

Arabian Cement

9M2024 Investor Presentation



9M2024 Highlights



Table of content

- Financial highlights.....4
- Performance highlights.....6
- Period Highlights.....6
- Sales Overview.....11
- Egyptian Cement Market Overview.....12
- Financial Statements.....13

Financial Highlights

Financial KPI	Unit	3Q2024	3Q2023	Y-o-Y Variance	9M2024	9M2023	Y-o-Y Variance
Local Revenues	MM EGP	1,165	991	18%	2,967	2,783	7%
Export Revenues	MM EGP	1,236	397	211%	3,316	1,743	90%
Total Revenues	MM EGP	2,401	1,388	73%	6,283	4,526	39%
Rev/Ton	EGP	1,799	1,360	32%	1,587	1,328	19%
Cash Cost	MM EGP	1,810	1,051	72%	4,698	3,403	38%
Cash Cost/Ton	EGP	1,356	1,030	32%	1,187	999	19%
Cash Gross Profit	MM EGP	591	337	75%	1,584	1,123	41%
Cash Gross Profit Margin	PCT	25%	24%	0%	25%	25%	0%
Other Income	MM EGP	5	8	-36%	12	11	9%
EBITDA	MM EGP	499	279	79%	1,344	960	40%
EBITDA/Ton	EGP	374	274	37%	340	282	21%
EBITDA Margin	PCT	21%	20%	1%	21%	21%	0%
COGS/Sales	PCT	75%	76%	0%	75%	75%	0%
SG&A	MM EGP	97	66	47%	252	174	45%
SG&A/Sales	PCT	4.0%	4.8%	-1%	4.0%	3.8%	0%
FX Loss	MM EGP	-21		6001%	-288	-105	173%
Depreciation	MM EGP	62	60	3%	183	178	3%
Net Profit	MM EGP	311	162	92%	651	503	30%
Net Profit Margin	PCT	13%	12%	1%	10%	11%	-1%

Performance Highlights

ACC Sales volumes	Unit	3Q2024	3Q2023	Variance %	9M2024	9M2023	Variance %
Local Sales Volume	K Tons	634.4	696.5	-9%	1,822.0	1,962.4	-7%
Cement Exports Volume	K Tons	182.0	40.3	352%	308.6	139.9	121%
Clinker Export volume	K Tons	518.3	283.7	83%	1,828.8	1,304.6	40%
ACC Total Volumes	K Tons	1,334.7	1,020.4	31%	3,959.4	3,406.9	16%
Total Export	K Tons	700.3	324.0	116%	2,137.5	1,444.5	48%

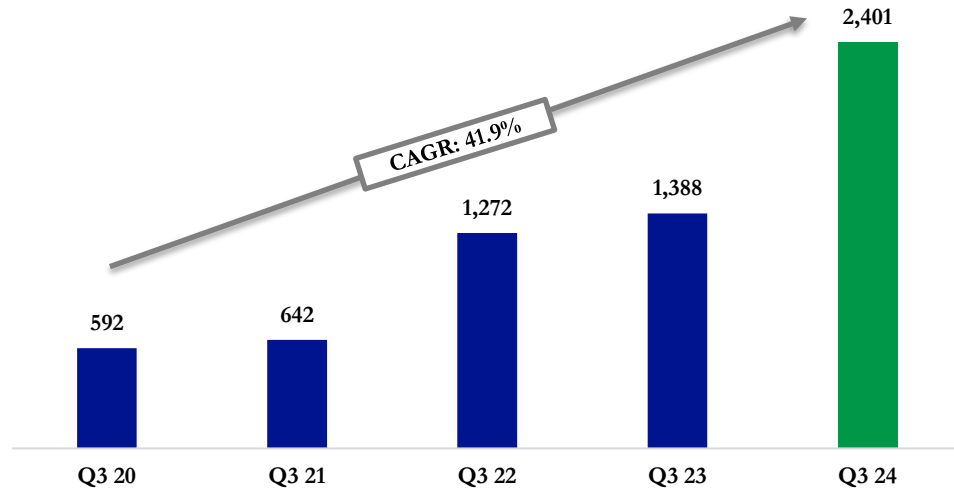
ACC Production Indicators	Unit	3Q2024	3Q2023	Variance %	9M2024	9M2023	Variance %
Clinker Production	K Tons	903.6	1,047.4	-14%	2,744.5	2,892.7	-5%
Clinker Utilization Rate	PCT	86%	100%	-14%	87%	92%	-5%
Cement Production	K Tons	823.1	717.3	15%	2,107.1	2,020.5	4%
Cement Utilization Rate	PCT	70%	61%	9%	60%	57%	2%

Market Overview	Unit	3Q2024	3Q2023	Variance %	9M2024	9M2023	Variance %
Cement Domestic Sales	K Tons	12,522.9	12,062.4	4%	34,691.3	34,468.2	1%
Clinker Export Sales	K Tons	3,806.2	2,038.7	87%	10,186.2	8,166.9	25%
Cement Export Sales	K Tons	2,804.1	1,033.1	171%	5,255.2	2,559.9	105%
Total Export Sales	K Tons	6,610.4	3,071.8	115%	15,441.4	10,726.9	44%

