



# Presentation to Analysts and Investors for Full Year 2024



13 March 2025

BUA Cement Plc RC1193879

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# Content



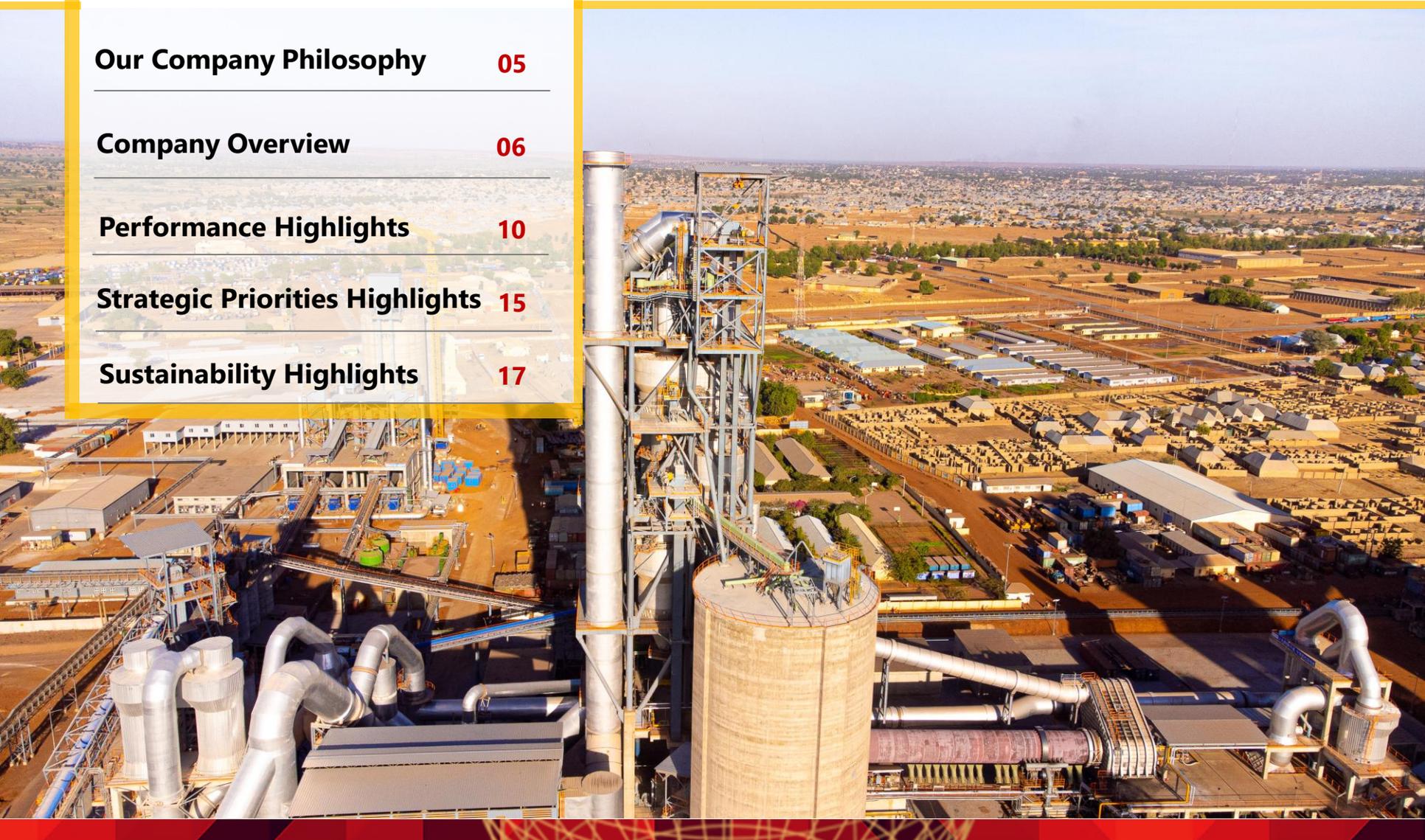
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## Our Philosophy

### Our Vision

**To be a highly competitive market leader in Nigeria**

### Our Mission

**To produce and market high quality cement for national development**

### Our Value Proposition

**We are a professional supplier of premium brand cement and provide reliable delivery to our customers with application training for end users**

