



SHAPING THE FUTURE



PIONEER
CEMENT

CORPORATE BRIEFING SESSION 2024

November 26, 2024

ABOUT PIONEER CEMENT LIMITED

The Vision is

To be the preferred provider of cement and building solutions in Pakistan

Incorporated in 1986 and subsequently listed on Pakistan Stock Exchange

Location of Plant is near Jauharabad, Khushab, the land of the finest limestone reserves

Human Capital includes a team of more than 1,000 employees

Market Capitalization
Rs. 38.31 billion (US\$ 137.63 million)

Total Assets
as at June 30, 2024 were Rs. 85.08 billion (US\$ 305 million)

Annual gross turnover
for FY 2024 was Rs. 49.24 billion (US\$ 176.88 million)

Annual installed cement production capacity
5.19 million metric tons

Geographical Presence
in Central, North and South Punjab

Dealers Network
143 in Lahore, 166 in Faisalabad & 39 in South Punjab

BRIEF HISTORY

2024

EPS Rs. 22.79

Dividend per share Rs. 15

New Head Office Building Completed

1986

Incorporation as
a Public Limited
Company

1994

Commencement
of Production
Line I

2001

Switchover from
Furnace Oil to
Coal

2006

Commencement
of Production
Line II

2016

Commissioned
6 MW WHRPP & 6
MW CFPP

2020

Commencement
of Production
Line III

2021

Commissioned
12 MW WHRPP &
24 MW CFPP

2023

Highest ever
Gross Turnover
Rs. 49.3 Billion

CSR

CORPORATE SOCIAL RESPONSIBILITY



- ISO 14001:2015, ISO 9001:2015 and ISO 45001: 2018 Certifications
- Environmentally compliant coal firing burners together with waste heat recovery mechanism
- Tree plantation with the resolve of fostering green legacy that will thrive for generations
- Advanced extensive dust collection equipment helping in reducing carbon footprints
- Green Office Diploma by WWF Pakistan, an authentication of quest towards a resource efficient entity



- Establishment and operations of primary schools in Chenki village
- Construction of additional blocks in District Public School Jauharabad and Sargodha
- Financial support to SOS Schools and the Quaidabad Vocational Training Institute
- Collaboration with Pakistan's leading business school, IBA for quality of their business curriculum and played a role in constructing a residential facility for the faculty members
- Collaboration with Ghulam Ishaq Khan institute to promote educational excellence

CSR

CORPORATE SOCIAL RESPONSIBILITY



- Development maintenance of 15 km road connecting Chenki village to Jabbi village providing convenience to local commuters
- New 2.1km bypass road is under construction which will bring relief to locals impacted by congestion.
- Construction and maintenance of the Chenki village mosque



- The Pioneer Medical Center at our plant provides free medical and emergency ambulance services not just to our employees but also to the local community
- Public dispensary in Chenki Village
- Financial support to TB Centre Foundation
- Health Safety and Environment (HSE) department promoting healthy working conditions , training of staff members and compliance with safety practices.

