



ARIF HABIB GROUP

**Corporate  
Briefing  
Session 2025  
May 21, 2025  
at 11:30 am**





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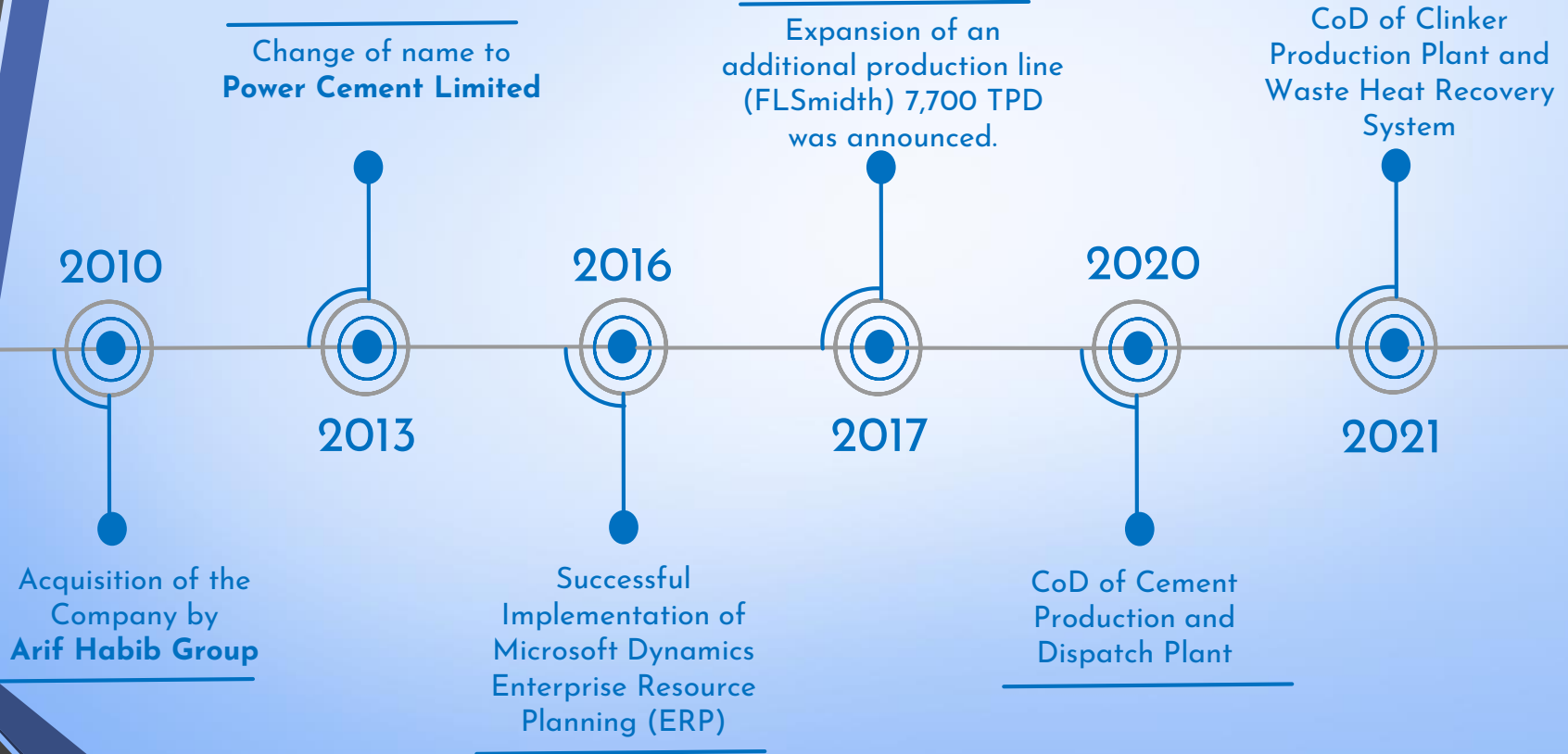


