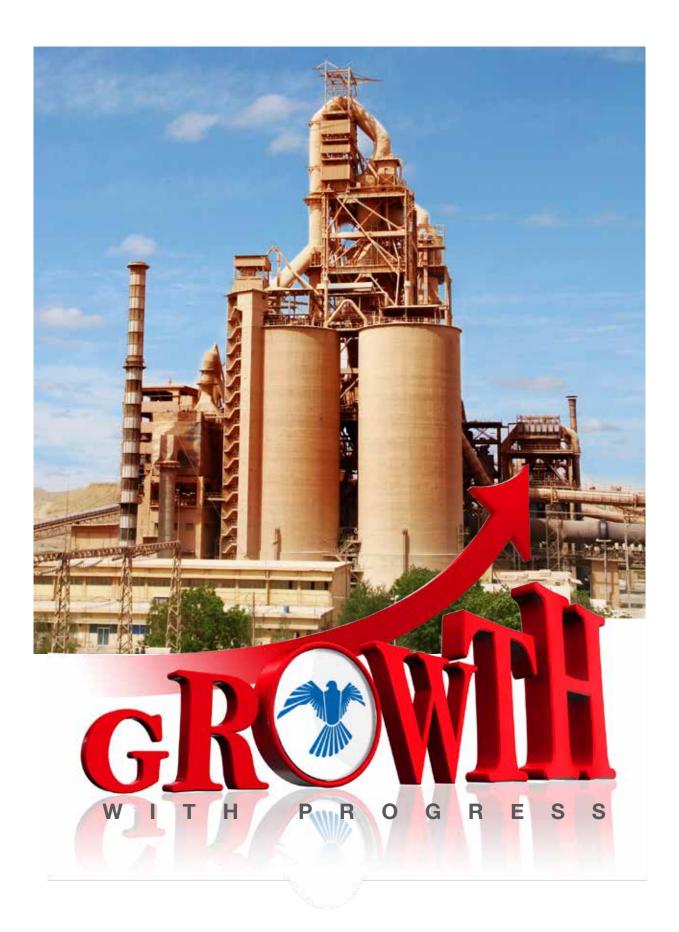
Annual Report 2016







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Vision

To be the leading organization continuously providing high quality cement, excelling in every aspect of its business and to remain market leader in Cement Industry.

Mission

To be a premier and reputable cement manufacturing company dedicated to become an industry leader by producing quality products, providing excellent services, enhancing customer satisfaction and maximizing shareholders' value through professionalism and dedicated teamwork.





Company Information

Board of Directors

Dr. Ghaith R. Pharaon (Chairman) Laith G. Pharaon Wael G. Pharaon Shuaib A. Malik Abdus Sattar Agha Sher Shah Babar Bashir Nawaz

Chief Executive

Babar Bashir Nawaz

Alternate Directors

Shuaib A. Malik Irfan Amanullah Fakhrul Islam Baig

Audit Committee of the Board

Abdus Sattar Shuaib A. Malik Agha Sher Shah Chairman Member Member

HR & Remuneration Committee

Shuaib A. Malik Chairman Abdus Sattar Babar Bashir Nawaz

Member Member

Company Secretary

Irfan Amanullah

Bankers

The Bank of Punjab Limited Allied Bank Limited MCB Bank Limited Askari Bank Limited United Bank Limited **NIB Bank Limited** Bank Al-Habib Limited Meezan Bank Limited National Bank of Pakistan Limited Habib Bank Limited Samba Bank Limited Dubai Islamic Bank limited Faysal Bank Limited



Auditors A.F. Ferguson & Co. Chartered Accountants

Cost Auditors Naveed Zafar Ashfaq Jaffery & Co. Chartered Accountants

Registered Office

D - 70, Block-4, Kehkashan-5 Clifton, Karachi-75600 Tel: (92-21) 35309773-4 UAN: (92-21) 111 17 17 17 Fax: (92-21) 35309775 Email: acpl@attockcement.com Website: www.attockcement.com

Plant

Hub Chowki, Lasbella Baluchistan

Legal Advisor

Sattar & Sattar Attorneys at Law

Share Registrar

Technology Trade (Pvt) Limited Dagia House, 241 - C, Block - 2 PECHS, Off: Shahrah-e-Quaideen, Karachi. Tel: (92-21) 34391316 - 17 Fax: (92-21) 34391318

Board of Directors



Dr. Ghaith R. Pharaon Chairman



Laith G. Pharaon



Wael G. Pharaon



Shuaib A. Malik



Abdus Sattar



Agha Sher Shah



Babar Bashir Nawaz





Quality, Health, Safety & Environmental Policy

We are committed to produce premium quality cement to the satisfaction of our valued customers.

We will achieve this standard through:

- Effective implementation of an Integrated Quality, Environment, Health & Safety Management System based on ISO 9001, ISO 14001 and OHSAS 18001 requirements;
- Compliance with applicable and relevant legal & customer requirements with regards to Product Specification, Environment and Health & Safety;
- Prevention of product rejection, Environmental pollution and safety incidents / accidents in our operations;
- Continual improvement in our processes and products by developing SMART Objectives / Targets and achieving them; and
- Creating awareness, understanding and ownership of this policy throughout the organization.



Core Values

Ethics

The Company follows highest standards of ETHICS with special reference to business integrity and process transparency. All our standards and processes can stand the test of scrutiny. We maintain the highest level of integrity both as individuals and as a corporate organization.

Quality

The Company is committed to provide its customers QUALITY products that provide them best value for their money. We promote high standard and timely delivery of quality products.

People

The Company ensures that it operates in a safe environment conducive to efficient productivity. The Company is committed to provide an environment free from discrimination for its people. Open communication, participative decision making approach and nurturing of the leadership qualities are the values followed by the Company. An employee reward system has been developed guided by a transparent system of recognition. We encourage and respect team spirit among our human resources.

Business Excellence

The Company believes in maximizing shareholders' value through strategic investment, sustainable growth and application of best available technology to achieve desired results.



Whistle Blowing Policy Statement

The Management encourages whistle blowing culture in the organization and has adopted a culture to detect, identify and report any activity which is not in line with the Company policies, any misuse of Company's properties or any breach of law which may affect the reputation of the Company. The Company has adopted the best corporate policies to protect employee(s) who report corporate wrongdoings, illegal conduct, internal fraud and discrimination against retaliation.

The Company promotes transparency and accountability through publication of accurate financial information to all the stakeholders, implementation of sound, effective and efficient internal control system and operational procedures.

All Executives have signed a code of conduct and the Company takes any deviation very seriously.

The Company encourages Whistle Blowing System to raise the issue directly to Chief Executive and / or to the Company Secretary provided that:-

 The Whistleblower has sufficient evidence(s) to ensure genuineness of the fact after a proper investigation at his own end;

- The Whistleblower understands that his act will cause more good than harm to the Company and he / she is doing this because of his loyalty with the Company; and
- The Whistleblower understands the seriousness of his / her action and is ready to assume his / her own responsibility.

The Management understands that through the use of a good Whistle Blowing Plan, they can discover and develop a powerful ally in building trust with its employees and manage fair and transparent operations. The Company therefore provides a mechanism whereby any employee who meets the above referred conditions can report any case based on merit without any fear of retaliation and reprisal.



Corporate Social Responsibility

We define Corporate Social Responsibility (CSR) as our commitment to work as partners with all our stakeholders to effectively improve the quality of life of the members of our workforce, their families and the local communities around our facilities.

CSR is locally managed and specific responsibilities have been assigned for coordinating local projects, communicating CSR activities internally and to external stakeholders, establishing stakeholders' dialogue and relations, as well as participating in corporate monitoring, evaluation and reporting.

Our CSR approach focuses on six main pillars; business conduct, employment practices, occupational health & safety (OH&S), community involvement, customer and supplier relations and monitoring & reporting.

Employment Practices

Attock Cement counted 812 employees as at June 30, 2016. A large share of this number live in Communities where we are a major employer and source of income.

We pay competitive wages and offer employees numerous benefits, including professional development opportunities through internal training and payment of tuition for approved external programs.



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Occupational Health & Safety

We are committed to provide healthy and safe workplaces. Towards this end, we have embarked on a comprehensive assessment and renewal of our approach to the management of occupational health and safety and all production facilities are fully compliant with quality standards. The Company operates a 6 beds hospital in the area near its factory

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premises. The treatment is free for the local communities. Medical camps are also organised in nearby goths to provide general medical treatment and medicines to sick and needy people.



Community Relations

We are committed to be responsible neighbours. This means operating in compliance with applicable regulations and being an integral part of the life of our communities. We accomplish this through support of local non profit organizations, providing access to our properties and engaging in constant dialogue with residents to inform them of our activities and listen and respond to their concerns.

Through these and other actions, we seek to make a difference in our community. Our presence has a measurable positive economic impact on our community.

Our products are essential to the construction industry, a key driver of economic activity that generates significant direct and indirect benefits in the value chain. Because our cement is generally consumed in proximity to their source, their utilization benefits local communities.

Combined with the salaries and benefits, direct and indirect taxes that we pay annually, as well as our capital expenditures, our presence has a measurable positive economic impact not only on our communities but also on the country as a whole.





Education

The Company currently operates two Primary and Secondary level schools that impart education to children of both plant employees and also those from neighbouring villages.

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The Company sponsored TCF - Dr. Rachad Pharaon Campus, primary section has started its academic activities from April, 2010 under the supervision of The Citizen Foundation (TCF), a non profit organization.

Primary and Secondary sections have the capacity of over 600 students. This school has been equipped with all modern facilities.





Operational Achievements

1,866,997 Highest Ever Clinker Production in M Tones

330 days Highest Ever Kiln Running Days in Line 2

1,970,589

Highest Ever Dispatches in M Tones



Financial Achievements

Rs. 13.9 Billion Highest Ever Net Sales in Value

Rs. 4.2 Billion Highest Ever Profit Before Tax

Rs. 2.9 Billion Highest Ever Profit After Tax







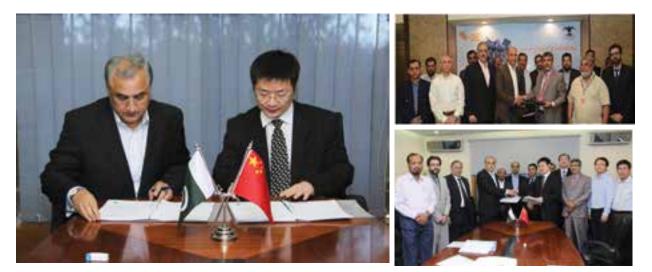




Enhancement in Cement Production Capacity by 1.2 Million Tons Per Annum

Letters of Credit for supply of complete Plant & Machinery and Waste Heat Recovery System (WHRS) have been established with suppliers.

Necessary work on civil, mechanical and electrical infrastructure / installation is now being carried out.





Corporate Strategy



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Objectives

The Company follows a duly approved Corporate Objectives, which consists of the following main points:-

- To maintain its position as a leading manufacturer of quality products that surpass both national and international standards.
- Growth, expansion and sustained profitability are the guiding principles of ACPL's business model.
 Focusing on the strategic plans to grow the business beyond the borders, while enhancing the market share locally in South.
- To retain its lines of processes at highest level of operational efficiency.
- To achieve competitive operating margins with continuous growth both in productivity and profitability.
- To provide competitive rate of return to its shareholders on their investments.
- To remain committed in delivering quality and value to its customers and providing high quality cement products suitable for all construction purposes. To embrace consistency in high standards of service delivery.
- To continue with the commitment to provide a secure and innovative workplace for all its human resources.
- To remain committed by producing products in an environmentally and socially responsible manner.

To achieve these strategic corporate objectives, the Company generally follows the following broad and approved strategy:

Strategy

The Company would continue to invest in the product quality by enhancing and upgrading its production and quality facilities through strategic investments in its plant operations and ensure that such investment results in cost-effective operations. The company would also invest in continuous product development pegged on changing global and national market trends, industrial and hi-tech progression and dynamic customer needs. The company is dedicated to discover and implement change to achieve continuous customer satisfaction.

The Company would supply its products in diverse markets to achieve a healthy and growth oriented sales mix, focus towards a strong presence of its products in all the markets to achieve dynamic financial results, with maximum returns to all the stakeholders.

The Company would continue to invest in projects which ensure a healthy and safer environment for its employees. It would also continue to demonstrate its commitment to better and brighten lives for the community by sponsoring a wide range of community development projects. ACPL has played a major role and it will continue its contribution in building the nation.

Management



Management Committee

The Committee meets under the chairmanship of the Group Regional Chief Executive to coordinate the activities and operations of the Company.

Executive Committee

CEO leads the Executive Committee. The Committee is responsible for preparing the strategic plan for the future growth of the Company. The Committee also reviews major projects and formulates recommendations after evaluation from technical and commercial aspects.

Procurement Committee

The Procurement Committee is responsible for ensuring that procurement of assets, goods and services are made in accordance with Company policies and procedures on competitive and transparent terms.

Risk Management Committee

The Risk Management Committee is responsible for ensuring that procedures to identify and continuously update risks are in place. The Committee oversees the process of assessment of the possible impact and likelihood of occurrence of identified risks. The Committee is also responsible for formulating a risk management response to effectively address and manage risks.

IT Steering Committee

IT Steering Committee is responsible for developing and implementing an IT strategy for the Company. The Committee oversees the automation of processes and systems in line with latest technology. The Committee is also responsible for development of contingency and disaster recovery plans.

Budget Committee

The Budget Committee reviews and approves the annual budget proposals prior to being presented for the approval of the Board. The Committee also monitors utilization of the approved budget.

Safety Committee

The Safety Committee reviews and monitors company wide safety practices. It oversees the safety planning function of the Company and is responsible for safety training and awareness initiatives.

Awards and Certificates



Mr. Babar Bashir Nawaz, Chief Executive, receiving Top Companies Award from the Honorable Prime Minister of Pakistan, Mr. Muhammad Nawaz Sharif, at a ceremony organized by the Pakistan Stock Exchange.



Mr. Irfan Amanullah, Company Secretary, receiving Corporate Excellence Certificate from Syed Murad Ali Shah, then Finance Minster for the Government of Sindh, at a function organized by Management Association of Pakistan.

Chairman's Review



I welcome you all in the 37th Annual General Meeting of the company.



Overview of the Economy

The Government during the past three years has done remarkably well in turning around about the state of the economy of the country. With successful completion of periodic reviews by International Monetary Fund (IMF) and ratings awarded and confirmed by international agencies, the confidence of investors on Pakistan's economy has been restored and as a result the short to medium term outlook of the economy of the country looks very positive.

The GDP growth of 4.7% in the year 2015-16 duly backed by strong growth of 6.8% achieved by industrial sector clearly coupled with lowest ever interest rates and inflation clearly show that economy is on the right path. Government is aggressively addressing energy shortage issues and has introduced investor friendly policies in order to attract local and foreign investment in this sector. The rupee dollar parity has remained stable which has given added confidence to investors in undertaking major initiatives. Going forward, CPEC would unquestionably give further boost to the economy and will contribute further in the overall GDP growth of the country.

Industry Review

During the year, under review, the cement sector registered a net growth of 10% as compared to same period last year. The local despatches increased by 17% whereas export sales have shown a decline of 18% as compared to same period last year. The average capacity utilization of industry was recorded at 85% as compared to 78% during the last year.

In the market of south, during the year under review, the local despatches witnessed a phenomenal growth of 25% and diluted the effects of major decline in exports of about 26% due to imposition of anti dumping duty in South Africa and Iraq. Still a net growth at 6% was registered in the market of south as compared to same period last year, which is very encouraging. Keeping in view the fast improvement in law and order situation in Karachi, it is anticipated that there will be further acceleration in cement demand in the market of South in months to come.

Operational & Financial Performance

The year 2015-2016 was a record breaking year for the company both in operational and financial terms. The company achieved record production and record despatches. Beside this, the company achieved record sales in value and cloaked highest ever profit after tax. The margins, both gross and operating, improved to 40% and 31% as compared to previous year's level of 34% and 25% respectively.

The cement sales prices, during the year under review, largely remained stable and cost parameters with specific reference to coal and power remained favourable toward the company. The average coal prices in the international market cut down by around 18% as compared to last year which positively contributed towards company's margins. Further, the average power rate also diluted owing to special subsidy given by the federal government with effect from Jan 1, 2016.

Acknowledgement

The Company deeply acknowledges and offers its sincere thanks to the support it has received from both Federal and Provincial Governments, regulatory bodies, its customers, bankers and suppliers.

The Company also recognizes the efforts put in by both management and non-management staff and the support it has always received from the Collective Bargaining Agent.

WONDY N

Dr. Ghaith R. Pharaon Chairman

August 16, 2016 Rawalpindi

Directors' Report



The Directors' of your Company have pleasure to present before you the Annual Report of your Company along with the audited financial statements for the year ended June 30, 2016.

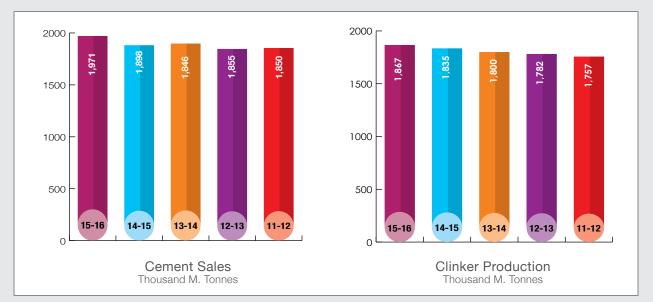
Production & Sales

During the year 2015-2016, the Company achieved production of over 100% of its rated capacity both from line 1 and line 2. Both the lines performed exceptionally well and recorded highest ever kiln working days of 323 days and 330 days respectively. The major reason behind this exceptional production performance was the continuous investment of the company in Balancing, Modernization and Rehabilitation in some of the major plant processes which are now not only contributing favorably towards improved kiln operations and plant performance as reflected in production numbers but also generating savings through improved efficiencies in terms of electricity and coal consumptions.

Despite several challenges faced by the company both in local and export markets with special reference to imposition of anti dumping duty in South Africa and in Iraq, your company has been able to maintain its track record of 100% despatches and sold its entire production both in domestic and in regional markets. The detailed data has been enumerated in the below table:

| | 2015 – 2016 | 2014 - 2015 | |
|---------------------------|--------------|-------------|--|
| | QTY IN MTONS | | |
| Clinker Production | 1,866,997 | 1,835,254 | |
| Cement Production | 1,967,391 | 1,877,150 | |
| Cement Despatches | 1,970,589 | 1,881,941 | |
| Clinker Despatches | 14,354 | - | |
| Capacity Utilization | 107% | 105% | |

During the year under review, the company achieved an average rated capacity of 107%, with both the lines operating at their full capacities. The company sold 1,970,589 tons of cement in both local and export markets, showing an increase of 5% as compared to preceding year. During the year under review the Company sold 1,429,593 M Tons (2014-15: 1,142,541 M tons) of Cement in the local market, showing an increase of 25%, surpassing the local market growth by a fair margin. Anticipating the local growth at a very early stage of year and taking the advantage of lower transport cost due to significant reduction in diesel prices, your management expanded the base of local market by entering into the upper Sindh and lower Punjab markets which were previously untapped due to higher transport cost. The balance surplus quantity of 540,996 M tons (2014-15 739,400 M tons) was exported to the regional markets of Sri Lanka, Yemen, India and in other East African and Indian Ocean markets.



Financial Performance

A comparison of the key financial results of your Company for the year ended June 30, 2016 with the same period last year is as under:

| | 2015 – 2016 | 2014-2015 | Increase | Increase |
|-------------------|-------------|----------------|----------|----------|
| | | Rs. In Million | | % |
| Net Sales | 13,918 | 13,086 | 832 | 6 |
| Gross Profit | 5,587 | 4,396 | 1,191 | 27 |
| Profit Before Tax | 4,236 | 3,221 | 1,015 | 32 |
| Profit After Tax | 2,890 | 2,206 | 684 | 31 |
| EPS in Rupees | 25.24 | 19.26 | 5.98 | 31 |

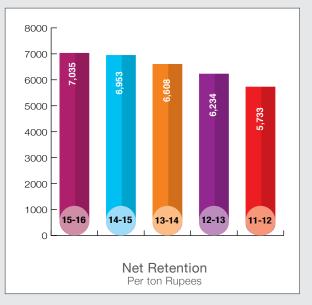
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(i) Sales Performance

The overall sales revenue increased by Rs. 832 million (6%) as compared to the previous year. This is mainly attributable to higher quantity of 88,648 Mtons of cement sold as compared to same period last year. Better market mix also generated marginal increase in net retention.

(ii) Profitability

Company earned a net profit after tax of Rs. 2,890 million as compared to Rs. 2,206 million earned during the corresponding period, showing a massive increase of Rs. 684 million (31%). The gross and operating margins also increased from 34% and 25% to 40% and 31% respectively.



Besides continuous plant operations contributing fuel

and power efficiencies and significant volumetric growth in sales, the other main factors which contributed significantly towards increase in gross margins are as follows:

- The overall fuel cost reduced by Rs. 317 per ton due to reduction in coal prices in the international market. The average coal procurement cost of the company reduced from US \$84 per ton c&f Karachi to US \$69 per ton c&f Karachi;
- The power cost per ton reduced by Rs.215 per ton as with effect from Jan 1, 2016, the government gave a special relief of Rs. 3 per unit to all the industrial undertakings. This much awaited reduction also contributed significantly in reduction in overall production cost of the company

(iii) Appropriation

The financial results for the year under review are as follows:

| | 2016 | 2015 |
|---|-------------|-------------|
| | Rs in | '000 |
| Profit after tax | 2,890,023 | 2,205,651 |
| Less: Other Comprehensive Loss | (175,828) | (55,994) |
| | 2,714,195 | 2,149,657 |
| Un-appropriated profit b/f | 7,789,909 | 7,300,828 |
| Profit available for appropriation | 10,504,104 | 9,450,485 |
| Appropriation: | | |
| Final Cash Dividend paid for the year 2015: | | |
| Rs.10.5 per share (2014: Rs.10.0 per share) | (1,202,486) | (1,145,225) |
| Interim Cash Dividend paid for the year 2016: | | |
| Rs. Nil per share (2015: Rs. 4.5 per share) | - | (515,351) |
| Un-appropriated profit c/f | 9,301,618 | 7,789,909 |
| | | |

For the year ended June 30, 2016 the Board in its meeting held on August 16, 2016 has proposed a final cash dividend of Rs. 12.50 per share (125%) amounting to Rs. 1,432 million.

Contribution to National Exchequer

The Company contributed Rs. 4,130 million during the year to the national exchequer on account of payments towards Sales tax, Income tax, Excise duty and other statutory levies. An amount of approximately Rs. 385 million was also paid as withholding income tax deducted by the Company from shareholders, employees, suppliers and contractors. In addition to that your Company earned precious foreign exchange of approximate US\$ 30 million during the year under review from export sales.

Marketing

During the year under review the market of South where your company markets its product has shown enormous signs of improvements and witnessed a growth of 25%. This growth is mainly due to improved law and order situation, lower rate of interest and investments in the mega projects. The company is extending its wings in local markets and is marketing its product in far flung markets of Quetta, Upper Sindh and Punjab in order to reap the benefits of development activities currently being undertaken in other parts of the country. This extension in markets was possible because of rationalization in transport rates and thus has helped the company in improving its market base and sales mix.

On export front the markets are very competitive and company is facing stiff competition with regional capacities. However, because of strong brand image and better quality the company has managed to retain its core customers in the markets of Sri Lanka, Yemen and East Africa. The performance is commendable as during the period under review the company lost two of its major markets i.e. South Africa and Iraq due to imposition of anti dumping



duty on Pakistani Cement in these markets. In Sri Lanka, the company now has a very strong consumer base due to improved quality and better service to the importers. Yemen market was new addition in export markets and hopefully will continue in next year also. Despite stiff competition in East African and Indian ocean island markets, the company was able to maintain its customer base and cementing its position.

Human Resources

The Company believes in its people. Our long journey has taught us that people are more important than systems & processes. And therefore, we provide a pleasant working environment where there are constant opportunities for the development and career advancement. The company provides continuous training for professional growth and ensures that they should develop pride in their job. Team work and collective decision

making is the hall mark of company's investment activities which gives a sense of participation to all its staff members.

We regularly arrange employee engagement events, sports days, gettogethers to let employees feel associated with the company as we strongly believe in balanced company-staff relationship and provide a conducive work environment.

Regular team building activities and other developmental programs are arranged to encourage inter-departmental coordination which ultimately helps to boost the overall company productivity.

In order to enhance the capacity building of the employees the company's HR department in tandem with its technical and non technical management identifies the areas where quality training and development programs including soft skill development programs are conducted.

The Company's compensation packages to its employees are market driven and based on fair assessment of employees' performance.



With a strong belief in developing quality manpower and considering the dearth of good human resource, the company runs its own management training program both for local educated youth and for other qualified young graduates. Under this program, company provides opportunities for local residents of the manufacturing area to encourage diversity within the work-force. Also, HR department regularly participates in Job fairs, Recruitment drives and University visits to further facilitate our youth with employment opportunities.

Corporate Social Responsibility

The company continued its investment in local corporate support program in the form of availability of potable water, quality education and good health care. Beside this in order to encourage local youth company supports healthy activities and sponsors good sporting events.

The company provides potable water to many villages in and around its factory area. Through this activity more than 5,000 people have been provided free potable water throughout the year.

The company's two schools i.e. Falcon Public School and TCF sponsored Dr. Rachad Pharaon campus are providing free of cost quality education to almost 600 students. Both facilities are sponsored by the company.

During the year under review the company arranged 03 medical camps and 02 eye camps where the doctors of the company treated more than 3000 local inhabitants free of cost. Beside this the company continued to manage its 6 bed hospital, welfare clinic providing OPD medical treatments to all the residents of nearby villages and OPD centre in Sakran road, where daily more than 100 patients are treated and provided medicines free of cost.



The company's health, safety and clean environment

MEDICAL CENTRE

program is running successfully and providing accident free work place to its staff members. The regular safety programs have considerably increased the awareness about the importance of accident free work place among the employees of the company. The Company considers these activities as collective responsibility and participants ensure that they adopt the procedures in letter and spirit.



As a responsible corporate citizen, the company pledges to adhere to the highest standard of HSE policy, standards and procedures. It is one of the top priorities of the company and strict compliance is made to ensure that employees follow the regulations not as a routine but as a habit.

Progress On Projects

Installation of New Production Line

As earlier informed to the share holders, the company is installing a new production line of 1.2 million tons capacity at its existing site. Letters of credit have been established with the suppliers. Necessary work on civil, mechanical and electrical infrastructure / installation is now being carried out.

