

# Arabian Cement

1Q2026 Investor Presentation

# 1Q2026 Highlights

**1,061 K**

Tons of Sales

**47%**

Cash Gross Profit Margin

**43%**

EBITDA Margin

**23%**

Increase in Rev/ton to  
2,786 EGP

**32%**

Net Profit Margin

**82%**

Clinker Utilization



**ARABIAN CEMENT**  
العربية للأسمنت



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# Financial Highlights

Financial KPI	Unit	1Q2026	1Q2025	Y-o-Y Variance
Local Revenues	MM EGP	2,422	1,799	35%
Export Revenues	MM EGP	535	727	-26%
Total Revenues	MM EGP	2,956	2,526	17%
Rev/Ton	EGP	2,786	2,262	23%
Cash Cost	MM EGP	1,574	1,548	2%
Cash Cost/Ton	EGP	1,483	1,386	7%
Cash Gross Profit	MM EGP	1,382	978	41%
Cash Gross Profit Margin	PCT	47%	39%	8%
Other Income	MM EGP	5	3	55%
EBITDA	MM EGP	1,258	885	42%
EBITDA/Ton	EGP	1,186	792	50%
EBITDA Margin	PCT	43%	35%	8%
COGS/Sales	PCT	53%	61%	-8%
SG&A	MM EGP	129	96	33%
SG&A/Sales	PCT	4.3%	3.8%	1%
FX Loss	MM EGP	7	-25	-127%
Depreciation & Amortization	MM EGP	78	65	19%
Net Profit	MM EGP	938	588	59%
Net Profit Margin	PCT	32%	23%	8%

# Performance Highlights

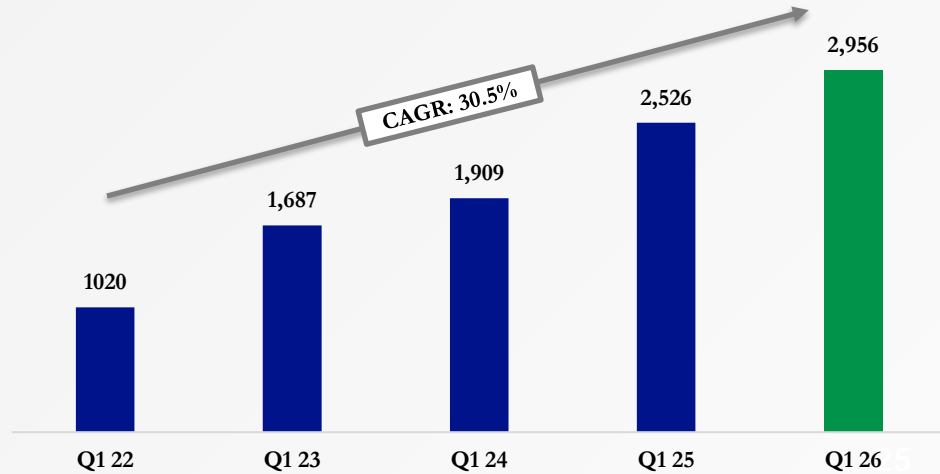
ACC Sales volumes	Unit	1Q2026	1Q2025	Variance %
Local Sales Volume	K Tons	828.6	736.1	13%
Cement Exports Volume	K Tons	129.7	100.3	29%
Clinker Export volume	K Tons	102.9	280.3	-63%
ACC Total Volumes	K Tons	1,061.2	1,116.7	-5%
Total Export	K Tons	232.6	380.6	-39%

ACC Production Indicators	Unit	1Q2026	1Q2025	Variance %
Clinker Production	K Tons	861.5	908.6	-5%
Clinker Utilization Rate	PCT	82%	87%	-4%
Cement Production	K Tons	798.1	868.8	-8%
Cement Utilization Rate	PCT	68%	74%	-6%

