



ATTOCK CEMENT PAKISTAN LIMITED CORPORATE BRIEFING SESSION 2023-24 HELD ON NOVEMBER 20, 2024





COMPANY INFORMATION

The journey of Attock Cement, located at Hub, District Lasbela, Balochistan started from the year 1981 and is engaged in the production and sale of Cement and Clinker and is one of the leading cement manufacturers of Pakistan. The Company started its commercial production in 1988 and is listed on Pakistan Stock Exchange.





OUR PRODUCTS

ACPL's brand "Falcon" enjoys immense popularity all over Pakistan as well as in the international markets due to its superior quality. Our constant emphasis on quality, not only helps us to maintain our existing markets, but also to capture new ones.

"Falcon builds concrete relationships."

We are producing following types of cement:

Ordinary Portland Cement (OPC)



Sulphate Resistant Cement (SRC)



Falcon Block Cement

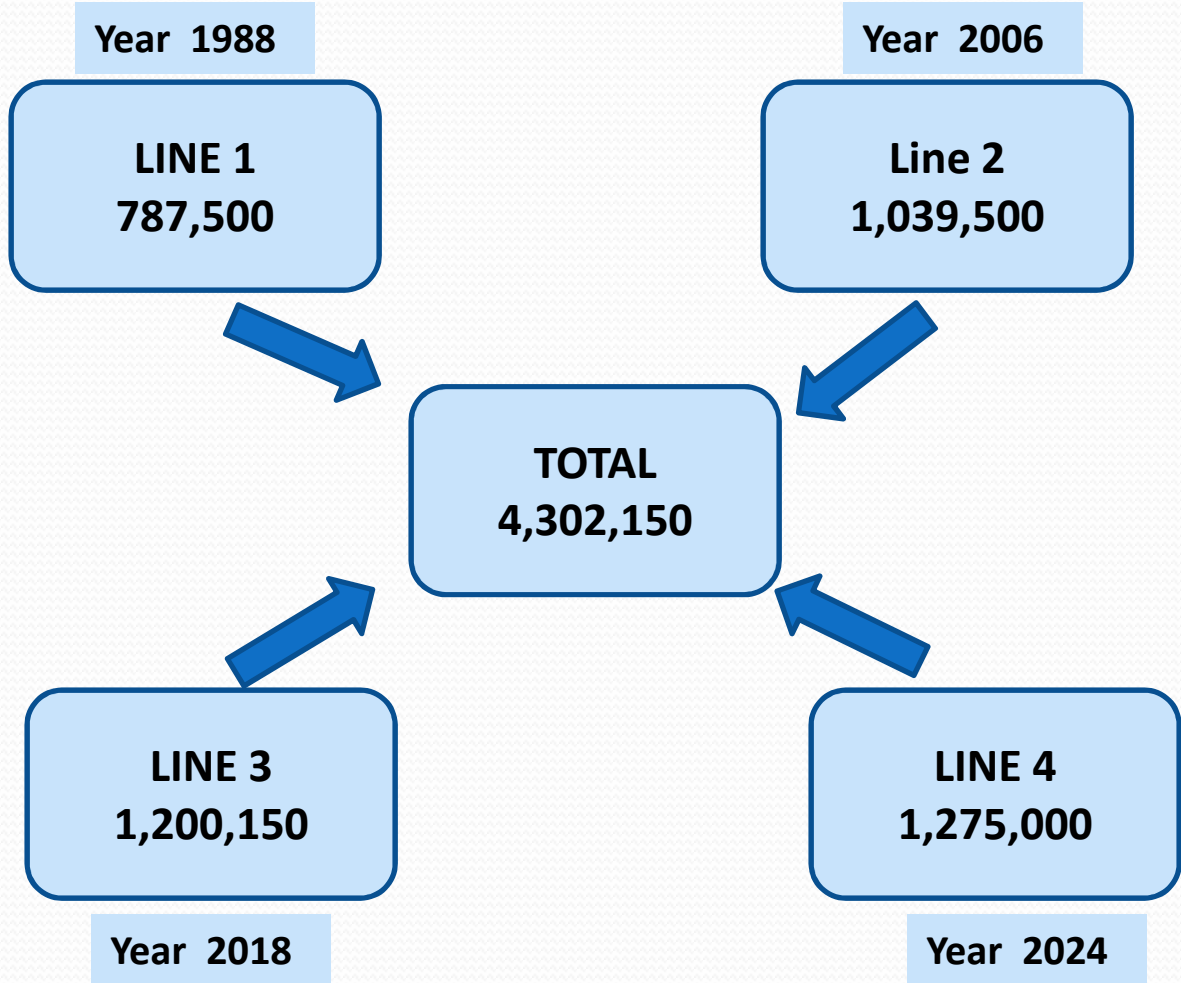


Rock Cement





INSTALLED CAPACITY (MT) – CEMENT PRODUCTION





YEARLY REVIEW FOR THE YEAR ENDED JUNE 30, 2024





CEMENT INDUSTRY DISPATCHES

Description	FY 2024	FY 2023	Variance (%)
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(In million Tons)

Local Dispatches			
