



INTERIM REPORT March 2012





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Corporate Information

BOARD OF DIRECTORS CHAIRMAN

Mr. Mohammed Asad Fecto

CHIEF EXECUTIVE

Mr. Mohammed Yasin Fecto

DIRECTORS

Mrs. Zubeda Bai Mr. Ijaz Ali

Mr. Safdar Abbas Morawala

Mr. Altaf A Hussain

Mr. Aamir Ghani

Mr. Muhammed Anwar Habib

Mr. Rohail Ajmal { Nominee of Saudi Pak Industrial & Agricultural Invest. Co. Ltd.}

AUDIT COMMITTEE Chairman: Mr. Mohammed Asad Fecto

Members: Mr. Muhammed Anwar Habib

Mr. Safdar Abbas Morawala

SECRETARY Mr. Abdul Samad, FCA

AUDITORS KPMG Taseer Hadi & Co.

Chartered Accountants

LEGAL ADVISOR Nisar Law Associates

51, Mozang Road

Lahore

REGISTERED OFFICE 35-Darulaman Housing Society

Block 7/8, Shahra-e-Faisal

Karachi-75350

Website http://www.fectogroup.com

FACTORY Sangjani, Islamabad

MARKETING OFFICE 2nd Floor, Majeed Plaza

Bank Road, Saddar

Rawalpindi

SHARE REGISTRAR Technology Trade (Private) Limited

241-C, Block 2, P.E.C.H.S.

Karachi



DIRECTORS' REVIEW

Your Directors are pleased to present before you their report together with Condensed Interim Financial information for the Quarter and Nine Months ended March 31, 2012.

OVERVIEW

During the first nine months of current financial year ending June 30, 2012, overall dispatches of the industry witnessed a growth of 3.61% as compared to same period last year. Local sales volume of the industry increased by 8.40% whereas exports reduced by 7.76%. Overall exports of the industry witnessed negative growth, however, exports to Afghanistan and India increased by 1.71% and 26.28% respectively whereas exports by sea reduced 16.60%.

OPERATING PERFORMANCE

The comparison of the production and dispatches of the Company for the period under review with the same period last year are as follows:

	Tonnes					
	Quarte	r ended	Nine mont	hs ended		
Production:	March 31, 2012	March 31, 2011	March 31, 2012	March 31, 2011		
Clinker Cement	152,390 170,709	144,218 174,677	554,755 582,301	519,843 540,371		
Dispatches:						
Local Export	119,374 54,117	121,007 58,363	333,232 253,639	346,636 197,968		
Total	173,491	179,370	586,871	544,604		

During the period under review Plant achieved capacity utilization of 94.83%. Production of clinker and cement increased by 6.72% and 7.76% respectively in comparison to same period last year.

Overall sales volume of the Company for the nine months increased by 7.76% as against the growth of 3.61% of the industry, however, local sales volume of the Company reduced by 3.86% whereas exports witnessed a positive growth of 28.12%. Overall sales volume for the quarter, however, reduced by 3.28% as compared to same period last year.

FINANCIAL RESULTS

During the nine months period, net sales revenue of the Company increased to Rs. 3,083 million as against the net sales revenue of Rs. 2,301 million of same period last year thus registering an increase of Rs.782 Million which is 33.99%. Net sales revenue of the Company for the guarter increased to Rs. 1,013 million as against the net sales revenue of Rs. 781



DIRECTORS' REVIEW

million of same period last year. Increase in revenue was mainly achieved because of improved selling prices in local market and increased in export volume. Gross profit of the Company for the nine months and quarter increased to Rs. 581 million and Rs. 236 million respectively as against the gross profit of Rs. 356 million for the nine months and Rs. 106 million for the quarter of last year. Company earned profit after taxation of Rs. 184 million during the nine months which translated into earning per share of Rs. 3.65 as against the Net profit of Rs. 43 million and earning per share of Rs. 0.87 of same period last year.

Cost of sales for the nine months and quarter increased by 28.62% and 15.10% respectively as compared to same periods of last year. Cost per ton of cement whereas for the same periods increased by 19.57% and 18.72% respectively. Main reason for increase in cost was overall increase in all cost components mainly coal, diesel and electricity prices.

