

# *Annual Report* *2015*



**BIAFO INDUSTRIES LIMITED**

Manufacturers of Tovex<sup>®</sup> Explosives & Blasting Accessories



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## CORPORATE INFORMATION

### Board of Directors

#### Executive Directors

Khawaja Amanullah Askari  
M. Afzal Khan  
Maj. Gen. (Ret'd.) S. Z. M. Askree  
Ms. Shirin Safdar

Managing Director & Chief Executive Officer  
Director  
Director  
Director

#### Non Executive Directors

Dr. M. Humayun Khan  
Abdul Maajid Qureshi  
M. Salim Khan  
M. Zafar Khan  
Adnan Aurangzeb  
Ms. Zishan Afzal Khan

Chairman  
Director  
Director  
Director  
Director  
Director

#### Independent Directors

Khwaja Ahmad Hosain  
Muhammad Yaqoob

Director  
Director

### Company Secretary

Khawaja Shaiq Tanveer

### Chief Financial Officer

Syed Sajid Hussain Shah

### Audit Committee

Muhammad Yaqoob	Chairman
Adnan Aurangzeb	Member
Abdul Maajid Qureshi	Member
M. Salim Khan	Member
Khwaja Ahmad Hosain	Member
Dr. M. Humayun Khan	Member

### HR & Remuneration Committee

Dr. M. Humayun Khan	Chairman
M. Salim Khan	Member
Khwaja Ahmad Hosain	Member
Khawaja Amanullah Askari	Member
Muhammad Yaqoob	Member
Adnan Aurangzeb	Member

### Auditors

KPMG Taseer Hadi & Co. Chartered Accountants

### Legal Advisors

Chima & Ibrahim, Raja Rashid, Javaid Qureshi

### Bankers

Allied Bank of Pakistan  
National Bank of Pakistan  
Habib Metropolitan Bank  
Bank of Khyber  
Askari Bank Limited

Bank Alfalah Limited  
United Bank Limited  
Dubai Islamic Bank  
Faysal Bank Limited  
MCB Bank Limited

### Registered Office

#### **Biafo Industries Limited**

1st Floor, Biafo House, Plot No. 23, St No. 38-40, I&T Centre, G-10/4, Islamabad, Pakistan.  
Tel: +92 51 2353450-53, 2353455-57, Fax: +92 51 2353458  
Website: www.biafo.com, E-mail: management@biafo.com, biafo@hotmail.com

### Factory

#### **Biafo Industries Limited**

Plot No: 70, Phase III, Industrial Estate, Hattar, Distt Haripur, Khyber Pakhtunkhwa, Pakistan.  
Tel: +92 995 617830, Fax: +92 995 617497  
Website: www.biafo.com, E-mail: plant@biafo.com, biafoplant@hotmail.com

### Shares Registrar

#### **Riasat Ishtiaq Consulting (Pvt) Limited**

Office No. 19-20, 2nd Floor, Hill View Plaza, Jinnah Avenue, Blue Area, Islamabad, Pakistan.  
Tel: +92 51 2344223-4, Fax: +92 51 2605658

## **NOTICE OF 27<sup>TH</sup> ANNUAL GENERAL MEETING OF SHAREHOLDERS**

Notice is hereby given that the 27<sup>th</sup> Annual General Meeting of Biafo Industries Limited will be held on Monday 12 October 2015 at 11:00 a.m. at 1<sup>st</sup> Floor, Biafo House, Plot No. 23, St No. 38-40, I&T Centre, G-10/4, Islamabad to transact the following business:

### **ORDINARY BUSINESS**

1. To confirm the minutes of the 26<sup>th</sup> Annual General Meeting held on October 23, 2014.
2. To receive and adopt the Audited Accounts of the Company for the year ended June 30, 2015 together with Auditors' report and Directors' report thereon.
3. To approve the payment of final dividend of Rs 7.50 per share (75%) and also the interim dividends of Rs 3.00 per share (30%) declared on October 23, 2014, Rs. 3.25 per share (32.5%) declared on February 19, 2015 and Rs. 4.50 per share (45%) declared on April 28, 2015 making a total of Rs.18.25 per share (182.5%) for the year ended June 30, 2015.
4. To appoint Auditors for the year 2015-16 and to fix their remuneration. Retiring Auditors M/s KPMG Taseer Hadi & Co. Chartered Accountants being eligible offer themselves for reappointment for the year 2015-16.
5. To transact such other business as may be placed before the meeting with the permission of the Chairman.

By order of the Board



**Khawaja Shaiq Tanveer**  
Company Secretary

Islamabad: 4<sup>th</sup> September, 2015

### **NOTES:**

1. Dates for closures of share transfer books of the Company for entitlement and attending the annual general meeting has been revised. The entitlement will be paid to the shareholders whose names will appear in the Register of Members on October 04, 2015. Share Transfer books of the company will remain closed from October 05, 2015 to October 12, 2015 both days inclusive.
2. A member entitled to attend and vote at the meeting shall be entitled to appoint another person, as his/her and proxy to attend, demand or join in demanding a poll, speak and vote instead of his/her



and a proxy so appointed shall have such rights, as attending, speaking and voting at the meeting as are available to a member. Proxies in order to be effective must be received at the registered office of the company not later than 48 hours before the meeting duly stamped, signed and witnessed. A proxy need not be a member of the Company.

3. CDC Shareholders or their proxies are required to bring with them their original National Identity Cards or Passports along with the Participant's ID numbers and their Account Numbers at the time of attending the Annual General Meeting in order to authenticate their usual documents required for such purposes.
4. Shareholders are requested to promptly notify in writing to the Company of any change in their address.

## DIRECTORS' REPORT

Your Directors are pleased to present the 27<sup>th</sup> annual report of the company for the year ended June 30, 2015.

### **SALES AND FINANCIAL RESULTS:**

Net local sales value increased by 12.92 % to Rs. 1,249.10 m while net export sales value declined by 3.51% to Rs. 152.88 m, resulting in overall net sales value increasing by 10.87% to Rs. 1,401.98 m in the period under review.

The significant feature for the sales was increase in the value of sales to Oil and Gas Exploration sector by 66.76% construction and mining sector by 48.96% but saw a decline in the sales to large projects due to the completion of the Khunjrab to Raikot portion of KKH and the decline in blasting work in Lowari Tunnel, Neelum Jhelum Hydel projects. Sales recommenced to the Duddar Lead and Zinc project in Baluchistan after a gap of about 2.5 years. However sales to the Saindak Copper and Gold project continues to decline, due to maturing of the extraction at the current mine site.

Gross profit margin increased by 1.83% to 44.33% reflecting the continuing efforts of the company in reducing raw materials cost by way of alternative competitive sourcing of supplies and softening of price in International market. Operating income of the company increased by 17.65% to Rs. 546.54 m. Net profit after tax increased by 23.19% to Rs. 392.54 m resulting in EPS of Rs. 19.63 (2014 : EPS Rs. 15.93).

Your company was able to increase its financial assets by Rs. 35.36 m to Rs. 386.91 m and its income from these assets by Rs. 10.53 m to Rs. 34.33 m. Finance costs increased by Rs. 5.22 m to Rs. 21.97m due to cash flow timing gap.

Net worth of company for the period under review increased by Rs. 281.76 m to Rs. 916.11 m mainly due to increase in surplus on the re-valuation of fixed assets by Rs. 213.35 m.

### **PRODUCTION:**

Plant production team continued to perform satisfactorily in meeting the timely deliveries of various products for different sectors of the market. The efforts of the plant team to meet the high quality standards of the market is a source of satisfaction.

Your company is continuing to invest in resources for improvement in production efficiency, Human Resources and safe practices, to enhance the confidence of its users, workforce and stakeholders. The company has renewed its OHSAS (Occupational Health & Safety Advisory Services) 18001:2007 and ISO 1901:2008 Certification.



## **DIRECTORS' REPORT**

### **FUTURE PROSPECTS:**

As part of its efforts to improve the economy of the country our Government alongwith the Government of Peoples Republic of China has committed to the Pakistan China Economic Corridor, which would entail Hydro Electric Dams, Express/Motorway Construction, Coal Mining in Sindh for Power Plant etc in the coming years. Finalization/commencement is expected in the near term of the 870 MW Suki Kinari Hydro Electric Project, 720 MW Karot Hydro Power Project, Dasu Dam and Tarbela Hydro Electric 5th. Extension. We continue to expect greater progress/commitment for Bhasha Dam, Munda Dam, Kohala Dam, Bunji Dam etc. which should take concrete shape in the next 24 months. These projects would create positive business prospects for the company in future.

### **DIVIDEND:**

Your Board has approved final dividend of Rs. 7.50 per share (75%) and also the 1<sup>st</sup> Interim cash dividend of Rs. 3/- per share (30%) declared on October 23, 2014 and 2<sup>nd</sup> Interim cash Rs. 3.25 per share (32.5%) declared on February 19, 2015 and 3<sup>rd</sup> interim cash dividend of Rs. 4.5 per share (45%) declared on April 28, 2015 for the year ended 30 June, 2015 making a total dividend of declaration of Rs. 18.25 per share (182.5%) for financial year ended 30 June, 2015.

### **CODE OF CORPORATE GOVERNANCE**

We are pleased to report that the company has taken necessary measures to comply with the provisions of the Code of Corporate Governance as incorporated in listing regulations of the Stock Exchanges.

The Board regularly reviews the company's strategic direction. Business plans and targets are set by the Chief Executive & are reviewed by the Board. The Board is committed to maintain a high standard of good corporate governance. The company is in the process of implementing the provisions set out by Securities & Exchange Commission of Pakistan (SECP) and the accordingly amended listing rules by Stock Exchanges.

As required by the Code of Corporate Governance, your Directors are pleased to report that:

- Financial statements prepared by the management of the company, present fairly its state of affairs, the results of its operations, cash flow & changes in equity.
- Proper books of account of the company have been maintained.
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable & prudent judgment.
- International Financial Reporting Standards as applicable in Pakistan have been followed in preparation of financial statements and any departure there from has been adequately disclosed.
- The system of internal control is sound in design and has been effectively implemented and monitored.

## DIRECTORS' REPORT

- There is no significant doubt about the company's ability to continue as a going concern.
- There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations.
- There are no statutory payments on account of taxes, duties, levies and charges which are outstanding as on June 30, 2015 except for those stated in the financial statements.
- Six directors of the Company are exempted from Directors Training Program on the basis of their level of education and length of experience as provided in the CCG. Further four of the directors of the Company have obtained certification under Directors Training Program as required under clause (xi) of the CCG. None of the Directors had attended any training program during the year.
- The values of investment of various funds, based on their respective accounts as at 30 June 2015 are as under:

Description	Amount
Provident Fund	Rs. 37,876,865/-
Gratuity Fund	Rs. 23,940,237/-

A total of 04 meetings of the Board of Directors were held during the year (July 2014 to June 2015). The attendance by each Director is given as follows:

NAME ATTENDED	DESIGNATION	NO. OF MEETINGS
Dr. M. Humayun Khan	Chairman	4
Khawaja Amanullah Askari	MD & CEO	4
M. Afzal Khan	Director	4
Abdul Maajid Qureshi	Director	4
M. Salim Khan	Director	4
M. Zafar Khan	Director	4
Adnan Aurangzeb	Director	3
Maj. Gen. (Ret'd.) S. Z. M. Askree	Director	4
Khwaja Ahmad Hosain	Director	1
Muhammad Yaqoob	Director	4
Ms. Shirin Safdar	Director	4
Ms. Shayan Afzal Khan Abbas (Deceased)	Director	Nil
Ms. Zishan Afzal Khan	Director	Nil
(Alternate Director: Ms Mehreen Hosain)		1

Leave of absence is granted in all cases to the Directors.



## DIRECTORS' REPORT

A total of 04 meetings of Audit Committee were held during the year (July 2014 to June 2015). The attendance by each member is given as follows:

<u>NAME ATTENDED</u>	<u>DESIGNATION</u>	<u>NO. OF MEETINGS</u>
Muhammad Yaqoob	Chairman/Member	4
Abdul Maajid Qureshi	Member	4
M. Salim Khan	Member	4
Adnan Aurangzeb	Member/Chairman	3
Ms. Shayan Afzal Khan Abbas (Deceased)	Member	Nil
Khwaja Ahmad Hosain	Member	1

Leave of absence is granted in all cases to the Members.

A total of 04 meetings of the Human Resource & Remuneration Committee were held during the year (July 2014 to June 2015). The attendance by each member is given as follows:

<u>NAME ATTENDED</u>	<u>DESIGNATION</u>	<u>NO. OF MEETINGS</u>
Dr. M. Humayun Khan	Chairman	4
Khawaja Amanullah Askari	Member	4
M. Salim Khan	Member	4
Adnan Aurangzeb	Member	3
Khwaja Ahmad Hosain	Member	2
Muhammad Yaqoob	Member	4

Leave of absence is granted in all cases to the Members.

### KEY OPERATING AND FINANCIAL DATA

Key operating and financial data of last six years is enclosed.

### AUDITORS

The present auditors M/s KPMG Taseer Hadi & Company, Chartered Accountants retire and being eligible offer themselves for reappointment.

### ACKNOWLEDGEMENT

Your Board would like to take this opportunity to express its special appreciation to all the employees of the company without whose continued commitment and hard work the challenges of new opportunities could not be achieved. We also acknowledge the support and cooperation of our major

## **DIRECTORS' REPORT**

stakeholders, customers, suppliers and our Bankers specially Allied Bank Ltd, Faysal Bank Ltd, MCB Bank Ltd, United Bank Ltd, Bank of Khyber, National Bank of Pakistan and Askari Bank Ltd.

The Chief Executive collected on behalf of the company KSE “**TOP 25 COMPANIES AWARD FOR THE YEAR 2012 & 2013**” from His Excellency Mr. Muhammad Nawaz Sharif, Prime Minister of the Islamic Republic of Pakistan on 25<sup>th</sup> March, 2015 in Karachi (see attached page 9).

### **PATTERN OF SHARE HOLDING**

Pattern of share holding is enclosed.

