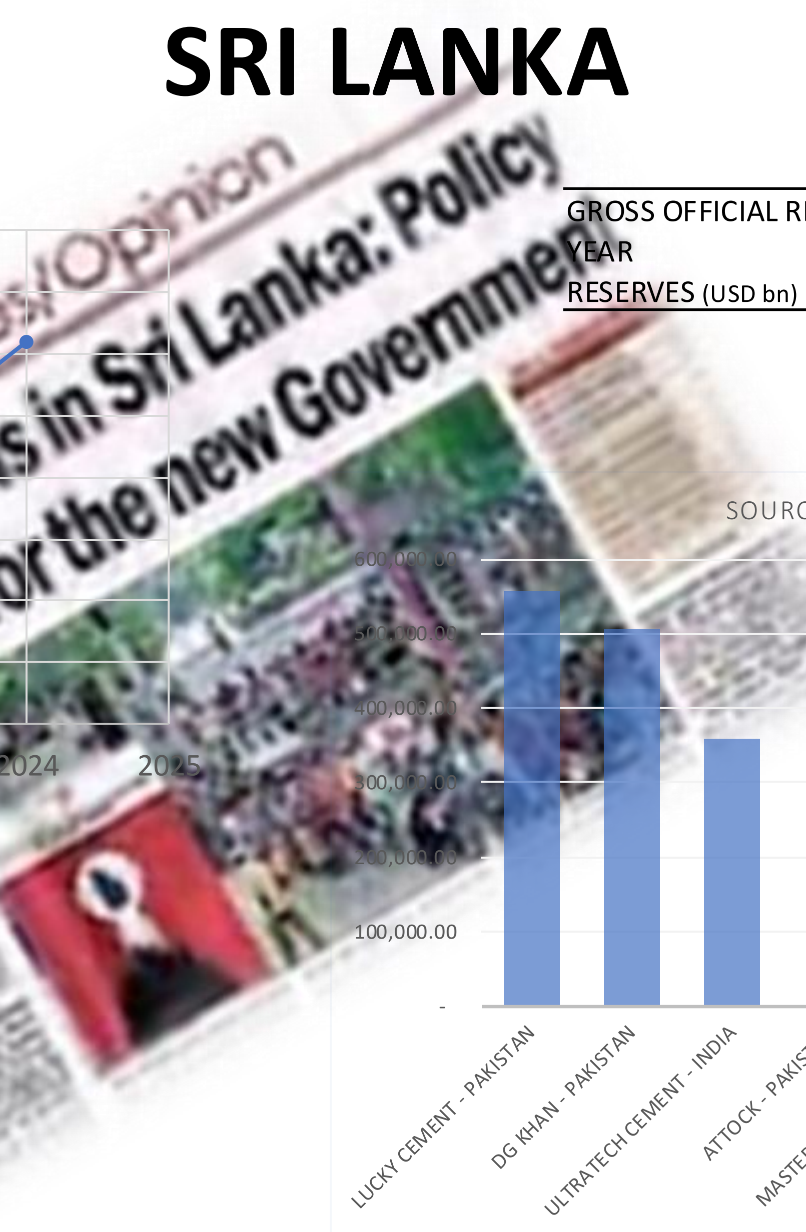
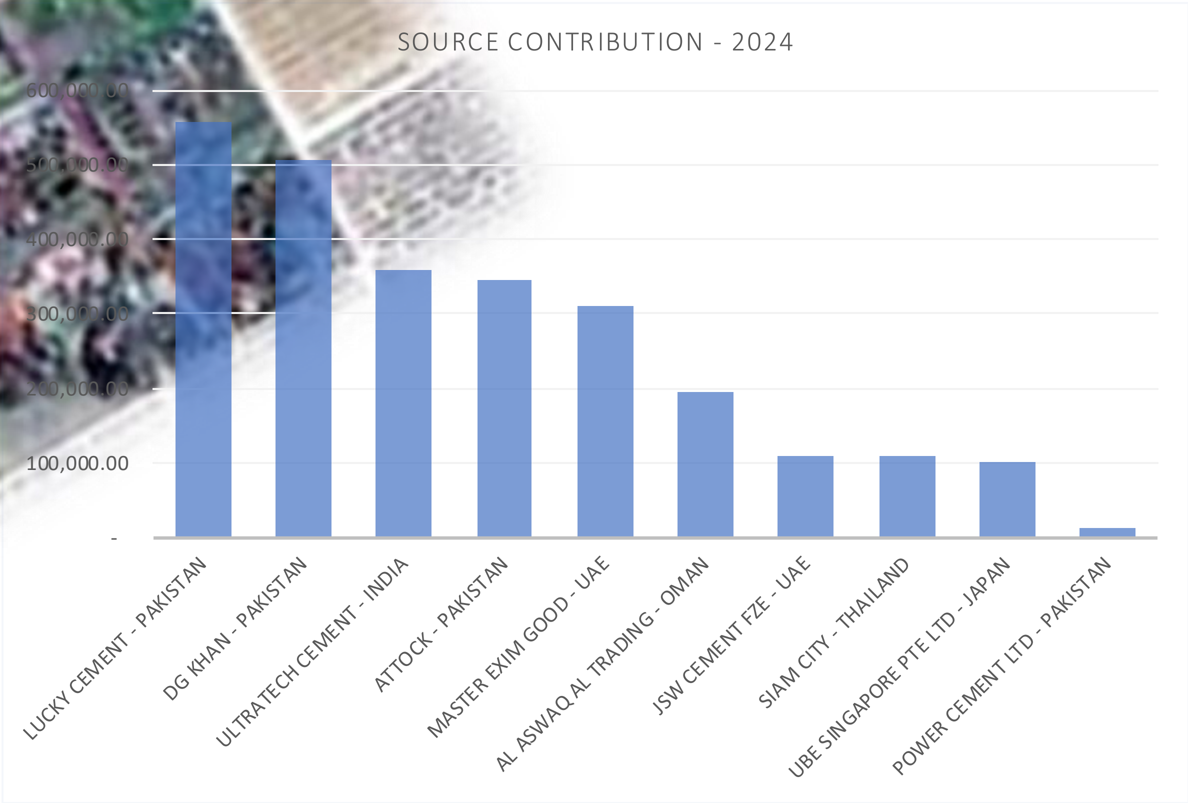
ECONOMIC RECOVERY AND CEMENT MARKET IN SRI LANKA



GROSS OFFICIAL RESERVES

YEAR	2019	2020	2021	2022	2023	2024
RESERVES (USD bn)	7.6	5.7	3.1	1.9	4.4	6.2



2020 - 2022


Jaffna
Fuel prices soa
out inflation rat
City-dwellers will end up pay
ing almost half of the country's
total property tax take, as house
gettyimages
Credit: Buddhika Weerasinghe
People's March
Issues/Opinion
conomic crisis in Sri Lanka: Polic
challenges for the new
HOTSEAT/SPOTLIGHT
Poverty levels
n Sri Lanka
ave more
han doubled
Nisha Arunatilake
End Workplace discrimination against LGBTIQ+ persons
PRIDE PARADE
LANWA CEMENT
GRINDING UNIT 2.4MTPA
Hambantota
Eastern prov
Central province
Kandy
Uva province
Southern province
Galle

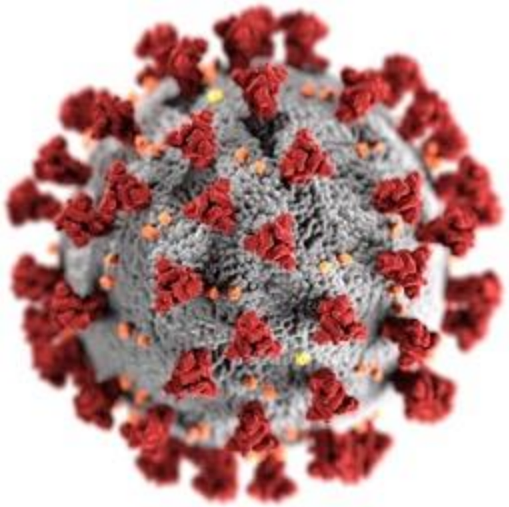
ECONOMIC CRISIS

CAUSED BY

ECONOMIC FAILURE

- Political myopia
- Arrogant Bureaucracy
- Poor Corporate governance in private sector
- Politically driven taxation
- Widespread Corruptions
- Zero ROI mega Investments
- 400+ Loss making SOEs
- 1.6 mn state employees with less than 40% efficiency
- 100% Negative Trade Balance

ECONOMIC CRISIS



2019

EXPORT
$ 11 bn

IMPORTS
$ 22 bn

Oil, gas, vehicles

Industry Raw materials

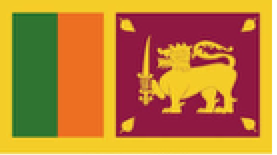
Goods & Services

Foods,

2020 -2022

Tourism income

Remittances



ECONOMIC CRISIS

Stopped country

- Stopped Tourism
- Restricted exports
- Reduced remittances
- Government lost income

