



Analyst Briefing 9M FY25

28th April 2025



Group Overview

Building Material



Automobile



Electronics

SAMSUNG

Chemicals, Agri
Science, Animal
Health, Pharma



NUTRICO MORINAGA

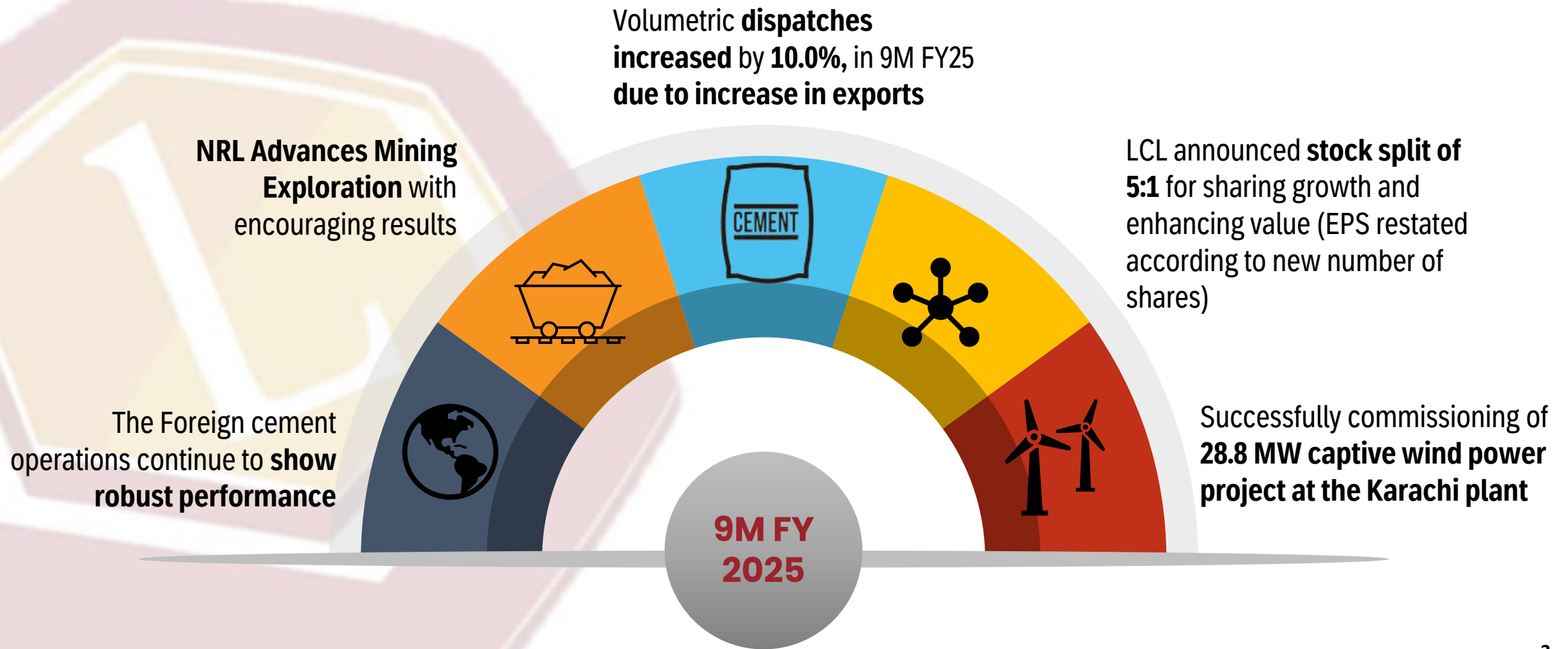
Power



Mining



Key Operational Highlights





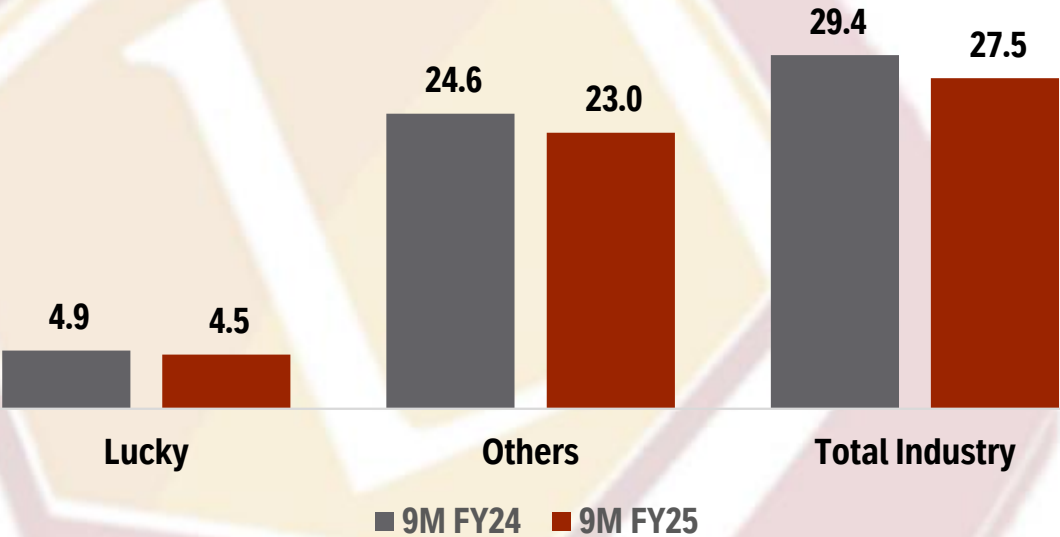
Industry Volumes & Market Share 9M FY25

Sales Volumes & Market Share - Domestic

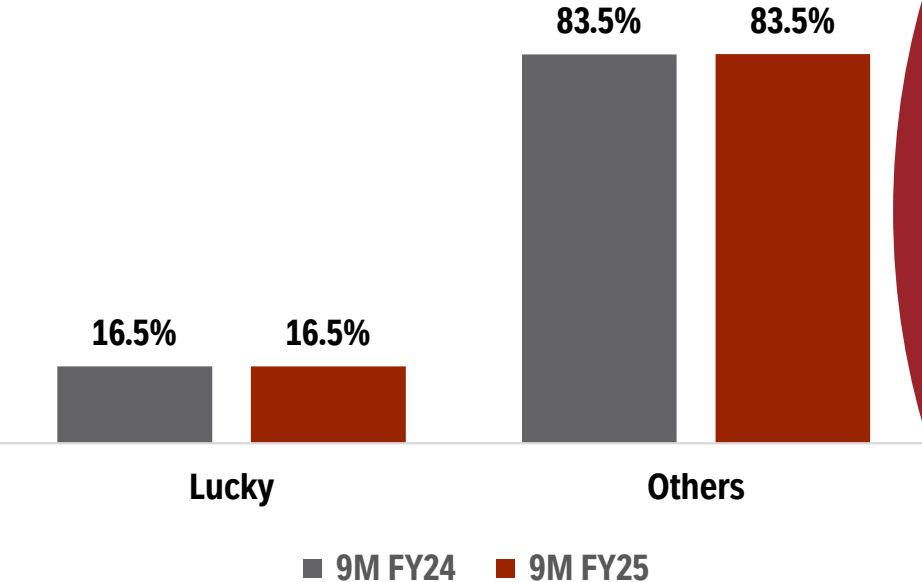
The **domestic sales** of the company **decreased** by **9.1%** to reach **4.5 MT** in 9M FY25

During 9M FY25, the **domestic market share** of the company clocked in at **16.5%**, **remained stable on yearly basis**.

Local Sales Volumes (in MT)



