

Quarterly Report 31 March 2021

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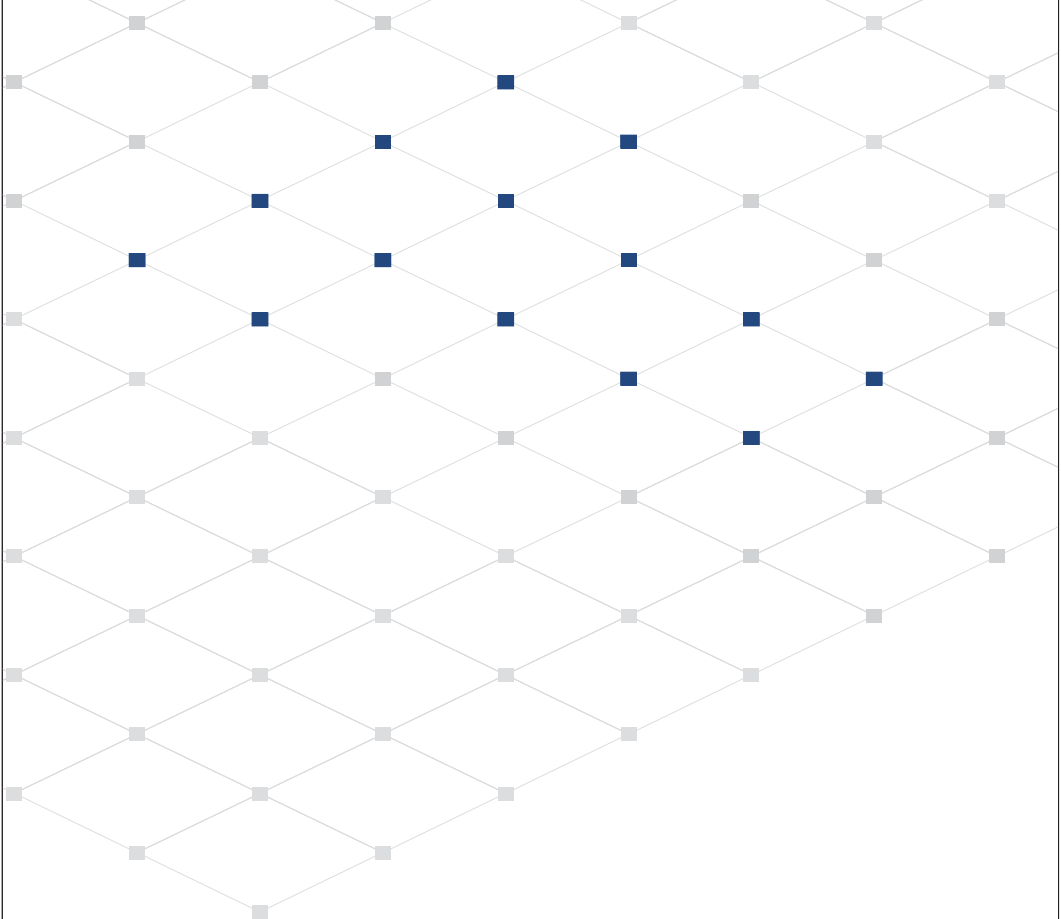
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Vision

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
Sabiha 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,
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Adjacent KPT Interchange, Karachi-74900

Web Presence
www.tplcorp.com

Geographical Presence

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Mezan Executive Tower,
Liaqat Road, Faisalabad.
UAN: 041-111-000-300,

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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 NineMonths 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 to 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 EntwicklungsgesellschaftmbH ("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 Centrepoint by Rs. 56million. Overall profit after tax went down by Rs. 369 million due to loss of revenue on sale of Centrepoint 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 & Poor's. 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 bancatakaful 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.

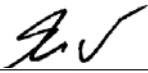
4. CREDIT RATING

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.

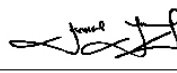
5. ACKNOWLEDGEMENT

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



ڈائریکٹرز رپورٹ:

ٹی پی ایل کارپوریشن لمیٹڈ کے بورڈ آف ڈائریکٹرز کی جانب سے، ہم کہنی کے 31 مارچ 2021 کو ختم ہونے والی نو ماہی کے مہم دوری مالیاتی گوشوارے پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

1۔ اقتصادی نقطہ نظر

مالی سال 2021 کی تیسری سہ ماہی کے دوران، معاشی نتائج بتدریج بہتر ہونا شروع ہو گئے۔ نمودار روزگار بحال ہو رہے ہیں اور کاروباری جذبات مزید بہتر ہو گئے ہیں۔ مالی سال 21 میں جی ڈی پی نمو 3 فیصد ہونے کی توقع ہے جو کہ مینوفیکچرنگ کے بہتر امکانات اور کوویڈ کے دوران فراہم کردہ مانیٹری اور مالیاتی محرک حصہ میں عکاسی کی وجہ سے 2.1 فیصد کی گزشتہ توقع شرح سے زیادہ ہے۔

مالی سال 2021 کی تیسری سہ ماہی متعدد صنعتوں نے بہتر کارکردگی کا مظاہرہ کیا، جو بڑے پیمانے کی مینوفیکچرنگ (LSM)، سیمنٹ اور آٹوموبائل سیکٹر میں نمایاں نمو سے ثابت ہے۔ LSM نے کوویڈ سے پہلے جنوری 21 کے مہینے میں پیداوار کی سطح تک نمو کے رجحان میں اضافہ کیا، معاشی سرگرمیوں میں مستحکم بحالی کی بناء پر 9.1 فیصد (سالانہ) کی نمو ہوئی۔ تاہم، فروری 21 میں ہم نے وبائی بیماری کی تیسری لہر کی وجہ سے معاشی سرگرمیوں میں سست روی دیکھی۔ کنزیومر پرائس انڈیکس (CPI) افراط زر دسمبر 20 میں 12.63 فیصد سے کم ہو کر مارچ 21 میں 9.1 فیصد تک ہو گیا۔ تاہم، ماہانہ بنیاد پر، افراط زر کھانے کی اشیاء کی قیمتوں میں اضافہ کی وجہ سے مالی سال 21 کی تیسری سہ ماہی میں بڑھ گیا۔

2۔ مالی جھلکیاں

گروپ نے 31 مارچ 2021 کو ختم ہونے والی نو ماہی کے دوران 4,135.8 ملین روپے کی مجموعی آمدنی حاصل کی جو اسی مدت کے مقابلے میں 9 فیصد کا اضافہ ظاہر کر رہی ہے۔ یہ بنیادی طور پر ٹی پی ایل لائف انشورنس سے حاصل ہونے والی آمدنی میں اضافے کا سبب تھا جبکہ نتائج میں ٹریڈرڈل ایسٹ (TME) سے 167 ملین روپے کی آمدنی بھی شامل ہے جو کہ TPL ٹریڈر کی ایک غیر ملکی ذیلی کہنی ہے جو پہلی بار شامل کی گئی ہے۔ مجموعی مارجن میں کمی کے نتیجے میں فروخت کی لاگت 447 ملین روپے تک زیادہ ہو گئی۔ گروپ کے انتظامی اخراجات کنسولیدیشن میں TME کے ضم ہونے کے باعث اسی مدت کے مقابلے میں 199.9 ملین روپے کا اضافہ ہوا۔ گروپ کی سطح پر سہ ماہی میں ٹیکس کے بعد نقصان 231 ملین روپے ہے، جو کہ دوسری سہ ماہی میں بیان کردہ 342 ملین روپے اور پہلی سہ ماہی میں 314 ملین روپے نقصانات سے کافی کم ہے۔ گروپ نے گزشتہ اسی مدت میں 3.77 روپے کے مقابلے میں 2.67 روپے فی حصص نقصان درج کرایا ہے۔

