

IPAK

INVESTORS'

BRIEFING

2025

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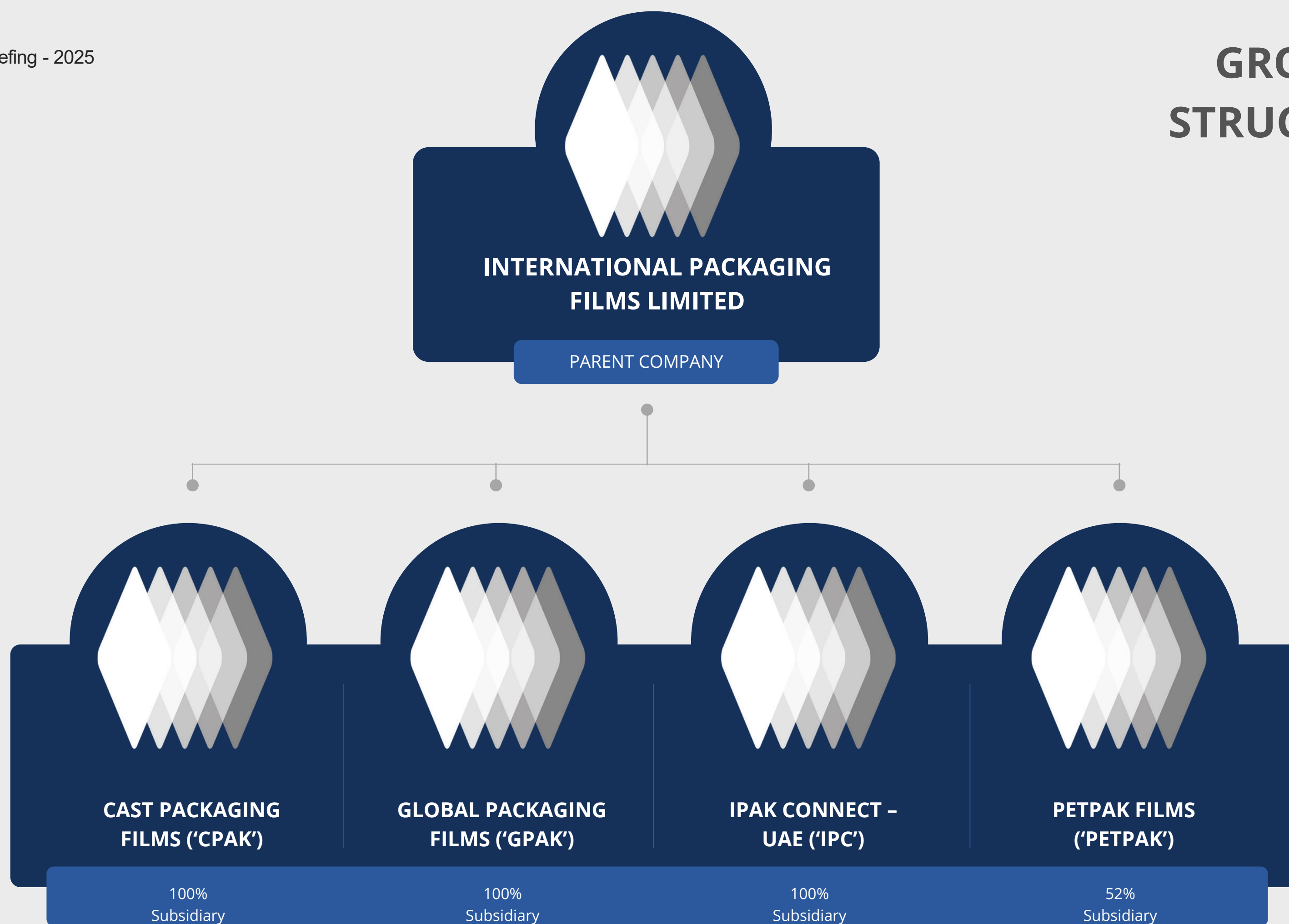
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GROUP STRUCTURE





Vision

To be the **global leader** in innovative packaging solutions

Mission

To transform IPAK into a premier **global brand**, renowned for **sustainable** packaging **innovations**, superior **quality**, exceptional **service** and remarkable **talent**.

