

Manufacturers Of Quality PET Bottles and Preforms



# “CORPORATE BRIEFING SESSION”

for the Financial Year ended June 30, 2025

November 25, 2025 at 3 pm

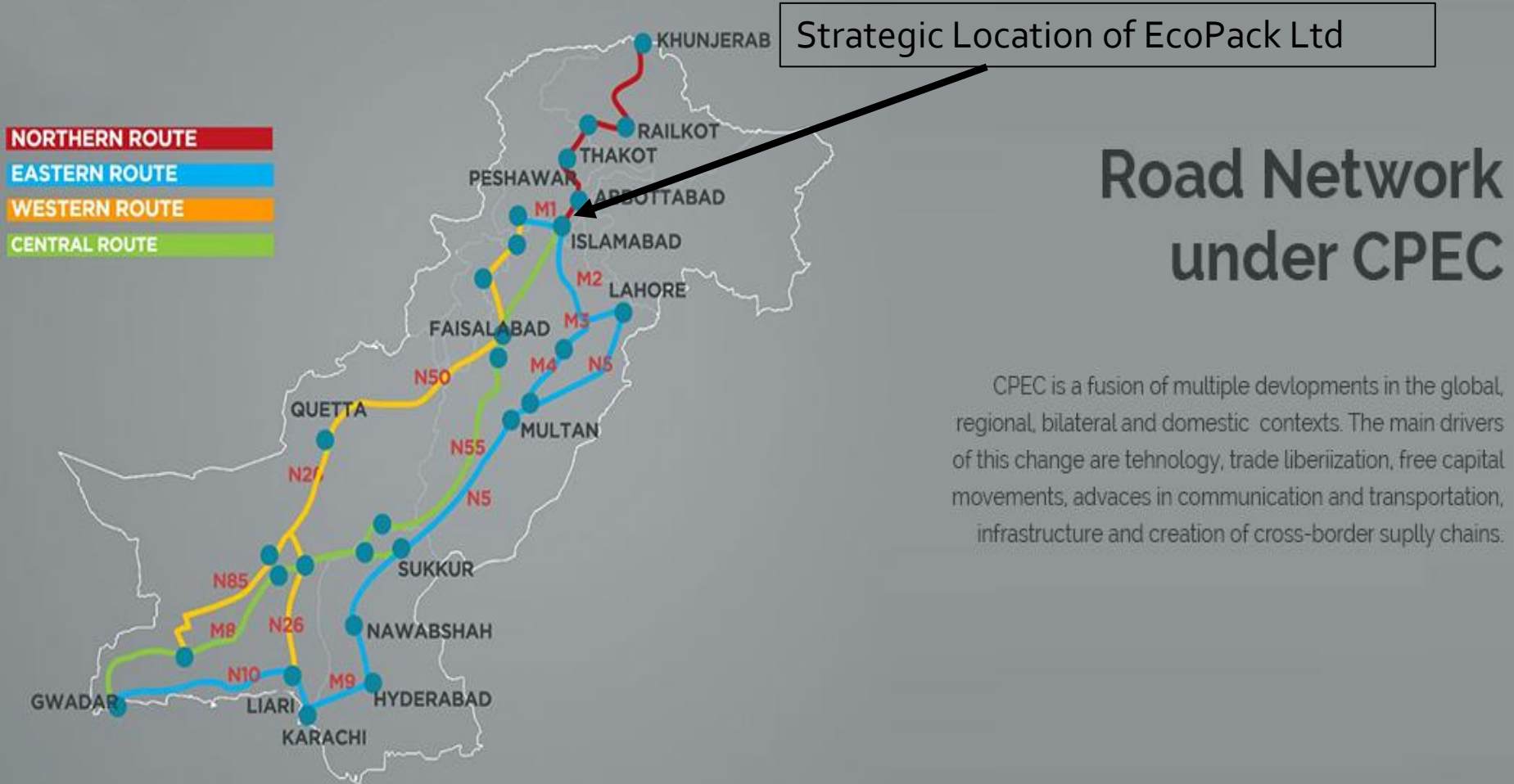
# Profile of the Company

# 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, Pivrine Water etc.
- Production capacity of around 342 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 Islamabad, 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 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 as a fast growing packaging material.

