Flash Note

Friday, September 26, 2025

Cement

Pioneer Cement Company Limited (PIOC)

Earnings: Pioneer Cement Company Limited (PIOC) announced it 4QFY25 result. The Company reported earnings for 4QFY25 of PKR 1.1bn (PKR 4.97/share), down by -16%y/y compared to earnings of PKR 1.3bn (PKR 5.93/share) in the same period last year likely due to increase in effective tax rate. For FY25, the Company reported earnings of PKR 4.9bn (EPS PKR 21.47/share) down by -16%y/y compared to PKR 5.2bn (EPS PKR 22.79/share) in the same period last year.

Dividend/Payout: The Company announced a cash dividend of PKR 5.0/share along with the result. This brings total payout for FY25 to PKR 10/share.

Operating Performance: During 4QFY25, company's net sales increased by +6%y/y (+9% q/q) to PKR 8.6bn as compared to same period last year, likely owing to higher prices despite the decline in domestic dispatches by -12%y/y. Finance cost declined considerably by -49%y/y to PKR 0.3bn as compared to PKR 0.6bn same period last year backed by monetary easing and deleveraging efforts by the Company. 4QFY25 Gross margins declined to 27% compared to 35% in SPLY. The effective tax rate during 4QFY25 stood at 42% compared to 36% during the same period last year bringing total effective tax for FY25 to 40% against 38% last year.

Exhibit: Fauji Cement Company Limited (FCCL) Financial highlights

For period ending: 4q/25

PKRbn	FY25	4q/25	3q/25	2q/25	FY24	4q/24	3q/24	2q/24	ΔYoY	ΔQoQ
Net Sales	33.3	8.6	7.9	8.9	35.5	8.1	8.6	10.1	6%	9%
Gross Profits	10.4	2.3	2.0	3.7	11.8	2.9	2.7	3.5	-20%	15%
Admin	0.5	0.1	0.1	0.1	0.3	0.1	0.1	0.1	-6%	-27%
EBIT	9.5	2.2	1.9	3.2	11.2	2.7	2.6	3.4	-15%	20%
Finance cost	1.4	0.3	0.3	0.3	2.8	0.6	0.7	0.6	-49%	-1%
Profit before tax	8.1	1.9	1.6	2.9	8.4	2.1	1.9	2.8	-8%	23%
Taxation	3.2	0.8	0.6	1.1	3.2	0.8	0.7	1.1	8%	35%
Profit after Tax	4.9	1.1	1.0	1.8	5.2	1.3	1.2	1.7	-16%	16%
EPS*	**21.47**	**4.97**	**4.29**	**7.70**	**22.79**	**5.93**	**5.29**	**7.45**	**-16%**	**16%**
DPS	**10.00**	**5.00**	**0.00**	**5.00**	**15.00**	**5.00**	**10.00**	**0.00**	**0.00**	**-**
Gross Margins	31%	27%	26%	42%	33%	35%	32%	35%	-8%	1%
EBIT Margins	29%	26%	24%	36%	32%	33%	31%	34%	-7%	2%
Effective tax	40%	42%	38%	39%	38%	36%	38%	40%	6%	4%
Net Margins	15%	13%	12%	20%	15%	17%	14%	17%	-3%	1%

Source: Company Accounts, IGI Research, *Number of Shares (mn): 227.1

Analyst
Sania Bajwa
sania.bajwa@igi.com.pk
Tel: +92 21 111 234 234 Ext: 569

Important Disclaimer and Disclosures

Research Analyst(s) Certification: The Research Analyst(s) hereby certify that the views about the company/companies and the security/ securities discussed in this report accurately reflect his or her or their personal views and that he/she has not received and will not receive direct or indirect compensation in exchange for expressing specific recommendations or views in this report. The analyst(s) is principally responsible for the preparation of this research report and that he/she or his/her close family/relative does not own 1% or more of a class of common equity securities of the following company/companies covered in this report.

Disclaimer: The information and opinions contained herein are prepared by IGI Finex Securities Limited and is for information purposes only. Whilst every effort has been made to ensure that all the information (including any recommendations or opinions expressed) contained in this document (the information) is not misleading or unreliable, IGI Finex Securities Limited makes no representation as to the accuracy or completeness of the information. Neither, IGI Finex Securities Limited nor any director, officer or employee of IGI Finex Securities Limited shall in any manner be liable or responsible for any loss that may be occasioned as consequence of a party relying on the information. This document takes no account of the investment objectives, financial situation and particular needs of investors, who shall seek further professional advice before making any investment decision. The subject Company (ies) is a client of the IGI Finex Securities Limited and IGI Finex Securities offers brokerage services to Subject Company (ies) on a regular basis, in line with industry practice. This document and the information may not be reproduced, distributed or published by any recipient for any purpose. This report is not directed or intended for distribution to, or use by any person or entity not a client of IGI Finex Securities Limited, else directed for distribution. All Research Analysts are receiving fixed pay and reporting directly to Head of Research who reports to CEO.

