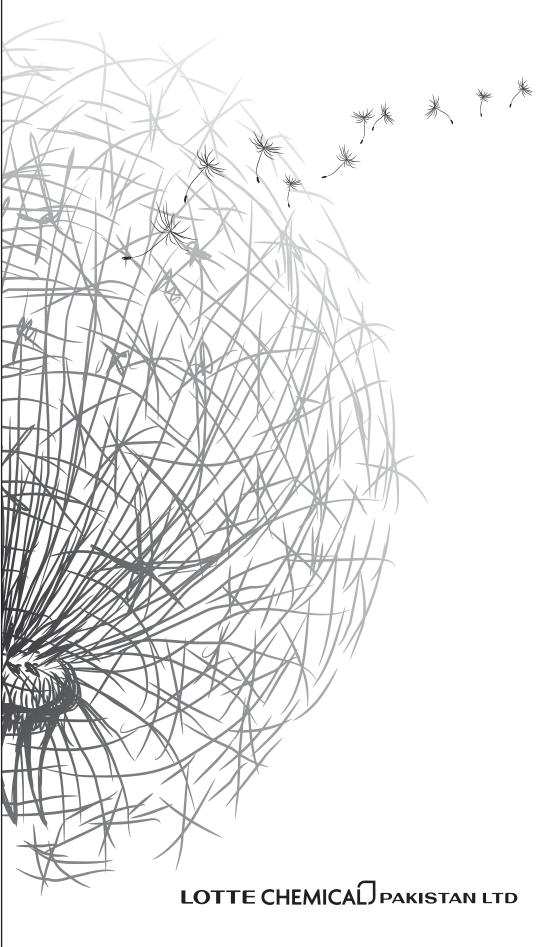
Quarterly Report Jan-Mar 2015



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Company Information As at 27 April 2015

Board of Directors

Kwan Ho Lee	Chairman
Jung Neon Kim	Chief Executive
Soo Chan Ko	Non-executive
Nak Sun Seong	Non-executive
Sang Hyeon Lee	Executive
Mohammad Qasim Khan	Independent
Pervaiz Akhtar	Independent
Istaqbal Mehdi	Non-executive

Audit Committee

Pervaiz Akhtar	Chairman
Kwan Ho Lee	Member
Istaqbal Mehdi	Member
Ashiq Ali	Secretary & Head of Internal Audit

HR & Remuneration Committee

Kwan Ho Lee	Chairman
Sang Hyeon Lee	Member
Nak Sun Seong	Member

Shares Sub Committee

Sang Hyeon Lee	Chairman
Mohammad Qasim Khan	Member
Kwan Ho Lee	Member

Chief Financial Officer and Company Secretary

Adnan Samdani

Executive Management Team

Jung Neon Kim	Chief Executive
Adnan Samdani	Director Finance & Company Secretary
Mohammad Wasim	Director Manufacturing
Humair Ijaz	Director Commercial
Waheed U Khan	Corporate Human Resource Manager

Bankers

Askari Bank Limited Citibank NA Deutsche Bank AG Habib Bank Limited MCB Bank Limited National Bank of Pakistan Standard Chartered Bank (Pakistan) Limited

Internal Auditors

KPMG Taseer Hadi &Co., Chartered Accountants

External Auditors Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants Legal Advisor Mohammad Mitha 148, 18th East Street, Phase 1, DHA, Karachi

Registered Office

EZ/1/P-4, Eastern Industrial Zone, Port Qasim, Karachi

Shares Registrar

Famco Associates (Pvt) Limited 8-F, Next to Hotel Faran, Nursery Block-6, P.E.C.H.S, Shahra-e-Faisal Karachi.

Directors' Report For the first quarter ended 31 March 2015

The Directors are pleased to present their report for the first quarter ended 31 March 2015 together with the un-audited condensed interim financial information of the Company as at and for the first quarter ended 31 March 2015.

