

**30** YEARS OF  
**EXCELLENCE**



*Cooking Oil & Banaspati*

# COMPANY PROFILE



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# OUR MISSION

To achieve excellence in the development, production, and marketing of our products and services, especially Edible Oil, Margarine, Shortening, Fat for tea whitener and Puff, in order to maximize customer satisfaction, achieve high levels of growth, minimize costs and maximize profits; resulting in a secure and rewarding investment to our stakeholders and investors. Waheed Group of Companies enjoys ISO certification at all of its production facilities.



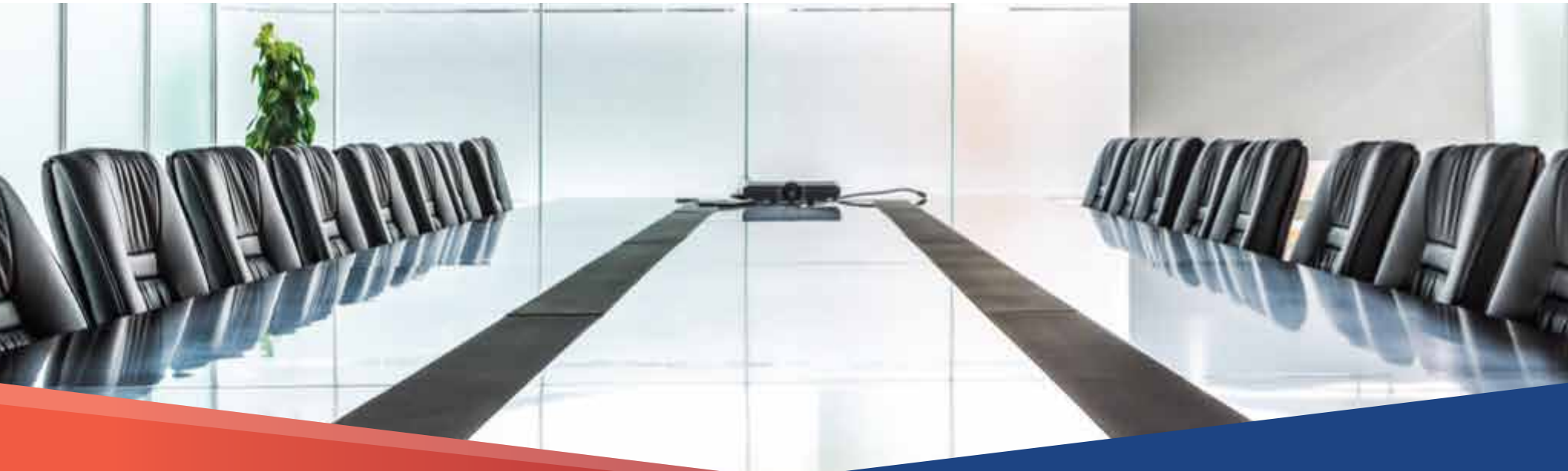
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# OUR VISION

“To provide quality products to the consumers while maintaining our mantra of promise of health.”

Waheed Group of Companies' vision 2025 is focused on being the largest service provider and producer of various products in Pakistan, Malaysia and China. Keeping the CPEC in mind, this evolutionary goal becomes easy to achieve as we believe in the sharing of a pie with our partners and each and every individual of our thriving organization. Our Core Values:

- Innovation
- Sustainability
- Reliability
- Best Value
- High Quality



# BOARD OF DIRECTORS

It has been our endeavor to continuously benchmark our organizational structure, management system, rules and procedures with the best dynamic management practices and to ensure that they are aligned and integrated with our vision at all times. Our focus is to get everyone committed for the achievement of our goal to be the World Class Institution.

**Mr. Abdul Waheed** Chairman  
**Mrs. Rubina Kausar** Director  
**Mr. Awais Karni** Director  
**Mr. Faad Waheed** Director  
**Mr. Hammad Waheed** Director



# ABOUT THE CHAIRMAN

Abdul Waheed Sheikh

Chairman

Waheed Group of Companies

Mr. Abdul Waheed is a seasoned professional businessman with 50 years of experience in managing and maintaining an array of diverse businesses that includes handling of special projects publicly and privately at senior executive levels. He started his career at an early age of 11 years old.

