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Corporate Information

Board of Directors

Mr. Shafiuddin Ghani Khan (Chairman)

Mr. Jamal Nasim

Mr. Mohammad Aftab Alam

Mr. Faisal Imran Hussain Malik

Syed Anwer Ali

Shaikh Javed Elahi

Mr. Cevdet Dal

Mr. Zubair Ahmed (NBP)

Mr. Rafique Dawood (FDIBL) Syed Mazher Iqbal (MD & CEO)

Audit Committee

Mr. Rafique Dawood (FDIBL) - Chairman

Mr. Jamal Nasim

Mr. Shafiuddin Ghani Khan

Mr. Mohammad Aftab Alam

Mr. Zubair Ahmed (NBP)

Human Resource Committee Mr. Shafiuddin Ghani Khan (Chairman)

Mr. Mohammad Aftab Alam

Syed Mazher Iqbal (MD & CEO)

Company Secretary Mr. Waqar Naeem

Ernst & Young Ford Rhodes Sidat Hyder (Chartered Accountants)

Cost Auditor

Javed Iqbal & Company

Legal Advisor Hassan & Hassan

Registered Office

135 Ferozepur Road, Lahore Telephone: (042) 37503570-72

Fax: (042) 37503573-74

Email: pioneer@pioneercement.com

Karachi

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Fax: (021) 32201234

Email: pclkhi@pioneercement.com

Chenki, District Khushab, Punjab

Telephone: (0454) 898101-3 Fax: (0454) 898104

Email: factory@pioneercement.com

Website: www.pioneercement.com

10 - Officers Colony, Bosan Road,

Opp. Jinnah High School. Telephone (061) 6510404

Fax: (061) 6510405

Faisalahad

Office No. 3, 2nd floor, Sitara Tower,

Bilal Chowk, New Civil Lines.

Telephone: (041) 2630030, 2640406-7

Fax: (041) 2630923

Sargodha

Office No. 6, 2nd Floor,

Rehman Trade Center, University Road.

Tel: (0483) 725050

Fax: (0483) 722331

Share Registrar Corplink Private Limited

Wings Arcade. 1-K Commercial,

Model Town, Lahore

Telephone: (042) 35839182, 35916714 Fax: (042) 35869037

Email: corplink786@yahoo.com shares @pioneercement.com























Directors' Report to the Members

for the period ended 31 March 2014

The directors of your Company are pleased to present the financial information for the nine months ended $31\ \text{March}\ 2014$.

The Industry Overview

During the first nine months of the financial year under review the industry grew by 1.0% to achieve 24.8 million tons dispatches as against 24.5 million tons in the corresponding period last year. This growth comprises of 2.1% increase in local dispatches and a decrease of 2.5% in exports. The exports are mainly affected due to low demand in Afghanistan and India.

The Business Overview:

Operational Highlights

During the period under review, your Company produced 841,178 tons clinker compared to 829,312 tons produced in same period last year. The capacity utilization stood at 56.1% which is almost 1.0% higher than corresponding period last year. The cement production for the period under review was 860,100 tons against 915,136 tons produced in the same period last year. The decline in cement production was in line with drop in export prices and demand.

Total sales volume during the period under review stood at 852,849 tons versus 916,463 tons sold in corresponding period. This decline of 6.9% is mainly on account of lower exports due to rock bottom prices and low demand. The local sales volume registered a nominal increase of 0.3% while exports declined by 41.6% when compared to corresponding period last year.

Financial Highlights

A summary of financial results is as under:

	Period ending 31 March		Variance	
	2014	2013		
	Rup	ees in '000)'	%
Net turnover	5,757	5,569	188	3.4
Gross profit	1,800	1,774	26	1.5
Operating profit	1,758	1,595	163	10.2
Profit before tax	1,701	1,610	91	5.7
Profit after tax	1,164	1,065	99	9.3

During the nine months period ended 31 March 2014, your Company registered an increase of 3.4% in net sales revenue. The Company is continuously striving to increase its local sales in high retention areas.

