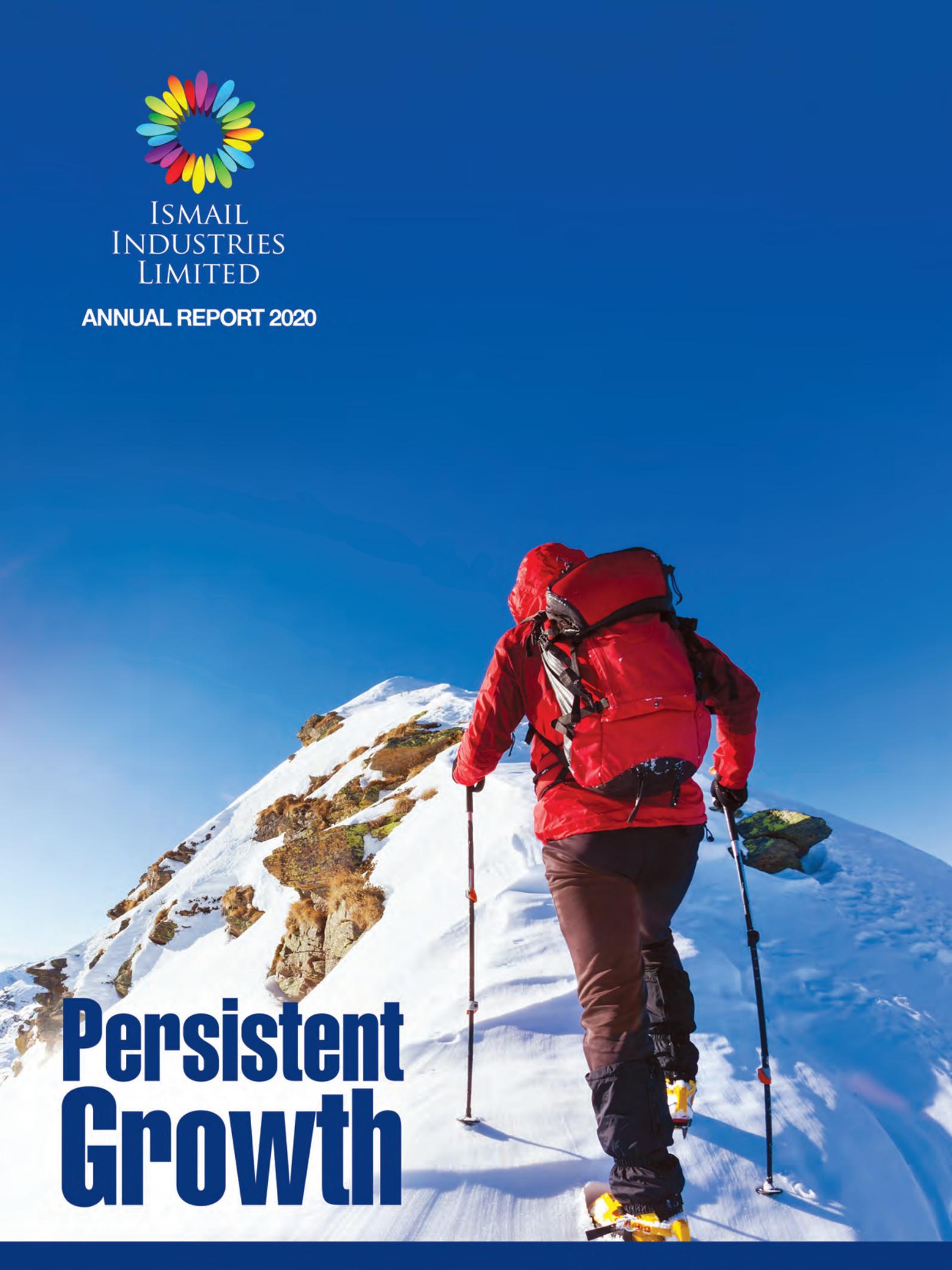




ISMAIL  
INDUSTRIES  
LIMITED

ANNUAL REPORT 2020



# Persistent Growth

# COMPANY PROFILE

## Board of Directors

Mr. Muhammad M. Ismail	Chairman
Mr. Munsarim Saifullah	Chief Executive Officer
Mr. Ahmed Muhammad	Executive Director
Mr. Hamid Maqsood Ismail	Non-Executive Director
Mr. Maqsood Ismail	Non-Executive Director
Mr. M. Zubair Motiwala	Independent Director
Ms. Tasneem Yusuf	Independent Director

## Audit Committee Members

Ms. Tasneem Yusuf	Chairperson
Mr. Muhammad M. Ismail	Member
Mr. Maqsood Ismail	Member

## Registered Office

17, Bangalore Town,  
Main Shahrah-e-Faisal, Karachi, Pakistan.

## Factories

Unit-1: C-230, Hub H.I.T.E.,  
Balochistan, Pakistan.

Unit -2: B-140, Hub H.I.T.E.,  
Balochistan, Pakistan.

Unit-3: G-1, Hub H.I.T.E.,  
Balochistan, Pakistan.

Unit-4: G-22, Hub H.I.T.E.,  
Balochistan, Pakistan.

Unit-5: 38-C, Sundar Industrial Estate  
Raiwind Road, Lahore, Pakistan.

Unit-6: D-91, D-92 & D-94 North Western Zone,  
Port Qasim, Pakistan.

Unit-7: E164-168, North Western Zone,  
Port Qasim, Pakistan.

Unit-8: E154-157, North Western  
Zone, Port Qasim, Pakistan.

Unit-9: G-1, Hub H.I.T.E.,  
Balochistan, Pakistan.

## Human Resource & Remuneration Committee

Mr. M. Zubair Motiwala	Chairman
Mr. Maqsood Ismail	Member
Mr. Hamid Maqsood Ismail	Member

## Company Secretary

Mr. Ghulam Farooq

## Chief Financial Officer

Mr. Abdul Qadir

## Auditor

Grant Thornton Anjum Rahman  
Chartered Accountants

## Legal Advisor

Mohsin Tayebaly & Co.

## Share Registrar

THK Associates (Pvt.) Limited

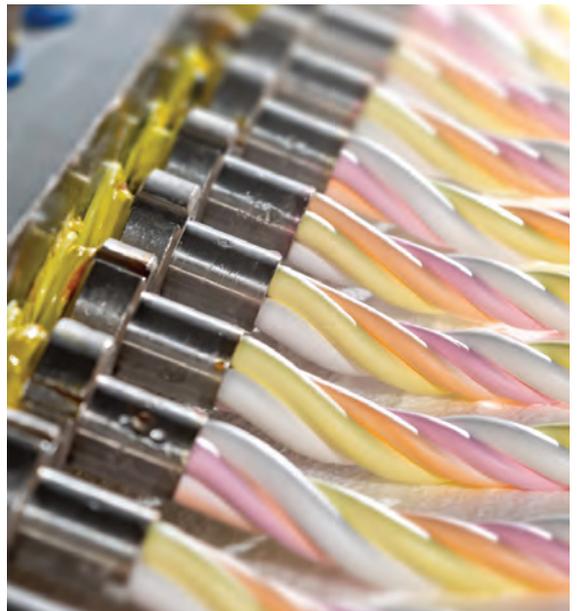
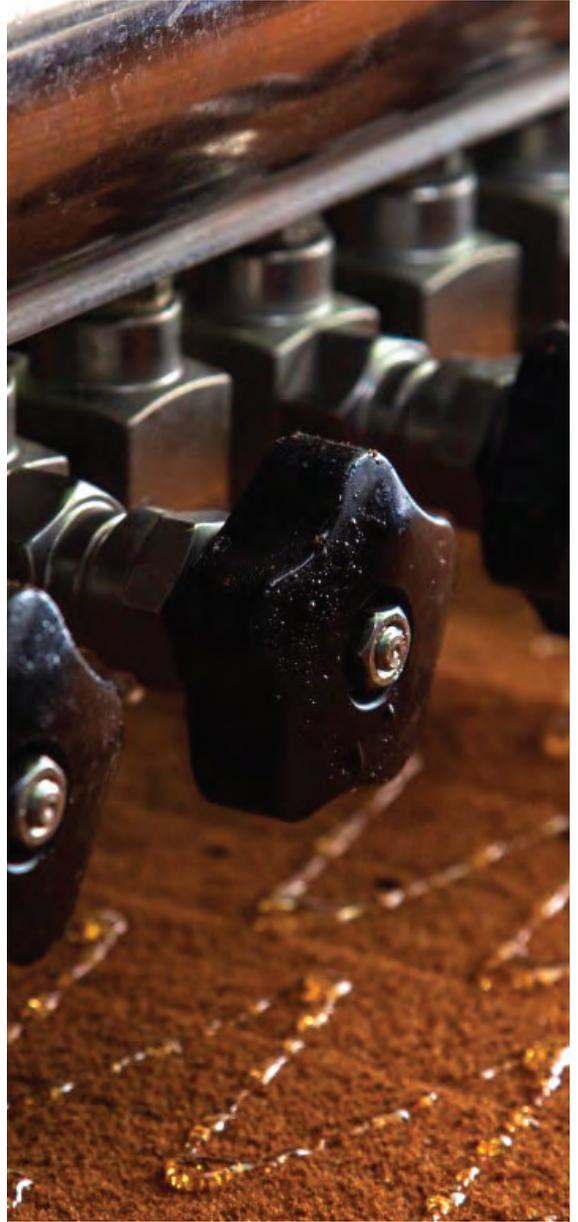
## Bankers / Institutions

Allied Bank Limited  
Askari Bank Limited  
Bank Alfalah Limited  
Bank Al-Habib Limited  
Bank Islami Pakistan Limited  
Dubai Islamic Bank (Pakistan) Limited  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
Industrial & Commercial Bank of China Limited  
JS Bank Limited  
MCB Bank Limited  
MCB Islamic Bank Limited  
Meezan Bank Limited  
National Bank of Pakistan  
PAIR Investment Company Limited  
Pak Brunei Investment Co Ltd  
Pak Oman Investment Co. Ltd  
Soneri Bank Limited  
Standard Chartered Bank (Pakistan) Limited  
The Bank of Punjab



**Ismail Industries Limited is one of the largest business entities of Pakistan. The company has a diverse portfolio ranging from food products (confectioneries, biscuits, snacks, and nutrition) to high-quality packaging films.**





# WELCOME

“Our vision is to grow our business, while decoupling our environmental footprint from our growth and increasing our positive social impact.”

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## OUR STORY

Since inception, our focus has remained on developing the most innovative and unique products for our customers. This commitment has resulted in some of the most loved sweet and savory products that are enjoyed by millions of our customers today. We are proud to develop the best brands in the business and some of the most innovative products which have become a part of our national lifestyle. The wide array of products appeals to children and grown-ups alike and is a source of joy for millions.

Candyland is where it all started in 1988 with our first factory bringing to life the largest confectionery company of Pakistan. Our strong ethos of honesty, dedication and relentless hard work has seen us become a name of quality and consumer trust for over three decades. Candyland is an incredible and inspiring story of determination which has made us the market leader in the confectionery business.

Later in 2002, the Bisconni division was introduced which soon became one of the fastest growing biscuits industries in the country. In 2006, the SnackCity division was set in motion to explore the chips and peanuts category. Our business further strengthened when in the same year, Astro Plastics was launched as a specialized division that manufactures packaging and plastic films.

At Ismail Industries Limited (IIL), we take pride in being ISO 22000 certified and meeting the global quality standard developed by the International Organization for Standardization dealing with food safety. We are also certified by SANHA (South African National Halal Authority) which is a leading authority in the certification for Halal products around the world.

For over two decades, Ismail Industries Limited has been exporting its products to more than 40 countries in North America, Europe, Australia, Africa, the Far East, and the Middle East. Our long-standing customer relationships are a testament to our commitment to manufacturing the highest quality products and ensuring the satisfaction of our customers all around the world.

Our employees operate in an environment where they are empowered to think and act in the highest interest of our key stakeholders. It is the same culture of innovation that has resulted in many home-grown ideas resulting in some of the most innovative products brought to Pakistan confectionery, biscuit, and snack market along with various achievements internally on driving efficiency and operational excellence.

# MISSION

Ismail Industries' vision is to continue our growth trajectory in the coming years and become the largest food manufacturing company in Pakistan. We aim to serve our customers with delightful treats and products with the promise of taste and bringing smiles. The company plans to become the best snacking company in the country through its strategy focused on quality products, leveraging people capabilities, employing technology for efficiency, bold innovation, and continuous process improvements.

# VISION

Our mission is to capitalize on our values and maximize our customers' satisfaction through continuous efforts of delivering consistent quality of products to our consumers. We aim to constantly empower and enable our people to deliver value for our consumers. Our target is to extensively cater to the home markets and to strengthen our roots in international ones. The overarching mission of Ismail Industries Limited is to become a socially responsible organization that contributes towards the betterment, growth and development of Pakistan.



# IIL BUSINESSES



# CORE VALUES



## BELIEF

Our mantra is to keep dreams alive. We have faith in the notion that the belief in oneself and the overall purpose is the first step to achieve something. We strongly believe in our products, our processes, our partners, and above all - we believe in each other.



## LEADERSHIP

We believe that business performance is driven by effective leaders who can truly inspire people to unleash their individual and collective potential. We focus on providing a leadership that provides a vision, inculcates aspirations, promotes communication, and displays passion.



## EXCELLENCE

Our corporate purpose is to manifest excellence in our performance attitude. We view it as a continuous process that enables us to excel in everything we do.



## FAIRNESS

Fairness is a professional behavior that establishes reliability and credibility. We keep fairness paramount - we do what we say.



## TEAMWORK

We focus on leveraging collective efforts and nurturing a culture of appreciation. Our aim is to empower our people to make collective decisions with utmost integrity and responsibility.



# LEADING CONFECTIONERY PLAYER

From humble beginnings to becoming the current largest confectionery segment of Ismail Industries Limited in Pakistan, Candyland has had a wonderful journey since its operations started on June 21, 1988. The foundation of our first production plant was laid down on 1-acre of land and the first brand was launched in 1990. From that point onwards, the company has constantly achieved one milestone after the other and has expanded its production facilities to over 8 acres.

Being the pioneer in jellies category, Candyland has also launched brands in technically difficult categories such as lollipops and marshmallows. We take pride in delivering the best quality products and our brands strive hard to always delight our consumers. This has also helped us export our products to more than 40 countries around the globe.

Backed by a consumer-centric and innovation-driven mindset, Candyland has been known to bring new product categories to the Pakistani consumer. Our state-of-the-art facilities have enabled us to become one of the most technologically advanced and superior companies within the industry. Our customers and consumers are at the core of everything we do. We strive to deliver the best customer value proposition and ensure that our consumers receive the utmost satisfaction every time they choose our products. A blend of highly qualified and experienced individuals in our technical and marketing teams helps us achieve consumer delight. Our sales force that is one of the most efficient and largest in the category, ensures that we reach out to our customers even in the most remote areas across the country.

Candyland offers a plethora of product categories such as Jellies, Chocolates, Marshmallows, Candies, Toffees, Chews, Lollipops, Gums, Milk chocolates, Spreads, Brittles and Truffles, all meeting the international standards of quality and food safety. All Candyland products are ISO 22000 certified and have Halal certification from SANHA.

The year marked Candyland's entry into the new markets such as Spreads, Cooking Chocolates, Brittles and No Added Sugar products. New product formats were also explored in Gums while some old favorites were also brought back. Some of the most notable brand launches were Choc-Oh, Nut Khut, Nutreat, Bubble Pop, Butter Scotch candy and Kitchen Creations cooking chocolates. These latest additions to our portfolio have been launched with great zeal across the company and are a part of Candyland's long-term growth strategy.

At Candyland, we promise to uphold our values, continue to nurture our existing brands and grow our category by constantly innovating and launching new brands that connect with our consumers, meet their needs, and continue to delight them for many years to come.

In the coming year of 2020-2021, Candyland will be focusing on strengthening its sales and distribution structure along with reinforcement of channel management and development. Moreover, brand health tracking and ROI based marketing would be in focus. Candyland's communication development would be heavily constructed upon research along with which new ways to strengthen consumer touch points would be explored.



## YUMS CAMPAIGN

Staying true to the Yums' philosophy, the campaign was an amalgamation of young and colorful characters; each of them representing a distinct personality. The brand slogan evolved to #HumYoungKareinYums associating further with the ever happening and discovering youth. An extensive media plan along with tailor-made digital content helped catch millions of eyeballs. The tireless efforts of the team helped Yums cement its position as the market leader in the coated chews category.



## CHILI MILI CAMPAIGN

Chili Mili is a brand that truly epitomizes Pakistanis and their tastes and lies at the heart of Candyland. This spicy, tangy jelly unlike any other in the world, has been a local favorite over the past 3 decades and is enjoyed all over Pakistan. To further solidify our position as the Number 1 jelly brand in the country, we launched a new campaign featuring Pakistani superstar Fahad Mustafa. The TVC captured the beautiful sights and cultures of Pakistan and had an overall nationalistic appeal. The catchy jingle was loved by the audiences and the Chili Mili dance move evolved into a social media sensation across multiple platforms including Instagram, Facebook and TikTok, making the campaign a big success!



## NOVELLA

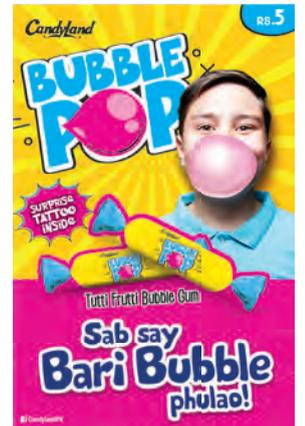
We proudly introduced a new identity for Novella with a distinct look and vivid color combinations for outstanding shelf visibility and enhanced brand image. To further enhance the consumer experience, we launched two new variants in Novella; Cookies n Cream and Biscuit Chunks. This was communicated to the audience through a TV and Digital campaign aired during Feb – March 2020.



## BUBBLE POP

In order to grow Candyland's Gums portfolio, we launched Bubble Pop in April 2020. The concept behind this launch was to revive quirky childhood memories of blowing big bubbles and finding fun tattoos, to bring enjoyment back into our lives.

This aromatic Tutti Frutti bubble gum is the perfect combination of flavor and fun, encouraging consumers to blow the biggest bubble.



## NU TREAT

Consumer trend-spotting and rapid innovation is the hallmark of great companies.

NuTreat is the first of its kind, locally-produced, guilt-free milk chocolate with no added sugar. It was developed specifically keeping in mind the fitness-conscious lifestyle of today's generation.

NuTreat allows consumers a chance to experience all the joys of a quality milk chocolate with none of the guilt of consuming too much sugar. Priced economically, NuTreat shatters perceptions that healthier alternatives are expensive.



## NEW LAUNCHES

### CANDYLAND KITCHEN CREATIONS

Candyland introduced its own line of high-quality cooking chocolates under the brand name **Candyland Kitchen Creations**. Our aim is to provide home cooks and professional chefs access to great-quality cooking chocolate locally available at an economical price point.



### BUTTER SCOTCH



Candyland brings back Butter Scotch!

The classic candy offers the perfect concoction of sweet creamy butter and brings back childhood memories.

Butter Scotch has always been a favorite amongst our consumers and our relaunch success proved that the product has stood the test of time.



### CHOC-OH

The current landscape of the Spreads category provided a great opportunity for Candyland to enter the market. Having had years of expertise in chocolate making, as well as extensive knowledge of consumer tastes and preferences, **Choc-Oh** was launched.

Choc-Oh provides the perfect chocolaty taste to our consumers and is within their affordability range. With Candyland's distribution muscle, we are confident in our ability to make Choc-Oh a hit amongst the masses.



### NUT KHUT

In line with Candyland's growth objectives, we entered the Brittles category with the launch of Nut Khut, a caramel-peanut chikki!

Nut Khut has the perfect combination of chunky peanuts and crunchy caramel, and offers a more hygienic option for all the chikki lovers out there.



### BINGO

Taking innovation to a whole new level, Candyland Bingo was launched in September 2019.

It is a center-filled chew with a variety of mouth-watering flavors; Blackcurrant, Mango, and Orange.





## PERFECTING THE ART OF BAKING

At Biscoinni, we have an exciting range that continues to expand and grow. By launching popular and powerful brands in the past 17 years, Biscoinni has firmly established itself among the three leading biscuit manufacturers. We are poised to continue our journey towards opportunities and increase growth with innovative products of high quality and impeccable taste. Currently present in two categories of Cookies and Cakes, our flagship brands include the country's favorites Cocomo, Chocolatto, Chocolate Chip, Novita, Rite, Craving, Flo Cake, and Chai Wala Biskut. These are widely preferred by consumers as they constantly bring compelling value proposition and unforgettable experience that tantalizes the consumer's taste buds.

Since the start, Biscoinni has adopted a customer-centric approach. Innovation and quality are at the heart of our corporate identity, resulting in all our products being ISO 22000 and Halal certified from SANHA. Our commitment to creating the ultimate brand experience at the forefront of our guiding philosophy has enabled us to deliver our promises and convert consumers' brand loyalty into brand love.

Biscoinni is the value driver for Ismail Industries Limited (IIL) and will continue to increase its market share in all the categories by exploring untapped opportunities within the country and beyond. With great importance given to the introduction of exciting choices elevating consumers' delight, we are confident that Biscoinni will reach new heights.

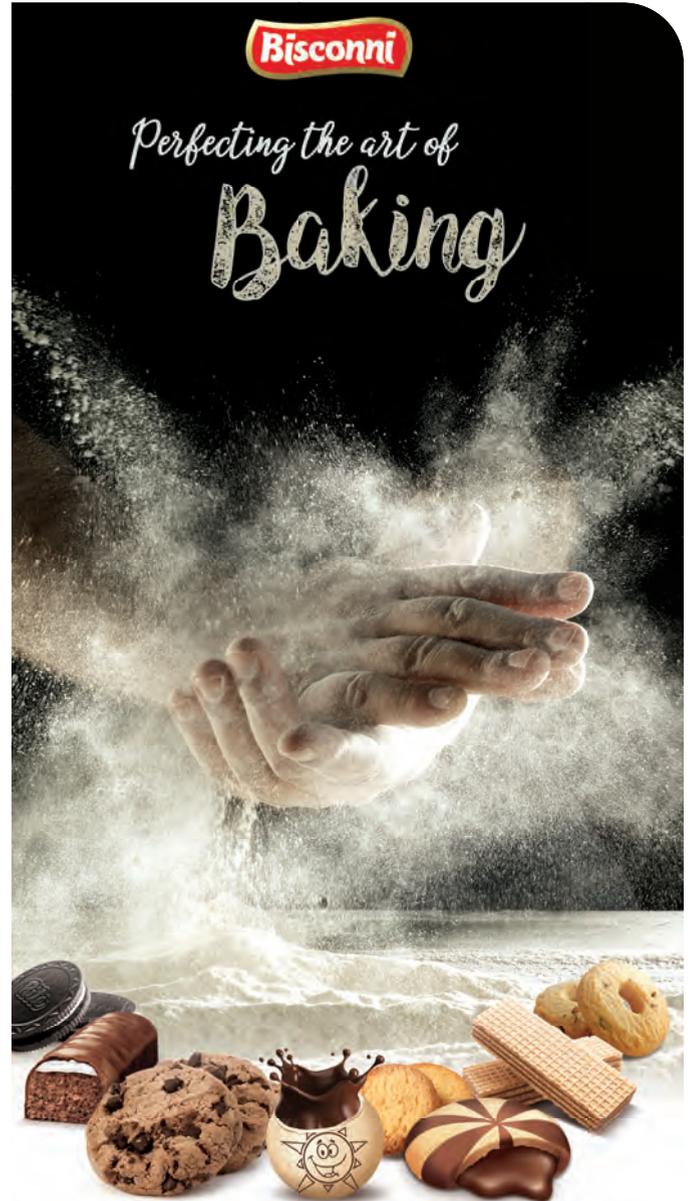
## ELEVATING BISCONNI'S CORPORATE IMAGE

This year has proven to be a phenomenal year for Biscoinni. Be it the launch of new brands, ground-breaking campaigns, or the launch of corporate campaigns, all of it has received immense support and attention from the viewers and consumers. This was the first year of setting corporate campaigns into motion, aimed towards building an intelligible and powerful image of Biscoinni.

As last year Biscoinni had collaborated with Pakistan Super League for promotions, this year the level of owning the main cricket event was elevated. For the first time in Ismail Industries Limited's history, Biscoinni took the most admired music band, Strings, on board for the song Bola Bola Dil Se Cricket Bola. It quickly gained a lot of popularity as it was aired on television during PSL, promoted through OOH, and also on digital where its video reached over three million viewers.

As the mid of 2020 approached, everyone battled and coped with a global pandemic due to which consumer's and viewer's lifestyle was reformed. Thenceforth, Biscoinni was quick to switch communications as per the circumstances. Our Eid Campaign idea was driven as per the COVID situation and revolved around the concept of "Iss Bar Eid Kaisi Hogi". It did not only speak about celebrating Eid in the time of fear and anxiety but it also reminded people to cherish the happiness that comes from small things and from being with loved ones.

Furthermore, Biscoinni welcomed all opportunities to connect with its consumers and wrapped the year with a very special Father's Day campaign that payed a tribute to all the fathers who go above and beyond to fulfill their duties to provide the best to their children. The campaign was named "Baap, Baap Hi Rehta Hai" and showcased on digital platforms where it got the attention it deserved.



## COCOMO

Cocomo is one of the leading brands of Biscoinni that has delighted consumers with its chocolaty center enclosed in its distinctive shell for many years now. The new Cocomo campaign kicked off in August 2019, bringing back the iconic “Mujhay Bhi Do” jingle with a twist. The brand characters, Coco & Mo got new looks along with a new contemporary logo.



After a thorough research into consumer insights, a new flavor Cocomo Strawberry was launched with the new campaign. With our super-efficient sales team, the campaign was taken forward with its excellent trade material. The eye-catching designs of the counter-tops, posters, and stickers also helped the campaign a great deal in becoming a huge success.



## NOVITA

Novita firmly stands as the undisputed leader in the wafer segment. In July 2019, after an in-depth research on consumer behavior and buying habits, an exciting campaign was launched focusing on the core target audience of the brand, bringing an all-new “Khach-Khach” language. Key insights were used to revamp the product’s packaging and launch an all-new Tutti Frutti flavor. The flavor and its concept received an overwhelming response from our consumers. To make the campaign stand out further, digital platforms were used and it was heavily supported by trade activities.



## CHAI WALA BISKUT

In September 2019 Biscoinni entered the plain segment with Biscoinni ‘Chai Wala Biskut.’ Chai Wala Biskut was launched as a part of the Biscoinni Family’s endeavor to cater to the tea accompaniment category within the Biscuit landscape. A gap in the tea-biscuits category was identified and this launch was to establish a clear association with the mass market tea drinkers celebrating the colloquial style and merging it with the local chai dhaba culture, aided by the vibrance of truck art – all reflecting beautifully in the CWB campaign. The campaign garnered massive traction where it reached over 11 Million Unique Users and accumulated 21% Engagement Rate with 94% positive sentiment, which only confirmed how well the campaign was received among the targeted users. The brand gained a volume share of 5.8% in the plain biscuit segment within the seven months of its launch, yielding CWB to be Biscoinni’s biggest launch of 2020.





## CHOCOLATE CHIP COOKIES

Biscooni Chocolate Chip Cookies launched its thematic campaign on all mass mediums in November 2019. Positioning the brand as an enabler for every kid to initiate fun, 'Biscooni Chocolate Chip' introduced a character, Cookiemon, who represents the inner mischievousness and plain old 'Masti' of every kid who consumes this endearing brand. The packaging of the cookies has also evolved to give the brand a fresh look that will resonate with today's generation of kids. The brand didn't stop there but launched a new variant called Chocolate Chip Loaded. Loaded is filled with a smooth layer of chocolate cream inside a chocolate chip cookie.



## FLO

Flo launched a new campaign based around the idea of an innovative blend in regards to it being either cake or chocolate. The tagline was "Mazay ka Fusion" (Fun Fusion), that encouraged the audience to participate in the confusing but fun debate and helped in creating awareness and engagement. The team gave an interesting outlook to the campaign which created virality, articulation, and more awareness about the product. Trending celebrities like Minal Khan and Osman Mukhtar were taken on board for this project for promotion.

Considering a wonderful response in terms of consumer response and sales, FLO came out with two more exciting flavors; White Chocolate Enrobed White Cake and White Chocolate Enrobed Chocolate Cake.





## FRESHLY BAKED EVERY DAY

The SnackCity division of Ismail Industries was established in June 2006 when the company set up its purpose-built manufacturing facility at Hub and began the production of its potato chips, Kurleez. Having achieved great success in a short period, the foundation for a second production facility was laid down in Lahore in March 2010, which today is operational and caters to demand of our potato chips in the North and Central regions of Pakistan.

Customer satisfaction has always been a priority, which is why the company has invested in the world's best machinery, employed the best food technicians and experts, and adopted the best practices to ensure that the consumers taste the goodness of SnackCity products in each bite. Since its inception, SnackCity's Kurleez has grown to become the market leader in the crinkle chips category. The company has successfully ventured into other categories as well. Chillz, our brand of potato sticks, has also grown to become the market leader in its category, while our Nimko category is inclusive of a brand named SnackCity Peanuts.

Yearly goals for SnackCity consisted of achieving maximum coverage of its flagship brand Kurleez on Digital. The importance of using digital marketing platforms to support the digital transformation of the respective brands and division growth was at the forefront of SnackCity's yearly marketing plan.

Considering this, we aggressively pursued digital campaigns with greater emphasis on our website and Facebook page to reach a wider audience.



## KURLEEZ CHALEGA

To start the quarter off with a bang, SnackCity ran a maintenance campaign with our Kurleez Chalega TVC running on all major channels. The TVC featured multiple characters and settings along with a catchy jingle to deliver a single unified message; Kurleez Chalega. The objective was to maintain our market share while enhancing brand awareness, recognition and recall.

This campaign, along with the collective efforts of all stakeholders, proved to be highly successful as SnackCity revenues hit an all-time high. SnackCity was able to achieve three back-to-back **highest ever sales** from August to October 2019.

Growing confidence and revenues enabled us to strive for bigger goals by setting higher production targets as well.



## FLAVORS OF THE WORLD

Expanding the Kurleez portfolio has always been a priority for SnackCity. Keeping that in mind, two new flavors, Greek Yogurt & Mexican Chilli were launched as part of Kurleez 'Flavors of the World' range.

The objective was to introduce internationally-inspired flavors, allowing our audience to explore authentic and unconventional tastes.

Kurleez Flavors of the World included a digital contest whereby the consumers stood a chance to win Rs. 100,000. We leveraged our newly revamped website to drive engagement by having consumers vote for their favorite flavors and enter the lucky draw.

The introduction of newer variants, owing to the increased demand for innovative varieties of flavors, enabled us to establish Kurleez as a fun and exciting brand that keeps innovating while ultimately growing brand sales.



## CASH HUNT

Consumer promotions are still one of the most effective ways to entice the target audience. With that in mind, the strategy was to create a promotion that allows for a high frequency of reward, delivering the prize consumers want the most; cash. Over the course of 3 months, SnackCity introduced limited edition cash hunt packs for both Kurleez and Chillz.

The goal was to accelerate sales during peak snacking season and encourage consumption of multiple SKUs. These campaigns were supported by digital-heavy content including a DVC for Kurleez Cash Hunt.



## KURLEEZ SWISS CHEESE

SnackCity's campaign 'Flavors of the World' was launched to add new internationally-inspired flavors to the Kurleez portfolio. Kurleez expanded the 'Flavors of the World' range by adding a new flavor called Swiss Cheese. Through this flavor, we aimed to depict the original taste of Switzerland in a way that tempts the taste buds of the viewers.

The Flavors of the World campaign built on our previous campaigns through which the brand's identity as an exciting flavorful brand was augmented.

The campaign also featured our first-ever Scratch & Win consumer promotion. The limited-edition packs were customized to include a scratchable area which revealed different European cities. Consumers had to collect them all to enter the competition.

Through this competition, our newly revamped website was leveraged to drive engagement by having consumers enter their European cities, found on the pack, on the website.



## KURLEEZ CRICKET CAMPAIGN

The enthusiasm around PSL 2020 was a great opportunity to associate Kurleez with cricket and launch a cricket-themed consumer promotion campaign. The cricket season brings friends and family together to watch, eat, and celebrate. Hence, as cricket fever rises, the propensity to snack increases significantly as well. SnackCity grabbed this opportunity and launched a cricket-centric campaign for our most popular flavors; Kurleez Mirch Masala and Catchy Ketchup.

The idea was to leverage PSL to boost consumers' excitement and ultimately grow brand sales. Owing to the success of our previous Scratch & Win consumer promotion, we included a similar competition mechanism in this campaign as well. The campaign, which included an animated DVC, was aired extensively on digital platforms for maximum reach. As a result, we received over 20,000 entries on our website, and consumers were given exciting gifts weekly.





## OFFERING HIGH QUALITY FLEXIBLE PACKAGING FILMS

Astro Films is one of Pakistan's leading flexible packaging film suppliers, manufacturing CPP, BOPP, and BoPET Films as a fully owned and operated subsidiary of Ismail Industries Limited. Operating from the port city of Karachi, Astro Films is a regionally and globally recognized brand in the flexible packaging industry; offering a complete flexible packaging solution to its prestigious customers.

Astro Films has its production facilities in two locations in Pakistan; Hub and Port Qasim industrial areas. At Hub, Astro Films set up a CPP Plant of the renowned Gruppo Colines (Italy) with an annual production capacity of 6,000 tons. Enhancing capacity and market share in 2014, Astro Films set up a new 10,000 tons per annum CPP Plant from the same company at Port Qasim; increasing overall annual CPP films capacity to 16,000 tons.

In addition, we have three metallizers from 'General Vacuum' (UK). Two metallizers are installed at the Hub CPP Plant and one at Port Qasim Plant. The two facilities have an annual metallization capacity of 12,000 and 7,000 tons respectively.

In 2011, Ismail Industries Limited added a small BOPP plant from Brückner (Germany) with a capacity of 4,500 tons per annum as a strategic addition to packaging portfolio under the name of Plastiflex. This expansion was especially executed to support in-house requirement of IIL's food businesses.

The company embarked on further expansion of its packaging film portfolio in 2012; ordering the first-ever BoPET film line from Brückner, in Pakistan. With an annual capacity of 18,000 tons per annum, this production line is designed to produce BoPET films ranging from 10 $\mu$  to 120 $\mu$  thickness. The enhanced features in the BoPET line have further improved operational efficiency, providing the technical capabilities to meet the customer's expectations and market trends.

Adding another milestone to its illustrious history, Astro Films signed the MOU for a new BoPET plant with Brückner (Germany) in February 2018. The new state-of-the-art 8.7 meter production line is set to be commissioned in November 2020 with an annual output capacity of 42,000 tons, increasing Astro Films' overall BoPET capacity to 60,000 tons per annum. With the addition of this production line, Astro Films' total film production capacity will be 80,000+ tons/annum.

Complying with the highest quality, process, and food safety standards, Astro Films possesses certifications including ISO 9001:2015 and FSSC 22000 Version 5. We are proud of our accomplishments and manufacturing capabilities which have enabled us to become one of the most competitive suppliers of CPP and BoPET films in the international market as well. Our international customer base, spanning from USA to Europe and Asia, is a testament to our truly global footprint as a packaging film supplier. Our competitive advantage in international markets has been the ability to supply the best quality film in the fastest lead times; creating sustainable business and a strongly established image of reliability.





# NUTRITIONAL SOLUTION FOR A BRIGHTER TOMORROW

Malnutrition is a universal plague that affects a population of over 815 million people in the world. Due to overpopulation and scarcity of adequate nutrition in Pakistan, stunting has become prevalent in children belonging to low socio-economic classes.

Being a socially responsible company which has been dedicated to providing high-quality food products for more than 50 years, Ismail Industries Limited initiated the manufacturing of lipid-based nutritional products in 2010 after considering the imperative need of nutritional foods, under the umbrella of Ismail Nutrition division. Within a short span of time, Ismail Nutrition became a United Nations Children's Fund (UNICEF) and World Food Program (WFP) approved supplier. In addition to this, Ismail Industries' extensive network of partners in advanced food technology aids Ismail Nutrition in the consistent development of products with high quality standards, to ensure that all standards of WFP are met.





**HUDSON  
PHARMA  
(PVT) LTD**

**(Subsidiary of Ismail Industries Limited)**

## MISSION

Hudson Pharma's focus is to identify safe and efficacious treatments that address local patient's unmet needs across the globe. We identify treatments that are either unavailable or under-penetrated, often with innovative delivery methods or manufacturing processes that vastly improve both safety and attainability. We have a well-established track record of executing our vision based on a repeatable and reliable process that we have developed and refined over many years. Our mission is simple; we are making game-changing drugs attainable and safer for the populations we serve.

## INTERNATIONAL EXPANSIONS

Our first step is to identify geographies with similar customer habits, socio-economic conditions, genealogy, and routes to market. We are continuously looking across the world for new markets to plant seeds of future growth. We are cognizant, though, that the returns will be higher and execution risk lower in geographies where we already have a strong physical presence. Our view is to use a balanced approach by continuously investing for long term growth, while making sure that our current competitiveness in our existing markets is not hampered.

## OPERATIONS

In our plant in Karachi, Pakistan, we produce injectables, oral liquids, and respules in polyethylene containers using the innovative Blow Fill Seal (BFS) process. Our ophthalmic eye drops are manufactured using barrier isolation, which ensures a safer and thus superior end product. We have further extended our portfolio with the introduction of Dry Powder Inhalation (DPI) capsules filled through the microencapsulation process to ensure accurate dosing. Our firm also plans to launch our dermatology line in innovative lacquer-free packaging.

Our activities include developing, contract manufacturing, and marketing branded generic and specialty drugs in the following therapeutic areas: respiratory products, vitamins, diluting agents, anti-inflammatories, anesthetics, anti-infectives, anti-nauseants, anti-emetics, anti-ulcers, NSAIDs and ophthalmics.

## RESPONSIBILITY

Patients & Care Providers

Safety is our first priority. At every step, we make decisions and design processes with patient safety at the forefront, to ensure that the end product we market is safe, efficacious, and effectively addresses patient and provider needs.

## EMPLOYEES

The welfare and morale of our employees is an important factor in order to ensure that our team is singularly focused on the safety of both patients and other Hudson team members. We work diligently to promote a culture where creativity, innovation, teamwork, honesty and productivity are rewarded regardless of age, race, gender, seniority, ethnicity, background or any improper basis.

## BUSINESS PARTNERS

We take protecting the interests and reputation of our partners very seriously, as though they were our own.

## COMMUNITY & ENVIRONMENT

We are committed to making business decisions that protect and preserve the Earth's natural resources and environment. Our procurement and business development teams seek suppliers and partners respectively, who share Hudson's commitment to environmental responsibility.

## HUDSON AT PRESENT

In the last year, our firm has achieved a colossal 150% increase in sales. We have successfully launched six innovative molecules that are considered first-line therapies across the world, but were unavailable in Pakistan prior to our launch. These six products are Vydee (Cholecalciferol) which is the only Vitamin D3 injection/oral solution with a convenient twist-off cap, Xaleve Injection for IV-Infusion (Ibuprofen), Combihale Inhalation Solution (Ipratropium Bromide + Salbutamol), Levhale Inhalation Solution (Levalbuterol), Recuro Lubricant Eye Drops (Carboxymethylcellulose) and Teardrop Lubricant Eye Drops (PEG-PG with Sorbitol). In the future, we commit to identify molecules that address local patient's unmet needs across the globe. In the coming year, we aim to expand our production capacity in steroidal inhalation, nutraceuticals, and over-the-counter dermatological products.

In developing markets, in particular, we look at efficacious molecules that are under-penetrated, often with new delivery methods or novel manufacturing processes that vastly improve both safety and attainability.



## IIL EXPORT BUSINESS

We at Ismail Industries can proudly claim to be Pakistan's largest confectionery producer. Currently the company is exporting to more than 40 countries around the globe, including regions such as USA, UK, Canada, Australia, Europe, Far East, Middle East Africa, and the GCC.

Ismail Industries has achieved nearly triple growth in export business volumes as compared to the previous fiscal year, despite the challenges faced due to the pandemic. We take immense pride in contributing to Pakistan's exports and are optimistic of achieving even greater export sales numbers in the upcoming years.

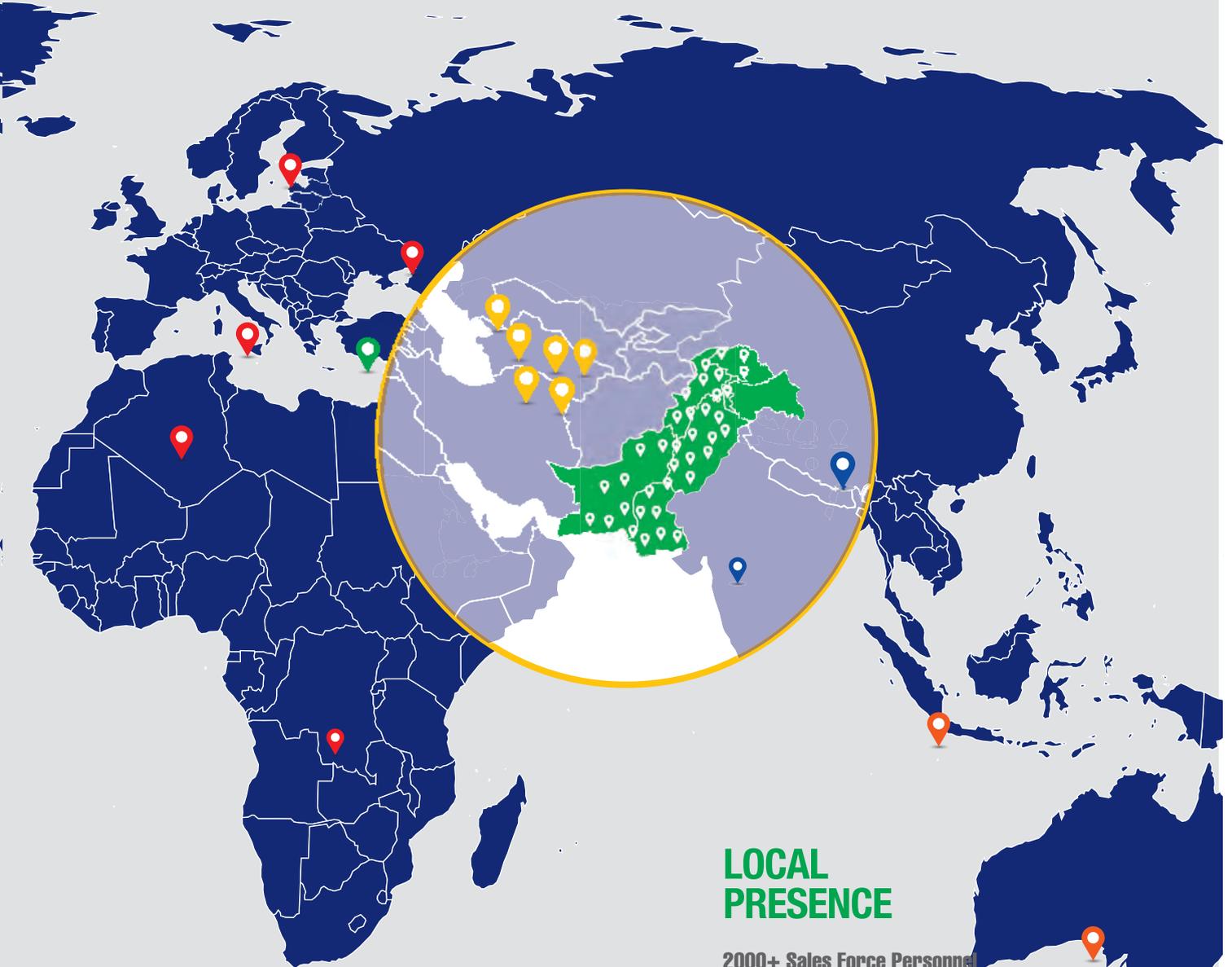
Along with achieving higher export sales volumes, we have also expanded our coverage and managed to establish active distributions in two new markets, London (United Kingdom) and Vancouver (Canada).

United Kingdom is a huge market with potential for exponential growth, with our products being in high demand in the region. The London market would contribute greatly towards the overall export sales of Ismail Industries. On the other hand, Vancouver is another potential market that comes with its own challenges due to its remote locality and long transit times from Pakistan. Nonetheless, the team has worked tirelessly to ensure the availability of Ismail Industries products in the Vancouver market. This market will also be serving the neighboring territories of adjacent province, Alberta.

For further exploration of the global market, with a highly diversified product portfolio, Ismail Industries exhibits in all major international trade fairs in the category of Confectionery, Biscuits, and Snacks. These exhibitions provide great opportunities to engage with existing & new customers and buyers visiting from around the globe.

Ismail Industries once again exhibited its products at the Gulfood Exhibition, one of the world's largest annual Food & Beverage trade shows, which is held in Dubai every year.

Ismail Industries continued to be globally recognized for its innovative food products with its product 'Mello' (chocolate-coated marshmallow bar) being nominated for an innovation award in the Best Chocolate Product Category, at Yummex 2019 in Dubai.



## GLOBAL FOOTPRINT

6 Continents  
40+ Countries  
64+ Clients

## LOCAL PRESENCE

2000+ Sales Force Personnel  
10 Productions Facilities  
400+ Towns  
1400+ Vans  
1200+ Distributors  
5 Regional Sales Office  
135,000 Outlets  
6 Warehouses  
400,000 Weekly Sales Calls

# CORPORATE SOCIAL RESPONSIBILITY



**Biscooni**

EVERY **Child**  
DESERVES HAPPINESS

Join hands with us  
and pledge to

**#CompleteOthers**  
Each pack completes happiness for a child\*

An advertisement for Biscooni biscuits. It features a hand holding a biscuit. The text reads: "EVERY Child DESERVES HAPPINESS", "Join hands with us and pledge to", and "#CompleteOthers Each pack completes happiness for a child\*".



## One Less Barrier to Children's Right to Education

In light of our mission to ensure quality "Education for every child", Ismail Industries sponsored Ismail Academy and Khadija Girls College with the aim to impart knowledge to approximately 1000 underprivileged students through smart learning techniques and extra-curricular activities.

With qualified faculty, these institutes are places for students from low-income families to learn and grow as productive members of society.

At Ismail Industries, we are committed more than ever to make quality education accessible for every child in Pakistan, irrespective of their financial status.



## The Green Initiative

Tree plantation drives are a recent initiative by the group to convert various barren parks and university grounds into green fields. The goal is to plant at least 20,000 trees by the end of 2020, of which 10,000 have already been successfully planted.

Hamid Ismail Foundation is an NGO under Ismail Industries Limited which aims to provide clean drinking water in low-lying areas of Karachi. The foundation has already established two RO plants and one filtration plant to ensure clean drinking water for the residents of Shanti Nagar, Karachi.

Furthermore, after exploring alternate sources of energy, the solar installations at our factories now generate 2.018 MWh of electricity to power our production centers.



## Supporting Young Athletes

Ismail Industries Limited runs two cricket academies in Pakistan in an effort to promote sports in the country. They are located in underdeveloped rural areas to provide an opportunity for the youth to showcase their talent on national level. The academies have also played host to a number of renowned ex-cricketing superstars who provide guidance and mentorship to the enrolled athletes.



## Contributing to Healthcare

Ismail Industries Limited recently launched the initiative to provide free health insurance to over 2000 field force to ensure the well-being of the staff and their families. The group also donates generously to leading healthcare institutions such as Indus Hospital to help them deliver quality healthcare to the underprivileged people.

Bisconni (the biscuit division of Ismail Industries Limited) demonstrated the true meaning of giving back to the society on Children's Day 2019. The opportunity was carefully chosen as per the survey of Wafaqi Mohtasib (Ombudsman) of Pakistan, which shows that between 4 to 8 million people in Pakistan are disabled, of which 45% are children. Thus, Bisconni decided to give these special children a chance at being one step closer to happiness.

The initiative of donating bionic-arms (prosthetics) to differently-abled children in collaboration with Bionik was taken to spread cheer and joy under their 'Complete Others' CSR campaign.

That's not all, the powerhouse also launched a special edition pack and Rs. 1 from the sale of each pack was donated to this special cause.

## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the 32nd Annual General Meeting of **Ismail Industries Limited** will be held at Hotel Galaxy, Bushra Hall, 164, B.C.H.S. Shakra-e-Faisal, Karachi on Monday, October 26, 2020 at 12:00 noon to transact the following businesses.

### Ordinary Businesses:

1. To confirm the minutes of the Annual General Meeting of the Company held on October 25, 2019.
2. To receive, consider, approve and adopt the Annual Audited Financial Statements of the Company for the year ended June 30, 2020 together with the Directors' and Auditors' Reports thereon and Chairman's Review Report.
3. To approve and declare the final cash dividend @ 30 % (Rs. 3.00 per share) on the ordinary shares of the Company as recommended by the Directors for the year ended June 30, 2020. This is in addition to interim cash dividend @5% i.e. Re. 0.50 per share already paid.
4. To appoint Auditors for the year ending June 30, 2021 and fix their remuneration. The Audit Committee of the Board has recommended the retiring auditors M/s. Grant Thornton Anjum Rahman, Chartered Accountants being eligible have offered themselves for re-appointment.

### Special Businesses:

5. To consider and approve the remuneration of the Chief Executive Officer and Executive Director.
6. To transact any other business with permission of the Chair.

**"Statement under Section 134(3) of the Companies Act, 2017, concerning the Special Resolutions, is attached along with the Notice circulated to the members of the Company, and is deemed an integral part hereof."**

By order of the Board

Karachi: October 2, 2020

**Ghulam Farooq**  
Company Secretary

### Notes

#### 1. Closure of Shares Transfer Book

The shares transfer book of the Company shall remain closed with effect from October 20, 2020 to October 26, 2020 (both days inclusive). Transfers received in order at the office of Share Registrar M/s. THK Associates (Pvt.) Ltd, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi, Phone # 021-111-000-322 (the Share Registrar) at the close of business on Monday, October 19, 2020 will be considered in time to attend and vote at the meeting.

## 2. Participation in Annual General Meeting

A member eligible to attend and vote at this meeting may appoint another member as his/her proxy to attend and vote instead of him/her. Proxy, in order to be effective must reach the Company Share Registrar Office not less than 48 hours before the time of the meeting during working hours.

An individual beneficial owner of shares must bring his/her original CNIC or Passport, Account and Participant I.D. numbers to prove his/her identity. A representative of Corporate members, must bring the Board of Directors' Resolution and/or Power of Attorney and the specimen signature of nominee. CDC account holders will further have to follow the guidelines as laid down in Circular No. 1 on dated: January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.

## 3. Submission of the CNIC/NTN Details (Mandatory)

In accordance with the notification of the Securities and Exchange Commission of Pakistan (SECP) Notifications SRO 779 (I) dated August 18, 2011, and SRO 831 (I) 2012 dated July 05, 2012, which mandates that the dividend counters should bear CNIC number of the registered member or the authorized person, except in case of minor(s) and corporate entities are requested to submit the same to the Company's Share Registrar. In case of non-compliance, the Company shall withhold credit of dividend as per law.

## 4. Withholding Tax on Dividend

Pursuant to the provisions of Finance Act, 2020 effective July 1, 2020, the rates of deduction of income tax from dividend payment shall be made on the basis of following criteria:

- (i) Rate of tax deduction for filer of income tax return 15%
  - (ii) Rate of tax deduction for non-filer of income tax return 30%
- I) All the shareholders whose names are not entered into the Active Tax Payers List (ATL) provided on the website of FBR, despite the fact that they are filers, are advised to make sure that their names are entered into ATL before the start of book closure date otherwise tax on their cash dividend will be deducted @ 30% instead of 15%.
- II) According to clarification received from Federal Board of Revenue, Withholding Tax will be determined separately on 'Filer/Non-Filer' status of Principal Shareholder as well as Joint-holder(s) based on their shareholding proportions, in case of joint accounts. In this regard, all Members/Shareholders of the Company either holding shares in physical form or in CDC, who hold shares jointly are requested to provide shareholding proportions of Principal Shareholder and joint-holder(s) in respect of shares held by them (only if not already provided) to our Share Registrar, in writing and in the following manner:

Folio/ CDS Account No.	Total Shares	Principal Shareholder		Joint Shareholder(s)	
		Name & CNIC No.	Shareholding proportion (No. of Shares)	Name & CNIC No.	Shareholding proportion (No. of Shares)

The required information must reach our Share Registrar within 10 days of this notice, otherwise it will be assumed that the shares are equally held by Principal Shareholder and Joint Holder(s).

- III) A valid Exemption Certificate under Section 159 of the Ordinance, 2001 is mandatory to claim exemption of withholding tax under Clause 47B of Part-IV of Second Schedule to the Ordinance, 2001. Those who wish to seek an exemption must provide a copy of their valid tax exemption certificate to the Share Registrar prior to the date of commencement of Book Closure otherwise tax will be deducted according to the applicable Law.

#### **5. Payment of Cash Dividend Electronically (Mandatory Requirement)**

The provisions of section 242 of the Companies Act, 2017, and Companies (Distribution of Dividends), Regulation 2017, a listed company, is required to pay cash dividend to the Shareholders ONLY through electronic mode directly into the bank account designated by the entitled shareholders. Accordingly, the shareholders holding physical shares are requested to provide the Company's Share Registrar at the address given herein above, electronic dividend mandate on E-Dividend Form provided in the annual report. In case of shares held in CDC, the same information should be provided to the CDS participants for updating and forwarding to the Company.

#### **6. Transmission of Annual Report through e-mail.**

We are pleased to inform shareholders that the Securities and Exchange Commission of Pakistan pursuant to SRO No. 787(I)/2014 dated September 08, 2014 permitted Companies to circulate their Annual Balance Sheet and Profit and Loss Accounts, Auditor's Report and Director Report etc. ("Annual Report") along with the notice of annual general meeting ("Notice"), to its shareholders by email. Shareholders of the Company, who wish to receive the Company's Annual Audited Accounts and notices of annual general meeting by email, are requested to provide the complete Electronic Communication details. However, the Company may provide hard copy of Annual Report to such members on their request, free of cost, within seven days of receipt of such request.

#### **7. Transmission of Annual Report through CD:**

The Company has circulated annual audited financial statements to its members through CD at their registered address. Printed copy of above referred statements can be provided to members upon request.

#### **8. Unclaimed / Unpaid Entitlements**

Shareholders who by any reason could not collect their dividends/bonus shares/others are advised to contact our Share Registrar to collect / enquire about their unclaimed dividends/bonus shares/others, if any.

