



CENTURY PAPER & BOARD MILLS LIMITED

CORPORATE DEPARTMENT

LAKSON SQUARE, BLDG. NO. 2, SARWAR SHAHEED ROAD, KARACHI - 74200, PAKISTAN.

TEL: 92-21-3840 0000, FAX: 92-21-3568 4336 & 3568 3410, Website: www.centurypaper.com.pk, E-mail: mansoor-ahmed@centurypaper.com.pk

November 06, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building,
Stock Exchange Road
Karachi

Dear Sir,

CORPORATE BRIEFING SESSION **CENTURY PAPER & BOARD MILLS LIMITED**

Please refer our earlier letter dated 31 October 2023 regarding Corporate Briefing of Century Paper & Board Mills Limited to be held on Tuesday, November 07, 2023 at 3.00 p.m. at PSX Auditorium, Pakistan Stock Exchange Building, Stock Exchange Road, Karachi as well through electronic means/Video link facility to brief the analyst /shareholders about the Company's performance.

The revised presentation of Corporate Briefing is attached herewith after certain revisions in slides no. 39 and 44 of the presentation.

You may please inform the TRE Certificate Holders of the Exchange accordingly.

Kindly acknowledge.

Thanking you,

Yours faithfully,
For CENTURY PAPER & BOARD MILLS LIMITED


(MANSOOR AHMED)
Company Secretary



CENTURY PAPER & BOARD MILLS LTD
(PSX Symbol: CEPB)

CORPORATE BRIEFING

2022-23

November 07, 2023



IMPORTANT DISCLAIMER

This Presentation is not an offer to buy or sell any securities or any Investment

This presentation has been prepared by Century Paper & Board Mills Limited (CEPB) solely for information purposes. No representation or warranty express or implied is made thereto, and no reliance should be placed on, the sufficiency, completeness or relevance of the information or any opinion contained herein, or any opinion rendered thereto. The information contained in this presentation should be considered in the context of the circumstances prevailing at the time and will not be updated to reflect any developments that may occur after the date of the presentation. Neither CEPB nor any of its affiliates, officials, advisors, associates, employees or any person working for, under or on behalf, shall have any responsibility and or liability of any nature whatsoever (in contract or otherwise) for any loss whatsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

This presentation does not constitute or form part of a prospectus, offering circular or offering memorandum or an offer, solicitation, invitation or recommendation to purchase or subscribe for any securities and no part of it shall form the basis of, or be relied upon in connection with, or act as any inducement to enter into any arrangement, agreement, contract, commitment or investment decision in relation to any securities This presentation shall not at all be intended to provide any disclosure upon which an investment decision could be made No money, securities or other consideration is being solicited, and, if sent in response to this presentation or the information contained herein, will not be accepted.

The presentation may contain statements that reflect CEPB own beliefs and expectations about the future These forward looking statements are based on a number of assumptions about the future, which are beyond CEPB control. Such forward looking statements represent, in each case, only one of many possible scenarios and should not be viewed as the most likely or standard scenario. Such forward looking statements are subject to certain risks and uncertainties that could cause actual results to differ materially from those contemplated by there forward looking statements. CEPB does not undertake any obligation to update any forward looking statements to reflect events that occur or circumstances that arise after the date of this presentation and it does not make any representation, warranty (whether express or implied) or prediction that the results anticipated by such forward looking statements will be achieved. In addition, past performance should not be taken as an indication or guarantee of future results.

Certain data in this presentation was obtained from various external data sources that CEPB believes to its knowledge, information and belief to be reliable, but CEPB has not verified such data with independent sources and there can be no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of the included data Accordingly, CEPB makes no assurance, representation or warranty as to the accuracy, sufficiency, correctness or completeness of that data, and such data involves risks and uncertainties and is subject to change based on various factors.

By attending this presentation, you are agreeing to be bound by the foregoing limitations.



CONTENT

Company
Introduction
01

Strategic /
Operational
Development
02

Financial
Performance
03

Question &
Answer
04





Company Introduction



LAKSON GROUP PROFILE

Century Paper is part of the Lakson Group (founded in 1954)

Group Portfolio

- Soaps & Detergents
- Toothpastes & Surface Care Products
- Internet Services & Software Development
- Cloud Computing & Call Centers
- **Paper & Paperboard Manufacturing**
- Printing & Packaging
- Publications & Media
- Food & Fast Food Restaurant Biz
- Agriculture (Drip Irrigation)
- Surgical Instruments Biz
- Insurance & Investments
- Air Line / Travelling & Tour Operations

Major Group Companies



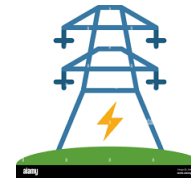
CENTURY PAPER & BOARD MILLS LIMITED

- A Public Limited Company (Listed on the PSX since 1984).
- One of the Largest integrated Pulp & Paperboard plants of the country.
- Market Leader in Coated Packaging Boards.
- Quality Manufacturers of Corrugated Cartons.



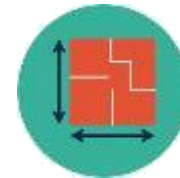
Current Capacity:

P&B: 274,000 MT
Box: 40,000 MT



Fuel and Power Capacity

Electricity: 63 MW
Steam: 213 Tons/Hr.



Area of Plant:

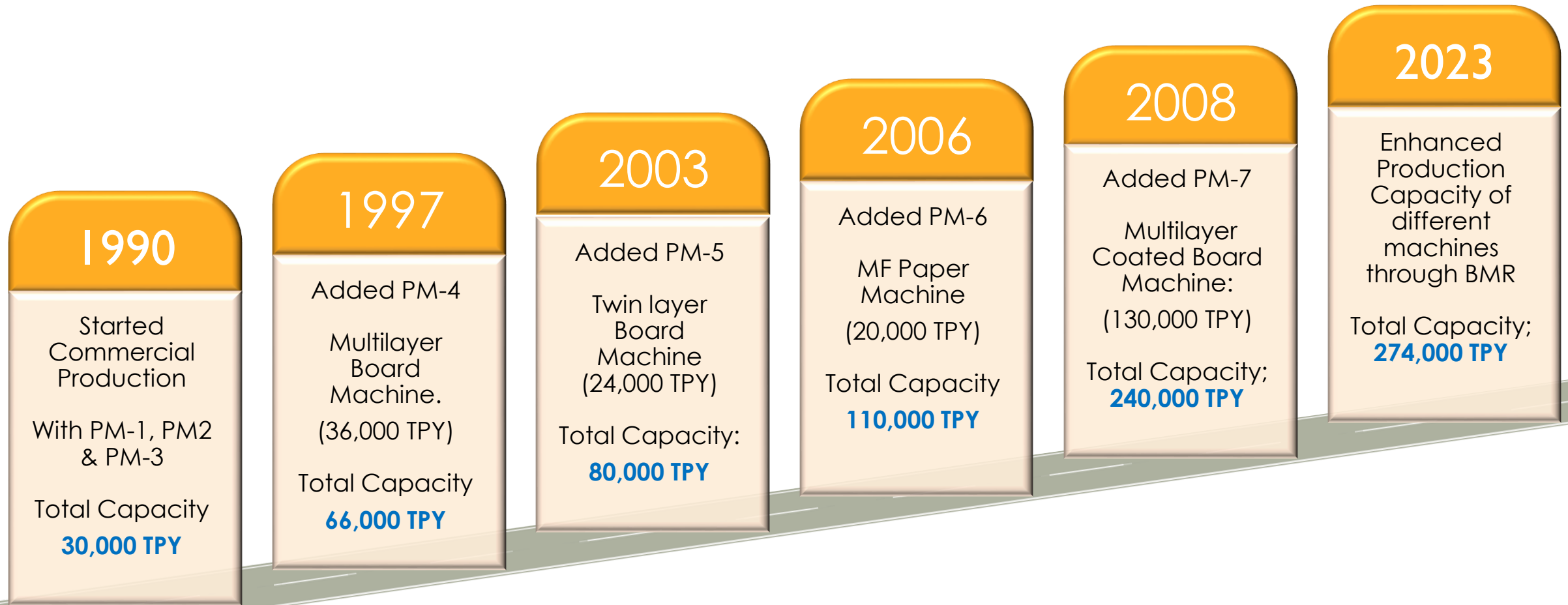
171 Acres (57 Hectors)



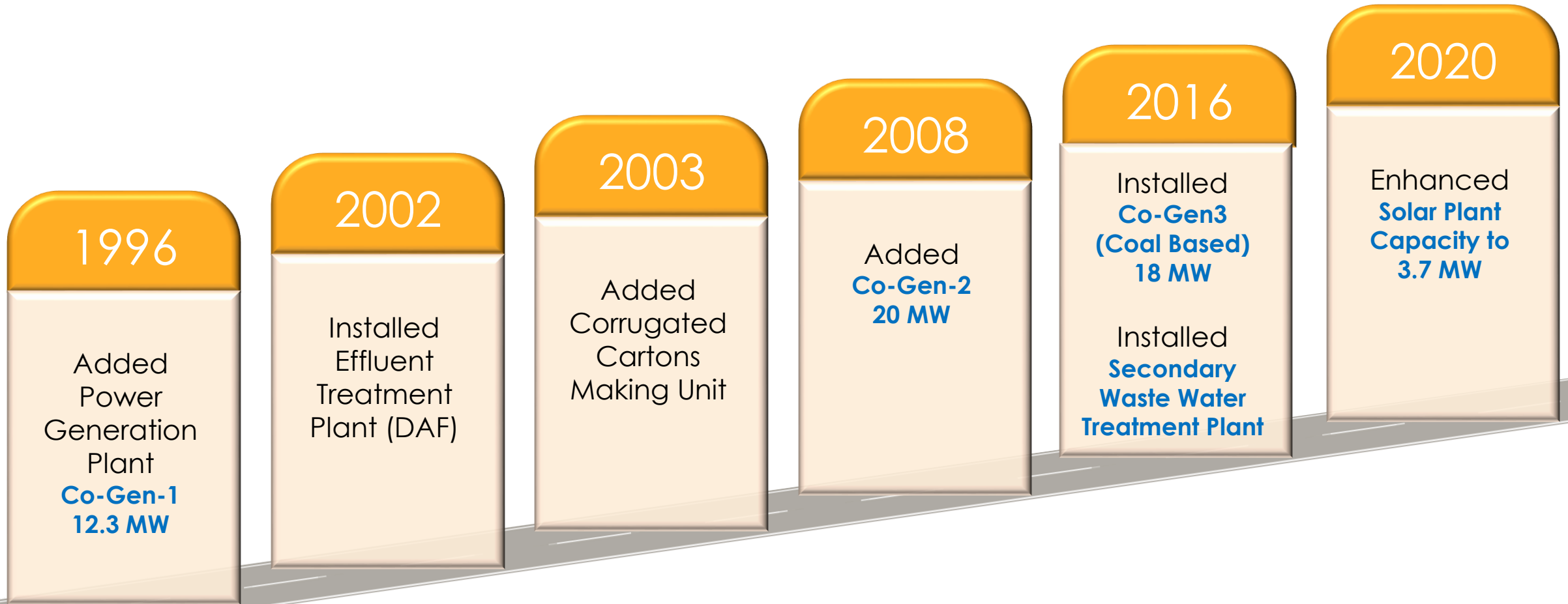
No. of employees

1650

MAJOR MILESTONES – Production Capacity



MAJOR MILESTONES – Other Developments



OUR PRODUCTS

Container Board



Coated Packaging Boards



Papers



CPBM - MAJOR END USERS / CUSTOMERS



KEY MANAGEMENT PERSONAL



Aftab Ahmed
Chief Executive Officer



Jehanzeb Ali
Director Production



S. Nadeem Ullah
Director Engineering



Tanveer Ahmed Khalid
Director Marketing



Muhammad Rashid Dastagir
Chief Financial Officer



Col. Khalid Jameel
GM - Admin



Sabir Imtiaz
GM Supply Chain



Khalid Hayat
GM (Box Business)





