

CORPORATE BRIEFING SESSION



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The Organic Meat Company Limited (TOMCL) – An Introduction

- One of the largest Halal meat processor and exporter, with the largest market coverage from Pakistan.
- The current operational facilities are :
 1. A slaughter-house, processing facility, and fattening farm on an area of 13.852 acres at Gadap, Karachi
 2. Offal processing facility at Korangi Industrial Area, Karachi
 3. A sheep casing and offal processing facility acquired in August 2023 located at Karachi Export Processing Zone (KEPZ)
 4. Naturally dehydrated pet chews processing at Korangi Industrial Area, Karachi
 5. Cooking and heat treatment facilities at Gadap & Korangi Industrial Area
- Product categories include fresh chilled meat, frozen meat, vacuum packed meat, M.A.P. vacuum packed chilled meat, cooked meat, private labelling, fresh/frozen and salted white offal, fresh and frozen red offal, and dehydrated/baked natural pet chews.



The Organic Meat Company Limited – Largest Meat Product Portfolio in Pakistan

Product Offerings

Heat Treated Meat & Cooked Processed Beef



Heat-treated boneless beef
Cooked beef balls

Pet Chews



Dried and
dehydrated
offal

Mutton



Fresh Chilled &
Frozen Mutton
Carcass, bone-in and
boneless

Beef



Fresh Chilled &
Frozen Beef Bone-
in & Boneless with
private labelling.

Offal



Fresh chilled &
Frozen edible offal
Raw & Salted
Raw Bones &
Hides

The Organic Meat Company Limited – Our Market Reach

Middle East & South Asia



Saudi Arabia



UAE



Egypt



Iraq



Oman



Bahrain



Kuwait



Qatar



Maldives



Jordan



TOMCL has the most extensive market access within Pakistan's meat export segment

Far East



Vietnam



Hong Kong



Thailand



Myanmar

CIS



Azerbaijan



Kazakhstan



Uzbekistan

Pet Chews – N. America



USA



Canada

Future Target Markets



China



Russia

The Organic Meat Company Limited | Our Competitors

Company Name	Fresh Meat						
	KSA	UAE	Qatar	Kuwait	Egypt	Maldives	Uzbekistan
The Organic Meat Company Limited	✓	✓	✓	✓	✓	✓	✓
Al Shaheer Corporation	✓	✓	✓	✓	✗	✗	✗
PK Livestock	✓	✓	✓	✓	✗	✗	✗
Al Tazij Meat Lahore	✓	✓	✓	✓	✓	✗	✗
Anis Associates	✓	✓	✓	✓	✗	✗	✗
Zenith Associates	✓	✓	✓	✓	✗	✗	✗
Fauji Meat Limited	✓	✓	✓	✓	✓	✗	✓
Tata Best foods Limited	✓	✓	✓	✓	✓	✗	✓

Company Name	Frozen Boneless Meat						
	KSA	UAE	Qatar	Kuwait	Egypt	Maldives	Uzbekistan
The Organic Meat Company Limited	✓	✓	✓	✓	✓	✓	✓
Al Shaheer Corporation	✗	✗	✗	✗	✗	✗	✗
PK Livestock	✗	✗	✗	✗	✗	✗	✗
Al Tazij Meat Lahore	✓	✓	✓	✓	✓	✗	✗
Anis Associates	✗	✗	✗	✗	✗	✗	✗
Zenith Associates	✗	✗	✓	✓	✗	✗	✗
Fauji Meat Limited	✓	✓	✓	✓	✓	✗	✓
Tata Best foods Limited	✓	✓	✓	✓	✓	✗	✓

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The Organic Meat Company Limited | Our Competitors

Company Name	Fresh Vacuum Packed Boneless Meat						
	KSA	UAE	Qatar	Kuwait	Egypt	Maldives	Uzbekistan
The Organic Meat Company Limited	✓	✓	✓	✓	✓	✓	✓
Al Shaheer Corporation	✗	✗	✗	✗	✗	✗	✗
PK Livestock	✗	✗	✗	✗	✗	✗	✗
Al Tazij Meat Lahore	✗	✓	✓	✓	✓	✗	✗
Anis Associates	✗	✗	✗	✗	✗	✗	✗
Zenith Associates	✗	✗	✗	✗	✗	✗	✗
Fauji Meat Limited	✓	✓	✓	✓	✓	✓	✓
Tata Best foods Limited	✓	✓	✓	✓	✓	✓	✓

Company Name	Offals			Pet Chews		Beef Casing	Cooked Meat
	UAE	Hong Kong	Vietnam	USA	Canada	Europe	China
The Organic Meat Company Limited	✓	✓	✓	✓	✓	✓	✓
Al Shaheer Corporation	✗	✗	✗	✗	✗	✗	✗
PK Livestock	✓	✗	✗	✗	✗	✗	✗
Al Tazij Meat Lahore	✗	✓	✓	✗	✗	✗	✗
Anis Associates	✗	✗	✗	✗	✗	✗	✗
Zenith Associates	✗	✗	✗	✗	✗	✗	✗
Fauji Meat Limited	✗	✓	✓	✗	✗	✗	✓
Tata Best foods Limited	✗	✓	✓	✗	✗	✗	✓

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The Organic Meat Company Limited – Our Company's “1st - Firsts” in Pakistan

- **Deboning facility introduced in Pakistan.**
- **Offering Fresh Chilled Vacuum Packed Meats and frozen meat products from Pakistan.**
- **Shifted logistics to "via-sea" for Fresh Chilled Meat to UAE, Oman and Qatar markets.**
- **Cooked/heat-treated meat from Pakistan for countries with FMD restrictions.**
- **Only company registered on sea ports in KSA duly approved by Saudi Food and Drug Authority (SFDA) for meat exports.**
- **Exclusive approval from Middle Eastern food processing companies, Americana, and Seara for frozen meat supplies.**
- **Largest animal fattening facility**
- **Dehydrated Pet chews to the international markets.**
- **USDA (FDA) approval for exporting dehydrated Pet chews.**
- **Private Labeling for importers in the Middle East.**
- **Only company to have sheep casings EU approvals post-acquisition of MSMHL**
- **Red and white offal export initiated from Pakistan**
- **EU approved for salted beef casings exports from Pakistan**
- **Only company from Pakistan to be approved for cooked beef (frozen) exports to China by the GACC**
- **Only company in Pakistan to export MAP vacuum packed meat to UAE via-sea**
- **Only company in Pakistan to export pet chews to Canada**



The Organic Meat Company Limited – Our Recent Achievements

- Expanded market access to Canada for pet chews and Uzbekistan for frozen beef
- Secured approvals as the only Pakistani meat sector company to export cooked beef (frozen) to China
- Increased our private labelling business volumes significantly
- Created niche space in the US and Canadian markets for the pet chews business and had robust growth
- First time sold self-fattened animals at the Company's fattening farm in the local markets on Eid ul Azha
- Road access to CIS has paved the way for exports to this region with maximum transit times of 9 days as compared to 60 days from the rest of the world
- Managed to retain gross margins at last year levels despite significant politico-economic turmoil resulting in extremely high costs of fuel and packing materials.

