



1st Half FY 23 Corporate Briefing





About FCCL

Sustainability Initiatives

Industry Overview

Financial Overview

Future Outlook

About Fauji Cement

Vision & Mission



Vision

To be a role model cement manufacturing Company, benefiting all stakeholders and fulfilling corporate social responsibilities while enjoying public respect and goodwill

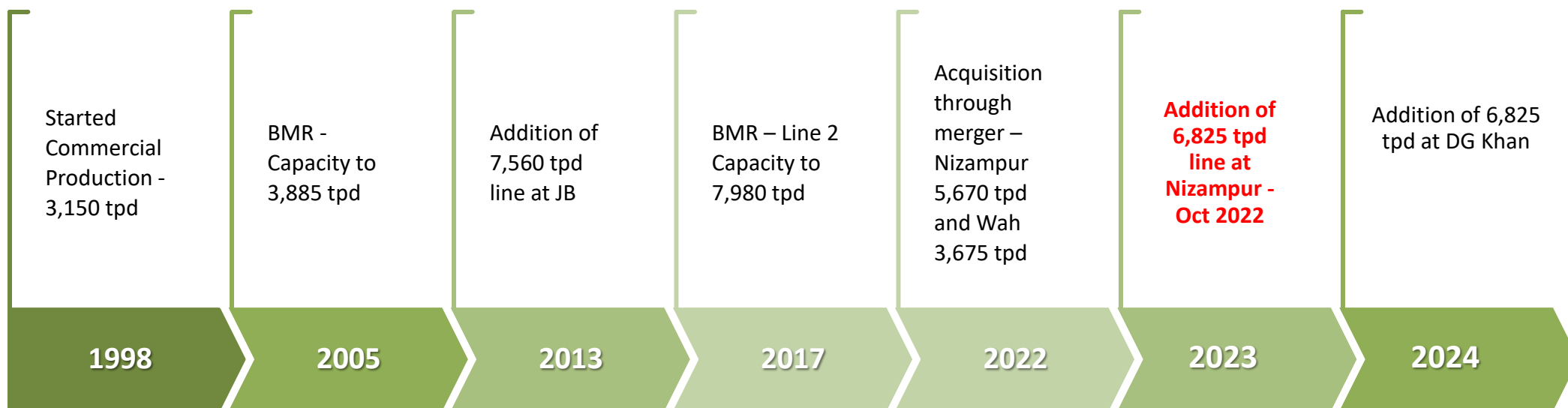
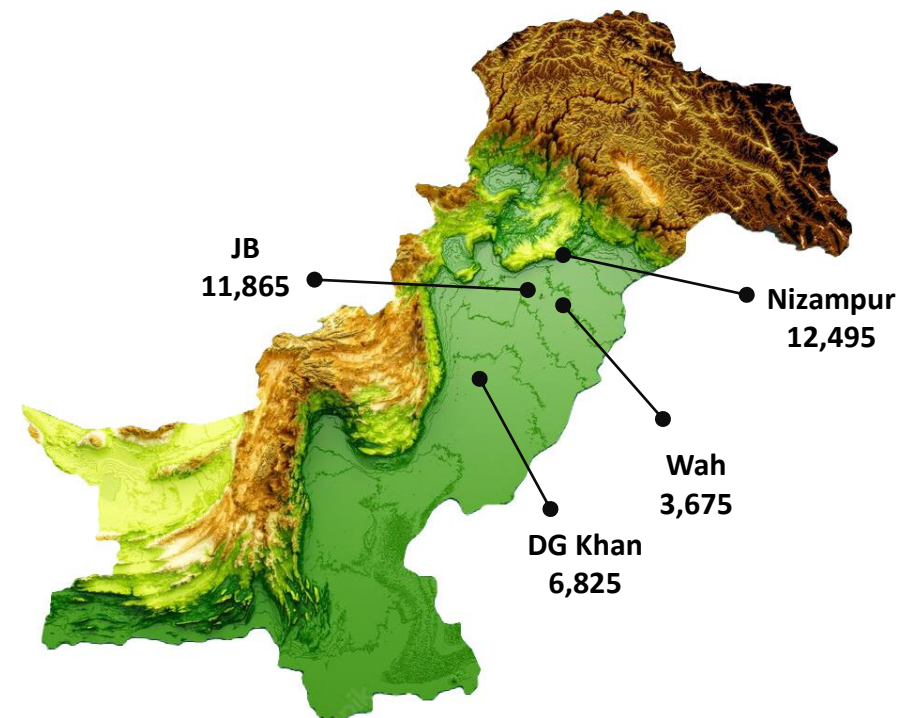
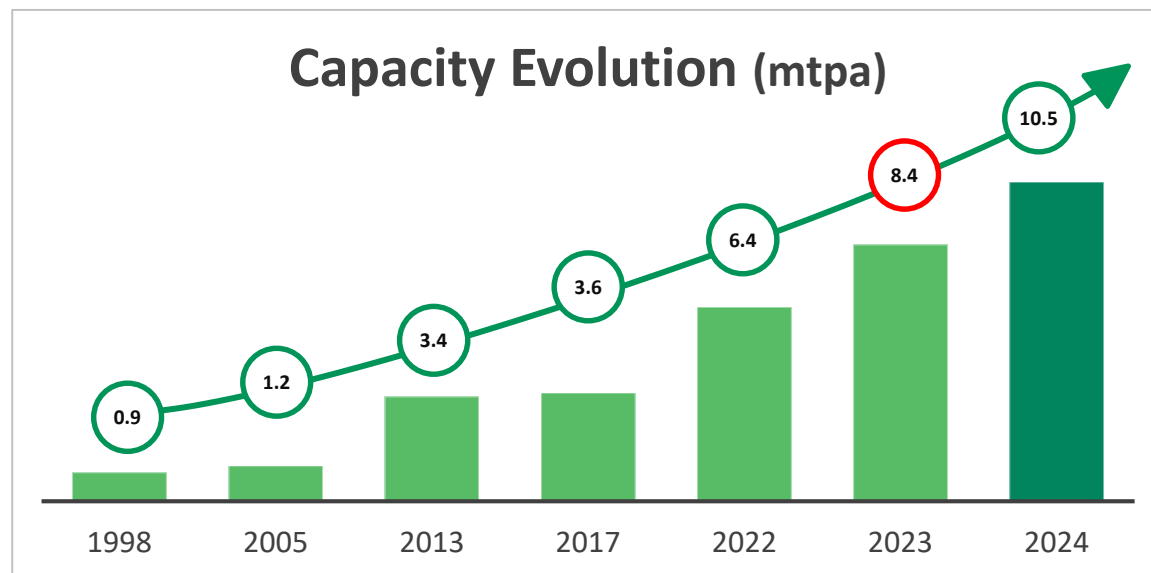


