



PIONEER  
CEMENT

# **CORPORATE BRIEFING SESSION FY 2022**

November 22, 2022





## 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 manufacturing and sale of cement products.
- Plant is located at Jauharabad, Khushab - Land of the finest limestone reserves.
- As on September 30, 2022, total market capitalization is Rs. 15.39 billion i.e. US\$ 66.93 million.
- As on September 30, 2022, total assets of the Company are Rs. 71.80 billion i.e. US\$ 313 million.
- Annual turnover for the year 2021-22 was Rs. 31.88 billion i.e. US\$ 154.75 million.
- PCL's installed annual cement capacity is 5.19 million metric tons.
- Employs a team of around 1,100 skilled and professional employees.

# History at a glance



**1986**

Incorporated as public limited company

**2004**

Start of commissioning of production line-II

**2014**

"Professional Excellence Award" from ICAP

**1992**

Start of commissioning of production line-I and listing of shares

**2005**

Capacity optimization of production line-I to 2,350 tons clinker per day

**2016**

Commissioned 6 MW WHRPP & 6 MW Coal Fired Power Plant

**2020**

Commencement of production from line-III with capacity of 10,000 tons cement per day

**1994**

Commencement of production with capacity of 2,000 tons clinker per day

**2006**

Commencement of production line-II with capacity of 4,300 tons clinker per day

**2017**

Commencement of construction of 10,000 tons cement per day plant

**2021**

Commencement of power generation from 12 MW WHRPP & 24 MW Coal Fired Power Plant

**2001**

Switchover from furnace oil as main fuel to coal firing system

