

Roshan Packages Limited

Corporate Briefing FY 2022

28th November 2022

4:00 PM

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Our Vision and Mission

Vision:

“We aspire to be the leader in providing innovative, and aesthetically integrated packaging solutions in order to enable the key business of our customers”



Mission:

- Delight our customers by providing innovative packaging products and solutions
- Upholding the principals of corporate governance and pursuing the creation of superior value for our stakeholders.



JOURNEY AT A GLANCE

1959



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Urdu Digest

Dr, Ijaz Hassan Qureshi launches “Urdu Digest”, inspired by the “Reader’s Digest” of the west

1989



Roshan Enterprises

After the success of “Urdu Digest” Roshan Group looked to expand and venture into other business, such as the fruit industry

2002



Roshan Packages Limited

On August 13, 2002 Roshan Packages was established as private limited company to not to just provide backward integration to fruit export but also to cater quality conscious customers

2011



Flexible Unit

Roshan Packages reached out further into the packaging industry by installing a state of the art Flexible Plant to cater various FMCG deliveries, RPL installed organization

2016



Extrusion Unit

With a keen eye on quality and timely deliveries, RPL installed a large-scale Extrusion Plant and a Rotogravure machine from Windmoller & Holscher.

2017



IPO & Upgradation

Following a highly successful IPO, RPL advances to the next phase with installation of Corrugation Machine from BHS, and plans to further expand its packaging and printing business

2019



Upgradation

Installation of Slitting Machine and Doctor Rewinder (B.I.M.E.C , Italy). Upgradation of Fire Fighting Equipment.

2021 & 2022



Roshan Sun Tao Paper Mills (Pvt) Limited (RST)

2021:

RST became wholly owned subsidiary of Roshan Packages Limited. (Subject to requisite approvals)

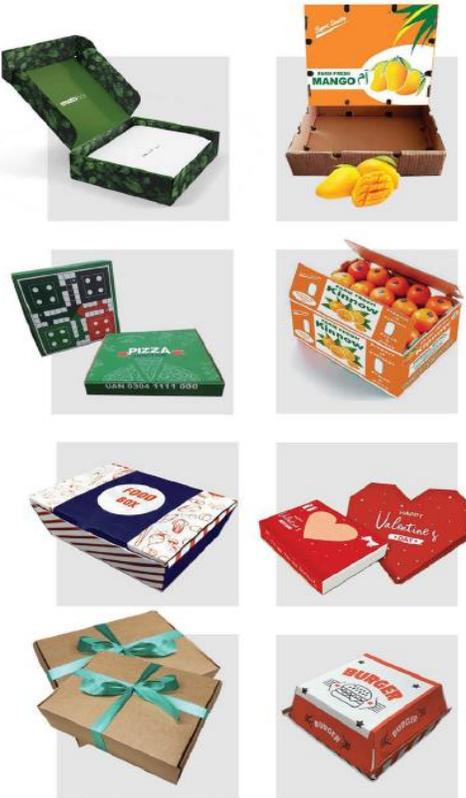
Company Products

Corrugated Packaging

Flexible Packaging

OUR PRODUCTS

Packaging Made **Convenient**



Top Customer Contribute ~ 60% Of Overall Revenue



Certifications

Sr. No	Certification Title	Standards Version	CB	Business Unit
1	Quality Management System	ISO 9001:2015	Bureau Veritas	Flexible & Corrugation
2	FSSC 22000 Food Safety System Certification	ISO 22000:2005 , ISO TS 22002-4 Packaging 2013 , FSSC version 4.1	Bureau Veritas	Flexible
3	SEDEX	(SMETA version 6.0)	Bureau Veritas	Flexible & Corrugation
4	HFMS Halal Food Management System	PS:3733-2019	SANHA	Flexible
5	Environmental Management System	ISO 14001:2015	Bureau Veritas	Flexible & Corrugation
6	Occupational Health and Safety Management System	ISO 45001:2018	Bureau Veritas	Flexible & Corrugation



Sustainability Drive & CSR

Conscious of our contribution to society and the environment, we seek to continually expand our horizons while keeping sustainability and diversity at the heart of our efforts.