North	31.6	32.8	-4%
South	6.6	7.2	-9%
Total Local	38.2	40.0	-5%

Export Dispatches			
North	1.5	1.1	36%
South	5.6	3.5	61%
Total Export	7.1	4.6	55%

Total Dispatches	45.3	44.6	1%
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Capacity utilization

NORTH
2024 **50%**
2023 **58%**



SOUTH
2024 **76%**
2023 **66%**



OVERALL
2024 **55%**
2023 **60%**





COMPANY PRODUCTION & DISPATCHES

(In Tons)

Description	FY 2024	FY 2023	Variance %
Clinker Production	2,375,379	1,971,426	20%
Cement Production	1,361,223	1,503,714	- 9%

Dispatches

Local Cement	1,239,154	1,356,828	- 9%
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Export Cement	125,352	150,470	-17%
Export Clinker	970,213	548,308	77%
Total Exports	1,095,565	698,778	57%

Total Dispatches	2,334,719	2,055,606	14%
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SYNOPSIS OF PROFIT & LOSS

(Rs. in '000)

Description	FY 2024	FY 2023	Variance (%)
Turnover	28,536,528	25,477,355	12%
Gross profit	5,294,013	5,674,045	-7%
Profit from operations	1,984,020	3,167,771	-37%
Divestment gain	4,289,650	-	100%
Profit before income tax and levies	5,947,018	2,888,333	106%
Profit for the year	3,566,522	1,516,062	135%
EPS (Rs.)	25.95	11.03	135%

