# Quarterly Report for the Period Ended

31 March 2020







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CORPORATE INFORMATION

# Corporate Information

# **Board of Directors**

**Executive Directors** 

M. Afzal Khan Deputy Chairman Chief Executive Officer Anwar Moin Maj. Gen. (Ret'd.) S. Z. M. Askree Executive Director Ms. Shirin Safdar **Executive Director** 

## **Non Executive Directors**

Dr. M. Humayun Khan Chairman M. Zafar Khan Director Khwaia Ahmad Hosain Director **Basit Waheed** Director Director Adnan Aurangzeb Director Ms. Ayesha Humayun Khan

## **Independent Directors**

Ms. Mehreen Hosain Director Ehsan Mani Director Director Ms. Syeda Shahbano Abbas Director Muhammad Yaqoob

## **Company Secretary**

Khawaja Shaig Tanveer

## **Chief Financial Officer**

Syed Sajid Hussain Shah

# **Audit & Risk Management Committee**

**HR & Remuneration Committee** Ehsan Mani Chairman Ehsan Mani Chairman Dr. M. Humayun Khan Member Anwar Moin Member Member Dr. M. Humayun Khan Member Adnan Aurangzeb Muhammad Yagoob Member Ms. Mehreen Hosain Member Khwaja Ahmad Hosain Member Ms. Syeda Shahbano Abbas Member Member Basit Waheed Member Ms. Ayesha Humayun Khan

KPMG Taseer Hadi & Co. Chartered Accountants

# Legal Advisors

Chima & Ibrahim, Raza Khalil Abbasi Suhrawardy

# Rankere

Allied Bank of Pakistan National Bank of Pakistan Bank of Khyber

# **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

## 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 **Shares Registrar** 

# Riasat Ishtiag Consulting (Pvt) Ltd

Office No. 19-20, 2nd Floor, Hill View Plaza, Jinnah Avenue, Blue Area, Islamabad.

Tel: +92 51 2344223-4 Fax: +92 51 2605658

Bank Alfalah Limited United Bank Limited Faysal Bank Limited



# DIRECTORS' REPORT

# BIAFO INDUSTRIES LTD. DIRECTORS' REPORT FOR THE QUARTER / NINE MONTHS ENDED 31 MARCH 2020

Your Directors are pleased to submit the un-audited accounts for the quarter/nine months ended March 31, 2020.

Net sales value of the company in the nine months period ended March 31, 2020 increased by 15.13% to Rs. 1,280.60 M (Mar 19: Rs. 1,112.26 M) while net sales value in the quarter to March, 2020 decreased by 2.24% to Rs. 388.51 M (Mar 19: 397.41 M).

In the period under review, sales Improved to the Oil and Gas sector and large projects due to increased Seismic Exploration activity. Whereas supplies to mining/ construction projects have shown a decline due to slow down of economic activities.

Gross profit for the nine months period ending March 31, 2020 decreased by 7.22% to Rs. 466.85 M. and for the quarter to March, 20 decreased by 11.77% to Rs. 125.86 M. Net profit after taxation for the nine months decreased by 6.99% to Rs. 237.23 M. (EPS March 2020: Rs. 7.49 & EPS March 2019: Rs. 8.96 Restated) and for the quarter to March, 2020 decreased by 10.86% to Rs. 54.93 M. (EPS March 2020: Rs. 1.73 & EPS March 2019: Rs. 3.14 Restated). The main reasons for the profitability decline were, increase in the price of imported raw materials due to Pak Rupee depreciation, increase in markup rates, and general slowdown of the Country's economy. It is also anticipated that due to recent hit taken by the country because of the COVID-19 spread and lock down of the Industry, performance of the Company in the coming periods may be effected.

Expenses were within the budget as approved by the Board of Directors.

Your Board of Directors have declared the 3rd interim cash dividend of Rs. Nil per share for the period under review.

The Board comprises of 14 members including Chief Executive Officer, having 10 male and 4 female members. The composition of Board is as follows:

Category	Names
Independent Directors	Muhammad Yaqoob Ehsan Mani
	Ms. Mehreen Hosain Ms. Syeda Shahbano Abbas
Non-Executive Directors	Dr. M. Humayun Khan M. Zafar Khan Khwaja Ahmad Hosain Basit Waheed Adnan Aurangzeb Ms. Ayesha Humayun Khan
Executive Directors	M. Afzal Khan Anwar Moin (CEO) Maj. Gen. (Ret'd.) S.Z.M. Askree Ms. Shirin Safdar

The Committees of the Board and their composition is as follows:

# **Audit Committee**

Ehsan Mani	Chairman
Adnan Aurangzeb	Member
Muhammad Yaqoob	Member
Basit Waheed	Member
Khawaja Ahmad Hosain	Member
Dr. M. Humayun Khan	Member

# **HR & Remuneration Committee**

Ehsan Mani	Chairman
Ms. Mehreen Hosain	Member
Dr. M. Humayun Khan	Member
Anwar Moin (CEO)	Member
Ms. Ayesha Humayun Khan	Member
Ms. Syeda Shahbano Abbas	Member

# CSR & HSE Committee

Ms. Ayesha Humayun Khan	Chairman
M. Zafar Khan	Member
Basit Waheed	Member
Ms. Mehreen Hosain	Member

Your Board takes this opportunity to express its appreciation to all its employees for their hard work and continuing efforts in meeting business challenges, and the cooperation of all its stakeholders.