3۔ گروپ کی کارکردگی

کہنی کے مختلف کاروباری شعبوں کا مختصر جائزہ مندرجہ ذیل ہے:

a۔ ٹی پی ایل ٹریڈر لمیٹڈ

کیم جولائی 2020، کہنی نے TME میں مزید 21 فیصد حصص حاصل کر لئے، جس کے تحت انتظامی کنٹرول حاصل کیا گیا۔ مالی سال 2020-2021 کی آخری سہ ماہی تک، کہنی نے 1.53 ملین روپے کی مجموعی آمدنی حاصل کی جو گزشتہ سال کے مقابلے میں 17 فیصد اضافہ ظاہر کرتی ہے۔ پچھلے سال کی اسی مدت کے مقابلے میں ٹیکس سے قبل کہنی کے مالی نتائج میں بھی بہتری آئی ہے۔ اگر پچھلے سال کے اسی عرصے کے نتائج کو جمع کیا جاتا تو، ٹیکس سے قبل مالی نتائج 72 فیصد بہتر ہوتے۔ منسلک کا شعبہ نے کہنی کی ٹاپ لائن میں 52 فیصد کا حصہ شامل کیا، جہاں مدت کے لئے مقرر کردہ ہدف کے مقابلے میں 6 فیصد اضافہ دیکھا گیا، جبکہ لوکیشن ہیڈ کوارٹر شعبہ، جو 2020 میں آپریشنل ہوا، نے محصول ہدف کا 2020 فیصد حاصل کر کے توقعات سے تجاوز کیا۔

نئی مصنوعی ایجادات اور فروخت ہدف اور خدمات کے ساتھ، ٹی پی ایل ٹریکٹر نے اپنی بنیادی آمدنی پیدا کرنے والے کاروباری خطوط کے ساتھ اپنی نمونہ جاری رکھا۔ نئے کارسازوں کو ملک میں قیام کی ترغیب دینے کی حکومت کی آٹو پالیسی 2016-21 سے فائدہ اٹھاتے ہوئے، ٹی پی ایل ٹریکٹر اپنے موجودہ اور نئے آنے والوں دونوں گاہکوں کے ساتھ آڈیو ویڈیو نیویگیشن (اے وی این) مارکیٹ میں اپنی قیادت برقرار رکھنے کا ارادہ رکھتی ہے۔ ان - کارسوفٹ ویز اور ہارڈ ویئر میں ایجادات سے اس مارکیٹ پر غلبہ حاصل کر لیں گے۔ کمپنی ہندوستان اور برطانیہ جیسے نئے داخل ہونے والوں کو کچھ کرنے کے ساتھ اپنے کاروبار کو بڑھانے کے مواقع کو بروئے کار لاری ہے۔ ٹی پی ایل ٹریکٹر ہرسارف کے کاروبار میں اپنا حصہ شامل کرنے کے ساتھ ساتھ مالی سال کے باقی عرصہ میں متوقع نئے داخل ہونے والوں کو بھی کچھ کرے گا۔

پہلی اور دوسری سرمایہ کے دوران آئل اینڈ گیس، بینکنگ، زراعت اور آٹوموٹو سیکٹروں میں کلیدی کامیابیوں نے مستقبل کی ترقی کے مستقل امکانات کا مظاہرہ کیا ہے کیونکہ یہ شعبہ مزید پیچیدہ ترین پیش اور آئی سی لیوٹن تلاش کرتے ہیں۔ ملک میں، متعدد شعبے مارکیٹ کی تبدیلیوں کا ریسپانس دے رہے ہیں جو کارکردگی اور آٹومیشن پر توجہ دے رہے ہیں اور ٹی پی ایل ٹریکٹر ان کلیدی منڈیوں کو وسیع کرنے اور ان کو کچھ کرنے کی مثالی پوزیشن میں ہے۔

ریسرچ اینڈ ڈیولپمنٹ (آر اینڈ ڈی) کے لئے تنظیم کی مستقل لگن نے ریشیل کاروباری خطوط کو کامیابی کے ساتھ برقرار رکھا ہے۔ اگرچہ آٹوموٹو سیکٹر ابھی تک پچھلے دو سالوں کے دوران کی کمی کو پوری طرح سے پورا نہیں کر سکا ہے، ٹویونا، ہنڈا اور سوزوکی کے لئے کمپنی کے کامیاب bespoke ریشیل مصنوعات نئی مصنوعات کی ایجادات کا باعث بنی ہیں جو ملک بھر کی ریشیل مارکیٹ اور آٹوموٹو ڈیلر مارکیٹ کی ضروریات کو پورا کر سکتی ہیں۔ پروڈکٹ اور مارکیٹ آر اینڈ ڈی کے لئے مسلسل محنت کا مطلب یہ ہے کہ کمپنی کو توقع ہے کہ اُسے مارکیٹ میں اپنی مہارت اور پوزیشن کا فائدہ ہوگا اور مارکیٹ اور ٹی ٹی کسٹمر کاروبار میں شیئر بڑھ جائیگا۔

اپنی رفتار اور مارکیٹ محرکات کے ریسپانس کی بنیاد پر، ٹی پی ایل ٹریکٹر اس سے مشکل اور آئی سی کی بنیاد پر حل اور اسمارٹ ایگریکچر، اسمارٹ ویز ہاؤسنگ، جنسٹس مانیٹرنگ کے ساتھ ساتھ کارڈزوں کی مینیجمنٹ سسٹم کی پیش گوئی، موبائل استعمال پر مبنی انشورنس، ٹریڈر کلیلٹ مینجمنٹ ایپلی کیشن، ڈیٹا ویز ہاؤسنگ میں بہتری، اور کولڈ چین مانیٹرنگ جیسی ایجادات کو لا کر اپنے پورٹ فولیو کو بڑھانا جاری رکھے گی۔

خلاصہ یہ ہے کہ، مارکیٹ بحالی کا سامنا کرنے میں زبردست چلک کا مظاہرہ کرنے کے بعد کمپنی بحالی اور استحکام کی پیش کش کر رہی ہے۔ تنوع، مصنوعات کی جدت طرازی، اور فروخت کی موثر حکمت عملی ترقی کے لپچھہ وراثت ہوں گی۔

مستقبل کا نقطہ نظر - ڈیجیٹل میڈیا اور لوکیٹرز سروسز

اس آنے والی سرمایہ میں فوکس اپنی ہی پروڈکٹ کی طرف ہوگا۔ نقشہ جات کی تمام مصنوعات کے روڈ میپ کو چلانے کے لئے ایک پروڈکٹ گروٹھ ٹیم تشکیل دی جارہی ہے۔ روڈ میپ میں نیچر اضافہ، مارکیٹ ریسرچ کے ذریعے اضافی استعمال کے معاملات کی تلاش اور BI تجزیہ پر توجہ دینا شامل ہوگی۔

ٹی پی ایل نقشہ جات ایپ کیلئے مزید مضبوط UX/UI کو وسیع اور تخلیق کرنے کے لئے TPL ٹریڈر خصوصیت میں اضافہ اور TPL نقشہ جات ایپ کے ترقیاتی روڈ میپ کی رہنمائی کے لئے مارکیٹ کی گہری تحقیق کر رہا ہے۔ ایک نئی اور بہتر UX/UI کے ساتھ ایک ایپ ری ویپ اگلے 6 ماہ کے لئے روڈ میپ پر ہے۔

