

November 22, 2022

The General Manager  
Pakistan Stock Exchange Limited  
Karachi.

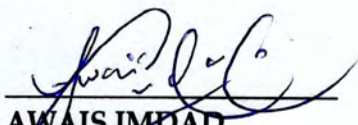
**Corporate Briefing Session (CBS)**

Dear Sir,

In pursuance of Notice PSX/N-1160 specifying the mandatory requirement of holding the Corporate Briefing Session physically in addition to participation via electronic means as well as Circulation of CBS presentation with the Notice. It is hereby intimated that the Company's Registered Office in Hattar (Plot # 112-113, Phase V, Hattar Industrial Estate Hattar, District Haripur, Khyber Pakhtunkhwa) will host the CBS at 03:00 PM on November 24, 2022 in addition to through Zoom, as it has been previously announced. Please refer to the company's CBS notification through PUCARS dated November 17, 2022 for participation via Zoom. The updated flyer as well as CBS presentation of the Corporate Briefing Session is attached herewith.

We would appreciate your assistance in communicating this information to members of the Exchange.

Yours truly.

  
**AWAIS IMDAD**  
**COMPANY SECRETARY**



## INVITATION FOR CORPORATE BRIEFING SESSION

### All Respected Shareholders / Analysts:

EcoPack Limited ("Company") hereby cordially invites its respected shareholders / analysts to the Corporate Briefing Session (CBS) of the Company wherein the Company's Senior Management shall brief on Company's Strategic/ Operational Developments, and Financial Performance for the year ended June 30, 2022.

The briefing will be held as follows:

**Date:** November 24, 2022

**Venue:** Plot # 112-113, Phase V, Hattar Industrial Estate Hattar, District Haripur, Khyber Pakhtunkhwa as well as via Videoconference (Zoom)

**Presentation:** 03:00 pm

**Q/A:** 03:30 pm

Those who wish to attend CBS are requested to confirm participation by providing following details via e-mail at [corporatebriefingsession@ecopack.com.pk](mailto:corporatebriefingsession@ecopack.com.pk) latest by **November 22, 2022**:

**Name:** .....

**Folio No. (If Shareholder):** .....

**Designation (if Analyst):** .....

**Organization (if Analyst):** .....

**CNIC No:** .....

**Cell Number:** .....

**Valid e-mail ID:** .....

A detailed procedure / guidelines shall be communicated through e-mail directly to the respective participant who has provided his/ her valid e-mail ID and same shall be placed at the Company's website (<https://www.ecopack.com.pk/>) in investor relations and information section.

**AWAIS-IMDAD**  
**COMPANY SECRETARY**

Manufacturers Of Quality PET Bottles and Preforms



CORPORATE BRIEFING

2021-22

OVERVIEW

November 24, 2022

## BRIEF HISTORY

- 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, Unilever and Coca-Cola as well as leading national brands like Big Apple, Murree Sparklets , Qarshi Jam-e-Shireen, Gourmet Cola, Master Cola etc.
- Production capacity of around 327 million bottles and 729 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 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. The pandemic effects on the Industry are diminishing and the volumes have started growing and are expected to improve further.

The PET bottles for beverages started with a 1.5 liter PET Bottle and since then many new sizes from 300 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)

Consistent growth of Pepsi, Coca Cola, Murree group ,Gourmet group, Nestle and other national players in the bottled water business

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

## MAJOR COMPETITORS

<b>Companies</b>	<b>Location</b>
Gatron / Novatex	Hub, Karachi & Faisalabad
Krystallite (Gatron Group Company)	Karachi & Lahore
Al-Hafiz Crystoplast	Peshawar & Faisalabad
Continental Plastics	Karachi & Lahore
Mehran Plastics	Karachi
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 Beverages and other liquid packaging industry

### PET Bottles & Preforms

- EcoPack supplies Preforms & Bottles for the complete range from 240 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

- Carbonated Soft Drink Bottles
- Syrup Squashes & Other Bottles
- Mineral Water Bottles
- Pharma Bottles
- Edible Oil Bottles
- Cleaning agents Bottles

Segment Topline Revenue FY22	Rupees in 'Million'	
	Revenue	Percentage
PET Preforms	2,502	50%
PET Bottles	2,523	50%
<b>Total Revenue</b>	<b>5,025</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



Unilever



## REPORTABLE SEGMENTS & CAPACITY

Plant Capacity And Actual Production	Units in Million	
	2022	2021
<b>Bottles - Blowing</b>		
Capacity	327	327
Production	182	130
Utilization	56%	40%
<b>Preforms - Injection</b>		
Capacity	729	729
Production	457	420
Utilization	63%	58%