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# History / Company Profile

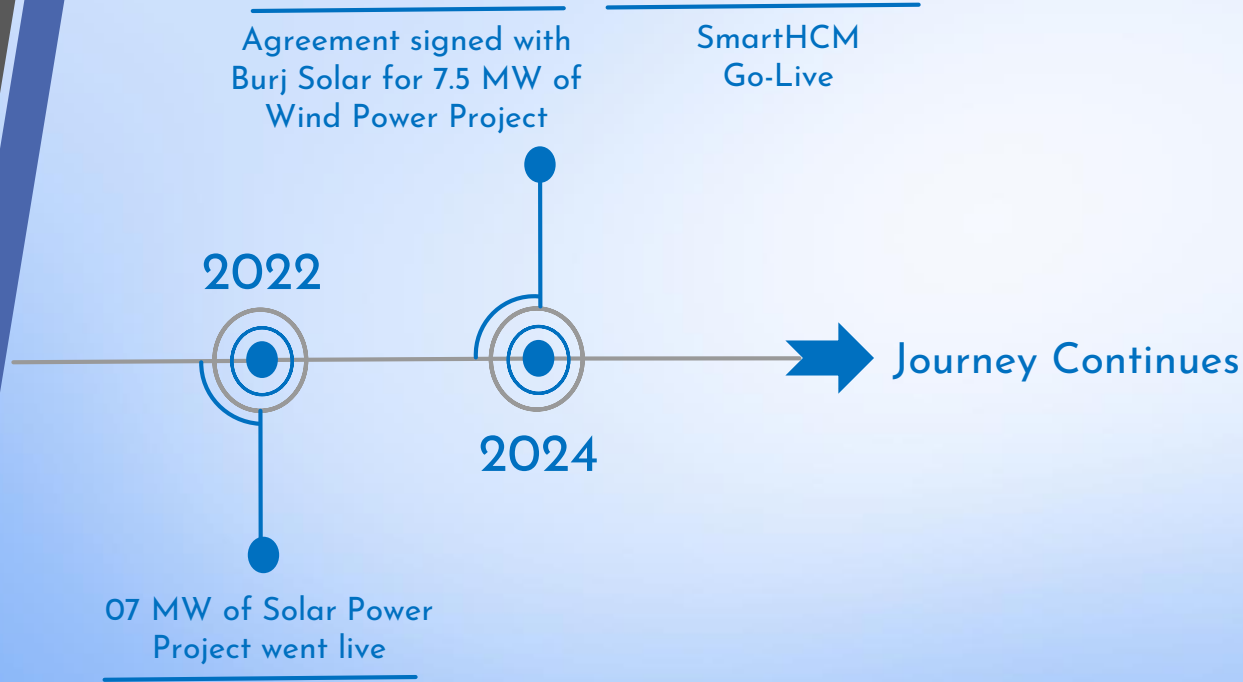


# Power Cement's History





# Power Cement's History





# Company Profile

Power Cement Limited ("the Company") was founded in 1981 and stands as the flagship Company of Arif Habib Group. The factory site of the Company is located at Motorway M-9, Nooriabad, Sindh. the Company was previously known as Al-Abbas Cement Limited until its acquisition in 2010 by the Arif Habib Group, a prominent financial and industrial conglomerate.

Presently, the Company has three manufacturing lines, with a cumulative nameplate clinker production capacity of 10,700 TPD with total annual capacity of 3.21 million tons. the Company is one of the largest player in the South zone of Pakistan with a total annual cement production capacity of 3.37 million tons, 11,235 TPD.





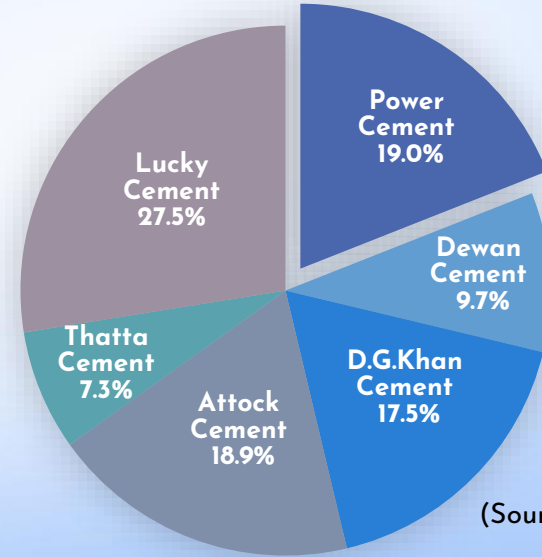
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# Operational Information