Exhausted the reserves

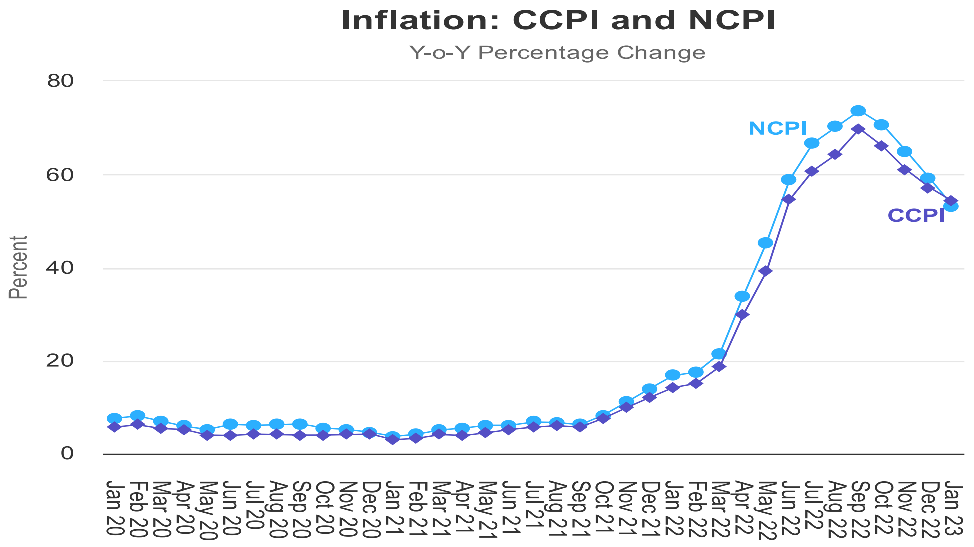
- USD Appreciated by 82% (LKR 203/USD – LKR 370/USD)
- Skyrocketed the inflation 100%
- Caused a severe shortage of oil, gas, medicines, raw materials, fertilizers and many essentials

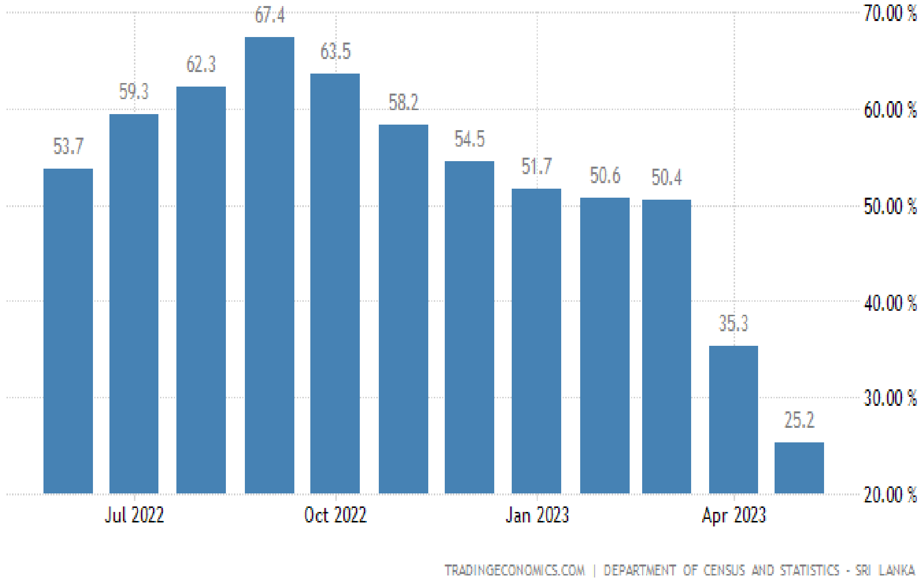
Collapsed economy

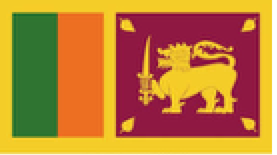
- Construction sector shrunken beyond 50%
- Leisure & entertainment sectors hit the bottom
- SMEs disappeared
- Poverty and hunger increased

Peoples' unrest & government collapse

- Peoples lost patience
- Irresponsible, power hungry and short sighted politicians capitalized the opportunity
- Government reached the verge of collapse
- Declared the state default







ECONOMIC RECOVERY

- Stopped debts servicing/ Declared default
- Restored the constitution and political stability
- Established Law & Order
- Restricted imports
- Entered to IMF bailout program
- Made available essentials
- Increased bank interests and reinforced banks stability

- Grew reserves
- Restructured domestic debts (DDR)
- Started and processed foreign debts restructuring
- IMF Released Extended Fund Facility in tranches ($ 2.9 bn)
- Improved ratings (Moody's, Fitch, S&P)
- Creditors agreed haircut and Moratorium (till 2028)
- Reached economic stability

MACRO ENVIRONMENT

2024

UNEMPLOYMENT

4.5%

LABOR FORCE - 7,910,000

LABOR FORCE PARTICIPATION – 46.6%

- Agriculture – 25.7%
- Industry – 25.5%
- Service - 48.8%

POPULATON -**21,763,170**
POPULATION GROWTH – 0.5%

EXTENT - 67,240 sq. km

POPULATION DENSITY – 324/sq. km

MACRO ENVIRONMENT

2024

GDP

USD 99.0 bn

GDP GROWTH

5.00%

PER CAPITA GDP

USD 4,516

Agriculture 1.2%

Industry 11.0%

Service 5.5%

Exports – USD 12.77 bn

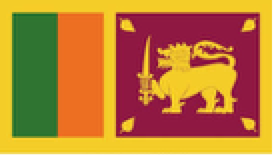
Imports – USD 18.84 bn

INFLATION

-2.6%

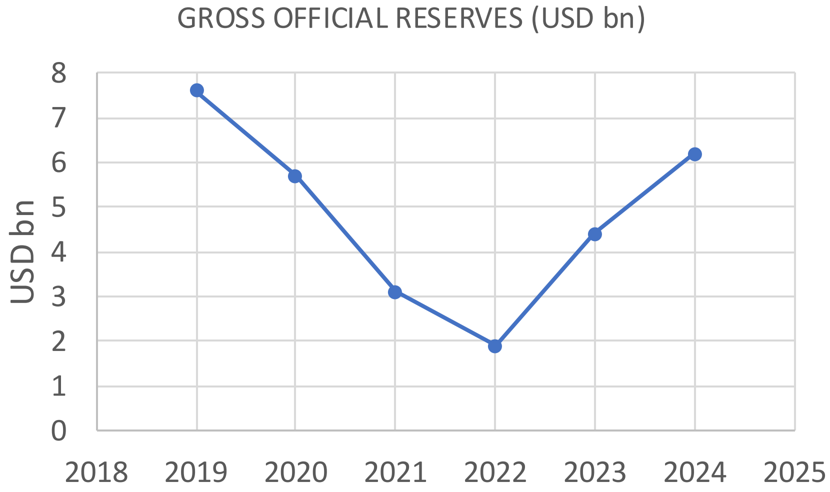
(Deflation)

FACTOR	2023	2024
GDP	USD 83.8bn	USD 99 bn
GDP GROWTH	1.6%	5.00%
PER CAPITA GDP	USD 3,354	USD 4,516
INFLATION	4.0%	-2.6%
EXPORT	USD 12.1bn	USD 12.77bn
IMPORT	USD 16.4	USD 18.84bn



ECONOMIC OUTLOOK

GROSS OFFICIAL RESERVES						
YEAR	2019	2020	2021	2022	2023	2024
RESERVES (USD bn)	7.6	5.7	3.1	1.9	4.4	6.2

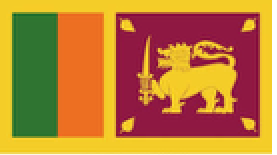


MERCHANDISE TRADE (USD mn)	
EXPORT REVE	12,772
IMPORT EXP	18,841
TRADE BALANCE	(6,069)

2024

- 2,053,465 Tourists
- USD 196 mn Net outflow in Government securitie
- USD 33 mn Inflow in Stock market foreign investments
- 10.7% appreciation of LKR against USD (323.92/USD ---- 292.58/USD)

EXPORT USD 12,772 mn + WORKER REMITANCE USD 6,575 mn + TOURISM USD 3,169 mn + OTHER SERVICES USD 3,714 mn = **USD 26,230 mn**



SITUATION AT A GLANCE

❖ POLITICAL

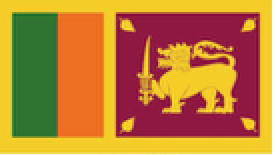
- People of Sri Lanka gave the mandate to a nontraditional political party after 75 years since Independency
- President and the Government were selected from a party based on Marxism by the people at election in Sep 2024 and Nov 2024
- 159 Seats out of 225 were won by a single party with 2/3rd majority power after 46 years.
- Main slogan of wining party was eradication of corruption
- People are experiencing poor performance of Government in delivering the promises after 6 months from presidential election (over promised under delivery)
- Government is realizing the magnitude of gap between criticism and action
- It looks Government power likely to erode notably at the Local government election on 6th May 2025

❖ ECONOMICAL

- FOREX reserves incresed to – USD 6.2 bn as of 31.03.2024
- All import restrictions were relaxed including vehicles
- No shortage of essentials
- No fuel shortage. 24 hour electricity supply
- 2.6% Deflation
- 5% Economic growth in 2024
- Bank interests further declined
- IMF agreed to release USD 334 mn 4th Tranche of USD 2.9 bn bailout package upon the satisfaction on economic reforms
- Domestic Debt Restructuring (DDR) is completed as agreed with IMF. External Debts Restructuring is near in completion. Country officially declared free of bankruptcy.
- Agriculture sector is performing normal
- Industries are struggling despite low demand and high cost
- Major SOEs restructuring is in pipeline
- Personal tax thresholds increased slightly to relax the tax burden on employees
- Higher Indian involvement

