# LOTTE PAKISTAN PTA LTD

Quarterly Report Jan-Mar 2012

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### **Company information**

### **Board of Directors**

Soon Hyo Chung M Asif Saad Soo Young Huh Changgyou Kim Jung Neon Kim Oh Hun Im Mohammad Qasim Khan Aliya Yusuf Istagbal Mehdi Manzoor Ahmed

### Audit Committee

Aliya Yusuf Istagbal Mehdi Jung Neon Kim Manzoor Ahmed

#### Senior Remuneration Sub Committee Chairman

Soon Hyo Chung Soo Young Huh Jung Neon Kim Oh Hun Im

### **Shares Sub Committee**

Juna Neon Kim Chairman Mohammad Qasim Khan Member Oh Hun Im Member

### **Chief Financial Officer and Company Secretary** Adnan W Samdani

### **Executive Management Team**

M Asif Saad Adnan W Samdani Oamar Haris Manzoor Mohammad Wasim Humair Ijaz Waheed U Khan

#### **Bankers**

Askari Bank Limited Citibank NA Deutsche Bank AG HSBC Bank Middle East Limited Habib Bank Limited

### **KASB Bank Limited** MCB Bank Limited National Bank of Pakistan Standard Chartered Bank (Pakistan) Limited

Chief Financial Officer & Company Secretary

General Manager Manufacturing

Corporate Human Resource Manager

General Manager Commercial

**General Manager Projects** 

**Internal Auditors** Ernst & Young Ford Rhodes Sidat Hyder

**Chartered Accountants** 

#### **External Auditors** A.F. Ferguson & Co.,

Chartered Accountants

### Legal Advisor

Fehem Ahson Hashmi 148, 18th East Street, Phase 1, DHA, Karachi

### **Registered Office**

EZ/1/P-4, Eastern Industrial Zone, Port Qasim, Karachi UAN: +92(0)21 111-782-111 Fax: +92(0)21 3472-6041

### **Shares Registrar**

Famco Associates (Pvt) Limited State Life Building No. 1-A, 1st Floor, I.I. Chundrigar Road, Karachi - 74000

Chairman-Non executive **Chief Executive** Non-executive (resigned w.e.f. 5 April 2012) Non-executive Executive Executive Non-executive / Independent Non-executive / Independent Non-executive / Independent (resigned w.e.f. 2 April 2012) Non-executive / Independent (appointed w.e.f. 5 April 2012)

Chairperson

Chairman

Member

Member

Member

Member

Member

Chief Executive

(appointed w.e.f. 5 April 2012)

(appointed w.e.f. 6 April 2012) (resigned w.e.f. 2 April 2012)

(appointed w.e.f. 24 April 2012)

(resigned w.e.f. 5 April 2012)

## Directors' report

For the first quarter ended 31 March 2012

The Directors are pleased to present their report for the first quarter ended 31 March 2012 together with the un-audited condensed interim financial information of the Company as at and for the first quarter ended 31 March 2012

### **BUSINESS OVERVIEW**

Crude oil (WTI) prices were robust throughout the quarter, due to the improvement in the US economy and risk premium due to the tense situation of Iran's nuclear program. However, overall absolute demand and consumption reduced due to the high prices and the economically struggling Euro zone and the cooling Chinese Economy.

Px prices remained buoyant during the first two months of the quarter supported by strong crude oil and tight supply. Px prices adjusted later in March in the face of waning demand from the suffering PTA sector, as PTA margins over Px fell to below break-even levels. As a result, PTA producers in Korea, Taiwan and China were forced to reduce operating rates in order to minimise losses.

Downstream polyester sector (PSF, PFY and PET) struggled throughout the quarter in China, as inventories increased due to low exports to Europe, and low domestic consumption. Inventory levels increased to 30 days during the quarter, up from the historical average of 15 days.

The domestic PSF market remained under severe pressure due to the gas and electricity shortage and lower cotton prices. This resulted in the reduction of operating rates, especially in Punjab, and the substitution of cotton. PSF prices averaged Rs 167 per kg during the quarter with cotton around Rs 5,400 per maund (Rs 145 per kg).

### **OPERATIONS**

Sales volume for Q1 2012 at 119,071 tonnes was 2% lower than the corresponding quarter last year primarily due to lower domestic sales to the PSF sector on account of falling cotton prices and severe energy shortages. Export sales to China, India, Oman and UAE during the quarter aggregated 9,768 tonnes.

Production during Q1 2012 at 117,120 tonnes was 8% lower than the corresponding period last year due to reduction in plant operating rates on account of the market slow down and a five day planned outage for co-generation power plant tie-ins.

Work on the co-generation power project is progressing satisfactorily and the plant is scheduled for its first test run in Q2 2012.

### **PROFIT, FINANCE & TAXATION**

Revenue for the quarter was 16% lower than the corresponding period last year mainly due to lower PTA prices. Gross profit for the quarter was significantly lower than the same period last year due to lower revenue and higher Px prices. As a result, PTA margin over Px reduced by 66% as compared to same period last year.

Distribution and selling expenses for the quarter were higher than the corresponding quarter last year mainly due to higher export sales on which outward freight and handling charges are borne by the Company. Other operating expenses were lower than the corresponding quarter last year mainly due to lower charge for Workers' Profit Participation and Workers' Welfare Funds due to lower operating profit. Finance income was lower than Q1 2011 mainly due to reduction in average cash surplus levels on the back of outflows for capital expenditure for the co-generation power plant and lower cash generation.

