



WAH NOBEL CHEMICALS LTD

ISO-9001: 2015, ISO-14001 : 2015, ISO-45001: 2018 CERTIFIED
A JOINT VENTURE BETWEEN POF, SAAB SWEDEN AND ALMISEHAL CO, SAUDI ARABIA

SECY/05/WNCL

By Pucars

December 01, 2022

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building,
Stock Exchange Road,
KARACHI.

CORPORATE BRIEFING SESSION (CBS) 2022

Dear Sir,

This is to inform you that Wah Nobel Chemicals Limited (the "Company") is holding a Corporate Briefing Session (CBS), through video link, on Thursday, December 08, 2022 at 11:00 hrs to brief the shareholders, investors and analysts about the Company's financial performance for the financial year ended June 30, 2022 and future outlook.

Those shareholders, investors and analysts who are interested in attending CBS are requested to email following details at cbswahn@wahnobel.com with subject "Registration for WNCL CBS 2022":

Name	Folio Number (in case of Shareholder)	Name of Organisation	CNIC Number	Cell Number	E-mail Address

Video link and login credentials will be shared with only those shareholders / analysts whose emails, containing all the required particulars, are received at least 24 hours before the time of CBS i.e. before 11:00 hrs on December 07, 2022.

All members of the Company, investors and analysts are cordially invited to attend the session. We will appreciate your assistance in disseminating this information to all concerned.

Thanking you.

Yours truly,

TANVEER ELAHI
COMPANY SECRETARY

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

WAH NOBEL CHEMICALS LTD



CORPORATE BRIEFING SESSION 2022





SEQUENCE

- Wah Nobel Group
- Brief Introduction of The Company
- Product Range
- Review of Financial Performance
- Future Outlook
- Question / Answer Session



WAH NOBEL GROUP

MULTINATIONAL



A SILENT CONTRIBUTOR TOWARDS NATIONAL DEVELOPMENT

JOINT VENTURE OF HOLDING COMPANY



51.75%

WIL / POF, WAH



27.23%

SAAB AB, SWEDEN



21.02%

**ALMISEHAL CO,
SAUDI ARABIA**



BRIEF INTRODUCTION OF THE COMPANY

- Wah Nobel Chemicals Limited (“the Company”) was incorporated as a public limited Company on May 31,1983 under the Companies Act ,1913 (now the Companies Act ,2017) and its shares are quoted on the Pakistan Stock Exchange Limited.
- Wah Nobel (Private) Limited is a parent company holding 55.23 % Shares of the Company.
- The principal activity of the Company is to manufacture Urea Formaldehyde Moulding Compound , Formaldehyde and Formaldehyde based liquid resins for use as bonding agent in the chip board, plywood and flush door manufacturing industries.



PRODUCT RANGE

Company is a Pakistan's leading manufacturer of :

- Formaldehyde 37 TO 50% Concentration
- Urea Formaldehyde Glue 50% and 60%
- Urea Formaldehyde Concentrate 63% and 85% (UFC63 and UFC85)
- Phenol Formaldehyde Glue
- Special Resins
(Above used in Chip / Hard Board , Medium / High Density Fiber Boards & Industrial Resins)

- Urea Formaldehyde Moulding Compound (UFMC)
(used in Dishware Industry & Electrical Accessories)

Since inception Company's products enjoy the highest reputation throughout Pakistan. It's products are a symbol of quality, safety, reliability, un parallel after sale service & commitment.

This has been achieved through innovation, expertise, state of the art technology and a vision for the future .



EXECUTIVE SUMMARY FY 2021-22 VS 2020-21

Particulars	2021-22	2020-21	Change %
	Rupees in millions		
Revenue - Net	3,310	2,724	22
Gross Profit	458	559	(18)
After Tax Profit	209	334	(37)
Earning Per Share	Rs 23.24	Rs 37.16	(37)



FINANCIAL RESULTS

Description	2021-22	2020-21
	Rupees in millions)	
Revenue –net	3,310	2,724
Cost of sales	(2,852)	(2,165)
Gross profit	458	559
Admin & General expenses	(16)	(13)
Selling and distribution expenses	(14)	(11)
Operating profit	427	534
Finance Cost	(69)	(31)
Other Expenses	(24)	(36)
Allowance For Expected Credit Loss	(31)	(5)
Other Income	10	8
Profit before taxation	313	471
Provision for taxation	(104)	(136)
Profit after taxation	209	334



The decline in net profit ,despite higher sales (22% growth) , is attributed to :

- substantial increase in prices of raw materials , other input costs and energy cost.
- massive devaluation of Pak Rupee against US Dollar.
- finance cost has gone up by 124 % due to higher interest rates and excess utilisation of short term borrowing.
- excess “Allowance for expected credit loss “ due to increase in sales and delay in payments by customers.
- due to intense competition in the market to maintain the market share and stay competitive all cost impacts could not be passed on to the customers.



