



ARCHROMA PAKISTAN LIMITED CORPORATE BRIEFING SESSION 28 DECEMBER 2023



SAFETY First / Lets protect our Mental Health



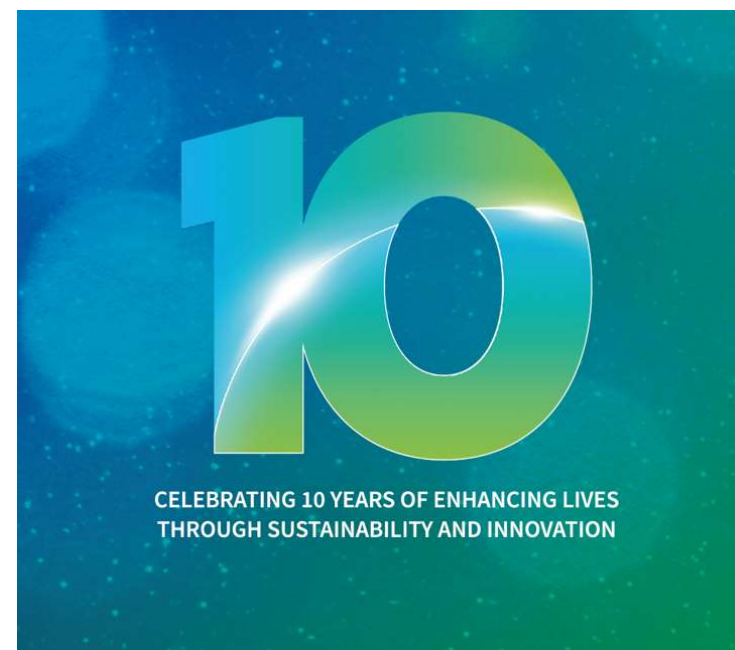
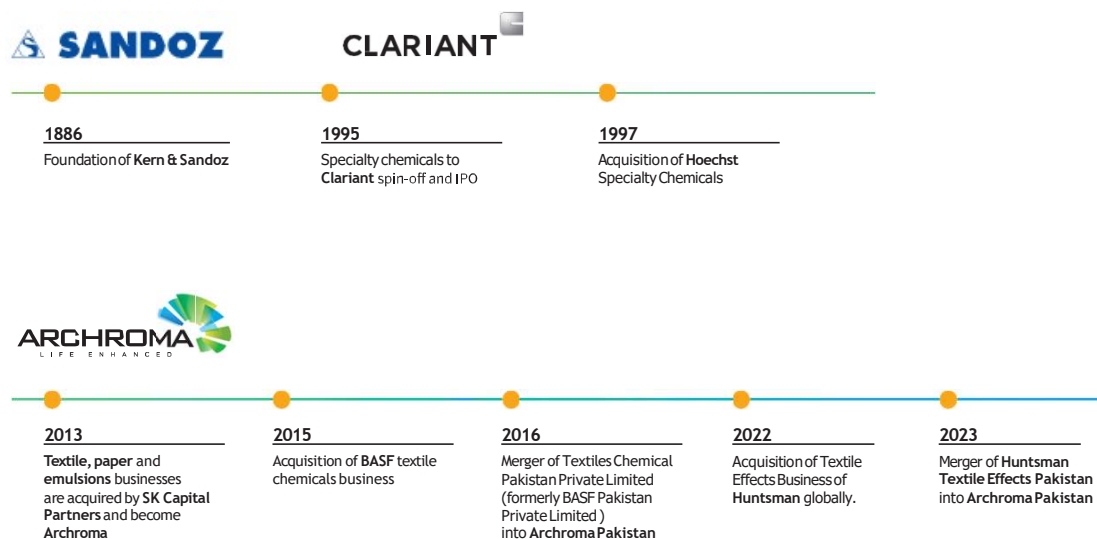
- Collaborate and be supportive to each other
- Ensure quality time with your loved ones and yourself
- Be mindful of your physical health (sport, healthy diet, and sleep)

Executive Summary

- **Company's Profile**
- **Corporate Social Responsibility**
- **Strategic & operational developments**
- **Financial Outline**
- **Key Ratios**
- **Future Outlook**
- **Questions & Answers**

COMPANY'S PROFILE

HERITAGE



Ten years of enhancing lives with innovative chemistry - Archroma

Our Profile

Archroma is a global, diversified provider of specialty chemicals serving the Brand & Performance Textiles, Packaging & Paper and Coatings, Adhesives & Sealants markets. Headquartered and registered in Pratteln, Switzerland, the company operates with a highly integrated, customer-focused platform that delivers specialized performance and color solutions in over 90 countries. Archroma works with 4,500 employees in 41 countries with 34 production sites.