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 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 such as Qarshi Jam-e-Shireen, Rooh Afza, Mitchells, Shezan and others

Significant sales growth of National beverage brands due to the Gaza war sentiment

# 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, Krones, 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	2025		2024	
	Revenue	%age	Revenue	%age
PET Preforms - Injection	2,560	36%	2,187	35%
PET Bottles - Blowing	4,554	64%	4,025	65%
<b>Total Net Revenue</b>	<b>7,114</b>	<b>100%</b>	<b>6,212</b>	<b>100%</b>



# Manufacturing Process



PET Resin (Raw Material)



Injection Moulding Process



PET Preforms



PET Bottles



Blow Moulding Process





## Major Players of the Industry



# Strategic / Operational Developments

## New Projects & Opportunities Update

Improvement in sales to new customer segments of large bottles for bottled water, edible oil, pharmaceutical products and red syrups.

Induction of many new beverage companies as customers as Local companies are growing in volumes due to the customers sentiment towards National brands.

Expanded supplies to other Plants of CocaCola Beverages Pakistan Limited in addition to the newly set up greenfield plant in Hattar, in close proximity to Ecopack with large scale filling capacity.

Manufacturing and supplying Preforms made from rPET (Recycled PET) across Pakistan

Addition of Bottle Making capacity to cater to the growing market demand of National and International Beverage Brands

Improving EcoPack's energy mix by enhancing Solar Footprint of the company.

Acquisition of Land in proximity for future expansions .

# Reportable Segments & Capacity

Units in Million		
Plant Capacity And Actual Production		
	2025	2024
Bottles - Blowing		
Capacity	341	327
Production	248	219
Capacity utilization	73%	67%
Preforms - Injection		
Capacity	685	685
Production	540	445
Capacity utilization	79%	65%