Islamabad  
4<sup>th</sup> September, 2015

On Behalf of the Board



**Khawaja Amanullah Askari**  
Managing Director  
&  
Chief Executive Officer



**PRESENTED TO**

**BIAFO INDUSTRIES LIMITED**

**FOR THE YEAR 2012 & 2013**

**BY**

**MR. MUHAMMAD NAWAZ SHARIF**

**HONORABLE PRIME MINISTER OF THE ISLAMIC REPUBLIC OF PAKISTAN**

**AT THE CEREMONY  
HELD ON MARCH 25, 2015, AT PAF MUSEUM CONVENTION CENTER,  
SHAHRAH-E-FAISAL, KARACHI**



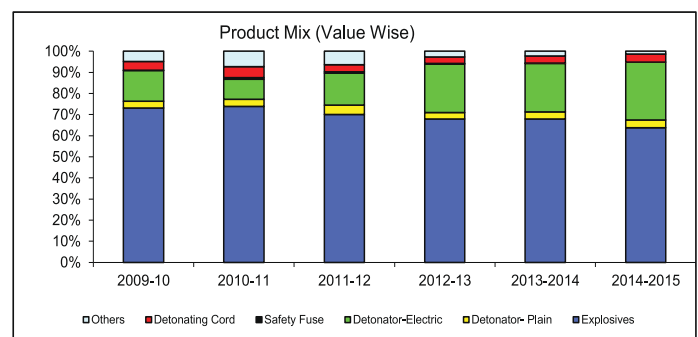
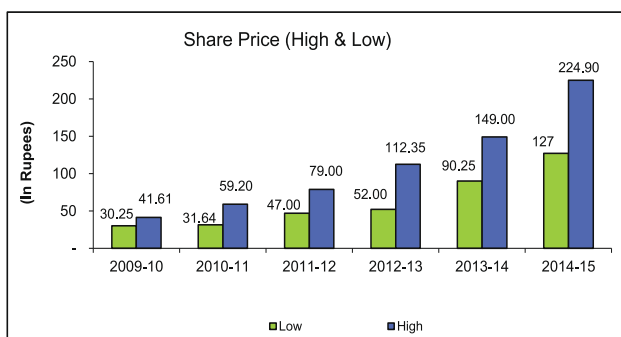
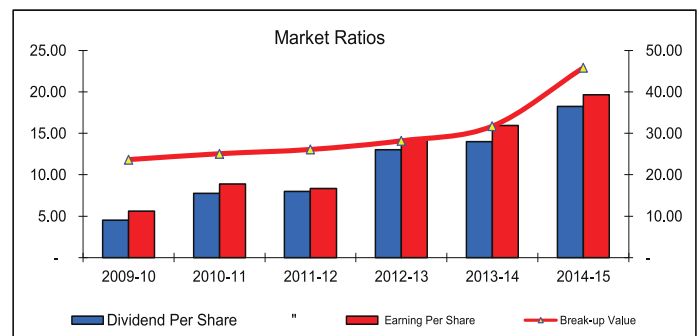
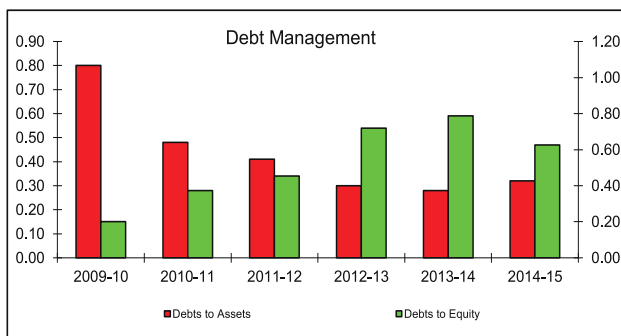
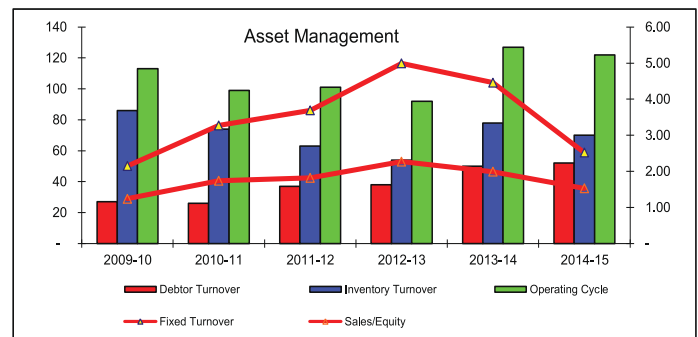
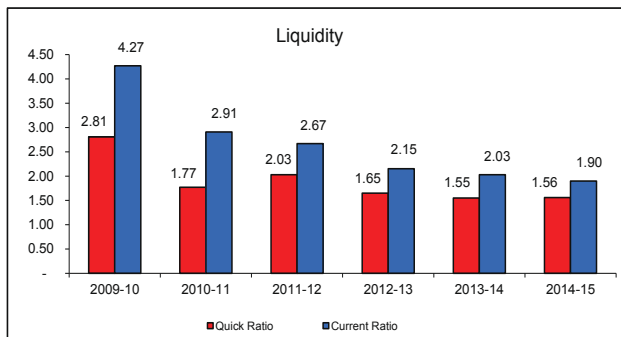
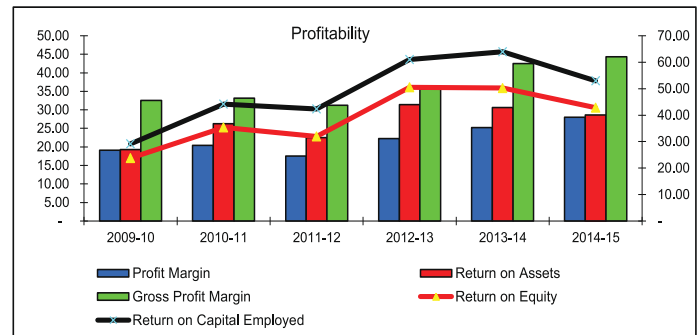
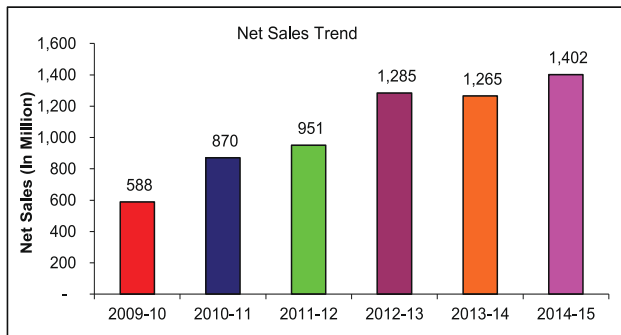
## STAKEHOLDERS INFORMATION

		2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
<b>BALANCE SHEET</b>		<b>(In Thousands, “000”)</b>					
Paid up Capital	Rs. In ‘000	200,000	200,000	200,000	200,000	200,000	200,000
Shareholder Equity*	Rs. In ‘000	916,112	634,347	566,043	522,035	501,425	473,072
Fixed Assets	Rs. In ‘000	556,371	283,730	257,352	257,857	265,807	273,100
<b>Profit &amp; Loss Account</b>		<b>(In Thousands, “000”)</b>					
Net Sales	Rs. In ‘000	1,401,982	1,264,579	1,284,691	951,071	870,365	588,495
Gross Profit / (Loss)	Rs. In ‘000	621,458	537,456	457,449	297,448	288,691	191,807
Operating Profit / (Loss)	Rs. In ‘000	546,540	464,560	397,251	254,256	254,060	159,586
EBDIT	Rs. In ‘000	545,923	463,079	398,405	257,705	255,800	167,736
Profit / (Loss) after taxation	Rs. In ‘000	392,542	318,641	286,261	166,610	177,353	112,332
<b>PROFITABILITY RATIOS</b>							
Gross Profit/(Loss) Margin	%	44.33	42.50	35.61	31.28	33.17	32.59
Net Profit Margin	%	28.00	25.20	22.28	17.52	20.38	19.09
Return on Assets*	%	28.58	30.61	31.43	22.55	26.24	19.31
Return on Shareholder Equity*	%	42.85	50.23	50.57	31.92	35.37	23.75
<b>LIQUIDITY RATIOS</b>							
Current Ratio	:	1.90	2.03	2.15	2.67	2.91	4.27
Quick Ratio	:	1.56	1.55	1.65	2.03	1.77	2.81
Cash Generation to Sales	:	97.59	98.25	95.42	97.93	97.55	95.97
<b>ASSETS MANAGEMENT RATIOS</b>							
Number of Days Stock	Days	70	78	54	63	74	86
Number of Days Trade Debts	Days	52	50	38	37	26	27
Operating Cycle	Days	122	127	92	101	99	113
Fixed Assets Turnover*	Times	2.52	4.46	4.99	3.69	3.27	2.15
Sales /Shareholder Equity*	Times	1.53	1.99	2.27	1.82	1.74	1.24
<b>DEBTS MANAGEMENT RATIOS</b>							
Total Assets to Total Debts*	Times	3.20	2.78	3.01	4.12	4.83	8.06
Debts to Shareholder Equity *	%	47%	59%	53%	34%	28%	15%
<b>MARKET RATIOS</b>							
Share Price at year end	Per Share	198.53	132.00	108.85	53.29	51.00	35.39
Share Price-High	Per Share	224.90	149.00	112.35	79.00	59.20	41.61
Share Price-Low	Per Share	127.50	90.25	52.00	47.00	31.64	30.25
Earning Per Share	Rs. 10/Share	19.63	15.93	14.31	8.33	8.87	5.62
Price Earning Ratio	Times	10.11	8.29	7.60	6.40	5.75	6.30
Dividend Declared	Per Share (Rs)	18.25	14.00	13.00	8.00	7.75	4.50
Dividend Yield	%	9.19	10.61	11.94	15.01	15.20	12.72
Break-up Value	Rs. 10/Share	45.81	31.72	28.30	26.10	25.07	23.65

\*Shareholder Equity is inclusive of Surplus on Revaluation of Fixed Assets (2015: Rs. 274.917 m)



## STAKEHOLDERS INFORMATION



## STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE TO THE MEMBERS FOR THE YEAR ENDED 30 JUNE 2015

This statement is being presented to comply with the Code of Corporate Governance in regulations no 35 (XI) of Listing Regulations of Karachi and Islamabad Stock Exchanges for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The company has applied the principles contained in the CCG in the following manner:

1. The company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors. At present the board includes:

Category	Names
Independent Directors	Khwaja Ahmad Hosain
	Muhammad Yaqoob
Executive Directors	M. Afzal Khan
	Khawaja Amanullah Askari
	Maj. Gen. (Ret'd.) S. Z. M. Askree
	Ms. Shirin Safdar
Non-Executive Directors	Abdul Maajid Qureshi
	M. Salim Khan
	M. Zafar Khan
	Dr. M. Humayun Khan
	Ms. Zishan Afzal Khan
	Adnan Aurangzeb

The independent Directors meet the criteria of independence under clause i (b) of the CCG.

2. The Directors have confirmed that none of them is serving as a director on more than seven listed companies, including this Company (excluding the listed subsidiaries of listed holding companies where applicable).
3. All the resident Directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. A casual vacancy occurring on the Board on 21 February 2015 was filled up by the Directors within 24 days.
5. The company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.



6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained. The mechanism of evaluation of performance of Board is in place.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive Directors, have been taken by the Board/shareholders.
8. The meetings of the Board were presided over by the Chairman and, in his absence, by a Director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
9. Six Directors of the Company are exempted from Directors Training Program on the basis of their level of education and length of experience as provided in the CCG. Further four of the directors of the Company have obtained certification under Directors Training Program as required under clause (xi) of the CCG. None of the Directors had attended any training program during the year.
10. The Board of Directors have approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment.
11. The Directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed.
12. The financial statements of the company were duly endorsed by CEO and CFO before approval of the Board.
13. The Directors, CEO and executives do not hold any interest in the shares of the company other than that disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the CCG.
15. The Board has formed an Audit Committee. It comprises 6 members, who are all non-executive Directors and the Chairman of the Committee is an Independent Director.
16. The meetings of the Audit Committee were held at least once every quarter prior to approval of interim and final results of the company and as required by the CCG. The terms of reference of the Committee have been formed and advised to the Committee for compliance.



17. The Board has formed an HR and Remuneration Committee. It comprises 6 members, of whom 5 are non-executive Directors and the Chairman of the Committee is a non-executive Director.
18. The Board has outsourced the Internal Audit function to Riasat Ishtiaq & Co who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.
19. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of company's securities, was determined and intimated to Directors, employees and stock exchange(s).
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange(s).
23. We confirm that all other material principles enshrined in the CCG have been complied with, except for point no. 09 relating to Directors annual training program, toward which reasonable progress is being made by the company to seek compliance by the end of next accounting year.

Islamabad  
4<sup>th</sup> September, 2015



**Dr. M. Humayun Khan**  
Chairman



## **REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE**

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (“the Code”) prepared by the Board of Directors of Biafo Industries Limited (“the Company”) for the year ended 30 June 2015 to comply with the requirements of Listing Regulation No 35 (XI) of the Karachi Stock Exchange (Guarantee) Limited and Islamabad Stock Exchange (Guarantee) Limited, where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company’s compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company’s personnel and review of various documents prepared by the Company to comply with the Code.

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

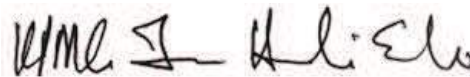
The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm’s length transactions and transactions which are not executed at arm’s length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm’s length price or not.

Based on our review nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company’s compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended 30 June 2015.

Further, we highlight below instance of non-compliance with the requirements of the Code as reflected in the paragraph reference where this is stated in the Statement of Compliance:

- i. As stated in paragraph 09, none of the Directors obtained certification under directors' training program during the year as required under clause XI of the Code.

