



LEADERSHIP  
AS SOLID AS  
CONCRETE

FIRST QUARTER REPORT  
September 30, 2012

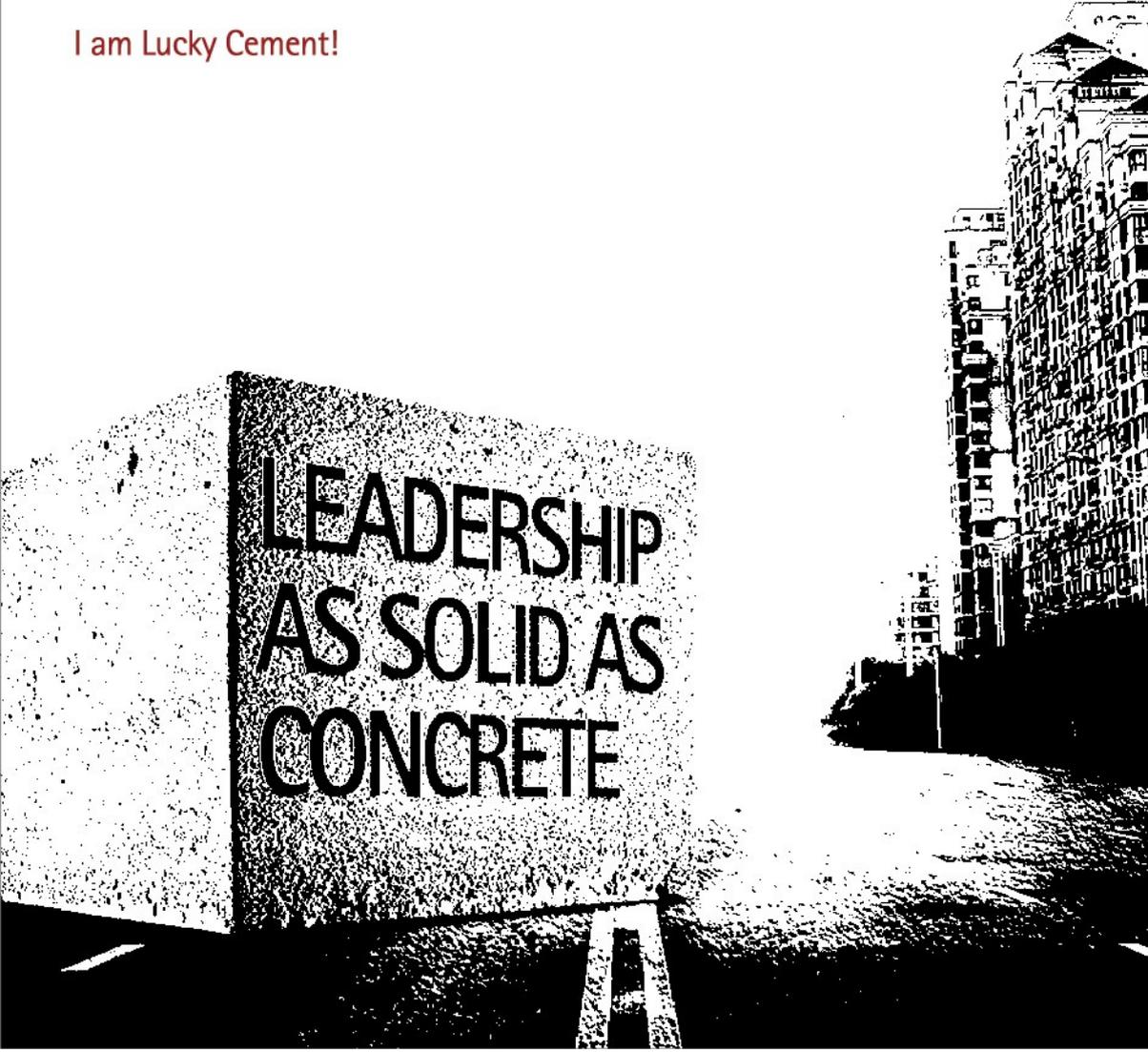
## Leadership As Solid As Concrete

I was the first one to reach the top. None, but my shadow was my competition. I relied on the strength of my body and soul; my guiding stars were faith, honesty and excellence. I fired above the mark that I intended to hit. Energy and invincible determination with the right motives are the levers through which I moved the world.

