

1<sup>ST</sup> QUARTER REPORT  
JULY - SEPTEMBER

2020



**BUILDING  
ON STRENGTH**  
BESTWAY CEMENT LIMITED



**BESTWAY CEMENT LIMITED**  
**BUILDING ON STRENGTH**



# PRODUCT PORTFOLIO



**ECOCEM**  
ECONOMY WITH STRENGTH  
ALL PURPOSE CEMENT



**BESTWAY**  
ORDINARY PORTLAND CEMENT  
ALL PURPOSE CEMENT



**PAKCEM**  
ORDINARY PORTLAND CEMENT  
ALL PURPOSE CEMENT



**STALLION**  
EARLY SETTING CEMENT  
FOR PRE-CAST



**LOW ALKALI**  
INFRASTRUCTURE PROJECTS  
ESPECIALLY FOR DAMS & BRIDGES



**DURA CEM**  
ORDINARY PORTLAND CEMENT  
ASTM C150 (TYPE I)



**LOW HEAT CEMENT**  
LOW HEAT OF HYDRATION CEMENT  
FOR MASS CONCRETING & DAMS



**SRC**  
SUPHATE RESISTANT CEMENT  
PROTECTS AGAINST  
WATER LOGGED & SALINE SOILS



**XTREME**  
TILE BOND  
SUPERIOR TILE ADHESIVE FOR  
FLOOR AND WALL TILES

**XTREME**  
TILE GROUT  
LONG LASTING, FAST COLORS



**STALLION**  
HIGH QUALITY CEMENT  
ALL PURPOSE CEMENT



**BUZKASH**  
CEMENT  
STRONG, DURABLE, ECONOMICAL.  
ALL PURPOSE CEMENT



**LION**  
LOW CHROME CEMENT

WWW.BESTWAY.COM.PK

**BUY CEMENT ONLINE**

BESTWAY CEMENT LIMITED - PAKISTAN'S ONLY CEMENT MANUFACTURER TO TAKE ORDERS ONLINE AT YOUR CONVENIENCE.  
(WE ARE CURRENTLY OFFERING BESTWAY, PAKCEM, XTREME BOND)



**XTREME  
TILE BOND**  
SUPPORTS ALL LAMINATE & FLOORING WALL TILES



**PAKCEM**  
ORDINARY PORTLAND CEMENT  
ALL PURPOSE CEMENT

**BESTWAY**  
ORDINARY PORTLAND CEMENT  
ALL PURPOSE CEMENT



YOU CAN ALSO BUY THROUGH OUR DISTRIBUTION CHANNEL



**REGIONAL SALES OFFICES**

**RAWALPINDI**  
051 5513110

**PESHAWAR**  
091 5844346

**LAHORE**  
042 35784280

**MULTAN**  
061 4540022

**BUILDING ON STRENGTH**



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# COMPANY INFORMATION

## Board of Directors

|  |                        |
|--|------------------------|
| Sir Mohammed Anwar Pervez, O.B.E., H. Pk | Chairman               |
| Lord Zameer Choudrey, CBE, SI Pk         | Chief Executive        |
| Mr. Mohammed Younus Sheikh               | Director               |
| Mr. Dawood Pervez                        | Director               |
| Mr. Muhammad Irfan A. Sheikh             | Director Finance & CFO |
| Ms. Najma Naheed Pirzada                 | Director               |
| Mr. Haider Zameer Choudrey               | Director               |
| Ms. Nazia Nazir                          | Director               |

## Audit Committee

|                            |             |
|----------------------------|-------------|
| Ms. Najma Naheed Pirzada   | Chairperson |
| Mr. Dawood Pervez          |             |
| Mr. Haider Zameer Choudrey |             |

## Human Resource & Remuneration Committee

|                              |             |
|------------------------------|-------------|
| Ms. Nazia Nazir              | Chairperson |
| Mr. Muhammad Irfan A. Sheikh |             |
| Mr. Mohammed Younus Sheikh   |             |

## Company Secretary

Ms. Sehar Husain

## Registered / Head Office

Bestway Building, 19-A, College Road,  
F-7 Markaz, Islamabad.  
Tel: +92 (0) 51 265 4856 – 64  
Fax: +92 (0) 51 265 4865  
Email: management@bestway.com.pk

## Plant Sites

### Hattar

Suraj Gali Road, Village Shadi, Hattar, Distt. Haripur,  
Khyber Pakhtunkhwa, Pakistan.  
Tel: +92 (0) 995 639 261 – 3  
Fax: +92 (0) 995 639 265  
Email: gmworks1@bestway.com.pk

### Farooqia

12 km, Taxila-Haripur Road,  
Farooqia, Tehsil & Distt. Haripur,  
Khyber Pakhtunkhwa, Pakistan.  
Tel: +92 (0) 995 639 501 – 3  
Fax: +92 (0) 995 639 505  
Email: gmworks2@bestway.com.pk

### Chakwal

Village Tatral, Near PSO Petrol Pump,  
22 km Kallar Kahar, Choa Saiden Shah Road,  
Chakwal, Pakistan.  
Tel: +92 (0) 543 584 560 – 62  
Fax: +92 (0) 543 584 274  
Email: gmworks3@bestway.com.pk

## Kallar Kahar

Choie Mallot Road, Tehsil Kallar Kahar,  
Distt. Chakwal, Pakistan.  
Tel: +92 (0) 51 402 0111  
Fax: +92 (0) 51 402 0230  
Email: gmworks4@bestway.com.pk

## Sales Office

House 276, Near Riphah University,  
Opposite Roomi Park, Peshawar Road,  
Rawalpindi.  
Tel: +92 (0) 51 551 3110, 512 5128 – 9  
Fax: +92 (0) 51 551 3109  
Email: directorsales@bestway.com.pk

## Statutory Auditors

A. F. Ferguson & Co., Chartered Accountants

## Legal Advisor

Mohammad Umer Khan Vardag,  
Advocate High Court

## Shares Department

THK Associates (Pvt.) Ltd.  
1st Floor, 40-C, Block-6, P.E.C.H.S.,  
Karachi-75400  
Tel: +92 (0) 21 111 000 322  
Fax: +92 (0) 21 3416827

## Bankers

- Allied Bank Limited
- Askari Bank Limited
- Bank Alfalah Limited
- Dubai Islamic Bank Pakistan Limited
- Faysal Bank Limited
- Habib Bank Limited
- Habib Metropolitan Bank Limited
- MCB Bank Limited
- Meezan Bank Limited
- National Bank of Pakistan
- Soneri Bank Limited
- Standard Chartered Bank (Pakistan) Limited
- United Bank Limited

# DIRECTORS' REPORT

The Board of Directors take pleasure in presenting their report together with unaudited financial statements for the quarter ended 30 September 2020.

## Industry Overview

Domestic cement dispatches grew by 19% from 9.1 million tonnes in the same period last year to 10.8 million tonnes for the quarter ended 30 September 2020.

