



Ecopack Limited
19, Main Street, Citi Villas,
Near High Court Road, Rawalpindi.
Tel : +92-51-5974098-99
Fax: +92-51-5974097

November 12, 2021

The General Manager
Pakistan Stock Exchange Limited
Karachi.

Corporate Briefing Session (CBS)

Dear Sir,

This is to inform you that the Corporate Briefing Session of EcoPack Limited is scheduled to be held on **Friday, November 19, 2021 at 03:00 pm** wherein the Company's Senior Management will brief the shareholders, investors and analysts about the Company's Strategic/ Operational Developments, current Financial Performance and Outlook. The flyer of the Corporate Briefing Session is attached herewith.

In the wake of COVID-19, there will be no venue for the Corporate Briefing Session and shareholders/analysts are advised to attend the session via video-link (Zoom) only

Video-link credentials will be shared with the shareholders / analysts who will confirm participation by providing following details via e-mail at corporatebriefingsession@ecopack.com.pk latest by **November 17, 2021**.

Name:

Folio No. (If Shareholder):

Designation (if Analyst):

Organization (if Analyst):

CNIC No:

Cell Number:

Valid e-mail ID:

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

Yours truly.

AWAIZ 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, 2021.

The briefing will be held as follows:

Date: November 19, 2021

Venue: Through 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 latest by **November 17, 2021:**

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.

AWAIZ IMDAD
COMPANY SECRETARY



Ecopack Limited

112, 113, Phase 5, Hattar Industrial Estate
Hattar, District Haripur, Khyber Pakhtunkhwa
Tel. No: +92-995-617723, 614347, 617720
Fax No: +92-995-617074
Email: plant_h@ecopack.com.pk
Web: www.ecopack.com.pk
ISO 9000 CERTIFIED
FSSC 22000 CERTIFIED
HALAL PS 3733 CERTIFIED

EcoPack Corporate Briefing Session

Below mentioned are the details of 3rd Corporate Briefing session of EcoPack Limited scheduled on November 19, 2021 at 03:00 pm via Zoom (link will be shared via email)

Speakers:

Mr. Hussain Jamil	Chief Executive Officer
Mr. Raza Chinoy	Chief Operating Officer
Mr. Shahan Jamil	Chief Information Officer
Mr. Muhammed Ali Adil	Chief Financial Officer

Moderator:

Mr. Awais Imdad	Company Secretary
-----------------	-------------------

Guidelines:

- Participants are requested to dial in 10 Minutes in advance of the meeting having a zoom ID with the same title communicated via email.
- Participants are requested to stay on 'Mute' and 'off Camera' mode during the presentation by EcoPack Management.
- In case of any question, participants are requested to type in a question in the chatbox which will be responded to after 03:30 pm



Awais Imdad
Company Secretary

Minutes of the Corporate Briefing Session

The Corporate Briefing Session ("CBS") was conducted on November 19, 2021 via ZOOM

Following are the participants of the session on behalf of EcoPack Limited:

Speakers:

Mr. Hussain Jamil	Chief Executive Officer
Mr. Raza Chinoy	Chief Operating Officer
Mr. Shahan Jamil	Chief Information Officer
Mr. Muhammed Ali Adil	Chief Financial Officer

Moderator:

Mr. Awais Imdad	Company Secretary
-----------------	-------------------

The CBS was commenced by the recitation of some verses of Holy Quran thereafter a brief introduction was given about the EcoPack Limited and the company followed by the prevailing economic scenario and financial performance of the company for the year ended June 30, 2021.

Finally, the question and answers session was carried by the shareholders, investors and analyst presented in the session

Manufacturers Of Quality PET Bottles and Preforms



CORPORATE BRIEFING
2020-21

OVERVIEW

November 19, 2021

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
- ▶ 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 located in the Hattar Industrial Estate in Khyber Pakhtunkhwa province and offices in Rawalpindi, Lahore and Karachi

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd



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 affect on the Industry are diminishing and the volumes have started growing 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 in existing Core CSD PET Home Pack (1.5 Liter and 1 Liter) Bottles

Conversion of Pharmaceutical Products in 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

Companies	Location
Gatron / Novatex	Hub & Karachi
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

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

Major Products, Key Customers And Vendors

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



Contribution in Revenue in 2021	Rupees in 'Million'	
	Revenue	Percentage
PET Preforms	1,730	56%
PET Bottles	1,370	44%
Total Revenue	3,101	100%

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

Key Customers
& Vendors

New Projects Update

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

It has the capability to produce from 2.0 liter to 16 liter one way PET Bottles.

