



LEINER PAK GELATINE LIMITED

CORPORATE BRIEFING SESSION-2019

COMPANY PROFILE

Leiner Pak Gelatine Limited., is a public limited company listed on Pakistan Stock Exchange Limited. The company was established in 1983 in collaboration with P. Leiner & Sons Great Britain Ltd. This was the first project to produce “HALAL” Gelatine throughout the Muslim world with the capacity of 2000 M.Ton annually. Besides the production of Gelatine, Di-calcium phosphate as by product of the process is also catering the quality conscious customers, especially in the poultry feed producing industry.

It is the matter of privilege and great satisfaction that we are producing and exporting “HALAL” Gelatine derived from halal animals slaughtered in Islamic way. Management is fully aware with the advancement in technology in Gelatine production and other allied products. The production process remains abreast with the latest procedures and machinery used in producing Gelatine. Use of latest technology ensures the quality production under the brand name of Leiner Pak Gelatine throughout the world.

LEINER PAK GELATINE LIMITED

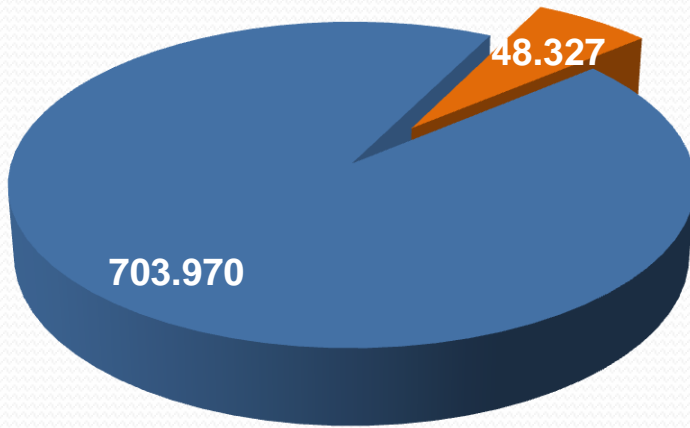
COMPARISON OF LOCAL AND EXPORT SALES (LAST TWO YEARS)

	(%AGE)	2019 RUPEES (000)	(%AGE)	2018 RUPEES (000)	(%AGE)	INCREASE/(DECREASE) RUPEES (000)
LOCAL SALES						
GELATINE	61.628	480.490	69.545	523.181	(8.16)	(42.69)
DI-CALCIUM PHOSPHATE (DCP)	18.367	143.198	24.031	180.788	(20.79)	(37.59)
		<u>623.688</u>		<u>703.969</u>		<u>(80.28)</u>
EXPORTS						
GELATINE	20.005	155.970	6.424	48.327	222.74	107.643
TOTAL TURNOVER	<u>100.000</u>	<u>779.658</u>	<u>100.000</u>	<u>752.296</u>	<u>3.64</u>	<u>27.36</u>

COPMARISON OF SALES (LAST TWO YEARS)

