

# **Analyst Briefing FY23**

30th August 2023

# Group Overview



Building Material



Automobile



Electronics

**SAMSUNG**

Chemicals, Agri Science,  
Animal Health, Pharma,  
Nutrition



**NUTRICO MORINAGA**

Power



# Key Messages



**Line-2**  
commissioned at  
**PEZU** increasing  
the capacity of  
**LUCK** to 15.30  
MTPA

**Pre-tax**  
Operating  
**performance**  
**increased** by  
**16.2%**, to **PKR**  
**18.9B** in **FY23**,  
despite  
economic  
challenges.

Lucky  
commenced a  
**second share**  
**Buyback of**  
**23.8M shares**. As  
of 30<sup>th</sup> June, **1.6**  
**million** shares  
were purchased  
under this buy-  
back

COD achieved of  
**34 MW solar** at  
**PEZU** during  
**FY23**.

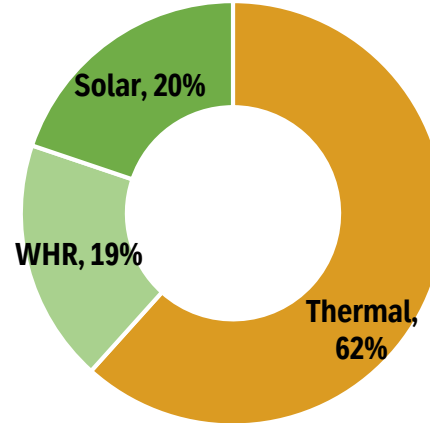
**KP Solar** also  
achieved COD  
during **1QFY24**.

The **Foreign**  
**cement**  
**operations**  
**continue to**  
**show robust**  
**performance**.  
Also, adding a  
**new clinker line**  
at **Iraq** of **1.82**  
**MTPA**

LEPCL  
successfully  
resolved teething  
issues and  
**achieved 100%**  
**plant**  
**availability**  
during **4QFY23**

# Installed Energy Mix

**Current Power Mix  
(After Karachi Solar Plant)**



WHR: Waste Heat Recovery

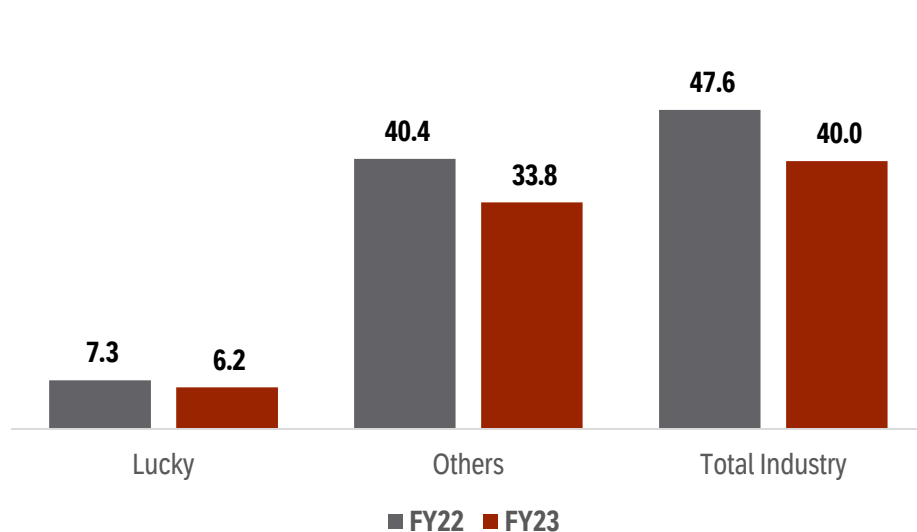
# **Industry Volumes & Market Share FY23**