❖ SOCIAL

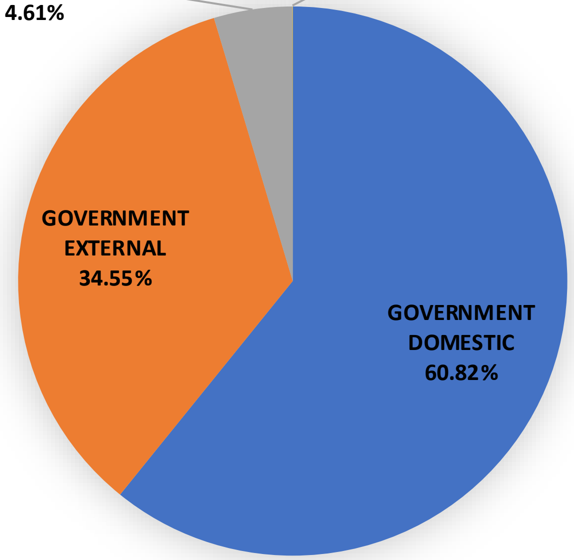
- Society is generally calm
- Poverty increased
- Middle class affected worst
- Upper class wealth increased further
- Law and order is in place
- Migration continues
- Organized crimes look increased



DEBTS

DEBTS AS OF 31.12.2024				
	DEBT TYPE	DEBT (USD mn)		%
GOVERNMENT DEBT	DOMESTIC DEBT	64,571	64,571	60.82
	EXTERNAL DEBT			
	BILATERAL	10,753		
	MULTILATERAL	12,897		
	COMMERCIAL	13,030	36,680	34.55
SOE/ LGA DEBTS	SOE GUARANTEED DEBT	4,896	4,896	4.61
	LOCAL GOVERNMENT AUTHORITIES DEBT	20	20	0.02
TOTAL			106,167	

DEBT COMPOSITION 2024



TOTAL DEBT
107.24% OF GDP

EXTERNAL DEBTS AS OF 31.12 2024				
TYPE	CREDITOR	DEBT (USD mn)	%	
MULTILATERAL	ADB	6,748.1	18.40	35.16
	World Bank	4,619.5	12.59	
	IMF	993.7	2.71	
	IFAD	168.9	0.46	
	AIIB	145.5	0.40	
	OFID	129.5	0.35	
	EIB	78.8	0.21	
	NDF	13.1	0.04	
BILATERAL	Paris Club			29.32
	Japan	2,314.8	6.31	
	France	412.6	1.12	
	Korea	273.3	0.75	
	Netherland	255.8	0.70	
	Germany	192.2	0.52	
	UK	185.6	0.51	
	USA	132.5	0.36	
	Austria	102.3	0.28	
	Spain	95.5	0.26	
	Russia	35.4	0.10	
	Sweden	34.7	0.09	
	Denmark	31.5	0.09	
	Austalia	25.0	0.07	
	Canada	17.1	0.05	
	Belgium	9.5	0.03	
	Non Paris Club			
	China	4,925.9	13.43	
	India	1,367.5	3.73	
	Saudi Arabia	165.7	0.45	
	Kuwait	95.6	0.26	
	Hungary	45.5	0.12	
	Iran	32.9	0.09	
	Pakistan	2.1	0.01	
COMMERCIAL	ISBs	10,584.7	28.86	35.52
	Term loan	2,445.5	6.67	
TOTAL		36,680.3		

CEMENT INDUSTRY AND MARKET DESPITE ECONOMIC RECOVERY

CONSTRUCTION & CEMENT

Government ceased funds on construction

Government stopped USD 500Mn dues to contractors

Real state sector stuck

Imposed import restriction on construction materials

Banks increased lending interest beyond 30%

30% < interest rates closed the door for housing loans

Construction material prices skyrocketed 150%

Impact of Inflation increased the local raw materials prices beyond 150%

100% < Cost of living increase ceased the domestic house buildings

Central Bank default declaration blocked FDIs flow

1 Mn Job loss in construction sector

Construction industry dipped > 50%

Cement consumption declined > 50%

2021 Vs 2024

2021

6.56 Million MT consumption

299kg Per capita consumption

3 Major Players own 88% Market share

17 Players cater 12% Market share

87% Imported Cement

2024

4.64 Million MT consumption

213kg Per capita consumption

5 Major Players own 96.95% Market share

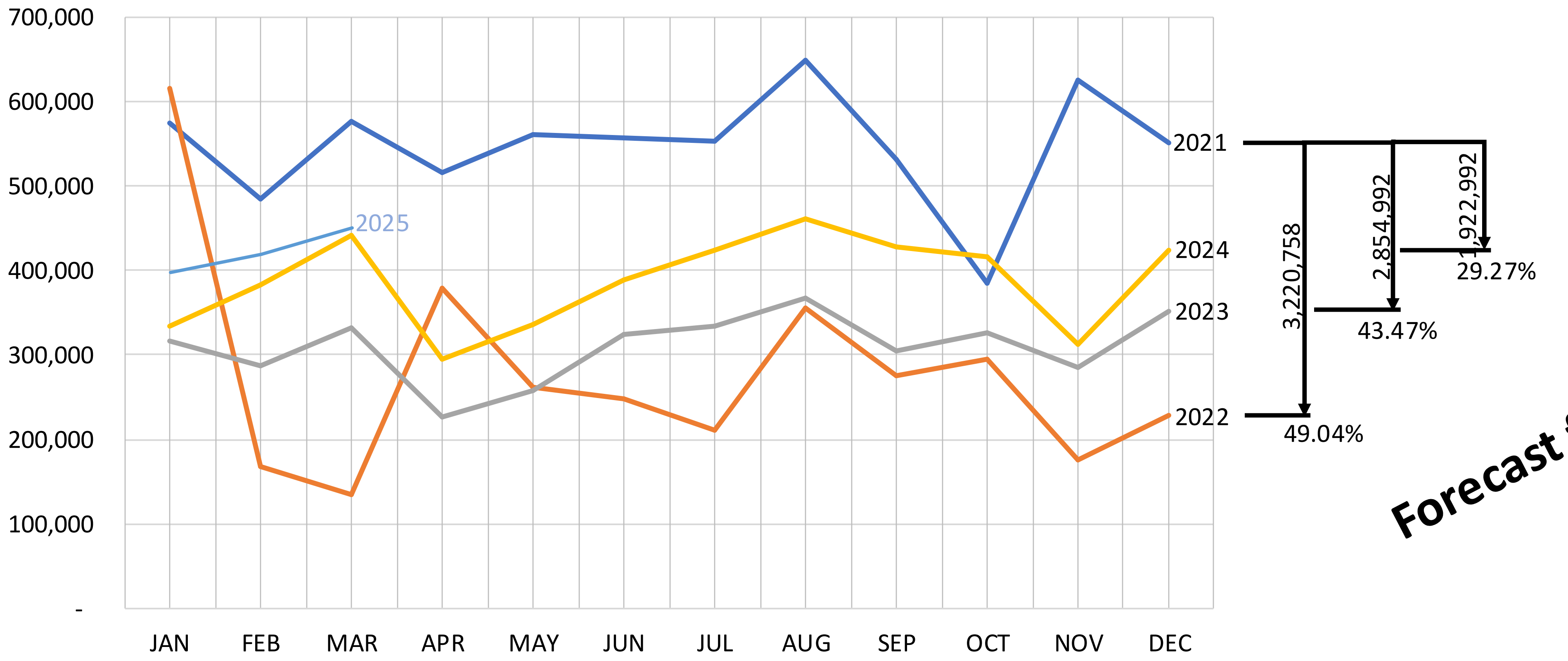
5 Players cater 3.05% Market share

73.07% Imported Cement

CONSUMPTION

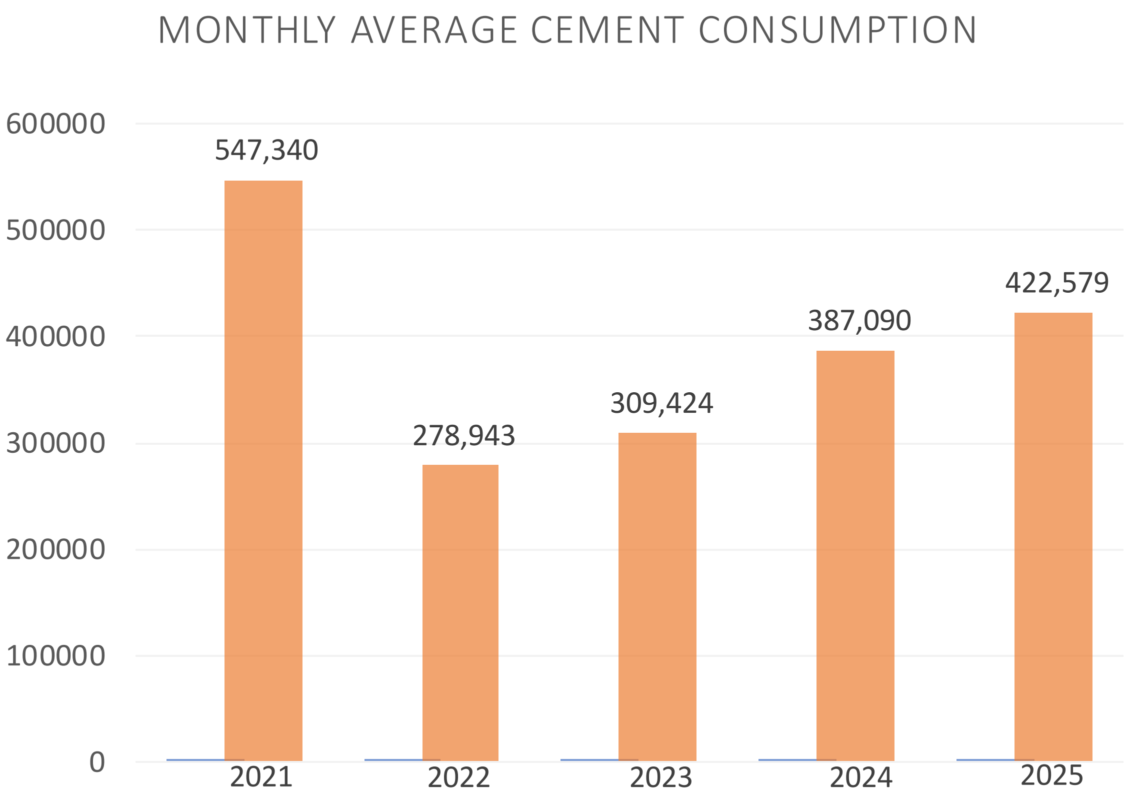
CEMENT CONSUMPTION (MT) - 2021/ 2022/ 2023/ 2024/2025														
YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	MONTHLY AVERAGE
2021	575,038	485,408	577,437	516,099	560,719	556,591	552,967	650,053	531,140	384,898	626,479	551,248	6,568,077	547,340
2022	615,013	168,017	134,257	378,627	262,302	247,565	210,715	356,297	275,145	295,526	175,586	228,268	3,347,319	278,943
2023	315,952	287,700	332,300	225,700	258,126	324,500	333,440	366,440	304,648	326,663	285,816	351,800	3,713,085	309,424
2024	333,323	382,796	440,851	295,416	335,795	388,574	424,820	460,560	429,000	417,260	313,500	423,190	4,645,085	387,090
2025	397,636	420,008	450,092										1,267,736	422,579

