

Arabian Cement

9M2025 Investor Presentation



9M2025 Highlights



Table of content

- Financial highlights.....4
- Performance highlights.....5
- Period Highlights.....6
- ACC Quarter performance10
- Sales Overview.....11
- Egyptian Cement Market Overview.....12
- Financial Statements.....13

Financial Highlights

Financial KPI	Unit	3Q2025	3Q2024	Y-o-Y Variance	9M2025	9M2024	Y-o-Y Variance
Local Revenues	MM EGP	2,170	1,165	86%	6,072	2,967	105%
Export Revenues	MM EGP	1,095	1,236	-11%	2,639	3,316	-20%
Total Revenues	MM EGP	3,265	2,401	36%	8,711	6,283	39%
Rev/Ton	EGP	2,702	1,799	50%	2,509	1,587	58%
Cash Cost	MM EGP	1,691	1,810	-7%	4,875	4,698	4%
Cash Cost/Ton	EGP	1,399	1,356	3%	1,404	1,187	18%
Cash Gross Profit	MM EGP	1,574	591	166%	3,836	1,584	142%
Cash Gross Profit Margin	PCT	48%	25%	24%	44%	25%	19%
EBITDA	MM EGP	1,449	499	190%	3,496	1,344	160%
EBITDA/Ton	EGP	1,199	374	221%	1,007	340	197%
EBITDA Margin	PCT	44%	21%	24%	40%	21%	19%
COGS/Sales	PCT	52%	75%	-24%	56%	75%	-19%
SG&A	MM EGP	137	97	41%	356	252	41%
SG&A/Sales	PCT	4.2%	4.0%	0%	4.1%	4.0%	0%
FX Loss	MM EGP	-1	-21	-96%	-64	-288	-78%
Depreciation & Amortization	MM EGP	72	62	16%	204	183	12%
Net Profit	MM EGP	1,115	311	259%	2,509	651	285%
Net Profit Margin	PCT	34%	13%	21%	29%	10%	18%

Performance Highlights

ACC Sales volumes	Unit	3Q2025	3Q2024	Variance %	9M2025	9M2024	Variance %
Local Sales Volume	K Tons	677.4	634.4	7%	2,143.4	1,822.0	18%
Cement Exports Volume	K Tons	196.2	182.0	8%	443.6	308.6	44%
Clinker Export volume	K Tons	334.8	518.3	-35%	884.3	1,828.8	-52%
ACC Total Volumes	K Tons	1,208.4	1,334.7	-9%	3,471.4	3,959.4	-12%
Total Export	K Tons	531.0	700.3	-24%	1,328.0	2,137.5	-38%

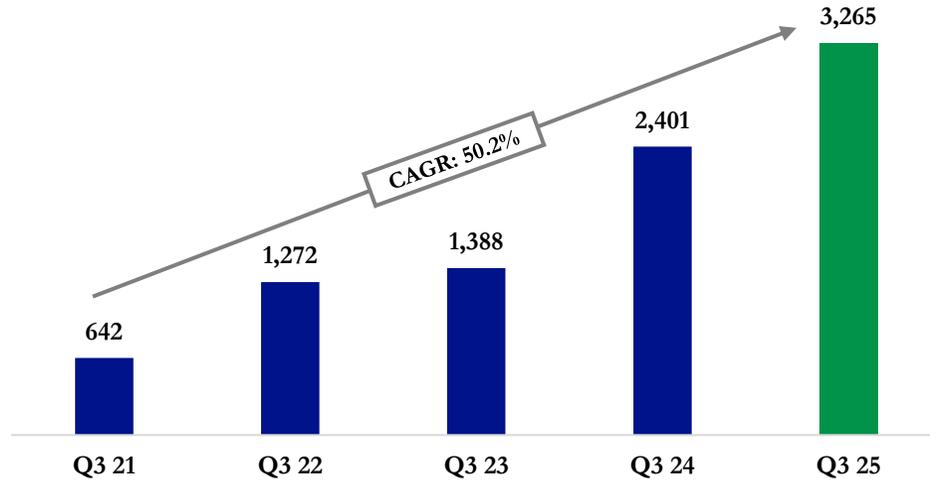
ACC Production Indicators	Unit	3Q2025	3Q2024	Variance %	9M2025	9M2024	Variance %
Clinker Production	K Tons	1,079.3	903.6	19%	2,834.0	2,744.5	3%
Clinker Utilization Rate	PCT	103%	86%	17%	90%	87%	3%
Cement Production	K Tons	852.5	823.1	4%	2,588.2	2,107.1	23%
Cement Utilization Rate	PCT	73%	70%	3%	73%	60%	14%

Market Overview	Unit	3Q2025	3Q2024	Variance %	9M2025	9M2024	Variance %
Cement Domestic Sales	K Tons	14,180.5	12,522.9	13%	39,289.1	34,691.3	13%
Clinker Export Sales	K Tons	1,727.4	3,806.2	-55%	5,991.8	10,186.2	-41%
Cement Export Sales	K Tons	2,988.8	2,804.1	7%	8,536.9	5,255.2	62%
Total Export Sales	K Tons	4,716.2	6,610.4	-29%	14,528.7	15,441.4	-6%

