

33 Years of Continued Excellence



JDW Sugar Mills Limited
Corporate Briefing Session
28 January 2023



Company Overview

Introduction

JDW Group is the progressive industrial house of the country. Sugar manufacturing & sale is the core business of the Group and is also renowned for support of innovative Farming techniques which augment the core business. Further, in 2014 the Company has also entered into renewable energy projects for generation & sale of electricity.

JDW Sugar Mills Limited was incorporated in Pakistan on 31 May 1990 as a private limited company and was subsequently converted into a public limited company on 24 August 1991. The Company has three business segments.

Sugar

Co-Generation Power

Corporate Farms

Sugar

The Sugar Segment comprises of three Sugar Mills and is One of the Largest Group which Contributes Approximately 12% of Country's Sugar Production. The Mills are located across the belt where Sucrose Recovery is highest in the Country.

JDW Unit-I

- Incorporated in May 1990
- Located at Rahim Yar Khan, Punjab

JDW Unit-II

- Acquired by JDW in November 2005
- Located at Rahim Yar Khan, Punjab

JDW Unit-III

- Incorporated in June 2006
- Located at Ghotki, Sindh

DSML

- Incorporated in July 2010
- Located at Ghotki, Sindh

Co-Generation Power

The Company's Power Plants are the First to Materialize under NEPRA's upfront bagasse tariff. The Company has been successful in completing and commissioning its two high-pressure Co-Generation plants at Unit-II (Sadiqabad) and Unit-III (Ghotki).

The Company in the larger national interest and sustainability of the power sector, voluntarily agreed to alter its existing contractual arrangements with the CPPA-G for the sale of electricity. In this respect, the Company entered into a "Master Agreement" and an "EPA Amendment Agreement" (hereinafter referred to as 'Agreements') on February 12, 2021.

JDW Unit-II

- Generation Capacity of 26.60 MW
- Started Commercial Operations on 12 Jun 2014

JDW Unit-III

- Generation Capacity of 26.83 MW
- Started Commercial Operations on 03 Oct 2014

Corporate Farms

JDW is managing the largest Sugarcane Farms in the Country. Since year 2001, initially it started with 1,000 acres of Agri Land which subsequently extended up to 30,000 acres approx. By using knowledge, experience together with modern tools and machinery and distinctive agronomic strategies, JDW has been able to built highly efficient and eco-friendly farms with higher yields. Company's unique farming techniques have also led to the capacity building of existing farmers thereby resulting in improved and reliable cane supply to JDW Group approximately 7% of total crushing. Land area of corporate farms is as follows:

