

Corporate Briefing Session

November 18,
2025





Our Legacy

- The journey of Matco started with the entrepreneurial aptitude of Syed Sarfaraz Ali Ghor, who established his own company by the name of Muhammad Ali Trading Company (MATCO) in 1964 and initially began supplying and commissioning rice plant and equipment for the Government of Pakistan.
- The Company has more than Half a Century experience in the Rice industry.
- The Company is :
 - One of the Leading Food Processing and export Companies in South Asia.
 - The Largest Basmati Rice exporter in Pakistan.
 - Among the Top 100 Exporters from Pakistan.
 - Serving more than 300+ customers in 65+ Countries.
- The company holds Organic Certifications from:
 - the US NOP and
 - EU Organic Certification from the Control Union
- The Company has been an IFC investee company since 2012.





History of Matco at a Glance

1964

M.A. Trading Company (MATCO) is founded by Syed Sarfaraz Ali Ghorl.



1990

Matco Rice started exporting rice.



1999

Launches flagship brand Falak Basmati Rice in the international market.



2000

Matco II is constructed in S.I.T.E. Industrial Zone, Karachi a state-of-the-art rice processing plant.



2009

Matco Sadhoke Plant, Punjab.



2012

Invests equity in expansion of Sadhoke plant.



2014

EU Organic and USDA Organic Certified.



2016

Introduces the Falak Masalas range.



2017

Sets up a Rice Glucose and Rice Protein plant.



2018

Listed on Pakistan Stock Exchange.



2021

Sets up Corn Starch Plant in Faisalabad



2022

MFL is proud to be awarded The Highest Exporter of Basmati Rice Award.



2023

Ground Breaking Ceremony- DMH



2024

1.5 MW Solar system installed at Corn Starch Division



2025

MFL incorporated 2 new 100% owned subsidiaries Falak Foods (Pvt) Ltd. & Maco Corn Products (Pvt) Ltd. Falak Foods launches New Flavor Chilli crunch. Matco Corn Products raised 750m from Bank Alfalah against 10% Convertible loan.





Geographical Presence





Our Facilities



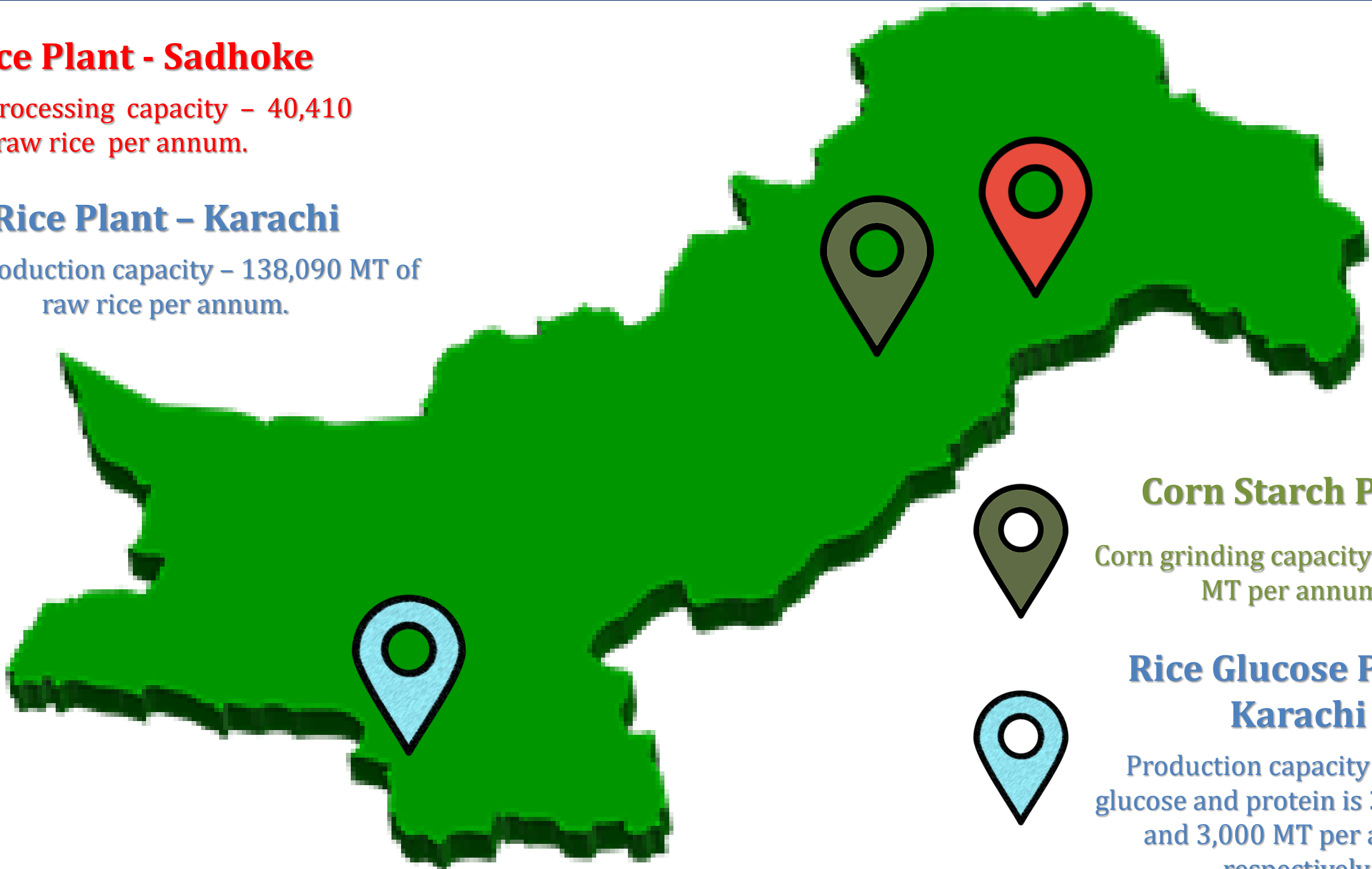
Rice Plant - Sadhoke

Rice processing capacity – 40,410 MT of raw rice per annum.



Rice Plant – Karachi

Rice production capacity – 138,090 MT of raw rice per annum.



Corn Starch Plant

Corn grinding capacity of 72,000 MT per annum.



Rice Glucose Plant– Karachi

Production capacity for Rice glucose and protein is 30,000 MT and 3,000 MT per annum respectively.

