



KOHAT CEMENT COMPANY LIMITED

Corporate Briefing Session

14th Nov. 2024

FY 2023-2024



Kohat Cement
Company Ltd.

ANS Capital (Pvt.)
Ltd.



Ultra Pack (Pvt.) Ltd.



Ultra Kraft (Pvt.) Ltd.

Company Information



- Kohat Cement Company Limited (KCCL) is a public limited company incorporated in Pakistan under the Companies Act, 1913 (Companies Act, 2017) and is listed on Pakistan Stock Exchange.
- The company is engaged in production and sale of Cement and it is one of the leading cement manufacturers of Pakistan.
- Total Clinker production capacity of the company is 4,949,800 metric tons.

Company History



1983

Line I

- 1,000 TPD
- Enhanced to 1,800 TPD (1996)

2005

Line II

- 450 TPD
(White Cement)

2008

Line III

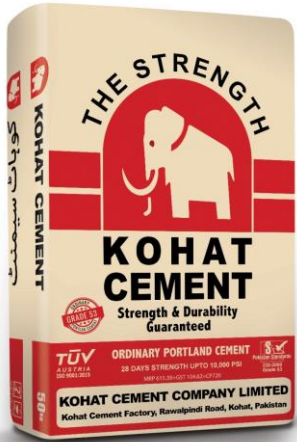
- 6,700 TPD
- Enhanced to 7,064 TPD (2024)

2020

Line IV

- 7,428 TPD

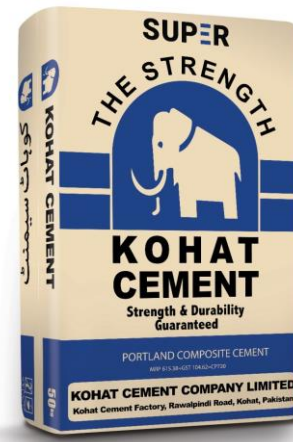
Our Products



OPC- Grey Cement



OPC- Precast Cement



OPC- Composite Cement



OPC- White Cement

Dispatches and Capacity Utilization



	FY24	FY23	YoY	1QFY25	1QFY24	QoQ
<u>Cement Industry</u>						
Capacity Utilization	55.0%	59.9%	-8.3%	49.4%	60.3%	-18.1%
<i>Local</i>	46.3%	53.8%	-13.9%	39.07%	51.38%	-24.0%
<i>Export</i>	8.6%	6.1%	40.5%	10.29%	8.88%	15.9%
<u>Kohat Cement</u>						
Dispatches	2,585,786	3,000,545	-13.8%	591,620	761,623	-22.3%
<i>Local</i>	2,543,930	2,968,882	-14.3%	579,702	745,397	-22.2%
<i>Export</i>	41,856	31,663	32.2%	11,918	16,226	-26.5%
Capacity Utilization	51.5%	59.8%	-13.8%	45.9%	59.1%	-22.3%
<i>Local</i>	50.7%	59.2%	-14.3%	44.95%	57.79%	-22.2%
<i>Export</i>	0.8%	0.6%	32.2%	0.92%	1.26%	-26.5%



Financial Performance



(Amount in PKR 'Mln')

	FY24	FY23	YoY	1QFY25	1QFY24	QoQ
Sales-Net	38,648	38,922	-1%	10,084	11,064	-9%
Cost of Sales	(27,391)	(28,489)	-4%	(5,770)	(7,835)	-26%
Gross Profit	11,256	10,433	8%	4,314	3,229	34%
GP Margin	29.1%	26.8%		42.8%	29.2%	
<i>Selling and distribution expenses</i>	(197)	(176)	12%	(46)	(36)	28%
<i>Administrative and general expenses</i>	(488)	(396)	23%	(181)	(111)	63%
<i>Other expenses</i>	(572)	(737)	-22%	(282)	(245)	15%
Total Operating Expenses	(1,257)	(1,309)	-4%	(509)	(392)	30%
Operating Profit	9,999	9,124	10%	3,805	2,837	34%
	25.87%	23.44%		37.73%	25.64%	
Other income	4,454	2,086	114%	1,471	864	70%
Finance Cost	(677)	(740)	-9%	(116)	(203)	-43%
PBT	13,776	10,469	32%	5,160	3,498	47%
Taxation	(4,883)	(4,649)	5%	(1,721)	(1,269)	36%
PAT	8,893	5,821	53%	3,439	2,229	54%
	23.01%	14.96%		34.10%	20.15%	
Earning Per Share	45.27	28.98	56%	17.56	11.25	56%



