

ENDURING STRENGTH









FOR THE PERIOD ENDED SEPTEMBER 30, 2010

QUARTERLY ACCOUNTS

2010

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Corporate Information

Board of Directors

Chairman

Mr. Manzoor Hayat Noon

Managing Director & CEO

Syed Mazher labal

Directors

Mr. Alv Khan

Mr. Omer Adil Jaffar

Mr. William Gordon Rodgers

Mr. Wajahat A. Baqai (NBP) Mr. Rafique Dawood (FDIB)

Mr. Cevdet DAL

Mr. Etrat Hussain Rizvi

Mr. Saleem Shahzada

Audit Committee

Chairman

Mr. Rafique Dawood (FDIB)

Members

Mr. Alv Khan

Mr. William Gordon Rodgers

Mr. Etrat Hussain Rizvi Mr. Wajahat A. Baqai (NBP)

Chief Financial Officer

Mr. Amiad Waaar

Company Secretary

Syed Anwar Ali

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 Al Habib Limited Bank Islami Pakistan Limited Habib Bank Limited

Hong Kong Shanghai Bankina Corporation

Meezan Bank Limited MCR Rank Limited

National Bank of Pakistan The Bank of Puniab

The Royal Bank of Scotland United Bank Limited

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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 million 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 Rs. in million	Jul-Sep'09 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	(94.23)	(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 account of devaluation of Pak-rupee as compared to Rs. 92.7 million charaed 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 rayaged 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)

	Note	September 30, 2010	June 30, 2010
Assets		(Rupees in '000)	
Non - Current Assets			
Property, plant and equipment	4	8,862,592	8,937,904
Long term loans - secured, considered good		410	482
Long term deposits - considered good		53,045	53,080
Current Assets		8,916,047	8,991,466
Stores, spares and loose tools		919,504	932,961
Stock-in-trade		181,894	132,072
Trade debts - unsecured, considered good		27,099	36,851
Loans and advances - considered good		44,974	53,542
Trade deposits and short term prepayments		253	360
Other receivables		19,436	20,845
Current portion of long term deposits		25,014	25,014
Taxation – net		86,941	76,511
Cash and bank balances		81 <i>,</i> 751	55,872
		1,386,866	1,334,028
Total Assets		10,302,913	10,325,494
Equity and Liabilities			
Share Capital and Reserves			
Authorized capital		3,500,000	3,500,000
Issued, subscribed and paid-up capital		2,227,552	2,227,552
Reserves		(81,971)	(9,334)
		2,145,581	2,218,218
Surplus on revaluation of fixed assets - net of deferre	ed tax	2,106,981	2,120,629
Non - Current Liabilities			
Liabilities against assets subject to finance lease	5	102,624	120,797
Long term deposits		1,143	1,168
Long term creditor – unsecured		2,348	2,348
Deferred liabilities		470,823	487,764
Long term loans - Secured		423,321	466,231
		1,000,259	1,078,308
Current Liabilities			
Trade and other payables		1,095,613	903,936
Interest / markup accrued		396,181	342,892
Short term murabaha - secured	,	211,718	399,109
Short term finances	6	649,349	670,852
Current portion of long term liabilities Sales tax - net		2,686,597 10,634	2,569,938
Sales (ax - He)		5,050,092	4,908,339
Contingencies and commitments	7	5,050,072	4,700,339
Total Equity and Liabilities	,	10,302,913	10,325,494
roral Equity and Edulines		10,302,713	10,020,474

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

Syed Mazher Igbal Chief Executive

Condensed Interim Profit and Loss Account

for the Quarter ended September 30, 2010 (Un-audited)