**2007**

"Brand of the Year" award

**2018**

Successful upgradation of cement grinding mills at Line I & II

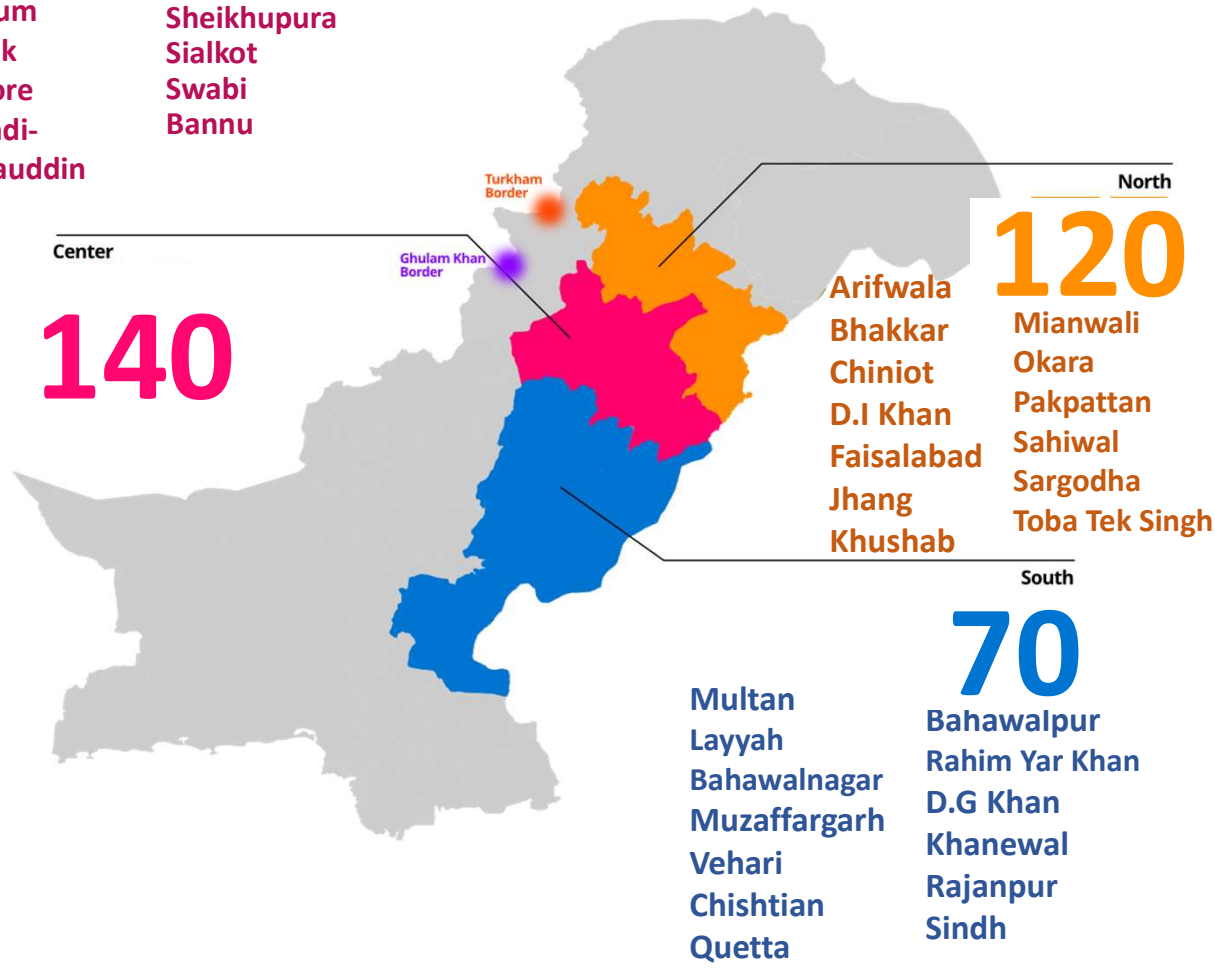
**2022**

Highest-ever dispatches of 3,388,349 tons and a topline of Rs. 31,879 million



Gujrawala  
Gujrat  
Hafizabad  
Jhelum  
Karak  
Lahore  
Mandi-  
bahaud-din

Mardan  
Narowal  
Rawalpindi  
Sheikhupura  
Sialkot  
Swabi  
Bannu



more than

**330**

DEALERS

**North**

**120**

**Center**

**140**

**South**

**70**



**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 additional blocks in District Public School Jauharabad and Sargodha;
- 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;
- Financial support to TB Centre Foundation.



### **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 trees.



### **Local Community Development**

- Construction and maintenance of the Chenki village mosque;
- Development and maintenance of 15 km stretched road connecting Chenki village to Jabbi village which provides convenience to thousands of commuters





**COMPANY  
PERFORMANCE**

## Production and Sale Volumes



	Q1-FY 2023	FY 2022	FY 2021	FY 2020	FY 2019	FY 2018
	-----Tons'000'-----					
<b>Production</b>						
Clinker	556	2,893	2,955	1,540	1,257	1,551
Cement	635	3,373	3,408	1,737	1,443	1,543
<b>Dispatches - Cement / Clinker</b>						
Domestic Market	634	3,388	3,368	1,723	1,384	1,577
International Market	-	-	13	12	62	69
	<b>634</b>	<b>3,388</b>	<b>3,381</b>	<b>1,735</b>	<b>1,446</b>	<b>1,646</b>
<b>(Decline) / Growth</b>						
Domestic Dispatches - YoY	(18.57%)	0.61%	95.46%	24.49%	(12.23%)	(3.51%)