Punjab	12,577 Acres
Sindh	12,393 Acres
Total	24,970 Acres

Subsidiaries

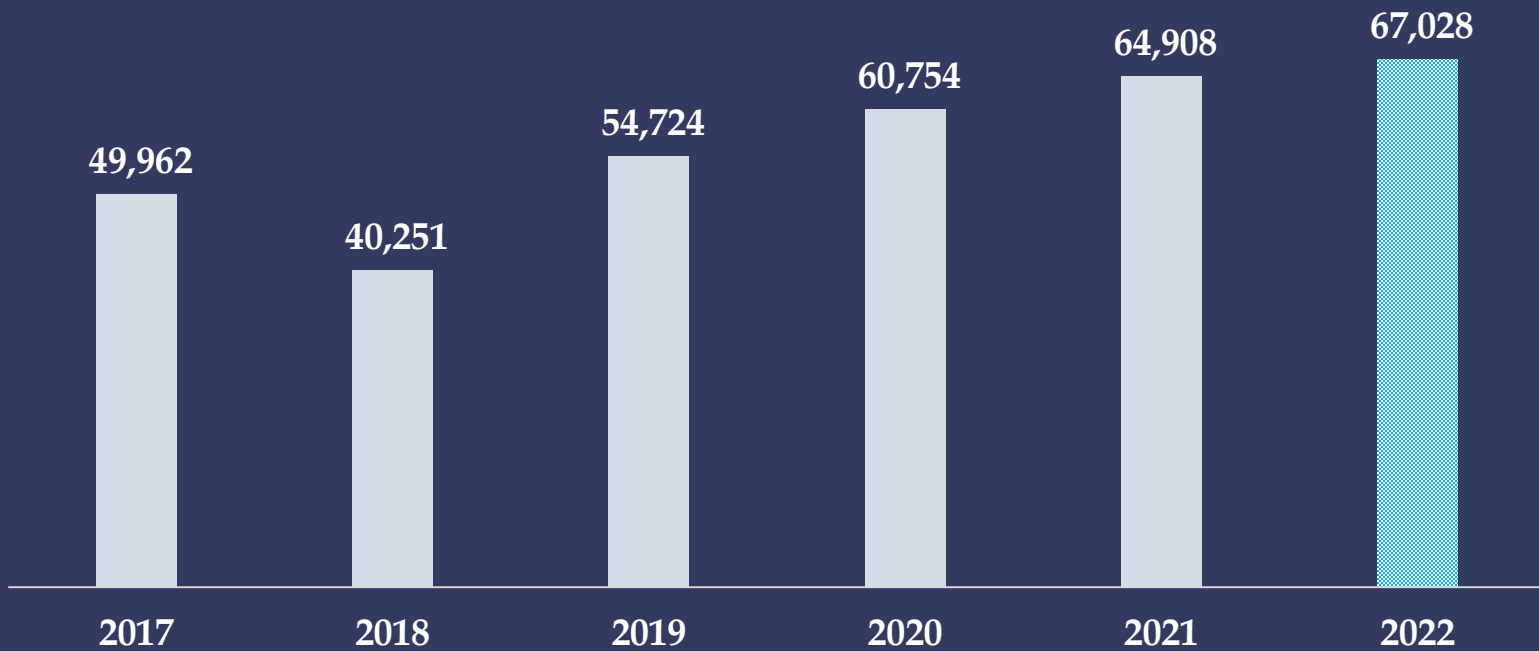
Company Name	Function	Holding %age	Current Status
Deharki Sugar Mill (Pvt.) Ltd.	Production & Sale of Crystalline Sugar	100%	Operational
Ghotki Power (Pvt.) Ltd.	45MW Bagasse Based Co-Generation	100%	Non- Operational & Project is on Hold
Sadiqabad Power (Pvt.) Ltd.	45MW Bagasse Based Co-Generation	100%	Non- Operational & Project is on Hold
Faruki Pulp Mills Ltd.	Manufacture of Paper Pulp	57.67%	Disposal of Assets under Process

