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Corporate Information

| | | |
|-------------------------------|---|--|
| BOARD OF DIRECTORS | Mr. Muhammad Siddique Khatri Mr. Abdul Sattar Khatri Mr. Abdul Ghafoor Khatri Ms. Farhana Abdul Sattar Khatri Mr. Fowad Yousaf Khatri Ms. Rushda Mustafa Mr. Waqas Siddiq Khatri | Chairman & Chief Executive Director Director Director Director Director Director |
| AUDIT COMMITTEE | Mr. Abdul Ghafoor Khatri Mr. Abdul Sattar Khatri Mr. Fowad Yousaf Khatri | Chairman Member Member |
| DIRECTOR FINANCE & CFO | Mr. Javed Iqbal | |
| COMPANY SECRETARY | Mr. Waheed Ashraf | |
| REGISTERED OFFICE/HEAD OFFICE | 39-Empress Road, P.O. Box 1414, Lahore-54000. Tel : 042 - 36306586 - 88 Fax : 042 - 36365697 www.ittehadchemicals.com E-mail: info@ittehadchemicals.com | |
| PLANT | G.T. Road, Kala Shah Kaku, District Sheikhupura. Ph : 042 - 37950222-25 Fax : 042 - 37950206 | |
| SHARE REGISTRARS | M/s. Corplink (Pvt.) Limited Corporate and Financial Consultants Wings Arcade, 1-K Commercial, Model Town, Lahore. Ph: 042 - 35839182 Fax: 042 - 35869037 | |
| BANKERS TO THE COMPANY | Askari Bank Limited Allied Bank Limited Al-Barka Bank (Pakistan) Limited Burj Bank Limited Citi Bank Faysal Bank Limited Habib Metropolitan Bank Limited KASB Bank Limited MCB Bank Limited National Bank of Pakistan Pak Libya Holding Co. (Pvt.) Limited Pakistan Kuwait Investment Co. (Pvt.) Limited Pak Brunei Investment Co. (Pvt.) Limited Standard Chartered Bank (Pakistan) Limited Summit Bank Limited The Bank of Punjab United Bank Limited | |
| AUDITORS | M/s. BDO Ebrahim & Co., Chartered Accountants, 2 nd Floor, Block-C, Lakson Square Building No.1, Sarwar Shaheed Road, Karachi. Ph: 021-35683189-35683498 Fax: 021-35684239 | |
| LEGAL ADVISORS | M/s. Tahir Ali Tayebi & Co. 310, Marine Point, Schon Circle, Block 9, Clifton, Karachi. Ph : 021-35370458 Fax : 021-35370459 | |

Our Vision

To be sustainable and growth oriented Company who plays a competitive role in industry and adds value to economy through excellence in technological advancement and quality products

Our Mission

The mission of Ittehad is to be

A Company built on sound financial footings and achieves excellent operating results through superior efficiency and cost control

A Company that consistently benefits its stakeholders through enhanced profitability

A Company that achieves a high level of customer care service by providing quality products and positive feedback

A Company that provides excellent working environment to its employees that assists in enhancing their strengths and abilities, create a culture that fosters motivation and promotes individual growth and care

A Company that contributes towards a good corporate citizenship and sets highest standards in serving the society

Notice of Annual General Meeting

Notice is hereby given that the 21st Annual General Meeting of Ittehad Chemicals Limited will be held at the Registered Office of the Company, 39-Empress Road, Lahore on Wednesday, 10th October 2012 at 11:00 a.m. to transact the following business:

ORDINARY BUSINESS:

- To confirm the minutes of the Annual General Meeting held on October 31, 2011.
- To receive, consider and adopt the Audited Financial Statements of the Company together with the Directors' and Auditors' Reports thereon for the year ended June 30, 2012.
- To approve the final cash dividend of Rs. 1.50 per share i.e. 15% for the year ended June 30, 2012 as recommended by the Board of Directors.
- To appoint Auditors for the year 2012-13 and to fix their remuneration.
(Messrs. BDO Ebrahim & Co., Chartered Accountants retire and being eligible, have offered themselves for re-appointment).
- To transact any other business of the Company with the permission of the Chair.