OPERATIONAL OVERVIEW

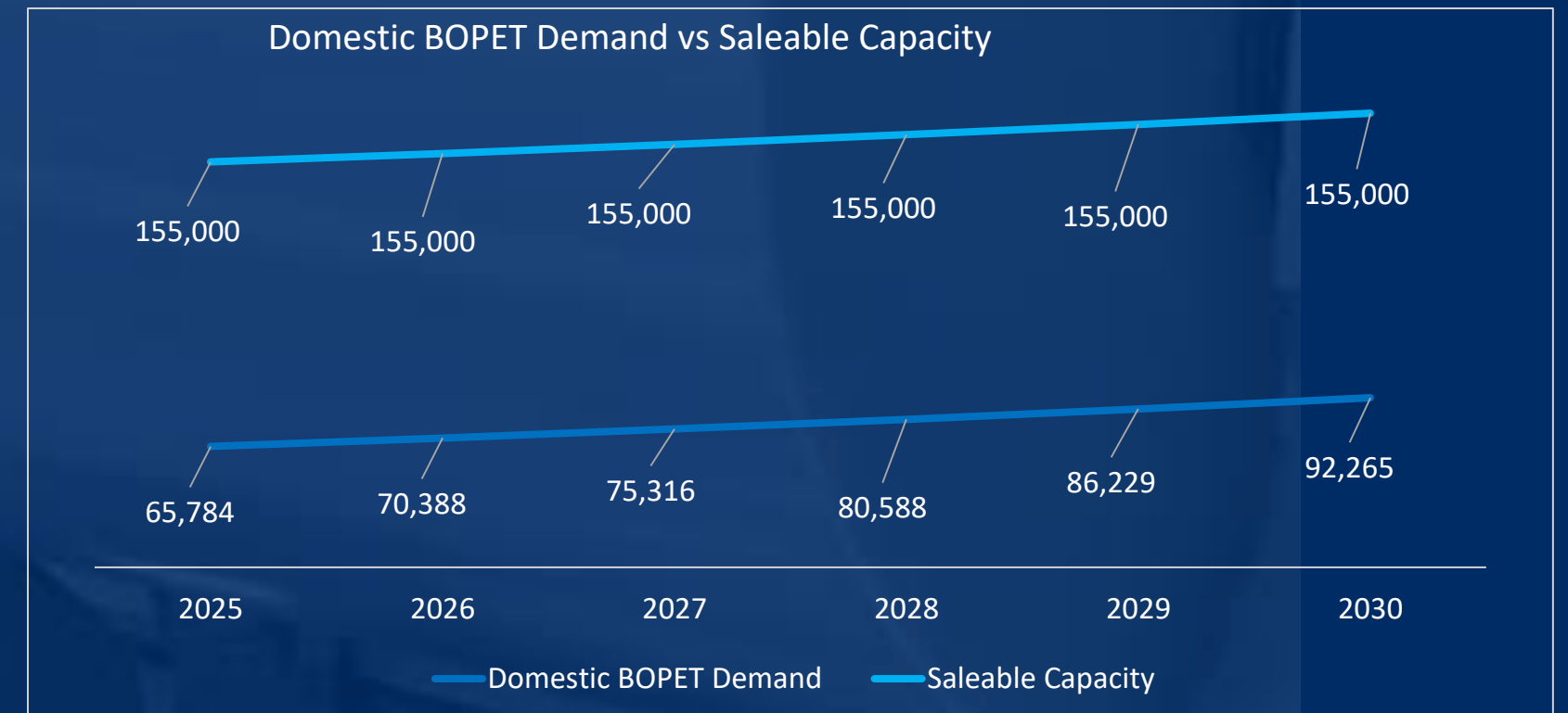
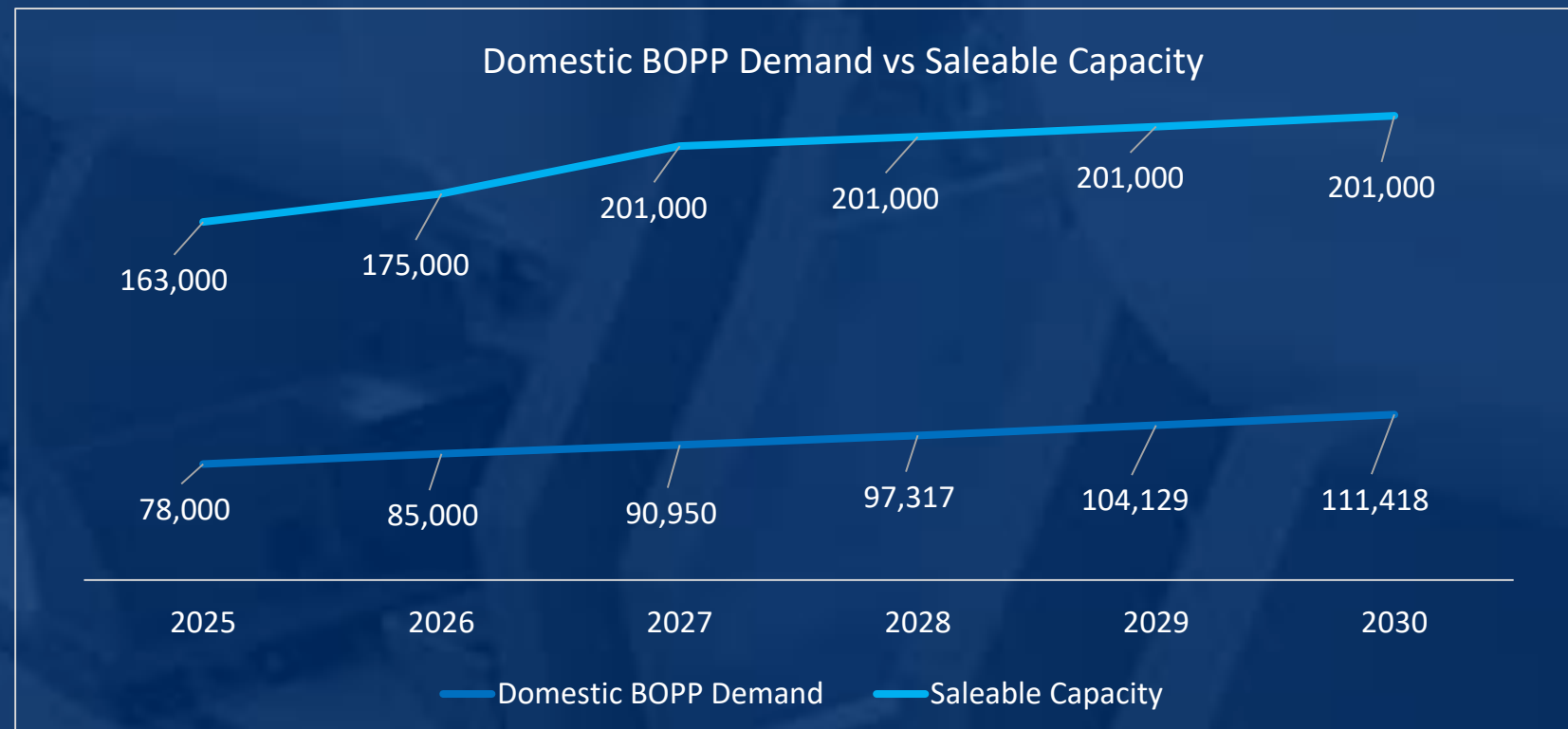
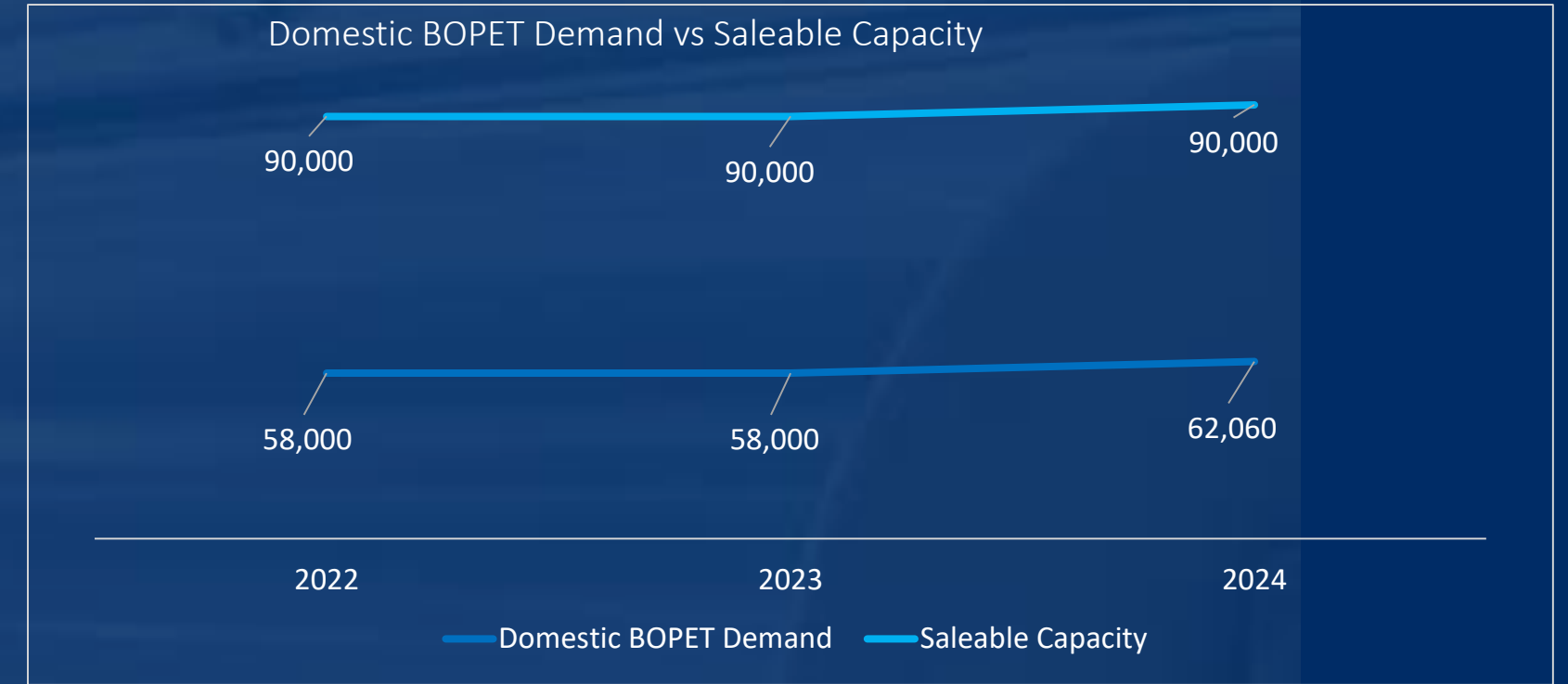
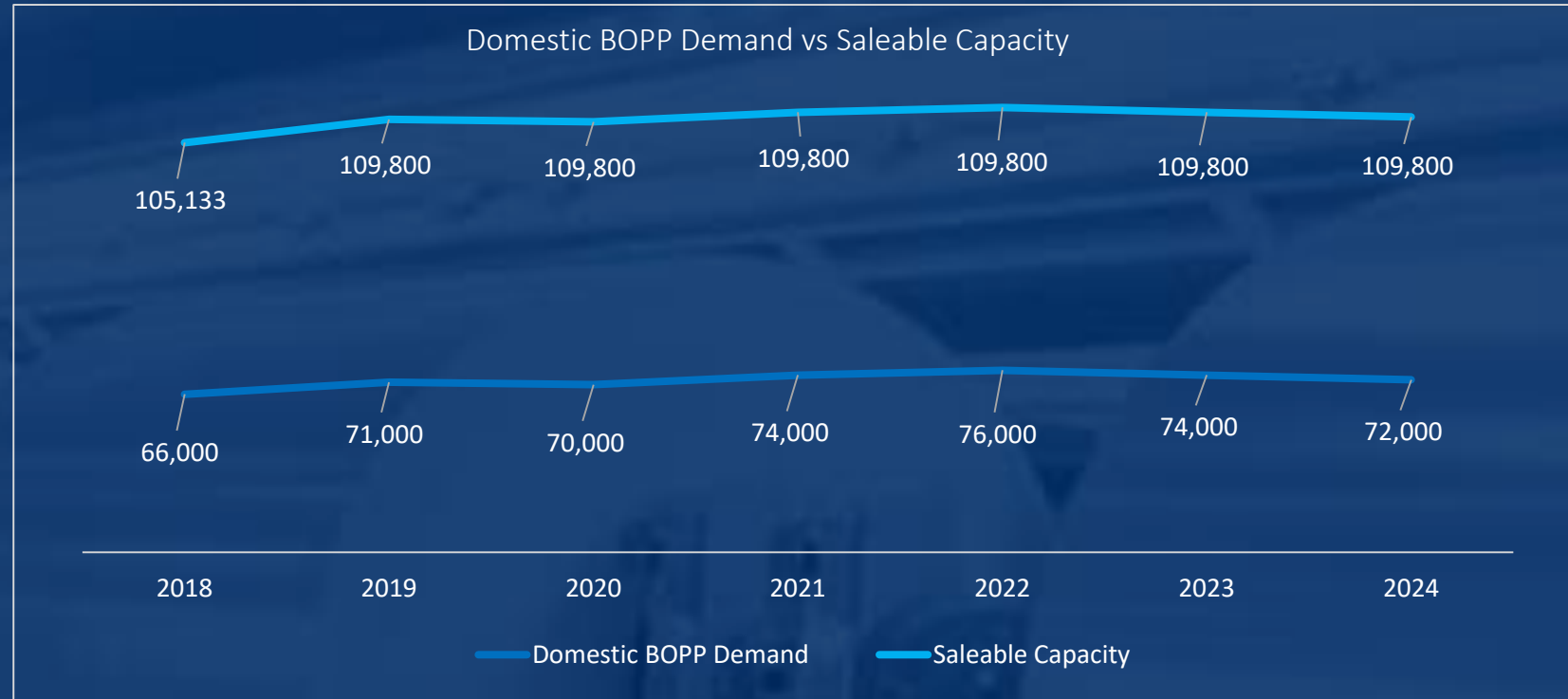
Films	Company	Production Line	*Name Plate capacity (tons p.a)		**Operational capacity (tons p.a)	***Utilized capacity (tons p.a)	Utilization Rate
BOPP	IPAK	8.7m from Bruckner	41,360	100,840	70,000	46,737	67%
	GPAK	10.4m from Bruckner	59,480				
CPP	CPAK	3.3m from SML	9,900		8,000	7,167	90%
BOPET	PETPAK	8.7m from Bruckner	41,920		35,000	16,190	46%
Total			152,660		113,000	70,094	62%
Specialized Films Capacity							
Specialized BOPP, CPP and BOPET metalized films of various grades and thicknesses					26,400	20,116	76%
Total						20,116	

