



ICI PAKISTAN LTD.

Analyst Briefing

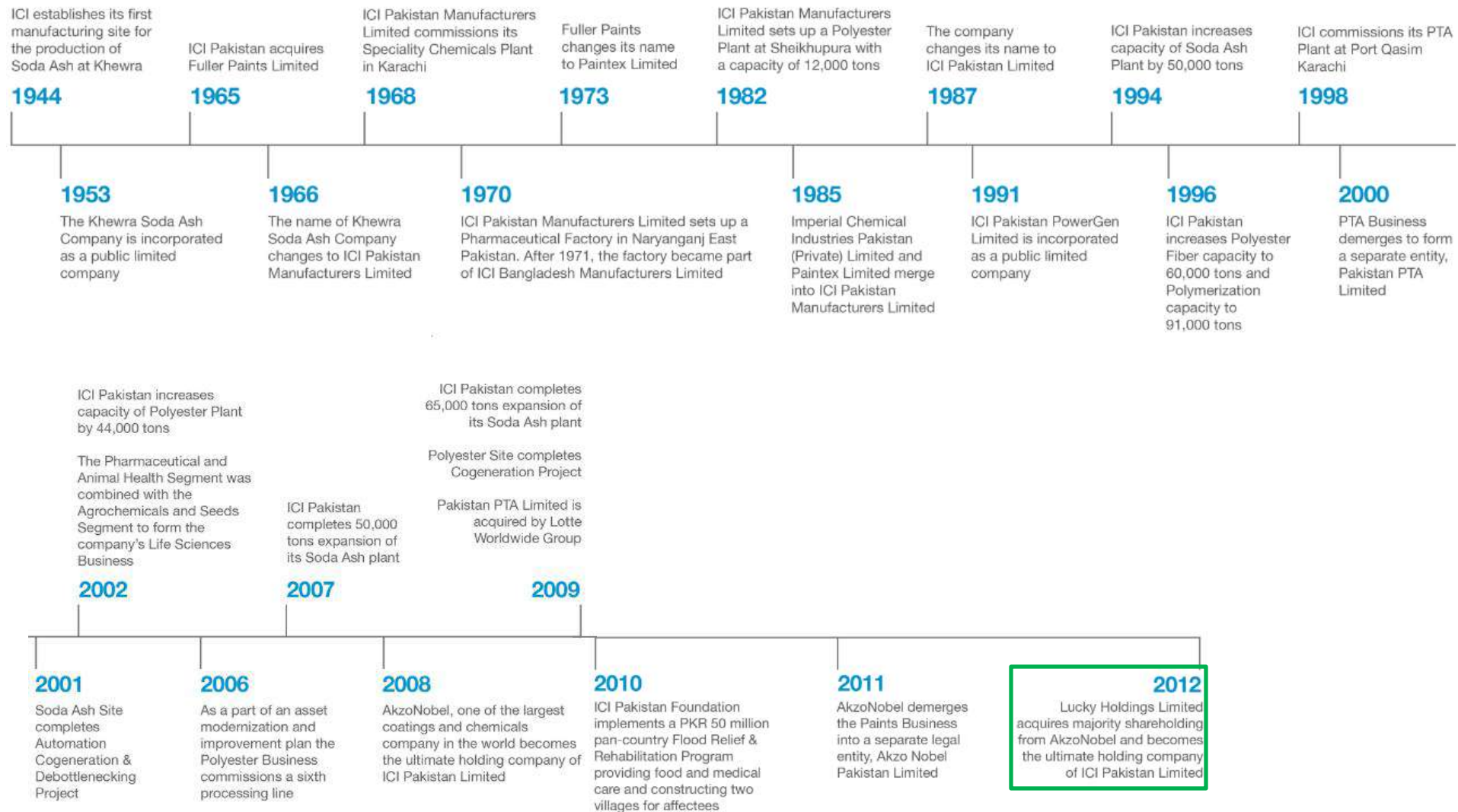
Financial Results: FY 2014-15

06 October, 2015
Karachi



ICI PAKISTAN LTD.

The History of ICI Pakistan Ltd.





