



**The General Manager**

Pakistan Stock Exchange Limited  
Stock Exchange Building  
Stock Exchange Road  
Karachi.

Date: 24/05/2023

**Subject: Presentation of Corporate Briefing Session of Pakistan Aluminium Beverage Cans Limited - 2023**

Dear Sir,

This is with reference to the Corporate Briefing Session (CBS) scheduled at 11:00 am on May 26, 2023 as notified on May 19, 2023.

We are enclosing herewith presentation of the CBS for review and information of the investors and analysts. This presentation is also available on Company's website [www.pkbevcan.com](http://www.pkbevcan.com).

We would appreciate your assistance in communicating this information to market participants / TRE Certificate Holders of the Exchange.

Yours Sincerely,

For Pakistan Aluminium Beverage Cans Limited

**Sohail Akhtar Gogal**  
(Company Secretary)



CC: Executive Director / HOD  
Off site-II Department, Supervision Division  
Securities and Exchange Commission of Pakistan  
63, NIC Building, Jinnah Avenue, Blue Area, Islamabad

# CORPORATE BRIEFING SESSION

2023



**PABC**

PAKISTAN ALUMINIUM  
BEVERAGE CANS LIMITED



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## COMPANY PROFILE

Pakistan Aluminium Beverage Cans Limited (PABC) is a pioneer in manufacturing beverage cans in Pakistan. PABC began its journey in December 2014 as the Country's first and only manufacturer and exporter of aluminum beverage cans. Its commercial production began in September 2017, with a production capacity of 700 million cans per year. PABC has increased its production capacity over time and achieved a yearly output of 950 million cans in August 2022. Currently, the company is pursuing further expansion that will raise its annual production capacity to 1200 million cans in 2023.

PABC operates from its modern production facility located at M-3 Industrial City, Faisalabad, and provides quality products and services to its customers in Pakistan, South Asia and Central Asia. At PABC, we believe in sustainable and ethical business practices, and our customers' satisfaction is at the forefront of our priorities.

As a company, PABC takes pride in contributing to the industrial diversity of the Country, creating domestic value, and reducing imports. We are proud of our journey, and we look forward to becoming the preferred choice for beverage can solutions.

# COMPANY INFORMATION

- Incorporation: 14-Dec-2014
- Listing: 16-Jul-2021
- Symbol: PABC
- Authorized Capital: PKR4000.0M
- Paid up Capital PKR3611.1M
- Auditors: Kreston Hyder Bhimji & Co
- Share Registrar: THK Associate (Pvt) Limited
- Address:
  - PHA Flat No. 04, Block No. 12, G-8 / 4, Islamabad
  - 29 & 30, M-3 Industrial City, Main Boulevard, Sahianwala, Faisalabad

## Board of Directors

### ■ Chairman and CEO

- Mr. Simon Michael Gwyn Jennings (Chairman)
- Mr. Azam Sakrani (CEO)

### ■ Independent Directors

- Mr. Muhammad Jawaid Iqbal
- Mr. Salim Parekh

### ■ Non Executive Directors

- Mr. Zain Ashraf Mukaty
- Mr. Asad Shahid Soorty
- Ms. Hamida Salim Mukaty

## Officers

- Syed Asad Hussain Zaidi (CFO)
- Sohail Akhtar Gogal (Company Secretary)

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## **PRESENTERS**

- Mr. Azam Sakrani (Director and CEO)
- Mr. Syed Asad Hussain Zaidi (CFO)
- Mr. Sohail Akhtar Gogal (Company Secretary)