*Nameplate capacity" is determined by calculating the maximum output a production line can achieve when operating under perfect conditions, without any downtime and without the provision of any planned / unplanned maintenance

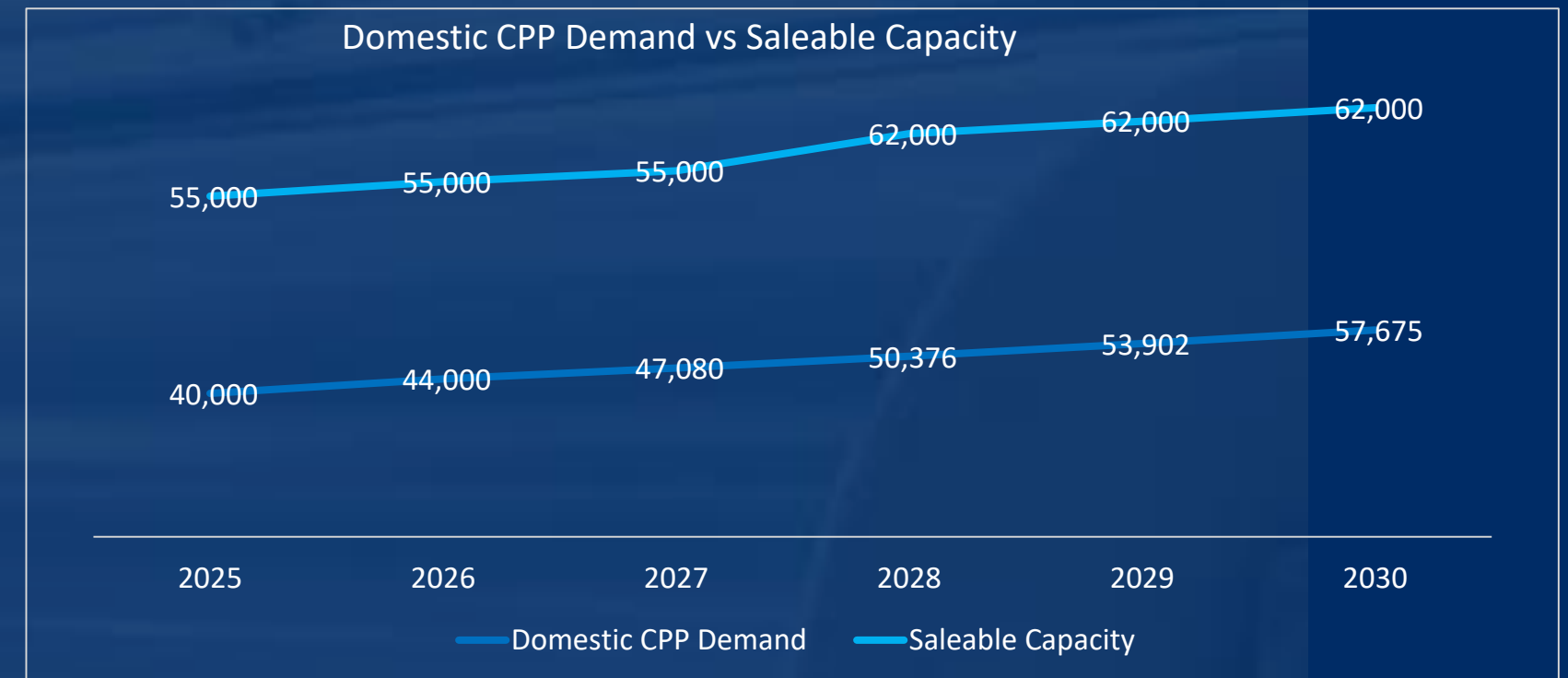
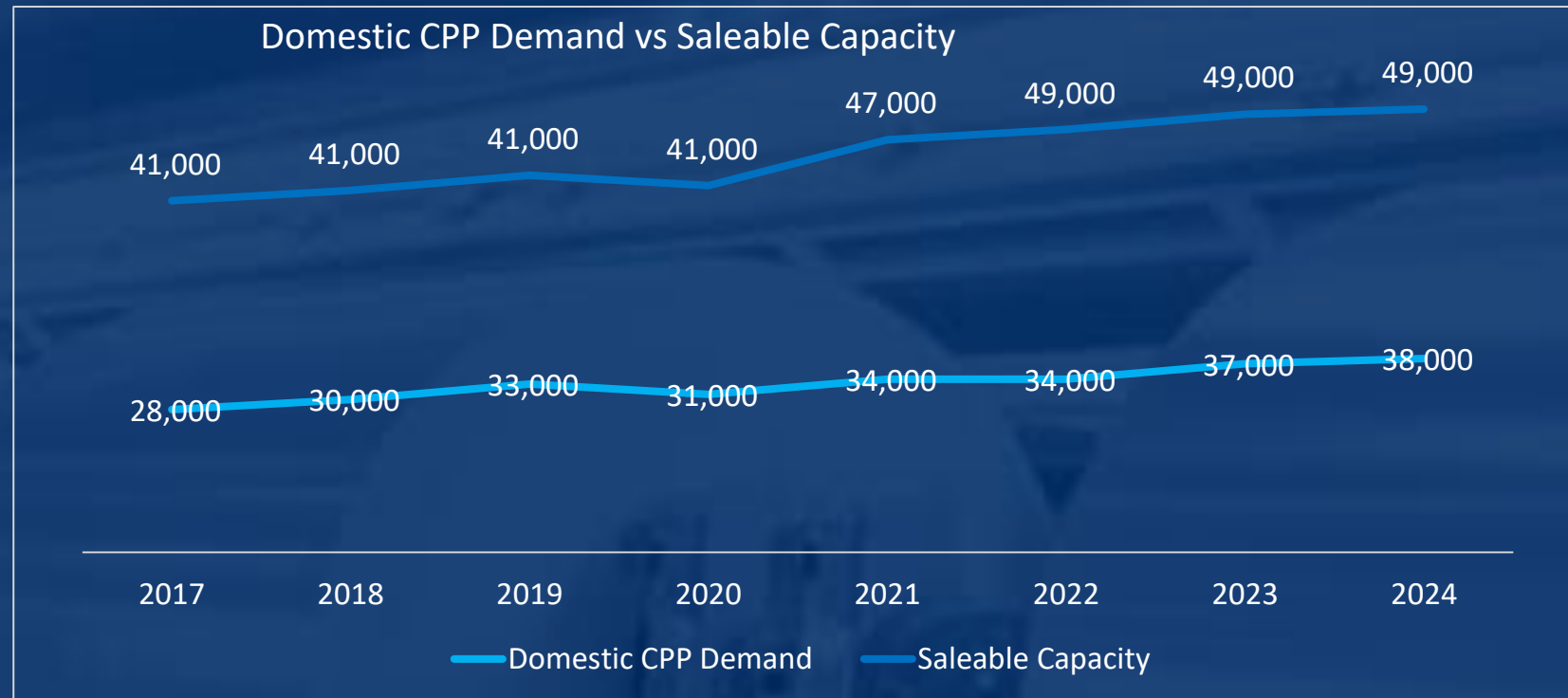
**Operational capacity" takes into account the practical limitations and challenges of real-world production. This includes variations in film thickness, such as producing thin microns, which can affect the efficiency of the production process.

