



# Advanced Petrochemical Company

Q1, 2024 EARNINGS CALL

June 6, 2024



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# PRESENTERS



**Fahad S. Al-Matrafi**  
President & CEO



**Abdulaziz S. Al-Ardhi**  
Chief Financial Officer

## Vision

Growing chemical company acting responsibly towards all stakeholders.

## Mission

Provide quality products through professional work environment to maximize profit in a socially responsible and sustainable manner.

## Our Values



### Excellence

We do the right things right first time; deliver on commitments.



### Continuous Improvements

We pro-actively recognize business opportunities; benchmark and implement best practices; challenge status quo.



### Customer Care

We adjust business processes to best meet customer needs and to ensure customer satisfaction.



### Team Spirit

We sacrifice own needs for the good of the team; Never undermine team efforts; Celebrate achievements;



### Transparency

We speak up our mind; give positive and constructive feedback.



# ADVANCED AT A GLANCE

Established in  
**2005**

Capital  
**SAR 2.6 B**

A joint stock company incorporated in Oct 2005 with operating facility in Jubail Industrial City.



Its main activity is the manufacture of polypropylene product in various grades.



PDH Plant produces **455,000 MT** per year of propylene (nameplate capacities)

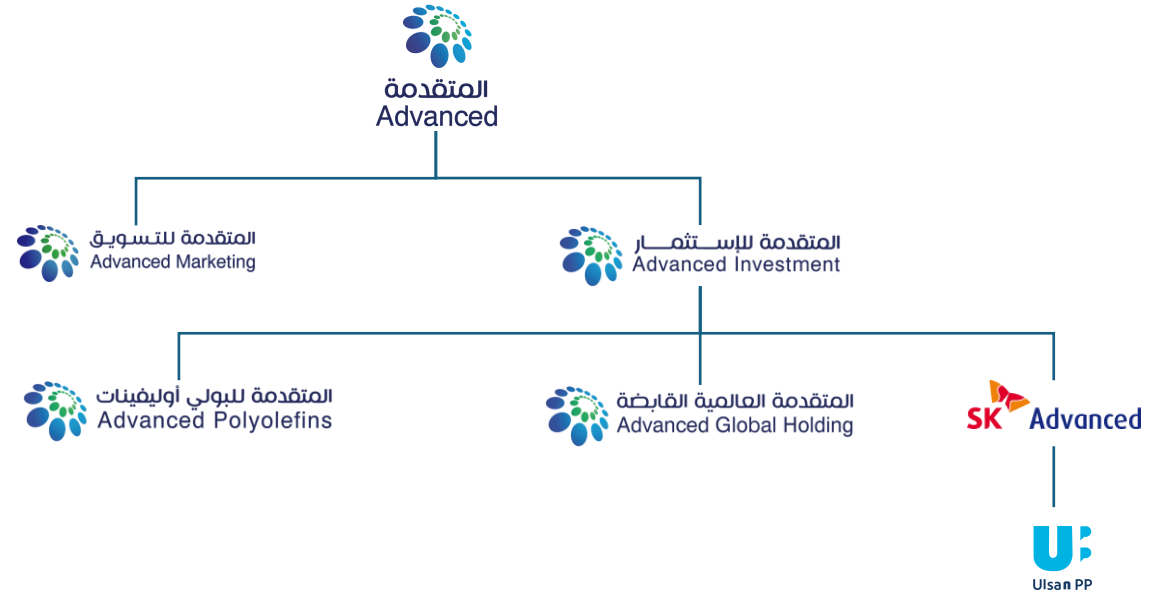


PP Plant produces **450,000 MT** per year of propylene (nameplate capacities)



Derives its revenue from the sale of polypropylene, which is mainly sold through its marketing arm, Advanced Global Marketing Company (AGMC) or well-renowned off-takers.