Anwar Moin

**Chief Executive Officer** 

Islamabad 28th April, 2020

# بورڈ کی کمیٹیاں اور ان کی تفکیل حسب ذیل ہے۔

# ای آرومعاوضه جاتی تمیش

احسان مائی، چیئر مین محتر مدم پرین حسین ، رکن ڈاکٹرا کی ہمایوں خان ، رکن انور معین (سی ای او) ، رکن محتر مدعا نشتہ ہمایوں خان ، رکن محتر مدسیدہ شاہ بانوعیاس ، رکن

# آ ڈٹ کمیٹی

اوت میں انی، چیئر مین احسان انی، چیئر مین عدنان اورنگزیب،رکن چیئر مین باسط و حید،رکن خواجا حمد حسین،رکن خواجا حمد حسین،رکن و اگرایم بها پول خان،رکن و اگرایم بها پول خان،رکن

# سى اليس آروا ﷺ اليس اى تمييثى

محتر مه ها کشده جایوں خان ، چیئر مین ایم ظفر خان ، رکن باسط وحید ، رکن محتر مه مهر س مسین ، رکن

آپ کا پورڈاس موقع پراپنے جملہ ملاز مین کا کاروباری چیلنجز کو پورا کرنے کے لئے ان کی سخت محنت اور مسلسل کا دشوں کی نسبت اوراپنے تمام اسٹیک ہولڈرز کے تعاون کی بابت ان کے لئے خصوص ستائش کا اظہار کرتا ہے۔

انور معین انور معین چیف ایگزیکوآفیسر

اسلام آباد 28 اپریل 2020

# بیافوانڈسٹریز کمیٹڈ 31 مارچ 2020 کوختم ہونے والی سہ ماہی انوماہی مدت کے لئے ڈائر میکٹر زر پورٹ

آپ کے ڈائر یکٹرز 31 مارچ 2020 کو افتقام پذیر ہونے والی سماہی انوما ہی کے لئے غیر آؤٹ شدہ اکاؤنٹس پیش کرتے ہوئے نہایت مسرت محسوں کرتے ہیں۔

کیپنی کی خالص جم فروخت 31 مارچ 2020 کوختم ہونے والی نوماہی مدت میں 15.13 فیصداضا نے سے 1,280.60 ملین روپے رہ کی (مارچ 2019: 1,112.26 ملین روپے ) جبکہ مارچ 2020 کوختم ہونے والی سہ ماہی مدت میں خالص جم فروخت 2.24 فیصد کی سے 388.51 ملین روپے رہی (مارچ 2019: 397.41 ملین روپے )۔

ز رجائزہ مت میں تیل دلیس اور بڑے منصوبوں میں سسمک ایک پلوریش سرگرمیوں میں اضافے کے باعث فروخت میں بہتری آئی جبکہ کان کئی الغیرات کشجہ میں معاقبی سرگرمیوں میں تنزیل کے باعث بلائیز میں کی دیکھنے میں آئی۔

131رچ 2020 کوئتم ہونے والی نوماہی مدت کے لیے کمپنی کا خام منافع 2.27 فیصد کی ہے 466.85 ملین روپے رہا اور مارچ 2020 کوئتم ہونے والی سرمان 2020 کوئتم ہونے والی سرمان کے لیے 11.77 فیصد کی ہے 237.23 ملین والی سرمان کے لیے 11.77 فیصد کی ہے 237.23 ملین روپے رہانہ کی اللہ منافع ارچ 2020 کی سرمانی کے لیے 237.03 ملین روپے رہانہ کی 2020 کی سرمانی کے لیے 236.01 فیصد کم ہوکر 3093 کی مناوی کی مناوی کی بنیاد کی جوکر 393 کی بنیاد کی وجہ سے در آمدی خام مار کی 173.20 میں منافع مارچ 2020 کی مناوی کی بنیاد کی وجہ سے در آمدی خام ال کی قیمتوں میں اضافہ مشرح سود میں اضافہ اور عومی طور پر ملکی معیشت میں گراوٹ ہے۔ یہ بھی خیال کی اوجہ سے در آمدی خام مال کی قیمتوں میں اضافہ مشرح سود میں اضافہ ورعومی طور پر ملکی معیشت میں گراوٹ ہے۔ یہ بھی خیال کی اوجہ سے در آمدی خام میں الک کی وجہ سے در آمدی خام میں کی دوجہ سے در آمدی خام اور کی حجہ سے بینی کی پفار منمس تاثر ہو کئی ہے۔

اخرا جات بورڈ آف ڈائر کیکٹرز کی طرف ہے منظور کر دہ بجٹ کے اندر تھے ۔ آپ کے بورڈ آف ڈائز کیٹرز نے زیر جائز دمدت کے لئے تیبر سے بور کی افقہ منافع منقسمہ فی حصص Nil روپے کا اعلان کیا ہے۔

'پ بے ورواٹ والر یہ کرونے کر چھا کر ملک سے بیسرے بورل عمر مال میں اسلام کا میں ان ان امار دیا جا مان ہیں۔ پورڈ 14 اراکین مِشتمل ہے جن میں شھول چیف آگیز کیلؤ آفیسر ، 10 مرادارا کین اور 4 خوا تین اراکا کین شامل میں۔ بورڈ کی تشکیل حب ذیل ہے۔

