



PIONEER
CEMENT

ENDURING
STRENGTH

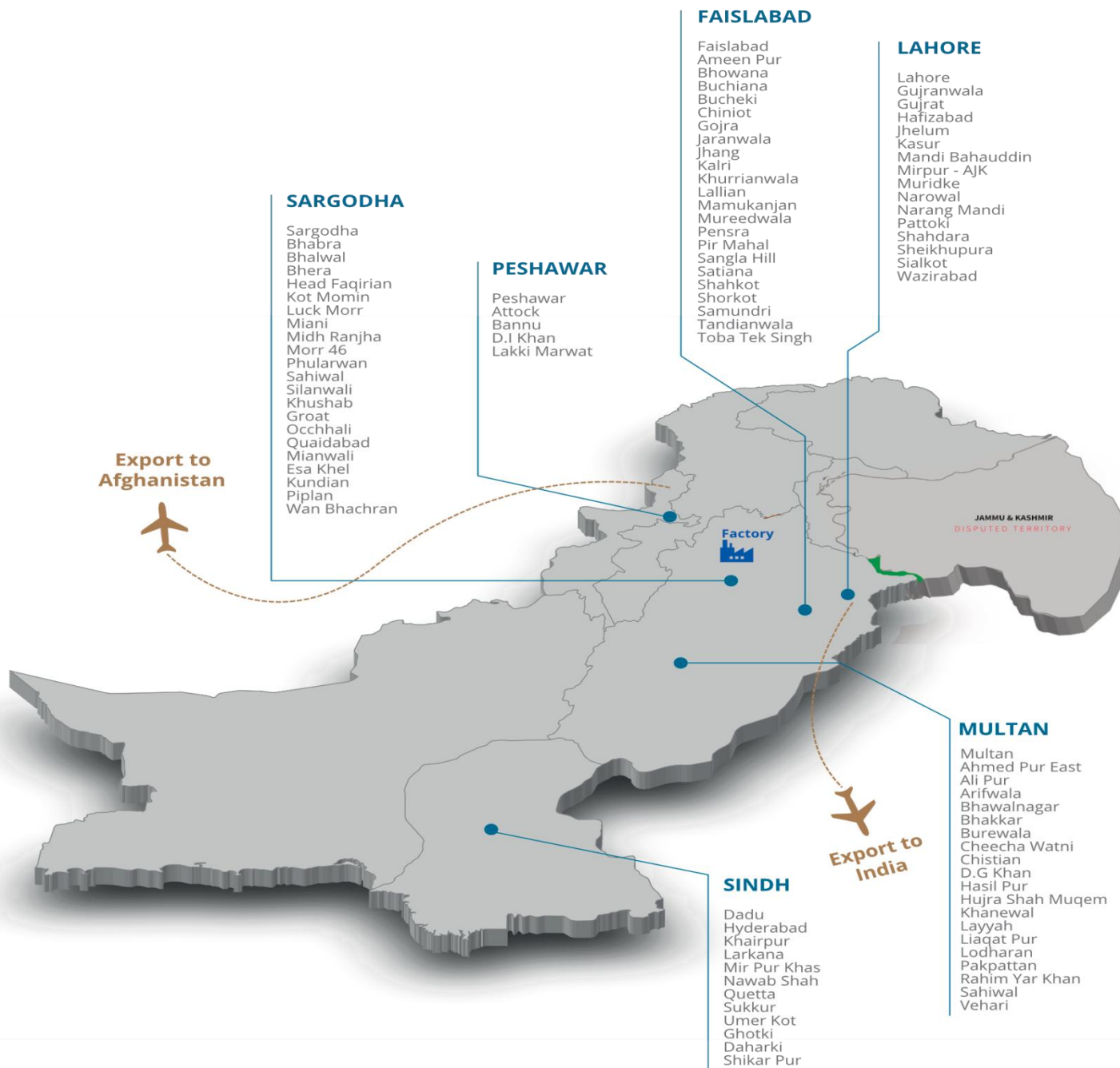


Status and Nature of Business:

- Incorporated as a public limited company by shares on February 09, 1986.
- Shares are quoted on PSX.
- Plant located at Chenki - land of finest limestone reserves, which is 40km from Khushab and 34km from Jauharabad.
- The Company has two production lines
 - Line-I (2,350 TPD)
 - Line-II (4,300 TPD)
- The principal activity of the Company is manufacturing and sale of cement.

