Manufacturers Of Quality PET Bottles and Preforms

Eco Pack Ltd

Corporate Briefing Session

For the year ended June 30, 2026

Presented on

November 11, 2026

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EcoPack Ltd

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Open floor for participants

SECTION

01

Manufacturers Of Quality PET Bottles and Preforms

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Profile of the Company

Introduction, strategic location, industry overview, competitors, products, manufacturing process and major customers

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COMPANY INTRODUCTION

EcoPack Limited – a brief introduction

Pakistan's premier vendor of PET Bottles & Preforms

413 Million
PET Bottles capacity per year

685 Million
PET Preforms capacity per year

A- (Long term) / A2 (Short term)
PACRA rating Upgraded· Stable outlook

Since 1991
PSX-listed since 1994

Milestones

1991	Incorporated as a private limited company (25 Aug)
1992	Converted into a public limited company
1994	Listed on the Pakistan Stock Exchange
First	Introduced the high-speed two-stage process in Pakistan, decoupling Preform production from Bottle blowing

Premier vendor to

Pepsi · **Coca-Cola** · **Unilever**

Murree Group · Sparklets · Hamdard Rooh Afza · Qarshi Jam-e-Shireen · Gourmet Cola · Punjab Oils · Shama Oils · Springley · Pivrifine Water

LOCATIONS

Plant: Hattar Industrial Estate, Khyber Pakhtunkhwa ·
Offices: Islamabad · Karachi · Lahore

CERTIFICATIONS

ISO 9001 · ISO 22000 · Halal certified · SEDEX/SMETA · EcoVadis

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STRATEGIC LOCATION

Plugged into CPEC’s road network

Where the Northern route meets Pakistan’s motorway spine

Hattar Industrial Estate, KP

Only 45 minutes drive from Islamabad

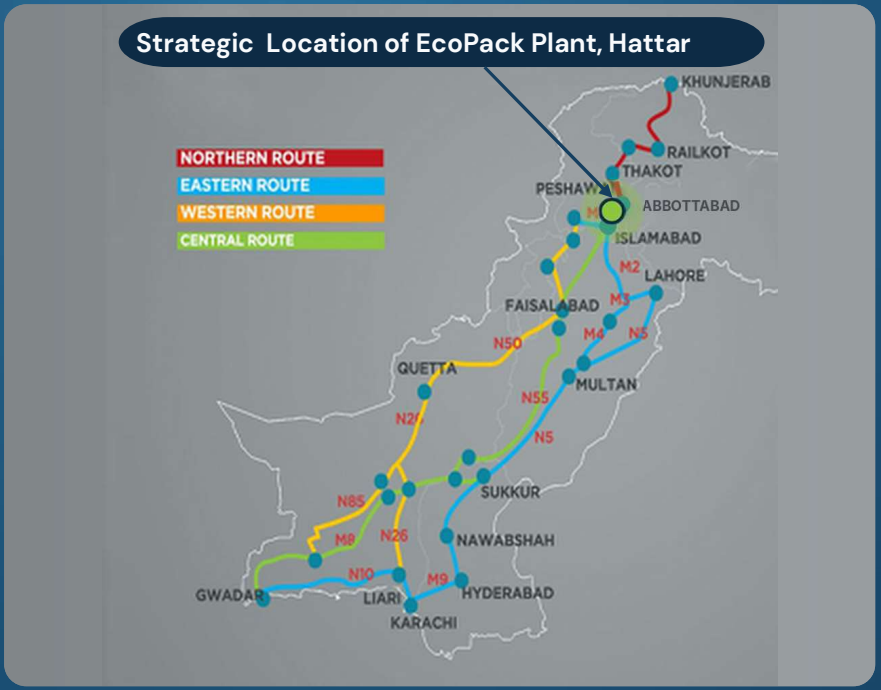
Nationwide reach by motorway

M1 to Peshawar, M2 to Lahore, then the Eastern route via Multan and Sukkur to Karachi

Freight Dynamics of being located in Hattar

Within same day travel to the most Populous belt of Pakistan

South bound freight is much cheaper than North bound freight



Map: road network under the China–Pakistan Economic Corridor (CPEC)

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INDUSTRY OVERVIEW

PET demand growing

PET usage across carbonated drinks, water, syrups, juices, agro-chemicals, cooking oil and pharma, in line with the global trends

01

More pack sizes

From the original 1.5 L Bottle to a full range of 200 ml to 2.5 L

02

CSD home packs still growing

2 L, 1.5 L and 1 L hold up despite new single-serve packs due to economic reasons

03

Pharma moves to PET

Pharmaceutical products converting from glass to PET Bottles

04

Hot-fill Bottles

Heat-resistant PET for juices and energy drinks

05

PET replaces returnable glass

300 ml / 345 ml single-serve PET substituting 250 ml RGB (Returnable Glass Bottles)

06

Syrups and squashes in PET

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

07

National brands surge

Significant sales growth on consumer sentiment after the Gaza war

PET is the packaging of choice in Beverage Ind.

