



**TOWARDS A
CIRCULAR ECONOMY**

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Our Vision and Mission



Vision

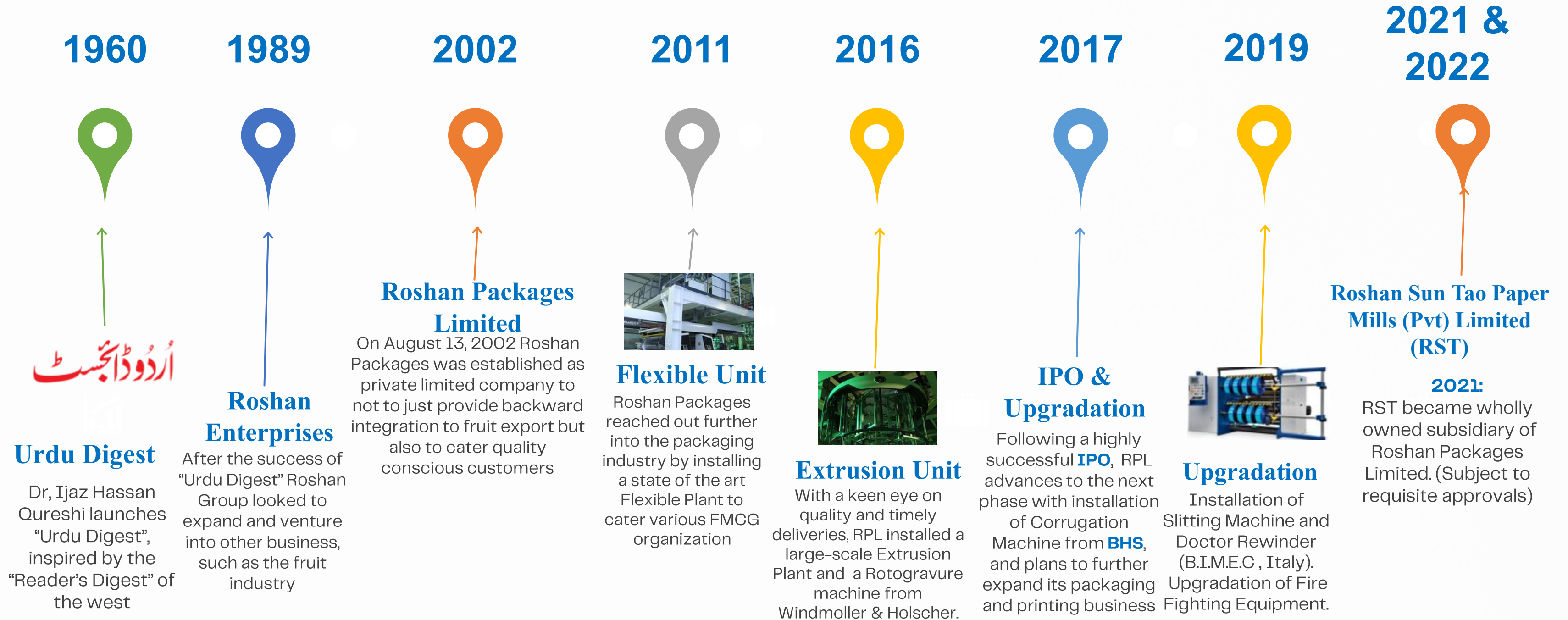
“We aspire to be the **leader** in providing **innovative**, and aesthetically integrated **packaging solutions** in order to enable the key business of our customers”



Mision

Our mission is to **delight** our customers by providing **innovative** packaging products and solutions while upholding the **principles of corporate governance** and pursuing the creation of superior **value of our stakeholders.**

JOURNEY AT A GLANCE



Company Products



Corrugated Packaging

Flexible Packaging

OUR PRODUCTS



Our Prestigious Business Partners



Certifications

Sr. No	Certification Title	Standards Version	Auditing Body	Business Unit
1	Quality Management System	ISO 9001:2015	Intertek / Bureau Veritas	Flexible Corrugation
2	FSSC 22000 Food Safety System Certification	ISO 22000:2018 , ISO TS 22002-4 Packaging 2013 , FSSC version 5.1	Bureau Veritas	Flexible
3	SEDEX	(SMETA version 6.0)	Intertek	Flexible Corrugation
4	HFMS Halal Food Management System	PS:3733-2022 OIC/SMIC 1:2019	Al Waiz	Flexible
5	Environmental Management System	ISO 14001:2015	Intertek / Bureau Veritas	Flexible Corrugation
6	Occupational Health and Safety Management System	ISO 45001:2018	Intertek / Bureau Veritas	Flexible Corrugation
7	FSC CoC	FSC-STD -40-004 V3-1 CoC Standard FSC-STD -50-001 V2-1 Trademark	Control Union	Corrugation



SUSTAINABILITY DRIVE & CSR

Mindful of our impact on society and the environment, we aim to consistently broaden our perspectives, prioritizing sustainability and diversity as integral aspects of our endeavors.



As the climate crisis intensifies, it is crucial for all, be it consumers, producers, or individuals, to play their part. Companies are increasingly setting ambitious goals to incorporate more recycled content into their packaging, underscoring the growing need for partnerships and investments. Therefore, the investment in Roshan Sun Tao is of utmost significance in this context.



OUR APPROACH TO REALIZING closed-loop recycling:

It involves a comprehensive process: collecting waste, recycling it, and subsequently using the recycled materials to recreate the same product, in collaboration with the supply chain teams of our customers.

