together, we will change the world
This year, Engro marks the beginning of a new chapter.

A chapter that appears after 50 stellar years of a national success story and a household name. Over five decades, Engro's hard work and collective achievements highlight how together we are changing, and will change the world. To commemorate our fifty years we showcase our presence through a gold crest with fifty years emblazoned on it in both English and Urdu. A unique visual ligature that speaks in both languages, simultaneously.

Furthermore, it illustrates the unity in our organization, the focus of our vision, the revolution from our innovations, and the wholeness of our community that enables us to change the world, together.

Our journey is reflective of the challenges and victories that have made Engro a force for good and an organization that has a head for business and many tales of change across the entire spectrum of leadership. Together, for the next 50 years, we are already poised for greater promise, growth and prosperity.
We create positive impact not just in the lives of our stakeholders, but across the entire economy.

Integrated in the agricultural sector and reaching out to over 1.8mn farmers, we provide PKR 77bn of farm inputs and procure PKR 19bn of farm produce, converting it to consumer food products which provide convenience, hygiene and nutrition to 12.5mn consumers - making us the leader in the packaged dairy market.

Producing low cost electricity from flared gas for millions of Pakistani people, developing indigenous power production from Thar coal and LNG facilities we are well placed to help Pakistan overcome the energy crisis.

We strongly believe that our pursuit of an inclusive growth model will yield greater success for all our stakeholders.
<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
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<tbody>
<tr>
<td>1957</td>
<td>PAK STANVAC A 50-50 Esso Mobil joint venture discovered Mari Gas Field</td>
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<td>1958</td>
<td>Produced_commenced; EPFCL became the largest foreign investment in private sector (US $43 MN)</td>
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<td>1965</td>
<td>Esso Pakistan Fertilizer Co. incorporated</td>
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<td>1968</td>
<td>Exxon divested its Equity, Company renamed Engro Chemical Pakistan Limited</td>
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<td>1991</td>
<td>Dawood Group becomes Engro’s patron shareholder</td>
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<td>1997</td>
<td>Engro enters Petrochemical business and becomes sole manufacturer of PVC in Pakistan in a JV with Mitsubishi &amp; Asahi Glass</td>
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<td>1997</td>
<td>Engro Eximp formally launched as a trading entity; becomes the largest importer of Phosphatic, Potash &amp; Zinc based fertilizers in Pakistan</td>
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<td>Engro enters the chemical storage &amp; handling business in a JV with Royal Vopak of Netherlands</td>
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<td>EPQCL listed as a public company</td>
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<td>Commmenced 50th year since inception</td>
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Consolidated Revenue 2014
(Rs. in Mn)
175,958

Consolidated Profit After Tax (Rs. in Mn)
7,801
who we are

fertilizers
As one of the 50 largest fertilizer manufacturers of the world we have close to 5 decades of operations as a world class business contributing over 5 million tons of urea to the local agricultural economy in the last 5 years. Also involved in trading of phosphatic fertilizers.

petrochemicals
The only fully integrated chlor-vinyl chemical complex in Pakistan also producing poly-vinyl chloride, caustic soda, sodium hypochlorite and other chlorine by-products.

foods
Market leader in UHT Pakistan's no. 2 Ice Cream brand in less than 2 years since inception.

chemical storage & handling
The only state of the art integrated bulk liquid chemical & LPG Terminal in Pakistan handling 2/3 of all liquid chemicals imported into Pakistan.

energy
Set up the first power plant that operates on permeate gas previously being flared. Ventured into coal-based energy production whilst also commencing work on setting up an LNG terminal.
our footprint

Geographical Spread

300+ cities

Total Employees

3,500+
Over the course of our investments we have strived to provide end to end solutions to our consumers. It is with this philosophy of inclusive growth that our investments encompass the agricultural value chain all the way from farm inputs to the consumption table.

As a leading conglomerate of Pakistan we continue to make strategic investments that align with the country’s needs and spur economic growth for thousands nationwide.
Engro Fertilizers is a premier fertilizer manufacturing and marketing company having a portfolio of fertilizer products with significant focus on balanced crop nutrition and increased yield.

The business offers a wide range of fertilizer brands besides urea, which include some of the most trusted brand names by Pakistani farmers. These include Engro Zarkhez and Zingro amongst others.

Setup EnVen - world's largest single train ammonia-urea plant with 1.3Mn tons of annual urea production capacity completed in 2011 increasing total annual production capacity to 2.3Mn tons which is 33% of domestic urea production capacity. EnVen is the most energy efficient urea plant in the Country.

Engro Eximp (Private) Limited, managed by Engro Fertilizers is the group’s commodity trading business that deals in the import and export of phosphate-based fertilizers, agri products and energy commodities.

The business imports and markets phosphatic fertilizers in Pakistan as the largest importer with a market share of 60% while also importing potash and zinc based fertilizers.

