

**GROWTH**

WITH PROGRESS



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## 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  
Sajid Nawaz  
Irfan Amanullah

### 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

### 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  
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UAN: (92-21) 111 17 17 17  
Fax: (92-21) 35309775  
Email: [acpl@attockcement.com](mailto:acpl@attockcement.com)  
Website: [www.attockcement.com](http://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: Shahr-e-Quaideen, Karachi.  
Tel: (92-21) 34391316 - 17  
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## Directors' Review

The Directors are pleased to announce the results of the Company for the quarter ended September 30, 2016.

### Operational Results

Production and sales figures for the quarter ended September 30, 2016 are as follows:

	July-Sept. 2016	July-Sept. 2015
	----- Tones -----	
Clinker Production	512,618	499,155
Cement Production	492,504	420,767
Cement Despatch - Local	327,764	282,894
- Export	158,147	130,259
	485,911	413,153
Clinker- Exports	-	3,780
Total Despatches	485,911	416,933
Clinker Capacity Utilization	118%	115%

The overall capacity utilization was 118% as both the production lines remained 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 momentum in local market growth continued and market witnessed a very healthy growth of 9.5% owing to lower inflation, improved law and order situation, positive economic indicators and commencement of work on mega housing schemes & projects across the country. Export sales also registered growth of 3.0% as compared to corresponding period which is a very healthy sign for Pakistan Cement Industry. Overall net increase in despatches has been recorded at 8.3% in 1st Quarter 2016-17.

### Sales Review

During the quarter under review, the overall cement despatches of the company increased by 72,758 M. Tons (18%) as compared to same period last year. Local despatches increased by 44,870 M. Tons (16%) while exports increased by 27,888 M. Tons (21%) as compared to corresponding period.

### Financial Review

The overall net sales revenue increased by Rs. 493 million (17%) over corresponding period mainly due to increase in overall despatches. Production cost per ton of cement sold decreased by Rs. 450 (10%) due to lower input costs and higher efficiencies achieved because of improved operational processes and continuous plant run factor. However, since August 2016, the coal prices in the international market have shown a sharp increase and FOB

prices have jumped up from US\$ 63 to US\$ 83 per ton. Since then management as a prudent practice maintains inventory of two months coal consumption, therefore, the current margins do not truly reflect this significant increase in cost equation. The overall gross and operating margins have, therefore, improved from 35% and 26% respectively to 42% and 30%. As a result the company recorded a net profit after tax of Rs. 691 million higher by 44% as compared to same period last year.

### **Board of Directors**

During the period under review no casual vacancy occurred. However, subsequent to September 30, 2016 Mr. Fakhru Islam Baig, an alternate director of Mr. Wael G. Pharaon, resigned from the Board of Directors effective from October 19, 2016. Mr. Wael G. Pharaon has now nominated Mr. Sajid Nawaz as his alternate director. The Board approved the nomination / appointment of Mr. Sajid Nawaz as alternate Director of the Company effective from October 19, 2016.

The Board appreciated the efforts put in by Mr. Fakhru Islam Baig during his tenure as Alternate Director and welcomed Mr. Sajid Nawaz on the Board. There is no further change in the composition of the Board.

### **Future Outlook**

Lower interest rates and improved law and order situation would push the investments in country's housing and infrastructure sectors. Further demand will be generated through mega CPEC related projects and all these factors would contribute positively towards ongoing cement demand pattern. This upward surge in cement demand and higher margins is very encouraging and paving the way for further investment in the sector both in terms of capacity expansion and in process improvements. If the demand pattern continues at its current and at anticipatory level with CPEC related projects in pipelines, the new capacities will be absorbed on as and when arrival basis otherwise the market may face excess supply situation in the future.

Your management is fully aligned to the situation and is gearing up for either of the eventuality. The company, despite stiff competition from local and regional capacities, has made firm inroads in the far flung local and regional markets and is working hard to keep its market portfolios and sales mix strategically diversified and price efficient in order to meet the future challenges.