Update Regarding New Subsidiary

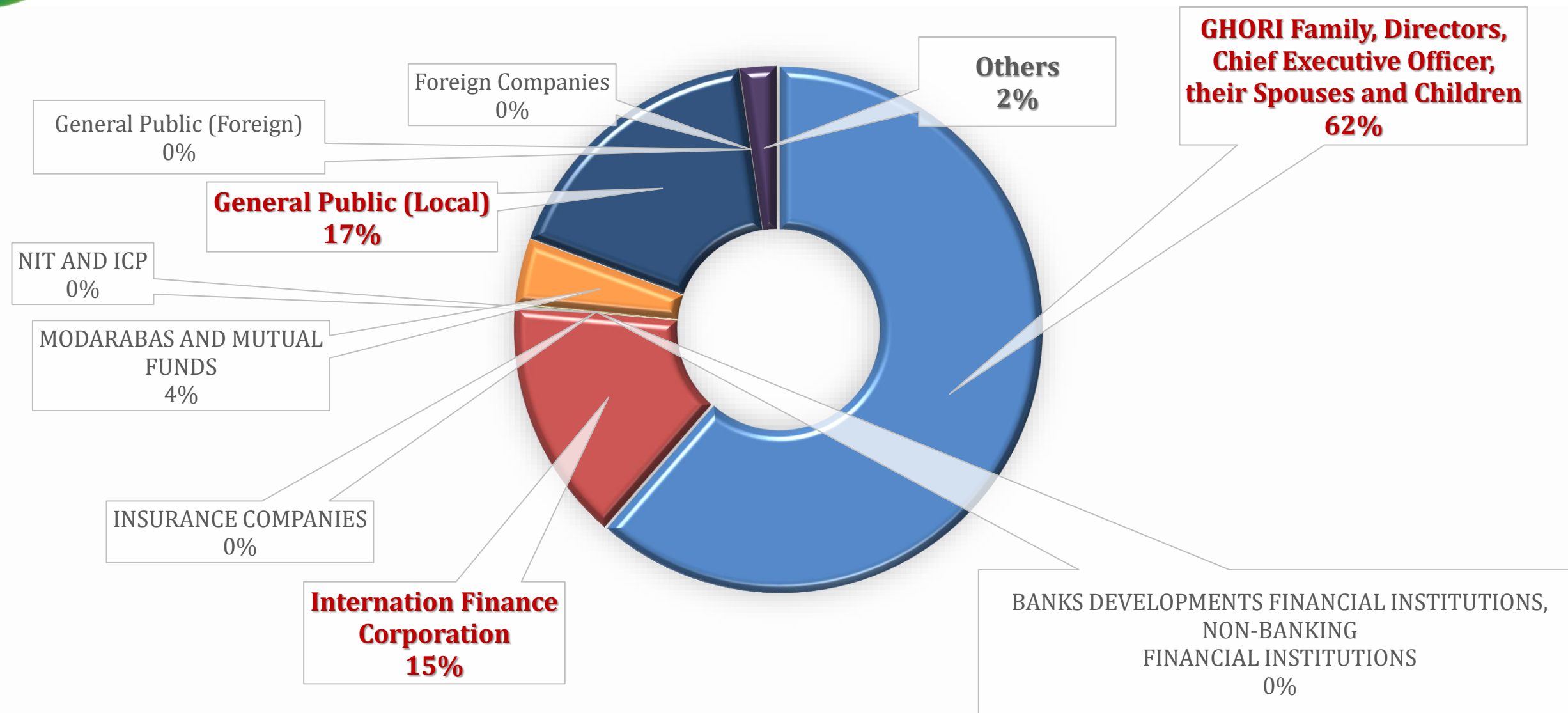
FALAK Foods (Private) Limited

- Matco Foods Limited is carving out its Falak Foods Division into a 99.99% Subsidiary through a Business Transfer Agreement (BTA), which was previously known as Matco Marketing (Private) Limited, and the BTA was successfully executed on November 17, 2025.
- Falak Foods (Private) Limited excels in the Masala Market through the launch of its various products both in the local & International markets.

Matco Corn Products (Private) Limited

- Matco Foods Limited is carving out its Corn Division as a 99.99% Subsidiary through a Scheme of Arrangements. The new Entity was incorporated as Matco Corn Products (Private) Limited.
- Matco Corn Products (Private) Limited has raised Rs. 750m from Bank Alfalah against a 10% Convertible loan.

Shareholding Pattern



- GHORI Family, Directors, Chief Executive Officer, their Spouses and Children
- NIT AND ICP
- INSURANCE COMPANIES
- General Public (Local)

- Internation Finance Corporation
- BANKS DEVELOPMENTS FINANCIAL INSTITUTIONS, NON-BANKING FINANCIAL INSTITUTIONS
- MODARABAS AND MUTUAL FUNDS
- General Public (Foreign)



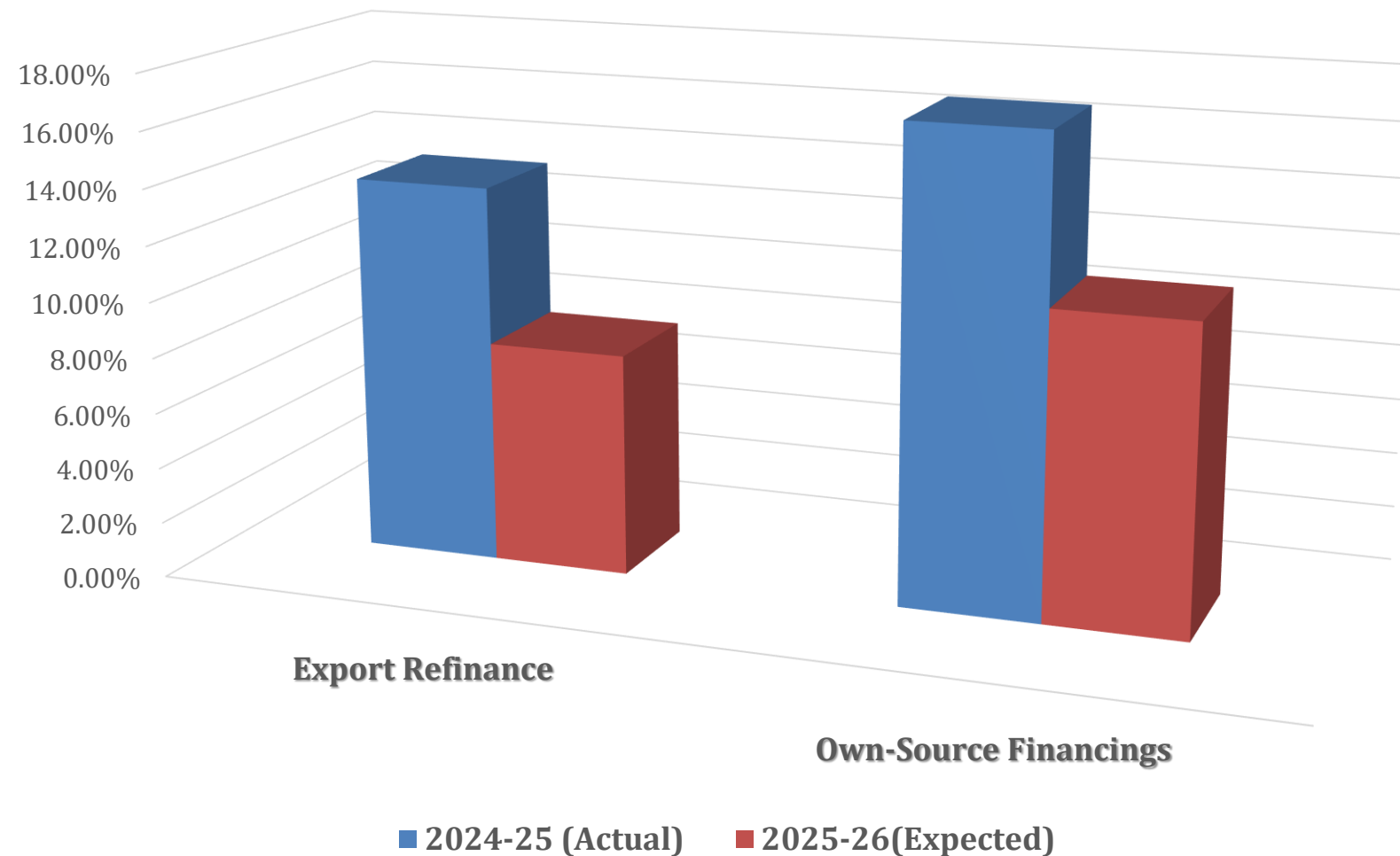
Profit & Loss Account – FY 2025

	%age Jun-25	(Audited) Jun 30, 2025	%age Jun-24	(Audited) Jun 30, 2024	Increase / (Decrease)	
					Amount	%
					-----Rupees-----	
Sales - net	100.00	26,654,376,270	100.00	27,695,667,805	(1,041,291,535)	-3.76%
Cost of sales	(87.45)	(23,308,052,386)	(88.55)	(24,524,645,802)	(1,216,593,416)	-4.96%
GROSS PROFIT	12.55	3,346,323,884	11.45	3,171,022,003	175,301,881	5.53%
Selling and distribution expenses	(1.99)	(529,596,131)	(2.13)	(590,691,407)	(61,095,276)	-10.34%
Administrative expenses	(3.07)	(817,341,017)	(2.46)	(681,528,249)	135,812,768	19.93%
	(5.05)	(1,346,937,148)	(4.59)	(1,272,219,656)	74,717,492	5.87%
Operating profit	7.50	1,999,386,736	6.86	1,898,802,347	100,584,389	5.30%
Finance cost	(6.96)	(1,854,110,081)	(8.10)	(2,243,877,030)	(389,766,949)	-17.37%
Other income	0.34	90,058,387	0.31	86,370,402	3,687,985	4.27%
Exchange gain - net	1.08	289,168,393	0.69	190,389,508	98,778,885	51.88%
Provision for workers' welfare fund	(0.04)	(9,803,803)	-	-	9,803,803	100.00%
Provision for workers' profit participation fund	(0.09)	(24,509,506)	-	-	24,509,506	100.00%
PROFIT/(LOSS) BEFORE LEVIES AND INCOME TAX	1.84	490,190,126	(0.25)	(68,314,773)	558,504,899	817.55%
Levies - Final and Minimum Tax	(0.74)	(196,270,343)	(0.94)	(258,998,630)	(62,728,287)	-24.22%
Taxation	0.45	119,977,531	0.23	64,847,527	55,130,004	85.01%
PROFIT/(LOSS) FOR THE YEAR	1.55	413,897,314	(0.95)	(262,465,876)	676,363,190	257.70%
EARNINGS PER SHARE - BASIC AND DILUTED		3.38		(2.14)		



