

Manufacturers Of Quality PET Bottles and Preforms

Ec  **Pack Ltd**

CORPORATE BRIEFING SESSION

2023-24

November 26, 2024

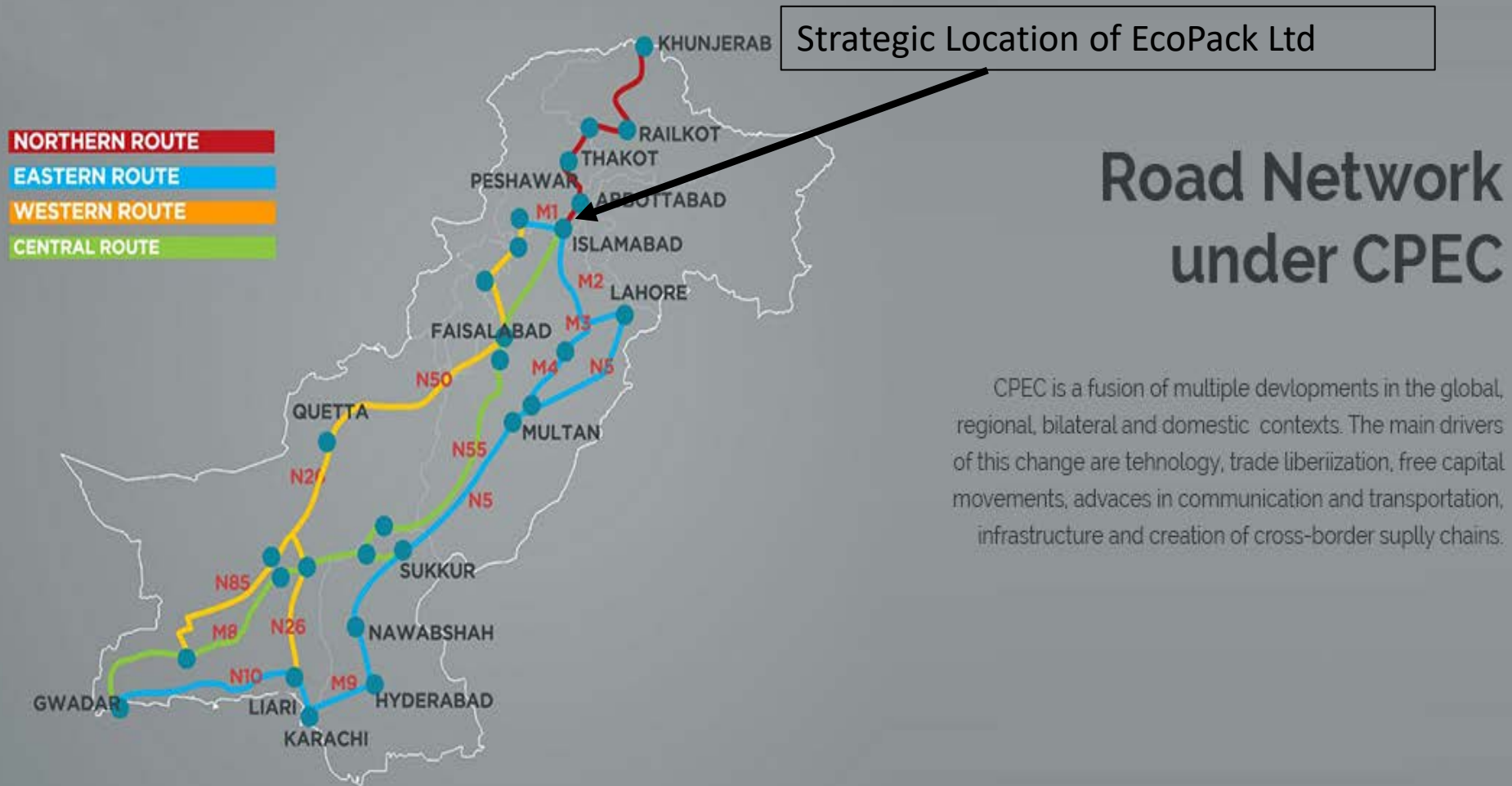
Profile of the Company

EcoPack Limited – A Brief Introduction

- EcoPack was Incorporated on August 25, 1991 as a private limited Company
- In 1992 it was converted into a public limited Company
- In 1994 it was successfully listed on the Pakistan Stock Exchange
- EcoPack is one of the leading manufacturers & market leader in the supply of PET bottles in Pakistan
- First to introduce the high speed 'two-stage' manufacturing process, by uncoupling the production of PET preforms from bottle production in the Pakistan market
- EcoPack is an ISO 9001, ISO 22000 and Halal certified Company
- Rated by PACRA as BBB for long term and A2 for short term with "Stable" outlook
- EcoPack is the premier vendor for internationally renowned brands i.e. Pepsi, Coca Cola & Unilever as well as leading national brands like Muree Group, Sparklets, Hamdard Rooh Afza, Qarshi Jam-e-Shireen, Gourmet Cola, Punjab Oils, Shama Oils, Springley, Pivrifine Water etc.
- Production capacity of around 327 million bottles and 685 million preforms per year
- Manufacturing plant is located in the Hattar Industrial Estate in Khyber Pakhtunkhwa province and offices are in Rawalpindi, Lahore and Karachi



