

Corporate Briefing 2025

Roots of Resilience &
Strategic Integration

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Leadership & Vision



A Message from the CEO

Our resilience is not just about endurance; it's about strategic adaptation. In 2025, we focused on financial discipline and sustainable investments that build a stronger foundation for future growth. We are proud of our roots, and we are focused on the future.

Tayyab Aijaz Qureshi

Roshan Group: Overview



Corrugated Unit

60,000

Metric Tons / Annum

High-strength, FSC-Certified
master cartons & die-cut
boxes for FMCG &
E-commerce.



Flexible Unit

12,240

Metric Tons / Annum

FSSC 22000 Certified
food-grade laminates,
pouches, and wrappers.



RSTPML Paper Mill (SEZ)

100,000

Metric Tons / Annum

Vertical integration for raw
material availability and
reliability. Potential multiple
tax benefits.

Our Journey: Key Events



Company at a Glance

52%

Powered by Renewable Energy

Who We Are

Roshan Packages is Pakistan's leading sustainable packaging partner, trusted since 2002. We empower top-tier FMCG, textile, and e-commerce brands with high-quality, innovative corrugated and flexible solutions that deliver on quality and protect our planet.

Our Core Business Segments

Flexible Packaging

The vibrant, protective layer. We provide high-quality, food-grade flexible packaging for snacks, beverages, and pharmaceuticals, all produced in our FSSC 22000 certified facility.



Our Core Business Segments

Corrugated Packaging

The structural backbone for brands. We serve FMCG, E-commerce, and agriculture with robust, reliable, and FSC-certified (FSC-40-004, FSC-50-001), cartons that protect products from factory to consumer.



Our Valued Partners



Financial Highlights (FY-2025)

Rs 9.7B

Net Revenue

(2024: Rs 10.3B)

Rs 240M

Profit Before Tax

(2024: Rs 419M)

Rs 12.2B

Total Assets

(2024: Rs 11.9B)

Rs 54.30

Breakup Value / Share

(2024: Rs 54.07/share)

Sales Revenue & Growth (Millions)



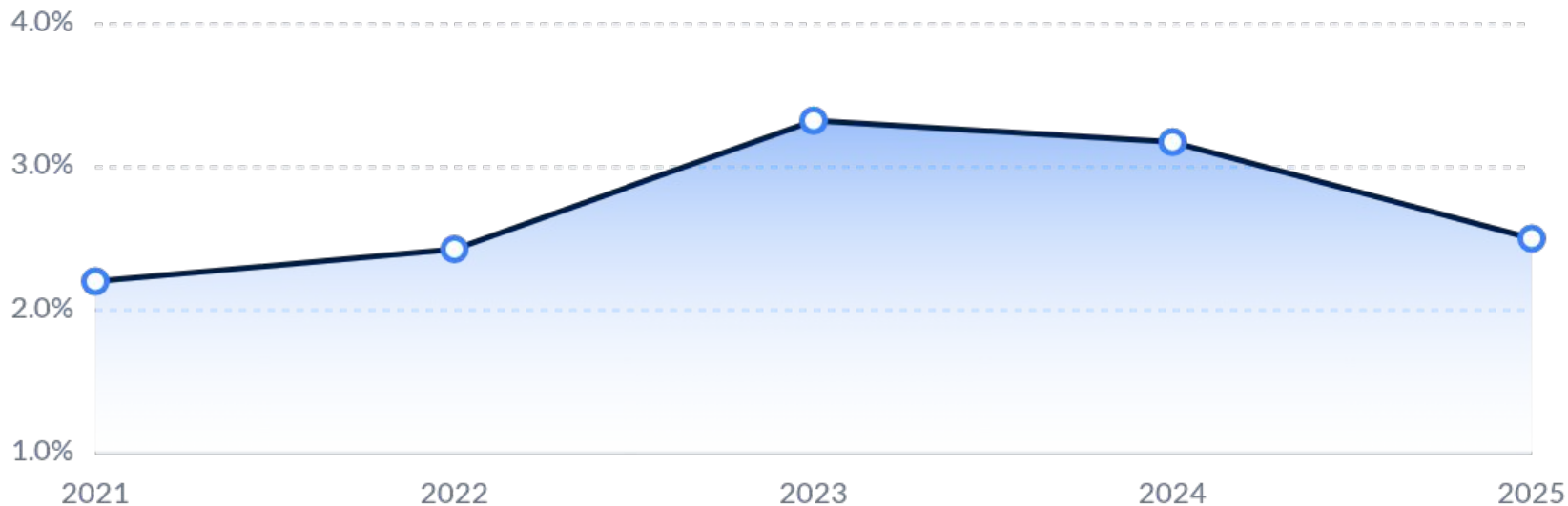
Double-digit (13%) growth CAGR over the last 5 years,