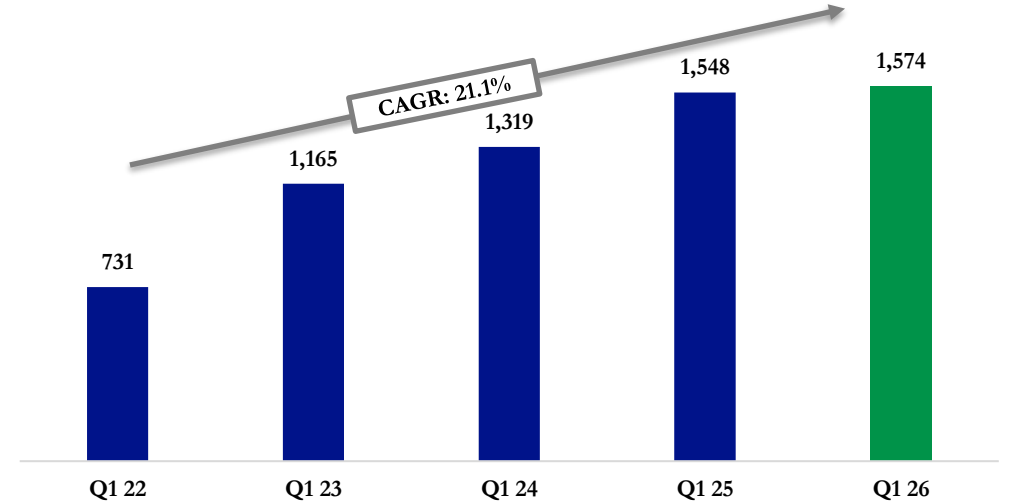
Market Overview	Unit	1Q2026	1Q2025	Variance %
Cement Domestic Sales	K Tons	13,354.7	12,716.2	5%
Clinker Export Sales	K Tons	1,286.3	2,049.3	-37%
Cement Export Sales	K Tons	1,898.3	2,660.1	-29%
Total Export Sales	K Tons	3,184.6	4,709.4	-32%

# 1Q2026 Highlights

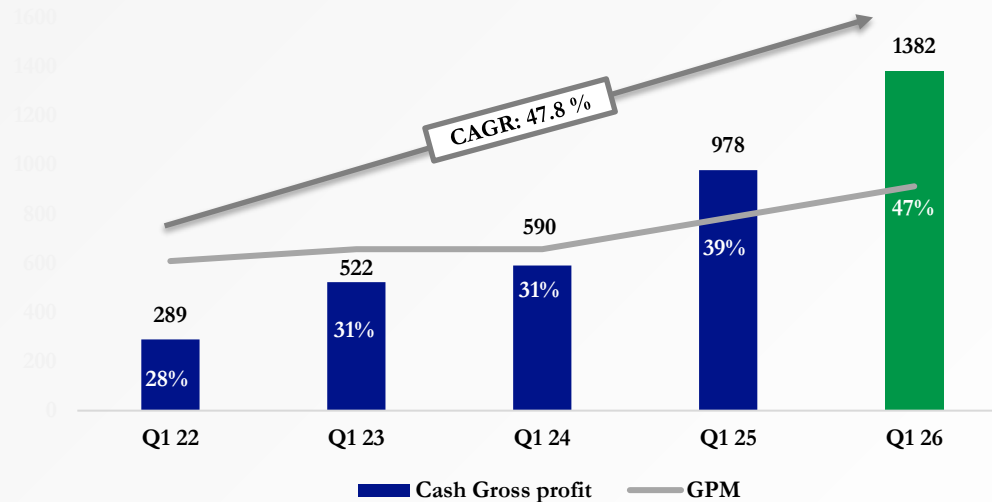
Revenue (MM EGP)



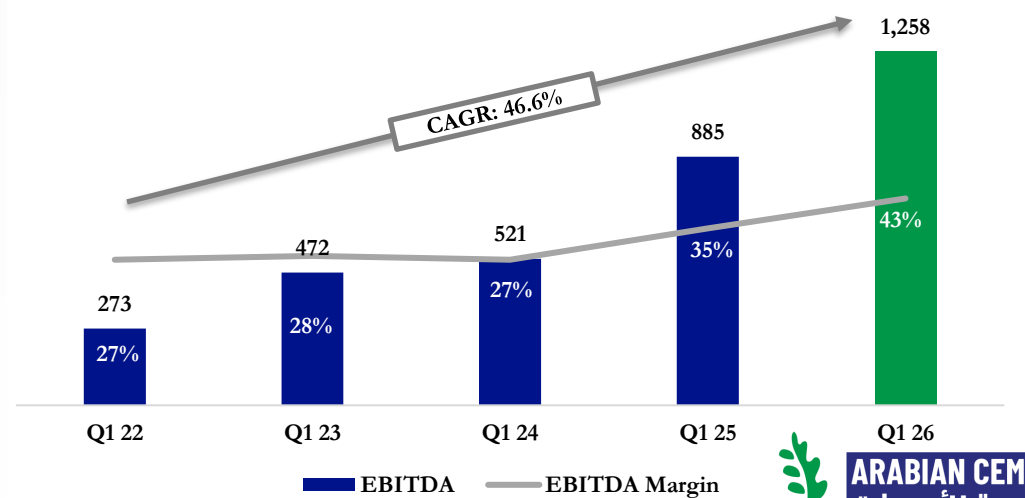
Cash Cost (MM EGP)



