



PIONEER
CEMENT

ENDURING
STRENGTH

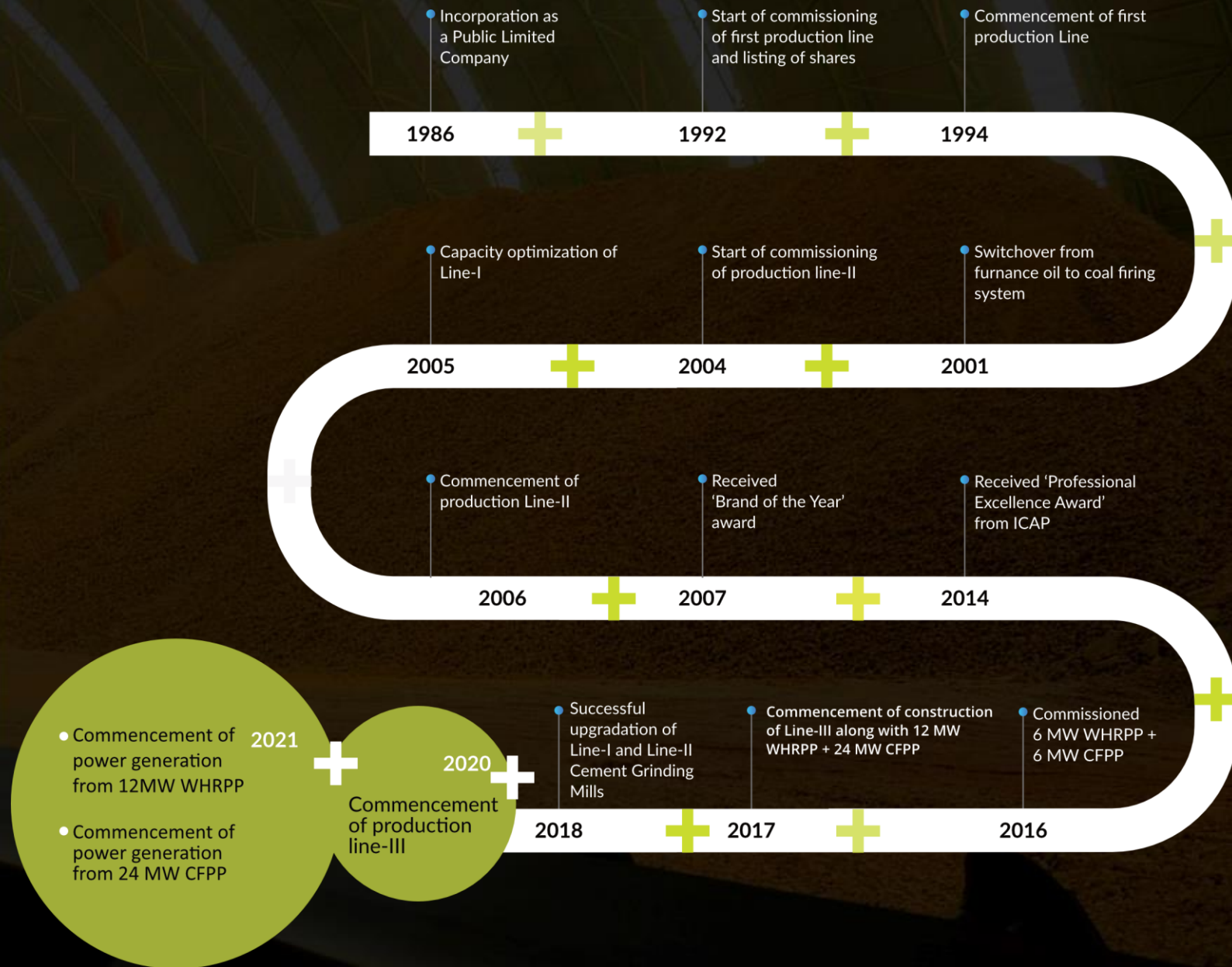




Status and Nature of Business:

- Incorporated as a public company limited 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 three production lines
 - Line-I (2,585 TPD)
 - Line-II (4,730 TPD)
 - Line-III (10,000 TPD)
- The principal activity of the Company is manufacturing and sale of cement.

