



Pak Agro Packaging Limited

**Corporate Briefing Session**  
**4 January 2023**

# Agenda

- Presentation of annual audited accounts YE 30 June 2022
- Question Answer Session
- AoB

# Key Financial Figures 1

	YE 30.06.2022	YE 30.06.2021	% Variance
Sales Revenue: PKR '000'	502,900	402,498	24.9%
Turnover Quantity: KG	1,110,022	864,503	28.4%
Gross Profit: PKR	70,034	67,394	3.9%
GP % of Revenue: %	13.9%	16.7%	(2.8%)

# Key Financial Figures 2

	YE 30.06.2022	YE 30.06.2021	% Variance
Operating Profit: PKR '000'	48,473	55,116	(12%)
Profit Before Tax: PKR '000'	41,660	45,110	(7.6%)
Profit After Tax: PKR '000'	26,885	33,599	(19.8%)
EPS: PKR	1.34	2.80	

# Causes for Drop in Profits

1. Exchange rates
2. Raw material price increase not fully transferred to customers
3. Significant Increase in power supply cost
4. Increase in staff for expansion
5. Increase in administrative / staff costs (Minimum wage)

# Key Financial Figures 3

	YE 30.06.2022	YE 30.06.2021	% Variance
Equity: PKR '000'	351,945	145,306	142.2%
Net Fixed Assets : PKR '000'	220,288	135,546	62.5%
Current Assets: PKR '000'	255,642	116,209	120%
Net Working Cap: PKR '000'	159,678	33,824	372%

# Future Outlook

1. Fish net machinery is now operational.
2. Plant has been rationalized.
3. Sales of fishing nets are encouraging.
4. Sales of other products have started picking up.
5. Turnover volume in quantities is likely to increase by 25%.
6. Prices of raw material and forex rates appear to be stabilizing.
7. Good operational team is in place now.

# Utilization of IPO funds

Payments out of IPO Funds	Pak Rs '000'
• Purchase of Machinery, installation & commission thereof	73,971
• Construction of production hall and storage	10,200
• Purchase of delivery truck	3,111
• IPO related expenses	10,716
• Investment in stocks / Repayment of Current Liabilities	70,000
Total Payments	168,000
Held in TDR	30,000
IPO Proceeds	198,000



# Entitlement

1. Market is still fluid
2. Reduction in net profit from last year
3. Cash flow requirements are likely to increase
4. Liquidity does not permit payout of dividends
5. No dividend was proposed

# Question Answer Session

Thank You