



February 14th, 2023

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

Dear Sir/Madam,

Subject: Analyst Briefing – Q4 2023

Engro Polymer and Chemicals Limited is holding an analyst briefing to discuss the financial results for the year ended 31st December 2023. In this regard, we'd like to invite Security Analysts / Research Analysts, Members of Pakistan Stock Exchange Limited and Bankers. The details of the meeting are given below:

Scheduled Date: Wednesday, February 21, 2024

Time: 3:00 PM

Venue: Online

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

Join Zoom Meeting

<https://engro.zoom.us/j/94275492365>

Meeting ID: 942 7549 2365

Passcode: 360358

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 'Idna Iqbal', is written over a horizontal line.

Manager Finance & Business Planning

Analyst Briefing – Q4 2023





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Key Highlights

- + Ease in LC establishments and remittances, and progress on ongoing projects
- Continued increases in cost of doing business given macro economic uncertainty and inflationary pressures

To be updated after Q4 2023 board meeting



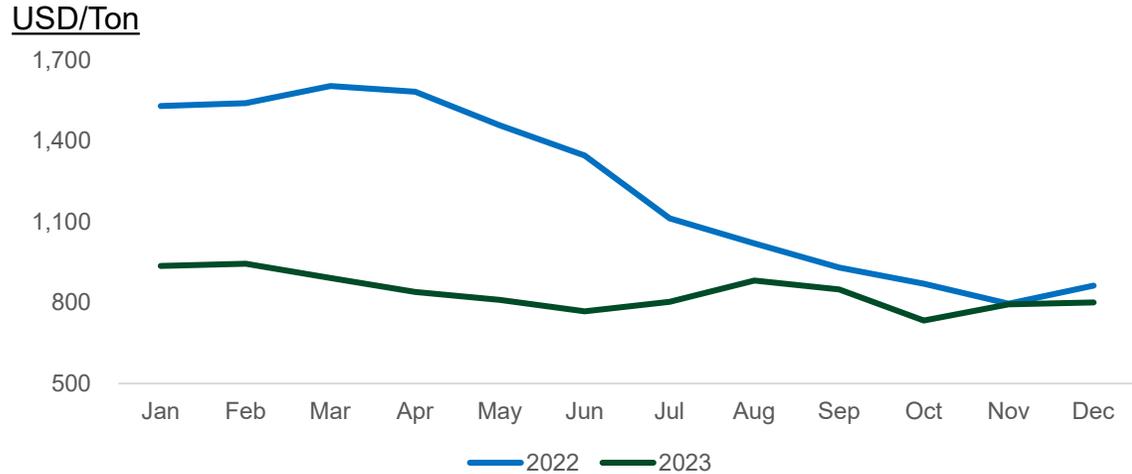
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International Markets

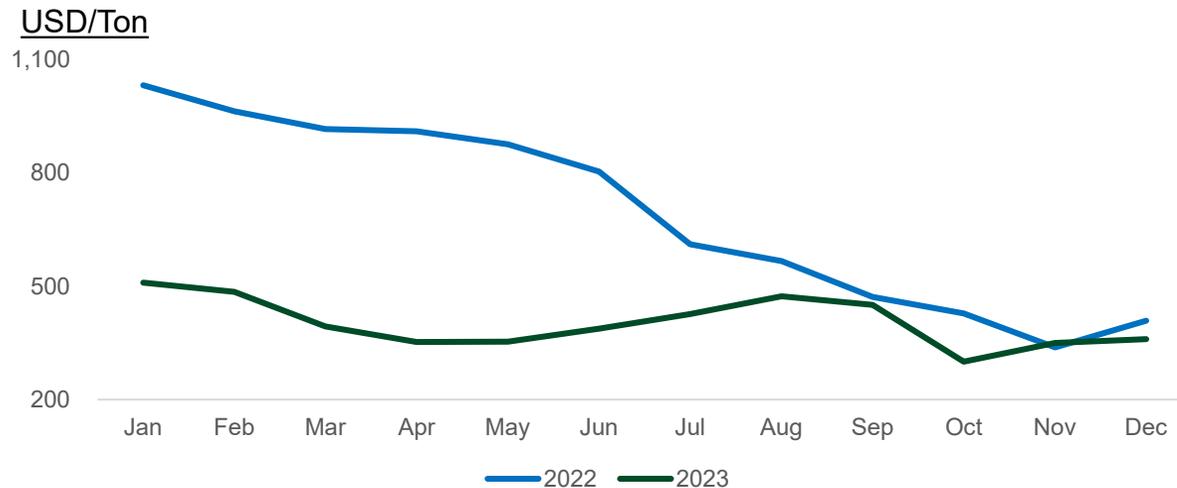


International Market Prices

International PVC Price



PVC – Ethylene Core Delta



- The global polyvinyl chloride (PVC) industry in 2023 performed lackluster. The prices went back down to pre-Covid-19 levels, rangebound USD 770 – 850 per MT.
- In Asia, PVC prices declined hitting bottom in November amid oversupply in the region as various plants came back online after scheduled maintenance.
- In 2024, oversupply and weak demand might suggest price stability, but narrow producer margins limit further price cuts. Near-term market firmness is anticipated due to rising production costs, fueled by the ethylene price hike. Ethylene prices are expected to rise to USD 1,000 by year-end, translating to higher production costs.
- Geopolitical tensions in the Red Sea could further tighten supply, offering additional support for price increases. The second half holds potential for margin improvement as demand strengthens.