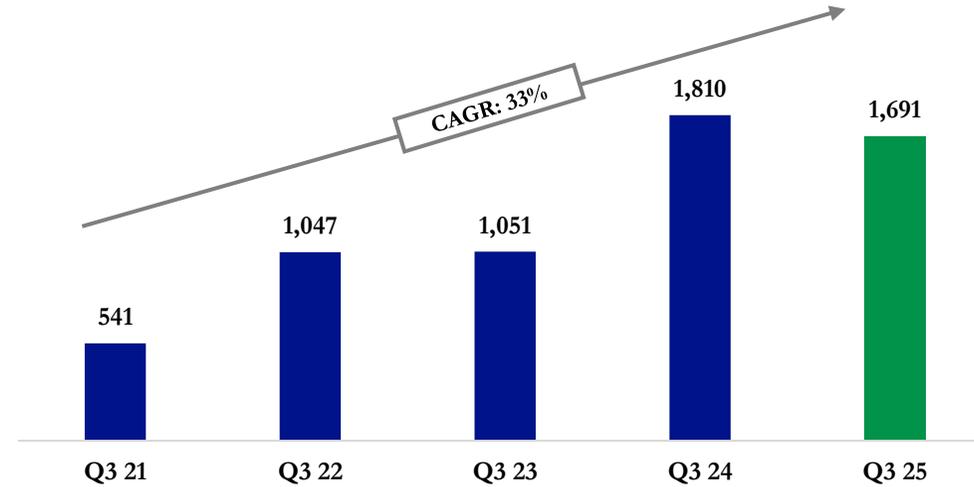
3Q2025 Highlights

Main KPIs

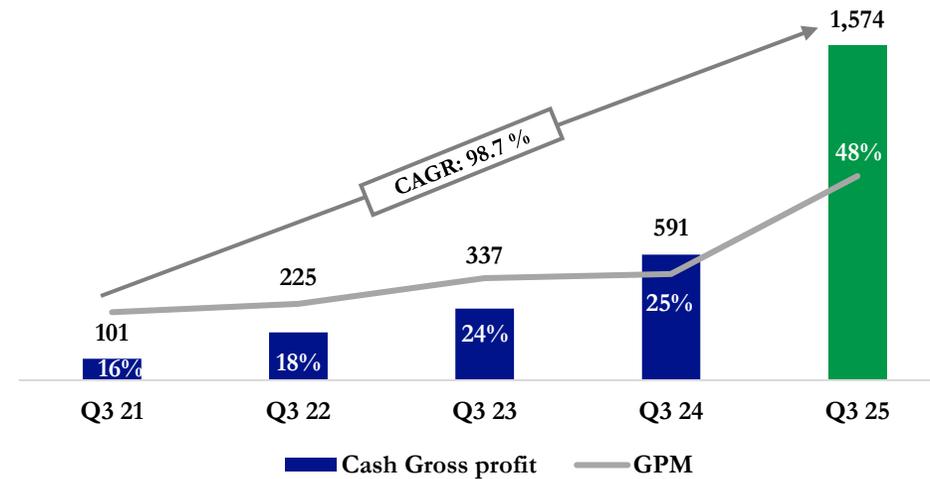
Revenue (MM EGP)



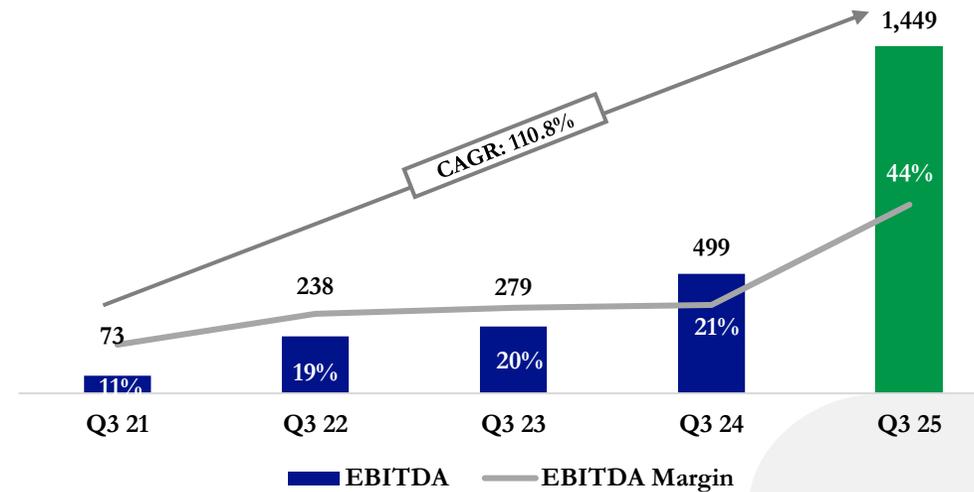
Cash Cost (MM EGP)



Cash Gross Profit (MM EGP)



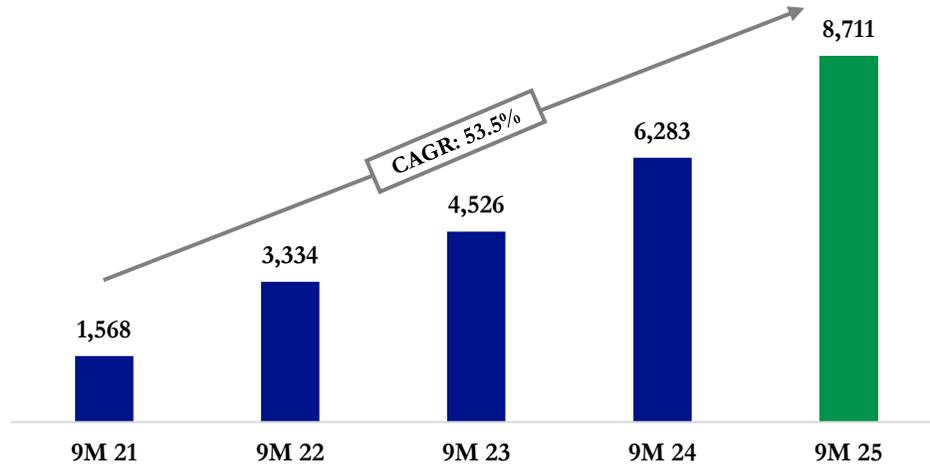
EBITDA (MM EGP)