History at a Glance:



Faisalabad
Sangla Hill
Tandlianwala
Shahkot
Khurrianwala
Bucheki
Mureedwala

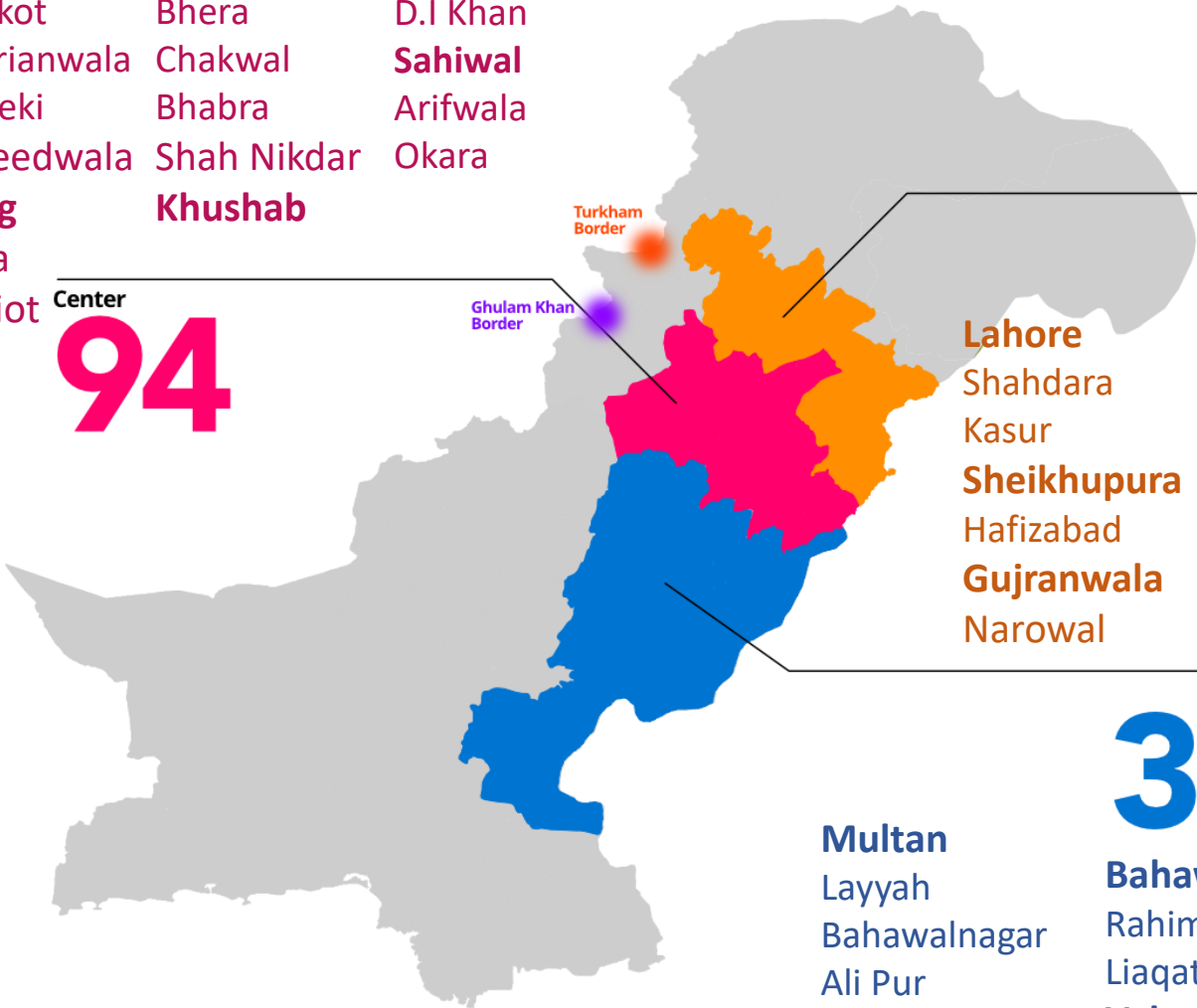
Sargodha
Bhalwal
Kot Momin
Bhera
Chakwal
Bhabra
Shah Nikdar