# FINANCIAL PERFORMANCE

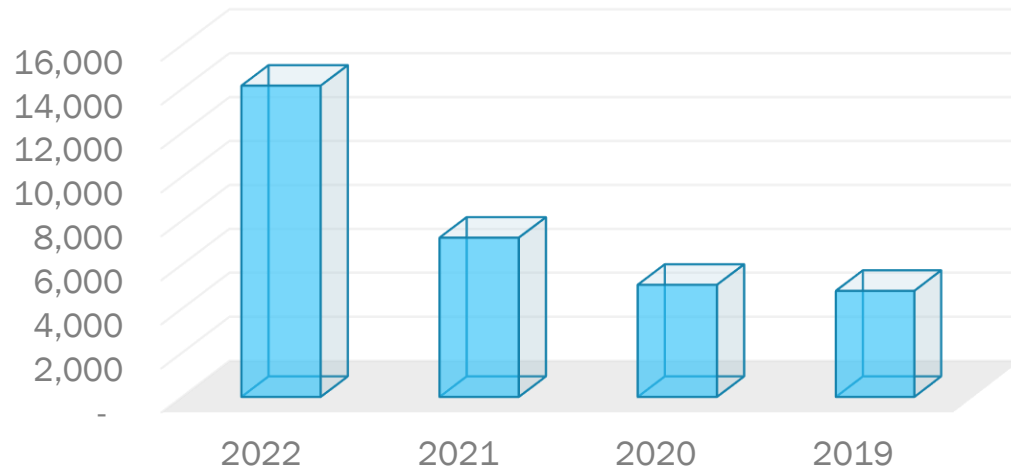
## KEY FINANCIAL HIGHLIGHTS

		2022	2021	2020	2019
Net Sales	PKR Mil	14,153	7,230	5,084	4,809
Exports	PKR Mil	5,989	2,682	1,998	2,114
Local	PKR Mil	8,164	4,548	3,086	2,695
Gross Profit	PKR Mil	4,728	2,565	1,542	1,074
Net Profit	PKR Mil	2,703	1,577	611	147
EBITDA	PKR Mil	3,826	2,093	1,363	1,086
GP Ratio	%	33.41%	35.48%	30.32%	22.33%
NP Ratio	%	19.10%	21.81%	12.01%	3.07%
EPS	PKR	7.48	4.37	1.69	0.45
Interest Cover	Times	8.66	6.50	2.65	1.46
Total Assets	PKR Mil	15,358	12,167	8,805	8,945
Shareholders Equity	PKR Mil	6,882	4,721	3,144	2,533

