



# Analyst Briefing 1Q FY25

12<sup>th</sup> November 2024



# Group Overview



Building Material



Automobile



Electronics

**SAMSUNG**

Chemicals, Agri Science,  
Animal Health, Pharma,  
Nutrition



**NUTRICO MORINAGA**

Power





# Key Operational Highlights

LEPCL successfully maintained **100%** plant availability during 1Q FY25

The Foreign cement operations continue to **show robust performance**

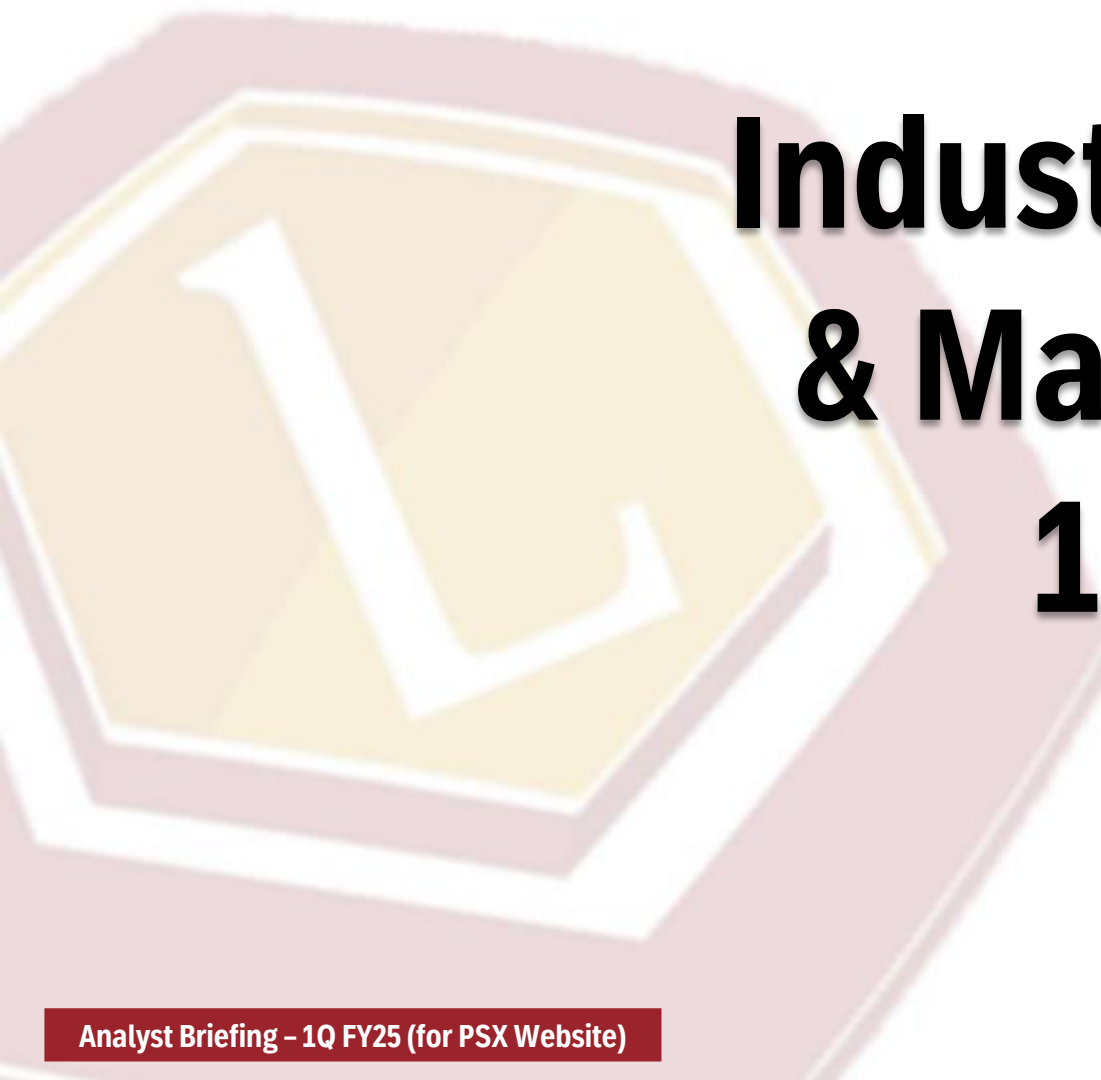
Volumetric **dispatches** increased by **1.8%**, in 1Q FY25 due to increase in exports

