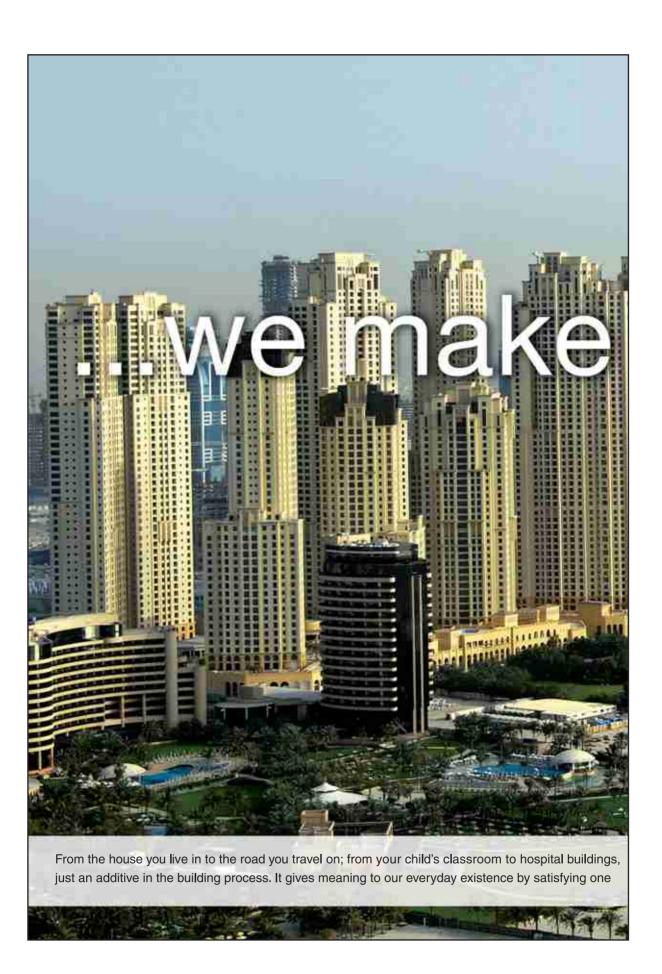


## First Quarter Report 30th September 209



From a single brick...





bridges and dams, cement stands out as the single most important ingredient. It is more than of the most basic needs of humanity – Shelter! It holds our lives together.

# Group Company's Establishment in Chronological Order



■ Indicates Charitable Foundations and Institutions

### **Contents**



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### **Company Information**



#### **BOARD OF DIRECTORS**

Mr. Muhammad Yunus Tabba (Chairman/Director) Mr. Muhammad Sohail Tabba Mr. Imran Yunus Tabba Mr. Javed Yunus Tabba Mrs. Rahila Aleem Miss Mariam Razzak Mr. Ali J Siddiqui

#### CHIEF EXECUTIVE OFFICER

Mr. Muhammad Ali Tabba

Mr. Manzoor Ahmed (NIT)

#### EXECUTIVE DIRECTOR

Mr. Abdur Razzaq Thaplawala

### DIRECTOR FINANCE & COMPANY SECRETARY

Mr. Muhammad Abid Ganatra FCA, FCMA, FCIS

#### AUDIT COMMITTEE

Mr. Muhammad Sohail Tabba Mr. Imran Yunus Tabba Mr. Javed Yunus Tabba Miss Mariam Razzak

#### STATUTORY AUDITORS

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

#### INTERNAL AUDITORS

M/s. M. Yousuf Adil Saleem & Co., Chartered Accountants A member firm of Deloitte Touche Tohmatsu

#### **COST AUDITORS**

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

#### **BANKERS**

Allied Bank Limited
Bank AL-Habib Limited
Barclays Bank plc
Citibank N.A.,
Faysal Bank Limited
Habib Bank Limited
Habib Metropolitan Bank Limited
MCB Bank Limited
National Bank of Pakistan
Soneri Bank Limited
Standard Chartered Bank (Pakistan) Limited
United Bank Limited

#### REGISTERED OFFICE

Pezu, District Lakki Marwat, N.W.F.P.

