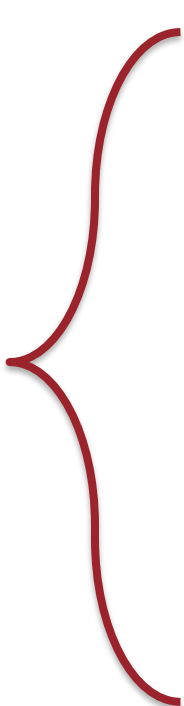


# **Analyst Briefing 1Q FY24**

30<sup>th</sup> October 2023

# Group Overview



Building Material



Automobile



Electronics



Chemicals, Agri Science,  
Animal Health, Pharma,  
Nutrition



Power



# Key Messages



Volumetric **dispatches increased by 36.7%**, due to **low base-effect** as well as **resurgence of construction activities**

**Pre-tax** Operating **performance increased significantly by 104%**, to **PKR 8.6B in 1Q FY24**

Lucky Cement pursued diversification through **investments in Lucky Core Ventures** and National Resource Limited for a **copper and gold mining**

**COD of 25 MW solar power project at KP** during 1Q FY24, and **expansion of renewables** in both **KP & Pezu (Solar & Wind)**

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

**LEPCL successfully maintained 100% plant availability** during 1Q FY24

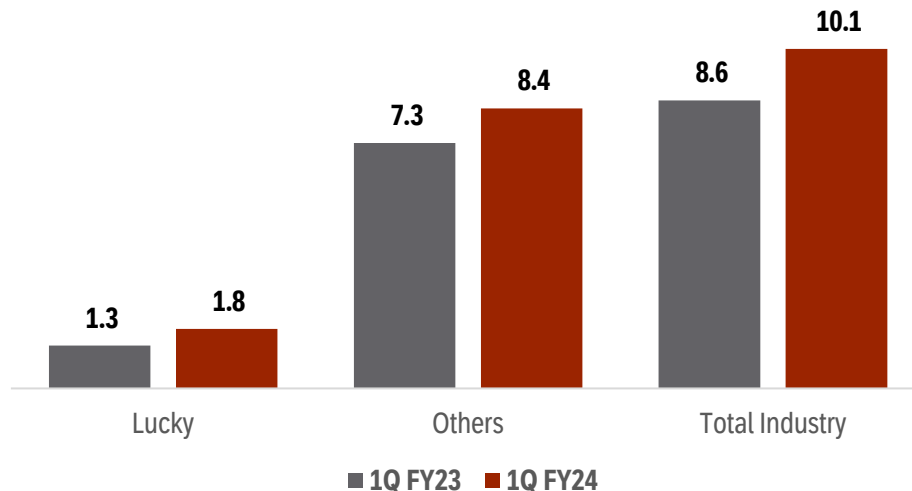
# **Industry Volumes & Market Share 1Q FY24**

# Sales Volumes & Market Share - Domestic

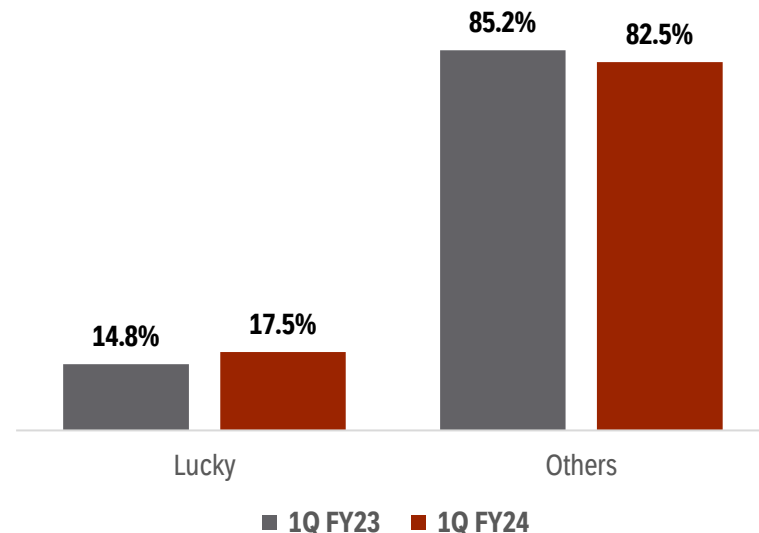
The **domestic sales** of the company **increased** by **39.4%** to reach **1.8 MT** in 1Q FY24