This is a concentric diversification of products for some existing and mainly a new set of customers.

Evaluated and approved a pilot Solar power project 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.

Sponsors Background & Board Composition

- ▶ Mr. Hussain Jamil is the founding sponsor Director & one of the major shareholders of EcoPack Limited.
- ▶ He is the CEO of EcoPack and continues to strategically lead the Company's growth in key areas such as corporate relationship management as well as exploring new opportunities for further expansion in both domestic and regional markets.

The composition of the Board is as follows:

a) Independent Directors

- (i) Mr. Amar Zafar Khan (Chairman of the Board of Directors)
- (ii) Mr. Asad Ali Sheikh

b) Non-Executive Directors

- (i) Mr. Ahsan Jamil (ii) Mr. Ali Jamil
- (iii) Mr. Rehan Jamil (iv) Mrs. Sonya Jamil

c) Executive Director

- (i) Mr. Hussain Jamil (Chief Executive Officer)

The total number of Directors is seven in compliance with SECP & CCG requirements

Male Directors	06
Female Director	01

Company Plant & Major Assets & Historical Value

Major Fixed Assets	2021	2020
	Rupees in 'Million'	
Plant Machinery	1,064	1,128
Factory Equipment	103	105
Factory Building & Roads	83	88
Leasehold Land	25	25
Vehicles	23	24
Office Equipment	14	12
Furniture & Fittings	1	1
Total	1,312	1,384

Latest revaluation of the Company's assets was carried out during 2019-20 by M/s Iqbal A. Nanjee & Company (Pvt) Ltd., independent valuers, taking market value / depreciated replacement cost, as applicable, as the basis of valuation. The revaluation resulted in a net surplus of Rs. 21.7 million.

Reportable Segments & Capacity

Plant Capacity And Actual Production		Figure in "Million"	
Bottles - Blowing		2021	2020
Capacity		327	327
Production		130	135
Utilization		40%	41%
Preforms - Injection			
Capacity		729	729
Production		420	377
Utilization		58%	52%

Major Input items, Sources & Procurement

Major Input Items		Source
i.	Polyethylene Terephthalate (PET Resin)	Novatex Limited & Gatron Industries
ii.	Packing Materials	Misc. vendors
iii.	Electricity	PESCO
iv.	Salaries & Wages	N/A
v.	Depreciation	N/A
vi.	Other Manufacturing cost	Misc. vendors

Value of Major Cost Items - FY 2021		Rupees in Million
Raw material consumed (including PET)		2,017
Packing material consumed		105
Electricity		288
Salaries & wages		196
Depreciation		119
Other manufacturing cost		140