Pre-tax Operating Performance faced a notable decline of **20%** to **PKR 6.9bn**

Successfully commissioning of **28.8 MW captive wind power** project at the Karachi plant

**FY 1Q  
2025**





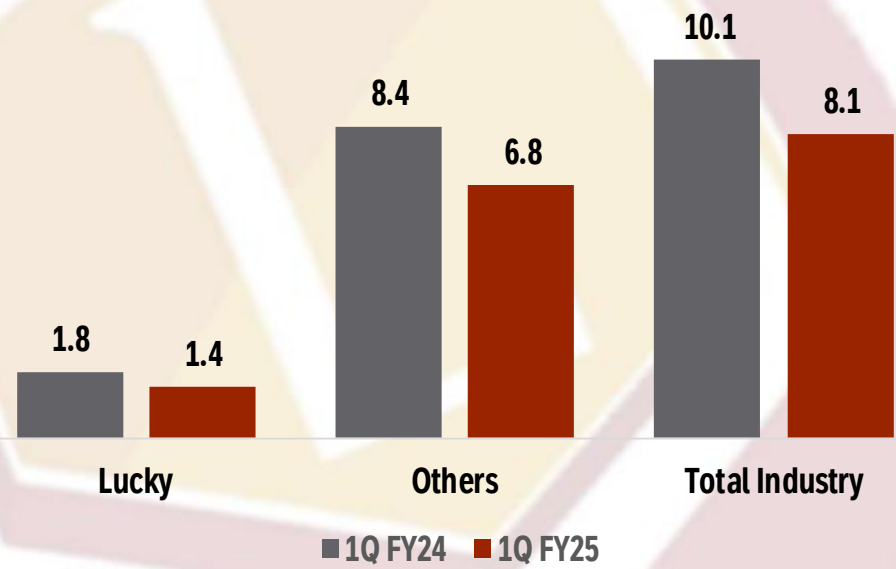
# **Industry Volumes & Market Share 1Q FY25**

# Sales Volumes & Market Share - Domestic

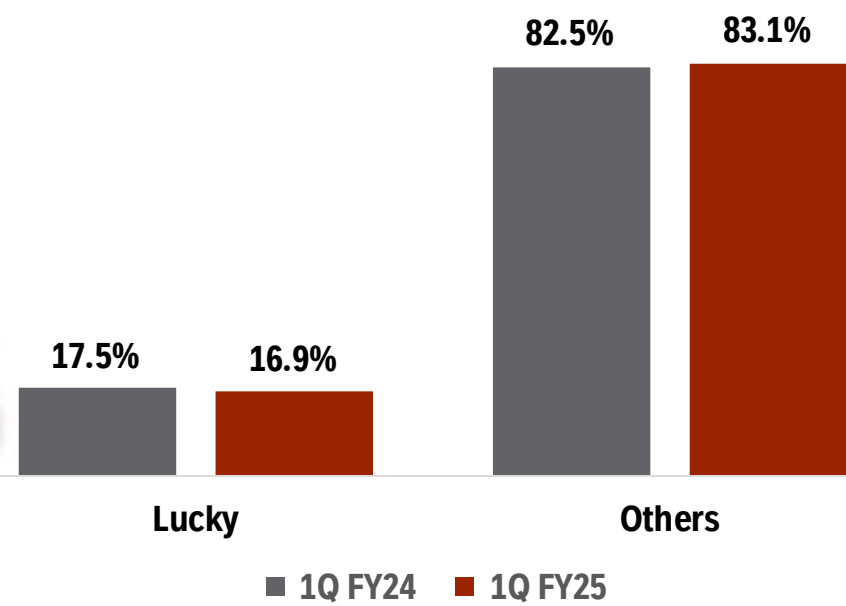
The **domestic sales** of the company **decreased** by **22.6%** to reach **1.4 MT** in 1Q FY25

