



Corporate Briefing Session For The Period Ended June 30, 2022

Dated: Monday, November 07, 2022



Topics

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



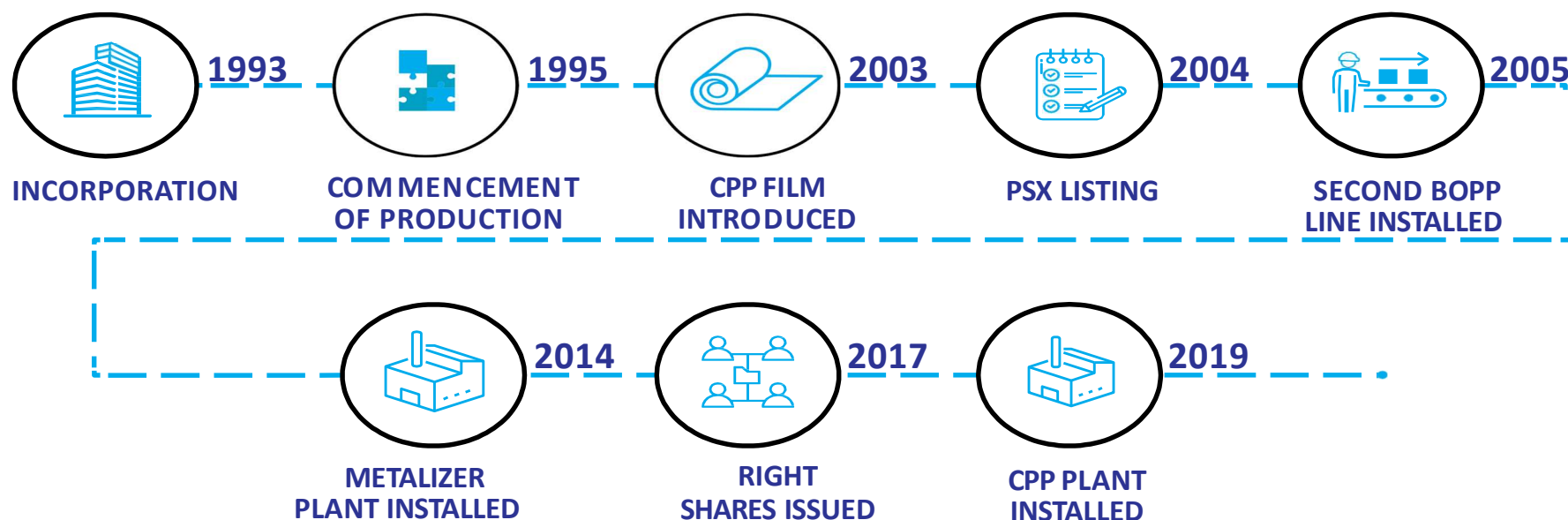
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History & Timeline

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 from more than two decades, 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. M. Omer Sabir