# Market Share-South Zone Nine Months Ended March-2025

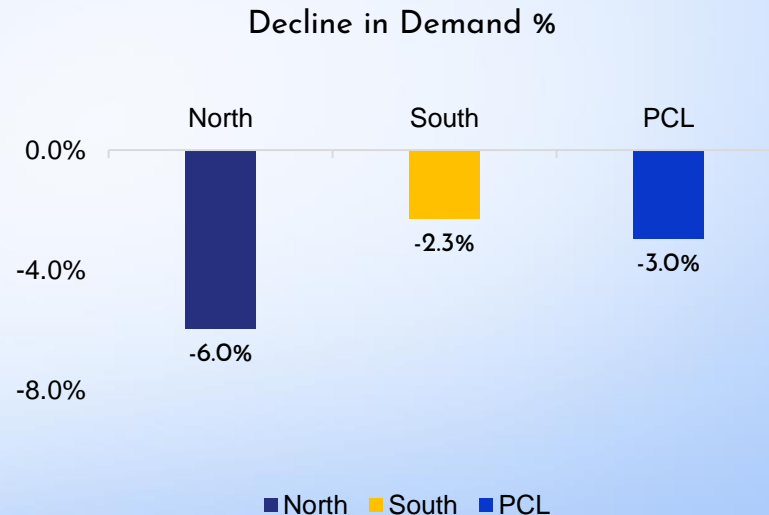
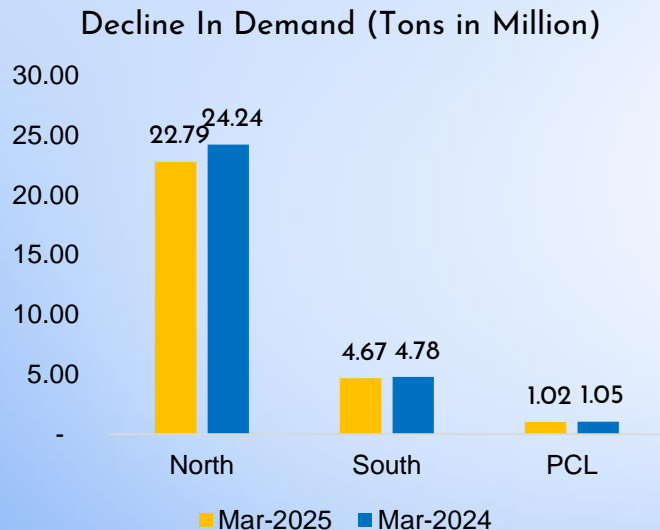
- LATEST / FULLY INTEGRATED EUROPEAN PLANT (FLSMIDTH-DENMARK)
- FULLY AUTOMATED QUALITY CONTROL THEREBY LEADING TO CONSISTENT PRODUCTION OF HIGHEST QUALITY CEMENT



(Source: APCMA)



# Cement Industry Performance - Nine Months (FY-2024-25)

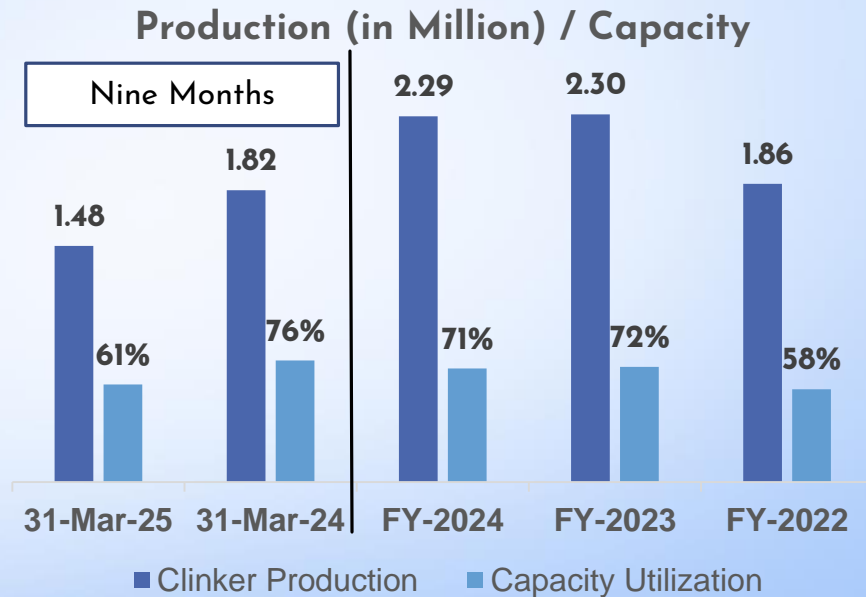


In the first quarter of FY 2024-25, cement dispatches in the South Zone dropped by 29%. However, a strong recovery in the second & third quarter reduced the overall decline for the nine months of the year to 2%. By the end of the financial year, we expect the decline to further reduce to around 1% to 1.5%.



# Production / Capacity Utilization

Production	Nine Months ended		
	March 31, 2025	March 31, 2024	Variance %
	In Tons		
Clinker Production	1,476,528	1,822,924	(19%)
Cement Production	1,232,867	1,299,530	(5%)



Overall capacity utilization for the nine-months period ended March 31, 2025, stood at 61%, compared to 76% during the same period last year. The decline was mainly driven by a 3% reduction in local dispatches due to weak domestic demand, coupled with a significant drop of 35% in exports owing to lower margins and depressed prices in international markets.



# Sales

Sales Volume	Nine Months ended		
	March 31, 2025	March 31, 2024	Variance %
	In Tons		
Cement / Clinker Dispatches (Local)	1,017,395 (61%)	1,048,454 (51%)	(2.96%)
Clinker Dispatches (Export)	390,622 (23%)	727,085 (35%)	(46.28%)
Cement Dispatches (Export)	259,043 (16%)	280,586 (14%)	(7.68%)
Total Dispatches	1,667,060	2,056,125	(18.9%)



# Countries of Export

Receipts (in Mn)		
Period	USD	PKR
Jul-24 to Mar-25	24	6,690
Jul-23 to Mar-24	39	11,187



