

CORPORATE

BRIEFING SESSION 2024

INTERNATIONAL PACKAGING FILMS LIMITED

December 16, 2024

03:00 PM

PAKISTAN'S

LARGEST

FILM MANUFACTURER

TABLE OF CONTENTS

01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer



01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer

Important Disclaimer

- The presentation is for informational purposes only and is not an offer or solicitation to buy or sell securities or investments.
- No representation or warranty is made about the fairness, accuracy, completeness, or reliability of the information or opinions contained in the presentation.
- The presentation reflects the circumstances at the time of its creation and will not be updated to reflect future developments.
- IPAK and its affiliates, officials, advisors, employees, or associates are not liable for any loss resulting from the use of the presentation or its contents.
- It does not constitute a prospectus, offering circular, or memorandum and should not form the basis of any investment decision or agreement.
- No investment decisions should be made based on this presentation, and no funds or securities will be accepted in response to it.
- Forward-looking statements reflect IPAK's assumptions and beliefs but are subject to uncertainties and risks, and actual results may differ materially.
- IPAK does not guarantee the accuracy of forward-looking statements or update them based on future events or developments.
- Data from external sources is believed to be reliable but has not been independently verified, and its accuracy or completeness is not guaranteed.
- Past performance is not indicative of future results, and included data is subject to change due to various factors.



01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer

Group Structure





01	02	03	04	05	06	07	08
Important Disclaimer	Group Structure	Vision & Mission	Operational Overview	Financial Highlights	Business Highlights	Outlook	Question and Answer

Vision and Mission

Vision

To be the global leader in innovative packaging solutions

Mission

To transform IPAK into a premier global brand, renowned for sustainable packaging innovations, superior quality, exceptional service and remarkable talent



01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

**Operational
Overview**

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer

Operational Overview

Films	Company	Production Line	*Name Plate capacity (tons p.a)	**Operational capacity (tons p.a)
BOPP	IPAK	8.7m from Bruckner	41,360	30,000
	GPAK	10.4m from Bruckner	59,480	40,000
CPP	CPAK	8.7m from SML	9,900	8,000
BOPET	PETPAK	8.7m from Bruckner	41,920	35,000
Total			152,660	113,000

Specialized Films Capacity	
Specialized BOPP, CPP and BOPET metalized films of various grades and thicknesses	26,400
Total	26,400

*Nameplate capacity" is determined by calculating the maximum output a production line can achieve when operating under perfect conditions, without any downtime and without the provision of any planned / unplanned maintenance.

**Available capacity" takes into account the practical limitations and challenges of real-world production. This includes variations in film thickness, such as producing thin microns, which can affect the efficiency of the production process.





01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer

Consolidated Profit & Loss – June 24 vs June 2023

	June 30, 2024	(Restated) June 30, 2023	Variance	%
(Rupees In '000)				
Revenue from contracts with customers	22,834,738	19,890,341	2,944,397	14.80%
Gross profit	4,495,640	5,480,741	(985,101)	-17.97%
Admin and selling expenses	877,362	694,752	182,610	26.28%
EBIT	3,576,540	3,936,434	(359,894)	-9.14%
EBITDA	4,214,471	4,384,194	(169,723)	-3.87%
Finance costs	1,815,116	753,164	1,061,952	141.00%
Profit before taxation	1,755,076	3,181,489	(1,426,413)	-44.83%
Income tax expense	(2,457,926)	(1,293,832)	(1,164,094)	89.97%
- Current	(712,744)	(1,130,230)	417,486	-36.94%
- Deferred	(1,745,182)	(163,602)	(1,581,580)	966.72%
(Loss) / profit after taxation	(702,850)	1,887,657	(2,590,507)	-137.23%
EPS - Rupees	(0.06)	3.54	(4)	-101.69%
Effective tax rate %	140%	41%	1	244.37%
(Loss) / profit attributable to owners of the Holding Company	(41,119)	2,059,370	(2,100,489)	-102.00%

Consolidated Profit & Loss –Sept 24 vs Sept 2023

	(Restated)			
	September 30, 2024	September 30, 2023	Variance	%
	(Rupees In '000)			
Revenue from contracts with customers	7,636,046	5,157,672	2,478,374	48.05%
Gross profit	976,224	1,297,957	(321,733)	-24.79%
Admin and selling expenses	290,544	174,291	116,253	66.70%
EBIT	738,500	1,175,263	(436,763)	-37.16%
EBITDA	1,050,483	1,288,811	(238,328)	-18.49%
Finance costs	586,433	372,470	213,963	57.44%
Profit before taxation	126,844	802,634	(675,791)	-84.20%
Income tax expense	(46,431)	(209,994)	163,563	-77.89%
- Current	(17,610)	(227,185)	209,575	-92.25%
- Deferred	(28,821)	17,191	(46,012)	-267.65%
Profit after taxation	80,413	592,640	(512,228)	-86.43%
EPS - Rupees	0.34	0.88	(1)	-61.54%
Effective tax rate %	37%	26%	0	39.91%
Profit attributable to owners of the Holding Company	236,291	552,861	(316,570)	-57.26%

