



LCK/CS/2023-24

August 23, 2023

The General Manager
Pakistan Stock Exchange Limited
Stock Exchange Building
Stock Exchange Road
Karachi

Subject: CORPORATE BRIEFING SESSION

Dear Sir,

This is to inform you that the Corporate Briefing Session of Lucky Cement Limited is scheduled to be held on Wednesday, August 30, 2023, at 4:00 p.m., at Pakistan Stock Exchange Auditorium, Karachi, as well as through Zoom, to brief the investors/analysts about Company's current financial performance and outlook.

Zoom details are given below:

Meeting ID: 860 7294 0397

Passcode: 799682

<https://us02web.zoom.us/j/86072940397?pwd=RTh3SVdpUGVCQTliUjVSVG1wNEpldz09>

For any queries please contact:

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We would appreciate your assistance in communicating this information to members of the Exchange.

Thanking you,

Yours truly
For: **LUCKY CEMENT LIMITED**

FAISAL MEHMOOD
GM Finance & Company Secretary

Lucky Cement Limited

(KARACHI BRANCH / MAILING ADDRESS):

6-A, Mohammad Ali Housing Society, A. Aziz Hashim Tabba Street, Karachi-75350.

U.A.N: 111-786-555 F: 34534302 E: info@lucky-cement.com

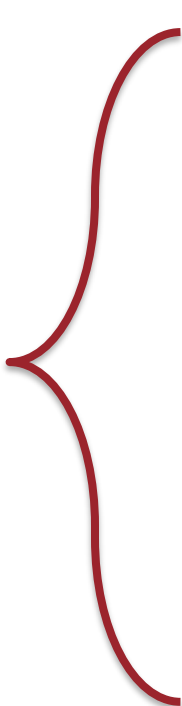
URL: www.lucky-cement.com



Analyst Briefing FY23

30th August 2023

Group Overview



Building Material



Automobile



Electronics

SAMSUNG

Chemicals, Agri Science,
Animal Health, Pharma,
Nutrition



NUTRICO MORINAGA

Power



Key Messages



Line-2
commissioned at
PEZU increasing
the capacity of
LUCK to 15.30
MTPA

Pre-tax
Operating
performance
increased by
16.2%, to **PKR**
18.9B in **FY23**,
despite
economic
challenges.

Lucky
commenced a
second share
Buyback of
23.8M shares. As
of 30th June, **1.6**
million shares
were purchased
under this buy-
back

COD achieved of
34 MW solar at
PEZU during
FY23.

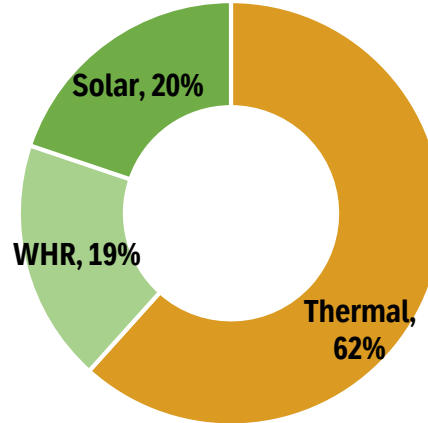
KP Solar also
achieved COD
during **1QFY24**.

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

LEPCL
successfully
resolved teething
issues and
achieved 100%
plant
availability
during **4QFY23**