Cash Gross Profit (MM EGP)

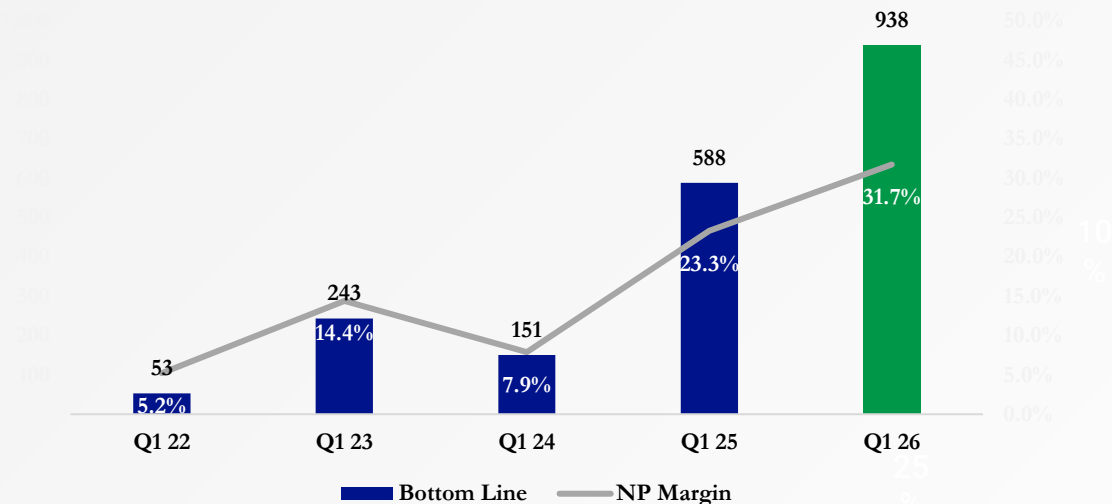


EBITDA (MM EGP)