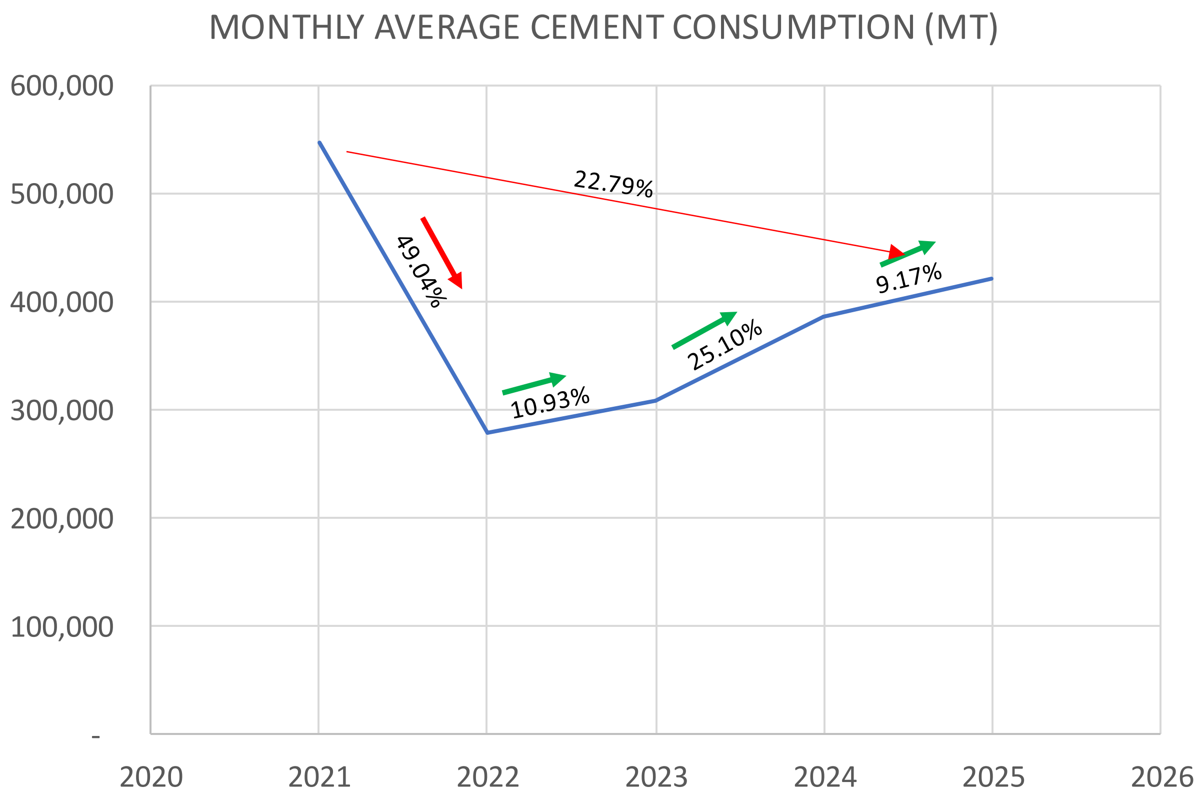
CEMENT CONSUMPTION 2021/ 2022/ 2023/ 2024/2025



Forecast for 2025 – 5,800,000 +

CONSUMPTION

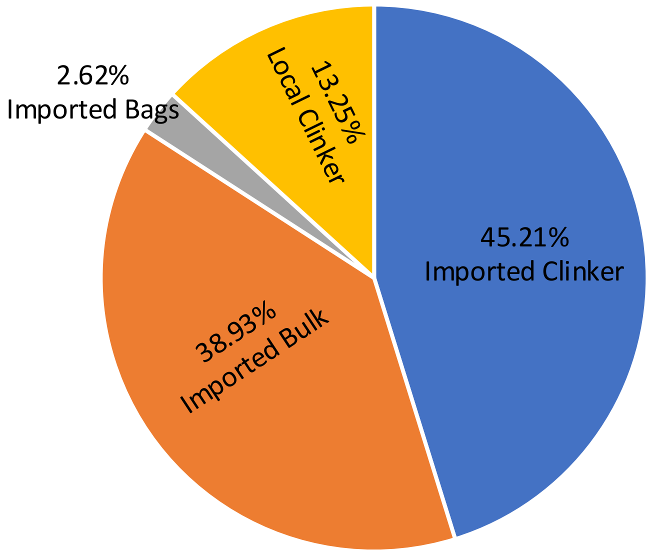




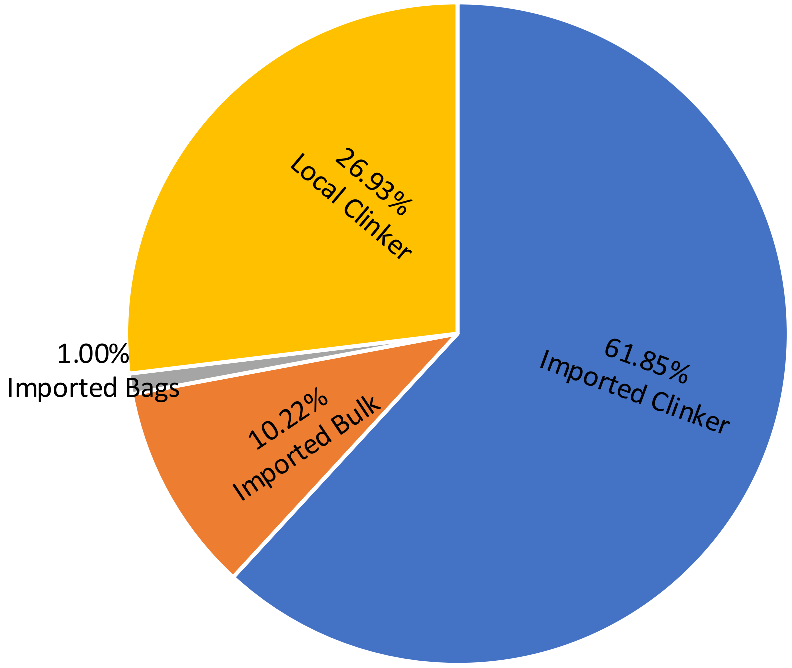
SEGMENTAL CONTRIBUTION

CATEGORY	2024 CEMENT VOLUMES IN EACH CATEGORY (MT)													% OF CONSUMPTION
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
IMPORTED CLINKER	172,319	70,372	286,975	139,481	160,593	201,762	155,983	153,645	202,938	316,360	87,958	137,797	2,086,183	61.85
IMPORTED BULK	73,169	25,311	44,826	26,387	28,665	27,394	43,776	48,603	36,510	48,219	26,450	45,615	474,925	10.22
IMPORTED 50kg BAGS	5,180	7,364	9,744	5,936	9,884	2,100	840	1,540	700	2,240	420	420	46,368	1.00
LOCALLY MFD CLINKER	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	75,000	900,000	26.93
TOTAL	325,668	178,047	416,545	246,804	274,142	306,255	275,599	278,788	315,149	441,819	189,828	258,832	3,507,476	
CONSUMPTION	333,323	382,796	440,851	295,416	335,795	388,574	424,820	460,560	429,000	417,260	313,500	423,190	4,645,085	
24.49% GAP BETWEEN CONSUMPTION AND PRODUCTION IS DUE TO CONVERSION OF 98% CLINKER IN TO BLENDED CEMENT BY ADDING 25% - 35% GYPSUM, FLY ASH AND SLAG														