Reflecting on my success, it is evident that I am the unparalleled market leader. Through my strategies, I anticipate the needs of the industry. I have managed to stay on top with cutting edge solutions, building your dreams and making them a reality. On my journey, I have left traces for winners to become champions.

As I embark on a new chapter to help shape the future of our nation, you can rest assured that I will deliver you with leadership as solid as concrete.

**I am Lucky Cement!**



## VISION

We envision being the leader of the cement industry in Pakistan, identifying and capitalizing on new opportunities in the global market, contributing towards industrial progress and sustainable future, while being responsible corporate citizens.

## MISSION

Our mission is to be a premium cement manufacturer by building a professional organisation, having state-of-the-art technology, identifying new prospects to reach globally and maintain service and quality standards to cater to the international construction needs with an environment-friendly approach.

## CORE VALUES

### Customer Focused

- Quality and consistency
- Commitment
- Customer satisfaction
- Fair practices

### Social Responsibility

- Sustainable development
- Philanthropy
- Community development
- Environmentally conscious

### Entrepreneurship

- Sense of ownership
- Loyalty
- Identifying and grabbing opportunities
- Foresightedness
- Proactive approach
- Value creation & addition
- Business oriented

### Ethics and Integrity

- Prestige
- Honesty
- Uprightness
- Reliability

### Innovation

- Creative solution
- Modernization
- First-movers advantage
- Setting trends

### Excellence

- Benchmark practices
- Continuous improvement
- Efficient and effective performance

# Contents

Company Information	01
Directors' Report	02
Condensed Interim Balance Sheet	07
Condensed Interim Profit and Loss Account	08
Condensed Interim Cash Flow Statement	09
Condensed Interim Statement of Changes in Equity	10
Notes to the Condensed Interim Financial Statements	11

# Company Information

## Board of Directors

Mr. Muhammad Yunus Tabba (Chairman)  
Mr. Muhammad Sohail Tabba  
Mr. Imran Yunus Tabba  
Mr. Jawed Yunus Tabba  
Mrs. Rahila Aleem  
Mrs. Mariam Tabba Khan  
Mr. Ali J. Siddiqui  
Mr. Manzoor Ahmed (NIT)

## Chief Executive

Mr. Muhammad Ali Tabba

## Director Finance and Company Secretary

Mr. Muhammad Abid Ganatra  
FCA, FCMA, FCIS

## Chief Operating Officer

Mr. Noman Hasan

## Statutory Auditors

M/s. Ernst & Young Ford Rhodes  
Sidat Hyder, Chartered Accountants  
A member firm of Ernst &  
Young Global Limited

## Cost Auditors

M/s. KPMG Taseer Hadi and Co.,  
Chartered Accountants

## Bankers

Allied Bank Limited  
Askari Bank Limited  
Bank AL-Habib Limited  
Bank Alfalah Limited  
Barclays Bank Plc  
Citibank N.A.  
Deutsche Bank  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
Meezan Bank Limited  
KASB Bank Limited  
MCB Bank Limited  
NIB Bank Limited  
Standard Chartered Bank (Pakistan) Limited  
United Bank Limited

## Registered Office

Pezu, District Lakki Marwat,  
Khyber Pakhtunkhwa

## Head Office

6-A, Muhammad Ali Housing Society,  
A. Aziz Hashim Tabba Street,  
Karachi - 75350  
UAN # (021) 111-786-555  
Website: [www.lucky-cement.com](http://www.lucky-cement.com)  
E-mail: [info@lucky-cement.com](mailto:info@lucky-cement.com)

## Production Facilities

- 1) Pezu, District Lakki Marwat,  
Khyber Pakhtunkhwa
- 2) 58 Kilometers on  
Main Super Highway,  
Gadap Town, Karachi.

## Share Registrar/Transfer Agent

Central Depository Company of Pakistan Limited  
CDC House, 99-B, Block-B, S.M.C.H.S  
Main Shahra-e-Faisal, Karachi.  
(Toll Free): 0800 23275

## BOARD COMMITTEES

### Audit Committee

Mr. Muhammad Sohail Tabba (Chairman)  
Mr. Imran Yunus Tabba  
Mr. Jawed Yunus Tabba  
Mrs. Mariam Tabba Khan  
Mr. Ali J. Siddiqui

### Human Resource and Remuneration Committee

Mrs. Mariam Tabba Khan (Chairperson)  
Mr. Imran Yunus Tabba  
Mr. Ali J. Siddiqui

### Budget Committee

Mr. Jawed Yunus Tabba (Chairman)  
Mr. Muhammad Sohail Tabba  
Mrs. Rahila Aleem

### Corporate Governance Committee

Mr. Manzoor Ahmed (Chairman)  
Mr. Jawed Yunus Tabba  
Mrs. Rahila Aleem

# Directors' Report

The Directors of your Company have pleasure to present before you the performance review together with the un-audited financial statements of the Company for the 1st quarter ended September 30, 2012.