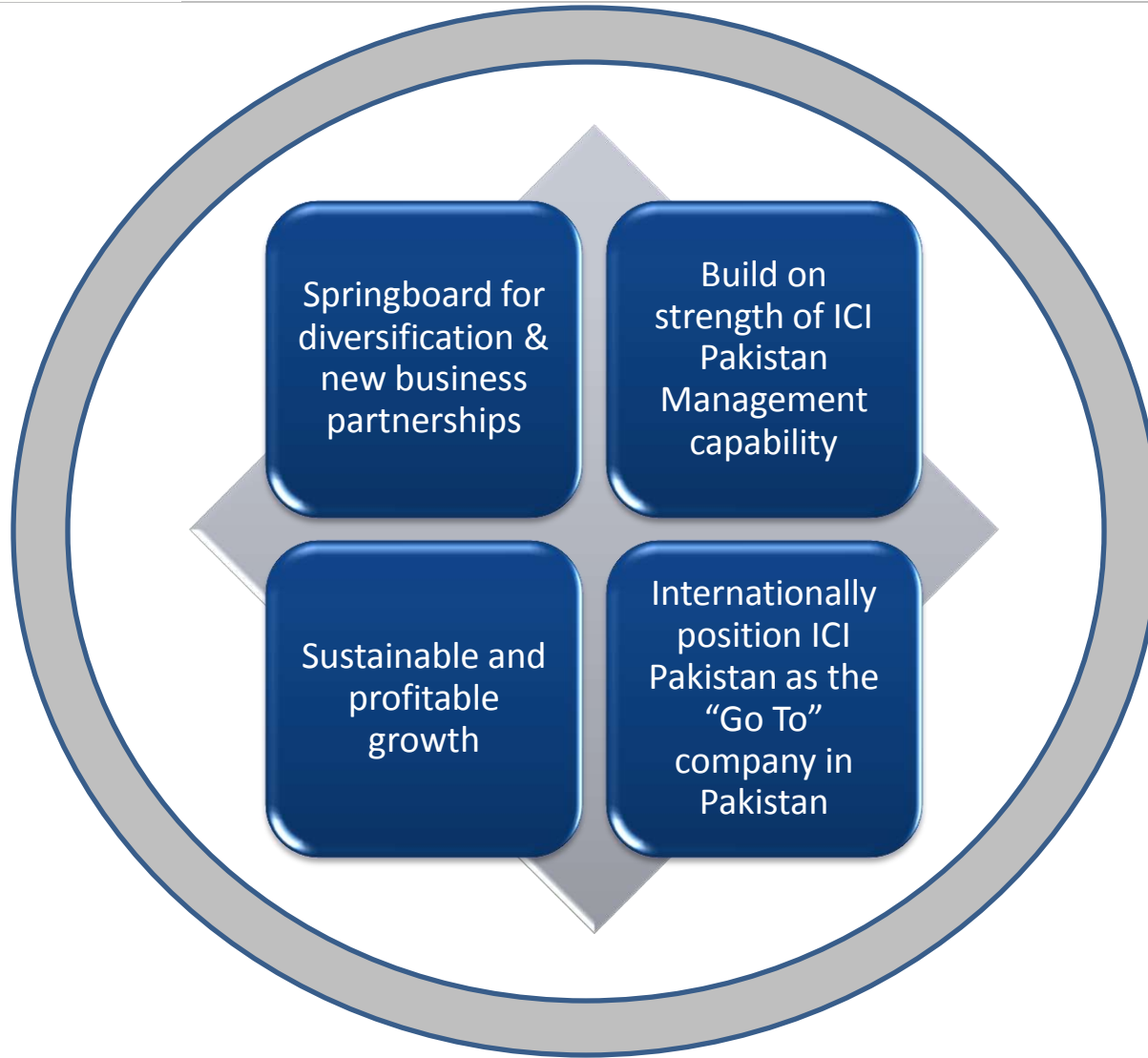
Building Material	Textiles	Power	Real Estate	Commodities, Chemicals & Life Sciences	Philanthropy & Healthcare
 	   	  	  <p>Ocean Tower</p>	 	 <p>A state-of-the-art Cardiac Hospital WHERE YOU MEET CARING FRIENDLY PEOPLE</p>  <p>Aziz Tabba Foundation</p>  <p>Managed by AZIZ TABBA FOUNDATION</p>



Our Vision

As a partner of choice,
we aspire to build our local
and international footprint
through sustainable growth
and by creating value for all
our stakeholders.





