

## TANZANIA PORTLAND CEMENT PLC

## **SUMMARY**

ICRA assigned an "BBB" rating with a "Stable" outlook to "Tanzania Portland Cement PLC" (Twiga) on 24th November 2025, assuming no material adverse events affecting the business activities occur during the validity period. The assigned rating reflects a balanced assessment of the company's business model, competitive advantages, market conditions and overall financial stability, which contribute to the overall creditworthiness of the company based on ICRA credit rating methodology for corporates. Below are the key points, including credit strengths as well as credit challenges, reflected in the assigned rating.

The assigned rating reflects Twiga's stable business profile with a strong market position and support from Heidelberg Materials, a decent liquidity position, and a conservative financial position. However, declining revenue and profitability, material tax contingencies and regulatory exposure are critical factors for Twiga to focus on during the short to medium term period.

#### **O**UTLOOK

The Stable outlook assigned to the issuer rating of Twiga factors in the expectation of a stable operating and financial performance driven by the strong market position.

## **RATING UPGRADE TRIGGERS**

- Sustained growth in the scale of business along with improvement in profitability, thereby leading to overall improvement in cash accruals.
- Reduction and/or stability in debt levels, thereby resulting in improved financial risk profile.
- demonstrable, durable reduction in the incidence and magnitude of unexpected regulatory fines or tax liabilities, signalling a long-term improvement in the operating regulatory climate.
- A stable and supportive economic and political environment in Tanzania, enabling sustainable growth and regulatory consistency.

### **RATING DOWNGRADE TRIGGERS**

- Further moderation in scale of operations and/or profitability impacting the liquidity profile.
- Material punitive penalties resulting from material deterioration in the net worth base.
- Exposure to unfavourable market conditions that weaken operating performance or growth prospects.

Rating Date: 24th -Nov-2025

Rating Validity: NA

Report Type: Unsolicited Rating

Assignment

#### **Rating Assignment**

| Rating | Outlook |
|--------|---------|
| ВВВ    | Stable  |

Table 1

#### **Key Financials**

| TZS bn                      | FY23   | FY24   |
|-----------------------------|--------|--------|
| Revenue                     | 490.17 | 448.59 |
| EBITDA                      | 163.25 | 98.87  |
| Profit/(Loss)<br>Before Tax | 141.43 | 79.28  |
| Net<br>Profit/(Loss)        | 99.18  | 56.67  |
| Property and equipment      | 135.39 | 142.08 |
| Cash and cash equivalents   | 131.37 | 115.33 |
| Total Assets                | 445.69 | 482.95 |
| Total Debt                  | 1.15   | 0.19   |

Table 2

#### **Key Ratios**

| TZS bn                              | FY23  | FY24  |
|-------------------------------------|-------|-------|
| EBITDA<br>Margin (%)                | 33%   | 22%   |
| Net Profit<br>Margin (%)            | 20%   | 13%   |
| Return on<br>Equity (%)             | 32%   | 18%   |
| Return on<br>Assets (%)             | 23%   | 12%   |
| Current Ratio (times)               | 3.17x | 1.98x |
| Debt-to-<br>Equity Ratio<br>(times) | 0.00x | 0.00x |
| Debt-to-<br>EBITDA Ratio<br>(times) | 0.01x | 0.00x |

Table 3

# **Analyst Contacts**

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## **BUSINESS PROFILE**

Tanzania Portland Cement PLC (Twiga Cement) is one of Tanzania's oldest and most established industrial companies, founded in 1966 and operating continuously for nearly six decades. Headquartered in Dar es Salaam, the company has evolved into a leading cement manufacturer and has been listed on the Dar es Salaam Stock Exchange (DSE) since 2006.

Twiga is majority-owned by Scancem International DA of Norway, a subsidiary within the Heidelberg Materials group, which holds 69.25% of the company's issued shares. This ownership structure ensures tight strategic alignment with a global industry leader and provides access to Heidelberg's advanced technologies, operational expertise, digital tools, and sustainability frameworks. The remaining shareholding is held by local pension funds and the investing public, supporting broad domestic participation.

Operationally, Twiga is primarily focused on the Tanzanian market with some export in the Central and East African Sub-Region (13% revenue through export in FY24), supplying cement for key segments including residential construction, commercial real estate, industrial facilities, and national infrastructure. Its strong brand recognition, long-standing presence, and proximity to the high-demand Dar es Salaam market underpin its competitive position. Twiga maintains one of the widest distribution networks in the industry, supported by a large fleet of partner trucks capable of reaching remote regions.

Recently, the company has undertaken targeted investments to strengthen its resource security and modernise operations. A key milestone was the 2024 acquisition of a 95% stake in Mamba Cement Company Limited, securing long-term access to significant limestone reserves, which are an essential raw material for clinker production. Twiga also continues to invest in energy efficiency, digitalisation, and process optimisation to improve cost structure and operational reliability.