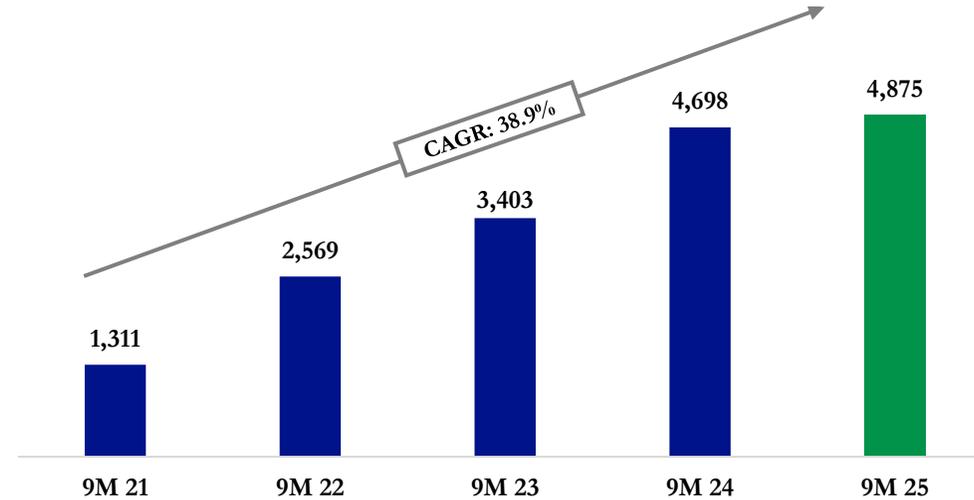
9M2025 Highlights

Main KPIs

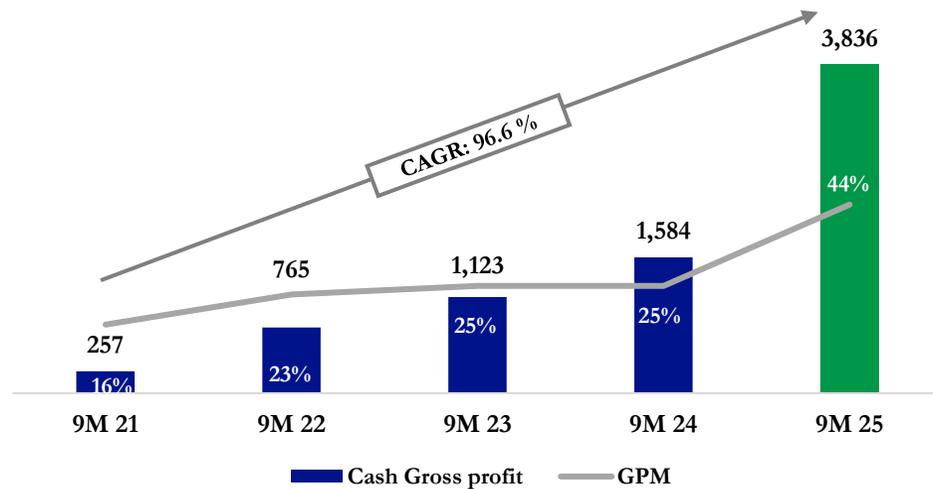
Revenue (MM EGP)



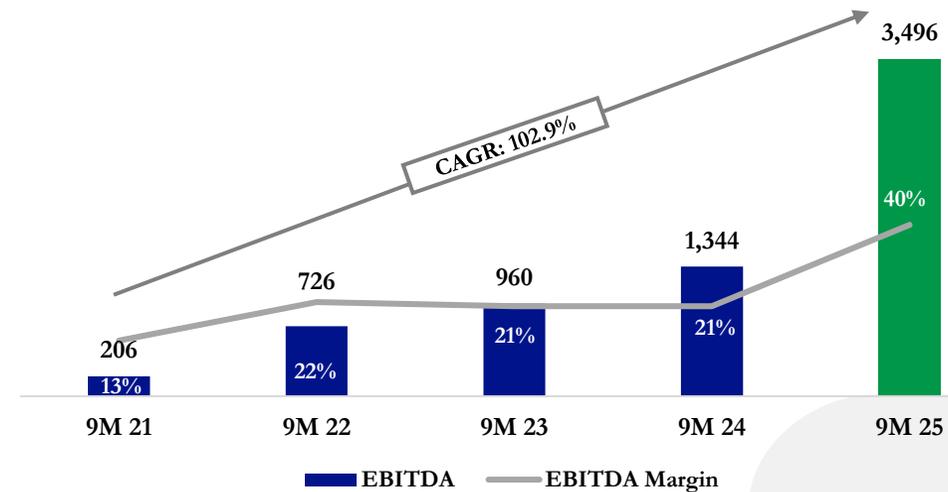
Cash Cost (MM EGP)



Cash Gross Profit (MM EGP)



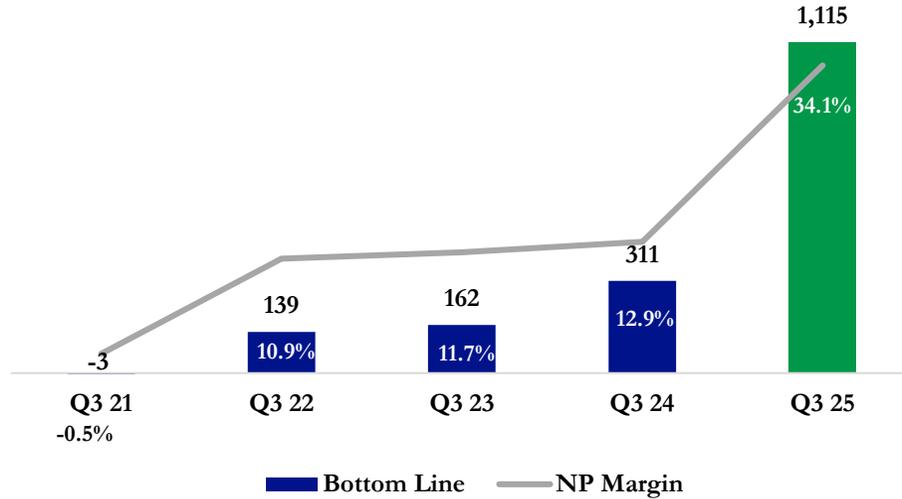
EBITDA (MM EGP)



