

PIONEER
CEMENT LTD.

## Enduring StrengTh



For The Period Ended September 30, 2010

QUARTERLY ACCOUNTS


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## Corporate Information

Board of Directors<br>Chairman<br>Mr. Manzoor Hayat Noon<br>Managing Director \& CEO<br>Syed Mazher lqbal<br>\section*{Directors}<br>Mr. Aly Khan<br>Mr. Omer Adil Jaffar<br>Mr. William Gordon Rodgers<br>Mr. Wajahat A. Baqai (NBP)<br>Mr. Rafique Dawood (FDIB)<br>Mr. Cevdet DAL<br>Mr. Etrat Hussain Rizvi<br>Mr. Saleem Shahzada

## Audit Committee

Chairman
Mr. Rafique Dawood (FDIB)
Members
Mr. Aly Khan
Mr. William Gordon Rodgers
Mr. Etrat Hussain Rizvi
Mr. Wajahat A. Baqai (NBP)
Chief Financial Officer
Mr. Amjad Waqar
Company Secretary
Syed AnwarAli
Internal Auditor
Mr. Muhammad Zafar Qidwai

Senior Management
Mr. Qaseem N. Siddiqui
Director Operations
Mr. Rizwan Butt
DGM Marketing \& Sales
Statutory Auditors
Ernst \& Young Ford Rhodes Sidat Hyder (Chartered Accountants)

## Cost Auditors

Siddiqui \& Co.

## Legal Advisor

Hassan \& Hassan

## Bankers

Askari Commercial Bank Limited Bank AI Habib Limited
Bank Islami Pakistan Limited
Habib Bank Limited
Hong Kong Shanghai Banking Corporation
Meezan Bank Limited
MCB Bank Limited
National Bank of Pakistan
The Bank of Punjab
The Royal Bank of Scotland United Bank Limited

## Head Office

7th Floor, Lakson Square, Building No. 3,
Sarwar Shaheed Road, Karachi, Pakistan.
Telephone: (021) 35685052-55
Fax: (021) 35685051
Email: pioneer@pioneercement.com
Web Site: www.pioneercement.com

## Sales Offices

10-Officers Colony, Bosan Road, Opposite Jinnah High School, Multan, Pakistan. Telephone: (061) 6510404
Fax: (061) 6510405
Office No. 3, 2nd Floor,
Sitara Tower, Bilal Chowk, New Civil Lines,
Faisalabad, Pakistan.
Telephone: (041) 2630030, 2640406-7
Fax: (041) 2630923
Office No. 23, 2nd Floor,
State Life Building, The Mall,
Peshawar Cantt, Pakistan.
Telephone: (091) 5262707
Fax: (091) 5262524
Registered / Marketing Office
1st Floor, Al Falah Building,
Shahrah-e-Quaid-e-Azam,
Lahore, Pakistan.
Telephone: (042) 36284820-2
Fax: (042) 36284823
Email: pcllahore@pioneercement.com
Share Department
66, Garden Block,
New Garden Town,
Lahore, Pakistan.
Telephone: (042) 35831462-3
Email: shares@pioneercement.com

## Factory

Chenki, District Khushab,
Punjab, Pakistan.
Telephone: (0454) 720832-3
Fax: (0454) 720832
Email: factory@pioneercement.com

## DIRECTORS' REPORT

The directors of your company would like to present the financial report for the quarter ended September 30, 2010.

## INDUSTRY OVERVIEW:

The local cement industry having faced a difficult time last year, appears to be coming out of the troubled water having started current financial year on a positive note, with encouraging signs that prices are likely to consolidate and stabilize at current levels. The industry foresees further improvements in prices on the back of anticipated demand arising out of reconstruction of the damaged houses and infrastructure. While on the other hand, input prices continued to rise unabated, imported coal and electricity cost comprising around $60 \%$ of input cost have increased by $30 \%$ and $35 \%$ respectively. Financial charges that continued to hurt bottom line of the industry further dent the already deteriorated profitability of the industry as State Bank of Pakistan (SBP) has increased its discount rate by 100 bps in July' 10 and September' 10 on the back of record inflation that settled at $15.7 \%$ in September'10. The Industry volumetric sales registered a significant decline of $18 \%$ during quarter under review, to stand at 6.9 milion tons as compared to 8.4 million tons in comparative period, with a capacity utilization of $62 \%$.