Financial Highlights

Financial Highlights

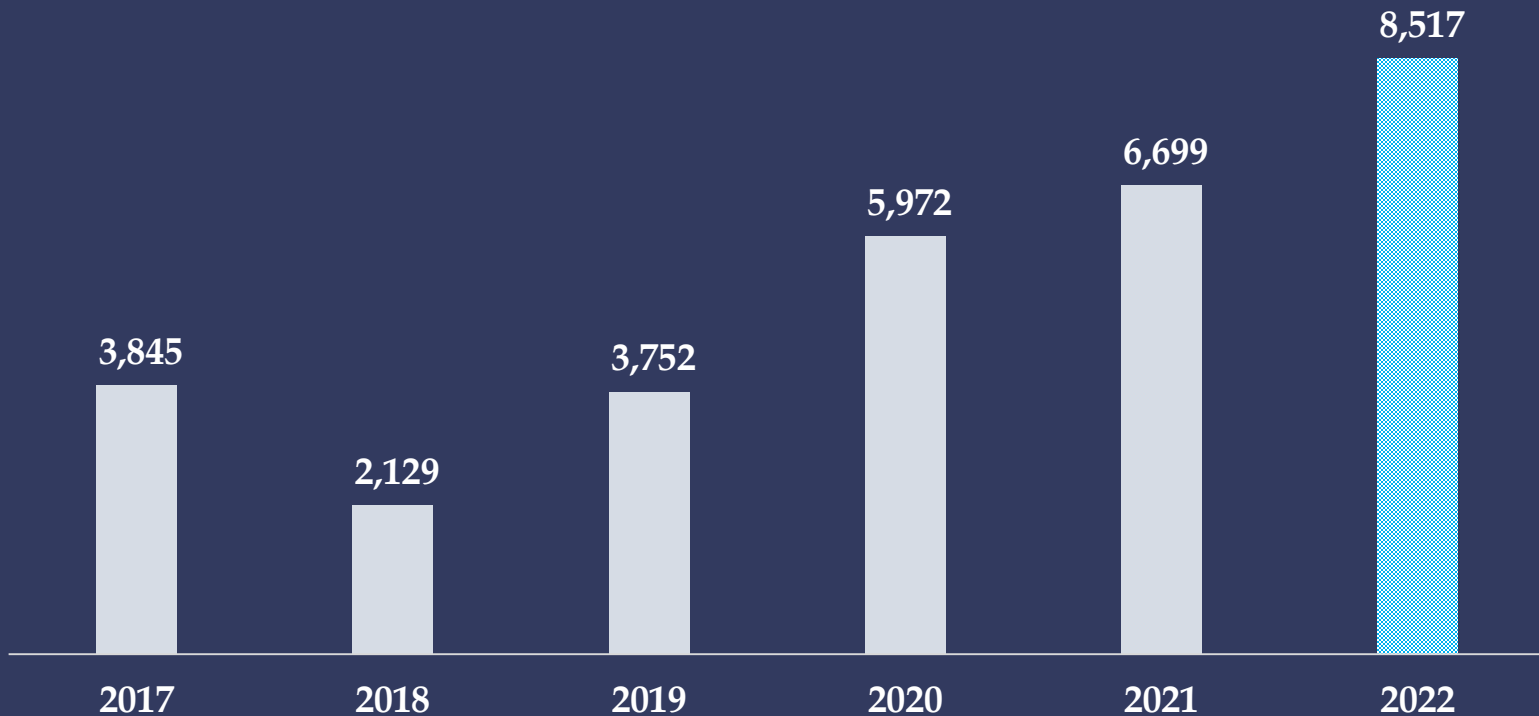
Gross Revenue

(Rupees in Million)