SUSTAINABILITY DRIVE & CSR

Memberships & Partnerships

Workplace Safety

Health and Wellbeing

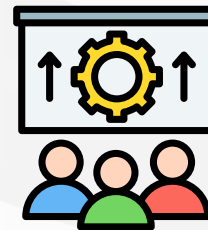
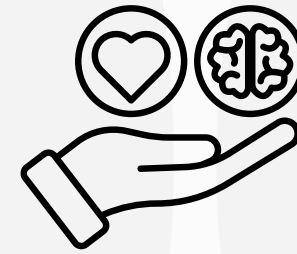
Capacity Building

Performance Management

Corporate Social Events

Child Labor

Freedom of Association



RAMADAN CELEBRATION| KISSAN KA PAKISTAN

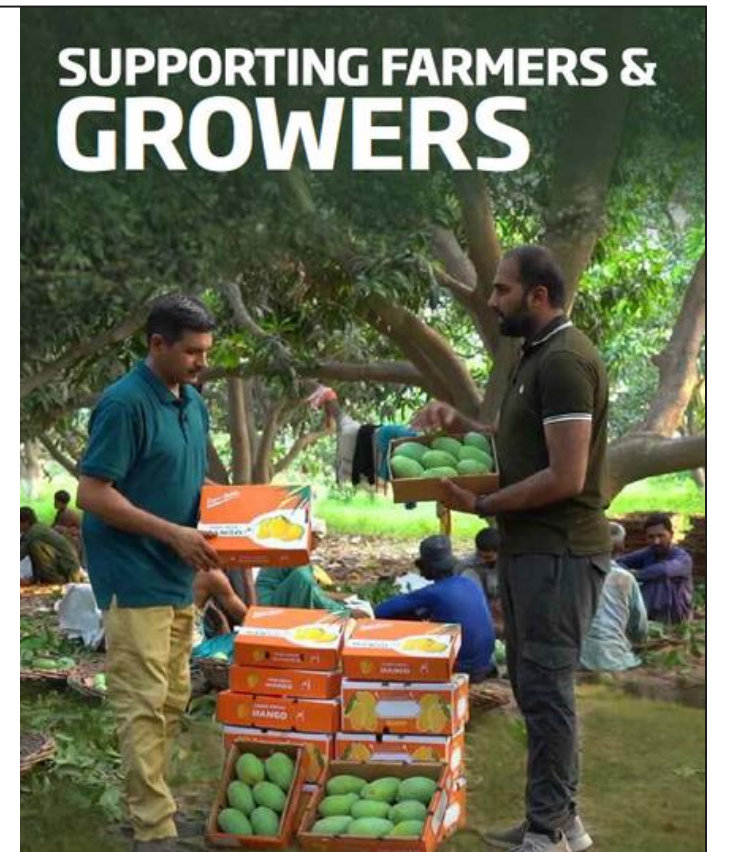


As we bid farewell to the sacred month of Ramadan, we are delighted to share how Roshan Packages Limited extended its hand in charity, community support, and fostering the spirit of togetherness. At Roshan Packages Limited, we believe that our employees are the cornerstone of our company's success. With this profound respect in mind.

we organized Sehr and Iftar meals for over 500 workers at both our Corrugation and Flexible Plants every day throughout the month of Ramadan. We distributed monthly ration packages to all factory workers at both plants for the entire month of Ramadan.

Roshan Packages Limited (RPL) has taken a proactive role in supporting local farmers by educating them about the benefits of proper corrugated packaging.

This approach not only reduces food losses but also contributes to sustainability by promoting recyclable materials. RPL's participation in the TV show "Kissan Ka Pakistan" on Discover Pakistan has played a pivotal role in this endeavor.