# Sales Volumes & Market Share - Domestic

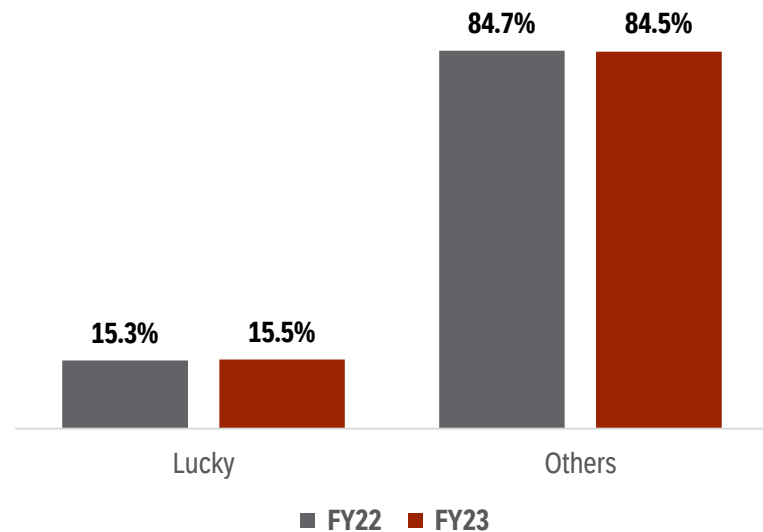
The **domestic sales** of the company decreased by **14.9%** to reach **6.2 MT** in FY23

During FY23, the **domestic market share** of the company clocked in at **15.5%** vs. 15.3% in the SPLY

### Local Sales Volumes (in MT)



### Market Share

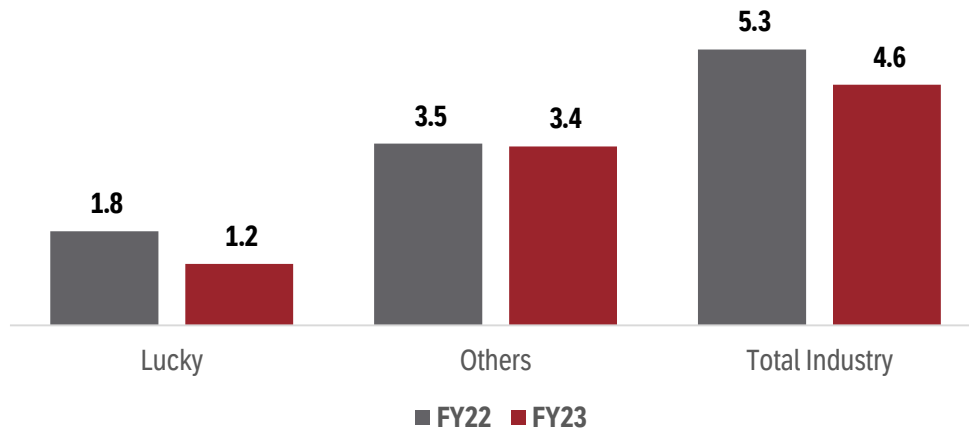


# Sales Volumes & Market Share - Export

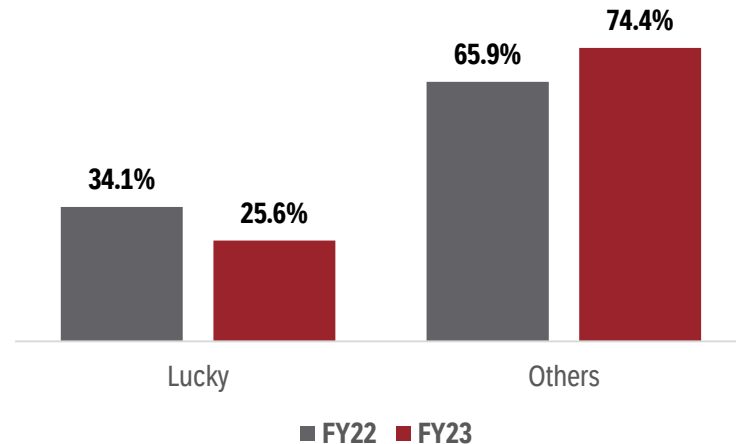
The **export sales volumes** of the company decreased by **34.7%** to reach **1.2MT** in FY23. The decline in exports was attributable to non-viability in terms of pricing on the back of persistent high coal prices, coupled with increased shipping freights.