History at a Glance:





more than
200
DEALERS

75 LAHORE

55 FAISLABAD

40 MULTAN

30 SARGODHA

05 SINDH

03 PESHAWAR



Pioneer Cement remains committed to its role as a responsible and ethical corporate citizen. We understand the impact our operations can have on the community and the environment and therefore have an active CSR strategy that focuses on areas such as education, health and the environment.

Education

- Establishment and running of two schools providing education to boys (Elementary) and girls (Primary) in Chenki village
- Funded the construction of an additional building in the District Public School in Jauharabad as well as Sargodha
- Ongoing support for SOS Schools and the Vocational Training Institute of Quaidabad
- Working with Pakistan's premiere business school IBA and has contributed for the construction of residence for the faculty

Health

- Medical Centre at the plant provides free medical and emergency ambulance services to the entire community besides our own employees
- A Public dispensary has been established in Chenki Village

Environment Protection

- We stand up to date with our certifications of ISO 14001:2015 and ISO 9001:2015
- Compliant with the Green Office criteria to reduce consumption of natural resources
- Installation of energy efficient coal firing burners that reduce the gaseous emissions
- Waste Heat Recovery Power Plant that generates electricity from waste gases

Local Community Development

- The construction and maintenance of the Chenki village mosque,
- The development of 15 km long road connection to Chenki and Jabbi Village



art&culture



- In keeping our focus on community development, Pioneer Cement has organized two programs for art residency, with the objective of promoting local art and culture using indigenous materials.
- This was a collaborative effort with Canvas Gallery including internationally renowned visual artists.
- Formal unveiling of their work, in the presence of business and community leaders, were held at the plant site.
- Beside providing a platform to showcase local talent, this program has fostered a sense of aesthetics and appreciation for Visual Arts within the local community.
- We intend to carry on this Residency Program.

A blue-tinted photograph of a business meeting. Several people in business attire are gathered around a table, looking at and pointing to documents that feature various charts and graphs. A cup of coffee is visible on the right side of the table. The overall atmosphere is professional and collaborative.

COMPANY PERFORMANCE

Production and Sale Quantities

Tons'000

Production and Sales

Clinker Production

Cement Production

Cement / Clinker Dispatches

Domestic Market

International Market

Capacity Utilization (based on installed capacity)

2019	2018	2017	2016	2015
1,257	1,551	1,564	1,185	1,014
1,443	1,543	1,405	1,345	1,210
1,384	1,577	1,634	1,310	1,143
62	69	36	46	68
1,446	1,646	1,670	1,356	1,212
62.98%	77.69%	78.36%	59.35%	50.81%

Capacity Utilization – PCL vs Industry

Capacity utilization (%)						
	Local		Export		Total	
	Industry	PCL	Industry	PCL	Industry	PCL
2015	61.81	52.10	15.78	3.11	77.60	55.21
2016	72.34	59.69	12.87	2.11	85.20	61.80
2017	76.85	74.48	10.07	1.63	86.92	76.11
2018	72.79	71.86	8.38	3.14	81.18	75.00
2019	67.88	63.08	11.00	2.82	78.88	65.90

Extracts from Statement of Financial Position

Rs.(million)	2019	2018	2017	2016	2015
Assets employed					
Property plant and equipment	36,107	22,920	12,237	10,384	7,331
Other long term assets	141	120	115	116	110
Current assets	6,030	6,071	5,408	4,268	4,673
Total Assets	42,277	29,111	17,760	14,768	12,114
Financed by					
Shareholders equity	10,505	10,517	9,519	7,821	6,720
Surplus on revaluation of fixed assets	2,816	3,112	2,728	2,849	1,613
Long term liabilities	19,268	11,032	3,826	2,355	2,101
Current liabilities	9,688	4,451	1,687	1,742	1,680
Total Funds Invested	42,277	29,111	17,760	14,768	12,114

