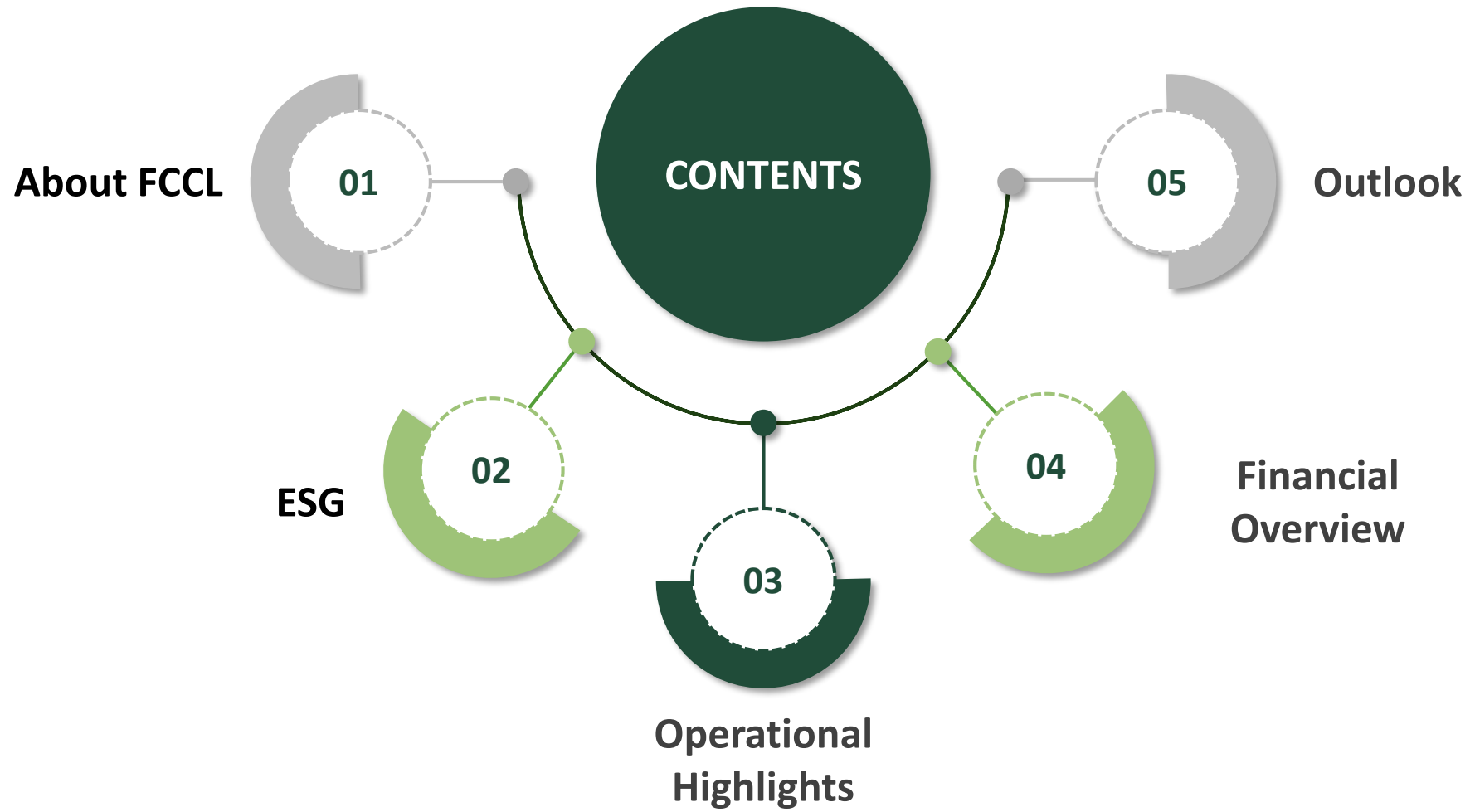




ANALYST BRIEFING

2024

**Committed to Growth
Pursuing Excellence**



Vision & Mission



Vision

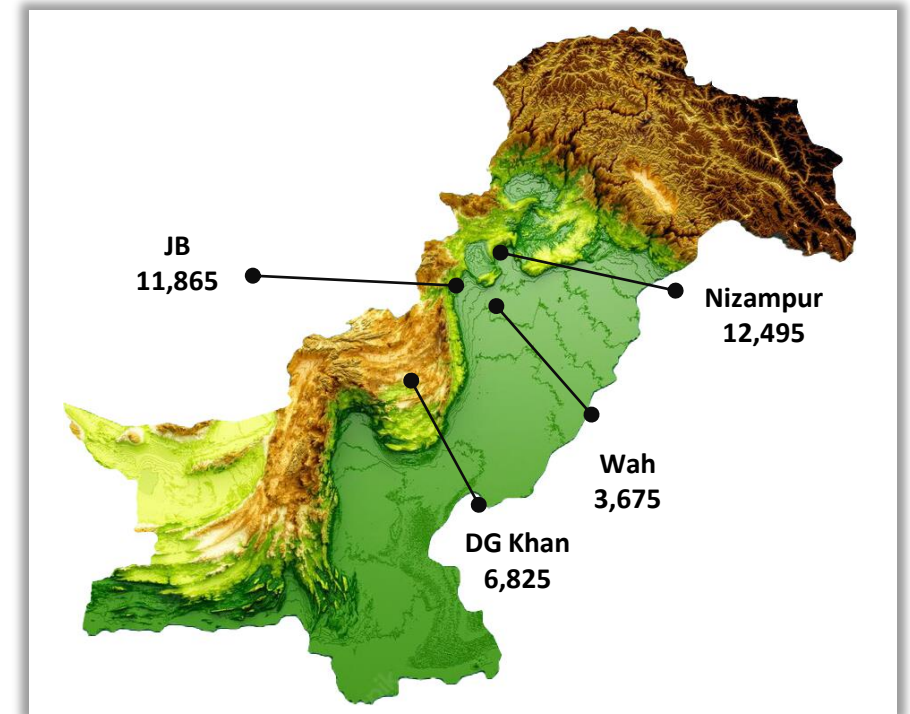