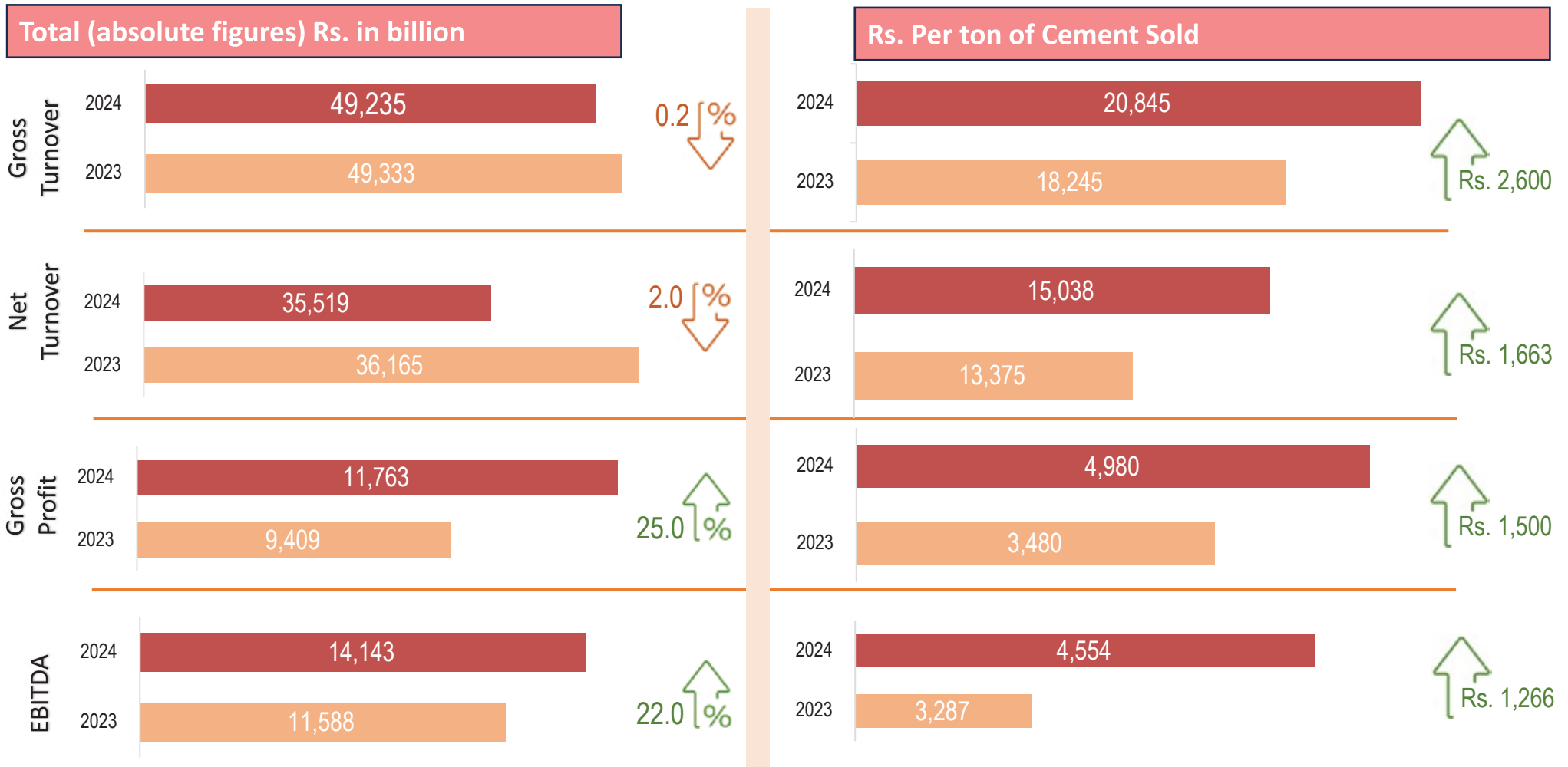
COMPANY PERFORMOMANCE

PRODUCTION AND SALE VOLUMES



| Particulars | Q1-FY 2025 | FY 2024 | FY 2023 | FY 2022 | FY 2021 | FY 2020 |
|---|------------|--------------|--------------|--------------|--------------|--------------|
| | Tons '000' | | | | | |
| Production | | | | | | |
| Clinker | 401 | 2,021 | 2,409 | 2,893 | 2,955 | 1,540 |
| Cement | 476 | 2,315 | 2,741 | 3,373 | 3,408 | 1,737 |
| Dispatch - Cement/ Clinker | | | | | | |
| Domestic Market | 463 | 2,362 | 2,704 | 3,388 | 3,368 | 1,723 |
| International Market | - | - | - | - | 13 | 12 |
| Total | 463 | 2,362 | 2,704 | 3,388 | 3,381 | 1,735 |
| Growth / (Decline) in Domestic Sales | | | | | | |
| Domestic Dispatches | (22.96%) | (12.65%) | (20.19%) | 0.59% | 95.47% | 24.49% |