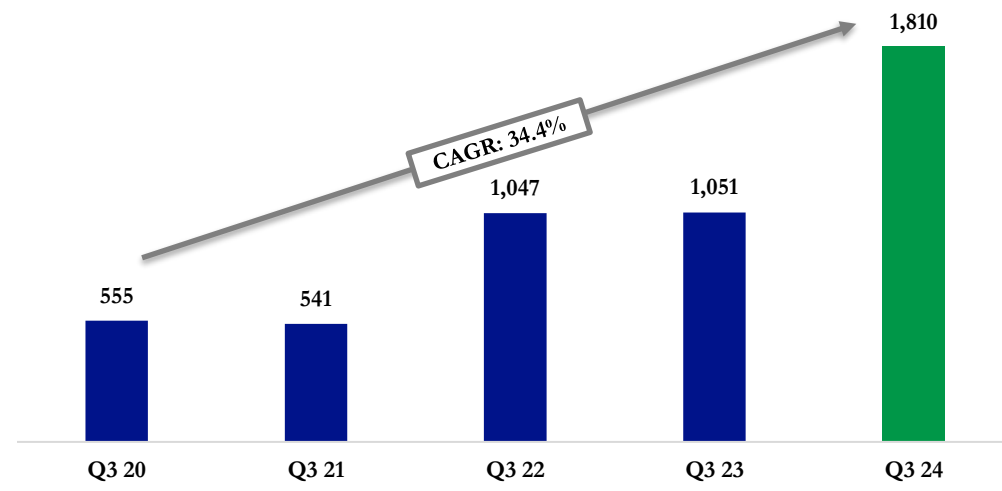
3Q2024 Highlights

Main KPIs

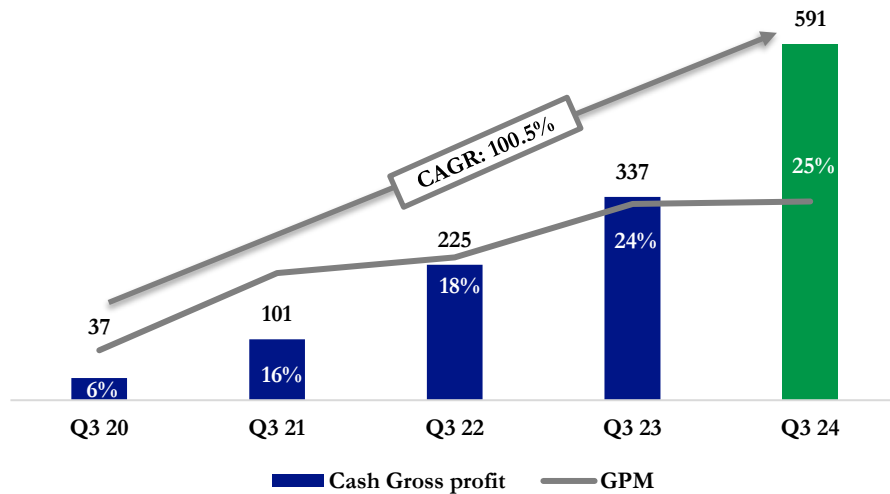
Revenue (MM EGP)



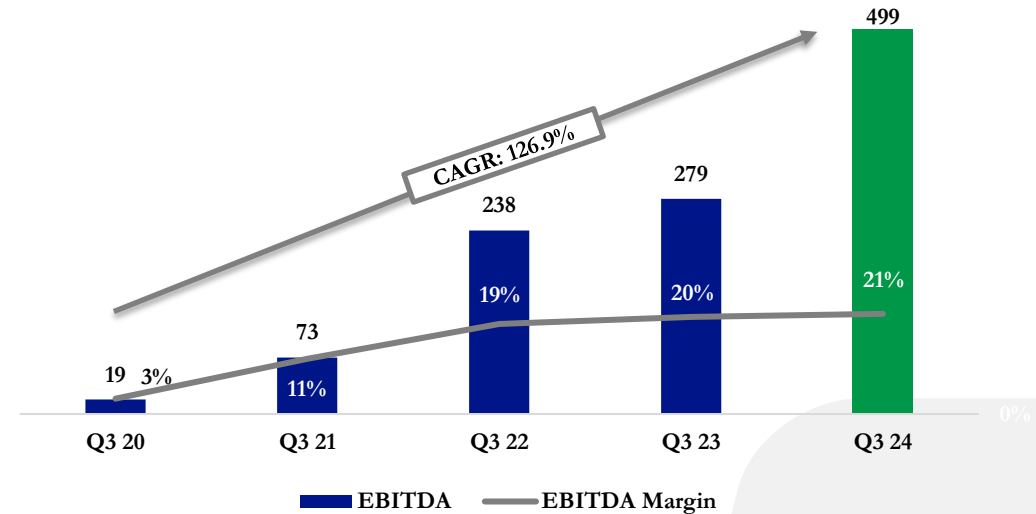
Cash Cost (MM EGP)



Cash Gross Profit (MM EGP)



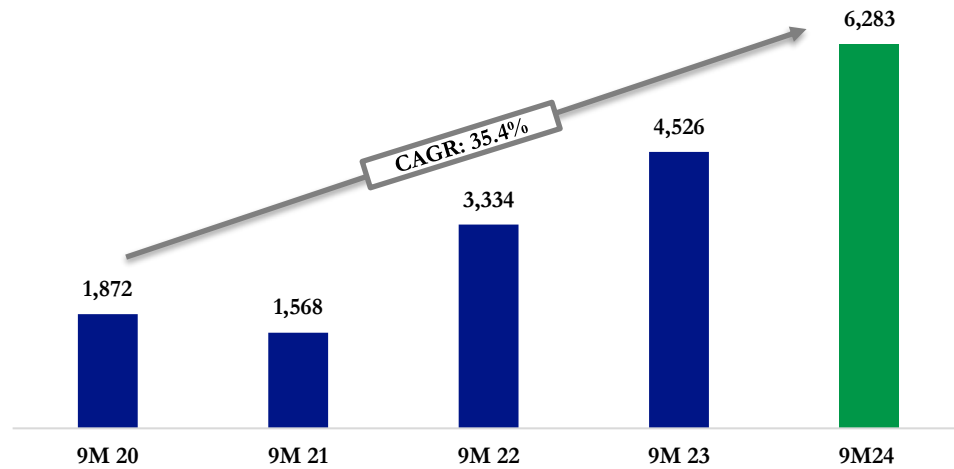
EBITDA (MM EGP)



