



**MATCO FOODS LIMITED**







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# ABOUT US



Matco Foods Limited (MFL) is a leading publicly-traded agri-business in South-Asia, providing convenient packaged consumer goods and quality ingredients. The company's products include predominantly basmati rice, rice glucose, rice protein, rice maltodextrin, Himalayan pink salt and other gourmet salts, spices, dessert mixes and many more.

With over 50 years of experience in the rice industry, and a global portfolio of more than 150 corporate customers, the company is the largest basmati rice exporter from Pakistan, and its flagship brand "Falak Basmati Rice" is available in more than 45 countries worldwide. MFL also exports private label brands to over 65 countries across the globe. The company operates 4 rice processing and milling plants which include vertically-integrated paddy drying, storage, husking and processing facilities in Karachi, Sindh and Sadhoke, Punjab.

MFL has recently diversified its operations with the production of Rice Glucose and Rice Protein with a production capacity of 30,000 MT per annum of the former and 3,000 MT per annum of the latter.

MFL is also a committed proponent of renewable energy and a sustainable environment amidst the climate crisis, and has recently made accelerated moves towards using solar energy in its production methods, as well as working towards a sustainable industry from the grassroots farm level with initiatives alongside Oxfam and the Sustainable Rice Platform (SRP).

We aim to serve the needs of our global consumers and are organically certified from the US NOP and EU Organic. MFL is also the only International Finance Corporation (IFC) investee company in its sector since 2012.

## INTERNATIONAL FINANCE CORPORATION

IFC, a member of World Bank Group invested \$5 million equity in MFL in 2012. The partnership with IFC has helped the transition of MFL from a family-owned company to a major publicly listed food company.



This initiative is part of IFC's broader development strategy in Pakistan that promotes sustainability and supports the country's agriculture sector. Farming is the largest part of the country's economy, contributing 21 percent of the gross domestic product and employing 45 percent of the total workforce. The investment will thus help generate employment opportunities, improve livelihood of farmers and help MFL expand its reach worldwide.

## LISTING AS A PUBLIC LIMITED COMPANY

On 24th January 2018, MFL successfully completed its listing as a public limited company on the Pakistan Stock Exchange. The company raised Rs. 757 million, which financed the expansion of the Rice Syrup and Protein Plants from 10,000 MT of glucose and 1,000 MT of protein production capacity per annum to 30,000 MT of glucose and 3,000 MT of protein respectively.



## JKT GENERAL TRADING (FZE)

In October 2013, MFL set up JKT General Trading (FZE), in Sharjah, U.A.E. JKT General Trading (FZE) is a 100% owned subsidiary of MFL. JKT General Trading's (FZE) principal banking partner is MCB Bank Limited, UAE. MCB Bank is one of Pakistan's leading banks, and has established Wholesale Branch Banking operations in Dubai, UAE.



The principal activities of the company are commercial trading, export and import. This has allowed MFL to expand its boundaries and increase its presence in important GCC markets.



# VISION

To become a leading global supplier of sustainable consumer food products and quality ingredients that offer convenience to our customers.

# MISSION

We strive to provide customers with premium quality products; to be innovative and customer-oriented; to create strong enduring partnerships with suppliers; to continuously invest in our people and to create long-term values for all our stakeholders.





# OUR FACILITIES

We strive to be the most technologically advanced agri-business in Pakistan. In line with our promise of excellence and innovation in our production methods, our facilities are equipped with the most modern and highest quality equipment from Satake, Buhler, Muyang & Meyer, SKF and GSI.

## RICE PLANT - KARACHI, SINDH

- Rice production capacity - 150,000 MT of raw rice per annum
- Rice processing capacity - 35 MT/hr
- Rice storage capacity - 10,000 MT
- Paddy Drying Capacity - 8 MT/hr
- 10 colour sorters
- 5 production lines
- 500,000 sq ft. of MFL facilities in Karachi



## RICE PLANT – GUJRANWALA, PUNJAB

- Rice processing capacity - 500 MT paddy per day
- Rice storage capacity - 32,000 MT
- Paddy drying capacity - 25 MT/hr
- Parboiling capacity - 100 MT/day
- Milling capacity - 25 MT/hr
- Steaming capacity - 250 MT/day



## PACKAGING FACILITIES – SINDH & PUNJAB

- 4 small packing lines from 500gm-10kg packaging
- 150 MT/day capacity
- New Products Division
- Dedicated facilities for Organic products





# RICE SYRUP & PROTEIN DIVISION

## RICE SYRUP

Rice syrup is a liquid solution obtained through starch hydrolysis, using rice as a raw material. It is purified and concentrated to form required solids. It is also known as glucose syrup or liquid glucose. It is an odourless viscous sweet syrup, processed and stored in an extremely hygienic environment.

