

WELCOME

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CORPORATE BRIEFING SESSION

FOR THE YEAR ENDED JUNE 30, 2022

SEQUENCE OF PRESENTATION

- COMPANY PROFILE
- COMPANY'S FINANCIAL PERFORMANCE
- OPERATIONAL EFFICIENCIES
- FUTURE OUTLOOK / CHALLENGES
- Q & A SESSION

COMPANY'S PROFILE

BOARD OF DIRECTORS

Mrs. Samera Irfan	Chief Executive/ Executive Director
Mr. Rahat Ullah	Chairman/Non-Executive Director
Mr. Pir Waris Shah	Non-Executive Director
Mr. Pir Farhan Shah	Executive Director
Mr. Zia Ur Rehman	Non-Executive Director
Mr. Hazrat Bilal	Non-Executive Director
Mr. Khalil Ur Rehman	Non-Executive Director

AUDIT COMMITTEE

Mr. Khalil Ur Rehman	Chairman
Mr. Zia Ur Rehman	Member
Mr. Rahat Ullah	Member
Mr. Pir Farhan Shah	Secretary

HUMAN RESOURCE COMMITTEE

Mr. Pir Waris Shah	Chairman
Mr. Pir Farhan Shah	Member
Mr. Zia Ur Rehman	Secretary

COMPANY SECRETARY

Mr. Pir Farhan Shah

SHARE REGISTRAR

CDC

Share Registrar Services Limited
CDC House, 99-B, Block B
S.M.C.H.S., Main Shahreh e Faisal,
Karachi

BANKERS

National Bank of Pakistan
MCB Bank Limited
Askari Bank Limited
Samba Bank Limited
Habib Bank Limited

REGISTERED OFFICE

Khyber Tobacco Company Limited
Nowshera Road, Mardan
Tel: +92-937-844668, 844639
Fax: +92-937-843329

EXTERNAL AUDITORS

Yousuf Adil

Chartered Accountants
134-A, Abu Bakar Block,
New Garden Town
Lahore
Tel: +92(0)-42-3591 3595-7
Fax: +92(0)-42-3544 0521
www.yousafadil.com

INTERNAL AUDITORS

Shahid Ahmad & Co.
Chartered Accountants

CONTRIBUTION TO NATIONAL EXCHEQUER

- The Company in the year-2022 contributed an amount of Rs. 1.832 billion in the form of Federal Excise Duty, Sales tax, Income tax and other levies.

Corporate Values

Teamwork

Nobody can get there unless everybody gets there. We focus on leveraging collective efforts and nurture a culture of appreciating every job, big or small.

Fairness

Fairness is a professional skill that must be developed and exercised. We keep fairness paramount, we do what we say.

Belief

Achieving something requires belief in oneself, anything is possible for those who believe. We believe in our products, our processes, our partners and above all, we believe in each other.