Installed Energy Mix

**Current Power Mix
(After Karachi Solar Plant)**



WHR: Waste Heat Recovery

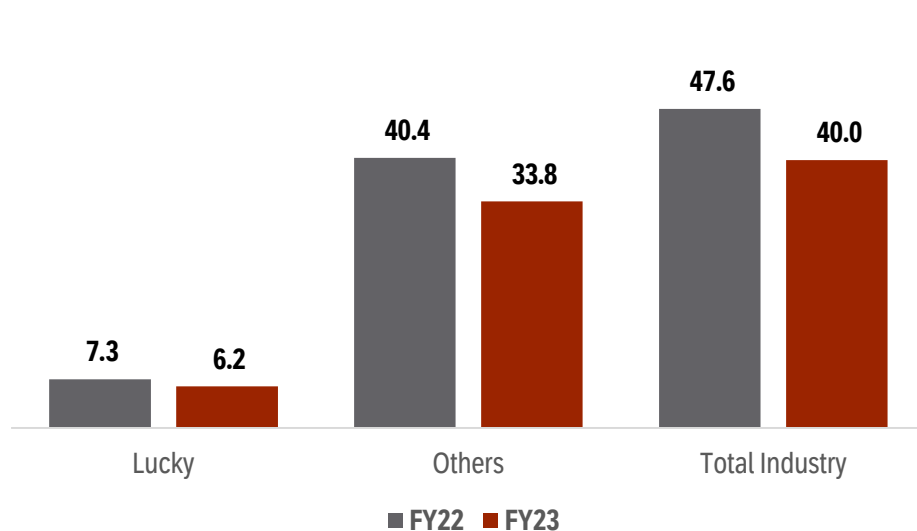
Industry Volumes & Market Share FY23

Sales Volumes & Market Share - Domestic

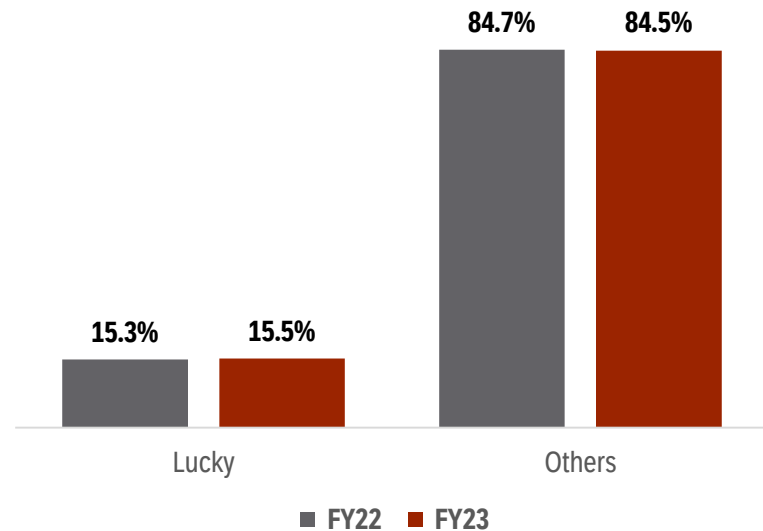
The **domestic sales** of the company decreased by **14.9%** to reach **6.2 MT** in FY23

During FY23, the **domestic market share** of the company clocked in at **15.5%** vs. 15.3% in the SPLY

Local Sales Volumes (in MT)