Mianwali
Esa Khel
Bhakkar
D.I Khan
Sahiwal
Arifwala
Okara

Jhang
Khushab

Gojra
Chiniot

Center
94



Lahore
Shahdara
Kasur
Sheikhupura
Hafizabad
Gujranwala
Narowal

75

Sialkot
Gujrat
Jhelum
Mandi
Peshawar
Banu

33

Multan
Layyah
Bahawalnagar
Ali Pur
Layyah
Muzaffargarh
Jampur
Interior Sindh
Quetta

Bahawalpur
Rahim Yar Khan
Liaqat Pur
Vehari
Haroonaabad
Burewala
Bahawalnagar
Chistian

more than
200
DEALERS

75

94

33



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

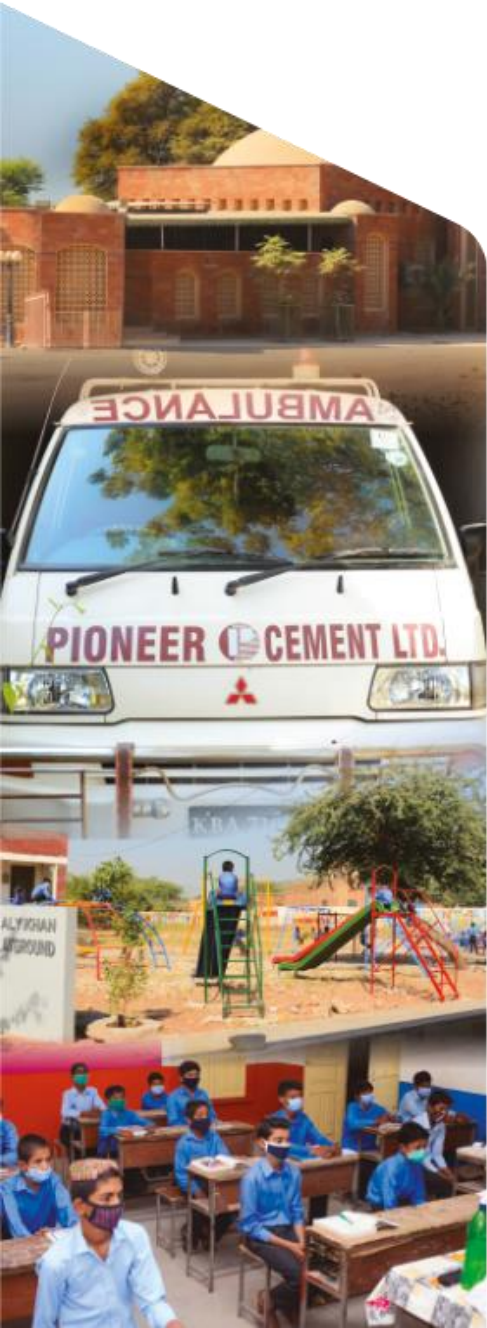
- Medical Centre at the plant provides free medical and emergency ambulance services to the entire community besides our own employees
- A Public dispensary has been established in Chenki Village

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





- 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.





**COMPANY
PERFORMANCE**

Production and Sale Quantities

Tons'000

	Q1 - 2021	FY-2020	FY-2019	FY-2018	FY-2017	FY-2016
Production and Sales						
Clinker Production	603	1,540	1,257	1,551	1,564	1,185
Cement Production	690	1,737	1,443	1,543	1,405	1,345
Cement / Clinker Dispatches						
Domestic Market	692	1,723	1,384	1,577	1,634	1,310
International Market	7	12	62	69	36	46
	699	1,737	1,446	1,646	1,670	1,356

