

ROSHAN
Packages Limited.

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CORPORATE BRIEFING SESSION
FOR THE YEAR ENDED 30 JUNE 2026

DISCLAIMER

This presentation has been prepared by Roshan Packages Limited (RPL) for information only. It is not an offer or solicitation to buy or sell any securities.

All financial information is taken from the audited Annual Report 2026 and other disclosures already made through PUCARS. Figures are unconsolidated and in Rupees millions unless stated. Economic data comes from public sources.

Some statements describe plans and expectations. They rest on assumptions about energy costs, interest rates, raw-material prices and regional events that are outside RPL's control. Actual results may differ materially, and RPL does not undertake to update these statements.

Past performance is not a guide to future results.

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LEADERSHIP & VISION



A MESSAGE FROM THE CEO

What shareholders should take from FY26

- **Record revenue, stronger second half**. Revenue reached Rs 10,837Mn, up 12%. Gross margin rose from 6.4% in the first half to 10.4% in the second.

- **We used our balance sheet to protect supply**. When the supply chain was disrupted, we drew on borrowing to secure materials and keep our customers supplied without interruption.

- **The paper mill is moving forward**. Firm approvals of debt financing are secured, detailed engineering is under way, and capital will be released in stages.

- **One team, one focus**. The Board, management and our 518 colleagues are focused on customers, execution and shareholder value.

Tayyab Aijaz Qureshi
Chief Executive Officer

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ROSHAN GROUP: OVERVIEW

Corrugated Unit

60,000

Metric Tons / Annum

- High-strength, FSC-Certified master cartons & die-cut boxes for FMCG & E-commerce
- Testing like Bursting Strength and Edge Crush Tests
- State-of-the-art corrugator such as BHS Corrugator, EMBA & DF Topra GT924

Flexible Unit

12,240

Metric Tons / Annum

- FSSC 22000 Certified food-grade laminates, pouches, and wrappers
- 8-color Rotogravure printing machine and slitting machines
- 15 advanced quality testing machines

RSTPML Paper Mill (SEZ)

100,000

Metric Tons / Annum

- Vertical integration for raw material availability and reliability. Potential multiple tax benefits
- Under implementation subsidiary

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COMPANY AT A GLANCE

WHO WE ARE

Roshan Packages Limited has been a trusted name in Pakistan's packaging industry since 2002.

As a leading provider of sustainable packaging solutions, we serve major FMCG, pharmaceutical, and e-commerce brands with innovative, high-quality corrugated and flexible packaging.

Our commitment to quality, innovation, and sustainability drives us to deliver reliable solutions while minimizing environmental impact.



Our focus is on delivering high-quality packaging solutions that ensure product protection, reliable performance, and environmental sustainability.

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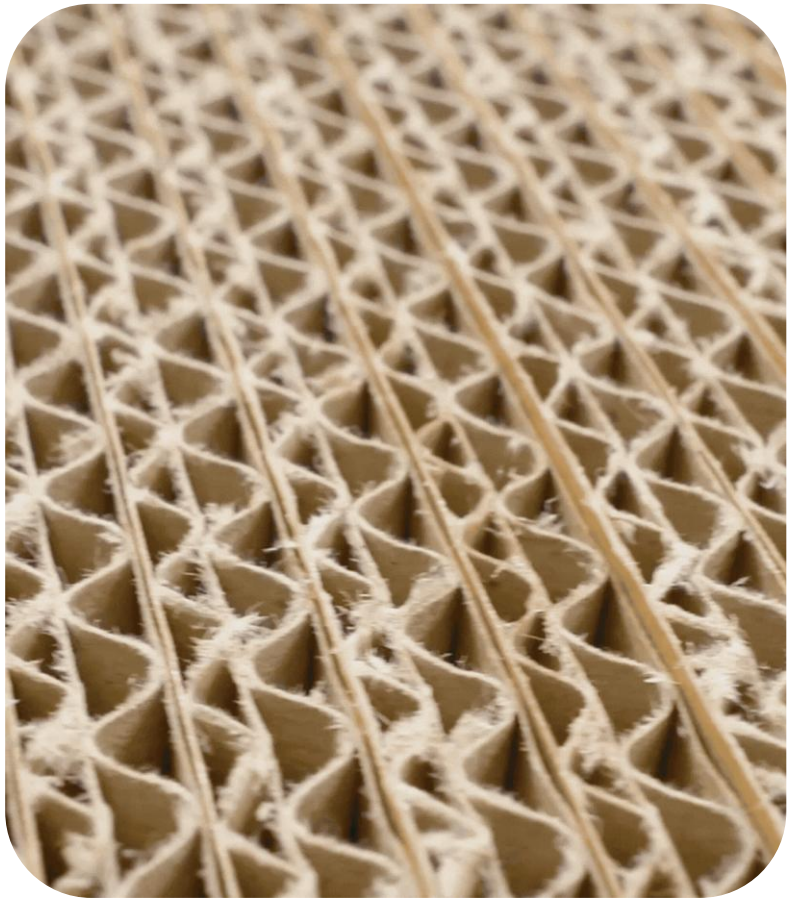
CORE BUSINESSES



Corrugation Packaging

60k
MT per annum Production Capacity

- High-speed European Corrugated Machines with advanced automation and precision production
- Specialists in plain, printed & die-cut packaging
- Customized corrugated packaging solutions for diverse industries including FMCG, pharmaceuticals, food, textiles, electronics, fruits & vegetables, oil & ghee, dairy and logistics

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Flexible Packaging & Co-Extruded Film Plant

12.24k
MT per annum Production Capacity

Flexible Packaging:

- Modern infrastructure equipped with German flexible packaging technology
- Innovative flexible packaging for industries including food, dairy, pharmaceuticals, textiles, agriculture, FMCG, cosmetics, detergent and personal care

Co-Extruded Film:

- German extrusion plant with advanced co-extruded blown film extrusion technology.
- Specializes in 5 Layer Co-extruded Films (Barrier and non-Barrier Films).
- Uses appropriate polymer layering for enhanced packaging performance
- Customized film thickness and structures with optimized barrier, sealing, and performance properties.