***Utilized capacity has been calculated by taking into account 9 months actual values which were annualized through the proportion of 12/9.

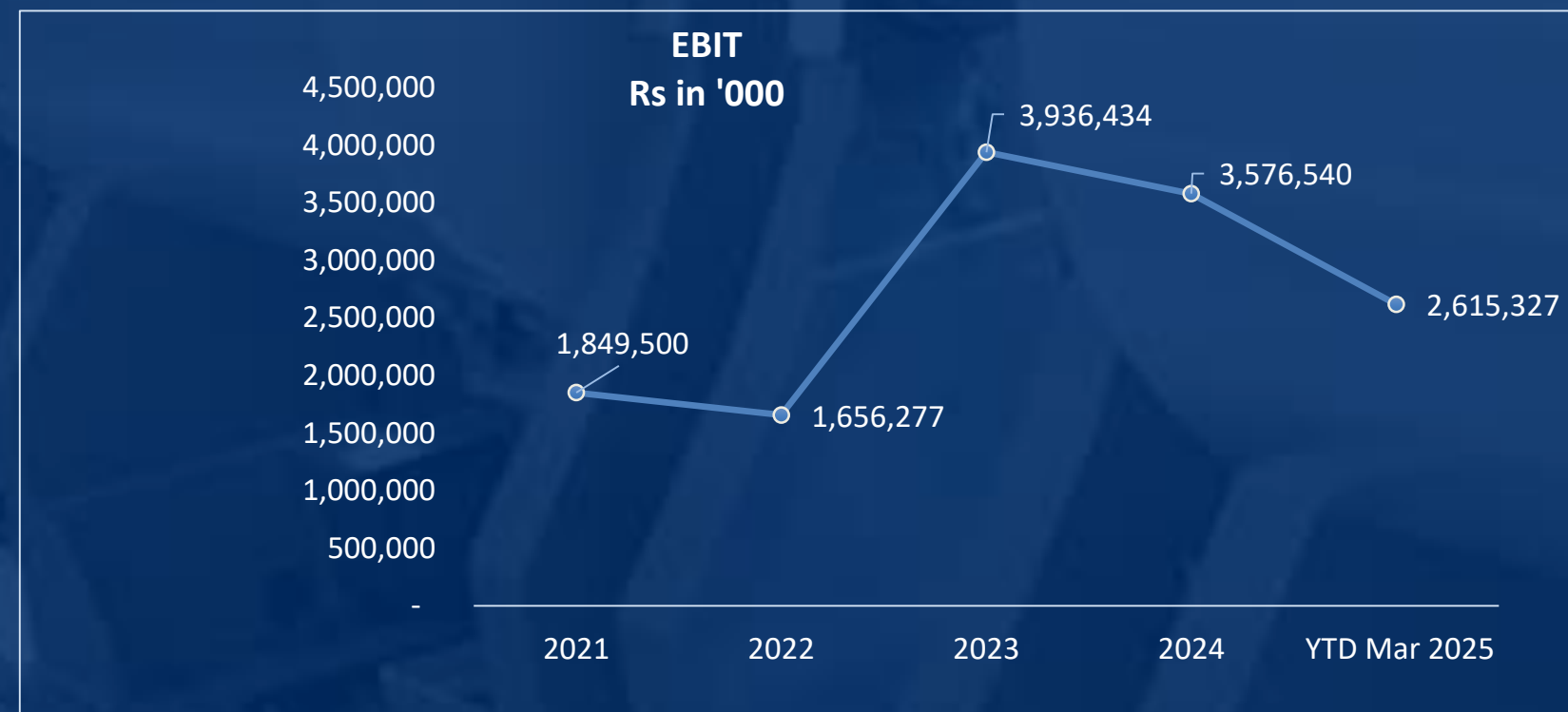
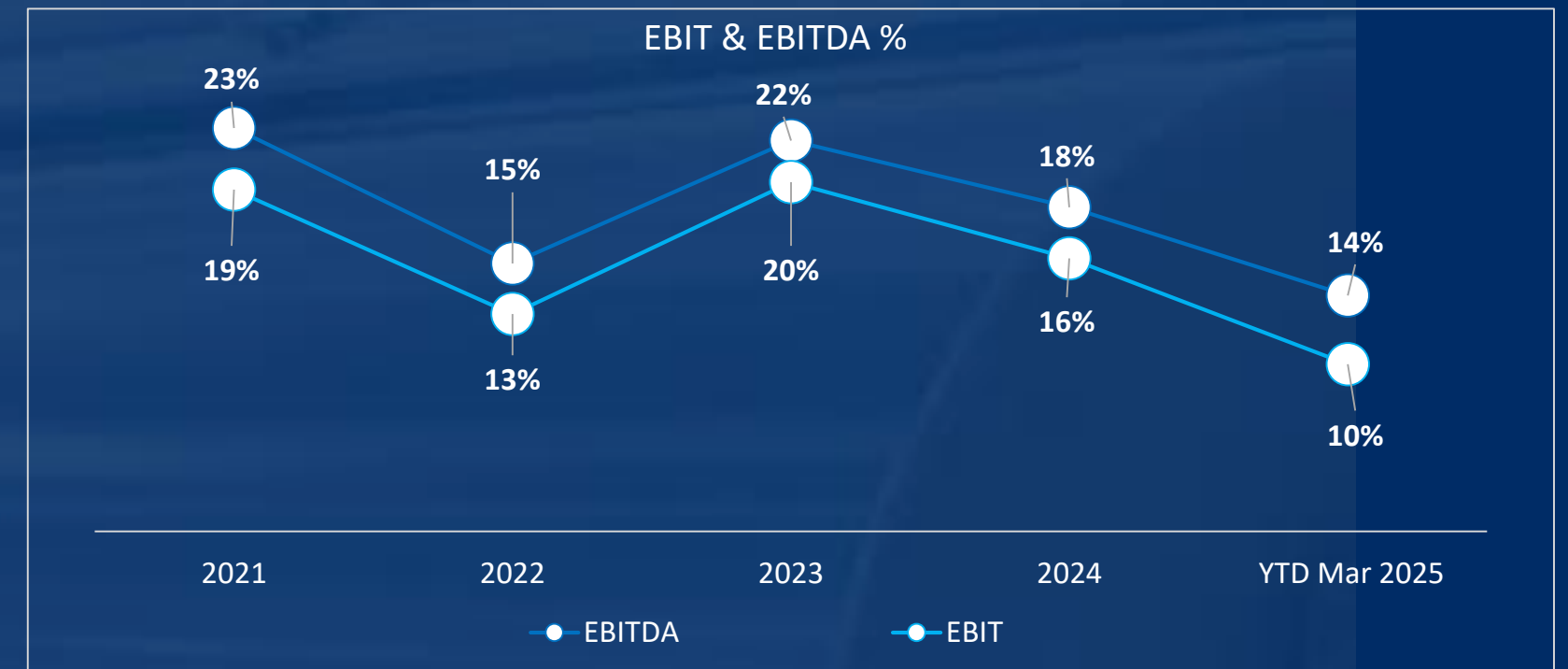
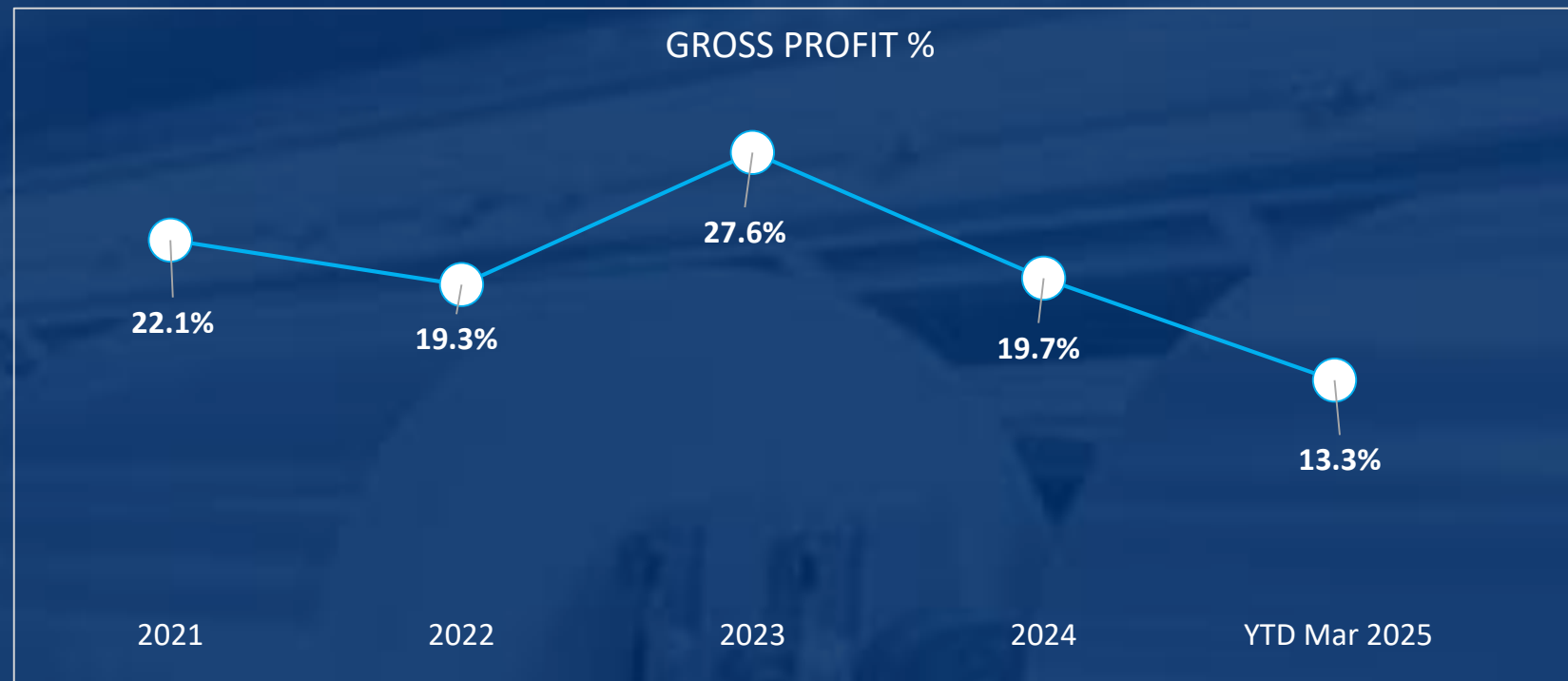
DEMAND – SUPPLY ANALYSIS