Strategic/ Operational Developments



STRATEGIC AND OPERATIONAL DEVELOPMENTS

Market
Update

BMR
Update

Energy Mix
Update

SDG/ESG
Update

CSR
Update



STRATEGIC & OPERATIONAL DEVELOPMENTS

Market
Update

BMR
Update

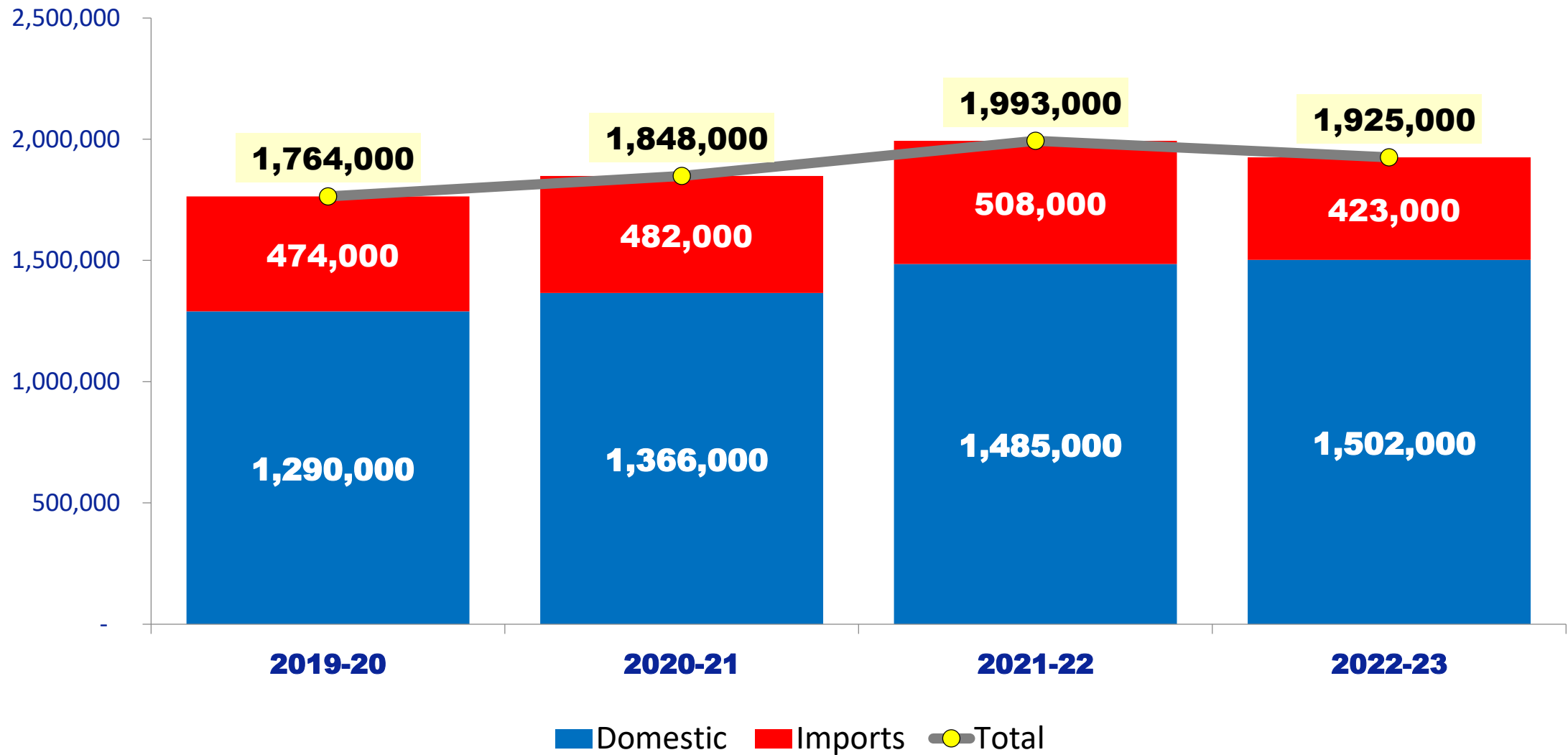
Energy Mix
Update

SDG/ESG
Update

CSR
Update



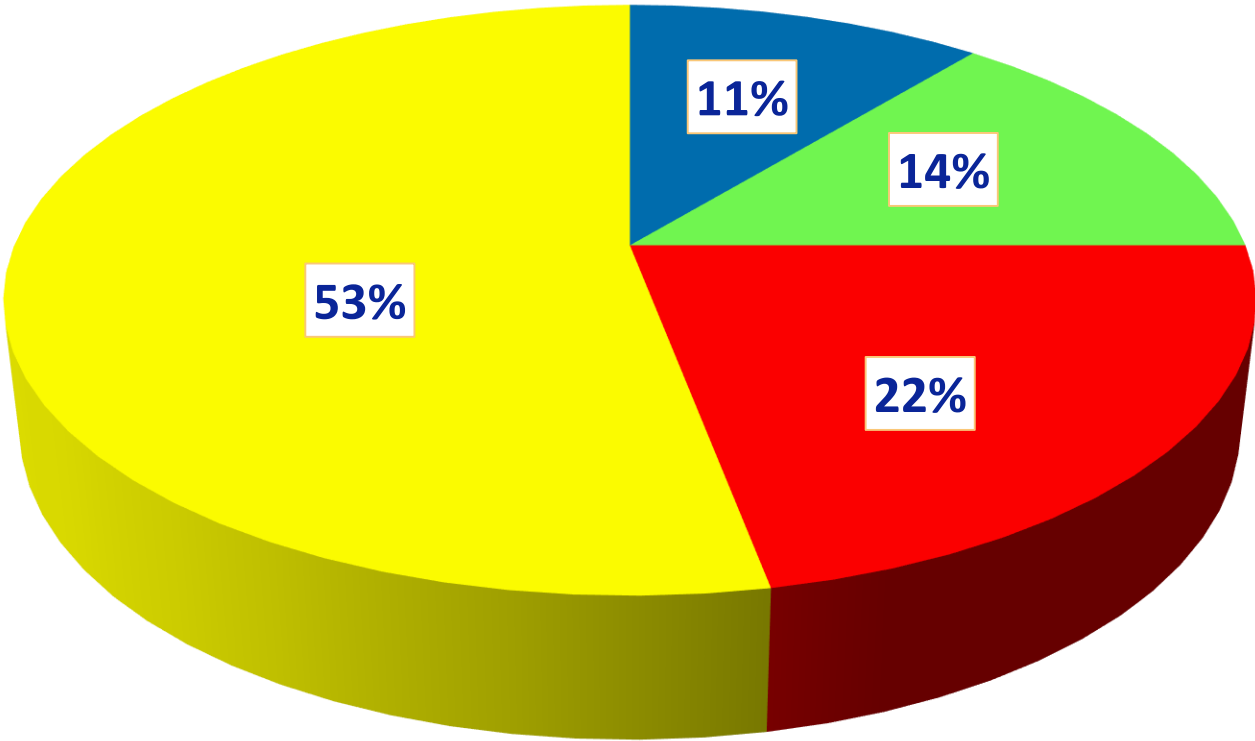
TOTAL NATIONAL CONSUMPTION P&B PRODUCTS (M. TON)