Extracts from Statement of Financial Performance

Rs.(million)	2019	2018	2017	2016	2015
Net turnover	9,733.65	10,121.32	10,630.99	9,366.50	8,425.80
Gross profit	2,134.69	2,810.67	4,428.31	4,005.20	3,165.50
Operating profit	1,593.94	2,307.58	4,104.20	3,864.10	3,520.30
Profit before taxation	1,323.23	2,212.69	4,069.51	3,846.60	3,501.50
Profit after taxation	790.38	1,644.02	2,917.55	2,518.80	2,496.10
EBITDA	2,102.99	2,821.60	4,569.36	4,245.90	3,869.60
Earnings per share (Rs.)	3.48	7.24	12.84	11.09	10.99
Breakup value per share (Rs.)	58.65	60.00	53.92	46.90	36.70

Financial Results - September 30, 2019

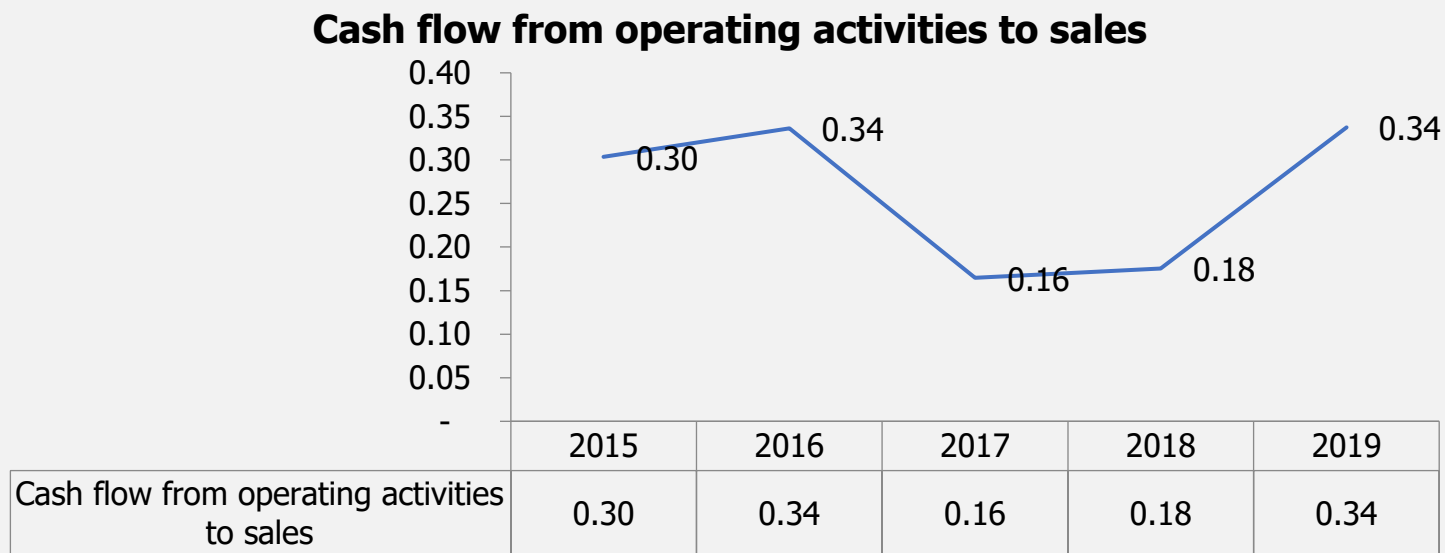
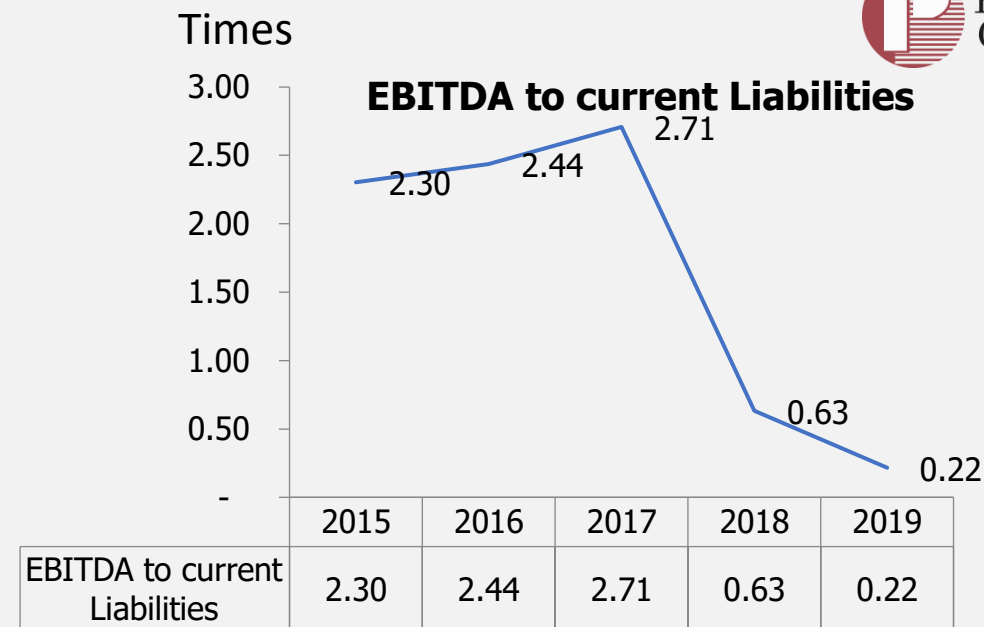
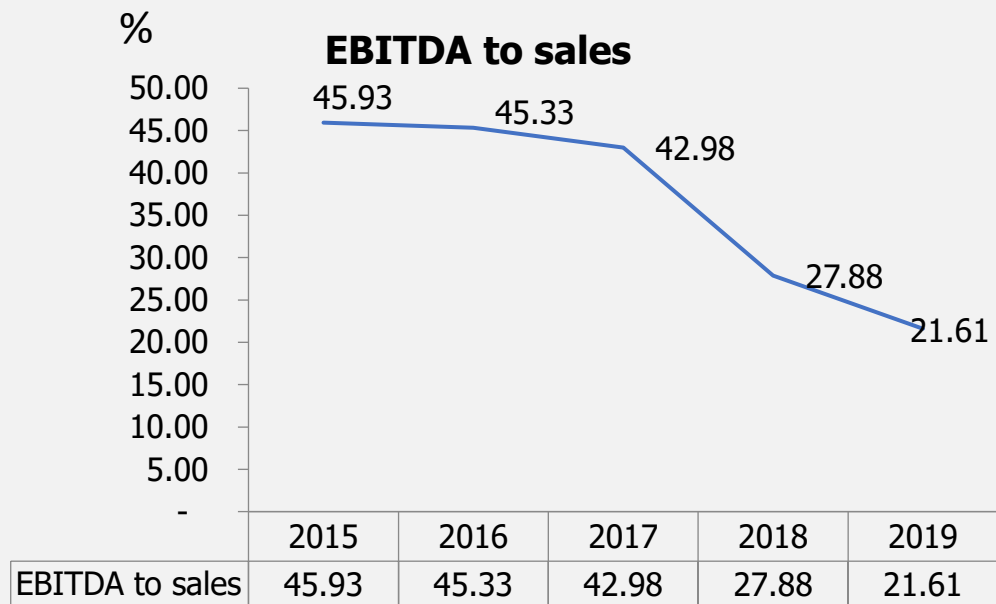
Statement of Profit or Loss