Excellence

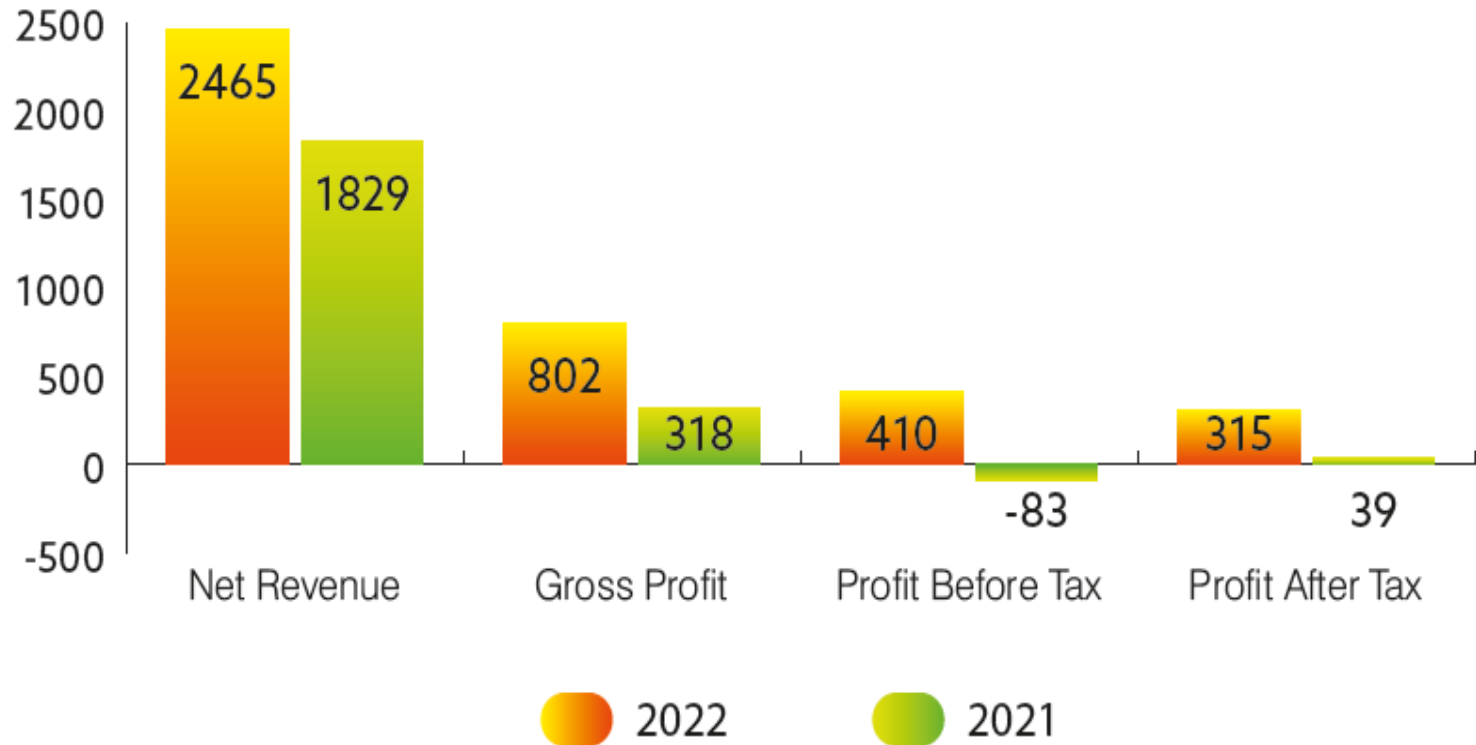
Excellence is not an exception, it is a prevailing attitude. We view excellence as a continuous process of raising the bar in everything we do.

Leadership

Business performance is driven by effective leaders who can truly inspire people to unleash their personal and collective potential. We provide leadership as a company and as individuals with vision, communication and passion



THE COMPANY'S FINANCIAL



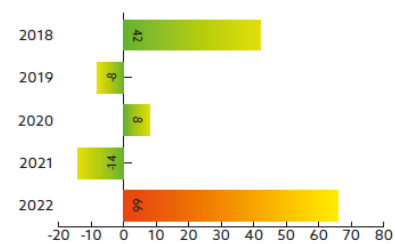
PRODUCTION AND SALES

PRODUCT	UNIT OF MEASUREMENT	PRODUCTION		SALE	
		2022	2021	2022	2021
RE-DRIED TOBACCO	KGS	1,764,426	1,688,142	1,626,260	45,416
CUT TOBACCO	KGS	1,098,700	858,470	285,100	108,700
CIGARETTES	STICKS (In Million)	833	854.55	892.82	859.24

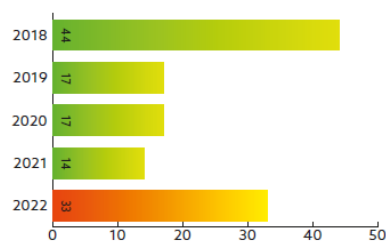
During the year under review, the company re-dried 1.76 million Kgs tobacco at its Green Leaf Threshing plant as compared to 1.68 million Kgs in the last year. Local and Export sale of re-dried tobacco has increased by 1.58 million Kgs in the year under review as compared to local sale in the previous year.

GRAPHICAL ANALYSIS

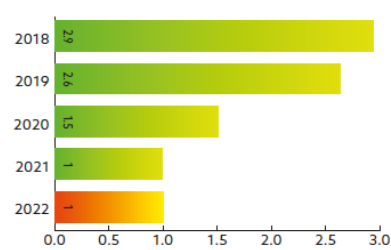
Earning Per Share - After Tax
(Rs.)