## LAST 6 YEARS FINANCIAL PROFILE

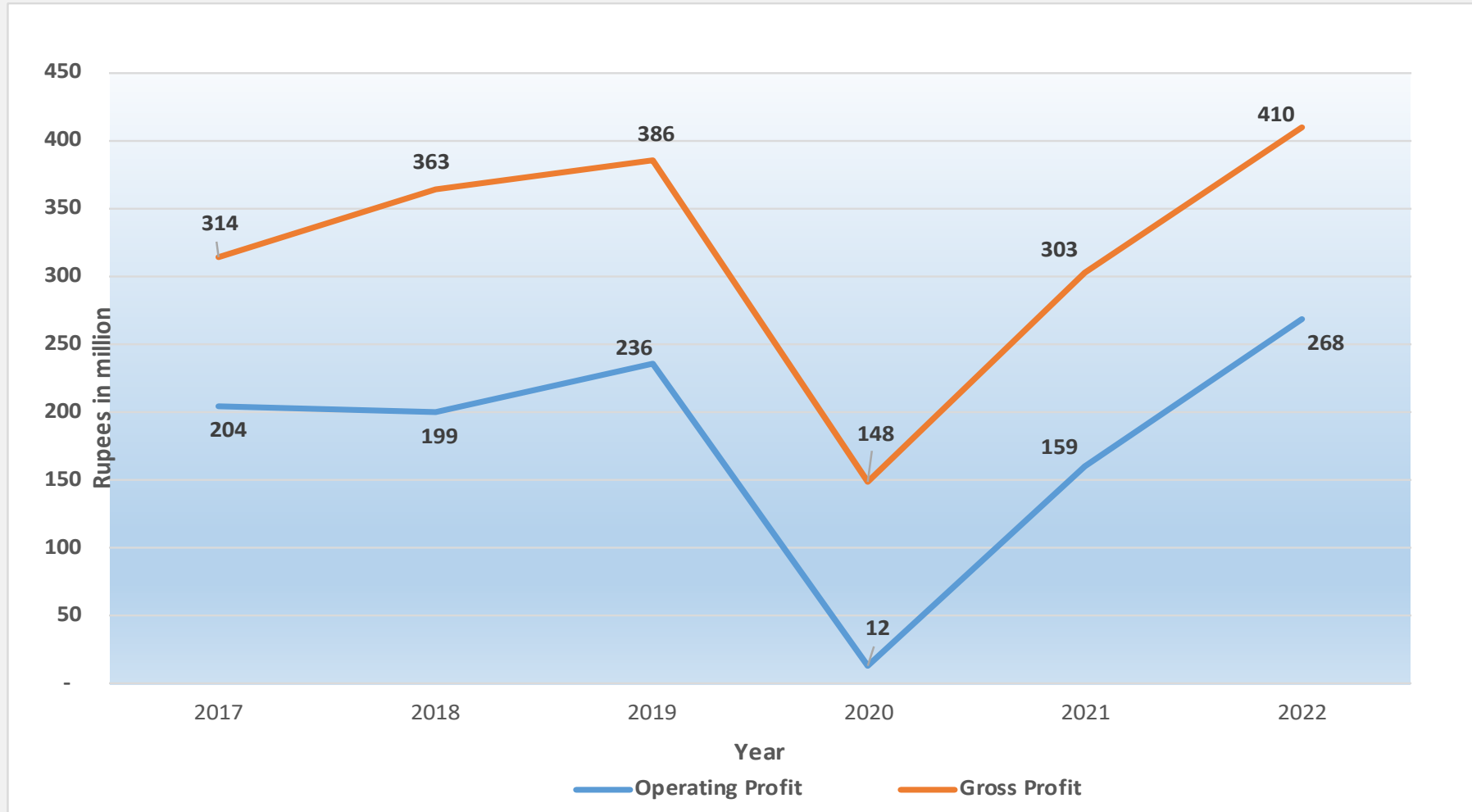
### Summary of Statement of Financial Position

	2022	2021	2020	2019	2018	2017
	Rupees in 'Million					
Share Capital	420	381	381	347	302	287
Equity	1,031	850	805	907	868	771
Long term borrowings	153	247	287	267	325	150
Property, plant & equipment	1,424	1,337	1,408	1,427	1,363	1,001
Long term assets	1,441	1,354	1,426	1,464	1,382	1,011
Current assets	1,061	787	649	1,068	1,000	691

