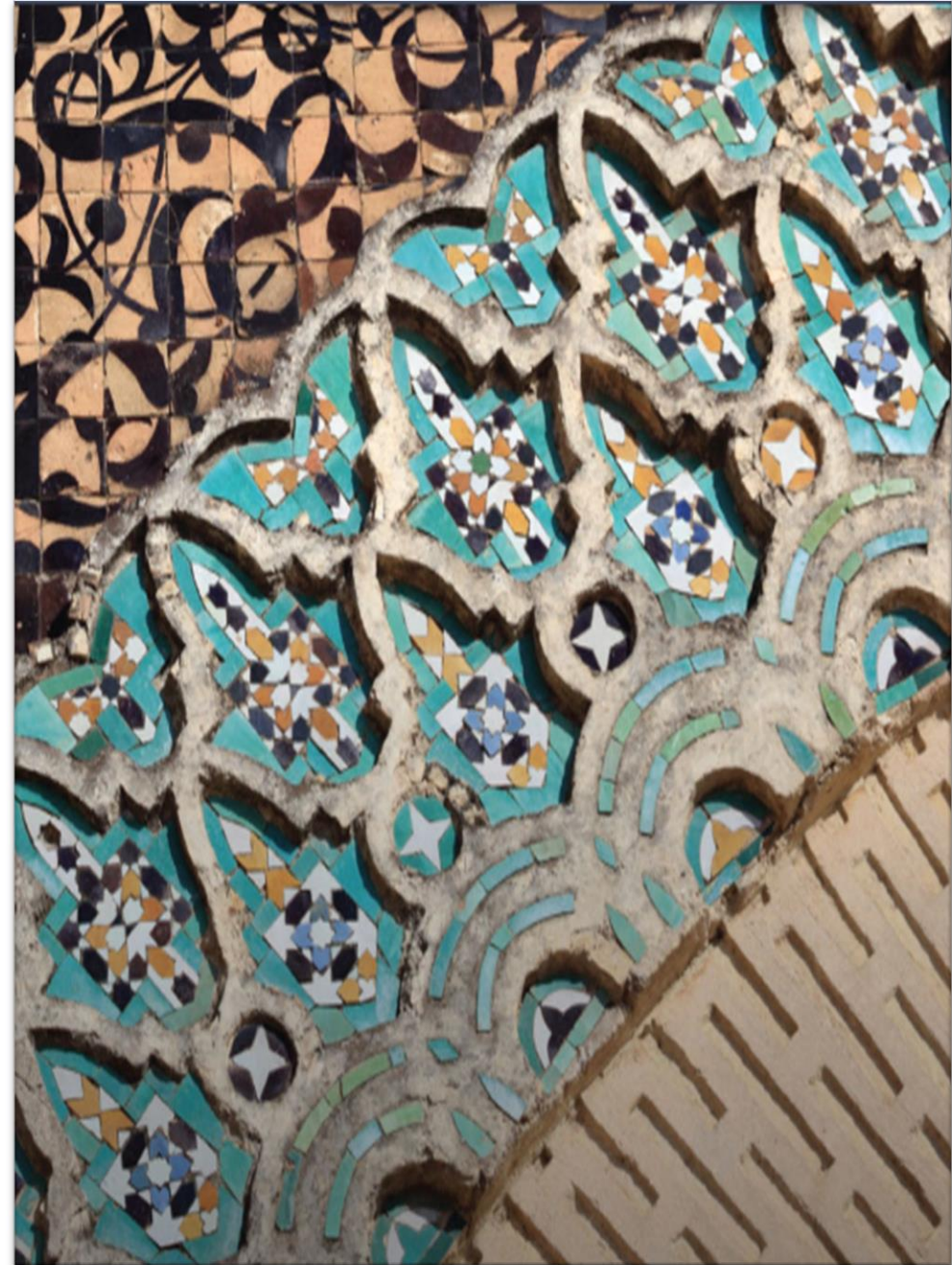




FIRST IMROOZ MODARABA

CORPORATE BRIEFING SESSION – 2023

24 November 2023



First Imrooz Modaraba

- First Imrooz Modaraba (FIM) was formed on September 27, 1993 under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980).
- FIM is managed by A R Management Services (Private) Limited.
- FIM was listed on the Pakistan Stock Exchange in 1994.
- Unlike many other Modarabas, FIM does not offer any financial services but it trades in industrial raw materials catering to specific industries such as paints, coatings, pharmaceuticals, food, agriculture, personal care, household, textile, etc. FIM provides a complete supply chain solution to its customers from import, warehousing and supply.
- FIM takes pride in being selected on several occasions as one of the Top 25 Co's listed on the Pakistan Stock Exchange. It also won many other awards for its outstanding performance.
- FIM has a Principal Office at Karachi and Branch Office at Lahore.
- FIM is an ISO 9001:2015 certified organization.
- FIM is the part of Imrooz Association of Companies.



“IMROOZ”

a Persian word meaning ‘today’ or something which is very current, renewed everyday etc.

History

Founded in 1949, Imrooz is one of Pakistan’s oldest business houses, with a diverse portfolio of businesses, ranging from the trading of Industrial Raw Materials, Representation of Overseas Companies, Consumer Product Distribution to Music and Broadcast Monitoring and Media Intelligence.



IMROOZ - Current Leadership Team

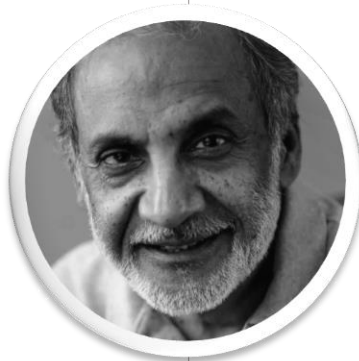
**NAVEED
RIAZ**



Co-Chairman

Mr. Ashraf Riaz's eldest son looks after the business from the company's Lahore office. He is an avid proponent of arts and Literature. Mr. Naveed is a licensed pilot and an aviation enthusiast.

**ATEED
RIAZ**



Co-Chairman

The second son of Mr. Ashraf Riaz, Ateed Riaz pursued his degree in Liberal Arts from KU. Strongly believe in the human spirit. His leadership ability cemented Imrooz as business powerhouse.