Twiga Cement's core products are Portland and blended cements tailored for various construction needs. The main brands are:

- Twiga Ordinary: A high-strength general-purpose cement for buildings, dams and bridges.
- Twiga Plus+: A blended cement for structural concrete and masonry work.
- Twiga Extra: A lower-strength cement for plaster, mortar and brick/block making.
- Twiga Super: A mid-grade cement often used in roadworks and soil stabilisation.
- Twiga Jenga: A masonry cement for blocks and minor construction works.
- Twiga Mega: A low-heat, slag-rich cement for large-scale pours (mass concrete).

Twiga operates a vertically integrated business model encompassing quarrying, raw material processing, clinker production, cement grinding, packaging, and nationwide distribution. Its manufacturing processes are supported by Heidelberg's central competency centres for technology, which provide research and development support, operational expertise, and access to global maintenance and safety standards.



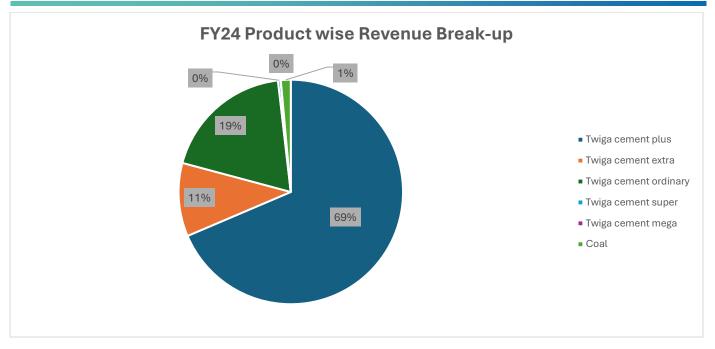


Exhibit 1

# **MANAGEMENT & GOVERNANCE QUALITY**

Twiga's governance structure is anchored by an experienced Board and senior management team drawn from the Heidelberg Materials group and the Tanzanian business community. The Board comprises six members, consisting of five Non-Executive Directors and the Managing Director, with a clear separation of roles to ensure balanced oversight. The Chairman, Mr Hakan Gurdal, brings extensive international leadership experience in the cement industry, supported by strong engineering and business expertise gained across multiple Heidelberg Materials operations. The Managing Director, Mr Alfonso Velez, has deep commercial and operational experience in cement manufacturing.

The Board collectively offers a broad mix of engineering, financial, and strategic skills, while Tanzanian directors contribute essential local insight and regulatory familiarity. Senior management also reflects significant depth across key functions like finance, commercial operations, technical services, HR, procurement, health and safety, and plant management. Many executives have served within the Heidelberg Materials network, enhancing operational discipline and access to global best practices.

Governance remains formal and robust, supported by an active Audit Committee and a comprehensive risk management and internal control framework. Overall, ICRA views Twiga's management and governance quality as stable, underpinned by experienced leadership and effective risk control.

## **OVERALL BUSINESS PROFILE**

Overall, ICRA considers Twiga's business profile to be stable, underpinned by secure access to raw materials, a strong, long-established brand, and an integrated operating model, i.e. from quarrying to nationwide distribution. These operational strengths are complemented by an experienced leadership team and sound governance practices.



## **DETAILED CREDIT RATIONALE**

# Strong market position and support from Heidelberg Materials

Heidelberg Materials AG, which is the ultimate Holding Company, is the global market leader in aggregates and a prominent player in the fields of cement, concrete, and other related downstream activities, making it one of the world's largest manufacturers of building materials. Twiga benefits from worldwide technical support in the cement business. The ultimate Parent Company of Twiga is Heidelberg Cement AG, listed on the Frankfurt Stock Exchange in the Federal Republic of Germany. Heidelberg Cement AG owns indirectly 100% of Scancem International DA of Norway, which in turn owns 69.25% of the Twiga shares. The company imports raw materials, machinery, spare parts, and services from/through the holding and sister companies.

Further, the TZS 42bn acquisition of Mamba Cement Company Ltd to secure vital limestone reserves demonstrates a proactive, risk-mitigating management strategy. Limestone is a non-substitutable primary input, and control over its source provides Twiga with protection against supply chain disruptions and input cost volatility. This structural advantage, complemented by increased investment in PPE (up 35% in 2FY4, considering land and mineral reserves), solidifies the company's operational foundation compared to less integrated regional peers.

