



UNITY FOODS LIMITED

FY 2022

CORPORATE BRIEFING



HIGHLIGHTS

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FY 2022
Revenue
PKR 87.7 Bn



4 Year Revenue
CAGR 22
137%



Gross Margins
FY22
9.4%



Market
Capitalization
PKR 15.6 Bn



Asset Base
FY22
PKR 63.2 Bn



Equity
PKRFY22
PKR 20.7 Bn



Digitization
Drive
SAP S/4 HANA



Credit Rating
Maintained
LT A



SGS
ESG Audit
Mar-22

*Market Cap as of Mar 30th, 2023

HIGHLIGHTS



PKR 87.7 Bn

Consolidated
Revenue FY 2022

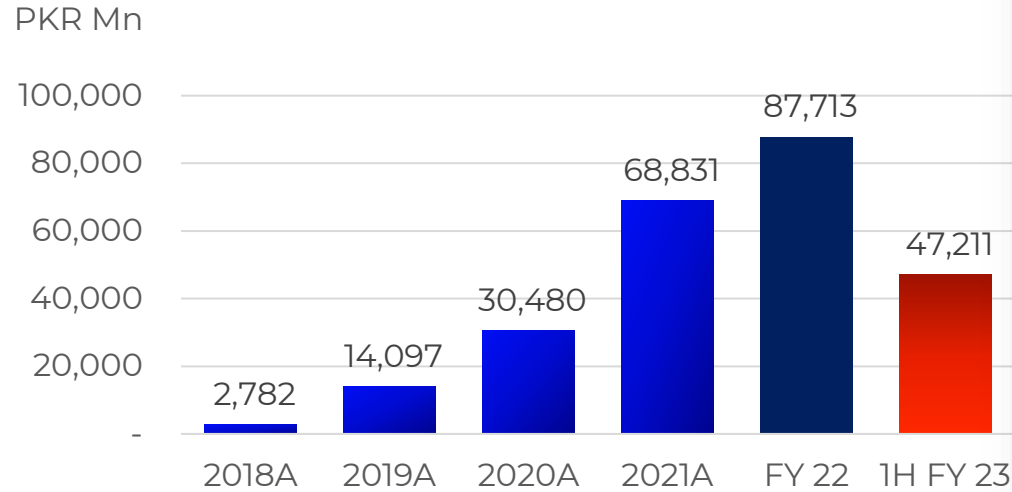
A

LT Credit Rating

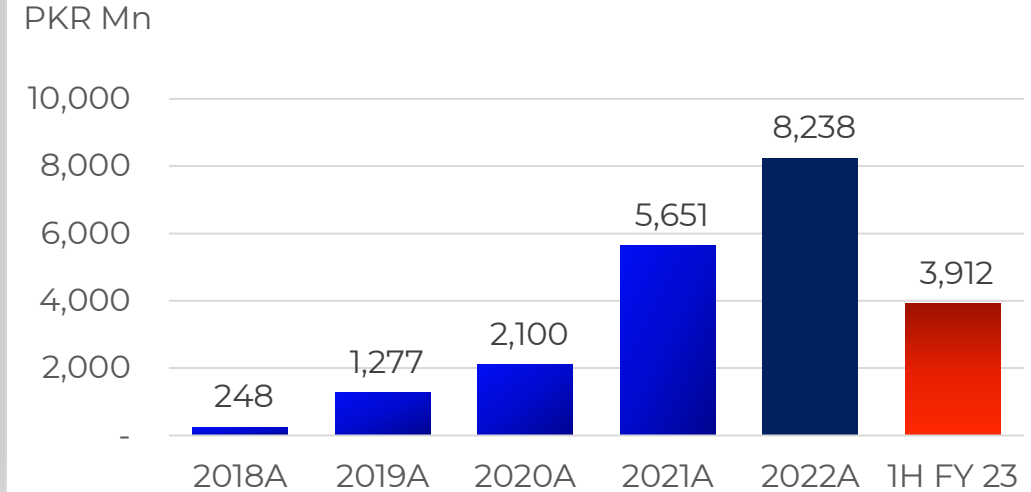
9.4%

Gross Margins
FY 2022

REVENUE (PKR Mn)

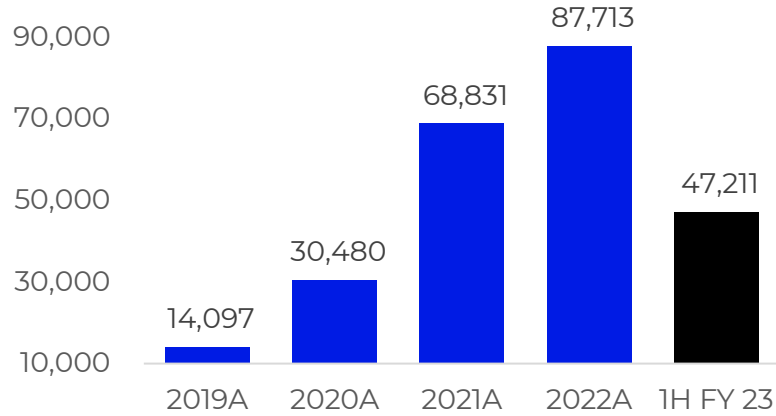


GROSS PROFIT (PKR Mn)