Board Changes

Mr Hun Ki Lee resigned as Chairman and Director of the Company with effect from 10 April 2015 and Mr Kwan Ho Lee was appointed Chairman and Director with effect from the same day to fill the casual vacancy for the remainder of the term to expire on 22 June 2017. The Board places on record its appreciation for the valuable contributions made by the outgoing Chairman and Director, Mr Hun Ki Lee and welcomes Mr Kwan Ho Lee as the new Chairman and Director of the Company.

Business Overview

Crude oil prices remained depressed during the quarter on the back of oversupply by the USA and ongoing tensions in the Middle East.

Paraxylene (PX) prices have continuously lost strength since the start of the year to their lowest levels since 2005. The weakness in Crude oil prices and the relative oversupply in the PX markets are the main reasons for this decline in prices. PX producers have also had to contend with lower margins over both Naphtha and mixed xylenes, and have been adjusting operating rates to manage losses.

PTA pricing and margins also remained under pressure during the quarter. PTA producers in the region were cautious in managing their operating rates, which were at around 60% during the quarter. The industry is ailing due to overcapacity, and higher inventories of PTA in Chinese warehouses, which is at one of its highest levels ever. Demand from the downstream Polyester industry did improve after the Lunar Year holidays, but not enough to improve margins for PTA producers.

The Polyester Industry in the region has been gradually ramping up their operating rates. The rapid decline in the raw material (PTA and MEG) cost improved the margins for the Polyester producers and they were able to replenish high inventories.

Domestic Polyester operating rates were healthy during the first quarter, despite significant volumes of PSF being imported from China during the period. The domestic PET operations were stable and demand is expected to increase during summer due to seasonal requirement.

Operations

The Board is pleased to report that the planned plant overhaul was successfully completed during March-April 2015, after a 25 month gap from the previous one in January 2013.

Production during the quarter, despite planned overhaul starting towards end of the quarter, at 121,604 tonnes was 4% higher than the corresponding period last year due to reduction in plant operating rate on account of market slow down in Q1 2014.

Sales volume, comprising of domestic sales only, for Q1 2015 at 114,324 tonnes was marginally lower than the corresponding quarter last year.

Profit, Finance & Taxation

Due to continued adverse trading conditions, your Company incurred a gross loss of Rs 187 million for the quarter as compared to gross loss of Rs 410 million during the same period last year.

Other income was lower than the corresponding quarter last year due to lower profit earned on bank deposits as a result of reduction in average cash surplus levels. Finance costs for the quarter remained higher than the corresponding period last year due to adverse impact of rupee dollar parity and higher discounting charges.

LOTTE CHEMICAD PAKISTAN LTD

Directors' Report For the first quarter ended 31 March 2015

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

The loss after taxation for the quarter ended 31 March 2015 amounted to Rs 306 million as compared to loss after taxation of Rs 284 million in Q1 last year.

Future Outlook

Crude oil (WTI) market is expected to remain subdued in the coming months as the fundamentals are not supportive of any substantial upside in the prices. The production levels of both OPEC and Non-OPEC countries will determine the price direction of the commodity.

PX prices are most likely to follow the Crude oil price direction and remain volatile for the rest of the year. PX producers are planning maintenance shutdowns in the next couple of months and the planned PTA capacity expansions during 2015 should ideally provide some support to the PX prices.

PTA industry has been struggling with overcapacity since the past few years. PTA producers in China have not been able to balance the supply/demand equation. Going forward it is absolutely necessary for the PTA industry to maintain optimal production levels to achieve any stability in its price and margins.

Domestic demand is expected to remain healthy in Q2 due to improved operation rate of PSF and upcoming PET seasonal demand. In case antidumping duty on PSF is applied by the National Tariff Commission (NTC), it will provide further positive stimulus to the domestic market.

The Company is maintaining continuous follow up with the Government of Pakistan for possible improvement in the PTA Import Tariff.

