



PAKISTAN ALUMINIUM BEVERAGE

Corporate Briefing Session
2024

CANS LIMITED



PRESENTERS

- Mr. Azam Sakrani (Director and CEO)
- Mr. Syed Asad Hussain Zaidi (CFO)
- Mr. Sohail Akhtar Gogal (Company Secretary)

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COMPANY PROFILE

Pakistan Aluminium Beverage Cans Limited (PABC) is a pioneer in manufacturing beverage cans in Pakistan. PABC began its journey in December 2014 as the Country's first and only manufacturer and exporter of aluminium beverage cans. Its commercial production began in September 2017, with a rated production capacity of 700 million cans per year. PABC has increased its production capacity over time and achieved a yearly rated output of 1200 million cans in January 2024.

PABC operates from its modern production facility located at M-3 Industrial City, Faisalabad, and provides quality products and services to its customers in Pakistan and abroad. At PABC, we believe in sustainable and ethical business practices, and our customers' satisfaction is at the forefront of our priorities.

As a company, PABC takes pride in contributing to the industrial diversity of the Country, creating domestic value, and reducing imports. We are proud of our journey, and we look forward to becoming the preferred choice for beverage can solutions.

COMPANY INFORMATION

Incorporation:	14-Dec-2014
Listing:	16-Jul-2021
Symbol:	PABC
Authorized Capital:	PKR4000.0M
Paid up Capital	PKR3611.1M
Auditors:	Kreston Hyder Bhimji & Co
Share Registrar:	THK Associate (Pvt) Ltd
Address:	<ul style="list-style-type: none">◦ 29 & 30, M-3 Industrial City, Main Boulevard, Sahianwala, Faisalabad

Board of Directors

Chairman and CEO

- Mr. Simon Michael Gwyn Jennings (Chairman)
- Mr. Azam Sakrani (CEO)

Independent Directors

- Mr. Irfan Zakaria
- Mr. Salim Parekh

Non Executive Directors

- Mr. Zain Ashraf Mukaty
- Mr. Asad Shahid Soorty
- Ms. Hamida Salim Mukaty

Officers

- Syed Asad Hussain Zaidi (CFO)
- Sohail Akhtar Gogal (Company Secretary)