Market Share

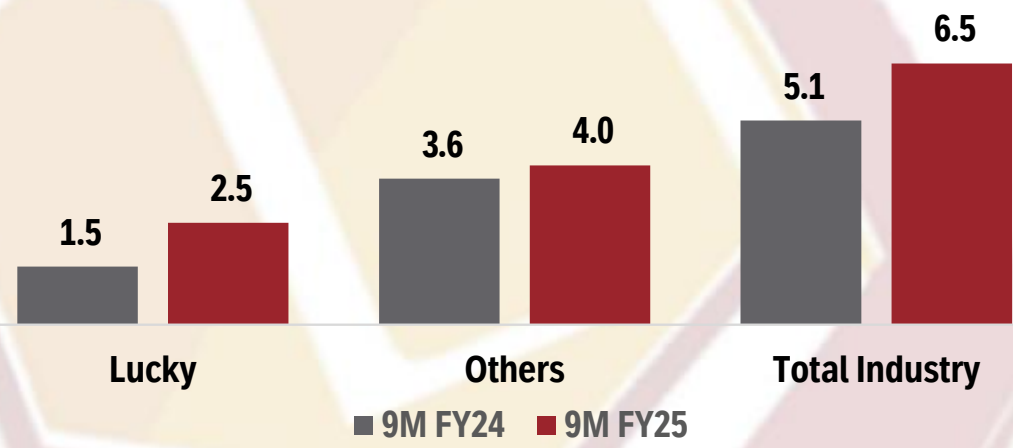


Sales Volumes & Market Share - Exports

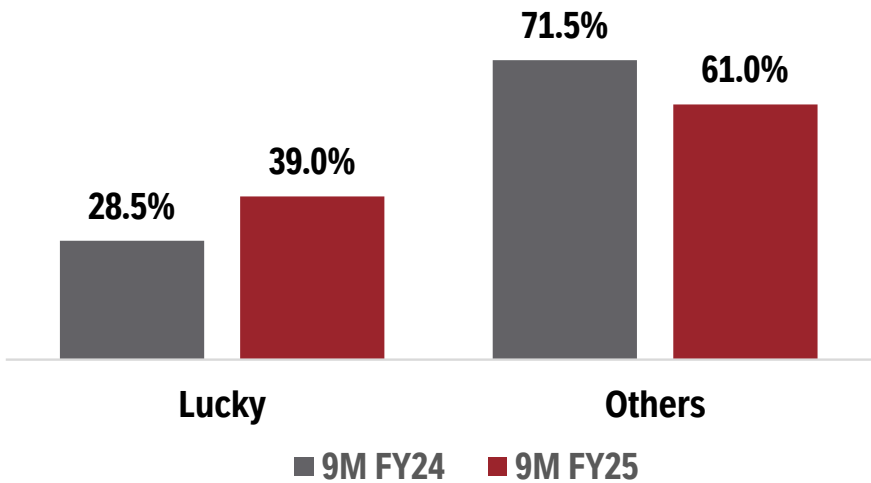
The **export sales volumes** increased by **75.6%** to reach **2.5MT** in 9M FY25, primarily driven by improved global demand as well as access to new export markets.


During 9M FY25, the **export market share** of the company increased significantly to **39.0%** compared to **28.5%** in the SPLY.

Export Volumes (in MT)