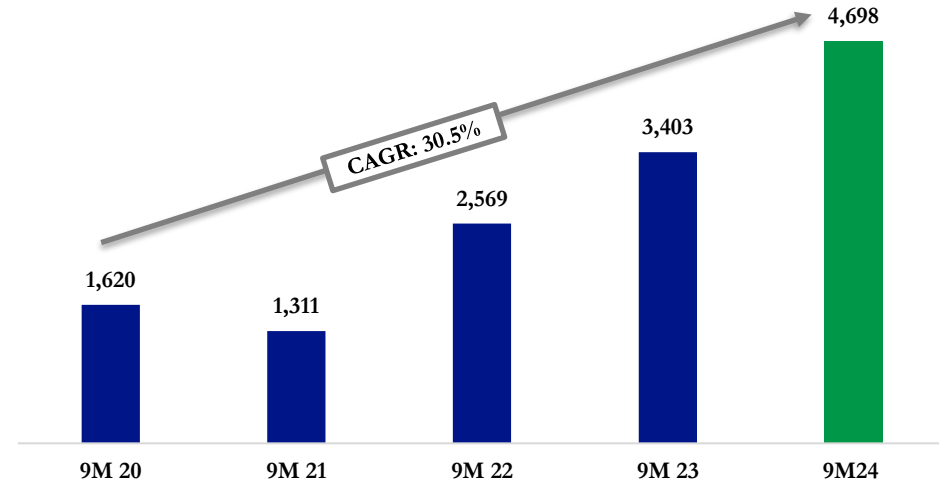
9M2024 Highlights

Main KPIs

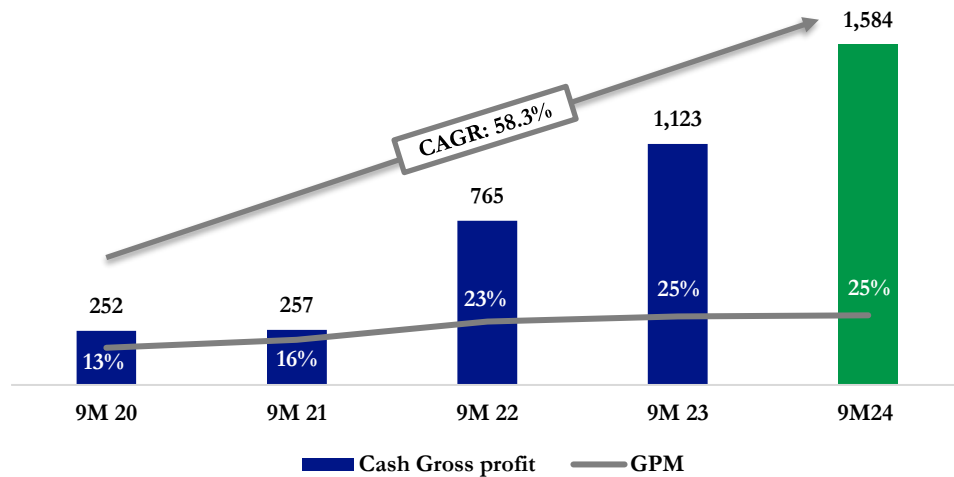
Revenue (MM EGP)



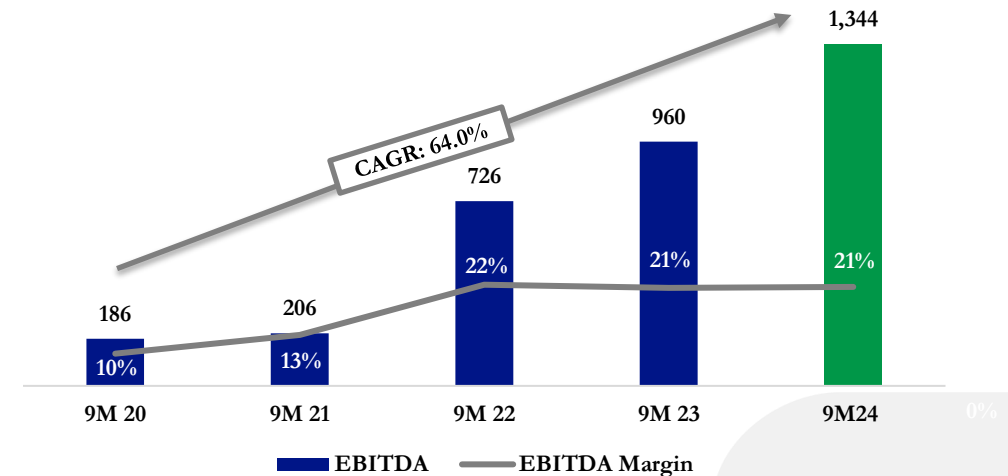
Cash Cost (MM EGP)



Cash Gross Profit (MM EGP)



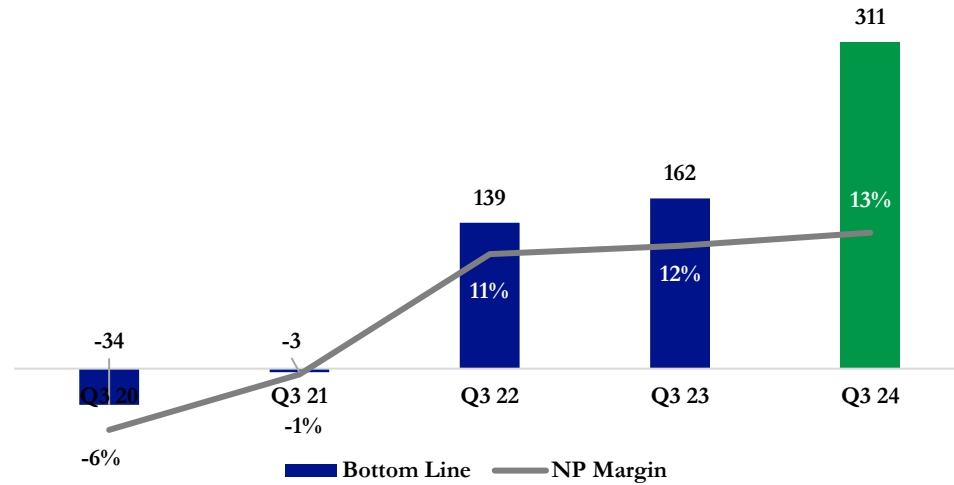
EBITDA (MM EGP)



