

Analyst Briefing

Financial Results: FY 2014-15

06 October, 2015 Karachi





The History of ICI Pakistan Ltd.

ICI establishes its first manufacturing site for the production of Soda Ash at Khewra

ICI Pakistan acquires Fuller Paints Limited

ICI Pakistan Manufacturers Limited commissions its Speciality Chemicals Plant in Karachi

Fuller Paints changes its name to Paintex Limited

ICI Pakistan Manufacturers Limited sets up a Polyester Plant at Sheikhupura with a capacity of 12,000 tons

The company changes its name to ICI Pakistan Limited

ICI Pakistan increases capacity of Soda Ash Plant by 50,000 tons

ICI commissions its PTA Plant at Port Qasim Karachi

1944

1965

1968

1973

1982

1987

1994

1998

1953

The Khewra Soda Ash Company is incorporated as a public limited company

1966

The name of Khewra Soda Ash Company changes to ICI Pakistan Manufacturers Limited

1970

ICI Pakistan Manufacturers Limited sets up a Pharmaceutical Factory in Narvangani East Pakistan. After 1971, the factory became part of ICI Bangladesh Manufacturers Limited

1985

Imperial Chemical Industries Pakistan (Private) Limited and Paintex Limited merge into ICI Pakistan Manufacturers Limited 1991

ICI Pakistan PowerGen Limited is incorporated as a public limited company

1996

ICI Pakistan increases Polvester Fiber capacity to 60,000 tons and Polymerization capacity to 91,000 tons

2000

PTA Business demerges to form a separate entity, Pakistan PTA Limited

ICI Pakistan increases capacity of Polyester Plant by 44,000 tons

The Pharmaceutical and Animal Health Segment was combined with the Agrochemicals and Seeds Segment to form the company's Life Sciences Business

ICI Pakistan completes 65,000 tons expansion of its Soda Ash plant

Polyester Site completes Cogeneration Project

Pakistan PTA Limited is acquired by Lotte Worldwide Group

2002

2007

ICI Pakistan

completes 50,000

tons expansion of

its Soda Ash plant

2009

2001

Soda Ash Site completes Automation Cogeneration & Debottlenecking Project

2006

As a part of an asset modernization and improvement plan the Polyester Business commissions a sixth processing line

2008

AkzoNobel, one of the largest coatings and chemicals company in the world becomes the ultimate holding company of ICI Pakistan Limited

2010

ICI Pakistan Foundation implements a PKR 50 million pan-country Flood Relief & Rehabilitation Program providing food and medical care and constructing two villages for affectees

2011

AkzoNobel demerges the Paints Business into a separate legal entity, Akzo Nobel Pakistan Limited

2012

Lucky Holdings Limited acquires majority shareholding from AkzoNobel and becomes the ultimate holding company of ICI Pakistan Limited





Building Material	Textiles	Power	Real Estate	Commodities, Chemicals & Life Sciences	Philanthropy & Healthcare
Lucky Peregon RéadyMix	YUNUS TEXTILES TOP LIFE Gadoon Textile Mills LTD. LICEY KONTS (PVT) LTD	Lucky Energy Lucky Electric Power Company	Ocean Tower	LUCKY COMMODITIES VOLUETURISTED PARTENER	A state-of-the-art Cardiac Hospital entered visus seri Cardiac Hospital entered visus series de la constante de la

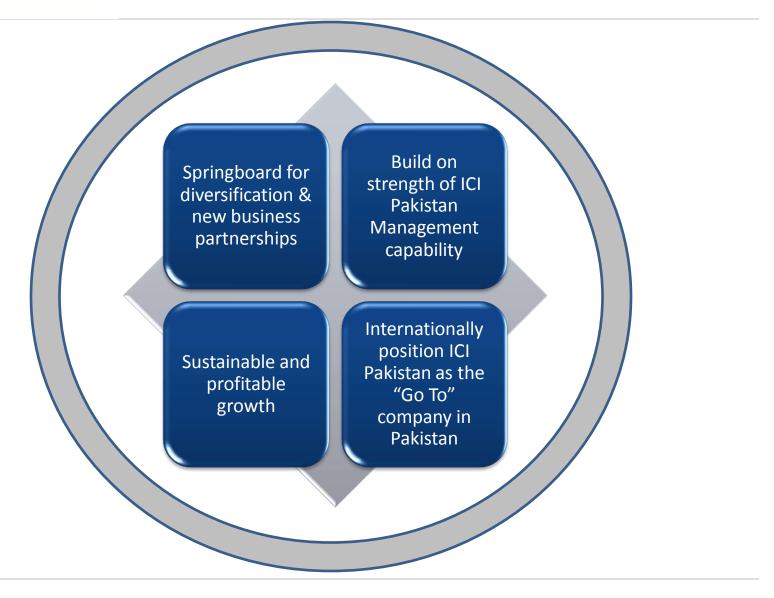


Our Vision

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.



Our Aspiration



Health, Safety, Environment and Security (HSE&S)

- 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:



Code of Conduct

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!'

Our Values







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



Our Businesses ...