ٹی پی ایل نقشہ جات ایپ ویب ای ویو اور ایس ڈی کے فارمیٹ میں بھی دستیاب ہوں گے جو ان ایپلی کیشنز کے ساتھ ملا کر بنائے جائیں گے جن پر صارف کی مشغولیت کو ان کے پلیٹ فارم پر بڑھانا چاہتے ہیں۔ مثال کے طور پر ٹیلیکوم اور فٹنیک ایپس جن کے بنیادی صارف کی تعداد 6 ملین ایم اے یوز سے زائد ہے۔ ٹی پی ایل نقشہ جات ویب ویو وصول اور صارف کے رویہ کی نگرانی کے لئے تجرباتی ڈیش بورڈ کے ساتھ مل کر بنائی جائے گی۔

گندیشہ سرمایہ میں، DART، این ہاؤس تعمیر کردہ B2B ساس سیلشن میں سے ایک، منتخب ممکنہ گاہکوں کو ایک بہت ہی مثبت رد عمل کے لئے پیش کیا گیا تھا۔ پانچ لائن میں ٹی ایس ایس، کال کوئیر، سائبرنیٹ، جوہو (ایک سروس گروپ کمپنی)، اور ایف ایس آئی بشمول اے پی ایل اور بی ایف جیسی تنظیمیں شامل ہیں۔

DART سیلشن کی دو مختلف اقسام، ایک تیزی سے ترسیل کی ٹیرنگ اور دوسری کارپوریٹ سیل فوس، لاجسٹکس، فاما، ایم اے کامرس کی کیڑہیں - ڈارٹ کے لئے کمرشل فروخت جنوری 2021 میں شروع کی گئی تھی اور ہم 2021-2020 کی آخری سرمایہ سے شروع ہونے والی آمدنی میں اضافے کی پیش گوئی کرتے ہیں۔

ٹی پی ایل ٹریڈر کارپوریشن کے وسیع تر سامعین تک پہنچنے کے لئے اپنی مصنوعات کے سیکڑھنڈ بنانے کے لئے اسٹرٹجک شراکت کی تلاش کر رہی ہے۔ ٹیلی نار پاکستان، وزنگ، اور جاز کی B2B برنس یونٹس کے ساتھ شراکت کی بات چیت جاری ہے۔ ریونیو سٹیز ماڈل کی تلاش کی جارہی ہے۔ زیرغور مصنوعات ڈارٹ اور ایل بی ایس خدمات ہیں۔ مزید برآں، ٹی پی ایل ٹریڈر، ہارڈ ویئر کے ساز و سامان سے باخبر رہنے اور جیو فینسنگ اور منسلک سروسز (اسارٹ کارز) اور گلاؤڈ سروسز کے شعبوں میں ترجیحی شراکت داری کی تلاش کے لئے OEM کے ساتھ شراکت کے لئے بھی دوبارہ تعاون کرے گی۔

ٹی پی ایل ایل فٹنس جات ایپ کی مارکیٹ پوزیشن کو مستحکم کرنے کے لئے جیسا کہ میپس ایپ آف پاکستان کی حکومت پاکستان کی طرف سے توثیق کی گئی ہے، ٹی پی ایل ٹریڈر بینڈیٹ میڈیکل رز کے ساتھ شراکت کا ارادہ رکھتا ہے تاکہ تمام مقامی کم سے درمیانی قیمت والے بینڈسٹس میں ٹی پی ایل میپس ایپ کو پھیلے سے انسٹال کیا جاسکے۔ اس سے یہ مقامی مارکیٹ میں گولڈ میپس ایپ کے مقابلہ میں پاکستان میں میپس ایپ کا حصہ بننے کے قابل ہو جائے گی۔

موجودہ ڈیٹا پوائنٹس کا حجم لگ بھگ پانچ ملین رہا۔ ڈیٹا اکٹھا کرنے کی کوششوں کو تیز کرنے کے لئے، ٹی پی ایل ٹریڈر ان تھیموں کے ساتھ شراکت کی تلاش کر رہا ہے جن کے پاس اپنے صارفین کے پتے اور مقامات کی طرح لاڈلائے جمع ہے جس کے ذریعے ہم اندراجات اور درستی کے حوالے سے اپنے ڈیٹا مجموعہ کو بڑھا سکتے ہیں۔ اس مقصد کے لئے ٹی پی ایل کی ٹیم نے رابطہ کیا ہے اور کچھ معاملات میں کے ایم، ٹی پی ایل اور جاز جیسی تھیموں سے باہمی فائدہ مند تعاون پر تبادلہ خیال کرنے کے لئے رابطہ کیا گیا ہے۔ اس شراکت داری کے ساتھ، ٹی پی ایل ٹریڈر، آئندہ مہینوں میں، اعداد و شمار کو تیز ڈیٹا کی حیثیت سے مختلف صنعتوں تک قابل رسائی بنا کر ڈیٹا کے مونیٹریژیشن کے امکانات تلاش کرے گی۔

آخر میں، ٹی پی ایل ٹریڈر کی جدت طرازی کے ساتھ ساتھ فروخت، شراکت داری، مصنوعات کی بہتری اور کلائنٹ منیجمنٹ کی طرف ایک حکمت عملی کا اندازہ باقی مالیاتی سال کے لئے مستحکم اور پائیدار ترقی کو آگے بڑھائے گا۔

b. ٹی پی ایل انشورنس لمیٹڈ

اس عرصے کے دوران، کمپنی نے مجموعی تحریری پریمیم (بشمول ونڈ وٹکافل آپریشنز) گزشتہ سال میں 1,928 ملین روپے کے برعکس 2,259 ملین روپے درج کرایا، جو گزشتہ سال کے مقابلے 17 فیصد نمو ظاہر کر رہا ہے۔ کوویڈ 19 کے اثرات اس عرصے کے دوران جاری رہے حالانکہ 2020 کی دوسری ششماہی میں کاروبار کے آغاز کے ساتھ ہی، گاڑیوں کی فروخت میں اضافہ ہوا اور اس نے سالہا سال میں 32 فیصد اضافہ ریکارڈ کیا ہے۔ موٹر پورٹ فولیو نے گزشتہ سال کی اسی مدت میں 1,616 ملین روپے کے مقابلے موجودہ مدت میں 1,809 ملین روپے GW P درج کرایا۔ کمپنی کاروبار کے دوسرے شعبوں میں بھی اپنے پاؤں جما رہی ہے۔ فائر پورٹ فولیو نے 108 فیصد نمو یعنی 249 ملین روپے (2019-20: 120 ملین روپے) درج کرائی۔ کمپنی نے ٹیکس سے قبل 16 ملین روپے (2019-20: 76 ملین روپے منافع) نقصان درج کرایا، جس میں ونڈ وٹکافل آپریشنز کے نتائج بھی شامل ہیں، جس کی بنیادی وجہ پورٹ فولیو میں صحت کے کاروبار کا گھل مل جانا ہے۔ صحت کے کاروبار کو ریلیشن اینسٹر کے طور پر لکھا گیا ہے تاکہ بلیو چپ کارپوریشن سے فائر اور میرین کے منافع بخش 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 ڈیجیٹلائزیشن اقدامات پر اپنی توجہ جاری رکھے ہوئے ہے۔ مدت کے دوران، ہم نے اپنے کھیر کی ادائیگی کے عمل کو ڈیجیٹل بنانے کے لئے پاکستان کے ایک سرکردہ بینک کے ساتھ معاہدہ کیا ہے۔ ہم نے ڈیجیٹل چینلز کے ذریعہ اپنی فروخت میں اضافہ کرنے کے لئے کئی ڈیجیٹل پلیٹ فارموں پر بھی مذاکرات کئے ہیں۔ اپنے صارف کے تجربہ کو مزید بڑھانے کے لئے، ہم نے پریمیم جمع کرنے سے لے کر آخر تک خود کار عمل کے لئے ڈیجیٹل ادائیگی کے پلیٹ فارم کے ساتھ معاہدہ کیا ہے۔ اپنی پیش کش کو متنوع بنانے کے لئے، ہم نے معروف بینکوں کے ساتھ معاہدہ کیا ہے تاکہ وہ اپنے صارفین کو فصل کی انشورنس کی