#### PRODUCTION FACILITIES

- 1. Pezu, District Lakki Marwat, N.W.F.P.
- 2. 58 Kilometers on Main Super Highway, Gadap Town, Karachi.

#### **HEAD OFFICE**

6-A, Muhammad Ali Housing Society, A. Aziz Hashim Tabba Street, Karachi - 75350 UAN # (021) 111-786-555

#### 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

WEB SITE: www.lucky-cement.com

E-MAIL: info@lucky-cement.com

### **Directors' Report**



The Directors of your Company have pleasure to present before you the un-audited financial statements of the Company for the first quarter ended September 30, 2009.

#### Overview

By the grace of Almighty Allah, your Company managed a significant growth of 24% in the overall sales volume during the 1st quarter under review as compared to same quarter last year inspite of difficult business environment prevailed both in the domestic and export markets. The sales revenue of the Company during the quarter under review registered a decent growth of 6% as compared to same quarter last year. The prices of cement were remained under pressure both in the domestic and export markets.

A comparison of key financial results of the Company for the first quarter ended September 30, 2009 with the same period last year is as under:

Particulars	1st Qtr 2009	1st Qtr 2008	% Change
Sales Revenue	6,041,640	5,715,063	5.71
Gross Profit	2,234,054	2,344,194	(4.70)
Operating Profit	1,509,650	1,927,834	(21.69)
Profit Before Tax	1,261,003	1,104,355	14.18
Net Profit after tax	1,102,511	962,991	14.49
Earnings Per Share	3.41	2.98	14.43

<sup>\*</sup> Rupees in Thousand except EPS.

#### **Business Performance**

#### (a) Production & Sales Volume Performance

A comparative analysis of sales volume of your Company for the first quarter ended on September 30, 2009 is as under:

Particulars	Jul-09 to Sept-09 (Tons)	Jul-08 to Sept-08 (Tons)	(Tons)	Growth %
Local Sales	662,017	623,961	38,056	6.10
Export Sales Cement				
- Bagged	353,673	177,997	175,676	98.70
- Loose	516,423	418,872	97,551	23.29
Sub-Total	870,095	596,869	273,226	45.78
Clinker	992	14,770	(13,778)	(93.28)
Total Export	871,087	611,639	259,448	42.42
Grand Total	1,533,104	1,235,600	297,504	24.08

### **Directors' Report**



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

Particulars	1st Qtr. 2009	1st Qtr. 2008  Tons	Increase/ (Decrease)	Increase/ (Decrease) %
Clinker Production	1,523,290	1,344,310	178,980	13.31
Cement Production	1,543,125	1,240,220	302,905	24.42
Cement Dispatches	1,533,104	1,235,600	297,504	24.08

#### (b) Financial Performance

During the quarter under review, average selling prices of your Company were reduced by 18% in the domestic markets and 14% in the export markets as compared to the same period last year because of stiff competition both in domestic and export markets. Resultantly the overall sales revenue registered a growth of 6% only despite of volumetric growth of 24% achieved during the quarter under review.

During the quarter under review, cost of sales in terms of absolute value increased by 13%. Whereas, cost per ton of cement decreased by 8.96% as compared to same period last year. Energy cost comprising of heat and power was the major cost component accounted for 61.12% of total cost of production was decreased by 11.53% during the quarter under review as compared to same period last year.

Your Company achieved a gross profit rate of 37% for the quarter ended September 30, 2009 compared to 41% gross profit rate achieved same period last year. The finance cost of your Company for the quarter under review was Rs.154.756 million as compared to Rs.320.772 million in the same period last year due to early repayment of long term loans carrying high markups. Distribution costs were increased to Rs.680.362 million as compared to Rs.367.559 million mainly because of increase in exports volume coupled with increase of inland and ocean freights.

During the quarter under review, your Company has provided a deferred tax provision of Rs.110 million in the Profit and Loss account making the total deferred tax liabilities to Rs.1,588 million as on September 30, 2009.

