

CORPORATE BRIEFING SESSION

This is to inform you that the Corporate Briefing Session (CBS) of Lucky Core Industries Limited (the “Company”) will be held on Thursday, August 29, 2024 at 4:00 pm at the Pakistan Stock Exchange Auditorium, Karachi and through video-link facility, to brief the shareholders, investors and analysts about the Company’s financial performance and future outlook. A flyer containing details and video-link is attached herewith along with the CBS presentation.



LUCKY CORE INDUSTRIES



Corporate Briefing Session

You are cordially invited to the Corporate Briefing Session of Lucky Core Industries Limited wherein the Company's Senior Management shall discuss the company's financial performance and outlook.

Date: Thursday, August 29, 2024

Location: Pakistan Stock Exchange Auditorium

Registration: 3:45 P.M

Presentation: 4:00 P.M with Q&A to follow

To join via Zoom, please [click here](#).

Meeting ID: 899 2209 9417

Passcode: 686846

For any query, please contact

Mr. Tahir Abbas

Director Equities

Arif Habib Limited

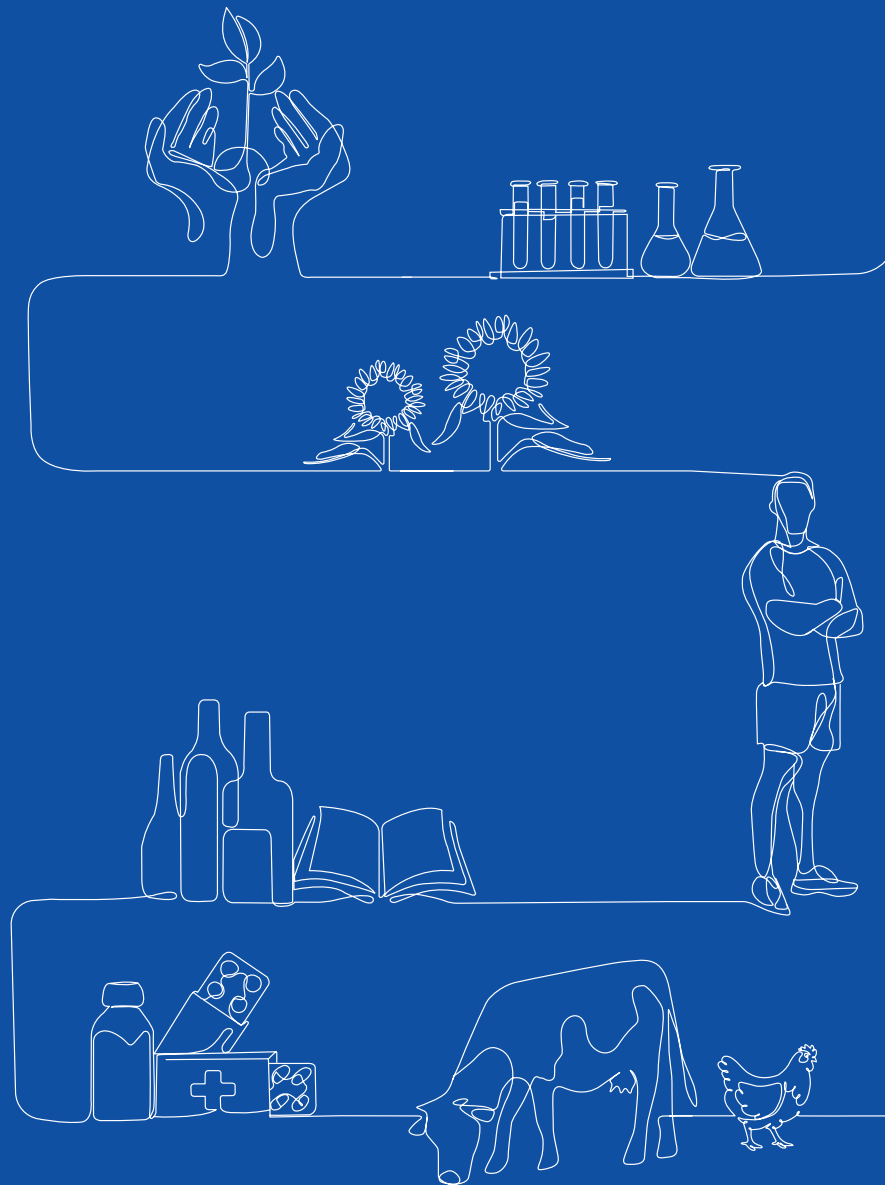
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Investor Briefing

FY 2023-24



Our Businesses

Journey of Enriching Lives



Soda Ash Business
From baking soda, detergents to glass, our Soda Ash has diversified applications.



Polyester Business
Fabric made from our Polyester Fibre has applications in fashion, design, and interiors.



Pharmaceuticals Business
Manufacturing, marketing and distribution leading pharmaceuticals products.



Animal Health Business
Enhancing animal nutrition and veterinary care to improve the quality of meat and dairy products.



Chemicals Business
Our portfolio supports manufacturing of everyday objects, such as car seats, consumer durables & more.



Agri Sciences Business
Giving farmers solutions, enabling them to meet consumer demands and improve nutrition.

Serving Multiple Industries

A diversified portfolio of essential products that is at the 'core' of almost every local industry.