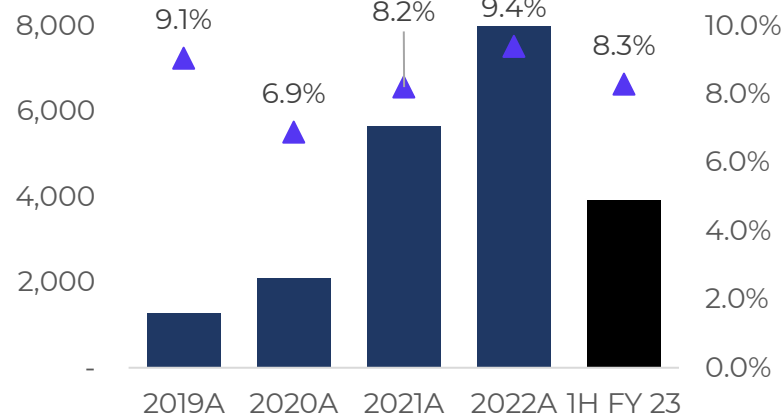


UFL CONSOLIDATED – FINANCIAL OVERVIEW

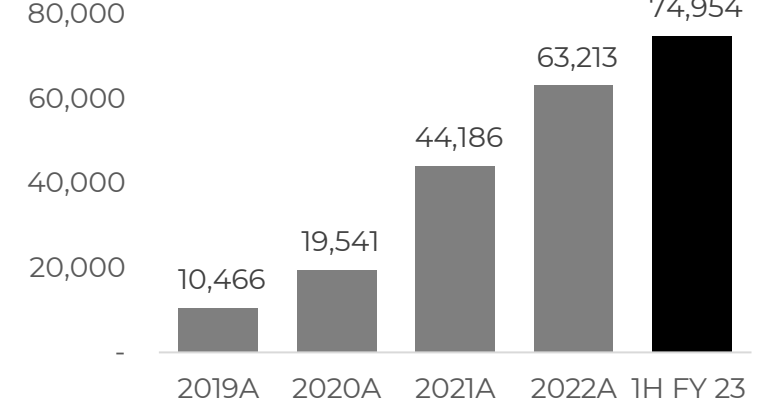
Revenue



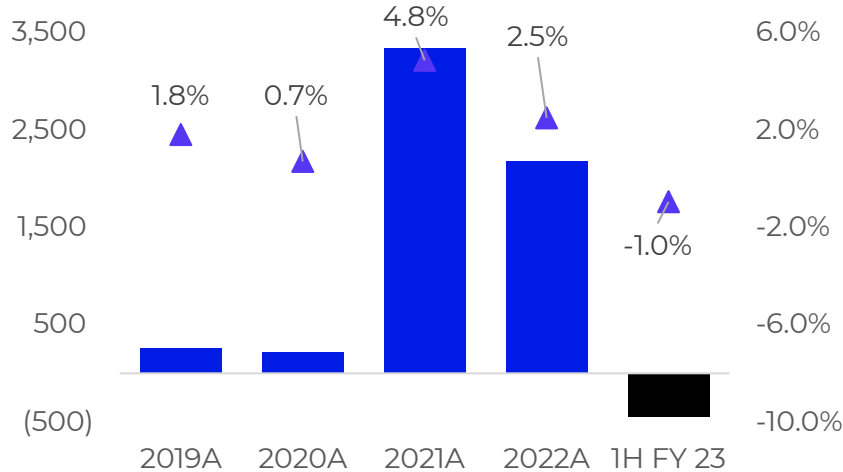
Gross Profit & Gross Margins



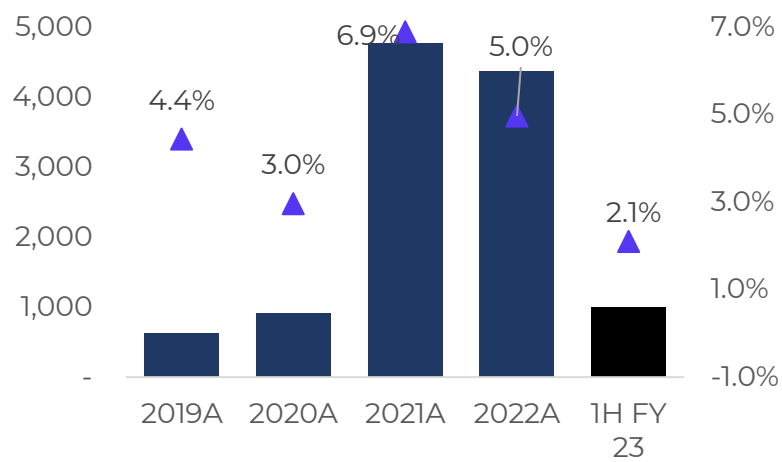
Total Assets



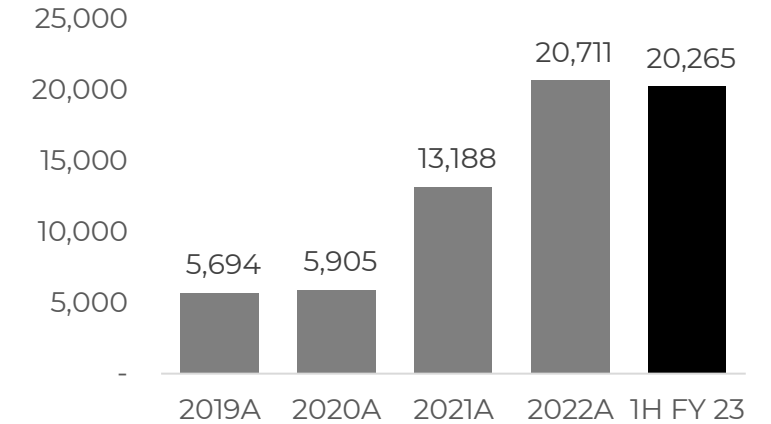
Net Profit & Net Margins



EBITDA & EBITDA margins



Total Equity

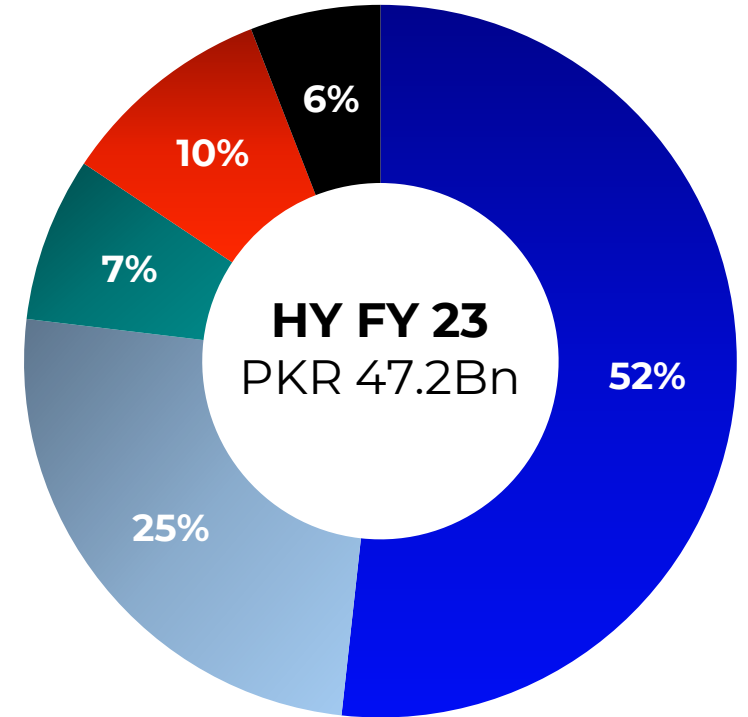
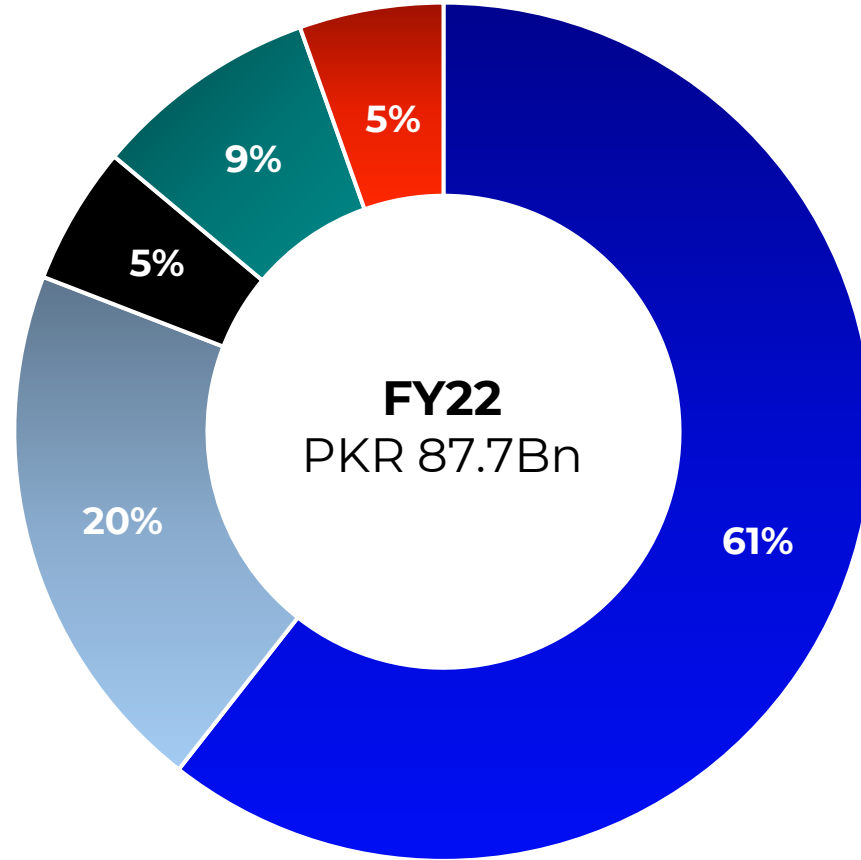
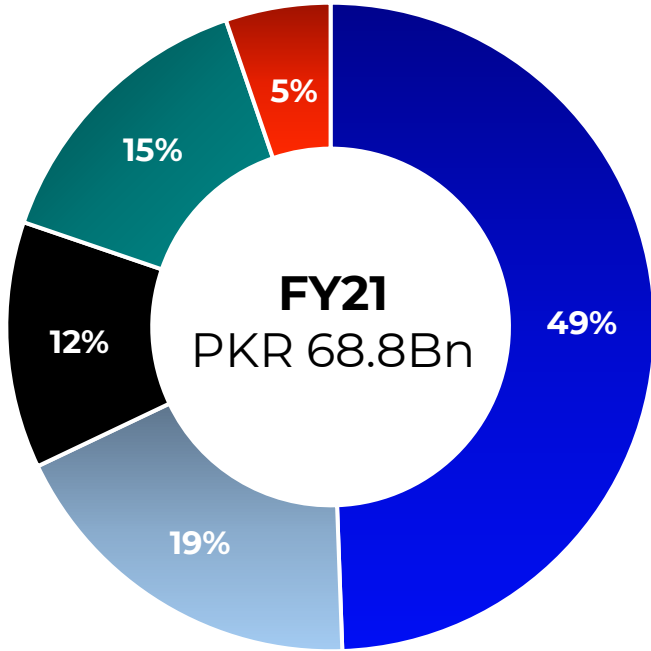