# Strong liquidity position

The group had maintained an adequate liquidity profile, supported by strong cash holdings and historically healthy current and quick ratios. However, the current ratio declined to 1.27x in Jun-25 from 1.98x in Dec-24, and the quick ratio fell below 1x due to higher dividend payables. The cash ratio has consistently exceeded 1x till FY23, which fell to 0.78x in FY24 and further to 0.43x in June-25, reflecting a reasonable cash buffer. The company has generated TZS 124.06bn in net operating cash flow (29% y/y increase) vis-à-vis TZS 81.23bn in Profit Before Tax (43% y/y decrease). The ability of Twiga to generate high levels of operational cash flow despite a severe contraction in net income is a positive financial factor. This CFO growth, fuelled by effective working capital management, assures reliable funding for operations and capital expenditures. This strong cash conversion capability provides a high degree of financial flexibility and internal capacity for debt servicing, significantly mitigating the risk associated with depressed profitability metrics.

| Liquidity Ratios      |       |       |       |       |       |         |  |  |  |
|-----------------------|-------|-------|-------|-------|-------|---------|--|--|--|
|                       | FY20  | FY21  | FY22  | FY23  | FY24  | Q2 FY25 |  |  |  |
| Current Ratio (times) | 2.76x | 2.60x | 2.68x | 3.17x | 1.98x | 1.27x   |  |  |  |
| Quick Ratio (times)   | 2.07x | 2.00x | 1.81x | 2.22x | 1.41x | 0.88x   |  |  |  |
| Cash Ratio (times)    | 1.36x | 1.31x | 1.07x | 1.36x | 0.78x | 0.43x   |  |  |  |

Table 4

Crucially, cash and cash equivalents represent 39% of total current assets and 24% of total assets, underscoring the company's strong internal liquidity base. This high cash proportion provides a significant cushion against market volatility and supports uninterrupted operations even during demand troughs. Also, the absolute cash



position consistently exceeded TZS 100bn during the review period (FY24 115.34bn), offering flexibility to fund routine operations, dividends, and capital expenditures without the need for external borrowing.

Free cash flow trends further reinforce this strength. Over FY20 to FY24, Twiga consistently generated positive FCF, ranging between TZS 56bn and TZS 87bn. Although year-to-year performance fluctuated, the company maintained sufficient free cash flow to fund routine operations and shareholder distributions without relying on debt. The ability to produce positive FCF even in years of earnings pressure supports financial flexibility and enhances the company's resilience.

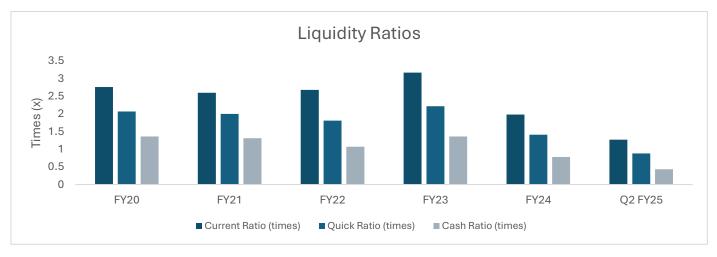


Exhibit 2

# Sound financial structure with a minimal debt profile

Twiga Cement's financial position continues to look sound from a credit-rating perspective, mainly because the company operates with minimal external debt, as the debt-to-equity ratio remains at or near 0.0x from FY21 through Q2 FY25. The adjusted debt-to-equity ratio, which incorporates total liabilities, has also remained broadly stable between 0.36x and 0.40x from FY20 to FY23, reflecting a conservatively financed balance sheet. In FY24, it rose to 0.52x and further to 1.04x in Q2 FY25; the rise came mainly from higher current liabilities rather than new debt. Despite the increase, Twiga still maintains a comfortable and low-risk financial structure.

| Financial Position Analysis   |        |        |        |        |        |         |  |  |  |
|-------------------------------|--------|--------|--------|--------|--------|---------|--|--|--|
| TZS 'bn                       | FY20   | FY21   | FY22   | FY23   | FY24   | Q2 FY25 |  |  |  |
| Property, plant and equipment | 133.39 | 144.84 | 142.33 | 135.39 | 142.08 | 142.63  |  |  |  |
| Land and mineral reserves     | 0.00   | 0.00   | 0.00   | 0.00   | 40.83  | 40.83   |  |  |  |
| Total Non-Current Assets      | 140.77 | 148.64 | 149.03 | 138.55 | 187.35 | 187.85  |  |  |  |
| Cash and bank balances        | 103.86 | 114.28 | 105.51 | 131.37 | 115.33 | 100.09  |  |  |  |
| Total Current Assets          | 212.43 | 230.68 | 269.86 | 307.13 | 295.60 | 294.01  |  |  |  |
| Total Assets                  | 353.20 | 379.31 | 418.89 | 445.69 | 482.95 | 481.85  |  |  |  |
| Total Non-Current Liabilities | 21.84  | 19.55  | 20.42  | 20.71  | 17.62  | 15.05   |  |  |  |
| Total Current Liabilities     | 76.36  | 87.53  | 98.73  | 96.42  | 148.35 | 230.93  |  |  |  |
| Total Liabilities             | 98.20  | 107.08 | 119.15 | 117.13 | 165.97 | 245.98  |  |  |  |
| Total Debt                    | 4.96   | 1.23   | 4.61   | 1.15   | 0.19   | 0.20    |  |  |  |