Market Share

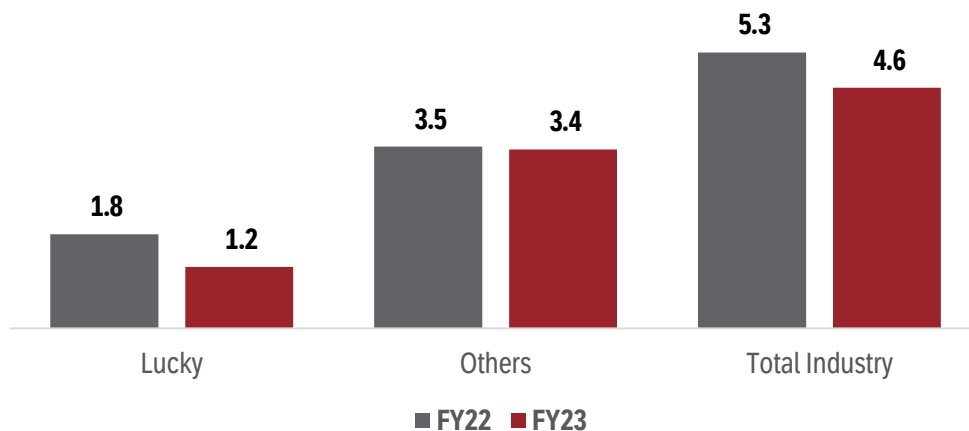


Sales Volumes & Market Share - Export

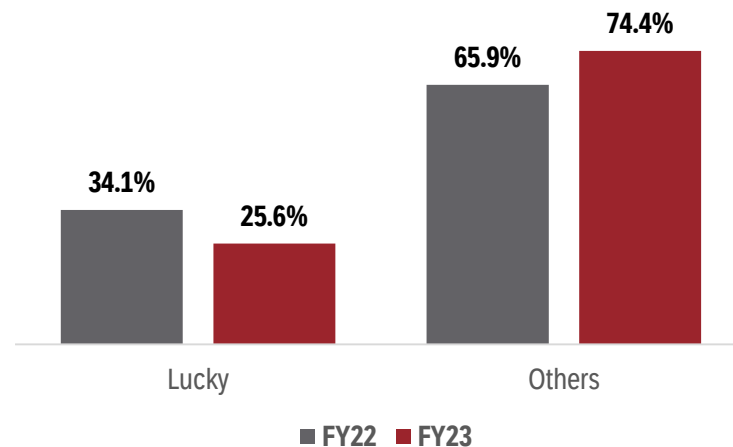
The **export sales volumes** of the company decreased by **34.7%** to reach **1.2MT** in FY23. The decline in exports was attributable to non-viability in terms of pricing on the back of persistent high coal prices, coupled with increased shipping freights.

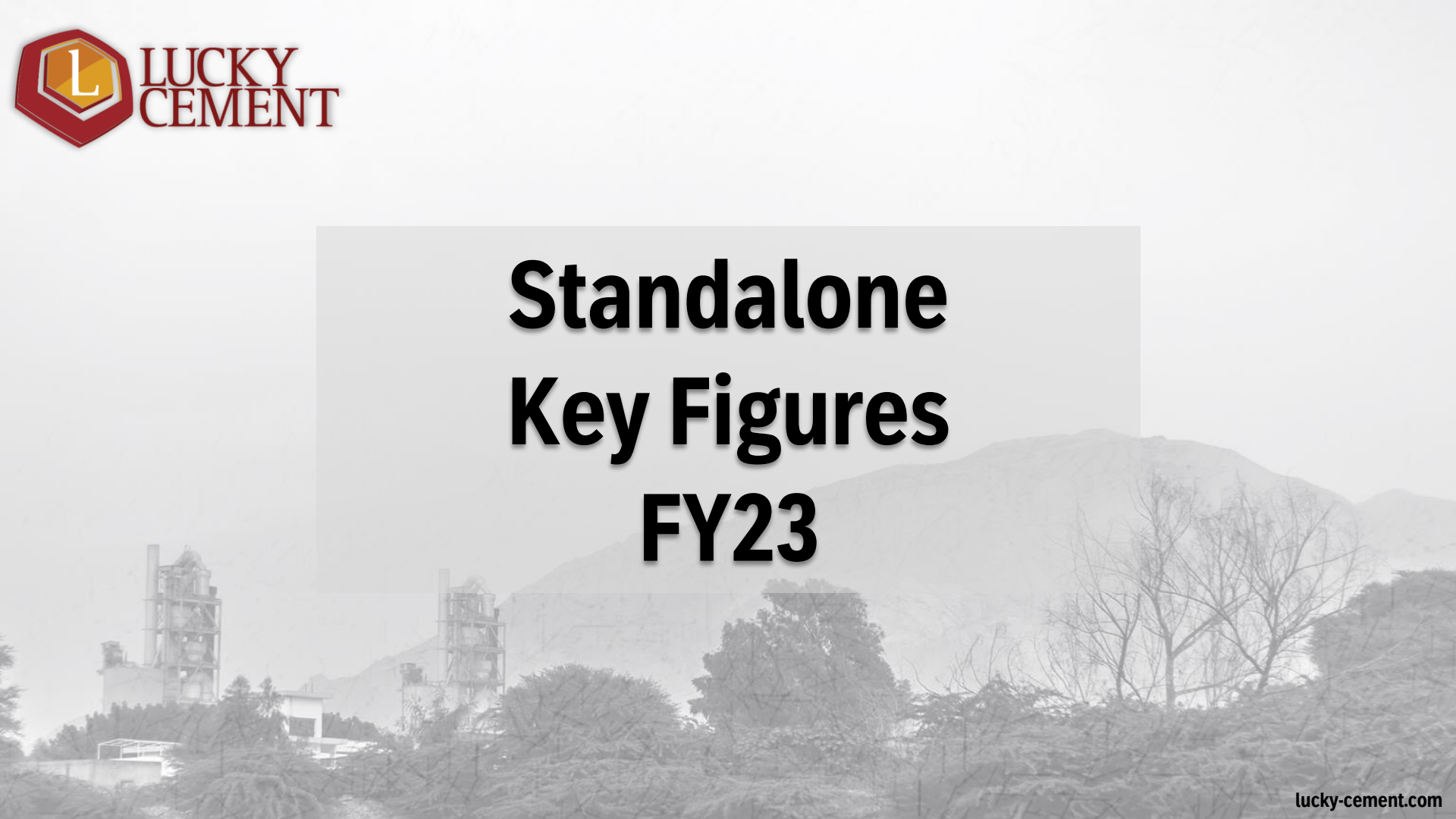
During FY23, the **export market share** of the company was **25.6%** compared to 34.1% in the SPLY