By Order of the Board

Lahore
September 18, 2012

WAHEED ASHRAF
COMPANY SECRETARY

NOTES:

- The Share Transfer Books of the Company will remain closed from October 03, 2012 to October 10, 2012 (both days inclusive). Transfers received in order by our Share Registrars, M/s. Corplink (Pvt.) Limited, Wings Arcade, 1-K commercial, Model Town, Lahore by the close of business on Tuesday, October 02, 2012 will be considered in time for entitlement of dividend on the ordinary shares.
- A member of the Company entitled to attend and vote at the Annual General Meeting may appoint another member as his/ her proxy to attend and vote in place of him/her at the meeting. Proxies in order to be effective must be received at the Registered Office of the Company duly stamped and signed not less than 48 hours before the time of meeting.
- Shareholders, who have deposited their shares into Central Depository Company of Pakistan, must bring their participant's ID numbers and account/ sub account numbers along with original Computerized National Identity Cards or original Passports at the time of attending the meeting in order to facilitate identification of respective shareholders.
- In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature of the nominee shall be produced at the time of meeting.
- Members are advised to immediately notify the change in their addresses, if any to our Share Registrars M/s. Corplink (Pvt.) Limited, Wings Arcade, 1-K commercial, Model Town, Lahore (Ph: 042-35916714, 042-35839182, Fax: 042-35869037).
- SECP has directed vide SRO No. 779(1)2011 dated August 18, 2011 to issue dividend warrant only crossed as "A/c Payee only" and should bear the Computerized National Identity Card Number (CNIC) of the registered member. Members, who have not yet submitted photocopy of their valid CNIC are requested to send the same at the earliest directly to the Company's Share Registrars M/s. Corplink (Pvt.) Limited.

Directors' Report to Shareholders

The Directors of the Company are pleased to present the Annual Report along with audited financial statements for the year ended June 30, 2012.

Financial Performance

By the grace of Almighty Allah, we have succeeded in improving performance by continuing the growth momentum that delivered 19% turnover increase over last year. Despite the challenges, the Company's operating profit increased by 15% to Rs. 379.948 million versus Rs. 330.997 million of the previous year. Profit before tax has increased by 58% to Rs. 192.019 million. The profit after tax of Rs. 128.637 was earned for the year as compared to Rs. 118.763 of the previous year, reflecting an increase of 8%. The increase in profitability during the current year as compared to the previous year is mainly attributable to impact of revision in selling prices of the products and better availability of gas supply during the last quarter. Correspondingly, earnings per share (EPS) rose to Rs. 3.57 versus Rs. 3.30 of the preceding year.

A brief financial analysis is presented as under:

Financial Highlights

| | Year ended June 30 | | Increase %age |
|-----------------------------|--------------------|-----------|---------------|
| | 2012 | 2011 | |
| -----Rupees in Million----- | | | |
| Net Sales | 3,751.801 | 3,144.319 | 19% |
| Gross Profit | 669.514 | 630.318 | 6% |
| Operating Profit | 379.948 | 330.997 | 15% |
| Profit before Tax | 192.019 | 121.260 | 58% |
| Profit after Tax | 128.637 | 118.763 | 8% |
| Earning Per Share (Rupees) | 3.57 | 3.30 | 8% |

Profit and Appropriations

| | Rupees in thousand |
|---|--------------------|
| Profit after tax for the year | 128,637 |
| Add: Transfer from surplus on revaluation of fixed assets on account of disposal of freehold land | 642 |
| Un-appropriated profit brought forward | 699,696 |
| Profit available for appropriation | 828,975 |
| Appropriations: | |
| - Final cash dividend paid @ 5% for the financial year 2010-11 | (18,000) |
| Un-appropriated profit carried forward | <u>810,975</u> |

Based on the performance of the Company, the Board is pleased to recommend a final cash dividend of Rs. 1.50 per share in respect of the financial year ended June 30, 2012. This final dividend will be subject to the approval of shareholders in their meeting scheduled to be held on October 10, 2012.

Status of Coal Gasifier Plant

By the grace of Almighty Allah commissioning of coal gasifier plant has been completed and the plant has now become operational. Installation of this coal gasifier plant will help us to overcome steam production constraints during the gas load-shedding period and will consequently improve the Company's profitability.

