Flash Note

Tuesday, 20 February 2018



Cements

DGKC: Likely reversal of 1QFY18 tax benefit drags 2QFY18 earnings to PKR 2.05/share, down by 65%YoY

- D.G Khan Cement Company Limited (DGKC) announced its financial results for 2QFY18 with unconsolidated earnings clocking at PKR 896bn (EPS: PKR 2.05) down by 65%YoY (down by 68%QoQ) as compared to PKR 2.60bn (EPS PKR 5.93) in the same period last year. This brings 1HFY18 unconsolidated earnings to PKR 3.73bn (EPS: PKR 8.52) down by 17%YoY as against PKR 4.51bn (EPS: PKR 10.28) in the corresponding period last year.
- Net sales of the Company witnessed a meagre growth of +2%YoY (+9%QoQ) to arrive at a level of PKR 8.24bn, majorly driven by stable dispatches growth.
- The gross profit margins of the Company were significantly eroded to 32% as against 42% in the corresponding quarter of preceding year due to lower retention prices accredited to a) falling cement prices in the region; b) rising coal prices globally; and c) imposition of enhanced FED through Finance Act 2017-18.
- Major downfall to after tax earnings stemmed from application of 65% effective tax rate for 2QFY18, likely on the back of reversal of 10% 65B tax credit incorporated in 1QFY18 and being replaced with estimated tax charge for the six month period.
- The Board has decided to invest PKR 850mn in Hyundai Nishat Motor (Pvt) Limited (HNMPL) for subscription at par, of fully paid 85mn ordinary shares of PKR 10 each in addition to arranging guarantee worth PKR 1bn for a period of 7.5yrs in favor of lenders of HNMPL.
- The Board also reviewed the progress on Production Line III at existing D.G Khan Khofli Sattai site and decided to continue to obtain applicable regulatory permissions from Government authorities for setting up brownfield production line.

Exhibit:

DGKC Result Highlights

Period end (JUN) - PKRmn	2QFY18	2QFY17	YoY	1HFY18	1HFY17	YoY
Net Sales	8,236	8,088	2%	15,764	14,687	7%
Gross Profit	2,595	3,428	-24%	5,250	6,340	-17%
Sell. / Dist. & Admin	374	386	-3%	756	766	-1%
Non-Operating Income	708	659	7%	1,193	1,176	1%
EBIT	2,655	3,404	-22%	5,217	6,243	-16%
Financial Charges	104	89	16%	193	163	18%
Pre-tax Profits	2,551	3,314	-23%	5,025	6,080	-17%
Taxation	1,655	716	131%	1,291	1,574	-18%
Post-tax Profits	896	2,598	-65%	3,734	4,506	-17%
EPS	2.05	5.93	-65%	8.52	10.28	-17%
DPS	-	-				
Key Ratios						
Gross Margin (%)	31.5	42.4		33.3	43.2	
Net Margin (%)	10.9	32.1		23.7	30.7	
Effective Tax Rate (%)	64.9	21.6		25.7	25.9	

Source: Company Accounts, IGI Research

No. of Shares : 438mn

Analyst

Muhammad Saad

muhammad.saad@igi.com.pk

Tel: (+92-21) 111-234-234 Ext.: 816





Important Disclaimer and Disclosures

Research Analyst(s) Certification: The Research Analyst(s) hereby certify that the views about the company/companies and the security/securities discussed in this report accurately reflect his or her or their personal views and that he/she has not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report. The analyst(s) is principally responsible for the preparation of this research report and that he/she or his/her close family/relative does not own 1% or more of a class of common equity securities of the following company/companies covered in this report.

Disclaimer: The information and opinions contained herein are prepared by IGI Finex Securities Limited and is for information purposes only. Whilst every effort has been made to ensure that all the information (including any recommendations or opinions expressed) contained in this document (the information) is not misleading or unreliable, IGI Finex Securities Limited makes no representation as to the accuracy or completeness of the information. Neither, IGI Finex Securities Limited nor any director, officer or employee of IGI Finex Securities Limited shall in any manner be liable or responsible for any loss that may be occasioned as consequence of a party relying on the information. This document takes no account of the investment objectives, financial situation and particular needs of investors, who shall seek further professional advice before making any investment decision. This document and the information may not be reproduced, distributed or published by any recipient for any purpose. This report is not directed or intended for distribution to, or use by any person or entity not a client of IGI Finex Securities Limited, else directed for distribution.

Rating system: IGI Finex Securities employs three tier ratings system, depending upon expected total return (return is defined as capital gain exclusive of tax) of the security in stated time period, as follows:

Recommendation	Rating System
Buy	If target price on aforementioned security(ies) is more than 10%, from its last closing price(s)
Hold	If target price on aforementioned security(ies) is in between -10% and 10%, from its last closing price(s)
Sell	If target price on aforementioned security(ies) is less than -10%, from its last closing price(s)

Time Horizon: Dec - 2018

Valuation Methodology: The analyst(s) has used following valuation methodology to arrive at the target price of the said security (ies):

DCF (Discounted Cash Flow)

Risk: Investment in securities are subject to economic risk, market risk, interest rate risks, currency risks, credit risks, political and geopolitical risks. The performance of company(ies) covered herein mightunfavorably be affected by multiple factors including, business, economic, and political conditions. Hence, there is no assurance or guarantee that estimates, recommendation, opinion, etc. given about the security(ies)/company(ies) in the report will be achieved.