Export volumes increased by 36% from 2.0 million tonnes to 2.7 million tonnes. This was primarily due to significant increase in clinker exports, which grew from 0.9 million tonnes to 1.5 million tonnes. Commissioning of new production lines, particularly in the South, along with Rupee devaluation enabled this substantial growth in clinker exports by sea.

Total cement despatches of the industry improved by 18% from 10.3 million tonnes to 12.1 million tonnes during the quarter and total despatches including clinker improved by 22% from 11.1 million tonnes to 13.6 million tonnes.

## Production and Sales Review

|                              | Quarter ended 30<br>September 2020 | Quarter ended 30<br>September 2019 | Increase/<br>(Decrease) | Percentage |
|------------------------------|------------------------------------|------------------------------------|-------------------------|------------|
|                              | Tonnes                             | Tonnes                             | Tonnes                  | %          |
| Clinker production           | 1,837,113                          | 1,280,745                          | 556,368                 | 43%        |
| Cement production            | 2,079,473                          | 1,636,308                          | 443,165                 | 27%        |
| Cement and Xtreme Bond sales | 2,071,026                          | 1,669,543                          | 401,483                 | 24%        |

Your Company outperformed the industry as the local despatches grew by 24% as compared to the same quarter last year. This is primarily due to strong cement demand amid resumption of construction activities after initial Covid-19 lockdowns.

Exports witnessed a growth of 19% during the quarter due to better logistics management, albeit continuing issues at the border with Afghanistan.

Your Company's total cement despatches grew by 24% as compared with the same period last year, better than the overall industry growth of 22%.

Despite fierce competition, Bestway successfully retained its position as one of the largest cement producers and the market leader in the country.

## Operating Highlights

The Company recorded gross turnover of Rs. 18.7 billion in the quarter ended 30 September 2020, 21% higher compared with Rs. 15.5 billion during the same quarter last year. Net turnover for the quarter increased by 30%, from Rs. 9.3 billion to Rs. 12.1 billion. This was primarily driven by higher sales volume and stable selling prices.

Gross profit for the quarter was reported at Rs. 2.7 billion (22%) as compared with Rs. 0.8 billion (8%) during prior period. The improvement is due to stable selling prices and reduction in fuel cost, partially offset by inflation and currency devaluation.

Financial charges decreased to Rs. 0.39 billion for the quarter as against Rs. 0.43 billion for the same quarter last year. This reduction was primarily driven by decrease in interest rates.

Profit before tax amounted to Rs. 2.3 billion as compared to Rs. 0.4 billion for the quarter ended 30 September 2019. Profit after taxation for the quarter amounted to Rs. 1.8 billion as compared to Rs. 0.3 billion for the same quarter last year.

Earnings per share of the Company for the quarter were reported at Rs. 3.01 as against earnings of Rs. 0.50 for the same quarter last year.

## Plants' Performance

Your Company's management follows an elaborate plan of preventative maintenance, which it has adopted right from the beginning. This proactive approach ensures efficient and stable operations with minimum disruptions. Our well-knit team of dedicated managers, engineers, technicians and other members of management and administrative staff play a key role in the successful implementation of this plan. During the period under review, all our cement plants and the waste heat recovery plants operated satisfactorily.

## Alternative Energy Initiatives

Cement manufacturing is an energy-intensive process. Power represents one of the largest costs of production. Persistent power crisis in the country necessitated a shift from conventional fossil fuels to alternate energy solutions. As part of its strategy to reduce its reliance on the national grid, your Company has set up Waste Heat Recovery Power Plant (WHRPP) at all four sites Chakwal, Hattar, Farooqia and Kallar Kahar. Bestway's WHRPP at Chakwal was the first in the cement industry of Pakistan prompting others to follow suit.

This is an important step in energy conservation for your Company, making it a forerunner in adopting Waste Heat Recovery (WHR) technology at all its operations. These projects serve to significantly reduce the Company's dependence on external source of electricity thus helping in reduction of production costs, improving operational efficiency and protecting the environment.



# DIRECTORS' REPORT

## Environment and Water Conservation

Bestway Cement reputes itself as a responsible corporate citizen and gives highest priority to protecting and creating a healthier environment for not only its own employees, but also for our communities where the Company has established its four plants. The wellbeing of the social environment in which Bestway operates is considered an integral part of the Company's success. Our plants are ISO 14001:2004 Environmental Management System (EMS) certified.

Your Company is now the leader in water conservation after installation of Air Cooled Condenser Systems, the first and only one in the Cement industry, instead of the conventional water-cooled system which has enabled reduction of about 80% of industrial water requirements.

Rainwater harvesting has been a key area of focus and your Company has made huge strides in not only improving the existing rainwater harvesting ponds significantly but also setting up new ones. You would be pleased to learn that 100% of industrial water requirement at our Chakwal and Kallar Kahar plants are being fulfilled through rainwater harvesting.

Bestway regularly participates in various environment uplift programmes including tree plantation drives and quarry rehabilitation initiatives. Comprehensive quarry rehabilitation plan is being implemented Company-wide to gradually restore the consumed portions of the quarries. This is a unique large scale initiative by your Company.

Bestway Cement ardently supports WWF Pakistan. Your Company has been praised and endorsed for its efforts in reducing the carbon footprint while working towards conservation and protection of environment. It is one of the only few companies in Pakistan which has been certified as a Green Office by WWF Pakistan.

## Corporate Social Responsibility

Bestway invests in its operations for long term and appreciates that it has a special responsibility towards the local communities. The Company takes pride in its proactive development and welfare of the under-privileged through activities such as improving access to health services, education, vocational trainings, environmental conservation programmes, and helping create jobs and local employment. Your Company conducts its corporate social responsibility activities mainly through its charitable trust, Bestway Foundation.

## Return to Shareholders

Your company remains mindful of providing a superior return to its shareholders. The directors therefore feel great pleasure in declaring first interim cash dividend of 30%.

## Future Outlook

While Pakistan appears to have controlled the Covid-19 situation quite well, risk of its resurgence would continue to dampen economic optimism till such time that a vaccine has been developed and freely available in the country.

The economic relief measures put in place by the Government to mitigate the effects of Covid-19 including various incentives for the construction industry seem to have been fairly successful. This, coupled with government's particular focus on infrastructure development and housing, is resulting in higher domestic cement consumption. Higher cement demand should result in much needed stability in cement prices and therefore higher revenues.

International coal prices have declined in recent months as a result of Covid-19 related global economic slowdown. As fuel constitutes a major part of the cost of production, lower fuel prices bode well for the industry. On the other hand however, persistent and steep rise in energy cost, high inflation, currency depreciation and unreasonably high taxation will continue to bear down on the cement industry.