Cement Grinding Unit in Basra, Iraq

As apprised earlier, a limited liability company by the name of "Saqr Al Keetan For Cement Production Company Limited" has been formed under Iraqi Laws, which will be the subsidiary of the company.



The project was slightly delayed due to some complex local legal issues which are still under resolution with the local authorities and it is anticipated that by December 2016, these issues will be resolved and project would make some headway.

Coal Fired Power Plant

The technical management of the company has planned the project and has identified the supplier. However, since last one year, there is an acute shortage of water in Hub Dam, which is the only source of water not only for the plant operations but for the entire Lasbella District and also for a larger part of Karachi, therefore the work on project has been halted for the time being. As soon as the availability of water reaches at desirable level the work on project would be re-initiated.

Compliance With Code Of Corporate Governance

The Directors hereby confirm that:

- a) The annexed financial statements present fairly the state of the affairs of the Company, the result of its operations, cash flows and changes in equity;
- b) Proper books of accounts have been maintained by the Company;
- c) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment;
- d) International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements;
- e) The system of internal control is sound in design and has been effectively monitored and implemented;
- f) There are no significant doubts upon the Company's ability to continue as a going concern;
- g) There has been no material departure from the best practices of corporate governance as detailed in the

listing regulations;

h) The following is the value of investments of terminal benefit schemes based on their respective latest accounts:

| | Rupees in Million | Year Ended |
|----------------------------|-------------------|----------------|
| Provident Fund (audited) | 479 | December, 2015 |
| Gratuity Funds (unaudited) | 241 | June, 2016 |
| Pension Funds (unaudited) | 309 | June, 2016 |

i) During the year five (5) meetings of the Board of Directors were held. Attendance of Directors and Chief Executive is as follows:

| Sr No | Name of the Directors / Chief Executive | Status | No. of meetings attended |
|-------|--|--------------------------------------|-----------------------------|
| 1 | Dr. Ghaith R. Pharaon | Chairman / Non Executive Director | 4 |
| 2 | Mr. Laith G. Pharaon | Non Executive Director | 5 |
| 3 | Mr. Wael G. Pharaon | Non Executive Director | 5 |
| 4 | Mr. Shuaib A. Malik | Non Executive Director | 4 |
| 5 | Mr. Abdus Sattar | Non Executive Director | 5 |
| 6 | Mr. Babar Bashir Nawaz | Executive Director & Chief Executive | 5 |
| 7 | Agha Sher Shah | Non Executive Independent Director | 5 |

j) During the year four (4) meetings of the Audit committee were held. Attendance of Directors is as follows:

| Sr No | Name of the Director | Status | No. of meetings Attended |
|-------|----------------------|------------------------------------|-----------------------------|
| 1 | Mr. Abdus Sattar | Chairman / Non Executive Director | 4 |
| 2 | Mr. Shuaib A. Malik | Non Executive Director | 3 |
| 3 | Agha Sher Shah | Non Executive Independent Director | 4 |



- k) The details of shares transacted by Directors, Executives and their spouses and minor children during the year 2015-16 have been given on page 100.
- I) The key operating and financial data for the last 6 years is set out on page 51.

Pattern Of Shareholding

The pattern of shareholding of the Company as at June 30, 2016 is given on page 100.

Auditors

The retiring auditors, Messrs. A.F. Ferguson & Co., Chartered Accountants retire at the conclusion of the 37th Annual General Meeting and offer themselves for reappointment. The Audit Committee has recommended for their reappointment.

Audit Committee

The Board of Directors has established an Audit Committee in compliance with the Code of Corporate Governance with the following members:

| Sr No | Name of the Director | Position | Status |
|-------|----------------------|----------|------------------------------------|
| 1 | Mr. Abdus Sattar | Chairman | Non-Executive Director |
| 2 | Mr. Shuaib A. Malik | Member | Non-Executive Director |
| 3 | Agha Sher Shah | Member | Non-Executive Independent Director |

Terms of Reference

- 1. Determination of appropriate measures to safeguard the assets.
- 2. Review of preliminary announcements of results prior to publication.
- 3. Review of quarterly, half yearly and annual financial statements prior to the approval by the Board of Directors, major focus on:
 - Judgmental areas
 - Significant adjustments resulting from the audit
 - Going concern assumption
 - Changes in accounting policies and practices
 - Compliance with applicable accounting standards
 - Compliance with the listing regulations and other statutory and regulatory requirements and
 - Significant related party transactions
- 4. Review of management letter issued by external auditors and management response thereto.

- 5. Ensuring coordination between the internal and external auditors.
- 6. Review of the scope and extent of internal audit and ensuring that the internal audit function has adequate resources and is appropriately placed.
- 7. Consideration of major findings of internal investigations of activities characterized by fraud, corruption and abuse of power and management's response thereto.
- 8. Ascertaining that the internal control system includes financial and operational controls, accounting systems for timely and appropriate recording of purchases and sales, receipts and payments, assets and liabilities and the reporting structure are adequate and effective.
- 9. Review of statement on internal control systems prior to the endorsement by the Board of Directors.
- 10. Instituting special projects, value for money studies or other investigations on any matters specified by the Board of Directors, in consultation with the Chief Executive and to consider remittance of any matter to the external auditors or to any other external body.
- 11. Determination of compliance with relevant statutory requirements.
- 12. Consideration of any other issue or matter as may be assigned by the Board of Directors.
- 13. External Auditors
 - Recommendations regarding the appointment of External Auditors.
 - Resignation and removal of External Auditors.
 - Audit fees.
 - Provision by external auditors of any services to the company in addition to the audit of the Financial Statements.
 - Facilitating external audit and discussion with external auditors of major observations arising from interim and final audits and any other matter that auditors wish to highlight.

Human Resource Committee

The Board, in compliance with the new Code of Corporate Governance has formed Human Resource Committee comprising of the following members:

| Sr No | Name of the Members | Status |
|-------|------------------------|------------------------------------|
| 1 | Mr. Shuaib A. Malik | Non- Executive Director / Chairman |
| 2 | Mr. Abdus Sattar | Non- Executive Director / Member |
| 3 | Mr. Babar Bashir Nawaz | Executive Director / Member |

Terms of Reference

The broad terms of reference of this committee are as follows:

• Recommending Human resource management policies to the Board;

- Recommending to the board the selection, evaluation, compensation (including retirement benefits) and succession planning of the CEO;
- Recommending to the board the selection, evaluation, compensation (including retirement benefits) and succession planning of the COO, CFO, Company Secretary and Head of Internal Audit; and
- Consideration and approval on recommendation of CEO on such matters for key management positions who report directly to CEO or COO.

Future Outlook

The recent surge in cement demand is very encouraging and paving the way for further investment in the sector. Investments in housing, infrastructure and industrial sectors of the economy would further boost the ongoing cement demand pattern. It is anticipated that positive economic indicators will push the local demands to new heights. With the per capita consumption of 170 kg, the long term prospects of Pakistan's cement sector will always remain attractive. In the past this potential was largely overshadowed due to serious security issues and political uncertainty. However, the progress on multiple fronts has created a renewed confidence of investors in Pakistan's economy. With lower oil prices, improved security and committed investments through China Pakistan Economic Corridor the domestic cement demand would continue to attract higher double digit growth in short to medium term.

The Pakistan's cement sector has now matured and has a sizeable interest in the regional economies. These markets have been earned through untiring efforts and with new expansions it is anticipated that country's foothold in these markets will remain in-tact in foreseeable future.

In the Finance Act 2016, the government increased the Federal excise Duty (FED) by around 110% and it has now been fixed at Rs. 1,000/ton. This enhancement in FED will increase the cost of construction and may discourage the construction of low cost housing in the short to medium term.

Further, the coal prices in the international market have also started to increase lately because of increase in the demand of larger economies and if this increase will continue then this may have a negative impact on the margins.

However, the Management is making every effort to maximize its margins by increasing productivity through higher kiln running days, improving plant efficiencies through technological advancements & changing sales mix which would yield high net retention to ensure a sustainable profitability for the company.

On behalf of the Board

BABAR BASHIR NAWAZ Chief Executive

August 16, 2016 Rawalpindi



Shareholders' Information



Vertical Analysis

Profit & Loss Account for the year ended June 30, 2016

| | 2016 | | 2015 | | 100 | | 2013 | | -010 | | 1100 | |
|-------------------------|---------------|--------|---------------|--------|---------------|--------|---------------|--------|---------------|--------|---------------|--------|
| | Rs in million | % |
| Net sales | 13,918.34 | 100.00 | 13,086.12 | 100.00 | 12,547.25 | 100.00 | 11,507.71 | 100.00 | 10,503.90 | 100.00 | 8,553.92 | 100.00 |
| Cost of sales | (8,331.84) | 59.86 | (8,689.94) | 66.41 | (8,843.29) | 70.48 | (7,970.94) | 69.27 | (7,691.42) | 73.22 | (6,823.35) | 79.77 |
| Gross profit | 5,586.50 | 40.14 | 4,396.18 | 33.59 | 3,703.96 | 29.52 | 3,536.76 | 30.73 | 2,812.48 | 26.78 | 1,730.58 | 20.23 |
| Distribution Costs | (954.75) | 6.86 | (986.67) | 7.54 | (806.05) | 6.42 | (577.52) | 5.02 | (571.00) | 5.44 | (512.94) | 6.00 |
| Administrative expenses | (401.79) | 2.89 | (346.95) | 2.65 | (307.16) | 2.45 | (262.85) | 2.28 | (221.58) | 2.11 | (186.37) | 2.18 |
| Other expenses | (314.05) | 2.26 | (238.82) | 1.82 | (195.42) | 1.56 | (230.17) | 2.00 | (119.17) | 1.13 | (76.72) | 0.90 |
| Other income | 341.10 | 2.45 | 422.91 | 3.23 | 269.53 | 2.15 | 227.03 | 1.97 | 145.90 | 1.39 | 104.22 | 1.22 |
| Profit from Operations | 4,257.01 | 30.59 | 3,246.65 | 24.81 | 2,664.86 | 21.24 | 2,693.24 | 23.40 | 2,046.62 | 19.49 | 1,058.77 | 12.37 |
| Finance Cost | (21.31) | 0.15 | (26.00) | 0.20 | (29.79) | 0.24 | (14.89) | 0.13 | (11.59) | 0.11 | (24.29) | 0.28 |
| Profit before taxation | 4,235.70 | 30.43 | 3,220.65 | 24.61 | 2,635.07 | 21.00 | 2,678.35 | 23.27 | 2,035.03 | 19.38 | 1,034.49 | 12.09 |
| Taxation | (1,345.68) | 9.67 | (1,015.00) | 7.76 | (621.00) | 4.95 | (540.00) | 4.69 | (598.38) | 5.70 | (350.06) | 4.09 |
| Profit after taxation | 2,890.02 | 20.76 | 2,205.65 | 16.85 | 2,014.07 | 16.05 | 2,138.35 | 18.58 | 1,436.65 | 13.68 | 684.43 | 8.00 |
| | | | | | | | | | | | | |

| | 2016 | | 2015- | | 2014- | | 2013 | | 2012- | | 2011- | |
|---|---------------|--------|---------------|--------|---------------|--------|----------------------------|--------|---------------|--------|------------------|--------|
| | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % |
| ASSETS | | | | | | | | | | | | |
| Non-current assets | | | | | | | | | | | | |
| Fixed assets - property, plant & equipment | 7,140.51 | 49.50 | 5,999.67 | 49.04 | 6,125.80 | 51.37 | 5,998.66 | 56.07 | 5,471.66 | 61.53 | 5,331.95 | 68.86 |
| Long-term investment | 4.50 | 0.03 | 4.50 | 0.04 | 4.50 | 0.04 | 4.50 | 0.04 | 4.50 | 0.05 | 4.50 | 0.06 |
| Long-term loans and advances | 41.54 | 0.29 | 55.75 | 0.46 | 32.97 | 0.28 | 28.65 | 0.27 | 24.35 | 0.27 | 16.24 | 0.21 |
| Long-term deposits | 42.98 | 0.30 | 42.98 | 0.35 | 42.98 | 0.36 | 42.98 | 0.40 | 42.98 | 0.48 | 42.98 | 0.56 |
| | 7,229.53 | 50.11 | 6,102.90 | 49.89 | 6,206.24 | 52.05 | 6,074.80 | 56.78 | 5,543.49 | 62.33 | 5,395.67 | 69.69 |
| Current assets | | | | | | | | | | | | |
| Stores, spares and loose tools | 1,317.01 | 9.13 | 986.15 | 8.06 | 1,160.07 | 9.73 | 956.28 | 8.94 | 1,419.74 | 15.97 | 1,342.34 | 17.34 |
| Stock-in-trade | 599.75 | 4.16 | 763.72 | 6.24 | 523.40 | 4.39 | 564.90 | 5.28 | 539.34 | 6.07 | 541.03 | 6.99 |
| Trade debts - considered good | 211.11 | 1.46 | 124.41 | 1.02 | 262.06 | 2.20 | 349.28 | 3.26 | 190.45 | 2.14 | 50.77 | 0.66 |
| Loans and advances | 81.94 | 0.57 | 61.12 | 0.50 | 48.73 | 0.41 | 35.43 | 0.33 | 35.39 | 0.40 | 25.75 | 0.33 |
| Short-term deposits and prepayments | 17.52 | 0.12 | 16.94 | 0.14 | 18.48 | 0.15 | 19.42 | 0.18 | 13.90 | 0.16 | 11.79 | 0.15 |
| Investments | 4,273.36 | 29.62 | 3,104.91 | 25.38 | 3,165.43 | 26.54 | 2,282.73 | 21.34 | 879.36 | 9.89 | 116.06 | 1.50 |
| Accrued Interest | 1 | 1 | I | 1 | 1 | 1 | 4.30 | 0.04 | 2.16 | 0.02 | 2.15 | 0.03 |
| Other receivables | 114.86 | 0.80 | 68.12 | 0.56 | 28.74 | 0.24 | 22.59 | 0.21 | 27.63 | 0.31 | 47.42 | 0.61 |
| Sales tax refundable | 1 | 1 | 147.59 | 1.21 | 45.01 | 0.38 | I | 1 | 21.43 | 0.24 | 1 | ı |
| Cash and bank balances | 581.32 | 4.03 | 858.70 | 7.00 | 467.84 | 3.91 | 389.01 | 3.64 | 219.76 | 2.47 | 210.17 | 2.70 |
| | 7,196.87 | 49.89 | 6,131.64 | 50.11 | 5,719.76 | 47.95 | 4,623.95 | 43.22 | 3,349.16 | 37.67 | 2,347.48 | 30.31 |
| Total Assets | 14,426.40 | 100.00 | 12,234.54 | 100.00 | 11,926.00 | 100.00 | 10,698.75 | 100.00 | 8,892.65 | 100.00 | 7,743.15 | 100.00 |
| EQUITY AND LIABILITIES | | | | | | | | | | | | |
| Share capital Share capital | 1,145.23 | 7.94 | 1,145.23 | 9.36 | 1,145.23 | 9.60 | 995.85 | 9.31 | 865.96 | 9.74 | 865.96 | 11.18 |
| Unappropriated profit | 9,301.62 | 64.48 | 7,789.91 | 63.67 | 7,300.83 | 61.22 | 6,852.98 | 64.05 | 5,746.93 | 64.63 | 4,932.46 | 63.70 |
| LIABILITIES | 10,446.85 | 72.41 | 8,935.13 | 73.03 | 8,446.05 | 70.82 | 7,848.82 | 73.36 | 6,612.89 | 74.37 | 5,798.41 | 74.88 |
| Non-current Liabilities | | | | | | | | | | | | |
| Liabilities against assets subject to finance lease | | 0.03 | 7.96 | 0.07 | 11.88 | 0.10 | 6.52 | 0.06 | I | 1 | I | 1 |
| Deferred taxation | 809.51 | 5.61 | 813.38 | 6.65 | 1,003.71 | 8.42 | 1,041.98 | 9.74 | 932.08 | 10.48 | 566.36 | 7.31 |
| Retirement benefis - obligations | 425.32 | 2.95 | 252.34 | 2.06 | 240.49 | 2.02 | 148.95 | 1.39 | 13.17 | 0.15 | 1 | I |
| | 1,238.86 | 8.59 | 1,073.67 | 8.78 | 1,256.08 | 10.54 | 1,197.45 | 11.19 | 945.25 | 10.63 | 566.36 | 7.31 |
| Current liabilities | | | | | | | U U U U U U | | | LLCT | T T C T | |
| Trade and ouner payables Current maturity of laibility adainst asserts | Z,080.U0 | α | 1,772.10 | 14.40 | Z,UZZ./ 3 | 0.20 | 10.180,1 | 14,88 | 1,200.22 | 00.51 | 1,011.10 | 0.24 |
| subject to finance lease | 3.93 | 0.03 | 3.93 | 0.03 | 3.93 | 0.03 | 1.86 | 0.02 | 1 | 1 | 3.98 | 0.05 |
| Taxation - provision less payments | 56.70 | 0.39 | 449.71 | 3.68 | 197.15 | 1.65 | 58.94 | 0.55 | 129.30 | 1.45 | 63.27 | 0.82 |
| | 2,740.69 | 19.00 | 2,225.73 | 18.19 | 2,223.87 | 18.64 | 1,652.48 | 15.45 | 1,334.51 | 15.00 | 1,378.38 | 17.81 |
| Total Liabilities Contingency and commitments | 3,979.55 | 27.59 | 3,299.40 | 26.97 | 3,479.95 | 29.18 | 2,849.92 | 26.64 | 2,279.76 | 25.63 | 1,944.74 | 25.12 |
| Total Equity and Liabilities | 14,426.40 | 100.00 | 12,234.54 | 100.00 | 11,926.00 | 100.00 | 10,698.75 | 100.00 | 8,892.65 | 100.00 | 7,743.15 | 100.00 |

Vertical Analysis

Balance Sheet as at June 30, 2016 47

Horizontal Analysis

Profit & Loss Account for the year ended June 30, 2016

| ior lite year erided Jurie 30, 2010 | 2016 | 16Vs15 | 2015 | 15Vs14 | 2014 | 14Vs13 | 2013 | 13Vs12 | 2012 | 12Vs11 | 2011 | 11Vs10 |
|-------------------------------------|---------------|---------|---------------|---------|---------------|---------|---------------|--------|---------------|---------|---------------|---------|
| | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % |
| Net sales | 13,918.34 | 6.36 | 13,086.12 | 4.29 | 12,547.25 | 9.03 | 11,507.71 | 9.56 | 10,503.90 | 22.80 | 8,553.92 | 11.55 |
| Cost of sales | (8,331.84) | (4.12) | (8,689.94) | (1.73) | (8,843.29) | 10.94 | (7,970.94) | 3.63 | (7,691.42) | 12.72 | (6,823.35) | 19.49 |
| Gross profit | 5,586.50 | 27.08 | 4,396.18 | 18.69 | 3,703.96 | 4.73 | 3,536.76 | 25.75 | 2,812.48 | 62.52 | 1,730.58 | (11.61) |
| Distribution Costs | (954.75) | (3.24) | (986.67) | 22.41 | (806.05) | 39.57 | (577.52) | 1.14 | (571.00) | 11.32 | (512.94) | 9.92 |
| Administrative expenses | (401.79) | 15.81 | (346.95) | 12.95 | (307.16) | 16.86 | (262.85) | 18.63 | (221.58) | 18.89 | (186.37) | 1.32 |
| Other expenses | (314.05) | 31.50 | (238.82) | 22.21 | (195.42) | (15.10) | (230.17) | 93.14 | (119.17) | 55.33 | (76.72) | (25.49) |
| Other income | 341.10 | (19.35) | 422.91 | 56.91 | 269.53 | 18.72 | 227.03 | 55.61 | 145.90 | 39.99 | 104.22 | (60.15) |
| Profit from Operations | 4,257.01 | 31.12 | 3,246.65 | 21.83 | 2,664.86 | (1.05) | 2,693.24 | 31.59 | 2,046.62 | 93.30 | 1,058.77 | (27.78) |
| Finance Cost | (21.31) | (18.04) | (26.00) | (12.74) | (29.79) | 100.04 | (14.89) | 28.47 | (11.59) | (52.27) | (24.29) | (68.71) |
| Profit before taxation | 4,235.70 | 31.52 | 3,220.65 | 22.22 | 2,635.07 | (1.62) | 2,678.35 | 31.61 | 2,035.03 | 96.72 | 1,034.49 | (25.49) |
| Taxation | (1,345.68) | 32.58 | (1,015.00) | 63.45 | (621.00) | 15.00 | (540.00) | (9.76) | (598.38) | 70.94 | (350.06) | (5.81) |
| Profit after taxation | 2,890.02 | 31.03 | 2,205.65 | 9.51 | 2,014.07 | (5.81) | 2,138.35 | 48.84 | 1,436.65 | 109.90 | 684.43 | (32.68) |

| Balance Sheet | | | | | | | | | | | | |
|--|----------------------|---------------------|----------------------|------------------|----------------------|-------------------|--------------------|----------------|--------------------|-------------|--------------------|------------------|
| | 2016 | 16Vs15 | 2015 | 15Vs14 | 2014 | 14Vs13 | 2013 | 13Vs12 | 2012 | 12Vs11 | 2011 | 11Vs10 |
| | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % | Rs in million | % |
| ASSETS Non-current assets | | | | | | | | | | | | |
| Fixed assets - property, plant and equipment | 7,140.51 | 19.02 - | 5,999.67 4.50 | (2.06) - | 6,125.80 4.50 | 2.12 - | 5,998.66 4.50 | 9.63 - | 5,471.66 4.50 | 2.62 | 5,331.95 4.50 | 26.89 - |
| Long-term loans and advances | 41.54 42.98 | (25.50) - | 55.75 42.98 | 69.12 - | 32.97 42.98 | 15.06 - | 28.65 42.98 | 17.68 - | 24.35 42.98 | 49.95 | 16.24 42.98 | (4.05) |
| Current assets | 7,229.53 | 18.46 | 6,102.90 | (1.67) | 6,206.24 | 2.16 | 6,074.80 | 9.58 | 5,543.49 | 2.74 | 5,395.67 | 26.47 |
| Stores, spares and loose tools Stork-in-trade | 1,317.01 | 33.55 (21.47) | 986.15 763-72 | (14.99) 45.01 | 1,160.07 | 21.31 | 956.28 564 90 | (32.64) | 1,419.74 | 5.77 | 1,342.34 | 107.63 47.75 |
| Trade debts - considered good | 211.11 | 69.69 | 124.41 | (52.53) | 262.06 | (24.97) | 349.28 | 83.40 | 190.45 | 275.10 | 50.77 | (8.30) |
| Loans and advances Short-term deposits and prepayments | 81.94 | 34.07 3.42 | 61.12 16.94 | 25.42 (8.33) | 48.73 18.48 | 37.52 | 35.43 19.42 | 0.12 | 35.39 | 37.42 | 25.75 | (44.17) 11.87 |
| Investments | 4,273.36 | 37.63 | 3,104.91 | (1.91) | 3,165.43 | 38.67 | 2,282.73 | 159.59 | 879.36 | 657.65 | 116.06 | (90.28) |
| Accrued Interest Other receivables | - 114.86 | 68.63 | - 68,12 | - 137.04 | - 28.74 | (100.00) 27.19 | 4.30 22.59 | 100.00 (18.24) | 2.16 27.63 | - (41.73) | 2.15 47.42 | (18.78) 64.44 |
| Sales tax refundable Cash and bank balances | - | (100.00) (32.30) | 147.59 858.70 | 227.09 83.55 | 45.01 467.84 | 20.26 | 389.01 | (100.00) | 21.43 | 4.57 | 210.17 | - (52,46) |
| | 7,196.87 | 17.37 | 6,131.64 | 7.20 | 5,719.76 | 23.70 | 4,623.95 | 38.06 | 3,349.14 | 42.67 | 2,347.48 | (15.94) |
| Total Assets | 14,426.40 | 17.92 | 12,234.54 | 2.59 | 11,926.00 | 11.47 | 10,698.75 | 20.31 | 8,892.65 | 14.85 | 7,743.15 | 9.69 |
| EQUITY AND LIABILITIES Share capital and reserves Share capital Unappropriated profit | 1,145.23 9,301.62 | - 19.41 | 1,145.23 7,789.91 | - 6.70 | 1,145.23 7,300.83 | 15.00 6.54 | 995.85 6,852.98 | 15.00 19.25 | 865.96 5,746.93 | - 16.51 | 865.96 4,932.46 | - 00.8 |
| | 10,446.85 | 16.92 | 8,935.13 | 5.79 | 8,446.05 | 7.61 | 7,848.82 | 18.69 | 6,612.89 | 14.05 | 5,798.41 | 7.47 |
| LIABILITIES Non-current Liabilities | | | - | | | - | | | - | | | |
| Liabilities against assets subject to finance lease | | (49.36) | 7.96 | (33.05) | 11.88 | 82.34 | 6.52 | | - 000 | - 1 | | |
| Deterred taxation Retirement benefits - obligations | 425.32 | (0.47) 68.56 | 252.34 | 4.92 | 240.49 | (10.0) 61.46 | 1,041.30 | 1,030.91 | 13.17 | | - | (+0.0) - |
| | 1,238.86 | 15.39 | 1,073.67 | (14.52) | 1,256.08 | 4.90 | 1,197.45 | 26.68 | 945.25 | 66.90 | 566.36 | (5.34) |
| Current itabilities Trade and other payables Current maturity of liability analinet accate | 2,680.06 | 51.24 | 1,772.10 | (12.39) | 2,022.79 | 27.09 | 1,591.67 | 32.07 | 1,205.22 | (8.08) | 1,311.13 | 29.08 |
| Subject to finance lease Taxation - provision less payments | 3.93 56.70 | - (87.39) | 3.93 449.71 | - 128.10 | 3.93 197.15 | 110.90 234.48 | 1.86 58.94 | - (54.41) | 129.30 | - 104.37 | 3.98 63.27 | 27.90 |
| | 2,740.69 | 23.14 | 2,225.73 | 0.08 | 2,223.87 | 34.58 | 1,652.48 | 23.83 | 1,334.51 | (3.18) | 1,378.38 | 29.40 |
| Total Liabilities Contingency and commitments | 3,979.55 | 20.61 | 3,299.40 | (5.19) | 3,479.95 | 22.11 | 2,849.92 | 25.01 | 2,279.76 | 17.23 | 1,944.74 | 16.91 |
| Total Equity and Liabilities | 14,426.40 | 17.92 | 12,234.54 | 2.59 | 11,926.00 | 11.47 | 10,698.75 | 20.31 | 8,892.65 | 14.85 | 7,743.15 | 9.69 |

