

Company Information

Board of Directors

Sir Mohammed Anwar Pervez
Mr. Zameer Mohammed Choudrey
Mr. Arshad Mehmood Chaudhary
Mr. Muhammad Irfan A Sheikh
Mr. Mazhar Rafi
Mr. Mohammed Akram
Mr. Arshad Hameed
Mr. Ghulam Sarwar Malik

Chairman
Chief Executive
Director
Director Finance & CFO
Director Administration
Director Marketing
Director Coordination
Director Works

Company Secretary

Mr. Mohammad Akram

Statutory Auditors

Khalid Majid Rehman Sarfarz.Rahim Iqbal Rafiq, Chartered Accountants.
(New Name: Khalid Majid, Rehman, Chartered Accountants)

Cost Auditors

S. Ebrahim & Co. Chartered Accountants.

Legal Advisors

Raja M. Bashir, Advocate Supreme Court.

Audit Committee

Mr. Mazhar Rafi
Mr. Mohammed Akram
Mr. Ghulam Sarwar Malik

Registered Office

5th Floor, UBL Building, Jinnah Avanie, Islamabad
Tel: (92-51) 220-6146 -51, Fax: (92-51) 2272150
E-mail: management@bestway.com.pk

Head Office

5th Floor, UBL Building, Jinnah Avanne, Islamabad
Tel: (92-51) 220-6146 -51, Fax: (92-51) 2272150,
E-mail: management@bestway.com.pk

Plant Site

Hattar

SwajGali Road, VillageShadi, Hattar, Distt.Haripur,
N.W.F.P. Pakistan.

Tel: (92) 0303-771-1057 - 58, Fax: (92) 0303-71-1056
E-mail: bclhtr@isb.paknet.com.pk

New Project Site.

Village Tatra.1. Near PSG Petrol Pump
22Km KallarKahar, ChoaSaiden Shall Road
Chakwal, Pakistan, Tel: (92-543) 584560-3

Marketing Office

167-A, Adamjee Road, Rawalpindi Cantt.
Tet (92-51) 551-3110, 51,492, 552-0962 Fax: (92-51) 551-3109
E-mail: bdrwp@isb.paknet.com.pk

Shares Department

10th Floor, Mehdi Towers/A-115
8,M.C.H.S, Shahrah-e-Faisal, Karachi.
Tel: (92-21) 452-6983 - 84, Fax: (92-21) 452-6985

Bankers

Habib Bank Limited.
Standard Chartered Bank.
Faysal Bank Limited.
Union Bank Limited.
Askari Commercial Bank Limited.
Bank Al-Habib Limited.
National Bank of Pakistan.
United Bank Limited.
Citibank N. A.
Bank Alfalah Limited.

BESTWAY CEMENT LIMITED
QUARTERLY REVIEW

The Directors take pleasure in presenting the Company's un-audited accounts for the quarter ended September 30, 2003.

Production & Sales

The production and despatches for the quarter under review compared with last year's corresponding period were as follows:

	<u>2003</u>	<u>2002</u>
(In tonnes)		
Production:		
Clinker	195,354	186,477
Cement	219,371	181,594
Despatches:	236,471	181,608

Despatches of cement registered an increase of 54,863 tonnes over the corresponding quarter last year, which is an increase of 30% as against the industry average of around 17%. As a consequence, the capacity utilisation during the period under review was 91% as compared to 70% for the corresponding period of last year.

Operating Results:

Turnover net of sales tax, excise duty and rebates and discounts to customers was Rs.616 million in the quarter as compared to Rs.438 million in the corresponding period of last year, which is an increase of 41%. Operating profit for the quarter under review increased from Rs.129 million to Rs.198 million which represents an increase of 54%.

Financial charges stood at Rs.41 million for the quarter ended September 30, 2003 as against Rs.53 million for the corresponding quarter of last year, which is a decrease of 23%.

