



Corporate Briefing Session

For The Year Ended June 30, 2023
and
Quarter Ended September 30, 2023 (FY24)

Dated: Tuesday, November 28, 2022





Topics

- **Company Overview**
- **Operational Overview**
- **Financial Overview**
- **Q & A.**

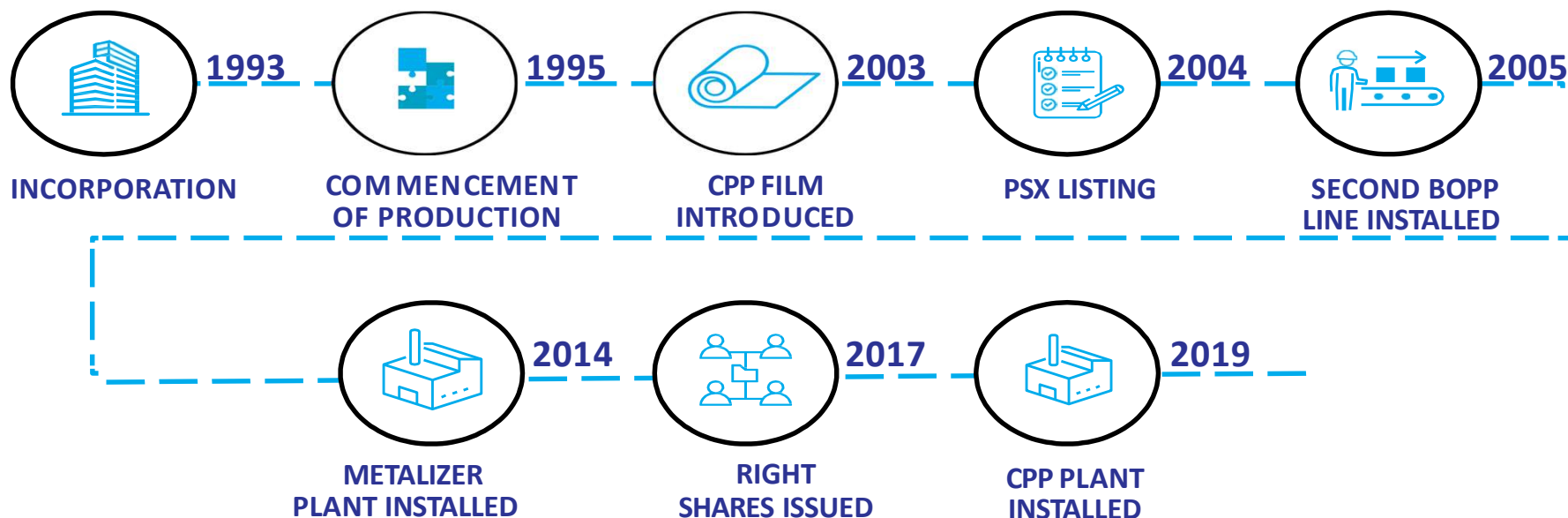


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History & Timeline

Founded and incorporated in 1993, Macpac Films Ltd is the brainchild of Mr. Maqbool Elahi Shaikh, who is considered to be the pioneer of BOPP and CPP films in Pakistan. His contributions to the plastic packaging film industry are recognized throughout it. Our history is a reflection of who we are today. Possessing rich expertise for over three decades now, we strive each day towards excellence and growth.





Our Board

- Chairman:** Naeem Ali Munshi
- Executive Directors:** Mr. Najmul Hassan – CEO
Mr. Ehtesham Maqbool Elahi – MD
- Non Executive Directors:** Mr. Shariq Maqbool Elahi
Mr. Fahad Munshi
- Independent Directors:** Ms. Hafsa Abbasy
Mr. Shabbir Hamza Khandwala