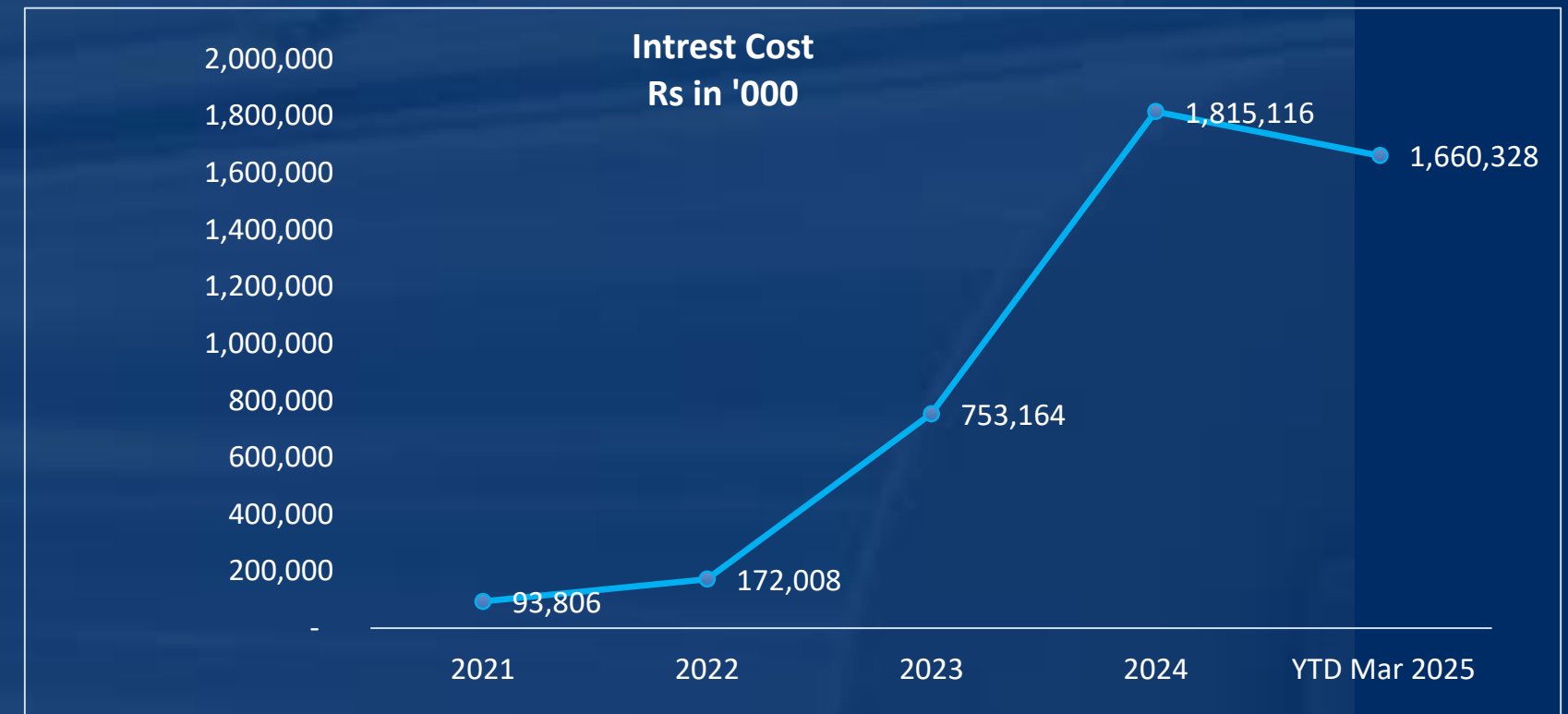
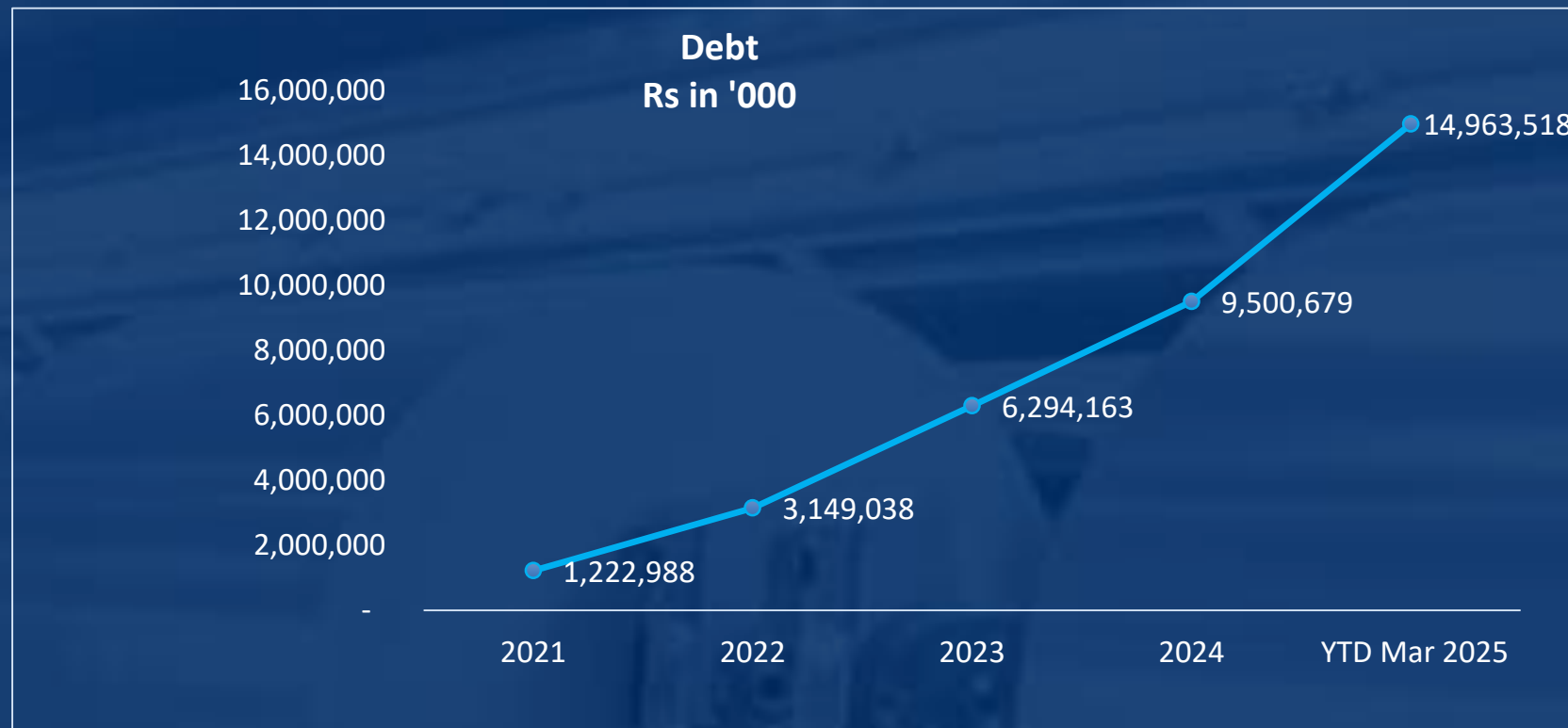
DEMAND – SUPPLY ANALYSIS