Strategic Location



Industry Overview

The demand for PET containers in Pakistan has been growing at a very steady rate. For industries such as carbonated soft drinks (CSD), beverages, drinking water, syrups, juices, agro-chemicals, cooking oil and pharmaceuticals, it is the future. It is a proven catalyst to business growth and profitability in these sectors as also witnessed in many other countries globally. Pakistan is following the global trends of PET bottles & containers as a fast growing packaging material. Some popular features / trends are as follows:

PET bottles for beverages started with the 1.5 liter PET Bottle and since then many new sizes from 200 ml to 2.5 liters are now available for consumers

Growth continues in the existing core CSD PET Home Pack (1.5 Liter and 1 Liter) Bottles, despite introduction and growth of single serve small PET packs

Conversion of Pharmaceutical Products from glass to PET Bottles

Hot fill heat resistant bottles for Juice & Energy drinks

PET single serve 345 ml bottle substituting 250 ml Returnable glass bottles (RGB)

Red Syrups, Squashes & other concentrate based drinks in PET bottles such as Qarshi Jam-e-Shireen, Rooh Afza, Mitchells, Shezan and others

Significant surge in demand of National products changing the dynamics of the Industry

Major Competitors

Companies	Location
Gatron / Novatex	Hub, Karachi & Faisalabad
Krystallite (Gatron Group Company)	Karachi & Lahore
Al-Hafiz Crystoplast	Peshawar & Faisalabad
Continental Plastics	Karachi & Lahore
Mehran Plastics	Karachi & Lahore
Pak Synthetic Limited (PSL)	Karachi
InstaPlast	Lahore

Major Products

The principal business activity of the Company is manufacturing and sale of Polyethylene Terephthalate (PET) Bottles and Preforms for the Beverage and other liquid packaging industry

PET Bottles & Preforms

- EcoPack supplies Preforms & Bottles for the complete range from 200 ml to 16 Liters
- Manufacturing on State-of-the-art Husky, Sidel, Kronos, Gardner Denver equipment – All top names in their own category of machines

Major Customer Segments:

- Carbonated Soft Drinks
- Syrup Squashes & Others
- Mineral Water
- Juices
- Pharmaceutical
- Edible Oil
- Cleaning agents

Rupees in Million

Segment Topline Revenue	2024		2023	
	Revenue	%age	Revenue	%age
PET Preforms - Injection	2,187	35%	2,285	40%
PET Bottles - Blowing	4,025	65%	3,405	60%
Total Revenue	6,212	100%	5,689	100%

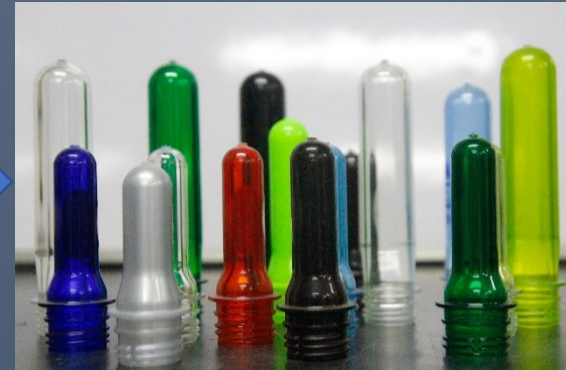
Manufacturing Process



PET Resin (Raw Material)



Injection Moulding Process



PET Preforms



Blow Moulding Process



PET Bottles

Major Players of the Industry



Strategic / Operational Developments

New Projects & Opportunities Update

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

- 1.Improved sales in existing & new segments:** Enhanced sales performance in new customer segments, including large bottles for bottled water, edible oil, pharmaceutical products, and red syrups.
- 2.Diverse Product Capabilities:** EcoPack's 'Large Bottle Project' is equipped to produce a variety of one-way PET bottles ranging from 2.0 liters to 16 liters.
- 3.Balanced Diversification:** This initiative represents a well-balanced product diversification plan, catering to both existing and new customer groups.
- 4.Solar Power Success:** The company has successfully implemented its 500 kW solar power project, with plans to scale up solar generation based on the positive outcomes achieved.
- 5.Exploring Power Alternatives:** Efforts are underway to explore and enhance alternative power generation options to minimize reliance on costly and unreliable grid power.
- 6.Expanded Customer Base:** The inclusion of numerous national companies in the portfolio has significantly boosted the customer base, driven by the increased demand for national brands amid global political changes.
- 7.Manufacturing Capacity Expansion:** A moderate expansion of bottle manufacturing capacity is planned for completion within this financial year, positioning the company to boost both revenue and profitability.