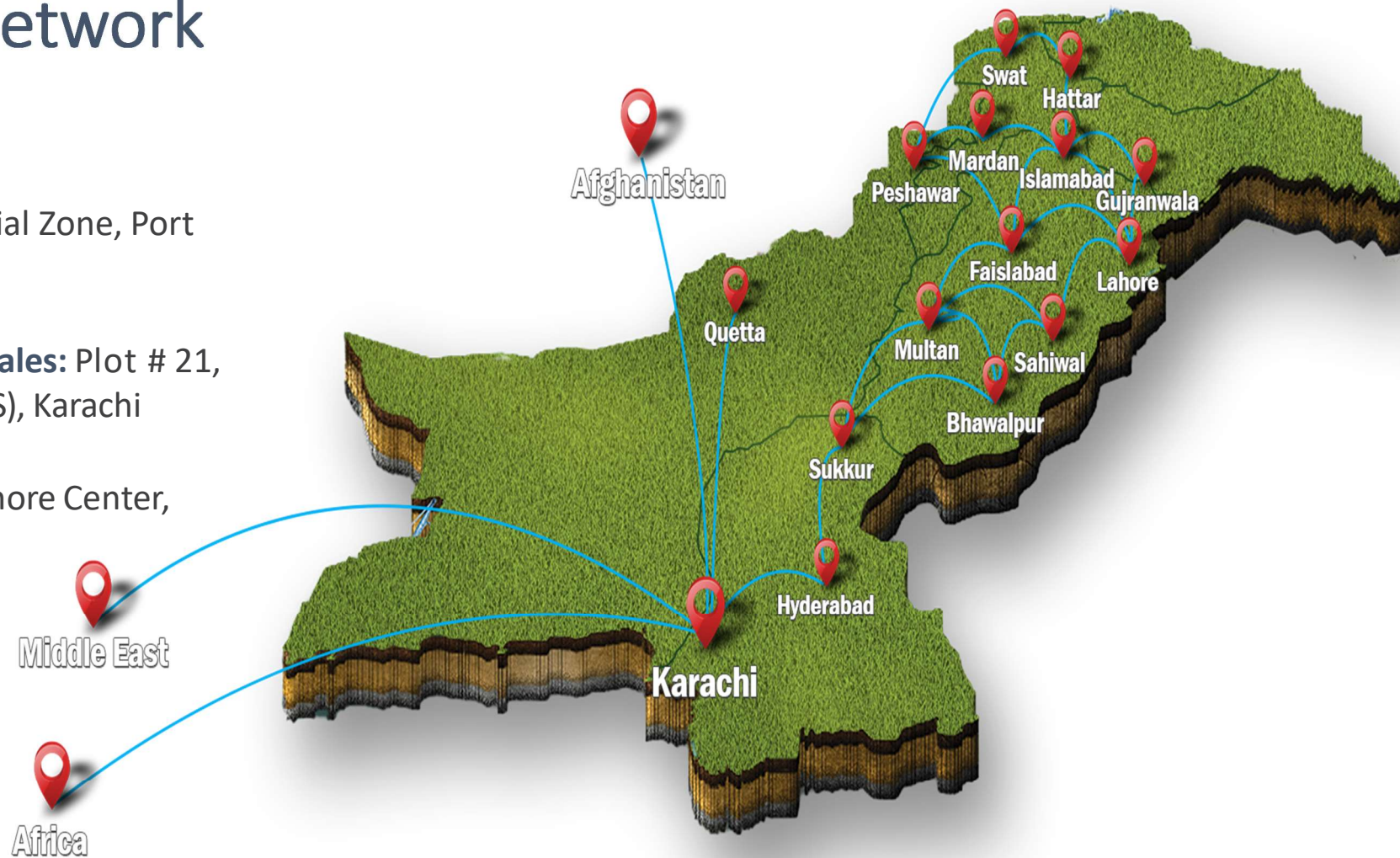


Our Network

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

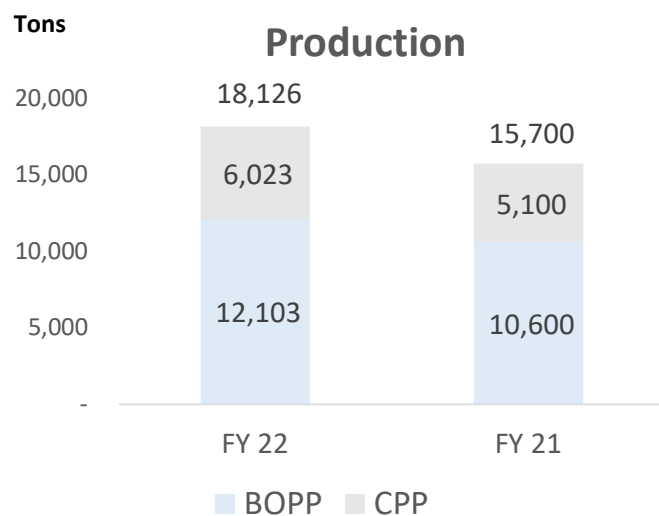




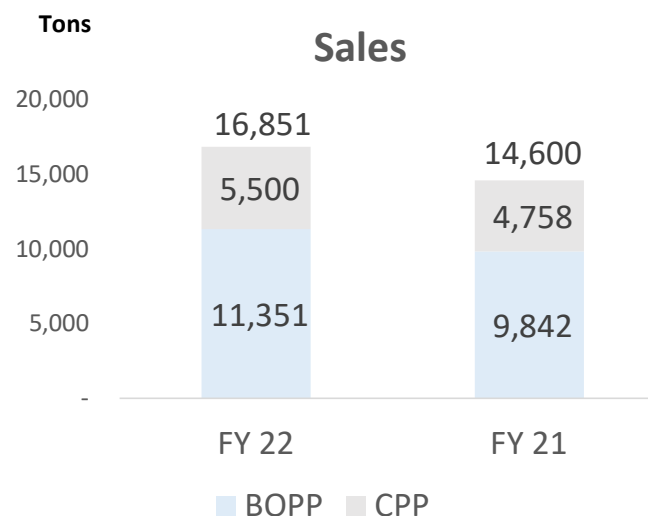
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Operational Highlights



