

**Shaping Tomorrow** 

#### Head Office:

101, Beaumont Plaza, 10 Beaumont Road, Karachi-75530, Pakistan Tel: (92 21) 111-019-019 Fax: (92 21) 35680373 Email: info@isl.com.pk

### Lahore Office:

Chinoy House, 6-Bank Square, Lahore, Pakistan Tel: (92 42) 111-019-019 Fax: (92 42) 37220384

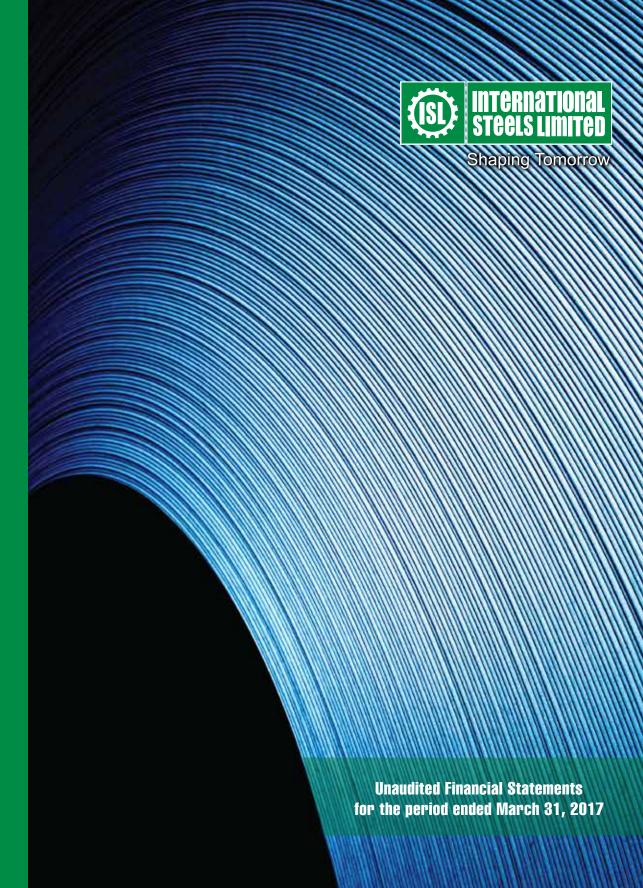
#### Factory:

399-404, Rehri Road, Landhi, Karachi, Pakistan Tel: (92 21) 35013104-05 Fax: (92 21) 35013108

#### Islamabad Office:

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# In the name of Allah, most Gracious, most Merciful. This is by the Grace of Allah.

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## Company Information

Chairman

Mr. Kemal Shoaib Independent Chairman

Directors

Mr. Towfiq H. Chinoy Non-Executive Director

Mr. Tariq Iqbal Khan Independent Director

Mr. Kamran Y. Mirza Independent Director

Syed Salim Raza Independent Director

Syed Hyder Ali Non-Executive Director

Mr. Kamal A. Chinoy Non-Executive Director

Mr. Riyaz T. Chinoy Non-Executive Director

Mr. Kazuteru Mihara Non-Executive Director

Mr. Samir M. Chinoy Executive Director

**Chief Executive Officer** 

Mr. Yousuf H. Mirza Executive Director

Chief Financial Officer

Mr. Taugir Hasan

Company Secretary Mr. Yasir Ali Quraishi

Internal Auditor

Mr. Usman Ahmed

External Auditors KPMG Taseer Hadi & Co.

**Bankers** 

Allied Bank Ltd.
Bank Al Habib Ltd.
Bank Al Habib Ltd.
Bank Alfalah Ltd.
Dubai Islamic Bank (Pakistan) Ltd.
Faysal Bank Ltd.
Habib Bank Ltd.
Habib Metropolitan Bank Ltd.
MCB Bank Ltd
Meezan Bank Ltd.
NIB Bank Ltd.
Samba Bank Ltd.
Samba Bank Ltd.
Standard Chartered Bank (Pakistan) Ltd.
United Bank Ltd.

Legal Advisor

Mrs. Sana Shaikh Fikree

**Registered Office** 

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### **Investor Relations Contact**

**Shares Registrar** 

THK Associates (Pvt.) Ltd. 40-C, Block 6, PECHS, Karachi. Phone: +9221-111-000-322 Email: info@thk.com.pk

Corporate Affairs Department

Mr. Mohammad Irfan Bhatti Assistant Company Secretary 101 Beaumont Plaza, 10 Beaumont Road, Karachi-75530.

Telephone Nos: +9221-35680045-54 UAN: +9221-111-019-019

Fax: +9221-35680373 Email: irfan.bhatti@isl.com.pk

Enquiries concerning lost share certificates, dividend payments, change of address, verification of transfer deeds and share transfer should be directed to the Shares Registrar.

## Directors' Report for the period ended March 31, 2017

Directors of your company are pleased to present the financial statements for nine months ended March 31, 2017.

Sales Revenue for the nine months period ending March 31, 2017 reflected a growth of 67% and stood at Rs. 24.8 billion compared with Rs. 14.8 billion for the same period last year. Gross profit is Rs. 4.6 billion (18.4% of Sales) compared to Rs. 1.3 billion (8.8% of Sales) same period last year. The higher gross profit is mainly due to improved sales volume, margins, productivity and reduced volatility in global steel prices. As a result of these factors the profit after tax was Rs. 2.02 billion compared with Rs. 347 million, the EPS was Rs. 4.64 compared to Rs. 0.80 in the same period last year.

The profit for the third quarter at Rs. 857 million (EPS Rs. 1.97) was also a significant improvement over the profit of Rs. 425 million (EPS Rs. 0.98) for the same period last year.

The economy has shown signs of recovery supported by lower interest rates, stable foreign exchange rate and growth in the industrial sector driven by infrastructure and the engineering segment. Demand is likely to be strong as a result of opportunities emerging from the China Pakistan Economic Corridor (CPEC).

National tariff commission imposed antidumping duties on cold rolled steel and galvanized steel; (Cold Rolled: from 13.17% up to 19.04% on imports from China and Ukraine), (Galvanized Products: from 6.09% up to 40.47% on imports from China). However there are legal challenges pending in the High Court(s) of the country. It is expected that these issues will be decided upon in the coming months.

During the quarter, your Company announced a Board decision to increase capacity to 1 million tons of cold rolled steel per annum. The new capacity is expected to be commissioned in the final quarter of the 2017-2018 financial year. On completion, the Company will be able to meet the entire national demand of Galvanized Products and significantly meet growing Cold Rolled Steel needs.

Going forward, your Company's operations may be affected due to the political and economic challenges and the volatility in the international steel prices.

We pray to Almighty Allah for the continued success of your Company.

