

company profile

engro corporation

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EngroCorp



Engro.Corporation

Engro Fertilizers | Engro Eximp Agri Products | Engro Vopak Terminal | Engro Elengy Terminal | Engro Polymer & Chemicals
Engro Powergen | Engro Powergen Qadirpur | Engro Powergen Thar | Sindh Engro Coal Mining | Engro Foods | Engro Digital





our vision

to be the premier pakistani enterprise with a global reach, passionately pursuing value creation for all stakeholders



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engro in a snapshot

Revenue
\$1,499 million

Market Cap of
\$1,578 million with 4
Listed Entities

Pioneer in Thar Coal
Mining & Power
Generation

First LNG Terminal in
Pakistan

Pakistan's premier
business conglomerate

Operating in Fertilizers, Power Generation,
Petrochemicals, Mining, Dairy,
LNG and Chemical Storage

Sole Manufacturer of
PVC in Pakistan

Connects with 12
Million Customers

Import Substitution
~\$850 Mn per year

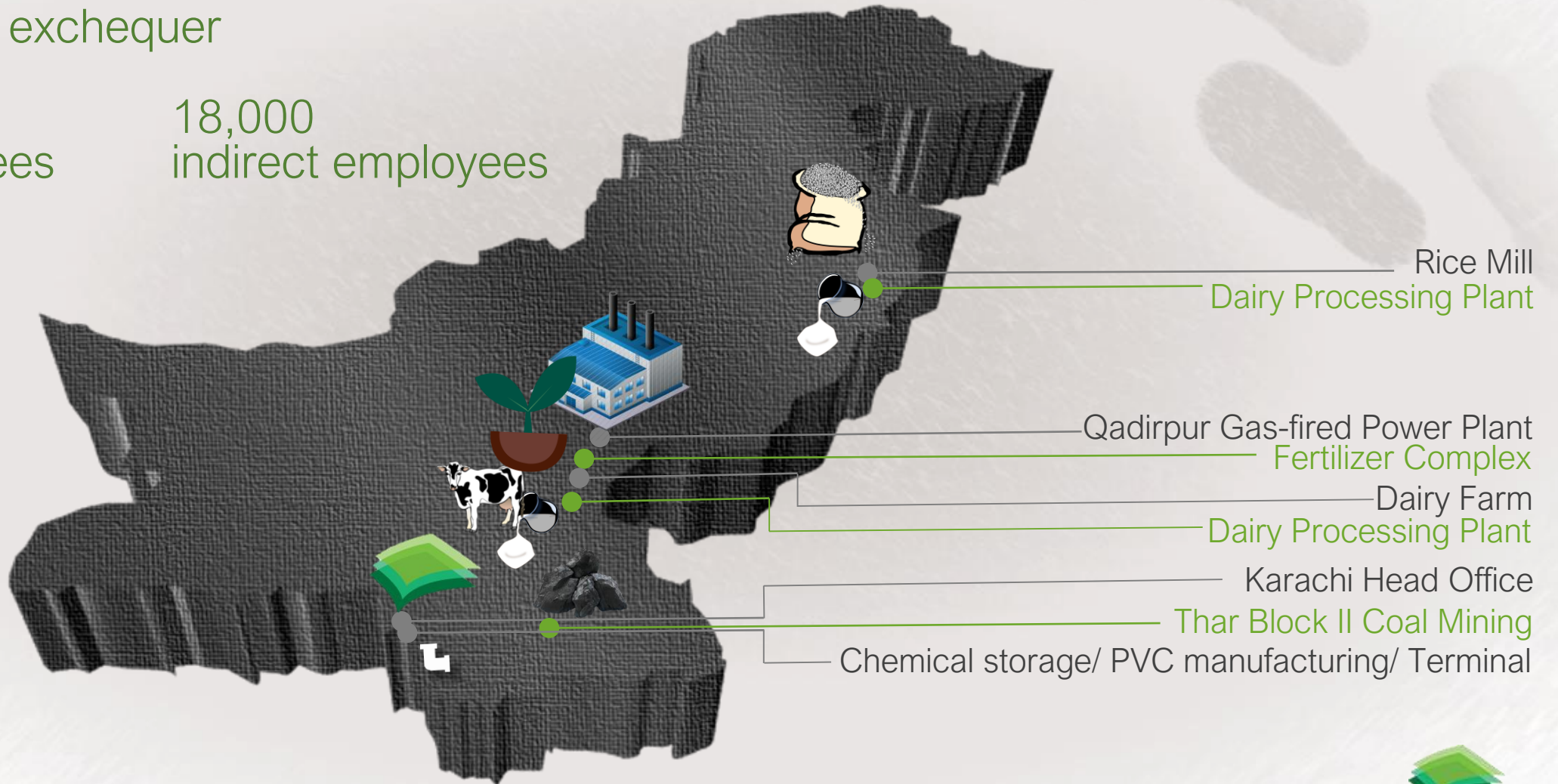


our footprint in pakistan






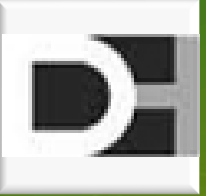












USD 400 million contribution to national exchequer

3,500 employees

18,000 indirect employees



journey through time

1957		1965		1991		1995		1997		2002	
2003		2005		2006		2007		2009		2010	
2013		2014		2015		2015		2016		2017	



current business portfolio



fertilizers

top 50 fertilizer manufacturers in the world; 5 decades of operations as a world class business



mining

in a JV with the Government of Sindh and CMEC, developing Pakistan's first open-pit coal mine; to become operational in 2019



power

operating Pakistan's first 217 MW power plant on permeate gas; constructing a 2x330 MW mine-mouth coal power plant



petrochemicals

the only fully integrated chlor-vinyl chemical complex in Pakistan producing PVC and other chlorine byproducts



foods

12 million consumer base; market leader in Pakistan's UHT market and number 2 dairy dessert brand



chemical storage & handling

Pakistan's first LNG receiving terminal, and a integrated bulk liquid chemical & LPG terminal

corporate structure



engro's partners

equity partners



lending partners



development partners



Long-standing collaborations with global companies

Strong relationships with multilaterals. Consistently able to develop world-class bankable projects

our socio-economic impact

9X

growth in ten years
(in PKR terms)