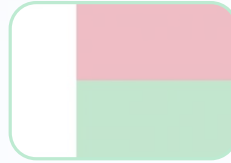
Sri Lanka



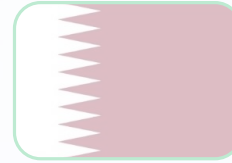
China



Malta



Madagascar



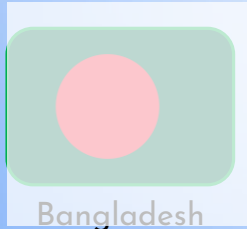
Qatar



Yemen



United States



Bangladesh



Somalia



Seychelles



Tanzania



West Africa



Mozambique



United Kingdom

Export proceeds declined by USD 15 million, primarily due to a drop in clinker export owing to lower margins and depressed prices in international markets

New Markets



**03**

# Financial Information



## Financial Results for Nine Months at a Glance Mar-2025

**Net  
Revenue**

**16% ▼**

Mar-2025  
**PKR 21.004 Billion**

Mar-2024  
**PKR 24.939 Billion**

**Gross  
Profit**

**5% ▲**

Mar-2025  
**PKR 5.799 Billion**

Mar-2024  
**PKR 5.509 Billion**

**Operating  
Profit**

**24% ▲**

Mar-2025  
**PKR 3.275 Billion**

Mar-2024  
**PKR 2.642 Billion**

**Finance  
Cost**

**35% ▼**

Mar-2025  
**PKR 2.513 Billion**

Mar-2024  
**PKR 3.882 Billion**

**Profit  
Before Tax**

**161% ▲**

Mar-2025  
**PKR 762 Million**

Mar-2024  
**PKR (1.24) Billion**

**Profit  
After Tax**

**129% ▲**

Mar-2025  
**PKR 348 Million**

Mar-2024  
**PKR (1.18) Billion**



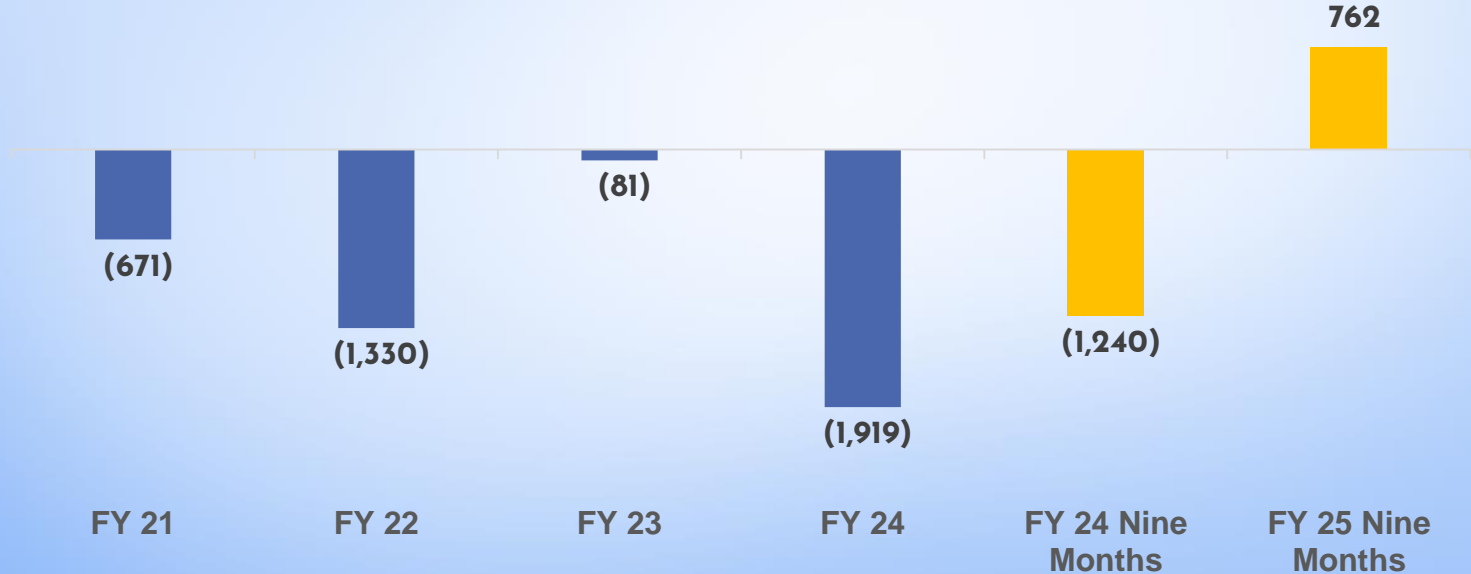
# Quarterly Performance Analysis

Particulars	PKR in '000'			Total Nine Months
	1 <sup>st</sup> Qtr. Sep-2024	2 <sup>nd</sup> Qtr. Dec-2024	3 <sup>rd</sup> Qtr. Mar-2025	
Gross Profit	1,238,357	2,508,153	2,052,345	5,798,855
Operating Profit	679,981	1,423,682	1,171,587	3,275,250
Profit / (Loss) Before Tax	(428,918)	643,345	547,829	762,256
Profit / (Loss) After Tax	(492,155)	524,524	315,558	347,927
EBITDA	880,088	1,678,819	1,357,880	3,916,787