Export Volumes (in MT)



Export Market Share





Standalone Key Figures FY23

Standalone Financial Figures for FY23

Sales Revenue

18%



FY23

95.8 Billion

FY22

81.1 Billion

Gross Profit

16%



FY23

26.1 Billion

FY22

22.6 Billion

Operating Profit

16%



FY23

18.9 Billion

FY22

16.3 Billion

EBITDA

16%



FY23

24.2 Billion

FY22

20.8 Billion

Other Income

(18%)



FY23

6.0 Billion

FY22

7.4 Billion

Profit After Tax

(10%)

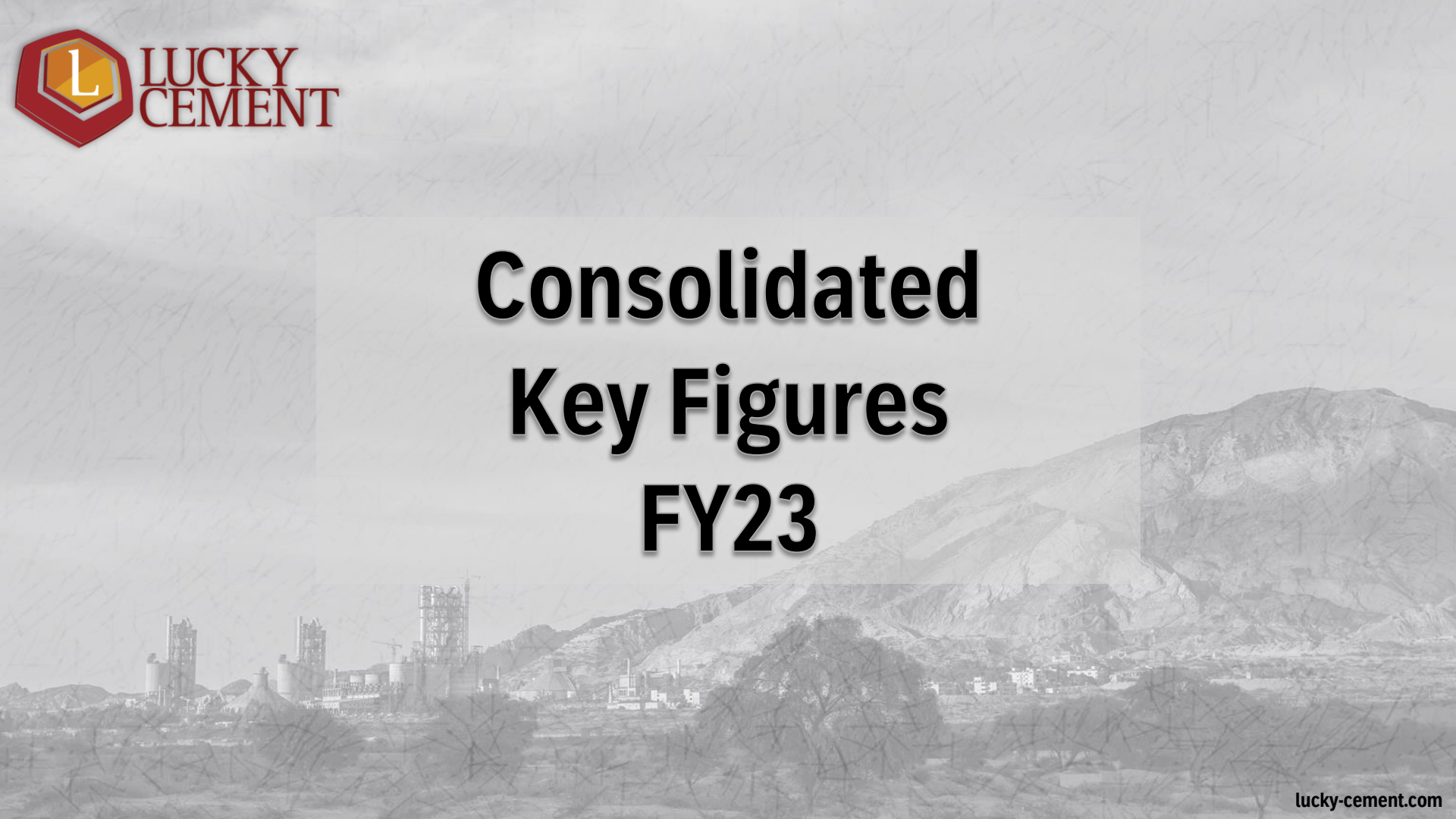


FY23

13.7 Billion

FY22

15.3 Billion



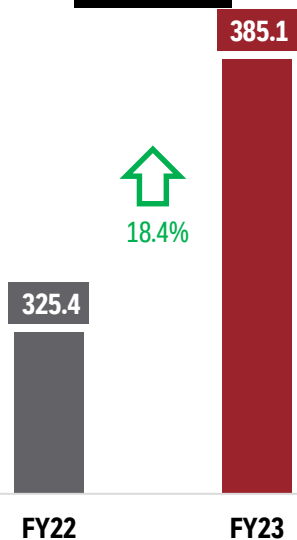
Consolidated Key Figures FY23

Key Figures

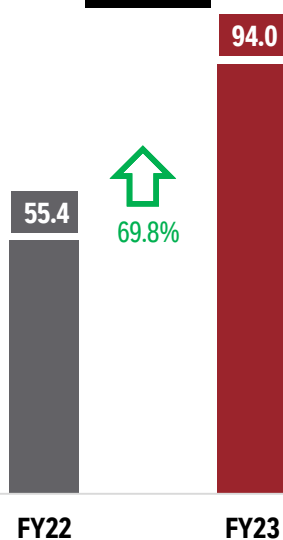
All numbers in PKR billion except EPS

Consolidated: FY23 vs FY22

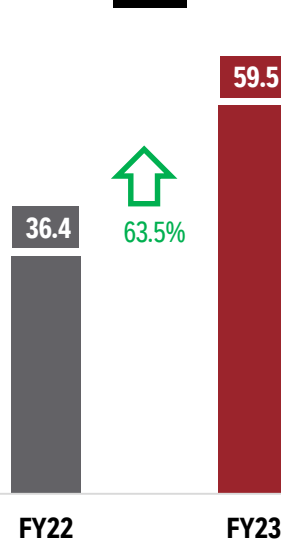
REVENUE



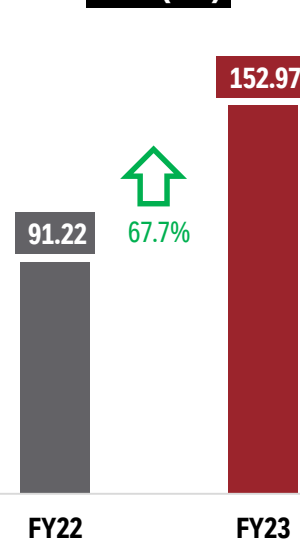
EBITDA

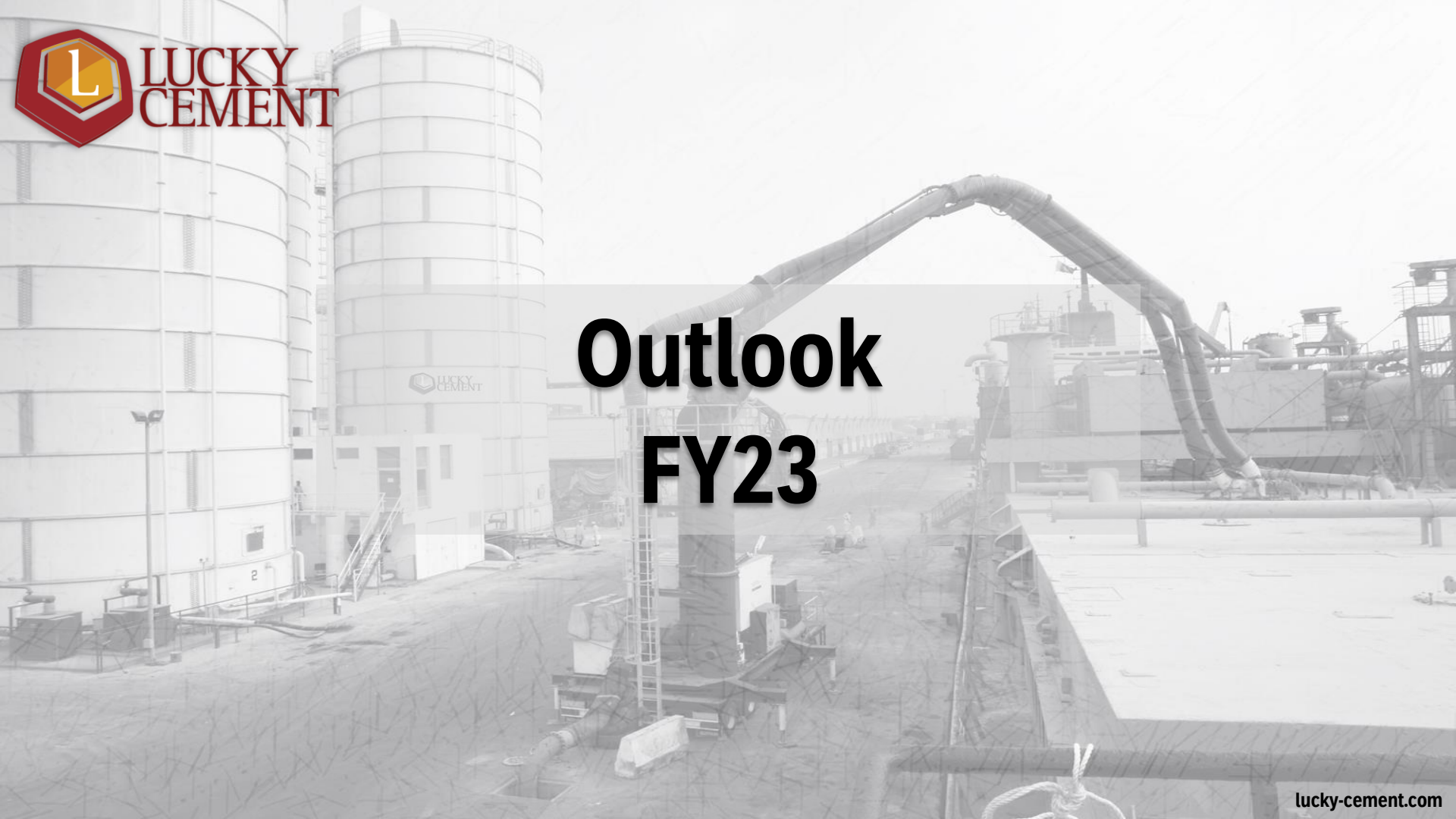


PAT



EPS (RS)





Outlook FY23

Outlook