Principal Business Activities

We are engaged in manufacturing, sales and indenting business of Specialty Chemicals including Dyestuffs and Coating, Adhesives & Sealants.

A strong emerging market Leader

Our diversified product portfolio in textiles promises innovative solutions for mills and brands. Coatings, Adhesives & Sealants, some of which are more than a century old, are a vivid combination of heritage with new technology. Packaging & Paper chemicals are environment friendly and highly adaptable for every user. Home care and HI&I (Household, industrial & institutional cleaning) chemicals are latest pride additions to our product-lines.

Archroma Pakistan Limited
Corporate Briefing Session





Merger of Companies

After the closing of Global acquisition of Huntsman Textile effects business and local acquisition of Archroma Chemicals Pakistan (Private) Limited formerly Huntsman Textile Effects Pakistan during the financial year under review, by your Company's Holding Company i.e. Archroma Textiles GmbH, your Company is now actively working towards the merger of Archroma Chemicals Pakistan (Private) Limited into Archroma Pakistan Limited.

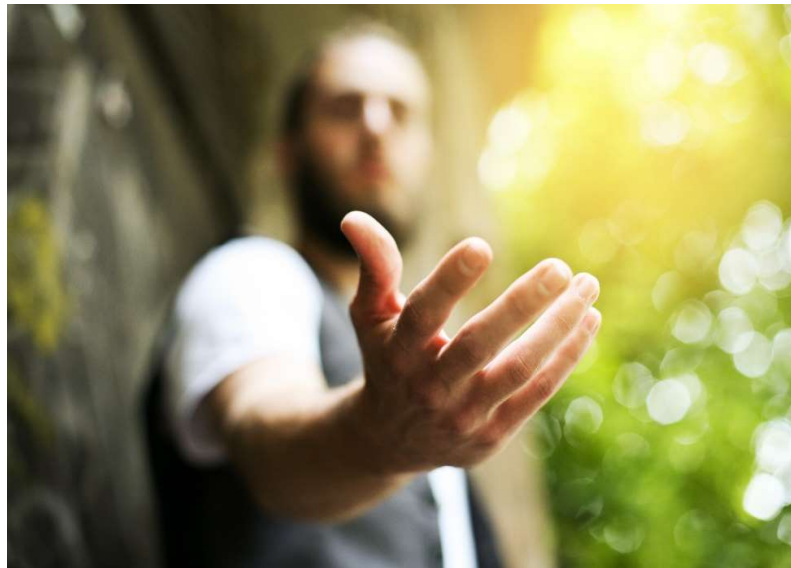
The Board of Directors of your Company in its meeting held on 27 April 2023 approved the draft Scheme of Arrangement under Sections 279 to 283 and 285 of the Companies Act, 2017. The members of the Company also approved the Scheme of Arrangement in the Extra Ordinary General Meeting held on 23 June 2023 on amalgamation effective from 1st October 2023 or such other date as may be stated by the Court.

The Company shall allot and issue an aggregate of 445,460 Company's shares to the shareholders of Archroma Chemicals Pakistan (Private) Limited (formerly Huntsman Textile Effects Pakistan) on the basis of the swap ratio of approximately 0.0455 shares of the Company for every one share of Huntsman.