The taxation charge for the quarter is based on minimum turnover tax as reduced by the movement in the deferred tax account.

### **FUTURE OUTLOOK**

Crude oil prices according to most experts are in an unsustainable territory. The already promised increased output from the Saudi Kingdom, along with reduced demand from Europe and even China, is expected to bring prices down in the months to come.

Px prices are expected to remain bullish aided by a tight demand-supply balance in Asia. This coupled with new PTA plants in China and the subdued demand from the polyester sector will continue to impact PTA margins.

In the domestic market, if the present issues with energy continues then further production losses can be expected in the spinning and weaving sectors. This will continue to put a strain on PSF demand resulting in an adverse impact on PTA.

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**Soon Hyo Chung** Chairman Karachi: 24 April 2012

M Asif Saad Chief Executive

## Condensed interim balance sheet

As at 31 March 2012

		Am	ounts in RS 000
	Note	31 March 2012	31 December 2011
Assets		(Un-audited)	(Audited)
Non-current assets			
Fixed assets	6	10,398,160	9,852,587
Long-term loans and advances Long-term deposits and prepayments		45,903 100,104	46,937 100,212
3		10,544,167	9,999,736
Current assets			
Stores and spares		665,974	694,745
Stock-in-trade		3,763,965	4,669,004
Trade debts		3,839,583	3,143,244
Loans and advances Trade deposits and short-term prepayments		24,822 119,972	40,603 159,398
Interest accrued on bank deposits		15,520	12,831
Other receivables		120,457	209,420
Tax refunds due from government - sales tax	7	336,874	288,872
Taxation - payments less provision		467,878	177,264
Cash and bank balances	8	4,448,221	4,505,251
		13,803,266	13,900,632
Total assets		24,347,433	23,900,368
Equity			
Share capital and reserves			
Authorised capital 2,000,000,000 (31 December 2011: 2,000,000,000) ordinary shares of Rs 10 each		20,000,000	20,000,000
Issued, subscribed and paid-up capital			
1,514,207,208 (31 December 2011: 1,514,207,208) ordinary shares of Rs 10 each		15 142 072	15 142 072
Capital reserves		15,142,072 2,345	15,142,072 2,345
Accumulated losses		(2,667,710)	(2,061,717)
Accumulated 1055c5			
Liabilities		12,476,707	13,082,700
Non-current liabilities			
Liability against assets subject to finance lease			38,039
Deferred tax Retirement benefit obligation		1,054,802	1,142,646
Retrement benefit obligation		22,429	20,787
Current liabilities		1,077,231	1,201,472
Trade and other payables		7,877,570	7,479,634
Current maturity of long-term loans	9	1,814,400	1,801,150
Interest accrued / mark-up on loans		148,895	140,074
Dividend payable	10	757,104	
Current portion of liability against assets subject to finance lease		195,526	195,338
		10,793,495	9,616,196
Total liabilities		11,870,726	10,817,668
Contingencies and commitments	11		
Total equity and liabilities		24,347,433	23,900,368

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

Soon Hyo Chung Chairman

**M** Asif Saad **Chief Executive** 

Adnan W Samdani Chief Financial Officer

Amounts in Rs '000

### Condensed interim profit and loss account (un-audited) For the first quarter ended 31 March 2012

		Amounts in Rs '0	
	Note	Quarter 31 Ma	
		2012	2011 (Re-stated)
Revenue	12	13,404,645	15,951,127
Cost of sales	13	(13,134,354)	(12,090,879)
Gross profit		270,291	3,860,248
Distribution and selling expenses		(45,288)	(31,143)
Administrative expenses		(76,218)	(76,419)
Other operating expenses	14	(24,073)	(279,275)
Other operating income	15	8,755	6,487
		(136,824)	(380,350)
Operating profit		133,467	3,479,898
Finance income	16	129,573	271,583
Finance costs		(25,236)	(55,762)
Profit before taxation		237,804	3,695,719
Taxation		(86,693)	(1,210,167)
Profit after taxation		151,111	2,485,552
		Amount in	Rupees
Earnings per share - basic and diluted		0.10	1.64

### Condensed interim statement of comprehensive income (un-audited) For the first guarter ended 31 March 2012

 Amounts in Rs '000

 Quarter ended

 31 March

 2012
 2011

 (Re-stated)

 Profit after taxation
 151,111
 2,485,552

 Other comprehensive income

 Total comprehensive income
 151,111
 2,485,552

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

Soon Hyo Chung Chairman

M Asif Saad Chief Executive

Adnan W Samdani **Chief Financial Officer** 

# Condensed interim cash flow statement (un-audited) For the first quarter ended 31 March 2012

	Am	ounts in Rs '000
Note	Quarter 31 M	
	2012	2011
Cash flows from operating activities		
Cash generated from operations 17	1,255,932	2,022,263
Long-term loans and advances - net	1,034	(1,466)
Long-term deposits and prepayments - net	108	726
Finance costs paid	(16,830)	(39,605)
Payments to staff retirement benefit scheme - unfunded	(75)	-
Taxes paid	(465,151)	(684,654)
Profit received on bank deposits	101,148	246,575
Net cash generated from operating activities	876,166	1,543,839
Cash flows from investing activities		
Payments for capital expenditure	(885,175)	(1,140,701)
Investment in financial assets	-	(650,000)
Net cash used in investing activities	(885,175)	(1,790,701)
Cash flows from financing activities		
Payments for liability against assets subject to finance lease	(47,984)	(35,510)
Dividends paid	(37)	(217)
Net cash used in financing activities	(48,021)	(35,727)
Net decrease in cash and cash equivalents	(57,030)	(282,589)
Cash and cash equivalents at 1 January	4,505,251	6,910,308
Cash and cash equivalents at 31 March	4,448,221	6,627,719

