

United Brands Limited

Corporate Briefing Session



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THE GROUP



International Brands (Pvt.) Limited

IBL Operations

The Searle Company (PLC)

United Brands (PLC)

IBL Healthcare (PLC)

Searle Pakistan Limited (PLC)

Habitt

IBL Logistics

IBL UNISYS

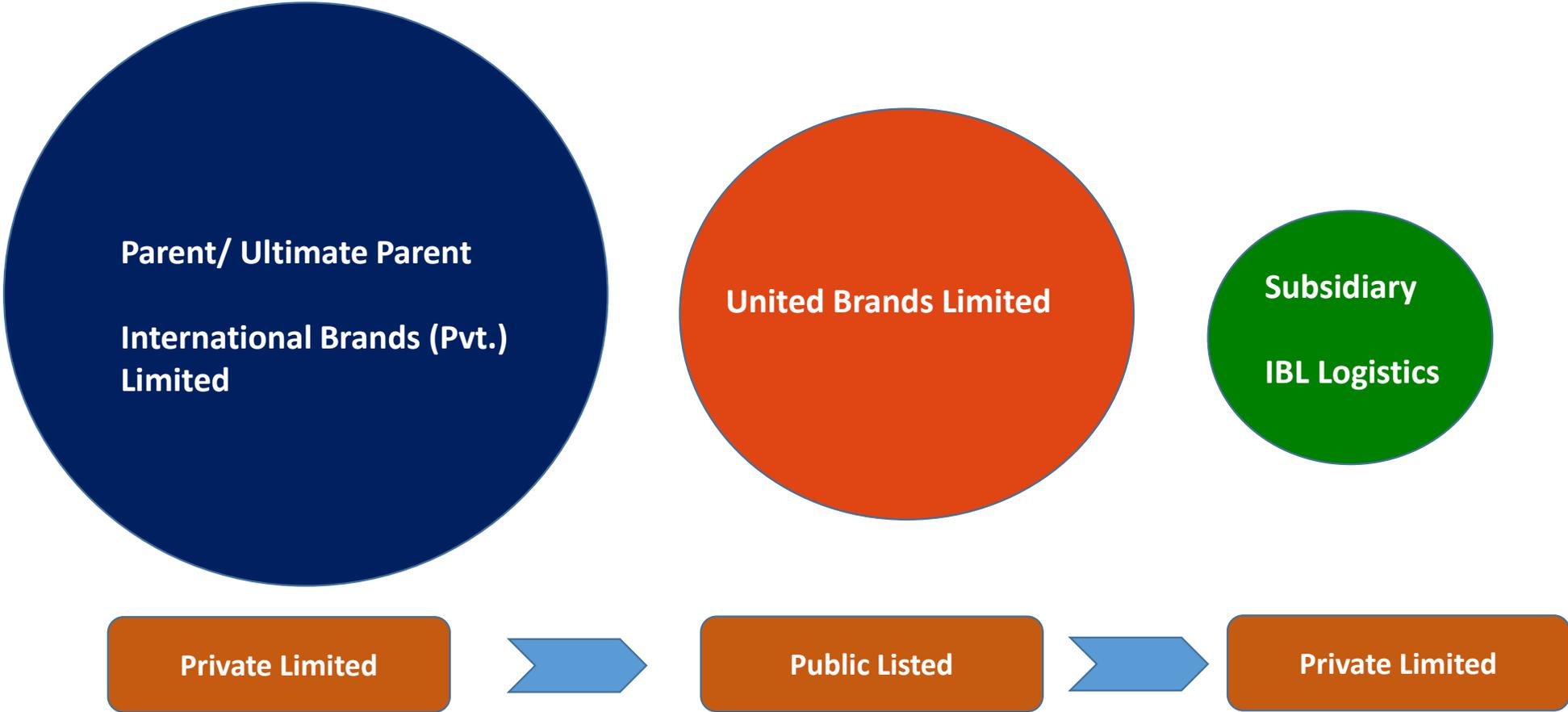
IBL Ops: FMCG, Pharmaceuticals marketing & distribution
SEARLE Pharmaceuticals & consumer products manufacturing
UNITED BRANDS: FMCG, food products marketing & distribution
IBL HEALTHCARE: NUTRITIONALS, medical & hospital products
HABITT: Retail home & commercial furnishings & accessories
IBL UNISYS: Technology System Integrator
IBL Logistics : Transportation , Distribution & Warehousing