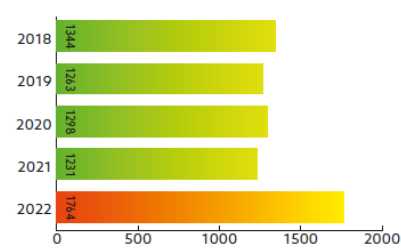
Gross Profit Margin
(%)



Current Ratio
(Times)



Shareholder's Equity
(Rs. in Million)



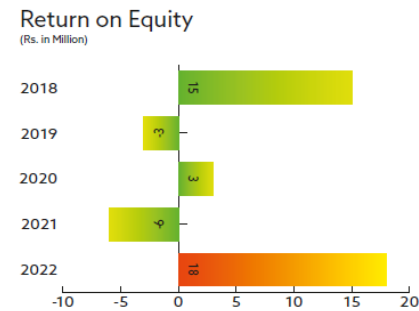
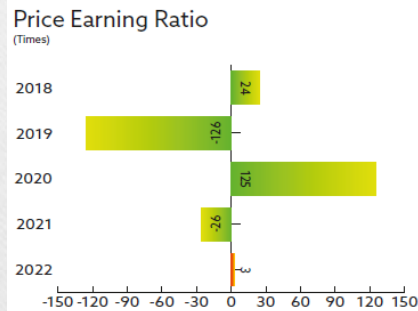
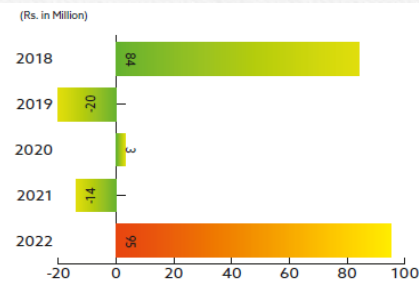
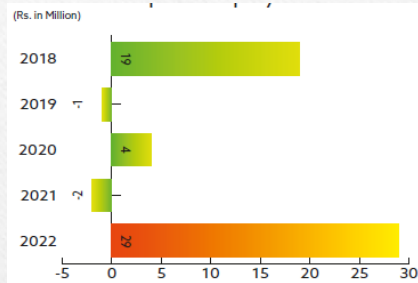
Sales Revenue vs Profit for the Year



Sales Revenue vs Profit for the Year

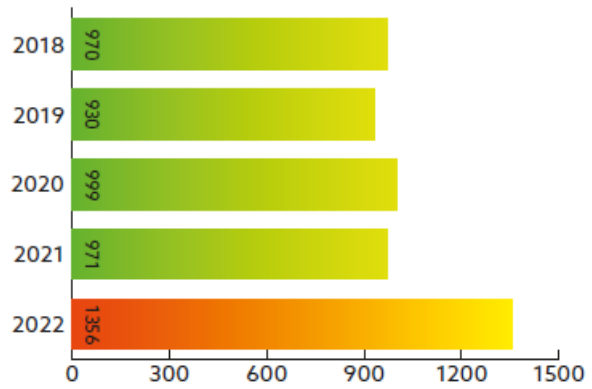


RETURN ON EQUITY (PERCENTAGE)



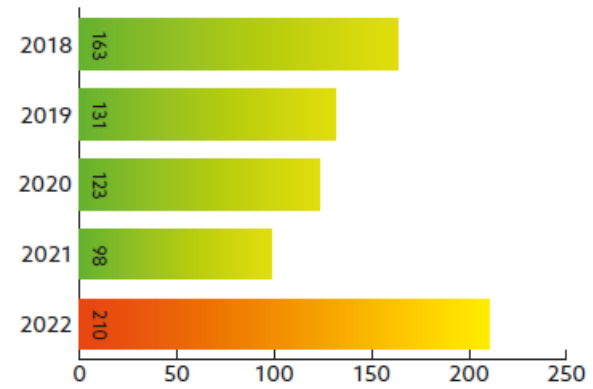
Reserves

(Rs. in Million)



Long Term Liabilities

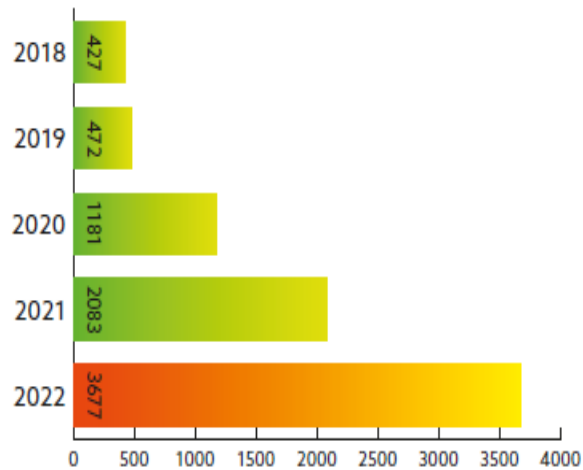
(Rs. in Million)