Figures in PKR MN unless otherwise stated

PORTFOLIO SALES

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Growth – 27+%



■ Industrial Bulk Edible Oil

■ Others

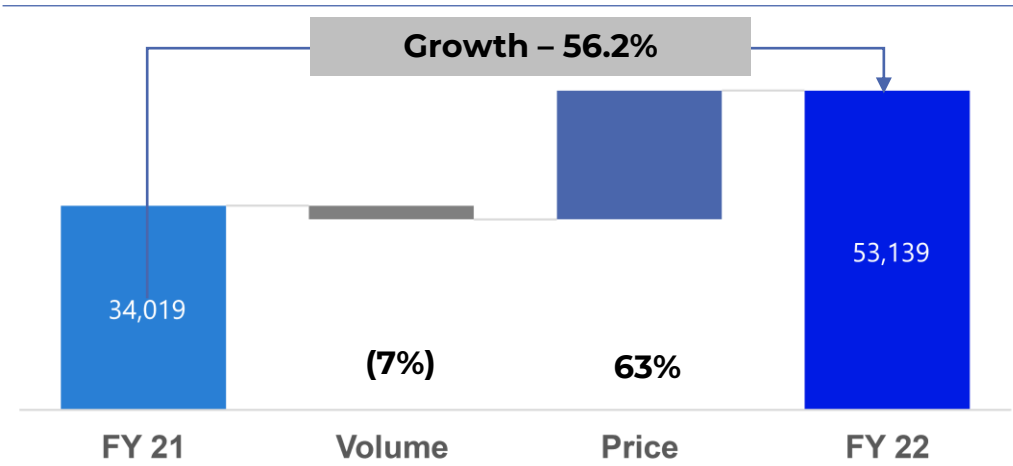
■ Sunridge Consumer Packs Staples

■ Consumer Packs Edible Oil

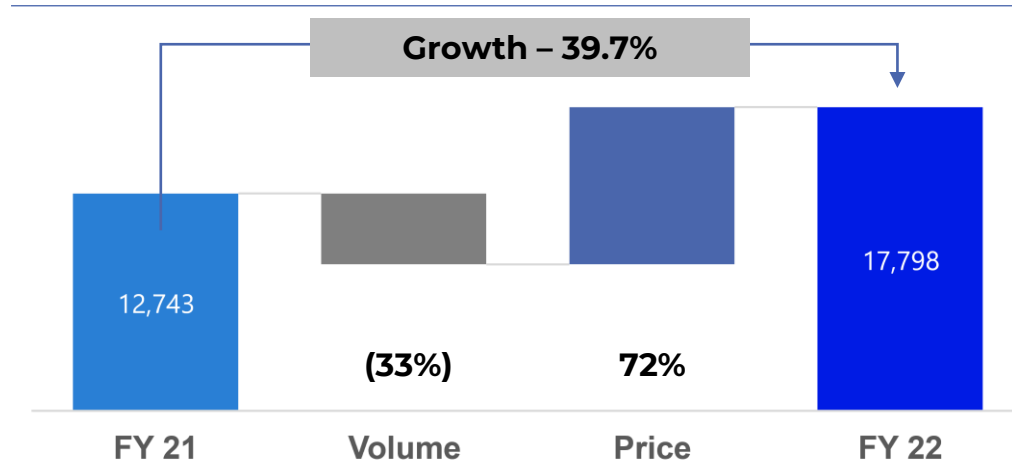
■ Cattle Feed