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OUR VALUED PARTNERS



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FINANCIAL HIGHLIGHTS RPL (FY26)

+12.17%

Rs 10,837Mn

Net Revenue

(2025: Rs 9,661Mn)

+16.75%

Rs 904Mn

Gross Profit

(2025: Rs 774Mn)

+10.21%

Rs 400Mn

Operating Profit

(2025: Rs 363Mn)

+4.20%

Rs 147Mn

Profit After Tax

(2025: Rs 141Mn)

+7.75%

Rs 13,104Mn

Total Assets

(2025: Rs 12,161Mn)

+3.51%

Rs 7,975Mn

Total Equity

(2025: Rs 7,705Mn)

+5.05%

Rs 1.04/Share

Earning Per Share

(2025: Rs 0.99/Share)

+3.5%

Rs 56.20

Breakup Value / Share

(2025: Rs 54.30/share)

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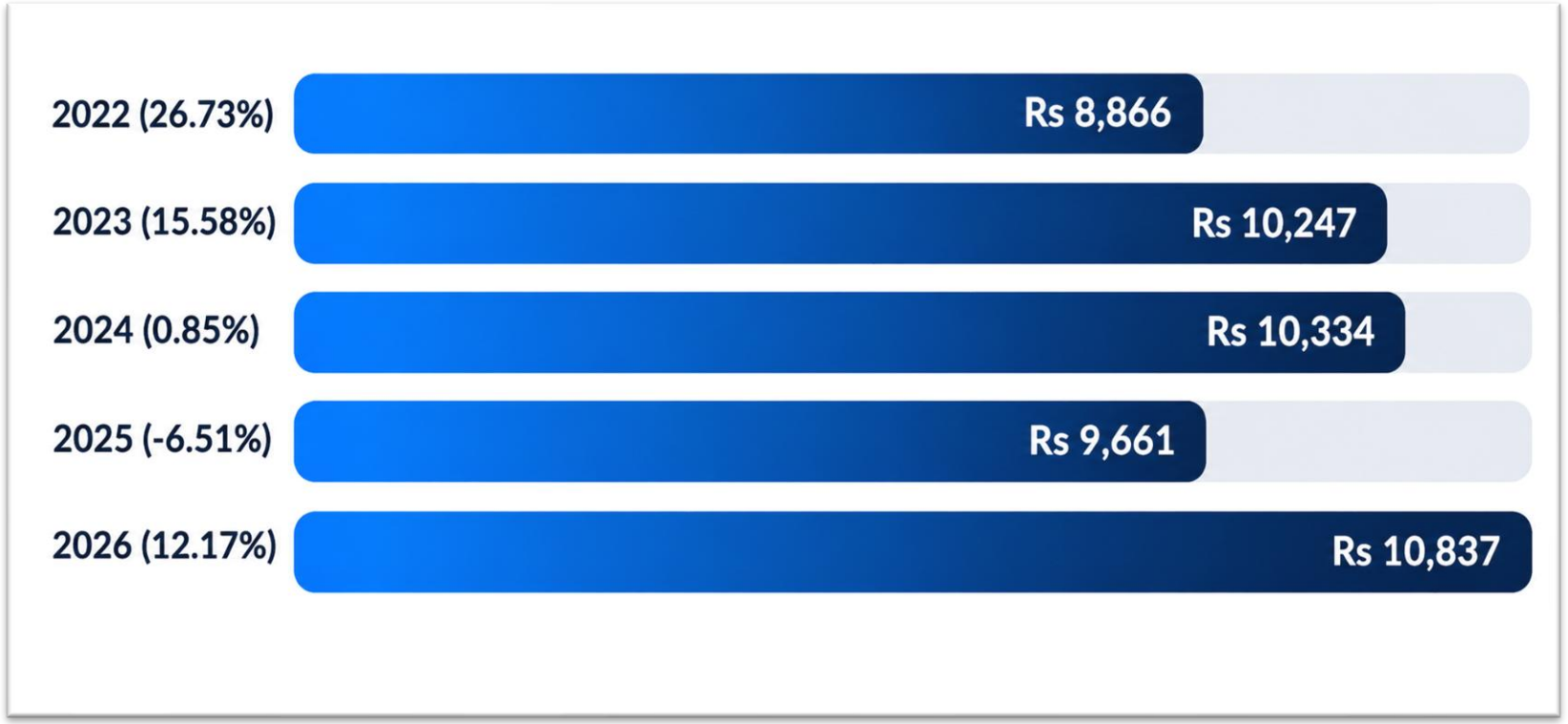
SALES REVENUE & GROWTH (Mn)



9.15%

Five-Year Compound Growth . From Rs 6,996Mn in FY21 to Rs 10,837Mn in FY26.

Despite geopolitical tensions and trade disruptions, the Company strengthened OTIF performance, achieving record-high sales in RPL's history, reflecting improved customer demand, service reliability and operational resilience.

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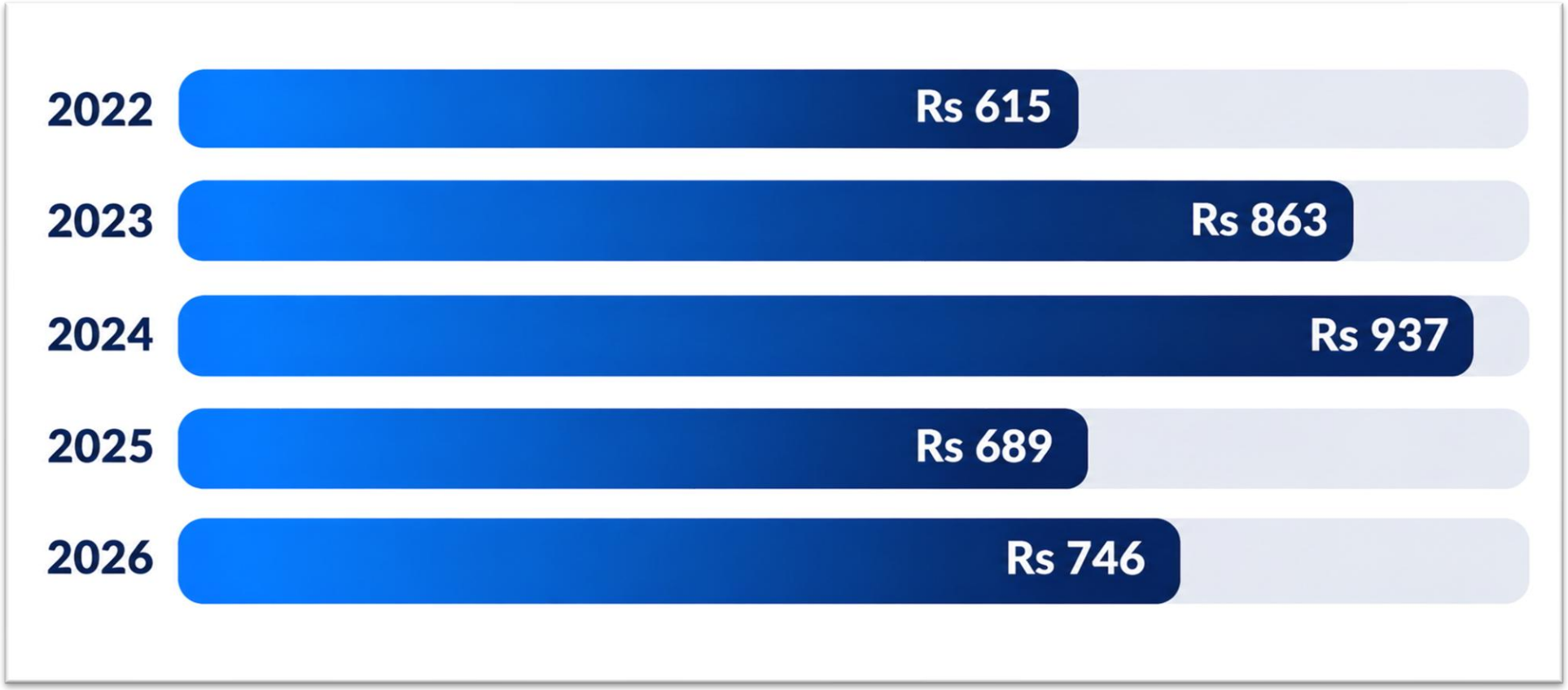
EBITDA TREND (Mn)



