

Date: 26-11-2024

To,

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

Subject: PRESENTATION-CORPORATE BRIEFING SESSION 2024 ROSHAN PACKAGES LIMITED


Dear Sir,

Further to our letter dated November 20, 2024, regarding the Corporate Briefing Session of the Company for the Financial Year 2023-2024.

Attached is the presentation for the Corporate Briefing Session, scheduled to be held via video link on **Wednesday, November 27, 2024, at 4:00 PM.**

You may please inform the TRE Certificate holders of the exchange.

For and on behalf of
Roshan Packages Limited


Hammad Khan Sherwani
Company Secretary



TOWARDS A CIRCULAR ECONOMY

Head Office: 325 G-III, M. A Johar Town, Lahore, Pakistan | +92 42 35290734-8
info@roshanpackages.com.pk | www.roshanpackages.com.pk
@roshanpackagesltd RoshanPackages.LTD Roshan Packages Limited



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Roshan Group

Roshan Packages Limited

Roshan Suntao Paper Mill Pvt Ltd

Corrugated Packaging
(60,000 Ton per year)

Flexible Packaging
(12,240 Ton per year)

Paper Recycling Mill
(In Process)

Corrugated Cartons, Sheets, Corners

PET Film, PE Film, Courier & Diaper Bags Making, Bubble Paper Wrappers

Brown Paper

Sunder Industrial Estate, Lahore

Sunder Industrial Estate, Lahore

Sheikhupura

Our Board of Directors



Quasim Aijaz
Chairman



Tayyab Aijaz Qureshi
Chief Executive
Officer



Saadat Eijaz Qureshi
Executive Director



Khalid Eijaz Qureshi
Non-Executive
Director



Zaki Aijaz Qureshi
Non-Executive Director

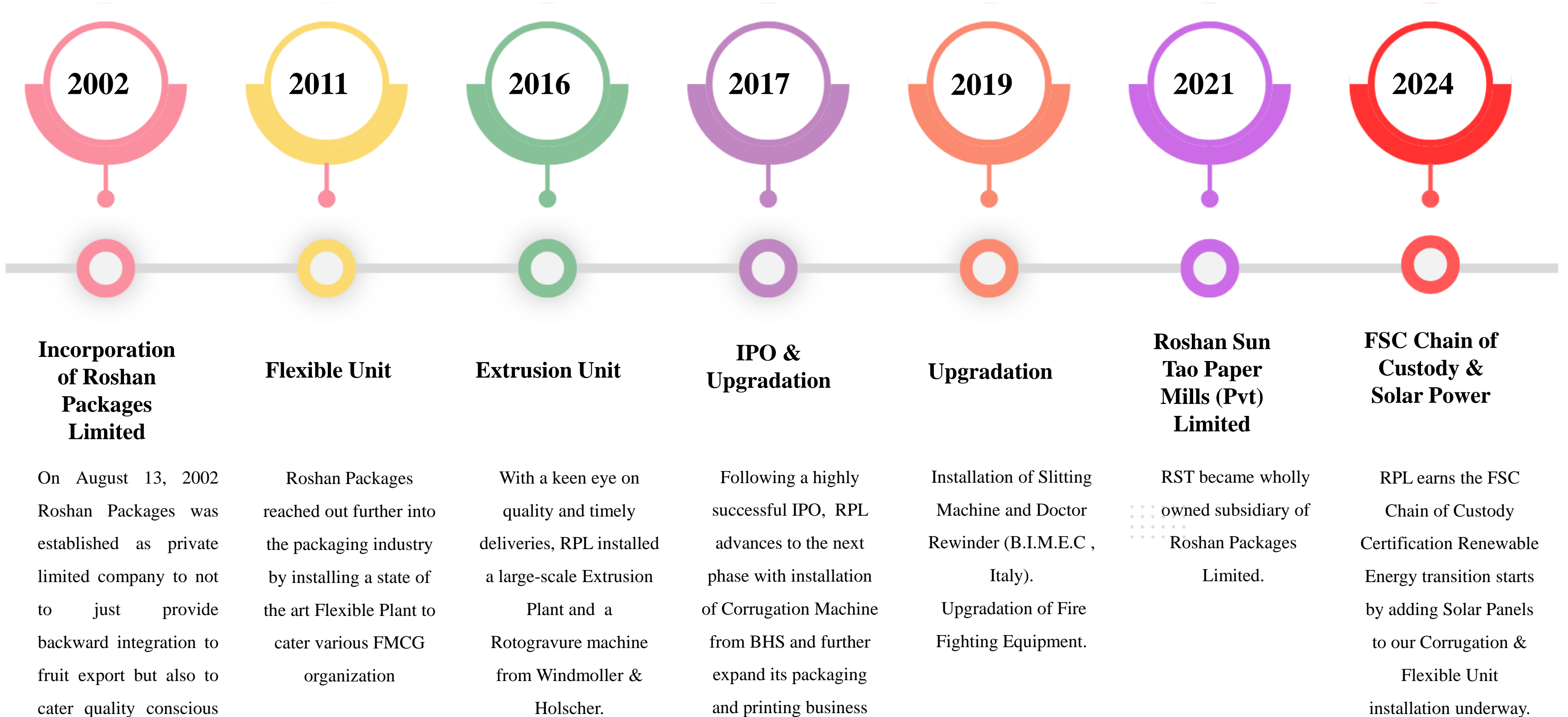


Ayesha Musaddaque Hamid
Female Independent Director



Nadeem Amjad Khan
Independent Director

22 Years of Excellence: A Remarkable Journey



Significant Highlights

Sustained sales by retaining volume from key accounts through implementing better pricing strategies and focusing on higher value product mix

Improved liquidity - Net cash generated from operations of Rs. 1,476 million in 2024 as against Rs. 810 million in last year

Better working capital management – reduction in borrowing by PKR 474 million as compared to last year

Improved return on assets, no significant long term loan and improved Debt Service Coverage Measure.