The Company posted a pre tax profit of Rs.157 million in the quarter under review as compared to Rs.81 million in the corresponding period last year. Profit after tax increased from Rs.51 million to Rs.104 million.

Future Outlook:

Prices during the quarter under review remained stable and off-take in both the domestic and export markets continued to show signs of improvement. This trend is expected to continue into the future which should result in better profitability for the current year.

Acknowledgement:

The Directors wish to express their appreciation for the continued support and contribution by the members of staff, suppliers, our bankers and various other agencies through the period.

On behalf of the Board

October 30, 2003

Zameer M. Choudrey
Chief Executive

BESTWAY CEMENT LIMITED
BALANCE SHEET AS AT SEPTEMBER 30, 2003

	September 2003 Rupees	June 2003 Rupees		September 2003 Rupees	June 2003 Rupees
Capital and reserves			Tangible fixed assets		
<i>Authorised share capital</i>			Operating assets	3,268,139,303	3,305,577,680
200,000,000 ordinary shares of Rs. 10 each	2,000,000,000	2,000,000,000	Capital work in progress	1,069,507	490,983
				3,269,208,810	3,306,068,663
<i>Issued, subscribed and paid up share capital</i>			Long term deposits, prepayments and deferred costs		
193,469,555 ordinary shares of Rs.10 each issued for cash consideration	1,934,695,550	1,934,695,550		18,965,547	19,190,309
<i>Accumulated profit/(loss)</i>	349,920,766	245,949,188	Long term investments	1,864,950,530	1,864,950,530
	2,284,616,316	2,180,644,738			
Long term finance	2,064,900,000	1,700,900,000			
Deferred liabilities	70,961,338	19,987,496			
Current liabilities			Current assets		
Short term finance	759,252,355	1,154,265,674	Stores, spares and loose tools	475,298,041	318,619,483
Current maturity of long term liabilities	1,005,322,727	1,066,938,356	Stock in trade	98,951,017	155,641,894
Creditors, provisions, accrued and other liabilities	239,890,905	266,473,636	Receivable from customers	29,681,350	64,068,687
Proposed dividend	145,102,166	145,102,166	Advances, deposits, prepayments and other receivables	74,546,021	59,597,495
	2,149,568,154	2,632,779,833	Short term investments	705,685,200	704,557,810
Contingencies and commitments	-	-	Cash and bank balances	32,759,292	41,617,196
	6,570,045,807	6,534,312,067		1,416,920,921	1,344,102,565
				6,570,045,807	6,534,312,067

The annexed notes form an integral part of these accounts.

CHIEF EXECUTIVE

DIRECTOR & CFO

BESTWAY CEMENT LIMITED
PROFIT AND LOSS ACCOUNT
FOR THE QUARTER ENDED SEPTEMBER 30, 2003

	September 2003	September 2002
	Rupees	Rupees
Sales - net	615,766,686	438,055,297
Cost of sales	404,175,011	294,269,153
Gross profit	211,591,675	143,786,144
Operating expenses		
Administration and general	7,924,214	10,112,884
Selling and distribution	5,312,769	4,502,567
	13,236,983	14,615,451
Operating profit	198,354,692	129,170,693
Financial charges	40,729,581	52,555,221
Other income	(7,794,973)	(9,013,310)
Workers profit participation fund	8,271,004	4,281,439
	41,205,612	47,823,350
Profit before taxation	157,149,080	81,347,343
Provision for taxation - current	3,867,922	3,095,900
- deferred	49,309,580	27,196,031
Profit after taxation	103,971,578	51,055,413
Accumulated profit brought forward	245,949,188	278,407,895
Accumulated profit carried forward	349,920,766	329,463,308
Earnings per share (EPS)	0.54	0.26