/ Quality & Sustainability commitment

The “ Archroma Way ” **SAFE**, **EFFICIENT**, **ENHANCED**. It's our nature



Quality Certification

- ISO 9001:2015
- ISO 14001:2015
- OHSAS 18001:2007

Friendlier products

- Aqueous dispersion
- Solvent free
- No toxic components
- Low emission

Recognized Leadership

- **Top 25 Best Performing Companies Award – 2022 by Pakistan Stock Exchange** / 20th time
- **38th Corporate Excellence Award 2022** by Management Association of Pakistan / 12th time
- **Employer of the Year** award 2022 by Employers Federation of Pakistan / 7th time
- **Best Corporate Report** Awards 2023, Certificate of Merit / 3rd time
- **Occupational Safety, Health & Wellness Award 2022.**
- The Archroma group was recently awarded the **Platinum Sustainability Rating** by **EcoVadis**
- Archroma Pakistan was selected amongst top 10 companies with **best practices on women empowerment.**
- Archroma Pakistan wins gold award for skills development
- Archroma ranked **NUMBER ONE** in the **‘INDUSTRIAL CHEMICALS’** List by Institute of Public & Environmental Affairs (IPE) for driving transparency in supply chain.



Archroma Pakistan Limited
Corporate Briefing Session



National Forum
for Environment
& Health
www.nfeh.org.pk



**EMPLOYERS'
FEDERATION
OF PAKISTAN**
The Apex Body of Employers



Businesses

A global leader in specialty chemicals across the textile, paper and emulsions sectors

The markets segments that we serve

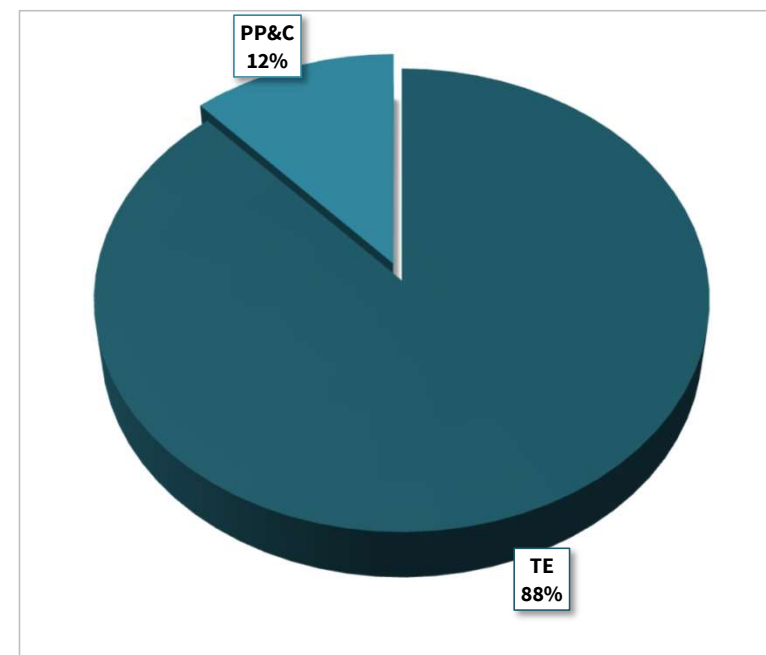
/Textile Effects(TE)

From fiber to finish, Archroma's Textile Effects division plays a key role throughout the entire textile supply chain, with special chemicals for pretreatment, dyeing, printing and finishing of textiles. Our R&D-enabled systems and solutions enhance the properties of apparel and other textiles in applications as diverse as high fashion, home textiles and special technical textiles.

/Packaging & Paper Coatings(PP&C)

Archroma's Packaging, Paper & Coatings division provides expertise in the management of whiteness, coloration, coatings and strength for all kinds of applications such as packaging & paper, paint, adhesive and construction. By combining our focused product range with the application services of our experts around the globe, we enhance both the optical and functional properties of innumerable end products.

**Sales For the Year Ended
30 September 2023: MPKR 34,900**



Business Overview

Archroma's major consumption Markets i.e. Textiles' and Construction Industry demand & consumer sales remained slow both for local as well as exports during the current Financial Year under review, mainly due to Macro-economic and fiscal challenges, ever highest inflation, energy & commodity prices triggered after Russia-Ukraine conflict and devastating floods affecting one-third of the Country.