Financial Highlights

Financial Highlights

Revenue
Rs 10,247 Million

15.58% YoY Increase

2022: Rs. 11,426 million

Total Assets
Rs 11,666 Million

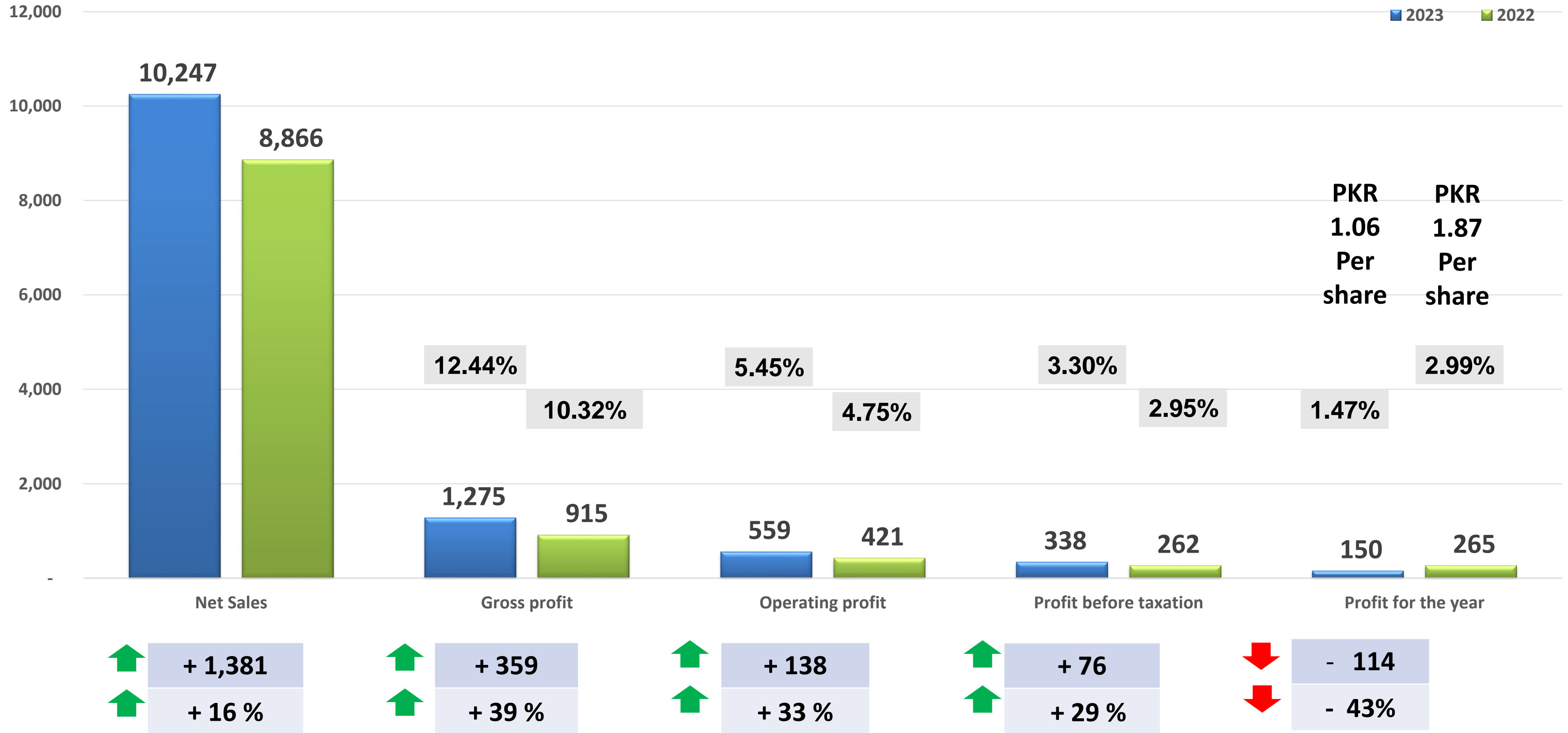
Break up Value / Share