Extracts from Statement of Financial Position

Rs.(million)	Q1 - 2021	FY-2020	FY-2019	FY-2018	FY-2017	FY-2016
Assets employed						
Property plant and equipment	41,599.30	41,557.94	36,106.52	22,920.02	12,237.40	10,384.03
Other long term assets	150.45	150.45	140.85	120.47	114.85	116.16
Current assets	7,504.85	7,326.13	6,030.04	6,070.88	5,407.92	4,267.51
Total Assets	49,254.60	49,034.52	42,277.41	29,111.37	17,760.17	14,767.70
Financed by						
Shareholders equity	10,395.10	10,417.09	10,505.27	10,517.41	9,519.11	7,820.70
Surplus on revaluation of fixed assets	2,693.55	2,711.13	2,816.08	3,111.55	2,728.42	2,849.47
Long term liabilities	21,999.05	21,545.01	19,268.47	11,031.78	3,825.57	2,355.45
Current liabilities	14,166.90	14,361.28	9,687.60	4,450.63	1,687.07	1,742.09
Total Funds Invested	49,254.60	49,034.52	42,277.41	29,111.37	17,760.17	14,767.70

Extracts from Statement of Financial Performance

Rs.(million)	Q1 - 2021	FY-2020	FY-2019	FY-2018	FY-2017	FY-2016
Net turnover	3,992.30	6,286.95	9,733.65	10,121.32	10,630.99	9,366.50
Gross profit/(loss)	306.70	(103.09)	2,134.69	2,810.67	4,428.31	4,005.20
Operating profit/ (loss)	363.40	(362.63)	1,593.94	2,307.58	4,104.20	3,864.10
(Loss) / profit before taxation	(66.03)	(755.38)	1,323.23	2,212.69	4,069.51	3,846.60
(Loss) / profit after taxation	(39.58)	(209.62)	790.38	1,644.02	2,917.55	2,518.80
EBITDA	571.36	62.64	2,102.99	2,821.60	4,569.36	4,245.90
Earnings/(loss) per share (Rs.)	(0.17)	(0.92)	3.48	7.24	12.84	11.09
Breakup value per share (Rs.)	57.62	57.80	58.65	60.00	53.92	46.90