# Company Overview



**Largest Cement producer**  
in the North-West, South-South  
and South-East



**₦3.1 trillion**  
Market capitalisation as at  
Dec. 2024



**6 Modern lines**  
Operational across 2 States



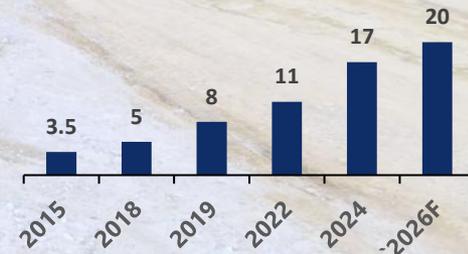
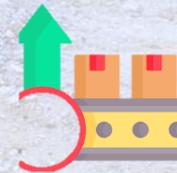
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**₦876.5 billion**  
(2023: ~~₦460 billion~~)  
Revenue



**Sustainably led by United Nations SDGs  
& the IFC Performance Standards**

# Flawless Execution, Disciplined Approach



Incorporation of CCNN; commenced operation in 1967 with an installed capacity of 0.1mmt

Commissioned its 0.5mmt (Line-2), with Line -1 decommissioned the following year

Listed on the Nigeria Stock Exchange (NSE), resulting from a partial privatization by the government

Obu Cement commenced operations with the commissioning of its green field 3mmt line at Okpella, Edo State

The 1.5mmt line-3 plant at Kalambaina, Sokoto State commissioned

Business combination between CCNN Plc and Kalambaina Cement Company resulted to an installed capacity of 2mmt

Commissioned the line-2 3mmt at Okpella, Edo State

Completed the merger between CCNN Plc and Obu Cement Company Plc; resulting in the emergence of BUA Cement Plc

Signed \$500 million syndicated loan with the IFC.

Commissioned the 70MW gas power plant and the 3mmtpa plant, line 5 at Sokoto

Commissioned the 3mmtpa, line 3 at Obu, with a 70MW gas power plant

Groundbreaking ceremony for the greenfield Osoo line-1 in Edo State

1962 - 1993

2015 - 2019

2023 -

2000 - 2010

2020 - 2022

FGN divested its majority holding to Scancem International ANS of Norway

Scancem divested its majority holding to Damnaz Cement Company Limited

BUA International Limited acquired Damnaz Cement Company to become majority shareholder and technical partner in CCNN

BUA Cement listed on the Nigeria Stock Exchange and became the 3<sup>rd</sup> largest company by market capitalization

Included in the MSCI frontier index

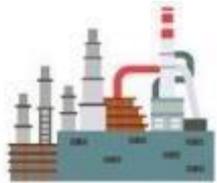
Issued ₦115 billion corporate bond, largest issuance in the history of the debt capital market

Commenced LNG use at Sokoto, the largest on-shore LNG regasification facility in Nigeria