Liquid syrup has a wide range of applications and is particularly useful where high concentrations of invert sugars are required. It also has the advantages of being anti-crystalline, having a low freezing point and a varying degree of sweetness compared to sucrose.

### Features:

- Organic
- Sweet flavour
- Odourless
- Extracted from GMO free rice
- Suitable for vegetarians
- Hypoallergenic
- Retains moisture
- Maintains freshness of food



## RICE SYRUP USES

### Sweetener & Preservative

Rice syrup is used for commercially prepared foods, as a thickener, sweetener and humectant. It is also used in the confectionary industry as an ideal additive for flavored sweets, hard candies, chocolate manufacturing, and in ice creams as a sweetener to enhance flavor and as an agent to lower its freezing point.



### Pharmaceutical

Rice syrup is an essential ingredient in cough syrups, suspensions and other vitamin-based tonics. It provides the mild sweet flavor and consistency in the liquid body. It is also used as a granulating agent for tablet coatings.



## RICE PROTEIN

Rice protein is a concentrated fraction of the entire rice grain, produced through an all-natural wet milling process. Its production process is a series of fermentation, filtration and enzyme processing to remove the protein and fiber from the rice grain. MFL can supply organic and conventional protein between 50 - 70% protein content, working upto 80% protein content

### Features:

- Organic
- Extracted from GMO free rice
- Suitable for vegetarians
- Hypoallergenic
- Excellent source of amino acid
- Customer-trend focused



## MALTODEXTRIN

Rice Maltodextrin and Syrup Solids are white, free-flowing powders with a clean sweet taste. They are made using a spray-dried process and have various food grade applications for binding and texturing. They are also used as a filler and a bulking agent at low DE levels.

### Applications

- Confectionery
- Biscuits
- Beverages
- Baking



## WHY MFL

### Research & Development:

In house R&D is one of MFL's key strengths. Our dedicated group of engineers and food technologists are continuously engaged in product and process improvement.

### Custom Formulations:

MFL provides tailored formulations for its customers. We are committed to producing and delivering customized quality products and services for all our customers.



# OUR PRODUCTS

Our wide range of Falak products are available in more than 45 countries.

## FALAK RICE



## FALAK SALTS



## FALAK SPICES



## MISCELLANEOUS





# OTHERS BRANDS

## AMBER



## BAHAR



# PRIVATE LABELLING

We offer private labelling for all customers globally and currently export private label brands to over 65 countries including Australia, USA, GCC, Singapore, Hong Kong, South Africa amongst many others

## RICE VARIETIES AVAILABLE FOR PRIVATE LABELLING

- White Super Basmati
- Brown Super Basmati
- Pure Basmati
- Pure Basmati Sella (Parboiled)
- 1121 Steam
- 1121 White
- 1121 Sella (Parboiled)
- Organic White Super Basmati
- Organic Brown Super Basmati
- PK 386 White
- PK 386 Steam
- KS-282
- IRRI 6
- IRRI 6 Sella (Parboiled)
- IRRI 9
- D-98
- Custom Blend





# QUALITY CONTROL

From the very first stage of paddy purchase to the final packed goods, our Quality Control department is present every step of the way, to ensure conformity with international quality and hygiene parameters.

MFL's laboratories are staffed with highly trained food technologists and are equipped with the latest testing apparatus which includes:

- Elisa Apparatus Kits for testing aflatoxin
- KETT Whiteness Meters
- Moisture Meters to test moisture in rice
- Moisture Meter to test carton's moisture
- BCT Machine (Box Compression Test Machine)
- Electronic Balances for weighing
- Vernier Calipers for grain measurement
- Grain Scope
- Whitener machines



## CERTIFICATIONS





# BARENTZ - MFL JOINT VENTURE

In 2019, Barentz Pakistan (Pvt) Limited was set up as a JV between MFL and Barentz Group - a Netherlands-based leading provider of ingredients for the pharmaceutical, personal care, food & nutrition, and animal nutrition industries.