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

Soon Hyo Chung Chairman

**M** Asif Saad **Chief Executive** 



### Condensed interim statement of changes in equity (un-audited) For the first quarter ended 31 March 2012

	laguad	Conital	Amounts in Rs '0		
	lssued, subscribed and paid-up capital	Capital reserves	loss	IOLAI	
Balance as on 1 January 2011 as previously reported	15,142,072	2,345	(5,542,027)	9,602,390	
Effect of retrospective application of change in accounting policy		-	59,883	59,883	
Balance as on 1 January 2011	15,142,072	2,345	(5,482,144)	9,662,273	
Dividend @ Rs 0.50 per share relating to 2010	-	-	(757,104)	(757,104)	
Total comprehensive income for the three months ended 31 March 2011	-	-	2,485,552	2,485,552	
Balance as on 31 March 2011	15,142,072	2,345	(3,753,696)	11,390,721	
Total comprehensive income for the nine month ended 31 December 2011	-	-	1,691,979	1,691,979	
Balance as on 31 December 2011	15,142,072	2,345	(2,061,717)	13,082,700	
Dividend @ Rs 0.50 per share relating to 2011 - note 10	-	-	(757,104)	(757,104)	
Total comprehensive income for the three months ended 31 March 2012	_	-	151,111	151,111	
Balance as at 31 March 2012	15,142,072	2,345	(2,667,710)	12,476,707	

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

Soon Hyo Chung Chairman

M Asif Saad Chief Executive



### 1. Status and nature of business

Lotte Pakistan PTA Limited ("the Company") is incorporated in Pakistan and is listed on Karachi, Lahore and Islamabad Stock Exchanges, and is engaged in the manufacture and sale of Pure Terephthalic Acid (PTA). The Company's registered office is situated at EZ/1/P-4, Eastern Industrial Zone, Port Qasim, Karachi.

The Company is a subsidiary of KP Chemical Corporation - Korea and its ultimate parent company is South Korean conglomerate Lotte.

2. This condensed interim financial information of the Company for the quarter ended 31 March 2012 has been prepared in accordance with the requirements of International Accounting Standard 34 - 'Interim Financial Reporting' and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

This condensed interim financial information does not include all the information required for full financial statements and should be read in conjunction with the annual financial statements as at and for the year ended 31 December 2011.

### 3. Significant accounting policies

The accounting policies and methods of computation used in the preparation of this condensed interim financial information are the same as those applied in preparation of the financial statements for the preceding year ended 31 December 2011.

### 4. Accounting estimates, judgments and financial risk management

**4.1** The preparation of this condensed interim financial information in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

Judgments and estimates made by the management in the preparation of this condensed interim financial information are the same as those that were applied to the financial statements as at and for the year ended 31 December 2011.

**4.2** The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended 31 December 2011.

### 5. Re-statement

With effect from 1 January 2011, the Company revised its accounting policy in respect of leasehold land, buildings on leasehold land and owned plant and machinery to the cost model, under which these assets are now carried at cost less accumulated depreciation and impairment allowance, if any. This change harmonizes the treatment of leasehold land, buildings on leasehold land and owned plant and machinery with other assets of the Company and also aligns the Company's accounting policy with that of the parent company. Moreover, the said practice is also followed in the industry, the management believes that the new policy provides reliable and more relevant information to the users of the financial statements.

This change in accounting policy has been accounted for retrospectively as referred under International Accounting Standard - 8 ' Accounting Policies, Changes in Accounting Estimates and Errors', by adjusting the opening balance of fixed assets and accumlated depreciation for the earliest prior period presented.

### 6. Fixed assets

The following fixed assets have been added / disposed of during the quarter ended 31 March 2012:

### Amounts in Rs '000

	2012 Additions Disposals cost net book value		20	)11
			Additions cost	Disposals net book value
Operating assets / property, plant and equipment				
Buildings on leasehold land		-	-	138
Plant and machinery	13,579	-	113,449	
Furniture and equipment	42,156	209	1,321	
Intangible assets	27	-	-	
Capital work-in-progress	829,413		1,025,931	
			31 March 2012	31 December 2011

		2012	2011
6.1	Capital work-in-progress		
	Civil works and buildings	2,367	3,927
	Plant and machinery - note 6.1.1	3,450,408	2,625,644
	Miscellaneous equipments	728	1,081
	Advances to suppliers - note 6.1.1	93,087	86,525
		3,546,590	2,717,177

**6.1.1** This includes cost of plant and machinery of the power project amounting to Rs 3,473.2 million (31 December 2011: Rs 2,545 million). This project is to be undertaken through a separate company which has already been incorporated with Securities and Exchange Commission of Pakistan on 29 February 2012. The new company will be a wholly owned subsidiary of the Company being eligible for exemptions and concessions under the relevant fiscal regulations.

### 7. Tax refunds due from government - sales tax

This includes Rs 123 million on account of input tax arising from sales tax charged to the Company under the Sindh Sales Tax Act, 2011 which is administered by the Sindh Revenue Board with effect from 01 July 2011. This is being deferred due to procedural issues between Federal and Provincial Tax collecting agencies, resulting in lack of verification by the refund issuing authority i.e. the Federal Board of Revenue.