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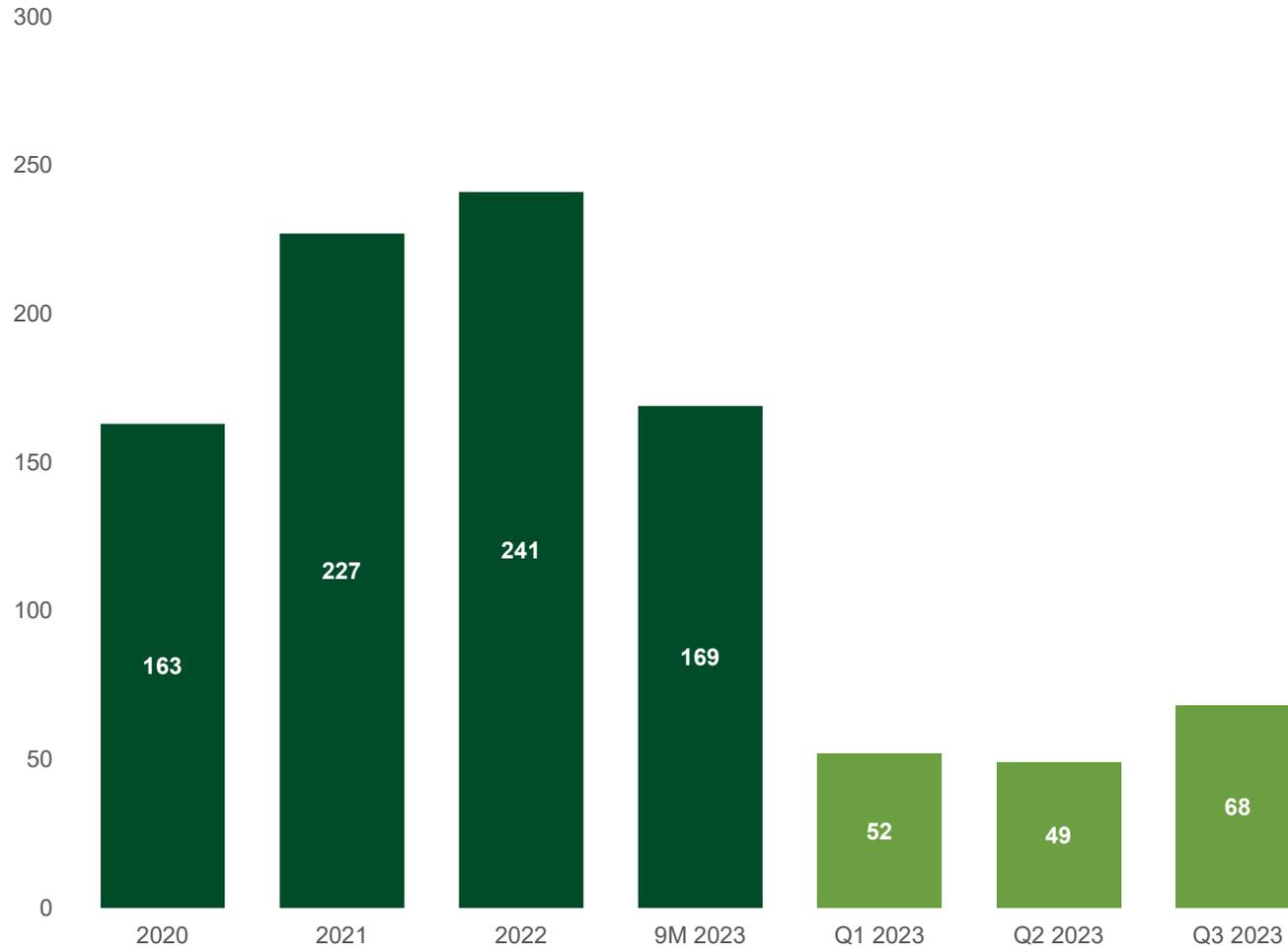
Business Updates

