



October 04, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Dear Sir,

Subject: Descon Oxychem Limited – Corporate Briefing Session for the financial year ended Jun 30, 2023

This is to inform you that Descon Oxychem Limited will hold a Corporate Briefing Session (CBS) for the shareholders, investors and analysts to provide highlights about the company's financial performance for the year ended Jun 30, 2023. The program details are as follows:

Date: Wednesday, October 11, 2023

Time: 03:30 PM – 04:30 PM PST

Venue: Descon Oxychem Limited Corporate office, 18Km, Lahore Sheikhpura Road, Lahore, Pakistan and Zoom Link.

Shareholders/investors and analysts who are interested in attending the CBS virtually are requested to register themselves by October 09, 2023 at https://us06web.zoom.us/meeting/register/tZlpc--srz0uG9dZK9PsByt7ZcKlLwK_hYVC

Corporate flyer and presentation of the session is attached herewith.

We would appreciate your assistance in communicating this information to members of the Exchange.

Thanking you.

Sincerely,

For Descon Oxychem Limited

(ABDUL SOHAIL)
COMPANY SECRETARY

Descon Oxychem Limited:



Corporate Office, 18 KM, Lahore Sheikhpura Road, Lahore - 53000, Pakistan.

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Corporate Briefing Session

Descon Oxychem Limited is the leading supplier of Hydrogen Peroxide in Pakistan. The company supplies customized chemicals for textiles, food and beverage, safety as well as other industrial and consumer sectors.

The company has also established a footprint in regional export markets.

Speaker

Mr. Muhammad Mohsin Zia

CEO - Descon Oxychem Limited

Mr. Muhammad Rizwan Qaiser

CFO - Descon Oxychem Limited

Moderator

Sarah Rehman

Deputy Head of Research - Alfalah CLSA

11th October 2023

Presentation : 03:30 PM to 03:50 PM

Q&A Session : 03:51 PM to 04:30 PM

Live via Zoom

Registration Link:

https://us06web.zoom.us/meeting/register/tZlpc--srz0uG9dZK9PsByt7ZcKlLwK_hYVC

Alfalah CLSA Securities (Private) Limited

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4th Floor, Block - 1, Shafi Court, Plot # CL 5/6-1, Civil Lines, Karachi, Pakistan.



DESCON OXYCHEM LIMITED

Investor Presentation

FY-2022-2023

Mohsin Zia – CEO
Mohsin.zia@descon.com
+92 322 7707198

Muhammad Rizwan Qaiser – CFO
Rizwan.qaiser@descon.com
+92 300 0634567

Syeda Zainab Kazmi- FA
Zainab.kazmi@descon.com
+92 302 8486856

Group profile



- Annual revenue over half a billion USD.
- Descon has been in business for over 45 years.



Core values



SAFETY

We believe HSE is of utmost importance and we attach the highest value to the safety of our employees and stakeholders.



LEADERSHIP

We believe leaders inspire others to learn and achieve more.



ACCOUNTABILITY AND OWNERSHIP

We believe in taking responsibility for our decisions, actions and their results.



TEAMWORK

We believe in the strength of the individual, yet we accomplish more by working together.



OPEN COMMUNICATION

We believe open communication is the foundation of trust.



CONTINUOUS IMPROVEMENT

We believe excellence is a commitment to improve everything we do all the time.



YOUR SOLUTIONS,
OUR CHEMICALS.



HYDROGEN
PEROXIDE



**We don't sell Peroxide,
we sell Eco-Friendly solutions**



- Since its inception in 2008, Descon Oxychem has rapidly evolved to become the market leader in an intensely competitive Hydrogen Peroxide domestic market. Further we have also established a footprint in regional export markets. Our customers value us for our consistent quality, reliability of supply and customer centric solutions.
- Descon Oxychem's role as local market leader, along with being a proud representative of Pakistan in the global market, makes it well suited to benefit from market growth opportunities at home as well as abroad. Our business model, state of the art technology, impeccable product quality, extensive customer service and mutually supportive relationships with all relevant stakeholders' outlines Descon Oxychem a bright and promising future



PAKISTAN'S LEADING PEROXIDE PRODUCER

Vision

Winning together with our customers, our ambition is to enhance local and regional footprint while delivering sustainable value to all stakeholders.