For & behalf of International Steels Limited

Dated: 18 April 2017

Karachi

Kemal Shoaib Chairman

Whom



Condensed Interim Balance Sheet

| Condensed Interim Balance Sheet   |          |                     |                     |
|---|----------|---------------------|---------------------|
| As at 31 March 2017   | Note     | 31 March<br>2017    | 30 June<br>2016     |
|   |          | (Un-audited)        | (Audited)           |
|   |          | (Rupees             | in '000)            |
| ASSETS  |          |                     |                     |
| Non-Current Assets Property, plant and equipment  | 5        | 12,719,894          | 12,620,022          |
| Long term deposit with Central Depository Company of Pakistan Limited   | ı.       | 100                 | 100                 |
| Total Non-Current Assets  |          | 12,719,994          | 12,620,122          |
| Current Assets  |          |                     |                     |
| Stores and spares   |          | 496,698             | 442,597             |
| Stock-in-trade  | 6        | 9,367,755           | 5,314,131           |
| Receivable from K-Electric Limited (KE) - unsecured, considered good<br>Trade debts - considered good                               | 7        | 39,719<br>730,857   | 40,513<br>520,801   |
| Advances - considered good  | 8        | 40.152              | 35,069              |
| Trade deposits, short term prepayments and other receivables  | 9        | 21,749              | 12,324              |
| Sales tax receivable  |          | 375,489             | 410,259             |
| Taxation - net Cash and bank balances   |          | 947,344<br>40,995   | 1,550,697<br>37,615 |
| Total Current Assets  |          | 12,060,758          | 8,364,006           |
| Total Assets  |          | 24,780,752          | 20,984,128          |
| 101417100010  |          | 2 1,1 00,1 02       | 20,001,120          |
| EQUITY AND LIABILITIES Share Capital and Reserves Authorised capital 500,000,000 (2016: 500,000,000) ordinary shares of Rs. 10 each |          | 5,000,000           | 5,000,000           |
| 300,000,000 (2010. 300,000,000) ordinary shares of his. To each   |          | 3,000,000           | 3,000,000           |
| Issued, subscribed and paid-up capital  |          | 4,350,000           | 4,350,000           |
| Unappropriated profit   |          | 3,306,564           | 1,818,328           |
| Total shareholders' equity  |          | 7,656,564           | 6,168,328           |
| Surplus on revaluation of property, plant and equipment - net of tax  |          | 958,978             | 974,298             |
| LIABILITIES   |          |                     |                     |
| Non-Current Liabilities Long term finances - secured  | 10       | 3,943,370           | 4,044,973           |
| Staff retirement benefits   | 10       | 24,496              | 24,496              |
| Deferred taxation - net   |          | 1,634,194           | 810,748             |
| Total Non-Current Liabilities   |          | 5,602,060           | 4,880,217           |
| Current Liabilities   |          |                     |                     |
| Trade and other payables  | 11       | 8,057,783           | 4,694,800           |
| Short term borrowings - secured   | 12<br>10 | 1,312,517           | 3,523,755           |
| Current portion of long term finances Accrued mark-up   | 10       | 1,138,146<br>54,704 | 699,016<br>43,714   |
| Total Current Liabilities   |          | 10,563,150          | 8,961,285           |
| Contingencies and Commitments   | 13       | 10,000,100          | 0,001,200           |
|   | 10       | 24 700 750          | 20 004 100          |
| Total Equity and Liabilities  |          | 24,780,752          | 20,984,128          |
|   |          |                     |                     |

The annexed notes from 1 to 25 form an integral part of this condensed interim financial information.

Director & Chairman **Board Audit Committee** 

Tauqir Hasan Chief Financial Officer

## Condensed Interim Profit and Loss Account (Un-audited)

For the nine and three months period ended 31 March 2017

|                                    | Note | Nine months  | period ended | Three months | period ended |
|------------------------------------|------|--------------|--------------|--------------|--------------|
|                                    |      | 31 March     | 31 March     | 31 March     | 31 March     |
|                                    |      | 2017         | 2016         | 2017         | 2016         |
|                                    |      |              | (Rupees      | in '000)     |              |
| Net sales                          | 14   | 24,783,051   | 14,820,265   | 9,562,132    | 6,450,056    |
| Cost of sales                      | 15   | (20,223,518) | (13,514,028) | (7,836,809)  | (5,461,968)  |
| Gross profit                       |      | 4,559,533    | 1,306,237    | 1,725,323    | 988,088      |
| Administrative expenses            | 16   | (146,041)    | (124,904)    | (57,316)     | (49,880)     |
| Selling and distribution expenses  | 17   | (250,071)    | (128,748)    | (98,028)     | (49,142)     |
|                                    |      | (396,112)    | (253,652)    | (155,344)    | (99,022)     |
| Financial charges                  | 18   | (342,080)    | (598,766)    | (105,321)    | (176,434)    |
| Other operating charges            | 19   | (320,874)    | (136,116)    | (117,029)    | (50,597)     |
|                                    |      | (662,954)    | (734,882)    | (222,350)    | (227,031)    |
| Other income                       | 20   | 91,796       | 86,121       | 38,664       | 31,632       |
| Profit before taxation             |      | 3,592,263    | 403,824      | 1,386,293    | 693,667      |
| Taxation - net                     | 21   | (1,575,597)  | (56,959)     | (529,366)    | (268,609)    |
| Profit for the period              |      | 2,016,666    | 346,865      | 856,927      | 425,058      |
| Earnings per share - basic(Rupees) |      |              |              |              |              |
| and diluted                        |      | 4.64         | 0.80         | 1.97         | 0.98         |

The annexed notes from 1 to 25 form an integral part of this condensed interim financial information.

Tariq Iqbal Khan Director & Chairman Board Audit Committee Tauqir Hasan Chief Financial Officer



## Condensed Interim Statement of Comprehensive Income (Un-audited)

For the nine and three months period ended 31 March 2017

|   | Nine months      | period ended     | Three months     | s period ended   |
|---|------------------|------------------|------------------|------------------|
|   | 31 March<br>2017 | 31 March<br>2016 | 31 March<br>2017 | 31 March<br>2016 |
|   | (Rupees in '000) |                  |                  |                  |
| Profit for the period                     | 2,016,666        | 346,865          | 856,927          | 425,058          |
| Other comprehensive income                | -                | -                | -                | -                |
| Total comprehensive income for the period | 2,016,666        | 346,865          | 856,927          | 425,058          |

The annexed notes from 1 to 25 form an integral part of this condensed interim financial information.