As the climate crisis deepens, we must all, as consumers, producers and individuals, play our part and as companies set ambitious goals to use more recycled content in their packaging, there is more need than ever for partnerships and investments. The investment in Roshan Sun Tao is thus of paramount significance.



Our strategy to make **closed-loop recycling a reality:**

A process where waste is collected, recycled and then used again to make the same product partnering with supply chain team of our customers.

Flood Relief

Around 33 million Pakistanis have been affected by this year's devastating floods and landslides. With rivers and dams overflowing homes, farms and critical infrastructure has been destroyed. RPL has pledged free and subsidized packaging to organizations working towards flood relief, transporting goods from Lahore to those affected.



Student Internship Programme

This year, we officially started our Student Internship Program in which we train and polish the young leaders of tomorrow. Youngsters enrolled in High School and College interned across departments such as Human Resources, Marketing, Sales and Finance at our Headquarters working on new projects and honing their skills through the help of their mentors. Some were offered full time jobs along with flexible schedules that allowed them to pursue their studies and career simultaneously.

Awareness Sessions

At RPL, we believe that change starts at home. To this end, we have arranged numerous in house and external awareness sessions on topics such as domestic violence, breast cancer awareness and smoking. We hope that our employees are able to carry the information and tools they learnt from these workshops into their daily lives.

Financial Highlights (FY 2018-FY 2022)

