



ANALYST BRIEFING

FY 2020 – 21

9TH August, 2021



LUCKY'S SPECTRUM OF DIVERSITY

CONSTRUCTION



LUCKY CEMENT



NAJMAT AL-SAMAWA



AL MABROOKA CEMENT أسمنت المبروكة



CIMKO
CIMENTERIE KONGO

AUTOMOBILES



PEUGEOT

POWER



Lucky Electric
Power Company



unus
Energy Ltd.

CHEMICALS

NUTRICO MORINAGA



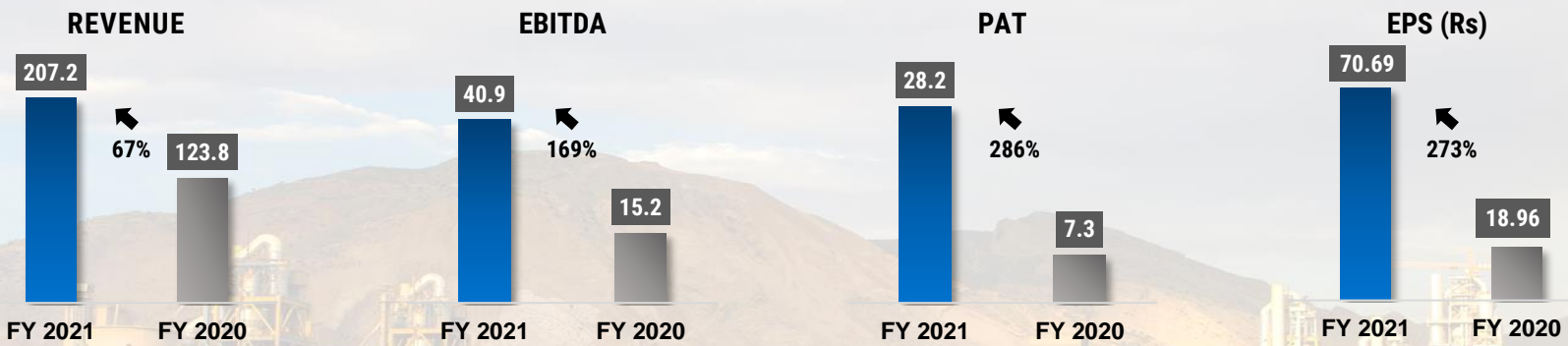
ICI PAKISTAN LTD.



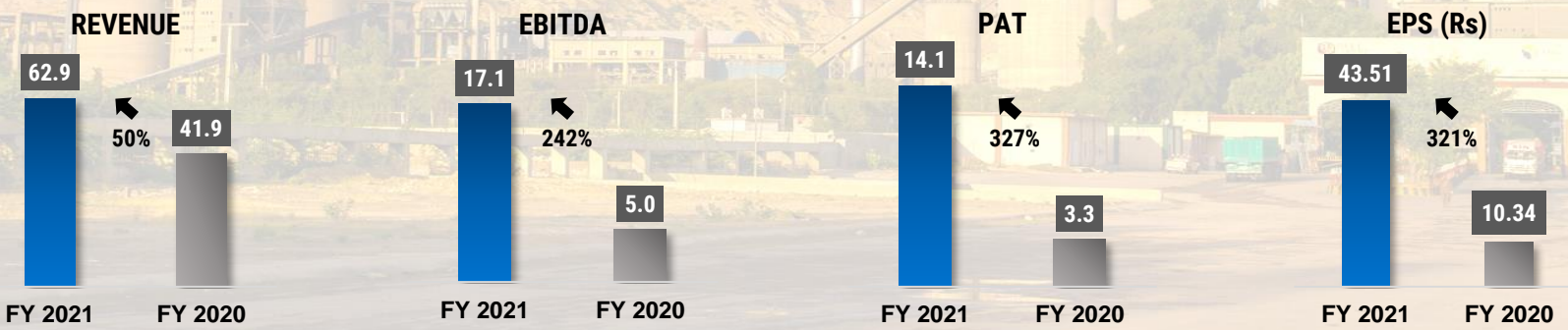
- **Demand based growth** across all sectors
- **Lucky's Consolidated Net Revenue** crossed **PKR 200B** mark for the first time
- **Incentives and Schemes** working out to be in favour of the **Construction Sector**
- **Lucky Motor Corp** entered into an agreement with **Samsung**
- **LEPCL target COD, October 2021**
- **GIDC uncertainty**