#### **9. Deposit of Physical Shares in to CDC Account**

As per Section 72 of the Companies Act, 2017 every existing listed company shall be required to replace its physical shares with book-entry form in a manner as may be specified and from the date

notified by the Commission, within a period not exceeding four years from the commencement of this Act, i.e. May 30 2017.

The shareholders having physical shareholding are encouraged to open CDC sub-account with any of the brokers or Investor account directly with CDC to place their physical shares into scrip less form, this will facilitate them in many ways, including save custody and sale of shares, any time they want, as the trading of physical shares is not permitted as per existing regulations of the Pakistan Stock Exchange.

#### 10. E-Voting

Pursuant to the Companies (E-voting) Regulations, 2016, shareholders will be able to exercise their right to vote through e-voting by giving their consent in writing, at least 10 days before the date of the meeting to the Company on the appointment of Execution Officer by the intermediary as Proxy.

#### 11. Postal Ballot

Pursuant to Companies (Postal Ballot) Regulations 2018, for the purpose of election of Director and for any other agenda item subject to the requirement of section 143 and 144 of the Companies Act, 2017, members will be allowed to exercise their right of vote through postal ballot, that is voting by post or through any electronic mode, in accordance with the requirements and procedure contained in the aforesaid Regulations.

#### 12. Request for Video Conference Facility

In accordance with section 132(2) of the Companies Act, 2017 if the Company receives consent from members holding in aggregate 10% or more shareholding residing in a geographical location, to participate in the meeting through video conference at least 10 days prior to the date of meeting, the Company will arrange video conference facility in that city, subject to availability of such facility in that city. To avail this facility, fill the request form reproduce below and submitted to registered address of the Company.

### REQUEST FOR VIDEO CONFERENCE FACILITY

I/We/Messrs. \_\_\_\_\_ of \_\_\_\_\_, being Member(s) of Ismail Industries Limited, holder of \_\_\_\_\_ ordinary share(s) as per Folio # \_\_\_\_\_ and/or CDC Participant ID & Sub-Account No. \_\_\_\_\_, hereby opt for video conference facility at \_\_\_\_\_ city.

\_\_\_\_\_  
Signature of Member(s)  
(Please affix Company stamp in case of Corporate entity)

**STATEMENT UNDER SECTION 134(3) OF THE COMPANIES ACT, 2017**

This statement is annexed as an integral part of the Notice of the Annual General Meeting of Ismail Industries Limited to be held on Monday, October 26, 2020 at 12:00 noon, at Hotel Galaxy, Bushra Hall, 164, B.C.H.S. Shakra-e-Faisal, Karachi, Pakistan, and set out the material facts concerning the Special Business to be transacted at the Meeting.

**Agenda # 5. Chief Executive Officer and Executive Director Remuneration**

Approval is being sought for the payment of remuneration to the Chief Executive Officer and Executive Director.

For this purpose, the following Resolution will be moved at the meeting.

**“RESOLVED THAT** the Company be and is hereby approves and authorizes the payment as remuneration to the Chief Executive Officer a sum of Rs. 14,400,000/- per annum and Executive Director a sum of Rs. 12,000,000/-per annum”.

**“FURTHER RESOLVED THAT** in addition to remuneration, all utilities bill, perks & benefits will be paid by the Company. The approximate value of the utilities bill, perks & benefits to be borne by the Company would be Rs. 1,250,000/- per annum for the Chief Executive Officer and Rs. 1,000,000/- per annum for the Executive Director”.

**Statement Under Rule 4(2) of the Companies (Investment in Associated Companies or Associated Undertakings) Regulations, 2017**

Name of the Investee Company	The Bank of Khyber
Total Amount approved	Rs. 1,000,000,000 (Rupees: One billion only) was approved by members in Annual General Meeting on October 26, 2018.
Amount of investment made to date	Rs. 16,284,035/-
Reason for deviations from the approved timeline of investment, where investment decision was to be implemented in specified time	Investment in the Bank of Khyber shall be valid for three years effective from members approval.
Material change in financial statements of associated company or associated undertaking since date of the resolution passed for approval of investment	There is no material change in financial statements of the Bank of Khyber.

## SIX YEARS AT A GLANCE

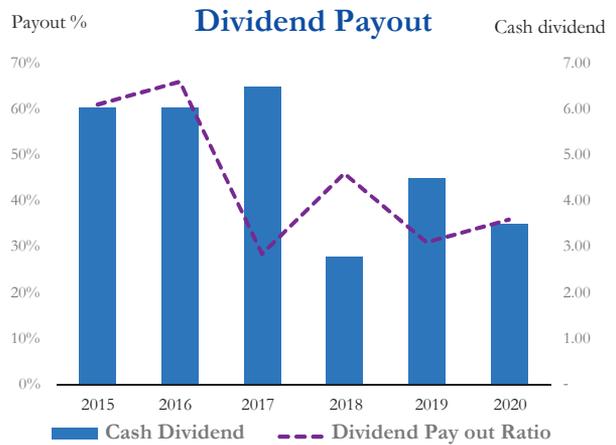
## FINANCIAL HIGHLIGHTS

	2020	2019	2018	2017	2016	2015
<b>Analysis of Profit or Loss Account</b>	<b>(Rs. in millions)</b>					
Sales - gross	40,807	37,011	29,971	24,295	20,004	14,317
Gross profit	6,878	6,354	5,361	3,721	3,109	2,476
Profit from operations	1,987	2,264	2,063	1,846	1,584	1,294
Profit before taxation	1,323	1,404	1,838	1,643	1,292	771
Profit after taxation	932	967	1,412	1,166	1,002	640
<b>Analysis of statement of financial position</b>	<b>(Rs. in millions)</b>					
Total non current assets	24,942	16,101	14,554	14,355	12,307	7,598
Total current assets	12,566	10,864	8,518	7,883	8,296	6,678
Total assets	37,508	26,964	23,072	22,239	20,604	14,276
Paid-up capital	664	638	638	638	638	505
Reserves	9,236	6,736	6,582	5,634	5,361	3,470
Total equity	9,900	7,374	7,220	6,272	5,999	3,975
Non-current liabilities	15,674	8,824	7,467	8,809	6,197	4,071
Current liabilities	11,934	10,767	8,385	7,159	8,407	6,230
Total liabilities	27,608	19,590	15,852	15,967	14,605	10,301
Total equity and liability	37,508	26,964	23,072	22,239	20,604	14,276

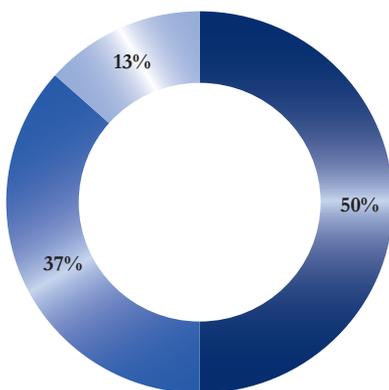
## FINANCIAL PERFORMANCE

	2020	2019	2018	2017	2016	2015
<b>Financial Ratios</b>						
Earnings per share (Rs.)	14.49	15.15	22.13	18.27	15.70	12.66
Break up value (Rs.)	149.19	115.58	113.16	98.29	94.02	78.68
Market Value per share (Rs.)	370.00	390.00	410.00	350.00	257.90	260.00
Return on equity (%)	9.41	13.11	19.56	18.59	16.70	16.09
Dividend payout (%)	35.00	30.00	45.00	27.50	65.00	60.00
Price to earning ratio	25.54	25.74	18.52	19.15	16.42	20.54

## GRAPHICAL PRESENTATION

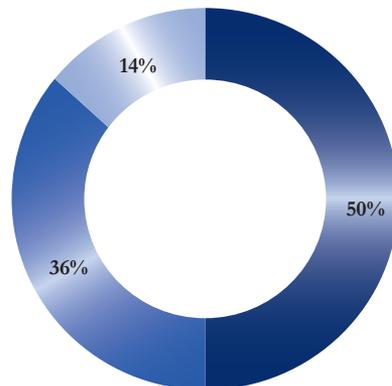


### Financial Position 2020



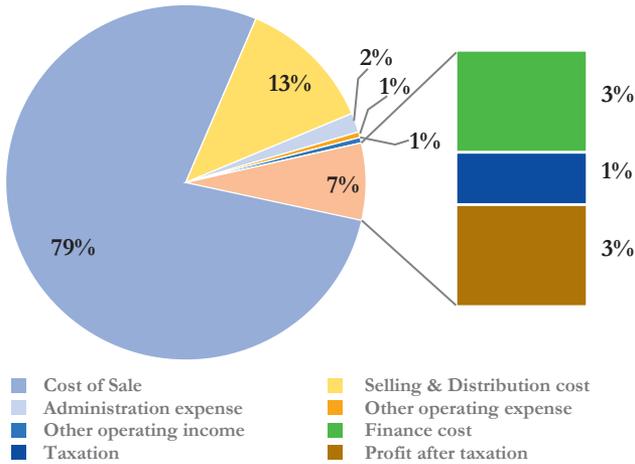
■ Total Asset ■ Total Liability ■ Total Equity

### Financial Position 2019

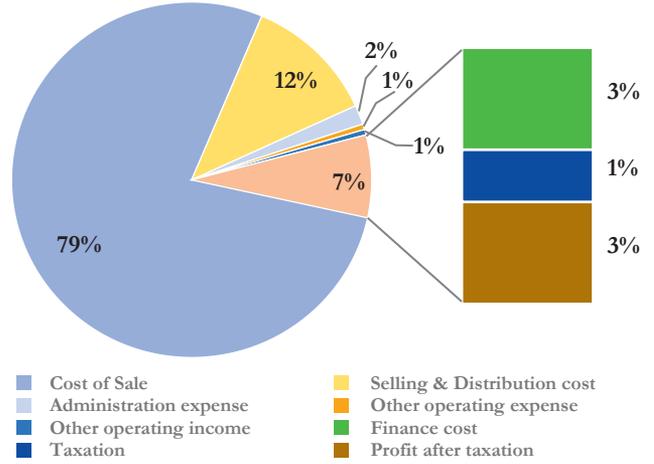


■ Total Asset ■ Total Liability ■ Total Equity

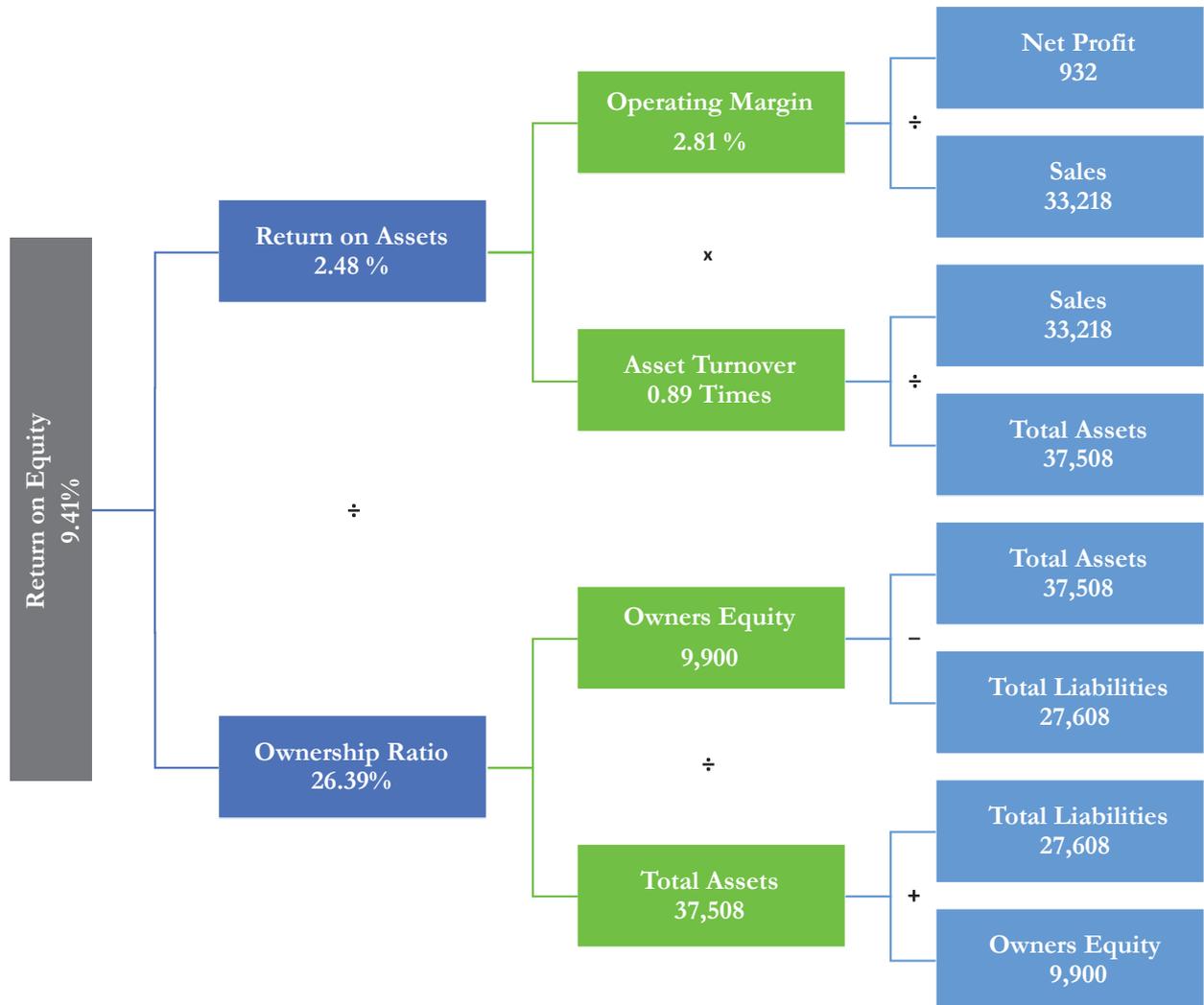
Profit & Loss Account 2020



Profit & Loss Account 2019



DUPONT ANALYSIS



## CHAIRMAN'S REVIEW

On behalf of the Board of Directors, it is my pleasure to present the review to our valued shareholders on the Annual Report of Ismail Industries Limited and highlighting the Company's performance and achievements for the year ended June 30, 2020.

### Business Overview

The Company has continued to deliver the positive results and maintain the position of being a market leader even though there was challenging economic and business environment in the country. Although economic activity has gained some momentum post relaxation of the nationwide lockdown, but the recovery will be more gradual than anticipated due to international economic pressures. We shall strive to the best of our abilities to play a role in the economic uplift of the country through quality products and contribution to the national exchequer.

In the fiscal year 2020, the Company's business has recorded a sustainable growth of 10% because of innovation and expansions and marked the number of Rs. 40 billion in value terms in addition to the challenges of COVID-19 which had deteriorated the economies of whole world.

### Board Performance

The Board completely recognizes its role of governance, oversight of the business, strategic planning, decision-making, risk and control framework, regulatory compliance, financial planning and define a direction of the Company to protect and enhance its long-term and strategic value. The Board has performed its duties and responsibilities diligently and has contributed effectively to guiding the Company in its strategic affairs. It played a key role in monitoring the management performance and focusing on major risk areas and fully involved in enhancing the vision of the Company.

The Board's role was instrumental in steering the Company forward in a challenging environment whilst discharging its statutory responsibilities for the benefit of all stakeholders. I am committed to

assuring you that the Company complies with all rules and regulations and relevant codes and the management continues to make decisions that create values for the long-term success of the Company and all stakeholders.

### Board Audit Committee (BAC)

BAC reviews the risk faced by the Company while considering the acceptable level of risk. BAC also evaluate the likelihood of any potential risk and its impact. BAC assessed whether management operates within an accepted risk appetite based on reports from internal auditors, external auditors, and other internal and external sources. BAC approves the acceptable level of risk and guide the management in reducing the risk exposure.

### Board Human Resource and Remuneration Committee (BHRC)

BHRC plays pivotal role in forming and retaining a motivated workforce capable of steering the Company towards achieving its vision and mission. BHRC devised policies that focused on grooming the human capital by way of training and development in addition to providing them with market commensurate compensation packages. BHRC progressive strategy entails forward looking Succession Planning Policy to transform existing workforce into a valuable talent capable of occupying strategic positions in future.

### Acknowledgement

On behalf of the Board, I would like to extend my sincere appreciation to all customers, employees, suppliers, and all other stakeholders, for their support, continued trust, and confidence in Company despite the unprecedented times.

**Muhammad M. Ismail**  
Chairman

September 25, 2020

## چیئر مین کا جائزہ

اور متعلقہ ضابطوں کی پاسداری کرتی ہے اور انتظامیہ تسلسل کے ساتھ ایسے فیصلے کرتی ہے جس سے کمپنی اور تمام مستفیدان کے لئے طویل مدتی کامیابی کے لئے راہ ہموار ہو۔

### بورڈ کی آڈٹ کمیٹی (BAC)

BAC کمپنی کا لاحق خطرات کا جائزہ لیتی ہے جبکہ خطرات کی قابل قبول سطح کو نظر میں رکھتی ہے۔ BAC کسی خطرہ کے امکانی طور پر رونما ہونے اور اس کے اثرات کی تشخیص کرتی ہے۔ BAC اس بات کی تشخیص کرتی ہے کہ آیا انتظامیہ اندرونی آڈیٹر، بیرونی آڈیٹرز اور دیگر اندرونی و برونی وسائل سے حاصل ہونے والی رپورٹوں کی بنیاد پر خطرات کو قبول کرنے کے لئے بے تاب رہتی ہے۔ BAC نے خطرے کی قابل قبول سطح کو منظور کیا ہے اور خطرہ کی شدت کو کم کرنے کے لئے انتظامیہ کی رہنمائی کرتی ہے۔

### بورڈ کی انسانی وسائل و معاوضہ کمیٹی (BHRC)

BHRC ایسی متحرک افرادی قوت کو رکھنے اور تشکیل دینے میں اپنا بنیادی کردار ادا کرتی ہے جو کہ کمپنی کے نصب العین اور مشن کے حصول کو آگے بڑھانے کی صلاحیت کی حامل ہو۔ BHRC نے ایسی پالیسیاں وضع کی ہیں جن سے انسانی سرمائے میں تربیت و ترقی کے ذریعے نکھار پیدا ہونے کے علاوہ انہیں مارکیٹ میں جاری معاوضہ جاتی پیکیج فراہم کئے جاسکیں۔ BHRC نے متحرک نہ حکمت عملی کے ذریعے جانشینی منصوبہ بندی پالیسی کے تحت موجودہ افرادی قوت کو انتہائی باصلاحیت افراد میں تبدیل کرتی ہے تاکہ وہ مستقبل میں کلیدی عہدوں پر فائز ہو سکیں۔

### اعتراف

بورڈ کی جانب سے میں اپنے تمام گاہکوں، ملازمین سپلائرز اور تمام مستفیدان کے مشکل وقت میں کمپنی کے ساتھ تعاون، مسلسل اعتماد اور بھروسے پر ان کے لئے اپنی مخلصانہ ستائش ریکارڈ پر لانا چاہتا ہوں۔

محمد ایم اسماعیل

چیئر مین

25 ستمبر 2020

بورڈ آف ڈائریکٹرز کی جانب سے میں اپنے قابل قدر گاہکوں کو اسماعیل انڈسٹریز لمیٹڈ کی سالانہ رپورٹ پر جائزہ پیش کرتے ہوئے اور سال مختتمہ 30 جون 2020 کی کامیابیوں اور کمپنی کی کارکردگی کو اجاگر کرتے ہوئے اظہار مسرت کرتا ہوں۔

### کاروباری جائزہ

کمپنی نے تسلسل کے ساتھ مثبت نتائج فراہم کئے اور ملک میں دشوار معاشی اور کاروباری صورتحال کے باوجود مارکیٹ میں اپنی قائدانہ حیثیت برقرار رکھی۔ اگرچہ کہ معاشی سرگرمی کو ملک بھر میں لاک ڈاؤن میں نرمی کے بعد کچھ تقویت حاصل ہوئی ہے لیکن عالمی معاشی دباؤ کی وجہ سے بحالی توقع کے بجائے بتدریج ہوگی۔ ہم معیاری مصنوعات کی فراہمی اور قومی خزانے میں معاونت سے ملکی معاشی بہتری کے لئے اپنی بہترین صلاحیتوں کے ساتھ کردار ادا کرنے کی جدوجہد کریں گے۔

مالیاتی سال 2020 میں کمپنی کے کاروبار میں 10 فیصد کی پائیدار نمو ہوئی جس کی وجہ اختراع و وسعت تھی اور COVID-19 کے چیلنجز کے علاوہ پوری دنیا کی معیشتوں کی ابتز صورتحال کے باوجود مالیت کے لحاظ سے 40 بلین روپے رہی۔

### بورڈ کی کارکردگی

بورڈ نظم و ضبط، کاروباری نگرانی، کلیدی منصوبہ بندی، فیصلہ سازی، خطرات اور گرفت کے نظام، ضابطوں کی پاسداری، مالیاتی منصوبہ بندی میں اپنے مکمل طور پر کردار کو تسلیم کرتی ہے اور کمپنی کی حفاظت اور اس کی طویل مدتی اور کلیدی قدر میں اضافے کے لئے سمت کی وضاحت کرتی ہے۔ بورڈ نے اپنے فرائض اور ذمہ داریاں شائستگی سے انجام دیں اور موثر انداز میں کمپنی کے کلیدی معاملات میں معاونت کی۔ اس نے انتظامیہ کی کارکردگی کی نگرانی میں بنیادی کردار ادا کیا اور بڑے خطرناقی شعبوں پر توجہ مرکوز رکھی اور کمپنی کے نصب العین میں بہتری کے لئے مکمل طور پر مصروف رہی۔

دشوار گزار ماحول میں کمپنی کو آگے لے جانے میں بورڈ کا کردار مرکزی رہا جبکہ دوسری طرف اس نے تمام مستفیدان کے فائدے کیلئے اپنی آئینی ذمہ داریوں سے بخوبی عہدہ برآں ہوئی۔ میں آپ کو یقین دلانے کے لئے پر عزم ہوں کہ کمپنی قواعد و ضوابط

## DIRECTOR'S REVIEW REPORT

The Directors are pleased to present their report together with the annual audited financial statements of the Company which includes both, stand-alone and consolidated for the year ended June 30, 2020.

### BUSINESS AND FINANCIAL OVERVIEW

The year under review was characterized by challenging economic and business environment in the country beside the pandemic which has shattered down the whole world specially the developing countries. Despite the fact that fundamentals of the Company remained strong and the Company has continued to deliver persistent performance during the financial year ended June 30, 2020 due to relentless efforts of the management that has translated into the topline growth of 10% and marked the number of Rs. 40 billion in value terms.

As moving against the sharp economic headwind, we were able to achieve this landmark through aggressive penetration, customer engagement, strengthen bond with existing customers, concentrated marketing to scale up brand equity, innovation and diversification in product mix and thoughtful expansion. Below table presents a bird's eye view of financial performance for the year in comparison of the corresponding year:

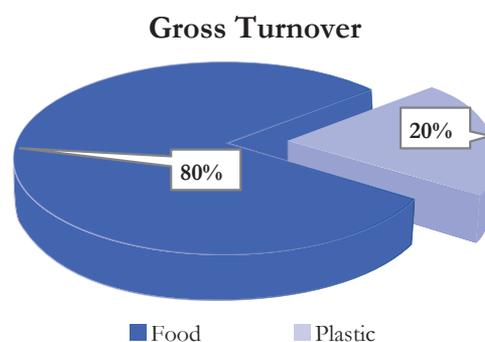
Description	30-June-20	30-June-19
	PKR in Million	
Gross Sales	40,807	37,011
Net Sales	33,218	30,091
Gross Profit	6,878	6,354
Operating Profit	1,815	2,223
Profit before tax	1,323	1,404
Profit after tax	932	967
Earnings per share – Rs.	14.49	15.15

We have successfully created a new benchmark for our future revenue targets and sprouted product portfolio, these efforts did not reflect in true spirit in the operating results of the Company due to deteriorating economic indicators on account of macroeconomic adjustments and COVID-19.

The cost pressure on net profit is mainly sourced through overall high inflation, high energy cost & worsening rupee-dollar parity. Rise in prices of basic inputs due to sky-scraping food inflation, stiff competition, causing sizeable increase in marketing spent and other related factors has exorbitantly raised cost of doing business. However, return from investment in the Bank of Khyber amounting to Rs. 492 million has supported in bottom line for the year.

Notwithstanding the broader macroeconomic and industry challenges, the management kept business afloat and remained focus on meeting consumer demand and managing cost pressure through value chain optimization initiatives and tighter controls on overhead.

### SEGMENT REVIEW



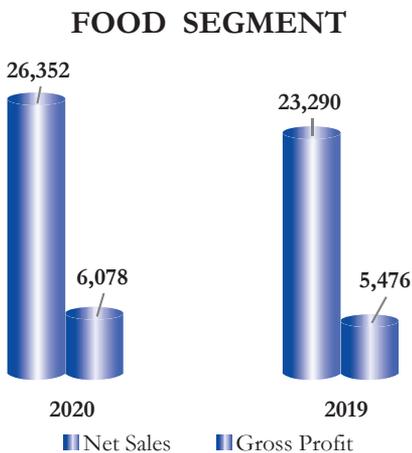
Intelligent segmentation and investment diversification have made Ismail Industries Limited among the organizations who successfully navigate change and emerge on their side.

To pace up with this transformation, we have anticipated new trends way before time and made thoughtful investments that position us as successful conglomerate for many decades to come.



**FOOD SEGMENT OPERATIONS:**

Our contemplated spread of product across confectionery, biscuits and snacks segment of food industry offers wide range of delicious jellies, candies, chews, marshmallows, chocolates, cookies, cakes, wafers, and crunchy snacks. We can hold the strong base though offering mouthwatering and full-flavored items under the best-selling patents of the industry named Candyland, Bisconni and Snackcity.



**CANDYLAND**

The brand enjoys the leadership in confectionery manufacturing industry for decades and this year was

not the exception. Well known for its innovation, creation and redesigning of product blend as per customer need and new trends, Candyland offers rich products under various categories such as jellies, chocolates, marshmallows, candies, toffees, chews, lollipops, gums, milk chocolates, spreads, brittles and truffles. Besides being the largest division of the food segment, this brand continues to contribute to the baseline growth of the Company, identifying and establishing new markets while spreading up its existing market share.

Candyland holds the title of torch bearer of the industry though constantly innovating and launching new products and expanding our state-of-the-art facilities with latest technologies and production methodology. During the year, Candyland stepped into new segments namely Spreads, Cooking Chocolates, Brittles and No-added sugar products. New launches of the year include Choc-Oh, Nut-Khut, Nutreat, Bubble Pop, Butter Scotch Candy and Creations (chocolates) for kitchen cooking.

**BISCONNI**

This household name is among the biggest manufacturing and selling brands in the categories of cookies, wafers, and biscuits. Bisconni tells the story of success based on consistent adaptability, tolerance, and conservative financing. Over 17 years down a well-traversed road, Bisconni becomes a yard stick of high quality and impeccable taste. Cocomo, Chocolatto, Chocolate Chip, Novita, Rite, Craving, Flo Cake, and Chai Wala Biskut are the crown jewels of Bisconni.

With ever increasing demand of our products, CAPEX on production facilities has been made to meet the market demand. This year mark the phenomenal success for launch of new brands, and corporate campaigns. Some of the notable marketing campaigns and product launches includes

Eid Campaign and Father's Day celebration, Cocomo Strawberry, Cookiemon, Chai Wala Biskut, and Rite vanilla. Bisconni is more focused to build powerful image through CSR, corporate campaign, and advanced marketing strategies.

## SNACKCITY

Kurleez as flagship brand of Snackcity achieved a great success in a short period. Snackcity always prioritized customer satisfaction at top and to attain this goal has invested in the world's best machinery, employed the best food technicians and experts, and adopted the best practices. This enormous success revolves around the principle that every bite of each product tastes the goodness and quality. Flagship brands of Snackcity are Kurleez, Chillz, Fillz and Peanuts, new flavor of Kurleez launched during the year named Swiss Cheese. Marketing campaign titled Kurleez Cricket Campaign garnered success during the PSL season.

## ISMAIL NUTRITION

Nutrition Division has successfully fulfilled the requirements of World Food Program being their approved supplier for liquid based nutritional products since 2010. These products are ready-to-use supplementary food which is continually showing strong growth. Ismail Industries Limited's Nutrition Division is the only Pakistani Company who have been in the approved supplier list of UNICEF.

The facility has been expanded too this year to provide for increasing business volume of these prestigious social agencies. Leading to customer satisfaction and excellent market reputation, the Company shows the steady dedication to quality and efficiency to satisfy the customers need.

## EXPORT MARKET

Our exports kept on flourishing this year with distribution expanded to 6 continents and more than 40 countries of the World. Few of the eminent

places includes USA, UK, Canada, Australia, Europe, Far East, Middle East Africa, and the GCC. With our aim to represent the beloved Pakistan around the globe through diversifies set of products and take pride in contributing to country's foreign reserves. For further spreading and strengthening our foothold and global presence, we established active distribution in London and Vancouver.

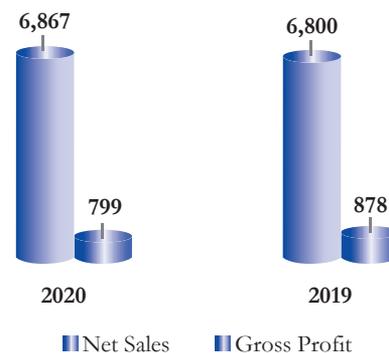
In addition to this, we exhibit our offering in all major international trade fair including the Gulf Food Exhibition, one of the world's largest annual Food & Beverage Trade Show which is held in Dubai every year.

Efforts of our team reflect in considerable growth of export volume as compared to last year. However, pandemic put a blockade in this path of rising but we are confident that once COVID-19 related restriction would lift, exports will rise exponentially. Our remarkable achievements during the year alongside higher volume turnover includes nomination of **Mello' (chocolate-coated marshmallow bar)** in the best chocolate product category at **Yummex ME 2019** in Dubai for an innovation award.

## PLASTIC SEGMENT OPERATIONS

Our plastic segment under the patent of Astro Films is renowned all over Pakistan as well as in prominent industrial hub of the World. We are the largest and leading packaging films manufacturer in the country.

### PLASTIC SEGMENT



With growing market demand, we have expanded the BOPET production capacity to 54,000 tons per annum raising overall capacity of plastic division to 70,000 tons.

As Large-scale manufacturing in the country going tough during the year along with depressed performance of industries around the globe in addition to the shutdown of the world due to pandemic did not allow us to raise the sales revenue remarkably.

We are hopeful that with the commencement of commercial production from extended facility and rigorous endeavor in research and development, we will be able to expand the local market share and also be able to export major portion of products to USA, Europe, Middle East, South East Asia and the African markets.

#### **HUDSON PHARMA (PVT) LTD – SUBSIDIARY**

During the year under review, Hudson has achieved 100% sales growth and stood at Rs. 206 million in value terms. They have successfully launched six innovative molecules that are considered first-line therapies across the world and these were unavailable in Pakistan prior to their launch.

These six products are Vydee, Xaleve Injection, Combihale Inhalation Solution, Levhale Inhalation Solution, Recuro Lubricant, and Teardrop Lubricant Eye Drops.

In the periods ahead, Hudson committed to identify molecules that address local patient's unmet needs across the Pakistan and globe and aim to expand production capacity in steroidal inhalation, nutraceuticals, and over-the-counter dermatological products.

#### **BANK OF KHYBER-ASSOCIATES**

The Bank of Khyber (BOK) investment decision proves to be an intelligent diversification since it made. Approving the past trends, BOK's investment

again recorded a healthy return of Rs. 492 million in the current year and added value to the Company's overall profitability.

#### **CORPORATE BRIEFING SESSION**

The Company held its annual Corporate Briefing Session (CBS) on November 21, 2019 at Ramada Karachi Creek. We consider CBS as an opportunity to interact with the stakeholders and prospective investors, whereby the Company takes the opportunity to apprise the local and foreign investors about the business environment and economic indicators of the country, explain its financial performance, competitive environment in which the Company operates, investment decisions, challenges faced as well as business outlook.

#### **FURTHER ISSUE OF SHARES**

During the year, the Company has announced right issue of shares approximately 4 shares for every 100 shares held by the existing shareholders. The issue size was 2,552,190 shares i.e. 4% of the existing ordinary share capital at a price of Rs. 360/- per share including premium of Rs. 350/- per share. By that issue of shares, its issued, subscribed and paid-up share capital increased to 66,356,940 shares. The purpose of the right issue was to reduce the long-term liabilities, improve the equity base and manage the working capital requirements of the Company.

#### **CREDIT RATING**

The Company has successfully maintained the credit rating **A** in long term and **A-1** in short term, reviewed by the Pakistan Credit Rating Agency during the year under review. This implies low credit risk based on the Company's ability to meet its financial commitments in a timely manner.

#### **CORPORATE SOCIAL RESPONSIBILITY**

Your Company has record of its strong commitment for the improvement of society and the communities in which it operates. The primary focus of CSR

initiatives of the Company remains in education sector, women empowerment, sports, health, environment, and community development.

The Company is engaged in various health-oriented activities including Blood Donation Drive in co-ordination with various hospitals. We are an active donor to Indus Hospital for creating a wing for cancer treatment and giving donations to Aga Khan University Hospital.

The Company evolve the “Child Education Program” and has sponsored school “Ismail Academy” and “Khadija Girls College” in under privileged area of Korangi in co-operation with Al-Mustafa Welfare Society. Most remarkable of above all, celebrated a Children’s Day with special children and donating bionic-arms (prosthetics) to specially disabled children in collaboration with Bionik under their CSR campaign titled ‘Complete Others’.

In addition, Ismail Industries Limited held a tree plantation activity in collaboration with the IBA, Go Green Society as part of its recent drive to plant one million trees across Pakistan. The Company has also taken it upon itself to make an effort towards the living conditions of the people in underprivileged area and installed Water Filtration Plant and RO (Reverse Osmosis) Plant in Azam Basti, Akhtar Colony and Mahmoudabad (Karachi) to provide them clean drinking water.

## **INTERNAL CONTROL FRAMEWORK**

It is the main responsibility of the Board to maintain sound system of internal control and control environment in the Company to ensure effective and efficient conduct of its operations, compliance with internal and external rules, laws and regulations, safeguarding of Company’s assets, reliable and transparent financial and management reporting.

Therefore, the Company have established a well-organized internal control framework comprising well understood policies and procedures, clear structures, authority limits, accountabilities, and

review processes.

The Board reviews the effectiveness of internal control through Audit Committee. Reports on the system of internal control and risk management arrangements are submitted by the management, internal auditor and external auditor to the Audit Committee which give its necessary recommendation to the Board for further strengthening the framework.

We believe that strong system of internal control is in place which provides the reasonable assurance on the reliability of financial information, efficiency and effectiveness of the business operations, compliance of regulatory requirements, transparency and truthful dissemination of information to all stakeholders.

## **INTERNAL AUDIT**

In conformity with our internal control framework and adherence to the principle of integrity, we have established an independent Internal Audit function which reports to the Audit Committee on timely basis. During the year, the Internal Audit function performed its activities in accordance with its approved audit program and made its recommendations for improvement in existing internal controls and operations of the Company.

The overall control environment within the organization has been improving by the Internal Audit function. It also guides the management in business restructuring and processes re-engineering.

## **RISK MANAGEMENT**

Risk management is an ongoing process of continuously identifying and understanding the full spectrum of an organization’s risk and taking the informed actions to help it achieve its strategic objectives, reduce the likelihood of failure and decrease the uncertainty of overall business performance.

Risk management arises at the Functional, Business and Corporate level, to provide three-dimensional

view of risk at Ismail Industries Limited. It is the responsibility of the Board of Directors to oversee risk management processes, including the internal control procedures.

The Board of Directors are responsible to identify the potential risks. Therefore, they delegate the risk identification process to senior management team under their supervision. The Board Audit Committee is responsible to perform oversight of the Enterprise Risk Management methodology approved by the Board has been implemented across the organization. The departmental key risks are identified, assessed, and allocated to each functional area. These risks are ultimately addressed through upgradation of SOPs and restructuring, redesigning the process of that relevant function.

The Enterprise Risk Management Process has been implemented in Ismail Industries Limited which offers a structured, disciplined, and reliable approach that helps risk-informed decision making throughout the Organization.



## CORPORATE GOVERNANCE

Long term success and sustainability of the Company depends on the formation and implementation of the highest standards of

corporate governance at all levels of the organization. Our governance structure defines the culture, behavior and conduct of the organization which focuses to facilitate effective, entrepreneurial, and prudent management that can deliver the long-term success of the Company.

We ensure the compliance with all statutory and regulatory requirements that are applicable to us in addition to Code of Conduct and Control Framework. Principle of integrity and accountability are core values of this governance structure that allows the Board to lead the Company in right direction.

## GENDER DIVERSITY

We emphasize the importance of gender diversity and equality at all cadres of the Company. Gender diversity is ensured across the different functions throughout the Company including the composition of the Board. Our aim is to create a culture where gender equality and diversity are self-evident parts of the organization and are used actively to achieve the strategic objectives of the Company. We work towards providing the equal opportunities for all employees through designing equitable working conditions, salaries, benefits, and other employment terms.

## OUR PEOPLE ARE OUR ASSETS

Our motivated, zealous, and ever efficient team is main catalyst of continued excellence and success of the Company over the years. Our people personify the Company's value, ensuring the achievements of its long-term organizational goals. HR department of the Company strives to attract, develop, motivate and retain the most talented human capital and focuses on development and engagement of people, strategic policies, efficiently defined contribution and medical plans, attractive compensation packages and incorporating a healthy environment which allows to enhance the productivity.

During the year HR executed several successful internship and management trainee programs.

Employee engagement was ensured through online learning and skill development initiatives and different sports events. We need our employees to believe in us and therefore we assess ourselves through employee engagement survey which measures their overall satisfaction levels of being part of the Company.

## INFORMATION TECHNOLOGY

Today Information Technology (IT) plays a vital role in every industry, helping the companies in improving business processes, achieve cost efficiencies, drive revenue growth, and maintain a competitive advantage in the marketplace. IT is an integral part of our Company for enterprise governance, risk management, resource optimization and benefits realization. We have emphasized the alignment of IT strategy with long-term business strategy and focused on its efficient use for the achievement of the long-term and short-term objectives of the Company.

The aim of investment in IT infrastructure and its enhancement is to improve the value delivery, risk minimization, resource optimization and efficient information cascading throughout the Company. Our IT framework has accrued us benefits in shape of effective and efficient decision-making, timely compliance with legal and regulatory requirements, strong internal controls, and governance system.

## TRANSACTIONS WITH RELATED PARTIES

All transactions with related parties during the year were carried out at arm's length and were placed before the Board Audit Committee and the Board for review and approval. These transactions were made and disclosed in compliance with Code of Corporate Governance.

## CHANGES IN BOARD AND COMMITTEES

The Company in its 31st Annual General Meeting held on October 25, 2019 has elected 7 Directors for a term of three years commencing from October 26,

2019. The Board hailed the new members and applauded the valuable services of the outgoing members during their term of membership in the Board of Directors and its committees.

## COMPOSITION OF THE BOARD:

The Board of Directors of the Company consists of:

### Total Number of Directors

Male	6
Female	1

### Composition of the Board

Independent Directors	2
Non-Executive Directors	3
Executive Directors	2

## MEMBERS OF THE BOARD & ATTENDANCE:

During the year, there was no change among the Board Members whose names are given here under along with the number of meetings they have attended except for those who were retired from the Board on October 25, 2019:

Name of Directors	Meetings Attended
Mr. Muhammad M. Ismail	11/14
Mr. Maqsood Ismail Ahmed	13/14
Mr. Munsarim Saifullah	14/14
Mr. Hamid Maqsood Ismail	13/14
Mr. Ahmed Muhammad	14/14
Mr. Muhammad Zubair Motiwala	12/14
Ms. Farzana Muhammad*	4/4
Ms. Almas Maqsood*	4/4
Ms. Reema Ismail Ahmed*	3/4
Ms. Tasneem Yusuf*	9/10

Leave of absence was granted to those Directors who could not attend the meetings.

\*Ms. Farzana Muhammad, Ms. Almas Maqsood and Ms. Reema Ismail Ahmed were retired from the Board on October 25, 2019 and Ms. Tasneem Yusuf was elected as Independent Director of the Company.

#### AUDIT COMMITTEE:

Members	Status
Ms. Tasneem Yusuf	Chairperson
Mr. Muhammad M. Ismail	Member
Mr. Maqsood Ismail	Member

#### HUMAN RESOURCE & REMUNERATION COMMITTEE:

Members	Status
Mr. M. Zubair Motiwala	Chairman
Mr. Maqsood Ismail	Member
Mr. Hamid Maqsood Ismail	Member

#### DIRECTORS' REMUNERATION

Appropriate disclosure of remuneration paid during the year to Directors and Chief Executive has been provided in note 39 to financial statements. These remunerations are duly approved by the Board of Directors. The remuneration is determined on prevailing industry trend and is in accordance with the Listed Companies (Code of Corporate Governance) Regulation 2019.

It is ensured that no Director takes any part in deciding his own remuneration. The Non-Executive Directors are not paid any remuneration in accordance with the remuneration policy of the Company.

#### PATTERN OF SHAREHOLDING

A statement showing the pattern of shareholding as at June 30, 2020, required under Section 227 (2) (f) of the Companies Act, 2017 is annexed to this report.

#### COMPLIANCE WITH CORPORATE AND FINANCIAL REPORTING FRAMEWORK

The Board of Directors confirms that the Company has complied all requirements of corporate and financial reporting frameworks of the Securities and Exchange Commission of Pakistan and the Code of Corporate Governance.

We confirm the compliance of the Listed Companies (Code of Corporate Governance) Regulations 2019 and states that:

- The financial statements prepared by the management of the Company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity;
- Proper books of account of the Company have been maintained;
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment. IFRSs, as applicable in Pakistan, have been followed in preparation of financial statements and any departures therefrom has been adequately disclosed and explained;
- The system of internal control is sound in design and has been effectively implemented and monitored;
- There are no significant doubts upon the Company's ability to continue as a going concern;
- There has been no material departure from the best practices of corporate governance.

#### EARNINGS PER SHARE

The earnings per share of Ismail Industries Limited for the year ended June 30, 2020 is Rs. 14.49.

**DIVIDEND:**

The Directors of the Company are pleased to recommend a final cash dividend @ 30% (Rs. 3/-) per share which will be paid to the shareholders whose names appear on the shareholders register at the start of 'Closed Period' for the Annual General Meeting. Including the interim dividend @ 5% (Re. 0.50) per share already paid, this makes a total dividend of Rs. 3.50 per share for the year ended June 30, 2020.

**STATUTORY AUDITORS OF THE COMPANY**

The present auditor's M/s. Grant Thornton Anjum Rahman, Chartered Accountants retired and being eligible, have offered themselves for reappointment for the ensuing financial year.

As recommended by the Audit Committee, the Board has approved the proposal to appoint M/s. Grant Thornton Anjum Rahman, Chartered Accountants as the statutory auditors of the Company, subject to the approval of the Shareholders at the forthcoming Annual General Meeting of the Company.

**FUTURE OUTLOOK**

Global economic outlook paints a gloomy picture and recovery from the impact of COVID-19 would be gradual and depends on the eradication of the pandemic. Economies around the world are buffeted by economic headwinds from multiple quarters, pressure on weak health systems, loss of trade and tourism, dwindling remittances, subdued capital flows, supply demand disruption, and tight financial conditions amid mounting debt. Recovery has started as businesses and communities have adapted the new ways of living and conducting business, but the challenges are far from over. However, the economic recovery is slow, and fear of a pandemic second wave is keeping businesses from going forward with their growth and expansion plans.

Declining cases in Pakistan and ease of lockdown give us a ray of hope and we are optimistic about restoration of business confidence, improvement of domestic demand and boost in purchasing power of the consumer. Government policies and interventions related to COVID-19 would play a key role in the better performance of overall business environment and industry. We expect that Pakistan's economy will be fully recover over the next couple of years with robust fundamentals and structural changes.

Keeping the increase in cost of doing the business due to implementation of safety guidelines related to pandemic, we are optimistic about the sustained long-term growth of the business. With our strong presence in food and plastic film manufacturing capabilities through established brands coupled with timely capacity enhancements, we are committed to significant growth in revenues and profitability of the Company in the periods ahead.

**ACKNOWLEDGEMENT**

The Board expresses its gratitude to management, staff, and workers of the Company for their untiring efforts in achieving the Company's objectives. The results of the Company reflect the unrelenting commitment and contribution of its people, and the trust placed in the Company by its customers, suppliers, service providers and shareholders.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

Karachi: September 25, 2020

## مستقبل کی پیش بینی

عالمی معاشی منظر نامہ ایک تاریک تصویر پیش کرتا ہے اور COVID-19 کے اثرات سے چھٹکارا بتدریج ہوگا اور اس کا انحصار وباء کے خاتمے پر ہوگا۔ دنیا بھر کی معیشتوں کو کئی سمت سے معاشی جھکڑوں، صحت کے کمزور نظام پر دباؤ، تجارت و سیاحت کا نقصان، ڈمگمگاتے ترسیلات زر، سرمائے کا مغلوب بہاؤ، طلب و رسد میں رکاوٹ اور بڑھتے ہوئے قرضوں میں سخت مالیاتی حالات کا سامنا ہے۔ بحالی کا آغاز ہو چکا ہے کیونکہ کاروبار اور برادریوں نے زندگی گزارنے اور کاروبار کرنے کے لئے نئے انداز اختیار کر لئے ہیں، لیکن دشواریوں کا خاتمہ ابھی دور ہے۔ تاہم معاشی بحالی سست ہے اور وباء کی دوسری لہر کے خوف نے کاروبار کو آگے بڑھنے اور توسیعی منصوبوں کو روک دیا ہے۔

## اعتراف

بورڈ کمپنی کی انتظامیہ، عملے اور مزدوروں کی کمپنی کے مقاصد کے حصول میں ان کی انتھک محنت پر ان کی مشکور ہے۔ کمپنی کے نتائج میں ہمارے لوگوں کے غیر متزلزل عزم اور معاونت اور کمپنی کے گاہکوں، سپلائرز، خدمات فراہم کنندگان اور حصص یافتگان کے ہم پر اعتماد کی عکاسی ہوتی ہے۔

مقصود اسما عیال  
ڈائریکٹر

منصرم سیف اللہ  
چیف ایگزیکٹو آفیسر

کراچی: 25 ستمبر 2020

پاکستان میں کیسوں میں کمی اور لاک ڈاؤن میں نرمی نے ہمیں امید کی شعاع فراہم کی ہے اور ہم پر امید ہیں کہ کاروباری اعتماد بحال ہو جائے گا، مقامی طلب میں بہتری آئے گی اور صارفین کی قوت خرید میں اضافہ ہوگا۔ COVID-19 سے ملحقہ حکومتی پالیسیوں اور مداخلتوں نے مجموعی کاروباری ماحول اور صنعت کی بہتر کارکردگی میں بنیادی کردار ادا کیا۔ ہم توقع کرتے ہیں کہ پاکستان کی معیشت اگلے چند سالوں میں تیز ترین بنیادی اور ساخت کی تبدیلیوں سے مکمل طور پر بحال ہو جائے گی۔

وباء سے ملحقہ حفاظتی رہنما اصولوں کے نفاذ کی وجہ سے کاروبار کرنے کی لاگت میں اضافے کے باوجود ہم پر امید ہیں کہ کاروبار میں طویل مدتی پائیدار نمو ہوگی۔ تسلیم شدہ برانڈز کے ساتھ پیداواری گنجائش میں بروقت اضافے کے ذریعے غذائی اور پلاسٹک فلم کی تیاری کی صلاحیتوں میں ہمارے مضبوط قدم کے ساتھ ہم آنے والی مدت میں آمدن اور کمپنی کے منافع میں قابل ذکر اضافے کے لئے کوشاں ہیں۔

- اس بات کو یقینی بنایا گیا کہ کوئی بھی ڈائریکٹر اپنے معاوضہ کے فیصلے میں شریک نہ ہو۔ نان ایگزیکٹو ڈائریکٹران کو کمپنی کے معاوضہ کی پالیسی کے تحت کوئی معاوضہ ادا نہیں کیا جاتا۔
- کمپنی کے چلتے ہوئے ادارے کی صلاحیت میں کوئی قابل ذکر شک و شبہ نہیں ہے۔
- ادارتی نظم و ضبط کے بہترین طور طریقوں سے کوئی بھی قابل ذکر انحراف نہیں کیا گیا ہے۔

### حصص داری کی ساخت

- کمپنی ایکٹ 2017 کی دفعہ (f)(2) 227 کے تحت 30 جون 2020 کو حصص داری کی ساخت پر مشتمل گوشوارہ اس رپورٹ کے ساتھ منسلک کیا گیا ہے۔
- فی حصص آمدن سال ختمہ 30 جون 2020 کو اسماعیل انڈسٹریز لمیٹڈ کی فی حصص آمدن 14.49 روپے رہی۔

### منافع منقسمہ

- کمپنی کے ڈائریکٹران 30 فیصد (یعنی 3 روپے فی حصص) کے حساب سے نقد منافع منقسمہ کی سفارش کرتے ہوئے اظہار مسرت کرتے ہیں جسے ان حصص یافتگان کو ادا کیا جائے گا جن کے نام سالانہ اجلاس عام کے لئے ”بندش کی مدت“ کے آغاز سے قبل حصص یافتگان کے رجسٹر میں موجود ہوں گے۔ بشمول 5 فیصد (0.50 روپے) فی حصص کے حساب سے عبوری منافع منقسمہ پہلے ہی ادا کیا جا چکا ہے، جس سے سال ختمہ 30 جون 2020 کا کل منافع منقسمہ 3.50 روپے فی حصص ہو گیا ہے۔

### آڈیٹرز

- موجودہ آڈیٹرز میسرز گرانٹ تھورنٹن انجم رحمان چارٹرڈ اکاؤنٹنٹس سبڈوش ہو چکے ہیں اور اہلیت کے باعث انہوں نے نئے مالیاتی سال کے لئے اپنی دوبارہ تقرری کی پیشکش کی ہے۔

- آڈٹ کمیٹی کی سفارش پر بورڈ نے میسرز گرانٹ تھورنٹن انجم رحمان چارٹرڈ اکاؤنٹنٹس کی کمپنی کے آئینی آڈیٹرز کی حیثیت سے تقرری کی تجویز کو منظور کر لیا ہے جس کی منظوری کمپنی کے آنے والے اجلاس عام میں حصص یافتگان سے لی جائے گی۔

کمپنی ایکٹ 2017 کی دفعہ (f)(2) 227 کے تحت 30 جون 2020 کو حصص داری کی ساخت پر مشتمل گوشوارہ اس رپورٹ کے ساتھ منسلک کیا گیا ہے۔

### ادارتی نظم و ضبط کے ضابطہ کی پاسداری

بورڈ آف ڈائریکٹرز اس بات کی تصدیق کرتا ہے کہ کمپنی نے سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان اور کوڈ آف کارپوریٹ گورننس کے مالیاتی اور ادارتی فریم ورک کے تمام تقاضوں کی پاسداری کی ہے۔

ہم لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2019 کی پاسداری کی تصدیق کرتے ہیں اور بیان کرتے ہیں کہ:

- کمپنی کی انتظامیہ کے تیار کردہ مالیاتی گوشوارے کمپنی کے معاملات، اس کے کاروباری نتائج، نقدی کے بہاؤ اور ایکویٹی میں تبدیلیوں کو شفافیت کے ساتھ پیش کرتے ہیں۔
- کمپنی میں حسابات کی کتابیں مناسب انداز میں تیار کی گئی ہیں۔
- درست حساباتی پالیسیوں کو تسلسل کے ساتھ مالیاتی گوشواروں کی تیاری کے دوران کو ملحوظ خاطر رکھا گیا ہے اور حساباتی تخمینوں کی بنیاد معقول اور مضبوط فیصلوں پر ہے۔ مالیاتی گوشواروں کی تیاری کے دوران IFRS جو پاکستان میں لاگو ہیں، ان کو ملحوظ خاطر رکھا گیا ہے اور کسی بھی قسم کے انحراف کو مناسب انداز میں منکشف کیا گیا ہے اور وضاحت کی گئی ہے۔
- اندرونی گرفت کے نظام کی شکل مضبوط ہے اور موثر انداز میں نافذ العمل ہے اور اس کی نگرانی کی جاتی ہے۔

12/14	جناب محمد زبیر موتی والا	ڈائریکٹران کی ٹیم کو تین سالہ مدت کے لئے منتخب کیا جس کا آغاز 26 اکتوبر 2019 سے ہوا۔ بورڈ نے ممبران کو خوش آمدید کہتا ہے اور جانے والے ممبران کی بورڈ آف ڈائریکٹرز اور اس کی کمیٹیوں کی ممبر شپ کے دوران قابل قدر خدمات انجام دینے پر ان کا معترف ہے۔
4/4	مس فرزانہ محمد *	
4/4	مس الماس مقصود *	
3/4	مس ریماسما عیمل احمد *	
9/10	مس تسنیم یوسف *	

جو ڈائریکٹران حاضر نہ ہو سکے ان کی رخصت منظور کر لی گئی۔

بورڈ کی تشکیل بندی:

بورڈ آف ڈائریکٹرز مندرجہ ذیل پر مشتمل ہے:

ڈائریکٹران کی کل تعداد

مرد	6
خاتون	1

بورڈ کی تشکیل بندی

مس تسنیم یوسف	چیر پرسن	
جناب محمد ایم اسماعیل	ممبر	
جناب مقصود اسماعیل	ممبر	
آزاد ڈائریکٹران	2	
نان ایگزیکٹو ڈائریکٹران	3	
ایگزیکٹو ڈائریکٹران	2	

انسانی وسائل کمیٹی

ممبران

جناب ایم زبیر موتی والا	چیرمین
جناب مقصود اسماعیل	ممبر
جناب حامد مقصود اسماعیل	ممبر

بورڈ کے ممبران اور ان کی حاضری

سال کے دوران بورڈ کے ممبران میں کوئی تبدیلی نہیں ہوئی جن کے نام اجلاسوں کی تعداد کے ساتھ دیئے گئے ہیں سوائے ان کے جو بورڈ کے اجلاس 25 اکتوبر 2019 کو سبکدوش ہو گئے تھے:

ڈائریکٹران کے نام	حاضر اجلاس
جناب ایم اسماعیل	11/14
جناب مقصود اسماعیل احمد	13/14
جناب منصریم سیف اللہ	14/14
جناب حامد مقصود اسماعیل	13/14
جناب احمد محمد	14/14