خدمات مہیا کر سکیں اور اس طرح زراعت اور مویشیوں کی انشورنس میں ہماری موجودگی میں اضافہ ہوگا ہمارے روایتی تقسیماتی چینلز میں بڑھتی ہوئی گہرائی اور ان تمام نئے اقدامات کے ساتھ، ہم مستقبل میں پائیدار منافع بخش نمو کی توقع کرتے ہیں۔

31 دسمبر 2020 کو ختم ہونے والے سال کے حصص یافتگان کو ہماری رپورٹ میں مذکورہ کے مطابق، بورڈ آف ڈائریکٹرز نے Cologne، جرمنی میں واقع، ایک اہم ڈویلپمنٹ فنانس انشٹیٹیوٹ، KfW گروپ میڈیکل ڈی ایچ ڈی (KfW-Deutsche DEG) کے Investments-und Entwicklungsgesellschaft mbH ("DEG") کی طرف سے رائٹس اجراء کے طریقہ کے علاوہ عام حصص کے نئے اجراء کے طریقہ سے کمپنی میں 19.9% کیو بی اے انٹریسٹ تک کی ایکویٹی سرمایہ کاری کی منظوری دی تھی۔ سرمایہ کے اختتام کے بعد 20/روپے 23.325 ملین عام حصص کے اجراء کے عوض مذکورہ کیپٹل انکیشن رقم 466.5 ملین روپے وصول ہوئی ہے اور حصص جاری کر دیئے گئے ہیں۔

مستقبل کا نظریہ

اگرچہ مالی سال 2020-21 کے دوران پاکستان کی معیشت کو نمایاں نقصان ہوا ہے، ہماری کمپنی نے چلک کا مظاہرہ کیا اور اس میں نمایاں نمو بیان کی ہے۔ امریکی ڈالر کی برابری میں ڈسکاؤنٹ شرحوں میں کمی کے ساتھ، معیشت ترقی کی راہ پر گامزن ہے۔ تیسری سہ ماہی 2020 سے مؤثر 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 اہلیتوں کو حاصل کرنے کے لئے ڈیجیٹل انفراسٹرکچر میں اپنی سرمایہ کاری کو جاری رکھیں۔ کمپنی اپنے پورٹ فولیو کو متنوع بنانے اور اس کے مارکیٹ شیئر کو بڑھانے کے لئے نان مؤنڈیشن میں بھی داخل ہو چکا اور وہ رکھتی ہے۔ ہمیں یقین ہے کہ ان اقدامات سے کمپنی آنے والے سالوں میں پائیدار ترقی کی راہ کو جاری رکھنے میں مدد دے گی۔

C-ٹی بی ایل پراپرٹیز لمیٹڈ

کمپنی کی مجموعی آمدنی 419 ملین روپے رہی، جو کہ سنٹر پوائنٹ کی فروخت کی وجہ سے معاہدہ کے جلد خاتمہ سے آمدنی کے نقصان کے باعث گزشتہ سال کے مقابلے 56 ملین روپے کم ہوئی۔ سنٹر پوائنٹ کی فروخت پر آمدنی کے نقصان اور انویسٹمنٹ پراپرٹی کی دوبارہ قیمت پر کم گین کی وجہ سے ٹیکس کے بعد مجموعی منافع 369 ملین روپے تک کم ہو گیا۔

مستقبل کا نقطہ نظر

سنٹر پوائنٹ پر فروخت کا لین دین تقریباً مکمل ہونے کو ہے اور ہمیں امید ہے کہ اپریل 2021 کے اختتام تک معاہدہ بیج پر دستخط ہو جائیں گے۔ کمپنی معاہدہ بیج کے دستخط ہونے پر بقایا فروخت کی آمدنی حاصل کرے گی اور دریں اثناء انویسٹمنٹ پراپرٹی پر غیر وصول شدہ گین بھی حاصل کرے گی۔ اس آمدنی کو مستقبل کے ڈیویڈنڈ کی شرائط میں قابل تقسیم ذخائر میں محفوظ رکھا جائے گا۔ مزید برآں، جیسا کہ پہلے بیان کیا گیا، ہم نے اب ماسٹر پلین کیو بی اے کے لئے مختص قطعہ زمین کے لئے قانونی کارروائی مکمل کی ہے اور پراپرٹی کے فروخت کنندہ کے ساتھ خریداری کے معاہدہ پر دستخط کر دیئے ہیں۔ مذکورہ زمین پر SPV کے تحت گھر بنے ہوئے ہیں اور کمپنی اس SPV کو (فنانسل ادا نیگیو کے حوالہ سے) اپنے موجودہ کاروباری ماڈل کے مطابق خرید رہی ہے جہاں تمام منصوبے الگ الگ SPVs کے تحت رکھے گئے ہیں۔

ون ہو شنگ کا ایک پریم مخلوط استعمال ڈیولپمنٹس پروجیکٹ تفصیلی ڈیزائن مرحلے کے اختتام کے بعد مرحلہ 5 (ٹینڈر دستاویزات) کی طرف بڑھ رہا ہے اور سب سے ٹاپ کے شارٹ لنڈ ٹھیکیداران اس ماہ کے اختتام تک پیشکش جمع کرنے پر کام کر رہے ہیں۔ ہیرش فیلڈ این اوی اس مہینے میں موصول ہوا، اس کے بعد آرکیٹیکچرل منصوبے SBCA کو جمع کرائے گئے ہیں۔ اگلے مہینے منظوری کے لئے SEPA کو EIA رپورٹ جمع کرائی گئی۔ براؤننگ کا آغاز جون 2021 میں کرنے کی منصوبہ بندی کی گئی ہے۔

اسکوائر اینڈ پارٹنرز (یو کے ڈیزائن اسٹوڈیو) کے فریڈی ٹی کنسپٹ مکمل ہونے کے بعد TT فیز 1، ایک بلندو بالا ٹیکنالوجی پارک پروجیکٹ کنسپٹ ڈیزائن (اسٹیج 3) کی طرف بڑھ رہا ہے۔ اس کے بعد مقامی کنسلٹنٹس کے ذریعے عمل میں لایا جانے والا تفصیلی ڈیزائن (اسٹیج 3) تیار کیا جائے گا۔ کمپنی نے تمام ڈسپلنرز کا احاطہ کرنے والی notch مقامی ڈیزائن کنسلٹنٹس کو بورڈ پر لینے کے علاوہ برطانیہ میں MEP اور ID مشیروں کے ساتھ معاہدوں پر دستخط کیے ہیں۔ کنسلٹنٹس بیک وقت قانونی دستاویزات 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۔ تعمیر کا آغاز 2021 کی آخری سہ ماہی میں ہونے والا ہے۔

d-ٹی بی ایل لائف انشورنس لمیٹڈ

سہ ماہی کے دوران کمپنی نے ٹاپ لائن کی شرائط میں اچھی کارکردگی کا مظاہرہ کیا۔ 31 مارچ 2021 کو ختم ہونے والی 2020-21 کی نو ماہی کے دوران مجموعی تحریری پریمیم (جی ڈی بیو پی) 904 ملین روپے روپے رہا جو 2019-20 کی اسی مدت میں 690 ملین روپے کے مقابلے 31 فیصد بہتر ہوا ہے۔ وبائی بیماری کی وجہ سے، چند کمپنیوں نے اپنے یومیہ آپریشنز کو معطل کر دیا۔ تاہم TPL لائف کے آپریشنز بلا توقف جاری رہے۔ کمپنی کے آپریشنل ماڈل اور سسٹم کی چلک کے شکر گزار ہیں جس نے ہمارے کلائنٹس کے لئے خدمات کو یقینی بنانے کے لئے ٹیم کو گھر سے اور کنکریٹ ریہوٹلی کے ذریعے کاروبار جاری رکھنے کی اجازت دی ہے۔