KEY FIGURES FY 2020 – 21 (PKR Billion)

CONSOLIDATED



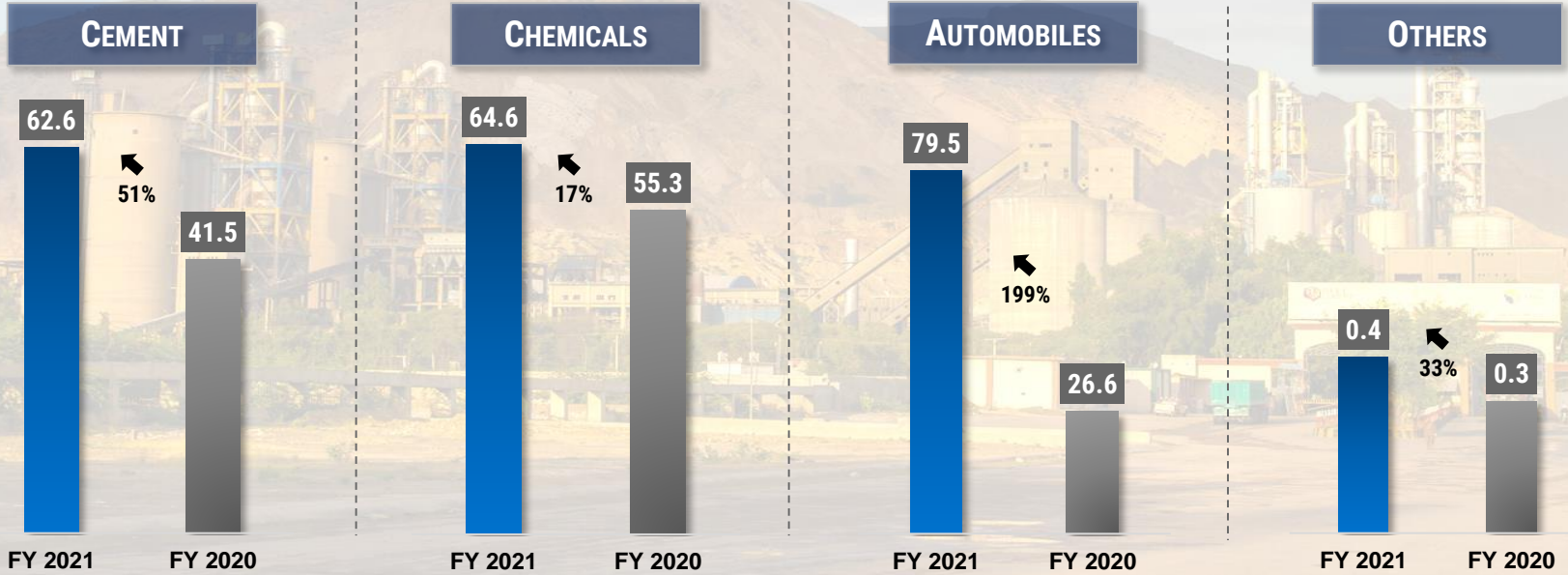
STANDALONE



CONSOLIDATED NET BUSINESS REVENUE GREW BY 67%↑

FY 2021	FY 2020	% Δ
207.2	123.8	67%↑

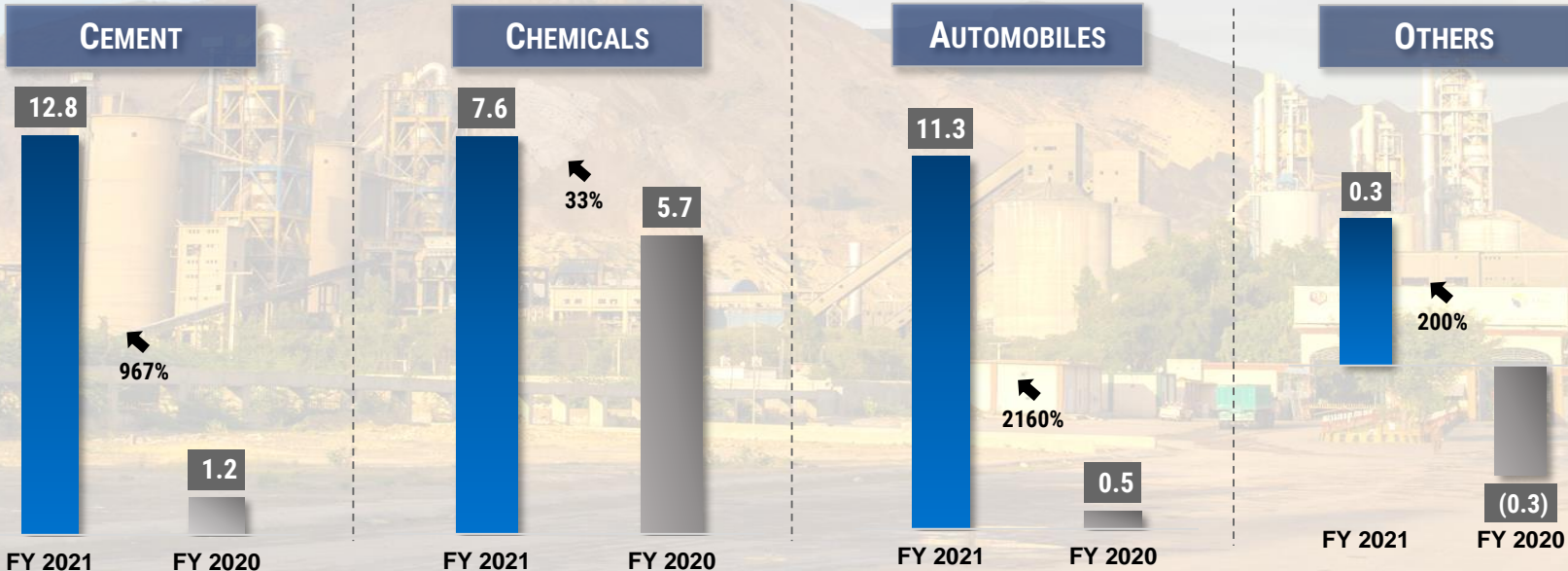
PKR In Billion



CONSOLIDATED OPERATING PROFIT UP BY 351%↑

FY 2021	FY 2020	% Δ
32.0	7.1	351%↑

PKR In Billion



CEMENT

- Lucky's overall sales volume grew by **31%** compared to last year vs the Industry growing by **20%**
