



**MACPAC
FILMS** Ltd.

CORPORATE BRIEFING SESSION

**FOR THE
QUARTER ENDED
MARCH 31, 2024 (FY24)**

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Find us:  

PSX: MACFL



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Agenda



Company Overview



Key Drivers



Business Overview



Outlook



Q & A.





Company Overview



Key Drivers



Business Overview



Outlook



Q & A.

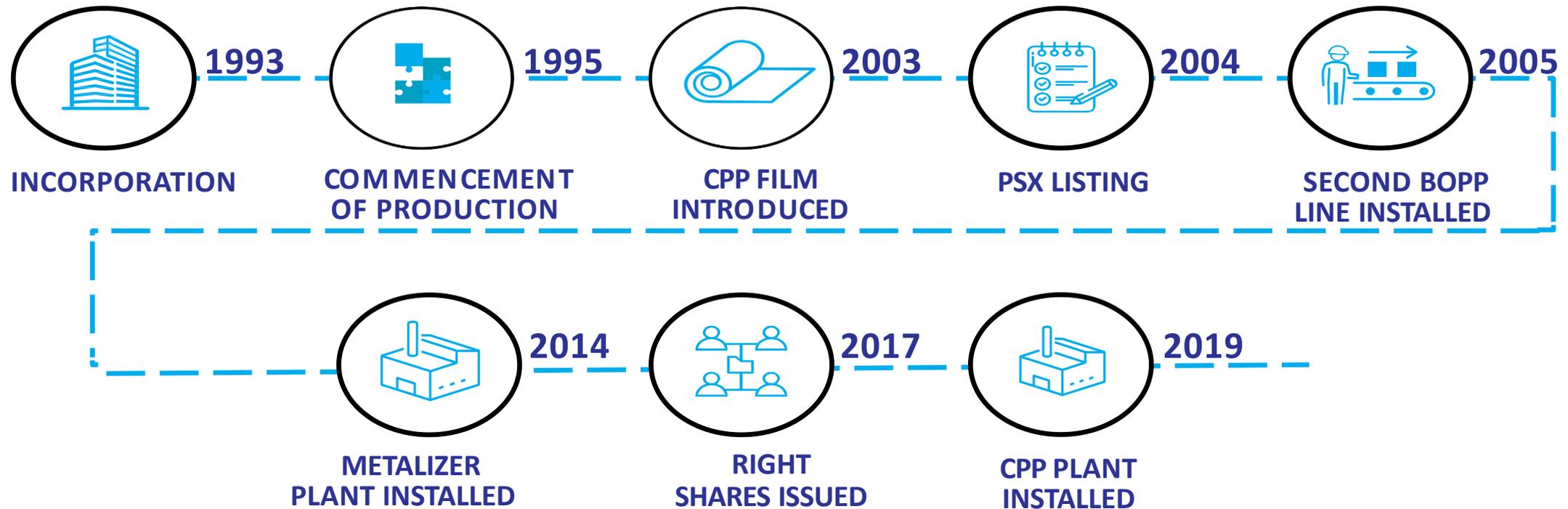




History & Timeline

Macpac Films Ltd was founded and incorporated in 1993 by Mr. Maqbool Elahi Shaikh, who was the pioneer of BOPP and CPP films in Pakistan. His contributions to the plastic packaging film industry are well recognized.

Our history is a reflection of who we are today. Possessing rich expertise for over three decades now, whilst striving towards excellence and growth.





Leadership

BOARD

Chairman	Mr. Naeem Ali Munshi
Chief Executive Officer	Mr. Najm ul Hassan
Managing director	Mr. Ehtesham Maqbool Elahi
Non-executive directors	Mr. Shariq Maqbool Elahi Mr. Fahad Munshi Ms. Hafsa Abbasy Mr. Shabbir Hamza Khandwala

MANAGEMENT

Director Operations	Mr. Habib Maqbool Elahi
Chief Financial Officer	Mr. M. Faisal Panawala
Company Secretary	Mr. Aquil A. Khan
Head of Internal Audit	Mr. Mohammad Fahad
Factory Manager	Mr. Zaffar ullah

CORPORATE

Group CFO	Muneeza Kassim
Legal Advisors	Nausheen Ahmed Abdul Ghaffar Khan
Auditors	KPMG Taseer Hadi & Co.
Share Registrar	CDC Share Registrar Services Limited