Financial Highlights

Revenue
Rs 8,866 Million

26.7% YoY Increase

21.0% YoY Increase

Total Assets
Rs 11,426 Million

Break up Value / Share
Rs 51.1/share

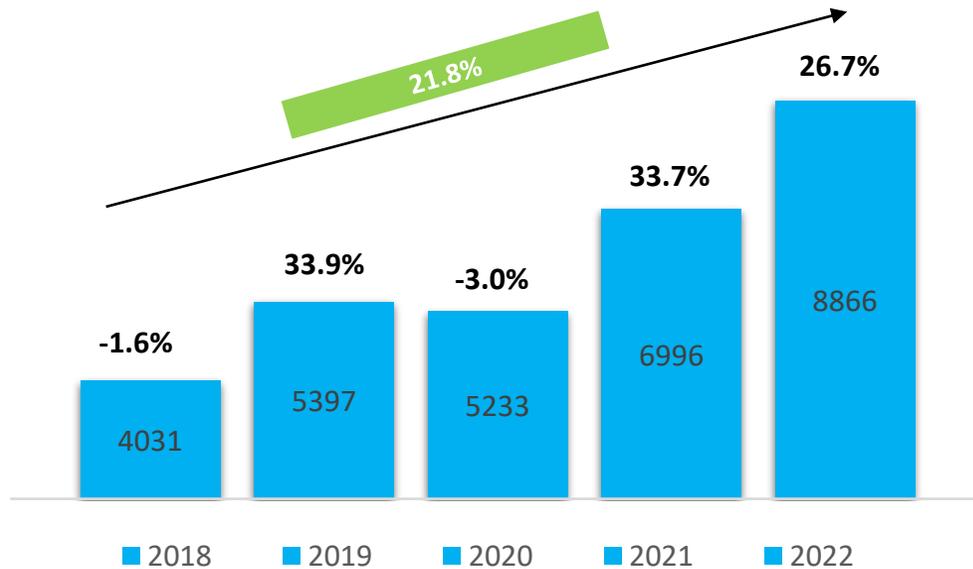
19.6% YoY Increase

3.6% YoY Increase

Gross Profit
Rs 915 Million

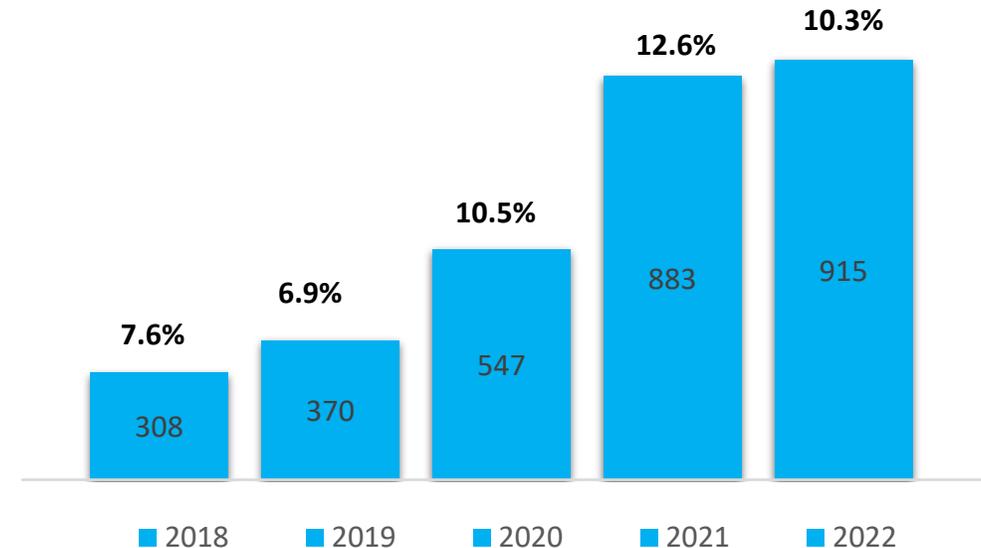
Sales Growth & Margins

Sales & Growth %



- Healthy double-digit (21.8%) growth CAGR over the last 5 years .