•	Cash and hank balances	31 March 2012	31 December 2011
8.	Cash and bank balances		
	Short-term fixed deposits	4,293,854	4,291,194
	With banks in current accounts	140,634	200,431
	Cash in hand	13,733	13,626
		4,448,221	4,505,251

9.

### Notes to the condensed interim financial information (un-audited) For the first quarter ended 31 March 2012

Amounts in Rs '000

Lender	Installments payable	Interest rate	Repayment period	31 March 2012	31 December 2011
Loan from parent company					
KP Chemical Corporation USD 20 million (31 December 2011: USD 20 million)	full payment on maturity	1% p.a. above 6 months LIBOR	2012	1,814,400	1,801,150
Less: Payable within one year				(1,814,400)	(1,801,150)

### 10. Dividend payable

Dividend of Rs 0.50 per ordinary share of Rs 10 each of the Company, that is, a dividend of 5% on the nominal value of the shares of the Company was declared and approved in respect of the year ended 31 December 2011.

### 11. Contingencies and commitments

- **11.1** Commitments in respect of capital expenditure as at 31 March 2012 amounts to Rs 0.63 billion (31 December 2011: Rs 1.68 billion).
- **11.2** Commitments for rentals under operating lease agreements / Ijarah contracts in respect of vehicles are as follows:

Year	31 March 2012	31 December 2011
2012	18,358	18,443
2013	14,054	13,769
2014	10,499	10,214
2015	5,875	3,833
2016	353	-
	49,139	46,259

**11.3** Commitments for rentals under operating lease agreements for certain supplies in respect of goods and services are as follows:

Year	31 March 2012	31 December 2011
2012	1,044,975	1,367,902
2013	49,342	47,267
	1,094,317	1,415,169

- 11.4 Commitments for rentals under operating lease agreements in respects of goods and services are stated at minimum lease payments. Some of these are linked to consumer price index (CPI) of UK / Pakistan, priced in foreign currency and payable in Pakistan Rupees, converted at the exchange rates applicable on the date of payment.
- 11.5 ICI Pakistan Limited has issued a guarantee in respect of operational obligations of the Company amounting to Rs 2.1 billion (31 December 2011: Rs 2.1 billion) against which the Company has issued a counter guarantee to ICI Pakistan Limited.

- **11.6** Outstanding bank guarantees and letters of credit issued on behalf of the Company as at 31 March 2012 were Rs 1.29 billion (31 December 2011: Rs 1.09 billion) and Rs 2.29 billion (31 December 2011: Rs 2.33 billion), respectively.
- 11.7 The Income Tax Appellate Tribunal (ITAT) vide order no ITA.No.111/KB/2006 dated 20 April 2006 had set aside the Taxation Officer's assessment order for the assessment year 2002-2003 (income year ending 31 December 2001) whereby the assessing officer had been directed to re-examine the issue of allocation of cost of goods sold to export sales, strictly in accordance with Rule 216 of the Income Tax Rules, 1982. The Taxation Officer vide order no. DC20/106 dated 29 June 2007 had used volume basis to determine the allocation of cost of goods sold to export sales against which the Company had filed an appeal. The Commissioner Inland Revenue (Appeals) vide order numbers 153 and 391 dated 31 January 2011 has set aside the Taxation Officer's order with instructions to strictly comply with the directions contained in the ITAT's order of 20 April 2006 in relation to the basis of allocation of cost of goods sold to export sales. No provision has been made in these financial statements for the potential liability of Rs 901.898 million as the Company is confident of a favourable outcome from the appeal process.

### 12. Revenue

Amounts in Rs '000

		Quarter ended 31 March 2012			Quarter ended 31 March 2011	
	Manufactured goods	Trading goods	Total	Manufactured goods	Trading goods	Total
Local sales	12,497,942	78,472	12,576,414	14,706,576	44,857	14,751,433
Export sales	1,083,751	-	1,083,751	977,279	-	977,279
	13,581,693	78,472	13,660,165	15,683,855	44,857	15,728,712
(Less) / add: Sales tax and						
excise duty	-	(1,958)	(1,958)	-	-	-
Price settlements						
and discounts	(253,562)	-	(253,562)	222,415	-	222,415
	13,328,131	76,514	13,404,645	15,906,270	44,857	15,951,127

	Cost of sales	Quarter ended 31 March	
13.		2012	2011
	Opening stock of raw and packing materials	3,334,047	2,442,186
	Purchases	11,012,372	12,754,211
	Closing stock of raw and packing materials	(2,495,923)	(3,515,576)
	Raw and packing materials consumed	11,850,496	11,680,821
	Manufacturing costs	1,112,571	1,079,571
	Cost of goods manufactured	12,963,067	12,760,392
	Opening stock of finished goods	1,332,340	176,291
		14,295,407	12,936,683
	Closing stock of finished goods	(1,224,178)	(876,916)
		13,071,229	12,059,767
	Trading goods		
	Opening stock	2,617	36,726
	Purchases	104,372	11,481
	Closing stock	(43,864)	(17,095)
		63,125	31,112
		13,134,354	12,090,879