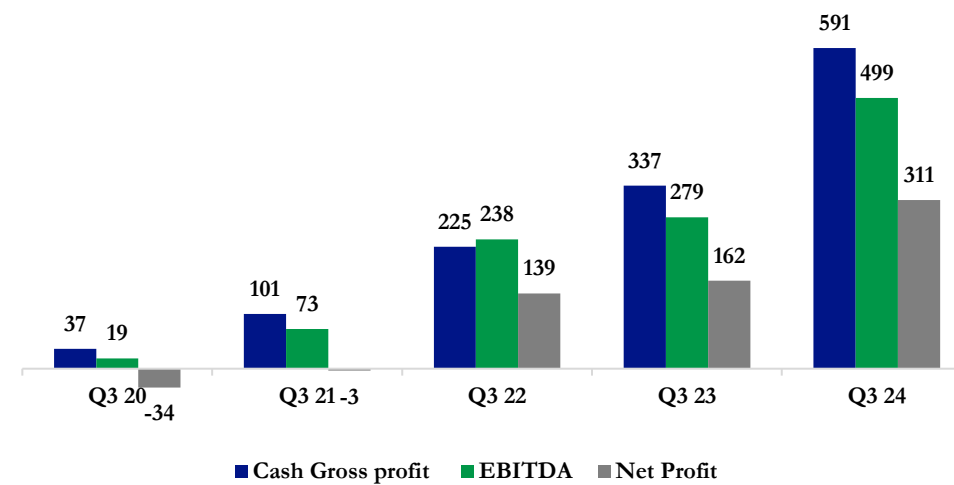
3Q2024 Highlights

Main KPIs

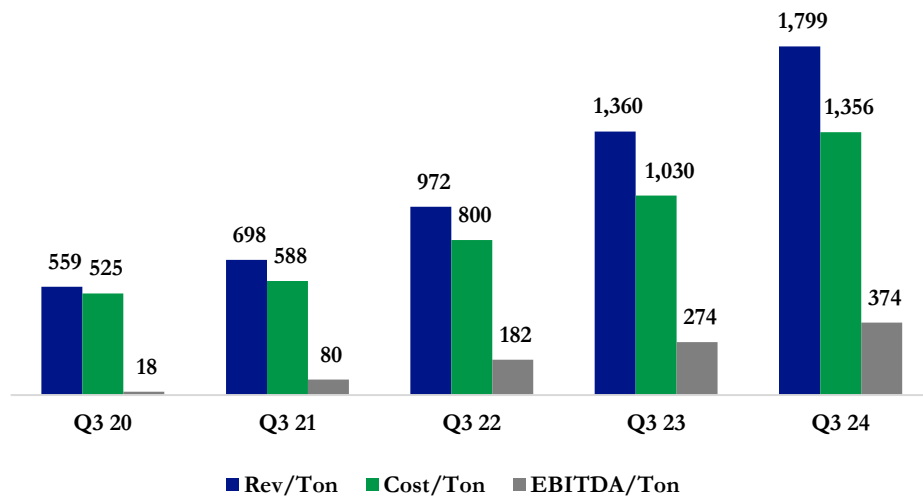
Bottom Line (MM EGP)



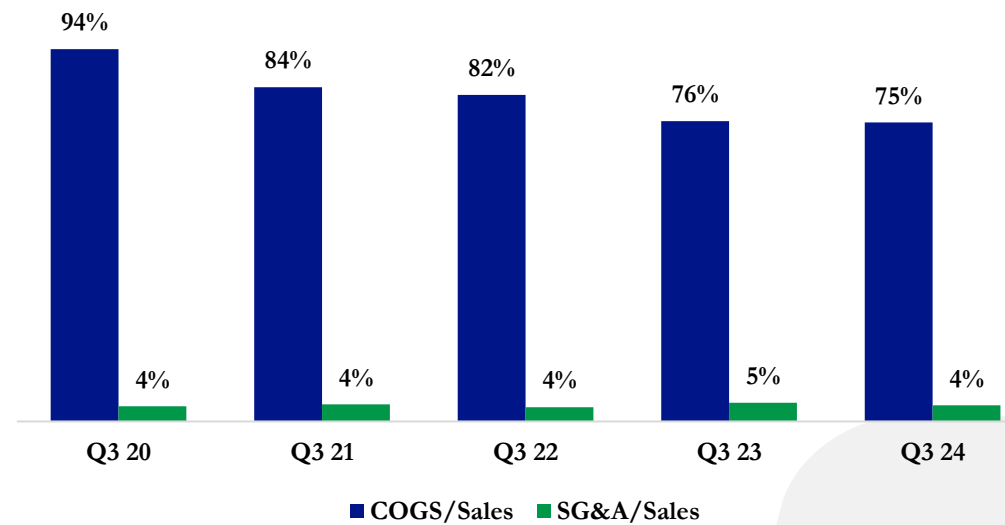
GP, EBITDA & Net Profit (MM EGP)



Revenues, COGS, and EBITDA (EGP/Ton)