The company is striving hard to keep its input cost under check and is making prudent and efficient procurement of bulk supplies including coal in order to ensure sustainable margins.



**Babar Bashir Nawaz**

Chief Executive

October 19, 2016  
Rawalpindi, Pakistan





# Condensed Interim Financial Statements

First Quarter Ended September 30, 2016



# Condensed Interim Balance Sheet

as at September 30, 2016

	Note	Unaudited Sept. 30, 2016	Audited June 30, 2016
-----Rupees in '000-----			
<b>ASSETS</b>			
<b>Non-current assets</b>			
Fixed assets - property, plant and equipment	4	7,604,504	7,140,508
Long-term investment		4,500	4,500
Long-term loans and advances		41,538	41,538
Long-term deposits		42,980	42,980
		<u>7,693,522</u>	<u>7,229,526</u>
<b>Current assets</b>			
Stores, spares and loose tools	5	2,044,332	1,317,012
Stock-in-trade		615,567	599,753
Trade debts - considered good		246,531	211,112
Loans and advances - considered good		376,746	81,935
Short-term deposits and prepayments		64,443	17,518
Investments		4,168,430	4,273,362
Other receivables		100,824	114,864
Cash and bank balances		173,837	581,318
		<u>7,790,710</u>	<u>7,196,874</u>
<b>Total assets</b>		<u>15,484,232</u>	<u>14,426,400</u>
<b>EQUITY AND LIABILITIES</b>			
<b>Share capital and reserves</b>			
Share capital		1,145,225	1,145,225
Unappropriated profit		9,992,467	9,301,618
		<u>11,137,692</u>	<u>10,446,843</u>
<b>LIABILITIES</b>			
<b>Non-current liabilities</b>			
Liability against asset subject to finance lease		4,029	4,029
Deferred taxation		809,516	809,516
Retirement benefit - obligations		401,968	425,333
		<u>1,215,513</u>	<u>1,238,878</u>
<b>Current liabilities</b>			
Trade and other payables	6	2,833,934	2,680,056
Current maturity of liability against asset subject to finance lease		3,411	3,927
Taxation - provision less payments		293,682	56,696
		<u>3,131,027</u>	<u>2,740,679</u>
<b>Total liabilities</b>		<u>4,346,540</u>	<u>3,979,557</u>
<b>Contingency and commitments</b>	7		
<b>Total equity and liabilities</b>		<u>15,484,232</u>	<u>14,426,400</u>

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.



**Babar Bashir Nawaz**  
Chief Executive



**Abdus Sattar**  
Director

## Condensed Interim Profit and Loss Account

For the quarter ended September 30, 2016 - Unaudited

	Note	Sept. 30, 2016	Sept. 30, 2015
		-----Rupees in '000-----	
Net sales	8	3,358,995	2,865,624
Cost of goods sold		(1,963,917)	(1,872,701)
Gross profit		1,395,078	992,923
Distribution cost	9	(273,736)	(189,605)
Administrative expenses		(104,888)	(97,132)
Other operating expenses		(74,000)	(56,000)
Other operating income		61,184	87,832
Operating profit		1,003,638	738,018
Finance cost		(9,789)	(6,631)
Profit before taxation		993,849	731,387
Taxation		(303,000)	(250,000)
Profit after taxation		690,849	481,387
Other comprehensive income		-	-
Total comprehensive income for the period		690,849	481,387
Earnings per share (Rupees)		6.03	4.20

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.



