

Quarterly Report 31 March 2021

# TABLE OF CONTENTS

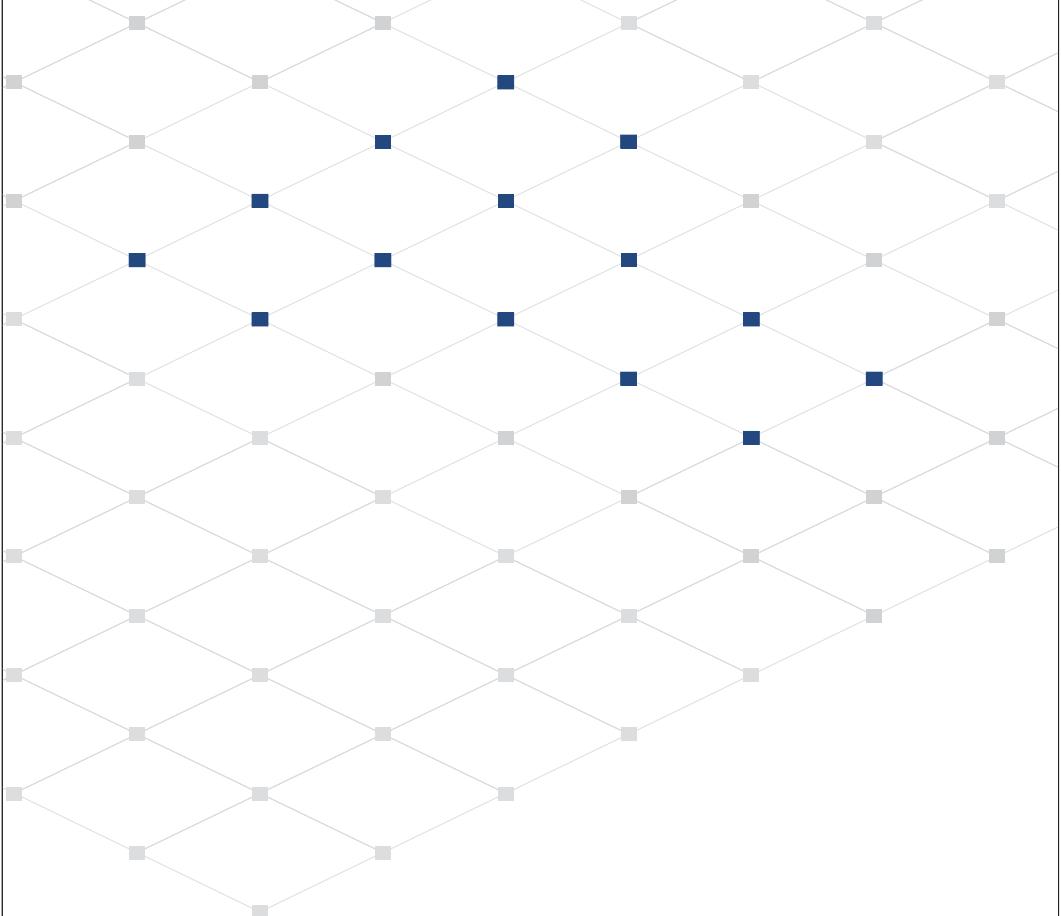
Company Information	02
Geographical Presence	03
Directors' Report	05

## **Standalone Financial Statements**

Standalone Condensed Interim Statement of Financial Position	21
Standalone Condensed Interim Statement of Comprehensive Income	22
Standalone Condensed Interim Statement of Changes in Equity	23
Standalone Condensed Interim Cash Flow Statement	24
Notes to the Condensed Interim Financial Statements	25

## **Consolidated Financial Statements**

Consolidated Condensed Interim Statement of Financial Position	33
Consolidated Condensed Interim Statement of Comprehensive Income	34
Consolidated Condensed Interim Statement of Changes in Equity	35
Consolidated Condensed Interim Cash Flow Statement	37
Notes to the Consolidated Condensed Interim Financial Statements	38



## Vision

Disrupt. Innovate. Create Value.

## Mission

To use disruptive technology to maximize stakeholder return and achieve sustainable growth for our portfolio companies.

## Vision

Integrity | Entrepreneurial Spirit | Value Creation

Team Work | Diversity | Gender Equality

# Company Information

## Board of Directors

Jameel Yusuf (S.St.)	Director/Chairman
Muhammad Ali Jameel	Director/CEO
Vice Admiral (R) Muhammad Shafi HI (M)	Director
Major Gen (R) Zafar-ul-Hasan Naqvi	Director
Bilal Alibhai	Director
Mark Rousseau	Director
Nadeem Arshad Elahi	Director
Sabiba Sultan Ahmed	Director

## Chief Executive Officer

Ali Jameel

## Chief Financial Officer

Adnan Khandwala

## Company Secretary

Danish Qazi

## Audit Committee

Nadeem Arshad Elahi	Chairman
Maj Gen (R) Zafar-ul-Hasan Naqvi	Member
Mark Rousseau	Member
Muhammad Asif	Secretary

## Human Resources & Remuneration Committee

Nadeem Arshad Elahi	Chairman
Major Gen (R) Zafar-ul-Hasan Naqvi	Member
Ali Jameel	Member
Nader Nawaz	Secretary

## Audit Committee

EY Ford Rhodes Chartered Accountants

## Legal Advisor

Mohsin Tayebali & Co

## Bankers

Habib Metropolitan Bank Ltd.  
Summit Bank Limited  
Bank Al Habib Limited  
JS Bank Ltd.  
Silk Bank Ltd.  
The Bank of Punjab Limited  
Al Baraka Bank Limited  
Askari Bank Limited  
Bank Islami Pakistan Limited

## Share Registrar

THK Associates (Pvt) Limited Plot No. 32-C,  
Jami Commercial Street 2, DHA Phase VII, Karachi - 75500  
Tel: +92-21-35310191-6, Fax: +92-21-35310190

## Registered Office

12th Floor, Centrepoint, Off-Shaheed-e-Millat Expressway,  
Adjacent KPT Interchange, Karachi-74900

## Web Presence

[www.tplcorp.com](http://www.tplcorp.com)

# Geographical Presence

## Karachi

12th & 13th Floor, Centrepoint, Off Shaheed-e-Millat  
Expressway, Adjacent K.P.T. Interchange,  
Karachi - 74900

## Lahore Office

Tower 75, 4th Floor, L Block,  
Gulberg III, Kalma Chow,  
Main Ferozpur Road, Lahore  
UAN: +92-42-111-000-300

## Multan Office

House No. 2, Shalimar Colony,  
Haider Street, Bosan Road  
(near Toyota Multan), Multan  
UAN: +92-61-111-000-300

## Islamabad Office

10th Floor (South) ISE Towers,  
55-B Jinnah Avenue, Blue  
Area, Islamabad.  
UAN: +92-51-111-000-300  
Fax: +92-51-2895073

## Faisalabad Office

Office No. 2, 4th Floor,  
Mezan Executive Tower,  
Liaqat Road, Faisalabad.  
UAN: 041-111-000-300,

## Hyderabad Office

2nd Floor Plot #15/5,  
Main Auto Bhan Road Railway  
Cooperative Housing Society, Hyderabad.

# DIRECTORS' REPORT

On behalf of the Board of Directors of TPL Corp Limited, we are pleased to present the condensed interim financial statements and a performance review of the Company for the Nine Months ended March 31st 2021.

## 1. ECONOMIC OUTLOOK

During the Q3 FY21, the economic indicators gradually began to show positive results. Growth and employment have continued to recover and business sentiment has further improved. The GDP growth in FY21 has been projected at 3% which is higher than the previously anticipated rate of 2.1% due to the improved prospects of manufacturing and reflecting in part the monetary and fiscal stimulus provided during Covid.

Several industries outperformed in Q3FY21, evident from notable growth in Large Scale Manufacturing (LSM), cement and automobile sector. LSM picked up growth trajectory to pre-COVID level of production in the month of Jan'21, experiencing growth of 9.1% (YoY) on the back of a strong recovery in economic activity. However, in Feb'21 we witnessed a slowdown of economic activity to 4.85% due to the third wave of the pandemic.

The Consumer Price Index (CPI) inflation contracted to 9.1% in Mar'21 from 12.63% in Dec'20. However, on a monthly basis, inflation has been increasing in Q3FY21 on account of an increase in food commodity prices.

## 2. FINANCIAL HIGHLIGHTS

The Group achieved a consolidated revenue of Rs. 4,135.8 million during the nine months ended 31 March 2021 showing an increase of 9% as compared to the corresponding period primarily attributable to the increase in revenue from TPL Life Insurance while the results also include revenue from Trakker Middle East (TME) amounting to Rs. 167 million which is a foreign subsidiary of TPL Trakker and is being consolidated for the first time. Cost of sales increased by Rs. 447 million resulting in a decline in gross margins. Administrative expenses of the group increased by Rs. 199.9 million in comparison to the corresponding period due to the inclusion of TME in consolidation which accounts for Rs. 135.8 million of this increase. On a group level the loss after tax for the quarter is Rs. 231 million which is substantially lower than the losses reported in Q2 of Rs. 342 million and in Q1 of Rs. 314 million. The Group reported loss per share of Rs. 2.67 as compared to Rs. 3.77 in the corresponding period.

## 3. Group Performance

A brief review of different business segments of the Company is as follows:

### a. TPL Trakker Limited

On July 1, 2020, the Company acquired an additional 21% stake in TME, due to which management control was obtained. Entering into the last quarter of the financial year 2020-2021, the Company achieved consolidated revenues of Rs 1.53 billion representing a growth of 17% when compared to last year. The Company also witnessed an improvement in the financial results before taxation by 49% relative to the corresponding period last year. Had the results been consolidated in the corresponding period last year, the financial results before taxation would have been better by 72%. The Connected Car segment contributed 52% to the topline of the Company, where 6% growth was observed against the target set for the period, whereas the Location Based Services segment, which became operationalized in 2020, far exceeded expectations by achieving 202% of the revenue target.

### Future Outlook - Connected Car & IoT

With new product innovations and targeted sales and services, TPL Trakker continued on its growth trajectory with its core revenue-generating business lines.

Leveraging the Government's Auto Policy 2016-21 encouraging new automakers to establish a presence in the country, TPL Trakker intends to maintain its leadership of the Audio Video Navigation (AVN) market both with existing clientele and new entrants. Innovations in In-car Software and Hardware will drive this market dominance. The Company is harnessing the opportunity to scale its business, with the capture of new entrants such as Hyundai and Proton. TPL Trakker will continue to drive its share of business per customer as well as capture new entrants expected in the remainder of the financial year.

Key successes in Oil & Gas, Banking, Agriculture and Automotive sectors over Q1-Q2 have demonstrated the continued potential for future growth as these sectors explore further digitalization and IoT solutions. In the country, multiple sectors are responding to market shifts which are focusing on efficiency and automation and TPL Trakker is ideally positioned to expand and capture these key markets.

The organization's continued dedication to Research and Development (R&D) has successfully sustained the Retail business lines. Although the automotive sector has yet to fully recover from the declines over the past two years, the Company's successful bespoke retail products for Toyota, Honda and Suzuki have led to new product innovations that can address the needs of the retail market as well as the automotive dealer market across the country. The continued dedication to product and market R&D, means that the Company expects to capitalize on its expertise and position in the market to grow market share and the share of business per customer.

Building upon its momentum and response to market dynamics, the TPL Trakker will continue to expand its portfolio by bringing complementing connected and IOT based solutions and innovations such as Smart Agriculture, Smart Warehousing, GenSet monitoring along with Predictive Vehicle Maintenance, Mobile Usage-Based Insurance, Trakker Fleet Management Application, Data Warehousing improvements, and Cold-Chain Monitoring.

In summation, the Company is projecting recovery and stability after showing tremendous resilience in the face of a recovering market. Diversification, product innovation, and effective sales strategies will be the catalysts for growth.

### **Future Outlook - Digital Mapping & Location Services**

The focus this coming quarter is going to be towards the Product itself. A Product Growth team is being set up to drive the roadmap of all Map Products. The road map will include feature enhancements, exploration of additional use cases through market research and a renewed focus on BI analytics.

To enhance and create a more robust UI/UX for the TPL Maps App, TPL Trakker is carrying out deep market research to guide the feature enhancement and the development roadmap of the TPL Maps App. An App revamp with a new and refined UI/UX is on the roadmap for the next 6 months.

TPL Maps will also be available in a web-view and SDK format to be coupled with applications which have a targeted emphasis to increase user engagement on their platforms. Examples are telco and fintech apps which have a substantial user base with over 6 million MAUs. The TPL Maps web view will be coupled with an Analytics Dashboard for acquisition and user behavior monitoring.

Last quarter, DART, one of the B2B SaaS solution built in-house, was introduced to selected prospective clients to a very positive response. The pipeline includes organizations like TCS, Call Courier, Cybernet, Jomo (a Servis group company), and FSIs including ABL and BAF.

The DART solution has two variants - one catering to rapid delivery and the other catering to the Corporate sales force, Logistics, pharma, e-commerce. Commercial sales for DART were initiated in January 2021 and we foresee an additional growth in revenue starting the last quarter of 2020-21.

TPL Trakker is exploring strategic partnerships to create sales channels for its products to reach a wider corporate audience. Partnership discussions are under way with the B2B business units of Telenor Pakistan, Zong, and Jazz. A revenue share model is being explored. Products under consideration are DART and LBS services. Furthermore, TPL Trakker will also be reconnoitering for partnerships with OEMs for tracking and geo-fencing of hardware equipment and looking forward to preferred partnerships in the areas of connected services (smart cars) and cloud services.

To solidify the market positioning of TPL Maps app as the Maps App of Pakistan endorsed by the Government of Pakistan, TPL Trakker intends to partner with handset manufacturers to pre-install TPL Maps App in all the local low to medium priced handsets. This should enable it to become the go-to Pakistani Maps App in competition with the Google Maps App in the local market.

The current data points acquired stand at over 5 million. To speed up the data collection efforts, TPL Trakker is exploring partnering with organizations who have similar data collected, such as customer addresses and locations through which we can enhance our data collections with respect to entries and accuracy. For this purpose the TPL team has approached and in some cases been approached by organizations like KE, PTCL and Jazz to discuss mutually beneficial collaborations. With these partnerships in place TPL Trakker will, in the coming months, explore possibilities for monetization of data by making it accessible as third party data to different industries.

In conclusion, a strategized approach towards sales, partnerships, product development and client management, along with innovations from TPL Trakker will drive stable and sustainable growth for the rest of the financial year.

**b. TPL Insurance Limited**

During the period, the Company reported Gross Written Premium of Rs. 2,259 million Vs Rs. 1,928 million in the preceding year (including Window Takaful Operations), registering 17% growth compared to prior year. The impact of Covid-19 continued to be felt during the period although with opening of the business in second half of 2020, vehicle sales picked up and registered YoY growth of 32%. Motor portfolio reported the GWP at Rs. 1,809 million compared to same period last year of Rs. 1,616 million. The Company continued to expand its footprint in other lines of business. Fire portfolio registered growth of 108% at Rs. 249 Million (2019-20: Rs. 120 Million). The Company recorded loss before tax of Rs. 16 million (2019-20: Profit of Rs. 76 million), including results of Window Takaful operations, mainly attributed to increased mix of health business in the portfolio. Health business has been underwritten as a relationship anchor to gain a share of the profitable business of fire and marine from blue-chip corporates. The strategy will facilitate growth in the future.

The Company continues its focus on digitalization initiatives to further improve service quality for our customers. During the period, we have signed up with a leading bank of Pakistan to digitize our claims payment process. We have also on-boarded several digital platforms to enhance our sales through digital channel. To further enhance our customer experience, we have signed up with digital payment platforms to automate the end-to-end process of premium collection. In order to diversify our offering, we have signed up with leading banks to provide Crop Insurance services to their customers thereby increasing our footprint in Agriculture and livestock insurance. With all these new initiatives along-with increasing depth in our traditional distributional channels, we expect to achieve sustainable profitable growth in future.