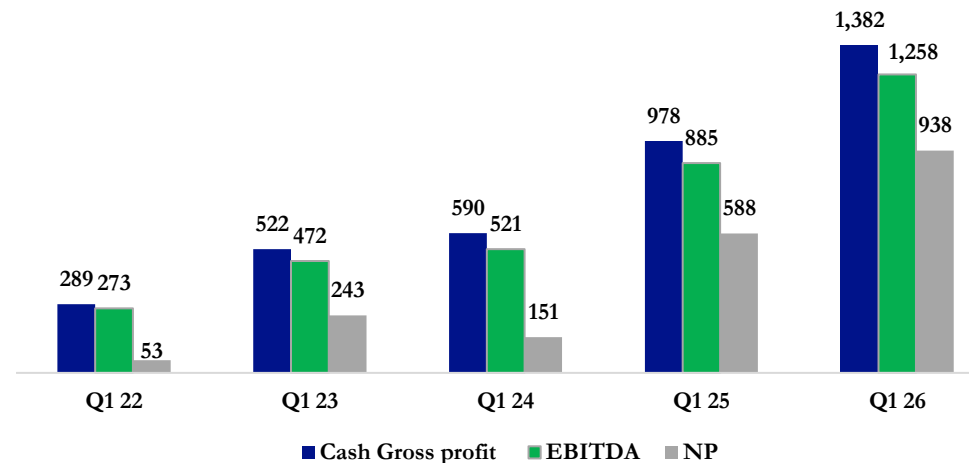


# 1Q2026 Highlights

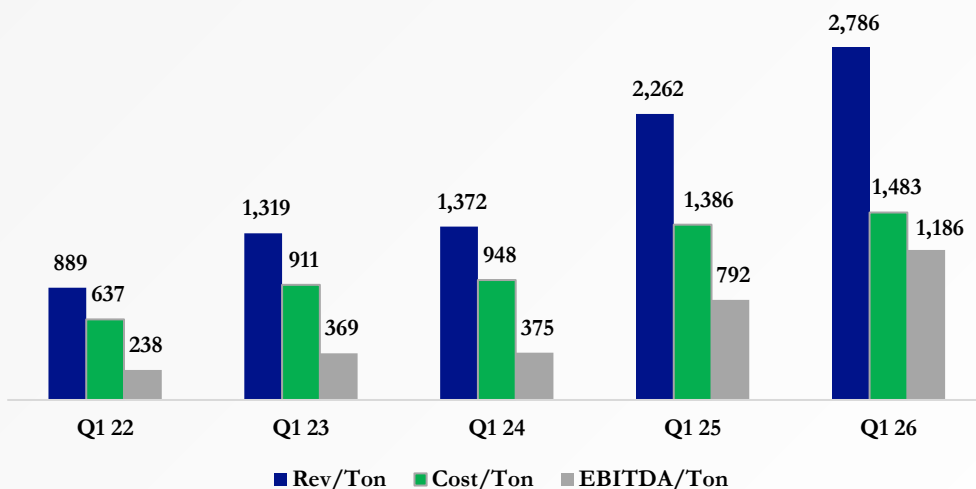
### Bottom Line (MM EGP)



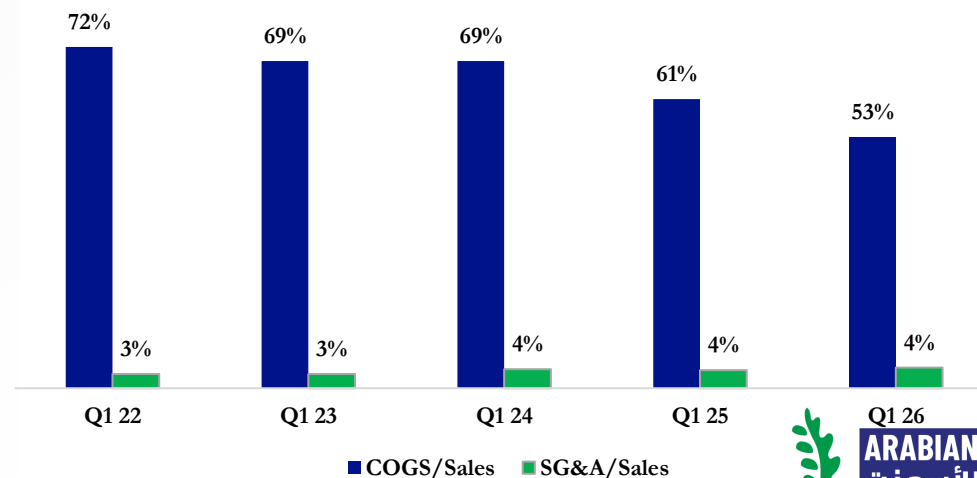
### GP, EBITDA & Net Profit (MM EGP)



