

CORPORATE BRIEFING  
SESSION  
FOR THE YEAR ENDED JUNE

**2021**



**D.G. KHAN CEMENT  
COMPANY LIMITED**

## GROUP AND COMPANY PROFILE

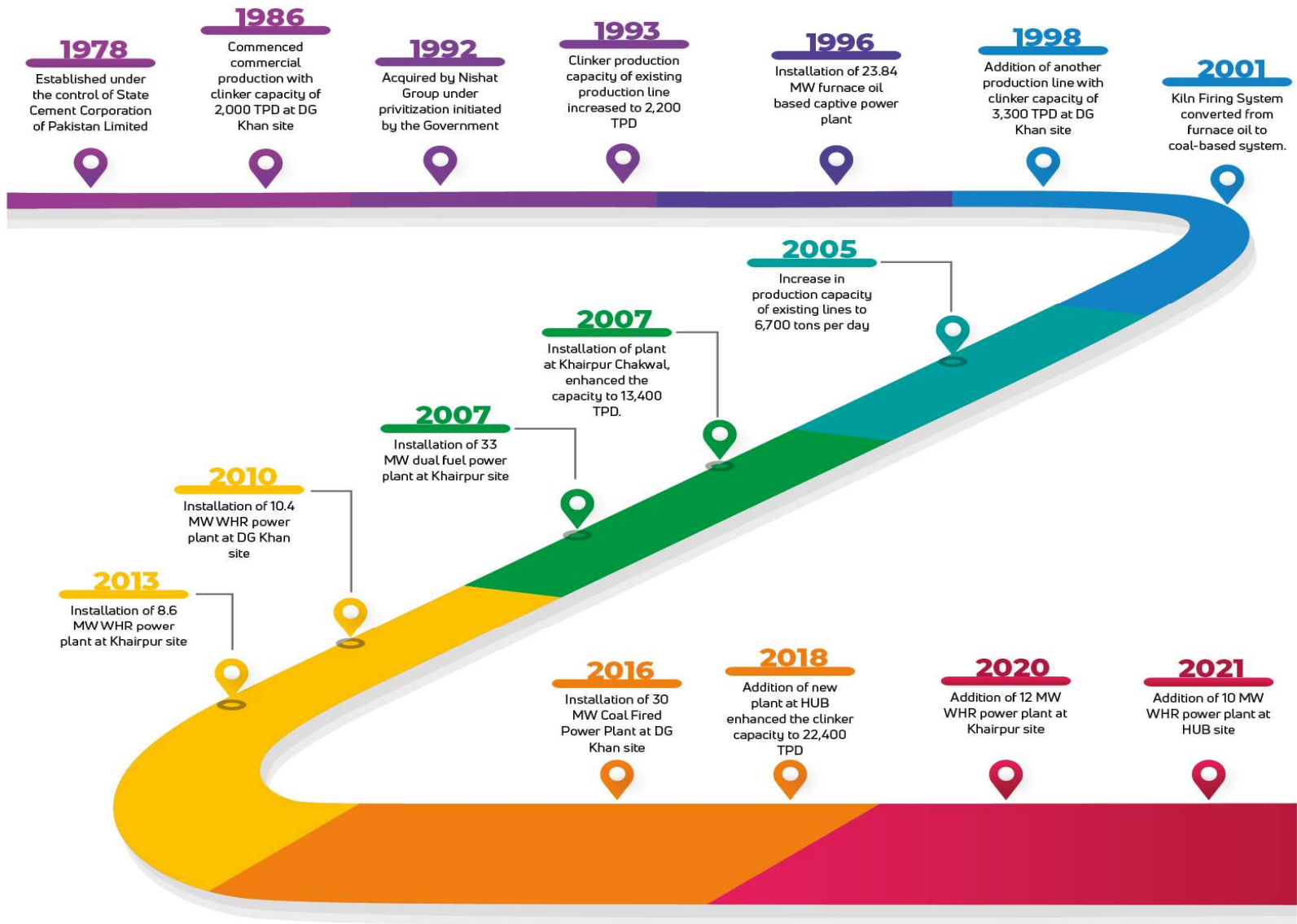
- One of Pakistan's largest business conglomerates.
- More than 43,000 regular employees.
- Market Capitalization as on June 30, 2021 is about PKR 311 billion (about USD 1.9 billion).
- Market capitalization is occupied by
  - Banking 60.8%
  - Cement 16.6%
  - Textile 10.5%
  - Power 7.4%
  - Insurance 4.7%