Industries Catered



- Textile
- Paints
- Appliances
- Construction
- Automobile
- Footwear
- Oil/ Petroleum
- Food & Beverage
- Metal Engineering/ Cleaning
- Pharmaceuticals
- Cement
- Chemical Processing
- Agrochemicals & Seeds
- Detergents & Laundry Soap
- Paper/ Glass/ Ceramics
- Fertilizers
- Coating/ Inks

FY 2023-24 – At a Glance

Unconsolidated Financials



Revenue
PKR 120.5 B ▲ 10%



EBIT
PKR 17.2 B ▲ 17%



PAT (Exc NutriCo)
PKR 11.1 B ▲ 41%



EPS
PKR 120.6 ▲ 41%



PAT (Inc NutriCo)
PKR 11.1 B ▼ 19%



EPS
PKR 120.6 ▼ 19%



Financing/ Returns

Mkt Cap | Debt
85.8 B | 0.4 B



Current Ratio
1.5x



ROCE
48%



DPS
PKR 60



Total Employees
2,200+



Safe Man Hours
> 46 M



Exchequer
Contribution
PKR 24 B



Community
Investments
PKR 114M

A Cut Above the Rest



Operating in Essentials

Operating in **5 business segments** that are at the “Core” of multiple local industries.



Competitive Advantage

Market leader in Soda Ash and a leading player in other business segments.



Our People

A **strong team**, dedicated to Enriching Lives and Cultivating Growth.



Robust Governance Structure

Compliance of applicable laws.



Growth Focused

Approx. **PKR 34 Bln** invested in growth projects since YBG acquisition.



Healthy Cash Generation

Free cashflow of **PKR 12 Bln** generated during FY'24.



High Credit Rating

AA / A-1+



Healthy Payout to Shareholders

Approx. **50%** of profit YoY from continuing operations

Strong Capital Structure

Healthy payout and low gearing ratios, whilst investing heavily in growth/expansion projects.