The after tax profits of your Company during the quarter under review increased by Rs.140 million from Rs.963 million to Rs.1,103 million as compared to same period last year.

The earnings per share of your Company increased by Re.0.43 from Rs.2.98 per share to Rs.3.41 per share as compared to same period last year.

#### **Progress on expansion Projects**

The work on the Waste Heat Recovery System of both Karachi and Pezu Plants have been progressing as per schedule and it is anticipated that both the projects will start functioning by the end of this financial year.

### **Directors' Report**



#### **Future Outlook**

The demand of cement in the domestic market may be effected due to adverse economic, financial as well as the law and order situation currently prevailing in the Country. The prices of cement in the domestic market may be under pressure due to stiff competition which will reduce the retentions accordingly. Moreover, the energy cost which is the major cost of production has started increasing again due to increase in the oil and coal prices in the international market, this will have a negative impact on the profit margins of the industry.

The demand of cement in the export markets may also be under pressure due to global financial crisis and increase in cement capacities in the region. The prices of cement in the export markets may also be under pressure which may reduce the export retentions together with the expected increase in inland and ocean freights.

Your Company has already taken measures to reduce its cost of production and to mitigate the risk of slow down in exports for achieving the targets set for the financial year 2009-10.

#### **New Board of Directors**

The new Board of Directors of Company was elected for a tenure of three years at the 16th Annual General Meeting of the Company held on October 26, 2009.

The newly elected Board appointed Mr. Muhammad Ali Tabba as the Chief Executive of the Company for a period of three years w.e.f. October 30, 2009.

#### Acknowledgement

Your Directors express their appreciation to the bankers and financial institutions that extended assistance in financing to the Company, its contractors who are working on the expansion projects and the Company's workers, staff and executives for their devotion and hard working.

On behalf of the Board

**MUHAMMAD YUNUS TABBA** 

Chairman / Director

Karachi: October 30, 2009

## Interim Condensed Balance Sheet As at September 30, 2009 (Un-audited)



Note ASSETS	September 30, 2009 (Un-audited) (Rupees i	June 30, 2009 (Audited) n '000')
Property, plant and equipment 4 Long term advance Long term deposits	30,604,920 55,373 2,175 30,662,468	30,476,872 55,373 2,175 30,534,420
CURRENT ASSETS Stores and spares Stock-in-trade Trade debts - considered good Loans and advances Trade deposits and short term prepayments Other receivables Tax refunds due from government Taxation - net Sales Tax refundable Cash and bank balances	3,626,195 1,129,129 1,066,870 120,302 13,186 42,438 538,812 171,896 79,589 184,563	3,411,549 1,196,608 1,267,248 108,876 9,761 59,251 538,812 176,584 40,162 1,049,091
TOTAL ASSETS	6,972,980 ————————————————————————————————————	7,857,942 ————————————————————————————————————
EQUITY AND LIABILITIES SHARE CAPITAL AND RESERVES  Authorized 500,000,000 (June 30, 2009 : 500,000,000) Ordinary shares of Rs.10/- each	5,000,000	5,000,000
Issued, subscribed and paid up Reserves	3,233,750 21,120,733	3,233,750 20,018,222
NON-CURRENT LIABILITIES  Long term finance Deferred taxation 5 Deferred liabilities Long term deposits	24,354,483 1,453,593 1,588,462 251,253 28,969 3,322,277	23,251,972 4,300,000 1,478,490 234,633 28,589 6,041,712
CURRENT LIABILITIES  Trade and other payables Accrued mark-up Short term borrowings 6	2,391,703 235,747 7,331,238 9,958,688	2,677,356 233,381 6,187,941 9,098,678
CONTINGENCIES AND COMMITMENTS 7  TOTAL EQUITY AND LIABILITIES	27 625 449	20 202 262
TOTAL EQUIT AND LIABILITIES	37,635,448	38,392,362

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

Muhammad Yunus Tabba Chairman/Director

Muhammad Ali Tabba Chief Executive

LUCKY CEMENT

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## Interim Condensed Profit and Loss Account For the 1st Quarter ended September 30, 2009 (Un-audited)