Distribution cost was increased due to increased export volume whereas finance cost for the quarter remained same as compared to same quarter last year. Finance cost for the nine months was increased due the reason that financing cost of loan obtained for Waste Heat Recovery Power Plant was included in the cost of the plant in the same period last year.

FUTURE PROSPECT

Local demand of cement has improved during the current financial year and expected to remain in line as historically post winter demand of cement picks up. Exports to Afghanistan will also continue its momentum with improved prices whereas expected opening up of road link by the Indian Government at Wagha may also improve exports to India. On the cost side continued increase in diesel and electricity prices will increase cost of production.

ACKNOWLEDGMENT

The Board would like to place on record their appreciation to all the financial institutions, banks, customers and employees of the Company for their continued support, co-operation and dedicated work.

For and on behalf of the Board

MOHAMMED ASAD FECTO

CHAIRMAN

Karachi: April 28, 2012

Mohand An



Condensed Interim

	Note	Un-audited 31 March 2012 (Rupees in	Audited 30 June 2011 thousands)
SHARE CAPITAL			
Authorised 75,000,000 (30 June 2011: 75,000,000) ordinary shares of Rs. 10/- each		750,000	750,000
Issued, subscribed and paid-up 50,160,000 (30 June 2011: 50,160,000) ordinary shares of Rs. 10/- each		501,600	501,600
GENERAL RESERVE		50,000	50,000
ACCUMULATED PROFIT		660,800 1,212,400	477,735 1,029,335
NON-CURRENT LIABILITIES		1,=1=,100	.,0_0,000
Long term financing - secured Liabilities against assets subject		275,000	450,000
to finance lease Deferred taxation - net	6	4,926	6,418 119,406
		279,926	575,824
CURRENT LIABILITIES			
Short term borrowings - secured	7	657,446	628,964
Current maturity of long term liabilities Trade and other payables	8	201,967 605,627	235,725 638,250
Trade and other payables	O	1,465,040	1,502,939
CONTINGENCIES AND COMMITMENTS	9	-,,	,,
		2,957,366	3,108,098

The annexed notes 1 to 15 form an integral part of these condensed interim financial information.



Balance Sheet 31 March, 2012

	Note	Un-audited 31 March 2012 (Rupees in t	Audited 30 June 2011 housands)
PROPERTY, PLANT AND EQUIPMENT	10	2,143,106	2,163,305
LONG TERM LOANS AND DEPOSITS CURRENT ASSETS		34,219	39,210
Stores and spares Stock-in-trade Trade debts - considered good Loans, advances, deposits, prepayments and accrued markup Cash and bank balances	11	582,444 107,486 24,370 17,478 48,263 780,041	719,342 109,682 18,712 33,664 24,183 905,583

2,957,366

3,108,098

(MOHAMMED YASIN FECTO) Chief Executive

(MOHAMMED ASAD FECTO)
Director



Condensed Interim Profit & Loss Account (Un-Audited) For the period ended 31, March 2012

	Note	Quarter ended 31 March			ths ended larch
		2012	2011	2012	2011
			(Rupees	in '000)	
Sales - net	12	1,013,025	781,251	3,082,626	2,301,203
Cost of sales	13	(776,990)	(675,043)	(2,501,293)	(1,944,849)
Gross Profit		236,035	106,208	581,333	356,354
Administrative expenses		(33,294)	(32,365)	(100,089)	(100,638)
Distribution cost		(62,491)	(49,987)	(231,981)	(152,050)
Finance cost		(49,334)	(44,320)	(154,146)	(92,080)
Other income		1,315	5,906	6,361	10,127
		(143,804)	(120,766)	(479,855)	(334,641)
		92,231	(14,558)	101,478	21,713
Workers' funds		(6,367)	737	(7,002)	(1,520)
Profit / (loss) before taxation		85,864	(13,821)	94,476	20,193
Provision for taxation					
- Current		(10,119)	(7,873)	(30,817)	(23,113)
- Deferred		-	(17,508)	119,406	46,377
		(10,119)	(25,381)	88,589	23,264
Profit / (loss) after taxation		75,745	(39,202)	183,065	43,457
		(Rupees)			
Earnings / (loss) per share - basic and diluted		1.51	(0.78)	3.65	0.87

The annexed notes 1 to 15 form an integral part of these condensed interim financial information.

