



October 12<sup>th</sup>, 2023

General Manager Operations,  
The Pakistan Stock Exchange Limited,  
Karachi.  
Fax: (021) – 32462640

Dear Sir/Madam,

**Subject: Analyst Briefing – Q3 2023**

Reference to our letter dated October 11, 2023, on the subject. Please note that the scheduled date of the Analyst Briefing session has been revised. The details of the rescheduled meeting are given below:

**Rescheduled Date:** Thursday, October 19, 2023

**Time:** 3:00 PM

**Venue:** Karachi School of Business and Leadership (KSBL) / video link facility

To participate in cloud-based briefing, please follow the link:

Join Zoom Meeting

<https://engro.zoom.us/j/93302471437>

Meeting ID: 933 0247 1437

Passcode: 339779

Before joining you will be requested to mention your name. Please note that interested participants must mention the name of their organization along with their names so that we could admit you to the briefing. We would appreciate your assistance in communicating this information to members of the exchange.

Regards,

A handwritten signature in blue ink, appearing to read "Isha Isha", is written over a horizontal line.

Manager Finance & Business Planning

# Analyst Briefing – Q3 2023





# Key Highlights

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- + Ease in LC establishment and remittances, and progress on ongoing projects
- + Improvement in Core Delta Quarter-on-Quarter
- Continued increases in cost of doing business given devaluation and inflationary pressures

To be updated after Q3 2023 board meeting



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# International Markets

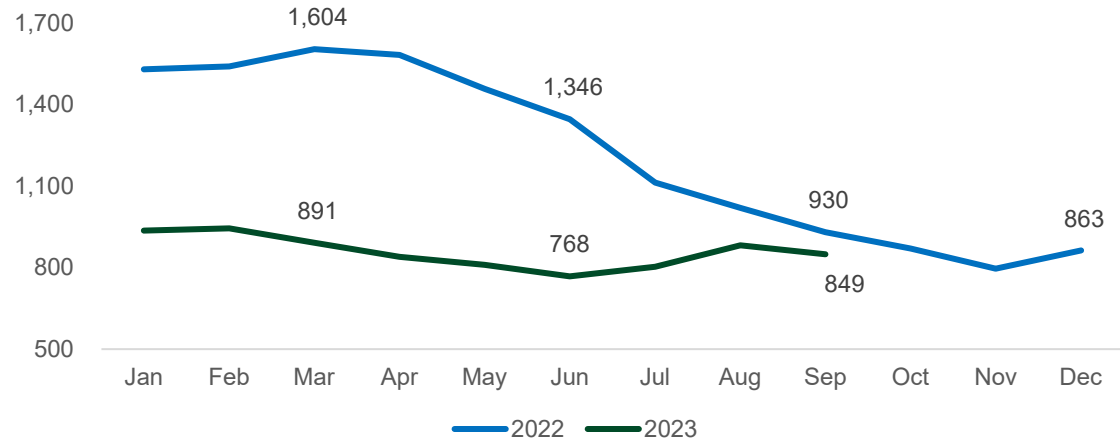
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# International Market Prices



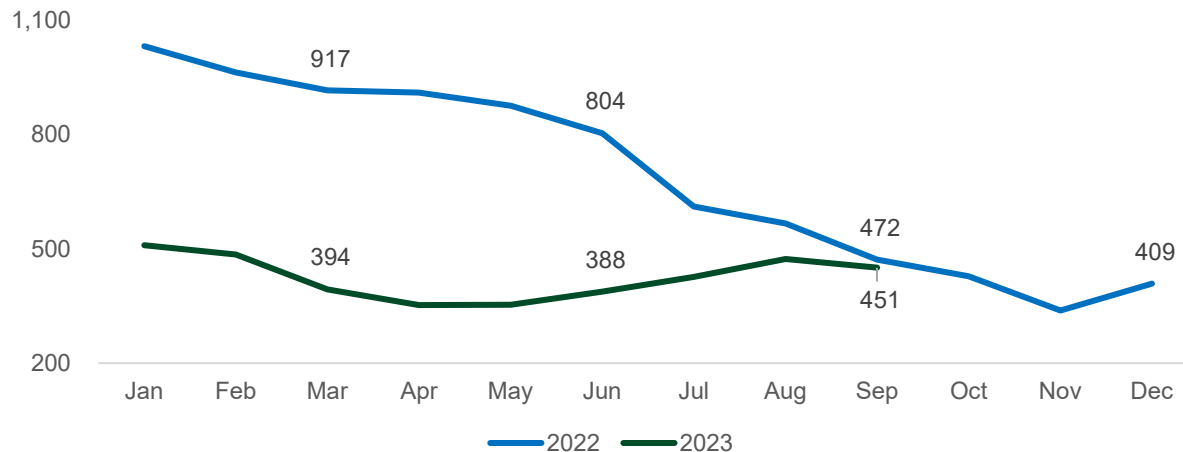
## International PVC Price

USD/Ton



## PVC – Ethylene Core Delta

USD/Ton



- PVC international prices saw an uptick in August before falling by the end of the third quarter
- Prices impacted by early signs of restocking in India and positive sentiments on back of new Chinese infrastructure development policies in anticipation of demand increase. Overall market cooled off on lackluster performance from China & India.
- Ethylene followed a similar uptick in the beginning of the quarter then weakened amid higher spot availability from Asia and North America.
- Ethylene prices will remain impacted by crude oil prices and OPEC+ decisions
- PVC prices are expected to be stable to soft, given the supply surplus and weak demand amid global economic slowdown.