سال کے دوران، کارپوریٹ ہرنس کا پریمیم 707 ملین روپے اور ریشیل کاروبار سے 197 ملین روپے جبکہ 2019-20 کی تقابلی مدت میں بالترتیب 585 ملین روپے اور 105 ملین روپے تھا۔ کارپوریٹ کاروبار میں 21 فیصد اور ریشیل کاروبار میں 88 فیصد بالترتیب اضافہ ہوا ہے۔

کمپنی کے نکال لائن آف بزنس نے مجموعی پریمیم ریونیو میں 12 فیصد حصہ شامل کیا ہے اور ہم توقع کر رہے ہیں کہ ریشیل اور کارپوریٹ سیکٹر میں شریعہ پر مبنی نکال سلیوشن کی ضرورت کی بدولت آئندہ سال میں نکال لائن آف بزنس سے شرکت میں اضافہ ہوگا۔

کمپنی نے اس عرصے کے دوران کل 626 ملین روپے صحت اور زندگی کے کیمیز میں ادا کئے، جس میں سے صحت کے کیمیز 485 ملین روپے اور لائف انشورنس کیمیز 141 ملین روپے ہیں۔

اس مدت کے دوران کمپنی نے سولہ بیس اور ورکنگ کیپٹل کی ضروریات کو پورا کرنے کے لئے ٹی پی ایل کارپوریشن لمیٹڈ 10 روپے فی شیئر کے حساب سے 12.5 ملین رائٹ شیئر جاری کئے اور شیئرز کے عوض پیشگی کے طور پر 100 ملین روپے وصول کئے ہیں۔

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

کمپنی نے PACRA کی طرف سے کمپنی کی A- (سنگل اے مائنس) کی IFS (انشورر فنانشل سٹریٹجھ) کی درجہ بندی کو برقرار رکھا ہوا ہے۔

سال کے لئے ٹیکس کے بعد نقصان 315.5 ملین روپے (2019-20 307.5 ملین روپے) تھا۔ اہم شراکت داروں میں صحت اور زندگی کے کاروبار کے لئے خطرہ پرائیویٹ سالیوشی مارجن کی تشکیل کے ساتھ ساتھ زندگی اور صحت کی انشورنس کی کارروائیوں کے آغاز اور اس سے وابستہ اخراجات شامل ہیں۔ موجودہ معاشی ماحول میں اور آپریشنل اخراجات میں حالیہ اضافے کے ساتھ، کمپنی کو احساس ہے کہ اپنے اہم لاگت کے مراکز پر مستقل طور پر جائزہ لینا پڑتا ہے اور کاروباری/آپریشنل حکمت عملیوں کو دوبارہ بحال کرنا پڑتا ہے۔

وبائی مرض کے دوران، حکومت کی طرف سے جاری کردہ تمام گائیڈ لائنز پر عمل کیا گیا اور ملازمین کی حفاظت کے لئے تمام ضروری اقدامات محفوظ کام کا ماحول یقینی بنانے کے لئے کئے گئے۔ جہاں قابل اطلاق ہوا تیسری لہر کے دوران کاروبار کے تسلسل اور ہموار آپریشنز کو یقینی بنانے کے لئے "گھر سے کام" کا شیڈول متعارف کرایا گیا۔ کمپنی کی پوری ایچ آر ٹیم کے ساتھ ساتھ بیرونی اسٹیک ہولڈرز کی صحت اور حفاظت کو یقینی بنانے کے لئے، ویڈیو/آڈیو کانفرنسنگ سہولیات کا استعمال کرتے ہوئے، تمام داخلی اور خارجی اجلاس عملی طور پر منعقد کئے جا رہے ہیں۔

مستقبل کا نقطہ نظر

پاکستان کی معیشت اب بھی ایک مشکل مرحلے سے گزر رہی ہے۔ مالی نظم و ضبط، فیض کی تعمیل، ایکویٹی مارکیٹ کا استحکام، معاشی اور ٹیکس پالیسیوں کا استحکام، اور بہتر گورننس بالآخر بہتر معاشی نمو کا باعث بنے گی۔ جب کہ حکومت کی جانب سے معیشت کو دستاویزی بنانے کے لئے اٹھائے جانے والے اقدامات قابل تعریف ہیں، ان کے مثبت نتائج برآمد ہونے میں اس کا مقررہ 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 ایجنٹوں کے کمیشن پر بھی صوبائی سبزی ٹیکس لگانا ہے۔ پاکستان جیسے ملک میں، جو دنیا میں سب سے کم انشورنس اندراج میں سے ایک ہے، انشورنس سیکٹر کی ترقی کے لئے حکومت کی مدد اندراج بڑھانے اور موجودہ مسائل کو حل کرنے میں کلیدی کردار ادا کرے گی۔ دیگر لائف انشورنس کمپنیوں سمیت، کمپنی نے لائف اور ہیلتھ پر بینکم پریسبز ٹیکس عائد کرنے کو چیلنج کرتے ہوئے آئینی چیلنجز اور رٹ پیٹیشنس بالترتیب سندھ ہائی کورٹ اور لاہور ہائی کورٹ میں دائر کی ہے۔

کمپنی نے ٹاپ لائن نمو کی شرائط میں تسلی بخش کارکردگی کا مظاہرہ کیا۔ 31 مارچ 2021 کو ختم ہونے والی مدت کے لئے، کمپنی کے مجموعی تحریری پریئم نے دیگر مقامی لائف انشورنس کھلاڑیوں کے لئے کم نئی کاروباری نمونہ ریات کے باوجود 25 فیصد کی نمو ظاہر کی ہے۔

ٹی پی ایل لائف، تکنیکی سلیوشن میں فرنٹ رنر ہونے کے ناطے، مستقبل مارکیٹ کی تقسیم کے ماڈل کو فائدہ مند بنانے کے لئے مثالی حیثیت رکھتا ہے۔ ڈیجیٹل پلٹ فارم کے ساتھ اور ایکسوسٹریکٹر کی بدولت، اب مارکیٹ میں جارحانہ حکمت عملیوں پر توجہ دی جائے گی اور بیمہ ٹیک سلیوشن کے بارے آگاہی میں اضافہ ہوگا۔

کاروبار کی خوردہ لائن کے لئے، کمپنی اپنے ڈیجیٹل فٹ پرنٹ کو بڑھانے پر توجہ دے گی اور ڈیجیٹل پلیٹ فارم کے ساتھ شراکت کی تلاش کرے گی جو تیز ترین دخول کے ساتھ ساتھ خطرہ کی تنوع کے قابل بنائے گی۔ نئی ڈیجیٹل / آرٹھیل آفرنگز کے لئے ڈسٹری بیوشن پارٹنرجینوں کے طور پر فیصل بینک، جاز اور یو بی ایل اونی کو انگیج کیا گیا ہے۔