Current Assets and Current liabilities

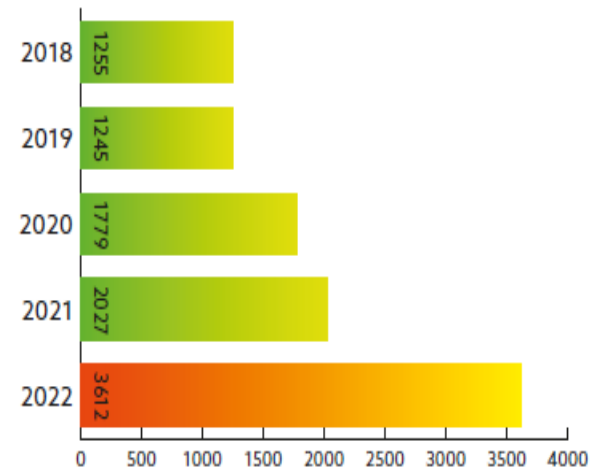
Current Liabilities

(Rs. in Million)



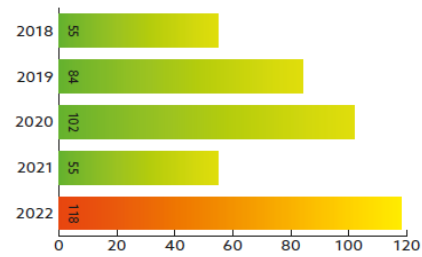
Current Assets

(Rs. in Million)

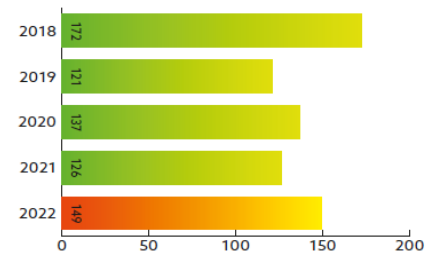


Operational Expenses

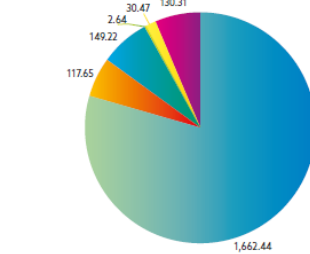
Selling & Distribution Expense
(Rs. in Million)



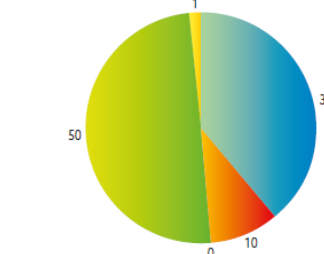
Administrative Expense
(Rs. in Million)



Breakup of Costs
(Rupees in Millions)



Breakup of Sales
(%)



HORIZONTAL ANALYSIS

	2022	2021	2020	2019	2018	2017
PROFIT AND LOSS ACCOUNT						
Net Sales	139.9	60.4	141.2	41.1	48.5	35.5
Cost of Sales	162.5	80.8	159.7	53.5	8.5	8.9
Gross Profit	103.7	(7.0)	80.1	0.5	180.2	123.0
Administrative Expenses	70.4	75.6	90.2	68.0	138.4	21.7
Distribution Cost	2,948.1	134.2	335.3	258.7	134.3	(83.5)
Other Operating Expenses	(87.5)	63.1	419.8	374.4	231.3	241.4
Operating Profit	89.4	135.9	(37.4)	(175.6)	230.2	274.7
Finance Cost	4,437.9	1590.2	349.4	941.1	116.1	(20.0)
Other Operating Income	1,289.8	76.9	40.7	318.8	332.6	(73.9)
Profit before Taxation	46.3	(202.3)	(48.3)	(172.1)	249.8	245.3
Taxation	4.8	(224.3)	(70.1)	(74.5)	625.7	679.6
Profit for the Year	66.1	(198.6)	(44.6)	(188.3)	187.1	172.9
BALANCE SHEET						
Share Capital & Reserves	115.2	63.7	72.7	68.0	78.8	9.0
Non-Current Liabilities	(60.9)	36.6	71.5	83.1	127.9	647.2
Current Liabilities	904.4	560.9	274.8	49.9	35.6	16.2
Total Equity and Liabilities	228.2	199.6	128.6	63.9	69.9	51.2