Mission

FCCL while maintaining its leadership position in quality of cement maximizes profitability through reduced cost of production and enhanced share in domestic and international markets

About Fauji Cement

Journey Towards becoming 3rd Largest – Balanced Growth



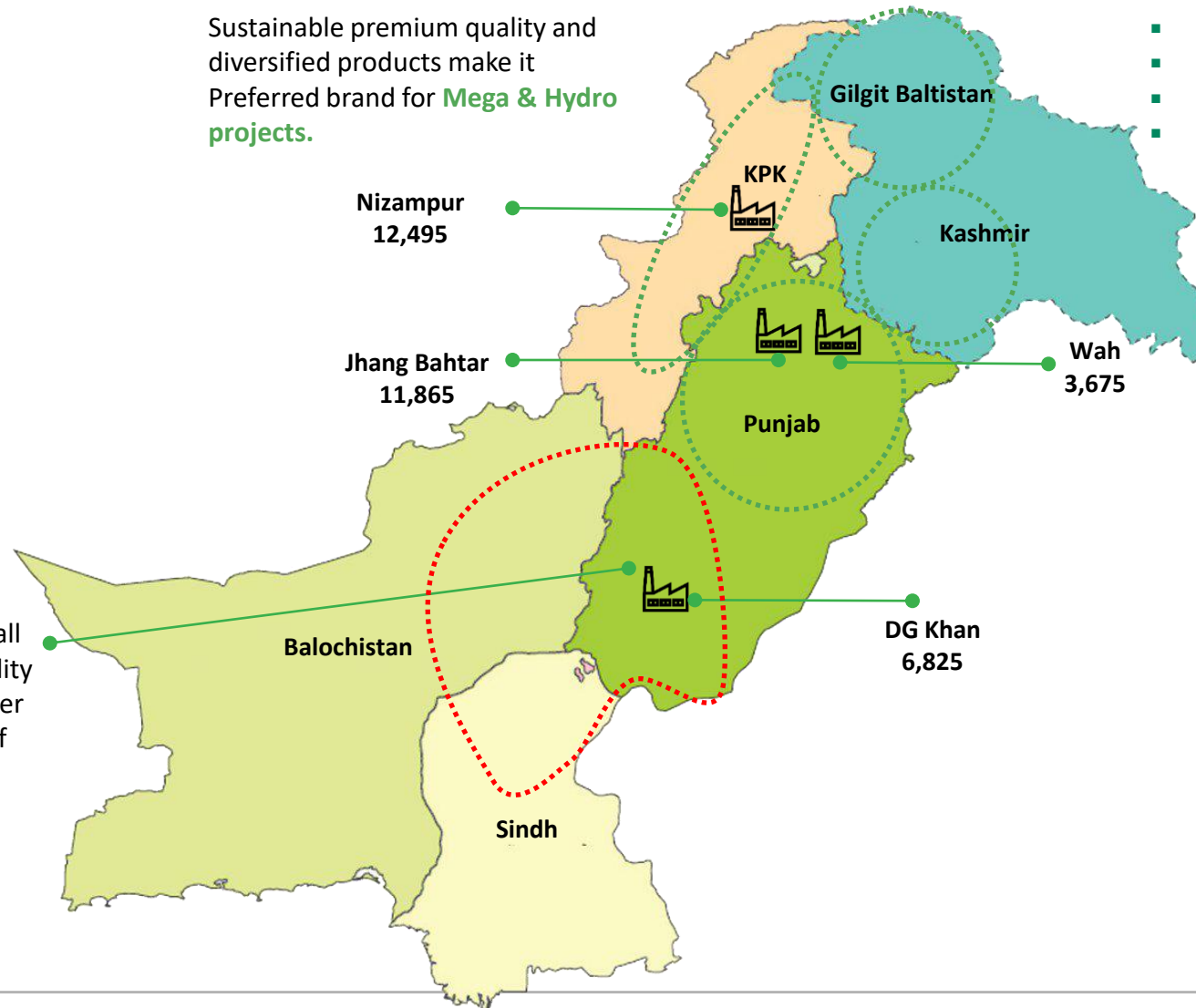
About Fauji Cement

Journey Towards 3rd largest – Strong Market Fundamentals

Sustainable premium quality and diversified products make it Preferred brand for **Mega & Hydro projects.**

Strong presence and market Leader through premium cement products in

- KPK
- AJK
- Hazara
- North Punjab
- Central Punjab



Enhancing Geographical outreach all over Pakistan to increase accessibility and customer base to achieve better retentions after commencement of DG Khan Operations

- Southern Punjab
- Balochistan
- Lower Sindh

..... Current Markets
..... Future Markets



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Sustainability Initiatives

Renewable Energy Generation

- Increase substantially the share of renewable energy in the global energy mix.
- Increase Sales of Green Cement by reducing clinker factor. (10% of 1st half Sales)
- Substantially reduce waste generation through prevention, reduction, recycling, and reuse, to strengthen their scientific and technological capacity to move towards more sustainable patterns of consumption and production

CAPTIVE SOLAR POWER PLANTS

	Jang Bahtar	Wah
Capacity MW	20	8.6
HYE 2022-23 (MWH)	13,984	4,800
CO2 avoided (Tons)	7,325	2,514

11MW solar power plant erection is under progress at Nizampur

WASTE HEAT RECOVERY POWER PLANTS

	Jang Bahtar	Wah	Nizampur
Capacity MW	21	7.5	19
HYE 2022-23 (MWH)	46,139	9,379	21,747
CO2 avoided (Tons)	24,168	4,912	11,391