Financial Results - September 30,2020

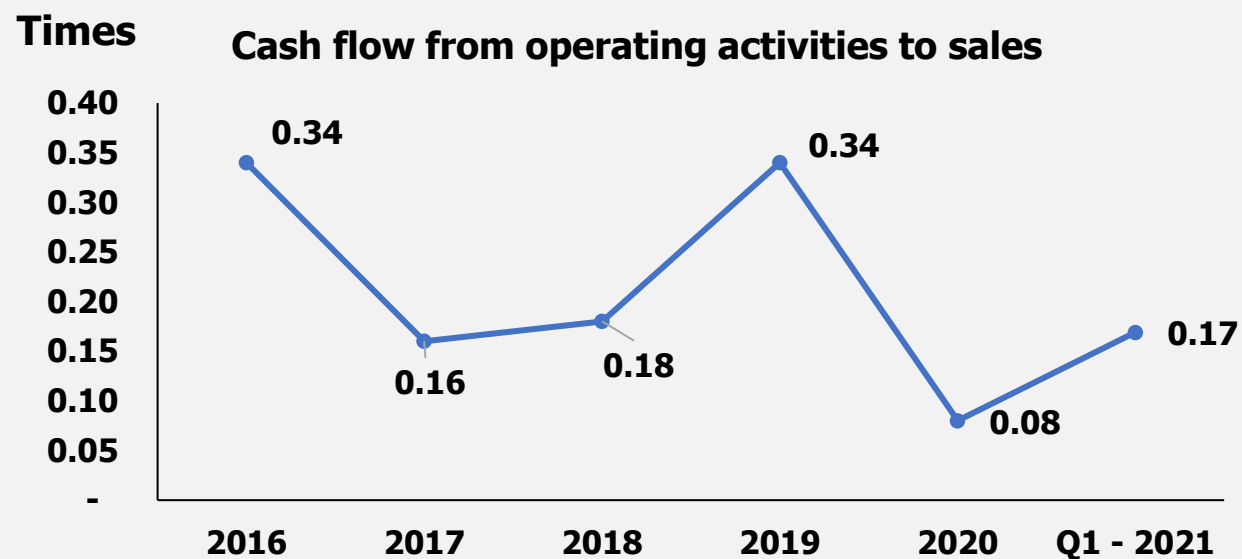
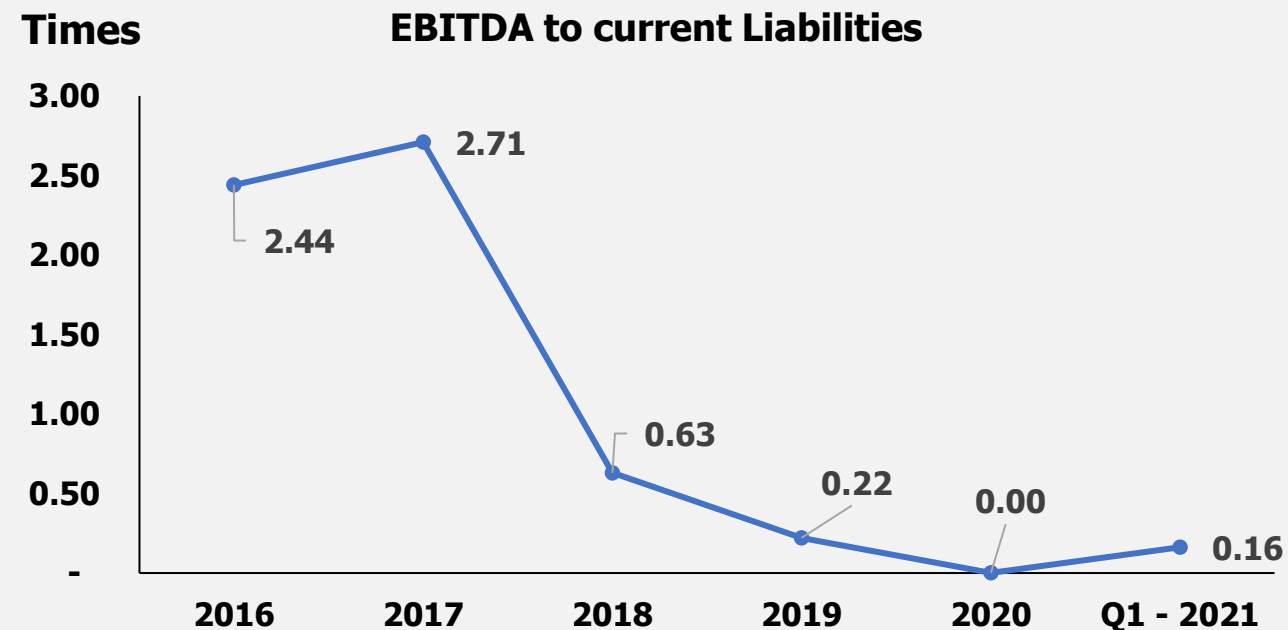
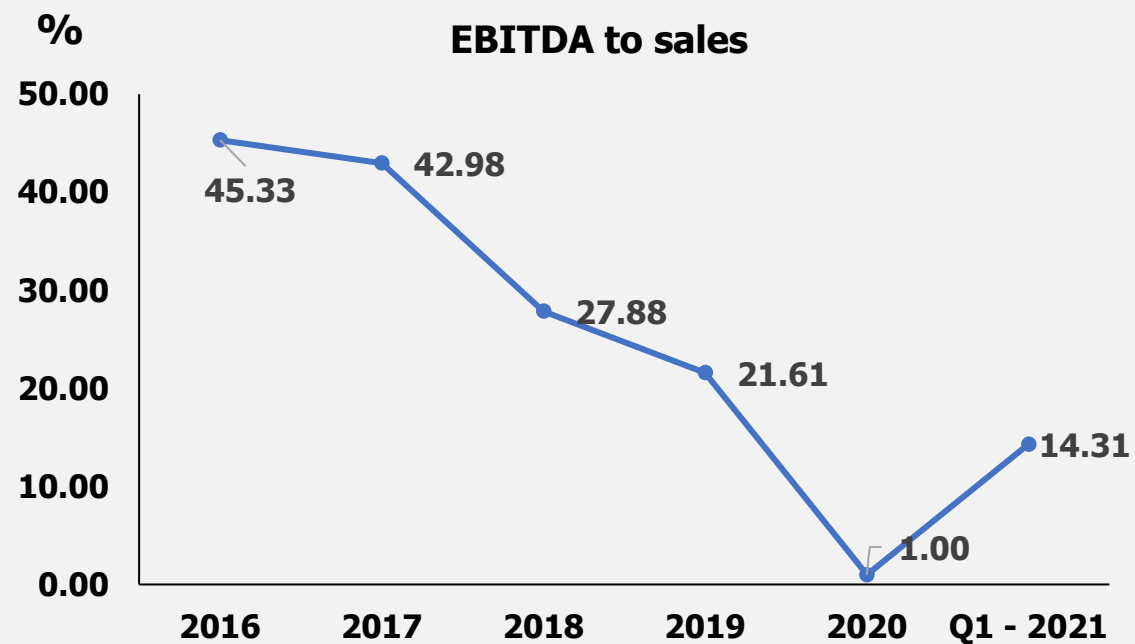
Statement of Profit or Loss