CONTRIBUTION TO CONSUMPTION - 2021

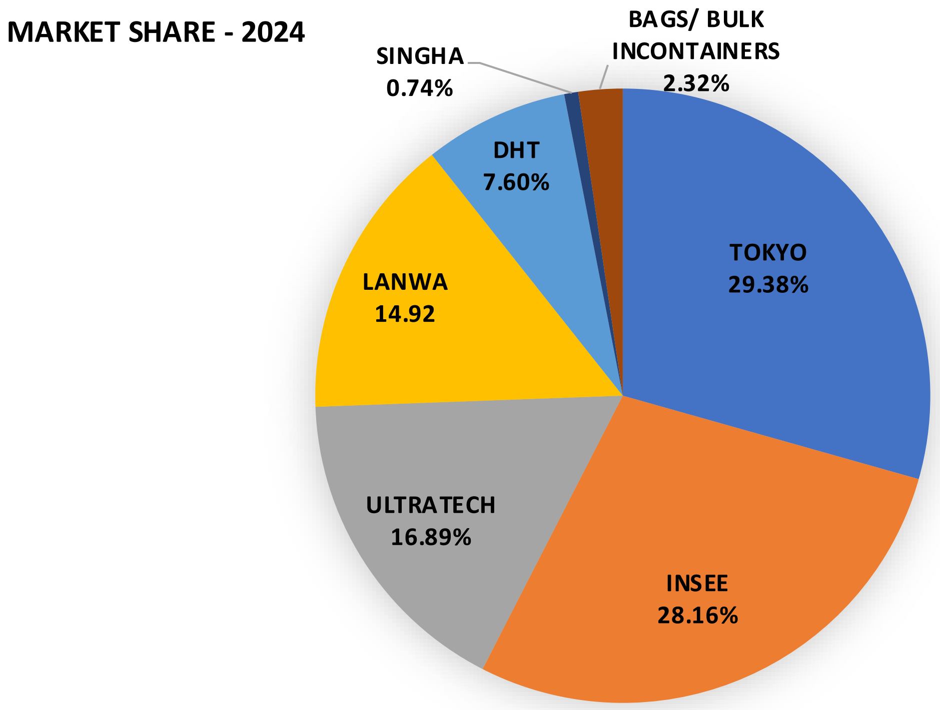


CONTRIBUTION TO CONSUMPTION - 2024

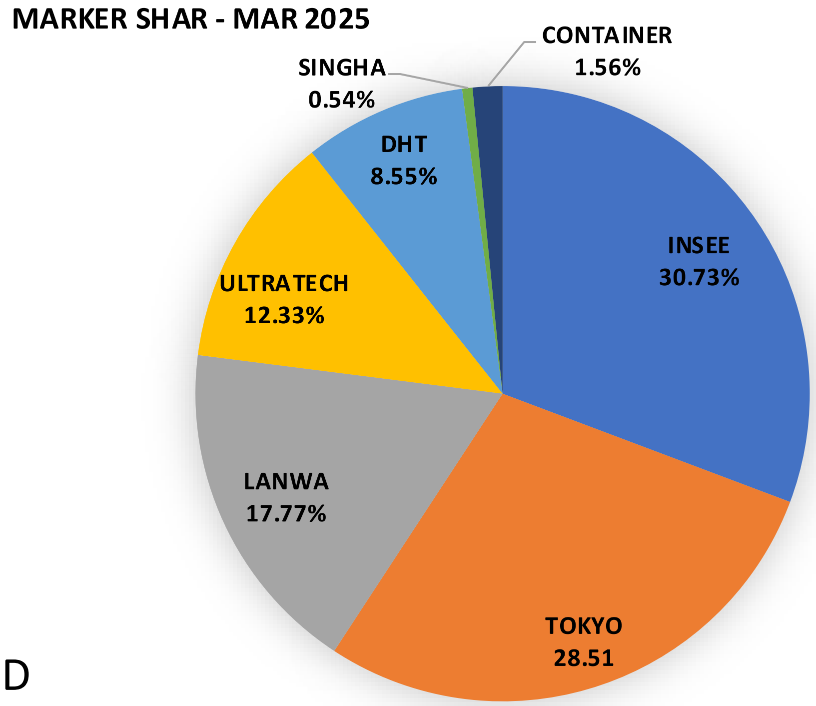


MARKET SHARE - 2024

COMPANY	MONTHLY SALES (MT) - 2024													MARKET SHARE (%)
	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
TOKYO	85,600	105,700	131,000	93,500	99,400	116,300	127,600	140,800	131,700	120,800	87,800	124,500	1,364,700	29.38
INSEE	96,100	116,000	129,000	84,300	89,700	116,000	115,400	122,400	114,500	110,000	85,100	129,400	1,307,900	28.16
ULTRATECH	57,500	62,000	70,000	47,000	55,000	57,100	75,000	83,400	73,500	73,200	57,700	73,000	784,400	16.89
LANWA	46,500	53,500	63,000	40,000	55,000	56,500	62,000	74,500	66,400	65,600	48,500	61,500	693,000	14.92
DHT	35,200	26,500	29,000	16,000	22,200	32,500	37,000	29,000	34,000	35,200	27,000	29,600	353,200	7.60
MELSTA													-	-
SINGHA			4,251	1,937	1,795	3,624	3,321	5,600	2,265	3,578	4,072	3,730	34,173	0.74
CONTAINER CEMENT	12,423	19,096	14,600	12,679	12,700	6,550	4,499	4,860	6,635	8,882	3,328	1,460	107,712	2.32
TOTAL	333,323	382,796	440,851	295,416	335,795	388,574	424,820	460,560	429,000	417,260	313,500	423,190	4,645,085	



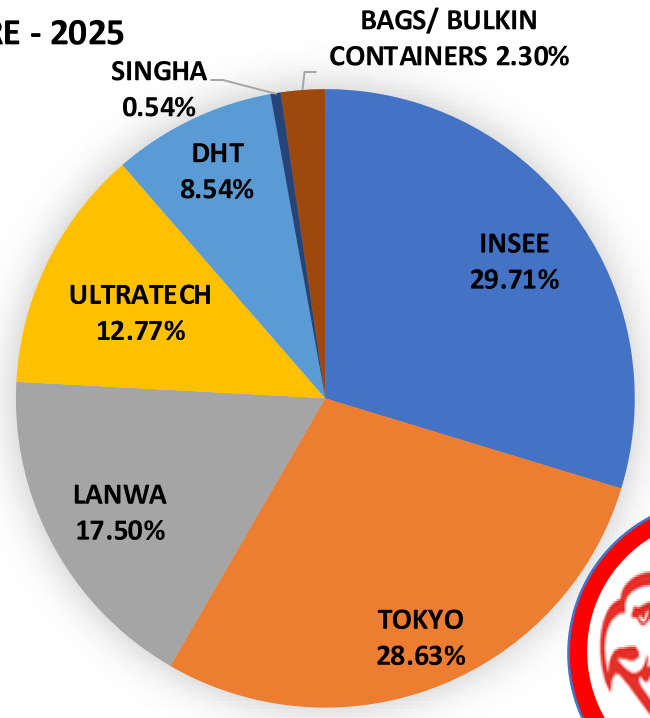
80.06% CLINKER BASED



MARKET HIGHLIGHT - 2025

COMPANY	MONTHLY SALES - 2025				MARKET SHARE (%)
	JAN	FEB	MAR	TOTAL	
INSEE	113,300	125,000	138,300	376,600	29.71
TOKYO	112,600	122,100	128,300	363,000	28.63
LANWA	69,900	72,000	80,000	221,900	17.50
ULTRATECH	55,700	50,700	55,500	161,900	12.77
DHT	35,300	34,500	38,500	108,300	8.54
MELSTA				-	-
SINGHA	1,678	2,700	2,450	6,828	0.54
CONTAINER CEMENT	9,158	13,008	7,042	29,208	2.30
TOTAL	397,636	420,008	450,092	1,267,736	