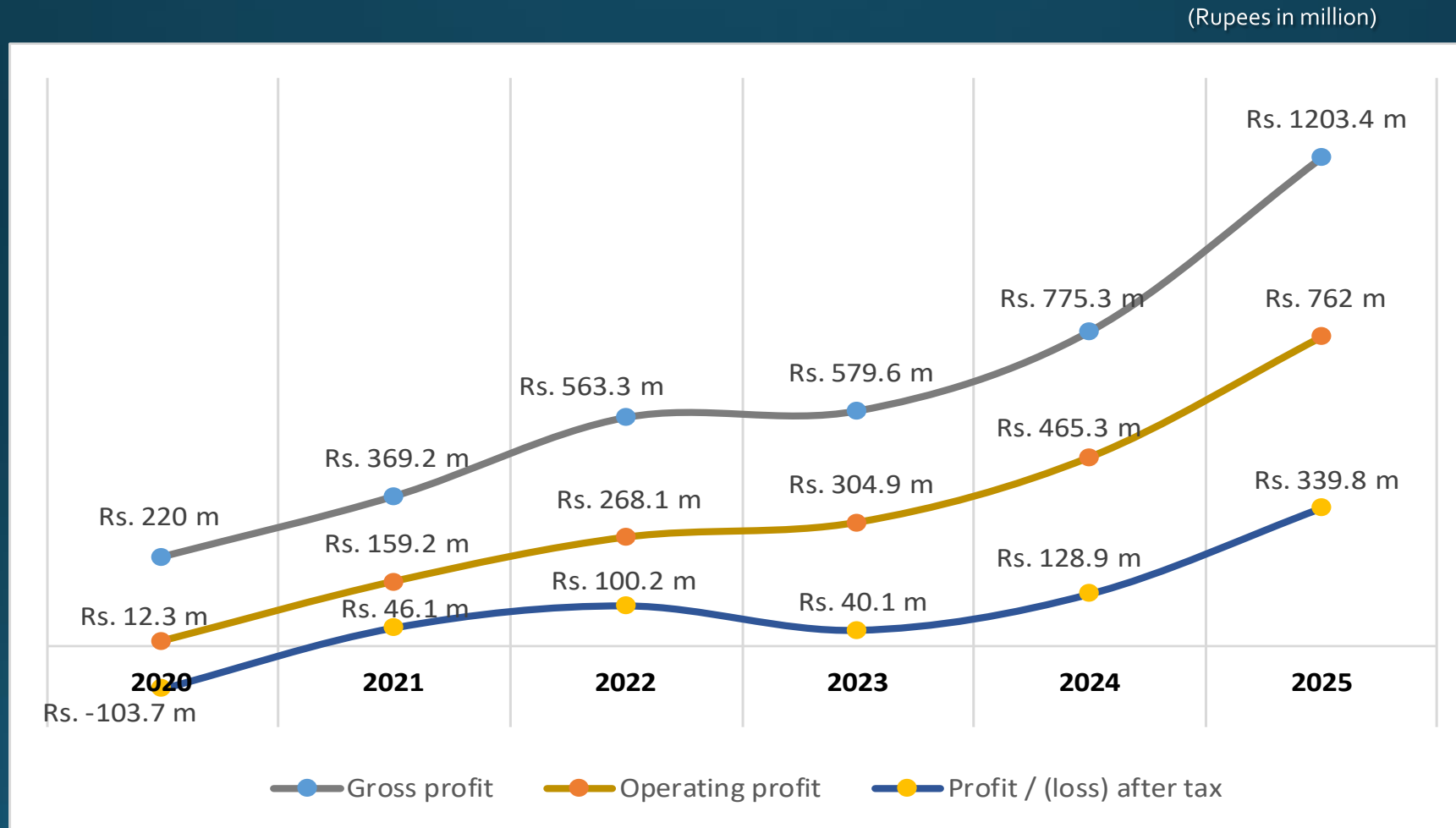
# Details of Financial Information

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

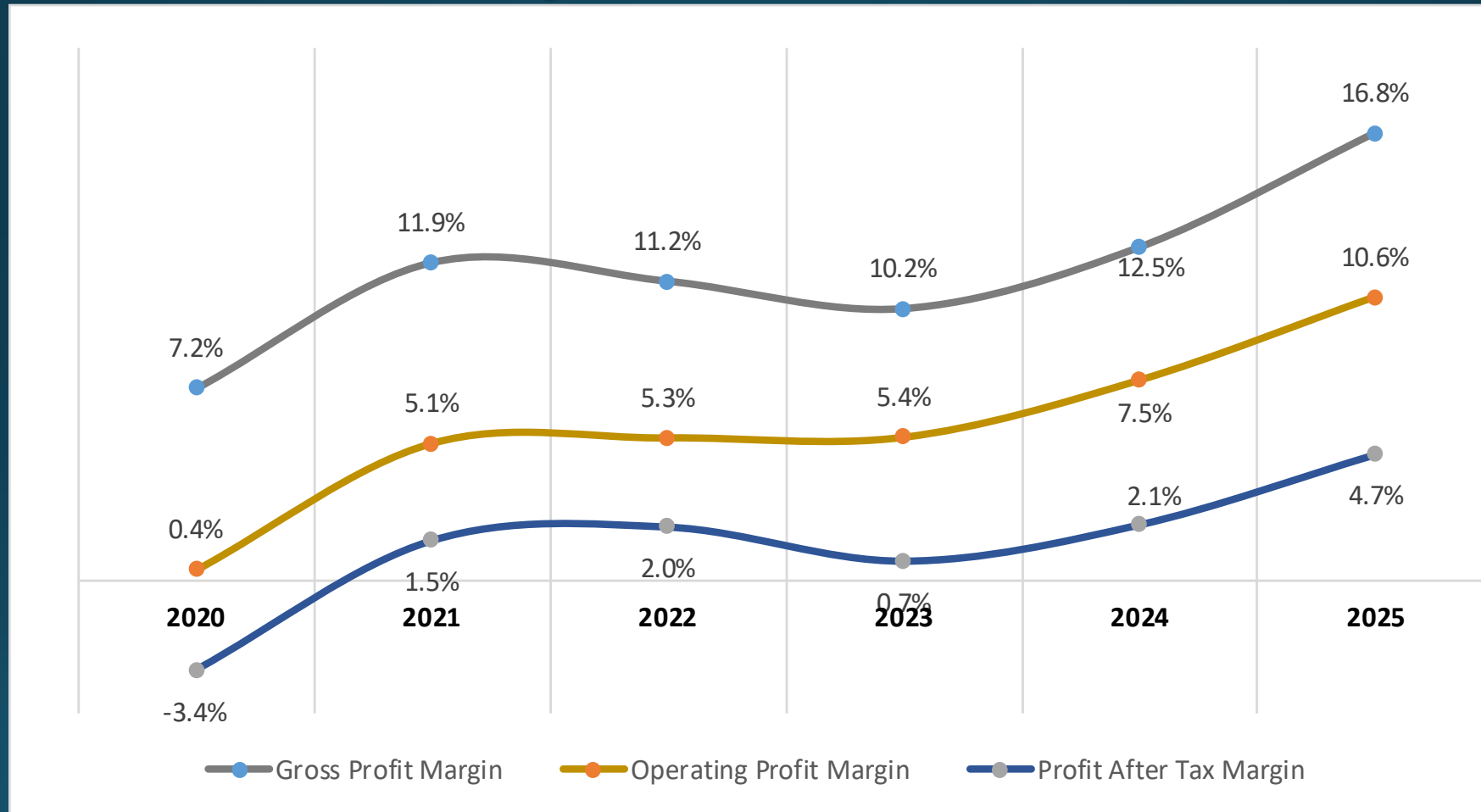
Summary of Statement of Financial Position						
	2025	2024	2023	2022	2021	2020
Share Capital	483	483	483	420	381	381
Reserves	1,184	814	693	611	469	423
Equity	1,667	1,297	1,175	1,031	850	805
Non-currnet liabilities	414	109	139	172	272	340
Current liabilities	1,265	1,556	1,662	1,299	1,020	930
<b>Total equity &amp; liabilities</b>	<b>3,346</b>	<b>2,962</b>	<b>2,976</b>	<b>2,502</b>	<b>2,142</b>	<b>2,075</b>
Non-current assets	1,892	1,532	1,566	1,441	1,354	1,426
Current assets	1,454	1,430	1,411	1,061	787	649
<b>Total assets</b>	<b>3,346</b>	<b>2,962</b>	<b>2,976</b>	<b>2,502</b>	<b>2,142</b>	<b>2,075</b>
Summary of Statement of Profit or Loss						
	2025	2024	2023	2022	2021	2020
Sales	7,183	6,212	5,689	5,025	3,101	3,054
Gross profit	1,203	775	580	563	369	220
EBITDA	952	636	454	401	289	148
Operating profit	762	465	305	268	159	12
Profit/ (Loss) before tax	572	223	81	146	67	(145)
Profit/ (Loss) after tax	340	129	40	100	46	(104)
Cash dividend	20%	15%	-	-	-	-
Stock dividend	-	-	-	15%	10%	-
Earnings per share	7.04	2.67	0.83	2.39	1.21	(2.72)



