



Arabian Cement recorded a healthy 27% EBITDA margin in 1Q2024.

Key Financial Highlights in 1Q 2024

Revenue	Cash Gross Profit	EBITDA	Net Profit
EGP 1,909 MN	EGP 590 MN	EGP 521 MN	EGP 151 MN
▲ 13% y-o-y	▲ 13% y-o-y 31% Margin	▲ 10% y-o-y 27% Margin	▼ -38% y-o-y 8% Margin



Results in a Nutshell

June 2024 | Cairo | Arabian Cement Company (ARCC.CA on the Egyptian Exchange),
a leading Egyptian cement producer reported its results for 1Q2024.

The following are our comments for the 1Q2024.

Revenue grew by 13% y-o-y (36% q-o-q) in 1Q2024 amounting to EGP 1,909 million compared to EGP 1,687 million in 1Q2023. Local revenues constitute 53% of total revenues, compared to 57% in the same quarter last year. Meanwhile, export revenues recorded 47%. Our Rev/ton hiked 4% y-o-y reaching EGP 1,372 compared to EGP 1,319 in 1Q2023. Our sales volume stood at 1,391.3K tons versus 1,278.9K tons in 1Q2023. In which 651.5K tons were local cement sales, 719.3K tons of clinker export, and 20.5K tons of cement export.

Cash cost for the quarter stood at EGP 1,319 million in 1Q2024 versus EGP 1,165 million in 1Q2023. While our cash cost per ton increased by 4% y-o-y reaching EGP 948 compared to EGP 911 in the same period last year and decreased by 4% q-o-q.

1Q2024 witnessed an increase of 13% y-o-y in cash gross profit recording EGP 590 million versus EGP 522 million in the same comparable period. Our cash gross profit margin stood at 31%, flat y-o-y.

SG&A for 1Q2024 stood at EGP 70 million with an SG&A to Sales ratio of 3.7% compared to 2.9% in the same period last year.

EBITDA for the quarter recorded EGP 521 million in 1Q2024 versus EGP 472 million in 1Q2023, up 10% y-o-y with an EBITDA margin of 27.3%.

The company recorded a net interest expense of EGP 12.7 million in 1Q2024 compared to EGP 16.3 million in the same period last year.

Foreign exchange loss stood at EGP 244 million in 1Q2024 compared to EGP 104 million in 1Q2023, driven by the devaluation of the EGP towards the end of the quarter.

ACC's Net profit stood at EGP 151 million compared to EGP 243 million in 1Q2023, yielding an associated net profit margin of 8%.

Financial KPI	Unit	1Q2024	1Q2023	Y-o-Y Variance	4Q2023	Q-o-Q Variance
Local Revenues	MM EGP	1,002	963	4%	1,097	-9%
Export Revenues	MM EGP	907	724	25%	310	193%
Total Revenues	MM EGP	1,909	1,687	13%	1,407	36%
Rev/Ton	EGP	1,372	1,319	4%	1,452	-6%
Cash Cost	MM EGP	1,319	1,165	13%	960	37%
Cash Cost/Ton	EGP	948	911	4%	990	-4%
Cash Gross Profit	MM EGP	590	522	13%	447	32%
Cash Gross Profit Margin	PCT	31%	31%	0%	32%	-1%
Other Income	MM EGP	2		361%	2	-10%
EBITDA	MM EGP	521	472	10%	394	32%
EBITDA/Ton	EGP	375	369	1%	407	-8%
EBITDA Margin	PCT	27%	28%	-1%	28%	-1%
COGS/Sales	PCT	69%	69%	0%	68%	1%
SG&A	MM EGP	70	50	41%	55	27%
SG&A/Sales	PCT	3.7%	2.9%	1%	3.9%	0%
FX Loss	MM EGP	-244	-104	134%	-10	2410%
Depreciation	MM EGP	60	58	3%	64	-7%
Net Profit	MM EGP	151	243	-38%	217	-31%
Net Profit Margin	PCT	8%	14%	-7%	15%	-8%
Outstanding Debt	MM EGP		342	-100%		

ACC Sales volumes	Unit	1Q2024	1Q2023	Variance %	4Q2023	Variance %
Local Sales Volume	K Tons	651.5	669.4	-3%	712.5	-9%
Cement Exports Volume	K Tons	20.5	73.6	-72%	19.4	6%
Clinker Export volume	K Tons	719.3	535.9	34%	237.3	203%
ACC Total Volumes	K Tons	1,391.3	1,278.9	9%	969.1	44%

ACC Production Indicators	Unit	1Q2024	1Q2023	Variance %	4Q2023	Variance %
Clinker Production	K Tons	887.2	862.4	3%	1,034.4	-14%
Clinker Utilization Rate	PCT	84%	82%	2%	99%	-14%
Cement Production	K Tons	663.6	683.7	-3%	742.1	-11%
Cement Utilization Rate	PCT	56%	58%	-2%	63%	-7%

Market Overview	Unit	1Q2024	1Q2023	Variance %	4Q2023	Variance %
Cement Domestic Sales	K Tons	11,646.5	12,065.5	-3%	13,097.7	-11%
Clinker Export Sales	K Tons	2,706.5	2,991.5	-10%	1,742.2	55%
Cement Export Sales	K Tons	924.7	781.0	18%	911.8	1%
Total Export Sales	K Tons	3,631.2	3,772.5	-4%	2,654.0	37%

About Arabian Cement Company

Arabian Cement Company (ACC) was first established in 1997 by a group of Egyptian entrepreneurs, who aspired to establish a leading Egyptian cement company. The cement factory is in the Suez Governorate. It has a capacity of 5MM tons of first quality cement, approximately 7% of Egypt's production capacity. ACC is held by Cementos La Union, a Spanish investor with 60% stake, 12.5% held by Sadek El Sewedy, 11.6% is held by El Bourini family, and 15.9% is traded on the EGX. Its brand "Al Mosallah" enjoys undisputed prestige and is considered among the best cements produced in Egypt. For further information, please refer to www.arabiancementcompany.com

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Forward-Looking Statements

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