ڈائریکٹران کا معاوضہ

ڈائریکٹران اور چیف ایگزیکٹو کو ادا شدہ معاوضہ سے متعلق مناسب منکشفات مالیاتی گوشواروں کے نوٹ 39 میں فراہم کئے گئے ہیں۔ ان معاوضوں کو بورڈ آف ڈائریکٹرز نے باضابطہ منظور کیا۔ معاوضہ کا تعین جاری صنعتی رجحان اور لسٹڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2019 کے مطابق کیا گیا۔

کے شرکتی سروے سے کرتے ہیں جو کہ کمپنی کا ایک حصہ کی حیثیت سے ان کی مجموعی طمانیت کو ناپتی ہے۔

### انفارمیشن ٹیکنالوجی

آج کے دور میں انفارمیشن ٹیکنالوجی (IT) ہر صنعت میں بنیادی کردار ادا کرتی ہے جس سے کمپنیوں کو اپنے کاروباری طریق عمل کو بہتر بنانے، لاگتوں میں استعداد حاصل کرنے، آمدن کی نمو بڑھانے اور مارکیٹ کی جگہ پر ایک مسابقتی امتیاز حاصل کرنے میں مدد فراہم کرتی ہے۔ ادارتی نظم و ضبط، خطرات کے انتظام، وسائل کے بہتر استعمال اور مراعات کے حصول کے لئے آئی ٹی ہماری کمپنی کا ایک امتیازی حصہ ہے۔ ہم آئی ٹی حکمت عملی کی طویل مدتی حکمت عملی کے ساتھ مطابقت پر زور دیتے ہیں تاکہ اسے کمپنی کے طویل مدتی اور قلیل مدتی مقاصد کے حصول میں مستعدی سے استعمال کیا جاسکے۔

IT ڈھانچہ اور اس کی ترقی میں سرمایہ کاری کا مقصد ترسیل میں بہتری، خطرات میں کمی، وسائل کے بہتر استعمال اور کمپنی بھر میں مستعد معلومات فراہم کرنا ہے۔ ہمارے IT کے نظام نے ہمیں موثر اور مستعد فیصلہ سازی، قانونی اور ضابطوں کی ضروریات کی بروقت پاسداری، مضبوط اندرونی گرفت اور نظم و ضبط کے نظام میں فائدے پہنچائے ہیں۔

### ملحقہ پارٹیوں کے ساتھ سودے

سال کے دوران ملحقہ پارٹیوں کے ساتھ سودے عمومی طریقہ کار کے مطابق انجام پائے اور بورڈ کی آڈٹ کمیٹی کے روبرو اور بورڈ کے جائزے اور منظوری کیلئے پیش کئے گئے۔ یہ سودوں ادارتی نظم و ضبط کے ضابطے کے تحت انجام پائے اور انہیں منکشف کیا گیا ہے۔

### بورڈ اور اس کی کمیٹیوں میں تبدیلی

کمپنی نے اپنے 31 ویں سالانہ اجلاس عام منعقدہ 25 اکتوبر 2019 میں 7

تمام آئینی اور ضابطہ کی ضروریات جو ہم پر لاگو ہیں، کے علاوہ ہم ضابطہ اخلاق اور گرفت نظام کی پاسداری کو یقینی بناتے ہیں۔ دیانت داری اور محاسبہ کے اصول ہمارے نظم و ضبط کی ساخت کی بنیادی اقدار ہیں جن سے بورڈ کمپنی کی درست سمت میں رہنمائی کرتا ہے۔

### جنسی تنوع

ہم جنسی تنوع اور کمپنی کے عملہ جاتی ڈھانچے میں مساوات کی اہمیت پر زور دیتے ہیں۔ جنسی تنوع کمپنی بھر کے مختلف شعبوں میں یقینی بنائی جاتی ہے جس میں بورڈ کی تشکیل بندی بھی شامل ہے۔ ہمارا عزم ایسی ثقافت کی تخلیق ہے جہاں جنسی مساوات اور تنوع ادارے کا تشخص بن جائے اور جنہیں کمپنی کے کلیدی مقاصد کے حصول میں متحرک نہ استعمال کیا جائے۔ کام کے مساوی حالات، تنخواہوں، مراعات اور دیگر ملازمتی شرائط کی نمونہ بندی کے ذریعے ہم تمام ملازمین کو یکساں مواقع فراہم کرنے کے لئے کام کر رہے ہیں۔

### ہمارے لوگ ہمارا اثاثہ ہیں

ہماری متحرک، پر جوش اور ہمیشہ مستعد ٹیم سالہا سال سے کمپنی کی کامیابی اور امتیازیت کا بنیادی عمل انگیز ہے۔ ہمارے لوگ کمپنی کی اقدار کو اپنی شخصیت میں ڈھالتے ہیں تاکہ ادارے کے طویل مدتی مقاصد حاصل کئے جاسکیں۔ کمپنی کا HR ڈپارٹمنٹ انتہائی باصلاحیت انسانی سرمائے کو کوشش، ترویج، ترغیب اور برقرار رکھنے کے لئے کوشاں ہے اور لوگوں کی مشغولیت و ترقی، کلیدی پالیسیوں، مستعدی سے وضاحت کردہ معاونت اور طبی منصوبوں، پرکشش مراعاتی پیکیجوں اور صحت مند ماحول تشکیل دینے پر مرکوز ہے جس سے کارکردگی میں اضافہ ہو۔

سال کے دوران HR نے چند کامیاب انٹرن شپ اور انتظامی تربیت کے پروگرام منعقد کئے۔ ملازمین کی شرکت کو آسان لائن سیکھنے اور مہارت میں اضافے کے اقدامات اور کھیلوں کی مختلف تقریبات میں یقینی بنایا گیا۔ ہماری ضرورت یہ ہے کہ ہمارے ملازمین ہم پر یقین کریں اور لہذا ہم اپنے آپ کی تشخیص ملازمین

خطرات کے شناختی طریقہ کار کو اپنی نگرانی کے ماتحت اعلیٰ انتظامی ٹیم کو سپرد کرتا ہے۔ بورڈ کی آڈٹ کمیٹی بورڈ منظور شدہ ادارتی خطراتی انتظام کے طریقہ کار کی نگرانی کی ذمہ دار ہوتی ہے جسے ادارہ بھر میں نافذ کیا گیا ہے۔ بنیادی شعبہ جاتی خطرات کی شناخت و تشخیص کی جاتی ہے اور ہر شعبہ کے ہر افعال کو مختص کی جاتی ہے۔ یہ خطرات SOPs میں بہتری اور از سر نو ساخت بندی، متعلقہ فعل کی نمونہ بندی کے ذریعے کی جاتی ہے۔



ادارتی خطراتی انتظامی طریق عمل کو اسماعیل انڈسٹریز میں نافذ کیا گیا ہے جو کہ ایک ساخت شدہ، منضبط شدہ اور قابل اعتماد رسائی کی پیشکش کرتا ہے جس سے معلوم شدہ خطراتی فیصلہ سازی ادارے بھر میں کی جاتی ہے۔

#### ادارتی نظم و ضبط

کمپنی کی طویل مدتی کامیابی اور پائیداری کا انحصار ادارے کی ہر سطح پر ادارتی نظم و ضبط کے اعلیٰ معیارات کی تشکیل اور نفاذ پر ہے۔ ہمارے نظم و ضبط کی ساخت میں ادارے کی ثقافت، رویہ اور طرز عمل کی وضاحت کی جاتی ہے جس سے موثر، کاروباری اور محتاط انتظام میں سہولت ہونے سے کمپنی کو طویل مدتی کامیابی ملتی ہے۔

کے معتبر ہونے، کاروباری افعال کی اثر پذیری اور استعداد، ضابطہ کی ضروریات کی پاسداری، شفافیت اور تمام مستفیدان کو درست معلومات کی تقسیم کی موزوں یقین دہانی کراتا ہے۔

#### اندرونی آڈٹ

ہمارے اندرونی گرفت کے نظام اور دیانت داری کے اصول کی مطابقت ہم نے ایک اندرونی آڈٹ کا ایک آزاد شعبہ قائم کیا جو کہ بروقت آڈٹ کمیٹی کو رپورٹیں پیش کرتا ہے۔ سال کے دوران اندرونی آڈٹ کے شعبے نے اپنی سرگرمیاں منظور شدہ آڈٹ پروگرام کے مطابق انجام دیں اور موجودہ اندرونی گرفتوں اور کمپنی کے آپریشنز میں بہتری کے لئے سفارشات پیش کیں۔

اندرونی آڈٹ ادارے کے اندر مجموعی انضباطی ماحول کو بہتر بنا رہا ہے۔ یہ انتظامیہ کو کاروباری از سر نو ساخت بندی اور طریق عمل میں تبدیلی کے لئے رہنمائی فراہم کرتا ہے۔

#### خطرات کا انتظام

خطرات کا انتظام ایک جاری عمل ہے جو مسلسل کسی ادارے کے خطرات کو شناخت اور ان کا مکمل تجزیاتی ادارک کرتا ہے اور معلوم شدہ کارروائی کرتے ہوئے اپنے کلیدی مقاصد کے حصول، ناکامی کے امکان میں کمی اور مجموعی کاروباری کارکردگی میں غیر یقینی کیفیت کو کم کرتا ہے۔

خطرات کا انتظام اعلیٰ، کاروباری اور ادارتی سطح سے اٹھتا ہے جو کہ اسماعیل انڈسٹریز کو خطرات کا سہ پہلو جائزہ فراہم کرتا ہے۔ یہ بورڈ آف ڈائریکٹرز کی ذمہ داری ہے کہ وہ خطرات کے انتظامی طریق عمل، بشمول اندرونی گرفت کے طریقہ کار کی نگرانی کرے۔

بورڈ آف ڈائریکٹرز امکانی خطرات کی نشاندہی کا ذمہ دار ہوتا ہے۔ لہذا وہ

یوم اطفال منانا تھا اور جس میں CSR مہم بعنوان ”دوسروں کو مکمل کرو“ کے تحت معذور بچوں کو بائیونک کے تعاون سے بائیونک آرمز (Prosthetics) فراہم کئے گئے۔

اس کے علاوہ اسماعیل انڈسٹریز نے IBA کے تعاون سے ”سر سبز پاکستان“ کے نام سے ایک شجر کاری مہم کی سرگرمی منعقد کی جو کہ اس کی پاکستان بھر میں دس لاکھ درخت لگانے کی حالیہ مہم کا حصہ تھی۔ کمپنی نے پسماندہ علاقوں کے لوگوں کے حالات زندگی بہتر بنانے کی کوشش کے طور پر اپنے آپ کو پیش کیا اور اعظم بستی، اختر کالونی اور محمود آباد (کراچی میں) پینے کے صاف پانی کی فراہمی کے لئے RO (ریورس اوسموسس) اور واٹر فلٹریشن پلانٹ نصب کئے۔

### اندرونی گرفت کا نظام

بورڈ کی ذمہ داری ہے کہ وہ اندرونی گرفت اور انضباطی ماحول کے لئے ایک مضبوط نظام برقرار رکھے تاکہ افعال کی مستعد اور موثر انجام دہی، اندرونی و بیرونی قواعد، قوانین و ضوابط کی پاسداری، کمپنی کے اثاثوں کا تحفظ، قابل اعتماد اور شفاف مالیاتی اور منجمنٹ رپورٹنگ کو یقینی بنایا جاسکے۔

لہذا کمپنی نے ایک بہترین ترتیب شدہ اندرونی گرفت کا نظام قائم کیا ہے جو کہ بہترین مسلمہ پالیسیوں اور طریقہ کار، واضح ساخت، اختیارات کی حدود، محاسبہ اور جائزہ کے طریق عمل پر مشتمل ہے۔

بورڈ اندرونی گرفت کی اثر پذیری کا جائزہ آڈٹ کمیٹی کے ذریعے کرتا ہے۔ انتظامیہ، اندرونی اور بیرونی آڈٹ اندرونی گرفت کے نظام اور خطرات سے نمٹنے کے اہتمامات پر پورٹیں آڈٹ کمیٹی کو پیش کرتے ہیں جو کہ نظام کو مزید مضبوط کرنے کے لئے اپنی ضروری سفارشات بورڈ کو پیش کرتی ہے۔

ہمیں یقین ہے کہ اندرونی گرفت کا مضبوط نظام موجود ہے جو مالیاتی معلومات

حصص یافتگان کو ہر 100 حصص کی حصص داری پر 4 حصص کی پیشکش کی گئی تھی۔ اجراء کا سائز 2,552,190 حصص یعنی موجودہ عمومی حصصی سرمائے کا 4 فیصد ہے جو کہ -/360 روپے فی حصص کی قیمت پر تھا جس میں -/350 روپے فی حصص پر بیم شامل تھا۔ حصص کے اس اجراء و خریداری سے ادا شدہ سرمائے میں 66,356,940 حصص کا اضافہ ہوا۔ رائٹ حصص کا مقصد طویل مدتی واجبات کو کم کرنا، ایکویٹی بیس میں بہتری لانا اور کمپنی کی رواں کھاتے کی ضروریات کا انتظام کرنا ہے۔

### کریڈٹ ریٹنگ

کمپنی نے کامیابی سے طویل مدتی کریڈٹ ریٹنگ A اور قلیل مدتی A-1 برقرار رکھی ہے جس کا جائزہ پاکستان کریڈٹ ریٹنگ ایجنسی نے جائزہ سال کے دوران لیا۔ اس سے کمپنی کی کم قرضہ جاتی خطرہ کے ساتھ مالیاتی واجبات کو بروقت ادا کرنے کی صلاحیت کی نشاندہی ہوتی ہے۔

### ادارتی سماجی ذمہ داری

آپ کی کمپنی جن معاشروں اور برادریوں کے درمیان کاروبار کرتی ہے، ان کے لئے ایک مضبوط عزم رکھتی ہے۔ کمپنی کے CSR اقدامات کا بنیادی مرکز شعبہ تعلیم، خواتین کے اختیارات، کھیل، صحت، ماحولیات اور معاشرتی ترقی ہے۔

کمپنی صحت سے ملحقہ مختلف سرگرمیوں بشمول مختلف ہسپتال کے تعاون سے خون عطیہ کرنے کی مہم میں مصروف عمل ہے۔ ہم انڈس ہسپتال کے کینسر کے علاج کے شعبے کی تعمیر میں ایک متحرک عطیہ کنندہ ہیں اور آغا خان یونیورسٹی ہسپتال کو عطیات دے رہے ہیں۔

کمپنی نے ایک ”چائلڈ ایجوکیشن پروگرام“ وضع کیا ہے اور کورنگی کے پسماندہ علاقے میں المصطفیٰ ویلفیئر سوسائٹی کے تعاون سے ”اسماعیل اکیڈمی“ اور ”خدیدہ گریڈ کالج“ کی سرپرستی کی ہے۔ ان میں سب سے بڑھ کر خصوصی بچوں کے ساتھ

## پلاسٹک کے شعبے کے افعال

ان چھ مصنوعات میں Combihale، Xaleve Injection، Vydee، Levhale Inhalation Solution، Inhalation Solution، Teardrop Lubricant Eye Drops اور Recuro Lubricant شامل ہیں۔

ہمارے پلاسٹک کا شعبہ آسٹروفلم کے نام سے پورے پاکستان میں مشہور ہونے کے ساتھ دنیا کے صنعتی مراکز میں مقبول ہے۔ ہم ملک میں پیکیجنگ فلم مینوفیکچر کے سب سے بڑے اور ممتاز مینوفیکچرر کی حیثیت رکھتے ہیں۔ مارکیٹ کی بڑھتی ہوئی طلب کے پیش نظر ہم نے BOPET کی پیداواری گنجائش 54,000 ٹن سالانہ سے بڑھا کر پلاسٹک ڈویژن کی مجموعی گنجائش کو 70,000 ٹن کر دیا ہے۔

آنے والے وقتوں میں ہیڈن کا عزم ہے کہ ایسے سالے دریافت کرے جو کہ نہ صرف پاکستان میں بلکہ دنیا بھر میں مقامی مریضوں کی اشد ضروریات کو پورا کرے اور عزم ہے کہ steroidal inhalation، نیوٹراسٹیوئیٹکس اور کاؤنٹر پر موجودہ جلدی مصنوعات کی پیداواری گنجائش کو وسعت دی جائے۔

## PLASTIC SEGMENT



بینک آف خیبر بینک آف خیبر میں جب سے سرمایہ کاری کی گئی ہے یہ ایک فیصلہ ایک دانشمندانہ تنوع کو ثابت کرتا ہے۔ سابقہ رجحانات کو منظور کرتے ہوئے BOK کی سرمایہ کاری سے موجودہ سال میں ہمیں 492 ملین روپے کی آمدن حاصل ہوئی اور کمپنی کے مجموعی منافع میں اضافہ ہوا۔

## بینک آف خیبر

سال کے دوران بڑے پیداواری شعبہ میں سخت مشکل کے ساتھ دنیا بھر میں صنعتوں کی در ماندہ کارکردگی کے ساتھ وباء کے نتیجے میں دنیا میں بندش کی وجہ سے فروخت میں قابل ذکر اضافہ نہیں ہو سکا۔

## کارپوریٹ بریفنگ سیشن (ادارتی اختصاری نشست)

کمپنی نے 21 نومبر 2019 کو راجا کراچی کریک میں ایک سالانہ کارپوریٹ بریفنگ سیشن (CBS) کا انعقاد کیا۔ ہم CBS کو مستفیدان اور متوقع سرمایہ کاروں کے درمیان باہمی ربط کا ذریعہ سمجھتے ہیں جس میں کمپنی اس موقع پر مقامی اور غیر ملکی سرمایہ کاروں کو کاروباری ماحول اور ملک کے معاشی اشاریوں سے آگاہ کرتی ہے اور اس کی مالیاتی کارکردگی، مسابقتی ماحول جس میں کمپنی کام کر رہی ہے، سرمایہ کاری فیصلوں، درپیش چیلنجز کے ساتھ کاروباری منظر نامہ کی وضاحت کرتی ہے۔

## مزید حصص کا اجراء

سال کے دوران کمپنی نے حصص کے رائٹ اجراء کا اعلان کیا جس میں موجودہ

ہم پر امید ہیں کہ توسیع شدہ سہولت کی تجارتی پیداوار کے آغاز اور تحقیق و ترویج میں انتھک کوششوں سے ہم مقامی مارکیٹ میں اپنا حصہ بڑھانے اور مصنوعات کا بڑا حصہ یو ایس اے، یورپ، مشرق وسطیٰ، جنوب مشرقی ایشیا اور افریقی مارکیٹوں میں برآمد کرنے کے قابل ہو جائیں گے۔

## ہڈن فارما (پرائیویٹ) لمیٹڈ - ذیلی کمپنی

جائزہ سال کے دوران ہڈن کی فروخت میں 100 فیصد نمو ہوئی اور مالیت کے لحاظ سے 206 ملین روپے رہی۔ انہوں نے کامیابی سے چھ اختراعی سالے متعارف کروائے جنہیں دنیا بھر میں اولین علاج تصور کیا جاتا ہے اور اس کے متعارف ہونے سے قبل یہ پاکستان میں دستیاب نہیں تھی۔

ان قابل قدر سماجی اداروں کے بڑھتے ہوئے کاروباری حجم کو پورا کرنے کیلئے اس سہولت میں اس سال توسیع کی گئی ہے۔ کسٹمر کی طمانیت اور مارکیٹ میں بہترین ساکھ کے حامل قائد کی حیثیت سے کمپنی نے صارفین کی ضروریات کو معیار اور استعداد سے پورا کرنے کے لئے مستحکم جدوجہد کی ہے۔

ہماری برآمدات اس سال بھی پھلتی پھولتی رہیں جو کہ 6 براعظموں اور دنیا کے 49 ملکی مارکیٹیں پھیلی ہوئی ہیں۔ ان میں چند نمایاں مقامات میں یو ایس اے، یو کے، کینیڈا، آسٹریلیا، یورپ، مشرق بعید، وسطی مشرقی افریقہ اور GCC شامل ہیں۔ ہم اپنے پیارے پاکستان کی دنیا بھر میں نمائندگی کے عزم کے ساتھ متنوع مصنوعات فراہم کر رہے ہیں اور فخریہ طور پر ملک کے زرمبادلہ کے ذخائر میں معاونت کر رہے ہیں۔ مزید وسعت اور عالمی سطح پر ہماری موجودگی کو مضبوط بنانے کے لئے ہم نے ایک متحرک ڈویژن لندن اور ویکوور میں قائم کیا ہے۔

اس کے علاوہ ہم نے بڑی عالمی تجارتی نمائشوں میں اپنی مصنوعات سبجائی ہیں جن میں گلڈ فوڈ ایگزیشن شامل ہے جو کہ دنیا کا سب سے بڑا سالانہ غذائی اور مشروبات تجارتی شو ہے جو کہ ہر سال دبئی میں منعقد ہوتا ہے۔

ہماری ٹیم کی کوششوں کی عکاسی گزشتہ سال کے مقابلے میں موجودہ سال کے برآمدی حجم میں قابل ذکر نمو سے ہوتی ہے۔ تاہم وبائی بڑھتے ہوئے راستے پر رکاوٹ پیدا کی ہے تاہم ہم پر اعتماد ہیں کہ جیسے ہی COVID-19 سے ملحقہ پابندیاں اٹھ جائیں گی تو برآمدات میں واضح اضافہ ہوگا۔ سال کے دوران ہماری نمایاں کامیابی بلند حجم فروخت کے ساتھ میلو (چاکلیٹ کی تہ والا مارشمیلو بار) کی بہترین چاکلیٹ مصنوعات کی قسم کے لئے یو میکس دبئی ME کی بہترین چاکلیٹ مصنوعات کی قسم کے لئے یو میکس دبئی ME 2019 میں اختراعی ایوارڈ کے لئے نامزدگی شامل ہے۔

نوویٹا، رائٹ، کریونگ، فلوکیک اور چائے والا بسکٹ بسکونی کے بہترین جوہر ہیں۔

ہماری مصنوعات کی ہمیشہ بڑھتی ہوئی طلب کے ساتھ پیداواری سہولیات پر CAPEX بنایا گیا ہے تاکہ مارکیٹ کی طلب کو پورا کیا جاسکے۔ اس سال نئے برانڈز کو متعارف کروانے اور ادارتی اشتہاری مہم میں غیر معمولی کامیابی دیکھی گئی۔ کچھ قابل ذکر مارکیٹنگ مہم اور متعارف مصنوعات میں عید کی مہم اور یوم والد کی تقریبات، کوکومو اسٹریامیری، کوکی مون، چائے والا بسکٹ اور رائٹ وینیل شامل ہیں۔ بسکونی اپنی CSR، ادارتی اشتہاری مہم اور مارکیٹنگ کی جدید حکمت عملیوں کے ذریعے برانڈ کی مضبوط ساکھ بنانے پر مرکوز ہے۔

## اسنیک سٹی

کریز اسنیک سٹی کا ایک بہترین برانڈ ہے جس نے قلیل مدت میں بڑی کامیابی حاصل کی۔ اسنیک سٹی نے کسٹمر کے اطمینان کو ہمیشہ اولین ترجیح دی اور اپنے مقصد کے حصول کے لئے دنیا کی بہترین مشینری، غذا کے بہترین اہل فن اور ماہرین میں سرمایہ کاری کی اور بہترین طور طریقوں کو اختیار کیا۔ یہ شاندار کامیابی اس اصول کے گرد گھومتی ہے کہ ہر مصنوعات کا ہر نوالہ کا ذائقہ نالا اور معیاری ہے۔ اسنیک سٹی کے ملکیتی برانڈز کریز، چلز، فلز اور پی ٹس، کریز کے نئے ذائقے سال کے دوران سوکس چیز کے نام سے متعارف کروائے گئے۔ کریز کرکٹ کیمپین کے نام سے اشتہاری مہم نے PSL کے سیزن میں کامیابی حاصل کی۔

## اسماعیل نیوٹریشن

نیوٹریشن ڈویژن نے کامیابی سے ورلڈ فوڈ پروگرام میں مائع کی بنیاد پر غذائی مصنوعات میں منظور شدہ سپلائر کی حیثیت سے ضروریات کو کامیابی سے پورا کیا۔ یہ مصنوعات تیار حالت میں قابل استعمال ضمنی غذا ہے جو کہ تسلسل کے ساتھ مستحکم نمو دکھا رہا ہے۔ اسماعیل انڈسٹریز لمیٹڈ کا نیوٹریشن ڈویژن واحد پاکستانی کمپنی ہے جسے UNICEF کے منظور شدہ سپلائر کی فہرست میں شامل کیا گیا ہے۔

بہترین فروخت ہونے والے برانڈز کینڈی لینڈ، بسکو نی اور اسنیک سٹی کے نام سے مضبوط بنیاد پر کھڑے ہیں۔

### کینڈی لینڈ

یہ برانڈ کئی عشروں سے کنفیکشنری تیار کرنے والی صنعت میں قائدانہ حیثیت کا حامل ہے اور اس سال بھی اس کو یہ امتیاز حاصل رہا۔ اپنی مشہور زمانہ اختراع، تخلیق اور صارفین کی ضروریات اور نئے رجحانات کے مطابق مصنوعات کے بلینڈ کی دوبارہ نمونہ بندی کے لحاظ سے کینڈی لینڈ نے ذائقہ سے بھرپور مختلف اقسام کی جیلیاں، چاکلیٹیں، مارشم میلووز، کینڈیاں، ٹافیاں، چیونگم، لالی پاپ، گم، دودھ کی چاکلیٹیں، برٹلز اور ٹرفلز متعارف کروائی ہیں۔ غذائی شعبہ کے سب سے بڑے ڈویژن کے علاوہ یہ برانڈ نئی مارکیٹوں کی شناخت اور قیام کے ذریعے کمپنی کی مسلسل یکساں نمو میں معاونت کر رہا ہے جبکہ مارکیٹ میں اپنے موجودہ حصے کو وسعت دے رہا ہے۔

کینڈی لینڈ کو صنعت میں روشن چراغ کا درجہ حاصل ہے جو کہ تسلسل کے ساتھ اختراع فراہم کر رہا ہے اور نئی مصنوعات متعارف کروا رہا ہے اور ہماری سہولیات کو جدید تقاضوں اور پیداواری طریق عمل سے ہم آہنگ کر رہا ہے۔ سال کے دوران کینڈی لینڈ اسپریڈز، کوکنگ چاکلیٹ، برٹل اور نو ایڈڈ شوگر میں نئی مصنوعات متعارف کروائیں۔ نئی متعارف کردہ مصنوعات میں چوک اوہ، نٹ کھٹ، نیوٹریٹ، بیل پاپ، بٹراسکاج کینڈی اور کچن میں کوکنگ کے لئے کری ایشنز (چاکلیٹیں) شامل ہیں۔

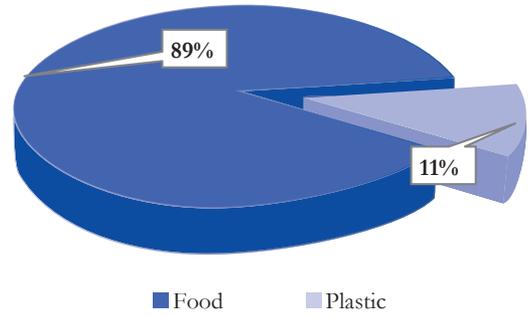
### بسکو نی

یہ نام بسکٹوں، ویفرز اور کوکیز کی اقسام میں تیار اور فروخت ہونے والا سب سے بڑا گھریلو نام ہے۔ بسکو نی کی کامیابی کی کہانی مسلسل مطابقت پذیری، برداشت اور محتاط سرمایہ کاری ہے۔ 17 سال قبل ایک بہتر جھکاؤ روڈ کے نیچے بسکو نی اعلیٰ معیار اور بہترین ذائقہ کی علامت بن گیا۔ کوکومو، چوکولیٹو، چاکلیٹ چپ،

شعبہ جات کی دانشمندانہ تشکیل اور متنوع سرکامیہ کاری نے اسماعیل انڈسٹریز لمیٹڈ کو ایسا ادار بنا دیا ہے جو کامیابی سے سمت میں تبدیلی کرتے ہیں اور دوسری سمت سے ابھر کر آ جاتے ہیں۔

اس تبدیلی میں تیزی کے لئے ہم نے قبل از وقت نئے رجحانات پیش کئے ہیں اور بغور سرمایہ کاری سے ہم آنے والے کئی عشروں تک تاؤر شجر بن چکے ہیں۔

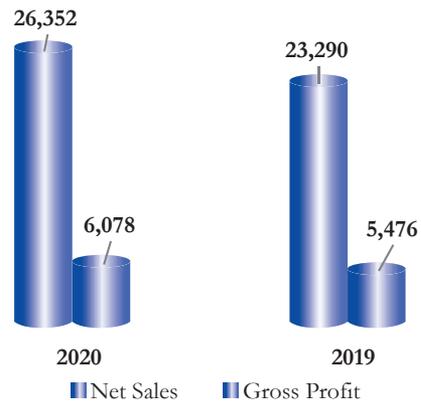
### Local & Export Sale



### غذائی شعبے کے افعال

ہمارا پورٹ فولیو حیرت انگیز طور پر ترتیب شدہ ہے جس میں صارفین کو کینڈی لینڈ کی جیلیوں، کینڈیز، چیوز، مارشم میلووز اور کی چاکلیٹ سے لے کر بسکو نی کی کوکیز، کیکیٹس اور ویفرز اور اسنیک سٹی کے خستہ اسنیکس کی وسیع اقسام فراہم کی گئی ہیں۔ منہ میں پانی بھرنے والے اور بہترین ذائقہ دار اشیاء ہماری صنعت کے

### FOOD SEGMENT



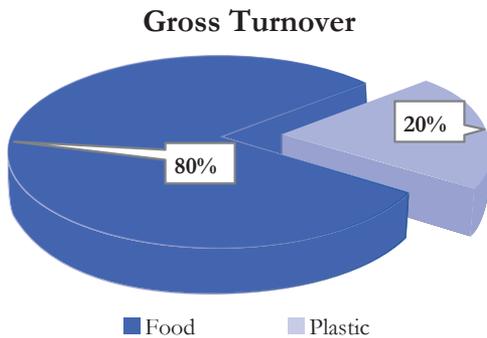
## ڈائریکٹران کی جائزہ رپورٹ

ہم نے کامیابی سے ایک نیا بیج مارک اپنے مستقبل کے محصولات کے ہدف اور مصنوعات کے تازہ پورٹ فولیو کے لئے قائم کیا ہے، COVID-19 اور معاشی اشاریوں کی ابتر حالت کی وجہ سے ان کوششوں کی درست عکاسی کمپنی کے کاروباری نتائج میں نہیں ہو سکی۔

خالص منافع پر لاگت کے دباؤ کی وجوہات میں بلند مجموعی افراط زر، توانائی کی بلند لاگت اور ڈالر-روپے کی بگڑتی ہوئی مساواتی قدر شامل ہیں۔ آسمان کو چھونے والے غذائی افراط زر اور سخت مسابقت کے نتیجے میں بنیادی خام لاگتوں میں اضافے نے مارکیٹنگ اخراجات میں قابل ذکر اضافہ کیا اور دیگر ملحقہ عوامل نے کاروبار کرنے کی لاگت کو بے تحاشہ بڑھا دیا۔ تاہم بینک آف خیبر میں سرمایہ کاری سے حاصل ہونے والے 492 ملین روپے کے منافع نے سال کی آمدنی کو سہارا دیا۔

تاہم وسیع معاشی اشاریوں اور صنعتی چیلنجز کے باوجود انتظامیہ نے کاروبار کو جاری رکھا اور صارفین کی طلب کو پورا کرنے پر اپنی توجہ مرکوز رکھی اور ویلیو چین اقدامات اور بالائی اخراجات پر سخت کنٹرول کے ذریعے لاگت پر دباؤ کا انتظام کیا۔

شعبہ جاتی جائزہ



ڈائریکٹران کمپنی کے آڈٹ شدہ مالیاتی نتائج بشمول انفرادی اور مجموعی مالیاتی گوشوارے برائے مختتمہ مدت 30 جون 2020 پیش کرتے ہوئے اظہار مسرت کرتے ہیں۔

کاروباری اور مالیاتی جائزہ

وباء کی وجہ سے زیر جائزہ سال کے دوران ملک میں معاشی اور کاروباری ماحول دشوار گزار رہا جس نے پوری دنیا خاص طور پر ترقی پذیر ممالک کو بری طرح متاثر کیا۔ اس حقیقت کے باوجود کمپنی کی بنیادی مضبوط رہیں اور کمپنی کی انتظامیہ نے انتھک کوششوں سے تسلسل کے ساتھ مالیاتی سال مختتمہ 30 جون 2020 کے دوران مستحکم کارکردگی دکھائی جس کے نتیجے میں فروخت میں 10 فیصد نمو ہوئی اور مالیت کے لحاظ سے 40 بلین روپے تک پہنچ گئی۔

تند و تیز معاشی جھکڑوں کے خلاف بڑھتے ہوئے ہم نے متحرک نہ نفوذ، کسٹمر کے ساتھ رابطوں، موجودہ کسٹمرز کے ساتھ مضبوط تعلقات، برانڈ کی ساکھ میں اضافے کے لئے مرکٹ مارکیٹنگ، اختراع اور مصنوعات کے مرکب میں تنوع اور فکری توسیع کے ذریعے اس سنگ میل کو حاصل کر لیا۔ مندرجہ ذیل ٹیبل موجودہ سال کی مالیاتی کارکردگی کا گزشتہ سال کے ساتھ ایک باریک بین موازنہ پیش کرتا ہے:

Description	30-June-20	30-June-19
	PKR in Million	
Gross Sales	40,807	37,011
Net Sales	33,218	30,091
Gross Profit	6,878	6,354
Operating Profit	1,815	2,223
Profit before tax	1,323	1,404
Profit after tax	932	967
Earnings per share – Rs.	14.49	15.15

## STATEMENT OF COMPLIANCE WITH LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2019

**Name of Company:** Ismail Industries Limited  
**Year ended:** June 30, 2020

The company has complied with the requirements of the Regulations in the following manner:

1. The total number of directors are 7 as per the following:

- |            |   |
|------------|---|
| a. Male:   | 6 |
| b. Female: | 1 |

2. The composition of board is as follows:

Category	Names
Independent Director	Mr. Muhammad Zubair Motiwala Ms. Tasneem Yusuf
Non-Executive Directors	Mr. Muhammad M. Ismail Mr. Maqsood Ismail Ahmed Mr. Hamid Maqsood Ismail
Executive Directors	Mr. Munsarim Saifullah Mr. Ahmed Muhammad
Femail Director	Ms. Tasneem Yusuf

Fraction (0.33) related to the requirement for number of independent Director is less than 0.5 and therefore, has not been rounded up as one.

- The directors have confirmed that none of them is serving as a director on more than seven listed companies, including this company.
- The company has prepared a Code of Conduct and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
- The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. The Board has ensured that complete record of particulars of the significant policies along with their date of approval or updating is maintained by the company.



16. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan and registered with Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan and that they and the partners of the firms involved in the audit are not a close relative (spouse, parent, dependent, and non-dependent children) of the chief executive officer, chief financial officer, head of internal auditor, company secretary, or director of the company.
17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard.
18. We confirm that all requirements of the regulations 3, 6, 7, 8, 27, 32, 33 and 36 of the Regulations have been complied.

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**MUHAMMAD M. ISMAIL**

Chairman

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**MUNSARIM SAIFULLAH**

Chief Executive Officer

Karachi: September 25, 2020

## INDEPENDENT AUDITOR'S REVIEW REPORT

**To the members of Ismail Industries Limited**

### **Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2019**

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of Ismail Industries Limited (the Company) for the year ended June 30, 2020 in accordance with the requirements of regulation 36 of the Regulations.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulations require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended June 30, 2020.

**Grant Thornton Anjum Rahman**  
Chartered Accountants

Dated: September 25, 2020  
Karachi

**UNCONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED JUNE 30, 2020**

# INDEPENDENT AUDITOR'S REPORT

**To the members of Ismail Industries Limited**

**Report on the Audit of Unconsolidated Financial Statements**

## **Opinion**

We have audited the annexed unconsolidated financial statements of **Ismail Industries Limited** (the Company), which comprise the unconsolidated statement of financial position as at **June 30, 2020**, and the unconsolidated statement of profit or loss, the unconsolidated statement of comprehensive income, the unconsolidated statement of changes in equity, the unconsolidated statement of cash flows for the year then ended, and notes to the unconsolidated financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the unconsolidated statement of financial position, the unconsolidated statement of profit or loss, the unconsolidated statement of comprehensive income, the unconsolidated statement of changes in equity and the unconsolidated statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2020 and of the profit and other comprehensive income, the changes in equity and its cash flows for the year then ended.

## **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

## **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the unconsolidated financial statements of the current period. These matters were addressed in the context of our audit of the unconsolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following are the Key Audit Matters:

## S. No. Key Audit Matters

### 1. Valuation of Stock-in-trade

As at June 30, 2020 the Company's total stock-in-trade balance amounting to Rs. 6.252 billion as disclosed in note 13 represents 49.75% of the total current assets of the Company. The value of stock-in-trade is based on the weighted average cost method for raw materials, packing materials and work in process and lower of weighted average cost and net realizable value (NRV) for finished goods, and invoice value plus other charges for stock in transit.

The Company is required to measure its stock-in-trade at the lower of cost and NRV. There is an element of judgement involved relating to the valuation, which is required for the estimation of the net realizable value and allowance for slow-moving and obsolete stock-in-trade. Such estimation is made after taking into consideration factors such as movement in prices, current and expected future market demands and pricing competitions.

This was the key audit matter because of its materiality and significance in terms of judgements involved in estimating the NRV of underlying stock-in-trade.

### How the matters were addressed in our audit

In response to this matter, our audit procedures included the following:

- Reviewed the management procedures for evaluating the NRV of stock-in-trade, observed physical counts at major locations to ascertain the condition and existence of stock-in-trade, and performed a test on a sample of items to assess the NRV of the stock-in-trade held.
- Reviewed stock-in-trade turnover ratios, understood and evaluated the appropriateness of the basis of identification of the obsolete stock-in-trade, tested the accuracy of the aging analysis of stock-in-trade on a sample basis, tested the cost of goods with underlying invoices and expenses incurred in accordance with stock-in-trade valuation method and reviewed the minutes of the relevant meetings at the board and management level to identify any indicators of obsolescence.
- Tested the NRV of the stock-in-trade held by performing a review of sales close to and subsequent to reporting date and compared with the cost for a sample of products.
- Assessed the adequacy of the disclosures on stock-in-trade in these unconsolidated financial statements.

## S. No. Key Audit Matters

### 2. Initial application of IFRS 16 – Leases

As stated in note 7 to the unconsolidated financial statements, with effect from July 01, 2019, the International Financial Reporting Standard (IFRS) 16 “Leases” became applicable to the Company. Accordingly, the Company has applied the said new standard for the first time in the preparation of its unconsolidated financial statements for the year ended June 30, 2020.

Under the requirement of IFRS 16, the Company recognized right of use assets and lease liabilities for certain lease payments - i.e. these leases are on the unconsolidated statement of financial position. The application of this standard requires management to make judgements, estimates and assumptions with regard to lease term and discount rate for calculation of lease liabilities.

We have considered the first time application of IFRS 16 as a key audit matter due to significance of involvement of estimates and judgement in this regard.

### How the matters were addressed in our audit

As part of our audit, we have performed the following audit procedures:

- Obtained an understanding of the Company’s processes and related internal controls for lease accounting, including those relating to assessment of discount rates, lease term and extension options and considered their appropriateness;
- On a sample basis, tested the lease data by comparing the lease agreement with related IFRS 16 lease calculations;
- Tested, on a sample basis, the calculation of right of use asset and lease liabilities by performing recalculations and tracing the terms with relevant supporting documents;
- We also considered the adequacy of the related disclosures and assessed these are in accordance with the applicable financial reporting standards and the Companies Act, 2017.

## **Information Other than the Unconsolidated Financial Statements and Auditor's Report Thereon**

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the unconsolidated financial statements and our auditor's report thereon.

Our opinion on the unconsolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the unconsolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the unconsolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

## **Responsibilities of Management and Board of Directors for the Unconsolidated Financial Statements**

Management is responsible for the preparation and fair presentation of the unconsolidated financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of unconsolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the unconsolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of directors are responsible for overseeing the Company's financial reporting process.

## **Auditor's Responsibilities for the Audit of the Unconsolidated Financial Statements**

Our objectives are to obtain reasonable assurance about whether the unconsolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these unconsolidated financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the unconsolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the unconsolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the unconsolidated financial statements, including the disclosures, and whether the unconsolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the unconsolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

## Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the unconsolidated statement of financial position, the unconsolidated statement of profit or loss, the unconsolidated statement of comprehensive income, the unconsolidated statement of changes in equity and the unconsolidated statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

The engagement partner on the audit resulting in this independent auditor's report is **Muhammad Khalid Aziz**.

**Grant Thornton Anjum Rahman**  
Chartered Accountants

Karachi  
Date: September 25, 2020

## UNCONSOLIDATED STATEMENT OF FINANCIAL POSITION

### AS AT JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	8	19,266,848,674	12,426,782,633
Right-of-use assets	8.1	306,955,475	331,919,479
Intangible assets	9	55,293,210	85,453,143
Long term investments	10	5,276,303,873	3,212,049,382
Long term deposits	11	37,005,581	44,303,491
<b>Total non-current assets</b>		<b>24,942,406,813</b>	<b>16,100,508,128</b>
<b>Current assets</b>			
Stores and spares	12	351,847,225	278,975,893
Stock-in-trade	13	6,251,658,329	5,111,616,128
Trade debts	14	3,344,985,089	2,746,331,968
Loans and advances	15	936,777,070	1,599,840,527
Trade deposits and short term prepayments	16	36,060,055	33,409,696
Short term investment	17	200,000,000	-
Other receivables	18	119,919,336	131,962,803
Taxation-net	19	1,273,085,745	929,456,127
Cash and bank balances	20	51,195,200	32,394,264
<b>Total current assets</b>		<b>12,565,528,049</b>	<b>10,863,987,406</b>
<b>Total assets</b>		<b>37,507,934,862</b>	<b>26,964,495,534</b>

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

## UNCONSOLIDATED STATEMENT OF FINANCIAL POSITION

### AS AT JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
<b>EQUITY AND LIABILITIES</b>			
<b>Share capital and reserves</b>			
Authorized share capital 250,000,000 (2019: 250,000,000) ordinary shares of Rs. 10 each		<b>2,500,000,000</b>	2,500,000,000
Issued, subscribed and paid-up share capital	21	<b>663,569,400</b>	638,047,500
Reserves	22	<b>9,236,215,197</b>	6,736,199,160
<b>Total shareholders' equity</b>		<b>9,899,784,597</b>	7,374,246,660
<b>Non-current liabilities</b>			
Sponsors' loan-subordinated	23	-	902,151,770
Long term finances-secured	24	<b>13,513,452,828</b>	6,152,679,111
Lease liabilities	25	<b>91,245,081</b>	136,024,558
Deferred Liabilities	26	<b>2,069,506,039</b>	1,632,662,558
<b>Total non-current liabilities</b>		<b>15,674,203,948</b>	8,823,517,997
<b>Current liabilities</b>			
Trade and other payables	27	<b>3,436,484,784</b>	2,051,217,937
Accrued mark-up	28	<b>195,966,471</b>	205,692,929
Short term finances-secured	29	<b>6,789,925,030</b>	6,299,903,812
Current portion of:			
- long term finances-secured	24	<b>985,228,903</b>	1,913,163,282
- Lease liabilities	25	<b>77,281,836</b>	100,219,845
Unclaimed dividend		<b>2,644,785</b>	2,338,500
Advances from customers - unsecured		<b>446,414,508</b>	194,194,572
<b>Total current liabilities</b>		<b>11,933,946,317</b>	10,766,730,877
<b>Total liabilities</b>		<b>27,608,150,265</b>	19,590,248,874
<b>Total equity and liabilities</b>		<b>37,507,934,862</b>	26,964,495,534

**Contingencies and commitments** 30

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## UNCONSOLIDATED STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
Sales	31	40,806,855,687	37,011,160,866
Sales returns, discounts and direct expense		(1,989,079,667)	(1,781,257,914)
Export rebate		10,589,965	9,605,597
		(1,978,489,702)	(1,771,652,317)
		38,828,365,985	35,239,508,549
Sales tax		(5,610,093,075)	(5,148,620,097)
<b>Sales - net</b>		<b>33,218,272,910</b>	<b>30,090,888,452</b>
Cost of sales	33	(26,340,648,564)	(23,736,870,313)
<b>Gross profit</b>		<b>6,877,624,346</b>	<b>6,354,018,139</b>
Selling and distribution expenses	34	(4,469,256,842)	(3,590,049,723)
Administrative expenses	35	(593,693,129)	(540,522,332)
<b>Operating profit</b>		<b>1,814,674,375</b>	<b>2,223,446,084</b>
Other operating expenses	36	(181,562,202)	(172,581,775)
Other income	37	353,404,382	212,920,752
		1,986,516,555	2,263,785,061
Finance cost	38	(1,155,785,614)	(905,629,820)
		830,730,941	1,358,155,241
Share of profit from associated companies-net	10.2.3	491,972,141	45,385,014
<b>Profit before taxation</b>		<b>1,322,703,082</b>	<b>1,403,540,255</b>
Taxation	41	(390,737,914)	(436,942,413)
<b>Profit for the year</b>		<b>931,965,168</b>	<b>966,597,842</b>
<b>Earnings per share - basic and diluted</b>	42	<b>14.49</b>	<b>15.15</b>

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## UNCONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019 -----
Profit for the year		931,965,168	966,597,842
<b>Other comprehensive income / (loss):</b>			
<i>Items that may be reclassified to unconsolidated statement of profit or loss in subsequent periods</i>		-	-
<i>Items that will not be reclassified to unconsolidated statement of profit or loss in subsequent periods:</i>			
Income/ (loss) on remeasurements of post employment benefit obligation-net of tax	26.1.7	1,960,588	(37,956,925)
Unrealized appreciation during the year on re-measurement of investment classified as fair value through OCI - net of tax		-	1,279,260
Share of other comprehensive income/ (loss) from associate - net of tax	10.2.3	896,140,406	(488,583,454)
<b>Other comprehensive income/ (loss) - net of tax</b>		<b>898,100,994</b>	<b>(525,261,119)</b>
<b>Total comprehensive income for the year</b>		<b>1,830,066,162</b>	<b>441,336,723</b>

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## UNCONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2020

	Total Reserves						Total reserves	Total shareholders' equity
	Capital reserve		Revenue reserve					
	Share premium	Amalgamation reserves	Remeasurement of investment in associate	Remeasurement of investments at fair value through OCI	Unappropriated profit			
	----- Rupees -----							
Balance as at July 01, 2018	638,047,500	579,265,000	916,862,067	(366,021,780)	26,092,557	5,425,785,968	6,581,983,812	7,220,051,312
Profit for the year	-	-	-	-	-	966,597,842	966,597,842	966,597,842
Other comprehensive loss - net of tax	-	-	-	(488,583,454)	1,279,260	(37,956,925)	(525,261,119)	(525,261,119)
Total comprehensive income	-	-	-	(488,583,454)	1,279,260	928,640,917	441,336,723	441,336,723
Reclassification due to sale of investment - at fair value through OCI	-	-	-	-	(27,371,817)	27,371,817	-	-
Transactions with owners recognized directly in equity:								
Final dividend for the year ended June 30, 2018 @ Rs. 4.50 per share	-	-	-	-	-	(287,121,375)	(287,121,375)	(287,121,375)
<b>Balance as at June 30, 2019</b>	<b>638,047,500</b>	<b>579,265,000</b>	<b>916,862,067</b>	<b>(854,605,234)</b>	<b>-</b>	<b>6,094,677,327</b>	<b>6,736,199,160</b>	<b>7,374,246,660</b>
Profit for the year	-	-	-	-	-	931,965,168	931,965,168	931,965,168
Other comprehensive income - net of tax	-	-	-	896,140,406	-	1,960,588	898,100,994	898,100,994
Total comprehensive income	-	-	-	896,140,406	-	933,925,756	1,830,066,162	1,830,066,162
Right shares issue	25,521,900	893,266,500	-	-	-	-	893,266,500	918,788,400
Transactions with owners recognized directly in equity:								
Cash dividend for the year ended June 30, 2019 @ Rs.3 per share	-	-	-	-	-	(191,414,250)	(191,414,250)	(191,414,250)
Interim cash dividend for the period ended December 31, 2019 @ Rs. 0.50 per share	-	-	-	-	-	(31,902,375)	(31,902,375)	(31,902,375)
<b>Balance as at June 30, 2020</b>	<b>663,569,400</b>	<b>1,472,531,500</b>	<b>916,862,067</b>	<b>41,535,172</b>	<b>-</b>	<b>6,805,286,458</b>	<b>9,236,215,197</b>	<b>9,899,784,597</b>

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## UNCONSOLIDATED STATEMENT OF CASH FLOWS

### FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	44	5,957,155,845	2,618,821,937
Gratuity paid	26.1.3	(32,269,070)	(20,400,062)
Income tax paid-net		(534,802,892)	(339,738,262)
Long term deposits - net off receipts/(paid)		7,297,910	(4,984,852)
<b>Net cash generated from operating activities</b>		<b>5,397,381,793</b>	<b>2,253,698,761</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Capital expenditure (including CWIP)		(8,126,868,258)	(3,160,541,823)
Intangible assets		-	(46,927,898)
Investment in subsidiary	10.1	(623,885,000)	(376,115,000)
Investment in associated company	10.2.3	(16,284,035)	-
Proceed from sale of long term investment		-	196,386,913
Purchase of investment - at fair value through profit or loss		-	(1,574,979)
Sale of investment - at fair value through profit or loss		-	1,730,990
Dividend received	10.2.3	122,169,516	-
Short-term investment	17	(200,000,000)	-
Proceeds from disposal of property, plant and equipment	8.5	58,234,562	230,733,531
<b>Net cash used in investing activities</b>		<b>(8,786,633,215)</b>	<b>(3,156,308,266)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Receipts from long term financing-net off repayment		6,432,839,338	902,057,357
Receipts from right share issue - net off Sponsor's loan - subordinated		16,636,630	-
Lease repayments		(67,717,486)	(262,821,084)
Interest / mark-up paid		(1,165,512,071)	(801,377,845)
Dividend paid		(223,010,340)	(286,601,373)
<b>Net cash generated from/(used in) financing activities</b>		<b>4,993,236,071</b>	<b>(448,742,945)</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>		<b>1,603,984,649</b>	<b>(1,351,352,450)</b>
Cash and cash equivalents at the beginning of the year		(3,267,596,157)	(1,916,243,707)
<b>Cash and cash equivalents at the end of the year</b>		<b>(1,663,611,508)</b>	<b>(3,267,596,157)</b>
<b>Cash and cash equivalents at the end of the year comprise of:</b>			
Cash and bank balances	20	51,195,200	32,394,264
Running finance utilized under mark-up arrangements	29	(1,714,806,708)	(3,299,990,421)
		<b>(1,663,611,508)</b>	<b>(3,267,596,157)</b>

The annexed notes 1 to 50 form an integral part of these unconsolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## NOTES TO THE UNCONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2020

### 1 LEGAL STATUS AND OPERATIONS

1.1 Ismail Industries Limited (the Company) was incorporated in Karachi, Pakistan as a private limited company on June 21, 1988. On November 01, 1989 the Company was converted into a public limited company. The registered office of the Company is situated at 17 - Bangalore Town, Shahrah-e-Faisal, Karachi, Pakistan. Previously the shares of the Company were listed on the Karachi and Lahore Stock Exchanges. However, due to integration of these Stock Exchanges into Pakistan Stock Exchange Limited effective January 11, 2016 the shares of the company are now quoted on Pakistan Stock Exchange Limited. Principal activities of the Company are manufacturing and trading of sugar confectionery items, biscuits, potato chips, nutritional products, cast polypropylene (CPP) and Biaxially-oriented polyethylene terephthalate (BOPET) film under the brands of 'Candyland', 'Bisconni', 'Snackcity' and 'Astro films' respectively.

These are the separate financial statements of the Company in which investment in subsidiaries are stated at cost less any impairment costs, if any and investment in associates are carried under equity method of accounting.

Geographical location and addresses of business units including manufacturing units of the Company are as under:

#### Head Office:

17 - Bangalore Town, Shahrah-e-Faisal, Karachi.

#### Factories:

<b>Unit-1</b>	<b>Unit-6</b>
C-230, Hub H.I.T.E., Balochistan.	D-91, D-92 & D-94 North Western Zone, Port Qasim.
<b>Unit-2</b>	<b>Unit-7</b>
B-140, Hub H.I.T.E., Balochistan.	E164-168, North Western Zone, Port Qasim.
<b>Unit-3</b>	<b>Unit-8</b>
G-1, Hub H.I.T.E., Balochistan.	E154-157, North Western Zone, Port Qasim.
<b>Unit-4</b>	<b>Unit-9</b>
G-22, Hub H.I.T.E., Balochistan.	G-1, Hub H.I.T.E., Balochistan.
<b>Unit-5</b>	
38-C, Sundar Industrial Estate, Raiwind Road, Lahore.	

### 2 SIGNIFICANT EVENTS AND TRANSACTIONS

2.1 The Company has made Capex amounting to Rs. 8,126.87 million during the year. The major expansion pertains to new BOPET Film manufacturing line and establishment of new confectionery division Candyland-II. During the financial year 2019-20 both ventures were under erection and installation phase and we were expecting that these will be fully operative somewhere from April 2020. But due to outbreak of COVID-19, all foreign technicians and engineers left to their countries and BOPET project was stand still, whereas Candyland-II complete the trial production phase till 30 June 2020. Now, the management expects that final installation phase of BOPET will be completed and commercially operative in the first half of financial year 2020-2021.

- 2.2 During the year, the Company has completed the process to convert Sponsors' loan into ordinary shares of the Company by issuing right shares.

For further details, refer Director's report on the Company's affairs.

### 3 BASIS OF PREPARATION

#### 3.1 Statement of compliance

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

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

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.

#### 3.2 Basis of measurement

These unconsolidated financial statements have been prepared under the historical cost convention except as otherwise disclosed in the respective accounting policies' note and unconsolidated statement of cash flows.

#### 3.3 Functional and presentation currency

These unconsolidated financial statements are presented in Pakistani Rupees which is the Company's functional currency and presentation currency.

#### 3.4 Standard, Amendment or interpretation to published approved accounting standards

##### 3.4.1 Standards, amendments and interpretations to the published standards that may be relevant to the Company and adopted in the current year

The Company has adopted the following new standards, amendments to published standards and interpretations of IFRSs which became effective during the current year.