As mentioned in our report to the shareholders for the year ended 31 December 2020, Board of Directors had approved an equity investment by DEG - Deutsche Investitions - und Entwicklungsgesellschaft mbH ("DEG"), a wholly owned subsidiary of KFW Group based in Cologne, Germany, a major Development Finance Institution, of up to 19.9% equity interest in the Company by way of fresh issuance of ordinary shares other than by way of rights issue. The said capital injection amounting to Rs. 466.5 million against issuance of 23.325 million ordinary shares at the Rs 20/- has been received subsequent to the quarter end and shares have been issued.

**Future Outlook**

While the Pakistan's economy has experienced significant turbulence during FY2020-21, our Company has shown resilience and has reported remarkable growth. With the reduction in discount rates, economy is back on growth path. Motor sales have started to pick up from third quarter 2020. During 2021, our strategy is to continue our investments in digital infrastructure to further enhance the customer journey as well as to achieve operational efficiencies. The Company plans to further penetrate in non-motor segment to diversify its portfolio and increase its market share. We are confident that these measures will enable the Company to continue its path of sustainable growth in the years to come.

**c. TPL Properties Limited**

The Consolidated revenue of the company was Rs. 419 million which was lower as compared to last year due to revenue loss for early contract termination due to sale of Centrepoinby Rs. 56million. Overall profit after tax went down by Rs. 369 million due to loss of revenue on sale of Centrepoin and reduced gain on revaluation of Investment Property.

## **Future Outlook**

The Centrepoint sale transaction is near to its completion and we are expected to sign the Sale Deed by the end of April 2021. The Company will realize a balance sale proceeds upon signing of the sale deed while it will also realize its unrealized gain on investment property at the same time. This will make its revenue reserves distributable in terms of future dividends. Further, as shared earlier, we have now completed legal due diligence of short listed land parcel for master planned community and sign commitment to buy with the sellers of the property. The said land is housed under a SPV and the Company is buying this SPV (subject to financial due diligence) as per its current business model where all projects have been kept under separate SPVs.

One Hoshang, premium mixed use development project has concluded stage 5 (Tender Documentation) and shortlisted top of the notch contractors are working on the bid submissions by the end of this month. Much awaited Heritage NOC received this month, consequently Architectural plans have been submitted to SBCA. EIA report have been submitted to SEPA aiming approval following month. Project launch has now been planned in June 2021.

TTZ Phase 1, a high end Technology Park project is advancing well towards concept design (Stage 2) after concluding feasibility concept by Squire & Partners (UK design studio). This will be followed by detail design (Stage 3) to be executed by local consultants. The company has signed agreements with UK based MEP and ID consultants as well in addition to taking on board top of the notch local design consultants covering all disciplines. Consultants are simultaneously working on preparing for statutory submission which is planned to be submitted in the month of June 2021. Soil testing has been done and soon index pile testing will be started. The construction start is scheduled to be in the last quarter of 2021.

### **d. TPL Life Insurance Limited**

The Company performed satisfactorily in terms of top line growth. The Gross Written Premium (GWP) during the nine months of 2020-21 ended March 31, 2021 is Rs. 904 million which has improved by 31% as compared to Rs. 690 million for the corresponding period of 2019-20. Due to pandemic, few companies resorted to suspension in their daily operations. However, TPL Life's operations were continuously up and running without break. Thanks to the Company's operational model and system's flexibility which allowed the team to operate from home and connect remotely to ensure seamless services to our clients.

During the year, premium from corporate business is Rs. 707 million and from Retail business was Rs. 197 million compared to Rs. 585 million & Rs. 105 million respectively for comparative period of 2019-20 corporate business posted growth of 21% and retail business by 88% respectively.

Company's Takaful line of business has contributed 12% of the total premium revenue and we are expecting that contribution from Takaful line of business will increase in the coming year due to inherent need of Shariah based Takaful solutions in the retail and corporate sectors

The company paid total health and life claims of Rs. 626 million during the period with health claims to the tune of Rs. 485 million and life insurance claims of Rs. 141 million.

During the period Company had issued 12.5 million Right shares at Rs. 10 per shares to TPL Corp Ltd and received Rs. 100 million has been received as advance against shares to meet the solvency and working capital requirements.

The Company has a reinsurance arrangement with Handover Re having awarded "AA-" rating by Standard & Poors. The management believes that the reinsurance support provides diversification of risk and depth to the underwriting capacity of the Company.

The Company has maintained IFS (Insurer Financial Strength) rating of Company A- (Single A minus) by PACRA.

The after tax loss for the year was Rs. 315.5 million (2019-20: Rs. 307.5 million). Major contributors include building-up of the risk based solvency margin for health and life business and more than anticipated claims due to adverse impact of Pandemic on medical inflation. In the current economic environment and recent hike in medical inflation, company realizes that it has to constantly review its major cost centers and realign business/ operational strategies to reign in major cost heads.

During the pandemic, all guidelines released by Government were adhered to and all measures necessary for the safety of the employees were taken to ensure safest working environment. Where applicable "Work from Home" schedule has been introduced to ensure business continuity and smooth operations during the 3rd wave. All internal and external meetings are being held virtually, using video/audio conferencing facilities, to ensure the health and safety of the entire HR team of the Company, as well as the external stakeholders.

### **Future Outlook**

The economy of Pakistan is still passing through a challenging phase. Fiscal discipline, FATF Compliance, stabilization of equity market, stability of economic and taxation policies, and improved governance will ultimately lead to better economic growth. Whilst the measures being taken by the government to document the economy are appreciable, these will take their due time to yield the positive results.

The Life insurance industry is facing various challenges, the most important of which is the imposition of provincial sales taxes on the business of life and health insurance as well as on commission of insurance agents. In a country like Pakistan having one of the lowest insurance penetrations in the world, the support from the Government for the development of the insurance sector will play a key role in increasing penetration and resolving the current issues being faced. The company, along with other life insurance companies, has filed a constitutional petition and writ petition respectively in High Court of Sind and Lahore High Court challenging the levy of sales tax on life and health premium.

The Company performed satisfactorily in terms of top line growth. For the period ended March 31, 2021, gross written premium of the Company showed promising growth of 25% despite depressed new business growth statistics for other local life insurance players.

TPL life, being a front runner in tech led solutions, is ideally positioned to capitalize on the future market distribution models. With digital platforms and eco systems in place, focus will now be on aggressive go-to-market strategies and increase awareness about insurtech solutions.

For the retail line of business, the Company will focus on increasing its digital footprint and will explore partnerships with digital platforms which will enable accelerated penetration as well as diversification of risk. Faysal Bank, Jazz and UBL Omni have been engaged as distribution partner channels for new digital/retail offerings.

The Corporate business will focus on balancing portfolio profitability by regularly reviewing claims experience and retaining profit bearing corporate relationships. . On corporate health insurance, spike in medical inflation has resulted in increased competition in business retention and price war. Company intends to retain clients in profitable buckets and review its loss making clients portfolio on regular basis.

The Company's Takaful line of business has contributed 12% of the total premium revenue and it is expected to grow with bancatakufl partnerships launching further products in retail / digital domain

### **e. TPL E-Ventures**

During the quarter, TPL e-Ventures focused on participating in the follow-up funding round of existing portfolio companies. While also exploring the lucrative investment opportunities, together with underpinning the strategic relationships with local and overseas stakeholders.

The Company took part in the follow-up funding round of Rider whereby, committed to invest PKR 18.5 million. The first tranche of the investment was disbursed during the Q3FY21 and the second tranche shall be disbursed in the next quarter. The venture plans to utilize the funds raised from this funding round to launch Reverse Application Programming Interface (API) solution, setup new warehouses in order to efficiently cater the increasing volume of deliveries, expand sales force to acquire more business and procure technology from a Strategic Logistics Partner. During the quarter, Rider continued to attain exponential growth in delivery volumes i.e. more than 235,000, though slight lower than previous quarter in which Rider served more than 300,000 delivery orders given Daraz Sale Orders during Nov'20 and Dec'20. While, the Management aims to achieve 300,000 orders in the next quarter.

TPL e-Ventures also marked a hard commitment for investment in another portfolio company i.e. TelloTalk whereby, committing to invest USD 100,000 in Pre-series A funding round, which is targeted to raise USD 1.3 million. The venture aims to scale up its technology stack and infrastructure to sustain its growth and momentum with these funds. During Q3FY21, TelloTalk continued to achieve growth trajectory, whereby achieving more than 162% MoM growth in Monthly Active Users and signing up more than 150,000 new users on TelloTalk App. The venture also embarked on a significant reconfiguration of its App to represent Content-first experience, as opposed to a Connection-first which was its previous strategy to attract new users. It also deployed new feature of anonymous private chat. The venture has witnessed positive outcome from this strategy shift and aims to further improve the overall user experience going forward.

Moreover, TPL e-Ventures continued to reinforce its strategic alliances within the startup ecosystem. During the quarter, it signed-up for Amazon Web Services, Inc. (AWS) "Activate Program". The program will benefit the portfolio companies and other recommended local startups to avail credit for AWS up to USD 100K; coupled with Startup Mentorship, Free Consultation on Technical Roadmap and Access to Global Investor Network. In Feb'21, TPL e-Ventures team also co-hosted virtual event 'Fundraising: How to become Investor Ready' organized by NIC Karachi aiming to guide the founders of emerging startups on fundraising preparation process, from Strategy to Investment Teaser.

The Company tracked the emerging startups and identified four lucrative investment opportunities in the space of EdTech, e-Commerce and ERP Solution. These startups are currently under due diligence exercise and shall be thoroughly assessed before finalizing the investment decision.

Moving forward, the Management aims to closing its funding arrangement in portfolio companies in the next quarter. It also intends to support TelloTalk and Rider prudently, with their expansion plans and building technology stack, while remaining observant of remunerative investment opportunities and concluding the existing pipeline from ongoing due diligence.

**f. TPL Security Services (Private) Limited**

TPL Security Services (Private) Limited engaged in the business of manning physical guards; similar to all over the world, our business was also affected by the 3rd wave of COVID-19 as to contain spread of the virus, people are avoiding human interaction. Consequently, top line has showed a negative growth of 7% during the 9 months as compared to the corresponding period however, the Company is in constant efforts to explore new business opportunities.

**Future Outlook**

With the rise in COVID 19 all over the Pakistan, our prime focus is to expand our revenue streams and to grow our business. The Company is targeting commercial banks, commercial & residential projects, factories and shopping malls for alternate electronic security solutions that would provide sustainable revenue stream in the longer run.

**4. CREDIT RATING**

The Pakistan Credit Rating Agency Limited (PACRA) has assigned a long-term entity rating of "A" (Single A) and short-term entity rating of A1 (A one) to TPL Corp Limited. These ratings indicate a stable outlook and high credit quality.

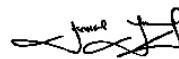
**5. ACKNOWLEDGEMENT**

We would like to thank the shareholders of the Company for the confidence they have reposed in us. We would also like to thank State Bank of Pakistan for their measures taken during past 9 months which lead the economy on growth trajectory. We appreciate the valued support and guidance provided by the Securities and Exchange Commission of Pakistan, Federal Board of Revenue and the Pakistan Stock Exchange. We would also express our sincere thanks to the employees, strategic partners, vendors, suppliers and customers for their support in pursuit of our corporate objectives.

On behalf of the Board of Directors:



ALI JAMEEL  
CHIEF EXECUTIVE OFFICER



JAMEEL YUSUF (S.ST.)  
DIRECTOR



# ڈائریکٹر رپورٹ:

ٹی پی ایل کا رپورٹینگ لینڈنگ کے پورہ آف ڈائریکٹر زکی جانب سے، ہم کمپنی کے 31 مارچ 2021 کو ختم ہونے والی نومai کے محمد عبوری مالیٰ گوشوارے پیش کرتے ہوئے خوش گھوسی کرتے ہیں۔

## 1- اقتصادی نقطۂ نظر

مالی سال 2021 کی تیسری سماںی کے دوران، معاشری متناسق بیندرائی بہتر ہوا شروع ہو گئے۔ نمو اور روزگار بحال ہو رہے ہیں اور کاروباری جذبات مزید بہتر ہو گئے ہیں۔ مالی سال 21 میں ٹی پی نوم3 فیصد ہونے کی توقع ہے جو کہ میونیچ گرگ کے بہرا مکانات اور کوڈیٹ کے دوران فراہم کردہ مائیٹری اور مالیٰ محک حصہ میں عکسی کی وجہ سے 2.1 فیصد کی گزشتہ متوقع شرح سے زیاد ہے۔

مالی سال 2021 کی تیسری سماںی متحده صنعتوں نے بہتر کارکردگی کا مظاہرہ کیا، جو ہرے پیلانے کی میونیچ گرگ (LSM)، سیست اور آئوموبائل سکھر میں نمایاں نمو سے ٹابت ہے۔ LSM نے کوئی سے پہلے جزو 21 کے میئن میں پیداوار کی سطح تک نمو کے رجحان میں اضافی کیا، معاشری سرگرمیوں میں مسلکم بھائی کی بناء پر 9.1 فیصد (سالانہ) کی نمو ہوتی تاہم بفروہی 21 میں ہم نے وباٰی پیاری کی تیسری لبر کی وجہ سے معاشری سرگرمیوں میں ست روہی دیکھی۔

کنزی پور پاک انگلیکس (CPI) افراط در سبکہ 20 میں 12.63 فیصد سے کم ہو کر مارچ 21 میں 9.1 فیصد تک ہو گیا۔ تاہم، ماہانہ بنیاد پر، افراط زکھانے کی اشیاء کی قیتوں میں اضافی کی وجہ سے مالی سال 21 کی تیسری سماںی میں بڑھ گیا۔

## 2- مالی جھلکیاں

گروپ نے 31 مارچ 2021 کو ختم ہونے والی نومai کے دوران 4,135.8 ملین روپے کی مجموعی آمدنی حاصل کی جو اسی مدت کے مقابلے میں 9 فیصد کا اضافہ نظائر کر رہی ہے۔ یہ نیمادی طور پر ٹی پی ایل ایف انٹرنیس سے حاصل ہونے والی آمدنی میں اضافہ کا سبب تھا جبکہ تائیگ میں ترکیم ایسٹ (TME) سے 167 ملین روپے کی آمدنی بھی شامل ہے جو کہ TPL ٹرکیم کی ایک غیر ملکی ذمی کمپنی ہے جو پہلی بار شاہل کی گئی ہے۔ مجموعی مارچ میں کم کی کے تیجے میں فروخت کی لاغت 447 ملین روپے تک زیاد ہو گئی۔ گروپ کے انتظامی اخراجات کنسولیڈیشن میں TME کے ضم ہونے کے باعث اسی مدت کے مقابلے میں 199.6 ملین روپے کا اضافہ ہوا۔ گروپ کی سطح پر سماںی میں تکمیل کے بعد نقصان 231 ملین روپے ہے، جو کہ دوسری سماںی میں بیان کردہ 424 ملین روپے اور پہلی سماںی میں 314 ملین روپے نقصانات سے کافی کم ہے۔ گروپ نے گزشتہ اسی مدت میں 3.77 روپے کے مقابلے 2.67 روپے کی حصہ نقصان درج کرایا ہے۔

## 3- گروپ کی کارکردگی

کمپنی کے مختلف کاروباری شعبوں کا مختصر جائزہ مدد رجذیل ہے:

### a- ٹی پی ایل ٹرکیم لینڈنگ

کم جو لوگی، 2020 کو، کمپنی نے TME میں ہر 21 فیصد حصہ حاصل کر لئے، جس کے تحت انتظامی کنٹرول حاصل کیا گیا۔ مالی سال 2020-2021 کی آخری سماںی تک، کمپنی نے 1.53 ملین روپے کی مجموعی آمدنی حاصل کی جو گذشتہ سال کے مقابلے میں 17 فیصد اضافہ نظائر ہے۔ بچھے سال کی اسی مدت کے مقابلے میں تکمیل سے قبل کمپنی کے مالی تائیگ میں بھی بہتری آئی ہے۔ اگر بچھے سال کے اسی عرصے کے مالی تائیگ کو صحیح کیا جاتا تو تکمیل سے قبل مالی تائیگ 72 فیصد بہتر ہوتے۔ نسلک کار شعبہ نے کمپنی کی تاپ لائن میں 52 فیصد کا حصہ شامل کیا، جہاں مدت کے لئے مقرر کردہ بدف کے مقابلے میں 6 فیصد اضافہ دیکھا گیا، جبکہ لوکیشن بیسڈ سر و مر شعبہ، 2020 میں آپریشن ہوا، نے موصول بدف کا 2021 فیصد حاصل کر کے تو قاتا سے تجاوہ کیا۔