کارپوریٹ کاروبار باقاعدگی سے گھومنے 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 انشورنس، میڈیکل انفلیشن میں اضافہ کاروباری تناؤ اور قیمتوں کی جنگ کے مقابلہ میں اضافہ کا نتیجہ ہے۔ کمپنی کلائنٹس کو منافع بخش بکلس میں رکھے اور باقاعدہ بنیاد پر نقصان دہ کلائنٹس پورٹ فولیو کا جائزہ لینے کا ارادہ رکھتی ہے۔ کمپنی کی مکمل لائن آف بزنس نے کل پریئم آمدنی میں 12 فیصد کا حصہ شامل کیا ہے اور آرٹھیل / ڈیجیٹل ڈومین میں مزید مصنوعات کا آغاز کر کے بینک مکمل پارٹنرشپ کے ساتھ نمونہ کرنے کی توقع ہے۔

e۔ ٹی پی ایل ای وی پی

سہ ماہی کے دوران، ٹی پی ایل ای وی پی موجودہ پورٹ فولیو کمپنیوں کے فالو اپ فنڈنگ راؤنڈ میں شرکت کرنے پر توجہ مرکوز کر رہی ہے۔ جبکہ مقامی اور غیر ملکی اسٹیک ہولڈرز کے ساتھ انڈر پائمنٹ سرجیک تعلقات کے ہمراہ، پُرکشش سرمایہ کاری کے مواقع بھی تلاش کر رہی ہے۔ کمپنی نے رائڈر کے فالو اپ فنڈنگ راؤنڈ میں حصہ لیا جہاں 18.5 ملین روپے کی سرمایہ کاری کی ہے۔ سرمایہ کاری کی پہلی قسط مالی سال 21 کی تیسری سہ ماہی کے دوران جاری کر دی گئی اور دوسری قسط اگلی سہ ماہی میں جاری کر دی جائے گی۔

سٹرٹجک لاجسٹکس پارٹنرس مزید کاروبار اور ٹیکنالوجی حاصل کرنے کے لئے ڈیوریز کے بڑھتے ہوئے حجم کو موثر انداز میں پورا کرنے، سیلز فورس کو بڑھانے کے لئے ریسرچ اپیلی کیشن پروگرامنگ انٹرفیس (API) سلیوشن کا آغاز کرنے، نئے ویڈیو سسٹمز قائم کرنے کے لئے اس فنڈنگ راؤنڈ سے اکٹھے کئے گئے فنڈز کو استعمال کرنے کا منصوبہ ہے۔ سہ ماہی کے دوران، رائڈر نے ترسیل کے حجم میں 235,000 سے زیادہ ڈیوریجیم میں غیر معمولی حجم نمونہ حاصل 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 دراز کو 300,000 سے زیادہ ترسیل آرڈرز پیش کیے تھے۔ جبکہ انتظامیہ کا مقصد اگلی سہ ماہی میں 300,000 آرڈرز حاصل کرنا ہے۔

ٹی پی ایل ای وی پی نے ایک اور پورٹ فولیو کمپنی یعنی ٹیلوٹاک میں بھی سرمایہ کاری کا عزم کیا ہے جس کے تحت، پری سیریز اے فنڈنگ راؤنڈ میں 100,000 امریکی ڈالر کی سرمایہ کاری کرنے کا عہد کیا ہے، جس میں 1.3 ملین امریکی ڈالر جمع کرنے کا ہدف ہے۔ اس منصوبے کا مقصد ان فنڈز کی مدد سے اپنی ترقی اور رفتار کو برقرار رکھنے کے لئے اپنے ٹیکنالوجی اسٹیک اور انفراسٹرکچر کی پیمائش کرنا ہے۔ Q3FY21 کے دوران، ٹیلوٹاک نے نمونہ حاصل کرنا جاری رکھا، جس کے تحت ماہانہ ایکونو صارفین میں 162 فیصد سے زائد نمونہ حاصل کی گئی اور ٹیلوٹاک اپ پر 150,000 سے زیادہ نئے صارفین نے سائن اپ کیا۔ اس منصوبے نے لکیشن فرسٹ کے برخلاف، نئے صارفین کو راغب کرنے کے لئے اس کی سابقہ حکمت عملی کے برخلاف، مواد کی نمائندگی کرنے کے لئے اپنی ایپ کی ایک اہم تشکیل نو کا بھی آغاز کیا۔ اس نے نئی بات چیت کی نئی خصوصیت بھی متعین کر دی۔ منصوبے کی حکمت عملی میں تبدیلی کے مثبت نتائج دیکھنے میں آئے ہیں اور اس کا مقصد صارف کے تجربے کو آگے بڑھانا ہے۔

مزید یہ کہ، ITPL ای ویٹھرز اشارت اپ ماحولیاتى نظام كے اندر اپنے اسٹریٹجك اتحاد كو مزىد تقوىت بخشتا رہا۔ سہ ماہى كے دوران، اس نے انجینرون ویب سروسز، انكار پوریشن (AWS) "اكتیویٹ پروگرام" كے لئے سائن اپ كیا۔ اس پروگرام سے پورٹ فولیو كپنیوں اور دیگر تجویز كردہ مقامى اشارت اپس كو فائدہ ہوگا تاكه وہ 100 ہزار امرىكى ڈالر تك AWS كا كریڈٹ، اشارت مینور شپ كے ساتھ، تكنىكى روڈ میپ پر مفت مشاورت اور عالمى سرمایہ كارنیٹ ورك تك رسائى حاصل كریكس۔ فرورى 21 میں ITPL ای ویٹھرز ٹیم نے NIC كراچى كے زیر انتظام مشتر كه طور پر ورتچكل ایونٹ، فنڈ ریزنگ: انویسٹریڈى كیسے بنے كا اہتمام كیا، جس كا مقصد انویسٹمنٹ ٹیزر كے لئے حكمت عملی سے لے كر فنڈ ریزنگ كى تیاری كے عمل میں ابھرتے ہوئے اشارت اپس كے بانىوں كى رہنمائى كرنا ہے۔

كپنى نے ابھرتے ہوئے اشارت اپس كا سراغ لگایا اور ایڈكك، ای كامرس اور ای آر پی سلیوشن كے علاء میں سرمایہ كارى كے چار منافع بخش مواقعوں كى نشاندہى كى۔ فى الحال یہ اشارت اپس مستعد مشق كے تحت ہیں اور سرمایہ كارى كے فیصلے كو حتمى شكل دینے سے پہلے ان كا مكمل جائزہ لیا جائے گا۔

آگے بڑھتے ہوئے، انتظامیہ كا مقصد اگلى سہ ماہى میں پورٹ فولیو كپنیوں میں فنڈز كے انتظامات كو بند كرنا ہے۔ یہ سرمایہ كارى كے مستحكم مواقعوں كا مشاہدہ كرتے ہوئے اور موجودہ پائپ لائن كو مسلسل وابستگى سے ختم كرتے ہوئے اپنے توسیعی منصوبوں اور تعمیراتى ٹیكلالوجى اسٹك كے ساتھ، ٹیلوناك اور رائڈركو كسجھدارى سے سپورٹ كرنے كا بھی ارادہ ركھتى ہے۔

4۔ ٹى پی ایل سكیورٹى سروسز (پرائیویٹ) لمیٹڈ

ٹى پی ایل سكیورٹى سروسز (پرائیویٹ) لمیٹڈ فزیکل كارڈز كى ديكھ بھال، پورى دنیا میں اسى طرح كے كاروبار میں مصروف COVID-19 كى تیسرى لہر سے ہمارا كاروبار بھی متاثر ہوا كیونكه وائرس كے پھیلاؤ كو روكنے كے لئے، لوگ انسانى میل جول سے اجتناب كر رہے ہیں۔ اس كے نتیجے میں، گزشتہ سال كى اسی مدت كے مقابلے نو ماہى كے دوران ٹاپ لائن نے 7 فیصد كى منفى نمو ظاہر كى ہے تاہم، كپنى نئے مواقعوں كى مسلسل تلاش میں ہے۔

مستقبل كا نقطہ نظر

پورے پاکستان میں كوویڈ 19 میں اضافہ كے ساتھ، ہمارى بنیادى توجہ اپنى آمدنى كے بہاؤ اور كاروبار كو بڑھانے پر ہے۔ متبادل الیکٹرونك سیکورٹى سلیوشن كے لئے كپنى تجارتى جینكوں، تجارتى اور رہائشى منصوبوں، فیکٹریوں اور شاپنگ مالز كو ہدف بنارہى ہے جو طویل مدت میں پائیدار آمدنى بہاؤ فراہم كریں گے۔