Standard or Interpretation	Effective Date (Annual periods beginning on or after)
IFRS 14 'Regulatory Deferral accounts'	July 1, 2019
IFRS 16 'Leases'	January 1, 2019
IAS 12 'Income tax consequences of payments on financial instruments classified as equity'	January 1, 2019
IAS 23 'Borrowing costs eligible for capitalization'	January 1, 2019
IFRS 3 'Previously held interest in a joint operation'	January 1, 2019
IFRS 9 'Prepayment features with negative compensation'	January 1, 2019

IFRS 11 'Previously held interest in a joint operation'	January 1, 2019
IFRIC 23 'Uncertainty over Income Tax Treatments'	January 1, 2019
IAS 28 'Long-term Interests in Associates and Joint Ventures' (Amendments to IAS 28)	January 1, 2019
IAS 19 'Plan Amendment, Curtail or Settlement' (Amendments to IAS 19)	January 1, 2019
Annual improvements to IFRSs 2015 - 2017 Cycle	January 1, 2019

Adoption of the above standard have no significant effect on the amounts for the year ended June 30, 2020 except for those mentioned in change in accounting policy note no. 7

### 3.4.2 Standards, amendments and interpretations to the published standards that may be relevant but not yet effective and not early adopted by the Company

The following new standards, amendments to published standards and interpretations would be effective from the dates mentioned below against the respective standard or interpretation.

Standard or Interpretation	Effective Date (Annual periods beginning on or after)
IFRS 3 'Definition of a business' Amendment to IFRS 3	January 1, 2020
IAS 1/IAS 8 'Definition of Material' (Amendments to IAS 1 and IAS 8)	January 1, 2020
IFRS 7, IFRS 9, and IAS 39 - Interest Rate Benchmark Reform	January 1, 2020
Various Amendments to References to the Conceptual Framework in IFRS Standards	January 1, 2020

The Company is in the process of assessing the impact of these Standards, amendments and interpretations to the published standards on the unconsolidated financial statements of the Company.

### 3.4.3 Standards, amendments and interpretations to the published standards that are not yet notified by the Securities and Exchange Commission of Pakistan (SECP)

Following new standards have been issued by the International Accounting Standards Board (IASB) which are yet to be notified by the SECP for the purpose of applicability in Pakistan.

Standard or Interpretation	IASB effective date (Annual periods beginning on or after)
IFRS 17 'Insurance Contracts' (amendments to IFRS 17)	January 1, 2023
IFRS 1 'First-time Adoption of International Financial Reporting Standards'	July 1, 2009

#### 4 IMPACT OF COVID-19 ON FINANCIAL STATEMENTS

A novel strain of coronavirus (COVID-19) was classified as a pandemic by the World Health Organization on 11 March 2020, impacting countries globally including Pakistan. Government of Pakistan (GoP) has taken certain measures to reduce the spread of the COVID-19 including lockdown of businesses, suspension of flight operations, intercity movements, cancellation of major events etc.

These measures have resulted in an overall economic slowdown, disruptions to various business and significant volatility in the Pakistan Stock Exchange (PSX). However, currently, the potential impacts from COVID-19 remain uncertain, including, among other things, on economic conditions, businesses and consumers. The Company is conducting business with some modifications to employee working and cancellation of certain events, among other modifications while following all necessary Standard Operating Procedures (SOPs).

The Company will continue to actively monitor the situation and may take further steps for safety and in the best interests of the employees, customers, suppliers and other stakeholders. However, the management based on its assessment considered that there would be no significant impact except as disclosed in note 2, that will adversely affect its businesses, results of operations and financial condition in current or future period.

#### 5 USE OF CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of these unconsolidated financial statements in conformity with the approved accounting standards as applicable in Pakistan requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates underlying the assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

In the process of applying the Company's accounting policies, management has made the following accounting estimates and judgments which are significant to the unconsolidated financial statements:

	<b>Note</b>
a) Property, plant and equipment	5.1
b) Stock-in-trade, stores and spares	5.2
c) Trade debts and other receivables	5.3
d) Income taxes	5.4
e) Staff retirement benefits	5.5
f) Impairment of non-financial assets	5.6
g) Impairment of financial assets	6.25.5

### 5.1 Property, plant and equipment

The Company reviews appropriateness of the rate of depreciation, useful life and residual value used in the calculation of depreciation. Further, where applicable, an estimate of the recoverable amount of assets is made for possible impairment on an annual basis. In making these estimates, the Company uses the technical resources available with the Company. Any change in estimates in the future might affect the carrying amount of respective item of property, plant and equipment, with corresponding effects on the depreciation charge and impairment.

### 5.2 Stock-in-trade, stores and spares

The Company's management reviews the net realizable value (NRV) of stock-in-trade and stores and spares to assess any diminution in the respective carrying values and wherever required, provision for impairment is made.

### 5.3 Trade debts and other receivables

Impairment loss against doubtful trade and other debts is recorded in accordance with basis mentioned in note 6.25.5 of these unconsolidated financial statements.

### 5.4 Income taxes

In making the estimate for income taxes currently payable by the Company, the management refer to the current income tax laws and the decisions of appellate authorities on certain issues in the past.

### 5.5 Staff retirement benefits

Certain actuarial assumptions have been adopted as disclosed in note 26.1 to the unconsolidated financial statements for valuation of present value of defined benefit obligations. Any changes in these assumptions in future years might affect the amounts recognized in those years.

### 5.6 Impairment of non-financial assets

Assets that are subject to depreciation/amortization including capital work-in-progress are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

## 6 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these unconsolidated financial statements are set out below. These policies have been consistently applied to all the years presented except as disclosed in note no. 7 of these unconsolidated financial statements

## 6.1 Property, plant and equipment

### 6.1.1 Owned

Property, plant and equipment including leasehold land and all additions except capital work-in-progress are stated at cost less accumulated depreciation and accumulated impairment losses. Capital work-in-progress is stated at cost. Cost of property, plant and equipment comprises acquisition cost and directly attributable cost of bringing the assets to its working condition. Borrowing cost including the exchange risk fee (if any) that are directly attributable to the acquisition, construction and production of a qualifying asset is capitalized as part of the cost during the period in which activities that are necessary to prepare the asset for its intended use are carried out.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Company and the cost of the asset can be measured reliably. The carrying amount of the replaced part is derecognized. Normal repairs and maintenance are charged to unconsolidated statement of profit or loss as and when incurred. Major renewals and improvements are capitalized and the assets so replaced, if any, are retired.

Depreciation on assets other than leasehold land is calculated so as to write-off the assets over their expected economic lives under the diminishing balance method at rates given in note no. 8 to the unconsolidated financial statements. Depreciation on leasehold land is charged to income applying the straight-line method at rates given in note no. 8 to the unconsolidated financial statements whereby the cost is written off over the lease term. Depreciation on additions is charged from the month in which they are put to use and on disposals up to the month of disposal.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date.

The gain or loss on disposal or retirement of an asset represented by the difference between the sale proceeds and the carrying amount of the asset is recognized as other income or expense.

### 6.1.2 Right-of-use assets

The right-of-use asset is initially measured based on the initial amount of the lease liability, any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentive received. The right-of-use asset is depreciated on a diminishing balance as given in note no. 8.1 of unconsolidated financial statements of June 30, 2020. The right-of-use assets is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The Company has elected to apply the practical expedient not to recognise right-of-use assets and lease liabilities for short term leases that have a lease term of 12 months or less and leases of low-value assets. The lease payments associated with these leases is recognised as an expense on a straight line basis over the lease term.

### 6.1.3 Capital work-in-progress

Capital work-in-progress is stated at cost less accumulated impairment if any. All expenditures connected to the specific assets incurred during installation and construction period are carried under capital work-in-progress. These expenditures are transferred to relevant category of property, plant and equipment as and when the assets start operation. Impairment losses if any are recorded on the basis as defined in note 5.6.

### 6.2 Intangible assets

An intangible asset is an identifiable non-monetary asset without physical substance.

Intangible assets are recognized when it is probable that the expected future economic benefits will flow to the entity and the cost of the asset can be measured reliably. Cost of the intangible asset (i.e. computer software) includes purchase cost and directly attributable expenses incidental to bring the asset for its intended use.

Costs associated with maintaining computer software are recognized as an expense as and when incurred.

Intangible assets are stated at cost less accumulated amortization and accumulated impairment losses, if any. Amortization is charged over the estimated useful life of the asset on a systematic basis applying straight line method and impairment losses if any are recorded on the basis as defined in note 5.6.

Useful lives of intangible operating assets are reviewed, at each reporting date and adjusted if the impact of amortization is significant.

### 6.3 Investments in subsidiaries

Investment in subsidiaries are recognized and carried at cost in these unconsolidated financial statements. The carrying amount of investments is reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists the investment's recoverable amount is estimated which is the higher of its value in use and its fair value less cost to sell. An impairment loss is recognized if the carrying amount exceeds its recoverable amount. Impairment losses are recognized in unconsolidated statement of profit or loss. An impairment loss is reversed if there has been a change in estimates used to determine the recoverable amount but limited to the extent of initial cost of investments. A reversal of impairment loss is recognized in the unconsolidated statement of profit or loss in the period in which they are occurred.

### 6.4 Investments in associates

Associates are all entities over which the Company has significant influence but not control, generally accompanying a shareholding between 20% and 50% of the voting rights or common directorship. Investments in associates are accounted for using the equity method of accounting. Under the equity method, the investment is initially recognized at cost, and the carrying amount is increased or decreased to recognize the Company's share of the profit or loss and other comprehensive income of the associate after the date of acquisition.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognized in other comprehensive income is reclassified to profit or loss where appropriate.

## 6.5 Long term deposits

These are stated at amortized cost which represents the fair value of consideration given.

## 6.6 Stores and spare parts

All stores, spares and loose tools either imported or purchased locally are charged to statement of profit or loss when consumed and are valued at lower of moving weighted average cost or estimated NRV except for items-in-transit which are stated at invoice value plus other incidental charges paid thereon up to the reporting date. Provision is made for obsolete and slow moving items where necessary and is recognized in the statement of profit or loss.

## 6.7 Stock-in-trade

These are valued at the lower of cost or net realizable value. Cost is determined as follows:

Types of stock	Valuation method
a) Raw and packing materials	weighted average cost method
b) Work-in-process	weighted average cost method
c) Finished goods	lower of weighted average cost or net realizable value
d) Goods in-transit	invoice value plus other charges incurred thereon

Net realizable value signifies the estimated selling price in the ordinary course of business less the estimated costs necessary to make the sale.

## 6.8 Trade debts and other receivables

These are classified at amortised cost and are initially recognised when they are originated and measured at fair value of consideration receivable. These assets are written off when there is no reasonable expectation of recovery. Actual credit loss experience over past years is used to base the calculation of expected credit loss

## 6.9 Cash and cash equivalents

For the purposes of cash flow statement, cash and cash equivalents comprise of cash in hand and bank balances, short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value and short term running finances under mark up arrangements.

## 6.10 Interest / Mark-up bearing loans and borrowings

All loans and borrowings are initially recognized at the fair value of the consideration received less directly attributable transaction costs.

Loans and borrowings are subsequently stated at amortized cost with any difference between the proceeds (net of transaction cost) and the redemption value recognized in the statement of profit or loss except for any amount included in the cost of property, plant and equipment over the period of the borrowing using the effective interest method.

## 6.11 Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets (those that take a substantial period of time to get ready for their intended use) are capitalized as part of the cost of the relevant asset. All other borrowing costs are charged to unconsolidated statement of profit or loss in the period in which they are incurred.

## 6.12 Staff retirement benefits - gratuity

The Company operates an unfunded gratuity scheme covering all its permanent employees with one or more years of service with the Company. Provision for gratuity is made to cover obligation under the scheme in respect of employees who have completed the minimum qualifying period. Provision has been made in accordance with actuarial recommendations summarized in note no. 26.1 using the projected unit credit method.

## 6.13 Lease liabilities

From 1 July 2019, leases are recognised as a right-of-use assets and a corresponding liability at the date at which the leased asset is available for use by the Company. The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Company's incremental borrowing rate.

Lease payments include fixed payments, variable lease payments that are based on an index or a rate expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option, less any lease incentives receivable. The extension and termination options are incorporated in determination of lease term only when the Company is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortised cost using the effective interest rate method. It is remeasured when there is a change in future lease payments arising from a change in fixed lease payments or an index or rate, change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option.

## 6.14 Taxation

### 6.14.1 Current

The charge for current tax is based on taxable income at current rates of taxation after taking into account tax credits, rebates and exemptions available, if any, or in accordance with the final tax regime, where applicable, of the Income Tax Ordinance, 2001 (the Ordinance) or the minimum tax under section 113 of the Ordinance or Alternate Corporate Tax (ACT) under section 113C of the Ordinance, whichever is higher.

### 6.14.2 Deferred

Deferred tax is recognized using the statement of financial position liability method on all temporary differences between the carrying amount of the assets and liabilities and their tax bases.

Deferred tax liabilities are recognized for all major taxable temporary differences.

Deferred tax assets are recognized for all major deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized.

The carrying amount of the deferred tax asset is reviewed at each reporting date and is recognized only to the extent that it is probable that future taxable profits will be available against which the assets may be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Unrecognized deferred income tax assets are reassessed at each reporting date and are recognized to the extent that it becomes probable that future taxable profit will allow deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rate that are expected to apply to the year when the asset is utilized or the liability is settled, based on the tax rates that have been enacted or substantially enacted at the reporting date.

#### **6.15 Provisions**

Provisions are recognized in the unconsolidated statement of financial position when the Company has a legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate can be made of the amount of obligation.

#### **6.16 Trade and other payables**

Liabilities for trade and other payables are measured at cost which is the fair value of the consideration to be paid in future for goods and services.

#### **6.17 Foreign currency translation**

Transactions in foreign currencies are accounted for in Pakistani Rupee at the rate of exchange prevailing at the date of transaction. Monetary assets and monetary liabilities in foreign currencies as at the reporting date are expressed in Pakistani Rupee at rates of exchange prevailing on that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Exchange differences are taken to the unconsolidated statement of profit or loss.

#### **6.18 Functional and presentation currency**

Items included in the unconsolidated financial statements are measured using the currency of the primary economic environment in which the Company operates. The unconsolidated financial statements are presented in Pakistani rupee, which is the Company's functional and presentation currency. The figures have been rounded off to the nearest Pakistani Rupee.

#### **6.19 Segment reporting**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker for allocating resources and assessing performance of the operating segments.

#### **6.20 Dividend distribution**

Dividend distribution to the shareholders is recognized as a liability in the period in which it is approved by the shareholders.

**6.21 Related parties transactions**

All transactions involving related parties arising in the normal course of business are conducted at arm's length at normal commercial rates on the same terms and conditions as third party transactions using valuation modes, as admissible, except in extremely rare circumstances where, subject to the approval of the board of directors, it is in the interest of the Company to do so.

**6.22 Share Capital**

Ordinarily shares are classified as equity and recognized at their face value. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

**6.23 Contingent liabilities**

Contingent liability is disclosed when:

- a) a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the company; or
- b) a present obligation that arises from past events but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

**6.24 Operating, administrative and selling expenses**

These expenses are recognized in unconsolidated statement of profit or loss upon utilization of the services or as incurred except as specifically stated in the unconsolidated financial statements.

**6.25 Financial Instruments - Initial Recognition and subsequent measurement****6.25.1 Initial recognition**

All financial assets and liabilities are initially measured at cost which is the fair value of the consideration given or received. These are subsequently measured at fair value or amortized cost as the case may be.

**6.25.2 Classification of financial assets**

The Company classifies its financial assets in the following categories:

- at fair value through profit or loss ("FVTPL")
- at fair value through other comprehensive income ("FVTOCI"), or
- at amortized cost.

The Company determines the classifications of financial assets at initial recognition. The classification of instruments (other than equity instruments) is driven by the Company's business model for managing the financial assets and their contractual cash flow characteristics.

Financial assets that meet the following conditions are subsequently measured at amortized cost:

- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows; and

- the contractual terms of the financial assets give rise on specified date to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets that meet the following conditions are subsequently measured at FVTOCI:

- the financial asset is held within a business model whose objective achieved by both collecting contractual cash flows and selling the financial assets; and
- the contractual terms of the financial assets give rise on specified date to cash flows that are solely payments of principal and interest on the principal amount outstanding.

By default, all other financial assets are subsequently measured at FVTPL.

### 6.25.3 Classification of financial liabilities

The Company classifies its financial liabilities in the following categories:

- at fair value through profit or loss ("FVTPL"), or
- at amortized cost

Financial liabilities are measured at amortized cost using effective yield method, unless they are required to be measured at FVTPL (such as instrument held for trading or derivatives) or the Company has opted to measure them at FVTPL.

### 6.25.4 Subsequent measurement

#### i) Financial assets at FVTOCI

Investments in equity instruments at FVTOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value, with gains or losses arising from changes in fair value recognized in other comprehensive income/(loss).

#### ii) Financial assets and liabilities at amortized cost

Financial assets and liabilities at amortized cost are initially recognized at fair value plus or minus the transaction cost that are directly attributable to the acquisition or issue of the financial assets or financial liabilities and subsequently carried at amortized cost, and in the case of financial assets, less any impairment.

#### iii) Financial assets and liabilities at FVTPL

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the unconsolidated statement of profit or loss. Realised and unrealised gains and losses arising from changes in the fair value of financial assets and liabilities held at FVTPL are included in the unconsolidated statement of profit or loss in the period in which they arise.

Where the management has opted to recognise a financial liability at FVTPL, any changes associated with the Company's own credit risk will be recognised in other comprehensive income/(loss). Currently, there are no financial liabilities designated at FVTPL.

### 6.25.5 Impairment of financial assets

The Company recognises loss allowance for Expected Credit Loss (ECL) on financial assets measured at amortized cost and FVTOCI at an amount equal to life time ECLs except for the financial assets in which there is no significant increase in credit risk since initial recognition or financial assets which are determine to have low credit risk at the reporting date, in which case twelve months' ECL is recorded. The following were either determine to have low or there was no credit risk since initial recognition and

at the reporting date:

- long term deposits;
- trade deposits;
- loans and advances;
- other receivables; and
- bank balances;

Loss allowance for trade receivables are always measured at an amount equal to life time ECLs.

Life time ECLs are the ECLs that result from all possible default events over the expected life of a financial instrument. Twelve months ECLs are portion of ECL that result from default events that are possible within twelve months after the reporting date.

ECLs are a probability weighted estimate of credit losses. Credit losses are measured at the present value of all cash short falls (i.e. the difference between cash flows due to the entity in accordance with the contract and cash flows that the company expects to receive).

The gross carrying amount of a financial asset is written off when the Company has no reasonable expectation of recovering a financial asset in entirety or a portion thereof.

### 6.25.6 Derecognition

#### i) Financial assets

The Company derecognises financial assets only when the contractual rights to cash flows from the financial assets expire or when it transfer the financial assets and substantially all the associated risks and reward of ownership to another entity. On derecognition of financial assets measured at amortized cost, the difference between the assets carrying value and the sum of the consideration received and receivable recognised in unconsolidated statement of profit or loss. In addition, on derecognition of an investment in a debt instrument classified as at FVTOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve reclassified to unconsolidated statement of profit or loss. In contrast, on derecognition of an investment in equity instrument which the Company has elected on initial recognition to measure at FVTOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is not reclassified to unconsolidated statement of profit or loss, but is transferred to unconsolidated statement of changes in equity.

## ii) Financial liabilities

The Company derecognises its financial liabilities only when its obligations under the financial liabilities are discharged, cancelled or expired. The difference between the carrying amount of the financial liabilities derecognised and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognised in unconsolidated statement of profit or loss.

### 6.25.7 Off-setting of financial assets and liabilities

Financial assets and liabilities are off set and the net amount is reported in the unconsolidated statement of financial position if the Company has a legal right to set-off the transactions and also intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

### 6.26 Revenue from Contracts with Customers

The Company is in the business of manufacturing and sale of goods. Revenue from contracts with customers is recognised when control of the goods is transferred to the customer at an amount that reflects the consideration to which the Company expects to be entitled in exchange for those goods. The Company has generally concluded that it is the principal in its revenue arrangements because it typically controls the goods before transferring them to the customer.

The following are the specific recognition criteria that must be met before revenue is recognized:

- a) Revenue from local sale of goods is recognized when the goods are dispatched and in case of export sales, when the goods are shipped i.e. when performance obligation are satisfied.

#### *Other income*

- b) Processing income is recognized when services are rendered.
- c) Gain and loss on sale of investments is taken to income in the period in which it arises.
- d) Interest income is recognized on an accrual basis using the effective interest method.
- e) Dividend income, other than those from investments in associates, are recognized at the time the right to receive payment is established.

## 7. IMPACT OF NEW ACCOUNTING POLICIES

### 7.1 IFRS 16 - Leases

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions.

From 1 July 2019, leases are recognised as a right-of-use assets and a corresponding liability at the date at which the leased asset is available for use by the Company.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Company's incremental borrowing rate.

Lease payments include fixed payments, variable lease payments that are based on an index or a rate expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option, less any lease incentives receivable. The extension and termination options are incorporated in determination of lease term only when the Company is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortised cost using the effective interest rate method. It is remeasured when there is a change in future lease payments arising from a change in fixed lease payments or an index or rate, change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option. The corresponding adjustment is made to the carrying amount of the right-of-use assets, or is recorded in unconsolidated statement of profit or loss and other comprehensive income if the carrying amount of right-of-use asset has been reduced to zero.

The right-of-use assets is initially measured based on the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentive received. The right-of-use asset is depreciated on a diminishing balance method at the rates given in note 8.1 of unconsolidated financial statements for the year ended June 30, 2020. The right-of-use asset is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

	Note	June 30, 2020	June 30, 2019
		-----Rupees-----	
Operating fixed assets – decreased by	8	(306,955,475)	(331,919,479)
Right-of-use assets – increased by	8.1	306,955,475	331,919,479

The above figures have been reclassified to reflect more appropriate presentation.

## 8 PROPERTY, PLANT AND EQUIPMENT

Operating assets

Capital work in progress - at cost

Note	Rupees	
	2020	2019
8.6	13,423,796,292	11,788,948,787
	5,843,052,382	637,833,846
	19,266,848,674	12,426,782,633
	306,955,475	331,919,479

## 8.1 Right-of-use assets

## 8.2 Detailed movement of operating assets and right-of-use assets are as follows:

Year ended June 30, 2020	Operating assets							Right-of-use assets			Grand total	
	Leaschold land	Freehold land	Building on leasehold land	Plant and machinery	Furniture and fittings	Equipments	Computers	Vehicles	Grand total	Plant and machinery		Vehicles
<b>As at June 30, 2019</b>												
Cost	945,110,009	88,688,580	3,408,044,170	13,075,482,471	73,989,458	279,363,850	50,643,728	206,095,913	18,128,018,179	165,527,276	316,717,942	482,245,218
Accumulated depreciation	(44,449,769)	-	(1,106,316,812)	(4,951,609,612)	(36,340,697)	(78,873,116)	(19,436,338)	(102,043,047)	(6,339,069,392)	(62,835,314)	(87,490,425)	(150,325,739)
<b>Net book value</b>	<b>900,660,240</b>	<b>88,688,580</b>	<b>2,301,727,358</b>	<b>8,123,872,859</b>	<b>37,648,761</b>	<b>200,490,734</b>	<b>31,207,390</b>	<b>104,652,866</b>	<b>11,788,948,787</b>	<b>102,691,962</b>	<b>229,227,517</b>	<b>331,919,479</b>
<b>July 01, 2019</b>												
Opening net book value	900,660,240	88,688,580	2,301,727,358	8,123,872,859	37,648,761	200,490,734	31,207,390	104,652,866	11,788,948,787	102,691,962	229,227,517	331,919,479
Additions / Transfers from CWIP	-	-	204,444,676	2,541,682,617	17,040,210	23,692,270	4,807,850	53,957,620	2,845,625,243	-	76,024,480	76,024,480
Transfer from right-of-use assets to owned assets	-	-	-	-	-	-	-	-	-	-	-	-
Cost	-	-	-	-	-	-	-	19,341,765	19,341,765	-	(19,341,765)	(19,341,765)
Accumulated depreciation	-	-	-	-	-	-	-	(8,046,933)	(8,046,933)	-	8,046,933	8,046,933
Disposal	-	-	-	-	-	-	-	11,294,832	11,294,832	-	(11,294,832)	(11,294,832)
Cost	-	-	-	(24,444,571)	(29,000)	-	(43,000)	(10,124,655)	(34,641,226)	-	(48,819,785)	(48,819,785)
Accumulated depreciation	-	-	-	19,263,685	20,037	-	34,984	6,460,160	25,778,867	-	19,963,044	19,963,044
Depreciation charge	(9,546,556)	-	(241,847,719)	(902,988,764)	(8,963)	-	(8,016)	(3,664,495)	(8,862,359)	-	(28,856,741)	(28,856,741)
<b>Closing net book value</b>	<b>891,113,684</b>	<b>88,688,580</b>	<b>2,264,324,315</b>	<b>9,757,385,826</b>	<b>49,995,348</b>	<b>202,921,640</b>	<b>29,161,783</b>	<b>140,205,116</b>	<b>13,423,796,292</b>	<b>92,422,766</b>	<b>214,532,709</b>	<b>306,955,475</b>
<b>As at June 30, 2020</b>												
Cost	945,110,009	88,688,580	3,612,488,846	15,592,720,517	91,000,668	303,056,120	55,408,578	269,870,643	20,958,343,961	165,527,276	324,580,872	490,108,148
Accumulated depreciation	(53,996,325)	-	(1,348,164,531)	(5,835,334,691)	(41,005,320)	(100,134,480)	(26,246,795)	(129,665,527)	(7,534,547,669)	(73,104,510)	(110,048,163)	(183,152,673)
<b>Net book value</b>	<b>891,113,684</b>	<b>88,688,580</b>	<b>2,264,324,315</b>	<b>9,757,385,826</b>	<b>49,995,348</b>	<b>202,921,640</b>	<b>29,161,783</b>	<b>140,205,116</b>	<b>13,423,796,292</b>	<b>92,422,766</b>	<b>214,532,709</b>	<b>306,955,475</b>
<b>Depreciation rate (%)</b>	<b>1</b>	<b>10 to 15</b>	<b>10</b>	<b>10 to 15</b>	<b>10</b>	<b>10</b>	<b>20</b>	<b>20</b>	<b>10</b>	<b>10</b>	<b>20</b>	<b>20</b>

	Operating assets										Right-of-use assets		Grand total
	Leaschold land	Freehold land	Building on leasehold land	Plant and machinery	Furniture and fittings	Equipment	Computers	Vehicles	Grand total	Plant and machinery	Vehicles	Grand total	
Rupees													
<b>Year ended June 30, 2019</b>													
<b>As at June 30, 2018</b>													
Cost	746,573,974	87,584,247	3,129,454,665	11,000,176,429	70,706,025	256,760,464	26,062,503	193,478,025	15,510,796,332	417,258,339	240,204,401	657,462,740	
Accumulated depreciation	(38,550,726)	-	(876,153,587)	(4,199,106,303)	(32,467,760)	(58,417,159)	(14,659,839)	(81,372,482)	(5,300,727,856)	(59,898,566)	(51,646,711)	(111,545,277)	
<b>Net book value</b>	<b>708,023,248</b>	<b>87,584,247</b>	<b>2,253,301,078</b>	<b>6,801,070,126</b>	<b>38,238,265</b>	<b>198,343,305</b>	<b>11,402,664</b>	<b>112,105,543</b>	<b>10,210,068,476</b>	<b>357,359,773</b>	<b>188,557,690</b>	<b>545,917,463</b>	
<b>July 01, 2018</b>													
Opening net book value	708,023,248	87,584,247	2,253,301,078	6,801,070,126	38,238,265	198,343,305	11,402,664	112,105,543	10,210,068,476	357,359,773	188,557,690	545,917,463	
Additions / Transfers from CWIP	393,931,954	1,104,333	278,589,505	1,824,004,979	3,283,433	22,603,386	24,861,915	22,861,694	2,571,241,199	-	108,387,650	108,387,650	
Transfer From / To leased assets to owned assets	-	-	-	-	-	-	-	-	-	-	-	-	
Disposal	-	-	-	-	-	-	-	-	-	-	-	-	
Cost	(193,422,225)	-	-	251,731,063	-	-	-	31,874,109	283,605,172	(251,731,063)	(31,874,109)	(283,605,172)	
Accumulated depreciation	(193,422,225)	-	-	(14,554,910)	-	-	-	(11,223,454)	(25,778,364)	14,554,910	11,223,454	25,778,364	
Depreciation charge for the year	(7,872,737)	-	(230,163,225)	(738,221,289)	(3,872,937)	(20,455,957)	(4,856,709)	(24,898,222)	(1,030,341,076)	(17,491,658)	(47,067,168)	(64,558,826)	
<b>Closing net book value</b>	<b>900,660,240</b>	<b>88,688,580</b>	<b>2,301,727,358</b>	<b>8,123,872,859</b>	<b>37,648,761</b>	<b>200,490,734</b>	<b>31,207,390</b>	<b>104,652,866</b>	<b>11,788,948,787</b>	<b>102,691,962</b>	<b>229,227,517</b>	<b>331,919,479</b>	
<b>As at June 30, 2019</b>													
Cost	945,110,009	88,688,580	3,408,044,170	13,075,482,471	73,989,458	279,363,850	50,643,728	206,695,913	18,128,018,179	165,527,276	316,717,942	482,245,218	
Accumulated depreciation	(44,449,769)	-	(1,106,316,812)	(4,951,609,612)	(36,340,697)	(78,873,116)	(19,436,338)	(102,043,047)	(6,339,069,392)	(62,835,314)	(87,490,425)	(150,325,739)	
<b>Net book value</b>	<b>900,660,240</b>	<b>88,688,580</b>	<b>2,301,727,358</b>	<b>8,123,872,859</b>	<b>37,648,761</b>	<b>200,490,734</b>	<b>31,207,390</b>	<b>104,652,866</b>	<b>11,788,948,787</b>	<b>102,691,962</b>	<b>229,227,517</b>	<b>331,919,479</b>	
<b>Depreciation rate (%)</b>	<b>1</b>	<b>10</b>	<b>10 to 15</b>	<b>10</b>	<b>10</b>	<b>10</b>	<b>20</b>	<b>20</b>	<b>10</b>	<b>10</b>	<b>20</b>	<b>20</b>	

8.3 The depreciation expense has been allocated as follows:

	2020	2019
Cost of sales	1,184,879,047	1,016,272,524
Selling and distribution expenses	38,708,996	32,895,591
Administrative expenses	50,459,078	45,731,787
	<b>1,274,047,121</b>	<b>1,094,899,902</b>

## 8.4 Particulars of immovable property (i.e. land and building) in the name of Company are as follows:

Locations	Usage of immovable property	Total area
17 - Bangalore Town, Shahrah-e-Faisal, Karachi.	Head Office	1000 sq. Yd
C-230, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 1	7.54 acres
B-140, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 2	4.59 acres
G-1, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 3	5.877 acres
G-22, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 4	9.00 acres
38-C, Sundar Industrial Estate, Raiwind Road, Lahore.	Manufacturing facility - Unit 5	4.02 acres
D-91, D-92 & D-94 North Western Zone, Port Qasim, Karachi	Manufacturing facility - Unit 6	7.50 acres
E164-168, North Western Zone, Port Qasim, Karachi	Manufacturing facility - Unit 7	5.47 acres
E154-157, North Western Zone, Port Qasim, Karachi	Manufacturing facility - Unit 8	5.51 acres
G-1, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 9	0.793 acres
D-101/M, D-101/N, S.I.T.E area, Nooriabad, District Jamshoro, Sindh	For future expansion	20.50 acres
Deh Landhi, Tappo Landhi, Bin Qasim Town, Karachi	For future expansion	14.125 acres
PT2-24-2402, Pearl Tower, Plot # 7 (R9) Crescent Bay, Karachi.	Administrative purpose	2,209.57 sq. Ft
A-39 North Western Zone, Port Qasim, Karachi	For future expansion	5.0 acres
Sabzi mandi road, Chak no. 241 Dist. Faisalabad	For future expansion	7 kanal

## 8.5 Following are the particulars of the disposed assets having a book value of five hundred thousand or more.

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
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..... Rupees .....

**Plant & Machinery Generator**

5,860,476	5,184,749	675,727	1,300,000	624,273	Powertec Energy	Independent party	Negotiation
14,560,644	10,880,763	3,679,881	2,000,000	(1,679,881)	Powertec Energy	Independent party	Negotiation
<b>20,421,120</b>	<b>16,065,512</b>	<b>4,355,608</b>	<b>3,300,000</b>	<b>(1,055,608)</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
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..... Rupees .....

**Vehicles Suzuki Cultus**

1,099,000	588,810	510,190	940,000	429,810	Waqar Hussain	Independent party	Negotiation
1,120,000	572,540	547,460	955,000	407,540	Kamran Ahmed	Employee	Company Policy
1,129,000	540,768	588,232	1,000,000	411,768	Hamid Hussain	Independent party	Negotiation
1,264,550	534,740	729,810	1,375,000	645,190	Muhammad Azam Iqbal	Independent party	Negotiation
1,265,000	533,061	731,939	1,400,000	668,061	Syed Muhammad Abbas	Employee	Company Policy
1,265,000	498,277	766,723	1,355,000	588,277	Muhammad Azam Iqbal	Independent party	Negotiation
1,267,960	488,393	779,567	1,400,000	620,433	Ali Raza Kazmi	Independent party	Negotiation
1,267,960	484,536	783,424	1,355,000	571,576	Waqar Hussain	Independent party	Negotiation
1,267,960	473,107	794,853	1,340,000	545,147	Muhammad Azam Iqbal	Independent party	Negotiation
1,370,550	319,202	1,051,348	1,445,000	393,652	Muhammad Azam Iqbal	Independent party	Negotiation
1,398,450	324,148	1,074,302	1,455,000	380,698	Muhammad Azam Iqbal	Independent party	Negotiation
1,397,950	283,199	1,114,751	1,445,000	330,249	Waqas Ullah Khan	Independent party	Negotiation
<b>15,113,380</b>	<b>5,640,781</b>	<b>9,472,599</b>	<b>15,465,000</b>	<b>5,992,401</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Suzuki Mehran</b>							
744,705	241,009	503,696	690,000	186,304	Hamid Hussain	Independent party	Negotiation
744,705	232,536	512,169	690,000	177,831	Hamid Hussain	Independent party	Negotiation
852,975	184,783	668,192	785,000	116,808	Muhammad Azam Iqbal	Independent party	Negotiation
<b>2,342,385</b>	<b>658,328</b>	<b>1,684,057</b>	<b>2,165,000</b>	<b>480,943</b>			
<b>Toyota Corolla</b>							
1,792,000	970,697	821,303	831,568	10,265	Owais Motiwala	Employee	Company Policy
1,792,000	913,695	878,305	2,015,000	1,136,695	Waqar Hussain	Independent party	Negotiation
1,787,500	822,177	965,323	1,900,000	934,677	Affan Ali	Independent party	Negotiation
1,964,000	788,766	1,175,234	2,420,000	1,244,766	Hamid Hussain	Independent party	Negotiation
1,919,700	621,765	1,297,935	2,225,000	927,065	Abdul Khaliq	Employee	Company Policy
2,017,950	700,720	1,317,230	1,969,000	651,770	EFU General Insurance	Insurance claim	Insurance Policy
<b>11,273,150</b>	<b>4,817,820</b>	<b>6,455,330</b>	<b>11,360,568</b>	<b>4,905,238</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Honda Civic</b>							
2,690,730	1,927,213	763,517	1,700,000	936,483	Ali Raza Kazmi	Independent party	Negotiation
3,180,260	497,280	2,682,980	3,108,000	425,020	Jubilee Takaful	Insurance claim	Insurance Policy
<b>5,870,990</b>	<b>2,424,493</b>	<b>3,446,497</b>	<b>4,808,000</b>	<b>1,361,503</b>			
<b>Honda City</b>							
1,692,140	1,040,660	651,480	825,474	173,994	Mr. Yousuf Alam	Employee	Company Policy
<b>36,292,045</b>	<b>14,582,082</b>	<b>21,709,963</b>	<b>34,624,042</b>	<b>12,914,079</b>			
<b>56,713,165</b>	<b>30,647,594</b>	<b>26,065,571</b>	<b>37,924,042</b>	<b>11,858,471</b>			

**Aggregate of assets disposed off having net book value below Rs. 500,000 each**

	Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)
Plant and machinery	4,023,451	3,198,174	825,277	2,025,000	1,199,723
Vehicles	22,652,395	11,841,121	10,811,274	18,256,520	7,445,246
Furniture	29,000	20,037	8,963	21,000	12,037
Computer	43,000	34,984	8,016	8,000	(16)
<b>Sub-total</b>	<b>26,747,846</b>	<b>15,094,316</b>	<b>11,653,530</b>	<b>20,310,520</b>	<b>8,656,990</b>
<b>2020 - total</b>	<b>83,461,011</b>	<b>45,741,910</b>	<b>37,719,101</b>	<b>58,234,562</b>	<b>20,515,461</b>
2019 - total	237,624,524	17,777,904	219,846,620	230,733,531	10,886,911

8.5.1 All disposal are made through negotiation or otherwise specified in 8.5 of these unconsolidated financial statements.

	Note	2020	2019
		-----Rupees-----	
<b>8.6 Capital work-in-progress</b>			
Civil works		669,748,425	96,390,116
Plant and machinery		5,173,303,957	541,443,730
	8.6.1	<b>5,843,052,382</b>	<b>637,833,846</b>

**8.6.1 Movement of capital work in progress:**

	Note	Civil works	Plant and machinery	Equipment and fittings	Total
		-----Rupees-----			
Balance as at July 1, 2018		39,475,190	109,433,167	8,012,515	156,920,872
Capital expenditure incurred during the year		335,504,431	2,256,015,542	-	2,591,519,973
Transferred to operating fixed assets		(278,589,505)	(1,824,004,979)	(8,012,515)	(2,110,606,999)
<b>Balance as at June 30, 2019</b>		<b>96,390,116</b>	<b>541,443,730</b>	<b>-</b>	<b>637,833,846</b>
<b>Capital expenditure incurred during the year</b>		<b>777,802,985</b>	<b>6,941,725,541</b>	<b>-</b>	<b>7,719,528,526</b>
<b>Trial production cost incurred</b>	8.6.2	<b>-</b>	<b>231,817,303</b>	<b>-</b>	<b>231,817,303</b>
<b>Transferred to operating fixed assets</b>		<b>(204,444,676)</b>	<b>(2,541,682,617)</b>	<b>-</b>	<b>(2,746,127,293)</b>
<b>Balance as at June 30, 2020</b>		<b>669,748,425</b>	<b>5,173,303,957</b>	<b>-</b>	<b>5,843,052,382</b>

	Note	2020	2019
		-----Rupees-----	
<b>8.6.2 Trial production cost</b>			
Net sales	31	(51,490,016)	-
Cost of sales	33	209,133,763	-
Selling and distribution expenses	34	15,500,980	-
Administration expenses	35	783,780	-
Other operating expenses	36	6,188,796	-
Finance cost	38	51,700,000	-
		<b>231,817,303</b>	<b>-</b>

The Company has completed its trial production phase Candyland-II division till the completion of financial year. Therefore, the related sales and expenses have been transferred to CWIP as trial production cost.

	Note	2020	2019
		-----Rupees-----	
<b>9 INTANGIBLE ASSETS</b>			
Software	9.1	85,453,143	88,667,156
Less: Amortization charge for the year		(30,159,933)	(3,214,013)
<b>Closing net book value</b>		<b>55,293,210</b>	<b>85,453,143</b>
<b>As at June 30</b>			
Cost		88,667,156	88,667,156
Accumulated amortisation		(33,373,946)	(3,214,013)
<b>Net book value</b>		<b>55,293,210</b>	<b>85,453,143</b>
<b>Amortization rate (%)</b>		<b>33.33%</b>	<b>33.33%</b>

9.1 Represent various computer softwares amortized on straight line basis over a period of 36 months.

	Note	2020	2019
		-----Rupees-----	
<b>9.2</b> The amortization charge has been allocated as follows:			
Cost of sales	33	15,157,980	1,480,952
Selling and distribution expenses	34	8,369,175	934,207
Administrative expenses	35	6,632,778	798,854
		<b>30,159,933</b>	<b>3,214,013</b>

**10 LONG TERM INVESTMENTS**

	Note	2020	2019
Investment in subsidiary company - unquoted shares	10.1	1,605,984,000	982,099,000
Investment in associated companies	10.2	3,670,319,873	2,229,950,382
		<b>5,276,303,873</b>	<b>3,212,049,382</b>

	Note	2020	2019
		-----Rupees-----	
<b>10.1 Investment in subsidiary Company - unquoted shares</b>			
Hudson Pharma (Private) Limited	10.1.1	605,984,000	605,984,000
Add: Advance against shares			
- opening balance		376,115,000	-
- increase during the year		623,885,000	376,115,000
Converted in to ordinary shares / advance	10.1.2	1,000,000,000	376,115,000
		<b>1,605,984,000</b>	<b>982,099,000</b>

#### 10.1.1 Hudson Pharma (Private) Limited

The company has acquired 160,598,400 (2019: 60,598,400) shares of Hudson Pharma (Private) Limited (HPL), which is equivalent to 77.71% of total paid up capital (2019: 71.29%), as a result of right issue which was not fully subscribed by the existing shareholders. The company is incorporated under Companies Act, 2017 as a private company limited by shares. The registered office of the company is located at 17 Bangalore town, main Shahrah-e-Faisal Karachi. Principal activities of the company are manufacturing, processing, compounding, formulating, importing, exporting, packaging, marketing, wholesale and retail, trading and selling of all kinds of pharmaceutical drugs and medicines. The shares of HPL are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of HPL is June 30.

The fair value of equity has been worked out at Rs.44.91/- per share, as determined by M/s. Munaf Yusuf & Co., Chartered Accountants. The valuation has been carried out using discounted cash flow method and thus there is no indication of any impairment in the value of these investment.

**10.1.2** In the 30th and 31st Annual General Meeting (AGM), the Company has approved investment in (HPL) amounting to Rs. 500 million in each AGM for working capital requirement and the same is converted into the ordinary shares during the year.

	Note	2020	2019
		-----Rupees-----	
<b>10.2 Investment in associated companies</b>			
Novelty Enterprises (Private) Limited	10.2.1	228,703,777	228,717,751
The Bank of Khyber	10.2.2	3,441,616,096	2,001,232,631
	10.2.3	<b>3,670,319,873</b>	<b>2,229,950,382</b>

#### 10.2.1 Novelty Enterprises (Private) Limited

The Company holds 33% (2019: 33%) voting and equity interest in Novelty Enterprises (Private) Limited (NEL). The shares of NEL are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of NEL is June 30.

Total equity / net assets of NEL as at June 30, 2020 based on un-audited financial statements amounted to Rs. 561.386 million (2019: Rs. 561.422 million based on audited financial statements). However, as per report of an independent valuer, Masud Associates dated December 15, 2019 fair value of fixed assets of NEL amounted to Rs. 1,079.840 million resulting in surplus on fixed assets of Rs. 518.454 million. Revised net assets after the revaluation surplus amounted to Rs. 1,079.840 million (2019: Rs. 1,045.063 million). Accordingly, the management is of the view that it would be able to recover carrying values of its investment.

NEL has not commenced operations as of the reporting date.

#### 10.2.2 The Bank of Khyber

The total shareholding of the Company in the Bank of Khyber (the Bank) is 244,339,031 shares (2019: 241,639,031 shares) which represents 24.43% of paid-up capital of the Bank (2019: 24.16%). In addition to this, the Company also has representation on the board of directors of the Bank. The Bank concludes its annual financial results on December 31 as required by the State Bank of Pakistan for financial institutions. Amounts in these unconsolidated financial statements have been taken from annual audited financial results for the year ended December 31, 2018 and December 31, 2019 and from reviewed condensed interim financial information of the Bank for the six-months periods ended June 30, 2019 and June 30, 2020. Adjustment to conform to the Bank's accounting policies is not warranted as the Bank is not engaged in like transaction under similar circumstances.

The market value of holding in the Bank as on June 30, 2020 was Rs. 3,467.171 million (June 30, 2019: Rs. 2,382.561 million)

These investments are accounted for under the equity method. The aggregate amount of the associates recognized in these unconsolidated financial statements are as follows:

10.2.3	Note	The Bank of Khyber		Novelty Enterprises (Private) Limited		Total	
		2020	2019	2020	2019	2020	2019
-----Rupees-----							
		2,001,232,631	2,530,641,520	228,717,751	228,727,912	2,229,950,382	2,759,369,432
		16,284,035	-			16,284,035	-
	10.2.2	491,986,115	45,395,175	(13,974)	(10,161)	491,972,141	45,385,014
		(122,169,516)	-	-	-	(122,169,516)	-
		1,054,282,831	(574,804,064)	-	-	1,054,282,831	(574,804,064)
		3,441,616,096	2,001,232,631	228,703,777	228,717,751	3,670,319,873	2,229,950,382

Summarized financial information in respect of the Company's associates as at June 30 is set out below:

	The Bank of Khyber		Novelty Enterprises (Private) Limited	
	2020	2019	2020	2019
-----Rupees-----				
Assets	318,194,917,000	235,558,869,000	561,419,274	561,456,320
Liabilities	300,436,247,000	223,629,985,000	33,060	27,760
Revenue	5,673,133,000	4,810,409,000	-	-
Profit / (loss)	2,014,047,000	187,911,000	(36,606)	(30,791)

All transfers of funds to the Company, i.e. distribution of cash dividends, are subject to approval by means of a resolution passed by the shareholders of the associates. During the year, Rs. 0.50 per share cash dividend have been received from the Bank of Khyber (2019: Nil)

11	LONG TERM DEPOSITS	Note	2020	2019
			-----Rupees-----	
	Lease - Conventional		13,702,400	19,309,400
	Lease - Islamic		12,282,390	8,362,240
	Less: Current maturity - Conventional	16	(8,686,100)	(6,360,770)
			17,298,690	21,310,870
	Utilities		12,029,293	11,049,093
	Others		7,677,598	11,943,528
			37,005,581	44,303,491
12	STORES AND SPARES			
	Stores	12.1	89,546,100	81,997,962
	Spare parts	12.1	232,077,384	186,291,451
	Others	12.1	30,223,741	10,686,480
			351,847,225	278,975,893
12.1	Reconciliation of provision for slow moving spare parts			

	2020			
	Stores	Spare parts	Others	Total
-----Rupees-----				
Stores and spares	98,137,520	232,077,384	30,223,741	360,438,645
Provision for slow moving				
- opening	(8,591,420)	-	-	(8,591,420)
- charge for the year	-	-	-	-
- closing	(8,591,420)	-	-	(8,591,420)
Stores and spares - net	89,546,100	232,077,384	30,223,741	351,847,225

		2019			
		Stores	Spare parts	Others	Total
		----- Rupees -----			
Stores and spares		90,589,382	186,291,451	10,686,480	287,567,313
Provision for slow moving					
- opening		(8,591,420)	-	-	(8,591,420)
- charge for the year		-	-	-	-
- closing		(8,591,420)	-	-	(8,591,420)
Stores and spares - net		81,997,962	186,291,451	10,686,480	278,975,893
<b>13 STOCK-IN-TRADE</b>		<b>Note</b>	<b>2020</b>	<b>2019</b>	
			-----Rupees-----		
Raw materials		13.1 & 13.2	2,752,429,006	2,951,988,975	
Packing materials		13.1	661,948,508	451,115,557	
Work-in-process		33	175,501,874	82,183,155	
Finished goods		13.1	2,661,778,941	1,626,328,441	
			<b>6,251,658,329</b>	<b>5,111,616,128</b>	
<b>13.1 Reconciliation of provision for stock-in-trade</b>		<b>Note</b>	<b>2020</b>	<b>2019</b>	
			<b>Raw materials</b>	<b>Packing materials</b>	<b>Finished goods</b>
			----- Rupees -----		
Stock-in-trade			2,765,388,096	771,797,057	2,661,778,941
Provision for slow moving					
- opening			(13,384,583)	(109,848,549)	-
- reversal	33.1		425,493	-	-
- closing			(12,959,090)	(109,848,549)	-
Stock-in-trade-net			<b>2,752,429,006</b>	<b>661,948,508</b>	<b>2,661,778,941</b>
			<b>2019</b>	<b>Raw materials</b>	<b>Packing materials</b>
				----- Rupees -----	
Stock-in-trade			2,965,373,558	560,964,105	1,626,328,441
Provision for slow moving					
- opening			(13,384,583)	(128,735,038)	-
- charge for the year			-	-	-
- reversal	33.2		-	18,886,489	-
- closing			(13,384,583)	(109,848,549)	-
Stock-in-trade-net			<b>2,951,988,975</b>	<b>451,115,556</b>	<b>1,626,328,441</b>
<b>13.2</b>	This includes raw materials in transit amounting to Rs. 275,163,978 (June 30, 2019: Rs. 256,893,934).				
<b>14 TRADE DEBTS</b>		<b>Note</b>	<b>2020</b>	<b>2019</b>	
			-----Rupees-----		
Considered good					
- export - secured			1,056,320,953	784,297,206	
- local - unsecured		14.3	2,384,634,776	2,038,377,907	
			<b>3,440,955,729</b>	<b>2,822,675,113</b>	
Allowance for expected credit loss		14.1	(95,970,640)	(76,343,145)	
<b>Trade debts - net</b>			<b>3,344,985,089</b>	<b>2,746,331,968</b>	
<b>14.1 Allowance for expected credit loss</b>					
Balance at the beginning of the year			(76,343,145)	(51,963,694)	
Charge during the year - net		34	(19,627,495)	(24,379,451)	
Balance at the end of the year			<b>(95,970,640)</b>	<b>(76,343,145)</b>	

	Note	2020	2019
		-----Rupees-----	
<b>14.2 Age analysis trade debts</b>			
Not Due		2,544,350,781	2,092,296,767
More than 45 days but not more than 3 months		356,189,161	310,893,102
More than 3 months but not more than 6 months		298,242,708	286,546,208
More than 6 months but not more than 1 year		176,559,683	80,522,538
More than 1 year		65,613,396	52,416,498
		<u>3,440,955,729</u>	<u>2,822,675,113</u>
<b>14.3</b>	There is no receivables from related party at reporting date (2019: Rs. Nil).		
<b>15 LOANS AND ADVANCES</b>			
Loans - secured - employees	15.1	49,935,105	41,769,164
Advances - unsecured			
- suppliers		825,763,077	1,499,160,624
- LC margins		61,078,888	41,011,447
- Others		-	17,899,292
		<u>936,777,070</u>	<u>1,599,840,527</u>
<b>15.1</b>	These loans are to be repaid within a period of one year in equal monthly installments. Any outstanding loan due from an employee at the time of leaving the service of the company is adjustable against final settlement of staff gratuity.		
<b>16 TRADE DEPOSITS AND SHORT TERM PREPAYMENTS</b>	Note	2020	2019
		-----Rupees-----	
Trade deposits - unsecured		17,017,157	26,433,174
Short term prepayments		10,356,798	615,752
Current maturity of lease deposits- Conventional	11	8,686,100	6,360,770
		<u>36,060,055</u>	<u>33,409,696</u>
<b>17 SHORT TERM INVESTMENT</b>			
During the period, the Company has made an investment in un-listed term finance certificates of Habib Bank Limited amounting to Rs. 200 million, which is classified as fair value through other comprehensive income. These investments carry interest rate three months KIBOR + 160 bps and recorded at cost due to non availability of market value.			
<b>18 OTHER RECEIVABLES</b>	Note	2020	2019
		-----Rupees-----	
Export rebate		19,588,761	29,545,423
Federal excise duty		-	2,024,952
Other receivables	18.1	100,330,575	100,392,428
		<u>119,919,336</u>	<u>131,962,803</u>
<b>18.1</b>	This amounts includes Rs. 100.217 million (June 30 2019 Rs. 100.217 million) due from Nazir of the Sindh High Court as refer in note 30.1.		

19	TAXATION - net	Note	2020	2019
			-----Rupees-----	
	Advance income tax		1,554,860,275	1,223,297,525
	Provision for taxation	41	(281,774,530)	(293,841,398)
			<u>1,273,085,745</u>	<u>929,456,127</u>
<b>20</b>	<b>CASH AND BANK BALANCES</b>			
	Cash in hand		17,840,930	7,303,543
	Cash at banks:			
	- current accounts - conventional	20.1	12,680,687	20,660,039
	- current accounts - Islamic		20,673,583	4,430,682
			<u>51,195,200</u>	<u>32,394,264</u>

20.1 This includes Rs. Nil (June 2019 Rs. 65,534) held with Bank of Khyber (related party).

## 21 ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

Number of Shares			2020	2019
2020	2019		-----Rupees-----	
50,520,750	50,520,750	Ordinary shares of Rs. 10 each fully paid in cash	505,207,500	505,207,500
13,284,000	13,284,000	Ordinary shares of Rs. 10 each issued as fully paid for consideration other than cash under scheme of arrangement for amalgamation	132,840,000	132,840,000
2,552,190	-	Ordinary shares of Rs. 10 each issued as fully paid against cash consideration through right issue	25,521,900	-
<u>66,356,940</u>	<u>63,804,750</u>		<u>663,569,400</u>	<u>638,047,500</u>

22	RESERVES	Note	2020	2019
			-----Rupees-----	
	Capital reserve			
	- Share premium	22.1	1,472,531,500	579,265,000
	- Remeasurement of investment in associate		41,535,172	(854,605,234)
	- Reserve arising due to amalgamation	22.2	916,862,067	916,862,067
	Revenue Reserve			
	- Unappropriated profit		6,805,286,458	6,094,677,327
	<b>Total reserves</b>	22.3	<u>9,236,215,197</u>	<u>6,736,199,160</u>

22.1 The increase in share premium account pertains to issue of right share at the premium of Rs. 350 This reserve can be utilized by the Company for the purpose specified in section 81(2) of the Companies Act, 2017.

22.2 This represents reserve created under scheme of arrangement for amalgamation of an Astro Plastics (Private) Limited with the Company.

