

Corporate Briefing Session

For the Year Ended Dec 31, 2025

Thursday, May 14th 2026, at 16:30(PST)

Our Vision

To be admired as a leading & innovative consumer goods company offering delightful propositions that rivals any other major company.

Our Mission

Enrich everyday lives of individuals, families and communities by providing products which offer quality, convenience & affordability.

Core Values



Sustainability

We consider balancing long-term goals with short-term needs



Customer Centric

Understanding & satisfying customer needs, wants & expectations



Empowerment

Grow our people to be autonomous, responsible and engaged



Innovation

We add value to delight our customers



Learning

Outstanding quality through continuous improvement

COMPANY INFORMATION

- ZIL Limited was incorporated as a private limited company in February 1960 under the Companies Act, 1913 (now the Companies Act, 2017)
- It was subsequently converted into a public limited company and listed on stock exchange in November 1986.
- The principal activity of the Company is to manufacture and sell home and personal care products.
- During the current year TWF Holding L.L.C-FZ Dubai had acquired 84.84% shares of ZIL from New Future Consumer International General trading LLC (NFCI) and became holding company of ZIL .
- The registered office of the Company is situated at Ground Floor, Bahria Complex III, M.T. Khan Road, Karachi.



COMPANY INFORMATION (Board of Directors)



Dr. Salomon Jacobus Van
Rooijen
Chairman & Director



Mr. Muhammad Irfanulhaq
Director & CEO



Mrs. Ferial Ali Mehdi
Director



COMPANY INFORMATION (Board of Directors)



Mr. Mubashir Hassan Ansari

Director



Mr. M Salman Husain Chawala

Director

COMPANY INFORMATION (Board of Directors)



Mrs. Faeyza Khan Faheem

Director



Mr. Ahsan Rashid

Director



COMPANY INFORMATION

Board Nomination Committee

- Mrs. Ferial Ali Mehdi (Chairman)
- Dr. Salomon Jacobus Van Rooijen (Member)
- Mr. Muhammad Irfanulhaq (Member)

COMPANY INFORMATION

Board Audit and Risk Committee

- Ms. Faeyza Khan Faheem (Chairperson)
- Mr. Mubashir Hasan Ansari (Member)
- Mr. M. Salman Husain Chawalla (Member)

COMPANY INFORMATION

Human Resource and Remuneration Committee

- Mr. Ahsan Rashid (Chairman)
- Mr. Muhammad Irfan ul Haq (Member)
- Mr. M. Salman Husain Chawala (Member)

COMPANY INFORMATION

Internal Auditors:

Yousuf Adil & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)

External Auditors:

BDO Ebrahim & Co, Chartered Accountants (Satisfactory QCR rating by ICAP)



COMPANY FOOTSTEPS

- **1954** - Soap Operations started in Hyderabad
- **1986** - Public Listing on Stock Exchange
- **2000** - ISO Certification
- **2001** - Modernization of packing line
- **2011** - Capri Hand wash launched
- **2019** - Celebrated 50 Years of Capri
- Re-launched Capri Hand wash
- **2021** - Launch of Anti BAC soap HYPRO
- **2022** - Annual gross sales of Rs. 5.4Bn
- Factory closure based on new manufacturing strategy
- **2023** - Annual gross sales of Rs 7.9Bn
- Acquisition of 84.84% shares of ZIL by NCFI LLC Dubai
- **2024** - Annual gross sales value of Rs 8.9Bn
- Capri re-launch
- **2025** - Achieved gross sales of Rs 9.7Bn
- Entering into new category Hype by Capri
- TWF Holdings LLC Dubai acquired 84.84% shares of ZIL from NCFI

AWARDS & RECOGNITIONS

AWARDS & RECOGNITIONS



Wings Global Operations Award 2024
Category: NI Hero



Brands Foundation Award
Brand of the year 2024 in Beauty Soap Category



Dragon Awards Pakistan 2025
Brand Building and/or awareness



Pakistan Digital Awards
Jury Award for Digitalizing Proud Pakistani Brand

AWARDS & RECOGNITIONS



**Krave Mart Brand Summit 2025
Most Creative Campaign of Q2'25**



**Dragon Awards Pakistan 2025
Brand Building and/or awareness**

ZIL Limited

Health, Beauty & Wellness Awards 2025

Best Personal Care Product Development Group 2025 – Pakistan

Zil Limited developed the Hype range of deodorants for males and female consumers from within a 6 month period, based on consumer insights.

Consumers love the bold, colorful packaging. It stands out on the shelves as well.

Fragrances are being really liked by the consumer – Fresh and unique

The vibrant, youthful communication is creating excitement and curiosity amongst audience

Online orders have exceeded expectations and the trade are clamoring for the product range.