## BUSINESS PERFORMANCE:

## Production and Sales Volume:

Clinker production during the quarter under review registered a decrease of $7 \%$ to stand at 264,888 tons as compared to 283,429 tons produced in the same quarter last year mainly on account of sluggish domestic demand of cement.

Production of cement has also declined by $8 \%$ from 317,775 tons to 290,887 tons against the corresponding quarter last year mainly due to depressed demand scenario in the aftermath of devastating flood that halted entire economic activities in the country.

Overall volumetric sales witnessed a drop of $12 \%$ to stand at 279,524 tons as compared to 316,115 tons dispatched during the same quarter last year. It comprised 237,699 tons domestic sales and 41,825 tons export in contrast to 280,355 tons domestic sales and 35,960 tons of exports in the same quarter last year. Domestic sales registered a significant decline of $15 \%$ whereas export went up by $16 \%$.

## Financial Results:

Highlights of operating results for the period under review are summarized as under:

|  | Jul-Sep'10 <br> Rs. in million | Jul-Sep'09 <br> Rs. in million |
| :--- | :---: | :---: |
| Net Sales Revenue | $1,028.60$ | $1,034.28$ |
| Cost of Goods Sold | 932.60 | 918.84 |
| Gross Profit | 96.00 | 115.43 |
| Operating Profit | 54.89 | 63.70 |
| Net loss before tax | $194.23)$ | $(132.52)$ |
| Net loss after tax | $(86.29)$ | $(67.22)$ |

Net sales revenue registered a negligible decline from Rs. 1,034.3 million to Rs. 1,028.6 million mainly on account of a rise of $0.6 \%$ in retention prices, along with a decline in volumetric sales by $11.6 \%$ compared to same period last year. The cost of goods sold increased by $1.5 \%$ due to a general increase in input cost, whereby raw material, packing material and fuel and electricity cost have increased. Major increase was in coal and electricity cost, resulting in gross profit declining by $17 \%$ as compared to the same period last year.

The Company posted a loss before tax of Rs. 94.2 million as compared to a loss before tax of Rs 132.5 million sustained during the same period last year whereas net loss after tax increased to Rs. 86.29 million in contrast to net loss after tax of Rs. 67.2 million in comparative period. The Company incurred an exchange loss of Rs. 73.4 million on ccount of devaluation of Pak-rupee as compared to Rs. 92.7 million charged in the same quarter last year. Financial cost have significantly declined by $19 \%$ from Rs. 106.5 to Rs.85.7 million charged in the same period last year mainly on account of in-process restructuring of financing facilities with major lenders, i.e., National Bank and Bank of Punjab, maturity of some of the finance leases and efficient utilization of funds.

The on-going cost control efforts and austerity drive helped in overall reduction in expenses whereby admin expenses have reduced by $34 \%$ to Rs. 11.8 million from Rs. 18.0 in comparative period. Similarly distribution expenses have also reduced by $13 \%$ to Rs 29 million despite a $16 \%$ increase in exports.

## FUTURE PROSPECTS:

The cement industry witnessed a healthy volumetric growth of $14.6 \%$ in the financial year ended June 30, 2010. The trend was expected to continue during the current financial year. However the momentum was disrupted in the quarter under review due to devastating floods, with domestic sales hitting 21 months low of two million tons in September 2010.

The demand for cement is expected to increase by the third quarter of the current financial year in the wake of rehabilitation and reconstruction activities in the flood ravaged areas. Apart from demand, cement industry is suffering from low retention prices despite coal prices going up in international markets, drastic increase in electricity prices and general inflationary trend.