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

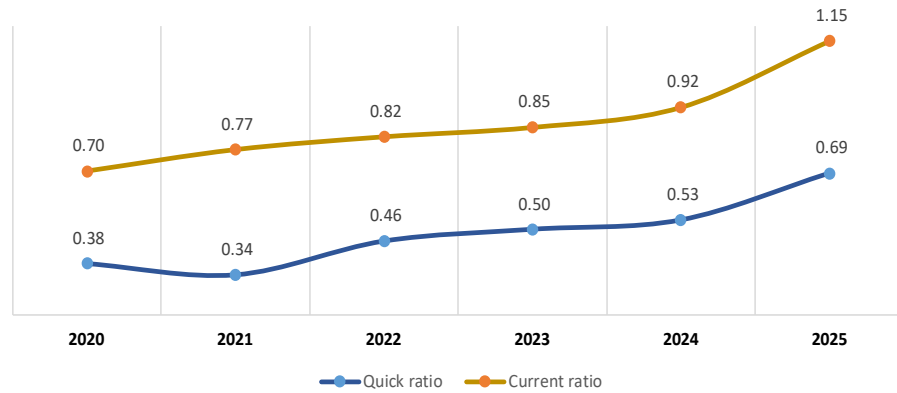


# Profitability Ratios

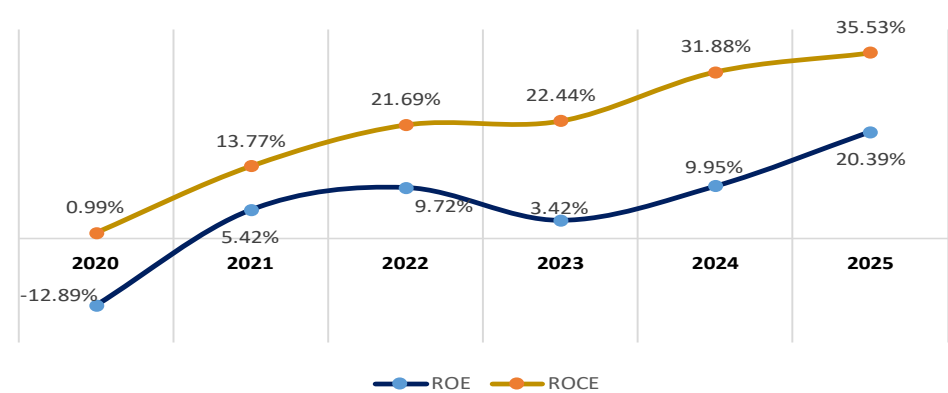


# Financial highlights

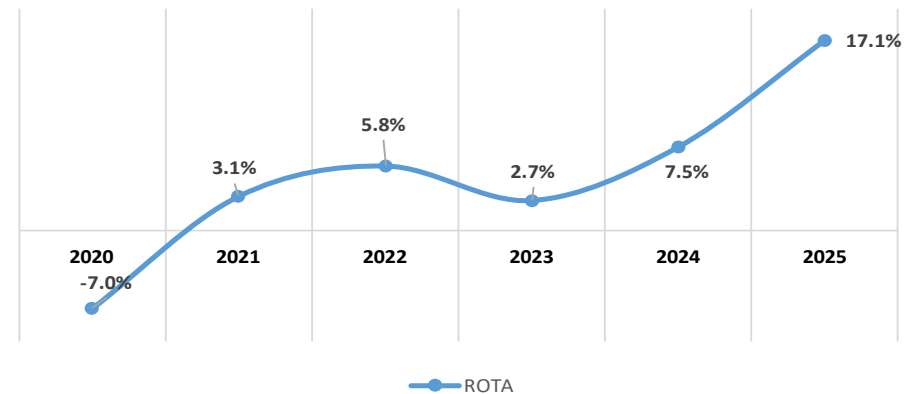