MARKET SHARE 2022-23



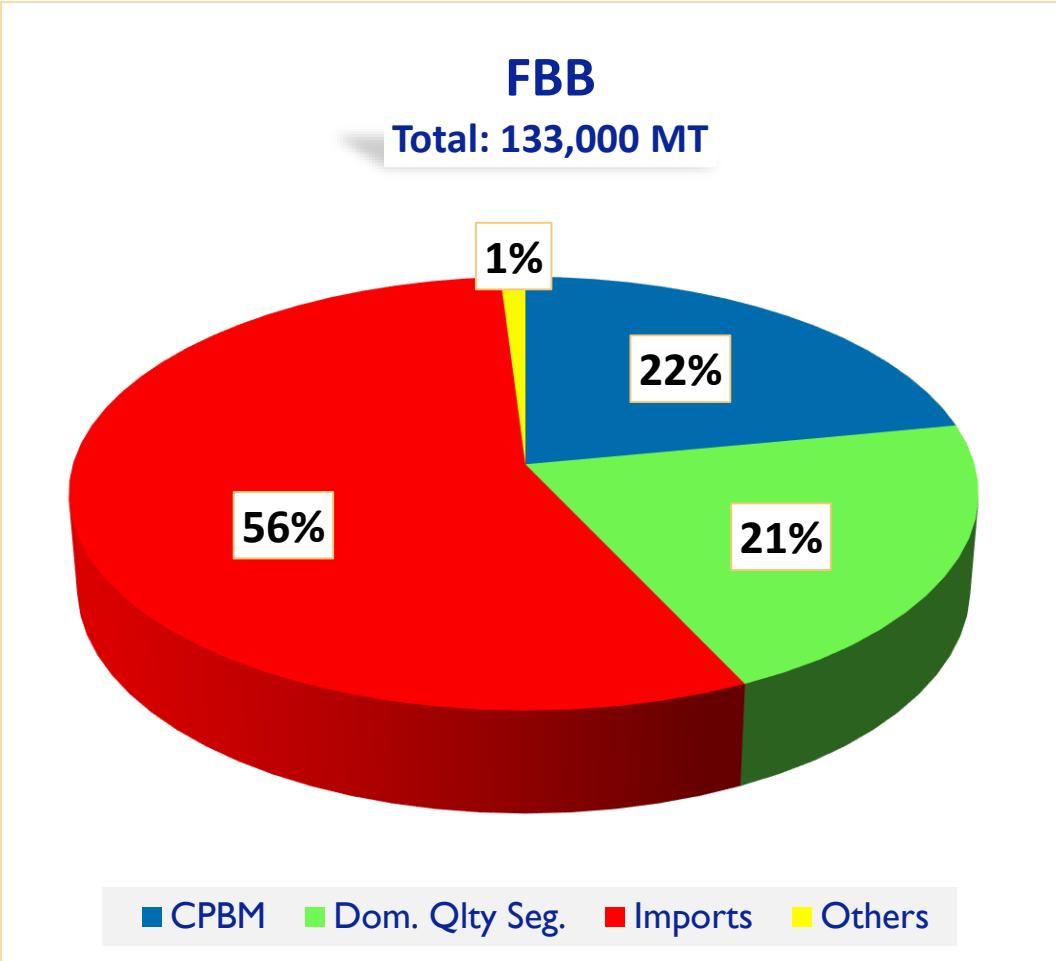
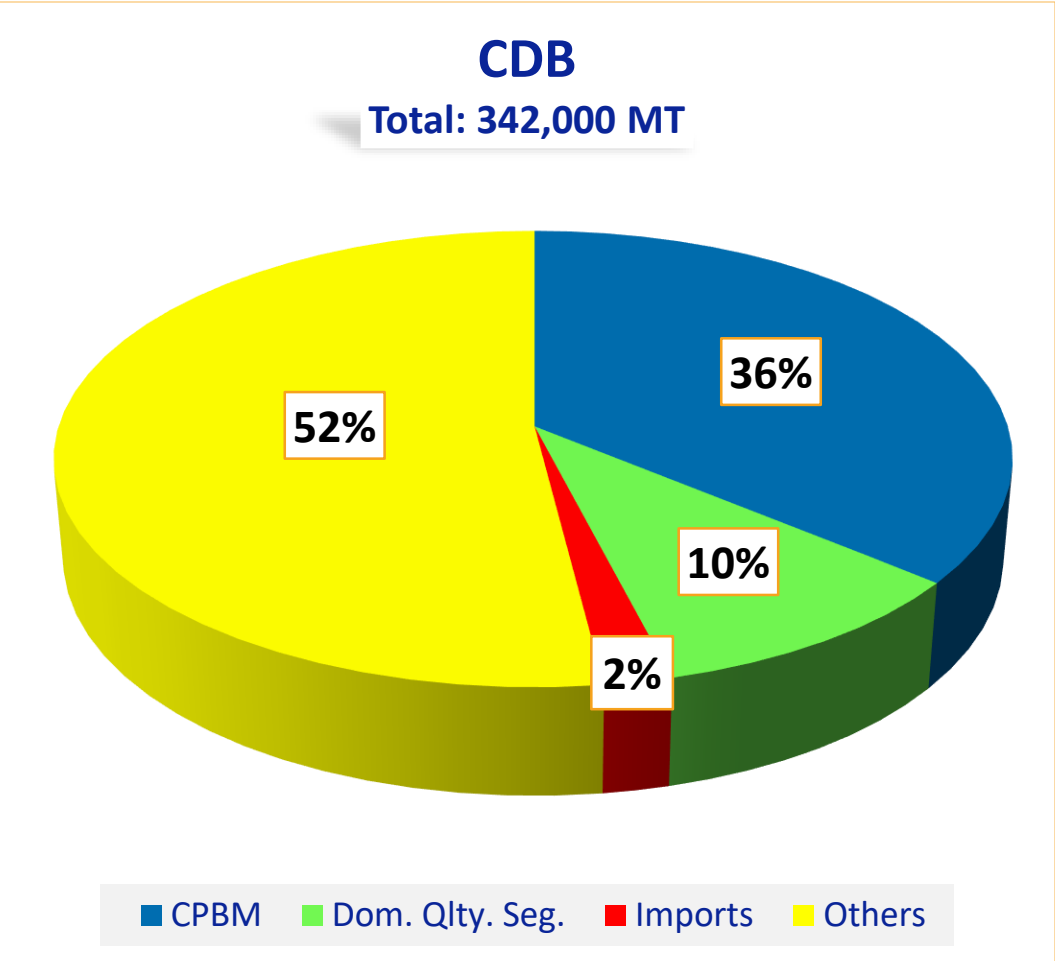
Total P&B 2022-23
1,925,000 MT



■ CPBM ■ Dom. Qlty. Seg ■ Imports ■ Others



MARKET SHARE 2022-23

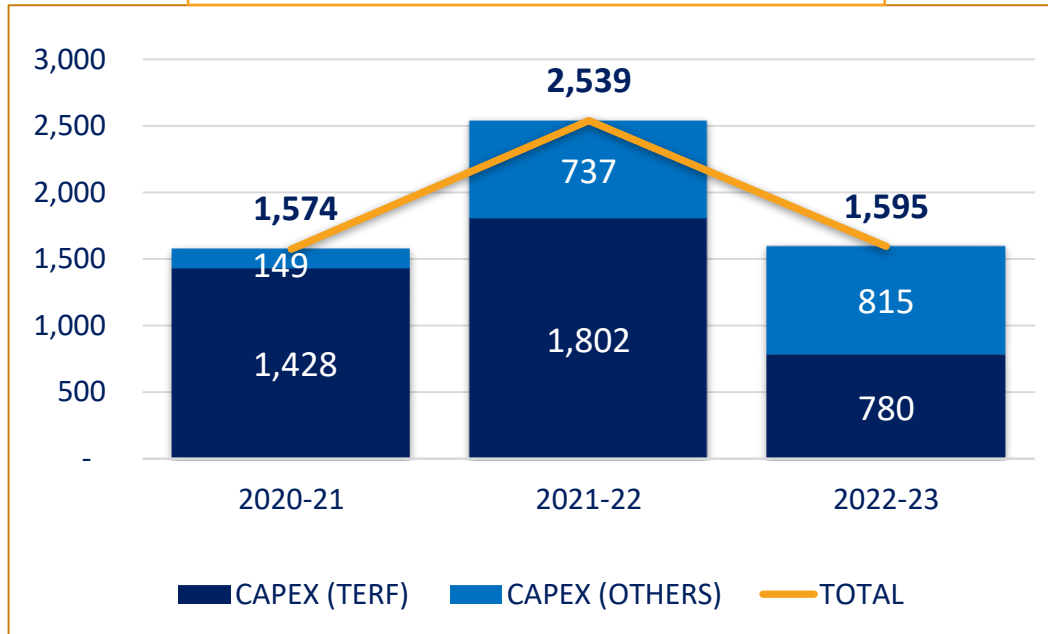


STRATEGIC & OPERATIONAL DEVELOPMENTS

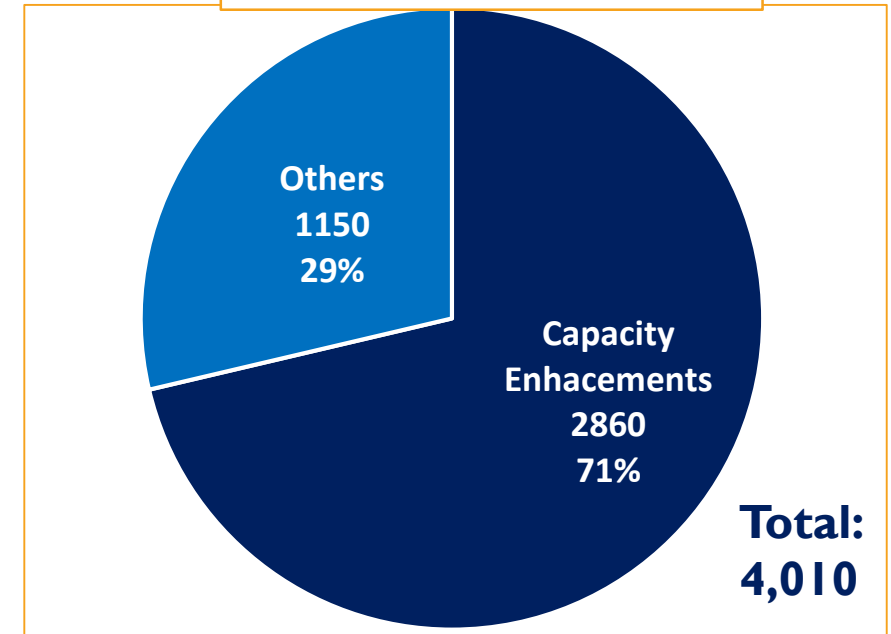


CAPITAL EXPENDITURE (BMR)

CAPITAL EXPENDITURE (RS' MLN)



CAPEX - TERF (RS' MLN)



OUTCOME OF BALANCING MODERNIZATION REPLACEMENT (BMR)

Production capacity improved to 274,000 MT per year.

Removal of bottleneck in stock preparations plants (Waste Paper & Wood pulp).

Upgradation of QCS / DCS Systems for better plant operations.

Modernization of Power Plants for better efficiency.