## مستقبل کا نقطہ نظر۔ مسئلکہ کار اور TAT

نئی منصوں کی ایجاد و اور خدمات کے ساتھ، اپنی پی ایل ترکرنے اپنی بنیادی آمدی پیدا کرنے والے کار و باری خطوط کے ساتھ اپنی تموکو جاری رکھا۔ نئے کار سازوں کو ملک میں قیام کی ترغیب دینے کی حکومت کی آئو پالیسی 2016-2020 سے فائدہ المحتات ہے، اپنی پی ایل ترکر اپنے موجودہ اور نئے آنے والوں دونوں گاہوں کے ساتھ آؤ یونیورسٹی یونیورسٹیشن (اے وی این) مارکیٹ میں اپنی قیادت برقرار کرنے کا ارادہ رکھتی ہے۔ ان کا رسوفت ویز اور بارڈ ویز میں ایجاد و ارتادی ہے۔ اس مارکیٹ پر غلبہ حاصل کر لیتی گے۔ کمپنی ہندوستانی اور پاکستانی ہے میں دخل ہونے والوں کو پچھ کرنے کے ساتھ اپنے کار و باری خطوط کے موقع کو بروئے کار لارہی ہے۔ اپنی پی ایل ترکر ہر صارف کے کار و باریں اپنا حصہ شامل کرنے کے ساتھ ساتھ مالی سال کے باقی عرصہ میں متوجہ ہے دخل ہونے والوں کو بھی کچھ کرے گا۔

پہلا اور دوسرا سماں کے دروان آنکل ایڈنگیس، بینکنگ، بزرگتر، اور اسی میں کلیدی کامیابیوں نے مستقبل کی ترقی کے مستقبل امکانات کا مظاہرہ کیا ہے کیونکہ یہ شبہ مزید تکمیل اور پیش کرتے ہیں۔ ملک میں، متعدد شعبے مارکیٹ کی تبدیلیوں کا ریپیائس دے رہے ہیں جو کار کردار گی اور آئویشن پر توجہ دے رہے ہیں اور اپنی پی ایل ترکر ان کلیدی میڈیوں کو سمجھ کرنے اور ان کو پچھ کرنے کی مثالی پوزیشن میں ہے۔

رسروچ ایڈنڈا پلٹ پٹش (آر ایڈنڈا) کے لئے تنظیم کی مستقل گلن نے ریٹائل کار و باری خطوط کو کامیابی کے ساتھ برقرار رکھا ہے۔ اگرچہ آئو موٹو سیکٹر ایجی سکپ پچھلے دو سالوں کے دروان کی کمی کو پوری طرح سے پورا نہیں کر سکا ہے، تو یہاں، ہندوستانی اور سو زدی کی کمپنی کے ساتھ bespoke ریٹائل مصنوعات نئی مصنوعات کی ایجاد و ارتادی کا باعث ہیں جو ملک بھر کی ریٹائل مارکیٹ اور آئو موٹو سیکٹر مارکیٹ کی ضروریات کو پورا کر سکتی ہیں۔ پروڈکٹ اور مارکیٹ آر ایڈنڈا کے لئے مسلسل محنت کا مطلب یہ ہے کہ کمپنی کو توقع ہے کہ اسے مارکیٹ میں اپنی محابرہ کرنے کا فائدہ ہو گا اور مارکیٹ اور کیسٹر کار و باریں شیربر بڑھ جائیں گا۔

اپنی رفتار اور مارکیٹ محکمات کے ریپیائس کی بنیاد پر، اپنی پی ایل ترکر اس سے شکل اور آئی اولنی کی پیادا پر اس اور اس ارتادی ایجیکٹ پچھ، اسارت دیزاین سسک، جنسیت مانیٹر گنگ کے ساتھ ساتھ گاڑیوں کی مختینی نیشن کی پیش کرنی، موبائل استعمال پر مبنی انشورنس، ترکر فلیٹ میجنٹ اپنی کیشن، پیادا پر اس سسک میں بھتری، اور کولہ جیجن مانیٹر گنگ جیسی ایجاد و ارتادی کو لا کر اپنے پورٹ فوئی کو بڑھانا چاہی رکھے گی۔

خلاصہ یہ ہے کہ، مارکیٹ بھالی کا سامنا کرنے میں زبردست ٹکپ کا مظاہرہ کرنے کے بعد کمپنی بھالی اور اسٹکام کی پیش کش کر رہی ہے۔ تنوغ، مصنوعات کی جدت طرازی، اور خروخت کی موثر حکمت عملی ترقی کے لئے پیش و رخابت ہوں گی۔

## مستقبل کا نقطہ نظر۔ ڈیجیٹل مپنگ کا ورکو یونیورسٹری

اس آنے والی سماں میں توکس اپنی ای پروڈکٹ کی طرف ہو گا۔ نقش جات کی تمام مصنوعات کے روز میپ کو چلانے کے لئے ایک پروڈکٹ گرڈ تھیم تکمیل دی جا رہی ہے۔ رسروڈ میپ میں فچر اضافہ، مارکیٹ رسروچ کے ذریعے اضافی استعمال کے معاملات کی علاش اور AI تحریر یہ پیجہ دینے والی ہو گی۔

اپنی پی ایل نقش جات ایپ کیلئے مزید مضبوط UI/UX کو سمجھ اور تحلیل کرنے کے لئے تیکر کو خصوصیت میں اضافہ اور اس TPL ایپ کے ترقیاتی روز میپ کی رہنمائی کے لئے مارکیٹ کی گہری تحقیق کر رہا ہے۔ ایک نئی اور بہتر UI/UX کے ساتھ ایک ایپ ری دیپ اگلے 6 ماہ کے لئے روز میپ پر ہے۔

اپنی پی ایل نقش جات ایسے دیپ ای ویو اور اسی ذکی کے فارمیٹ میں کمی دیتا ہوں گے جو ان اپنی یونیٹر کے ساتھ مالک بنائے جائیں گے جن پر صارف کی مشغولیت کو ان کا پلیٹ اور بڑھانا چاہتے ہیں۔ مثال کے طور پر ٹیکلڈ اور فلیٹ اپنیں جن کے بنیادی صارف کی تعداد 6 ملین ایم اے یو زے زائد ہے۔ اپنی پی ایل نقش جات دیپ و یوچسول اور صارف کے روکی گئی اسی کے لئے تجویزی ڈیش بورڈ کے ساتھ مالک کر بھائی جائے گی۔

گذشتہ سماں میں، DART، ان ہاؤس تیکر کردہ B2B سس میلوشن میں سے ایک، منتسب مکان گاہوں کو ایک بہت ہی ثابت دعہ کے لئے پیش کیا گیا تھا۔ پاپ لائن میں اپنی ایمیں، بکال کو ریز، سائز مریٹ، یومو (ایک سرہیں گروپ کمپنی)، اور ایف ایس آئی پیشواں اپنی ایل اور اپنی اے ایف جیسی تیزیں شامل ہیں۔

DART میلوشن کی دو مختلف اقسام، ایک تیزی سے تسلیک کی کیٹر گنگ اور دوسرا کا پوری سلسلہ فونس، لائکس، فارما، ای کامرس کی کیٹر گنگیں۔ ڈارٹ کے لئے کمرش خروخت جنوری 2021 میں شروع کی گئی تھی اور ہم 2020-2021 کی آخری سماں سے شروع ہونے والی آمدی میں اضافے کی پیش گوئی کرتے ہیں۔

ٹی پی ایل ٹرکیم کارپوریٹ کے ویج تر سامین میک بھنپنے کے لئے اپنی مصنوعات کے سلسلہ چینوں بنانے کے لئے اسٹریچ گش شراکت کی علاش کر رہی ہے۔ ٹیکلی نار پاکستان، زونگ، اور جاز کی B2B پرنٹس کے ساتھ شراکت کی بات چیت جاری ہے۔ روپنگ شرکت باول کی علاش کی جاری ہے۔ زیر گور مصنوعات ڈارت اور ایل بی ایس خدمات ہیں۔ مزید برآں، ٹی پی ایل ٹرکیم، پارڈو ڈیزیر کے ساز و سامان سے باخبر ہے اور جیون فائنس گارڈ سولک سرویز (اسارٹ کارز) اور کافاڈ ڈسرویز کے شعبوں میں ترجیحی شراکت داری کی علاش کے لئے OEM کے ساتھ شراکت کے لئے بھی دوبارہ قوانون کرے گی۔

ٹی پی ایل افچ جات اپکی مارکیٹ پوزیشن کو تکمیل کرنے کے لئے جیسا کہ میپس اپکی طرف سے تو ٹین کی گئی ہے، ٹی پی ایل ٹرکیم پینڈسیٹ میونٹ پچر ز کے ساتھ شراکت کا ارادہ رکھتا ہے تاکہ تمام مقامی کم سے دریافتی قیمت والے پینڈسیٹ میں ٹی پی ایل میپس اپکو پہلے سے انسال کیا جاسکے۔ اس سے یقیناً مارکیٹ میں لوگوں میپس اپکے مقابلہ میں پاکستانی میپس اپ کا حصہ بنتے کیا جائے گی۔

موجودہ ذیل اپاؤنس کا جم لگ بھگ پانچ میلن رہا۔ ذیل اپاؤنس کی کوششوں کو تیز کرنے کے لئے، ٹی پی ایل ٹرکیم ان تکنیکوں کے ساتھ شراکت کی علاش کر رہا ہے جن کے پاس اپنے صارفین کے پیچے اور مقامات کی طرح لا اڑیا تھی جس کی ذریعے تم اندر جات اور در گئی کے حوالے سے اپنے ذیل اچھو کو پڑھا سکتے ہیں۔ اس مقدمہ کے لئے ٹی پی ایل کی ٹھیم رابطہ کیا ہے اور کچھ معلمات میں کے ای، ٹی پی ایل اور جاز جیسی تکنیکوں سے باہمی فاکنڈہ مندرجات پر تبادل خیال کرنے کے لئے رابطہ کیا گیا ہے۔ اس شراکت داری کے ساتھ، ٹی پی ایل ٹرکیم، آنکھہ میٹیوں میں، اعداد و شمار کو تھرپاری کے ذیل کی حیثیت سے مختلف صنعتوں تک قابل رسائی بنا کر رہا ہے۔

آخر میں، ٹی پی ایل ٹرکیم کی جدت طرازی کے ساتھ ساتھ فروخت، شراکت داری، مصنوعات کی بہتری اور کافاٹ ترجیحی کی طرف ایک حکمت عملی کا اندازہ باقی مالیاتی سال کے لئے تضمیم اور پائیدار ترقی کا آگے بڑھا گے۔

#### b۔ ٹی پی ایل انفورمیشن میڈیا

اس عرصے کے دوران، کمپنی نے بھوئی تحریری پر بیم (بیمول و نڈو ٹکان فل آپریشنز) گزشتہ سال میں 1,928 میلین روپے کے برعکس 2,259 میلین روپے درج کرایا، جو گزشتہ سال کے مقابلے 17 فیصد موظوں ہر کرہا ہے۔ کوئی 19 کے اثرات اس عرصے کے دوران جاری رہے حالانکہ 2020 کی دوسرا شہماں میں کاروبار کے آغاز کے ساتھ ہی، گاڑیوں کی فروخت میں اضافہ ہوا اور اس نے سالہ سال میں 32 فیصد اضافہ ریکارڈ کیا ہے۔ موڑ پورٹ فویلو نے گزشتہ سال کی اسی مدت میں 1,616 میلین روپے کے مقابلے موجودہ مدت میں 1,809 میلین روپے WGP درج کرایا۔ کمپنی کاروبار کے دوسرا شعبوں میں بھی اپنے پاؤں جاری ہے۔ فائز پورٹ فویلو نے 108 فیصد مویہتی 249 میلین روپے (20-2019: 120 میلین روپے) درج کرائی۔ کمپنی نے ٹکس سے قبل 16 میلین روپے (20-2019: 76 میلین روپے) منافع نقصان درج کرایا، جس میں ونڈو ٹکان فل آپریشنز کے ذریعہ بھی شامل ہیں، جس کی بنیادی وجہ پورٹ فویلو میں صحت کے کاروبار کا گھل مل جانا ہے۔ صحت کے کاروبار کو ریلیشن اسٹکر کے طور پر لکھا گیا ہے تاکہ بلیوچ کارپوریٹس سے فائز اور میرین کے منافع بیش کاروبار میں حصہ لیا جاسکے۔ اس حکمت عملی سے مستقبل کی ترقی میں آسانی ہوگی۔

کمپنی اپنے صارفین کے لئے خدمات کے معیار کو مزید بہتر بنانے کے لئے ڈیجیٹائزیشن الڈامات پر اپنی توجہ جاری رکھے ہوئے ہے۔ مدت کے دوران، ہم نے اپنے ڈیکیم کی ادائیگی کے عمل کو ڈیجیٹل بنانے کے لئے پاکستان کے ایک سرکردہ بینک کے ساتھ معاملہ کیا ہے۔ ہم نے ڈیجیٹل چیلنگ کے ذریعہ اپنی فروخت میں اضافہ کرنے کے لئے کمی ڈیجیٹل پلیٹ فارموں پر بھی مذاکرات کئے ہیں۔ اپنے صارف کے تجربہ کو مزید بڑھانے کے لئے، ہم نے پریمیم معیج کرنے سے لے کر آخر تک خود کا عمل کے لئے ڈیجیٹل ادائیگی کے پلیٹ فارم کے ساتھ معاملہ کیا ہے۔ اپنی پیش کش کو متنوع بنانے کے لئے، ہم نے معروف بینکوں کے ساتھ معاملہ کیا ہے تاکہ وہ اپنے صارفین کو فصل کی انشرنیں کی

خدمات مہیا کر سکیں اور اس طرح زراعت اور مویشیوں کی انشوائیں میں ہماری موجودگی میں اضافہ ہو گا ہمارے روایتی تقدیماتی جو نئوں میں بڑھتی ہوئی گہرائی اور ان تمام نے اقدامات کے ساتھ، ہم مستقبل میں پاسیدا رعایتی بخش نہیں کوئی موقع کرتے ہیں۔

31 دسمبر 2020 کو ختم ہونے والے سال کے حصہ یافہگان کو ہماری روپورٹ میں مذکورہ کے مطابق، بورڈ آف ڈائریکٹرز نے DEG-Deutsche Investitions-und Entwicklungsgesellschaft mbH ("DEG") کی طرف سے رائٹس اجاء کے طریقے کے علاوہ عام حصہ کے نئے اجاء کے طریقے سے کمپنی میں 19.9% ایک ڈیلپلینٹ فناں انٹیشیوشن، KFW گروپ بیڈ کی ایک مکمل ڈیلی کمپنی Cologne کے اختتام کے بعد-201 روپے کے 325.2 ملین عام حصہ کے اجراء کے عوض مذکورہ کمپنی ابھاش رقم 466.5 ملین روپے وصول ہوئی ہے اور حصہ جاری کر دیے گئے ہیں۔

#### مستقبل کا نظریہ

اگرچہ مالی سال 2021-2022 کے دوران پاکستان کی معیشت کو نمایاں نقصان ہوا ہے، ہماری کمپنی نے پہل کا مظاہرہ کیا اور اس میں نہایاں نہیں بیان کی ہے۔ امریکی ڈالر کی برابری میں ڈسکاؤنٹ شریحوں میں کمی کے ساتھ، معیشت ترقی کی راہ پر گامزن ہے۔ تیسری سماں 2020 سے موجودوں کی فروخت شروع ہو گئی ہے۔ 2021 کے دوران، ہماری حکمت عملی یہ ہے کہ صارفین کے سفر کو مزید بہتر بنانے کے ساتھ ساتھ آپریشنل بلینوں کو حاصل کرنے کے لئے ڈیجیٹل انفارا سٹرکچر میں اپنی سرمایہ کاری کو جاری رکھیں۔ کمپنی اپنے پورٹ فولیو کو متعدد بنانے اور اس کے مارکیٹ شیر کو بڑھانے کے لئے نان موزیکشن میں بھی داخل ہونیکا ارادہ رکھتی ہے۔ ہمیں یقین ہے کہ ان اقدامات سے کمپنی آنے والے سالوں میں پاسیدا رتھی کی راہ کو جاری رکھنے میں مدد دے گی۔