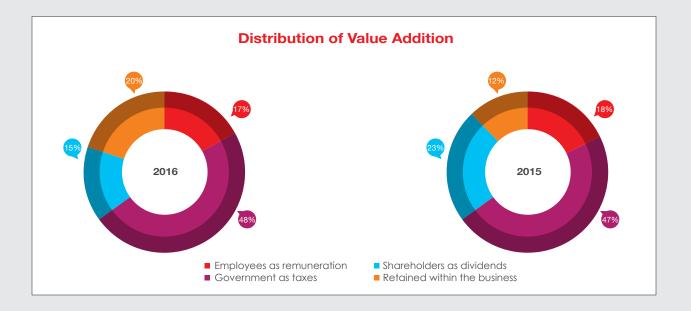
Horizontal Analysis

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Annual Report 2016

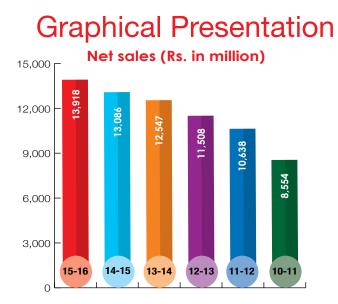
Statement of Value Addition

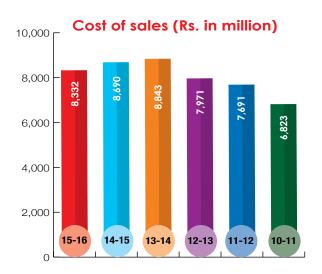
| | | 2016 | 2015 |
|-------|---|-------------------|-------------------|
| | | Rs. In | Million |
| Less: | Gross Sales Operating Expenses | 17,197 (7,978) | 15,694 (8,495) |
| Add: | Income from Investments Other Income | 280 61 | 336 87 |
| | | 341 | 423 |
| | Total Value Added | 9,560 | 7,622 |
| | Distributed as follows: | | |
| | Employees remuneration | 1,630 | 1,406 |
| | Government as: | | |
| | Taxation | 1,346 | 1,015 |
| | Workers' Funds | 314 | 239 |
| | Sales Tax & Excise Duty | 2,953 | 2,339 |
| | | 4,613 | 3,593 |
| | Shareholders as: | | |
| | Dividend | 1,432 | 1,716 |
| | (Includes Final dividend declared on August 13, 2015 by the Board of Directors, note-38) | | |
| | Retained in business | | |
| | Depreciation | 428 | 418 |
| | Net earnings | 1,457 | 489 |
| | | 1,885 | 907 |
| | | 9,560 | 7,622 |

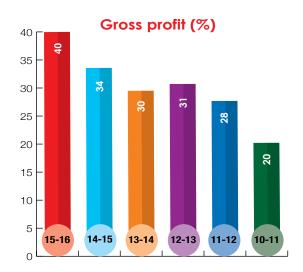


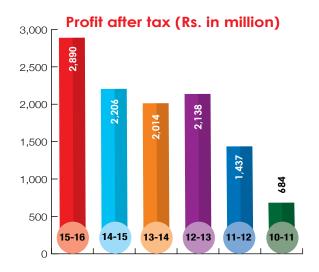
Six years at a Glance

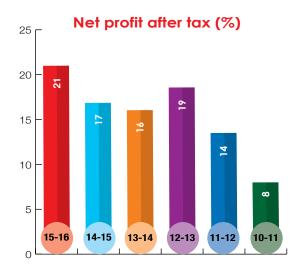
| | 2016 | 2015 Rupees i | 2014 n million unle | 2013 ess otherwise | 2012 stated | 2011 |
|--|---|---|--|---|---|---|
| Production and Sales | | | | | | |
| Clinker production (in tonnes) Capacity utilization % Cement production (in tonnes) Cement sales (in tonnes) | 1,866,997 107 1,967,391 1,970,589 | | 1,800,135 103 1,912,921 1,898,419 | 1,781,569 102 1,843,591 1,845,881 | 1,756,843 103 1,849,176 1,855,472 | 1,819,458 106 1,862,201 1,849,851 |
| Profit & Loss | | | | | | |
| Net sales Cost of sales Gross profit Other income Operating profit Profit before tax Profit after tax | 13,918 8,332 5,587 341 4,257 4,236 2,890 | 13,086 8,690 4,396 423 3,247 3,221 2,206 | 12,547 8,843 3,704 270 2,665 2,635 2,014 | 11,508 7,971 3,537 2,693 2,678 2,138 | 10,638 7,691 2,947 146 2,047 2,035 1,437 | 8,554 6,823 1,731 104 1,059 1,034 684 |
| Balance Sheet | | | | | | |
| Paid-up capital Unappropriated profit Long term & deferred liabilities Current liabilities Fixed assets less depreciation Other long term assets Current assets | 1,145 9,302 1,239 2,741 7,141 89 7,197 | 1,145 7,790 1,074 2,226 6,000 103 6,132 | 1,145 7,301 1,256 2,224 6,126 80 5,720 | 996 6,951 1,197 1,652 5,999 76 4,624 | 866 5,763 938 1,335 5,472 72 3,358 | 866 4,932 566 1,378 5,332 64 2,347 |
| Key Financial Ratios | | | | | | |
| Gross profit % Operating profit % Net profit after tax % Return on equity % Return on capital employed % No. of days in inventory No. of days in receivables Fixed assets turnover ratio (times) Current ratio (times) Price earning ratio (times) Dividend yield ratio % Dividend payout ratio % Dividend cover ratio (times) Interest cover ratio (times) | 40.14 30.59 20.76 27.66 40.75 29.86 4.39 1.95 2.63 9.46 5.24 49.52 2.02 199.78 | 33.59 24.81 16.86 24.69 36.38 27.03 5.39 2.18 2.75 9.90 7.87 77.88 1.28 124.88 | 29.52 21.24 16.05 23.85 31.55 22.46 8.89 2.05 2.57 8.97 8.25 73.91 1.35 89.44 | 30.73 23.27 18.58 27.24 34.12 25.28 8.56 1.92 2.80 7.07 9.85 69.63 1.44 180.83 | 27.70 19.24 13.51 21.68 30.88 25.63 4.19 1.94 2.52 4.91 9.58 51.23 1.95 176.54 | 20.23 12.38 8.00 11.80 18.26 24.26 2.26 1.60 1.70 6.20 9.18 56.96 1.76 43.59 |
| Shares and Earnings | | | | | | |
| Market price / share as at June 30 (Rs.) Earnings per share (Rs.) Cash dividend per share Break-up value per share | 239 25.24 12.50 91.22 | 191 19.26 15 78.02 | 158 17.59 13 73.75 | 132 18.67 13 79.8 | 81 16.59 8.5 76.55 | 49 7.90 4.5 66.96 |

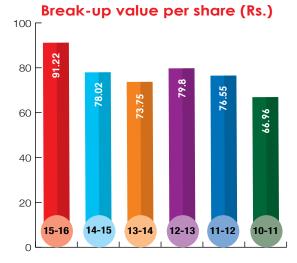


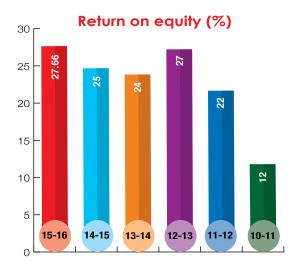


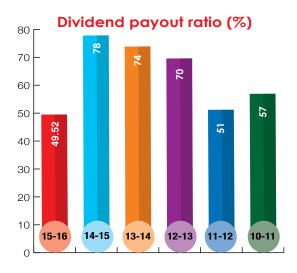




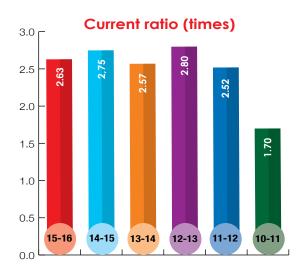




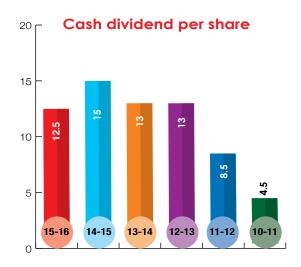




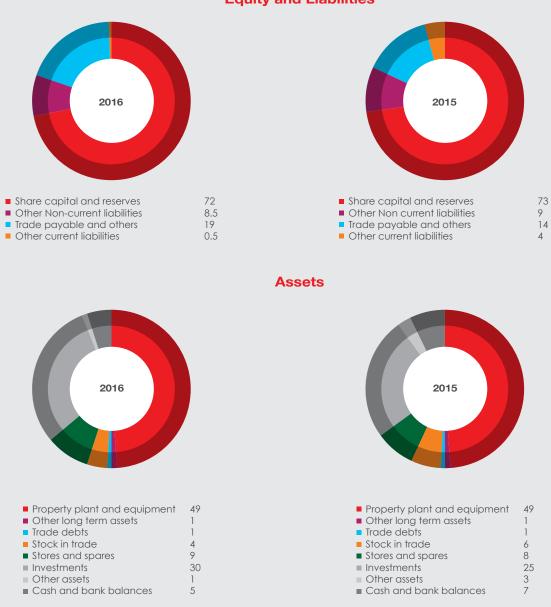






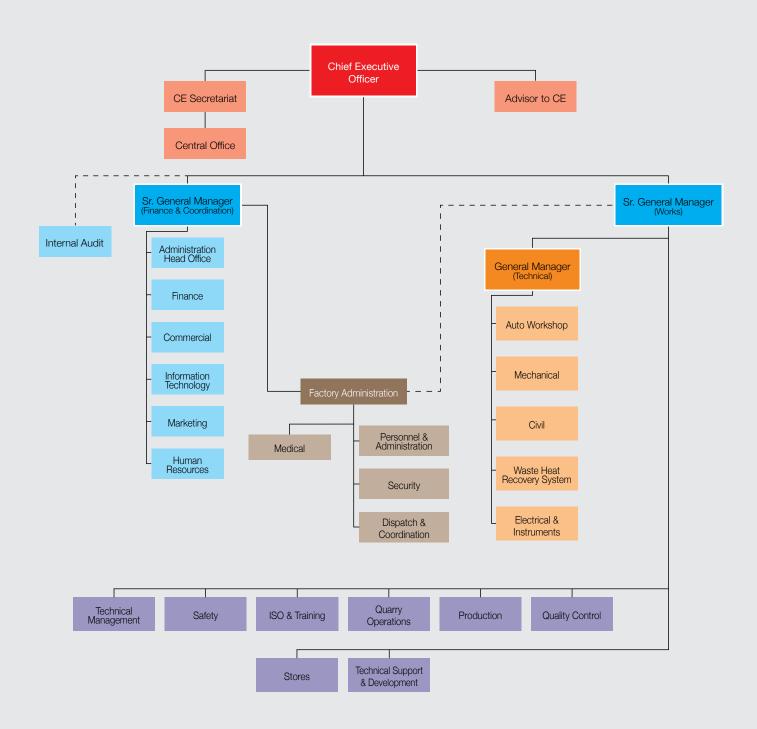


Composition of Balance Sheet



Equity and Liabilities

Corporate Organogram



Notice of the Thirty-Seventh (37th) Annual General Meeting

Notice is hereby given that the 37thAnnual General Meeting of Attock Cement Pakistan Limited (the "Company") will be held on October 14, 2016 at 11:00 a.m., at Marriot Hotel, Karachi to transact the following:

Ordinary Business

- 1. To receive, consider and adopt the audited accounts of the Company for the year ended June 30, 2016 together with the report of auditors and the directors thereon..
- 2. To consider and if thought fit, approve the final cash dividend of 125% (Rs. 12.50 per share) as recommended by the Board of Directors for the year ended June 30, 2016
- 3. To appoint the auditors for the financial year 2016-17 and to fix their remuneration.

Special Business

4. To consider and if thought fit, pass the following resolution as a special resolution:

"RESOLVED THAT the Articles of Association of the Company be amended by adding a new Article 63A as follows:

E-VOTING

"63A. Voters may appoint either members or non-members of the Company as proxy through the prescribed form. Notice of general meeting shall clearly specify that members can also exercise their right to vote through e-voting by giving their consent in writing to the execution officer appointed by the intermediary (appointed to set up web portal for e-voting) as a proxy. The notice of meeting and e-voting shall be placed on the website of the Company, and members opting for e-voting shall be required to communicate their intention to opt for e-voting and demand of poll for resolutions through the prescribed form of proxy to the Company at least ten (10) days before the holding of a general meeting, through regular mail or electronic mail at the registered postal or email address of the Company, to be provided in the notice of the meeting.

If the Company receives demand for poll from at least five (5) members or by any member(s) having not less than one tenth of the voting power, the Company shall provide details of such members to the intermediary appointed by the board of directors, along with their email addresses. The Company shall also communicate the name and contact details of the intermediary to members who have opted for e-voting. Where the required number of members as mentioned hereinabove do not opt for e-voting, the Company shall inform the members accordingly at least seven (7) days before the general meeting.

The intermediary shall provide the details of the execution officer to the Company before the issuance of the notice of the general meeting, and shall provide to the members opting for e-voting (i) the web address, login details, password and electronic signature for e-voting at their registered email addresses along with complete information necessary to enable them to cast vote through e-voting; (ii) information regarding the period in which votes may be cast, retracted and withdrawn; and (iii) details of businesses to be transacted at the general meeting and agenda items at its web portal, at least five (5) days prior to the holding of the general meeting. The intermediary and execution officer shall keep the result of e-voting confidential, and provide an execution report on e-voting to the chairman of the meeting within three (3) working days of the meeting.

The e-voting facility shall remain open for not less than three (3) hours and shall close at 1700 hours of the

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date preceding the date of the general meeting. The identity of the members intending to cast an e-vote shall be authenticated through secured electronic signatures provided by the intermediary. The chairman shall, after the closure of period for e-voting and before the start of the general meeting, have access to details relating to the members, such as their names, folios, number of shares held by members who have cast votes through e-voting but not the manner in which they have cast their votes, to ensure that members who have cast their votes through e-voting do not vote again at the general meeting. The chairman of the meeting shall announce that voting for resolutions will be through poll as the demand for poll is received.

The execution officer shall verify the vote cast through e-voting and shall deem to be a proxy during the time of a poll. The chairman or his nominee shall immediately after the conclusion of voting at the general meeting, count the votes cast at the meeting and thereafter check the results of e-voting in the presence of two witnesses not in the employment of the Company.

The voting outcome on resolutions shall be announced by the chairman of the meeting and shall also be published on the web portal of the intermediary at the earliest, but not later than twenty-four (24) hours from the conclusion of the general meeting.

Where a resolution is passed at an adjourned meeting, the resolution shall, for all purposes, be treated as having been passed on the date on which it was in fact passed.

The Company shall maintain and arrange to send a copy of the execution report provided by the intermediary along with the minutes of the general meeting to the stock exchange and the Commission as and when required."

5. To consider and if thought fit, pass the following resolution as a special resolution:

"RESOLVED THAT subject to the approval of the State Bank of Pakistan, the Company shall from time to time as and when deemed appropriate by the Board of Directors, make investment (in the form of equity) in Saqr Al-Keetan for Cement Production Company Limited, a company incorporated in Iraq, having its office at House No. 35, Square 29, Al Rbeea District, Al Buradia, Basra, Iraq, for an amount not exceeding Pak Rupees equivalent to US Dollars 24,000,000 (United States Dollars Twenty-Four Million) for such period of time and on such terms as the board may deem appropriate."

By Order of the Board

IRFAN AMANULLAH

Company Secretary

Karachi: September 23, 2016

Notes:

1. The Register of members and share transfer books of the Company will remain closed from October 07, 2016 to October 14, 2016 (both days inclusive).

- 2. Only those members whose names appear in the register of members of the Company as on October 06, 2016 are entitled to attend and vote at the meeting.
- 3. A member entitled to attend and vote may appoint any other person as his / her proxy to attend and vote on his / her behalf. Proxies must be received at the Registered Office of the Company duly signed not later than 48 hours before the time of holding the meeting. Form of proxy is enclosed herewith.
- 4. Members who desire to stop deduction of Zakat from their dividends may submit a declaration on nonjudicial stamp paper duly signed as required under the law.
- 5. Members are requested to provide by mail or fax their Computerised National Identity Card (CNIC) number or passport number, if foreigner (unless it has been provided earlier) to enable the Company to comply with relevant laws.
- 6. SECP has also directed vide SRO No. 779(I)/2011, dated August 18, 2011, to issue dividend warrant only crossed as "A/c Payee only" and should bear the valid CNIC Number of the registered member. Members who have not yet submitted photocopy of their valid CNIC are requested to send the same at the earliest directly to the Company's Share Registrar M/s. Technology Trade (Pvt) Ltd., Dagia House 241-C, Block-2, PECHS, Off: Shahra-e-Quaideen, Karachi.

In case of non-availability of a valid copy of CNIC in the records of the Company, the Company will be constrained to withhold the dividend warrant in terms of section 251(2)(a) of the Companies Ordinance 1984, which will be released by the Share Registrar only upon compliance with the aforesaid notifications.

7. As directed by SECP vide Circular No.18 of 2012, dated June 5, 2012, we give shareholders the opportunity to authorise the Company to directly credit in their bank account with cash dividend, if any, declared by the company in future. If you wish that the cash dividend, if declared by the company be directly, credited into your bank account instead of issuing a dividend warrant, please provide the following details.

| Folio / CDS Account No. | |
|---|--|
| Name of Shareholder | |
| Title of Bank Account | |
| Bank's Name | |
| Branch Name and Address | |
| Bank Account Number | |
| Landline number of Shareholder (if any) | |
| Cell number of Shareholder | |

8. Members are requested to notify any changes in their addresses immediately.

CDC Account Holders will have to further follow the under mentioned guidelines as laid down in Circular No. 1, dated January 26, 2000, issued by the Securities & Exchange Commission of Pakistan (SECP).

A. For attending the meeting:

- i) In case of individuals, the account holder or sub-account holder shall authenticate his / her Original CNIC at the time of attending the meeting.
- ii) In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature of

the nominee(s) shall be produced (unless it has been provided earlier) at the time of the meeting.

For appointing proxies:

- i) In case of individuals, the account holder or sub-account holder shall submit the proxy form as per the above requirements.
- ii) The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
- iii) Attested copies of CNIC or the passport of the beneficial owners shall be furnished with the proxy form.
- iv) The proxy shall produce his / her original CNIC or original Passport at the time of meeting.
- v) In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature shall be submitted (unless it has been provided earlier) along with proxy form to the Company.

STATEMENT UNDER SRO 27(I)/2012 DATED 16 JANUARY, 2012

- i) In the Extraordinary General Meeting held on May 12, 2015, shareholders approved investments in Sagr Al-Keetan for Cement Production Company Limited, Iraq ("Sagr Al-Keetan").
 - a. Total investment approved: USD 24,000,000 (US Dollars Twenty-Four Million)
 - b. Amount of investment made to date: Nil
 - c. Reason for not making investment:

Certain regulatory matters are still pending in Iraq.

d. Major change in financial position of invitee companies since the date of last resolution:

There has been no major change in financial position of Saqr Al-Keetan.

ii) In the 28th Annual General Meeting held on October 22, 2007, shareholders approved investments in the following associated companies:

Pakistan Oilfields Ltd. (POL) Attock Refinery Ltd. (ARL) Attock Petroleum Ltd. (APL) National Refinery Ltd. (NRL)

Collectively referred to as the "Attock Group Associated Companies"

- a Total investment approved: Rs. 2,500,000,000 (Rupees Two Billion Five Hundred Million)
- b. Amount of investment made to date: Nil
- c. Reason for not making investment:

The Company is focusing on Line-3 Project

d. Major change in financial position of invitee companies since the date of last resolution:

No major changes

The Company vide Board Resolution dated 23 June 2016 has decided not to invest in the Attock Group Associated Companies. For any investment in the Attock Group Associated Companies in the future, further approval of the shareholders will be required to be solicited.

Deduction of Income Tax from Dividend under Section 150 of the Income Tax Ordinance 2001 ("Income Tax Ordinance")

Pursuant to the provisions of the Finance Act 2016, effective July 1, 2016, the rates of deduction of Income tax from dividend payments under the Income Tax Ordinance have been revised as follows:

- (a) Rate of tax deduction for filer of income tax returns 12.5%
- (b) Rate of tax deduction for non-filers of income tax returns 20.0%

All shareholders / members of the Company who hold share in **Physical form** are therefore requested to send a valid copy of their CNIC and NTN Certificates, to the Company's shares Registrar, M/s. Technology Trade (Pvt.) Limited, to allow the Company to ascertain the status of the shareholder/member.

Shareholders/members of the Company who hold shares in the scrip-less form on Central Depository System (CDS) of Central Depository Company of Pakistan Limited (CDC) are requested to send valid copies of their CNIC and NTN Certificates to their CDC Participants/CDC Investor Account Services.

Where the above required documents are not submitted, the Company will be constrained to treat the noncomplying shareholder/member as a non-filer thereby attracting a higher rate of withholding tax.

Circulation of Annual Audited Accounts through Electronic Mail (e-mail)

Members are hereby informed that pursuant to SRO No. 470(I)/2016, dated May 31, 2016, read in conjunction with the SRO No. 787(I)/2014, dated September 8, 2014, companies have been allowed to circulate Annual Audited Accounts and Notice of General Meeting via email.

If any member wishes to receive the Annual Audited Accounts and Notices of General Meeting via email, such member is requested to duly complete the Standard Request Form attached with this Notice and return to the registered office of the Company at D-70, Block-4, Kehkashan-5, Clifton, Karachi, or complete the Standard Request Form placed on the website of the Company (www.attockcement.com). Members are also requested to intimate to the Company any change in their registered email addresses in a timely manner, to ensure effective communication by the Company.

The Annual Report 2016 has been uploaded on the Company's website at www.attockcement.com .

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Statement of Compliance with the Code of Corporate Governance

for the year ended June 30, 2016

This statement is being presented to comply with the Code of Corporate Governance contained in Regulation No. 5.19 of listing regulations of the Pakistan Stock Exchange for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The company has applied the principles contained in the Code in the following manner:

1. The Company encourages the representation of independent, non-executive directors and directors representing minority interests on its Board of Directors. At present the Board includes:

| Non-Executive Directors | Executive Directors | Independent Director |
|-------------------------|--|----------------------|
| Dr. Gaith R. Pharaon | Mr. Babar Bashir Nawaz | Agha Sher Shah |
| Mr. Laith G. Pharaon | Mr. Fakhr-ul-Islam Baig (Alternate Director) | |
| Mr. Wael G. Pharaon | Mr. Irfan Amanullah (Alternate Director) | |
| Mr. Shuaib A. Malik | | |
| Mr. Abdus Sattar | | |

The independent director meets the criteria of independence under clause 5.19.1 (b) of the CCG.

- 2. The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this company.
- 3. All the resident directors of the company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. No casual vacancy occurred in the Board of Directors during the year ended June 30, 2016.
- 5. The company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
- 6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive directors, have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the board meetings, along with agenda and working papers, were circulated at least seven days before the meeting. The minutes of the meetings were appropriately recorded and circulated.
- 9. All the directors are either exempted or have attended the required training in prior years.
- 10. The Board has approved the appointment, remuneration and terms and conditions of employment of the Head of Internal Audit and the CFO, who is also the Company Secretary.
- 11. The directors' report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.

- 12. The financial statements of the company were duly endorsed by CEO and CFO before approval of the Board.
- 13. The directors, CEO and executives do not hold any interest in the shares of the company other than that disclosed in the pattern of shareholding.
- 14. The company has complied with all the corporate and financial reporting requirements of the Code.
- 15. The Board has formed an Audit Committee. It comprises of three members, of whom two are nonexecutive directors including the chairman of the committee and one is an independent director.
- 16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 17. The Board has formed an HR and Remuneration Committee. It comprises of three members, of whom two are non-executive directors including the chairman of the committee.
- 18. The Board has outsourced the internal audit function to Ernst & Young Ford Rhodes Sidat Hyder & Co., Chartered Accountants, who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the company.
- 19. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP), that they or any of the partners of the firm, their spouses and minor children do not hold shares of the company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by ICAP.
- 20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of company's securities, was determined and intimated to directors, executive employees and stock exchange.
- 22. Material/price sensitive information has been disseminated among all market participants at once through the stock exchange.
- 23. The related party transactions have been placed before the Audit Committee and approved by the Board of Directors along with pricing methods. The transactions were carried out on terms equivalent to those that prevail in the arm's length transactions.
- 24. The Board has ensured that a mechanism is put in place for an annual evaluation of the board's own performance as required by the Code.
- 25. We confirm that all other material principles enshrined in the Code have been complied with.

On behalf of the Board

Babar Bashir Nawaz Chief Executive August 16, 2016

Review Report to the Members on Statement of Compliance with the Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of Attock Cement Pakistan Limited for the year ended June 30, 2016 to comply with the requirements of Regulation No. 5.19 of the Pakistan Stock Exchange Limited Regulations where the company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the company's personnel and review of various documents prepared by the company to comply with the Code.

As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the company's corporate governance procedures and risks.

The Code requires the company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the company's compliance, in all material respects, with the best practices contained in the Code as applicable to the company for the year ended June 30, 2016.

These

Chartered Accountants Karachi Dated: August 26, 2016

Auditors' Report to the Members

We have audited the annexed balance sheet of Attock Cement Pakistan Limited as at June 30, 2016 and the related profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit. It is the responsibility of the company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit. We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable examining on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of accounts and are further in accordance with accounting policies consistently applied;
 - (II) the expenditure incurred during the year was for the purpose of the company's business; and
 - (III) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the company's affairs as at June 30, 2016 and of the profit, its cash flows and changes in equity for the year then ended; and
- d) in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

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Chartered Accountants Karachi Dated: August 26, 2016 Name of the engagement partner: Farrukh Rehman

Financial Statements

for the year ended June 30, 2016



Balance Sheet

| | Note | 2016 2015 Rupees in '000 | |
|--|---|--|--|
| ASSETS | | | |
| Non-current assets Fixed assets - property, plant and equipment Long-term investment Long-term loans and advances - considered good Long-term deposits | 3 4 5 6 | 7,140,508 4,500 41,538 42,980 7,229,526 | 5,999,669 4,500 55,754 42,980 6,102,903 |
| Current assets Stores, spares and loose tools Stock-in-trade Trade debts - considered good Loans and advances - considered good Short-term deposits and prepayments Investments - at fair value through profit or loss Other receivables Refunds due from government - Sales tax Cash and bank balances Total assets | 7 8 9 10 11 12 13 14 | 1,317,012 599,753 211,112 81,935 17,518 4,273,362 114,864 - 581,318 7,196,874 14,426,400 | 986,146 763,715 124,414 61,115 16,938 3,104,907 68,117 147,585 858,698 <u>6,131,635</u> 12,234,538 |
| EQUITY AND LIABILITIES Share capital and reserves Share capital Unappropriated profit LIABILITIES | 15 | 1,145,225 9,301,618 10,446,843 | 1,145,225 |
| Non-current liabilities Liability against assets subject to finance lease Deferred taxation Retirement benefits - obligations | 16 17 18 | 4,029 809,516 425,333 1,238,878 | 7,956 813,378 252,336 1,073,670 |
| Current liabilities Trade and other payables Current maturity of liability against assets subject to finance lease Taxation - provision less payments Total liabilities | 19 16 | 2,680,056 3,927 56,696 2,740,679 3,979,557 | 1,772,101 3,927 449,706 2,225,734 3,299,404 |
| Contingency and commitments | 20 | | |
| Total equity and liabilities | | 14,426,400 | 12,234,538 |

The annexed notes 1 to 39 form an integral part of these financial statements.