The gross profit percentage of 31.3% is almost close to 31.8% achieved in the corresponding period last year, despite significant increase in power tariff and general inflation. The gross profit in monetary terms has increased by 1.5% to stand at Rs. 1,800.5 million.

The operating profit of Rs. 1,757.6 million is an increase of 10.2% over same period last year. This increase was achieved due to reduction in distribution cost, increased profit on short term investments and bank deposits through better funds management and overall control on expenses.

The finance cost amounting Rs. 119.6 million is a reduction of 5.3% over corresponding period finance cost of Rs. 126.3 million. The strengthening of Rupee resulted in an exchange gain of Rs. 63.3 million vs exchange gain of Rs. 141.6 million in same period last year.

The pretax profit for the period under review stood at Rs. 1,701.3 million which is an increase of 5.6% over Rs. 1,610.4 million achieved in same period last year. Your Company earned a net profit of Rs. 1,163.7 million compared to Rs. 1,064.8 million earned in corresponding period, an increase of 9.3%, resulting into the earning per share (EPS) for the period of Rs. 5.12 comparing Rs. 4.69 in the corresponding period last year.

Appropriation

The directors of your Company are pleased to declare second interim dividend of 10% of face value i.e. Re. 1.00 per share in addition to the first interim dividend of 12.5% announced with half yearly results.

Future Outlook

Your Company is focused on efficiency improvement and cost rationalization to maximize the margins. For this purpose the Company has finalized projects like upgrading of grate cooler, latest and fuel efficient kiln burner and waste heat recovery plant. We anticipate that completion of these projects will help improve the margins as well as further enhance quality of our product.

Acknowledgment

The directors appreciate continued commitment of our employees and are thankful to all the stakeholders for their trust and continued support to the Company.

for and on behalf of the Board

Syed Mazher Iqbal Chief Executive Officer

April 23, 2014 Lahore

Condensed Interim Balance Sheet As at 31 March 2014

As at 31 March 2014		77 10 1	4 10 1
		Un-audited	Audited
	Note	31 March	30 June
	Note	2014	2013
ASSETS		Rupees i	in 000
Non - current assets			
Property, plant and equipment	4	7,553,585	7,795,151
Investment property		65,000	65,000
Intangible assets		385	549_
		7,618,970	7,860,700
Long term deposits		39,688	39,688
		7,658,658	7,900,388
Current assets	1	1.071.100	000.404
Stores, spares and loose tools	_	1,274,498	990,194
Stock - in - trade	5	530,193	314,928
Trade debts - unsecured, considered good		71,214	49,794
Loans and advances		17,032	21,213
Deposits and prepayments		7,574	5,341
Other receivables		5,246	9,311
Taxation - net		62,933	70,010
Short term investments	6	1,353,331	776,186
Cash and bank balances		1,037,293	1,464,792
		4,359,314	3,701,769
TOTAL ASSETS		12,017,972	11,602,157
EQUITY AND LIABILITIES	:		
Share capital and reserves			
		2 500 000	2 500 000
Authorized share capital	:	3,500,000	3,500,000
Issued, subscribed and paid-up capital		2,271,489	2,271,489
Reserves		2,469,704	2,171,194
		4,741,193	4,442,683
Surplus on revaluation of fixed assets - net of tax		1,683,166	1,726,527
Non - current liabilities	1		
Long term loans - secured	7		
Long term financing - secured	8	674,587	786,718
Deferred liabilities	9	1,702,070	1,213,135
Long term deposits		3,450	3,460
		2,380,107	2,003,313
Current liabilities			
Trade and other payables		1,063,435	894,932
Accrued interest / markup		295,908	254,887
Short term borrowings-secured	10	404,412	497,086
Current portion of long term liabilities	11	1,406,150	1,716,329
Sales tax - net	11	43,601	66,400
Suics tax - net	l	3,213,506	3,429,634
		J,&1J,JUU	
TOTAL EQUITY AND LIABILITIES	:	12,017,972	11,602,157
CONTINGENCIES AND COMMITMENTS	12	_	_