Vinyl's Overview

To be updated after Q4 2023 board meeting

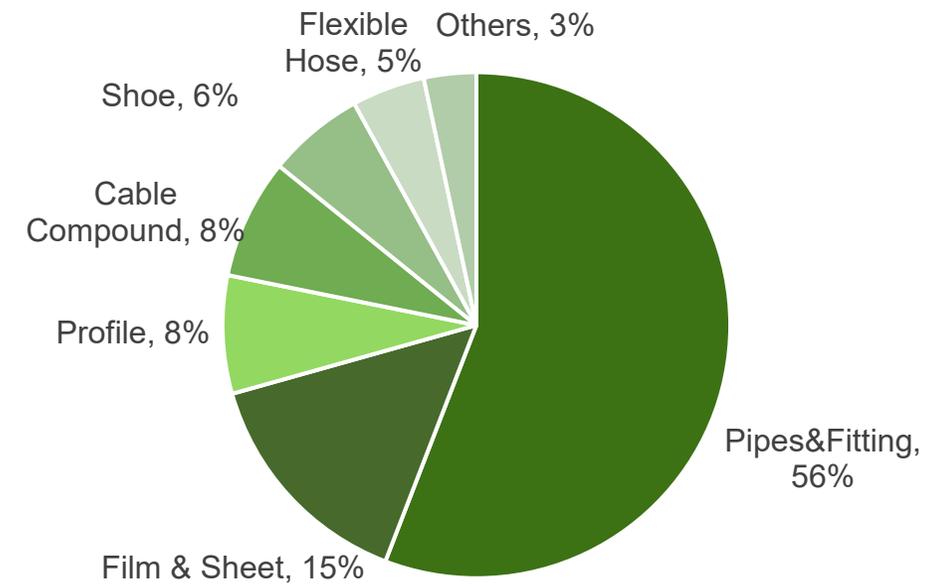


SALES VOLUME IN TONS



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 – 9M 2023

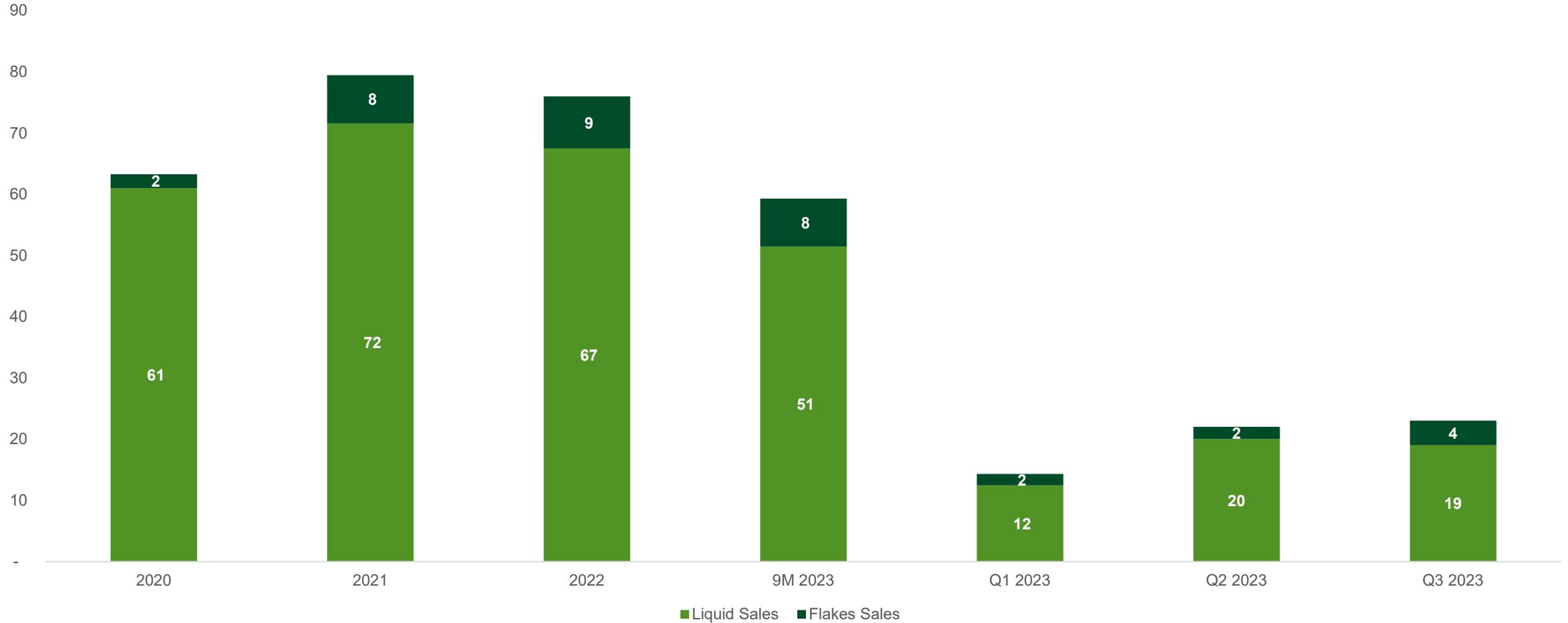


Chlor Alkali Overview

To be updated after Q4 2023 board meeting



Chlor Alkali – Sales Volumes (KT)





Performance 2023 vs 2022

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

To be updated after Q4 2023 board meeting



Engro Polymer & Chemicals Limited

Looking Forward



Looking forward...

- ✓ Key focus on ensuring safe and sustainable operations and completing on-going projects
- ✓ Domestic macro economic stability expected to support business performance
- ✓ Gas availability, blended gas rates and continued increase in cost of doing business will affect margins
- ✓ We will continue to support the market during tough economic times

To be updated after Q4 2023 board meeting



THANK YOU