GP
2024 19%
2023 22%



OP
2024 7%
2023 12%



PBT
2024 20%
2023 11%

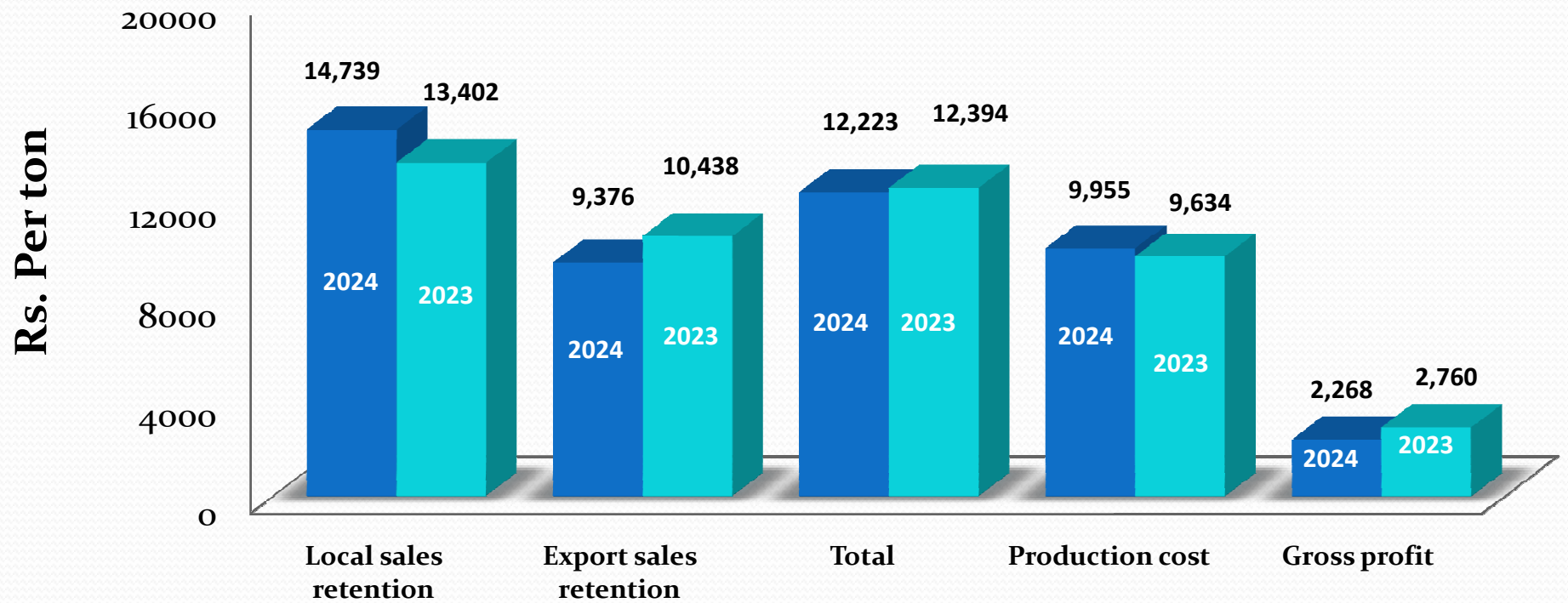


PAT
2024 12%
2023 6%





PER TON RETENTION, COST OF SALES & GROSS PROFIT ANALYSIS FOR THE YEAR ENDED JUNE 30, 2024





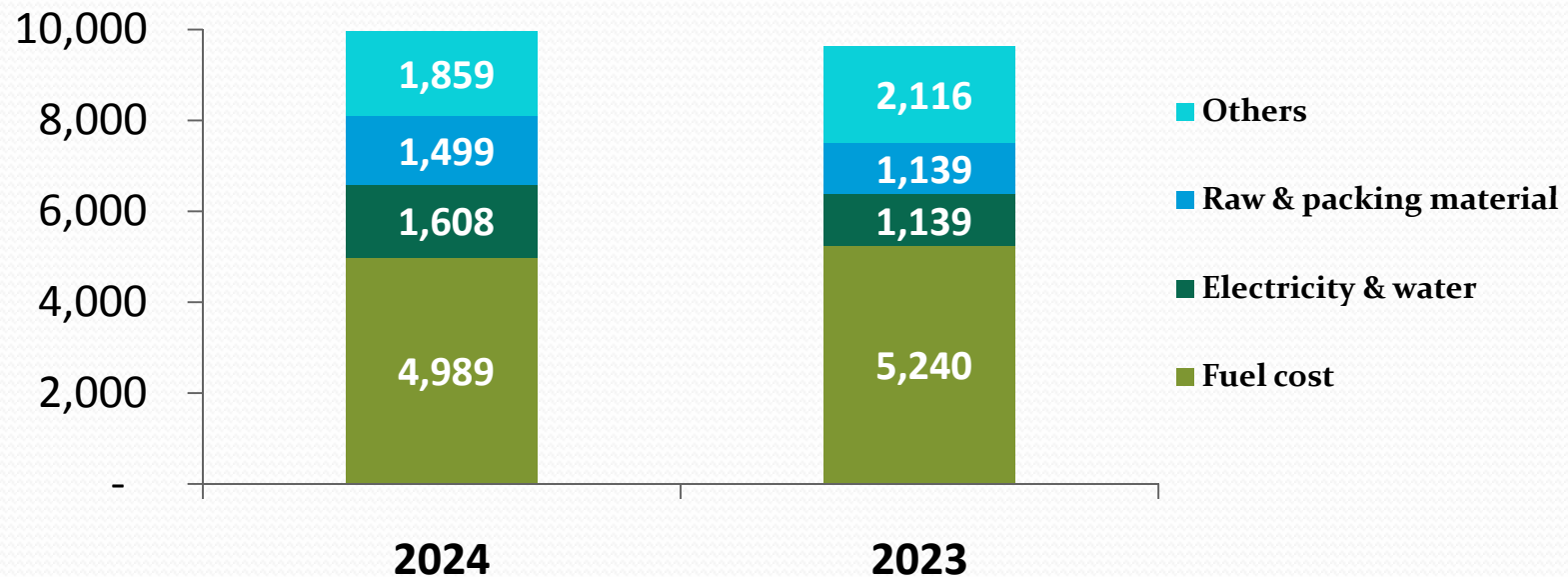
PRODUCT COST ANALYSIS

FY 2024

TOTAL: Rs.9,955

FY 2023

TOTAL: Rs.9,634



Fuel cost reduced due to efficient use of coal mix & higher efficiency of Line-4.

Power cost increased because of exuberant increase in power tariff by 39%.

Because of increase in mining cost, packing material cost & inflationary increase in diesel, raw & packing material cost increased.



QUARTERLY REVIEW FOR THE 1ST QTR ENDED SEP' 30, 2024





CEMENT INDUSTRY DISPATCHES

Description	1Q 2025	1Q 2024	Variance (%)
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(In million Tons)

Local Dispatches			
North	6.64	8.07	- 18%
South	1.27	1.80	- 29%
Total Local	7.91	9.87	- 20%

Export Dispatches			
North	0.51	0.43	19%
South	1.63	1.32	23%
Total Export	2.14	1.75	22%

Total Dispatches	10.05	11.62	- 14%
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COMPANY PRODUCTION & DISPATCHES

(In Tons)

Description	1Q 2025	1Q 2024	Variance %
Clinker Production	516,850	558,017	- 7%
Cement Production	309,317	347,756	- 11%

Dispatches

Local Cement	266,562	338,326	- 21%
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Export Cement	42,933	7,840	348%
Export Clinker	220,263	177,289	24%
Total Exports	263,196	185,129	42%

Total Dispatches	529,758	523,455	1%