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The Organic Meat Company Limited | Business Challenges

- Animals mandi prices have been fluctuating erratically and thus needs astute planning by the management.
- High inflationary pressures on the economy translating in high cost of raw and packing materials.
- Energy and fuel prices have been increasing consistently and being a manufacturing and processing business with high energy demands, this is affecting the gross margins
- Bank interest / mark-up rates are on a all time high and the management has started gradual reduction in its bank borrowings as well as hedging against interest rate risk through better cash placement and management practices
- Temporary ban on export of fresh chilled meat via sea to the UAE market which has provided the company an export substitution option of value added MAP vacuum packed fresh chilled meat via sea to UAE. The company expects that majority of its customers will convert to this value added offering due to its longer shelf life.



Results Assessment



TOMCL ✦

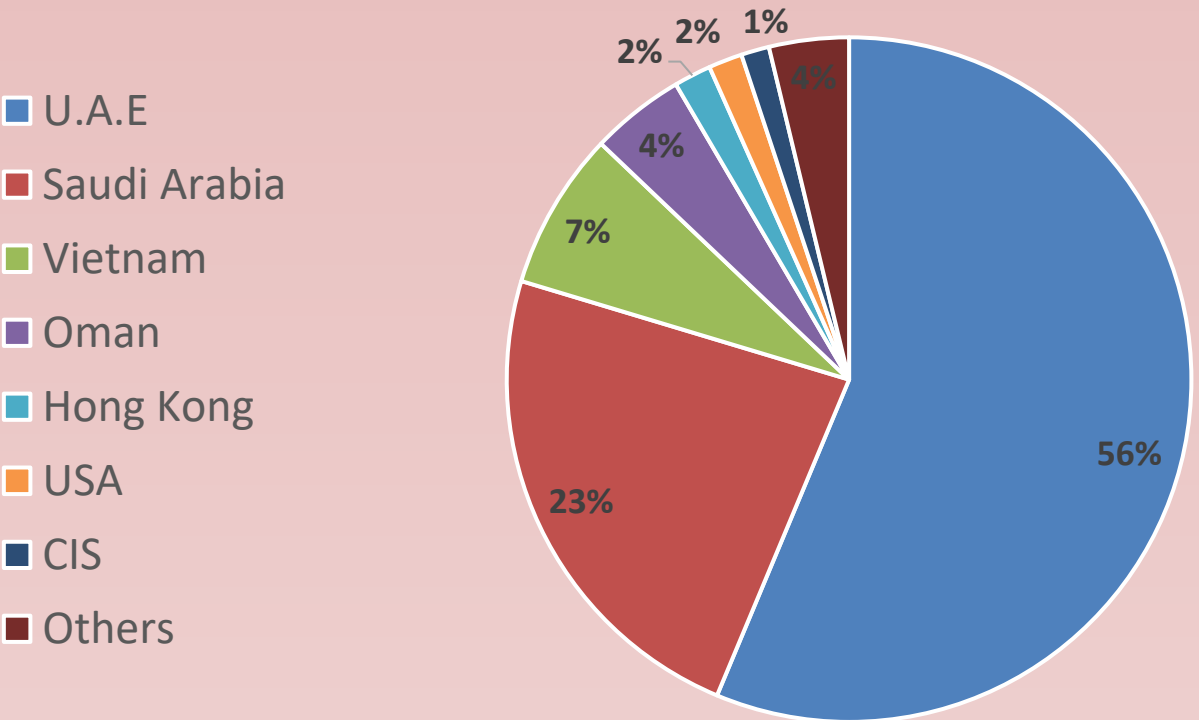
Corporate Briefing

✦ 2023

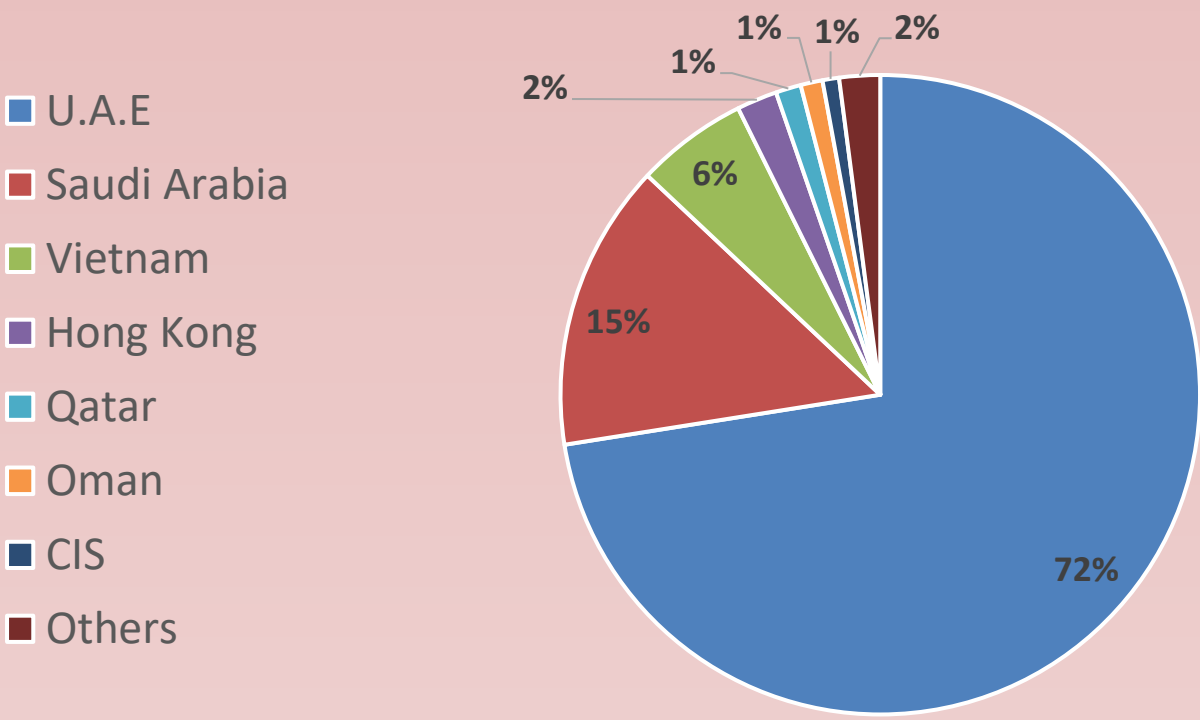


The Organic Meat Company Limited | Sales Mix Profile

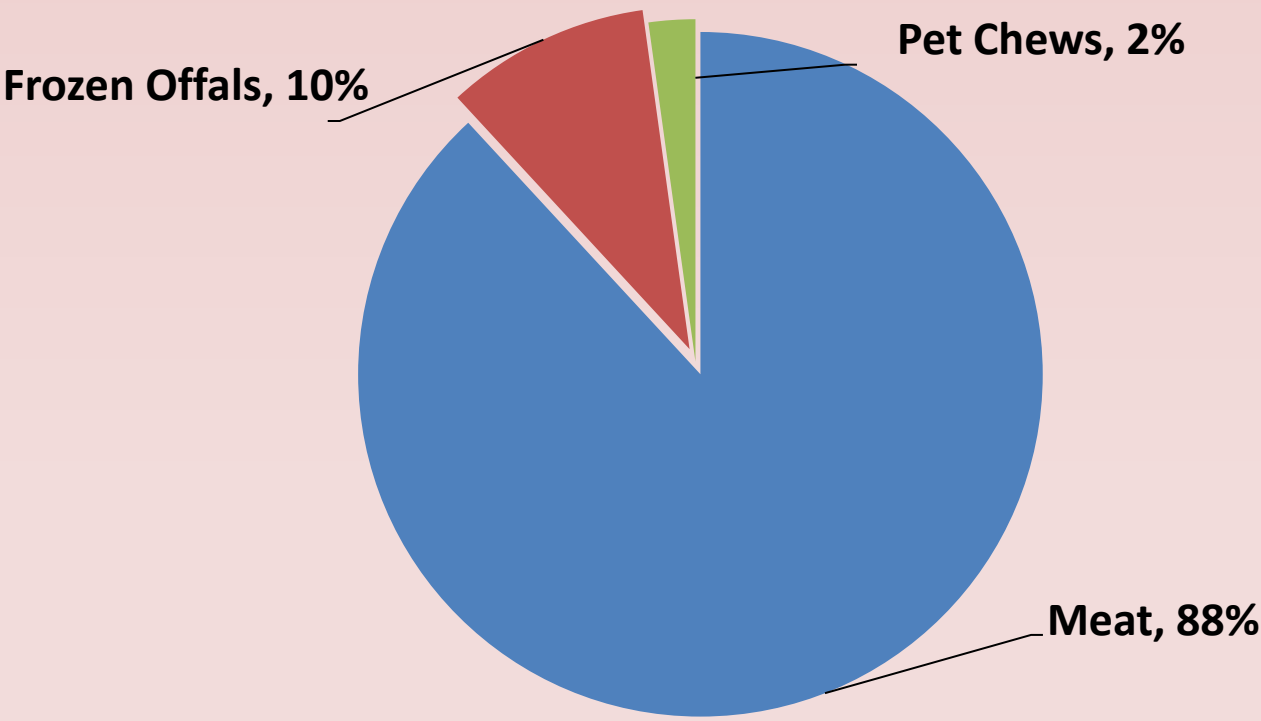
Revenue By-Destination - Year 2023



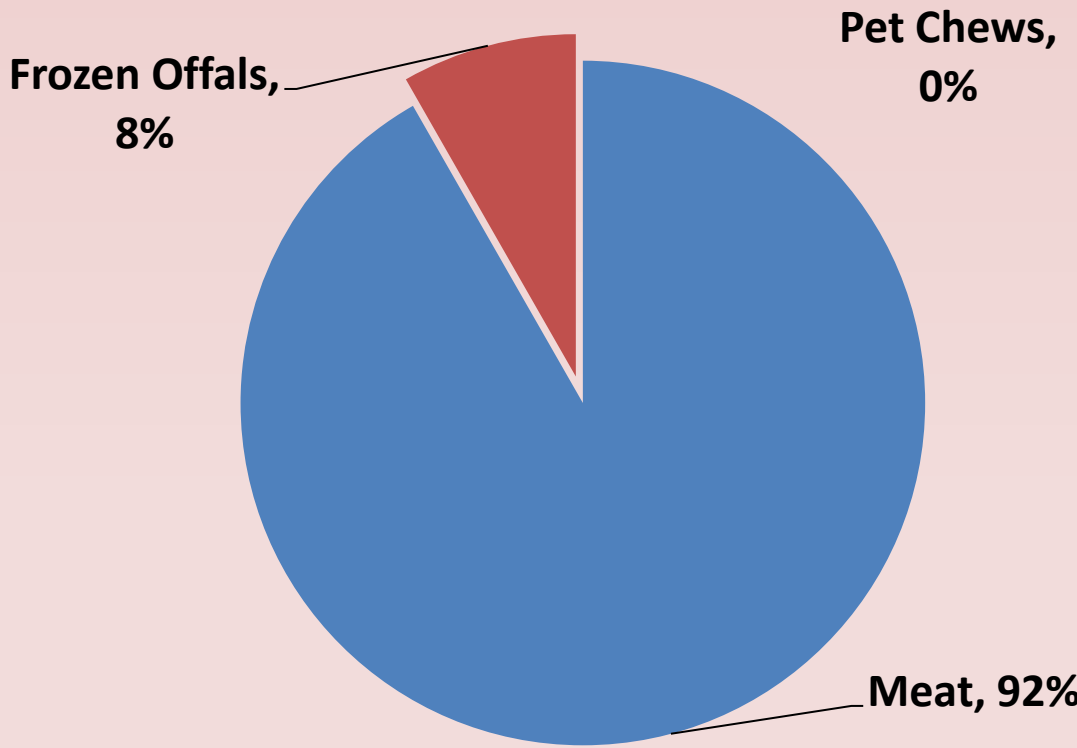
Revenue By-Destination - Year 2022



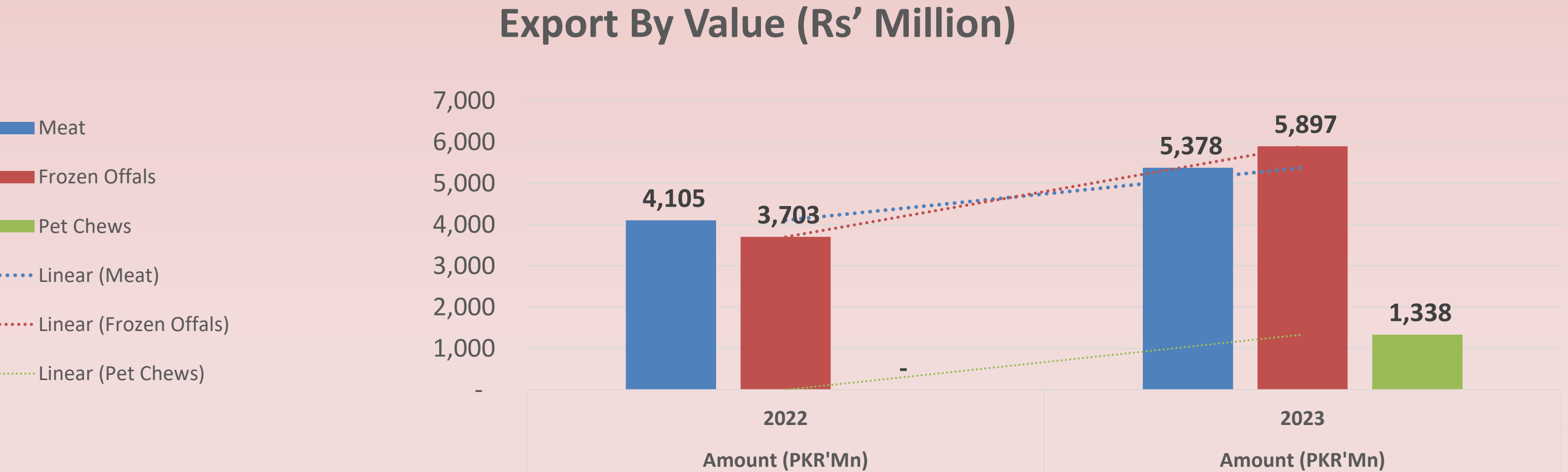
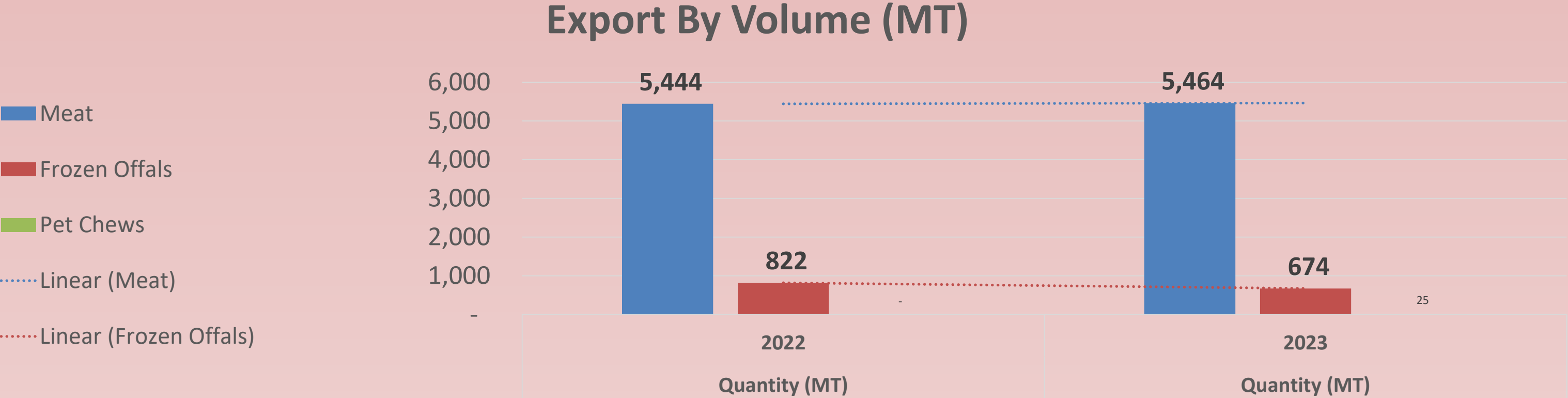
Revenue By-Product Line - Year 2023