Addition of 7MW WHRP at Nizampur during the period

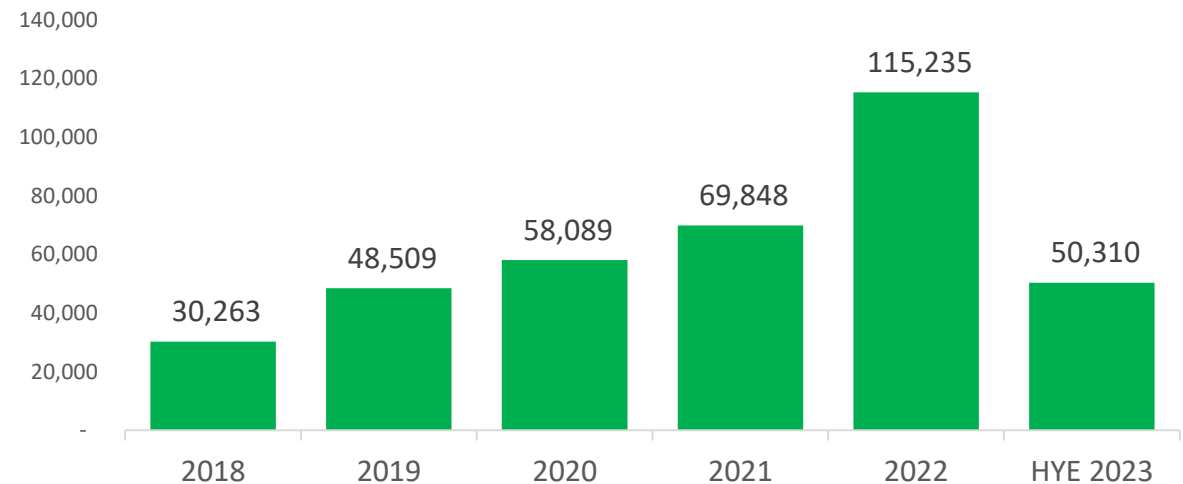
AFFORDABLE AND
CLEAN ENERGY



RESPONSIBLE
CONSUMPTION
AND PRODUCTION



Carbon emission reductions (Tons)