Table 5



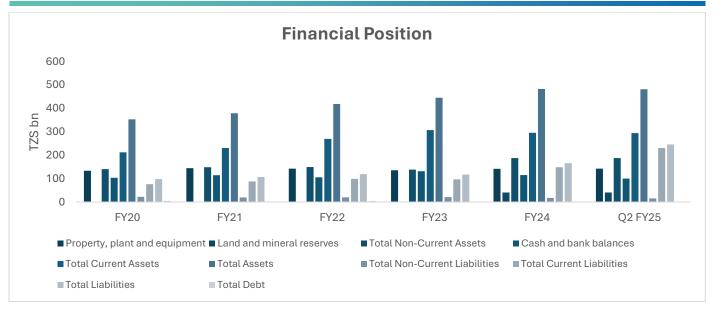


Exhibit 3

The equity ratio, which measures the share of assets funded by equity, was consistently strong at around 0.72x–0.74x until FY23, before softening to 0.66x in FY24 and 0.49x in Q2 FY25. This downward trend is mainly due to dividend payment of TZS107.95bn, which resulted in a reduction in the equity cushion relative to total assets. Further, Twiga's debt-to-EBITDA remained almost 0.0x in FY24, further confirming the low leverage profile. The company's ability to service financial costs also remained strong, with the interest coverage ratio consistently exceeding 100x since FY21.

| Leverage Ratios                       |        |         |         |         |         |         |  |  |  |
|---------------------------------------|--------|---------|---------|---------|---------|---------|--|--|--|
|                                       | FY20   | FY21    | FY22    | FY23    | FY24    | Q2 FY25 |  |  |  |
| Debt-to-equity Ratio (times)          | 0.02x  | 0.00x   | 0.02x   | 0.00x   | 0.00x   | 0.00x   |  |  |  |
| Adjusted Debt-to-equity Ratio (times) | 0.39x  | 0.39x   | 0.40x   | 0.36x   | 0.52x   | 1.04x   |  |  |  |
| Equity Ratio (times)                  | 0.72x  | 0.72x   | 0.72x   | 0.74x   | 0.66x   | 0.49x   |  |  |  |
| Debt to EBITDA (times)                | 0.04x  | 0.01x   | 0.03x   | 0.01x   | 0.00x   | -       |  |  |  |
| Interest Coverage Ratio (Times)       | 96.09x | 235.66x | 126.52x | 155.26x | 157.69x | -       |  |  |  |

Table 6

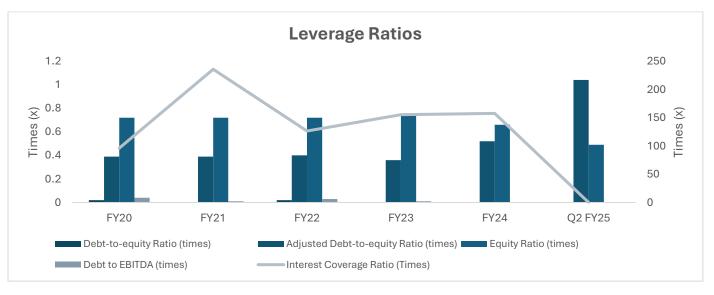


Exhibit 4



However, Twiga's proposed dividend (TZS 600/sh for 2024) implies a cash outflow of TZS 107.95bn, which is nearly twice the net profit. On June 25, the company paid the dividend of TZS 107.95bn, due to which Twiga's net worth decreased by 26% and stood at TZS 235.87bn (TZS 316.98bn in Dec 24). If earnings falter further, the dividend policy could stress cash reserves or equity, reducing the financial cushion.

## Declining revenue and profitability

Tanzania Portland Cement PLC's financial performance has weakened steadily over the past five years, reflecting subdued market demand, persistent overcapacity in the industry, and intensifying price competition. This downward trend culminated in a sharp contraction in FY24, when the company's total revenue declined by 8% y/y to TZS 448.59bn, from TZS 490.17bn in FY23. The revenue slump is largely driven by weaker performance in its core product, Cement Plus, which alone contributes nearly 69% of total sales.

| Income Statement Analysis |        |        |        |        |        |         |  |  |  |
|---------------------------|--------|--------|--------|--------|--------|---------|--|--|--|
| TZS 'bn                   | FY20   | FY21   | FY22   | FY23   | FY24   | Q2 FY25 |  |  |  |
| Revenue                   | 393.74 | 449.51 | 501.37 | 490.17 | 448.59 | 102.92  |  |  |  |
| Gross Profit              | 132.35 | 156.32 | 166.46 | 159.73 | 109.19 | 20.19   |  |  |  |
| OPEX                      | 29.66  | 31.95  | 30.58  | 36.84  | 31.16  | 6.54    |  |  |  |
| Operating profit /EBIT    | 106.90 | 125.39 | 138.21 | 141.43 | 79.28  | 12.49   |  |  |  |
| EBITDA                    | 124.20 | 144.06 | 158.86 | 163.25 | 98.97  | 17.37   |  |  |  |
| Net Profit                | 74.68  | 88.48  | 97.36  | 99.18  | 56.67  | 9.23    |  |  |  |