Note September 30, September 30, 2008
(Runees in '000')

		(Rupees in '000')		
Gross Sales	8	7,038,727	6,860,817	
Less: Sales tax and excise duty Rebates and Commission		945,225 51,862	1,119,236 26,518	
		997,087	1,145,754	
Net Sales		6,041,640	5,715,063	
Cost of sales		3,807,586	3,370,869	
Gross profit		2,234,054	2,344,194	
Distribution costs		680,362	367,559	
Administrative expenses		44,042	48,801	
		724,404	416,360	
Operating profit		1,509,650	1,927,834	
Finance costs		154,756	320,772	
Other operating income Other charges		(1,308) 95,199	502,707	
o mon on angoo		248,647	823,479	
Profit before taxation		1,261,003	1,104,355	
Taxation -Current		48,520	29,745	
-Deferred		109,972	111,619	
		158,492	141,364	
Profit after taxation		1,102,511	962,991	
		(Rupees)	(Rupees)	
Basic and diluted earnings per sh	are	3.41	2.98	

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

Muhammad Yunus Tabba Chairman/Director

Muhammad Ali Tabba Chief Executive

## Interim Condensed Cash Flow Statement For the 1st Quarter ended September 30, 2009 (Un-audited)



Note	September 30, 2009 (Rupees i	September 30, 2008 n '000')
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash generated / (used in) from operations 9	1,503,939	(79,550)
Finance costs paid Income tax paid Gratuity paid	(152,390) (43,833) (635)	(307,663) (66,148) (2,034)
Language dan asita	(196,858)	(375,845)
Long term deposits	380	172
Net cash generated / (used in) operating activities	1,307,461	(455,223)
CASH FLOWS FROM INVESTING ACTIVITIES  Fixed capital expenditure  Sale proceeds on disposal of property,	(512,721)	(1,691,531)
plant & equipment	43,843	_
Net cash used in investing activities	(468,878)	(1,691,531)
CASH FLOWS FROM FINANCING ACTIVITIES		
Repayment of long term finances	(2,846,407)	(37,500)
Receipt of short term borrowings	999,994	2,422,602
Dividend paid	(1)	(5)
Net cash (used in) / generated from financing activities	(1,846,414)	2,385,097
Net increase / (decrease) in cash and cash equivalents	(1,007,831)	238,343
Cash and cash equivalents at the beginning of the year	910,890	(1,438,749)
Cash and cash equivalents at the end of the period	(96,941)	(1,200,406)
CASH AND CASH EQUIVALENTS		
Cash and bank balances	184,563	359,591
Short term running finance	(281,504)	(1,559,997)
	(96,941)	(1,200,406)

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

**Muhammad Yunus Tabba** Chairman/Director

Muhammad Ali Tabba Chief Executive

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LUCKY CEMENT

## Interim Condensed Statement of Changes in Equity For the 1st Quarter ended September 30, 2009 (Un-audited)



	Issued, subscribed and paid up	Capital reserve	Revenue reserves		Total reserves	Total equity
	capital	Share premium	General Reserve	Unappro- priated profit		
			—— (Rupe	ees in '000') –		
Balance as at July 01, 2008	3,233,750	7,343,422	5,000,000	3,078,251	15,421,673	18,655,423
Net profit for the period	-	-	-	962,991	962,991	962,991
Balance as at September 30, 2008	3,233,750	7,343,422	5,000,000	4,041,242	16,384,664	19,618,414
Balance as at July 01, 2009	3,233,750	7,343,422	5,000,000	7,674,800	20,018,222	23,251,972
Net profit for the period	-	-	-	1,102,511	1,102,511	1,102,511
Balance as at September 30, 2009	3,233,750	7,343,422	5,000,000	8,777,311	21,120,733	24,354,483

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

Muhammad Yunus Tabba Chairman/Director Muhammad Ali Tabba Chief Executive UCKY CEMEN

### **Notes to the Interim Condensed Financial Statements**

For the 1st Quarter ended September 30, 2009 (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 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 North West Frontier Province (NWFP). The Company has two production facilities at Pezu, District Lakki Marwat in NWFP and at Main Super Highway in Karachi Sindh.