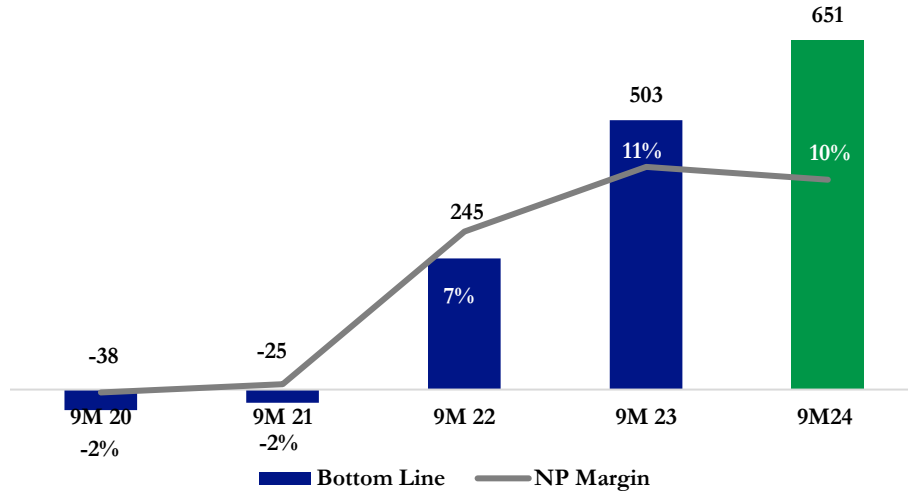
Efficiency



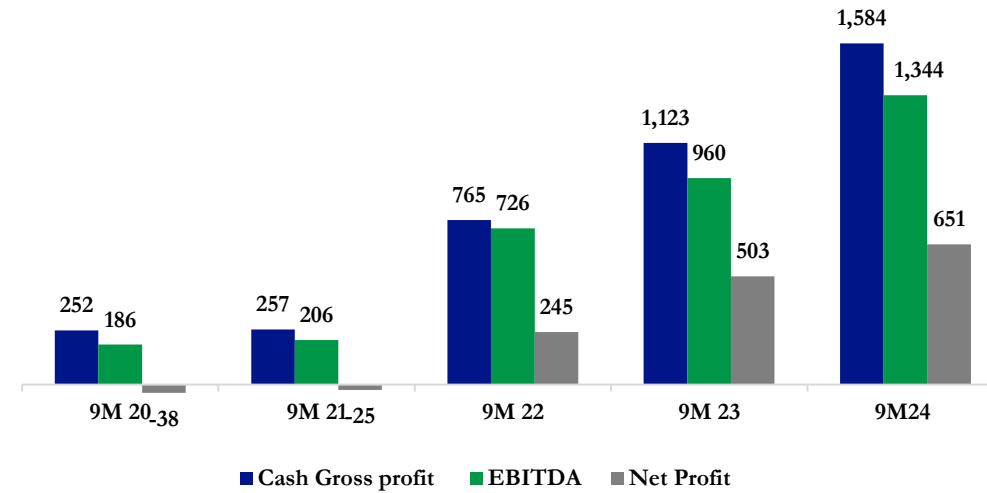
9M2024 Highlights

Main KPIs

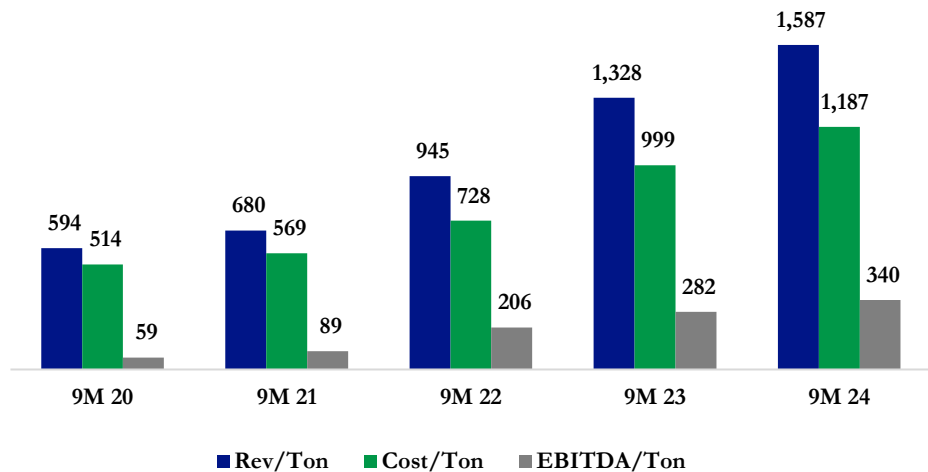
Bottom Line (MM EGP)



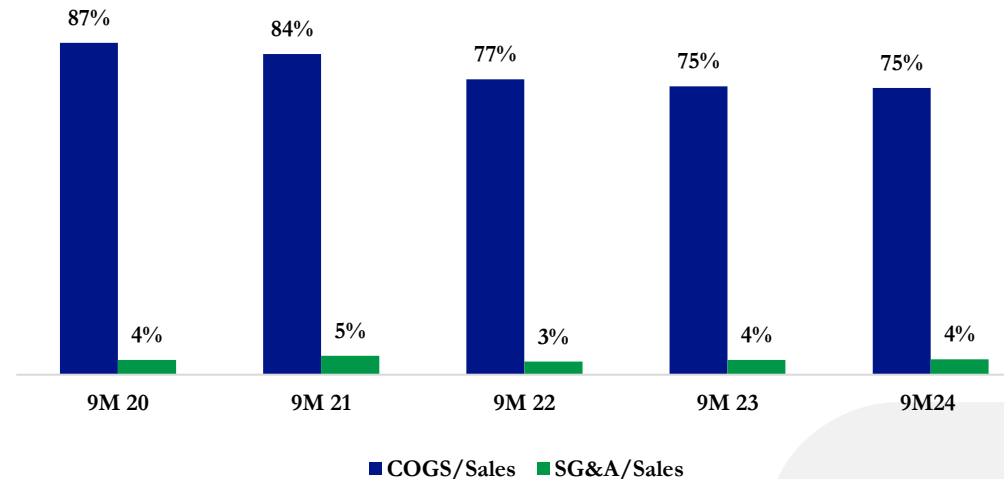
GP, EBITDA & Net Profit (MM EGP)



Revenues, COGS, and EBITDA (EGP/Ton)



