



# **SG ALLIED BUSINESSES LIMITED**

B-40, S.I.T.E, KARACHI, PAKISTAN

Corporate Briefing Session 2024

# COMPANY HISTORY

- The company was founded in 1968 by the late Mr. S.M. Ahmed and is currently led by his eldest son, Mr. Sohail Ahmed, who has been associated with the company since 1977. He is supported by his younger brother, Mr. Asim Ahmed, and his son, Mr. Farhan Sohail, a graduate in Industrial Engineering from Purdue University, USA.
- Initially established as a Private Limited Company, the company engaged in dyeing and printing fabrics such as polyester and rayon. In 1977, the company began fabric printing, and by 1982, it had set up a polyester filament yarn plant with a capacity of 4 tons per day. From 1982 to 2006, the company expanded its polyester yarn production from 4 tons to 30 tons per day, becoming the largest producer of value-added filament yarns such as twisted yarn, crepe yarn, dope-dyed yarn, and peach skin yarn, with an annual capacity of 10,000 tons. SG Fibre Limited was the third-largest producer of polyester filament yarn. **SG Fibre Limited was the only exporter of polyester filament yarn from Pakistan.**
- In 1996, the company converted to a Public Limited Company and was listed on the stock exchange, changing its name from SG Rayon Mills to SG Fibre Limited. However, in 2006, operations were shut down due to high production costs, poor utility availability (gas and electricity), and insufficient tariff protection against Chinese dumping of polyester filament yarn.

# REVIVAL OF COMPANY & BUSINESS ACTIVITIES

The company restarted its operations in 2015 with basic warehousing facilities, beginning from zero revenue. Currently, the company generates a monthly revenue of 12 to 13 million rupees. New lines of business added include:


**2017:** Cold storage facilities were established with an investment of 20 million rupees.

**2019:** Pakistan's first vertical farm was set up with an investment of 7 million rupees.

**Industrial Park:** The Company offers an industrial park where clients can bring their machinery and start small-scale production in home textiles, footwear, embroidery, auto parts, screen printing on fabrics, and sweater knitting. The facility spans nearly 400,000 square feet of high-quality construction.

**2022:** The Company began trial production of white button mushrooms, achieving full-scale commercial production by February 2023. The investment in the mushroom facility was 10.5 Crore rupees.

# PRODUCTS

Today, the company produces high-quality white button mushrooms and a wide variety of high-value vegetables in its vertical farm under Brand name of . Brand name is gaining popularity day by day and leading Restaurants, Supermarkets are our Customers.

## Mushrooms



Brown Button Mushrooms



Sliced Mushrooms



Baby Button Mushrooms



White Button Mushrooms

## Microgreens



Radish Leaf Live



Mustard Wasabina Live



Radish Rioja Live



Assorted Microgreens

# PRODUCTS

## Leafy Greens



Romaine Lettuce - Green



Kale Mix



Kale Nero



Kale Curly



Red Swiss Chard



Pak Choy Plant



Pak Choy Leaves

## Herbs



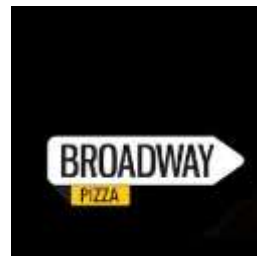
Rosemary



Italian (Genovese) Basil

# CUSTOMERS

The company's customers include all leading supermarkets and restaurants in Karachi. Clean greens is now alhamdulillah a well recognized and trusted brands of many large customer base, restaurants and super markets.