THE IBL GROUP

OUR FAMILY AND THEIR AFFILIATES

CORPORATE STRUCTURE



INDUSTRY



INDUSTRY



- Total FMCG industry size is about **PKR 42 trillion**
- The industry is expected to grow at **7.6%** on average
- Dutch consumer giants like **Unilever**, **Engro** and **Turkish & Chinese** investors have shown significant interest in Pakistan and have plans to invest heavily in Pakistan
- E-commerce is growing at a significant rate
- Improving economic situation and interest of Govt. of Pakistan in attracting foreign interest in the country is likely to impact the local industry.
- Skilled labor, quality raw material and sustainable political environment shall assist in growth and establishment of in sectors specially consumer goods.
- Curtailment of imports and focus on local consumption and exports are indicators of boost for this industry.

COMPETITION





MULLER & PHIPPS
PAKISTAN (PRIVATE) LIMITED

Lay's	Novartis	3M	Maaza	Castrol	Unilever	Cow & Gate



The
Abudawood
Way

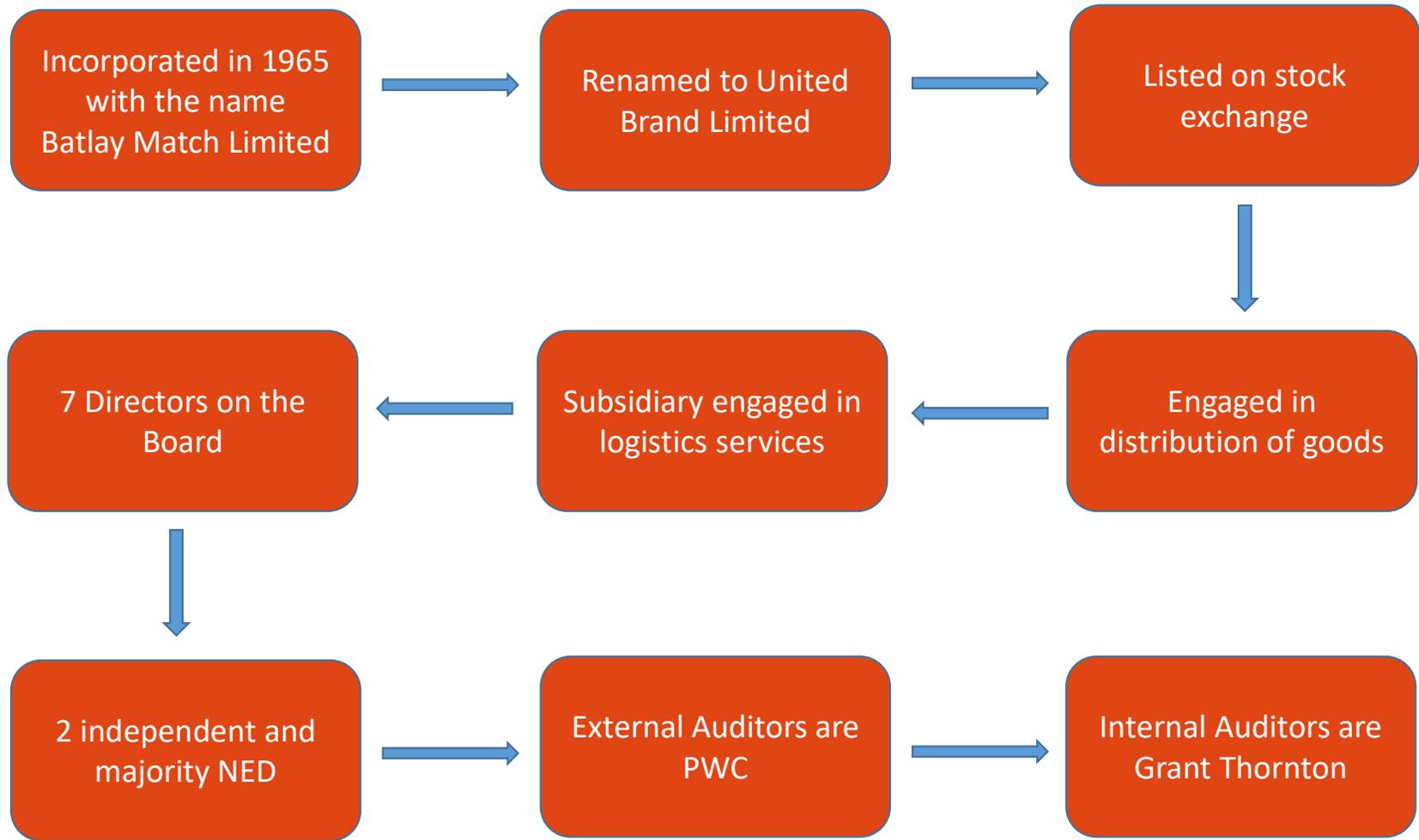
P&G	Gillette	Nutella	Maaza	Duracell	Pampers	Rupali