Ambition 2023

Today

We are a leading company in the Pakistan Hydrogen Peroxide market

Tomorrow

We are determined to:

- Strengthen our domestic market leadership position
- Establish a footprint in new segments & regional markets
- Achieve success through winning together with our customers driven by best cost propositions, motivated people and effective teamwork
- Target organic/inorganic growth

About Descon Oxychem

Incorporated	2004
Status	Listed at PSX (2008)
Commercial production	2009
Major business	Manufacturing of H ₂ O ₂
Name-plate capacity	
Pre Expansion Initial	28,000 MT
Current	41,300 MT
Paid-up capital	PKR 1.75 billion

Goals and culture



A Framework for our Future



Delivering sustainable value to customers, employees & shareholders

OUR GOALS

Profitable/
sustainable
Sales Growth

Manufacturing
Excellence

Engaged
Employees

OUR PRIORITIES

- Customer Delight
- Lowest cost producer
- Energy for change
- Diversity & Inclusiveness
- Diversification
- Openness & Honesty
- Corporate Governance
- Innovation
- Performance Culture
- Sense of Urgency

OUR FOUNDATIONS

Continuous
Improvement

Leadership

Accountability

Teamwork

Open to
communication

Safety



Financial Overview

Financial Snapshot

FY 2022-23

Production Volume

42,131 MeT vs 40,550 MeT

↑ **+4%**

Sales Value

PKR. 6,721(m) vs PKR. 4,250(m)

↑ **+58%**

Export Value

PKR. 643(m) vs PKR. 180(m)

↑ **+257%**

Profit after tax

PKR. 1,401(m) vs PKR. 471(m)

↑ **+197%**



EBIT

PKR.2,250(m) vs PKR.855(M)

↑ **+163%**

Finance Cost

PKR. 26(m) vs PKR. 53(m)

↓ **-51%**

Contribution to National exchequer

PKR. 823(m) vs PKR.332(m)

↑ **+148%**

Cashflow from operations

PKR. 2,647(m) vs PKR.1,208(m)