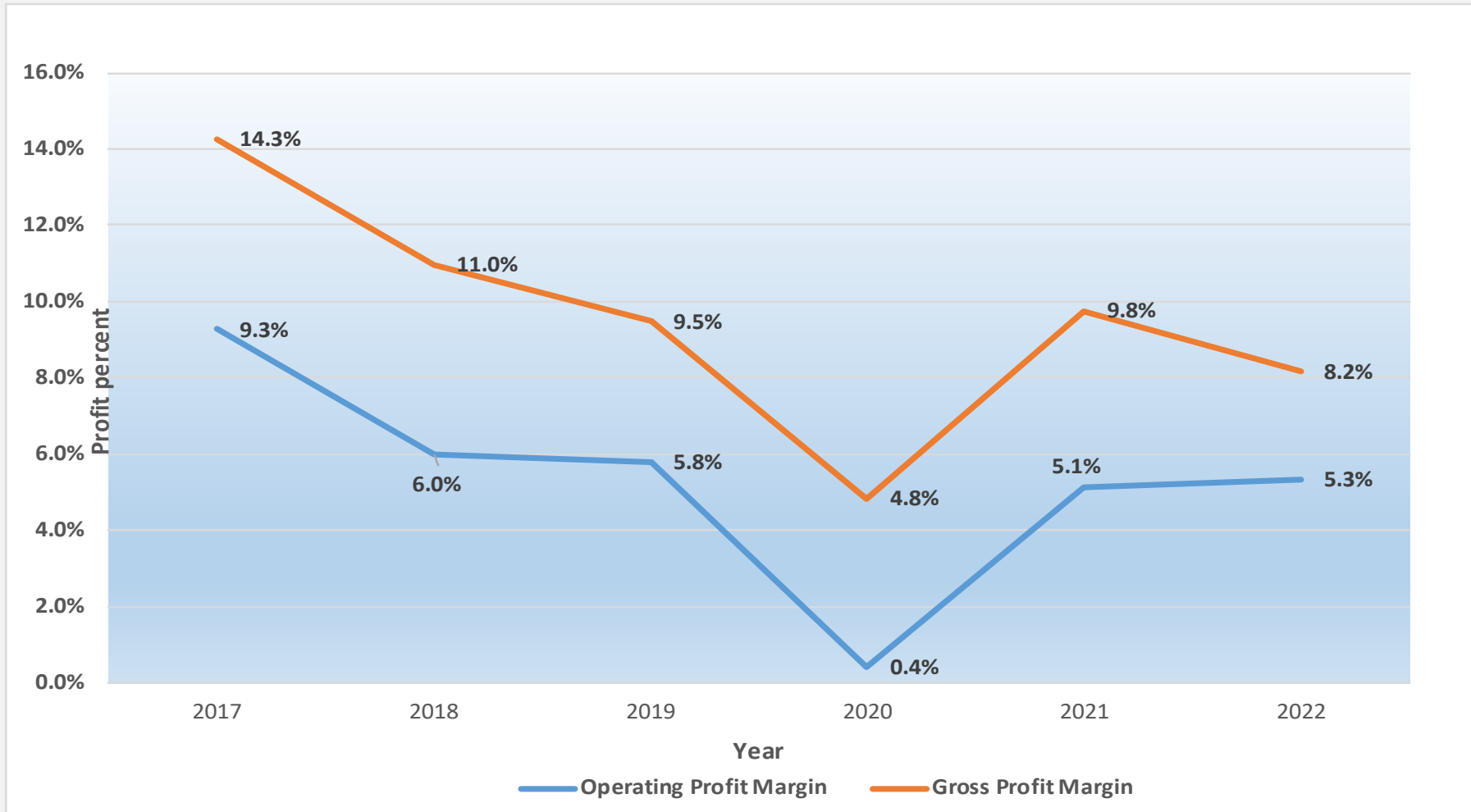
### Summary of Statement of Profit or Loss

	2022	2021	2020	2019	2018	2017
	Rupees in 'Million					
Sales	5,025	3,101	3,054	4,075	3,312	2,205
Gross profit	410	303	148	386	363	314
EBITDA	401	289	148	369	319	311
Operating profit	268	159	12	236	199	204
Profit/ (Loss) before tax	146	67	(145)	109	132	150
Profit/ (Loss) after tax	100	46	(104)	75	123	106
Cash dividend	-	-	-	5%	10%	10%
Stock dividend	15%	10%	-	10%	15%	5%
Earnings per share	2.39	1.10	(2.72)	1.96	3.24	2.77