Installed a 50MW gas powered plant at Sokoto

Commissioned the 3mmtpa, line 4 at Sokoto

# Strategic Positioning, Increasing Market Presence

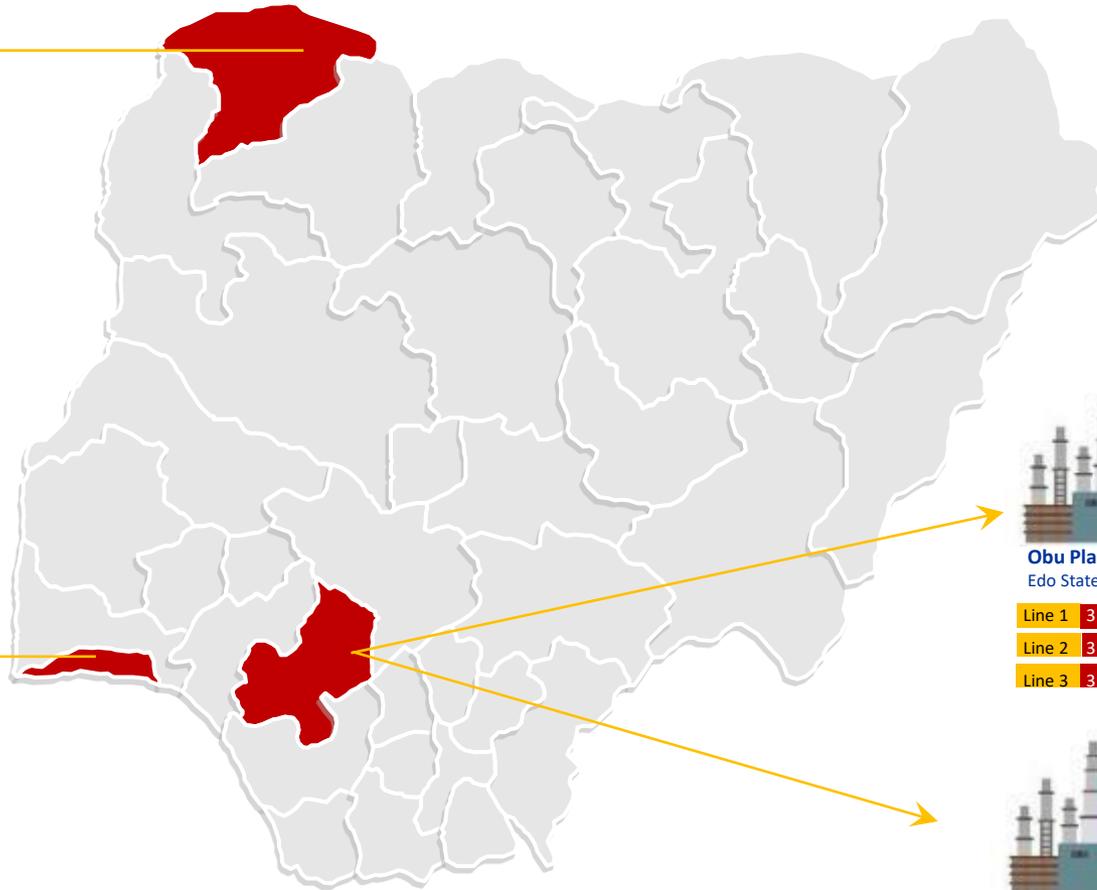


**Sokoto Plant**  
Sokoto State

Line 2	0.5 mmtpa
Line 3	1.5 mmtpa
Line 4	3 mmtpa
Line 5	3 mmtpa



**BUA Cement Plc  
Head Office**  
Victoria Island,  
Lagos, Nigeria



**Obu Plant**  
Edo State

Line 1	3 mmtpa
Line 2	3 mmtpa
Line 3	3 mmtpa



**Ososo Plant**  
Edo State

Line 1	3 mmtpa
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# BUA Cement (Sokoto)

Ariel view of the Sokoto line 5



# Performance Highlights – Recovery Amid the Volatile Currency Environment



## PERFORMANCE 1

Our performance was driven by price and volume increases amid rising operating & financing costs, which resulted from the continued depreciation of the Naira.

## REVENUE 2

Net revenue up 90.5% to ₦876.5 billion from ₦460 billion in 2023.

## EBITDA 3

EBITDA increased by 43.8% to ₦268.6 billion from ₦186.8 billion in 2023.

EBITDA margin down 10pp to 30.6% from 40.6% in 2023.

## PROFITABILITY 4

Profit After Tax (PAT), increased by 6.4% to ₦73.9 billion from ₦69.5 billion in 2023.

## SUSTAINABILITY 7

We are committed to minimizing the impact of our activities on people and the environment; engagement with stakeholders and implementing community development initiatives through tangible investments into communities.

## EXPANSION DRIVE 6

The new production lines in Sokoto and Obu (3mmtpa each) are fully operational.

Green field (3mmtpa) cement plant to be constructed in Ososo, Edo State.

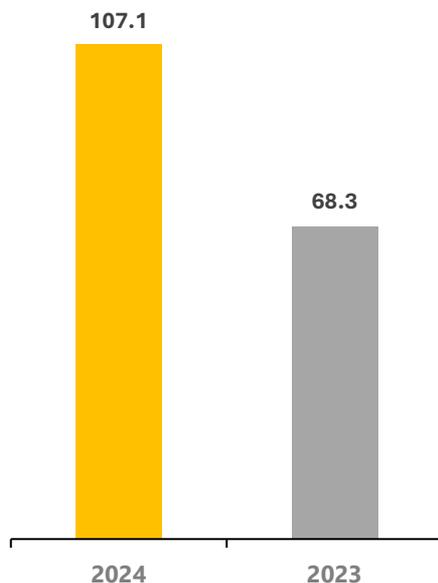
## EPS 5

Earnings per Share (EPS) up 6.3% to 218 Kobo from 205 Kobo in 2023.