# Financial Highlights

(Loss) / Profit Before Tax  
(In Million)

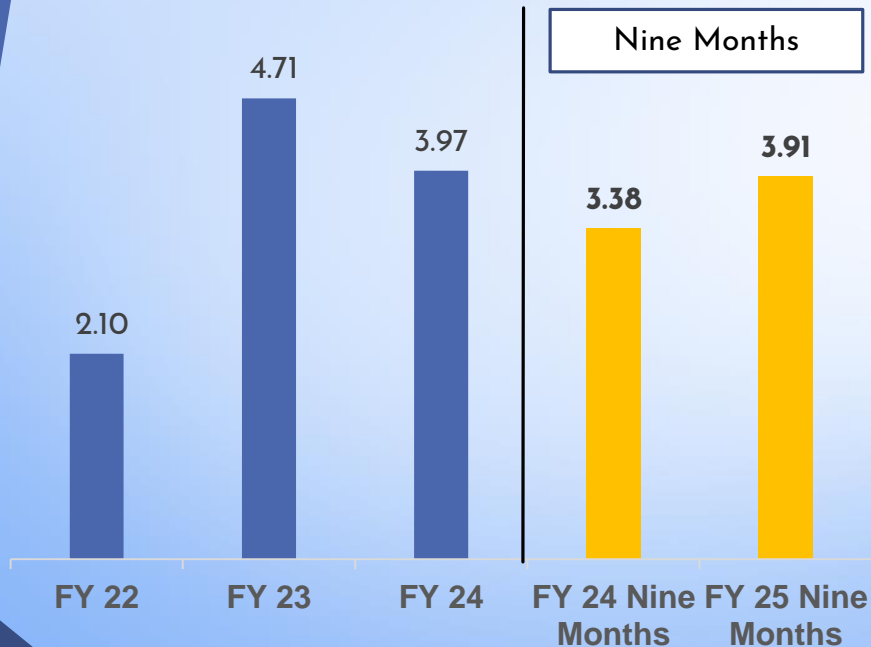


The Company marks a major milestone, returning to profitability with a positive Profit Before Tax after six years, showcasing its strategic resilience and successful turnaround.

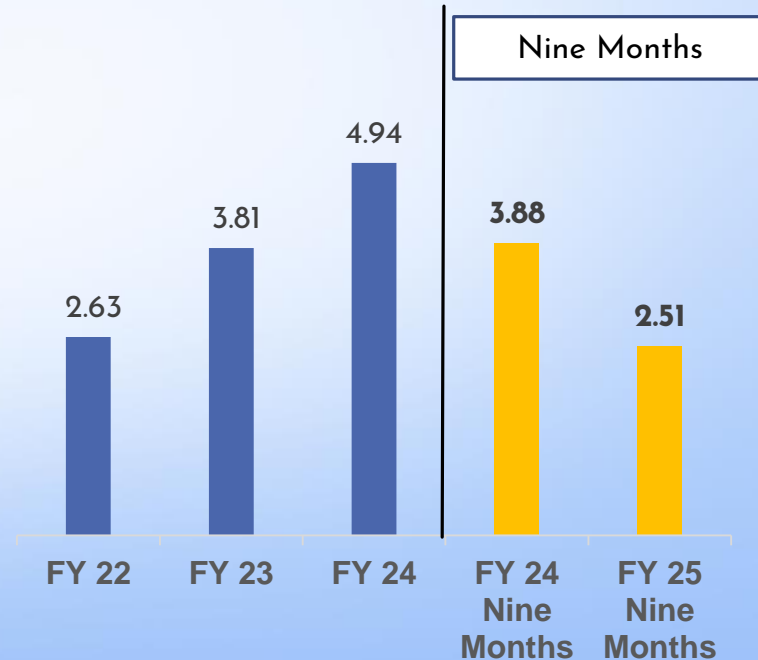


# Financial Highlights

## EBITDA (In Billions)



## Finance Cost (In Billions)





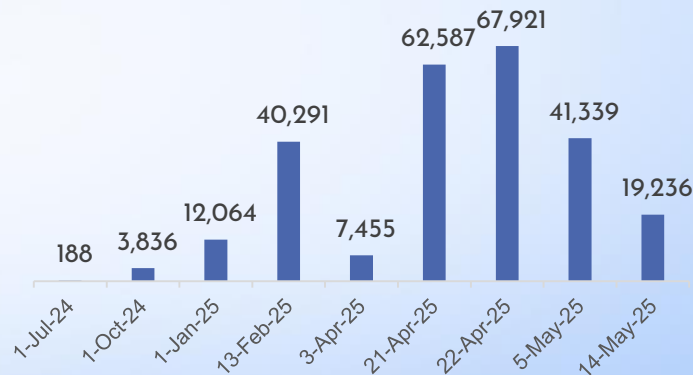
# Financial Highlights

## Ordinary Share Price (In PKR)

KSE-100 index ▲ 52%  
PCL Share ▲ 180%



## Volume Traded (In Thousand)



During the review period, PCL's ordinary share price demonstrated a robust upward trend, reflecting growing investor confidence and market interest.