*Note: Only Companies with significant operations are mentioned here*

## COMPANY PROFILE

- Incorporated in Pakistan in 1978 as limited liability company.
- Primarily engaged in production and sale of Clinker and Cement.
- More than 1,800 regular employees.
- Operate locally through more than 2,200 dealers.
- As at June 30, 2021; total market capitalization was about Rs 52 billion (about 7.3% of the total market capitalization of cement sector in Pakistan).
- Total market share of the company is about 11% (for FY 2020-21).
- Clinker production capacity of 22,400 tons per day (6.72 million tons/annum) (10.2% of total capacity of cement industry)



## SUBSIDIARIES

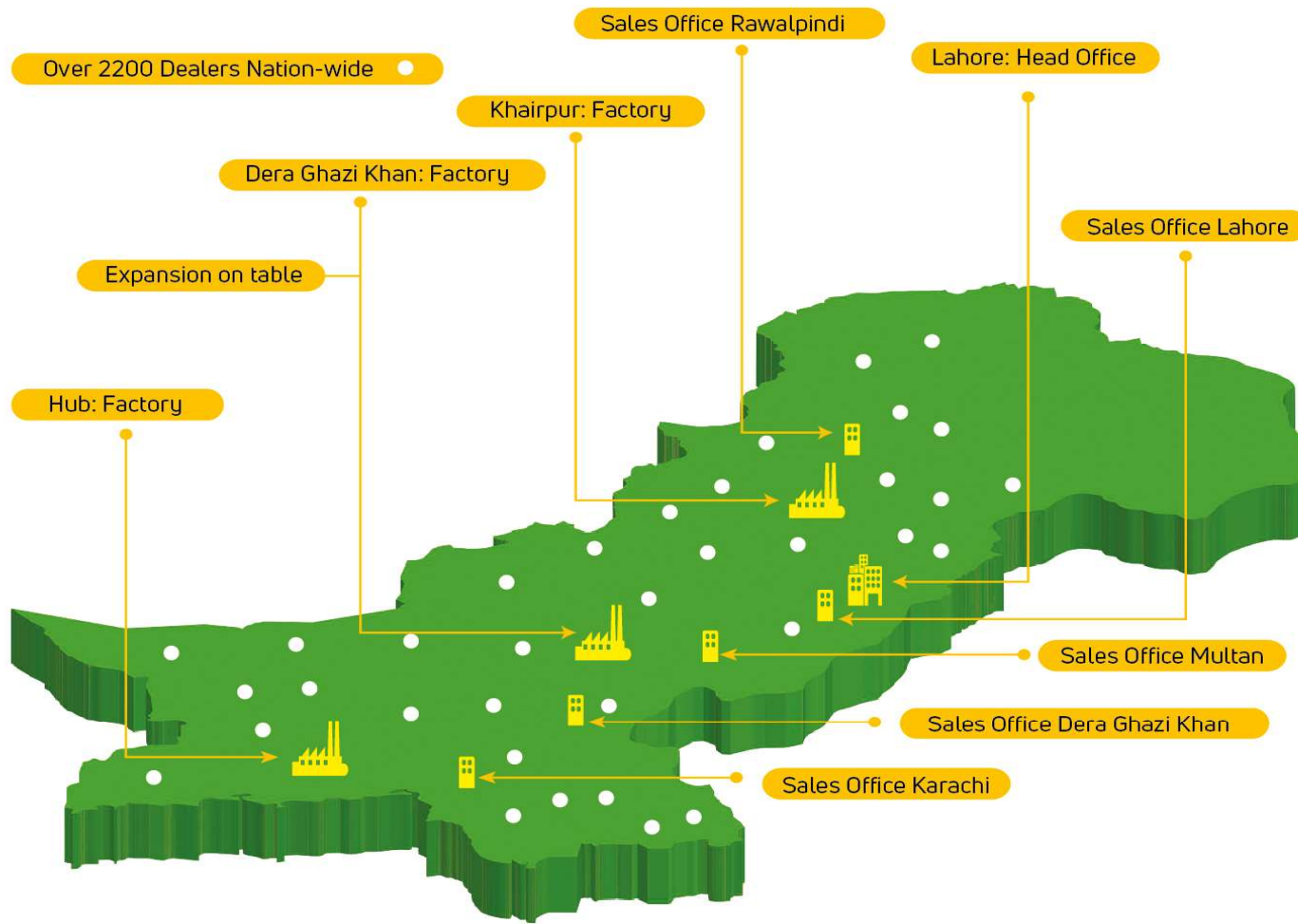
### **Nishat Paper Products Company Limited (NPPCL)**