Export Market Share



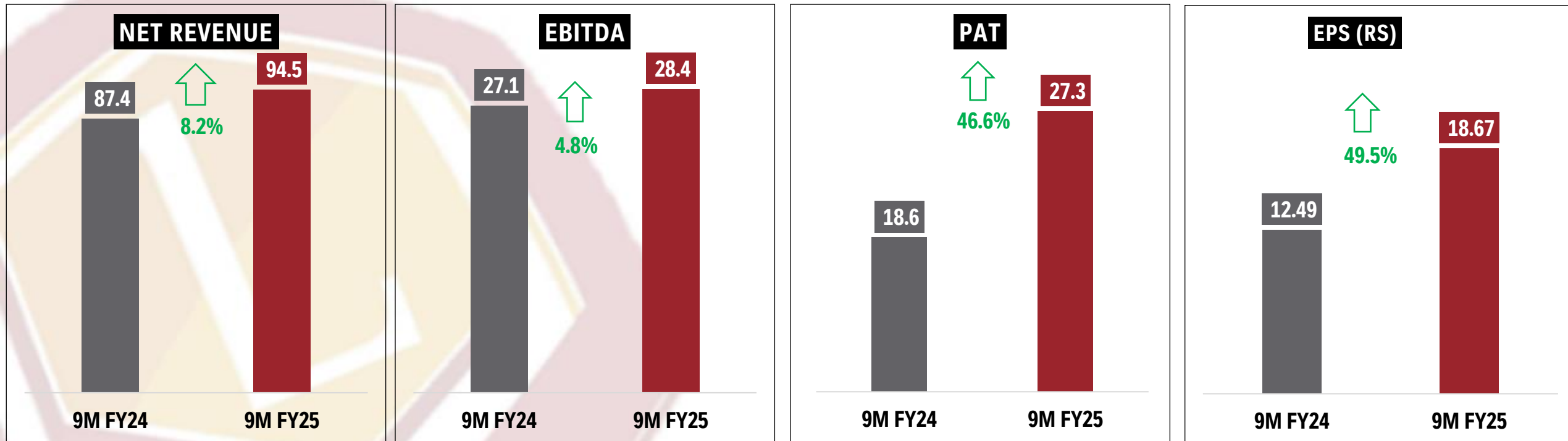



Standalone Key Figures 9M FY25

Standalone Financial Highlights

9M FY25 Vs 9M FY24

All numbers in PKR billion except EPS