نام	נובָה
مجريعقوب	 آ زاد ڈائر یکٹرز
احبان مانی	
محترمه مهرين حسين	
محترمه سيده شاه بانوعباس	
ڈا کٹرا یم ہما یوں خان	نان ایگزیکٹوڈ ائریکٹرز
ايم ظفرخان	
خواجه احمر حسين	
باسطوحيد	
عد مان اورنگزیب	
محتر مه عائشه جها يون خان	
ايم أفشل خان	ا مگز یکٹوڈ ائر یکٹرز
انومعین (چیف ایگزیکٹوآ فیسر)	
میجر جزل (ریٹائرڈ)الین زیڈا بم عسکری	
محتر مه شيرين صفار	

# BIAFO INDUSTRIES LTD. CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UN-AUDITED) AS AT 31 MARCH 2020

NON - CURRENT ASSETS  Property, plant and equipment Investment property Long - term deposits  CURRENT ASSETS	Note 4	Un-Audited 31 Mar 2020 Rupees 1,048,252,610 29,688,456 1,777,650 1,079,718,716	Audited 30 June 2019 Rupees 1,046,351,416 30,255,752 1,793,600 1,078,400,768
CURRENT ASSETS	Г		
Stores, spare parts and loose tools		15,789,378	10,947,722
Stock in trade		249,486,022	319,847,587
Trade debts		395,698,390	279,538,533
Advances		20,267,986	14,151,399
Trade deposits and short - term prepayments		7,748,124	5,603,562
Advance tax		49,741,489	24,139,827
Other receivables	_	1,857,118	7,499,419
Short - term investments	5	332,836,315	491,618,034
Cash and bank balances		42,552,578	40,534,570
CURRENT LIABILITIES		1,115,977,400	1,193,880,653
Trade and other payables	6	166,441,786	182,056,475
Lease Liabilities	0	805,145	102,030,473
Short-term borrowings	7	480,087,870	595,079,117
Unclaimed dividend	,	23,029,521	23,391,830
Unpaid dividend		13,030,925	11,295,615
Oripaid dividend		683,395,247	811,823,037
NET CURRENT ASSETS	L	432,582,153	382,057,616
		.02,002,100	002,007,010
NON - CURRENT LIABILITIES			
Employee benefits		4,850,989	5,438,514
Lease Liabilities		1,128,043	-
Deferred tax liability - net	8	38,095,221	49,780,166
		44,074,253	55,218,680
NET ASSETS		1,468,226,616	1,405,239,704
REPRESENTED BY:			
SHARE CAPITAL AND RESERVES			
Share capital		316,800,000	264,000,000
Revenue reserve			
Unappropriated profit		443,775,553	429,984,402
Capital reserve			
Revaluation surplus on property, plant			
and equipment - net of tax		707,651,063	711,255,302
		1,468,226,616	1,405,239,704
CONTINGENCIES AND COMMITMENTS	9		

The annexed notes 1 to 17 form an integral part of these interim financial statements.

**Chief Financial Officer** 

**Chief Executive Officer** 

Chairman

# BIAFO INDUSTRIES LTD. CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED) FOR THE PERIOD ENDED 31 MARCH 2020

		Three Months Ended		Nine Months Ended	
		31 Mar 2020	31 Mar 2019	31 Mar 2020	31 Mar 2019
	Note	Rupees	Rupees	Rupees	Rupees
NET TURNOVER	10	388,505,766	397,411,042	1,280,597,987	1,112,263,699
Cost of sales		(262,644,313)	(221,901,555)	(813,746,322)	(626,466,843)
GROSS PROFIT		125,861,453	175,509,487	466,851,665	485,796,856
Other income		25,042,555	13,698,057	46,325,946	50,360,054
Distribution expenses		(22,467,946)	(9,941,158)	(50,120,563)	(29,794,813)
Administrative expenses		(34,241,213)	(31,845,308)	(97,494,883)	(92,959,797)
Finance costs - net		(18,585,556)	(12,200,305)	(58,640,679)	(30,133,774)
Impairment loss on trade debts		(1,230,330)		(8,061,003)	-
OPERATING PROFIT		74,378,963	135,220,773	298,860,483	383,268,526
Workers' profit participation fund		(3,718,948)	(6,761,038)	(14,943,024)	(19,163,426)
Workers' welfare fund		(1,487,580)	(2,704,416)	(5,977,210)	(7,665,371)
PROFIT BEFORE TAXATION		69,172,435	125,755,319	277,940,249	356,439,729
TAXATION					
Current					
- For the year		(15,190,531)	(25,152,307)	(55,862,423)	(73,369,222)
- Prior years		- 1	-	3,464,141	-
Deferred		943,964	(1,269,086)	11,684,945	758,482
	•	(14,246,567)	(26,421,393)	(40,713,337)	(72,610,740)
PROFIT FOR THE PERIOD		54,925,868	99,333,926	237,226,912	283,828,989
					Restated
EARNINGS PER SHARE				•	
- Basic and diluted		1.73	3.14	7.49	8.96

The annexed notes 1 to 17 form an integral part of these interim financial statements.