A proven catalyst for growth and profitability, as seen worldwide

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MAJOR PRODUCTS

PET Bottles & Preforms

Manufacture and sale of PET Bottles and Preforms for beverage and other liquid packaging

200 ml – 16 L

The complete range of Preforms and Bottles

State-of-the-art machinery

Husky · **Sidel** · **Krones** · **Gardner Denver**

All the top of the line machines in their own category

Major customer segments

- Carbonated soft drinks
- Syrups, squashes & others
- Mineral water
- Juices
- Pharmaceutical
- Edible oil
- Cleaning agents

Segment topline revenue (Rs million)



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COMPETITIVE LANDSCAPE

Major competitors

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

MANUFACTURING PROCESS

From Resin to Bottle

A two-stage process: Preforms are injection molded first, then blown into Bottles



PET Resin (Raw Material)



Injection Molding Process



PET Preforms



Blow Moulding Process





PET Bottles

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MAJOR CUSTOMERS

The brands shaping demand

International leaders and fast-growing national names

pepsi

Coca-Cola

Nestlé

Unilever

Estd. 1860 MURREE BREWERY

gourmet

MEZAN Beverages

Hamdard

Shezan

Pakola

International Multi Group of Companies

POML NOURISHING LIVES

MURREE SPARKLETTS Bottled Drinking Water

TOPS Since 1969

KEY CHALLENGES

The pressures & our response

Challenges

Resin price volatility
PET resin prices and managing supply chain

Severe Monsoon Flooding
Peak Season months of July & Aug impacted

Demand swings
Inflation and purchasing power

Geopolitics & logistics
Disrupted logistics and distribution

EcoPack's response

Strategic raw material procurement
Optimise purchasing decisions and inventory levels to mitigate PET resin price volatility and supply chain risks

Energy cost optimisation
Maximise use of the installed solar capacity and invest further to enhance the capacity and drive energy efficiency to cut production costs

Operational efficiency & cost control
Productivity gains, reduced wastage, preventive maintenance and disciplined cost management

Working capital & financial discipline
Optimise inventory, strengthen receivables and reduce reliance on short-term financing

Supply chain resilience
Stronger supplier relationships, diversified sourcing and better procurement planning

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FY26 UPDATE

Strategic & operational developments

New customers, new products, more capacity and a cleaner, cheaper energy mix

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STRATEGIC / OPERATIONAL DEVELOPMENTS

New projects & opportunities

New customer segments

Higher sales of large Bottles for water, edible oil, pharma and red syrups

New beverage customers

Local brands growing on consumer sentiment towards national brands

Enhanced preform capacity

Added Preform capacity for national and international brands

Sustainability initiatives

Manufacturing rPET Preforms and supplying them to the beverage industry

Bigger solar footprint

Improving EcoPack's energy mix with more solar capacity

Land for expansion

Acquired land closeby for solar installation and future expansion

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Key Business Risks

- The ongoing war situation in the Middle East is of considerable medium-term concern.

- It is causing serious Supply-Chain and shipping disruptions impacting stable arrangements for the company's raw materials. However, prices of crude oil remain volatile and unpredictable which makes even medium-term planning very tenuous and vulnerable to continuous risk.

- Although demand for soft-drinks has held up quite well this year, the anticipation of increased inflation in prices and rising cost of living, may likely reduce the purchasing power of the average consumer. This in turn could lead to a slowdown in the demand of your company's products, thereby adversely impacting its sales volumes.