Our Products



FILM TYPES

Plain	Sealable	Metalized
Pearlized	Matte	White

PACKAGING SOLUTIONS FOR

Chips	Biscuits	Cakes	Ice cream	Soap	Tea
Textile	Cigarette	Formica	Labels	Stationery	Flowers
Mouth Fresheners	Pharmaceuticals	Sheet Lamination			





Company Overview



Key Drivers



Business Overview



Outlook

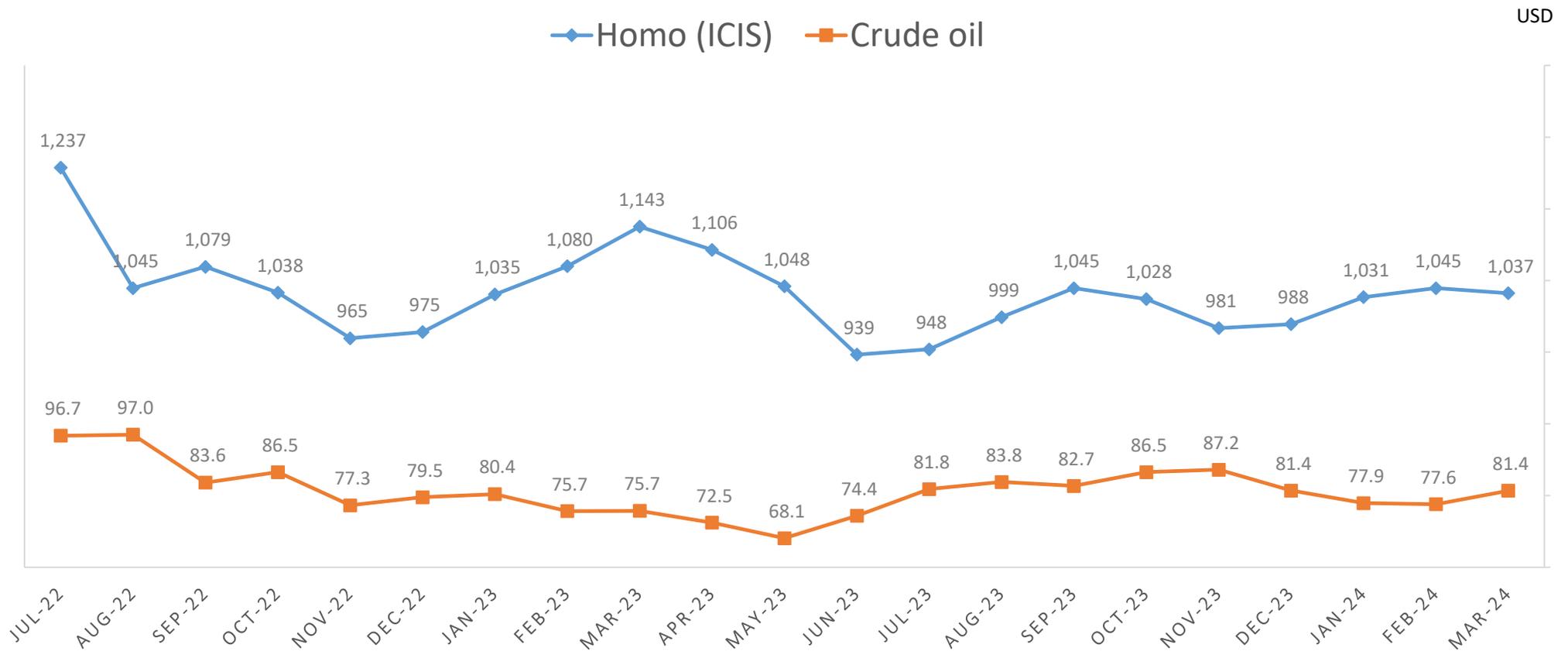


Q & A



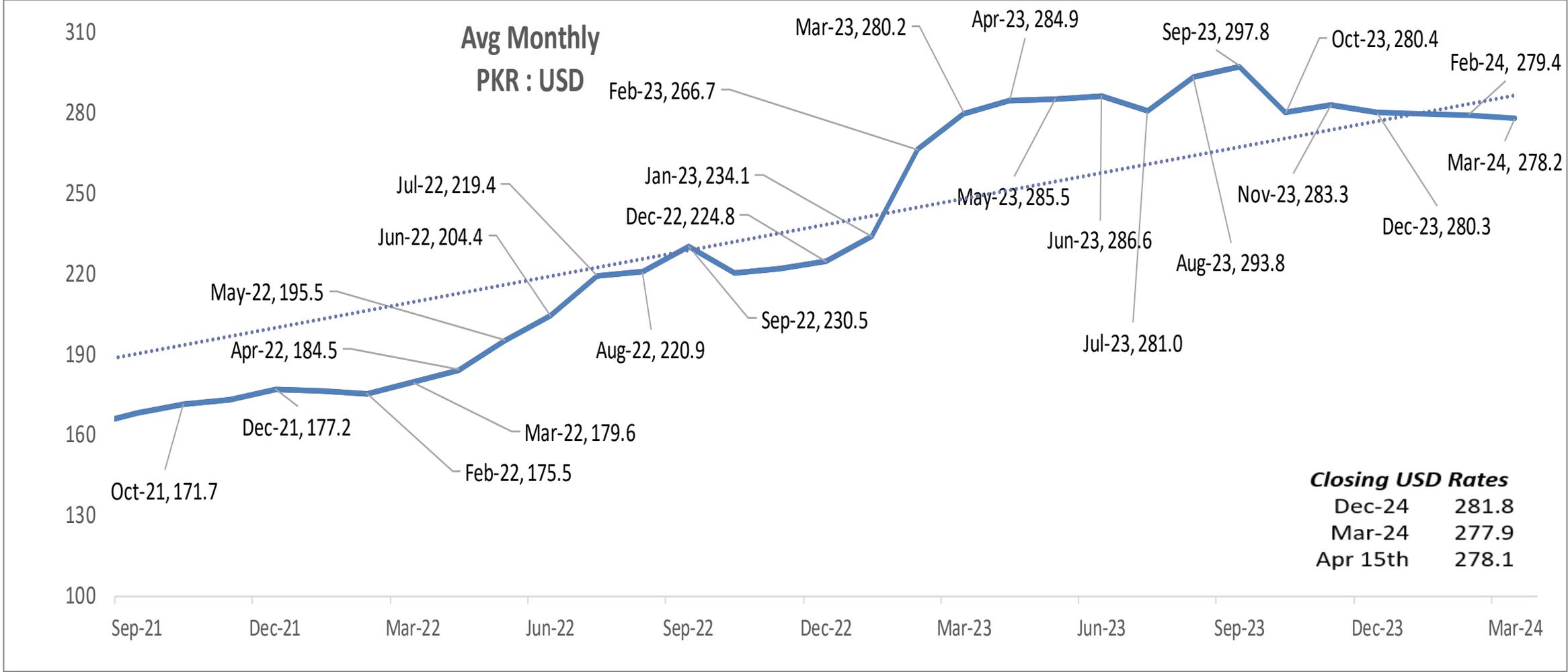


Homopolymer (ICIS) vs Crude Oil





PKR : Dollar Parity



*Month end closing



Company Overview



Key Drivers



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Q & A



Key Business Highlights

