Mandviwalla MAUSER Plastic Industries Limited

Corporate Briefing 2025-2026

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



Made with GAMMA

Presentation Agenda

1

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

Made with GAMMA

Forward-Looking Statements

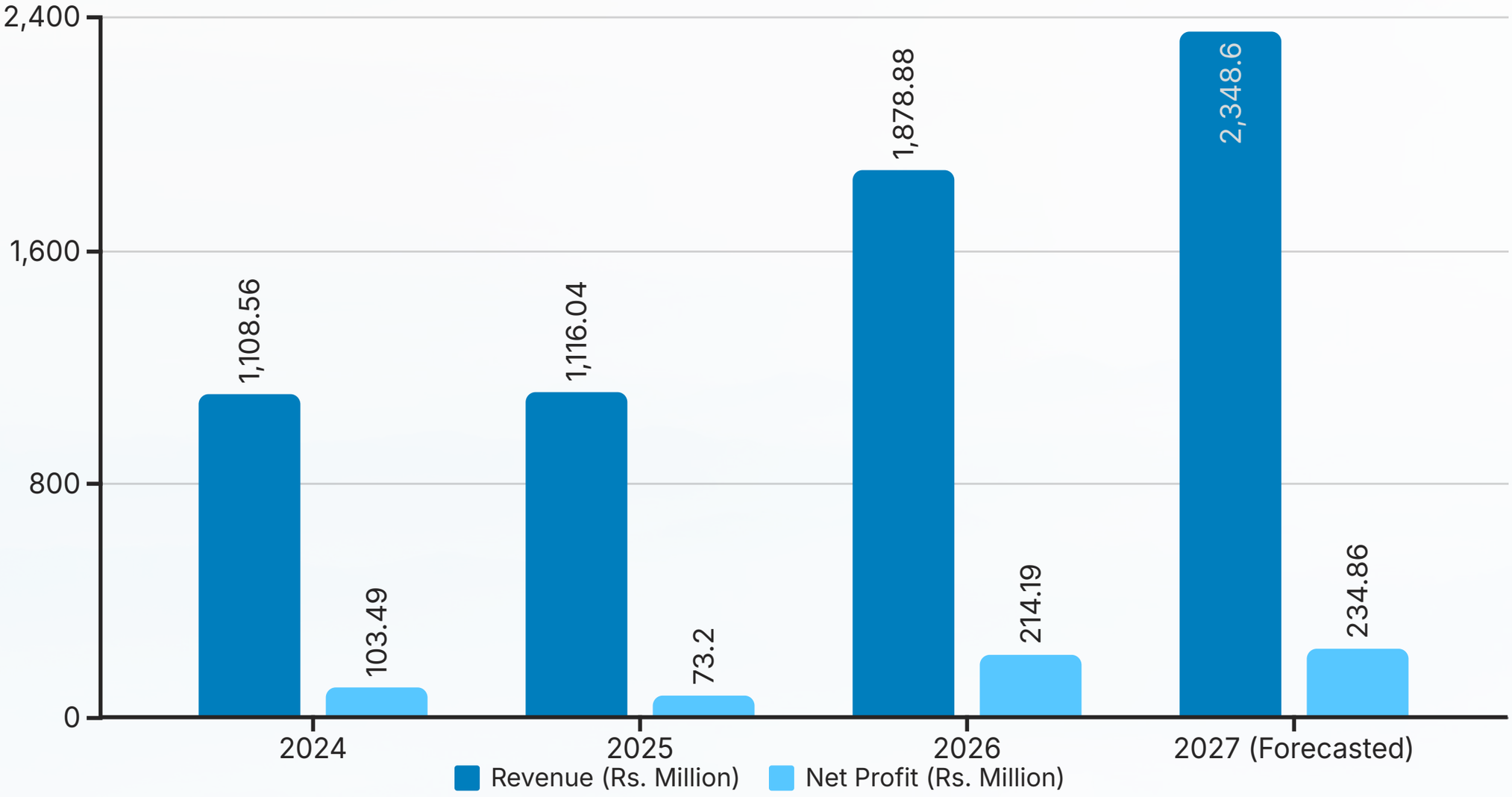
This presentation contains projections and estimates based on current information and assumptions about future events and financial performance.