Borrowing Cost Analysis

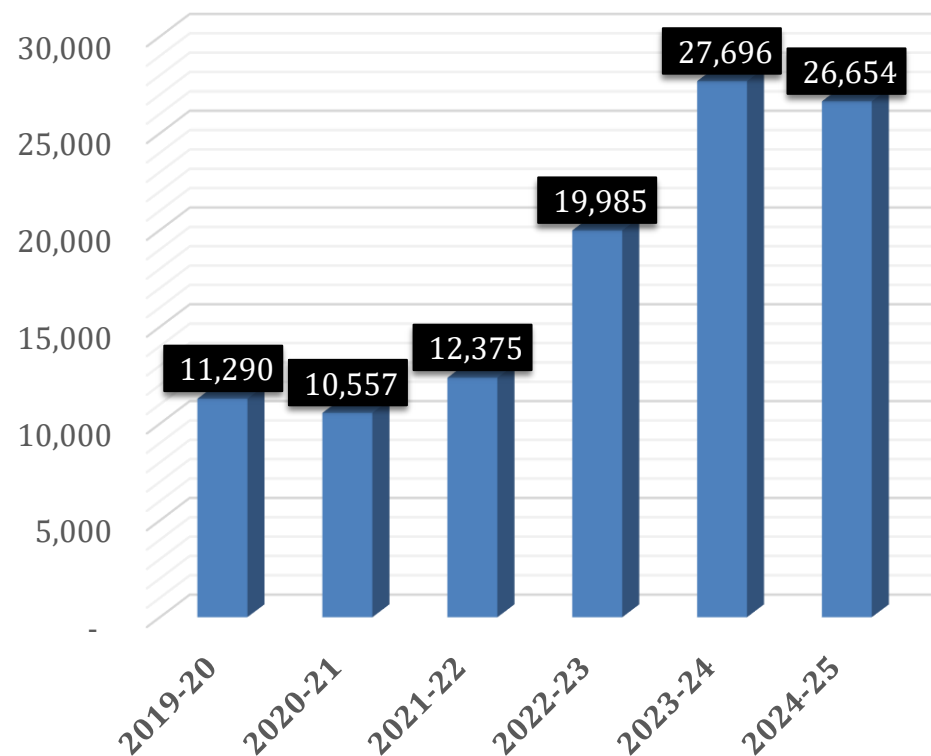
Borrowing	2024-25 (Actual)	2025-26(Expected)
Export Refinance	13.62%	9.00%
Own-Source Financings	16.95%	12.00%



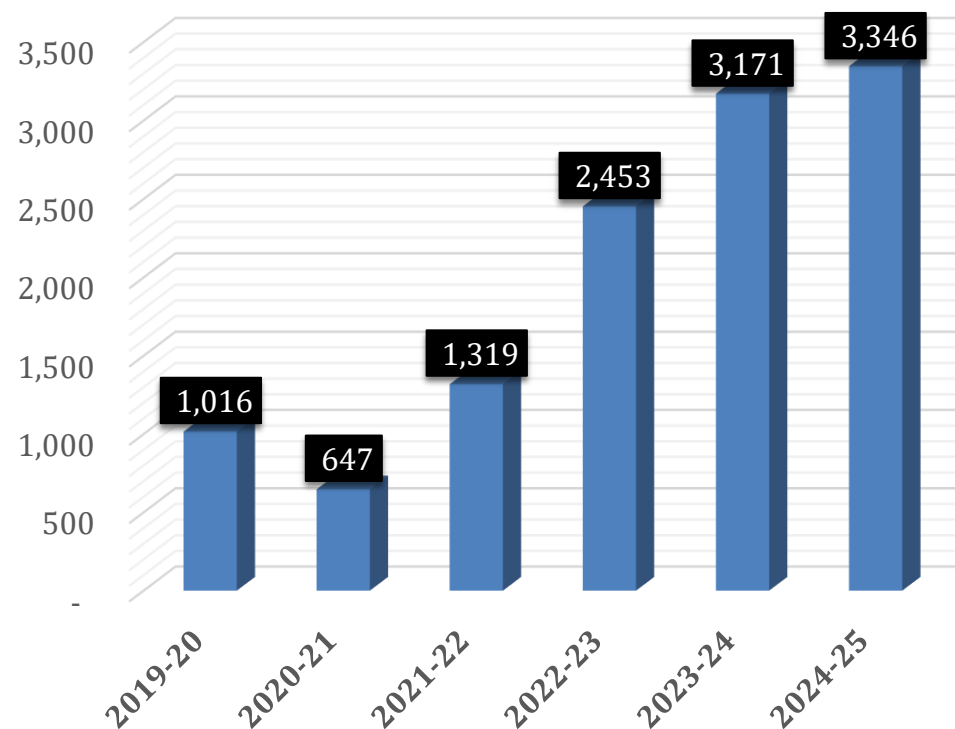


Financial Highlights of the Company

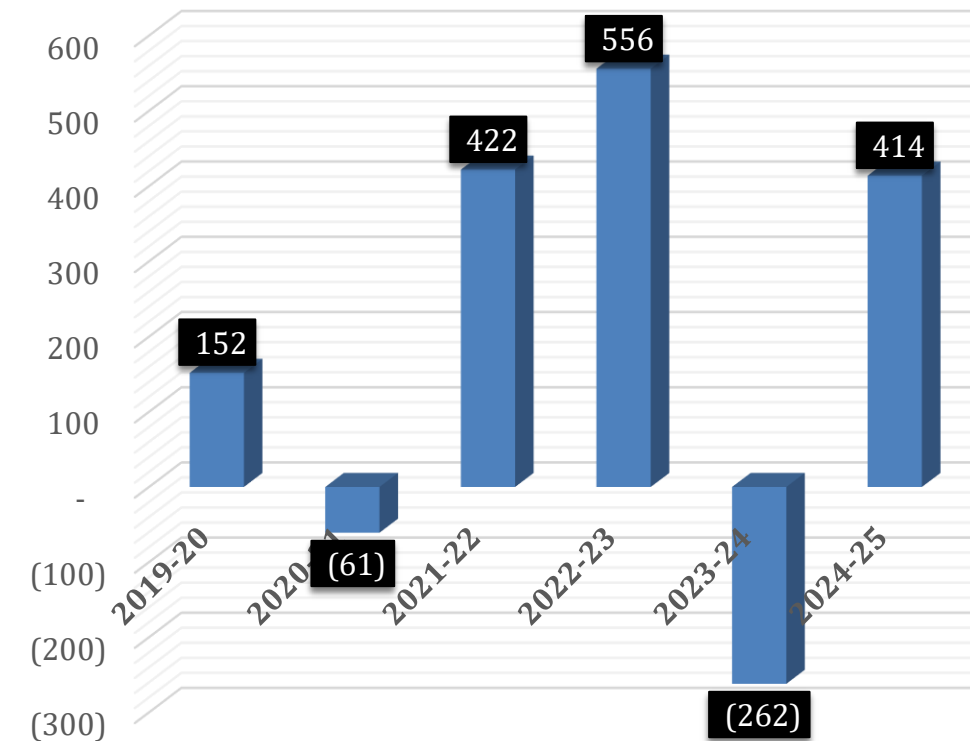
Sales (Rs. in Mn)



Gross Profit (Rs. in Mn)