During 1Q FY25, the **domestic market share** of the company clocked in at **16.9%** vs. 17.5% in the SPLY

Local Sales Volumes (in MT)



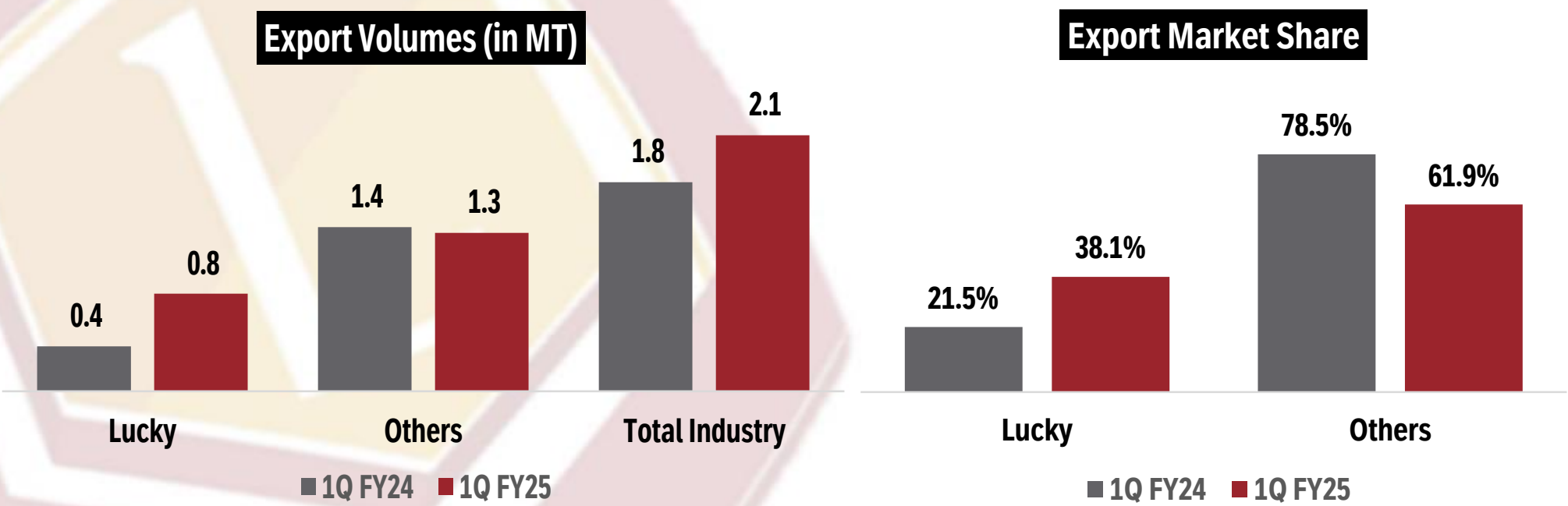
Market Share



# Sales Volumes & Market Share - Exports

The **export sales volumes** of the company increased by **117%** to reach **0.8MT** in 1Q FY25. The increase in exports was attributable to declining international coal prices, allowing the Company to increase exports and offset fixed costs.

During 1Q FY25, the **export market share** of the company increased significantly to **38.1%** compared to **21.5%** in the SPLY



A large, stylized, 3D-effect logo of the letter 'L' is positioned on the left side of the slide. The 'L' is white and set against a yellow-orange hexagonal background. This hexagon is further enclosed by a white border and a larger, semi-transparent pinkish-red hexagonal shape. The entire graphic has a slight drop shadow, giving it a three-dimensional appearance.