EBITDA Trend (Millions)



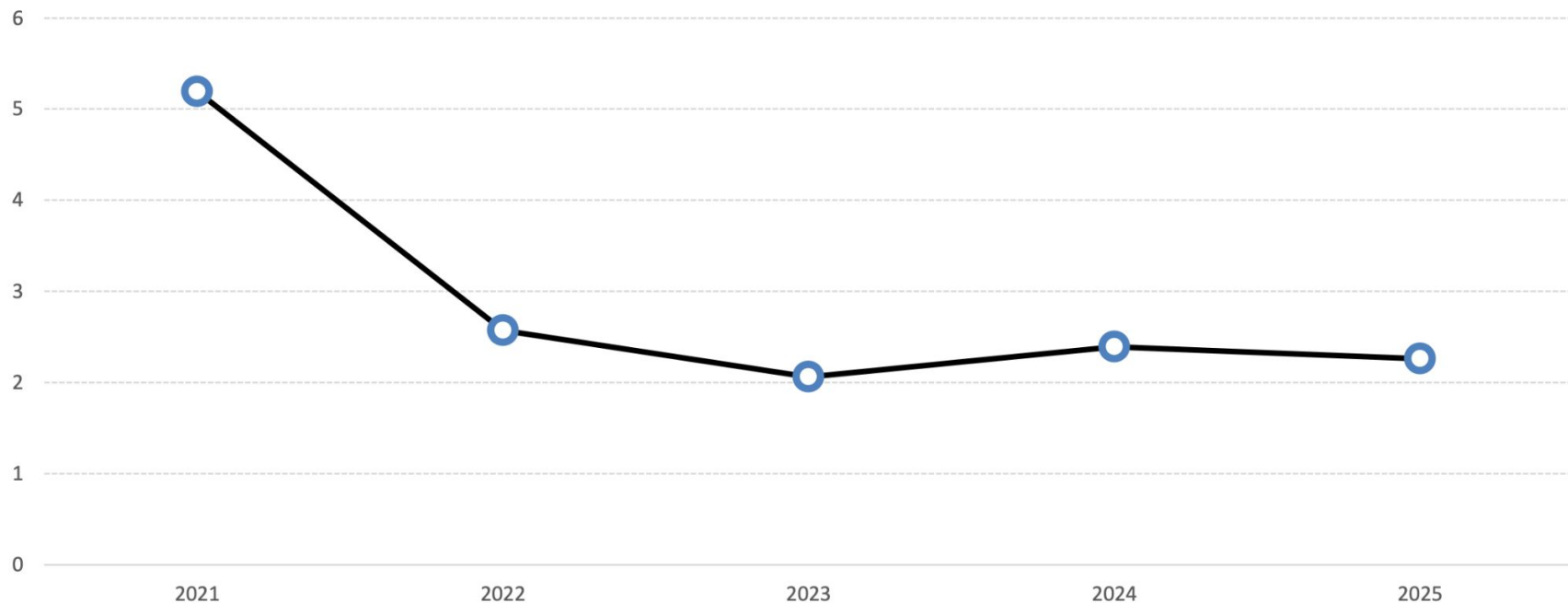
Committed to sustained EBITDA performance