Rs 51.55/share

2022: Rs. 51.06/share

39.26% YoY Increase

Gross Profit
Rs 1,275 Million

Financial Highlights – FY 2023

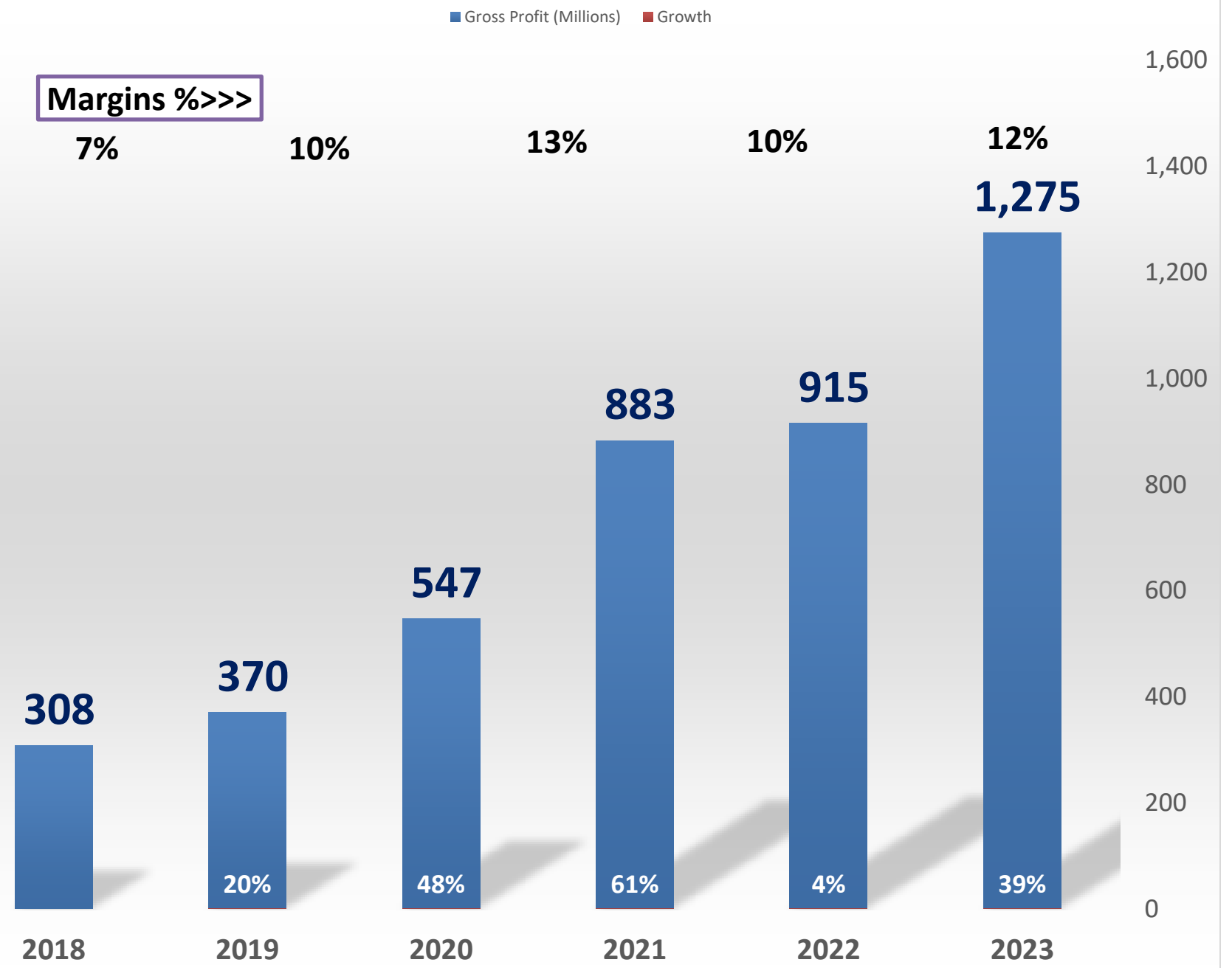
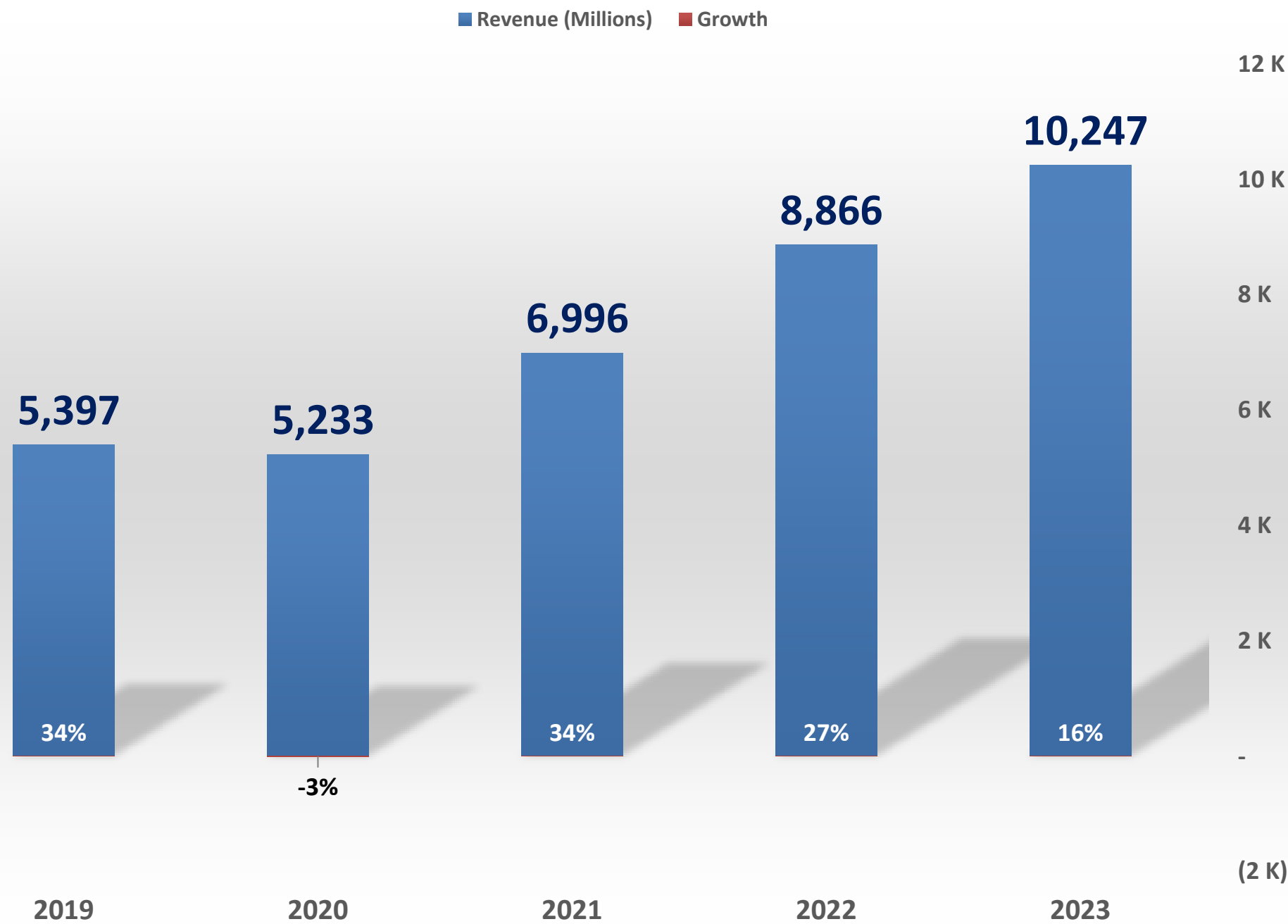