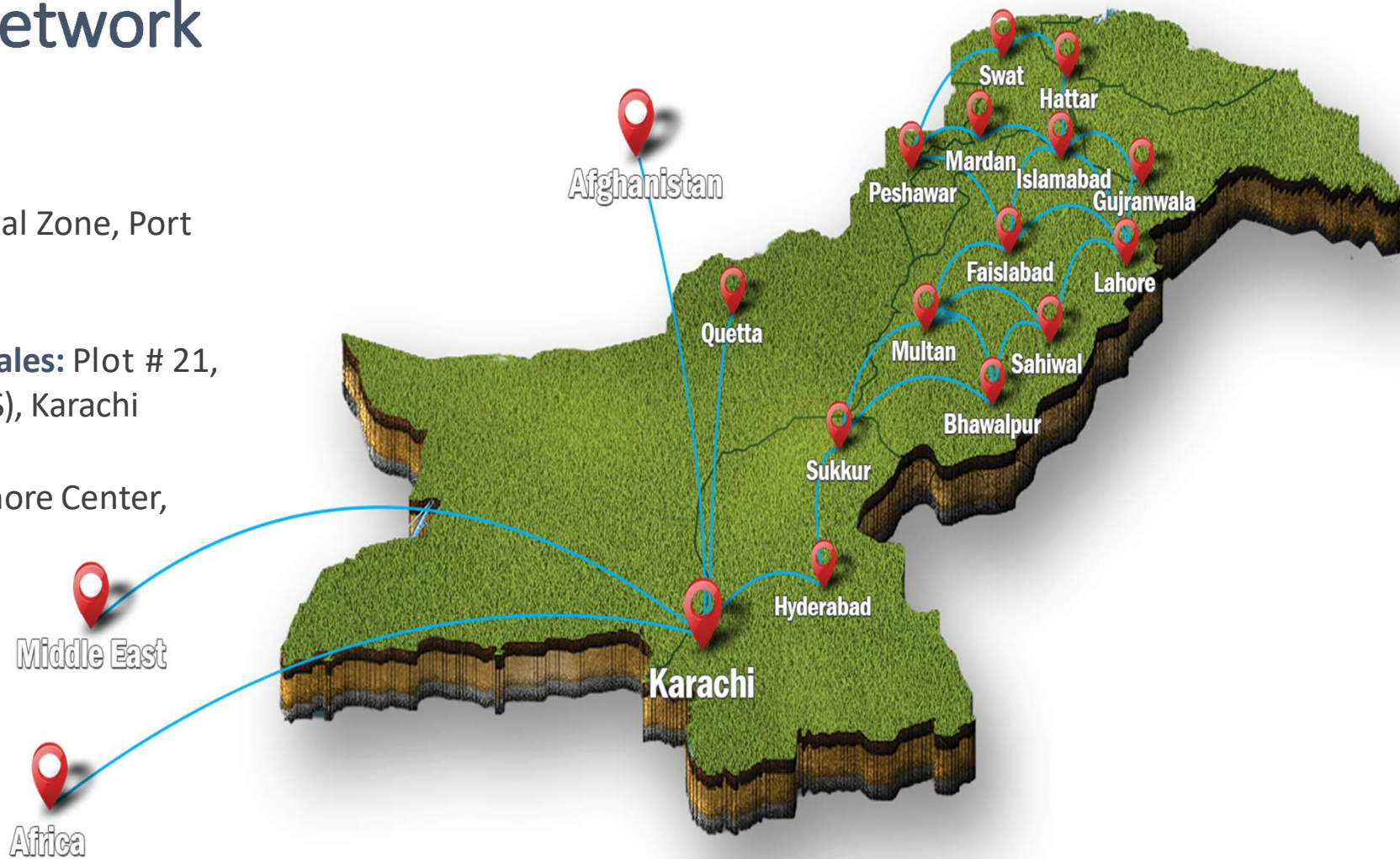


Our Network

Plant: Eastern Industrial Zone, Port Qasim, Karachi

Head Office & South Sales: Plot # 21, Maqboolabad, (J.C.H.S), Karachi