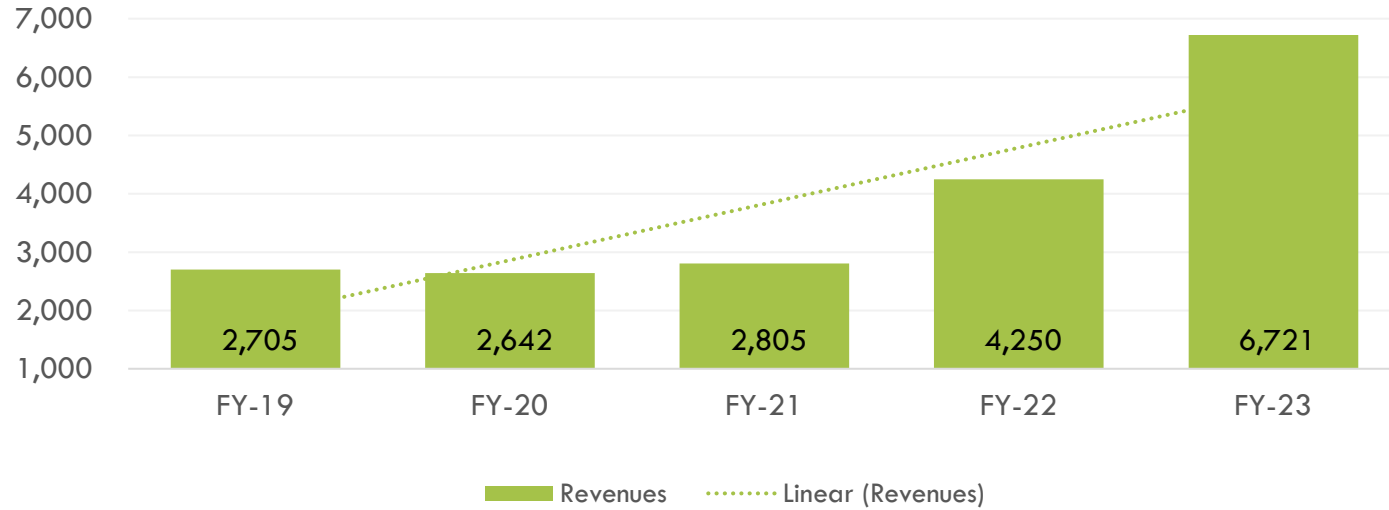
↑ **+119%**



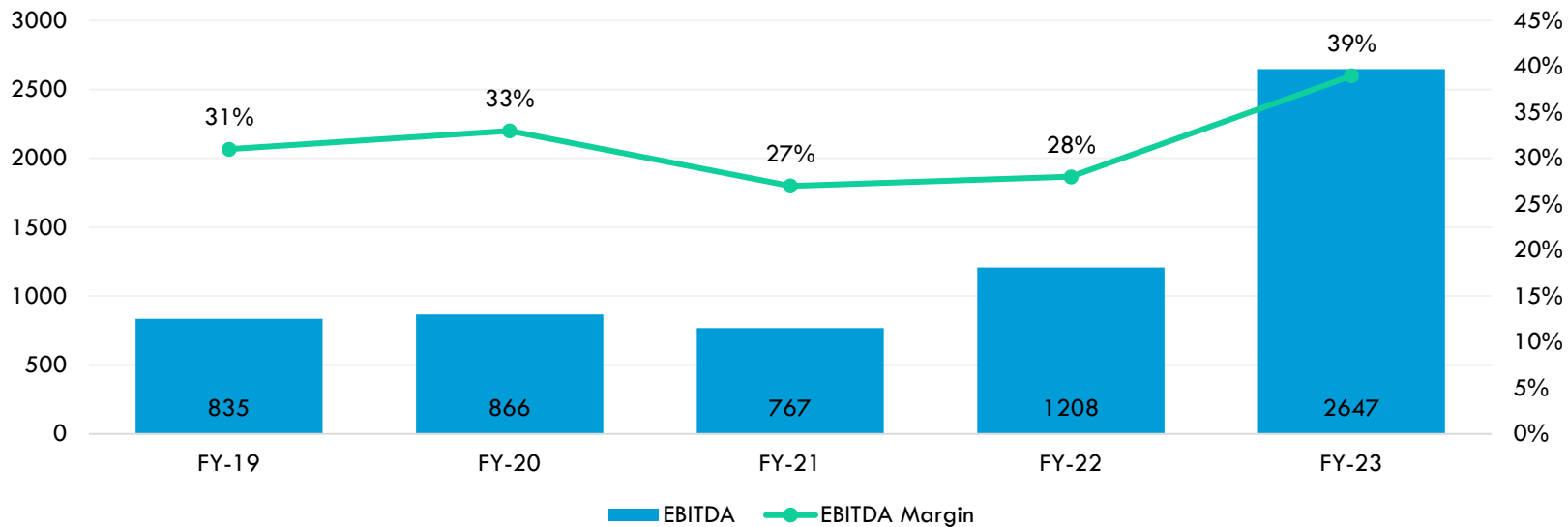
Financial highlights- YTD-Mar



Revenues (PKR m)