Finance Cost as % of Sale



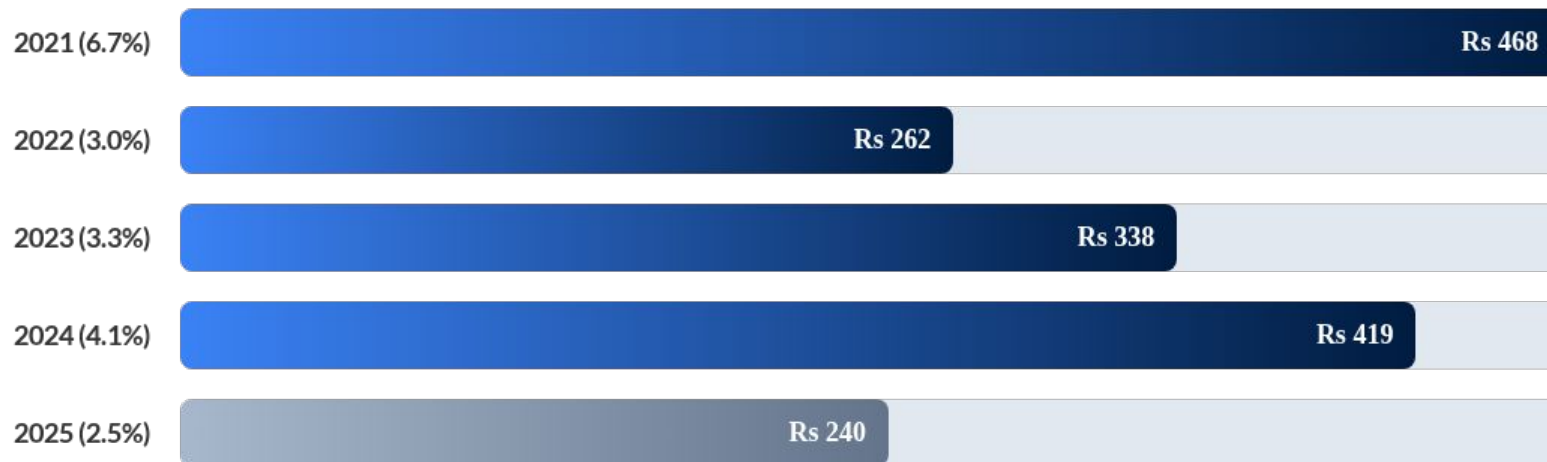
Finance costs as a percentage of sales peaked in 2023 and have since declined to 2.0% in 2025.

Interest Coverage Ratio (ICR)