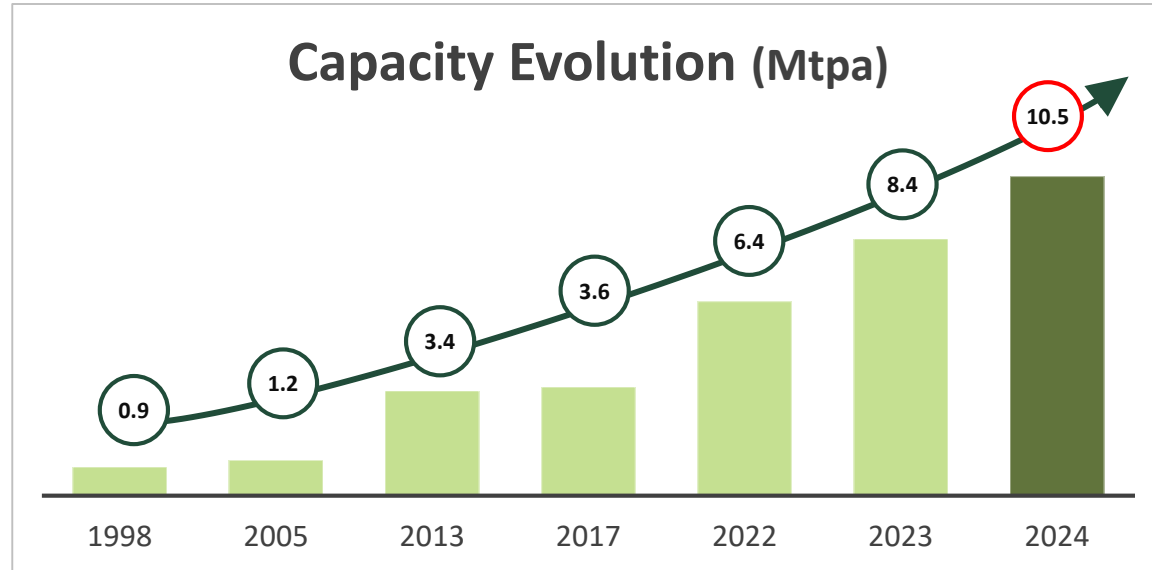
To be a role model cement manufacturing Company, benefiting all stakeholders and fulfilling corporate social responsibilities while enjoying public respect and goodwill