61,425
Revenue in 2014 (Rs. in million)

87%
Owned by Engro Corp.
Engro Foods Limited is engaged in the manufacturing, processing and marketing of dairy products, ice cream and fruit juices. The business owns 2 milk processing plants in Sukkur & Sahiwal and operates a dairy farm in Nara with current milk processing capacity of 1.4 million lpd. Since its inception in 2006 the business has pursued aggressive growth in revenue and volumes. Engro Foods is the market leader in ambient UHT category and 2nd in the ice cream category. In a short span of 6 years the business has registered a compound annual growth rate of 73%. Engro Foods is the fastest growing customer of Tetra Pak International - 10th largest in terms of number of packs while “Tarang” is the 7th largest brand in terms of number of packs.

43,422
Revenue in 2014 (Rs. in million)

87%
Owned by Engro Corp.
winning with our brands
Engro Powergen Qadirpur limited owns and operates a 227 MW power plant and is the group’s first initiative in the energy sector of Pakistan.

The Qadirpur plant is one of the few plants operating on permeate (waste) gas which was previously being flared and is, therefore, qualified to earn carbon credits.

The business adheres to NEQS & World Bank Guidelines (WBG) with zero deviation while also reducing the carbon footprint by approximately 467,000 tons (of CO₂) per annum.

As one of the ‘green’ power plants of the country, the Qadirpur plant has saved the government close to Rs. 19billion in generation costs since its inception.
Engro Polymer & Chemicals Limited established in 1997 is the only fully integrated chlor-vinyl chemical complex in Pakistan. It is involved in the manufacturing, marketing and distribution of PVC and chlor-vinyl allied products.

Set up a state of the art plant in 1997 as a 50:50 joint venture with Mitsubishi and Asahi Glass to manufacture PVC from VCM (Asahi divested its shareholding in 2006).

Company has the capacity to produce 156KT of PVC and 106KT of caustic soda per year through its state-of-the-art chlor-alkali unit, as well as small quantities of other chemicals like sodium hypochlorite and hydrogen gas.

23,819
Revenue in 2014 (Rs. in million)

56%
Owned by Engro Corp.
Engro Vopak is a joint venture with Royal Vopak of the Netherlands - the world’s largest bulk liquid chemical handling company.

The business is engaged in handling, storage and regasification of liquid & gaseous chemicals, Liquefied Petroleum Gas (LPG), petrochemicals and bio-fuels.

The business is Pakistan’s first cryogenic facility that handles 70% of all liquid chemical imports into Pakistan.

EVTL has facilitated over USD 1.3 Bn investment to date in the country.

30 years of exclusivity to handle and store liquid and gaseous-liquid chemicals at Port Qasim.

2,168
Revenue in 2014 (Rs. in million)

50%
Owned by Engro Corp.
Sindh Engro Coal Mining Company (SECMC) is a joint venture company formed in 2009 between the Government of Sindh (GoS) and Engro PowerGen Limited (EPL) & Affiliates. EPL is a wholly owned subsidiary of Engro Corporation Limited. Sindh Engro Coal Mining Company’s shareholders include Government of Sindh, Engro Powergen Ltd, Thal Limited, and Habib Bank Ltd and Hub Power Company Limited (HUBCO). The Sindh Coal Authority has awarded a 95.5 square kilometer area of the coalfield, known as Block II, to SECMC for exploration and development of coal deposits. Within this block, there is an estimated amount of exploitable lignite coal reserves of 1.57 billion tons.

In 2010, SECMC completed the Bankable Feasibility Study (BFS) for Thar Block II Coal Mining Project by engaging internationally renowned Consultants such as RWE-Germany, Sinocoal-China, SRK-UK and HBP Pakistan, meeting all national / international standards. The first phase of the Project is underway, in which, two 330 MW sub critical plants will be established with majority share of Engro Powergen. The total mining capacity of the project is due to be 20.6 MT/annum and its power generation capacity is projected to be 3,960 MW.
Engro Elengy Terminal Limited (EETL) won the contract to handle liquefied natural gas (LNG) and thereafter acquired FSRU vessel on lease from a US-based company - Excelerate Energy. Engro Elengy Terminal Limited set up the first state of the art LNG terminal, at Port Qasim. The terminal was built in a world record time of 335 days with actual construction days of 179 days (September 02, 2014 to February 28, 2015). The terminal – which is also one of the most cost efficient terminals in the region – has the capacity for regasification of up to 600 mmcf/d.

The LNG provided to the power sector through Engro’s terminal is expected to reduce the cost of electricity generation by 40% which will help boost productivity and growth across the nation.
our impact across the value chain

0.25
Engro’s contribution to national GDP.

12
mn people consume our foods products each day.

5,000
mega watts production of electricity for 50 years from our thar coal project

15%
reduction in the debt of farmers.