## Extracts from Statement of Financial Position



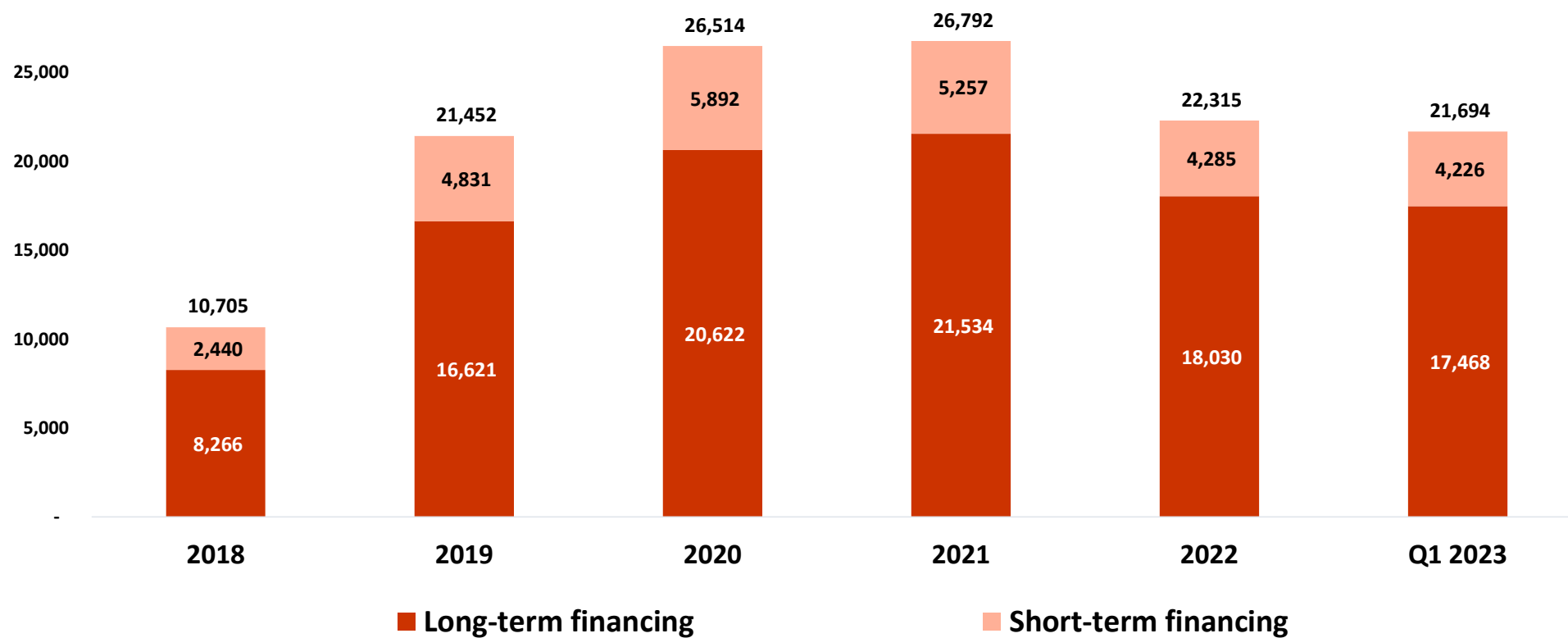
	Q1-FY 2023	FY 2022	FY 2021
	----Rs. in million----		
Property, plant and equipment	62,957	63,243	42,945
Other long term assets	170	170	153
Current assets	8,673	8,575	8,383
<b>Total Assets</b>	<b>71,800</b>	<b>71,988</b>	<b>51,481</b>
<b>Financed by</b>			
Shareholders' equity	14,290	13,593	12,481
Surplus on revaluation of fixed assets	16,067	16,178	2,618
<b>Total Equity</b>	<b>30,357</b>	<b>29,771</b>	<b>15,099</b>
Long term loan (incl. current maturity)	17,468	18,030	21,534
Short term financing	4,226	4,285	5,257
<b>Total Debt</b>	<b>21,694</b>	<b>22,315</b>	<b>26,792</b>
Deferred liabilities	10,661	10,512	1,758
Other liabilities	9,088	9,390	7,832
<b>Total Equity and Liabilities</b>	<b>71,800</b>	<b>71,988</b>	<b>51,481</b>



# Closing Banking Debt



Rs. in million



## Financial Performance Extracts



	<b>Q1-FY 2023</b>	<b>FY 2022</b>	<b>FY 2021</b>
	<b>----Rs. in million----</b>		
Net turnover	8,322	31,879	21,818
Gross profit	1,910	7,203	4,118
Operating profit	1,779	6,637	3,718
Profit before taxation	874	3,945	2,203
Profit after taxation	586	1,050	1,974
EBITDA	2,212	7,798	4,699
	<b>----Rs. Per ton of cement sold----</b>		
Net turnover	13,135	9,408	6,454
Gross profit	3,014	2,126	1,218
Operating profit	2,808	1,959	1,100
Profit before taxation	1,380	1,164	652
Profit after taxation	925	310	584
EBITDA	3,492	2,302	1,390
	<b>Rs. per share</b>		
Earnings per share	2.58	4.62	8.69
Breakup value per share	133.64	131.07	66.47

## Key Performance Indicators

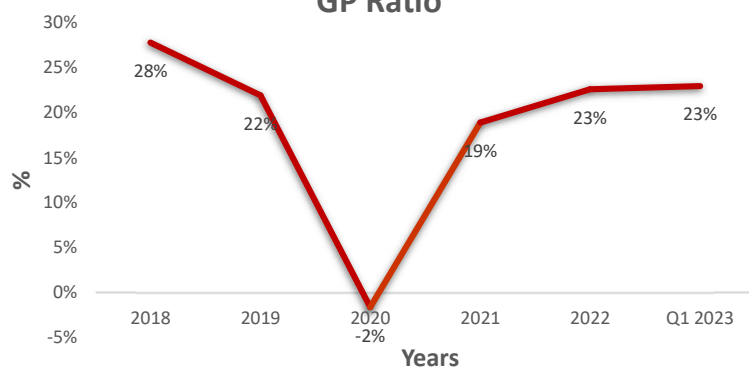


	Q1- FY 2023	FY 2022	FY 2021
	-----%-----		
<b><u>Profitability Ratios</u></b>			
Gross profit to net sales	22.95	22.60	18.87
Operating profit to net sales	21.38	20.82	17.04
Profit before tax to net sales	10.51	12.37	10.10
Profit after tax to net sales	7.04	3.29	9.05
EBITDA to net sales	26.58	24.46	21.54
Return on capital employed	25.20	22.62	13.34
	-----Times-----		
<b><u>Liquidity Ratios</u></b>			
Current ratio	0.52	0.50	0.49
Cash flow from operations to sales	0.18	0.26	0.20
EBITDA to current liabilities	0.53	0.46	0.29
<b><u>Capital Structure Ratios</u></b>			
Financial leverage	0.71	0.75	1.80
Debt to equity	1.52	1.64	2.15
Interest coverage	2.42	2.94	2.75