#### C۔ٹی پی ایل پر اپریشنل بیڈ

کمپنی کی مجموعی آمدی 419 ملین روپے رہی، جو کہ سفر پوائنٹ کی فروخت کی وجہ سے معابرہ کے جلد خاتمه سے آمدی کے نقصان کے باعث گزشتہ سال کے مقابلے 56 ملین روپے کم ہوئی۔ سفر پوائنٹ کی فروخت پر آمدی کے نقصان اور انویسٹمنٹ پر اپریٹی کی دوبارہ قیمت پر کم گین کوجہ سے تیکس کے بعد مجموعی منافع 369 ملین روپے تک کم ہو گیا۔

#### مستقبل کا نقطہ نظر

سینٹر پوائنٹ پر فروخت کا لین دین تقریباً مکمل ہونے کو ہے اور ہمیں امید ہے کہ اپریل 2021 کے اختتام تک معابرہ بیچ پر دستخط ہو جائیں گے۔ کمپنی معابرہ بیچ کے دستخط ہونے پر بھایا فروخت کی آمدی کا حاصل کرے گی اور دریں انشاء انویسٹمنٹ پر اپریٹی پر غیر وصول شدہ گین کی حاصل کرے گی۔ اس آمدی کو مستقبل کے ڈیویڈ بیڈز کی شرائط میں قابل تقسیم خانہ میں محفوظ رکھا جائے گا۔ مزید برآں، جیسا کہ پہلے بیان کیا گیا، ہم نے اب ماسٹر چلپین کمپنی کے لئے مخصوص قطعہ زمین کے لئے قانونی کارروائی مکمل کی ہے اور اپریٹی کے فروخت کنندہ کے ساتھ خریداری کے معابرہ پر دستخط کر دیے ہیں۔ مذکورہ زمین پر SPV کے تحت گھر بننے ہوئے ہیں اور کمپنی اس SPV کو (فائل ادائیگیوں کے حوالے سے) اپنے موجودہ کاروباری ماذل کے مطابق خرید رہی ہے جہاں تمام منصوبے الگ الگ SPVs کے تحت رکھے گئے ہیں۔

وہ ہو چکا ایک پریمیم مکمل استعمال ڈیزائن مرحلے کے اختتام کے بعد مرحلہ 5 (مینڈ روستاویرز) کی طرف بڑھ رہا ہے اور سب سے تاپ کے شارٹ لسٹ ٹکیکیدار ان سماں کے اختتام تک پیش جمع کرنے پر کام کر رہے ہیں۔ ہیچ این اوسی EIA کا SEPA کوچع کرائے گئے ہیں۔ اگلے میئن منظوری کے لئے رپورٹ جمع کرائی گئی۔ پراجیکٹ کا آغاز جون 2021 میں کرنے کی منصوبہ بندی کی گئی ہے۔

اسکواڑ ایڈ پارٹرز (یوکے ڈیزائن اسٹوڈیو) کے فریلنٹی کنسپٹ مکمل ہونے کے بعد ۲۷ نومبر، ایک بلند و بالائیاناوجی پارک پر جیکٹ کنسپٹ ڈیزائن (سچ 2) کی طرف بڑھ رہا ہے۔ اس کے بعد مقامی کنسٹلٹنٹس کے ذریعے عمل میں لا یا جانے والا تفصیلی ڈیزائن (سچ 3) تیار کیا جائے گا۔ کمپنی نے تمام ڈسپلیز کا احاطہ کرنے والی notch مقامی ڈیزائن کنسٹلٹنٹس کو بورڈ پر لینے کے علاوہ برطانیہ میں PIM و ID میشیروں کے ساتھ معاہدوں پر دستخط کیے ہیں۔ کنسٹلٹنٹس ہیک وقت قانونی مستاویہ اساتھ جمع کروانے کی تیاریوں پر کام کر رہے ہیں جس کا جون 2021 میں جمع کروانے کی منصوبہ بندی ہے۔ مٹی کی جانچ ہو چکی ہے اور جلد ہی انڈیکس پائل کی جانچ شروع کر دی جائے گی۔ تیمرا کا آغاز 2021 کی آخری سماں میں ہونے والا ہے۔

#### d-ٹی پی ایل انشورنس لمینڈ

سماں کے دوران کمپنی نے تاپ لائنز کی شرکاٹ میں اچھی کارکردگی کا مظاہرہ کیا۔ 31 مارچ 2021 کو ختم ہونے والی 2020-2021 کی نومالی کے دوران مجموعی تحریری پریمیم (جی ڈبلیو پی) 904 ملین روپے رہا جو 2019 کی اسی مدت میں 690 ملین روپے کے مقابلے 31 فیصد بہتر ہوا ہے۔ وبا پیاری کی وجہ سے، چند کمپنیوں نے اپنے یومیہ آپریشنز کو مغلل کر دیا تاہم TPL ایک اپریشنز بالاتوفہ جاری رہے۔ کمپنی کے آپریشنل ماذل اور سہم کی پک کے شرگزار ہیں جس نے ہمارے کانٹس کے لئے خدمات کو لیفٹنی بنانے کے لئے ٹیم کو گھر سے اور کمکت ریوٹلی کے ذریعے کاروبار جاری رکھنے کی اجازت دی ہے۔

سال کے دوران، کارپوریٹ ہرنس کا پریمیم 707 ملین روپے اور ریٹیل کاروبار سے 197 ملین روپے جبکہ 2019-2020 کی تقاضی مدت میں بالترتیب 585 ملین روپے اور 105 ملین روپے تھا۔ کارپوریٹ کاروبار میں 21 فیصد اور ریٹیل کاروبار میں 88 فیصد بالترتیب اضافہ ہوا ہے۔

کمپنی کے ہکافل لائنز آف ہرنس نے مجموعی پریمیم ریونو میں 12 فیصد حصہ شامل کیا ہے اور ہم تو قریب ہے ہیں کہ ریٹیل اور کارپوریٹ سکٹر میں شرایع پرمنی ہکافل سیلوٹ کی موروثی ضرورت کی بدولت آئندہ سال میں ہکافل لائنز آف ہرنس سے شراکت میں اضافہ ہو گا۔ کمپنی نے اس عرصے کے دوران کل 626 ملین روپے صحت اور زندگی کے گھیر میں ادا کئے، جس میں صحت کے گھیر 485 ملین روپے اور لائے انشورنس کے گھیر 141 ملین روپے ہیں۔

اس مدت کے دوران کمپنی نے سولہ بیس اور ونگ کمپنی کی ضروریات کو پورا کرنے کے لئے ٹی پی ایل کارپوریٹ ہرنس لمینڈ کو 10 روپے فی شیئر کے حساب سے 12.5 ملین رائٹ شیئرز جاری کئے اور شیئرز کے عوپن پیٹیگی کے طور پر 100 ملین روپے وصول کئے ہیں۔

کمپنی کے پاس Re Handover کے ہاں ری انشورنس کا بندوبست ہے جسے اسٹینڈاپنڈ پورز کی طرف سے "AA" درجہ بندی سے نوازا گیا ہے۔ انتظامیہ کو یقین ہے کہ انشورنس سپورٹ کمپنی کی اندر رائٹنگ صلاحیت کو خطرہ اور گہرائی کی تنواع فراہم کرتی ہے۔

کمپنی نے PACRA کی طرف سے کمپنی کی A-(سنگل اے مانس) کی IFS (انشور فناش سٹریٹھ) کی درجہ بندی کو برقرار کھا ہوا ہے۔

سال کے لئے ٹکس کے بعد نقصان 5.15 میلین روپے (2019-20: 5.307 میلین روپے) تھا۔ اہم شرکت داروں میں صحت اور زندگی کے کاروبار کے لئے خطہ و پریمنی سا لوپنی مار جن کی تقدیمیں کے ساتھ ساتھ زندگی اور صحت کی انشورنس کی کارروائیوں کے آغاز اور اس سے وابستہ اخراجات شامل ہیں۔ موجودہ معاشری ماحول میں اور آپریشنل اخراجات میں حالیہ اضافے کے ساتھ، کمپنی کو احساس ہے کہ اپنے اہم لائلگت کے مرکز پر مستقل طور پر جائزہ لینا پڑتا ہے اور کاروباری / آپریشنل حکومت علیمیوں کو دوبارہ بحال کرنا پڑتا ہے۔

وابائی مرخص کے دوران، حکومت کی طرف سے جاری کردہ تمام گائیڈ لائنز پر عمل کیا گیا اور مالاز میں کی خلافت کے لئے تمام ضروری اقدامات محفوظ کام کا ماحول یقینی بنانے کے لئے کئے گئے۔ جہاں قابل اطلاق ہوا تیری اہر کے دوران کاروبار کے تسلیم اور ہموار آپریشنل یقینی بنانے کے لئے "گھر سے کام" کا شیڈول متفاہر کرایا گیا۔ کمپنی کی پوری اچھی آئندہ کے ساتھ ساتھ یہ ورنی اسٹینک ہولڈرز کی صحت اور خلافت کو یقینی بنانے کے لئے، ویدیو / آڈیو کا فرنزنس گ سہولیات کا استعمال کرتے ہوئے، تمام داخلی اور خارجی اجلاس عملی طور پر منعقد کئے جائیں۔ مستقبل کا نقطہ نظر

پاکستان کی معیشت اب بھی ایک مشکل مرحلے سے گزر رہی ہے۔ مالی ظلم و ضبط، فیفٹ کی تقدیم، ایکوئی مارکیٹ کا استحکام، معاشری اور ٹکس پالیسیوں کا استحکام، اور بہتر گرونس بالآخر بہتر معاشری نموداری باعث بنتے گی۔ جب کہ حکومت کی جانب سے معیشت کو دستاوردی بنانے کے لئے اٹھائے جانے والے اقدامات قابل تعریف ہیں، ان کے ثابت بتائیں جو آمد ہونے میں اس کا مفترہ وقت درکار ہوگا۔

لائف انشورنس صنعت کو مختلف چیلنجز کا سامنا ہے، ان میں سب سے اہم زندگی اور صحت کی انشورنس کے کاروبار کے ساتھ ساتھ انشورنس ایجینٹوں کے کمیشن پر بھی صوبائی سیلوٹکس لگاتا ہے۔ پاکستان جیسے ملک میں، جو دنیا میں سب سے کم انشورنس اندران میں سے ایک ہے، انشورنس سیکریتی ترقی کے لئے حکومت کی مدد اور ارجمند ہانے اور موجودہ مسائل کو حل کرنے میں کلیدی کردار ادا کرے گی۔ دیگر لائف انشورنس کمپنیوں سمیت، کمپنی نے لائف اور ہلپٹھ پر یکم پر سیلوٹکس عائد کرنے کو چیلنج کرتے ہوئے آئینی پیشیں اور رٹ پیشیں باترتیب مندرجہ بائی کورٹ اور لاہور ہائی کورٹ میں دائرے کیے۔

کمپنی نے ٹاپ لائن نموکی شرکاط میں تسلی بخش کارکردگی کا مظاہرہ کیا۔ 31 مارچ 2021 کو ختم ہونے والی مدت کے لئے، کمپنی کے مجموعی تحریری پر یکم نے دیگر مقامی لائف انشورنس کھلاڑیوں کے لئے کمپنی کاروباری نمائشیات کے باوجود 25 فیصد کی نموظاہری ہے۔ ٹی پی ایل لائف، ٹکنیکل سلیوشن میں فرشت رز ہونے کے ناطے، مستقبل مارکیٹ کی تقدیم کے ماؤں کو فائدہ مند بنانے کے لئے مثالی حیثیت رکھتا ہے۔ ڈیجیٹل پلیٹ فارم کے ساتھ اور ایکوسسٹمز کی بدولت، اب مارکیٹ میں جارحانہ حکومت علیمیوں پر توجہ دی جائے گی اور یہ سے یک سلیوشن کے بارے آگاہی میں اضافہ ہوگا۔

کاروبار کی خودہ لائن کے لئے کمپنی اپنے ڈیجیٹل فٹ پرنٹ کو بڑھانے پر توجہ دے گی اور ڈیجیٹل پلیٹ فارم کے ساتھ شراکت کی ملاش کرے گی جو تیز ترین دخول کے ساتھ خودہ کی تنوع کے قابل بنائے گی۔ نئی ڈیجیٹل ارٹیل آفنگز کے لئے ڈسٹری یوشن پاٹرنس چیلنجز کے طور پر فیصلہ بینک، جاز اور یوبی ایل اونی کو ایجنس کیا گیا ہے۔

کارپوریٹ کاروبار باقاعدگی سے کلیئر کے جائزہ اور کارپوریٹ تعلقات پر منافع کو برقرار رکھتے ہوئے پورٹ فولیو منافع یابی کو متوازن کرنے پر توجہ مرکوز رکھے گا۔ کارپوریٹ ہیلتھ انٹرونس پر، میڈیکل انفلیشن میں اضافہ کاروباری تباہ اور قیمتوں کی جگہ کے مقابلہ میں اضافہ کا نتیجہ ہے۔ کمپنی کا اکٹس کو منافع بخشنڈھ میں رکھنے اور باقاعدہ بنیاد پر تقاضاں دہ کا اکٹس پورٹ فولیو کا جائزہ لیے کاراڈہ رکھتی ہے۔

کمپنی کی ہکافل لائن آف برنس نے کل پر یکم آمدنی میں 12 فیصد کا حصہ شامل کیا ہے اور ریٹیل ڈیجیٹل ڈومن میں مزید مصنوعات کا آغاز کر کے بینک ہکافل پارٹشپ کے ساتھ مورکرنے کی توقع ہے۔

#### e- ٹی پی ایل ای ویچر

سہ ماہی کے دوران، ٹی پی ایل ای ویچر زموجودہ پورٹ فولیو کمپنیوں کے فالاپ فنڈنگ رائڈنگ میں شرکت کرنے پر توجہ مرکوز کر رہی ہے۔ جبکہ مقامی اور غیر ملکی اسٹیک ہولڈرز کے ساتھ اندر پائیگ ٹریجک تعلقات کے ہمراہ، پرکش سرمایہ کاری کے موقع بھی ملاش کر رہی ہے۔ کمپنی نے رائڈر کے فالاپ فنڈنگ رائڈنگ میں حصہ لیا جہاں 5.5 ملین روپے کی سرمایہ کاری کی ہے۔ سرمایہ کاری کی پہلی قسط مالی سال 21 کی تیسری سہ ماہی کے دوران جاری کردی گئی اور دوسرا قسط اگلی سہ ماہی میں جاری کردی جائے گی۔

ٹریجک لائٹکس پارٹشنس سے مزید کاروبار اور یکٹنا لوچی حاصل کرنے کے لئے ڈیلوریز کے بڑھتے ہوئے جم کو موثر انداز میں پورا کرنے، بیز فورس کو بڑھانے کے لئے ریوس اپیلی کیشن پروگرامنگ انسٹریفیس (API) سلیوشن کا آغاز کرنے، نئے ویز باؤس قائم کرنے کے لئے اس فنڈنگ رائڈنگ سے اکٹھے کئے گئے فنڈ رکاوستمال کرنے کا منصوبہ ہے۔ سہ ماہی کے دوران، رائڈر نے تریکل کے جم میں 235,000 سے زیادہ ڈیلوری جم میں غیر معمولی جم نموحاصل کرنا جاری رکھی ہے، اگرچہ پچھلی سہ ماہی کے مقابلے میں معمولی کم ہے جس میں رائڈر نے نومبر 20 اور دسمبر 20 کے دوران داراز کو 300,000 سے زیادہ تریکل آرڈر رزپیش کیے تھے۔ جبکہ انتظامیہ کا مقصود اگلی سہ ماہی میں 300,000 آرڈر حاصل کرنا ہے۔