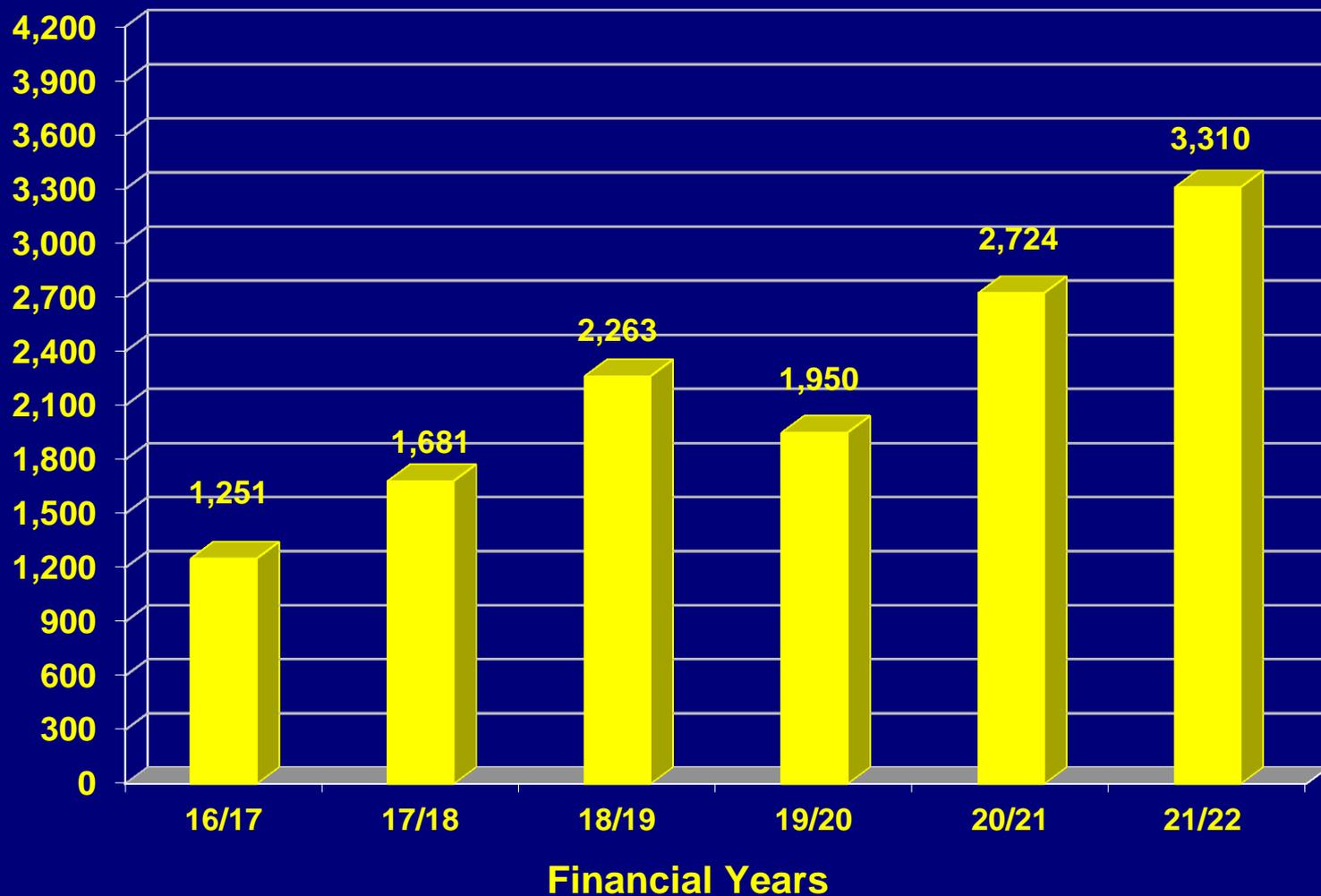
KEY OPERATING & FINANCIAL DATA - 6 YEARS

Description	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
	Rupees in millions					
Net Sales	1,251	1,681	2,263	1,950	2,724	3,310
Profit After Tax	131	174	176	130	334	209
Shareholders Equity	659	778	888	984	1,282	1,398
	Rupees					
Break up value per share	73	86	99	109	142	155
Earnings Per Share	14.57	19.34	19.61	14.48	37.16	23.24
	%					
Cash Dividend Declared	60	50	40	40	100	50