Key Financial Indicators FY2024



Revenue

-1%



FY24 : 38.6 B

FY23 : 38.9 B

Gross Profit

8%



FY24 : 11.2 B

FY23 : 10.4 B

COS

-4%



FY24 : 27.3 B

FY23 : 28.4 B

Other Income

114%



FY24 : 4.45 B

FY23 : 2.08 B

EBITDA

27%



FY24 : 15.6 B

FY23 : 12.3 B

Operating Profit

10%



FY24 : 10.0 B

FY23 : 9.12 B

EPS

56%



FY24 : 45.27

FY23 : 28.98

PAT

53%



FY24 : 8.8 B

FY23 : 5.8 B



Key Financial Indicators 1QFY25

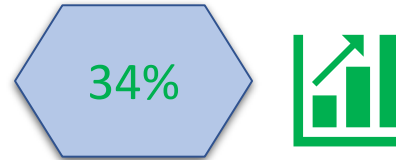


Revenue



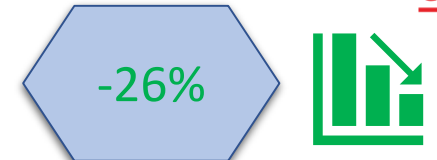
1QFY25 : 10.08 B	1QFY24 : 11.06 B
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Gross Profit



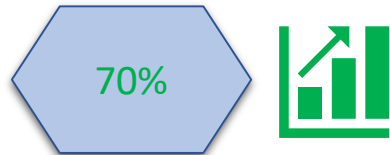
1QFY25 : 4.31 B	1QFY24 : 3.22 B
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COS



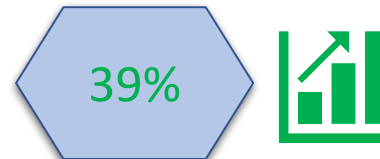
1QFY25 : 5.77 B	1QFY24 : 7.83 B
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Other Income



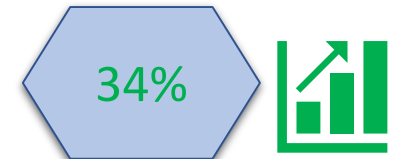
1QFY25: 1.47 B	1QFY24 : 0.86 B
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EBITDA



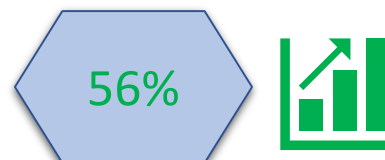
1QFY25 : 5.58 B	1QFY24 : 4.01 B
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Operating Profit



1QFY25 : 3.80 B	1QFY24 : 2.84 B
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EPS



1QFY25 : 17.56	1QFY24 : 11.25
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PAT



1QFY25 : 3.44 B	1QFY24 : 2.23 B
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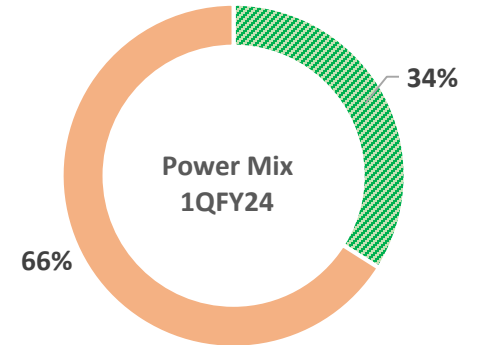
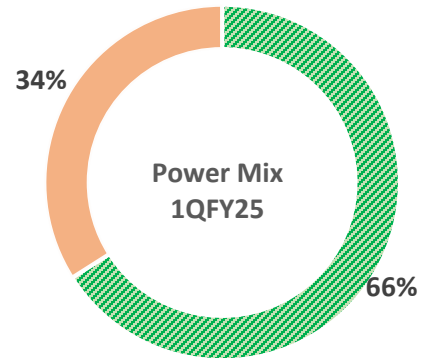
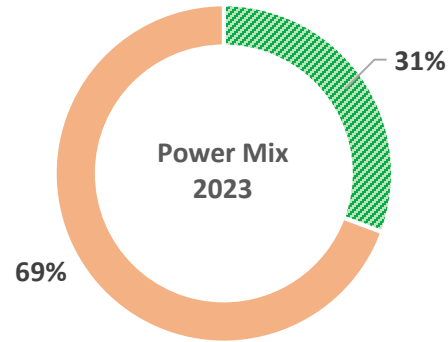
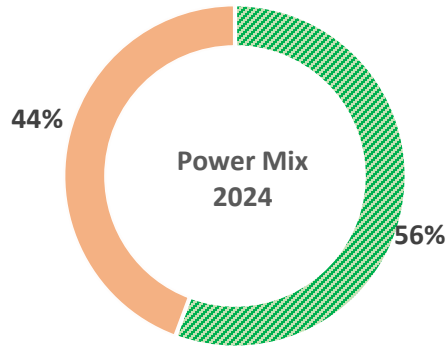
Cost of Production