Successful transition to clean / renewable energy source (solar power plant of 1.75 MW)

Despite sustained higher policy rate of 22%, company was able to reduce finance cost by almost PKR 18 million as compared to last year.

Roshan Packages Limited is proud to win the "Brand of the Year" award in the category of Corrugated and Flexible Packaging Solutions.

Guided by the UN Global Compact's 10 principles on human rights, labor, environment, and anti-corruption, Roshan Packages commits to fostering a fair, inclusive, and sustainable future.

Proactively support local farmers by educating them about the benefits of proper corrugated packaging.

Roshan Packages Limited is proud to achieve FSC Chain of Custody (CoC) certification, reinforcing our commitment to sustainable practices.

Transitioning to Renewable Energy

Roshan Packages Limited proudly transitions to solar energy, reducing our carbon footprint and advancing our sustainability goals.

Key Highlights:

- Solar energy at the corrugation plant reduces carbon emissions by 0.85 kg of CO₂ per kWh.
- Ongoing solar installations at the flexible plant align with UN SDGs: Goal 7 (Affordable and Clean Energy) and Goal 13 (Climate Action).



BRAND OF THE YEAR

Corrugated And Flexible Packaging Solutions

Roshan Packages Limited is proud to win the "Brand of the Year" award in the category of Corrugated and Flexible Packaging Solutions.



BOYA 2023 AWARD CEREMONY

Rija Tayyab Qureshi, Manager Corporate Affairs and Sustainability received the award from H.E. Sardar Saleem Haider Khan, Governor of Punjab at BOYA Awards Ceremony held at Islamabad





United Nations Global Compact

Guided by the UN Global Compact's 10 principles on human rights, labor, environment, and anti-corruption, Roshan Packages commits to fostering a fair, inclusive, and sustainable future.



KISSAN KA PAKISTAN

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.



Company Products

Our Products Fall into 3 main Categories:



Generic:

These are product we've researched, designed and preferred. We keep an inventory of them at all time and there are no minimum order quantities. Order as much as you want, any time.



Semi-Generic:

We offer logo printing and branding on our generic products customers who want to brand their product for less.



Fully Customised:

These are products that we will make just for you! Our Experts will help you decide the right formula, design and size of your packaging. We will then share a sample with you. We will send you order off to production!

Corrugated Packaging



Flexible Packaging



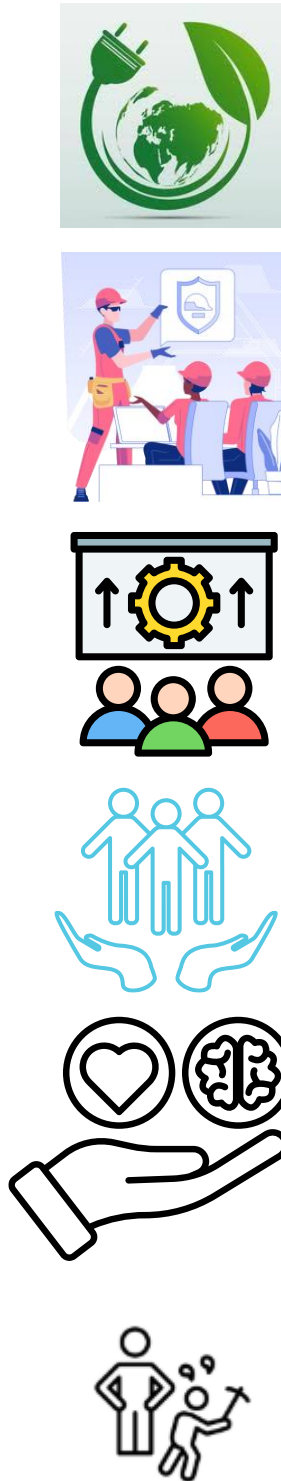
Key Customers



Sustainability Drive & CSR: Building a Better Future

Memberships & Partnerships

- Transition to Renewable Energy
- Educating Farmers and Growers
- Workplace Safety
- Philanthropic Initiatives
- Health and Wellbeing
- Child Labor



Key Certifications

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



FSC CHAIN OF CUSTODY CERTIFICATION



Roshan Packages Limited is proud to achieve FSC Chain of Custody (CoC) certification, reinforcing our commitment to sustainable practices.

Key Highlights:

- **Materials sourced and processed responsibly, ensuring adherence to FSC environmental, ethical, and social standards.**
- **Closed-loop production system: recycled paper usage and waste minimization by returning production scraps to paper mills.**

Financial Highlights

Financial Highlights (FY-2024)

