



## MANAGEMENT DISCUSSION AND ANALYSIS

AMG Packaging & Paper Company Limited (AMG) presents its Unaudited Financial Statements for the 3rd Quarter ending August 31, 2023.

### Revenues

Revenues for the 12 Month period to August 31, 2023, increased by 1.65%, moving from \$995.70 million to \$1.01 billion. For the 3-month period ending August 2023, revenues decreased by 11.75%, moving from \$257.32 million to \$230.27 million.

### Total Manufacturing Costs

Total Manufacturing Costs for the 12 Month period to August 31, 2023, decreased by 3.29%, moving from \$722.66 million to \$699.67 million, while these costs for Q4 2023 decreased by 20.53%, moving from \$182.66 million to \$151.55 million. This was due mainly to the increase in efficiencies in our production processes.

### Gross Profit

Gross Profit for the period to August 31, 2023, increased by 14.43%, moving from \$273.04 million to \$312.44 million. Gross Profit for Q4 2023 increased by 5.44%, moving from \$74.66 million to \$78.72 million.

### Expenses

Total Expenses for the 12 Month period to August 31, 2023, increased by 19.83%, moving from \$150.20 million to \$179.98 million. Total Expenses for Q4 2023 increased by 7.33%, moving from \$45.19 million to \$48.50 million. This is as a result of the movement in depreciation costs.

### Net Income Before Tax

Net Income for the 12 Month period to August 31, 2023, showed an increase of 8.02%, moving from \$123.13 million to \$133.00 million. For Q4 2023, Net Income increased by 3.49%, moving from \$29.47 million to \$30.50 million.

For the 2023 Financial year, AMG continues on its recovery path and we are very happy in our ability to have reached the 1 billion dollars in revenue.

Paper roll deliveries have improved and we continue to monitor the situation.

We look forward to another positive year.



.....  
George Hugh  
Managing Director