	Note	September 30, 2010 (Rupees i	September 30, 2009 n '000)
Gross turnover		1,394,001	1,423,496
Excise duty Sales tax Commission		(175,479) (180,006) (9,920) (365,405)	(205,170) (176,366) (7,685) (389,221)
Net turnover Cost of sales	8	1,028,596 (932,597)	1,034,275 (918,841)
Gross profit Distribution costs Administrative expenses Other operating income		95,999 (29,252) (11,855) 10,013 (31,094) 64,905	115,434 (33,725) (18,012) 2,932 (48,805) 66,629
Other operating expenses Finance cost Loss before taxation Taxation – net	9	(73,415) (85,717) (159,132) (94,227) 7,942	(92,695) (106,452) (199,147) (132,518) 65,303
Loss after taxation		(86,285) (Rupees)	(67,215)
Basic and diluted loss per share	10	(0.39)	(0.34)

Condensed Interim Statement of Comprehensive Income

for the Quarter ended September 30, 2010 (Un-audited)

	Note	September 30, 2010 (Rupees	September 30, 2009 s 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.

Syed Mazher Iqbal Chief Executive

Condensed Interim Cash Flow Statement

for the Quarter ended September 30, 2010 (Un-audited)

	Note	September 30, 2010 (Rupees	September 30, 2009 in '000)
Cash Flow from Operating Activities	11	329,180	77,313
Income tax paid Gratuity and compensated absences paid Dividend paid		(20,987) (3,379) (2) (24,368)	(4,375) (602) - (4,977)
Decrease in long term loans Decrease in long term deposits - net		72 10 82	151 1,380 1,531
Net cash flow from operating activities		304,894	73,867
Cash Flow from Investing Activities Capital expenditure Proceeds from sale of fixed assets Net cash used in investing activities		(21,575) 550 (21,025)	(15,178) 1,535 (13,643)
Cash Flow from Financing Activities Repayment of murabaha finance Repayment of long term loans Repayments against leasing liabilities Decrease in short term finances Finance cost paid Net cash used in financing activities		(187,391) (1,500) (12,597) (22,918) (33,584) (257,990)	(30,414) (72,078) - (36,666) (139,158)
Net increase / (decrease) in cash and bank bala	nces	25,879	(78,934)
Cash & bank balances at the beginning of the year	ar	55,872	159,302
Cash & bank balances at the end of the year	-	81,751	80,368

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

Syed Mazher Iqbal Chief Executive

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)		Tota l Equity
		(Rupees in '000)	
Balance as at July 01, 2009	1,995,324	59,435	345,782	405,217	2,400,541
Issuance of shares against outstanding liability	232,228	116,114	=	116,114	348,342
Loss for the year after taxation	=	Ξ	(590,925)	(590,925)	(590,925)
Other comprehensive income	=	=	=	-	=
Total comprehensive loss - net of tax	-	-	(590,925)	(590,925)	(590,925)
Surplus on revaluation of fixed assets realized through incremental depreciation charges on related assets for the period - net of tax	<u>-</u>	-	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	-	-	13,648	13,648	13,648
Balance as at September 30, 2010	2,227,552	175,549	(257,520)	(81,971)	2,145,581

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

Syed Mazher Iqbal Chief Executive

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-Quaide-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.

	TOT THE	year enaea June 30, 2010.	Note	September 30, 2010 (Rupees i	June 30, 2010 n '000)
4.	Prop	erty, Plant and Equipment			
			4.1 4.2	8,854,926 7,666	8,933,987 3,917
				8,862,592	8,937,904
	4.1	Operating fixed assets		·	
		Opening book value		8,933,987	9,253,929
		Additions			
		Office / factory building		159	7,575
		Plant and machinery		17,253	52,522
		Furniture and fixtures		32	1,703
		Office and other equipment		382	4,115
		Computer and accessories		-	1,032
		Vehicles		-	7,182
				17,826	74,129
		Deletion during the period (at book val	lue)	(22)	(2,228)
		Depreciation charged during the perio	od [′]	(96,865)	(391,843)
				(96,887)	(394,071)
				8,854,926	8,933,987