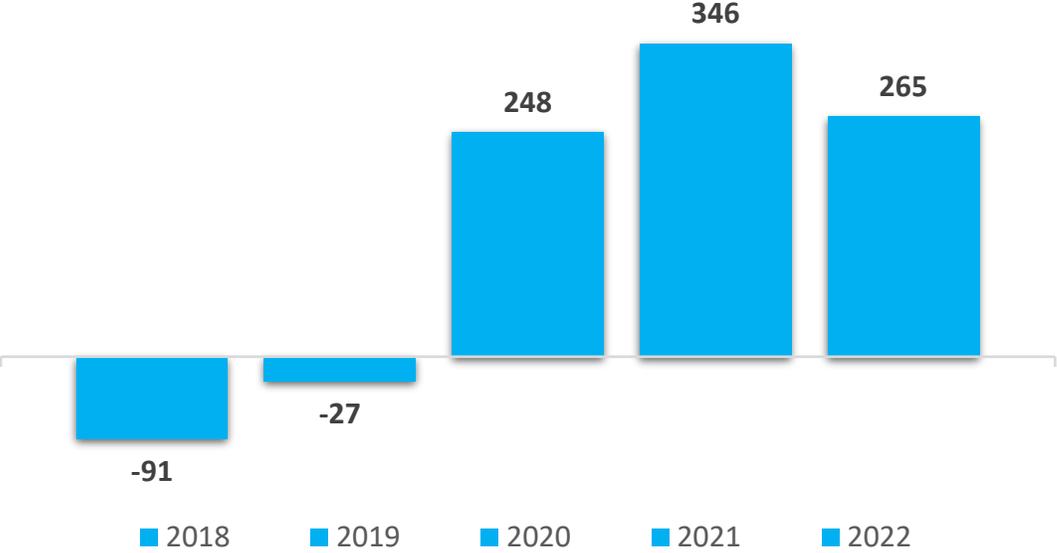
Gross Profit & Margins %



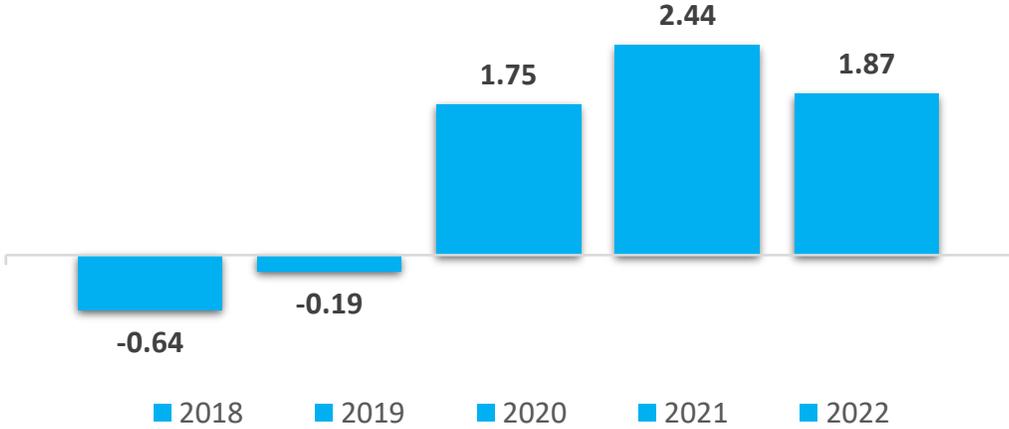
- Consistently improving margins over the years with a healthy product mix.

Profitability Trend

Net Profit after Tax (PKR Million)



Earnings Per Share (PKR)



Factors Impacting FY 2021-22 Profitability



Commodity prices

Increase in resin prices internationally coupled with the PKR devaluation has impacted the landed costs.

Impact on Cost of sales



Fuel Rates

Rapid increase in Fuel rates is impacting both the energy costs.

Impact on Cost of sales by PKR 192 million.



Exchange Loss

Devaluation of PKR Leading to higher landed cost of raw materials & exchange loss on foreign currency balances.

Exchange Loss of PKR 86 million during the year.



Shipping & Transportation cost

Pandemic-related disruptions in the normal worldwide flow of goods are resulting in record-high freight charges for both international & local freight.

Increase in Freight costs by PKR 74 million



Monitory Policy

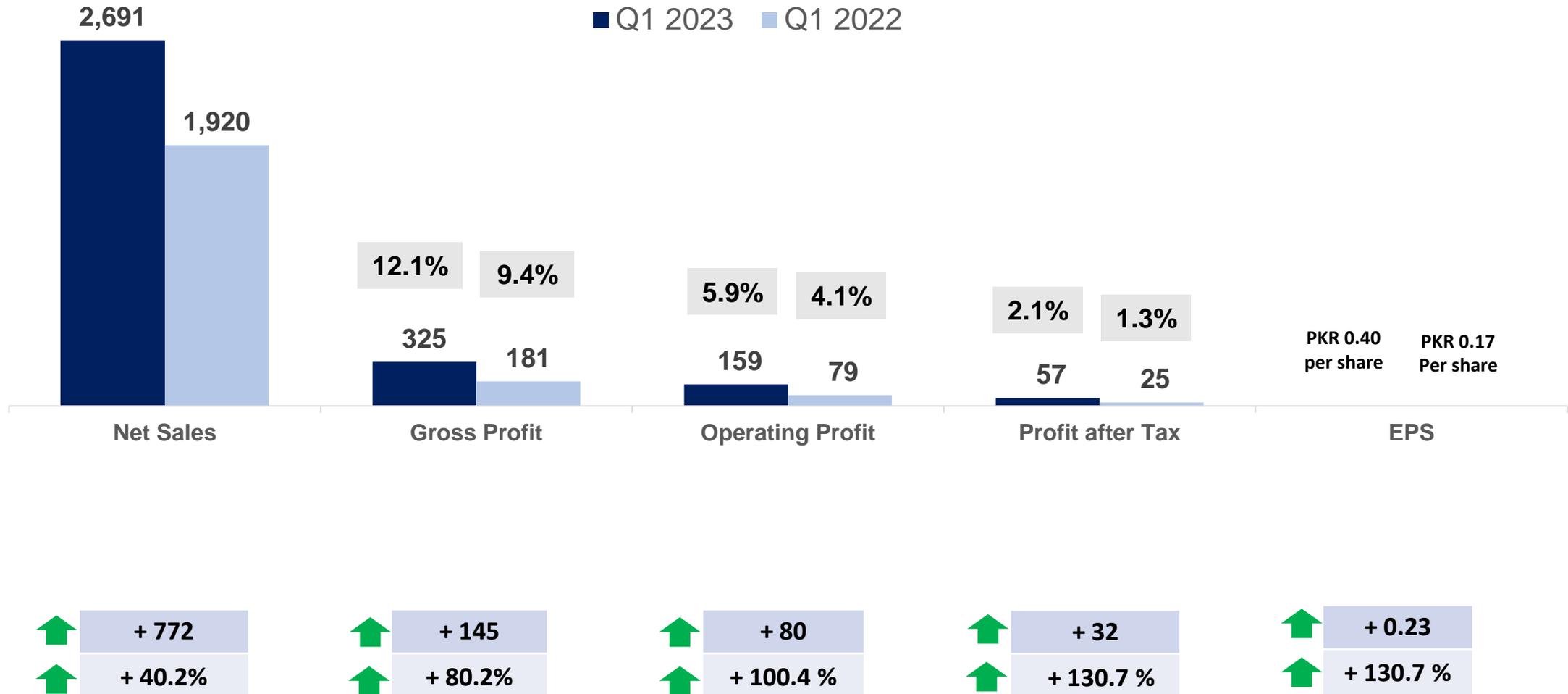
SBP jacks up interest rate from 7.25% to 15%.