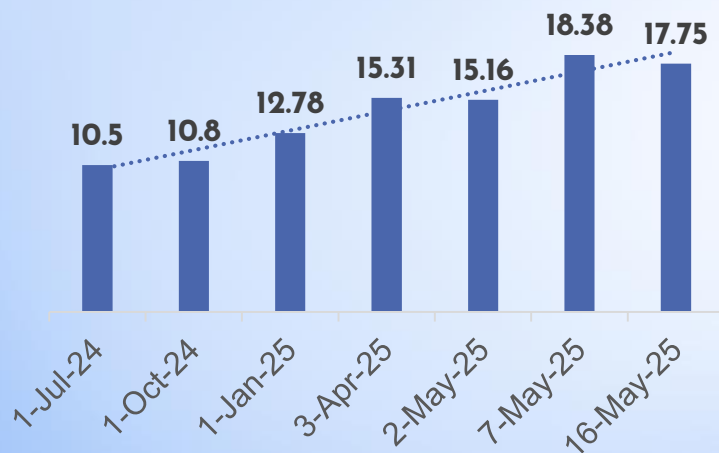
The share price rose significantly from PKR 5.43 on July 1, 2024, to PKR 15.18 on May 14, 2025, marking a nearly **180% increase** whereas **KSE-100 index increased by 52%** i.e. from 78,782 to 119,649.

Total volume traded surged from **395 million** shares (July 2023 to May-2024) to **2,248 million** shares (July-2024 to May-2025) with increase of **468%**, indicating a substantial rise in liquidity.



# Financial Highlights

## Preference Share Price (In PKR)



The preference shares of Power Cement Limited (POWERPS) also exhibited a strong upward trajectory during the review period from July 1, 2024, to May 16, 2025, reflecting sustained investor confidence and demand in the market.

The share price rose from PKR 10.50 on July 1, 2024, to PKR 17.75 on May 16, 2025, recording a **69% increase**.

This positive momentum in both share price and volume reflects growing market trust in PCL's business strategy, operational improvements, and future outlook. The Company remains committed in creating long-term value for its shareholders through sustainable growth and enhanced performance.



**04**

# Transformation Management



# Solar and WHRS Production / CO2 Saving



Solar Produced **7,647 MWH** Energy during the Jul-Mar-25 (FY2024-25), Saving **4,166 Tons** of Carbon Emission.

Moreover, WHRS produced **45,560 MWH** Energy during the Jul-Mar-25 (FY2024-25), Saving **24,828 Tons** of Carbon Emission.



# Alternative Fuel Program

Power cement has successfully  
achieved a max~**25%**  
substitution rate using rice husk,  
mustard straw, wheat straw and  
cow dung.

**22,597**  
TONNES OF COAL  
SUBSTITUTED

**56,684**  
TONNES CO2  
EMISSIONS REDUCTION

**46,949**  
TONNES OF  
AGRICULTURE WASTE  
USED





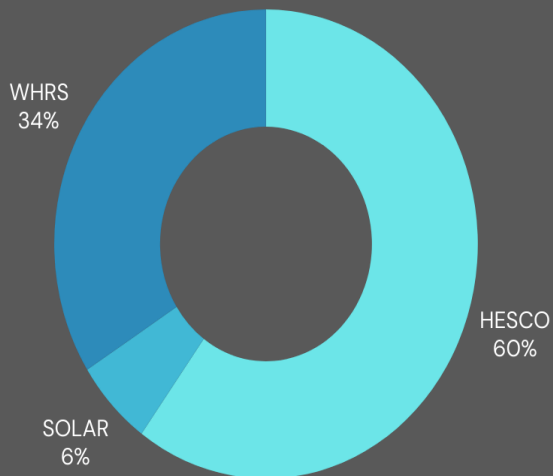


## TRANSITION TO WIND ENERGY PROJECT OF 7.5 MW

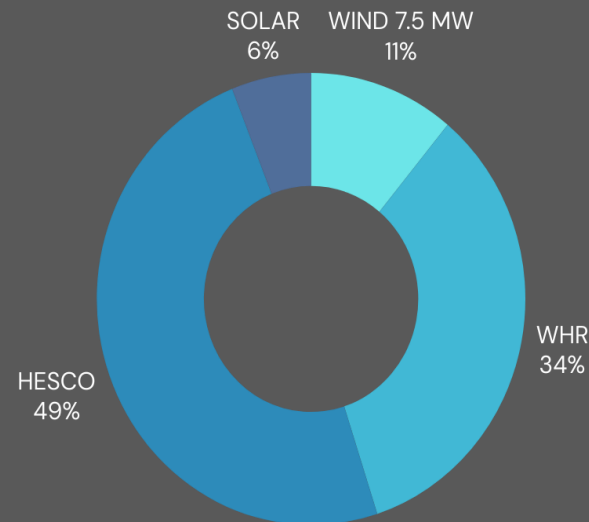


# CURRENT AND AFTER WIND ENERGY MIX

CURRENT ENERGY MIX



FUTURE ENERGY MIX ON P-75



- Goldwind turbine with a capacity of 7,500 kW
- The project will follow a rental model, similar to our existing solar agreements.
- Expected completion is targeted within FY 2026.