27

times voted amongst top 25
companies nationally

1.5

Billion USD
In Revenue

#1

employer in the country out
of 750 companies

11M

farmers and dependents
impacted by our businesses

18M

people who use electricity
generated by us

Credit Rating

Long Term AA
Short Term A1+

3,500

employees

18K

Indirect employees

180K

people trained
in our value chain

\$400 M

tax contribution in 2016

12K

hours volunteered by our
employees last year

4,500

students supported in our
government adopted schools

400

underprivileged students
enrolled in our technical
training centre

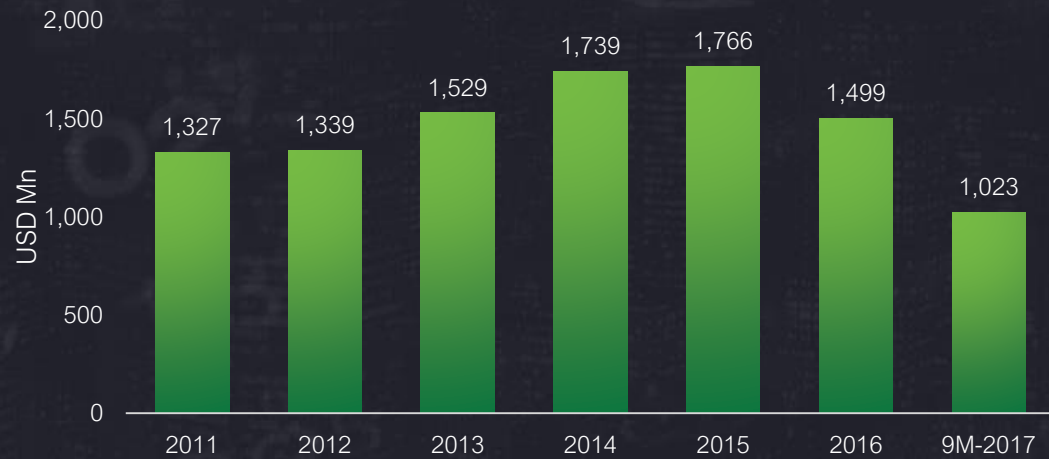
21K

farmers trained
in wheat/rice belt

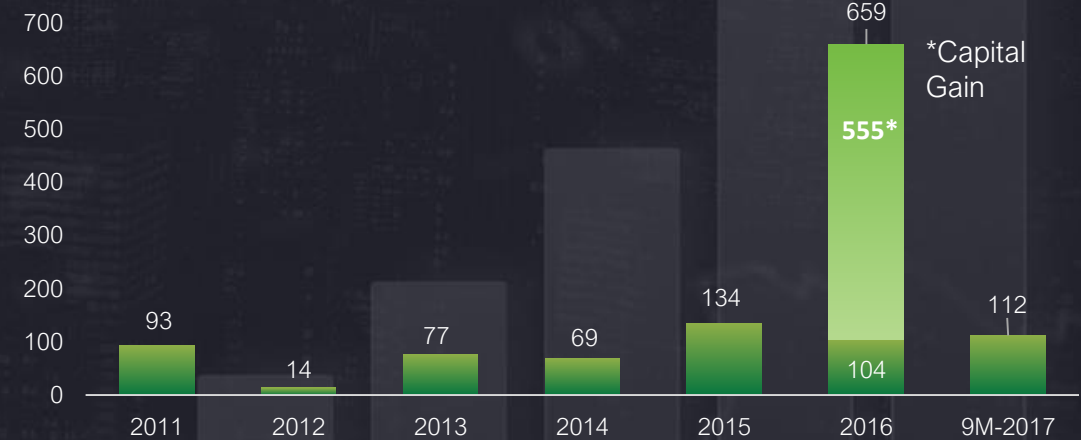


key metrics

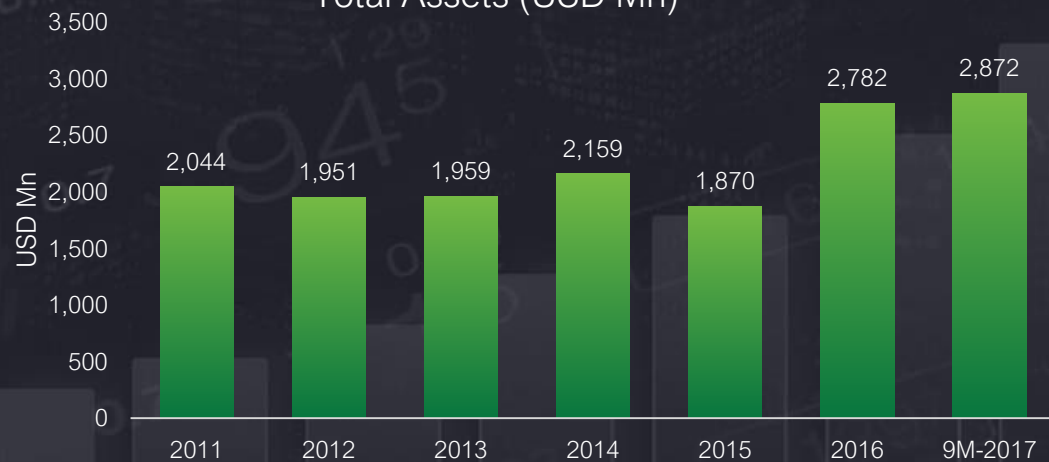
Sales Revenue (USD Mn)



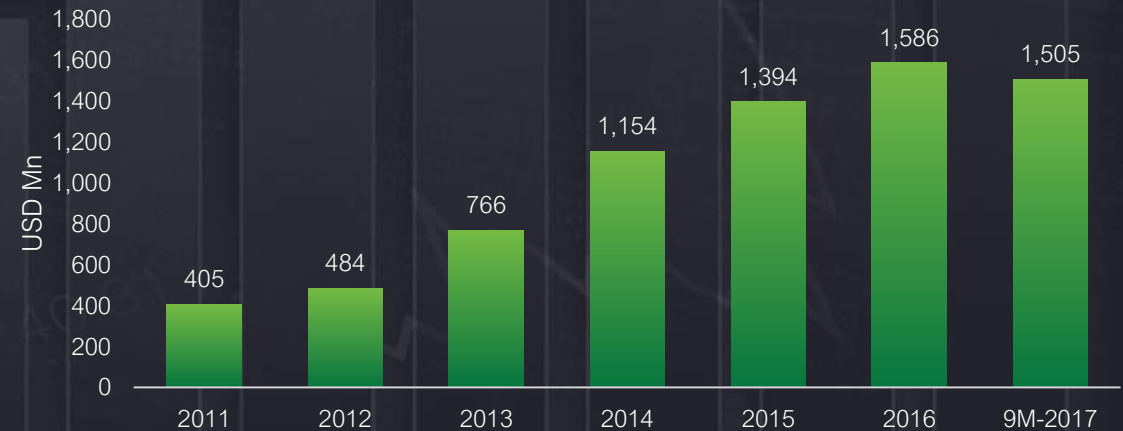
Net Profit (USD Mn)