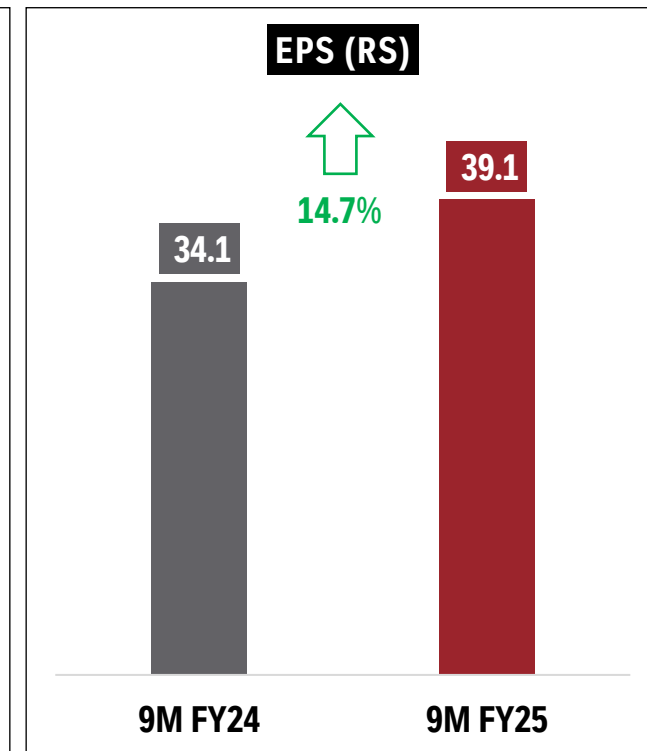
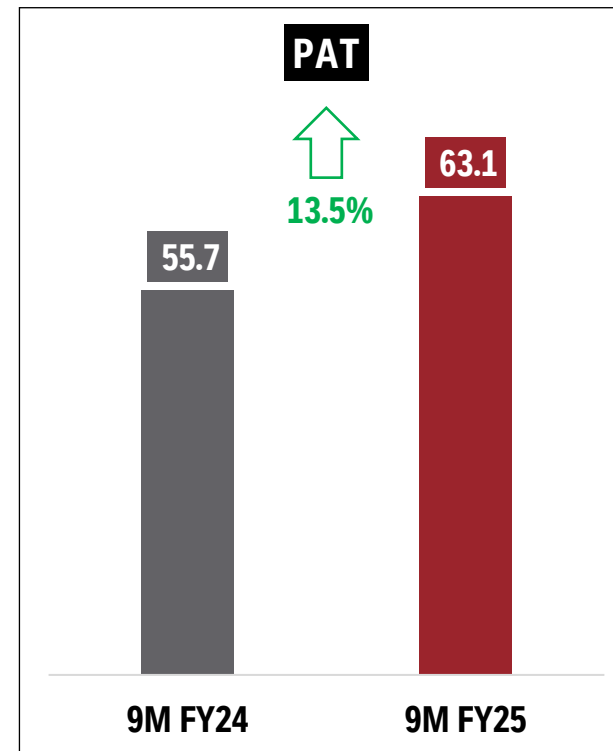
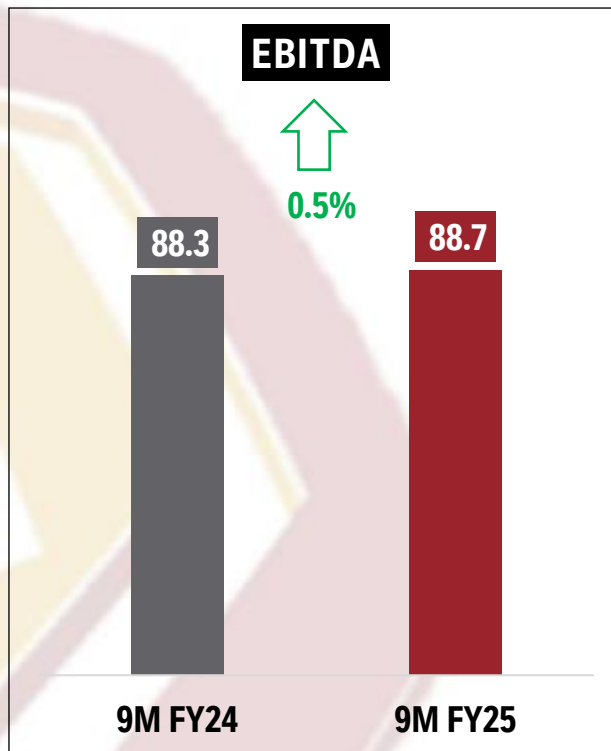
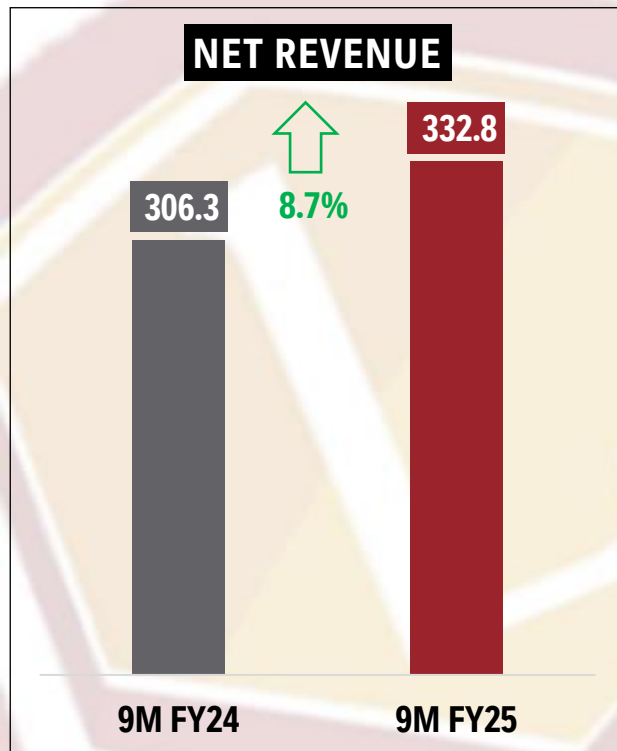