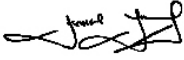
4۔ كریڈٹ رینگ

پاكستان كریڈٹ رینگ انجنى لمیٹڈ (PACRA) نے ٹى پی ایل كارپوریشن لمیٹڈ كو طویل مدتی ائینٹلى كى درجہ بندى "اے" (سنگل اے) اور قلیل مدتی رینگ كى درجہ بندى "اے 1" (اے ون) تفویض كى ہے۔ یہ درجہ بندى مستحكم آؤٹ لك اور اعلى كریڈٹ معیار كى نشاندہى كرتى ہے۔

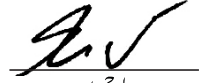
5۔ اظہار تشکر

ہم کمپنی کے شیئر ہولڈرز کا کمپنی پر اعتماد کا شکریہ ادا کرتے ہیں۔ ہم سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان، فیڈرل بورڈ آف ریونیو اور پاکستان اسٹاک ایکسچینج کی طرف سے فراہم کردہ قابل قدر حمایت اور رہنمائی کو بھی سراہتے ہیں۔ ہم کارپوریٹ مقاصد کے حصول میں ملازمین، اسٹریٹجک شراکت داروں، وینڈرز، سپلائرز اور صارفین کی خالصانہ حمایت کا بھی شکریہ ادا کرتے ہیں۔

منجانب بورڈ آف ڈائریکٹرز



جلیل یوسف (ایس ایس ٹی)
ڈائریکٹر



علی جمیل
چیف ایگزیکٹو آفیسر

STANDALONE CONDENSED INTERIM FINANCIAL STATEMENT

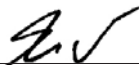


CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UN-AUDITED)

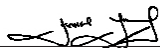
AS AT MARCH 31, 2020

		March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
	Note		
ASSETS			
NON-CURRENT ASSETS			
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
		5,826,677,625	4,708,691,539
CURRENT ASSETS			
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
		294,099,906	151,693,684
TOTAL ASSETS		6,120,777,531	4,860,385,223
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
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
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
		3,496,169,459	2,830,571,704
NON-CURRENT LIABILITIES			
Long Term Financing	11	1,037,966,625	22,009,291
Governement Grant		1,203,068	940,087
Lease Liabilities	12	6,352,768	-
		1,045,522,461	22,949,378
CURRENT LIABILITIES			
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
		1,579,085,610	2,006,864,141
CONTINGENCIES AND COMMITMENTS	16		
TOTAL EQUITY AND LIABILITIES		6,120,777,531	4,860,385,223

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


Chief Executive Officer


Chief Financial Officer

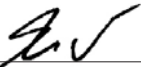

Director

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

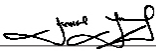
FOR THE NINE MONTHS ENDED MARCH 31, 2021

Note	Nine months ended		Quarter ended	
	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
	(Rupees)		(Rupees)	
Dividend income	-	-	-	-
Administrative expenses	(101,809,468)	(84,903,955)	(41,105,525)	(21,651,229)
Operating loss	(101,809,468)	(84,903,955)	(41,105,525)	(21,651,229)
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
Loss before taxation	(233,760,335)	(324,943,607)	(88,411,038)	(72,719,260)
Taxation	-	-	-	-
Loss for the period	(233,760,335)	(324,943,607)	(88,411,038)	(72,719,260)
Other comprehensive income				
<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)
Total comprehensive income for the period	665,597,756	(703,052,708)	206,163,369	(724,554,063)
(Loss) per share - Basic and diluted	(0.87)	(1.22)	(0.33)	(0.27)

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

	Issued, subscribed and paid-up capital	Capital reserve - reserves created under Scheme of Arrangement	Revenue reserves - Unappropriated profit	Fair value reserve of financial assets designated at FVOCI	Total Equity
----- Rupees -----					
Balance as at July 01, 2019	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)
Balance as at March 31, 2020	<u>2,672,977,630</u>	<u>60,855,762</u>	<u>(204,993,199)</u>	<u>308,397,202</u>	<u>2,837,237,395</u>
Balance as at July 01, 2020	2,672,977,630	60,855,762	(300,342,044)	397,080,356	2,830,571,704
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
Balance as at March 31, 2021	<u>2,672,977,630</u>	<u>60,855,762</u>	<u>(534,102,379)</u>	<u>1,296,438,446</u>	<u>3,496,169,459</u>


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) -----	
CASH FLOWS FROM OPERATING ACTIVITIES		
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
Operating loss before working capital changes	(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
Cash flows from operations	(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)
Net cash flows from operating activities	(1,042,290,609)	768,334,160
CASH FLOWS FROM INVESTING ACTIVITIES		
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)	-
Net cash flows used in investing activities	(220,436,308)	166,755,498
CASH FLOWS FROM FINANCING ACTIVITIES		
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)
Net cash flows used in financing activities	1,265,547,536	(933,279,917)
Net increase / (decrease) in cash and cash equivalents	2,820,619	1,809,741
Cash and cash equivalents at the beginning of the period	5,307,238	7,393,912
Cash and cash equivalents at the end of the period	8,127,857	9,203,653


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:

	% of shareholding	
	March 31, 2021	June 30, 2020
Subsidiaries		
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.

		March 31, 2021	June 30, 2020
		(Un-audited)	(Audited)
		(Rupees)	(Rupees)
5. PROPERTY, PLANT AND EQUIPMENT	Note		
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)		1,336,377	1,109,847
Addition during the period / year	5.1.1	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)	(Audited)
	(Rupees)	(Rupees)
7. LONG-TERM INVESTMENTS		
Investment designated at FVTOCI		
Subsidiary companies:		
Quoted Subsidiaries		
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
	<u>4,664,303,749</u>	<u>3,464,779,454</u>
Unquoted Subsidiaries		
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
	<u>1,143,176,170</u>	<u>1,238,766,075</u>
	<u>5,807,479,919</u>	<u>4,703,545,529</u>
Others:		
TPL Logistics (Private) Limited [TPL Logistics]	3,449,077	3,449,077
TPL Tech Pakistan (Private) Limited [TPL Tech]	-	-
	<u>3,449,077</u>	<u>3,449,077</u>
	<u>5,810,928,996</u>	<u>4,706,994,606</u>
7.1	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.	
	March 31, 2021	June 30, 2020
	(Un-audited)	(Audited)
	(Rupees)	(Rupees)
8. ADVANCES		
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
	<u>149,041,344</u>	<u>28,452,300</u>
	March 31, 2021	June 30, 2020
	(Un-audited)	(Audited)
	(Rupees)	(Rupees)
9. TRADE DEPOSITS AND PREPAYMENTS		
Security deposit	100,000	100,000
Security deposit - Rent	14,400,000	-
Prepayments	225,999	-
	<u>14,725,999</u>	<u>100,000</u>

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

FOR THE NINE MONTHS ENDED MARCH 31, 2021

		March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
10. DUE FROM RELATED PARTIES - unsecured, considered good	Note		
Subsidiary company			
- 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	61,405,842	51,316,077
		61,405,842	61,915,121
Others			
- 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
		104,396,162	104,645,416

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.

		March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
11. LONG-TERM FINANCING - secured	Note		
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)
		1,037,966,625	22,009,291

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)
12. LEASE LIABILITIES			
Lease Liabilities Non Current portion		6,352,768	-
Lease Liabilities Current portion		926,924	-
		7,279,692	-
13. ACCRUED MARK-UP			
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
		93,125,962	274,075,532
14. SHORT TERM FINANCING			
Salam Financing	14.1	150,000,000	-
Short-term Finance	14.2	200,000,000	-
Short-term loan	14.3	-	150,000,000
		350,000,000	150,000,000



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.