As a young entrepreneur, Mr. Abdul Waheed achieved success in his first business venture which was in the tea industry in 1971; later in 1982 he introduced his own brand, Margina Tea, which brought him recognition among the business community at that time. After making a significant mark on the tea industry, Mr. Abdul Waheed diversified his investments by launching the first ever housing society in Rawalpindi, Pakistan in 1986 by the name of Margina Town; in 1992 he stepped in to jewelry business and further established himself in the business community. During the year 1992, he also started the Compressed Natural Gas (CNG) business as the pioneer of the industry and established the first ever CNG filling station in Private Sector by the name of Kandaan Associates. In 1994 he became the sole distributor for the Compare Wheel Compressor in Pakistan. After establishing his name in the CNG industry, He achieved yet another milestone by becoming the sole distributor of the Stefflini CNG kit in 1996. After this, Mr. Abdul Waheed stepped into the cooking oil industry in 1988 and in 1993 established his own Cooking Oil & Banaspati factory by the name of Waheed Hafeez Ghee Industries.

Since stepping into the Cooking Oil and Banaspati trade, Mr. Abdul Waheed has launched over 71 brands in the local and international market over the last 25 years. Mr. Abdul Waheed has served as a primary liaison for many government and private agencies which includes and is not limited to Chambers of Commerce, Federations, Associations, personal and government agencies. With sheer determination, team-work and vigor, Mr. Abdul Waheed has so far established 17 companies under the umbrella of Waheed Group of Companies.

# SOME PORTFOLIO

Some of his many portfolios include:

- Federation of Pakistan Chamber of Commerce & Industry (FPCCI) Vice President 2019
- Member SAARC Chamber of Commerce (Life Time Member)
- Chairman of Pakistan Vanaspati Manufacturer's Association (PVMA) 2007 - 2008, 2011-2012, 2017-2018, 2020-2021
- Founder Member of All Pakistan CNG Association (APCNGA)
- Member Rawalpindi Chamber of Commerce & Industry (RCCI)
- Member Islamabad Chamber of Commerce & Industry (ICCI)
- Member Haripur Chamber of Commerce & Industry (HCCI)



# AWAIS KARNI

Mr. Awais Karni is one of the key directors of the group and has lamented himself as a seasoned veteran of the palm oil industry with an experience of more than 18 years and has credited himself by creating and managing various brands of cooking oil and ghee which includes our flagship premium brand, Fauji Supreme. During his adolescence years, Mr. Karni attended Beacon house School System and, to further his education, travelled abroad and graduated from the prestigious Everest College, Canada.

During his 10 years in WGC, Mr. Awais Karni has garnered many achievements which include receiving a gold medal from the President of Pakistan for “Highest Importer of Edible Oil” in 2018. Mr. Karni has kept himself engaged in the palm oil industry further by becoming Vice President of Pakistan Vanaspati Manufacturer’s Association (PVMA) from 2011 to 2012. He has also received the award for “Highest Importer of Palm Oil” from Pakistan Edible Oil Conference (PEOC) in 2018. He was once again rewarded by the same award in 2020 as well. Internationally, Mr. Karni has become a known face of Pakistan’s palm oil industry by traveling the world while attending and participating in various palm oil familiarization programs conducted by several countries, especially Malaysia.





# FAAD WAHEED

Mr. Faad Waheed is an important and integral part of Waheed Group of Companies. He is Director Operations and PR of the group. In his early days, he studied from Beacon house School System and, to further his studies, travelled to Canada and graduated in Business Administration (Finance) from the prestigious Sheridan College. (During his time there, Mr. Faad Waheed achieved great success in the sport of snooker and became Pakistan's youngest internationally recognized snooker coach as well as qualifying as the top 16th Canadian snooker players). While in Canada, Mr. Faad also became a member of the Canadian Association of accredited mortgage professionals (CAAMP).