> Actual results may differ significantly from those forecasted due to various factors, including market dynamics, operational challenges, and unforeseen economic shifts. Investors should consider these inherent uncertainties and risks when evaluating our future outlook.



Made with GAMMA

Revenue Growth Trajectory



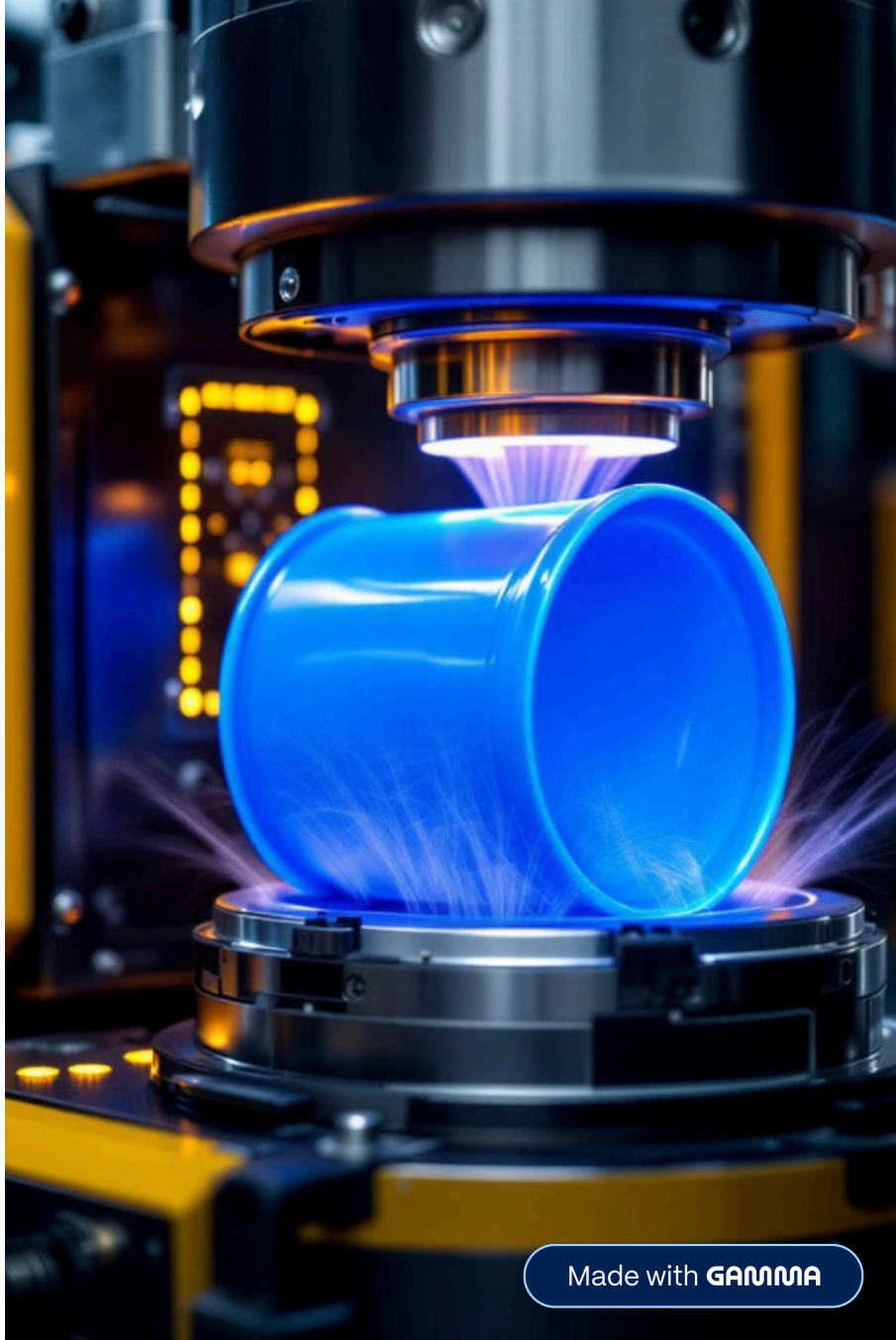
Revenue increased by **+68%** from the previous year. The Company successfully expanded its market share, evidenced by a nearly **+26%** growth in sales volume, reflecting resilient demand and effective market penetration.