Healthy Returns



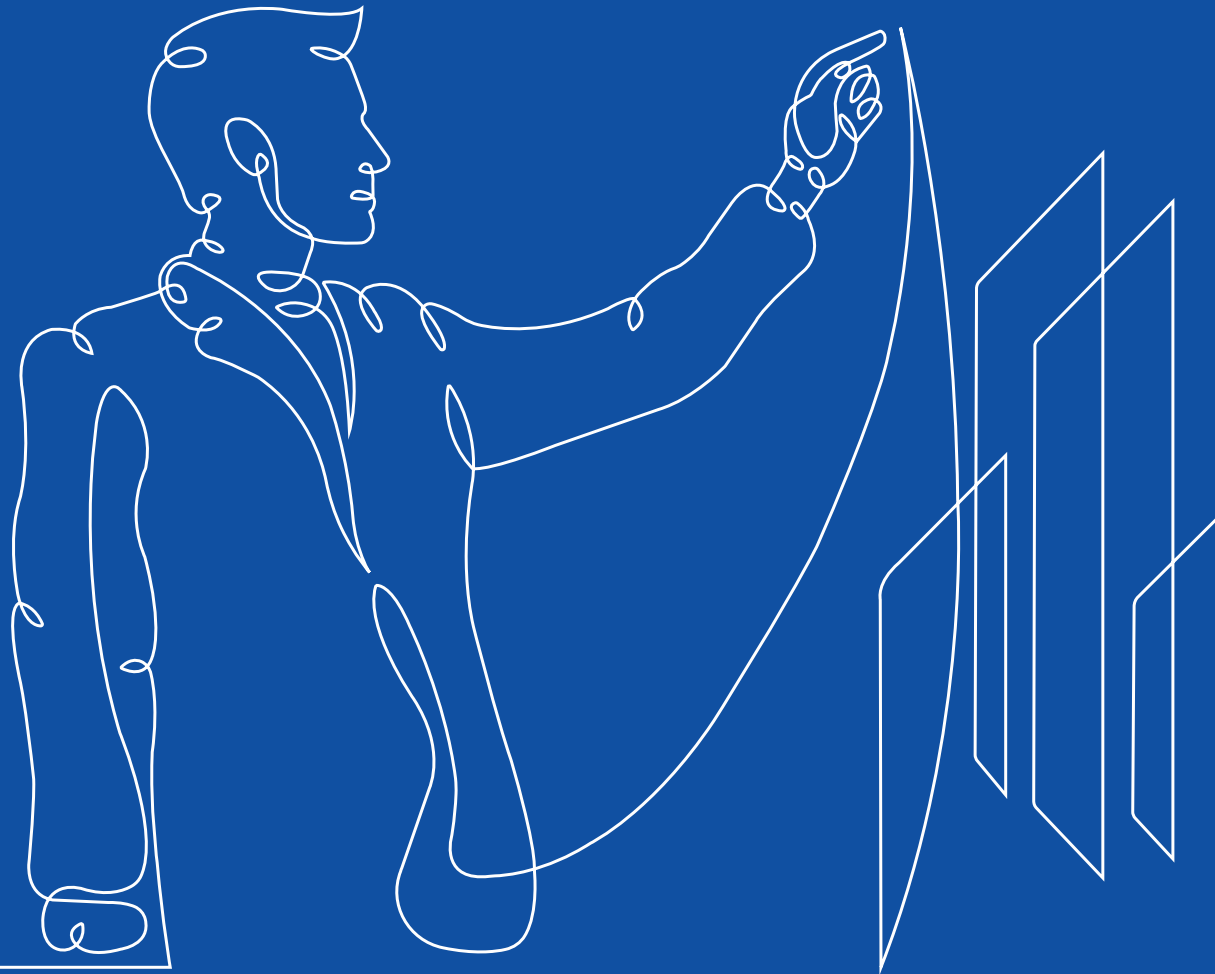
Balance Sheet Strength



Strong Cash Generation

						<i>PKR' m</i>
	Ratios	FY'20	FY'21	FY'22	FY'23	FY'24
ROCE		20%	29%	35%	45%	48%
PAT		3,096	5,959	6,249	13,772*	11,140
Payout Ratio		47%	62%	52%	50%	50%
Net Debt (Net of Short Term Investments)		10,843	6,995	17,888	7,528	440
Gearing		35%	23%	40%	17%	1%
Equity		20,232	23,879	26,391	37,831	43,576
Cash flow from Operations		7,548	9,067	2,877	4,091	14,489
Free Cash flow		6,579	8,353	234	2,628	12,020
CAPEX		1,604	2,828	9,349	3,718	5,414

* FY'23 PAT includes gain on sale of Nutricio. Excluding this gain, PAT would have been 7.9 bln.



Company Performance FY'24

Financial Performance by Business – Standalone

Resilient performance despite challenging economic conditions.



Soda Ash



Polyester



Pharmaceuticals



Chemicals



Animal Health



LCI

NSI

47,565 ▲ 15%	40,285 ▼ 0%	12,212 ▲ 33%	13,704 ▲ 17%	6,776 ▼ 1%	120,460 ▲ 10%
Vs. 41,417	Vs. 40,452	Vs. 9,159	Vs. 11,710	Vs. 6,844	Vs. 109,486

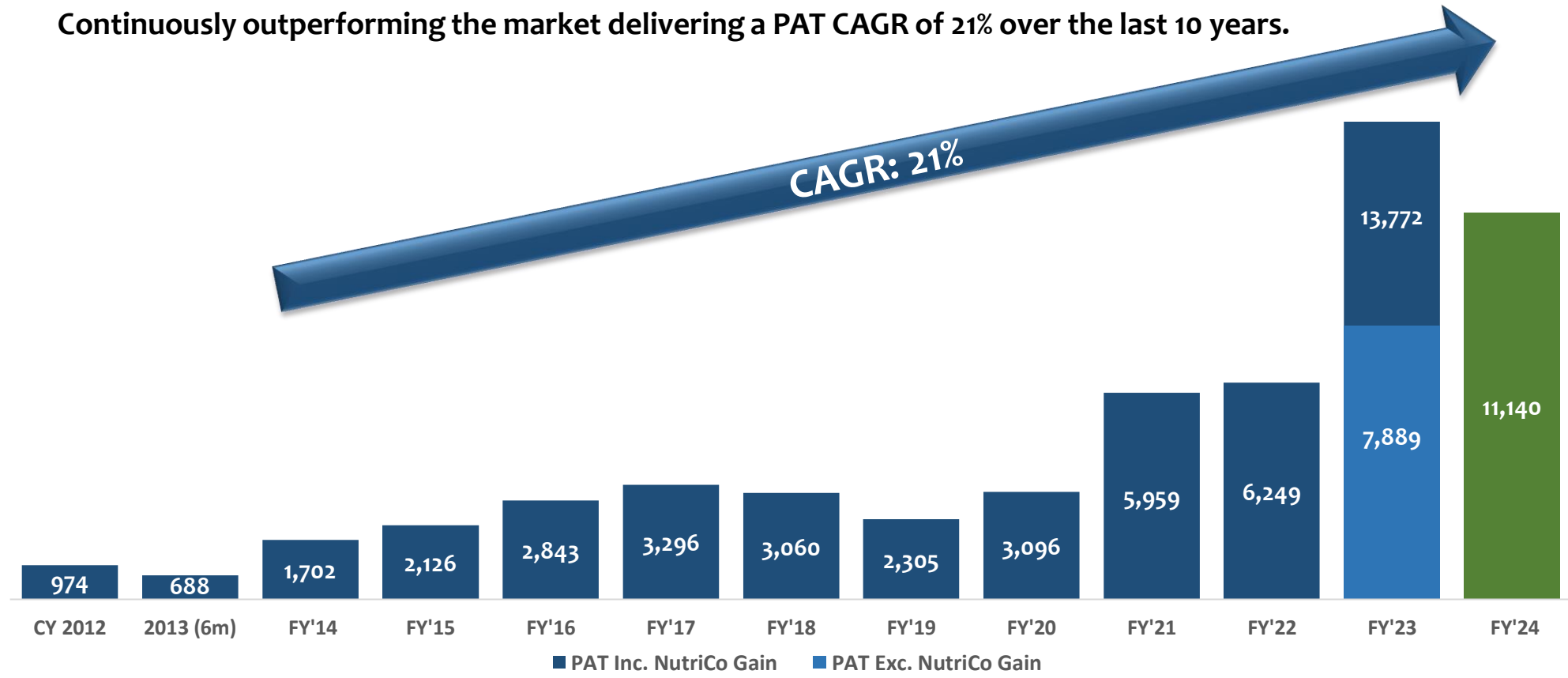
Amount in PKR Mln

EBIT

10,034 ▲ 31%	1,825 ▼ 43%	2,305 ▲ 130%	2,106 ▲ 11%	881 ▼ 5%	17,151 ▲ 17%
Vs. 7,635	Vs. 3,193	Vs. 1,004	Vs. 1,889	Vs. 932	Vs. 14,653

Historical Performance post YBG Acquisition

Continuously outperforming the market delivering a PAT CAGR of 21% over the last 10 years.