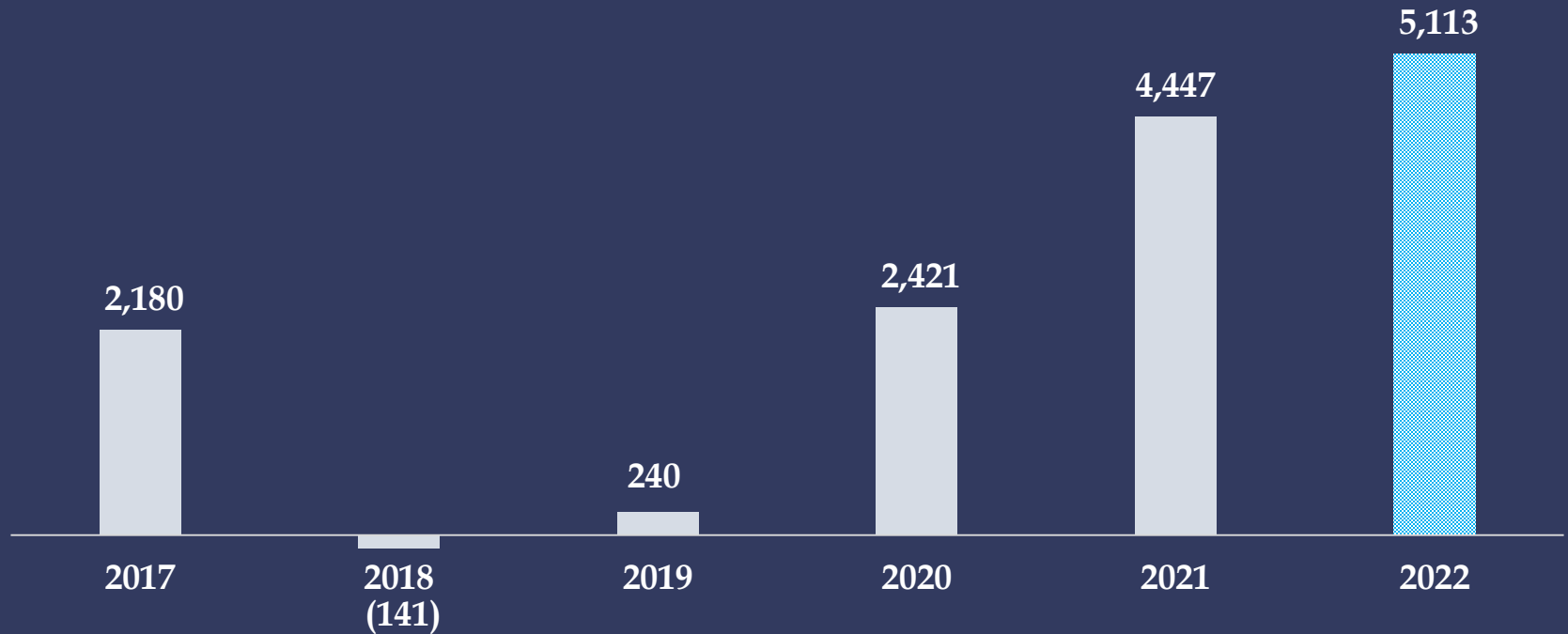
Financial Highlights

Profit from Operations (Rupees in Million)



Financial Highlights

Profit / (Loss) before tax (Rupees in Million)



Financial Highlights

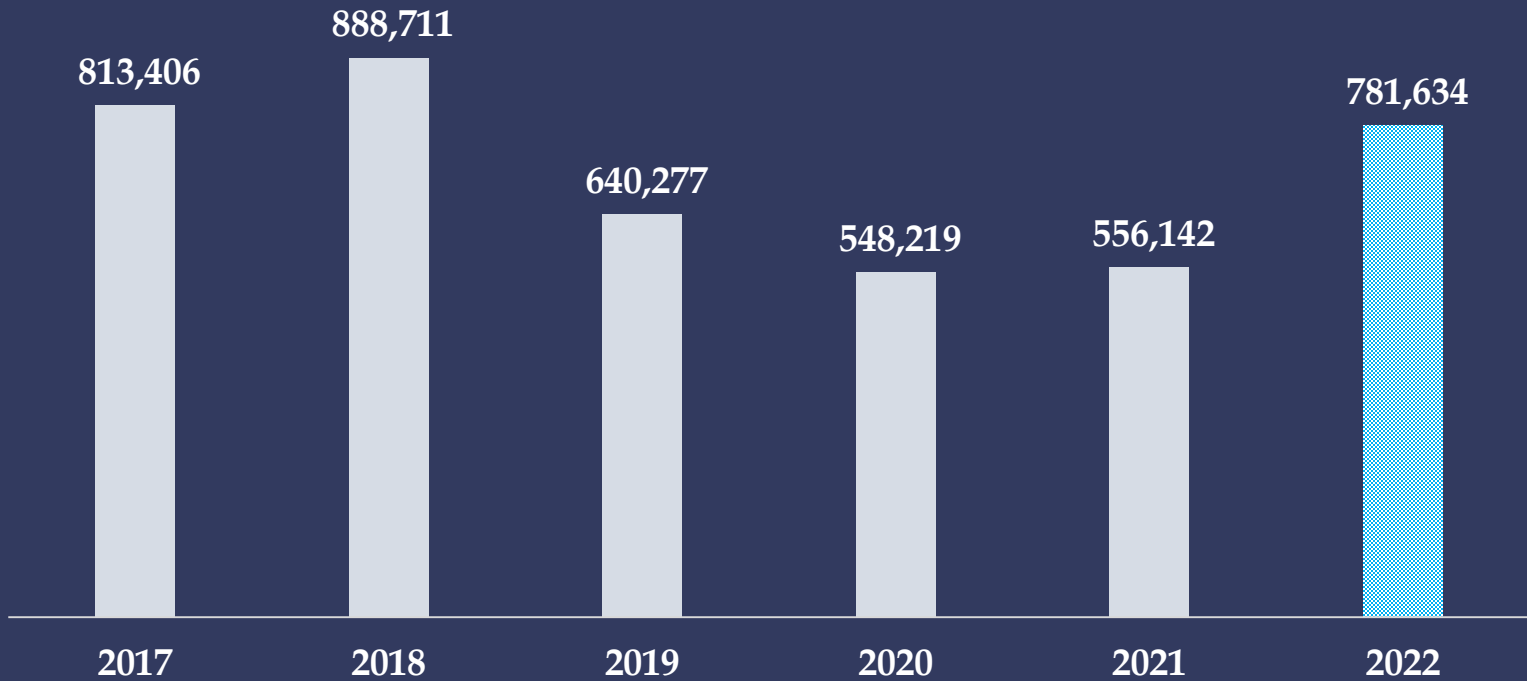
(Rupees in thousand)