Rs.(million)	Sep -2019	Sep -2018	Variance	
				%
Net revenue	1,871.03	2,231.53	(360.40)	(16.15)
Cost of sales	1,837.31	1,707.25	130.06	7.62
Gross profit	33.72	524.28	(490.56)	(93.57)
Operating (Loss)/profit	(64.11)	416.28	(480.39)	(115.40)
(Loss)/Profit before taxation	(157.08)	355.31	(512.39)	(144.21)
(Loss)/Profit after taxation	(185.41)	257.97	(443.38)	(171.87)

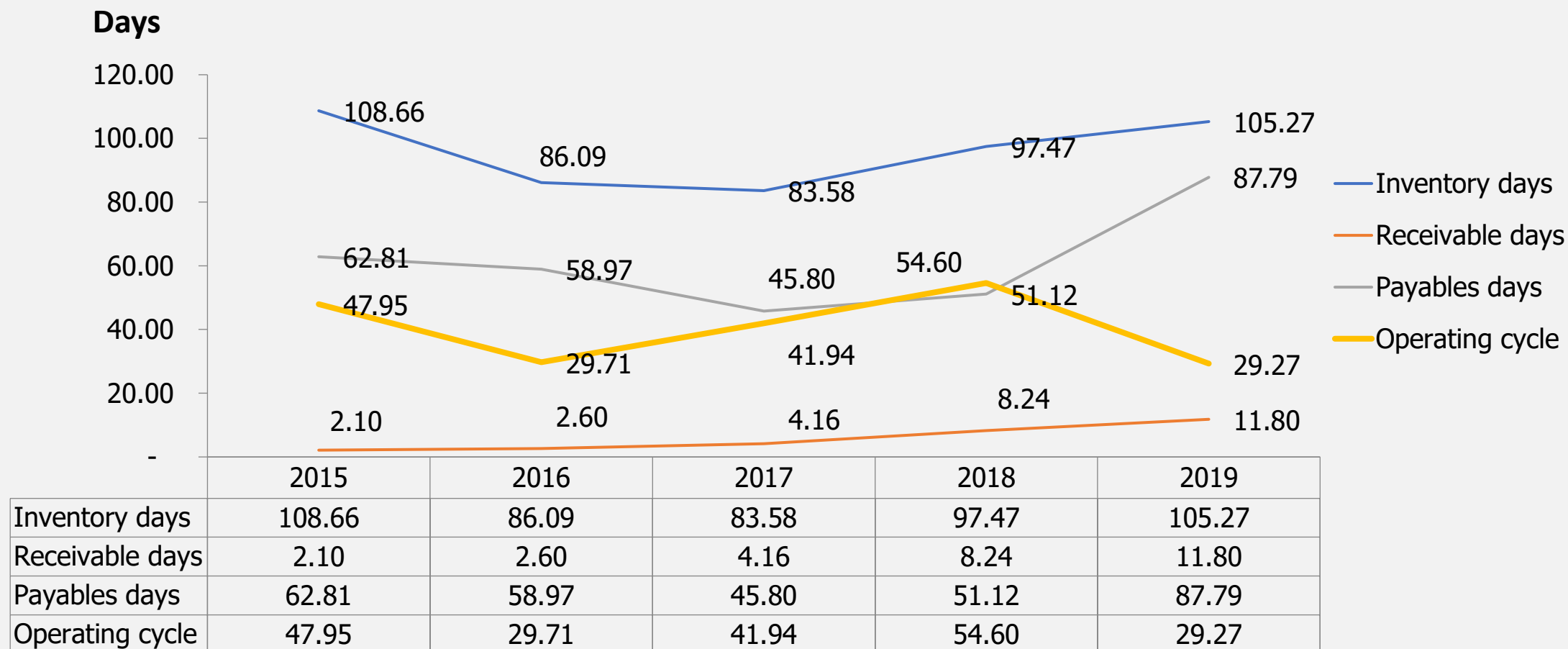
Statement of Financial Position

Rs.(million)	Sep -2019	Jun -2019	Variance	
				%
Property, plant and equipment	37,771.94	36,106.52	1,665.43	4.61
Other long term assets	148.54	140.85	7.69	5.46
	37,920.49	36,247.37	1,673.12	4.62
Current assets	7,077.81	6,030.04	1,047.76	17.38
Total assets	44,998.29	42,277.41	2,720.88	6.44
Equity	13,135.93	13,321.34	(185.41)	(1.39)
Long term loans	14,952.41	14,856.33	96.08	0.65
Others	4,527.86	4,412.14	115.72	2.62
	19,480.27	19,268.47	211.80	1.10
Current liabilities	12,382.09	9,687.59	2,694.49	27.81
Total liabilities	31,862.36	28,956.07	2,906.29	10.04
Total equity and liabilities	44,998.29	42,277.41	2,720.88	6.44