Tariq Iqbal Khan Director & Chairman Board Audit Committee

**Tauqir Hasan** Chief Financial Officer

# Condensed Interim Cash Flow Statement (Un-audited) For the nine months period ended 31 March 2017

| TOI THE THINE MONTHS PENOU ENGEG ST MAICH 2017   |      |                        |                               |
|--|------|------------------------|-------------------------------|
|  | Note | Nine months            | period ended                  |
|  |      | 31 March               | 31 March                      |
|  |      | 2017                   | 2016                          |
| CASH FLOWS FROM OPERATING ACTIVITIES   |      | (Rupees                | in '000)                      |
| Profit before taxation   |      | 3,592,263              | 403,824                       |
| Adjustments for:   |      |                        |                               |
| Depreciation   |      | 580,461                | 521,173                       |
| Amortisation Gain on disposal of property, plant and equipment                             |      | (2,053)                | (6,304)                       |
| Provision for staff gratuity   |      | 14,092                 | 8,172                         |
| Provision for compensated absences   |      | 7,135                  | 3,905                         |
| Financial charges  |      | 342,080                | 598,766                       |
|  | 00   | 941,715                | 1,126,125                     |
| Movement in working capital  Net cash generated from operations                            | 22   | (934,621)<br>3,599,357 | <u>1,336,061</u><br>2,866,010 |
| Net cash generated from operations   |      | 3,599,357              | 2,000,010                     |
| Financial charges paid   |      | (331,090)              | (706,687)                     |
| Gratuity paid  |      | (14,092)               | (8,172)                       |
| Compensated absences paid  |      | (6,557)                | (14,014)                      |
| Tax (paid) / adjusted - net  |      | (148,798)              | 42,557                        |
| Net cash generated from operating activities   |      | (500,537)<br>3,098,820 | <u>(686,316)</u><br>2,179,694 |
| The cash generated from operating activities   |      | 3,000,020              | 2,170,001                     |
| CASH FLOWS FROM INVESTING ACTIVITIES   |      |                        |                               |
| Capital expenditure incurred   |      | (692,093)              | (385,454)                     |
| Proceeds from sale of property, plant and equipment  Net cash used in investing activities |      | (678,280)              | (374,336)                     |
| Net cash used in investing activities  |      | (676,260)              | (374,330)                     |
| CASH FLOWS FROM FINANCING ACTIVITIES   |      |                        |                               |
| Proceeds from / (repayment) of long term financing - net                                   |      | 337,527                | (457,398)                     |
| Dividend paid  |      | (543,449)              | (6)                           |
| Net cash used in financing activities  |      | (205,922)              | (457,404)                     |
| Net increase in cash and cash equivalents  |      | 2,214,618              | 1,347,954                     |
| Cash and cash equivalents at beginning of the period                                       |      | (3,486,140)            | (4,031,731)                   |
| Cash and cash equivalents at beginning of the period                                       |      | (1,271,522)            | (2,683,777)                   |
|  |      | ,,                     | (-,,)                         |
| CASH AND CASH EQUIVALENTS COMPRISE:  |      |                        |                               |
| Cash and bank balances   |      | 40,995                 | 32,032                        |
| Short term borrowings  |      | (1,312,517)            | (2,715,809)                   |
|  |      | (1,271,522)            | (2,683,777)                   |

The annexed notes from 1 to 25 form an integral part of this condensed interim financial information.

Director & Chairman **Board Audit Committee**  Chief Financial Officer



## Condensed Interim Statement of Changes in Equity (Un-audited)

For the nine months period ended 31 March 2017

|   | Issued,<br>subscribed<br>& paid-up<br>capital | Unappropriated profit / (loss) | l Total                 |  |
|---|---|--------------------------------|-------------------------|--|
|   |   | Rupees in '000)                |                         |  |
| Balance as at 01 July 2015  | 4,350,000                                     | 628,114                        | 4,978,114               |  |
| Total comprehensive income for the nine months period ended 31 March 2016   |   |                                |                         |  |
| Profit for the period Total other comprehensive income for the period Total comprehensive income for the period                       |   | 346,865<br>-<br>346,865        | 346,865<br>-<br>346,865 |  |
| rotal comprehensive income for the period   |   | 040,000                        | 040,000                 |  |
| Transferred from surplus on revaluation of property, plant and equipment - net of deferred tax  | -   | 8,689                          | 8,689                   |  |
| Balance as at 31 March 2016   | 4,350,000                                     | 983,668                        | 5,333,668               |  |
| Balance as at 01 July 2016  | 4,350,000                                     | 1,818,328                      | 6,168,328               |  |
| Total comprehensive income for the nine months period ended 31 March 2017   |   |                                |                         |  |
| Profit for the period Total other comprehensive income for the period Total comprehensive income for the period                       |   | 2,016,666<br>-<br>2,016,666    | 2,016,666<br>2,016,666  |  |
| Transactions with the owners of the Company - distribution  |   |                                |                         |  |
| Dividend: -Final dividend @ 12.50% (Rs. 1.25 per share) for the year ended 30 June 2016 Total transactions with owners of the Company | -   | (543,750)<br>(543,750)         | (543,750)<br>(543,750)  |  |
| Transferred from surplus on revaluation of property, plant and equipment - net of deferred tax  | -   | 15,320                         | 15,320                  |  |
| Balance as at 31 March 2017   | 4,350,000                                     | 3,306,564                      | 7,656,564               |  |
| The annexed notes from 1 to 25 form an integral part of this condensed interim financial information.                                 |   |                                |                         |  |

Tariq Iqbal Khan Director & Chairman **Board Audit Committee** 

Tauqir Hasan Chief Financial Officer

Notes to the Condensed Interim Financial Information (Un-audited) For the nine months period ended 31 March 2017

#### 1. STATUS AND NATURE OF BUSINESS

International Steels Limited ('the Company') was incorporated on 03 September 2007 as a public unlisted company limited by shares under the Companies Ordinance, 1984 and is domiciled in the province of Sindh. The Company was listed on the Pakistan Stock Exchange Limited on 01 June 2011 as a result of divestment of shares by International Industries Limited ('the Holding Company') ('IIL'). The Company is in the business of manufacturing of Cold Rolled, Galvanized and Colour Coated Steel Coils and Sheets. The Company commenced commercial operation on 01 January 2011. The Company is a subsidiary of IIL. The registered office of the Company is situated at 101, Beaumont Plaza, 10 Beaumont Road, Civil Lines, Karachi.

#### 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

- 2.1.1 This condensed interim financial information of the Company for the nine months period ended 31 March 2017 has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 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.
- **2.1.2** This condensed interim financial information does not include all of the information required for full annual financial statements and should be read in conjunction with the audited annual financial statements as at and for the year ended 30 June 2016.
- 2.1.3 This condensed interim financial information is un-audited and is being submitted to the shareholders as required by listing regulations of Pakistan Stock Exchange Limited vide section 245 of the Companies Ordinance, 1984.

#### 2.2 Basis of measurement

This condensed interim financial information has been prepared under the historical cost convention except that the land and buildings are stated at fair values determined by an independent valuer and the Company's liability under its defined benefit plan (gratuity) which is determined on the present value of the defined benefit obligations determined by an independent actuary.