#### 2. BASIS OF PREPARATION

These interim condensed financial statements are un-audited and are presented to the shareholders under Section 245 of the Ordinance and have been prepared in a condensed form in accordance with the requirements of the International Accounting Standard (IAS) - 34 "Interim Financial Reporting" as applicable in Pakistan. These interim condensed financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the Company's annual financial statements for the year ended June 30, 2009.

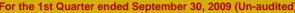
#### 3. SIGNIFICANT ACCOUNTING POLICIES

The Accounting policies adopted in the preparation of these interim condensed financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2009.

#### 4. PROPERTY, PLANT AND EQUIPMENT

4.1 The following additions/deletions were made during the three months period in operating assets:

## Notes to the Interim Condensed Financial Statements For the 1st Quarter ended September 30, 2009 (Un-audited)





	Additions Deletic (Cost) (Cost) (Cost)	
Building on lease hold land Plant and machinery Generators Vehicle including cement bulkers Furniture and fixtures Office equipments Computer & Accessories Other assets	1,544 48,678 4,485 828 1,087 584 4,232 2,760 64,198	12,256 37,296 3,788 - - - 57 53,397

4.2The following is the movement in capital work-in-progress during the period/year:

	<b>September 30,</b> Jur <b>2009</b> 2 (Rupees in '000')	
Opening balance Add: additions during the period/year Less: Transferred to fixed assets	2,143,111 506,153 (57,627)	4,831,256 5,712,795 (8,400,940)
	2,591,637	2,143,111

4.3 During the period borrowing costs amounting to Rs. 36.684 million (June 30, 2009 Rs. 634.298 million) have been capitalised in the capital work-in-progress.

#### 5. DEFERRED TAXATION

This comprises the following:

Deferred tax liability - difference in tax and accounting bases of property, plant and equipments

Deferred tax assets

- Unabsorbed tax losses
- Provision for staff gratuity and compensated absences

1,903,262	1,870,067
(270,172)	(349,494)
(44,628)	(42,083)
(314,800)	(391,577)
1,588,462	1,478,490

#### 6. SHORT TERM BORROWINGS - Secured

The Company has short term financing facilities including Export Refinance aggregating to Rs.11.25 billion available from various banks. These facilities are secured and repayable within one year.

#### Notes to the Interim Condensed Financial Statements

For the 1st Quarter ended September 30, 2009 (Un-audited)



#### 7. CONTINGENCIES AND COMMITMENTS

#### 7.1 CONTINGENCIES

- 7.1.1 The Competition Commission of Pakistan has passed a single order on August 27, 2009 against all the cement manufacturers of the Country on the alleged ground of formation of cartel for marketing arrangement and thereby imposed upon a penalty @ 7.5% on total turnover of each company consisting of both local and export sales. The amount of penalty imposed on the Company is Rs. 1,271,840,925 which has been challenged in the Court of Law. Based on the legal opinion, the management is confident that the Company has a good case and there are reasonable chances of success to avoid the alleged penalty, hence no provision has been accounted for in the financial statements.
- 7.1.2 The Supreme Court of Pakistan while disposing off an appeal of the Collector of Customs, Karachi has issued a judgement on July 28, 2009 whereby it has set aside the earlier order of the Peshawar High Court decided in favour of the Company on the issue of plant & machinery imported under SRO 484(I)/92 dated May 14, 1992 after obtaining approvals from the concerned Ministries. The Company has filed a review petition against the referred order which is pending before the Supreme Court of Pakistan. The amount of disputed liabilities is not ascertainable at this stage as no order was earlier framed by the Collector of Customs.
- 7.1.3 There are no other major changes in the status of contingencies as reported in the annual financial statements for the year ended June 30, 2009.