Date: 04 September 2015  
Islamabad



**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**Syed Bakhtiyar Kazmi**



## AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of Biafo Industries Limited ("the Company") as at 30 June 2015 and the related profit and loss account, statement of comprehensive income, statement of changes in equity and cash flow statement together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- (a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion-
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984 and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
  - (ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company.
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with the approved accounting standards as applicable in Pakistan and give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2015 and of the profit, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980) was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**Syed Bakhtiyar Kazmi**

Date: 04 September 2015  
Islamabad

**BALANCE SHEET**  
**AS AT 30 JUNE 2015**

	Note	2015 Rupees	2014 Rupees
Property, plant and equipment	4	556,370,976	283,729,557
Long term deposits		1,578,600	1,610,600
		<u>557,949,576</u>	<u>285,340,157</u>
<b>CURRENT ASSETS</b>			
Stores, spare parts and loose tools	5	7,253,430	6,182,582
Stock in trade	6	125,944,075	161,265,019
Trade debts - Unsecured	7	249,482,151	210,614,059
Advances - Unsecured	8	6,511,353	6,821,480
Trade deposits and short term prepayments	9	4,587,336	2,042,733
Other receivables	10	280,630	1,304,589
Other financial assets	11	386,907,672	351,548,450
Cash and bank balances	12	34,401,396	15,755,771
		<u>815,368,043</u>	<u>755,534,683</u>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	13	234,019,493	153,064,717
Markup accrued		4,407,640	3,875,656
Short term borrowings - Secured	14	182,384,682	212,512,765
Provision for taxation		8,148,932	4,371,240
		<u>428,960,747</u>	<u>373,824,378</u>
<b>NET CURRENT ASSETS</b>		<u>386,407,296</u>	<u>381,710,305</u>
<b>NON CURRENT LIABILITIES</b>			
Deferred employee benefits	15	2,062,050	1,823,278
Deferred tax liability - net	16	26,183,239	30,880,433
		<u>28,245,289</u>	<u>32,703,711</u>
<b>NET ASSETS</b>		<u><b>916,111,583</b></u>	<u><b>634,346,751</b></u>
<b>REPRESENTED BY:</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital	17	200,000,000	200,000,000
Unappropriated profit		441,194,267	371,182,991
		<u>641,194,267</u>	<u>571,182,991</u>
<b>SURPLUS ON REVALUATION OF FIXED ASSETS - Net of tax</b>	18	<u>274,917,316</u>	<u>63,163,760</u>
		<u><b>916,111,583</b></u>	<u><b>634,346,751</b></u>
<b>CONTINGENCIES AND COMMITMENTS</b>	19		

The annexed notes 1 to 37 form an integral part of these financial statements.

Islamabad  
4<sup>th</sup> September, 2015



Chairman



Managing Director  
&  
Chief Executive Officer



## PROFIT AND LOSS ACCOUNT

### FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>NET SALES / TURNOVER</b>	20	1,401,982,100	1,264,579,133
Cost of sales	21	(780,523,845)	(727,123,298)
<b>GROSS PROFIT</b>		621,458,255	537,455,835
Other income	22	34,948,307	27,982,081
Distribution cost	23	(19,004,748)	(19,637,343)
Administrative expenses	24	(68,889,144)	(64,493,997)
Finance costs	25	(21,972,315)	(16,746,542)
<b>OPERATING PROFIT</b>		546,540,355	464,560,034
Workers' profit participation fund		(27,327,018)	(23,228,002)
Workers' welfare fund		(10,293,175)	(10,386,200)
<b>PROFIT BEFORE TAXATION</b>		<b>508,920,162</b>	<b>430,945,832</b>
<b>TAXATION</b>			
Current	26	(120,204,745)	(113,449,240)
Deferred	26	3,826,203	1,144,569
		(116,378,542)	(112,304,671)
<b>PROFIT FOR THE YEAR</b>		<b>392,541,620</b>	<b>318,641,161</b>
<b>EARNINGS PER SHARE</b>			
- Basic and diluted	27	<b>19.63</b>	<b>15.93</b>

The annexed notes 1 to 37 form an integral part of these financial statements.

Islamabad  
4<sup>th</sup> September, 2015

Chairman

Managing Director  
&  
Chief Executive Officer

## STATEMENT OF COMPREHENSIVE INCOME FOR THE YEAR ENDED 30 JUNE 2015

	<u>2015</u> <u>Rupees</u>	<u>2014</u> <u>Rupees</u>
Profit for the year	392,541,620	318,641,161
Comprehensive income transferred to equity	392,541,620	318,641,161
<i>Other comprehensive income - not transferred to equity</i>		
<i>Items that will never be reclassified to profit or loss</i>		
Surplus on revaluation in property, plant and equipment	213,352,221	-
Deferred tax liability on revaluation of property, plant and equipment	(661,745)	-
<b>Total other comprehensive income - not transferred to equity</b>	<b>212,690,476</b>	<b>-</b>
<b>TOTAL COMPREHENSIVE INCOME FOR THE YEAR</b>	<b><u>605,232,096</u></b>	<b><u>318,641,161</u></b>

The annexed notes 1 to 37 form an integral part of these financial statements.

Islamabad  
4<sup>th</sup> September, 2015



Chairman



Managing Director  
&  
Chief Executive Officer



## CASH FLOW STATEMENT

### FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Profit before taxation		508,920,162	430,945,832
Adjustments for:			
Depreciation		15,999,559	16,498,741
Finance costs		21,002,785	16,746,542
Provision for Workers' profit participation fund		27,327,018	23,228,002
Provision for Workers' welfare fund		10,293,175	10,386,200
Provision for employee benefits		8,776,794	19,437,865
Reversal of provision for doubtful debts		(312,500)	(117,991)
Gain on remeasurement of investment		(32,550,099)	(21,151,482)
Gain on disposal of property, plant and equipment		(132,384)	(1,083,632)
Interest on deposit accounts and TDRs		(1,886,475)	(1,389,774)
Unrealized exchange (gain) / loss		(1,524,998)	3,886,048
		46,992,875	66,440,519
		555,913,037	497,386,351
Changes in:			
Store, spare parts and loose tools		(1,070,848)	(459,381)
Stock in trade		35,320,944	(25,621,426)
Trade debts		(38,555,592)	(24,585,339)
Advances, deposits, prepayments and other receivables		(2,118,257)	2,236,882
Trade and other payables		63,906,645	(6,284,325)
		57,482,892	(54,713,589)
Cash generated from operations		613,395,929	442,672,762
Finance costs paid		(20,470,801)	(15,587,492)
Employees benefits paid		(7,689,783)	(23,368,563)
Payments to Workers' profit participation fund		(23,228,002)	(19,862,553)
Payments to Workers' welfare fund		(8,653,569)	(7,399,775)
Income taxes paid		(116,427,053)	(117,707,716)
		(176,469,208)	(183,926,099)
Net cash from operating activities		436,926,721	258,746,664
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(75,749,593)	(44,346,628)
Proceeds from disposal of property, plant and equipment		593,220	2,554,227
Net investment during the year		(1,284,125)	(37,805,174)
Interest received on deposit accounts and TDRs		2,826,215	458,532
Net cash used in investing activities		(73,614,283)	(79,139,043)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Payment of dividend		(314,538,730)	(246,328,764)
Net cash used in financing activities		(314,538,730)	(246,328,764)
NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS		48,773,708	(66,721,144)
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE YEAR		(196,756,994)	(130,035,850)
CASH AND CASH EQUIVALENTS AT END OF THE YEAR	28	(147,983,286)	(196,756,994)

The annexed notes 1 to 37 form an integral part of these financial statements.

Islamabad  
4<sup>th</sup> September, 2015

Chairman

Managing Director  
&  
Chief Executive Officer

## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2015

	Share capital	Unappropriated profit	Total equity
	Rupees	Rupees	Rupees
<b>Balance at 01 July 2013</b>	<b>200,000,000</b>	<b>299,958,841</b>	<b>499,958,841</b>
<b>Total comprehensive income for the year</b>			
Profit for the year	-	318,641,161	318,641,161
<b>Comprehensive income for the year transferred to equity</b>	-	<b>318,641,161</b>	<b>318,641,161</b>
Transfer from surplus on revaluation of property, plant and equipment on account of incremental depreciation for the year - net of deferred tax	-	2,582,989	2,582,989
	<b>200,000,000</b>	<b>621,182,991</b>	<b>821,182,991</b>
<b>Transactions with members recorded directly in equity</b>			
Distribution to members			
Final dividend of 2013 @ Rs. 4.00 per share	-	(80,000,000)	(80,000,000)
First interim dividend of 2014 @ Rs. 2.00 per share	-	(40,000,000)	(40,000,000)
Second interim dividend of 2014 @ Rs. 2.50 per share	-	(50,000,000)	(50,000,000)
Third interim dividend of 2014 @ Rs. 4.00 per share	-	(80,000,000)	(80,000,000)
<b>Total distribution to members</b>	-	<b>(250,000,000)</b>	<b>(250,000,000)</b>
<b>Balance at 30 June 2014</b>	<b>200,000,000</b>	<b>371,182,991</b>	<b>571,182,991</b>
<b>Balance at 01 July 2014</b>	<b>200,000,000</b>	<b>371,182,991</b>	<b>571,182,991</b>
<b>Total comprehensive income for the year</b>			
Profit for the year	-	392,541,620	392,541,620
<b>Comprehensive income for the year transferred to equity</b>	-	<b>392,541,620</b>	<b>392,541,620</b>
Transfer from surplus on revaluation of property, plant and equipment on account of incremental depreciation for the year - net of deferred tax	-	2,469,656	2,469,656
	<b>200,000,000</b>	<b>766,194,267</b>	<b>966,194,267</b>
<b>Transactions with members recorded directly in equity</b>			
Distribution to members			
Final dividend of 2014 @ Rs. 5.50 per share	-	(110,000,000)	(110,000,000)
First interim dividend of 2015 @ Rs. 3.00 per share	-	(60,000,000)	(60,000,000)
Second interim dividend of 2015 @ Rs. 3.25 per share	-	(65,000,000)	(65,000,000)
Third interim dividend of 2015 @ Rs. 4.50 per share	-	(90,000,000)	(90,000,000)
<b>Total distribution to members</b>	-	<b>(325,000,000)</b>	<b>(325,000,000)</b>
<b>Balance at 30 June 2015</b>	<b>200,000,000</b>	<b>441,194,267</b>	<b>641,194,267</b>

The annexed notes 1 to 37 form an integral part of these financial statements.

Islamabad  
4<sup>th</sup> September, 2015



Chairman



Managing Director  
&  
Chief Executive Officer



## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

### **1 LEGAL STATUS AND OPERATIONS**

Biafo Industries Limited (“the Company”) was incorporated in Pakistan on 07 September 1988 as a public limited company under the Companies Ordinance, 1984 and its shares are quoted on the Karachi and Islamabad Stock Exchanges.

The Company started its commercial production on 01 July 1994 and is principally engaged in the manufacturing of commercial explosives and blasting accessories including detonators and other materials. The Company’s license for manufacturing and sale of explosives is required to be renewed annually. The Company’s production facility is situated at Hattar Industrial Estate, Khyber Pakhtunkhwa, with its registered office located at 1st Floor, Biafo House, Plot No. 23, St No. 38-40, I&T Centre, G-10/4, Islamabad, Pakistan.

### **2 BASIS OF PREPARATION**

#### **2.1 Statement of compliance**

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984, shall prevail.

#### **2.2 Basis of measurement**

These financial statements have been prepared on the historical cost basis except for the following;

- certain items of property, plant and equipment are measured at revalued amounts; and
- investment at fair value through profit or loss is measured at fair value.

The methods used to measure fair values are discussed further in their respective policy notes.

#### **2.3 Functional and presentation currency**

These financial statements are presented in Pakistan Rupee (PKR), which is the Company’s functional currency. All financial information presented in PKR has been rounded off to the nearest of PKR, unless otherwise stated.

#### **2.4 Significant estimates**

The preparation of financial statements in conformity with the approved accounting standards requires management to make judgments, estimates and assumptions that affect the application

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgment about carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which estimates are revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgments made by the management in the application of approved accounting standards that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in the ensuing paragraphs.

### **Property, plant and equipment**

The Company reviews the useful lives and residual value of property, plant and equipment on each reporting date. Any change in estimates in future years might affect the carrying amounts of the respective items of assets with a corresponding affect on the depreciation charge and impairment.

In addition, the Company reviews the carrying value of its revalued property, plant and equipment with sufficient regularity to ensure the amounts recognized in the financial statements reflect the values which are not significantly different from the fair values at the reporting dates. The changes are recognized through revaluation surplus.

### **Provisions**

Estimates of the amount of provisions recognized are based on current legal and constructive obligations. Because actual outflows can differ from estimates due to changes in laws, regulations, public expectations, technology, prices and conditions, and can take place many years in the future, the carrying amounts of provisions are regularly reviewed and adjusted to take account of such changes.

### **Impairment of financial and non financial assets**

The carrying amounts of the Company's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. Any change in estimates in future years might affect the carrying amounts of the respective assets with a corresponding affect on the impairment.

### **Taxation**

Estimates and judgments occur in the calculation of certain tax liabilities and in the determination

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

of the recoverability of certain deferred tax assets, which arise from temporary differences and carry forwards. The Company takes into account the current income tax laws and decisions taken by appellate authorities. Instances where the Company's view differs from the view taken by the income tax department at the assessment stage and where the Company considers that its view on items of material nature is in accordance with law, the amounts are shown as contingent liabilities.

The Company regularly reviews the trend of proportion of incomes between Presumptive Tax Regime and Normal Tax Regime and the change in proportions, if significant, is accounted for in the year of change.

### **Stores, spare parts and loose tools and stock in trade**

The Company reviews the carrying value of stores, spare parts and loose tools and stock in trade for possible impairment on an annual basis. Any change in estimate in future years might affect the carrying amounts of the respective items of stores, spares and loose tools and stock in trade with a corresponding affect on the provision. Net realizable value is determined with reference to estimated selling price less estimated cost of completion and estimated expenditure to make the sales.

### **Provision against trade debts, advances and other receivables**

The Company regularly reviews the recoverability of its trade debts, advances and other receivables to assess amount of bad debts and provision.