Production volume grew by 15.4%



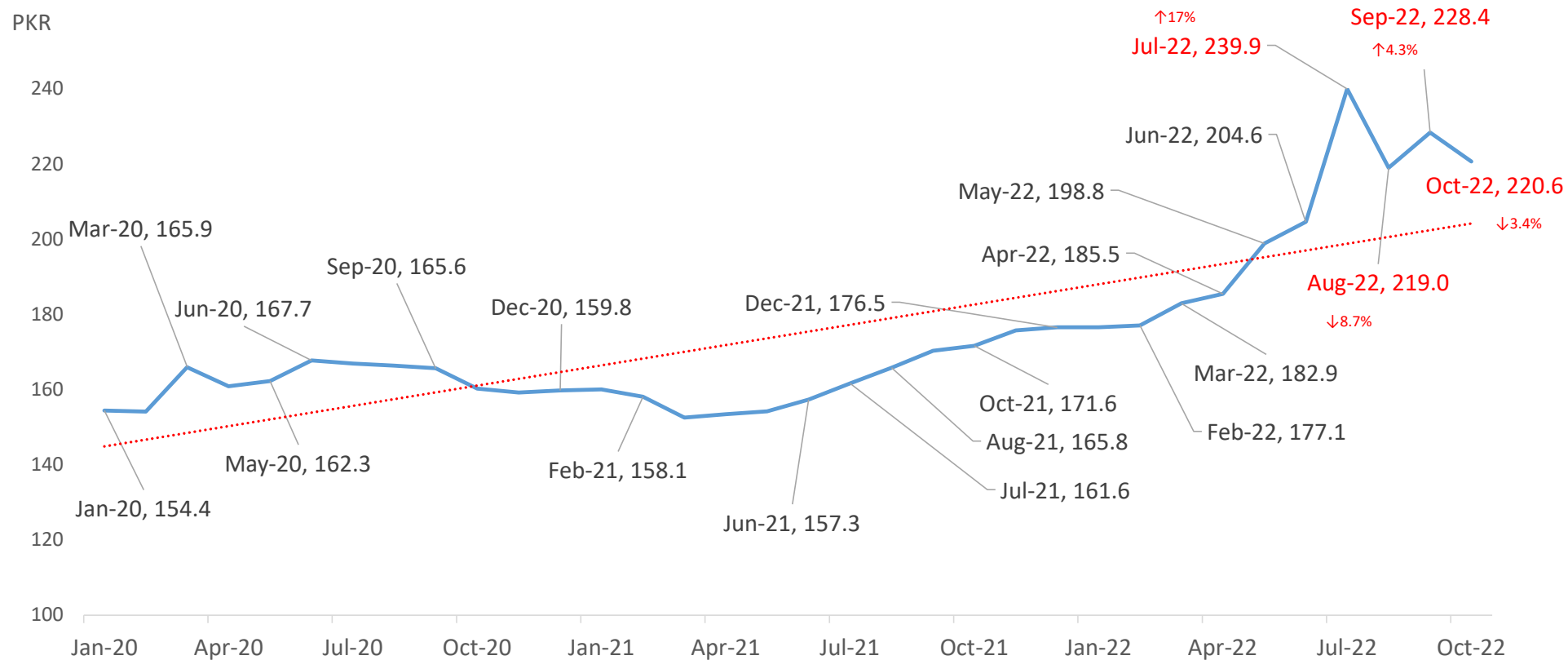
Sales volume grew by 14.5%



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PKR : Dollar Parity





Financials FY22

	FY22	FY21	Variance	Variance %
----- Figures in PKR Million -----				
Sales - net	4,174.1	3,025.3	1,148.8	38%
Cost of sales	(3,563.4)	(2,530.5)	(1,032.9)	41%
Gross profit	610.8	494.8	116.0	23%
<i>GP Margin</i>	14.63%	16.36%	-1.72%	
Operating Cost	(208.6)	(176.5)	(32.1)	18%
Finance costs	(93.9)	(91.7)	(2.2)	2%
Other operating expenses	(124.7)	(14.6)	(110.0)	752%
Other income	79.1	62.1	17.0	27%
Profit before taxation	262.6	274.0	(11.4)	-4%
<i>PBT Margin</i>	6.29%	9.06%	-2.77%	
Taxation	(78.4)	(87.3)	9.0	-10%
Profit after taxation	184.2	186.7	(2.4)	-1%
<i>NP Margin</i>	4.41%	6.17%	-1.76%	
EPS	3.11	3.15	-0.04	-1%

Financials 1st Q FY23

	1Q FY23	1Q FY22	Variance	Variance %
----- Figures in PKR Million -----				
Sales - net	1,240.6	909.8	330.8	36%
Cost of sales	(967.7)	(786.8)	(181.0)	23%
Gross profit	272.9	123.0	149.9	122%
<i>GP Margin</i>	22.00%	13.52%	8.48%	
Operating Cost	(69.5)	(41.8)	(27.7)	66%
Finance costs	(33.0)	(17.1)	(15.8)	92%
Other operating expenses	(80.0)	(27.8)	(52.2)	188%
Other income	10.6	4.1	6.5	157%
Profit before taxation	101.0	40.3	60.7	150%
<i>PBT Margin</i>	8.14%	4.43%	3.71%	
Taxation	(34.5)	(11.7)	(22.8)	195%
Profit after taxation	66.5	28.6	37.8	132%
<i>NP Margin</i>	5.36%	3.15%	2.21%	
EPS	1.12	0.48	0.64	132%



Synopsis

Strengths

- ⇒ High Domestic Demand
- ⇒ Efficient Capacity Utilization
- ⇒ Increased Profitability & Margins

Challenges

- ⇒ PKR Devaluation
- ⇒ Interest Rate Hike
- ⇒ Shrinkflation

Strategy

- ⇒ Focus on High Margin Products
- ⇒ Explore Export Avenues
- ⇒ Alliances with Reputed Customers



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thank you!



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