#### 2.3 Functional and presentation currency

This condensed interim financial information is presented in Pakistani Rupees which is also the Company's functional currency and all financial information presented has been rounded-off to the nearest thousand Rupee except where stated otherwise.



#### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of audited annual financial statements of the Company as at and for the year ended 30 June 2016. Amendments to certain existing standards and interpretations on approved accounting standards effective during the period were not relevant to the Company's operations and did not have any impact on the accounting policies of the Company.

#### 4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

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

The significant judgements made by management in applying the Company's accounting policies and the key sources of estimating the uncertainty were the same as those that applied to the audited annual financial statements as at and for the year ended 30 June 2016.

The financial risk management objectives and policies adopted by the Company are consistent with those disclosed in the audited annual financial statements as at and for the year ended 30 June 2016.

|                                   | Operating assets | Capital work in progress | Total       |
|-----------------------------------|------------------|--------------------------|-------------|
| 5. PROPERTY, PLANT AND EQUIPMENT  | (                | Rupees in '000           | ))          |
| Cost / revalued amount            |                  |                          |             |
| Opening balance                   | 14,936,346       | 173,641                  | 15,109,987  |
| Additions                         | 109,875          | 656,061                  | 765,936     |
| Disposal / transfer / adjustment  | 1,881            | (109,875)                | (107,994)   |
|                                   | 15,048,102       | 719,827                  | 15,767,929  |
| Accumulated depreciation          |                  |                          |             |
| Opening balance                   | (2,489,965)      | -                        | (2,489,965) |
| Charge for the period             | (580,461)        | -                        | (580,461)   |
| Disposal / transfer / adjustment  | 22,391           | -                        | 22,391      |
|                                   | (3,048,035)      | -                        | (3,048,035) |
| Written down value as at 31 March |                  |                          |             |
| 2017 (Un-audited)                 | 12,000,067       | 719,827                  | 12,719,894  |
| Written down value as at 30 June  |                  |                          |             |
| 2016 (Audited)                    | 12,446,381       | 173,641                  | 12,620,022  |

| 6. | STOCK-IN-TRADE  | Note      | 31 March<br>2017<br>(Un-audited)<br>(Rupees                      | 30 June<br>2016<br>(Audited)<br>s in '000)                          |
|----|---|-----------|--|---|
|    | Raw material - in hand - in transit Work-in-process Finished goods Scrap material |           | 2,964,113<br>2,685,003<br>997,888<br>2,720,751<br>-<br>9,367,755 | 2,192,576<br>932,278<br>546,887<br>1,602,250<br>40,140<br>5,314,131 |
| 7. | TRADE DEBTS - considered good<br>- Secured<br>- Unsecured                         | 7.1 & 7.2 | 225,890<br>504,967<br>730,857                                    | 517,972<br>2,829<br>520,801   |

- 7.1 This represents trade debts arising on account of export sales of Rs. 130.3 million (30 June 2016: Rs. 467.95 million) which are secured by way of Export Letters of Credit and Rs. 95.6 million (30 June 2016: Rs. 50.02 million) arising on account of domestic sales which are secured by way of Inland Letter of Credit.
- **7.2** Trade debts include an amount of Rs. Nil (30 June 2016: Rs. 91.40 million) receivable from a related party.

| 8.  | ADVANCES - considered good               | Note | 31 March<br>2017<br>(Un-audited)<br>(Rupees | 30 June<br>2016<br>(Audited)<br>s in '000) |
|-----|--|------|---|--|
|     | Advances: - to suppliers - to employees  |      | 40,152                                      | 35,059<br>10                               |
| 8.1 | These advances are non-interest bearing. |      | 40,152                                      | 35,069                                     |

## 9. TRADE DEPOSITS, SHORT TERM PREPAYMENTS AND OTHER RECEIVABLES

| Trade deposits Short term prepayments |     | 6,963<br>14,103 | 3,948<br>6.280 |
|---------------------------------------|-----|-----------------|----------------|
| Others receivables                    | 9.1 | 683             | 2,096          |
|                                       |     | 21,749          | 12,324         |

- 9.1 Other receivables includes rent receivable from a related party amounting to Rs.0.38 million (30 June 2016: Rs. 0.47 million).
- **9.2** The trade deposites and other receivable are non-interest bearing.



|     |   | Note        | 31 March<br>2017<br>(Un-audited) | 30 June<br>2016<br>(Audited) |
|-----|---|-------------|----------------------------------|------------------------------|
| 10. | LONG TERM FINANCES - secured                |             | (Rupees                          | in '000)                     |
|     | Conventional                                |             |                                  |                              |
|     | Long Term Finance Facility (LTFF)           | 10.1        | 1,963,461                        | 1,988,433                    |
|     | Long term finance                           | 10.2 & 10.3 | 1,472,222                        | 1,755,556                    |
|     | Islamic                                     |             |                                  |                              |
|     | Long term finance                           | 10.4 & 10.5 | 1,645,833                        | 1,000,000                    |
|     |   |             | 5,081,516                        | 4,743,989                    |
|     | Current portion of long term finances shown |             |                                  |                              |
|     | under current liabilities                   |             | (1,138,146)                      | (699,016)                    |
|     |   |             | 3,943,370                        | 4,044,973                    |

- **10.1** This finance has been obtained from commercial bank and is secured by way of pari passu charge over fixed assets of the Company.
- **10.2** Long term finance amounting to Rs. 622.2 million (30 June 2016: Rs. 755.6 million) has been obtained from commercial bank and is secured by way pari passu charge over fixed assets of the Company.
- **10.3** Long term finance amounting to Rs. 849.8 million (30 June 2016: Rs. 1,000 million) has been obtained from commercial bank and is secured by way of ranking charge over fixed assets of the Company.
- **10.4** Long term finance amounting to Rs. 812.5 million (30 June 2016: Rs. 1,000 million) has been obtained from Islamic financial institution and is secured by way of pari passu charge over fixed assets of the Company.
- 10.5 Long term finance amounting to Rs. 833.3 million (30 June 2016: Nil) has been obtained from Islamic financial institution and is secured by way of pari passu charge over fixed assets of the Company.

