

**Quarterly Report (Un-Audited)
For the period ended September 30, 2023
KSB Pumps Company Limited**



Contents

Company Information	02
Sales Offices	03
Directors' Review	04
Condensed Interim Statement of Financial Position	05
Condensed Interim Statement of Profit or Loss and Other Comprehensive Income	07
Condensed Interim Statement of Changes in Equity	08
Condensed Interim Cash Flow Statement	09
Notes to and Forming Part of the Condensed Interim Financial Information	10

Company Information

Board of Directors

Dr. Sven Baumgarten	Chairman
Imran Ghani	Chief Executive Officer / MD
Asif Malik	
Dieter Antonius Pott	
Ayesha Aziz	
Hasan Aziz Bilgrami	
Shahid Mahmood	
Sheikh Asim Rafiq	Nominee NIT

Company Secretary

Faisal Aman Khan

Management

Imran Ghani	Chief Executive Officer /MD
Muhammad Imran Malik	Chief Commercial Officer
Imran Ahmed	Chief Financial Officer
Fida Hussain	General Manager Operations
Omar Saljouk	General Manager Services

Auditors

A.F. Ferguson & Co.	Chartered Accountants
---------------------	-----------------------

Internal Auditors

Tariq Abdul Ghani Maqbool & Co.	Chartered Accountants
------------------------------------	-----------------------

Legal Advisors

Mandviwala & Zafar

Bankers

Allied Bank Limited
BankIslami Pakistan Limited
Bank Alfalah Limited
Deutsche Bank AG
Habib Bank Limited
MCB Bank Limited
National Bank of Pakistan
United Bank Limited
Meezan Bank Limited
Bank Al Habib Limited

Audit Committee

Ayesha Aziz	Chairman
Dieter Antonius Pott	Member
Shahid Mahmood	Member

HR & R Committee

Asif Malik	Chairman
Imran Ghani	Member
Hasan Aziz Bilgrami	Member

Registered Office

16/2 Sir Aga Khan Road, Lahore - 54000.
Ph: (042) 36304173, 36370969
Fax: (042) 36368878, 36366192
Email: info@ksb.com.pk

Works

Hazara Road, Hassanabdal
Ph: (057) 2520236
Fax: (057) 2520237
Email: info@ksb.com.pk

Share Registrar

CDC Share Registrar Services Limited
CDC House, 99-B, Block B, SMCHS
Shahra-e-Faisal, Karachi-74000
Tel: (021) 111-111-500
Fax: (021) 34326053

Sales Offices

Lahore

16/2 Sir Aga Khan Road Lahore.
Ph: (042) 111 572 786, 36304173
Fax: (042) 36366192, 36368878
Email: info@ksb.com.pk

Multan

Office # 15 & 16, 3rd Floor, BomanJi Square
84/2-Nusrat Road, BomanJi Chowk Multan Cantt
Ph: (061) 111 572 786 Fax: (061) 4541784
Email: info@ksb.com.pk

Rawalpindi

Racecourse Landmark, 299-A, Main
Peshawar Road, Rawalpindi Cantt
Tel: +92 51 5491481-82 Fax: +92 51 5491237
Email: info@ksb.com.pk

Karachi

Plot No. 6, Sector 24, Main Korangi Road,
Korangi Industrial Area, Karachi
Ph: (021) 111 572 786 Fax: (021) 34388302
Email: info@ksb.com.pk

KSB Exclusive Partners

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Dominar Engineers	Lahore	65-A Ferozpur Road Link Samanabad Road, near LOS	Punjab	Hammad Malik/ Syed Mehdi	0302-8744449/8 042-37500078	hammad.malik@de.com.pk
2	B&I Engineering	Lahore	House # 6-E Skindar Mali Road Gulberg II, Lahore	Punjab	Imran Yousaf	0300-4056939 042-32801273	imran@biengr.com
3	Industrial Development & Engineering Associates	Karachi	20-C Mezzanine Floor, Indus Centre 14th Com st PH-II DHA	Sindh	Saqib Khawaja	0300-8203077 021-35390481/2	saqib@idea.com.pk
4	Modern Technology & Traders	Karachi	4th Floor, Building # 11-C2 Lane-11 Bukhari Commercial DHA Phase-6	Sindh	Abdul Qayyum	0333-7299905 0311-1000953 021-35156121-4	qayoomshaikh3@gmail.com
5	Wali Muhammad & Co.	Quetta	Zonkiram Road Near Millennium Mall	Balochistan	Wali Muhammad	0300-8387668 081-2829635	gulistanmachinery@yahoo.com