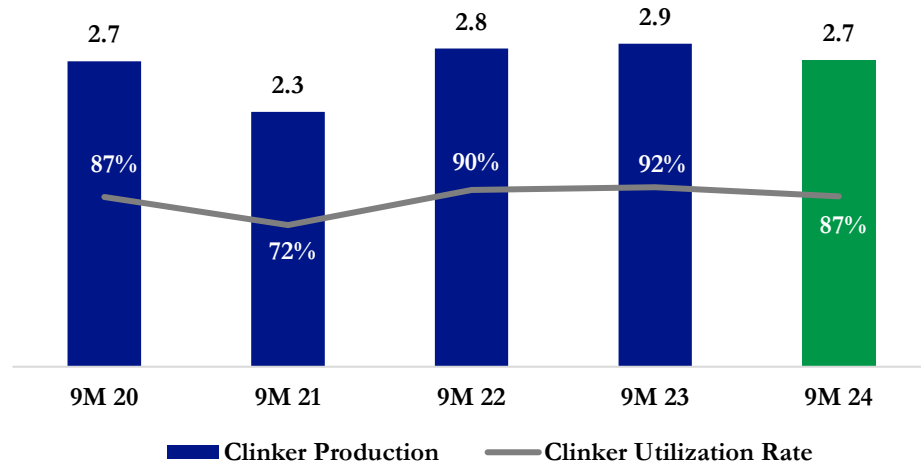
Efficiency



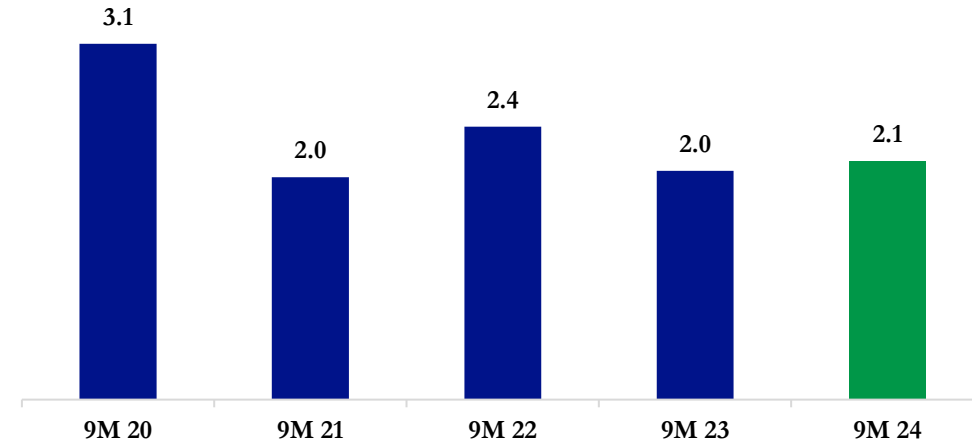
ACC Performance

Main KPIs

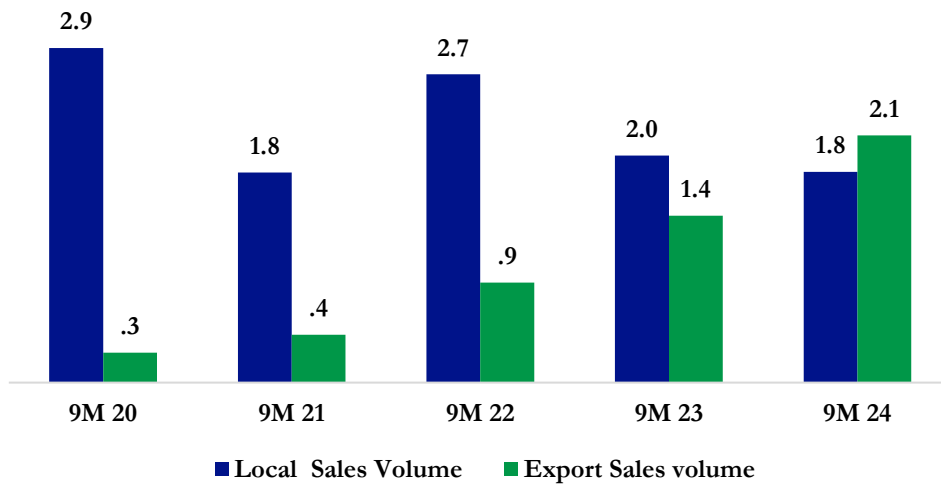
Clinker Production (MM Tons) and Utilization Rates



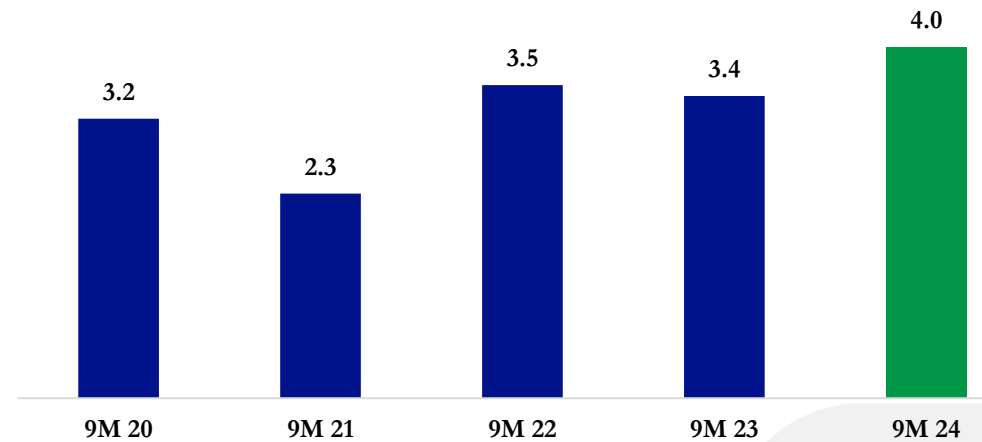
Cement Production (MM Tons)



Local and Export Sales Volumes (MM Tons)



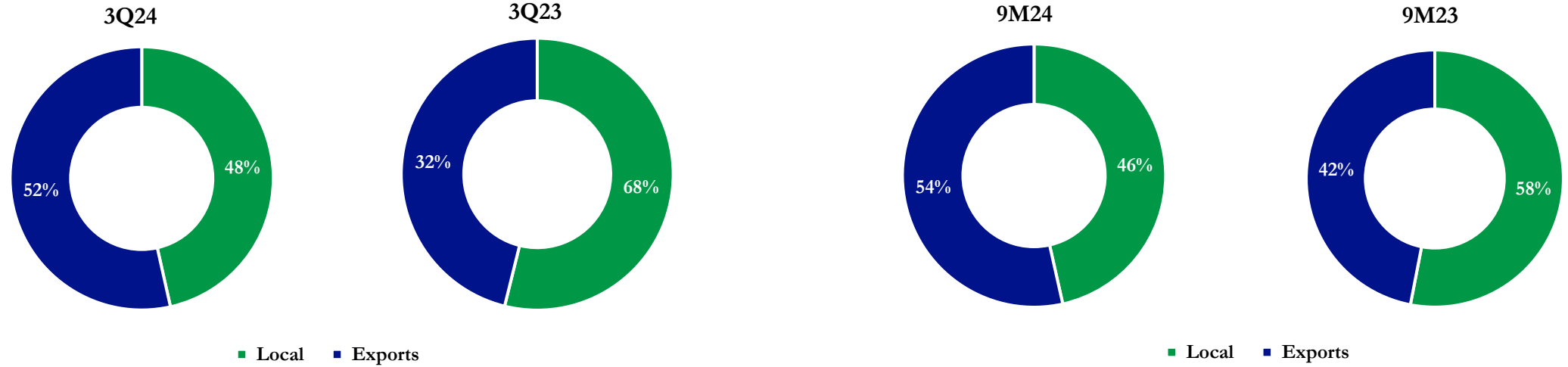
Total Sales Volumes (MM Tons)