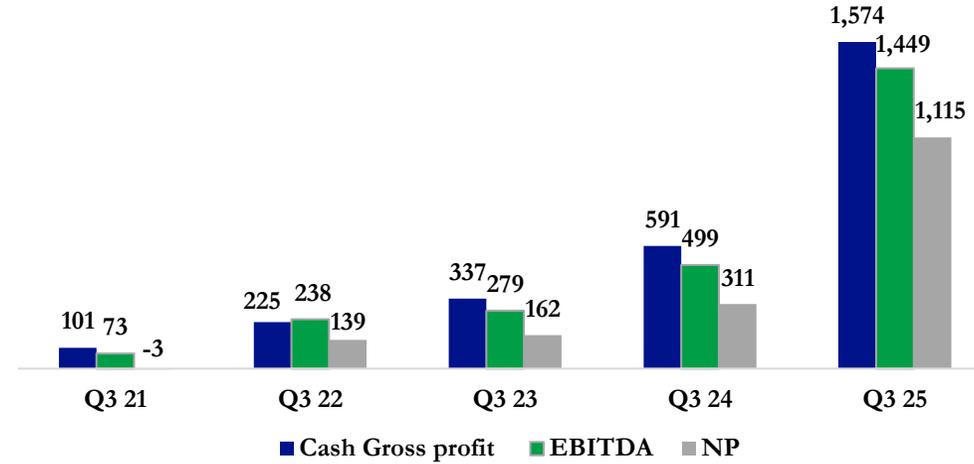
3Q2025 Highlights

Main KPIs

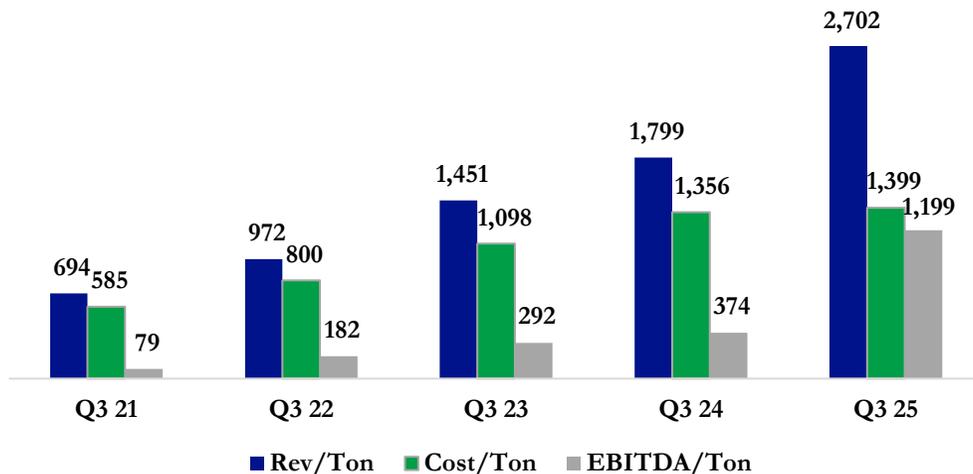
Bottom Line (MM EGP)



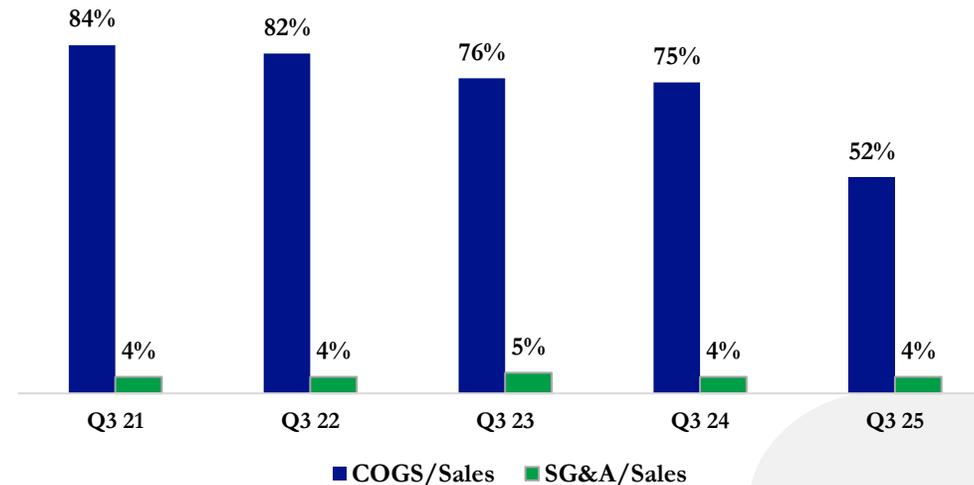
GP, EBITDA & Net Profit (MM EGP)



Revenues, COGS, and EBITDA (EGP/Ton)