KSB SupremeServ - AUTHORIZED SERVICE PARTNER

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Faisal Engineering Services	Lahore	140-Block D, Jubilee Town Lahore.	Punjab	Waqas Ahmed	0333-5549156 042-5231151	waqas@faisalengg.com
2	MASTek Associates	Faisalabad	4-A Koh-i-Noor City, Jaranwala Road, Faisalabad.	Punjab	Altaf Hussain	0321-7060604 041-5391835	mas@mascorporation.com.pk

DIRECTORS' REVIEW

I am pleased to present the financial statements of KSB Pumps Company Limited for the nine months ending on September 30, 2023.

In the wake of a robust 5.77% growth in fiscal year 2021, Pakistan's GDP maintained its momentum through 2022, showcasing an impressive expansion of 6.1%. However, this trajectory took a significant hit due to the prevailing political instability, resulting in a notable deceleration to a mere 0.29% for FY 2023. The outlook for FY 2024 is anticipated to exhibit a slight upward trajectory, with a projected economic growth of 2% (Source: ADB).

Inflation displayed an upward trend throughout fiscal year 2023, reaching a peak of approximately 31.4% in September 2023. However, it is expected to recede in the coming months of FY 2023. The confluence of ongoing economic challenges and political uncertainties may exert influence on overall business activity, potentially leading to a further slowdown.

In these challenging circumstances, KSB Pakistan is committed to maintaining a proactive approach to risk management and strategic planning. This ensures that our operations remain adaptable and poised to capitalize on emerging opportunities in this evolving landscape. These efforts have translated effectively during the first nine months of 2023, with KSB Pakistan achieving a remarkable turnover of PKR 4,242 million. This reflects a notable surge of 18% compared to the previous year. Despite a favourable EBIT of 6.24%, our earnings before tax reduced to PKR 2,984 million, resulting in a post-tax loss of PKR 42.9 million. The primary factor behind this was finance costs, stemming from the highest policy rate. Nevertheless, despite these challenges, we remain committed to closing the year with a positive bottom line.

Looking ahead, the business prospects for KSB are exceptionally promising, particularly in the Water and General Industry Market segments, in addition to a strong outlook for intercompany business. Our strategic focus on export markets is yielding results, with KSB achieving historic export sales of PKR 1,447 million, and we anticipate further growth in the last quarter of 2023. With the establishment of a new workshops in Karachi and Lahore, our aftermarket business branded as Supreme SERV is expected to contribute to further business growth.

I would like to extend my gratitude to the Board for their unwavering support and guidance to the KSB Management Team in navigating the challenging economic conditions. We look forward to concluding the year 2023 on a positive note.



Imran Ghani
MD/Chief Executive Officer

17th October, 2023
Lahore, Pakistan

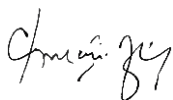
Condensed Interim Statement of Financial Position (Un-Audited) As at September 30, 2023

		September 30, 2023	December 31, 2022
	Note	(Rupees in thousand)	
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised capital 15,000,000 (2022: 15,000,000) ordinary shares of Rs 10 each		150,000	150,000
Issued, subscribed and paid up capital		132,000	132,000
General Reserves		1,836,733	1,879,662
		1,968,733	2,011,662
NON CURRENT LIABILITIES			
Long term finances - secured		-	-
Deffered Grant		-	-
Employees' retirement and other benefits		84,353	85,214
Deferred liabilities		-	-
		84,353	85,214
Current portion of long term finances - secured		-	-
Current Portion of deffered grant		-	-
Short term finances - secured		1,800,644	1,592,954
Trade and other payables	5	2,434,072	1,961,983
Contract Liability		9,554	3,704
Unclaimed dividend		10,644	10,644
Due to provident fund		4,388	4,388
Provisions for other liabilities and charges		35,129	72,786
		4,294,431	3,646,459
CONTINGENCIES AND COMMITMENTS			
	6	6,347,517	5,743,336

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.