Chemi Chloride Industries Limited

Chemi Chloride Industries Limited (CCIL) is a wholly owned subsidiary Company of Ittehad Chemicals Limited (ICL). The shareholders of the Company in their meeting held on October 31, 2011 had approved the draft Scheme of Arrangement pertaining to the merger of Chemi Chloride Industries Limited (CCIL), the wholly owned subsidiary Company with and into Ittehad Chemicals Limited (ICL), the holding Company.

As far as the current status of the merger of CCIL with and into ICL is concerned, the Merger petition has been filed in the Lahore High Court. The last hearing was to take place on June 27, 2012. However no hearing took place on that date. Moreover the court has not yet fixed the next date of hearing.

The financial statements of Chemi Chloride Industries Limited (CCIL), the wholly owned subsidiary Company, have been consolidated with the financial statements of ICL in line with the requirements of International Financial Reporting Standards (IAS-27) "Consolidated and Separate Financial Statements" and as per the requirements of section 237 of the Companies Ordinance, 1984, these consolidated financial statements are also being presented to the shareholders.

Signing of SAP ERP Implementation

Your Company has decided to upgrade its existing ERP system by implementing SAP Tier One ERP System (SAP-All-in-one). This up gradation will enhance the Company's ability to address day to day business challenges in a more efficient and effective manner and will ultimately improve the operational efficiency of the organization. ICL has signed an implementation agreement with Siemens Pakistan, SAP's partner in Pakistan.



Signing ceremony between Ittehad Chemicals Limited and Siemens Pakistan for SAP ERP Implementation

JCR-VIS Credit Rating

JCR-VIS Credit Rating Company Limited (JCR-VIS) has maintained the medium to long-term entity rating of Ittehad Chemicals Limited (ICL) at 'A-' (Single A Minus) and short-term rating at 'A-2' (A-Two).

Board and Audit Committee Meetings and Attendance

During the year, six Board meetings and four Audit Committee meetings were held. The attendance of Board and Audit Committee members is as follows: .

| Name of Director | No. of Board Meetings attended | No. of Audit Committee Meetings attended |
|-------------------------------------|--------------------------------|--|
| Mr. Muhammad Siddique Khatri | 6 | N/A |
| Mr. Abdul Sattar Khatri | 6 | 4 |
| Mr. Abdul Ghafoor Khatri | 5 | 4 |
| Mr. Fowad Yousaf Khatri | 6 | 2 |
| Ms. Farhana Abdul Sattar Khatri | 6 | N/A |
| Ms. Rushda Mustafa | 3 | N/A |
| Mr. Mansoor Ahmed Khatri (Resigned) | 3 | 2 |
| Mr. Waqas Siddiq Khatri (Appointed) | 2 | N/A |

Leave of absence was granted to the Directors who could not attend the Board and Audit Committee meetings.

Changes in the Board

The Directors wish to report the following changes in the Board of Directors:

Mr. Mansoor Ahmed Khatri resigned from the Board of the Company effective 2nd February 2012. The casual vacancy created by his resignation was filled in by Mr. Waqas Siddiq Khatri effective 13th February 2012. The Board wishes to place on record its deep appreciation for the valuable contribution and guidance provided by the outgoing Director during his association with the Company. The Board also extends a warm welcome to Mr. Waqas Siddiq Khatri.

Audit Committee

The Board of Directors has re-constituted the Audit Committee in compliance with the Code of Corporate Governance with the following members:

- | | | |
|-----------------------------|----------|------------------------|
| 1. Mr. Abdul Ghafoor Khatri | Chairman | Non-Executive Director |
| 2. Mr. Abdul Sattar Khatri | Member | Executive Director |
| 3. Mr. Fowad Yousaf Khatri | Member | Non-Executive Director |

The Audit Committee reviewed the quarterly, half yearly and annual financial statements before their submission to the Board and their publication. The CFO, Head of Internal Audit and a representative of external auditors attended the meetings where issues relating to accounts and audit were discussed. The Audit Committee also reviewed internal audit findings and held separate meetings with internal and external auditors as required under the Code of Corporate Governance. Related Parties Transactions were also placed before the Audit Committee prior to their approval by the Board.