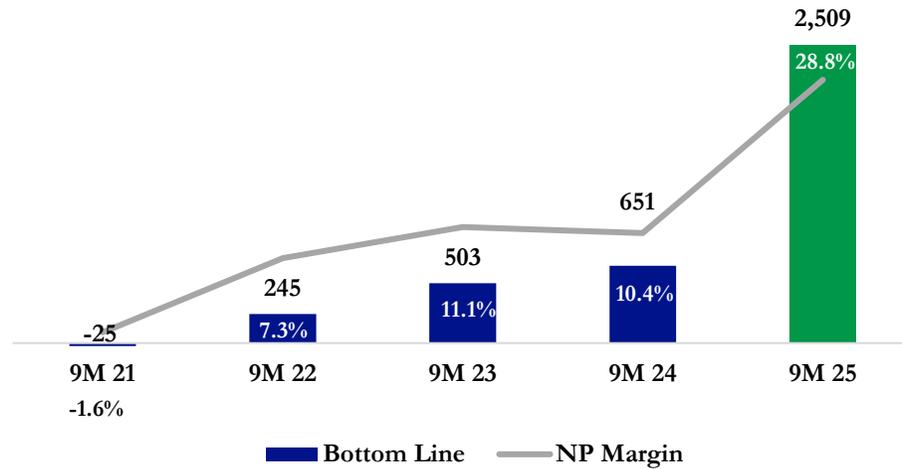
Efficiency



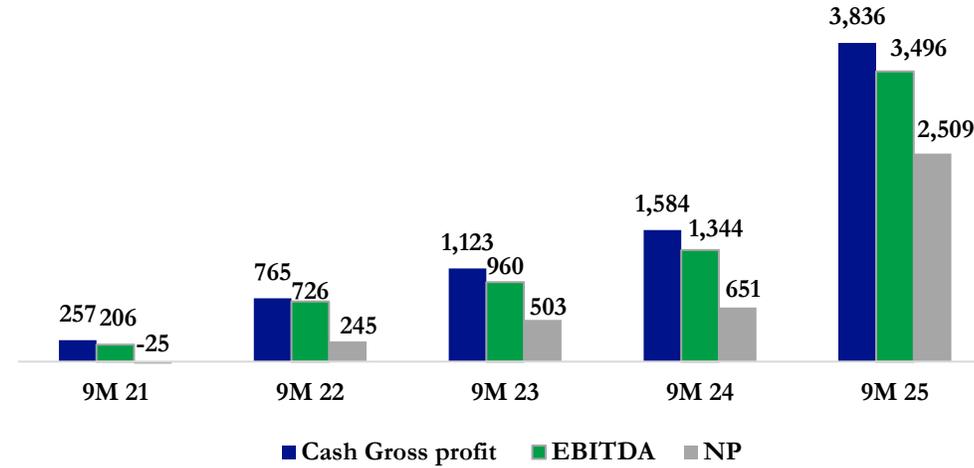
9M2025 Highlights

Main KPIs

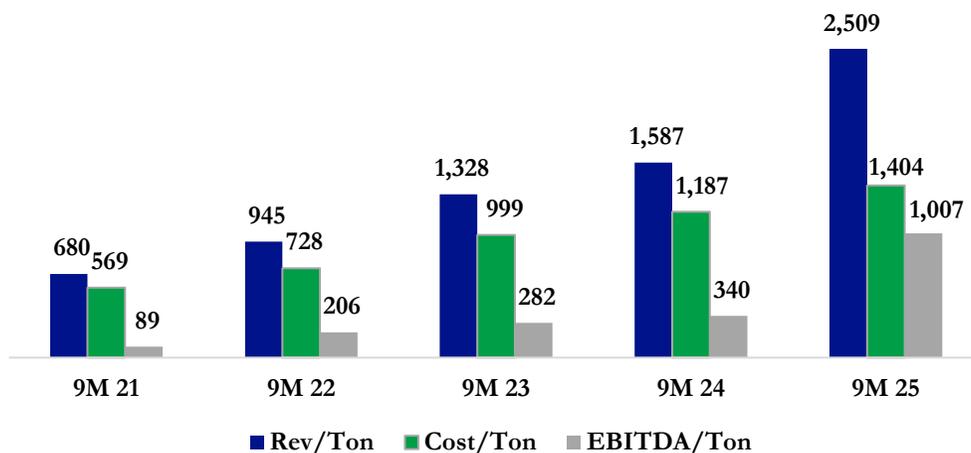
Bottom Line (MM EGP)



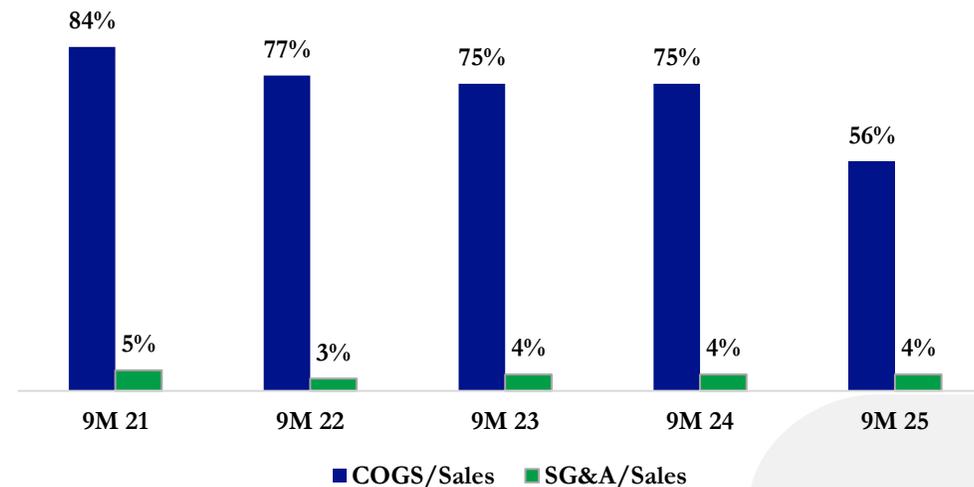
GP, EBITDA & Net Profit (MM EGP)



Revenues, COGS, and EBITDA (EGP/Ton)