The Company's EBITDA improved by 8.27% compared to the previous year, reaching PKR 746Mn, reflecting sustained operational performance and remaining broadly in line with its five-year average EBITDA of PKR 770Mn.

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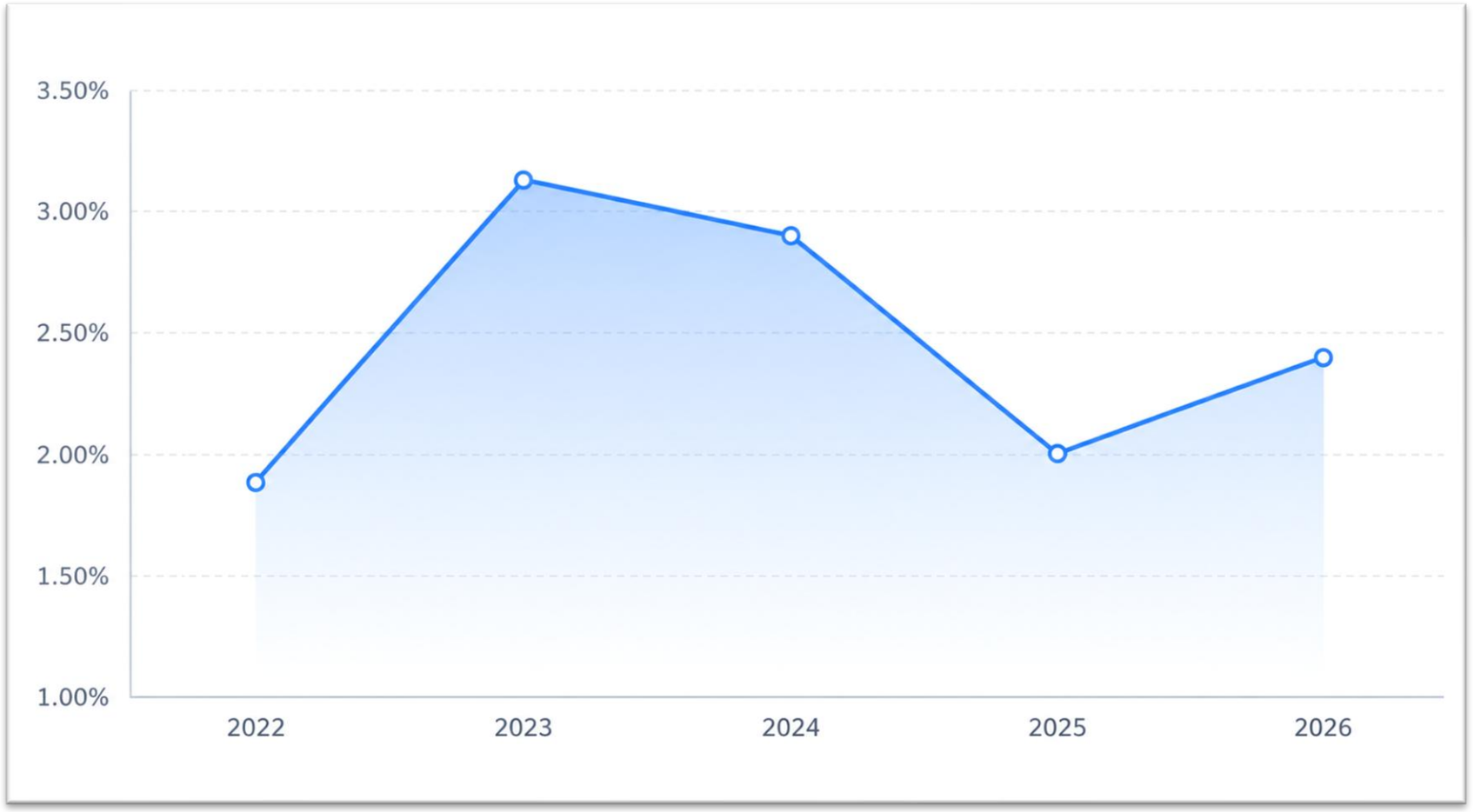
FINANCE COST AS % OF SALE



Finance costs as a percentage of sales peaked at 3.1% in FY23 and have since declined to 2.4% in FY26.