Kwan Ho Lee Chairman

27 April 2015 Karachi

Jung Neon Kim Chief Executive

Condensed Interim Balance Sheet

As at 31 March 2015

			Amount in Rs '000
		31 March	31 December
	Noto	2015 (Un audited)	2014 (Audited)
Assets	Note	(Un-audited)	(Audited)
Non-current assets			
Fixed assets	6	7,050,333	7,379,579
Long-term loans and advances		39,305	41,536
Long-term deposits and prepayments		63,195	63,518
Deferred tax asset - net		1,126,287	939,035
		8,279,120	8,423,668
Current assets			
Stores and spares		1,055,071	1,057,920
Stock-in-trade		3,174,875	2,784,277
Trade debts		1,470,209	1,316,984
Loans and advances		38,382	28,092
Trade deposits and short-term prepayments		78,200	27,462
Mark-up accrued on bank deposits		1,218	2,242
Other receivables		129,517	145,128
Tax refunds due from government - sales tax	7	430,291	423,847
Taxation - payments less provision		1,592,172	1,657,673
Cash and bank balances	8	918,729	1,025,890
		8,888,664	8,469,515
Total assets		17,167,784	16,893,183
Equity Share capital and reserves			
Issued, subscribed and paid-up capital 1,514,207,208 (31 December 2014: 1,514,207,208) ordinary shares of Rs 10 each Capital reserves Accumulated losses		15,142,072 2,345 (4,744,466)	15,142,072 2,345 (4,438,899)
Liabilities		10,399,951	10,705,518
Non-current liabilities			
Retirement benefit obligation		56,125	54,540
Current liabilities		,	
Trade and other payables Interest accrued		6,556,578 155,130 6,711,708	5,980,316 152,809 6,133,125
Total liabilities		6,767,833	6,187,665
Contingencies and commitments	9		
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The annexed notes 1 to 20 form an integral part of this condensed interim financial information.

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Kwan Ho Lee Chairman

Jung Noon Kim

Jung Neon Kim Chief Executive

LOTTE CHEMICAD PAKISTAN LTD

Condensed Interim Profit and Loss Account (un-audited)

For the first quarter ended 31 March 2015

Amount in Rs '000

	Note	Quarter ended 31 March	
	-	2015	2014 (Re-stated- Note 2.2)
Revenue	10	7,890,331	12,389,036
Cost of sales	11	(8,077,225)	(12,799,186)
Gross loss		(186,894)	(410,150)
Distribution and selling expenses		(23,463)	(24,096)
Administrative expenses		(80,508)	(83,246)
Other expenses	12	(305)	(17,582)
Other income	13	15,374	45,880
Finance (costs) / income	14	(23,882)	138,295
Loss before taxation		(299,678)	(350,899)
Taxation	15	(5,889)	66,941
Loss after taxation		(305,567)	(283,958)

Amount in Rupees

Forming new obers, besis and diluted (less)	(0.20)	(0, 10)
Earnings per share - basic and diluted - (loss)	(0.20)	(0.19)

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

Kwan Ho Lee Chairman 2000

Jung Neon Kim Chief Executive

Condensed Interim Statement of Comprehensive Income / (loss) (un-audited) For the first guarter ended 31 March 2015

Amount in Rs '000

	Quarter ended 31 March		
	2015	2014 (Re-stated- Note 2.2)	
Loss after taxation	(305,567)	(283,958)	
Other comprehensive income	-	-	
Total comprehensive loss	(305,567)	(283,958)	

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

Kwan Ho Lee Chairman

Jung Neon Kim

Chief Executive

LOTTE CHEMICA PAKISTAN LTD

Condensed Interim Cash Flow Statement (un-audited)

For the first quarter ended 31 March 2015

Amount in Rs '000

	Note		er ended ⁄larch	
		2015	2014 (Re-stated- Note 2.2)	
Cash flows from operating activities				
Cash generated / (used in) from operations	16	38,208	(1,648,473)	
Long-term loans and advances - net		2,231	(1,110)	
Long-term deposits and prepayments - net		323	(244)	
Finance costs paid		(18,773)	(6,640)	
Payments to staff retirement benefit scheme - unfunde	ed	(189)	(103)	
Mark-up received from bank deposits		15,394	46,917	
Taxes paid		(127,640)	(387,253)	
Net cash used in operating activities		(90,446)	(1,996,906)	
Cash flows from investing activities				
Payments for capital expenditure		(17,450)	(10,112)	
Proceeds from sale of fixed assets		741	-	
Net cash used in investing activities		(16,709)	(10,112)	
Cash flows from financing activities				
Dividend paid		(6)	(119)	
Net cash used in financing activities		(6)	(119)	
Net decrease in cash and cash equivalents		(107,161)	(2,007,137)	
Cash and cash equivalents at 1 January		1,025,890	3,068,673	
Cash and cash equivalents at 31 March		918,729	1,061,536	