## **2.5 New accounting standards and IFRIC interpretations that are not yet effective**

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 July 2015:

- Amendments to IAS 38 Intangible Assets and IAS 16 Property, Plant and Equipment (effective for annual periods beginning on or after 1 January 2016) introduce severe restrictions on the use of revenue-based amortization for intangible assets and explicitly state that revenue-based methods of depreciation cannot be used for property, plant and equipment. The rebuttable presumption that the use of revenue-based amortization methods for intangible assets is inappropriate can be overcome only when revenue and the consumption of the economic benefits of the intangible asset are 'highly correlated', or when the intangible asset is expressed as a measure of revenue. The amendments are not likely to have an impact on Company's financial statements.
- IFRS 10 'Consolidated Financial Statements' – (effective for annual periods beginning on or after 1 January 2015) replaces the part of IAS 27 'Consolidated and Separate Financial Statements'. IFRS 10 introduces a new approach to determining which investees should be consolidated. The single model to be applied in the control analysis requires that an investor controls an investee when the investor is exposed, or has rights, to variable returns from its involvement with the investee

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

and has the ability to affect those returns through its power over the investee. IFRS 10 has made consequential changes to IAS 27 which is now called 'Separate Financial Statements' and will deal with only separate financial statements. Certain further amendments have been made to IFRS 10, IFRS 12 and IAS 28 clarifying the requirements relating to accounting for investment entities and would be effective for annual periods beginning on or after 1 January 2016. The amendments are not likely to have an impact on Company's financial statements.

- IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after 1 January 2015) replaces IAS 31 'Interests in Joint Ventures'. Firstly, it carves out, from IAS 31 jointly controlled entities, those cases in which although there is a separate vehicle, that separation is ineffective in certain ways. These arrangements are treated similarly to jointly controlled assets/operations under IAS 31 and are now called joint operations. Secondly, the remainder of IAS 31 jointly controlled entities, now called joint ventures, are stripped of the free choice of using the equity method or proportionate consolidation; they must now always use the equity method. IFRS 11 has also made consequential changes in IAS 28 which has now been named 'Investment in Associates and Joint Ventures'. The amendments requiring business combination accounting to be applied to acquisitions of interests in a joint operation that constitutes a business are effective for annual periods beginning on or after 1 January 2016. The adoption of this standard is not likely to have an impact on Company's financial statements.
- IFRS 12 'Disclosure of Interests in Other Entities' (effective for annual periods beginning on or after 1 January 2015) combines the disclosure requirements for entities that have interests in subsidiaries, joint arrangements (i.e. joint operations or joint ventures), associates and/or unconsolidated structured entities, into one place. The adoption of this standard is not likely to have an impact on Company's financial statements.
- IFRS 13 'Fair Value Measurement' effective for annual periods beginning on or after 1 January 2015) defines fair value, establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. IFRS 13 explains how to measure fair value when it is required by other IFRSs. It does not introduce new fair value measurements, nor does it eliminate the practicability exceptions to fair value measurements that currently exist in certain standards. The adoption of this standard is not likely to have an impact on Company's financial statements.
- Amendments to IAS 27 'Separate Financial Statements' (effective for annual periods beginning on or after 1 January 2016). The amendments to IAS 27 will allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. The adoption of the amended standard is not likely to have an impact on Company's financial statements.
- Agriculture: Bearer Plants [Amendments to IAS 16 and IAS 41] (effective for annual periods beginning on or after 1 January 2016). Bearer plants are now in the scope of IAS 16 Property, Plant and Equipment for measurement and disclosure purposes. Therefore, a company can elect to measure bearer plants at cost. However, the produce growing on bearer plants will continue to be measured at fair value less costs to sell under IAS 41 Agriculture. A bearer plant is a plant that: is

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

used in the supply of agricultural produce; is expected to bear produce for more than one period; and has a remote likelihood of being sold as agricultural produce. Before maturity, bearer plants are accounted for in the same way as self-constructed items of property, plant and equipment during construction. The adoption of the amended standard is not likely to have an impact on Company's financial statements.

- Sale or Contribution of Assets between an Investor and its Associate or Joint Venture (Amendments to IFRS 10 and IAS 28) [effective for annual periods beginning on or after 1 January 2016]. The main consequence of the amendments is that a full gain or loss is recognized when a transaction involves a business (whether it is housed in a subsidiary or not). A partial gain or loss is recognized when a transaction involves assets that do not constitute a business, even if these assets are housed in a subsidiary. The adoption of these amendments is not likely to have an impact on Company's financial statements.
- Annual Improvements 2012-2014 cycles (amendments are effective for annual periods beginning on or after 1 January 2016). The new cycle of improvements contain amendments to the following standards:
  - a) IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. IFRS 5 is amended to clarify that if an entity changes the method of disposal of an asset (or disposal group) i.e. reclassifies an asset from held for distribution to owners to held for sale or vice versa without any time lag, then such change in classification is considered as continuation of the original plan of disposal and if an entity determines that an asset (or disposal group) no longer meets the criteria to be classified as held for distribution, then it ceases held for distribution accounting in the same way as it would cease held for sale accounting.
  - b) IFRS 7 'Financial Instruments- Disclosures'. IFRS 7 is amended to clarify when servicing arrangements are in the scope of its disclosure requirements on continuing involvement in transferred financial assets in cases when they are derecognized in their entirety. IFRS 7 is also amended to clarify that additional disclosures required by 'Disclosures: Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS7)' are not specifically required for inclusion in condensed interim financial statements for all interim periods.
  - c) IAS 19 'Employee Benefits'. IAS 19 is amended to clarify that high quality corporate bonds or government bonds used in determining the discount rate should be issued in the same currency in which the benefits are to be paid.
  - d) IAS 34 'Interim Financial Reporting'. IAS 34 is amended to clarify that certain disclosures, if they are not included in the notes to interim financial statements and disclosed elsewhere should be cross referred.

### **3 SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies set out below have been applied consistently to all periods presented in these financial statements.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 3.1 Property, plant and equipment

Property, plant and equipment other than leasehold land and capital work in progress, is stated at cost or revalued amount less accumulated depreciation and accumulated impairment losses, if any. Leasehold land is stated at revalued amount. Capital work in progress is stated at cost less accumulated impairment losses, if any, and is transferred to the respective item of property, plant and equipment when available for intended use. Cost in relation to property, plant and equipment comprises acquisition and other directly attributable costs.

Depreciation is recognized in profit or loss account on a reducing balance method except for electric appliances which are depreciated on straight line method at the rates specified in note 4 to the financial statements. Depreciation is charged from the date the asset is acquired or capitalized to the date it is disposed off. Depreciation methods, useful lives and residual values are reviewed at each reporting date and adjusted if appropriate.

Surplus arising on revaluation is credited to the surplus on revaluation of fixed asset account. Deficit arising on subsequent revaluation of property, plant and equipment is adjusted against the balance in the above mentioned surplus account or charged to profit and loss account in the absence of any surplus therein. The surplus on revaluation of fixed assets to the extent of incremental depreciation charged on the related assets (net of deferred tax) is transferred to unappropriated profit.

The cost of replacing part of an item of property, plant and equipment is recognized in the carrying amount of the item if it is probable that the future economic benefits embodied within the part will flow to the Company and its cost can be measured reliably. The carrying amount of the replaced part is derecognized. The costs of the day-to-day servicing of property, plant and equipment are recognized in profit or loss as incurred.

Gains and losses on disposal of an item of property, plant and equipment are determined by comparing the proceeds from disposal with the carrying amount of property, plant and equipment, and are recognized net within “other operating income” in profit or loss account.

### 3.2 Stock in trade

Stock in trade is measured at lower of cost and net realizable value. Cost is determined as follows:

Material in transit:	at material cost plus other charges paid thereon
Raw material:	at moving average cost
Work in process:	at material and related manufacturing cost
Finished goods:	at moving average cost and related manufacturing expenses

Cost comprises of purchase and other costs incurred in bringing the material to their present location and condition. Net realizable value signifies the estimated selling price in the ordinary course of business less estimated cost of completion and selling expenses necessarily to be incurred to make a sale.





## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

### **3.3 Stores, spare parts and loose tools**

These are valued at lower of weighted average cost and net realizable value less impairment. Cost is determined on a weighted average basis and comprises costs of purchase and other costs incurred in bringing the items to their present location and condition. Provision is made for slow moving items where necessary and is recognized in the profit and loss account. Net realizable value signifies the estimated selling price in the ordinary course of business less costs necessarily to be incurred in order to make a sale.

### **3.4 Investments**

All purchases and sale of investments are recognized using settlement date accounting. Settlement date is the date on which investments are delivered to or by the Company. All investments are derecognized when the right to receive economic benefits from the investments has expired or has been transferred and the Company has transferred substantially all the risks and rewards of ownership.

#### **3.4.1 Investment at fair value through profit or loss**

An investment is classified at fair value through profit or loss if it is classified as held for trading or is designated as such upon initial recognition. Attributable transaction costs are recognized in profit or loss as incurred. Financial assets at fair value through profit or loss are measured at fair value and changes therein, are recognized in profit or loss.

#### **3.4.2 Loans and receivables**

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortized cost using the effective interest method, less any impairment losses.

### **3.5 Taxation**

Taxation for the year comprises current and deferred tax. Taxation is recognized in the profit and loss account except to the extent that it relates to items recognized outside profit and loss account (whether in other comprehensive income or directly in equity), if any, in which case the tax amounts are recognized directly in equity or in other comprehensive income .

#### **3.5.1 Current tax**

Provision for current taxation is based on taxable income for the year at the applicable tax rates after taking into account tax credit tax rebates, if any and any adjustment to tax payable in respect of previous years.

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

### **3.5.2 Deferred tax**

Deferred tax is recognized using the balance sheet liability method providing for temporary differences between the carrying amounts of assets and liabilities for financial statements and the corresponding tax bases used in the computation of tax. In addition Company also records deferred tax asset on available tax losses. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities using the tax rates enacted at the balance sheet date.

A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized. Further the Company also recognizes deferred tax liability on surplus on revaluation of depreciable fixed assets which is adjusted against the related surplus. The effect on deferred taxation of the portion of income expected to fall under presumptive tax regime is adjusted in accordance with the requirements of accounting technical release 27 of the Institute of Chartered Accountants of Pakistan.

Deferred tax assets and liabilities are offset if there is a legally enforceable right to offset current tax liabilities and assets, and they relate to income taxes levied by the same tax authority.

### **3.6 Employee benefits**

Salaries, wages and benefits are accrued in the period in which the associated services are rendered by employees of the Company and measured on an undiscounted basis. The accounting policy for employee retirement benefits is described below;

#### **3.6.1 Accumulating compensated absences**

The Company makes provision for compensated un-availed absences accumulated by its employees and charge for the year is recognized in profit and loss account.

#### **3.6.2 Provident fund**

The Company has established a recognized provident fund for the management employees. Effective 01 July 2004, the benefit is also available to workers of the Company. Provision is made in the financial statements for the amount payable by the Company to the fund and in this regard contributions are made monthly at the rate of 10% of basic salary equally by the Company and the employee. Obligations for contributions to plan is recognized as an employee benefit expense in profit or loss account when they are due.

#### **3.6.3 Gratuity**

The Company operates a funded gratuity scheme for all its employees. Provision is made on an annual basis by way of a charge to the profit and loss account, in accordance with the rules of fund approved by Board of Trustees.





## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

### **3.7 Revenue recognition**

Revenue from the sale of goods is measured at the fair value of the consideration received or receivable, net of government levies, trade discounts and commission. Revenue is recognized when the significant risks and rewards of ownership have been transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods, and the amount of revenue can be measured reliably. Risk and rewards are transferred to the customer upon dispatch of goods as appropriate under the terms of agreements with customers.

### **3.8 Foreign currencies**

PKR is the functional currency of the Company. Transactions in foreign currencies are recorded at the rates of exchange ruling on the date of the transaction. All monetary assets and liabilities denominated in foreign currencies are translated into PKR at the rate of exchange ruling on the balance sheet date and exchange differences, if any, are charged to income for the year.

### **3.9 Finance income and cost**

Finance income comprises interest income on funds invested, exchange gain and changes in the fair value of financial asset at fair value through profit or loss. Income on bank deposits is accrued on a time proportion basis by reference to the principal outstanding and the applicable rate of return. Foreign currency gains and losses are reported on a net basis.

Finance cost comprises interest expense on borrowings and bank charges. Borrowing costs incurred for the construction of any qualifying asset are capitalized during the period of time that is required to complete and prepare the asset for its intended use or when substantially all the activities necessary to prepare the qualifying asset for its intended use or sale are complete. Borrowing costs that are not directly attributable to the acquisition, construction or production of a qualifying asset are recognized in profit or loss account.

### **3.10 Financial instruments**

Financial assets and liabilities are recognized when the Company becomes a party to the contractual provisions of the instrument.

The Company derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in such transferred financial assets that is created or retained by the Company is recognized as a separate asset or liability.

The Company classifies financial assets into the following categories: financial assets at fair value through profit or loss and loans and receivables. Financial assets mainly comprise long and short

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

term deposits, trade debts, advances, investments, other receivables and cash and bank balances.

The particular recognition and subsequent measurement methods adopted for significant financial assets are disclosed in the individual policy statements associated with them.

The Company derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

Financial liabilities are recognized initially at fair value less any directly attributable transaction costs. Subsequent to initial recognition, these financial liabilities are measured at amortized cost using the effective interest method. Significant financial liabilities are obligations under short term borrowings, creditors, accrued and other liabilities.

The particular recognition and subsequent measurement methods adopted for significant financial liabilities are disclosed in the individual policy statements associated with them.

### **3.11 Offsetting**

Financial assets and liabilities are set off in the balance sheet, only when the Company has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis or to realize the assets and settle the liabilities simultaneously.

### **3.12 Trade and other payables**

Liabilities for trade and other payables are initially carried at the fair value of the consideration to be paid in future for goods and services received. Subsequent to initial recognition, these are carried at amortized cost.