| Note                                   | 31 March<br>2017<br>(Un-audited) | 30 June<br>2016<br>(Audited) |
|--|----------------------------------|------------------------------|
| 11. TRADE AND OTHER PAYABLES           | (Rupees                          | s in '000)                   |
| Trade creditors                        | 5,951,704                        | 3,622,348                    |
| Derivative financial liabilities       | -                                | 8,286                        |
| Sales commission payable               | 62,908                           | 34,653                       |
| Accrued expenses                       | 811,626                          | 426,750                      |
| Advances from customers                | 425,479                          | 177,170                      |
| Provision for infrastructure cess 11.1 | 478,580                          | 362,076                      |
| Provision for government levies        | 257                              | 409                          |
| Dividend payable                       | 301                              | -                            |
| Unclaimed dividend                     | 384                              | 384                          |
| Short term compensated absences        | 4,578                            | 4,000                        |
| Workers' Profit Participation Fund     | 193,294                          | 13,817                       |
| Workers' Welfare Fund                  | 118,435                          | 41,337                       |
| Others                                 | 10,237                           | 3,570                        |
|  | 8,057,783                        | 4,694,800                    |

|      |                                 | Note | 31 March<br>2017<br>(Un-audited) | 30 June<br>2016<br>(Audited) |  |
|------|---------------------------------|------|----------------------------------|------------------------------|--|
| 11.1 | Movement of infrastructure cess |      | (Rupees in '000)                 |                              |  |
|      | Opening balance                 |      | 362,076                          | 287,508                      |  |
|      | Provided during the period      |      | 116,504                          | 74,568                       |  |
|      | Closing balance                 |      | 478,580                          | 362,076                      |  |

This represents provision against fifty percent amount guaranteed to Excise and Taxation Officer (Refer note 13.1.1).

**11.2** Trade creditors includes Rs. 5,017.2 million (30 June 2016: Rs. 3,299.7 million) payable to a related party.

| 12. | SHORT TERM BORROWINGS - secured  | Note         | 31 March<br>2017<br>(Un-audited)<br>(Rupees | 30 June<br>2016<br>(Audited)<br>in '000) |
|-----|--|--------------|---|--|
|     | Conventional Running finance under mark-up arrangement Running finance under Export Refinance Scheme | 12.1<br>12.2 | 70,323<br>1,118,500                         | 2,663,844                                |
|     | Islamic Short term finance under Term Musharakah Short term finance under Running Musharakah         | 12.3<br>12.4 | 123,694<br>1,312,517                        | 820,809<br>39,102<br>3,523,755           |

- 12.1 The facilities for running finance available from various commercial banks are for the purpose of meeting working capital requirements. The rates of mark-up on these finances range from 5.89% to 8.00% (30 June 2016: 6.04% to 9.68%) per annum. These facilities mature within twelve months and are renewable.
- 12.2 The Company has borrowed short term running finance under Export Refinance Scheme of the State Bank of Pakistan from a commercial bank. This facility is available as a sub limit of short term finance facility. The rate of mark-up on this facility is 2.15% (30 June 2016: 3.96%) per annum. This facility matures within six months and is renewable.
- **12.3** The Company has obtained facilities for short term finance under Term Musharakah arrangement. The rate of profit is 6.31% to 6.45% (30 June 2016: 6.07% to 6.58%) per annum. This facility matures within twelve months and is renewable.
- 12.4 The Company has obtained facilities for short term finance under Running Musharakah arrangement. The rate of profit is 6.11% to 6.24% (30 June 2016: 6.55% to 7.18%) per annum. This facility matures within twelve months and is renewable.
- **12.5** As at 31 March 2017, the unavailed facilities from the above borrowings amounted to Rs. 10,087.48 million (30 June 2016: Rs. 7,876.24 million).
- **12.6** The above facilities are secured by way of joint and pari passu charges over current assets of the Company.



#### 13. CONTINGENCIES AND COMMITMENTS

#### 13.1 Contingencies

- 13.1.1 The Sindh Finance Act, 1994 prescribed an infrastructure fee at the rate of 1% of the C&F value of all goods entering or leaving the province of Sindh via sea or air. The High Court of Sindh on petition filed by the petitioner, passed an interim order directing that every Company subsequent to 27 December 2006 is required to clear the goods on paying 50% of the fee amount involved and furnishing a guarantee / security for the balance amount as directed. Bank guarantees issued as per the above mentioned interim order amount to Rs. 496.5 million (2016: Rs. 376.5 million), have been provided to the Department. However, a provision to the extent of amount utilized from the limit of guarantee has also been made for by the Company on prudent basis (Note 11.1).
- 13.1.2 As per the Gas Infrastructure and Development Cess Act 2011 (the Act), certain companies as specified in the Act (including 'Sui Southern Gas Company' (SSGC)) shall collect and pay Gas Infrastructure and Development Cess (GID Cess) in such manner as the Federal Government may prescribe. As per the second schedule of the Act, GID Cess of Rs. 13 per MMBTU was applicable on the Company. Through Finance Bill 2012 2013, an amendment was made to the Act whereby the rate of GID Cess applicable on the Company was increased to Rs. 100 per MMBTU. On 01 August 2012, the Company filed a suit bearing number 859/2012 wherein it has impugned the Act on the ground that the rate of GID Cess has been enhanced without any lawful justification and authority. The Honourable High Court of Sindh at Karachi vide its ad-interim order dated 06 September 2012 has restrained SSGC from charging GID Cess above Rs. 13 per MMBTU. As a result, SSGC invoiced to the Company at Rs. 13 per MMBTU which has been recorded.

Peshawar High Court vide order dated 13 June 2013 declared that the provisions of the Act, imposing, levying and recovering the impugned Cess, as absolutely expropriatory and exploitative and being constitutionally illegitimate, having no sanction therefore under the Constitution, hence, are declared as such and set at naught. However, Supreme Court of Pakistan vide its order dated 30 December 2013 has suspended the judgment of Peshawar High Court. On 22 August 2014, Supreme Court of Pakistan upheld the decision of the Peshawar High Court stating the GIDC Act 2011 to be unconstitutional and ultra vires on the grounds that GIDC is a 'Fee' and not a 'Tax' and in the alternative it is not covered by any entry relating to imposition or levy of tax under Part-I of the Federal Legislative list and on either counts the 'cess' could not have been introduced through a money bill under the Constitution.

During the year 2014-15, the Government passed a new law 'Gas Infrastructure Development Cess Act 2015' - 'The Act', by virtue of which all prior enactments have been declared infructuous. The said Act levies GIDC at Rs. 100 per MMBTU on industrial and Rs. 200 per MMBTU on captive power consumption, effective 01 July 2011. The Company has obtained a stay order on the retrospective application of the Act from the Honourable High Court of Sindh. The Company is confident of favourable outcome and therefore has not recorded to the extent of self consumption a provision of Rs. 380.8 million (from 01 July 2011 till 22 May 2015) in this condensed interim financial information. However, inspite of the decision of the High Court of Sindh on 26 October 2016 which held that GIDC Act,2015 ultra vires the Constituition, the Company on prudent basis has maintained the provision recognized after the passage of the Act.

Further the Company has not recognized GIDC amounting to Rs. 711 million (2016: 633 million) pertaining to period from 01 July 2011 to 31 March 2017 with respect to its captive power plant from which power generation is supplied to K-Electric Limited. Management considers that, in the event such levy is imposed, it shall recover GIDC from K-Electric Limited through fuel adjustments after getting requisite approval from National Electric Power Regulatory Authority (NEPRA).