North Sales Office: Lahore Center, Gulberg, Lahore

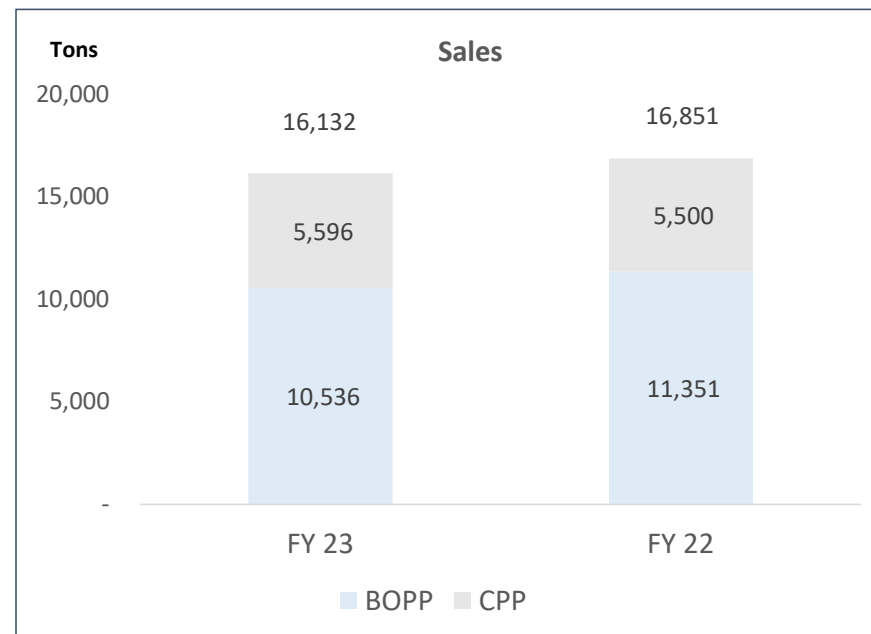
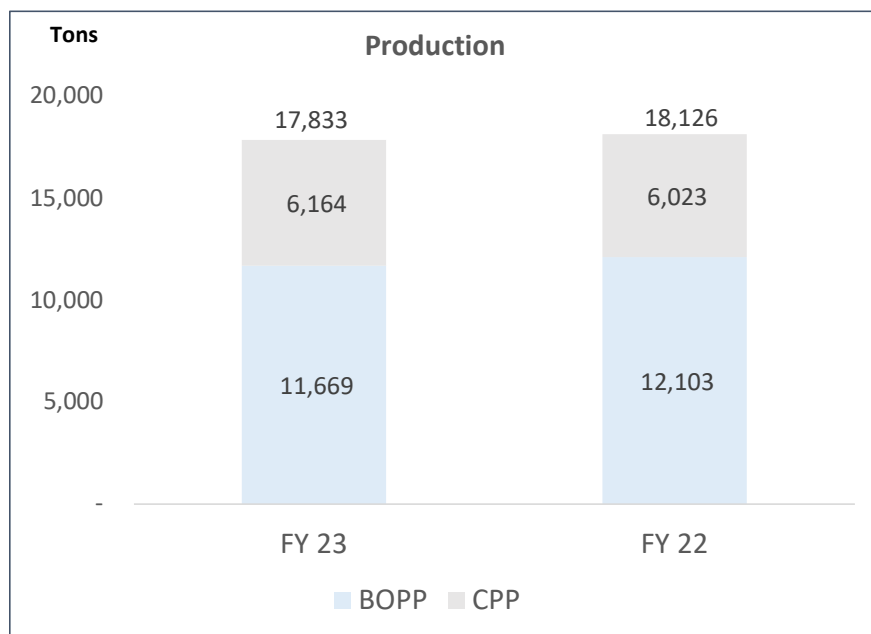