### **3.13 Trade and other receivables**

Trade and other receivable are initially stated at fair value of consideration to be received. Subsequent to initial recognition these are carried at their amortized cost as reduced by appropriate provision for impairment, if any. Bad debts are written off when identified.

The allowance for doubtful accounts is based on the Company's assessment of the collectability of counterparty accounts. The Company regularly reviews its debts and receivables that remain outstanding past their applicable payment terms and establishes allowance and potential write-offs by considering factors such as historical experience, credit quality, age of the accounts receivable balances, and current economic conditions that may affect a customer's ability to pay.

### **3.14 Provisions**

A provision is recognized in the balance sheet when the Company has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will



## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

be required to settle the obligation and a reliable estimate can be made of the amount of obligation. Provisions are reviewed at each balance sheet date and if required are adjusted to reflect the current best estimate.

### **3.15 Mark-up bearing borrowings**

Mark-up bearing borrowings are recognized initially at cost being the fair value of consideration received, less attributable transaction costs. Subsequent to initial recognition, mark-up bearing borrowings are stated at amortized cost.

### **3.16 Dividend**

Dividend distribution to the Company's members is recognized as a liability in the period in which the dividends are approved.

### **3.17 Cash and cash equivalents**

Cash and cash equivalents for the purpose of cash flow statement comprise cash in hand and at bank and short term borrowings that form an integral part of the Company's cash management. Cash and cash equivalents are carried in the balance sheet at cost.

### **3.18 Impairment**

#### **3.18.1 Financial assets**

A financial asset other than held for trading and carried at fair value is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. A financial asset is impaired if there is objective evidence of impairment as a result of one or more events that occurred after the initial recognition of the asset, and that loss event(s) had an impact on the estimated future cash flows of that asset that can be estimated reliably.

Objective evidence that financial assets are impaired includes default or delinquency by a debtor, restructuring of an amount due to the Company on terms that the Company would not consider otherwise, indications that a debtor or issuer will enter bankruptcy, adverse changes in the payment status of borrowers or issuers, economic conditions that correlate with defaults or the disappearance of an active market for a security. In addition, for an investment in an equity security, a significant or prolonged decline in its fair value below its cost is objective evidence of impairment.

All impairment losses are recognized in profit or loss account. An impairment loss is reversed in the profit and loss account if the reversal can be related objectively to an event occurring after the impairment loss was recognized.

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015**

### **3.18.2 Financial assets measured at amortized cost**

The Company considers evidence of impairment for financial assets measured at amortized cost (loans and receivables) at both, specific asset and collective level. All individually significant assets are assessed for specific impairment. Those found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Assets that are not individually significant are collectively assessed for impairment by grouping together assets with similar risk characteristics.

In assessing collective impairment, the Company uses historical trends of the probability of default, the timing of recoveries and the amount of loss incurred, adjusted for management's judgment as to whether current economic and credit conditions are such that the actual losses are likely to be greater or lesser than suggested by historical trends.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognized in profit or loss and reflected in an allowance account against loans and receivables or held-to-maturity investment securities. When an event occurring after the impairment was recognized causes the amount of impairment loss to decrease, the decrease in impairment loss is reversed through profit or loss.

### **3.18.3 Non financial assets**

The carrying amount of the Company's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists, recoverable amount is estimated in order to determine the extent of the impairment loss, if any.

The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In the absence of any information about the fair value of a cash-generating unit, the recoverable amount is deemed to be the value in use. For the purpose of impairment testing, assets are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash-generating unit").

An impairment loss is recognized if the carrying amount of an asset or its cash-generating unit exceeds its estimated recoverable amount. Impairment losses are recognized in profit or loss. Impairment losses in respect of cash-generating units are allocated to the carrying amounts of assets in the cash-generating unit group on pro-rata basis. An impairment loss is reversed only to the extent that the asset carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.



**NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDED 30 JUNE 2015**

**3.19 Earnings per share**

The Company presents basic and diluted earnings per share (EPS). Basic EPS is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year. Diluted EPS is determined by adjusting the profit or loss attributable to ordinary shareholders and the weighted average number of ordinary shares outstanding, adjusted for the effects of all dilutive potential ordinary shares.



# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

## 4 PROPERTY, PLANT AND EQUIPMENT

	Owned											
	Leasehold land	Building on leasehold land	Plant and machinery	Fork lifter	Tools and equipment	Tube well	Office equipment	Furniture and fixtures	Electrical appliances	Vehicles	Capital work in progress (Note 4.4)	Total
Cost / Revalued amount	Rupees											
Balance as at 01 July 2013	81,433,100	35,564,709	160,401,611	3,863,148	1,025,926	2,606,600	3,373,677	1,653,459	3,839,857	13,798,905	8,336,996	315,897,988
Additions	-	-	1,532,715	-	-	-	24,000	18,000	452,300	11,436,848	30,882,765	44,346,628
Disposals	-	-	-	(708,458)	-	-	-	-	(32,500)	(2,882,376)	-	(3,623,334)
Transfer in / (out)	-	-	8,267,689	-	-	-	-	-	-	-	(8,267,689)	-
Balance as at 30 June 2014	81,433,100	35,564,709	170,202,015	3,154,690	1,025,926	2,606,600	3,397,677	1,671,459	4,259,657	22,353,377	30,952,072	356,621,282
Balance as at 01 July 2014	81,433,100	35,564,709	170,202,015	3,154,690	1,025,926	2,606,600	3,397,677	1,671,459	4,259,657	22,353,377	30,952,072	356,621,282
Additions	-	-	6,720,250	-	-	-	906,702	3,829,670	3,364,336	4,050,260	56,878,375	75,749,593
Disposals	-	-	-	-	-	-	-	-	-	(1,285,143)	-	(1,285,143)
Transfer in/(out)	-	1,698,450	867,109	-	-	-	-	-	-	-	(2,565,559)	-
Effect of revaluation	210,726,250	(3,539,409)	(64,789,373)	-	-	-	-	-	-	-	-	142,397,468
Balance as at 30 June 2015	292,159,350	33,723,750	113,000,001	3,154,690	1,025,926	2,606,600	4,304,379	5,501,129	7,623,993	25,118,494	85,264,888	573,483,200
Depreciation												
Balance as at 01 July 2013	-	2,315,902	43,246,412	1,285,251	871,890	742,727	2,341,174	1,329,788	1,966,984	4,445,595	-	58,545,723
Charge for the year	-	831,220	11,924,689	252,225	15,404	186,387	261,049	32,367	1,355,214	1,640,186	-	16,498,741
On disposals	-	-	-	(652,806)	-	-	-	-	(26,500)	(1,473,433)	-	(2,152,739)
Balance as at 30 June 2014	-	3,147,122	55,171,101	884,670	887,294	929,114	2,602,223	1,362,155	3,295,698	4,612,348	-	72,891,725
Balance as at 01 July 2014	-	3,147,122	55,171,101	884,670	887,294	929,114	2,602,223	1,362,155	3,295,698	4,612,348	-	72,891,725
Charge for the year	-	815,791	11,820,739	227,002	13,863	167,749	232,132	74,069	755,190	1,893,024	-	15,999,559
On disposals	-	-	-	-	-	-	-	-	-	(824,307)	-	(824,307)
Effect of revaluation	-	(3,962,913)	(66,991,840)	-	-	-	-	-	-	-	-	(70,954,753)
Balance as at 30 June 2015	-	-	-	1,111,672	901,157	1,096,863	2,834,355	1,436,224	4,050,888	5,681,065	-	17,112,224
Carrying amounts - June 2014	81,433,100	32,417,587	115,030,914	2,270,020	138,632	1,677,486	795,454	309,304	963,959	17,741,029	30,952,072	283,729,557
Carrying amounts - June 2015	292,159,350	33,723,750	113,000,001	2,043,018	124,769	1,509,737	1,470,024	4,064,905	3,573,105	19,437,429	85,264,888	556,370,976
Rates of depreciation per annum	-	2.50%	10%	10%	10%	10%	10-33.33%	10%	33.33%	10%	-	

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>4.1 Depreciation for the year has been allocated as follows:</b>			
Cost of sales	21	13,710,722	13,701,403
Distribution cost	23	218,868	227,168
Administrative expenses	24	2,069,969	2,570,170
		<b>15,999,559</b>	<b>16,498,741</b>

### 4.2 Revaluation of land, building, plant and machinery

Leasehold land, building on leasehold land and plant and machinery of the Company were revalued on 30 June 1996, 30 June 2005, 30 June 2010 and 30 June 2015. Latest valuation for 2015 was carried out by an independent valuer M/S Asrem Private Limited. Land and building were revalued on the market basis and plant and machinery under the depreciated replacement cost basis. This revaluation resulted in net surplus of Rs. 213.352 million. Balance of revaluation surplus net of incremental depreciation included in the book value of these assets as stated in note 18 amounted to Rs. 283.9 million (2014: Rs. 73.89 million) at the year end.

Had there been no revaluations, related figures of revalued leasehold land, building and plant and machinery would have been as follows:

	Net Book Value	
	2015 Rupees	2014 Rupees
Leasehold land	44,033,883	44,033,883
Building on leasehold land	28,780,277	27,781,721
Plant and machinery	82,125,495	83,173,093
	<b>154,939,655</b>	<b>154,988,697</b>

### 4.3 Detail of disposal of property, plant and equipment:

	Cost	Book Value	Sale Proceeds	Gain	Mode of disposal	Sold to
	Rupees					
Toyota Single Cabin (JD-251)	1,285,143	460,836	593,220	132,384	Negotiation	Al-Fazal Associates (Pvt.) Ltd.
<b>2015</b>	<b>1,285,143</b>	<b>460,836</b>	<b>593,220</b>	<b>132,384</b>		
2014	3,623,334	1,470,595	2,554,227	1,083,632		

### 4.4 Components of capital work in progress

	2015 Rupees	2014 Rupees
Construction work on Head office building including advances	84,299,487	29,455,753
Additional safety fence for security of plant	-	1,277,432
Electric detonator shop	769,750	-
Machinery	195,651	218,887
	<b>85,264,888</b>	<b>30,952,072</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>5 STORES, SPARE PARTS AND LOOSE TOOLS</b>			
Stores		1,671,442	1,968,351
Spare parts		9,814,402	8,381,255
Loose tools		16,107	81,497
		11,501,951	10,431,103
Provision for slow moving stores, spare parts and loose tools		(4,248,521)	(4,248,521)
		<b>7,253,430</b>	<b>6,182,582</b>
<b>6 STOCK IN TRADE</b>			
Raw materials		92,555,775	109,114,018
Packing materials		3,660,292	3,658,042
Work in process		2,619,916	1,484,740
Finished goods		19,108,367	29,983,194
Goods in transit		7,999,725	17,025,025
		<b>125,944,075</b>	<b>161,265,019</b>
<b>7 TRADE DEBTS - UNSECURED</b>			
Unsecured - Considered good		249,482,151	210,614,059
Unsecured - Considered doubtful		1,162,270	1,474,770
		250,644,421	212,088,829
Provision for doubtful debts		(1,162,270)	(1,474,770)
		<b>249,482,151</b>	<b>210,614,059</b>
<b>8 ADVANCES - UNSECURED</b>			
Advances to suppliers - Considered good		5,628,617	6,176,775
Advances to employees - Considered good		882,736	644,705
		<b>6,511,353</b>	<b>6,821,480</b>
<b>9 TRADE DEPOSITS AND SHORT TERM PREPAYMENTS</b>			
Trade deposits		3,074,622	666,576
Prepayments		1,512,714	1,376,157
		<b>4,587,336</b>	<b>2,042,733</b>
<b>10 OTHER RECEIVABLES</b>			
Considered good:			
Interest income receivable		57,235	996,975
Others		223,395	307,614
		<b>280,630</b>	<b>1,304,589</b>
<b>11 OTHER FINANCIAL ASSETS</b>			
Investments:			
Held for trading			
	<b>2015</b>	<b>2014</b>	
ABL Income Fund	13,947,974	12,074,192	11.1
MCB Dynamic Cash Fund	470,062	444,011	11.1
Faysal Money Market Fund	1,183,594	1,100,055	11.1
UBL Liquidity Plus Fund	269,586	251,361	11.1



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

**11.1** These investments are stated at fair value at the year end, using the year end redemption price. Gain on remeasurement is included in other operating income. As stated in note 14, 11,606,700 units in ABL Income Fund, 460,820 units in MCB Dynamic Cash Fund, 1,040,057 units in Faysal Money Market Fund and 241,841 units in UBL Liquidity Plus Fund (2014: 11,330,275 units in ABL Income Fund, 435,281 units in MCB Dynamic Cash Fund, 1,100,055 units in Faysal Money Market Fund and 248,050 units in UBL Liquidity Plus Fund) are pledged as security against running finance facilities arranged with Allied Bank Limited, MCB Bank Limited, Faysal Bank Limited and United Bank Limited respectively.

**11.2** This represents foreign currency term deposit receipts (TDRs) amounting to USD 500,000 (2014: USD 500,000). This carries interest rate at 1.45% (2014: 3.50%) per annum. As stated in note 14, TDRs of USD 500,000 are given as security against running finance facility arranged with Allied Bank Limited.

	Note	2015 Rupees	2014 Rupees
<b>12 CASH AND BANK BALANCES</b>			
Cash at bank:			
Current accounts	12.1	32,939,059	15,714,259
Deposit accounts	12.2	1,454,010	32,525
		34,393,069	15,746,784
Cash in hand		8,327	8,987
		<b>34,401,396</b>	<b>15,755,771</b>

**12.1** Current accounts include foreign currency balances amounting to Rs.4,643,818 (US\$ 45,752), (2014: Rs.1,942,752) (US\$ 19,713).

