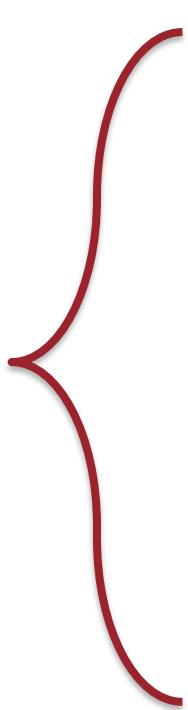




Analyst Briefing 9M FY24

30th April 2024

Group Overview



Building Material



Automobile



Electronics



Chemicals, Agri Science,
Animal Health, Pharma,
Nutrition



Power



Key Messages



Volumetric **dispatches increased by 15.8%**, in 9M FY24 **mainly due to increase in exports**

Pre-tax Operating performance increased significantly by 64%, to **PKR 22.5B** in **9M FY24**

Lucky Cement pursued diversification through National Resource Limited for a **copper and gold mining**

COD of 28.8 MW wind energy project at KP is expected in 1Q FY25, and **expansion of Solar in both KP & Pezu is expected in 4Q FY24**

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

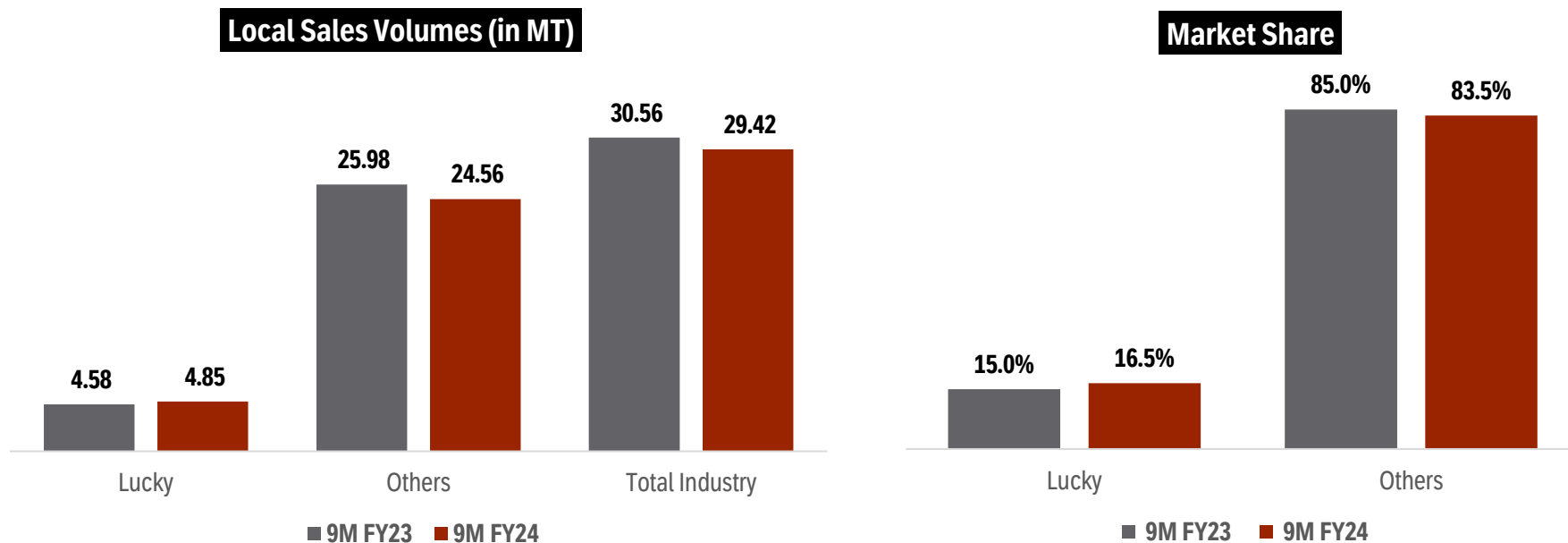
LEPCL successfully maintained 100% plant availability during 9M FY24