### Revenues, COGS, and EBITDA (EGP/Ton)

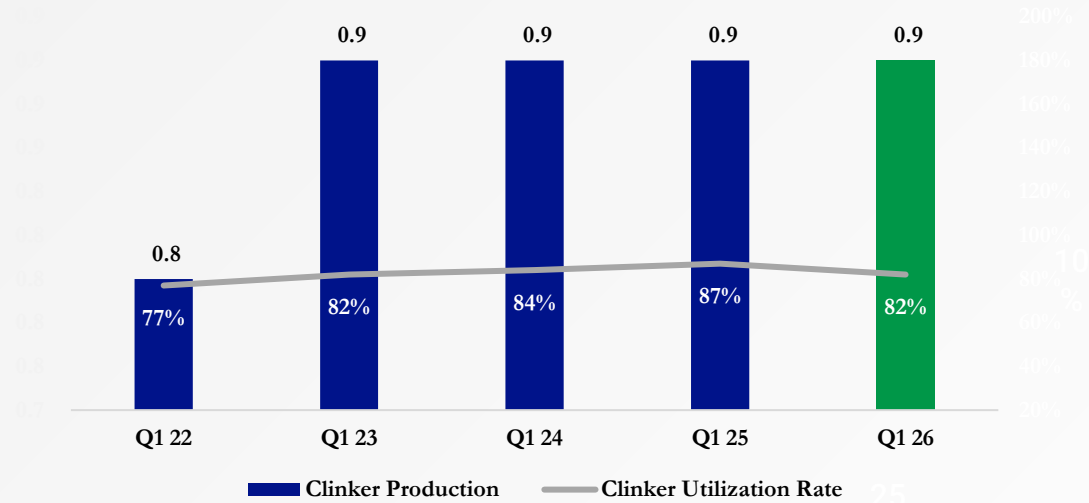


### Efficiency

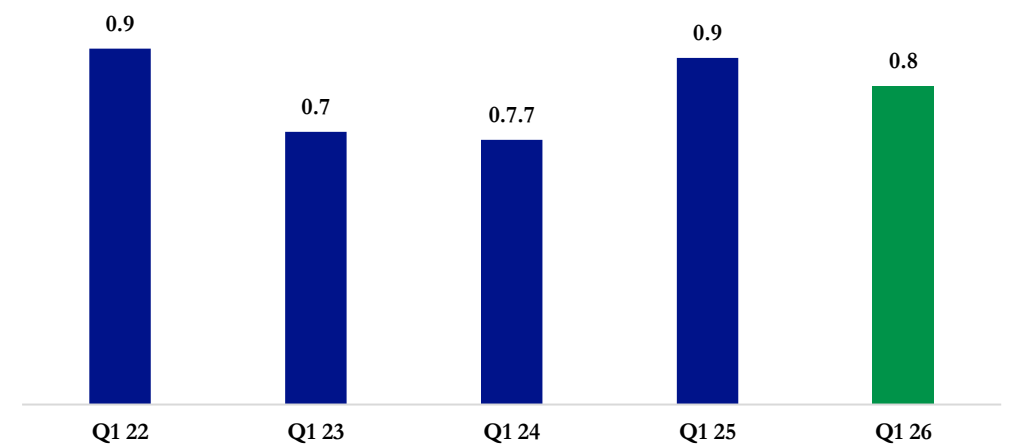


# ACC Performance

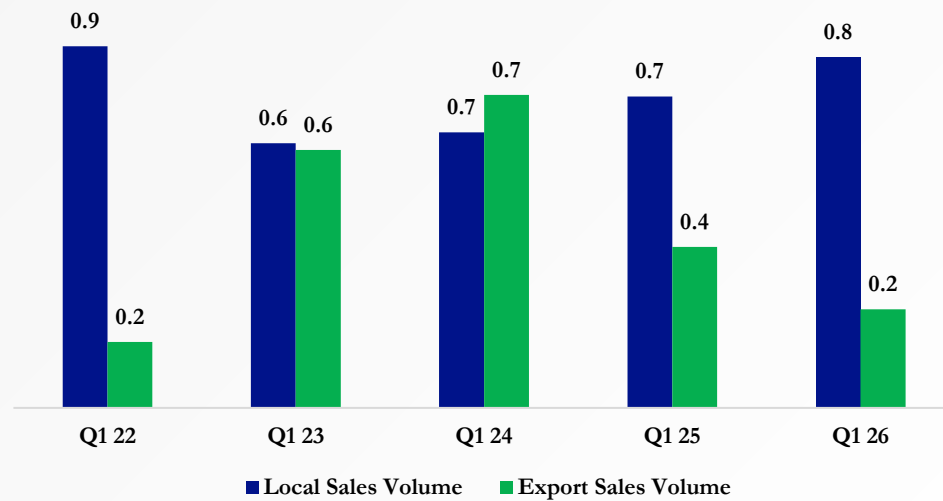
## Clinker Production (MM Tons) and Utilization Rates