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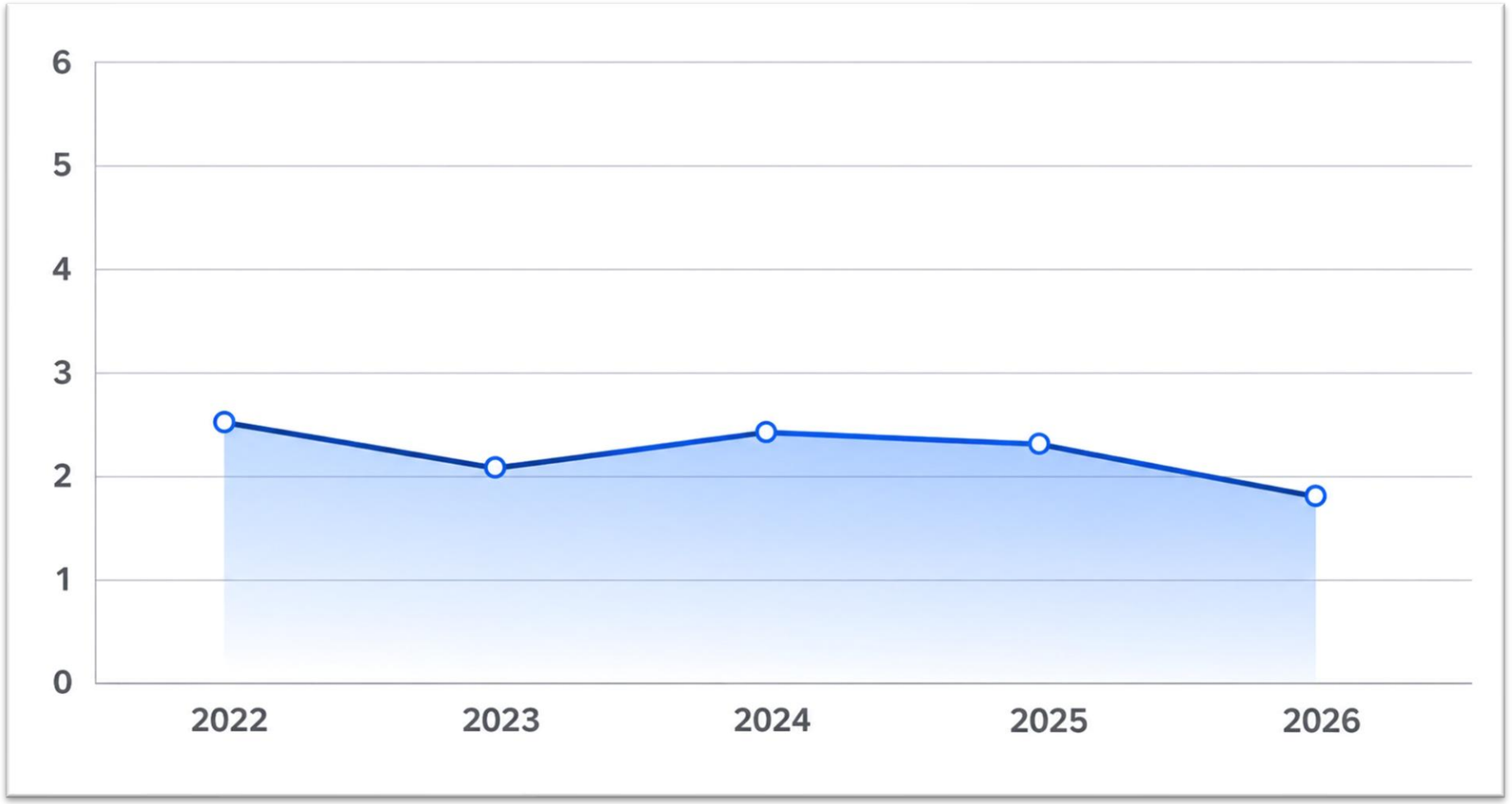
INTEREST COVERAGE RATIO (ICR)



The Interest Coverage Ratio has maintained a steady position since 2022.

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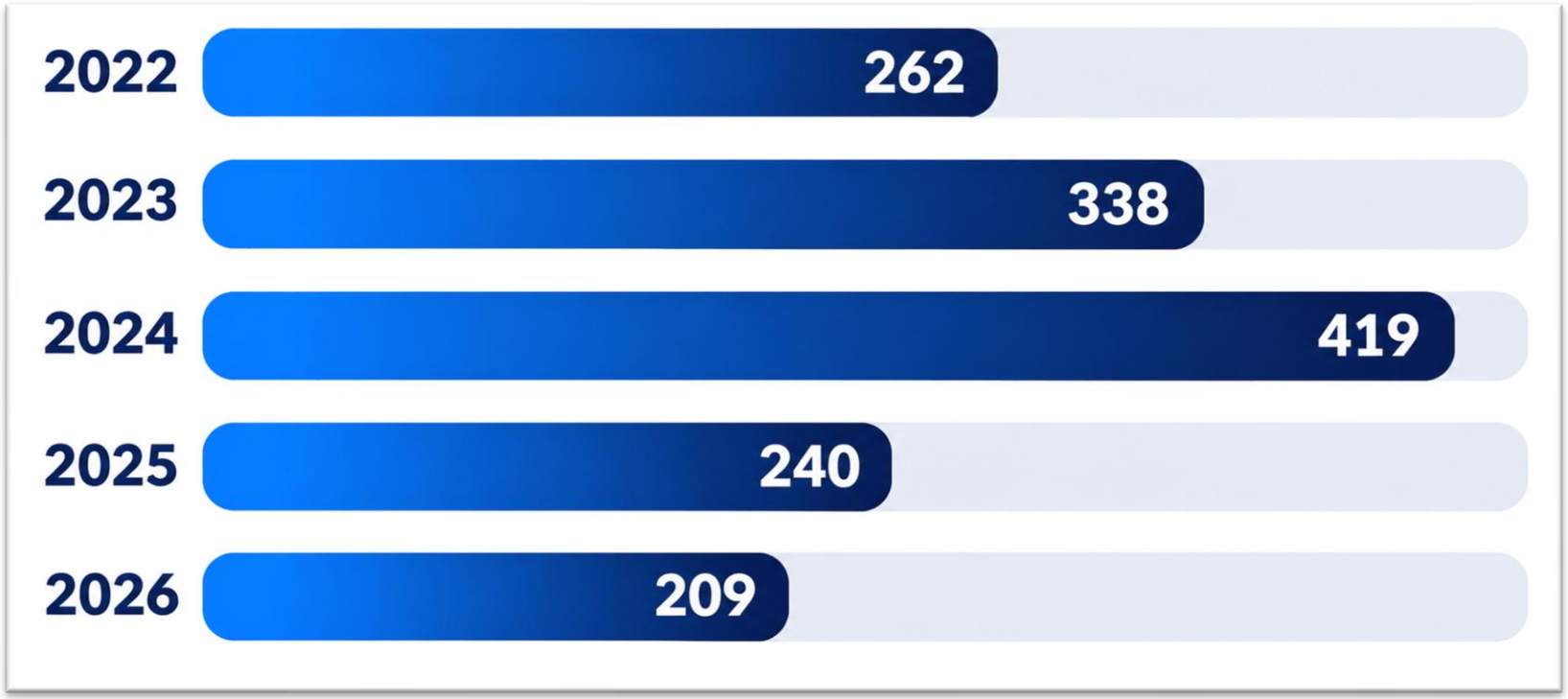
PROFIT BEFORE LEVIES AND TAXATION (Mn)



Profit before levies and taxation sustained in FY26 despite significant macroeconomic headwinds, including higher average inflation (FY26:7.05% vs FY25:4.49%) and the diesel prices peaked to Rs. 520.35 in FY26 vs Rs. 282.11 in FY25 per liter, impacting raw material, energy and transportation costs.