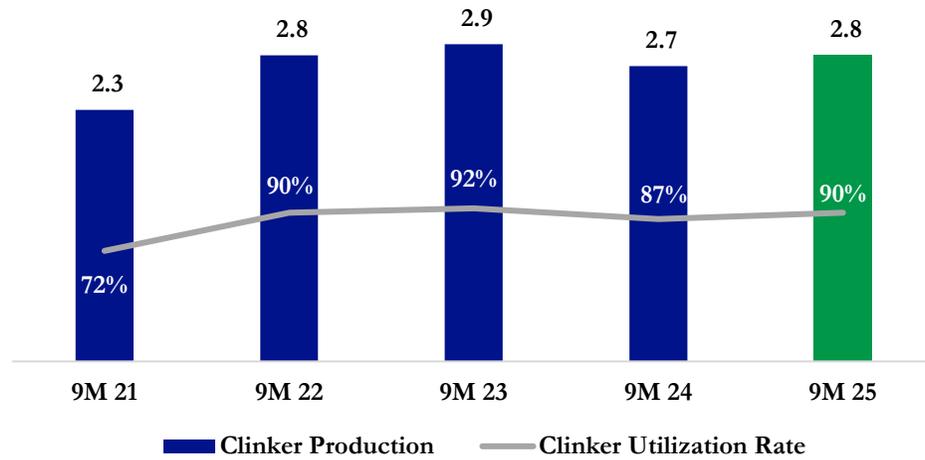
Efficiency



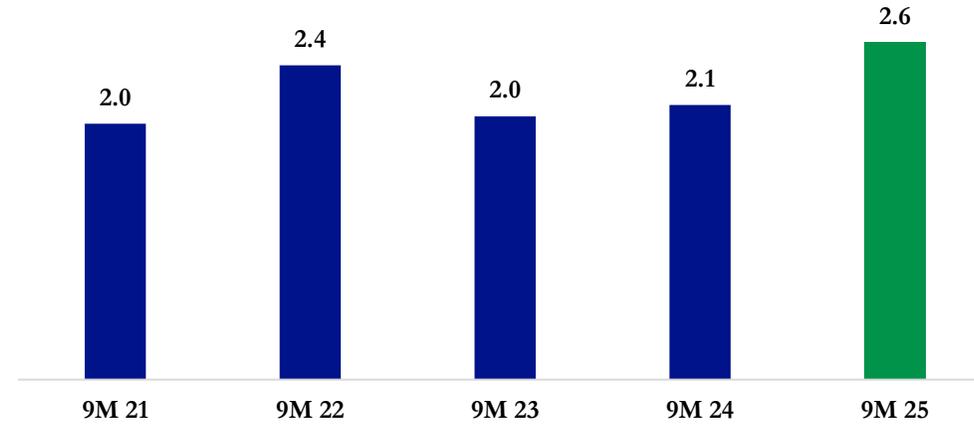
ACC Performance

Main KPIs

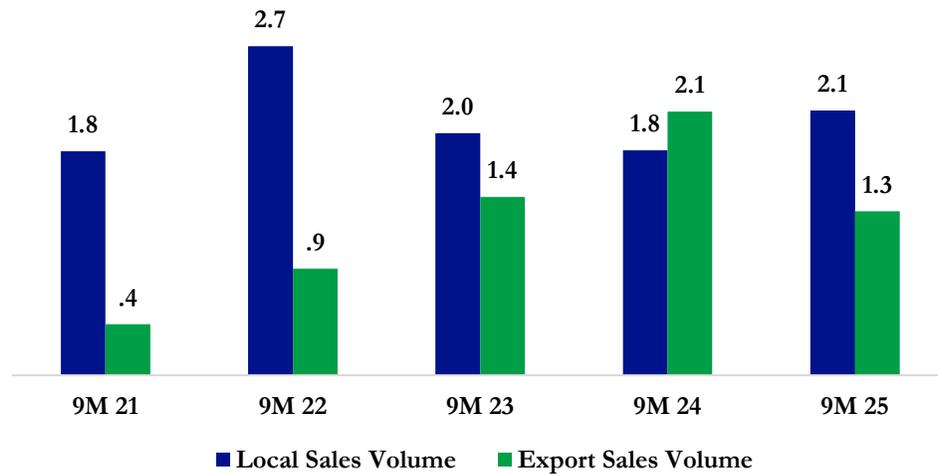
Clinker Production (MM Tons) and Utilization Rates



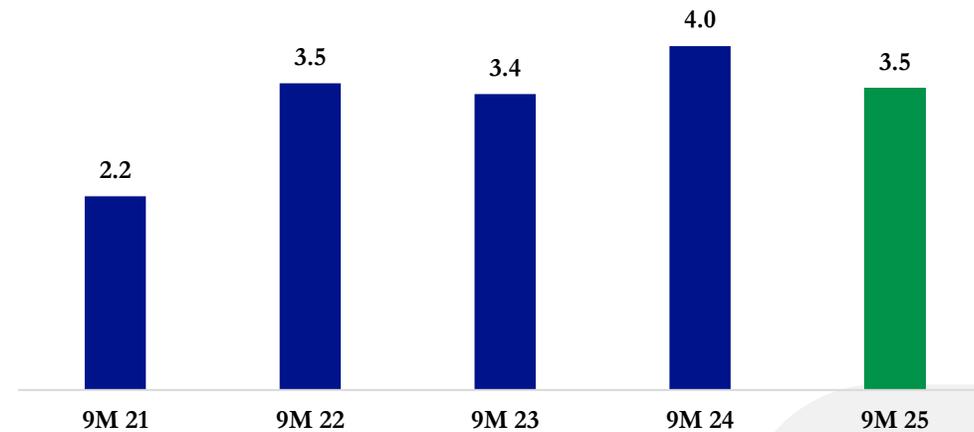
Cement Production (MM Tons)



Local and Export Sales Volumes (MM Tons)



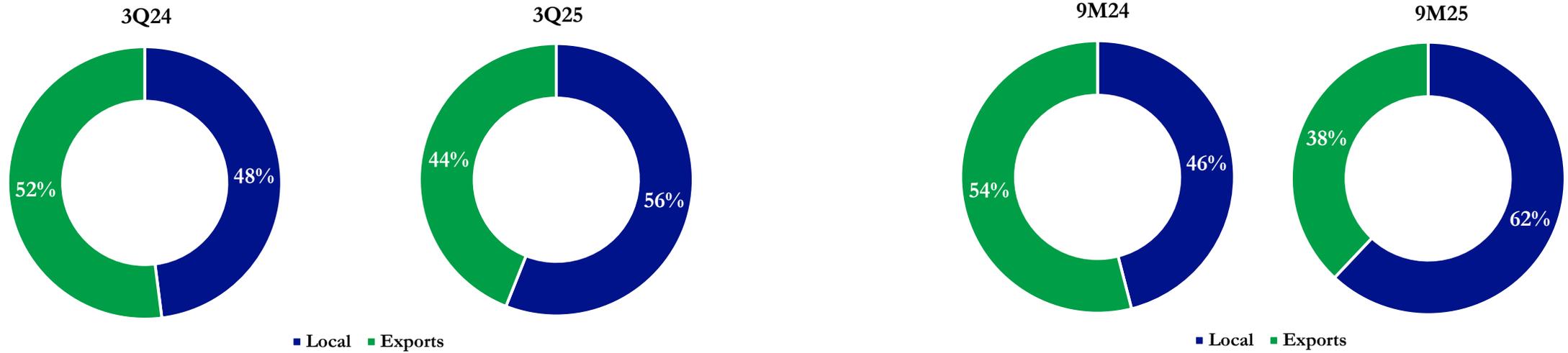
Total Sales Volumes (MM Tons)