Financial Performance

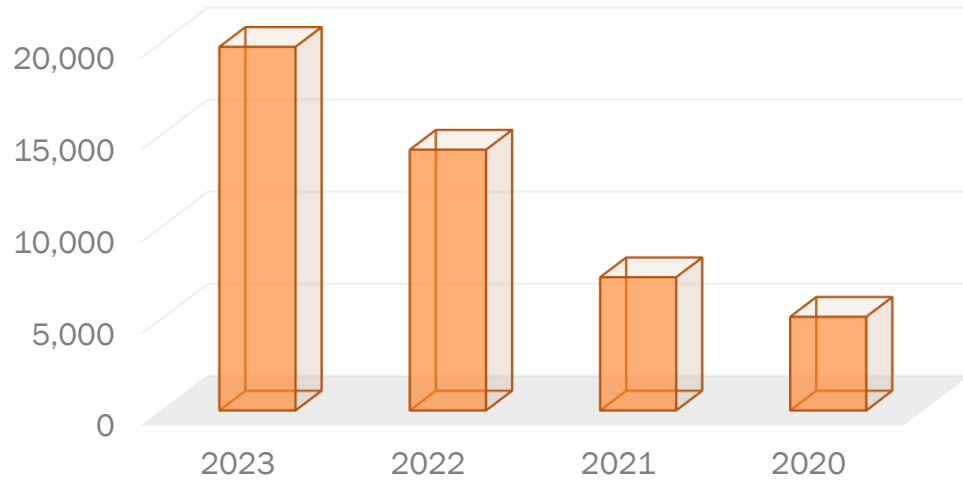


KEY FINANCIAL HIGHLIGHTS

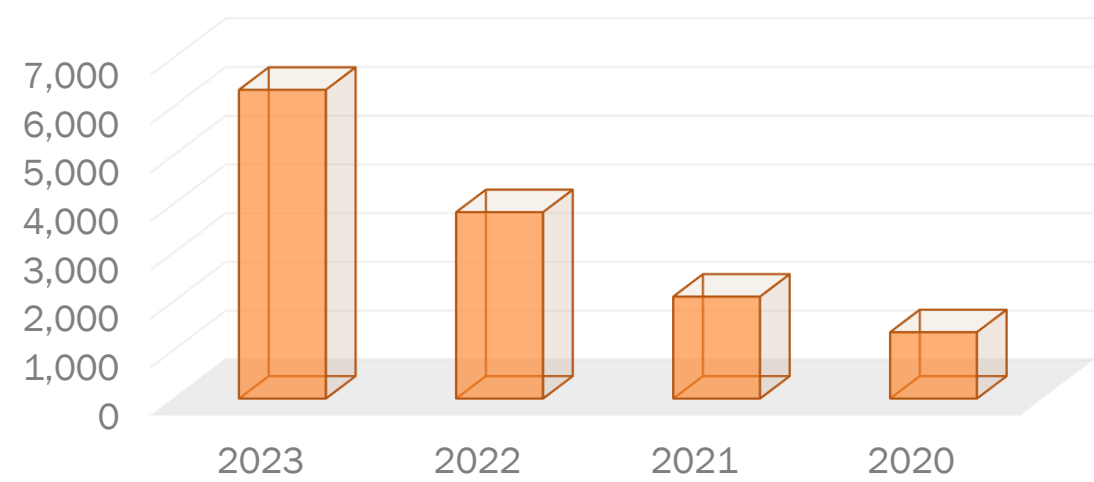
		2023	2022	2021	2020
Net Sales	PKR Mil	19,736	14,153	7,230	5,084
Exports	PKR Mil	9,426	5,989	2,682	1,998
Local	PKR Mil	10,310	8,164	4,548	3,086
Gross Profit	PKR Mil	7,645	4,728	2,565	1,542
Net Profit	PKR Mil	5,018	2,703	1,577	611
EBITDA	PKR Mil	6,338	3,826	2,093	1,363
GP Ratio	%	38.41%	33.41%	35.48%	30.32%
NP Ratio	%	25.42%	19.10%	21.81%	12.01%
EPS	PKR	13.9	7.48	4.37	1.69
Interest Cover	Times	8.38	8.66	6.50	2.65
Total Assets	PKR Mil	21,457	15,358	12,167	8,805
Shareholders Equity	PKR Mil	10,635	6,882	4,721	3,144

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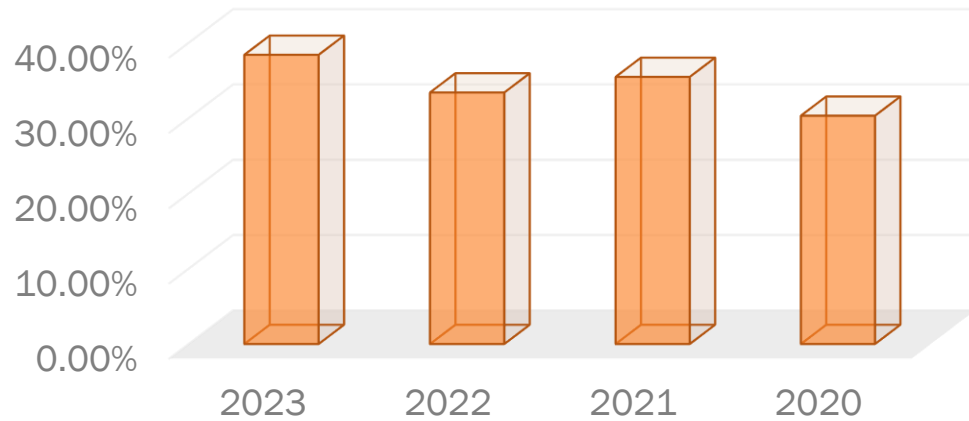
Net Sales PKR Mil