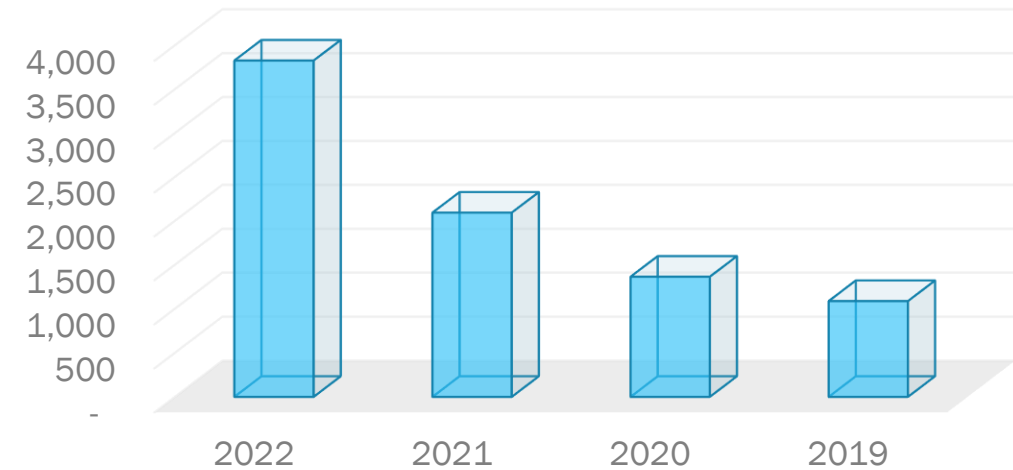


# KEY FINANCIAL HIGHLIGHTS

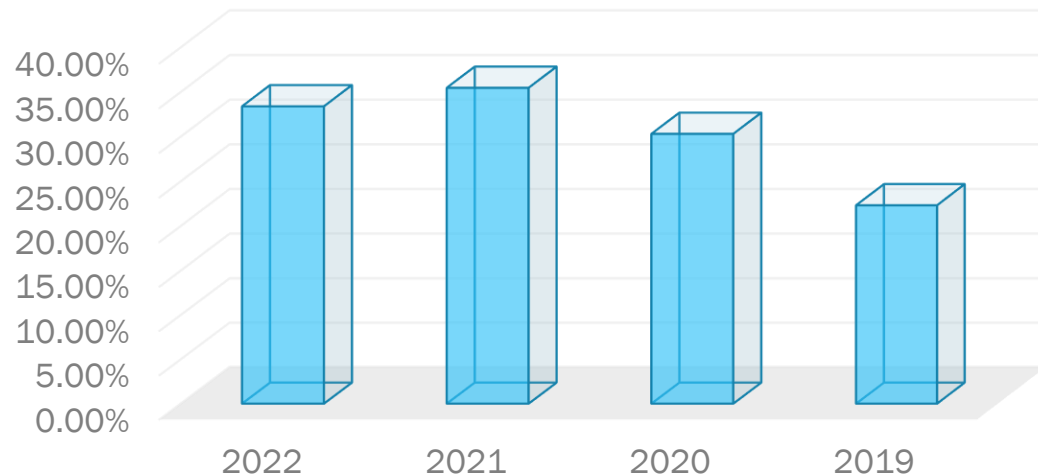
Net Sales PKR Mil



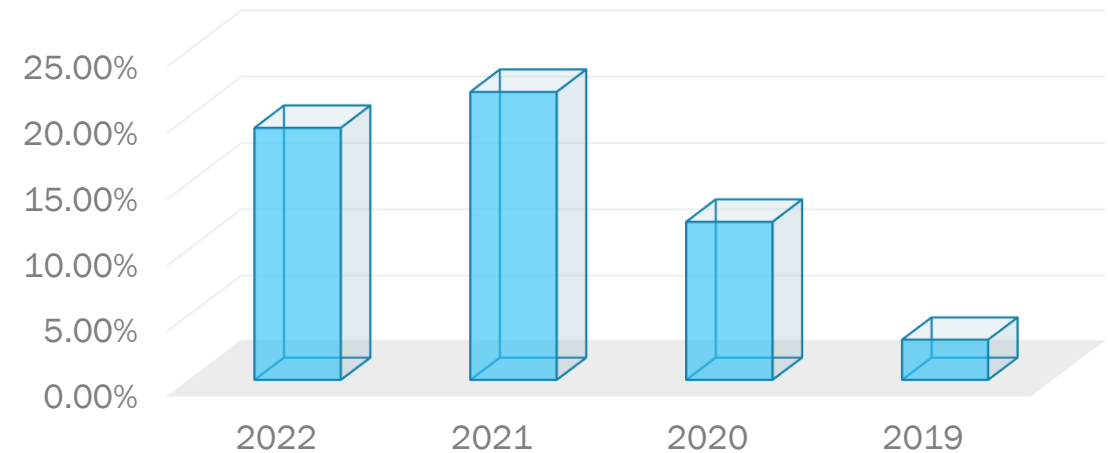
EBITDA PKR Mil



Gross Profit Ratio %



Net Profit Ratio %



# ANNUAL CAPACITIES

2022

	Million Cans
Installed Capacity	822.5
Actual Production	723.5
Utilization	88%

2021

	Million Cans
Installed Capacity	700
Actual Production	545.13
Utilization	78%

# FUTURE OUTLOOK - CAPACITY EXPANSION AND BENEFITS

## Capacity Expansion

- Rated can manufacturing capacity increasing from 700 million to 1200 million cans per year.
- First phase commissioned in August 2022, enhancing capacity by 250 million cans per year.
- Second phase planned for completion in 2023.

## Benefits of Capacity Expansion

- Meet growing demand for aluminium beverage cans efficiently.
- Achieve operational and cost efficiencies.

## Financial Outlook

- Revenue of PKR18.0Bn (approx.) is projected in FY-2023.
- Expected sales volume around 750M (approx.) cans in FY-23
- Expected net profit is PKR3.5Bn (approx.).
  - Profitability may vary considering the weakening currency, increasing inflation and interest costs.

### Note:

Please note that the estimations provided are prudent and it is possible that the actual results may deviate from the forecasted or expected results. The company does not accept any responsibility for any disparities that may arise, and it is advised not to rely on these estimations when making any decisions.

# FUTURE OUTLOOK - RISKS AND MITIGATION STRATEGIES

## Risks and Uncertainties

- Fluctuating international commodity prices:
  - Escalating fuel costs and volatile geopolitical situations.
  - Potential impact on production costs and profit margins.
- Economic challenges in Pakistan:
  - High inflation and interest rates affecting production costs and consumer demand.
  - Potential profitability issues in the market.
- Shortage of foreign exchange:
  - Restrictions on imports due to the shortage of foreign exchange.
  - Impact on industrial activities.
- Potential regulatory changes:
  - Price controls or tariffs introduction.
  - Increased uncertainties in the business environment.

## Mitigation Strategies

- Active management approach and necessary measures.
- Leveraging expertise and resources.
- Monitoring and adapting to evolving circumstances.
- Aim to maintain profitability and successful operations.

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# Q&A

## ■ Q & A



**THANK YOU**