Unconsolidated Profit & Loss – June 24 vs June 2023

	June 30, 2024	(Restated) June 30, 2023	Variance	%
	(Rupees In '000)			
Revenue from contracts with customers	17,088,885	16,617,710	471,175	2.84%
Gross profit	3,891,741	4,531,557	(639,816)	-14.12%
Admin and selling expenses	690,575	561,476	129,099	22.99%
EBIT	3,272,627	3,822,997	(550,370)	-14.40%
EBITDA	3,635,743	4,185,753	(550,010)	-13.14%
Finance costs	1,527,181	632,586	894,595	141.42%
Profit before income taxation	1,739,098	3,188,630	(1,449,532)	-45.46%
Income tax expense	(601,585)	(1,106,584)	504,999	-45.64%
- Current	(712,744)	(1,130,230)	417,486	-36.94%
- Deferred	111,159	23,646	87,513	370.10%
Profit after taxation	1,137,513	2,082,046	(944,533)	-45.37%
EPS - Rupees	1.79	3.58	(2)	-50.00%
Effective tax rate %	35%	35%	(0)	-0.32%

Unconsolidated Profit & Loss –Sept 24 vs Sept 2023

	September 30, 2024	(Restated) September 30, 2023	Variance	%
	(Rupees In '000)			
Revenue from contracts with customers	3,426,632	4,187,447	(760,815)	-18.17%
Gross profit	430,373	1,066,490	(636,117)	-59.65%
Admin and selling expenses	188,768	146,971	41,797	28.44%
EBIT	393,895	869,250	(475,355)	-54.69%
EBITDA	482,909	960,542	(477,633)	-49.73%
Finance costs	380,708	330,897	49,811	15.05%
(Loss) / profit before taxation	(12,036)	538,194	(550,230)	-102.24%
Income tax expense	21,781	(205,843)	227,624	-110.58%
- Current	(17,610)	(227,185)	209,575	-92.25%
- Deferred	39,391	21,342	18,049	84.57%
Profit after taxation	9,745	332,351	(322,606)	-97.07%
EPS - Rupees	0.01	0.53	(1)	-97.36%
Effective tax rate %	181%	38%	1	373.15%

Consolidated Balance Sheet

	(Un-audited) September 30, 2024	(Audited) June 30, 2024	(Audited) June 30, 2023
	(Rupees In '000)		
Assets			
Property, plant and equipment	32,914,732	32,997,316	23,082,659
Other non current assets	191,476	194,021	113,192
Current assets	13,444,333	12,556,240	7,928,298
	46,550,541	45,747,577	31,124,149
Liabilities			
Long term borrowings	3,333,532	3,545,420	2,910,061
Short term borrowings	7,848,930	5,651,785	3,261,147
Current portion of long term borrowings	298,797	303,474	122,955
Total Debt	11,481,259	9,500,679	6,294,163
Other non current liabilities	4,897,978	4,886,392	4,444,238
Other current liabilities	2,990,723	2,884,605	685,647
Trade and other payables	7,184,424	8,560,158	3,947,120
	26,554,384	25,831,834	15,371,168
Net assets (Assets - Liabilities)	19,996,156	19,915,743	15,752,981
Share capital and reserves	19,996,156	19,915,743	15,752,981

Unconsolidated Balance Sheet

	(Un-audited) September 30, 2024	(Audited) June 30, 2024	(Audited) June 30, 2023
	(Rupees In '000)		
Assets			
Property, plant and equipment	4,626,245	4,706,987	4,921,992
Other non current assets	14,157,967	13,994,582	11,281,433
Current assets	9,201,628	8,930,479	5,717,000
	27,985,840	27,632,048	21,920,425
Liabilities			
Long term borrowings	2,116,005	2,148,695	1,800,459
Short term borrowings	5,312,945	4,185,917	2,758,460
Current portion of long term borrowings	76,549	76,549	63,007
Total Debt	7,505,499	6,411,161	4,621,926
Other non current liabilities	1,398,927	1,421,748	1,433,522
Other current liabilities	550,473	783,565	761,435
Trade and other payables	2,973,804	3,468,182	2,488,376
	12,428,703	12,084,656	9,305,259
Net assets (Assets - Liabilities)	15,557,137	15,547,392	12,615,166
Share capital and reserves	15,557,137	15,547,392	12,615,166