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

Fauji Cement Becomes the 3rd largest Cement Producer in Pakistan



1998
Started Commercial Production -3,150 TPD

2005
BMR -Capacity to 3,885 TPD

2011
Addition of 7,560 TPD line at JB

2017
BMR – Line 2 Capacity to 7,980 TPD

2022
Acquisition through merger – Nizampur 5,670 TPD and Wah 3,675 TPD

2023
Addition of 6,825 TPD line at Nizampur - Oct 2022

2024
Addition of 6,825 TPD at DG Khan

Complete Product Range

to cater all types of construction

OPC



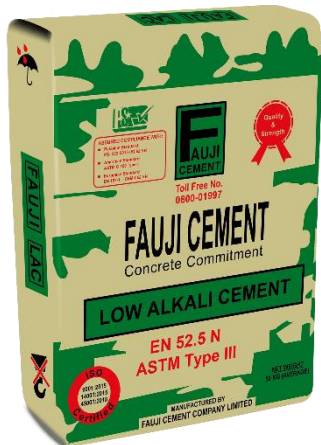
SRC



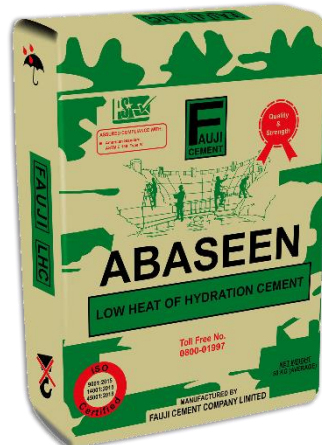
LAC 42.5



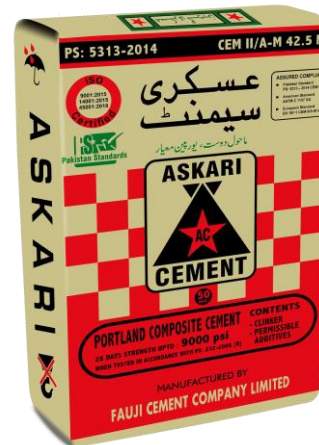
LAC 52.5



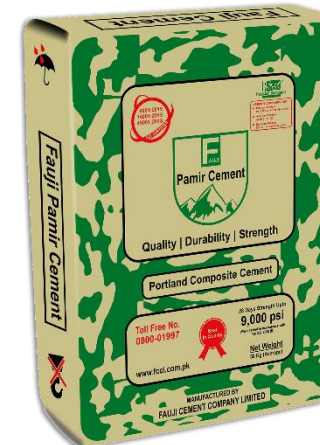
LHHC



PCC



Cem-II



TILE BOND



A Pathway to Sustainable Future

KEY HIGHLIGHTS

Rs. 166 Mn CSR
expenditure
during the year

506,350 tons
Carbon
Emission
Reduction

120,000 trees
Tree Plantation

12.5 MW Solar
Energy
Enhancement

0% Industrial
Usage Water
Conservation

195,398 MW
Green Energy
Production

31 Mn Man
Hours without
LTI

0.05 TRIFR

150 Acres
Agroforestry



Solar Energy

Addition during year	12.5 MW
Total Capacity	52.5 MW
Energy Generation	56,172 MW
Carbon Reduction	29,432 Tons



Waste Heat Recovery

Addition during year	12 MW
Total Capacity	64.5 MW
Energy Generation	139,217 MW
Carbon Reduction	72,923 Tons