September 30,

June 30,

			2009 (Rupee	2009 es in '000')
	7.2	COMMITMENTS	` '	,
		<b>Capital Commitments</b> Plant and machinery under letters of credit	819,672	1,203,584
		Other Commitments Stores, spares and packing material under letters of credit	1,244,150	540,414
		Bank guarantees issued on behalf of the Company	680,037	677,379
			September 30, 2009 (Rupee	September 30, 2008 es in '000')
8.	GRO	OSS SALES		
		Local Export	3,343,682 3,695,045	3,871,124 2,989,693
			7.038.727	6.860.817

## Notes to the Interim Condensed Financial Statements For the 1st Quarter ended September 30, 2009 (Un-audited)



September 30,	September 30,	
2009	2008	
(Rupees in '000')		

#### 9. CASH GENERATED FROM OPERATIONS

Profit before taxation Adjustments for non cash charges and other items Depreciation	1,261,003 342,139	1,104,355 260,343
(Gain) / loss on disposal of property, plant & equipment Provision for gratuity Finance costs	(1,308) 17,255 154,756	14,290 320,772
Profit before working capital changes	1,773,845	1,699,760
(Increase) / decrease in current assets Store and spares Stock in trade Trade Debts Loans and advances Trade deposits and short term prepayments Other receivables Sales Tax refundable	(214,646) 67,479 200,378 (11,426) (3,425) 16,813 (39,427)	(1,380,090) (599,452) 82,913 5,265 33,818 234,541 174,929
Increase / (Decrease) in current liabilities Trade and other payables	15,746 (285,652)	(1,448,076)
Cash (used in) / generated from operations	1,503,939	(79,550)

#### 10. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise companies with common directorship, directors and key management personnel. Details of 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:

#### **Associated Companies**

Lucky Paragon ReadyMix Limited Sales Purchases	2,853 22	74,080 5,103
Lucky Textile Mills Sales	63	364
Gadoon Textile Mills Limited Sales	-	179
Yunus Textile Mills Limited Sales	588	67
Fazal Textile Mills Limited Sales	59	8,168
Lucky Knits (Pvt) Limited Sales	94	-

## Notes to the Interim Condensed Financial Statements For the 1st Quarter ended September 30, 2009 (Un-audited)



#### 11. DIVIDEND

The final dividend of Rs. 4/- per share for the year ended June 30, 2009 amounting to Rs. 1.29 billion proposed by the Board of Directors in its meeting held on August 05, 2009, has been approved by the members at the Annual General Meeting on October 26, 2009. These financial statements do not reflect the final dividend payable as approved after the Balance Sheet date.

#### 12. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorized for issue on October 30, 2009 by the Board of Directors of the Company.

#### 13. GENERAL

Figures have been rounded off to the nearest thousand of Rupees.

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**Muhammad Yunus Tabba** Chairman/Director

Muhammad Ali Tabba Chief Executive

First Quarter Report

#### **Head Office**

6-A, Mohammad Ali Housing Society, A. Aziz Hashim Tabba Street, Karachi-75350 UAN: (+92-21) 111-786-555 UAN: (+92-21) 34537390, 34530175, 34522554 & 34530450 Fax: (+92-21) 34534302 Email: info@lucky-cement.com

#### **Plants**

#### Pezu Plant

Main Indus Highway, PEZU, Distt: Lucky Marwat, N.W.F.P UAN: (+92-969) 111-786-555 Tel: (+92-969) 580123-5 Fax: (+92-969) 780122

#### Karachi Plant

104 km Milestone from Karachi to Hyderabad (58 km towards Karachi) Tel: (+92-21) 38258227 Fax: (+92-21) 35206421

#### **Marketing Offices**

#### Marketing Head Office - Islamabad

House No. 1-A, Street No. 70, Sector F-8/3, Islamabad UAN: (+92-51) 111-786-555 Tel: (+92-51) 2287085-6 Fax: (+92-21) 2287087 Email: gmmarketing@lucky-cement.com

#### Lahore Office

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#### D.I. Khan Office

Mezzanine Floor, State Life Bldg. East Circular Road, D.I Khan Tel: (+92-966) 712279 Fax: (+92-966) 713799