Revenue By-Product Line - Year 2022

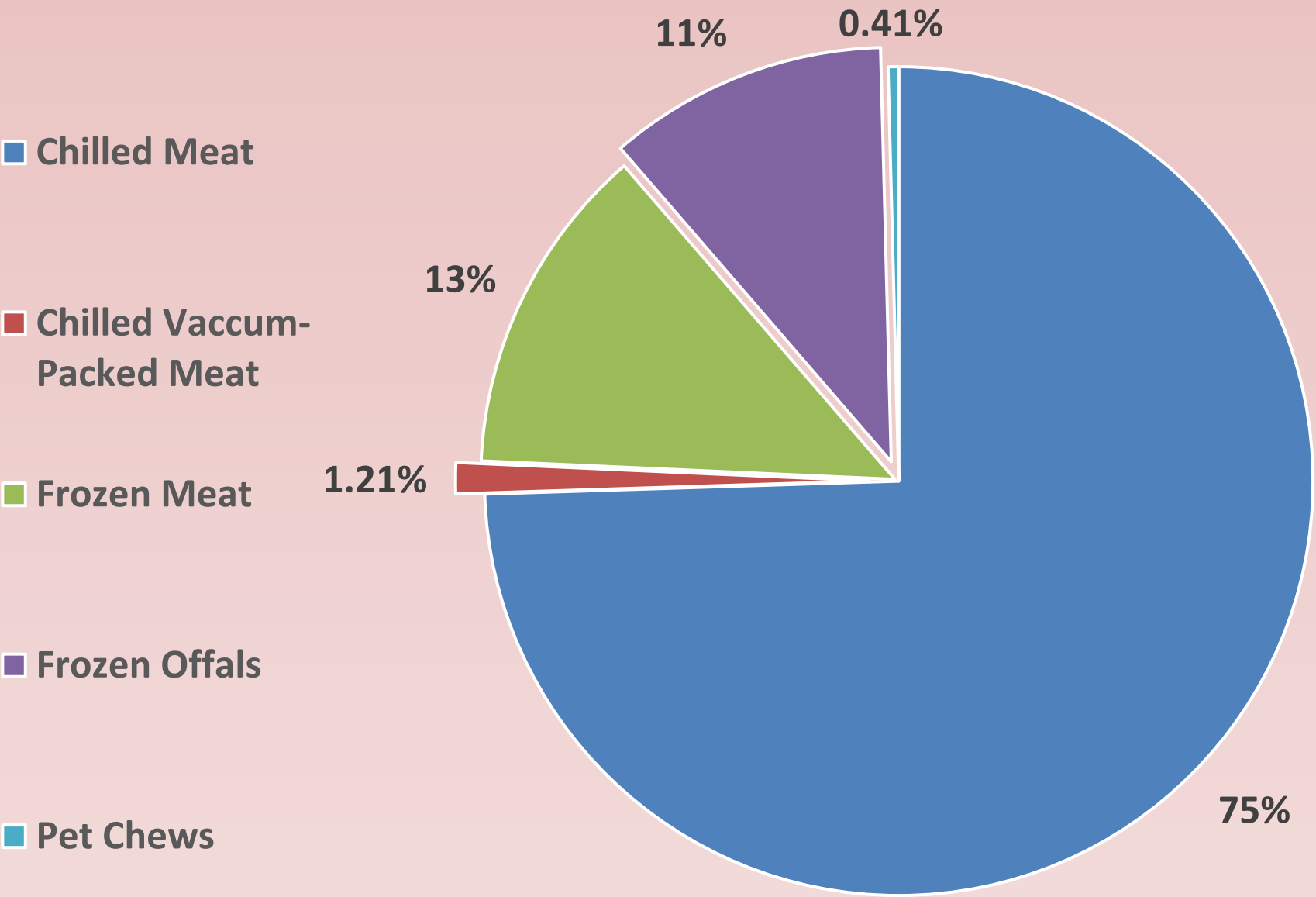


The Organic Meat Company Limited | Sales Mix Profile

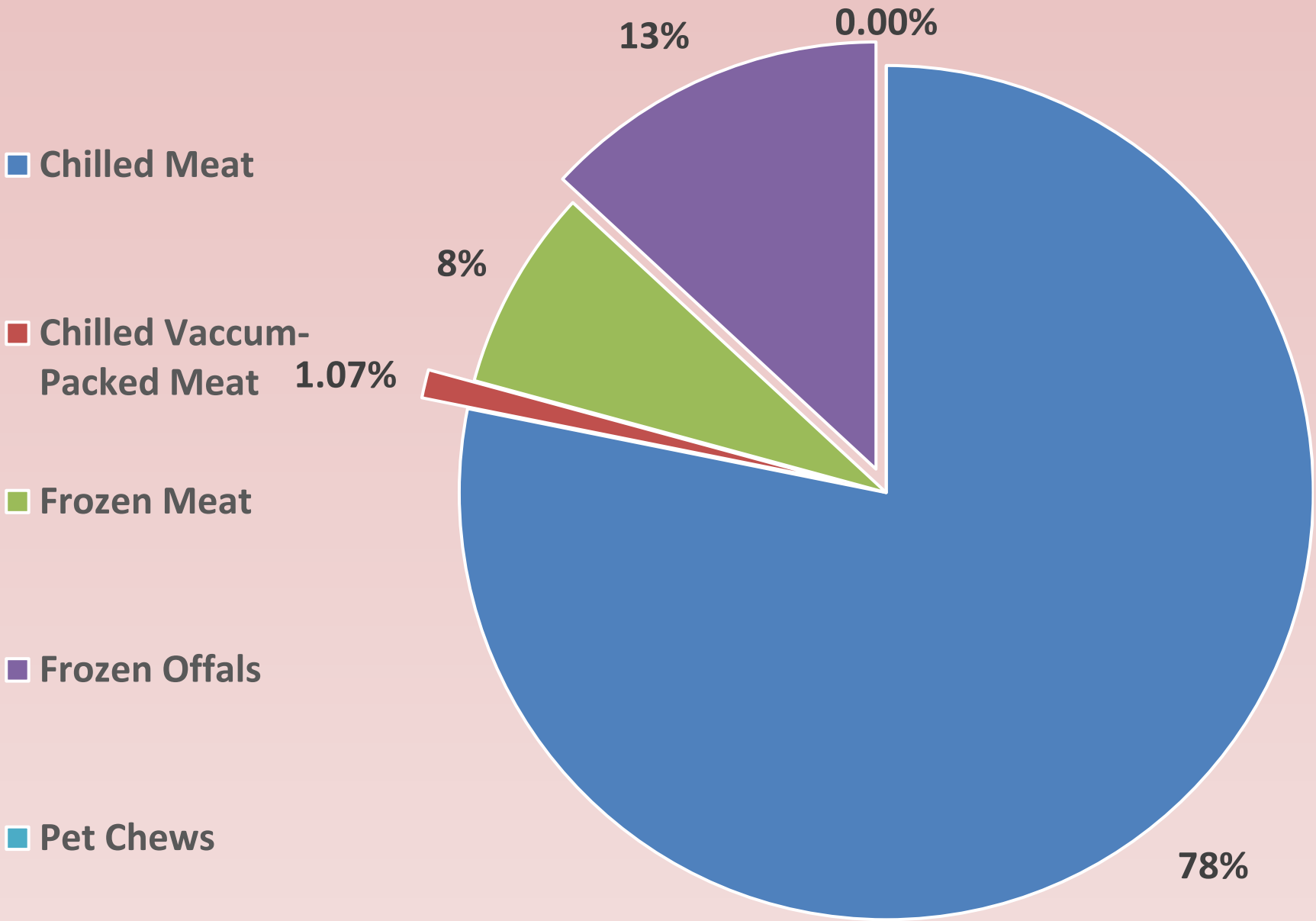


The Organic Meat Company Limited | Sales Mix Profile

Sales Mix by Volumes - Year 2023