Chief Executive



Chief Financial Officer

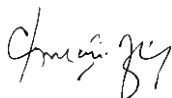


Director

ASSETS		September 30, 2023	December 31, 2022
	Note	(Rupees in thousand)	
NON-CURRENT ASSETS			
Property, plant and equipment	7	897,826	986,417
Investment property		-	-
Intangible assets		171	275
Capital work in progress		46,242	9,280
Long term loans and deposits		1,605	1,736
Deferred taxation		72,047	65,986
		1,017,891	1,063,694
CURRENT ASSETS			
Stores, spares and loose tools		182,591	128,659
Stock in trade		1,440,213	1,194,265
Trade debts	8	1,894,329	1,672,888
Contract Asset		530,466	622,696
Advances, deposits, prepayments and other receivables		726,364	449,688
Income tax recoverable		423,868	405,949
Cash and bank balances		131,795	205,497
		5,329,626	4,679,642
		6,347,517	5,743,336



Chief Executive



Chief Financial Officer



Director

Condensed Interim Statement Of Profit Or Loss And Other Comprehensive Income (Un-Audited)

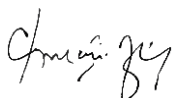
For the period ended September 30, 2023

	Note	Three months ended		Nine months ended	
		September 30,2023	September 30,2022	September 30,2023	September 30,2022
		(Rupees in thousand)		(Rupees in thousand)	
Sales	11	1,356,584	1,204,715	4,242,466	3,610,141
Cost of sales	12	(1,123,734)	(1,056,724)	(3,495,408)	(3,074,398)
Gross profit		232,850	147,991	747,058	535,743
Distribution and marketing expenses		(113,605)	(103,370)	(331,107)	(279,799)
Net impairment gain / (loss) on financial assets		4,263	6,533	14,126	(1,155)
Administration expenses	13	(73,013)	(56,219)	(215,165)	(158,502)
Other operating expenses		2,674	(6,730)	-	(8,850)
Operating profit		53,169	(11,795)	214,912	87,437
Finance costs		(102,147)	(69,712)	(261,813)	(175,896)
Other operating income		15,057	104,977	49,884	152,205
Profit before taxation		(33,921)	23,470	2,983	63,746
Taxation		(20,442)	(15,206)	(45,912)	(37,392)
Profit / (Loss) for the period		(54,363)	8,264	(42,929)	26,354
Other comprehensive income/ (loss):					
Items not to be reclassified to profit or loss in subsequent periods:					
Remeasurement of defined benefit plans - net of tax		-	-	-	-
Total comprehensive income / (loss) for the year		(54,363)	8,264	(42,929)	26,354
Earnings / (Loss) per share - basic & diluted Rupees		(4.12)	0.63	(3.25)	2.00

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.



Chief Executive



Chief Financial Officer



Director

Condensed Interim Statement of Changes In Equity (Un-Audited)

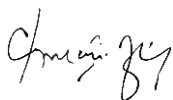
For the period ended September 30, 2023

	<u>Share capital</u>	<u>General reserves</u>	<u>Unappropriated profit</u>	<u>Total</u>
		(Rupees in thousand)		
Balance as at January 1, 2022	132,000	1,828,100	26,469	1,986,569
Final dividend for the year ended December 31, 2021 Rs 0.5 per share	-	-	(11,220)	(11,220)
Transfer to general reserve	-	15,000	(15,000)	-
Total comprehensive income/(loss) for the period	-	-	26,354	26,354
Balance as at September 30, 2022	<u>132,000</u>	<u>1,843,100</u>	<u>26,603</u>	<u>2,001,703</u>
Total comprehensive income/(loss) for the period	-	-	9,959	9,959
Balance as at December 31, 2022	<u>132,000</u>	<u>1,843,100</u>	<u>36,562</u>	<u>2,011,662</u>
Final dividend for the year ended December 31, 2022 Rs 0.00 per share	-	-	-	-
Transfer to general reserve	-	36,000	(36,000)	-
Total comprehensive income / (Loss) for the period	-	-	(42,929)	(42,929)
Balance as at September 30, 2023	<u>132,000</u>	<u>1,879,100</u>	<u>(42,367)</u>	<u>1,968,733</u>

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.