Impact on finance costs by PKR 56 million

FY 2022-23 Q1 Financial Results

Financial Highlights – Q1 2023

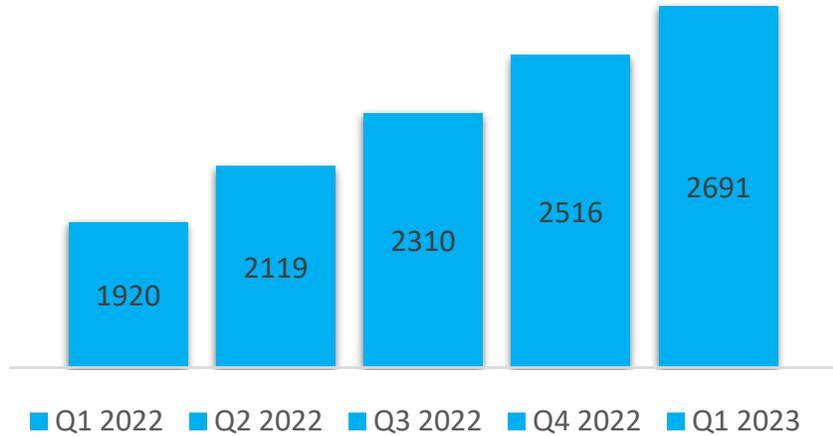
All values in PKR million
except for % to sales



Quarter on Quarter Sales trend

Key Contributors to Sales Growth

Sales (PKR Million)



Q1 2022-23: PKR 2.6 Billion (40.2% Growth)

FY 2022: PKR 8.9 Billion (26.7% Growth)

On boarding top Corporate customers, MNCs Nestle, COKE and have had significant growth in business.

Focus on Quality, timely delivery and Customer Service

Dedicated Stocks and warehousing of Raw materials for Key corporate customers

Building Strong Targeted oriented & professional Teams

- Quarter on Quarter increasing sales trend.
- Q1 2022-23 sales number increased to PKR 2.7 billion from PKR 1.9 billion same period last year.