FINANCIAL HIGHLIGHTS - CONSOLIDATED



FINANCIAL HIGHLIGHTS - CONSOLIDATED



FINANCIAL STATEMENTS – CONSOLIDATED

	Mar 25	Mar 24	Variance	%
	(Rupees in '000)			
Revenue from contracts with customers	26,063,188	15,692,447	10,370,741	66%
Gross profit	3,471,791	3,393,636	78,156	2%
Selling and Admin expenses	(1,057,127)	(616,058)	(441,069)	72%
EBIT	2,615,327	2,788,480	(173,153)	-6%
EBITDA	3,566,681	3,197,604	369,077	12%
Finance costs	(1,660,328)	(1,313,395)	(346,933)	26%
Profit before income tax	954,999	1,475,085	(520,087)	-35%
Income tax expense	(320,087)	(481,561)	(161,474)	34%
Profit for the period after taxation	634,912	993,524	(358,612)	-36%
Effective Tax Rate %	34%	33%	1%	3%
- Owners of Holding Company	977,715	1,143,081	(165,366)	-14%
EPS - basic and diluted	1.40	1.81	(0.42)	-23%

FINANCIAL STATEMENTS – CONSOLIDATED

	Mar 25	Jun 24
	(Rupees In '000)	
Assets		
Property, plant and equipment	32,367,816	32,997,316
Other non current assets	197,864	194,021
Current assets	16,316,655	12,556,240
	48,882,335	45,747,577
Liabilities		
Long term borrowings	2,583,474	3,098,347
Short term borrowings	11,437,968	5,651,785
Current portion of long term borrowings	942,076	750,547
Total Debt	14,963,518	9,500,679
Other non current liabilities	4,982,440	4,886,392
Other current liabilities	776,085	2,884,605
Trade and other payables	7,347,850	8,560,158
	28,069,893	25,831,834
Net assets (Assets - Liabilities)	20,812,442	19,915,743
Share capital and reserves	20,812,442	19,915,743