While exports benefit from currency devaluation, declining demand for cement in Afghanistan and fierce price competition would keep prices in check. Cessation of exports to India and the on-going Covid-19 pandemic are likely to keep the export opportunities fairly restricted for cement manufacturers in the North.

Your Company is not only one of the lowest cost-producers in the country but is also fairly low-leveraged which means that it is much better placed to face off the headwinds as compared to most of its competitors. Your management is cognisant of the challenges that lie ahead and, like always, will continue to proactively adapt in order to ensure optimum performance by your Company and superior returns for its shareholders.

## Acknowledgements

The directors wish to place on record their appreciation for the continued support, contribution and confidence demonstrated in the Company by its shareholders, members of staff, customers, suppliers, bankers and various government agencies throughout the period.

For and on behalf of the Board



**Lord Zameer Choudrey**

Chief Executive

Islamabad

27 October 2020



**Muhammad Irfan A. Sheikh**

Director



## BESTWAY CEMENT LIMITED

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

## AS AT 30 SEPTEMBER 2020

|  | Note | 30 September<br>2020     | 30 June<br>2020 |
|--|------|--------------------------|-----------------|
|  |      | ------(Rupees '000)----- |                 |
|  |      | (Un-audited)             | (Audited)       |
| <b>EQUITY</b>  |      |                          |                 |
| Authorised share capital<br>700,000,000 (30 June 2020: 700,000,000) ordinary shares of Rs. 10 each |      | 7,000,000                | 7,000,000       |
| <b>Share capital and reserves</b>  |      |                          |                 |
| Share capital  |      | 5,962,528                | 5,962,528       |
| Capital reserves   |      | 8,143,768                | 8,217,695       |
| Revenue reserves   |      | 42,266,679               | 40,472,977      |
|  |      | 56,372,975               | 54,653,200      |
| <b>LIABILITIES</b>   |      |                          |                 |
| <b>Non-current liabilities</b>   |      |                          |                 |
| Long term financing  |      | 11,758,307               | 11,542,250      |
| Deferred tax liability - net   |      | 10,083,795               | 9,907,879       |
| Employee benefit obligations   |      | 10,223                   | 27,915          |
|  |      | 21,852,325               | 21,478,044      |
| <b>Current liabilities</b>   |      |                          |                 |
| Trade and other payables   |      | 8,064,171                | 7,654,365       |
| Short-term borrowings  |      | 5,536,921                | 10,710,748      |
| Current portion of long term financing   |      | 749,926                  | 272,171         |
| Unclaimed dividend   |      | 36,542                   | 37,967          |
|  |      | 14,387,560               | 18,675,251      |
| <b>Total liabilities</b>   |      | 36,239,885               | 40,153,295      |
| <b>Total equity and liabilities</b>  |      | 92,612,860               | 94,806,495      |
| <b>CONTINGENCIES AND COMMITMENTS</b>   | 5    |                          |                 |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION

## AS AT 30 SEPTEMBER 2020

|                                     | Note | 30 September<br>2020      | 30 June<br>2020   |
|-------------------------------------|------|---------------------------|-------------------|
|                                     |      | ----- (Rupees '000) ----- |                   |
|                                     |      | (Un-audited)              | (Audited)         |
| <b>ASSETS</b>                       |      |                           |                   |
| <b>Non-current assets</b>           |      |                           |                   |
| Property, plant and equipment       | 6    | 55,135,462                | 55,789,469        |
| Intangible assets and goodwill      |      | 7,677,327                 | 7,710,293         |
| Investment property                 |      | 266,075                   | 266,075           |
| Long term investments               |      | 13,960,912                | 13,687,830        |
| Long term deposits                  |      | 118,418                   | 118,418           |
|                                     |      | <b>77,158,194</b>         | <b>77,572,085</b> |
| <b>Current assets</b>               |      |                           |                   |
| Stores, spare parts and loose tools |      | 5,543,839                 | 7,010,155         |
| Stock in trade                      |      | 2,161,922                 | 2,291,473         |
| Trade debts                         |      | 1,390,748                 | 1,727,790         |
| Advances                            |      | 126,097                   | 175,924           |
| Deposits and prepayments            |      | 37,259                    | 24,457            |
| Other receivables                   |      | 721,385                   | 841,700           |
| Advance tax - net                   |      | 5,119,542                 | 4,815,220         |
| Cash and bank balances              |      | 353,874                   | 347,691           |
|                                     |      | <b>15,454,666</b>         | <b>17,234,410</b> |
| <b>Total assets</b>                 |      | <b>92,612,860</b>         | <b>94,806,495</b> |



DIRECTOR & CHIEF FINANCIAL OFFICER



# CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)

FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

|   | Three month period ended  |                      |
|---|---------------------------|----------------------|
|   | 30 September<br>2020      | 30 September<br>2020 |
|   | ----- (Rupees '000) ----- |                      |
| Gross turnover  | 18,683,112                | 15,475,223           |
| Less: rebates and discounts                               | (756,101)                 | (545,443)            |
| Less: sales tax and excise duty                           | (5,813,390)               | (5,624,569)          |
| Net turnover  | 12,113,621                | 9,305,211            |
| Cost of sales   | (9,392,102)               | (8,553,401)          |
| <b>Gross profit</b>                                       | <b>2,721,519</b>          | <b>751,810</b>       |
| Other income  | 33,180                    | 23,977               |
| Selling and distribution expenses                         | (171,683)                 | (268,949)            |
| Administrative expenses                                   | (130,359)                 | (129,086)            |
| Other expenses  | (124,321)                 | (4,209)              |
| <b>Operating profit</b>                                   | <b>2,328,336</b>          | <b>373,543</b>       |
| Finance cost  | (389,809)                 | (431,406)            |
| Share of profit of equity-accounted investees, net of tax | 357,677                   | 417,524              |
| <b>Profit before tax</b>                                  | <b>2,296,204</b>          | <b>359,661</b>       |
| Income tax  | (502,502)                 | (58,663)             |
| <b>Profit for the period</b>                              | <b>1,793,702</b>          | <b>300,998</b>       |
| <b>Earnings per share - basic and diluted (Rupees)</b>    | <b>3.01</b>               | <b>0.50</b>          |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE



DIRECTOR & CHIEF FINANCIAL OFFICER

# CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (UN-AUDITED)

FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

|  | Three month period ended  |                      |
|--|---------------------------|----------------------|
|  | 30 September<br>2020      | 30 September<br>2020 |
|  | ----- (Rupees '000) ----- |                      |
| <b>Profit for the period</b>   | <b>1,793,702</b>          | 300,998              |
| <b>Other comprehensive income (OCI):</b>                                     |                           |                      |
| <b>Items that may be reclassified subsequently to profit or loss</b>         |                           |                      |
| <i>Company's share of equity-accounted investees' OCI</i>                    |                           |                      |
| Effect of translation of net investment in foreign branches and subsidiaries | (13,473)                  | (54,085)             |
| Income from Window Takaful Operation   | 7                         | 3                    |
| Available-for-sale financial assets - net change in fair value               | (71,129)                  | 226,309              |
| Related tax  | 10,668                    | (33,947)             |
|  | (73,927)                  | 138,280              |
| Other comprehensive (loss) / income - net of tax                             | (73,927)                  | 138,280              |
| <b>Total comprehensive income for the period.</b>                            | <b>1,719,775</b>          | 439,278              |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE