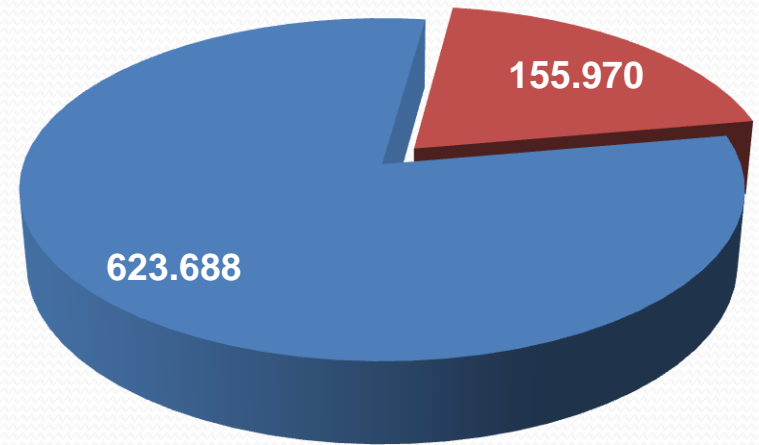
Sales 2018
Rs. 752.297 Million

■ Local ■ Export



Sales 2019
Rs. 779.658 Million

■ Local ■ Export



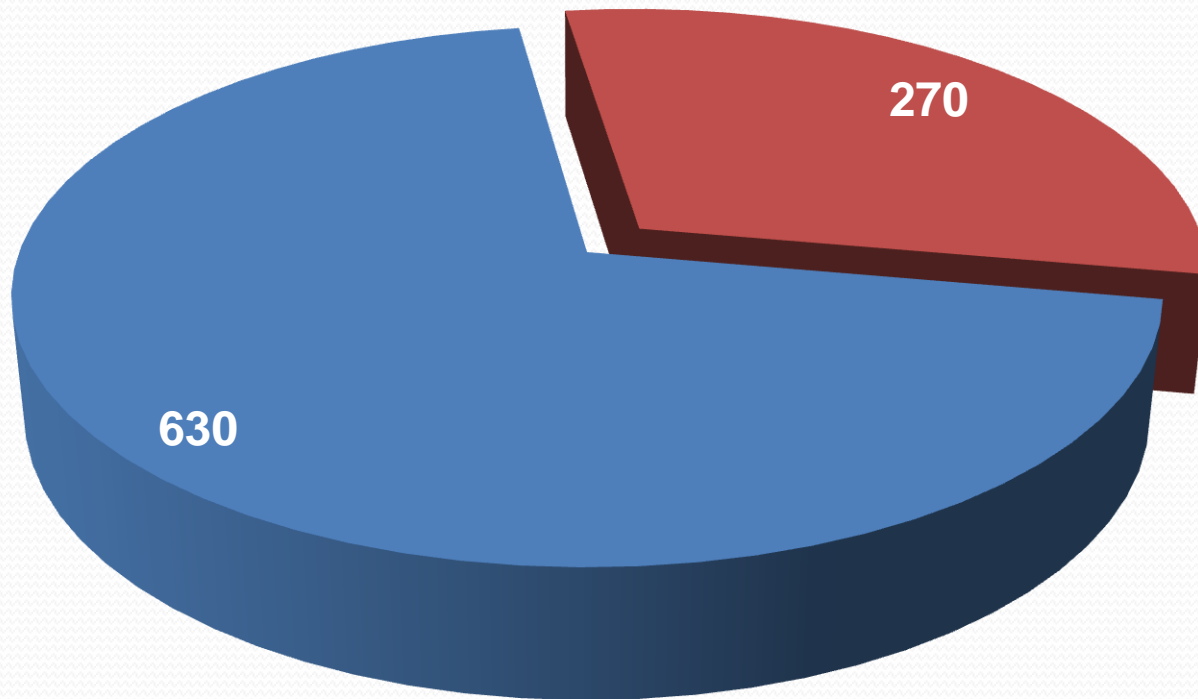
LEINER PAK GELATINE LIMITED
KEY OPERATING FINANCIAL DATA OF LAST SIX YEARS

YEAR ENDING ON JUNE	2019	2018	2017	2016	2015	2014
	RUPEES	RUPEES	RUPEES	RUPEES	RUPEES	RUPEES
	(000)	(000)	(000)	(000)	(000)	(000)
SALES	779,659	752,297	692,372	727,664	691,778	488,374
COST OF SALES	684,898	678,011	616,359	649,181	623,171	484,417
GROSS PROFIT	94,761	74,286	76,013	78,483	68,607	3,957
OTHER INCOME	723	1,564	151	198	2,484	1,638
	95,484	75,850	76,164	78,681	71,091	5,595
DISTRIBUTION COST	5,001	2,379	3,423	3,023	3,904	7,662
ADMINISTRATIVE EXPENSES	57,233	54,499	55,174	53,669	54,744	50,290
OTHER OPERATING EXPENSES	1,179	2,208	1,558	2,020	653	1,935
FINANCE COST	20,641	13,022	11,549	9,343	10,249	11,021
PROFIT/LOSS BEFORE TAXATION	11,430	3,742	4,460	10,626	1,541	(65,313)
TAXATION	8,893	7,698	7,469	7,878	15,943	12,357
PROFIT/LOSS BEFORE TAXATION	2,537	(3,956)	(3,009)	2,748	(14,402)	(52,956)
EARNING/LOSS PER SHARE-BASIC AND DILUTED (RUPEES)	0.34	(0.53)	(0.40)	0.37	(1.92)	(7.06)

PROJECTED SALES - 2020

Projected Sale Rs.900 Million

■ Local ■ Export

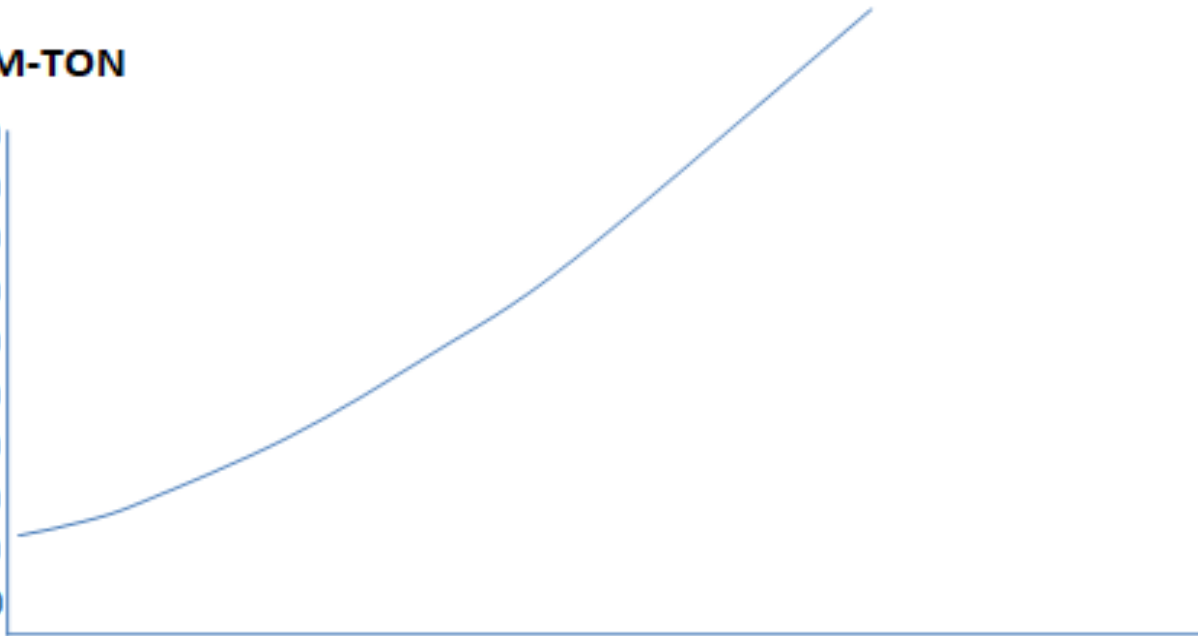


COMPARISON OF BONE PRICES (PREVAILING RATE AND LAST TWO YEARS)

Rate/ M-TON

65000
60000
55000
50000
45000
40000
30000
20000
10000
0

2017-18 2018-19 2019-20
(Rs.37,000) (Rs. 43,000) (Rs. 52,000)



COMPARISON OF GAS PRICES (LAST THREE YEARS)

