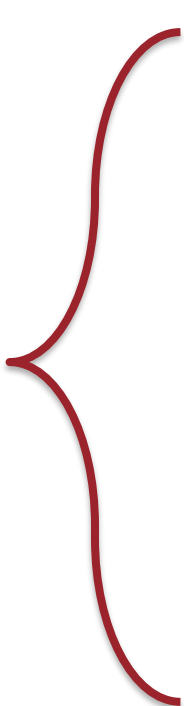


# **Analyst Briefing 1H FY24**

29<sup>th</sup> January 2024

# Group Overview



Building Material



Automobile



Electronics

**SAMSUNG**

Chemicals, Agri Science,  
Animal Health, Pharma,  
Nutrition



**NUTRICO MORINAGA**

Power



# Key Messages



**Volumetric  
dispatches  
increased by  
23.4%, due to a  
significant  
increase in  
exports**

**Pre-tax  
Operating  
performance  
increased  
significantly by  
91%, to PKR  
17.1B in 1H FY24**

**Lucky Cement  
invested in  
National  
Resource (Pvt)  
Limited for  
copper and gold  
mining in  
Chagai district  
of Balochistan**

**Consistently  
expanding its  
renewable  
footprint to  
bolster  
sustainability  
efforts.  
Wind Project is  
expected to  
come online by  
1Q FY25**

**Foreign cement  
operations are  
performing  
well; the  
addition of a  
new clinker line  
of 1.8MTPA in  
Iraq, is  
expected to  
enhance  
profitability**

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

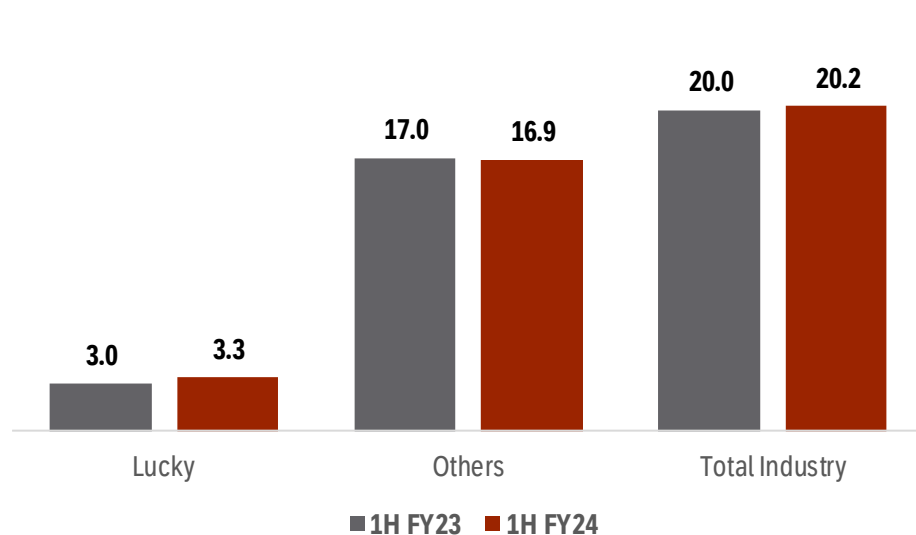
# **Industry Volumes & Market Share 1H FY24**

# Sales Volumes & Market Share - Domestic

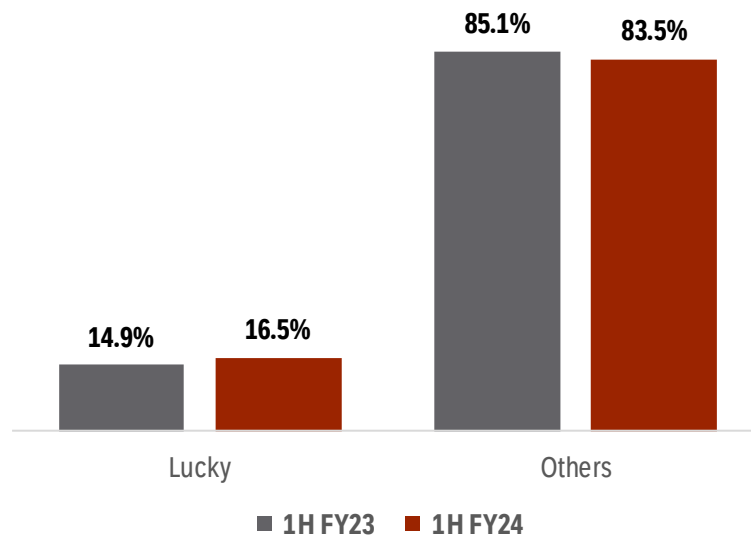
The **domestic sales** of the company **increased** by **12.2%** to reach **3.3 MT** in 1H FY24