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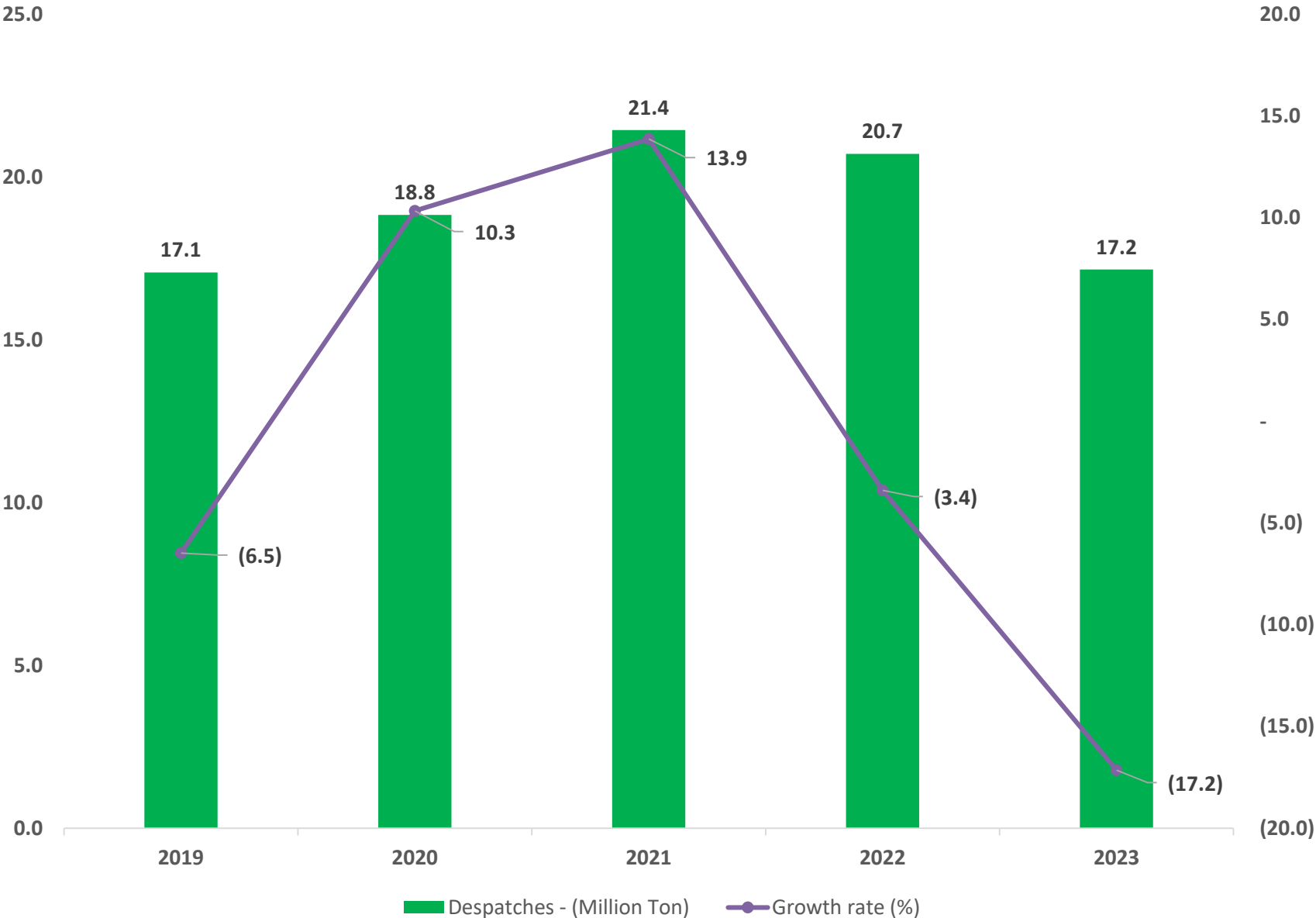
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CEMENT INDUSTRY OVERVIEW – NORTH (HYE)



DISPATCHES

INDUSTRY (MT)			
	2023	2022	Var. (%)
Local	16.6	20.2	(18)
Export	0.58	0.54	7
Total	17.2	20.7	(17)

FCCL (MT)			
	2023	2022	Var. (%)
Local	2.2	2.7	(19)
Export	0.24	0.17	41
Total	2.46	2.87	(14)