**Babar Bashir Nawaz**  
Chief Executive




**Abdus Sattar**  
Director


## Condensed Interim Statement of Cash Flows

For the quarter ended September 30, 2016 - Unaudited

	Note	Sept. 30, 2016	Sept. 30, 2015
-----Rupees in '000-----			
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	10	124,233	(37,161)
Finance cost paid		(9,789)	(6,631)
Income tax paid		(66,015)	(169,630)
Retirement benefit obligations paid		(44,609)	(44,380)
Net cash from / (used in) operating activities		3,820	(257,802)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditure incurred		(571,232)	(71,319)
Proceeds from disposal of fixed assets		198	1,557
Purchase of open ended mutual fund units		(2,196,219)	(2,753,290)
Proceeds from sale of open ended mutual fund units		2,351,822	3,420,010
Dividend income		-	1,572
Interest received		4,646	7,059
Net cash (used in) / from investing activities		(410,785)	605,589
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Dividend paid		-	(19)
Lease rental paid		(516)	(514)
Net cash used in financing activities		(516)	(533)
Net (decrease)/increase in cash and cash equivalents		(407,481)	347,254
Cash and cash equivalents at the beginning of the period		581,318	858,698
Cash and cash equivalents at the end of the period		173,837	1,205,952

The annexed notes 1 to 13 form an integral part of these condensed interim financial statements.

  
**Babar Bashir Nawaz**  
 Chief Executive

  
**Abdus Sattar**  
 Director

## Condensed Interim Statement of Changes in Equity

For the quarter ended September 30, 2016 - Unaudited

	Share capital	Unappropriated profit	Total
	----- Rupees in '000 -----		
Balance as at July 1, 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
<b>Balance as at September 30, 2015</b>	<b>1,145,225</b>	<b>7,068,810</b>	<b>8,214,035</b>
Other comprehensive loss for the year ended June 30, 2016	-	(175,828)	(175,828)
Profit after taxation for the period ended June 30, 2016	-	2,408,636	2,408,636
<b>Balance as at June 30, 2016</b>	<b>1,145,225</b>	<b>9,301,618</b>	<b>10,446,843</b>
Profit after taxation for the quarter ended September 30, 2016	-	690,849	690,849
<b>Balance as at September 30, 2016</b>	<b>1,145,225</b>	<b>9,992,467</b>	<b>11,137,692</b>

The annexed notes 1 to 13 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, 2016 - 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 Pakistan Stock Exchange Limited (formerly Karachi Stock Exchange Limited). 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, Baluchistan. 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 had 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) 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 is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and the Listing Regulations of the Pakistan Stock Exchange Limited (formerly Karachi Stock Exchange Limited).

This condensed interim financial information does not include all the information required for full financial statements and should be read in conjunction with the annual financial statements for the year ended June 30, 2016.

### 3 ACCOUNTING POLICIES

The accounting policies 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, 2016.

### 4 FIXED ASSETS

	Sept. 30, 2016	(Audited) June 30, 2016
	-----Rs. in '000-----	
Operating assets	5,308,987	5,343,479
Capital work-in-progress	1,643,297	1,353,300
Stores held for capital expenditure	652,220	443,729
	<u>7,604,504</u>	<u>7,140,508</u>

## Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2016 - Unaudited

	Sept. 30, 2016	Sept. 30, 2015
	-----Rs. in '000-----	
<b>4.1 Additions to property plant and equipment during the period were as follows:</b>		
Buildings and roads on freehold land	892	5,539
Plant and Machinery	81,535	52,136
Furniture and fittings	-	459
Office equipment	1,618	4,557
Vehicles	1,052	1,816
	<u>85,097</u>	<u>64,507</u>
Disposals during the period - Net book value	<u>197</u>	<u>1,420</u>
Transfers to stores during the period - Net book value	<u>12,351</u>	<u>7,207</u>
	Sept. 30, 2016	(Audited) June 30, 2016
	-----Rs. in '000-----	
<b>5 STORES, SPARES AND LOOSE TOOLS</b>		
Bricks	103,950	97,366
Coal	385,902	606,443
Stores & spares - note 5.1	1,551,645	610,512
Loose tools	2,835	2,691
	<u>2,044,332</u>	<u>1,317,012</u>
<b>5.1</b> Includes stores and spares in transit of Rs. 899 million relating to Line 3 project (June 30, 2016 Rs. Nil).		
	Sept. 30, 2016	(Audited) June 30, 2016
	-----Rs. in '000-----	
<b>6 TRADE AND OTHER PAYABLES</b>		
Creditors	282,691	235,303
Accrued liabilities	1,861,258	1,491,511
Advances from customers	144,550	133,956
Sales tax & excise duty payable	124,731	42,037
Others	420,704	777,249
	<u>2,833,934</u>	<u>2,680,056</u>
<b>7 CONTINGENCY AND COMMITMENTS</b>		
<b>7.1</b> The status of contingency as reported in note 20.1 to the financial statements for the year ended June 30, 2016 is the same.		
<b>7.2</b> Commitments in respect of capital expenditure outstanding as at September 30, 2016 amounted to Rs. 6,206 million (June 30, 2016: Rs. 6,352.25 million).		

## Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2016 - Unaudited

	Sept. 30, 2016	Sept. 30, 2015
	-----Rs. in '000-----	
<b>8 NET SALES</b>		
Local sales	3,361,712	2,808,149
Less: Commission	(75,268)	(63,445)
Net sales	3,286,444	2,744,704
Exports sales	939,834	736,817
	4,226,278	3,481,521
Less: Excise duty and sales tax	(867,283)	(615,897)
	3,358,995	2,865,624
<b>9 DISTRIBUTION COST</b>		
Distribution cost includes Rs. 230.7 million (Sept. 30, 2015: Rs. 126.9 million) in respect of export and commission expenses.		
	Sept. 30, 2016	Sept. 30, 2015
	-----Rs. in '000-----	
<b>10 CASH GENERATED FROM OPERATIONS</b>		
Profit before taxation	993,849	731,387
Adjustment for non cash charges and other items:		
Depreciation	107,041	104,401
Gain on disposal of operating assets	(1)	(137)
Gain on sale of open ended mutual fund units	(6,337)	(11,820)
Gain on re-measurement of fair value of investment in mutual fund units	(44,335)	(58,871)
Interest income	(4,646)	(7,059)
Retirement benefits obligations	21,243	20,688
Finance cost	9,789	6,631
	82,754	53,833
	1,076,603	785,220
<b>10.1 EFFECT ON CASH FLOW DUE TO WORKING CAPITAL CHANGES</b>		
(Increase) / decrease in current assets :		
Stores, spares and loose tools	(727,319)	(327,886)
Stock-in-trade	(15,814)	(267,836)
Trade debts - considered good	(35,419)	3,308
Loans and advances	(294,811)	(3,198)
Short - term deposits and prepayments	(46,924)	(52,357)
Other receivables	14,040	(14,981)
Refunds due from government - Sales tax	-	113,790
	(1,106,247)	(549,160)
Increase / (decrease) in current liabilities:		
Trade and other payables	153,877	(273,221)
	(952,370)	(822,381)
Cash generated from operations	124,233	(37,161)

## Selected Notes to the Condensed Interim Financial Information

For the quarter ended September 30, 2016 - Unaudited

	Sept. 30, 2016	Sept. 30, 2015
	-----Rs. in '000-----	
<b>11 SUMMARY OF TRANSACTIONS WITH RELATED PARTIES</b>		
<b>Holding Company</b>		
Recovery of expenses from holding company	500	539
<b>Associated Companies</b>		
Purchase of goods	48,261	53,331
Reimbursement of expenses	804	600
Recovery of expenses	1,109	616
<b>Other related parties</b>		
Payments made to retirement benefit funds	44,609	60,280
<b>Key management compensation</b>		
Salaries and other benefits	33,200	30,318

### 12 CORRESPONDING FIGURES

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

### 13 DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on October 19, 2016, by the Board of Directors of the company.