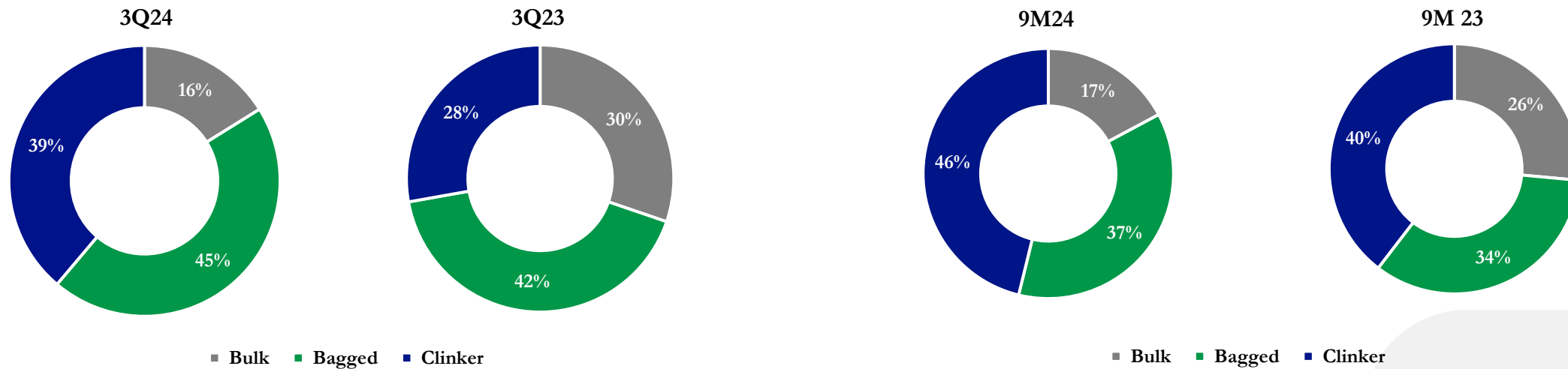
Sales overview

Quantities Breakdown

Breakdown by Market

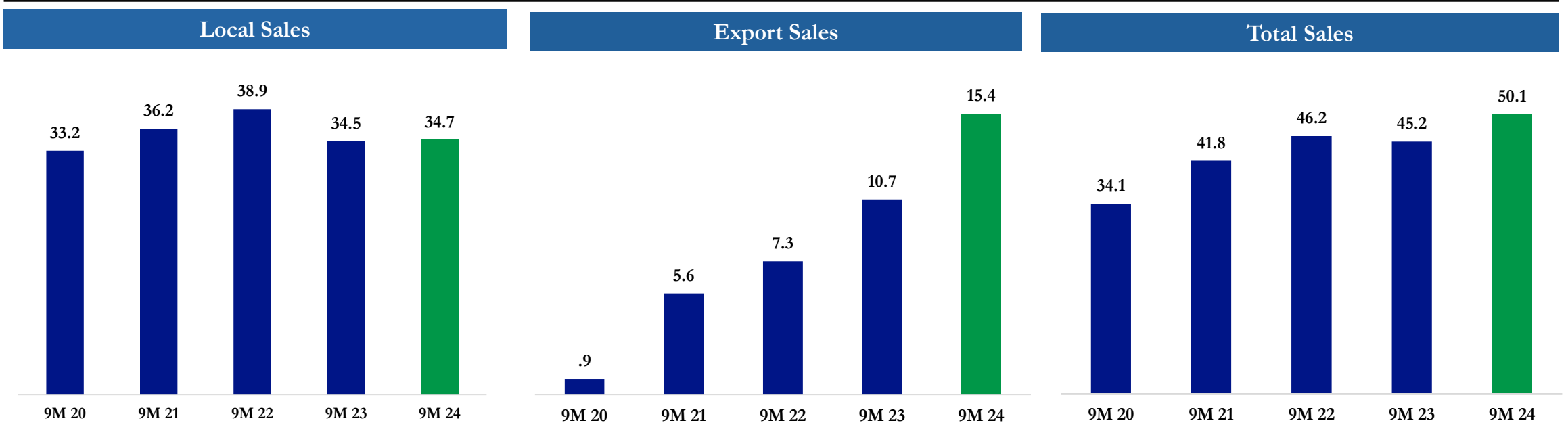


Breakdown by Type



Egyptian Cement Market Overview

Quantities Breakdown



Egyptian cement market witnessed an increase of 0.7% in cement sales volumes y-o-y. while the export sales volumes increased by 44% y-o-y.