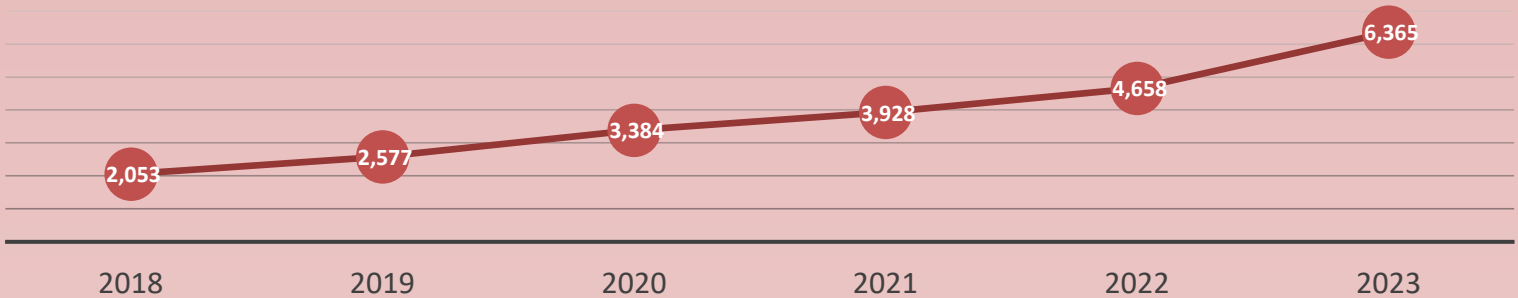


Sales Mix by Volumes - Year 2022

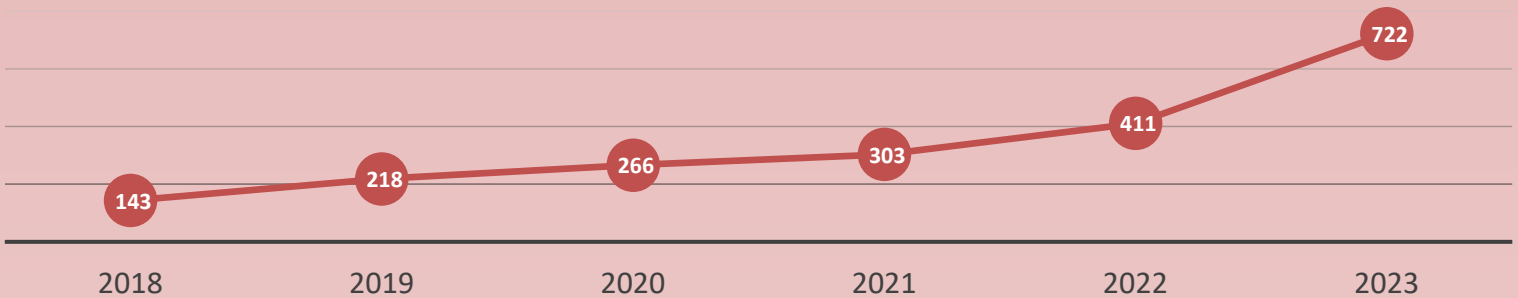


The Organic Meat Company Limited | Key Financial Metrics

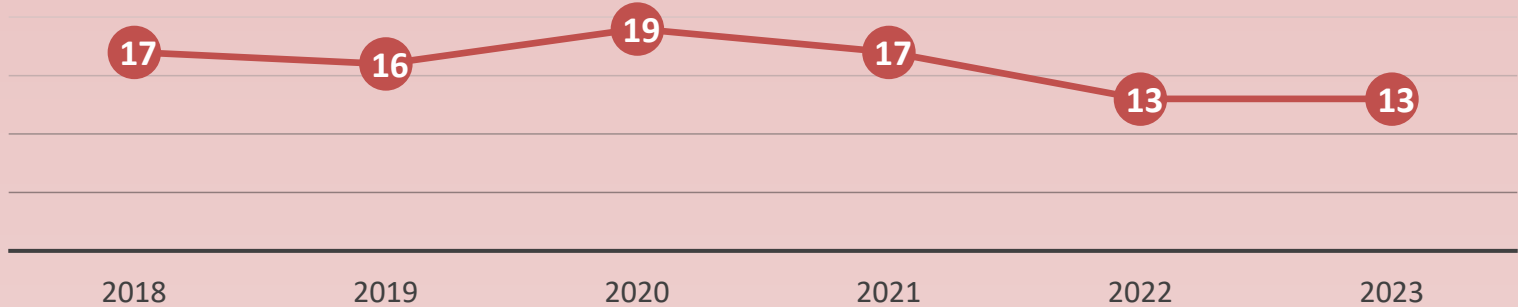
Revenue (Rs.' Million)