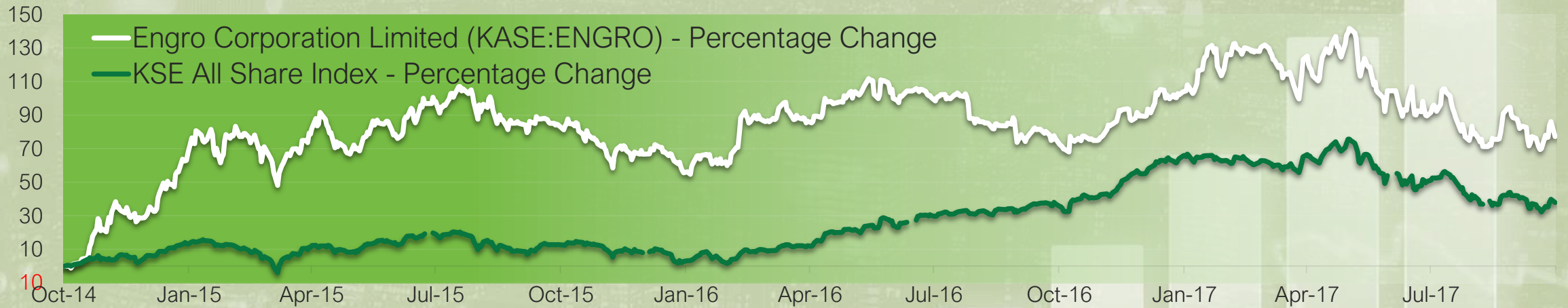
Total Assets (USD Mn)



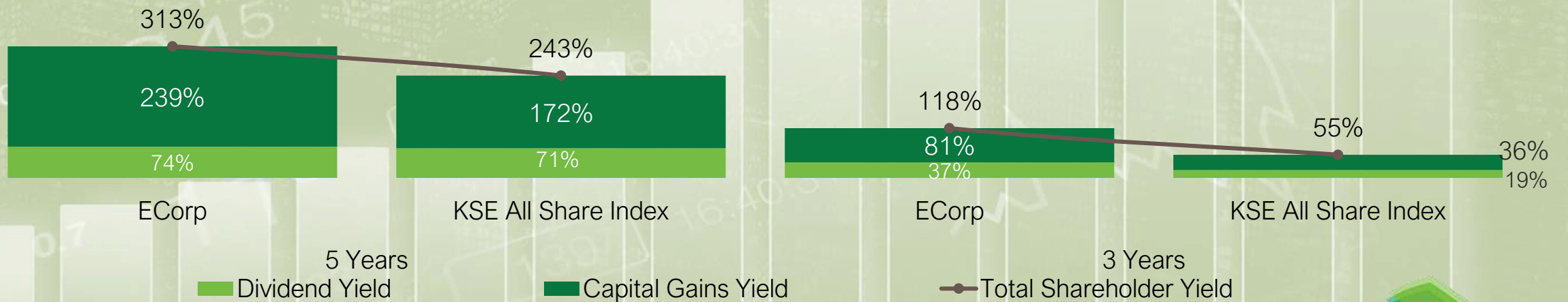
Market Cap (USD Mn)



shareholder return



Total Shareholder Return Ecorp vs KSE (All Share)