FY 2022 – PORTFOLIO SALES GROWTH

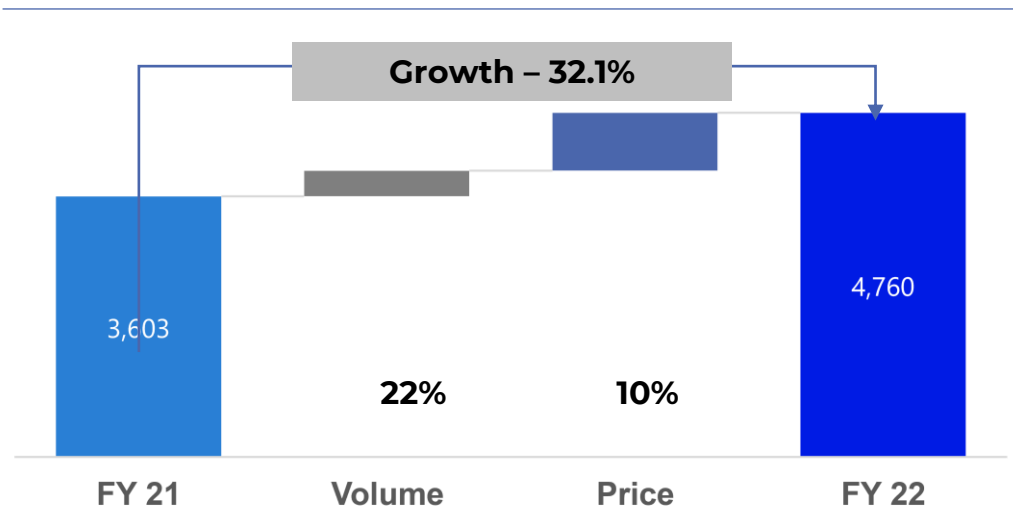
Industrial Bulk Edible Oil



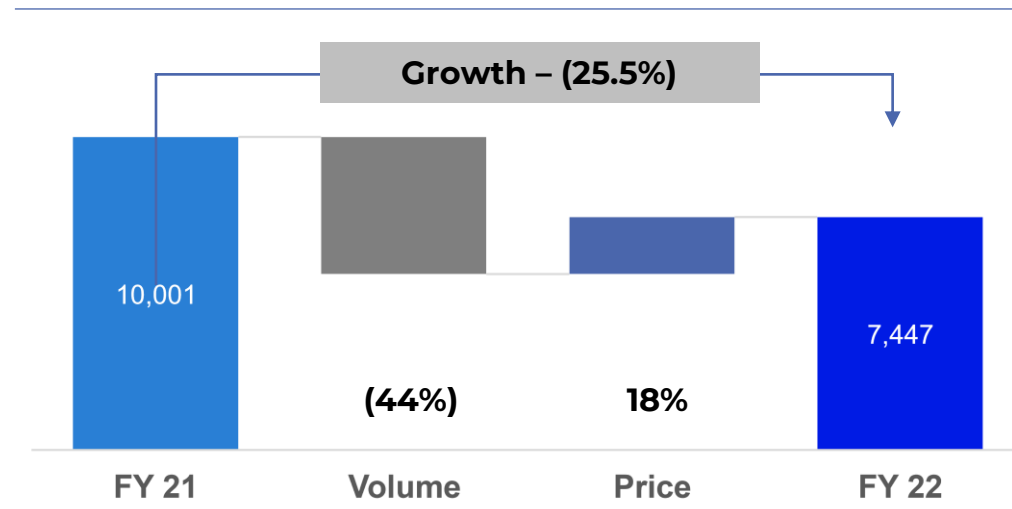
Edible Oil – Consumer Packs



Sunridge – Consumer Packs



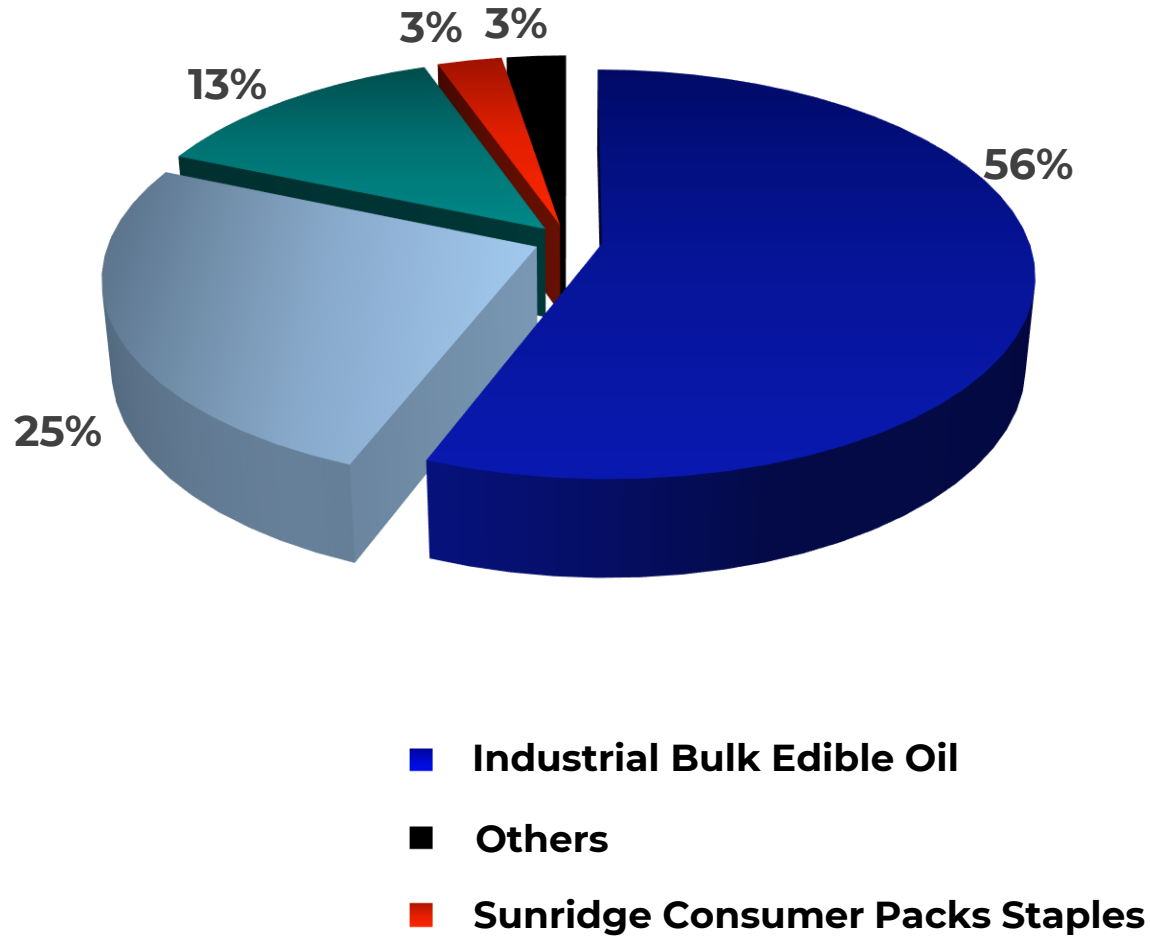
Cattle Feed



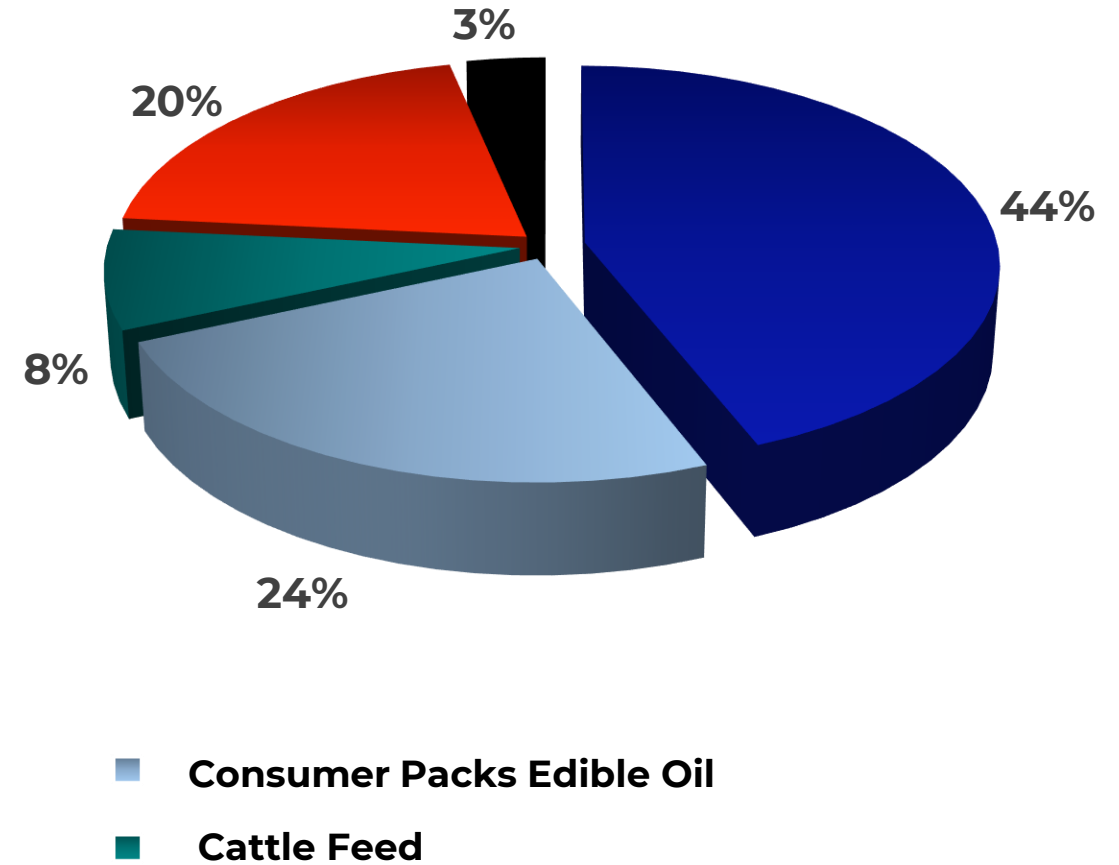
Figures in PKR MN unless otherwise stated