Revenue
Rs 10,333 Million

2023: Rs. 10,247 million

Profit Before Tax
Rs 416 Million

2023: Rs. 325 million

2023: Rs. 11,666 million

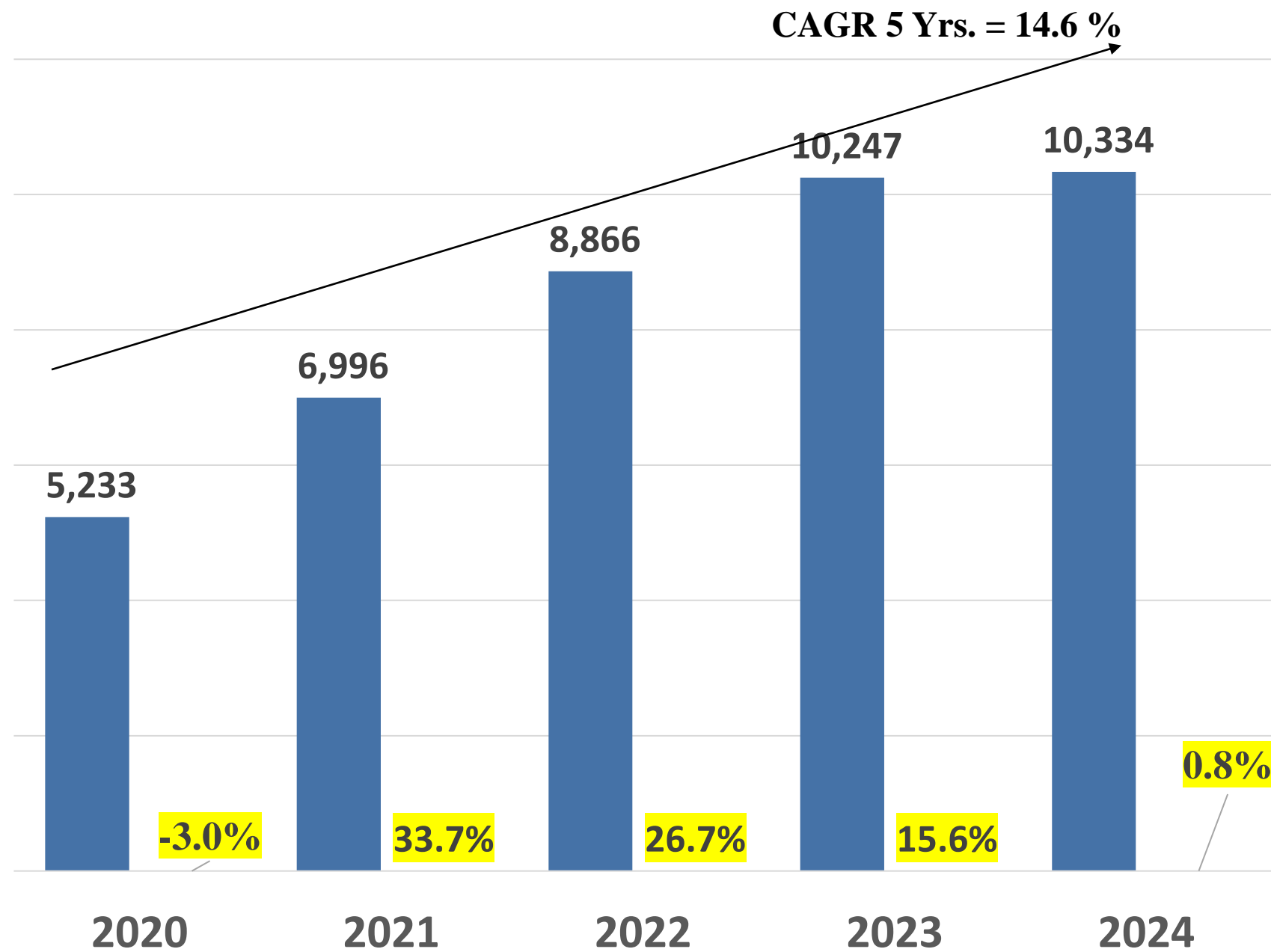
Total Assets
Rs 11,864 Million

2023: Rs. 51.55/share

Break up Value / Share
Rs 54.07/share

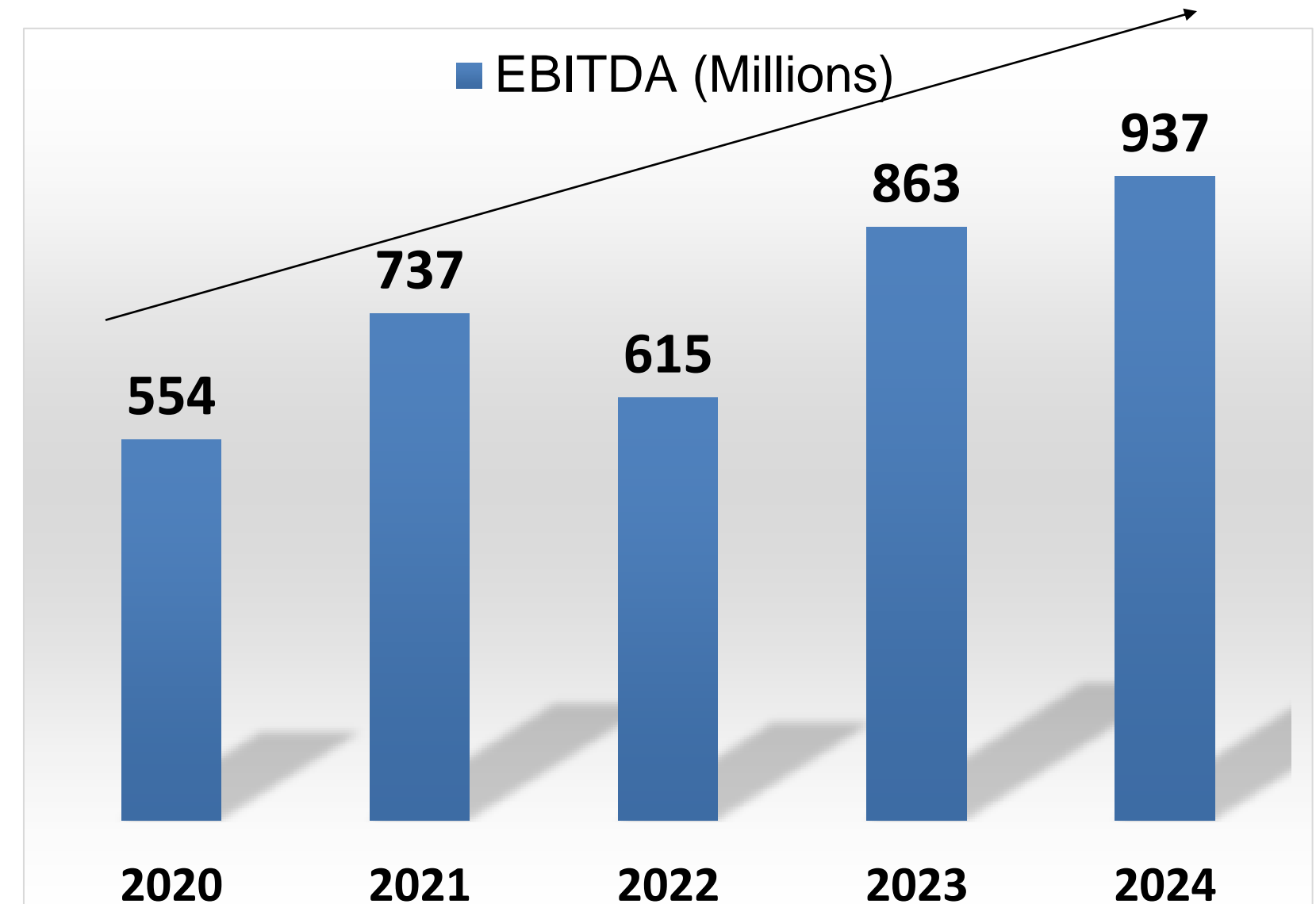
Sales Growth & Margins

Sales & Growth % over last year



- Double-digit (14.6%) growth CAGR over the last 5 years .