**AMEED
RIAZ**



Group CEO

An Alumnus of IBA and Harvard Business School, Ameer Riaz was formally asked to takeover as the GCEO of Imrooz in 2009 and is successfully leading the group businesses since then.

Board of Directors – First Imrooz Modaraba

Naveed Riaz

Mr. Naveed Riaz is the eldest son of Mr. Ashraf Riaz (Late) who was founder of Imrooz Group. He has a Masters degree in English Literature from Punjab University. He joined the family business as an apprentice in 1969. Mr. Naveed Riaz continues to work as one of the Directors of the family Business. Aside from being a visiting scholar at LUMS, Mr. Naveed Riaz also has keen interest in arts, literature and dramatics and has acted in several theatrical productions. He also conducts children storytelling sessions at 'Faiz Ghar' and poetry recitals at 'Hast O Nees' in Lahore. He is also a qualified pilot and holds a private pilot's license.

Ameed Riaz

Mr. Ameed Riaz is the current Group Chief Executive of Imrooz Group. He is an alumni of the Institute of Business Administration (IBA) and Harvard Business School. He began his professional career in 1989 with successfully leading the family's dairy and milk food businesses. During the 1990s, he successfully led EMI (Pakistan) Limited, the country's largest and the oldest music label and also brought Wavetech (Pvt) Limited, an IT company under family's business portfolio. Soon, he took over the industrial raw material businesses and since then has been successfully leading the family business along with his team.

Omar Mohammad Khan

Mr. Omar Mohammad Khan is a seasoned banker with over 40 years experience in Finance and related fields. He has lived in Canada for 20 years and is now based in Lahore.

Mrs. Saadat Ikram

Mrs. Saadat Ikram has vast experience in the trading of milk foods and chemicals. Being a member of a business family her trading experience carries depth and the company seeks her counsel effectively. She currently resides in Lahore.