- Incorporated in Pakistan on July 23, 2004.
- Principally engaged in the manufacture and sale of paper products and packaging material, primarily in meeting cement industry requirement.
- Located at Khairpur on the parent company's land.
- Company has 3 main production lines with 220 million bags per annum production capacity
- DGKC holds 55% shares in NPPCL.
- As at June 30, 2021, NPPCL has breakup value of Rs 43.96

## SUBSIDIARIES...

### **Nishat Dairy (Private) Limited (NDPL)**

- Incorporated In Pakistan on October 28, 2011.
- Production and sale of raw milk.
- As at June 30, 2021 the Company has 3,033 mature and 2,889 immature milking animals.
- Group has moved into processing by launching new product “MilkFields” under the joint venture with Turkish brand, Sutas.
- DGKC owns 55.1% holding in NDPL
- As at June 30, 2021, share price of NDPL is Rs 8.03



China



Srilanka



Bangladesh



Afghanistan



Africa



## PRODUCTION AND POWER GENERATION CAPACITY

	DGP	KHP	HUB	Total
Clinker production capacity (TPD)	6,700	6,700	9,000	22,400
CFPP (MW)	30.00	-	30.00	60
WHR Power plant (MW)	10.40	12.00	10.00	32.40
Gas Fired power plant (MW)	24.60	-	-	24.60
Dual Fuel Power plant (MW)	-	33.00	-	33
FO based power plant (MW)	-	-	23.84	23.84
Electricity requirement (MW)	42	31	40	113

## CORE COMPETENCIES

- Strong brand recognition
- Creating more values via efficient operations
- Strong credibility and reputation
- Quality and efficiency of human resources
- Easy access to production resources
- Trusted and efficient supply chain
- Geographically diversified & state-of-art production facilities
- Self sufficiency in electricity requirement

## FUTURE OPPORTUNITIES, PROSPECTS AND POTENTIAL IMPLICATIONS

- Future growth potential due to emphasis on construction industry
- Emerging export markets
- Export opportunities due to fully operational HUB facilities near port
- CPEC led growth opportunities
- Construction of Bhasha and Mehmand Dam and many small dams
- Self sufficiency and significant cost reduction due to new WHR and CFPP at Hub site.
- Rising coal prices and general inflation
- Potential legal implications out of court decisions

## CORPORATE SOCIAL RESPONSIBILITY

- Ongoing support for research center in UET Chakwal Campus.
- Infrastructure development for local community.
- Collaboration with universities for Internship and research based programs.
- Free medical dispensary and ambulance service
- Free fire-fighting service
- Water to adjoining communities
- Provided facilities in the form of equipment in aid of civil administration to manage crisis like situation.
- Job opportunities for the local community.
- Two schools for free education.

## VOLUMETRIC DATA ANALYSIS

### Construction sector

- 2.61 % of GDP
- Growth of 8.34% in 2021

### Cement industry

- Overall Growth of 20%
- North zone growth of 19%
- South zone growth of 24%
- Exports growth of 19% (largely clinker)
- Local growth of 20%

### DG Khan Cement Company

- Clinker production down by 9%
- Cement sales down by 1%
- Clinker sales (exports) up by 10%

## SALES UTILIZATION (%)

Year	Local Sales		Exports		Total	
	Industry	DGKC	Industry	DGKC	Industry	DGKC
FY 21	69.50	74.71	13.45	28.11	82.95	102.82
FY 20	62.81	75.75	12.33	26.11	75.14	101.86
FY 19	72.05	75.50	11.67	13.85	83.73	89.36
FY18	85.38	103.11	9.85	10.85	95.23	113.96
FY17	75.95	92.28	9.93	13.81	85.88	106.09
FY16	72.34	88.62	12.87	16.94	85.22	105.56

*Thank  
you*