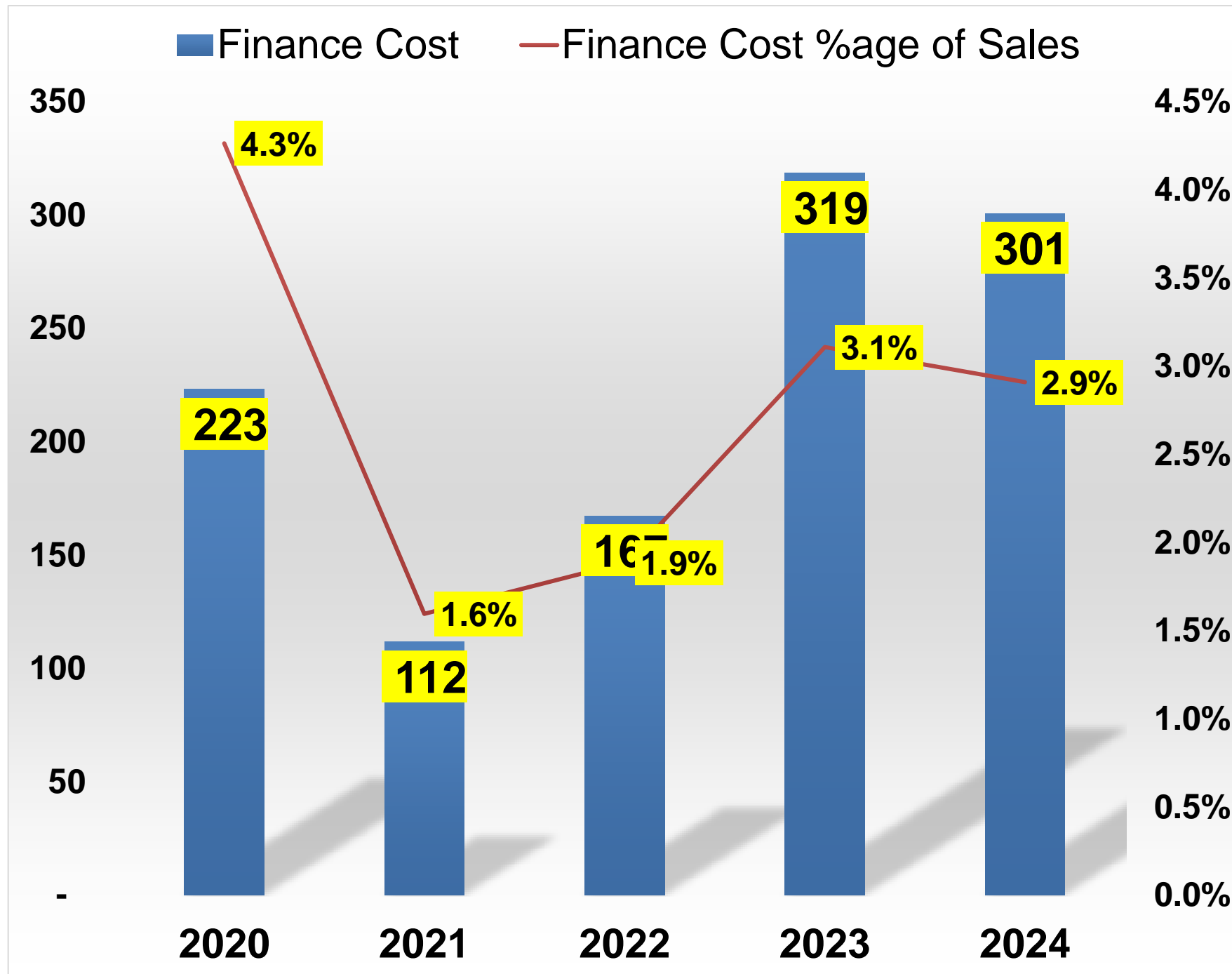
Earning Before Interest, Tax, Depreciation and Amortization