During 1H FY24, the **domestic market share** of the company clocked in at **16.5%** vs. 14.9% in the SPLY

### Local Sales Volumes (in MT)



### Market Share

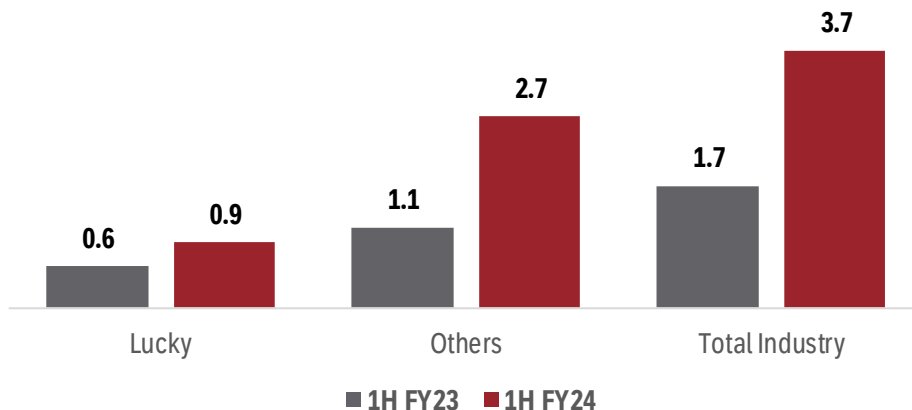


# Sales Volumes & Market Share - Export

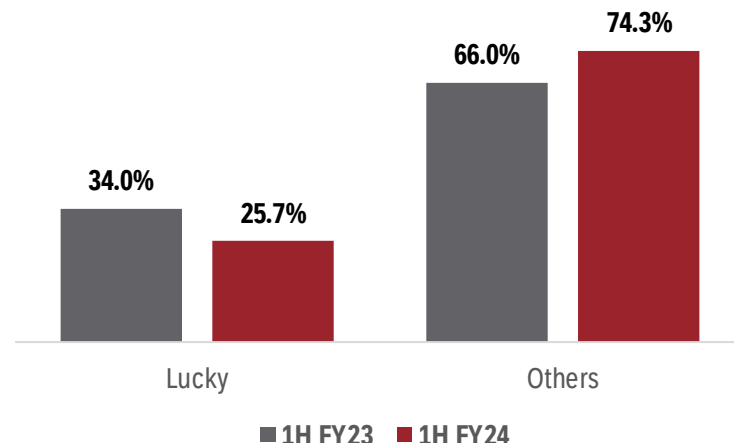
The **export sales volumes** of the company increased by **59.4%** to reach **0.9MT** in 1H FY24.

During 1H FY24, the **export market share** of the company was **25.7%** compared to 34.0% in the SPLY

Export Volumes (in MT)