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

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Kwan Ho Lee Chairman

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Jung Neon Kim Chief Executive

Condensed Interim Statement of Changes in Equity (un-audited) For the first quarter ended 31 March 2015

Amount in Rs '000

	Issued, subscribed and paid-up capital	Capital reserves	Accumulated loss	Total
Balance as at 1 January 2015	15,142,072	2,345	(4,438,899)	10,705,518
Total comprehensive loss for the three months ended 31 March 2015				
- Loss for the three months ended			(205 567)	(205 567)
31 March 2015 - Other comprehensive income for the	-	-	(305,567)	(305,567)
three months ended 31 March 2015	-	-	-	-
	-	-	(305,567)	(305,567)
Balance as at 31 March 2015	15,142,072	2,345	(4,744,466)	10,399,951
Balance as at 1 January 2014 - re-stated - note 2.2 Total comprehensive loss for the three	15,142,072	2,345	(3,334,528)	11,809,889
months ended 31 March 2014				
- Loss for the three months ended	[]		[]	
31 March 2014	-	-	(283,958)	(283,958)
- Other comprehensive income for the three months ended 31 March 2014	_	-	-	-
	-	-	(283,958)	(283,958)
Balance as at 31 March 2014 - re-stated - note 2.2	15,142,072	2,345	(3,618,486)	11,525,931

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

Kwan Ho Lee Chairman

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Jung Neon Kim Chief Executive

LOTTE CHEMICA DPAKISTAN LTD

Notes to the Condensed Interim Financial Information (un-audited) For the first quarter ended 31 March 2015

1. Status and Nature of Business

Lotte Chemical Pakistan 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.

2. Amalgamation

- 2.1 Through a scheme of arrangement the Company's wholly owned subsidiary Lotte Powergen (Private) Limited, engaged in generation and sale of electricity and steam to the Company, amalgamated with and into the Company. The amalgamation and its related Scheme of Arrangement, effective from 01 January 2014, was approved by the Honorable Sindh High Court vide its order J.M. No. 29 of 2014 dated 29 January 2015 and filed with the registrar of companies on 02 February 2015, for which the Company's shareholders approval was obtained in their Extraordinary General Meeting held on 25 November 2014.
- **2.2** Amalgamation of the wholly owned subsidiary Lotte Powergen (Private) Limited with and into the Company has been accounted for using the predecessor method of accounting. The method requires the merged entity's results incorporated by line by line adding them at their pre-combination carrying values as if both entities had always been combined. Accordingly, the corresponding amounts for the same period last years have also been restated to reflect the combined results of both entities.

3. Basis of Preparation

This condensed interim financial information of the Company for the first quarter ended 31 March 2015 has been prepared in accordance with the requirements of the 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 2014.

4. 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 2014.

5. Accounting estimates, judgments and financial risk management

5.1 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 2014.

5.2 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 2014.

For the first quarter ended 31 March 2015

6. Fixed assets

Amount in Rs '000

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

	2015		2014		
	Additions	Disposals	Additions	Disposals	
	cost	net book value	cost	net book value	
Operating assets / property,					
plant and equipment					
Plant and machinery	-	-	972	-	
Furniture and equipment	35	-	4,874	-	
Motor vehicles	-	20	-	-	
Capital work-in-progress	17,415	-	4,241	-	
Intangible assets	-	-	25	-	

7. Tax refunds due from government - sales tax

This includes Rs 301.3 million (31 December 2014: Rs 301.3 million) on account of input tax arising from sales tax charged to the Company under the Sindh Sales Tax on Services 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 (FBR). The Company had approached Federal Tax Ombudsman for resolution of the matter. The FTO in its order dated 2 May 2013 have directed FBR, with certain recommendations, to resolve the issue. The Company has filled a Suit No. 537 of 2014 before the Honourable Sindh High Court to resolve this issue as per the prevailing Sales Tax Law. The Honourable High Court passed an order dated 19 March 2015 directing the FBR to verify exact figure of refund of sales tax to which plantiff is entitled.

