

Manufacturers Of Quality PET Bottles and Preforms

Ec  **Pack Ltd**

CORPORATE BRIEFING SESSION

2022-23

November 24, 2023

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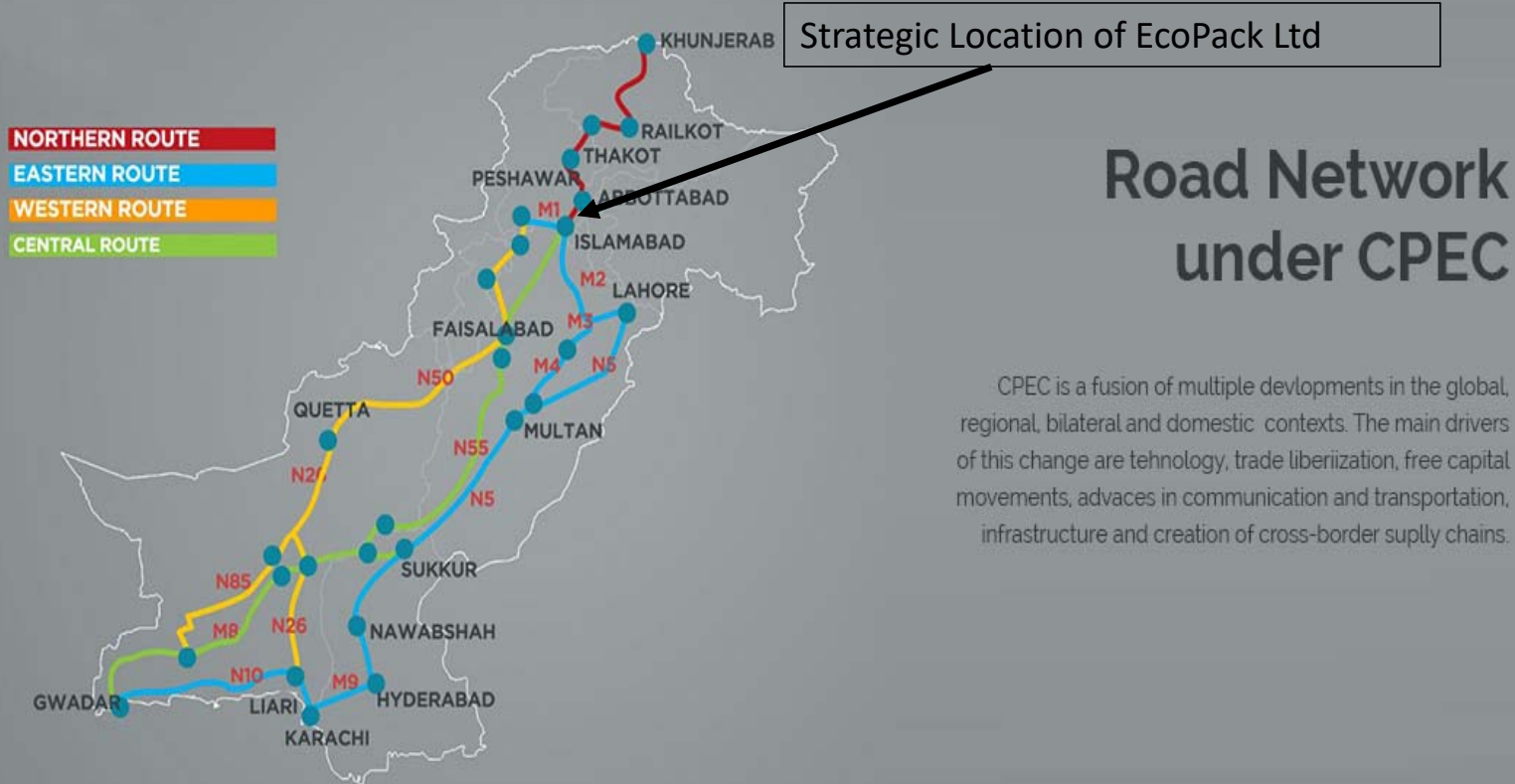
Profile of the Company

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, Rosh Afza, Qarshi Jam-e-Shireen, Gourmet Cola, Punjab Oils, Shama Oils, Springley, Pivrine Water 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



Road Network under CPEC

CPEC is a fusion of multiple developments in the global, regional, bilateral and domestic contexts. The main drivers of this change are technology, trade liberalization, free capital movements, advances in communication and transportation, infrastructure and creation of cross-border supply chains.