22.3 Movement of the total reserves have been reflected in unconsolidated statement of changes in equity.

23	SPONSORS' LOAN - subordinated	2020	2019
		-----Rupees-----	
	Sponsors' loan - subordinated	-	902,151,770

23.1 During the year, the sponsors' loan have been converted into ordinary shares through the issue of right shares.

					2020	2019
					----- Rupees -----	
<b>24</b>	<b>LONG TERM FINANCES - secured</b>			<b>Note</b>		
	Long term finances - secured - conventional			24.1	10,741,575,438	4,889,992,337
	Long term finances - secured - islamic			24.2	2,771,877,390	1,262,686,774
					<b>13,513,452,828</b>	<b>6,152,679,111</b>
<b>24.1</b>	<b>CONVENTIONAL</b>					
	<b>Financier / Facility type</b>	<b>Installments mode</b>	<b>Repayment period</b>	<b>Mark-up (Rate)</b>	<b>Number of Installments</b>	
					2020	2019
					----- Rupees -----	
<b>Habib Bank Limited</b>						
	- Term Finance - FCY	Monthly	2021-2024	1 month EURIBOR + 1.75%	36	738,680,000
	- SBP-LTFF	Quarterly	2018-2030	SBP + 0.25%	36	382,696,040
	- Term finance	Monthly	2017-2023	1 month KIBOR + 0.25%	60	208,333,341
	- SBP-LTFF	Quarterly	2021-2030	SBP + 0.25%	34	1,341,810,108
<b>Bank Al-Habib Limited</b>						
	- Term finance	Monthly	2018-2022	3 months KIBOR + 0.25%	42	42,857,136
	- SBP-LTFF	Quarterly	2019-2029	SBP + 0.75%	32	346,543,000
	- SBP-LTFF	Quarterly	2020-2029	SBP + 0.50%	32	53,363,000
<b>MCB Bank Limited</b>						
	- SBP-LTFF	Quarterly	2018-2028	SBP + 0.75%	36	247,046,948
	- SBP-LTFF	Quarterly	2020-2030	SBP + 0.25%	36	474,275,169
<b>Allied Bank Limited</b>						
	- SBP-LTFF	Semi-annual	2022-2031	SBP +0.25%/0.75%	18	1,749,413,000
	- Term finance	Monthly	2021-2024	3 months KIBOR + 0.25%	48	400,000,000
	- Term finance	Monthly	2015-2021	3 months KIBOR + 0.25%	60	7,920,911
	- Term finance	Monthly	2018-2022	3 months KIBOR + 0.25%	36	100,000,008
	- Term finance	Monthly	2016-2022	3 months KIBOR + 0.25%	60	74,620,000
<b>Balance carried forward</b>					<b>6,167,558,661</b>	<b>2,678,376,839</b>

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 -----
<b>Balance brought forward</b>					6,167,558,661	2,678,376,839
<b>Pak Brunei Investment Company Limited</b>						
- SBP-LTFF	Quarterly	2020-2029	SBP + 0.5%	32	496,424,000	499,244,000
- SBP-LTFF	Quarterly	2021-2030	SBP + 0.5%	32	193,574,000	193,574,000
<b>Pak Oman Investment Company Limited</b>						
- Term finance	Monthly	2016-2022	1 month KIBOR + 0.5%	60	50,000,000	95,000,000
- SBP-LTFF	Quarterly	2022-2030	SBP + 1.5%	32	474,566,000	379,843,000
<b>Bank Al falah Limited</b>						
- Term finance	Quarterly	2022-2025	6 month KIBOR + 0.75%	16	500,000,000	-
- SBP-LTFF	Quarterly	2017-2029	SBP+0.5%	40/36	357,994,963	399,300,043
<b>JS Bank Limited</b>						
- Term finance	Monthly	2016-2020	1 month KIBOR + 0.25%	42	-	23,545,066
-SBP salary finance	Quarterly	2021-2023	SBP+3%	8	647,866,294	-
- SBP-LTFF	Quarterly	2021-2030	SBP+0.30%	32	129,759,000	129,759,000
<b>Faysal Bank Limited</b>						
- Term finance	Monthly	2017-2022	3 months KIBOR + 0.25%	48	93,750,000	197,916,667
<b>National Bank of Pakistan</b>						
- Term finance	Monthly	2019-2023	1 month KIBOR + 0.25%	48	225,000,007	308,333,337
- SBP-LTFF	Quarterly	2021-2030	SBP+0.65%	36	938,168,080	-
<b>Askari Bank Limited</b>						
- SBP-LTFF	Quarterly	2021-2031	SBP+0.50%	40	230,347,000	230,347,000
- Term finance	Monthly	2019-2024	1 month KIBOR + 0.50%	48	316,666,670	391,666,667
<b>Soneri Bank Limited</b>						
- Term finance	Monthly	2019-2025	1 month KIBOR + 0.75%	60	416,666,670	491,666,667
<b>Balance carried forward</b>					11,238,341,345	6,018,572,286

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>Balance brought forward</b>					11,238,341,345	6,018,572,286
<b>PAIR Investment Company Limited</b>						
- Term finance	Quarterly	2021-2025	3 month KIBOR + 0.75%	16	300,000,000	-
Total long term loan - secured					11,538,341,345	6,018,572,286
Less: Current portion of long term finances shown under current liabilities					(796,765,907)	(1,128,579,949)
					<b>10,741,575,438</b>	<b>4,889,992,337</b>
<b>24.2 ISLAMIC</b>						
Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>Habib Bank Limited</b>						
- Islamic financing	Monthly	2016-2022	1 month KIBOR + 0.25%	60	125,000,015	200,000,100
<b>MCB Islamic Bank Limited</b>						
- Islamic financing	Quarterly	2018-2023	3 months KIBOR + 0.25%	20	157,500,000	210,000,000
<b>Dubai Islamic Bank Pakistan Limited</b>						
- SBP ILTFF	Quarterly	2022-2027	SBP+1%	20	292,653,700	-
- Islamic financing	Quarterly	2017-2022	3 months KIBOR + 0.25%	16	50,000,000	87,500,000
<b>Meezan Bank Limited</b>						
- Islamic financing	Monthly	2018-2020	3 months KIBOR + 0.25%	24	-	145,833,339
- Islamic financing	Monthly	2022-2025	1 month KIBOR + 0.75%	48	1,000,000,000	-
- Islamic financing	Monthly	2022-2025	1 month KIBOR + 0.75%	48	400,000,000	-
- Islamic financing	Monthly	2019-2022	3 month KIBOR + 0.25%	36	166,666,669	266,666,668
- Islamic financing	Monthly	2020-2023	3 month KIBOR + 0.25%	24	375,000,002	500,000,000
<b>Bank Islami Pakistan Limited</b>						
- Islamic financing	Monthly	2018-2020	3 months KIBOR + 0.25%	24	-	168,750,000
<b>Faysal Bank Limited</b>						
- Islamic financing	Quarterly	2018-2022	3 months KIBOR + 0.25%	16	93,750,000	168,750,000
- SBP-LTFF	Quarterly	2022-2030	SBP+1%	36	299,770,000	299,770,000
<b>Balance carried forward</b>					<b>2,960,340,386</b>	<b>2,047,270,107</b>

<b>Balance brought forward</b>	<b>2,960,340,386</b>	2,047,270,107
Total long term loan - secured	<b>2,960,340,386</b>	2,047,270,107
Less: Current portion of long term finances shown under current liabilities	<b>(188,462,996)</b>	(784,583,333)
	<b>2,771,877,390</b>	1,262,686,774

- 24.3 These represent financings for property, plant, and equipment. The above mentioned facilities are secured by way of creation of equitable mortgage and first pari-passu / ranking charge over present and future fixed assets of the Company and personal guarantees of sponsors.
- 24.4 The Company's total limit for long term loan amounting to Rs. 19,207 million. (June 2019: Rs. 13,320 million)
- 24.5 During the year, the Company has requested Banks/Financial Institutions who have extended long term loans facilities to defer the repayment of principal loan amounts by one year in relevance of BPRD Circular Letter no. 13 of 2020 issued by the State Bank of Pakistan (the SBP). The idea behind this policy of the SBP is to combat the impact of COVID-19 and to help the businesses. The Company will continue to service the mark-up to Banks/Financial Institutions as per agreed terms and conditions with them.
- 24.6 During the year, the Company entered into a long-term loan agreement with JS Bank Limited- conventional amounting to Rs. 648 million under the Refinance Scheme for Payment of Wages and Salaries to the Workers and Employees of Business Concerns by the State Bank of Pakistan. The loan is repayable in eight equal quarterly instalments, starting from January 2021. This long term financing facility is secured by way of ranking charge over present and future fixed assets of the Company. The facility carries mark-up at State Bank of Pakistan (SBP) rate (currently 0%) plus bank's spread of 3% per annum starting from the date of disbursement and is payable in arrears on quarterly basis.

## 25 LEASE LIABILITIES

Under the agreements, lease rentals are payable in 36 equal monthly, 16 equal quarterly & 6 equal biannually installments. Taxes, repairs, replacement and insurance costs, if any, are borne by the Company. The financings from conventional banks carry mark-up at rates ranging from 8.78% to 14.73% (2019: 7.48% to 13.70%) per annum and financing from Islamic banks carry mark-up at rates ranging from 8.39% to 14.68% (2019: 7.18% to 13.63%) approximately which have been used as a discounting factor. The Company has the option to purchase the asset upon completion of the lease period.

The net carrying amount of right-of-use assets held under lease arrangement is Rs. 306.96 million (2019: Rs. 331.92 million) (refer note 8.1).

These are secured against deposits of Rs. 23.64 million (2019: Rs 27.67 million), title of ownership of right-of-use assets and personal guarantees of the directors of the Company.

Maturity analysis of lease repayments for which the Company has committed to pay in future under the lease agreements are as follows:

	2020			2019		
	Minimum lease payments	Financial charges allocated	Present value of minimum lease payments	Minimum lease payments	Financial charges allocated	Present value of minimum lease payments
----- (Rupees) -----						
<b>Conventional</b>						
Up to one year	20,316,233	1,661,354	18,654,879	54,056,409	3,533,779	50,522,630
Later than one year but not later than five years	19,003,092	656,870	18,346,222	42,752,374	905,716	41,846,658
	<b>39,319,325</b>	<b>2,318,224</b>	<b>37,001,101</b>	96,808,783	4,439,495	92,369,288
<b>Islamic</b>						
Up to one year	69,871,417	11,244,460	58,626,957	60,599,603	10,902,388	49,697,215
Later than one year but not later than five years	79,015,326	6,116,467	72,898,859	103,226,393	9,048,493	94,177,900
	<b>148,886,743</b>	<b>17,360,927</b>	<b>131,525,816</b>	163,825,996	19,950,881	143,875,115
	<b>188,206,068</b>	<b>19,679,151</b>	<b>168,526,917</b>	260,634,779	24,390,376	236,244,403

		2020	2019	
		----- Rupees -----		
26	DEFERRED LIABILITIES	Note		
	Provision for staff gratuity scheme - unfunded	26.1	436,910,015	358,574,405
	Deferred tax liability	26.2	1,632,596,024	1,274,088,153
			<u>2,069,506,039</u>	<u>1,632,662,558</u>
<b>26.1</b>	<b>Provision for staff gratuity scheme - unfunded</b>			
	In accordance with the requirements of IAS-19 "Employee Benefits", actuarial valuation was carried out as at June 30, 2020, using the "Projected Unit Credit Method". Provision has been made in the unconsolidated financial statements to cover obligations in accordance with the actuarial recommendations. Details of significant assumptions used for the valuation and disclosures in respect of above-mentioned schemes are as follows:			
<b>26.1.1</b>	<b>Significant actuarial assumptions</b>		2020	2019
	<i>Financial assumptions</i>			
	Discount rate (per annum)		9.25%	14.50%
	Expected rate of increase in salaries (per annum)		9.25%	14.50%
	<i>Demographic assumptions</i>			
	Mortality rates (for death in service)		Adjusted SLIC 2001-2005	Adjusted SLIC 2001-2005
	Retirement assumption		60 years	60 years
<b>26.1.2</b>	<b>Statement of Financial Position reconciliation</b>	Note	2020	2019
			----- Rupees -----	
	Present value of defined benefit obligation	26.1.3	436,910,015	358,574,405
	Fair value of plan assets		-	-
	Net liability in statement of financial position		<u>436,910,015</u>	<u>358,574,405</u>
<b>26.1.3</b>	<b>Movement in the defined benefit obligation</b>			
	Present value of defined benefit obligation as at July 1		358,574,405	231,080,176
	Current service cost		74,375,324	55,264,886
	Past service cost		3,927,345	19,319,255
	Interest cost		48,667,485	21,981,428
	Re-measurement on obligation	26.1.7	(2,761,392)	53,460,458
	Payments during the year		(32,269,070)	(20,400,062)
	Benefits payable transferred to short term liability		(13,604,082)	(2,131,736)
	Present value of defined benefit obligation as at June 30		<u>436,910,015</u>	<u>358,574,405</u>

	Note	2020	2019		
----- Rupees -----					
<b>26.1.4 Movement in the net liability at reporting date is as follows:</b>					
Opening balance of net liability		358,574,405	231,080,176		
Charge for the year	26.1.5	126,970,154	96,565,569		
Re-measurements recognized in 'OCI'	26.1.7	(2,761,392)	53,460,458		
Payments during the year		(32,269,070)	(20,400,062)		
Benefits payable transferred to short term liability		(13,604,082)	(2,131,736)		
Closing balance of net liability		<u>436,910,015</u>	<u>358,574,405</u>		
<b>26.1.5 The amounts recognized in the statement of profit or loss account against defined benefit scheme are as follows:</b>					
Current service cost		74,375,324	55,264,886		
Past service cost		3,927,345	19,319,255		
Interest cost		48,667,485	21,981,428		
Charge for the year		<u>126,970,154</u>	<u>96,565,569</u>		
<b>26.1.6</b> For the year ended June 30, 2021, expected provisions to the staff retirement benefit scheme is Rs.117.945 million.					
		2020	2019		
----- Rupees -----					
<b>26.1.7 Re-measurement recognized in 'other comprehensive income'</b>					
Experience (gains) / losses		(2,761,392)	53,460,458		
Re-measurement of the fair value of the plan assets		-	-		
		(2,761,392)	53,460,458		
Related deferred tax		800,804	(15,503,533)		
		<u>(1,960,588)</u>	<u>37,956,925</u>		
<b>26.1.8 Amounts for the current and previous four years are as follows:</b>					
<b>Comparison for five years</b>	<b>2020</b>	<b>2019</b>	<b>2018</b>	<b>2017</b>	<b>2016</b>
-----Rupees-----					
Present value of the defined benefit obligation	<u>436,910,015</u>	<u>358,574,405</u>	<u>231,080,176</u>	<u>175,913,366</u>	<u>125,731,191</u>
<b>26.1.9 The sensitivity of the defined benefit obligation to changes in the weighted principal assumption is:</b>					
		<b>Impact on defined benefit obligation</b>			
		<b>Change in assumptions</b>	<b>Increase in assumption</b>	<b>Decrease in assumption</b>	
-----Rupees-----					
Discount rate	1%		393,437,100	(488,262,242)	
Salary growth rate	1%		488,484,206	(392,413,614)	
<b>26.1.10</b> The above sensitivity analysis is based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the staff retirement gratuity recognized within the unconsolidated statement of financial position.					

	2020	2019
	----- Rupees -----	
<b>26.2 Deferred taxation</b>		
The details of temporary differences are as follow:		
- accelerated tax depreciation allowances	1,649,441,874	1,476,261,432
- provision for gratuity	(126,703,904)	(103,986,578)
- allowance for expected credit loss	(27,831,486)	(22,139,512)
- investment in associates at fair value through OCI	175,795,267	(37,818,069)
- provision for stores and spares	(2,491,512)	(2,491,512)
- provision for stock in trade	(35,614,215)	(35,737,608)
Deferred tax liability	<b>1,632,596,024</b>	<b>1,274,088,153</b>

**26.2.1** The movement in temporary differences is as follows:

	Balance as at July 1, 2018	Recognized in Statement of profit or loss	Recognized in other comprehensive income	Balance as at June 30, 2019	Recognized in Statement of profit or loss	Recognized in other comprehensive income	Balance as at June 30, 2020
	-----Rupees-----						
Provision for gratuity	(73,066,546)	(15,416,499)	(15,503,533)	(103,986,578)	(23,518,130)	800,804	(126,703,904)
Allowance for expected credit loss	(15,589,108)	(6,550,404)	-	(22,139,512)	(5,691,974)	-	(27,831,486)
Investment in associates at fair value through OCI	69,940,615	(21,538,074)	86,220,610	(37,818,069)	55,470,910	158,142,425	175,795,267
Other investment at fair value through OCI	3,979,706	(3,979,706)	-	-	-	-	-
Provision for stores & spares	(2,577,426)	85,914	-	(2,491,512)	-	-	(2,491,512)
Provision for stock in trade	(42,635,886)	6,898,278	-	(35,737,608)	123,393	-	(35,614,215)
Accelerated tax depreciation allowances	1,259,672,650	216,588,782	-	1,476,261,432	173,180,442	-	1,649,441,874
	<b>1,199,724,005</b>	<b>176,088,291</b>	<b>70,717,077</b>	<b>1,274,088,153</b>	<b>199,564,642</b>	<b>158,943,229</b>	<b>1,632,596,024</b>

	Note	2020	2019
		----- Rupees -----	
<b>27 TRADE AND OTHER PAYABLES</b>			
Trade creditors	27.1	2,225,495,468	1,358,568,340
Accrued liabilities		801,929,421	482,344,352
Gratuity payable	27.2	13,604,082	2,131,736
Workers' profit participation fund	27.3	54,621,136	54,718,374
Workers' welfare fund		26,993,940	28,892,420
Sales tax payable		299,733,305	89,008,333
Other liabilities		14,107,432	35,554,382
		<b>3,436,484,784</b>	<b>2,051,217,937</b>

**27.1** This includes payable to related party amounting to Rs. 30.75 million (2019: Rs. 14.58 million)

**27.2** This represents benefits payable transferred to short term liability (note 26.1.3).

	Note	2020	2019
		----- Rupees -----	
<b>27.3 Workers' profit participation fund</b>			
Balance at the beginning of the year		54,718,374	91,008,126
Contribution for the year	36	71,036,685	76,032,684
Interest on funds utilized in the Company's business	38	1,697,092	3,622,596
		<u>127,452,151</u>	<u>170,663,406</u>
Less: Payments made during the year		(72,831,015)	(115,945,032)
Balance at the end of the year		<u>54,621,136</u>	<u>54,718,374</u>
<b>28 ACCRUED MARK-UP</b>			
Accrued mark-up on:			
Conventional			
- long term finances - secured		66,467,839	52,011,565
- short term finances - secured		96,951,846	111,413,476
Islamic			
- long term finances - secured		19,591,809	16,492,208
- short term finances - secured		12,954,977	25,775,680
		<u>195,966,471</u>	<u>205,692,929</u>
<b>29 SHORT TERM FINANCES - secured</b>			
<b>From banking companies</b>			
Term finances - conventional	29.1	855,000,000	895,013,391
Term finances - islamic	29.2	971,931,342	1,599,200,000
Export refinances	29.3	3,248,186,980	505,700,000
Running finance utilized under mark-up arrangements	29.4	1,714,806,708	3,299,990,421
		<u>6,789,925,030</u>	<u>6,299,903,812</u>

**29.1** These represent facilities for term finances arranged from various banks aggregating to Rs. 1,005 million (2019: Rs. 1,005 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 8.43% to 14.29% per annum (2019: 6.24% to 13.21% per annum).

**29.2** These represent facilities for term finances arranged from various banks aggregating to Rs. 1,000 million (2019: Rs. 1,600 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 8.09% to 14.38% per annum (2019: 6.56% to 13.16% per annum).

**29.3** These represent facilities for export refinance arranged from various banks aggregating to Rs. 3,650.70 million (2019: Rs. 685.70 million). These were secured against pari-passu/ ranking hypothecation of stocks, book debts and lien on export letters of credits of the Company along with the personal guarantees of the directors. These carried mark-up at the rate ranging from 0.25% to 1% above the State Bank of Pakistan (SBP) rate per annum (2019: 0.25% to 0.50% above SBP rate per annum).

**29.4** These represent facilities for running finances available from various banks aggregated to Rs. 4,039.30 million (2019: Rs. 4,804.30 million). These are secured against pari-passu/ ranking hypothecation of stocks and book debts and personal guarantees of the directors. These carry mark-up at the rates ranging from 8.43% to 14.86% per annum (2019: 7.02% to 13.54 % per annum).

## 30 CONTINGENCIES AND COMMITMENTS

### 30.1 Contingencies

- 30.1.1** The Company had filed their return for the tax year 2014 with tax refundable amounting to Rs. 179 million which was subsequently reduced to Rs. 152 million by the department under Section 122 5A of the Ordinance. The Company has filed an appeal on 2<sup>nd</sup> June, 2015 before the Commissioner (Appeals), LTU, Karachi against order passed and the same has been decided in favour of the Company. The department has filed an appeal before the Appellate Tribunal against the order of the Commissioner Appeal which is still pending. The order by the Appellate Tribunal will not have any impact on the tax liability of the Company as it falls under minimum tax.
- 30.1.2** As the Ministry of Industries has declared BOPET film manufacturing project of the Company as Pioneer Industry, after which imports of capital goods shall be duty free. The Company approached Board of Investment (BOI) for the permission of imports who entertained the request and is in the process of evaluating the permission of import vide SRO 41(I)/2009. In the meantime, the Company imported some capital goods and as per section 81 of The Customs Act, 1969, issued post dated cheques amounting to Rs. 557.403 million (2019: Rs. 557.403 million) for provisional clearance in favor of Collector of Custom. However, due to delay on the part of Federal Board of Revenue, the formal SRO to endorse the decision of Ministry of Industries is still awaited. The Company had filed the subject Constitutional Petition D-2666 on May 13, 2015 to refrain FBR and Pakistan Customs to encash the securities submitted against the provisional release of the plant and machineries, and also to issue formal notification to endorse the earlier decision of the Ministry of Industries dated August 15, 2012. The High Court vide order dated May 13, 2015, has passed interim orders in favor of the company which are still operative. The management of the Company, based on legal counsel's opinion, is confident that exemption shall be granted on duties related to import of capital goods against BOPET project retrospective.
- 30.1.3** The Company has filed Constitutional Petition 620-K of 2015 on November 27, 2015 against Federation of Pakistan, Federal Board of Revenue and Collectorate of Custom in Sindh High Court against the operation of SRO 170(I)/2013 dated March 04, 2013 which required 8% import duty on import of Poly Ethylene Terephthalate (PET Resin). In this connection Sindh High Court vide order dated March 12, 2013 directed that custom duties at the rate of 3% to be paid by the Company and insofar as differential amount is concerned 2.5% shall be deposited in cash and 2.5% shall be paid through post dated cheques to the Nazir of the High Court. In this connection the Company has deposited pay orders amounting to Rs. 100.217 million (2019: Rs. 100.217 million) and issued post dated cheques amounting to Rs. 100.217 million (2019: Rs. 100.217 million) in favor of Nazir of High Court as directed. Further, the Company has filed petition for rationalization of duty structure on PET Resin. The main grievance of the Company for classifying the Pet Resin (Film Grade) and Pet Resin (Yarn Grade) under the same PCT Heading has already been redresses in Fiscal Budget (2015-16) and from 01st July, 2015, the major raw material for BOPET film manufacturing i.e. PET Resin – Film Grade is being imported on the same rate as applicable to PET Resin – Yarn Grade. However, the retrospective relief on the previous consignments has been regretted by the High Court which has been challenged in the Honorable Supreme Court of Pakistan. As per legal Counsel, there is no immediate financial liability against the Company in the above mentioned matter and has a good prima facie case.

- 30.1.4** The company has filed various Suits/Petitions in the High Court of Sindh against the Federation of Pakistan and others against the orders of Commissioner (Inland Revenue) refused to issue exemption certificates under section 148 of the Income Tax Ordinance 2001 on 22 October, 2018, (the Ordinance) in order to avail the benefit of exemption of advance tax at import stage on plant and machineries as per SRO 947 of 2008, and the company is not going to pay any tax on income from business under the ordinance on the basis of brought forward assessed losses available to the company, advance taxes deducted during the financial years and carried forward tax refunds from fiscal year 2015-16 and onwards. The Honorable High Court has allowed the Company and ordered the concerned authorities to release the goods on furnishing of bank guarantees with the Nazir of the High Court and the concerned collectorate against all consignments which are released under similar grounds. The total quantum of bank guarantees involved in above Suits/Petitions is Rs. 235 million. These cases are still pending in the High Court while the legal counsel is of the opinion that the company has a good prima facie case.
- 30.1.5** During the fiscal year 2017, Federal Board of Revenue has issued a show cause notice (SCN) on the basis of scrutiny of sales tax returns of various tax periods which revealed that the Company has claimed the input tax of Astro Plastics (Private) Limited (APL) amounting to Rs. 477.804 million in their sales tax returns. In response of the SCN, the company has given the reference of the letter dated: October 2016 sent to Federal Board of Revenue in which it was categorically mentioned that the High Court of Sindh, at Karachi, has sanctioned the petition no. J.Misc. 13/ 2016 for amalgamation by way of merger of APL and its members with and into Ismail Industries Limited and its members and the Company has claimed the input sales tax on that basis. However, the company has filed Suit No.1539/2017 on June 13, 2017 and obtained the stay order from the Court. During the year ended 2020, subject suit was ultimately withdrawn by the Company, to pursue the remedy available under section 134A of the Income Tax Ordinance, 2001 i.e. Alternative Dispute Resolution Committee.
- 30.1.6** The Company had filed sale tax reference A .823 of 2015 on August 28, 2015 with the High Court of Sindh upon the dismissal of appeal filed by the Company before the Appellate Tribunal for tax year 2013 regarding sales tax audit. The High Court of Sindh has restrained the Commissioner Inland Revenue from initiating the proceeding on the basis of the order passed by the Appellate Tribunal as well as operation of the Order / Judgement passed by the Tribunal has also been suspended. During the year ended 2020, subject suit was ultimately withdrawn by the Company, to pursue the remedy available under section 134A of the Income Tax Ordinance, 2001 i.e. Alternative Dispute Resolution Committee.
- 30.1.7** The Company has filed the Constitutional Petition 2752/2011 on August 09, 2011 in High Court against the Excise and Taxation Department in respect of infrastructure cess / fee being charged by the Government of Sindh on Imports and prayed to declare that Sindh Finance (Amendment) Act, 2009 and / or rules made thereunder to be unconstitutional, illegal, void ab initio, and of no legal effect. In all the five versions of the law i.e. Sindh Finance Act / Ordinance, the incidence of tax arise upon ensuring of goods entering or leaving the province and such goods enter or leave the country through air or sea. Furthermore, import and export are within the exclusive domain of the federal legislature i.e. the Sindh legislature throughout lacked the jurisdiction to impose the levy. The imported goods were not released by the custom authorities without paying the infrastructure cess / fee charged by the Government of Sindh. In order to release the goods from the custom authority. Subsequently, the High Court ordered to release the goods upon furnishing Bank Guarantee amounting to Rs. 190 million which is equivalent to 50 % of amount of cess. The case is still pending in High Court.

**30.1.8** In September 2014, the Federal Government promulgated Gas Infrastructure Development Cess (GIDC) Ordinance No. VI of 2014 to circumvent earlier decision of the Supreme Court on the subject, where it had up held that the earlier introduction of GIDC Act 2011 was unconstitutional and ultra vires on the ground, amongst others, that GIDC was a 'Fee' and not a 'Tax' and the same suit was also filed against Federation of Pakistan, OGRA, SSGC and SNGPL in different Honorable High Courts of Pakistan by Industry at Large. In May 2015, the Government passed the GIDC Act, 2015 and the Company has challenged the GIDC Act 2015 and filed writ petition in the Sindh High Court (SHC) including retrospective treatment of the provisions of the GIDC Act, 2015. On October 2015, SHC decided this suit in favor of Company with the instructions to refund the GIDC collected so far by the Federation. However, the Government filed an appeal in SHC, where the Company was not party to such litigation. The Honorable Supreme Court of Pakistan (SCP), has disposed off the case on 13 August, 2020 and instruct the gas distribution companies to recover the outstanding amount in 24 equal installments only from those customer who have already passed the burden to their respective customers. Based on the judgement of SCP, the Company has obtained the stay order from SHC on 16 September, 2020 against the gas distribution companies for recovering of outstanding GIDC and disconnection of gas supply. Further, the Company is also in the process of filing the review petition in SCP. Therefore the management is of the view that there is no need to maintain any provision against this liability. The legal counsel of the Company is confident that decision of the case will be in favor of the Company.

**30.1.9** The Company filed a Constitutional Petition D-6143/2017 on September 14, 2017 before the Sindh High Court challenging the vires of Section 5A of the Income Tax Ordinance, 2001 which was amended through Finance Act 2017 that every public company shall pay tax @ 7.5% of its accounting profit before tax for the year in which such company does not distribute at least 40% of its after tax profits within six (6) months of the end of the tax year through cash or bonus shares. The Sindh High Court has accepted the Constitutional Petition and granted stay against the newly amended section 5A. Further, the Board of Directors of the Company in their meeting dated September 22, 2017 has proposed cash dividend in respect of the year ended June 30, 2017 of Rs. 2.75/- per share which amounts to Rs. 175.463 million (i.e. 15.05% of after tax profits) for the financial and tax year 2017, which is lower than the minimum prescribed distribution rate. In case the Sindh High Court's decision is not in favor of the Company; the Company will either be required to declare dividend to the extent of 40% of after tax profits or it will be liable to pay additional tax at the rate of 7.5% of the accounting profit before tax of the Company for the financial year ended June 30, 2017.

**30.1.10** Through Finance Act, 2019, the Government has reduced tax credit available on new investment under Section 65B from 10% to 5% in FY-2019 and Nil from onward. The company has challenged the provision of Finance Act, 2019 before the Honorable Sindh High Court on 19 December, 2019 against the Federation of Pakistan and obtained the interim relief of claiming 10% tax credit on all investment already planned including its ancillary cost of last and current fiscal year. The management is confident that the case will be decided in favour of the Company based on the opinion of legal counsel.

## 30.2 Commitments

	2020	2019
	----- Rupees -----	
Outstanding letters of guarantee	<u>2,136,440,528</u>	<u>929,682,424</u>
Outstanding letters of credit for:		
- capital expenditure	<u>592,832,875</u>	<u>4,295,585,276</u>
- raw materials	<u>945,731,340</u>	<u>1,204,858,818</u>

	Note	Food segment		Plastic segment		Total	
		2020	2019	2020	2019	2020	2019
<b>31 OPERATING RESULTS</b>							
<b>Sales</b>							
Local sales		29,224,017,087	27,336,704,275	7,135,458,356	7,864,752,985	36,359,475,443	35,201,457,259
Export sales		3,662,310,269	1,589,199,922	836,559,991	220,503,684	4,498,870,260	1,809,703,607
Trial production sales transferred to CWIP	8.6.2	(51,490,016)	-	-	-	(51,490,016)	-
		32,834,837,340	28,925,904,197	7,972,018,347	8,085,256,669	40,806,855,687	37,011,160,866
Sales returns, discounts and direct expense		(1,955,936,820)	(1,688,862,702)	(33,142,847)	(92,395,212)	(1,989,079,667)	(1,781,257,914)
Add: Export rebate		30,878,900,520	27,237,041,495	7,938,875,500	7,992,861,457	38,817,776,020	35,229,902,952
		10,589,965	9,605,597	-	-	10,589,965	9,605,597
		30,889,490,485	27,246,647,092	7,938,875,500	7,992,861,457	38,828,365,985	35,239,508,549
Sales tax		(4,537,730,880)	(3,956,241,549)	(1,072,362,195)	(1,192,378,548)	(5,610,093,075)	(5,148,620,097)
		26,351,759,605	23,290,405,543	6,866,513,305	6,800,482,909	33,218,272,910	30,090,888,452
Cost of sales	33	(20,273,466,254)	(17,814,159,276)	(6,067,182,310)	(5,922,711,037)	(26,340,648,564)	(23,736,870,313)
<b>Gross profit</b>		6,078,293,351	5,476,246,267	799,330,995	877,771,872	6,877,624,346	6,354,018,139
Selling and distribution expenses	34	(4,209,866,561)	(3,402,314,820)	(259,390,281)	(187,734,903)	(4,469,256,842)	(3,590,049,723)
Administrative expenses	35	(545,026,795)	(507,955,624)	(48,666,334)	(32,566,708)	(593,693,129)	(540,522,332)
		(4,754,893,356)	(3,910,270,444)	(308,056,614)	(220,301,611)	(5,062,949,971)	(4,130,572,055)
<b>Operating profit</b>		1,323,399,995	1,565,975,824	491,274,381	657,470,261	1,814,674,375	2,223,446,084
Other operating expense	36						
Other income	37					(181,562,202)	(172,581,775)
Finance cost	38					353,404,382	212,920,752
Share of profit from associated companies-net	10.2.3					(1,155,785,614)	(905,629,820)
<b>Profit before taxation</b>						491,972,141	45,385,014
Taxation	41					1,322,703,082	1,403,540,254
<b>Profit for the year</b>						(390,737,914)	(436,942,413)
						931,965,168	966,597,841

	Food segment		Plastic segment		Total	
	2020	2019	2020	2019	2020	2019
	-----Rupees-----					
31.1 Segment assets	20,272,965,197	15,727,044,151	11,024,025,316	7,092,171,057	31,296,990,513	22,819,215,208
31.2 Unallocated assets	-	-	-	-	6,210,944,349	4,145,280,326
	20,272,965,197	15,727,044,151	11,024,025,316	7,092,171,057	37,507,934,862	26,964,495,534
31.3 Segment liabilities	2,529,351,720	4,675,009,250	8,778,993,873	4,436,912,905	11,308,345,593	9,111,922,155
31.4 Unallocated liabilities	-	-	-	-	16,299,804,671	10,478,326,719
	2,529,351,720	4,675,009,250	8,778,993,873	4,436,912,905	27,608,150,265	19,590,248,874
31.5 Major non-cash items						
- depreciation and amortisation	989,328,728	779,082,719	314,878,325	315,817,183	1,304,207,053	1,094,899,902
- gratuity	119,298,267	88,106,299	7,671,887	8,459,270	126,970,154	96,565,569
	1,108,626,995	867,189,018	322,550,212	324,276,453	1,431,177,207	1,191,465,471
31.6 Capital expenditure	3,799,926,395	2,653,982,019	4,326,941,863	506,559,804	8,126,868,258	3,160,541,823

31.7 The Company's export sales have been primarily made to continents in the Asia, Africa, Europe, North America and Australia.

31.8 There were no major customers of the Company which constituted 10 percent or more of the Company's revenue.

### 32 RECONCILIATION OF REPORTABLE SEGMENT SALES, COST OF SALES, ASSETS AND LIABILITIES

	2020	2019	Note
	----- Rupees -----		
32.1 Assets			
Total assets for reportable segments	31,296,990,513	22,819,215,208	31.1
Administrative capital assets	934,640,475	933,230,944	
Long-term investments	5,276,303,873	3,212,049,382	10
<b>Total assets</b>	<b>37,507,934,861</b>	<b>26,964,495,534</b>	
32.2 Liabilities			
Total liabilities for reportable segments	11,308,345,593	9,111,922,155	31.3
Sponsors' loan-subordinated	-	902,151,770	23
Deferred Liabilities	1,632,596,024	1,274,088,153	26
Long term finances-secured	14,498,681,731	8,065,842,393	24
Lease liabilities	168,526,917	236,244,403	25
<b>Total liabilities</b>	<b>27,608,150,265</b>	<b>19,590,248,874</b>	

32.3 There were no inter-segment sales of the Company during the year (2019: Rs. Nil)

	Note	Food segment		Plastic segment		Total
		2020	2019	2020	2019	
<b>33 COST OF SALES</b>						
						Rupees-----
Raw materials consumed	33.1	11,531,962,822	9,687,168,937	4,750,588,686	4,636,017,994	16,282,551,508
Packing materials consumed	33.2	5,224,460,702	4,637,312,604	176,971,878	176,550,264	5,401,432,580
Stores and spares consumed	33.3	350,544,939	325,919,810	118,817,505	108,562,732	469,362,445
Salaries, wages and other benefits		2,393,481,455	1,879,135,403	368,993,136	308,043,371	2,762,474,591
Electricity, gas, fuel and lubricants		824,479,567	524,863,652	334,727,593	259,569,402	1,159,207,160
Repairs and maintenance		168,848,488	135,364,973	23,904,085	24,089,033	192,752,573
Cold storage - rent & maintenance		644,587	1,682,250	-	-	644,587
Printing and stationery		7,950,045	5,578,423	1,284,707	780,610	9,234,752
Insurance		18,904,055	18,075,506	9,871,327	7,818,502	28,775,382
Rent, rates and taxes		2,660,095	8,360,669	2,624,581	3,203,454	5,284,676
Water charges		31,942,512	49,688,220	9,289,346	9,446,220	41,231,858
Postage and telephone		5,976,559	4,450,308	3,323,953	1,700,106	9,300,512
Travelling and conveyance		8,930,453	5,782,197	231,130	304,067	9,161,582
Vehicle running and maintenance		15,680,356	18,333,957	8,033,776	5,822,753	23,714,132
Depreciation	8.3	883,154,036	703,124,265	301,725,011	313,148,259	1,184,879,047
Amortisation charge	9.2	11,572,432	1,130,640	3,585,548	350,312	15,157,980
Laboratory expenses		8,292,223	7,841,824	-	27,200	8,292,223
Fees and subscription		2,002,750	1,064,986	245,760	242,523	2,248,510
Cartage inward		15,980,326	18,772,599	3,445,025	6,589,475	19,425,351
Procurement expenses		-	8,050,140	-	-	-
Other manufacturing expenses		1,711,880	9,714,706	5,050,011	3,160,614	6,761,892
		<b>21,509,180,282</b>	<b>18,051,416,069</b>	<b>6,122,713,059</b>	<b>5,865,426,890</b>	<b>27,631,893,341</b>
Work-in-process at the beginning of the year		29,295,206	12,103,493	52,887,950	105,622,473	82,183,156
Work-in-process at the end of the year		(74,101,924)	(29,295,206)	(101,399,950)	(52,887,950)	(175,501,874)
Trial production cost transferred to CWIP	8.6.2	(44,806,718)	(17,191,713)	(48,512,000)	52,734,523	(93,318,718)
<b>Cost of goods manufactured</b>		<b>(209,133,763)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(209,133,763)</b>
		<b>21,255,239,801</b>	<b>18,034,224,356</b>	<b>6,074,201,058</b>	<b>5,918,161,413</b>	<b>27,329,440,860</b>
						<b>23,952,385,769</b>



	Food segment		Plastic segment		Total
	2020	2019	2020	2019	
<b>33.3 Stores and spares consumed</b>					
Stock of stores and spares at the beginning of the year	210,286,568	142,902,577	77,280,746	61,164,087	204,066,664
Purchases	397,304,342	392,321,527	143,185,998	121,997,137	514,318,664
Cartage inward	1,702,853	982,274	40,582	2,682,254	3,664,528
	609,293,763	536,206,378	220,507,326	185,843,478	722,049,856
Stock of stores and spares at the end of the year	(258,748,824)	(210,286,568)	(101,689,821)	(77,280,746)	(287,567,314)
	350,544,939	325,919,810	118,817,505	108,562,732	434,482,542
<b>34 SELLING AND DISTRIBUTION EXPENSES</b>					
Salaries and other benefits	1,161,373,464	1,016,513,727	38,751,177	31,530,254	1,048,043,981
Cartage outward	1,099,884,129	951,741,797	99,161,730	102,879,677	1,054,621,474
Export expenses	170,355,677	92,719,181	81,172,716	17,935,006	110,654,187
Advertisements	1,348,724,164	993,764,195	-	8,625	993,772,820
Entertainment	9,479,202	6,173,255	661,471	150,841	6,324,096
Vehicle running and maintenance	219,580,370	177,592,618	1,456,210	973,738	178,566,356
Printing and stationery	1,935,669	5,285,648	455,958	547,967	5,833,615
Postage and telephone	19,925,228	14,459,144	854,814	494,612	14,953,756
Conveyance and travelling	38,662,652	40,938,867	4,631,336	1,751,944	42,690,811
Samples	-	319,298	-	-	319,298
Utilities	2,869,619	1,688,482	1,276,959	975,844	2,664,327
Repairs and maintenance	1,612,525	2,856,850	724,484	207,907	3,064,757
Rent	91,869,166	54,728,458	3,884,208	3,240,512	57,968,970
Depreciation	36,716,194	32,431,289	1,992,802	464,302	32,895,591
Amortisation charge	5,870,933	690,126	2,498,242	244,081	934,207
Fee and subscription	1,233,800	16,200	1,312,597	946,200	962,400
Insurance	8,894,723	8,626,048	751,906	931,996	9,558,044
Allowance for expected credit loss	-	-	19,627,495	24,379,451	24,379,451
Miscellaneous	6,380,027	1,769,637	176,176	71,945	1,841,582
Trial production cost transferred to CWIP	(15,500,980)	-	-	-	-
	4,209,866,562	3,402,314,820	259,390,281	187,734,903	3,590,049,723

Note

-----Rupees-----



36	<b>OTHER OPERATING EXPENSES</b>	Note	2020 ----- Rupees -----	2019 ----- Rupees -----
	Contribution to:			
	- workers' profits participation fund		71,036,685	76,032,684
	- workers' welfare fund		26,993,940	28,892,420
	Auditors' remuneration	36.1	4,248,872	3,960,202
	Exchange loss		6,188,796	12,188,319
	Donations	36.2	78,370,118	50,021,439
	Other		912,587	1,486,712
	Trial production cost transferred to CWIP	8.6.2	(6,188,796)	-
			<u>181,562,202</u>	<u>172,581,775</u>
<b>36.1</b>	<b>Auditor's remuneration</b>			
	Audit fee - unconsolidated		2,400,000	2,200,000
	Audit fee - consolidated		700,000	600,000
	Fee for statutory certification		200,000	85,000
	Fee for half yearly review		500,000	500,000
	Out-of-pocket expense		448,872	575,202
			<u>4,248,872</u>	<u>3,960,202</u>
<b>36.2</b>	<b>Donation to the following organizations exceed 10% of total donation</b>			
	- Khadija Girls College		22,678,528	14,579,194
	- Indus Hospital		18,084,960	10,500,000
	- Al Mustufa Welfare Trust		15,204,615	6,833,145
			<u>55,968,103</u>	<u>31,912,339</u>
<b>36.2.1</b>	None of the donations were made to any donee in which a director or his spouse had any interest at any time during the year.			
37	<b>OTHER INCOME</b>	Note	2020 ----- Rupees -----	2019 ----- Rupees -----
	<b>Income from financial assets</b>			
	Profit on sale of shares		-	156,011
	Exchange gain		87,662,874	-
	<b>Income from non financial assets</b>			
	Recovery from the sale of production scrap		198,251,009	166,010,668
	Gain on disposal of property, plant and equipment-net		20,515,462	10,886,911
	Processing income		23,338,275	35,358,254
	Income from Term Finance Certificates		22,000,000	-
	Others		1,636,762	508,908
			<u>353,404,382</u>	<u>212,920,752</u>

	Note	2020 ----- Rupees -----	2019 -----
<b>38 FINANCE COST</b>			
Mark up on:			
- long term finances - conventional		561,582,211	320,324,503
- long term finances - islamic		259,663,232	210,877,828
- short term finances - conventional		90,662,982	195,996,512
- short term finances - islamic		214,158,809	131,215,853
Interest on workers' profits participation fund		1,697,092	3,622,596
Finance charge on lease liabilities		24,759,032	16,925,761
Bank charges		54,962,256	26,666,767
Trial production cost transferred to CWIP	8.6.2	(51,700,000)	-
		<u>1,155,785,614</u>	<u>905,629,820</u>

### 39 REMUNERATION OF THE CHIEF EXECUTIVE OFFICER, DIRECTORS AND EXECUTIVES

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Managerial remuneration	11,800,000	9,703,900	447,415,528	8,400,000	14,400,000	326,322,092
Gratuity	-	-	23,448,302	-	-	16,713,051
Bonus	-	-	23,448,302	-	-	16,713,051
<b>Reimbursement of expenses</b>						
Utilities	1,000,000	750,000	-	1,000,000	1,500,000	-
	<u>12,800,000</u>	<u>10,453,900</u>	<u>494,312,132</u>	<u>9,400,000</u>	<u>15,900,000</u>	<u>359,748,194</u>
<b>Number of persons</b>	<b>1</b>	<b>1</b>	<b>105</b>	<b>1</b>	<b>2</b>	<b>75</b>

In addition to the above, Company maintained cars are provided to the chief executive officer, directors and executives.

#### 39.1 The remuneration has been allocated as follows:

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Cost of goods sold	-	-	201,402,062	-	-	149,098,501
Selling and distribution expenses	-	-	160,394,159	-	-	129,244,213
Administrative expenses	12,800,000	10,453,900	132,515,911	9,400,000	15,900,000	81,405,480
	<u>12,800,000</u>	<u>10,453,900</u>	<u>494,312,132</u>	<u>9,400,000</u>	<u>15,900,000</u>	<u>359,748,194</u>
<b>Number of persons</b>	<b>1</b>	<b>1</b>	<b>105</b>	<b>1</b>	<b>2</b>	<b>75</b>

#### 39.2 Bonus is given to employees as per the Company's policy.

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Managerial remuneration	11,800,000	9,703,900	447,415,528	8,400,000	14,400,000	326,322,092
Gratuity	-	-	23,448,302	-	-	16,713,051
Bonus	-	-	23,448,302	-	-	16,713,051
<b>Reimbursement of expenses</b>						
Utilities	1,000,000	750,000	-	1,000,000	1,500,000	-
	12,800,000	10,453,900	494,312,132	9,400,000	15,900,000	359,748,194
<b>Number of persons</b>	1	1	105	1	2	75

In addition to the above, Company maintained cars are provided to the chief executive officer, directors and executives. During the year the Company has paid remunerations to two Non-Executive Directors who were Executive Directors before

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Cost of goods sold	-	-	201,402,062	-	-	149,098,501
Selling and distribution expenses	-	-	160,394,159	-	-	129,244,213
Administrative expenses	12,800,000	10,453,900	132,515,911	9,400,000	15,900,000	81,405,480
	12,800,000	10,453,900	494,312,132	9,400,000	15,900,000	359,748,194
<b>Number of persons</b>	1	1	105	1	2	75

## 40 CLASSIFICATION OF EXPENSES

		2020			
		Local	Export	Common expenses	Total
Note		-----Rupees-----			
Selling and distribution expenses	34	4,217,728,450	251,528,393	-	4,469,256,843
Administrative expenses	35	-	-	593,693,129	593,693,129
Finance cost	38	1,062,756,219	93,029,395	-	1,155,785,614

		2019			
		Local	Export	Common expenses	Total
		-----Rupees-----			
Selling and distribution expenses	34	3,454,628,262	135,421,460	-	3,590,049,723
Administrative expenses	35	-	-	540,522,332	540,522,332
Finance cost	38	890,105,111	15,524,710	-	905,629,820

## 41 TAXATION

		2020		2019	
Note		----- Rupees -----			
Current			281,774,530		293,841,398
Prior year			(90,601,258)		(32,987,276)
Deferred	26.2.1		199,564,642		176,088,290
			<u>390,737,914</u>		<u>436,942,413</u>

## 41.1 The relationship between accounting profit and tax expense

The relationship between tax expense and accounting profit has not been presented in these financial statements as the current year's income of the Company attracts minimum tax under section 113 of Income Tax Ordinance, 2001.

## 42 EARNING PER SHARES - Basic and diluted

		2020		2019	
Note		----- Rupees -----			
<b>Basic earnings per share</b>					
Profit for the year			<u>931,965,168</u>		<u>966,597,842</u>
<b>Number of shares</b>					
Opening Number of shares at July 01, 2019			<u>63,804,750</u>		63,804,750
Weighted average number of ordinary shares issued during the year	42.1		531,415		-
Closing weighted number of shares			<u>64,336,165</u>		<u>63,804,750</u>
Basic and diluted earnings per share			<u>14.49</u>		<u>15.15</u>

42.1 During the year, the company allotted 2,552,190 number of share issue against cash consideration.

**Diluted earnings per share**

There is no dilutive potential ordinary shares outstanding as at June 30, 2020 & June 30, 2019.

43 NUMBER OF EMPLOYEES		2020	2019
		-----Number-----	
	Number of employees as at the year end	2,316	2,336
	Average number of employees during the year	2,258	2,244
44 CASH GENERATED FROM OPERATIONS		2020	2019
		----- Rupees -----	
	Profit before taxation	1,322,703,082	1,403,540,255
<b>Adjustments for non-cash and other items:</b>			
	Depreciation	1,274,047,121	1,094,899,902
	Amortisation charge	30,159,933	3,214,013
	Gain on disposal of property, plant and equipment-net	(20,515,462)	(10,886,911)
	Provision for staff gratuity scheme - unfunded	126,970,154	96,565,569
	Finance cost	1,155,785,614	905,629,820
	Share of profit from associated companies-net	(491,972,141)	(45,385,014)
	Profit on sale of shares	-	(156,011)
	Provision for slow moving - stock in trade	-	(18,886,489)
	Allowance for expected credit loss	19,627,495	24,379,451
	Unrealized exchange gain on trade debts	(46,658,848)	(64,050,757)
	Unrealized exchange loss on trade and other payables	9,191,212	53,900,978
		<b>3,379,338,160</b>	<b>3,442,764,806</b>
<b>Working capital changes</b>			
<b>(Increase) / Decrease in current assets</b>			
	Stores and spares	(72,871,331)	(83,084,329)
	Stock-in-trade	(1,140,042,201)	(123,189,019)
	Trade debts	(571,621,768)	(1,140,474,402)
	Loans and advances	663,063,457	(864,548,922)
	Trade deposits and short term prepayments	(2,650,359)	(20,239,396)
	Other receivables	12,043,467	4,247,649
		<b>(1,112,078,735)</b>	<b>(2,227,288,419)</b>
<b>(Decrease) / Increase in current liabilities</b>			
	Trade and other payables	1,362,471,554	570,571,867
	Short term finances-secured	2,075,204,930	775,888,390
	Advances from customers - unsecured	252,219,936	56,885,293
		<b>3,689,896,420</b>	<b>1,403,345,549</b>
	<b>Net increase/(decrease) in working capital</b>	<b>2,577,817,685</b>	<b>(823,942,870)</b>
	<b>Cash generated from operations</b>	<b>5,957,155,845</b>	<b>2,618,821,937</b>

45 FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES	Note	2020 ----- Rupees -----	2019
<b>45.1 Financial instruments by category</b>			
<b>Financial assets</b>			
<b>At amortized cost</b>			
Long term deposits	11	37,005,581	44,303,491
Trade debts	14	3,440,955,729	2,822,675,113
Loans and advances	15	111,013,993	82,780,611
Trade deposits - unsecured	16	17,017,157	26,433,174
Other receivables	18	113,575	175,428
Cash and bank balances	20	51,195,200	25,090,721
<b>At fair value through OCI</b>			
Short term investment	17	200,000,000	-
<b>Total financial assets</b>		<b>3,857,301,235</b>	<b>3,001,458,538</b>
<b>Financial liabilities</b>			
<b>At amortized cost</b>			
Sponsors' loan - subordinated (interest-free)	23	-	902,151,770
Long term finances	24	14,498,681,731	8,065,842,393
Lease liabilities	25	168,526,917	236,244,403
Trade and other payables	27	3,055,122,766	1,872,228,828
Accrued mark-up	28	195,966,471	205,692,929
Short term finances	29	6,789,925,030	6,299,903,812
Unclaimed dividend		2,644,785	2,338,500
<b>Total financial liabilities</b>		<b>24,710,867,700</b>	<b>17,584,402,635</b>

#### 45.2 Fair value of financial assets and liabilities

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique.

The Company classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the

- a) Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- b) Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- c) Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The Company recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the transfer has occurred.

The Company's policy for determining when transfers between levels in the hierarchy have occurred includes monitoring of the following factors:

- changes in market and trading activity (e.g. significant increases / decreases in activity)
- changes in inputs used in valuation techniques (e.g. inputs becoming / ceasing to be observable in the market)

There were no transfers between level 1, 2 or 3 of the fair value hierarchy during the year.

The valuation techniques used are as follows:

Level 1: Quoted prices (unadjusted) in active markets

The fair value of financial instruments traded in active markets is based on market value of shares at the reporting date. A market is regarded as active when it is a market in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

The following table analysis within the fair value hierarchy of the Company's financial assets (by class) measured at fair value at June 30, 2020:

Financial assets	2020			
	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Financial investments: fair value through OCI	-	-	200,000,000	200,000,000
	-----Rupees -----			
Financial assets	2019			
	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Financial investments: fair value through OCI	-	-	-	-
	-----Rupees -----			
Investment in associates	2020			
	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Investment in associates	3,441,616,096	228,703,777	-	3,670,319,873
	-----Rupees -----			
Investment in associates	2019			
	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Investment in associates	2,001,232,631	228,717,751	-	2,229,950,382

### 45.3 Financial risk management

The board of directors of the Company has overall responsibility for the establishment and oversight of the Company's risk management framework. The Company has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

#### 45.3.1 Credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter-parties failed completely to perform as contracted. The Company does not have significant exposure to any individual counter-party. To reduce exposure to credit risk the Company has developed a formal approval process whereby credit limits are applied to its customers. The management also regularly monitors the credit exposure towards the customers and makes allowance for ECLs against those balances considered doubtful of recovery. To mitigate the risk, the Company has a system of assigning credit limits to its customers based on evaluation based on customer profile and payment history. Outstanding customer receivables are regularly monitored.

Credit risk of the Company arises principally from the trade debts, loans and advances, trade deposits, other receivables and deposits with financial institutions. The carrying amount of financial assets represents the maximum credit exposure.

#### Trade debts

The Company's exposure to credit risk arising from trade debtors is mainly influenced by the individual characteristics of each customer. The majority of the customers have been transacting with the company for several years. Actual credit loss experience over past years is used to base the calculation of expected credit loss.

**Bank balances**

The Company limits its exposure to credit risk by investing in liquid securities and maintaining bank accounts only with counter-parties that have stable credit rating. Given these high credit ratings, management does not expect that any counter party will fail to meet their obligations.

The bank balances along with the credit ratings are tabulated below:

	Short- term Ratings	2020 ----- Rupees -----	2019
Al Baraka Bank Pakistan Limited	A1	40,944	-
Allied Bank Limited	A1+	-	36,444
Bank Al Falah Limited	A1+	-	730,000
Bank Al Habib Limited	A1+	382,735	382,735
Bank Islami Pakistan Limited	A1	915,170	379,809
Dubai Islamic Bank Pakistan Limited	A1+	929,224	888,562
Faysal Bank Limited	A1+	399,656	-
Habib Bank Limited	A1+	56,482	12,786,746
Habib Metropolitan Bank Limited	A1+	5,002,455	2,407,015
JS Bank Limited	A1+	2,234,401	5,885,662
MCB Bank Limited	A1+	32,423	27,923
MCB Islamic Bank Limited	A1	758,452	748,859
Meezan Bank Limited	A1+	17,970,457	-
National Bank Of Pakistan	A1+	3,430,868	49,256
Samba Bank Limited	A1	13,185	8,685
Soneri Bank Limited	A1+	1,128,484	541,190
Summit Bank Limited	Suspended	59,335	99,235
The Bank Of Khyber	A1	-	65,534
The Bank of Punjab	A1+	-	53,066
		<b>33,354,271</b>	<b>25,090,721</b>

**Exposure to credit risk**

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Note	2020 ----- Rupees -----	2019
Trade debts	14	3,440,955,729	2,822,675,113
Loans and advances	15	886,841,965	1,558,071,363
Trade deposits - unsecured	16	17,017,157	26,433,174
Bank balances	20	33,354,270	25,090,721
		<b>4,378,169,121</b>	<b>4,432,270,371</b>

To reduce the exposure to credit risk, the Company has developed a formal approval process whereby credit limits are applied to its customers. The management continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery.