# Fastest Growing Brand

Power Cement Limited (PCL) is proud to announce that it has been recognized as the **Fastest Growing Brand of the Year 2024** in the **Grey Cement Category** – marking the **second consecutive year** this prestigious honor has been awarded to the Company.

The award was presented by **Mr. Saeed Ghani, Sindh Minister for Local Government & Housing Town Planning**, and received on behalf of Power Cement by the Director Marketing.

We extend our sincere gratitude to our dedicated team, visionary leadership, valued customers, and trusted partners. This achievement is a reflection of our shared commitment to excellence and growth.





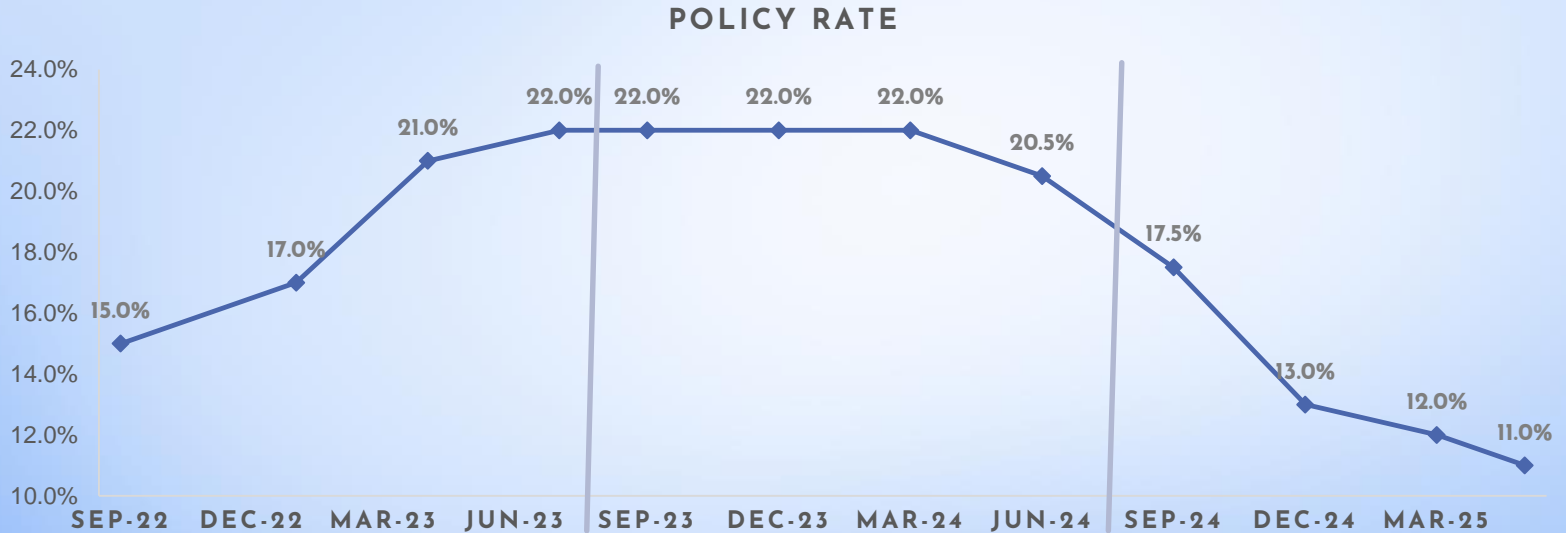
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## Economic Challenges