Made with GAMMA

Variances in Profitability

+38%	+49%	+74%
Gross Profit Margin Growth	**Operating Profit Margin Growth**	**Net Profit Margin Growth**
2025 to 2026 surge	2025 to 2026 increased	2025 to 2026 bottom line upswing

The growth in gross profit, operating profit, and net profit margins from **2025 to 2026**, reflects an increase in sales of the Company flagship product coupled with strong cost control measures. Despite challenging business conditions, the Company maintained overall profitability, resulting in a significant enhancement in the bottom line.



Made with GAMMA

Working Capital Optimization

Current Assets (Rs. Million)

- **2026:** Rs. 657.34 (+47.9% from 2025)
- **Trade Receivables:** Rs. 155.94 (+31.4% from 2025)
- **Stock-in-trade:** Rs. 267.76 (+14.7% from 2025)

The company carefully managed its daily cash flow to easily cover short-term bills, while keeping just the right amount of stock on hand to keep the business running smoothly and growing.

Current Liabilities (Rs. Million)

- **2026:** Rs. 576.20 (+66.3% from 2025)
- **Short-term Borrowings:** Rs. 351.57 (+35.1% from 2025)
- **Trade and other payables:** Rs. 123.31 (+101.6% from 2025)

The increase in current liabilities was mainly due to higher short-term borrowings, obtained from the parent company, and an increase in advances received from customers towards the end of the year.

Made with GAMMA

Financial Health Indicators

1

Current Ratio 2026 : 1.14 (2025 : 1.28)

Adequate ratio to pay off outstanding debts.

2

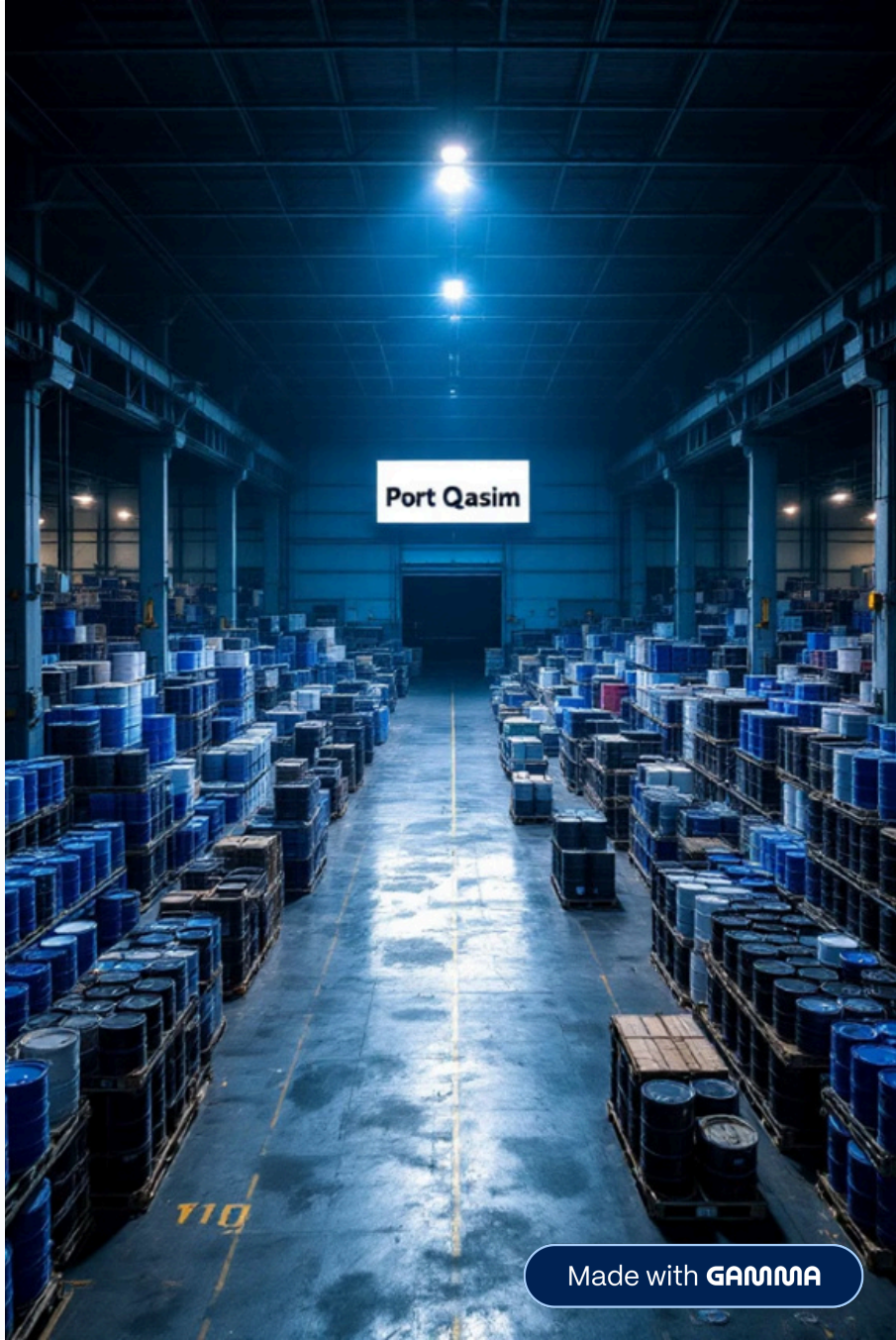
Quick Ratio 2026 : 0.67 (2025 : 0.60)