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Sustainability Initiatives

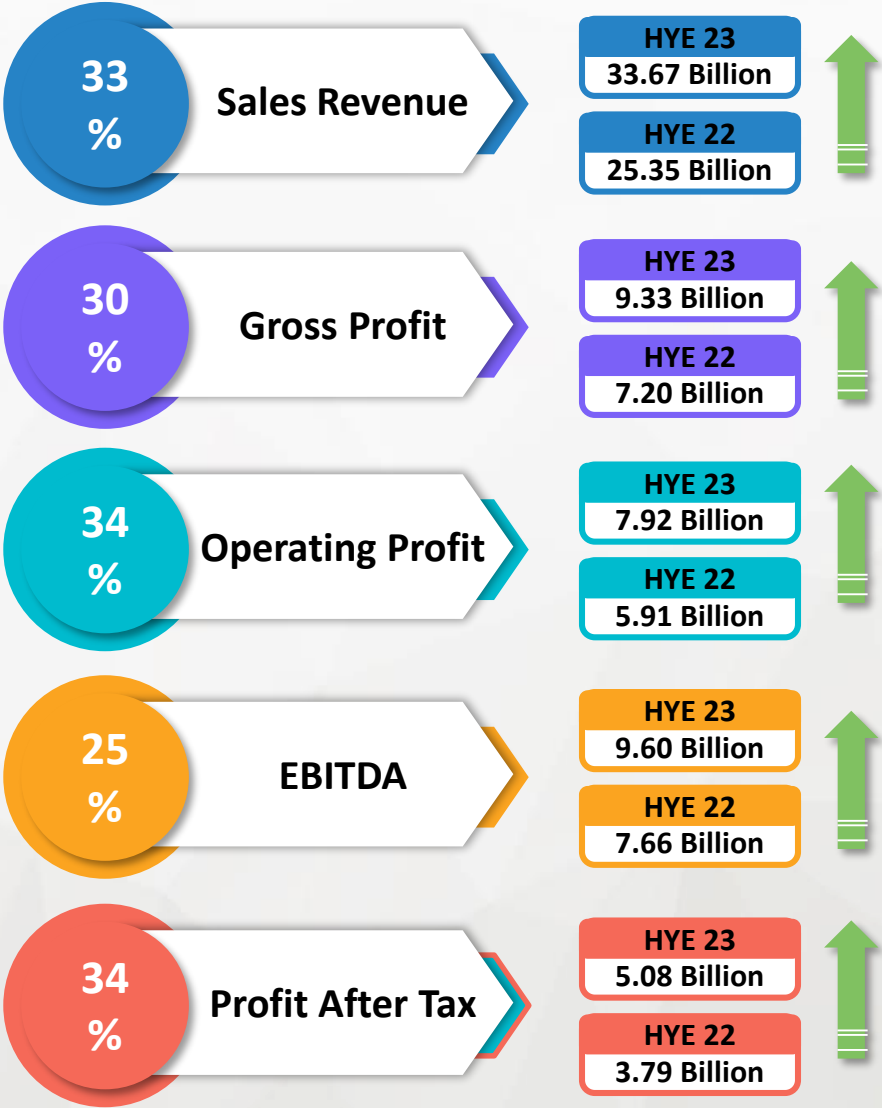
Industry Overview

Financial Overview