**Chief Financial Officer** 

**Chief Executive Officer** 

# BIAFO INDUSTRIES LTD. CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE PERIOD ENDED 31 MARCH 2020

	Three Months Ended		Nine Months Ended	
	31 Mar 2020	<b>31 Mar 2020</b> 31 Mar 2019		31 Mar 2019
	Rupees	Rupees	Rupees	Rupees
Profit for the period	54,925,868	99,333,926	237,226,912	283,828,989
Other comprehensive income for the period	-	-	-	-
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	54,925,868	99,333,926	237,226,912	283,828,989

The annexed notes 1 to 17 form an integral part of these interim financial statements.

**Chief Financial Officer** 

**Chief Executive Officer** 

# BIAFO INDUSTRIES LTD. CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE PERIOD ENDED 31 MARCH 2020

	31 Mar 2020 Rupees	31 Mar 2019 Rupees
CASH FLOWS FROM OPERATING ACTIVITIES		050 100 700
Profit before taxation Note	277,940,249	356,439,729
Adjustments for: Depreciation	20,169,915	15,862,258
Finance costs	58,640,679	30,133,774
Provision for Workers' profit participation fund	14,943,024	19,163,426
Provision for Workers' welfare fund	5,977,210	7,665,371
Provision for employee benefits	7,075,659	7,477,417
Impairment Loss	8,061,003	7,477,417
Dividend income	(24,190,232)	
Rental Income	(400,000)	
Unrealized (gain)/loss on remeasurement of investment	(12,916,044)	16,922,997
Gain on disposal of property, plant and equipment	(12,310,044)	(429,041)
Interest income	(2,504,076)	(1,363,994)
Unrealized exchange gain	(2,004,800)	(20,303,865)
om danzed exertange gain	72.852.338	75,128,343
	350,792,587	431,568,072
Changes in:	, , , , , ,	,,,,,,
Stores, spare parts and loose tools	(4,841,656)	(4,850,956)
Inventories	70,361,565	(47,518,811)
Trade debts	(116,159,857)	27,713,546
Advances, deposits, prepayments and other receivables	(2,602,898)	(6,383,629)
Trade and other payables	(951,309)	7,717,909
	(54,194,155)	(23,321,941)
Cash generated from operations	296,598,432	408,246,131
Finance costs paid	(53,287,761)	(24,039,405)
Employee benefits paid	(9,253,665)	-
Payments to Workers' profit participation fund	(24,280,810)	(35,668,279)
Payments to Workers' welfare fund	(5,485,630)	-
Income taxes paid	(77,999,944)	(77,461,065)
	(170,307,810)	(137,168,749)
Net cash generated from operating activities	126,290,623	271,077,382
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property, plant and equipment	(21,503,815)	(66,585,100)
Proceeds from disposal of property, plant and equipment	-	2,384,763
Net investment during the year	158,781,719	(26,198,361)
Rent received	600,000	-
Dividend received	24,190,232	-
Interest received on saving accounts and TDRs	1,517,495	832,014
Net cash used in investing activities	163,585,631	(89,566,684)
CASH FLOWS FROM FINANCING ACTIVITIES		(101.000.001)
Payment of dividend	(172,866,999)	(161,020,821)
Net cash used in financing activities	(172,866,999)	(161,020,821)
NET (DECREASE) / INCREASE IN CASH AND CASH EQUIVALENTS	117,009,255	20,489,877
CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD	(554,544,547)	(399,453,031)
CASH AND CASH EQUIVALENTS AT END OF THE PERIOD 11	(437,535,292)	(378,963,154)
The annexed notes 1 to 17 form an integral part of these interim financial state	ements.	

Chief Financial Officer Chief Executive Officer

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# BIAFO INDUSTRIES LTD. CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE PERIOD ENDED 31 MARCH 2020

			Revenue Reserve	
	Share capital	Revaluation surplus on property, plant and equipment - net of tax	Unappropriated profits	Total equity
	Rupees	Rupees	Rupees	Rupees
Balance at 01 July 2018	220,000,000	270,092,444	472,997,002	963,089,446
Total comprehensive income for the period				
Profit for the period	-	-	283,828,989	283,828,989
Comprehensive income for the year transferred to equity	-	-	283,828,989	283,828,989
Surplus on revaluation of property, plant and equipment realized th depreciation for the year - net of deferred tax  Transferred from surplus on revaluation of property, plant and equi	-	(1,260,688)	-	(1,260,688)
account of incremental depreciation - net of deferred tax	-	-	1,260,688	1,260,688
	220,000,000	268,831,756	758,086,679	1,246,918,435
Transactions with members recorded directly in equity				
Final dividend of 2018 @ Rs. 5.00 per share First interim dividend of 2019 @ Rs. 2.25 per share Issue of bonus shares for 2018 @ 20%	- - 44,000,000	-	(110,000,000) (59,400,000) (44,000,000)	(110,000,000) (59,400,000)
Total distribution to members	44.000.000		(213,400,000)	(169,400,000)
Balance at 31 March 2019	264,000,000	268,831,756	544,686,679	1,077,518,435
Balance at 01 July 2019	264,000,000	711,255,302	429,984,402	1,405,239,704
Total comprehensive income for the period				
Profit for the period	-	-	237,226,912	237,226,912
Comprehensive income for the year transferred to equity	-	-	237,226,912	237,226,912
Surplus on revaluation of property, plant and equipment realized th depreciation for the year - net of deferred tax  Transferred from surplus on revaluation of property, plant and equi		(3,604,239)	- -	(3,604,239)
account of incremental depreciation - net of deferred tax	-	-	3,604,239	3,604,239
	264,000,000	707,651,063	670,815,553	1,642,466,616
Transactions with members recorded directly in equity				
Final dividend of 2019 @ Rs. 3.00 per share First interim dividend of 2020 @ Rs. 1.50 per share 2nd interim dividend of 2020 @ Rs. 1.50 per share	-	-	(79,200,000) (47,520,000) (47,520,000)	(79,200,000) (47,520,000) (47,520,000)
Issue of bonus shares for 2019 @ 20%	52,800,000	-	(52,800,000)	-
Total distribution to members	52,800,000		(227,040,000)	(174,240,000)
Balance at 31 March 2020	316,800,000	707,651,063	443,775,553	1,468,226,616