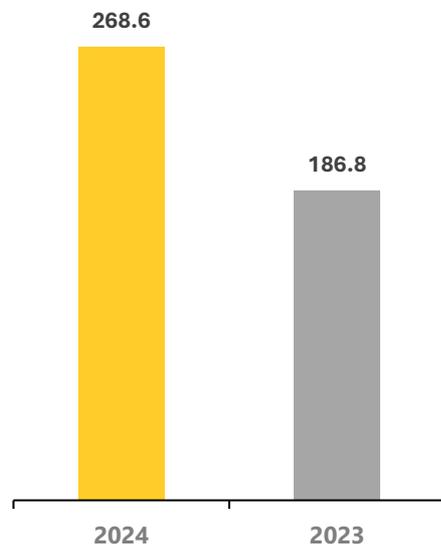
# Challenging Operating Environment, Controlled Pass-Through Cost and Margin Contraction



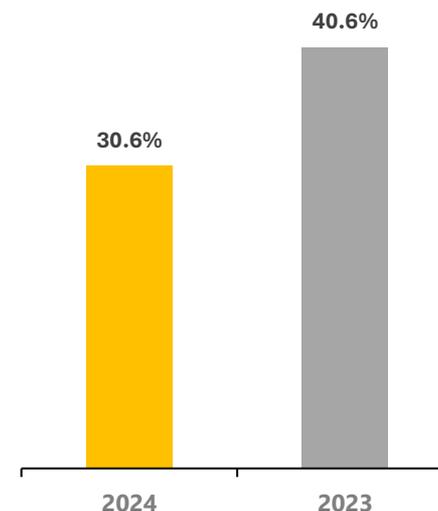
## 1 Revenue per ton (N'000)