Advances recoverable from employees are secured against their retirement benefits.

The credit risk on liquid funds is limited because the counter parties are banks with reasonably high credit rating.

As at June 30 the Company has certain trade debts that are past due but are not considered to be impaired. The amounts as at June 30 are as follows:

	Note	2020	2019
----- Rupees -----			
More than 45 days but not more than 3 months		356,189,161	310,893,102
More than 3 months but not more than 6 months		298,242,708	286,546,208
More than 6 months but not more than 1 year		176,559,683	80,522,538
More than 1 year		65,613,396	52,416,498
	14.2	<u>896,604,948</u>	<u>730,378,346</u>

In respect of trade debts, the Company is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade debts consists of a large number of customers. Based on historical information about customer default rates management consider the credit quality of trade debts that are not past due and impaired to be good. Actual credit loss experience over past years is used to base the calculation of expected credit loss.

#### 45.3.2 Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulties in meeting obligations associated with financial liabilities that are settled by delivering cash or another financial assets. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation. Based on the above, management believes the liquidity risk is insignificant.

As at the reporting date the Company's financial liabilities have contractual maturities as summarized below:  
Effective rates of return/mark-up on financial liabilities are as follows:

		2020			
		Effective rate of interest	Carrying amount	Maturity upto one year	Maturity after one year
Note		-----Rupees-----			
<b>Financial liabilities - Interest bearing</b>					
Long term finances - secured (Conventional)	24	5%	11,538,341,345	796,765,907	10,741,575,438
Long term finances - secured (Islamic)		9%	2,960,340,386	188,462,996	2,771,877,390
Lease liabilities - conventional	25	8.78% to 14.73%	37,001,101	18,654,879	18,346,222
Lease liabilities - Islamic		8.39% to 14.68%	131,525,816	58,626,957	72,898,859
Short term finances - secured - conventional	29	8.43% to 14.86%	5,817,993,688	5,817,993,688	-
Short term finances - secured - Islamic	29	8.09% to 14.38%	971,931,342	971,931,342	-
<b>Non - interest bearing</b>					
Sponsors' loan - subordinated	23	-	-	-	-
Trade and other payables	27	-	3,055,122,766	3,055,122,766	-
Accrued mark-up	28	-	195,966,471	195,966,471	-
			<u>24,708,222,915</u>	<u>11,103,525,006</u>	<u>13,604,697,909</u>



**Exposure to Foreign currency risk**

The Company is exposed to foreign exchange risk arising from currency value fluctuations due to the following:

	2020	2019
	----- Amount in USD -----	
Trade debts	6,282,408	4,051,426
Cash and bank balances	2,488	34,749
Trade and other payables	(3,291,629)	(3,959,324)
Loans and advances	363,263	51,259
Advance from customer	(54,044)	(244,293)
	<b>3,302,486</b>	<b>(66,183)</b>
<b>Off balance sheet exposures</b>		
Letter of credit	(9,150,522)	(28,346,447)
<b>Net Exposure</b>	<b>(5,848,036)</b>	<b>(28,412,630)</b>

The following significant exchange rates were applied during the year.

	2020	2019
	Rupee per USD	
Average rate	164.10	140.78
Reporting date rate	168.14	160.05

**Foreign currency sensitivity analysis**

A 10 percentage strengthening of the PKR against the USD at June 30, 2019 would have effect on the equity and profit and loss of the company as shown below. This analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis for June 30, 2020.

	2020	2019
	----- Rupees -----	
Strengthening of PKR against respective currencies	98,328,585	454,750,110
Weakening of PKR against respective currencies	(98,328,585)	(454,750,110)

As at 30 June 2020, if the Pakistani Rupee had weakened / strengthened by 10% against the US Dollar with all other variables being constant, profit before tax for the year would have been lower / higher by Rs. 98.33 million (2019: Rs. 454.75 million) mainly as a result of foreign exchange gains / losses on translation of dollar denominated financial assets.

The maximum exposure to foreign currency risk in Pakistani rupee at the reporting date is as follows:

		2020	2019
		----- Rupees -----	
Export debtors	14	1,056,320,953	784,297,206
Import creditors		553,452,905	624,660,887
		<b>1,609,773,858</b>	<b>1,408,958,093</b>

**b) Interest rate risk**

Interest rate risk is the risk that the fair value of the future cash flows of a financial instrument may fluctuate because of the changes in market interest rates. Majority of the interest rate exposure arises from short and long term borrowings from banks, running finance facilities and finance leases. At the reporting date the interest rate profile of the Company's mark-up bearing financial instruments is as follows:

	Carrying amount	
	2020	2019
	----- Rupees -----	
<b>Variable rate instruments</b>		
Financial assets	(200,000,000)	-
Financial liabilities	21,457,133,678	14,601,990,608
	<b>21,257,133,678</b>	<b>14,601,990,608</b>

As at 30 June 2020, if KIBOR had been 100 bps lower/higher with all other variables held constant, profit before tax for the year would have been higher/lower by Rs. 212.57 million. (2019: Rs. 142.02 million) mainly because of higher/lower interest expense on variable rate instruments.

### c) Equity risk

It is the risk that the listed equity securities are susceptible to market price risk, arising from uncertainties about future values of the investment securities.

## 46 CAPITAL RISK MANAGEMENT

The objective of the Company when managing capital is to safeguard its ability to continue as a going concern so that it can continue to provide returns to shareholders and benefits for other stakeholders and to maintain a strong capital base to support the sustained development of its businesses.

The Company manages its capital structure by monitoring return on net assets and makes adjustments to it in the light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividend paid to the shareholders or issue bonus / right shares. There were no changes in the Company's approach to capital management during the year and the Company is not subject to externally imposed capital requirements.

The Company's capital includes share capital, unappropriated profit and reserves. As at reporting date the capital of the Company is as follows:

	2020	2019
	----- Rupees -----	
Share capital	663,569,400	638,047,500
Reserves	9,236,215,197	6,736,199,160
	<b>9,899,784,597</b>	<b>7,374,246,660</b>

The Company manages its capital risk by monitoring its debt levels and liquid assets and keeping in view future investments requirements and expectations of the shareholders. Debt is calculated as total borrowings (long term finances). The Company's capital signifies equity as reported in statement of financial position and includes share capital and accumulated losses.

During 2020 the Company's strategy was to maintain leveraged gearing. The gearing ratios as at June 30, 2020 and 2019 were as follows:

	2020	2019
	----- Rupees -----	
Total borrowings	14,498,681,731	8,967,994,163
Less: Cash and bank balances	(51,195,200)	(32,394,264)
Net debt	14,447,486,531	8,935,599,899
Total equity	9,899,784,597	7,374,246,660
Total equity and debt	<b>24,347,271,128</b>	<b>16,309,846,559</b>
Net gearing ratio (%)	<b>59.3%</b>	54.8%

The Company finances its operations through equity, borrowings and management of working capital with a view to maintain an appropriate mix amongst various sources of finance to minimize risk.



	2020	2019
	----- Rupees -----	
<b>Balances</b>		
<b>Plastiflex Films (Private) Limited</b>		
- Payable to associate	30,747,411	14,586,784
<b>Director's subordinated - loan</b>		
- Payable to directors	-	902,151,770

#### 49 NON - ADJUSTING EVENT AFTER THE REPORTING DATE

49.1 The board of directors in its meeting held on September 25, 2020 has proposed dividend in respect of the year ended June 30, 2020 of Rs.3/- per share (2019: Rs. 3/- per share) for approval of the members at the annual general meeting. This dividend is in addition to interim dividend paid of Rs 0.50/- per share during the current year. The unconsolidated financial statements for the year ended June 30, 2020 do not include the effect of proposed dividend, which will be accounted for in the unconsolidated financial statements for the year ending June 30, 2021.

#### 50 DATE OF AUTHORIZATION

These unconsolidated financial statements were authorized for issue on September 25, 2020 by the board of directors of the Company.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer



**CONSOLIDATED FINANCIAL STATEMENTS  
FOR THE YEAR ENDED JUNE 30, 2020**

## INDEPENDENT AUDITOR'S REPORT

To the members of Ismail Industries Limited

### Opinion

We have audited the annexed consolidated financial statements of **Ismail Industries Limited** and its **subsidiary** (the Group), which comprise the consolidated statement of financial position as at **June 30, 2020**, and the consolidated statement of profit or loss, the consolidated statement of comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the consolidated financial statements, including a summary of significant accounting policies and other explanatory information.

In our opinion, consolidated financial statements give a true and fair view of the consolidated financial position of the Group as at June 30, 2020, and of its consolidated financial performance and its consolidated cash flows for the year then ended in accordance with the accounting and reporting standards as applicable in Pakistan.

### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated Financial Statements section of our report. We are independent of the Group in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of the Chartered Accountants of Pakistan (the Code), and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period. These matters were addressed in the context of our audit of the consolidated financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Following are the Key Audit Matters:

## S.No. Key Audit Matters

### 1. Valuation of Stock-in-trade

As at June 30, 2020 the Group's total stock-in-trade balance amounting to Rs.6.412 billion as disclosed in note 14 represents 48.87% of the total current assets of the Group. The value of stock-in-trade is based on the moving weighted average cost method for raw materials and packing materials, weighted average cost method for work in process and lower of weighted average cost and net realizable value (NRV) for finished goods, and invoice value plus other charges for stock in transit.

The Group is required to measure its stock-in-trade at the lower of cost and NRV. There is an element of judgement involved relating to the valuation, which is required for the estimation of the net realizable value and allowance for slow-moving and obsolete stock-in-trade. Such estimation is made after taking into consideration factors such as movement in prices, current and expected future market demands and pricing competitions.

This was the key audit matter because of its materiality and significance in terms of judgements involved in estimating the NRV of underlying stock-in-trade.

## How the matters were addressed in our audit

In response to this matter, our audit procedures included the following:

- Reviewed the management procedures for evaluating the NRV of stock-in-trade, observed physical counts at major locations to ascertain the condition and existence of stock-in-trade, and performed a test on a sample of items to assess the NRV of the stock-in-trade held.
- Reviewed stock-in-trade turnover ratios, understood and evaluated the appropriateness of the basis of identification of the obsolete stock-in-trade, tested the accuracy of the aging analysis of stock-in-trade, on a sample basis, tested the cost of goods with underlying invoices and expenses incurred in accordance with stock-in-trade valuation method and reviewed the minutes of the relevant meetings at the management and board level to identify any indicators of obsolescence.
- Tested the NRV of the stock-in-trade held by performing a review of sales close to and subsequent to the year-end and compared with the cost for a sample of products.
- Assessed the adequacy of the disclosures on stock-in-trade in the consolidated financial statements.

## S.No. Key Audit Matters

### 2. Initial Application of IFRS 16 – Leases

As stated in note 7 to the consolidated financial statements, with effect from July 01, 2019, the International Financial Reporting Standard (IFRS) 16 “Leases” became applicable to the Group. Accordingly, the Group has applied the said new standard for the first time in the preparation of its consolidated financial statements for the year ended June 30, 2020.

Under the requirement of IFRS 16, the Group recognized right of use assets and lease liabilities for certain lease payments - i.e. these leases are on the statement of financial position. The application of this standard requires management to make judgements, estimates and assumptions with regard to lease term and discount rate for calculation of lease liabilities.

We have considered the first time application of IFRS 16 as a key audit matter due to significance of involvement of estimates and judgement in this regard.

## How the matters were addressed in our audit

As part of our audit, we have performed the following audit procedures:

- Obtained an understanding of the Group’s processes and related internal controls for lease accounting, including those relating to assessment of discount rates, lease term and extension options and considered their appropriateness;
- On a sample basis, tested the lease data by comparing the lease agreement with related IFRS 16 lease calculations;
- Tested, on a sample basis, the calculation of right of use asset and lease liabilities by performing recalculations and tracing the terms with relevant supporting documents;
- We also considered the adequacy of the related disclosures and assessed these are in accordance with the applicable financial reporting standards and the Companies Act, 2017.

## Information Other than the Consolidated Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the consolidated financial statements and our auditor's report thereon.

Our opinion on the consolidated financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

—

In connection with our audit of the consolidated financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the consolidated financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information; we are required to report that fact. We have nothing to report in this regard.

## Responsibilities of Management and the Board of Directors for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with accounting and reporting standards as applicable in Pakistan and Companies Act, 2017 and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Group's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The Board of directors is responsible for overseeing the Group's financial reporting process.

## Auditor's Responsibilities for the Audit of the Consolidated Financial Statements

Our objectives are to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial statements, including the disclosures, and whether the consolidated financial statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. We are responsible for the direction, supervision and performance of the group audit. We remain solely responsible for our audit opinion.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the consolidated financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

The engagement partner on the audit resulting in this independent auditor's report is **Muhammad Khalid Aziz**.

**Grant Thornton Anjum Rahman**

Chartered Accountants

Karachi

Date: September 25, 2020

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### AS AT JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019 -----
<b>ASSETS</b>			
<b>Non-current assets</b>			
Property, plant and equipment	8	20,350,123,183	13,616,326,203
Right-of-use assets	8.1	306,955,475	331,919,479
Intangible assets	9	55,293,210	85,453,143
Goodwill	10	11,959,187	11,959,187
Long term investments	11	3,670,319,873	2,229,950,382
Long term deposits	12	40,690,439	47,985,848
<b>Total non-current assets</b>		<b>24,435,341,367</b>	<b>16,323,594,242</b>
<b>Current assets</b>			
Stores and spares	13	367,944,563	292,887,591
Stock-in-trade	14	6,412,002,447	5,261,895,471
Trade debts	15	3,370,612,422	2,768,429,157
Loans and advances	16	952,135,742	1,634,108,116
Trade deposits and short term prepayments	17	43,815,508	37,273,112
Short term investment	18	200,000,000	-
Other receivables	19	119,919,336	131,962,804
Taxation-net	20	1,296,310,915	945,869,617
Cash and bank balances	21	358,884,421	36,602,222
<b>Total current assets</b>		<b>13,121,625,354</b>	<b>11,109,028,090</b>
<b>Total assets</b>		<b>37,556,966,721</b>	<b>27,432,622,332</b>

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

## CONSOLIDATED STATEMENT OF FINANCIAL POSITION

### AS AT JUNE 30, 2020

EQUITY AND LIABILITIES	Note	2020 ----- Rupees -----	2019
<b>Share capital and reserves</b>			
Authorized share capital 250,000,000 (2019: 250,000,000) ordinary shares of Rs. 10 each		2,500,000,000	2,500,000,000
Issued, subscribed and paid-up share capital	22	663,569,400	638,047,500
Non-controlling interest		195,749,872	179,714,690
Reserves	23	8,589,399,383	6,451,888,083
<b>Total shareholders' equity</b>		<b>9,448,718,655</b>	<b>7,269,650,273</b>
<b>Non-current liabilities</b>			
Sponsors' loan-subordinated	24	-	915,357,737
Long term finances-secured	25	13,881,308,010	6,484,901,333
Lease liabilities	26	91,245,081	136,024,559
Deferred liabilities	27	2,091,252,475	1,643,629,575
<b>Total non-current liabilities</b>		<b>16,063,805,566</b>	<b>9,179,913,204</b>
<b>Current liabilities</b>			
Trade and other payables	28	3,491,937,991	2,106,806,641
Accrued mark-up	29	199,737,582	209,765,534
Short term finances-secured	30	6,789,925,030	6,299,903,813
Current portion of:			
- long term finances-secured	25	1,036,500,768	2,069,829,949
- lease liabilities	26	77,281,836	100,219,845
Unclaimed Dividend		2,644,785	2,338,500
Advances from customers - unsecured		446,414,508	194,194,573
<b>Total current liabilities</b>		<b>12,044,442,500</b>	<b>10,983,058,855</b>
<b>Total liabilities</b>		<b>28,108,248,066</b>	<b>20,162,972,059</b>
<b>Total equity and liabilities</b>		<b>37,556,966,721</b>	<b>27,432,622,332</b>
<b>Contingencies and commitments</b>	31		

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## CONSOLIDATED STATEMENT OF PROFIT OR LOSS

### FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
Sales	32	41,034,240,755	37,117,261,720
Sales returns, discounts and direct expenses		(2,009,975,223)	(1,791,242,484)
Export rebate		10,589,965	9,605,597
		(1,999,385,258)	(1,781,636,887)
		39,034,855,497	35,335,624,833
Sales tax		(5,610,093,075)	(5,148,620,097)
<b>Sales - net</b>		<b>33,424,762,422</b>	<b>30,187,004,736</b>
Cost of sales	34	(26,592,382,801)	(23,881,824,697)
<b>Gross profit</b>		<b>6,832,379,621</b>	<b>6,305,180,039</b>
Selling and distribution expenses	35	(4,780,161,529)	(3,780,870,997)
Administrative expenses	36	(692,201,269)	(586,593,213)
<b>Operating profit</b>		<b>1,360,016,823</b>	<b>1,937,715,829</b>
Other operating expenses	37	(182,184,602)	(172,282,473)
Other income	38	356,159,161	213,759,588
		1,533,991,382	1,979,192,944
Finance cost	39	(1,211,530,291)	(956,336,302)
		322,461,091	1,022,856,642
Share of profit from associated companies-net	11.1.3	491,972,141	45,385,014
<b>Profit before taxation</b>		<b>814,433,232</b>	<b>1,068,241,656</b>
Taxation	42	(390,737,914)	(436,942,413)
<b>Profit for the year</b>		<b>423,695,318</b>	<b>631,299,243</b>
<b>Profit / (loss) for the year attributable to:</b>			
Shareholders of the Holding Company		569,251,461	727,555,976
Non-controlling interest		(145,556,143)	(96,256,733)
		423,695,318	631,299,243
<b>Earnings per share - basic and diluted</b>	43	<b>8.85</b>	<b>11.40</b>

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019 -----
Profit for the year		423,695,318	631,299,243
<b>Other comprehensive income/(loss):</b>			
<i>Items that may be reclassified to consolidated statement of profit or loss in subsequent periods</i>		-	-
<i>Items that will not be reclassified to consolidated statement of profit or loss in subsequent periods:</i>			
Income/(loss) on remeasurements of post employment benefit obligation-net of tax	27.1.7	2,253,417	(36,467,885)
Unrealized appreciation during the year on re-measurement of investment classified as fair value through OCI -net of tax		-	1,279,260
Share of other comprehensive income/( loss) from associate-net of tax	11.1.3	896,140,406	(488,583,454)
<b>Other comprehensive income/ (loss) - net of tax</b>		<b>898,393,823</b>	<b>(523,772,079)</b>
<b>Total comprehensive income for the year</b>		<b>1,322,089,141</b>	<b>107,527,164</b>
<b>Total comprehensive income / (loss) for the year attributable to :</b>			
Shareholders of the Holding Company		1,467,561,425	203,356,427
Non-controlling interest		(145,472,284)	(95,829,263)
		<b>1,322,089,141</b>	<b>107,527,164</b>

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

# CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

## FOR THE YEAR ENDED JUNE 30, 2020

Issued, subscribed and paid-up share capital	Total Reserves					Total reserves	Non-controlling Interest	Total shareholders' equity	
	Capital reserve		Revenue reserve						
	Share premium	Amalgamation reserves	Remeasurement of investment in associate	Remeasurement of investments at fair value through OCI	Unappropriated profit				
----- Rupees -----									
Balance as at July 01, 2018	638,047,500	579,265,000	916,862,067	(366,021,780)	26,092,557	5,379,455,187	6,535,653,031	220,543,953	7,394,244,484
Profit for the year	-	-	-	-	-	727,555,976	727,555,976	(96,256,733)	631,299,243
Other comprehensive income / (loss) - net off tax	-	-	-	(488,583,454)	1,279,260	(36,895,355)	(524,199,549)	427,470	(523,772,079)
Total comprehensive income / (loss) - net off tax	-	-	-	(488,583,454)	1,279,260	690,660,621	203,356,427	(95,829,263)	107,527,164
Advance against issue of share	-	-	-	-	-	-	-	55,000,000	55,000,000
Reclassification due to sale of investment	-	-	-	-	(27,371,817)	27,371,817	-	-	-
Transactions with owners recognized directly in equity:									
Final dividend for the year ended June 30, 2018 @ Rs. 4.5 per share	-	-	-	-	-	(287,121,375)	(287,121,375)	-	(287,121,375)
Balance as at June 30, 2019	638,047,500	579,265,000	916,862,067	(854,605,234)	-	5,810,366,250	6,451,888,083	179,714,690	7,269,650,273
Profit for the year	-	-	-	-	-	569,251,461	569,251,461	(145,556,143)	423,695,318
Other comprehensive income - net of tax	-	-	-	896,140,406	-	2,169,558	898,309,964	83,859	898,393,823
Total comprehensive income / (loss) - net of tax	-	-	-	896,140,406	-	571,421,019	1,467,561,425	(145,472,284)	1,322,089,141
Advance against issue of share	-	-	-	-	-	-	-	(55,000,000)	(55,000,000)
Right shares issue	25,521,900	893,266,500	-	-	-	-	893,266,500	216,507,466	1,135,295,866
Transactions with owners recognized directly in equity:									
Cash dividend for the year ended June 30, 2019 @ Rs.3 per share	-	-	-	-	-	(191,414,250)	(191,414,250)	-	(191,414,250)
Interim cash dividend for the period ended December 31, 2019 @ Rs. 0.50 per share	-	-	-	-	-	(31,902,375)	(31,902,375)	-	(31,902,375)
Balance as at June 30, 2020	663,569,400	1,472,531,500	916,862,067	41,535,172	-	6,158,470,644	8,589,399,383	195,749,872	9,448,718,655

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## CONSOLIDATED STATEMENT OF CASH FLOWS

### FOR THE YEAR ENDED JUNE 30, 2020

	Note	2020 ----- Rupees -----	2019
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	45	5,639,616,679	2,318,422,214
Gratuity paid	27.1.3	(33,393,705)	(23,045,917)
Income tax paid-net		(541,614,574)	(345,248,368)
Long term deposits - net off receipts/(paid)		7,295,409	(4,989,651)
<b>Net cash generated from operating activities</b>		<b>5,071,903,809</b>	<b>1,945,138,278</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Capital expenditure (including CWIP)		(8,146,574,013)	(3,200,362,581)
Intangible assets		-	(46,927,898)
Investment in associated company	11.1.3	(16,284,035)	-
Proceed from sale of long term investment		-	196,386,910
Purchase of investment - at fair value through profit or loss		-	(1,574,979)
Sale of investment - at fair value through profit or loss		-	1,730,990
Dividend received	11.1.3	122,169,516	-
Short-term investment	18	(200,000,000)	-
Proceeds from disposal of property, plant and equipment	8.5	60,521,079	232,464,389
<b>Net cash used in investing activities</b>		<b>(8,180,167,453)</b>	<b>(2,818,283,169)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Receipts from long term financing-net off repayment		6,363,077,496	840,946,246
Lease repayments		(67,717,487)	(262,821,083)
Contribution from non-controlling shareholders		161,507,466	55,000,000
Receipts from right share issue - net off sponsors' loan - subordinated		3,430,663	-
Interest / mark-up paid		(1,221,558,242)	(850,478,856)
Dividend paid		(223,010,340)	(286,601,373)
<b>Net cash generated from/(used in) financing activities</b>		<b>5,015,729,556</b>	<b>(503,955,066)</b>
<b>Net increase / (decrease) in cash and cash equivalents</b>		<b>1,907,465,912</b>	<b>(1,377,099,957)</b>
Cash and cash equivalents at the beginning of the year		(3,263,388,199)	(1,886,288,242)
<b>Cash and cash equivalents at the end of the year</b>		<b>(1,355,922,287)</b>	<b>(3,263,388,199)</b>
<b>Cash and cash equivalents at the end of the year comprise of:</b>			
Cash and bank balances	21	358,884,421	36,602,222
Running finance utilized under mark-up arrangements	30	(1,714,806,708)	(3,299,990,421)
		<b>(1,355,922,287)</b>	<b>(3,263,388,199)</b>

The annexed notes 1 to 51 form an integral part of these consolidated financial statements.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2020

### 1 LEGAL STATUS AND OPERATIONS

#### 1.1 The Group consist of:

**Holding Company : Ismail Industries Limited**

**Subsidiary Company : Hudson Pharma (Private) Limited**

#### a) Ismail Industries Limited

Ismail Industries Limited (the Holding Company) was incorporated in Karachi, Pakistan as a private limited company on June 21, 1988. On November 01, 1989 the Company was converted into a public limited company. The registered office of the Holding Company is situated at 17 - Bangalore Town, Shahrah-e-Faisal, Karachi, Pakistan. Previously the shares of the Holding Company were listed on the Karachi and Lahore Stock Exchanges. However, due to integration of these Stock Exchanges into Pakistan Stock Exchange Limited effective from January 11, 2016 the shares of the company are now quoted on Pakistan Stock Exchange Limited. Principal activities of the Company are manufacturing and trading of sugar confectionery items, biscuits, potato chips, nutritional products, cast polypropylene (CPP) and Biaxially-oriented polyethylene terephthalate (BOPET) film under the brands of 'Candyland', 'Bisconni', 'Snackcity' and 'Astro films' respectively.

Geographical location and addresses of business units including manufacturing units of the Holding Company are as under:

#### Head Office:

17 - Bangalore Town, Shahrah-e-Faisal, Karachi.

#### Factories:

<b>Unit-1</b>	<b>Unit-5</b>
C-230, Hub H.I.T.E., Balochistan.	38-C, Sundar Industrial Estate, Raiwind Road, Lahore.
<b>Unit-2</b>	<b>Unit-6</b>
B-140, Hub H.I.T.E., Balochistan.	D-91, D-92 & D-94 North Western Zone, Port Qasim.
<b>Unit-3</b>	<b>Unit-7</b>
G-1, Hub H.I.T.E., Balochistan.	E164-168, North Western Zone, Port Qasim.
<b>Unit-4</b>	<b>Unit-8</b>
G-22, Hub H.I.T.E., Balochistan.	E154-157, North Western Zone, Port Qasim.
<b>Unit-9</b>	
G-1, Hub H.I.T.E., Balochistan.	

#### b) Hudson Pharma (Private) Limited

The Subsidiary Company was incorporated in Pakistan as a private limited Company on May 5, 2010, under the repealed Companies Ordinance, 1984 (now Companies Act 2017). The registered office of the Subsidiary Company is located at 17, Bangalore Town, Main Shahrah-e-Faisal, Karachi. Principal activities of the Subsidiary Company are manufacturing, processing, compounding, formulating, importing, exporting, packaging, marketing, wholesale and retail, trading and selling of all kinds of pharmaceutical, animal health, allied consumer products, drugs and medicines

Geographical location and addresses of business units including manufacturing units of the Subsidiary Company are as under:

**Head Office:**

17 - Bangalore Town, Shahrah-e-Faisal, Karachi.

**Factory:**

D-93, North Western Industrial Zone, Port Qasim.

## 2 SIGNIFICANT EVENTS AND TRANSACTIONS

- 2.1** The Holding Company has made Capex amounting to Rs. 8,126.87 million during the year. The major expansion pertains to new BOPET Film manufacturing line and establishment of new confectionery division Candyland-II. During the financial year 2019-20 both ventures were under erection and installation phase and we were expecting that these will be fully operative somewhere from April 2020. But due to outbreak of COVID-19, all foreign technicians and engineers left to their countries and BOPET project was stand still, whereas Candyland-II complete the trial production phase till 30 June 2020. Now, the management expects that final installation phase of BOPET will be completed and commercially operative in the first half of financial year 2020-2021.
- 2.2** During the year, the Group has completed the process to convert Sponsors' loan into ordinary shares of the Group by issuing right shares.
- 2.3** The Board of Holding company has approved further investment in Hudson Pharma (Private) Limited amounting to Rs. 500 million in last Annual General Meeting of the Group for managing working capital requirement and the same has been converted into ordinary shares.  
For further details, refer Director's report on the Group's affairs.

## 3 BASIS OF PREPARATION

### 3.1 Statement of compliance

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

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

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.

### 3.2 Basis of measurement

These Consolidated financial statements have been prepared under the historical cost convention except as otherwise disclosed in the respective accounting policies' note and consolidated statement of cash flows.

### 3.3 Functional and presentation currency

These consolidated financial statements are presented in Pakistani Rupees which is the Group's functional currency and presentation currency.

### 3.4 Basis of Consolidation

These consolidated financial statements include the financial statements of the Holding Company and its Subsidiary Company.

A company is a subsidiary, if the Holding Company directly or indirectly controls, beneficially owns or holds more than fifty percent of its voting securities or otherwise has power to elect and appoint more than fifty percent of its directors of the Holding company can govern the financial & operating policies of subsidiary.

Subsidiary Company is consolidated from the date on which the Group obtains control, and continue to be consolidated until the date when such control ceases.

The financial statements of the subsidiary company are prepared for the same reporting period as the Holding Company, using consistent accounting policies.

All intra-group balances, transactions and unrealised gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Where the ownership of a subsidiary is less than hundred percent and therefore, a non controlling interest (NCI) exists, the NCI is allocated its share of the total comprehensive income for the year, even if that results in a deficit balance.

The assets, liabilities, income and expenses of subsidiary are consolidated on a line by line basis and carrying value of investments held by the Holding Company is eliminated against the Subsidiary Company's shareholders' equity in these consolidated financial statements.

### 3.5 Standards, Amendments and Interpretations to Approved Accounting Standards

#### 3.5.1 Standards, amendments and interpretations to the published standards that may be relevant to the Group and adopted in the current year

The Group has adopted the following new standards, amendments to published standards and interpretations of IFRSs which became effective during the current year.

Standard or Interpretation	Effective Date (Annual periods beginning on or after)
IFRS 14 'Regulatory Deferral accounts'	July 1, 2019
IFRS 16 'Leases'	January 1, 2019
IFRS 12 'Income tax consequences of payment on financial instruments classified as equity	January 1, 2019
IAS 23 'Borrowing costs eligible for capitalization'	January 1, 2019
IFRS 3 'Previously held interest in a joint operation'	January 1, 2019
IFRS 9 'Prepayment features with negative compensation'	January 1, 2019
IFRS 11 'Previously held interest in a joint operation'	January 1, 2019
IFRIC 23 'Uncertainty over Income Tax Treatments'	January 1, 2019
IAS 28 'Long-term Interests in Associates and Joint Ventures' (Amendments to IAS 28)	January 1, 2019
IAS 19 'Plan Amendment, Curtail or Settlement' (Amendments to IAS 19)	January 1, 2019
Annual improvements to IFRSs 2015 - 2017 Cycle	January 1, 2019

Adoption of the above standard have no significant effect on the amounts for the year ended June 30, 2020 except for those mentioned in impact of new accounting policy note no. 7

#### 3.5.2 Standards, amendments and interpretations to the published standards that may be relevant but not yet effective and not early adopted by the Group

The following new standards, amendments to published standards and interpretations would be effective from the dates mentioned below against the respective standard or interpretation.

<b>Standard or Interpretation</b>	<b>Effective Date (Annual periods beginning on or after)</b>
IFRS 3 'Definition of a business' (Amendment to IFRS 3)	January 1, 2020
IAS 1/IAS 8 'Definition of Material' (Amendments to IAS 1 and IAS 8)	January 1, 2020
IFRS 7, IFRS 9, and IAS 39 - Interest Rate Benchmark Reform	January 1, 2020
Various Amendments to References to the Conceptual Framework in IFRS Standards	January 1, 2020

The Group is in the process of assessing the impact of these standards, amendments and interpretations to the published standards on the consolidated financial statements of the Group.

### **3.5.3 Standards, amendments and interpretations to the published standards that are not yet notified by the Securities and Exchange Commission of Pakistan (SECP)**

Following new standards have been issued by the International Accounting Standards Board (IASB) which are yet to be notified by the SECP for the purpose of applicability in Pakistan.

<b>Standard or Interpretation</b>	<b>IASB effective date (Annual periods beginning on or after)</b>
IFRS 17 'Insurance Contracts' - Amendments to IFRS 17	January 1, 2023
IFRS 1 - First time adoption of International Financial Reporting	July 1, 2009

## **4 IMPACT OF COVID-19 ON FINANCIAL STATEMENTS**

A novel strain of coronavirus (COVID-19) was classified as a pandemic by the World Health Organization on 11 March 2020, impacting countries globally including Pakistan. Government of Pakistan (GoP) has taken certain measures to reduce the spread of the COVID-19 including lockdown of businesses, suspension of flight operations intercity movements cancellation of major events etc.

These measures have resulted in an overall economic slowdown, disruptions to various business and significant volatility in the Pakistan Stock Exchange (PSX). However, currently, the potential impacts from COVID-19 remain uncertain, including, among other things, on economic conditions, businesses and consumers. The Group is conducting business with some modifications to employee working and cancellation of certain events, among other modifications while following all necessary Standard Operating Procedures (SOPs).

The Group will continue to actively monitor the situation and may take further steps for safety and in the best interests of the employees, customers, suppliers and other stakeholders. However, the management based on its assessment considered that there would be no significant impact except as disclosed in note 2, that will adversely affect its businesses, results of operations and financial condition in current or future period.

## **5 USE OF CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS**

The preparation of these consolidated financial statements in conformity with the approved accounting standards as applicable in Pakistan requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amount of assets, liabilities, income and expenses.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about the carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates. The estimates underlying the assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods

In the process of applying the Group's accounting policies, management has made the following accounting estimates and judgments which are significant to the unconsolidated financial statements:

	<b>Note</b>
a) Property, plant and equipment	5.1
b) Stock-in-trade, stores and spares	5.2
c) Trade debts and other receivables	5.3
d) Income taxes	5.4
e) Staff retirement benefits	5.5
f) Impairment of non financial assets	5.6
g) Impairment of financial assets	6.24.5

### **5.1 Property, plant and equipment**

The Group reviews appropriateness of the rate of depreciation, useful life and residual value used in the calculation of depreciation. Further, where applicable, an estimate of the recoverable amount of assets is made for possible impairment on an annual basis. In making these estimates, the Group uses the technical resources available with the Group. Any change in estimates in the future might affect the carrying amount of respective item of property, plant and equipment, with corresponding effects on the depreciation charge and impairment.

### **5.2 Stock-in-trade, stores and spares**

The Group's management reviews the net realizable value (NRV) of stock-in-trade and stores and spares to assess any diminution in the respective carrying values and wherever required, provision for impairment is made.

### **5.3 Trade debts**

Impairment loss against doubtful trade and other debts is recorded in accordance with basis mentioned in note 6.24.5 of these consolidated financial statements.

### **5.4 Income taxes**

In making the estimate for income taxes currently payable by the Group, the management refer to the current income tax law and the decisions of appellate authorities on certain issues in the past.

### **5.5 Staff retirement benefits**

Certain actuarial assumptions have been adopted as disclosed in note 27.1 to these consolidated financial statements for valuation of present value of defined benefit obligations. Any changes in these assumptions in future years might affect the amounts recognized in those years.

### **5.6 Impairment of non-financial assets**

Assets that are subject to depreciation/amortization are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognized for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

## 6 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The significant accounting policies adopted in the preparation of these consolidated financial statements are set out below. These policies have been consistently applied to all the years presented except as disclosed in note no. 7 of these consolidated financial statements.

### 6.1 Property, plant and equipment

#### 6.1.1 Owned

Property, plant and equipment including leasehold land and all additions except capital work-in-progress are stated at cost less accumulated depreciation and accumulated impairment losses. Capital work-in-progress is stated at cost. Cost of property, plant and equipment comprises acquisition cost and directly attributable cost of bringing the assets to its working condition. Borrowing cost including the exchange risk fee (if any) that are directly attributable to the acquisition, construction and production of a qualifying asset is capitalized as part of the cost during the period in which activities that are necessary to prepare the asset for its intended use are carried out.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the asset will flow to the Group and the cost of the asset can be measured reliably. The carrying amount of the replaced part is derecognized. Normal repairs and maintenance are charged to consolidated statement of profit or loss as and when incurred. Major renewals and improvements are capitalized.

Depreciation on assets other than leasehold land is calculated so as to write-off the assets over their expected economic lives under the diminishing balance method at rates given in note. 8 to the consolidated financial statements. Depreciation on leasehold land is charged to income applying the straight-line method at rates given in note no. 8 to these consolidated financial statements whereby the cost is written off over the lease term. Depreciation on additions is charged from the month in which they are put to use and on disposals up to the month of disposal.

The assets' residual values and useful lives are reviewed, and adjusted if appropriate, at each reporting date. The gain or loss on disposal or retirement of an asset represented by the difference between the sale proceeds and the carrying amount of the asset is recognized as other income or expense. Maintenance and normal repairs are charged to profit or loss as and when incurred. Major renewals and improvements are capitalized and the assets so replaced, if any, are retired.

#### 6.1.2 Right-of-use assets

The right-of-use asset is initially measured based on the initial amount of the lease liability, for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentive received. The right-of-use asset is depreciated on a diminishing balance as given in note no.8.1 to these consolidated financial statements. The right-of-use asset is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

The Group has elected to apply the practical expedient not to recognise right-of-use assets and lease liabilities for short term leases that have a lease term of 12 months or less and leases of low-value assets. The lease payments associated with these leases is recognised as an expense on a straight line basis over the lease term.

### 6.1.3 Capital work-in-progress

Capital work-in-progress is stated at cost less accumulated impairment if any. All expenditures connected to the specific assets incurred during installation and construction period are carried under capital work-in-progress.

These expenditures are transferred to relevant category of property, plant and equipment as and when the assets start operation. Impairment losses if any are recorded on the basis as defined in note 5.6.

### 6.2 Intangible assets

An intangible asset is an identifiable non-monetary asset without physical substance.

Intangible assets are recognized when it is probable that the expected future economic benefits will flow to the entity and the cost of the asset can be measured reliably. Cost of the intangible asset (i.e. computer software) includes purchase cost and directly attributable expenses incidental to bring the asset for its intended use.

Costs associated with maintaining computer software are recognized as an expense as and when incurred.

Intangible assets are stated at cost less accumulated amortization and accumulated impairment losses, if any. Amortization is charged over the estimated useful life of the asset on a systematic basis applying the straight line method. The impairment losses if any are recorded on the basis mentioned in note no. 5.6.

Useful lives of intangible operating assets are reviewed, at each reporting date and adjusted if the impact of amortization is significant.

### 6.3 Investments in associates

Associates are all entities over which the Group has significant influence but not control, generally a accompanying a shareholding between 20% and 50% of the voting rights or common directorship. Investments in associates are accounted for using the equity method of accounting. Under the equity method, the investment is initially recognized at cost, and the carrying amount is increased or decreased to recognize the Group's share of the profit or loss and other comprehensive income of the associate after the date of acquisition.

If the ownership interest in an associate is reduced but significant influence is retained, only a proportionate share of the amounts previously recognized in other comprehensive income is reclassified to profit or loss where appropriate.

### 6.4 Long term deposits

These are stated at amortized cost which represents the fair value of consideration given.

### 6.5 Stores and spare parts

All stores, spares and loose tools either imported or purchased locally are charged to consolidated statement of profit or loss when consumed and are valued at lower of moving weighted average cost or estimated NRV except for items-in-transit which are stated at invoice value plus other incidental charges paid thereon up to the reporting date. Provision is made for obsolete and slow moving items where necessary and is recognized in the consolidated statement of profit or loss.

## 6.6 Stock-in-trade

These are valued at the lower of cost or net realizable value. Cost is determined as follows:

Types of stock	Valuation method
a) Raw and packing materials	weighted average cost method
b) Work-in-process	weighted average cost method
c) Finished goods	lower of weighted average cost or net realizable value
d) Goods in-transit	invoice value plus other charges incurred thereon

Net realizable value signifies the estimated selling price in the ordinary course of business less the estimated costs necessary to make the sale.

## 6.7 Trade debts

These are classified at amortised cost and are initially recognised when they are originated and measured at fair value of consideration receivable. These assets are written off when there is no reasonable expectation of recovery. Actual credit loss experience over past years is used to base the calculation of expected credit loss.

## 6.8 Cash and cash equivalents

For the purposes of consolidated statement of cash flows, cash and cash equivalents comprise of cash in hand and bank balances, short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value and running finances under mark up arrangements.

## 6.9 Interest / Mark-up bearing loans and borrowings

All loans and borrowings are initially recognized at the fair value of the consideration received less directly attributable transaction costs.

Loans and borrowings are subsequently stated at amortized cost with any difference between the proceeds (net of transaction cost) and the redemption value recognized in the consolidated statement of profit or loss except for any amount included in the cost of property, plant and equipment over the period of the borrowing using the effective interest method.

## 6.10 Borrowing costs

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets (those that take a substantial period of time to get ready for their intended use) are capitalized as part of the cost of the relevant asset. All other borrowing costs are charged to consolidated statement of profit or loss in the period in which they are incurred.

## 6.11 Staff retirement benefits - gratuity

The Group operates an unfunded gratuity scheme covering all its permanent employees with one or more years of service with the Group. Provision for gratuity is made to cover obligation under the scheme in respect of employees who have completed the minimum qualifying period. Provision has been made in accordance with actuarial recommendations summarized in note no. 27.1 using the projected unit credit method.

## 6.12 Lease liabilities

From 1 July 2019, leases are recognised as a right-of-use assets and a corresponding liability at the date at which the leased asset is available for use by the Group. The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Group's incremental borrowing rate.

Lease payments include fixed payments, variable lease payments that are based on an index or a rate expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option, less any lease incentives receivable. The extension and termination options are incorporated in determination of lease term only when the Group is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortised cost using the effective interest rate method. It is remeasured when there is a change in future lease payments arising from a change in fixed lease payments or an index or rate, change in the Group's estimate of the amount expected to be payable under a residual value guarantee, or if the Group changes its assessment of whether it will exercise a purchase, extension or termination option.

### **6.13 Taxation**

#### **6.13.1 Current**

The charge for current tax is based on taxable income at current rates of taxation after taking into account tax credits, rebates and exemptions available, if any, or in accordance with the final tax regime, where applicable, of the Income Tax Ordinance, 2001 (the Ordinance) or the minimum tax under section 113 of the Ordinance or Alternate Corporate Tax (ACT) under section 113C of the Ordinance, whichever is higher.

#### **6.13.2 Deferred**

Deferred tax is recognized using the statement of financial position liability method on all temporary differences between the carrying amount of the assets and liabilities and their tax bases.

Deferred tax liabilities are recognized for all major taxable temporary differences.

Deferred tax assets are recognized for all major deductible temporary differences to the extent that it is probable that taxable profit will be available against which the deductible temporary differences can be utilized.

The carrying amount of the deferred tax asset is reviewed at each reporting date and is recognized only to the extent that it is probable that future taxable profits will be available against which the assets may be utilized.

Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Unrecognized deferred income tax assets are reassessed at each reporting date and are recognized to the extent that it becomes probable that future taxable profit will allow deferred tax asset to be recovered.

Deferred tax assets and liabilities are measured at the tax rate that are expected to apply to the year when the asset is utilized or the liability is settled, based on the tax rates that have been enacted or substantially enacted at the reporting date.

### **6.14 Provisions**

Provisions are recognized in the consolidated statement of financial position when the Group has a legal or constructive obligation as a result of past events, it is probable that an outflow of resources will be required to settle the obligation, and a reliable estimate can be made of the amount of obligation.

### **6.15 Trade and other payables**

Liabilities for trade and other payables are measured at cost which is the fair value of the consideration to be paid in future for goods and services.

**6.16 Foreign currency translation**

Transactions in foreign currencies are accounted for in Pakistani Rupee at the rate of exchange prevailing at the date of transaction. Monetary assets and monetary liabilities in foreign currencies as at the reporting date are expressed in rupee at rates of exchange prevailing on that date. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rate at the date of the transaction. Exchange differences are taken to the Consolidated Statement of profit or loss.

**6.17 Functional and presentation currency**

Items included in the consolidated financial statements are measured using the currency of the primary economic environment in which the Group operates. The Consolidated financial statements are presented in Pakistani rupee, which is the Group's functional and presentation currency. The figures have been rounded off to the nearest Pakistani Rupee.

**6.18 Segment reporting**

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision-maker for allocating resources and assessing performance of the operating segments.

**6.19 Dividend distribution**

Dividend distribution to the shareholders is recognized as a liability in the period in which it is approved by the shareholders.

**6.20 Related parties transactions**

All transactions involving related parties arising in the normal course of business are conducted at arm's length at normal commercial rates on the same terms and conditions as third party transactions using valuation modes, as admissible, except in extremely rare circumstances where, subject to the approval of the board of directors, it is in the interest of the Group to do so.

**6.21 Share Capital**

Ordinarily shares are classified as equity and recognized at their face value. Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

**6.22 Contingent liabilities**

Contingent liability is disclosed when:

- a) a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the entity; or
- b) a present obligation that arises from past events but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

**6.23 Operating, administrative and selling expenses**

These expenses are recognized in Consolidated Statement of profit or loss upon utilization of the services or as incurred except for specifically stated in the Consolidated financial statements.

## 6.24 Financial Instruments - Initial Recognition and subsequent measurement

### 6.24.1 Initial recognition

All financial assets and liabilities are initially measured at cost which is the fair value of the consideration given or received. These are subsequently measured at fair value or amortized cost as the case may be.

### 6.24.2 Classification of financial assets

The Group classifies its financial assets in the following categories:

- at fair value through profit or loss ("FVTPL")
- at fair value through other comprehensive income ("FVTOCI"), or
- at amortized cost.

The Group determines the classifications of financial assets at initial recognition. The classification of instruments (other than equity instruments) is driven by the Group's business model for managing the financial assets and their contractual cash flow characteristics.

Financial assets that meet the following conditions are subsequently measured at amortized cost:

- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows; and
- the contractual terms of the financial assets give rise on specified date to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets that meet the following conditions are subsequently measured at FVTOCI:

- the financial asset is held within a business model whose objective achieved by both collecting contractual cash flows and selling the financial assets; and
- the contractual terms of the financial assets give rise on specified date to cash flows that are solely payments of principal and interest on the principal amount outstanding.

By default, all other financial assets are subsequently measured at FVTPL.

### 6.24.3 Classification of financial liabilities

The Group classifies its financial liabilities in the following categories:

- at fair value through profit or loss ("FVTPL"), or
- at amortized cost

Financial liabilities are measured at amortized cost, unless they are required to be measured at FVTPL (such as instrument held for trading or derivatives) or the Group has opted to measure them at FVTPL.

### 6.24.4 Subsequent measurement

#### i) Financial assets at FVTOCI

Investments in equity instruments at FVTOCI are initially recognized at fair value plus transaction costs. Subsequently, they are measured at fair value, with gains or losses arising from changes in fair value recognized in other comprehensive income/(loss).

**ii) Financial assets and liabilities at amortized cost**

Financial assets and liabilities at amortized cost are initially recognized at fair value plus or minus the transaction cost that are directly attributable to the acquisition or issue of the financial assets or financial liabilities and subsequently carried at amortized cost, and in the case of financial assets, less any impairment.

**iii) Financial assets and liabilities at FVTPL**

Financial assets and liabilities carried at FVTPL are initially recorded at fair value and transaction costs are expensed in the consolidated statement of profit or loss. Realised and unrealised gains and losses arising from changes in the fair value of financial assets and liabilities held at FVTPL are included in the consolidated statement of profit or loss in the period in which they arise.

Where the management has opted to recognise a financial liability at FVTPL, any changes associated with the Group's own credit risk will be recognised in other comprehensive income/(loss). Currently, there are no financial liabilities designated at FVTPL.

**6.24.5 Impairment of financial assets**

The Group recognises loss allowance for Expected Credit Loss (ECL) on financial assets measured at amortized cost and FVTOCI at an amount equal to life time ECLs except for the financial assets in which there is no significant increase in credit risk since initial recognition or financial assets which are determine to have low credit risk at the reporting date, in which case twelve months' ECL is recorded. The following were either determine to have low or there was no credit risk since initial recognition and at the reporting date:

- long term deposits;
- trade deposits;
- loans and advances;
- other receivables; and
- bank balances;

Loss allowance for trade receivables are always measured at an amount equal to life time ECLs.

Life time ECLs are the ECLs that result from all possible default events over the expected life of a financial instrument. Twelve months ECLs are portion of ECL that result from default events that are possible within twelve months after the reporting date.

ECLs are a probability weighted estimate of credit losses. Credit losses are measured at the present value of all cash short falls (i.e. the difference between cash flows due to the entity in accordance with the contract and cash flows that the Group expects to receive).

The gross carrying amount of a financial asset is written off when the Group has no reasonable expectation of recovering a financial asset in entirety or a portion thereof.

**6.24.6 Derecognition****i) Financial assets**

The Group derecognises financial assets only when the contractual rights to cash flows from the financial assets expire or when it transfer the financial assets and substantially all the associated risks and reward of ownership to

another entity. On derecognition of financial assets measured at amortized cost, the difference between the assets carrying value and the sum of the consideration received and receivable recognised in Consolidated Statement of profit or loss. In addition, on derecognition of an investment in a debt instrument classified as at FVTOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve reclassified to Consolidated Statement of profit or loss. In contrast, on derecognition of an investment in equity instrument which the Group has elected on initial recognition to measure at FVTOCI, the cumulative gain or loss previously accumulated in the investments revaluation reserve is not reclassified to Consolidated Statement of profit or loss, but is transferred to statement of changes in equity.

## ii) Financial liabilities

The Group derecognises its financial liabilities only when its obligations under the financial liabilities are discharged, cancelled or expired. The difference between the carrying amount of the financial liabilities derecognised and the consideration paid and payable, including any non-cash assets transferred or liabilities assumed, is recognised in Consolidated Statement of profit or loss.

### 6.24.7 Off-setting of financial assets and liabilities

Financial assets and liabilities are off set and the net amount is reported in the statement of financial position if the Group has a legal right to set-off the transactions and also intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

### 6.25 Revenue from Contracts with Customers

The Group is in the business of manufacturing and sale of goods. Revenue from contracts with customers is recognised when control of the goods is transferred to the customer at an amount that reflects the consideration to which the Group expects to be entitled in exchange for those goods. The Group has generally concluded that it is the principal in its revenue arrangements because it typically controls the goods before transferring them to the customer.

The following are the specific recognition criteria that must be met before revenue is recognized:

- a) Revenue from local sale of goods is recognized when the goods are dispatched and in case of export sales, when the goods are shipped i.e. when performance obligation are satisfied.

#### *Other income*

- b) Processing income is recognized when services are rendered.
- c) Gain and loss on sale of investments is taken to income in the period in which it arises.
- d) Interest income is recognized on an accrual basis using the effective interest method.
- e) Dividend income, other than those from investments in associates, are recognized at the time the right to receive payment is established.

## 7. IMPACT OF NEW ACCOUNTING POLICIES

### 7.1 IFRS 16 - Leases

At inception of a contract, the Group assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions.

From 1 July 2019, leases are recognised as a right-of-use assets and a corresponding liability at the date at which the leased asset is available for use by the Group.

The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Group's incremental borrowing rate.

Lease payments include fixed payments, variable lease payments that are based on an index or a rate expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option, less any lease incentives receivable. The extension and termination options are incorporated in determination of lease term only when the Group is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortised cost using the effective interest rate method. It is remeasured when there is a change in future lease payments arising from a change in fixed lease payments or an index or rate, change in the Group's estimate of the amount expected to be payable under a residual value guarantee, or if the Group changes its assessment of whether it will exercise a purchase, extension or termination option. The corresponding adjustment is made to the carrying amount of the right-of-use assets, or is recorded in consolidated statement of profit or loss and other comprehensive income if the carrying amount of right-of-use asset has been reduced to zero.

The right-of-use assets is initially measured based on the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentive received. The right-of-use asset is depreciated on a diminishing balance method at the rates given in note no. 8.1 of consolidated financial statements for the year ended June 30, 2020. The right-of-use asset is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability

		June 30, 2020	June 30, 2019
	Note	-----Rupees-----	
Operating fixed assets – decreased by	8	(306,955,475)	(331,919,479)
Right-of-use assets – increased by	8.1	306,955,475	331,919,479

The above figures have been reclassified to reflect more appropriate presentation.