DIRECTOR & CHIEF FINANCIAL OFFICER



The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

**DIRECTOR & CHIEF FINANCIAL OFFICER**

# BESTWAY CEMENT LIMITED

## CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

|   | Note | Three month period ended<br>30 September |                    |
|---|------|--|--------------------|
|   |      | 2020                                     | 2019               |
|   |      | ----- (Rupees '000) -----                |                    |
| <b>CASH FLOWS FROM OPERATING ACTIVITIES</b>                     |      |  |                    |
| Profit before tax   |      | 2,296,204                                | 359,661            |
| Adjustments for:  |      |  |                    |
| Gain on disposal of property, plant and equipment               |      | (11,709)                                 | (10,909)           |
| Depreciation  |      | 732,873                                  | 757,706            |
| Amortisation  |      | 32,968                                   | 28,039             |
| Reversal of provision for obsolete stores                       |      | (29,576)                                 | -                  |
| Reversal of provision for slow moving stock                     |      | (3,791)                                  | -                  |
| Rental income from investment property                          |      | (8,790)                                  | (7,858)            |
| Profit on deposit accounts                                      |      | (540)                                    | (397)              |
| Bad debt write off  |      | 286                                      | -                  |
| Share of profit of equity-accounted investees, net of tax       |      | (357,677)                                | (417,524)          |
| Compensation against court order                                |      | 4,042                                    | 4,209              |
| Finance costs   |      | 389,809                                  | 431,406            |
| (Reversal of) / provision for employee retirement benefits      |      | (3,306)                                  | 15,979             |
|   |      | 744,589                                  | 800,651            |
| Changes in:   |      | 3,040,793                                | 1,160,312          |
| Stores, spare parts and loose tools                             |      | 1,500,508                                | (1,063,857)        |
| Stock in trade  |      | 133,342                                  | 657,326            |
| Trade debts   |      | 336,755                                  | 204,445            |
| Advances  |      | 49,827                                   | (35,686)           |
| Deposits and prepayments  |      | (12,802)                                 | (16,176)           |
| Other receivables   |      | 120,312                                  | (1,821)            |
| Trade and other payables  |      | 591,899                                  | 1,056,409          |
|   |      | 2,719,841                                | 800,640            |
| Cash generated from operating activities                        |      | 5,760,634                                | 1,960,952          |
| Long term deposits  |      | -  | (57)               |
| Finance cost paid   |      | (325,297)                                | (234,085)          |
| Employee retirement benefits paid                               |      | (200)                                    | (8,611)            |
| Income tax paid   |      | (620,240)                                | (403,278)          |
| <b>Net cash (used in) / generated from operating activities</b> |      | <b>(945,737)</b>                         | <b>(646,031)</b>   |
|   |      | 4,814,897                                | 1,314,921          |
| <b>CASH FLOWS FROM INVESTING ACTIVITIES</b>                     |      |  |                    |
| Acquisition of property, plant and equipment                    |      | (104,133)                                | (907,603)          |
| Acquisition of intangible assets                                |      | -  | (5,685)            |
| Proceeds from sale of property, plant and equipment             |      | 32,823                                   | 23,709             |
| Rent received from investment property                          |      | 350                                      | -                  |
| Profit received on deposit accounts                             |      | 540                                      | 397                |
| Dividend received   |      | -  | 234,124            |
| <b>Net cash used in investing activities</b>                    |      | <b>(70,420)</b>                          | <b>(655,058)</b>   |
| <b>CASH FLOWS FROM FINANCING ACTIVITIES</b>                     |      |  |                    |
| Proceeds from long term financing                               |      | 436,958                                  | -                  |
| Dividend paid   |      | (1,425)                                  | (175,542)          |
| <b>Net cash generated from / (used in) financing activities</b> |      | <b>435,533</b>                           | <b>(175,542)</b>   |
| <b>Net increase in cash and cash equivalents</b>                |      | <b>5,180,010</b>                         | <b>484,321</b>     |
| Cash and cash equivalents at beginning of the period            |      | (10,363,057)                             | (10,372,456)       |
| <b>Cash and cash equivalents at end of the period</b>           |      | <b>(5,183,047)</b>                       | <b>(9,888,135)</b> |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

  
CHIEF EXECUTIVE

  
DIRECTOR & CHIEF FINANCIAL OFFICER



# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

## 1. THE COMPANY AND ITS OPERATIONS

- 1.1** Bestway Cement Limited ("the Company") is a public limited company incorporated in Pakistan on 22 December 1993 under the Companies Ordinance, 1984 (repealed with the enactment of the Companies Act, 2017 on 30 May 2017) and its shares are quoted on the Pakistan Stock Exchange Limited since 09 April 2001. The Company is principally engaged in production and sale of cement. Registered office of the Company is located at Bestway Building, 19-A, College Road, F-7 Markaz, Islamabad.

The Company is a subsidiary of Bestway (Holdings) Limited, U.K. (the holding company), which holds 56.43% shares in the Company. Bestway (Holdings) Limited is a wholly owned subsidiary of Bestway Group Limited, U.K. ("the ultimate parent company").

## 2. BASIS OF PREPARATION

### 2.1 Statement of compliance

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed. The applicable financial reporting framework for equity-accounted investees also includes Banking Companies Ordinance, 1962, Insurance Ordinance, 2001 and underlying Rules and Directives.

- 2.2** These condensed interim financial statements should be read in conjunction with the Company's last annual financial statements as at and for the year ended 30 June 2020 ('last annual financial statements'). These condensed interim financial statements do not include all of the information required for a complete set of financial statements prepared in accordance with the approved accounting standards as applicable in Pakistan. However, selected explanatory notes are included to explain events and transactions that are significant to an understanding of the changes in the Company's financial position and performance since the last annual financial statements.

- 2.3** The condensed interim financial statements are un-audited and are prepared for submission to the members and the Pakistan Stock Exchange as required under section 237 of the Companies Act, 2017.

### 2.4 Use of judgments and estimates

In preparing these condensed interim financial statements, management has made judgments, estimates and assumptions that affect the application of Company's accounting policies and the reported amounts of assets, liabilities, income and expense. Actual results may differ from these estimates.

The significant judgments made by management in applying the Company's accounting policies and the key source of estimation uncertainty were the same as those that applied to the financial statements as at and for the year ended 30 June 2020. Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to estimates are recognised prospectively.

#### *Measurement of fair values*

A number of the Company's accounting policies and disclosures require the measurement of fair value, both for financial and non-financial assets and liabilities.