## Performance Overview

During the quarter under review, the cement industry witnessed a volumetric growth of 3% with 7.7 million tons cement sold compared to 7.5 million tons sold during the same quarter last year. The domestic sales volume of the industry achieved 5% growth whereas export sales volume contracted by 3% during the quarter compared to same period last year.

The domestic sales volume of your Company registered 5% growth with 0.86 million tons cement sold compared to 0.82 million tons sold during the same period last year. The export sales volume of your Company declined by 9% from 0.62 million tons last year to 0.56 million tons during the quarter under review mainly due to shifting from exports to local markets in line with Company's strategy.

A comparison of the key financial results of the Company for 1st quarter ended September 30, 2012 with same period last year is as under:

Particulars	1st Quarter 2012-13	1st Quarter 2011-12	% Change
Sales revenue	8,852	7,496	18.09%
Gross profit	3,873	2,915	32.87%
Operating profit	2,628	1,873	40.28%
Profit before tax	2,560	1,703	50.33%
Net profit after tax	2,014	1,506	33.79%
Earnings per share	6.23	4.66	33.79%

\* Rupees in Million Except EPS.

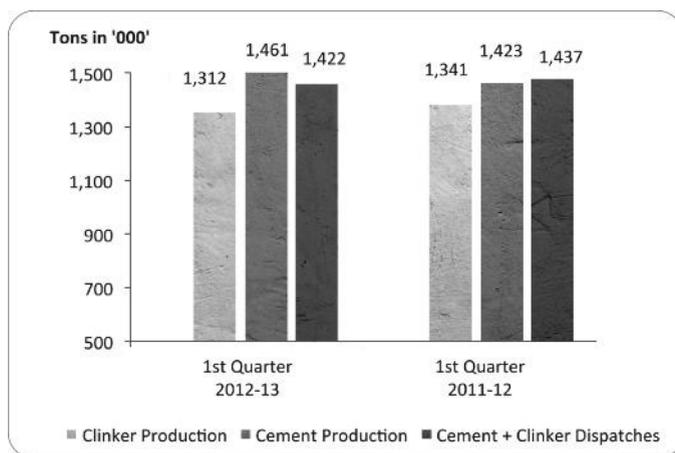
## Business Performance

### (a) Production Et Sales Volume Performance

The Production statistics of your Company for the 1st quarter under review as compared to same period last year is as under:

Particulars	1st Quarter 2012-13	1st Quarter 2011-12	Increase/ (Decrease) %
	----- Tons-----		
Clinker Production	1,312,084	1,340,931	(2.15%)
Cement Production	1,461,011	1,422,940	2.68%
Cement + Clinker Dispatches	1,422,051	1,437,403	(1.07%)

A graphical representation of above statistics is presented hereunder:



A comparison of dispatches of the Industry and your Company for the 1st quarter ended on September 30, 2012 with the same corresponding period last year is as under:

Particulars	1st Quarter 2012-13 (Tons)	1st Quarter 2011-12 (Tons)	Growth / (Decline)	
			(Tons)	%
<b>Cement Industry</b>				
Local Sales	5,434,289	5,160,842	273,447	5%
Export Sales				
Cement				
- Bagged	2,129,196	2,285,778	(156,582)	(7%)
- Loose	143,914	49,850	94,064	189%
Sub-Total	2,273,110	2,335,628	(62,518)	(3%)
Clinker	-	-	-	0%
Total Export	2,273,110	2,335,628	(62,518)	(3%)
Grand Total	7,707,399	7,496,470	210,929	3%
<b>Lucky Cement</b>				
Local Sales	859,520	819,423	40,097	5%
Export Sales				
Cement				
- Bagged	418,617	568,129	(149,512)	(26%)
- Loose	143,914	49,850	94,064	189%
Sub-Total	562,531	617,979	(55,448)	(9%)
Clinker	-	-	-	0%
Total Export	562,531	617,979	(55,448)	(9%)
Grand Total	1,422,051	1,437,402	(15,351)	(1%)