1.7-4 Babar Bashir Nawaz

Chief Executive

Jullar Abdus Sattar Director

Profit and Loss Account for the year ended June 30, 2016

| | Note | 2016 Rupees | 2015 in '000 |
|---|------|----------------|-----------------|
| Net sales | 21 | 13,918,340 | 13,086,120 |
| Cost of sales | 22 | (8,331,840) | (8,689,940) |
| Gross profit | | 5,586,500 | 4,396,180 |
| | | | |
| Distribution costs | 23 | (954,746) | (986,673) |
| Administrative expenses | 24 | (401,792) | (346,946) |
| Other expenses | 25 | (314,042) | (238,821) |
| Other income | 26 | 341,095 | 422,910 |
| Profit from operations | | 4,257,015 | 3,246,650 |
| Finance cost | 27 | (21,309) | (25,999) |
| Profit before taxation | | 4,235,706 | 3,220,651 |
| Taxation | 28 | (1,345,683) | (1,015,000) |
| Profit after taxation | | 2,890,023 | 2,205,651 |
| Other comprehensive income: | | | |
| Items that will not be reclassified to profit or loss | | | |
| | | | |
| Remeasurements of post employment benefit obligations | | (224,510) | (71,322) |
| Impact of tax | | 48,682 | 15,328 |
| Other comprehensive loss | | (175,828) | (55,994) |
| Total comprehensive income for the year | | 2,714,195 | 2,149,657 |
| Basic and diluted earnings per share | 29 | Rs. 25.24 | Rs. 19.26 |
| | | | |

The annexed notes 1 to 39 form an integral part of these financial statements.

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Babar Bashir Nawaz Chief Executive



Cash Flow Statement for the year ended June 30, 2016

Note 2016 2015 ------ Rupees in '000 ------CASH FLOWS FROM OPERATING ACTIVITIES Cash generated from operations 31 5,174,284 3,026,853 Finance cost paid (21, 309)(25, 999)Income tax paid (1,693,873)(937, 444)Decrease in long-term loans and advances 14,216 (22,786)Retirement benefit obligations paid (109,727)(117,084)Net cash generated from operating activities 3,363,591 1,923,540 CASH FLOWS FROM INVESTING ACTIVITIES Fixed capital expenditure incurred (1,572,267) (294,781) Proceeds from disposal of operating assets 4,364 5,420 Purchase of open ended mutual fund units (13,526,865) (12,716,170)Proceeds from sale of open ended mutual fund units 12,632,459 13,108,862 Dividend received from open ended mutual fund units 5,462 4,019 Interest received 21,486 23,346 Net cash (used in) / generated from investing activities (2, 435, 361)130,696 CASH FLOWS FROM FINANCING ACTIVITIES (1,659,446) Dividend paid (1,201,683) (3, 927)Lease rentals paid (3,927)Net cash used in financing activities (1,205,610)(1,663,373)Net (decrease) / increase in cash and cash equivalents (277, 380)390,863 Cash and cash equivalents at beginning of the year 467,835 858,698 Cash and cash equivalents at end of the year 14 581,318 858,698

The annexed notes 1 to 39 form an integral part of these financial statements.

Babar Bashir Nawaz Chief Executive

Abdus Sattar Director

Statement of Changes in Equity

| | Share capital | Unappropriated profit - Rupees in '000 | Total |
|---|------------------|--|------------------------|
| Balance as at July 01, 2014 | 1,145,225 | 7,300,828 | 8,446,053 |
| Final dividend for the year ended June 30, 2014 @ Rs. 10.00 per share | - | (1,145,225) | (1,145,225) |
| Interim dividend for the year ended June 30, 2015 @ Rs. 4.50 per share | - | (515,351) | (515,351) |
| Total comprehensive income for the year ended June 30, 2015 | | | |
| Profit for the year ended June 30, 2015 | - | 2,205,651 | 2,205,651 |
| Other comprehensive loss for the year ended June 30, 2015 | - | (55,994) | (55,994) 2,149,657 |
| Balance as at July 01, 2015 | 1,145,225 | 7,789,909 | 8,935,134 |
| Final dividend for the year ended | 1,140,220 | 1,109,909 | 0,900,104 |
| June 30, 2015 @ Rs. 10.50 per share | - | (1,202,486) | (1,202,486) |
| Total comprehensive income for the year ended June 30, 2016 | | | |
| Profit for the year ended June 30, 2016 | - | 2,890,023 | 2,890,023 |
| Other comprehensive loss for the year ended June 30, 2016 | - | (175,828) | (175,828) 2,714,195 |
| Balance as at June 30, 2016 | 1,145,225 | 9,301,618 | 10,446,843 |

The annexed notes 1 to 39 form an integral part of these financial statements.

1.5

Babar Bashir Nawaz Chief Executive



Notes to the Financial Statements

for the year ended June 30, 2016

1. THE COMPANY AND ITS OPERATIONS

The company was incorporated in Pakistan on October 14, 1981 as a public limited company and is listed on Pakistan Stock Exchange (formerly Karachi Stock Exchange). Its main business activity is manufacturing and sale of cement. The registered office of the company is at D-70, Block-4, Kehkashan-5, Clifton, Karachi. The company's cement manufacturing plant is located in Tehsil Hub, District Lasbella, Balochistan. The company also has a representative / liaison office in Dubai, UAE, to explore business opportunities in the growing markets of Middle East and Africa.

The company is a subsidiary of Pharaon Investment Group Limited Holding S.A.L., Lebanon.

1.2 The company has entered into a Joint Venture agreement with Al Geetan Commercial Agencies, Iraq, to form a limited liability company in Iraq. The principal activity of the company will be to build and operate a cement grinding plant having production capacity of approximately 900,000 metric tons per annum. The new limited liability company has been established and registered under the Iraqi law on November 3, 2014 by the name Saqr Al-Keetan for Cement Production Company Limited having share capital of 30,000,000 Iraqi Dinar. Attock Cement Pakistan Limited will hold 60% share in the company. The expected investment of the company in foreign subsidiary would be USD 24 million. The company has obtained approval from State Bank of Pakistan for capital remittance. However, no capital has yet been remitted.

As required under section 208 of the Companies Ordinance, 1984, equity investment in Saqr Al-Keetan for Cement Production Company Limited, Basra Iraq has been approved by the members in its Extra Ordinary General Meeting held on May 12, 2015.

1.3 The company has entered into an agreement with Hefei Cement Research & Design Institute (HCRDI), China, for installation of new production line of 4,000 tonnes per day and Waste Heat Recovery System at its existing plant site. The total project cost would be approximately USD 130 million. The project will be financed partially through syndicated loan (note 36.2). The work on this project has been started.

2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out below:

2.1 Basis of preparation

2.1.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

2.1.2 Critical accounting estimates and judgments

The preparation of financial statements in conformity with approved accounting standards require the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies. The matters involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are:

Notes to the Financial Statements

for the year ended June 30, 2016

(i) Taxation - notes 17 & 28

(ii) Staff retirement benefits - note 18.1

Estimates and judgements are continually evaluated and adjusted based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

There have been no critical judgements made by the company's management in applying the accounting policies that would have significant effect on the amounts recognised in the financial statements.

2.1.3 Changes in accounting standards, interpretations and pronouncements

a) Standards, interpretations and amendments to published approved accounting standards that became effective during the year and relevant

IFRS 13, 'Fair value measurement', aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirement for use across IFRSs. The requirement do not extend the use of fair value accounting but provide guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. The standard has only affected the disclosures in the financial statements of the company.

IFRS 12 – Disclosure of Interests in Other Entities includes the disclosure requirements for all forms of interests in other entities, including joint arrangements, associates, special purpose vehicles and other off-balance-sheet vehicles. There are no changes to disclosures on application of the standard on the company's financial statements.

IAS 28 (Revised) – Investment in associates and joint ventures replaces the current IAS 28 'Investment in Associates' (as amended in 2003). This standard includes the requirements for joint ventures, as well as associates, to be equity accounted following the issue of IFRS 11. There is no implication on the company on application of the standard.

b) Standards, interpretations and amendments to published approved accounting standards that are effective but not relevant

There are other new standards, amendments and interpretations that are mandatory for accounting periods beginning on or after January 1, 2015 are considered not to be relevant for company's financial statements and hence have not been detailed here.

c) Standards, interpretations and amendments to published approved accounting standards that are not yet effective but relevant

Amendments to IAS 1 - Disclosure initiative

The amendments provides clarification on number of issues, including :

- Materiality an entity should not aggregate or disaggregate information in a manner that obscures useful information. Where items are material, sufficient information must be provided to explain the impact on the financial position or performance.
- Disaggregation and subtotals line items specified in IAS 1 may need to be disaggregated where this is relevant to an understanding of the entity's financial position or performance. There is also new guidance on the use of subtotals.
- Notes confirmation that the notes do not need to be presented in a particular order.

for the year ended June 30, 2016

- Other Comprehensive Income (OCI) - arising from investments accounted for under the equitive method - the share of the OCI arising from equity - accounted investments is grouped based on whether the items will or will not subsequently be reclassified to profit or loss. Each group should then be presented as a single line item in the statement of comprehensive income.

The change will impact the disclosures of the Company's financial statements.

2.2 Overall valuation policy

These financial statements have been prepared under the historical cost convention except as otherwise disclosed in the accounting policies below.

2.3 Fixed Assets - property, plant and equipment

These are stated at cost less accumulated depreciation and impairment losses (if any) except freehold land, capital work-in-progress and stores held for capital expenditures which are stated at cost. Depreciation is calculated using the straight-line method on all assets in use to charge off their cost excluding residual value, if not insignificant, over their estimated useful lives.

Depreciation on acquisition is charged from the month of addition whereas no depreciation is charged in the month of disposal.

Company accounts for impairment, where indications exist, by reducing its carrying value to the estimated recoverable amount.

Maintenance and normal repairs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalised and the assets so replaced, if any, are retired.

Gains and losses on disposal / retirement of fixed assets are included in profit and loss account.

2.4 Staff retirement benefits

Defined benefit plans

The company operates approved funded gratuity and pension schemes for all its management and non-management employees. Contributions to the schemes are based on actuarial valuations.

The latest actuarial valuations of the schemes have been carried out as at June 30, 2016 using the Projected Unit Credit method. The amount arising as a result of remeasurements are recognised in the Balance Sheet immediately, with a charge or credit to Other Comprehensive Income in the periods in which they occur. Past-service costs are recognised immediately in income.

Retirement benefits are payable to employees on completion of prescribed qualifying period of service under the schemes.

Defined contribution plan

The company also operates an approved provident fund for its permanent employees. Equal monthly contributions are made, both by company and the employees, at the rate of 10% of basic salary.

2.5 Investments

The company determines the appropriate classification of its investment at the time of purchase as follows:

Notes to the Financial Statements

for the year ended June 30, 2016

Long-term investments

The investment in associated company is stated at cost. Impairment loss is recognised whenever the carrying amount of investment exceeds its recoverable amount. An impairment loss is recognised in income currently. The equity method of accounting has not been followed as the effect of applying this method is immaterial.

Investments - held to maturity

These are investments with fixed or determinable payments and fixed maturity with the company having positive intent and ability to hold till maturity. These are stated at amortised cost.

Investments - at fair value through profit or loss

Investments held for trading are classified at fair value through profit or loss account. These are measured at fair value which is re-assessed at each reporting date. In case of investments in open ended mutual funds, fair value is determined on the basis of period end Net Asset Value (NAV) as announced by the Asset Management Company. Changes in fair value are recognised in profit and loss account.

2.6 Stores, spares and loose tools

These are valued at monthly weighted average cost less provision for slow moving and obsolete stores, spares and loose tools. Items in transit are stated at cost.

2.7 Stock-in-trade

Stocks are valued at lower of cost and net realisable value except goods-in-transit which are stated at cost. Raw and packing materials, work-in-process and finished goods are valued at the weighted average cost. Cost of work-in-process and finished stocks comprise of direct costs and appropriate portion of production overheads.

Net realisable value is determined on the basis of estimated selling price of the product in the ordinary course of business less costs of completion and costs necessarily to be incurred in order to make the sale.

2.8 Trade debts and other receivables

Trade debts and other receivables are recognised and carried at original invoice amount less a provision for impairment. A provision for impairment is established when there is objective evidence that the company will not be able to collect all amounts due according to the original terms of receivables. Trade debts and other receivables considered irrecoverable are written-off.

2.9 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purposes of cash flow statement, cash and cash equivalents comprise of cash and cheques in hand and in transit, balances with banks on current and deposit accounts and finance under mark-up arrangements.

for the year ended June 30, 2016

2.10 Leases

Finance leases

The company leases motor vehicles. Leases of motor vehicles where the company has substantially all the risks and rewards of ownership are classified as finance leases. Finance leases are capitalised at the lease's commencement at the lower of the fair value of the leased motor vehicles and the present value of the minimum lease payments.

Each lease payment is allocated between the liability and finance charges. The interest element of the finance cost is charged to profit and loss account over the lease period so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period. The motor vehicles acquired under finance leases is depreciated over the shorter of the useful life of the asset and the lease term.

Operating leases

Leases in which a significant portion of the risks and rewards of ownership is retained by the lessor are classified as operating leases. Payments made under operating leases are charged to profit and loss account on a straight-line basis over the period of the lease.

2.11 Trade and other payables

Trade and other payables are recognised initially at fair value and subsequently measured at amortised cost using the effective interest rate method.

2.12 Provisions

Provisions are recognised in the balance sheet when the company has a legal or constructive obligation as a result of past events, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate.

2.13 Taxation

Current

The charge for current taxation is based on the taxable income at the rate of taxation after taking into account tax credits, rebates available, if any.

Deferred

Deferred tax is accounted for using the balance sheet liability method on all temporary differences arising between tax base of assets and liabilities and their carrying amounts in the financial statements. Deferred tax liability is generally recognised for all taxable temporary differences and deferred tax asset is recognised to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilised. Deferred tax is charged to or credited in the profit and loss account.

Notes to the Financial Statements

for the year ended June 30, 2016

2.14 Borrowings and their cost

Borrowings are recognised initially at fair value and subsequently at amortised cost using the effective interest method. Borrowing costs are recognised as an expense in the period in which these are incurred except to the extent of borrowing costs that are directly attributable to the acquisition, construction or production of a qualifying asset. Such borrowing costs are capitalised as part of the cost of that asset. Borrowings payable within next twelve months are classified as current liabilities.

2.15 **Foreign currencies**

Transactions in foreign currencies are recorded in Pakistani Rupee at the rates of exchange approximating those prevailing at the date of transaction. Monetary assets and liabilities in foreign currencies are translated into Pakistani Rupee using the exchange rates approximating those prevailing at the balance sheet date. Exchange differences are included in income currently.

The financial statements are presented in Pakistani Rupee, which is the company's functional and presentation currency and figures are rounded off to the nearest thousand of Rupees.

2.16 **Revenue recognition**

Revenue is measured at the fair value of the consideration received or receivable, and represents amount receivable for goods supplied, stated net of commission, discounts, returns and value added taxes.

Revenue from sale of goods is recognised on despatch of goods to customers i.e. when the significant risks and reward of ownership have been transferred to the customer.

Interest income is recognised using the effective interest method.

Dividend income is recognised when the right to receive payment is established.

2.17 Financial assets and liabilities

All financial assets and liabilities are initially measured at cost, which is the fair value of the consideration given and received respectively. These financial assets and liabilities are subsequently measured at fair value, amortised cost or cost, as the case may be.

Financial assets and liabilities are off set and the net amount is reported in the balance sheet if the company has a legal right to set off the transaction and also intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

2.18 Dividend

Dividend distribution to shareholders is accounted for in the period in which the dividend is declared.

| | | | | | | | | 2016 2015 Rupees in '000 | | | |
|-----|--|------------------|---|--------------------------|--------------------------------------|------------------------------|----------------------|--------------------------------------|---|---|--|
| 3. | FIXED ASSETS - | property | , plant and | d equipn | nent | | | - nupee | 5 11 000 | | |
| | Operating assets - Capital work-in-pro Stores held for cap | ogress - | note 3.2 | | | | 1,3 | 43,479 53,300 43,729 40,508 | 1 | 551,093 20,343 328,233 999,669 | |
| 3.1 | Operating assets | | | | | | | | | | |
| | | Freehold land | Buildings and roads on freehold land | Plant and machinery | Quarry transport and equipment | Furniture and fittings | Office equipments | Vehicles owned | Vehicles held under finance lease | Total | |
| | Year ended 30 June 2016 | | | | Ri | upees in '000 | | | | | |
| | Opening net book value | 4,554 | 919,311 | 4,537,427 | 16,952 | 3,273 | 14,533 | 41,448 | 13,595 | 5,551,093 | |
| | Additions Disposals - note 3.3 | - | 18,104 - | 240,445 - | - | 1,365 - | 8,683 (295) | 9,739 (2,931) | - | 278,336 (3,226) | |
| | Transfers to stores Depreciation charge | - | - (71,281) | (54,522) (327,589) | | - (1,397) | - (7,796) | - (11,571) | - (3,829) | (54,522) (428,202) | |
| | Closing net book value | 4,554 | 866,134 | 4,395,761 | 12,213 | 3,241 | 15,125 | 36,685 | 9,766 | 5,343,479 | |
| | At 30 June 2016 Cost Accumulated depreciation | 4,554 | 1,499,958 (633,824) | 8,943,447 (4,547,686) | 199,586 (187,373) | 30,875 (27,634) | 104,234 (89,109) | 81,541 (44,856) | 21,275 (11,509) | 10,885,470 (5,541,991) | |
| | Net book value | 4,554 | 866,134 | 4,395,761 | 12,213 | 3,241 | 15,125 | 36,685 | 9,766 | 5,343,479 | |
| | Year ended 30 June 2015 Opening net book value | 4,554 | 961,539 | 4,385,180 | 25,211 | 3,741 | 14,389 | 40,892 | 17,424 | 5,452,930 | |
| | Additions Disposals Transfers to stores | - | 27,977 | 499,811 (31,176) | | 966 - - | 7,241 (58) | 14,229 (3,203) | - - - | 550,224 (3,261) (31,176) | |
| | Depreciation charge | 4,554 | (70,205) 919,311 | (316,388) 4,537,427 | | (1,434) 3,273 | (7,039) 14,533 | (10,470) | (3,829) 13,595 | (417,624) 5,551,093 | |
| | At 01 July 2015 | | 010,011 | 4,001,121 | 10,002 | 0,210 | 14,000 | | 10,000 | 0,001,000 | |
| | Cost Accumulated depreciation | 4,554 - | 1,481,853 (562,542) | 8,783,139 (4,245,712) | 199,587 (182,635) | 29,510 (26,237) | 104,714 (90,181) | 81,275 (39,827) | 21,274 (7,679) | 10,705,906 (5,154,813) | |
| | Net book value | 4,554 | 919,311 | 4,537,427 | 16,952 | 3,273 | 14,533 | 41,448 | 13,595 | 5,551,093 | |
| | Rate of depreciation % | - | 5 | 5 | 10 | 20 | 25 | 20 | 20 | | |
| 3.2 | Capital work-in-p | rogress | | | | | | | | | |
| | | | Project | |)16 | | | 20 | 015 | | |
| | | | Line 3 (note 1. | Oth | ners ⁻ | Fotal | Project Line 3 | | hers | Total | |
| | | | | | | - Rupees | s in '000 | | | | |
| | Civil works Plant & machinery | | 68,91 | 5 90 113 |),918 15 3,946 1 ⁻ | 59,833 13,946 | - | 59 55 | 9,283 5,617 | 59,283 55,617 | |
| | Advances to suppliers - note 3 Others | 3.2.1 | 1,054,41 <u>24,06</u> <u>1,147,39</u> | 67 1 | ,040 2 | 54,414 25,107 53,300 | - | 120 | 4,838 <u>605</u> 0,343 - | 4,838 <u>605</u> 120,343 | |

The advances to suppliers does not carry any interest or mark-up arrangement. 3.2.1

3.3 The details of operating assets sold, having net book value in excess of Rs. 50,000 each are as follows:

| C | Description | Cost | Accumulated depreciation | Net book value | Sale proceed | Mode of disposal | Particulars of purchaser |
|---|-------------|-------|--------------------------|-------------------|-----------------|------------------|---|
| | | | Rupees | ·000 | | | |
| | Vehicle | 1,608 | 989 | 619 | 619 | Company Policy | Mr. Masroor Pervez - Executive |
| | " | 1,673 | 1,004 | 669 | 669 | " | Mr. Murtaza Ali - Executive |
| | " | 855 | 770 | 85 | 85 | " | Mr. Abu Anas - Executive |
| | " | 576 | 518 | 58 | 58 | " | Mr. Inam ur Rehman Suri - Executive |
| | " | 1,300 | 1,170 | 130 | 130 | " | Mr. Shakir Ali - Executive |
| | ű | 1,010 | 545 | 465 | 465 | ű | Mr. Abdul Wahab Siddiqui - Executive |
| | " | 693 | 623 | 70 | 1,046 | Tender | Mr. Alam Zaib - House No. 19, Street No. 83, Sector G-6/1-1 Islamabad |
| | ű | 1,034 | 233 | 801 | 938 | u | Mr. Wasim Mirza - House No. A-32, Block 10-A, Gulshan-e-Iqbal, Karachi |
| | | 8,749 | 5,852 | 2,897 | 4,010 | | |
| | | | | | | | |

2016 2015 ----- Rupees in '000 ------

4.500

4.500

4. LONG-TERM INVESTMENT

Investment in related party (associated company) Attock Information Technology Services (Private) Limited - 450,000 (2015: 450,000) fully paid ordinary shares of Rs. 10 each - at cost

The company holds 10% (2015: 10%) of investee's total equity. The break-up value per share is 4.1 Rs. 37.18 (2015: Rs. 32.29). Total assets and total liabilities of the investee as at June 30, 2016 amounted to Rs. 185.08 million and Rs. 17.77 million (2015: Rs. 159.15 million and Rs. 13.82 million) respectively.

| 5. | LONG-TERM LOANS AND ADVANCES – Considered good | 2016 2015 Rupees in '000 | | |
|----|---|-----------------------------|------------------|--|
| | Chief Executive - note 5.1 Director - note 5.1 | - 10,012 | 15,188 13,016 | |
| | Executives - note 5.1 | 42,207 | 45,034 | |
| | Other Employees | 45,781 | 33,348 | |
| | | 98,000 | 106,586 | |
| | Recoverable within one year - note 10 | (56,462) | (50,832) | |
| | Long term portion | 41,538 | 55,754 | |

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for the year ended June 30, 2016

5.1 Reconciliation of the carrying amount of loans and advances to Chief Executive, Directors and Executives:

| | Chief E | xecutive | Dire | ctor | Executives | | |
|-----------------|---------------------|-------------------|-------------------|-------------------|--------------------|--------------------|--|
| | 2016 | 2015 | 2016 | 2015 in '000 | 2016 | 2015 | |
| | | | Пароос | | | | |
| Opening balance | 15,188 | 2,218 | 13,016 | - | 45,034 | 37,311 | |
| Disbursements | - | 17,086 | - | 15,019 | 31,598 | 40,072 | |
| Repayments | <u>(15,188)</u> | (4,116) 15,188 | (3,004) 10,012 | (2,003) 13,016 | (34,425) 42,207 | (32,349) 45,034 | |

- 5.2 Amounts receivable from Chief Executive, Director and Executives represent house rent advances given according to the company's service rules. Executives and other employees are also provided with car, motor cycle, marriage and welfare loans. These loans and advances are recoverable in twelve to sixty monthly installments and are interest free. These loans and advances are secured against the retirement fund balances of employees.
- 5.3 Rent advance was given to Director with the prior approval of Securities and Exchange Commission of Pakistan as required under section 195 of Companies Ordinance, 1984.
- 5.4 The maximum amounts due from Chief Executive, Director and Executives at the end of any month during the year were Rs. 14.71 (2015: Rs. 16.61 million), Rs. 12.77 million (2015: Rs. 14.78) and Rs. 52.69 million (2015: Rs. 44.99 million) respectively.
- 5.5 These loans and advances do not carry any mark up arrangement.
- 5.6 Long term loans and advances have been carried at cost as the effect of carrying these balances at amortised cost would not be material in the overall context of these financial statements.

