

# **Mandviwalla MAUSER Plastic Industries Limited**

## **Corporate Briefing 2022-2024**

Comprehensive review of financial metrics, operational efficiency, and growth trajectory for investor relations.



# Presentation Agenda

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## Financial Performance Overview

Revenue growth and profitability trends

2

## Balance Sheet Analysis

Current assets, liabilities, and working capital

3

## Key Financial Ratios

Liquidity, leverage, and operational metrics

4

## Production & Market Position

Capacity utilization and product portfolio

5

## Strategic Outlook

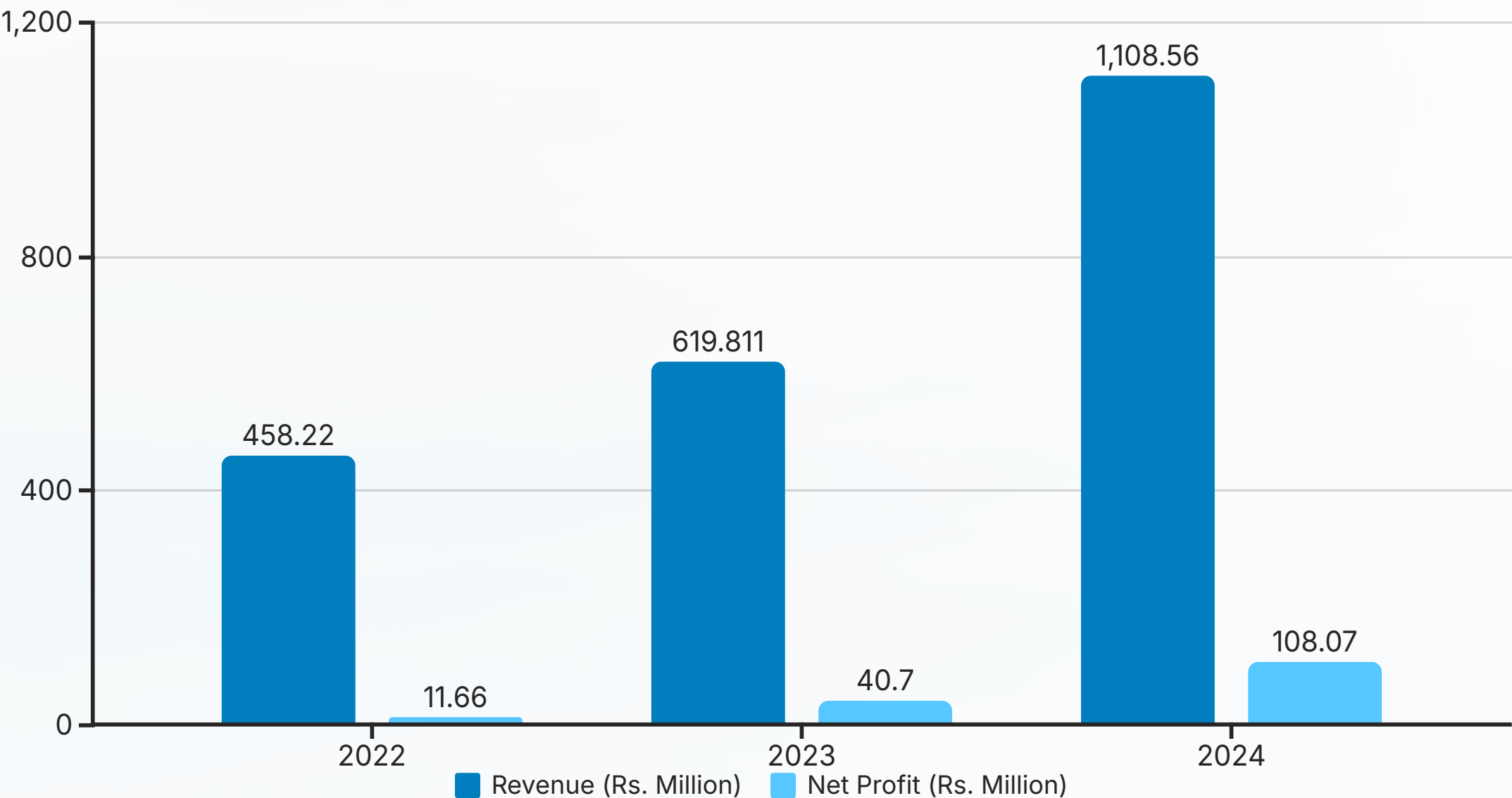
Market trends and expansion plans

6

## Question and Answer Session

Discussion

# Exceptional Revenue Growth Trajectory



**Revenue accelerated 78.9% in 2024**, driven by chemical sector expansion and successful launch of additional product line targeting industrial applications.