Market Share

LCL - Market Share (%)	1st Quarter 2012-13	1st Quarter 2011-12
Local Sales	15.8%	15.9%
Export Sales		
Cement		
- Bagged	19.7%	24.9%
- Loose	100.0%	100.0%
Sub-Total	24.7%	26.5%
Clinker	0.0%	0.0%
Total Export	24.7%	26.5%
Grand Total	18.5%	19.2%

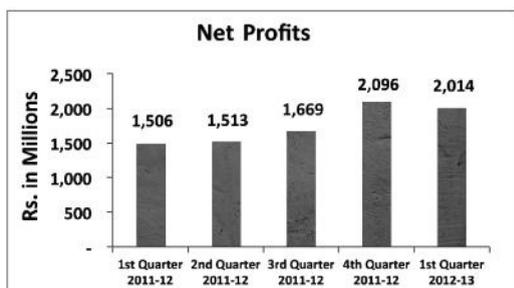
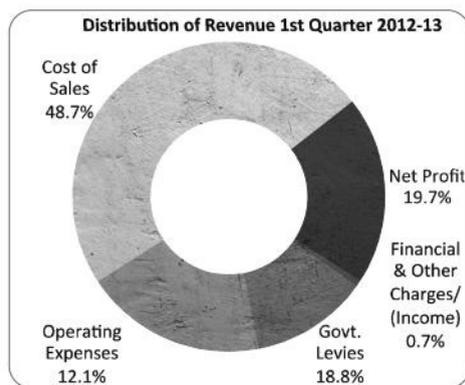
(b) Financial Performance

The combined sales revenue of your Company, during the quarter under review, was increased by 18% which comprised of 25% growth in domestic sales and 9% growth in export sales.



The per ton cost of sales of your Company was increased by 9.9% during the quarter under review as compared to same period last year mainly due to increase in fuel and gas costs.

Your Company achieved a gross profit margin of 43.8% during the quarter under review as compared to 38.9% achieved during the same period last year.



The operating profit margin of your Company was 29.7% during the quarter under review as compared to 25% achieved during the same period last year.

Your Company managed to reduce its financing cost by 76% during the quarter under review as compared to same period last year.

A provision for deferred tax amounting to Rs.483 million has been provided in the Profit and Loss account making the total deferred tax provisions to Rs.3.344 billion as on September 30, 2012.

The after tax profits of your Company was increased by Rs.508.7 million from Rs.1.505 billion same period last year to Rs.2.014 billion achieved during the quarter under review.

The earnings per share of your Company was Rs.6.23 per share as compared to Rs.4.66 per share achieved during the same period last year.

### Progress on Ongoing Projects

#### Supply of Power to HESCO

As mentioned earlier in our previous report that the supply of electricity to HESCO has been started from July 01, 2012 and the management of your company has been successful to supply uninterrupted power to HESCO during the entire quarter with an average of over 20 Mega Watts per hour.

#### Investment in Projects

##### Investment in ICI Pakistan Business Acquisition

After successful signing of the Shares Purchase Agreement (SPA) with Akzo Nobel N.V. on July 27, 2012 for acquisition of ICI Pakistan Shares in consortium with other Group Companies, the net purchase price of Rs.186.42 per share has been finalized on October 11, 2012 as per the lock box mechanism agreed in the SPA. Moreover, a public tender process for the purchase of shares from minority shareholders has also been commenced.

##### Joint Venture Investment in Cement Plant in DR Congo

The plant and machinery for the project has been negotiated and finalized with a renowned European supplier and the terms of project financing are under process of negotiations with the Development Financial Institutions and Multilateral Agencies.

##### Joint Venture Investment in Cement Grinding Facility in Iraq

The contracts for the supply of plant and machinery for this project has been signed and the project team as well as civil contractors have been mobilized at the project site.

##### Equity Investment in Associated Company for 50 MW Wind Farm

The power generation license and the requisite approval from the concerned authority for the acceptance of upfront tariff have been obtained. The project team is actively engaged in negotiation of concession documents and financing close with the stipulated time frame.

### Corporate Social Responsibility

Your Company is committed for sustainable development and educational improvements in the country as part of its core corporate social responsibility. We believe that education is the best means to empower the young citizens of our nation. During the quarter under review, your Company offered various scholarships to numerous students across the country including scholarships for students in Pezu, scholarships at Indus Valley School, LUMS, as well as for students studying in prestigious international universities such as NYU, Cambridge and Oxford.