Rating system: IGI Finex Securities employs three tier ratings system, depending upon expected total return (return is defined as capital gain exclusive of tax) of the security in stated time period, as follows:

Recommendation Rating System
Buy if target price on aforementioned security (ies) is more than 10%, from its last closing price(s)
Hold if target price on aforementioned security (ies) is in between -10% and 10%, from its last closing price(s)
Sell if target price on aforementioned security (ies) is less than -10%, from its last closing price(s)

Valuation Methodology: To arrive at Target Prices, IGI Finex Securities uses different valuation methodologies including

- Discounted Cash Flow (DCF)
- Reserve Based DCF
- Dividend Discount Model (DDM)
- Justified Price to Book
- Residual Income (RI)
- Relative Valuation (Price to Earning, Price to Sales, Price to Book)

Risk: Investment in securities are subject to economic risk, market risk, interest rate risks, currency risks, and credit risks, political and geopolitical risks. The performance of company (ies) covered herein might unfavorably be affected by multiple factors including, business, economic, and political conditions. Hence, there is no assurance or guarantee that estimates, recommendation, opinion, etc. given about the security (ies)/company (ies) in the report will be achieved.

Basic Definitions and Terminologies used: Target Price: A price target is the projected price level of a financial security stated by an investment analyst or advisor. It represents a security's price that, if achieved, results in a trader recognizing the best possible outcome for his investment, **Last Closing:** Latest closing price, **Market Cap.:** Market capitalization is calculated by multiplying a company's shares outstanding by current trading price. **EPS:** Earnings per Share. **DPS:** Dividend per Share. **ROE:** Return on equity is the amount of net income returned as a percentage of shareholders' equity. **P/E:** Price to Earnings ratio of a company's share price to its per-share earnings. **P/B:** Price to Book ratio used to compare a stock's market value to its book value. **DY:** The dividend yield is dividend per share, divided by the price per share.

IGI Finex Securities Limited
Research Analyst(s)
Research Identity Number: BRP009

Contact Details

Equity Sales

Zaeem Haider Khan	Head of Equities	Tel: (+92-42) 35301405	zaeem.haider@igi.com.pk
Syeda Mahrukh Hameed	Regional Head (North)	Tel: (+92-42) 38303564	mahrukh.hameed@igi.com.pk
Muhammad Naveed	Regional Manager (Islamabad & Upper North)	Tel: (+92-51) 2604861-62	muhammad.naveed@igi.com.pk
Faraz Naqvi	Branch Manager (Karachi)	Tel: (+92-21) 111 234 234 Ext: 826	faraz.naqvi@igi.com.pk
Shakeel Ahmad	Branch Manager (Faisalabad)	Tel: (+92-41) 2540843-45	shakeel.ahmad1@igi.com.pk
Asif Saleem	Equity Sales (RY Khan)	Tel: (+92-68) 5871652-56	asif.saleem@igi.com.pk
Mehtab Ali	Equity Sales (Multan)	Tel: (+92-61) 4512003	mahtab.ali@igi.com.pk

Research Team

Abdullah Farhan	Head of Research	Tel: (+92-21) 111-234-234 Ext: 912	abdullah.farhan@igi.com.pk
Sakina Makati	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 810	sakina.makati@igi.com.pk
Sania Bajwa	Research Analyst	Tel: (+92-21) 111-234-234 Ext: 569	sania.bajwa@igi.com.pk
Sufyan Siddiqui	Database Officer	Tel: (+92-21) 111-234-234 Ext: 888	sufyan.siddiqui@igi.com.pk

IGI Finex Securities Limited
Trading Rights Entitlement Certificate (TREC) Holder of Pakistan Stock Exchange Limited |
Corporate member of Pakistan Mercantile Exchange Limited
Website: www.igisecurities.com.pk

Head Office
Suite No 701-713, 7th Floor, The Forum, G-20,
Khayaban-e-Jami Block-09, Clifton, Karachi-75600
UAN: (+92-21) 111-444-001 | (+92-21) 111-234-234
Fax: (+92-21) 35309169, 35301780

Lahore Office
Shop # G-009, Ground Floor,
Packages Mall
Tel: (+92-42) 38303560-69
Fax: (+92-42) 38303559

Islamabad Office
3rd Floor, Kamran Centre,
Block- B, Jinnah Avenue, Blue Area
Tel: (+92-51) 2604861-2, 2604864, 2273439
Fax: (+92-51) 2273861

Faisalabad Office
Office No. 2, 5 & 8, Ground Floor, The
Regency International 949, The Mall
Faisalabad
Tel: (+92-41) 2540843-45

Rahim Yar Khan Office
Plot # 12, Basement of Khalid Market,
Model Town, Town Hall Road
Tel: (+92-68) 5871652-3
Fax: (+92-68) 5871651

Multan Office
Mezzanine Floor, Abdali Tower,
Abdali Road
Tel: (92-61) 4512003, 4571183

IGI Finex Securities Limited
Research Analyst(s)
Research Identity Number: BRP009