Table 7

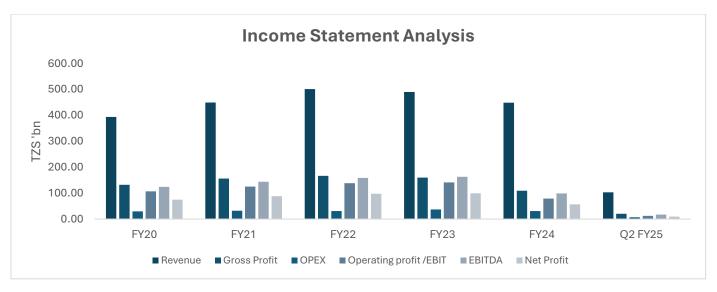


Exhibit 5

Twiga's profitability has also deteriorated significantly. Cost of sales, which increased to 76% of revenue in FY24 (from 67% in FY23), compressed the gross profit margin to 24%, compared to 33% in the prior year. Despite a 15% reduction in operating expenses, operating profit declined by 44%, with the EBIT margin dropping to 18% from the company's historical average of c.28%, underscoring the combined impact of falling prices and elevated input costs. At the bottom line, net profit decreased by 43% to TZS 56.67bn in FY24 from TZS 99.18bn in FY23, compressing the net margin to 13% from 20% in the prior year, which is significantly below the company's five-year average of 20%.



The declining trend extended into 2Q FY25, where revenue slipped by 2% q/q, reflecting seasonal slowdowns and project delays in the construction sector. Margins continued to deteriorate, with the gross profit margin dropping to 20%, the EBIT margin nearly halving to 12%, and net profit plunging by 48% compared to the previous quarter, reflecting a clear trickle-down impact from weaker top-line performance. Overall, the sustained margin compression highlights the company's vulnerability to both demand pressures and rising costs, signalling challenges in sustaining profitability in the near term.

| Profitability Ratios        |      |      |      |      |      |         |  |  |  |
|-----------------------------|------|------|------|------|------|---------|--|--|--|
|                             | FY20 | FY21 | FY22 | FY23 | FY24 | Q2 FY25 |  |  |  |
| Gross Profit Margin (%)     | 34%  | 35%  | 33%  | 33%  | 24%  | 20%     |  |  |  |
| Operating Profit Margin (%) | 27%  | 28%  | 28%  | 29%  | 18%  | 12%     |  |  |  |
| EBITDA Margin (%)           | 32%  | 32%  | 32%  | 33%  | 22%  | 17%     |  |  |  |
| Net Profit Margin (%)       | 19%  | 20%  | 19%  | 20%  | 13%  | 9%      |  |  |  |
| Return on Equity (%)        | 29%  | 34%  | 34%  | 32%  | 18%  | -       |  |  |  |
| Return on Assets (%)        | 21%  | 24%  | 24%  | 23%  | 12%  | -       |  |  |  |

Table 8

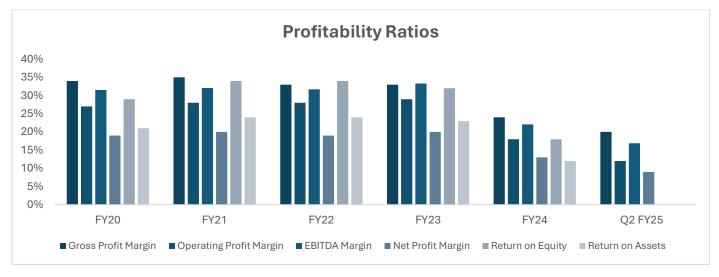


Exhibit 6

# Material tax contingencies and regulatory exposure

A significant credit constraint remains the company's unresolved tax dispute with the Tanzania Revenue Authority (TRA), totalling TZS 77bn. Twiga has provisioned TZS 11.7bn for potential liabilities, but the remaining balance is still under legal appeal. the scale and long-running nature of the case create a contingent risk that could affect both liquidity and equity if the full claim were enforced. An adverse ruling would reduce shareholder equity by about 33% (of June-25 reported net worth). Hence, ICRA views large unresolved tax exposures as latent liabilities and a negative rating factor until final resolution.

However, Twiga's strong liquidity position provides an important buffer. The company holds substantial cash and near-cash balances and operates with minimal debt, giving it enough liquidity to absorb the liability if required without threatening its ability to fund operations.