Your Company donated Ramadan hampers to its needy workers during the month of Ramadan. Your Company also donated an amount of Rs.20 million to Aziz Tabba Foundation, a Charitable Organization for the running its affairs to provide medical treatment to poor and needy people. A donation in the form of cement was also made for a check post at Bannu to the Pakistan Armed Forces.

### Near Term Business Outlook

The substantial budget allocation and actual deployment of funds for the Public Sector Development Program by the Federal Government before the upcoming elections will have a positive impact for the cement industry.

The export of cement was slightly suppressed during the quarter under review. However, exports to Afghanistan and African markets will continue to support the export of cement for the industry during the current financial year.

### Acknowledgement

Your Directors take this opportunity to express their deep sense of gratitude to the bankers and financial institutions that extended assistance in financing to the Company, supplier and contractors for their continued support. We would also like to place on record our sincere appreciation for the commitment, dedication and hard work put in by every member of the Lucky family. The board also acknowledges the commendable contribution made by (late) Mr. Muhammad Qutubuddin Baig in the overall success of the Company as Technical Director who expired on September 3rd, 2012.

For and on behalf of the Board



**MUHAMMAD YUNUS TABBA**  
Chairman / Director

Karachi: October 25, 2012

# Condensed Interim Balance Sheet

As at September 30, 2012 (Un-audited)

	Note	September 30, 2012 (Un-audited)	June 30, 2012 (Audited)
		----- (Rupees in '000) -----	
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Fixed assets			
Property, plant and equipment	4	30,778,141	31,016,532
Intangible assets		1,840	1,514
		<u>30,779,981</u>	<u>31,018,046</u>
Long-term advance		55,373	55,373
Long-term deposits		3,175	3,175
		<u>30,838,529</u>	<u>31,076,594</u>
<b>CURRENT ASSETS</b>			
Stores and spares		5,364,008	5,396,220
Stock-in-trade		1,181,914	1,276,433
Trade debts		1,235,444	1,050,639
Loans and advances		124,282	148,189
Trade deposits and short term prepayments		22,217	67,894
Other receivables		262,963	105,677
Tax refunds due from the Government		538,812	538,812
Taxation - net		175,517	126,361
Cash and bank balances		3,297,657	844,422
		<u>12,202,814</u>	<u>9,554,647</u>
<b>TOTAL ASSETS</b>		<u><u>43,041,343</u></u>	<u><u>40,631,241</u></u>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital		3,233,750	3,233,750
Reserves		32,042,281	30,027,995
		<u>35,276,031</u>	<u>33,261,745</u>
<b>NON-CURRENT LIABILITIES</b>			
Long-term finance	5	326,548	392,898
Long-term deposits		51,443	52,752
Deferred liabilities	6	3,808,991	3,299,522
		<u>4,186,982</u>	<u>3,745,172</u>
<b>CURRENT LIABILITIES</b>			
Trade and other payables		3,300,826	3,345,605
Accrued mark-up		12,104	13,319
Current portion of long-term finance		265,400	265,400
		<u>3,578,330</u>	<u>3,624,324</u>
<b>CONTINGENCIES AND COMMITMENTS</b>	7		
<b>TOTAL EQUITY AND LIABILITIES</b>		<u><u>43,041,343</u></u>	<u><u>40,631,241</u></u>

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



**Muhammad Yunus Tabba**  
Chairman / Director



**Muhammad Ali Tabba**  
Chief Executive

# Condensed Interim Profit and Loss Account

For the 1st quarter ended September 30, 2012 (Un-audited)