(MOHAMMED YASIN FECTO)

Chief Executive

(MOHAMMED ASAD FECTO)
Director



Condensed Interim Statement of Comprehensive Income (Un-Audited) For the period ended 31, March 2012

Quarter ended Nine months ended 31 March 31 March Note 2012 2012 2011 -- (Rupees in '000) ---Profit / (loss) after taxation 75,745 (39,202)183,065 43.457 Other comprehensive income Total comprehensive income / (loss) for the period 75,745 (39,202)183,065

The annexed notes 1 to 15 form an integral part of these condensed interim financial information.

(MOHAMMED YASIN FECTO)
Chief Executive

(MOHAMMED ASAD FECTO

Director



Condensed Interim Cash Flow Statement (Un-Audited) For the period ended 31, March 2012

2012

2011

(Rupees in '000) Profit before taxation 94.476 20.193 Adjustments for: - Depreciation 78,015 58.646 (226)- Gain on disposal of operating assets (2,440)- Finance cost 154.146 92.080 Operating profit before working capital changes 324,197 170,693 **Working Capital Changes** Decrease / (Increase) in stores and spares 136,898 (58,321)Decrease / (Increase) in stock-in-trade 2,197 (24, 148)(Increase) / decrease in trade debts 4,235 (5,656)Decrease in loans, advances, deposits, prepayments and accrued mark-up 19,553 44,135 (Decrease) / increase in trade and other payables (28,371)179,154 Cash generated from operations 448,818 315,748 Income tax paid/deducted at source (34,183)(28.363)Long term loans and deposits 4.991 3,814 Net cash generated from operating activities 419,626 291,199 Cash flows from investing activities Fixed capital expenditure (58.317)(123.611)Sale proceeds of operating assets 2,939 637 Net cash (used) in investing activities (55,378)(122.974)Cash flows from financing activities (150,845)(158,390)Finance cost paid Repayment of long term financing (50,000)(175,000)Disbursement of long term lease finance 9.095 Repayment of lease finance (24.689)(35,249)Dividend paid (9)(2)Net cash (used in) financing activities (368,648)(216,441) Net decrease in cash and cash equivalents (4,400)(48,216) Cash and cash equivalents as at beginning of the period (604.783)(506.920)Cash and cash equivalents as at end of the period (609, 183)(555, 136)Cash and cash equivalent: Cash and bank balances 48.263 49.897

The annexed notes 1 to 15 form an integral part of these condensed interim financial information.

(MOHAMMED/YASIN FECTO)

Chief Executive

(MÓHAMMED ASAD FECTO) Director

(605,033)

(555, 136)

(657,446)

(609, 183)



Short term borrowings

Condensed Interim Statement of Changes in Equity (Un-Audited) For the period ended 31, March 2012

Share General Accumulated Capital Reserve **Profit Total** (Rupees in thousands) Balance as at 01 July 2010 501,600 50,000 412,302 963,902 Total comprehensive Income for the nine months period ended 31 March 2011 43.457 43.457 Balance as at 31 March 2011 501,600 50,000 455,759 1,007,359 Total comprehensive Income for the three months period ended 30 June 2011 21.976 21.976 Balance as at 30 June 2011 1,029,335 501,600 50,000 477,735 Total comprehensive income for the nine months period ended 31 March 2012 183,065 183,065 Balance as at 31 March 2012 501,600 50,000 660,800 1,212,400

The annexed notes 1 to 15 form an integral part of these condensed interim financial information.