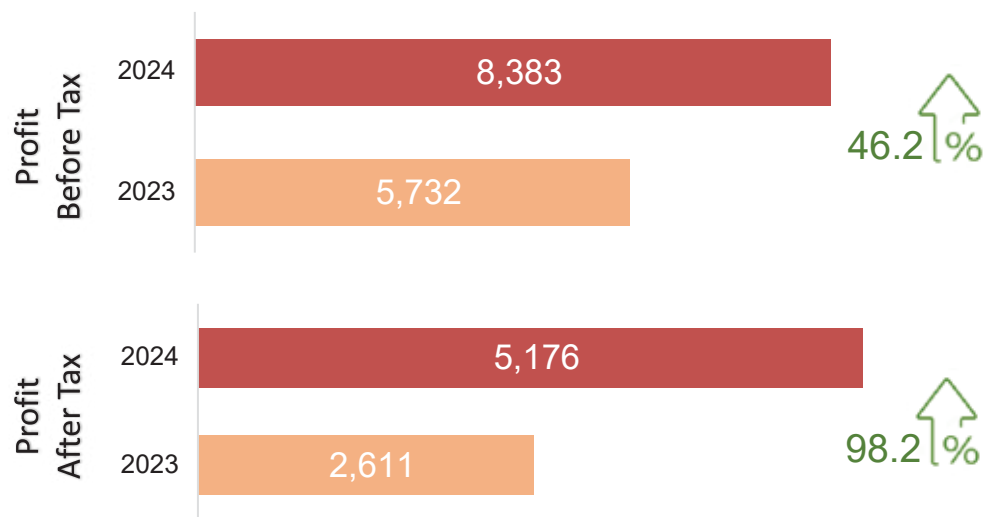
FINANCIAL PERFORMANCE (FY 2024) - GRAPHICAL PRESENTATION



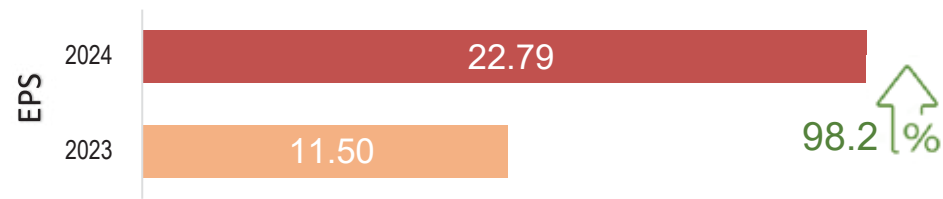
FINANCIAL PERFORMANCE (FY 2024) – GRAPHICAL PRESENTATION