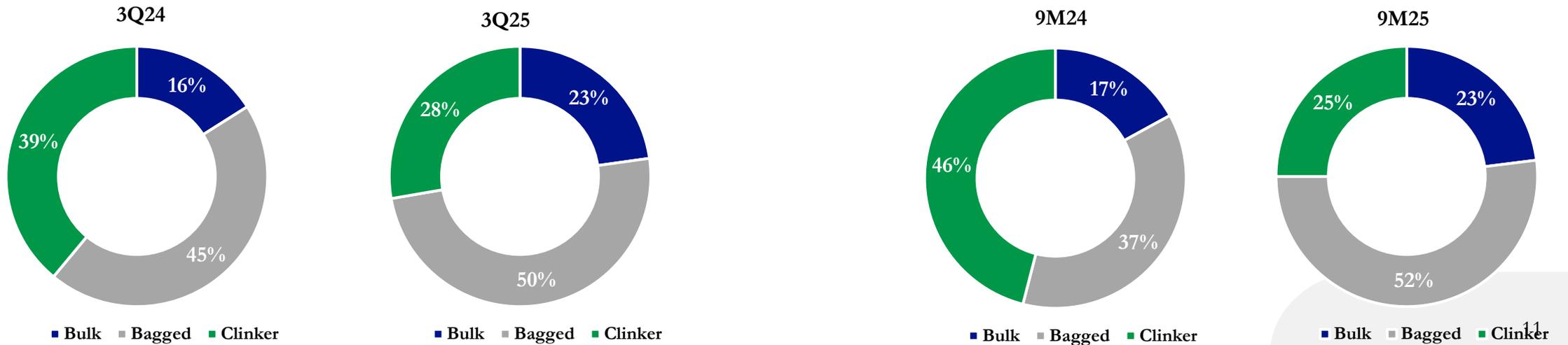
Sales overview

Quantities Breakdown

Breakdown by Market

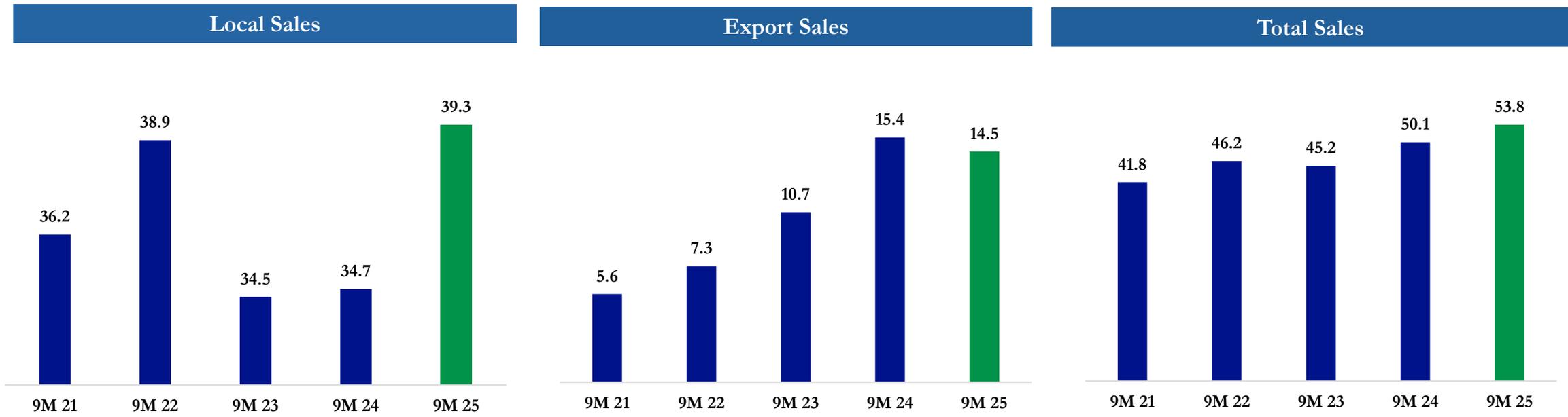


Breakdown by Type



Egyptian Cement Market Overview

Quantities Breakdown



Financial Statement

3Q2025 Income Statement

Amounts MN EGP	Q3 21	Q3 22	Q3 23	Q3 24	Q3 25
Revenue	642	1,272	1,388	2,401	3,265
COGS	541	1,047	1,051	1,810	1,691
Cash Gross profit	101	225	337	591	1,574
<i>GPM</i>	<i>16%</i>	<i>18%</i>	<i>24%</i>	<i>25%</i>	<i>48%</i>
SG&A Expenses	28	46	66	97	137
Other income		59	8	5	12
EBITDA	73	238	279	499	1,449
<i>EBITDA Margin</i>	<i>11%</i>	<i>19%</i>	<i>20%</i>	<i>21%</i>	<i>44%</i>
Provisions			3	2	3
Depreciation & Amortization	59	59	60	62	72
EBIT	14	179	216	435	1,374
<i>EBIT Margin</i>	<i>2%</i>	<i>14%</i>	<i>16%</i>	<i>18%</i>	<i>42%</i>
Foreign exchange		-18		-21	-1
Interest Income		2	5	9	74
Finance cost, net	16	14	18	24	17
Net Profit Before Tax	-3	149	203	399	1,430
NPBT Margin	0%	12%	15%	17%	44%
Deferred tax		12	3	-17	
Income tax expense	1	-1	38	105	315
Net Profit	-3	139	162	311	1,115
<i>Net Profit Margin</i>	<i>-0.5%</i>	<i>10.9%</i>	<i>11.7%</i>	<i>12.9%</i>	<i>34.1%</i>