					
Bake Parlor	Cadbury	Shield	Jaam-e-Sheeren	Red Bull	Reckitt Benckiser

THE COMPANY





BUSINESS ACTIVITIES

Import & Clearance

Handling imports and clearance of goods shipped from across the world. Managing customs clearances and shipping agents



Primary & Secondary Transportation

Managing primary, secondary and customized transportation Services for internal and External customers



Warehousing

Warehouses across the country to store the products and efficient supplies to meet the customers' needs.



Sales and Distribution

Highly motivated and experienced sales organization to power your goods onto the retailer's shelf.



Value Addition Services

Energetic and innovative marketing team to develop and execute marketing and trade marketing activities. From developing media content to digital and product development and research.



Customer Services

Dedicated team to settle real time customer queries.



**Holds the largest distribution infrastructure
in Pakistan**

United Brands
& IBL Logistics
Operating under
the IBL Umbrella

**100 Digital Branches
Network**

Nationwide
Reach



DISTRIBUTION NETWORK

Map data ©2013 AutoNavi, Google - Edit in Google



OUR CURRENT BUSINESS PARTNERS





OUR CURRENT BUSINESS PARTNERS

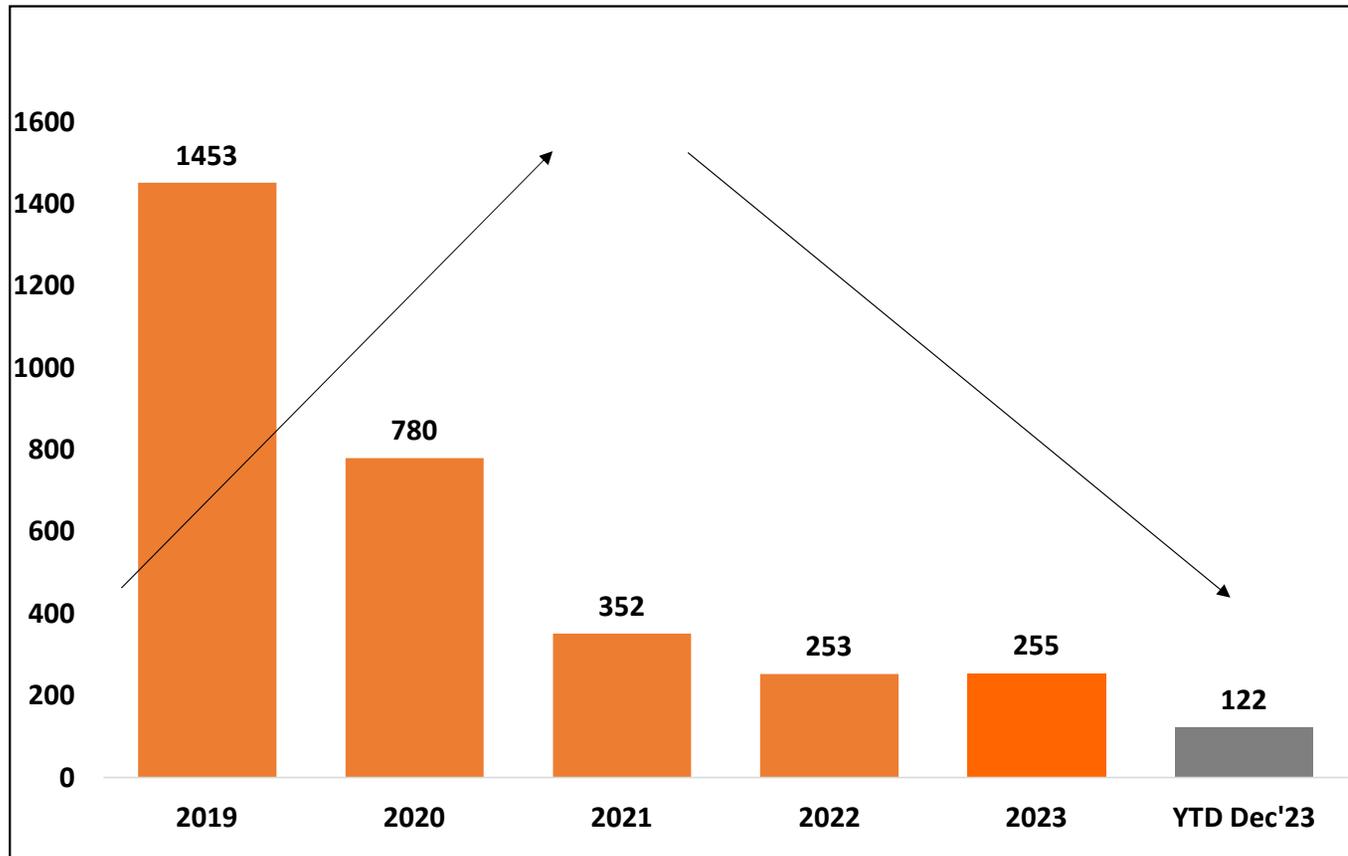