Amounts in Rs '000

2012         2011           2012         2011           Donations         469         466           Loss on retirement of property, plant & equipment         209         138           Workers' profit participation fund         99,733         79,628           Others         634         -           24,073         229,275         634         -           15.         Other operating income         634         -           Scrap sales         8,111         6,487         -           Others         644         -         -           Profit on bank deposits         103,837         241,811           Increase in fair value of financial assets - investment         25,736         9,854           25,736         9,854         129,573         2271,583           17.         Cash generated from operations         237,804         3,695,719           Adjustments for non cash charges and other items:         209         138         138           Loss on retirement of property, plant and equipment         1717         -         138           Increase in fair value of financial assets - investment         103,837         241,811         138           Unrealised exchange loss / (gain)         117			Quarter ended 31 March	
Donations         469         466           Loss on retirement of property, plant & equipment         209         138           Workers' profit participation fund         30,28         199,043           Workers' welfare fund         9,733         79,623           Others         634         -           24,073         279,275         644         -           Scrap sales         8,111         6,487         -           Others         644         -         -           Profit on bank deposits         103,837         241,811         -           Increase in fair value of financial assets - investment         25,736         9,854           25,736         9,854         -         129,573         271,583           17.         Cash generated from operations         -         19,918         136           Profit before taxation         237,804         3,695,719         -         136           Adjustments for non cash charges and other items:         25,236         23,9394         329,185         138           Depreciation and amortisation         237,937         (44,841)         -         -         5,5762         3,930,384           Effect on cashflows due to working capital changes         -         <	14.	Other operating expenses	2012	2011
Loss on retirement of property, plant & equipment Workers' profit participation fund Workers' welfare fund         209         138           Workers' profit participation fund Workers' welfare fund         9,733         79,628           Others         634         -           24,073         279,275           15. Other operating income         8,111         6,487           Scrap sales Others         8,111         6,487           Others         644         -           Profit on bank deposits Increase in fair value of financial assets - investment Exchange gain - net         103,837         241,811           Loss on retirement of property, plant and equipment Provision for staff retirement banefit scheme - unfunded Finance costs         339,394         329,185           103,837         241,811         1,717         -           129,573         271,583         138           17. Cash generated from operations         339,394         329,185           Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for infrastructure cess Unrealised exchange loss / (gain)         337,358         23,695,719           101,837         241,811         1,717         -         138           101,918         337,358         23,695,719         138           Adjustments for non cash charges and other items				
Workers' profit participation fund Workers' welfare fund         13,028         199,043           Others         9,733         779,628           Others         634         -           Z4,073         2279,275           15. Other operating income         8,111         6,487           Others         8,111         6,487           Others         8,755         6,487           16. Finance income         103,837         241,811           Profit on bank deposits         103,837         241,811           Increase in fair value of financial assets - investment         25,736         9,854           Exchange gain - net         25,736         9,854           7. Cash generated from operations         237,804         3,695,719           Adjustments for non cash charges and other items:         029,733         221,533           Depreciation and amortisation         237,804         3,695,719           Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs         339,394         329,185           Unrealised exchange loss / (gain)         113,837         (44,684)         115,993           Increase in fair value of financial assets - investment         113,837         54,6466           Stock-in-trade				
Workers' welfare fund Others         9,733 634         79,628 634           Others         634         -           24,073         279,275           15. Other operating income         8,111         6,487           Others         644         -           0         8,755         6,487           16. Finance income         -         19,918           Profit on bank deposits Increase in fair value of financial assets - investment         25,736         9,854           129,573         271,583         271,583           17. Cash generated from operations         -         19,918           Profit before taxation         237,804         3,695,719           Adjustments for non cash charges and other items:         -         239,974         329,185           Despeciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs         339,394         329,185         138,237,224           Uhrealised exchange loss / (gain) Interest accrued on bank deposits Increase in fair value of financial assets - investment         337,358         234,665         575,162         3,930,384           Effect on cashflows due to working capital changes         ((ncrease) / decrease in current assets Stores and spares Stores and spares         57,781         (43,059)				
Others         634         -           24,073         279,275           15.         Other operating income           Scrap sales         8,111         6,487           Others         644         -           8,755         6,487           16.         Finance income         103,837         241,811           Profit on bank deposits         103,837         241,811           Increase in fair value of financial assets - investment         -         19,918           Exchange gain - net         25,736         9,854           129,573         271,583         17.           Cash generated from operations         237,804         3,695,719           Adjustments for non cash charges and other items:         209         138           Depreciation and amortisation         239,9394         329,185           Loss on retirement of property, plant and equipment         7.71         -           Provision for staff retirement benefit scheme - unfunded         17.17         -           Finance costs         103,837         244,811           Interest accrued on bank deposits         7.717         -           Provision for infrastructure cess         1138         237,977         (4,684)           Intrease			-	
15. Other operating income         Scrap sales Others       8,111       6,487         Others       644       -         8,755       6,487         16. Finance income       103,837       241,811         Profit on bank deposits Increase in fair value of financial assets - investment Exchange gain - net       103,837       241,811         17. Cash generated from operations       25,736       9,854         Profit before taxation       237,804       3,695,719         Adjustments for non cash charges and other items:       0       299         Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Increase in fair value of financial assets - investment       339,394       329,185         138,377       241,811       5,762         23,797       (4,684)       115,983         1,717       55,762       3,930,384         Effect on cashflows due to working capital changes       115,983       234,665         (Increase) / decrease in current assets       5tores and sparse       28,771       (43,059)         Stores and sparse       28,771       95,039       (1,754,384)       (696,339)       (1,754,384)         Increase in trade and other p			-	-