PORTFOLIO PROFITABILITY

FY 2022
GROSS PROFIT = PKR 8.2 Bn



HY FY 2023
GROSS PROFIT = PKR 3.9 Bn

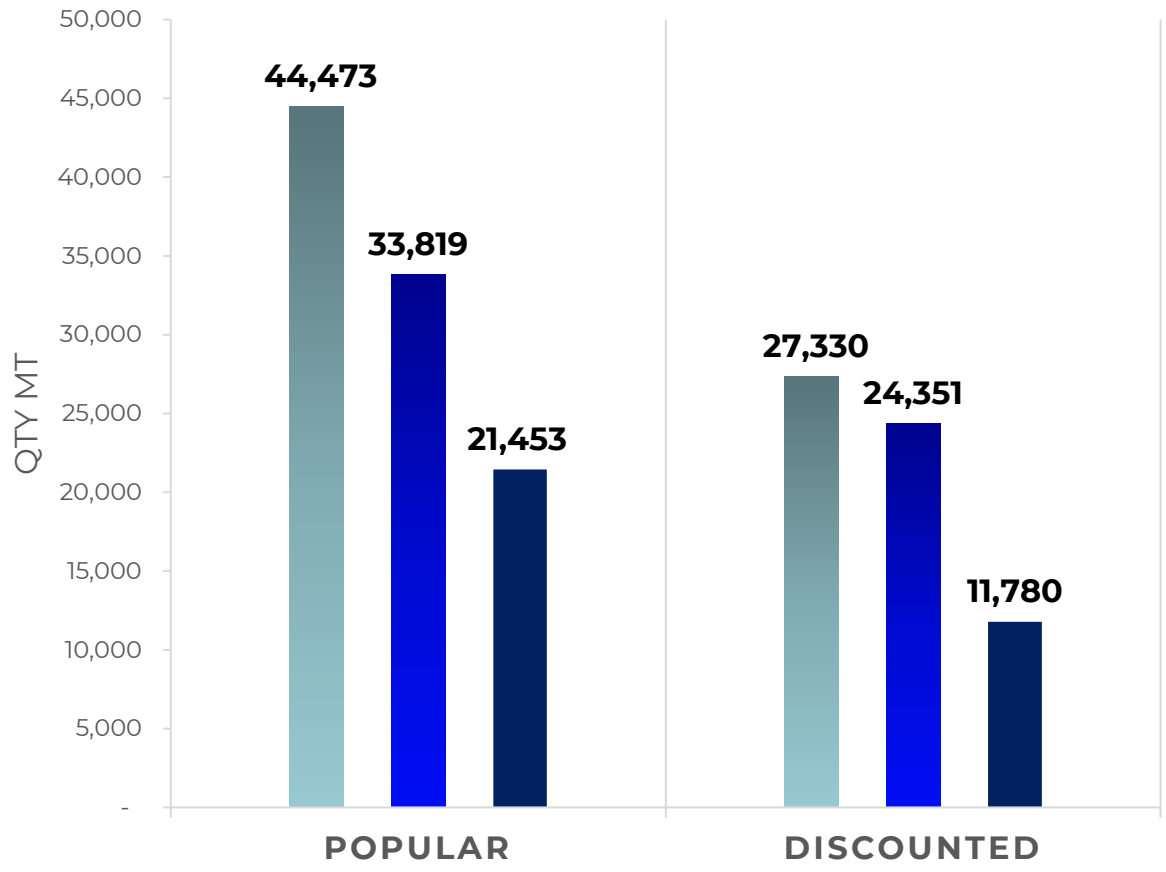


CONSUMER PACKS – BRAND VOLUMES

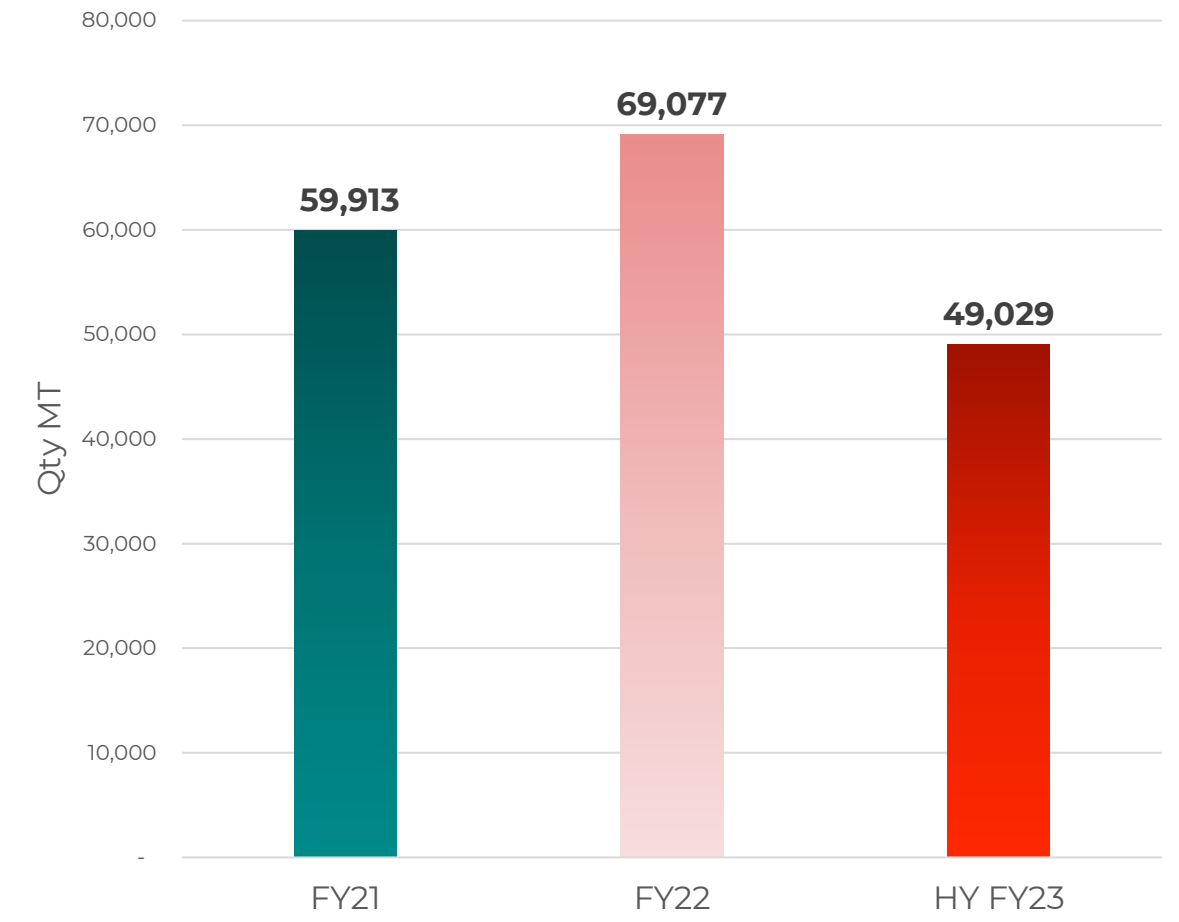
EDIBLE OILS



■ FY21 ■ FY22 ■ HY FY23