	4.2	Capital work in progress	Note	September 30, 2010 (Rupees in	June 30, 2010 n '000)
		Opening balance		3,917	745
		Additions Office / factory building Plant and machinery LESS: Transferred to operating fixed of	assets	3,749 3,749 7,666 -	7,575 3,618 11,193 11,938 (8,021)
5.	Liabi	lities against Assets subject to Finance	e Lease		
	LESS:	ning balance Payments made Current portion of the liability		255,508 (12,597) 242,911 (140,287)	419,287 (163,779) 255,508 (134,711)
				102,624	120,797
6.	Shor	Term Finances			
		onal Bank of Pakistan – FE 25 onal Bank of Pakistan –	6.1	-	201,851
		h Finance Account ed Bank Limited – Running Finance	6.1 6.2	488,313 161,036	298,499 170,502
				649,349	670,852

- 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 carries 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).

		Note	September 30, 2010 (Rupees	September 30, 2009 in '000)
8.	Cost of Sales		(mopees	555)
	Raw material consumed		66,380	60,518
	Packing material consumed Fuel and power Stores and spares consumed Salaries, wages and benefits Travelling and conveyance Insurance Repair and maintenance Communication		95,461 618,825 33,968 47,207 6,331 2,098 6,547	93,403 542,029 40,589 44,289 6,480 2,840 8,489 563
	Depreciation Other manufacturing expenses		92,794 2,016	104,260 2,385
	o mor maneracioning expenses		905,364	845,237
	Cost of goods manufactured		971,744	905,845
	Work in process Opening balance Closing balance Finished goods Opening balance Closing balance		86,901 (87,032) (131) 16,607 (55,623) (39,016) 932,597	94,846 (80,237) 14,609 34,743 (36,356) (1,613) 918,841
9.	Other Operating Expenses			
	Exchange loss Donations		73,411	92,687 8 92,695
10.	Loss per Share – basic and diluted			
	Loss after taxation (Rupees in '000') Number of ordinary shares in issue (in '000') Loss per share – basic and diluted		(86,285) 222,755 (0.39)	(67,215) 199,532 (0.34)

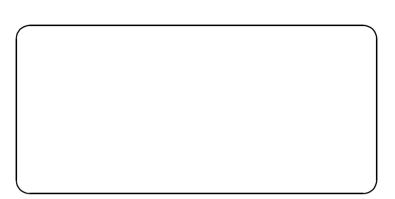
	Note	September 30, 2010	September 30, 2009
	Cook Consented from Onevertions	(Rupees in '000)	
11.	Cash Generated from Operations		
	Loss before taxation	(94,227)	(132,518)
	Adjustment for non-cash charges and other items		
	Depreciation	96,865	108,215
	Provision for gratuity and compensated absences	3,251	-
	Finance costs	85,717	106,452
	(Loss) / profit on disposal of fixed assets	(528)	43 92,687
	Exchange loss	73,411 258,716	307,397
	Cash flow before working capital changes	164,489	174,879
		10.,10.	17 1,07 7
	Working Capital Changes		
	(Increase) / decrease in current assets Stores, spares and loose tools	13,457	8,317
	Stock-in-trade	(49,822)	(310)
	Trade debts	9,752	(7,962)
	Loans and advances	8,568	9,656
	Deposits and prepayments	107	209
	Other receivables	1,409	(19)
		(16,529)	9,891
	(Decrease) / increase in current liabilities	100 100	(07.001)
	Trade and other payables Sales tax payable - net	192,198 (10,978)	(87,991) (19,466)
	Sales Tax payable - Her	181,220	(107,457)
		329,180	77,313
12	Transaction with Related Parties		
12.	Entities having directors in common with Company		
	. ,	1.750	0.770
	Repayment against lease financing	1,753	8,773
	Finance cost paid	677	9,033
	Staff retirement contribution plan		
	Contribution to staff provident	963	1,338
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.

Syed Mazher Iqbal Chief Executive





Pioneer Cement Limited

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