Human Resource and Remuneration (HR&R) Committee

During the year, the Board of Directors, in compliance with the Code of Corporate Governance has established HR&R Committee consisting of the following members:

- | | | |
|---------------------------------|----------|------------------------|
| 1. Mr. Fowad Yousaf Khatri | Chairman | Non-Executive Director |
| 2. Mr. Abdul Ghafoor Khatri | Member | Non-Executive Director |
| 3. Mr. Muhammad Siddique Khatri | Member | Executive Director |

The HR&R Committee is mainly responsible for:

1. Recommending human resource management policies to the Board;
2. Recommending to the Board the selection, evaluation, compensation (including retirement benefits) and succession planning of the CEO;
3. Recommending to the Board the selection, evaluation, compensation (including retirement benefits) of COO, CFO, Company Secretary and Head of Internal Audit; and
4. Consideration and approval on recommendations of CEO on such matters for key management positions who report directly to CEO or COO.

Directors' Training Programs

The Board has been provided with detailed in-house briefings and information package to apprise them of their duties and responsibilities. Further, the Board has arranged for certification offered by the Pakistan Institute of Corporate Governance (PICG) for Mr. Waqas Siddiq Khatri, Director of the Company. He has successfully completed this Corporate Governance Leadership Skills (CGLS) Director Certification program of PICG.

Compliance with the Code of Corporate Governance

The requirements of the Code of Corporate Governance - 2012 set out by the Karachi Stock Exchange in their listing regulations have been adopted by the Company and have been duly complied with. A statement to this effect is annexed to the report.

Corporate and Financial Reporting Framework

Following are the statements on Corporate and Financial Reporting Framework:

- i. The financial statements together with notes thereon have been drawn up by the management in conformity with the Companies Ordinance, 1984. These statements present fairly the Company's state of affairs, the results of its operations, cash flow and changes in equity.
- ii. Proper books of accounts of the Company have been maintained.
- iii. Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- iv. International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departures there from has been adequately disclosed and explained.
- v. The system of internal control is sound in design and has been effectively implemented and monitored.
- vi. There are no significant doubts upon the Company's ability to continue as a going concern.
- vii. The key operating and financial data for the last six years is annexed.
- viii. Information about outstanding taxes and levies is given in Notes to the Accounts.
- ix. The value of investments of the Provident Fund based on its audited accounts as on June 30, 2012 was Rs. 2.527 million.

Health, Safety and Environment

Health and Safety of employees, contractors and visitors along with protection of Environment associated with Company's activities remains the top priority at ICL. We actively strive for eliminating all possible causes of accidents, preventing environmental pollution, minimizing waste, energy conservation, safety awareness, training, emergency preparedness and managing environmental impact that can affect the surrounding communities and the environment at large. The Company has been certified for ISO 9001:2008 - Quality Management System and ISO 14001:2004 - Environmental Management System by Moody International Certification Limited.

Corporate Social Responsibility

ICL is a socially responsible corporate entity and is working diligently for the welfare of communities where we operate and the society in general. Your Company is actively involved in the various social responsibility initiatives in the field of education and health care. ICL continued to provide financial support to various organizations operating in the fields of Education, Health and Social uplift.



Computer lab in Ornate School donated by ICL



Students at stitching & embroidery unit managed by ICL

Auditors

The present auditors M/s. BDO Ebrahim & Co., Chartered Accountants, retire and being eligible offer themselves for re-appointment for the year 2012-13. As suggested by the Audit Committee, the Board of Directors has recommended their re-appointment as Auditors of the Company for the ensuing year subject to approval of the members in the forthcoming Annual General Meeting. The external auditors have been given a satisfactory rating under the Quality Control Review by the Institute of Chartered Accountants of Pakistan.

Pattern of Shareholding

A statement of the pattern of shareholding of the Company as at 30 June, 2012 of certain classes of shareholders whose disclosure is required under the reporting framework and the statement of purchase and sale of shares by Directors, Executives (CEO, COO, CFO, Head of Internal Audit, Company Secretary and any other employee of the Company who is above the cadre of General Manager / Head of Department, as threshold set by the Board of Directors) and their spouses and minor children during the year is shown on page 110 of the Annual Report.