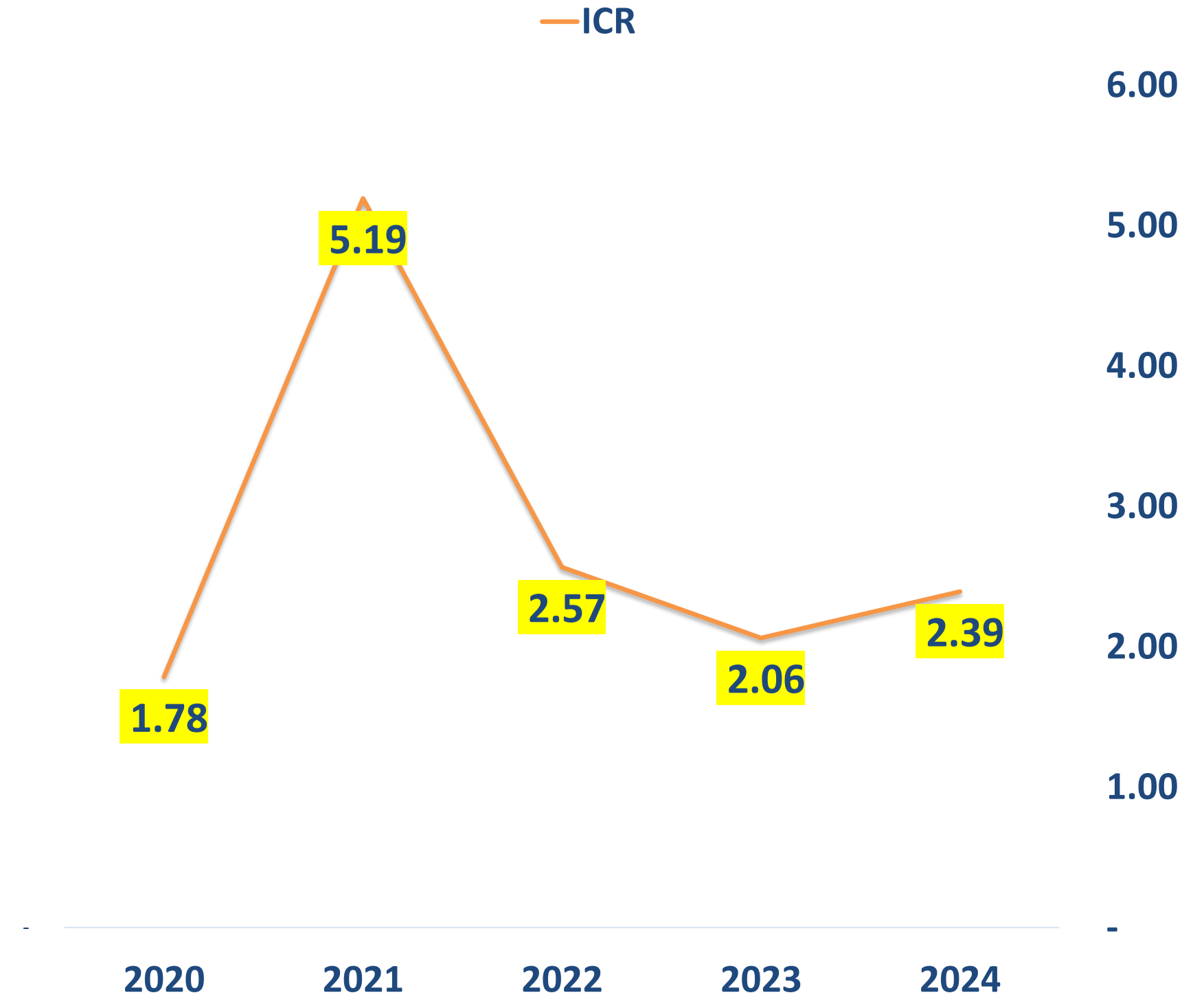
- Consistently improving and maintaining EBITDA with a change in product mix.

Finance Cost Analysis

Finance Cost (PKR-Million)

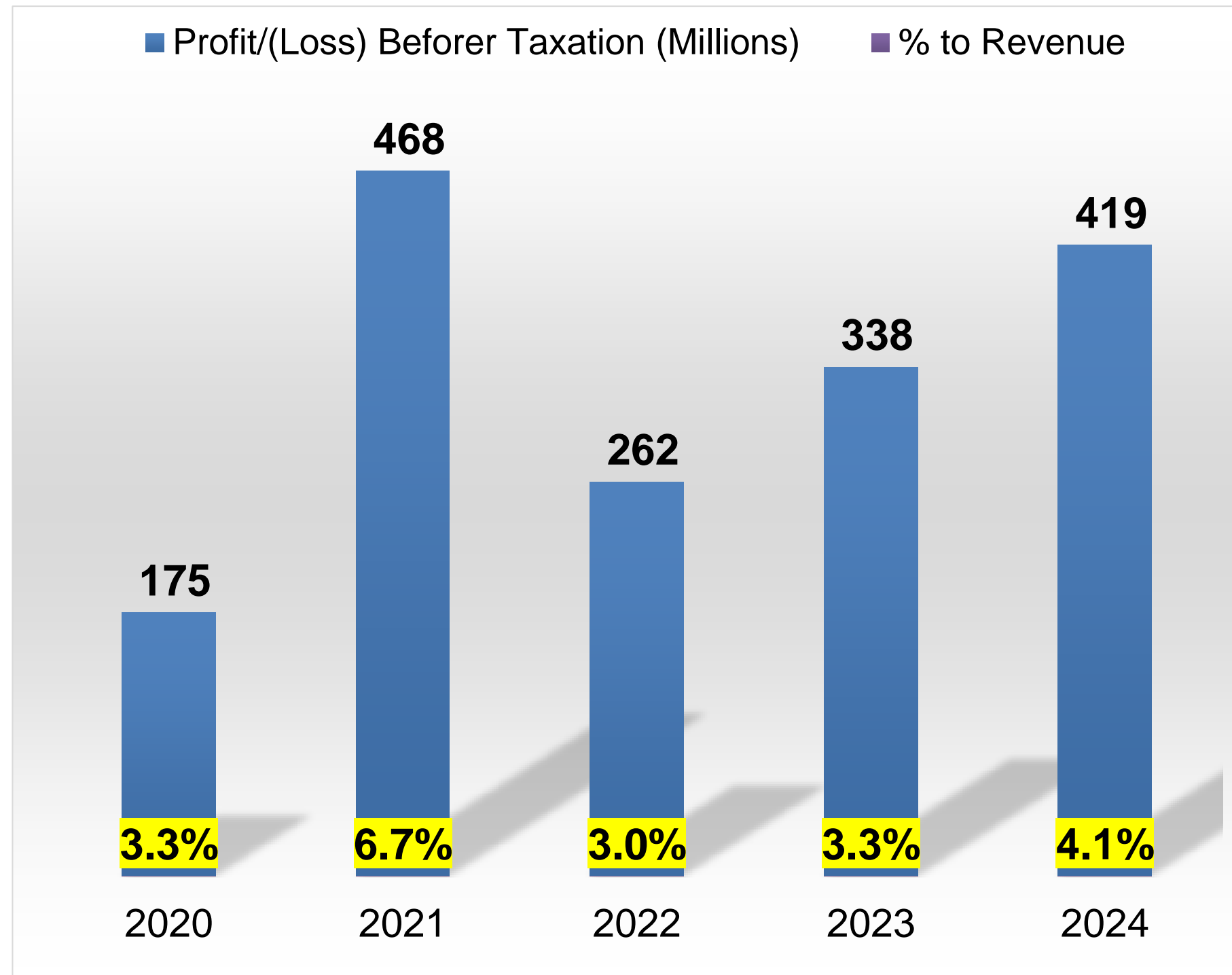


Interest Coverage Ratio (EBIT/Interest)