- Pezu Plant continues to operate on **Furnace Oil** due to supply side issues
- Rising **commodity prices** remains to be a key risk
- Significant growth in the Cement Sector owed to increasing **volume & prices** due to rising demand, specially in **North**

AUTOMOBILES

- Lucky Motor Corp continues to report rising Revenues with a **Net Revenue growth of 194.2%**

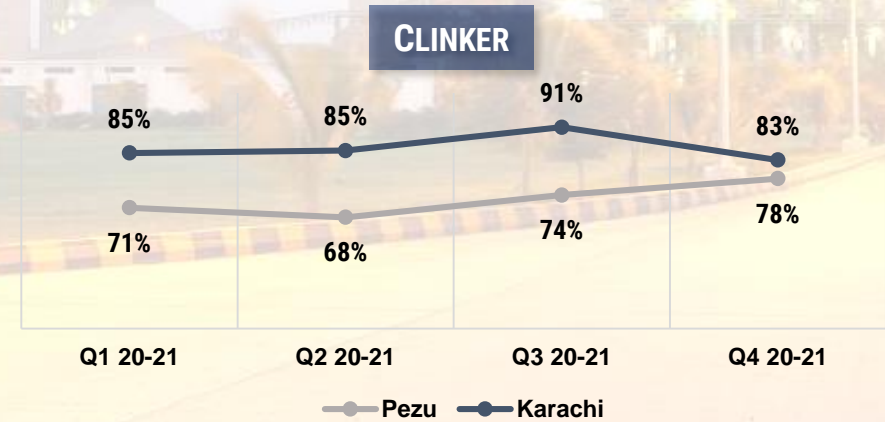
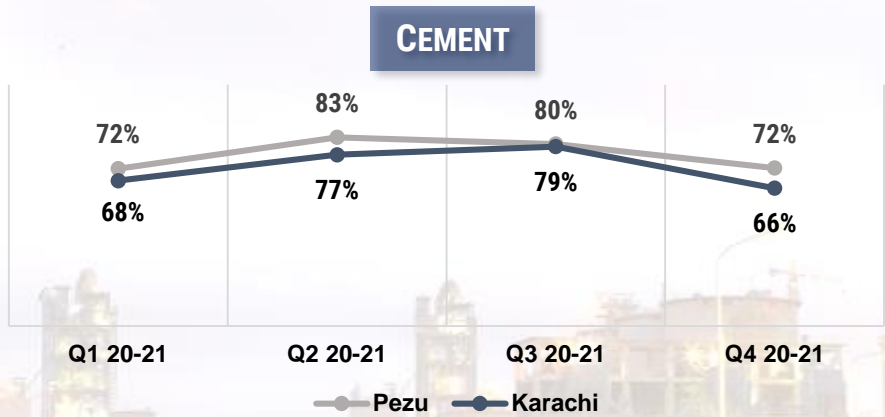
CHEMICALS