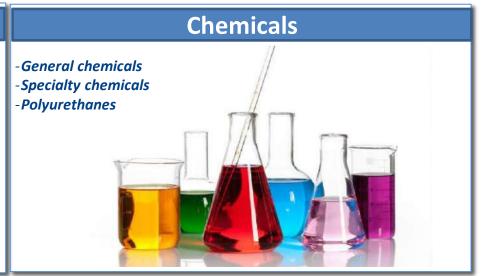
Animal Health



Pharmaceuticals



Agri



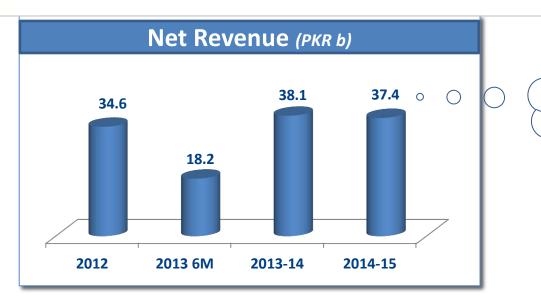


- > ICI Pakistan Ltd. completed a 30% equity participation in NutriCo Pakistan Pvt. Ltd during FY '15
- Further 10% investment planned in 2016



Continuously evaluating opportunities for additional investment options

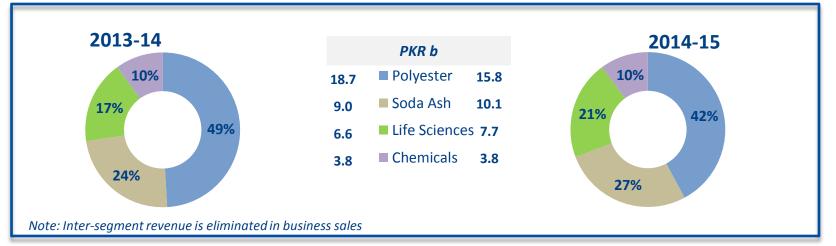
ICI PAKISTAN LTD. Top line performance



Impacted by falling crude

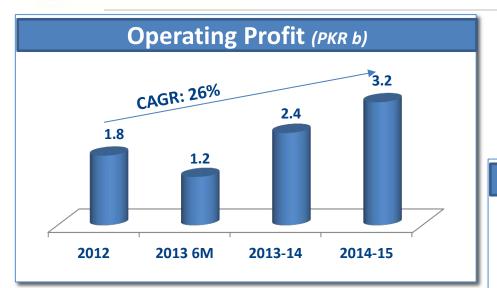
oil and

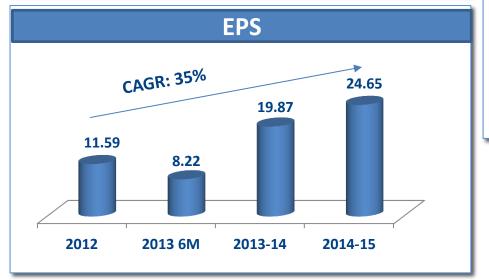
petrochemical prices



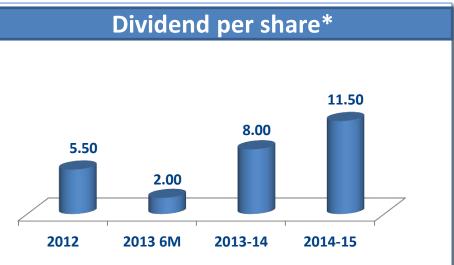


ICI PAKISTAN LTD. Robust Financial Performance









^{*} Based on Unconsolidated results



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

Acquisition by YBG

Dec 2012

Seeds Processing Plant

PKR 9m

Nov 2013

Coal Fired Heaters at Polyester

PKR 0.8b

Jun 2014

Second tranche of investment in NutriCo

PKR 360m

Oct 2014

Total PKR 6.3b

Aug 2013

Launch of new corporate identity, vision and values

Dec 2013

Coal Fired Boilers 1&2 at Soda Ash PKR 2.5b Jul 2014

First tranche of investment in NutriCo
PKR 360m

Jun 2015

Coal/biomass steam turbine at Polyester PKR 2.3b







ICI PAKISTAN LTD. Financial Performance for 2014-15 - Consolidated

	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



Soda Ash Business

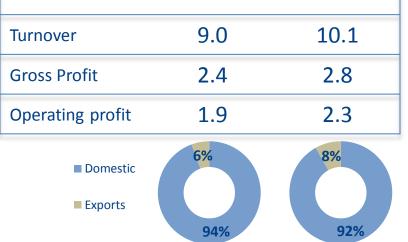
- ➤ Largest domestic manufacturer and market leader with 70%+ market share
- Operational since 1944
- Used in the manufacture of glass, soaps, detergents, paper etc.
- Production capacity: 350,000 tons pa
- Investment in CFB 1&2 made in 2013
- Investments in pipeline: CFB 3&4, Expansions DA 84KTPA, RSB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



d LA	150	KT	PA		

2014-15

315,871



2013-14

292,848

PKR in Bn

Volume (Tons)



- 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 Sheikhupura 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



ICI PAKISTAN LTD. Life Sciences Business

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



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



ICI PAKISTAN LTD. Chemicals Business

- 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



ICI PAKISTAN LTD. NutriCo Pakistan Pvt. Ltd.

- 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