[Visit Website](#)

LUX-Life Digital Award Best Personal Care Product Development Group 2025



Global Digital Award 2025



COMPANY PRODUCTS PORTFOLIO

➤ **BEAUTY SEGMENT**

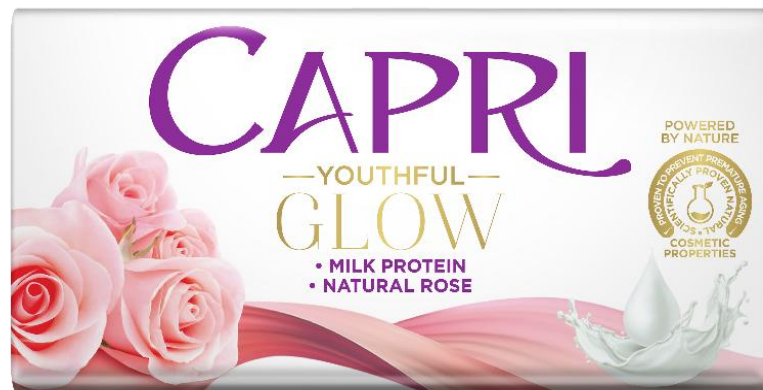
➤ **HYGIENE & PROTECTION SEGMENT**

➤ **PERSONAL CARE SEGMENT**

BEAUTY SEGMENT

Own Your Natural Glow

Soap



- ❖ Flagship brand
- ❖ Launched in 1969. Celebrated 50 years in 2019
- ❖ No 3 brand in premium beauty soap segment

ZIL
LIMITED
Personal Care & Hygiene Products Company

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ZIL
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Own Your Natural Glow

Soap

**BACHHAT
PACK** **4+1 FREE SOAP**

Opal
BEAUTY SOAP

GENTLE FLORAL FRESHNESS
FOR PETAL SOFT SKIN

**BACHHAT
PACK** **4+1 FREE SOAP**

Opal
BEAUTY SOAP

NATURAL SHINE FOR
SILKY & GLOWING SKIN

HYGIENE & PROTECTION SEGMENT



HYPRO

HYGIENE | PROTECTION

Hypro
ANTI-BACTERIAL SOAP

RAPIDLY REMOVES
99.9% GERMS*



ZIL
LIMITED

Personal Care & Hygiene Products Company

Leavin' hands **CLEAN & FRESH!**

Handwash



PERSONAL CARE SEGMENT



FOR HIM



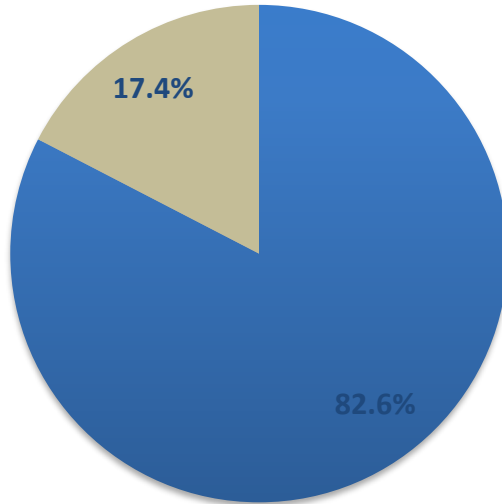


FOR HER



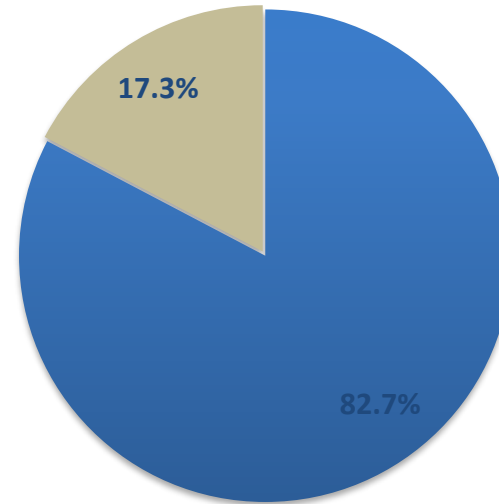
CUSTOMER'S SEGMENTATION

2025



■ GT ■ Key Accounts

2024



■ GT ■ Key Accounts

KEY FINANCIAL METRICS

Key Financial Metrics		2025	2024	2023	2022
Net Sale Value	PKR Mn	6,845	6,365	5,674	4,062
Gross Profit	PKR Mn	2,226	1,761	1,609	747
Net Profit	PKR Mn	50	43	248	23
<u>Profitability Metrics</u>					
Gross Profit Margin	%	32.53	27.67	28.36	18.40
Net Profit Margin	%	0.73	0.67	4.37	0.58
Return on Assets (ROA)		1.52	1.39	7.88	0.89
<u>Liquidity Metrics</u>					
Current ratio	%	0.94	1.34	1.31	1.22
Quick ratio	%	0.42	0.81	0.86	0.81
<u>Capital Efficiency Metrics</u>					
Debtors Turnover	Days	8	16	15	13
Creditor Turnover	Days	56	50	61	58
Inventory Turnover	Days	56	51	75	97
<u>Valuation Metrics</u>					
EPS	Rs.	8.21	7.01	40.50	3.82
Price to Earning	Times	59.56	36.86	6.99	48.43
Dividend yield	%	0.51	0.97	0.71	-