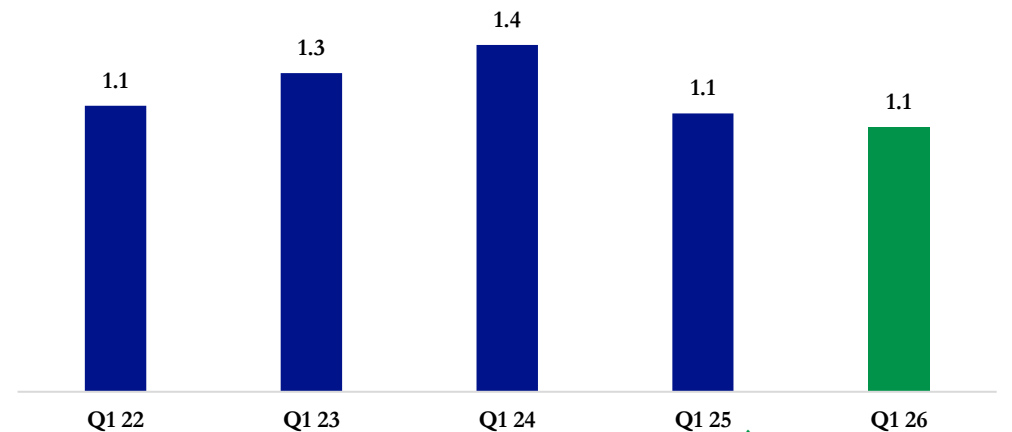
## Cement Production (MM Tons)



## Local and Export Sales Volumes (MM Tons)



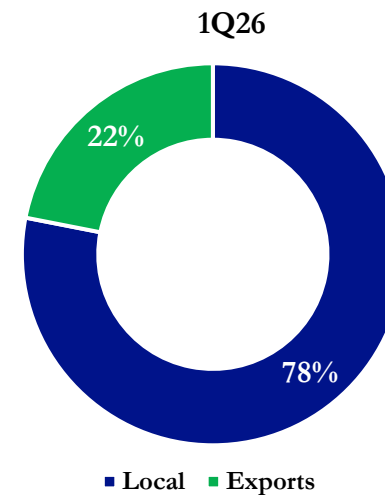
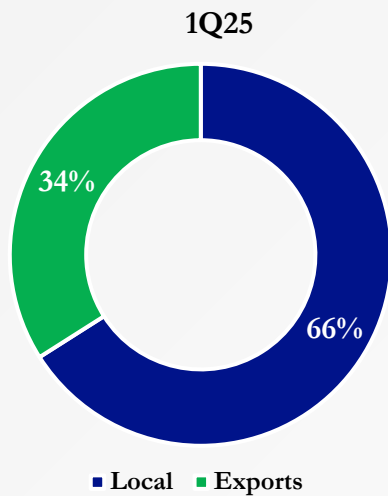
## Total Sales Volumes (MM Tons)



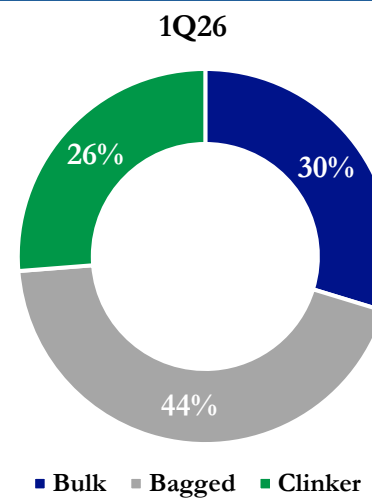
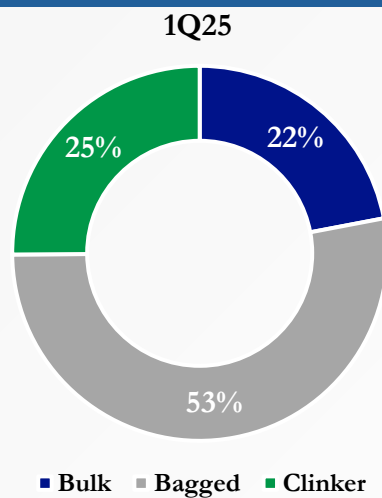
# Sales Overview