Increase in Sheeting Capacity



PLANTS AFTER BMR

PM-7



Box Making Machine



Bale Breaker



Pasaban Sheeter



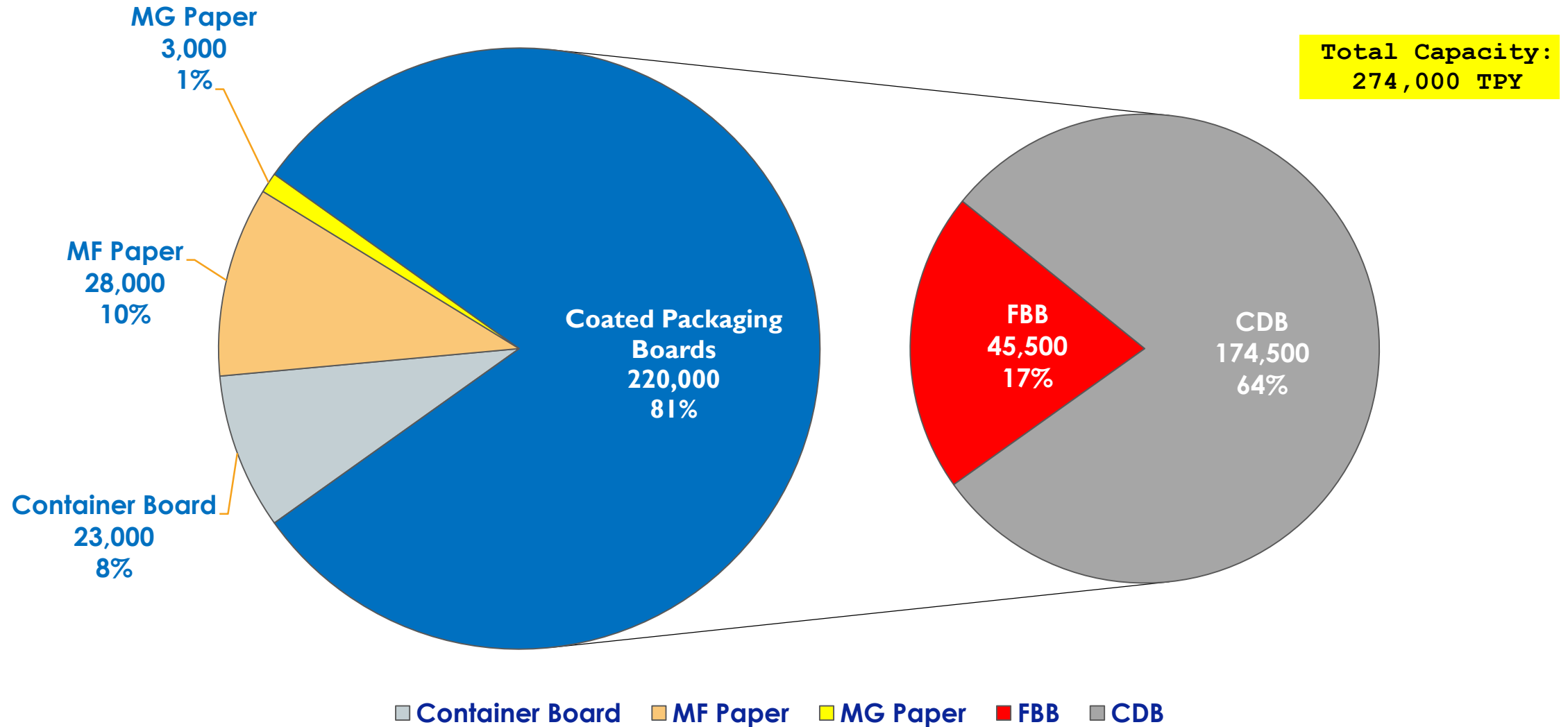
Grid Station



HT Panels



CAPACITY BREAK-UP (AFTER BMR)



STRATEGIC & OPERATIONAL DEVELOPMENTS

Market
Update

BMR Update

Energy Mix
Update

SDG/ESG
Update

CSR Update



IMPROVEMENTS IN ENERGY MIX

Upsizing of **Grid station** and enhancement of load (LESCO) from **5 MW to 16 MW**

Partially shifting from SNGPL to **UGDC** for gas at concessional rates

Trial of low-cost **local coal**

Outsourcing of **Biomass Boilers** for Low-cost Steam

Addition of a **Coal Fired Boiler** for low-cost Steam



SOURCES OF FUEL & POWER

Plant	Fuel	Power (MW)	Steam (Tons/ Hr)	Remarks
Co-Gen-1	HFO / Diesel	9	-	Wartsila, Finland
Co-Gen-2	Natural Gas / Diesel	18	56	Kawasaki, Japan
Co-Gen-3	Coal	18	40	Runh Power, China
Boilers	Gas/Coal/HFO/Biomass	-	117	Various
LESCO	National Grid	18	-	
Total		63	213	



STRATEGIC & OPERATIONAL DEVELOPMENTS



SDG Framework

The Company is actively working to improve compliance with ESG requirements by making progress towards National SDG Targets.



MAJOR SUSTAINABILITY INITIATIVES



INDUSTRIAL EFFLUENT

CPBM – Effluent Treatment Plants

A Primary Treatment (Dissolved Air Flotation)

1st. Secondary Treatment Plant (Biological Aerobic Treatment)

2nd. Secondary Treatment Plant (Biological Aerobic Treatment)

Dissolved Air Flotation Plant	FIRST Biological Aerobic Treatment Plant	SECOND Biological Aerobic Treatment Plant
Installed in 2002	Installed in 2016	In Process
Capacity – 600 m3/hr	Capacity – 350 m3/hr	Capacity – 600 m3/hr



CLEAN & GREEN ENERGY

Installed
3.7 MW
Solar Power Plant



AWARENESS CAMPAIGN

To demonstrate support for environment protection and to promote the importance of environment and earth in our life CPBM celebrates **International Awareness Days**.

- World Environment Day
- World Sustainability Day
- World Earth Day

Such Events Include:

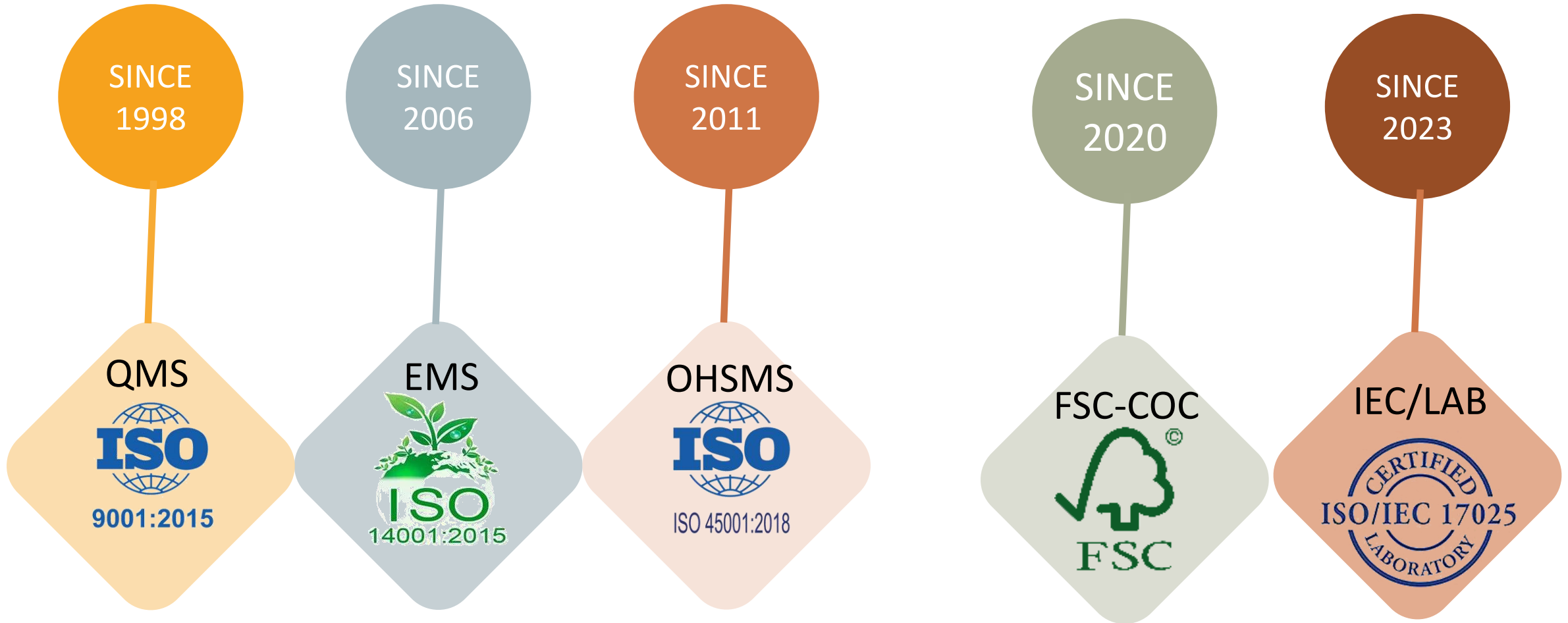
- Speeches by the CPBM Management and Guests
- Distribution of Awareness Pamphlets
- Awareness Walks
- Display of Sign Boards



CERTIFICATIONS

Integrated Management System

Other Certifications

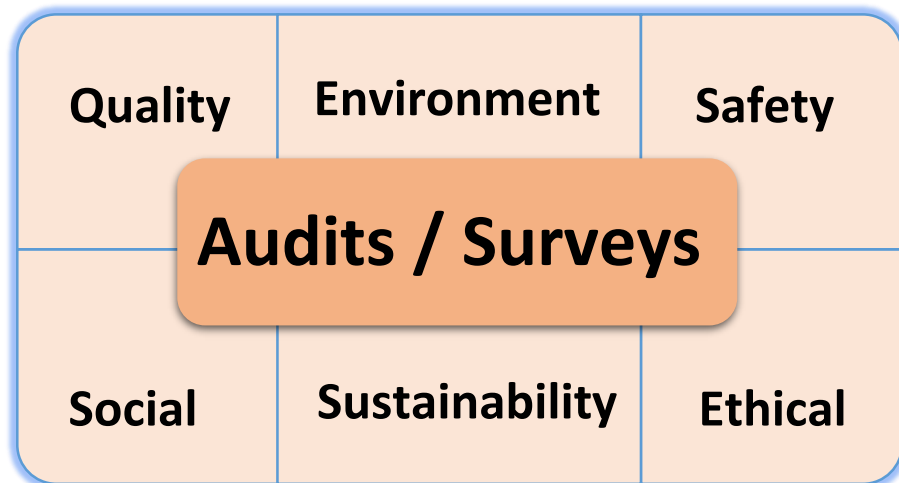


The Company has also implemented the KIAZEN AND 5S principles at Mills.