During 1Q FY24, the **domestic market share** of the company clocked in at **17.5%** vs. 14.8% in the SPLY

### Local Sales Volumes (in MT)



### Market Share

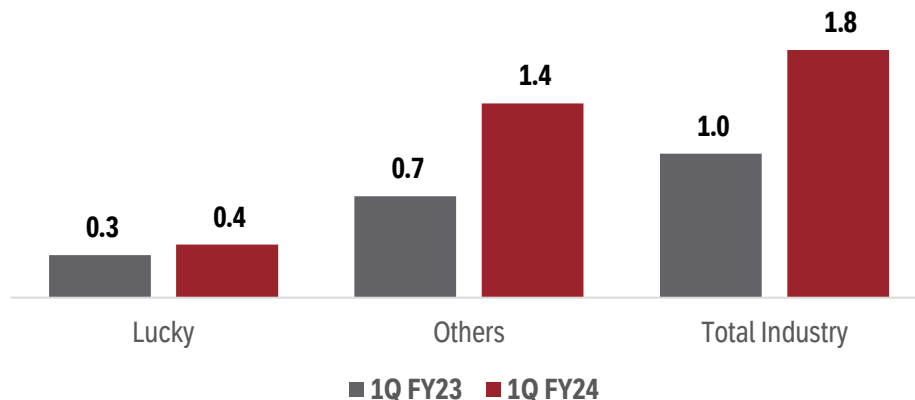


# Sales Volumes & Market Share - Export

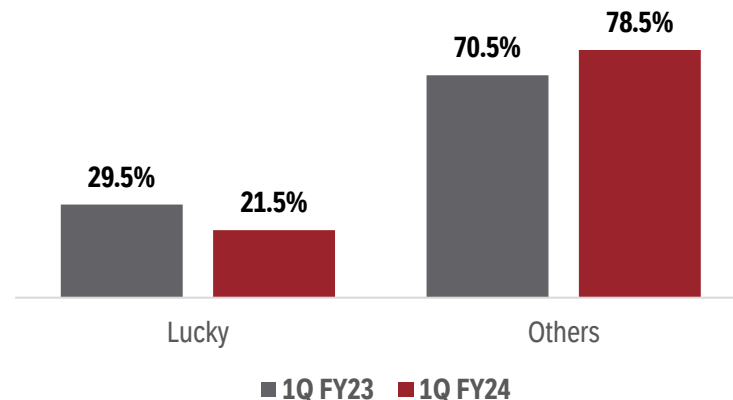
The **export sales volumes** of the company increased by **25.0%** to reach **0.4MT** in 1Q FY24. The increased in exports was attributable to increased viability in terms of pricing on the back of falling coal prices, coupled with PKR devaluation

During 1Q FY24, the **export market share** of the company was **21.5%** compared to 29.5% in the SPLY