	Note	September 30, 2012	September 30, 2011
		------(Rupees in'000')-----	
Gross sales	8	10,194,616	8,707,521
Less: Sales tax and excise duty		1,243,502	1,142,749
Rebates and commission		99,309	68,683
		1,342,811	1,211,432
Net sales		8,851,805	7,496,089
Cost of sales		(4,979,044)	(4,581,287)
<b>GROSS PROFIT</b>		<b>3,872,761</b>	<b>2,914,802</b>
Distribution cost		(1,104,892)	(922,155)
Administrative expenses		(140,203)	(119,431)
Finance cost		(19,334)	(81,008)
Other charges		(135,106)	(89,866)
Other income		86,552	410
<b>PROFIT BEFORE TAXATION</b>		<b>2,559,778</b>	<b>1,702,752</b>
Taxation			
current		(62,429)	(74,961)
deferred		(483,063)	(122,195)
		(545,492)	(197,156)
<b>PROFIT AFTER TAXATION</b>		<b>2,014,286</b>	<b>1,505,596</b>
Other comprehensive income for the period		-	-
<b>TOTAL COMPREHENSIVE INCOME FOR THE PERIOD</b>		<b>2,014,286</b>	<b>1,505,596</b>
		(Rupees)	
<b>EARNINGS PER SHARE - BASIC AND DILUTED</b>		<b>6.23</b>	<b>4.66</b>

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



**Muhammad Yunus Tabba**  
Chairman / Director



**Muhammad Ali Tabba**  
Chief Executive

# Condensed Interim Cash Flow Statement

For the 1st quarter ended September 30, 2012 (Un-audited)

	Note	September 30, 2012	September 30, 2011
		------(Rupees in'000')-----	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash flows generated from operations	9	2,867,764	1,977,238
Finance cost paid		(20,549)	(114,921)
Income tax paid		(111,583)	(76,071)
Gratuity paid		(4,925)	(10,773)
		(137,057)	(201,765)
Long-term deposits		(1,309)	2,815
Net cash flows from operating activities		2,729,398	1,778,288
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Fixed capital expenditure		(215,306)	(412,071)
Sale proceeds on disposal of fixed assets		5,563	512
Net cash used in investing activities		(209,743)	(411,559)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Repayment of long-term finance		(66,350)	(66,350)
(Repayments) / receipt of short-term borrowings		-	(1,251,820)
Dividends paid		(70)	(23)
Net cash used in financing activities		(66,420)	(1,318,193)
Net increase in cash and cash equivalents		2,453,235	48,536
Cash and cash equivalents at the beginning of the period		844,422	351,202
Cash and cash equivalents at the end of the period		3,297,657	399,738

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



**Muhammad Yunus Tabba**  
Chairman / Director



**Muhammad Ali Tabba**  
Chief Executive

## Condensed Interim Statement Of Changes in Equity

For the 1st quarter ended September 30, 2012 (Un-audited)

	Issued, subscribed and paid up capital	Capital reserve Share premium	Revenue reserves		Total reserves	Total equity
			General reserves	Unappropriated Profit		
-----Rupees in '000'-----						
Balance as at July 01, 2011	3,233,750	7,343,422	12,500,000	4,695,657	24,539,079	27,772,829
Transfer to general reserve	-	-	2,500,000	(2,500,000)	-	-
Final dividend at the rate of Rs.4/- per share for the year ended June 30, 2011	-	-	-	(1,293,500)	(1,293,500)	(1,293,500)
Total comprehensive income for the period	-	-	-	1,505,596	1,505,596	1,505,596
Balance as at September 30, 2011	<u>3,233,750</u>	<u>7,343,422</u>	<u>15,000,000</u>	<u>2,407,753</u>	<u>24,751,175</u>	<u>27,984,925</u>
Balance as at July 01, 2012	3,233,750	7,343,422	15,000,000	7,684,573	30,027,995	33,261,745
Transfer to general reserve	-	-	5,000,000	(5,000,000)	-	-
Total comprehensive income for the period	-	-	-	2,014,286	2,014,286	2,014,286
<b>Balance as at September 30, 2012</b>	<u><b>3,233,750</b></u>	<u><b>7,343,422</b></u>	<u><b>20,000,000</b></u>	<u><b>4,698,859</b></u>	<u><b>32,042,281</b></u>	<u><b>35,276,031</b></u>

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



**Muhammad Yunus Tabba**  
Chairman / Director



**Muhammad Ali Tabba**  
Chief Executive

# Notes to the Condensed Interim Financial Statements

## For the 1st quarter ended September 30, 2012 (Un-audited)

### 1 THE COMPANY AND ITS OPERATION

Lucky Cement Limited (the Company) was incorporated in Pakistan on September 18, 1993 under the Companies Ordinance, 1984 (the Ordinance). The shares of the Company are quoted on all the three stock exchanges in Pakistan. The Company has also issued Global Depository Receipts (GDRs) which are listed and traded on the Professional Securities Market of the London Stock Exchange. The principal activity of the Company is manufacturing and marketing of cement. The registered office of the Company is located at Pezu, District Lakki Marwat in Khyber Pakhtunkhwa. The Company has two production facilities at Pezu, District Lakki Marwat in Khyber Pakhtunkhwa and at Main Super Highway in Karachi, Sindh.