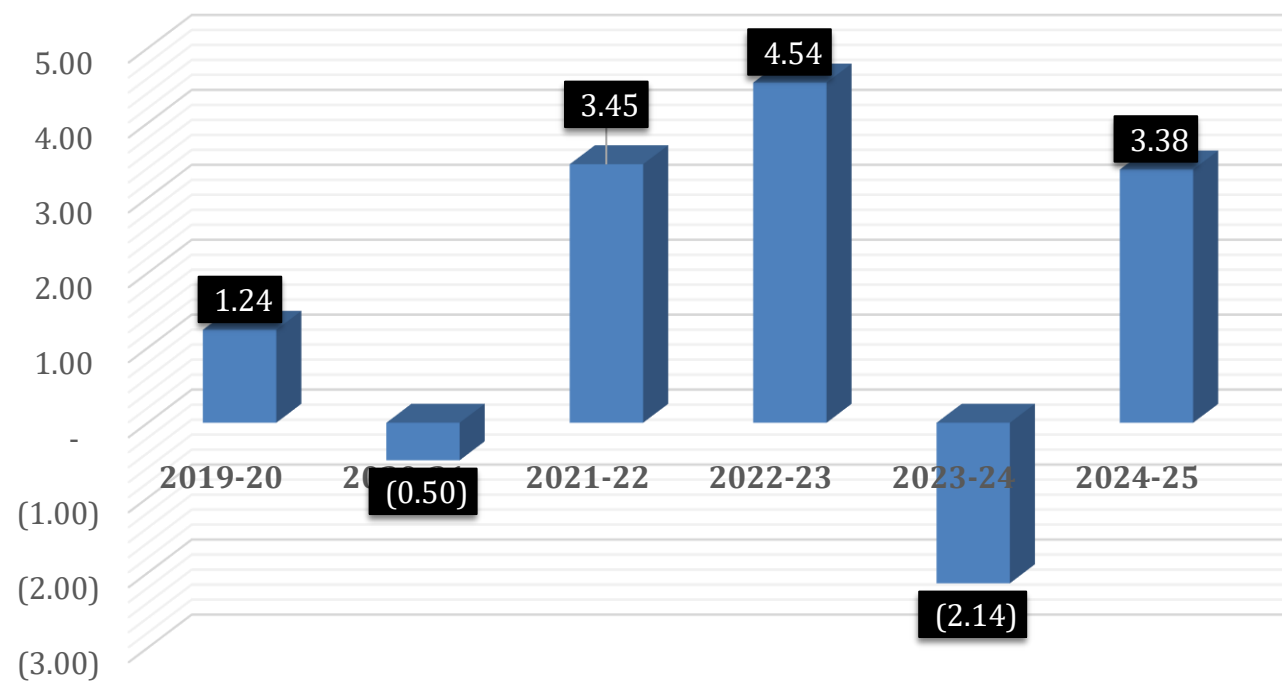
Net Profit (Rs. in Mn)



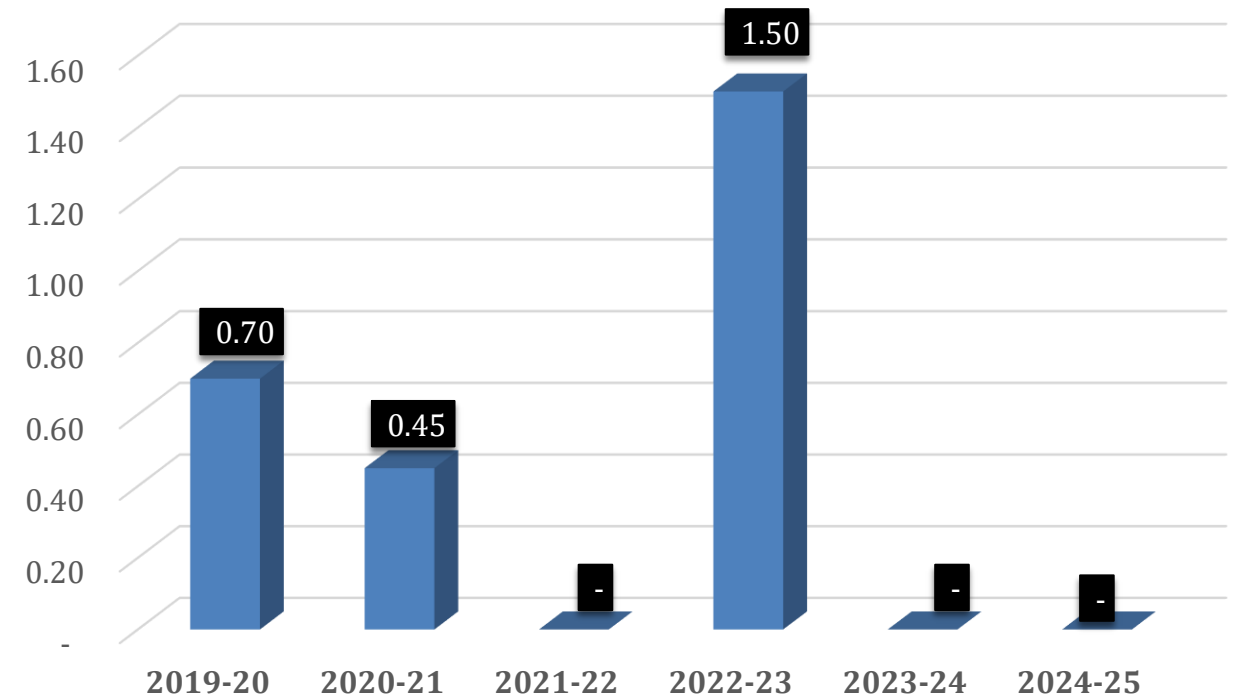


Financial Highlights of the Company

Earning Per Share (Rs.)

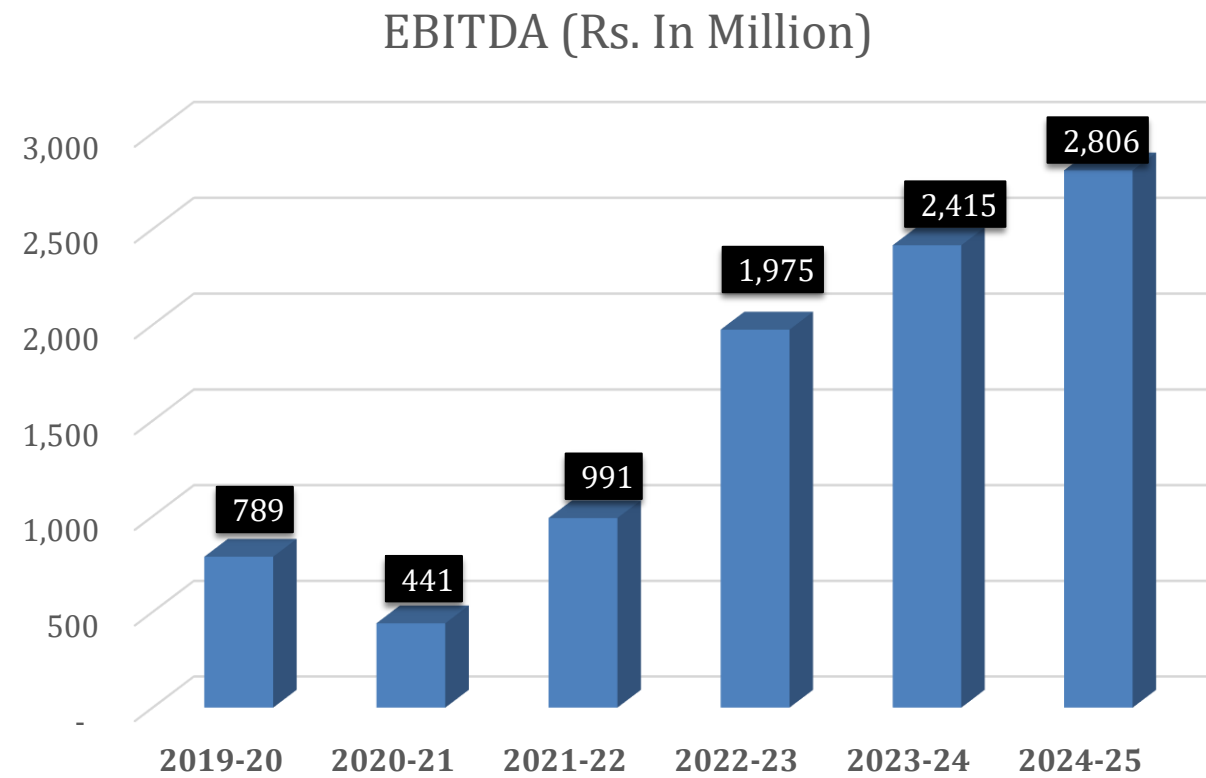


Cash Dividend Per Share (Rs.)