Shareholders Return since YBG Acquisition

IRR
19.2%
In PKR

PSX 100 Index
15.6%
Average Return

KMI 30 Index
14.7%
Average Return

*PAT CAGR calculated from 2013-14

Segmental Performance

FY'24

Soda Ash Business

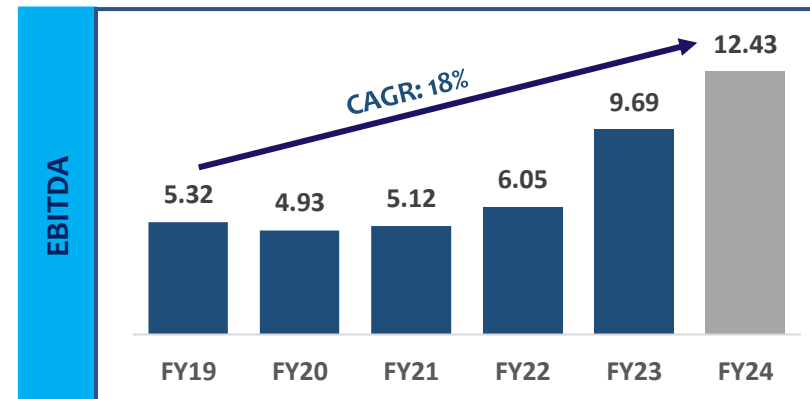
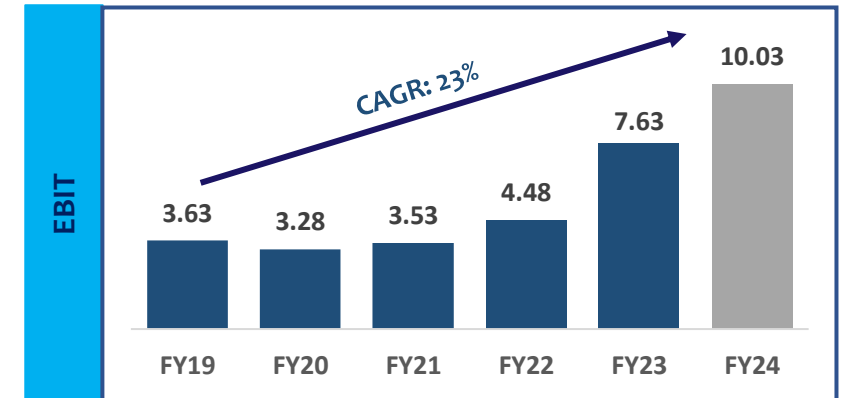
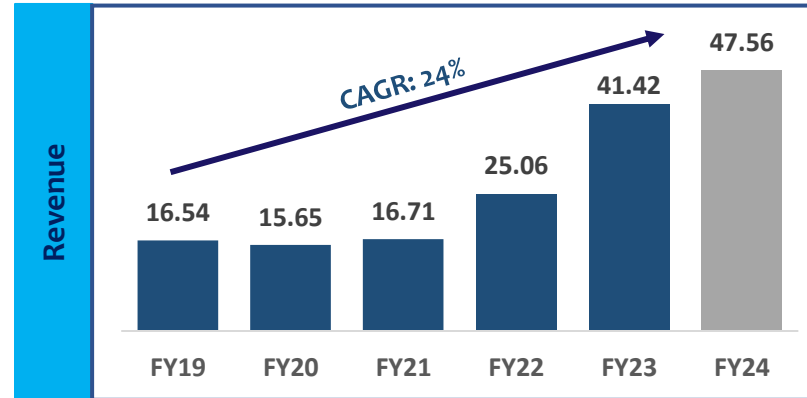
- Production capacity of 560 KTPA
- 210 KTPA capacity added in the last 5 years.
- Strategic location near Khewra salt mines.
- Record export sales volume crossing 150,000 tons export sales mark.

Net Sales FY'24
47.56 bln (15% ▲ vs SPLY)

EBIT FY'24
10.03 bln (31% ▲ vs SPLY)