Financial Highlights



Revenue
PKR 4.2 Bn



Profitability
PKR 244 Mn



EPS
PKR 4.12



Exports
PKR 32 Mn

Scale



Market
Capitalization
PKR 1.12 Bn



Total
Employees
212



Tax
Contribution
PKR 1,040 Mn

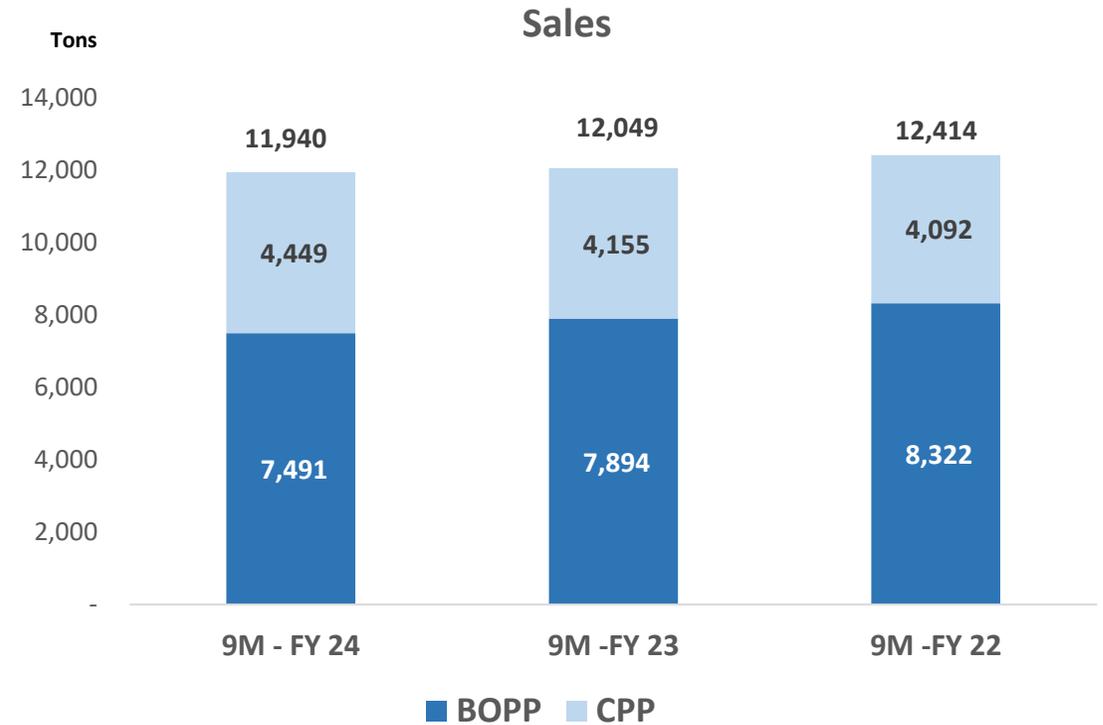
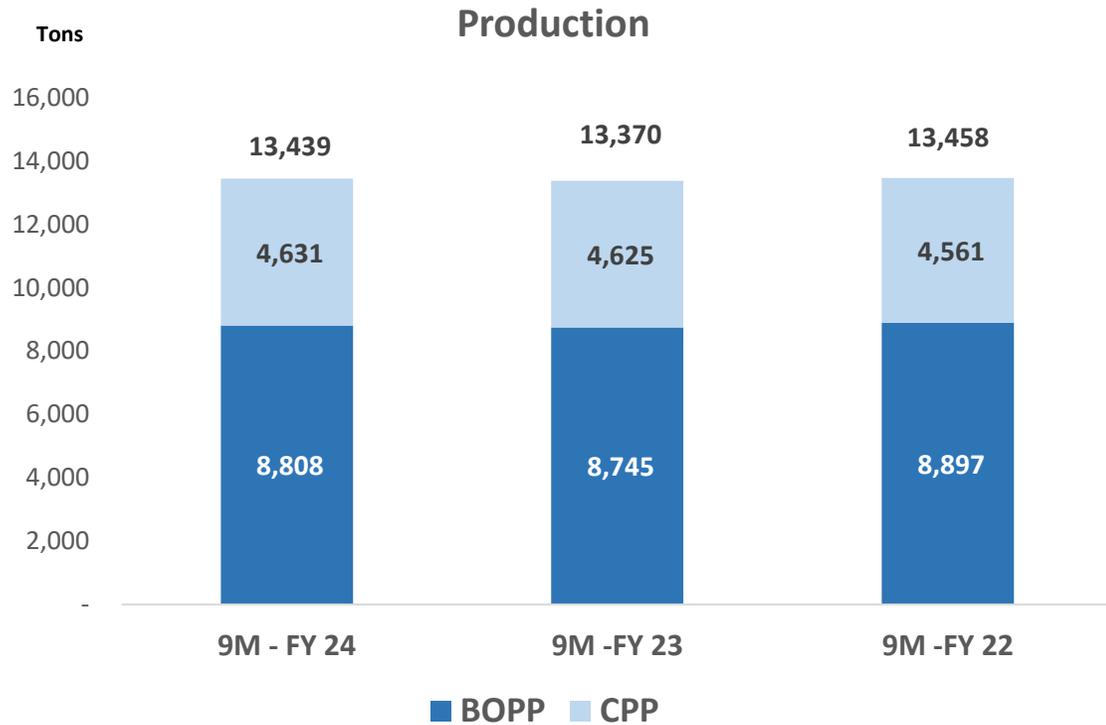