Scrap sales Others8,111 6446,487 6448,7556,48716. Finance income103,837 19,755Profit on bank deposits Increase in fair value of financial assets - investment Exchange gain - net103,837 2,715,8317. Cash generated from operations237,804 3,695,719Profit before taxation237,804 3,695,719Adjustments for non cash charges and other items:Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure ces Increase in fair value of financial assets - investment339,394 2,107 2,5236 2,3,797 2,52,762 2,3,930,384Effect on cashflows due to working capital changes (Increase) / decrease in current assets Storck-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 905,039 (10,754,384) (696,339) (15,936) (1,754,384) (696,339) (1,754,384) (696,339) (1,598,6) (109,406)Increase in trade and other payables347,131 657,224			24,073	279,275
Others         644         -           8,755         6,487           16. Finance income         103,837         241,811           Increase in fair value of financial assets - investment         -         19,918           Exchange gain - net         25,736         9,854           129,573         271,583         271,583           17. Cash generated from operations         237,804         3,695,719           Adjustments for non cash charges and other items:         209         138           Depreciation and amortisation         209         1,717           Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs         339,394         329,185           Unrealised exchange loss / (gain)         1,717         -           Increase in fair value of financial assets - investment         337,358         234,665           375,162         3,930,384         115,993           Increase in fair value of financial assets - investment         337,358         234,665           375,162         3,930,384         666,339)         (1,754,384)           Increase in trade and other payables         347,131         657,224	15.	Other operating income		
Others         644         -           8,755         6,487           16. Finance income         103,837         241,811           Increase in fair value of financial assets - investment         -         19,918           Exchange gain - net         25,736         9,854           129,573         271,583         271,583           17. Cash generated from operations         237,804         3,695,719           Adjustments for non cash charges and other items:         209         138           Depreciation and amortisation         209         1,717           Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs         339,394         329,185           Unrealised exchange loss / (gain)         1,717         -           Increase in fair value of financial assets - investment         337,358         234,665           375,162         3,930,384         115,993           Increase in fair value of financial assets - investment         337,358         234,665           375,162         3,930,384         666,339)         (1,754,384)           Increase in trade and other payables         347,131         657,224				
8,7556,48716. Finance incomeProfit on bank deposits Increase in fair value of financial assets - investment Exchange gain - net103,837 2 41,811 25,736241,811 9,918 25,73617. Cash generated from operations237,8043,695,719Adjustments for non cash charges and other items:237,8043,695,719Adjustments for non cash charges and other items:339,394 209 1,717 25,236329,185 25,236Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Increase in fair value of financial assets - investment339,394 23,797 (4,684) (103,837) (241,811) 25,236 (103,837) 26,482 (113,837) (241,811) 15,993 (115,993) Increase in fair value of financial assets - investment337,358 234,665 275,16223,930,384Effect on cashflows due to working capital changes (Increase) / decrease in current assets Stores and spares Stock-in-trade Trade debts Loans and advances28,771 905,039 (1,754,384) (810,980) (1,754,384) (86339) (696,339) (6,432) 33,63923,655,345) (6,432) (10,9406) 333,63926,55,345) (10,9406) (10,9406)Increase in trade and other payables347,131 657,224657,224			-	6,487
16. Finance income         Profit on bank deposits Increase in fair value of financial assets - investment Exchange gain - net       103,837       241,811         1. Cash generated from operations       25,736       9,854         129,573       271,583         17. Cash generated from operations       237,804       3,695,719         Adjustments for non cash charges and other items:       209       138         Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs       339,394       329,185         Unrealised exchange loss / (gain) Interest accrued on bank deposits       209       1,717       -         Provision for infrastructure cess Increase in fair value of financial assets - investment       337,358       234,665       575,162       3,930,384         Effect on cashflows due to working capital changes       (Increase) / decrease in current assets Stores and spares       28,771       (43,059)         Stock-in-trade       103,639       (59,839)       (6432)       109,406         Deposits and advances       15,781       34,426       (59,896)       109,406         Other receivables and tax refunds       333,639       (2,565,345)       109,406		Others		-
Profit on bank deposits Increase in fair value of financial assets - investment103,837 - 19,918 25,736241,811 19,918 25,736Exchange gain - net25,736 9,854 129,573271,58317. Cash generated from operations237,8043,695,719Adjustments for non cash charges and other items:237,8043,695,719Adjustments for non cash charges and other items:209 1,717 - 25,236339,394 (103,837)329,185 138 - 177Loss on retirement of property, plant and equipment Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment339,394 (241,811) - 25,236 (33,837)329,185 			8,755	6,48/
Increase in fair value of financial assets - investment19,918Exchange gain - net25,7369,854129,573271,58317. Cash generated from operationsProfit before taxation237,8043,695,719Adjustments for non cash charges and other items:Depreciation and amortisation339,394329,185Loss on retirement of property, plant and equipment7,71725,236Finance costs23,797(4,684)Unrealised exchange loss / (gain)115,993(241,811)Provision for infrastructure cess337,358234,665Unrease in fair value of financial assets - investment337,358234,665Effect on cashflows due to working capital changes(Increase) / decrease in current assets337,358234,665Stores and spares28,771(43,059)Stock-in-trade39,421(59,896)Deposits and short-term prepayments39,426(59,896)Other receivables and tax refunds333,639(2,565,345)Increase in trade and other payables347,131657,224	16.	Finance income		
Exchange gain - net25,7369,854129,573271,58317. Cash generated from operationsProfit before taxation237,8043,695,719Adjustments for non cash charges and other items:Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs 		Profit on bank deposits	103,837	241,811
129,573271,583129,573271,58317. Cash generated from operationsProfit before taxation237,8043,695,719Adjustments for non cash charges and other items:237,8043,695,719Depreciation and amortisation339,394329,185Loss on retirement of property, plant and equipment7000000000000000000000000000000000000		Increase in fair value of financial assets - investment	-	19,918
<b>17. Cash generated from operations</b> Profit before taxation <b>237,804</b> 3,695,719Adjustments for non cash charges and other items: <b>339,394</b> 329,185Depreciation and amortisation <b>339,394</b> 209138Loss on retirement of property, plant and equipment <b>7,717</b> 11Provision for staff retirement benefit scheme - unfunded <b>1,717</b> 55,762Unrealised exchange loss / (gain)(103,837)(241,811)Interest accrued on bank deposits <b>115,993</b> (19,918)Jncrease in fair value of financial assets - investment <b>337,358</b> 234,665 <b>575,162</b> 3,930,384 <b>339,394</b> (43,059) <b>Effect on cashflows due to working capital changes(Increase)</b> / decrease in current assets <b>28,771</b> (43,059)Stock-in-trade <b>905,039</b> (1,754,384)(696,339)(6,432)Deposits and advances <b>15,781</b> (6,432)(59,896)Deposits and short-term prepayments <b>39,426</b> (59,896)(109,406)Other receivables and tax refunds <b>347,131</b> 657,224		Exchange gain - net	25,736	9,854
Profit before taxation237,8043,695,719Adjustments for non cash charges and other items:Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment339,394 209 1,717 25,236 23,797 (4,684) (103,837) (241,811) 50,842 (19,918)337,358 (19,918)234,665 375,162337,358 (19,918)234,665 390,384Effect on cashflows due to working capital changes(Increase) / decrease in current assets Stores and spares Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 (43,059) (1,754,384) (696,339) (1,754,384) (6,432) (59,896) (109,406)Increase in trade and other payables347,131 (657,224			129,573	271,583