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

2022 Floods and economic downturn had its bearing on the demand trends in the previous year

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:

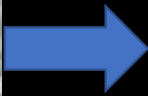
- Carbonated Soft Drinks
- Syrup Squashes & Others
- Mineral Water
- Juices
- Pharmaceutical
- Edible Oil
- Cleaning agents

Segment Topline Revenue FY23	Rupees in 'Million'	
	Revenue	Percentage
PET Preforms	2,284	40%
PET Bottles	3,405	60%
Total Revenue	5,689	100%

Manufacturing Process



PET Resin (Raw Material)



Injection Moulding Process



PET Preforms



PET Bottles



Blow Moulding Process



Major Players of the Industry



Unilever



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.

EcoPack's recent 'large bottle project' 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 both existing and a new set of customers.

Successfully benefiting from the Solar power project of 500 KW for the company with the idea of scaling it up after successful experience.

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

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

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

Reportable Segments & Capacity

Plant Capacity And Actual Production	Figure in "Million"	
	2023	2022
Bottles - Blowing		
Capacity	327	327
Production	187	182
Utilization	57%	56%
Preforms - Injection		
Capacity	729	729
Production	432	457
Utilization	59%	63%

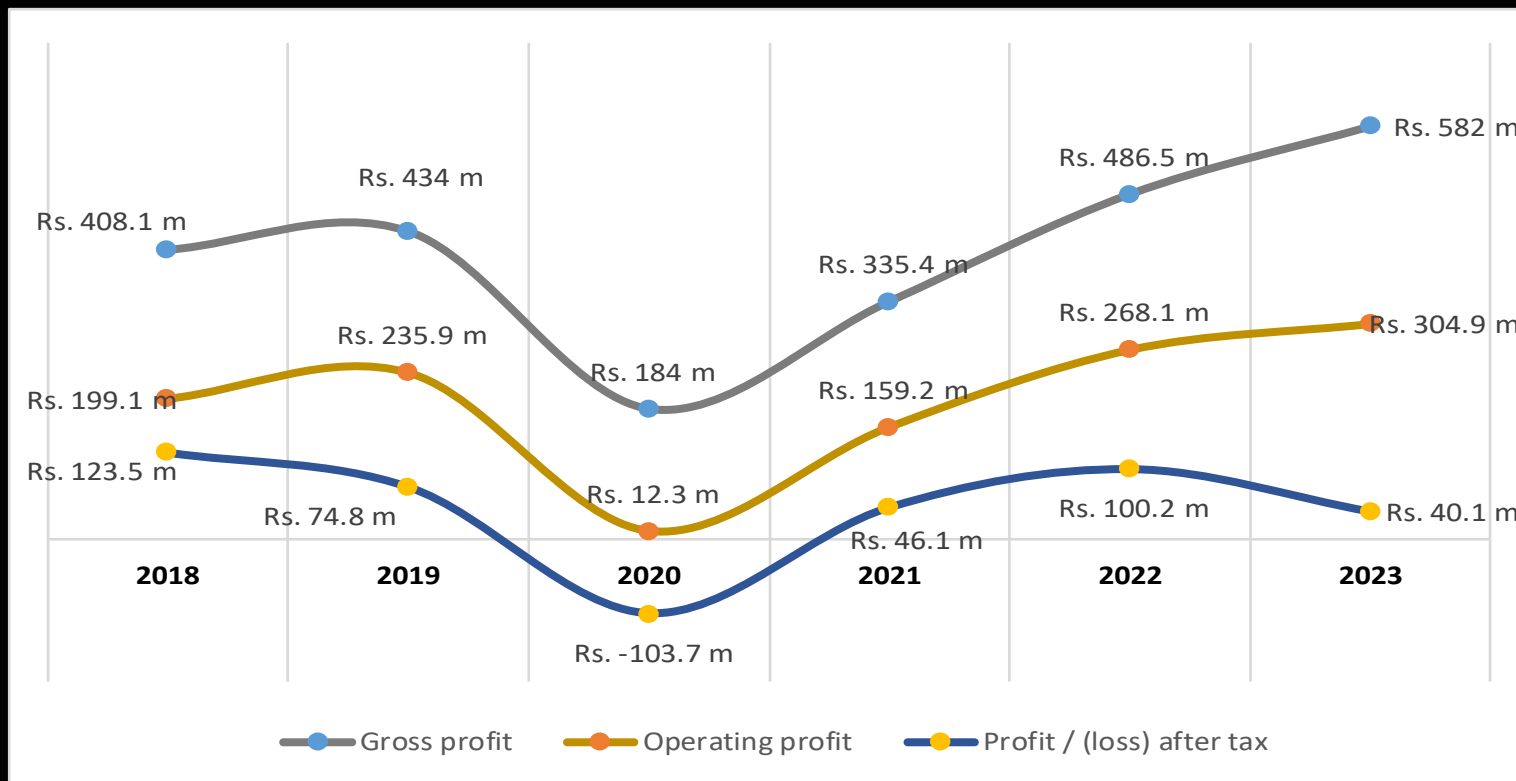
Details of Financial Information

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

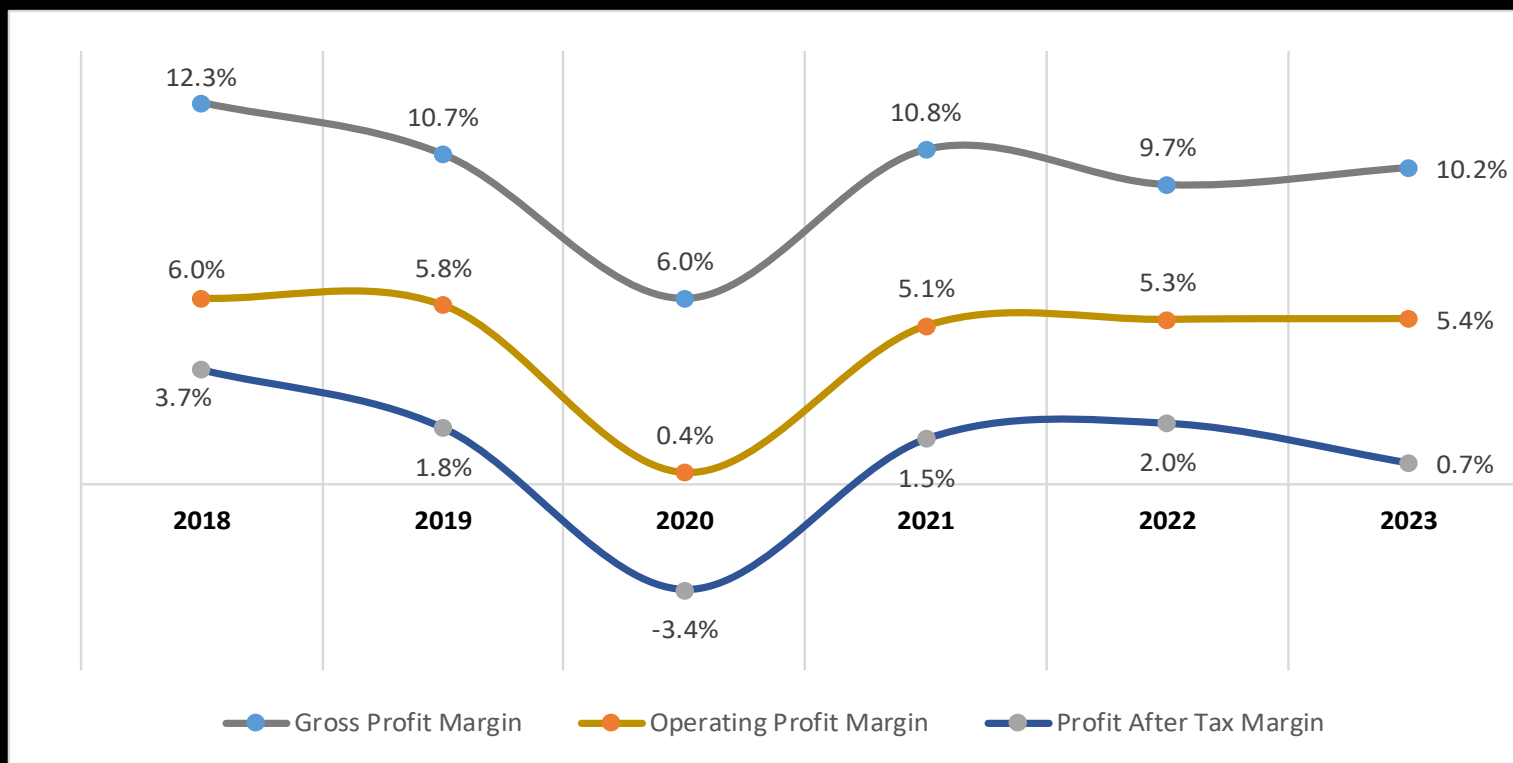
Summary of Statement of Financial Position						
	2023	2022	2021	2020	2019	2018
Share Capital	483	420	381	381	347	302
Reserves	693	611	469	423	561	567
Equity	1,175	1,031	850	805	907	868
Non-current liabilities	139	172	272	340	397	458
Current liabilities	1,662	1,299	1,020	930	1,228	1,056
Total equity & liabilities	2,976	2,502	2,142	2,075	2,532	2,382
Non-current assets	1,566	1,441	1,354	1,426	1,464	1,382
Current assets	1,411	1,061	787	649	1,068	1,000
Total assets	2,976	2,502	2,142	2,075	2,532	2,382
Summary of Statement of Profit or Loss						
	2023	2022	2021	2020	2019	2018
Sales	5,689	5,025	3,101	3,054	4,075	3,312
Gross profit	582	486	335	184	434	408
EBITDA	454	401	289	148	369	319
Operating profit	305	268	159	12	236	199
Profit/ (Loss) before tax	81	146	67	(145)	109	132
Profit/ (Loss) after tax	40	100	46	(104)	75	123
Cash dividend	-	-	-	-	5%	10%
Stock dividend	-	15%	10%	-	10%	15%
Earnings per share	0.83	2.08	1.21	(2.72)	2.16	4.09