The annexed notes 1 to 17 form an integral part of these interim financial statements.

Chief Financial Officer

Chief Executive Officer

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# 1. THE COMPANY AND ITS OPERATIONS

Biafo Industries Limited ("the Company") was incorporated in Pakistan on 07 September 1988 as a public limited company under the Companies Ordinance, 1984 (now the Companies Act, 2017). Previously, the shares of the Company were quoted on Karachi and Islamabad Stock Exchanges of Pakistan. However, due to integration of these Stock Exchanges into Pakistan Stock Exchange, effective 11 January 2016, the shares of the Company are now quoted on Pakistan Stock Exchange. 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 AND STATEMENT OF COMPLIANCE

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

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Provisions of and directives issued under the Companies Act, 2017.
- Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

The disclosures in these interim financial statements do not include the information that was reported for full annual audited financial statements and should therefore be read in conjunction with the annual audited financial statements of the Company for the year ended 30 June 2019. Comparative condensed interim statement of financial position is extracted from the annual audited financial statements as of 30 June 2019, whereas comparative condensed interim statement of profit or loss, comparative condensed interim statement of comprehensive income, comparative condensed interim statement of cash flows and comparative condensed interim statement of changes in equity are extracted from unaudited interim financial statements for nine months period ended 31 March 2019.

These interim financial statements are unaudited and are being submitted to the members as required under Section 237 of the Companies Act, 2017 and the Listing Regulations of the Pakistan Stock Exchange Limited.

# 3. SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The accounting policies, significant judgments made in the application of accounting policies, key sources of estimations, the methods of computation adopted in preparation of these condensed interim financial statements and financial risk management policy are the same as those applied in preparation of audited annual financial statements for the year ended 30 June 2019 except for the change as indicated in 3.1 below:

# 3.1 IFRS 16 'LEASES'

IFRS 16 replaces existing leasing guidance, including IAS 17 'Leases', IFRIC 4 'Determining whether an Arrangement contains a Lease', SIC-15 'Operating Leases- Incentives' and SIC-27 'Evaluating the Substance of Transactions Involving the Legal Form of a Lease'. IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right of use of underlying asset and a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low-value items. Lessor accounting remains similar to the current standard i.e. lessors continue to classify leases as finance or operating leases.

The Company has applied IFRS 16 using the modified retrospective approach, under which the cumulative effect of initial application is to be recognised in unappropriated profit at 01 July 2019 and therefore the comparative information has not been restated and continue to be reported under IAS - 17.

The Company assesses at contract inception whether a contract is, or contains, a lease. That is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

The Company applied a single recognition and measurement approach for all leases, unless the lease term is 1 year or less or the lease contains a low-value asset. For lease term less than 1 year and lease containing low value assets the Company has applied the exemption not to recognize right of use assets and liabilities for leases with less than 12 months of lease term. The Company recognises lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

3.2 The following International Financial Reporting Standards (IFRS Standards) as notified under the Companies Act, 2017 and the amendments and interpretations thereto will be effective for accounting periods beginning on or after 01 January 2020:

Amendment to IFRS 3 'Business Combinations' - Definition of a Business (effective for business combinations for which the acquisition date is on or after the beginning of annual period beginning on or after 1 January 2020). The IASB has issued amendments aiming to resolve the difficulties that arise when an entity determines whether it has acquired a business or a group of assets. The amendments clarify that to be considered a business, an acquired set of activities and assets must include, at a minimum, an input and a substantive process that together significantly contribute to the ability to create outputs. The amendments include an election to use a concentration test. The standard is effective for transactions in the future and therefore would not have an impact on past financial statements.

Amendments to IAS 1 - Presentation of Financial Statements and IAS 8 Accounting Policies, Changes in Accounting Estimates and Errors (effective for annual periods beginning on or after 1 January 2020). The amendments are intended to make the definition of material in IAS 1 easier to understand and are not intended to alter the underlying concept of materiality in IFRS Standards. In addition, the IASB has also issued guidance on how to make materiality judgments when preparing their general purpose financial statements in accordance with IFRS Standards.