Mr. Faad delved into the palm oil industry and became an essential part of the organization. Mr. Faad also handles our day-to-day operations and management of our premium brand, Fauji Supreme cooking oil & banaspati, bringing it to new heights and recognition all across the country. He has also launched "Islamabad United Lions Club" which is an internationally recognized non-political service organization which aids those in need and brings attention to important issues plaguing the Pakistani community at large.

Since joining WGC, Mr. Faad has held and continues to hold various important positions within and outside the palm oil industry, which are as listed below:

2013 IBSF Certified Master Coach, approved by WPBSA  
2013 Certified Master Coach & Instructor in the art & science of snooker coaching  
2016 Member PBSF  
2017 Pakistan Billiards & Snooker Federation  
2013: Present International Snooker Coach, Snooker Canada.  
2014: Co-founder - Pakistan Snooker Coaching.  
2016-18: Executive Member - Islamabad Billiard and Snooker Associations.  
2017-18: Senior Vice Chairman- standing committee on vegetable oil and ghee-FPCCI.  
2018-19: Deputy Convener standing committee on vegetable oil and ghee FPCCI.  
2019-20: Deputy Convener diplomatic Relations FPCCI.  
2019-20: Convener J.V. in Pakistan FPCCI.  
2018-19: Convener Sports, Culture, Heritage FPCCI.  
2019-20: Member International Trade Promotion FPCCI.  
2019-20: Chairman Edible Oil Committee Islamabad Chamber  
2019: President Islamabad United Lions Club, Lions Club International  
2019: Convener Billiards, Islamabad Club.  
2019-21: Executive Member Islamabad Chamber of Commerce and Industries.  
2020-21: Zone Chairman, Lions Club International.  
2020- : Guest Speaker for Palm Oil conference.  
2022-2024: Senior Vice President Islamabad Chamber of Commerce and Industries



# HAMMAD WAHEED

Mr. Hamad Waheed is a young and upcoming dynamic entrepreneur. He did his early education from John Frasier High School, Canada. For his higher education he graduated from York University, Canada. After moving back to Pakistan in 2016, he joined WGC and introduced various new systems in the organization related to HR and Finance. In a short period of time Hamad Waheed has helped the organization to adopt international corporate practices.

Besides, HR marketing and finance, Mr. Hamad also has introduced an international standard of supply chain management through-out the various segments of WGC specially in the import of Palm Oil and manages sales of local brands of the company.

In 2023, under the Guidance of his father, he established state-of-the-art edible oil refinery at Waheed Hafeez Ghee Industry, Hattar, Pakistan.

Bringing his innovative mind in the industry, this refinery is fully automated and a feather in the cap of Waheed Group of Companies and a testament of his creative and ever evolving talent.

# WELCOME TO WAHEED GROUP OF COMPANIES

What started off over four decades ago as a small business is now spread out by leaps and bounds to become Pakistan's largest business group. Our companies' operations are widely spread all over the country and abroad, providing high quality standards of products and services to our clientele. We are the business leaders and have set a pattern of success stories that have let our organization grow and receive immense respect from consumers and our trade partners alike. Today, the company generates an annual turnover of over three hundred and fifty million US Dollars (\$350 million), contributing significantly to the country's economy.

All our businesses are incorporated as private limited companies under the Companies Act 1913 and Ordinance 1984 of Pakistan. Waheed Group of Companies is also one of the largest entities in the field of manufacturing and import of edible oil, bulk import and distribution of Crude Palm Oil, RBD Palm Oil, RBD Palm Olein, import of various food industry chemicals, Electrolytic Tinplate Sheets, import and sale of Compressed Natural Gas (CNG) Equipment and Stations, running of (CNG) Filling Stations, and Real Estate and construction of Commercial Buildings.

Moreover, we are also in the hospitality business and our hotel, 'Laraib Inn', is a prime example in this regard. Situated in the heart of the Pakistani capital, Islamabad, it has become a popular hotel for multiple client needs. Venturing into hospitality has only helped further the company's commitment to providing highest standards of quality.