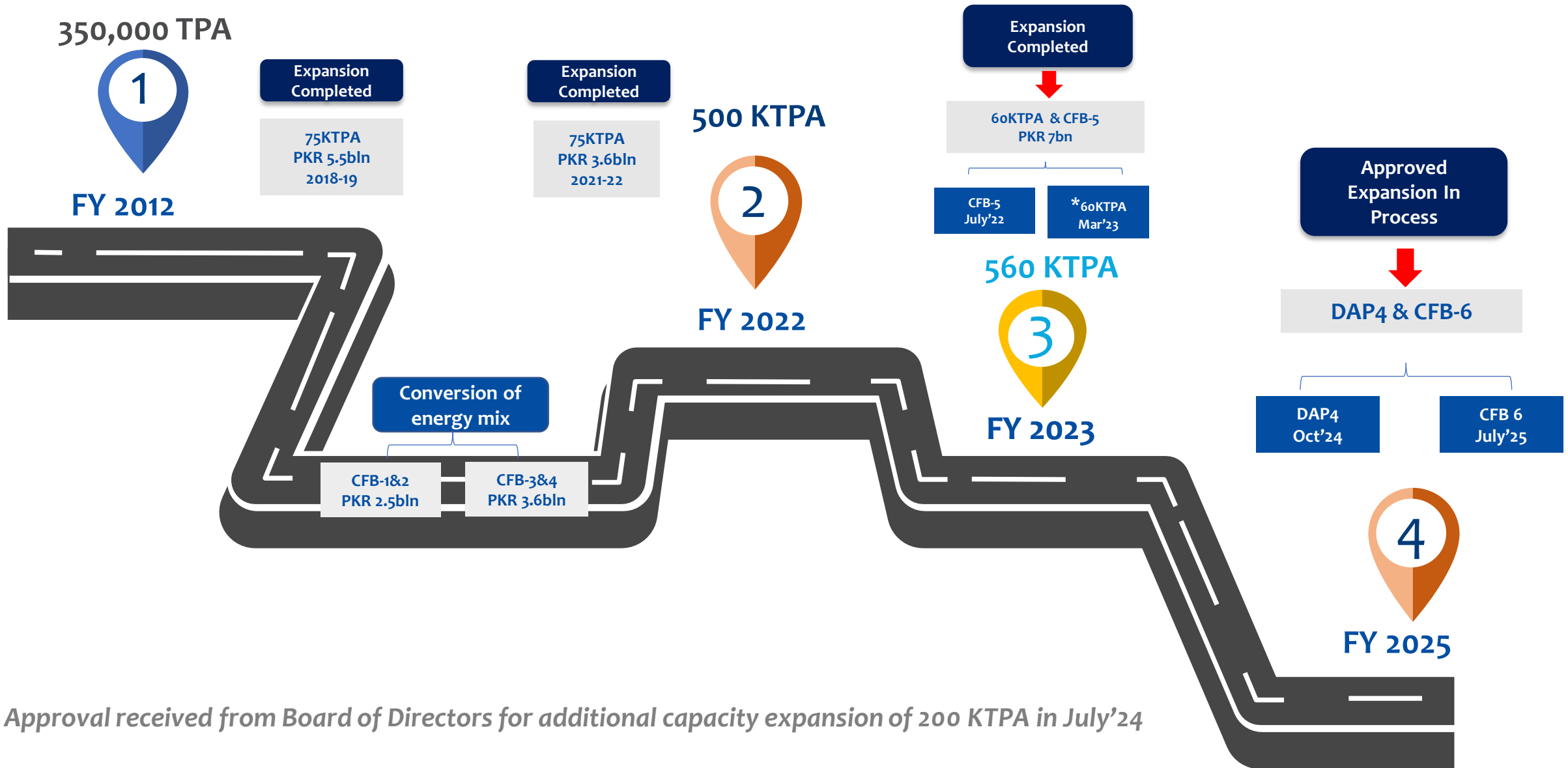
Sales Volume
549k tons (13% ▲ vs SPLY)

Production Volume
545k tons (6% ▲ vs SPLY)



Capacity Expansion

A mouth of the mine manufacturing facility with access to major raw materials.



Polyester Business

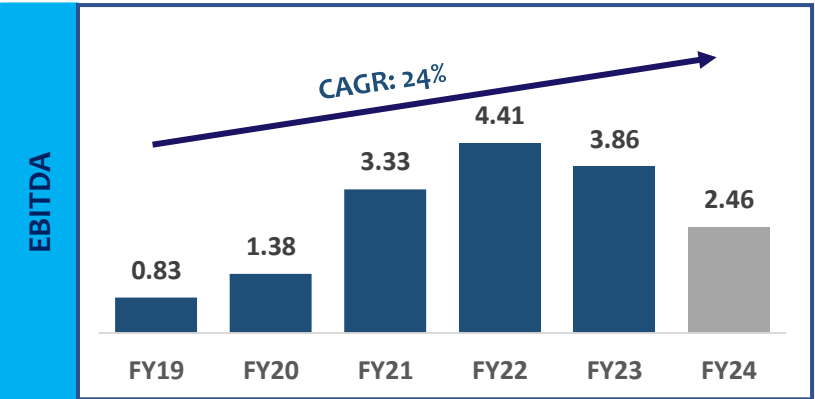
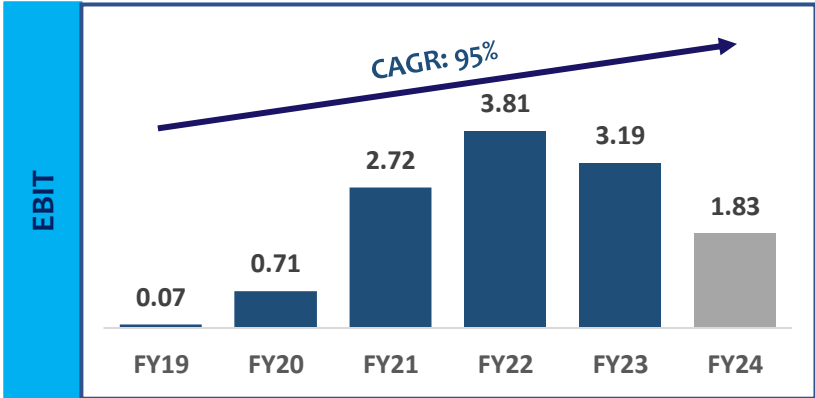
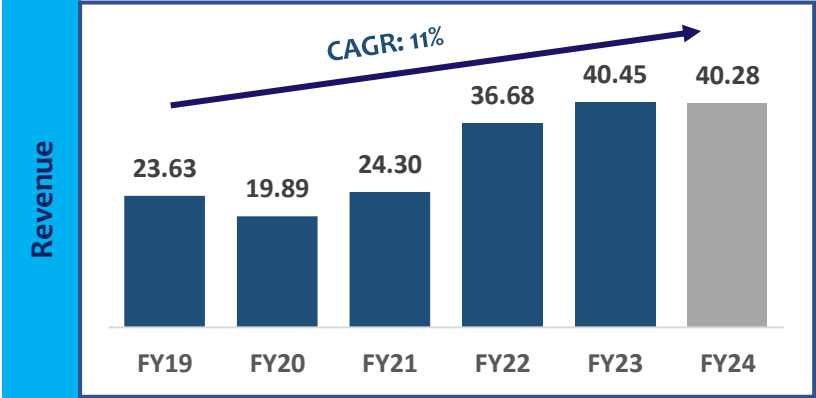
- Production capacity of 122k tonnes.
- Recycled 267 million plastic bottles and converted to 100% recycled fiber through rPET project.