Consolidated Cash Flow – June 24 vs June 2023

	Jun-24	Jun-23
	(Rupees In '000)	
Cash generated from operations	4,191,818	4,467,284
Working capital changes	103,033	38,425
Increase in long-term deposits	(97,988)	(5,342)
Increase in long-term loans	(13,227)	-
Income tax and levies paid	(875,817)	(313,474)
Staff retirement benefits paid	(10,321)	(10,549)
Finance costs paid	(1,691,591)	(647,084)
Net cash generated from operating activities	1,605,907	3,529,260
Net cash used in investing activities	(7,170,205)	(13,885,856)
Proceeds from issue of shares through IPO	1,763,978	-
Proceeds from issue of shares through right issue	-	2,088,197
Long term borrowings acquired	2,859,411	2,670,901
Long term borrowings paid	(1,765,307)	(28,864)
Receipt of short term borrowings - net	2,218,106	745,130
Other financing activities	228,107	4,939,726
Net cash used in financing activities	5,304,295	10,415,090
Net (decrease) / increase in cash and cash equivalents	(260,003)	58,494

Consolidated Cash Flow – Sept 24 vs Sep 2023

	Sep-24	Sep-23
	(Rupees In '000)	
Cash generated from operations	1,045,517	1,081,852
Working capital changes	(1,896,404)	486,192
Long-term deposits	-	(46,300)
Income tax and levies paid	(277,469)	(228,806)
Staff retirement benefits paid	(813)	(1,985)
Finance costs paid	(444,582)	(215,043)
Net cash generated from operating activities	(1,573,751)	1,075,910
Net cash used in investing activities	(219,925)	(3,402,928)
Long term borrowings acquired	-	1,141,304
Long term borrowings paid	(216,565)	(1,755)
Receipt of short term borrowings - net	2,197,145	1,003,909
Other financing activities	(2,637)	97,511
Net cash used in financing activities	1,977,943	2,240,969
Net increase / (decrease) in cash and cash equivalents	184,267	(86,049)

Unconsolidated Cash Flow – June 24 vs June 2023

	Jun-24	Jun-23
	(Rupees In '000)	
Cash generated from operations	3,528,934	4,268,925
Working capital changes	48,685	304,528
Increase in long-term deposits	(46,300)	(5,340)
Increase in long-term loans	(13,227)	-
Income tax and levies paid	(723,561)	(237,907)
Staff retirement benefits paid	(9,435)	(10,178)
Finance costs paid	(1,467,578)	(530,147)
Net cash generated from operating activities	<u>1,317,518</u>	<u>3,789,881</u>
Net cash used in investing activities	(4,858,005)	(8,211,159)
Proceeds from issue of shares through IPO	1,763,978	-
Proceeds from issue of shares through right issue	-	2,088,197
Long term borrowings acquired	2,150,000	1,850,000
Long term borrowings paid	(1,788,222)	(28,029)
Receipt of short term borrowings - net	1,254,925	527,852
Other financing activities	(94,592)	(14,888)
Net cash used in financing activities	<u>3,286,089</u>	<u>4,423,132</u>
Net (decrease) / increase in cash and cash equivalents	(254,398)	1,854

Unconsolidated Cash Flow – Sept 24 vs Sep 2023

	Sep-24	Sep-23
	(Rupees In '000)	
Cash generated from operations	377,645	935,272
Working capital changes	(354,472)	(325,085)
Long-term deposits	-	(46,300)
Income tax and levies paid	(221,302)	(203,941)
Staff retirement benefits paid	(623)	(1,985)
Finance costs paid	(352,968)	(198,657)
Net cash generated from operating activities	(551,720)	159,304
Net cash used in investing activities	(443,619)	(2,003,187)
Long term borrowings acquired	-	649,697
Long term borrowings paid	(32,690)	-
Receipt of short term borrowings - net	1,127,028	1,129,831
Other financing activities	(2,638)	(2,490)
Net cash used in financing activities	1,091,700	1,777,038
Net increase / (decrease) in cash and cash equivalents	96,361	(66,845)



01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

**Business
Highlights**

07

Outlook

08

Question
and Answer

Business Highlights

- **Strong Customer Base:**
Built and maintained a loyal customer base, due to superior product/service quality, reliable customer support, and positive brand reputation.
- **Export Focused:**
Expanding exports allows IPAK to diversify revenue, reduce reliance on local markets, and earn foreign currency, creating a natural hedge against exchange rate risks from raw material imports. This stabilizes cash flows, mitigates currency volatility, and enhances profitability through optimized production capacity.
- **Complete Product Range and the Highest Capacities:**
Offers a comprehensive portfolio catering to diverse customer needs, which strengthens market presence. Operates at industry-leading production capacities, enabling the organization to meet large-scale demands and capitalize on economies of scale.
- **State-of-the-Art Technology:**
Invested in cutting-edge technologies that enhance production efficiency, product quality, and innovation. Technological leadership often serves as a competitive differentiator in fast-evolving markets.