### 2 STATEMENT OF COMPLIANCE

These condensed interim financial statements of the Company for the three months period ended September 30, 2012 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 the requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed. These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with Company's annual financial statements for the year ended June 30, 2012.

### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of these condensed interim financial statements are consistent with those applied in the preparation of the financial statements for the year ended June 30, 2012.

### 4 PROPERTY, PLANT AND EQUIPMENT

4.1 The following is the movement in property, plant and equipment during the period/year:

		September 30, 2012 (Un-audited)	June 30, 2012 (Audited)
	Note	------(Rupees in '000)'-----	-----
Operating fixed assets (WDV) Opening balance		30,637,815	30,565,211
Add: Additions during the period/year	4.2	164,831	1,811,162
		<u>30,802,646</u>	<u>32,376,373</u>
Less: Disposals during the period/year (WDV)		1,269	15,925
Depreciation charge for the period/year		451,900	1,722,633
Operating fixed assets (WDV) - closing balance		30,349,477	30,637,815
Add: Capital work-in-progress	4.3	428,664	378,717
		<u>30,778,141</u>	<u>31,016,532</u>

4.2 The following additions and deletions were made during the period in operating fixed assets:

	Additions (Cost)	Deletions (Cost)
	----(Rupees in '000')----	
Operating fixed assets		
Buildings	16,240	-
Plant and machinery	55,390	-
Generators	22,658	-
Quarry equipments	53,793	-
Vehicles	8,568	7,435
Furniture and fixtures	821	21
Office equipments	1,936	-
Computer Et Accessories	3,056	-
Other assets	2,369	-
	<u>164,831</u>	<u>7,456</u>
	September 30, 2012 (Un-audited)	June 30, 2012 (Audited)
	Note	----- (Rupees in '000') -----

4.3 The following is the movement in capital work-in-progress during the period/year:

Opening balance	378,717	1,139,945
Add: Additions during the period/year	<u>204,272</u>	<u>939,140</u>
	582,989	2,079,085
Less: Transferred to operating fixed assets	<u>154,325</u>	<u>1,700,368</u>
Closing balance	<u>428,664</u>	<u>378,717</u>

## 5 LONG TERM FINANCE

Long-term finance	5.1	591,948	658,298
Less : Current portion of long term finance		<u>265,400</u>	<u>265,400</u>
		<u>326,548</u>	<u>392,898</u>

5.1 The terms and conditions of long-term finance are the same as disclosed in the annual financial statements of the Company for the year ended June 30, 2012.

## 6 DEFERRED LIABILITIES

Staff gratuity		464,796	438,391
Deferred tax liability	6.1	<u>3,344,195</u>	<u>2,861,131</u>
		<u>3,808,991</u>	<u>3,299,522</u>

### 6.1 Deferred tax liability

This comprises of the following :

Deferred tax liability			
- Difference in tax and accounting bases of fixed assets		3,811,548	3,789,558
Deferred tax assets			
- Unabsorbed tax losses		(297,814)	(768,313)
- Provisions		(169,539)	(160,114)
		<u>(467,353)</u>	<u>(928,427)</u>
		<u>3,344,195</u>	<u>2,861,131</u>

## 7 CONTINGENCIES AND COMMITMENTS

### 7.1 CONTINGENCIES

There are no major changes in the status of contingencies as reported in the annual financial statements for the year ended June 30, 2012.

September 30, 2012 (Un-audited)	June 30, 2012 (Audited)
------(Rupees in '000')-----	

### 7.2 COMMITMENTS

Capital Commitments  
Plant and machinery under letters of credit

489,525	439,303
---------	---------

Other Commitments  
Stores, spares and packing material under letters of credit

1,234,865	1,685,833
-----------	-----------

Bank guarantees issued on behalf of the Company

703,042	685,425
---------	---------

Note	September 30, 2012	September 30, 2011
	------(Rupees in '000')-----	

## 8 GROSS SALES

Local  
Export

6,522,998	5,314,522
3,671,618	3,392,999
10,194,616	8,707,521

## 9 CASH GENERATED FROM OPERATIONS

Profit before taxation  
Adjustments for non cash charges and other items  
Depreciation  
Amortization on intangible assets  
Provision for slow moving spares  
Gain on disposal of fixed assets  
Provision for gratuity  
Finance cost  
Profit before working capital changes