FINANCIAL PERFORMANCE

		2022	2021	2020	2019	2018	2017
Financial Performance- Profitability							
Gross Profit Margin	%	32.55	13.52	17.39	16.59	43.96	38.34
Net Profit Margin	%	21.62	(2.21)	2.11	(3.58)	17.75	18.49
Return on equity	%	17.88	(5.58)	2.97	(3.03)	14.87	16.33
Operating Performance- Liquidity							
Total Asset Turnover	Time	0.54	0.40	0.82	0.56	0.62	0.72
Fixed Asset Turnover	Time	1.45	1.11	2.56	1.66	1.69	2.06
Inventory Turnover	Time	1.16	1.22	2.26	1.32	0.99	1.18
Inventory Turnover	Days	314.98	300.17	161.33	275.60	367.80	309.65
Receivable turnover	Time	5.21	4.31	5.80	3.92	3.03	3.29
Receivable turnover	Days	70.08	84.68	62.96	93.23	120.54	111.08
Payable Turnover	Time	2.30	2.33	5.35	6.55	5.96	3.43
Payable Turnover	Days	158.82	156.46	68.21	55.73	61.24	106.43
Current Ratio		0.98	0.97	1.51	2.64	2.94	2.91
Quick Ratio		0.47	0.49	0.89	1.36	1.20	1.46
Capital Market/Capital Structure Analysis							
Earning per share (pre tax)	Rs	85.36	(17.28)	8.74	(12.17)	59.10	58.34
Earning per share (after tax)	Rs	65.62	(14.28)	8.02	(7.96)	41.57	39.51
Debt: equity	Rs	2.20	1.77	1.00	0.48	0.44	0.48

PATTERN OF SHAREHOLDING

Categories of Shareholders	Shareholders	Shares Held	Percentage
Directors and their spouse(s) and minor children			
MR. HAZRAT BILAL	1	10,000	0.21
MR. KHALIL UR REHMAN	1	10,000	0.21
MR. PIR FARHAN SHAH	2	20,412	0.42
MR. PIR WARIS SHAH	1	10,000	0.21
MR. RAHAT ULLAH	1	2,500	0.05
MR. ZIA UR RAHMAN	1	5,000	0.10
MRS. SAMERA IRFAN	1	2,125	0.04
Associated Companies, undertakings and related parties			
	-	-	-
NIT and ICP			
	1	1,116.00	0.02
Government Sector			
	1	46,950	0.98
Banks Development Financial Institutions, Non-Banking Financial Institutions			
	-	-	-
Insurance Companies			
	3	166,543	3.46
Mutual Funds			
	-	-	-
Mutual Funds			
	-	-	-
General Public			
a. Local	1126	4,514,737	93.91
b. Foreign	1	1,000	0.02
Foreign Companies			
	-	-	-
Others			
	7	16,981	0.35
	Totals	1147	4,807,364
			100.00

Share holders holding 5% or more	Shares Held	Percentage
MR. WASEEM-UR-RAHMAN	3,092,800	64.33

2022 Review

Business Environment - 2022

The Company continued to focus on enhancing productivity across its value chain by ensuring effective cost management, lean operations, and modernization of machinery infrastructure. KTC's export initiative the current year resulted increase in exports of 1013.8 million during the period under review. KTC export initiatives have significant potential to grow in the coming years generating additional valuable foreign currency inflows.

Increase in Export sale is evident from increase in net sales of Rs. 1.222 billion during the period under review as compared to net sales of Rs. 208 Million last years. Management of the Company has focused on local sales of cigarettes and has succeeded quite a lot in their endeavors to recover from the effects of low sales during the year. Management is continuously endeavoring to expand its local market by adding new customers to its existing customer base

Future Outlook/ Challenges

- High Raw Material cost
- Pricing pressure due to Govt. intervention
- FTR – impacting margins of imported Raw Material
- Implementation of track and trace system
- KTCL has expanded its business geographically and hence established growth opportunities in local market.
- Tobacco Exports orders in pipeline.
- Import of new latest cigarette making machines for enhanced quality production.

KHYBER TOBACCO COMPANY L





FIRE SAFETY DEPARTMENT







Q & A Session



Thank You

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