Financial Statement

3Q2024 Income Statement

Amounts MN EGP	Q3 20	Q3 21	Q3 22	Q3 23	Q3 24
Revenue	592	642	1,272	1,388	2,401
COGS	555	541	1,047	1,051	1,810
Cash Gross profit	37	101	225	337	591
<i>GPM</i>	<i>6%</i>	<i>16%</i>	<i>18%</i>	<i>24%</i>	<i>25%</i>
SG&A Expenses	23	28	46	66	97
Other income	5		59	8	5
EBITDA	19	73	238	279	499
<i>EBITDA Margin</i>	<i>3%</i>	<i>11%</i>	<i>19%</i>	<i>20%</i>	<i>21%</i>
Provisions				3	2
Depreciation & Amortization	61	59	59	60	62
EBIT	-42	14	179	216	435
<i>EBIT Margin</i>	<i>-7%</i>	<i>2%</i>	<i>14%</i>	<i>16%</i>	<i>18%</i>
Capital Gain					
Foreign exchange	13		-18		-21
Interest Income			2	5	9
Finance cost, net	19	16	14	18	24
Net Profit Before Tax	-48	-3	149	203	399
NPBT Margin	-8%	0%	12%	15%	17%
Deferred tax			12	3	-17
Income tax expense	-14	1	-1	38	105
Net Profit	-34	-3	139	162	311
<i>Net Profit Margin</i>	<i>-5.8%</i>	<i>-0.5%</i>	<i>10.9%</i>	<i>11.7%</i>	<i>12.9%</i>

Financial Statement

9M2024 Income Statement

Amounts MN EGP	9M 20	9M 21	9M 22	9M 23	9M24
Revenue	1,872	1,568	3,334	4,526	6,283
COGS	1,620	1,311	2,569	3,403	4,698
Cash Gross profit	252	257	765	1,123	1,584
<i>GPM</i>	<i>13%</i>	<i>16%</i>	<i>23%</i>	<i>25%</i>	<i>25%</i>
SG&A Expenses	72	77	114	174	252
Other income	6	27	75	11	12
EBITDA	186	206	726	960	1,344
<i>EBITDA Margin</i>	<i>10%</i>	<i>13%</i>	<i>22%</i>	<i>21%</i>	<i>21%</i>
Provisions	1	1	91	9	7
Depreciation & Amortization	183	179	175	178	183
EBIT	2	26	459	773	1,154
<i>EBIT Margin</i>	<i>0%</i>	<i>2%</i>	<i>14%</i>	<i>17%</i>	<i>18%</i>
Capital Gain					2
Foreign exchange	12		-82	-105	-288
Interest Income	1		2	23	30
Finance cost, net	62	52	39	73	61
Net Profit Before Tax	-48	-25	340	618	837
NPBT Margin	-3%	-2%	10%	14%	13%
Deferred tax	-7	-8		-19	-24
Income tax expense	-2	8	95	134	209
Net Profit	-38	-25	245	503	651
<i>Net Profit Margin</i>	<i>-2.0%</i>	<i>-1.6%</i>	<i>7.3%</i>	<i>11.1%</i>	<i>10.4%</i>

Financial Statement

Balance Sheet Statement

Amounts in MN EGP	9M20	9M21	9M22	9M23	9M24
Property plant and equipment, net	2,227	2,026	1,856	1,688	1,574
Projects under construction	7	7	4	1	71
Intangible assets	264	227	198	170	142
Right of use			13	15	7
Investment in subsidiaries	48	48	48	48	30
Total Non-current Assets	2,545	2,307	2,119	1,922	1,825
Inventory	189	285	650	788	756
Trade Receivables	27		290	130	270
Debtors and other debit balances	123	139	430	183	426
Due from related parties	21	88	18	10	15
Cash and bank balances	103	95	233	280	1,040
Total Current Assets	462	607	1,620	1,391	2,507
Total Assets	3,007	2,914	3,740	3,313	4,332
Provisions	11	18	53	46	57
Current tax liabilities	3	13	125	134	184
Trade and notes payables	473	620	1,098	874	668
Creditors and other credit balances	211	169	185	240	255
Due to related parties	3	8		5	10
Credit Facilities	338	333	341	95	461
Borrowings - short term portions	94		139		5
Current Portion of long-Term Other liabilities	3	112			
Lease Liability			10	9	10
Total Current Liabilities	1,136	1,273	1,951	1,404	1,651
Paid up capital	757	757	757	757	757
Legal reserve	258	258	260	295	364
Net profit for the period				341	651
Retained earnings	116	6	293	261	608
Total Equity	1,131	1,021	1,311	1,654	2,380
Borrowings - long term portions	415	303	197		32
Deferred income tax liability	325	308	270	245	269
Lease Liability			6	2	
Notes Payable		8	5	8	
Total Non-Current Liabilities	740	619	478	255	301
Total Equity and Liabilities	3,007	2,914	3,740	3,313	4,332

Financial Statement

Cash Flow Statement

Amounts in MN EGP	9M20	9M21	9M22	9M23	9M24
Cash flows from operating activities					
Net profit before tax	-48	-25	340	618	837
Interest income	-1		-2	-23	-30
Finance Cost	62	52	39	73	61
Depreciation expense	154	153	152	154	159
Amortization of intangible assets	31	28	21	21	21
Amortization of right of use assets			4	5	5
Foreign exchange (gain)/losses differences	-3		33		2
Provision	1	1	91	9	7
Changes in working capital	197	208	679	856	1,061
Debtors and other debit balances	-32	-15	-291	23	-205
Change in Inventory	-33	-115	-287	-173	221
Trade payables and other credit balances	-192	168	450	-22	-395
Due from related parties	-6	-65		2	-6
Current Income Tax Paid			-42	-188	
Increase/ Decrease in trade receivables	-27		-278	-81	-84
Due to related parties	-6	5	-73	3	5
Income Tax Paid					-229
Interest Paid	-72	-52	-38	-72	-61
Net cash from operating activities	-171	133	119	349	306
Cash flows from investing activities					
Interest income	1		2	23	32
Purchase of property, plant and equipment	-1	-3	-14	-29	-78
Additions in projects under construction	-3				-70
Net cash flows used in investing activities	-3	-3	-12	-6	-116
Cash flows from financing activities					
Payments of license liability/other liabilities	-9	-1			
Payments of borrowings	-70	-72	-84	-341	36
Dividends paid	-7	-7	-7	-250	-99
Payment of finance lease liability			-1	-4	-3
Proceeds from credit facility	276	-8	101	-266	371
Net cash flows from financing activities	190	-87	8	-861	305
Net increase (decrease) in cash and cash equivalents	17	43	116	-518	495
Cash and cash equivalents at beginning of the year	86	52	117	798	545
Cash and cash equivalents at end of the period	103	95	233	280	1,040



THANK YOU!