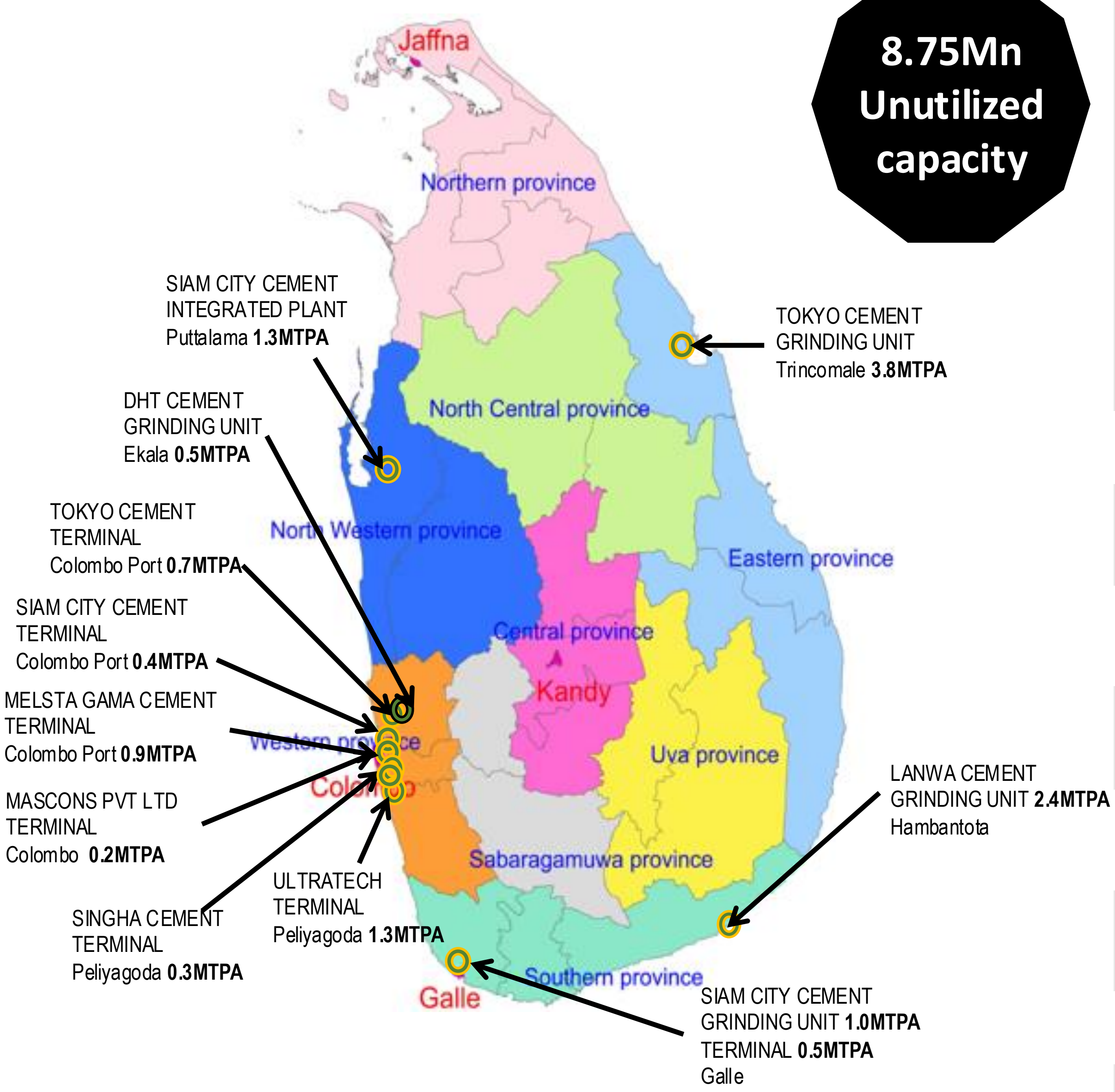
MARKET SHARE - 2025



- INSEE Secures top market position last 4 months
- TOKYO lost the market leadership after 9 months in Dec 2024
- ULTRATECH lost the market position 3, first time in the history and dropped to 4th place
- LANWA reached to 3rd position of the market in January 2025 after nearly 3 years of market presence
- DHT is climbing steady in the market securing the 5th place for last two years. Owner of one of the largest business conglomerates bought major shares of DHT and stepped into cement business.
- MELSTA failed to sell a single ton throughout the year 2024. Started import of bulk cement from Japan in March 2025
- Bags importers are almost disappeared from the market
- SINGHA operates under ADANI Group after PENNA India was acquired by ADANI

CAPACITY

8.75Mn Unutilized capacity



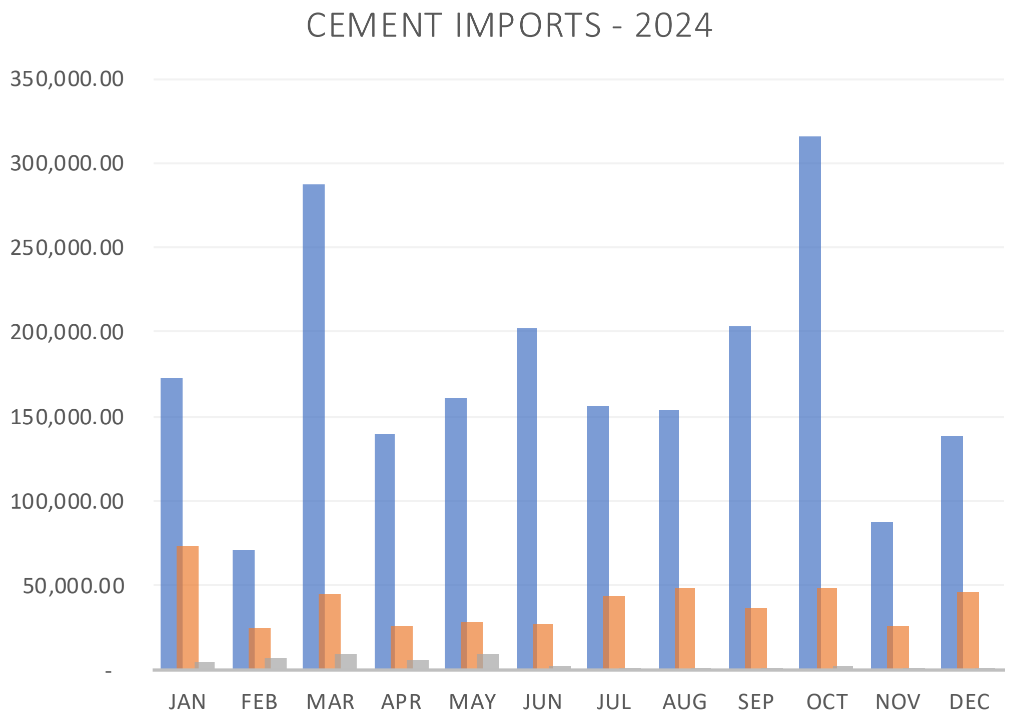
COMPANY	FACILITY	CAPACITY (MTPA)	UTILIZED CAPACITY (MTPA)	UTILIZED %	UNDER UTILIZED %
SIAM CITY	Intergrated plant PCW	1.3	0.90	69.23	59.06
	Grinding Unit RCW	1.0	0.41	41.00	
	Terminal - Galle	0.5	0.00	0.00	
	Terminal - Colombo	0.4	0.00	0.00	
TOKYO CEMENT	Grinding Unit - Trincomale	3.8	1.36	35.79	69.78
	Terminal Colombo	0.7	0.00	0.00	
LANWA CEMENT	Grinding Unit - Hambantota	2.4	0.69	28.75	71.25
ULTRATECH	Terminal – Colombo	1.3	0.78	60.00	40.00
DHT CEMENT	Grinding Unit - Colombo	0.5	0.35	70.00	30.00
MELSTA GAMA	Terminal - Colombo	0.9	0.00	0.00	100
SINGHA CEMENT	Terminal - Colmbo	0.3	0.04	13.33	86.67
MASCONS	Terminal - Colombo	0.2	0.02	10.00	90.00
TOTAL		13.30	4.55	34.21	65.79