Financial Highlights of the Company





Matco Business Divisions



MATCO FOODS LIMITED



**MATCO FOODS
CORN DIVISION**



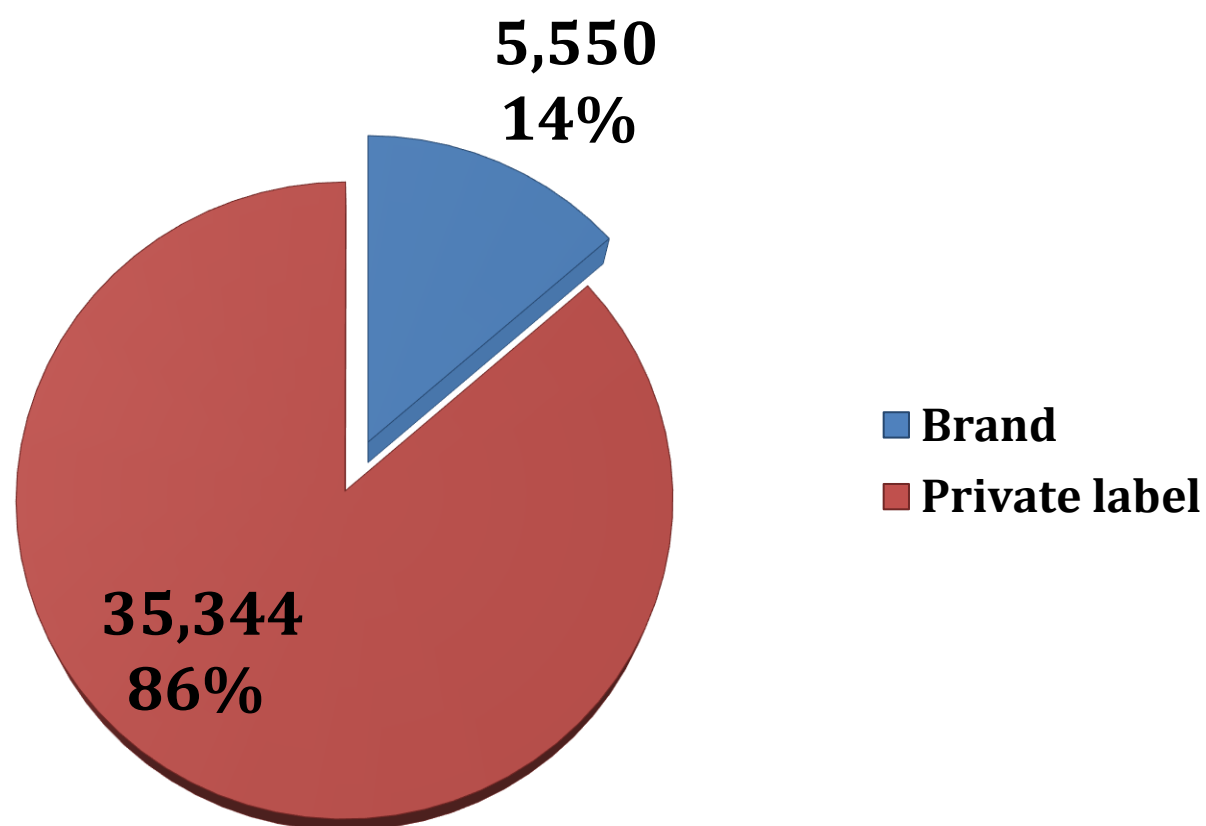
**FALAK[®]
FOODS**



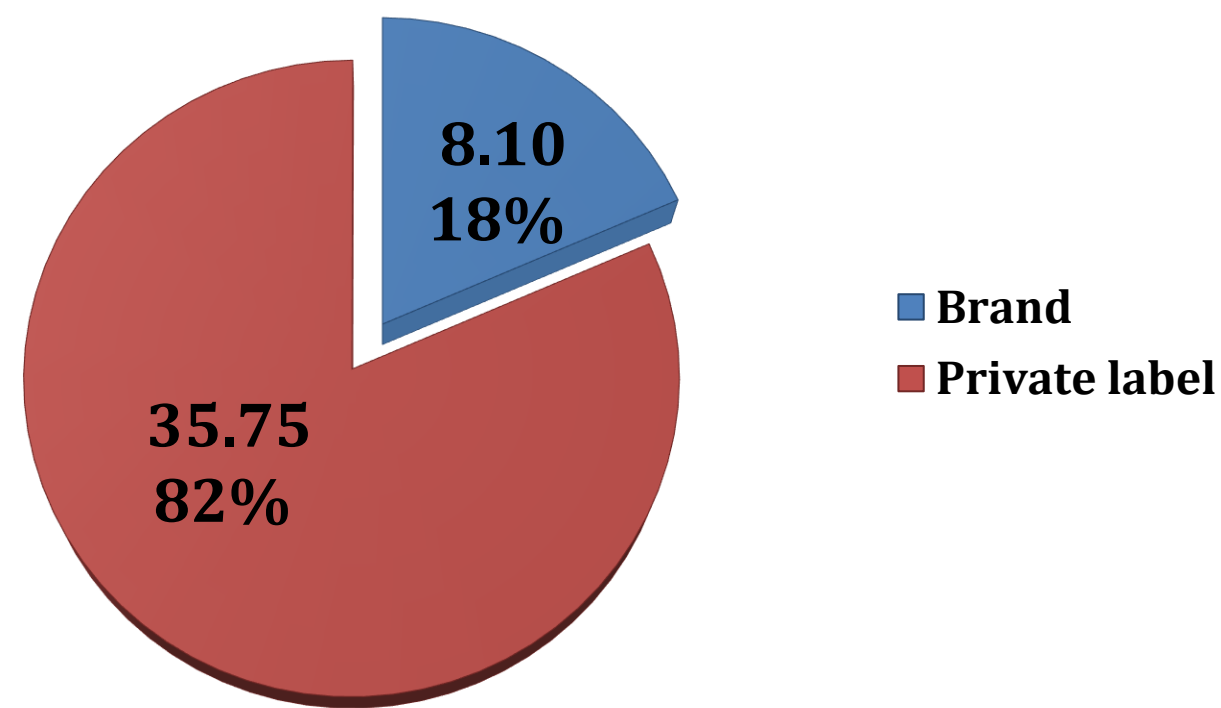


Comparison of Brand vs. Private Label (Basmati)

M. Tons



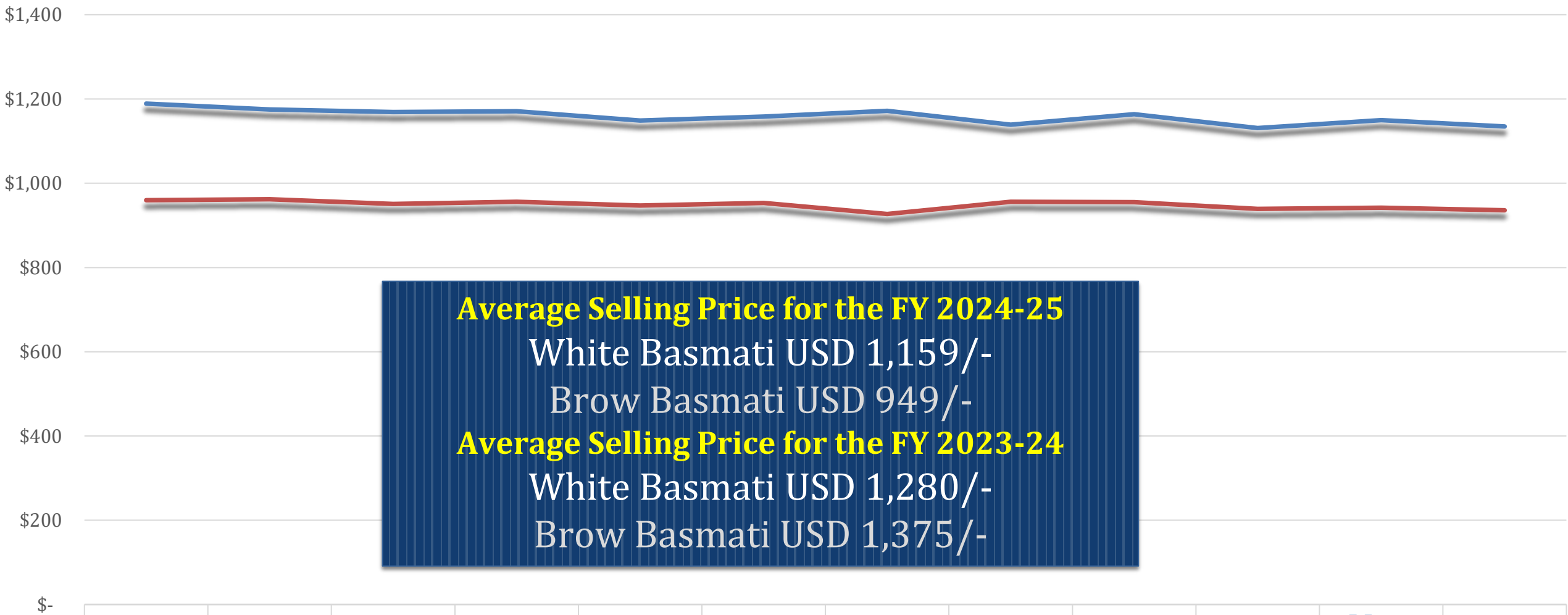
Value in USD (million)