Despite the global & local challenging environment and less than 50% production and capacity utilization for the Textiles' Industry, your Company maximized engagement with its customers and consumption Markets and provided them fullest support through its Partners, Team and local Production Plants to overcome the business challenges and in the process was able to further increase its Market Share' position in all segments to achieve ever highest Sales of PKR 30,013 million for the financial year ended 30th September 2023 versus PKR 25,154 million in comparison to last year. This increase in Sales of 19% was mainly contributed by Textile Effects, whose Sales increased by 17% and Paper, Packaging & Coatings business, whose turnover increased by 40%, in comparison to last year.

Gross Margins for all the business segments of the Company remained under pressure mainly due to severe devaluation of PKR versus US Dollar and other foreign currencies and consequential increase in Raw materials' import costs. However, due to higher Sales, absolute Business margins increased to PKR 7,468 million during the financial year ended 30th September 2023 versus PKR 7,220 million in comparison to last year, whereas, in percentage terms overall Business Margins declined to 24.9% in comparison to 28.7% last year.

CORPORATE SOCIAL RESPONSIBILITY

Corporate Social Responsibility

- ❑ Sustainable Effluent Treatment plant, Jamshoro @ **zero liquid discharge**
- ❑ Providing clean drinking water to neighborhood of Jamshoro factory.
- ❑ To date training in Textile Wet Processing to more than 8500 students from technical institutes & universities.
- ❑ Monetary donations to social, medical and educational institutions.
- ❑ Memorandum of Understanding with universities
- ❑ Tree Plantation Campaigns
- ❑ Poster Competition



STRATEGIC & OPERATIONAL DEVELOPMENTS

Home Care (Portfolio)

Archroma brings new products in home hygiene. Specially developed to maintain clean living space, manage disinfection, better odour & aesthetics and also offering major raw materials and colours to multinationals & local manufacturers.

Laundry
Washing Powder and Bar
Liquid Detergent
Washing liquids (woolens)
Fabric Softeners
Oil Soap
Detergent Speckles
Application Specific Cleaning



Dish Wash
Dish Wash Cake & Tablet
Dish Wash Powder
Hand Dish Washing Liquid
Lime Dissolver



Cleaners
House Hold Cleaners
Abrasive Cleaning Powder
Toilet Cleaners
Window / Glass Cleaners
Floor Cleaners
Car Cleaning



I & I Cleaning
Rim Cleaners
Metal / Hard Surface Cleaners
Foam Cleaners
Specific process house cleaning



Construction Chemicals

Chemical compounds used in construction activities to impart durability and strengthen the structures by improving the concrete performance.

They also increase the life of construction work and impart additional protection from environmental hazards.

Based on end use applications, these compounds can be broadly classified into five categories.

- Concrete Ad Mixtures
- Water Proofing Chemicals
- Flooring Compounds
- Repair and rehabilitation
- Miscellaneous