13.1.3 Section 113(2)(c) of the Income Tax Ordinance, 2001 was interpreted by a Divisional Bench of the High Court of Sindh in the Income Tax Reference Application (ITRA) No. 132 of 2011 dated 07 May 2013, whereby it was held that the benefit of carry forward of Minimum Tax is only available in the situation where the actual tax payable (on the basis of net income) in a tax year is less than Minimum Tax. Therefore, where there is no tax payable due to brought forward tax losses, minimum tax could not be carried forward for adjustment with future tax liability.

The Company based on legal counsels' advices considered that certain strong grounds are available whereby the aforesaid decision can be challenged in a Larger Bench of the High Court of Sindh or the Supreme Court of Pakistan. A leave to appeal against the aforesaid decision has already been filed before the Supreme Court of Pakistan by other companies which is pending for hearing. In view of above, the Company is confident that the ultimate outcome in this regard would be favourable.

Further, based on the tax expert's advice obtained during the quarter, accumulated minimum tax liability under Section 113 of the Income Tax Ordinance, 2001 (the Ordinance) of Rs. 431 million was determined from the tax years 2013 till 2015 and an amount of Rs. 248 million on account of Alternate Corporate Tax (ACT) for the tax year 2016 under Section 113(C) of the Ordinance. However, based on the assessment and estimation for availability of sufficient taxable profits on the basis of 5 years projections and tax credits available to the Company under section 65(B) of the Income Tax Ordinance, 2001, accumulated minimum tax liability and Alternate Corporate Tax net of tax credit under section 65(B) amounting to Rs. 157 million has not been recorded in this condensed interim financial information for the period ended 31 March 2017.

Additionally, during the period, provision for taxation has been made based on the income for the period determined in accordance with the prevailing law for taxation of income. The charge for tax is calculated using prevailing tax rates.

- **13.1.4** Guarantees issued in favour of Sui Southern Gas Company Limited by the bank amounted to Rs. 265.24 million (2016: Rs. 262.7 million) as a security for supply of gas.
- **13.1.5** Guarantees issued in favour of Pakistan State Oil Company Limited issued by bank on behalf of the Company amounted to Rs. 5.5 million (2016: Rs. 5.5 million).
- **13.1.6** Guarantees issued in favour of K-Electric Limited issued by bank on behalf of the Company amounted to Rs. 8.67 million (2016: Rs. 8.67 million).
- **13.1.7** Guarantees and post dated cheques issued in favour of Nazir High Court issued by bank on behalf of the Company amounted to Rs. 126.91 million (2016: Rs. 2.65 million).

#### 13.2 Commitments

- **13.2.1** Capital expenditure commitments outstanding as at 31 March 2017 amounted to Rs. 1,002.69 million (2016: Rs. 320.07 million).
- **13.2.2** Commitments under Letters of Credit for raw materials and spares as at 31 March 2017 amounted to Rs. 9,823.15 million ( 2016: Rs. 6,578.36 million).
- **13.2.3** The unavailed facilities for opening Letters of Credit and Guarantees from banks as at 31 March 2017 amounted to Rs. 6,841.5 million (2016: Rs. 7,934.6 million) and Rs. 190 million (2016: Rs. 194 million) respectively.



|     |   | Nine months period ended Three months p |                   |                 | period ended    |
|-----|---|---|-------------------|-----------------|-----------------|
|     |   | 31 March                                | 31 March          | 31 March        | 31 March        |
|     |   | 2017                                    | 2016              | 2017            | 2016            |
|     |   |   |                   |                 |                 |
| 14. | NET SALES   |   | (Un-au<br>(Rupees |                 |                 |
| 14. | NET SALES   |   | (nupees           | 111 000)        |                 |
|     | Local   | 25,932,808                              | 15,858,492        | 10,239,292      | 7,009,544       |
|     | Export  | 3,062,790                               | 1,567,876         | 1,002,680       | 595,972         |
|     |   | 28,995,598                              | 17,426,368        | 11,241,972      | 7,605,516       |
|     | Toll manufacturing  | 1,117                                   | 7,678             | 281             | 832             |
|     |   | 28,996,715                              | 17,434,046        | 11,242,253      | 7,606,348       |
|     | Sales tax   | (3,896,654)                             | (2,417,831)       | (1,528,865)     | (1,061,579)     |
|     | Trade discounts   | (7,989)                                 | (27,998)          | (3,628)         | (15,316)        |
|     | Sales commission  | (309,021)                               | (167,952)         | (147,628)       | (79,397)        |
|     |   | (4,213,664)                             | (2,613,781)       | (1,680,121)     | (1,156,292)     |
|     |   | 24,783,051                              | 14,820,265        | 9,562,132       | 6,450,056       |
| 15. | COST OF SALES   |   |                   |                 |                 |
|     | Opening stock of raw material                             |   |                   |                 |                 |
|     | and work-in-process                                       | 2,739,463                               | 2,576,275         | 4,360,604       | 1,512,476       |
|     | Purchases   | 21,479,613                              | 11,272,475        | 8,365,946       | 5,375,806       |
|     | Salaries, wages and benefits                              | 308,504                                 | 242,786           | 122,759         | 89,748          |
|     | Electricity, gas and water                                | 734,638                                 | 646,665           | 254,118         | 283,917         |
|     | Insurance   | 14,076                                  | 12,740            | 4,943           | 4,696           |
|     | Security and janitorial                                   | 14,190                                  | 15,321            | 4,757           | 5,046           |
|     | Depreciation  | 538,054                                 | 463,785           | 177,591         | 166,585         |
|     | Amortisation  | -                                       | 413               | - 00 710        | 138             |
|     | Stores and spares consumed                                | 60,676<br>53,127                        | 68,160            | 22,716          | 29,413          |
|     | Repairs and maintenance Postage, telephone and stationery | 53,127<br>4,624                         | 62,972<br>3,722   | 18,999<br>2,061 | 28,935<br>1,465 |
|     | Vehicle, travel and conveyance                            | 10,731                                  | 13,272            | 3,059           | 5,359           |
|     | Internal material handling                                | 13,513                                  | 7,001             | 5,972           | 3,913           |
|     | Environment controlling expense                           | 1,305                                   | 1,080             | 419             | 360             |
|     | Computer stationery and software                          | 1,000                                   | 1,000             | 410             | 000             |
|     | support fees  | 4,854                                   | 2,287             | 931             | 748             |
|     | Partial manufacturing expense                             | 101,249                                 | 10,768            | 101,249         | -               |
|     | Sundries  | 12,669                                  | 7,093             | 8,274           | 3,901           |
|     | Recovery from sale of scrap                               | (787,266)                               | (482,237)         | (321,627)       | (204,271)       |
|     |   | 25,304,020                              | 14,924,578        | 13,132,771      | 7,308,235       |
|     | Closing stock of raw material                             |   |                   |                 |                 |
|     | and work-in-process                                       | (3,962,001)                             | (2,205,820)       | (3,962,001)     | (2,205,820)     |
|     | Cost of goods manufactured                                | 21,342,019                              | 12,718,758        | 9,170,770       | 5,102,415       |
|     |   |   |                   |                 |                 |
|     | Finished goods:   | 4.000.000                               |                   | 4.000 ====      | 1 110 222       |
|     | Opening stock   | 1,602,250                               | 1,552,343         | 1,386,790       | 1,116,626       |
|     | Closing stock   | (2,720,751)                             | (757,073)         | (2,720,751)     | (757,073)       |
|     |   | (1,118,501)                             | 795,270           | (1,333,961)     | 359,553         |
|     |   | 20,223,518                              | 13,514,028        | 7,836,809       | 5,461,968       |