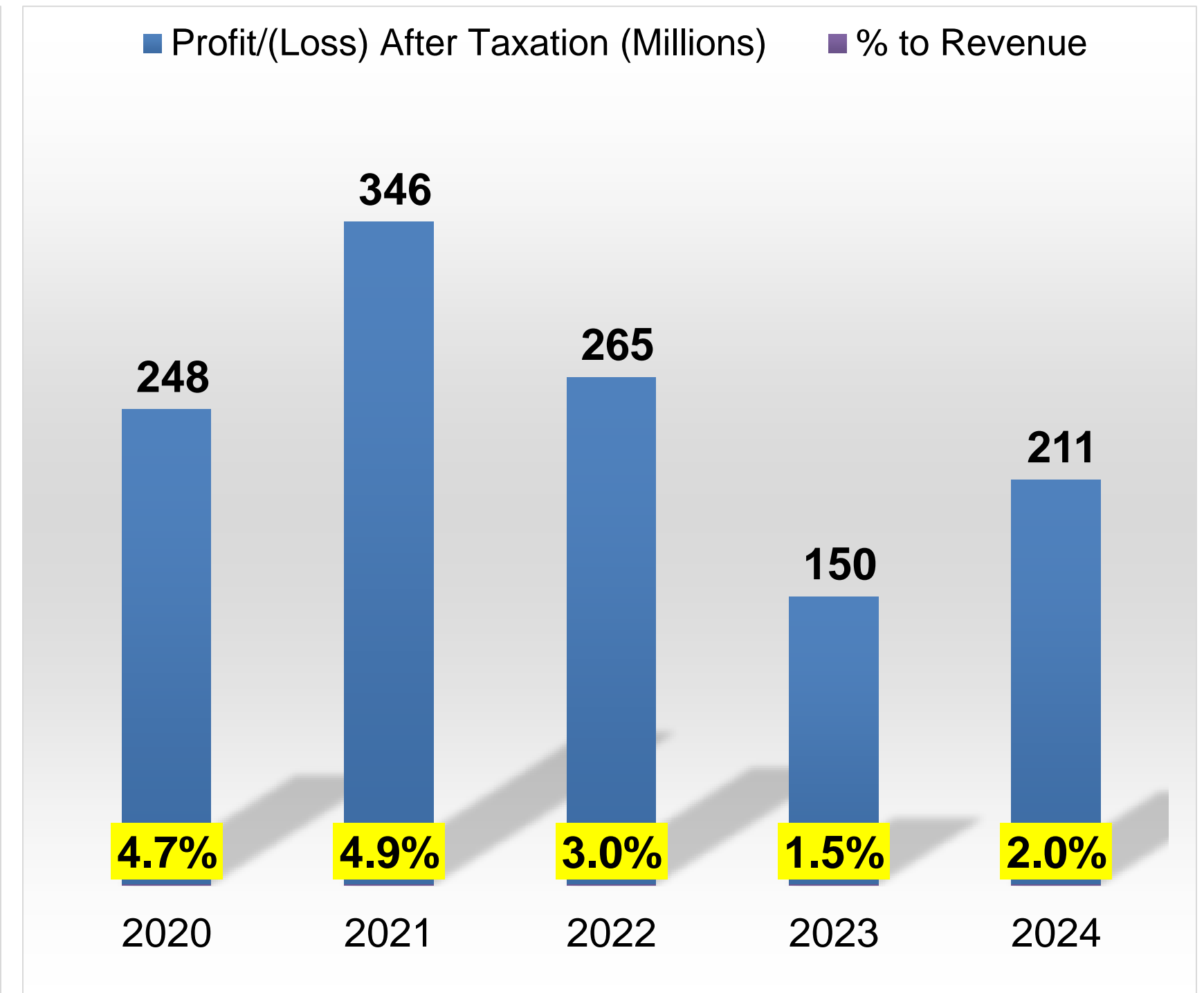


Profitability Trend

Net Profit Before Tax (PKR Million)