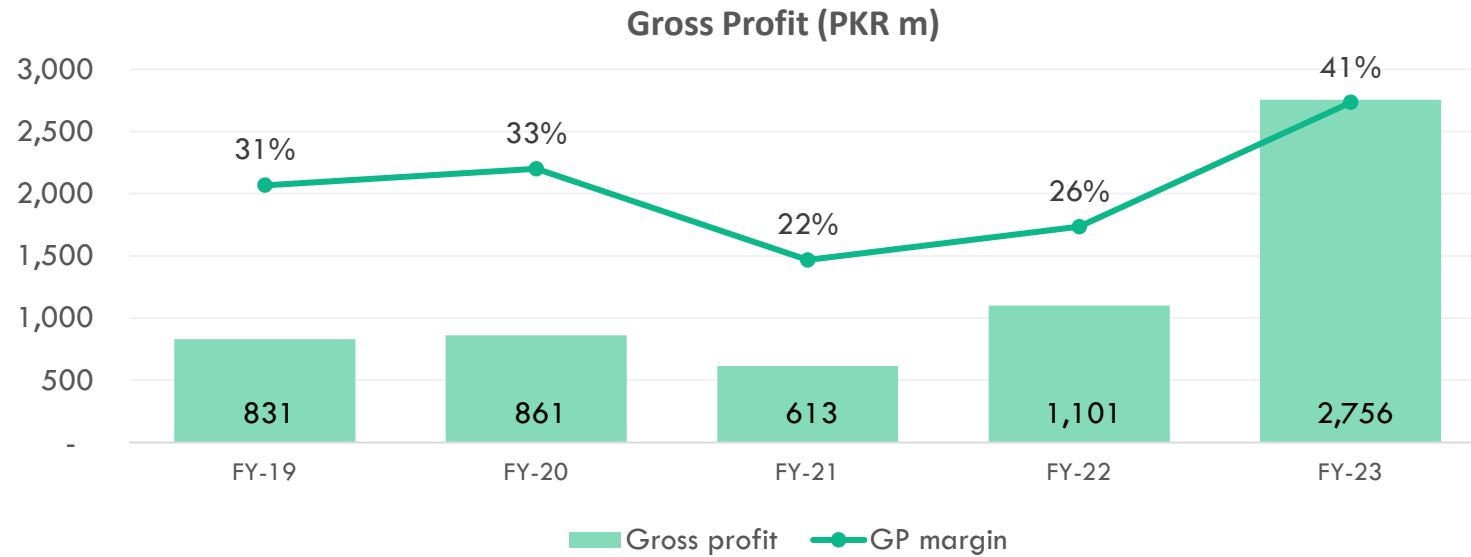


EBITDA (PKR m)