6. LONG-TERM DEPOSITS

These are security deposits held with K-Electric Limited and do not carry any mark-up arrangement.

| | | 2016 Rupees | 2015 ain '000 |
|----|--|----------------|------------------|
| 7. | STORES, SPARES AND LOOSE TOOLS | Tapooo | |
| | Coal | 606,443 | 332,005 |
| | Stores and spares | 647,014 | 621,282 |
| | Bricks | 97,366 | 72,725 |
| | Loose tools | 2,691 | 2,387 |
| | | 1,353,514 | 1,028,399 |
| | Less: Provision for slow moving and obsolete items | (36,502) | (42,253) |
| | | 1.317.012 | 986.146 |

| | | 2016 Rupees | 2015 in '000 |
|------|---|--|--|
| 8. | STOCK-IN-TRADE | nupees | 111 000 |
| | Raw materials Packing materials Work-in-process Finished goods | 73,645 122,653 302,245 101,210 599,753 | 109,699 78,815 450,950 124,251 763,715 |
| 9. | TRADE DEBTS – considered good | | |
| | Secured Unsecured | 206,820 4,292 211,112 | 121,654 2,760 124,414 |
| 9.1. | The age analysis of trade debts is as follows: | | |
| | Not yet due 1 to 30 days 31 to 90 days | 193,711 17,095 <u>306</u> 211,112 | 123,653 - 761 124,414 |
| 10. | LOANS AND ADVANCES – considered good | | |
| | Current portion of long-term loans and advances - note 5.5 Chief Executive Director Executives Other Employees Other advances - employees Advances to suppliers | 3,004 25,956 27,502 56,462 1,083 24,390 81,935 | 5,695 3,004 24,931 17,202 50,832 888 9,395 61,115 |
| 11. | SHORT-TERM DEPOSITS AND PREPAYMENTS | 01,000 | |
| | Deposits - considered good Prepayments | 6,228 <u>11,290</u> 17,518 | 5,716 11,222 16,938 |

11.1. These deposits and prepayments do not carry any mark-up arrangement.

----- Rupees in '000 ------

Notes to the Financial Statements

| 12. | | | ALUE THROUGH PROFIT OR LOSS | 2016 Rupees | 2015 in '000 |
|------|--|---|--|---|---|
| | Investments - a profit or loss | at fair value thr - notes 12.1 & | | 4,273,362 | 3,104,907 |
| 12.1 | Details of inve | stments: | | | |
| | 2016 Ur | 2015 nits | | | |
| | 42,959,715 39,975,093 12,293,680 9,638,472 8,298,995 4,847,419 3,920,646 3,548,424 3,002,980 1,973,869 1,914,176 1,200,923 499,235 479,205 - - - - - - - - - - - - - - - - - - - | - - - - - - - - - - - - - - - - - - - | ABL Government Securities Fund NAFA Money Market Fund BMA Chundrigar Road Savings Fund Pak Oman Government Securities Fund Askari High Yield Scheme IGI Money Market Fund UBL Government Securities Fund Faysal Savings Growth Fund AKD Cash Fund AKD Cash Fund Akari Sovereign Yield Enhancer MCB Metrobank Pak Sovereign Fund IGI Alfalah GHP Cash Fund First Habib Income Fund PICIC Income Fund Alfalah GHP Sovereign Fund NAFA Income Opportunity Fund Faysal Money Market Fund UBL Money Market Fund Primus Daily Reserve Fund Askari Sovereign Cash Fund BMA Empress Cash Fund First Habib Cash Fund PICIC Cash Fund | 431,419 393,263 101,277 102,107 846,376 476,112 413,550 360,804 150,534 200,084 101,834 595,177 50,408 50,417 - - - - - - - - - - - - - - - - - - - | 360,681 - - 489,911 - - 199,633 - - 199,633 - - - - 723,546 474,465 204,618 150,973 100,406 100,000 100,000 100,000 100,000 100,000 50,638 50,036 3,104,907 |

12.2 The fair value of these investments is the Net Asset Value (NAV) as at June 30, 2016 as quoted by the respective asset management company. 2016 2015

| Export rebate receivable | 33,627 | 39,823 |
|--|---------|--------|
| Receivable from Sagr Al Keetan - note 13.1 | 63,044 | 21,102 |
| Due from related parties | 2,499 | 5,823 |
| Others | 15,694 | 1,369 |
| | 114,864 | 68,117 |

This amount represents various expenses incurred by the company for its Iraq project. 13.1

| | | | 2016 Rupees | 2015 in '000 | | | |
|------|--|------|---|---|--|--|--|
| 14. | CASH AND BANK BALANCES | | nupees | 111 000 | | | |
| | Cash at bank - On PLS savings accounts - notes 14.1,14.2 & 14.3 - On current accounts - note 14.4 Cash in hand | | 336,771 243,566 <u>981</u> 581,318 | 606,676 251,690 <u>332</u> 858,698 | | | |
| 14.1 | At June 30, 2016 the mark-up rates on PLS savings accounts r to 9%) per annum and are maintained with conventional comme | | | 6% (2015: 4.5% | | | |
| 14.2 | This includes Rs. 1.65 million (2015: Rs. 2.98 million) correspor 0.11 million) placed in United Bank Limited - Dubai Branch, UAE expenses as per the approval of the State Bank of Pakistan. | | | | | | |
| 14.3 | This includes deposits of Rs. 58.89 million (2015: Rs. 47.09 million) obtained from customers which are kept in a separate bank account in compliance with the section 226 of the Companies Ordinance, 1984. | | | | | | |
| 14.4 | This includes current account having balance of Rs. 0.45 million Islamic Bank. | (201 | 5: Rs. 1 million) | maintained with | | | |
| | | | 2016 | 2015 | | | |
| 15. | SHARE CAPITAL | | Rupees | IN 000 | | | |
| | Authorised share capital | | | | | | |
| | 200,000,000 ordinary shares of Rs. 10 each (2015: 200,000,000 ordinary shares of Rs. 10 each) | , | 2,000,000 | 2,000,000 | | | |
| | Issued, subscribed and paid-up capital | | | | | | |
| | Ordinary shares of Rs. 10 each | | | | | | |
| | 2016 2015 | | | | | | |
| | 29,747,965 29,747,965 Shares allotted for consideration paid in cash | | 297,480 | 297,480 | | | |
| | 4,132,510 4,132,510 Shares allotted for consideration other than cash - plant and machinery | | 41,325 | 41,325 | | | |
| | 80,641,993 80,641,993 Shares allotted as bonus share 114,522,468 114,522,468 | es | 806,420 1,145,225 | 806,420 1,145,225 | | | |
| | | | | | | | |

for the year ended June 30, 2016

15.1 As at June 30, 2016, Pharaon Investment Group Limited (Holding) S.A.L, Lebanon and its nominees held 96,271,960 (2015: 96,271,960) ordinary shares of Rs. 10 each.

16. LIABILITY AGAINST ASSETS SUBJECT TO FINANCE LEASE

| | | 2016 | | | 2015 | | |
|---|-----------------------------|--|---|-----------------------------|--|-----------------------|--|
| | Minimum lease payment | Financial charge for future periods | Principal out- standing | Minimum lease payment | Financial charge for future periods | Principal outstanding | |
| | | | | in '000 | | | |
| Not later than one year | 4,516 | 589 | 3,927 | 4,955 | 1,028 | 3,927 | |
| Later than one year | 4.045 | 010 | 1 000 | 0.700 | 000 | 7.050 | |
| but not later than five years | 4,245 8,761 | <u> 216 </u> 805 | 4,029 7,956 | 8,762 | 806 | 7,956 | |
| | 0,701 | 000 | 7,900 | 10,717 | 1,004 | | |
| 2016 2015 Rupees in '000 | | | | | | | |
| Credit balances arising in r | espect of: | | | | | | |
| - accelerated tax depreciation allowances 817,039 837,4 | | | | | 837,420 2,921 | | |
| Debit balances arising in re - slow moving and obsolete - liabilities against finance le - retirement benefits - oblig | | (7,916) (1,725) - 9,516 | (9,081) (2,554) (15,328) 813,378 | | | | |

17.1 Deferred tax liability is restricted to 72.28% (2015: 71.64%) of the total deferred tax liability based on the assumptions that export sales will continue to fall under Final Tax Regime and historical trend of export and local sales ratio will continue to be the same in foreseeable future.

18. Retirement benefits - obligations

18.1 Staff retirement benefits

- 18.1.1 As stated in note 2.4, the company operates approved funded gratuity and pension scheme for all management and non-management employees. The scheme defines an amount of gratuity benefit that an employee will receive on retirement subject to minimum service under the scheme. Actuarial valuation of these plans is carried out every year and the latest actuarial valuation was carried out as at June 30, 2016.
- 18.1.2 Plan assets held in trust are governed by local regulations which mainly include Trust Act, 1882; the Companies Ordinance, 1984; Income Tax Rules, 2002 and the Rules under the respective trust deeds. Responsibility for governance of the Plans, including investment decisions and contribution schedules, lies with the respective Board of Trustees. The company appoints the trustees and all trustees are employees of the company.

17.

Notes to the Financial Statements

18.1.3 The latest actuarial valuations of the Plans as at June 30, 2016 were carried out using the Projected Unit Credit Method. Details of the Funds as per the actuarial valuations are as follows:

| | | 2016 | | 201 | 2015 | |
|--------|--|---|---|---|---|--|
| | | Pension Funds | Gratuity Funds Rupees | Pension Funds in '000 | Gratuity Funds | |
| 18.1.4 | Balance sheet reconciliation as at June 30 | | | | | |
| | Present value of defined benefit obligation Fair value of plan assets Deficit | 623,063 313,688 309,375 | 357,634 241,676 115,958 | 394,211 265,651 128,560 | 358,435 234,659 123,776 | |
| 18.1.5 | Movement in the defined benefit obligation | | | | | |
| | Obligation as at July 01 Service cost Interest expense Remeasurement on obligation Benefits paid Obligation as at June 30 | 394,211 14,733 45,823 194,359 (26,063) 623,063 | 358,435 17,265 32,452 16,776 (67,294) 357,634 | 295,259 11,300 39,606 66,266 (18,220) 394,211 | 318,685 15,924 41,905 2,199 (20,278) 358,435 | |
| 18.1.6 | Movement in the fair value of plan assets | | | | | |
| | Fair value as at July 01 Interest income Remeasurement on plan assets Employer contributions Benefits paid Fair value as at June 30 | 265,651 31,285 (9,586) 52,401 (26,063) 313,688 | 234,659 20,774 (3,789) 57,326 (67,294) 241,676 | 206,748 28,626 (2,492) 50,989 (18,220) 265,651 | 166,703 22,505 (365) 66,094 (20,278) 234,659 | |
| 18.1.7 | Expense recognised in profit and loss account | | | | | |
| | Service cost Interest expense | 14,733 14,538 29,271 | 17,265 11,678 28,943 | 11,300 <u>10,980</u> 22,280 | 15,924 <u>19,400</u> 35,324 | |
| 18.1.8 | Remeasurement recognised in other comprehensive income | | | | , | |
| | Experience losses Remeasurement of fair value of plan assets Remeasurements | 194,359 9,586 203,945 | 16,776 3,789 20,565 | 66,266 2,492 68,758 | 2,199 365 2,564 | |
| 18.1.9 | Net recognised liability | | | | | |
| | Balance as at July 01 Expense for the year Employer contributions Remeasurement recognised in other comprehensive income | 128,560 29,271 (52,401) 203,945 | 123,776 28,943 (57,326) 20,565 | 88,511 22,280 (50,989) 68,758 | 151,982 35,324 (66,094) 2,564 | |
| | Balance as at June 30 | 309,375 | 115,958 | 128,560 | 123,776 | |

for the year ended June 30, 2016

18.1.10 Composition of plan assets:

| | 2016 | | 2015 | | 2016 | | 201 | 5 |
|----------------------------------|-------------------|---------------|-------------------|----------------|-------------------|--------|-------------------|--------|
| | | Pension Funds | | Gratuity Funds | | Funds | | |
| | Amount in '000 | % | Amount in '000 | % | Amount in '000 | % | Amount in '000 | % |
| Pakistan Investment Bonds | 28,369 | 9.04 | 28,364 | 10.68 | - | | - | - |
| Market Treasury Bills | - | - | 127,503 | 48.00 | - | | 117,695 | 50.16 |
| Term Deposit Receipts | 33,779 | 10.77 | 28,842 | 10.86 | - | | 23,595 | 10.06 |
| Term Finance Certificates | 26,111 | 8.32 | 23,595 | 8.88 | 26,109 | 10.80 | 26,517 | 11.30 |
| Open Ended Mutual Funds | 220,768 | 70.38 | 54,167 | 20.38 | 214,497 | 88.76 | 69,501 | 29.61 |
| Others (including bank balances) | 4,661 | 1.49 | 3,180 | 1.20 | 1,070 | 0.44 | (2,649) | (1.13) |
| | 313,688 | 100.00 | 265,651 | 100.00 | 241,676 | 100.00 | 234,659 | 100.00 |

18.1.1

| .11 Actuarial assumptions | 2016 | 2015 |
|---------------------------------------|--------|--------|
| | Perce | ntage |
| Expected rate of increase in salaries | | Ū |
| - Management staff | 10.00% | 10.00% |
| - Non-management staff | 10.00% | 10.00% |
| Discount factor used | | |
| - Pension Funds | 9.00% | 11.50% |
| - Gratuity Funds | 9.00% | 9.75% |
| | | |

- 18.1.12 Pre-Retirement mortality was assumed to be SLIC (2001-05) for males and females, as the case may be, but rated up one year.
- **18.1.13** The company ensures asset / liability matching by investing in government securities, bank deposits, mutual funds and does not use derivatives to manage its risk.
- 18.1.14 The expected return on respective plan assets has been determined by considering the expected returns available on the assets underlying the current investment policy.

18.1.15 Sensitivity analysis for actuarial assumptions

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

| | Impact on defined benefit obligation | | | | |
|---|--------------------------------------|------------------------------|--------------------|--------------------|--------------------|
| | | Pension Funds Gratuity Funds | | | |
| | Change in | Increase in | Decrease in | Increase in | Decrease in |
| | assumption | assumption | assumption | assumption | assumption |
| | | | Rupees | in '000 | |
| | | | | | |
| Discount rate at 30 June Future salary increases | 0.5% 0.5% | (54,465) 13,879 | 61,213 (13,104) | (13,704) 10,994 | 14,721 (10,352) |
| Future salary increases | 0.3% | 13,079 | (13,104) | 10,994 | (10,552) |

If longevity increases by 1 year, the resultant increase in obligation is insignificant.

The above sensitivity analysis are based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as and when calculating the gratuity liability recognised within the balance sheet.

18.1.16 Historical information

| | 2016 | 2015 R | 2014 upees in '000 | 2013 | 2012 |
|---|-----------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Pension Funds as at June 30 | | | | | |
| Present value of defined benefit obligation | 623,063 | 394,211 | 295,259 | 303,976 | 187,047 |
| Fair value of plan assets Deficit / (surplus) | (313,688) 309,375 | (265,651) 128,560 | (206,748) 88,511 | (205,564) 98,412 | (202,548) (15,501) |
| Experience adjustments | | | | | |
| Gain / (loss) on obligation (Loss) / gain on plan assets | (194,359) (9,586) (203,945) | (66,266) (2,492) (68,758) | (20,119) 7,413 (12,706) | (55,477) (8,093) (63,570) | (6,086) (10,588) (16,674) |
| Gratuity Funds As at June 30 | | | | | |
| Present value of defined benefit obligation | 357,634 | 358,435 | 318,685 | 205,296 | 150,325 |
| Fair value of plan assets Deficit | (241,676) 115,958 | (234,659) 123,776 | (166,703) 151,982 | (154,756) 50,540 | (147,995) 2,330 |
| Experience adjustments | | | | | |
| Gain / (loss) on obligation (Loss) / gain on plan assets | (16,776) (3,789) (20,565) | (2,199) (365) (2,564) | (86,260) (7,725) (93,985) | (45,698) (5,848) (51,546) | 8,204 (571) 7,633 |

18.1.17 As per actuarial advice, the company is expected to recognise a service cost of Rs. 40.33 million in 2017 (2016: Rs. 32 million).

18.1.18 The weighted average service duration of employees is as follows:

| | Pension | Gratuity |
|----------------|----------|----------|
| | Fund | Fund |
| | No. of y | /ears |
| Management | 18.67 | 7.76 |
| Non-management | 18.97 | 8.57 |

6,106

17,023

2,680,056

2016

5,303

12,360

1,772,101

2015

Notes to the Financial Statements

Unclaimed dividend

Others - note 19.1

18.1.19 Expected maturity analysis of undiscounted retirement benefit plan.

| At June 30, 2016 | Less than a year | Between 1 - 2 years | Between 2 - 5 years | Betwe 5 - 10 y | | Total |
|--|--|------------------------|------------------------------|-------------------------------|---|--|
| Pension Funds Gratuity Funds | 34,694 28,678 | 55,008 39,650 | Rupees 204,320 120,760 | s in '000 - 475,3 215,3 | | · · · · |
| | | -0 | | | 2016 Rupees | 2015 s in '000 |
| TRADE AND OTH | ER PAYABL | -5 | | | | |
| Creditors - note 19 Accrued liabilities - Electricity charges Royalty payable Excise duty payabl Advances from cus Retention money Security deposits - Workers' Profits Pa Workers' Welfare F Sales tax payable Payable to provide Taxes deducted at | note 19.1 payable stomers note 14.3 articipation Fu Fund - note 19 nt fund | 9.2 | | ion | 235,303 1,491,511 98,478 70,143 70,304 133,956 23,037 58,890 227,600 201,412 42,037 1,089 3,167 | 201,659 768,633 163,425 69,010 8,010 148,911 45,420 47,088 173,093 114,970 - 6,106 8,113 |

Creditors, accrued liabilities and other liabilities include Rs. 5.2 million, Rs. 5.3 million and Rs. 5.8 19.1 million (2015: Rs. 2.8 million, Rs. 5.6 million and Rs. 5.8 million) respectively in respect of amounts due to related parties.

19.2 This Includes provision of Rs. 65.7 million pertaining to the year 2015. The company has not paid this amount until it is ascertained as to whether the same is required to be paid to Federal or Provincial government.

| | 72 002 | |
|---|-----------------------------|---------------------------------|
| | 73,093 27,600 | 141,637 173,093 |
| 4 Interest on funds utilised in company's business - note 27 | 00,693 2,269 | 314,730 2,378 |
| Less: Amount paid to the Fund (1 | 02,962 75,362) 27,600 | 317,108 (144,015) 173,093 |

19.

2015

Notes to the Financial Statements

for the year ended June 30, 2016

20. CONTINGENCY AND COMMITMENTS

20.1 The Competition Commission of Pakistan (CCP) passed an order on August 27, 2009 levying penalty of Rs. 374 million on the company alleging that it was involved with other cement manufacturing companies in price fixing arrangements. The company along with other cement manufacturers challenged the vires of CCP order before the Lahore High Court which directed the CCP not to take any adverse action against the company under the aforementioned order passed by CCP till the completion of the case proceedings in the Lahore High Court. The company has also filed an appeal against CCP's order in the Supreme Court of Pakistan.

Based on the opinion of the company's legal advisors, the management is hopeful that the ultimate outcome of these petitions / appeal will be in favour of the company and hence no provision has been recognised in these financial statements for the aforementioned amount of penalty.

20.2 Commitments for capital expenditure outstanding as at June 30, 2016 amounted to Rs. 6,352.25 million (2015: Rs. 66.9 million).

| | | 2016 Rupees | 2015 in '000 |
|-----|----------------------------------|---|---|
| 21. | NET SALES | | |
| | Gross local sales | 13,964,727 | 11,417,342 |
| | Sales tax Federal excise duty | (2,273,661) (678,987) (2,952,648) | (1,803,152) (535,625) (2,338,777) |
| | Commission | (326,383) | (269,163) |
| | Net local sales | 10,685,696 | 8,809,402 |
| | Export sales | 3,232,644 | 4,276,718 |
| | | 13,918,340 | 13,086,120 |

21.1 The company's customer base is diverse with no single customer accounting for more than 10% of net revenue.

21.2 Export sales comprise of sales made in the following regions:

| | Rupees in '000 | Rupees in '000 | | |
|----------------------------|---|----------------|--|--|
| Africa Middle East Asia | 835,913 1,655,032 451,396 1,746,952 | | | |
| Sri Lanka | 1,697,722 23,261 | | | |
| Others | 247,613 851,473 | | | |
| | 3,232,644 4,276,718 | | | |

| 22. COST OF SALES | 2016 Rupees | 2015 in '000 |
|--|----------------|-----------------|
| Raw materials consumed | 814,876 | 859,869 |
| Packing materials consumed | 928,618 | 973,155 |
| Cement packaging and loading charges | 22,235 | 22,019 |
| Salaries, wages and benefits - note 22.1 | 1,249,712 | 1,087,515 |
| Fuel | 2,066,251 | 2,569,194 |
| Electricity and water | 1,850,455 | 2,170,892 |
| Stores and spares consumed | 450,671 | 455,657 |
| Repairs and maintenance | 119,445 | 118,870 |
| Insurance | 59,664 | 62,595 |
| Vehicle running and maintenance | 81,446 | 86,397 |
| Security expenses | 91,761 | 74,478 |
| Depreciation | 414,608 | 404,331 |
| Other expenses - note 22.2 | 10,352 | 31,018 |
| | 8,160,094 | 8,915,990 |
| Add: Opening work-in-process | 450,950 | 200,532 |
| Less: Closing work-in-process | (302,245) | (450,950) |
| | 8,308,799 | 8,665,572 |
| Add: Opening stock of finished goods | 124,251 | 148,619 |
| Less: Closing stock of finished goods | (101,210) | (124,251) |
| | 8,331,840 | 8,689,940 |

- Salaries, wages and benefits include Rs. 43.83 million and Rs. 25.02 million (2015: Rs. 42.31 million 22.1 and Rs. 23.54 million) in respect of charge for defined benefit plans and contributory provident fund respectively.
- 22.2 This includes reversal of provision for slow moving and obsolete items amounting to Rs. 2.76 million (2015: provision for the year Rs. 18.19 million).

| | | 2016 Rupees | 2015 in '000 |
|-----|--|----------------|-----------------|
| 23. | DISTRIBUTION COSTS | | |
| | Salaries, wages and benefits - note 23.1 | 84,871 | 75,351 |
| | Handling and other export related expenses | 443,066 | 451,564 |
| | Carriage outward on export sales | 241,257 | 336,072 |
| | Commission on export sales | 48,895 | 37,845 |
| | Carriage outward on local sales | 113,909 | 65,788 |
| | PSI marking fee | 14,263 | 13,388 |
| | Advertisement and sales promotion | 1,155 | 3,377 |
| | Travelling and entertainment | 5,414 | 1,964 |
| | Other expenses | 1,916 | 1,324 |
| | | 954,746 | 986,673 |

Notes to the Financial Statements

23.1 Salaries, wages and benefits include Rs. 3.40 million and Rs. 1.76 million (2015: Rs. 3.29 million and Rs. 1.77 million) in respect of charge for defined benefit plans and contributory provident fund respectively.

| | | 2016 Rupees | 2015 in '000 |
|-----|--|----------------|-----------------|
| 24. | ADMINISTRATIVE EXPENSES | · | |
| | Salaries, wages and benefits - note 24.1 | 295,515 | 242,888 |
| | Depreciation | 13,594 | 13,293 |
| | Rent, rates and taxes | 14,441 | 15,268 |
| | Utilities | 4,854 | 3,177 |
| | Insurance | 2,576 | 2,532 |
| | Repairs and maintenance | 9,240 | 10,435 |
| | Communication and printing | 13,840 | 15,569 |
| | Travelling and entertainment | 8,965 | 8,544 |
| | Legal and professional charges | 17,832 | 16,218 |
| | Auditors' remuneration - note 24.2 | 3,607 | 3,489 |
| | Donations - note 24.3 | 7,877 | 6,491 |
| | Other expenses | 9,451 | 9,042 |
| | | 401,792 | 346,946 |
| | | | |

Salaries, wages and benefits include Rs. 11.02 million and Rs. 5.31 million (2015: Rs. 12.01 million 24.1 and Rs. 5.71 million) in respect of charge for defined benefit plans and contributory provident fund respectively.

| | | 2016 | 2015 |
|------|---|-------------------|-------------------|
| 24.2 | Auditors' remuneration | Rupees | in '000 |
| | Audit fee Fee for review of interim financial information and Statement of | 2,000 | 1,800 |
| | Compliance with Code of Corporate Governance | 1,150 | 1,150 |
| | Taxation services Other certifications, attestations and other services | 165 85 | 150 150 |
| | Out-of-pocket expenses | 207 | 239 |
| | | 3,607 | 3,489 |
| 24.3 | None of the Directors or their spouses had any interest in donees. | | |
| 25. | OTHER EXPENSES | | |
| | Workers' Profits Participation Fund - note 19.3 Workers' Welfare Fund | 227,600 86,442 | 173,093 65,728 |
| | | 314,042 | 238,821 |

| | | 2016 Rupees | 2015 in '000 |
|-----|---|------------------------------------|--------------------------------------|
| 26. | OTHER INCOME | | |
| | Income from financial assets | | |
| | Income on PLS savings accounts under interest / mark-up arrangements- note 26.1 | 21,486 | 23,346 |
| | Gain on sale of open ended mutual fund units - note 26.2 | 269,914 | 332,001 |
| | Gain on re-measurement of fair value of open ended mutual fund units - note 26.2 | 4,135 | 170 |
| | Dividend from open ended mutual funds - note 26.2 | 5,462 279,511 | 4,019 336,190 |
| | Exchange gain - note 26.3 | 8,511 | 16,887 |
| | Income from non-financial assets | | |
| | Gain on disposal of operating assets | 1,138 | 2,136 |
| | Others | | |
| | Export rebate Scrap sales Others | 16,913 12,997 539 341,095 | 23,196 19,414 1,741 422,910 |

26.1 This profit is earned from bank accounts under mark up arrangements maintained with conventional commercial bank branches.

26.2 These amounts represent gain and dividend from mutual funds that as per their offering documents are not specifically categorised as Islamic mutual funds except Rs 0.47 million (2015: Rs 5.77 million) earned on Islamic Funds.

26.3 Income earned from exchange gain is from actual currency and not by derivative financial instruments.

| | | 2016 Rupees | 2015 in '000 |
|-----|---|----------------|-----------------|
| 27. | FINANCE COST | | |
| | Bank charges and commission | 18,120 | 22,226 |
| | Interest on Workers' Profits Participation Fund - note 19.3 | 2,269 | 2,378 |
| | Finance charges on finance lease | 920 | 1,395 |
| | | 21,309 | 25,999 |
| 28. | TAXATION | | |
| | Current | | |
| | - for the year - note 28.2 | 1,365,545 | 950,000 |
| | - prior years | (16,000) | 240,000 |
| | Deferred | (3,862) | (175,000) |
| | | 1,345,683 | 1,015,000 |
| | | | |

for the year ended June 30, 2016

| 28.1 | Relationship between tax expense and accounting profit | 2016 Rupees | 2015 in '000 |
|------|--|--|---|
| | Profit before taxation | 4,235,706 | 3,220,651 |
| | Tax at the applicable rate of 32% (2015: 33%) Effect of final tax regime Tax credits Change in tax rate | 1,355,426 (140,946) (1,810) - | 1,062,815 (176,791) (34,955) (152,714) |
| | Super tax | 118,828 | 87,868 |
| | Others | 30,185 | (11,223) |
| | Prior years' tax provision | (16,000) | 240,000 |
| | | 1,345,683 | 1,015,000 |

28.2 This includes Rs. 118.67 (2015: 87.87) million super tax imposed for rehabilitation of temporarily displaced persons under section 4B of the Income Tax Ordinance, 2001 through Finance Act, 2016 and 2015.

| 2016 | 2015 |
|------|---------------|
| R | upees in '000 |

29. BASIC AND DILUTED EARNINGS PER SHARE

| Profit after taxation | 2,890,023 | 2,205,651 |
|--|-----------|-----------|
| Weighted average number of outstanding | | |
| shares at the end of year (in thousands) | 114,522 | 114,522 |
| Basic and diluted earnings per share - note 29.1 | Rs. 25.24 | Rs. 19.26 |

Diluted earnings per share has not been presented as the company did not have any convertible 29.1 instruments in issue as at June 30, 2016 and 2015 which would have any effect on the earnings per share if the option to convert is exercised.