On 29 March 2018, the International Accounting Standards Board (the IASB) has issued a revised Conceptual Framework for Financial Reporting which is applicable immediately contains changes that will set a new direction for IFRS in the future. The Conceptual Framework primarily serves as a tool for the IASB to develop standards and to assist the IFRS Interpretations Committee in interpreting them. It does not override the requirements of

individual IFRSs and any inconsistencies with the revised Framework will be subject to the usual due process – this means that the overall impact on standard setting may take some time to crystallise. The companies may use the Framework as a reference for selecting their accounting policies in the absence of specific IFRS requirements. In these cases, companies should review those policies and apply the new guidance retrospectively as of 1 January 2020, unless the new guidance contains specific scope outs.

Interest Rate Benchmark Reform which amended IFRS 9, IAS 39 and IFRS 7 is applicable for annual financial periods beginning on or after 1 January 2020. The G20 asked the Financial Stability Board (FSB) to undertake a fundamental review of major interest rate benchmarks. Following the review, the FSB published a report setting out its recommended reforms of some major interest rate benchmarks such as IBORs. Public authorities in many jurisdictions have since taken steps to implement those recommendations. This has in turn led to uncertainty about the long-term viability of some interest rate benchmarks. In these amendments, the term 'interest rate benchmark reform' refers to the market-wide reform of an interest rate benchmark including its replacement with an alternative benchmark rate, such as that resulting from the FSB's recommendations set out in its July 2014 report 'Reforming Major Interest Rate Benchmarks' (the reform). The amendments made provide relief from the potential effects of the uncertainty caused by the reform. A company shall apply the exceptions to all hedging relationships directly affected by interest rate benchmark reform. The amendments are not likely to affect the condensed interim financial statements of the Company.

IFRS 14 Regulatory Deferral Accounts - (effective for annual periods beginning on or after 1 July 2019) provides interim guidance on accounting for regulatory deferral accounts balances while IASB considers more comprehensive guidance on accounting for the effects of rate regulation. In order to apply the interim standard, an entity has to be rate regulated – i.e. the establishment of prices that can be charged to its customers for goods or services is subject to oversight and/or approved by an authorized body. The term 'regulatory deferral account balance' has been chosen as a neutral descriptor for expense (income) or variance account that is included or is expected to be included by the rate regulator in establishing the rate(s) that can be charged to customers and would not otherwise be recognized as an asset or liability under other IFRSs. The standard is not likely to have any effect on the Company's condensed interim financial statements.

The amendments are effective from annual period beginning on or after 1 January 2020 and are not likely to have an impact on the Company's condensed interim financial statements.

# 4. PROPERTY, PLANT AND EQUIPMENTCONTINGENCIES AND COMMITMENTS

During nine months period ended 31 Mar 2020, the Company acquired property, plant and equipment aggregating to Rs. 21,503,815 (31 Mar 2019: Rs. 66,585,100). Depreciation charge for the period amounts to Rs. 19,602,621 (31 Mar 2019: Rs. 14,698,175).

			Unaudited	Audited
			31 Mar 2020	30 June 2019
5.	SHORT - TERM INVESTMENTS	Note	Rupees	Rupees
	Equity securities - at FVTPL		240,325,766	401,190,028
	Debt securities - at amortised cost		92,510,549	90,428,006
			332,836,315	491,618,034
6.	TRADE AND OTHER PAYABLES			
	Trade creditors		71,354,402	92,740,997
	Contract liability - advances from customers		2,049,516	2,427,760
	Accrued liabilities		27,288,819	30,206,002
	Sales tax payable - net		5,583,148	-
	Insurance		440,984	922,405
	Workers' profit participation fund payable		14,943,024	24,280,810
	Workers' welfare fund payable		5,977,210	9,712,324
	Payable to staff gratuity fund		7,635,217	9,225,698
	Payable to employees' provident fund		1,350,342	1,090,854
	Withholding tax payable		11,237,510	24,923
	Others		18,581,614	11,424,702
			166,441,786	182,056,475
7.	SHORT - TERM BORROWINGS			
	Allied Bank Limited (ABL)	7.1	350,510,976	346,928,891
	Faysal Bank Limited (FBL)	7.2	53,606,703	98,423,800
	United Bank Limited (UBL)	7.3	75,970,191	149,726,426
			480,087,870	595,079,117
			· · · · · · · · · · · · · · · · · · ·	

7.1 The Company has arranged various facilities with ABL with cumulative running finance limit of Rs. 600 million and during the period the Company utilized the facilities as follows:

The Running Finance facility with a sanctioned limit of Rs. 300 million (30 June 2019: Rs. 200 million) and carries mark-up at the rate of 3 months Kibor + 1% per annum of the amount utilized and The Export Refinance facility with a sanctioned limit of Rs. 75 million (30 June 2019: Rs. 75 million) and carries mark-up at the SBP Rate + 1% per annum of the amount utilized. The facility is secured against first equitable mortgage over industrial property of the Company amounting to Rs. 500 million and charge over current assets (excluding financial assets) and fixed assets (excluding Head Office Building) of the Company.

The Running Finance facility with a sanctioned limit of Rs. 75 million (30 June 2019: Rs. 75 million) and carries mark-up at the rate of 3 months Kibor + 0.75% per annum of the amount utilized. The facility is secured against the investment made in the ABL Term Deposit Receipts of USD 550,000.