Winning beyond the Boundaries



Focus on Market Leaders / Home Care growing Industry



Production Plant & Capacity

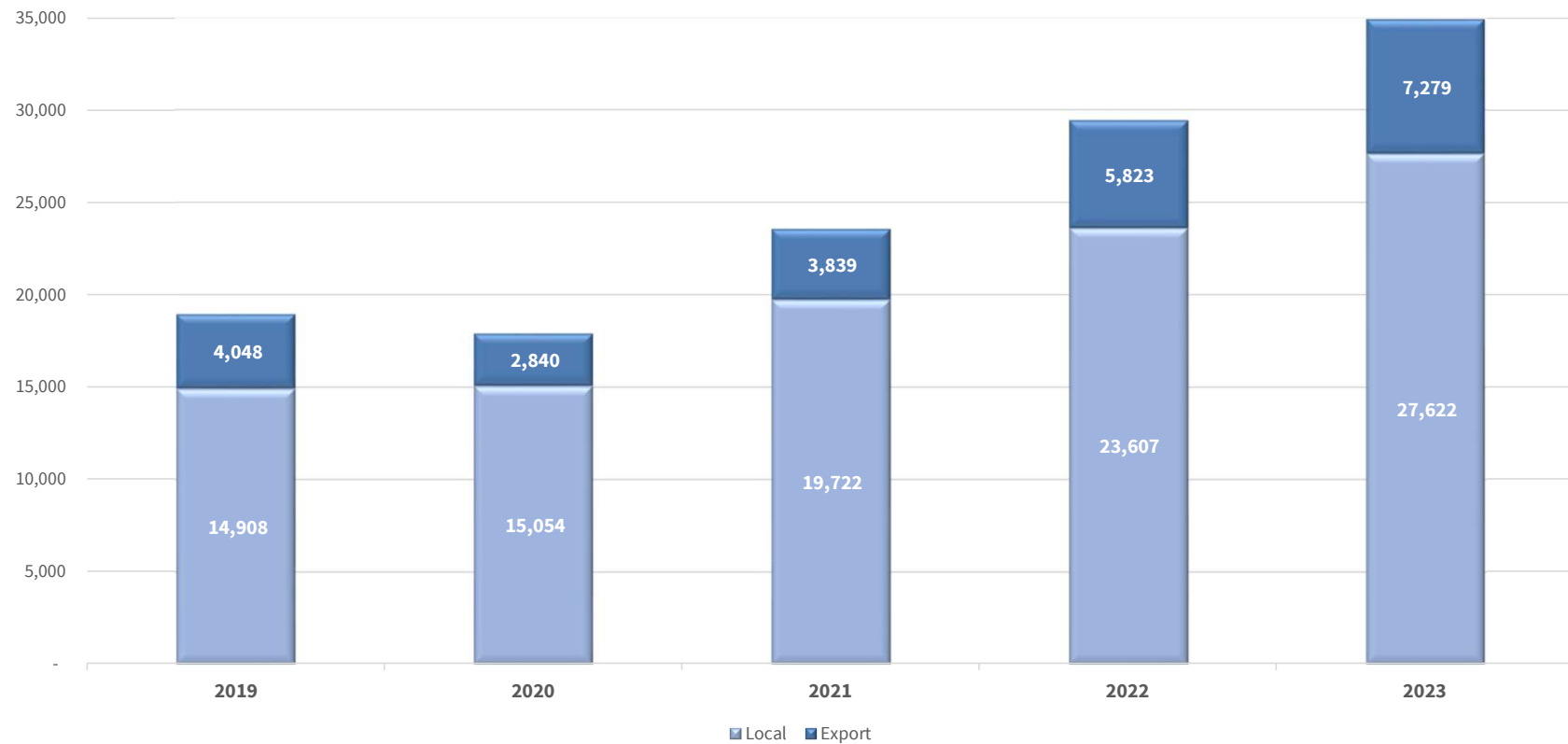
Segment	Jamshoro Tons/Annum	Karachi Tons/Annum	Total Tons/Annum
Dyes/OBAs	12,000	-	12,000
Chemicals	16,000	8,280	24,280
Pigments	800	720	1,520
Binders / Emulsions	36,500	15,720	52,220
Indigo	18,000	-	18,000
Total	83,300	24,720	108,020