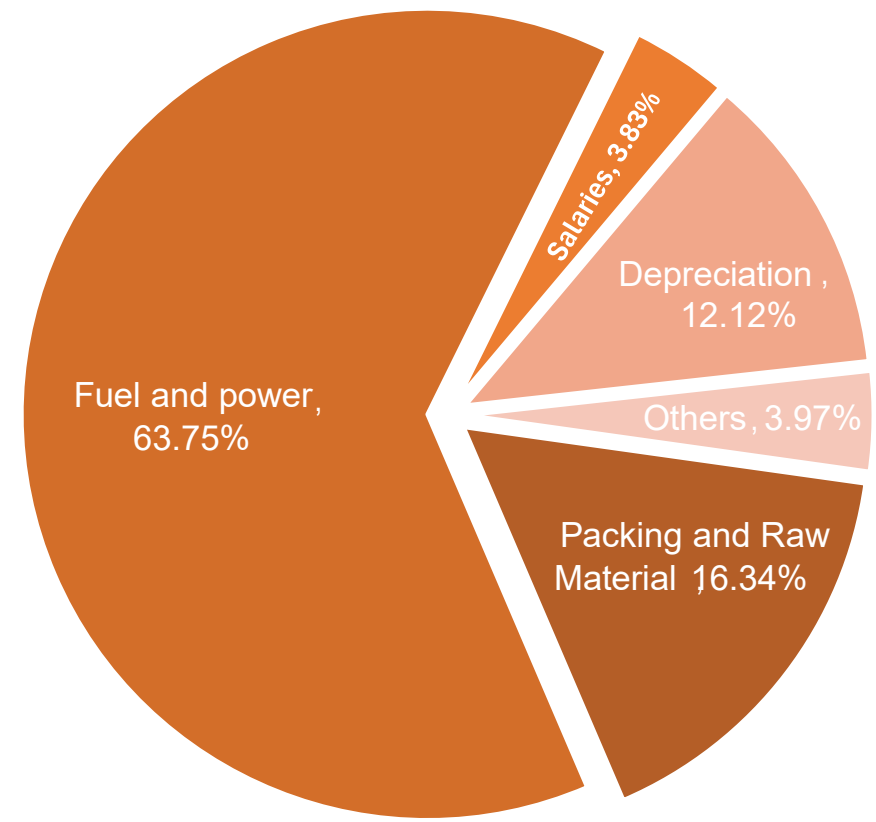
Total (absolute figures) Rs. in billion



Rs. Per Share



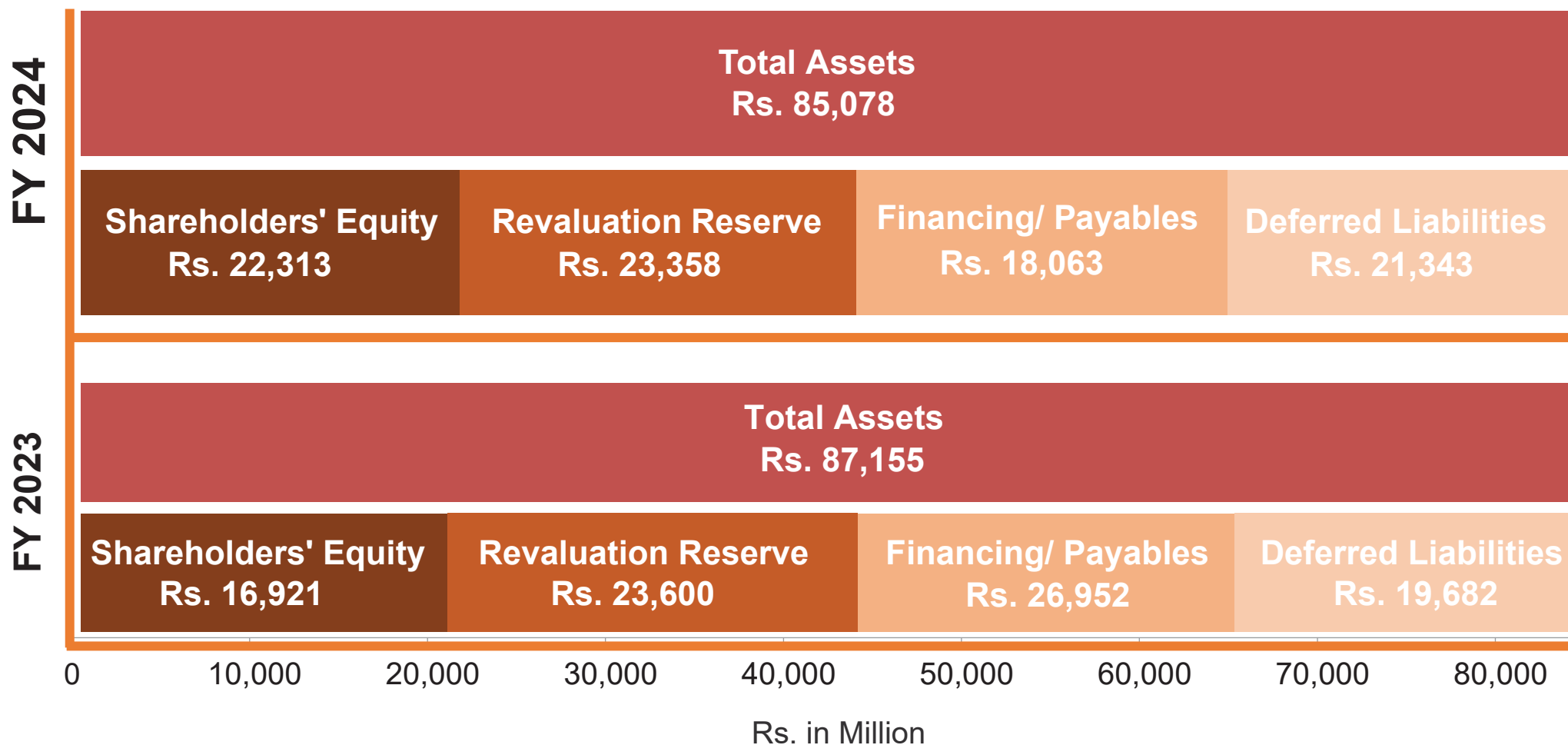
Composition of Cost of Goods Manufactured