Approx.
1.5
mn farmers benifiting from our fertilizer products

USD
543 mn
saved in foreign exchange by producing 1,570 kt of urea in 2013 alone
We believe in investing in tomorrow, by inspiring a lasting change today in the communities where our efforts continue to touch and improve lives for now and generations to come.

sustaining impact

Total Social Spend in 2014

Rs. 235 million
Engro Foundation is a social investment arm of Engro committed to making positive impact on the lives of communities that host us. We believe in creating shared value by focusing on ‘strategic community investments’ and deploying ‘inclusive business models’ that benefit the society as a whole.

Established a network of 11 katcha schools, 13 CAER schools, and collaborated with CARE Foundation, The Citizens’ Foundation, and Sindh Education Department for sponsorship and adoption of schools in multiple areas throughout Pakistan reaching out to over 5,000 students.

Established vocational training programs to train local youth in Daharki to learn a variety of skills to enhance their earning capacity. Also, setup a Technical Training College in partnership with stakeholders, providing opportunities to students to pursue a 3-year diploma in chemical and mechanical engineering.

With an increased focus on livelihoods and community outreach programs such as Women Empowerment Through Livestock Development (WELD) we have benefitted over 19,200+ women through livestock management training.

Through our various interventions in health such as mobile clinics, Sahara clinic, and snakebite centres we have touched and improved lives of over 29,000 patients in past five years.

Our focus on enhancing community infrastructure continues to improve quality of life for households across our host communities; benefitting over 6,000 individuals in the past five years.

- **35,000** patients treated through Engro’s health care facilities in 2014.
- **4,500** students to date.
- **1.7 mn** farmers integrated into the Engro value chain.
- **266 mn** increase in value of milk yield as a result of WELD.
All our businesses are ISO 14001 certified and fully compliant with the national environmental regulations. Moving beyond regulations and compliances, we have adopted strict international best practices on environmental management, like British Safety Council Environmental Program and WWF Green Office certification. These have had a huge impact on the company’s overall environmental footprint and has reduced energy and paper consumption as well as waste across the board.

In 2014, Engro Fertilizer engaged the services of an international waste management company for the removal and recycling of about 110 Tons of hazardous waste.

A small step towards alternative energy is the successful operation of eNova 360 solar energy project powering the residential colony in Daharki by our energy business – Engro Powergen Qadipur.

Engro Vopak has replaced energy savers with LED lights whilst across the businesses compact florescent lamps (CFL) have been installed at workshops and fire stations to improve energy efficiency at the facility.

Our manufacturing facility at Daharki is equipped with a reverse osmosis plant which reduces the flow of unsafe effluents from the plant by up to 150 gallons per minute.

Our petrochemicals business – Engro Polymer & Chemicals – has managed to save electricity with the elimination of inherent losses by optimizing power distribution systems and has also implemented a system of condensate recovery at its plant.

12% consumption by engro businesses reduced water

87% of Engro Fertilizer’s hazardous water is recycled.

16% reduction in waste withdrawal in 2014
Engro declared Best Green Office Coordinator by WWF Finland.

Engro receives “Mehergarh’s Award for Leaders of Change” for its gender equality initiatives.

Engro Corp’s Annual and Sustainability Report of 2013 declared 1st Runner-up by the SAFA Best Presented Annual Report Awards 2013.

Engro received the Investor Relations Award at the 11th CFA Pakistan Annual Excellence Awards ceremony.

Engro Corp Annual and Sustainability Award 2013 won two ICAP-ICMAP Awards – the Best Corporate Report Award in its category, and the Best Sustainability Report Award.

Engro Polymer Annual Report 2013 won the ICAP-ICMAP Award for Best Corporate Report Award in its category.


Engro Corporation won the Best Corporate Governance in Pakistan Award for 2014.
future growth pillars

To be a leading provider of world class products and services in the emerging & frontier economies in the energy, consumer and agricultural inputs businesses delivering a triple bottom line and creating value for all our stakeholders

energy
fertilizer & agri inputs
consumer business
By 2020 we will add up to 1,500 MW to the national grid thereby creating up to 1500 jobs and adding approximately USD 1.25 billion EVA to the country’s economy.

By 2020 we will touch lives of 60 million people each day across the globe through our diversified business footprint in the energy space worldwide.

1,500 mw
To the national grid

USD 1.25 bn
EVA to the country.
By 2020 we will increase our rural outreach to 2.2 million farmers; providing aggregate income to farmers up to the tune of PKR 416 billion and contributing over PKR 15 billion to the agricultural economy as direct farmer benefit.

By 2020 we will touch 13 million lives each day across the length and breadth of Pakistan through our diversified business footprint in the farm & agri inputs space.

2.2mn
Farmers providing aggregate income to farmers up to the tune of PKR 416 billion

PKR 15bn
To the agricultural economy as direct farmer benefit.
By 2020 we will increase our dairy farming outreach to 650,000 farmers; providing average net income growth of up to 9% resulting in a total benefit to the tune of PKR 76 billion to the dairy community.

By 2020 we will touch over 26 million lives each day across the length and breadth of Pakistan through our diversified business footprint in the dairy & foods space.