- The operating profits for Chemicals increased by **33%** with **Polyester** being the key driver due to demand from **Textile Sector**

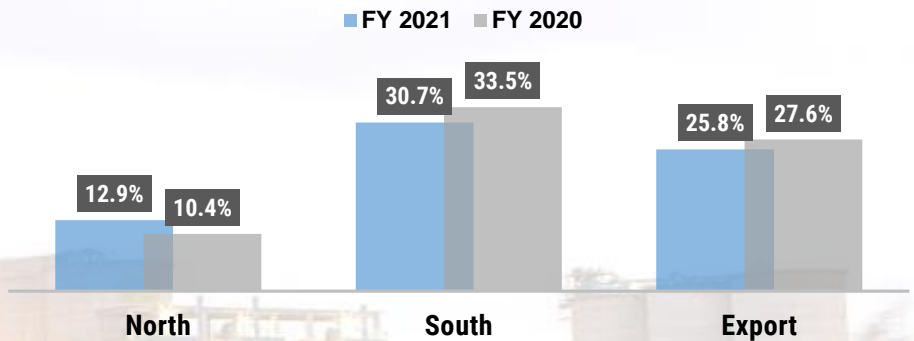
CEMENT OPERATIONS FY 2020 – 21

LUCKY'S SALES & MARKET SHARE

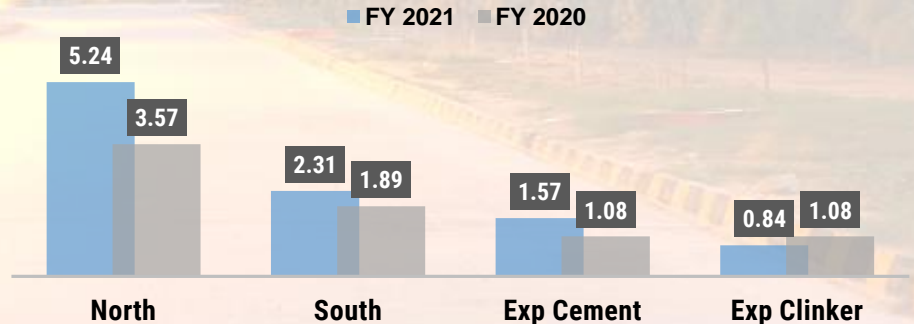
Capacity Utilization Levels



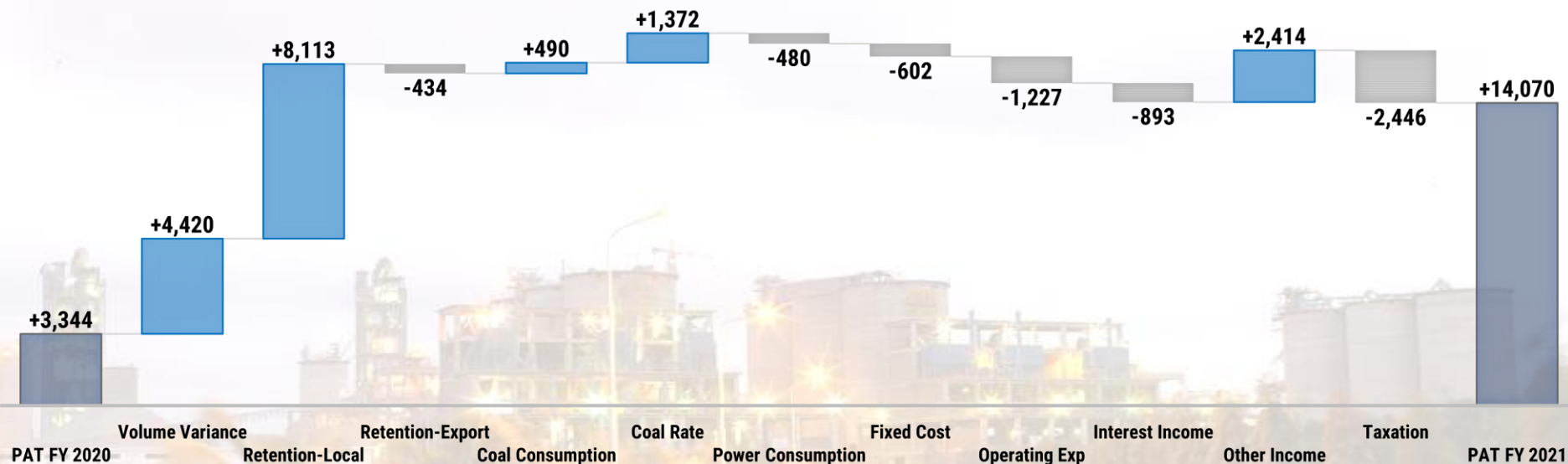
Market Share



Sales - Million Tons



FY 2021 vs FY2020 (PAT WATERFALL)



- **Volume Variance:** Local (5.5Mt to 7.6Mt) ↑**2.1Mt**; Export (2.1Mt to 2.4Mt) ↑**0.24Mt**
- **Retention Prices – Local:** PKR 5,461/t to PKR 6,535/t ↑**PKR 1,074/t**
- **Retention Prices – Export:** Decline in Retention for Bagged ↓**PKR 514/t**
- **Coal Consumption:** Saving of **4kg/ton** compared to last year
- **Coal Rate:** Saving of **1,121/ton** compared to last year
- **Power Consumption:** Increase in usage of **Furnace Oil** for Pezu Plant
- **Fixed Cost:** Line 1 Depreciation and impact of Salary increments
- **Operating Exp:** Impact of increase in **S&D** due to ↑ Sales Volume
- **Interest Income:** Lower Cash Balance due to equity Investment in **LEPCL**
- **Other Income & Charges:** Impact of Dividends
- **Taxation:** Due to higher **profitability**



**FOREIGN OPERATIONS
FY 2020 – 21**

RIISING OVERSEAS RETURNS

JOINT VENTURE	<i>A 50:50 JV with Al Shumookh Construction Materials Trading, a local partner</i>	<i>A 50:50 JV with Rawsons Investments Limited, a local partner</i>	<i>A 50:50 JV with Al Shumookh Construction Materials Trading, a local partner</i>
PROJECT COMPANY	Al Mabrooka Cement Manufacturing Company, Basra (Iraq)	Nyumba Ya Akiba, SA, Democratic Republic of Congo	Najmat al Samawah, Iraq