(MOHAMMED YASIN FECTO) Chief Executive (MOHAMMED ASAD FECTO)
Director



Notes to the Condensed Interim Financial Information (Un-Audited) For the period ended 31, March 2012

1. STATUS AND NATURE OF BUSINESS

The Company was incorporated in Pakistan on February 28, 1981 as a public limited company with its Registered Office situated at 35-Darulaman Housing Society, Block 7/8, Shahrah-e-Faisal, Karachi, Sindh. Its shares are quoted on Karachi, Lahore and Islamabad Stock Exchanges. It is principally engaged in production and sale of cement.

2. BASIS OF PRESENTATION

These condensed interim financial statements (Condensed Interim Financial Information) have been prepared in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. The disclosures in condensed interim financial information do not include all of the information required for full annual financial statements, and should therefore be read in conjunction with the financial statements of the company for the year ended 30 June 2011.

These condensed interim financial information is unaudited and is being submitted to the shareholders as required under section 245 of the Companies Ordinance, 1984 and the listing regulation of Karachi, Lahore and Islamabad Stock Exchanges.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of these condensed interim financial information are the same as those applied in preparation of the financial statements of the company as at and for the year ended 30 June 2011.

4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of condensed interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. However, actual results may differ from these estimates.

In preparing these condensed interim financial information, the significant judgments made by the management in applying the company's accounting policies and the key sources of estimates uncertainty were the same as those that applied to the financial statements as at and for the year ended 30 June 2011.



5. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed in the annual financial statements as at and for the year ended 30 June 2011.

31 March 30 June 2012 2011 (Rupees in '000)

6. DEFERRED TAXATION - net

Taxable temporary differences arising in respect of :

Accelerated tax depreciation	362,016	271,218
Finance lease arrangements	28,361	20,194
	390,377	291,412
Deductible temporary difference arising		
in respect of carried forward losses	(390,377)	(172,006)
	-	119,406

6.1 The Company has recognised deferred tax asset on deductible temporary difference only to the extent of deferred tax liability on taxable temporary difference. Deferred tax asset of Rs. 0.565 million is not recognised as the Company does not foresee future taxable profits against which unused tax losses will be utilised.

7. SHORT TERM BORROWINGS-SECURED

During the period the company has arranged additional running finance facility of Rs. 100 million from a commercial bank under the same terms and conditions at a mark-up rate of 3 months Kibor+2.5% p.a. The Company has a total finance facility of Rs. 970 million (30 June 2011: Rs. 870 million) which includes Running Finance of Rs. 320 million, Export Refinance of Rs. 400 million and Finance Against Imported Material of Rs. 250 million from various banks. These arrangements are secured by way of first pari passu charge over all the Company's movable and immovable properties and hypothecation of Company's stock-in-trade, stores and spares, book debts, machinery, pledge of coal and personal guarantee of sponsoring directors of the Company. The rate of mark-up ranges from 3 months KIBOR plus 1.75% - 3% (30 June 2011: 3 months KIBOR plus 1.75% - 3%) per annum except Export Re-Finance on which mark-up rate is 11% (30 June 2011: 11%) per annum. The facilities are available for various periods expiring upto 31 December 2012.



		2012 (Rupees i	2011 n '000)
8.	TRADE AND OTHER PAYABLES		
	Creditors for Goods:		
	Other creditors	41,349	29,934
	Associated company	55,102	36,252
	Bills Payable	109,215	146,429
	Accrued expenses	63,945	69,507
	Workers' funds	8,879	6,816
	Accrued markup - secured	65,967	50,988
	Advances from customers	102,837	126,552
	Deposits from dealers, contractors and suppliers	10,664	10,319
	Royalty payable	58	79
	Income tax less provision	-	129
	Excise duty payable	25,611	31,944
	Sales tax payable	23,558	3,863
	Income tax withheld	1,289	2,732
	Unclaimed dividend	11,093	11,102
	Unpaid dividend	257	257
	Fair value of derivative	57,585	76,807
	Other liabilities	28,218	34,540

31 March

605,627

30 June

638,250

9. CONTINGENCIES AND COMMITMENTS

9.1 CONTINGENCIES

There is no change in the status of Contingencies with respect to Competition Commission of Pakistan case since 30 June 2011. The matter is still pending in respective courts for adjudication.