**Babar Bashir Nawaz**  
Chief Executive



**Abdus Sattar**  
Director

استعداد کے باعث فروخت شدہ سیمنٹ کی فی ٹن پیداواری لاگت میں 450 روپے (10 فیصد) کمی ہوئی۔ تاہم اگست 2016 سے بین الاقوامی منڈی میں کوئلے کی قیمتوں میں واضح اضافہ ہوا اور FOB قیمتیں 63 امریکی ڈالر سے بڑھ کر 83 امریکی ڈالر فی ٹن ہو گئیں۔ اس وقت سے انتظامیہ نے احتیاطی عمل کے طور پر دو ماہ کی کوئلے کی کھپت کی مقدار اسٹاک کر لی ہے لہذا حالیہ منافع لاگت کی اس مد میں ہونے والے نمایاں اضافے کی درست عکاسی نہیں کرتا۔ بہر حال مجموعی اور عملیاتی منافع اضافے کے بعد بالترتیب 35 فیصد اور 26 فیصد سے 42 فیصد اور 30 فیصد ہو گیا۔ نتیجہ کے طور پر کمپنی کا بعد از ٹیکس منافع 691 ملین روپے رہا جو گزشتہ سال کی اسی مدت کے مقابلے میں 44 فیصد زیادہ ہے۔

### بورڈ آف ڈائریکٹرز

زیر جائزہ مدت میں کوئی معمول کی اسامی سامنے نہیں آئی۔ تاہم، 30 ستمبر 2016 کے گزرنے کے بعد جناب وائل جی فراؤن صاحب کے متبادل ڈائریکٹر جناب فخر الاسلام بیگ صاحب، بورڈ آف ڈائریکٹرز کی رکنیت سے مستعفی ہو گئے جو کہ 19 اکتوبر 2016 سے مؤثر ہے۔ جناب وائل جی فراؤن صاحب نے جناب ساجد نواز صاحب کو اپنا متبادل ڈائریکٹر نامزد کیا ہے۔ بورڈ نے 19 اکتوبر 2016 سے جناب ساجد نواز صاحب کی بطور متبادل ڈائریکٹر نامزدگی/تقرری کی منظوری دے دی ہے۔

بورڈ نے جناب فخر الاسلام بیگ صاحب کی بطور متبادل ڈائریکٹر خدمات کو سراہا اور جناب ساجد نواز صاحب کو بورڈ میں شمولیت پر خوش آمدید کہا۔ بورڈ کی ترتیب میں مزید کوئی تبدیلی واقع نہیں ہوئی ہے۔

### مستقبل کی منصوبہ سازی

کم شرح سود اور امن و امان کی بہتر صورت حال کے باعث ملک میں ہاؤسنگ اور انفراسٹرکچر کے شعبوں میں سرمایہ کاری میں اضافہ ہوگا۔ پاک چین اقتصادی راہداری سے منسلک بڑے منصوبوں کے ذریعے مزید طلب پیدا ہوگی اور یہ تمام عوامل سیمنٹ کی موجودہ طلب میں مثبت تبدیلی کا باعث بنیں گے۔ سیمنٹ کی طلب میں اضافہ اور زیادہ منافع کا یہ رجحان نہایت حوصلہ افزا ہے جو مستقبل میں اس شعبے میں استعداد میں توسیع اور طریقہ عمل میں بہتری، دونوں حوالے سے، مزید سرمایہ کاری کے لئے راہ ہموار کرے گا۔ اگر طلب میں اضافہ حالیہ انداز میں اور CPEC سے متعلق نئے منصوبوں کے آغاز کی بدولت متوقع سطح تک جاری رہتا ہے تو جیسے اور جہاں ضرورت ہو، کی بنیاد پر نئی استعداد کی کھپت ہو جائے گی۔ بصورت دیگر مستقبل میں منڈی کو طلب سے زائد دستیابی کی صورت حال کا سامنا ہو سکتا ہے۔

آپ کی انتظامیہ اس صورت حال سے بخوبی واقف ہے اور کسی بھی قسم کے نتائج سے عہدہ برآ ہونے کے لئے مکمل طور پر تیار ہے۔ کمپنی نے مقامی اور علاقائی سطح پر درپیش سخت مقابلے کے باوجود، دور دراز مقامی اور علاقائی منڈیوں پر مضبوط گرفت حاصل کر لی ہے اور اپنے مارکیٹ پورٹ فولیو اور فروخت کی حکمت عملی کو مزید متنوع اور کم قیمت بنانے کے لئے سخت محنت کر رہی ہے تاکہ مستقبل کے چیلنجز سے نمٹا جاسکے۔