**12.2** These carry interest at the rate of 7% (2014: 7%) per annum.

	Note	2015 Rupees	2014 Rupees
<b>13 TRADE AND OTHER PAYABLES</b>			
Trade creditors		121,637,276	62,878,742
Advances from customers		4,876,919	7,918,242
Payable to contractors	13.1	5,813,601	2,356,354
Accrued liabilities		20,065,646	16,204,379
Sales tax payable - net		10,815,310	8,531,606
Insurance		605,337	1,002,856
Workers' profit participation fund payable		27,327,018	23,228,002
Workers' welfare fund payable		10,930,807	9,291,201
Unclaimed dividend		24,797,324	14,336,054
Payable to staff gratuity fund - unsecured	13.2	5,343,775	4,591,325
Compensated absences - current portion		5,315	36,102
Payable to employees' provident fund - unsecured		567,930	441,354
Withholding tax payable		-	1,216,085
Others		1,233,235	1,032,415
		<b>234,019,493</b>	<b>153,064,717</b>

**13.1** This represents amount payable to contractors against construction of head office building.

**13.2 Payable to staff gratuity fund - unsecured**

Balance at the beginning of the year	4,591,325	-
Provision made during the year	5,343,775	18,957,308
Contribution made to the fund during the year	(4,591,325)	(14,365,983)
Balance at the end of the year	<b>5,343,775</b>	<b>4,591,325</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>14 SHORT TERM BORROWINGS - Secured</b>			
<i>From Banking Companies</i>			
<b>Allied Bank Limited</b>			
FE-25/Export Refinance	14.1	14,837,601	73,127,208
Running Finance	14.2	22,949,349	78,194,545
<b>Faysal Bank Limited</b>			
Running Finance	14.3	93,399,706	61,191,012
<b>MCB Bank Limited</b>			
Running Finance	14.4	28,793,584	-
<b>United Bank Limited</b>			
Running Finance	14.5	22,404,442	-
		<b>182,384,682</b>	<b>212,512,765</b>

**14.1** This represents utilized amount of FE-25 with a sanctioned limit of Rs. 85 million including Rs. 35 million sublimit of running finance facility - RF I (note 14.2) (2014: Rs. 85 million). The facility carries mark-up at the rate of SBP rate + 1% (2014: LIBOR + 2%) per annum of the utilized amount.

**14.2** This represents utilized amount of running finance facilities with cumulative sanctioned limit of Rs. 290.9 million (2014: Rs 193.75 million). These facilities include running finance facility - RF I with sanctioned limit of Rs. 35 million carrying mark-up at the rate of 3 months KIBOR + 1.25% of the utilized amount, running finance facility - RF II with a maximum sanctioned limit of Rs. 108.40 million carrying markup at the rate of 3 months KIBOR + 1% per annum of the utilized amount and secured against investment in units of ABL Income Fund having market value of Rs 114.146 million (refer note 11) with 5% margin, and running finance facility - RF III with maximum sanctioned limit of Rs. 47.5 million (2014: Rs 50.35 million) carrying markup at the rate of 3 months KIBOR + 1% per annum of the utilized amount and secured against the investment made in the ABL Term Deposit Receipts of USD 500,000 with 5% margin (refer note 11).

RF I has sub limit of Letter of credit - sight (foreign), Letter of credit - usance (foreign), Export Refinance and FCEF. Further the Company has facilities aggregating to Rs. 50 million (2014: Rs. 50 million) offered for issuance of letter of credits (LCs) and letter of guarantees (LGs) secured against cash and cash equivalents with a margin of 10%.

**14.3** This represents utilized amount of running finance facility with a sanctioned limit of Rs. 100 million (2014: Rs. 100 million) and carries mark up at the rate of 3 months KIBOR + 1% per annum payable on quarterly basis. The facility is secured against investment in units of Faysal Money Market Fund with a 5% margin. Refer note 11.

**14.4** This represents utilized amount of running finance facility with a sanctioned limit of Rs. 37.740 million (2014: Rs. 37.74 million) and carries mark up at the rate of 3 months KIBOR + 1% per annum payable on quarterly basis. The facility is secured against investment in units of MCB Dynamic Cash Fund having face value of Rs. 43.528 million. Refer note 11.

**14.5** This represents utilized amount of running finance facility of Rs. 100.00 million (2014: 100 million) for financing working capital requirements of the Company. The facility carries markup at the rate of 1 month KIBOR + 0.75% per annum. The facility is secured against investment in units of UBL Liquidity Plus Fund with 5% margin. Refer note 11.

**14.6** The facilities mentioned in note 14.1 and 14.2 are secured by way of first charge on all present and future current assets (excluding receivables) and fixed assets of the Company including equitable mortgage over industrial property of the Company with 25% margin, lien on valid import documents of the Company and corporate guarantee of the Company in addition to security mentioned in note 14.2.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	<b>2015 Rupees</b>	<b>2014 Rupees</b>
<b>15 DEFERRED EMPLOYEE BENEFIT</b>		
<b>Accumulating compensated absences</b>		
Obligation at beginning of the year	1,823,278	1,381,403
Charge for the year	238,772	480,557
	2,062,050	1,861,960
Compensated absences - current portion	-	(36,102)
Benefits paid during the year	-	(2,580)
Obligation at end of the year	<b>2,062,050</b>	<b>1,823,278</b>

Actuarial valuation of accumulating compensated absences has not been carried out as the impact of such valuation is deemed immaterial.

	<b>2015 Rupees</b>	<b>2014 Rupees</b>
<b>16 DEFERRED TAX LIABILITY- Net</b>		
The net balance of deferred tax is in respect of the following major temporary differences:		
Accelerated depreciation on property, plant and equipment	20,388,235	23,730,443
Retirement benefits	(1,867,607)	(1,896,507)
Provision for doubtful debts, advances and receivables	(292,892)	(433,582)
Provision for slow moving stores, spare parts and loose tools	(1,070,627)	(1,249,065)
Surplus on revaluation of property, plant and equipment	9,026,130	10,729,144
	<b>26,183,239</b>	<b>30,880,433</b>

- 16.1** Based on the Company's estimate of future export sales, adjustment of Rs. 16.624 million (2014: Rs. 16.805 million) has been made in the taxable temporary differences at the year end. This has resulted in increased after tax profit by Rs. 3.268 million (2014: Rs. 3.838 million) with corresponding decrease in deferred tax liability by the same amount.

### 17 SHARE CAPITAL

#### 17.1 Authorized share capital

This represents 25,000,000 (2014: 25,000,000) Ordinary shares of Rs. 10 each.

#### 17.2 Issued, subscribed and fully paid up capital

<b>2015 Numbers</b>	<b>2014 Numbers</b>		<b>2015 Rupees</b>	<b>2014 Rupees</b>
14,000,000	14,000,000	Ordinary shares of Rs. 10 each issued for cash	140,000,000	140,000,000
6,000,000	6,000,000	Ordinary shares of Rs. 10 each issued in lieu of restructuring arrangement with the lender	60,000,000	60,000,000
<b>20,000,000</b>	<b>20,000,000</b>		<b>200,000,000</b>	<b>200,000,000</b>

- 17.2.1** These include 5,884,000 (2014: 6,904,000) ordinary shares of Rs 10 each held by the Directors of the Company and 6,544,100 (2014: 6,544,100) ordinary shares held by an associated company.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	<b>2015</b> <b>Rupees</b>	<b>2014</b> <b>Rupees</b>
<b>18 SURPLUS ON REVALUATION OF FIXED ASSETS- Net of tax</b>		
Surplus on revaluation at 01 July	73,892,904	77,551,529
Surplus on revaluation during the year	213,352,221	-
Transferred to equity in respect of incremental depreciation- net of deferred tax	(2,469,656)	(2,582,989)
Related deferred tax liability of incremental depreciation	(832,023)	(1,075,636)
	<u>210,050,542</u>	<u>(3,658,625)</u>
	283,943,446	73,892,904
Related deferred tax liability on:		
Surplus on revaluation as at 01 July	(10,729,144)	(11,467,500)
Incremental depreciation charged on revalued assets	832,023	1,075,636
Adjustment including effect of change in tax rate and revaluation during the year	870,991	(337,280)
	<u>(9,026,130)</u>	<u>(10,729,144)</u>
	<b><u>274,917,316</u></b>	<b><u>63,163,760</u></b>

## 19 CONTINGENCIES AND COMMITMENTS

### 19.1 Contingencies

**19.1.1** Industrial Estate Hattar of Sarhad Development Authority, Khyber Pakhtunkhwa has raised an additional demand of Rs. 6,203,400 against the Company relating to additional payment to be made to original owners of the land for which lease was signed and full payment was made in 1991. The Company has not acknowledged the claim and filed an appeal against the demand before the Civil Judge, Haripur. The court has stayed the demand and currently the case is with the Chairman Sarhad Development Authority, Khyber Pakhtunkhwa for formation of an arbitration committee. Pending the outcome of this matter, no provision has been made in these financial statements for such demand as the management is confident that the outcome will be in the Company's favor.

**19.1.2** For contingencies relating to tax matters refer note 26 to the financial statements.

### 19.2 Commitments

**19.2.1** Letters of credit issued by banks on behalf of the Company for import of raw materials, outstanding at the year end amounted to Rs. 5,036,938 (2014: Rs. 11,928,246).

**19.2.2** The commitment in respect of construction of office building is Rs. 15 million (2014: 23.9 million).

	<b>2015</b> <b>Rupees</b>	<b>2014</b> <b>Rupees</b>
<b>20 NET SALES / TURNOVER</b>		
Turnover	1,469,165,673	1,301,960,066
Sales tax	(214,079,960)	(189,877,543)
Commissions	(5,980,942)	(5,939,982)
Net Local Sales	<u>1,249,104,771</u>	<u>1,106,142,541</u>
Net Export Sales	152,877,329	158,436,592
	<b><u>1,401,982,100</u></b>	<b><u>1,264,579,133</u></b>

**20.1** Export sales represent sales made to Saindak and Dudder (2014: Saindak) projects in Baluchistan, Pakistan which has been declared as Export Processing Zone by the Government of Pakistan (GoP).

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>21 COST OF SALES</b>			
Materials consumed	21.1	609,514,806	557,630,450
Stores, spare parts and loose tools consumed		6,669,395	6,227,354
Packing materials consumed		17,587,356	16,635,092
Fuel and power		10,580,276	7,541,966
Salaries, wages and other benefits	21.2	67,736,499	62,855,491
Insurance		4,465,164	3,800,259
Repairs and maintenance		2,274,745	4,171,306
Depreciation	4.1	13,710,722	13,701,403
Vehicle running and maintenance		1,101,118	1,053,026
Travelling and conveyance		417,314	640,796
Water charges		60,900	65,760
Telephone, telex and postage		203,137	238,329
Legal and professional charges		72,000	72,000
Printing and stationery		346,969	617,052
Canteen		915,639	856,694
Transportation		26,330,938	27,003,840
Fees and subscription		912,560	970,255
Vehicle rent		1,808,880	1,741,285
Security charges		3,229,539	2,593,979
Saindak expenses		1,984,707	2,827,920
Miscellaneous expenses		861,530	997,861
		<u>770,784,194</u>	<u>712,242,118</u>
Work in process:			
Opening		1,484,740	6,866,809
Closing		(2,619,916)	(1,484,740)
		<u>(1,135,176)</u>	<u>5,382,069</u>
<b>Cost of goods manufactured</b>		<u>769,649,018</u>	<u>717,624,187</u>
Finished goods:			
Opening		29,983,194	39,482,305
Closing		(19,108,367)	(29,983,194)
		<u>10,874,827</u>	<u>9,499,111</u>
		<u><b>780,523,845</b></u>	<u><b>727,123,298</b></u>
<b>21.1 Materials consumed</b>			
Opening stock as at 01 July		109,114,018	83,836,062
Purchases during the year		592,956,563	582,908,406
		702,070,581	666,744,468
Closing stock as at 30 June		(92,555,775)	(109,114,018)
		<u><b>609,514,806</b></u>	<u><b>557,630,450</b></u>

- 21.2** This includes Rs. 5,297,602 (2014: Rs. 10,577,510) charged on account of gratuity, provident fund and employees compensated absences.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	Note	2015 Rupees	2014 Rupees
<b>22 OTHER INCOME</b>			
<b>From financial assets</b>			
Gain on remeasurement of investment at fair value through profit or loss		32,550,099	22,446,850
Interest on investment in TDRs		1,776,169	1,345,972
Exchange gain - net		66,849	1,497,905
Technical services		-	1,445,929
Doubtful debts recovered		312,500	117,991
Interest on deposit accounts		110,306	43,802
		34,815,923	26,898,449
<b>From non-financial assets</b>			
Gain on disposal of property, plant and equipment		132,384	1,083,632
		132,384	1,083,632
		<b>34,948,307</b>	<b>27,982,081</b>
<b>23 DISTRIBUTION COST</b>			
Salaries, wages and other benefits	23.1	15,529,242	15,949,515
Staff traveling and conveyance		2,265,580	1,398,595
Telephone and postage		128,038	231,837
Entertainment		135,115	122,963
Seminar on commercial explosives		-	800,320
Printing and stationary		136,074	115,958
Vehicle running and maintenance		390,058	433,454
Insurance		120,570	86,728
Other charges		81,203	270,805
Depreciation	4.1	218,868	227,168
		<b>19,004,748</b>	<b>19,637,343</b>

**23.1** This include Rs. 1,350,256 (2014: Rs. 3,696,922) charged on account of gratuity, provident fund and employees compensated absences.

	Note	2015 Rupees	2014 Rupees
<b>24 ADMINISTRATIVE EXPENSES</b>			
Chief Executive and Directors' remuneration	24.1	38,800,000	37,089,995
Salaries, wages and other benefits	24.1	10,013,729	7,985,309
Directors' traveling and conveyance		5,879,250	5,051,338
Staff traveling		30,780	3,050
Electricity, gas and water		459,773	355,696
Telephone, telex and postage		891,867	845,706
Rent, rates and taxes		2,381,280	2,171,337
Legal and professional charges		1,597,020	2,114,711
Donation	24.2	1,000,000	1,000,000
Auditors' remuneration	24.3	700,000	700,000
Printing and stationery		496,106	541,535
Entertainment		332,093	155,902
Insurance		283,099	294,112
Advertisements		273,426	146,069
Vehicle running and maintenance		2,731,526	2,839,058
Repair and maintenance		593,539	471,804
General expenses		355,687	158,205
Depreciation	4.1	2,069,969	2,570,170
		<b>68,889,144</b>	<b>64,493,997</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

**24.1** This includes Rs. 3,428,936 (2014: Rs.7,974,017) charged on account of gratuity, provident fund and employees compensated absences.