CREDIT FACILITIES 30.

The facilities for short term running finance available amounted to Rs. 1.50 billion (2015: Rs. 1.50 30.1 billion). The rates of mark-up ranging between one month KIBOR minus 0.5% and 3 months KIBOR plus 0.25% (2015: one month KIBOR minus 0.5% and 3 months KIBOR plus 0.25%) per annum.

The facilities for opening letters of credit and guarantee as at June 30, 2016 amounted to Rs. 4.60 billion (2015: Rs. 5.20 billion) of which unutilised balance at year end amounted to Rs. 3.98 billion (2015: Rs. 4.57 billion).

The above arrangements are secured by way of charge over stocks and book debts.

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for the year ended June 30, 2016

30.2 Syndicate term finance

The company has entered into a syndicated finance agreement with a consortium of banks for a term finance facility of Rs. 7 billion for the installation of new production line and Waste Heat Recovery System. The facility carries a mark-up of 3 months KIBOR plus 0.25% p.a. which will be payable on quarterly basis. The tenure of this facility is 6 years including the grace period of 2 years. Upto June 30, 2016, no draw down was made.

The above syndicated finance agreement is secured by first ranking hypothecation charge over all movable assets of the company and exclusive equitable mortgage over the unencumbered leasehold rights in immovable property on which the project will be established.

| | | 2016 Rupees | 2015 in '000 |
|---|------------------------------|---|---|
| 31. CASH GENERATED FROM OI | PERATIONS | | |
| Profit before taxation | | 4,235,706 | 3,220,651 |
| Add / (Less): Adjustments for and other items | non-cash charges | | |
| Depreciation Gain on disposal of fixed assets Gain on sale of open ended mu Gain on re-measurement of fair | utual fund units - note 26.2 | 428,202 (1,138) (269,914) | 417,624 (2,136) (332,001) |
| ended mutual fund units Dividend from open ended mut Interest income Finance cost | ual funds | (4,135) (5,462) (21,486) 21,309 | (170) (4,019) (23,346) 25,999 |
| Retirement benefits obligations Profit before working capital ch | | <u>58,214</u> 4,441,296 | 57,605 3,360,207 |
| Effect on cash flow due to wo | rking capital changes | | |
| (Increase) / Decrease in currer | nt assets | | |
| Stores, spares and loose tools Stock-in-trade Trade debts Loans and advances Short term deposits and prepay Refunds due from government Other receivables | | (330,866) 163,962 (86,698) (20,820) (580) 147,585 (46,747) (174,164) | 173,928 (240,313) 137,649 (12,387) 1,539 (102,571) (39,380) (81,535) |
| Increase / (Decrease) in currer | nt liabilities | (, | (|
| Trade and other payables | | 907,152 | (251,819) |
| Cash generated from operation | IS | 732,988 5,174,284 | (333,354) 3,026,853 |

32. REMUNERATION TO CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amounts charged in these financial statements for remuneration to Chief Executive, Executive Directors and Executives are as follows:

| | Chief Executive | | Executive Directors | | Execi | utives |
|-------------------------|-----------------|--------|----------------------------|--------|---------|---------|
| | 2016 | 2015 | 2016 2015 | | 2016 | 2015 |
| | | | Rupee | s '000 | | |
| Managerial remuneration | 22,972 | 20,883 | 14,423 | 13,118 | 187,222 | 181,848 |
| Housing allowance | 7,309 | 6,645 | 5,201 | 4,752 | 71,847 | 70,256 |
| Utility allowance | 2,784 | 2,531 | 1,031 | 945 | 15,264 | 14,990 |
| Bonus | 17,403 | 11,229 | 12,695 | 9,568 | 182,659 | 107,268 |
| Retirement benefits | 987 | 4,032 | 2,841 | 2,127 | 44,561 | 41,705 |
| Others | 5,975 | 3,774 | 3,233 | 3,291 | 38,599 | 34,541 |
| | 57,430 | 49,094 | 39,424 | 33,801 | 540,152 | 450,608 |
| Number of person(s) | 1 | 1 | 2 | 2 | 152 | 157 |

The Chief Executive, Executive Directors and certain executives are provided with free use of company maintained cars and are also provided with medical facilities in accordance with their entitlements.

In addition to the above, fee paid to 3 (2015: 3) non-executive directors for attending Board of Directors meetings during the year amounted to Rs. 1.93 million (2015: Rs. 1.73 million).

| | | 2016 Rupees | 2015 in '000 |
|-----|---|--------------------------------|------------------------------------|
| 33. | TRANSACTIONS WITH RELATED PARTIES | | |
| | Transactions with related parties during the year are as follows: | | |
| | Holding company | | |
| | Dividend paid Recovery of expenses | 1,010,856 1,615 | 1,395,943 1,555 |
| | Associated companies | | |
| | Purchase of goods Reimbursement of expenses Recovery of expenses from related parties | 199,913 4,324 5,127 | 237,816 4,591 13,485 |
| | Other related parties | | |
| | Payments made to retirement benefit funds | 129,694 | 151,864 |
| | Key management personnel | | |
| | Loans and advances disbursed Loans and advances recovered Salaries and other short-term employee benefits Post-employment benefits | - 18,192 93,026 3,828 | 32,105 8,406 98,537 8,198 |

for the year ended June 30, 2016

The related party status of outstanding balances as at June 30, 2016 is included in other receivables, loans and advances and trade and other payables. These are settled in the ordinary course of business.

34. PROVIDENT FUND RELATED DISCLOSURES

The following information is based on latest un-audited financial statements of the Fund:

| | 2016 Rupees | 2015 in '000 |
|---------------------------------|----------------|-----------------|
| Size of the fund - Total assets | 512,490 | 501,313 |
| Percentage of investments made | 89% | 91% |
| Fair value of investments | 454,770 | 454,281 |

- The cost of above investments amounted to Rs. 437.63 million (2015: Rs. 443.74 million). 34.1
- 34.2 The break-up of fair value of investments is:

| | 2016 | 2015 | 2016 | 2015 |
|---|-----------------------------------|----------------------------|---|---|
| | Perce | entage | Rupees | in '000 |
| Bank deposits Government securities Term finance certificates Unit trust schemes | 13 33 7 <u>47</u> 100 | 8 31 14 47 100 | 59,841 148,374 31,799 214,756 454,770 | 35,499 140,936 62,530 215,316 454,281 |

The investments out of provident fund have been made in accordance with the provisions of Section 34.3 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.

35. NUMBER OF EMPLOYEES

| Number of employees at June 30 | 2016 Stre | 2015 ngth |
|---|--------------|--------------|
| - Regular | 775 | |
| - Contractual | 37 | 19 |
| Average number of employees during the year | | |
| - Regular | 779 | 785 |
| - Contractual | 24 | 19 |

Notes to the Financial Statements

36. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

36.1 Financial risk factors

The company's activities expose it to variety of financial risks namely market risk (including interest rate risk, currency risk and other price risk), credit risk and liquidity risk. The company's overall risk management programme focuses on having cost effective funding as well as manage financial risk to minimize earnings volatility and provide maximum return to shareholders.

36.2 Financial assets and liabilities by category and their respective maturities

| | 2016 | | | 2015 | | |
|-----------------------------------|-------------------------|-------------------------|-----------|----------------------------|----------------------------|-----------|
| | Maturity up to one year | Maturity after one year | Total | Maturity up to one year | Maturity after one year | Total |
| | | | Rupees | in '000 | | |
| Financial assets | | | | | | |
| Loans and receivables | | | | | | |
| Loans, advances and deposits | 63,773 | 84,518 | 148,291 | 57,436 | 98,734 | 156,170 |
| Trade debts | 211,112 | - | 211,112 | 124,414 | - | 124,414 |
| Other receivables | 114,864 | - | 114,864 | 68,117 | - | 68,117 |
| Bank balances | 580,337 | - | 580,337 | 858,366 | - | 858,366 |
| Cash and cheques in hand | 981 | - | 981 | 332 | - | 332 |
| Long term investment | - | 4,500 | 4,500 | - | 4,500 | 4,500 |
| Fair value through profit or loss | | | | | | |
| Investments - at fair value | | | | | | |
| through profit or loss | 4,273,362 | - | 4,273,362 | 3,104,907 | - | 3,104,907 |
| | 5,244,429 | 89,018 | 5,333,447 | 4,213,572 | 103,234 | 4,316,806 |
| Financial liabilities | | | | | | |
| at amortised cost | 2,043,617 | - | 2,043,617 | 1,319,004 | - | 1,319,004 |
| On balance sheet date gap | 3,200,812 | 89,018 | 3,289,830 | 2,894,568 | 103,234 | 2,997,802 |
| Net financial assets | | | | | | |
| Interest bearing | 336,771 | - | 336,771 | 606,676 | - | 606,676 |
| Non-interest bearing | 2,864,041 | 89,018 | 2,953,059 | 2,287,892 | 103,234 | 2,391,126 |
| 5 | 3,200,812 | 89,018 | 3,289,830 | 2,894,568 | 103,234 | 2,997,802 |

for the year ended June 30, 2016

a) Market Risk

(i) Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in the market interest rates. As at June 30, 2016, the company is indirectly exposed to interest rate risk as company's significant investments are in mutual funds whose prices are primarily dependent on prevailing rates.

(ii) Foreign exchange risk

Foreign currency risk arises mainly where payables and receivables exist due to transactions in foreign currencies. The company's exposure to exchange risk comprise mainly due to receivable, payable and bank balance maintained in foreign currency account. At June 30, 2016, trade and other payables of Rs. 8.16 million (2015: Rs. 13.89 million), trade debts of Rs. 142.72 million (2015: Rs. 96.75 million) and bank balance of Rs. 9.75 million (2015: Rs. 2.98 million) are exposed to foreign currency risk.

As at June 30, 2016, if the Pakistan Rupee had weakened / strengthened by 4% against US Dollar with all other variables held constant, profit before tax for the year would have been lower / higher by Rs. 5.5 million (2015: Rs. 3.8 million), mainly as a result of foreign exchange gains / losses on translation of US Dollar denominated trade and other payables, and trade debts.

As at June 30, 2016, if the Pakistan Rupee had weakened / strengthened by 2% against Euro with all other variables held constant, profit before tax for the year would have been lower / higher by Rs. 0.05 million (2015: Rs. 0.08 million), mainly as a result of foreign exchange gains / losses on translation of Euro denominated trade and other payables.

As at June 30, 2016, if the Pakistan Rupee had weakened / strengthened by 4% against AED with all other variables held constant, profit before tax for the year would have been higher / lower by Rs. 0.07 million (2015: Rs. 0.13 million), mainly as a result of foreign exchange losses / gains on translation of AED denominated bank balances.

The sensitivity of foreign exchange rates looks at the outstanding foreign exchange balances of the company only as at the balance sheet date and assumes this is the position for a full twelve-month period. The volatility percentages for movement in foreign exchange rates have been used due to the fact that historically (five years) rates have moved on average basis by the mentioned percentages per annum.

(iii) Price risk

Price risk is the risk that the value of a financial instrument will fluctuate as a result of changes in market prices, whether those changes are caused by factors specific to the fund, or its management company.

The company limits price risk by maintaining a diversified portfolio and by continuous monitoring of developments in open ended income funds. In addition, the company actively monitors the key factors that affect the open ended income funds. The maximum exposure to price risk as at June 30, 2016 amounts to Rs. 4,273 million (2015: Rs. 3,105 million).

for the year ended June 30, 2016

As at June 30, 2016, if the prices of the open ended income funds had increased / decreased by 1% with all other variables held constant, profit before tax for the year would have been higher / lower by Rs. 42.73 million (2015: Rs. 31.05 million), mainly as a result of gains / losses on open ended income funds classified as fair value through profit or loss.

b) Credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counterparts failed to perform as contracted. The maximum exposure to credit risk is equal to the carrying amount of financial assets. Out of the total financial assets of Rs. 5,340 million (2015: Rs. 4,317 million) the financial assets exposed to the credit risk amounts to Rs. 5,335 million (2015: Rs. 4,312 million). The carrying values of financial assets which are neither past due nor impaired are as under:

| | 2016 | 2015 |
|---|--|--|
| | Rupees in '000 | |
| Trade debts Deposits, loans, advances and other receivables Investments at fair value through profit or loss Bank balances | 211,112 263,155 4,273,362 <u>580,337</u> 5,327,966 | 124,414 224,287 3,104,907 <u>858,366</u> 4,311,974 |

Trade debts of the company are not exposed to significant credit risk as the company trades with credit worthy third parties and obtains bank guarantees from its credit customers. As of June 30, 2016, secured and unsecured trade debts amounted to Rs. 206.82 million and Rs. 4.29 million (2015: Rs. 121.65 million and Rs. 2.76 million) respectively. Moreover, there is no impaired balance and the carrying amount of trade debts relates to customers for whom there is no history of default.

Deposits, loans, advances and other receivables are not exposed to any material credit risk as deposits of Rs. 42.98 million are maintained with the K-Electric Limited and loans & advances to employees amounting to Rs. 99.08 million (2015: Rs. 107.47 million) are secured against their retirement benefits.

The fair value through profit or loss investments represent investments in open ended mutual funds. The company manages its credit and price risk by investing in income based diversified mutual funds.

The cash and bank balances represent low credit risk as major balances are placed with banks having credit ratings of A or above as assigned by PACRA or JCR-VIS.

c) Liquidity risk

Liquidity risk reflects the company's inability in raising funds to meet commitments. The company manages liquidity risk by maintaining sufficient cash and bank balances and the availability of financing through banking arrangements. As at June 30, 2016 there is no maturity mismatch between financial assets and liabilities that expose the company to liquidity problems as described in maturity table.

for the year ended June 30, 2016

d) Fair values of the financial instruments

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique.

As at June 30, 2016, all financial assets and financial liabilities are carried at amortised cost except for investment in mutual funds which are carried at their fair values.

The Company classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- a) Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- b) Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- c) Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The Company recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the transfer has occurred.

The Company's policy for determining when transfers between levels in the hierarchy have occurred includes monitoring of the following factors:

- changes in market and trading activity (eg. significant increases / decreases in activity)
- changes in inputs used in valuation techniques (eg inputs becoming / ceasing to be observable in the market)

There were no transfers between level 1, 2 or 3 of the fair value hierarchy during the year.

The valuation technique used is as follows:

Level 1: Quoted prices (unadjusted) in active markets

The fair value of financial instruments traded in active markets is based on Net Asset Values (NAVs) of the units of the mutual funds at the reporting date. A market is regarded as active when it is a market in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

Notes to the Financial Statements

for the year ended June 30, 2016

The following table analysis within the fair value hierarchy of the Company's financial assets (by class) measured at fair value at June 30, 2016:

| | | 20 | 16 | | | |
|------------------------------|-----------|-----------------|------------|-----------|--|--|
| Financial assets | Level 1 | Level 2 | Level 3 | Total | | |
| | | Rupees in '000' | | | | |
| Investments - at fair | | | | | | |
| value through profit or loss | 4,273,362 | - | - | 4,273,362 | | |
| | | | | | | |
| | | 20 | 15 | | | |
| Financial assets | Level 1 | Level 2 | Level 3 | Total | | |
| | LEVELI | Level Z | Level 3 | Total | | |
| | | 201012 | s in '000' | 10lai | | |
| Investments - at fair value | | 201012 | 201010 | TOTAI | | |
| | 3,104,907 | 201012 | 201010 | 3,104,907 | | |

36.3 Capital Risk Management

The company's objectives when managing capital are to safeguard company's ability to continue as a going concern in order to provide returns for shareholders and benefit for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

The company finances its operations and manages its working capital through equity.

| 37. | CAPACITY AND PRODUCTION | 2016 (Metric | 2015 c tons) |
|-----|--|--------------------------------------|------------------------|
| | Production capacity - Clinker - Cement | <u>1,740,000</u> <u>1,827,000</u> | 1,740,000 |
| | Actual production - Clinker - Cement | 1,866,997 1,967,391 | 1,835,254 1,877,150 |

38. SUBSEQUENT EVENTS

The Board of Directors in their meeting held on has proposed a cash dividend of Rs 12.50 per share (2015: Rs 10.50 per share) amounting to Rs 1,432 million (2015: Rs 1,202 million) subject to the approval of the company in the forthcoming annual general meeting. Finance Act, 2015 introduced Income Tax at the rate of 10% on undistributed reserves where such reserves of the company are in excess of its paid up capital and the company derives profits for a tax year but does not distribute requisite cash dividend within six months of the end of the said tax year. Liability in respect of such income tax, if any, is recognised when the prescribed time period for distribution of dividend expires.

39. DATE OF AUTHORISATION FOR ISSUE

These financial statements were approved and authorised for issue by the Board of Directors on August 16, 2016.

Babar Bashir Nawaz Chief Executive

March March

Abdus Sattar Director

Pattern of Shareholding as on June 30, 2016

| No. of | SI | hareholdings | Total Shares |
|--------------|---------|--------------|--------------|
| Shareholders | From | То | Held |
| 370 | 1 | 100 | 12,892 |
| 257 | 101 | 500 | 77,739 |
| 258 | 501 | 1000 | 211,099 |
| 253 | 1001 | 5000 | 622,491 |
| 85 | 5001 | 10000 | 653,595 |
| 101 | 10001 | 100000 | 3,160,261 |
| 26 | 100001 | 100000 | 6,682,051 |
| 1 | 1000001 | 200000 | 1,643,914 |
| 2 | 2000001 | 4455000 | 5,186,477 |
| 1 | 9600001 | 9700000 | 96,271,949 |
| 1,354 | | | 114,522,468 |

| | Categories of Shareholder | Shares held | Percentage |
|------------------|--|--|----------------------------|
| 1 2 3 4 | DIRECTORS AND THEIR SPOUSES(S) AND MINOR CHILDREN ASSOCIATED COMPANEIES, UNDERTAKINGS & RELATED PARTIES EXECUTIVES BANKS, DEVELOPMENT FINANCIAL INSTITUTIONS, NON BANKING | 120,011 - - | 0.1 |
| 5 6 7 | FINANCIAL INSTITUTIONS, INSURANCE COMPANIES & TAKAFUL MODARABA AND MUTUTAL FUNDS SHAREHOLDERS HOLDING 5% OR MORE OTHERS | 5,097,710 1,553,248 96,271,949 | 4.45 1.36 84.06 |
| | - INSTITUTIONS - FOREIGN - INDIVIDUALS | 6,027,376 302,208 5,149,966 114,522,468 | 5.26 0.26 4.5 100 |

Shareholders holding Five Percent or more voting interest in the listed Company Total Paid-up Capital of the Company 114,522,468 Shares 5% of the paid-up Capital 5,726,123 Shares

| Name of Shareholders | Description | No. of Shares held |
|---|-----------------------|--------------------|
| Pharaon Investment Group Limited, Holding S.A.L. Beirut, Lebanon | Falls in Category # 6 | 96,271,949 |

During the month of June, 2016, Sheikh Tarig Jameel, Sr. Manager (IT & Admin.) of the company has bought 14,000 ordinary shares of the Company. The transaction have been duly advised to the Pakistan Stock Exchange (formerly Karachi Stock Exchange).

No transaction, except as mentiond above, has been reported by the Chief Executive and/or any other company's Director(s), Exective(s), their spouse(s) and minor Children from July 01, 2015 to June 30, 2016 in the shares of the Company.

EVENTS



Annual General Meeting









Long Service Award Ceremony



Job Fairs & Trainings



Annual Sales Convention









اجلاس عام کانونس بذریعہ برقی طریقے مثلاً برقی ڈاک نے ذریعے دیتے جانے کی اجازت دی گئی ہے۔ جوارکان سالانہ پڑتال شدہ کھا تہ جات اور اجلاس عام کانونس بذریعہ برقی ڈاک حاصل کرنا چاہتے ہیں ان سے درخواست ہے کہ سالانہ رپورٹ 2016 کے آخری صفح پر موجود درخواست/ رضامندی فارم جس میں آپ کا فعال برقی ڈاک کا پتہ بہع مستقبل میں سالانہ آڈٹ شدہ کھا تہ جات اور اجلاس عام کے نوٹسز کی برقی طریقے سے وصولی کی رضامندی شامل ہے، پڑ کریں۔ درخواست/ رضامندی فارم کمپنی کی و یہ سائٹ کر پتی چھی د ارکان سے گز ارش ہے کہ وہ اپنی برقی ڈاک کے پتے میں کہی بھی تبدیلی کی صورت میں بروفت اطلاع دیں تا کہ پنی کی جانب سے معلومات کی مؤثر تر سل ممکن ہو سکے۔

سمپنی کی سالا نہر پورٹ 2016 ، کمپنی کی ویب سائٹ www.attock cement.com پر بھی شائع کردی گئی ہے۔

انک پیٹرولیم کمیٹڈ (APL) نیشنل ریفائنری کمیٹڈ (NRL) جنهیں مجموع طور پر''ا ٹک گروپ ایسوسی ایٹڑ کمپنیز'' کہاجا تاہے: الف کل منظور شده سرماییکاری: 2,500,000,000 (دوارب یا پنج سوملین روبے)۔ ب_اب تك كى گىم مايدكارى: صفر ج۔سرمایہکاری نہ کرنے کی وجہ: سمپنی کی توجہ لائن 3 پراجیکٹ پر مرکوز ہے۔ د۔ گزشتقرارداد سے اب تک Invitee کمپنیوں کے مالیاتی حیثیت میں تبدیلی: کوئی بڑی تبدیلی نہیں ہوئی ہے۔ کمپنی نے بورڈ کی قرارداد بتار^نے 23 جون ،2016 کے تحت اٹک گروپ ایسوسی ایٹریپنیز میں سرمایہ کاری نہ کرنے کا فیصلہ کیا ہے۔^{مستقب}ل میں اٹک گروپ ایسوی ایٹر پینر میں کسی بھی سر مایہ کاری کے لئے شیئر ہولڈرز سے منظوری لی جائے گی۔ اَكُمْ عَكِس آردْ يَنْس 2001 كَ شِق 150 كے مطابق ڈیویڈیڈ سے اَكلم عَمَل كى كۇتى کیم جولائی، 2016 سے نافذ العمل ہونے والے فنانس ایکٹ 2016 کی متعلقہ دفعات کے پیش نظر، انکم ٹیکس آرڈیننس 2001 کے تحت ڈیویڈنڈ ک ادائیکیوں سے انکم نیکس کی کٹوتی کی شرح میں کی جانے والی تبدیلیاں مندرجہ ذیل ہیں: (الف) اَنَمْ لَیس گوشوارہ جمع کردانے والوں کیلیے ٹیکس کی کٹوتی کی شرح (12.5% (ب) اَنَّمْ لَیس گوشوارہ نہ جمع کروانے والوں کیلیے ٹیکس کی کٹوتی کی شرح %20.0 سمپنی بے تمام شیئر ہولڈرز/ارکان جن نے پاس طبعی حالت میں شیئر موجود ہیں،ان سے درخواست کی جاتی ہے کہ وہ کمپنی کوشیئر ہولڈر /رکن کے اسٹیٹس کی تحقیق کرنے کے لئے اپنے کارآ مدONICاور NTN سر ٹیفکیٹس کی کانی کمپنی کے شیئر رجسر ار، میسرز ٹیکنالوجی ٹریڈ (پرائیویٹ) کمیٹڈ کو صحیبی۔

سمپنی سے شیئر ہولڈرز/ارکان جن کے پا**س سینرل ڈپازٹری سمپنی آف پا کستان کمیٹڈ (CDC) کے سینرل ڈپازٹری سٹم (CDS) میں غیرتر کریں شیئر** ہیں،ان سے درخواست ہے کہ دہ اپنے کارآمد CNICاور NTN س^{ٹیفک}یٹس کی کا پیاں اپنے میڈی تی کے شرکاءا می ڈی تی انویسٹراکاؤنٹ سروسز کو تصحیی مطلوبہ دستاویزات کی عدم وصولی کی بناء پر کمپنی ایسے شیئر ہولڈرز/ارکان کوائکم ٹیکس گو شوارہ نہ جنع کروانے والے شارکر کے گی لہذا قانون *کے تح*ت زیادہ شرح والے ریٹ سے انکم ٹیکس کی کٹو تی کی جائے گی۔

رکان کو بذریعہ بذا مطلع کیا جاتا ہے کہ سیکیو رشیز اینڈ ایکیچینج کمیشن آف پا کستان (SECP) کے 2016 / (1) SRO No.470، مورخہ 31 مرک، 2016 جسے 2014 / (1) SRO No.787 بتاریخ 08 تتمبر، 2014 کے ساتھ پڑھا جائے، کے مطابق سالانہ آڈٹ شدہ کھا نہ جات اور

سالاندآ ڈٹ شدہ کھانہ جات کی بذریعہ ای میل تشہیراور کمپنی کی ویب سائٹ پراشاعت

2012 / (1) SRO No.27 مورخه 16 جنوری 2012 کے تحت بیان

(i) 20 متى، 2015 كومنعقدہ غير معمولى اجلاس عام ميں شيئر بولڈرز نے Saqar Al-Keetan for Cement Production) يں سرما يكارى كى منظورى دى۔ الف كل منظور كردہ سرما يكارى : 24,000,000 امر يكى ڈالرز (چوميں ليين امر يكى ڈالرز) ب - اب تك كى گن سرما يكارى كى رقم: صفر ب - سرما يكارى نذكر نے كى وجہ: مرحاق ميں يجھ قانونى معاملات تا خير كا شكار ميں۔ د - گزشتي قرار داد سے اب تك معاملات تا خير كا شكار ميں۔ د - گزشتي قرار داد سے اب تك معاملات تا خير كا شكار ميں۔ (ii) 28 ويں سالا ندا جلاس عام منعقدہ 22 اكتو بر، 2005 ميں شيكر بولڈرز نے مندرجہ ذيل ايسوسى ايماد كى كى منظورى دى: پاكستان آكل فيلڈ زلمينڈ (ALL)