- ▶ Work related injuries and illnesses are preventable
- ▶ Steps to discover measures to reduce our carbon footprint must be taken whenever practical
- ▶ We must strive for continuous improvement of our HSE&S performance
- ▶ We must align our operating procedures with our HSE&S Management System:

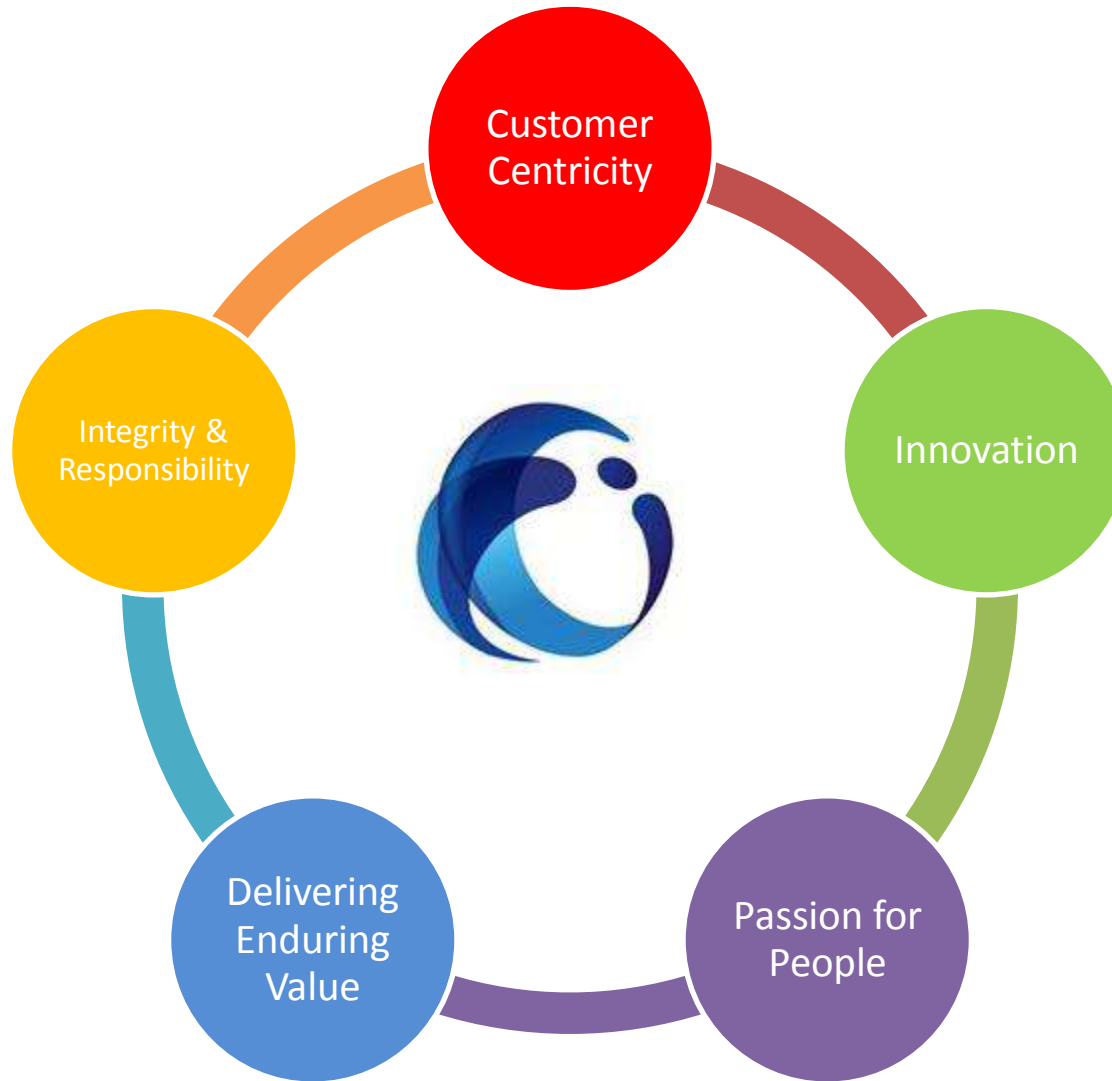


Business Principles

- ▶ Each employee should implement our core values, comply with and observe applicable laws, support fundamental human rights and give due regard to health, safety and environment

Business Integrity

- ▶ Bribery and any other form of unethical business practices are prohibited
 - ▶ We promote free enterprise and require strict compliance with competition laws
 - ▶ As responsible corporate citizens, we encourage participation in community activities and take all measures for the safety and health of our employees as well as for the protection of the environment
 - ▶ Employees are expected to maintain confidentiality and to act in the interest of the company and its stakeholders
 - ▶ The company has an online channel for the reporting of any suspected violations of our Code of Conduct known as 'Speak Up!'
-





The Blue Pearl is our visual identity.