Total
Assets
PKR 4.65 Bn

* At 31st March 2024, nine months ended



Operational Highlights



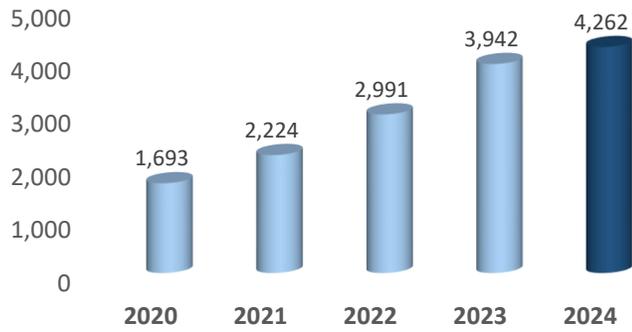
* At 31st March 2024, nine months ended



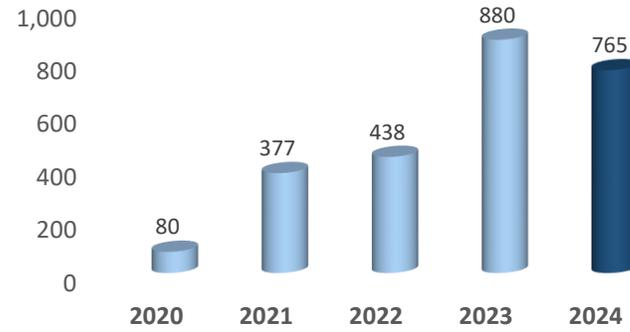
MACFL – Financials at a Glance

Figures in PKR Million

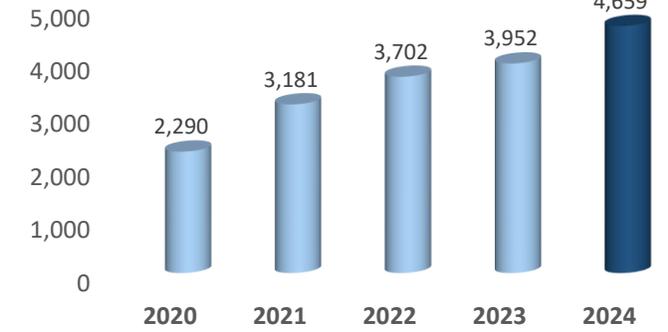
Sales Revenue



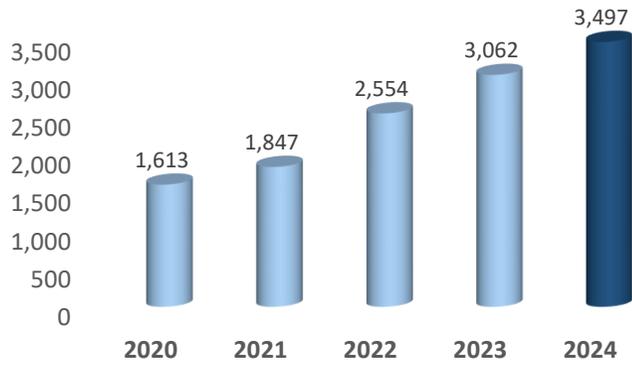
Gross Profit



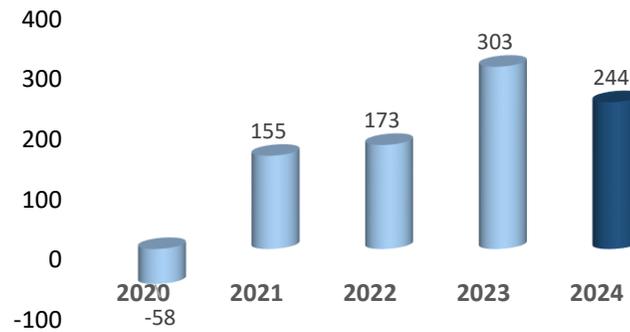
Total Assets



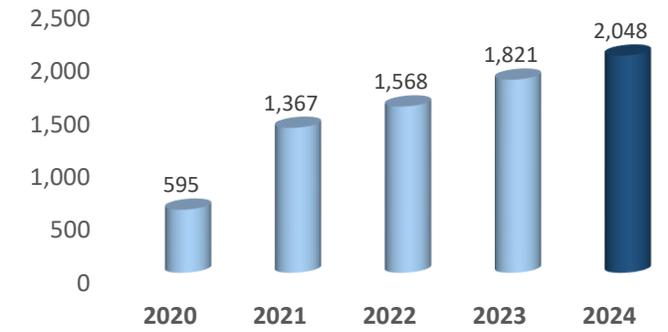
Cost of Sales



Net Profit



Shareholder's Equity



All graphs represent data as at 31st March of the respective years

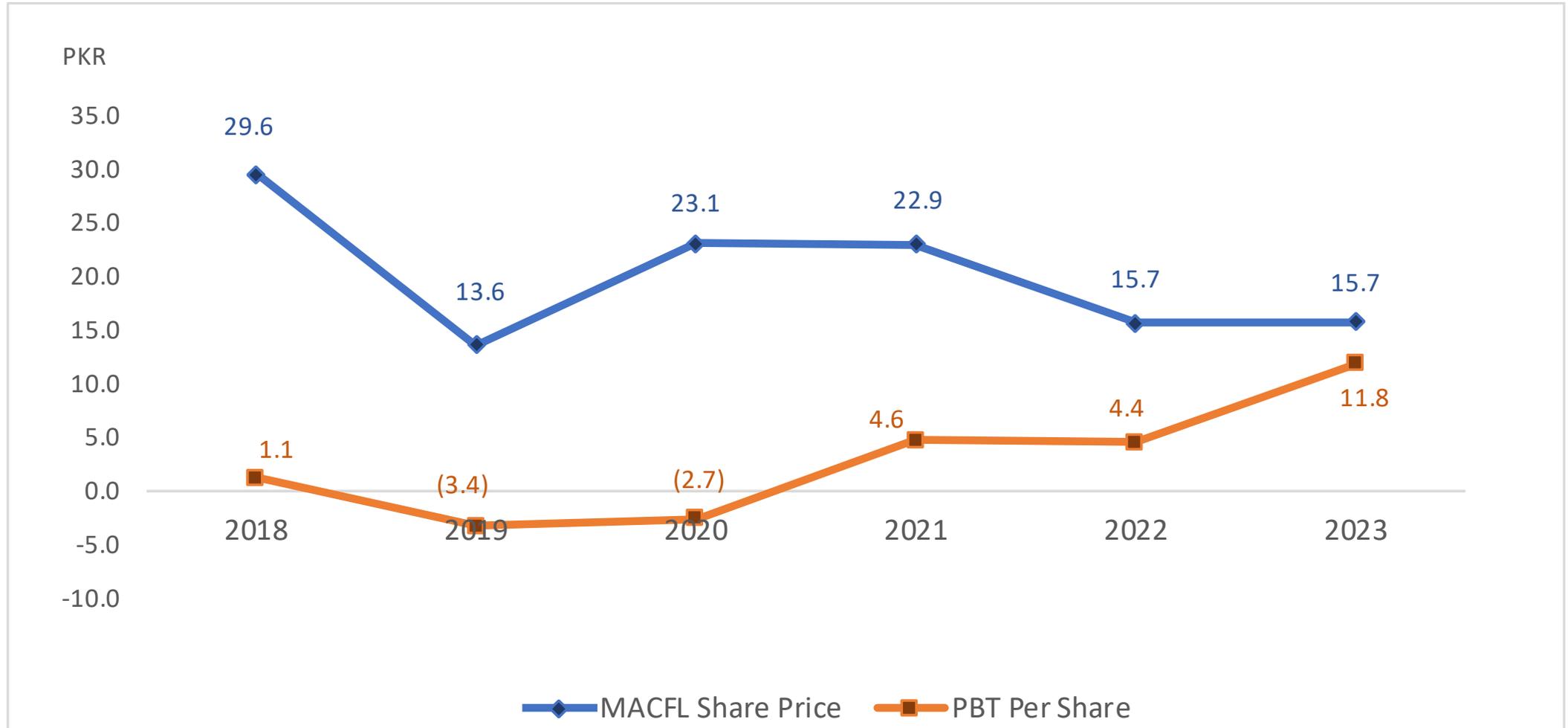
MACFL – Liquidity at a Glance

Ratios	9M 2021	9M 2022	9M 2023	9M 2024
Current Ratio	0.89	0.93	1.08	1.18
Quick Ratio	0.53	0.45	0.71	0.63
Cash to Current Assets	5%	2%	6%	5%
Cash to Current Liabilities	4%	2%	6%	6%





MACFL – PBT per share to Stock Price





Company Overview



Key Drivers



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Q & A



OUTLOOK

KEY AREAS		OUTLOOK
	Raw Material	Homo Poly Propylene prices have remained weak to stable as no outages are planned at supplier levels. However due to global recession and declining trend of demand, it remains on weaker side which further affected the local demand.
	Revenue	Due to lower domestic demand and increased supplies from expansion of other industry players, prices and revenue will be in pressure. MFL is evaluating different strategies, markets and R&D to enter into new profitable and value addition segments to remain your most preferred company.
	Gas Price	Gas prices increased by 129% over last one year. The company is exploring various alternatives for power solution to reduce dependency on the existing expensive energy sources and also to reduce energy bill.
	Projects	Completed implementation of SAP and Salesforce to provide a unified platform to integrate operations & processes of the business; the company now continues to improve system utilization and have real-time information to enhance data driven decision making.



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Q & A



thank you!



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