Mr. Aliuddin Ahmed

Mr. Aliuddin Ahmed is a seasoned professional having diversified experience in banking industry.



Management Structure of Modaraba

Audit Committee	Mr. Aliuddin Ahmed (Chairman) Mrs. Saadat Ikram (Member) Mr. Omar Mohammad Khan (Member)
Human Resource Committee	Mr. Aliuddin Ahmed (Chairman) Mr. Omar Mohammad Khan (Member) Mrs. Saadat Ikram (Member) Mr. Ameer Riaz (Member)
Chief Financial Officer	Mr. Muhammad Ali Baig
Company Secretary	Mr. Shabbir Ahmed Jamsa
Chief Internal Auditor	Mr. Abbas Kerani
Bankers	Bank AL Habib Limited, Soneri Bank Limited, Bank Alfalah Limited
Shariah Advisor	Mufti Abdul Qadir
Statutory Auditors	BDO Ebrahim & Co., Chartered Accountants
Legal Advisor	Masood Aziz & Associates
Certificate Registrar	F. D. Registrar Services (Pvt) Ltd



Industries Serviced



Agro & Fertilizers

Surfactants,
Emulsifiers,
Dispersants



Food & Pharma

Food Gums,
Citric Acid,
Sorbitol,
Food & Pharma Colors,
Tomato Paste,
APIs,
Excipients etc.



Personal Care & Household

Shampoo Bases,
Mild Surfactants,
Surfactants,
Rheological Modifiers,
Pearlizing Agents,
UV Filters,
Soap Base,
Specialty Chemicals,
Active Ingredients,
Conditioning and Cleaning agents,
Botanical Extracts and Natural Performance Ingredients,
Emulsifiers,
Humectants,
Specialty Silicones,
Polymers,
Waxes,



Polymers

TiO₂,
Stabilizers,
Pigments,
Fillers and others.



Coatings & Construction

Titanium-Di-Oxide (TiO₂)
Resins,
Pigments,
Pigment Dispersions,
Effect Pigments,
Aluminum Paste,
Specialized Additives,
Rheology Modifiers,
Thickeners,
Stabilizers,
Defoamers,
Anti-skinning Agent,
In-Can and Dry Film Preservatives,
Driers,
Glycols



Paper

CMCs,
TiO₂,
Glycols,
Pigments



Textiles

Surfactants,
Emulsifiers,
Preservatives,
Pigments,
Inks,
Glycols,
Water Softeners,
TiO₂,
Monomers

Review of Operations and Outlook

Due to the general economic slowdown, the sales volume has dropped, however, increased prices compared to last year resulted in higher sales value. The turnover of the Modaraba increased to Rs. 1,668 million as compared to Rs. 1,378 million last year.

Despite higher sales, the Gross Profit (GP) has declined from Rs. 182.0 million last year to Rs. 166.8 million in current year. In percentage terms the GP rate has decreased from 13.2% to 10%. This is mainly due to the reported exchange loss of Rs 249 million on imports as per International Financial Reporting Standards (IFRS) guidelines. Out of this exchange loss, Rs. 60.6 million relates to unsold inventory which is likely to be reversed once this inventory is liquidated at market price In Shaa Allah.

The above factors and higher taxation have resulted in a net loss of Rs. 2.7 million compared to net profit of Rs. 23.1 million last year.

During the 1st quarter of FY 2023-24, the Modaraba's turnover increased 58% to Rs. 351.81 million when compared with the corresponding quarter FY 2023 and was largely supported by a 28% increase in sales volume. The quarter ended with profit after taxation of Rs 23.82 million and an Earnings Per Certificate of Rs. 7.94.

The management has a positive outlook for the future due to the relatively stable exchange rate and continuing sales momentum.





