



Arabian Cement Achieves Strong Revenue Growth and Enhanced Profitability in 9M2024.

Key Financial Highlights in 9M2024

Revenue	Cash Gross Profit	EBITDA	Net Profit
EGP 6,283 MN	EGP 1,584 MN	EGP 1,344 MN	EGP 651 MN
▲ 39% y-o-y	▲ 41% y-o-y 25% Margin	▲ 40% y-o-y 21% Margin	▲ 30% y-o-y 10% Margin



Results in a Nutshell

November 2024 | Cairo | Arabian Cement Company (ARCC.CA on the Egyptian Exchange),

a leading Egyptian cement producer reported its results for 3Q2024.

The following are our comments for the 3Q2024.

Arabian Cement achieved year-on-year revenue growth of 73% in 3Q2024, reaching EGP 2,401 million, compared to EGP 1,388 million in 3Q2023 and quarter-on-quarter increase of 22%. Local revenues accounted for 49%, down from 71% in the same quarter last year, while export revenues rose to 51% from 29% in 3Q2023. Revenue per ton increased by 32% year-on-year to EGP 1,799, up from EGP 1,360 in 3Q2023, and quarter-on-quarter increase of 12%. Sales volume reached 1,334K tons, comprising 634K tons of local cement sales, 518K tons of clinker exports, and 182K tons of cement exports.

Cash costs for 3Q2024 stood at EGP 1,810 million, compared to EGP 1,051 million in 3Q2023. Cash cost per ton rose by 32% year-on-year to EGP 1,356, up from EGP 1,030 in the same period last year, and quarter-on-quarter increase of 7%.

Cash gross profit grew by 75% year-on-year to EGP 591 million in 3Q2024, up from EGP 337 million in the comparable period, with a cash gross profit margin of 25%, compared to 24% in the prior year.

SG&A expenses for 3Q2024 amounted to EGP 97 million, with an SG&A-to-sales ratio of 4.0%, down from 4.8% in 3Q2023.

EBITDA for 3Q2024 rose 79% year-on-year to EGP 499 million, compared to EGP 279 million in 3Q2023, reflecting an EBITDA margin of 21%.

Net profit for the quarter increased by 92% year-on-year to EGP 311 million, up from EGP 162 million in 3Q2023, with a net profit margin of 13%.

The following is our comments for 9 Months of 2024

For the nine-month period of 2024, Arabian Cement recorded revenues of EGP 6,283 million, representing a 39% increase from the same period last year. This growth was driven by strong, consistent performance across the past three quarters. Notably, ACC increased its export revenues by 90% year-on-year, reaching EGP 3,316 million compared to EGP 1,743 million in 9M2023. Revenue per ton rose by 19% year-on-year to EGP 1,587, up from EGP 1,328.

ACC saw a significant shift in its sales mix in 9M2024, with export sales representing 53% of total sales volume (14% export market share), compared to 39% in the previous year, supporting foreign currency requirements. Total sales volume for the period reached 3,959K tons, up from 3,407K tons in 9M2023, consisting of 46% local cement, 46% clinker exports, and 8% cement exports.

Total cash costs for 9M2024 amounted to EGP 4,698 million, compared to EGP 3,403 million in the same period last year. Cash cost per ton increased by 19% year-on-year, reaching EGP 1,187 compared to EGP 999 in 9M2023.

Cash gross profit reached EGP 1,584 million, a 41% increase from EGP 1,123 million in 9M2023, with a steady margin of 25%.

EBITDA for the nine-month period grew by 40% year-on-year to EGP 1,344 million, up from EGP 960 million in 9M2023, maintaining a robust margin of 21%.

ACC recorded a finance cost of EGP 61 million in 9M2024, down from EGP 73 million in 9M2023. Foreign exchange losses amounted to EGP 288 million in 9M2024, compared to EGP 105 million in 9M2023, primarily due to the devaluation of the Egyptian pound.

Strong top-line growth in 9M2024 contributed to a 30% year-on-year increase in net profit, reaching EGP 651 million, compared to EGP 503 million in the same period last year, with a net profit margin of 10%.

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 & Amortization	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%

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%



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 6% 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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