FINANCIAL OUTLINE

Sales for the Year Ended 30 September 2023

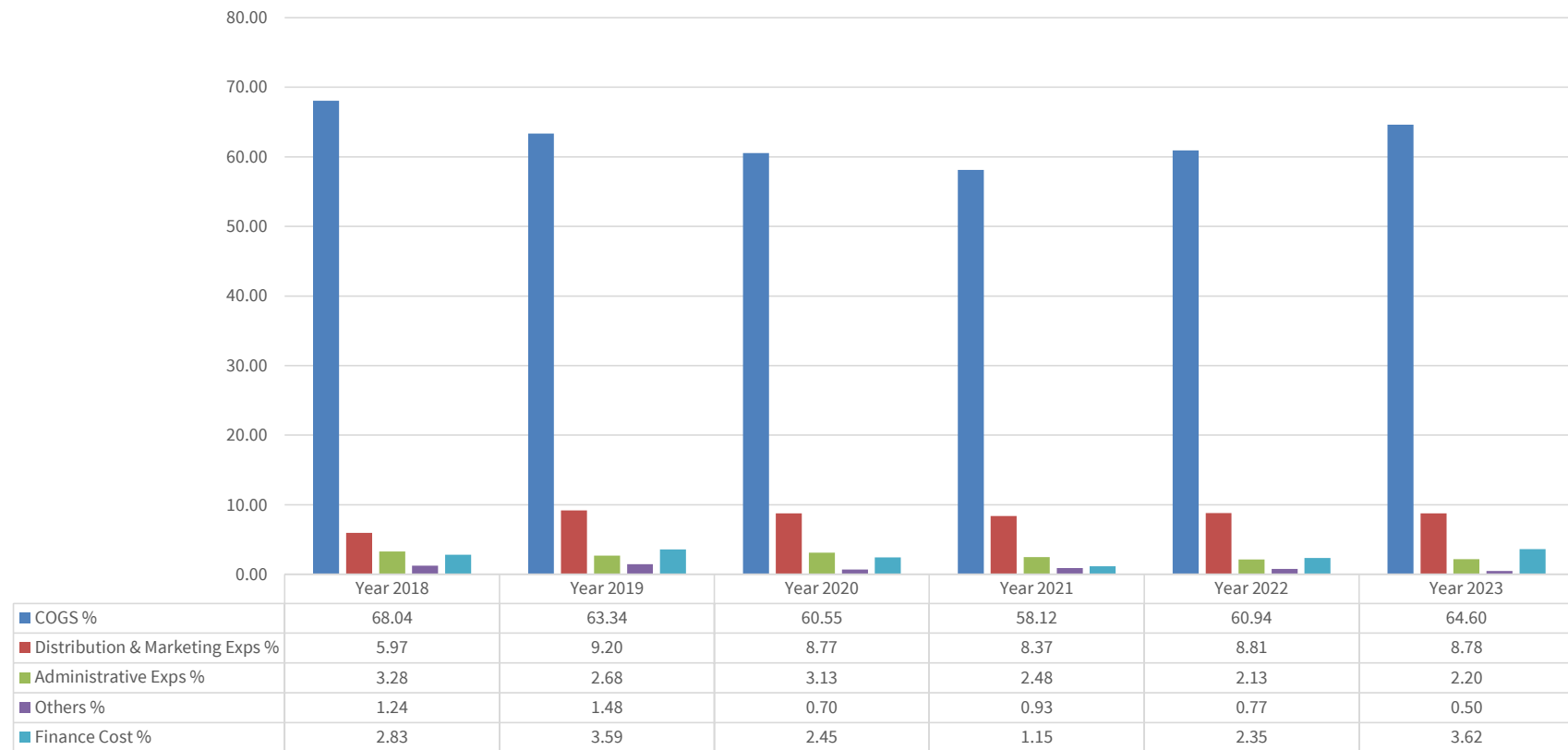
(MPKR)