# Dramatic Profitability Transformation

**249%**

**Net Profit Growth**

2022 to 2023 surge

**165%**

**Profit  
Acceleration**

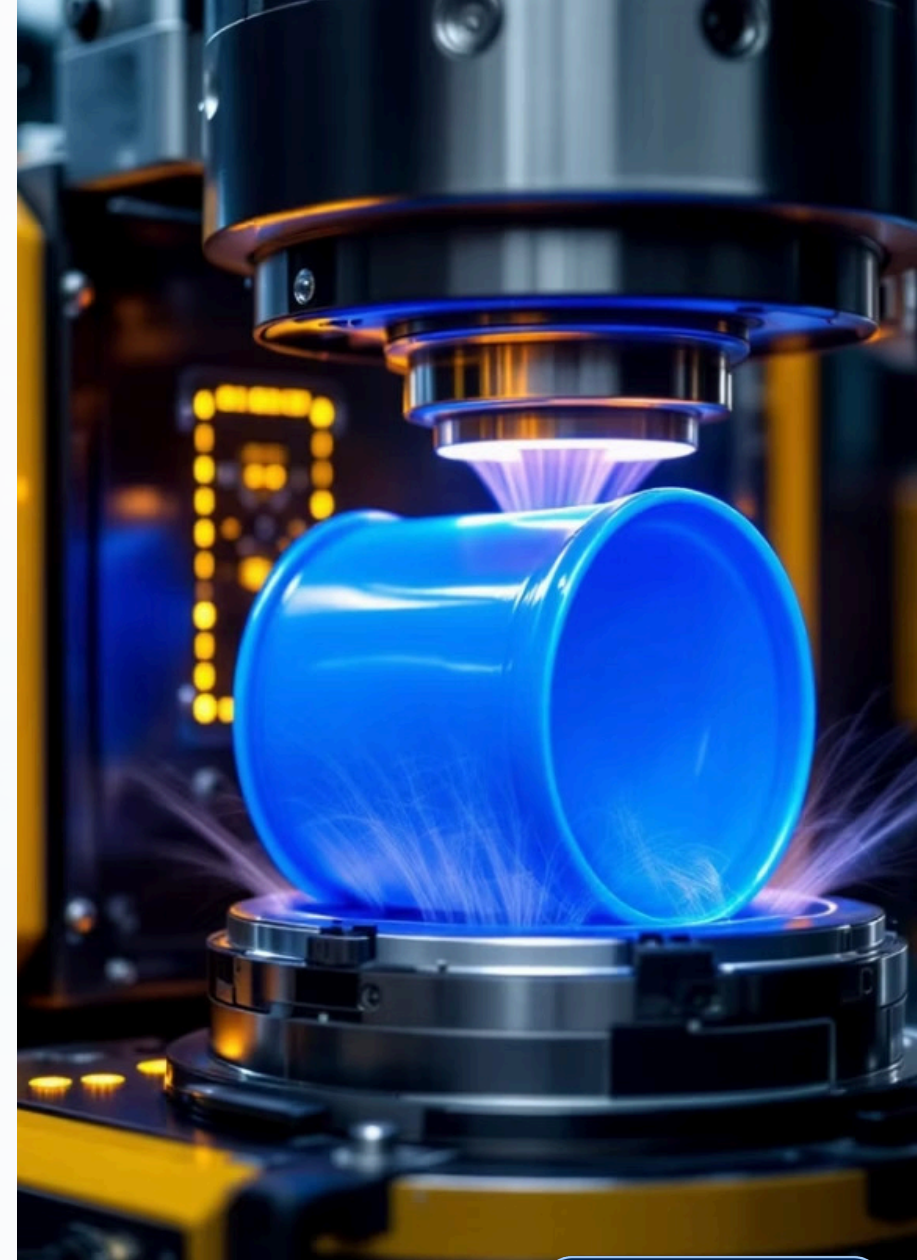
2023 to 2024  
expansion

**22%**

**Gross Margin**

2024 operational  
efficiency

Gross margin expanded from 7.37% (2022) to 22% (2024), reflecting improved operational leverage and strategic product mix optimization in different segments.



# Working Capital Optimization

## Current Assets (Rs. Million)

- **2024:** Rs. 361.97M (+23.4% from 2023)
- **Trade Receivables:** Rs. 83.53M (-33.7% from 2023)
- **Inventory:** Rs. 150.35M (+14.5% from 2023)

Improved collections efficiency while maintaining strategic inventory levels.

## Current Liabilities Reduction

- **2024:** Rs. 357.09M (-12.7% from 2023)
- **Short-term Borrowings:** Rs. 239.03M (-19.7% from 2023)

Successful debt reduction strategy enhanced financial flexibility and reduced interest burden.

# Financial Health Indicators

**1** — **Current Ratio 2024 : 1.01 (2023 : 0.71, 2022 : 0.61)**

Above 1.0 threshold for first time

**2** — **Quick Ratio 2024 : 1.01 (2023 : 0.69, 2022 : 0.56)**

Adequate liquidity to pay off outstanding debts.