Cultivating Growth is our brand promise.



- Launched in 2013
 - Reflects our distinguished legacy
 - Encapsulates our new identity
 - Vibrant overlapping strokes portray our dynamism
 - Is open and inclusive as we are on a journey together
 - Positions us to expand to new horizons
-

Soda Ash



- Dense Ash
- Light Ash
- RSB

Polyester



Life Sciences



Animal Health



Pharmaceuticals



Agri

Chemicals

- General chemicals
- Specialty chemicals
- Polyurethanes

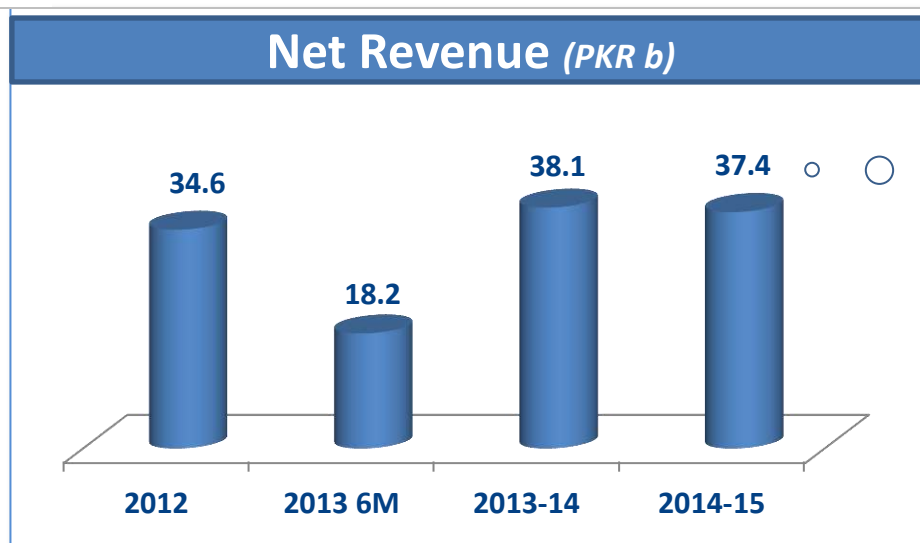


- ICI Pakistan Ltd. completed a 30% equity participation in NutriCo Pakistan Pvt. Ltd during FY '15
- Further 10% investment planned in 2016



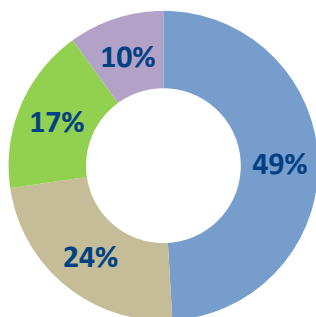
- Continuously evaluating opportunities for additional investment options

Top line performance



Impacted by falling crude oil and petrochemical prices

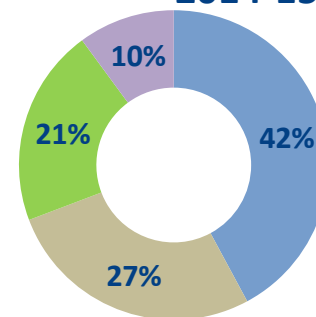
2013-14



PKR b

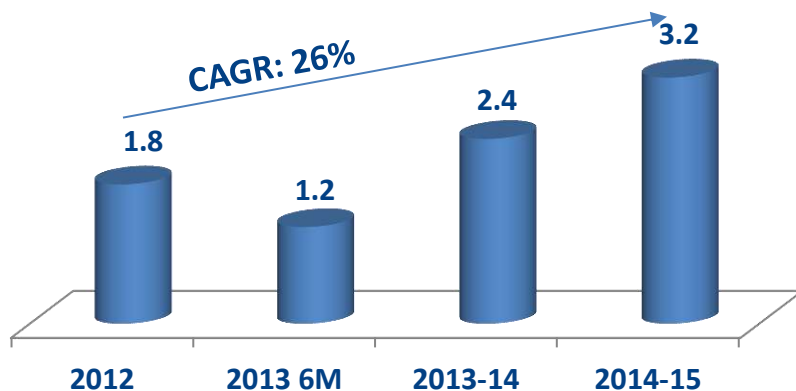
18.7	Polyester	15.8
9.0	Soda Ash	10.1
6.6	Life Sciences	7.7
3.8	Chemicals	3.8