ٹی پی ایل ای ویچر نے ایک اور پورٹ فولیو کمپنی یعنی ٹیلوٹاک میں بھی سرمایہ کاری کا عزم کیا ہے جس کے تحت، پری سیریز اے فنڈنگ رائڈنگ میں 100,000 امریکی ڈالر کی سرمایہ کاری کرنے کا عدب کیا ہے، جس میں 1.3 ملین امریکی ڈالر مرجع کرنے کا ہدف ہے۔ اس منصوبے کا مقصد ان فنڈ زکی مدد سے اپنی ترقی اور فقار کو برقرار رکھنے کے لئے اپنے یکٹنا لوچی اسٹیک اور افراسٹریچر کی پیائش کرنا ہے۔ Q3FY21-22 کے دوران، ٹیلوٹاک نے نموحاصل کرنا جاری رکھا، جس کے تحت مالہہ ایکنو صارفین میں 162 فیصد سے زائد نموحاصل کی گئی اور ٹیلوٹاک ایپ پر 150,000 سے زیادہ نئے صارفین نے سائن اپ کیا۔ اس منصوبے نے لیکیشن فرسٹ کے برخلاف، نئے صارفین کو راغب کرنے کے لئے اس کی سابقہ حکمت عملی کے برخلاف، ہمواری کی مانندگی کرنے کے لئے اپنی ایپ کی ایک اہم تشكیل نوکا بھی آغاز کیا۔ اس نے نئی بات چیز کی نئی خصوصیت بھی متعین کر دی۔ منصوبے کی حکمت عملی میں تدبیلی کے ثابت مانگ دیکھنے میں آئے ہیں اور اس کا مقصد صارف کے تجربے کو آگے بڑھانا ہے۔

مزید یہ کہ، TPL ای ویپر ز اسٹارٹ اپ ماحولیاتی نظام کے اندر اپنے اسٹریٹجیک اتحاد کو مزید تقویت بخشتارہا۔ سہ ماہی کے دوران، اس نے ایکیزوں دیب سروز، انکار پوریشن (AWS) "ایکلیوٹ پروگرام" کے لئے سائنس اپ کیا۔ اس پروگرام سے پورٹ فولیو کمپنیوں اور دیگر تجویز کردہ مقامی اسٹارٹ اپس کو فائدہ ہو گا تاکہ وہ 100 ہزار امریکی ڈالر تک AWS کا کریٹ، اسٹارٹ آپ منور شپ کے ساتھ، تکنیکی روڑ میپ پر مدفت مشاورت اور عالمی سرمایہ کارنیٹ ورک تک رسائی حاصل کر سکیں۔ فروری 21 میں TPL ای ویپر ز تم نے NIC کراچی کے زیرِ انتظام مشترکہ طور پر ورچوکل الیون، فنڈر ریٹنگ، انویسٹریڈی کیسے بنے کا اہتمام کیا، جس کا مقصد انویسٹمنٹ شرکر کے لئے حکمت عملی سے لے کر فنڈر ریٹنگ کی تیاری کے عمل میں ابھرتے ہوئے اسٹارٹ اپس کے بائیوں کی رہنمائی کرنا ہے۔ کمپنی نے ابھرتے ہوئے اسٹارٹ اپس کا سراغ لگایا اور ایڈیٹ کیک، ای کا مرس اور ای آر پی سلیوشن کے خلاء میں سرمایہ کاری کے چار منافع بخش موقعوں کی نشاندہی کی۔ فی الحال یہ اسٹارٹ اپس مستعد مشن کے تخت میں اور سرمایہ کاری کے فیبلے کو حقیقی شکل دینے سے پہلے ان کا مکمل جائزہ لیا جائے گا۔

آگے بڑھتے ہوئے، انتظامیہ کا مقصد اگلی سہ ماہی میں پورٹ فولیو کمپنیوں میں فنڈر کے انتظامات کو بند کرنا ہے۔ یہ سرمایہ کاری کے میکھم موقعوں کا مشاہدہ کرتے ہوئے اور موجودہ پاپ لائن کو مسلسل وابستگی سے ختم کرتے ہوئے اپنے توسمی منصوبوں اور تغیراتی نیکنالوچی اسنیک کے ساتھ، ٹیلوٹاک اور انڈر رکو چھداری سے سپورٹ کرنے کا بھی ارادہ رکھتی ہے۔

**4۔ٹی پی ایل سکیورٹی سروز (پرائیویٹ) لمبید**  
 ٹی پی ایل سکیورٹی سروز (پرائیویٹ) لمبید فریبکل گارڈز کی دیکھ بھال، پوری دنیا میں اسی طرح کے کاروبار میں مصروف COVID-19 کی تیسری بارے ہمارا کاروبار بھی متاثر ہوا کیونکہ دنیس کے پھیلاوہ کو روکنے کے لئے، لوگ انسانی میل جوں سے اجتناب کر رہے ہیں۔ اس کے نتیجے میں، گزشتہ سال کی اسی مدت کے مقابلے نو ماہی کے دوران ناپ لائن نے 7 فیصد کی منفی عموماً ہر کی ہے تاہم، کمپنی نے موقعوں کی مسلسل علاش میں ہے۔

**مستقبل کا نظر نظر**  
 پورے پاکستان میں کوویڈ 19 میں اضافہ کے ساتھ، ہماری بنیادی توجہ اپنی آمدی کے بھاؤ اور کاروبار کو بڑھانے پر ہے۔ تبادل ایکٹر و کمک  
 سکیورٹی سلیوشن کے لئے کمپنی تجارتی میکنوں، تجارتی اور ہائی منصوبوں، فیکٹریوں اور شاپنگ مالز کو ہدف بنارہی ہے جو طویل مدت میں پائیدار آمدی بھاؤ فراہم کریں گے۔

**4۔ کریٹ ریٹنگ**  
 پاکستان کریٹ ریٹنگ ایجنٹی لمبید (PACRA) نے ٹی پی ایل کار پوریشن لمبید کو طویل مدتی ایئٹنٹی کی درجہ بندی "اے" (سنگل اے) اولیل مدتی ریٹنگ کی درجہ بندی "اے 1" (اے وان) تفویض کی ہے۔ یہ درجہ بندی میکھم آؤٹ لک اور عالمی کریٹ میار کی نشاندہی کرتی ہے۔

ہم کمپنی کے شیئر ہولڈر زکا کمپنی پر اعتماد کا شکریہ ادا کرتے ہیں۔ ہم سکپیوریٹیز اینڈ آپکچن کمیشن آف پاکستان، فیڈرل بورڈ آف ریونیو اور پاکستان اسٹاک اینڈ چین کی طرف سے فراہم کردہ قابل قدر حمایت اور رہنمائی کو بھی سراہتے ہیں۔ ہم کارپوریٹ مقاصد کے حصول میں ملازمین، اسٹریچ گ شرکت داروں، وینڈرر، سپلائر اور صارفین کی ملکانہ حمایت کا بھی شکریہ ادا کرتے ہیں۔

من جانب بورڈ آف ڈائریکٹرز

جیل یوسف (الیس الیس ٹی)

ڈائریکٹر

علی جیل

چیف ایگزیکٹو فیسر

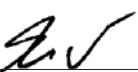
**STANDALONE  
CONDENSED  
INTERIM FINANCIAL  
STATEMENT**

# CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UN-AUDITED)

AS AT MARCH 31, 2020

	Note	March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	5	7,019,393	1,336,377
Right of use Asset	6	8,643,684	-
Intangible assets		85,552	360,556
Long-term investments	7	5,810,928,996	4,706,994,606
		<b>5,826,677,625</b>	<b>4,708,691,539</b>
<b>CURRENT ASSETS</b>			
Advances	8	149,041,344	28,452,300
Trade deposits and prepayments	9	14,725,999	100,000
Interest accrued		9,656,646	6,457,582
Due from related parties	10	104,396,162	104,645,416
Taxation - net		8,151,898	6,731,147
Cash and bank balances		8,127,857	5,307,238
		<b>294,099,906</b>	<b>151,693,684</b>
<b>TOTAL ASSETS</b>		<b>6,120,777,531</b>	<b>4,860,385,223</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital			
Authorised			
330,000,000 (June 30, 2020: 330,000,000)			
ordinary shares of Rs.10/- each		3,300,000,000	3,300,000,000
		<b>3,300,000,000</b>	<b>3,300,000,000</b>
Issued, subscribed and paid-up capital		2,672,977,630	2,672,977,630
Capital reserve		60,855,762	60,855,762
Revenue reserves		(534,102,379)	(300,342,044)
Other Component of equity		1,296,438,446	397,080,356
		<b>3,496,169,459</b>	<b>2,830,571,704</b>
<b>NON-CURRENT LIABILITIES</b>			
Long Term Financing	11	1,037,966,625	22,009,291
Gouvernement Grant		1,203,068	940,087
Lease Liabilities	12	6,352,768	-
		<b>1,045,522,461</b>	<b>22,949,378</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables		113,670,355	48,036,705
Accrued mark-up	13	93,125,962	274,075,532
Short-term financing	14	350,000,000	150,000,000
Current portion of non-current liabilities		52,956,180	9,981,732
Due to related parties	15	964,603,530	1,520,040,590
Unclaimed dividend		1,729,583	1,729,583
Unpaid dividend		3,000,000	3,000,000
		<b>1,579,085,610</b>	<b>2,006,864,141</b>
<b>CONTINGENCIES AND COMMITMENTS</b>	16		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>6,120,777,531</b>	<b>4,860,385,223</b>

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.



Chief Executive Officer



Chief Financial Officer



Director

**CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND  
OTHER COMPREHENSIVE INCOME (UN-AUDITED)**  
FOR THE NINE MONTHS ENDED MARCH 31, 2021

	Nine months ended		Quarter ended	
	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
Note	(Rupees)		(Rupees)	
Dividend income	-	-	-	-
Administrative expenses	(101,809,468)	(84,903,955)	(41,105,525)	(21,651,229)
<b>Operating loss</b>	<b>(101,809,468)</b>	<b>(84,903,955)</b>	<b>(41,105,525)</b>	<b>(21,651,229)</b>
Finance cost	(139,655,959)	(248,906,917)	(50,150,753)	(57,280,379)
Other income	7,705,092	8,867,265	2,845,240	6,212,348
<b>Loss before taxation</b>	<b>(233,760,335)</b>	<b>(324,943,607)</b>	<b>(88,411,038)</b>	<b>(72,719,260)</b>
Taxation	-	-	-	-
<b>Loss for the period</b>	<b>(233,760,335)</b>	<b>(324,943,607)</b>	<b>(88,411,038)</b>	<b>(72,719,260)</b>
<b>Other comprehensive income</b>				
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods, net of tax</i>				
Fair value gain / (loss) on equity instruments designated at fair value through other comprehensive income (FVTOCI)	899,358,091	(378,109,101)	294,574,407	(651,834,803)
<b>Total comprehensive income for the period</b>	<b>665,597,756</b>	<b>(703,052,708)</b>	<b>206,163,369</b>	<b>(724,554,063)</b>
<b>(Loss) per share - Basic and diluted</b>	<b>(0.87)</b>	<b>(1.22)</b>	<b>(0.33)</b>	<b>(0.27)</b>

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.



Chief Executive Officer



Chief Financial Officer



Director

**CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)**  
FOR THE NINE MONTHS ENDED MARCH 31, 2021

	<b>Issued, subscribed and paid-up capital</b>	<b>Capital reserve - reserves created under Scheme of Arrangement</b>	<b>Revenue reserves - Unappropriated profit</b>	<b>Fair value reserve of financial assets designated at FVOCI</b>	<b>Total Equity</b>
----- Rupees -----					
<b>Balance as at July 01, 2019</b>	2,672,977,630	60,855,762	7,906,620	798,550,090	3,540,290,102
Issuance of ordinary right shares					
Loss for the period	-	-	(324,943,607)	-	(324,943,607)
Transfer to revenue reserve on disposal			112,043,788	(112,043,788)	
Other comprehensive loss for the period, net of tax	-	-	(378,109,100)	(378,109,100)	
Total comprehensive loss for the period	-	-	(212,899,819)	(490,152,888)	(703,052,707)
<b>Balance as at March 31, 2020</b>	<b>2,672,977,630</b>	<b>60,855,762</b>	<b>(204,993,199)</b>	<b>308,397,202</b>	<b>2,837,237,395</b>
<b>Balance as at July 01, 2020</b>	<b>2,672,977,630</b>	<b>60,855,762</b>	<b>(300,342,044)</b>	<b>397,080,356</b>	<b>2,830,571,704</b>
Issuance of ordinary right shares					
Loss for the period	-	-	(233,760,335)	(233,760,335)	
Other comprehensive income for the period, net of tax	-	-	899,358,091	899,358,091	
Total comprehensive (loss) / income for the period	-	-	(233,760,335)	899,358,091	665,597,755
<b>Balance as at March 31, 2021</b>	<b>2,672,977,630</b>	<b>60,855,762</b>	<b>(534,102,379)</b>	<b>1,296,438,446</b>	<b>3,496,169,459</b>



Chief Executive Officer



Chief Financial Officer



Director

# CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

	March 31, 2021	March 31, 2020
-----(Rupees)-----		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Loss before taxation	(233,760,335)	(324,943,607)
Adjustment for non cash charges and other items:		
Depreciation	1,533,308	384,232
Deferred Income	(4,339,301)	-
Markup on commercial paper	-	(3,476,008)
Amortisation	275,004	275,000
Finance cost	139,655,960	248,906,917
	137,124,971	246,090,140
<b>Operating loss before working capital changes</b>	(96,635,364)	(78,853,466)
(Increase) / decrease in current assets		
Advances	(120,589,044)	(9,633,782)
Trade deposits & prepayments	(14,625,999)	-
Interest accrued	(3,199,064)	(4,167,372)
Due from related parties	249,254	399,293,486
	(138,164,853)	385,492,332
(Decrease)/ increase in current liabilities		
Trade and other payables	65,633,650	10,704,423
Due to related party	(555,437,060)	549,817,191
	(489,803,410)	560,521,614
<b>Cash flows from operations</b>	(724,603,627)	867,160,479
Payments for:		
Finance cost	(316,266,232)	(121,010,632)
Income taxes - net	(1,420,751)	22,184,313
	(317,686,982)	(98,826,319)
<b>Net cash flows from operating activities</b>	(1,042,290,609)	768,334,160
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of tangible assets	(6,902,008)	(407,950)
Purchase of investment in TPL Life Insurance Limited	-	(200,000,000)
Disposal of TPL Insurance shares	-	462,580,400
Purchase of investment in TPL Logistics	-	(3,293,170)
Short term investments	-	139,603,417
Short term investments	-	(231,727,199)
Recognition of RoU Asset	(8,958,000)	-
Purchase of investment in TPL Properties Limited	(204,576,300)	-
<b>Net cash flows used in investing activities</b>	(220,436,308)	166,755,498
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Commercial paper redemption	-	(1,100,000,000)
Short term financing	200,000,000	566,720,083
Lease Liabilities	7,279,692	-
Long-term financing - net	1,058,267,844	(400,000,000)
<b>Net cash flows used in financing activities</b>	1,265,547,536	(933,279,917)
<b>Net increase / (decrease) in cash and cash equivalents</b>	2,820,619	1,809,741
<b>Cash and cash equivalents at the beginning of the period</b>	5,307,238	7,393,912
<b>Cash and cash equivalents at the end of the period</b>	<b>8,127,857</b>	<b>9,203,653</b>

The annexed notes from 1 to 19 form an integral part of these condensed interim financial statements.



Chief Executive Officer



Chief Financial Officer



Director

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

## 1. LEGAL STATUS AND OPERATIONS

**1.1.** TPL Trakker Limited (the Company) was incorporated in Pakistan on December 04, 2008 as a private limited company under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). In year 2009, the Company was converted into a public company and got listed on Pakistan Stock Exchange Limited on July 16, 2012. Effective from November 24, 2017, the name of the Company has been changed to TPL Corp Limited. The registered office of the Company is situated at Centrepoint Building, Off Shaheed-e-Millat Expressway, near KPT Interchange Flyover, Karachi. The principal activity of the Company is to make investment in group and other companies.

**1.2.** Geographical location and addresses of business unit is as under:

Location	Addresses
a) Holding Company	12th and 13th Floor, Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange, Karachi.

**1.3.** TPL Holdings (Private) Limited is the parent company, which holds 166,830,401 (June 30, 2020: 166,830,401) ordinary shares of the Company representing 62.41 percent (June 30, 2020: 62.41 percent) shareholding as of the reporting date.

**1.4.** These condensed interim financial statements are the separate condensed interim financial statements of the Company, in which investments in the below mentioned subsidiaries and associates have been accounted for at fair value and cost less accumulated impairment losses, if any, respectively.