- **2۔** صرف وہی ارکان میٹنگ میں شرکت اور ووٹ دینے کے اہل ہوں گے جن کے نام 06 اکتوبر، 2016 کو کمپنی کے ارکان کے رجٹر پر موجود ہوں گے۔
- 8- اس اجلاس میں شریک ہونے اورووٹ دینے کاحق دارکوئی بھی رکن کسی دوسر شیخص کواپنی طرف سے شریک ہونے اور دوٹ دینے کے لئے اپنا/اپنی نما اندہ مقرر کر سکتا ہے۔ رکن کے با ضابطہ دستخطوں کے حامل نما ئندگی نا مے اجلاس کے آغاز سے کم از کم 48 (اڑ تالیس) گھنٹے پہلے کمپنی کے رجسڑ ڈ آفس کو موصول ہوجانے چاہیں۔ نیا بتی فارم منسلک ہے۔
- 4- ایسےارکان جوابیخ ڈیویڈنڈز سے زکوۃ کی کٹوتی رکوانا چاہتے ہوں، انہیں قانون کے مطابق غیر عدالتی اسٹامپ ہیپر پر باضابطہ دستخط کے ساتھ ایک ڈیکلیریشن جمع کرانا ہوگا۔
 - 5- ارکان سے درخواست ہے کہ بذریعہ برقی ڈاک یافیک کمپیوٹرائز ڈقومی شناختی کارڈ (CNIC) نمبر یاغیر ملکی ہونے کی صورت میں پاسپورٹ نمبر مہیا کریں (اگریہلے مہیا نہ کیے جاچکے ہوں) تا کہ کمپنی متعلقہ قوانین کی تقیل کر سکے۔

سمپنی سے ریکارڈییں CNIC کی کارآ مدکا پی موجود نہ ہونے کی صورت میں کمپنیز آرڈیننس 1984 کی شِق(a)(2)251 *کے تحت کمپن*ی ڈیویڈنڈ دارنٹس روسے پرمجبور ہوگی، جو کہ شیئر رجسڑ ارکی جانب سے متذکرہ مطلوبہ دستاویز ات کی دستیابی پر جاری کیے جائیں گے۔

| فوليو/CDS كاؤنٹ نمبر | -1 |
|--------------------------|-------|
| شيئر ہولڈرکا نام | -2 |
| بينك اكاؤنث كانام | -3 |
| بينككانام | -4 |
| براخچ کانام اور پټه | -5 |
| بينك اكاؤنث نمبر | -6 |
| شيئر ہولڈرکا لینڈلائن | -7 |
| (اگرکوئی ہے) | نمبرا |
| شيئر ہولڈرکا موبائل نمبر | -8 |

ای۔ ووٹنگ کی سہولت زیادہ سے زیادہ تین (3) گھنٹے تک دستیاب رہے گی اور اجلاس عام کی تاریخ سے ایک دن قبل کی تاریخ پر شام 5 بج (1700 گھنٹے) پر بند ہوگی۔ای۔ووٹنگ کے ذریعے رائے دینے والے ارکان کی تصدیق درمیانی عامل کی جانب سے فراہم کردہ محفوظ برقی دستخطوں کے ذریعے کی جائے گی۔صدر کوا کی۔ووٹنگ کے وقت کے خاتمے کے بعد اور اجلاس عام کے آغاز سے قبل ، ارکان سے متعلق معلومات مثلاً ان کے نام، فولیو نمبرز اور بذریعہ ای۔ ووٹنگ ای کی رائے کا اظہار کرنے والے ارکان کی ملکیت میں موجو دصوص کی معلومات تک رسائی ہوگی ، لیکن انہوں نے جس طریق سے ووٹ دیا ہے اس کی معلومات تک رسائی نہیں ہوگی، تا کہ اس بات کو لیتھنی بنایا جائے کہ جن ارکان نے بذریعہ ای۔ ووٹنگ این استعال کر لیا ہو وہ دیا ہے اس کی معلومات تک رسائی نہیں ہوگی، تا کہ اس بات کو لیتھنی بنایا جائے کہ جن ارکان نے بذریعہ ای۔ ووٹنگ اپنا ووٹ کا حق استعال کر لیا ہو وہ اجلاس عام میں دوبارہ ووٹ نہ دیے سی سے اجلاس کا صدر اعلان کر کے گا کہ قرار داوں کے لیے ووٹنگ رائے ہوگی جب رائے استعال کر لیا شاری کے لیے مطال ہیں منہ ہو گی معلومات تک رسائی نہیں۔ ایک کی میں میں موجو دصوص کی معلومات تک رسائی ہو گی ایکن انہوں نے جس طریق

ا ئیز کییوثن آفیسرکورائے شاری کے دفت نائب تصور کیا جائے گاجوای۔ دوئنگ کے ذریعے کاسٹ کئے گئے دوٹوں کی تصدیق کرےگا۔صدریا اس کا نمائند د اجلاس عام میں رائے شاری کے فور أبعد اجلاس میں کاسٹ کئے گئے دوٹ شار کرےگا اورایسے دوگواہان ، جو کمپنی کی ملازمت میں نہ ہوں ، کی موجو دگی میں ای۔ دوئنگ بے دتائج کا جائز ہ لےگا۔

قراردادوں پر دوئنگ کے نیتیج کا اعلان صدر کی جانب سے کیا جائے گا اور اس کے ساتھ ساتھ درمیانی عامل کے دیب پورٹل پرجتنی جلد ممکن ہو،لیکن اجلاس عام کی کارروائی کے چوہیں (24) گھنٹے کے اندرا ندر شائع کیا جائے گا۔

اگرکوئی قراردادکسی ملتوی شدہ اجلاس میں منظور کی جاتی ہےتو اس قرار داد کو جملہ مقاصد کے لئے اسی تاریخ کومنظور سمجھا جائے گا جس تاریخ کو درحقیقت اسے منظور کیا گیا۔

سمپنی درمیانی عامل کی فراہم کردہ ایگزیکیوثن رپورٹ کی کا پی بمع اجلاس عام کی کارروائی کی مختصررودادمر تب کرےگی اوراسے اسٹاک ^{ایک} چینج اور کمیشن کو جیسے اور جب درکار ہوکی بنیاد رپفراہم کرےگی۔''

5- درج ذیل قرارداد پرخصوصی قرارداد کے طور پرغور دخوض اوراس کوموزوں پائے جانے پراس کی منظوری۔

⁵ قرار دیا جاتا ہے کہ کمپنی وقناً فو قناً اور جب اور جیسے کمپنی کا بورڈ آف ڈائر کیٹرز ضروری سمجھے Saqr Al-Keetan for Cement ، مراف میں قائم شدہ کمپنی جس کا دفتر مکان نمبر 35، اسکوائر 29، الربیعہ ڈسٹر کٹ البرادیہ، بصرہ، عراق میں واقع ہے، میں (ایکویٹی کی شکل میں) اتن مدت کے لئے اوران شرائط پر جو بورڈ موزوں سمجھے، زیادہ سے زیاد 24,000,000 امریکی ڈالرز (24 ملین امریکی ڈالرز) کے مساوی پاکستانی روپے کی سرمایہ کاری کرے گی جواسٹیٹ بینک آف پاکستان کی منظوری سے مشروط ہے۔'

> بحکم بورڈ عرفان امان اللہ (کمپنی سیکرٹری) کراچی: 23 ستمبر،2016

> > نوٹس:

1- سمینی سے ارکان کا رجسر اور شیئر ٹرانسفر کے کھاتے 10 اکتوبر، 2016 تا 14 اکتوبر، 2016 بندر ہیں گے۔ (دونوں ایا م شامل ہیں)

سينتيسويں (37th)سالانہ اجلاس عام کانوٹس

ېذرىيەنوڭ ېلاااطلاع دى جاتى بىركەائك سىمنٹ پاكىتان كىيڭر (دى^{د تىم}ىنى'') كا37 وال سالانەاجلاسِ عام 14 اكتوبر،2016 بوقت صى11:00 بىج بىقام مىريىڭ ہوڭ كراچى منعقد ہوگا، جس مىل درج ذيل كارردانى عمل مىل لائى جائے گى:

عمومي كارروائي

- 1- سمینی ے30 جون، 2016 کوختم ہونے والے سال کے آڈٹ شدہ کھا نہ جات بیع ڈائر یکٹرزاور آڈیٹرز کی رپورٹ کی وصولی ،ان پرغور دخوض اور منظوری۔
- 2- بورڈ آف ڈائر یکٹرز کی جانب سے 30 جون، 2016 کوختم ہونے والے سال کے لئے 125 حتی نفذ منافع (12.50 روپے فی شیئر) کی سفارش پرغور وخوض اور موز وں سمجھ جانے پر منظوری۔
 - -3 مالی سال 2017-2016 کے لیے آڈیٹرز کا تقرر اوران کے مشاہر کا تعین۔

خصوصي كارردائي

4- درج ذیل قرارداد پرخصوصی قرارداد کے طور پرغور دخوض اوراس کوموزوں یائے جانے پراس کی منظوری:

· قرار دیاجا تاہے کہ مپنی کی آرٹیکلز آف ایسوی ایشن میں ایک نئے درج ذیل آرٹیکل 63A کوشامل کر کے ترمیم کی جائے گی:

ای_دومُنگ

''63A. رائے دہندگان کمپنی کے ارکان یا غیر ارکان کو مقررہ فارم کے ذریعے اپنانا ئب مقرر کر سکتے ہیں۔ اجلاسِ عام کے نوٹس میں واضح طور پر تصریح کی گئی ہے کہ ارکان ای۔ ووٹنگ کے ذریعے اپناحق رائے دہی استعال کر سکتے ہیں اور اس مقصد کے لئے ایگزیکیوشن آ فیسر کواپنی رضامندی تحریری طور پر جمع کر اسکتے ہیں جسے درمیانی عامل نے بطور نائب (ای۔ ووٹنگ کے لئے ویب پورٹل کے سیٹ اپ کے لئے) مقرر کیا ہو۔ اجلاس اور ای۔ ووٹنگ کے بارے میں نوٹس کمپنی کی ویب سائٹ پر شائع کیا جائے گا، اور وہ ارکان جو بذریعہ ای ۔ ووٹنگ اپناحق رائے دہی استعال کر نا سے کم از کم دس (10) دن قبل اپنا اظہار دلچیپی اور قرار دادوں کے لئے ووٹ کی درخواست کا مقررہ یا بق فارم پر کرکے عام ڈاک یا برقی ڈاک (الیکٹر ونک میں از کم دس (10) دن قبل اپنا اظہار دلچیپی اور قرار دادوں کے لئے ووٹ کی درخواست کا مقررہ نیا بق فارم پر کرکے عام ڈاک یا برقی ڈاک (الیکٹر ونک

اگر مینی کو کم از کم پانچ (5) ارکان یا کل رائے دہندگان کے دس میں سے ایک جسے کے برابرارکان کی جانب سے رائے شاری کا مطالبہ موصول ہوتو سمپنی ان ارکان کی تفصیلات بہتع ان کے برقی ڈاک کے پتے کے، بورڈ آف ڈائر یکٹرز کے مقرر کردہ درمیانی عامل کوفرا ہم کرد ہے گی۔اسی طرح تمپنی ای۔ ووٹنگ سے خواہ شمندارکان کو درمیانی عامل کا نام اور رابطے کی تفصیلات بھی فراہم کرے گی۔اگر ارکان کی او پر مذکور مطلوبہ تعدادا کی۔ ووٹنگ کے طریقے کا انتخاب نہیں کرتی تو کمپنی ارکان کو بہرصورت اجلاس عام سے کم از کم سات (7) دن قبل مطلع کردے گی۔

در میانی عامل اجلاس عام کے نوٹس کے اجراء سے قبل ایگزیکیوٹن آفیسر کی تفصیلات کمپنی کوفراہم کرے گا اور ای ۔ووٹنگ کے طریقہ رائے دہی کا انتخاب کرنے والے ارکان کو آگے درج تمام معلومات فراہم کرے گا۔(i) ارکان کے رجٹر ڈبر قی ڈاک کے پتے پران کے ویب ایڈریس، لاگ ان کی تفصیلات ، پاس ورڈ اور برقی دستخط سمیت ان تمام معلومات کی فراہمی جوانہیں بذر یعہ ای ۔ ووٹنگ ووٹ دینے کا اہل بناتی ہیں۔(ii) ووٹ ڈالنے ، منسوخ کرنے یا واپس لینے کی مدت کے بارے میں معلومات کی فراہمی ۔ (iii) اجلاس عام کے انعقاد سے کم از کم پانچ (5) دن قبل اپنے ویب پورٹل پر اجلاس عام میں کی چانے والی کاروباری لین دین کی مجوزہ کارروائی اور ایجنڈ اتھڑ کی تفصیلات کی فراہمی ۔ درمیانی عام ایک از کم پانچ (5) دن قبل اپنے ویب پورٹل پر اجلاس عام میں کی جانے والی کاروباری لین دین کی مجوزہ کارروائی اور ایجنڈ ا آٹھڑ کی تفصیلات کی فراہمی ۔ درمیانی عامل اور ایگزیکیوٹن آفیسرای ۔ ووٹنگ کے متائے کو خفیہ رکھیں گاور اجلاس کے تین (3) کاروباری ایا مے اندر اجلاس کے صدرکوائی دوئنگ پر ایک ایگزیکیوٹن آفیسرای ۔ ووٹنگ کے متائی کو مستقتبل کے آثار سیمنٹ کی طلب میں حالیہ اضافہ نہایت حوصلہ افزا ہے جس سے اس شعبے میں مزید سرمایہ کاری کی راہ ہموار ہوگی۔ یعمیرات ، انفر ااسٹر کچرا ور صنعتی شعبوں میں سرمایہ کاری بڑھنے سے سیمنٹ کی موجودہ طلب میں مزید اضافہ ہوگا۔ توقع ہے کہ مثبت معاشی اشاروں کی بدولت سیمنٹ کی مقامی طلب نئی بلندیوں کو چھولےگی۔170 kg کی ٹی کس کھپت کے ساتھ پاکستان میں سیمنٹ کے شعبہ میں طویل عرصے تک خوش آئند آثار کی امید ہے۔ ماضی میں بیا مکان امن عامہ کی خراب صورت حال اور سیاسی عدم استحکام کی وجہ سے بڑی حد تک ماند ہو گیا تھا۔ بہر کیف متعدوں میں تر ڈی ک سرمایہ کاروں کا اعتماد بحال ہوا ہے۔ تیل کی قیتوں میں کمی ، سیکو رٹی کی بہتر صورت حال اور چین پاکستان اقدام کی جس سے ای کھی ہوں میں تر ڈی کے باعث پاکستانی معیشت پر سرمایہ کاروں کا اعتماد بحال ہوا ہے۔ تیل کی قیتوں میں کمی ، سیکھو رٹی کی بہتر صورت حال اور چین پاکستان اقتصادی رامداری (CPEC) کے تحت مربوط

پاکستان میں سیمنٹ کا شعبہاب خاصا^{م ش}تحکم ہو چکا ہےاورعلاقائی منڈیوں میں اس کا ایک بڑا حصہ ہے۔ بیمنڈیاں انتقک محنت کے بعد حاصل کی گئی ہیں اور ان میں مزید توسیع سے اس بات کی تو قع ہے کہ ملک کی سیمنٹ کی صنعت کے قدم پیش آئند ^{ست}قبل میں بھی یہاں ثابت قدمی سے جمر میں گے۔

فٹانس ایکٹ2016 میں حکومت نے سیمنٹ پر فیڈ رل ایکسائز ڈیوٹی میں%110 اضافہ کیا جواب-/1,000 روپے فی ٹن ہوگئی ہے۔FED میں اس اضافے کے باعث قتیرات کی لاگت میں اضافہ ہوگا جس ہے چھوٹے اور درمیانے در جے کی قتیرات کی حوصلۃ کمنی ہو کتی ہے۔

مزید برآ ل منڈیوں میں بڑی معیشتوں کی بڑھتی ہوئی طلب کی وجہ ہے کو کلے کی قیمتوں میں اضافہ دیکھنے میں آیا ہے اورا گریہ سلسلہ اسی طرح جاری رہا تو منافع جات پرمنفی اثرات مرتب ہو سکتے ہیں۔

ہمرحال کمپنی کی انتظامی^{مسلسل صن}عتی آپریش کے ذریعہ پیداواری صلاحیت میں اضافے ، تکنیکی جدتوں کے ذریعے پلانٹ کی استعدادِ کار میں بہتری اور فروخت میں تبدیلی کے ذریعے اپنے منافع میں اضافے کی ہرمکن کوشش بروئے کارلار ہی ہے تا کہ کمپنی کے لئے پائیدارتر قی اور متحکم منافع جات کا حصول ممکن ہو سکے۔

> منجانب بورڈ اس کی مسک

> > بابر بشیر نواز چیف ایگزیکٹو

16اگس**ت 2016** راولپنڈی

ہ**یومن ریسورس کمیٹی** بورڈ آف ڈائر کیٹرزنے کاروباری انتظام کاری کے قانون کے تحت ایک ہیومن ریسورس کمیٹی تشکیل دی ہے جس کے ارکان س_یہیں:

| عبده | ارکان کےنام | نمبرشار |
|---------------------------------|--------------------|---------|
| نان ایگزیکٹوڈ ائر یکٹر/چیئر مین | جناب شعيب اے ملک | 1 |
| نان ایگزیکٹوڈ ائر یکٹر/ رکن | جناب عبدالستار | 2 |
| ا گیزیکٹوڈائر یکٹر/رکن | جناب بابر بشيرنواز | 3 |

اغراض ومقاصد

اس میٹی کے بورڈ کے اغراض ومقاصد درج ذیل ہیں:

- بورڈ کوہیومن ریسورس مینجنٹ کی یا لیسیوں کی تجاویز دینا؛
- بورڈ کو CEO کے انتخاب، جانچ ، نخواہ اور دیگر معاوضوں (بشمول ریٹائر منٹ پر ملنے والے فوائد) اور جانشینی کی تجاویز دینا؛
 - بورڈ کو CFO، کمپنی سیکریٹر کی اور ہیڈا ف انٹزنل آ ڈٹ کے انتخاب، جائج ، تخواہ اور دیگر معاوضوں (بشمول ریٹائر منٹ پر ملنے والے فوائد) اور جانشینی کی تجاویز دینا؛ اور؛
- CEO کی تجاویز کے مطابق ان تمام اہم انتظامی عہدوں کے مذکورہ معاملات کوزیر غور لا نااوران کی منظوری دینا جو ہراہ داست CEO
 کورپورٹ کرتے ہیں۔

آ ڈیٹرز

37 ویں سالانہ اجلاس عام کے اختتام پر کمپنی کے ریٹائر ہونے والے آڈیٹرز میسرز اے ایف فرگون اینڈ کمپنی ، چارٹرڈ اکاؤنٹنٹس نے خود کو دوبارہ تقرری کے لئے پیش کیا۔ آڈٹ کمیٹی نے ان کی دوبارہ تقرری کی منظوری دے دی ہے۔

آ ڈٹ کمیٹی

بور ڈ آف ڈ ائر يکٹر نے کاروبارى انتظام کارى كے قانون كے مطابق ايك آ ڈٹ كميٹى تشكيل دى ہے جس كے اركان يد ميں :

| عبده | ڈائر یکٹر کا نام | نمبرشار |
|---------------------------------------|------------------|---------|
| چیئر مین - نان ایگزیکٹوڈائر یکٹر | جناب عبدالستار | -1 |
| ر کن - نان ایگزیکٹوڈائریکٹر | جناب شعيب اے ملک | -2 |
| رکن - نان ایگزیکٹوانڈیپینڈنٹ ڈائریکٹر | آغاشیرشاہ | -3 |

- اغراض ومقاصد (Terms of Reference)
- 1- اثاثوں کی حفاظت کے لئے مناسب اقدامات کرنے کا پختہ عزم کرنا۔
 - 2- نتائج كابتدائى اعلانات كااشاعت في مجل جائزه لينا-
- 3- بورد آف دائر یکٹرز کی منظوری ہے قبل سہ ماہی ، ششماہی اور سالانہ مالیاتی رپورٹس کا جائزہ لینا، جس میں درج ذیل نکات پرخصوصی توجہ مرکوز ہوگی:
 - فیصله کاری اور جانچ سے متعلق امور؛
 - آڈٹ کے نتیج میں اہم توافق (Adjustments)؛
 - معمول کی کارگزاری کی تفہیم ؛
 - اكاؤنٹنگ پاليسيوں اور معمولات ميں تبديلى؛
 - درج شده توانين اورد يكر قانونى ضوابط كي ضروريات كى يحميل؛ اور؛
 - اہم متعلقہ پارٹی لین دین۔
 - 4- ایکسٹرن آڈیٹرز کی جانب سے جاری کردہ مینجنٹ لیٹر کا جائزہ اور اس پرانظامیہ کے رقمل کا جائزہ لینا۔
 - 5- انٹرنل اورا یکسٹرنل آڈیٹرز کے در میان ہم آ ہنگی اور روابط کو یقینی بنانا۔
- 6- انٹرنل آ ڈٹ کے دائرہ کارادرحدود کا جائزہ لینااوراس بات کویقینی بنانا کہانٹرنل آ ڈٹ کومناسب دسائل دستیاب میں اوراسے درست انداز میں مقرر کیا گیا ہے۔ 7- اندرونی تفتیش کے بعد دھو کہ دہی ، بدعنوانی اوراختیارات کے غلط استعال جیسی سرگرمیوں کے کیسز کوزیر غور لا نااوران پرانتظامیہ کے رڈمل کا جائزہ
- 7- اندرونی نفتیش کے بعد دھو کہ دہی ، بدعنوانی اوراختیارات کے غلط استعال جیسی سر کرمیوں کے کیسز کوزیر عور لا نااوران پرا نظامیہ کے ردگمل کا جائزہ لینا۔
 - 8- اس بات کویقینی بنانا کهاندرونی صبط کانظام (Internal Control System) مالیاتی اورکارگزاری شعبوں میں قائم ہے،

- d) مالیاتی حسابات بین الاقوامی مالیاتی رپورٹنگ کے معیارات (IFRS)، جیسا کہ پاکستان میں قابل اطلاق ہیں، کے مطابق مرتب کئے تیں؛
 - e) اندرونی ضبط (Internal control) کا نظام مشحکم ہےاوراس کی مؤثر انداز سے ظرانی اوراطلاق یقینی بنایا جاتا ہے؛
 - f) سمینی کی معمول کے انداز سے کارگز ارر ہنے کی صلاحیت پر کوئی شکوک وشبہات موجود نہیں ہیں؛
 - g) کاروباری انتظام کی بجا آ ورک میں درج شدہ ضوابط کے مطابق کوئی خصوصی اخراج نہیں ہے؛ (h) مقاتی بینیفٹ اسکیموں میں ہیر مار کاریوں کی قدران کے متعلقہ حالہ کھاتوں کے مطابق درج ذیل ہے:

| | (II) <u> </u> | |
|-------------|---------------|----------------------------|
| اختتامی سال | رو پېلېن میں | |
| وتمبر2015 | 479 | پراویڈنٹ فنڈ (آ ڈٹ شدہ) |
| جون2016 | 241 | گریجویٹی فنڈ ز(غیرآ ڈٹشدہ) |
| جون2016 | 309 | پنشن فنڈ ز (غیر آ ڈٹ شدہ) |

| حاضریوں کی تعداد | عبہدہ | ڈائر <i>یکٹر/</i> چیف ایگزیکٹوکانام | نمبرشار |
|------------------|------------------------------------|-------------------------------------|---------|
| 4 | چیئر مین/ نان ایگزیکٹوڈ ائر یکٹر | ڈ اکٹر غائتھ رشادفراؤن | 1 |
| 5 | نان ایگزیکٹوڈ ائریکٹر | جناب لائته غائته فراؤن | 2 |
| 5 | نان ایگزیکٹوڈ ائریکٹر | جناب وأكل غائته فراؤن | 3 |
| 4 | نان ایگزیکٹوڈ ائریکٹر | جناب شعيب المحلك | 4 |
| 5 | نان ایگزیکٹوڈ ائریکٹر | جناب عبدالستار | 5 |
| 5 | نان ایگزیکٹوانڈیپینڈنٹ ڈائریکٹر | آغاشیرشاہ | 6 |
| 5 | ا یکزیکٹوڈائر یکٹراور چیف ایگزیکٹو | جناب بابر بشيرنواز | 7 |
| | | | |

i) زىرجائزەسال مىں كمپنى كے بورڈ آف ڈائر كىٹرز كى05مىٹىنگزمنىقد ہوئىي۔ ڈائر كىٹرزاور چيف ا گيز كىٹو كى حاضرى كىتفصيلات درج ذيل ہيں :

j) زىرجائزەسال مىں آ ڈ ئىمىٹى كى 04 مىڭىنگزمنىقلد ہوئىيں، ڈائر كىلىرز كى حاضرى كى تفصيلات درج ذيل ہيں۔

| حاضریوں کی تعداد | عہدہ | ڈائر یکٹر کا نام | نمبرىثمار |
|------------------|----------------------------------|--------------------------|-----------|
| 4 | چیئر مین/ نان ایگزیکٹوڈ ائر یکٹر | جناب عبدالستار | 1 |
| 3 | نان ایگزیکٹوڈ ائر یکٹر | جناب <i>شعیب ا</i> ے ملک | 2 |
| 4 | نان ایگزیکٹوانڈییپڈنٹ ڈ ائر یکٹر | آغاشیرشاہ | 3 |

k) ڈائر کیٹرز، ایگزیکٹوز، ان کے زوجین اور نابالغ بچوں کی جانب سے سال 16-2015 کے دوران کی جانے والی حصص کی لین دین کی تفصیلات صفحہ 100 پردی گئی ہیں؛اور فراہم کررہی ہے۔ بید دنوں کیمپس کمپنی کی مکمل سر پرستی میں کام کرر ہے ہیں۔

ز ریجائزہ سال میں کمپنی کی جانب سے 03 میڈیکل کیمیں اور 02 آئی کیمیں کا انعقاد کیا گیا جہاں ہمارے ڈاکٹروں نے تقریباً 3 ہزار مقامی باشندوں کا مفت علاج کیا۔اس کےعلاوہ کمپنی کی فراہم کردہ صحت کی سہولیات میں 6 بستر وں کا ایک اسپتال،ایک دیلفیئر کلینک جوقریبی بستیوں کے باشندوں کو OPD کی سہولیات فراہم کرتا ہے اور سا کران روڈ پرایک OPD سینٹر جہاں روز انہ 100 سے زائد مریضوں کا مفت علاج اوران کومفت ادویات فراہم کی جارہی ہیں۔