2014-15

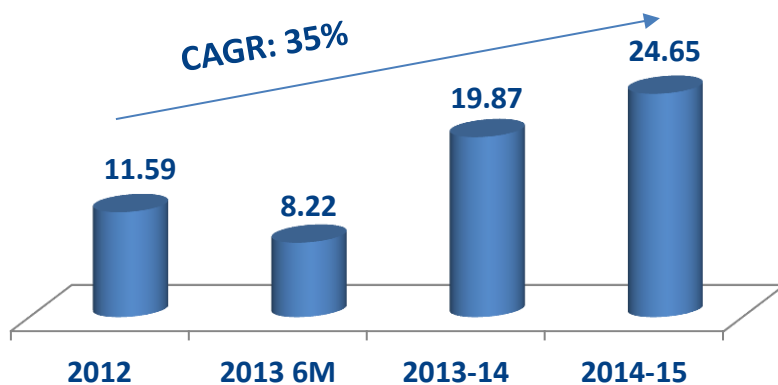


Note: Inter-segment revenue is eliminated in business sales

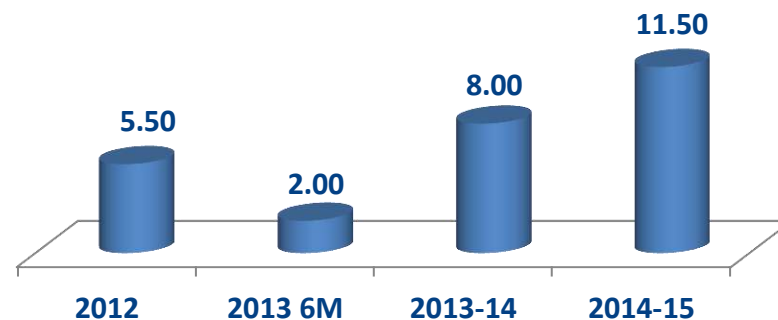
Operating Profit (PKR b)



EPS



Dividend per share*



* Based on Unconsolidated results





ICI PAKISTAN LTD.

Industries we serve

Soda Ash

Polyester

Life Sciences

Chemicals

Textiles

Paints

Appliances

Construction

Automobile

Footwear

Oil/Petroleum/Lube/Grease

Food & Beverage

Personal Care

Metal Cleaning/Engineering

Pharmaceuticals

Cement/Mining

Chemical Processing/Resins

Plastics/Rubber/Tanneries

Agrochemicals/Seeds

Coatings/Inks

Detergents and Laundry Soaps

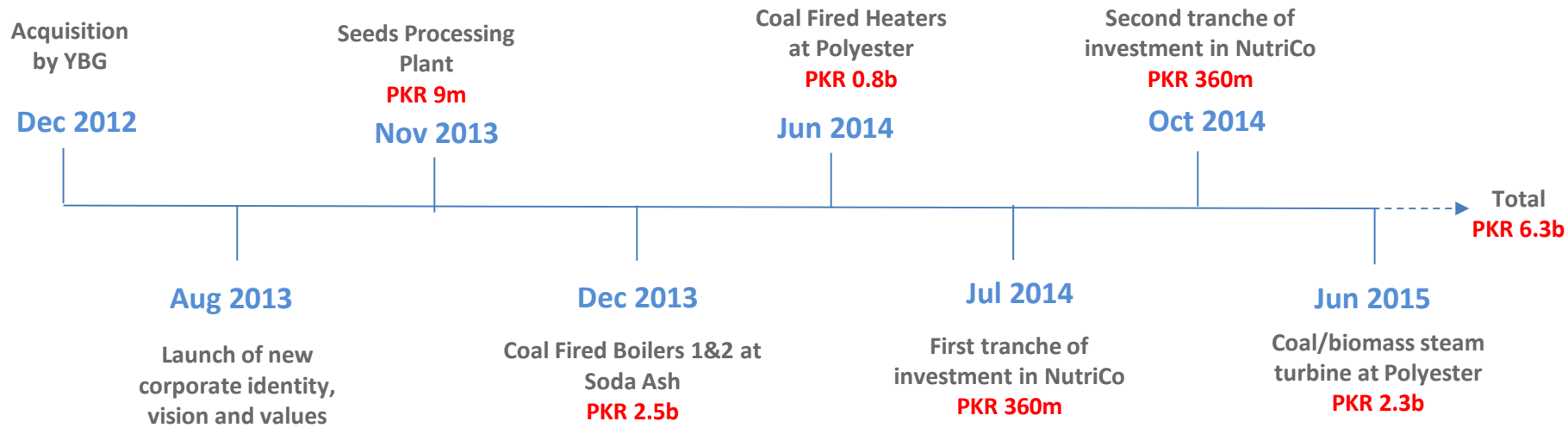
Surgical

Fertilizers

Paper/Ceramics/Glass



Post Acquisition Investments





Net Sales Income (NSI)			
PKR (m)	June 30, 2014	June 30, 2015	Variation
Soda Ash	8,989	10,135	13%
Polyester	18,687	15,754	-16%
Life Sciences	6,604	7,734	17%
Chemicals	3,798	3,772	-1%
ICI Pakistan	38,078	37,395	-2%