Reportable Segments & Capacity

	<i>Units in Million</i>	
Plant Capacity And Actual Production	2024	2023
Bottles - Blowing		
Capacity	327	327
Production	219	187
Capacity utilization	67%	57%
Preforms - Injection		
Capacity	685	729
Production	445	432
Capacity utilization	65%	59%

Details of Financial Information

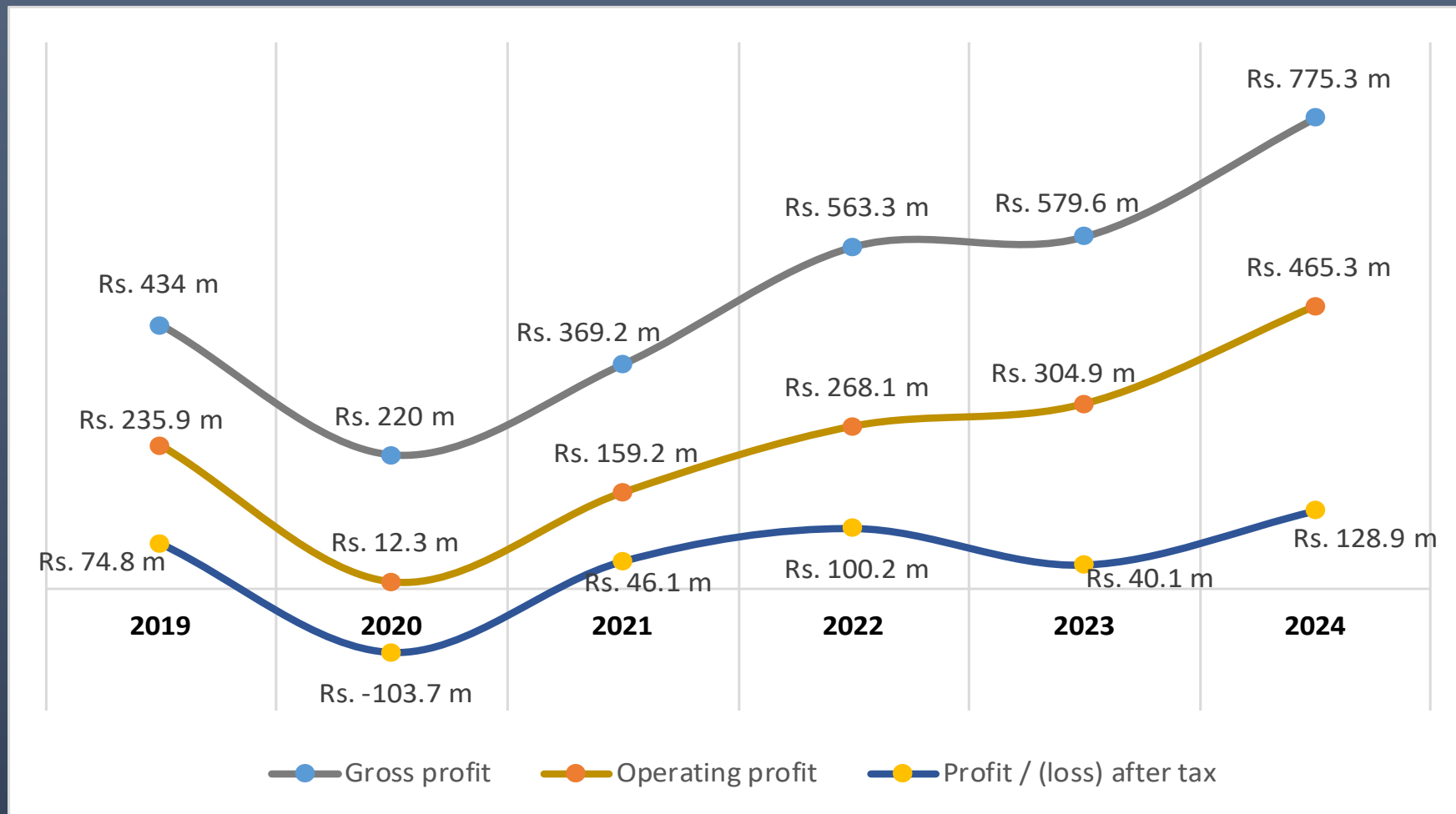
Last 6 years financial profile *(Rs. in million)*