CUSTOMER'S AUDITS / SURVEYS

Approved by
SEDEX
INTERTEK
Bureau Veritas
Afnor International



AWARDS / RECOGNITIONS

Award / Recognition	AWARDED BY	AWARDED TO	MOST RECENT	
SITAR –E-IMTIAZ	President of Pakistan	Mr. Iqbal Ali Lakhani Chairman Lakson Group	2019	Philanthropic Services
Water Efficiency Award Nomination	PPI (European)	CPBM	2020	Participated once
Best Corporate Report	ICAP	CPBM	2022	Multiple Times
Environmental Sustainability Initiative Award	NFEH	CPBM	2023	Multiple Times
Environment Excellence Award	NFEH	CPBM	2023	Multiple Times
Fire Safety Award	NFEH	CPBM	2023	Multiple Times
Recycling & Waste management Award	BUILD	CPBM	2021	Participated Once
Best Sustainable Packing Award	Future Forum	CPBM	2021	Multiple Times
Energy Performance Award	UNIDO	CPBM	2022	Participated Once
Corporate Excellence Award	MAP	CPBM	2023	Multiple Times



AWARDS 2023

15th Environmental
Sustainability Initiative Award
by
**National Forum for
Environment & Health**



Corporate Excellence Award
2023
by
**Management
Association of Pakistan
(MAP)**



20th Environment Excellence
Award
by
**National Forum for
Environment & Health**



Best Corporate Award
2022
(Merit Certificate)
by
ICAP/ICMAP



9th International Award on
Environment, Health & Safety
by
**The Professional
Network**



STRATEGIC & OPERATIONAL DEVELOPMENTS

Market
Update

BMR Update

Energy Mix
Update

SDG/ESG
Update

CSR Update



CSR UPDATE

CSR Activities

- Child Education through Smart School Initiatives (800 student enrolled in 10 schools)
- Livelihood to poor female workers in waste paper sorting facility (strength: 40)
- Medical Camps
- Computer Trainings to Workers' children
- Provision of Clean drinking water / distribution of food hampers etc.

