



Corporate Briefing

For 30 September, 2024

Tariq Corporation Limited

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Brief History

Tariq Corporation Limited, established in 1966 and listed on the Pakistan Stock Exchange, is a distinguished pioneer in the country's sugar sector, twice recognized among Pakistan's top 25 companies. With deep-rooted ties to local sugarcane growers, the company has thrived across three generations. Since the current sponsors took over in 2015, TCORP has undergone transformative modernization through continuous BMR initiatives. Located in Jaranwala, a prime sugarcane-growing region near Lahore and Faisalabad, the company leverages the area's optimal climate and fertile soil. The transition to defecation remelt sulphuration in 1986-87 modernized its operations, ensuring efficiency and superior production. Committed to innovation, TCORP is implementing cutting-edge efficiency enhancements to optimize steam consumption, conserve bagasse, and drive profitability—initiatives already yielding tangible financial gains.

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Key Milestones:

1. **1966** – Incorporated in Karachi and commenced business operations.
2. **1968** – Began trial production and launched commercial production.
3. **1986-87** – Upgraded to the **Defecation Remelt Sulphuration** process.
4. **2015** – Initiation of **BMR-driven transformation**.
5. **Present** – Implementing **efficiency-enhancing upgrades** to improve productivity, optimize resources, and boost profitability.

Equity Structure



Authorized Capital:

• Ordinary Share Capital	Rs	700.00m
• Pref. Share Capital	Rs	150.00m
Total	Rs	850.00m

Future outlook



For the 2024-2025 crushing season, the Government of Punjab has taken a significant step towards a free-market economy by refraining from setting a sugarcane support price, a move expected to enhance market efficiency for both producers and consumers. However, sugar production is projected to decline due to a 20-30% drop in per-acre yield and lower sucrose content, primarily caused by a heatwave and adverse climatic conditions—a nationwide challenge for the sugar industry. Despite these hurdles, the company commenced crushing on November 18, 2024, earlier than last year, and has already processed 300,000 tons by December 31, 2024, surpassing previous-year levels. While yields remain lower, operational efficiency is driving higher sugar output, positioning the company for stronger financial performance. With the sugar market stabilizing due to the export of previous surpluses, profitability and operational margins are set to improve significantly in the upcoming season.



How to improve the landscape.

A resilient and competitive sugar sector demands innovation, efficiency, and policy support. Key strategies include:

- Smart Water Use** – Implement drip irrigation and water-saving techniques to combat scarcity.
- Stable Policies** – Ensure transparent regulations, streamlined taxation, and trade-friendly policies.
- R&D Investment** – Enhance sugarcane genetics, yield, and efficient production through innovation.
- Optimized Supply Chain** – Upgrade logistics and storage to reduce waste and boost efficiency.
- Energy Efficiency** – Adopt renewable energy and cost-saving technologies in production.
- Market Expansion** – Tap into global markets and adapt to evolving consumer demands.
- Climate Resilience** – Equip farmers with adaptive techniques to mitigate climate risks.

By integrating sustainability and modernization, Pakistan's sugar industry can achieve long-term profitability and global relevance.

Business Continuity Plan.

The Board of Directors ensures the Company has a comprehensive Business Continuity and Disaster Recovery (BCDR) plan in place to protect its operations, assets, and data in case of extraordinary events. The Management is responsible for developing and executing the plan, which includes employee training and regular backups of both physical and virtual assets. Security measures are in place at the plant to ensure uninterrupted production, regardless of external factors. The Company also conducts detailed process documentation, which serves as Standard Operating Procedures (SOPs) to guide operations.

Key Points:

- Comprehensive BCDR plan to protect operations and assets.
- Regular backups of critical systems and assets.
- Management ensures plan execution and employee training.
- Security measures for uninterrupted production.
- Detailed process documentation as SOPs.
- Security of assets through proper insurance policy.

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 TCORP.

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.

3. Healthcare:

Subsidized healthcare for Community.

Operational Overview

		2023-24	2022-23
Quantitative Data			
Cane Crushed	MT	570,050	616,378
Cane Crushed	Maunds	14,251,262	15,409,450
Sugar Produced	MT	58,183	60,120
Sugar Produced	Bags	1,163,661	1,202,400
Recovery%-Sugar	% age	10.21%	9.76%
Molasses Produced	MT	28,588	29,725
Recovery%-Molasses	% age	5.01%	4.82%
Operating Days	Days	102	97

Financial Highlights

	2023-24	2022-23
Sales-NET (Millions)	6,876.50	7,832.78
Gross (Loss) / Profit	(419.12)	973.17
Operating (Loss) / Profit	(752.16)	599.98
(Loss) / Profit Before Taxation	(221.31)	578.68
Taxation	330.31	(130.82)
Profit after Taxes	21.12	341.04
Basic Earnings per share	0.36	6.44
Total Assets	8,447.17	6,930.69
Current Liabilities	3,925.40	2,017.97
Capital Employed	4,521.77	4,912.72
Ratios		
Gross (Loss) / Profit Ratio	-6.10%	12%
Net Profit Ratio	0.31%	7%
Current Ratio	0.698	0.570
Break up value of share	50.41	76.38

The background features a light blue gradient with several 3D-rendered, semi-transparent blue and purple spheres and larger, irregular shapes that resemble bubbles or soft, rounded forms. These elements are scattered across the frame, with a larger cluster on the left side and smaller ones towards the bottom and right.

Questions & Answers

Thank you

The background features a light blue gradient with several 3D-rendered elements. On the right side, there is a large, complex, organic shape in shades of blue and cyan, resembling a splash or a cluster of bubbles. Scattered throughout the scene are various spheres of different sizes and colors, ranging from light cyan to deep blue. The overall aesthetic is clean, modern, and celebratory.