# **Annextures**

|   |               | Statemen      | t of Profit and L | oss           |               |              |
|---|---------------|---------------|-------------------|---------------|---------------|--------------|
| TZS '000  | FY20          | FY21          | FY22              | FY23          | FY24          | Q2 FY25      |
| Revenue from contracts with customers           | 393,739,558   | 449,509,301   | 501,369,007       | 490,171,829   | 448,586,092   | 102,923,723  |
| Cost of sales                                   | (261,389,401) | (293,185,036) | (334,905,005)     | (330,443,277) | (339,399,436) | (82,733,269) |
| Gross profit                                    | 132,350,157   | 156,324,265   | 166,464,002       | 159,728,552   | 109,186,656   | 20,190,454   |
| Other operating income                          | 2,250,391     | 1,205,920     | 501,513           | 9,745,144     | 949,361       | 411,641      |
| Selling and marketing costs                     | (2,942,285)   | (3,010,835)   | (3,082,702)       | (5,891,729)   | (3,638,392)   | (957,731)    |
| Net charge of expected credit losses            | -             | -             | 339,944           | (11)          | (187,251)     | -            |
| Administrative costs                            | (23,003,381)  | (23,514,168)  | (25,111,509)      | (29,440,015)  | (24,667,805)  | (5,318,173)  |
| Other operating expenses                        | (3,709,781)   | (5,423,601)   | (2,727,675)       | (1,504,148)   | (2,663,963)   | (266,679)    |
| Net (loss)/gain on foreign currency translation | 1,957,366     | (191,595)     | 1,829,993         | 8,795,332     | 301,919       | (1,571,323)  |
| Operating Profit                                | 106,902,467   | 125,389,986   | 138,213,566       | 141,433,125   | 79,280,525    | 12,488,189   |
| Finance income                                  | 1,819,274     | 3,258,481     | 3,139,579         | 3,092,852     | 2,579,964     | 586,638      |
| Finance costs                                   | (1,292,507)   | (611,279)     | (1,255,581)       | (1,051,474)   | (627,587)     | (195,825)    |
| Finance income - net                            | 526,767       | 2,647,202     | 1,883,998         | 2,041,378     | 1,952,377     | 390,813      |
| Profit before tax                               | 107,429,234   | 128,037,188   | 140,097,564       | 143,474,503   | 81,232,902    | 12,879,002   |
| Income tax expense                              | (32,752,864)  | (39,555,603)  | (42,738,964)      | (44,290,757)  | (24,559,259)  | (3,647,499)  |
| Profit for the year                             | 74,676,370    | 88,481,585    | 97,358,600        | 99,183,746    | 56,673,643    | 9,231,503    |

Table 9



| Statement of Financial Position    |             |             |             |             |             |             |  |
|------------------------------------|-------------|-------------|-------------|-------------|-------------|-------------|--|
| TZS '000                           | FY20        | FY21        | FY22        | FY23        | FY24        | June-25     |  |
| Assets                             |             |             |             |             |             |             |  |
| Non-current assets                 |             |             |             |             |             |             |  |
| Property, plant and equipment      | 133,393,148 | 144,842,101 | 142,330,100 | 135,386,743 | 142,081,650 | 142,626,062 |  |
| Intangible assets                  | 797,216     | 1,006,537   | 813,318     | 858,706     | 826,625     | 810,584     |  |
| Goodwill                           | -           | -           | -           | -           | 2,500,362   | 2,500,362   |  |
| Land and mineral reserves          | -           | -           | -           | -           | 40,829,723  | 40,829,723  |  |
| Leasehold land                     | 1,036,621   | 1,008,775   | 980,929     | 953,083     | 925,237     | 911,317     |  |
| Right-of-use assets                | 4,198,644   | 982,483     | 4,333,991   | 1,004,266   | 169,345     | 167,685     |  |
| Other non-current financial assets | 1,346,000   | 796,000     | 574,000     | 352,000     | 19,000      | -           |  |
| Total Non-Current<br>Assets        | 140,771,629 | 148,635,896 | 149,032,338 | 138,554,798 | 187,351,942 | 187,845,733 |  |
| Current assets                     |             |             |             |             |             |             |  |
| Inventories                        | 52,404,781  | 52,935,488  | 85,992,920  | 91,459,061  | 85,199,372  | 90,077,034  |  |
| Trade receivables                  | 41,090,916  | 46,277,317  | 53,561,114  | 61,659,567  | 63,855,135  | 61,394,723  |  |
| Other short-term                   | 41,030,310  | 40,277,317  | 33,301,114  | 01,000,007  | 00,000,100  | 01,004,720  |  |
| operating receivables              | 12,767,649  | 13,508,494  | 19,213,699  | 18,001,590  | 24,804,862  | 36,011,659  |  |
| Prepaid Expenses                   | 1,713,408   | 3,078,374   | 4,980,036   | 1,651,149   | 1,150,916   | -           |  |
| Current income tax                 |             | , ,         | , ,         |             |             | 0.470.000   |  |
| recoverable Other current          | -           | -           | -           | 2,450,612   | 4,834,448   | 6,173,206   |  |
| financial assets                   | 600,000     | 600,000     | 600,000     | 540,000     | 420,000     | 261,220     |  |
| Cash and bank balances             | 103,855,770 | 114,278,364 | 105,512,644 | 131,369,615 | 115,333,919 | 100,089,801 |  |
| Total Current                      |             |             |             |             |             |             |  |
| Assets                             | 212,432,524 | 230,678,037 | 269,860,413 | 307,131,594 | 295,598,652 | 294,007,643 |  |
| Total Assets                       | 353,204,153 | 379,313,933 | 418,892,751 | 445,686,392 | 482,950,594 | 481,853,376 |  |
| Equity                             |             |             |             |             |             |             |  |
| Share capital                      | 3,598,462   | 3,598,462   | 3,598,462   | 3,598,462   | 3,598,462   | 3,598,462   |  |
| Retained earnings                  | 251,402,305 | 268,637,039 | 296,139,811 | 324,958,486 | 311,300,924 | 230,200,819 |  |
| Equity attributed to               |             |             |             |             |             |             |  |
| the owners of the parent           | 255,000,767 | 272,235,501 | 299,738,273 | 328,556,948 | 314,899,386 | 233,799,281 |  |
| Non-controlling interest           | -           | -           | -           | -           | 2,079,980   | 2,073,441   |  |
| Total Equity                       | 255,000,767 | 272,235,501 | 299,738,273 | 328,556,948 | 316,979,366 | 235,872,722 |  |
| Non-current                        |             |             |             |             |             |             |  |
| liabilities                        |             |             |             |             |             |             |  |
| Lease liabilities -<br>non-current | 1,231,231   | 186,758     | 1,149,572   | 185,766     | 185,130     | 201,324     |  |
| Employment benefit obligations     | 4,062,080   | 5,306,943   | 4,937,695   | 5,386,658   | 5,416,086   | 5,234,296   |  |
| Provision for quarry               |             |             |             |             |             |             |  |
| site restoration -<br>non-current  | 2,275,022   | 2,432,541   | 4,266,311   | 4,573,453   | 5,231,232   | 4,599,012   |  |
| Deferred income tax liability      | 14,273,690  | 11,618,859  | 10,066,665  | 10,559,783  | 6,784,850   | 5,016,185   |  |
| Total Non-Current<br>Liabilities   | 21,842,023  | 19,545,101  | 20,420,243  | 20,705,660  | 17,617,298  | 15,050,817  |  |
| Current liabilities                |             |             |             |             |             |             |  |
| Lease liabilities - current        | 3,725,915   | 1,044,405   | 3,461,375   | 963,806     | 636         | 689         |  |