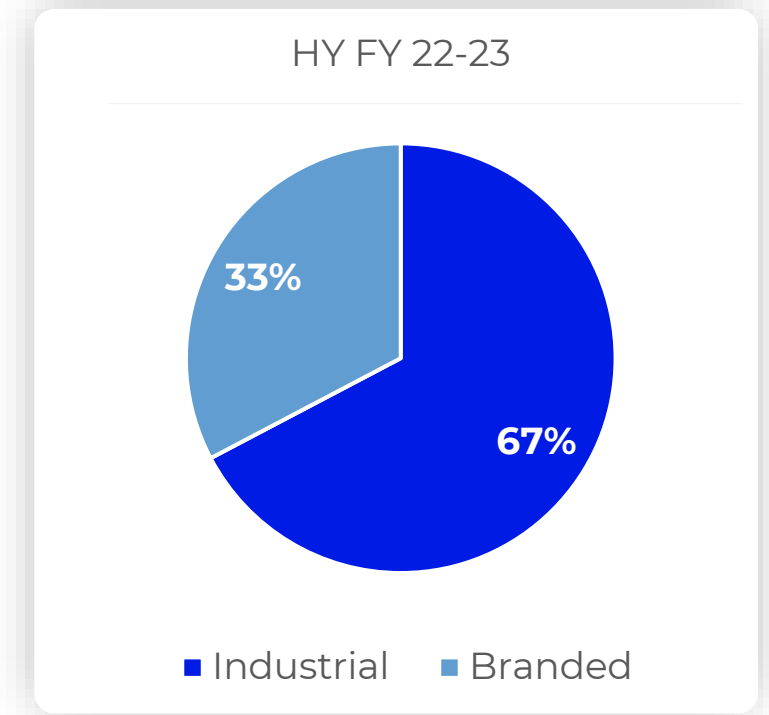
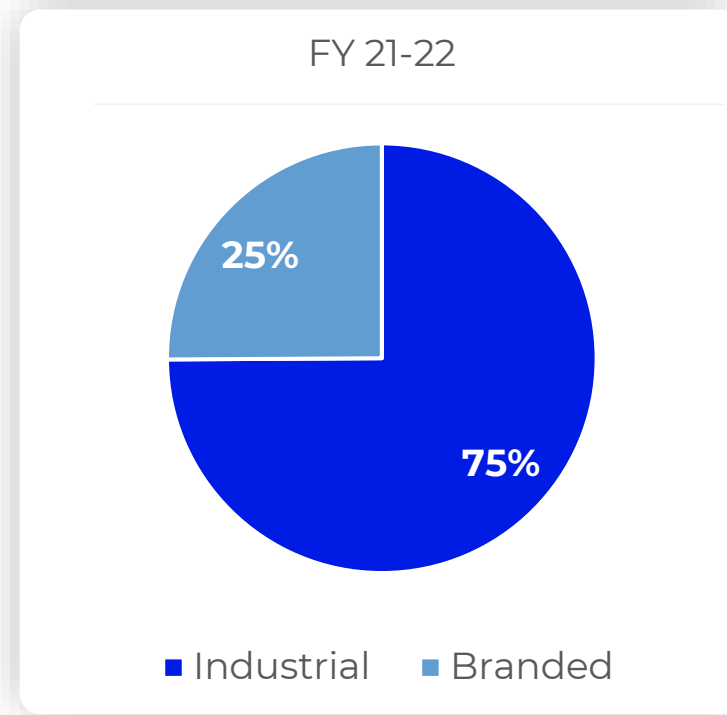
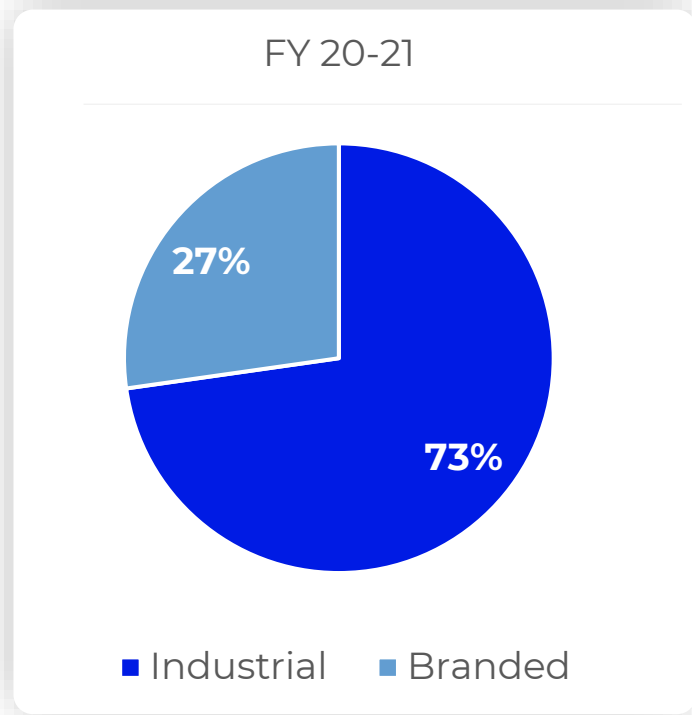


STAPLES



EDIBLE OILS – SALES SHARE

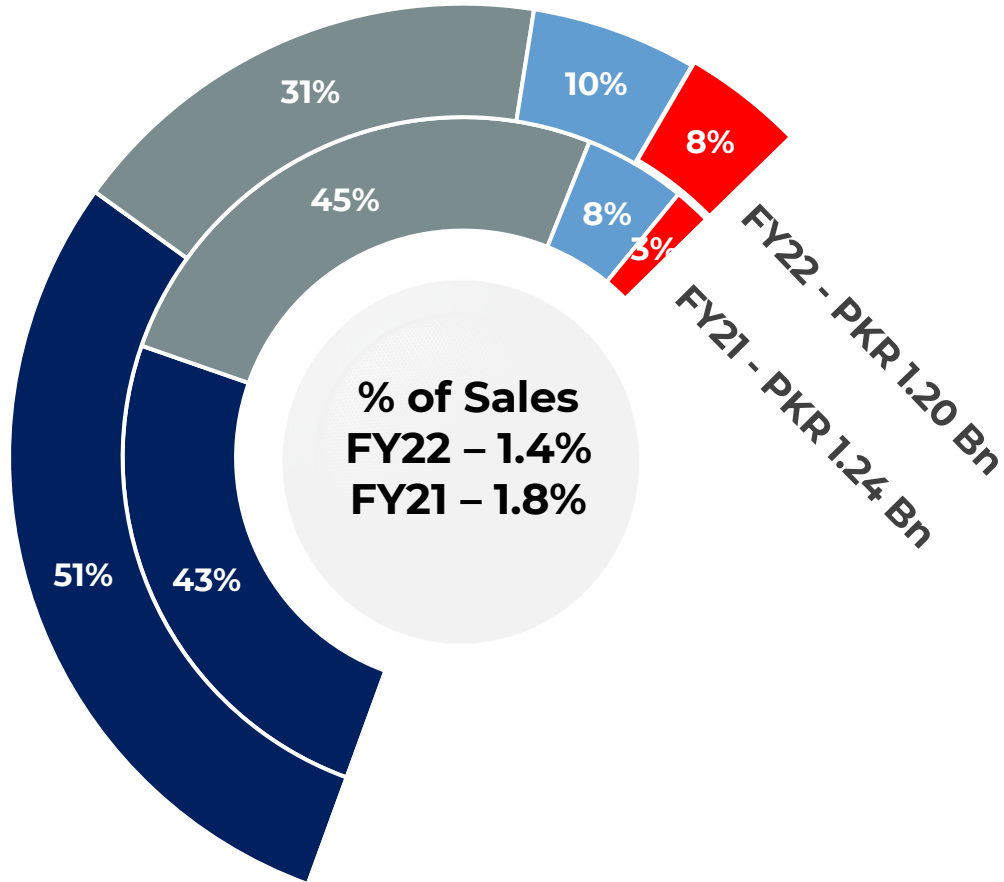
Conversion into Consumer Packs has remained pivotal **for Sustainable Margins**