کمپنی اپنی داخلی لاگت پر کڑی نگرانی برقرار رکھنے کے لئے سخت محنت کر رہی ہے اور کوئلے سمیت دیگر خام مال کی خطا اور مؤثر تھوک حصولی کر رہی ہے تاکہ مستحکم منافع کے حصول کو یقینی بنایا جاسکے۔

*Babarul*

بار بشیر نواز

چیف ایگزیکٹو

11 اکتوبر 2016

راولپنڈی۔ پاکستان



## ڈائریکٹرز کا جائزہ

آپ کی کمپنی کے ڈائریکٹرز مسرت کے ساتھ 30 ستمبر 2016 کو ختم ہونے والی سہ ماہی کے لئے کمپنی کے مالیاتی نتائج پیش کرتے ہیں۔

پیداواری اور مالیاتی جائزہ

30 ستمبر 2016 کو ختم ہونے والی سہ ماہی کے لئے پیداوار اور فروخت کی تفصیلات مندرجہ ذیل ہیں:

جولائی تا ستمبر 2016	جولائی تا ستمبر 2015	
..... ٹن .....		
512,618	499,155	کلنٹر کی پیداوار
492,504	420,767	سیسٹ کی پیداوار
327,764	282,894	سیسٹ کی فروخت: مقامی مارکیٹ میں
158,147	130,259	سیسٹ کی فروخت: بین الاقوامی مارکیٹ میں
485,911	413,153	
-	3,780	کلنٹر کی فروخت: بین الاقوامی مارکیٹ میں
485,911	416,933	مجموعی فروخت
118%	115%	کلنٹر کی پیداواری صلاحیت کا استعمال

کمپنی کی پیداواری صلاحیت 118 فیصد رہی، دونوں پیداواری لائنیں کسی بھی حسب معمول یا خلاف معمول بندش کے بغیر زیادہ دنوں تک رواں رہی ہیں جس کی وجہ سے زیادہ پیداوار حاصل ہوئی۔

### صنعتی جائزہ

پہلی سہ ماہی کے دوران افراط زر میں کمی، امن و امان کی بہتر صورتحال، مثبت معاشی اشارے اور ملک بھر میں بڑے منصوبوں اور ہاؤسنگ اسکیموں کے شروع ہونے کی بدولت مقامی مارکیٹ نے 9.5 فیصد کی بہترین شرح نمو کے ساتھ ترقی کی رفتار کو جاری رکھا۔ برآمدات میں بھی گزشتہ سال کی اسی مدت کے مقابلے میں 3.0 فیصد اضافہ ہوا جو کہ پاکستان کی سیسٹ کی صنعت کے لئے نہایت ہی حوصلہ افزا علامت ہے۔ مجموعی طور پر مالی سال 2016-2017 کی پہلی سہ ماہی میں خالص فروخت میں 8.3 فیصد کا اضافہ دیکھنے میں آیا۔

### فروخت کا جائزہ

زیر جائزہ سہ ماہی میں کمپنی کی مجموعی فروخت میں گزشتہ سال کی اسی مدت کے مقابلے میں 72,758 میٹرک ٹن (18 فیصد) کا اضافہ ہوا۔ مقامی فروخت میں گزشتہ سال کی اسی مدت کے مقابلے میں 44,870 میٹرک ٹن (16 فیصد) جبکہ برآمدات میں 27,888 میٹرک ٹن (21 فیصد) کا اضافہ ہوا۔

### مالیاتی جائزہ

کمپنی کی فروخت کی خالص آمدنی میں گزشتہ سال کی اسی مدت کے مقابلے میں 493 ملین روپے (17 فیصد) اضافہ ہوا جس کی بڑی وجہ فروخت میں ہونے والا اضافہ ہے۔ کم اندرونی (Input) لاگت اور بہتر عملیاتی طریقہ ہائے کار کے ساتھ پلانٹ کے مسلسل کارگزار رہنے کی وجہ سے حاصل کردہ زیادہ



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