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Syed Mazher Iqbal Chief Executive Officer

for the period ended 31 March 2014

Condensed Interim Profit and Loss Account for the period ended 31 March 2014 (Un-audited)

	Nine Months Ended 31 March			er Ended March
Note	2014	2013	2014	2013
		Rupees	in '000'	
Gross turnover	7,207,385	6,737,371	2,615,961	2,399,300
Excise duty Sales tax Commission	304,320 1,099,721 46,769	303,549 820,144 44,291	110,638 401,894 16,890	108,632 299,165 14,537
	1,450,810	1,167,984	529,422	422,334
Net turnover	5,756,575	5,569,387	2,086,539	1,976,966
Cost of sales 13	3,956,091	3,795,725	1,401,232	1,302,416
Gross profit	1,800,484	1,773,662	685,307	674,550
Distribution cost Administrative expenses Other operating income Other operating expenses	37,643 45,012 (139,565) 99,767	71,306 42,800 (70,422) 134,776	12,541 14,617 (58,198) 48,027	18,018 13,941 (54,749) 75,783
	42,857	178,460	16,987	52,993
Operating profit	1,757,627	1,595,202	668,320	621,557
Finance cost Exchange gain	119,583 (63,280)	126,293 (141,552)	40,572 (90,966)	30,380 (90,371)
	56,303	(15,259)	(50,394)	(59,991)
Profit before taxation	1,701,324	1,610,461	718,714	681,548
Taxation	537,579	545,626	245,739	264,242
Profit after taxation	1,163,745	1,064,835	472,975	417,306
Earning per share		(Ru _I	pees)	
- Basic and diluted 14	5.12	4.69	2.08	1.84

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Syed Mazher Iqbal Chief Executive Officer

Condensed Interim Statement of Comprehensive Income for the period ended 31 March 2014 (Un-audited)

	Nine Months Ended 31 March			er Ended March
	2014 2013		2014	2013
		Rupees	in '000'	
Profit for the period	1,163,745	1,064,835	472,975	417,306
Other comprehensive income	-	-	-	-
Total comprehensive income for the period	1,163,745	1,064,835	472,975	417,306

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Syed Mazher Iqbal Chief Executive Officer

e Officer

Condensed Interim Cash Flow Statement for the period ended 31 March 2014 (Un-audited)

Note	31 March 2014 Rupees	31 March 2013 in '000'
CASH FLOWS FROM OPERATING ACTIVITIES 15	1,480,641	2,026,796
Income tax paid Workers profit participation fund Gratuity and compensated absences paid	(50,634) (118,337) (9,401)	(28,533) (48,650) (8,961)
	(178,372)	(86,144)
Increase in long term deposits - net	(10)	(1,361)
Net cash flows from operating activities	1,302,259	1,939,291
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditures incurred Proceeds from sale of fixed assets Investments made	(43,422) 3,934 (500,000)	(65,361) 1,397 (500,000)
Net cash used in investing activities	(539,488)	(563,964)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of murabaha finance Repayment of long term loans Repayment against leasing liabilities (Decrease) / increase in short term finances Finance cost paid Dividend paid	(225,321) (92,674) (212,030) (660,245)	(43,853) (769,447) (54,461) 698,287 (505,726) (2)
	(1,190,270)	(675,202)
Net (decrease) / increase in cash and bank balances	(427,499)	700,125
Cash and bank balances at the beginning of the period	1,464,792	268,909
Cash and bank balances at the end of the period	1,037,293	969,034

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Syed Mazher Iqbal Chief Executive Officer

Condensed Interim Statement of Changes in Equity for the period ended 31 March 2014 (Un-audited)