The Company has an established control framework with respect to the measurement of fair values. Management has overall responsibility for overseeing all significant fair value measurements, including Level 3 fair values.

Management regularly reviews significant unobservable inputs and valuation adjustments. If third party information, such as broker quotes or pricing services, is used to measure fair values, then the valuation team assesses the evidence obtained from the third parties to support the conclusion that these valuations meet the requirements of the approved accounting standards as applicable in Pakistan, including the level in the fair value hierarchy in which the valuations should be classified.

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

## FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

When measuring the fair value of an asset or a liability, the Company uses market observable data as far as possible. Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows.

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: inputs other than quoted prices included in Level 1 that are observable for the asset or liability, either directly (i.e. as prices) or indirectly (i.e. derived from prices).

Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

If the inputs used to measure the fair value of an asset or a liability might be categorised in different levels of the fair value hierarchy, then the fair value measurement is categorised in its entirety in the same level of the fair value hierarchy as the lowest level input that is significant to the entire measurement. The Company recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

### 3. CHANGES IN ACCOUNTING STANDARDS, INTERPRETATIONS AND AMENDMENTS TO APPROVED ACCOUNTING STANDARDS

A number of new standards and amendments to the standards are effective for the annual periods beginning on or after 01 January, 2020. Management believes that adoption of these new standards and amendments will not have any material impact on the Company's condensed interim financial statements other than in presentation / disclosure.

### 4. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the Company's financial statements as at and for the year ended 30 June 2020 except for the change in accounting policies as described in Note 3.

### 5. CONTINGENCIES AND COMMITMENTS

#### 5.1 Contingencies

##### *Guarantees and claims*

Letters of guarantee issued by banks on behalf of the Company

- Company's share of guarantees and claims of equity-accounted investees:

- Guarantees

- Other contingent liabilities

| 30 September<br>2020      | 30 June<br>2020 |
|---------------------------|-----------------|
| ----- (Rupees '000) ----- |                 |
| (Un-audited)              | (Audited)       |
| <b>1,950,449</b>          | 2,482,627       |
| <b>12,511,610</b>         | 12,971,861      |
| <b>2,087,024</b>          | 2,088,047       |

As at 30 September 2020, facilities of letters of guarantee amounting to Rs. 2.52 billion (30 June 2020: Rs. 2.82 billion) were available to the Company out of which Rs. 0.57 billion (30 June 2020: Rs. 0.34 billion) remained unavailed as at period end. Facilities of letters of guarantee are secured by first pari passu charge on present and future assets of the Company (excluding land and building).

##### **Litigations**

There are no significant changes in the status of litigations as disclosed in the last annual audited financial statements.



# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

## FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

|   | 30 September<br>2020<br>----- (Rupees '000) -----<br>(Un-audited) | 30 June<br>2020<br>(Audited) |
|---|---|------------------------------|
| <b>5.2 Commitments</b>  |   |                              |
| Outstanding letters of credit including capital expenditure   | 1,617,089   | 1,129,651                    |
| Capital expenditure   | 174,962   | 188,585                      |
| Rentals for use of land                                       | 123,109   | 123,437                      |
| Company's share of commitments of equity-accounted investees: | 10,179,963  | 8,892,109                    |
| - Letters of credit   | 47,624,730  | 48,655,105                   |
| - Forward foreign exchange contracts                          | 1,949,067   | 73,249                       |
| - Forward government securities transactions                  | -   | 48,568                       |
| - Derivatives   | 10,954,861  | 8,158,723                    |
| - Forward lending   | 48,397  | 36,024                       |
| - Capital expenditure - Operating leases                      | 14,561  | 14,257                       |

As at 30 September 2020, facilities of letters of credit amounting to Rs. 10.1 billion (30 June 2020: Rs. 10.1 billion) are available to the Company, out of which Rs. 8.48 billion (30 June 2020: Rs. 8.97 billion) remained unavailed as at period end.

### 6. PROPERTY, PLANT AND EQUIPMENT

During the three month period ended 30 September 2020, the Company made additions to property, plant and equipment amounting to Rs. 104.13 million (30 September 2019: Rs. 907.60 million) including additions to capital work in progress amounting to Rs. 84.14 million (30 September 2019: Rs. 896.44 million). During the period borrowing costs capitalised amounted to Rs. 0.46 million (30 September 2019: Rs. nil). Property, plant and equipment with carrying amounts of Rs. 21.11 million were disposed off during the three month period ended 30 September 2020 (30 September 2019: Rs. 12.8 million) resulting in a gain on disposal of Rs. 11.71 million (30 September 2019: Rs. 9.76 million).

Depreciation amounting to Rs. 732.87 million was charged for the three month period ended 30 September 2020 (30 September 2019: Rs. 757.71 million).

|  | 30 September<br>2020<br>----- (Rupees '000) -----<br>(Un-audited) | 30 September<br>2020<br>(Un-Audited) |
|--|---|--------------------------------------|
| <b>7. CASH AND CASH EQUIVALENTS</b>                                  |   |                                      |
| Cash and bank balances   | 353,874   | 254,022                              |
| Short term borrowings  | (5,536,921)   | (10,142,157)                         |
| Cash and cash equivalents for the purpose of statement of cash flows | <u>(5,183,047)</u>  | <u>(9,888,135)</u>                   |

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

## 8. FINANCIAL INSTRUMENTS

The following table shows the carrying amounts of financial assets and financial liabilities by categories:

|  | 30 September 2020                  |   |                   | 30 June 2020                       |   |                   |
|--|------------------------------------|---|-------------------|------------------------------------|---|-------------------|
|  | Financial assets at amortised cost | Other financial liabilities at amortised cost | Total             | Financial assets at amortised cost | Other financial liabilities at amortised cost | Total             |
|  | ----- (Un-Audited) -----           |   |                   | ----- (Audited) -----              |   |                   |
| Financial assets                       | ----- Rupees '000 -----            |   |                   |                                    |   |                   |
| Deposits                               | 127,839                            | -   | 127,839           | 127,968                            | -   | 127,968           |
| Trade debts                            | 1,390,748                          | -   | 1,390,748         | 1,727,790                          | -   | 1,727,790         |
| Advances                               | 12,682                             | -   | 12,682            | 19,413                             | -   | 19,413            |
| Other receivables                      | 106,238                            | -   | 106,238           | 224,731                            | -   | 224,731           |
| Cash and bank balances                 | 353,874                            | -   | 353,874           | 347,691                            | -   | 347,691           |
|  | <u>1,991,381</u>                   | <u>-</u>                                      | <u>1,991,381</u>  | <u>2,447,593</u>                   | <u>-</u>                                      | <u>2,447,593</u>  |
| Financial liabilities                  |                                    |   |                   |                                    |   |                   |
| Current portion of long term financing | -                                  | 749,926                                       | 749,926           | -                                  | 272,171                                       | 272,171           |
| Long term financing                    | -                                  | 11,758,307                                    | 11,758,307        | -                                  | 11,542,250                                    | 11,542,250        |
| Trade and other payables               | -                                  | 3,504,353                                     | 3,504,353         | -                                  | 5,478,001                                     | 5,478,001         |
| Unclaimed dividend                     | -                                  | 36,542  | 36,542            | -                                  | 37,967  | 37,967            |
| Short-term borrowings                  | -                                  | 5,536,921                                     | 5,536,921         | -                                  | 10,710,748                                    | 10,710,748        |
|  | <u>-</u>                           | <u>21,586,049</u>                             | <u>21,586,049</u> | <u>-</u>                           | <u>28,041,137</u>                             | <u>28,041,137</u> |

## 9. FAIR VALUES

### 9.1 Fair value versus carrying amounts

The carrying amounts of financial assets and financial liabilities are reasonable approximation of their fair values.