**BARENTZ**

Barentz Pakistan (Pvt) Limited operates as a multi-national food ingredient distributor in Pakistan, catering to the local Pakistani Food, Nutrition and Pharma Industry.

Barentz Pakistan (Pvt) Limited provides a breadth of access, service, quality and experience to its customers under the banner of Barentz Group which has more than 65 years of experience in the industry.



# SUSTAINABILITY

## MFL GOES GREEN

With the ongoing global climate crisis, we aim to ambitiously reduce our carbon footprint and reach our goal of using sustainable and energy efficient production methods. MFL Goes Green is our latest initiative, which highlights the use of renewable energy in our production methods.

The project of solar panels installation at our Karachi & Sadhoke facilities is complete. The project size is 1135 kWp and has an annual energy generation capacity of 1.6 Million kWp units. Through this, 1000 tons of Co<sub>2</sub> emissions are saved which is roughly equivalent to planting 38,000 trees.

This project is also equipped with net metering which will enable us to add back approximately 280,000 kWp units annually to the national grid, helping MFL aid in its goal of giving back to the communities its operates in.





## SUSTAINABLE SUPPLY CHAIN

Our integrated supply chain from fields to rice mills to the production plants ensures traceability at all stages. This also ensures rigorous quality control and reinforces our promise of delivering the best to our customers. As a member of the Sustainable Rice Platform (SRP), MFL also ensures sustainability and efficiency at all levels of production, connecting all stakeholders, improving the livelihood of farmers and protecting and preserving the environment.



## MFL KISSAN DOST PROGRAM

MFL started its Kissan Dost Program (Farmer's Friend Program) in 2012 to assist farmers near its Sadhoke, Punjab processing plant. This program currently caters to over 600 farmers, providing them extensive services with the aim of improving the supply chain of basmati rice, enhancing the production capabilities of the farmers and lowering their costs. This program ensures traceability at every level from the planting of the seeds, to procurement and the processing of the final product.

The program was successful in empowering farmers' communities to avoid exploitative middlemen and deal directly with large buyers like MFL.

After over three years of dedicated engagement, this program has achieved EU Organic Certification. This was achieved through detailed auditing at farm-level production, factory-level processing and administrative-level traceability. MFL supplies certified Organic Brown and Organic White Basmati Rice to its customers across the globe through this program.





## GRASSROOTS FARMING INITIATIVE

In June 2017 MFL and Oxfam signed an agreement to run a pilot project in 10 villages in Punjab, Pakistan. The aim was to improve social, economic and environmental conditions of rice growers and workers in the rice value chain, especially targeting women who despite forming the bulk of the farmers, reap the fewest rewards.

The project reached out to 1500 farmers, of which nearly 68% were women. It also established 10 local Grower Organizations for farmers, focusing on education, tackling farmer problems and providing sustainable solutions based on the Sustainable Rice Platform standards.

Phase 2 of this project has begun in 2019, and extended till 2021. MFL and Oxfam will target a total of 25 local Grower Organizations (Villagers), reaching a total of 2500 farmers. MFL has supplied free seeds & technical equipment amongst other services to this project to improve the yield and farm efficiency from the ground-up, and equip farmers with the best modern farming practices.



## CORPORATE SOCIAL RESPONSIBILITY

MFL's vision is to support community service initiatives in the spheres of education and health in Pakistan. To this end, the company sponsored and formed a charitable trust by the name of Ghori Trust in October 2000, registered under the Trust Act, 1882. The Federal Board of Revenue (FBR) has registered Ghori Trust as a Non-Profit Organization.



MFL is a committed member of the society and strives to make constructive efforts for the welfare of the community.



THE CITIZENS FOUNDATION



THE HUNAR FOUNDATION



NETWORK OF  
ORGANIZATIONS  
WORKING FOR PEOPLE WITH  
DISABILITIES, PAKISTAN



KARACHI DOWN  
SYNDROME PROGRAM



INDUS HOSPITAL



ABBASI SHAHEED  
HOSPITAL





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