Industry Volumes & Market Share 9M FY24

Sales Volumes & Market Share - Domestic

The **domestic sales** of the company **increased** by **6.0%** to reach **4.85 MT** in 9M FY24

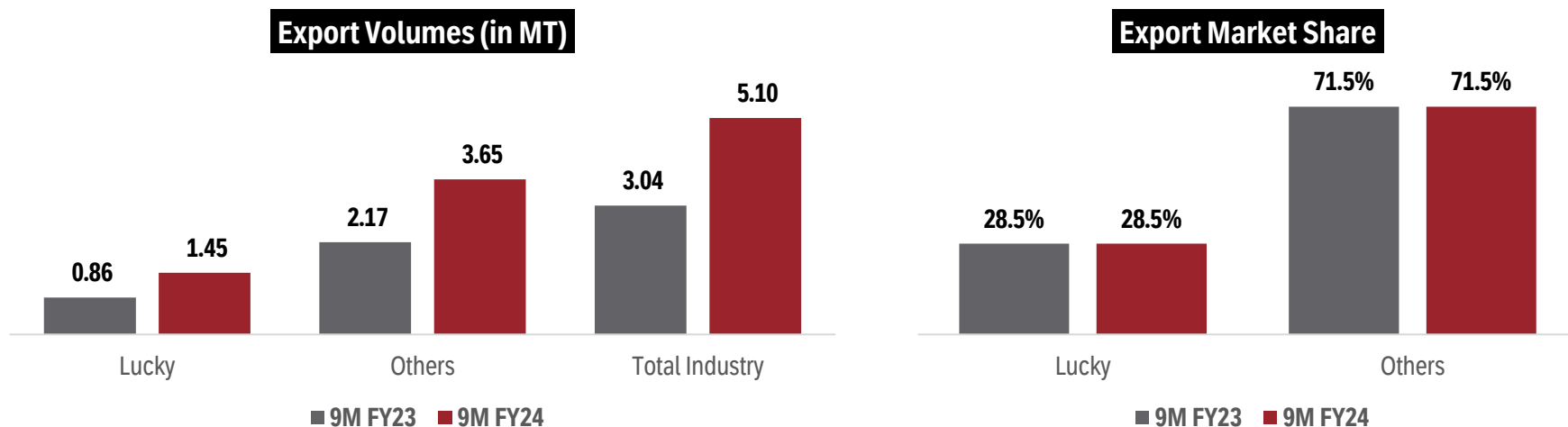
During 9M FY24, the **domestic market share** of the company clocked in at **16.5%** vs. 15.0% in the SPLY



Sales Volumes & Market Share - Export

The **export sales volumes** of the company increased by **68.0%** to reach **1.45MT** in 9M FY24. The increased in exports was attributable to increased viability on the back of falling coal prices

During 9M FY24, the **export market share** of the company remained stable to **28.5%** compared to 28.5% in the SPLY