recognized globally & locally

safety awards

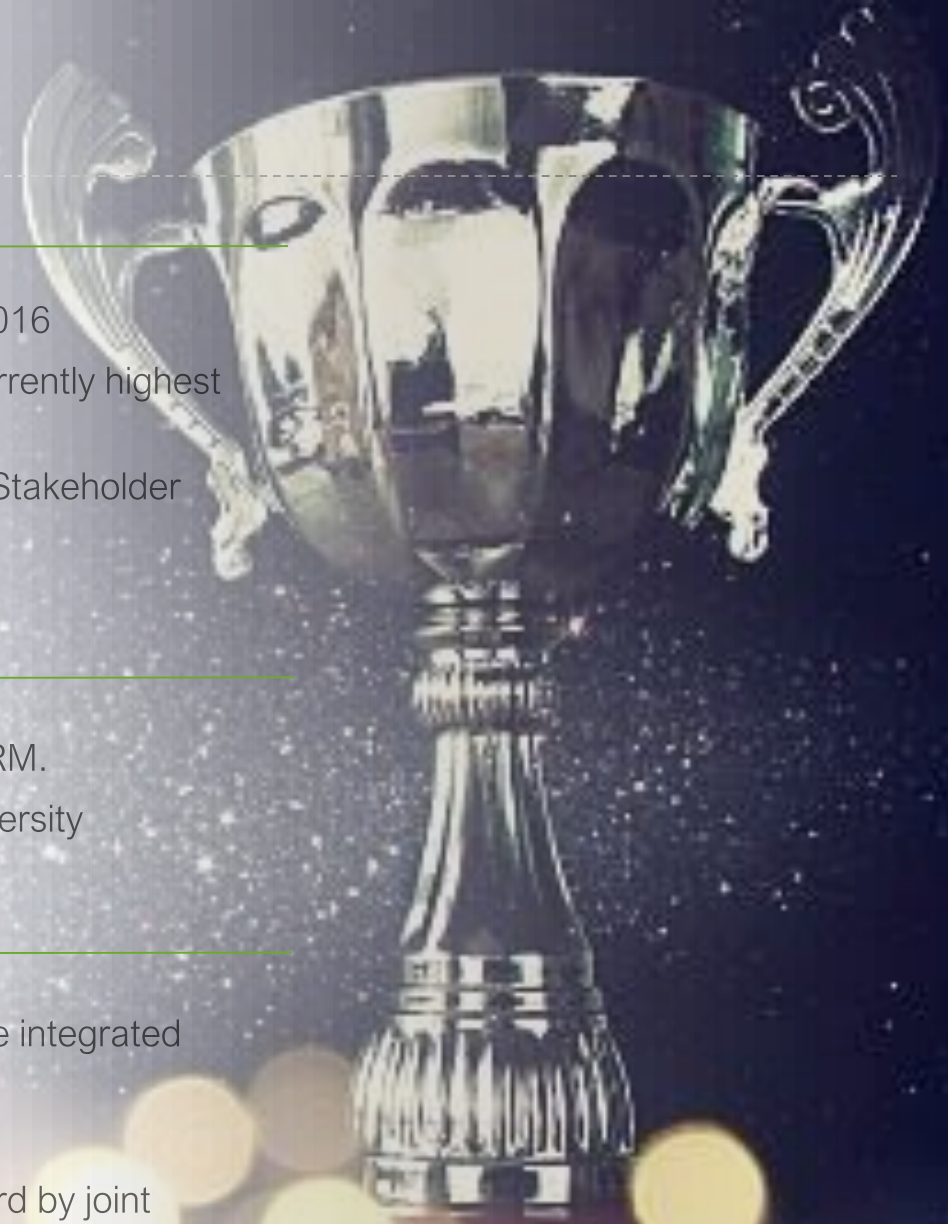
- Engro Vopak completed 19 years of safe operations without any lost work injury in 2016
- Engro Vopak secured 98% score in 2016 in THA (Terminal Health Audit) which is currently highest score globally in the VOPAK World
- DuPont Safety and Sustainability Award won by Engro Fertilizers in the category of “Stakeholder Engagement for Sustainability” in 2013
- Fire Safety Award by National Forum for Environment & Health in 2013

employer awards

- Won the ‘Most Preferred Graduate Employer 2017 ‘ award by Pakistan Society of HRM.
- Recognized as the most gender diverse company in Pakistan in the ‘Gender and Diversity Conference 2016’ organized by HR Metrics

governance awards

- ACCA WWF-PERA Award for becoming the first organization in Pakistan to adopt the integrated reporting model in their Annual Report 2013
- Investor Relations Awards by CFA Society Pakistan in 2013 and 2014
- Best Corporate Report Award in its category and the Best Sustainability Report Award by joint committee of ICAP and ICMAP in 2014
- Best Corporate Governance in Pakistan Award by World Finance in 2014



engro's next big project



thar projects



Engro's flagship project under construction

With Investment of USD 2 B it is the largest private sector investment in CPEC

1.57 Billion tons of exploitable coal reserves (Block II) on 97.7 sq. kilometers land that can produce 5,000 MW for 50 years!



- 3.8 Mtpa Open Cast Mine
- Project cost ~ USD 845 Mn
- 75:25 Debt to Equity Ratio
- 51% of the workforce hired from within locals



engro powergen thar

- 2x330 MW Mine Mouth Power Plants
- Project cost ~ USD 1.1 Bn
- 75:25 Debt to Equity Ratio
- 40% of the workforce hired from the local area



thank you