## CORPORATE STRUCTURE



## ADVANCED SHARES OWNERSHIP

as of 31 March 2024



■ Other Shareholders ■ QFI ■ National Polypropylene Company



# AGENDA

ثقافة التميز  
Culture Of Excellence

01

ESG &  
RESPONSIBLE CARE

02

PERFORMANCE  
HIGHLIGHTS

03

ADVANCED'S  
GROWTH

04

Q&A





## ESG & RESPONSIBAL CARE

25

Million safe  
Man-hours  
achieved  
without lost  
workday injuries

93%

Waste  
Recycling  
rate

0

Incidents  
during the  
turnaround  
maintenance.

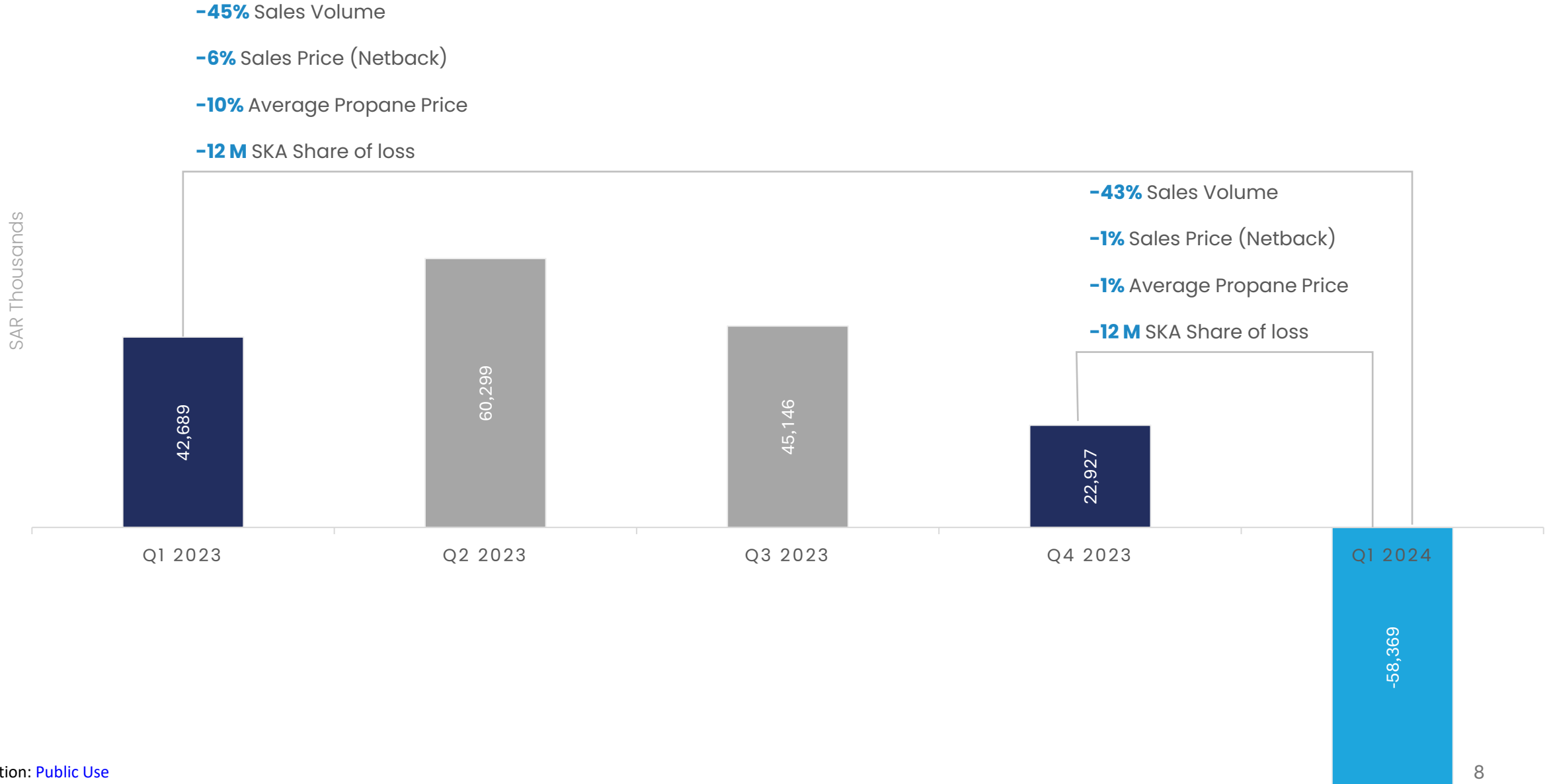
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Regulatory  
Compliance  
notice