### Export Volumes (in MT)



### Export Market Share



# **Standalone Key Figures 1Q FY24**

# Standalone Financial Figures for 1Q FY24

## Sales Revenue

49%



1Q FY24

29.4 Billion

1Q FY23

19.7 Billion

## Gross Profit

80%



1Q FY24

10.8 Billion

1Q FY23

6.0 Billion

## Operating Profit

104%



1Q FY24

8.6 Billion

1Q FY23

4.2 Billion

## EBITDA

86%



1Q FY24

10.1 Billion

1Q FY23

5.4 Billion

## Other Income

57%



1Q FY24

3.2 Billion

1Q FY23

2.0 Billion

## Profit After Tax

80%



1Q FY24

6.9 Billion

1Q FY23

3.9 Billion



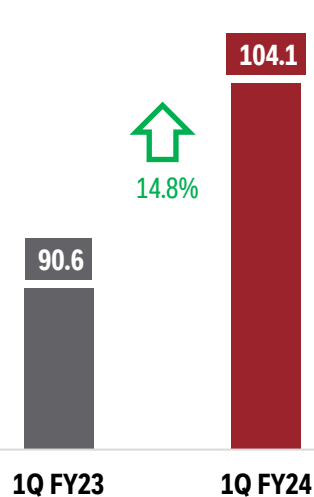
# **Consolidated Key Figures 1Q FY24**

# Key Figures

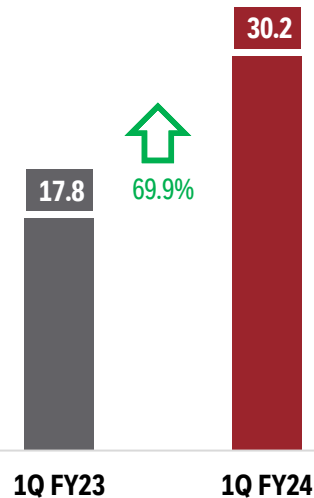
All numbers in PKR billion except EPS

## Consolidated: 1Q FY24 vs 1Q FY23

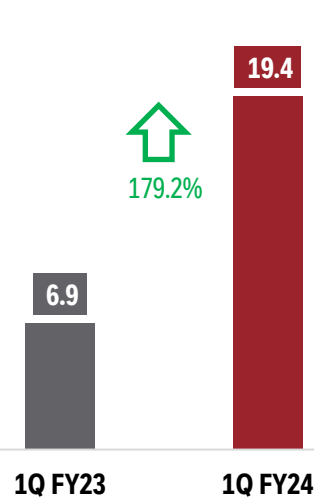
### REVENUE



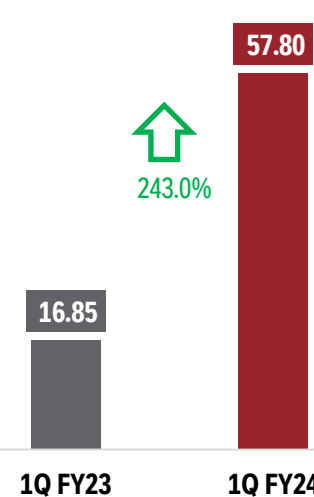
### EBITDA

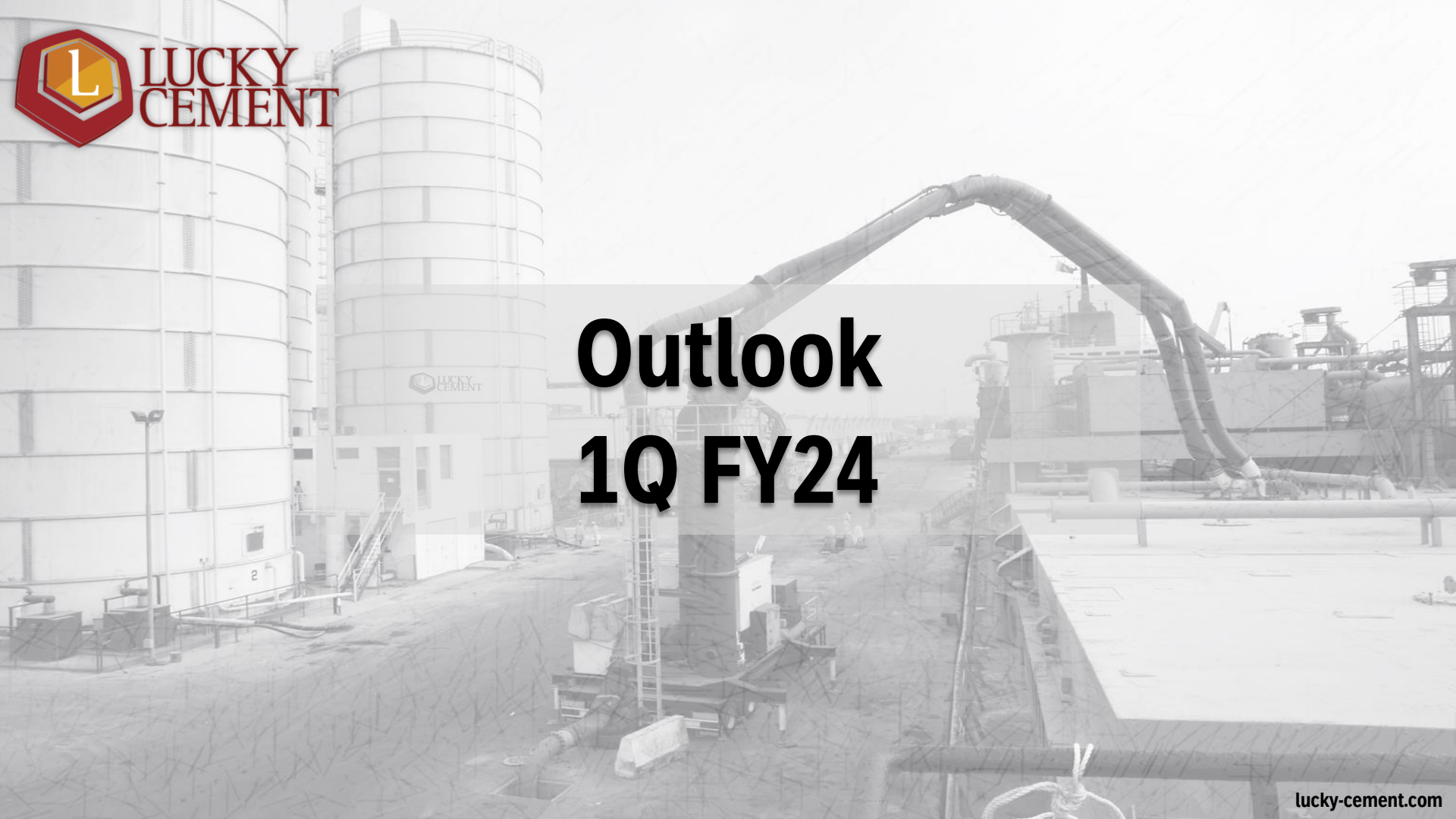


### PAT



### EPS (RS)





# Outlook 1Q FY24

# Outlook

Owing to strengthened **administrative measures** targeting **speculation** and **hoarding** in the commodity and forex **markets**, the **PKR**, which **depreciated** highly against the **USD** in FY23, is now showing signs of **recovery**. Assuming these **measures** persist, until **reforms** are implemented to address these issues, **positive outcomes** are expected to yield multifaceted **benefits** for the **country**.

## Cement

- Redirection of **resources** toward **public sector development** has the potential to **boost** the **demand** for **cement**.
- **Energy prices** are anticipated to see **substantial increases**, leading to **pressures** on profit **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 combatting any adverse impacts & deliver sustainable results.
- **Lucky Core** is committed to **cost rationalization**, focusing on **improving operational efficiency** and reducing unnecessary expenses.



# Outlook

**Anticipated** upcoming **general elections** hold the **promise** of providing **stability**, a key factor in **revitalizing** the **economic landscape**. The new **government** can kick start this process by **implementing sustainable, confidence-boosting measures** for a **prosperous future**.

## Auto & Mobile Assembly

- **Sales volumes** are expected to be under **pressure** due to **exogenous** factors.
- **LMC** aims to **increase localization**, hereby lessening dependence on imports & **enhancing competitiveness**.
- **Company** is also changing its **emphasis** to provide **low-cost phones**, which will help **sustain** sales **volume** in a **suppressed demand** environment.



## Power

- **LEPCL** aims to become the top private-sector **energy producer**, committed to providing **cost-effective, secure, and dependable** power while also creating sustainable **value** for its **stakeholders**.
- Management's **target** is to ensure **uninterrupted** plant **operation** and maintain a **100% availability** rate for supply to the **National Grid**.



# Q & A

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