8.	Cash and bank balances	31 March 2015	31 December 2014
	Short-term fixed deposits	896,500	1,001,000
	Current accounts	14,880	18,677
	Cash in hand	7,349	6,213
		918,729	1,025,890

9. Contingencies and commitments

- 9.1 Outstanding guarantees and letters of credit issued on behalf of the Company as at 31 March 2015 were Rs 1.89 billion (31 December 2014: Rs 1.84 billion) and Rs 0.69 billion (31 December 2014: Rs 1.40 billion), respectively.
- **9.2** Commitments in respect of capital expenditure as at 31 March 2015 amount to Rs 116.16 million (31 December 2014: Rs 39.78 million).

For the first quarter ended 31 March 2015

Amount in Rs '000

9.3 Commitments for rentals under operating lease agreements / Ijarah contracts in respect of vehicles are as follows:

Year	31 March 2015	31 December 2014
2015	17,165	24,771
2016	19,747	21,005
2017	14,061	14,857
2018	5,407	5,892
2019	124	-
	56,504	66,525

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

Year	31 March 2015	31 December 2014
2015	412,782	578,648
2016	587,446	611,679
2017	569,232	592,714
	1,569,460	1,783,041

- **9.5** Commitments for rentals under operating lease agreements in respects of goods and services are stated at minimum lease payments. These are priced in foreign currency and payable in Pakistan Rupees, converted at the exchange rates applicable on the date of payment.
- 9.6 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 (received by the Company on 4 June 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. The Deputy Commissioner Inland Revenue vide number 01/171 dated 25 June 2012 (received by the Company in July 2012) has maintained the above basis of allocation to export sales. The Company filed an appeal against the said order in August 2012. The Commissioner Inland Revenue (Appeals-I) [CIR(A)] vide its order dated 29 May 2013 has disagreed with 'basis of dual allocation' as per taxation officer's assessment order and has directed the officer to accordingly determine the amount on the basis of "sales" and finalise the assessment on such basis. However, the department has filed an appeal against the said order on 15 August 2013. Considering the earlier clear directions in the prior orders of both Appellate Tribunal Inland Revenue and CIR(A), the Company's management is of the view that ultimate decision in the said appeal will likely be in the Company's favour and, therefore no provision has been made in these financial information for the potential liability of Rs 149.69 million.

For the first quarter ended 31 March 2015

Amount in Rs '000

		Quarter ended 31 March	
		2015	2014
10.	Revenue		
	Manufactured goods		
	Local sales	8,494,223	13,335,765
	Export sales	-	159,432
		8,494,223	13,495,197
	Less: Sales tax	(492,975)	(742,390)
	Price settlements and discounts	(220,859)	(533,645)
		7,780,389	12,219,162
	Trading goods		
	Local sales	117,091	187,875
	Less: Sales tax	(5,495)	(12,825)
	Price settlements and discounts	(1,654)	(5,176)
		109,942	169,874
		7,890,331	12,389,036

Quarter ended 31 March	
2014	2015
(Re-stated-	
Note 2.2)	

11. Cost of sales

Manufactured goods

Opening stock of raw and packing materials	1,590,090	2,166,141
Purchases	6,978,680	13,783,883
Closing stock of raw and packing materials	(1,460,775)	(4,293,313)
Raw and packing materials consumed	7,107,995	11,656,711
Manufacturing costs	1,476,720	1,200,227
Cost of goods manufactured	8,584,715	12,856,938
Opening stock of finished goods	1,031,428	723,359
	9,616,143	13,580,297
Closing stock of finished goods	(1,650,881)	(927,232)
	7,965,262	12,653,065
Trading goods		
Opening stock	162,759	71,589
Purchases	12,423	106,097
Closing stock	(63,219)	(31,565)
	111,963	146,121
	8,077,225	12,799,186