Gross Profit, Operating Profit & Profit After Tax

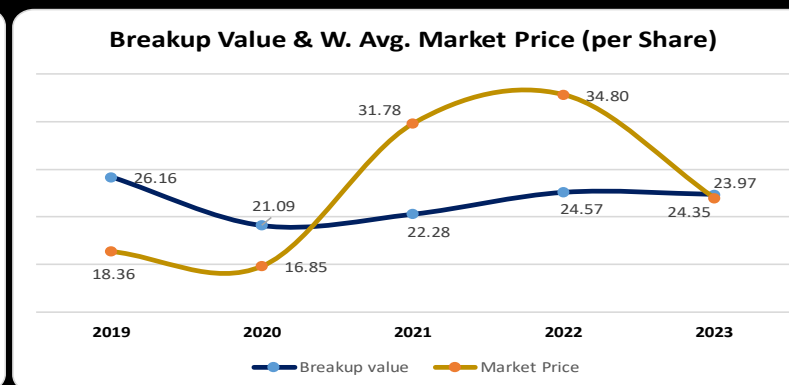
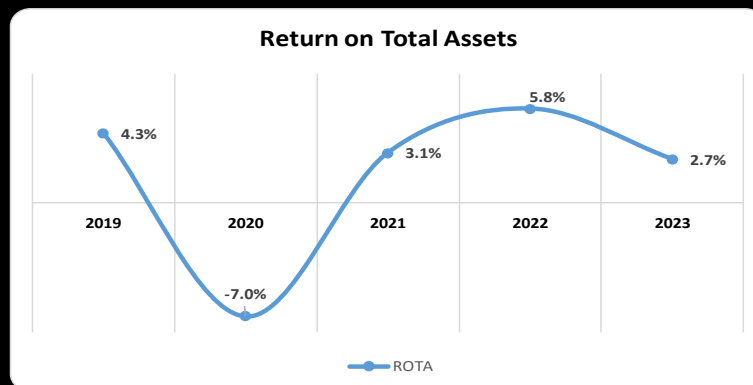
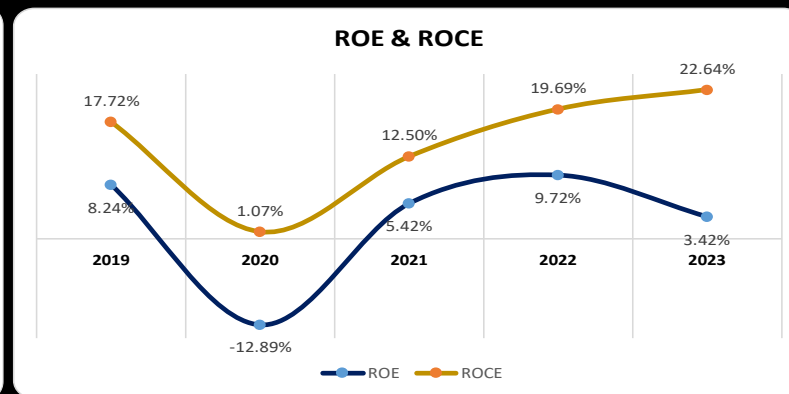
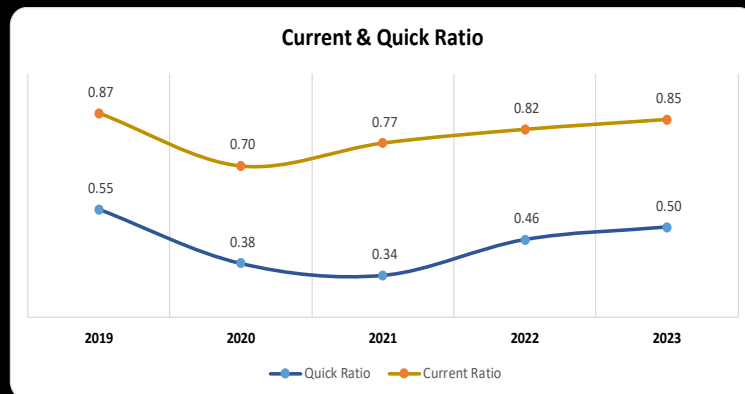
(Rupees in million)