Pakistani Basmati (Market Rate in \$)

Average Selling Price (USD/MT)



	Jul-24	Aug24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25
— White Basmati	\$1,189	\$1,175	\$1,169	\$1,171	\$1,149	\$1,158	\$1,172	\$1,139	\$1,164	\$1,131	\$1,150	\$1,135
— Brown Basmati	\$960	\$962	\$951	\$956	\$947	\$953	\$927	\$956	\$955	\$939	\$942	\$936

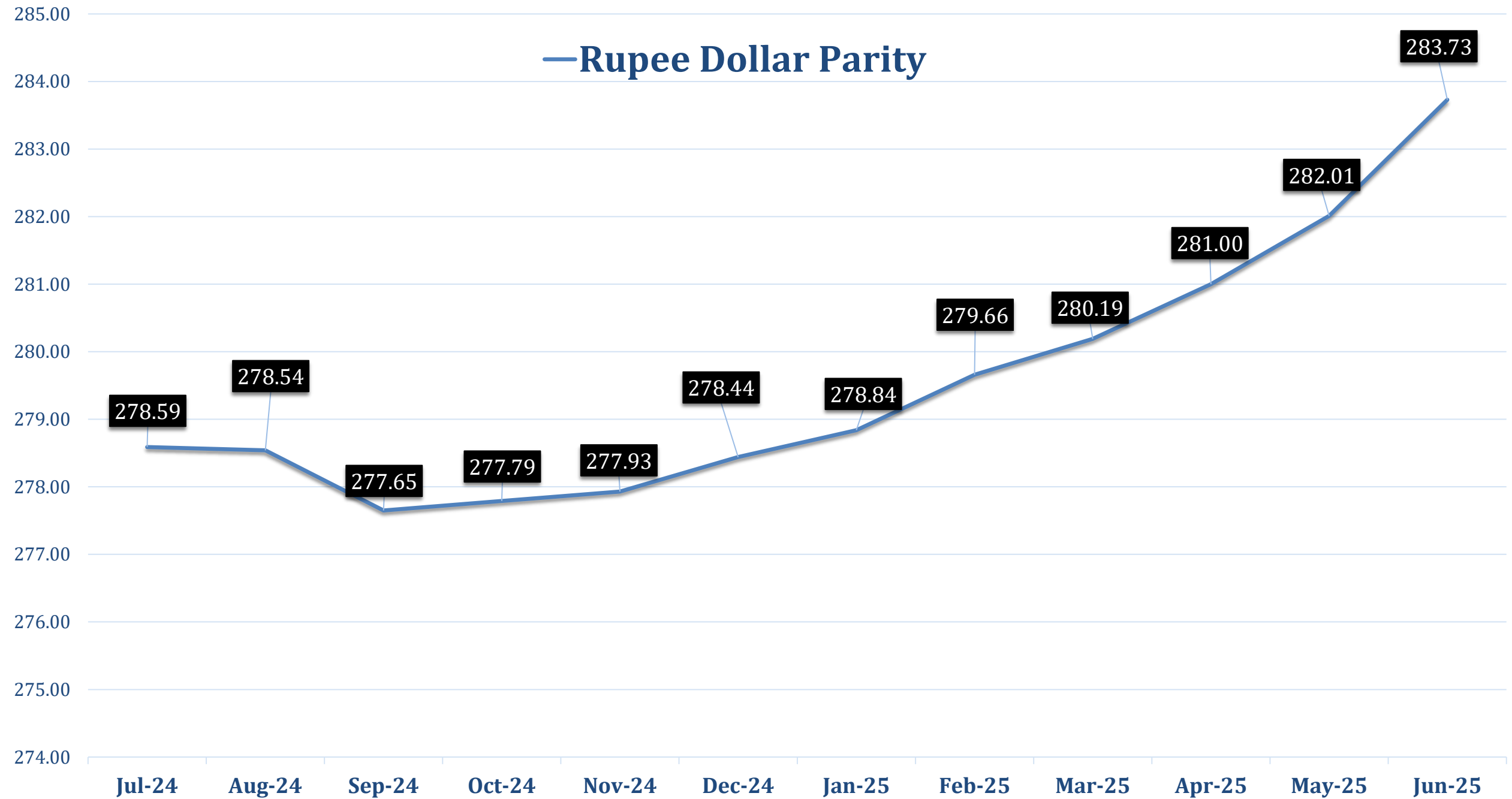


Insights from Rice Sales

- Basmati Rice exports saw consistency in volume but an insignificant dip in value, reflecting strong Competition, low pricing, and a devaluing Rupee against the Dollar compared to the previous year.
- The exchange rate movements throughout FY 2024–25 remain stable.
- With an eye on anticipated demand for the next year, the Company is placing a stronger emphasis on achieving volumetric growth in Basmati Rice exports.



Exchange Rate





FALAK Food Division

1. Matco Foods has also launched its Falak Food Division in 2022, focusing on introducing new products under its flagship brand Falak, and employing innovative marketing strategies to adapt to evolving global food trends.

New Products in 2025





FALAK Foods (Private) Limited

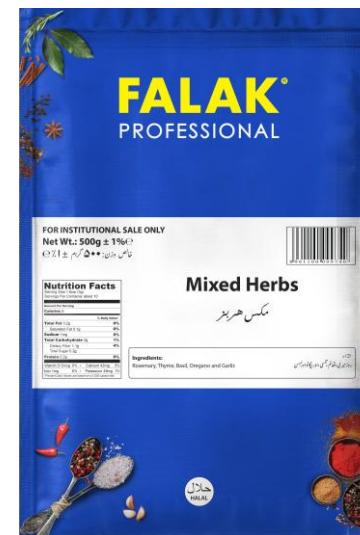
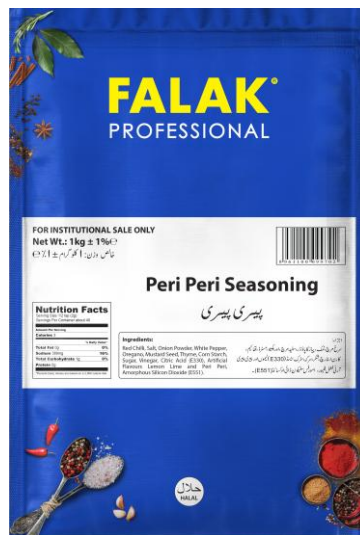
Consumer Products