- Enhance the company **rankings in 4 significant ESG** evaluation platforms.
- Published the **ESG Report for 2022** Performance.
- Established **E-ESG Platform** for ESG Governance.
- Awarded **RoSPA Gold Award** for the **eight** consecutive year.
- Sign the pledge of **OPERATION CLEAN SWEEP** through GPCA Responsible Care.



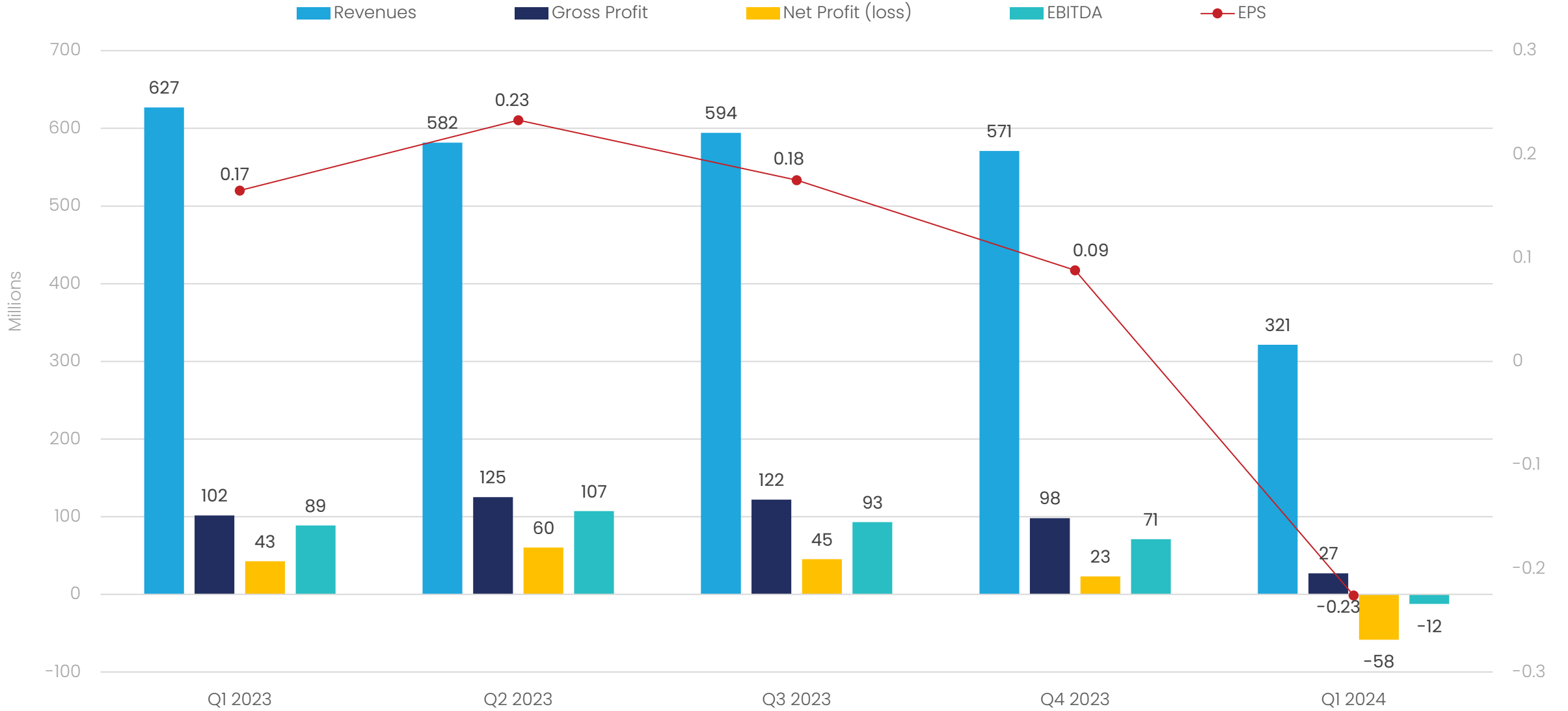
# PERFORMANCE HIGHLIGHTS – Net Profit (Loss) Comparison







