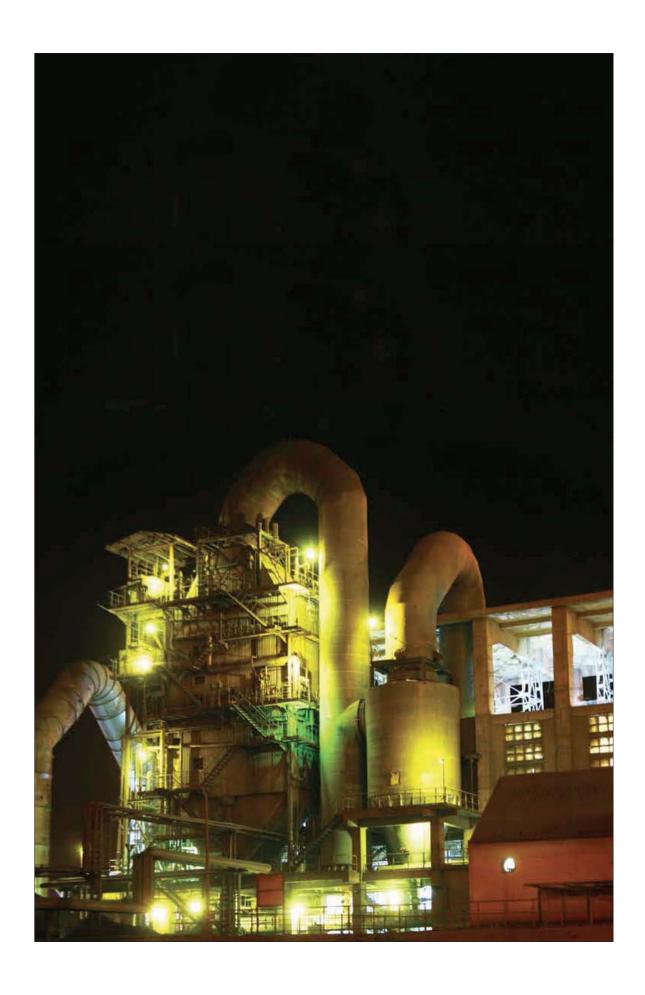


First Quarter Report September 30, 2015

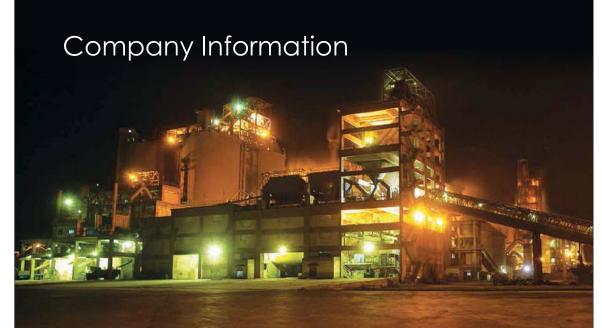






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### **Board of Directors**

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 <u>Fakhrul Isla</u>m Baig

# **Audit Committee of the Board**

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

# **HR & Remuneration Committee**

Shuaib A. Malik Chairman Abdus Sattar Member Babar Bashir Nawaz Member

# **Company Secretary**

Irfan Amanullah

# **Auditors**

A.F. Ferguson & Co. Chartered Accountants

# **Cost Auditors**

Naveed Zafar Ashfaq Jaffery & Co. Chartered Accountants

# **Legal Advisors**

Sattar & Sattar Attorneys at Law

# **Bankers**

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

# Registered Office

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

# Plant

Hub Chowki, Lasbella Baluchistan

# 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



# Directors' Review

The Directors are pleased to announce the results of the Company for the quarter ended September 30, 2015.