FINANCIAL INFORMATION

Rs.'000'	2019	2020	2021	2022	2023	Dec-23
Revenue	4,052,412	3,574,526	3,286,744	3,265,824	2,526,888	1,238,098
Gross profit	1,029,938	886,708	529,813	536,460	346,850	136,357
Total expenses	(859,699)	(752,282)	(390,399)	(389,292)	(324,672)	(141,229)
Other expenses	(145,487)	(117,858)	37,103	(25,894)	(25,693)	(1,912)
Operating profit/(loss)	(47,552)	16,568	176,517	121,274	(3,515)	(6,784)
Finance costs*	(324,714)	(138,028)	(47,121)	(42,212)	(59,353)	(29,497)
Profit/(loss) after tax	(550,388)	(259,546)	61,840	21,756	(101,263)	(59,460)

*Includes exchange losses

Borrowings– 2019 to 2023 - PKR 'Million'



Borrowings were Shariah compliant finances from 4 different banks

In past years, borrowings have been reduced, which were on higher side due to finance margin against imports.

FINANCIAL INFORMATION

Rs.'000'	2019	2020	2021	2022	2023	YTD Dec-23
Shareholders' Equity	306,536	46,990	108,830	130,586	29,323	(30,137)
Liabilities	2,240,083	1,770,983	1,343,183	1,470,852	1,392,100	1,531,410
Non-Current Assets	6,918	19,243	17,720	15,580	19,695	20,693
Current Assets	2,539,701	1,798,730	1,434,293	1,585,858	1,401,728	1,480,310

FUTURE PLANS & OUTLOOK

FOCUS ON LOCAL MANUFACTURING ACCOUNTS AND DEVELOP OWN BRANDS

Future Outlook

**Portfolio
Enhancement**

THANK YOU