Resumption of the **IMF program** brings several positive implications. First and foremost, it helps **reduce uncertainty** in the financial landscape, providing some **stability** and **predictability** to businesses and investors. Additionally, it opens up new **opportunities** for the country to access **further borrowing** from other international lenders and friendly nations, enhancing **financial flexibility**.

Cement

- Redirection of **funds** towards **Public Sector Development** could **invigorate demand** for the **cement sector**.
- **Lower** international **coal prices** and **increased** usage of **local coal** are expected to **support** cement sector **margins**.
- Installation of a new **clinker line**, with a **capacity** of **1.82 MTPA**, in **Samawah, Iraq**, will **enhance** the operational **efficiencies** of our **foreign operations**.



Chemical

- The company's **diverse product portfolio** is expected to be a **key strength** in this environment
- **Lucky Core** is commitment to **cost rationalization**, also focusing on **improving operational efficiency** and reducing unnecessary expenses.



Outlook

Upcoming general elections are anticipated to bring political **stability**, which will play a vital role in **revitalizing** the current **economic scenario**. By implementing **sustainable** and long-term **measures**, **confidence** in the economy can be **restored**, paving the way for a **prosperous future**.

Auto & Mobile Assembly

- **Sales volumes** for **automobile** sector will remain under **pressure** due to **exogenous** factors.
- The economic downturn is expected to **suppress consumer demand for smartphones**, as discretionary spending may be curtailed
- **Subsidiary** has been **optimizing** its **costs** and aiming for **sustainable** and **competitive operations**.



Power

- **Plant** aims to completely **switch to Thar Coal**. This will conserve forex outflow for importing the coal and also reduce the energy basket price.
- Given the **stable operations post-resolution of teething issues**, management's **target** is to maintain **plant availability at 100%**.



Q & A

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