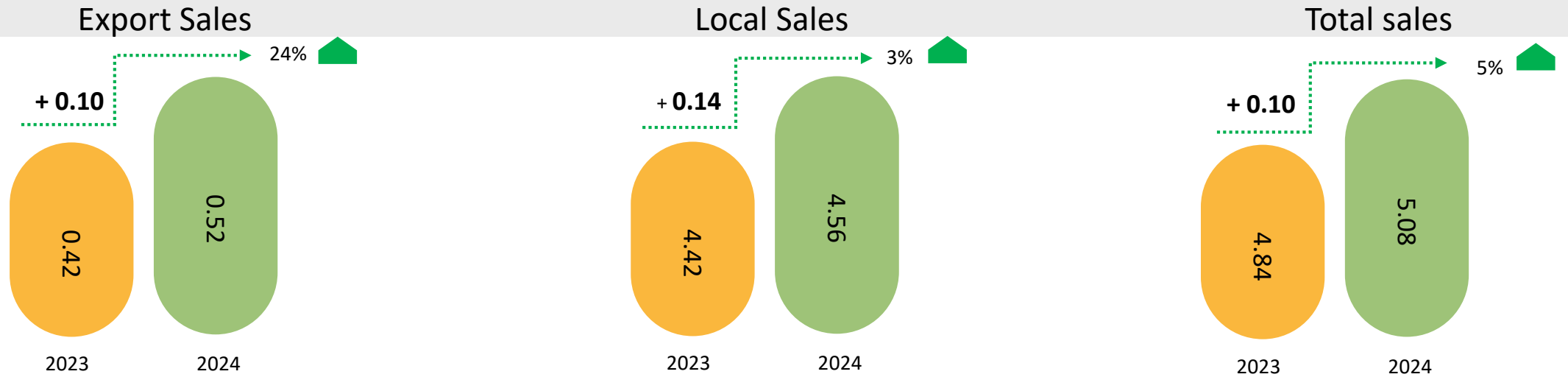


Alternative Fuels

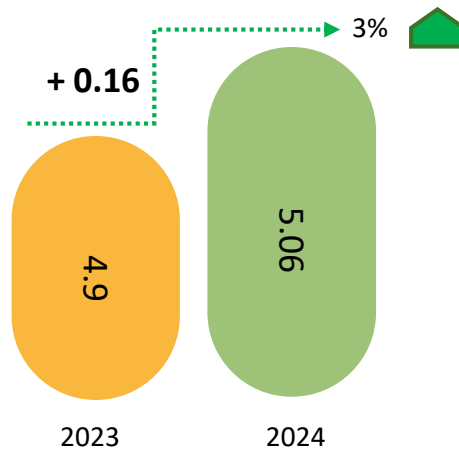
- **5.24% AF usage during FY 24**
- **~ 112,970 tons of CO2 reduction during FY 24**
- **Target for FY 25 is 11% with an estimated CO2 reduction of 200,000 tons**

Operational Highlights

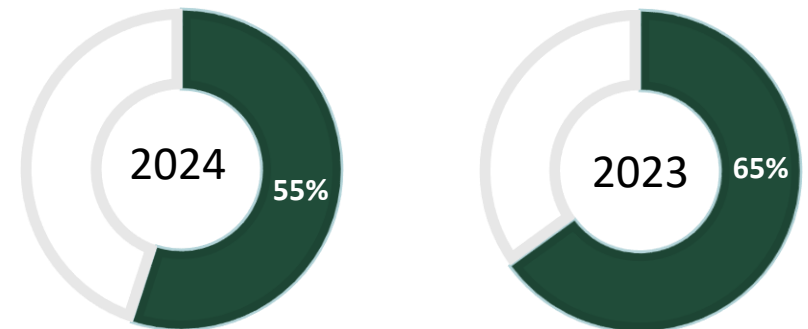
Cement Sale (Mn Tons)



Cement Production (Mn Tons)



Capacity Utilization (%)