Operating Result			
PKR (m)	June 30, 2014	June 30, 2015	Variation
Soda Ash	1,866	2,288	23%
Polyester	(646)	(342)	47%
Life Sciences	785	878	12%
Chemicals	367	333	-9%
ICI Pakistan	2,371	3,158	33%

PAT			
PKR (m)	June 30, 2014	June 30, 2015	Variation
ICI Pakistan	1,835	2,276	24%

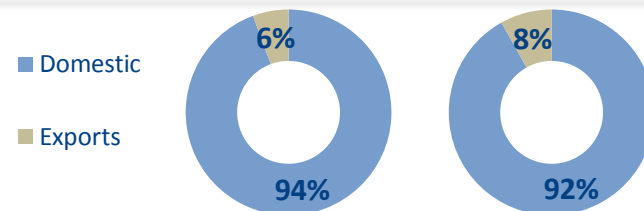
EPS			
PKR (m)	June 30, 2014	June 30, 2015	Variation
ICI Pakistan	19.87	24.65	24%

Note: Polyester includes PowerGen profit as well

- *Largest domestic manufacturer and market leader with 70%+ market share*
- *Operational since 1944*
- *Used in the manufacture of glass, soaps, detergents, paper etc.*
- *Production capacity: 350,000 tons pa*
- **Investment in CFB 1&2 made in 2013**
- **Investments in pipeline: CFB 3&4, Expansions DA 84KTPA, RSB 14 KTPA and LA 150 KTPA**



PKR in Bn	2013-14	2014-15
Volume (Tons)	292,848	315,871
Turnover	9.0	10.1
Gross Profit	2.4	2.8
Operating profit	1.9	2.3



- *Pioneer in bringing the technology to Pakistan in 1981*
- *Second largest domestic producer with 26% market share*
- *Facing profitability challenge due to dumping from Chinese market.*
- *Production facility in Sheikhpura with strong manufacturing performance indicators*
- *Production capacity: 127,000 tons pa*
- *Investment in Coal fired heaters and Coal/biomass steam turbine made in 2014 & 2015*



PKR in Bn	2013-14	2014-15
Volume (Tons)	113,985	115,018
Turnover	18.7	15.8
Gross Profit	(0.1)	0.2
Operating profit	(0.6)	(0.3)

Provisional Anti dumping duty upto 14.9% imposed recently will help business to improve its performance.

Note: Polyester includes PowerGen profit as well

Pharmaceuticals

- Market leader in cardiovascular and oncology segment.
- Focus on own brands growth.
- Nutraceuticals facility will be operational soon.

Animal Health

- Strong presence for medicines in poultry and dairy segments.
- Animal Health leased manufacturing facility will be operational soon.

Agri division

- Strong presence in sunflower, corn and wheat.
- Seed processing plant at Sahiwal is operational now



<i>PKR in Bn</i>	2013-14	2014-15
Turnover	6.6	7.7
Gross Profit	1.8	2.1
Operating profit	0.8	0.9



- *Manufacturing and distribution of quality products and brands in Pakistan*
- *Diversified customers including automobiles, construction industry, footwear, appliances, beverages.*
- *Customers include Unilever, P&G, Pepsi, Coca Cola, Haier, PEL, Dawlance etc.*



PKR in Bn	2013-14	2014-15
Turnover	3.8	3.8
Gross Profit	0.70	0.74
Operating profit	0.37	0.33

- *NutriCo manages the import, marketing and distribution of nutrition products of Morinaga Milk Industry Co., Ltd. in Pakistan*
- *We have strong focus on increasing market share and exploring opportunities for growth*
- *Exploring prospects for local manufacturing facility.*



PKR in Mn		2014-15
Cost of investment*		720
Share of Profit from Assc.		202
Dividend		40
Total income		242

* Carrying value PKR 772 mn

Continued Investment in the future