# **Operational Results**

Production and sales figures for the quarter ended September 30, 2015 are as follows:

	Jul-Sep. 2015	Jul-Sep. 2014
	Тоі	nnes
Clinker Production	499,155	451,665
Cement Production	420,767	448,027
Cement Despatch - Local	283,049	254,512
- Export	130,104	202,925
	413,153	457,437
Clinker- Exports	3,780	-
Total Despatches	416,933	457,437
Clinker Capacity Utilization	115%	104%

The overall capacity utilization cloaked at 115% as both the production lines remain operational without any routine or non routine shutdown and therefore achieved maximum production with higher number of kiln running days.

# **Industry Review**

During the first quarter, the local market witnessed a very healthy growth of 11% owing to lower inflation, improved law and order situation, positive economic indicators and commencement of work on mega projects in North. However, due to imposition of antidumping duty in South Africa, Pakistani cement manufacturers suffered a major setback in this market. Further, currencies of most of the African and Asian countries have been devalued by 10% - 20% because of Chinese Yuan's depreciation against US\$. As a result the exports of cement to these countries have been affected significantly and exports declined by 27% as compared to corresponding period. Overall net increase in despatches has recorded a meager growth of 1% only in 1Q 2015-16.

# Sales Review

During the quarter under review, the overall cement despatches declined by 44,284 M Tons (10%) as compared to same period last year mainly due to reduction in export sales. The export sales declined by 72,666 (36%) owing to reasons mentioned above. However, the local sales increased by 28,382 (11%) which is in line with the growth of local market.

### **Financial Review**

The overall net sales revenue decreased by Rs. 310 million (10%) over corresponding period mainly due to decline in overall despatches. Production cost per ton of cement sold decreased by Rs. 350 (7%) due to lower input costs and higher efficiencies achieved because of continuous plant operations. Despite reduction in sales, due to higher closing stocks, the overall gross and operating margins have been improved from 30% and 20% respectively to 35% and 26%. Due to change in sales mix of local and export sales the effective tax rate also increased from 24% to 34%. Consequently the company recorded net profit after tax of Rs. 481 million higher by 2% as compared to same period last year.

## **Future Outlook**

The economy of the country is gaining momentum with lower inflation and positive macroeconomic indicators. Improved law and order situation also contributing favorably and we expect that demand in local market will remain healthy in months to come. The company is aggressively exploring the regional markets and during the period under review has added India, Yemen and Somalia as potential new markets to replace South African market to some extent. Beside this the company is further strengthening its position in Sri Lanka and other East African markets. Though because of current turmoil in global commodity prices and devaluations in African currencies the challenges are enormous but still the company is able to sell its product in these markets through effective price mechanism.

It is also anticipated that with the announcement of China Pakistan Economic Corridor, the investment activities in Pakistan would pick up and the country would become the ultimate destination of much needed foreign investment which would also improve the local demand.

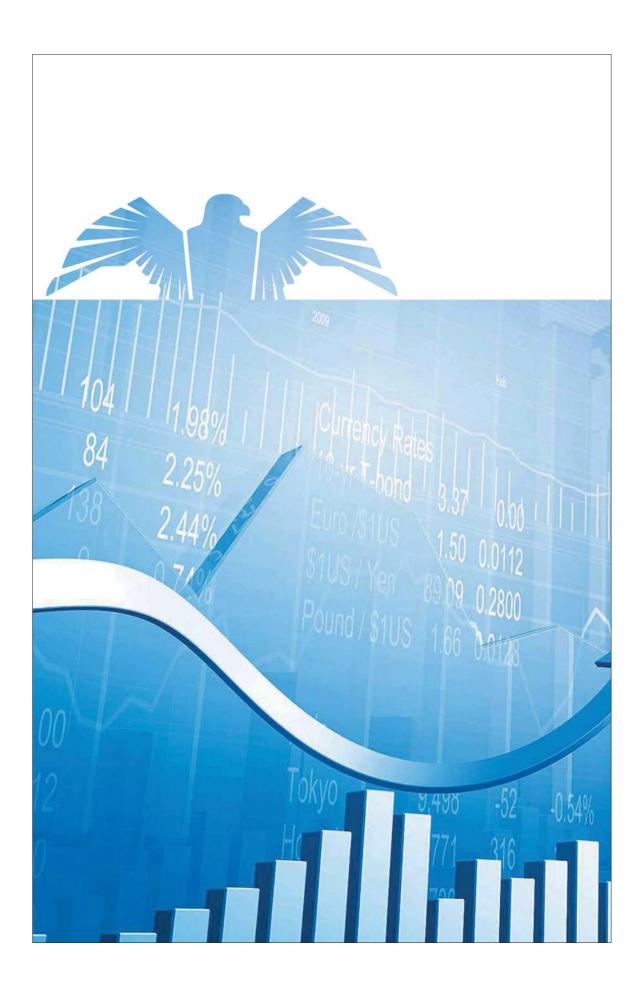
The management is also actively working on operational efficiencies and cost cutting measures in order to maintain its margins.