Basic Definitions and Terminologies used: Target Price: A price target is the projected price level of a financial security stated by an investment analyst or advisor. It represents a security's price that, if achieved, results in a trader recognizing the best possible outcome for his investment. Market Cap.: Market capitalization is calculated by multiplying a company's shares outstanding by current trading price. ROE: Return on equity is the amount of net income returned as a percentage of shareholders' equity. P/E: Price to Earnings ratio of a company's share price to its per-share earnings. P/B: Price to Book ratio used to compare a stock's market value to its book value. DY: The dividend yield is dividend per share, divided by the price per share.

IGI Finex Securities Limited

Research Analyst(s)

Research Identity Number: BRP009 © Copyright 2017 IGI Finex Securities Limited







Contact Details

Research Team

Saad Khan	Head of Research	Tel: (+92-21) 111-234-234 Ext: 810	saad.khan@igi.com.pk
Abdullah Farhan	Senior Analyst	Tel: (+92-21) 111-234-234 Ext: 912	abdullah.farhan@igi.com.pk
Syed Daniyal Adil	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 973	daniyal.adil@igi.com.pk
Suleman Ashraf	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 957	suleman.ashraf@igi.com.pk
Muhammad Saad	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 816	muhammad.saad@igi.com.pk
Tanweer Kabeer	Research/Fund Select	Tel: (+92-21) 111-234-234 Ext: 966	tanweer.kabeer@igi.com.pk
Umesh Solanki	Database Manager	Tel: (+92-21) 111-234-234 Ext: 974	umesh.solanki@igi.com.pk

Equity Sales

• •			
Faisal Jawed Khan	Head of Equities	Tel: (+92-21) 35301779	faisal.jawed@igi.com.pk
Zaeem Haider Khan	Regional Head (North)	Tel: (+92-42) 35777863-70	zaeem.haider@igi.com.pk
Muhammad Naveed	Regional Manager (Islamabad & Upper North)	Tel: (+92-51) 2604861-62	muhammad.naveed@igi.com.pk
Ejaz Rana	Regional Manager (Faisalabad)	Tel: (+92-41) 2540843-45	ejaz.rana@igi.com.pk
Asif Saleem	Branch Manager (RY Khan)	Tel: (+92-68) 5871652-56	asif.saleem@igi.com.pk
Mehtab Ali	Branch Manager (Multan)	Tel: (+92-61) 4512003	mahtab.ali@igi.com.pk
Zeeshan Kayani	Branch Manager (Abbottabad)	Tel: (+92-992) 408243-44	zeeshan.kayani@igi.com.pk
Ihsan Mohammad	Branch Manager (Peshawar)	Tel: (92-91) 5253035	ihsan.mohammad@igi.com.pk

Lahore Office

IGI Finex Securities Limited

Trading Rights Entitlement Certificate (TREC) Holder of Pakistan Stock Exchange Limited |
Corporate member of Pakistan Mercantile Exchange Limited

Head Office

Suite No 701-713, 7th Floor, The Forum, G-20, Khayaban-e-Jami Block-09, Clifton, Karachi-75600 UAN: (+92-21) 111-444-001 | (+92-21) 111-234-234 Fax: (+92-21) 35309169, 35301780 Website: www.igisecurities.com.pk

Stock Exchange Office

Room # 719, 7th Floor, PSX Building, Stock Exchange Road, Karachi. Tel: (+92-21) 32429613-4, 32462651-2 , Fax: (+92-21) 32429607

5-F.C.C. Ground Floor, Syed Maratib Ali Road,	Mezzanine Floor, Office 5, 6 & 7, Kashmir Plaza,
Gulberg II, Lahore	Block- B, Jinnah Avenue, Blue Area, Islamabad
Tel: (+92-42) 35777863-70, 35876075-76	Tel: (+92-51) 2604861-2, 2604864, 2273439
Fax: (+92-42) 35763542	Fax: (+92-51) 2273861
Faisalabad Office	Rahim Yar Khan Office
Room #: 515-516, 5th Floor, State Life	Plot # 12, Basement of Khalid Market,
Building, 2- Liaqat Road, Faisalabad	Model Town, Town Hall Road, Rahim Yar Khan
Tel: (+92-41) 2540843-45	Tel: (+92-68) 5871653-6, 5871652
Fax: (+92-41) 2540815	Fax: (+92-68) 5871651
Multan Office	Abbottabad Office
Mezzanine Floor, Abdali Tower,	
Mezzanine Floor, Abdail Tower,	Ground Floor, Al Fatah Shoppinig Center, Opp. Rad
Abdali Road, Multan	Station, Mansehra Road, Abbottabad
,	
Abdali Road, Multan	Station, Mansehra Road, Abbottabad
Abdali Road, Multan Tel: (92-992) 408243 - 44	Station, Mansehra Road, Abbottabad Tel: (+92-99) 2408243 - 44
Abdali Road, Multan Tel: (92-992) 408243 - 44 Peshawar Office	Station, Mansehra Road, Abbottabad Tel: (+92-99) 2408243 - 44 Sialkot Office
Abdali Road, Multan Tel: (92-992) 408243 - 44 Peshawar Office 2nd Floor, The Mall Tower,	Station, Mansehra Road, Abbottabad Tel: (+92-99) 2408243 - 44 Sialkot Office Suite No. 10 & 11, 1st Floor, Soni Square,

Islamabad Office



www.jamapunji.pk