	Issued.				
	subscribed	Capital	Revenue		
	and paid - up capital	Share premium	Accumulated profit	Total	Total equity
		(Ru	upees in '	000')	
Balance as at 01 July 2012	2,271,489	197,517	667,458	864,975	3,136,464
Profit for the period after taxation	-	-	1,064,835	1,064,835	1,064,835
Other comprehensive income	-	-	-	-	-
Total comprehensive income	-	-	1,064,835	1,064,835	1,064,835
Surplus on revaluation of fixed assets realized - net of tax	-	-	44,632	44,632	44,632
Balance as at 31 March 2013	2,271,489	197,517	1,776,925	1,974,442	4,245,931
Balance as at 01 July 2013	2,271,489	197,517	1,973,677	2,171,194	4,442,683
Profit for the period after taxation	-	-	1,163,745	1,163,745	1,163,745
Other comprehensive income	-	-	-	-	-
Total comprehensive income	-	-	1,163,745	1,163,745	1,163,745
Final dividend for FY 2012 - 13	-	-	(624,660)	(624,660)	(624,660)
Interim dividend for FY 2013 - 14	-	-	(283,936)	(283,936)	(283,936)
Surplus on revaluation of fixed assets realized - net of tax	-	-	43,361	43,361	43,361
Balance as at 31 March 2014	2,271,489	197,517	2,272,187	2,469,704	4,741,193

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Notes to the Condensed Interim Financial Statements

for the period ended 31 March 2014 (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 09 February 1986. Its shares are quoted on all stock exchanges in Pakistan. The registered office of the Company is situated at 135 Ferozepur Road, Lahore. The Company's production facility is situated at Chenki, District Khushab. The principal activity of the Company is manufacture and sale of cement.
- 1.2 The Company commenced its operations with an installed clinker production capacity of 2,000 tons per day. During 2005, the capacity was optimized to 2,350 tons per day. During the year ended 30 June 2006, another production line of 4,300 tons per day clinker capacity was completed which started commercial operations from April 2006.

2. STATEMENT OF COMPLIANCE

This condensed interim financial information is un-audited and is being submitted to the shareholders as required under Section 245 of the Companies Ordinance, 1984 and has been prepared in accordance with the requirements of the International Accounting Standard 34 "Interim Financial reporting" as applicable in Pakistan. This financial information should be read in conjunction with the published financial statements of the Company for the year ended 30 June 2013.

3 BASIS OF PREPARATION

- 3.1 The accounting policies adopted for the preparation of this interim financial information are the same as those applied in the preparation of the preceding annual published financial statements of the Company for the year ended 30 June 2013 except for as disclosed in note 3.2 below.
- 3.2 New, amended and revised standards and interpretation of IFRSs
 - IFRS 7 Financial Instruments : Disclosures (Amendments)
 Amendments enhancing disclosures about offsetting of financial assets and financial liabilities.
 - IAS 19 Employee Benefits (Revised)

During the period, revision in IAS 19- 'Employee Benefits' became effective and as per revised standard, actuarial gains and losses for defined benefit plans shall be recognized in the other comprehensive income when they occur. Amounts recorded in the profit and loss account are limited to current and past service costs, gains or losses on settlements and net interest income (expense). All other charges in the net defined benefit asset (liability) are recognized in the other comprehensive income with no subsequent recycling to profit and loss account.

The Company considers that the above does not have material impact on condensed interim balance sheet, condensed interim profit and loss account and basic and diluted earning per share.

Improvements to Accounting Standards issued by the IASB

- IAS 1 Presentation of Financial Statements Clarification of the requirements for comparative information
- IAS 16 Property, Plant and Equipment Clarification of Servicing Equipment
- IAS 32 Financial Instruments Presentation Tax Effect of Distribution of Holders of Equity Instruments
- IAS 34 Interim Financial Reporting Interim Financial Reporting and Segment Information for Total Assets and Liabilities

			Note	Un-audited 31 March 2014 Rupees	Audited 30 June 2013 s in '000'
4.	PROF	PERTY, PLANT AND EQUIPMENT			
		ating fixed assets al work in progress	4.1 4.2	7,533,924 19,661	7,794,539 612
				7,553,585	7,795,151
	4.1	Operating fixed assets			
		Opening book value Additions/ revaluation surplus / (deficit)		7,794,539	8,121,214
		for the period/ year - net		24,373	113,015
		Deletions during the period / year Depreciation during the period / year Amortized during the period / year		(74) (282,206) (2,708)	(62,643) (373,436) (3,611)
		3 1 3		(284,988)	(439,690)
				7,533,924	7,794,539
	4.2	Capital Work in Progress			
		Opening balance Additions to plant and machinery		612	9,200
		during the period / year Transferred to operating fixed assets		19,049	16,101 (24,689)
				19,661	612