Consolidated Key Figures 9M FY25

Consolidated Financial Highlights

9M FY25 Vs 9M FY24

All numbers in PKR billion except EPS





Outlook

9M FY25

Pakistan's near-term economic outlook **remains stable** due to encouraging macroeconomic trends such as **currency stability, lower inflation, and a current account surplus**. With inflation on a downward trajectory, there is a possibility that the SBP may consider further policy rate cuts. However, sustaining growth in **value-added exports** will depend on resolving supply chain bottlenecks and lowering energy prices. A reduction in energy costs will be key to supporting industrial competitiveness and facilitating a broader economic recovery.

Cement

- The reduction in **interest rates** and **easing inflation** are expected to support **medium-term demand**, long-term growth will hinge on a sustained **revival in domestic economic activity** and the reactivation of **large-scale infrastructure projects**.
- Investments in renewable energy and improved efficiency are expected to mitigate rising energy costs



Chemical

- Despite ongoing challenges, LCI is well-positioned to handle future uncertainties due to its **strong balance sheet and diversified portfolio** aligned with Pakistan's core economy
- Looking ahead, LCI will focus on **identifying new revenue streams, optimizing operating costs, and maximizing shareholder returns** to ensure a resilient and sustainable future



The government's continued focus on fiscal discipline and structural reforms will be important in building investor confidence and maintaining macroeconomic stability. While challenges remain on the external front, the outlook for the economy is cautiously optimistic, with potential for moderate growth

Automobile & Mobile Assembly

- The outlook for the automobile sector is gradually **shifting positively** compared to previous periods. Leveraging on operational optimization and localization strategies, hence enhancing the competitiveness in a recovering market
- In the mobile phone sector, LMC is focusing on **affordable smartphones to capture a larger market share** and meet the demand for **cost-effective solutions, despite taxation challenges**



SPORTAGE
Launched in **Feb'25**



EV9
Launched in **Feb'25**

Power

- The Government initiatives such as plans to **resolve the circular debt, reduce tariffs, and enhance grid infrastructure** are commendable steps toward sectoral stability and improved offtake
- With the commencement of Thar coal supply next year, LEPCL aims to **improve its merit order and reduce the cost of electricity supply to the National grid**





Q & A

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