|     | Not   | e Nine months | s period ended | Three months | period ended   |
|-----|---|---------------|----------------|--------------|----------------|
|     |   | 31 March      | 31 March       | 31 March     | 31 March       |
|     |   | 2017          | 2016           | 2017         | 2016           |
|     |   |               | (Un-au         | dited)       |                |
| 16. | ADMINISTRATIVE EXPENSES                                       |               | •              | n '000)      |                |
|     |   |               | , ,            |              |                |
|     | Salaries, wages and benefits                                  | 97,318        | 74,160         | 39,825       | 23,989         |
|     | Rent, rates and taxes   | 4,510         | 3,175          | 946          | 950            |
|     | Electricity, gas and water                                    | 1,506         | 794            | 312          | 195            |
|     | Insurance   | 1,495         | 1,287          | 590          | 459            |
|     | Depreciation  | 4,195         | 4,194          | 1,370        | 1,523          |
|     | Printing and stationery                                       | 1,683         | 1,394          | 273          | 72             |
|     | Postage and communication                                     | 557           | 535            | 193          | 138            |
|     | Vehicle, travel and conveyance                                | 4,988         | 3,598          | 1,585        | 1,123          |
|     | Legal and professional charges Certification and registration | 20,841        | 29,808         | 8,974        | 19,101         |
|     | charges   | 714           | 469            | 168          | 149            |
|     | Directors' fee  | 2,280         | 2,100          | 1,080        | 600            |
|     | Others  | 5,954         | 3,390          | 2,000        | 1,581          |
|     | S.1.0.0   | 146,041       | 124,904        | 57,316       | 49,880         |
|     |   |               |                |              |                |
| 17. | SELLING AND DISTRIBUTION EXPENSES                             |               |                |              |                |
|     | Salaries, wages and benefits                                  | 47,052        | 34,936         | 19,127       | 12,146         |
|     | Rent, rates and taxes   | 8,080         | 6,028          | 2,801        | 1,838          |
|     | Electricity, gas and water                                    | 1,429         | 721            | 302          | 194            |
|     | Insurance   | 522           | 353            | 231          | 161            |
|     | Depreciation  | 2,725         | 2,459          | 968          | 828            |
|     | Postage, telephone and stationery                             | 1,631         | 1,133          | 646          | 470            |
|     | Vehicle, travel and conveyance                                | 7,380         | 6,965          | 2,483        | 1,771          |
|     | Freight and forwarding charges                                | 162,808       | 63,851         | 66,284       | 28,166         |
|     | Repairs and maintenance                                       | 473           | 463            | 87           | 139            |
|     | Sales promotion   | 10,583        | 8,041          | 3,550        | 2,252          |
|     | Others  | 7,388         | 3,798          | 1,549        | 1,177          |
|     |   | 250,071       | 128,748        | 98,028       | 49,142         |
| 18. | FINANCIAL CHARGES   |               |                |              |                |
|     | Mark-up on:   |               |                |              |                |
|     | <ul> <li>Long term finances</li> </ul>                        | 245,851       | 336,272        | 80,325       | 113,726        |
|     | - Short term borrowings                                       | 89,937        | 185,771        | 22,481       | 60,257         |
|     | 18.1  | 335,788       | 522,043        | 102,806      | 173,983        |
|     | Exchange loss on FE financing                                 | -             | 69,089         | -            | -              |
|     | Interest on Workers Profit                                    |               |                |              |                |
|     | Participation Fund  | 85            | -              | -            | -              |
|     | Bank charges  | 6,207         | 7,634          | 2,515        | 2,451          |
|     |   | 342,080       | 598,766        | 105,321      | <u>176,434</u> |

**<sup>18.1</sup>** It includes mark-up under shariah compliant arrangements amounting to Rs 123.76 million (31 March 2016: Rs. 146.72 million).



|      |  | Nine months        | period ended   | Three months | period ended     |
|------|--|--------------------|----------------|--------------|------------------|
|      | Note   | 31 March           | 31 March       | 31 March     | 31 March         |
|      |  | 2017               | 2016           | 2017         | 2016             |
|      |  |                    | (Un-au         |              |                  |
| 19.  | OTHER OPERATING CHARGES  |                    | (Rupees        | in '000)     |                  |
|      | Auditors' remuneration   | 1,690              | 1,660          | 415          | 444              |
|      | Donations  | 17,309             | 2,190          | 12,269       | -                |
|      | Workers Welfare Fund   | 77,255             | 8,684          | 29,813       | 8,684            |
|      | Workers Profit Participation Fund  | 193,137            | 21,711         | 74,532       | 21,711           |
|      | Loss on derivative financial instruments                                 | 31,483             | 10,524         | -            | -                |
|      | Exchange loss  | -                  | 91,347         | -            | <u>19,758</u>    |
|      |  | 320,874            | <u>136,116</u> | 117,029      | 50,597           |
| 20.  | OTHER INCOME   |                    |                |              |                  |
|      | Income from non-financial assets   |                    |                |              |                  |
|      | Income from power generation 20.1  | 31,834             | 30,459         | 12,210       | 10,594           |
|      | Recovery of shared resources cost<br>Gain on sale of property, plant and | 28,866             | 24,757         | 9,625        | 8,906            |
|      | equipment  | 2,053              | 6,304          | 309          | 3,364            |
|      | Rental income  | 1,451              | 1,489          | 481          | 631              |
|      | Exchange gain  | 8,370              | l              | 1,943        |                  |
|      | Others   | 18,684             | 22,745         | 14,044       | 8,137            |
|      |  | 91,258             | 85,754         | 38,612       | 31,632           |
|      | Income / return from financial assets                                    | 500                | 0.07           |              |                  |
|      | Interest on bank deposits  | 538<br>91,796      | 367<br>86,121  | 52           |                  |
|      |  | 91,796             | 80,121         | 38,664       | 31,632           |
| 20.1 | Income from power generation   |                    |                |              |                  |
|      | Net sales  | 310,929            | 339,648        | 104,654      | 113,161          |
|      | Cost of electricity produced   | (279,095)          | (309,189)      | (92,444)     | _(102,567)       |
|      |  | 31,834             | 30,459         | 12,210       | 10,594           |
| 21.  | TAXATION - net   |                    |                |              |                  |
|      | - Current  | (615,831)          | (15,679)       | (271,251)    | (5,960)          |
|      | - Prior  | (136,320)          | <u> </u>       |              | , <del>-</del>   |
|      | - Deferred   | (823,446)          | (41,280)       | (258,115)    | (262,649)        |
|      |  | <u>(1,575,597)</u> | (56,959)       | (529,366)    | <u>(268,609)</u> |
|      |  |                    |                |              |                  |