Last 6 years financial profile

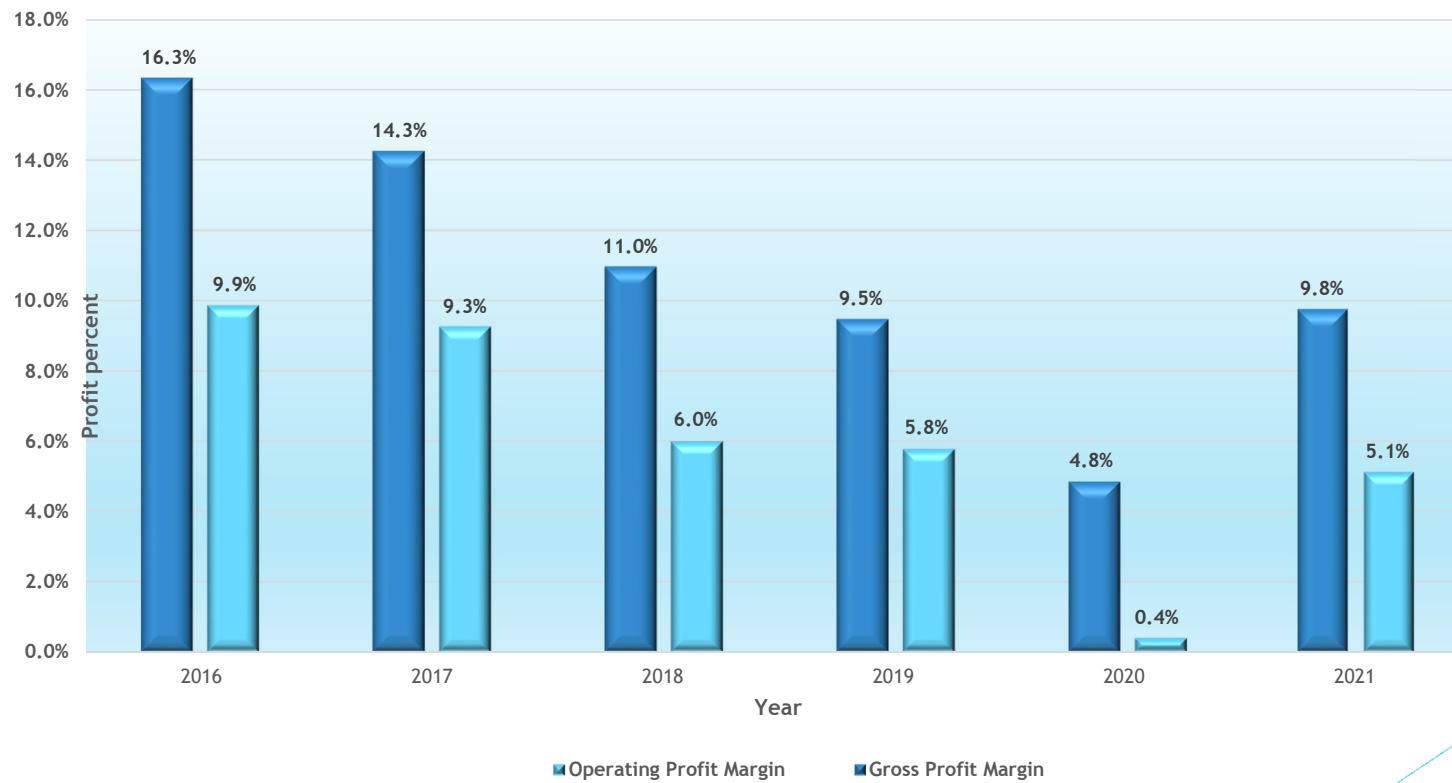
Summary of Statement of Financial Position

	2021	2020	2019	2018	2017	2016
	Rupees in 'Million					
Share Capital	381	381	347	302	287	230
Equity	850	805	907	868	771	551
Long term borrowings	247	287	267	325	150	247
Property, plant & equipment	1,337	1,408	1,427	1,363	1,001	999
Long term assets	1,354	1,426	1,464	1,382	1,011	1,011
Current assets	787	649	1,068	1,000	691	660

Summary of Statement of Profit or Loss

	2021	2020	2019	2018	2017	2016
	Rupees in 'Million					
Sales	3,101	3,054	4,075	3,312	2,205	2,097
Gross profit	303	148	386	363	314	343
EBITDA	289	148	369	319	311	306
Operating profit	159	12	236	199	204	207
Profit/ (Loss) before tax	67	(145)	109	132	150	137
Profit/ (Loss) after tax	46	(104)	75	123	106	102
Cash dividend	-	-	5%	10%	10%	-
Stock dividend	10%	-	10%	15%	5%	25%