Our immense success comes largely from attaining our targets, which are based on the following major strengths:

- Competitive pricing
- Advanced international technologies
- Technically well-trained and highly qualified executives
- Management skills that ensure on-time deliveries

# OUR CONCERNS

Waheed Hafeez Ghee Industries (Pvt.) Ltd.  
 Khadija Edible Oil Refinery (Pvt.) Ltd.  
 Waheed Hafeez Oil and General Food Mills (Pvt.) Ltd.  
 Lal Oil & Ghee Mills (Pvt.) Ltd.  
 Fahad Hammad Oil & Ghee Industry (Pvt.) Ltd.  
 Waheed Hafeez Construction & Developers (Pvt.) Ltd.  
 A.K Oil & Ghee Industry (Pvt.) Ltd.  
 Neelum Oil & Ghee Industries (Pvt.) Ltd.  
 Capital Pipes Industries (Pvt.) Ltd.  
 Zaheer Hafeez Terminal Services (Pvt.) Ltd.  
 Ferozsons Tank Terminal (Pvt.) Ltd.  
 Waheed Hafeez Flour & General Mills  
 A.K. Filling Point  
 Laraib Inn & Co.  
 Fahad Enterprises  
 Awais Enterprises  
 RA & Co.

Hattar  
 Karachi  
 Mirpur  
 Malakand  
 Karachi  
 Islamabad  
 Hattar  
 Mirpur  
 Malakand  
 Karachi  
 Karachi  
 Rawat  
 Rawalpindi  
 Islamabad  
 Islamabad  
 Rawalpindi  
 Islamabad



**Khadija**  
 Edible Oil Refinery (Pvt) Ltd.



**LAL GHEE & OIL MILLS (PVT) LTD.**  
 Main Road, Sakhakot (Near Shell Pump) Dargai Malakand.





## Waheed Hafeez Ghee Industries (Pvt.) Ltd. Hattar

Established in 1993, the Waheed Hafeez Ghee Industries is one of the largest suppliers of cooking oil and banaspati in the north region of Pakistan. It has a production capacity of 350 metric tons per day, produced under 44 different brands that comply with the different needs of various clients. As are the group's all other businesses, Waheed Hafeez Ghee Industries (Pvt.) Ltd is certified by PSQCA, HALAL and has ISO certification 22000:2018, 9001:2015, 14001:2015 from TUV Austria Hellas. Some of the major brands produced by Waheed Hafeez are as follows:



## AK Oil and Ghee Industry (Pvt.) Ltd. Hattar

The AK Oil and Ghee Industry is one of the latest ventures of the Waheed Group. Established in 2018, it is equipped with state-of-the-art equipment and has a production capacity of 300 metric tons per day. The refinery was established in Hattar in light of the ever-increasing demand of quality cooking oil and ghee in the north region of Pakistan. AK Oil & Ghee Industry strictly follows the Pakistan Standards (PSQCA) and ISO 9001: 22000:2018, 9001:2015, 14001:2015 and H.A.C.C.P.





## Khadija Edible Oil Refinery (Pvt.) Ltd. Karachi

Khadija Edible Oil Refinery is again one of the largest physical oil refineries in Pakistan. The refinery was established in 2005 at port Muhammad Bin Qasim in Karachi. This establishment has the capability of refining 500 metric tons of CPO, and has a production of 300 metric tons of banaspati and cooking oil. Since it is one of the most successful refineries in the country, it is equipped with international technological standards, such as HALAL and ISO 22000:2018, 9001:2015, 14001:2015 keeping a nationwide need in mind. Few brands that are made here in Khadija Edible are as follows:



## Fahad Hammad Oil & Ghee Industry (Pvt.) Ltd. Karachi

Fahad Hammad Ghee Industry is another landmark achievement of the Waheed Group of Companies. Established in 2014, the oil refinery has a daily production capacity of 300 metric tons per day. Like other companies of the group Fahad Hammad also has ISO 22000:2018, 9001:2015, 14001:2015 Following are the few brands that are produced by FH:





## WAHEED GROUP IN OIL & GHEE

### The Vegetable Ghee and Cooking oil Entities:

With a mission of providing the best possible quality of vegetable ghee and edible oil products with the highest standards of production and professionalism, supported by the mission to excel in offering affordable rates, the Group is presently capable of producing well over 850 million tons of vegetable ghee and edible oil every day, which is the largest capacity in Pakistan. This gives a clear-cut edge to WGC over fair competition.