During FY23, the **export market share** of the company was **25.6%** compared to 34.1% in the SPLY

### Export Volumes (in MT)



### Export Market Share



# **Standalone Key Figures FY23**



# Standalone Financial Figures for FY23

## Sales Revenue

18%



FY23

95.8 Billion

FY22

81.1 Billion

## Gross Profit

16%



FY23

26.1 Billion

FY22

22.6 Billion

## Operating Profit

16%



FY23

18.9 Billion

FY22

16.3 Billion

## EBITDA

16%



FY23

24.2 Billion

FY22

20.8 Billion

## Other Income

(18%)



FY23

6.0 Billion

FY22

7.4 Billion

## Profit After Tax

(10%)

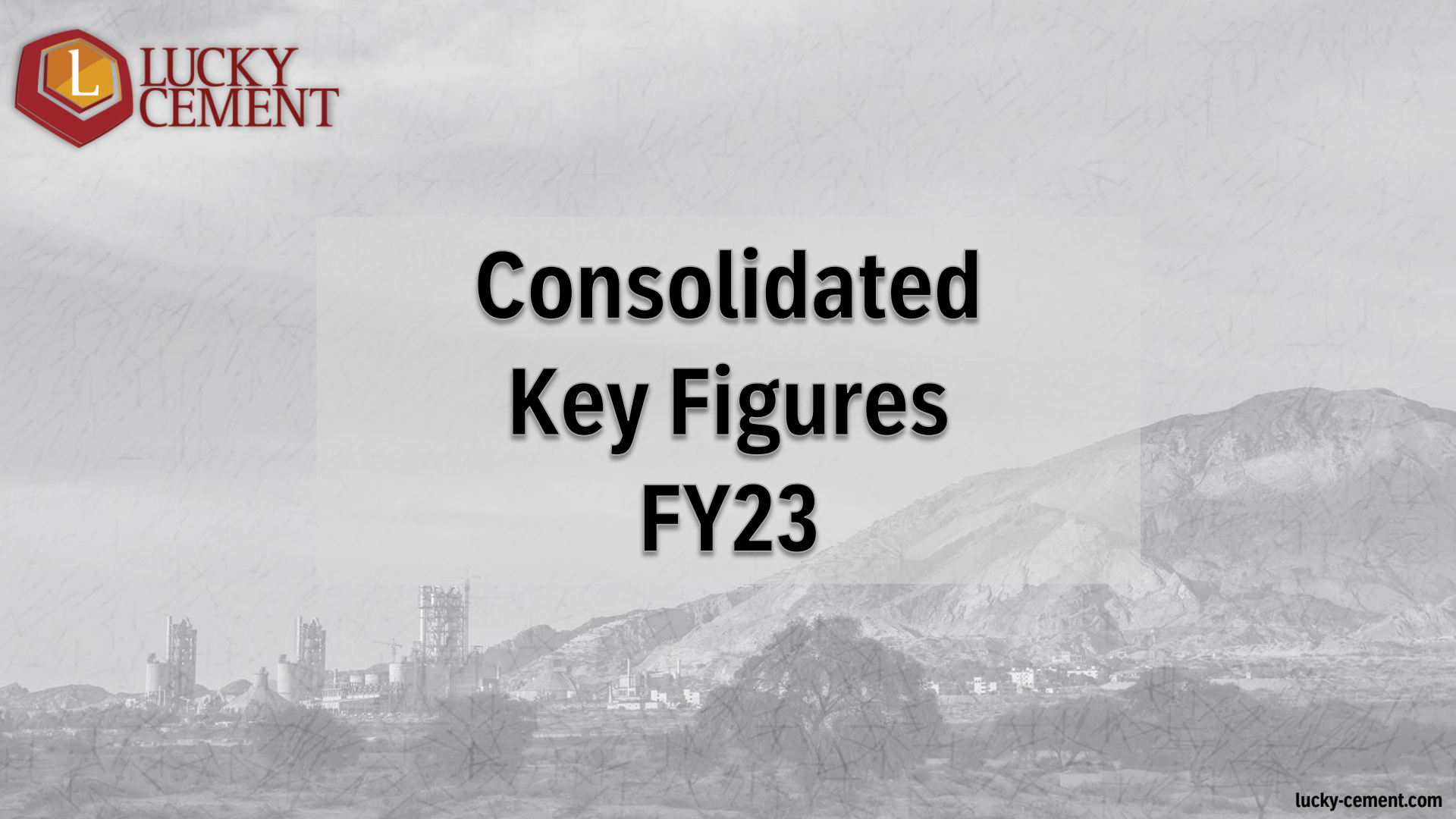


FY23

13.7 Billion

FY22

15.3 Billion



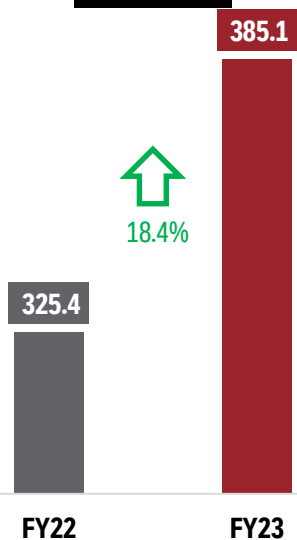
# **Consolidated Key Figures FY23**

# Key Figures

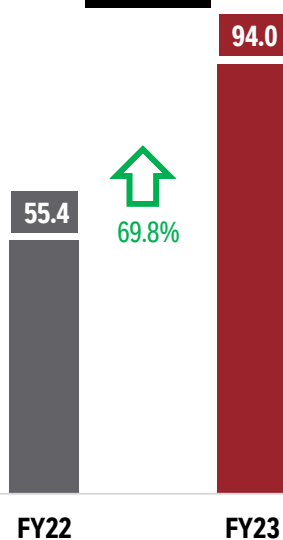
All numbers in PKR billion except EPS

## Consolidated: FY23 vs FY22

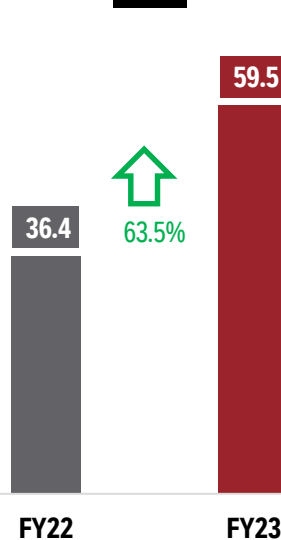
### REVENUE



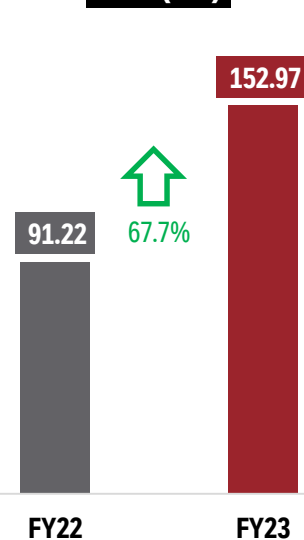
### EBITDA

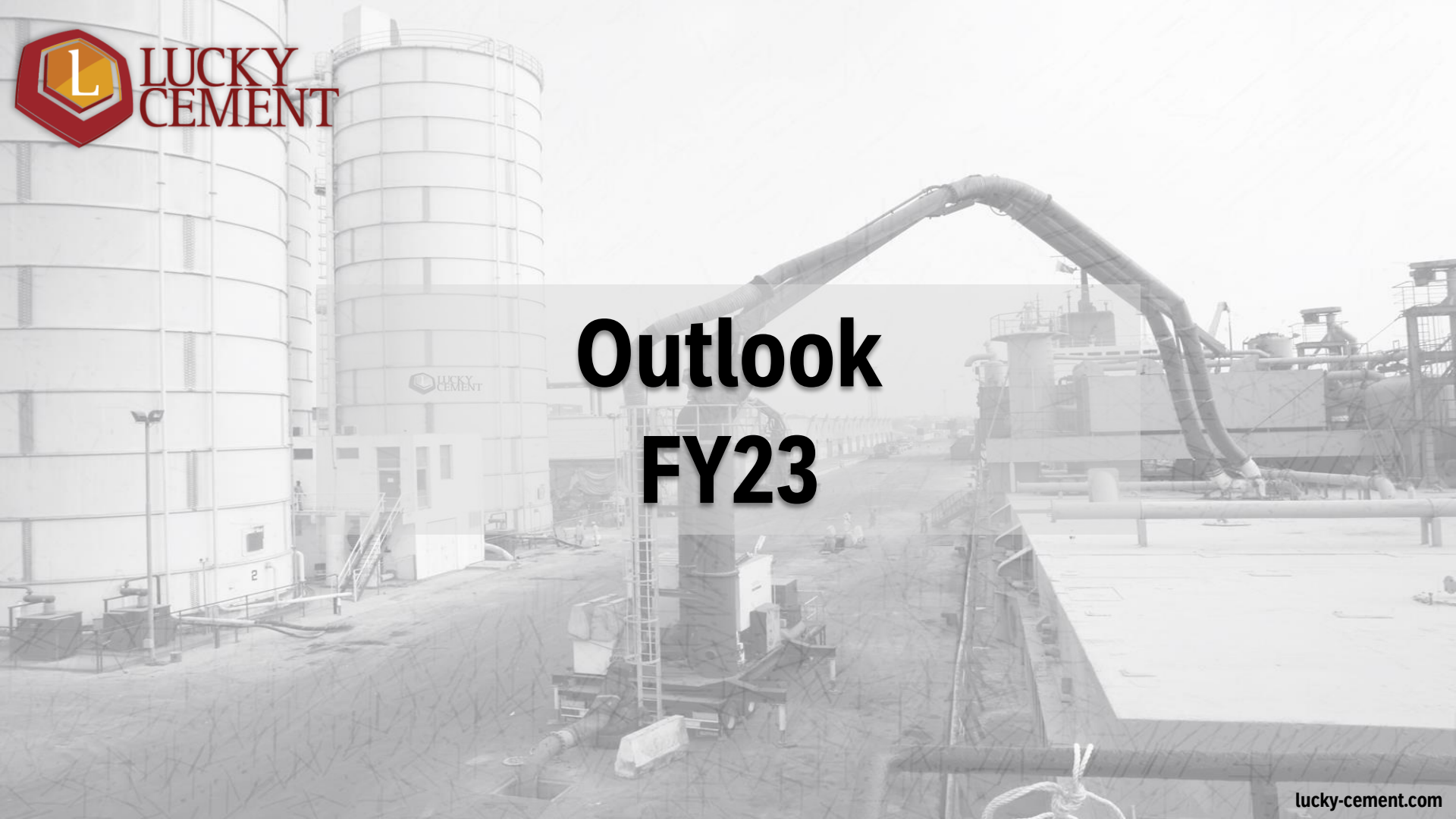