F INANCIALS

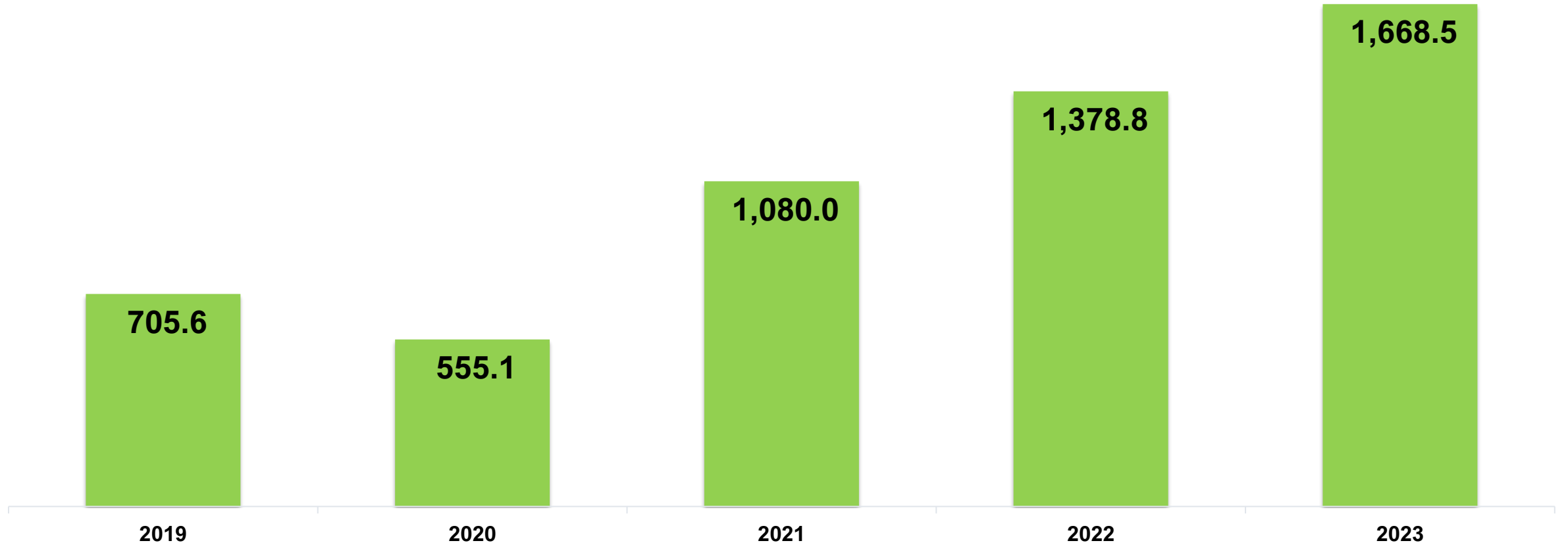
Operational Results For Last 5 Years

	(Rs. in million)				
	<u>2023</u>	<u>2022</u>	<u>2021</u>	<u>2020</u>	<u>2019</u>
Sales	1,668.5	1,378.8	1,080.0	555.1	705.6
Gross profit	166.8	182.0	215.6	126.4	132.8
Other income	2.9	9.0	2.8	1.8	1.5
Financial charges	20.1	4.6	5.3	7.3	8.1
Operating expenses	73.7	94.9	83.0	63.0	66.5
Operating profit	93.1	87.1	132.7	63.3	66.3
Profit before tax	74.4	86.8	113.2	56.6	58.6
Taxation	77.1	62.5	49.0	21.5	33.3
(Loss) / Profit after tax	(2.7)	24.4	64.2	35.1	25.3
Transfer to statutory reserve	-	1.2	12.8	10.5	8.9
Transfer to statutory reserve (%)	0%	5%	20%	30%	35%
Profit distribution	15.0	16.5	46.5	22.5	15.0
Profit Distribution per certificate - Rs.	5.0	5.5	15.5	7.5	5.0
Earning per certificate - Rs.	(0.9)	8.1	21.4	11.7	8.4