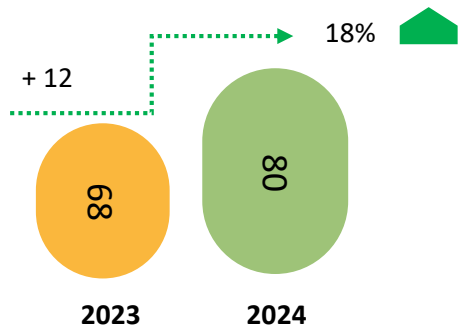


Market share of 15% in North

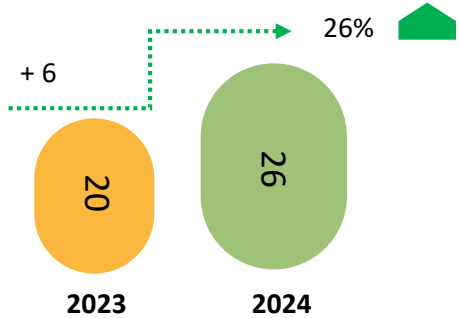
Financial Highlights

Improvement in all Key Financial Indicators

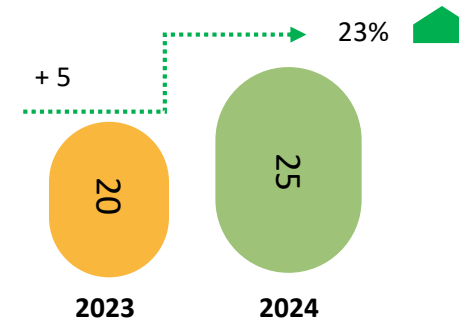
Sales Revenue



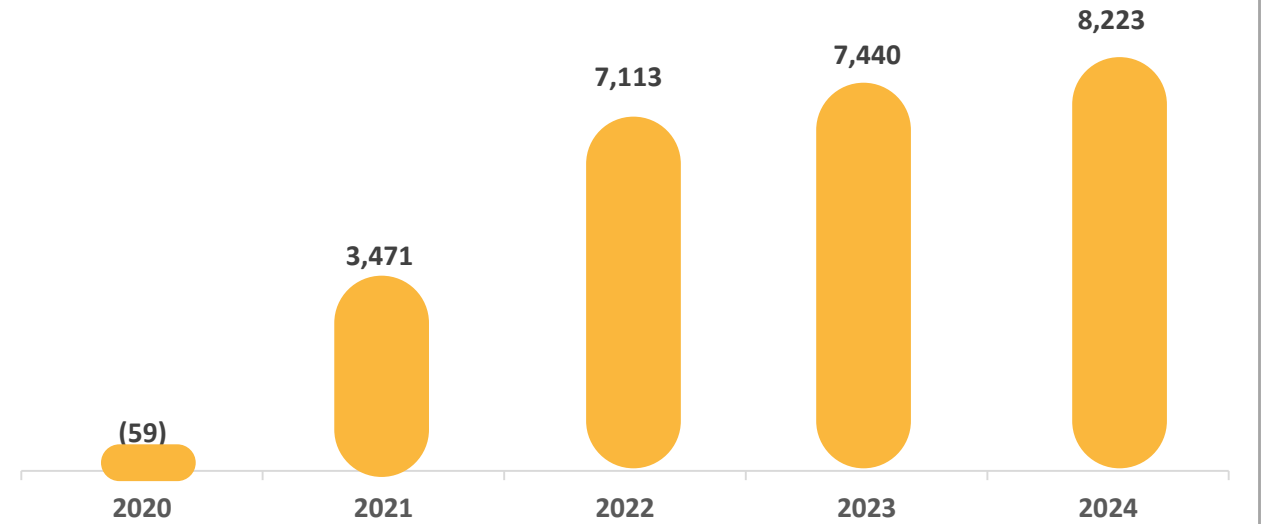
Gross Profit



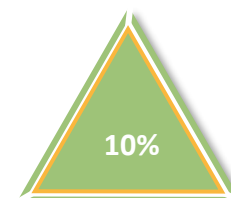
EBIDTA



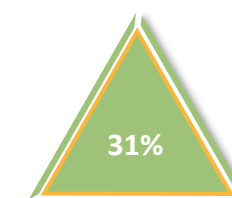
Profit after tax (Rs in million)