## 2 EBITDA (N'bn)



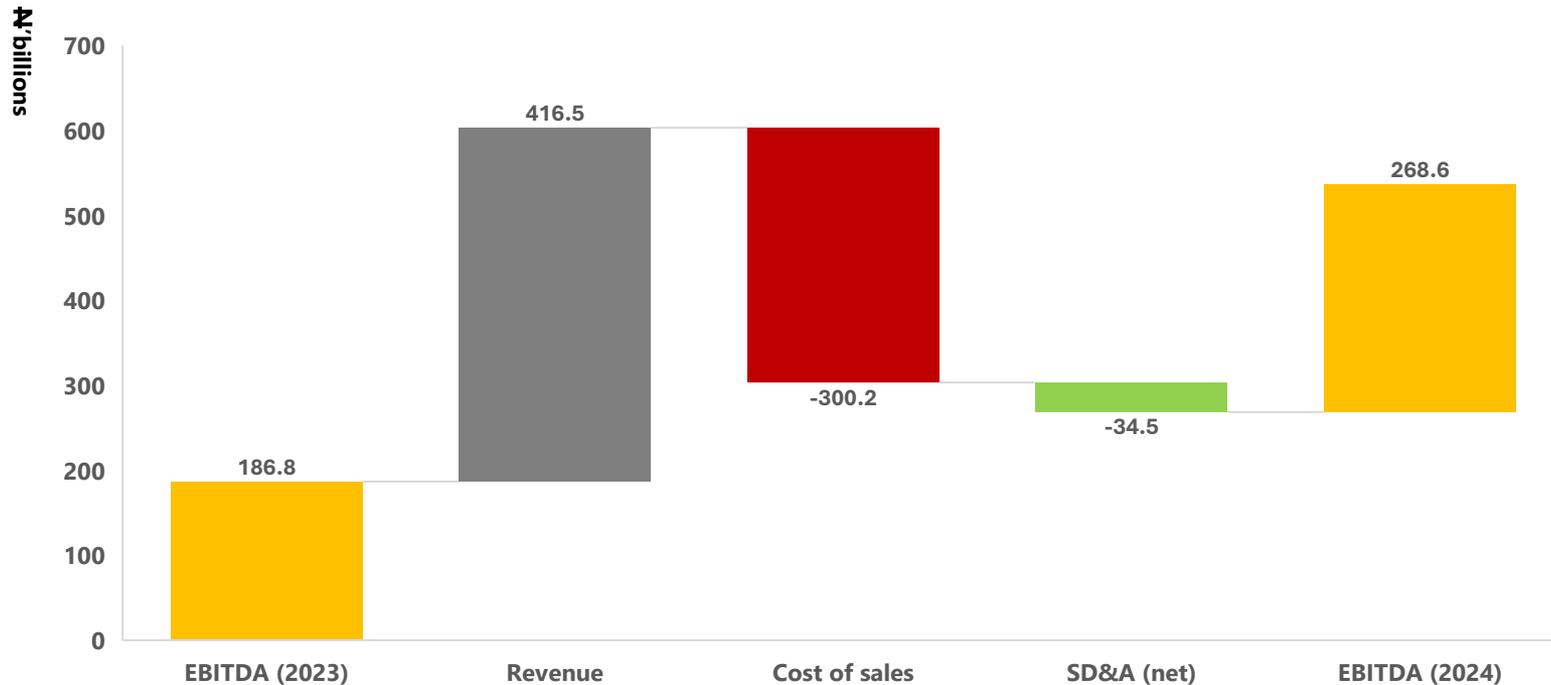
## 3 EBITDA Margin



### Comments

- Revenue per ton increased by 56.8% to ₦107,092 from ₦68,293 in 2023.
- EBITDA increased by 43.8% to ₦268.6 billion (2023: ₦186.8 billion), due to the increase in reported net revenue. However, this was partly offset by increases in cost of sales, distribution cost and administrative cost; driven by volume growth and the high inflationary environment, led by dollar denominated inputs being affected by the high exchange rate.
- As a result, EBITDA margin contracted by 10pp to 30.6% (2023: 40.6%).

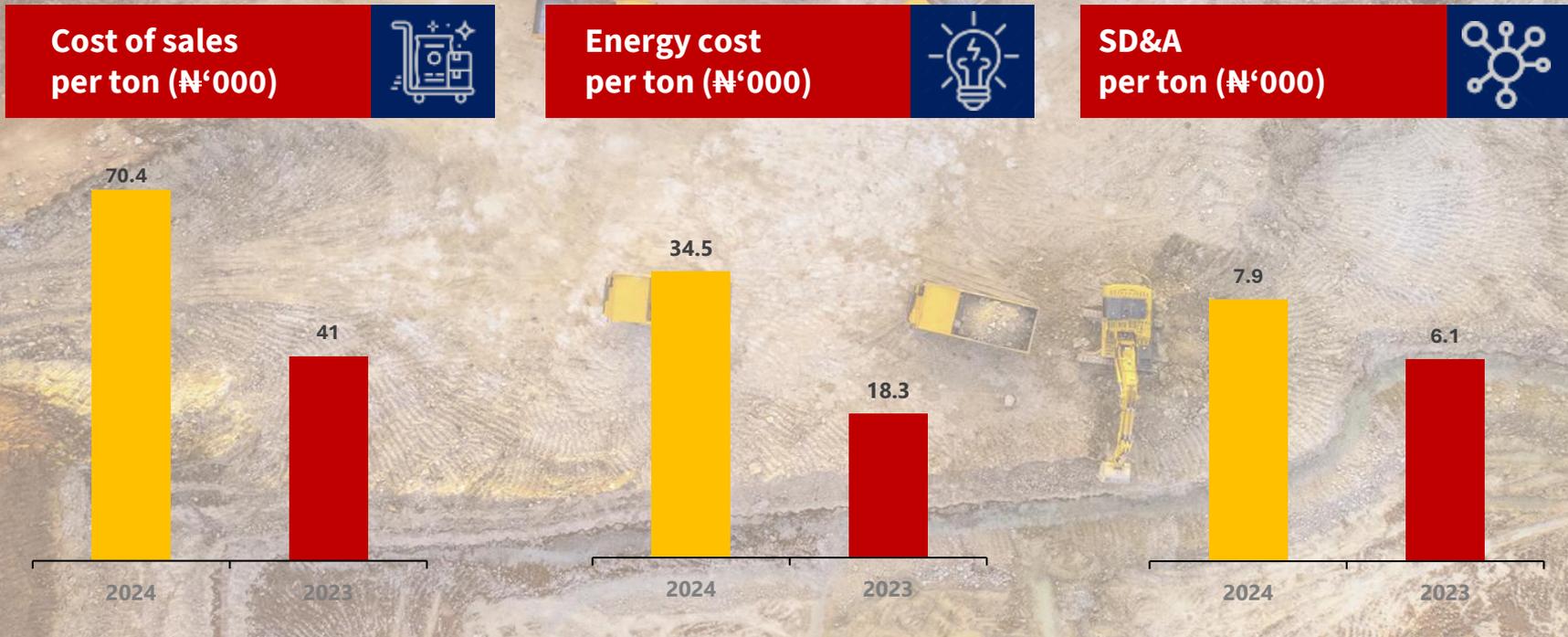
# Increase in Net Sales Results in EBITDA Growth