## Quantities Breakdown

### Breakdown by Market

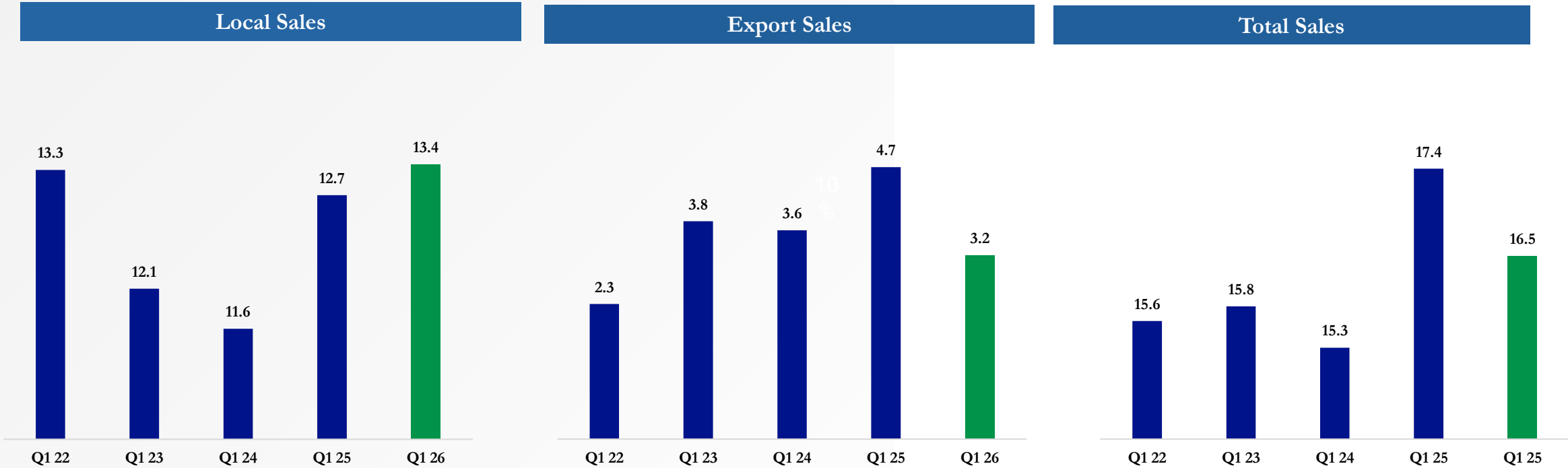


### Breakdown by Type



# Egyptian Cement Market Overview

## Quantities Breakdown



# Financial Statement

## 1Q2026 Income Statement

Amounts MN EGP	Q1 22	Q1 23	Q1 24	Q1 25	Q1 26
Revenue	1,020	1,687	1,909	2,526	2,956
COGS	731	1,165	1,319	1,548	1,574
<b>Cash Gross profit</b>	<b>289</b>	<b>522</b>	<b>590</b>	<b>978</b>	<b>1,382</b>
<i>GPM</i>	<i>28%</i>	<i>31%</i>	<i>31%</i>	<i>39%</i>	<i>47%</i>
SG&A Expenses	32	50	70	96	129
Other income	16		2	3	5
<b>EBITDA</b>	<b>273</b>	<b>472</b>	<b>521</b>	<b>885</b>	<b>1,258</b>
<i>EBITDA Margin</i>	<i>27%</i>	<i>28%</i>	<i>27%</i>	<i>35%</i>	<i>43%</i>
Provisions	47	3	3	3	6
Depreciation & Amortization	58	58	60	65	78
<b>EBIT</b>	<b>168</b>	<b>411</b>	<b>458</b>	<b>816</b>	<b>1,175</b>
<i>EBIT Margin</i>	<i>17%</i>	<i>24%</i>	<i>24%</i>	<i>32%</i>	<i>40%</i>
Foreign exchange	-51	-104	-244	-25	7
Interest Income		9	12	18	95
Finance cost, net	14	25	25	24	11
<b>Net Profit Before Tax</b>	<b>103</b>	<b>291</b>	<b>201</b>	<b>785</b>	<b>1,266</b>
NPBT Margin	10%	17%	11%	31%	43%
Deferred tax	-5	-23	48		
Income tax expense	55	71	99	197	328
<b>Net Profit</b>	<b>53</b>	<b>243</b>	<b>151</b>	<b>588</b>	<b>938</b>
<i>Net Profit Margin</i>	<i>5.2%</i>	<i>14.4%</i>	<i>7.9%</i>	<i>23.3%</i>	<i>31.7%</i>