All values in PKR Million' except for % to sales

Sales Growth & Margins

Sales & Growth %

Gross Profit, Growth % & Margin %

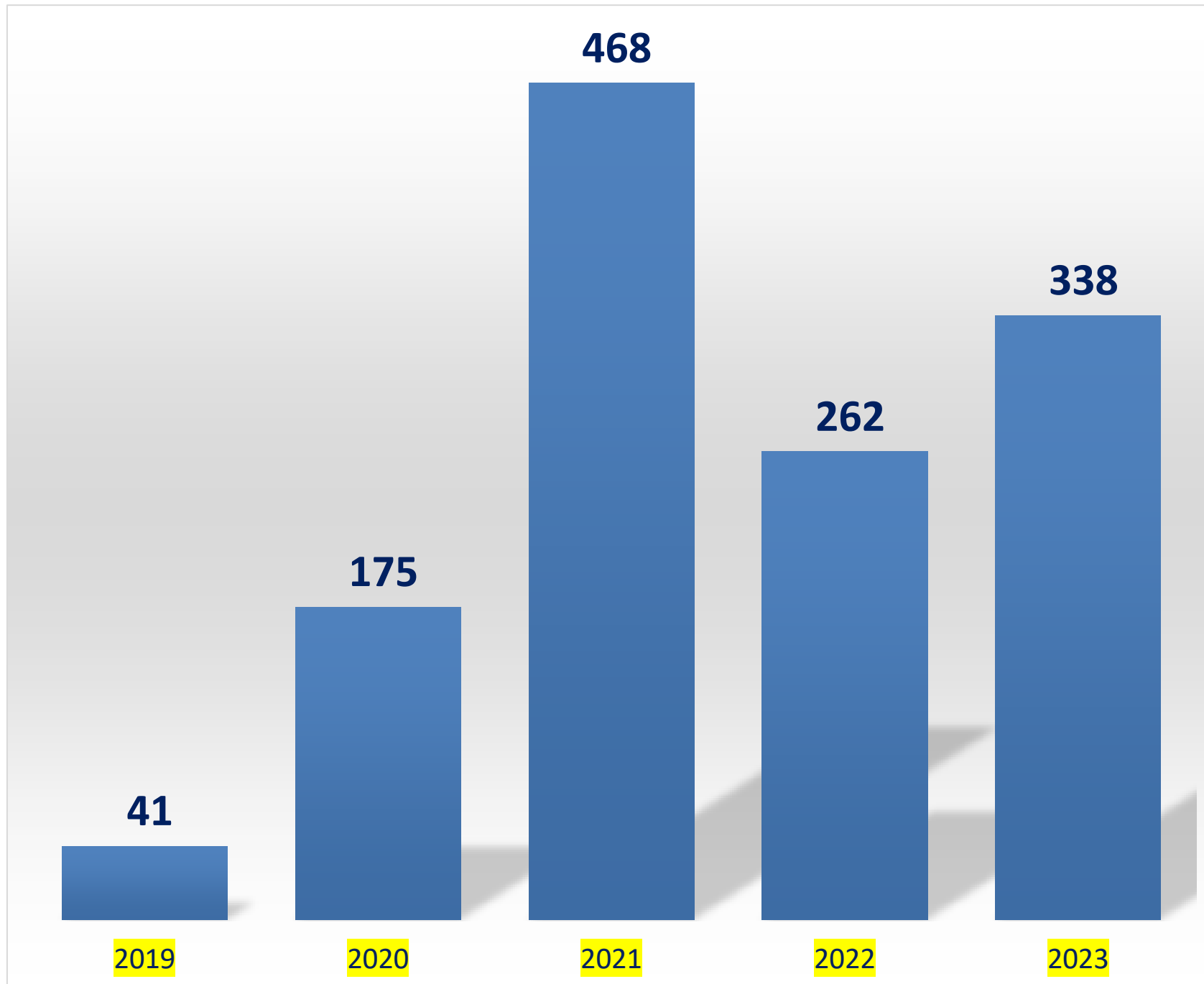


■ Double-digit (14%) growth CAGR over the last 5 years .

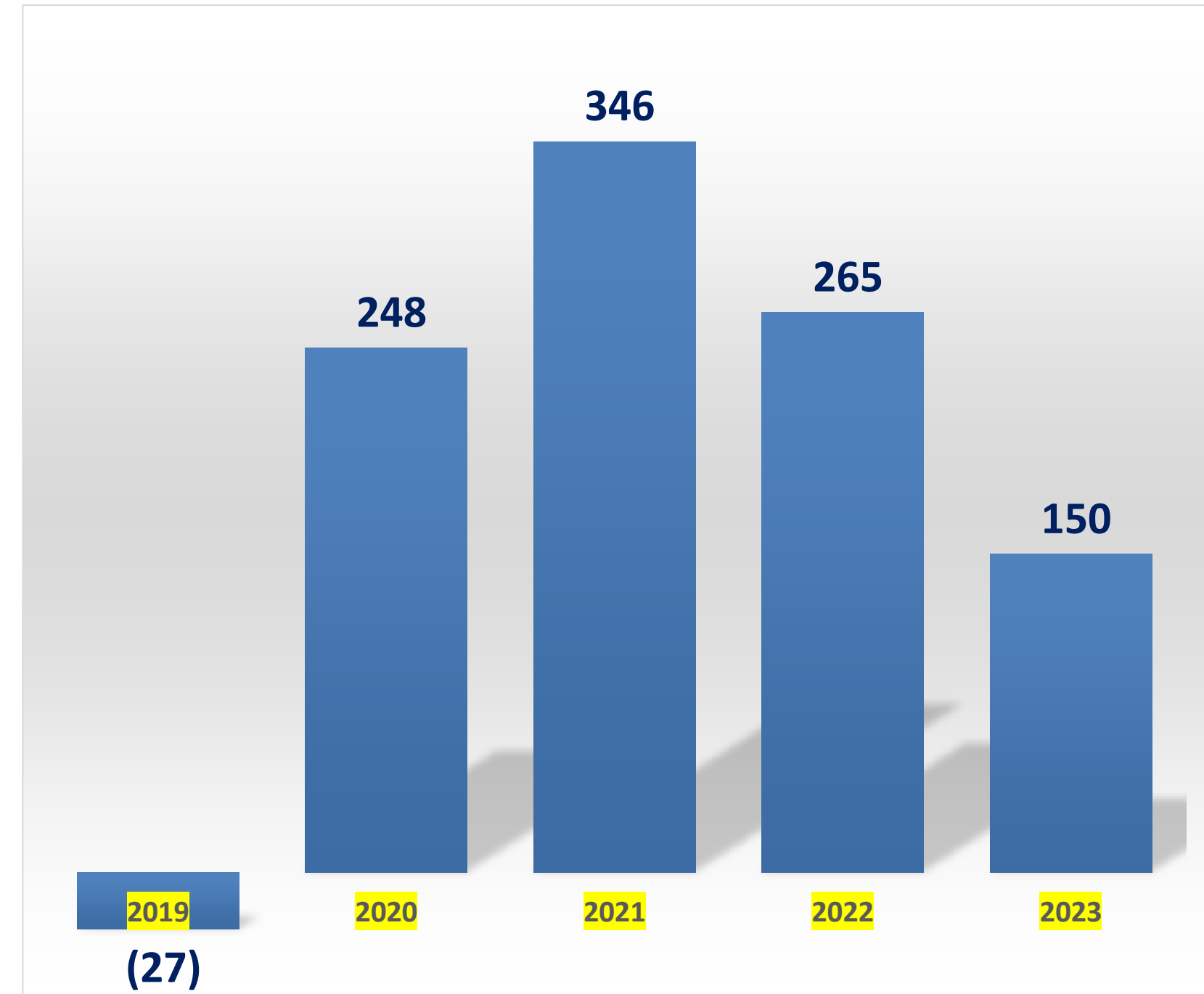
■ Consistently improving margins over the years with a healthy product mix.