Power Mix

FY2024

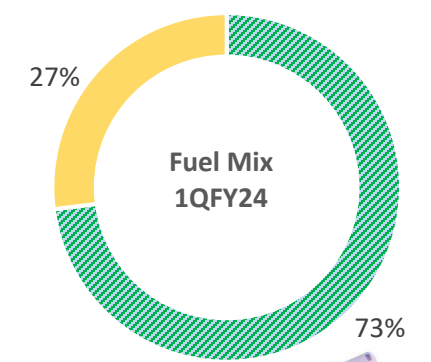
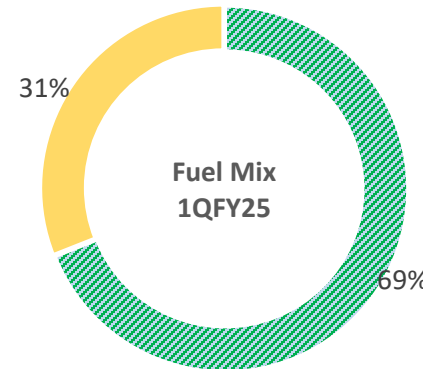
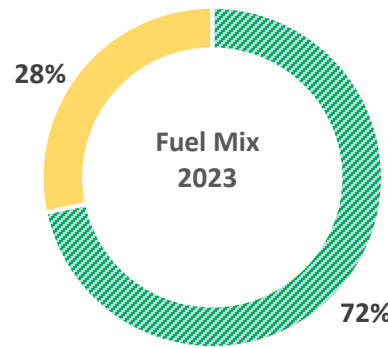
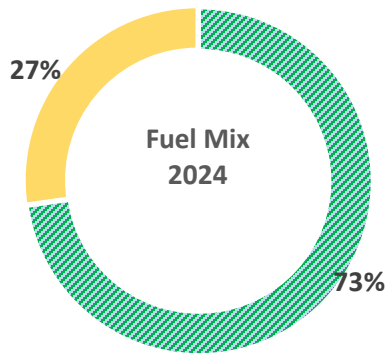
1QFY25