# OPERATING & GROSS PROFIT (RUPEES IN MILLION)

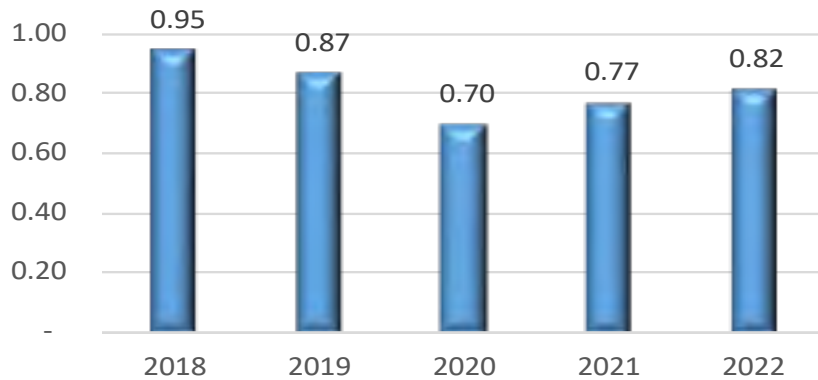


# PROFIT MARGINS

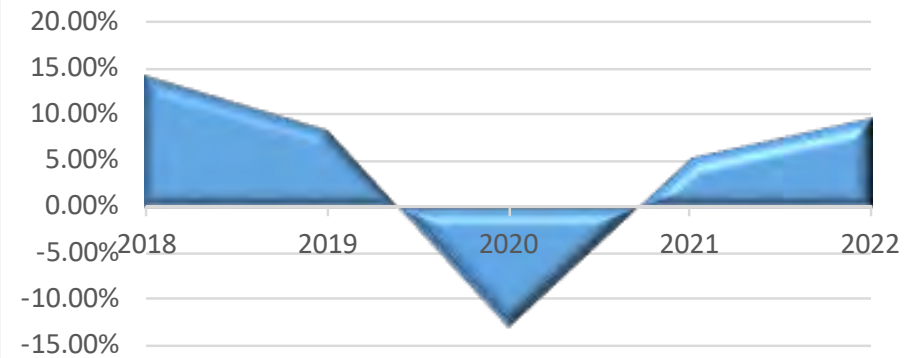


# FINANCIAL HIGHLIGHTS

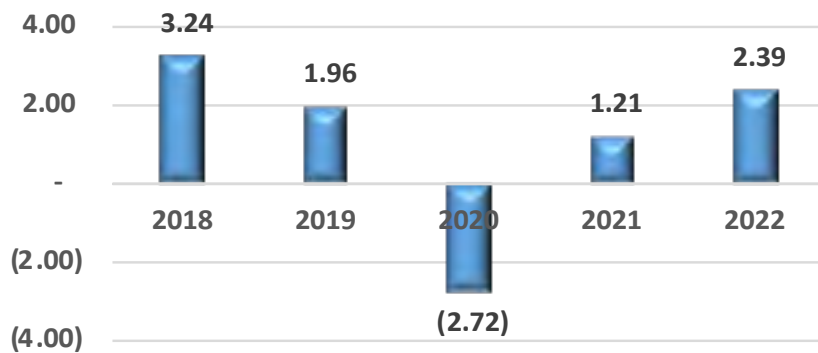
## CURRENT RATIO



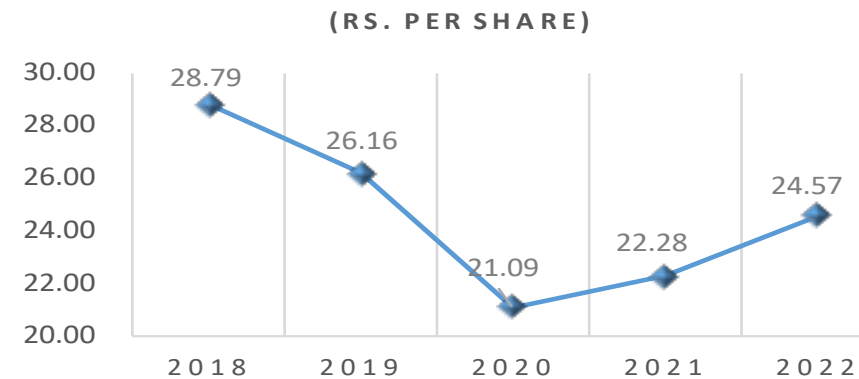
## ROE



## EPS (RS. PER SHARE)



## BOOK VALUE PER SHARE



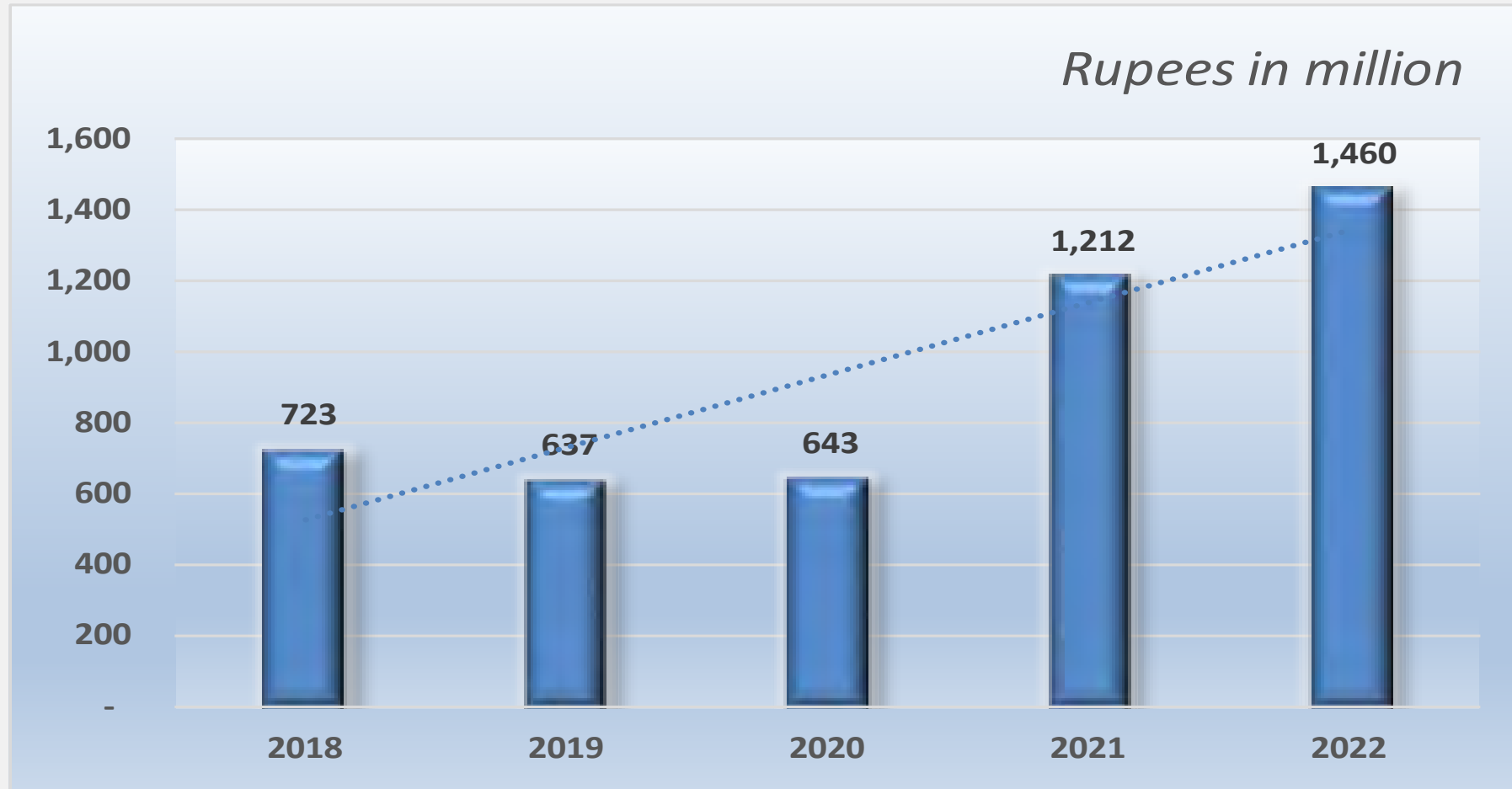
# SHARES PRICE TREND (AS ON AT THE END OF EACH QUARTER)

Share Price in Rupees





# MARKET CAPITALIZATION (BASED ON WEIGHTED AVERAGE SHARE PRICE)



## NEW PROJECTS & OPPORTUNITIES UPDATE



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

**It has the capability to produce a range of products from 2.0 liter to 16 liter one way PET Bottles.**

**This is a balanced diversification of products for existing and mainly a new set of customers.**

**Successfully executed a pilot Solar power project of 500 KW for the company with the idea of scaling it up after successful experience.**

**Evaluating alternate options of power generation to reduce the dependence on expensive and unreliable power supply from the grid.**

**CocaCola Beverages Pakistan Limited has setup a greenfield plant in Hattar, in close proximity to Ecopack with large scale filling capacity.**

**Pharmaceutical sector and Milk sector are evaluating larger scale conversion to PET for improved and cost efficient packaging solutions as compared to paper carton packaging.**

**Q & A**

**THANK YOU**