### PAT



### EPS (RS)





# Outlook FY23

# Outlook

**Resumption** of the **IMF program** brings several positive implications. First and foremost, it helps **reduce uncertainty** in the financial landscape, providing some **stability** and **predictability** to businesses and investors. Additionally, it opens up new **opportunities** for the country to access **further borrowing** from other international lenders and friendly nations, enhancing **financial flexibility**.

## Cement

- Redirection of **funds** towards **Public Sector Development** could **invigorate demand** for the **cement sector**.
- **Lower** international **coal prices** and **increased** usage of **local coal** are expected to **support** cement sector **margins**.
- Installation of a new **clinker line**, with a **capacity** of **1.82 MTPA**, in **Samawah, Iraq**, will **enhance** the operational **efficiencies** of our **foreign operations**.



## Chemical

- The company's **diverse product portfolio** is expected to be a **key strength** in this environment
- **Lucky Core** is commitment to **cost rationalization**, also focusing on **improving operational efficiency** and reducing unnecessary expenses.



# Outlook

**Upcoming general elections** are anticipated to bring political **stability**, which will play a vital role in **revitalizing** the current **economic scenario**. By implementing **sustainable** and long-term **measures**, **confidence** in the economy can be **restored**, paving the way for a **prosperous future**.

## Auto & Mobile Assembly

- **Sales volumes** for **automobile** sector will remain under **pressure** due to **exogenous** factors.
- The economic downturn is expected to **suppress consumer demand for smartphones**, as discretionary spending may be curtailed
- **Subsidiary** has been **optimizing** its **costs** and aiming for **sustainable** and **competitive operations**.



## Power

- **Plant** aims to completely **switch to Thar Coal**. This will conserve forex outflow for importing the coal and also reduce the energy basket price.
- Given the **stable operations post-resolution of teething issues**, management's **target** is to maintain **plant availability at 100%**.



# Q & A

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