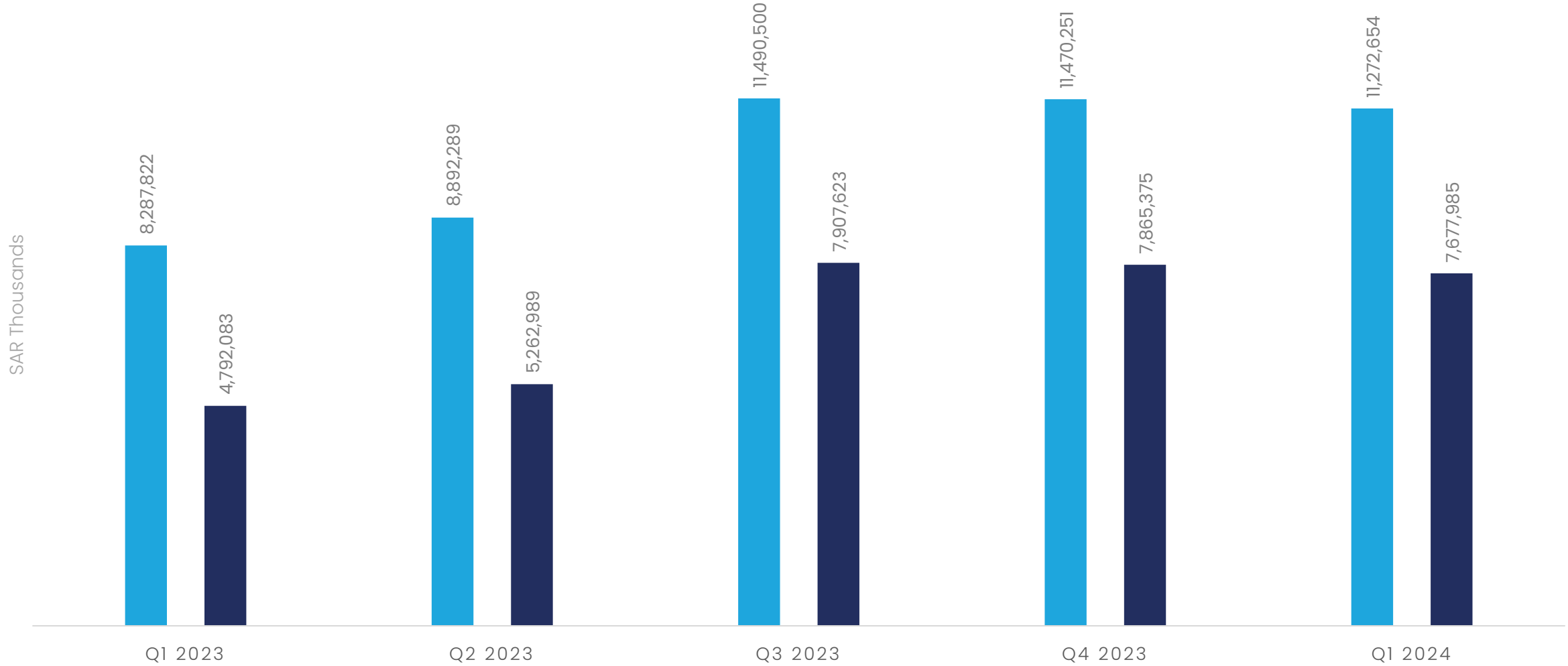
# PERFORMANCE HIGHLIGHTS





# PERFORMANCE HIGHLIGHTS

■ Total Assets ■ Total Liabilities

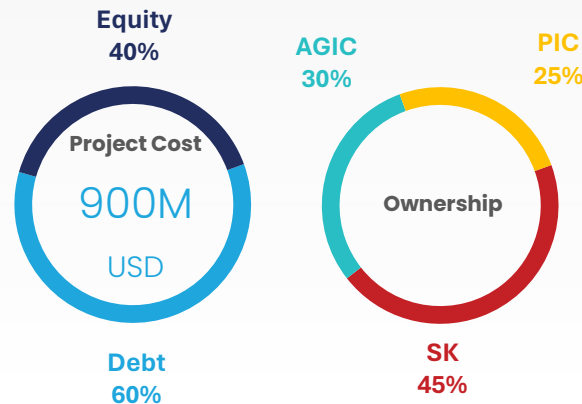




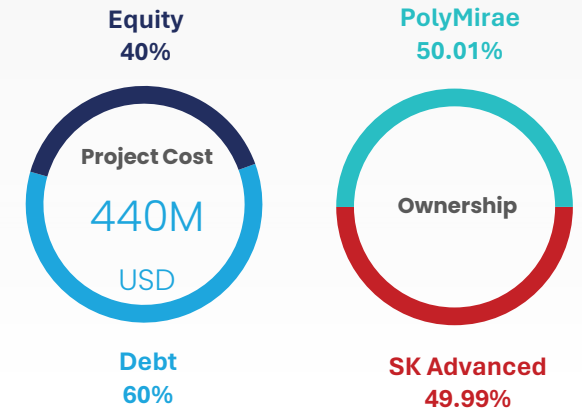
# PERFORMANCE HIGHLIGHTS – JVs



- As of 31 March 2024, AGIC (subsidiary) recorded a share of losses amounting to **SAR 34 million** (in 2023: SAR 97M share of losses)
- The decrease is primarily due to a lower propylene to propane spread caused by market changes and the scheduled maintenance during January 2024.
- Coordination with the shareholders is still on going to optimize operations and costs through a set of KPIs.



- The plant is being supplied with Propylene (main feedstock) from SK Advanced on a long-term basis.
- The financial impact is reflected in SK Advanced financials.





## PDH-PP Plants



### SAR 6B

Overall EPC **Contract cost** with Samsung for PDH and Technimont for PP

### 93%

Overall Project Construction Progress as of end of Q1 2024. Pre-commissioning activities on the ground. Commissioning still scheduled by the second half of 2024.

### 80%

Signed **off take** agreements for more than **80%** of the PP product from the new project. The remaining **20%** will be marketed by AGMC (subsidiary).

### SAR 6B

Secured as commercial loan from **local banks** with a total of **SAR 1.7 B** drawn as of 31 March 2024.

### SAR 2.2B

Secured RCF for equity financing.

### SAR 3B

Approved loan by **SIDF** with full amount drawn as of 31 March 2024.



## Isopropanol (IPA) Plant



### USD 191 M

Overall EPC **Contract cost** Signed with SGC eTEC E&C And SGC Arabia on **February 17<sup>th</sup>, 2024**

### 70,000 MT

Production capacity of Isopropanol (IPA).

### 1<sup>st</sup> Plant

of its kind in the **MENA** region.

### Commissioning

and commissioning is planned to be by the **end of 2026**.