**24.2** Donation was given to Institute for Preservation of Arts and Culture for organizing “Celebrating Pakhtun Culture” festival. Donation did not include any amount paid to any person or organization in which a director or his/her spouse had any interest.

	<b>2015 Rupees</b>	<b>2014 Rupees</b>
<b>24.3 Auditors’ Remuneration</b>		
Annual audit fee	500,000	500,000
Half yearly review	120,000	120,000
Other certifications	80,000	80,000
	<b>700,000</b>	<b>700,000</b>

### 25 FINANCE COSTS

Mark up on short term borrowings - secured	21,002,785	15,634,244
Bank charges	969,530	1,112,298
	<b>21,972,315</b>	<b>16,746,542</b>

### 26 TAXATION

Current -		
Prior years	(18,236,894)	-
For the year	138,441,639	113,449,240
	120,204,745	113,449,240
Deferred	(3,826,203)	(1,144,569)
	<b>116,378,542</b>	<b>112,304,671</b>

#### 26.1 Reconciliation of tax expense with tax on accounting profit:

Profit before taxation	508,920,162	430,945,832
Tax rate	33%	34%
Tax on accounting profit	167,943,653	146,521,583
Tax effect of export income charged at lower tax rate	(21,082,379)	(25,666,674)
Tax effect of prior years	(18,236,894)	-
Tax effect of exempt income and permanent differences	(10,332,001)	(8,453,501)
Tax effect of change in tax rate	(2,878,756)	-
Others	964,919	(96,737)
	<b>116,378,542</b>	<b>112,304,671</b>

**26.2** During the year, the Company received re-assessment orders for Tax Years 2009 and 2010 whereby the tax authorities have finalized the assessments by accepting the Company’s position in the matter of apportionment of expenses to export income. The re-assessment for the Tax Year 2012 is pending finalization by the taxation authorities after being remanded back by the Commissioner Inland Revenue (Appeals) with directions for examination of the Company’s records. The Company expects a positive outcome in line with the re-assessments for preceding years.

**26.3** The returns for and up to Tax Year 2014 have been filed by the Company. The taxation authorities are empowered to question or amend an assessment within 05 years of the end of the financial year in which the return was filed.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

**26.4** The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or modaraba, that derives profits for tax year and does not distribute cash dividend within six months of the end of said tax year or distribute dividends to such an extent that its reserves, after such distribution, are in excess of 100% of its paid up capital. However, this tax on undistributed reserves is not applicable to a public company which distributes profit equal to either 40 percent of its after tax profits or 50% of its paid up capital, whichever is less, within six months of the end of the tax year.

The Company has during the year distributed sufficient interim dividends for the year ended 30 June 2015, which complies with the above stated requirements. Accordingly, no provision for tax on undistributed reserves has been recognized in these financial statements for the year ended 30 June 2015.

	<b>2015</b>	<b>2014</b>
<b>27 EARNINGS PER SHARE - Basic and diluted</b>		
Profit for the year (Rupees)	392,541,620	318,641,161
Average number of shares outstanding during the year (Number)	20,000,000	20,000,000
Earnings per share (Rupees)	19.63	15.93

There is no dilutive effect on the basic earnings per share of the Company.

	<b>Note</b>	<b>2015 Rupees</b>	<b>2014 Rupees</b>
<b>28 CASH AND CASH EQUIVALENTS</b>			
Cash and bank balances	12	34,401,396	15,755,771
Short term borrowings	14	(182,384,682)	(212,512,765)
		<b>(147,983,286)</b>	<b>(196,756,994)</b>

## **29 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES**

	<b>2015</b>				<b>2014</b>			
	<b>Chief Executive</b>	<b>Directors</b>	<b>Executives</b>	<b>Total</b>	<b>Chief Executive</b>	<b>Directors</b>	<b>Executives</b>	<b>Total</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
Managerial remuneration	15,600,000	14,400,000	23,799,000	53,799,000	12,647,742	11,433,871	19,474,567	43,556,180
Employee benefits	1,300,000	-	2,919,589	4,219,589	6,728,382	-	6,383,951	13,112,333
Bonus	3,900,000	3,600,000	4,379,000	11,879,000	3,180,000	3,100,000	3,943,333	10,223,333
Total	<b>20,800,000</b>	<b>18,000,000</b>	<b>31,097,589</b>	<b>69,897,589</b>	<b>22,556,124</b>	<b>14,533,871</b>	<b>29,801,851</b>	<b>66,891,846</b>
Number of persons	<b>1</b>	<b>3</b>	<b>19</b>		<b>1</b>	<b>3</b>	<b>18</b>	

The aggregate amount charged in these financial statements in respect of meeting fee paid to other than Chief Executive and three Directors (2014: Three) was Rs. 4,067,781 (2014: Rs. 2,636,500).

Chief Executive, Directors and Chief Operation Officer are provided with the Company's maintained cars.



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 30 RELATED PARTY TRANSACTIONS

Related parties comprise of associated undertakings, directors, key management personnel, entities over which the directors are able to exercise influence, employees' provident fund and gratuity fund. Transactions with related parties and balances outstanding at the year end are as follows:

	Note	2015 Rupees	2014 Rupees
<b>Associated undertakings</b>			
Sole proprietorship concern of a Director of the Company			
Advance received for supply of explosives		-	1,402,017
Sale of explosives		-	1,402,017
<b>Orient Trading Limited</b>			
Payment of dividend		106,341,625	81,801,250
Share capital		65,441,000	65,441,000
Dividend to non executive directors		96,062,500	79,975,000
<b>Other related parties</b>			
Remuneration including benefits and perquisites of key management personnel	29	69,897,589	66,891,846
Dividend to key management personnel (executive directors)		8,222,500	6,325,000
Contribution towards employees' provident fund		3,194,247	2,813,164
Payable to employees' provident fund		567,930	441,354
Contribution towards employees' gratuity fund		5,343,775	14,365,983
Payable to staff retirement gratuity fund		5,343,775	4,591,325

### 31 FINANCIAL RISK MANAGEMENT

The Company has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk. Further quantitative disclosures are included throughout these financial statements.

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board is responsible for developing and monitoring the Company's risk management policies.

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The Company's Audit Committee oversees how management monitors compliance with the Company's risk management policies and procedures and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. The Audit Committee is assisted in its oversight role by Internal Auditor. Internal Auditor undertakes both regular and adhoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

#### 31.1 Credit risk

Credit risk refers to the risk that the counterparty will fail to perform or fail to pay amounts due, resulting in financial loss to the Company. The primary activities of the Company are manufacturing and sale of commercial explosives. The Company is exposed to credit risk from its operation and certain investing activities.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

The Company's credit risk exposures are categorised under the following headings:

### Counterparties

In relation to the Company's exposure to credit risk, trade debtors and financial institutions are major counterparties and the Company's policies to manage risk in relation to these counter parties are explained in the following paragraphs.

### Trade debts

Credit risk with respect to trade debts is diversified due to the number of entities comprising the Company's customer base. Trade debts are essentially due from the entities engaged in cement manufacturing, construction, mining and oil and gas exploration service providers. The Company has a credit policy that governs the management of credit risk, including the establishment of counterparty credit repayment timeline and specific transaction approvals. The Company limits credit risk by assessing creditworthiness of potential counterparties before entering into transactions with them and continuing to evaluate their creditworthiness after transactions have been initiated. Further the Company for all major customers enters into a written agreement, and amongst the provisions agreed are product rates and repayment terms. The Company's exposure and the credit ratings of its counterparties are continuously monitored and the aggregate value of transactions concluded is spread amongst approved counterparties.

Collectability is assessed based on the creditworthiness of the customer as determined by credit checks and the customer's payment history to the Company. The Company establishes a provision for doubtful debts in respect of trade debts and historically such losses have been within management's expectations.

### Bank balances and investments

The Company maintains its bank balances and makes investments in money market funds with financial institutions of high credit ratings. The investment made in ABL Income Fund, MCB Dynamic Cash Fund, Faysal Money Market Fund and UBL Liquidity Plus Fund is exposed to minimal credit risk as these are open-ended collective schemes, while deposits held with banks can either be redeemed upon demand or have a short term maturity of six months and therefore also bear minimal risk.

### Exposure to credit risk

The carrying amount of financial assets of the Company represents the maximum credit exposure. The Company does not have any significant credit risk exposure to any single counterparty or any group of counterparties having similar characteristics and the maximum financial exposure due to credit risk on the Company's financial assets as at 30 June was;

	<b>2015</b> <b>Rupees</b>	<b>2014</b> <b>Rupees</b>
Trade debts- net	249,482,151	210,614,059
Advances	882,736	644,705
Trade deposits	3,074,622	666,576
Other receivables	280,630	1,304,589
Other financial assets	386,907,672	351,548,450
Long term deposits	1,578,600	1,610,600
Bank balances	34,393,069	15,746,784
	<b>676,599,480</b>	<b>582,135,763</b>

The maximum exposure to credit risk for trade debts at the reporting date by type of customer was:

	<b>2015</b> <b>Rupees</b>	<b>2014</b> <b>Rupees</b>
Cement manufacturers	15,810,102	10,846,092
Oil and gas exploration service providers	116,078,770	66,361,560
Construction and mining entities	117,593,279	133,406,407
	<b>249,482,151</b>	<b>210,614,059</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### Impairment losses

The aging of trade debts at the reporting date was:

	2015		2014	
	Gross debts	Impairment	Gross debts	Impairment
	Rupees	Rupees	Rupees	Rupees
Not past due	81,539,245	-	102,052,053	-
Past due 0-30 days	82,425,149	-	52,354,727	-
Past due 31-60 days	52,080,087	-	27,609,225	-
Past due 61-90 days	14,277,094	-	11,519,878	-
Past due 91-365 days	19,160,576	-	17,078,176	-
Over 365 days	1,162,270	1,162,270	1,474,770	1,474,770
	<b>250,644,421</b>	<b>1,162,270</b>	<b>212,088,829</b>	<b>1,474,770</b>

The movement in impairment in respect of trade receivables during the year was as follows:

	2015 Rupees	2014 Rupees
Balance at the beginning of the year	1,474,770	1,592,761
Doubtful debts recovered	(312,500)	(117,991)
<b>Balance at the end of the year</b>	<b>1,162,270</b>	<b>1,474,770</b>

The management constantly evaluates the creditworthiness of the customers and considers the historical payment record of customers. In relation to the trade debts that are past due, the management believes that counterparties will discharge their obligations and accordingly no additional allowance for impairment is required.

The allowance account in respect of other receivables is used to record impairment losses, when no recovery of the amount owing is possible; at that point the amount considered irrecoverable is written off by the Company.

### 31.2 Liquidity risk

Liquidity risk results from the Company's potential inability to meet its financial liabilities, e.g. settlement of borrowings and paying its suppliers. The responsibility for liquidity risk management rests with the Board of Directors of the Company and their approach in this regard is to ensure that the Company always has sufficient liquidity to meet its liabilities when due, without incurring unacceptable losses or risking damage to the Company's reputation. Beyond effective working capital and cash management, the Company mitigates liquidity risk by arranging short term financing from highly rated financial institutions.

The maturity profile of the Company's financial liabilities based on the contractual amounts is as follows:

	2015		2014	
	Carrying amount	Contractual cash flows	Carrying amount	Contractual cash flows
	Rupees		Rupees	
<b>Maturity upto one year</b>				
Short term borrowings	182,384,682	182,384,682	212,512,765	212,512,765
Markup accrued	4,407,640	4,407,640	3,875,656	3,875,656
Trade and other payables	180,064,124	180,064,124	100,551,622	100,551,622
	366,856,446	366,856,446	316,940,043	316,940,043
	<b>366,856,446</b>	<b>366,856,446</b>	<b>316,940,043</b>	<b>316,940,043</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 31.3 Market risk

Market fluctuations may result in cash flow and profit volatility risk for the Company. The Company's operating activities as well as its investment and financing activities are affected by changes in foreign exchange rates, interest rates and security prices. To optimize the allocation of the financial resources as well as secure an optimal return for its shareholders, the Company identifies, analyzes and proactively manages the associated financial market risks. The Company seeks to manage and control these risks primarily through its regular operating and financing activities.

#### Foreign currency risk management

PKR is the functional currency of the Company and exposure arises from transactions and balances in currencies other than PKR as foreign exchange rate fluctuations may create unwanted and unpredictable earnings and cash flow volatility. The Company's potential currency exposure comprise;

- Transactional exposure in respect of non functional currency monetary items.
- Transactional exposure in respect of non functional currency expenditure and revenues.

The potential currency exposures are discussed below;

#### Transactional exposure in respect of non functional currency monetary items

Monetary items, including financial assets and liabilities, denominated in currencies other than the functional currency of the Company are periodically restated to PKR equivalent, and the associated gain or loss is taken to the profit and loss account. The foreign currency risk related to monetary items is managed as part of the risk management strategy.

#### Transactional exposure in respect of non functional currency expenditure and revenues

Certain operating and capital expenditure is incurred by the Company in currency other than the functional currency. Certain sales revenue is earned in currencies other than the functional currency of the Company. These currency risks are managed as a part of overall risk management strategy. The Company does not enter into forward exchange contracts.

#### Exposure to foreign currency risk

The Company's exposure to foreign currency risk was as follows based on following amounts:

	<b>2015 USD</b>	<b>2014 USD</b>
Trade debts	400,700	382,958
Bank balances and investments	545,752	519,713
Trade creditors	(130,065)	(80,267)
	<b>816,387</b>	<b>822,404</b>

The significant exchange rates applied during the year were:

	<b>Average rate</b>	<b>Reporting date closing rate</b>
	<b>2015 Rupees</b>	<b>2014 Rupees</b>
USD 1	<b>101.52</b>	<b>101.50</b>
	<b>98.58</b>	<b>98.55</b>

#### Sensitivity analysis

A 10 percent weakening of the PKR against the USD at 30 June would have increased profit by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant.

