



Corporate Briefing.

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Tariq Corporation Ltd.  
**Corporate Briefing.**  
As on 30th September, 2023





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## Our Footprint and Group Structure

- Tariq Corporation Ltd. (Parent Company)
  -
- Tariq Capital (Pvt) Ltd. (Subsidiary Company)
  -
- Tariq Welfare Foundation. (Associate undertaking)



## Authorized Capital.

- Ordinary Share Capital                      Rs 530.00m
- Pref. Share Capital                              Rs 150.00m
- Total    **Rs 680.00m**

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# Outlook and Challenges.

- **Price Fluctuations:** Sugar prices can be volatile, impacting the profitability of sugar producers.
- **Government Policies:** Changes in government policies, such as subsidies, taxation, and import/export regulations, can significantly affect the sugar industry.
- **Supply Chain Issues:** Issues in the supply chain, such as transportation bottlenecks and storage problems, can impact the timely delivery of sugar.
- **Water Scarcity:** Agriculture, including sugarcane cultivation, is water-intensive. Water scarcity or mismanagement can affect crop yields.
- **Energy Costs:** The sugar industry relies heavily on energy for production processes. Fluctuating energy costs can impact overall production expenses.
- **Market Dynamics:** Global market trends and competition can affect Pakistan's sugar exports and imports.
- **Climatic Conditions:** Weather conditions, including unpredictable rainfall and temperature variations, can impact sugarcane cultivation.





# How to improve the landscape.

- Overcoming challenges in the sugar industry in Pakistan requires a comprehensive and multi-faceted approach involving government, industry stakeholders, and the agricultural community. Here are some potential strategies to address key challenges:
- **Water Management:**
  - Implement efficient irrigation practices and promote water-saving technologies to address water scarcity issues. This could include the use of drip irrigation and water-efficient cultivation methods.
- **Government Policies and Regulation:**
  - Establish stable and transparent policies that provide a conducive environment for the sugar industry. Consistent policies related to subsidies, taxation, and import/export regulations can create a more predictable business environment.
- **Research and Development:**
  - Invest in research and development to improve sugarcane varieties, enhance crop yield, and develop more efficient production processes. This can be done through collaborations between government research institutions and the private sector.
- **Supply Chain Optimization:**
  - Improve the efficiency of the supply chain by addressing transportation bottlenecks and storage issues. Modernizing infrastructure and logistics can help in timely delivery and reduce wastage.
- **Energy Efficiency:**
  - Invest in renewable energy sources and promote energy-efficient practices in sugar production. This can help reduce the impact of fluctuating energy costs on the industry.
- **Market Diversification:**
  - Explore and develop new markets for Pakistani sugar. This may involve participating in international trade agreements, understanding global market trends, and adapting to changing consumer preferences.
- **Climate-Resilient Agriculture:**
  - Promote climate-resilient agricultural practices and provide farmers with information and tools to adapt to changing climatic conditions.





## Business Continuity Plan.

• At Tariq Corporation, we understand the importance of unwavering business operations, especially during unforeseen challenges. Our meticulously crafted Business Continuity and Disaster Recovery plan embody our commitment to seamless operations.

- **1 Data Mastery**

- Seamless data recovery for uninterrupted operations.

- **2. Leadership Guardianship**

- Leadership-driven development and execution of our robust plan.

- **3. Agile Planning**

- Adaptation to evolving business needs for sustained relevance.

- **4. Empowered Workforce**

- Tailored training empowering employees for effective response.

- **5. Security Assurance**

- Uninterrupted production ensured through advanced security measures.



# Corporate Social Responsibility.

- Tariq Corporation Ltd is committed to community well-being through education and health. These facilities are being provided to community through Tariq Welfare foundation which is associate concern of TCL.

- **Education Enrichment Program:**

- **1. Scholarships and Awards for High Achievers:**
  - Recognizing academic excellence, Tariq Welfare Foundation provides special incentives, including scholarships and awards, to high-achieving students in school exams.
- **2. Sports Competitions:**
  - Fostering a spirit of camaraderie and healthy competition, our foundation sponsors sports competitions for school children. This initiative not only promotes physical well-being but also instills valuable life skills.
- **3. Inter-School Handwriting Competitions:**
  - Promoting creativity and fine skills, we organize inter-school handwriting.



## Healthcare Initiative:

### **. Doorstep Primary Medical Facilities:**

- Our healthcare initiative brings primary medical facilities directly to the doorsteps of our extended community.

### **2. Comprehensive Medical Teams:**

- Three dedicated teams comprising qualified doctors, paramedical staff, and mobile dispensaries serve patients throughout the year.

### **3. Diagnostic Facilities and Preventive Treatment:**

- In addition to doorstep care, we provide diagnostic facilities and preventive treatments.

### **4. Free Medicines Distribution:**

- The foundation is committed to making healthcare accessible to all. Free medicines are distributed to patients, alleviating the financial burden on those in need.

## Operational Overview.

Crushing Data		2022-23	2021-22
Sugarcane Crushed	MT	616,377,700	914,572,899
Sugarcane Crushed	Mounds	15,409,442	22,864,322
Sugar Produced	MT	6,011,960	80,125
Sugar Produced	Mounds	1,202,392	1,602,500
Sugar Recovery %		9.76%	8.76%
Molasses Produced		29,725	44,860
Molasses Recovery %		4.82%	4.90%

## Financial Overview

	2022-23	2021-22
	Rs(000)	Rs(000)
Sales-Net	7,832,780	6,286,543
Gross Profit	973,174	480,153
Operating Profit	599,981	193,718
Profit(Loss) Before Taxation	578,679	(119,752)
Taxation	(237,630)	(79,103)
Profit after Taxes	341,149	(198,856)
Basic Earnings per share	6.44	(3.80)
Total Assets	6,930,690	7,608,546



## Dividend Policy.

Tariq Corporation Ltd, a prominent public limited company on the Pakistan Stock Exchange, has consistently prioritized shareholder value through its robust dividend policy. In the fiscal year 2021-22, the company declared a generous 10% dividend for preference shareholders, continuing this commitment into FY 2022-23. The recent 57th Annual General Meeting held on January 23rd, 2024, marked a significant announcement – the payment of dividends for the last two fiscal years. True to its legacy, Tariq Corporation promptly disbursed the declared dividends to its preference shareholders, reaffirming its dedication to shareholder satisfaction. With a rich history of financial excellence, the company looks forward to a future marked by continued prosperity and sustained value for its shareholders.



## Issuance of Right shares.

The company recently unveiled a significant opportunity for its ordinary shareholders - the announcement of 25% right shares offering. Priced at an attractive Rs 15 per share, which includes a premium of Rs 5, this initiative is designed to empower and involve ordinary shareholders in the company's growth journey. It reflects the company's commitment to providing existing shareholders with a valuable avenue for further investment at a favorable price point. This strategic move not only fosters financial inclusivity but also demonstrates the company's confidence in its future prospects.



# Q&A







Thank you.