Chief Executive



Chief Financial Officer



Director

Condensed Interim Cash Flow Statement (Un-Audited)

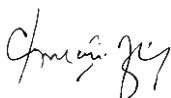
For the period ended September 30, 2023

	Note	January to September	
		2023 (Rupees in thousand)	2022
Cash flows from operating activities			
Cash generated from operations	9	114,467	242,762
Finance costs paid		(233,325)	(142,226)
Taxes paid		(69,892)	(60,254)
Employees' retirement and other benefits paid		(28,472)	(22,399)
Net decrease / (increase) in long term loans and deposits		131	3,739
Net cash used in operating activities		(217,091)	21,622
Cash flows from investing activities			
Fixed capital expenditure		(68,989)	(161,680)
Proceeds from sale of property, plant and equipment		4,690	34,804
Net cash (used in) / generated from investing activities		(64,299)	(126,876)
Cash flows from Financing activities			
Long term loan-secured		-	(190,338)
Dividend paid		-	(10,687)
Net cash (used in) / generated from financing activities			(201,025)
Net (decrease)/increase in cash and cash equivalents		(281,390)	(306,279)
Cash and cash equivalents at the beginning of the period		(1,387,458)	(1,316,216)
Cash and cash equivalents at the end of the period	10	(1,668,848)	(1,622,495)

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.



Chief Executive



Chief Financial Officer



Director

Notes To The Condensed Interim Financial Statements For The Period Ended September 30, 2023 (un-audited)

1. Legal status and nature of business

KSB Pumps Company Limited (a KSB group company) 'the Company' was incorporated in Pakistan on July 18, 1959 under the Companies Act, 1913 (now Companies Act, 2017) and is listed on the Pakistan Stock Exchange Limited. The Company is a subsidiary of KSB SE & Co. KGaA and principally engaged in the manufacture and sale of industrial pumps, valves, castings and related parts and after market services. The registered office of the Company is situated at KSB Building, 16/2 Sir Agha Khan road, Lahore. The factory of the Company is situated at Hazara Road, Hassanabdal. The Company also has regional offices located in Lahore, Rawalpindi, Karachi and Multan.

2. Basis of preparation

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

- International Accounting Standards (IAS) 34 issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ from the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

2.2 These Condensed interim financial statements do not include all the information and disclosures as required in the annual financial statements and should be read in conjunction with the Company's annual audited financial statements for the year ended 31 December, 2022.

3 Significant accounting policies

'The accounting policies and methods of computations adopted for the preparation of these condensed interim financial statements are the same as applied in the preparation of the preceding audited annual published financial statements of the Company for the year ended 31 December 2022.

4 Significant accounting judgments, estimates and assumptions

The preparation of these condensed interim financial statements in conformity with the approved accounting standards require the use of certain critical accounting estimates. It also requires the management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

During preparation of these condensed interim financial statements, the significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that applied in the preceding audited annual financial statements of the Company for the year ended 31 December 2022.

5 Trade and other payables

Trade creditors include amount due to holding company of Rs:757.639 million (December 2022: Rs 412.66 million) and associated undertakings of Rs:192.846 million (December 2022: Rs. 147.60 million). Further, it includes amount of Rs 444.874 million (December 31, 2022: Rs 589.70 million) as advance received from customers other than projects.

6 Contingencies and commitments

6.1 Contingencies

The Company has obtained bank guarantees amounting to Rs 588.32 million (December 2022: Rs 508.87 million) against the performance of various contracts.

6.2 Commitments in respect of

Letters of credit other than for capital expenditure approximately Rs. 729.62 million (December 2022: Rs.241.52 million).