Rs.(million)	Sep -2020	Sep -2019	Variance	
				%
Net revenue	3,992.30	1,871.03	2,121.27	113.37
Cost of sales	3,685.60	1,837.31	1,848.29	100.60
Gross profit	306.70	33.72	272.98	809.55
Operating profit / (loss)	363.40	(64.11)	427.51	(666.84)
Loss before taxation	(66.03)	(157.08)	91.05	(57.96)
Loss after taxation	(39.58)	(185.41)	145.83	(78.65)

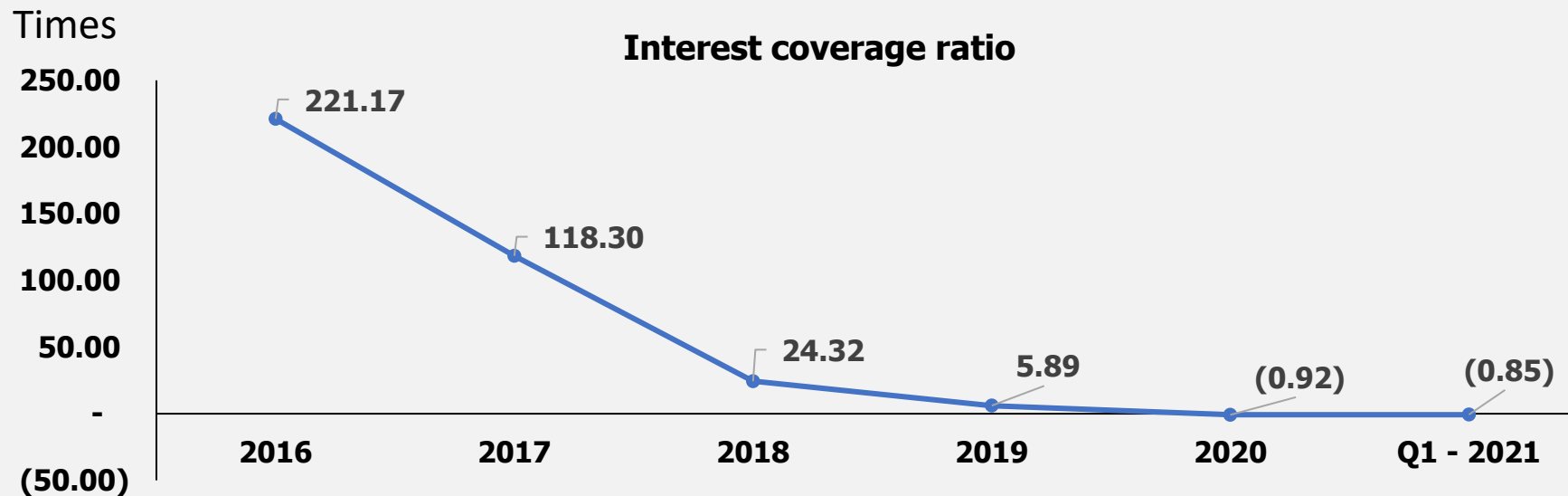
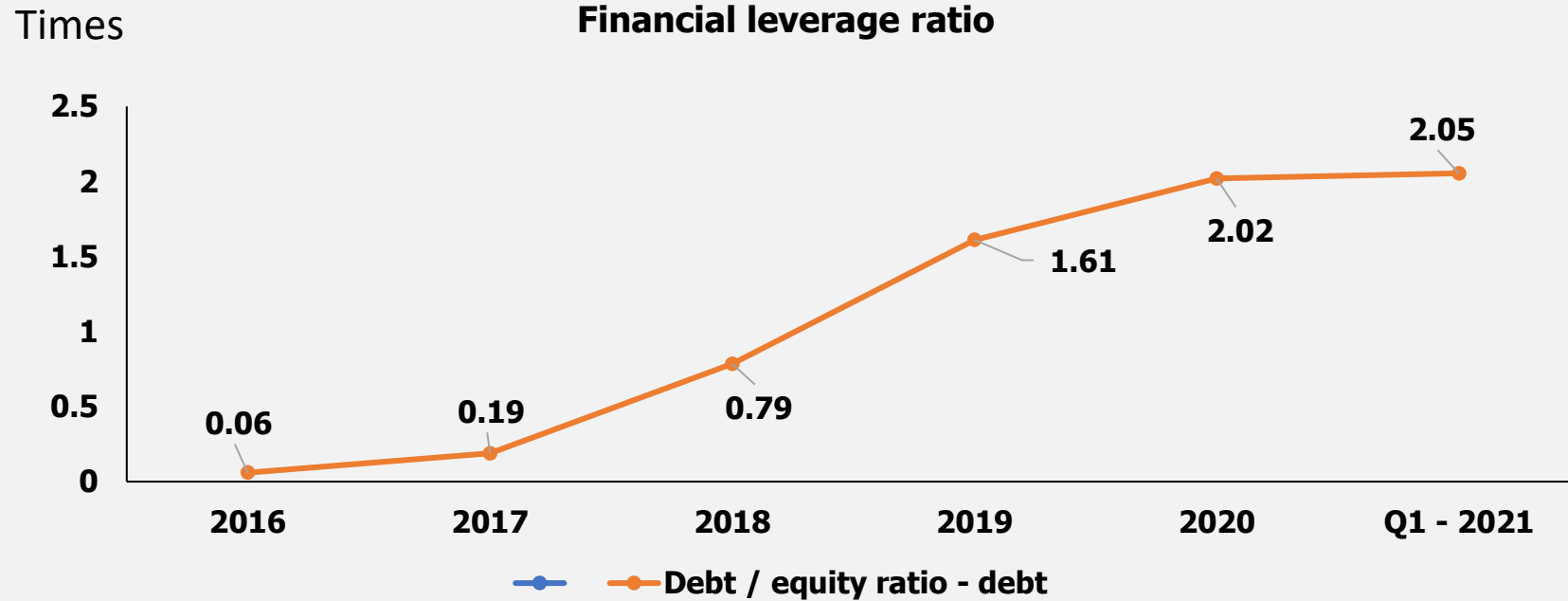
Statement of Financial Position