### 9.2 Determination of fair values

A number of the Company's accounting policies and disclosures require determination of fair values, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and / or disclosure purposes based on the following methods:

#### Financial assets

Fair values of non-derivative financial assets are estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. These fair values are determined for disclosure purposes.

#### Financial liabilities

Fair values which are determined for disclosure purposes, are calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

#### Long term investment

Fair value (as determined for disclosure purposes) of investment in associate (i.e. United Bank Limited) as at 30 September 2020 is Rs. 10.78 billion (30 June 2020: Rs. 9.68 billion). The fair value is placed in level 1 of the fair value hierarchy as defined in note 2.

## 10. TRANSACTIONS WITH RELATED PARTIES

The Company is a subsidiary of Bestway (Holdings) Limited, U.K. ("the holding company"). Bestway (Holdings) Limited, U.K. is a wholly owned subsidiary of Bestway Group Limited ("the ultimate parent company") therefore, all subsidiaries and associated undertakings of the ultimate parent company are related parties of the Company. Other related parties comprise of directors, key management personnel, entities with common directorships, entities over which the directors are able to exercise influence and employee retirement funds. Significant transactions and balances with related parties during and at the three month period ended 30 September 2020 are as follows:

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

## FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2020

|  | Three month period ended  |                      |
|--|---------------------------|----------------------|
|  | 30 September<br>2020      | 30 September<br>2020 |
|  | ----- (Rupees '000) ----- |                      |
| <b>Transactions with associated undertakings under common directorship</b> |                           |                      |
| Dividend received  | -                         | 234,124              |
| Management fee income  | 7,500                     | -                    |
| Insurance claims   | -                         | 16,545               |
| Donations  | 17,937                    | 3,010                |
| Service / bank charges paid  | 3,212                     | 3,132                |
| Insurance premiums   | 22,874                    | 16,595               |
| <b>Transactions with key management personnel</b>                          |                           |                      |
| Remuneration, allowances and benefits                                      | 11,919                    | 15,652               |
| Dividend paid  | -                         | 102,824              |
| <b>Other related party transactions</b>                                    |                           |                      |
| Expense / employer's contribution to provident fund                        | 3,693                     | 3,913                |
| Payments made to the gratuity fund   | -                         | 7,800                |

|                                      | 30 September<br>2020      | 30 June<br>2020 |
|--------------------------------------|---------------------------|-----------------|
|                                      | ----- (Rupees '000) ----- |                 |
|                                      | (Un-audited)              | (Audited)       |
| <b>Balances with related parties</b> |                           |                 |
| Management fee receivable            | 2,500                     | -               |
| Trade debts                          | -                         | 68              |
| Bank balances                        | 331,635                   | 338,685         |
| Insurance claim receivable           | -                         | 31,018          |

### 11. PROPOSED DIVIDEND

The Board of Directors in its meeting held on 27 October 2020 has declared an interim dividend of Rs. 3 per share.

### 12. DATE OF AUTHORISATION

These condensed interim financial statements were authorised for issue by the Board of Directors of the Company in the meeting held on 27 October 2020.



CHIEF EXECUTIVE



DIRECTOR & CHIEF FINANCIAL OFFICER



کارپوریٹ سماجی ذمہ داری یعنی سی ایس آر:

بیسٹ وے اپنے آپریشنز (سرگرمیوں) میں طویل مدت کیلئے سرمایہ کاری کرتی ہے اور اسے اس بات کا ادراک ہے کہ مقامی آبادیوں کی جانب اس کی خصوصی ذمہ داریاں بھی ہیں۔ کپنی اپنی سرگرمیوں جیسے خدمات صحت تک رسائی کو بہتر بنانا، تعلیم، پیشہ وارانہ تربیت، بچائے ماحولیات پر گرامر، روزگاری تھکیل میں مدد کرنا اور مقامی روزگار پر بجا طور پر فخر کرتی ہے۔ بیسٹ وے اپنی کارپوریٹ سماجی ذمہ داری کی سرگرمیوں و افعال کو زیادہ تر اپنے فلاحی ٹرسٹ، بیسٹ وے فاؤنڈیشن کے ذریعے انجام دیتی ہے۔

شیر ہولڈرز کو منافع:

آپ کی کمپنی کے لئے اپنے شیر ہولڈرز کو بہتر منافع کی فراہمی ہمیشہ ذہن نشین ہوتی ہے۔ اس لئے، ڈائریکٹرز 30% کے سپلیمینٹری نقد منافع کا اعلان کرتے ہوئے مسرت محسوس کرتے ہیں۔

مستقبل کی توقعات:

بظاہر، پاکستان نے COVID-19 پر بہتر قابو پایا ہے، لیکن اسکی واپسی کا خطرہ اس وقت تک معاشی امید پر اثر انداز ہوتا رہے گا جب تک کہ اس کی ایک ویکسین تیار نہ ہو اور وہ آسانی سے ملک میں دستیاب ہو۔ COVID-19 کے اثرات کو کم کرنے کے لئے حکومت کی طرف سے لئے گئے معاشی امدادی اقدامات جس میں تعمیراتی صنعت کے لئے مختلف مراعات شامل تھیں، بہت حد تک کامیاب رہے ہیں۔ مقامی بنیادی ڈھانچہ کی ترقی اور رہائشی گھروں کی تعمیر پر حکومت کی خصوصی توجہ کی وجہ سے مقامی سینٹ کا استعمال بڑھ رہا ہے۔ سینٹ کی زیادہ مانگ کے نتیجے میں سینٹ کی قیمتوں میں بہت ضروری استحکام پیدا ہونا چاہئے جس سے زیادہ آمدنی کے مواقع ہوں گے۔