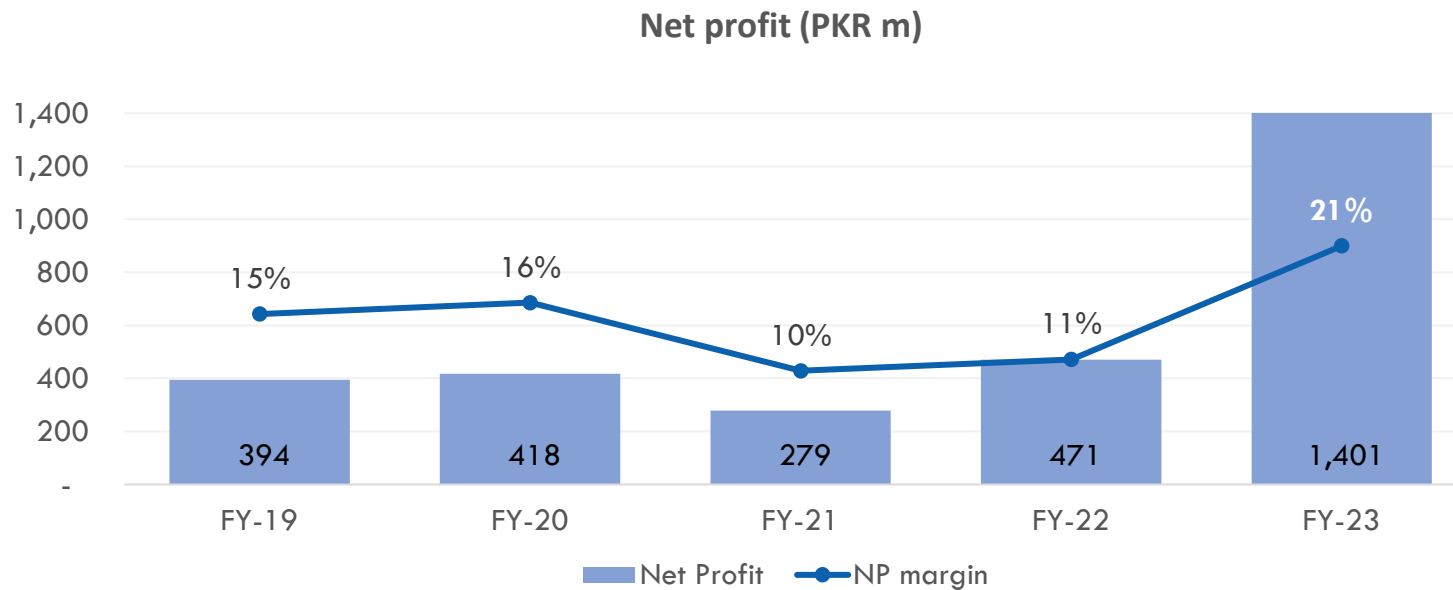




Financial highlights- YTD



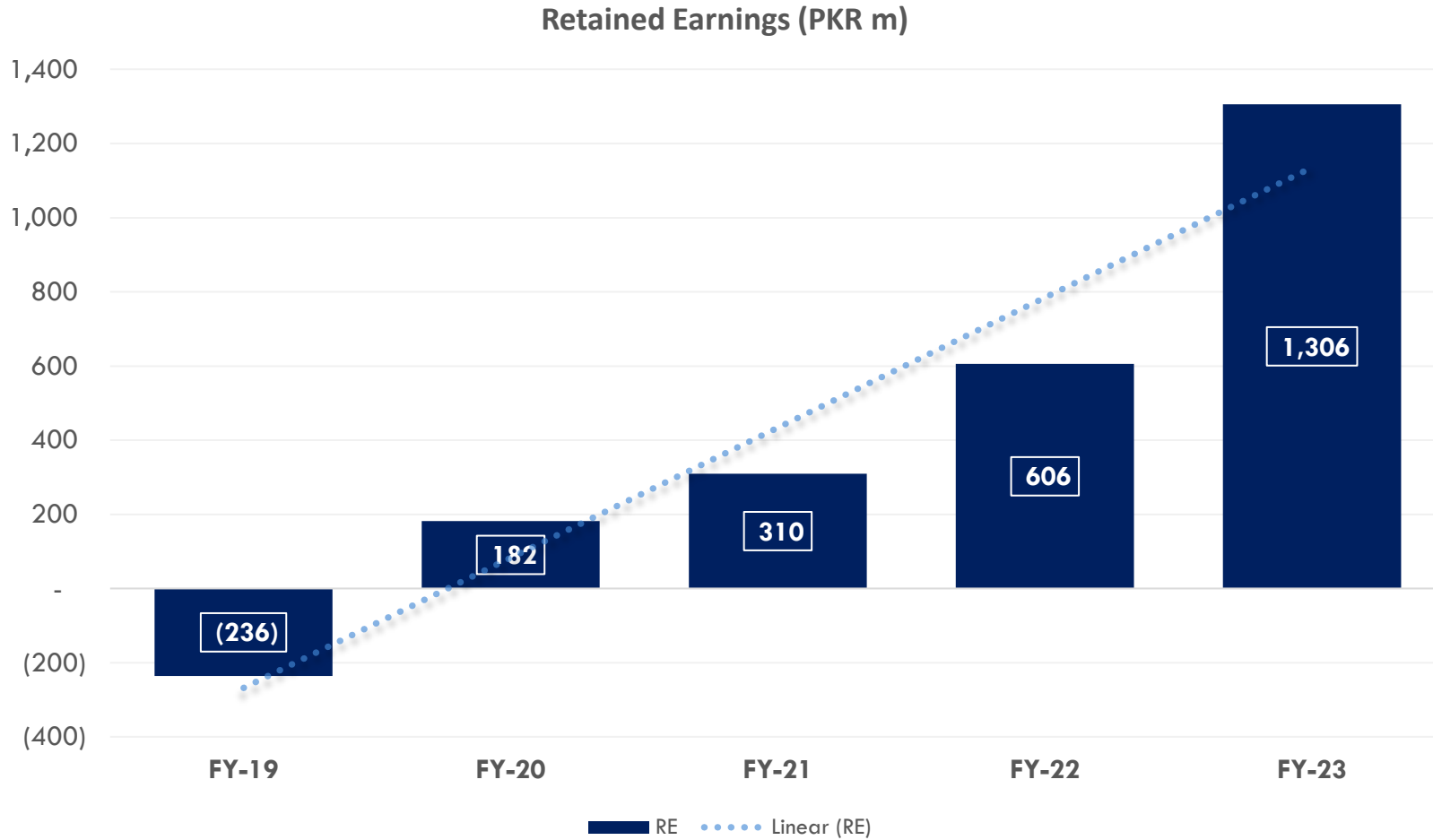
CAGR-35%



CAGR-37%



Financial highlights- YTD





Important Ratios



	FY-19	FY-20	FY-21	FY-22	FY-23
EPS	3.87	2.85	1.59	2.69	8.00
D/E ratio	53:47	10:90	35:65	13:87	5:95
Current ratio	1.58	1.6	2.22	1.34	1.61
Share price	16.05	29.85	26.84	15.70	24.22





THANK YOU

Q&A