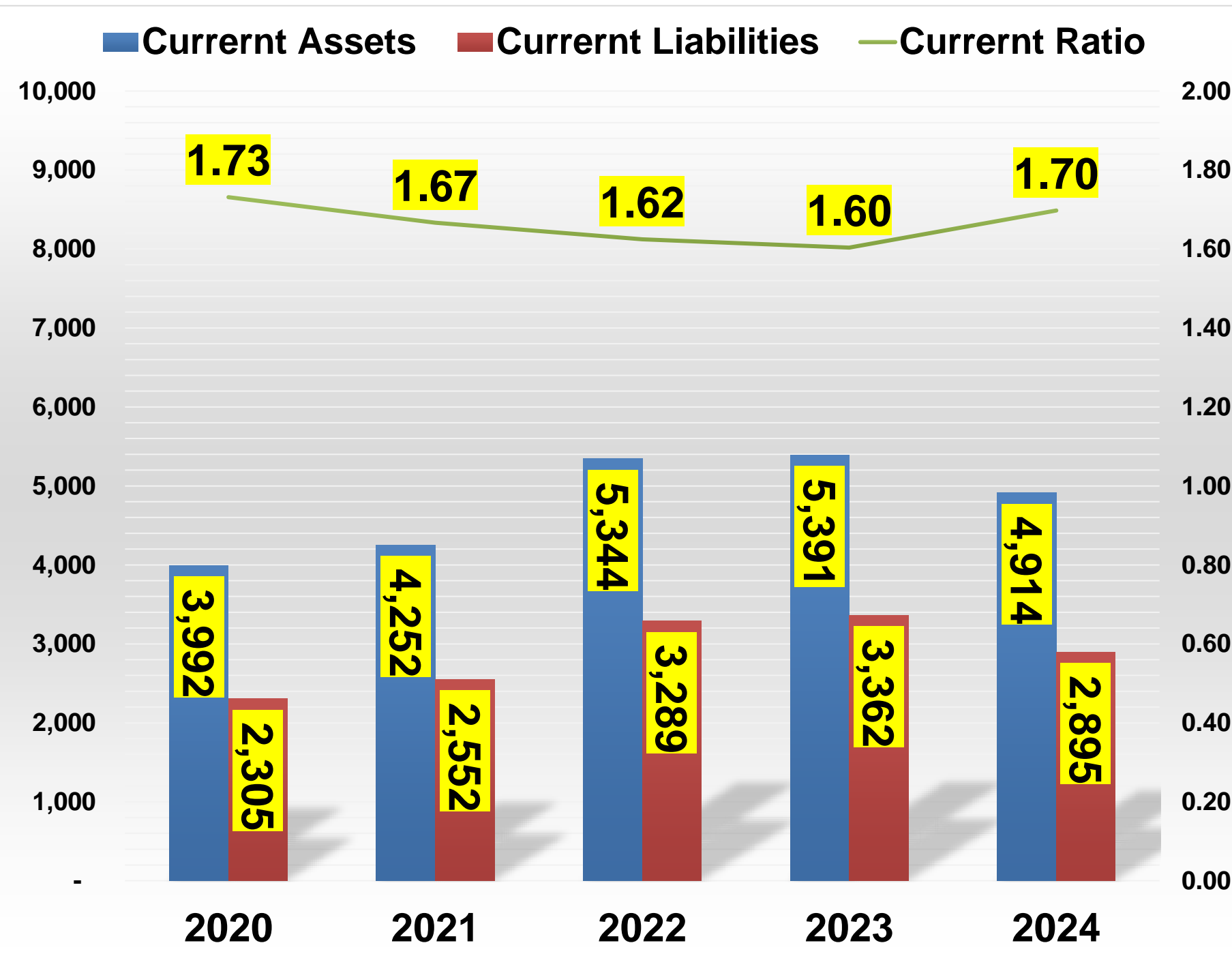


Net Profit after Tax (PKR Million)