Standalone Key Figures 9M FY24

Standalone Financial Figures for 9M FY24

Sales Revenue

24%



9M FY24

87.4 Billion

9M FY23

70.3 Billion

Gross Profit

57%



9M FY24

29.8 Billion

9M FY23

19.0 Billion

Operating Profit

65%



9M FY24

22.5 Billion

9M FY23

13.7 Billion

EBITDA

55%



9M FY24

27.1 Billion

9M FY23

17.5 Billion

Other Income

106%



9M FY24

9.1 Billion

9M FY23

4.41 Billion

Profit After Tax

68%



9M FY24

18.6 Billion

9M FY23

11.1 Billion

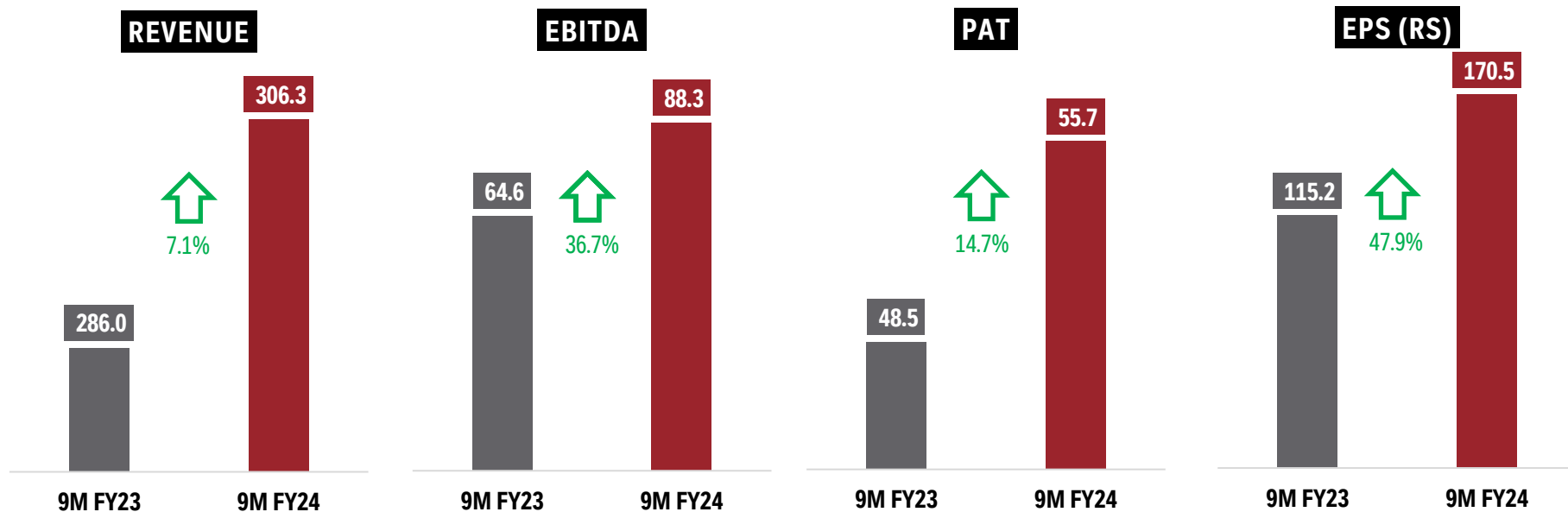


Consolidated Key Figures 9M FY24

Key Figures

All numbers in PKR billion except EPS

Consolidated: 9M FY24 vs 9M FY23





Outlook 9M FY24

Outlook

There is a notable emphasis on **economic stability and growth by the new government**. As the current financial year approaches its end, challenges arise with the conclusion of an ongoing IMF program and negotiations for a new, long-term program. **This requires careful fiscal consolidation and reform management.**

Cement

- With some **political stability** post the general elections, there is **optimism for increased government focus on the economy**, based on which we anticipate an **increase in cement demand in the medium term**
- Nevertheless, seasonal factors are anticipated to affect demand in the last quarter



Chemical

- The company's **diverse product portfolio** is expected to be a **key strength** in combatting any adverse impacts & deliver sustainable results
- The company remains committed to leveraging its diverse product portfolio whilst **sharply monitoring costs to minimize any adverse impacts** and deliver sustainable results.



Outlook

Timely development of a **balanced and growth-oriented budget for FY25 is crucial for maintaining economic stability** and securing approval for a new IMF program. Additionally, recent inflation trends showing a decline have **led to positive real interest rates for the first time in three years, suggesting potential for a cut in interest rates** in the near term.

Auto & Mobile Assembly

- The **outlook for the automobile sector is sluggish**
- LMC focus on **optimizing its operations and localization** will help reduce reliance on imported components competitiveness
- The **mobile industry is expected to show recovery** due to higher sales of low-end mobile phones



Power

- Lucky Electric Power Company expects **its dispatch factor to increase in the coming quarter** due to increased summer power demand
- LEPCCL is keenly following up on the **availability of Thar coal** for its plant which will help in not only **reducing the cost of power generated but will save valuable foreign exchange**



Q & A

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