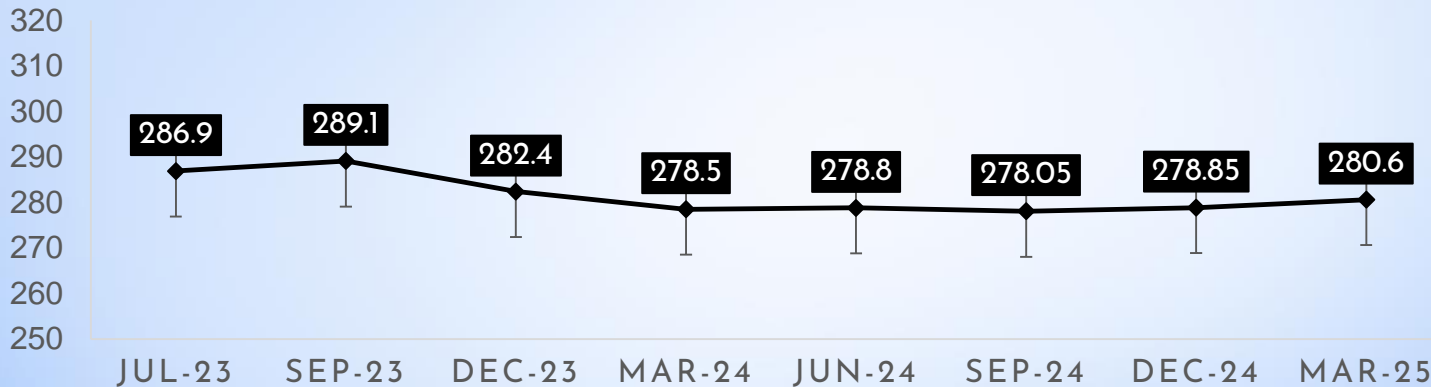
# Interest Rates



Last year company's finance cost was significantly higher due to surging KIBOR rates. However, with sharp decline in interest rates during the year finance cost has been reduced and hence increasing the profitability.



# USD Exchange Rate



## EXPORT

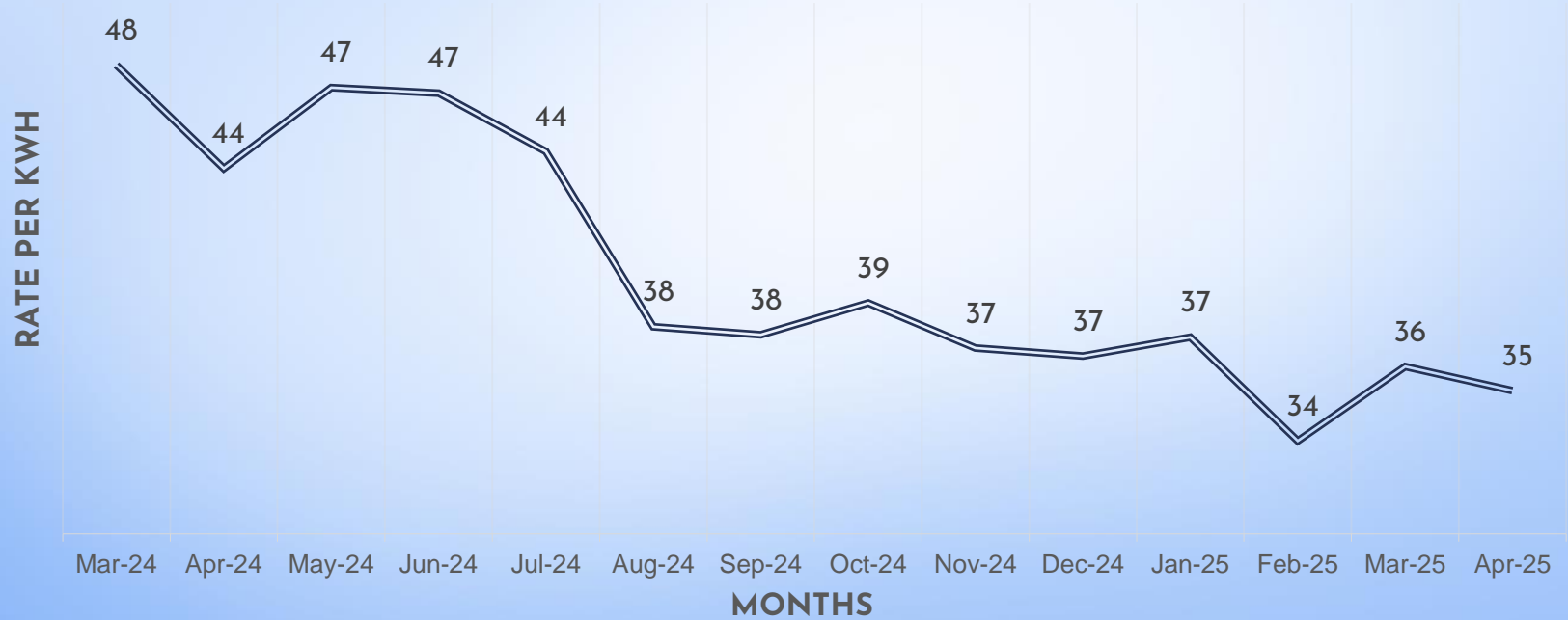
- 39% of PCLs Sale is from Exports, therefore a increasing trend in USD in future will give PCL a **Higher Margin**

## IMPORT

- On the other hand, Coal makes up almost 39% of our COGM and Power Cement is using imported coal. Therefore future increase in USD rate will give **Higher Cost** of imported coal.



# Electricity (HESCO) Rates





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## Question/ Answer Session





*Thank You*



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