FALAK Foods (Private) Limited

PRODUCTS IN BULK PACKING





FALAK BRAND

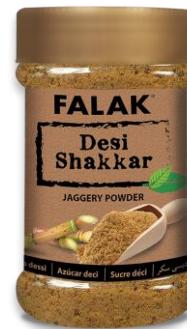
PRODUCTS IN BULK PACKING





FALAK Food Division

Other Products

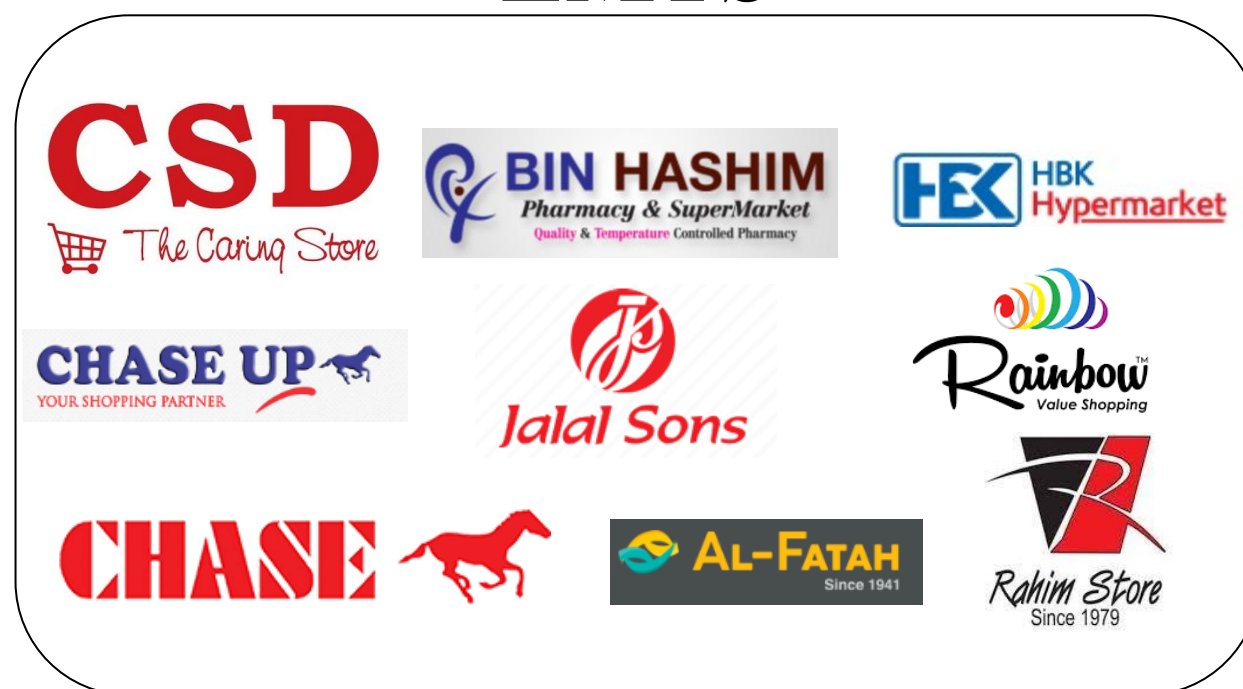




FALAK Foods (Private) Limited

Major Customers

LMTS



IMTS

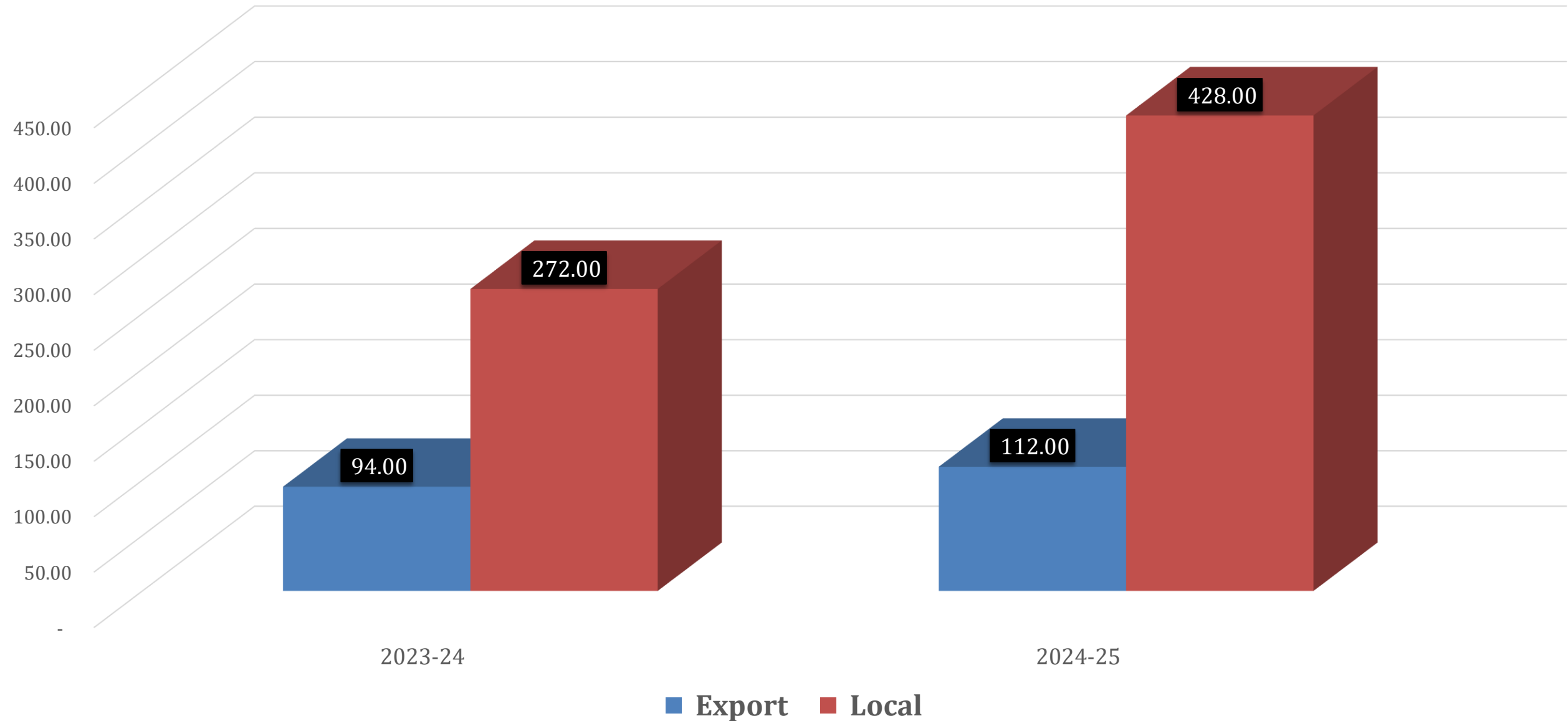


Division	2024-25	2023-24	Increase/(Decrease)
	Sales in Million Rupees		Value (Rs.)
Falak Food	540	365	175 (48%)



FALAK Foods (Private) Limited

SALE OF PRODUCTS FALAK FOOD DIVISION





Marketing Activities

Product Awareness and Marketing through:

- International Marketing and Media Campaigns.
- Exhibition (IFT at Chicago, PLMA at Paris, exhibitions in Karachi, Lahore, Islamabad).
- Corporate Marketing through Annual Reports, Calendar and Brochures.
- Point of Sale Materials such as banners, shop branding, shelves, gondolas and hoardings.
- Social Media Campaign through YouTube, Facebook, and Instagram Ads, Food Fusion Cooking Pages etc.

SOME GLIMPSE OF KARACHI EAT





ADVERTISEMENT





Halal Foods Festival - Houston



Digital Media Campaigns

Digital media campaigns in Maldives, Toronto, USA, Australia and Europe

FALAK
You Tube
Digital Media Campaign

Barcelona Madrid
Dublin Lisbon

Ads will start from Today till 1st Sep 2023

FALAK
f i
Digital Media Campaign

Maldives

Ads will start from Today till 15 Oct 2023

FALAK
You Tube f
Digital Media Campaign

TORONTO

Ads will start from Today till 21st Sep 2023

FALAK
You Tube f
Digital Media Campaign

Europe USA & Canada
ME & Africa Australia

Ads will start from Today till 19 Nov

FALAK
You Tube
Digital Media

Ads will start from 3rd Aug 2023 to 1st Sep 2023

Dublin / Lisbon / Madrid / Barcelona

FALAK
World Cup
Digital Media Campaigns

You Tube f

Starting from 6 Oct Till 19 Nov

Uk & Europe: Italy/Birmingham/Leicester/Manchester/Bradford
USA & Canada: New York/Chicago/Texas/New Jersey/Virginia
/dallas/California/Ontario/Calgary
ME & Africa: SouthAfrica/UAE/QATAR
Australia: Sydney/Melbourne/Brisbane