Summary of Statement of Financial Position						
	2024	2023	2022	2021	2020	2019
Share Capital	483	483	420	381	381	347
Reserves	814	693	611	469	423	561
Equity	1,297	1,175	1,031	850	805	907
Non-current liabilities	109	139	172	272	340	397
Current liabilities	1,556	1,662	1,299	1,020	930	1,228
Total equity & liabilities	2,962	2,976	2,502	2,142	2,075	2,532
Non-current assets	1,532	1,566	1,441	1,354	1,426	1,464
Current assets	1,430	1,411	1,061	787	649	1,068
Total assets	2,962	2,976	2,502	2,142	2,075	2,532

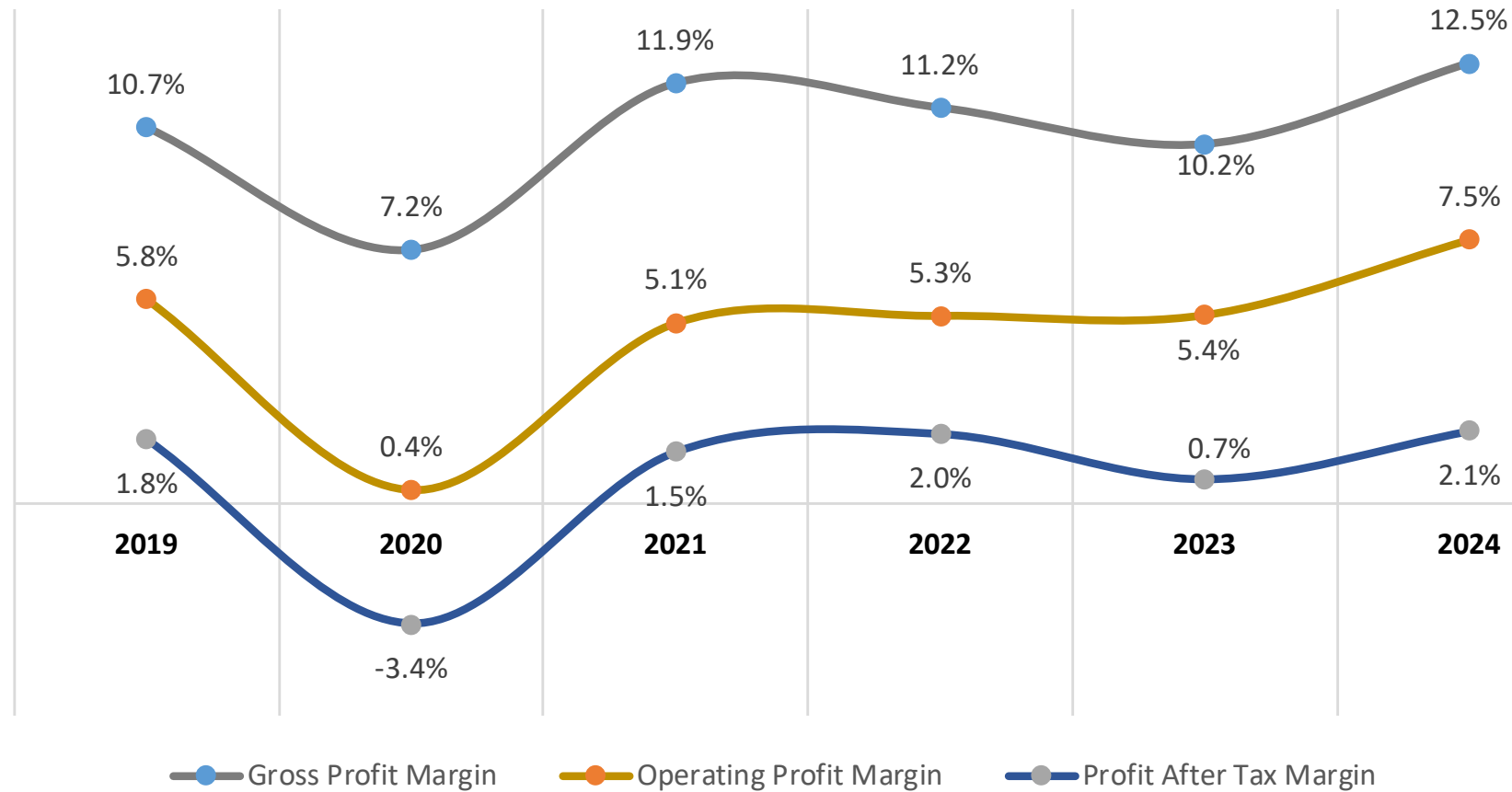
Summary of Statement of Profit or Loss						
	2024	2023	2022	2021	2020	2019
Sales	6,212	5,689	5,025	3,101	3,054	4,075
Gross profit	775	580	563	369	220	434
EBITDA	636	454	401	289	148	369
Operating profit	465	305	268	159	12	236
Profit/ (Loss) before tax	223	81	146	67	(145)	109
Profit/ (Loss) after tax	129	40	100	46	(104)	75
Cash dividend	15%	-	-	-	-	5%
Stock dividend	-	-	15%	10%	-	10%
Earnings per share	2.67	0.83	2.08	1.21	(2.72)	2.16