**8 PROPERTY, PLANT AND EQUIPMENT**

 Operating assets  
 Capital work in progress - at cost

Note	Rupees	
	2020	2019
8.6	14,507,070,801	12,978,292,357
	5,843,052,382	638,033,846
	20,350,123,183	13,616,326,203
	306,955,475	331,919,479

**8.1 Right-of-use assets**
**8.2** Detail Movement of operating assets and Right-of-use assets are as follows.

Year ended June 30, 2020	Rupees											
	Operating assets					Right-of-use assets						
	Leasehold land	Freehold land	Building on leasehold land	Plant and machinery	Furniture and fittings	Equipment's	Computers	Vehicles	Grand total	Plant and machinery	Vehicles	Grand total
As at June 30, 2019												
Cost	958,492,804	88,688,580	3,858,605,183	13,816,546,517	88,562,686	369,226,515	62,225,826	270,843,414	19,513,191,525	165,527,276	316,717,942	482,245,218
Accumulated depreciation	(44,449,769)	-	(1,165,727,643)	(5,056,666,375)	(37,264,841)	(89,645,261)	(22,256,009)	(118,889,270)	(6,534,899,168)	(62,835,314)	(87,490,425)	(150,325,739)
Net book value	914,043,035	88,688,580	2,692,877,540	8,759,880,142	51,297,845	279,581,254	39,969,817	151,954,144	12,978,292,357	102,691,962	229,227,517	331,919,479
July 01, 2019												
Opening net book value	914,043,035	88,688,580	2,692,877,540	8,759,880,142	51,297,845	279,581,254	39,969,817	151,954,144	12,978,292,357	102,691,962	229,227,517	331,919,479
Additions / Transfers from CWIP	-	-	204,644,676	2,542,693,967	20,301,227	24,224,257	9,459,050	64,207,820	2,865,530,997	-	76,024,480	76,024,480
Transfer from leased assets to owned assets	-	-	-	-	-	-	-	-	-	-	-	-
Cost	-	-	-	-	-	-	-	19,341,765	19,341,765	-	-	(19,341,765)
Accumulated depreciation	-	-	-	-	-	-	-	(8,046,933)	(8,046,933)	-	-	8,046,933
Disposal	-	-	-	-	-	-	-	11,294,832	11,294,832	-	-	(11,294,832)
Cost	-	-	-	(24,444,571)	(29,000)	-	(146,500)	(12,852,896)	(37,472,967)	-	-	(48,819,785)
Accumulated depreciation	-	-	-	19,263,685	20,038	-	66,955	7,376,071	26,726,749	-	-	19,963,044
Depreciation charge	(9,546,556)	-	(279,218,870)	(5,180,886)	(8,962)	-	(79,545)	(5,476,825)	(10,746,218)	-	-	(28,856,741)
Closing net book value	904,496,479	88,688,580	2,618,303,346	10,329,337,672	65,258,735	274,949,241	40,239,038	185,797,710	14,507,070,801	92,422,766	214,532,709	306,955,475
As at June 30, 2020												
Cost	958,492,804	88,688,580	4,063,249,859	16,334,795,913	108,834,913	393,450,772	71,538,376	341,540,103	22,360,591,320	165,527,276	324,580,872	490,108,148
Accumulated depreciation	(53,996,325)	-	(1,444,946,513)	(6,005,458,241)	(43,576,178)	(118,501,531)	(31,299,338)	(155,742,393)	(7,853,520,519)	(73,104,510)	(110,048,163)	(183,152,673)
Net book value	904,496,479	88,688,580	2,618,303,346	10,329,337,672	65,258,735	274,949,241	40,239,038	185,797,710	14,507,070,801	92,422,766	214,532,709	306,955,475
Depreciation rate (%)	1	10	10	10 to 15	10	10	20	20	10	10	20	20



#### 8.4 Particulars of immovable property (i.e. land and building) in the name of Company are as follows:

Locations	Usage of Immovable Property	Total Area
17 - Bangalore Town, Shahrah-e-Faisal, Karachi.	Head Office	1000 sq.yd
C-230, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 1	7.54 acres
B-140, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 2	4.59 acres
G-1, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 3	6.67 acres
G-22, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 4	9.00 acres
38-C, Sundar Industrial Estate, Raiwind Road, Lahore.	Manufacturing facility - Unit 5	4.02 acres
D-91, D-92 & D-94 North Western Zone, Port Qasim Karachi	Manufacturing facility - Unit 6	7.50 acres
E164-168, North Western Zone, Port Qasim Karachi.	Manufacturing facility - Unit 7	5.47 acres
E154-157, North Western Zone, Port Qasim Karachi.	Manufacturing facility - Unit 8	5.51 acres
G-1, Hub H.I.T.E., Balochistan.	Manufacturing facility - Unit 9	0.793 acres
D-93 North Western Industrial Zone, Port Qasim Karachi.	Manufacturing facility - Unit 10	2.5 acres
D-101/M, D-101/N, S.I.T.E area, Nooriabad, District Jamshoro, Sindh	For future expansion	20.50 acres
Deh Landhi, Tappo Landhi, Bin Qasim Town, Karachi	For future expansion	14.125 acres
PT2-24-2402, Pearl Tower, Plot # 7 (R9)	Administrative purpose	2,209.57 sq.ft
A-39 North Western Zone, Port Qasim Karachi.	For future expansion	5.0 acres

#### 8.5 Following are the particulars of the disposed assets having a book value of five hundred thousand or more.

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Plant &amp; Machinery</b>							
<b>Generator</b>							
5,860,476	5,184,749	675,727	1,300,000	624,273	Powertec Energy	Independent party	Negotiation
14,560,644	10,880,763	3,679,881	2,000,000	(1,679,881)	Powertec Energy	Independent party	Negotiation
<b>20,421,120</b>	<b>16,065,512</b>	<b>4,355,608</b>	<b>3,300,000</b>	<b>(1,055,608)</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Vehicles</b>							
<b>Suzuki Cultus</b>							
1,099,000	588,810	510,190	940,000	429,810	Waqar Hussain	Independent party	Negotiation
1,120,000	572,540	547,460	955,000	407,540	Kamran Ahmed	Employee	Company policy
1,129,000	540,768	588,232	1,000,000	411,768	Hamid Hussain	Independent party	Negotiation
1,264,550	534,740	729,810	1,375,000	645,190	Muhammad Azam Iqbal	Independent party	Negotiation
1,265,000	533,061	731,939	1,400,000	668,061	Syed Muhammad Abbas	Employee	Company policy
1,265,000	498,277	766,723	1,355,000	588,277	Muhammad Azam Iqbal	Independent party	Negotiation
1,267,960	488,393	779,567	1,400,000	620,433	Ali Raza Kazmi	Independent party	Negotiation
1,267,960	484,536	783,424	1,355,000	571,576	Waqar Hussain	Independent party	Negotiation
1,267,960	473,107	794,853	1,340,000	545,147	Muhammad Azam Iqbal	Independent party	Negotiation
1,370,550	319,203	1,051,348	1,445,000	393,653	Muhammad Azam Iqbal	Independent party	Negotiation
1,398,450	324,148	1,074,302	1,455,000	380,698	Muhammad Azam Iqbal	Independent party	Negotiation
1,397,950	283,199	1,114,751	1,445,000	330,249	Waqas Ullah Khan	Independent party	Negotiation
<b>15,113,380</b>	<b>5,640,782</b>	<b>9,472,599</b>	<b>15,465,000</b>	<b>5,992,402</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Suzuki Mehran</b>							
744,705	241,009	503,696	690,000	186,304	Hamid Hussain	Independent party	Negotiation
744,705	232,536	512,169	690,000	177,831	Hamid Hussain	Independent party	Negotiation
852,975	184,783	668,192	785,000	116,808	Muhammad Azam Iqbal	Independent party	Negotiation
<b>2,342,385</b>	<b>658,328</b>	<b>1,684,057</b>	<b>2,165,000</b>	<b>480,943</b>			
<b>Toyota Corolla</b>							
1,792,000	970,697	821,303	831,568	10,265	Owais Motiwala	Employee	Company policy
1,792,000	913,695	878,305	2,015,000	1,136,695	Waqar Hussain	Independent party	Negotiation
1,787,500	822,177	965,323	1,900,000	934,677	Affan Ali	Independent party	Negotiation
1,964,000	788,766	1,175,234	2,420,000	1,244,766	Hamid Hussain	Independent party	Negotiation
1,919,700	621,765	1,297,935	2,225,000	927,065	Abdul Khaliq	Employee	Company policy
2,017,950	700,720	1,317,230	1,969,000	651,770	EFU General Insurance	Insurance claim	Insurance policy
<b>11,273,150</b>	<b>4,817,820</b>	<b>6,455,330</b>	<b>11,360,568</b>	<b>4,905,238</b>			
<b>Honda Civic</b>							
2,690,730	1,927,213	763,517	1,700,000	936,483	Ali Raza Kazmi	Independent party	Negotiation
3,180,260	497,280	2,682,980	3,108,000	425,020	Jubilee Takaful	Insurance claim	Insurance policy
<b>5,870,990</b>	<b>2,424,493</b>	<b>3,446,497</b>	<b>4,808,000</b>	<b>1,361,503</b>			

Cost	Accumulated depreciation	Net book amount	Sale proceeds	Gain / (loss)	Particulars of buyer	Relationship	Mode of disposal
..... Rupees .....							
<b>Honda City</b>							
1,692,140	1,040,660	651,480	825,474	173,994	Mr Yousuf Alam	Employee	Company policy
<b>56,713,165</b>	<b>30,647,594</b>	<b>26,065,571</b>	<b>37,924,042</b>	<b>11,858,471</b>			
<b>Aggregate of assets disposed off having net book value below Rs. 500,000 each</b>							
	<b>Cost</b>	<b>Accumulated depreciation</b>	<b>Net book amount</b>	<b>Sale proceeds</b>	<b>Gain / (loss)</b>		
Plant and machinery	4,023,451	3,198,174	825,277	2,025,000	1,199,723		
Vehicles	25,380,636	12,757,032	12,623,604	20,468,557	7,844,953		
Furniture	29,000	20,037	8,963	21,000	12,037		
Computer	146,500	66,955	79,545	82,480	2,935		
<b>Sub-total</b>	<b>29,579,587</b>	<b>16,042,198</b>	<b>13,537,389</b>	<b>22,597,037</b>	<b>9,059,648</b>		
<b>2020 - total</b>	<b>86,292,752</b>	<b>46,689,793</b>	<b>39,602,959</b>	<b>60,521,079</b>	<b>20,918,120</b>		
2019 - total	239,948,579	18,534,487	221,414,092	232,464,389	11,050,297		

**8.5.1** All disposal are made through negotiation otherwise specified in 8.5 of these consolidated financial statements.

	Note	2020	2019
		-----Rupees-----	
<b>8.6 Capital work-in-progress</b>			
Civil works		669,748,424	96,590,116
Plant and machinery		5,173,303,958	541,443,730
	8.6.1	<u>5,843,052,382</u>	<u>638,033,846</u>

**8.6.1 Movement of capital work in progress:**

Note	Civil works	Plant and machinery	Equipment and fittings	Total
	-----Rupees-----			
Balance as at July 1, 2018	39,475,190	109,433,167	8,012,515	156,920,872
Capital expenditure incurred during the year	335,704,431	2,256,015,542	-	2,591,719,973
Transferred to operating fixed assets	(278,589,505)	(1,824,004,979)	(8,012,515)	(2,110,606,999)
<b>Balance as at June 30, 2019</b>	96,590,116	541,443,730	-	638,033,846
Capital expenditure incurred during the year	777,802,984	6,941,725,541	-	7,719,528,525
Trial production cost incurred	8.6.2	-	231,817,304	231,817,304
Transferred to operating fixed assets		(204,644,676)	(2,541,682,617)	(2,746,327,293)
<b>Balance as at June 30, 2020</b>		<u>669,748,424</u>	<u>5,173,303,958</u>	<u>5,843,052,382</u>

	Note	2020	2019
		-----Rupees-----	
<b>8.6.2 Trial production cost</b>			
Net sales	32	(51,490,015)	-
Cost of sales	34	209,133,763	-
Selling and distribution expenses	35	15,500,980	-
Administration expenses	36	783,780	-
Other operating expenses	37	6,188,796	-
Finance cost	39	51,700,000	-
		<u>231,817,304</u>	<u>-</u>

The Holding Company has completed its trial production phase Candyland-II division till the completion of financial year. Therefore, the related sales and expenses have been transferred to CWIP as trial production cost.

	Note	2020	2019
		-----Rupees-----	
<b>9 INTANGIBLE ASSETS</b>			
Software	9.1	85,453,143	88,667,156
Less: Amortization charge for the year		(30,159,933)	(3,214,013)
<b>Closing net Book Value</b>		<u>55,293,210</u>	<u>85,453,143</u>
<b>As at June 30</b>			
Cost		88,667,156	88,667,156
Accumulated amortisation		(33,373,946)	(3,214,013)
<b>Net book value</b>		<u>55,293,210</u>	<u>85,453,143</u>
<b>Amortization rate (%)</b>		<u>33.33%</u>	<u>33.33%</u>

9.1 Represent various computer softwares amortized on straight line basis over a period of 36 months.

	Note	2020	2019
		-----Rupees-----	
<b>9.2</b> The amortization charge has been allocated as follows:			
Cost of sales	34	15,157,980	1,480,952
Selling and distribution expenses	35	8,369,175	934,207
Administrative expenses	36	6,632,778	798,854
		<u>30,159,933</u>	<u>3,214,013</u>
<b>10 GOODWILL</b>	10.1	<u>11,959,187</u>	<u>11,959,187</u>

10.1 This represents amount recognized on acquisition of subsidiary

	Note	2020	2019
		-----Rupees-----	
<b>11 LONG TERM INVESTMENTS</b>			
<b>11.1 Investment in associated companies</b>			
Novelty Enterprises (Private) Limited	11.1.1	228,703,777	228,717,751
The Bank of Khyber	11.1.2	3,441,616,096	2,001,232,631
		<b>3,670,319,873</b>	<b>2,229,950,382</b>

### 11.1.1 Novelty Enterprises (Private) Limited

The Group holds 33% (2019: 33%) voting and equity interest in Novelty Enterprises (Private) Limited (NEL). The shares of NEL are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of NEL is June 30.

Total equity / net assets of NEL as at June 30, 2020 based on un-audited financial statements amounted to Rs. 561.386 million (2019: Rs. 561.428 million based on audited financial statements). However, as per report of an independent valuer, Masud Associates dated December 15, 2019 fair value of fixed assets of NEL amounted to Rs. 1,079.84 million resulting in surplus on fixed assets of Rs. 518.454 million. Revised net assets after the revaluation surplus amounted to Rs. 1,079.84 million (2019: Rs. 1,045.063 million). Accordingly, the management is of the view that it would be able to recover carrying values of its investment.

NEL has not commenced operations as of the reporting date.

### 11.1.2 The Bank of Khyber

The total shareholding of the Holding Company in the Bank of Khyber (the Bank) is 244,339,031 shares (2019: 241,639,031 shares) which represents 24.43% of paid-up capital of the Bank (2019: 24.16%). In addition to this, the Holding Company also has representation on the board of directors of the Bank. The Bank concludes its annual financial results on December 31 as required by the State Bank of Pakistan for financial institutions. Amounts in these consolidated financial statements have been taken from annual audited financial results for the period ended December 31, 2018 and December 31, 2019 and from reviewed condensed interim financial information of the Bank for the six-month periods ended June 30, 2019 and June 30, 2020. Adjustment to confirm to the Bank's accounting policies are not warranted as the Bank is not engaged in like transaction under similar circumstances.

The market value of holding in the Bank as on June 30, 2020 was Rs. 3,467.171 million (June 30, 2019: Rs. 2,382.561 million)

These investments are accounted for under the equity method. The aggregate amount of the associates recognized in these consolidated financial statements are as follows:

11.1.3	Note	The Bank of Khyber		Novelty Enterprises (Private) Limited		Total	
		2020	2019	2020	2019	2020	2019
		-----Rupees-----					
		2,001,232,631	2,530,641,520	228,717,751	228,727,912	2,229,950,382	2,759,369,432
	11.1.2	16,284,035	-	-	-	16,284,035	-
		491,986,115	45,395,175	(13,974)	(10,161)	491,972,141	45,385,014
		(122,169,516)	-	-	-	(122,169,516)	-
		1,054,282,831	(574,804,064)	-	-	1,054,282,831	(574,804,064)
		<b>3,441,616,096</b>	<b>2,001,232,631</b>	<b>228,703,777</b>	<b>228,717,751</b>	<b>3,670,319,873</b>	<b>2,229,950,382</b>

Summarized financial information in respect of the Holding Company's associates as at June 30 is set out below:

	The Bank of Khyber		Novelty Enterprises (Private) Limited	
	2020	2019	2020	2019
	-----Rupees-----			
Assets	318,194,917,000	235,558,869,000	561,419,274	561,456,320
Liabilities	300,436,247,000	223,629,985,000	33,060	27,760
Revenue	5,673,133,000	4,810,409,000	-	-
Profit / (loss)	2,014,047,000	187,911,000	(36,606)	(30,791)

All transfers of funds to the Company, i.e. distribution of cash dividends, are subject to approval by means of a resolution passed by the shareholders of the associates. During the year, Rs. 0.50 per share cash dividend have been received from the Bank of Khyber (2019: Rs. Nil)

12 LONG TERM DEPOSITS	Note	2020	2019
		-----Rupees-----	
Lease - Conventional		13,702,400	21,351,958
Lease - Islamic		12,282,390	8,362,240
Less: Current maturity - Conventional	17	(8,686,100)	(6,360,770)
		17,298,690	23,353,428
Utilities		14,079,151	11,049,092
Others		9,312,598	13,583,328
		40,690,439	47,985,848
13 STORES AND SPARES			
Stores	13.1	101,800,209	93,198,627
Spare parts	13.1	235,920,613	189,002,484
Others	13.1	30,223,741	10,686,480
		367,944,563	292,887,591

### 13.1 Reconciliation of provision for slow moving spare parts

Note	2020			
	Stores	Spare parts	Others	Total
	----- Rupees -----			
Stores and spares	110,391,629	235,920,613	30,223,741	376,535,983
Provision for slow moving				
- opening	(8,591,420)	-	-	(8,591,420)
- charge for the year	-	-	-	-
- closing	(8,591,420)	-	-	(8,591,420)
Stores and spares - net	101,800,209	235,920,613	30,223,741	367,944,563
	----- Rupees -----			
	2019			
	Stores	Spare parts	Others	Total
Stores and spares	101,790,047	189,002,484	10,686,480	301,479,011
Provision for slow moving				
- opening	(8,591,420)	-	-	(8,591,420)
- charge for the year	-	-	-	-
- closing	(8,591,420)	-	-	(8,591,420)
Stores and spares - net	93,198,627	189,002,484	10,686,480	292,887,591

14 STOCK-IN-TRADE	Note	2020	2019
		-----Rupees-----	
Raw materials	14.1 & 14.2	2,819,975,284	3,001,271,860
Packing materials	14.1	674,934,704	459,813,889
Work-in-process	34	175,501,874	82,183,155
Finished goods	14.1	2,741,590,585	1,718,626,567
		<u>6,412,002,447</u>	<u>5,261,895,471</u>

14.1 Reconciliation of provision for stock-in-trade	Note	2020		
		Raw materials	Packing materials	Finished goods
		----- Rupees -----		
Stock-in-trade		2,832,934,374	784,783,252	2,741,590,585
Provision for slow moving				
- opening		(13,384,583)	(109,848,548)	-
- reversal of provision	34.1	425,493	-	-
- closing		(12,959,090)	(109,848,548)	-
Stock-in-trade-net		<u>2,819,975,284</u>	<u>674,934,704</u>	<u>2,741,590,585</u>

		2019		
		Raw materials	Packing materials	Finished goods
		----- Rupees -----		
Stock-in-trade		3,014,656,443	569,662,436	1,718,626,567
Provision for slow moving				
- opening		(13,384,583)	(128,735,038)	-
- charge for the year		-	-	-
- written off	34.1	-	(18,886,490)	-
- closing		(13,384,583)	(109,848,548)	-
Stock-in-trade-net		<u>3,001,271,860</u>	<u>459,813,889</u>	<u>1,718,626,567</u>

14.2 This includes raw materials in transit amounting to Rs. 275,163,978 (June 30, 2019: Rs. 259,269,436).

15 TRADE DEBTS	Note	2020	2019
		-----Rupees-----	
Considered good			
- export-secured		1,056,320,953	784,297,206
- local- unsecured	15.3	2,410,262,109	2,060,475,096
<b>Trade debts</b>		<u>3,466,583,062</u>	<u>2,844,772,302</u>
Allowance for expected credit loss			
<b>Trade debts - net</b>	15.1	<u>(95,970,640)</u>	<u>(76,343,145)</u>
		<u>3,370,612,422</u>	<u>2,768,429,157</u>

15.1 Allowance for expected credit loss		2020	2019
Balance at the beginning of the year		(76,343,145)	(51,963,694)
Charge during the year - net	35	(19,627,495)	(24,379,451)
Balance at the end of the year		<u>(95,970,640)</u>	<u>(76,343,145)</u>

15.2 Age analysis		2020	2019
Not Due		2,561,220,208	2,098,175,663
More than 45 days but not more than 3 months		359,316,255	321,633,973
More than 3 months but not more than 6 months		303,067,564	290,433,386
More than 6 months but not more than 1 year		177,365,639	82,565,781
More than 1 year		65,613,396	51,963,498
		<u>3,466,583,062</u>	<u>2,844,772,301</u>

15.3 There is no receivables from related party at reporting date (2019: Nil).

	Note	2020 -----Rupees-----	2019
<b>16 LOANS AND ADVANCES</b>			
Loan to employees - secured	16.1	51,612,616	42,962,151
Advances - unsecured			
- suppliers		839,444,237	1,532,235,226
- LC margins		61,078,888	41,011,447
- Others		-	17,899,292
		<u>952,135,742</u>	<u>1,634,108,116</u>
<b>16.1</b>	These loans are to be repaid within a period of one year in equal monthly installments. Any outstanding loan due from an employee at the time of leaving the service of the Group is adjustable against final settlement of staff gratuity.		
<b>17 TRADE DEPOSITS AND SHORT TERM PREPAYMENTS</b>	Note	2020 -----Rupees-----	2019
Trade deposits - unsecured		22,517,610	28,096,589
Short term prepayments		12,611,798	2,815,753
Current maturity of lease deposits- <i>Conventional</i>	12	8,686,100	6,360,770
		<u>43,815,508</u>	<u>37,273,112</u>
<b>18 SHORT TERM INVESTMENT</b>			
During the year, the Group has made an investment in un-listed term finance certificates of Habib Bank Limited amounting to Rs. 200 million, which is classified as fair value through other comprehensive income. These investments carry interest rate three months Kibor + 160 bps and recorded at cost due to non availability of market value.			
<b>19 OTHER RECEIVABLES</b>	Note	2020 -----Rupees-----	2019
Export rebate		19,588,761	29,545,423
Federal excise duty		-	2,024,953
Other receivables	19.1	100,330,575	100,392,428
		<u>119,919,336</u>	<u>131,962,804</u>
<b>19.1</b>	This amounts includes Rs. 100.217 million (June 30 2019: Rs.100.217 million) due from Nazir of the Sindh High Court as refer in note 31.1.3.		
<b>20 TAXATION - net</b>	Note	2020 -----Rupees-----	2019
Advance income tax		1,578,085,444	1,239,711,016
Provision for taxation	42	(281,774,529)	(293,841,399)
		<u>1,296,310,915</u>	<u>945,869,617</u>
<b>21 CASH AND BANK BALANCES</b>			
Cash in hand		18,483,676	8,395,095
Cash at banks:			
- current accounts - conventional	21.1	220,956,910	23,717,548
- current accounts - Islamic		119,443,835	4,489,579
		<u>358,884,421</u>	<u>36,602,222</u>
<b>21.1</b>	This includes Rs. Nil (June 2019 Rs. 65,534) held with Bank of Khyber (related party).		

## 22 ISSUED, SUBSCRIBED AND PAID-UP SHARE CAPITAL

Number of Shares			2020	2019
2020	2019		-----Rupees-----	
50,520,750	50,520,750	Ordinary shares of Rs.10 each fully paid in cash	505,207,500	505,207,500
13,284,000	13,284,000	Ordinary shares of Rs.10 each issued as fully paid for consideration other than cash under scheme of arrangement for amalgamation	132,840,000	132,840,000
2,552,190	-	Ordinary shares of Rs.10 each issued as fully paid against cash consideration through right issue	25,521,900	-
<b>66,356,940</b>	<b>63,804,750</b>		<b>663,569,400</b>	<b>638,047,500</b>

## 23 RESERVES

	Note	2020	2019
		-----Rupees-----	
Capital Reserve			
- Share premium	23.1	1,472,531,500	579,265,000
- Remeasurement of investment in associate		41,535,172	(854,605,234)
- Reserve arising due to amalgamation	23.2	916,862,067	916,862,067
Revenue Reserve			
- Unappropriated profit		6,158,470,644	5,810,366,250
- Remeasurement of investments at fair value through OCI		-	-
<b>Total reserves</b>	23.3	<b>8,589,399,383</b>	<b>6,451,888,083</b>

23.1 The increase in share premium account pertains to issue of right share at the premium of Rs. 350 This reserve can be utilized by the Group for the purpose specified in section 81(2) of the Companies Act, 2017.

23.2 This represents reserve created under scheme of arrangement for amalgamation of an Astro Plastics (Private) Limited with the Group.

23.3 Movement of the total reserves have been reflected in consolidated statement of changes in equity.

## 24 SPONSORS' LOAN - subordinated

	2020	2019
	-----Rupees-----	
Sponsors' loan - Subordinated	-	915,357,737

24.1 During the year, the sponsors' loan have been converted into ordinary shares through the issue of right shares.

## 25 LONG TERM FINANCES - secured

	Note	2020	2019
		----- Rupees -----	
Long term finances - secured - conventional	25.1	10,949,430,620	5,062,214,559
Long term finances - secured - islamic	25.2	2,931,877,390	1,422,686,774
<b>Total long term finances - secured</b>		<b>13,881,308,010</b>	<b>6,484,901,333</b>

## 25.1 CONVENTIONAL

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>Habib Bank Limited</b>						
- Term Finance - FCY	Monthly	2021-2024	1 month EURIBOR + 1.75%	36	738,680,000	-
- SBP-LTFF	Quarterly	2018-2030	SBP + 0.25%	36	382,696,040	423,999,975
- Term finance	Monthly	2017-2023	1 month KIBOR + 0.25%	60	208,333,341	283,333,342
- SBP-LTFF	Quarterly	2021-2030	SBP + 0.25%	34	1,341,810,108	305,335,128
<b>Bank Al-Habib Limited</b>						
- Term finance	Monthly	2018-2022	3 months KIBOR + 0.25%	42	42,857,136	74,999,991
- SBP-LTFF	Quarterly	2019-2029	SBP + 0.75%	32	346,543,000	385,435,000
- SBP-LTFF	Quarterly	2020-2029	SBP + 0.50%	32	53,363,000	56,727,000
<b>MCB Bank Limited</b>						
- SBP-LTFF	Quarterly	2018-2028	SBP + 0.75%	36	247,046,948	275,520,152
- SBP-LTFF	Quarterly	2020-2030	SBP + 0.25%	36	474,275,169	487,894,244
<b>Allied Bank Limited</b>						
- SBP-LTFF	Semi-annual	2022-2031	SBP +0.25%/0.75%	18	1,749,413,000	-
- Term finance	Monthly	2021-2024	3 months KIBOR + 0.25%	48	400,000,000	-
- Term finance	Monthly	2015-2021	3 months KIBOR + 0.25%	60	7,920,911	79,208,669
- Term finance	Monthly	2018-2022	3 months KIBOR + 0.25%	36	100,000,008	183,333,338
- Term finance	Monthly	2016-2022	3 months KIBOR + 0.25%	60	74,620,000	122,590,000
<b>Balance carried forward</b>					<b>6,167,558,661</b>	<b>2,678,376,839</b>

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 -----
<b>Balance brought forward</b>					<b>6,167,558,661</b>	2,678,376,839
<b>Pak Brunei Investment Company Limited</b>						
- SBP-LTFF	Quarterly	2020-2029	SBP + 0.5%	32	<b>496,424,000</b>	499,244,000
- SBP-LTFF	Quarterly	2021-2030	SBP + 0.5%	32	<b>193,574,000</b>	193,574,000
<b>Pak Oman Investment Company Limited</b>						
- Term finance	Monthly	2016-2022	1 month KIBOR + 0.5%	60	<b>50,000,000</b>	95,000,000
- SBP-LTFF	Quarterly	2022-2030	SBP + 1.5%	32	<b>474,566,000</b>	379,843,000
<b>Bank Al falah Limited</b>						
- Term finance	Quarterly	2022-2025	6 month KIBOR + 0.75%	16	<b>500,000,000</b>	-
- SBP-LTFF	Quarterly	2017-2029	SBP+0.5%	40/36	<b>357,994,963</b>	399,300,043
<b>JS Bank Limited</b>						
- Term finance	Monthly	2016-2020	1 month KIBOR + 0.25%	42	-	23,545,066
-SBP salary finance	Quarterly	2021-2023	SBP+3%	8	<b>647,866,294</b>	-
- SBP-LTFF	Quarterly	2021-2030	SBP+0.30%	32	<b>129,759,000</b>	129,759,000
- Term finance	Monthly	2019-2023	1 month KIBOR + 0.3%	36	<b>138,888,889</b>	188,888,889
- Term finance	Monthly	2018-2022	3 month KIBOR + 0.3%	36	<b>62,500,000</b>	100,000,000
-SBP salary finance	Quarterly	2021-2023	SBP+3%	8	<b>47,738,158</b>	-
<b>Faysal Bank Limited</b>						
- Term finance	Monthly	2017-2022	3 months KIBOR + 0.25%	48	<b>93,750,000</b>	197,916,667
<b>National Bank of Pakistan</b>						
- Term finance	Monthly	2019-2023	1 month KIBOR + 0.25%	48	<b>225,000,007</b>	308,333,337
- SBP-LTFF	Quarterly	2021-2030	SBP+0.65%	36	<b>938,168,080</b>	-
<b>Askari Bank Limited</b>						
- SBP-LTFF	Quarterly	2021-2031	SBP+0.50%	40	<b>230,347,000</b>	230,347,000
- Term finance	Monthly	2019-2024	1 month KIBOR + 0.50%	48	<b>316,666,670</b>	391,666,667
<b>Balance carried forward</b>					<b>11,070,801,722</b>	5,815,794,508

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>Balance brought forward</b>					11,070,801,722	5,815,794,508
<b>Soneri Bank Limited</b>						
- Term finance	Monthly	2019-2025	1 month KIBOR + 0.75%	60	416,666,670	491,666,667
<b>PAIR Investment Company Limited</b>						
- Term finance	Quarterly	2021-2025	3 month KIBOR + 0.75%	16	300,000,000	-
Total long term loan - secured					11,787,468,392	6,307,461,175
Less: Current portion of long term finances shown under current liabilities					(838,037,772)	(1,245,246,616)
					<b>10,949,430,620</b>	<b>5,062,214,559</b>

## 25.2 ISLAMIC

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>Habib Bank Limited</b>						
- Islamic financing	Monthly	2016-2022	1 month KIBOR + 0.25%	60	125,000,015	200,000,100
<b>MCB Islamic Bank Ltd</b>						
- Islamic financing	Quarterly	2018-2023	3 months KIBOR + 0.25%	20	157,500,000	210,000,000
<b>Dubai Islamic Bank Pakistan Limited</b>						
- SBP ILTF	Quarterly	2022-2027	SBP+1%	20	292,653,700	-
- Islamic financing	Quarterly	2017-2022	3 months KIBOR + 0.25%	16	50,000,000	87,500,000
<b>Meezan Bank Limited</b>						
- Islamic financing	Monthly	2018-2020	3 months KIBOR + 0.25%	24	-	145,833,339
- Islamic financing	Monthly	2022-2025	1 month KIBOR + 0.75%	48	1,000,000,000	-
- Islamic financing	Monthly	2022-2025	1 month KIBOR + 0.75%	48	400,000,000	-
- Islamic financing	Monthly	2019-2022	3 month KIBOR + 0.25%	36	166,666,669	266,666,668
- Islamic financing	Monthly	2020-2023	3 month KIBOR + 0.25%	24	375,000,002	500,000,000
- Islamic financing	Quarterly	2020-2025	3 months KIBOR + 0.25%	20	170,000,000	200,000,000
<b>Bank Islami Pakistan Limited</b>						
- Islamic financing	Monthly	2018-2020	3 months KIBOR + 0.25%	24	-	168,750,000
<b>Balance carried forward</b>					2,736,820,386	1,778,750,107

Financier / Facility type	Installments mode	Repayment period	Mark-up (Rate)	Number of Installments	2020 ----- Rupees -----	2019
<b>Balance brought forward</b>					<b>2,736,820,386</b>	1,778,750,107
<b>Faysal Bank Limited</b>						
- Islamic financing	Quarterly	2018-2022	3 months KIBOR + 0.25%	16	<b>93,750,000</b>	168,750,000
- SBP-LTFF	Quarterly	2022-2030	SBP+1%	36	<b>299,770,000</b>	299,770,000
Total long term loan - secured					<b>3,130,340,386</b>	2,247,270,107
Less: Current portion of long term finances shown under current liabilities					<b>(198,462,996)</b>	(824,583,333)
					<b>2,931,877,390</b>	<b>1,422,686,774</b>

25.3 These represent financings for property, plant, and equipment. The above mentioned facilities are secured by way of creation of equitable mortgage and first pari-passu / ranking charge over present and future fixed assets of the Group and personal guarantees of sponsors.

25.4 The Group's total limit for long term loan amounting to Rs. 19,815 million. (June 2019: Rs. 13,870 million).

25.5 During the year, the Group has requested Banks/Financial Institutions who have extended long term loans facilities to defer the repayment of principal loan amounts by one year in relevance of BPRD Circular Letter no. 13 of 2020 issued by the State Bank of Pakistan (the SBP). The idea behind this policy of the SBP is to combat the impact of COVID-19 and to help the businesses. The Group will continue to service the mark-up to Banks/Financial Institutions as per agreed terms and conditions with them.

25.6 During the year, the Group entered into a long-term loan agreement with JS Bank Limited- conventional amounting to Rs. 706.50 million under the Refinance Scheme for Payment of Wages and Salaries to the Workers and Employees of Business Concerns by the State Bank of Pakistan. The loan is repayable in eight equal quarterly instalments, starting from January 2021. This long term financing facility is secured by way of hypothecation charge over fixed assets of the Company. The facility carries mark-up at State Bank of Pakistan (SBP) rate (currently 0%) plus bank's spread of 3% per annum starting from the date of disbursement and is payable in arrears on quarterly basis.

## 26 LEASE LIABILITIES

Under the agreements, lease rentals are payable in 36 equal monthly, 16 equal quarterly & 6 equal biannually installments. Taxes, repairs, replacement and insurance costs, if any, are borne by the Company. The financings from conventional banks carry mark-up at rates ranging from 8.78% to 14.73% (2019: 7.48% to 13.70%) per annum and financing from Islamic banks carry mark-up at rates ranging from 8.39% to 14.68% (2019: 7.18% to 13.63%) approximately which have been used as a discounting factor. The Holding Company has the option to purchase the asset upon completion of the lease period.

The net carrying amount of the assets held under finance lease arrangement is Rs. 306.96 million (2019: Rs. 331.92 million) (refer note 8.1)

These are secured against deposits of Rs. 23.64 million (2019: Rs 27.67 million), title of ownership of leased assets and personal guarantees of the directors of the Group.

Maturity analysis of lease repayments for which the Group has committed to pay in future under the lease agreements are due as follows:

	Minimum lease payments	2020 Financial charges allocated	Present value of minimum lease payments	Minimum lease payments	2019 Financial charges allocated	Present value of minimum lease payments
----- Rupees -----						
<b>Conventional</b>						
Up to one year	20,316,233	1,661,354	18,654,879	54,056,409	3,533,779	50,522,630
Later than one year but not later than five years	19,003,092	656,870	18,346,222	42,752,374	905,716	41,846,658
	39,319,325	2,318,224	37,001,101	96,808,783	4,439,495	92,369,288
<b>Islamic</b>						
Up to one year	69,871,417	11,244,460	58,626,957	60,599,603	10,902,388	49,697,215
Later than one year but not later than five years	79,015,326	6,116,467	72,898,859	103,226,394	9,048,493	94,177,901
	148,886,743	17,360,927	131,525,816	163,825,997	19,950,881	143,875,116
	188,206,068	19,679,151	168,526,917	260,634,780	24,390,376	236,244,404

	Note	2020	2019
----- Rupees -----			
<b>27 DEFERRED LIABILITIES</b>			
Provision for staff gratuity scheme - unfunded	27.1	458,656,452	369,541,421
Deferred tax liability	27.2	1,632,596,023	1,274,088,154
		<b>2,091,252,475</b>	<b>1,643,629,575</b>

### 27.1 Provision for staff gratuity scheme - unfunded

In accordance with the requirements of IAS-19 "Employee Benefits", actuarial valuation was carried out as at June 30, 2020, using the "Projected Unit Credit Method". Provision has been made in these consolidated financial statements to cover obligations in accordance with the actuarial recommendations. Details of significant assumptions used for the valuation and disclosures in respect of above-mentioned schemes are as follows:

#### 27.1.1 Significant actuarial assumptions

	2020	2019
----- Rupees -----		
<i>Financial assumptions</i>		
Discount rate (per annum)	9.25%	14.50%
Expected rate of increase in salaries (per annum)	9.25%	14.50%
<i>Demographic assumptions</i>		
Mortality rates (for death in service)	Adjusted SLIC 2001-2005	Adjusted SLIC 2001-2005
Retirement assumption	60 years	60 years
	2020	2019

#### 27.1.2 Consolidated Statement of Financial Position reconciliation

	Note	2020	2019
----- Rupees -----			
Present value of defined benefit obligation	27.1.3	458,656,452	369,541,421
Fair value of plan assets		-	-
Net liability in balance sheet		<b>458,656,452</b>	<b>369,541,421</b>

	Note	2020 ----- Rupees -----	2019
<b>27.1.3 Movement in the defined benefit obligation</b>			
Present value of defined benefit obligation as at July 1		369,541,421	239,551,893
Current service cost		83,394,721	61,251,689
Past service cost		5,622,164	19,319,255
Interest cost		50,150,154	22,624,819
Re-measurement on obligation	27.1.7	(3,054,221)	51,971,418
Payments during the year		(33,393,705)	(23,045,917)
Benefits payable transferred to short term liability		(13,604,082)	(2,131,736)
Present value of defined benefit obligation as at June 30		<u>458,656,452</u>	<u>369,541,421</u>
<b>27.1.4 Movement in the net liability at reporting date is as follows:</b>			
Opening balance of net liability		369,541,421	239,551,893
Charge for the year	27.1.5	139,167,039	103,195,763
Re-measurements recognized in 'OCI'	27.1.7	(3,054,221)	51,971,418
Payments during the year		(33,393,705)	(23,045,917)
Benefits payable transferred to short term liability		(13,604,082)	(2,131,736)
Closing balance of net liability		<u>458,656,452</u>	<u>369,541,421</u>
<b>27.1.5 The amounts recognized in the Consolidated statement of profit or loss account against defined benefit scheme are as follows:</b>			
Current service cost		83,394,721	59,735,507
Past service cost		5,622,164	20,835,437
Interest cost		50,150,154	22,624,819
Expected return on plan assets		-	-
Charge for the year		<u>139,167,039</u>	<u>103,195,763</u>

**27.1.6** For the year ended June 30, 2021, expected provisions to the staff retirement benefit scheme is Rs.131.761 million.

	2020 ----- Rupees -----	2019
<b>27.1.7 Re-measurement recognized in 'other comprehensive income'</b>		
Experience (gains) / losses	(3,054,221)	51,971,418
Re-measurement of the fair value of the plan assets	-	-
	(3,054,221)	51,971,418
Related deferred tax	800,804	(15,503,533)
	<u>(2,253,417)</u>	<u>36,467,885</u>

## 27.1.8 Amounts for the current and previous four years are as follows:

Comparison for five years	2020	2019	2018	2017	2016
	-----Rupees-----				
Present value of the defined benefit obligation	458,656,452	369,541,421	239,551,893	178,356,600	125,731,191

## 27.1.9 The sensitivity of the defined benefit obligation to changes in the weighted principal assumption is:

	Impact on defined benefit obligation		
	Change in assumptions	Increase in assumption	Decrease in assumption
	-----Rupees-----		
Discount rate	1%	413,160,712	(512,442,958)
Salary growth rate	1%	512,690,281	(412,075,833)

27.1.10 The above sensitivity analysis is based on a change in an assumption while holding all other assumptions constant. In practice, this is unlikely to occur, and changes in some of the assumptions may be correlated. When calculating the sensitivity of the defined benefit obligation to significant actuarial assumptions the same method (present value of the defined benefit obligation calculated with the projected unit credit method at the end of the reporting period) has been applied as when calculating the staff retirement gratuity recognized within the consolidated statement of financial position.

	2020	2019
	----- Rupees -----	
- accelerated tax depreciation allowances	1,649,441,875	1,476,261,432
- provision for gratuity	(126,703,904)	(103,986,578)
- allowance for expected credit loss	(27,831,486)	(22,139,512)
- investment in associates at fair value through OCI	175,795,267	(37,818,069)
- provision for stores and spares	(2,491,512)	(2,491,512)
- provision for stock in trade	(35,614,215)	(35,737,608)
Deferred tax liability	1,632,596,025	1,274,088,153

## 27.2.1 The movement in temporary differences is as follows:

	Balance as at July 1, 2018	Recognized in Consolidated Statement of profit or loss	Recognized in Statement of other comprehensive income	Balance as at June 30, 2019	Recognized in Consolidated Statement of profit or loss	Recognized in Statement of other comprehensive income	Balance as at June 30, 2020
	-----Rupees-----						
Provision for gratuity	(73,066,546)	(15,416,499)	(15,503,533)	(103,986,578)	(23,518,130)	800,804	(126,703,904)
Allowance for expected credit loss	(15,589,108)	(6,550,404)	-	(22,139,512)	(5,691,974)	-	(27,831,486)
Investment in associates at fair value through OCI	69,940,615	(21,538,074)	86,220,610	(37,818,069)	55,470,910	158,142,425	175,795,267
Other investment at fair value through OCI	3,979,706	(3,979,706)	-	-	-	-	-
Unabsorbed depreciation loss	-	-	-	-	-	-	-
Provision for stores & spares	(2,577,426)	85,914	-	(2,491,512)	-	-	(2,491,512)
Provision for stock in trade	(42,635,886)	6,898,278	-	(35,737,608)	123,393	-	(35,614,215)
Accelerated tax depreciation allowances	1,259,672,650	216,588,782	-	1,476,261,432	173,180,443	-	1,649,441,875
	1,199,724,005	176,088,291	70,717,077	1,274,088,153	199,564,642	158,943,229	1,632,596,025

	Note	2020	2019
		----- Rupees -----	
<b>28 TRADE AND OTHER PAYABLES</b>			
Trade creditors	28.1	2,256,405,358	1,395,260,414
Accrued liabilities		810,943,256	501,240,982
Gratuity payable	28.2	13,604,082	2,131,736
Workers' profit participation fund	28.3	54,621,136	54,718,374
Workers' welfare fund		26,993,940	28,892,420
Sales tax payable		299,733,305	89,008,333
Advances from customers - unsecured		1,027,203	-
Other liabilities		28,609,711	35,554,382
		<b>3,491,937,991</b>	<b>2,106,806,641</b>

**28.1** This includes payable to related party amounting to Rs. 30.75 million (2019:Rs. 14.58 million)

**28.2** This represents benefits payable transferred to short term liability (note 27.1.3)

	Note	2020	2019
		----- Rupees -----	
<b>28.3 Workers' profit participation fund</b>			
Balance at the beginning of the year		54,718,374	91,008,126
Contribution for the year	37	71,036,685	76,032,684
Interest on funds utilized in the Company's business	39	1,697,092	3,622,596
		127,452,151	170,663,406
Less: Payments made during the year		(72,831,015)	(115,945,032)
Balance at the end of the year		<b>54,621,136</b>	<b>54,718,374</b>

## **29 ACCRUED MARK-UP**

Accrued mark-up on:

Conventional

- long term finances - secured

- short term finances - secured

Islamic

- long term finances - secured

- short term finances - secured

## **30 SHORT TERM FINANCES - Secured**

**From banking companies**

Term finances - conventional

Term finances - islamic

Export refinances

Running finance utilized under mark-up arrangements

	30.1	855,000,000	895,013,390
	30.2	971,931,342	1,599,200,000
	30.3	3,248,186,980	505,700,000
	30.4	1,714,806,708	3,299,990,422
		<b>6,789,925,030</b>	<b>6,299,903,812</b>

**30.1** These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,005 million (2019: Rs. 1,005 million). These are secured against pari-passu hypothecation over stocks and book debts of the Holding Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 8.43% to 14.29% per annum (2019: 6.24% to 13.21% per annum).

- 30.2** These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,000 million (2019: Rs. 1,600 million). These are secured against pari-passu hypothecation over stocks and book debts of the Holding Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 8.09% to 14.38% per annum (2019: 6.56% to 13.16% per annum).
- 30.3** These represent facilities for export refinance arranged from various banks aggregating to Rs. 3,650.70 million (2019: Rs. 685.70 million). These were secured against pari-passu hypothecation of stocks, book debts and lien on export letters of credits of the Holding Company along with the personal guarantees of the directors. These carried mark-up at the rate ranging from 0.25% to 1% above the State Bank of Pakistan (SBP) rate per annum (2019: 0.25 to 0.50% above SBP rate per annum).
- 30.4** These represent facilities for running finances available from various banks aggregated to Rs. 4,039.30 million (2019: Rs. 4,804.30 million). These are secured against pari-passu hypothecation of stocks and book debts and personal guarantees of the directors. These carry mark-up at the rates ranging from 8.43% to 14.86% per annum (2019: 7.02% to 13.54 % per annum).

## **31 CONTINGENCIES AND COMMITMENTS**

### **31.1 Contingencies**

- 31.1.1** The Holding Company had filed their return for the tax year 2014 with tax refundable amounting to Rs. 179 million which was subsequently reduced to Rs. 152 million by the department under Section 122 5A of the Ordinance. The Holding Company has filed an appeal on 2<sup>nd</sup> June, 2015 before the Commissioner (Appeals), LTU, Karachi against order passed and the same has been decided in favour of the Holding Company. The department has filed an appeal before the Appellate Tribunal against the order of the Commissioner Appeal which is still pending. The order by the Appellate Tribunal will not have any impact on the tax liability of the Holding Company as it falls under minimum tax.
- 31.1.2** As the Ministry of Industries has declared BOPET film manufacturing project of the Holding Company as Pioneer Industry, after which imports of capital goods shall be duty free. The Holding Company approached Board of Investment (BOI) for the permission of imports who entertained the request and is in the process of evaluating the permission of import vide SRO 41(I)/2009. In the meantime, the Holding Company imported some capital goods and as per section 81 of The Customs Act, 1969, issued post dated cheques amounting to Rs. 557.403 million (2019: Rs. 557.403 million) for provisional clearance in favor of Collector of Custom. However, due to delay on the part of Federal Board of Revenue, the formal SRO to endorse the decision of Ministry of Industries is still awaited. The Holding company had filed the subject Constitutional Petition D-2666 on May 13, 2015 to refrain FBR and Pakistan Customs to encash the securities submitted against the provisional release of the plant and machineries, and also to issue formal notification to endorse the earlier decision of the Ministry of Industries dated August 15, 2012. The High Court vide order dated May 13, 2015, has passed interim orders in favor of the company which are still operative. The management of the Holding Company, based on legal counsel's opinion, is confident that exemption shall be granted on duties related to import of capital goods against BOPET project retrospective.
- 31.1.3** The Holding Company has filed Constitutional Petition 620-K of 2015 on November 27, 2015 against Federation of Pakistan, Federal Board of Revenue and Collectorate of Custom in Sindh High Court against the operation of SRO 170(I)/2013 dated March 04, 2013 which required 8% import duty on import of Poly Ethylene Terephthalate (PET Resin). In this connection Sindh High Court vide order dated March 12, 2013 directed that custom duties at the rate of 3% to be paid by the Holding Company and in so far as differential amount is concerned 2.5% shall be deposited in cash and 2.5% shall be paid through post dated cheques to the Nazir of the High Court. In this connection the Holding Company has deposited pay orders amounting to Rs. 100.217 million (2019: Rs. 100.217 million) and issued post dated cheques amounting to Rs. 100.217 million (2019: Rs. 100.217 million) in favor of Nazir of High Court as directed. Further, the Holding Company has filed petition for

rationalization of duty structure on PET Resin. The main grievance of the Holding Company for classifying the Pet Resin (Film Grade) and Pet Resin (Yarn Grade) under the same PCT Heading has already been redressed in Fiscal Budget (2015-16) and from 01st July, 2015, the major raw material for BOPET film manufacturing i.e. PET Resin – Film Grade is being imported on the same rate as applicable to PET Resin – Yarn Grade. However, the retrospective relief on the previous consignments has been regretted by the High Court which has been challenged in the Honorable Supreme Court of Pakistan. As per legal Counsel, there is no immediate financial liability against the Holding Company in the above mentioned matter and has a good prima facie case.

- 31.1.4** The Holding company has filed various Suits/Petitions in the High Court of Sindh against the Federation of Pakistan and others against the orders of Commissioner (Inland Revenue) refused to issue exemption certificates under section 148 of the Income Tax Ordinance 2001 on 22 October, 2018, (the Ordinance) in order to avail the benefit of exemption of advance tax at import stage on plant and machineries as per SRO 947 of 2008, and the Holding company is not going to pay any tax on income from business under the ordinance on the basis of brought forward assessed losses available to the Holding company, advance taxes deducted during the financial years and carried forward tax refunds from fiscal year 2015-16 and onwards. The Honorable High Court has allowed the Holding Company and ordered the concerned authorities to release the goods on furnishing of bank guarantees with the Nazir of the High Court and the concerned collectorate against all consignments which are released under similar grounds. The total quantum of bank guarantees involved in above Suits/Petitions is Rs. 235 million. These cases are still pending in the High Court while the legal counsel is of the opinion that the Holding company has a good prima facie case.
- 31.1.5** During the fiscal year 2017, Federal Board of Revenue has issued a show cause notice (SCN) on the basis of scrutiny of sales tax returns of various tax periods which revealed that the Holding Company has claimed the input tax of Astro Plastics (Private) Limited (APL) amounting to Rs. 477,804,698 in their sales tax returns. In response of the SCN, the Holding company has given the reference of the letter dated: October 2016 sent to Federal Board of Revenue in which it was categorically mentioned that the High Court of Sindh, at Karachi, has sanctioned the petition no. J.Misc. 13/ 2016 for amalgamation by way of merger of APL and its members with and into IIL and its members and the Holding Company has claimed the input sales tax on that basis. However, the company has filed Suit No.1539/2017 on June 13, 2017 and obtained the stay order from the Court. During the year ended 2020, subject suit was ultimately withdrawn by the Company, to pursue the remedy available under section 134A of the Income Tax Ordinance, 2001 i.e. Alternative Dispute Resolution Committee.
- 31.1.6** The Holding Company had filed sale tax reference A .823 of 2015 on August 28, 2015 with the High Court of Sindh upon the dismissal of appeal filed by the Company before the Appellate Tribunal for tax year 2013 regarding sales tax audit. The High Court of Sindh has restrained the Commissioner Inland Revenue from initiating the proceeding on the basis of the order passed by the Appellate Tribunal as well as operation of the Order / Judgement passed by the Tribunal has also been suspended. During the year ended 2020, subject suit was ultimately withdrawn by the Holding Company, to pursue the remedy available under section 134A of the Income Tax Ordinance, 2001 i.e. Alternative Dispute Resolution Committee.
- 31.1.7** The Holding Company has filed the Constitutional Petition 2752/2011 on August 09, 2011 in High Court against the Excise and Taxation Department in respect of infrastructure cess / fee being charged by the Government of Sindh on Imports and prayed to declare that Sindh Finance (Amendment) Act, 2009 and / or rules made thereunder to be unconstitutional, illegal, void ab initio, and of no legal effect. In all the five versions of the law i.e Sindh Finance Act / Ordinance, the incidence of tax arise upon ensuring of goods entering or leaving the province and such goods enter or leave the country through air or sea. Furthermore, import and export are within the exclusive domain of the federal legislature i.e. the Sindh legislature throughout lacked the jurisdiction to impose the levy. The imported goods were not released by the custom authorities without paying the

infrastructure cess / fee charged by the Government of Sindh. In order to release the goods from the custom authority. Subsequently, the High Court ordered dated August 16, 2011 to release the goods upon furnishing Bank Guarantee amounting to Rs. 190 million which is equivalent to 50 % of amount of cess. The case is still pending in High Court.

- 31.1.8** In September 2014, the Federal Government promulgated Gas Infrastructure Development Cess (GIDC) Ordinance No. VI of 2014 to circumvent earlier decision of the Supreme Court on the subject, where it had up held that the earlier introduction of GIDC Act 2011 was unconstitutional and ultra vires on the ground, amongst others, that GIDC was a 'Fee' and not a 'Tax' and the same suit was also filed against Federation of Pakistan, OGRA, SSGC and SNGPL in different Honorable High Courts of Pakistan by Industry at Large. In May 2015, the Government passed the GIDC Act, 2015 and the Holding Company has challenged the GIDC Act 2015 and filed writ petition in the Sindh High Court (SHC) including retrospective treatment of the provisions of the GIDC Act, 2015. On October 2015, SHC decided this suit in favor of Holding Company with the instructions to refund the GIDC collected so far by the Federation. However, the Government filed an appeal in SHC, where the Holding Company was not party to such litigation. The Honorable Supreme Court of Pakistan (SCP), has disposed off the case on 13 August, 2020 and instruct the gas distribution companies to recover the outstanding amount in 24 equal installments only from those customer who have already passed the burden to their respective customers. Based on the judgement of SCP, the Company has obtained the stay order from SHC on 16 September, 2020 against the gas distribution companies for recovering of outstanding GIDC and disconnection of gas supply. Further, the Holding Company is also in the process of filing the review petition in SCP. Therefore the management is of the view that there is no need to maintain any provision against this liability. The legal counsel of the Holding Company is confident that decision of the case will be in favor of the Holding Company.
- 31.1.9** The Holding Company filed a Constitutional Petition D-6143/2017 on September 14, 2017 before the Sindh High Court challenging the vires of Section 5A of the Income Tax Ordinance, 2001 which was amended through Finance Act 2017 that every public company shall pay tax @ 7.5% of its accounting profit before tax for the year in which such company does not distribute at least 40% of its after tax profits within six (6) months of the end of the tax year through cash or bonus shares. The Sindh High Court has accepted the Constitutional Petition and granted stay against the newly amended section 5A. Further, the Board of Directors of the Holding Company in their meeting dated September 22, 2017 has proposed cash dividend in respect of the year ended June 30, 2017 of Rs. 2.75/- per share which amounts to Rs. 175.463 million (i.e. 15.05% of after tax profits) for the financial and tax year 2017, which is lower than the minimum prescribed distribution rate. In case the Sindh High Court's decision is not in favor of the Holding Company; the Holding Company will either be required to declare dividend to the extent of 40% of after tax profits or it will be liable to pay additional tax at the rate of 7.5% of the accounting profit before tax of the Holding Company for the financial year ended June 30, 2017.
- 31.1.10** Through Finance Act, 2019, the Government has reduced tax credit available on new investment under Section 65B from 10% to 5% in FY-2019 and Nil from onward. The Holding company has challenged the provision of Finance Act, 2019 before the Honorable Sindh High Court on 19 December, 2019 and obtained the interim relief of claiming 10% tax credit on all investment already planned including its ancillary cost of last and current fiscal year. The management is confident that the case will be decided in favour of the Holding Company based on the opinion of legal counsel.