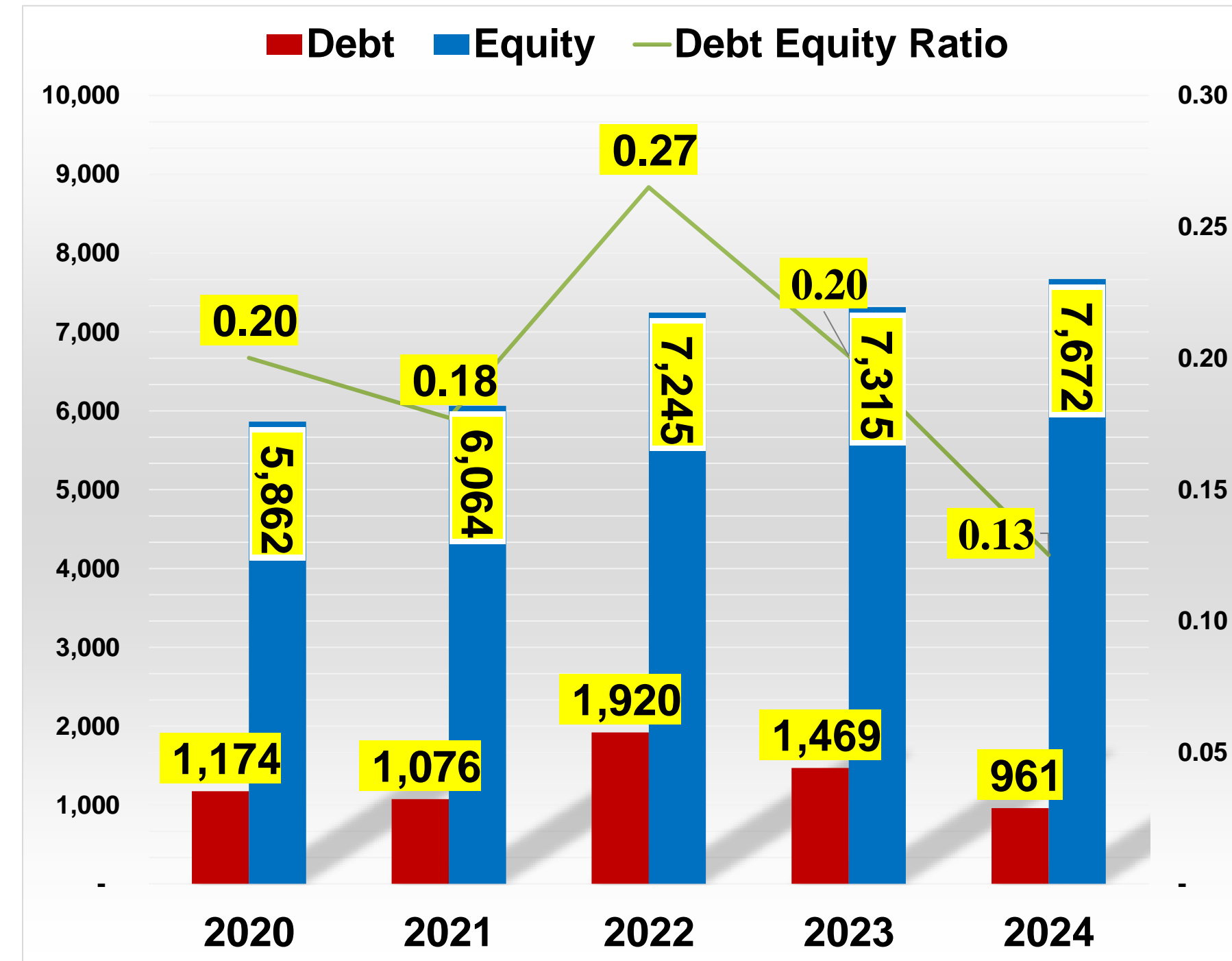


Current & Total Debt/Equity Ratios

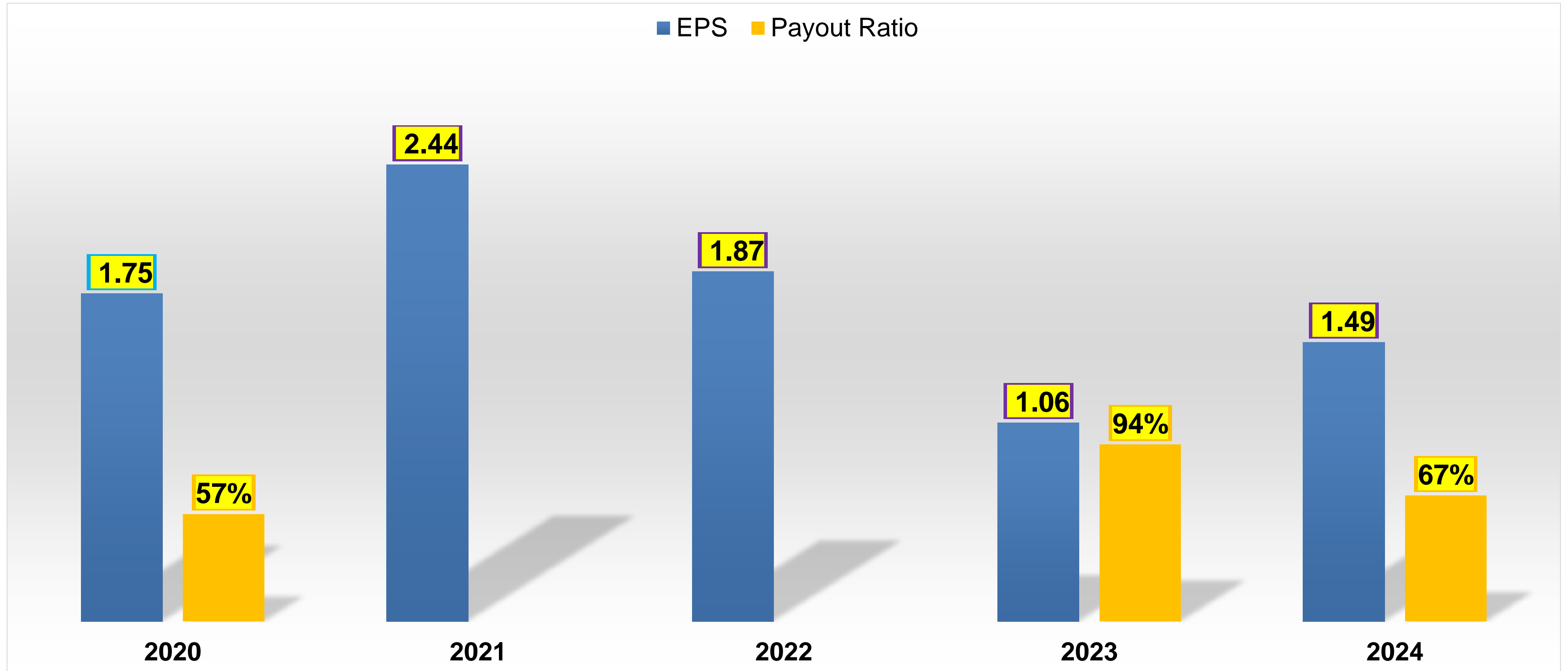
Current Ratio



Total Debt to Equity Ratio



Earnings Per Share and Payout Ratio



Striving to maximize shareholders' wealth and sharing the dividends

Factors Impacted FY 2023-24 Profitability

High Inflation Rate

Soaring inflation has eroded consumer purchasing power, triggering a sharp contraction in business activity.

Increase Energy Price

Rising energy prices are driving up operational costs.

Raw Material Cost

Escalating raw material costs, driven by inflation and currency depreciation, have compressed the GP margin from 9.9% to 8.6%.

Geopolitical Tension & Supply Chain Disruption

Geopolitical tensions and global supply chain disruptions have intensified operational challenges.

Monetary Policy

The sustained high interest rates, fluctuating between 22% and 20.5%, notably raised borrowing costs and strained financial resources.

Taxation and GDP Constraints

Taxation and GDP constraints directly affect profitability by limiting revenue potential and driving up operating costs.

Future Outlook



FUTURE OUTLOOK

Economic Indicators

1. Declining interest rates to reduce financing costs and enable expansion opportunities.
2. Expected Stabilization in inflation rates can boost the packaging sector.
3. Government measures to stabilize the currency and support local industries

Sector Growth

1. Expected increased demand in FMCG, pharmaceuticals, and textiles sectors driving higher order volumes.
2. Expected Improved macroeconomic environment restoring business confidence
3. Anticipated recovery in consumer spending driving higher demand.

Sustainability Focus

1. Renewable energy projects like solar power to enhance energy efficiency.
2. Continued emphasis on cost optimization and waste reduction.
3. Commitment to innovation in eco-friendly packaging solutions.

FUTURE OUTLOOK

Strategic Vision

1. Focus on innovation and sustainable packaging to expand market share and profitability.

2. Leveraging financial strength and strategic investments for long-term growth.

3. Dedicated team driving operational excellence to deliver value to stakeholders.

Vertical Integration

1. Establishing Roshan Suntao Paper Mills “RSTPL” for backward integration.

2. Key milestones achieved RSTPL and few approvals are awaited to start the project.

Questions & Answers



Thank you!