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# Business Updates

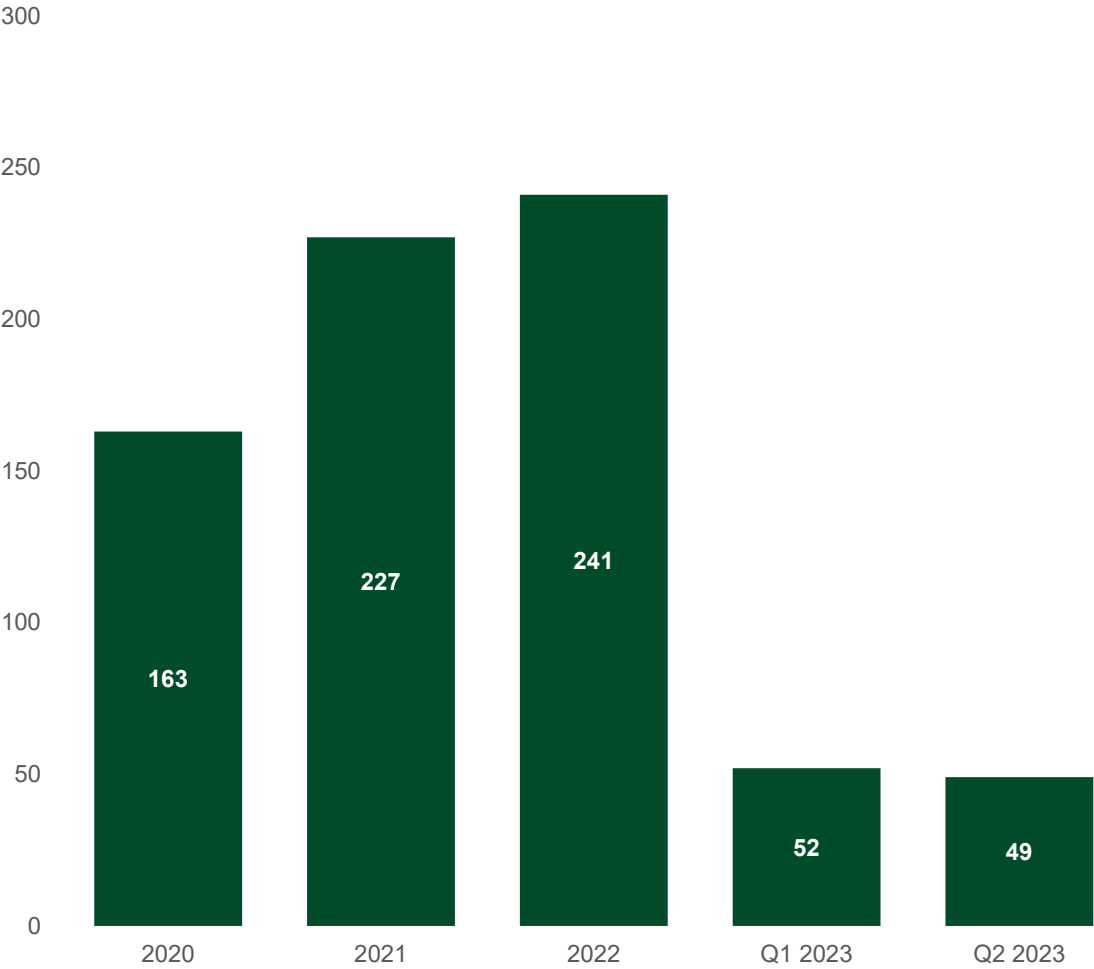
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# Vinyl's Overview