For the first quarter ended 31 March 2015

Amount in Rs '000

		Quarter ended 31 March	
10		2015	2014 (Re-stated- Note 2.2)
12.	Other expenses		
	Workers' profit participation fund Workers' welfare fund Donations Others	- 149 156 305	12,072 5,110 315 <u>85</u> 17,582
13.	Other income		
	Scrap sales Gain on disposal of fixed assets Mark-up on bank deposits Others	- 721 14,370 <u>283</u> 15,374	3,145 - 42,735
14.	Finance costs / (income)	15,374	43,000
	Bank Overdraft Discounting charges Bank charges Exchange loss / (gain) - net	- 13,705 5,066 5,111 23,882	3 3,646 2,625 (144,569) (138,295)

15. Taxation

The tax charge for the quarter ended 31 March 2015 consists of tax charged under Final Tax Regime (FTR) and minimum tax calculated on turnover as adjusted by movement in deferred tax.

Notes to the Condensed Interim Financial Information (un-audited) For the first quarter ended 31 March 2015

Amount in Rs '000

	Quarter ended 31 March	
	2015	2014 (Re-stated- Note 2.2)
16. Cash generated / (used in) from operations		
Loss before taxation	(299,678)	(350,899)
Adjustments for non cash charges and other items:		
Depreciation and amortisation	346,676	348,275
(Gain) / loss on retirement of plant and equipment	(721)	-
Provision for staff retirement benefit scheme - unfunded	1,774	291
Finance costs	18,771	6,274
Unrealised exchange loss /(gain) on interest payable	2,323	(11,347)
Mark-up on bank deposits	(14,370)	(42,735)
Provision for infrastructure cess	34,346	55,289
Gas infrastructure development cess	128,217 517,016	48,464 404,511
	217,338	53,612
Effect on cashflows due to working capital changes		
(Increase) / decrease in current assets:		
Stores and spares	2,849	(23,591)
Stock-in-trade	(390,598)	(2,291,022)
Trade debts	(153,225)	327,900
Loans and advances	(10,290)	(1,096)
Deposits and short-term prepayments	(50,738)	(35,822)
Other receivables and refunds from government	9,167	(109,315)
	(592,835)	(2,132,946)
Decrease in trade and other payables	413,705	430,861
Cash generated / (used in) from operations	38,208	(1,648,473)

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Notes to the Condensed Interim Financial Information (un-audited) For the first quarter ended 31 March 2015

Amount in Rs '000

17. 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 benefit funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in this condensed interim financial information are as follows:

		31 March	
Relationship	Nature of transaction	2015	2014
Key management personnel	Salaries and other short-term benefits	16,507	16,790
	Post employment benefits	1,490	2,489
Staff retirement benefit funds	Payments to staff retirement benefit funds	13,261	12,699

18. General

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

19. Corresponding figures

Corresponding figures have been re-arranged wherever necessary for purposes of better presentation as follows:

Reclassification from component	Reclassification to component	Quarter ended 31 March 2014
Other income	Finance (cost) / income	
- Exchange gain - net	- Exchange loss / (gain) - net	144,569

20. Date of authorisation

This condensed interim financial information was authorised for issue in the Board of Directors meeting held on 27 April 2015.

Kwan Ho Lee Chairman

Jung Neon Kim Chief Executive

Registered Office EZ/1/P-4, Eastern Industrial Zone, Port Qasim, P.O. Box 723, Karachi-74200, Pakistan UAN: +92 (0) 21 111 782 111 Fax: +92 (0) 21 3472 6004 URL: www.lottechem.pk

City Office

Al-Tijarah Centre, 14th Floor, 32/1-A, Main Shahrah-e-Faisal, Block 6, P.E.C.H.S., Karachi-75400, Pakistan UAN: +92 (0) 111 568 782 Fax: +92 (0) 21 3416 9119