- 7.2 This represents utilized amount of running finance facility with a sanctioned limit of Rs. 150 million (30 June 2019: Rs. 100 million) and carries mark-up at the rate of 3 month Kibor + 1% per annum of the amount utilized, payable on quarterly basis. The facility is secured against investment in units of Faysal Money Market Fund with 5% margin.
- 7.3 This represents utilized amount of running finance facility with a sanctioned limit of Rs. 200 million (30 June 2019: Rs. 200 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 UBL Liquidity Plus Funds with 5% margin.

		Unaudited 31 Mar 2020 Rupees	Audited 30 June 2019 Rupees
8.	DEFERRED TAX LIABILITY- net		
	The net balance of deferred tax is in respect of the following major temporary differences:		
	Accelerated depreciation of property, plant and equipment	29,567,576	38,680,311
	Deferred employee benefits	(3,210,079)	(3,655,175)
	Loss allowance for Expected credit losses	(1,870,153)	-
	Provision for slow moving stores, spares and loose tools	(1,141,572)	(1,141,572)
	Surplus on revaluation of fixed assets	14,749,449	15,896,602
	<del>-</del>	38.095.221	49,780,166

# 9. CONTINGENCIES AND COMMITMENTS

There is no change in the contingent liabilities as reported in the annual financial statements for the year ended 30 June 2019.

Letters of credit issued by banks on behalf of the Company for the import of raw materials amount to Rs. 25,777,811 at 31 March 2020 (30 June 2019: Rs. 11,036,872).

Letter of guarantee issued by Allied Bank Limited on behalf of the Company for the issuance of performance bond to secure the contracts with different government and private entities outstanding at the period end amounts to Rs. 17,071,182 (30 June 2019: Rs. 17,071,182).

		Three Mont	hs Ended	Nine Month	s Ended
		Unaudited	Unaudited	Unaudited	Unaudited
		31 Mar 2020	31 Mar 2019	31 Mar 2020	31 Mar 2019
		Rupees	Rupees	Rupees	Rupees
10.	NET TURNOVER				
	Gross local sales	342,329,271	330,735,089	1,152,061,636	959,282,312
	Sales tax	(50,022,353)	(48,624,858)	(168,429,424)	(141,209,511)
	Net local sales	292,306,918	282,110,231	983,632,212	818,072,801
	Net export sales	96,198,848	115,300,811	296,965,775	294,190,898
		388,505,766	397,411,042	1,280,597,987	1,112,263,699
				Unaudited	Unaudited
				31 Mar 2020	31 Mar 2019
				Rupees	Rupees
11.	CASH AND CASH EQUIVALENTS		•	·	· · · · · · · · · · · · · · · · · · ·
	For the purpose of cash flow stateme	ent cash and cash eq	uivalents comprise		
	Cash and bank balances			42,552,578	35,264,803
	Short term borrowings - secured			(480,087,870)	(414,227,957)
				(437,535,292)	(378,963,154)

# 12. RELATED PARTY TRANSACTIONS AND BALANCES

Related parties comprise of directors, key management personnel, major shareholders, entities over which the directors are able to exercise influence and employees' fund. Transactions with related parties during the period and balances at the reporting date are as follows:

	Nine Month	s Ended
	Unaudited	Unaudited
	31 Mar 2020	31 Mar 2019
	Rupees	Rupees
Directors and key management personnel		
Dividend to non executive directors	102,700,245	81,150,576
Issue of bonus shares to non executive directors	31,121,286	21,078,070
Share capital held as of the reporting date by non executive directors	186,727,718	126,468,430
Dividend to executive directors	1,721,161	1,673,355
Issue of bonus shares to executive directors	521,564	434,630
Share capital held as of the reporting date by executive directors	3,129,384	2,607,820
Remuneration including perquisites to Chief Executive	11,345,833	19,125,000
Remuneration including perquisites to Directors	16,971,290	17,640,000
Remuneration including perquisites to key management personnel	27,093,750	24,956,250
Other related parties		
Payment to employees' provident fund	5,631,770	4,530,887
Donations	-	1,150,000
Payable to employees' provident fund - unsecured	1,350,342	1,043,188
Payable to staff retirement gratuity fund - unsecured	7,635,217	7,138,100

# 13. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. Consequently, differences can arise between carrying values and fair value estimates.

Underlying the definition of fair value is the presumption that the Company is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

The fair value of financial assets and liabilities traded in active markets i.e. listed equity shares are based on the quoted market prices at the close of trading on the period end date. The quoted market prices used for financial assets held by the Company are current bid prices.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

IFRS 13, 'Fair Value Measurements' requires the Company to classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

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

The following table shows the carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy.