Net Sales FY'24
40.28 bln (0.4% ▼ vs SPLY)

EBIT FY'24
1.83 bln (43% ▼ vs SPLY)

Sales Volume
102k tons (10% ▼ vs SPLY)

Production Volume
112k tons (11% ▼ vs SPLY)



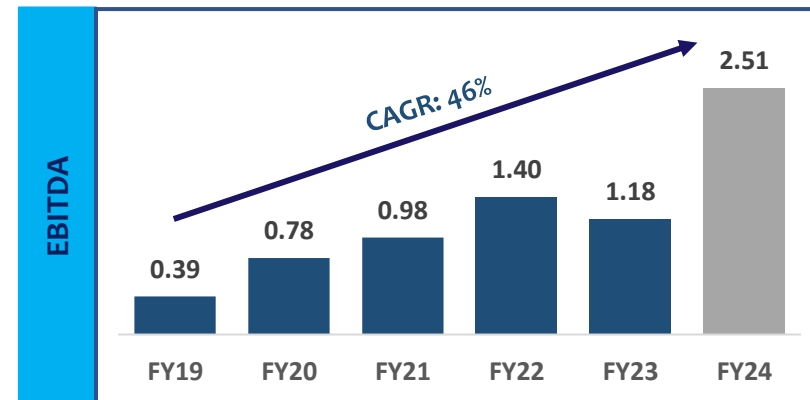
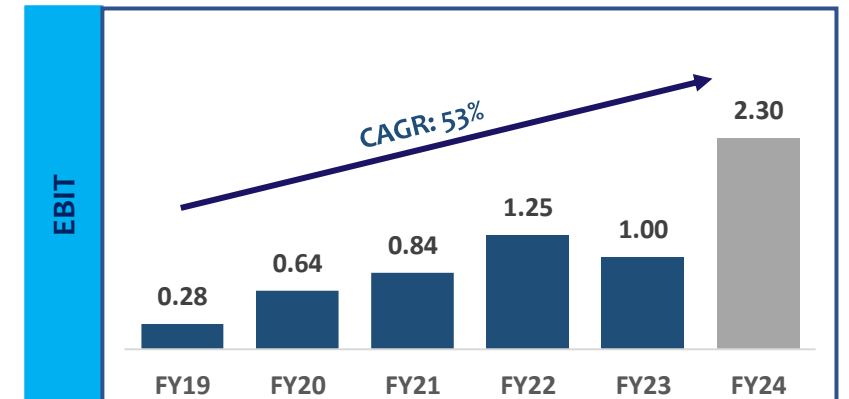
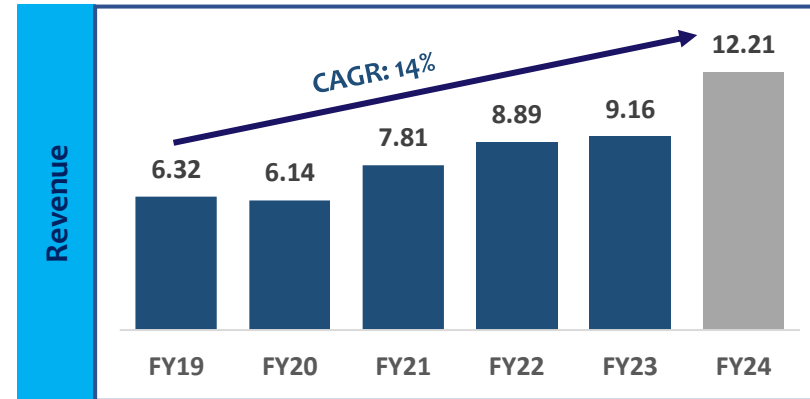
Pharmaceuticals Business

- Business's flagship brand **Mucaine** and **Citralka** achieved the **PKR 1 Bln** annual sales landmark on IQVIA.
- **23 new products** launched over the last 4 years.
- **Internalisation of the cardio portfolio**, enhancing manufacturing efficiencies.
- **Introduction of high-speed PET bottle line** at the Hawke's Bay plant for Mucaine and Citralka brands.