Current & Quick Ratio



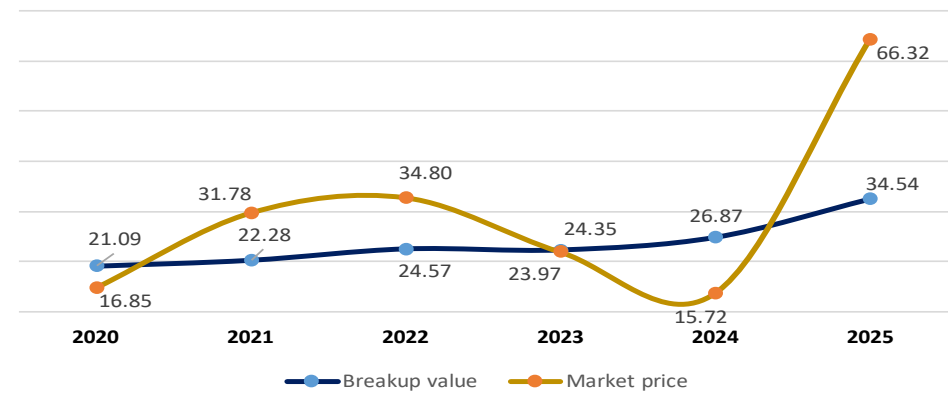
ROE & ROCE



Return on Total Assets

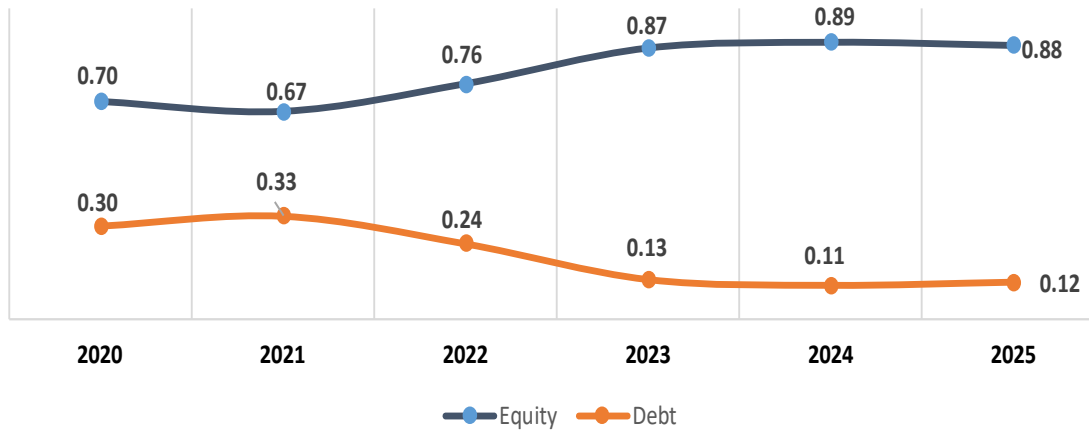


Breakup Value & W. Avg. Market Price (per Share)