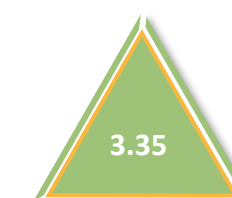
GP Margin



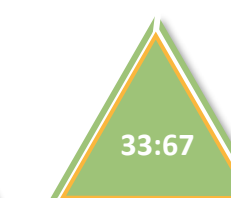
PAT Ratio



EBITDA Margin



EPS

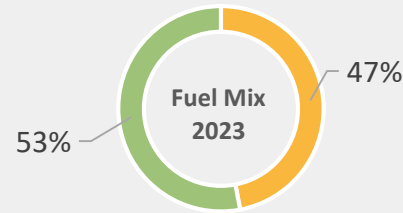
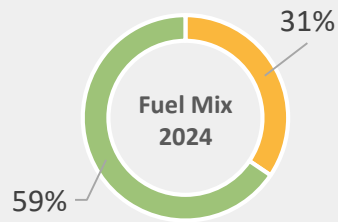


Debt/Equity Ratio

COST OF PRODUCTION

Fuel

- Maximum utilization of local coal
- Additional savings of Rs. 90 per ton of cement produced



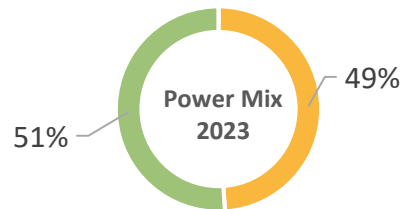
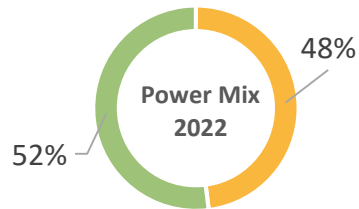
■ Afghan/ Imported ■ Local Coal

■ Afghan ■ Local

- Increased AF usage 5.24% Vs 3.17% , saving of Rs 46 per ton of cement produced

Power

- 45% increase in WAPDA tariff

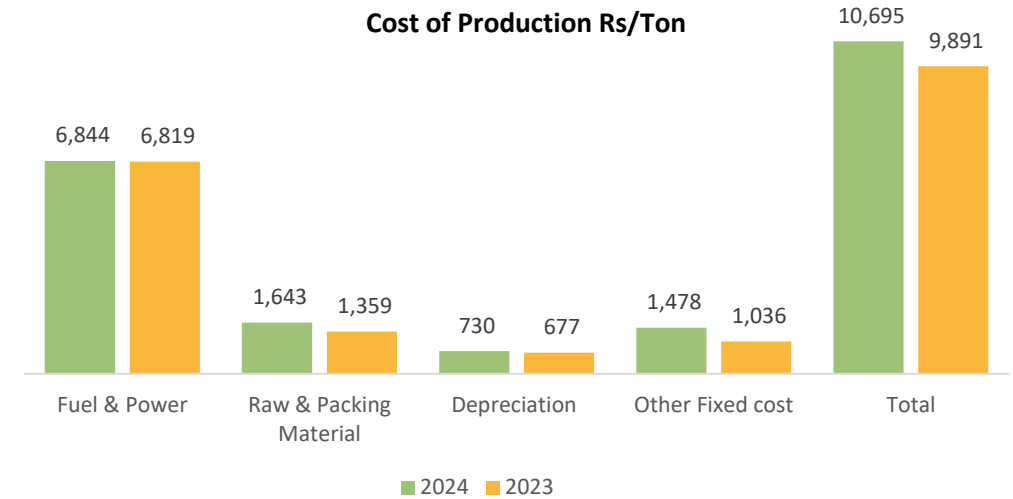


■ Own Generation ■ National Grid

■ Own Generation ■ National Grid

- Additional solar at NZp and DGK - Saving of Rs 132 per ton of cement produced

Cost of Production Rs/Ton



Other Costs

- Raw and packing cost increase is mainly attributable to higher royalty
- Inflationary impact of increasing fixed costs
- Other cost initiatives resulted in savings of Rs. 266 per ton of cement produced

Outlook

- No major increase in Local Cement Demand is expected in FY 25 (YoY)
- Exports to Afghanistan – with good recovery in FY 24 momentum is expected to continue in FY 25
- Cost Economization – Efforts for becoming lowest cost producer including addition to Solar captive capacity, PP plant acquisition & increase usage of Alternative fuel

Q & A Session

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