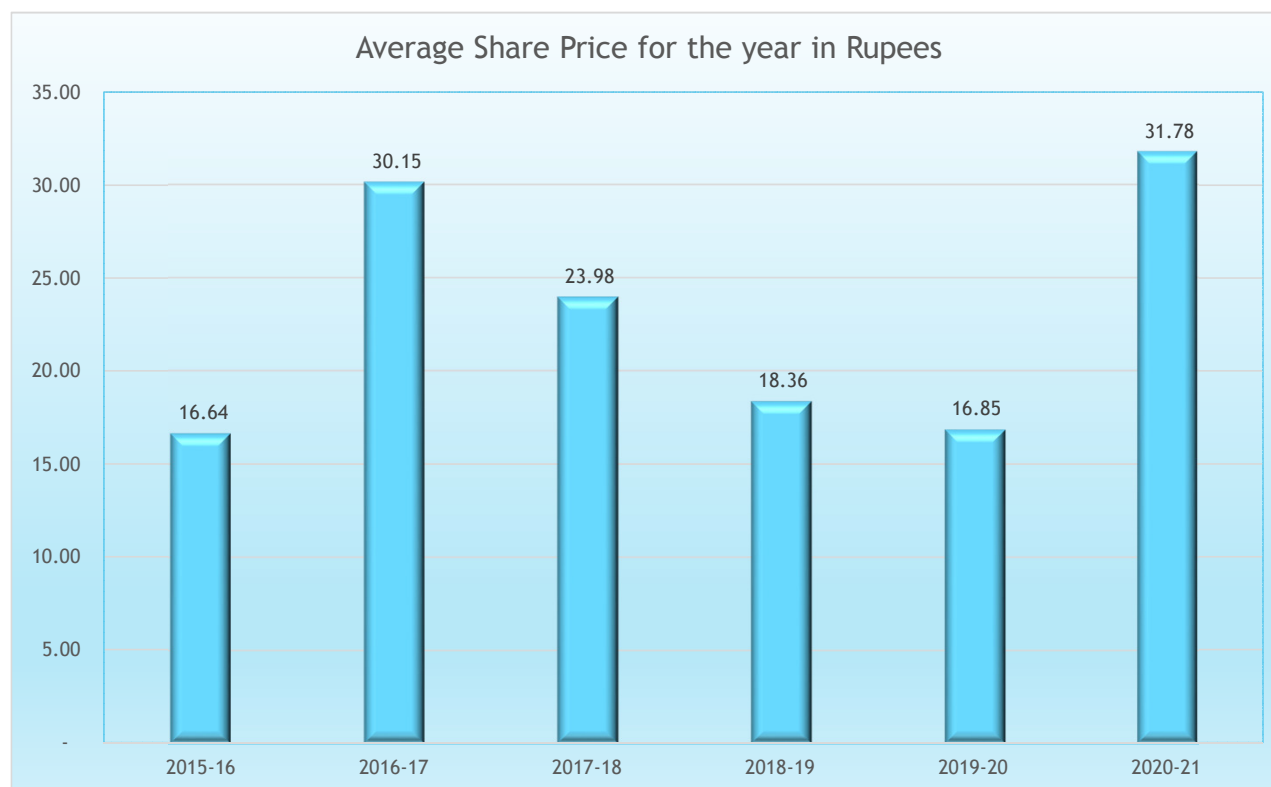
Profit Margins



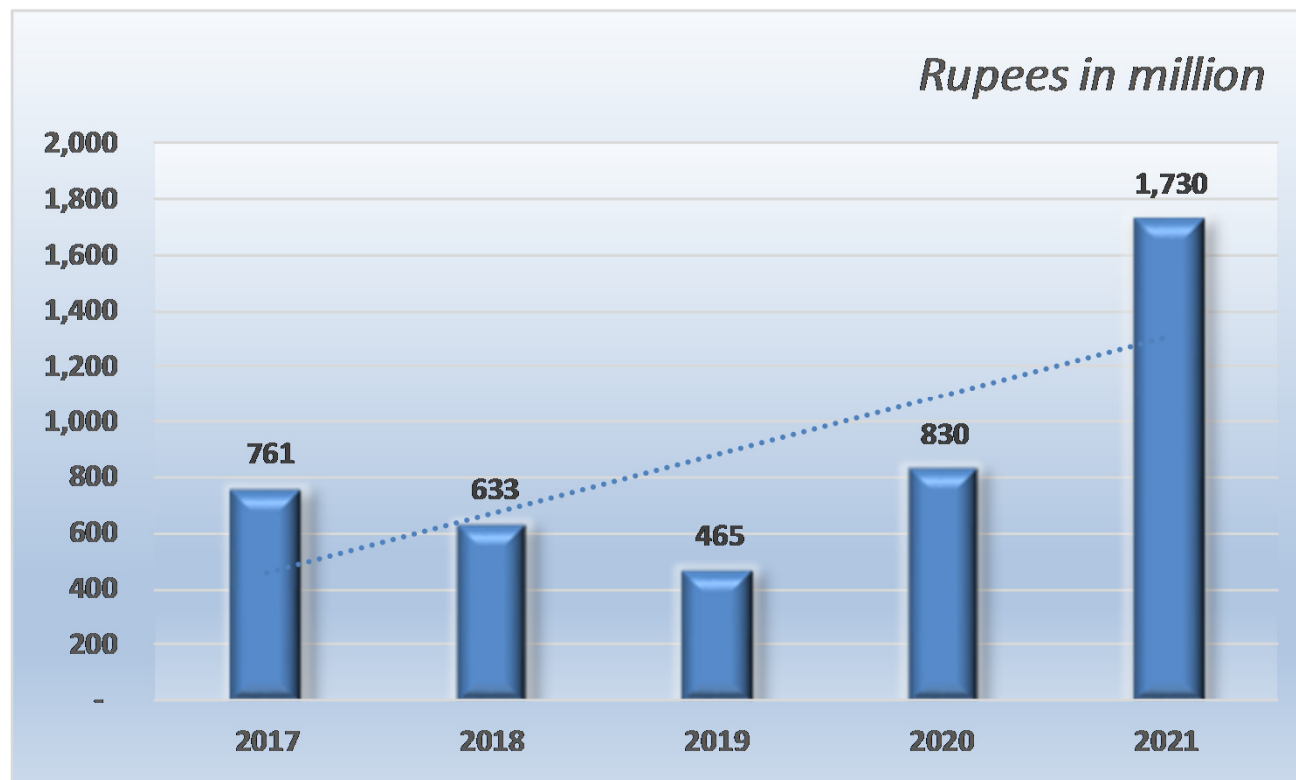
Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