Your Company is not only concentrating on increasing sales in high retention areas but is also focused on cost reduction measures and efficiencies to bring down fuel cost i.e. coal and electricity. The management is pursuing optimum utilization of plant with cost effective measures for the sustained operations. All these measures alongwith financial restructuring will augur well for the profitability of your Company.

The board is thankful to all the stakeholders including bankers, employees, suppliers, distributors as well as regulators and shareholders for their continued support, cooperation and trust.

Chief Executive Officer
October 25,2010
Karachi

# Condensed Interim Balance Sheet as at September 30, 2010 (Un-audited) 

## Assets

Non - Current Assets
Property, plant and equipment Long term loans - secured, considered good
Long term deposits - considered good

## Current Assets

Stores, spares and loose tools
Stock-in-trade
Trade debts - unsecured, considered good Loans and advances - considered good
Trade deposits and short term prepayments
Other receivables
Current portion of long term deposits
Taxation - net
Cash and bank balances

Total Assets
Equity and Liabilities
Share Capital and Reserves
Authorized capital
Issued, subscribed and paid-up capital
Reserves

Surplus on revaluation of fixed assets - net of deferred tax

## Non - Current Liabilities

Liabilities against assets subject to finance lease
Long term deposits
Long term creditor - unsecured
Deferred liabilities
Long term loans - Secured

## Current Liabilities

Trade and other payables
Interest / markup accrued
Short term murabaha - secured
Short term finances
Current portion of long term liabilities
Sales tax - net

Contingencies and commitments
Total Equity and Liabilities
5

September 30, June 30,

| $8,862,592$ |
| ---: |
| 410 |
| 53,045 |
| $8,916,047$ |
| 919,504 |
| 181,894 |
| 27,099 |
| 44,974 |
| 253 |
| 19,436 |
| 25,014 |
| 86,941 |
| 81,751 |
| $1,386,866$ |
| $10,302,913$ |

2010 Note

4
2010
(Rupees in '000)

4
$=$

| $\mathbf{3 , 5 0 0 , 0 0 0}$ |  |  |
| ---: | ---: | ---: |
| $\mathbf{2 , 2 2 7 , 5 5 2}$ |  | $3,500,000$ |
| $\mathbf{2 , 1 4 5 , \mathbf { 9 8 1 }}$ |  | $(9,227,552$ |
| $\mathbf{2 , 1 0 6 , 9 8 1}$ |  | $2,218,218$ |
|  |  | $2,120,629$ |


| 102,624 |
| ---: |
| 1,143 |
| 2,348 |
| 470,823 |
| 423,321 |
| $1,000,259$ |


| 120,797 |
| ---: |
| 1,168 |
| 2,348 |
| 487,764 |
| 466,231 |
| $1,078,308$ |


| $1,095,613$ |
| ---: |
| 396,181 |
| 211,718 |
| 649,349 |
| $2,686,597$ |
| 10,634 |
| $5,050,092$ |


| 903,936 |
| ---: |
| 342,892 |
| 399,109 |
| 670,852 |
| $2,569,938$ |
| 21,612 |
| $4,908,339$ |
| $10,325,494$ |

The accounting policies and explanatory notes form an integral part of these financial statements.