7 Property, plant and equipment

	Note	September 30, 2023 Unaudited (Rupees in thousand)	December 31, 2022 Audited
Opening book value		986,417	934,585
Add: Additions during the period	7.1	32,028	238,785
		1,018,445	1,173,370
Less: Disposal during the period (at book value)		(1,130)	(36,877)
Depreciation charged during the period		(119,488)	(150,076)
		(120,618)	(186,953)
		897,827	986,417
7.1 Additions			
Buildings on freehold land		-	18,420
Plant and machinery		-	26,786
Tools, jigs and attachments		-	-
Patterns		-	-
Other equipment		9,988	109,723
Furniture and fixtures		2,728	3,025
Office machines and appliances		19,082	13,589
Vehicles		230	67,242
		32,028	238,785

	September 30, 2023 Unaudited (Rupees in thousand)	December 31, 2022 Audited
8 Trade debts		
Trade debts	2,011,392	1,790,369
Less: Provision for doubtful debts	(117,063)	(117,481)
	<u>1,894,329</u>	<u>1,672,888</u>
	Nine months ended	
	September 30, 2023	September 30, 2022
	(Un-audited) (Rupees in thousand)	
9 Cash generated from operations		
Profit before taxation	2,983	63,746
Adjustment of non-cash items:		
Depreciation on property, plant and equipment	119,488	111,316
Depreciation on investment property	-	-
Amortization on intangible assets	104	4,433
Profit on sale of property, plant and equipment	(3,560)	(9,210)
Amortization of deferred government grant	-	(4,219)
Employees' retirement and other benefits	27,611	22,208
Provision for doubtful debts and receivables	(14,127)	1,155
Provision for slow moving stock	-	4,500
Finance cost	261,813	175,896
Provisions no longer considered necessary and unclaimed balances written back	-	(28,148)
Exchange gain	(10,514)	(96,640)
Profit before working capital changes	<u>383,798</u>	<u>245,037</u>
Effect on cash flow due to working capital changes (Increase) / decrease in current assets:		
Stores, spares and loose tools	(53,932)	(8,999)
Stock-in-trade	(245,948)	22,932
Trade debts	29,574	139,699
Contract asset	105,939	(143,596)
Advances, deposits, prepayments and other receivables	(276,676)	(41,489)
	(441,043)	(31,453)
Increase / (decrease) in current liabilities:		
Trade and other payables	203,519	63,431
Contract liability	5,850	(19,638)
Due to provident fund	0	1,530
Provisions for other liabilities and charges	(37,657)	(16,145)
	<u>171,712</u>	<u>29,178</u>
	<u>114,467</u>	<u>242,762</u>

10 Cash and cash equivalents

Cash and cash equivalents comprise the following items:

Cash and bank balances

Short term finances

September 30, 2023	September 30, 2022
Unaudited (Rupees in thousand)	
131,795	193,521
<u>(1,800,644)</u>	<u>(1,816,016)</u>
<u>(1,668,849)</u>	<u>(1,622,495)</u>

11 Sales

Local sales

Export Sales

Less: Sales tax

	Three months ended		Nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
	(un-audited) (Rupees in thousands)			
	1,037,438	879,619	3,193,799	3,139,943
	421,902	345,196	1,501,508	802,083
	<u>1,459,340</u>	<u>1,224,815</u>	<u>4,695,307</u>	<u>3,942,026</u>
	(102,756)	(20,100)	(452,841)	(331,885)
	<u>1,356,584</u>	<u>1,204,715</u>	<u>4,242,466</u>	<u>3,610,141</u>

12 Cost of goods sold

Raw material consumed

Salaries, wages, amenities and staff welfare

Staff training

Electricity and power

Stores and spares consumed

Insurance

Travelling and conveyance

Postage and telephone

Printing and stationery

	Three months ended		Nine months ended	
	September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
	(un-audited) (Rupees in thousands)			
	740,860	630,980	2,315,699	1,789,963
	95,681	100,317	290,588	273,384
	644	5	644	5
	38,016	64,305	116,794	166,532
	84,132	73,442	205,315	212,475
	4,758	1,714	14,273	5,155
	16,737	12,578	53,524	33,590
	1,179	2,159	4,950	6,337
	1,517	307	3,172	4,868