**3** — **Earning Per Share 2024 : 3.76 (2023 : 1.41, 2022 : 0.41)**

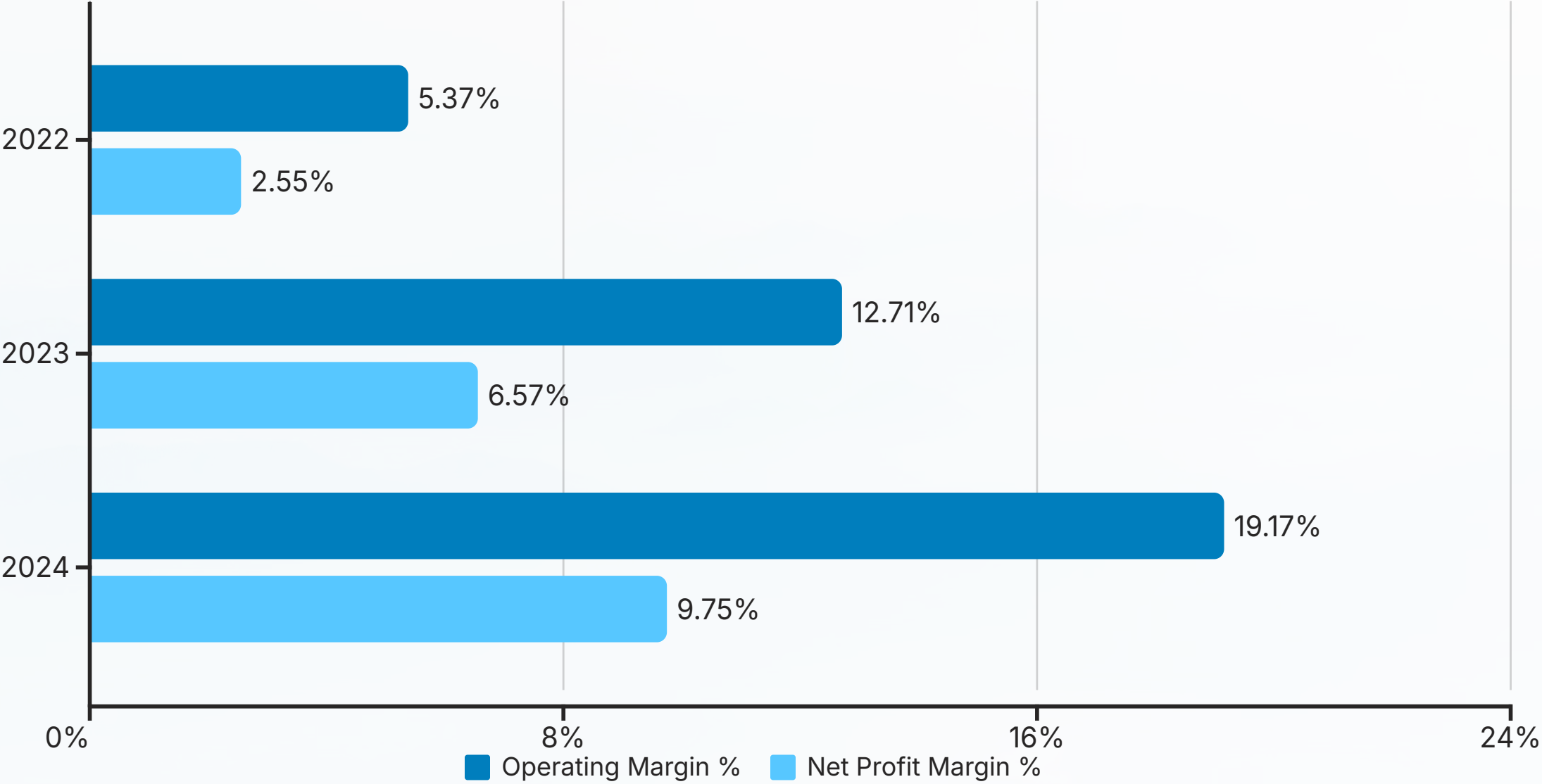
Increasing in wealth of shareholders.







# Operational Efficiency Metrics



Operating margin more than tripled from 5.4% in 2022 to 19.2% in 2024, reflecting improved cost control and economies of scale. Net profit margin followed a similar trajectory, rising from 2.6% to 9.8%, driven by higher sales volumes and operational efficiency

# Production Scale & Capacity Utilization



**2022: 1,111 Tons**

26% capacity utilization



**2024: 1,834 Tons**

33% capacity utilization

**55.4% production volume increase** driven by new product line capturing industrial market share.





# Strategic Market Position

## Chemical Sector Leadership

Blow moulding containers continue to see strong growth and customer adoption in the industrial packaging segment.

## Product Pipeline Expansion

Open top drum variants planned for 2025 launch targeting mid-tier chemical applications.

## Diversification Strategy

Industrial crates and specialized containers expanding addressable market opportunities.

# Investment Thesis & Outlook

## Financial Transformation Complete

Positive equity, improved liquidity ratios, and sustained profitability growth trajectory established.

## Market Leadership Position

Dominant share in chemical packaging with expansion into complementary industrial segments.

## Operational Excellence

Capacity optimization, cost discipline, and strategic product mix driving margin expansion.

**Risk Mitigation:** Local demand focus reduces freight volatility exposure while stable raw material pricing supports margin sustainability.



# Q&A

Thank you for your attention.

For further inquiries, please contact: [hina@mandviwalla.net](mailto:hina@mandviwalla.net)