Financial Highlights for the Year Ended Months 30 September 2023

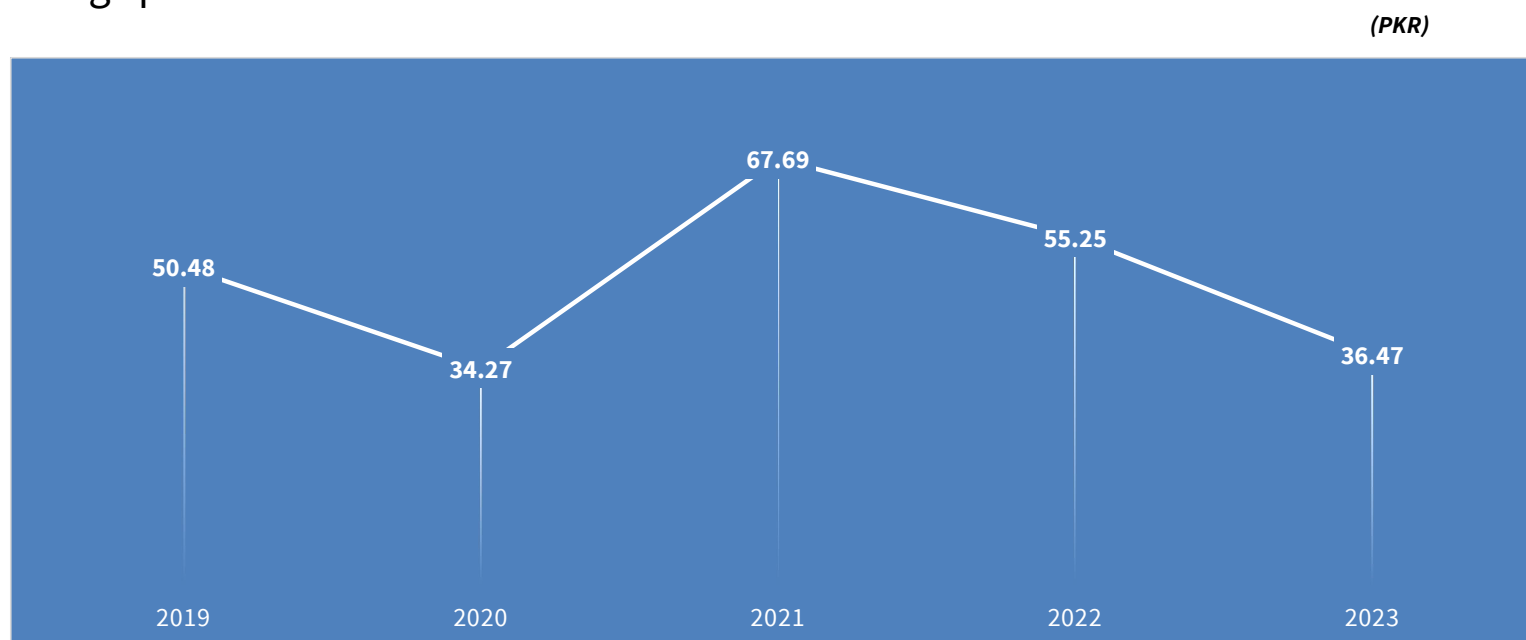
	Sep-23	Sep-22	Increase / (Decrease)
	Rs in 000'	Rs in 000'	%
Local sales	27,621,579	23,606,724	17
Export sales	7,278,521	5,823,395	25
Total Sales	34,900,100	29,430,119	19
COGS	22,544,957	17,933,557	26
Gross Profit	7,467,776	7,220,469	3
Finance Cost	1,262,275	693,013	82
Taxation	996,602	1,252,318	(20)
Net profit	1,244,382	1,885,066	(34)
EPS	36.47	55.25	(34)