# Financial Statement

## Balance Sheet Statement

Amounts in MN EGP	1Q22	1Q23	1Q24	1Q25	1Q26
Property plant and equipment, net	1,945	1,767	1,621	1,606	2,469
Projects under construction	3	4	7	736	503
Intangible assets	212	184	156	128	100
Right of use	16	12	12	4	
Investment in subsidiaries	48	48	30	30	18
<b>Total Non-current Assets</b>	<b>2,224</b>	<b>2,014</b>	<b>1,825</b>	<b>2,504</b>	<b>3,091</b>
Inventory	299	589	915	861	1,263
Trade Receivables		289	754	300	117
Debtors and other debit balances	251	159	295	562	1,146
Due from related parties	55	12	14	12	51
Cash and bank balances	248	546	597	1,130	4,297
<b>Total Current Assets</b>	<b>853</b>	<b>1,595</b>	<b>2,575</b>	<b>2,864</b>	<b>6,874</b>
<b>Total Assets</b>	<b>3,077</b>	<b>3,609</b>	<b>4,401</b>	<b>5,368</b>	<b>9,965</b>
Provisions	50	62	54	47	88
Current tax liabilities	97	263	315	559	1,413
Trade and notes payables	615	733	1,650	770	777
Creditors and other credit balances	448	215	216	329	521
Due to related parties	2	1	12	11	14
Credit Facilities	40	342	27	100	100
Borrowings - short term portions	128	193		30	235
Dividends payable					2,002
Lease Liability	10	6	12	3	1
<b>Total Current Liabilities</b>	<b>1,390</b>	<b>1,815</b>	<b>2,286</b>	<b>1,849</b>	<b>5,149</b>
Paid up capital	757	757	757	757	757
Treasury shares					-143
Legal reserve	260	295	364	379	379
Net profit for the period					938
Retained earnings	101	342	759	1,740	1,594
<b>Total Equity</b>	<b>1,119</b>	<b>1,395</b>	<b>1,880</b>	<b>2,876</b>	<b>3,525</b>
Borrowings - long term portions	260	149		120	925
Deferred income tax liability	294	241	232	244	264
Lease Liability	6	6	1	2	
Notes Payable	7	4	1	277	102
<b>Total Non-Current Liabilities</b>	<b>567</b>	<b>400</b>	<b>234</b>	<b>643</b>	<b>1,290</b>
<b>Total Equity and Liabilities</b>	<b>3,077</b>	<b>3,609</b>	<b>4,401</b>	<b>5,368</b>	<b>9,965</b>

# Financial Statement

## Cash Flow Statement

Amounts in MN EGP	1Q22	1Q23	1Q24	1Q25	1Q26
Net profit before tax	103	291	201	785	1,266
Interest income		-9	-12	-18	-95
Finance Cost	14	25	25	24	11
Depreciation expense	50	50	52	57	70
Amortization of intangible assets	7	7	7	7	7
Amortization of right of use assets	1	1	2	1	
Foreign exchange (gain)/losses differences	28	41	2		129
Gain on sale of property, plant and equipment				-1	
Provision	26	3	3	3	6
<b>Changes in working capital</b>	<b>230</b>	<b>409</b>	<b>280</b>	<b>858</b>	<b>1,394</b>
Debtors and other debit balances		52	-74	44	-182
Change in inventory	64	27	62	-16	-217
Trade payables and other credit balances	163	-165	550	-40	-41
Due from related parties	-37		-6	-7	-30
Increase/ Decrease in trade receivables	-30	-241	-568	-193	86
Provision Used				-11	
Due to related parties	-9	-1	6	6	-4
Interest Paid	-14	-25	-25	-24	-11
<b>Net cash from operating activities</b>	<b>366</b>	<b>56</b>	<b>225</b>	<b>617</b>	<b>995</b>
Interest income		9	12	18	95
Purchase of property, plant and equipment	-1	-7	-18	-21	-52
Additions in projects under construction			-4	-29	-111
<b>Net cash flows used in investing activities</b>	<b>-1</b>	<b>2</b>	<b>-10</b>	<b>-31</b>	<b>-68</b>
Payments of borrowings	-27	-40		4	-3
Dividends paid	-7	-250	-99	-600	-19
Payment of finance lease liability	-1	-1	-1	-1	-1
Proceeds from credit facility	-200	-18	-63	-515	
<b>Net cash flows from financing activities</b>	<b>-235</b>	<b>-309</b>	<b>-163</b>	<b>-1,112</b>	<b>-23</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>131</b>	<b>-252</b>	<b>52</b>	<b>-526</b>	<b>904</b>
Cash and cash equivalents at beginning of the year	117	798	545	1,656	3,394
<b>Cash and cash equivalents at end of the period</b>	<b>248</b>	<b>546</b>	<b>597</b>	<b>1,130</b>	<b>4,297</b>

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Eman Afify

FP&A and Investor Relations Supervisor

# THANK YOU!



**ARABIAN CEMENT**  
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