SECTION

03

Key Financial Matrix

FY2026 at a glance, Four-year financial profile, profitability, financial ratios, share price and market capitalization

FY2026 AT A GLANCE

Sales

Rs 6,514M

Down 9%

FY25: Rs 7,183M

Gross profit

Rs 1,345M

Up 12%

FY25: Rs 1,203M

Operating profit

Rs 845M

Up 11%

FY25: Rs 762M

Profit after tax

Rs 415M

Up 22%

FY25: Rs 340M

Earnings per share

Rs 8.60

Up 22%

FY25: Rs 7.04

Cash dividend

30%

Rs 3.00 per share

FY25: 20%

Gross margin

20.6%

Up 3.9 points

FY25: 16.7%

Shareholders' equity

Rs 1,991M

Up 19%

FY25: Rs 1,667M

SIX-YEAR FINANCIAL PROFILE: STATEMENT OF PROFIT & LOSS

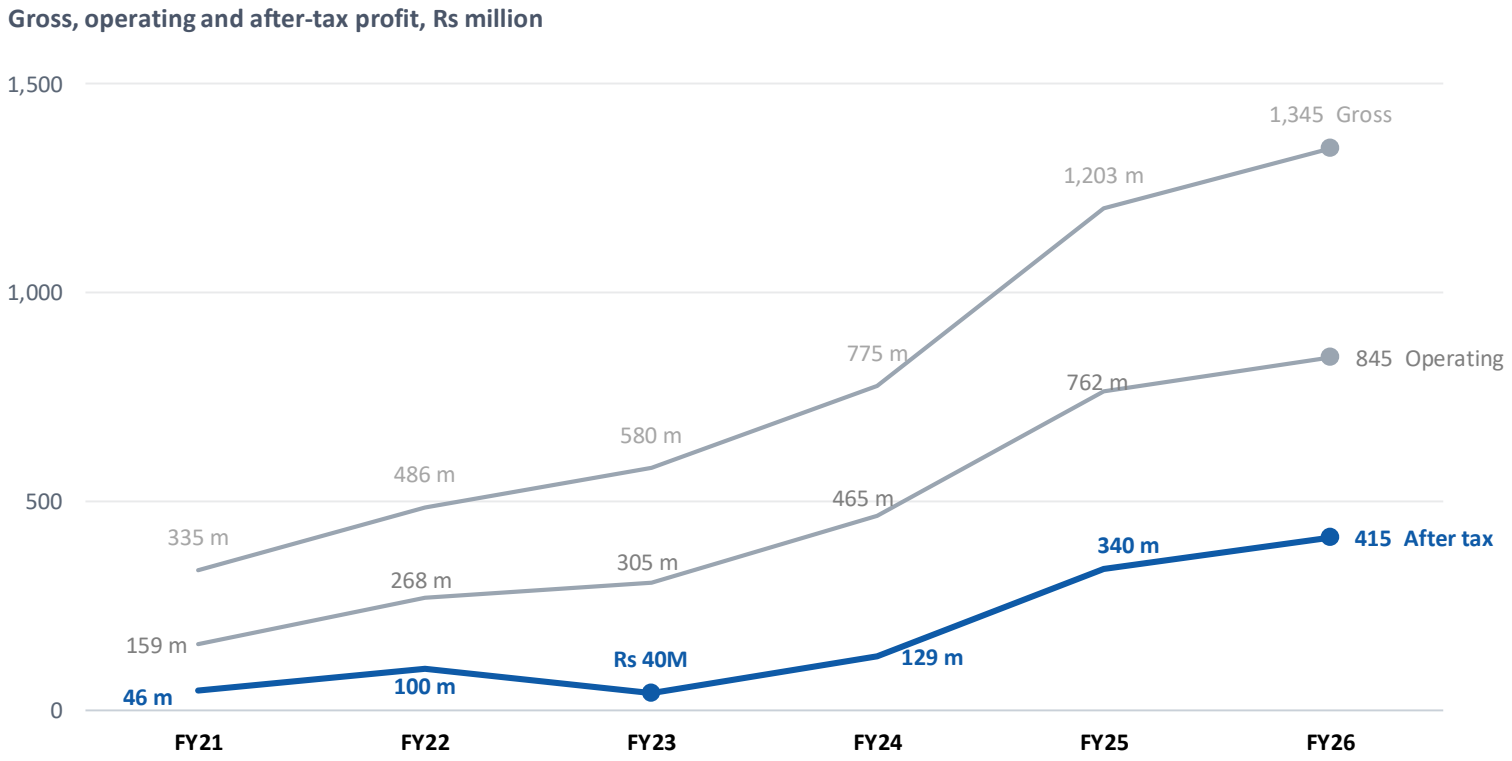
Rs in million	FY26	FY25	FY24	FY23	FY22	FY21
Sales	6,514	7,183	6,212	5,689	5,025	3,101
Gross profit	1,345	1,203	775	580	486	335
EBITDA	1,059	952	636	454	293	142
Operating profit	845	762	465	305	268	159
Profit before tax	697	572	223	81	146	67
Profit after tax	**415**	**340**	**129**	**40**	**100**	**46**
Earnings per share (Rs)	8.60	7.04	2.67	0.83	2.39	1.21
Cash dividend	30%	20%	15%	0%	0%	0%
Stock dividend	0%	0%	0%	0%	15%	10%

