



# **CORPORATE BRIEFING**

## **FY 2021**

November 24, 2021

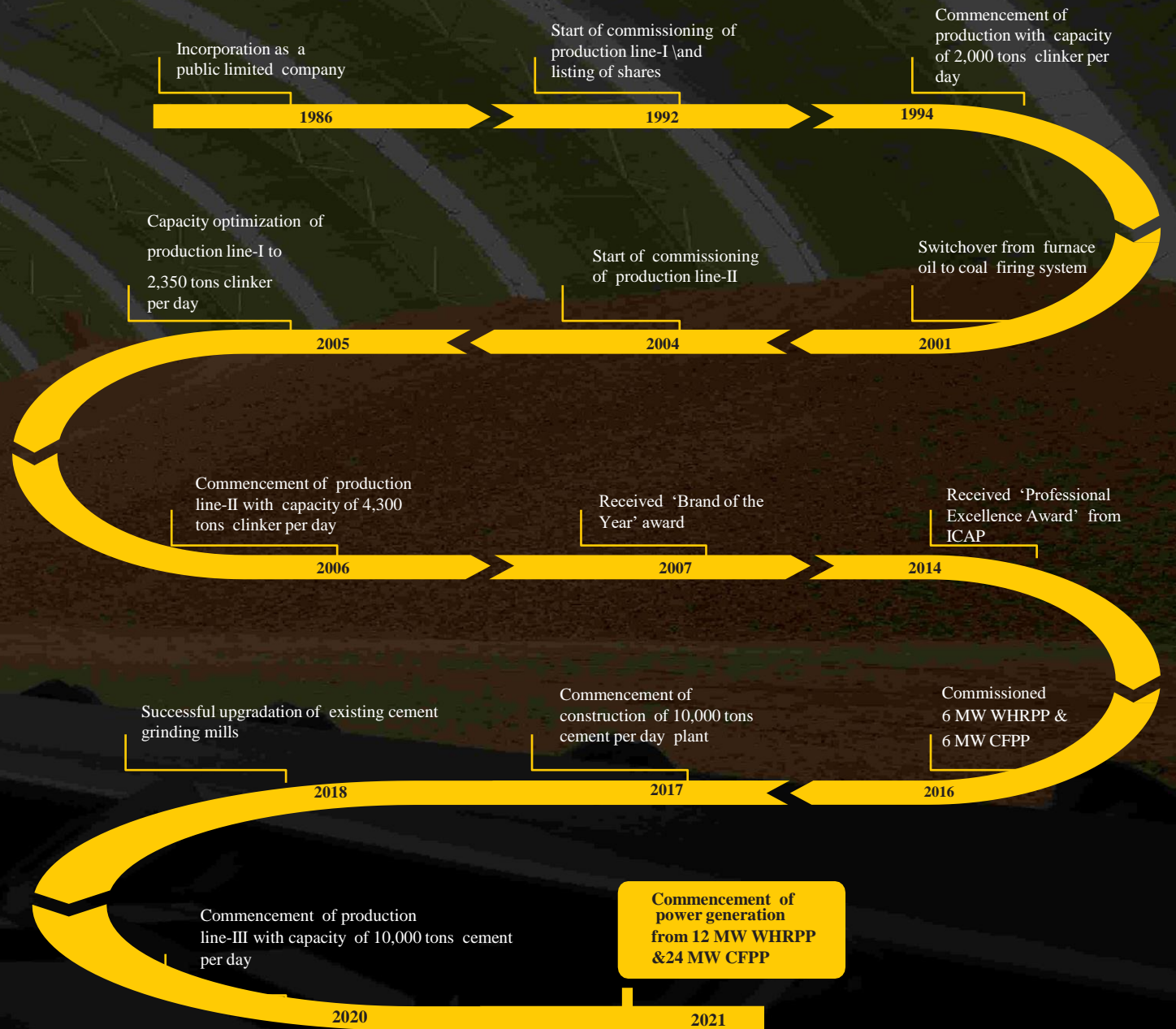




## ABOUT THE COMPANY

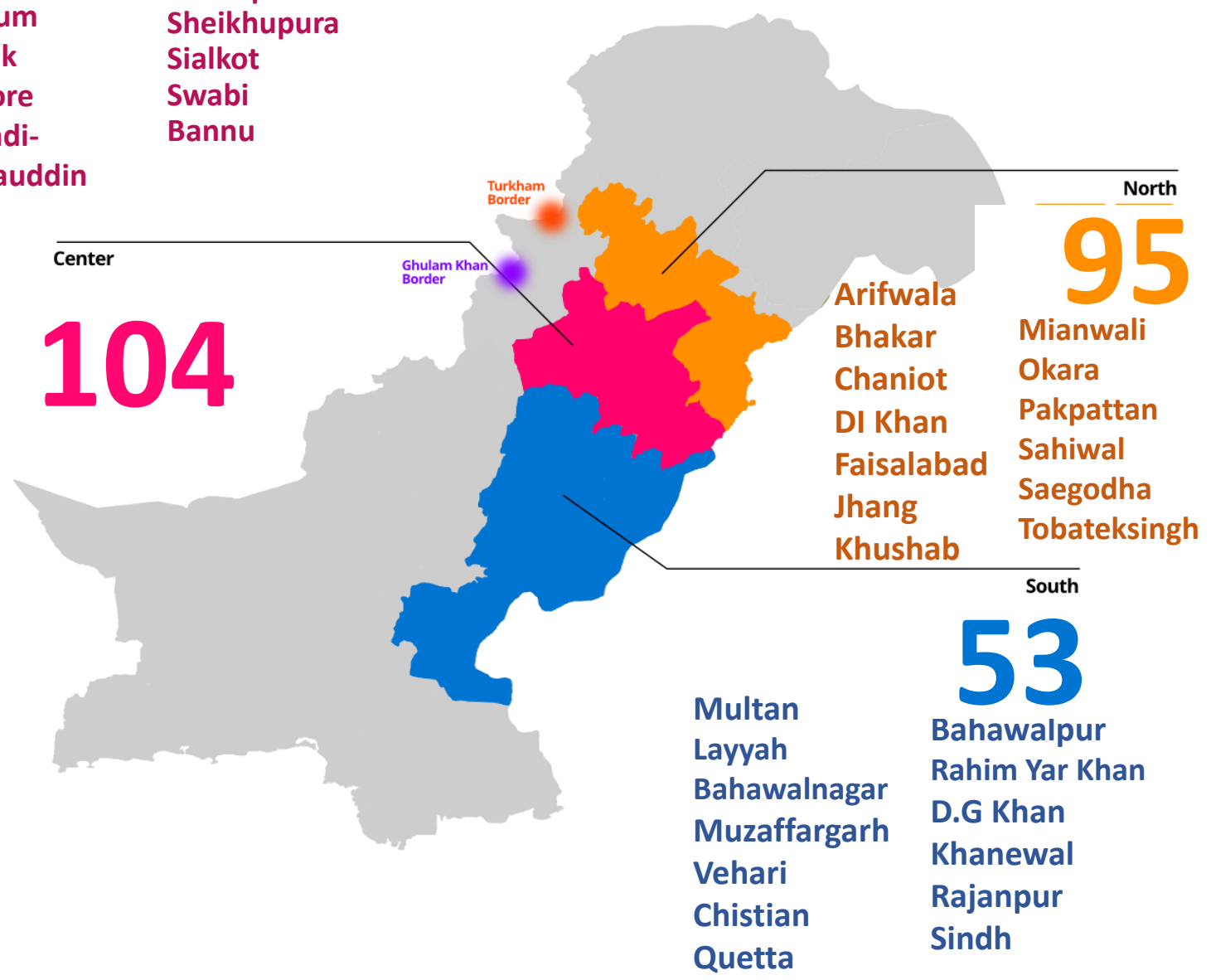
- Incorporated as a public limited company by shares on February 09, 1986 and was subsequently listed on the Pakistan Stock Exchange.
- Principal activity is the manufacturing and sale of Cement products.
- Plant is located at Jauharabad, Khushab - Land of the finest limestone reserves.
- As on September 30, 2021, total Market Capitalization is Rs. 20.06 billion i.e. US\$ 118 million.
- Annual turnover for the year 2020-21 was Rs. 21.82 billion i.e. US\$ 132.22 million.
- PCL's installed annual cement capacity is 5.2 million metric tons.
- Employs a team of more than 1,000 skilled and professional employees.

# History at a Glance:



Gujrawala  
Gujrat  
Hafizabad  
Jhelum  
Karak  
Lahore  
Mandi-  
bahaud-din

Mardan  
Narowal  
Rawalpindi  
Sheikhupura  
Sialkot  
Swabi  
Bannu



more than  
**250**  
DEALERS

North  
95  
Center  
104  
South



**Committed to be a responsible and ethical corporate citizen by following an active CSR strategy that focuses on Education, Health, Environment and Local Community Development.**

### **Education**

- Establishment and operations of schools in vicinity;
- Construction of an additional block in the District Public School in Jauharabad;
- Financial support to SOS Schools and the Quaidabad Vocational Training Institute;
- Construction of faculty residence for Pakistan's premiere business school, IBA.