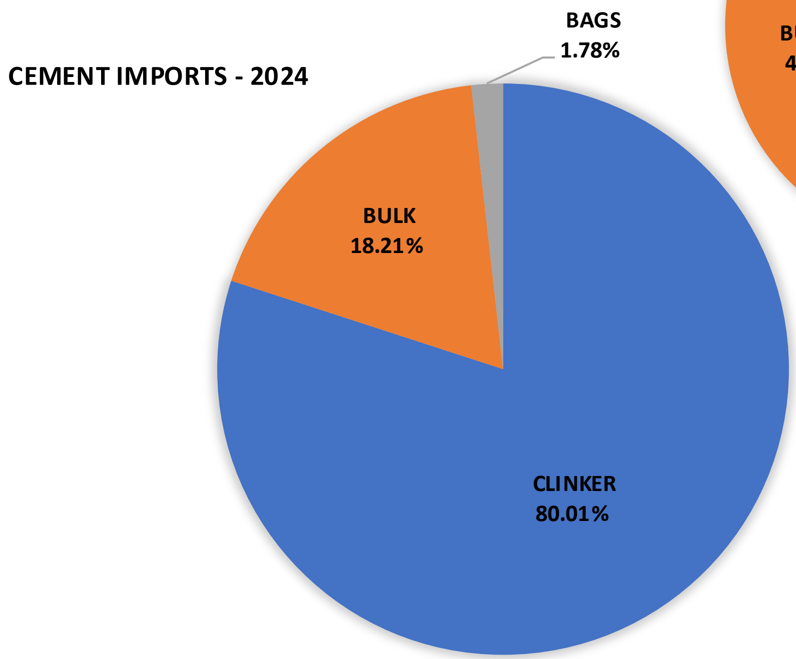
CEMENT IMPORTS - 2024

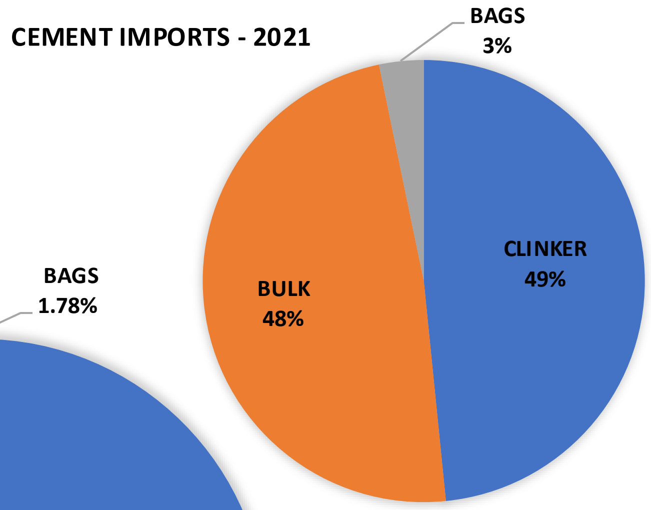
IMPORTER	SOURCE	VOLUME (MT)													
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL	
DHT CEMENT PVT LTD	ATTOCK - PAKISTAN	26,612.00	17,922.32	30,093.94	27,533.46	38,738.94	29,121.37	11,682.16	27,846.82	24,325.63	41,137.44	17,635.29	20,395.32	313,044.69	
	DG KHAN - PAKISTAN								5,264.00	2,520.00	3,416.00			11,200.00	
	POWER CEMENT LTD - PAKISTAN									2,119.09			5,591.51	7,710.60	331,955.29
LANWA SANSTHA CEMENT CORP PVT LTD	JSW CEMENT FZE - UAE	55,000.00		55,250.00										110,250.00	
	DG KHAN - PAKISTAN			55,000.00		56,800.00	59,350.00		59,170.00	58,055.00	55,000.00			343,375.00	
	LUCKY CEMENT - PAKISTAN											56,870.00		56,870.00	510,495.00
SIAM CITY CEMENT LANKA LTD	LUCKY CEMENT - PAKISTAN	4,465.50												4,465.50	
	DG KHAN - PAKISTAN	4,200.00	2,100.00	6,328.00	5,040.00	65,054.00	15,792.00	4,172.00	8,064.00	10,192.00	9,408.00	5,880.00	7,420.00	143,650.00	
	SIAM CITY - THAILAND			55,000.00							55,000.00			110,000.00	
	ATTOCK - PAKISTAN											3,372.90		3,372.90	
	POWER CEMENT LTD - PAKISTAN											4,200.00		4,200.00	265,688.40
TOKYO CEMENT CO (LANKA) PLC	AL ASWAQ AL TRADING - OMAN	50,500.13					97,498.42				46,999.99			194,998.55	
	UBE SINGAPORE PTE LTD - JAPAN	31,541.00		31,513.00				37,250.00						100,304.00	
	MASTER EXIM GOOD - UAE		50,349.95		53,007.69			50,028.80		53,006.77	51,998.42		50,699.99	309,091.62	
	LUCKY CEMENT - PAKISTAN			53,790.00	53,900.00			52,850.00	53,300.00	52,720.00	53,400.00		53,690.00	373,650.00	978,044.17
3 D H TRADING PVT LTD	POWER CEMENT LTD - PAKISTAN		280.00											280.00	280.00
AJANTHA STEELS	ATTOCK CEMENT - PAKISTAN	1,260.00	2,688.00	2,100.00	1,680.00	1,904.00	1,680.00	420.00	1,120.00	280.00	840.00	420.00	420.00	14,812.00	
	LUCKY CEMENT - PAKISTAN		1,120.00	784.00	420.00									2,324.00	17,136.00
H P L TRANSPORTERS	LUCKY CEMENT - PAKISTAN			280.00	560.00	840.00		420.00	420.00					2,520.00	2,520.00
LANKA COMMODITY HOLDINGS PVT LTD	ATTOCK CEMENT - PAKISTAN	2,100.00	2,800.00	2,800.00	1,876.00	2,800.00				420.00	1,400.00			14,196.00	
	DG KHAN - PAKISTAN	1,400.00		2,380.00	700.00	3,780.00								8,260.00	22,456.00
MAC ENTERPRISES	POWER CEMENT LTD - PAKISTAN		196.00											196.00	196.00
MELSTA GAMA PVT LTD	POWER CEMENT LTD - PAKISTAN	280.00		560.00										840.00	840.00
SMART DRAGON LANKA PVT LTD	LUCKY CEMENT - PAKISTAN	140.00	280.00	140.00	140.00		140.00							840.00	840.00
SRIYA HOLDINGS	LUCKY CEMENT - PAKISTAN			700.00	560.00	560.00	280.00							2,100.00	2,100.00
MASCONS PVT LTD	LUCKY CEMENT - PAKISTAN	6,326.22	7,281.58	6,635.65	3,592.07	4,151.14	5,253.46	4,033.46	5,820.62	6,337.48	6,492.86	5,803.88	1,655.60	63,384.02	63,384.02
MELSTA GAMA PVT LTD	POWER CEMENT LTD - PAKISTAN			140.00										140.00	140.00
MINISTRY OF HIGHWAYS	ULTRATECH CEMENT - INDIA		7,000.00				10,000.00							17,000.00	17,000.00
SINGHA CEMENT PVT LTD	LUCKY CEMENT - PAKISTAN	2,072.06	1,242.08	6,096.30	3,877.68			1,938.10	2,217.30	4,062.80	1,380.58	1,078.96	1,602.58	25,568.44	25,568.44
SWISSTEK PLC	LUCKY CEMENT - PAKISTAN						333.06		332.04					665.10	665.10
TOKYO CEMENT CO (LANKA) PLC	LUCKY CEMENT - PAKISTAN	20,850.00												20,850.00	20,850.00
ULTRATECH CEMENT LANKA PVT LTD	ULTRATECH CEMENT - INDIA	43,921.00	9,787.00	31,954.00	18,917.00	24,514.00	11,807.00	37,804.00	40,233.00	26,110.00	40,346.00	19,014.00	38,379.00	342,786.00	
	LUCKY CEMENT - PAKISTAN											553.30	3,978.06	4,531.36	347,317.36
TOTAL														2,607,475.78	

CEMENT IMPORTS - 2024

CEMENT IMPORTS - 2024														
FORM	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL (MT)	%
CLINKER	172,318.63	70,372.27	286,974.94	139,481.15	160,592.94	201,761.79	155,982.96	153,644.82	202,938.49	316,359.86	87,958.19	137,796.82	2,086,182.86	80.01
BULK	73,169.28	25,310.66	44,825.95	26,386.75	28,665.14	27,393.52	43,775.56	48,602.96	36,510.28	48,219.44	26,450.14	45,615.24	474,924.92	18.21
BAGS	5,180.00	7,364.00	9,744.00	5,936.00	9,884.00	2,100.00	840.00	1,540.00	700.00	2,240.00	420.00	420.00	46,368.00	1.78
TOTAL	250,667.91	103,046.93	341,544.89	171,803.90	199,142.08	231,255.31	200,598.52	203,787.78	240,148.77	366,819.30	114,828.33	183,832.06	2,607,475.78	







SOURCING - 2024

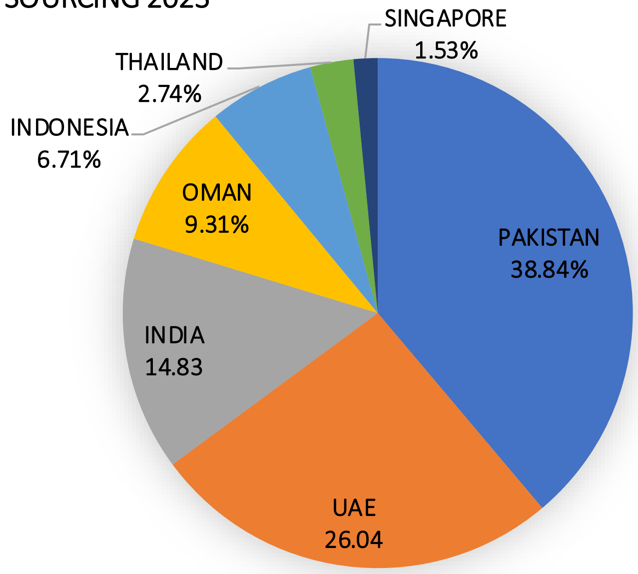
EXPORTER	FORM	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL (MT)		%
LUCKY CEMENT - PAKISTAN	CLINKER	4,465.50		53,790.00	53,900.00			52,850.00	53,300.00	52,720.00	53,400.00	56,870.00	53,690.00	434,985.50	557,768.42	21.39
	BULK	29,248.28	8,523.66	12,731.95	7,469.75	4,151.14	5,586.52	5,971.56	8,369.96	10,400.28	7,873.44	7,436.14	7,236.24	114,998.92		
	BAGS	140.00	1,400.00	1,904.00	1,680.00	1,400.00	420.00	420.00	420.00					7,784.00		
ATTOCK - PAKISTAN	CLINKER	26,612.00	17,922.32	30,093.94	27,533.46	38,738.94	29,121.37	11,682.16	27,846.82	24,325.63	41,137.44	21,008.19	20,395.32	316,417.59	345,425.59	13.25
	BULK													-		
	BAGS	3,360.00	5,488.00	4,900.00	3,556.00	4,704.00	1,680.00	420.00	1,120.00	700.00	2,240.00	420.00	420.00	29,008.00		
ULTRATECH CEMENT - INDIA	CLINKER													-	359,786.00	13.80
	BULK	43,921.00	16,787.00	31,954.00	18,917.00	24,514.00	21,807.00	37,804.00	40,233.00	26,110.00	40,346.00	19,014.00	38,379.00	359,786.00		
	BAGS													-		
JSW CEMENT FZE - UAE	CLINKER	55,000.00		55,250.00										110,250.00	110,250.00	4.23
	BULK													-		
	BAGS													-		
MASTER EXIM GOOD - UAE	CLINKER		50,349.95		53,007.69			50,028.80		53,006.77	51,998.42		50,699.99	309,091.62	309,091.62	11.85
	BULK													-		
	BAGS													-		
DG KHAN - PAKISTAN	CLINKER	4,200.00	2,100.00	61,328.00	5,040.00	121,854.00	75,142.00	4,172.00	72,498.00	70,767.00	67,824.00	5,880.00	7,420.00	498,225.00	506,485.00	19.42
	BULK													-		
	BAGS	1,400.00		2,380.00	700.00	3,780.00								8,260.00		
UBE SINGAPORE PTE LTD - JAPAN	CLINKER	31,541.00		31,513.00				37,250.00						100,304.00	100,304.00	3.85
	BULK													-		
	BAGS													-		
SIAM CITY - THAILAND	CLINKER			55,000.00							55,000.00			110,000.00	110,000.00	4.22
	BULK													-		
	BAGS													-		
AL ASWAQ AL TRADING - OMAN	CLINKER	50,500.13					97,498.42				46,999.99			194,998.55	194,998.55	7.48
	BULK													-		
	BAGS													-		
POWER CEMENT LTD - PAKISTAN	CLINKER									2,119.09		4,200.00	5,591.51	11,910.60	13,366.60	0.51
	BULK			140.00										140.00		
	BAGS	280.00	476.00	560.00										1,316.00		
															2,607,475.78	
		172,318.63	70,372.27	286,974.94	139,481.15	160,592.94	201,761.79	155,982.96	153,644.82	202,938.49	316,359.86	87,958.19	137,796.82	2,086,182.86		
		73,169.28	25,310.66	44,825.95	26,386.75	28,665.14	27,393.52	43,775.56	48,602.96	36,510.28	48,219.44	26,450.14	45,615.24	474,924.92		
		5,180.00	7,364.00	9,744.00	5,936.00	9,884.00	2,100.00	840.00	1,540.00	700.00	2,240.00	420.00	420.00	46,368.00		