Profitability Trend

Net Profit Before Tax (PKR Million)

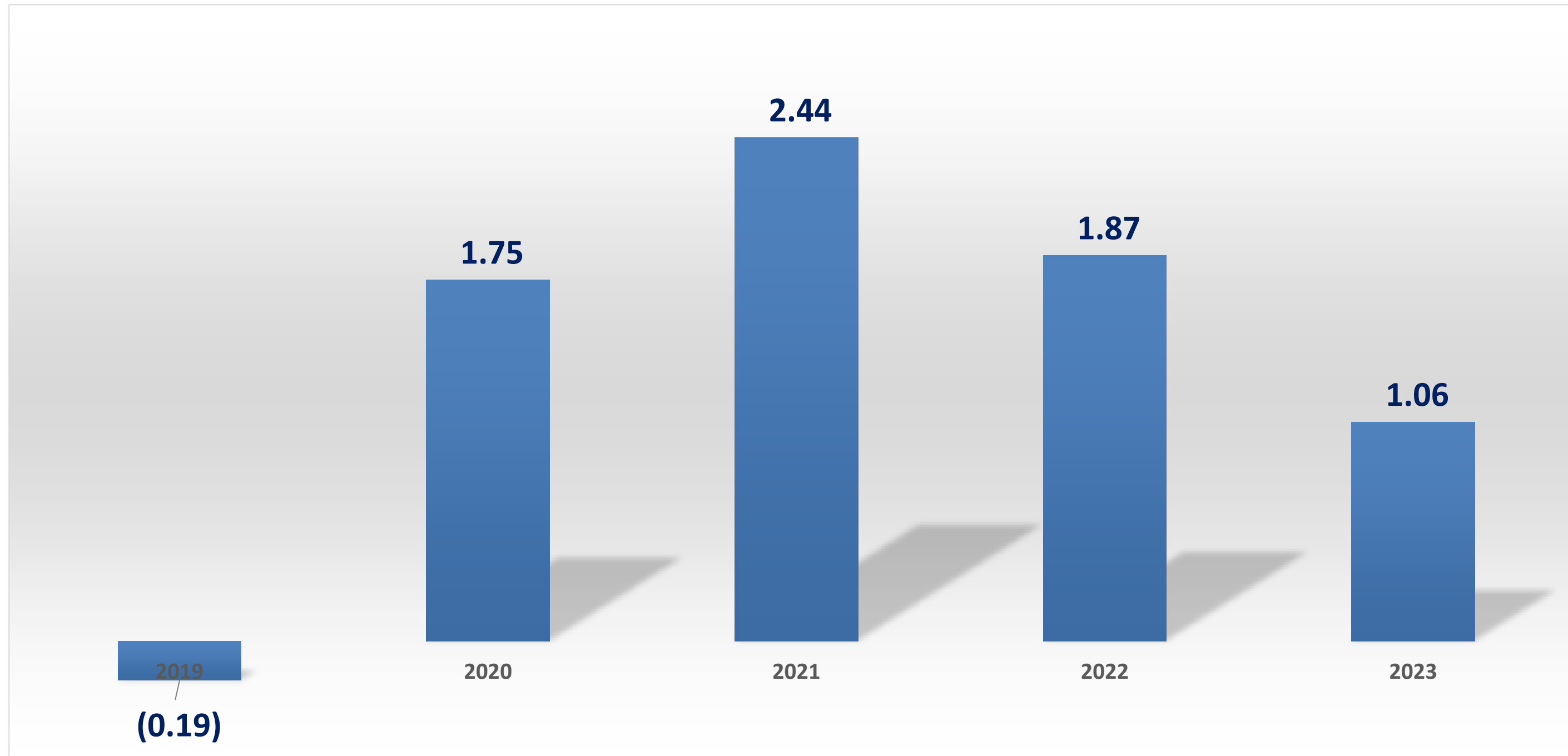


Net Profit after Tax (PKR Million)



Profitability Trend

Earnings Per Share (PKR)



Factors Impacting FY 2022-23 Profitability



Commodity prices

The government of Pakistan imposed restrictions on the import of Raw Materials and pre-approval required for LC establishment/ payments from SBP

Impact on Supply of imported raw material

Fuel Rates

Rapid increase in Fuel rates is impacting both the energy costs.

Impact on Cost of sales by PKR 192 million.

Exchange Loss

Devaluation of PKR Leading to higher landed costs of raw materials and exchange loss on foreign currency balances.

Exchange Loss of PKR 86 million during the year.

Shipping & Transportation cost

Freight costs also increased due to a rise in Petrol and Diesel prices resulting in record-high freight charges for both international and local freight.

Increase in Freight costs by PKR 74 million

Monitory Policy

SBP jacks up interest rate from 15% to 22%.