SIX-YEAR FINANCIAL PROFILE: FINANCIAL POSITION

Rs million	FY26	FY25	FY24	FY23	FY22	FY21
Non-current assets	2,809	1,892	1,532	1,566	1,441	1,354
Current assets	1,740	1,454	1,430	1,411	1,061	787
Total assets	**4,550**	**3,346**	**2,962**	**2,976**	**2,502**	**2,141**
Share capital	483	483	483	483	420	381
Reserves	1,508	1,184	814	693	611	469
Equity	**1,991**	**1,667**	**1,297**	**1,175**	**1,031**	**850**
Non-current liabilities	946	414	109	139	172	272
Current liabilities	1,612	1,265	1,556	1,662	1,299	1,020
Total equity and liabilities	**4,550**	**3,346**	**2,962**	**2,976**	**2,502**	**2,142**

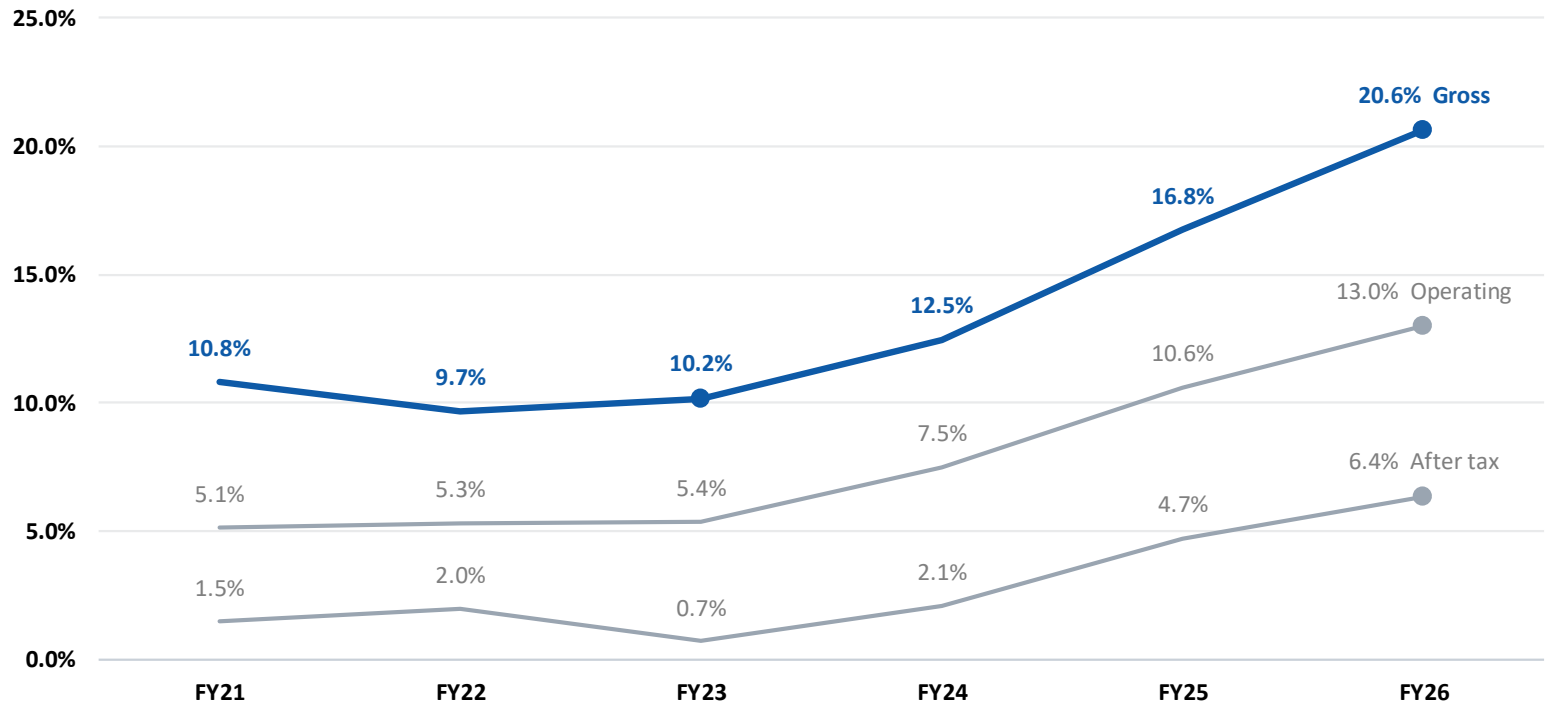
GROSS PROFIT, OPERATING PROFIT AND PROFIT AFTER TAX

Profits are consistently progressing since FY23; profit after tax increased from Rs 40 million to Rs 415 million mainly due to volume enhancement and operational efficiencies