Gross Profit, Operating Profit & Profit/ (loss) After Tax

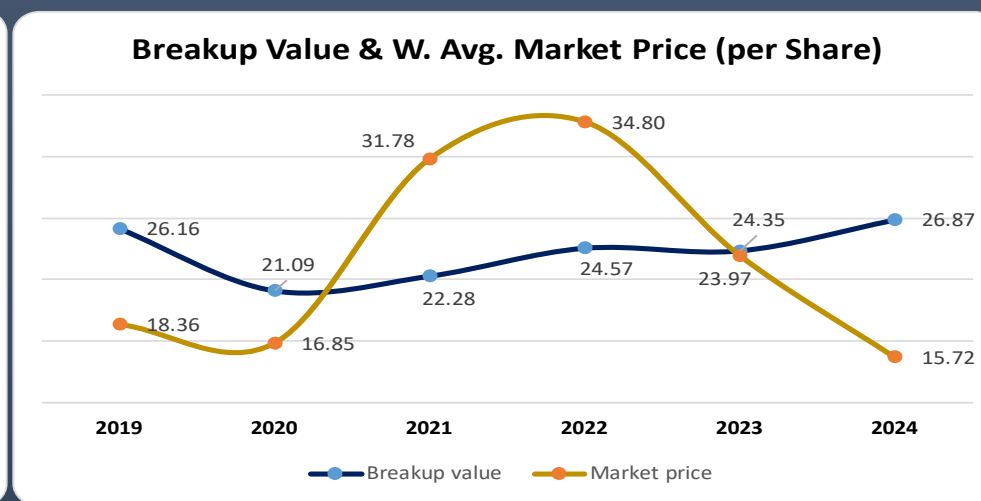
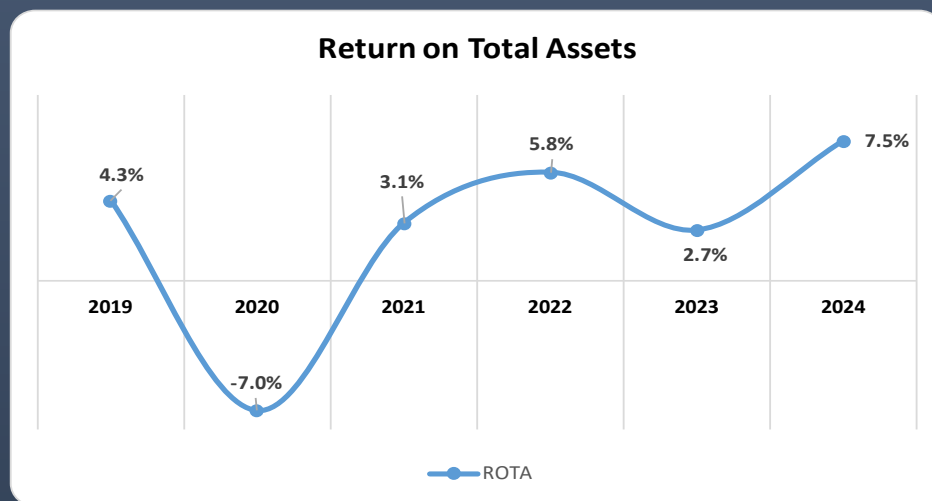
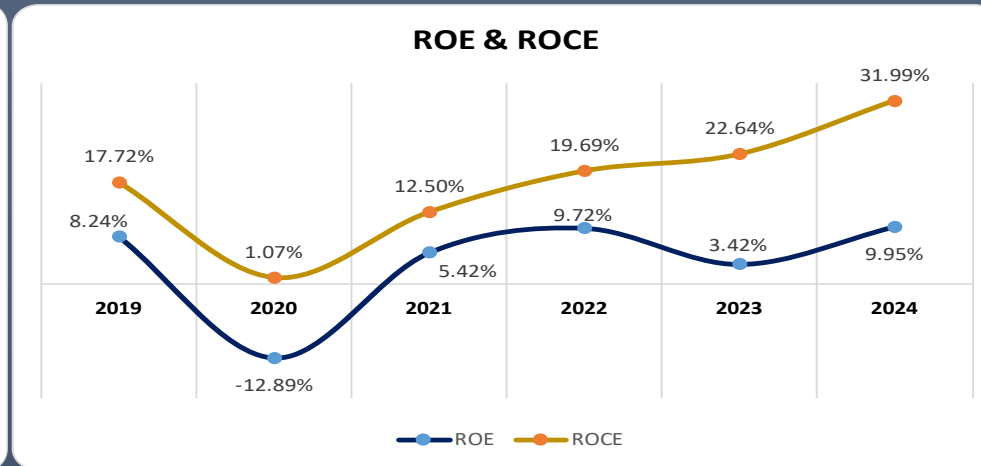
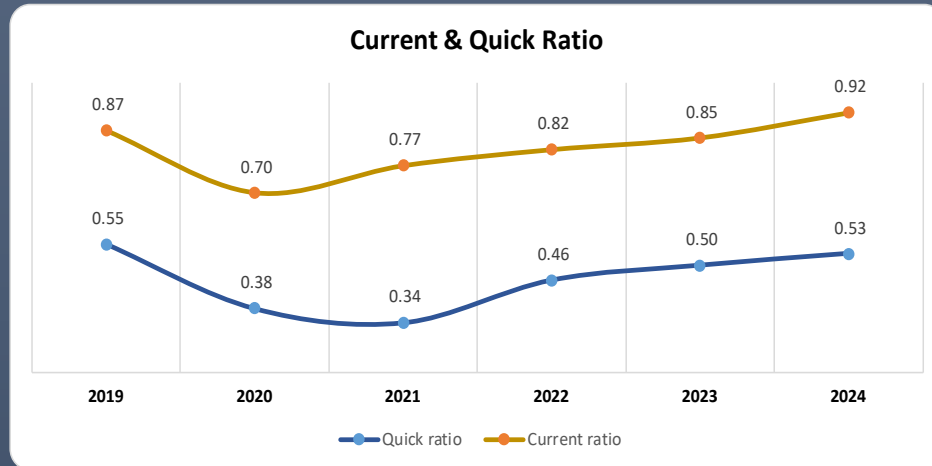
(Rupees in million)