|     |  | 2017<br>(Un-audited) | 2016<br>(Audited) |
|-----|--|----------------------|-------------------|
| 22. | MOVEMENT IN WORKING CAPITAL              | (Rupee               | s in '000)        |
|     | (Increase) / decrease in current assets: |                      |                   |
|     | Stores and spares                        | (54,101)             | (88,862)          |
|     | Stock-in-trade                           | (2,300,899)          | 1,165,162         |
|     | Receivable from K-Electric Limited       | 794                  | 9,139             |
|     | Trade debts                              | (210,056)            | (119,428)         |
|     | Advances                                 | (5,083)              | (5,954)           |
|     | Trade deposits, short term prepayments   |                      |                   |
|     | and other receivables                    | (9,425)              | (1,042)           |
|     | Sales tax receivable                     | 34,770               | (352,556)         |
|     |  | (2,544,000)          | 606,459           |
|     | Increase in current liabilities:         |                      |                   |
|     | Trade and other payables                 | 1,609,379            | 729,602           |

31 March

(934,621)

30 June

1,336,061

#### 23. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise the Holding Company, associated undertakings, directors of the Company, key management personnel and staff retirement funds. The Company continues to have a policy whereby transactions with related parties are entered into at commercial terms, approved policy and at rate agreed under a contract / arrangement / agreement. Contributions to defined contribution plan (provident fund) are made as per the terms of employment and contributions to the defined benefit plan (gratuity fund) are made on the basis of latest actuarial advice. Remuneration of key management personnel is in accordance with their terms of engagements. Details of transactions with related parties are as follows:

|   | Nine months period ended Three months period ended |           |           |          |
|---|--|-----------|-----------|----------|
|   | 31 March   | 31 March  | 31 March  | 31 March |
|   | 2017   | 2016      | 2017      | 2016     |
|   |  | (Un-aเ    | ıdited)   |          |
| TRANSACTIONS                            |  | (Rupees   | in '000)  |          |
| Holding company                         |  |           |           |          |
| Sales                                   | 4,701,633  | 1,805,973 | 2,770,455 | 548,569  |
| Purchases                               | 3,606  | 2,384     | 910       | 417      |
| Partial Manufacturing                   | 118,461  | 12,599    | 118,461   |          |
| Toll Manufacturing - sales              | 28   | 4,593     | -         | 10       |
| Store items - sales                     | -  | 215       | -         | 215      |
| Store items - purchases                 | -  | 634       | -         |          |
| Dividend paid                           | 306,319  |           | -         |          |
| Office rent                             | 7,217  | 7,917     | 1,939     | 2,639    |
| Recovery of shared resources cost       | 28,866   | 24,757    | 9,625     | 8,906    |
| Corporate, legal and marketing services | 5,744  | 1,083     | 1,558     |          |
| Reimbursement of Expenses               | 1,562  | 653       | 86        | 328      |



|                                    | Nine months period ended |                  | Three months period ended |                  |
|------------------------------------|--------------------------|------------------|---------------------------|------------------|
|                                    | 31 March<br>2017         | 31 March<br>2016 | 31 March<br>2017          | 31 March<br>2016 |
|                                    |                          |                  | udited)                   |                  |
|                                    |                          | (nupees          | s in '000)                |                  |
| Associated Companies / Undertaking |                          |                  |                           |                  |
| Sales                              | 568,156                  | 111,833          | 242,976                   | 102,964          |
| Purchases                          | 10,654,276               | 7,284,166        | 4,262,787                 | 3,579,290        |
| Rental Income                      | 1,451                    | 1,489            | 481                       | 631              |
| Dividend paid                      | 49,347                   |                  | -                         |                  |
| Sales Commission                   | 210                      |                  | 201                       |                  |
| Associated Person                  |                          |                  |                           |                  |
| Sales commission                   | -                        | 446              | -                         |                  |
| Key Management Personnel           |                          |                  |                           |                  |
| Remuneration and benefits          | 128,830                  | 90,422           | 52,406                    | 30,219           |
| Staff retirement benefits          | 9,060                    | 5,360            | 3,682                     | 2,291            |
| Staff Retirement Fund              |                          |                  |                           |                  |
| Contribution paid - Provident Fund | 21,665                   | <u>18,957</u>    | 8,597                     | 6,534            |
| Contribution paid - Gratuity Fund  | 14,092                   | 8,172            | 4,697                     | 2,724            |

#### 24. **OPERATING SEGMENTS**

- This condensed interim financial information have been prepared on the basis of a single 24.1 reportable segment.
- 24.2 Revenue from sales of steel products represents 99% (31 March 2016: 98%) of total revenue whereas remaining represent revenue from sale of surplus electricity to K-Electric Limited (KE). The Company does not consider sale of electricity to KE as separate reportable segment as the power plant of the Company is installed primarily to supply power to its Galvanizing plant and Cold Rolling Plant and currently any excess electricity is sold KE.
- 24.3 All non-current assets of the Company as at 31 March 2017 are located in Pakistan.
- 24.4 89% (2016: 91%) of sales of steel sheets are domestic sales whereas 11% (2016: 9%) of sales are export / foreign sales.

|      |                        | Nine months      | Nine months period ended |                  | period ended     |
|------|------------------------|------------------|--------------------------|------------------|------------------|
|      |                        | 31 March 2017    | 31 March<br>2016         | 31 March<br>2017 | 31 March<br>2016 |
| 24.5 | Geographic Information | (Rupees in '000) |                          |                  |                  |
|      | Domestic Sales         | 25,933,925       | 15,866,170               | 10,239,573       | 7,010,376        |
|      | Export Sales           | 3,062,790        | 1,567,876                | 1,002,680        | 595,972          |
|      |                        | 28,996,715       | 17,434,046               | 11,242,253       | 7,606,348        |

#### 25. DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information were authorized for issue by the Board of Directors on 18 April 2017.

Tariq Iqbal Khan Director & Chairman **Board Audit Committee** 

Taugir Hasan Chief Financial Officer Chief Executive Officer