FINANCIAL STATEMENTS – CONSOLIDATED

	Mar 25	Mar 24
	(Rupees In '000)	
Cash generated from operations	1,284,509	3,060,040
Working capital changes	(3,840,579)	(1,417)
Long-term deposits	(11,595)	(97,988)
Long-term loans	5,760	-
Income tax and levies paid	(533,767)	(737,206)
Staff retirement benefits paid	(14,088)	(2,323)
Finance costs paid	(1,651,565)	(1,257,330)
Net cash generated from operating activities	(4,761,325)	963,776
Net cash used in investing activities	(298,335)	(4,886,528)
Long term borrowings acquired	-	2,652,000
Long term borrowings paid	(420,819)	(2,627)
Receipt of short term borrowings - net	4,488,827	1,176,016
Other financing activities	258,439	314,844
Net cash used in financing activities	4,326,447	4,140,233
Net increase / (decrease) in cash and cash equivalents	(733,213)	217,480

FINANCIAL STATEMENTS – STANDALONE

	Mar 25	Mar 24	Variance	%
	(Rupees in '000)			
Revenue from contracts with customers	10,203,367	12,433,374	(2,230,007)	-18%
Gross profit	1,620,334	2,913,708	(1,293,374)	-44%
Selling and Admin expenses	(500,496)	(511,443)	10,947	-2%
EBIT	1,466,304	2,428,956	(962,652)	-40%
EBITDA	1,748,793	2,703,492	(954,699)	-35%
Finance costs	(1,056,258)	(1,118,724)	62,466	-6%
Profit before income tax	410,046	1,310,232	(900,186)	-69%
Income tax expense	(100,159)	(486,850)	329,210	-68%
Profit for the period after taxation	309,887	823,382	(513,495)	-62%
Effective Tax Rate %	24%	37%	(0)	-34%
EPS - basic and diluted	0.44	1.31	(1)	-66%

FINANCIAL STATEMENTS – STANDALONE

	Mar 25	Jun 24
	(Rupees In '000)	
Assets		
Property, plant and equipment	4,519,039	4,706,987
Other non current assets	14,206,629	13,994,582
Current assets	10,257,127	8,930,479
	28,982,795	27,632,048
Liabilities		
Long term borrowings	1,302,878	1,701,622
Short term borrowings	6,081,127	4,185,917
Current portion of long term borrowings	711,715	523,622
Total Debt	8,095,720	6,411,161
Other non current liabilities	1,373,062	1,414,899
Other current liabilities	603,433	790,414
Trade and other payables	3,053,301	3,468,182
	13,125,516	12,084,656
Net assets (Assets - Liabilities)	15,857,279	15,547,392
Share capital and reserves	15,857,279	15,547,392

FINANCIAL STATEMENTS – STANDALONE

	Mar 25	Mar 24
	(Rupees In '000)	
Cash generated from operations	1,782,310	2,725,722
Working capital changes	(939,269)	(712,428)
Long-term deposits	(11,595)	(46,300)
Long-term loans	5,760	-
Income tax and levies paid	(390,780)	(644,328)
Staff retirement benefits paid	(10,659)	(3,189)
Finance costs paid	(1,054,726)	(1,084,990)
Net cash generated from operating activities	(618,959)	234,487
Net cash used in investing activities	(762,988)	(3,089,501)
Long term borrowings acquired	-	2,150,137
Long term borrowings paid	(218,717)	(1,170)
Receipt of short term borrowings - net	1,197,854	686,391
Other financing activities	(4,019)	(7,856)
Net cash used in financing activities	975,118	2,827,502
Net increase / (decrease) in cash and cash equivalents	(406,829)	(27,512)

BUSINESS HIGHLIGHTS

Resilient Customer Base

Built and maintained a loyal customer base, due to superior product/service quality, reliable customer support, and positive brand reputation.

Export Focused

Expanding exports allows IPAK to diversify revenue, reduce reliance on local markets, and earn foreign currency, creating a natural hedge against exchange rate risks from raw material imports. This stabilizes cash flows, mitigates currency volatility, and enhances profitability through optimized production capacity

Sustainability and ESG Commitment

The IPAK Group demonstrates strong focus on sustainability by investing significantly in solar power, reducing carbon footprints and energy costs. Its innovations in recyclable products align with global environmental standards, earning certifications from international agencies. With power-efficient plants and a commitment to eco-friendly practices, IPAK leads in sustainable manufacturing while fostering long-term environmental and economic benefits.

Complete Product Range and the Highest Capacities

Offers a comprehensive portfolio catering to diverse customer needs, which strengthens market presence. Operates at industry-leading production capacities, enabling the organization to meet large-scale demands and capitalize on economies of scale.

State-of-the-Art Technology

Invested in cutting-edge technologies that enhance production efficiency, product quality, and innovation. Technological leadership often serves as a competitive differentiator in fast-evolving markets.

BUSINESS HIGHLIGHTS

Technology and Digital Transformation

Ongoing investments in automation and state-of-the-art production systems enhance manufacturing precision, efficiency, and scalability. The adoption of SAP S/4HANA and digital analytics tools further supports agile decision-making, predictive insights, and seamless operational integration.

Innovation and Product Development Excellence

IPAK's robust R&D capabilities are driven by dedicated, state-of-the-art labs and a team of highly qualified experts. This commitment fosters continuous improvement and innovation, enabling the development of cutting-edge solutions and maintaining a competitive edge in the industry.

Lean Cost Model Coupled with Efficient Cost Synergies

Operates with a streamlined cost structure, minimizing overheads while maintaining quality and efficiency. Leveraged synergies from processes, partnerships, or acquisitions to further optimize costs and improve profit margins.

Top Talent Across All Functions

Attracted and retained high-calibre professionals in critical roles, enabling strategic vision and operational excellence. A skilled workforce is pivotal for innovation, customer satisfaction, and sustainable growth.

Strong Corporate Governance

Practices robust governance, ensuring transparency, accountability, and ethical decision-making. This fosters investor confidence, enhances organizational reputation, and mitigates risks associated with regulatory and operational challenges.

FUTURE OUTLOOK

- Focused on expanding export markets, particularly in specialized, high-margin packaging films.
- Committed to delivering sustainable growth and enhancing long-term shareholder value.
- Leveraging advanced technologies and digital systems to drive operational efficiency and innovation.
- Maximizing cost synergies across the group to maintain strong margins and financial resilience.
- Strengthening risk management practices to navigate economic and geopolitical uncertainties.
- Reinforcing environmental sustainability, ethical governance, and transparent stakeholder engagement.
- Positioned for scalable growth through continuous investment in people, processes, and product development.

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THANK YOU!

Your Questions are Welcome!