On behalf of the Board

**BABAR BASHIR NAWAZ** 

Chief Executive

October 21, 2015 Karachi, Pakistan



# Condensed Interim Financial Statements

First Quarter Ended September 30, 2015



# Condensed Interim Balance Sheet As at September 30, 2015

As at September 30, 2015		Ungudited	Audited
	Note	Sept. 30,	June 30,
		2015	2015
4.00 570		Rupee:	s '000
ASSETS			
Non-current assets			
Fixed assets - property, plant and equipment	4	5,965,167	5,999,669
Long-term investment		4,500	4,500
Long-term loans and advances		55,754	55,754
Long-term deposits		42,980	42,980
		6,068,401	6,102,903
Current assets			
Stores, spares and loose tools	5	1,314,032	986,146
Stock-in-trade		1,031,552	763,715
Trade debts - considered good		121,106	124,414
Loans and advances		64,313	61,115
Short-term deposits and prepayments		69,295	16,938
Investments		2,507,305	3,104,907
Other receivables		83,098	68,117
Refunds due from government - Sales tax		33,795	147,585
Cash and bank balances		1,205,952	858,698
		6,430,448	6,131,635
Total assets		12,498,849	12,234,538
EQUITY AND LIABILITIES  Share capital and reserves  Share capital		1,145,225	1,145,225
Unappropriated profit		7,068,810	7,789,909
		8,214,035	8,935,134
LIABILITIES			
Non-current liabilities			
Liability against asset subject to finance lease		6,509	7,956
Deferred taxation		813,378	813,378
Retirement benefit - obligations		228,643	252,336
		1,048,530	1,073,670
Current liabilities			
Trade and other payables	6	2,701,348	1,772,101
Current maturity of liability against asset			
subject to finance lease		4,859	3,927
Taxation - provision less payments		530,077	449,706
		3,236,284	2,225,734
Total liabilities		4,284,814	3,299,404
Contingency and commitments	7		
Total equity and liabilities		12 400 040	12,234,538
Total equity and liabilities		12,498,849	12,234,338

The annexed notes form an integral part of these condensed interim financial statements.

Babar Bashir Nawaz Chief Executive

# Condensed Interim Profit and Loss Account For the quarter ended September 30, 2015 - unaudited

	Note	Sept. 30, 2015	Sept. 30, 2014
		Rupees	in '000
Net sales	8	2,865,624	3,175,736
Cost of goods sold		(1,872,701)	(2,233,635)
Gross Profit		992,923	942,101
Distribution cost	9	(189,605)	(270,858)
Administrative expenses		(97,132)	(87,734)
Other operating expenses		(56,000)	(46,500)
Other operating income		87,832	92,849
Operating profit		738,018	629,858
Finance cost		(6,631)	(8,456)
Profit before taxation		731,387	621,402
Taxation	(25		(151,000)
Profit after taxation		481,387	470,402
Other comprehensive income		-	-
Total comprehensive income for the per	iod	481,387	470,402
Earnings per share Rs	5.	4.20	4.11

The annexed notes form an integral part of these condensed interim financial Statements.