Net Sales FY'24
12.21 bln (33% ▲ vs SPLY)

EBIT FY'24
2.30 bln (130% ▲ vs SPLY)

EBITDA FY'24
2.51 bln (114% ▲ vs SPLY)



Business Overview

PRIMARY CARE



Gynecology



Pediatrics



Nutraceuticals



Respiratory



Pain and Gastro



Pulmonology

SPECIALITY CARE



Cardiology



Cardio Metabolic



Oncology



Central Nervous System



Infectious Diseases

Industries Served



Health Care

Markets Served



Pakistan



Afghanistan

Key Brands

- Zestril
- Tenormin
- Inderal
- Citralka
- Hycortisone
- Nilstat
- Lederplex
- Tazopip
- Fortexone
- Merpen
- Trihemic
- Cefcin
- Corinef
- Zoladex



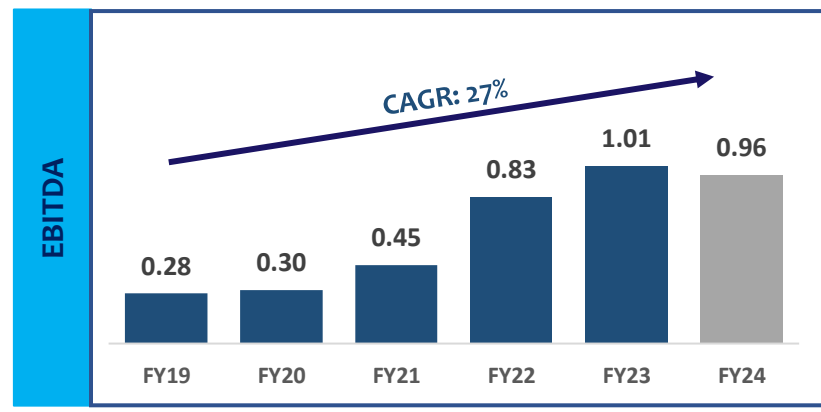
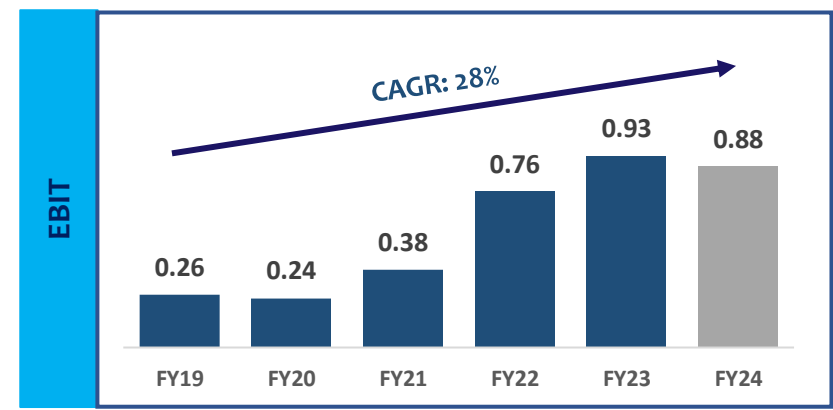
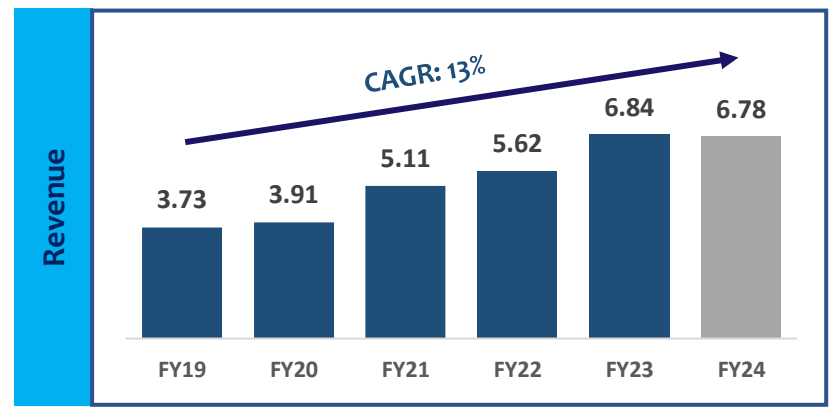
Animal Health Business

- **Livestock market size** ~ PKR 36.5 Bln with LCI capturing 13% market share.
- **Poultry market size** approx. PKR 19.6 Bln with LCI capturing 11% market share.
- **Construction** for Greenfield Veterinary Medicine Manufacturing unit underway.

Net Sales FY'24
6.78 bln (1% ▼ vs SPLY)

EBIT FY'24
0.88 bln (5% ▼ vs SPLY)

EBITDA FY'24
0.96 bln (5% ▼ vs SPLY)