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SYNOPSIS OF PROFIT & LOSS

1Q 2024

(Rs. in 'ooo)

Description	Q1 2025	Q1 2024	Variance (%)
Turnover	6,426,429	6,660,121	- 4%
Gross Profit	1,095,140	1,133,195	- 3%
Profit from operations	197,190	389,243	- 49%
Divestment gain	-	2,196,744	- 100%
Profit before income tax and levies	65,638	2,548,643	- 97%
Profit for the period	61,910	1,543,643	- 96%
EPS (Rs.)	0.45	11.23	- 96%

GP

1Q 2025 17%
1Q 2024 17%



OP

1Q 2025 3%
1Q 2024 6%



PBT

1Q 2025 1%
1Q 2024 38%



PAT

1Q 2025 1%
1Q 2024 23%





PROJECTS IN HANDS



Progress on 4.8MW Wind Power Project is in full swing. This would further strengthen our commitment to manufacturing cement using the most environment friendly methods possible and to reduce the power cost of the Company. It is expected that Wind Mill will be operational by 1QY 2025.



FUTURE OUTLOOK

The cement industry in Pakistan is currently experiencing a period of depressed demand and upto 1QY2024-25, south market registered a negative growth of 29%.

With ease in interest rate and lower inflation rates, it is expected that the demand may improve in upcoming months.

On export front, the prices are very low and efforts are being made to materialize orders with positive contribution margin.

Cost reduction efforts will be continued including the induction of 4.8 MW wind mill and increase usage of alternate cheaper fuel will help the company in reduction in production cost.



Q & A SESSION

Thank

you