for the period ended 31 March 2014

	Note	Un-audited 31 March 2014 Rupee	Audited 30 June 2013 s in '000'
5.	STOCK-IN-TRADE Raw material Packing material Work in process Finished goods	26,880 46,536 371,430 85,347	48,905 52,872 163,395 49,756
		530,193	314,928
6.	SHORT TERM INVESTMENTS Financial assets at fair value through profit or loss: Al Meezan Sovereign Fund {units 10,885,048 (30 June 2013: 10,094,071)} UBL Government Securities Fund {units 2,729,942 (30 June 2013: 2,608,792)} ABL Government Securities Fund {units 51,876,139 (30 June 2013: NIL)}	550,307 277,093 525,931 1,353,331	515,201 260,985 - 776,186
7.	LONG TERM LOANS - secured Foreign Currency Loans Asian Development Bank - Japanese Yen Asian Finance and Investment Corporation Limited - US Dollar Current portion of long term loans	815,511 317,962 1,133,473 (1,133,473)	856,296 320,884 1,177,180 (1,177,180)
8.	7.1 There has been no change in terms and conditions the annual financial statements of the Company for LONG TERM FINANCING - secured	the year ended	30 June 2013.
	Meezan Bank Limited - Diminishing Musharaka 8.1 Current portion of the liability	674,587	899,908 899,908 (113,190)

^{8.1} There has been no change in terms and conditions of these loans as reported in the annual financial statements of the Company for the year ended 30 June 2013.

674,587

786,718

		Note	Un-audited 31 March 2014 Rupees	Audited 30 June 2013 in '000'
9.	DEFERRED LIABILITIES			
	Deferred Interest / Mark up: Bankers Equity Limited Asian Development Bank National Bank of Pakistan		89,271 177,926	89,271 186,824 144,384
	Less: Current Portion		267,197 (267,197)	420,479 (420,479)
	Gratuity - Vested Contractual Employees Deferred Tax Liability		64,329 1,637,741	55,260 1,157,875
			1,702,070	1,213,135
10.	SHORT TERM BORROWINGS - secured			
	National Bank of Pakistan - Cash Finance Allied Bank Limited - Cash Finance	10.1 10.2	404,412	497,086
			404,412	497,086

- 10.1 There has been no change in terms and conditions of these loans as reported in the annual financial statements of the Company for the year ended 30 June 2013.
- 10.2 Represents short term cash finance facility obtained from Allied Bank Limited. The facility limit is Rs. 500 million and carries markup at the rate 3 months KIBOR plus 0.25% per annum which is payable to the Bank on quarterly basis. The facility is secured by lien on investment in Government Securities Fund and /or Cash Fund of ABL Assets Management Company with 10% margin.

11. CURRENT PORTION OF LONG TERM LIABILITIES

Long term loans	7	1,133,473	1,177,180
Long term financing	8	-	113,190
Liabilities against assets subject to finance lease		5,480	5,480
Deferred liabilities	9	267,197	420,479
		1,406,150	1,716,329

12. CONTINGENCIES AND COMMITMENTS

- $12.1\,$ There has been no significant change in the contingencies as given in the financial statements for the year ended 30 June 2013.
- 12.2 Commitments in respect of outstanding letters of credit inclusive of capital commitments amounting to Rs. 31.074 million (30 June 2013: Rs. 23.844 million) and in respect of bank guarantee issued in favor of Meezan Bank Limited amounting to Rs. 675 million (30 June 2013: Rs. 900 million).