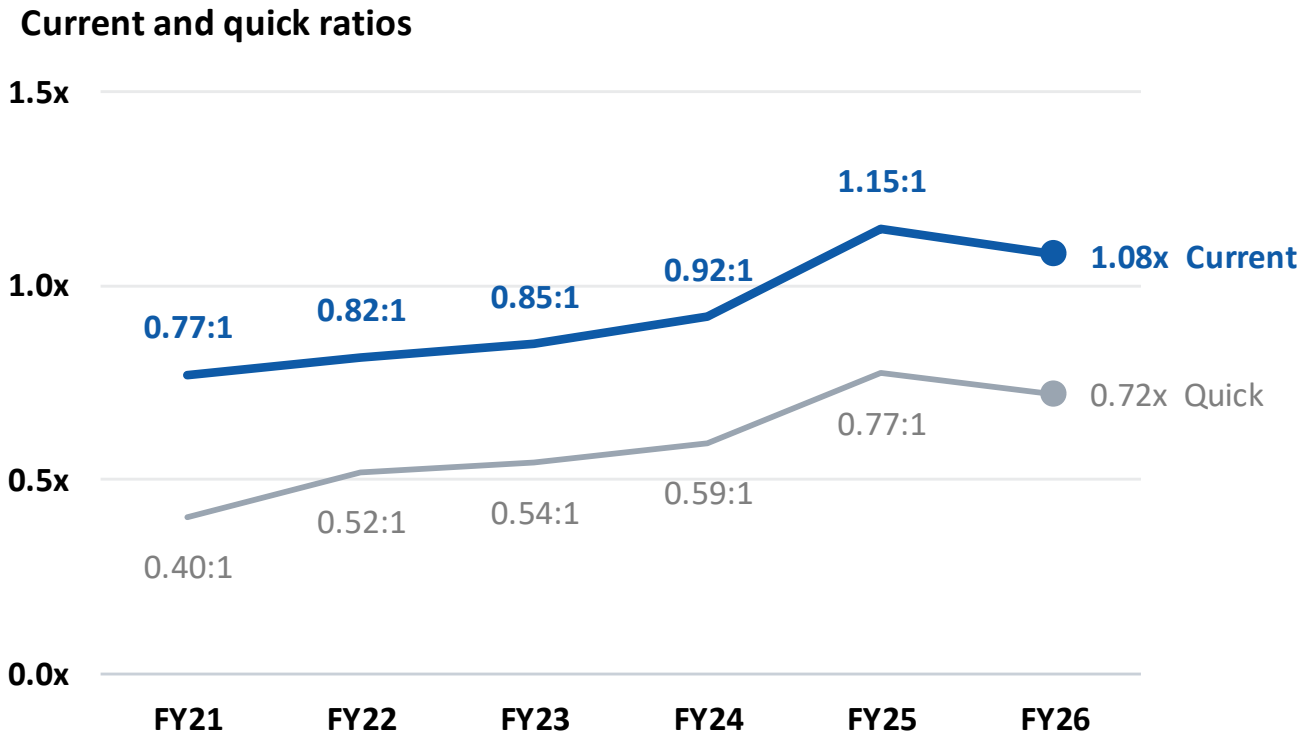


Financial Highlights : Profitability

Gross, operating and after-tax profit margins, % of sales

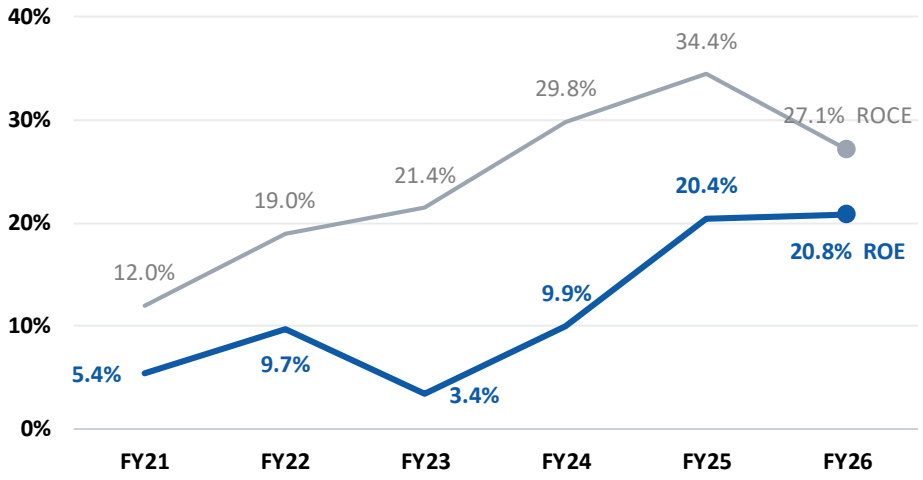


Financial Highlights : Liquidity

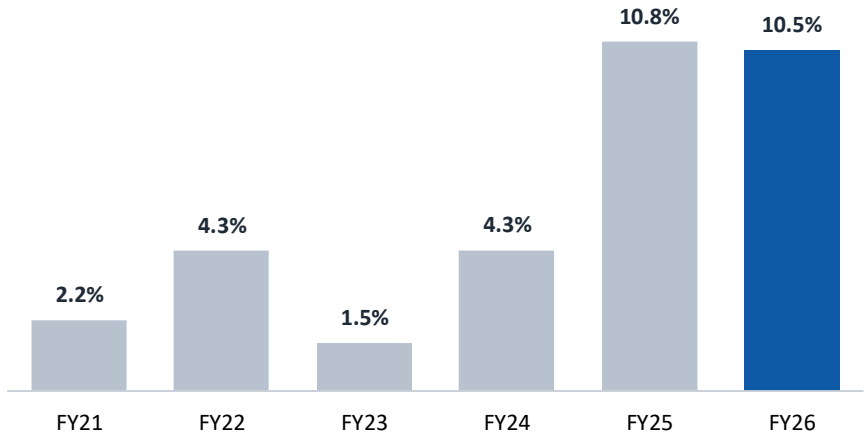


Financial Highlights : Returns

Return on equity (ROE) and on capital employed (ROCE), %