- EBITDA increased by 43.8% to ₦268.6 billion from ₦186.8 billion. The drivers for the increase are as follows:
  - Revenue increased by 90.5% or ₦416.5 billion to ₦876.5 billion from ₦460 billion in 2023.
  - Cost of sales rose by 2.1x or ₦300.2 billion to ₦576.2 billion from ₦276 billion (2023), which resulted from an increase in operational size; but also increases in operation & maintenance charges, energy costs, other repairs & maintenance expenses, staff costs and depreciation charges etc.
  - Selling, Distribution and Administrative cost (net) increased by 2.2x or ₦34.5 billion to ₦31.6 billion from ₦2.8 billion (2023), which was attributed to the increase in distribution cost, driven by an increase in fleet size and fueling costs; depreciation charges; staff cost, other expenses, donations etc.

## Comments

# Continued Depreciation of the Naira and Rising Cost Profile



## Comments

- Cost of sales per ton rose by 71.8% to ₦70,405 from ₦40,983 in 2023. This arose from an increase in operational size, including operational & maintenance charges and energy cost, which were hugely impacted by the devaluation of the Naira; other repair & maintenance expenses; staff cost; depreciation charges etc.
- Energy cost per ton increased by 88.6% to ₦34,515/ton from ₦18,301 during the corresponding period ended 2023. This resulted from price review, the depreciation of the Naira and the increase in operational activity.
- Selling, distribution & administration costs per ton increased by 29.2% to ₦7,932 from ₦6,141 in 2023. Factors attributed to the increase were: distribution costs, led by an increased fleet size and higher fueling cost, depreciation charges, staff cost, other expenses, security expenses etc.

# BUA Cement (Obu)

Aerial view of the Obu line 3



# Reinforcing Purpose – Strategic Priorities for 2025

## Synergy



- Drive continued revenue and cost synergies across revenue and margin lines

## New Markets



- Increase customer base and capture new market areas, including revisiting export markets

## Expansion



- Construction of a greenfield cement plant in Ososo, Edo state

## Sustaining Innovation



- Deploy solutions that enhance customer experience and further drives internal efficiencies

## Sustainability



- Diversification of the energy mix

# BUA Cement (Ososo)

Groundbreaking Ceremony for the Ososo Line 1 Plant



# Sustainability – Environmental & Social

Our social impact was significantly enhanced with the launch of additional initiatives valued at ₦1.7 billion, complementing our existing CSR efforts in local communities. These initiatives focused on **education, health, WASH<sup>1</sup>, infrastructure, and other areas.** Additionally, our E&S activities received strong support through the implementation of the ESMS, allowing us to track and ensure continual improvement over the preceding year



**Greenhouse Gas Emissions**

**669 kg CO<sub>2</sub>/ton cem. prod.**  
(2023: 650 kg CO<sub>2</sub>/ton cem. prod.)



**Energy Management**

**803 kcal/kg Cli**  
(2023: 766 kcal/ kg Cli)

We achieved a 24% increase in production while maintaining a low net emission impact of 3% with consumption of energy by 5%

In terms of resource efficiency, we improved on water recycling by 5% with 66% impact reduction on freshwater aquifer



**Water Management**

**116 litres/ton cem. prod.**  
(2023: 126 litres/ ton cem. prod.)

<sup>1</sup>WASH – Water, Sanitation and Hygiene



BUA Cement Plc RC 1193879

# Thank You

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