# CUSTOMERS

## RESTAURANTS

**Okra**

**The Deli**

**Xander's**

**Café Flo**

**Ever Green**

**Cote rotie**

**Aylanto**

**Fuchsia**

**Marcel's**

**Newbury**

**China**

**Loco**

**Koel**

**Espresso**

**Cocochan**

**Chop chop wok**

**Tao**

**Thyme**

**The Verge**

**Pf chang**

**Howdy**

**The Sauce**

**Pinchnco**

**Easy by Fatsos**

**Famous Os**

**Sea Salt Co.**

**POMO Pizzeria**

**Tokyo Sushi**

**Edo K Town**

**Colette**

**Shanghai Social**

**Poulet**

**Bela Vita**

**Paul**

**Del Frio**

**New York Bakers**

**Coco9**

**Big Thick Burger**

**Burger Shack**

**D'Vass**

**080z Burger**

**Yum by Amna**

**Turk Naan**

**Vintage**

**and many others**

# CUSTOMERS

**GYM & FITNESS**

Chain of Get Smart

**CONSULATE**

US Consulate

**ONLINE**

Food Panda

# CUSTOMERS

## SUPER MARKETS

Al-Fatah-Pakistan  
Carrefour -Pakistan  
Naheed's Super Mart  
Ebco Super Mart  
Spring Super Mart  
SPAR Pakistan  
New Paradise  
Paradise Express  
Milestone

Fresh basket  
French Store  
Nice Supermarket  
Jack Natural  
Lords  
Farmer's Market  
Shaheen Vegetable  
Llaquat Vegetables

Bi Organic - ISB  
Buy Fresh - ISB  
Fruits & Veg Palace - ISB  
Fresh Field  
Fresh One  
Esa Jee's - ISB  
Farm Fresh - ISB  
Olive Store

## HOTELS

Avari Tower  
Marriott  
Pearl Continental

## HOSPITALS

Agha Khan University  
Zia Uddin

# TECHNOLOGY

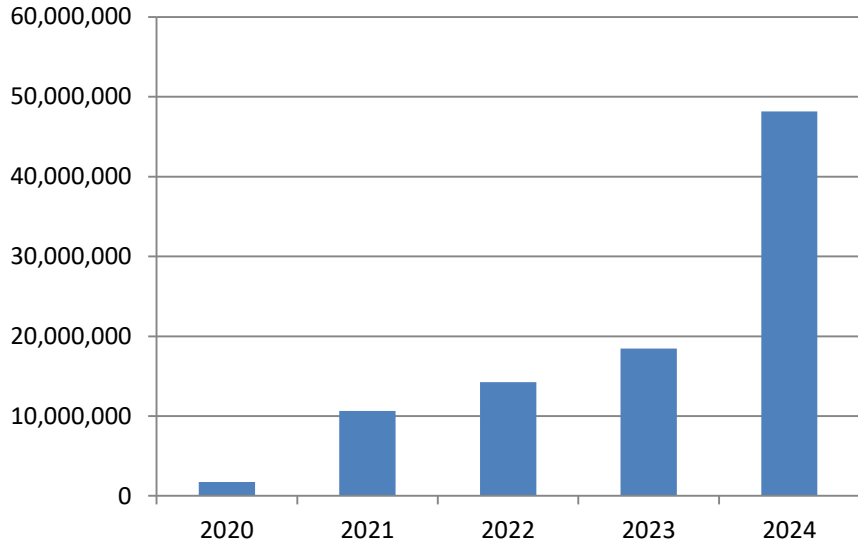
- The white button mushroom facility is based on Dutch technology, which is unique in Pakistan. This sophisticated technology results in lower production costs and higher quality products.

## LAST 5 YEAR INCOME COMPARISON

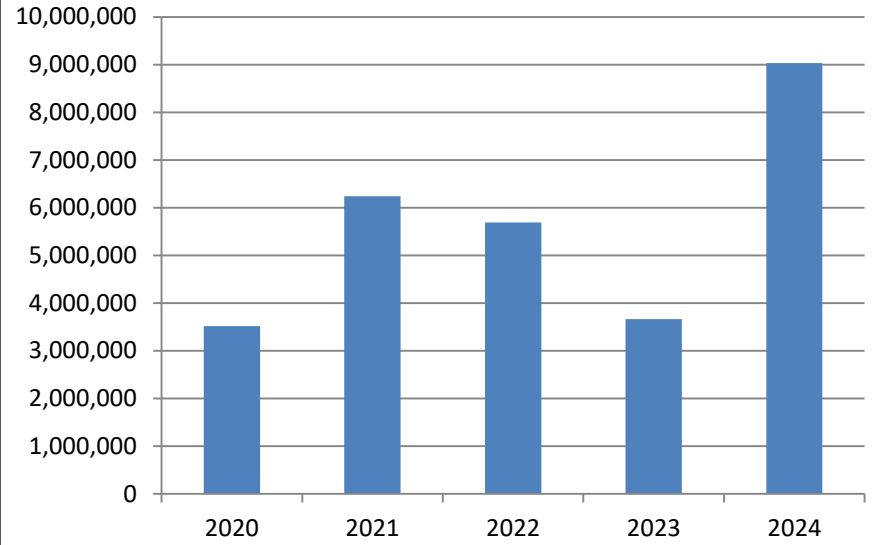
Heads	2020	2021	2022	2023	2024
Mushroom & VF	1,729,302	10,660,310	14,247,055	18,470,867	48,166,021
Cold Store	3,516,148	6,242,486	5,691,156	3,667,791	9,032,755
Warehouse	37,643,717	49,794,353	53,838,429	77,065,700	83,049,302
<b>Total</b>	<b>42,889,167</b>	<b>66,697,149</b>	<b>73,776,640</b>	<b>99,204,358</b>	<b>140,248,078</b>