5 Years Summary of Financial Performance

Sales

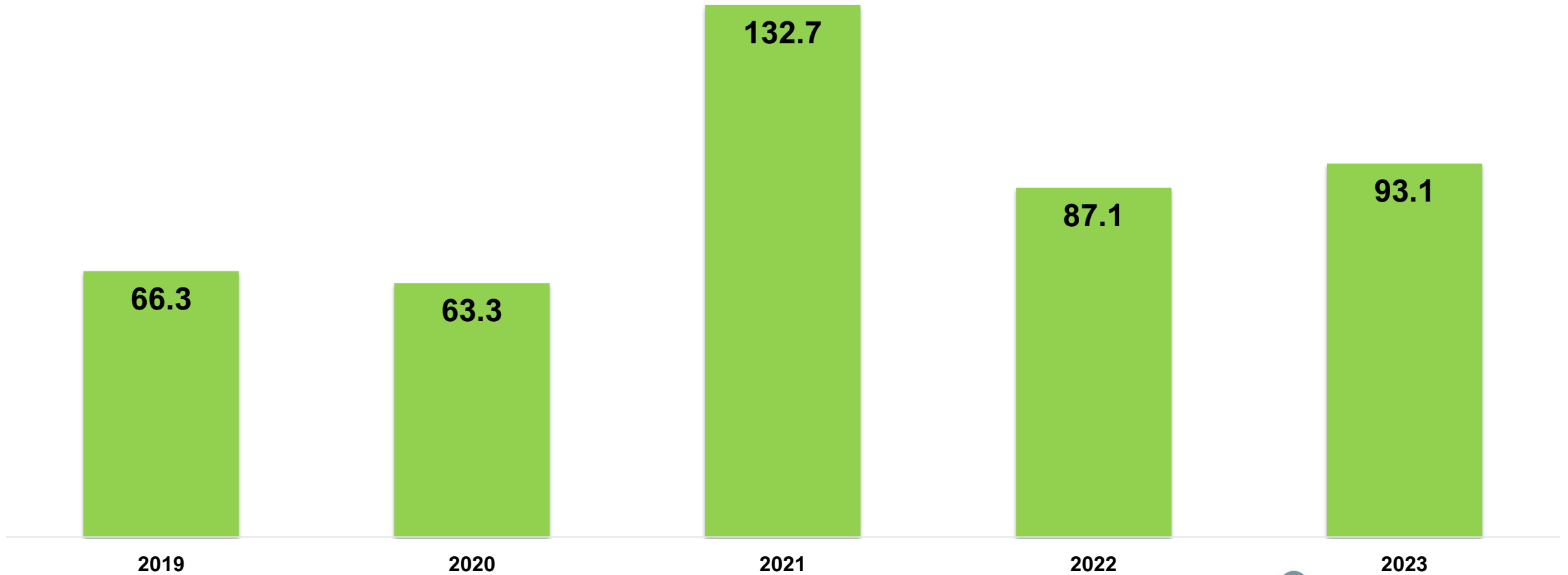
(Rs. in million)



5 Years Summary of Financial Performance

Operating profit

(Rs. in million)