Profitability Ratios

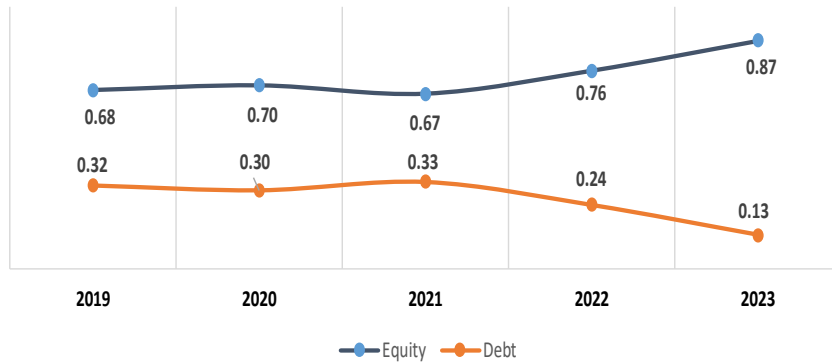


Financial highlights

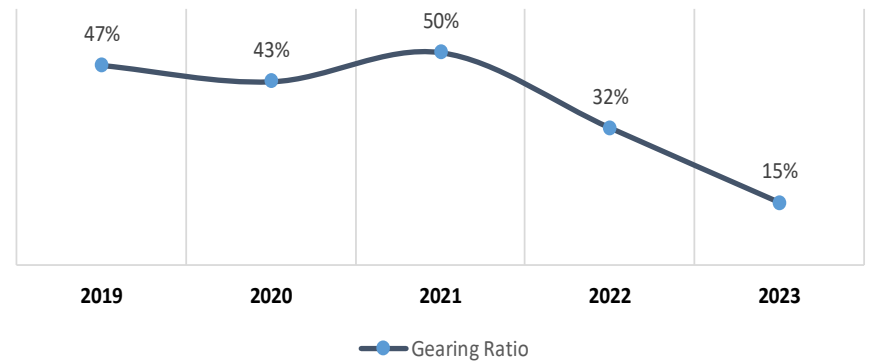


Financial highlights