NET PROFIT AFTER TAXATION (Mn)



Despite geopolitical uncertainty, the Company achieved profitability through operational efficiency, strategic procurement and strengthened customer relationships.

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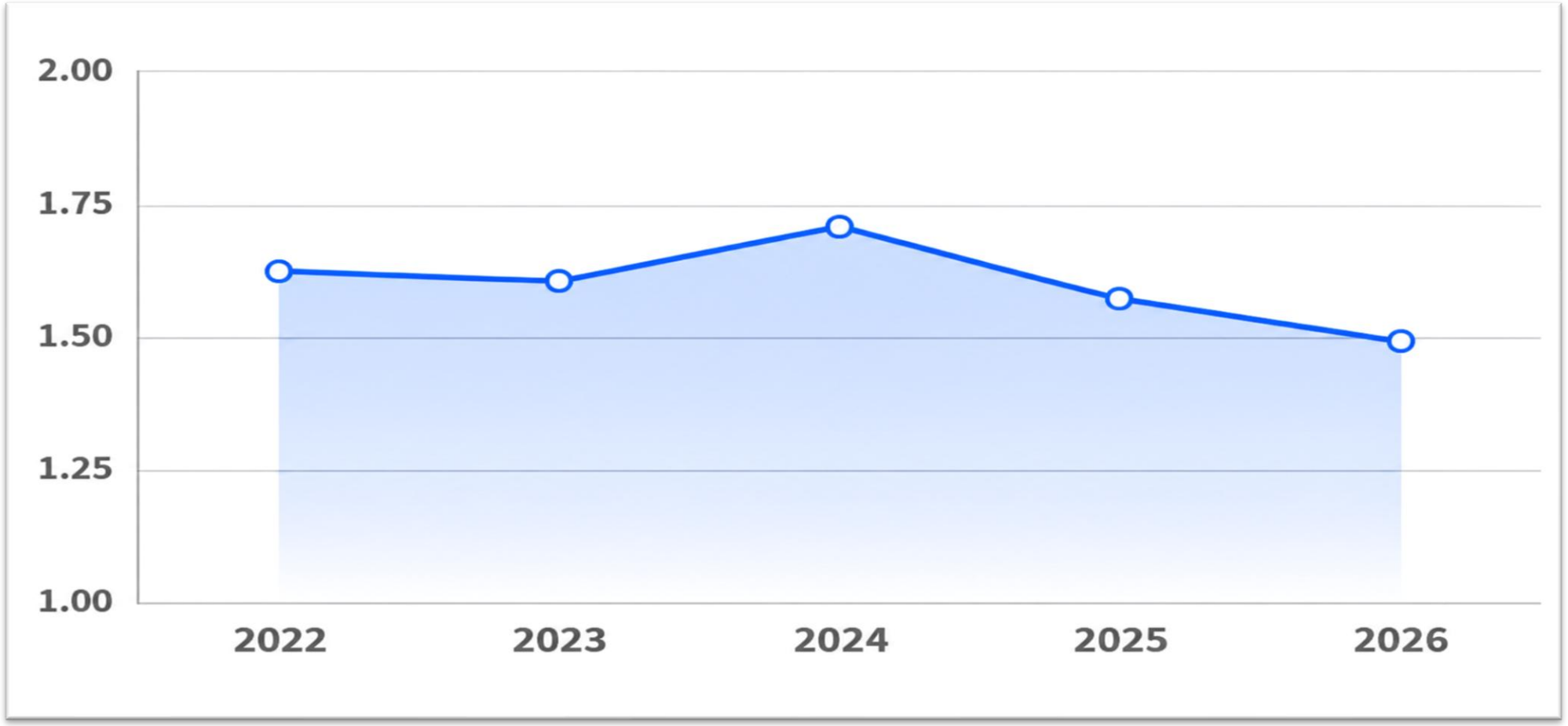
LIQUIDITY: CURRENT RATIO



The current ratio remains stable and healthy, fluctuating between 1.49 and 1.7.

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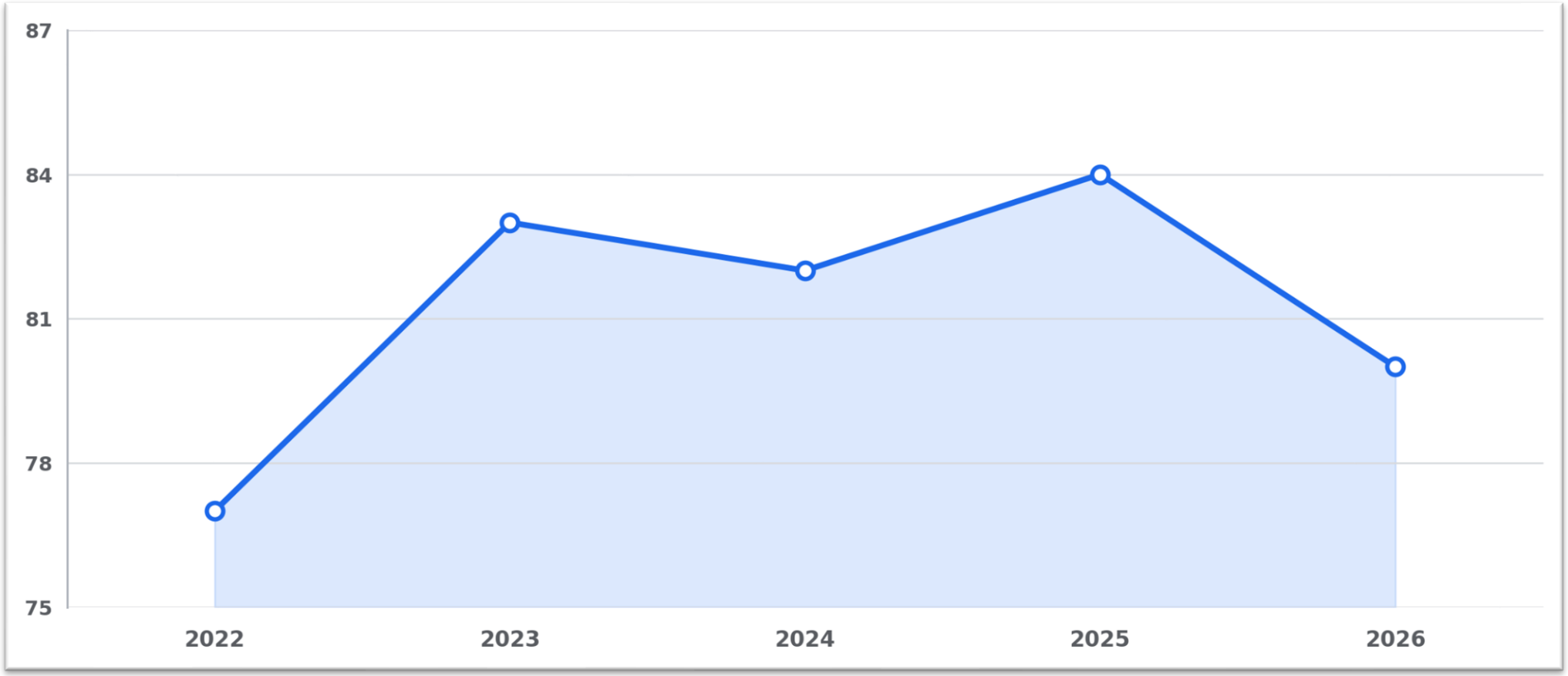
DEBTOR DAYS



Debtor days improved to 80 days in FY26 from 84 days in FY25, reflecting improved receivables collection and working capital management.