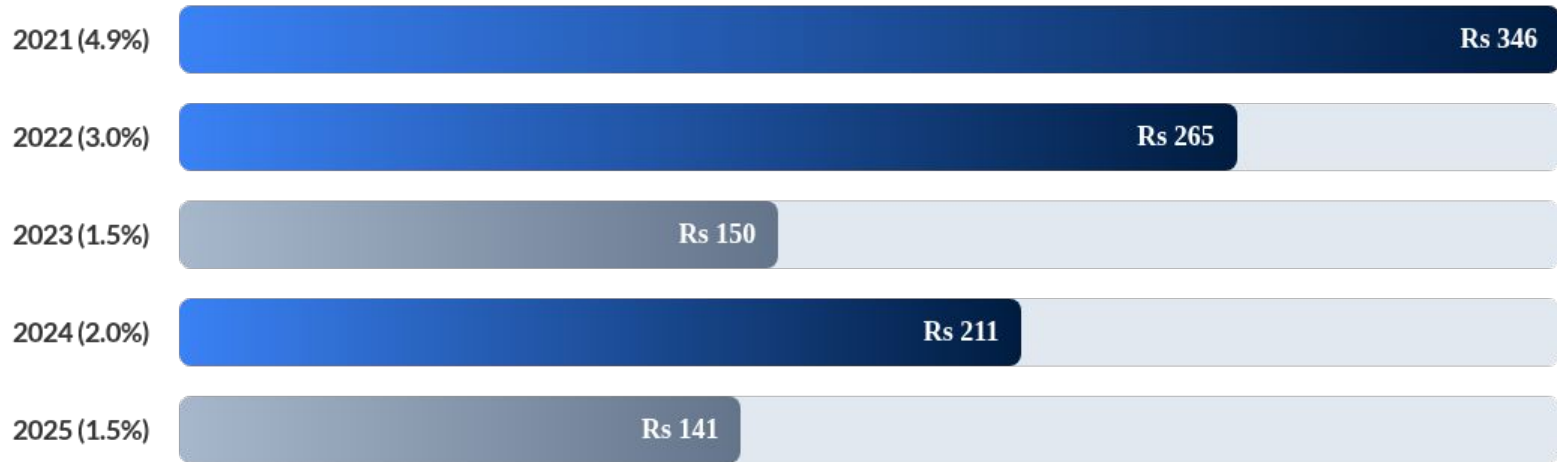
The Interest Coverage Ratio has maintained a steady position since 2021.

Net Profit Before Taxation (Millions)



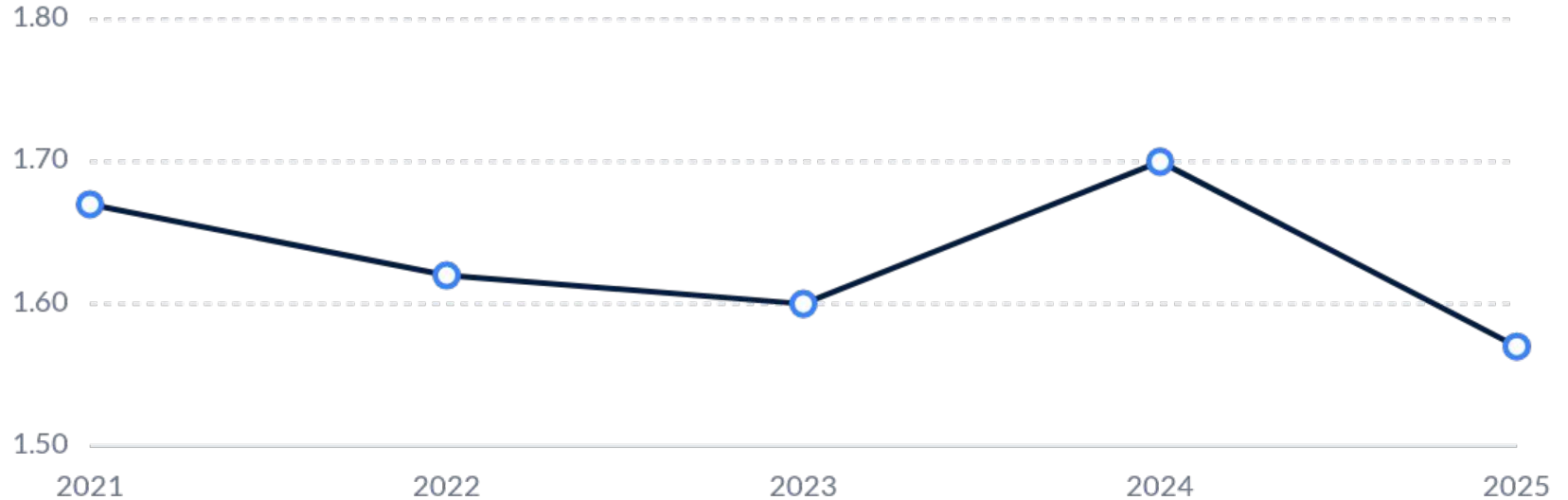
Profit before tax was achieved despite a challenging year for the packaging industry, impacted by reduced GDP growth, shrinkage of demand, consumer boycotts and geo-political instability.