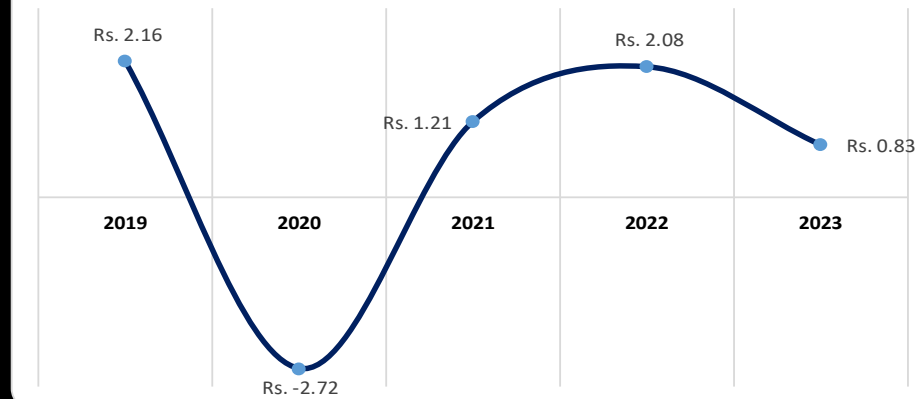
Debt Equity Ratio



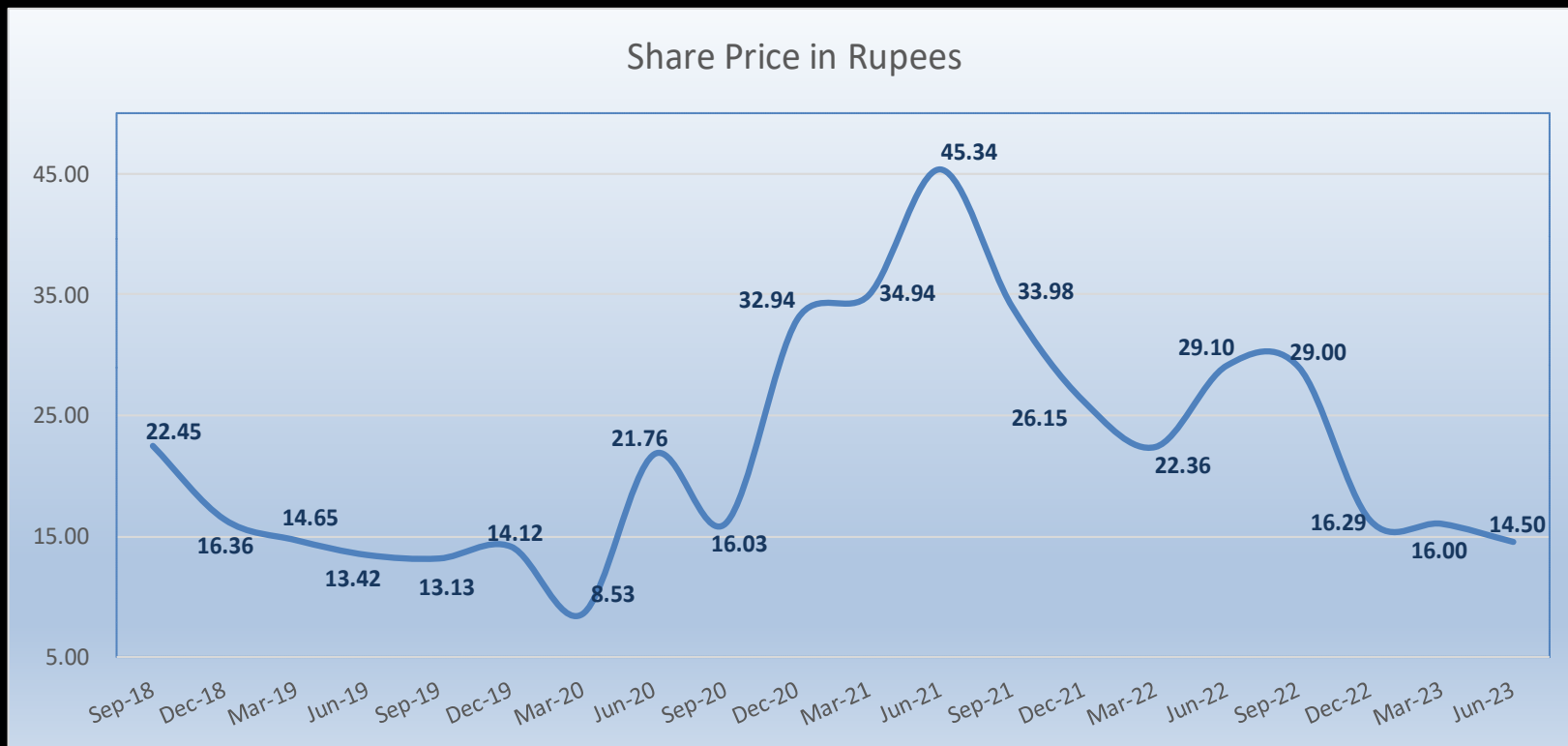
Gearing Ratio



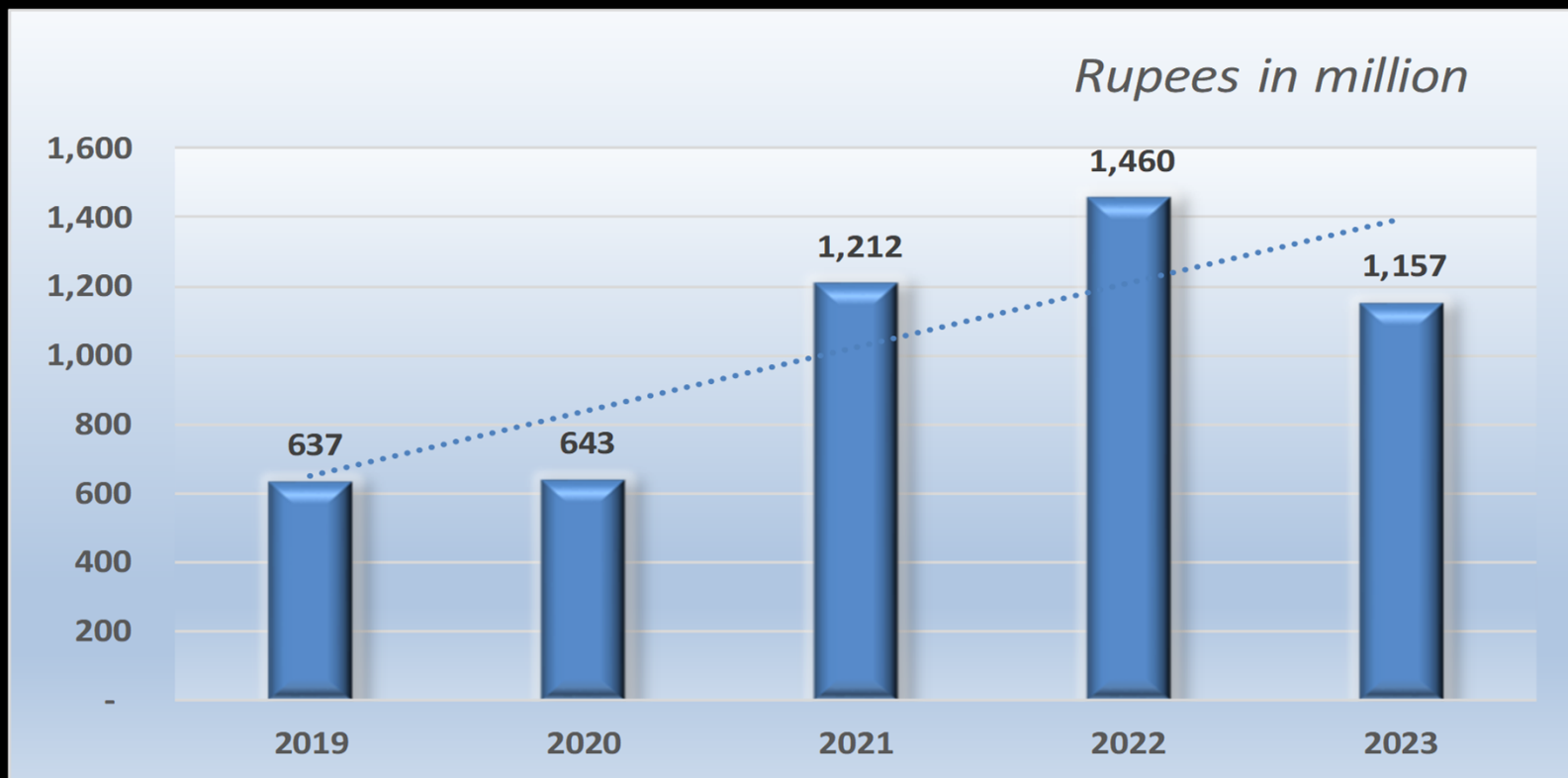
EPS



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



Market Capitalization (BASED ON WEIGHTED AVERAGE SHARE PRICE)



Q & A

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Thank You