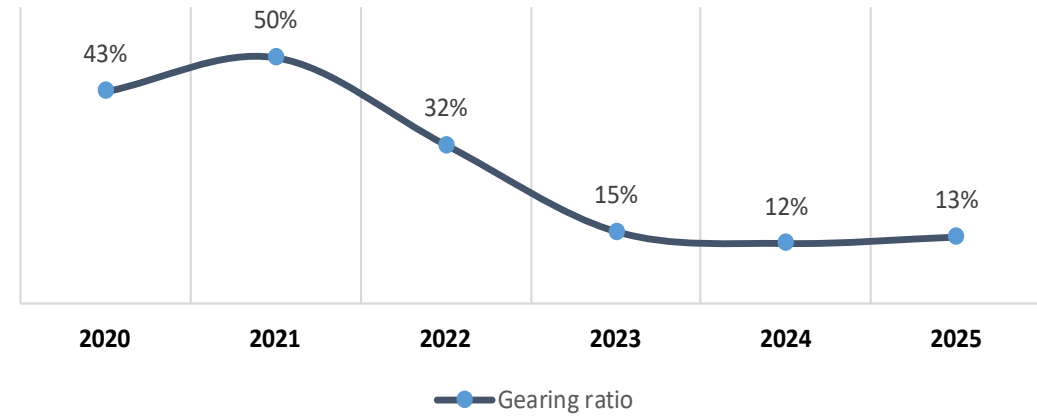


# Financial highlights

## Debt Equity Ratio



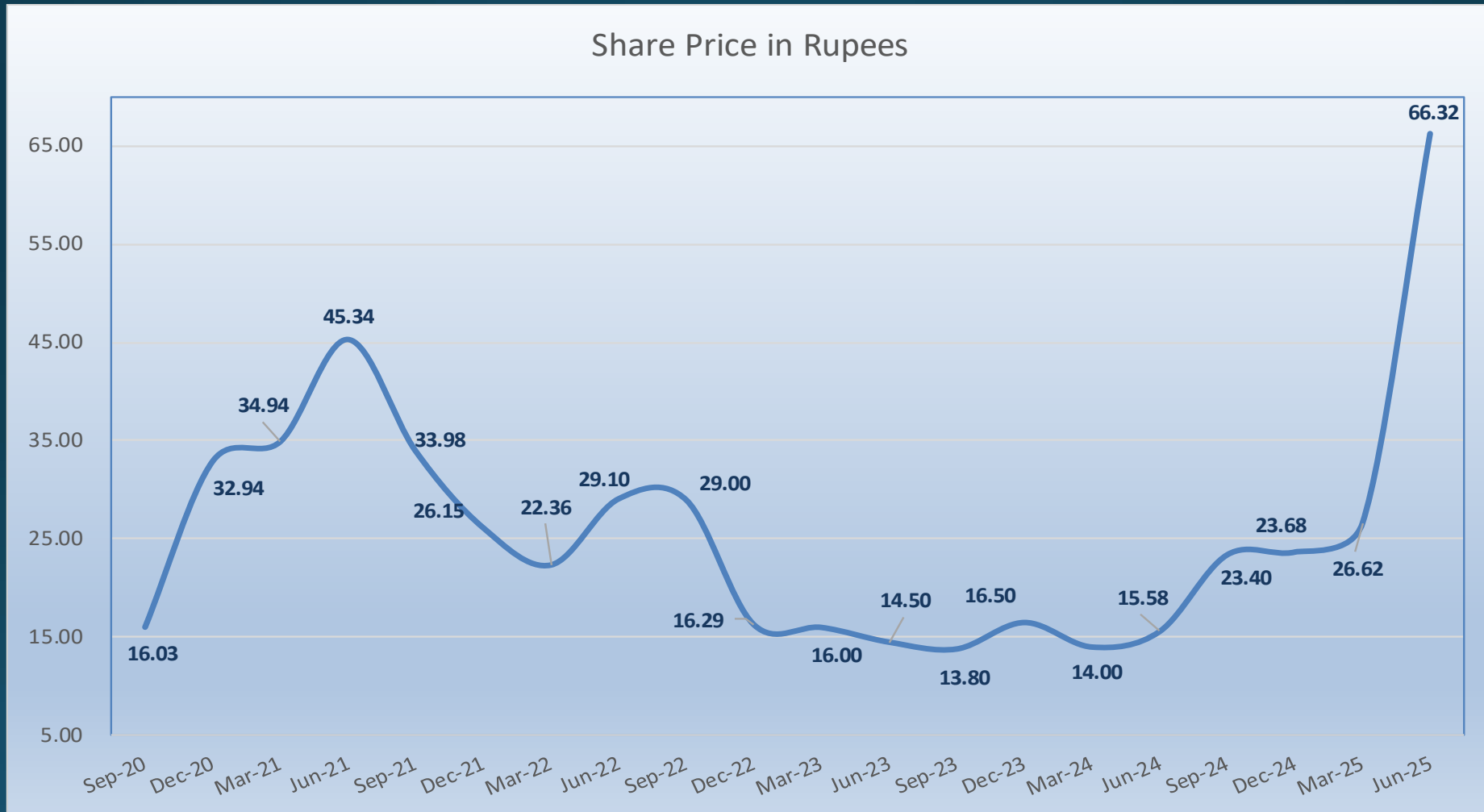
## Gearing Ratio



## EPS