We comfortably meet the existing large demands and are fully capable of producing even bigger quantities if so required. Utility Stores Corporation of Pakistan is a living example, which has been our client since 2004 and buys large quantities of vegetable ghee and cooking oil from us. In order to ensure prompt and timely deliveries, the WGC has over 50 vehicles to meet its operational and distribution requirements.

#### **Waheed Hafeez Refinery**

In 2023, we established a new state-of-the-art refinery. This refinery is fully automated and has a production capacity of 200 Metric Tonnes per day.





## *Cooking Oil & Banaspati*

Fauji Supreme is one of our premium brands of cooking oil and banaspati. It is a UHT-treated brand that is processed to perfection so that consumers are delivered a healthy product. Our tagline is 'Promise of Health', which resonates with our sales of an average of 18,000 metric tons per month (216,000 metric tons per annum) as a clear indication of the trust of the consumers.

Fauji Supreme has received multiple awards over the years.



# OTHER IMPORTS

## TIN PLATES IMPORTS:

Tinplate is a thin food grade steel sheet coated by tin. It has a metallic luster as well as excellent properties in corrosion resistance, solder ability, and weld ability. Tinplate is used for making all types of containers such as food cans, beverage cans and cooking oil tins.

WGC imports its own Tinplate from China, USA and Europe, which is used for making tin containers for our consumers. Our company only imports Electrolytic Tin Plate of prime quality and secondary bright coils and sheets. WGC imports a total of 12,000 metric tons per annum of these tin plates to cover the demands of its consumers.

At Waheed Hafeez Ghee Industries we have a huge plant of tin box manufacturing. After import, these tin plates are made into tin containers of different sizes at our own facility to cater for the ever growing needs of the consumers. This helps in our brands' institutional sales which is directed towards restaurants and hotels which need the product in big tinplate containers.



## INDUSTRIAL FAT:

Butter, shortening, and margarine are all types of fats. Shortening comes from vegetable oil, made solid by the process of hydrogenation. Because the oil comes from plant sources, it does not contain cholesterol, but might contain some saturated fat. Shortening is mostly used in cooking and baking. Margarine is also a saturated fat and is solid at room temperature. Most margarine brands are made out of vegetable oils these days, so they have the polyunsaturated and monounsaturated fats, or good fats, that can lower your LDL when you are substituting saturated fat.

We produce high quality shortening, which includes special cream shortening and double refined Palm Olein. We also excel in industrial margarine, which resonates with our list of big industrial consumers of Pakistan.

Shortening and margarine are two of our byproducts produced by our oil refining process. As a result, we are one of the major suppliers of these products and deal with many internationally renowned Pakistani companies, which are as follows:

- Continental Biscuits
  - English Biscuits
  - Fauji Foods
  - Shakarganj Limited
  - Ismail Industries (Candyland)
  - Coronet Foods
  - Volka Foods
  - Lotte Kolson's
  - SM Foods
- Asian Foods
  - Silver Lake
  - Innovative Biscuits
  - Premium Chemical
  - MA foods
  - Hilal foods
  - Bunty Sweets
  - Omer Foods Lahore
  - PK Foods





# TANK TERMINALS

**We deliver What we Promise!**

## **Zaheer Hafeez Terminal:**

ZHT is an associate company of Waheed Group of Companies, which is a shore tank terminal company and a custom bonded warehouse, at its facilities in Port Bin Qasim, Karachi. Zaheer Hafeez Tank Terminal also serves in this regard. Zaheer Hafeez Terminal 1 and 2 have a total storage capacity of **56,500** metric tons. The track record of this business segment is a glowing feather in WGC's cap.