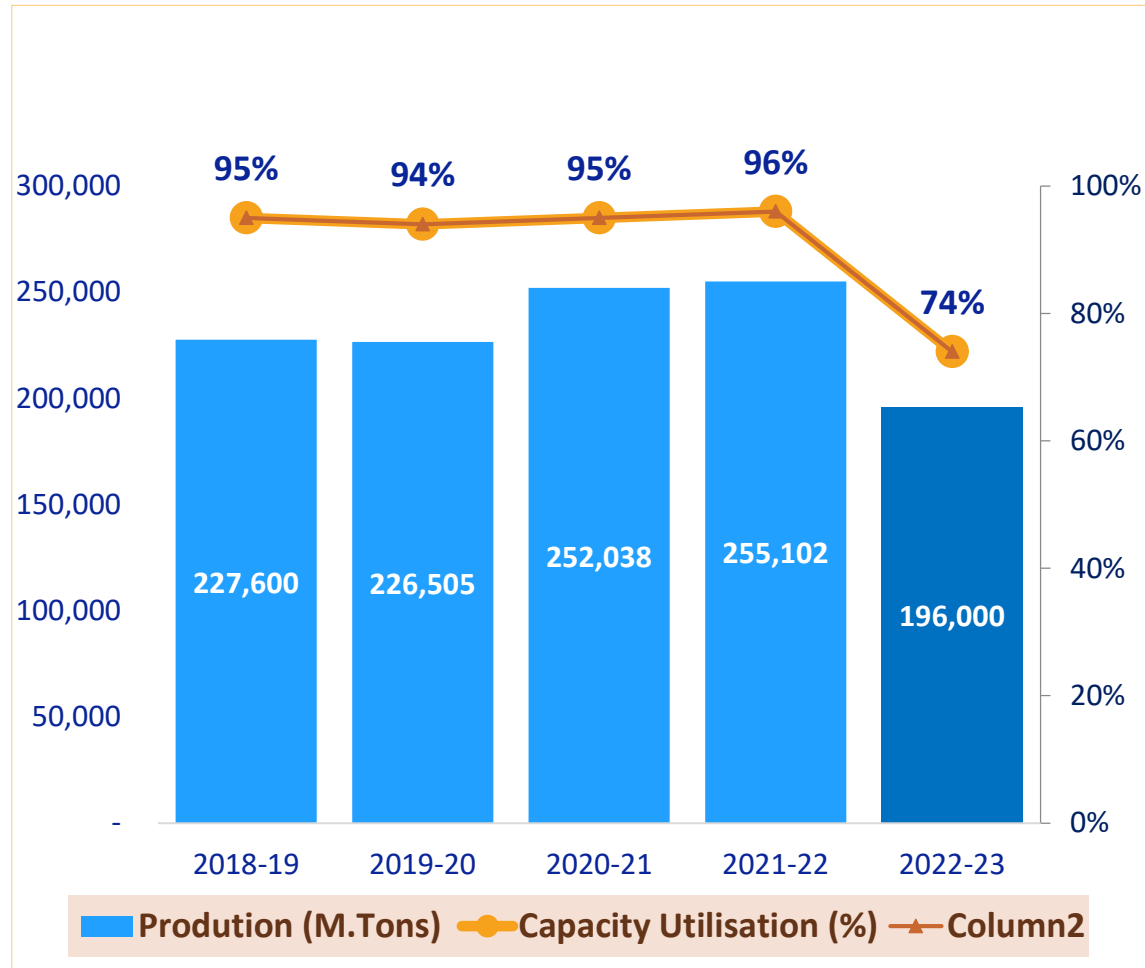




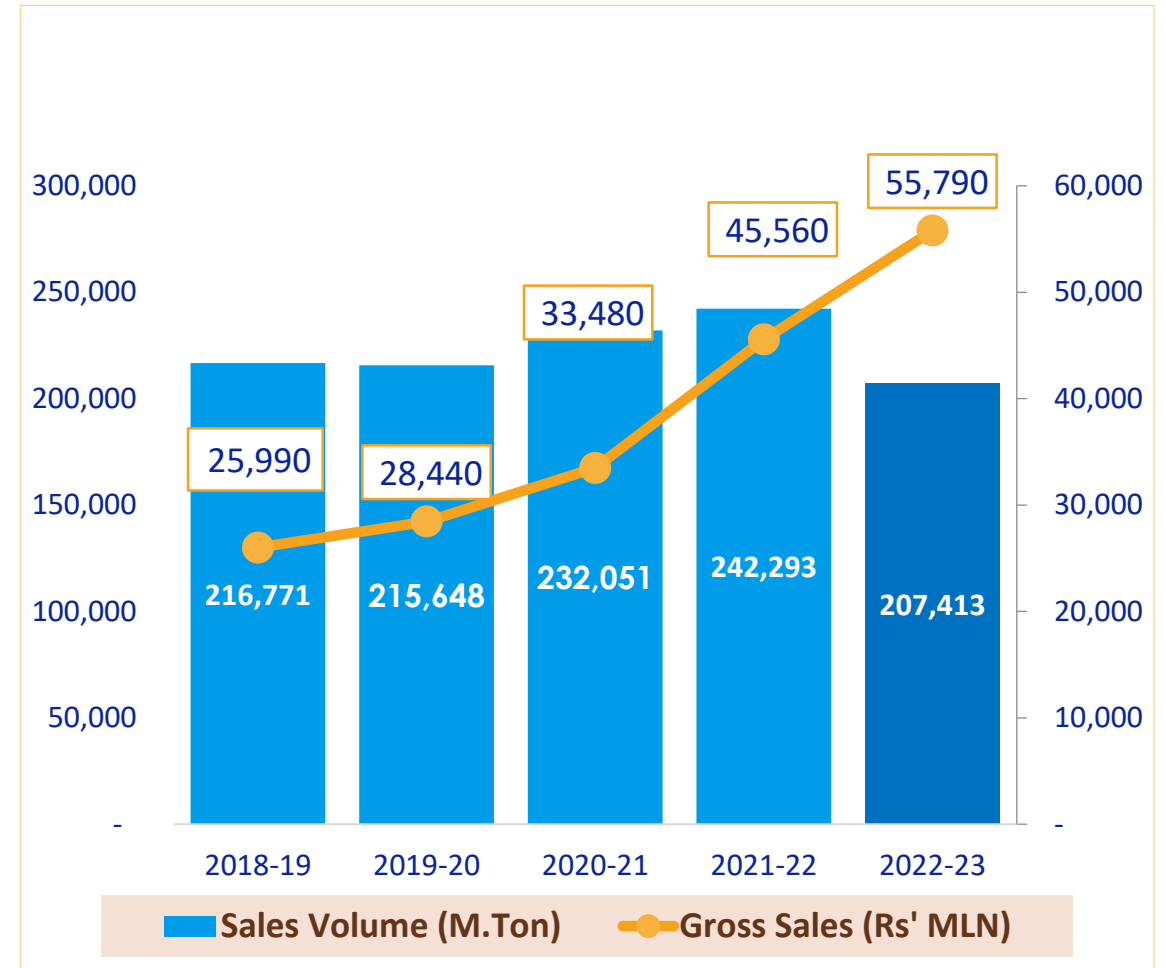
FINANCIAL PERFORMANCE



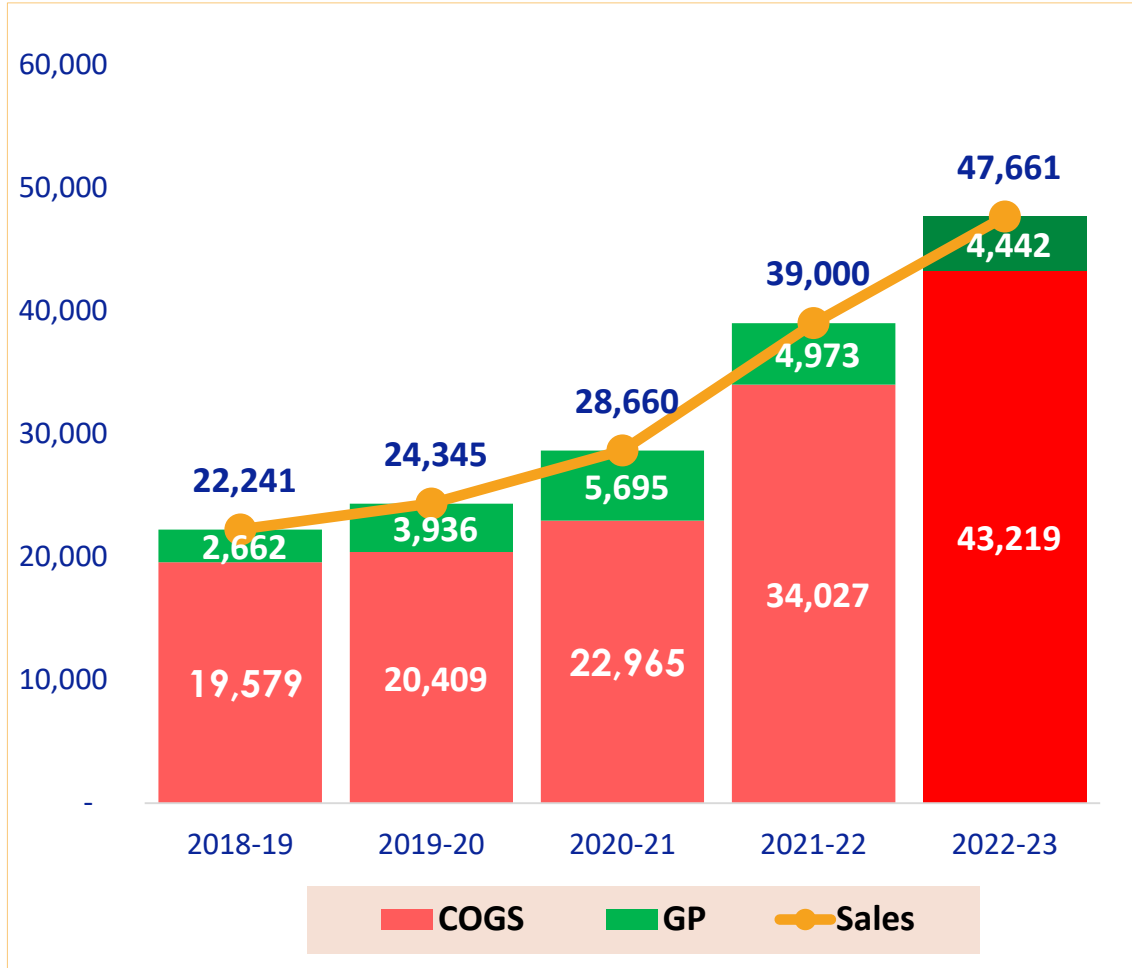
PRODUCTION (M.TONS)



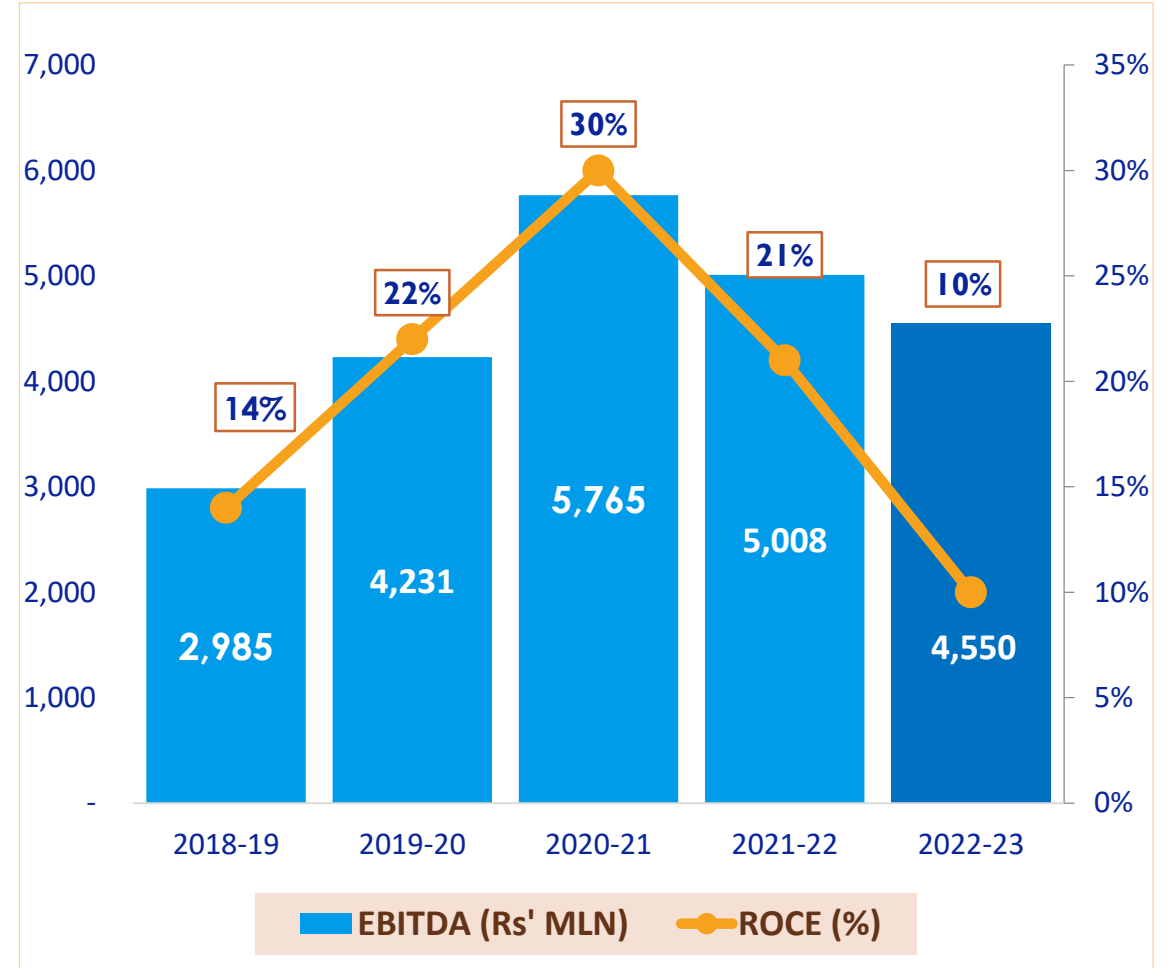
SALES VOLUME (M. TONS) & GROSS SALES (RS' MLN)



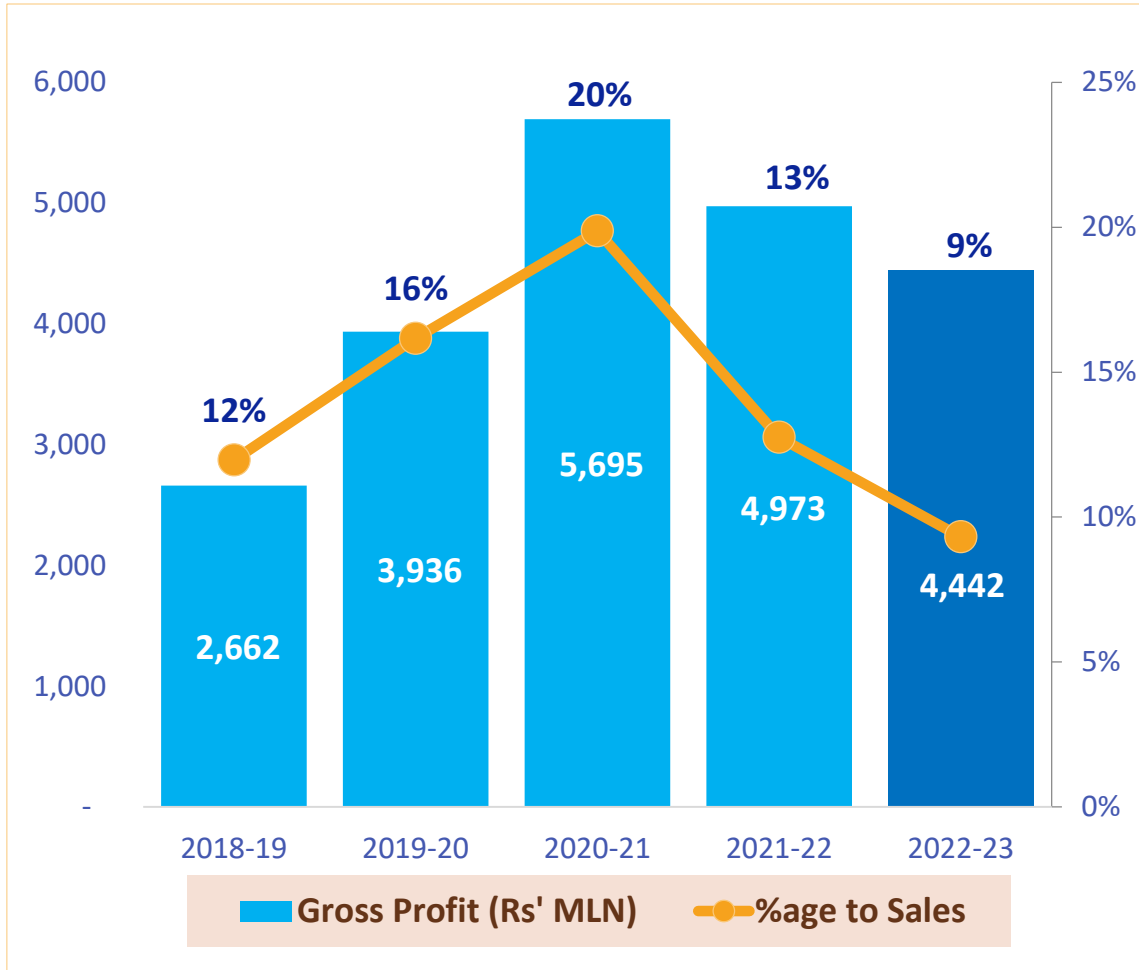
SALES, COGS & GP (RS' MLN)