To be updated after Q3 2023 board meeting

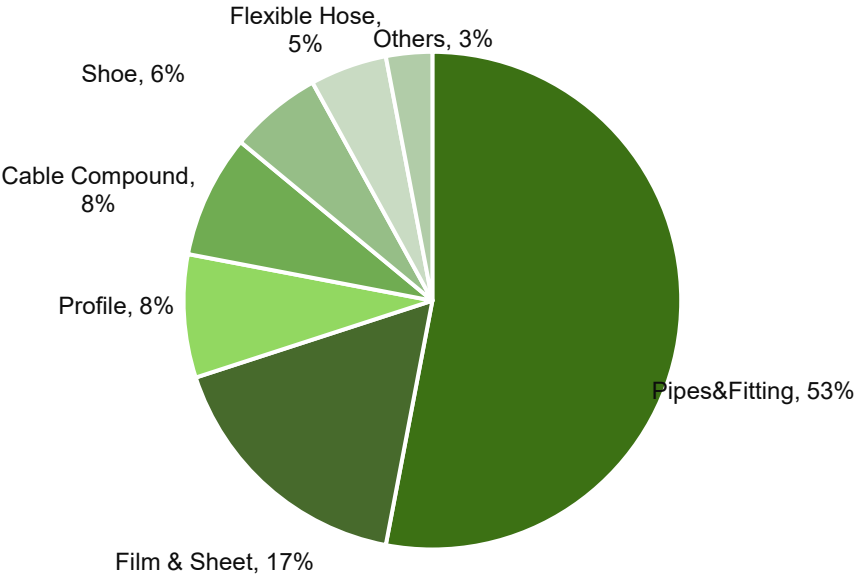


SALES VOLUME IN TONS



Pipes and fittings remain major application of PVC in Pakistan. Meanwhile, EPCL continues to play its part in promoting other downstream applications for which we retain a significant focus on market development activities

Application wise market – 2022

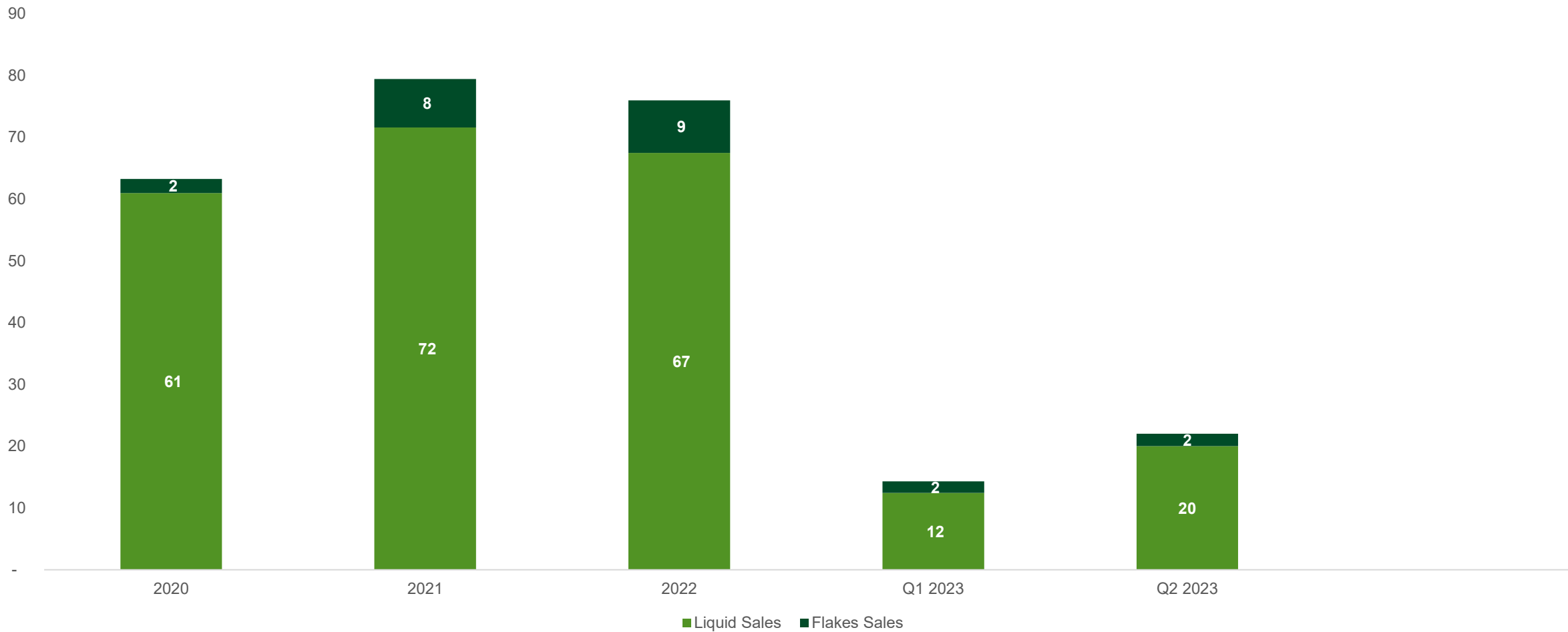


# Chlor Alkali Overview

To be updated after Q3 2023 board meeting



Chlor Alkali – Sales Volumes (KT)







# Performance 9M 2023 vs 9M 2022

	Unit	9M 2023	9M 2022	FY 2022
Total revenue	PKR Mn			
Profit after tax	PKR Mn			
EPS Basic	Rs. / Share			
EPS Diluted	Rs. / Share			

To be updated after Q3 2023 board meeting



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# Looking Forward

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# Looking forward...

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- ✓ Key focus is ensuring safe and sustainable operations and completing on-going projects within communicated timelines
- ✓ Rising interest rates and inflationary environment will likely continue to impact our customers
- ✓ Imposition of blended gas rates coupled with continued increase in cost of doing business will affect margins
- ✓ We will continue to support the market during tough economic times
- ✓ Any further issues with establishment of LCs and remittances will impact CAPEX and raw material delivery



**THANK YOU**