Export Market Share



# **Standalone Key Figures 1H FY24**



# Standalone Financial Figures for 1H FY24

## Net Sales

32%



1H FY24

59.9 Billion

1H FY23

45.3 Billion

## Gross Profit

74%



1H FY24

21.8 Billion

1H FY23

12.5 Billion

## Operating Profit

91%



1H FY24

17.1 Billion

1H FY23

9.0 Billion

## EBITDA

64%



1H FY24

18.6 Billion

1H FY23

11.4 Billion

## Other Income

118%



1H FY24

6.2 Billion

1H FY23

2.8 Billion

## Profit After Tax

92%



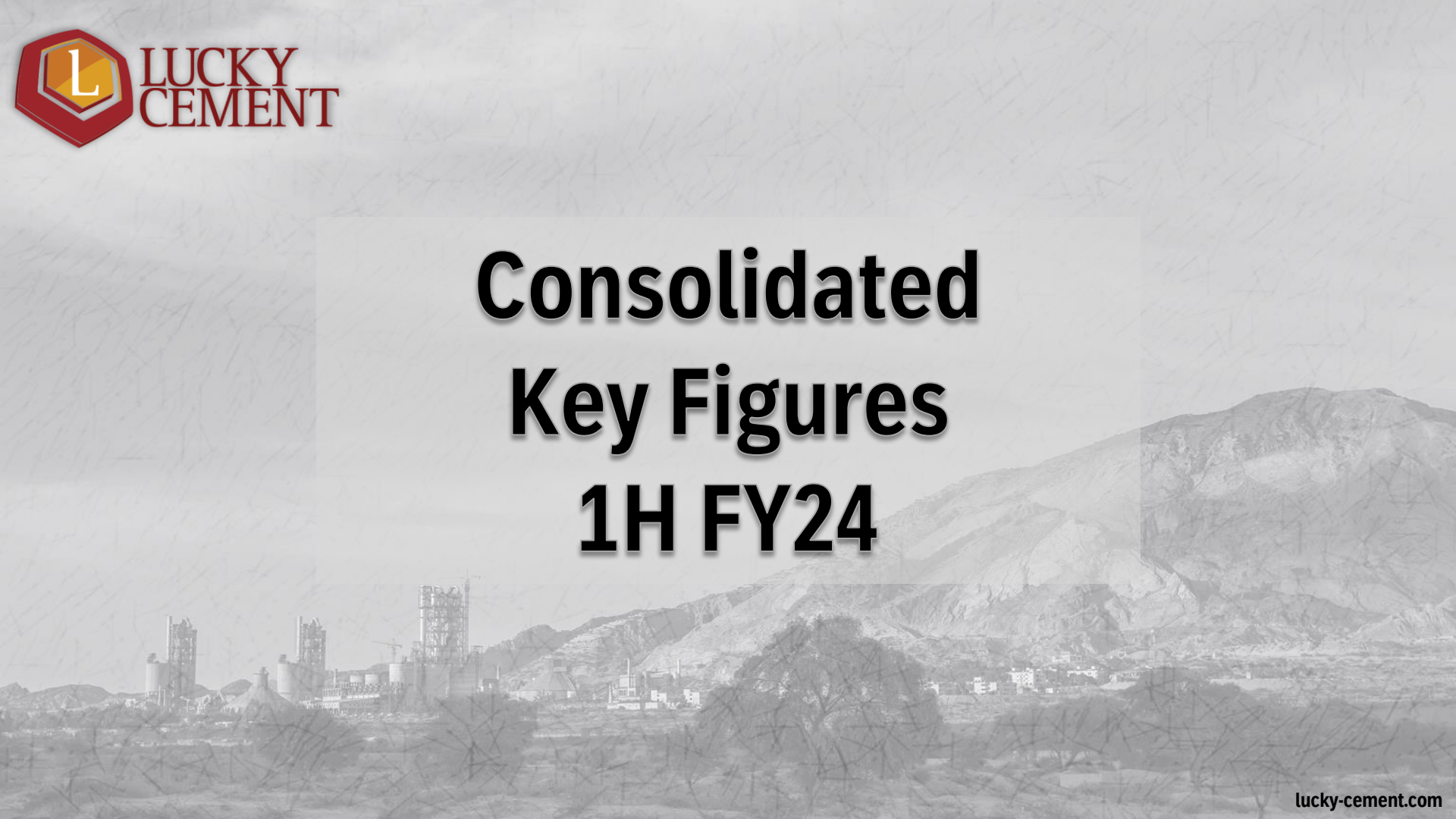
1H FY24

13.7 Billion

1H FY23

7.1 Billion





# **Consolidated Key Figures 1H FY24**

# Key Figures

All numbers in PKR billion except EPS

Consolidated: 1H FY24 vs 1H FY23

## NET SALES



11.3%

## EBITDA



55.6%

## PAT

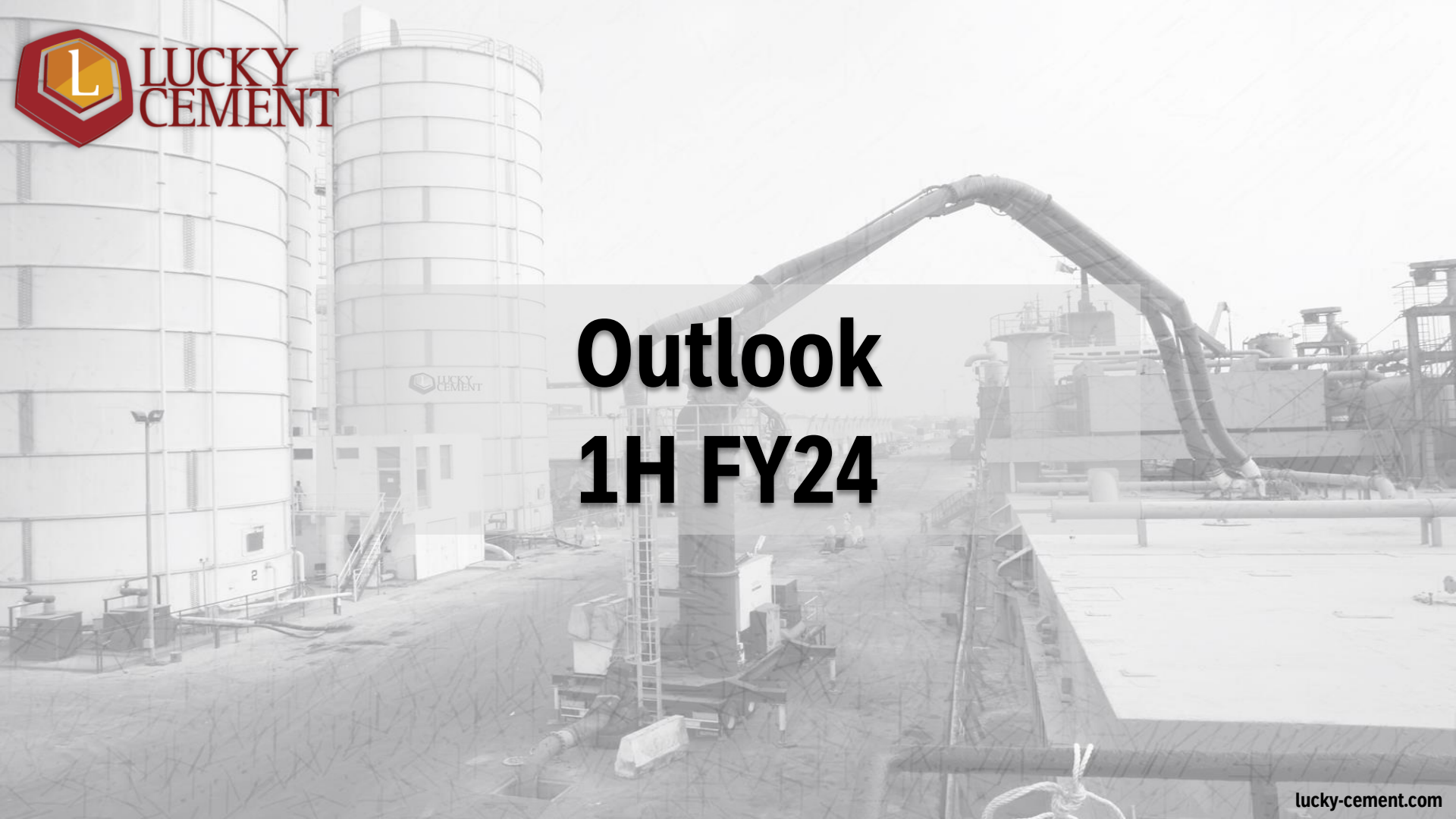


109.2%

## EPS (RS)



137.6%



# Outlook 1H FY24

# Outlook

This fiscal year is to be marked by economic and political challenges. Additionally, the general elections outcome will play a crucial role in determining economic growth and investor confidence. The ongoing Palestinian conflict poses potential far-reaching repercussions for global economies.

## Cement

- **Anticipated challenges** for 2H FY24 include **high inflation, elevated interest rates**, and **seasonal factors** impacting demand.
- **Post-election political stability** could **stimulate** local cement **demand** through resource allocation to public sector development.
- **Investments in renewable energy** align with **cost reduction** and **sustainability goals**.



## 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**.
- **The mobile industry is expected to show recovery** due to higher sales of low-end mobile phones



## Power

- **LEPCL** expects to see an increase in countrywide power demand resulting in higher dispatches.
- **LEPCL plans to sustain 100% commercial availability** of the plant during the 2H FY24.



# Q & A

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