Minor increase from previous year mainly due to increased in liquid assets.

3

Earning Per Share 2026 : 7.45 (2025 : 2.55)

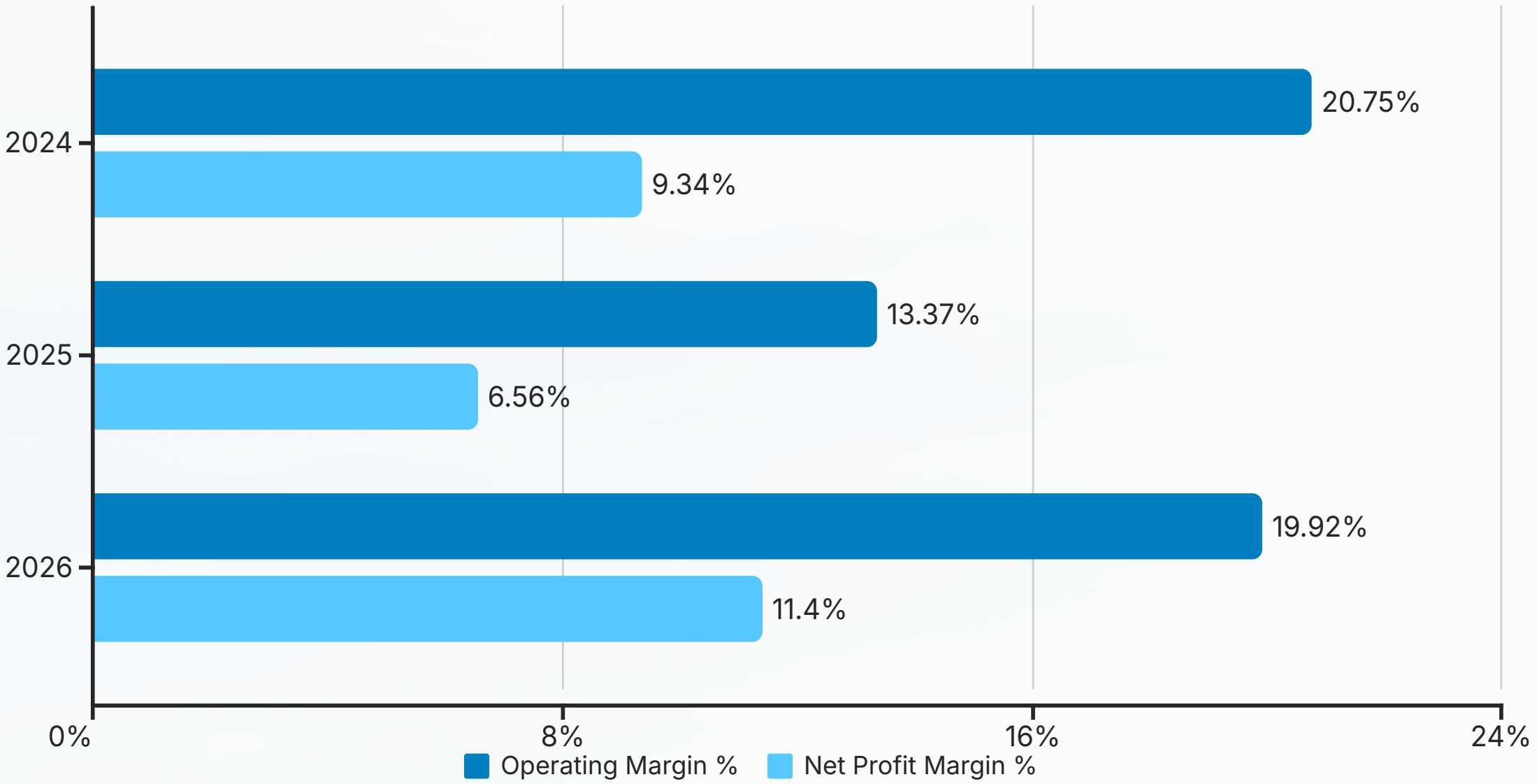
Increased profitability was mainly due to bottom line profitability.