Rs.(million)	Sep -2020	Jun -2020	Variance	
				%
Property, plant and equipment	41,599.30	41,557.93	41.58	0.10
Other long term assets	150.45	150.25	-	-
	41,749.76	41,708.38	41.38	0.1
Current assets	7,504.85	7,326.13	178.72	2.44
Total assets	<u>49,254.61</u>	<u>49,034.51</u>	<u>220.10</u>	<u>0.45</u>
Equity	13,088.65	13,128.22	(39.57)	(0.30)
Long term loans	19,424.20	18,901.63	522.57	2.76
Others	2,574.85	2,643.38	(68.53)	(2.59)
	21,999.05	21,545.01	454.04	2.11
Current liabilities	14,166.91	14,361.28	(194.37)	(1.35)
Total liabilities	36,165.96	35,906.29	259.67	0.72
Total equity and liabilities	<u>49,254.61</u>	<u>49,034.51</u>	<u>220.10</u>	<u>0.45</u>

RATIO ANALYSIS - Liquidity



RATIO ANALYSIS – Capital Structure



Under Construction Projects:



- **Under Construction Projects:**

- During first week of Oct 2020, the 12 MW Waste Heat Recovery has started power generation
- Recently power generation from 1X12 MW out of 24 MW Coal Power Plant has started
- Power generation from the second 1X12 MW power point is expected to start soon.

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