Net Profit After Taxation (Millions)



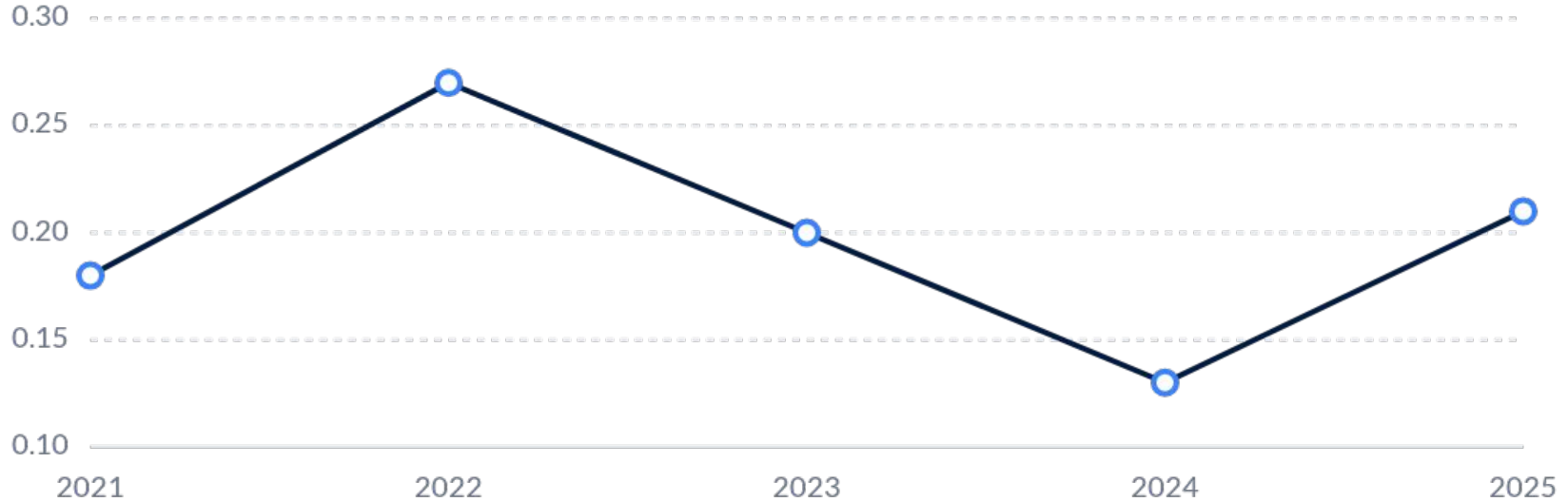
Despite the country's tough economic conditions, the company achieved profitability and outperformed its competitors.