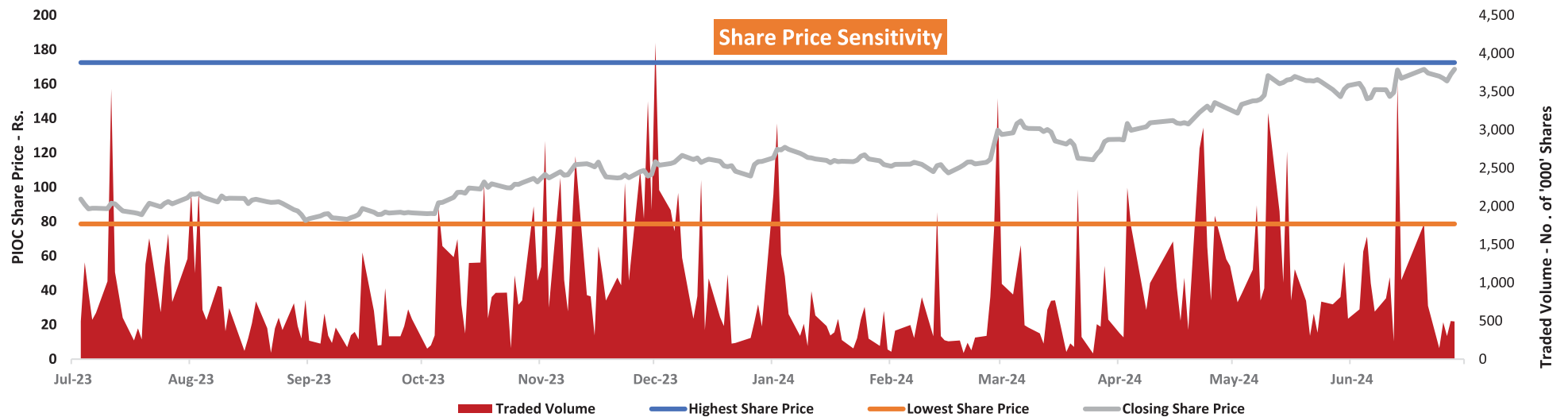
STATEMENT OF FINANCIAL POSITION – GRAPHICAL REPRESENTATION



Assets and Sourcing:



MAXIMIZING SHAREHOLDERS' RETURN



FY 2024

| Performance Indicator | Rs. Per Share |
|-----------------------|---------------|
| EPS | 22.79 |
| Highest Share Price | 172.50 |
| Average Share Price | 115.89 |
| Breakup Value | 201.07 |
| Dividend | 15.00 |
| | % |
| Dividend Payout ratio | 65.82 |

Since the commencement of our new production line, the Company has prioritized debt reduction as its utmost focus. With the debt now at a manageable level, the Board have declared the highest dividend payout ratio in the Company's history at 65.82%. This reflects commitment to maximizing shareholder value while ensuring long-term financial stability.

STATEMENT OF PROFIT OR LOSS – Q1 FY 2025



| Particulars | Period ended September 30 | | Variance with |
|--------------------------|---------------------------|------------------|---------------|
| | 2024 (Actual) | 2023 (Actual) | SPLY |
| | Rs. in thousand | | |
| Gross Turnover | 11,845,755 | 12,088,814 | (243,059) |
| Net turnover | 7,890,606 | 8,712,228 | (821,622) |
| Cost of sales | (5,489,766) | (6,061,838) | 572,072 |
| Gross profit | 2,400,840 | 2,650,390 | (249,550) |
| | 30.43% | 30.42% | |
| Distribution costs | (40,803) | (61,487) | 20,684 |
| Administrative expenses | (137,065) | (79,479) | (57,586) |
| Other expenses | (105,572) | (78,999) | (26,573) |
| | (283,440) | (219,965) | (63,475) |
| Operating profit | 2,117,400 | 2,430,425 | (313,025) |
| Other income | 52,578 | 6,986 | 45,592 |
| Unrealized Gain | - | 47,352 | (47,352) |
| Finance costs | (493,158) | (950,185) | 457,027 |
| | (440,580) | (895,847) | 455,267 |
| Profit before tax | 1,676,820 | 1,534,578 | 142,242 |
| Taxation | (653,960) | (601,555) | (52,405) |
| Profit after tax | 1,022,860 | 933,023 | 89,837 |
| EPS - Rs. | 4.50 | 4.11 | 0.39 |

THANK YOU