As of reporting date, the Company has the following subsidiaries and associates:

Subsidiaries	% of shareholding	
	March 31, 2021	June 30, 2020
TPL Insurance Limited [TPLI]	73.38	73.38
TPL Properties Limited [TPLP]	34.81	29.62
TPL Property Management (Pvt.) Limited [TPL PM]	*34.81	29.62*
TPL Logistic Park (Pvt.) Limited [TPL LP]	*34.81	29.62*
HKC Limited (sub-subsidiary) [HKC]	*34.81	29.62*
G-18 (Private) Limited (sub-subsidiary) [G-18]	*34.81	29.62*
TPL REIT Management Company Limited (sub-subsidiary) [TPL REIT]	*34.81	29.62*
TPL Life Insurance Limited [TPL Life]	85.28	83.75
TPL Trakker Limited [TPLT]	64.32	100.00
TPL Security Services (Private) Limited [TPLSS]	99.99	99.99
Trakker Middle East LLC (sub-subsidiary) [TME]	*50	29.00

\* Represents direct holding of TPLP as at the reporting date

\*\* Represents direct holding of TPLT as at the reporting date

## 2. STATEMENT OF COMPLIANCE

These condensed interim financial statements of the Company for the nine months ended March 31, 2021 has been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards applicable in Pakistan for interim financial reporting comprise of International Accounting Standard (IAS) - 34 - Interim Financial Reporting issued by International Accounting Board (IASB) as notified under the Companies Act, 2017 and, provisions of and directives issued under the Companies Act, 2017. Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirement of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

## 3. BASIS OF PREPARATION

- 3.1. These condensed interim financial statements have been prepared under the 'historical cost' convention, unless otherwise specifically stated. These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the financial statements (unconsolidated) of the Company for the year ended June 30, 2020.
- 3.2. This condensed interim financial information comprises of the condensed interim statement of financial position as at March 31, 2021, condensed interim statement of profit or loss and other comprehensive income, condensed interim statement of cash flows and condensed interim statement of changes in equity for the nine months period ended March 31, 2021.
- 3.3. These condensed interim financial statements have been presented in Pakistan Rupees which is also the Company's functional currency and all financial information presented has been rounded off to the nearest rupees, otherwise stated.

## 4. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual financial statements (unconsolidated) for the year ended June 30, 2020.

5. PROPERTY, PLANT AND EQUIPMENT	Note	March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
Operating fixed assets		7,019,393	1,336,377
5.1 The movement in operating fixed assets during the period / year are as follows:			
Opening balance - at written down value (WDV)	5.1.1	1,336,377	1,109,847
Addition during the period / year		6,902,008	769,363
Depreciation charge for the period / year		(1,218,992)	(542,833)
Closing balance - at WDV		7,019,393	1,336,377
5.1.1. Addition during the period / year are as follows:			
Laptops		1,822,961	741,400
Mobile phones		250,300	-
Electrical equipment		2,429,247	27,963
Furniture & Fittings		2,399,500	-
		6,902,008	769,363
6. RIGHT OF USE ASSET			
Right of use asset		8,643,684	-
6.1 The movement in right of use asset during the period / year are as follows:			
Opening balance - at written down value (WDV)		-	-
Addition during the period / year		8,958,000	-
Depreciation charge for the period / year		(314,316)	-
Closing balance - at WDV		8,643,684	-

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

	March 31, 2021	June 30, 2020
	(Un-audited) (Rupees)	(Audited) (Rupees)
<b>7. LONG-TERM INVESTMENTS</b>		
Investment designated at FVTOCI		
Subsidiary companies:		
<b>Quoted Subsidiaries</b>		
TPL Insurance Limited [TPLI]	2,431,321,388	1,515,271,120
TPL Properties Limited [TPLP]	1,038,191,888	504,201,298
TPL Trakker Limited [TPLT]	1,194,790,473	1,445,307,036
	4,664,303,749	3,464,779,454
<b>Unquoted Subsidiaries</b>		
TPL Life Insurance Limited [TPLL]	1,041,301,879	1,132,447,114
TPL Security Services (Private) Limited [TPLSS]	101,874,291	106,318,961
	1,143,176,170	1,238,766,075
	5,807,479,919	4,703,545,529
<b>Others:</b>		
TPL Logistics (Private) Limited [TPL Logistics]	3,449,077	3,449,077
TPL Tech Pakistan (Private) Limited [TPL Tech]	-	-
	3,449,077	3,449,077
	5,810,928,996	4,706,994,606
<b>7.1</b>	During the period, the Company has recognised net gain of Rs 899.35 million on its equity investments designated at FVTOCI in other comprehensive income, which will not be reclassified to profit or loss in subsequent periods.	
<b>8. ADVANCES</b>		
Advances - unsecured, considered good		
Against issue of shares to TPL e-Venture (Private) Limited [TPLE]	38,999,180	25,999,180
Against issue of shares to TPL Life Insurance Limited [TPLL]	100,000,000	-
Advances to TPL Logistics (Private) Limited	1,953,119	1,953,120
Advances to Supplier	59,005	-
Advance Rent	4,800,000	-
Advances and loans to employees	3,230,040	500,000
	149,041,344	28,452,300
<b>9. TRADE DEPOSITS AND PREPAYMENTS</b>		
Security deposit	100,000	100,000
Security deposit - Rent	14,400,000	-
Prepayments	225,999	-
	14,725,999	100,000

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

	Note	March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
<b>10. DUE FROM RELATED PARTIES - unsecured, considered good</b>			
<b>Subsidiary company</b>			
- TPL Properties Limited [TPLP]	10.1	-	4,531,886
- TPL Life Insurance Limited [TPLL]	10.1	-	6,067,158
- TPL Security Services (Private) Limited [TPLSS]	10.1	<u>61,405,842</u>	<u>51,316,077</u>
		<u>61,405,842</u>	<u>61,915,121</u>
<b>Others</b>			
- TPL E-Ventures (Private) Limited [TPLE]	10.1	42,495,034	42,245,034
- TPL Tech Pakistan (Private) Limited [TPL Tech]	10.1	495,286	485,261
		<u>104,396,162</u>	<u>104,645,416</u>

- 10.1.** There are no major changes in the terms and conditions as disclosed in the annual financial statement (unconsolidated) for the year ended June 30, 2020.

	Note	March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
<b>11. LONG-TERM FINANCING - secured</b>			
Term Loan	11.1	1,000,000,000	-
Payroll financing - Net of Grant		87,887,014	30,561,084
Less: Current portion shown under current liabilities		(49,920,389)	(8,551,794)
		<u>1,037,966,625</u>	<u>22,009,291</u>

- 11.1.** It represents long term loan from Bank of Punjab Limited.
- 11.2.** There are no major changes in the terms and conditions as disclosed in the annual financial statement (unconsolidated) for the year ended June 30, 2020.

		March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
<b>12. LEASE LIABILITIES</b>			
Lease Liabilities Non Current portion		6,352,768	-
Lease Liabilities Current portion		926,924	-
		<u>7,279,692</u>	<u>-</u>
<b>13. ACCRUED MARK-UP</b>			
Accrued mark-up on:			
Payroll financing		3,345,894	237,412
Long term financing		283,606	
Short term financing		4,207,376	-
Due to related parties	15	85,289,086	273,838,120
		<u>93,125,962</u>	<u>274,075,532</u>
<b>14. SHORT TERM FINANCING</b>			
Salam Financing	14.1	150,000,000	
Short-term Finance	14.2	200,000,000	
Short-term loan	14.3	-	150,000,000
		<u>350,000,000</u>	<u>150,000,000</u>



# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

- 14.1** During the period, the Company has obtained a short-term loan of Rs. 800 million from a commercial bank. The loan carries a mark-up at the rate of 1 month KIBOR plus 1% per annum.
- 14.2** During the period, the Company has obtained a short-term loan of Rs. 200 million from a commercial bank. The loan carries a mark-up at the rate of 6 month KIBOR plus 1.5% per annum.
- 14.3** This represents short-term loan from a commercial bank carrying mark-up at a rate of 1 month KIBOR plus 3 percent per annum. The facility has been completely settled during the year.

15.	<b>DUE TO RELATED PARTIES - unsecured</b>	Note	<b>March 31, 2021</b>	<b>June 30, 2020</b>
			(Un-audited) (Rupees)	(Audited) (Rupees)
<b>Subsidiary companies</b>				
- TPL Insurance Limited [TPLI]			17,904,349	23,521,955
- TPL Trakker Limited [TPLT]	15.1		589,742,570	519,635,426
- TPL Properties Limited [TPLP]			87,741,964	-
<b>Holding company</b>				
- TPL Holdings (Private) Limited	15.1		269,214,647	976,883,209
			<u>964,603,530</u>	<u>1,520,040,590</u>

- 15.1** There are no major changes in the terms and conditions as disclosed in the annual financial statement (unconsolidated) for the year ended June 30, 2020.

## 16. CONTINGENCIES AND COMMITMENTS

There are no major changes in the contingencies and commitments as disclosed in the annual financial statement (unconsolidated) for the year ended June 30, 2020

## 17. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the amount for which an asset could be exchanged, or a liability can be settled, between knowledgeable willing parties in an arm's length transaction. The carrying amounts of all the financial instruments reflected in these financial statements approximate to their fair value.

### 17.1. Fair value hierarchy

Financial Instruments carried at fair value are categorized as follows:

Level 1 : Quoted market price.

Level 2 : Valuation techniques (market observable)

Level 3 : Valuation techniques (non-market observables)

- 17.2** The Company held the following financial instruments measured at fair value:

	<b>Total</b>	<b>Level 1</b>	<b>Level 2</b>	<b>Level 3</b>			
		<b>Rupees '000</b>					
<b>Financial assets</b>							
<b>March 31, 2021</b>							
Designated at FVOCI	5,810,928,996	4,664,303,749	1,143,176,170	3,449,077			
<b>June 30, 2020</b>							
Designated at FVOCI	4,706,994,606	3,464,779,454	1,238,766,075	3,449,077			

# NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2021

## 18. TRANSACTIONS WITH RELATED PARTIES

Related parties of the Company comprise of holding company, subsidiaries, associates, directors and key management personnel. Transactions with related parties during the period, other than those which have been disclosed elsewhere in these condensed interim financial statements, are as follows:

Name / Relationship	Nine months ended	
	March 31, 2021 (Un-audited) (Rupees)	March 31, 2020 (Un-audited) (Rupees)
<b>TPL Holdings (Private) Limited - (Holding company)</b>		
Mark-up on current account	55,363,950	130,688,055
Mark-up paid by the company	296,488,898	-
Expense incurred by the Company on behalf of TPL Holding (Private) Limited	11,993,415	-
Amount received by the Company from TPL Holding (Private) Limited	314,900,000	471,938,567
Amount paid by the Company to TPL Holding (Private) Limited	1,010,575,147	511,695,358
<b>TPL Security Services (Private) Limited - (Subsidiary Company)</b>		
Expenditure incurred by the Company on behalf of TPSS	10,089,766	-
<b>TPL Insurance Limited - (Subsidiary Company)</b>		
Expense paid / payable on behalf of TPLI	52,130,225	853,154
Expenses incurred by TPLI on behalf of the Company	5,339,366	897,174
Amount received by the Company from TPLI	41,173,253	-
<b>TPL Life Insurance Limited - (Subsidiary company)</b>		
Advance against issue of shares paid to TPL Life	100,000,000	200,000,000
Amount paid by the Company to TPLL	14,000,000	-
Settlement of amount receivable by the Company with TPLL	59,421,783	-
Amount paid / payable to TPLL against services obtained by the Company	5,036,847	-
Assets purchased by the Company from TPLL	2,443,500	-
Expense paid / payable on behalf of TPLL	46,834,972	-
<b>TPL Trakker Limited - (Subsidiary Company)</b>		
Expenses incurred by TPLT on behalf of the Company	11,774,269	52,082,785
Expenditure incurred by the Company on behalf of TPLT	96,815,151	46,658,664
Amount received by the Company	971,089,810	1,949,532,782
Expenditure incurred for TPLL on behalf of the Company	-	1,153,536
Expenditure incurred for TPLE on behalf of the Company	-	12,145,128
Advance against issue of right shares paid to TPL Life on Behalf of the company	-	5,000,000
Mark-up on current account	52,575,914	-
Settlement of amount receivable by the Company from TPLL	59,421,783	-
Amount paid by the Company	756,520,000	962,221,571
<b>TPL Properties Limited</b>		
Expense paid / payable on behalf of TPLP	60,976,876	-
Amount paid / payable to TPLP against services obtained by the Company	60,454,836	-
Expenditure incurred by TPLP on behalf of the Company	2,680,075	-
Amount received by the Company	90,115,815	-
<b>TPL Tech Pakistan (Private) Limited</b>		
Expense paid / payable on behalf of TPL Tech	10,025	-
<b>TPL e-Venture (Private) Limited - (Common directorship)</b>		
Expenses incurred by TPLT For TPLE on behalf of the Company	-	12,145,128
Amount paid by the Company to TPLE	250,000	-
Advance against shares	13,000,000	-
Mark up on current account	3,199,064	4,167,372
<b>Staff retirement benefit</b>		
TPL Trakker Limited - Provident fund employer contribution	2,572,663	-

# **NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)**

FOR THE NINE MONTHS ENDED MARCH 31, 2021

**18.1** All transactions with related parties are executed into at agreed terms duly approved by the Board of Directors of the Company.

**18.2** Employees of group companies provide services to the Company and their cost are proportionately charged to the Company.

## **19. DATE OF AUTHORISATION OF ISSUE**

This condensed interim financial Information was authorised for issue on April 29, 2021 by the Board of Directors of the Company.



Chief Executive Officer



Chief Financial Officer



Director

**CONSOLIDATED  
CONDENSED  
INTERIM FINANCIAL  
STATEMENT**

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UN-AUDITED)

AS AT MARCH 31, 2020

	Note	March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
<b>ASSETS</b>			
<b>NON - CURRENT ASSETS</b>			
Property, plant and equipment	4	1,442,322,737	1,390,115,661
Intangible assets	5	3,113,321,514	2,844,723,120
Right-of-use asset		133,794,422	72,269,178
		4,689,438,673	4,307,107,959
Investment property		28,308,153	28,308,153
Development properties		1,759,921,616	1,437,387,784
Long-term Investments		3,449,077	77,647,347
Long-term loans		231,614	2,547,710
Long-term deposits		51,285,882	36,740,882
Deferred tax asset - net		79,138,586	108,404,040
		6,611,773,601	5,998,143,875
<b>CURRENT ASSETS</b>			
Stock-in-trade		452,390,532	247,185,472
Trade debts		1,945,461,113	1,164,282,072
Loans and advances		1,888,971,681	799,026,895
Trade deposits and prepayments		420,269,950	276,380,312
Interest accrued		168,244,495	119,774,215
Other receivables		1,469,607,534	1,175,229,566
Short-term investments		1,283,898,101	851,593,543
Due from related parties	6	786,786,616	574,764,579
Deferred commission expense		170,744,426	121,156,815
Taxation - net		85,162,088	56,641,726
Cash and bank balances		1,610,550,331	1,470,767,684
		10,281,086,867	8,856,802,869
Non-current asset held for sale		7,011,109,429	6,981,095,074
<b>TOTAL ASSETS</b>		<b>23,903,969,897</b>	<b>19,836,041,818</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
<b>Share capital</b>			
Authorised			
330,000,000 (June 30, 2019: 330,000,000) ordinary shares of Rs.10/- each		3,300,000,000	3,300,000,000
Issued, subscribed and paid-up capital		2,672,977,630	2,672,977,630
Capital reserves		60,855,762	60,855,762
Revenue reserves		(324,063,767)	(429,237,761)
Other components of equity		320,156,327	327,728,085
Non-controlling interest		2,729,926,952	2,632,323,716
Participants' Takaful Fund		4,629,318,492	4,766,383,687
		7,359,244,444	7,398,707,403
		43,929,192	69,048,465
		7,403,173,636	7,467,755,868
<b>NON - CURRENT LIABILITIES</b>			
Long-term financing		5,321,680,621	3,029,423,456
Liabilities against assets subject to finance lease		75,950,099	31,530,021
Long-term loans		254,703,089	269,014,488
Deferred liabilities		11,519,945	9,570,575
		5,663,853,754	3,339,538,640
<b>CURRENT LIABILITIES</b>			
Trade and other payables		1,642,647,140	1,982,561,038
Accrued mark-up		140,436,599	438,546,881
Short-term financing		2,890,670,244	1,944,169,173
Liabilities against insurance contracts		1,617,352,456	877,069,162
Underwriting provisions		1,494,900,883	1,197,304,214
Running finance under mark-up arrangements		1,159,822,864	1,105,194,287
Current maturity of long term liabilities		618,024,902	465,149,706
Due to related parties	7	438,588,329	976,883,204
Unclaimed dividend		1,729,583	1,729,583
Unpaid dividend		3,000,000	3,000,000
Advance monitoring fees		54,769,507	37,140,162
Advance against sale		775,000,000	-
		10,836,942,507	9,028,747,410
<b>CONTINGENCIES AND COMMITMENTS</b>	8		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>23,903,969,897</b>	<b>19,836,041,818</b>