Liquidity: Current Ratio



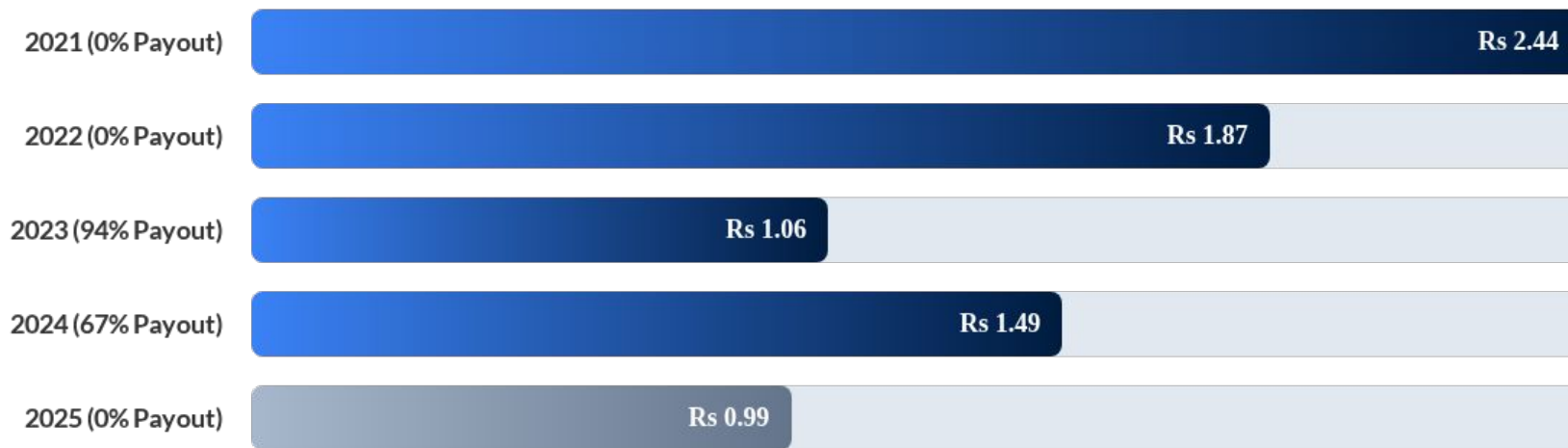
The current ratio remains stable and healthy, fluctuating between 1.57 and 1.70.

Leverage: Total Debt to Equity Ratio



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

Shareholder Value: Earnings Per Share (EPS)



While the company remains committed to enhancing shareholder value, it has opted not to declare a dividend for FY-2025 to prioritize planned investments in its subsidiary and support its working capital needs. Despite difficult market conditions, the company sustained its EPS.

Profitability & Financial Position

Smart Profitability

Achieved a PBT of Rs 240M. Proactive tax management and significantly lower finance costs resulted in a Net Profit (PAT) of Rs 141 M, showcasing excellent financial stewardship and efficiency.

Capital Structure

Our financial position remains robust. A healthy Debt-to-Equity ratio and a strong Current Ratio of 1.79 (up from 1.72) demonstrate our stability and provide a solid foundation for future investments and growth initiatives.

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

- Capital goods are exempt from one-time custom duties and taxes.
- Income from SEZ operations is exempt from tax for 10 years.



New Market Expansion

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

Our Commitment to Quality & Safety



FSSC 22000

Ensures our Flexible Packaging meets the highest international standards for food safety management systems.



ISO 9001:2015

Guarantees a robust Quality Management System across both Corrugation and Flexible divisions.



ISO 45001:2018

Demonstrates our commitment to Occupational Health & Safety for all employees and stakeholders.



Brand of the Year 2024

Proudly recognized by our industry and partners for excellence in packaging solutions.

Our Commitment to Responsibility (ESG)



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



52% Solar Powered: We are reducing our carbon footprint with over 1.75 MW of clean energy generation across our plants.



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

Economic Context: Factors Impacted FY 2024

Macroeconomic Headwinds

Significant economic volatility in FY 2025 directly impacted input costs and consumer demand.

- ↓ **GDP:** Pakistan did not meet its GDP target for FY 25, which led to slower economic growth and limited momentum across key sectors.
- ↑ **Interest Rate Hikes:** Interest rates were expected to decline to single digits in FY 25, but this did not materialize, resulting in higher-than-anticipated financing costs.
- ⚙️ **High Inflation & Currency Devaluation:** Sustained currency pressure increased the cost of imported raw materials (resin, film) and suppressed consumer purchasing power.

Operational Challenges

- 📉 **Demand Contraction:** The underperformance of the FMCG segment, driven by soft consumer spending, led to a reduction in secondary and tertiary packaging demand.
- ⚡ **Energy Costs:** Persistent high fuel and utility prices increased conversion costs across the board.
- 🚧 **Import Restrictions:** Stringent regulatory measures, including restrictions on advance payments under LCs, periodically delayed the import of critical specialized materials.

Q&A

Thank you for your time and continued support. We now welcome your questions.

Roshan Packages Limited | info@roshanpackages.com.pk