Made with GAMMA



Operational Efficiency Metrics



The Company demonstrated a strong recovery in profitability during **2026,** with operating profit margin increasing to 19.92% from 13.37% in 2025, while net profit margin improved to 11.40% from 6.56%. This improvement reflects higher sales of flagship product, improved operational efficiency and close monitoring of costs, resulting in stronger overall profitability.

Made with GAMMA

Strategic Market Position

Rigid Bulk Packaging Sector Leadership

Higher demand from chemical and food sector customers supported growth in close-top containers, with volumes rising despite pricing pressures. This reflects continued reliance on the Company’s solutions within the industrial packaging segment, reaffirming its strong position in the chemical industry

Flagship Product Demand

Strong market demand for the Company's flagship close-top containers enabled it to scale up revenue by focusing on this key product segment. This focused strategy was well received by customers and helped strengthen the Company's market presence while supporting business growth.

Middle East Situation

In last four months, Middle East conflict led to an increase in raw material prices and freight charges, creating additional cost pressures. The Company maintained operational efficiency and prudent cost control, enabling it to offer products at competitive prices.

Made with GAMMA

Investment Thesis & Outlook

Turning the Page on Accumulated Losses:

Poised to turn the page, the company is on track to completely erase all remaining accumulated losses in the upcoming financial year.

Projection related to revenue:

Based on our financial forecasts, we project a 25% increase in revenue for the fiscal year 2027, targeting a total of Rs. 2,348.6 million. This anticipated growth reflects our strategic confidence in market expansion and scaled operations for the upcoming year.

Investing in the Next Phase of Growth:

The Company invested Rs. 250 million in new machineries to increase its production capacity. The installation and assembly of the machinery were completed towards the year-end, with commercial production commencing after the year-end. Looking ahead, the Company plans to undertake the next phase of expansion in the second quarter of 2026-27.



Made with GAMMA



Operating Segment (IFRS-8)

Product Information

Our core product line includes a diverse range of industrial plastic drums and containers.

Geographical Areas

Primary operations and sales are concentrated in Pakistan, with a strategic focus on expanding our footprint in key regional markets. Export activities are non-existent at the moment, we will be targeting industrial clients across Asia and the Gulf region to diversify revenue streams.

Major Customers

We serve a broad base of industrial and corporate clients, including leading chemical manufacturers, food processing industries, ethonal producers and oil lubricants industry. Long-term contracts and strong client relationships underpin our market stability.

The company's operating segments are defined by the nature of products and services offered, aligning with internal management reporting structures. This approach ensures transparent performance tracking and resource allocation across distinct business units.

Made with GAMMA

Key Financial Metrics: Year-on-Year Comparison

A look at the company's financial performance over the past five years, highlighting key trends in profitability and financial health.

	2026	2025	2024	2023	2022
Gross Margin	23.52%	17.00%	23.29%	16.54%	7.37%
Operating Margin	19.92%	13.37%	20.75%	14.13%	5.37%
Net Profit Margin	11.40%	6.56%	9.34%	6.40%	2.55%
Current Ratio	1.14	1.28	1.00	0.71	0.61
Earnings Per Share	7.45	2.55	3.60	1.38	0.41

The table illustrates fluctuations in profitability metrics, with a notable increase in margins from 2022 to 2025, aligning with the industry's dynamic environment.

Made with GAMMA

Q&A

Thank you for your attention.

For further inquiries, please contact: hina@mandviwalla.net

Made with GAMMA