# LAST 5 YEAR INCOME COMPARISON

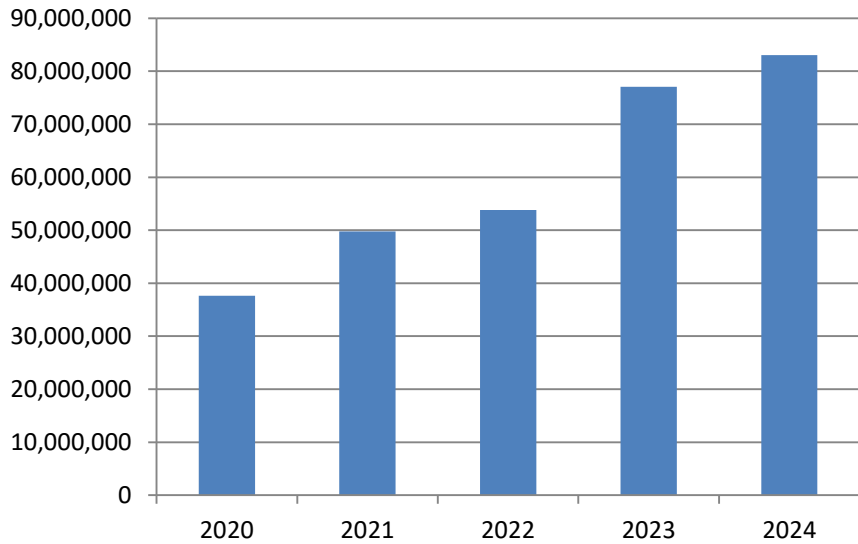
## Mushroom & VF



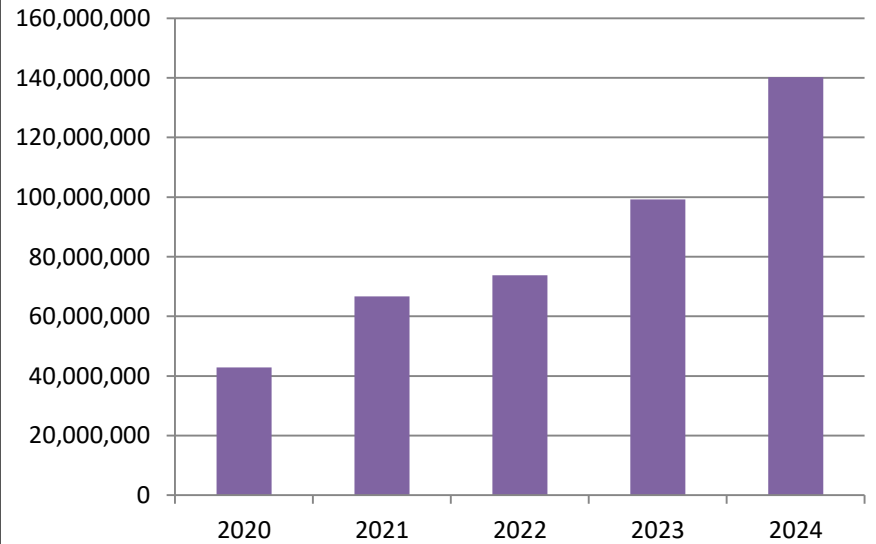
## Cold Store



## Warehouse



## Total Income



## FINANCIAL RESULT 2023-2024

	2024	2023
Sale	57,198,776	22,138,658
Cost of Sales	41,559,115	22,365,706
Gross Profit	15,639,661	(227,048)
Admin & Selling Expenses	115,507,235	85,302,056
Other Income	83,049,302	77,065,700
Financial Charges	35,687	(20,980)
Loss before Taxation	18,607,059	9,724,439
Loss after taxation	16,138,497	8,359,464
Earnings per share	(1.08)	(0.56)

# FUTURE OUTLOOK & CHELLANGES

## THINGS TO LOOK FORWARD TO:

- Increase sale in Mushroom, Vertical Farm Vegetables, Hydroponic fodder and industrial park activities.