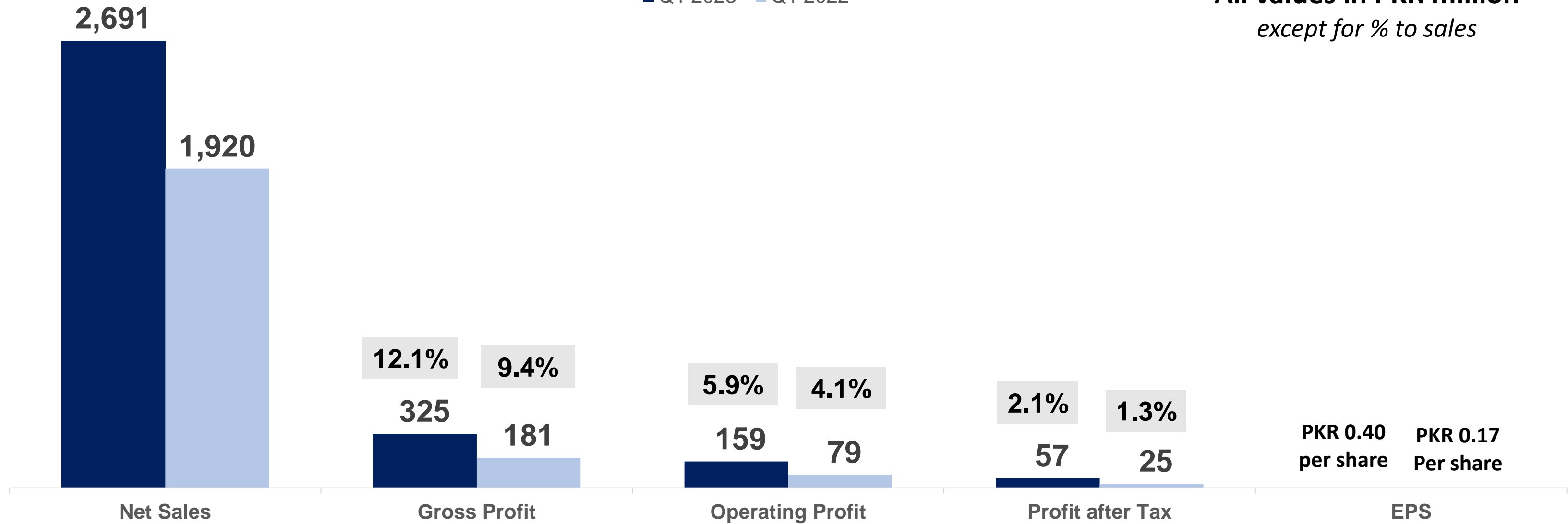
Impact on finance costs by PKR 56 million

FY 2023-24
Q1 Financial Results

Financial Highlights – Q1 2023

■ Q1 2023 ■ Q1 2022

All values in PKR million
except for % to sales



↑ + 772
↑ + 40.2%

↑ + 145
↑ + 80.2%

↑ + 80
↑ + 100.4 %

↑ + 32
↑ + 130.7 %

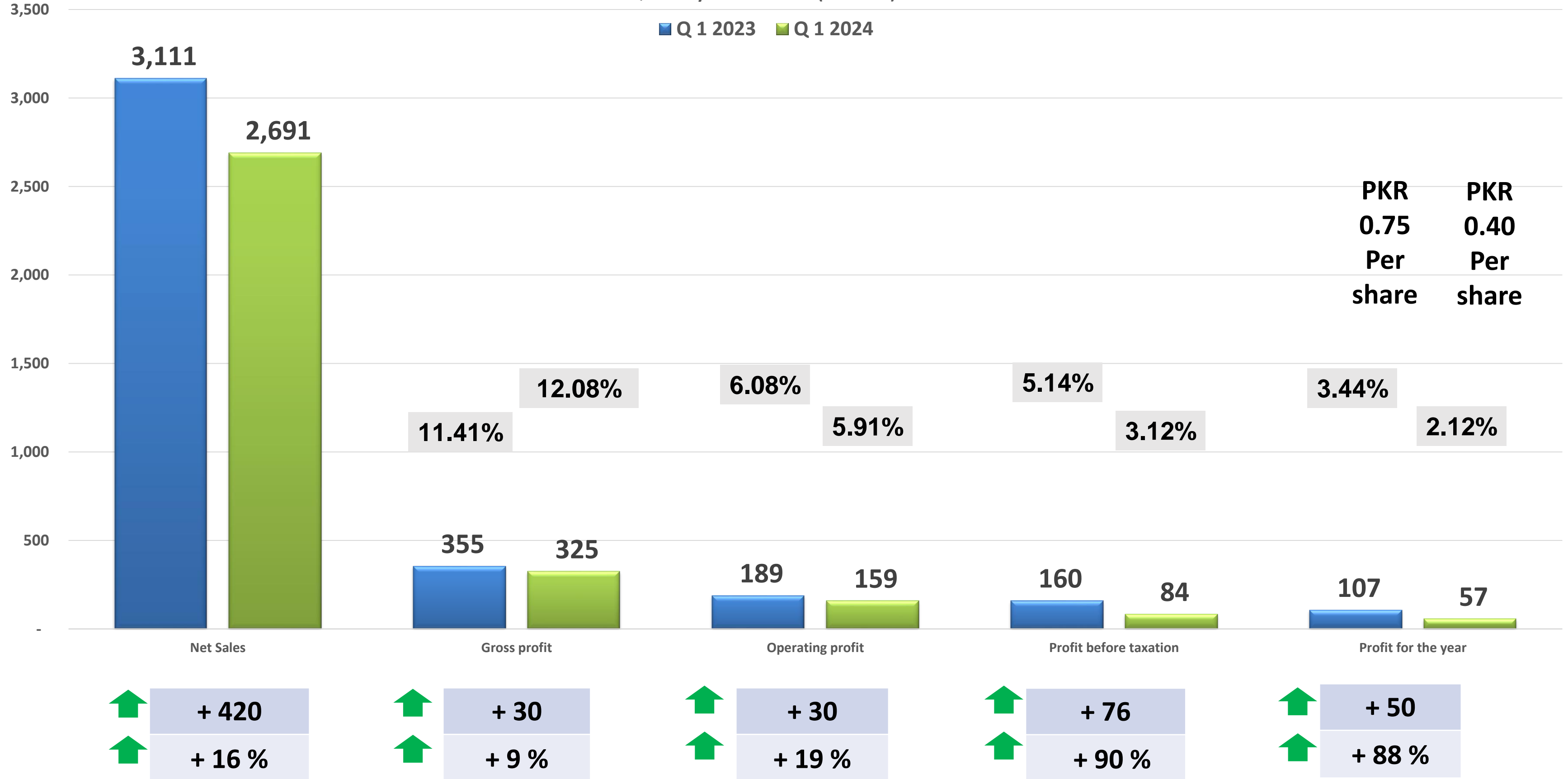
↑ + 0.23
↑ + 130.7 %

Financial Highlights – Q1 2024

All values in PKR Million' *except for % to sales*

Quarterly Performance (PKR Mill)

■ Q 1 2023 ■ Q 1 2024



PKR
0.75
Per
share

PKR
0.40
Per
share

Quarter on Quarter Sales trend

Key Contributors to Sales Growth



Onboarding top Corporate customers and improved service level have significant growth in business.