| Statement of Financial Position                 |             |             |             |             |             |             |  |  |
|---|-------------|-------------|-------------|-------------|-------------|-------------|--|--|
| TZS '000  | FY20        | FY21        | FY22        | FY23        | FY24        | June-25     |  |  |
| Employment benefit obligations                  | -           | -           | 401,627     | 562,206     | 925,948     | 925,949     |  |  |
| Current income tax payable                      | 1,013,768   | 28,859      | 521,690     | -           | -           | -           |  |  |
| Trade and other payables                        | 68,760,196  | 70,281,721  | 78,394,395  | 81,389,778  | 132,787,068 | 116,705,852 |  |  |
| Interest-bearing<br>loan                        | 5,021       | -           | -           | -           | -           | -           |  |  |
| Provisions                                      | -           | 13,329,878  | 13,049,775  | 10,583,245  | 11,785,869  | 11,785,869  |  |  |
| Dividend payable                                | 2,856,463   | 2,848,468   | 2,905,373   | 2,924,749   | 2,854,409   | 101,086,102 |  |  |
| Provision for quarry site restoration - current | -           | -           | -           | -           | -           | 425,377     |  |  |
| Total Current<br>Liabilities                    | 76,361,363  | 87,533,331  | 98,734,235  | 96,423,784  | 148,353,930 | 230,929,838 |  |  |
| Total Liabilities                               | 98,203,386  | 107,078,432 | 119,154,478 | 117,129,444 | 165,971,228 | 245,980,655 |  |  |
| Total Equity and<br>Liabilities                 | 353,204,153 | 379,313,933 | 418,892,751 | 445,686,392 | 482,950,594 | 481,853,377 |  |  |