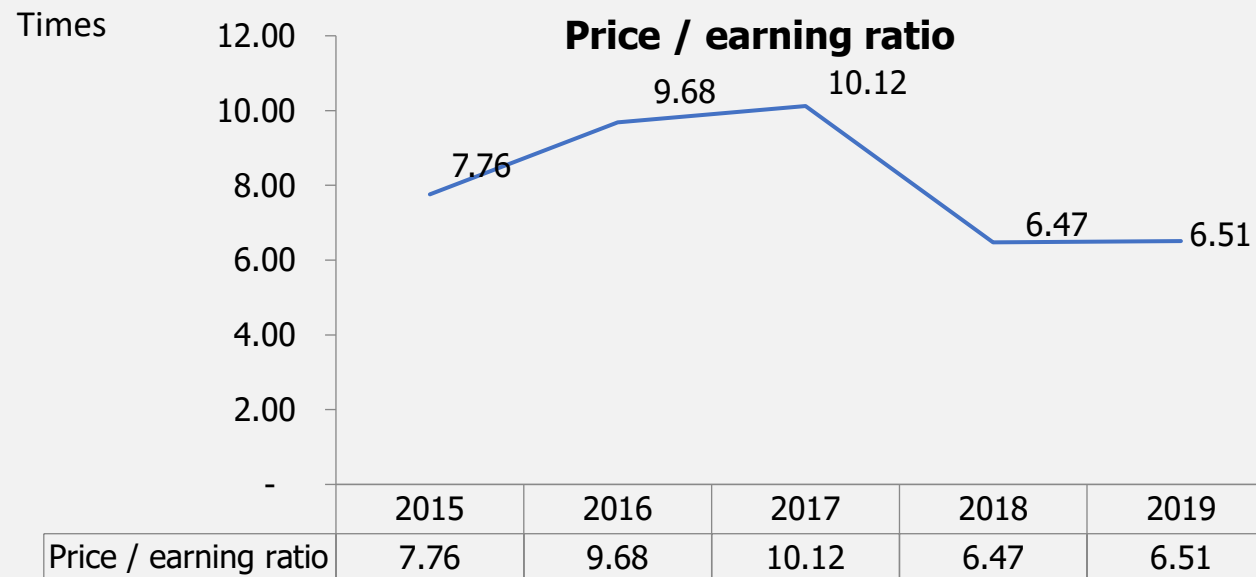
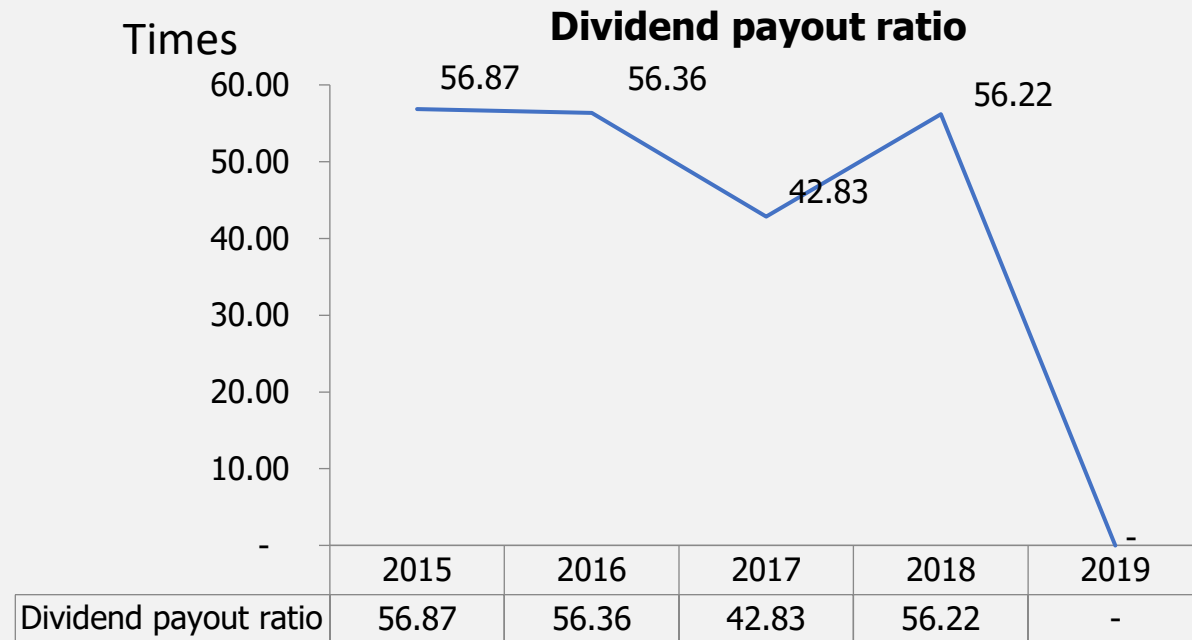
RATIO ANALYSIS - Liquidity