Future outlook & Strategic Measures

INDUSTRY LANDSCAPE & FUTURE OUTLOOK

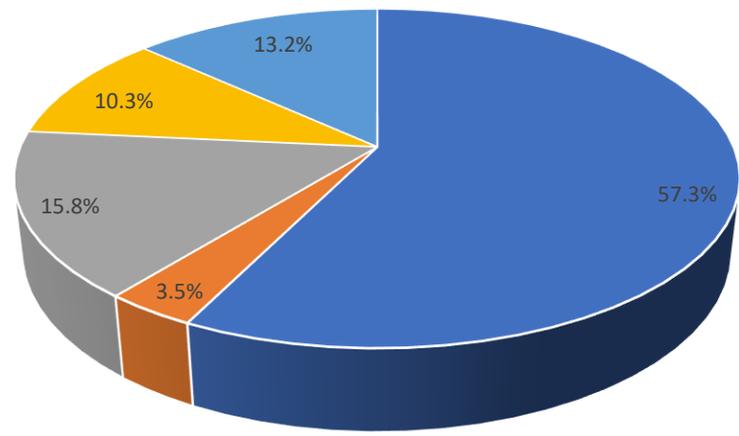
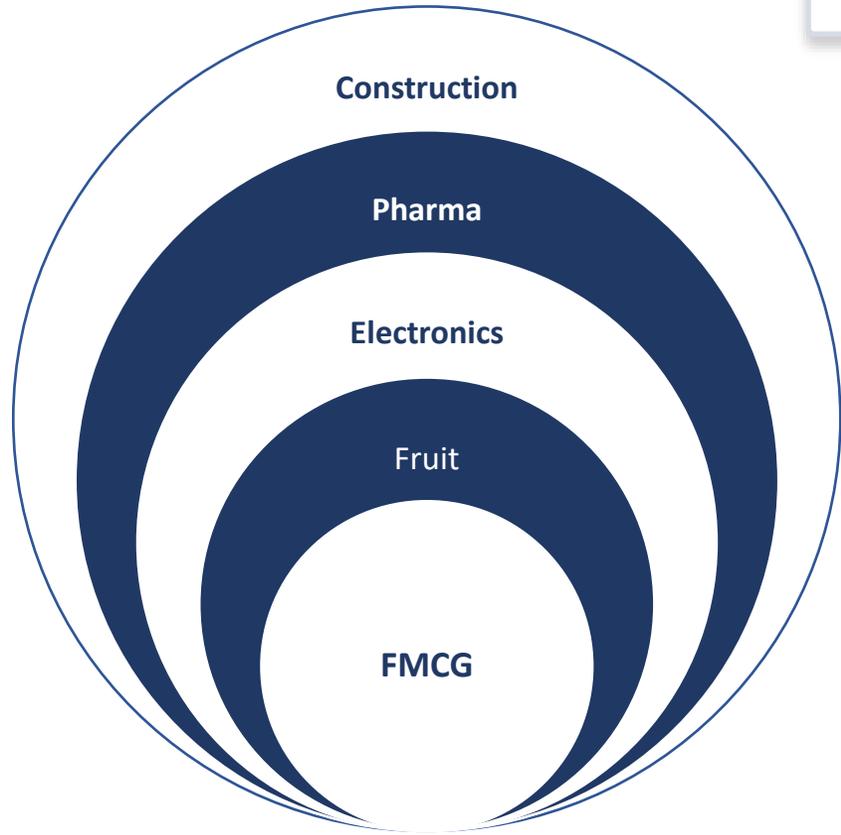


Huge potential and promise for Growth in Packaging Industry

5 major sectors generating more than 80 % of Sales Volume

Driving Category Growth

Sustained Volumes



■ FMCG ■ PHARMA & CHEMICALS ■ Construction ■ Fruits ■ OTHERS

Recycling Program & Circular Economy

RPL will continue its policy & focus towards sustainable growth.
We aim to be an important player in Pakistan's new green economy

- Roshan Sun Tao Paper Mills is set to exemplify the synergy between growth & sustainability.
- The Company has been established to set up business of manufacturing, dealing and supply of corrugated papers.



PROJECT STATUS

Land	ACQUIRED
Civil works	In Progress (Main Road Metallization Completed)
Building Layout and schematic	In progress
Machinery	Pending
SEZA Approval from BOI	Meeting of BOI held (Outcome & Notification awaited)



Strategical Measures for Future Growth & Profitability



Questions & Answers



Thank you!