## Shareek Program Partnership



**Discussion is on going and any material development will be  
announced on due course**



**Cracker**

**PP Compounding**

**Discussion is on going and any material development will be  
announced on due course**



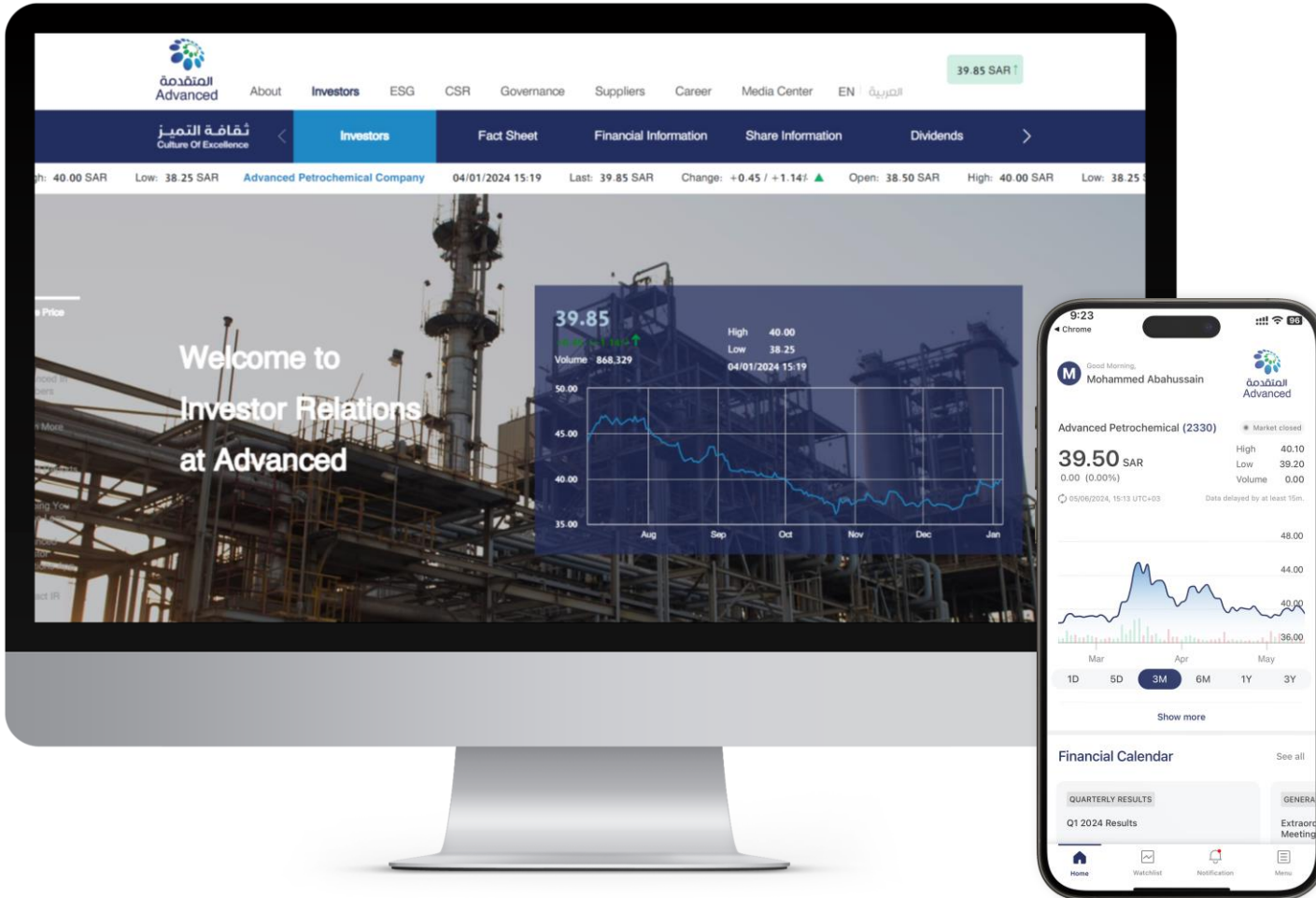
# Q&A





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ثقافة التميز  
Culture Of Excellence



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**Thank  
you**

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