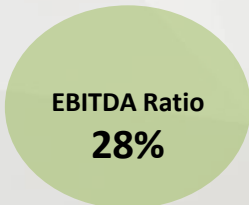
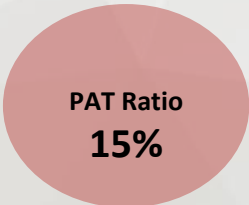
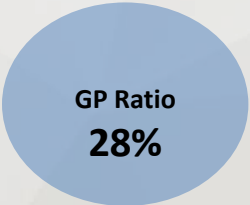
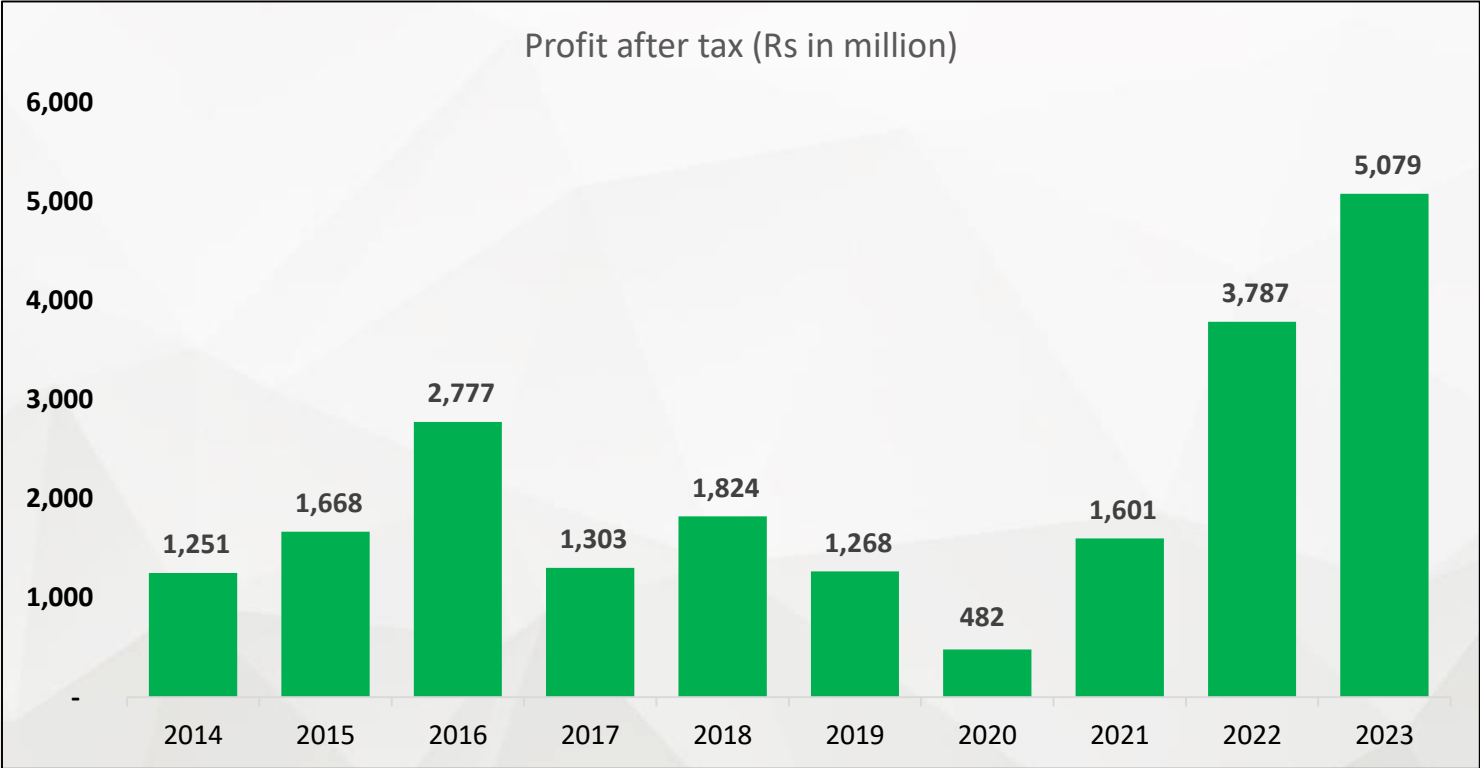
Future Outlook