FY 2022 – S & D & ADMIN EXPENSES BREAKUP

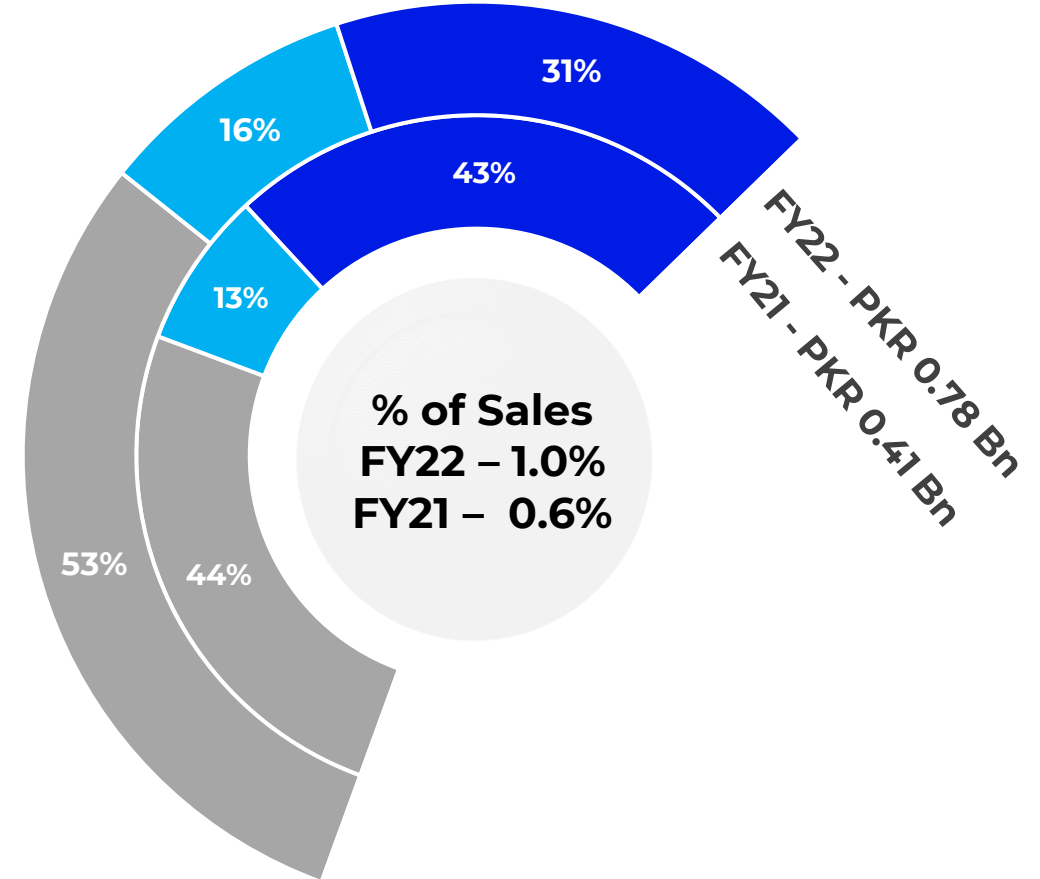
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SELLING & DISTRIBUTION EXPENSE



- Freight and forwarding
- Advertising and Distribution
- Salaries, wages and benefits
- Others

ADMINISTRATIVE EXPENSE



- Salaries & Wages
- Fees and subscription
- Others

PRODUCT PORTFOLIO – UNITY FOODS

Edible Oil Range



Animal Feed Range



Specialty Fats



PRODUCT RANGE: CONTINUOUS EXPANSIONS

Flour Range



Rice Range



Other Staples



Value bundle

OUR PARTNERS

CUSTOMERS



SUPPLIERS



PAN PAKISTAN COVERAGE – UFL

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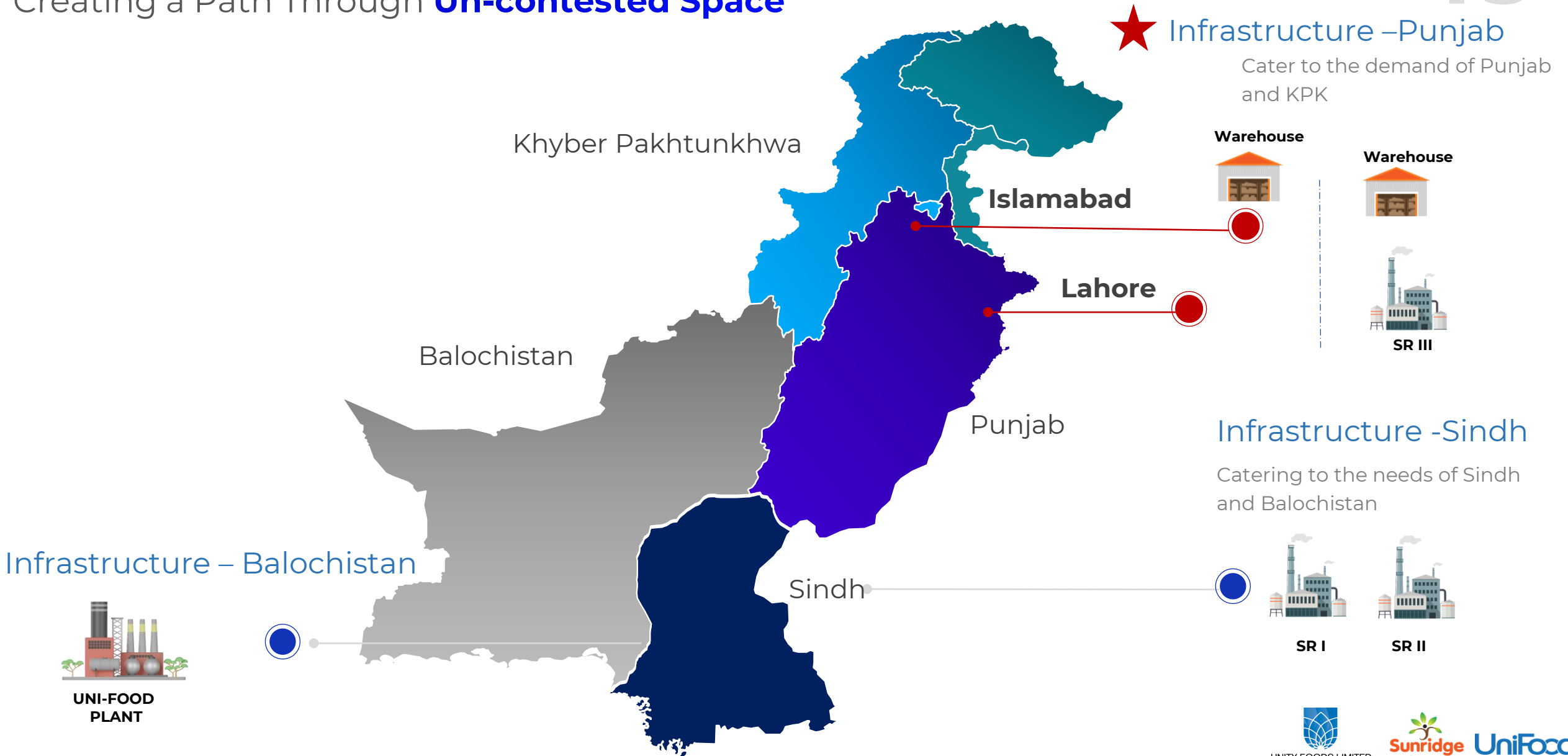
Strategic Locations with Access to **Port & National Highways**