Table 10



| Statement of Cash Flow  |              |              |              |              |              |  |  |  |
|---|--------------|--------------|--------------|--------------|--------------|--|--|--|
| TZS '000  | FY20         | FY21         | FY22         | FY23         | FY24         |  |  |  |
| Operating activities  |              |              |              |              |              |  |  |  |
| Profit before tax   | 107,429,234  | 128,037,188  | 140,097,566  | 143,474,503  | 81,232,902   |  |  |  |
| Adjustment to reconcile profit                                    |              |              |              |              |              |  |  |  |
| before tax to net cash flows                                      |              |              |              |              |              |  |  |  |
| Depreciation and amortisation                                     | 17,296,680   | 18,666,314   | 20,645,407   | 21,818,849   | 19,685,064   |  |  |  |
| Finance cost  | 1,292,507    | 1,040,904    | 1,255,581    | 1,051,474    | 627,587      |  |  |  |
| Finance income  | (1,819,274)  | (3,258,481)  | (3,139,579)  | (3,092,852)  | (2,579,964)  |  |  |  |
| Net unrealised exchange gain/(loss)                               | (1,200,760)  | 620,896      | (801,765)    | (7,386,138)  | 1,062,647    |  |  |  |
| Net provision for obsolete inventories                            | 3,308,933    | 2,058,943    | 971,658      | 2,902,936    | 1,781,450    |  |  |  |
| Increase in site restoration provision                            | 146,645      | 157,519      | 1,833,770    | 307,142      | 657,779      |  |  |  |
| Post-employment benefit provision- service cost                   | 769,788      | 226,950      | 300,809      | 336,169      | 344,619      |  |  |  |
| Increase/(decrease) in other provisions                           | -            | 2,915,814    | (280,104)    | (2,466,530)  | 1,202,624    |  |  |  |
| Expected credit losses for trade receivables                      | (1,040,996)  | (421,078)    | 339,944      | 11           | 187,251      |  |  |  |
| Gain on disposal of property, plant and equipment                 | (71,063)     | (46,610)     | -            | (8,540,612)  | (38,559)     |  |  |  |
| Cash flows before changes in working capital items                | 126,111,694  | 149,998,359  | 161,223,287  | 148,404,952  | 104,163,400  |  |  |  |
| Working capital adjustments:                                      |              |              |              |              |              |  |  |  |
| Inventories - gross*  | 7,257,558    | (1,841,963)  | (34,029,089) | (7,966,182)  | 5,977,170    |  |  |  |
| Trade receivables - gross   | 1,256,948    | (4,765,323)  | (7,623,738)  | (8,098,464)  | (2,382,819)  |  |  |  |
| Other short-term operating receivables                            | (3,781,485)  | (2,105,812)  | (7,606,867)  | 4,540,996    | (5,968,453)  |  |  |  |
| Other financial assets  | 8,680,640    | 550,000      | 222,000      | 282,000      | 453,000      |  |  |  |
| Trade and other payables*   | (4,542,354)  | 11,935,589   | 8,112,674    | 2,995,383    | 50,630,378   |  |  |  |
| Net working capital adjustments                                   | 8,871,307    | 3,772,491    | (40,925,020) | (8,246,267)  | 48,709,276   |  |  |  |
| Corporation tax paid  | (36,507,255) | (42,733,839) | (43,932,977) | (46,686,343) | (30,648,973) |  |  |  |
| Payment to post employment benefit - Benefit payments             | (729,625)    | (950,058)    | (264,659)    | (519,139)    | (748,563)    |  |  |  |
| Interest received   | 1,819,274    | 3,253,460    | 3,139,579    | 3,092,852    | 2,579,964    |  |  |  |
| Interest paid -other  | (53,386)     | -            | -            | -            | -            |  |  |  |
| Net cash inflows from operating activities                        | 99,512,009   | 113,340,413  | 79,240,210   | 96,046,055   | 124,055,104  |  |  |  |
| Investing activities  |              |              |              |              |              |  |  |  |
| Proceeds from disposal of property, plant and equipment           | 71,063       | 46,610       | -            | 8,540,612    | 38,559       |  |  |  |
| Payment for capital works-in-<br>progress and PPE                 | (12,158,651) | (27,828,267) | (14,611,038) | (11,966,203) | (28,107,089) |  |  |  |
| Purchase of capital items in stock                                | (186,890)    | -            | -            | -            | -            |  |  |  |
| Payment for the acquisition of a subsidiary, net of cash acquired | -            | -            | -            | -            | (39,694,744) |  |  |  |
| Net cash flows used in investing activities                       | (12,274,478) | (27,781,657) | (14,611,038) | (3,425,591)  | (67,763,274) |  |  |  |
| Financing activities  |              |              |              |              |              |  |  |  |
| Dividends paid  | (52,538,738) | (70,178,004) | (70,113,109) | (70,150,633) | (70,240,349) |  |  |  |
| Payment of lease liabilities - principal and interest             | (4,337,193)  | (4,337,262)  | (4,083,546)  | (3,998,998)  | (1,024,557)  |  |  |  |



| Statement of Cash Flow                               |              |              |              |              |              |
|--|--------------|--------------|--------------|--------------|--------------|
| TZS '000   | FY20         | FY21         | FY22         | FY23         | FY24         |
| Net cash flows used in financing activities          | (56,875,931) | (74,515,266) | (74,196,655) | (74,149,631) | (71,264,906) |
| Net (decrease)/increase in cash and cash equivalents | 30,361,600   | 11,043,490   | (9,567,483)  | 18,470,833   | (14,973,076) |
| Net unrealised exchange gain                         | 809,476      | (620,896)    | 801,765      | 7,386,138    | (1,062,620)  |
| Opening Cash Balance                                 | 72,684,694   | 103,855,770  | 114,278,364  | 105,512,644  | 131,369,615  |
| Closing Cash Balance                                 | 103,855,770  | 114,278,364  | 105,512,646  | 131,369,615  | 115,333,919  |

Table 11

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