Syed Mazher Iqbal Chief Executive


Rafique Dawood
Director

## Condensed Interim Profit and Loss Account for the Quarter ended September 30, 2010 (Un-audited)

| Note | September 30, | September 30 2009 |
| :---: | :---: | :---: |
|  | (Rupe | '000) |

Gross turnover
Excise duty
Sales tax
Commission

|  | 1,394,001 | 1,423,496 |
| :---: | :---: | :---: |
|  | $\begin{array}{r} (175,479) \\ (180,006) \\ (9,920) \\ \hline \end{array}$ | $\begin{array}{r} \hline(205,170) \\ (176,366) \\ (7,685) \\ \hline \end{array}$ |
|  | $(365,405)$ | $(389,221)$ |
|  | 1,028,596 | 1,034,275 |
| 8 | $(932,597)$ | $(918,841)$ |
|  | 95,999 | 115,434 |
|  | $(29,252)$ | $(33,725)$ |
|  | $(11,855)$ | $(18,012)$ |
|  | 10,013 | 2,932 |
|  | $(31,094)$ | $(48,805)$ |
|  | 64,905 | 66,629 |
| 9 | $(73,415)$ | $(92,695)$ |
|  | $(85,717)$ | $(106,452)$ |
|  | $(159,132)$ | $(199,147)$ |
|  | $(94,227)$ | $(132,518)$ |
|  | 7,942 | 65,303 |
|  | $(86,285)$ | (67,215) |
|  | (Rupees) | (Rupees) |
| 10 | (0.39) | (0.34) |

## Condensed Interim Statement of Comprehensive Income

 for the Quarter ended September 30, 2010 (Un-audited)| Note | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ | $\begin{gathered} \text { September 30, } \\ 2009 \end{gathered}$ |
| :---: | :---: | :---: |
|  | (Rup | in '000) |

Loss for the period
$(86,285)$
$(67,215)$

Other comprehensive income / (loss)

Total comprehensive loss for the period
$(86,285)$
$(67,215)$
The accounting policies and explanatory notes form an integral part of these financial statements.


## Condensed Interim Cash Flow Statement for the Quarter ended September 30, 2010 (Un-audited)



The accounting policies and explanatory notes form an integral part of these financial statements.


Condensed Interim Statement of Changes in Equity
for the Quarter ended September 30, 2010 (Un-audited)

| Issued, subscribed | Capital reserve | Revenue reserve |  |  |
| :---: | :---: | :---: | :---: | :---: |
| and paid-up capital | Share Premium | Accumulated Profit / (Loss) | Total Reserves | Total Equity |

Balance as at July 01, 2009

| Issuance of shares against outstanding liability | 232,228 | 116,114 | - | 116,114 | 348,342 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Loss for the year after taxation | - | - | $(590,925)$ | $(590,925)$ | $(590,925)$ |
| Other comprehensive income | - | - | - | - | - |

Total comprehensive loss - net of tax
$(590,925) \quad(590,925)$
$(590,925)$
Surplus on revaluation of fixed assets realized

| through incremental depreciation charges on related assets for the period - net of tax | - | - | 60,260 | 60,260 | 60,260 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Balance as at June 30, 2010 | 2,227,552 | 175,549 | $(184,883)$ | $(9,334)$ | 2,218,218 |
| Loss for the year after taxation | - | - | $(86,285)$ | $(86,285)$ | $(86,285)$ |

Other comprehensive income
Total comprehensive loss - net of tax

| - | - | - | - |
| :---: | :---: | :---: | :---: |
| - | - | $(86,285)$ | $(86,285)$ |

$(86,285)$
Surplus on revaluation of fixed assets realized through incremental depreciation charges on related assets for the period - net of tax
Balance as at September 30, $2010 \quad \overline{2,227,552} \xlongequal{\overline{175,549} \overline{(257,520)} \overline{(81,971)}} \overline{\underline{2,145,581}}$

The accounting policies and explanatory notes form an integral part of these financial statements.


Rafique Dawood
Director

# Notes to the Condensed Interim Financial Statements for the Quarter ended September 30, 2010 (Un-audited) 

1. LEGAL STATUS AND NATURE OF BUSINESS
1.1 Pioneer Cement Limited (the Company) was incorporated in Pakistan as a public company limited by shares on February 09, 1986. Its shares are quoted on all stock exchanges in Pakistan. The registered office of the Company is situated at 1st floor, Alfalah Building, Shahrah-e-Quaid-e-Azam, Lahore. The Company's production facility is situated at Chenki, District Khushab. The principal activity of the Company is manufacturing and sale of cement.
1.2 The Company commenced its operation with an installed capacity of 2,000 tons per day clinker. During 2005, the capacity was optimized to 2,350 tons per day. During the year ended June 30, 2006, another production line of 4,300 tons per day clinker capacity was completed which started commercial operations from April 2006.