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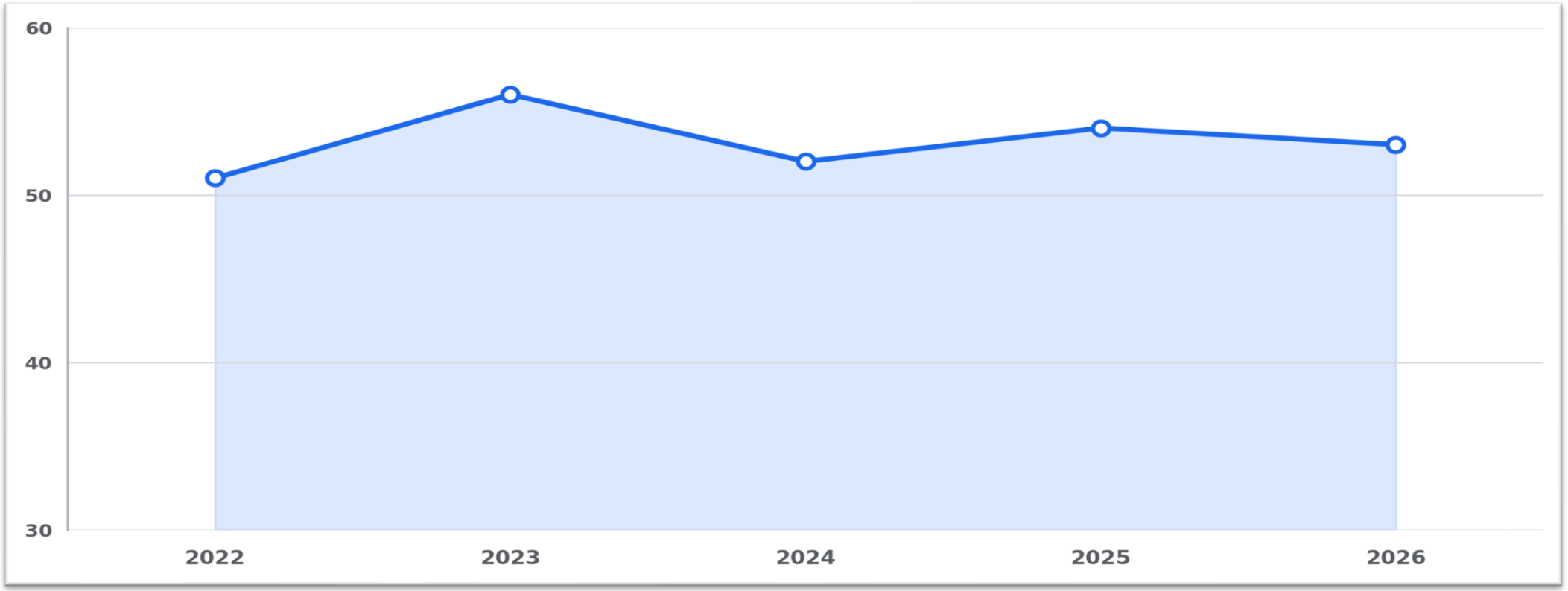
INVENTORY DAYS



Inventory days decreased marginally to 53 days in FY26 from 54 days in FY25, reflecting stable inventory management.

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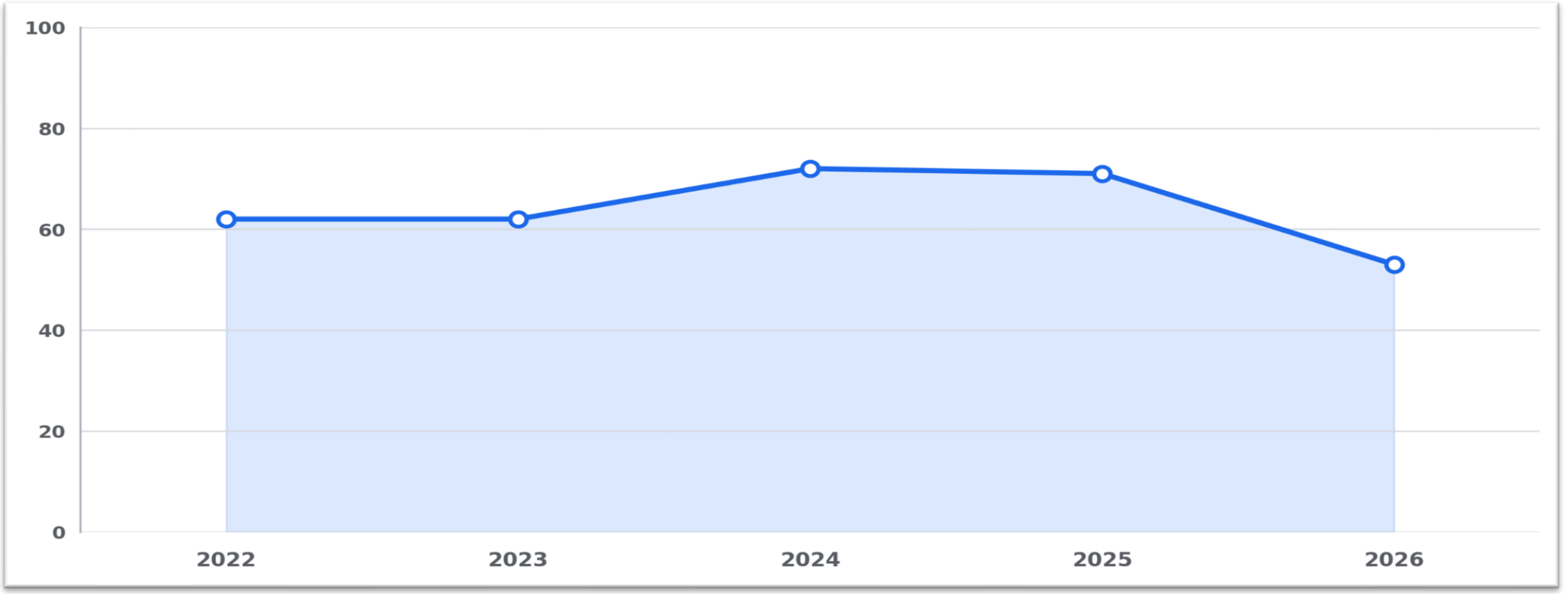
CREDITOR DAYS



Creditor days decreased to 53 days in FY26 from 71 days in FY25, reflecting strategic working capital management to support suppliers, secure supply continuity amid wartime trade disruptions and optimize costs while protecting margins.