Financial Overview

KEY HIGHLIGHTS



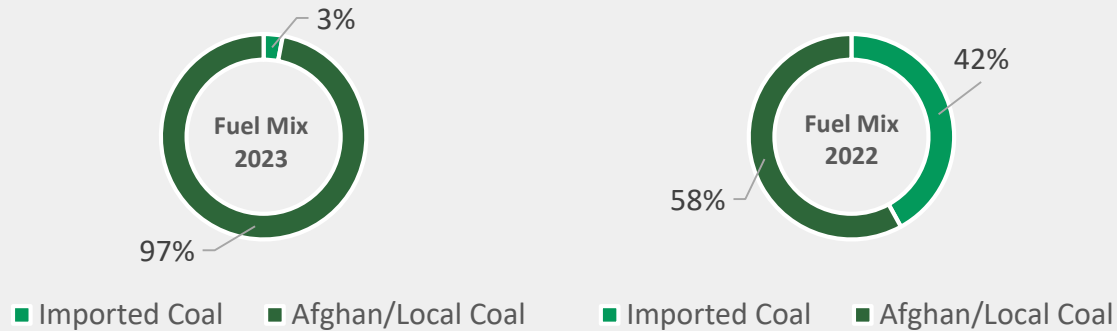
Highest Ever Half Yearly Profit



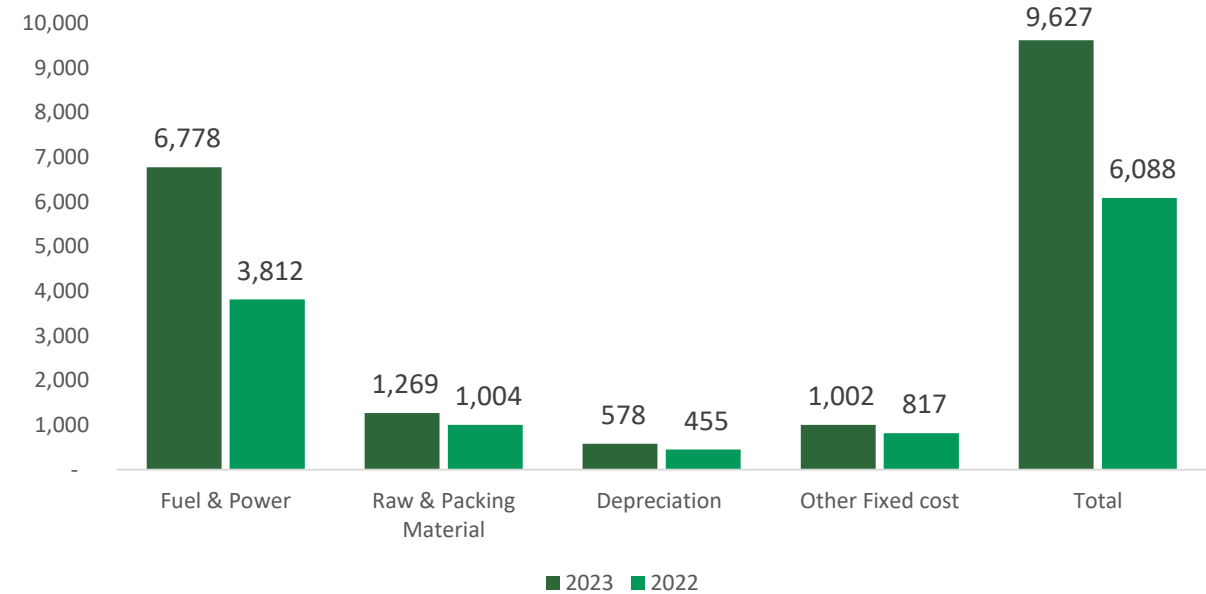
Financial Overview - COST OF PRODUCTION

Fuel

- 80% increase in coal prices
- Maximum utilization of local coal

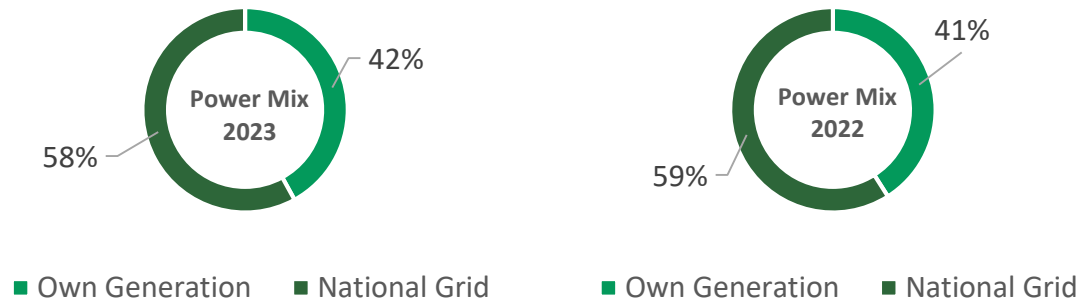


- Saving of Rs.195 per ton of cement produced



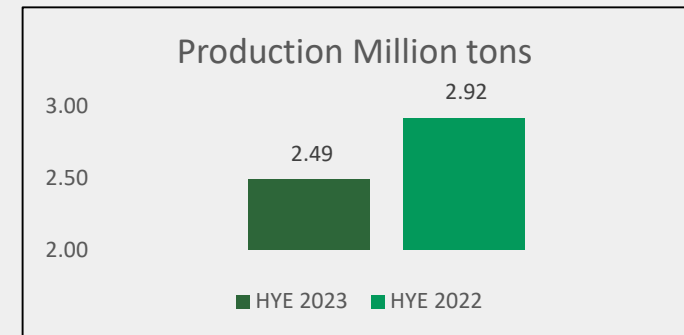
Power

- 34% increase in IESCO/PESCO tariff



- Commissioning of 8.6 MW Solar PP at Wah

Fixed Cost



- Inflationary impact of increasing costs
- HR optimization and other cost initiatives resulted in savings of Rs. 110 per ton of cement produced



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- Dispatches increased 30% in Q2 compared to Q1 as the impact of flooding receded. However Overall YoY basis a decline is expected in FY 23
 - Exports to Afghanistan are showing signs of recovery in FY 23. Up 41% YoY.
 - Continuing journey to become lowest cost producer
 - Timely completion of Expansion-DG to improve market share – Expected by end of 2023
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Q & A Session

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