- Reduced electricity cost because of addition of solar panels.
- Increased capacity utilization of Mushroom production & higher yields which will result in lower cost of production.

## THINGS THAT CAN HAVE NEGATIVE IMPACT:

- Even Higher cost of Electricity.
- Uncontrolled under invoicing of Canned Mushroom.
- As company is now seeking bank financing so high interest rate can effect the viability of future projects.

# MUSHROOM PRODUCTION HYDROPONIC FACILITY



# MUSHROOM PRODUCTION HYDROPONIC FACILITY



# MUSHROOM PRODUCTION HYDROPONIC FACILITY



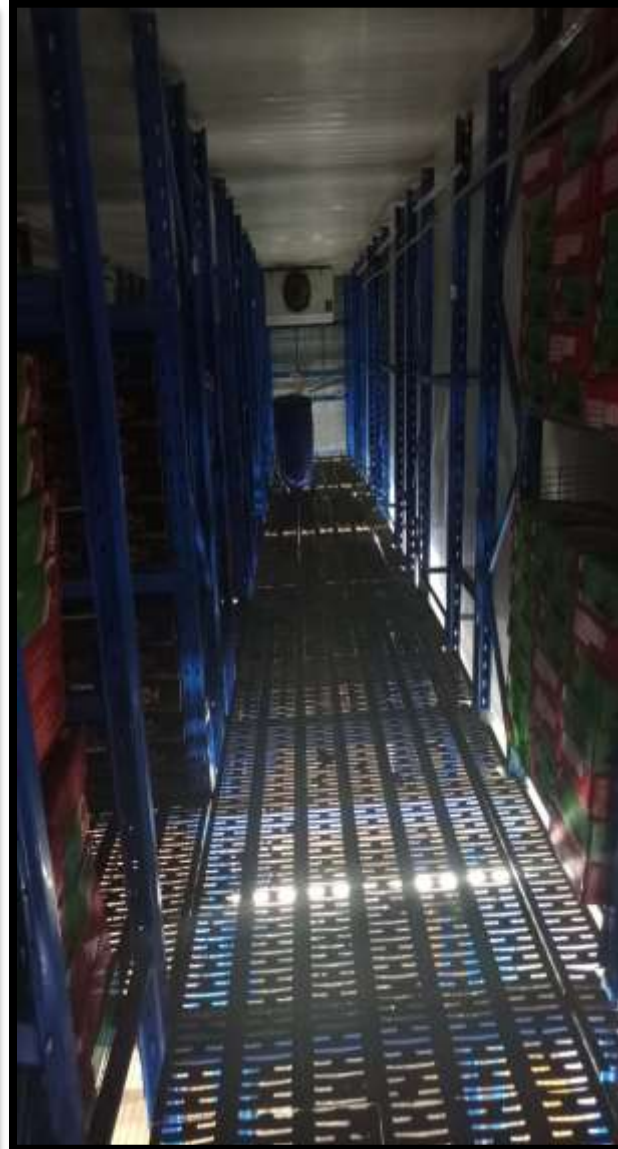
# MUSHROOM PRODUCTION HYDROPONIC FACILITY



# VERTICAL FARM



# COLD STORE & WAREHOUSE



# COLD STORE & WAREHOUSE



# Q & A Session

THANK YOU