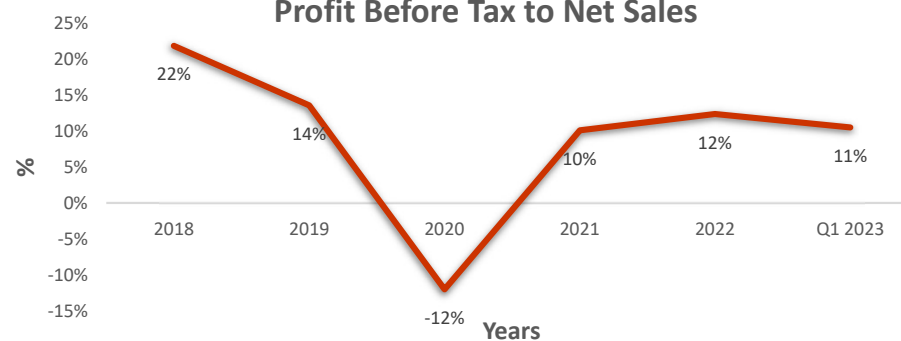


# Ratios – Graphical Presentation

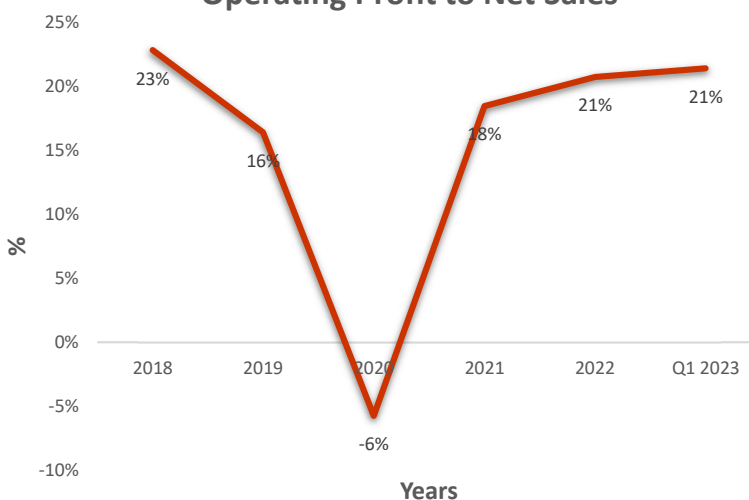
## GP Ratio



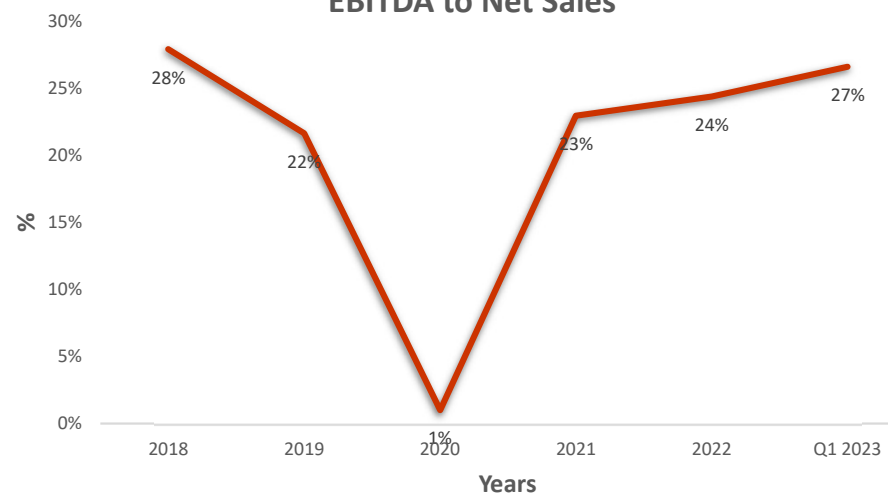
## Profit Before Tax to Net Sales



## Operating Profit to Net Sales



## EBITDA to Net Sales



# 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, reddish-orange glow. The facility features complex piping, scaffolding, and several tall distillation columns. A crane is visible in the background. The word "Thanks" is overlaid in a large, red, outlined font in the center of the image.

# Thanks