Shares Price Trend

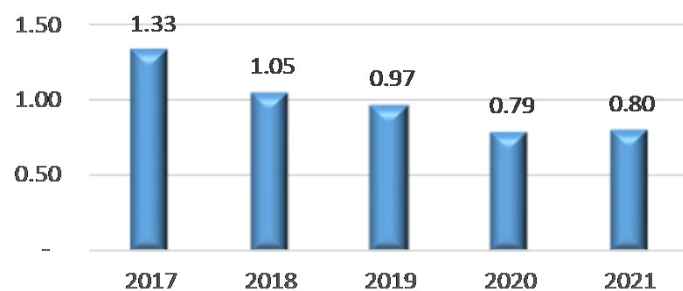


Market Capitalization As on June 30

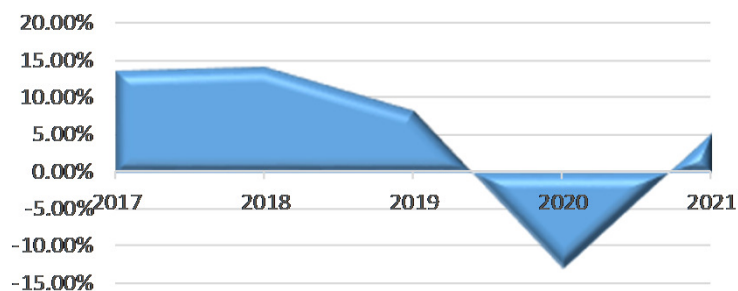


Financial highlights

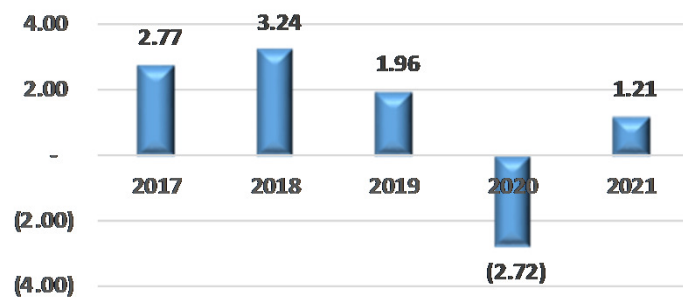
CURRENT RATIO



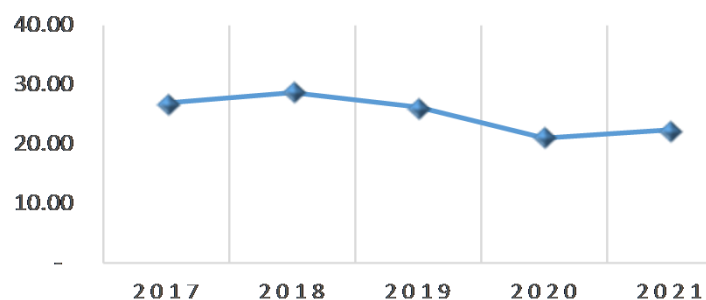
ROE



EPS (Rs. PER SHARE)



BOOK VALUE PER SHARE (RS. PER SHARE)



Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

CSR Activities

Recipient of the Pakistan Centre for Philanthropy Award for donations

Regular donations to leading organizations i.e. SIUT, LRBT, Shaukat Khanum Memorial Trust, Karwan e Hayat etc.

Company has continues to run a successful program of skill development by hiring engineering graduates and diploma holders from nearby engineering colleges and universities, to train them in skills for various production departments of the company's manufacturing processes

By doing so the Company retains the best resource by giving them permanent employment and releasing others as trained skilled resource for the other industries thereby 'giving back' to the community

Manufacturers Of Quality PET Bottles and Prefoms

EcoPack Ltd

Q & A

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd

Thank You

Manufacturers Of Quality PET Bottles and Preforms

EcoPack Ltd