		March 31, 2021 (Un-audited) (Rupees)	June 30, 2020 (Audited) (Rupees)
15. DUE TO RELATED PARTIES - unsecured	Note		
Subsidiary companies			
- 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	-
Holding company			
- 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:

	Total	Level 1	Level 2	Level 3
	-----Rupees '000-----			
Financial assets				
March 31, 2021				
Designated at FVOCI	5,810,928,996	4,664,303,749	1,143,176,170	3,449,077
June 30, 2020				
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)
TPL Holdings (Private) Limited - (Holding company)		
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
TPL Security Services (Private) Limited - (Subsidiary Company)		
Expenditure incurred by the Company on behalf of TPLSS	10,089,766	-
TPL Insurance Limited - (Subsidiary Company)		
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	-
TPL Life Insurance Limited - (Subsidiary company)		
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 TPLT	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	-
TPL Trakker Limited - (Subsidiary Company)		
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
TPL Properties Limited		
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	-
TPL Tech Pakistan (Private) Limited		
Expense paid / payable on behalf of TPL Tech	10,025	-
TPL e-Venture (Private) Limited - (Common directorship)		
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
Staff retirement benefit		
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)
ASSETS			
NON - CURRENT ASSETS			
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
CURRENT ASSETS			
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		1,468,607,534	1,175,229,556
Short-term investments		1,283,898,101	851,593,543
Due from related parties		786,786,616	574,764,579
Deferred commission expense		170,744,426	121,156,815
Taxation - net		85,162,088	56,641,728
Cash and bank balances		1,610,550,331	1,470,767,684
		10,281,086,867	6,856,802,869
Non-current asset held for sale		7,011,109,429	6,981,095,074
TOTAL ASSETS		23,903,969,897	19,836,041,818
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Share capital			
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
		2,729,925,952	2,632,323,716
Non-controlling interest		4,629,318,492	4,766,383,687
Participants' Takaful Fund		7,359,244,444	7,398,707,403
		43,929,192	69,048,465
		7,403,173,636	7,467,755,868
NON - CURRENT LIABILITIES			
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	3,339,538,540
CURRENT LIABILITIES			
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		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
CONTINGENCIES AND COMMITMENTS	8		
TOTAL EQUITY AND LIABILITIES		23,903,969,897	19,836,041,818


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)

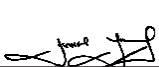
FOR THE PERIOD ENDED MARCH 31, 2021

	Nine Months Ended		Quarter ended	
	March 31, 2021	March 31, 2020	March 31, 2021	March 31, 2020
------(Rupees)-----				
Turnover - net	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)
Gross profit	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)
Operating loss	(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)
Loss before taxation	(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)
Loss for the period	(887,006,802)	(874,681,184)	(231,076,188)	(381,112,019)
Other comprehensive income not to be reclassified to profit or loss in subsequent periods, (net of tax)				
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	-	-	-	-
Total comprehensive loss for the period	(873,215,025)	(887,073,120)	(237,239,223)	(378,298,486)
Loss per share - basic and diluted	(2.67)	(3.77)	(0.73)	(5.72)
Profit / (loss) for the period attributable to:				
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	(36,897,545)	(32,946,172)
	(887,006,802)	(874,681,184)	(231,076,188)	(381,112,019)

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

FOR THE PERIOD ENDED MARCH 31, 2021

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

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	Total
----- Rupees -----			

Participants' Takaful Fund:

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
Balance as at March 31, 2020	2,000,000	(11,690,288)	297,871	(9,392,417)
Balance as at July 1, 2020	2,000,000	67,048,465	-	69,048,465
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)
Balance as at March 31, 2021	2,000,000	41,929,192	-	43,929,192

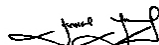
The annexed notes from 1 to 13 form an integral part of these unaudited consolidated condensed interim financial information.



Chief Executive Officer



Chief Financial Officer



Director



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

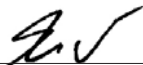
FOR THE PERIOD ENDED MARCH 31, 2021

	March 31, 2021 (Un-audited) (Rupees)	March 31, 2020 (Un-audited) (Rupees)
CASH FLOWS FROM OPERATING ACTIVITIES		
Loss before taxation	(788,162,578)	(823,979,679)
Adjustment for non cash charges and other items:		
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)	-
	946,863,174	1,079,797,133
Operating profit before working capital changes (Increase) / decrease in current assets	148,767,355	255,817,454
Stock-in-trade	(205,205,080)	28,598,338
Trade debts	(802,377,940)	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
Increase / (decrease) in current liabilities		
Trade and other payables	(321,855,977)	315,705,691
Advance monitoring fees	17,629,345	(878,926)
Unclaimed Dividend	-	(1,577,890)
Due to related parties	(538,294,875)	(141,508,720)
Liabilities against insurance contracts	740,283,294	(371,243,382)
Underwriting provisions	297,596,069	496,706,674
	195,358,456	287,203,447
Cash flows from operations	(2,501,249,519)	955,191,594
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)
	(1,025,250,444)	(927,596,939)
Net cash flows (used in) / from operating activities	(3,526,499,963)	27,594,655
CASH FLOWS FROM INVESTING ACTIVITIES		
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	-	-
Net cash flows used in investing activities	(681,716,626)	(668,666,695)
CASH FLOWS FROM FINANCING ACTIVITIES		
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	932,501,375	743,031,548
Long term financing	2,277,001,809	(475,782,845)
Deferred liabilities	7,181,812	-
Liabilities acquired at acquisition of TME	150,828,603	-
Proceeds from IPO of TPL Trakker Limited	743,073,195	-
Net cash flows (used in) / from financing activities	4,293,370,659	730,359,467
Net (decrease) / increase in cash and cash equivalents	85,154,070	89,287,427
Cash and cash equivalents at the beginning of the period	365,573,397	(22,233,079)
Cash and cash equivalents at the end of the period	450,727,467	67,054,348

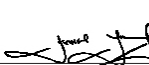
Note

10

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:

	% of shareholding	
	March 31, 2021	June 30, 2020
Subsidiaries		
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:

Location	Addresses
a) Holding Company	
Corporate office, Karachi	11th and 12th Floor, Centrepoint Building, Off Shaheed-e-Millat Expressway, Adjacent KPT Interchange, Karachi.

b) Subsidiary companies

Location	Addresses
Corporate / registered office at Karachi	
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.

Regional offices:

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)
4. PROPERTY, PLANT AND EQUIPMENT			
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>
4.1. Operating fixed assets			
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>
5. INTANGIBLE ASSETS			
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 Rupees (Un-audited)	June 30, 2020 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
	6.1	96,211,354	141,062,600
		786,786,616	574,764,579

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

- 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)
TPL Holdings (Private) Limited - (Holding company)		
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
TPL Direct Finance (Private) Limited - (Common directorship)		
Expenses paid by the Company	-	15,570
Mark-up on current account	64,228	99,145
The Resource Group Pakistan Limited - (Common directorship)		
Expenses paid by the Company	1,764,214	-
Mark-up on current account	621,151	932,417
Trakker Middle East LLC. - (Sub subsidiary company)		
Expenses paid by TME on behalf of the Company	-	19,245,409
TPL Tech Pakistan (Private) Limited - (Common directorship)		
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	-
TPL e-Venture (Private) Limited - (Associated company)		
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
Staff retirement benefit		
Employer's Contribution	44,352,313	23,175,496

	March 31, 2021	March 31, 2020
	Rupees (Un-audited)	Rupees (Un-audited)
11. CASH AND CASH EQUIVALENTS		
Cash and bank balances	1,610,550,331	1,151,760,469
Running finance under mark-up arrangements	(1,159,822,864)	(1,084,706,121)
	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

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