STATEMENTS OF FINANCIAL POSITION AND PROFIT OR LOSS

STATEMENT OF FINANCIAL POSITION

	2025	2024	Material Variation
	----- (Rupees in '000) -----		
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	649,196	1,466,102	▶ Transfer PPE into investment property
Investment property	1,304,303	-	
Intangible assets	12,784	5,795	
Long-term deposits	49,960	23,743	▶ New deposits against Ijarah and Diminishing Musharka
Loan to employees	803	873	
	2,017,046	1,496,513	
CURRENT ASSETS			
Stock-in-trade	709,301	629,650	▶ Mainly due to NPD's business
Trade debts	148,766	279,170	▶ USC Provision
Taxation - net	126,250	-	▶ Increase in advance tax payments
Short-term investment	100,000	40,000	▶ Investment in Meezan cash funds
Other current assets	213,039	164,333	
	1,297,356	1,113,153	
Assets classified as held for sale	-	488,845	▶ Factory disposal and reclass of assets into investment property
	3,314,402	3,098,511	
TOTAL ASSETS			

STATEMENT OF FINANCIAL POSITION

	2025	2024	
	----- (Rupees in '000) -----		
EQUITY AND LIABILITIES			
Share capital & reserves	1,394,885	1,375,753	
NON-CURRENT LIABILITIES			
Deferred taxation	174,204	212,170	
Deferred liability - post retirement benefit	206,461	192,489	
Lease liabilities & Long term loan	151,731	119,552	▶ Diminishing musharaka arrangements & new lease agreements
	532,396	524,211	
CURRENT LIABILITIES			
Trade and other payables	1,133,452	1,034,935	▶ Mainly due to increase in NPD's business
Current maturity of non-current liabilities	40,349	26,003	▶ New lease agreements
Other current liability	213,320	137,609	
	1,387,121	1,198,547	
TOTAL EQUITY AND LIABILITIES	<u>3,314,402</u>	<u>3,098,511</u>	

STATEMENT OF PROFIT OR LOSS

	2025	2024	
	----- (Rupees in '000) -----		
Sales - gross	9,685,191	8,969,172	▶ Achieved a top-line growth of 8%, reflecting improved sales performance
Sales - net	6,845,132	6,364,851	
Cost of sales	(4,618,695)	(4,603,743)	
Gross profit	2,226,437	1,761,108	
Gross profit %	33%	28%	▶ Margin improvement is driven by raw material price stability and procurement efficiency
Selling and distribution expenses	(1,519,987)	(1,163,731)	▶ Increase investment on marketing to promote Capri brand & NPD's
Administrative expenses	(447,711)	(394,888)	
Other operating income	70,448	19,298	▶ Gain on HFS disposal & Income from investment property
Allowance for expected credit loss	(69,945)	-	▶ USC Provision
Other operating expenses	(55,341)	(10,625)	▶ Investment property expenses
	(2,022,536)	(1,549,946)	
Operating profit	203,901	211,162	
Finance costs	(88,318)	(118,959)	▶ Decline in Kibor & better working capital management
Profit before levy and taxation	115,583	92,203	
Levy	(25,138)	(22,466)	
Profit before taxation	90,445	69,737	
Taxation	(40,152)	(26,790)	▶ Increase in minimum tax while decrease in deferred tax income
Profit for the year	50,293	42,947	
Earnings per share - basic and diluted	8.21	7.01	

KEY BUSINESS RISK

KEY BUSINESS RISK	RISK DESCRIPTION
Pricing Policy (MRP Pressure)	The lack of a pricing framework, coupled with inflationary volatility, poses a direct business risk through uncontrolled margin erosion
Raw Material Volatility	Fluctuation in palm oil and other inputs affects cost stability and earnings
Currency Risk	PKR depreciation increases cost of imported raw materials and packaging
Regulatory Changes	Taxation, duties, and compliance requirements may impact pricing and operations
Market Competition	Presence of strong local and multinational brands pressures market share
Supply Chain Disruption	Logistics, fuel cost, and availability issues may affect production continuity



QUESTION RECEIVED IN ADVANCE

Q & A

THANK YOU