	2022	2021	2020	2019	2018	2017
Gross sales	67,027,986	64,908,275	60,754,018	54,724,042	40,251,476	49,962,325
Revenue from contracts with customers	58,887,908	56,800,292	52,457,860	49,119,853	37,264,506	45,431,957
Cost of revenue	49,737,504	46,664,716	44,867,941	43,903,668	34,517,475	40,807,425
Administrative and selling expenses	2,207,964	1,954,335	1,706,550	1,303,568	1,088,427	1,184,061
Finance cost	3,404,137	2,251,743	3,550,397	3,511,601	2,269,761	1,665,294
Other expenses	393,288	3,692,881	584,371	754,316	5,238	166,528
Other income	(1,967,634)	(2,210,705)	(672,739)	(593,359)	(475,637)	(571,049)
Profit from operations	8,516,787	6,699,065	5,971,737	3,751,660	2,129,003	3,844,992
Profit / (loss) before taxation	5,112,649	4,447,322	2,421,340	240,060	(140,758)	2,179,698
Profit / (loss) after taxation	3,950,558	4,878,296	1,398,517	553,296	(203,441)	1,588,396
Basic earnings / (loss) per share	Rs. 66.09	81.61	23.40	9.26	(3.40)	26.57
Dividend - cash	% 275	100	-	100	-	130