2019

2020

2021

2022

2023

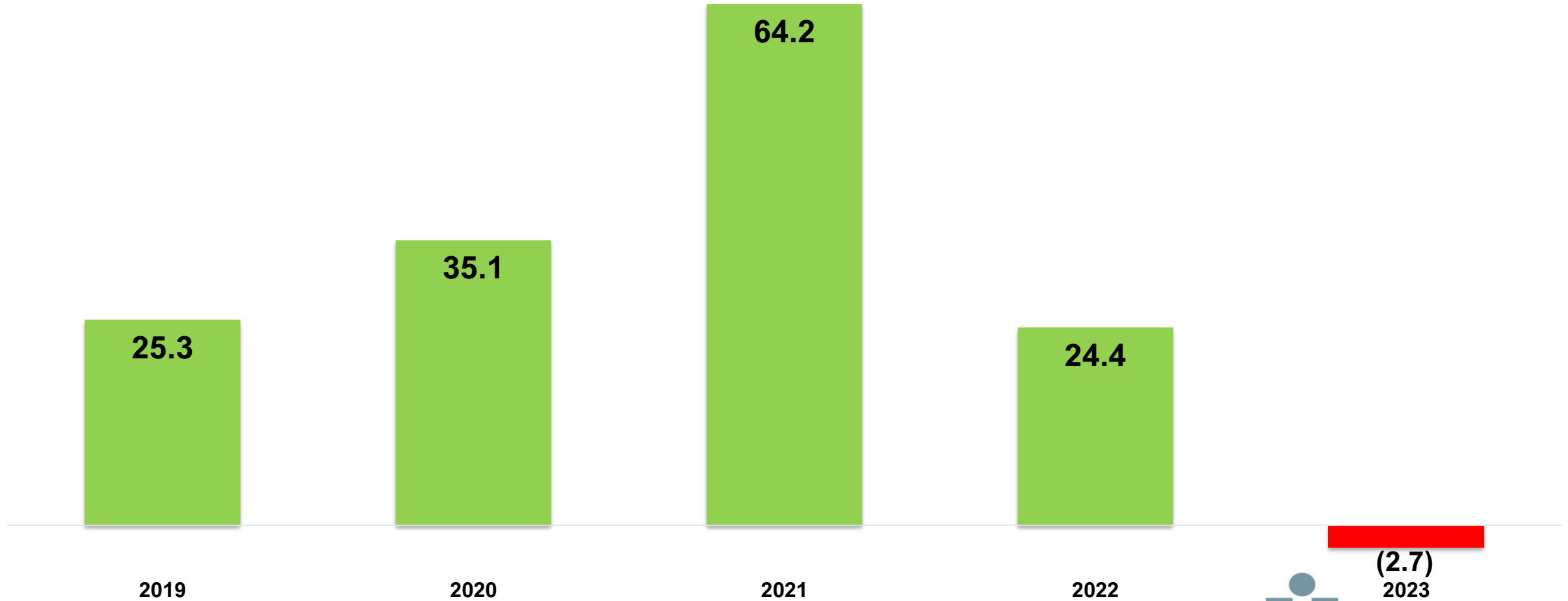


FIRST IMROOZ MODARABA

5 Years Summary of Financial Performance

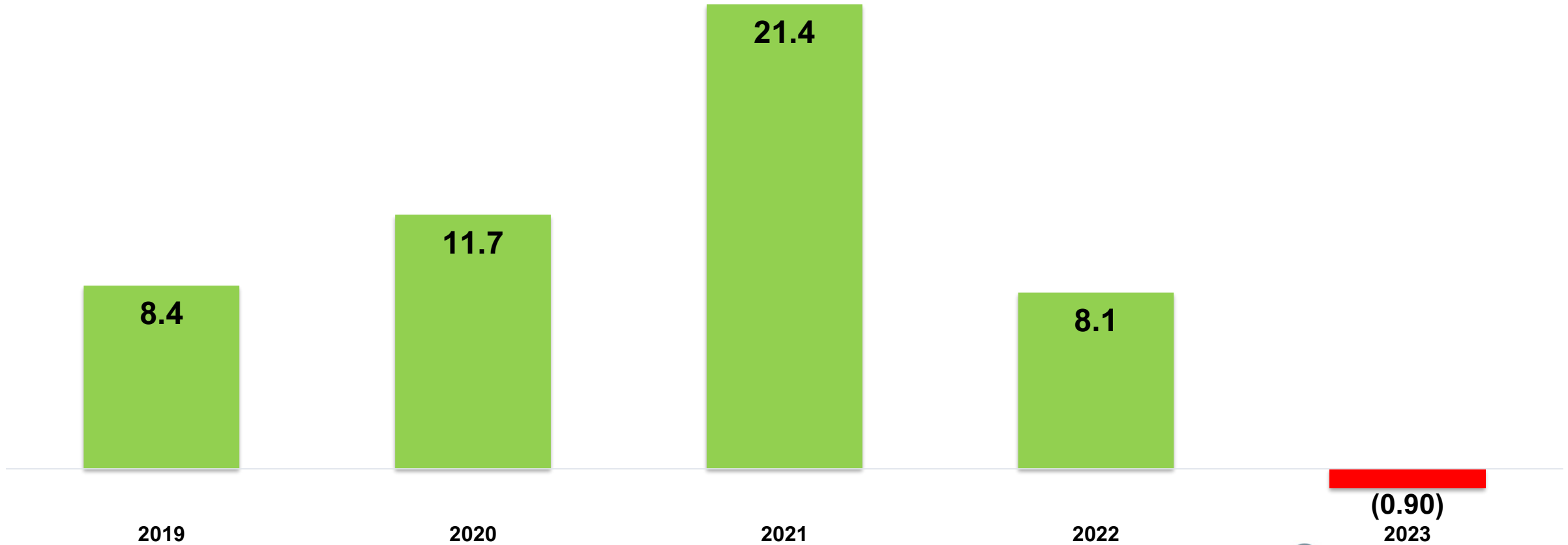
Profit / (Loss) after tax

(Rs. in million)



5 Years Summary of Financial Performance