Profitability Ratios

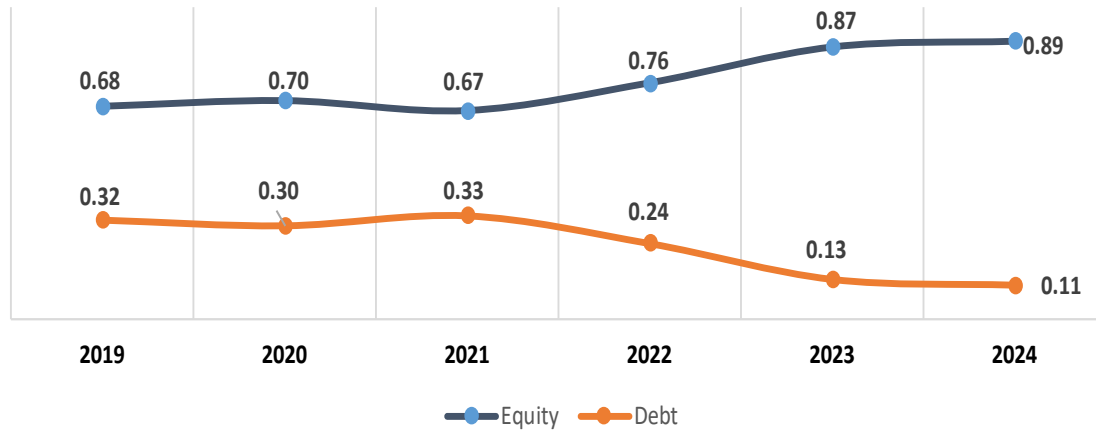


Financial highlights

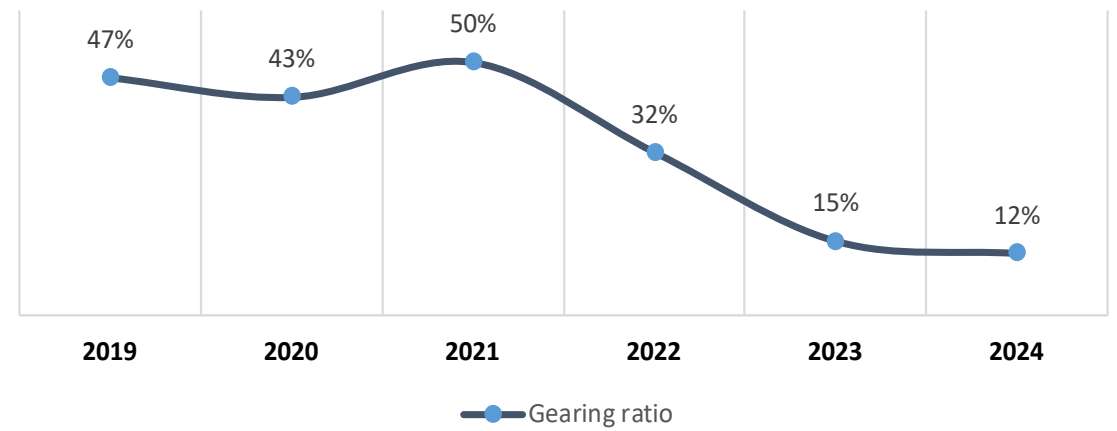


Financial highlights