### **Health**

- Medical Centre with dedicated emergency ambulance;
- Public dispensary in Chenki Village.

### **Environment Protection**

- ISO 14001:2015 and ISO 9001:2015 Certifications;
- Green Office compliant to reduce consumption of natural resources;
- Environmentally compliant coal firing burners;
- Waste heat recovery mechanism;
- Plantation of 45,000 trees with a target to reach 100,000 trees.

### **Local Community Development**

- Construction and maintenance of the Chenki village mosque,;
- Development and maintenance of roads connecting nearby villages to main approach.





**COMPANY  
PERFORMANCE**

# Production and Sale Volumes



Q1-2022	FY 2021	FY 2020	FY 2019	FY 2018	FY 2017
-----Tons'000-----					

## Production

Clinker	693	2,955	1,540	1,257	1,551	1,564
Cement	760	3,408	1,737	1,443	1,543	1,405

## Dispatches - Cement / Clinker

Domestic Market	778	3,368	1,723	1,384	1,577	1,634
International Market	-	13	12	62	69	36
	778	3,381	1,735	1,446	1,646	1,670

## Growth / Decline

Domestic Dispatches - YoY	12.4%	95.5%	24.5%	-12.2%	-3.5%	24.8%
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# Extracts from Statement of Financial Position



PIONEER  
CEMENT

as of close of reporting period

	Q1-2022	FY 2021	FY 2020
	----Rs. (Million)----		
Property, plant and equipment	42,827	42,945	41,558
Other long term assets	153	153	150
Current assets	8,442	8,383	7,326
<b>Total Assets</b>	<b>51,423</b>	<b>51,481</b>	<b>49,035</b>
Shareholders' equity	12,979	12,481	10,417
Surplus on revaluation of fixed assets	2,601	2,618	2,711
<b>Total Equity</b>	<b>15,580</b>	<b>15,099</b>	<b>13,128</b>
Long term loan (incl. current maturity)	21,418	21,534	20,622
Short term financing	5,617	5,257	5,892
<b>Total Debt - Banks</b>	<b>27,035</b>	<b>26,792</b>	<b>26,514</b>
Deferred Liabilities	1,897	1,752	1,838
Other liabilities	6,910	7,838	7,554
<b>Total Equity and Liabilities</b>	<b>51,423</b>	<b>51,481</b>	<b>49,035</b>

# Extracts from Statement of Financial Performance



**PIONEER  
CEMENT**

	<b>Q1-2022</b>	<b>FY 2021</b>	<b>FY 2020</b>
	----Rs. (Million)----		
Net turnover	6,197	21,818	6,287
Gross profit / (loss)	1,463	4,118	(103)
Operating profit / (loss)	1,319	4,021	(363)
Profit/ (loss) before taxation	739	2,203	(755)
Profit / (loss) after taxation	480	1,974	(210)
EBITDA	1,599	5,002	63
	-----Rs. per share -----		
Earnings / (loss)	2.12	8.69	(0.92)
Breakup value	69	66	58

## Key Performance Indicators - Financial



### Profitability

	Q1- 2022	FY 2021	FY 2020
	----- % -----		
Gross profit / (loss) to net sales	23.60	18.87	(1.64)
Operating profit / (loss) to net sales	21.29	18.43	(5.77)
Profit / (loss) after tax to net sales	7.75	9.05	(3.33)
EBITDA to net sales	25.80	22.93	1.00
Return on capital employed	18.87	13.35	(1.20)

### Liquidity

	----- Times -----		
Current ratio	0.51	0.49	0.51
EBITDA to current liabilities	0.38	0.29	0.00
Operational cashflows to net sales	0.09	0.20	0.08

## Key Performance Indicators - Financial



### Working Capital

	Q1- 2022	FY 2021	FY 2020
	----- Days -----		
Inventory	74.80	69.83	149.90
Receivable	13.85	12.91	17.71
Creditors	96.82	108.29	210.07
Operating cycle	(8.17)	(25.55)	(42.46)

### Capital Structure

	----- Times -----		
Financial leverage ratio	1.83	1.86	1.78
Debt / equity ratio - debt	1.74	1.77	2.02
Interest coverage ratio	2.27	2.21	(0.92)

# Questions

A photograph of a large industrial facility, possibly a refinery or chemical plant, at night. The scene is illuminated by various lights, creating a warm, orange-red glow. The facility features complex piping, scaffolding, and several tall distillation columns. A crane is visible in the background. The overall atmosphere is industrial and active.

# Thanks