4.1

2,559,778	1,702,752
451,900	401,555
201	383
5,000	-
(4,294)	(353)
31,330	26,933
19,334	81,008
3,063,249	2,212,278

(Increase) / decrease in current assets  
Stores and spares  
Stock in trade  
Trade Debts  
Loans and advances  
Trade deposits and short term prepayments  
Other receivables

27,212	617,870
94,519	(66,871)
(184,805)	(328,740)
23,907	(67,787)
45,677	11,177
(157,286)	(1,666)
(150,776)	163,983

(Decrease) / increase in current liabilities  
Trade and other payables

(44,709)	(399,023)
----------	-----------

Cash generated / (used in) from operations

2,867,764	1,977,238
-----------	-----------

10 TRANSACTIONS WITH RELATED PARTIES

Related parties of the Company comprise of associated undertakings, directors and key management personnel. Transactions with related parties during the period, other than remuneration and benefits to key management personnel under the terms of their employment, are as follows:

	September 30, 2012	September 30, 2011
	----- (Rupees in '000') -----	
Associated Undertakings		
Lucky Paragon ReadyMix Limited		
Sales	40,197	13,116
Lucky Textile Mills		
Sales	4,367	1,258
Gadoon Textile Mills Limited		
Sales	2,044	8,448
Younus Textile Mills Limited		
Sales	360	1,415
Fazal Textile Mills Limited		
Sales	10,163	4,876
Aziz Tabba Foundation		
Sales	208	-
Lucky One (Pvt) Limited		
Sales	4,913	-

11 DIVIDEND AND APPROPRIATION

The Board of Directors in their meeting held on August 15, 2012 proposed a final dividend of Rs.6/- per share for the year ended June 30, 2012 amounting to Rs.1,940 million (2011: Rs.1,293 million) for approval of the members at the Annual General Meeting to be held on October 31, 2012. These financial statements do not reflect this proposed dividend payable.

12 DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorized for issue on October 25, 2012 by the Board of Directors of the Company.

13 GENERAL

Figures have been rounded off to the nearest thousand of Rupees, unless otherwise stated.



**Muhammad Yunus Tabba**  
Chairman / Director



**Muhammad Ali Tabba**  
Chief Executive

## **Head Office**

6-A Muhammad Ali Housing Society, A. Aziz Hashim Tabba Street, Karachi-75350, Pakistan  
UAN: (+92-21) 111-786-555 Fax: (+92-21) 34534302 info@lucky-cement.com

## **Liason Offices**

### **Multan**

Dastagir Tower, 1st Floor, Hassan Parwana Road, Near Deira Ada, Multan  
Tel: (92-61) 4540556-7 Fax: (92-61) 4540558 multan@lucky-cement.com

### **Lahore**

2nd Floor, Al Hasan Plaza, Jamia Ashrafia, Main Ferozpur Road, Lahore  
UAN: (92-42) 111-786-555 Tel: (92-42) 37530480-2 Fax: (92-42) 37530435 lahore@lucky-cement.com

### **Islamabad**

House No. 26, Street No. 8, Sector F-7/3, Islamabad  
UAN: (92-51) 111-786-555 Tel: (92-51) 2610804-07 Fax: (92-51)2610809 dm@lucky-cement.com

### **Peshawar**

7-Park Avenue, University Town  
UAN: (92-91) 111-786-555 Tel: (92-91) 5844903-5840271 Fax: (92-91) 5850969 peshawar@lucky-cement.com

### **Quetta**

F1, First Floor, Institute of Engineers Building, Zarghoon Road,  
Tel: (92-81) 2837583 Fax: (92-81) 2829267 quetta@lucky-cement.com

## **Plants**

### **Pezu Plant**

Main Indus Highway, Pezu, Distt. Lakki Marwat, Khyber Pakhtunkhwa  
Tel: (+92-969) 580123-5 Fax: (+92-969) 580122

### **Karachi Plant**

104km Milestone from Karachi to Hyderabad (58km towards Karachi)  
Fax: (092-21) 35206421



A part of

---

YUNUS  
BROTHERS  
GROUP

---

111-786-555

[www.lucky-cement.com](http://www.lucky-cement.com)