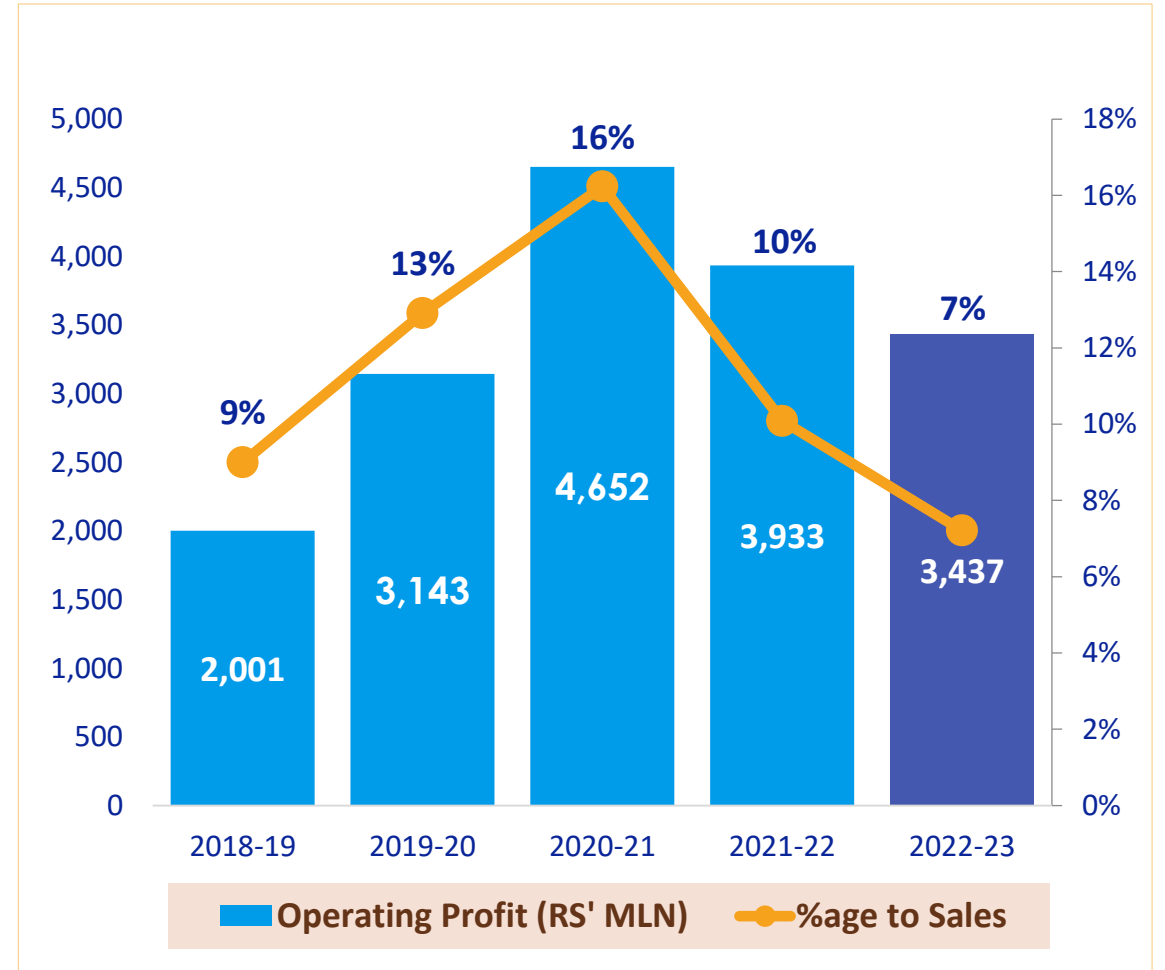
EBITDA (RS' MLN) & ROCE (%)



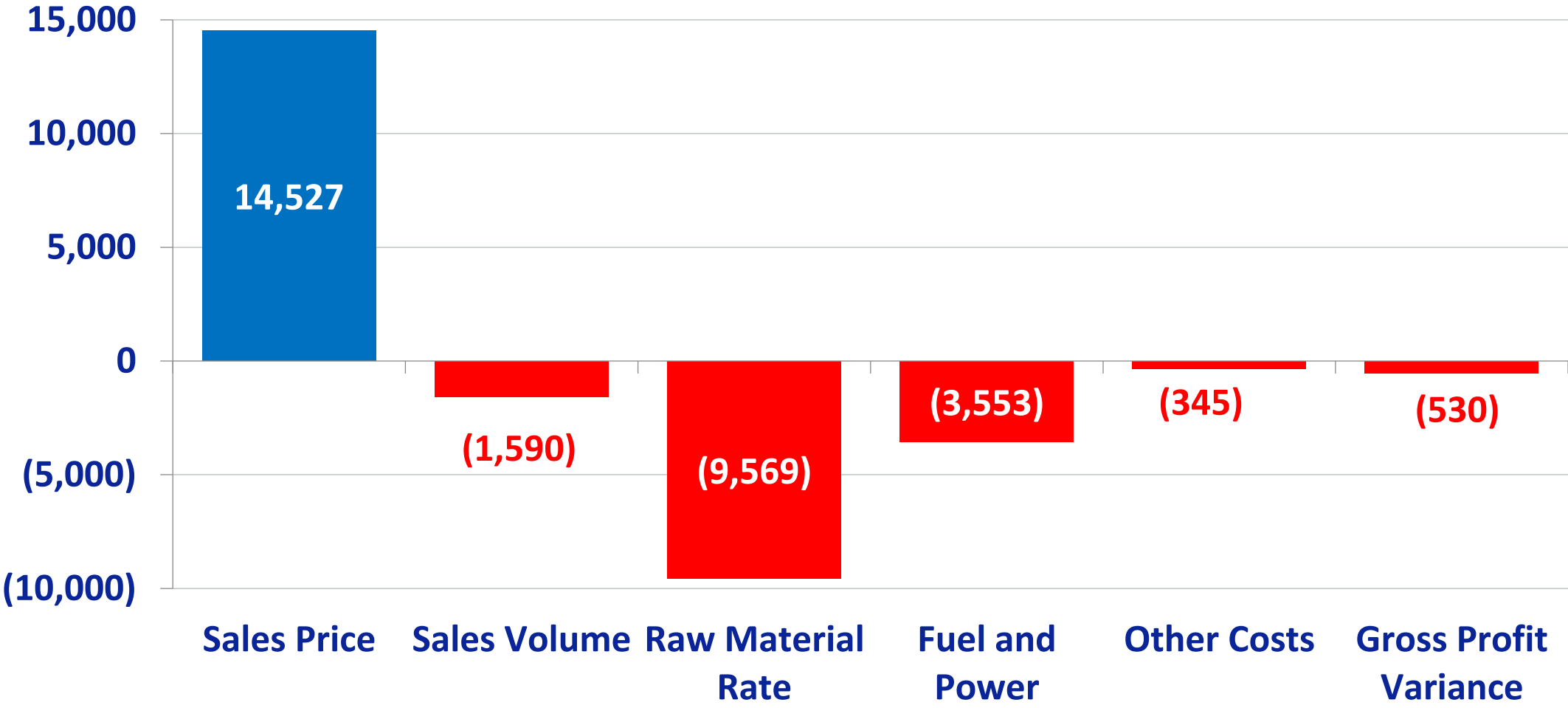
GROSS PROFIT (RS' MLN)



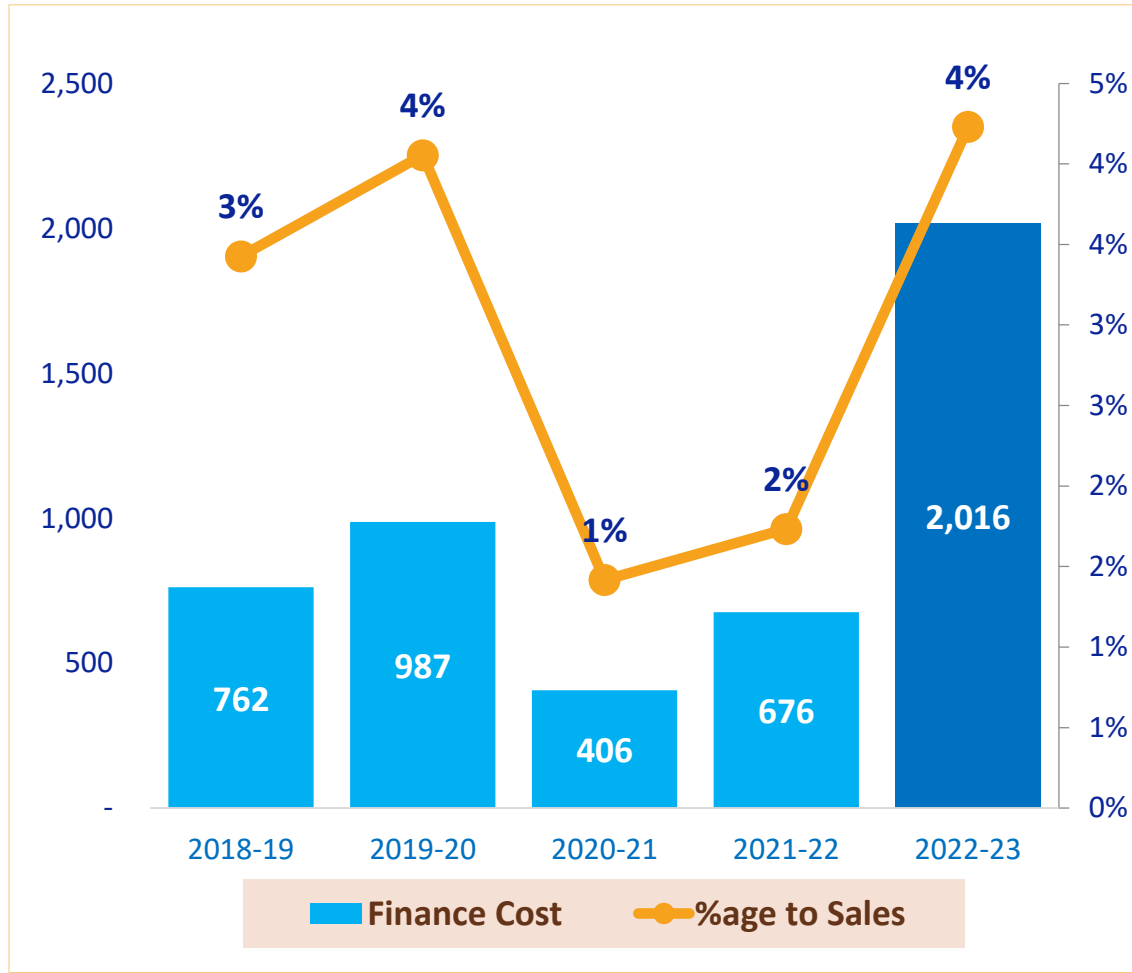
OPERATING PROFIT (RS MLN)