CATEGORY	<i>Cement Grinding Unit</i>	<i>Fully integrated cement manufacturing facility</i>	<i>Fully integrated cement manufacturing facility</i>
CAPACITY IN MTPA	1.742	1.188	1.2
STATUS	<i>Started commercial operations in 2014, capacity doubled in 2018.</i>	<i>Started Commercial operations in 2017.</i>	<i>Project COD was in March</i>

	FY 2021	FY 2020	▲ %	FY 2021	FY 2020	▲ %	FY 2021
Sales Volume	1,457,083	1,112,213	31% ▲	743,072	574,928	29% ▲	294,162
EBITDA (USD '000)	27,902	22,740	23% ▲	41,773	36,218	15% ▲	9,282

- While the **Covid-19** cases in Pakistan subsided in the past, the **fourth** wave of the pandemic has started to pose new challenges. With the Government's focus on getting the majority population vaccinated and curtailing the spread of the virus through **smart lockdowns**, it is optimistically expected that the economy in general will continue the **growth momentum**
- Increased surge in **economic activity** that triggered healthy demand for **cement** both in **North** and **South** regions during FY 2021 is expected to continue
- **Export sales** are anticipated to remain **stable**, however, prices will remain competitive due to surplus capacities available in the region
- Several initiatives of the Government such as **construction packages**, focus on **low cost housing schemes**, construction of **dams** and **hydropower stations** and **CPEC** related activities are expected to continue strengthening the **demand**
- However, the intense hike in **global commodity prices** especially **coal** and **furnace oil** prices after ease of Covid lockdowns internationally, is expected to put pressure on margins



THANKYOU

Q & A

APPENDIX

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GROUP STRUCTURE



Holding Company