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Operational Highlights

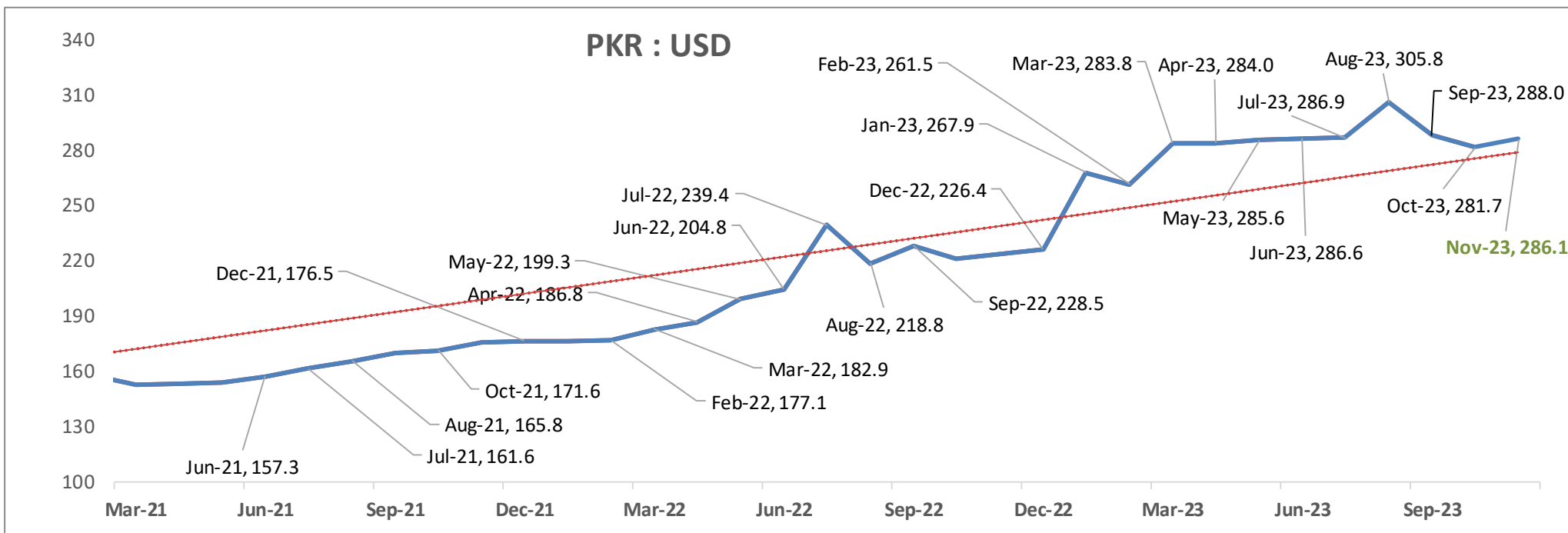




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PKR : Dollar Parity



*Month end closing



Financials FY23

	FY23	FY22	Variance	Variance %
	----- Figures in PKR Million -----			
Sales - net	5,505.5	4,174.1	1,331.3	32%
Cost of sales	(4,194.0)	(3,563.4)	(630.6)	18%
Gross profit	1,311.5	610.8	700.7	115%
<i>GP Margin</i>	23.82%	14.63%	9.19%	
Operating Cost	(301.9)	(208.6)	-	0%
Finance costs	(133.7)	(93.9)	(39.8)	42%
Other operating expenses	(290.1)	(124.7)	(165.5)	133%
Other income	115.0	79.1	35.9	45%
Profit before taxation	700.7	262.6	438.0	167%
<i>PBT Margin</i>	12.73%	6.29%	6.43%	
Taxation	(321.5)	(78.4)	(243.1)	310%
Profit after taxation	379.2	184.2	195.0	106%
<i>NP Margin</i>	6.89%	4.41%	2.47%	
EPS	6.39	3.11	3.29	106%



Financials 1st Q FY24

	1Q FY24	1Q FY22	Variance	Variance %
----- Figures in PKR Million -----				
Sales - net	1,462.2	1,240.6	221.5	18%
Cost of sales	(1,120.8)	(967.7)	(153.1)	16%
Gross profit	341.4	272.9	68.5	25%
<i>GP Margin</i>	23.35%	22.00%	1.35%	
Operating Cost	(101.4)	(69.5)	-	0%
Finance costs	(33.4)	(33.0)	(0.4)	1%
Other operating expenses	(22.5)	(80.0)	57.5	-72%
Other income	7.3	10.6	(3.3)	-31%
Profit before taxation	191.3	101.0	90.3	89%
<i>PBT Margin</i>	13.08%	8.14%	4.94%	
Taxation	(74.6)	(34.5)	(40.1)	116%
Profit after taxation	116.7	66.5	50.2	76%
<i>NP Margin</i>	7.98%	5.36%	2.62%	
EPS	1.97	1.12	0.85	76%



Synopsis

Strengths

- ⇒ Domestic Market Demand
- ⇒ Low Per Capita Plastic use in Region
- ⇒ Strong Customer Retention

Challenges

- ⇒ PKR Devaluation
- ⇒ Higher Interest Rate
- ⇒ Low Purchasing Power
- ⇒ Shrinkflation
- ⇒ Increased Supply

Strategy

- ⇒ Focus on High Margin Products
- ⇒ Explore Export Avenues
- ⇒ Cost Optimization and Efficiencies



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thank you!



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