9.2	COMMITMENTS	31 March 2012 (Rupees i	30 June 2011 n '000)
	Outstanding letters of credit	138,370	153,214
10.	PROPERTY, PLANT AND EQUIPMENT Additions / transfers from Capital work in progress /disposals during the period are as follows:	31 March Additions	n 2011 Disposal (W.D.V)
	Owned: Buildings Plant, machinery and equipments Furniture, fixture and equipments Motor Vehicles	2,098 53,438 1,480 1,849 58,865	500 500



11.	STOCK IN TRADE	31 March 2012 (Rupees i	30 June 2011 in '000)
	Finished goods Work-in-process Raw Material Packing Material	21,605 40,716 17,602 27,563	32,217 28,926 13,440 35,099
		107,486	109,682

12. SALES

13.

This includes export sales amounting to Rs. 1,138.98 $\,$ million (2011: Rs. 819.824 million).

COST OF SALES	Quarter ended 31 March		Nine months ended 31 March		
	2012	2011	2012	2011	
Day and packing material consumed		(Rupees	in '000)		
Raw and packing material consumed:	40.470	57.407	40 500	40.500	
Opening stock	46,478	57,437	48,539	46,589	
Purchases	82,133	77,403	279,443	235,465	
Excavation cost	49,528	49,133	175,219	125,882	
	178,139	183,973	503,201	407,936	
Closing stock	(45,165)	(57,284)	(45,165)	(57,284)	
	132,974	126,689	458,036	350,652	
Fuel and power	482,439	388,942	1,722,047	1,337,670	
Stores and spares consumed	21,883	14,728	49,411	32,746	
Salaries, wages and benefits	51,839	43,605	159,340	145,982	
Insurance	6,627	6,690	19,881	19,832	
Repairs and maintenance	710	225	2,741	837	
Depreciation	19,040	16,238	56,745	40,828	
Other manufacturing overheads	11,156	5,793	34,270	29,754	
	726,668	602,910	2,502,471	1,958,301	
Opening work-in-process	80,406	116,391	28,926	33,456	
Closing work-in-process	(40,716)	(58,697)	(40,716)	(58,697)	
Cost of goods manufactured	766,358	660,604	2,490,681	1,933,060	
Opening finished goods	32,237	31,324	32,217	28,674	
Closing finished goods	(21,605)	(16,885)	(21,605)	(16,885)	
	776,990	675,043	2,501,293	1,944,849	



14. TRANSACTIONS AND BALANCES WITH RELATED PARTIES

The related parties comprise of parties related to group companies (associated companies), directors, and their close family members, staff provident fund, executives and major shareholders of the Company. Remuneration and benefits to executives of the Company are in accordance with the terms of their employment while contribution to the provident fund is in accordance with the staff service rule. Transactions with related parties during the period other than those disclosed elsewhere in the financial statements are as follows:

	Quarter ended 31 March		Nine months ender 31 March	
	2012	2011	2012	2011
		(Rupees	in '000)	
Associated company Purchases during the period	43,826	26,963	109,855	80,611
		Quarter ended 31 March		ns ended rch
	2012	2011	2012	2011
		(Rupees	in '000)	
Others				
Contribution to employees'	0.440	0.000	0.074	0.004
provident fund	3,143	2,292	8,671	6,884
Chief Executive's remuneration Director's fee and remuneration	1,500	2,408	5,105 5,160	5,408
Key management personnel remuneration (excluding Chief	1,530	2,428	5,160	5,488
Executive and Directors)	20,972	18,997	61,624	56,342
Disbursement of advances to key				
management personnel	20	250	170	500
Repayment of advances by key	0.45	000	205	0==
management personnel	243	206	628	655

15. **GENERAL**

- These condensed interim financial information were authorised for issue in the Board of Directors meeting held on April 28, 2012.
- 15.2 Figures have been rounded off to the nearest thousand rupees.

(MOHAMMED/YASIN FECTO) Chief Executive

Director



BOOK POSTUNDER POSTAL CERTIFICATE



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