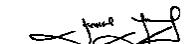
The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (UN-AUDITED)

FOR THE PERIOD ENDED MARCH 31, 2021

	Nine Months Ended		Quarter ended	
	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
(Rupees)				
<b>Turnover - net</b>	4,135,818,500	3,795,340,206	1,434,077,359	1,250,332,461
Cost of sales	(3,113,309,873)	(2,666,296,315)	(756,021,976)	(711,533,544)
<b>Gross profit</b>	1,022,508,627	1,129,043,891	678,055,383	538,798,917
Distribution expenses	(103,320,163)	(286,523,874)	(27,186,926)	(98,321,041)
Administrative expenses	(1,366,340,365)	(1,166,430,684)	(718,206,160)	(586,137,063)
<b>Operating loss</b>	(447,151,901)	(323,910,667)	(67,337,703)	(145,659,187)
Other expense	(8,016,291)	(7,787,237)	(2,002,489)	(6,513,411)
Finance cost	(622,044,568)	(913,128,183)	(242,359,561)	(342,840,886)
Other income	253,997,668	230,868,454	91,802,392	139,156,712
Gain on revaluation of Property	9,933,241	307,663,088	-	-
Share of (loss) / gain from investment in associates - net	-	(7,207,572)	-	16,784,509
Add/(less) Share of PTF	25,119,273	(110,477,561)	6,978,448	(29,787,585)
<b>Loss before taxation</b>	(788,162,578)	(823,979,679)	(212,918,913)	(368,859,848)
Taxation	(98,844,224)	(50,701,505)	(18,157,275)	(12,252,171)
<b>Loss for the period</b>	(887,006,802)	(874,681,184)	(231,076,188)	(381,112,019)
<i>Other comprehensive income not to be reclassified to profit or loss in subsequent periods, (net of tax)</i>				
Fair value gain / (loss) on equity instruments designated at fair value through other comprehensive income (FVTOCI)	13,791,777	(12,391,936)	(6,163,035)	2,813,533
Less: Share of PTF	-	-	-	-
<b>Total comprehensive loss for the period</b>	(873,215,025)	(887,073,120)	(237,239,223)	(378,298,486)
<b>Loss per share - basic and diluted</b>	(2.67)	(3.77)	(0.73)	(5.72)
<b>Profit / (loss) for the period attributable to:</b>				
Owners of the Holding Company	(714,493,911)	(1,007,523,443)	(194,178,643)	(348,165,847)
Non-controlling interest	(172,512,891)	132,842,259	(36,897,546)	(32,946,172)
	<u>(887,006,802)</u>	<u>(874,681,184)</u>	<u>(231,076,188)</u>	<u>(381,112,019)</u>

The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

## FOR THE PERIOD ENDED MARCH 31, 2021

	Issued, subscribed and paid-up capital	Capital reserve	Revenue reserves			Foreign Exchange Translation reserve	Surplus on revaluation of property, plant and equipment	Total reserves	Non-controlling interest	Total Equity
			Revenue reserves- unappropriated profits	Fair value reserve of financial assets designated at FVOCI	- Rupees -					
Balance as at July 01, 2019	2,672,977,630	60,855,762	219,731,701	11,021,682	-	555,060,494	846,669,639	4,618,489,560	8,138,136,829	
(Loss) for the period	-	-	(1,007,523,443)	-	-	(1,007,523,443)	(1,007,523,443)	132,842,256	(874,681,184)	
Other comprehensive loss for the period, net of tax	-	-	-	(9,093,203)	-	-	(9,093,203)	(3,298,733)	(12,391,936)	
Total comprehensive income / (loss) for the period	-	-	(1,007,523,443)	(9,093,203)	-	(1,016,16,646)	129,543,526	(887,073,120)		
Increase in shareholding in subsidiaries due to Acquisition	-	-	11,477,424	-	-	11,477,424	11,477,424	(11,477,424)		
Decrease in shareholding of non-controlling interest due to disposal	-	-	304,079,690	-	-	304,079,690	156,799,635	460,879,325		
Balance as at March 31, 2020	2,672,977,630	60,855,762	472,234,028	1,928,479	-	555,060,494	145,810,107	4,893,355,297	7,711,943,034	
Balance as at July 01, 2020	2,672,977,630	60,855,762	(429,237,761)	43,507,405	-	284,220,680	(40,653,914)	4,766,383,687	7,398,707,403	
(Loss) for the period	-	-	(714,493,911)	-	-	(714,493,911)	(714,493,911)	(172,512,891)	(887,006,802)	
Other comprehensive income / (loss) for the period, net of tax	-	-	-	19,573,788	(8,286,202)	-	(8,286,202)	11,287,598	2,504,191	13,791,777
Total comprehensive income / (loss) for the period	-	-	(714,493,911)	19,573,788	(8,286,202)	-	(703,206,325)	(170,008,700)	(873,215,025)	
Increase in shareholding in subsidiaries due to change in shareholding of non-controlling interest	-	-	341,723,232	-	-	341,723,232	341,723,232	(341,723,232)		
Decrease in shareholding in subsidiaries due to change in shareholding of non-controlling interest	-	-	477,944,673	-	-	477,944,673	385,128,512	863,073,185		
Exchange loss on translation of goodwill	-	-	-	-	(18,859,344)	-	(18,859,344)	(10,461,775)	(29,321,119)	
<b>Balance as at March 31, 2021</b>	<b>2,672,977,630</b>	<b>60,855,762</b>	<b>(324,063,767)</b>	<b>63,081,193</b>	<b>(27,145,546)</b>	<b>284,220,680</b>	<b>56,948,322</b>	<b>4,629,318,492</b>	<b>7,359,244,444</b>	

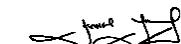
The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) (continued)

FOR THE PERIOD ENDED MARCH 31, 2021

	Participants' Takaful Fund		
	Ceded money	Accumulated (deficit) / surplus	Other comprehensive deficit attributable to PTF
	----- Rupees -----		
<b>Participants' Takaful Fund:</b>			
Balance as at July 1, 2019	2,000,000	(122,167,848)	2,579,130 (117,588,718)
Surplus for the period	-	110,477,561	- 110,477,561
Other comprehensive surplus, net of tax	-	-	(2,281,259) (2,281,259)
Total comprehensive surplus for the period	-	110,477,561	(2,281,259) 108,196,302
<b>Balance as at March 31, 2020</b>	<b>2,000,000</b>	<b>(11,690,288)</b>	<b>297,871 (9,392,417)</b>
<b>Balance as at July 1, 2020</b>	<b>2,000,000</b>	<b>67,048,465</b>	<b>- 69,048,465</b>
Surplus for the period	-	(25,119,273)	- (25,119,273)
Other comprehensive surplus, net of tax	-	-	-
Total comprehensive surplus / (deficit) for the period	-	(25,119,273)	- (25,119,273)
<b>Balance as at March 31, 2021</b>	<b>2,000,000</b>	<b>41,929,192</b>	<b>- 43,929,192</b>

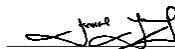
The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED)

FOR THE PERIOD ENDED MARCH 31, 2021

	Note	March 31, 2021 (Un-audited)	March 31, 2020 (Un-audited) ----- (Rupees) -----
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Loss before taxation		(788,162,578)	(823,979,679)
<b>Adjustment for non cash charges and other items:</b>			
Depreciation		246,761,867	269,859,447
Depreciation on ROUA		48,208,923	-
Amortisation		47,220,665	68,599,094
Share of PTF - net		(25,119,273)	110,477,561
Provision for doubtful debts		21,698,899	30,664,134
Finance costs		622,044,568	913,128,183
Fair Value Gain on investment property/ held for sale property		(9,933,241)	(320,055,024)
Exchange differences		(18,057,921)	-
Share of loss in investment in associates - net		-	7,207,572
(Gain)/loss on revaluation of investment		4,598,270	-
(Gain)/loss on disposal of property, plant and equipment		(8,143,159)	(83,834)
Translation gains/losses on foreign currency operations		12,882,777	-
Amortisation of government grant		(5,232,442)	-
<b>Operating profit before working capital changes</b>		<b>946,863,174</b>	<b>1,079,797,133</b>
<b>(Increase) / decrease in current assets</b>		<b>148,767,355</b>	<b>255,817,454</b>
Stock-in-trade		(205,205,060)	28,598,338
Trade debts		(802,877,940)	373,936,832
Loans and advances		(1,089,944,786)	(41,973,526)
Trade deposits and prepayments		(143,889,638)	162,287,987
Other receivables		(293,377,978)	568,075,228
Due from related parties		(212,022,037)	(696,480,752)
Interest accrued		(48,470,280)	(4,495,403)
Deferred commission expense		(49,587,611)	12,221,989
		(2,845,375,330)	402,170,693
<b>Increase / (decrease) in current liabilities</b>			
Trade and other payables		(321,855,977)	315,705,691
Advance monitoring fees		17,629,345	(878,926)
Unclaimed Dividend		(538,294,875)	(1,577,890)
Due to related parties		740,283,294	(141,508,720)
Liabilities against insurance contracts		297,596,689	(371,243,382)
Underwriting provisions		195,358,456	496,706,674
		(2,501,249,519)	955,191,594
<b>Cash flows from operations</b>			
Finance costs paid		(914,922,408)	(790,853,203)
Income taxes paid		(98,099,132)	(130,204,102)
Long-term deposits		(14,545,000)	(380,000)
Long-term loans		2,316,096	(6,159,634)
<b>Net cash flows (used in) / from operating activities</b>		<b>(1,025,250,444)</b>	<b>(927,596,939)</b>
		(3,526,499,963)	27,594,655
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of - property, plant and equipment		(303,735,093)	(205,561,845)
- capital work-in-progress - net		(21,571,499)	14,807
- intangible assets		(345,140,178)	(69,377,823)
- Right of use asset		(109,734,167)	-
- investment property/ held for sale property		(30,014,355)	(20,708,995)
- development property		(322,533,832)	(120,175,904)
Sale proceed from disposals of property, plant and equipment		42,575,592	40,701,592
Sales proceeds from disposal of investment in TPL Insurance Limited		74,198,270	460,879,325
Long term investments		(450,694,605)	(600,000,000)
Short term investments		775,000,000	(154,437,853)
Advance against sale of property		(681,716,626)	(668,666,695)
<b>Net cash flows used in investing activities</b>			
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Long-term loans - net		138,563,797	407,994,058
Obligation under finance lease - net		44,420,078	55,116,705
Short-term financing - net		932,501,357	743,031,548
Long term financing		2,277,001,809	(475,782,845)
Deferred liabilities		7,181,812	-
Liabilities acquired at acquisition of TME		150,628,603	-
Proceeds from IPO of TPL Trakker Limited		743,073,185	-
<b>Net cash flows (used in) / from financing activities</b>		<b>4,293,370,659</b>	<b>730,359,467</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>		<b>85,154,070</b>	<b>89,287,427</b>
<b>Cash and cash equivalents at the beginning of the period</b>		<b>365,573,397</b>	<b>(22,233,079)</b>
<b>Cash and cash equivalents at the end of the period</b>	10	<b>450,727,467</b>	<b>67,054,348</b>

The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director

# NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

## FOR THE PERIOD ENDED MARCH 31, 2021

### 1. LEGAL STATUS AND OPERATIONS OF THE GROUP

The Group consists of TPL Corp Limited (the Holding Company) and its subsidiary companies i.e. TPL Insurance Limited, TPL Properties Limited and its subsidiaries [i.e. HKC (Private) Limited, G-18 (Private) Limited, TPL REIT Management Company Limited, TPL Property Management (Private) Limited, TPL Logistics Park (Private) Limited], TPL Life Insurance Limited, TPL Trakker Limited, TPL Security Services (Private) Limited and Trakker Middle East LLC [TME] that have been consolidated in these financial statements.

#### 1.1. Holding Company

TPL Trakker Limited was incorporated in Pakistan on December 04, 2008 as a private limited company under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). In year 2009, the Holding Company was converted into a public company and got listed on Pakistan Stock Exchange Limited on July 16, 2012. During the year, the name of the Holding Company has been changed to TPL Corp Limited with effect from November 24, 2017. Currently, the principal activity of the Company is to make investment in group and other companies. TPL Holdings (Private) Limited is the ultimate parent company by virtue of 62.41 percent (June 30, 2020: 62.41 percent) shareholding as of the reporting date.

1.2. As of the reporting date, the Holding Company has the following subsidiaries and associate:

Subsidiaries	% of shareholding	
	March 31, 2021	June 30, 2020
TPL Insurance Limited [TPLI]	73.38	73.38
TPL Properties Limited [TPLP]	34.81	29.62
TPL Property Management (Pvt.) Limited (sub-subsidiary) [TPL PM]	34.81*	29.62*
TPL Logistics Park (Private) Limited (sub-subsidiary) [TPL LP]	34.81*	29.62*
HKC Limited (sub-subsidiary) [HKC]	34.81*	29.62*
G-18 (Private) Limited (sub-subsidiary) [G-18]	34.81*	29.62*
TPL REIT Management Company Limited (sub-subsidiary) [TPL REIT]	34.81*	29.62*
TPL Life Insurance Limited [TPLL]	85.28	83.75
TPL Trakker Limited [TPLT]	64.32	100.00
TPL Security Services (Private) Limited [TPLSS]	99.99	99.99
Trakker Middle East LLC (sub-subsidiary) [TME]	50.00**	29.00

\* Represents direct holding of TPLP as at the balance sheet date

\*\* Represents direct holding of TPLT as at the balance sheet date

#### 1.2.1. TPL Insurance Limited [TPLI]

TPLI was incorporated in Pakistan in 1992 as a public limited company under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). The principal activity of TPLI is to carry on general insurance business. TPLI was allowed to work as Window Takaful operator on September 04, 2014 by Securities and Exchange Commission of Pakistan (SECP) under SECP Takaful Rules, 2012 to carry on General Window Takaful operations in Pakistan. In this regard, TPLI has formed a Waqf/Participant Takaful Fund (PTF), which is managed by TPLI under the waqf deed. TPLI is listed on Pakistan Stock Exchange Limited with effect from September 22, 2011. The financial year end of TPLI is December 31.

# **NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)**

FOR THE PERIOD ENDED MARCH 31, 2021

In terms of the requirements of the Takaful Rules 2012 and General Takaful Accounting Regulations 2019, read with SECP Circular 25 of 2015 dated July 09, 2015, the PTF was not consolidated with the conventional insurance business. However, as per SECP letter number ID/MDPR/GTAR/2020/760 dated February 19, 2020, the Company had been granted relaxation from the above requirements and had been allowed line by line consolidation of financial statements of conventional and WTO (including PTF) upto the period ending December 31, 2020. SECP in its letter number ID/MDPR/GTAR/2020/1244 dated November 30, 2020 has extended the extension upto the period ending December 31, 2021. Therefore, these consolidated financial statements of the Group includes the consolidated financial position, results of operations and cashflows of the conventional business and WTO (including PTF) for the period ended March 31, 2021.

## **1.2.2. TPL Properties Limited [TPLP]**

TPLP was a private limited company incorporated in Pakistan on February 14, 2007 under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). In year 2016, TPLP has changed its status from private limited company to public company and got listed on Pakistan Stock Exchange Limited. The principal activity of TPLP is to invest, purchase, develop and build real estate and to sell, rent out or otherwise dispose off in any manner the real estate including commercial and residential buildings, houses, shops, plots or other premises. The financial year end of TPLP is June 30.