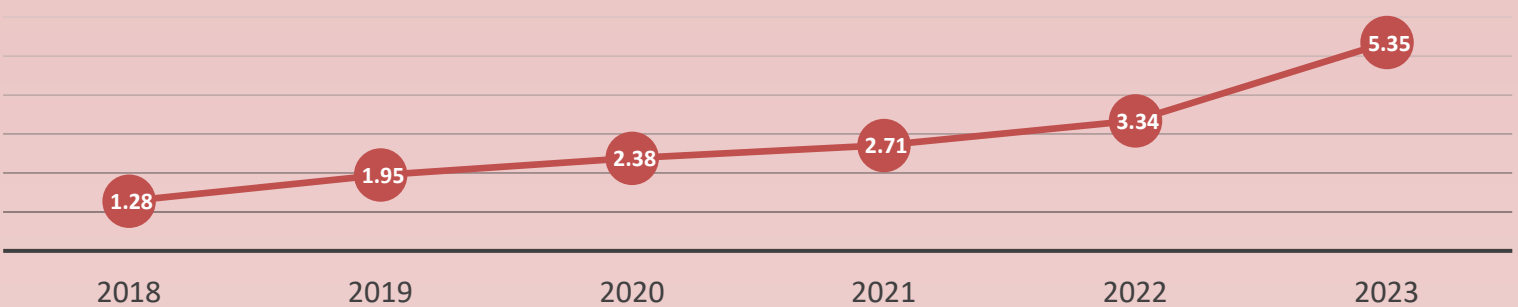
Profit after Tax (Rs.' Million)



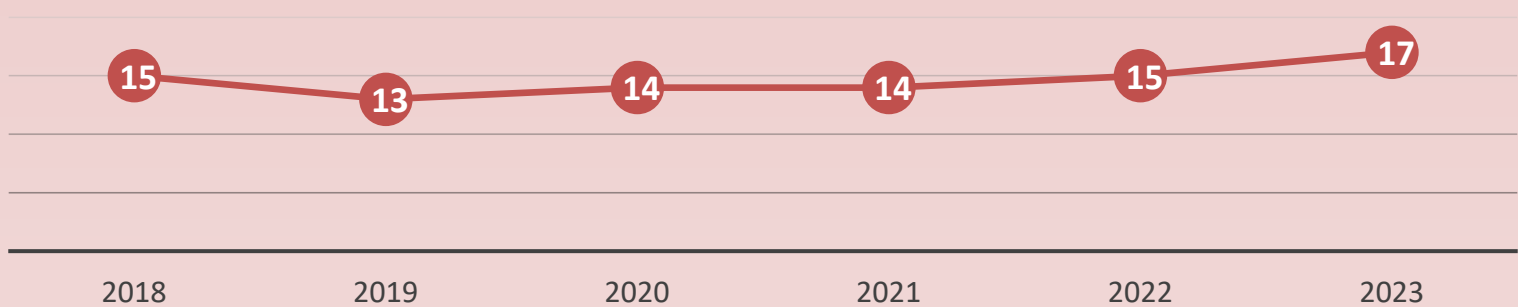
Gross Margin (%)



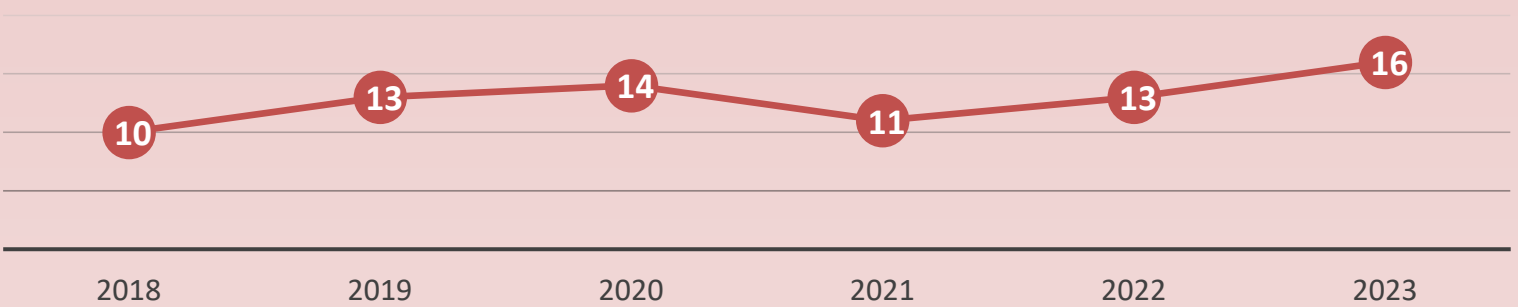
Earnings per Share (Rs.)



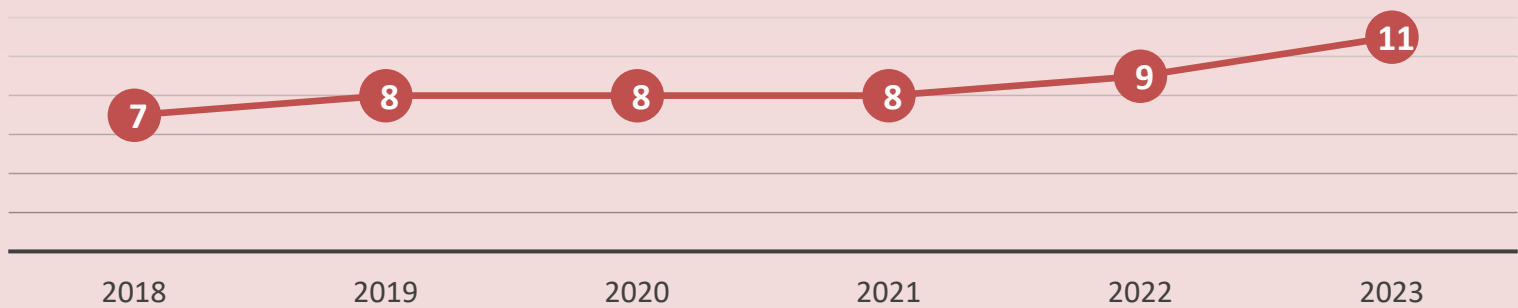
EBITDA Margin (%)



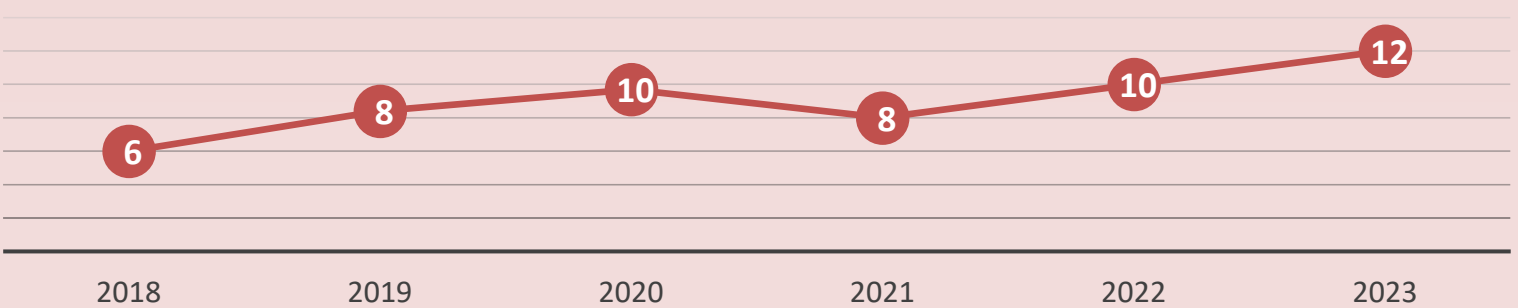
Return on Equity (%)