Adjustments for non cash charges and other items:Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment339,394 209 138 1,717 25,236 23,797 (4,684) (241,811) 15,993 (103,837) 50,842 - 115,993 (19,918) 337,358 234,665 575,162329,185 138 1,717 - - 25,236 (25,762) (241,811) 15,993 (19,918) 337,358 234,665 375,162 <b>Effect on cashflows due to working capital changes</b> (Increase) / decrease in current assets Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 905,039 (64,329) 15,781 39,426 40,961(43,059) (1,754,384) (59,896) 109,406Increase in trade and other payables347,131 657,224657,224	17.	Cash generated from operations		
Depreciation and amortisation Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment339,394 209 1,717 25,236 23,797 (4,684) (103,837) (241,811) 50,842 (19,918) 337,358 234,665 575,162329,185 138 1,717 25,236 (103,837) (241,811) 150,842 (19,918) 337,358 234,665 575,162Effect on cashflows due to working capital changes (Increase) / decrease in current assets Stores and spares Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 905,039 (6,432) (1,754,384) (6,432) (59,896) (109,406(43,059) (1,754,384) (6,432) (59,896) (109,406Increase in trade and other payables347,131 657,224657,224		Profit before taxation	237,804	3,695,719
Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs209138Provision for staff retirement benefit scheme - unfunded Finance costs1,717-Unrealised exchange loss / (gain) Interest accrued on bank deposits23,797(4,684)Interest accrued on bank deposits(103,837)(241,811)Provision for infrastructure cess50,842115,993Increase in fair value of financial assets - investment-(19,918)337,358234,665575,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assets28,771(43,059)Stock-in-trade Trade debts905,039(1,754,384)Deposits and advances15,781(6,432)Deposits and short-term prepayments39,426(59,896)Other receivables and tax refunds337,31(57,224Increase in trade and other payables347,131657,224		Adjustments for non cash charges and other items:		
Loss on retirement of property, plant and equipment Provision for staff retirement benefit scheme - unfunded Finance costs209138Provision for staff retirement benefit scheme - unfunded Finance costs1,717-Unrealised exchange loss / (gain) Interest accrued on bank deposits23,797(4,684)Interest accrued on bank deposits(103,837)(241,811)Provision for infrastructure cess50,842115,993Increase in fair value of financial assets - investment-(19,918)337,358234,665575,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assets28,771(43,059)Stock-in-trade Trade debts905,039(1,754,384)Deposits and advances15,781(6,432)Deposits and short-term prepayments39,426(59,896)Other receivables and tax refunds337,31(57,224Increase in trade and other payables347,131657,224		Depreciation and amortisation	339,394	329,185
Finance costs25,23655,762Unrealised exchange loss / (gain)1123,797(4,684)Interest accrued on bank deposits(103,837)(241,811)Provision for infrastructure cess50,842115,993Increase in fair value of financial assets - investment-(19,918)337,358234,665575,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assets5tores and spares(43,059)Stock-in-trade905,039(1,754,384)Trade debts(696,339)(810,980)Loans and advances15,781(6,432)Deposits and short-term prepayments334,639(2,565,345)Other receivables and tax refunds347,131657,224			-	
Unrealised exchange loss / (gain) Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment23,797 (103,837) (241,811) 15,993 (19,918)337,358 Stores and spares Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds23,797 (4,684) (103,837) Stock-in-trade (19,918)1237,358 (19,918)28,771 905,039 (696,339) (1,754,384) (6432) 39,426 (109,406)128,771 (43,059) 905,039 (696,339) (1,754,384) (6,432) (6,432) (19,406)10,9406 (109,406)333,639 (2,565,345)1105,224		Provision for staff retirement benefit scheme - unfunded	1,717	-
Interest accrued on bank deposits Provision for infrastructure cess Increase in fair value of financial assets - investment(103,837) 50,842 (19,918)337,358234,665 (19,918)337,358234,665 (19,918)337,358234,665 (19,918)337,358234,665 (19,918)337,358234,665 (102,918)337,358234,665 (102,918)575,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assets Stores and spares Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 (43,059) (43,059) (1,754,384) (6,432) (696,339) (810,980) (109,406)Increase in trade and other payables347,131 (657,224			-	
Provision for infrastructure cess50,842115,993Increase in fair value of financial assets - investment-(19,918)337,358234,665575,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assetsStores and spares28,771Stock-in-trade905,039Trade debts(696,339)Loans and advances15,781Deposits and short-term prepayments39,426Other receivables and tax refunds333,639Increase in trade and other payables347,131657,224				
Increase in fair value of financial assets - investment-(19,918)337,358234,665375,1623,930,384Effect on cashflows due to working capital changes(Increase) / decrease in current assetsStores and spares28,771Stock-in-trade905,039Trade debts(696,339)Loans and advances15,781Deposits and short-term prepayments39,426Other receivables and tax refunds333,639Increase in trade and other payables347,131657,224				
337,358       234,665         575,162       3,930,384         Effect on cashflows due to working capital changes       (Increase) / decrease in current assets         Stores and spares       28,771         Stock-in-trade       905,039         Trade debts       (696,339)         Loans and advances       15,781         Deposits and short-term prepayments       39,426         Other receivables and tax refunds       (2,565,345)         Increase in trade and other payables       347,131			-	
Effect on cashflows due to working capital changes575,1623,930,384(Increase) / decrease in current assets Stores and spares Stock-in-trade Trade debts Loans and advances Deposits and short-term prepayments Other receivables and tax refunds28,771 905,039 (696,339) 15,781 39,426 40,961(43,059) (1,754,384) (696,339) (6,432) (6,432) (59,896) 109,406Increase in trade and other payables347,131 657,224657,224			337,358	
(Increase) / decrease in current assets         Stores and spares         Stock-in-trade         Trade debts         Loans and advances         Deposits and short-term prepayments         Other receivables and tax refunds         Increase in trade and other payables         347,131				
Stores and spares       28,771       (43,059)         Stock-in-trade       905,039       (1,754,384)         Trade debts       (696,339)       (810,980)         Loans and advances       15,781       (6,432)         Deposits and short-term prepayments       39,426       (59,896)         Other receivables and tax refunds       40,961       109,406         333,639       (2,565,345)         Increase in trade and other payables       347,131       657,224		Effect on cashflows due to working capital changes		
Stock-in-trade       905,039       (1,754,384)         Trade debts       (696,339)       (810,980)         Loans and advances       15,781       (6,432)         Deposits and short-term prepayments       39,426       (59,896)         Other receivables and tax refunds       40,961       109,406         333,639       (2,565,345)         Increase in trade and other payables       347,131       657,224		(Increase) / decrease in current assets		1
Trade debts       (696,339)       (810,980)         Loans and advances       15,781       (6,432)         Deposits and short-term prepayments       39,426       (59,896)         Other receivables and tax refunds       333,639       (2,565,345)         Increase in trade and other payables       347,131       657,224			1	
Loans and advances15,781(6,432)Deposits and short-term prepayments39,426(59,896)Other receivables and tax refunds40,961109,406333,639(2,565,345)Increase in trade and other payables347,131657,224				
Deposits and short-term prepayments         39,426         (59,896)           Other receivables and tax refunds         40,961         109,406           333,639         (2,565,345)           Increase in trade and other payables         347,131         657,224				1
Other receivables and tax refunds         40,961         109,406           333,639         (2,565,345)           Increase in trade and other payables         347,131         657,224				1
333,639       (2,565,345)         Increase in trade and other payables       347,131       657,224			-	
		Increase in trade and other payables	347,131	657 224
Cash generated from operations <b>1,255,932</b> 2,022,263		increase in trade and other payables	5777131	0,224
		Cash generated from operations	1,255,932	2,022,263