## **Ferozson's Tank Terminal:**

FTT is an associate company of Waheed Group of Companies, which is a shore tank terminal company and a custom bonded warehouse, it has a capacity for around **25,000** metric tons of liquid cargo at its facilities in Port Bin Qasim, Karachi. FTT is serving its customers since 1983, and it became part of Waheed Group in 2016. Following Waheed Group's stringent quality assurance parameters, FTT is poised to maintain the respective quality parameters of liquid cargo stored at its facilities, giving assurance to its customers that their cargo is in safe and professional hands. Using the latest method of calibration, API Standard 2550, FTT ensures that right quantities are delivered back to its customers at the intake quality parameters.



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# LARAIB INN

Situated in the heart of Islamabad, the capital city of Pakistan, Laraib Inn is a popular multi-purpose hotel that is nestled in a unique commercial destination. It is one of the most sought-after destinations for hosting weddings and receptions. The establishment is equipped with multi-purpose halls that come in handy for events like birthday parties, seminars and even workshops. Laraib Inn is a one-stop shop solution for all even needs. The team consists of people with an experience of decades in the hospitality business. They are dedicated to providing excellent services to all their clients. We think of Laraib Inn as your home away from home.



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# WAHEED HAFEEZ CONSTRUCTION AND DEVELOPERS (PVT.) LTD.

After our great success in Edible Oil, with our continuing efforts to explore new horizons, we shifted the paradigm from production to the construction world. At present we are constructing a landmark project which is a multi-story high rise which mainly consists of different types of apartments. It is situated right next to the Islamabad International Airport in the most famous Top City. We believe that this 18-story mega project will be a feather in our cap and our introduction in the construction industry.



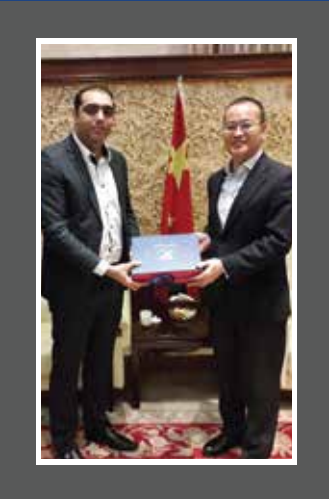
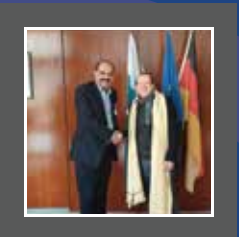
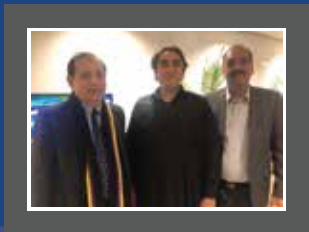
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# OLIVE FARMING

Pakistan is a country which depends highly on imports for its commercial and consumer needs. Edible oil is one such example. We as a country import about 4 Billion dollars worth of edible oil per annum. Since we are market leaders, we also have a responsibility of guarding the national interest, therefore, in 2020 we decided to explore different avenues that could help us to have a homegrown edible oil solution.

Our research landed us in the Olive Oil industry. To have a viable production and supply chain of Olive Oil, we needed to explore Olive farming. In 2022, we bought more than 1000 acres of land in Kalarkahar, Pakistan. Our research and development is underway and we are hopeful that in the near future, we will be self-sufficient in the farming and production of Olive Oil.

# ACHIEVEMENTS





# ACHIEVEMENTS



# CERTIFICATIONS



# CERTIFICATIONS



# CERTIFICATIONS





# PRIMADUTA AWARD

Syed Ali Haider Zaidi, Federal Minister for Maritime Affairs presenting the Primaduta Award to Mr. Abdul Waheed, Chairman Waheed Group of Companies.

The Primaduta Award is a form of appreciation from the Government of Indonesia for the loyalty and commitment of importers in buying Indonesian products. This year, the awards were given to 45 companies from 31 countries out of which Waheed Group of Companies stood apart for receiving it as the only company from Pakistan for the year 2019. It is the first time in history of Pakistan that a company has been selected for award of this great distinction.



**THANK YOU**



*Cooking Oil & Banaspati*





*Cooking Oil & Banaspati*



## **WAHEED GROUP OF COMPANIES**

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