## 2. Basis of Preparation

These condensed interim financial statements are unaudited and are being submitted to the shareholders as required under Section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of the International Accounting Standard 34 'Interim Financial Reporting" as applicable in Pakistan. These financial statements should be read in conjunction with the published financial statements of the Company for the year ended June 30, 2010.
3. Accounting Policies

The accounting policies adopted in the preparation of these condensed interim financial statement are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2010.

|  | September 30, | June 30, |
| :---: | :---: | :---: |
| Note | 2010 | 2010 |

4. Property, Plant and Equipment

| Operating fixed assets | 4.1 | 8,854,926 | 8,933,987 |
| :---: | :---: | :---: | :---: |
| Capital work in progress | 4.2 | 7,666 | 3,917 |
|  |  | 8,862,592 | 8,937,904 |

### 4.1 Operating fixed assets

Opening book value
8,933,987
$9,253,929$

## Additions



# Notes to the Condensed Interim Financial Statements for the Quarter ended September 30, 2010 (Un-audited) 

|  | September 30, |
| :---: | :---: |
| Note | June 30, |
| 2010 | 2010 |
|  | (Rupees in '000) |

### 4.2 Capital work in progress

Opening balance
3,917
745
Additions
Office / factory building Plant and machinery

LESS: Transferred to operating fixed assets


7,666
3,917
5. Liabilities against Assets subject to Finance Lease

Opening balance
LESS: Payments made
LESS: Current portion of the liability

| $\mathbf{2 5 5 , 5 0 8}$ |  |  |
| :---: | :---: | :---: |
| $(12,597)$ |  |  |
| $\mathbf{2 4 2 , 9 1 1}$ |  |  |
| $(140,287)$ | $(163,779)$ |  |
|  |  | 255,508 |
|  | $(134,711)$ |  |
|  |  |  |

## 6. Short Term Finances

| National Bank of Pakistan - FE 25 | 6.1 | - | 201,851 |
| :--- | :---: | :---: | :---: |
| National Bank of Pakistan - |  |  |  |
| Cash Finance Account | 6.1 | 488,313 | 298,499 |
| United Bank Limited - Running Finance | 6.2 | $\mathbf{1 6 1 , 0 3 6}$ | 170,502 |
|  |  | $\boxed{649,349}$ | $\underline{070,852}$ |

6.1 The cash finance facility limit of Rs. 300 million was enhanced to Rs. 500 million and sub limit under FE-25 was discontinued. The outstanding balance against FE-25 and demand finance against letter of credit were merged to a new cash finance facility of Rs. 500 million. The facility carries markup ranging between the rate of 3 month KIBOR plus 0.5 percent to 1.5 percent. The facility is secured against first joint pari passu charge over current and fixed assets of the Company at the margin of 25 percent and personal guarantees of sponsoring directors. The facility expires on December 31,2010 and is renewable.
6.2 Represents short term cash finance facility up to Rs. 200 million obtained from United Bank Limited. The facility caries markup at the rate of 1 month KIBOR plus 0.75 percent which shall be determined on daily product basis payable to the bank at the end of each quarter. The facility is secured against a stand by letter of credit.
7. Contingencies and Commitments
7.1 There has been no significant change in the contingencies as given in the financial statements for the year ended June 30, 2010.
7.2 Commitments in respect of outstanding letters of credit inclusive of capital commitments amounting to Rs. 12.530 million (June 30,2010 Rs. 221.227 million).