Manufacturing & Operational Expenses



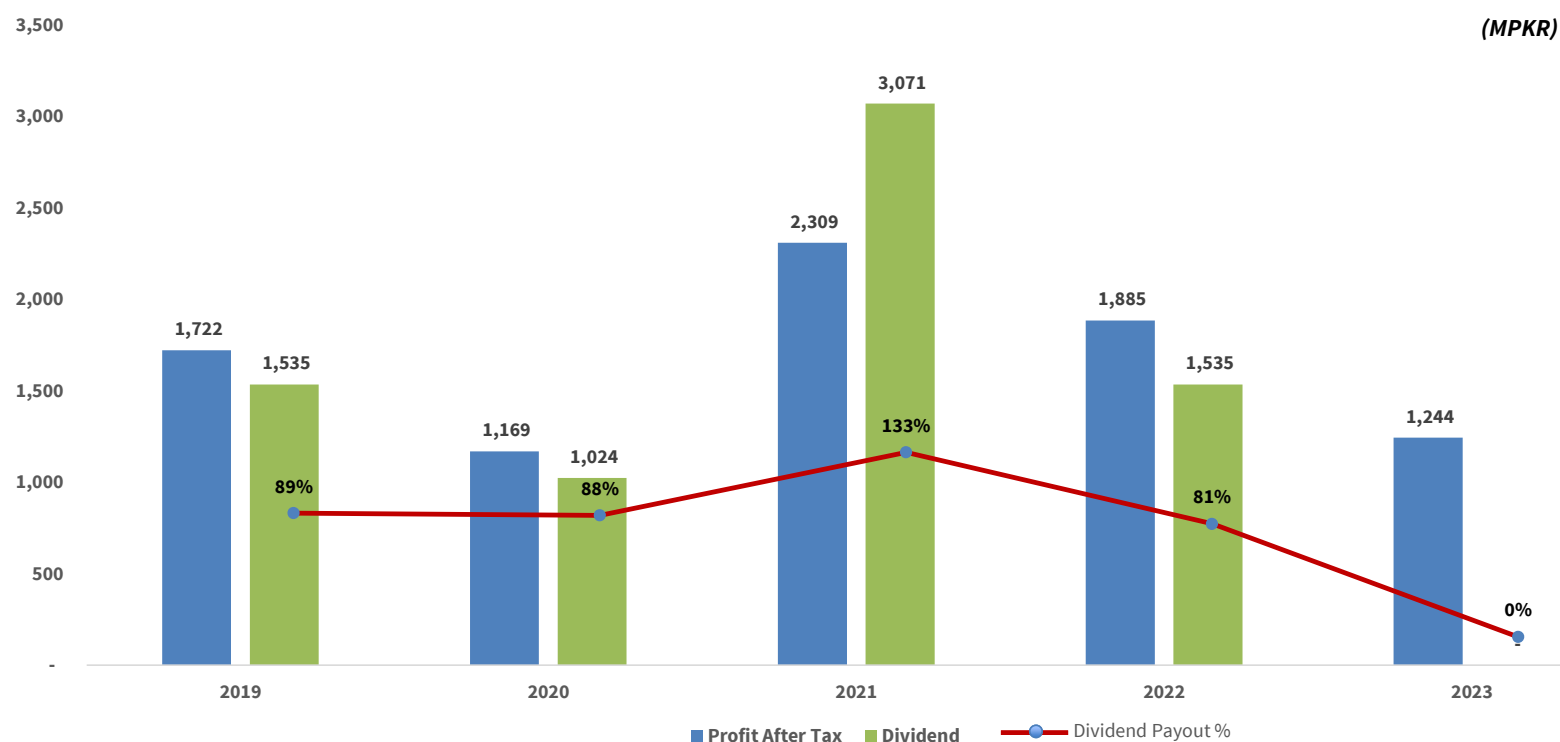
Earning Per Share

The profit for the year stood at Rs. 1,244 million (last year Rs. 1,885 million). On this basis the earnings per share for the year has decreased to Rs. 36.47 as compared to last year's earnings per share of Rs. 55.25.



Dividend Payout History

Final cash dividend payout statistics for the years as follows.



KEY RATIOS

Liquidity Ratios

Year Ended 30 September 2023	2023	2022	2021
Current Ratio (Times)	1.2	1.3	1.7
Quick Ratio (Times)	0.7	0.8	1.3
Days Sales Outstanding (Days)	113	70	69
Days Inventory Outstanding (Days)	109	81	71

Profitability Ratios

Year Ended 30 September 2023	2023	2022	2021
Operating Profit Margin %	11.7	15.2	17.4
Gross Profit Margin %	24.9	28.7	31.1
Return on Assets %	6.1	15.2	19.7
Return on Equity %	28.7	49.9	39.5

Other Ratios

Year Ended 30 September 2023	2023	2022	2021
Mark-up Cover Ratio (Times)	5.7	24.0	35.6
Debt to Capital Ratio	52.0	38.0	24.7
Dividend Payout Ratio %	-	81.45	133.25

FUTURE OUTLOOK

Future Outlook

The Global Energy and Commodities prices and Raw Materials' availability situation has become further complex due to emergence of armed conflict in the Middle East and ongoing Russia-Ukraine War and despite certain controlling measures put in by the Care-taker Government, Balance of Trade and Forex reserves' situation of Pakistan, continues to remain under pressure and keeps the outlook for Country's Textiles' Exports somewhat uncertain. However, with the additional financing agreement of USD 3 Billion with IMF in the month of June, 2023 and anticipated corrective fiscal measures are expected to positively contribute towards improvement in the overall macro-economic situation of Pakistan and support business development for local Textiles and Construction Industry of the Country in the first half of the next financial year of the Company.

QUESTIONS & ANSWERS