Financial Statement

9M2025 Income Statement

Amounts MN EGP	9M 21	9M 22	9M 23	9M 24	9M 25
Revenue	1,568	3,334	4,526	6,283	8,711
COGS	1,311	2,569	3,403	4,698	4,875
Cash Gross profit	257	765	1,123	1,584	3,836
<i>GPM</i>	<i>16%</i>	<i>23%</i>	<i>25%</i>	<i>25%</i>	<i>44%</i>
SG&A Expenses	77	114	174	252	356
Other income	27	75	11	12	16
EBITDA	206	726	960	1,344	3,496
<i>EBITDA Margin</i>	<i>13%</i>	<i>22%</i>	<i>21%</i>	<i>21%</i>	<i>40%</i>
Provisions	1	91	9	7	9
Depreciation & Amortization	179	175	178	183	204
EBIT	26	459	773	1,154	3,283
<i>EBIT Margin</i>	<i>2%</i>	<i>14%</i>	<i>17%</i>	<i>18%</i>	<i>38%</i>
Foreign exchange		-82	-105	-288	-64
Interest Income		2	23	30	129
Finance cost, net	52	39	73	61	48
Net Profit Before Tax	-25	340	618	837	3,299
NPBT Margin	-2%	10%	14%	13%	38%
Deferred tax	-8		-19	-24	
Income tax expense	8	95	134	209	791
Net Profit	-25	245	503	651	2,509
<i>Net Profit Margin</i>	<i>-1.6%</i>	<i>7.3%</i>	<i>11.1%</i>	<i>10.4%</i>	<i>28.8%</i>

Financial Statement

9M2025 Balance Sheet Statement

Amounts in MN EGP	9M21	9M22	9M23	9M24	9M25
Property plant and equipment, net	2,026	1,856	1,688	1,574	2,382
Projects under construction	7	4	1	71	139
Intangible assets	227	198	170	142	114
Right of use		13	15	7	1
Investment in subsidiaries	48	48	48	30	30
Total Non-current Assets	2,307	2,119	1,922	1,825	2,667
Inventory	285	650	788	756	1,219
Trade Receivables		290	130	270	236
Debtors and other debit balances	139	430	183	426	530
Due from related parties	88	18	10	15	30
Cash and bank balances	95	233	280	1,040	2,996
Total Current Assets	607	1,620	1,391	2,507	5,012
Total Assets	2,914	3,740	3,313	4,332	7,679
Provisions	18	53	46	57	53
Current tax liabilities	13	125	134	184	758
Trade and notes payables	620	1,098	874	668	671
Creditors and other credit balances	169	185	240	255	450
Due to related parties	8		5	10	24
Credit Facilities	333	341	95	461	71
Borrowings - short term portions	112	139		5	67
Lease Liability		10	9	10	2
Total Current Liabilities	1,273	1,951	1,404	1,651	2,095
Paid up capital	757	757	757	757	757
Treasury shares					-143
Legal reserve	258	260	295	364	379
Net profit for the period			341	651	1,115
Retained earnings	6	293	261	608	2,531
Total Equity	1,021	1,311	1,654	2,380	4,638
Borrowings - long term portions	303	197		32	683
Deferred income tax liability	308	270	245	269	262
Lease Liability		6	2		
Notes Payable	8	5	8		
Total Non-Current Liabilities	619	478	255	301	946
Total Equity and Liabilities	2,914	3,740	3,313	4,332	7,679

Financial Statement

9M2025 Cash Flow Statement

Amounts in MN EGP	9M21	9M22	9M23	9M24	9M25
Cash flows from operating activities					
Net profit before tax	-25	340	618	837	3,299
Interest income		-2	-23	-30	-129
Finance Cost	52	39	73	61	48
Depreciation expense	153	152	154	159	181
Amortization of intangible assets	28	21	21	21	21
Amortization of right of use assets		4	5	5	2
Foreign exchange (gain)/losses differences		33		2	
Provision	1	91	9	7	9
Changes in working capital	208	679	856	1,061	3,431
Debtors and other debit balances	-15	-291	23	-205	21
Change in inventory	-115	-287	-173	221	-375
Trade payables and other credit balances	168	450	-22	-395	-295
Due from related parties	-65		2	-6	-25
Increase/ Decrease in trade receivables		-278	-81	-84	-130
Due to related parties	5	-73	3	5	19
Cash generated from Operating activities					
Income Tax Paid				-229	-336
Interest Paid	-52	-38	-72	-61	-48
Net cash from operating activities	133	119	349	306	2,251
Interest income		2	23	32	129
Payment of treasury shares					-143
Purchase of property, plant and equipment	-3	-14	-29	-78	-139
Additions in projects under construction				-70	-214
Net cash flows used in investing activities	-3	-12	-6	-116	-367
Payments of borrowings	-72	-84	-341	36	605
Dividends paid	-7	-7	-250	-99	-600
Payment of finance lease liability		-1	-4	-3	-3
Proceeds from credit facility	-8	101	-266	371	-544
Net cash flows from financing activities	-87	8	-861	305	-543
Net increase (decrease) in cash and cash equivalents	43	116	-518	495	1,340
Cash and cash equivalents at beginning of the year	52	117	798	545	1,656
Cash and cash equivalents at end of the period	95	233	280	1,040	2,996

For further information, please contact:

Karim Naguib

FP&A and Investor Relations Director

knaguib@arabiancementcompany.com

IR@arabiancementcompany.com

Eman Afify

FP&A and Investor Relations Supervisor



THANK YOU!