		Ended Iarch		er Ended March
	2014	2013	2014	2013
		··· Rupees	in '000'	
13. COST OF SALES				
Raw material consumed	292,903	259,036	109,768	102,194
Packing material consumed Fuel and power Stores and spares consumed Salaries, wages and benefits Travelling and conveyance Insurance Repairs and maintenance Depreciation Other manufacturing expenses	347,768 2,893,808 118,922 202,887 20,127 5,775 29,958 278,010 9,559 3,906,814	328,990 2,503,289 120,456 182,531 17,945 5,505 43,103 261,378 8,686	130,320 1,066,315 26,399 67,347 6,367 1,965 6,461 101,128 3,104	117,429 913,967 36,876 60,148 6,869 1,838 16,991 106,276 3,251 1,263,645
	4,199,717	3,730,919	1,519,174	1,365,839
Work in process Opening balance Closing balance	163,395 (371,430)	333,691 (269,508)	262,984 (371,430)	191,170 (269,508)
	(208,035)	64,183	(108,446)	(78,338)
Cost of goods manufactured	3,991,682	3,795,102	1,410,728	1,287,501
Finished goods Opening balance Closing balance	49,756 (85,347) (35,591)	48,348 (47,725)	75,851 (85,347) (9,496)	62,640 (47,725) 14,915
	3,956,091	3,795,725	1,401,232	1,302,416
	=====	=====	======	=====

14. EARNING PER SHARE - BASIC AND DILUTED

Earning per share is calculated by dividing the net profit for the period by weighted average number of shares outstanding during the period as follows: $\frac{1}{2} \left(\frac{1}{2} \right) = \frac{1}{2} \left(\frac{1}{2} \right) \left(\frac{1}{2}$

	Period Ended 31 March		
	2014	2013	
Profit after taxation (Rs. in '000')	1,163,745	1,064,835	
Weighted average number of ordinary shares in issue (in '000')	227,149	227,149	
Earning per share - basic and diluted - (Rs.)	5.12	4.69	

	31 March 2014 Rupees	31 March 2013 s in '000'
15. CASH GENERATED FROM OPERATIONS Profit before taxation	1,701,324	1,610,461
Adjustment for: Depreciation Amortization Provision for gratuity and compensated absences Finance cost Gain on disposal of property, plant and equipment Workers profit participation fund Unrealized gain on investment Provision for doubtful debts Reversal of provisions Exchange gain	282,206 2,873 13,056 119,583 (3,859) 89,543 (77,145)	265,191 2,873 13,705 126,293 (1,361) 119,412 (12,362) 10,221 (29,994) (143,529)
Cash flow before working capital changes	362,856 2,064,180	350,449 1,960,910
Working capital changes		
Decrease / (increase) in current assets: Stores, spares and loose tools Stock-in-trade Trade debts Loans, advances, trade deposits and short term prepayments Other receivables	(284,304) (215,265) (21,420) 1,948 4,065	57,434 42,684 (26,311) 24,518 6,255
(Decrease) / increase in current liabilities: Trade and other payables Sales tax payable	(514,976) (45,764) (22,799)	104,580 (101,063) 62,369
payable	(68,563)	(38,694)
Cash generated from operations	1,480,641	2,026,796

54,219

44,178

16. TRANSACTIONS WITH RELATED PARTIES

16.1 The related parties comprise companies in which directors are interested, staff retirement funds, directors and key management personnel. Significant transactions with related parties are as under:

		31 March 2014	31 March 2013
		Rupees in '000'	
Relationship with the Company	Nature of transaction		
Nominee director	Repayment of long term loan	<u> </u>	646,238
	Finance cost paid	165,024	292,763
Common directorship	Repayment against lease financing	<u> </u>	2,000
Staff retirement contribution plan	Contribution to staff provident fund	4,921	4,206

16.2 The outstanding balances of such parties are as under:

Nature of balance		
Finance lease	5,480	5,480

Remuneration

17. DATE OF AUTHORIZATION

Key management personnel

This interim financial information was authorized for issue by the Board of Directors of the Company on 23 April 2014.

18. GENERAL

- 18.1 Corresponding figures have been rearranged and / or restated, wherever necessary, for the purpose of comparison. However, no significant reclassification has been made.
- 18.2 Figures have been rounded off to the nearest thousand rupees unless otherwise stated.

Syed Mazher Iqbal Chief Executive Officer