Rent, rates and taxes	881	1,595	2,368	3,482
Repairs and maintenance	7,026	12,824	25,185	22,774
Legal and professional charges	4,784	5,061	5,659	9,311
SAP user license fee and other IT services	18,430	7,330	49,072	28,308
Packing expenses	8,523	7,820	26,639	34,638
Outside services	126,607	78,005	324,495	268,689
Depreciation on property, plant and equipment	35,574	34,536	108,623	102,375
Amortization of Intangible assets	-	1,016	-	3,048
Provision for obsolete stores and stocks	-	1,500	-	4,500
Warranties	1,073	12,538	9,503	18,878
Other expenses	1,697	1,344	3,919	3,859
	<u>1,188,119</u>	<u>1,049,376</u>	<u>3,560,422</u>	<u>2,992,171</u>
Opening work-in-process	410,673	577,720	444,421	648,779
Less: Closing work-in-process	451,979	591,278	451,979	591,278
(Increase)/ decrease in work in process	(41,306)	(13,558)	(7,558)	57,501
Cost of goods manufactured	<u>1,146,813</u>	<u>1,035,818</u>	<u>3,552,864</u>	<u>3,049,672</u>
Opening stock of finished goods	84,671	126,252	50,295	130,072
Less: Closing stock of finished goods	107,750	105,346	107,751	105,346
Increase in finished goods	(23,079)	20,906	(57,456)	24,726
	<u><u>1,123,734</u></u>	<u><u>1,056,724</u></u>	<u><u>3,495,408</u></u>	<u><u>3,074,398</u></u>

13 Administrative expenses

Included in administrative expenses is the group service cost amounting to Nil (Sep 2022: Nil).

14 Transaction with related parties

Relationship with the Company	Nature of transaction	Three months ended		Nine months ended	
		September 30, 2023	September 30, 2022	September 30, 2023	September 30, 2022
				(un-audited)	
i. Associated Undertaking	Purchase of goods and services	204,881	119,659	757,068	337,789
	Sale of goods and services	376,712	311,536	1,456,318	754,948
	Commission income	868	-	3,804	1,587
	Commission expense	-	28,216	-	69,653
	Royalty and trademark	7,911	(3,908)	22,200	3,904
	SAP user license fee	31,722	12,615	84,461	48,722
ii. Post retirement benefit plans	Expense charged	10,270	7,709	27,610	31,652
iii. Key management personnel	Compensation	17,958	14,720	53,874	44,159

Period end Balances

Receivable from related parties
Payable to related parties

September 30, 2023	December 31, 2022
Unaudited	Audited
(Rupees in thousand)	

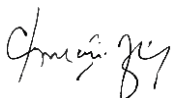
513,955	608,543
950,485	603,067

15 Date of authorization for issue

These condensed interim financial statements were authorized for issue on October 17, 2023 by the Board of Directors of the Company.



Chief Executive



Chief Financial Officer



Director

ڈائریکٹرز کا جائزہ

مجھے KSB پمپس کمپنی لمیٹڈ کے 30 ستمبر 2023 کو ختم ہونے والی نو ماہی کے مالی گوشوارے پیش کرتے ہوئے خوش محسوس ہو رہی ہے۔

مالی سال 2021 میں 5.77 فیصد کی مستحکم نمو کے تناظر میں، پاکستان کی جی ڈی پی نے 2022 تک اپنی رفتار کو برقرار رکھا، جس میں 6.1 فیصد کی متاثر کن توسیع کا مظاہرہ کیا گیا۔ تاہم، موجودہ سیاسی عدم استحکام کی وجہ سے اس رفتار کو خاصا نقصان پہنچا، جس کے نتیجے میں مالی سال 2023 کے لیے محض 0.29 فیصد تک قابل ذکر کمی واقع ہوئی۔ مالی سال 2024 کے لئے نقطہ نظر 2 فیصد کی متوقع اقتصادی نمو کے ساتھ، رفتار معمولی بڑھنے کی توقع ہے (ماخذ: ADB)۔