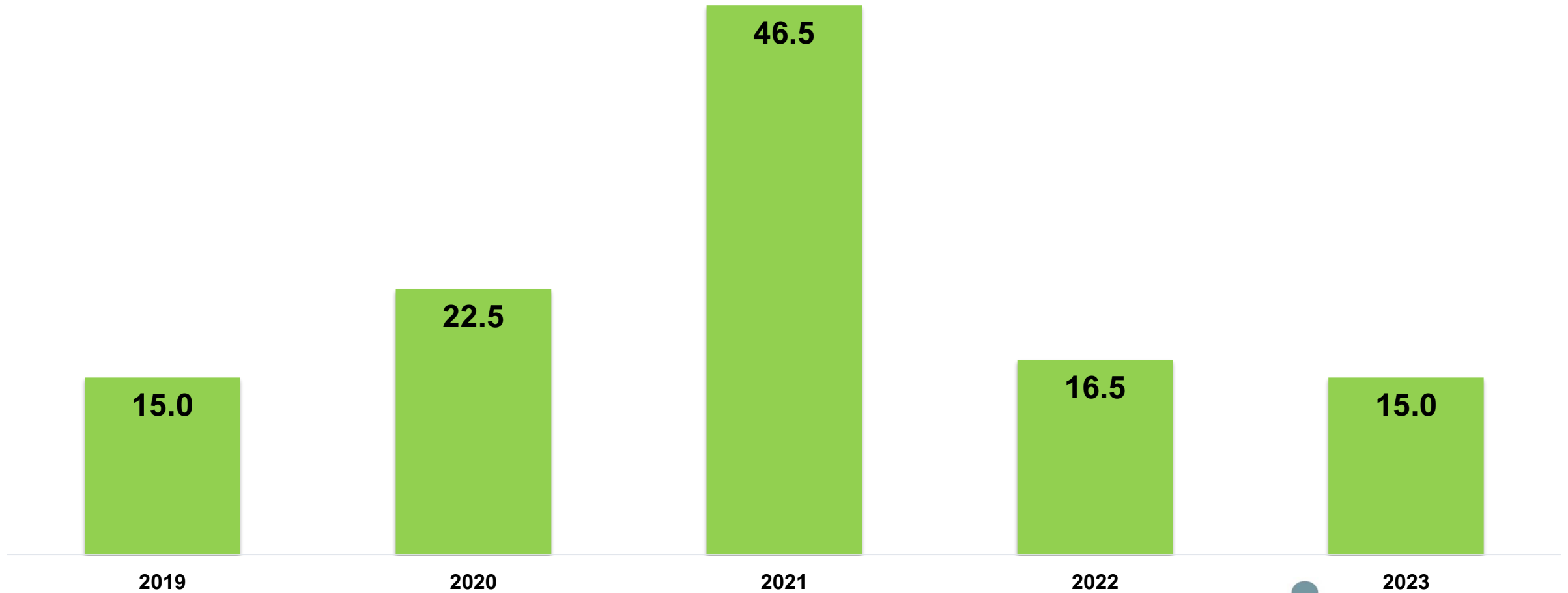
Earning per certificate - Rs.



Return to Certificate Holders: 5 Years History

Profit distribution

(Rs. in million)





Session is now open for Question and Answers

**THANK
YOU!**