COVID-19 سے متاثر عالمی معاشی سست روی کے نتیجے میں گزشتہ مہینوں میں کولے کی بین الاقوامی قیمت میں کمی واقع ہوئی ہے۔ ایندھن، پیداوار کی لاگت میں ایک اہم حصہ رکھتا ہے، لہذا ایندھن کی کم قیمت اس صنعت کے لئے نیک شگون ہے۔ دوسری جانب، توانائی کی لاگت میں مسلسل اضافہ، مہنگائی، کرنسی کی قدر میں کمی، اور غیر منطقی طور پر زیادہ عائد ٹیکس سینٹ انڈسٹری کر برداشت کرنا ہوگا۔

اگرچہ روپے کی قدر میں کمی سے برآمدات کو فائدہ ہوتا ہے، تاہم افغانستان میں سینٹ کی مانگ میں کمی اور قیمتوں میں زبردست مقابلے کی وجہ سے قیمتوں پر دباؤ برقرار رہے گا۔ ہندوستان کو برآمدات کا خاتمہ اور جاری وبائی مرض COVID-19 سے جنوب میں سینٹ بنانے والوں کے لئے برآمد کے مواقع بڑی حد تک محدود ہونے کا امکان ہے۔

آپ کی کمپنی ملک کے اندر صرف سب سے کم لاگت سے سینٹ بنانے والی کمپنی ہی نہیں بلکہ کم بجائے والی کمپنی بھی ہے جس کا مطلب ہے کہ یہ اپنے حریفوں کے مقابلے میں زیادہ اطمینان بخش مقام پر فائز ہے۔ آپ کی انتظامیہ کو چیلنجز کا ادراک ہے کہ جو آگے آسکتے ہیں اور اس لیے آپ کی کمپنی کی جانب سے زیادہ سے زیادہ بہتر کارکردگی کو یقینی بنانے کی غرض سے مسلسل بڑی مستعدی اور سرگرمی سے حالات کے ساتھ موافق پیدا کرتی چلتی جا رہی ہے اور اپنے شیر ہولڈرز کو بڑے بڑے منافع جات کو یقینی بناتی ہیں۔

اعترافات:

ڈائریکٹرز، شیر ہولڈرز، شاف ممبرز، صارفین، سپلائرز، بینکرز اور اس پورے عرصے میں مختلف سرکاری ایجنسیوں کی جانب سے کمپنی میں ان کے مسلسل تعاون، شراکت اور اعتماد کے اظہار کیلئے ان کی تمام تر کوششوں کا اعتراف کرتے ہوئے اظہار تشکر کرتے ہیں۔

برائے و منجانب بورڈ

محمد عرفان انور شیخ  
ڈائریکٹر

ارشد نصیر چوہدری  
چیف ایگزیکٹو  
اسلام آباد  
27 اکتوبر 2020

زیر جائزہ عرصے میں مالیاتی چارجز کم ہو کر 0.39 ارب رہے جو پچھلے اسی عرصے میں 0.43 ارب روپے تھے۔ یہ کی بنیادی طور پر شرح ہائے سود میں کمی کی وجہ سے ہوئی۔

30 ستمبر، 2020 کو ختم شدہ سہ ماہی کے دوران قبل از ٹیکس منافع پچھلے سال کی اس سہ ماہی کے 0.4 ارب کے مقابلے میں 2.3 ارب روپے رہا۔ زیر جائزہ عرصے کے دوران بعد از بعد از ٹیکس منافع 1.8 ارب روپے رہا جو گزشتہ اسی عرصے میں 0.3 ارب رہا تھا۔

اس سہ ماہی کے لئے کمپنی کے فی حصص کی آمدن 3.01 روپے ریکارڈ کی گئی جبکہ گزشتہ سال کے اسی عرصے کے مقابلے میں یہ 0.50 روپے تھی۔

#### پلائٹ کی کارکردگی:

آپ کی کمپنی کی انتظامیہ حفاظتی دیکھ بھال کے مفصل پلان کی پیروی کر رہی ہے جسے وہ شروع سے اختیار کئے ہوئے ہے۔ یہ فعال طریقہ فکر کم سے کم رکاوٹوں کے ساتھ موثر و مستحکم آپریشنز کو یقینی بناتی ہے۔ ہمارے پلان کے کامیاب نفاذ قابل مینجرز، انجینئرز، ٹیکنیشنز اور انتظامیہ کے دیگر ممبر ایک خاص کردار ادا کرتے ہیں۔ زیر جائزہ عرصے کے دوران، ہمارے تمام سینٹ پلائٹس اور ویسٹ ہیٹ ریکوری پلائٹس اطمینان بخش طریقے سے کام کرتے رہے۔

#### متبادل توانائی کے اقدامات:

سینٹ کی پیداوار ایک توانائی خرچ عمل ہے۔ بجلی، پیداوار کے عمل میں سب سے بڑے اخراجات میں سے ایک کی نمائندگی کرتی ہے۔ ملک میں بجلی کے مستقل بحران کے نتیجے میں روایتی فوسل ایندھن سے توانائی کے متبادل حل کی ضرورت ہے۔ قومی گرڈ پر اپنے انحصار کو کم کرنے کے لئے آپ کی کمپنی نے اپنی چاروں سائٹس چکوال، طار، فاروقیہ اور کلر کھار میں ویسٹ ہیٹ ریکوری پاور پلائٹس (WHRPP) نصب کئے ہیں۔ چکوال میں ہیٹ وے کا WHRPP سینٹ انڈسٹری میں پہلا پلائٹ تھا جس سے دوسروں کو بھی پیروی کا راستہ ملا۔

یہ آپ کی کمپنی کے لئے توانائی کے تحفظ میں ایک اہم قدم ہے، جس سے کمپنی اپنے تمام امور میں ویسٹ ہیٹ ریکوری کٹنا لوجی کو اپنانے میں پیش پیش ہے۔ یہ پروجیکٹس کمپنی کے بجلی کے بیرونی وسائل پر انحصار کو اچھا خاصہ کم کرنے میں مدد دیتے ہیں چنانچہ یہ پیداواری لاگتیں کم کرنے میں مدد و معاون ہیں، عملی استعداد کار کو بہتر بناتے اور ماحول کو محفوظ بناتے ہیں۔

#### ماحول اور پانی کا تحفظ:

ہیٹ وے سینٹ ایک ذمے دار کارپوریٹ سماجی ذمہ دار کمپنی کی حیثیت سے شہرت رکھتا ہے۔ کمپنی نہ صرف اپنے ملازمین بلکہ جہاں کمپنی کے پلائٹس نصب ہیں وہاں کے رہائشیوں کے لئے بھی صحت مند ماحول مہیا کرنا اور اس کی حفاظت کو ترجیح دیتی ہے۔ ہیٹ وے معاشرتی ماحول کی بھلائی و تحفظ کو اپنی کامیابی کا ایک اہم جز سمجھتی ہے۔ ہمارے تمام پلائٹس آئی اس 2004:14001 ماحولیاتی منیجمنٹ سسٹم (EMS) سے مصدقہ ہیں۔