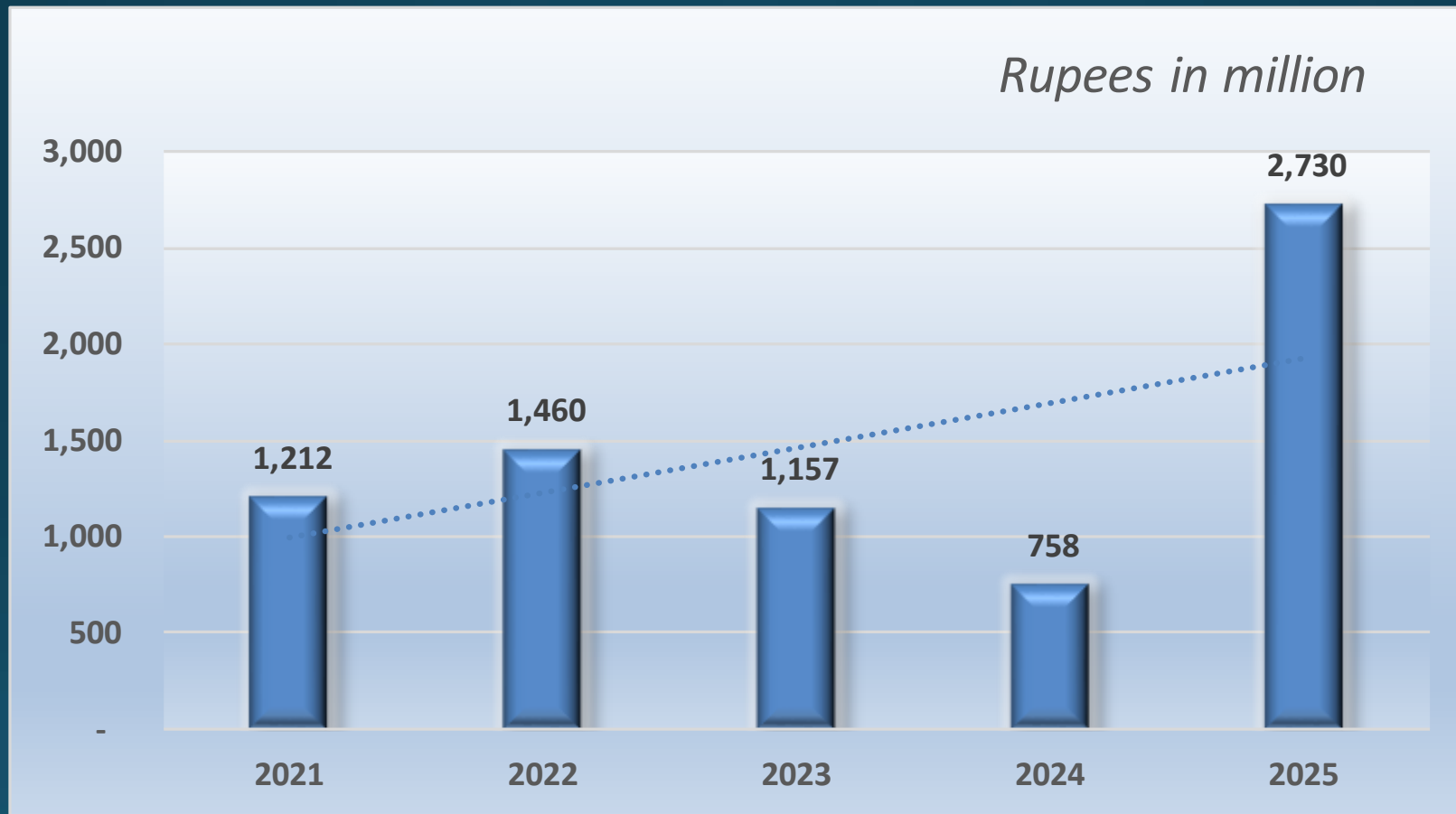


# Shares Price Trend (as on at the end of each quarter)



# Market Capitalization

(BASED ON WEIGHTED AVERAGE SHARE PRICE)





Q & A

# Thank You