Notes to the Condensed Interim Financial Statements for the Quarter ended September 30, 2010 (Un-audited)

| Note | September 30, 2010 <br> (Rupe | $\begin{aligned} & \text { September 30, } \\ & 2009 \\ & \text { '000) } \end{aligned}$ |
| :---: | :---: | :---: |
|  | 66,380 | 60,518 |
|  | 95,461 | 93,403 |
|  | 618,825 | 542,029 |
|  | 33,968 | 40,589 |
|  | 47,207 | 44,289 |
|  | 6,331 | 6,480 |
|  | 2,098 | 2,840 |
|  | 6,547 | 8,489 |
|  | 117 | 563 |
|  | 92,794 | 104,260 |
|  | 2,016 | 2,385 |
|  | 905,364 | 845,237 |
|  | 971,744 | 905,845 |
|  | $\begin{gathered} 86,901 \\ (87,032) \end{gathered}$ | $\begin{gathered} 94,846 \\ (80,237) \end{gathered}$ |
|  | (131) | 14,609 |
|  | 16,607 | 34,743 |
|  | $(55,623)$ | $(36,356)$ |
|  | $(39,016)$ | $(1,613)$ |
|  | 932,597 | 918,841 |
|  | 73,411 | 92,687 |
|  | 4 | 8 |
|  | 73,415 | 92,695 |

10. Loss per Share - basic and diluted

| Loss after taxation (Rupees in '000') | $(86,285)$ | $(67,215)$ |
| :---: | :---: | :---: |
| Number of ordinary shares in issue (in '000') | 222,755 | 199,532 |
| Loss per share - basic and diluted | (0.39) | (0.34) |

Exchange loss
Donations

73,415
92,695
9. Other Operating Expenses

# Notes to the Condensed Interim Financial Statements for the Quarter ended September 30, 2010 (Un-audited) 

September 30, September 30, 2010<br>2009<br>(Rupees in '000)

## 11. Cash Generated from Operations

Loss before taxation
$(94,227)$
$(132,518)$
Adjustment for non-cash charges and other items Depreciation
Provision for gratuity and compensated absences
Finance costs
(Loss) / profit on disposal of fixed assets
Exchange loss
Cash flow before working capital changes

| 96,865 | 108,215 |
| :---: | :---: |
| 3,251 | - |
| 85,717 | 106,452 |
| (528) | 43 |
| 73,411 | 92,687 |
| 258,716 | 307,397 |
| 164,489 | 174,879 |

Working Capital Changes
(Increase) / decrease in current assets
Stores, spares and loose tools
Stock-in-trade
Trade debts
Loans and advances
Deposits and prepayments
Other receivables

| 13,457 |
| ---: |
| $(49,822)$ |
| 9,752 |
| 8,568 |
| 107 |
| 1,409 |
| $(16,529)$ |
|  |
| 192,198 |
| $(10,978)$ |
| 181,220 |
| 329,180 |


| 8,317 <br> $(310)$ <br> $(7,962)$ <br> 9,656 <br> 209 <br> $(19)$ |
| ---: |
| 9,891 |
| $(87,991)$ |
| $(19,466)$ |
| $(107,457)$ |
| 77,313 |

12. Transaction with Related Parties

Entities having directors in common with Company
(Decrease) / increase in current liabilities
Trade and other payables
Sales tax payable - net

Repayment against lease financing

| 1,753 |
| ---: |
| 677 |

963

$$
677
$$

Staff retirement contribution plan
Contribution to staff provident
13. Date of Authorization

These financial statements were authorized for issue on October 25, 2010 by the board of directors of the Company.
14. General

- The figures of the corresponding period have been rearranged wherever necessary. However, there were no material classifications to report.
- Figures have been rounded off to the nearest thousand rupees unless otherwise stated.


Rafique Dawood
Director

## BOOK POST

PRINTED MATTER


PIONEER
CEMENT LTD.

## Pioneer Cement Limited

1st Floor, Al-Falah Building,