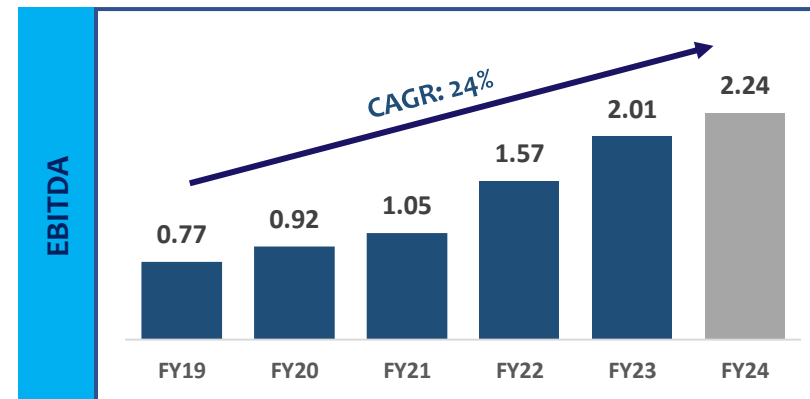
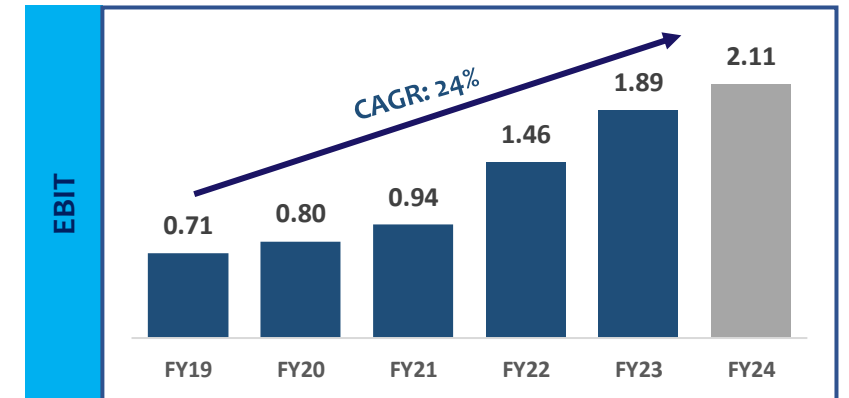
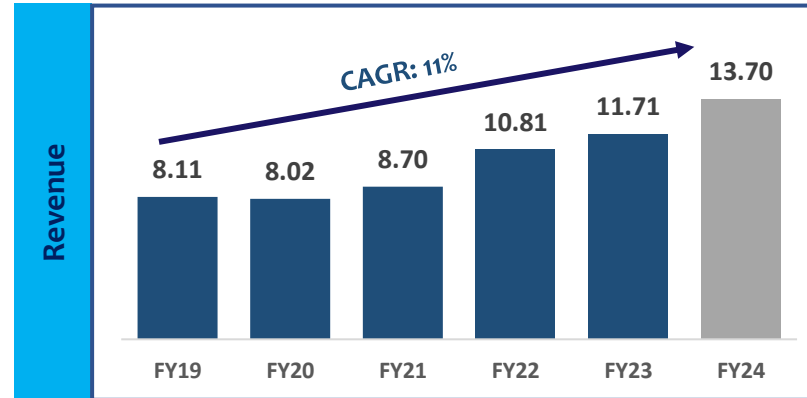
Chemicals & Agri Sciences Business

- Representing renowned global companies like Wanhua, Diversey, Evonik, Venator, Rio Tinto.
- Strong presence and equity in the Agriculture sector, representing leading global Agri companies: Advanta Seeds and UPL Limited.
- Market leadership in the Sunflower Seeds segment.
- Trusted and quality supplier of Masterbatches, emerging as a complete solution provider for the industry.

Net Sales FY'24
13.70 bln (17% ▲ vs SPLY)

EBIT FY'24
2.11 bln (11% ▲ vs SPLY)

EBITDA FY'24
2.24 bln (12% ▲ vs SPLY)



#JourneyOfEnrichingLives

Opportunities & Challenges

Opportunities & Challenges

Slowdown in downstream demand at the back of inflationary pressures

1

Higher energy costs

2

Strain on export margins

3

Higher interest costs and tax rates

4



1

Capacity expansion in Soda Ash

2

Asset acquisition from Pfizer

3

Expanding footprint in export market

4

Cost saving/ efficiencies and innovation initiatives

Growth Journey Continues

We continue to invest for the future



Asset acquisition from Pfizer Entities



Soda Ash Expansion Projects

Installation of boiler in SA.
Dense Ash capacity expansion.
200 KTPA expansion.



New Animal Health Facility

Setting up of a green field
veterinary medicine
manufacturing facility.



Float Glass Joint- Venture

Greenfield facility for
manufacturing of float glass.
Due to uncertain economic
conditions the project has been
delayed.

Expansion Projects Since YBG Acquisition

LCI	PEPG	SA	PH	GCA	AH
NutriCo PKR 1.9 bln	Energy projects PKR 3.1 bln	Coal fired boilers PKR 7.5 bln	Nutraceutical Manufacturing facility PKR 61 m 2015	Seeds Processing Plant PKR 9 mln 2013	Manufacturing facility PKR 15 mln 2015
JV with TGL (51% LCI)	rPET project PKR 0.9 bln	DA Expansion PKR 1.1 bln	Cirin Pharmaceuticals PKR 1.1 bn 2016	Masterbatch (MB) manufacturing facility PKR 0.8 bln 2018-19	New Medicine Plant
		RSB expansion PKR 1 bln	Brands & Manufacturing facility of Wyeth PKR 2 bn (2017-18)	MB Expansion	
		LA 75KTPA PKR 5.3 bln 2018-19	Acquisition of Brands and Manufacturing facility from Pfizer		
		LA 75KTPA PKR 3.6 bln 2021-22			
		LA 60 KTPA PKR 6 bln 2023-24			
		CFB-6			
		Dense Ash DAP-4			
		200KTPA expansion			
				Completed PKR 34 Bln	
				Approved by BoD	

Q&A Session