Leading Packaging Companies Primary Users



Leading FMCGs End Users



Premium Technology Pioneer of 5 Layer BOPP Technology in Pakistan

BOPP Production Line
BRÜCKNER
MASCHINENBAU **B**
Germany

Vacuum Metallizers
BOBST
United Kingdom

Slitting Machines
kampf
Jagenberg Group
Germany

Handling Systems
Bonfanti
INTEGRATED HANDLING SOLUTIONS
Italy

Power Generation
CATERPILLAR

Slitting Machines
COMEXI

CPP Line
SML
EXTRUSION LINES - ENGINEERED TO PERFORM

Business Highlights

- **Sustainable Environmental Practices:**

The IPAK Group demonstrates strong focus on sustainability by investing significantly in solar power, reducing carbon footprints and energy costs. Its innovations in recyclable products align with global environmental standards, earning certifications from international agencies. With power-efficient plants and a commitment to eco-friendly practices, IPAK leads in sustainable manufacturing while fostering long-term environmental and economic benefits.

- **Information System for Operational Excellence:**

Implementing SAP S/4HANA across IPAK creates a unified ERP system that integrates all core processes, ensuring seamless data flow and operational efficiency. With real-time analytics and AI-driven insights, it enhances decision-making and adaptability to market changes.

- **Research and Development:**

IPAK's robust R&D capabilities are driven by dedicated, state-of-the-art labs and a team of highly qualified experts. This commitment fosters continuous improvement and innovation, enabling the development of cutting-edge solutions and maintaining a competitive edge in the industry.

- **Lean Cost Model Coupled with Efficient Cost Synergies:**

Operates with a streamlined cost structure, minimizing overheads while maintaining quality and efficiency. Leveraged synergies from processes, partnerships, or acquisitions to further optimize costs and improve profit margins.

Sustainability Our Way

IPAK is pleased to be a part of the circular economy drive in order to promote the packaging sector and offer products that are worthwhile and sustainable for the environment. We planned our new investments on sustainable operations with reduced carbon footprint and renewable energy base. Production at the new plant will be powered partly with a Solar plant, evidence of Group's commitment to sustainability.

Since the beginning, we have worked with governments, businesses, and brand owners to develop our films with the environment in mind and to be able to adhere to the goals that place an emphasis on minimizing plastic consumption, pledging to recycle plastic, and supporting systemic improvements. IPAK also emphasizes and focus on optimizing the operational processes in such a way to reduce our impact on the environment by ensuring sustainable practices in all our operations by minimizing the environmental pollution and ensure the sustainable manufacturing

of the films. Energy conservation in IPAK is also one of prime concerns and is efficiently managing its energy load through rational use of natural resources by making responsible choices. Emphasis on stopping the excess use of water and minimize the paper usage through digitalization. We also invest in our employees through training and education, enabling improved levels of quality and production.



Business Highlights

- **Top Talent Across All Functions:**
Attracted and retained high-calibre professionals in critical roles, enabling strategic vision and operational excellence. A skilled workforce is pivotal for innovation, customer satisfaction, and sustainable growth.
- **Strong Corporate Governance:**
Practices robust governance, ensuring transparency, accountability, and ethical decision-making. This fosters investor confidence, enhances organizational reputation, and mitigates risks associated with regulatory and operational challenges.



IPAK INTERNATIONAL PACKAGING INSTITUTE
GPAK GLOBAL PACKAGING ASSOCIATION
INAUGURATION CEREMONY
GPAK GLOBAL PACKAGING ASSOCIATION
IPAK INTERNATIONAL PACKAGING INSTITUTE

#GPAK #IPAK



01

Important
Disclaimer

02

Group
Structure

03

Vision &
Mission

04

Operational
Overview

05

Financial
Highlights

06

Business
Highlights

07

Outlook

08

Question
and Answer

Outlook

- Growing in line with long-term strategic plans with a focus on expanding exports, particularly in specialized packaging films with higher margins.
- Dedicated to enhancing shareholder value, ensuring sustainable growth, appropriate returns for shareholders, and continued trust from stakeholders.
- Leveraging advanced technology, group synergies in cost optimization, and human capital to drive efficiency and innovation.
- Committed to prudent risk management to navigate political and economic uncertainties effectively.
- Maintaining transparency and remain environmental conscious.



- 01**
Important Disclaimer
- 02**
Group Structure
- 03**
Vision & Mission
- 04**
Operational Overview
- 05**
Financial Highlights
- 06**
Business Highlights
- 07**
Outlook
- 08**
Question and Answer

QUESTION AND ANSWERS

THANK YOU