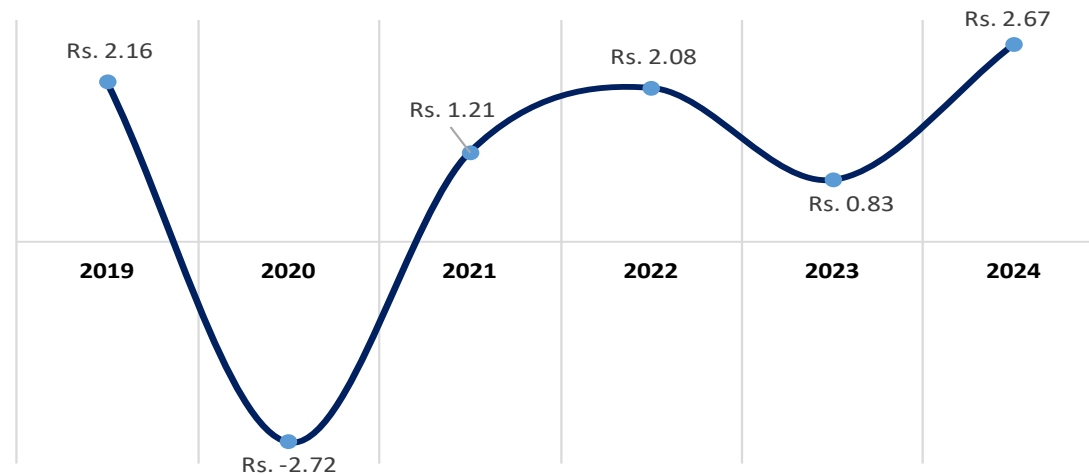
Debt Equity Ratio



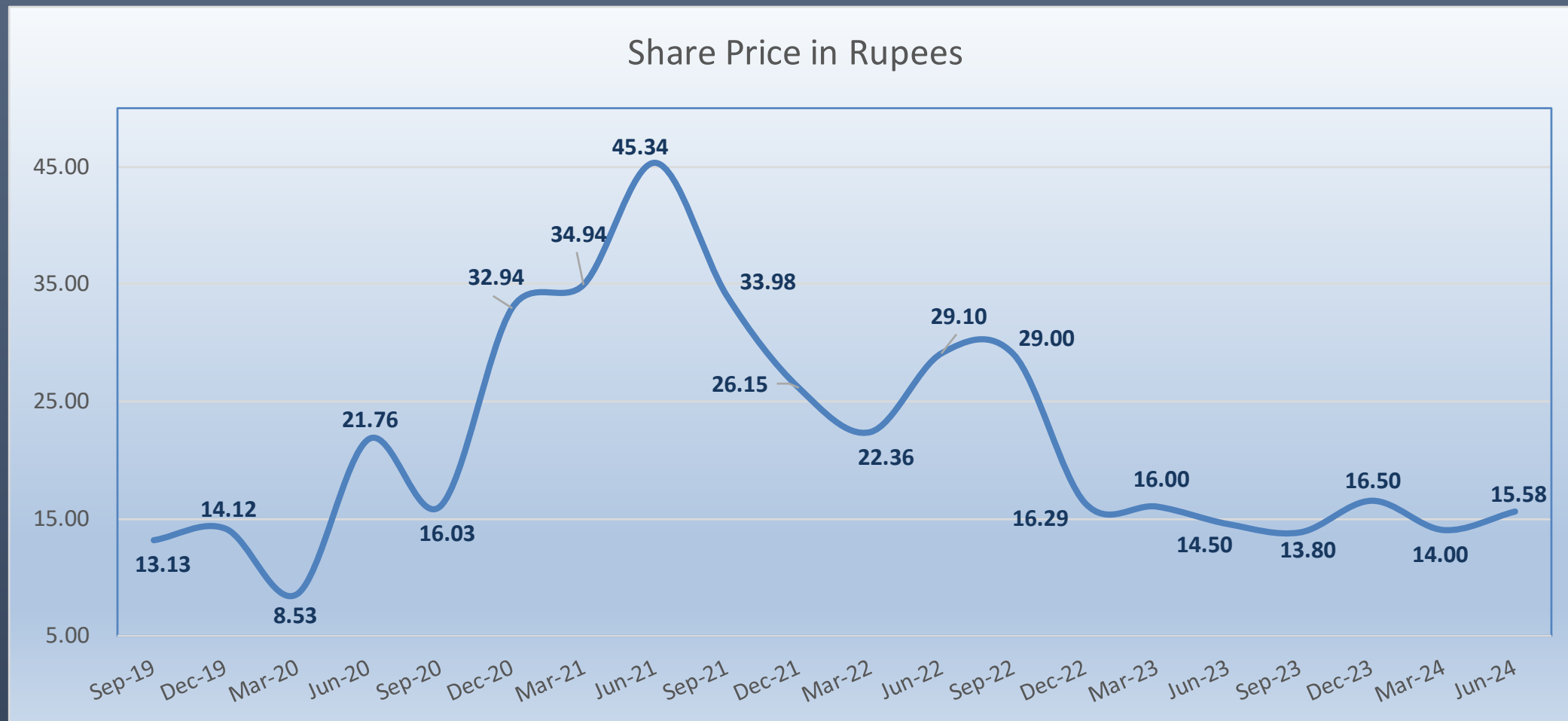
Gearing Ratio



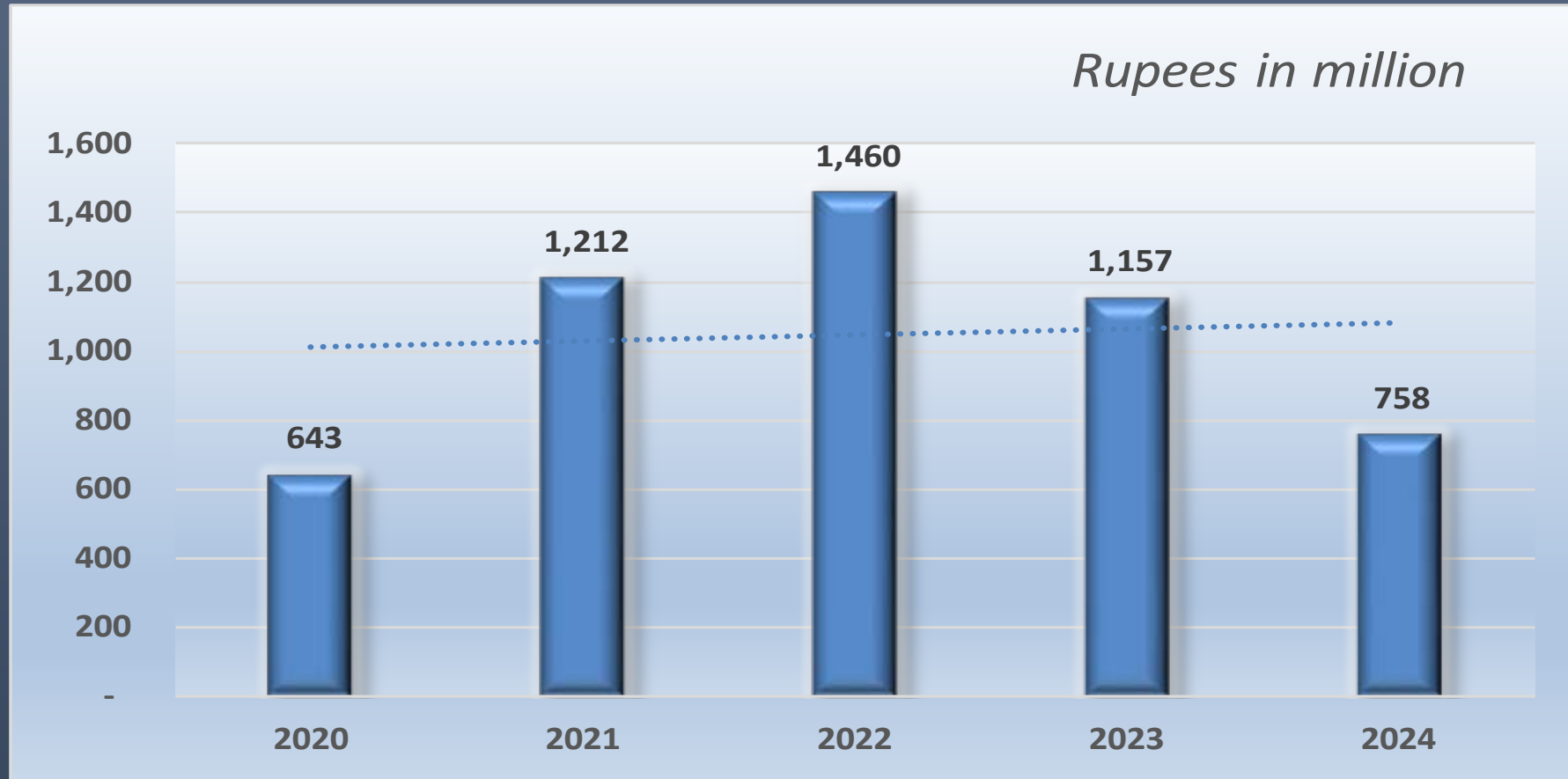
EPS



Shares Price Trend (as on at the end of each quarter)



Market Capitalization (BASED ON WEIGHTED AVERAGE SHARE PRICE)



Q & A

Thank You