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

	<b>2015 Rupees</b>	<b>2014 Rupees</b>
Profit and loss account	<u>8,286,328</u>	<u>8,104,791</u>

A 10 percent strengthening of the PKR against the USD at 30 June would have had the equal but opposite effect on USD to the amounts shown above, on the basis that all other variables remain constant.

### Interest rate risk

The interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates. Sensitivity to interest rate risk arises from mismatches of financial assets and liabilities that mature in a given period. The Company adopts a policy to ensure that interest rate risk arising on its financial assets is minimized by investing in fixed rate investments like TDRs.

### Profile

At the reporting date the interest rate profile of the Company's interest-bearing financial instruments was:

	<b>2015 %</b>	<b>2014 %</b>	<b>2015 Rupees</b>	<b>2014 Rupees</b>
<b>Financial assets</b>				
<b>Fixed rate instrument</b>				
Other financial assets- Term deposit receipts	1.45	3.50	50,750,000	49,275,000
<b>Variable rate instrument</b>				
Bank balances- Deposit accounts	7.00	7.00	<u>1,454,010</u>	<u>32,525</u>
			<b><u>52,204,010</u></b>	<b><u>49,307,525</u></b>
<b>Financial liabilities</b>				
<b>Variable rate instrument</b>				
Short term borrowings	4.50 - 11.43	4.50 - 11.43	<u>182,384,682</u>	<u>212,512,765</u>
			<b><u>182,384,682</u></b>	<b><u>212,512,765</u></b>

### Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, and the Company does not have derivatives as hedging instruments recognized under fair value hedge accounting model. Therefore, a change in interest rates at the reporting date would not affect profit or loss.

### Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates would have increased / decreased profit or loss by Rs. 2,473,961 (2014: Rs. 1,829,928).

### Price risk

The Company is exposed to price risk because of investment in marketable securities held by the Company in ABL Income Fund, MCB Dynamic Cash Fund, Faysal Money Market Fund and UBL Liquidity Plus Fund. These investments are classified as "investments at fair value through profit or loss held for trading. The Company makes investment in securities in accordance with the Board of Directors approval.

### Sensitivity analysis – Equity price risk

A change of Re. 1 in value of investment at fair value through profit and loss would increase/decrease profit by Rs. 15,871,216 (2014: Rs. 13,869,619).

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 31.4 Fair value of financial assets and liabilities

The financial assets and liabilities are presented by class in the tables below at their carrying values, which generally approximate to the fair values.

<b>Financial assets and liabilities</b>	<b>Loans and receivables</b>	<b>Held at fair value through profit or loss</b>	<b>Other financial assets and liabilities at amortized cost</b>	<b>Total</b>
<b>30 June 2015</b>	<b>Rupees</b>			
Trade debts- net	249,482,151	-	-	249,482,151
Advances	882,736	-	-	882,736
Trade deposits	3,074,622	-	-	3,074,622
Other receivables	280,630	-	-	280,630
Other financial assets	50,750,000	336,157,672	-	386,907,672
Long term deposits	1,578,600	-	-	1,578,600
Cash and bank balances	-	-	34,401,396	34,401,396
<b>Total financial assets</b>	<b>306,048,739</b>	<b>336,157,672</b>	<b>34,401,396</b>	<b>676,607,807</b>
<b>Non financial assets</b>				<b>696,709,812</b>
<b>Total assets</b>				<b>1,373,317,619</b>
<b>Financial liabilities</b>				
Short term borrowings	-	-	182,384,682	182,384,682
Markup accrued	-	-	4,407,640	4,407,640
Trade and other payables	-	-	180,064,124	180,064,124
<b>Total Financial liabilities</b>	<b>-</b>	<b>-</b>	<b>366,856,446</b>	<b>366,856,446</b>
<b>Non financial liabilities</b>				<b>90,349,590</b>
<b>Total liabilities</b>				<b>457,206,036</b>

<b>Financial assets and liabilities</b>	<b>Loans and receivables</b>	<b>Held at fair value through profit or loss</b>	<b>Other financial assets and liabilities at amortized cost</b>	<b>Total</b>
<b>30 June 2014</b>	<b>Rupees</b>			
Trade debts- net	210,614,059	-	-	210,614,059
Advances	644,705	-	-	644,705
Trade deposits	666,576	-	-	666,576
Other receivables	1,304,589	-	-	1,304,589
Other financial assets	49,275,000	302,273,450	-	351,548,450
Long term deposits	1,610,600	-	-	1,610,600
Cash and bank balances	-	-	13,463,914	13,463,914
<b>Total financial assets</b>	<b>264,115,529</b>	<b>302,273,450</b>	<b>13,463,914</b>	<b>579,852,893</b>
<b>Non financial assets</b>				<b>461,021,947</b>
<b>Total assets</b>				<b>1,040,874,840</b>
<b>Financial liabilities</b>				
Short term borrowings	-	-	212,512,765	212,512,765
Markup accrued	-	-	3,875,656	3,875,656
Trade and other payables	-	-	100,551,622	100,551,622
<b>Total Financial liabilities</b>	<b>-</b>	<b>-</b>	<b>316,940,043</b>	<b>316,940,043</b>
<b>Non financial liabilities</b>				<b>87,296,189</b>
<b>Total liabilities</b>				<b>404,236,232</b>

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

The basis for determining fair values is as follows:

### Fair value hierarchy

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities.

Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices).

Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs).

	Level 1	Level 2	Level 3
	Rupees		
<b>30 June 2015</b>			
<b>Assets carried at fair value</b>			
Investments at fair value through profit and loss account	336,157,672	-	-
<b>30 June 2014</b>			
<b>Assets carried at fair value</b>			
Investments at fair value through profit and loss account	302,273,450	-	-

### Determination of fair values

A number of the Company's accounting policies and disclosures require the determination of fair value, for both financial and non-financial assets and liabilities. Fair values have been determined for measurement and / or disclosure purposes based on the following methods.

### Investment in fair value through profit and loss account - held for trading

The fair value of held for trading investment is determined by reference to their quoted closing repurchase price at the reporting date.

### Non - derivative financial assets

The fair value of non-derivative financial assets is estimated as the present value of future cash flows, discounted at the market rate of interest at the reporting date. This fair value is determined for disclosure purposes.

### Non-derivative financial liabilities

Fair value, which is determined for disclosure purposes, is calculated based on the present value of future principal and interest cash flows, discounted at the market rate of interest at the reporting date.

## 32 CAPITAL MANAGEMENT

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

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

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 33 CAPACITY AND PRODUCTION

Product	Units	Rated Production Capacity	2015	2014
			Actual Production	
Tovex water gel and powder explosives	Kgs	6,000,000	3,590,860	3,645,180
Detonator - plain	Nos.	8,000,000	4,079,400	3,582,270
Detonator - electric	Nos.	1,000,000	939,228	553,998
Safety fuse	Meter	500,000	-	-
Detonating cord	Meter	2,500,000	1,600,550	1,418,700

The shortfall in production of certain products is due to the gap between market demand and the available capacity.

### 34 EMPLOYEES PROVIDENT FUND TRUST

	2015 Rupees	2014 Rupees
Size of the Fund	37,876,865	30,565,675
Investments made	37,261,306	30,099,241
Percentage of investments made	98.37%	98.47%
Fair value of investments	37,261,306	30,099,241
Cost of investment made	34,134,503	28,243,969

Breakup of investments is as follows:

	2015		2014	
	Rupees	Total	Rupees	Total
National Saving Certificates	25,800,000	68.12	21,300,000	69.69
NAFA Government Securities Liquid Fund	-	-	443,803	1.45
NAFA Assets Allocation Fund	-	-	2,029,857	6.64
NAFA Money Market Fund	-	-	1,487,330	4.87
NAFA Stock Fund	4,857,461	12.82	-	-
Meezan Sovereign Fund	6,603,845	17.44	4,838,251	15.83
	<b>37,261,306</b>		<b>30,099,241</b>	

All the investments out of provident fund trust have been made in accordance with the provisions of Section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.



## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2015

### 35 NON ADJUSTING EVENT AFTER BALANCE SHEET DATE

The Board of Directors proposed final dividend at the rate of Rs 7.50 per share in its meeting held on 4<sup>th</sup> September, 2015.

### 36 DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue by the Board of Directors of the Company in its meeting held on 4<sup>th</sup> September, 2015.

### 37 GENERAL

#### 37.1 Figures have been rounded off to the nearest rupee.

#### 37.2 Number of persons employed

	<u>2015</u>	<u>2014</u>
Employees on year end (Number)	143	142
Average employees during the year (Number)	143	139

Islamabad  
4<sup>th</sup> September, 2015



Chairman



Managing Director  
&  
Chief Executive Officer

## PATTERN OF SHAREHOLDING AS AT 30 JUNE 2015

NO. OF SHAREHOLDERS	SHARE HOLDING		TOTAL NUMBER OF SHARES HELD
	FROM	TO	
123	1	100	7,511
253	101	500	108,468
143	501	1,000	134,175
194	1,001	5,000	530,101
40	5,001	10,000	300,192
13	10,001	15,000	170,900
12	15,001	20,000	211,500
5	20,001	25,000	109,064
6	25,001	30,000	178,000
3	30,001	35,000	96,100
5	40,001	45,000	216,000
3	45,001	50,000	147,688
6	50,001	60,000	353,500
1	60,001	70,000	70,000
2	70,001	80,000	150,600
1	80,001	90,000	90,000
3	90,001	100,000	300,000
1	145,001	150,000	150,000
1	200,001	210,000	210,000
1	225,001	230,000	226,800
1	245,001	250,000	250,000
1	260,001	265,000	263,401
1	290,001	300,000	300,000
1	320,001	325,000	325,000
1	360,001	365,000	360,400
1	720,001	725,000	720,200
1	795,001	800,000	794,100
1	900,001	1,000,000	973,200
1	1,500,001	1,650,000	1,650,000
1	4,000,001	4,500,000	4,059,000
1	6,000,001	7,000,000	6,544,100
<b>827</b>			<b>20,000,000</b>

SHAREHOLDER'S CATEGORY	NUMBERS OF SHAREHOLDERS	NUMBERS OF SHARES HELD	PERCENTAGE
INDIVIDUALS	798	11,344,393	57%
JOINT STOCK COMPANIES	23	7,101,607	36%
FINANCIAL INSTITUTIONS	1	43,500	0%
INSURANCE COMPANIES	3	1,184,500	6%
OTHERS	1	1,000	0%
MUTUAL FUNDS	1	325,000	2%
	<b>827</b>	<b>20,000,000</b>	<b>100</b>

**PATTERN OF SHAREHOLDING  
AS AT 30 JUNE 2015**

<b>CATEGORIES OF SHAREHOLDERS</b>	<b>NUMBER</b>	<b>SHARES HELD</b>	<b>% AGE</b>
<b>Directors, CEO &amp; their Spouse and Minor Children</b>			
M. Zafar Khan	1	4,059,000	20.30
Ms. Zishan Afzal Khan	1	720,200	3.60
Khawaja Amanullah Askari & Mrs. Ishrat Askari	1	300,000	1.50
Khawaja Ahmad Hosain	1	226,800	1.13
M. Salim Khan	1	210,000	1.05
M. Afzal Khan	1	150,000	0.75
Adnan Aurangzeb	1	100,000	0.50
M. Humayun Khan	1	60,000	0.30
Ms. Shirin Safdar	1	45,000	0.23
Maj. Gen. (Ret'd) S. Z. M. Askree	1	11,000	0.06
Abdul Maajid Qureshi	1	1,000	0.01
Muhammad Yaqoob & Maliha Yaqoob	1	1,000	0.01
<b>Banks, Development Finance Institutions, Non Banking Finance Institutions, Insurance Companies, &amp; Modarba</b>	26	1,785,507	8.93
<b>Mutual Funds:</b>			
CDC - Trustee AKD Opportunity Fund	1	325,000	1.63
<b>Other Individuals</b>	786	3,811,393	19.06
<b>Shareholders holding 5% or more shares in the company:</b>			
Orient Trading Ltd (Associated undertaking)	1	6,544,100	32.72
Ms. Shayan Afzal Khan Abbas	1	1,650,000	8.25
<b>TOTAL</b>	<b>827</b>	<b>20,000,000</b>	<b>100.00</b>

## FORM OF PROXY

### The Secretary

#### **Biafo Industries Limited**

1st Floor, Biafo House,  
Plot No. 23, Street No. 38-40  
I&T Centre, G-10/4,  
Islamabad.

I/We \_\_\_\_\_ of \_\_\_\_\_ being  
member of BIAFO INDUSTRIES LIMITED and Holder of \_\_\_\_\_ Ordinary Shares as per Share  
Register Folio (Number) \_\_\_\_\_ and / or CDC Participant I.D. No. \_\_\_\_\_ and Sub Account No.  
\_\_\_\_\_ hereby appoint \_\_\_\_\_ of \_\_\_\_\_ (Name)

as my/our proxy to vote for me/us and on my/our behalf at the 27th Annual General Meeting of the Company to be  
held at its registered office, 1st Floor, Biafo house, Plot No. 23, Street No. 38-40, I&T Centre, G-10/4, Islamabad  
on October 12, 2015 and any adjournment thereof.

Signed \_\_\_\_\_ day of \_\_\_\_\_ 2015

Signature

(Signature should agree with the specimen  
signature registered with the Company)

#### WITNESSES:

1. Signature _____	2. Signature _____
Name _____	Name _____
Address _____	Address _____
_____	_____
NIC or _____	NIC or _____
Passport No. _____	Passport No. _____

#### Note:

1. A member entitled to be present and vote at the Meeting may appoint a proxy to attend and vote for him/her.  
A proxy need not be a member of the Company.
2. Proxies in order to be effective must be received at the Registered Office of the Company not less than 48  
hours before the Meeting.
3. CDC Shareholders and their Proxies must each attach an attested photocopy of their National Identity Card or  
Passport with the proxy form.



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