Babar Bashir Nawaz Chief Executive

# Condensed Interim Statement of Cash Flows For the quarter ended September 30, 2015 - unaudited

	Note	<b>Sept. 30, 2015</b> Rupee	Sept. 30, 2014 es '000
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	10	(37,161)	(78,763)
Finance cost paid Income tax paid Retirement benefit obligations		(6,631) (169,630) (44,380)	(8,456) (78,879) 4,737
Net cash used in operating activities		(257,802)	(161,361)
CASH FLOWS FROM INVESTING ACTIVITIES			
Fixed capital expenditure incurred Proceeds from disposal of fixed assets Proceeds from sale of open ended mutual fund unit Purchase of open ended mutual fund units Dividend income Interest received	S	(71,319) 1,557 3,420,010 (2,753,290) 1,572 7,059	(106,821) 126 2,180,108 (1,410,034) - 6,033
Net cash from investing activities		605,589	669,412
CASH FLOWS FROM FINANCING ACTIVITIES			
Dividend paid Payments made under finance lease		(19) (514)	(36) (516)
Net cash used in financing activities		(533)	(552)
Net increase in cash and cash equivalents		347,254	507,499
Cash and cash equivalents at the beginning of the	period	858,698	467,835
Cash and cash equivalents at the end of the period		1,205,952	975,334

The annexed notes form an integral part of these condensed interim financial statements.

Babar Bashir Nawaz Chief Executive

# Condensed Interim Statement of Changes in Equity For the quarter ended September 30, 2015 - unaudited

	Share capital	Unappropriated profit	Total
Balance as at July 01, 2015	1,145,225	7,789,909	8,935,134
Final dividend for the year ended June 30, 2015 @ Rs. 10.50 per share	-	(1,202,486)	(1,202,486)
Profit after taxation for the quarter ended September 30, 2015	-	481,387	481,387
Balance as at September 30, 2015	1,145,225	7,068,810	8,214,035
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)
Profit after taxation for the quarter ended September 30, 2014	-	470,402	470,402
Balance as at September 30, 2014	1,145,225	6,626,005	7,771,230

The annexed notes form an integral part of these condensed interim financial statements.

Babar Bashir Nawaz Chief Executive

**Abdus Sattar** Director

# Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2015 - unaudited

#### 1 THE COMPANY AND ITS OPERATION

The company was incorporated in Pakistan on October 14, 1981 as a public limited company and is listed on 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.

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 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. However, no capital has yet been remitted due to pending regulatory approvals.

## 2 BASIS OF PRESENTATION

This condensed interim financial information of the Company has been prepared in accordance with the requirements of the International Accounting Standard (IAS) No. 34, 'Interim Financial Reporting' and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

This condensed interim financial information should be read in conjunction with the annual financial statements for the year ended June 30, 2015.

# 3 ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the preceding annual financial statements of the Company for the year ended June 30, 2015.

	lected Notes to the Condensed Interi	im Financial Ir	formation
For	the quarter ended September 30, 2015 - unaudited	(Unaudited) Sept. 30, 2015	(Audited) June 30, 2015
4	FIXED ASSETS	Rupees '	000
	Operating assets Capital work-in-progress Stores held for capital expenditure	5,502,122 129,542 333,503 5,965,167	5,551,093 120,343 328,233 5,999,669
		<b>Sept. 30, 2015</b> Rupees	Sept. 30, 2014
4.1	Additions to property plant and equipment during the period were as follows:		
	Buildings and roads on freehold land Plant and machinery Furniture and fittings Office equipment Vehicles	5,539 52,136 459 4,557 1,816 64,507	4,896 82,786 48 1,684 1,828 91,242
	Disposals during the period - Net book value	1,420	126
	Transfers to stores during the period - Net book value	7,207	5,735
		(Unaudited) Sept. 30, 2015Rupees	(Audited) June 30, 2015
5	STORES SPARES AND LOOSE TOOLS		
	Bricks Coal Stores & spares Loose tools	132,174 579,911 599,763 2,184 1,314,032	72,725 332,005 579,029 2,387 986,146
6	TRADE AND OTHER PAYABLES		
	Creditors Accrued liabilities Advances from customers Excise duty payable Dividend payable Others	177,397 736,475 216,587 48,339 1,207,770 314,780 2,701,348	201,659 768,633 148,911 8,010 5,303 639,585

# Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2015 - unaudited

# 7 CONTINGENCY AND COMMITMENTS

- 7.1 The status of contingency as reported in financial statements for the year ended June 30, 2015 is the same.
- **7.2** Commitments in respect of capital expenditure outstanding as at September 30, 2015 amounted to Rs. 65.2 million (June 30, 2015: Rs. 66.9 million).

		Sept. 30,	Sept. 30,
		2015	2014
		Rs. in	'000
8	NET SALES		
	Local sales	2,808,149	2,541,286
	Less: Commission	(63,445)	(55,536)
	Net sales	2,744,704	2,485,750
	Exports sales	736,817	1,205,229
		3,481,521	3,690,979
	Less: Excise duty and sales tax	(615,897)	(515,243)
		2,865,624	3,175,736

## 9 DISTRIBUTION COST

Distribution cost includes Rs. 126.9 million (September 30, 2014: Rs. 240.3 million) in respect of export and commission expenses.

Sept. 30, Sept. 30,

		2015	2014
10	CASH GENERATED FROM OPERATIONS	Rs. in	'000
	Profit before taxation	731,387	621,402
	Adjustment for non cash charges and other items:		
	Depreciation	104,401	88,874
	Gain on disposal of operating assets	(137)	-
	Cain on sale of open anded mutual fund units	(11 920)	125 9 191

Gain on disposal of operating assets
Gain on sale of open ended mutual fund units
Gain on re-measurement of fair value of investment
in mutual fund units
Interest income
Retirement benefits - obligations
Finance cost

104,401	88,874
(137)	-
(11,820)	(25,848)
(=0.0=4)	/ /7 0011
(58,871)	(47,291)
(7,059)	(6,033)
20,688	-
6,631	8,456
53,833	18,158
785,220	639,560

# 10.1 EFFECT ON CASH FLOW DUE TO WORKING CAPITAL CHANGES

# (Increase) / decrease in current assets :

(mercuse) / accrease in content assers.		
Stores, spares and loose tools	(327,886)	(540,362)
Stock-in-trade	(267,836)	(52,120)
Trade debts - considered good	3,308	(238,953)
Loans and advances	(3,198)	(9,712)
Short - term deposits and prepayments	(52,357)	10,870
Other receivables	(14,981)	4,123
Refunds due from government - Sales tax	113,790	(16,671)
	(549,160)	(842,825)
(Decrease) / Increase in current liabilities:		
Trade and other payables	(273,221)	124,502
	(822,381)	(718,323)
Cash generated from operations	(37,161)	(78,763)

# Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2015 - unaudited

Sept. 30,	Sept. 30
2015	2014
Rs in	'000

# 11 SUMMARY OF TRANSACTIONS WITH RELATED PARTIES

Holding Company Recovery of expenses	539	500
Associated Companies		
Purchase of goods	53,331	73,117
Reimbursement of expenses	600	936
Recovery of expenses	616	2,007
Other related parties		
Payments made to retirement benefit funds	60,280	23,299
Key management compensation		
Salaries and other retirement benefits	30,318	27,436

# 12 CORRESPONDING FIGURES

Prior period figures have been reclassified whereever necessary for the purpose of appropriate presentation.

# 13 DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on  $\,$  October 21, 2015 by the Board of Directors of the company.

Babar Bashir Nawaz Chief Executive



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 www.attockcement.com

Email: acpl@attockcement.com