SOURCING - 2024

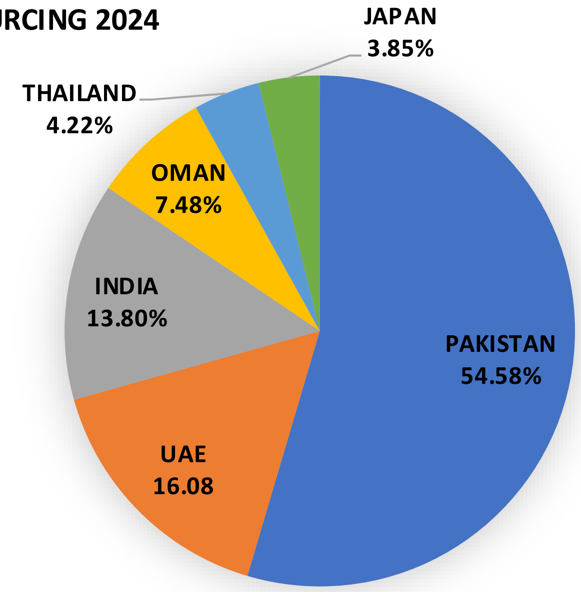
CEMENT SOURCES 2023		
COUNTRY	VOLUME (MT)	%
PAKISTAN	788,058	38.84
UAE	528,208	26.04
INDIA	300,951	14.83
OMAN	188,777	9.31
INDONESIA	136,155	6.71
THAILAND	55,600	2.74
SINGAPORE	30,990	1.53

CEMENT SOURCING - 2024		
COUNTRY	VOLUME (MT)	%
PAKISTAN	1,423,045.61	54.58
UAE	419,341.62	16.08
INDIA	359,786.00	13.80
OMAN	194,998.55	7.48
THAILAND	110,000.00	4.22
JAPAN	100,304.00	3.85

CEMENT SOURCING 2023



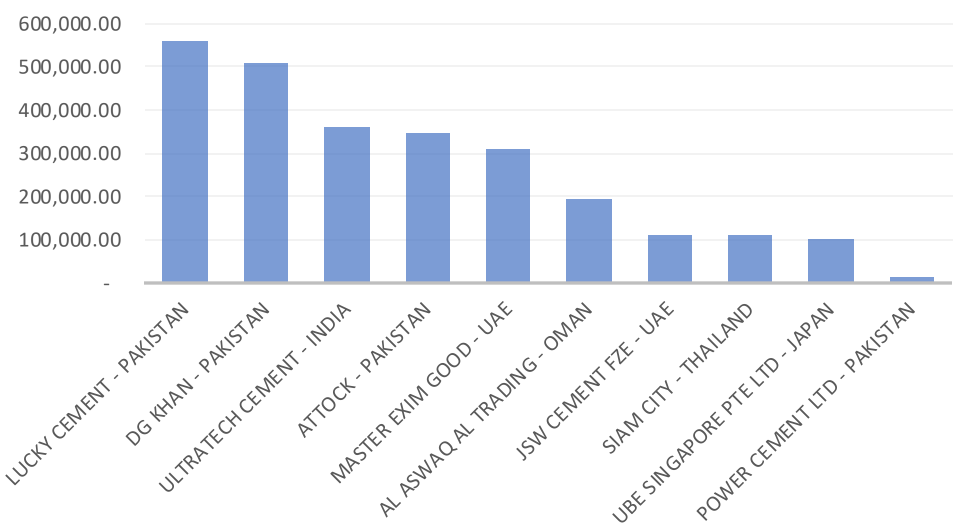
CEMENT SOURCING 2024



SOURCING - 2024

CEMENT SOURCES - 2024					
EXPORTER	FORM	TOTAL (MT)		MONTHLY AVERAGE (MT)	%
LUCKY CEMENT - PAKISTAN	CLINKER	434,985.50			
	BULK	114,998.92			
	BAGS	7,784.00	557,768.42	46,480.70	21.39
DG KHAN - PAKISTAN	CLINKER	498,225.00			
	BULK	-			
	BAGS	8,260.00	506,485.00	42,207.08	19.42
ULTRATECH CEMENT - INDIA	CLINKER	-			
	BULK	359,786.00			
	BAGS	-	359,786.00	29,982.17	13.80
ATTOCK - PAKISTAN	CLINKER	316,417.59			
	BULK	-			
	BAGS	29,008.00	345,425.59	28,785.47	13.25
MASTER EXIM GOOD - UAE	CLINKER	309,091.62			
	BULK	-			
	BAGS	-	309,091.62	25,757.64	11.85
AL ASWAQ AL TRADING - OMAN	CLINKER	194,998.55			
	BULK	-			
	BAGS	-	194,998.55	16,249.88	7.48
JSW CEMENT FZE - UAE	CLINKER	110,250.00			
	BULK	-			
	BAGS	-	110,250.00	9,187.50	4.23
SIAM CITY - THAILAND	CLINKER	110,000.00			
	BULK	-			
	BAGS	-	110,000.00	9,166.67	4.22
UBE SINGAPORE PTE LTD - JAPAN	CLINKER	100,304.00			
	BULK	-			
	BAGS	-	100,304.00	8,358.67	3.85
POWER CEMENT LTD - PAKISTAN	CLINKER	11,910.60			
	BULK	140.00			
	BAGS	1,316.00	13,366.60	1,113.88	0.51
TOTAL			2,607,475.78		

SUPPLIER	VOLUME (MT)
LUCKY CEMENT - PAKISTAN	557,768.42
DG KHAN - PAKISTAN	506,485.00
ULTRATECH CEMENT - INDIA	359,786.00
ATTOCK - PAKISTAN	345,425.59
MASTER EXIM GOOD - UAE	309,091.62
AL ASWAQ AL TRADING - OMAN	194,998.55
JSW CEMENT FZE - UAE	110,250.00
SIAM CITY - THAILAND	110,000.00
UBE SINGAPORE PTE LTD - JAPAN	100,304.00
POWER CEMENT LTD - PAKISTAN	13,366.60
TOTAL	2,607,475.78



TAX ON CEMENT

TAXES ON IMPORTED CEMENT

CLINKER

CIF = USD. XXX

Port and Aviation Levy (PAL) = CIF x 7.5%

Value Added Tax (VAT) = ((CIF x 1.1) + (CIF x 7.5%)) x 18%

Social Security Contribution Levy (SSL) = ((CIF + (CIF x 7.5%)) x 2.5%

USD 24.56/MT cost advantage against Imported bagged

USD 14.54/MT cost advantage agaist imported bulk cement

LOOSE CEMENT

CIF = USD. XXX

Port and Aviation Levy (PAL) = CIF x 10%

Export Import CESS (EIC) = LKR 4/ kg

Value Added Tax (VAT) = ((CIF x 1.1) + (CIF x 10%) + CESS)) x 18%

Social Security Contribution Levy (SSL) = ((CIF + (CIF x 10%) + CESS)) x 2.5%

USD 10.02/MT cost advantage against imported bagged cement

50kg BAGED CEMENT

CIF = USD. XXX

Port and Aviation Levy (PAL) = CIF x 10%

Export Import CESS (EIC) = LKR 7/ kg

Value Added Tax (VAT) = ((CIF x 1.1) + (CIF x 10%) + CESS)) x 18%

Social Security Contribution Levy (SSL) = ((CIF + (CIF x 10%) + CESS)) x 2.5%

COST OF CEMENT - 2024

LANDING COST OF IMPORTED CEMENT (50kg)												
NO	COST COMPONENT	50 kg PACKED CEMENT				BULK CEMENT IN CONTAINERS				CLINKER IN CONTAINERS		
		USD/MT	LKR/USD	LKR/MT		USD/MT	LKR/USD	LKR/MT		USD/MT	LKR/USD	LKR/MT
a.	CIF	55.5	297	16,483.50		51.5	297	15,295.50		45.0	297	13,365.00
b.	PAL (Port & Aviation Levey)(a X 10%)			1,648.35				1,529.55				1,002.38
c.	EIC (Export Import CESS) (LKR 8/kg)			7,000.00				4,000.00				-
d.	VAT (Value Added Tax)((a x 1.1)+ b + c) x 18%)			4,820.44				4,023.83				2,826.70
e.	SSCL (2.5%)			628.30				520.63				359.18
	SUB TOTAL			30,580.58				25,369.50				17,553.26
f.	Clearing charges			1,100.00				1,020.00				1,020.00
g.	VAT (f x 18%)			198.00				183.60				183.60
i	TOTAL LANDING COST LKR/MT			31,878.58				26,573.10				18,756.86
j	Transport cost to Peliyagoda Plant			995.00				995.00				1,200.00
k	Handling & Discharging cost			500.00				500.00				750.00
l	Cost of paper bags (Rs. 65 x 20)							1,300.00				1,300.00
m	Bagging cost (Rs. 30 x 20)							1,000.00				4,000.00
n	Total at Peliyagoda (Rs./MT)			33,373.58				30,368.10				26,006.86
o	Cost of a 50kg bag			1,668.68				1,518.41				1,300.34

COMPOSITION

MARKET COMPOSITION

PCC 44%	Portland Composite Cement – SLS 1697
BHC 40%	Blended Hydraulic Cement – SLS 1247
OPC 16%	Ordinary Portland Cement – SLS 107

84%

Blended Cement

FORECAST

2025 AND ONWARDS

- New Government budget passed in March 2025
- USD 4.33 bn budgetary allocation for infrastructure development
- Many major projects likely to commence from Q2
- Construction sector is recovering moderately
- Domestic construction sector grows with low bank interest on loans
- Cement consumption is in increasing trend since 2023
- Cement consuption increasing trend continues in Q1 2025
- Minimum a 25% cement demand increase is predicted in 2025
- Above 5.5 MTPA consumption is predicted in 2025
- Demand is predicted to be normal and above 7 MTPA by 2026

THANK YOU