# **Standalone Key Figures 1Q FY25**



# Standalone Financial Highlights

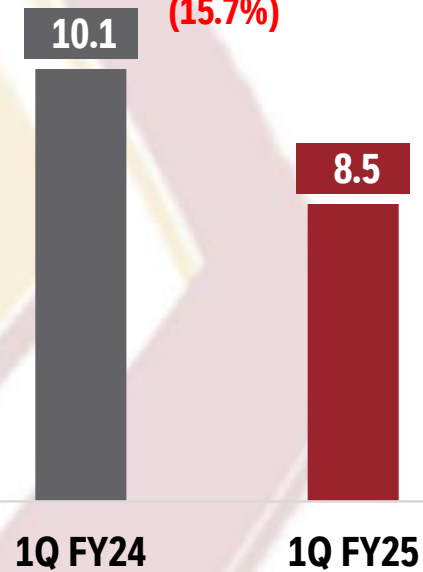
## 1Q FY25 Vs 1Q FY24

All numbers in PKR billion except EPS

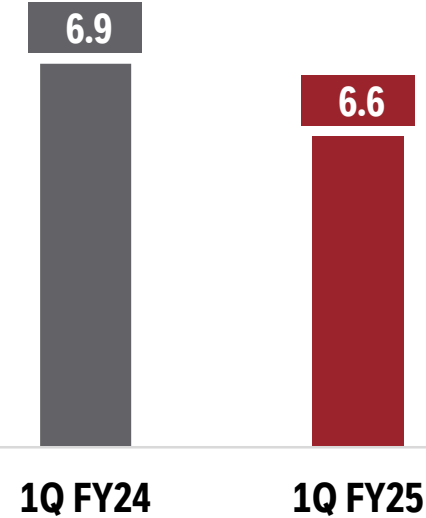
### REVENUE



### EBITDA



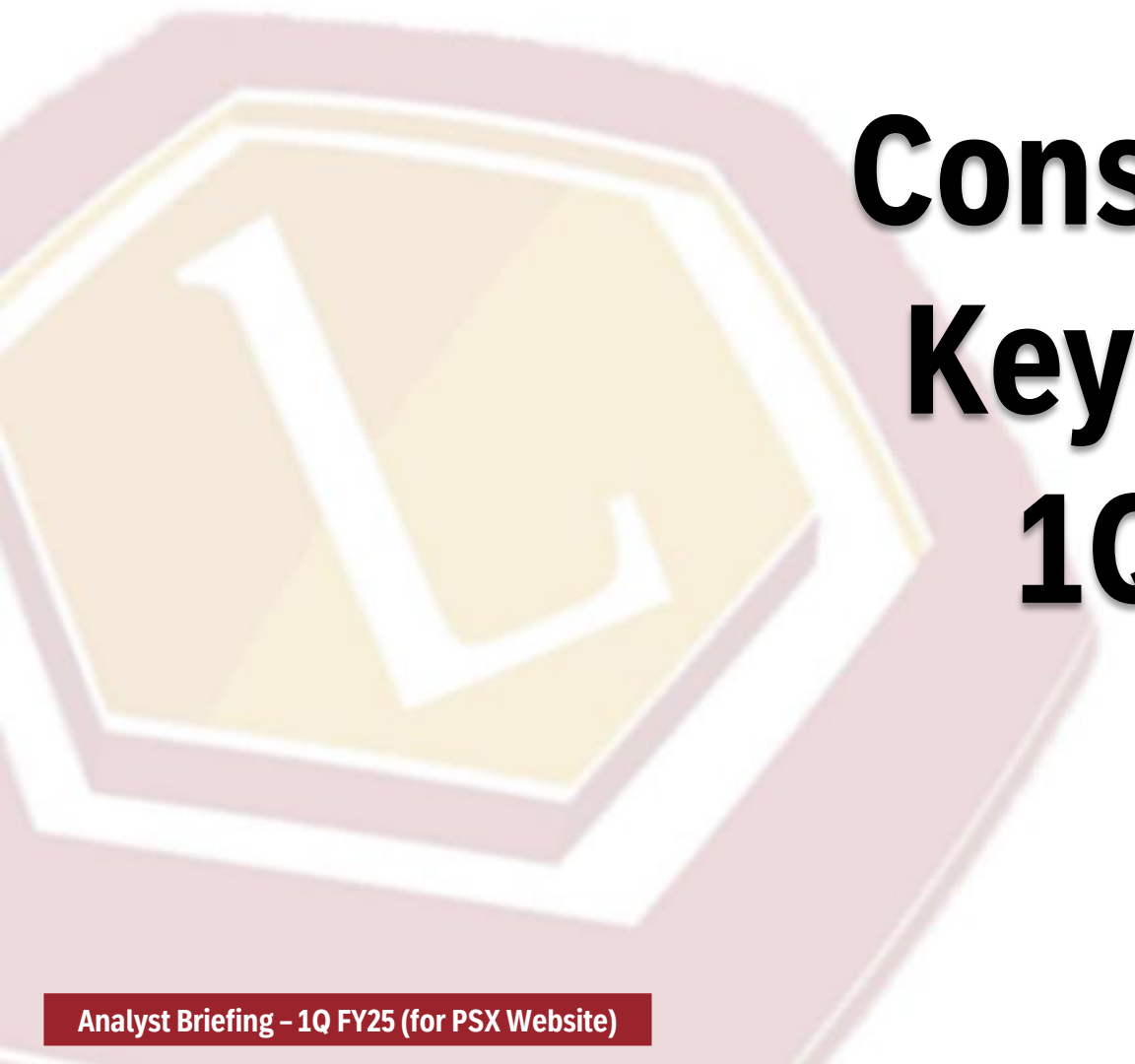
### PAT



### EPS (RS)





A large, stylized, 3D-effect logo of the letter 'L' is positioned on the left side of the slide. The 'L' is white and set against a yellow-orange hexagonal background, which is further enclosed by a pinkish-red border.

# **Consolidated Key Figures 1Q FY25**



# Consolidated Financial Highlights

## 1Q FY25 Vs 1Q FY24

All numbers in PKR billion except EPS

### REVENUE



7.3%

104.1

1Q FY24

111.6

1Q FY25

### EBITDA



(1.8%)

30.2

1Q FY24

29.7

1Q FY25

### PAT



2.3%

19.4

1Q FY24

19.8

1Q FY25

### EPS (RS)



5.8%

57.8

1Q FY24

61.2

1Q FY25

A large, stylized white letter 'L' is centered within a yellow hexagon. This hexagon is surrounded by a thick, light pink border that has a slight 3D effect with a drop shadow.

# **Outlook 1Q FY25**

After a period of decline, Large Scale Manufacturing (LSM) is showing signs of stability. This resurgence is expected to be supported by a favorable external environment, a stable exchange rate, and easing inflationary pressures. Additionally, an accommodative monetary policy, growing investor confidence, and global market recovery are poised to reinforce sustainable industrial growth.

## Cement

- **Cement demand was lower in Q1 FY25** compared to last year, but **easing inflation and reduced interest rates** may drive **future growth**.
- **Ongoing challenges persist due to the rebasing of utility tariffs and the fiscal measures** introduced in the FY25 budget, which continue to impact demand
- **Investments in renewable energy and improved efficiency** are expected to mitigate rising energy costs



## Chemical

- The company's **diverse product portfolio is a key strength in mitigating adverse impacts** and ensuring sustainable results.
- Concentrating on discovering **new sources of revenue, enhancing operational efficiency, and increasing shareholder returns** to guarantee a robust and sustainable future.



Looking ahead, the recently approved IMF program offers a beacon of hope for Pakistan's economy. It underscores the importance of fiscal discipline, prudent financial management, and constructive engagement with international financial institutions.

## Auto & Mobile Assembly

- **The outlook for the automobile sector is gradually shifting positively.** LMC's focus on operational optimization and localization aims to protect profit margins and boost competitiveness amid market recovery
- Mobile phone sector faces **higher taxation** but has a positive outlook due to the **potential of low-cost smartphones**.



## Power

- **Power sector faces significant financial challenges due to circular debt** and issues within the electricity transmission and distribution infrastructure.
- **Commencement of Thar coal supply** next year will help improve its merit order and **reduce electricity supply costs to the National Grid**.







# Q & A

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