FALAK
Electronic Media Campaign

USA

25th October - 12th November, 2023
20th October - 5th December, 2023

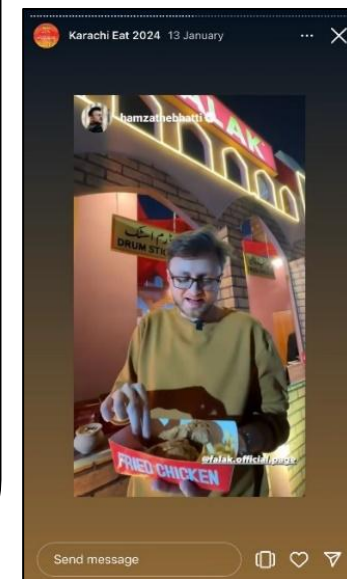
FALAK
f i
Digital Media Campaign

Maldives

Ads will start from Today till 21 Dec, 2023



Influencers





Social Awareness Activity - Pinktober





Shop Branding

Mannan Supermarket-USA



Ittadi Bazar-USA



Imtiaz - KARACHI





Rice Glucose Division

Products

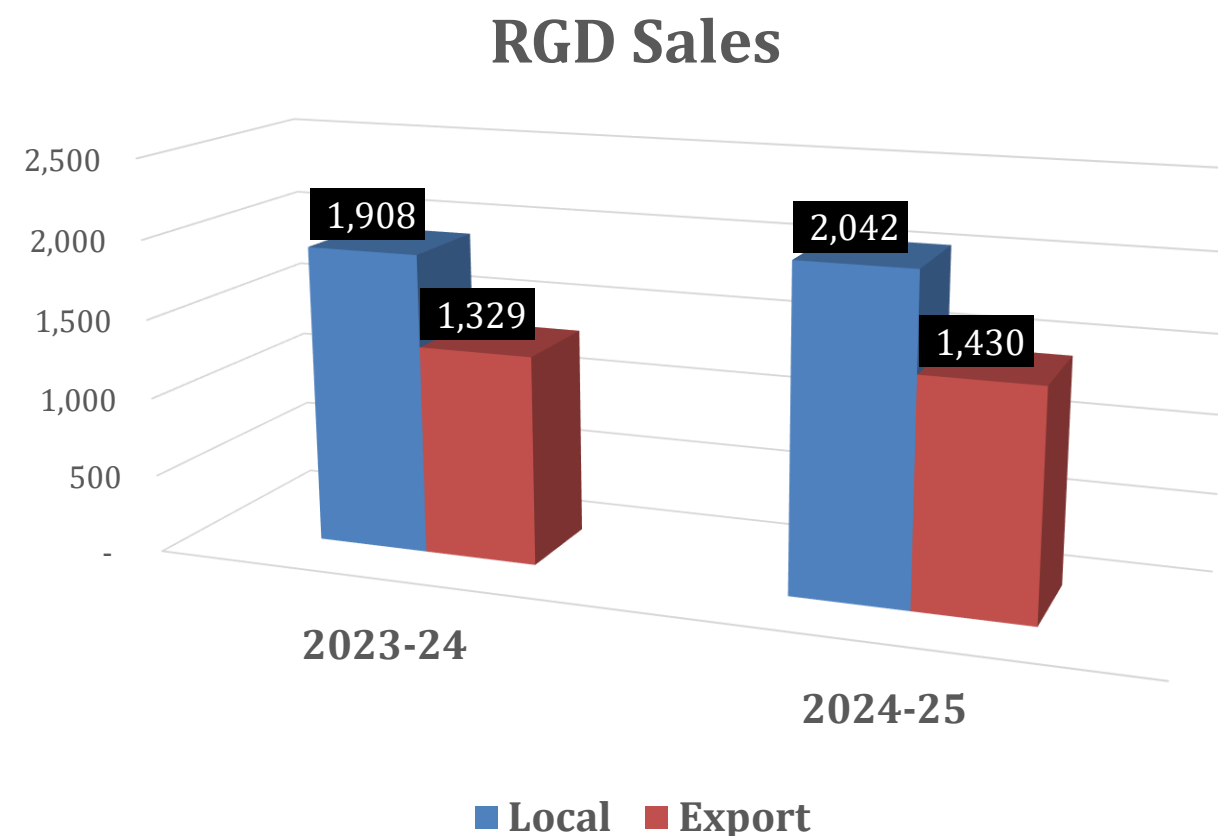




Insights from Rice Glucose Division

- During FY 2024–25, both local and export sales of the Rice Glucose Division recorded a healthy growth compared to FY 2023–24.
- This improvement reflects a recovery in demand from domestic industries such as confectionery, pharmaceuticals, and poultry, alongside increased export activity.
- Stabilization in raw material prices and improved supply chain management also contributed to enhanced sales performance during the year.

RGD Sale Comparison		
	2024-25	2023-24
Rs in Million –Export	1,430	1,329
Rs in Million - Local	2,042	1,908





Corn Starch Division

INDUSTRIAL INGREDIENTS

FOOD AND PHARMA INGREDIENTS

TEXTILE



CHEMICAL & ALLIED



PAPER & CORRUGATION



PHARMACEUTICALS



FOOD



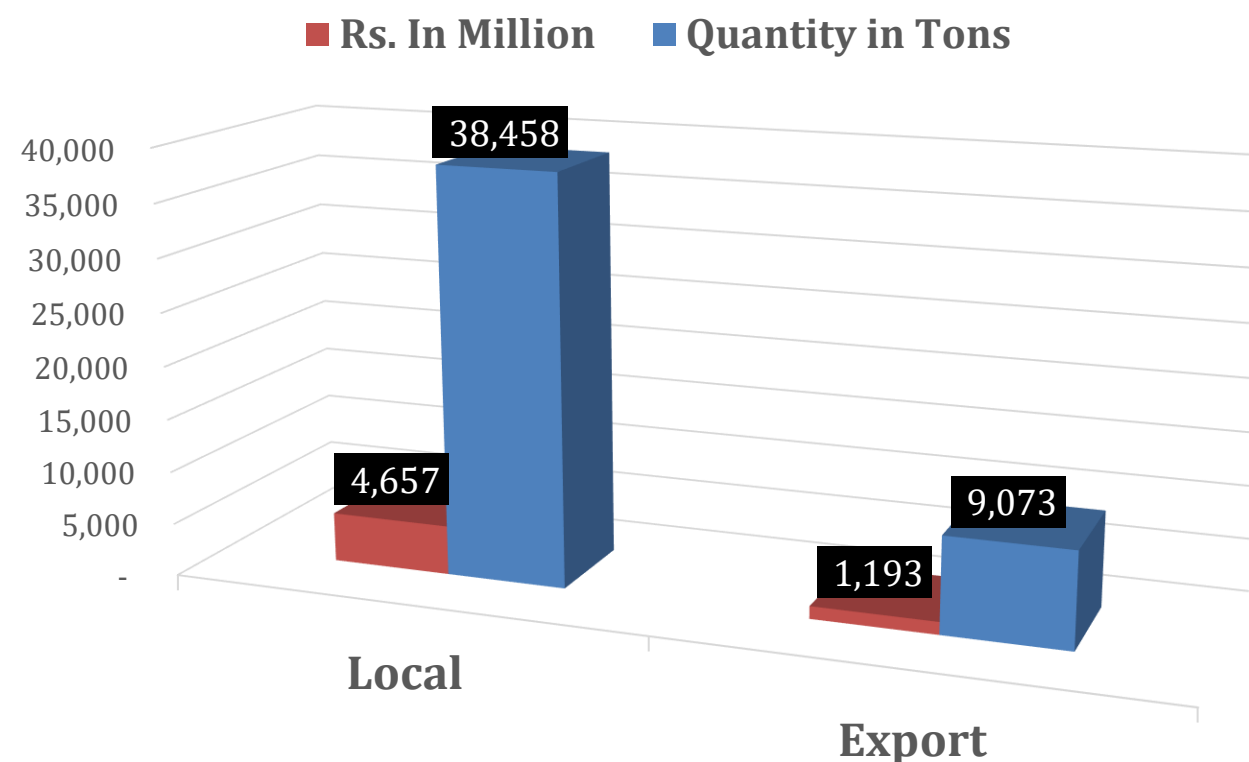


Insights from Corn Starch Division

- Started production in August 2022.
- Both local and export sales volumes of the Corn Starch Division registered healthy growth compared to FY 2023-24.
- The improvement reflects increased market demand and better operational performance.
- Consistent supply and effective production planning contributed to the overall growth during the year.

CSD Sale Comparison		
	2024-25	2023-24
Local (in Million Rs.)	4,657	4,471
Export (in Million Rs.)	1,193	659

CSD Sales (Quantity and Value)



Transition to Green Energy



Solar Installations

During the year 0.65 MW solar project is installed for one of our Rice Karachi Facility.



Renewable Energy

Harnessing the power of the sun to reduce their carbon footprint.



Sustainable Practices

Adopting renewable energy to support their environmental initiatives.

Certifications



Raw material costs rising rapidly.

Domestic and International foods brands expanding

Lower priced alternatives attract consumers.

Global rice prices fluctuating.

Regional tensions and security concerns affecting export operations.

Flooding in key rice-growing areas impacting supply and logistics.





Future Outlook

Rice Processing Business

- Regular Expansion and Capital Expenditure.
- Secure and increase our market share in the USA, UK and Australia.
- Target Middle East Market/Branded Rice.

Rice Glucose Division

- Increasing the conversion ratio of local sales into exports.
- Keeping optimum capacity production of both plants.

FALAK Foods (Private) Limited

- Successfully completed Business Transfer Agreement in Nov-25
- Focus on launching at least 5 new products in a year
- Increase export of newly developed Products.
- To Branded FMCG products.

Matco Corn Products (Private) Limited

- Increase grind capacity by next fiscal year 2026.
- Increase the capacity from 200-300 MT by 2026.
- Increase the range of starch products (modified starches).
- Produce FALAK branded Corn Flour, Custards, Jelly, and other consumer products made from Corn Starch.



THANK YOU



Question & Answers Sessions