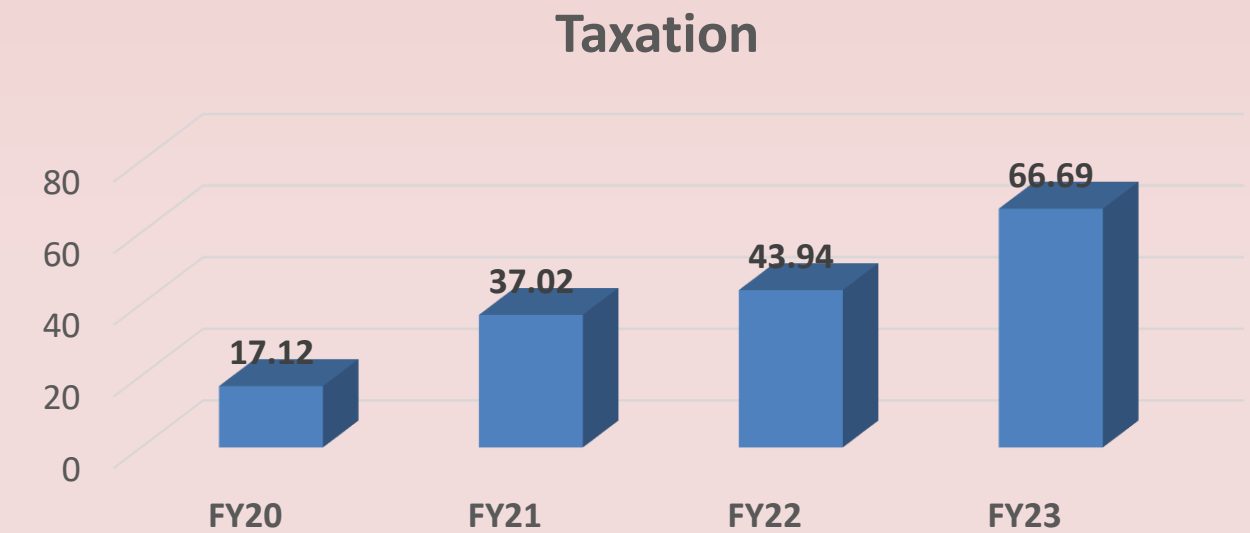
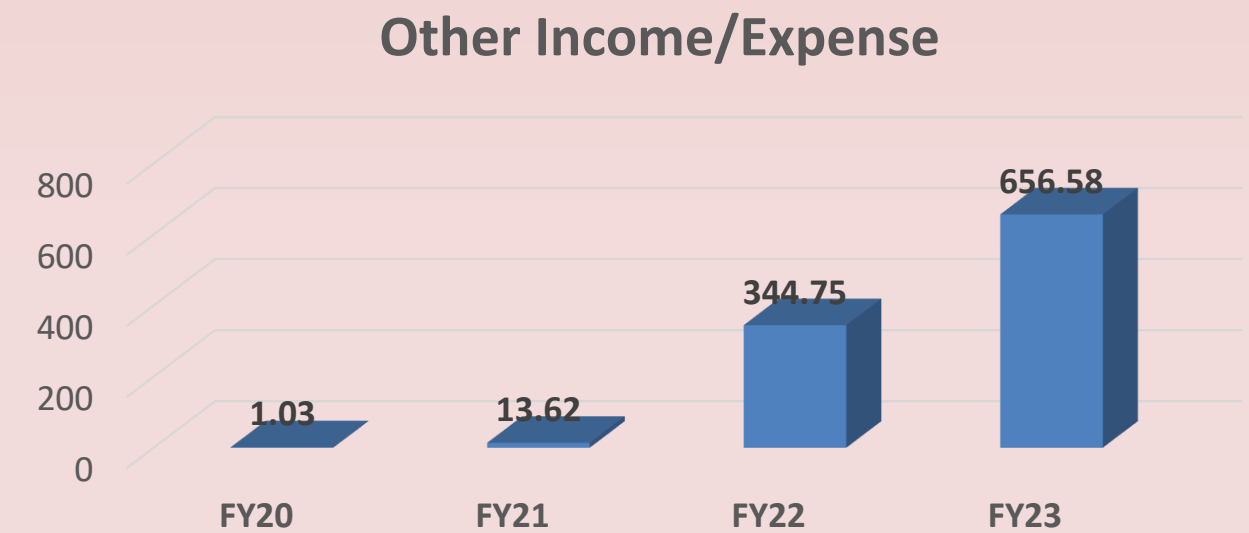
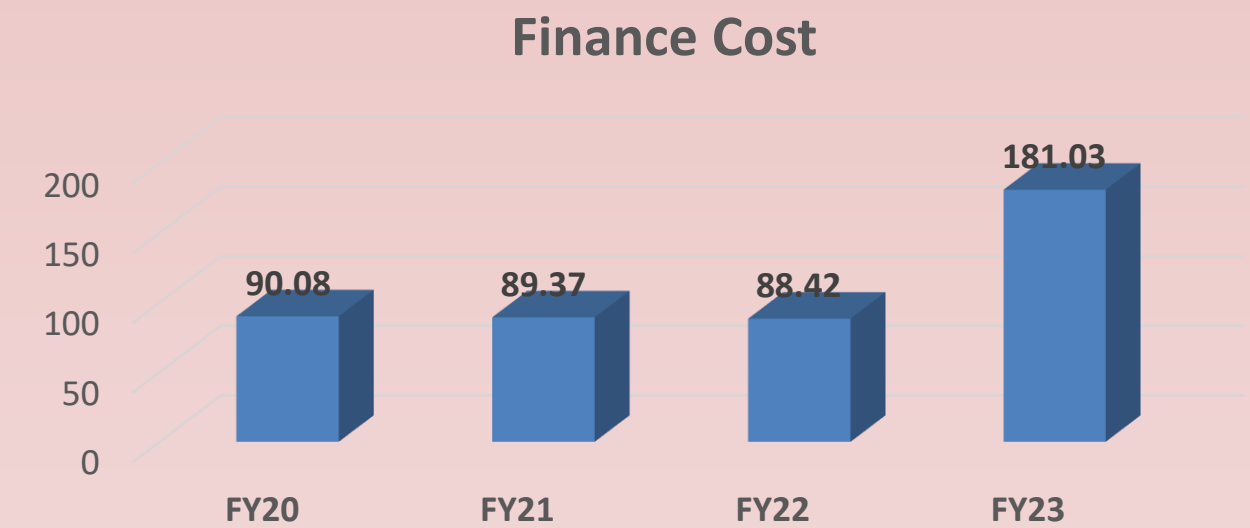
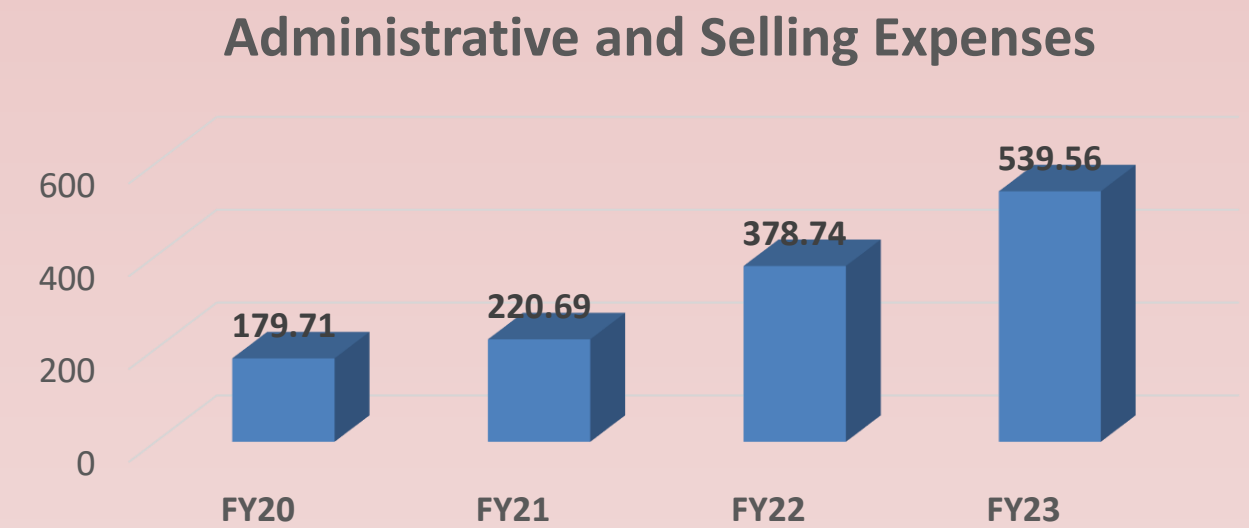
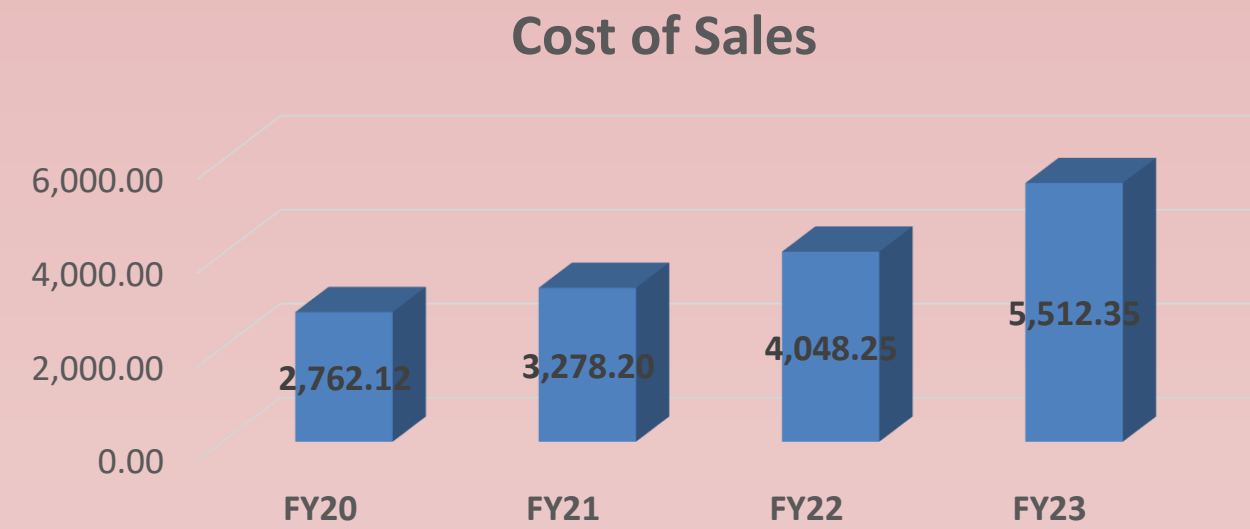
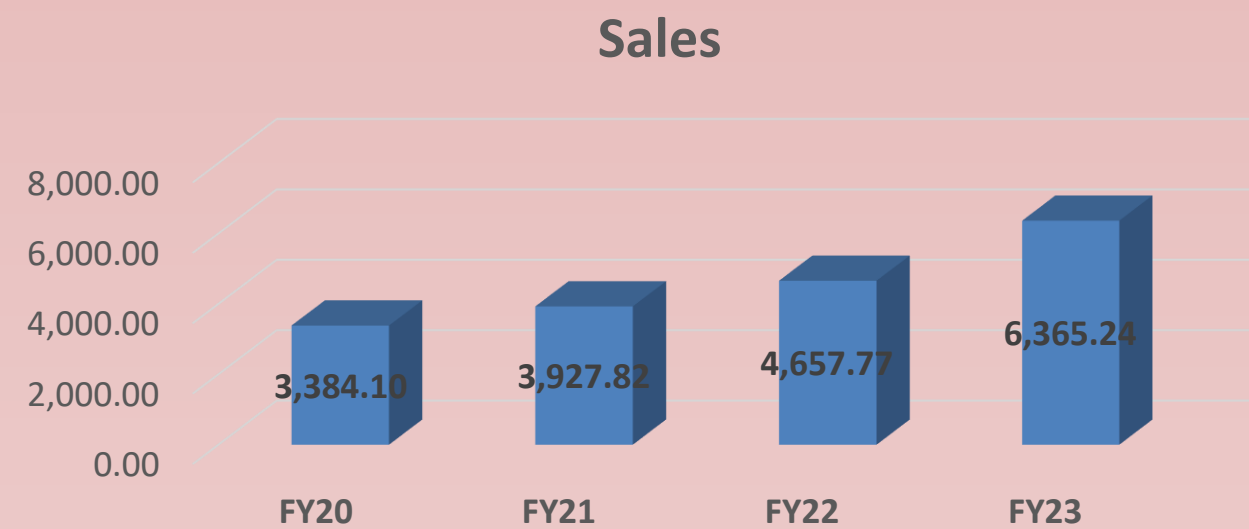
Net Margin (%)



Return on Asset (%)



The Organic Meat Company Limited | Historic Income Statement (* Rs.' Million)



The Organic Meat Company Limited | Future Outlook

- Backward integration of the fattening farm operations into backgrounding of animals
- Expansion of product offerings in pet chews business
- Creation of an FMD free compartment to expand into wider global markets
- Entering Into beef casing business
- Reduce reliance on market supply through enhanced supply capabilities of our fattening farm
- Introducing offal processing at MSMH
- Targeting new markets for all products and business lines
- Expansion in the Saudi and Chinese markets
- Reduce reliance on clean credit based UAE market
- Expansion into the private labeling business in other international markets such as UAE and Kuwait.
- Expansion into the fast food production segment
- Approval for expansion in red and white offals (cooked, fresh and frozen) for UAE market (expected before September 30, 2023)
- Expansion in sheep and beef casings market in EU as well as UAE



Thank You

Q & A

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