NET SALES

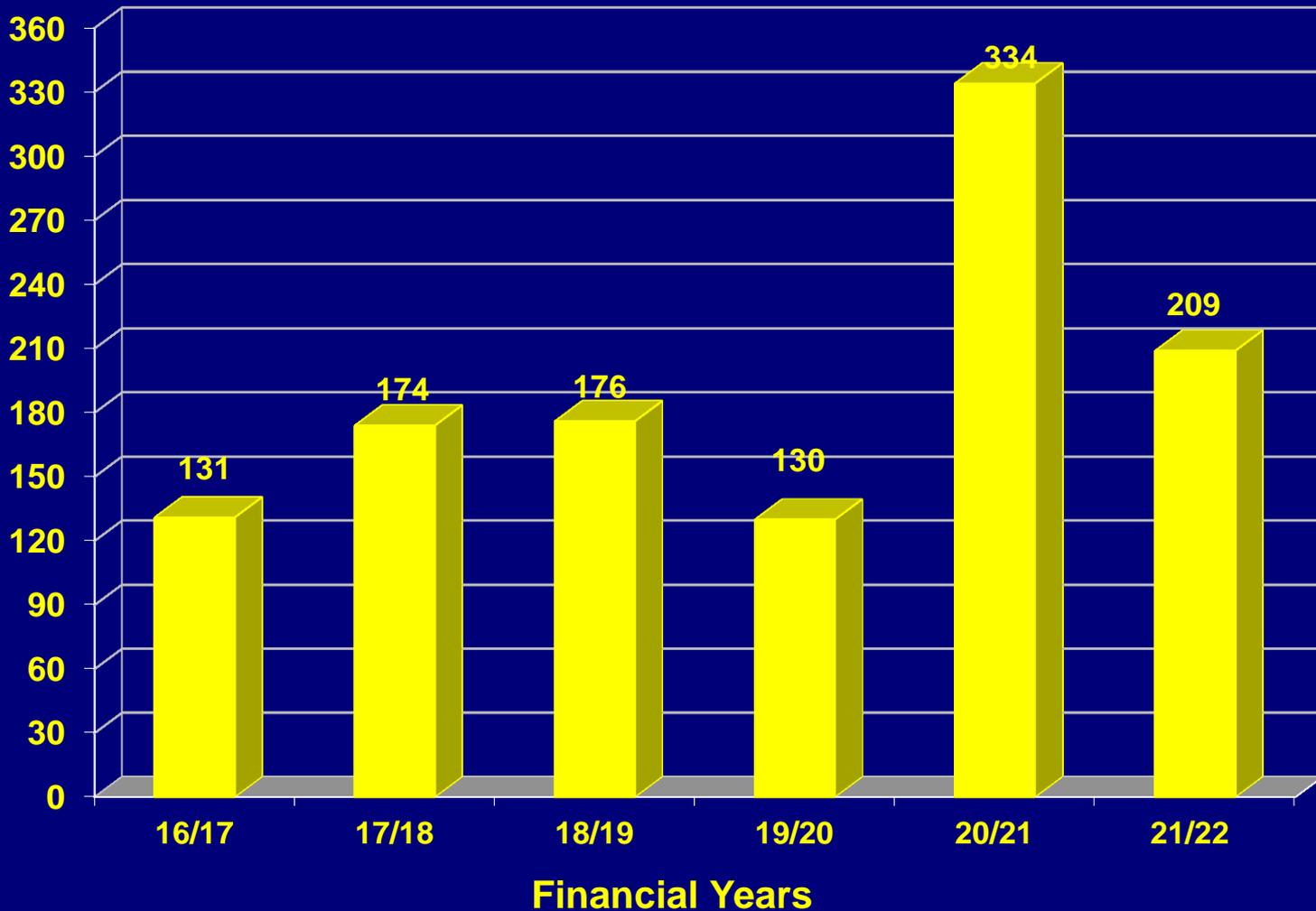
(Rs in Million)





AFTER TAX PROFIT

(Rs in Million)



Future Outlook

- Current Financial Year 2022-23 is challenging year in all the dimensions of business activities due to Global and political / economic situation in the country.
- Recent abnormal rains / floods in the country has badly affected the business of our customers (manufacturers of MDF/ HDF) due to non-availability of wood and closure of MDF / HDF main markets like Karachi for some time , consequently company's sales affected.
- Company anticipates pressure on margins due to intense competition from existing players and new entrants in the industry, increase in prices of raw materials and other input cost , higher inflation, increase in policy rate to 16% and continued devaluation of Pak Rupee
- However, Management is taking all possible measures to combat these challenges and will leave no stone unturned to achieve the best possible results during the financial year 2022-23 under the circumstances with cohesive & coordinated efforts and proactive & timely decisions .



FINANCIAL RESULTS – FIRST QUARTER

Description	1 st Quarter (Jul - Sep)		
	2022-23	2021-22	2020-21
	Rupees in Millions		
Net Sales	861	728	558
Gross Profit	104	110	112
After Tax Profit	42	60	66
	Rupees		
Earning Per Share	4.68	6.67	7.33



Question / Answer Session

(Q&A)

Thank you...