مہنگائی نے مالی سال 2023 کے دوران بڑھنے کا رجحان ظاہر کیا، ستمبر 2023 میں سب سے زیادہ تقریباً 31.4 فیصد پر پہنچ گئی۔ تاہم، مالی سال 2023 کے آئندہ مہینوں میں اس کے کم ہونے کی توقع ہے۔ جاری اقتصادی مشکلات اور سیاسی غیر یقینی صورتحال مجموعی کاروباری سرگرمی کو متاثر، ممکنہ طور پر مزید سست روی کا باعث بن سکتی ہے۔

ان مشکل حالات میں، KSB پاکستان رسک مینجمنٹ اور اسٹریٹجک منصوبہ بندی کے فعال نقطہ نظر کو برقرار رکھنے کے لیے پُر عزم ہے۔ یہ اس بات کو یقینی بناتا ہے کہ ہمارے آپریشنز موافق رہیں اور اس ترقی پذیر منظر نامہ میں ابھرتے ہوئے مواقع سے فائدہ اٹھانے کے لیے تیار ہوں۔ ان کوششوں نے 2023 کے پہلے نو مہینوں کے دوران مؤثر نتائج دیئے ہیں، جس میں KSB پاکستان نے 4,242 ملین روپے کا نمائیاں ٹرن اوور حاصل کیا۔ یہ پچھلے سال کے مقابلے میں 18 فیصد کے قابل ذکر اضافہ کی عکاسی کرتا ہے۔ %6.24 کے سازگار EBIT کے باوجود، ہماری ٹیکس سے پہلے کی آمدنی 2,984 ملین روپے تک کم ہو گئی، جس کے نتیجے میں بعد از ٹیکس نقصان 42.9 ملین روپے ہو گیا۔ اس کا بنیادی عنصر مالیاتی اخراجات ہیں، جو پالیسی کی زیادہ شرح کی وجہ سے زیادہ ہوئے۔ بہر حال، ان مشکلات کے باوجود، ہم مثبت زیریں لائن کے ساتھ سال کو اختتام کرنے کے لیے پُر عزم ہیں۔

آگے دیکھتے ہوئے، KSB کے لیے کاروباری امکانات، خاص طور پر ڈائریکٹرز کے لئے انڈسٹری مارکیٹ شعبوں میں، اس کے علاوہ انٹرکمپنی کاروبار کے لیے مستحکم نقطہ نظر غیر معمولی طور پر امید افزا ہے۔ برآمدی منڈیوں پر ہماری سٹریٹجک توجہ کے منافع بخش نتائج برآمد ہو رہے ہیں، جس کی بدولت KSB نے 1,447 ملین روپے کی تاریخی برآمدی فروخت حاصل کی، اور ہم 2023 کی آخری سہ ماہی میں مزید نمو کی توقعات ہیں۔ کراچی اور لاہور میں نئی ورکشاپس کے قیام کے ساتھ، سپریم SERV کے طور پر ہمارے آفٹر مارکیٹ بزنس سے توقع ہے کہ وہ مزید کاروباری نمو میں حصہ ڈالے گا۔

میں، مشکل معاشی حالات میں KSB مینجمنٹ ٹیم کی غیر متزلزل حمایت اور رہنمائی کے لیے بورڈ کا شکریہ ادا کرتا ہوں۔ ہم سال 2023 کے ایک مثبت نوٹ پر اختتام کے خواہاں ہیں۔

منجانب بورڈ

M. A. Anwar

عمران غنی

ایم ڈی / چیف ایگزیکٹو آفیسر

17 اکتوبر 2023ء

لاہور، پاکستان

**BOOK POST
PRINTED MATTER**

To:



KSB Pumps Company Limited
Head Office: 16/2, Sir Aga Khan Road, Lahore.
UAN: +92-42-111-572-786, Tel: +92-42-36304173-74
Fax: +92-42-36366192, 36368878
Email: info@ksb.com.pk www.ksb.com.pk