■ Captive Generation
 ■ National Grid
 ■ Captive Generation
 ■ National Grid

■ Captive Generation
 ■ National Grid
 ■ Captive Generation
 ■ National Grid

Fuel Mix



■ Imported Coal
 ■ Local Coal
 ■ Imported Coal
 ■ Local Coal

■ Imported Coal
 ■ Local Coal
 ■ Imported Coal
 ■ Local Coal



Cost of Production

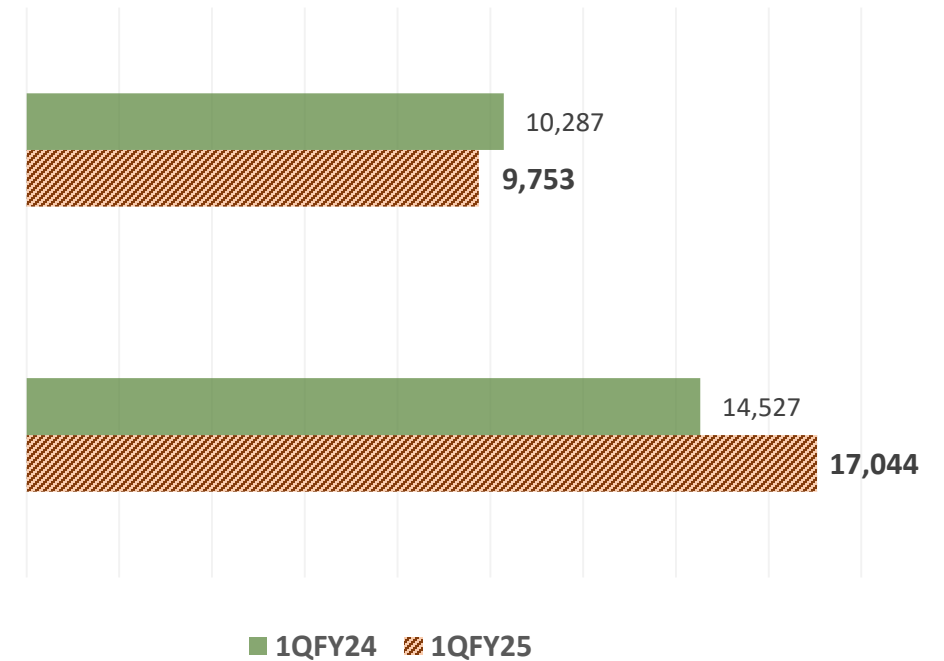
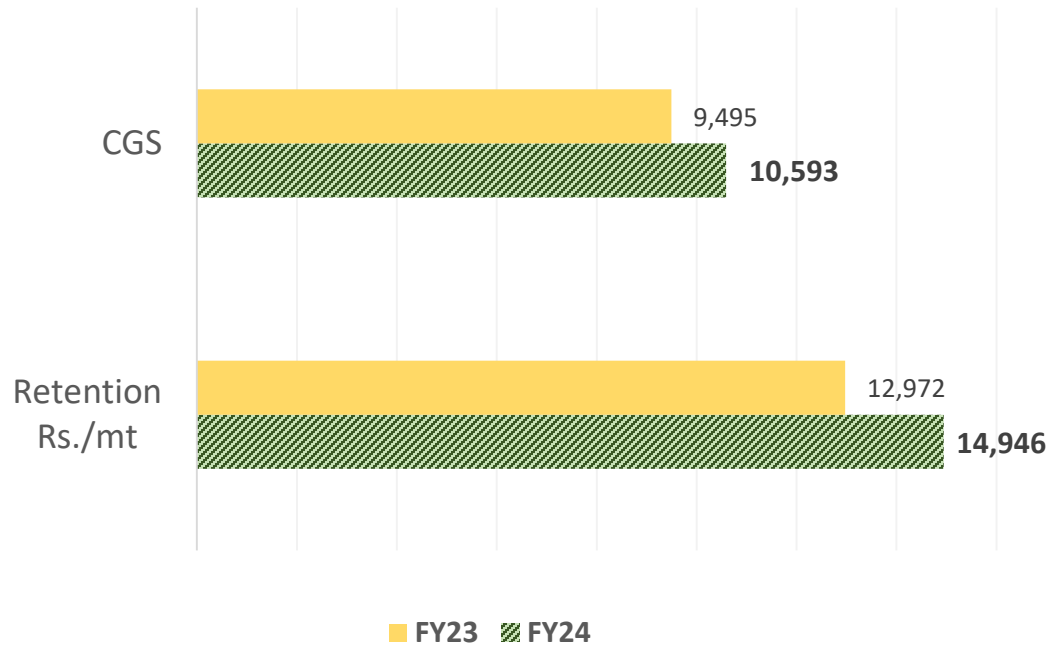


FY2024

1QFY25

Retention Vs COS /Ton

Retention Vs COS /Ton



Ongoing Projects



- Company is setting up a 10MW Solar Power Plant in addition to the already commissioned 10MW Solar Power Plant at its Plant site in Kohat for which major equipment has been procured.
- The contractor has been engaged and the installation of 6MW system will be completed by end of 2QFY25.



- The Board has also approved setting up of ~30MW Coal Fired Power Plant at Company's Plant site.
- The contractors have been engaged and installation & commissioning is expected to conclude in 18 months.



- The infrastructure development is in progress at **Greenfield Cement Production Line in Khushab.**
- Import of Plant and Machinery shall be finalized once the economic outlook is improved.



Future Outlook



- The cement industry in Pakistan is currently experiencing a period of depressed demand. Data indicates that from July 2024 to October 2024, dispatches in the North Zone declined by 13.2%. Assuming there is no further negative growth in dispatches for the remainder of the fiscal year, the industry is still projected to face an overall decline of approximately 5% in total dispatches during FY 2025.
- Although interest rates are on a declining trend, however, any savings on account of finance costs are likely to bridge gaps in government revenue. This scenario points to constraints in fiscal space, implying that the government will have limited capacity to allocate significant funds toward the Public Sector Development Program (PSDP).

Question & Answer