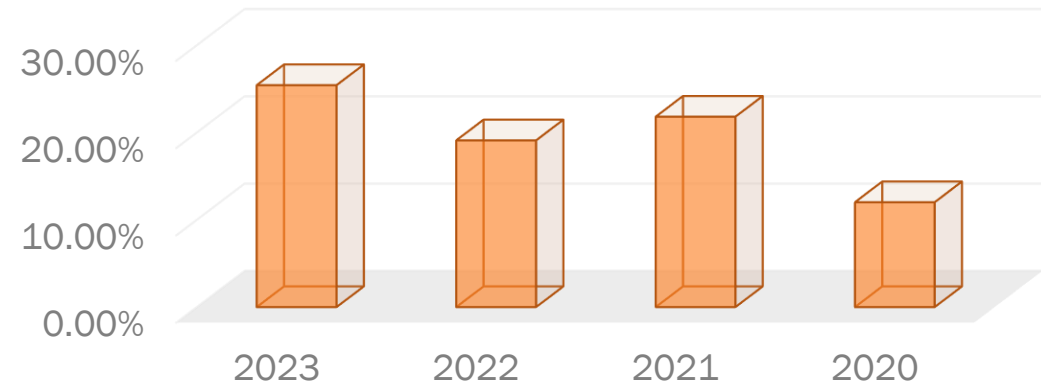
EBITDA PKR Mil



GP Ratio %



NP Ratio %



ANNUAL CAPACITIES

FY 2023

FY 2022

Rated Capacity	950.0*	Rated Capacity	950.0
Installed Capacity	855.0	Installed Capacity	822.5
Actual Production	811.8	Actual Production	723.5
Utilization	95%	Utilization	88%

* Rated Capacity was enhanced to 1200 M Cans p.a. in Jan-2024

FUTURE OUTLOOK

Capacity Expansion

Rated can manufacturing capacity has increased from 950 million to 1200 million cans per year in Jan-24.

Benefits of Capacity Expansion

- Effectively meet only peak season demand.
- Achieve operational and cost efficiencies.

Financial Outlook

- Revenue of PKR18 Bn (approx.) is projected in FY-2024.
- Expected sales volume around 750M (approx.) cans in FY-24
 - Revenues and volumes may vary considering the various factors like forex rate, inflation and demand conditions especially in local market.

Note:

Please note that the estimations provided are prudent and it is possible that the actual results may deviate from the forecasted or expected results. The company does not accept any responsibility for any disparities that may arise, and it is advised not to rely on these estimations when making any decisions.

FUTURE OUTLOOK - RISKS AND MITIGATION STRATEGIES

Risks and Uncertainties

- **Volatile international commodity prices:** Global fuel costs and geopolitical instability can inflate commodity prices, squeezing profit margins for Pakistani businesses reliant on imports.
- **Economic volatility within Pakistan:** High inflation rates and interest levels reduce consumer spending, impacting businesses' profitability.
- **Foreign exchange scarcity:** Limited forex availability for imports may disrupt operations for companies relying on foreign materials.
- **International conflicts:** Escalating global conflicts disrupt trade and investment, affecting Pakistan's economy and supply chains.
- **Aluminum price decline:** A drop in aluminum prices could reduce revenue for companies like PABC.
- **Regional production increase:** Growing production capacity in Central Asia intensifies competition, potentially lowering market share and profits.

Mitigation Strategies

- Active management approach.
- Trying to enhancing existing export markets and exploring new markets
- Leveraging Company's expertise and resources.
- Monitoring and adapting to evolving circumstances.

Note:

These identified risks are based on current market conditions and geopolitical factors and may evolve over time. It's important to note that not all risks may materialize, and unforeseen events could also impact business operations. The provided risks are intended for informational purposes only and should not be considered exhaustive. Investors and Businesses should conduct thorough risk assessments tailored to their specific circumstances and consult with appropriate experts or advisors to mitigate potential threats effectively.

- Q & A

Thank you