Amounts in Rs '000

#### 18. **Transactions with related parties**

The related parties comprise parent company, related group companies, directors of the Company, companies where directors also hold directorships, key management personnel and staff retirement funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in this financial information are as follows:

		Quarter ended 31 March	
		2012	2011
Relationship	Nature of transaction		
Key management personnel	Salaries and other short term benefits	19,577	20,442
	Post employment benefits	3,386	1,444
Staff retirement benefit funds	Payment to staff retirement benefit funds	13,754	8,664
Balances		31 March 2012	31 December 2011
Payable to parent company		148,895	140,074
Receivable from key management personnel		359	1,252
Receivable from staff retirement benefit funds		13,795	13,795

#### 19. General

Figures have been rounded-off to the nearest thousand rupees except where stated otherwise.

#### 20. **Date of authorisation**

This condensed interim financial information was authorised for issue in the Board of Directors meeting held on 24 April 2012.

Soon Hyo Chung Chairman

M Asif Saad Chief Executive



Chief Financial Officer

### LOTTE PAKISTAN PTA LTD

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City Office Al-Tijarah Centre, 8th Floor, 32/1-A, Main Shahrah-e-Faisal, Block 6, P.E.C.H.S., Karachi-75400, Pakistan UAN: +92(0)21 111 568 782 Fax: +92(0)21 3416-9126