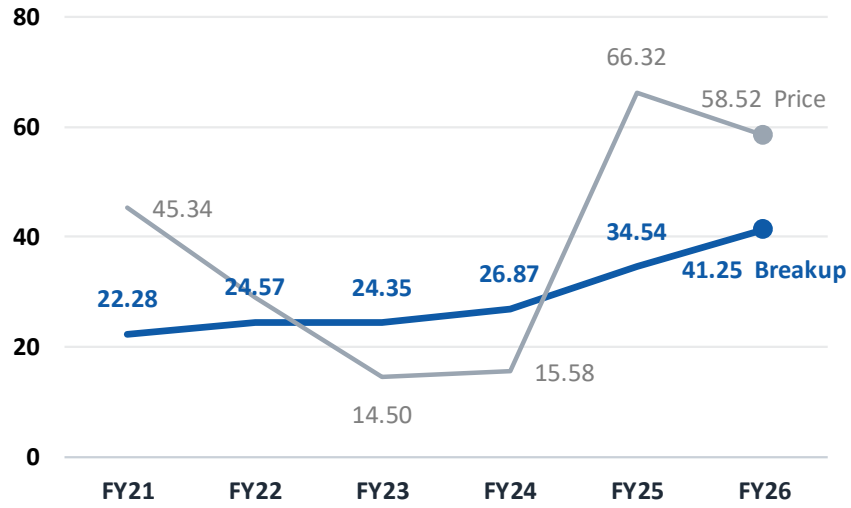


Return on total assets (ROTA), %

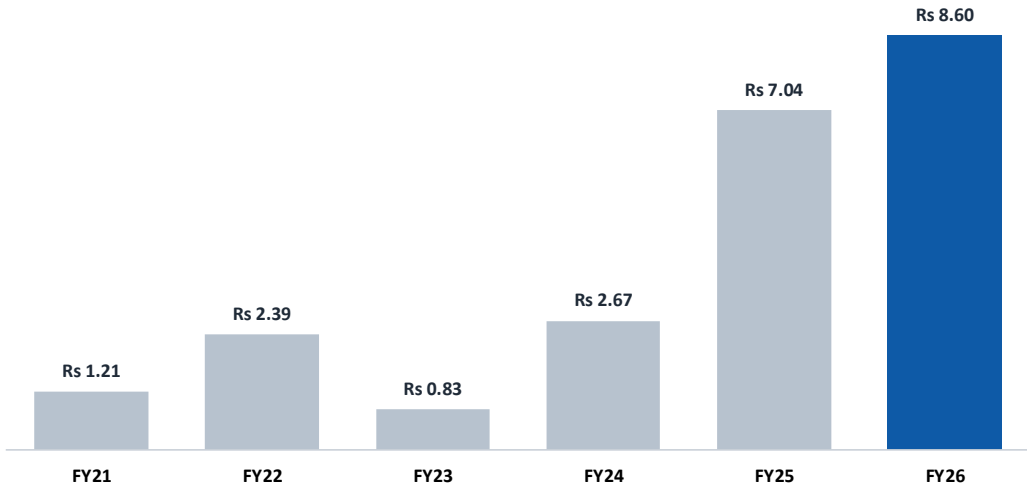


Financial Highlights : Value & Earnings

Breakup value and year-end market price, Rs per share

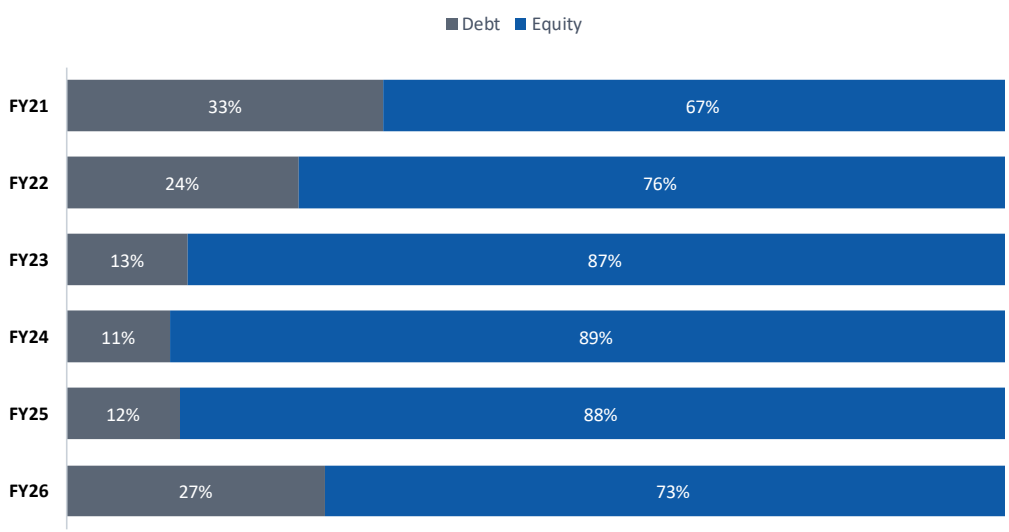


Earnings per share, Rs

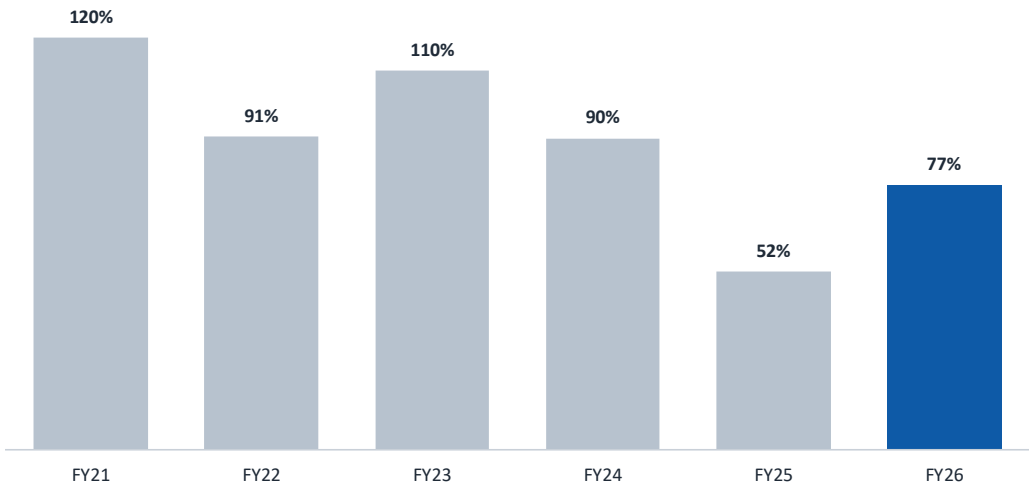