Operational Data

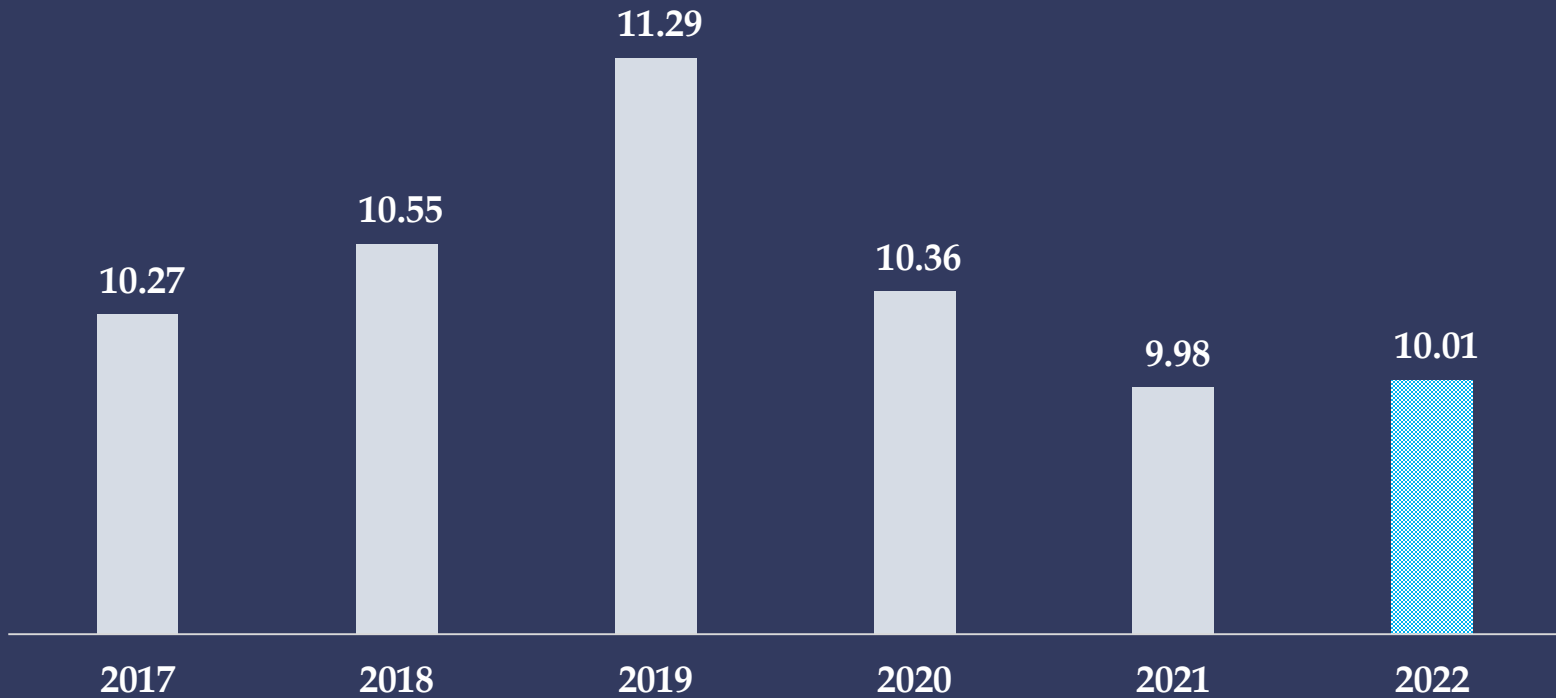
Operational Data

Sugar Production (M.Tons)



Operational Data

Sucrose Recovery (%)



Operational Data

		2022	2021	2020	2019	2018	2017
Unit - I							
Sugar production	M.Tons	336,630	255,396	260,845	287,394	409,507	357,733
Sugar recovery	% age	10.16	10.06	10.58	11.61	10.91	10.14
Molasses production	M.Tons	156,887	112,167	102,835	96,101	175,655	154,437
Molasses recovery	% age	4.74	4.42	4.17	3.88	4.68	4.38
Unit - II							
Sugar production	M.Tons	235,506	159,800	153,173	190,304	255,879	247,926
Sugar recovery	% age	9.78	9.85	10.23	11.40	10.54	10.45
Molasses production	M.Tons	124,116	78,991	68,003	72,354	133,267	110,324
Molasses recovery	% age	5.15	4.87	4.54	4.33	5.49	4.65
Unit - III							
Sugar production	M.Tons	209,498	140,946	134,202	162,580	223,325	207,747
Sugar recovery	% age	10.02	9.99	10.09	10.65	9.97	10.30
Molasses production	M.Tons	102,488	65,104	58,749	62,882	113,728	83,072
Molasses recovery	% age	4.90	4.61	4.42	4.12	5.08	4.12
JDW Sugar Mills Limited							
Sugar production	M.Tons	781,634	556,142	548,219	640,277	888,711	813,406
Sugar recovery	% age	10.01	9.98	10.36	11.29	10.55	10.27
Molasses production	M.Tons	383,491	256,262	229,587	231,337	422,650	347,833
Molasses recovery	% age	4.91	4.60	4.34	4.08	5.02	4.39

Future Outlook

Future Outlook

Financial year 2022-2023 seems to be more challenging due to prevailing economic conditions of the country, increase in discount rate by SBP may cause drastic increase in finance cost of the Company and increase in sugarcane support prices by the provinces which increases the production cost of sugar with no adequate corresponding increase in the sugar prices. Further Government allowed only 250,000 tons of sugar for export against surplus stock of 1 million tons.

Crushing Season 2022-23

- Started on 25 Nov 2022 in Punjab Units & 27 & 28 Nov 2022 in our Sindh Units
- Sugar produced till 19 January 23 is 440,115 Tons
- Sucrose recovery from 10.02% to 11.02%

Sugarcane Support Prices

- Increased from Rs. 225 /40 kgs to Rs. 300/40 kgs in Punjab
- Increased from Rs. 250 /40 kgs to Rs.302/40 kgs in Sindh

Export of Sugar

- Government allowed only 250,000 tons of sugar for export against surplus approximately stock of 1 million tons

SBP Discount Rate

- Increase in discount rate from 15% to 16% by SBP which may also be further increased due to economic conditions of the Country

Questions & Answers

Thank You