# **QUARTERLY REPORT**

# NOTES TO THE INTERIM FINANCIAL STATEMENTS (UN-AUDITED) FOR THE PERIOD ENDED 31 MARCH 2020

		Carrying	Carrying amount			Fair value	alue	
Financial assets and liabilities	Amortized cost	Fair value Amortized cost through profit or loss	Financial liabilities at amortized cost	Total	Level 1	Level 2	Level 3	Total
31 March 2020		Rupees	ees			Rupees	ses	
Financial assets measured at fair value								
Short - term investments	•	240,325,766		240,325,766	240,325,766			240,325,766
Trade deposits	•	2,149,446		2,149,446			2,149,446	2,149,446
Long - term deposits		1,777,650		1,777,650	- 200 000		1,777,650	744 252 962
		244,232,862		244,232,882	240,323,766		3,927,096	744,252,862
Financial assets not measured at fair value								
Trade debts	395,698,390			395,698,390	•			
Advances to employees	1,392,755			1,392,755				
Other receivables	•						•	
Short - term investments	92,510,549			92,510,549				
Cash and bank balances	42,552,578	•	•	42,552,578	•		•	•
Total financial assets	532,154,272	244,252,862		776,407,134	240,325,766		3,927,096	244,252,862
Financial liabilities not measured at fair								
Value								
Short-term borrowings	•		480,087,870	480,087,870				
Unclaimed dividend	•		23,029,521	23,029,521				
Unpaid dividend	•		13,030,925	13,030,925		•		•
Trade and other payables	•	•	126,651,378	126,651,378			•	
Total financial liabilities		•	642,799,694	642,799,694				

Fai   Fai	8	Financial liabilities at amortized cost es	Total 401.190.028 1,598,737 1,793,600 404,582,365	Level 1 401,190,028	Level 2 Rupees	Level 3 Ses	Total
value - 40 - 40 - 40 - 70,987 - 776,987 - 5,453,980	Ruped 401,190,028 1,598,737 1,793,600 404,582,365		401,190,028 1,598,737 1,793,600 404,582,365	401,190,028	Rupo	ses	
value - 40 - 40 - 40 - 40 - 70,987 - 776,987 - 5,453,980	401,190,028 1,598,737 1,793,600 404,582,365		401,190,028 1,598,737 1,793,600 404,582,365	401,190,028			
3 279,538,533 776,987 5,453,980	401,190,028 1,598,737 1,793,600 404,582,365		401,190,028 1,598,737 1,793,600 404,582,365	401,190,028			
assured at fair  279,538,533 776,987 5,453,980	1,598,737 1,793,600 404,582,365		1,598,737 1,793,600 404,582,365	- - 401,190,028		,	401,190,028
sasured at fair 279,538,533 776,987 5,453,980	404,582,365		404,582,365	401,190,028		1,598,737	1,598,737
assured at fair						3,392,337	404,582,365
2							
			279,538,533	٠			
			776,987				•
			5,453,980	•	•	•	•
			90,428,006	•	•		•
Cash and bank balances 40,462,320	-		40,462,320	•	•	-	
Total financial assets 404,58	404,582,365		821,242,191	401,190,028	1	3,392,337	404,582,365
Financial liabilities not measured at fair value							
Short-term borrowings		595,079,117	595,079,117		•		٠
Unclaimed dividend -	•	23,391,830	23,391,830	•			•
Unpaid dividend -		11,295,615	11,295,615				•
Trade and other payables	-	145,610,658	145,610,658			-	-
Total financial liabilities	-	775,377,220	775,377,220		-		

			Three Month	ns Ended	Nine Month	s Ended
			Unaudited	Unaudited	Unaudited	Unaudited
			31 Mar 2020	31 Mar 2019	31 Mar 2020	31 Mar 2019
				Restated		Restated
14.	EARNING PER SHARE					
	- Basic and diluted					
	Profit for the period	Rupees	54,925,868	99,333,926	237,226,912	283,828,989
	Weighted average number of ordinary shares	Numbers	31,680,000	31,680,000	31,680,000	31,680,000
	Earning per share	Rupees	1.73	3.14	7.49	8.96

## 15. RECLASSIFICATIONS / REARRANGEMENTS OF CORRESPONDING FIGURES

The Company adopted IFRS 15 for the year ended 30 June 2019 retrospectively and comparative figures in the statement of profit or loss were reclassified. The following table summarises the impact of adopting IFRS 15 on the comparative figures as presented in the statement of profit or loss for each of the line items effected for the three months ended 31 March 2019 and Nine months ended 31 March 2019:

		Three Months En	ded	N	ine Months Ended	i
		Unaudited			Unaudited	
		31 Mar 2019			31 Mar 2019	
	As previously reported	As reclassified / rearranged	Reclassifications / rearrangements	As previously reported	As reclassified / rearranged	Reclassifications rearrangements
Effect on statement of prof	ït or loss					
Net turnover Distribution expense	395,352,572 (7,882,688)	397,411,042 (9,941,158)	2,058,470 (2,058,470)	1,106,470,852 (24,001,966)	1,112,263,699 (29,794,813)	5,792,847 (5,792,847)

15.1 There was no impact on other comprehensive income as a result of the reclassifications / rearrangements of corresponding figures.

# 16. NON ADJUSTING EVENTS AFTER REPORTING DATE AND DATE OF AUTHORIZATION FOR ISSUE

- 16.1 The Board of Directors of the Company in their meeting held on 28 April 2020 proposed an interim cash dividend of Rs. Nil per share.
- 16.2 These interim financial statements were authorized for issue by the Board of Directors of the Company in their meeting held on 28 April 2020.

### 17. GENERAL

Figures in these interim financial statements have been rounded off to the nearest rupee.

**Chief Financial Officer** 

**Chief Executive Officer** 

Chairman



If undelivered, please return to:

# BIAFO INDUSTRIES LTD.

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