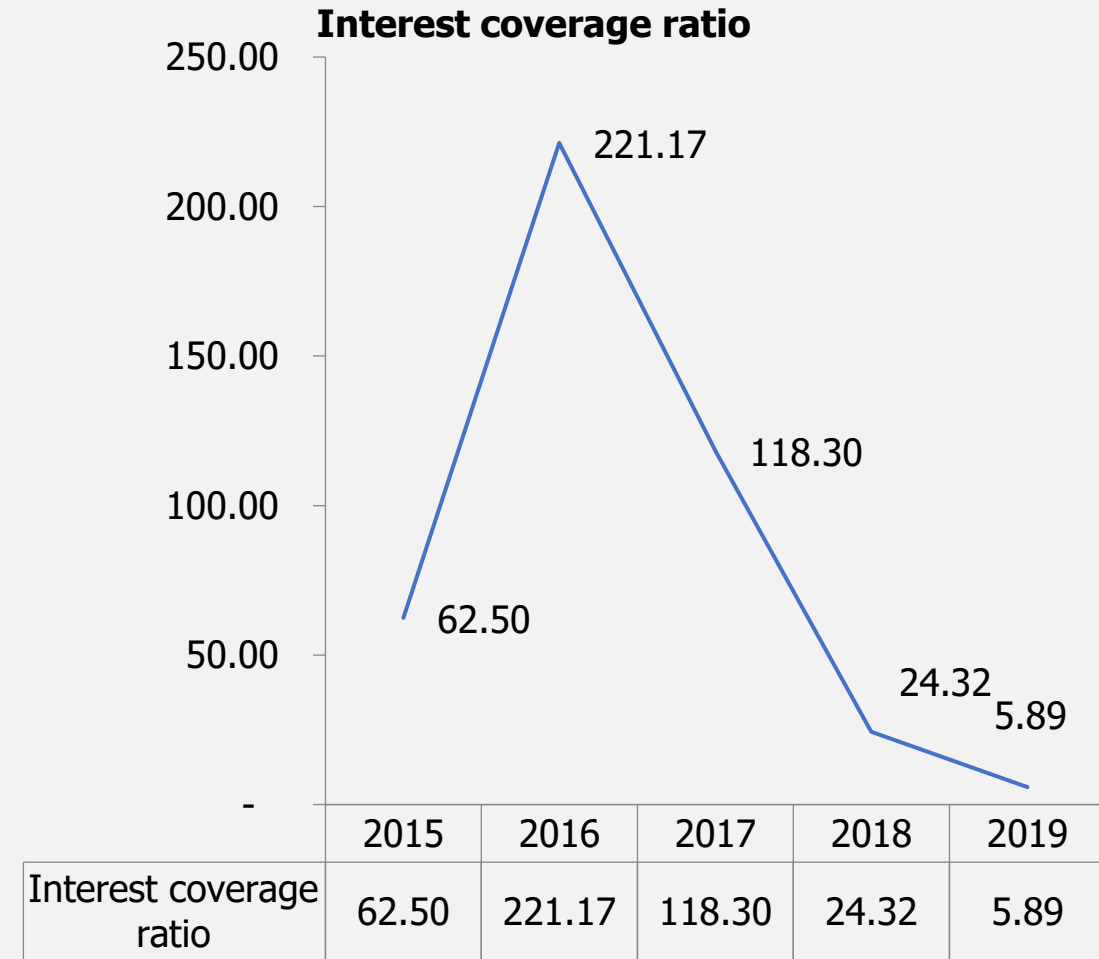
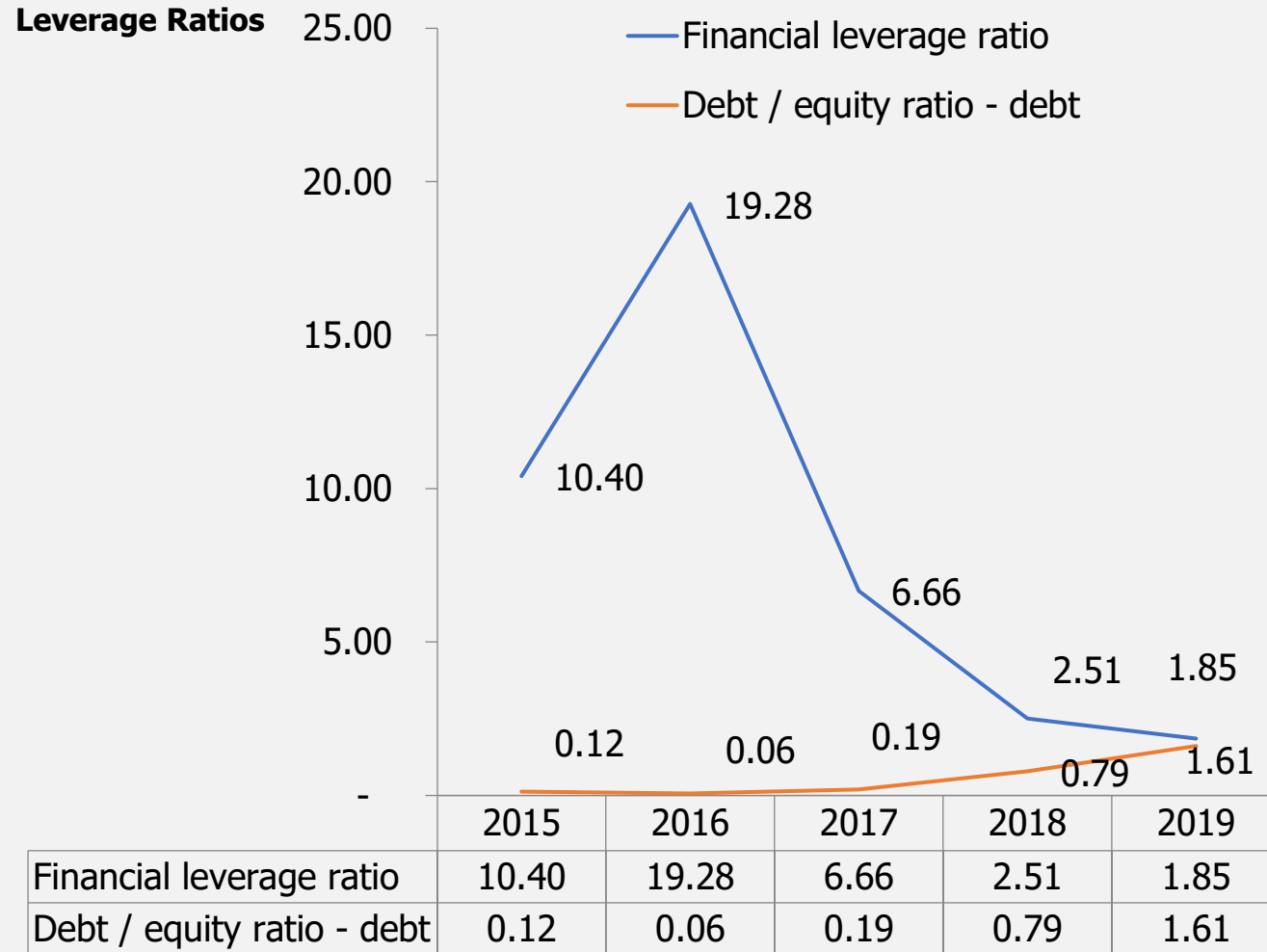
RATIO ANALYSIS - Activity



RATIO ANALYSIS - Investment



RATIO ANALYSIS – Capital Structure



Under Construction Projects:



- **Under Construction Projects:**

- 9000 TPD cement plant
- 12 MW Waste Heat Recovery Power Plant
- 24 MW Coal Power Plant

- **Implementation Status**

- The installation and implementation is at final stages and we expect COD by December 2019 end.

QUESTION & ANSWERS

A large industrial facility, possibly a refinery or chemical plant, is shown at night. The scene is illuminated by various lights, including bright yellow and orange lights from the facility itself, and cooler blue and green lights. The structure is complex, with many pipes, scaffolding, and tall towers. A crane is visible in the background. The sky is a deep blue. The text "THANKS FOR YOUR ATTENTION" is overlaid in the upper right quadrant.

THANKS
FOR YOUR ATTENTION