Financial Highlights : Leverage & Gearing

Share of capital, %: debt and equity



Gearing ratio, %



Share Price Trend

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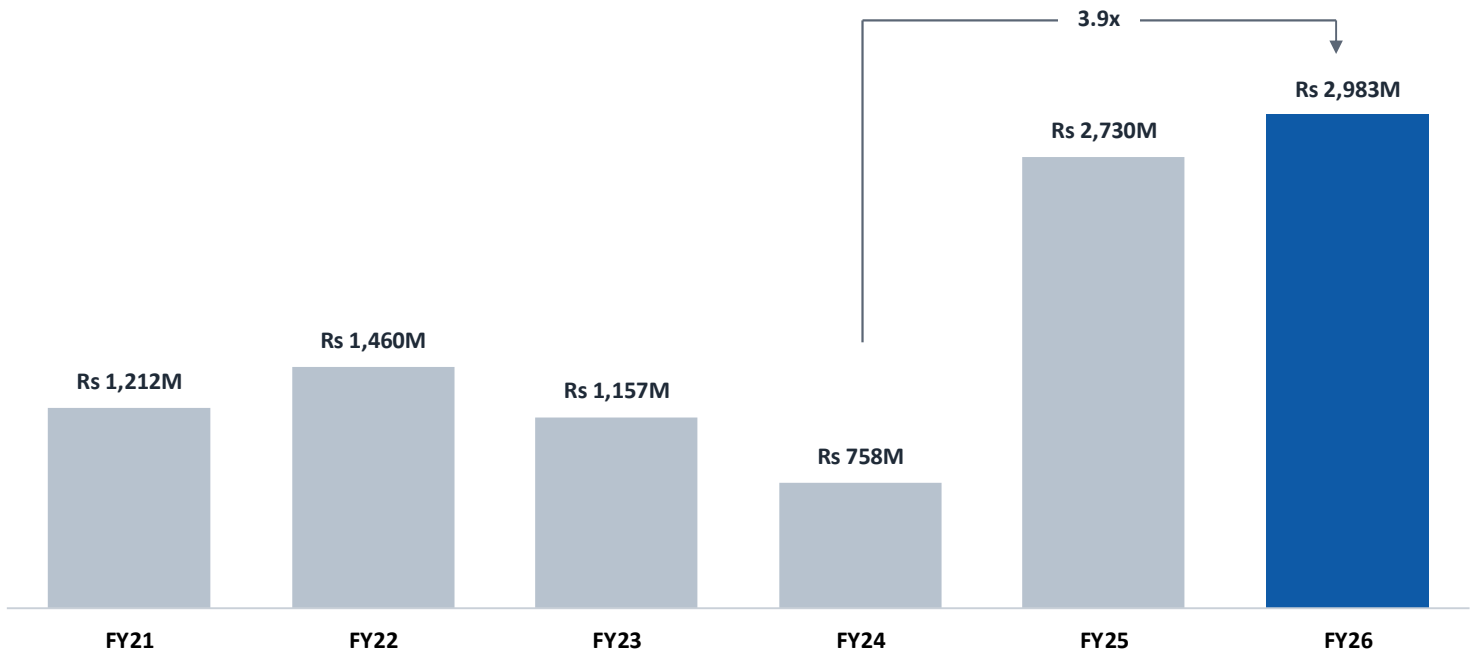
Share price at each quarter end, Rs



MARKET CAPITALIZATION

Market capitalization reached at Rs 2.98 Billion in FY26, nearly four times its FY24 level

Market capitalization (based on weighted average share price), Rs million



SECTION

04

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Questions and Answers

We welcome your questions on Corporate Briefing Session

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Thank you

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