CHIEF EXECUTIVE

DIRECTOR & CFO

cash flow workings

BESTWAY CEMENT LIMITED
CASH FLOW STATEMENT FOR THE QUARTER
FROM JULY 01, 2003 TO SEPTEMBER 30, 2003

	September 30, 2003	September 30, 2002
	Rupees	Rupees
CASH FLOWS FROM OPERATING ACTIVITIES		
Net profit before taxation	157,149,080	81,347,343
Adjustments for:		
Gain on sale of fixed assets	-	(433,793)
Depreciation	47,515,601	44,595,828
Profit on investments	(7,515,053)	(8,166,262)
Financial Charges	40,729,581	52,555,221
Deferred costs' amortisation	224,762	224,763
Provision for staff retirement benefits	1,664,262	1,250,205
Exchange gain	(123,769)	(77,837)
	<u>82,495,383</u>	<u>89,948,126</u>
Operating profit before working capital changes	239,644,463	171,295,469
Increase in current assets	(64,754,769)	(21,237,343)
(Increase)/Decrease in current liabilities	(26,617,971)	1,380,191
	<u>(91,372,740)</u>	<u>(19,857,152)</u>
Cash generated from operations	148,271,722	151,438,317
Financial charges paid	(40,694,341)	(31,757,739)
Income tax paid	(12,166,485)	(2,653,064)
	<u>(52,860,826)</u>	<u>(34,410,803)</u>
Net cash generated from operating activities	95,410,896	117,027,514
CASH FLOWS FROM INVESTING ACTIVITIES		
Additions in capital work in progress	(578,524)	(10,791,592)
Purchase of fixed assets	(10,402,181)	(1,491,178)
Proceeds from sale of fixed assets	324,958	1,870,050
Security deposit, prepayments (payments)/receipts	-	4,134,029
Income from Investments	19,515	-
Encashment of short term investments	-	(339,282)
Equity investment	-	(794,411,765)
Exchange loss on purchase of foreign currency	(55,125)	(14,209)
	<u>(10,691,357)</u>	<u>(801,043,947)</u>
Net cash generated in investing activities	(10,691,357)	(801,043,947)
CASH FLOWS FROM FINANCING ACTIVITIES		
Increase in long term loans	301,434,107	758,374,143
Decrease in short term finances	(395,013,319)	(78,321,698)
Dividend paid	-	-
	<u>(93,579,212)</u>	<u>680,052,444</u>
Net cash (used)/generated in financing activities	(93,579,212)	680,052,444
NET CASH USED DURING THE YEAR	(8,859,672)	(3,963,988)
CASH EQUIVALENTS		
Cash and cash equivalents at 01st July	41,617,196	16,105,240
Exchange Gain on US\$ Bank Accounts	1,768	-
Cash and cash equivalents at 30th September	32,759,292	12,141,252

CHIEF EXECUTIVE

DIRECTOR & CFO

St. of Equity

BESTWAY CEMENT LIMITED
STATEMENT OF CHANGES IN EQUITY
FOR THE QUARTER ENDED SEPTEMBER 30, 2003

	Issued, subscribed and paid up capital Rupees	Unappropriated profit Rupees	Total Rupees
Balance as at June 30, 2002	1,934,695,550	243,567,458	2,178,263,008
Change in accounting policy due to adoption of IAS 12 (Income Taxes)	-	34,840,437	34,840,437
Restated Balance	1,934,695,550	278,407,895	2,213,103,445
Profit after taxation for the quarter ended September 30, 2002	-	51,055,413	51,055,413
Balance as at September 30, 2002	1,934,695,550	329,463,308	2,264,158,858
Profit after taxation for the nine months ended June 30, 2003	-	61,588,046	61,588,046
Appropriation:			
Dividend	-	(145,102,166)	(145,102,166)
Balance as at June 30, 2003	1,934,695,550	245,949,188	2,180,644,738
Profit after taxation for the quarter ended September 30, 2003	-	103,971,578	103,971,578
Balance as at September 30, 2003	<u>1,934,695,550</u>	<u>349,920,766</u>	<u>2,284,616,316</u>

CHIEF EXECUTIVE

DIRECTOR & CFO