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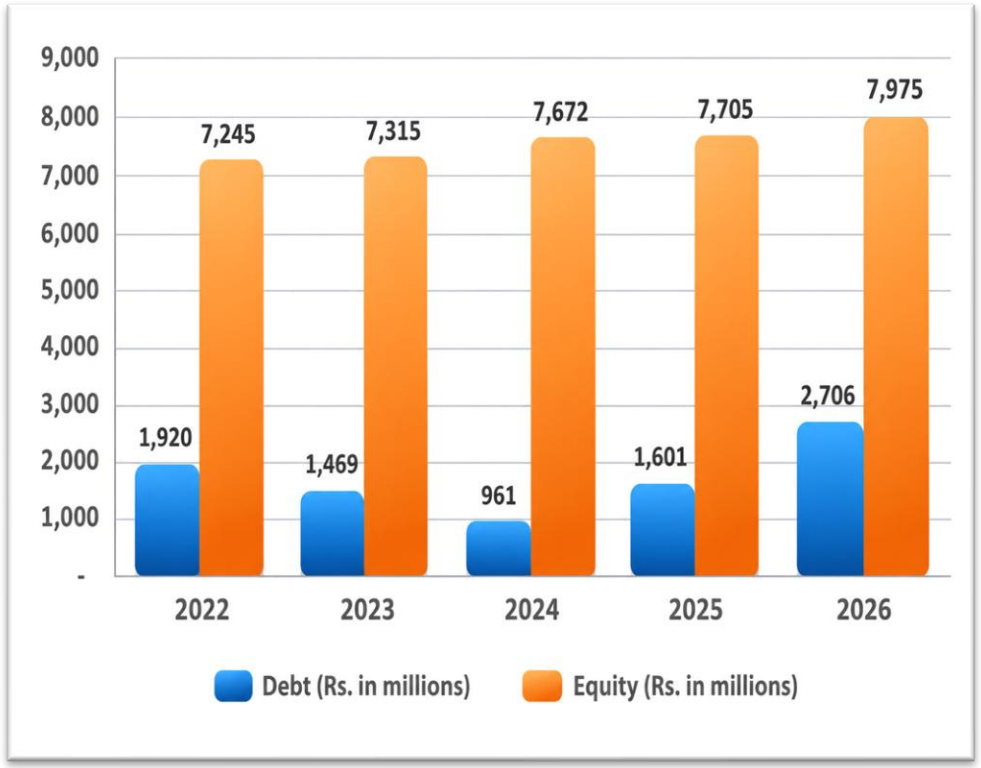
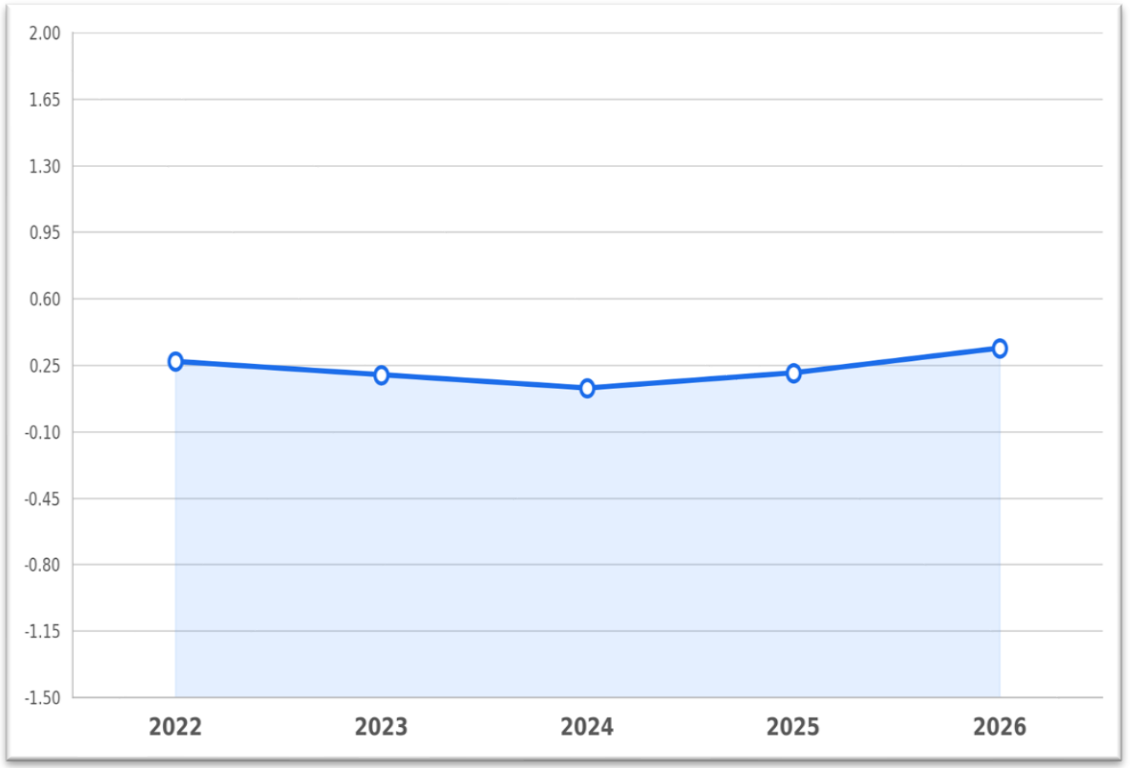
LEVERAGE: DEBT TO EQUITY RATIO





Debt to Equity Ratio

The company maintains a low and well-managed debt-to-equity ratio, indicating a strong balance sheet