PAN PAKISTAN COVERAGE – SFPL

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Creating a Path Through **Un-contested Space**



UNITY FOODS LIMITED – EXISTING FACILITIES

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EDIBLE OIL REFINERY
PQA
OIL REFINERY
GHEE MILL
SF PLANT



SOLVENT PLANT
KOTRI
OILSEED CRUSH PLANT
OIL REFINERY



FEED MILL
PQA
ANIMAL FEED MILL



SOAP PLANT
HUB
SAPONIFICATION PLANT



SUNRIDGE FOODS (PVT) LTD – EXISTING FACILITIES

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SR 1 – PQA
PESA FLOUR MILL



SR 2 – SITE II, MAYMAR
ROLLER FLOUR MILL



SR 3 – PUNJAB
ROLLER FLOUR MILL
RICE MILL



UNI-FOOD – HUB
CONFECTIONERY PLANT



VERTICAL INTEGRATION

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Venture into **VALUE ADDED GOODS** through acquisition of Uni-Food Industries



SHARED
CUSTOMER
NETWORK OF
DIVERSIFIED
PRODUCTS TO
BOOST SALES



CAPTURING
DOWNSTREAM
MARGINS
THROUGH "GOOD
GOODIES CAKE" &
POTENTIAL
EXPORT



GTM STRATEGY TO
BECOME A
SUSTAINABLE
CONSUMER
STAPLES
COMPANY



ADVANTAGE OF
FORWARD
INTEGRATION –
ACCESS TO RAW
MATERIAL

PLANT – CERTIFICATIONS

**UNITY
FOODS
LIMITED**

ISO 45001:2018
Occupational Health &
Safety Management
System



ISO 9001 (Quality
Management
System)

HACCP Certified



RSPO Certified

FSSC 22000 V5.1
(Food Safety)



PS 3733 & GSO/UAE
2055-1(Halal Food
Management System)

(ISO 14001:2015)
Environmental
Management System



**SUNRIDGE
FOODS
PVT LTD**

ISO 45001:2018
Occupational Health &
Safety Management System



ISO 9001 (Quality Management
System)
ISO 22000 (Food Safety
Management System)

FSSC 22000 V5.1
(Food Safety)

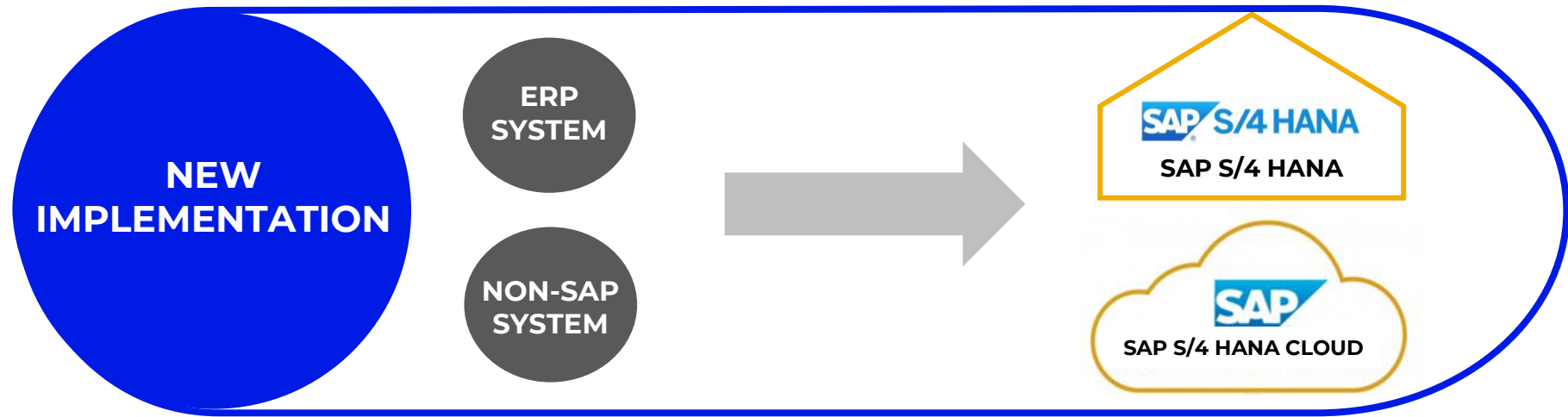


PS 3733 & GSO/UAE
2055-1(Halal Food
Management
System)

(ISO 14001:2015)
Environmental
Management System



- During the period under review, Unity Foods Ltd, has successfully implemented and Gone-Live with SAP S/4 HANA on cloud, with subsequent implementations of SAP SuccessFactors and SAP ARIBA during 1Q FY 23, achieving yet another milestone in their Digitalization journey.
- This has enabled Unity Foods Limited to streamline its operations and helped achieve a newer, much integrated, and collaborative way of working, enabling it to adopt innovative integrated business planning and efficient use of analytical tool.



TAQATWAR PAKISTAN CAMPAIGN

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"Let's take action together and strive towards better **Food Security** and a more **Sustainable Future!**"



FOOD INSECURITY



EMERGENCY FOOD ASSISTANCE



SOUP KITCHENS



CHILD NUTRITION



FOOD PRODUCTION FARMS



FARMERS' MARKETS



GARDENING

SNAP EDUCATION



YOUTH EDUCATION



MENTOR + PROMOTER



FOOD SECURITY

Why

To play our part in making Pakistan a food secure country.

What

Provide staple products that carry essential nutrients, make them available to masses

Who

Targeting, Lower, Lower-Middle and Middle-Class segment of the society.

How

Partner with NGOs and similar organizations for successful implementation of program

Unity Foods Limited is one of the very few listed companies that have undergone SGS audit. The following are UN SDG's which were in line with the organizations current and future operations and ambitions.



SGS AUDIT

We selected Global Reporting Initiative (GRI) G4 as our sustainability reporting framework to achieve our targets in accordance with recognized international standards.

The report was **audited** by SGS Pakistan in March 2022.



Q & A