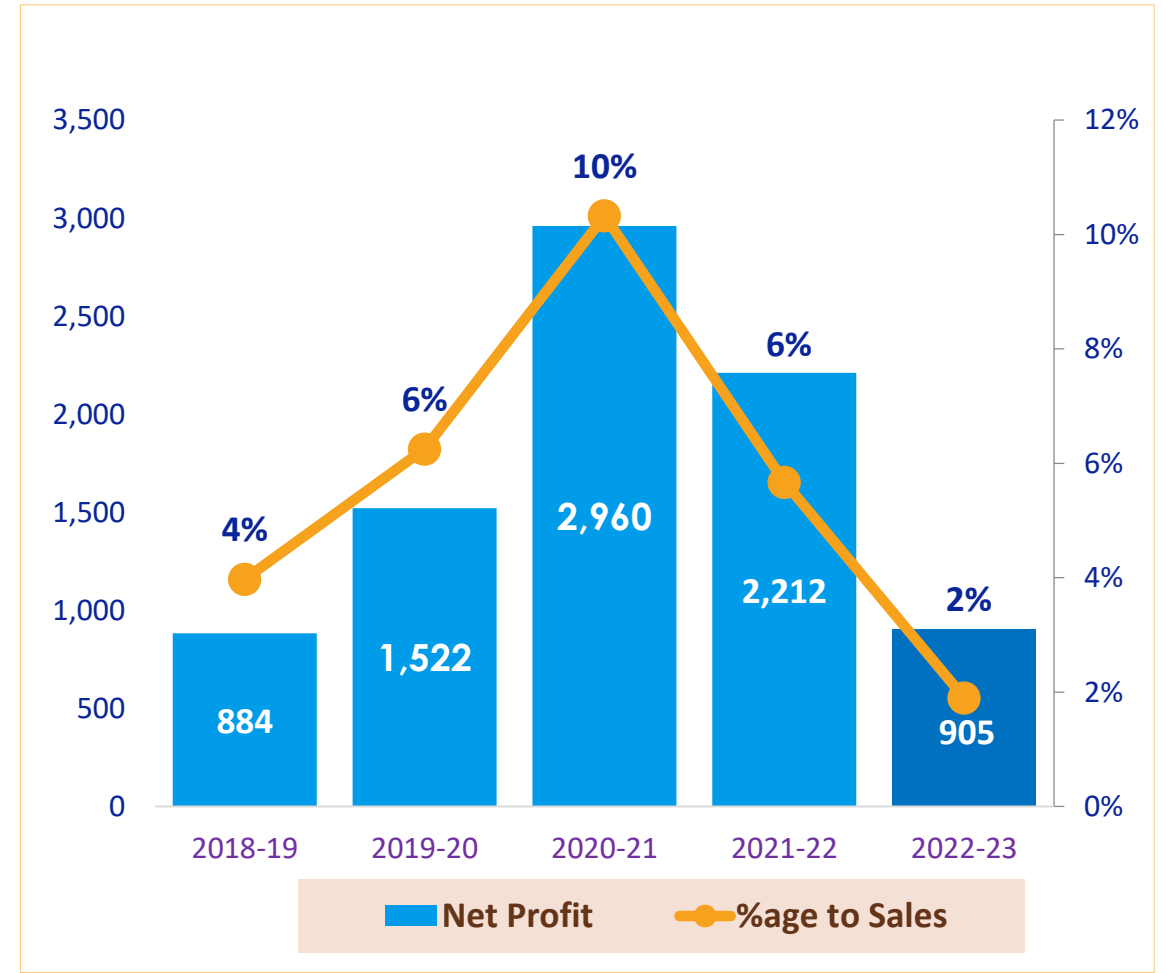
GROSS PROFIT VARIANCE WATERFALL (RS' MLN)



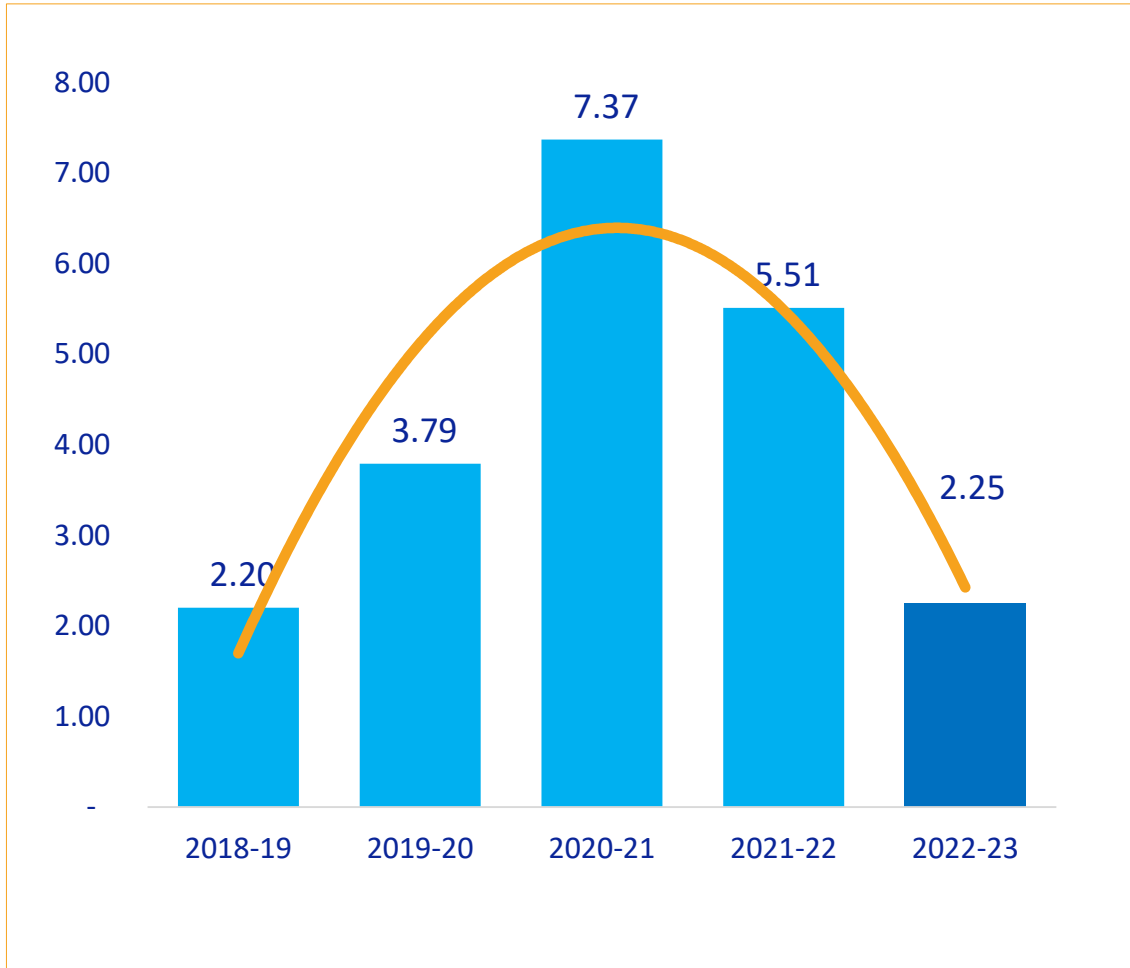
FINANCE COST (RS' MLN)



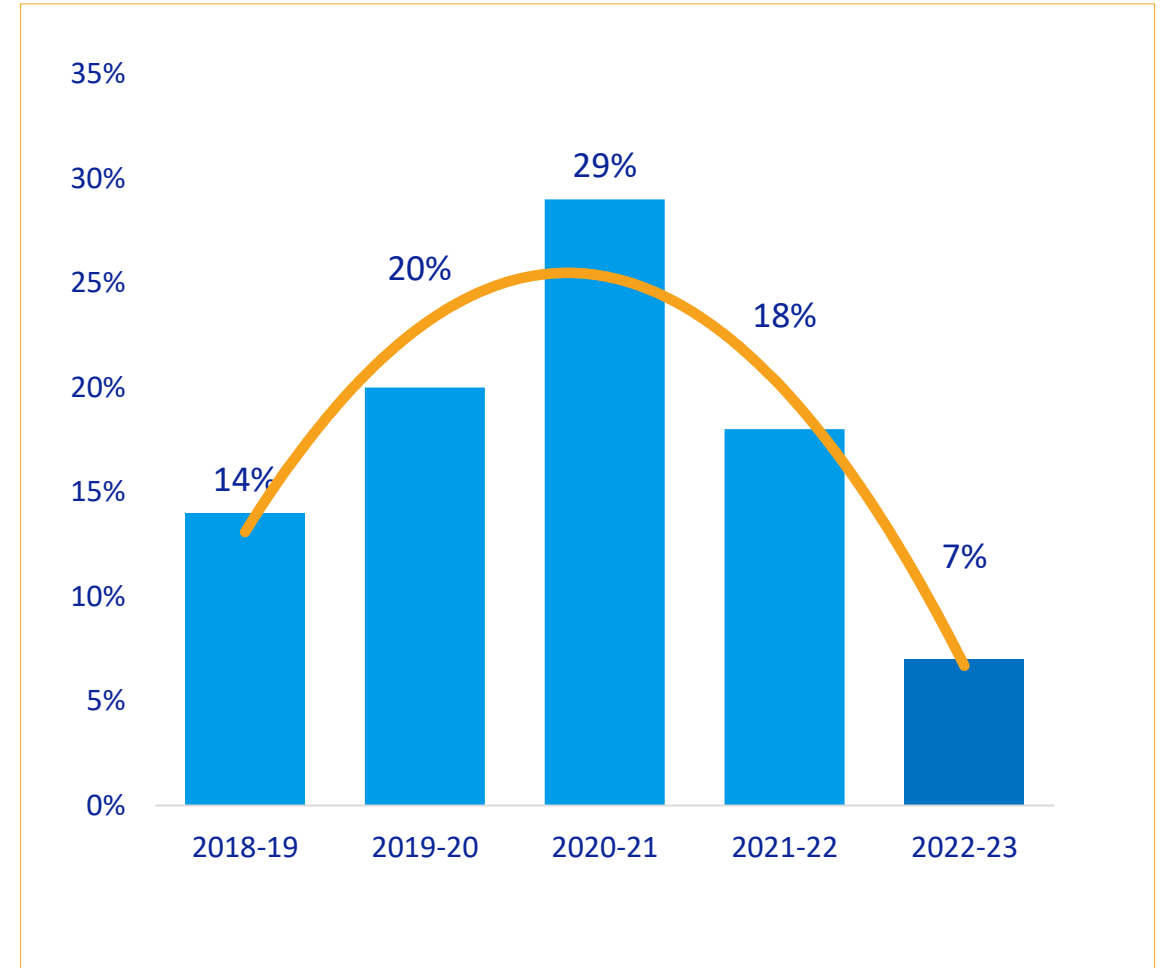
NET PROFIT (RS' MLN)



EARNING PER SHARE (RS)



RETURN ON EQUITY (%)



DISTRIBUTION TO SHAREHOLDERS (RS IN MILLION)

Particulars	2021	2022	2023
Ordinary Dividend			
Cash	265	-	-
Stock	265	203	*1,785
Total	530	203	1,785

*During FY2023, 1,785,390 bonus shares (i.e. 80%) were issued by appropriating from revenue reserves of the Company.



**Q & A
SESSION**



Thank You