سینٹ انڈسٹری میں پہلی مرتبہ، روایتی واٹر۔ کولڈ سسٹم کے بجائے ایئر کولڈ کنڈینسر سسٹم لگانے کے بعد آپ کی کمپنی پانی کے تحفظ میں سرفہرست ہے، جس نے 80% صنعتی پانی کی ضرورت کو کم کیا ہے۔

رین واٹر ہاروسٹنگ کو جہاں مرکز رہا ہے اور آپ کی کمپنی نے پانی کے ذخیرہ کرنے والے تالابوں کو نمایاں طور پر بہتر بنانے کے ساتھ ساتھ نئے تالابوں کو بھی بنایا ہے۔ آپ کو یہ جان کر خوشی ہوگی کہ ہمارے چکوال اور کلر کھار پلائٹس میں صنعتی پانی کی 100 فیصد ضرورت رین واٹر ہاروسٹنگ کے ذریعے پوری ہوتی ہے۔

آپ کی کمپنی ماحولیاتی بہتری اور آگہی کے لئے ہونے والے پروگراموں میں شرکت کرتی ہے جس میں شجر کاری مہم اور کان کنی کی جگہ کی بحالی شامل ہیں۔ استعمال شدہ کان اور ان کے حصوں کی آہستہ آہستہ بحالی پروجیکٹ جامع منصوبے پر عمل کر رہی ہے۔ یہ آپ کی کمپنی کا ایک انکوکھا اور بڑے پیمانے پر قدم ہے۔

ہیٹ وے WWF پاکستان کی بھرپور انداز سے اعانت کر رہی ہے، آپ کی کمپنی کی حفاظت اور ماحولیاتی تحفظ کی سمت کام کرتے ہوئے کاربن کے نفوش کو کم کرنے کی کوششوں کی توثیق اور تعریف کی گئی ہے۔ یہ پاکستان کی چند کمپنیوں میں سے ایک ہے جسکو WWF کے جانب سے سند یافتہ گرین آفس قرار دیا گیا ہے۔

## ڈائریکٹرز رپورٹ

یورڈ آف ڈائریکٹرز 30 ستمبر، 2020 کو ختم شدہ سہ ماہی کیلئے غیر آڈٹ شدہ عبوری مالیاتی گوشواروں کے ہمراہ اپنی رپورٹ پیش کرتے ہوئے خوش محسوس کرتے ہیں۔

### انڈسٹری کا جائزہ:

30 ستمبر، 2020 کو ختم شدہ سہ ماہی کے دوران سیمنٹ کی ملکی ترسیلات 19% اضافے کے ساتھ 9.1 ملین ٹن سے بڑھ کر 10.8 ملین ٹن ہو گئیں۔

سیمنٹ کی برآمدات کا حجم 36% اضافے کے ساتھ 2.0 ملین ٹن سے بڑھ کر 2.7 ملین ٹن ہو گیا۔ اس کی بنیادی وجہ کلنگر کی برآمدات میں بڑے پیمانے ہونے والا اضافہ ہے جس کا حجم 0.9 ملین ٹن سے 1.5 ملین ٹن ہو گیا۔ نئی پروڈکشن لائنوں کے اجراء خاص کر جنوب میں اور روپے کی قدر میں کمی نے سمندر کے راستے سے اس پائیدار ترقی کو ممکن بنایا۔

سیمنٹ انڈسٹری کی مجموعی طور پر ترسیلات 18% اضافے کے ساتھ رپورٹ شدہ مدت کے دوران 10.3 ملین ٹن سے بڑھ کر 12.1 ملین ٹن ہو گئی اور کلنگر سمیت کل سیمنٹ کی ترسیلات 22% اضافے کے ساتھ 11.1 ملین ٹن سے 13.6 ملین ٹن ہو گئی۔

### پیداوار اور فروخت کا جائزہ

| فیصد | کی اضافہ | 30 ستمبر، 2019ء | 30 ستمبر، 2020ء |                                  |
|------|----------|-----------------|-----------------|----------------------------------|
| %    | ٹن       | ٹن              | ٹن              |                                  |
| 43%  | 556,368  | 1,280,745       | 1,837,113       | کلنگر کی پیداوار                 |
| 27%  | 443,165  | 1,636,308       | 2,079,473       | سیمنٹ کی پیداوار                 |
| 24%  | 401,483  | 1,669,543       | 2,071,026       | سیمنٹ اور ایکسٹریم بونڈ کی فروخت |

آپ کی کمپنی نے سیمنٹ انڈسٹری کے مقابلے میں بہتر کارکردگی کا مظاہرہ جیسا کہ گزشتہ سال اسی سہ ماہی کے مقابلے میں مقامی ترسیلات میں 24 فیصد اضافہ ہوا ہے جس کی بنیادی وجہ COVID-19 لاک ڈاؤن کے بعد تعمیراتی سرگرمیوں کی بحالی پر سیمنٹ کی شدید طلب تھی۔

زیر جائزہ سہ ماہی کے دوران سیمنٹ وے کی برآمدات میں 19% اضافہ دیکھنے میں آیا ہے، جو کہ رسد کے بہتر انتظامات کی وجہ سے ممکن ہوا ہے۔ اگرچہ افغانستان کی سرحد پر مسائل ویسے کے ویسے ہی ہیں۔

آپ کی کمپنی کی سیمنٹ کی کل ترسیلات میں پچھلے سال اسی عرصے کے مقابلے میں 24% فیصد اضافہ ہوا ہے، جو کہ انڈسٹری کی 22% مجموعی ترقی سے بہتر ہے۔

نخت مسابقت کے باوجود سیمنٹ وے نے کامیابی سے ملک کے اندر سب سے بڑے سیمنٹ پڈیوسرز میں سے ایک اور مارکیٹ لیڈر کے طور پر اپنی حیثیت کو برقرار رکھا۔

### پیداواری جھلکیاں:

کمپنی نے 30 ستمبر، 2020 کو ختم شدہ سہ ماہی کے دوران 18.7 ارب روپے کا مجموعی کاروبار ریکارڈ کیا، جو پچھلے اسی عرصے کے دوران 15.5 ارب روپے کے مقابلے میں 21% زیادہ ہے۔ خالص کاروبار 30% زیادہ ہونے کے ساتھ 9.3 ارب روپے سے 12.1 ارب روپے رہا۔ یہ بنیادی طور پر سیمنٹ کی مستحکم قیمت اور وافر مقدار فروخت پر منحصر رہا۔

اس عرصے میں کل منافع 22% اضافے کے ساتھ 2.7 ارب روپے رہا جو پچھلے اسی عرصے کے دوران 8% کے ساتھ 0.8 ارب روپے تھا۔ سیمنٹ کی فروخت کی مستحکم قیمت اور ایندھن کی لاگت میں کمی کی وجہ سے ہونے والی اس بہتری کو افراط زر اور کرنسی کی قدر میں کمی نے برابر کر دیا۔



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