## **1.2.3. TPL Property Management (Pvt.) Limited (sub-subsidiary) [TPL PM]**

TPL PM was incorporated in Pakistan on April 10, 2020 as a private company, limited by shares under the Companies Act, 2017 (the Act). The principal business of the entity is to carry on the business of providing all types of facilities management, maintenance and execution of contracts of all kinds and of structure including but not limited to residential, commercial, mixed use, hotel or any other real estate developments.

## **1.2.4. TPL Logistics Park (Private) Limited (sub-subsidiary) [TPL LP]**

TPL LP was incorporated in Pakistan on December 11, 2019 as a private company, limited by shares under the Companies Act, 2017 (the Act). The principal business of the entity is to carry on the business of holding/parent Company and to coordinate and regulate the administration, finances, activities and business of the subsidiaries, shareholding interests in other Companies and to undertake and carry out all such services in connection therewith. However, as of the reporting date, TPL LP has not commenced its operations.

## **1.2.5. HKC Limited (sub-subsidiary) [HKC]**

HKC was incorporated in Pakistan on September 13, 2005 as a public limited company under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). HKC is principally engaged in the acquisition and development of real estates and renovation of buildings and letting out. The financial year end of HKC is June 30. As of reporting date, HKC is not generating revenue as it is in the process of developing the property, therefore it is fully supported by the financial support of the TPLP to activate its full potential in order to make adequate profits and generate positive cashflows.

## **1.2.6. G-18 (Private) Limited (sub-subsidiary) [G-18]**

G-18 (Private) Limited (the Company) was incorporated in Pakistan as a private limited company on April 12, 2018 under the Companies Act, 2017 for the purpose of property development. However, as at the reporting date, G-18 has not commenced its operations.

# **NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)**

FOR THE PERIOD ENDED MARCH 31, 2021

## **1.2.7. TPL REIT Management Company Limited (sub-subsidiary) [TPL REIT]**

TPL REIT was incorporated in Pakistan as a public limited company on October 12, 2018 under the Companies Act, 2017. The principal activity of TPL REIT is to carry on all or any business permitted to be carried out by a 'REIT management company' including but not limited to providing 'REIT Management Services' in accordance with the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (as amended, replaced or supplemented from time to time) and all rules, regulations etc. framed pursuant to the same or generally applicable to a 'REIT management company' under applicable laws. However, as of reporting date, TPL REIT has not commenced its operations.

## **1.2.8. TPL Life Insurance Limited [TPLL]**

TPLL was incorporated on March, 19 2008 under the repealed Companies Ordinance, 1984 (now Companies Act, 2017) as a public limited company and is registered as a life insurance company with the Securities and Exchange Commission of Pakistan (SECP) under the Insurance Ordinance, 2000. TPLL obtained license to carry on life and related lines of insurance business on March 2, 2009. TPLL is engaged in life insurance business including ordinary life business, accidental and health business. In August 09, 2018, SECP has also granted Window Takaful license to TPLL to undertake Takaful Window Operation. The financial year end of TPLL is December 31.

## **1.2.9. TPL Trakker Limited [TPLT]**

TPLT was incorporated in Pakistan on December 27, 2016 as a private limited company under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). The principal activity of the TPLT is installation and sale of tracking devices, vehicle tracking and fleet management. The financial year end of TPLT is June 30. On 23rd July 2020, TPLT went under IPO and issued 66.8 million ordinary shares at Rs. 12 each. Accordingly, the shareholding percentage in TPLT decreased from 100 percent to 64.32 percent.

## **1.2.10. TPL Security Services (Private) Limited [TPLSS]**

TPLSS is a private limited company incorporated on May 01, 2000 in Pakistan under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). The principal activity of TPLSS is to provide security services. The financial year end of TPLSS is June 30. TPLSS is fully supported by the financial assistance of the Holding Company for smooth running of business operations.

## **1.2.11. Trakker Middle East L.L.C. [TME]**

Trakker Middle East L.L.C. (TME) is a limited liability company registered in Abu Dhabi, United Arab Emirates. The principal activities of the TME are the selling, marketing and distribution of products and services in the field of wireless, fleet management, tracking and telemetry services. The registered office of TME is at 1805, Sidra Tower, Al Sufouh 1, Sheikh Zayed Road, Dubai, United Arab Emirates. On 1st July 2020, TPLT acquired further 21 percent stake in TME. Consequently, TME has been consolidated in the results of nine months ended March 31, 2021.

# NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE PERIOD ENDED MARCH 31, 2021

## 1.3 Geographical location and addresses of business units of the Group are as under:

<b>Location</b>	<b>Addresses</b>
<b>a) Holding Company</b>	
Corporate office, Karachi	11th and 12th Floor, Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange, Karachi.
<b>b) Subsidiary companies</b>	
<b>Location</b>	<b>Addresses</b>
<b><i>Corporate / registered office at Karachi</i></b>	
TPL Insurance Limited	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Properties Limited	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Property Management (Private) Limited (sub-subsidiary)	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Logistic Park (Private) Limited (sub-subsidiary)	Centrepoint Building, Off Shaheed-e-Millat Expressway, Limited Adjacent KPT Interchange.
HKC Limited (sub-subsidiary)	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
Development property site	Plot No 22/7, Street CL-9, Civil Lines Quarter, Karachi
G-18 (Private) Limited (sub-subsidiary)	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL REIT Management Company Limited (sub-subsidiary)	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Life Insurance Limited	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Trakker Limited	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
TPL Security Services (Private) Limited	Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange.
<b>Regional offices:</b>	
Hyderabad office	A-8 District Council Complex, Hyderabad.
Lahore office	Tower 75, 4th Floor, L Block, Gulberg III, Kalma Chow, Main Ferozpur Road, Lahore.
Islamabad office	10th floor (South) ISE Towers, 55-B, Jinnah Avenue, Blue Area, Islamabad.
Faisalabad office	Office No. 2, 4th Floor, Mezan Executive Tower, Liaqat Road, Faisalabad.
Multan office	House No. 2, Shalimar Colony, Haider Street, Bosan Road (near Toyota Multan), Multan.
Peshawar office	C-7 & C-8 3rd Floor, Jasmine Arcade, Fakhr-e-Alam Road, Peshawar.

# NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE PERIOD ENDED MARCH 31, 2021

## 2. BASIS OF PREPARATION

These unaudited consolidated condensed interim financial statements have been prepared in condensed form in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting and provisions of and directives issued under the Companies Act, 2017. Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of approved accounting standards, the provisions of and directives issued under the Companies Act, 2017 have been followed. These unaudited consolidated condensed interim financial statements does not include all of the information required for full annual financial statement and should be read in conjunction with the annual financial statements as at and for the year ended June 30, 2020.

This unaudited consolidated condensed interim financial statements have been prepared under the 'historical cost' convention, except for investment property which is measured at fair value and certain financial instruments which are measured in accordance with the requirements of International Financial Reporting Standard (IFRS-9) "Financial Instruments".

## 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation followed for the preparation of this unaudited consolidated condensed interim financial information is the same as those applied in preparing the consolidated financial statements for the year ended June 30, 2020.

		March 31, 2021	June 30, 2020
	Note	Rupees (Un-audited)	Rupees (Audited)
<b>4. PROPERTY, PLANT AND EQUIPMENT</b>			
Operating Fixed Assets	4.1	1,134,182,385	1,107,594,200
Capital work-in-progress		308,140,352	282,521,461
		<u>1,442,322,737</u>	<u>1,390,115,661</u>
<b>4.1. Operating fixed assets</b>			
The following is the movement in operating fixed assets during the period:			
Opening balance		1,107,594,200	2,476,625,741
Add: Additions during the period		303,735,093	58,385,225
Transfer during the period		4,047,392	
		<u>1,415,376,685</u>	<u>2,535,010,966</u>
Less: Disposals during the period (WDV)		34,432,433	-
Transfer during the period		-	1,112,787,209
Depreciation charge for the period		246,761,867	314,629,557
		<u>281,194,300</u>	<u>1,427,416,766</u>
Operating fixed assets (WDV)		<u>1,134,182,385</u>	<u>1,107,594,200</u>
<b>5. INTANGIBLE ASSETS</b>			
Opening balance		2,844,723,120	2,846,548,546
Add: Additions/ transfers during the period		345,140,178	9,488,478
Intangible assets under development			78,486,014
		<u>3,189,863,298</u>	<u>2,934,523,038</u>
Less: Amortisation charge for the period		47,220,665	89,799,918
Add/(Less): Exchange difference		(29,321,119)	-
Intangible assets (WDV)		<u>3,113,321,514</u>	<u>2,844,723,120</u>

# NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE PERIOD ENDED MARCH 31, 2021

## 6. DUE FROM RELATED PARTIES - unsecured, considered good

Note	March 31, 2021		June 30, 2020	
	Rupees (Un-audited)	Rupees (Audited)	Rupees (Un-audited)	Rupees (Audited)
Ultimate parent company TPL Holdings (Private) Limited	6.1	690,575,262	433,701,979	
Associated companies				
TPL Direct Finance (Private) Limited		850,070	850,070	
TPL E-Ventures (Private) Limited		42,495,034	42,334,191	
TPL Logistic (Private) Limited		495,286	2,096,798	
Trakker Middle Ease (LLC)		-	46,715,880	
TPL Tech Pakistan (Private) Limited		42,990,518	41,449,429	
The Resource Group Pakistan Limited		9,380,446	7,616,232	
	96,211,354	141,062,600		
	<u>786,786,616</u>	<u>574,764,579</u>		

- 6.1.** There are no major changes in the terms and conditions as disclosed in the annual financial statement (consolidated) for the year ended June 30, 2020.

Note	March 31, 2020		June 30, 2020	
	Rupees (Un-audited)	Rupees (Audited)	Rupees (Un-audited)	Rupees (Audited)

## 7. DUE TO RELATED PARTIES - UNSECURED

	Note	March 31, 2020		June 30, 2020	
		Rupees (Un-audited)	Rupees (Audited)	Rupees (Un-audited)	Rupees (Audited)
Ultimate parent company					
Loan from associate		169,373,682	-		
TPL Holdings (Private) Limited	7.1	269,214,647	976,883,204		
		<u>438,588,329</u>	<u>976,883,204</u>		

- 7.1.** There are no major changes in the terms and conditions as disclosed in the annual financial statement (consolidated) for the year ended June 30, 2020.

## 8. CONTINGENCIES AND COMMITMENTS

There are no major changes in the contingencies and commitments as disclosed in the annual financial statement for the year ended June 30, 2020

## 9. TRANSACTIONS WITH RELATED PARTIES

Related parties of the Group comprise of ultimate parent company, associates, suppliers, directors and key management personnel. Transactions with related parties and associated undertakings during the period, other than those which have been disclosed elsewhere in this consolidated condensed interim financial information, are as follows:

**NOTES TO THE CONSOLIDATED CONDENSED INTERIM  
FINANCIAL STATEMENTS (UN-AUDITED)**  
FOR THE PERIOD ENDED MARCH 31, 2021

Name / Relationship	March 31, 2021	March 31, 2020
	Rupees (Un-audited)	Rupees (Un-audited)
<b>TPL Holdings (Private) Limited - (Holding company)</b>		
Amount received by the Company	314,900,000	471,938,567
Mark-up paid by the company	296,488,898	-
Expenses paid by the Company	14,716,688	-
Payment made by the Company	1,264,725,157	511,695,358
Mark-up on current account charged to TPLH	63,156,432	-
Mark-up on current account charged by TPLH	55,363,950	130,688,055
<b>TPL Direct Finance (Private) Limited - (Common directorship)</b>		
Expenses paid by the Company	-	15,570
Mark-up on current account	64,228	99,145
<b>The Resource Group Pakistan Limited - (Common directorship)</b>		
Expenses paid by the Company	1,764,214	-
Mark-up on current account	621,151	932,417
<b>Trakker Middle East LLC. - (Sub subsidiary company)</b>		
Expenses paid by TME on behalf of the Company	-	19,245,409
<b>TPL Tech Pakistan (Private) Limited - (Common directorship)</b>		
Expenses paid by TPLT on behalf of the TPL Tech	2,026,350	-
Expenditure incurred by the Company on behalf of TPL Tech	10,025	-
Markup on current account	3,098,376	-
<b>TPL e-Venture (Private) Limited - (Associated company)</b>		
Expenses incurred by TPLT for TPLE on behalf of the Company	-	9,623,897
Advance against shares	13,000,000	-
Amount paid by the Company to TPLE	250,000	-
Expenses incurred by the Company on behalf of TPLE	-	65,419
Mark up on current account	3,199,064	2,600,343
<b>Staff retirement benefit</b>		
Employer's Contribution	44,352,313	23,175,496

**11. CASH AND CASH EQUIVALENTS**

March 31, 2021	March 31, 2020
Rupees (Un-audited)	Rupees (Un-audited)
<b>Cash and bank balances</b>	
Cash and bank balances	1,610,550,331
Running finance under mark-up arrangements	(1,159,822,864)
	450,727,467
	67,054,348

**NOTES TO THE CONSOLIDATED CONDENSED INTERIM  
FINANCIAL STATEMENTS (UN-AUDITED)**  
FOR THE PERIOD ENDED MARCH 31, 2021

**12. DATE OF AUTHORISATION FOR ISSUE**

This unaudited consolidated condensed interim financial information was authorised for issue on April 29, 2021 by the Board of Directors of the Company.

**13. GENERAL**

Figures have been rounded off to the nearest rupee, unless otherwise stated.



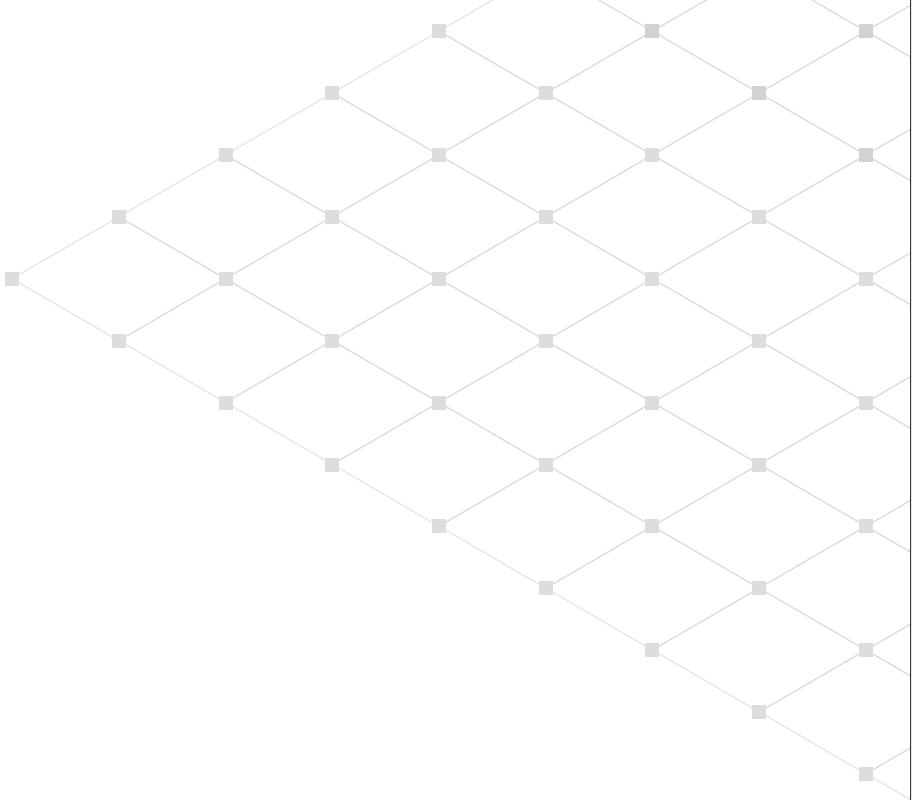
Chief Executive Officer



Chief Financial Officer



Director



## Corporate Office

12<sup>th</sup> Floor, Centrepoint, Off Shaheed-e-Millat Expressway,  
Adjacent KPT Interchange, Karachi-74900

⌚ +92-21-34390300

✉ info@tplcorp.com

🌐 www.tplcorp.com

>f tplcorp    in tpl-corp-ltd