	2020 ----- Rupees -----	2019 ----- Rupees -----
<b>31.2 Commitments</b>		
Outstanding letters of guarantee	<b>2,136,440,528</b>	929,682,424
Outstanding letters of credit for:		
- capital expenditure	<b>592,832,875</b>	4,445,660,146
- raw materials	<b>946,531,340</b>	1,235,906,399

	Rupees-----							
	Food segment		Plastic segment		Pharmaceutical segment		Total	
	2020	2019	2020	2019	2020	2019	2020	2019
<b>32 OPERATING RESULTS</b>	<b>Note</b>							
<b>Sales</b>								
Local sales	29,224,017,086	27,336,704,275	7,135,458,356	7,864,752,985	227,385,068	106,100,854	36,586,860,510	35,307,558,114
Export sales	3,662,310,269	1,589,199,922	836,559,991	220,503,684	-	-	4,498,870,260	1,809,703,606
Trial production sales transferred to CWIP	(51,490,015)	-	-	-	-	-	(51,490,015)	-
8.6.2	32,834,837,340	28,925,904,197	7,972,018,347	8,085,256,669	227,385,068	106,100,854	41,034,240,755	37,117,261,720
Sales returns, discounts and direct expenses	(1,955,936,820)	(1,688,862,702)	(33,142,847)	(92,395,212)	(20,895,556)	(9,984,570)	(2,009,975,223)	(1,791,242,484)
Add: Export rebate	30,878,900,520	27,237,041,495	7,938,875,500	7,992,861,457	206,489,512	96,116,284	39,024,265,532	35,326,019,236
	10,589,965	9,605,597	-	-	-	-	10,589,965	9,605,597
	30,889,490,485	27,246,647,092	7,938,875,500	7,992,861,457	206,489,512	96,116,284	39,034,855,497	35,335,624,833
Sales tax	(4,537,730,880)	(3,956,241,549)	(1,072,362,195)	(1,192,378,548)	-	-	(5,610,093,075)	(5,148,620,097)
Sales - Net	26,351,759,605	23,290,405,543	6,866,513,305	6,800,482,909	206,489,512	96,116,284	33,424,762,422	30,187,004,736
Cost of sales	(20,273,466,252)	(17,814,159,275)	(6,067,182,312)	(5,922,711,038)	(251,734,237)	(144,954,384)	(26,592,382,801)	(23,881,824,697)
<b>Gross profit</b>	<b>6,078,293,353</b>	<b>5,476,246,268</b>	<b>799,330,993</b>	<b>877,771,871</b>	<b>(45,244,725)</b>	<b>(48,838,100)</b>	<b>6,832,379,621</b>	<b>6,305,180,040</b>
Selling and distribution expenses	(4,209,866,560)	(3,402,314,820)	(259,390,281)	(187,734,903)	(310,904,689)	(190,821,275)	(4,780,161,529)	(3,780,870,997)
Administrative expenses	(545,026,795)	(507,955,624)	(48,666,334)	(32,566,708)	(98,508,140)	(46,070,881)	(692,201,269)	(586,593,213)
	(4,754,893,355)	(3,910,270,444)	(308,056,615)	(220,301,611)	(409,412,829)	(236,892,154)	(5,472,362,798)	(4,367,464,209)
<b>Operating profit/(loss)</b>	<b>1,323,399,998</b>	<b>1,565,975,824</b>	<b>491,274,379</b>	<b>657,470,260</b>	<b>(454,657,554)</b>	<b>(285,730,253)</b>	<b>1,360,016,823</b>	<b>1,937,715,830</b>
<b>Unallocated items</b>								
Other operating expense							(182,184,602)	(172,282,473)
Other income							356,159,161	213,759,588
Finance cost							(1,211,530,291)	(956,336,302)
Share of profit from associated companies-net							491,972,141	45,385,014
<b>Profit before taxation</b>							814,433,232	1,068,241,657
Taxation							(390,737,914)	(436,942,413)
<b>Profit for the year</b>							<b>423,695,318</b>	<b>631,299,244</b>



34 COST OF SALES	Note	-----Rupees-----							
		Food segment		Plastic segment		Pharmaceutical segment		Total	
		2020	2019	2020	2019	2020	2019		
Raw materials consumed	34.1	11,531,962,823	9,087,168,937	4,750,588,687	4,636,017,993	31,767,271	18,085,861	16,314,318,781	14,341,272,791
Packing materials consumed	34.2	5,224,460,702	4,637,312,604	176,971,878	176,550,264	18,665,185	17,439,649	5,420,097,765	4,831,302,517
Stores and spares consumed	34.3	350,544,939	325,919,810	118,817,505	108,562,733	7,029,380	7,693,997	476,391,824	442,176,540
Salaries, wages and other benefits		2,393,481,455	1,879,135,403	368,993,136	308,043,371	79,079,064	61,709,043	2,841,553,655	2,248,887,817
Electricity, gas, fuel and lubricants		824,479,567	524,863,652	334,727,593	259,569,402	25,762,195	23,665,338	1,184,969,355	808,098,392
Repairs and maintenance		168,848,488	135,364,973	23,904,085	24,089,033	16,225,319	5,066,116	208,977,892	164,520,122
Cold storage - rent & maintenance		644,587	1,682,250	-	-	-	-	644,587	1,682,250
Printing and stationery		7,950,045	5,578,423	1,284,707	780,610	688,635	692,076	9,923,387	7,051,109
Insurance		18,904,065	18,075,506	9,871,327	7,818,502	1,754,961	1,386,522	30,530,343	27,280,530
Rent, rates and taxes		2,660,095	8,360,669	2,624,581	3,203,454	515,036	505,303	5,799,712	12,069,426
Water charges		31,942,512	49,688,220	9,289,346	9,446,219	-	-	41,231,858	59,134,439
Postage and telephone		5,976,559	4,450,308	3,323,953	1,700,106	1,390,795	645,356	10,691,307	6,795,770
Travelling and conveyance		8,930,453	5,782,197	231,130	304,067	687,020	326,566	9,848,603	6,412,830
Vehicle running and maintenance		15,680,356	18,333,957	8,033,776	5,822,753	3,403,128	1,274,555	27,117,260	25,431,264
Depreciation	8.3	883,154,036	703,124,265	301,725,011	313,148,259	112,603,005	124,161,778	1,297,482,052	1,140,434,303
Amortisation charge		11,572,432	1,130,640	3,585,548	350,312	-	-	15,157,980	1,480,952
Laboratory expenses	9.2	8,292,223	7,841,824	-	27,200	6,080,120	7,467,035	14,372,343	15,336,058
Fees and subscription		2,002,750	1,064,986	245,760	242,523	37,355	-	2,285,865	1,307,509
Cartage inward		15,980,326	18,772,599	3,445,025	6,589,475	-	-	19,425,351	25,362,073
Procurement expenses		-	8,050,140	-	-	-	-	-	8,050,140
Other manufacturing expenses		1,711,880	9,714,706	5,050,011	3,160,614	193,441	808,766	6,955,332	13,684,086
		21,509,180,283	18,051,416,069	6,122,713,059	5,865,426,890	305,881,910	270,927,961	27,937,775,252	24,187,770,919
Work-in-process at the beginning of the year		29,295,206	12,103,493	52,887,950	105,622,473	-	11,796,367	82,183,155	129,522,333
Work-in-process at the end of the year		(74,101,925)	(29,295,206)	(101,399,950)	(52,887,950)	-	-	(175,501,874)	(82,183,155)
Trial production cost transferred to CWIP	8.6.2	(44,806,718)	(17,191,713)	(48,512,000)	52,734,523	-	11,796,367	(93,318,719)	47,339,177
<b>Cost of goods manufactured</b>		<b>(209,133,763)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>(209,133,763)</b>	<b>-</b>
		21,255,239,802	18,034,224,356	6,074,201,059	5,918,161,413	305,881,910	282,724,328	27,635,322,770	24,235,110,097

	Food segment		Plastic segment		Pharmaceutical segment		Total
	2020	2019	2020	2019	2020	2019	
Stock of finished goods at the beginning of the year	1,554,400,402	1,281,886,032	71,928,039	77,078,622	92,298,126	11,935,904	1,718,626,567
Purchase of finished goods	48,413,693	56,698,705	-	-	-	-	48,413,693
Cost of promotional samples reclassified to selling expenses	-	-	-	-	(66,634,155)	(57,407,722)	(66,634,155)
Insurance claim	(341,734)	(4,249,415)	(1,413,755)	(600,960)	-	-	(1,755,489)
Stock of finished goods at the end of the year	(2,584,245,910)	(1,554,400,402)	(77,533,031)	(71,928,039)	(79,811,644)	(92,298,126)	(2,741,590,585)
	(981,773,549)	(220,065,080)	(7,018,747)	4,549,623	(54,147,673)	(137,769,944)	(353,285,401)
	20,273,466,252	17,814,159,275	6,067,182,312	5,922,711,038	251,734,237	144,954,384	26,592,382,801
<b>34.1 Raw materials consumed</b>							
Stock of raw materials at the beginning of the year	1,486,482,782	1,373,058,696	1,478,890,776	1,823,233,280	46,907,383	10,622,854	3,012,280,941
Purchases	11,710,873,541	9,789,844,067	4,370,973,829	4,291,670,053	52,406,166	54,370,390	16,134,253,536
Cartage inward	1,144,170	10,748,956	-	5,437	-	-	1,144,170
	13,198,500,493	11,173,651,719	5,849,864,605	6,114,908,770	99,313,549	64,993,244	19,147,678,647
Reversal of provision	(425,493)	-	-	-	-	-	(425,493)
Stock of raw materials at the end of the year	(1,666,112,177)	(1,486,482,782)	(1,099,275,919)	(1,478,890,776)	(67,546,278)	(46,907,383)	(2,832,934,374)
	11,531,962,823	9,687,168,937	4,750,588,686	4,636,017,993	31,767,271	18,085,861	16,314,318,781
<b>34.2 Packing materials consumed</b>							
Stock of packing materials at the beginning of the year	548,452,482	418,306,058	12,511,623	20,371,587	8,698,331	2,119,028	440,796,673
Purchases	5,428,049,482	4,786,345,517	184,216,050	168,690,300	22,953,049	24,018,952	5,635,218,580
	5,976,501,964	5,204,651,575	196,727,673	189,061,887	31,651,380	26,137,980	6,204,881,017
(Write off) / Provision for the year	-	(18,886,489)	-	-	-	-	(18,886,489)
Stock of packing materials at the end of the year	(752,041,262)	(548,452,482)	(19,755,795)	(12,511,623)	(12,986,196)	(8,698,331)	(569,662,436)
	5,224,460,702	4,637,312,604	176,971,878	176,550,264	18,665,184	17,439,649	5,420,097,764

Note

Stock of finished goods at the beginning of the year  
Purchase of finished goods  
Cost of promotional samples reclassified to selling expenses  
Insurance claim  
Stock of finished goods at the end of the year

**34.1 Raw materials consumed**

Stock of raw materials at the beginning of the year  
Purchases  
Cartage inward  
Reversal of provision  
Stock of raw materials at the end of the year

**34.2 Packing materials consumed**

Stock of packing materials at the beginning of the year  
Purchases  
(Write off) / Provision for the year  
Stock of packing materials at the end of the year

Note	Rupees							
	Food segment		Plastic segment		Pharmaceutical segment		Total	
	2020	2019	2020	2019	2020	2019	2020	2019
<b>34.3 Stores and spares consumed</b>								
Stock of stores and spares at the beginning of the year	210,286,568	142,902,577	77,280,746	61,164,087	13,911,698	-	301,479,012	204,066,664
Purchases	397,304,342	392,321,527	143,185,998	121,997,137	34,881,591	38,861,884	575,371,931	553,180,548
Reclassification to selling expenses	-	-	-	-	(25,666,571)	(17,256,189)	(25,666,571)	(17,256,189)
Cartage inward	1,702,853	982,274	40,582	2,682,254	-	-	1,743,435	3,664,528
	609,293,763	536,206,378	220,507,326	185,843,478	23,126,718	21,605,695	852,927,807	743,655,551
Stock of stores and spares at the end of the year	(258,748,824)	(210,286,568)	(101,689,821)	(77,280,746)	(16,097,338)	(13,911,698)	(376,535,983)	(301,479,012)
13.1	350,544,939	325,919,810	118,817,505	108,562,733	7,029,380	7,693,997	476,391,824	442,176,540
<b>35 SELLING AND DISTRIBUTION EXPENSES</b>								
Salaries and other benefits	1,161,373,464	1,016,513,727	38,751,177	31,530,254	121,454,488	73,999,748	1,321,579,129	1,122,043,729
Cartage outward	1,099,884,128	951,741,797	99,161,730	102,879,677	-	-	1,199,045,858	1,054,621,474
Export expenses	170,355,677	92,719,181	81,172,716	17,935,006	4,954,954	4,105,974	256,483,347	114,760,161
Advertisements	1,348,724,164	993,764,195	-	8,625	-	-	1,348,724,164	993,772,820
Entertainment	9,479,202	6,173,255	661,471	150,841	1,596,001	1,247,165	11,736,674	7,571,261
Vehicle running and maintenance	219,580,370	177,592,618	1,456,210	973,738	15,321,431	5,935,174	236,358,011	184,501,530
Printing and stationery	1,935,669	5,285,648	455,958	547,967	221,141	287,011	2,612,768	6,120,626
Postage and telephone	19,925,228	14,459,144	854,814	494,612	4,094,776	1,780,493	24,874,818	16,734,249
Conveyance and travelling	38,662,652	40,938,867	4,631,336	1,751,944	46,183,363	20,196,767	89,477,351	62,887,578
Samples	-	319,298	-	-	66,634,155	57,407,722	66,634,155	57,727,020
Sales promotion	-	-	-	-	39,239,639	17,256,189	39,239,639	17,256,189
Utilities	2,869,619	1,688,482	1,276,959	975,844	-	-	4,146,578	2,664,326
Repairs and maintenance	1,612,525	2,856,850	724,484	207,907	140,065	63,368	2,477,074	3,128,125
Rent	91,869,166	54,728,458	3,884,208	3,240,512	-	-	95,753,374	57,968,970
Depreciation	36,716,194	32,431,289	1,992,802	464,302	7,443,577	5,938,730	46,152,573	38,834,321
Amortisation charge	5,870,933	690,126	2,498,242	244,081	-	-	8,369,175	934,207
Fee and subscription	1,233,800	16,200	1,312,597	946,200	413,399	1,624,198	2,959,796	2,586,598
Insurance	8,894,723	8,626,048	751,906	931,996	1,467,615	742,688	11,114,244	10,300,732
Allowance for expected credit loss	-	-	19,627,495	24,379,451	-	-	19,627,495	24,379,451
Miscellaneous	6,380,027	1,769,637	176,176	71,945	1,740,083	236,047	8,296,286	2,077,629
Trial production cost transferred to CWIP	(15,500,980)	-	-	-	-	-	(15,500,980)	-
8.6.2	4,209,866,560	3,402,314,820	259,390,281	187,734,903	310,904,689	190,821,275	4,780,161,530	3,780,870,998

	Food segment		Plastic segment		Pharmaceutical segment		Total
	2020	2019	2020	2019	2020	2019	
36 ADMINISTRATIVE EXPENSES Note							
Salaries and other benefits including director's remuneration	363,426,738	303,666,359	32,621,774	20,198,867	49,690,371	29,764,617	353,629,843
Conveyance and travelling	20,902,852	30,028,936	1,646,593	1,681,324	987,838	1,151,827	32,862,087
Postage and telephone	9,164,892	10,247,142	1,368,440	1,265,404	709,201	582,827	12,095,373
Printing and stationery	20,715,115	22,137,998	817,856	405,365	11,296,280	645,768	23,189,131
Repairs and maintenance	10,114,642	15,272,097	1,438,642	1,782,597	743,000	1,264,348	18,319,042
Electricity and utilities	10,639,282	10,857,062	556,506	332,402	1,266,819	409,722	11,599,186
Insurance	6,883,135	7,908,542	657,713	569,923	1,052,445	624,568	9,103,033
Advertisement	120,725	235,602	-	-	-	-	235,602
Entertainment	8,958,144	5,903,945	609,962	270,112	148,438	256,476	6,430,533
Vehicle running and maintenance	13,725,291	24,455,365	1,286,212	1,719,191	5,028,547	1,128,961	27,303,517
Rent, rates and taxes	2,397,600	1,881,208	642,320	444,990	6,985,000	3,300,000	5,626,198
Fee and subscription	8,031,096	8,288,916	744,382	574,579	13,478,434	2,370,749	11,234,244
Legal and professional charges	17,914,408	21,989,800	731,007	430,600	2,450,625	1,142,910	23,563,310
Depreciation	47,017,383	43,527,165	3,441,695	2,204,622	4,044,374	2,349,511	48,081,298
Amortisation charge	4,997,751	617,908	1,635,027	180,946	-	-	798,854
General meeting expenses	29,800	29,000	-	-	-	-	29,000
Miscellaneous	771,721	908,580	468,203	505,787	626,768	1,078,597	2,492,964
Trial production cost transferred to CWIP	(783,780)	-	-	-	-	-	(783,780)
	545,026,795	507,955,625	48,666,332	32,566,709	98,508,140	46,070,881	586,593,215

## 36 ADMINISTRATIVE EXPENSES Note

Salaries and other benefits including

director's remuneration

Conveyance and travelling

Postage and telephone

Printing and stationery

Repairs and maintenance

Electricity and utilities

Insurance

Advertisement

Entertainment

Vehicle running and maintenance

Rent, rates and taxes

Fee and subscription

Legal and professional charges

Depreciation

Amortisation charge

General meeting expenses

Miscellaneous

Trial production cost

transferred to CWIP

8.3

9.2

8.6.2

37	<b>OTHER OPERATING EXPENSES</b>	Note	2020 ----- Rupees -----	2019 ----- Rupees -----
	Contribution to:			
	- workers' profits participation fund		71,036,685	76,032,684
	- workers' welfare fund		26,993,940	28,892,419
	Auditors' remuneration	37.1	4,871,272	4,485,202
	Exchange loss		6,188,796	11,364,017
	Donations	37.2	78,370,118	50,021,439
	Other		912,587	1,486,712
	Trial production cost transferred to CWIP	8.6.2	(6,188,796)	-
			<u>182,184,602</u>	<u>172,282,473</u>
37.1	<b>Auditor's remuneration</b>			
	Audit fee - unconsolidated		2,400,000	2,200,000
	Audit fee - consolidated		700,000	600,000
	Audit fee - subsidiary		550,000	500,000
	Fee for statutory certification		200,000	85,000
	Fee for half yearly review		500,000	500,000
	Out-of-pocket expense		521,272	600,202
			<u>4,871,272</u>	<u>4,485,202</u>
37.2	<b>Donation to the following organizations exceed 10% of total donation</b>			
	- Khadija Girls College		22,678,528	14,579,194
	- Indus Hospital		18,084,960	10,500,000
	- Al Mustufa Welfare Trust		15,204,615	6,833,145
			<u>55,968,103</u>	<u>31,912,339</u>
37.2.1	None of the donations were made to any donee in which a director or his spouse had any interest at any time during the year.			
38	<b>OTHER INCOME</b>		2020 ----- Rupees -----	2019 ----- Rupees -----
	<b>Income from financial assets</b>			
	Profit on sale of shares		-	156,011
	Exchange gain		87,969,045	-
	<b>Income from non financial assets</b>			
	Recovery from the sale of production scrap		200,296,959	166,686,118
	Gain on disposal of property, plant and equipment-net		20,918,120	11,050,296
	Processing income		23,338,275	35,358,254
	Income from Term Finance Certificates		22,000,000	-
	Others		1,636,762	508,908
			<u>356,159,161</u>	<u>213,759,587</u>

	Note	2020 ----- Rupees -----	2019
<b>39 FINANCE COST</b>			
Mark up on:			
- long term finances -conventional		592,538,001	351,964,205
- long term finances-islamic		284,268,660	229,854,650
- short term finances-conventional		90,662,982	195,996,512
- short term finances-islamic		214,158,809	131,215,853
Interest on workers' profits participation fund		1,697,092	3,622,596
Finance charge on lease liabilities		24,759,031	16,925,761
Bank charges		55,145,715	26,756,725
Trial production cost transferred to CWIP	8.6.2	(51,700,000)	-
		<u>1,211,530,290</u>	<u>956,336,302</u>

#### 40 REMUNERATION OF THE CHIEF EXECUTIVE OFFICER, DIRECTORS AND EXECUTIVES

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Managerial remuneration	20,200,000	9,703,900	471,686,036	8,400,000	14,400,000	326,322,092
Gratuity	-	-	30,269,203	-	-	16,713,051
Bonus	-	-	23,810,102	-	-	16,713,051
<b>Reimbursement of expenses</b>						
Utilities	1,000,000	750,000	-	1,000,000	1,500,000	-
	<u>21,200,000</u>	<u>10,453,900</u>	<u>525,765,341</u>	<u>9,400,000</u>	<u>15,900,000</u>	<u>359,748,194</u>
<b>Number of persons</b>	<b>2</b>	<b>1</b>	<b>113</b>	<b>1</b>	<b>2</b>	<b>75</b>

In addition to the above, Group maintained cars are provided to the chief executive officer, directors and executives.

##### 40.1 The remuneration has been allocated as follows:

	2020			2019		
	Chief executive officer	Directors	Executives	Chief executive officer	Directors	Executives
	-----Rupees-----					
Cost of goods sold	-	-	214,492,649	-	-	149,098,501
Selling and distribution expenses	-	-	175,151,333	-	-	129,244,213
Administrative expenses	21,200,000	10,453,900	136,121,359	9,400,000	15,900,000	81,405,480
	<u>21,200,000</u>	<u>10,453,900</u>	<u>525,765,341</u>	<u>9,400,000</u>	<u>15,900,000</u>	<u>359,748,194</u>
<b>Number of persons</b>	<b>2</b>	<b>1</b>	<b>113</b>	<b>1</b>	<b>2</b>	<b>75</b>

##### 40.2 Bonus is given to employees as per the Group's policy.

## 41 CLASSIFICATION OF EXPENSES

		2020			
		Local	Export	Common expenses	Total
Note		-----Rupees-----			
Selling and distribution expenses	35	4,528,633,136	251,528,393	-	4,780,161,529
Administrative expenses	36	-	-	692,201,269	692,201,269
Finance cost	39	1,118,500,895	93,029,395	-	1,211,530,290

		2019			
		Local	Export	Common expenses	Total
		-----Rupees-----			
Selling and distribution expenses	35	3,641,343,563	139,527,434	-	3,780,870,997
Administrative expenses	36	-	-	586,593,213	586,593,213
Finance cost	39	940,812,317	15,523,985	-	956,336,302

## 42 TAXATION

		2020		2019	
Note		----- Rupees -----			
Current		281,774,529		293,841,399	
Prior year		(90,601,258)		(32,987,276)	
Deferred	27.2.1	199,564,643		176,088,290	
		<u>390,737,914</u>		<u>436,942,413</u>	

## 42.1 The relationship between accounting profit and tax expense

The relationship between tax expense and accounting profit has not been presented in these consolidated financial statements as the current year's income of the Group attracts minimum tax under section 113 of Income Tax Ordinance, 2001.

## 43 EARNING PER SHARES - basic and diluted

## Basic earnings per share

		2020		2019	
		----- Rupees -----			
Profit for the year attributable to holding Company		<u>569,251,461</u>		<u>727,555,976</u>	
		Number of shares			
Opening Number of shares at July 01, 2019		63,804,750		63,804,750	
Weighted average number of ordinary shares issued during the year		531,415		-	
Closing weighted number of shares		<u>64,336,165</u>		<u>63,804,750</u>	
Basic earnings per share		<u>8.85</u>		<u>11.40</u>	

43.1 During the year, the Group allotted 2,552,190 number of share issue against cash consideration.

## Diluted earnings per share

There are no dilutive potential ordinary shares outstanding as at June 30, 2020 & June 30, 2019.

## 44 NUMBER OF EMPLOYEES

	2020	2019
	Numbers	
Number of employees as at the year end	2,594	2,336
Average number of employees during the year	2,525	2,244

## 45 CASH GENERATED FROM OPERATIONS

	Note	2020	2019
		----- Rupees -----	
Profit before taxation		814,433,232	1,068,241,656
<b>Adjustments for non-cash and other items:</b>			
Depreciation	8.3	1,398,138,079	1,227,349,922
Amortisation charge	9.2	30,159,933	3,214,013
Gain on disposal of property, plant and equipment-net	38	(20,918,120)	(11,050,296)
Provision for staff gratuity scheme - unfunded	27.1.5	139,167,039	103,195,763
Finance cost	39	1,211,530,291	956,336,302
Share of profit from associated companies-net	11.1.3	(491,972,141)	(45,385,014)
Profit on sale of shares		-	(156,011)
Provision for slow moving - stores and spares		-	-
Provision for slow moving - stock in trade		-	(18,886,489)
Allowance for expected credit loss		19,627,495	24,379,451
Unrealized exchange gain on trade debts		(46,658,848)	(64,050,757)
Unrealized exchange loss on trade and other payables		9,191,212	53,900,978
		3,062,698,172	3,297,089,518
<b>Working capital changes</b>			
<b>(Increase) / Decrease in current assets</b>			
Stores and spares		(75,056,971)	(96,996,027)
Stock-in-trade		(1,150,106,976)	(235,582,690)
Trade debts		(575,151,912)	(1,158,895,627)
Loans and advances		681,972,375	(896,095,133)
Trade deposits and short term prepayments		(6,542,396)	(24,102,812)
Other receivables		12,043,467	4,267,873
		(1,112,842,413)	(2,407,404,416)
<b>(Decrease) / Increase in current liabilities</b>			
Trade and other payables		1,362,336,055	595,963,428
Short term finances-secured		2,075,204,931	775,888,391
Advances from customers - unsecured		252,219,935	56,885,294
		3,689,760,921	1,428,737,113
<b>Net increase/(decrease) in working capital</b>		2,576,918,507	(978,667,303)
<b>Cash generated from operations</b>		5,639,616,679	2,318,422,214

46 FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES	Note	2020 ----- Rupees -----	2019
<b>46.1 Financial instruments by category</b>			
<b>Financial assets</b>			
<b>At amortized cost</b>			
Long term deposits	12	40,690,439	47,985,848
Trade debts	15	3,466,583,062	2,768,429,157
Loans and advances	16	112,691,504	41,011,447
Trade deposits - unsecured	17	22,517,610	28,096,589
Other receivables	19	113,575	129,937,851
Cash and bank balances	21	358,884,421	36,602,222
<b>At fair value through OCI</b>			
Short term investment	18	200,000,000	-
<b>Total financial assets</b>		<b>4,201,480,611</b>	<b>3,052,063,114</b>
<b>Financial liabilities</b>			
<b>At amortized cost</b>			
Sponsors' loan - subordinated	24	-	915,357,737
Long term finances	25	14,917,808,778	8,554,731,282
Lease liabilities	26	168,526,917	236,244,404
Trade and other payables	28	3,110,575,972	1,927,817,531
Accrued mark-up	29	199,737,582	209,765,534
Short term finances	30	6,789,925,030	6,299,903,813
Unclaimed Dividend		2,644,785	2,338,500
<b>Total financial liabilities</b>		<b>25,189,219,064</b>	<b>18,146,158,801</b>

#### 46.2 Fair value of financial assets and liabilities

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique.

The Company classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the

- a) Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- b) Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- c) Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The Group recognizes transfers between levels of the fair value hierarchy at the end of the reporting period during which the transfer has occurred.

The Group's policy for determining when transfers between levels in the hierarchy have occurred includes monitoring of the following factors:

- changes in market and trading activity (e.g. significant increases / decreases in activity)
- changes in inputs used in valuation techniques (e.g. inputs becoming / ceasing to be observable in the market)

There were no transfers between level 1, 2 or 3 of the fair value hierarchy during the year.

The valuation techniques used are as follows:

Level 1: Quoted prices (unadjusted) in active markets

The fair value of financial instruments traded in active markets is based on market value of shares at the reporting date. A market is regarded as active when it is a market in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

The following table analysis within the fair value hierarchy of the Group's financial assets (by class) measured at fair value at June 30, 2020:

	2020			
	Level 1	Level 2	Level 3	Total
<b>Financial assets</b>	-----Rupees -----			
Financial investments: fair value through OCI	-	-	200,000,000	200,000,000
	-----Rupees -----			
	2019			
<b>Financial assets</b>	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Financial investments: fair value through OCI	-	-	-	-
	-----Rupees -----			
	2020			
<b>Investment in Associate</b>	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Investment in associate	3,441,616,096	228,703,777	-	3,670,319,873
	-----Rupees -----			
	2019			
<b>Investment in Associate</b>	Level 1	Level 2	Level 3	Total
	-----Rupees -----			
Investment in associate	2,001,232,631	228,717,751	-	2,229,950,382

#### 46.3 Financial risk management

The board of directors of the Group has overall responsibility for the establishment and oversight of the Group's risk management framework. The Group has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

##### 46.3.1 Credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter-parties failed completely to perform as contracted. The Group does not have significant exposure to any individual counter-party. To reduce exposure to credit risk the Group has developed a formal approval process whereby credit limits are applied to its customers. The management also regularly monitors the credit exposure towards the customers and makes allowance for ECLs against those balances considered doubtful of recovery. To mitigate the risk, the Group has a system of assigning credit limits to its customers based on evaluation based on customer profile and payment history. Outstanding customer receivables are regularly monitored.

Credit risk of the Group arises principally from the trade debts, loans and advances, trade deposits, other receivables and deposits with financial institutions. The carrying amount of financial assets represents the maximum credit exposure.

#### Trade debts

The Group's exposure to credit risk arising from trade debtors is mainly influenced by the individual characteristics of each customer. The majority of the customers have been transacting with the group for several years. Actual credit loss experience over past years is used to base the calculation of expected credit loss.

#### Bank balances

The Group limits its exposure to credit risk by investing in liquid securities and maintaining bank accounts only with counter-parties that have stable credit rating. Given these high credit ratings, management does not expect that any counter party will fail to meet their obligations.

The bank balances along with the credit ratings are tabulated below:

	Short- term Ratings	2020 ----- Rupees -----	2019
Al Baraka Bank Pakistan Ltd	A1	40,944	-
Allied Bank Limited	A1+	-	36,444
Askari Bank Limited	A1+	-	-
Bank Al Falah	A1+	-	730,000
Bank Al Habib	A1+	382,735	382,735
Bank Islami Pakistan Ltd	A1	915,170	379,809
Dubai Islamic Bank Pakistan Limited	A1+	929,224	888,562
Faysal Bank Limited	A1+	399,656	-
Habib Bank Limited	A1+	105,401,511	14,896,964
Habib Metropolitan Bank Limited	A1+	5,282,390	2,523,150
JS Bank Limited	A1+	104,128,669	6,147,638
MCB Bank Limited	A1+	81,408	74,908
MCB Islamic Bank Limited	A1	758,452	748,859
Meezan Bank Limited	A1+	116,740,709	58,897
National Bank Of Pakistan	A1+	4,138,874	571,451
Samba Bank Ltd	A1	13,185	8,685
Soneri Bank Ltd	A1+	1,128,484	541,190
Standard Chartered Bank (Pakistan) Limited	A1+	-	-
Summit Bank Limited	Suspended	59,335	99,235
The Bank Of Khyber	A1	-	65,534
The Bank of Punjab	A1+	-	53,066
		<b>340,400,746</b>	<b>28,207,127</b>

**Exposure to credit risk**

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Note	2020 ----- Rupees -----	2019
Trade debts	15	3,466,583,062	2,768,429,157
Loans and advances	16	900,523,125	1,591,145,965
Trade deposits - unsecured	17	22,517,610	28,096,589
Bank balances	21	340,400,745	28,207,127
		<b>4,730,024,542</b>	<b>4,415,878,838</b>

To reduce the exposure to credit risk, the Group has developed a formal approval process whereby credit limits are applied to its customers. The management continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery.

Advances recoverable from employees are secured against their retirement benefits.

The credit risk on liquid funds is limited because the counter parties are banks with reasonably high credit rating.

As at June 30 the Group has certain trade debts that are past due but are not considered to be impaired. The amounts as at June 30 are as follows:

	2020 ----- Rupees -----	2019
More than 45 days but not more than 3 months	359,316,255	321,633,973
More than 3 months but not more than 6 months	303,067,564	290,433,386
More than 6 months but not more than 1 year	177,365,639	82,565,781
More than 1 year	65,613,396	51,963,498
	<b>905,362,854</b>	<b>746,596,638</b>

In respect of trade debts, the Group is not exposed to any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics. Trade debts consists of a large number of customers. Based on historical information about customer default rates management consider the credit quality of trade debts that are not past due and impaired to be good. Actual credit loss experience over past years is used to base the calculation of expected credit loss.

**46.3.2 Liquidity risk**

Liquidity risk is the risk that the Group will encounter difficulties in meeting obligations associated with financial liabilities that are settled by delivering cash or another financial assets. Liquidity risk arises because of the possibility that the Group could be required to pay its liabilities earlier than expected or difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Group's approach to managing liquidity risk is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation. Based on the above, management believes the liquidity risk is insignificant.

As at the reporting date the Group's financial liabilities have contractual maturities as summarized below:

Effective rates of return/mark-up on financial liabilities are as follows:

	2020			
	Effective rate of interest	Carrying amount	Maturity upto one year	Maturity after one year
-----Rupees-----				
<b>Financial liabilities</b>				
<b>Interest bearing</b>				
Long term finances - secured (Conventional)	5%	11,787,468,392	838,037,772	10,949,430,620
Long term finances - secured (Islamic)	9%	3,130,340,386	198,462,996	2,931,877,390
Lease liabilities-conventional	8.78% to 14.73%	37,001,101	18,654,879	18,346,222
Lease liabilities-Islamic	8.39% to 14.68%	131,525,816	58,626,957	72,898,859
Short term finances - secured - conventional	8.43% to 14.86%	5,817,993,688	5,817,993,688	-
Short term finances - secured- Islamic	8.09% to 14.38%	971,931,342	971,931,342	-
<b>Non - interest bearing</b>				
Sponsors' loan - subordinated	-	-	-	-
Trade and other payables	-	3,110,575,972	3,110,575,972	-
Accrued mark-up	-	199,737,582	199,737,582	-
		<u>25,186,574,279</u>	<u>11,214,021,188</u>	<u>13,972,553,091</u>

	2019			
	Effective rate of interest	Carrying amount	Maturity upto one year	Maturity after one year
-----Rupees-----				
<b>Financial liabilities</b>				
<b>Interest bearing</b>				
Long term finances - secured - conventional	6%	6,307,461,175	1,245,246,616	5,062,214,559
Long term finances - secured - Islamic	10%	2,247,270,107	824,583,333	1,422,686,774
Lease liabilities-conventional	7.48% to 13.70%	92,369,288	50,522,630	41,846,658
Lease liabilities-Islamic	7.18% to 13.63%	143,875,116	49,697,215	94,177,901
Short term finances - secured-conventional	5.98% to 6.24%	4,700,703,812	4,700,703,812	-
Short term finances - secured-Islamic	6.26% to 7.13%	1,599,200,000	1,599,200,000	-
<b>Non - interest bearing</b>				
Sponsors' loan - subordinated	-	915,357,737	-	915,357,737
Trade and other payables	-	1,927,817,531	1,927,817,531	-
Accrued mark-up	-	209,765,534	209,765,534	-
		<u>18,143,820,300</u>	<u>10,607,536,671</u>	<u>7,536,283,629</u>

#### Fair value sensitivity analysis for fixed rate instruments

The Group does not account for any fixed rate financial assets and liabilities at fair value through profit or loss. Therefore, a change in interest rate at financial position would not affect profit or loss of the of the Group.

**Cash flow sensitivity analysis for variable rate instruments**

At June 30, 2020, if interest rates on long term financing had been 1% higher / lower with all other variables held constant, pre tax profit for the year would have been affected by Rs. 144.99 million (2019: Rs. 80.66 million) higher / lower, mainly as a result of higher / lower interest expense on floating rate borrowings.

At June 30, 2020, if interest rates on short term borrowings had been 1% higher / lower with all other variables held constant, pre tax profit for the year would have been affected by Rs. 68.01 million (2019: Rs. 62.99 million) higher / lower, mainly as a result of higher / lower interest expense on floating rate borrowings.

**46.3.3 Market risk**

Market risk is the risk that fair value of future cash flows of the financial instrument may fluctuate as a result of changes in market prices. Market prices comprise of three types of risks namely foreign currency risk, interest rate risk and other price risk, such as equity risk.

**a) Foreign currency risk**

Currency risk is the risk that the fair value or future cash flows of financial asset or a liability will fluctuate due to changes in foreign exchange rates. It arises mainly where receivables and payables exist due to transactions entered into foreign currencies. The Group primarily has foreign currency exposures in US Dollars.

**Exposure to Foreign currency risk**

The Group is exposed to foreign exchange risk arising from currency value fluctuations due to the following:

	2020	2019
	----- Amount in USD -----	
Trade debts	6,282,408	4,051,426
Cash and bank balances	3,652	34,749
Trade and other payables	(3,291,629)	(3,959,324)
Loans and advances	363,263	51,259
Advance from customer	(54,044)	(244,293)
	<b>3,303,650</b>	<b>(66,183)</b>
<b>Off balance sheet exposures</b>		
Letter of credit	(9,150,522)	(28,346,447)
<b>Net Exposure</b>	<b>(5,846,872)</b>	<b>(28,412,630)</b>

The following significant exchange rates were applied during the year.

	2020	2019
	Rupee per USD	
Average rate	164.10	140.78
Reporting date rate	168.14	160.05

**Foreign currency sensitivity analysis**

A 10 percentage strengthening of the PKR against the USD at June 30, 2019 would have effect on the equity and profit and loss of the Group as shown below. This analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis for June 30, 2020.

	2020	2019
	----- Rupees -----	
Strengthening of PKR against respective currencies	<u>98,309,014</u>	454,750,136
Weakening of PKR against respective currencies	<u>(98,309,014)</u>	(454,750,136)

As at 30 June 2020, if the Pakistani Rupee had weakened / strengthened by 10% against the US Dollar with all other variables being constant, profit before tax for the year would have been lower / higher by Rs. -98.31 million (2019: Rs. 6.03 million) mainly as a result of foreign exchange gains / losses on translation of dollar denominated financial assets.

The maximum exposure to foreign currency risk in Pakistani rupee at the reporting date is as follows:

	Note	2020	2019
		----- Rupees -----	
Export debtors	15	<u>1,056,320,953</u>	784,297,206
Import creditors		<u>553,452,905</u>	624,660,887
		<u>1,609,773,858</u>	1,408,958,093

#### b) Interest rate risk

Interest rate risk is the risk that the fair value of the future cash flows of a financial instrument may fluctuate because of the changes in market interest rates. Majority of the interest rate exposure arises from short and long term borrowings from banks, running finance facilities and finance leases. At the reporting date the interest rate profile of the Group's mark-up bearing financial instruments is as follows:

	Carrying amount	
	2020	2019
	----- Rupees -----	
<b>Variable rate instruments</b>		
Financial assets	<u>(200,000,000)</u>	-
Financial liabilities	<u>21,876,260,725</u>	15,090,879,499
	<u>21,676,260,725</u>	15,090,879,499

As at 30 June 2020, if KIBOR had been 100 bps lower/higher with all other variables held constant, profit before tax for the year would have been higher/lower by Rs. 216.76 million. (2019: Rs. 142.02 million) mainly because of higher/lower interest expense on variable rate instruments.

#### c) Equity risk

It is the risk that the listed equity securities are susceptible to market price risk, arising from uncertainties about future values of the investment securities.

## 47 CAPITAL RISK MANAGEMENT

The objective of the Group when managing capital is to safeguard its ability to continue as a going concern so that it can continue to provide returns to shareholders and benefits for other stakeholders and to maintain a strong capital base to support the sustained development of its businesses.

The Group manages its capital structure by monitoring return on net assets and makes adjustments to it in the light of changes in economic conditions. In order to maintain or adjust the capital structure, the Group may adjust the amount of dividend paid to the shareholders or issue bonus / right shares. There were no changes in the Group's approach to capital management during the year and the Group is not subject to externally imposed capital requirements.

The Group's capital includes share capital, unappropriated profit and reserves. As at reporting date the capital of the Group is as follows:

	2020	2019
	----- Rupees -----	
Share capital	663,569,400	638,047,500
Reserves	8,589,399,383	6,451,888,083
	<b>9,252,968,783</b>	<b>7,089,935,583</b>

The Group manages its capital risk by monitoring its debt levels and liquid assets and keeping in view future investments requirements and expectations of the shareholders. Debt is calculated as total borrowings (long term finances). The Group's capital signifies equity as reported in statement of financial position and includes share capital and accumulated losses.

During 2020 the Group's strategy was to maintain leveraged gearing. The gearing ratios as at June 30, 2020 and 2019 were as follows:

	2020	2019
	----- Rupees -----	
Total borrowings	14,917,808,778	9,470,089,019
Less: Cash and bank balances	(358,884,421)	(36,602,222)
Net debt	14,558,924,357	9,433,486,797
Total equity	9,252,968,783	7,089,935,582
Total equity and debt	<b>23,811,893,140</b>	<b>16,523,422,379</b>
Net Gearing ratio (%)	<b>61.1%</b>	57.1%

The Group finances its operations through equity, borrowings and management of working capital with a view to maintain an appropriate mix amongst various sources of finance to minimize risk.

#### 48 PLANT CAPACITY AND ACTUAL PRODUCTION

	2020 Metric Ton		2019 Metric Ton	
	Rated Capacity	Actual Production	Rated Capacity	Actual Production
<b>Food processing</b>	162,462	98,331	125,335	89,376
<b>Plastic film</b>	33,000	24,824	33,000	25,198
<b>Pharmaceuticals</b>				
Blow fill seal	18,000	9,625	18,000	6,016
Ophthalmic	2,500	997	2,500	499

- 48.1 The Holding Company has enhanced the production capacity in food processing by 37,127 metric tons out of which 32,650 metric tons was operative in the month of June 2020. Full impact of enhancement in capacity will be reflected in next fiscal year. Remaining capacities in food processing and plastic films under-utilization was due to seasonal effect and market demand.

#### 49 TRANSACTION WITH RELATED PARTIES

Related parties comprise associated undertakings, directors of the Group and key management personnel. The Group continues to have a policy whereby all transactions with related parties are entered into at commercial terms and conditions.

Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these consolidated financial statements, are as follows:

#### Key Management Personnel (KMP)

Name	Direct shareholding %
Mr. Ahmed Muhammad	15.22
Mr. Munsarim Saif	0.000009
Mr. Ghulam Farooq	Nil
Mr. Abdul Qadir	Nil
	2020                      2019
	----- Rupees -----

#### Bank of Khyber Limited (Associated Company - 24.43% shareholding)

Investment made during the year	16,284,035	-
Salaries & Benefits to KMP	45,736,571	34,980,000
Post employment benefit to KMP	1,269,994	1,015,774
Loan balance to KMP	2,000,000	11,500,000

#### Plastiflex Films (Private) Limited (Common Directorship)

- Purchase of raw & packing Materials	81,113,035	164,048,773
- Metallization of raw material	(27,305,781)	(11,013,408)
- Sales of raw and packing material	(4,595,597)	(12,459,583)
- Recovery against Sales	31,667,166	25,646,302
- Payment against purchases	(64,718,196)	(157,132,416)

#### Balances

##### Plastiflex Films (Private) Limited

- Payable to associate	30,747,411	14,586,784
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##### Director's subordinated - loan

- Payable to directors'	-	915,357,737
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#### 50 NON - ADJUSTING EVENT AFTER THE REPORTING DATE

The board of directors in its meeting held on September 25, 2020 has proposed dividend in respect of the year ended June 30, 2020 of Rs.3/- per share (2019: Rs. 3/- per share) for approval of the members at the annual general meeting. This dividend is in addition to interim dividend paid of Rs 0.50/- per share during the current year. The consolidated financial statements for the year ended June 30, 2020 do not include the effect of proposed dividend, which will be accounted for in the consolidated financial statements for the year ending June 30, 2021.

#### 51 DATE OF AUTHORIZATION

These consolidated financial statements were authorized for issue on September 25, 2020 by the board of directors of the Group.

**Munsarim Saifullah**  
Chief Executive Officer

**Maqsood Ismail**  
Director

**Abdul Qadir**  
Chief Financial Officer

## PATTERN OF SHAREHOLDING SHAREHOLDERS STATISTICS

AS AT JUNE 30, 2020

Number of Shareholders	Shareholdings		Total Number of Shares Held
	From	To	
1300	1	- 100	17,661
138	101	- 500	38,725
33	501	- 1000	26,350
49	1001	- 5000	108,638
5	5001	- 10000	41,261
3	10001	- 15000	39,916
1	20001	- 25000	20,876
1	30001	- 35000	34,500
1	435001	- 440000	435,400
1	510001	- 515000	510,090
1	560001	- 565000	562,155
1	1125001	- 1130000	1,130,000
1	1270001	- 1275000	1,271,650
1	1380001	- 1385000	1,380,450
1	3595001	- 3600000	3,600,000
1	6500001	- 6505000	6,500,090
1	10380001	- 10385000	10,383,998
1	19660001	- 19665000	19,662,293
1	20590001	- 20595000	20,592,887
<b>Total</b>	<b>1541</b>		<b>66,356,940</b>

Shareholder's Category	Number of Shareholders	Number of Shares Held	Percentage
CEO, Sponsor, Directors their Spouses & Children	13	65,595,266	98.85%
Associated Company	1	435,400	0.66%
Foreign Companies	1	3,300	0.00%
<b>General Public</b>			
(a) Foreign	12	5,558	0.01%
(b) Local	1514	317,416	0.48%
<b>Total</b>	<b>1541</b>	<b>66,356,940</b>	<b>100.00%</b>

## PATTERN OF SHAREHOLDING

AS AT JUNE 30, 2020

Shareholder Category	Number of Folios	Number of Share Held	Percentage
<b>Associated Company:</b>			
Uniron Industries (Private) Limited	1	435,400	0.66
<b>Directors:</b>			
Mr. Maqsood Ismail Ahmed	1	562,155	0.85
Mr. Ahmed Muhammad	2	10,100,090	15.22
Mr. Hamid Maqsood	1	510,090	0.77
Mr. Muhammad Zubair Motiwala (Independent Director)	1	520	0.00
Ms. Tasneem Yusuf (Independent Director)	1	520	0.00
<b>Chief Executive Officer:</b>			
Mr. Munsarim Saifullah	1	613	0.00
<b>Chairman:</b>			
Mr. Muhammad M. Ismail	1	10,383,998	15.65
<b>CEO, Directors their Spouses &amp; Children:</b>			
Ms. Farzana Muhammad	1	1,380,450	2.08
Ms. Almas Maqsood	2	20,792,293	31.33
<b>Sponsor and his Spouse &amp; Children:</b>			
Mr. Miftah Ismail Ahmed	1	20,592,887	31.03
Ms. Reema Ismail Ahmed	1	1,271,650	1.92
<b>Others</b>	1527	326,274	0.49
<b>Total</b>	<b>1541</b>	<b>66,356,940</b>	<b>100.00</b>

Shareholders holding 10% or more voting interest

Mr. Muhammad M. Ismail	1	10,393,998	15.65
Mr. Miftah Ismail	1	20,592,887	31.03
Ms. Almas Maqsood	2	20,792,293	31.33
Mr. Ahmed Muhammad	2	10,100,090	15.22

## STATEMENT SHOWING SHARES PURCHASE, SALE AND GIFT BY DIRECTORS, EXECUTIVES THEIR SPOUSES & CHILDREN

FROM JULY 01, 2019 TO JUNE 30, 2020

S.no.	Name	Designation	Shares Traded		Shares Gifted	
			Purchase	Sale	Received	Given
1	Mr. Muhammad M. Ismail	Director	910,790	-	-	100,035
2	Mr. Maqsood Ismail Ahmed	Director	1,232,812	-	-	860,657
3	Mr. Munsarim Saifullah	Director	23	-	-	-
4	Mr. Muhammad Zubair Motiwala	Director	20	-	-	-
5	Ms. Tasneem Yusuf	Director	20	-	-	-
6	Mr. Hamid Maqsood Ismail	Director	-	-	500,000	-



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## ELECTRONIC DIVIDEND MANDATE FORM

**To:** \_\_\_\_\_ **Date:** \_\_\_\_\_

**Subject: Bank account details for payment of Dividend through electronic mode**  
\_\_\_\_\_

Dear Sir,

I/We/Messrs., \_\_\_\_\_, being the shareholder(s) of Ismail Industries Limited (the "Company"), hereby authorize the Company, to directly credit cash dividends declared by it, in my/our bank account as detailed below:

<b>(i) Shareholder's details:</b>	
Name of the Shareholder	
CDC Participant ID & Sub-Account No. /CDC IAS	
CNIC/NICOP/Passport/NTN No. (please attach copy)	
Contact Number (Landline & Cell Nos.)	
Shareholder's Address	
<b>(ii) Shareholder's Bank account details:</b>	
Title of Bank Account	
IBAN (See Note 1 below)	
Bank's Name	
Branch Name & Code No.	
Branch Address	

It is stated that the above particulars given by me/us are correct and I/we shall keep the Company, informed in case of any changes in the said particulars in future.

Yours sincerely,

\_\_\_\_\_  
Signature of Shareholder

(Please affix company stamp in case of corporate entity)

**Notes:**

1. Please provide complete IBAN, after checking with your concerned branch to enable electronic credit directly into your bank account.
2. This letter must be sent to shareholder's participant/CDC Investor Account Services which maintains his/her/their CDC account for incorporation of bank account details for direct credit of cash dividend declared by the Company from time to time.



## PROXY FORM

The Secretary / Registrar

I/We \_\_\_\_\_ son/ daughter/ wife of \_\_\_\_\_, shareholder of **Ismail Industries Limited**, holding \_\_\_\_\_ ordinary shares as per register under Folio No \_\_\_\_\_ and/or CDC Participant ID \_\_\_\_\_ and Sub- Account No. \_\_\_\_\_ hereby appoint \_\_\_\_\_ (holding \_\_\_\_\_ ordinary shares in the Company as per register under Folio No \_\_\_\_\_ and/or CDC Participant ID \_\_\_\_\_ and Sub- Account No. \_\_\_\_\_) or failing him/her \_\_\_\_\_, (holding \_\_\_\_\_ ordinary shares in the Company as per register under Folio No \_\_\_\_\_ and/or CDC Participant ID \_\_\_\_\_ and Sub- Account No. \_\_\_\_\_) as my/ our proxy, to attend and vote for me/us on my/our behalf at the Annual General Meeting of the Company to be held on October 26, 2020 and/ or any adjournment thereof.

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2020.

(Signature should agree with the specimen signature registered with the Company)

Sign across Rs. 5/-  
Revenue Stamp

Signature of Member(s)

**Witness 1:**

Signature \_\_\_\_\_

Name \_\_\_\_\_

CNIC # \_\_\_\_\_

**Witness 2:**

Signature \_\_\_\_\_

Name \_\_\_\_\_

CNIC # \_\_\_\_\_

**Notes:**

1. A proxy need be a member of the Company
2. In order to be valid, this Proxy must be received to our Registrar/Transfer Agents, M/s. THK Associates (Pvt) Ltd. 1st Floor, 40-C, Block-6, P.E.C.H.S, Karachi 75400 Pakistan at least 48 hours before the time fixed for the Meeting, duly completed in all respects.
3. CDC Shareholders or their Proxies should bring their original Computerized National Identity Card (CNIC) or Original Passport along with the Participant's ID Number and their Account Number to facilitate their identification.

## پراکسی فارم (فارم برائے نامزدگی نمائندہ مختار)

سیکرٹری/رجسٹرار

میں/ہم \_\_\_\_\_ بیٹا/بٹی/زوجہ \_\_\_\_\_ اسماعیل انڈسٹریز لمیٹڈ/کا/کے شیئرز ہولڈرز (حصص یافتگان)، فولیو نمبر \_\_\_\_\_ اور/یا سی ڈی سی کے شراکت دار کی آئی ڈی \_\_\_\_\_ اور ذیلی اکاؤنٹ نمبر \_\_\_\_\_ کے تحت رجسٹر ہونے کے مطابق \_\_\_\_\_ عام شیئرز رکھتا ہوں/رکھتی ہوں/رکھتے ہیں۔

\_\_\_\_\_ کو مقرر کرتا ہوں/کرتی ہوں/کرتے ہیں (جو فولیو نمبر \_\_\_\_\_ اور/یا سی ڈی سی کے شراکت دار کی آئی ڈی \_\_\_\_\_ اور ذیلی اکاؤنٹ نمبر \_\_\_\_\_ کے تحت رجسٹر ہونے کے مطابق \_\_\_\_\_ کمپنی میں عام شیئرز رکھتا ہے/رکھتی ہے/رکھتے ہیں) یا اس کو \_\_\_\_\_ پیش کرتا ہوں/کرتی ہوں/کرتے ہیں (جو فولیو نمبر \_\_\_\_\_ اور/یا سی ڈی سی کے شراکت دار کی آئی ڈی \_\_\_\_\_ اور ذیلی اکاؤنٹ نمبر \_\_\_\_\_ کے تحت رجسٹر ہونے کے مطابق \_\_\_\_\_ کمپنی میں عام شیئرز رکھتا ہوں/رکھتی ہوں/رکھتے ہیں) بطور میرا/ہمارا پراکسی (نمائندہ مختار) جو 26 اکتوبر 2020 کو منعقد ہونے والے سالانہ اجلاس عام میں اور/یا ملتوی ہونے پر میری/ہمارے طرف سے شرکت کرنے، ووٹ ڈالنے کا حق رکھتا ہے۔

دستخط \_\_\_\_\_ تاریخ \_\_\_\_\_ 2020

(دستخط کا کمپنی میں موجود رجسٹر شدہ دستخط کے نمونے سے مطابقت رکھنا ضروری ہے۔)

5 روپے کے ریٹینو مہر پر دستخط

ممبر (ممبران) کے دستخط

گواہ 1	گواہ 2
_____ دستخط	_____ دستخط
نام _____	نام _____
کمپیوٹرائزڈ قومی شناختی کارڈ نمبر _____	کمپیوٹرائزڈ قومی شناختی کارڈ نمبر _____

نوٹس:

- 1- پراکسی (نامزد نمائندہ) کو کمپنی کا ممبر ہونا لازمی ہے۔
- 2- درست ہونے کے لئے پراکسی جو کہ ہر لحاظ سے باقاعدہ مکمل ہو، کا ہمارے رجسٹرار/ٹرانسفر ایجنٹس، میسرز ٹی ایچ کے ایسوسی ایٹس (پرائیویٹ) لمیٹڈ، فرسٹ فلور، C-40، بلاک 6، پی ای سی ایچ ایس، کراچی 75400، پاکستان کو اجلاس سے 48 گھنٹے قبل موصول ہونا ضروری ہے۔
- 3- سی ڈی سی شیئرز ہولڈرز (حصص یافتگان) یا ان کے پراکسیز اپنی شناختی کارڈ یا اصل پاسپورٹ بمعہ شراکت دار کا آئی ڈی نمبر اور ان کا اکاؤنٹ نمبر اپنے ہمراہ لائیں۔



# ISMAIL INDUSTRIES LIMITED

## HEAD OFFICE

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UNIT 7: E-164 TO E-168, NORTH WESTERN INDUSTRIAL ZONE,  
PORT QASIM AUTHORITY, KARACHI, PAKISTAN.  
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UNIT 8: E-154 TO E-157, NORTH WESTERN INDUSTRIAL ZONE,  
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