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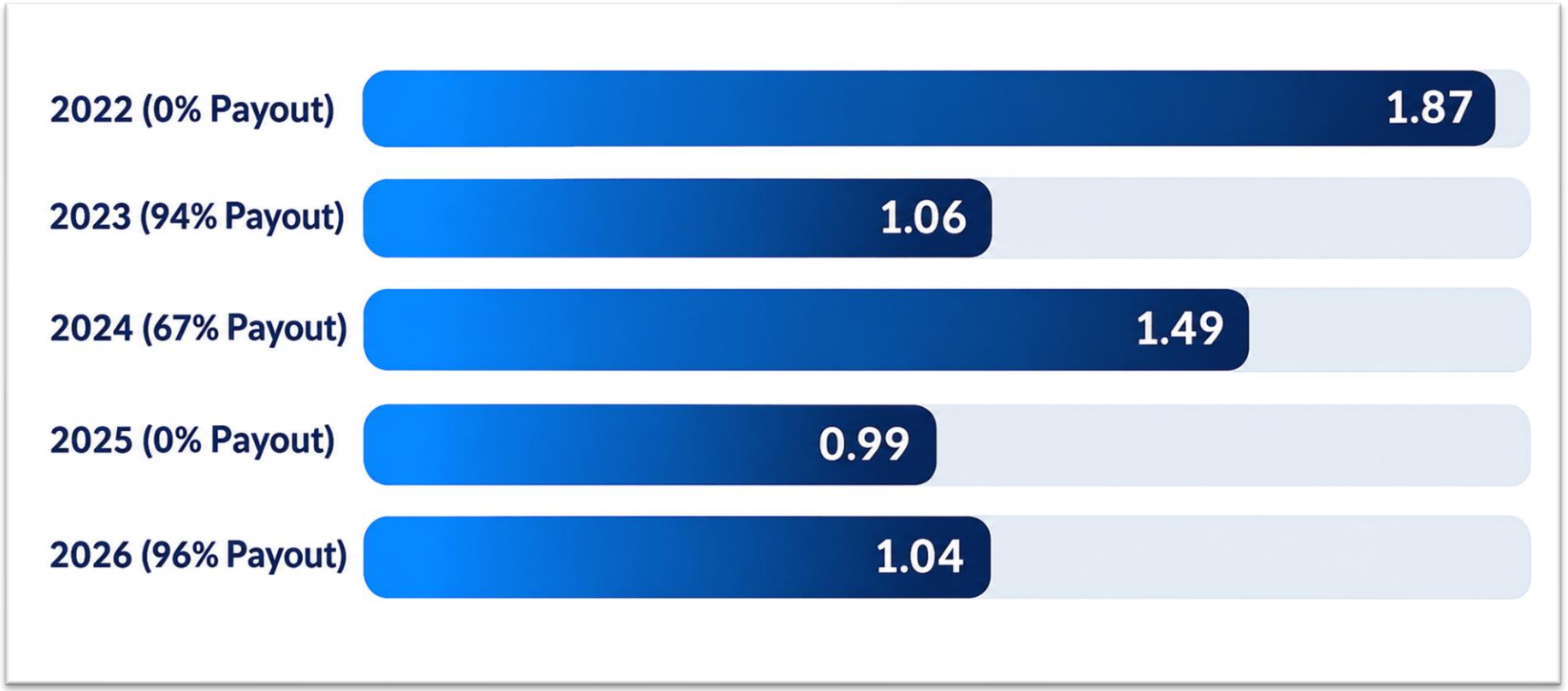
SHAREHOLDER VALUE: EARNINGS PER SHARE



While remaining committed to enhancing shareholder value, the Company declared a dividend of Rs. 1 per share for FY26 against an EPS of Rs. 1.04, reflecting its continued focus on rewarding shareholders while maintaining business sustainability.

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STRATEGIC OUTLOOK: THE NEXT GROWTH ENGINE

Vertical Integration

Our 100,000-ton capacity Roshan Sun Tao Paper Mill (RSTPML) will manufacture brown paper, ensuring raw material availability, reliability and cost control.

Potential Tax Benefits

- Imported capital goods: one-time exemption from customs duties and taxes.
- Income from SEZ operations is exempt from tax until 30 June 2035.

New Market Expansion

- This investment positions us to target high-growth e-commerce, SME, and export markets with competitive, integrated solutions.
- Import substitute.

OUR COMMITMENT TO QUALITY & SAFETY

Forest Stewardship Council

Environmental Management System

Food Safety Management System
FSSC 22000 | UKAS Accredited

Quality Management Systems

Halal Certification (ACTS)

Occupational Health and Safety Management System

SMETA 4-pillars audited

No child labor , safe environment and sustainable production

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OUR COMMITMENT TO RESPONSIBILITY (ESG)

FSC Certified

We are committed to responsible sourcing and a circular economy, ensuring our materials come from sustainable forests.

Solar Powered

Our Corrugation and Flexible Plants now use solar power, covering 41.78% and 25% of their respective electricity requirements. At the Corrugation Plant, solar generation of 1.1 Mn kWh avoided an estimated 935,000 kg of CO_2, based on an emission factor of 0.85 kg of CO_2 per kilowatt-hour generated. The Flexible Plant has reduced CO_2 emissions by 622,230 kg since October 2024 and offset 640,000 electricity units during FY26, equivalent to approximately 53,333 units per month.

UN Global Compact

As a proud signatory, we uphold the highest principles of human rights, labor, and environmental stewardship.

ECONOMIC CONTEXT: FACTORS IMPACTED FY26

Macroeconomic Headwinds

Significant economic volatility in FY26 directly impacted input costs and consumer demand.

GDP: Pakistan achieved 3.7% GDP against target of 4.2% for FY 26, which led to slower economic growth and limited momentum across key sectors.

Interest Rate Hikes: Tight monetary policy and costly borrowing restrained business confidence, investment and credit availability.

High Inflation: Commodity volatility, energy costs and geopolitical disruptions intensified inflationary pressures, constraining imported-input supplies. Average Inflation rate FY26: 7.05%, FY25: 4.49%.

Operational Challenges

Demand Contraction: Soft consumer spending weighed on FMCG sector performance, reducing demand for secondary and tertiary packaging.

Energy Costs: Elevated energy tariffs and fuel costs increased production expenses, intensifying pressure on operating margins.

Trade Disruptions: Geopolitical instability and international trade disruptions affected import flows, raw-material availability and supply-chain reliability.

QUESTIONS RECEIVED IN ADVANCE

Question Submitted before the Session

Sr.no	Question	Received from	Response
1	[Question received in advance]	[Name / institution]	[Management response]
2	[Question received in advance]	[Name / institution]	[Management response]
3	[Question received in advance]	[Name / institution]	[Management response]

“Q&A Session & DISCUSSION”

THANK YOU

Head Office

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Lahore, Pakistan

Corrugation Plant

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Flexible Plant

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