ہیلتہ سیفٹی اورا نوائز منٹ (صحت، تحفظ اور ماحول) کمپنی کاصحت، تحفظ اور صاف ماحول کی فراہمی کا پر وگرام کا میابی سے جاری وساری ہے اوراپنے عملے کو حادثات سے محفوظ مقام کار (Work Place) فراہم کررہا ہے۔ اس حوالے سے با قاعدہ پروگراموں کے انعقاد نے کمپنی کے ملاز مین میں کا م کی جگہ پر حادثات سے تحفظ کے شعور کواجا گر کیا ہے۔ کمپنی ان سرگر میوں کواپنی اجتماعی ذمہ داری تصور کرتی ہے اور اس کے شرکاء بھی ان امور پڑھل پیراہونے کی یقین دہانی کرواتے ہیں۔

ایک ذمہ دارکاروباری ادارہ کی حیثیت سے کمپنی HSE پالیسی ،معیارات اورطریقہ ہائے عمل کے بلندترین معیارات پر ثابت قدم رہنے کا عہد کرتی ہے۔ سیمپنی کی اولین ترجیحات میں شامل ہے اوراس بات کوختی سے یقینی بنایا جاتا ہے کہ ملاز مین ان ضوابط کی ایک روزانہ کے معمول کے طور پرنہیں بلکہ ایک پختہ عادت کے طور پر تعمیل کریں۔

منصوبوں پر پیش رفت نٹی پیداداری لائن کی تنصیب جسیا کہ صص یافتگان کو پہلے ہی مطلع کیا جاچکا ہے، کمپنی اپنی موجودہ جگہ پر2.1 ملین ٹن گنجائش کی ایک نٹی پیداواری لائن کی تنصیب کررہی ہے۔اس سلسلے میں ترسیل کنندگان کے ساتھ لیٹرزآ ف کریڈٹ کھول لئے گئے ہیں اورسول ، میکینکل اورالیکٹریکل کے بنیادی ڈھانچے کی تعمیر وتنصیب کا کا م جاری ہے۔

بھرہ،عرا**ق می**ں سیمنٹ گرائنڈ تک یونٹ جیسا کہ پہلے بھی مطلع کیا جاچکا ہے،عراق میں عراقی قوانین کے مطابق Saqr Al Keetan For Cement Production Limited سے نام سے ایک کمیٹڈ لائیلٹی کمپنی تشکیل دی گئی ہے جو آپ کی کمپنی کی ایک ذیلی کمپنی ہے۔

کچھ پیچیدہ مقامی قانونی مسائل کی وجہ سے بیمنصوبہ تاخیر کا شکار ہےاور کمپنی اس کے حل کے لئے مقامی حکام سے مسلسل رابطے میں ہے۔تو قع ہے کہ دسمبر 2016 تک ان تمام مسائل کاحل نکال کرمنصوبے کا آغاز کردیا جائے گا۔

کو کلے سے چلنے والا پاور پلانٹ سمپنی کی تنیکی انتظامیہ نے اس پراجیکٹ کی منصوبہ بندی کر کے، اس کے تر سیل کنندگان کا انتخاب کرلیا ہے، تا ہم گزشتہ ایک سال سے حب ڈیم میں پانی کی سطح بہت کم ہے جس کی وجہ سے منصوب پر کام کا آغاز نہیں ہوسکا ہے۔ حب ڈیم نہ صرف پلانٹ کے لئے پانی کی فراہمی کا واحد ذریعہ ہے بلکہ اس سے پور سے سبیلہ ڈسٹر کٹ اور کراچی کے بڑے حصے کوبھی پانی فراہم کیا جاتا ہے، جیسے ہی مطلوبہ سطح تک پانی دستیاب ہوگا منصوبوں پر کام کا دوبارہ آغاز کردیا جائے گا۔

> کاروباری انتظام کاری کے قانون کی تعلیل ڈائر یکٹرزبذریعہ ہٰذاتصدیق کرتے ہیں کہ:

امیخ اور بہتر معیار کی بدولت کمپنی نے سری لنکا، یمن اور مشرقی افریقہ کی منڈیوں میں اپنے بنیادی صارفین کو برقر اررکھا ہے۔اگر چہزیر جائزہ مدت میں کمپنی کو جنوبی افریقہ اور عراق میں پاکستانی سیمنٹ پراینٹی ڈمپنگ ڈیوٹی کے نفاذ کی وجہ سے دو بڑی منڈیوں سے محروم ہونا پڑااس کے باوجود کمپنی کی موجودہ کارکر دگ لاکق خسین ہے۔سری لنکا میں کمپنی کی مصنوعات کے بہتر معیار اور درآ مدکنندگان کو بہتر خدمات کی فراہمی کی وجہ سے مارفین کی تعداد میں اضافہ ہوا ہے۔ یمن کی منڈی برآ مدی منڈیوں میں ایک نیاضافہ ہے اور امید ہے کہ مستقبل میں بھی اس کو معنی کی موجودہ کارکر دگی الہند کی منڈیوں میں بخت مقابلے کے باوجود بھی کمپنی نے اپنی مشخاص میں بھی اس کو معنوعات کی فراہمی جو جہ سے صارفین کی تعداد میں اضافہ ہوا ہے۔

ہیومن ریسور سز

کمپنی اپنے ملاز مین پریفین رکھتی ہے۔ہمار پے طویل سفر نے ہمیں یہ سکھایا ہے کہ ملاز مین کی اہمیت نظام اورطریق عمل سے زیادہ ہوتی ہے اسی لئے ہم انہیں ایک اییا خوشگوارعملی ماحول فراہم کرتے ہیں جہاں انہیں ترقی کرنے اور آگے بڑھنے کے مسلسل مواقع میسر ہیں۔کمپنی اپنے ملاز مین کی پیشہ ورانہ صلاحیتوں میں اضافے کے لئے انہیں مسلسل تر بیت کے مواقع فراہم کرتی ہے تا کہ وہ اپنے متعلقہ شعبہ عمل میں تخصیص حاصل کر سکیں میں شیم ورک اوراجتماعی فیصلہ سازی ایک ایک ایسی این از کی خصوصیت ہے جواس کے تمام عمل کو میں تر میں شمولیت کا احساس دلاقی ہے۔

ہم ملاز مین کی شمولیت اور دابشگی کویقینی بنانے کے لئے با قاعدگی سے مختلف ایونٹس، کھیلوں کے دن اور تقاریب منعقد کرتے ہیں کیوں کہ ہم کمپنی اور عملے کے مضبوط تعلقات اورانہیں بہتر ماحول فراہم کرنے پریفتین رکھتے ہیں۔

ٹیم بلڈنگ سرگرمیاں اور دیگرارتقائی پروگرام بھی با قاعدگی سے منعقد کئے جاتے ہیں تا کہ بین الشعبہ جاتی ہم آ ہنگی کوفر وغ دیا جا سکے کیوں کہ یہ سرگرمیاں کمپنی کی مجموعی پیداداریت میں معاون ہوتی ہیں۔

ملاز مین کی استعداد کار میں اضافے کے لئے HR کا شعبہا پنی تکنیکی اورغیر تکنیکی انتظامیہ کے اشتراک سے ان شعبوں کی نشاند ہی کرتا ہے جہاں معیاری تربیت اورار نقائی پروگرام بشمول مہارتوں میں اضافے کے تدریجی پروگرام منعقد کئے جاتے ہیں۔

^سمپنی میں ملاز مین کواجر تیں اور دیگرفوائد مارکیٹ کے مسابقتی معیاراوران کی کارکردگی کے راست جائزے کے بعد دیئے جاتے ہیں۔

سمپنی اعلیٰ صلاحیتوں کے حامل افرادی قوت کی تفکیل پر پنتہ یقین رکھتی ہے اور بہتر ہیوئن ریسورس کی کمیابی کو مدنظر رکھتے ہوئے کمپنی پڑھے لکھے مقامی نوجوانوں اور دیگر کوالیفائیڈ گریجویٹس کے لئے اپنا مینجنٹ ٹریڈنگ پروگرام بھی منعقد کرتی ہے۔اس پروگرام کے تحت کمپنی اپنے پیداواری علاقوں کے مقامی باشندوں کومواقع فراہم کرتی ہے تا کہ کمپنی کی افرادی قوت میں تنوع پیدا کیا جاسکے۔مزید بر آ UH کا شعبہ نہ صرف با قاعدگی سے جاب فیئر ز،ریکر دشنٹ ڈرائیوز وغیرہ میں شریک ہوتا ہے بلکہ جامعات کا دورہ بھی کرتا ہے تا کہ نوجوانوں کو ملاقت کے ملیا تو کی مند کی بھ

کار پوریٹ ساجی ذمہداری سمپنی نے پینے کےصاف پانی ، معیاری تعلیم اور صحت کی بہتر سہولیات کی فراہمی کے ساتھ اپنا مقامی کار پوریٹ سیورٹ پر وگرام جاری رکھا ہوا ہے۔اس سے ساتھ ساتھ مقامی نوجوانوں کی حوصلہ افزائی کے لئے کمپنی صحت مندانہ سرگر میوں میں تعاون اور کھیلوں کے ایونٹس کی سر پر تی بھی جاری رکھے ہوئے ہے۔

سمپنی اپنے فیکٹری اریااوراس کےاطراف کے متعددد یہات کو پینے کاصاف پانی فراہم کرتی ہے اس سر گرمی کے تحت اس سال تقریباً 5,000 سے زائد افرادکو پینے کاصاف پانی مہیا کیا گیا۔

سمپنی اپنے زیرا نظام دواسکول فیلکن پبلک اسکول اور TCF کی زیر سر پرتی ڈ اکٹر رشادفراؤن کیمپس میں تقریباً 600 طالب علموں کومفت معیار ی تعلیم

iii) اختصاص

زىر جائز دسال ك مالياتى نتائج درج ذيل بين:

| 2015 | 2016 | |
|-----------------|-------------|---|
| رار می ں | روپے ہز | |
| 2,205,651 | 2,890,023 | منافع بعدازئيك |
| (55,994) | (175,828) | ^ن فی: دیگرمجموعی نقصان |
| 2,149,657 | 2,714,195 | |
| 7,300,828 | 7,789,909 | غیر شخصیصی منافع b/f |
| 9,450,485 | 10,504,104 | اختصاص کے لئے دستیاب منافع |
| | | اختصاص: |
| | | 2015 میں ادا کیا گیاچتمی نقد ڈیویڈ ٹڑ: |
| 1,145,225 | (1,202,486) | 10.50 في حصص (10.00:2014 روپے في خصص) |
| | | 2016 میں ادا کیا گیاعبوری نفار ڈیو بڈنڈ |
| (515,351) | - | صفرروپے فی حصص (2015:4.50 روپے فی حصص) |
| 7,789,909 | 9,301,618 | غیر شخصیصی منافع c/f |

بورڈ نے اپنے اجلاس منعقدہ 16 اگست،2016 میں 30 جون، 2016 کو ختم ہونے والے مالی سال کے لئے 1,432 ملین روپے کے مساوی 12.50 روپے فی تحصص(%125) کے حساب سے حتمی نقذ منافع تجویز کیا۔

قومی خزانے میں حصہ زیرِ جائزہ سال میں کمپنی نے سیز ٹیکس، انگم ٹیکس، ایکسائز ڈیوٹی اور دیگر قانونی محصولات کی ادائیکیوں کے ذریعے قومی خزانے میں 130, 4 ملین روپے کا حصہ ڈالا۔اس کے علاوہ کمپنی نے حصص یافتگان، ملاز مین، سپلائزز اور کنٹر کیلٹرز سے ودہولڈنگ ٹیکس کی وصولی کے ذریعے تقریباً 385 ملین روپے قومی خزانے میں جمع کرائے۔مزید برآ ل آپ کی کمپنی نے زیرِ جائزہ سال میں برآ مدات کی فروخت سے تقریباً 300 ملین امر کی ڈالرکا فیتی زیرمبادلہ بھی حاصل کیا۔

ماركيٹنگ

زیرِ جائز ہسال میں جنوب (South) کی منڈی میں، جہاں آپ کی کمپنی اپنی پیداوارفر وخت کرتی ہے، مثالی بہتری دیکھنے میں آئی اور25 فیصد کا اضافہ ریکارڈ کیا گیا۔اس کی اہم وجو ہات میں امن عامہ کی بہتر صورت حال، شرح سود میں کمی اور میگا پر وجیکٹس میں سرمایہ کاری شامل ہے۔ کمپنی مقامی منڈیوں تک رسائی حاصل کر کے کوئٹہ، بالائی سند ھاور پنجاب کے دور دراز علاقوں میں بھی اپنی مصنوعات کی ترسیل اور فروخت کوئیٹی بنار ہی ہے تا کہ ملک کے دوسر ےعلاقوں میں جاری تر قیاتی سرگرمیوں کے شرات حاصل کئے جاسکیں۔منڈیوں میں بیو سیع ذرائع نقل وحمل کے کرایوں میں کمی کی ہوں اور اس طرح کمپنی کواس کی مارکیٹ میں اور فروخت کاری میں بہتری لانے میں مدد کھی۔

برآ مدات کے حوالے سے منڈیوں میں بہت زیادہ مسابقت در پیش ہے اور کمپنی کوعلا قائی سطح پر بھی بخت مقابلے کا سامنا ہے۔ اس کے باوجود اپنے مشحکم برانڈ

مالیاتی کارکردگی آپ کی کمپنی کے 30 جون ،2016 کوختم ہونے والے مالی سال کے بنیا دی مالیاتی نتائج ،گزشتہ سال کی اسی مدت کے نتائج کے نقابل کے ساتھ درج ذیل میں۔

| اضافه | اضافہ | 2014-2015 | 2015-2016 | |
|-------|--------------|-----------|-----------|---------------------------|
| % | رو پېلېن مېس | | | |
| 6 | 832 | 13,086 | 13,918 | اصل فروخت |
| 27 | 1,191 | 4,396 | 5,587 | مجموعي منافع |
| 32 | 1,015 | 3,221 | 4,236 | منافع قبل از کمیکس |
| 31 | 684 | 2,206 | 2,890 | منافع بعداز ٹیکس |
| 31 | 5.98 | 19.26 | 25.24 | آ مدنی فی ^{حص} ص |
| | | | | (روپے میں) |

i) فروخت کی کارکردگی

سمپنی کی فروخت کی مجموعی آمدنی میں گزشتہ سال کے مقابلے میں 832 ملین روپے (6 فیصد) سے اضافہ ہوا۔ اس کی بڑی وجہ گزشتہ سال کے مقابلے میں 88,648 میٹرکٹن اضافی مقدار میں سیمنٹ کی فروخت تھی۔ بہتر بازارکاری کی وجہ سے اصل قیمت (net retention) میں بھی اضافہ دیکھنے میں آیا۔

ii) فائدہ مندی کمپنی نے گزشتہ سال کے 2,206 ملین روپے کے مقابلے میں زیرِ جائزہ سال میں 2,890 ملین روپے کا بعداز ٹیکس منافع حاصل کیا جو گزشتہ سال کے مقابلے میں 684 ملین روپے (31 فیصد) زیادہ رہا۔مجموعی (Gross) اورعمل کار (Operating) منافع بھی گزشتہ سال کے بالتر تیب 34 فیصد اور 25 فیصد سے بڑھ کراس سال 40 فیصد اور 13 فیصد ہو گیا۔ پپانٹس کے مسلسل عمل کارر بنے سے ایندھن اور بجلی کی بچت اور فروخت کے قحم میں اضافے کے ساتھ ساتھ جو کامل کمپنی کے مجموعی منافع میں اضافہ کا باعث

- بین الاقوامی منڈی میں کوئلہ کی قیمت میں کمی کی وجہ سے ایندھن کی لاگت میں 317 روپے فی ٹن کمی ہوئی ۔ کمپنی کی کو کلے کے اوسط حصول کی لاگت 84 امریکی ڈالر فی ٹن C&F کراچی سے کم ہوکر 69 امریکی ڈلر فی ٹن C&F کراچی ہوگئی۔
 - بجلی کی لاگت 215 روپے فی ٹن کم ہوگئی ہے جس کی وجہ کیم جنوری 2016 سے حکومت کی جانب سے تمام صنعتی شعبوں کو 3 روپے فی یونٹ کی خصوصی رعایت تھی۔ اس خوش آ ئندافتدم سے کمپنی کی مجموعی پیداواری لاگت میں خاطر خواہ کی واقع ہوئی۔

ڈائر *یکٹرز کی رپور*ٹ

آپ کی کمپنی کے ڈائر کیٹرزنہایت مسرت کے ساتھ 30 جون، 2016 کوختم ہونے والے مالی سال کے لئے کمپنی کی سالانہر پورٹ مع آ ڈٹ شدہ مالی حسابات پیش کرتے ہیں۔

پيداواراور فروخت

مالی سال 2016-2015 کے دوران کمپنی نے لائن نمبر 1 اور لائن نمبر 2، دونوں سے اپنی 100 فیصد شرح استعداد سے زیادہ پیداوار حاصل کی۔ دونوں لائنوں کی کارکردگی غیر معمولی حد تک بہتر رہی اور دونوں لائنوں میں بھٹی (Kiln) بالتر تیب323 اور 330 دن تک کارگز اررہی۔ اس غیر معمولی پیداواری کارکردگی کی وجہ کمپنی کی جانب سے مسلسل سرمایہ کاری کے ذریعہ سے چند بڑے پلانٹ پروسسز میں توازن، جدیدیت اوران کی بحالی تھی جواب نہ صرف کا میابی سے بھٹی کو رواں رکھنے اور پلانٹ کو کارگز ارر کھنے میں مددگار میں، جیسا کہ پیداواری اعداد سے خطاہر ہے، بلکہ بجلی اور کو کیلے کی کھپت کے حوالے سے بہتر استعداد کی وجہ سے بچت کا بھی باعث بن رہے ہیں۔

اگر چہ کمپنی کومقامی اور برآیدی منڈیوں میں متعدد مسائل کا سامنار ہاجس میں بالخصوص جنوبی افریقہ اور عراق میں اینٹی ڈمینگ ڈیوٹی کا نفاذ بھی شامل تھا، اس کے باوجود آپ کی کمپنی نے 100 فیصد تر سیل کا سابقہ ریکارڈ برقر اررر کھتے ہوئے اپنی تمام پیداوار کومقامی اور علاقائی منڈیوں میں فروخت کیا ۔ تفصیلی اعداد وشار درج ذیل جدول میں واضح کئے گئے ہیں۔

| | 2015-2016 | 2014-2015 | |
|-----------------------|--------------|-------------------|--|
| | مقدارمیٹرکٹر | مقدار میٹرکٹن میں | |
| کلنکر کی پیداوار | 1,886,997 | 1,835,254 | |
| سیمنٹ کی پیداوار | 1,967,391 | 1,877,150 | |
| ىيمنٹ كى ترسيل | 1,970,589 | 1,881,941 | |
| کلنگر کی ترسیل | 14,354 | _ | |
| ئنجائش سےاستفادہ کاری | 107% | 105% | |

زیر جائزہ رپورٹ میں کمپنی کی گنجائش سے استفادہ کاری اوسطاً 107 فیصدر ہی جبکہ اس کی دونوں لائنیں اپنی پوری استعداد کے ساتھ کارگز ارتھیں۔

کمپنی نے مقامی اور برآ مدی منڈیوں میں 1,970,589 ٹن سیمنٹ فروخت کیا جوگزشتہ سال کے مقابلے میں 5 فیصد زیادہ ہے۔ زیر جائزہ سال میں آپ کی کمپنی نے مقامی منڈیوں کو 1,429,593 میٹرکٹن سیمنٹ فروخت کیا (2015-2014 میں 1,142,541 میٹرکٹن) اورگزشتہ مال سال کے مقابلے میں 25 فیصد اضافہ ہوا جس کے ساتھ ہی مقامی منڈی کی نموکو خاصے بڑے فرق سے پیچھے چھوڑ دیا۔ مالی سال کی ابتداء میں ہی مقامی پیدوار میں اضافے اورڈیزل کی قیمتوں میں کمی کی وجہ سے قتل وحمل کے اخراجات میں ہونے والی کمی کا فائدہ اٹھاتے ہوئے آپ کی کمپنی کی انتظامیہ بالائی سند دھاور زیریں پنجاب کے اُن علاقوں تک رسائی حاصل کر کے اپنی مقامی منڈی میں تو سیچ کر رہی ہے جہاں تک ماضی میں نقل وحمل کے زیادہ اخراجات کی وجہ سے رسائی حاصل نہیں کی گئی تھی۔ 540,909 میٹرکٹن کی بقیہ فاضل مقدار (2015-2014 میں 2016 میٹرکٹن) کو سری لکا، بحن بھارت اورد گر مشرقی افریقہ اور خیر کی منڈیوں میں برآ مدکر دیا گئی مقامی منڈی میں تو سیچ کر رہی ہے جہاں تک ماضی میں نقل وحمل کے زیادہ اخراجات کی



Form of Proxy 37th Annual General Meeting of Attock Cement Pakistan Limited

| /We | | |
|------|---|--|
| of | | |
| beir | eing a member(s) of Attock Cement Pakistan Limited h | olding |
| ordi | dinary shares as per share register folio No b-account No her | or CDC participant ID No. and |
| sub- | b-account No her or fc | eby appoint |
| 01_ | orrection as my / o | ur Proxy in my / our absence to attend and |
| | te for me / us and on my / our behalf at the 37th Annual | |
| on (| October 14, 2016 and at any adjournment thereof. | |
| Sigr | gned this day of | 2016. |
| | | |
| | | Signature |
| | | (Signature must agree with the specimen signature registered with the Company) |
| Witr | itness: | |
| 1. | Name: Address: | |
| | CNIC / Passport No | |
| | | |
| 2. | Name: | |
| | Address: CNIC / Passport No | |
| Imp | portant: | |
| ΠΡ | ponani. | |
| 1. | This Proxy Form, duly completed and signed, must Company, D-70 Block-4, Kehkashan-5, Clifton, Karach of holding the meeting and must be duly signed and | ni-75600, not less than 48 hours before the time |
| 2. | A Proxy need not be a member of the Company. | |
| 3. | If a member appoints more than one proxy and mor by a member with the Company, all such instruments | |
| For | r CDC Account Holders / Corporate Entities: | |
| 1. | The proxy form shall be witnessed by two persons with shall be mentioned on the form. | whose names, addresses and CNIC numbers |
| 2. | Attested copies of CNIC or the passport of the bene with the proxy form. | ficial owners and the proxy shall be furnished |
| 3. | The proxy shall produce his / her original CNIC / Passp | port at the time of the meeting. |
| | | |

In case of Government of Pakistan, State Bank of Pakistan, Corporate entity, the Board of Directors' resolution / power of attorney with specimen signature shall be submitted along with proxy form to 4. the Company.

| FALCON | CEMENT |
|--------|--------|

نیابتی فارم ائک سیمنٹ پاکستان کمیٹٹر کاسینتیسواں سالا نہا جلاس عام

| | برائے | میں/ہم |
|--|---------------------------------|---|
| یا تکی تک پار شیسپیٹ |)اورشيئررجسر فوليونمبر | اٹک سیمنٹ پاکستان کمیٹڈ کے رکن (ارکان |
| <u></u> مطابق | | آئی ڈی نمبراورسب اکاؤنٹ <i>نمبر</i> |
| کواور اس (خانون/مرد) کی عدم موجودگی میں | | عمومی حصص کا ہولڈر، بذ ربعہ ہٰذا |
| یں کمپنی کے 14 اکتوبر 2016 کو منعقد ہونے والے سینتیسواں | _ کو میری/ ہماری غیرموجودگی میں | |
| دینے کا ہل قراردیتا ہوں/ دیتے ہیں۔ | میں شرکت کرنے اورا پنی جگہو وٹ | سالا نہاجلاس عام یااس کےملتو می شدہ اجلاس |
| , | 2016 | وستخط شده |
| وستخط | _ بروز2016 | ز <i>خط ع</i> مرہ |
| و حط دستخط کمپنی میں رجسٹر شدہ دستخط کے نمونے کے مطابق ہونے سیائیکیں۔ | | |
| | | گواه: |
| | | تام |
| | | · · · |
| | | چہ۔ شناختی کارڈ/ پاسپورٹ نمبر |
| | | <u> </u> |
| | | |
| | | / ¹ -2 |
| | | |
| | | شناختی کارڈ/ پاسپورٹ نمبر |
| | | |
| | | اہم نکات: |
| لمپنی کے رجسٹر ڈآفس D-70، بلاک4، کہکشاں بکفنٹن، | 1 | • |
| - | •• | کرا چی75600 میں جمع کرادیاجائے ب |
| | | 2- نائب کے لئے کمپنی کارکن ہوناضروری نہ |
| ب سے نیابت کےایک سےزائدانسٹرومنٹس جمع کرائے جاتے ہیں ت | | |
| | با تیں گے۔ | ایسےتمام انسٹروننٹس منسوخ تصور کئے ج |
| | اوارے: | برائےCDC اکا وَنٹ ہولڈرز/کارپوریٹ |
| زیاباسپورٹ نمبر فارم بردرج ہوں۔ | | ۔ 1- نیابتی فارم کے لئے دولوگوں نے گواہی د |
| | | 2- نیابتی فارم کے ہمراہ مالکان کے شناختی کا |
| | • | 3- نائب کواپنااصل شناختی کارڈیا پاسپورٹ |
| مد ، دیر در بر کام کاف ، ایج دار فر بر غربه ستن | | • |

4- حکومت پاکستان،اسٹیٹ بینک آف پاکستان،کاروباریادارے کی صورت میں بورڈ آف ڈائر یکٹرز کی قرارداد/پاور آف اٹارنی بمعہ نمونہ دینخط بھی نیابتی فارم کے ہمراہ کمپنی میں جمع کرانے ہوں گے۔ Consent Form for the Transmission of Audited Financial Statements along with the Notice of the Annual General Meeting (AGM) through E-mail

Date:

The Chief Executive Technology Trade (Pvt.) Limited Dagia House, 241 – C, Block – 2 P.E.C.H.S., Off: Shahrah-e-Quaideen, Karachi. Tel: (92-21) 34391316 – 17 Fax: (92-21) 34391318

Sub: Consent for transmission of Audited Financial Statements along with the Notice of the Annual General Meeting (AGM) through E-mail.

I hereby instruct the Company M/s Attock Cement Pakistan Limited to send me the Company's Annual Balance Sheet and Profit and Loss Account, Auditors' and Directors' reports thereon along with Notice of Annual General Meeting (AGM) (Audited Annual financial Statements) at my email address as per details given below:

| Folio / CDS Account No.: | |
|-------------------------------|--|
| Name of the Shareholder: | |
| Valid E-mail Address: | |
| Contact No: | |
| CNIC Number: | |
| Signature of the Shareholder: | |

Yours sincerely,

Shareholder's name:

Shareholder's Signature





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Attock Cement Pakistan Limited

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