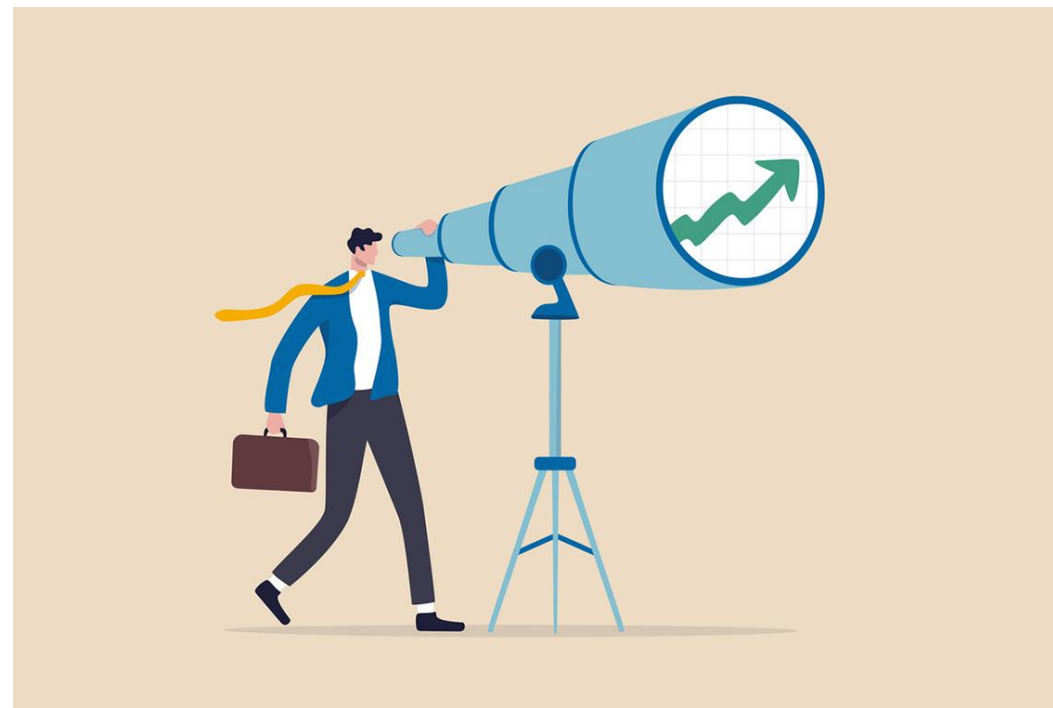
Focus on Quality, timely delivery and Customer Service

Efficient management of stocks for Key corporate customers

Building Strong Targeted oriented & professional Teams

- In Quarter 3, due to import restrictions, customer demand was reduced, being based on imported material
- In Q4-2023 and Q1-2024, revenue increased due to improved sales strategy and management of the supply chain

Future outlook & Strategic Measures



Although Pakistan's economy has observed a pressure situation during the year but it has been provided with some breathing room through the recent USD 3 billion Stand-By Arrangement (SBA) with the IMF. Further the current administrative actions by the Government like control over foreign currency exchange rate are very promising and substantiate the economic revival of the country.

The positive outlook for Pakistan's economy is a promising backdrop for our company's operations. With prudent fiscal and monetary policies in place, the country is poised for robust growth in the coming years. The government's commitment to infrastructure development, investment in key sectors of the economy like agriculture & Livestock, IT, mines & minerals along with energy, and initiatives to improve the ease of doing business are expected to attract both domestic and foreign investment. Moreover, Pakistan's young and rapidly urbanizing population presents a significant consumer market and a skilled labor force. These factors, combined with our strategic positioning and adaptability, position us to capitalize on the emerging opportunities and contribute to the continued economic resurgence of Pakistan. As we navigate this evolving landscape, we remain confident in our ability to thrive and create lasting value for our stakeholders in the years ahead.

Looking ahead, the Company remains committed to its policy of sustainable growth. We aspire to play a significant role in Pakistan's emerging green economy, not only by reducing our environmental footprint but also by aiding other industries in minimizing their impact through our recycling program and recyclable packaging offerings. Our investment in Roshan Sun Tao

Paper Mills (Private) Limited aligns with this mission, as it will provide both fully recycled and recyclable corrugated products.

Government Actions

Economic Revival Through Prudent Policies

Control over foreign currency exchange rates,
Substantiate economic revival

Positive outlook for Pakistan's economy
provides breathing room for our Group's
operations

Major Target Sectors

Construction

Pharma

Electronics

Fruit

FMCG

Challenges faced by the packaging industry

Higher International Commodity prices

Energy Cost

PKR/\$ Parity

Local inflation

Recycling Program & Circular Economy

RPL will continue its policy & focus towards sustainable growth.
We aim to be an important player in Pakistan's new green economy

- Roshan Sun Tao Paper Mills is set to exemplify the synergy between growth & sustainability.
- The Company has been established to set up business of manufacturing, dealing and supply of corrugated papers.



PROJECT STATUS

Land	ACQUIRED
Civil works	In Progress (Main Road Metallization Completed)
Building Layout and schematic	In progress
Machinery	Pending
SEZA Approval from BOI	Approval granted





Questions & Answers



Thank you!