Economic Outlook

Economic conditions globally and locally continue to worsen. Conditions in Pakistan are aggravated by various domestic challenges including energy shortages, high fiscal deficit whose financing has become difficult; political disturbances, build-up of domestic debt, depreciation of Pak Rupee and concerns about macroeconomic stability. Looking forward, these challenges could lead to adverse implications for the business environment.

Future Outlook

Despite the challenges being faced in the country, the management of the Company continues to have a long term optimistic outlook for our business. We are hopeful that economic prospects of the country will improve in future and the Company shall be able to sustain its profitability. In consideration of the current economic situation, rising electricity tariff and curtailment of gas supply, the management will continue its focus to improve shareholder's value through price rationalization, product and process optimization, reduction of operating costs and efficient working capital management.

Acknowledgement

Your Board would like to take this opportunity to express its appreciation and gratitude to all its customers, suppliers, bankers, shareholders and all stakeholders for their continued valuable support in managing the business. The Board also acknowledges and thank the management team and employees of the Company for their hard work and dedication shown throughout the year in the face of the prevalent unfavorable economic conditions.

For and on behalf of the Board



Muhammad Siddique Khatri
Chairman and Chief Executive

Lahore
September 10, 2012

Operating and Financial Highlights

| | Unit | 2006 | 2007 | 2008 | 2009 | 2010 | 2011 | 2012 |
|--|--------------|-------|-------|-------|-------|-------|-------|-------|
| PROFIT AND LOSS | | | | | | | | |
| Sales | Rs. in mln | 2,158 | 2,534 | 2,685 | 3,568 | 3,081 | 3,144 | 3,752 |
| Gross Profit | Rs. in mln | 465 | 622 | 548 | 820 | 611 | 630 | 670 |
| Operating Profit | Rs. in mln | 309 | 438 | 342 | 508 | 333 | 331 | 380 |
| Profit before tax | Rs. in mln | 167 | 235 | 129 | 277 | 132 | 121 | 192 |
| Profit after tax | Rs. in mln | 120 | 137 | 66 | 169 | 141 | 119 | 129 |
| EBITDA | Rs. in mln | 460 | 633 | 525 | 698 | 522 | 511 | 559 |
| Number of outstanding shares at year end | No. in mln | 30 | 36 | 36 | 36 | 36 | 36 | 36 |
| Earning per share - Basic and Diluted | Rs. | 3.98 | 3.81 | 1.82 | 4.70 | 3.91 | 3.30 | 3.57 |
| BALANCE SHEET | | | | | | | | |
| Operating Fixed assets (NBV) | Rs. in mln | 2,510 | 2,360 | 2,316 | 2,423 | 2,299 | 2,342 | 2,371 |
| Current Assets | Rs. in mln | 1,008 | 962 | 918 | 1,169 | 1,208 | 1,330 | 1,336 |
| Current Liabilities | Rs. in mln | 1,041 | 1,076 | 627 | 934 | 928 | 1,237 | 1,391 |
| Long Term Liabilities | Rs. in mln | 1,254 | 1,049 | 1,445 | 1,232 | 1,100 | 910 | 638 |
| Share capital | Rs. in mln | 300 | 360 | 360 | 360 | 360 | 360 | 360 |
| Shareholders' Equity | Rs. in mln | 627 | 764 | 776 | 891 | 977 | 1,060 | 1,171 |
| INVESTOR INFORMATION | | | | | | | | |
| Gross Profit Margin | % | 21.55 | 24.55 | 20.40 | 22.99 | 19.84 | 20.05 | 17.85 |
| Net Profit Margin | % | 5.54 | 5.41 | 2.44 | 4.74 | 4.57 | 3.78 | 3.43 |
| Return On Equity | % | 21.08 | 19.69 | 8.52 | 20.31 | 15.08 | 11.66 | 11.52 |
| Price Earning Ratio | | 8.41 | 8.28 | 19.21 | 8.09 | 8.39 | 8.92 | 6.55 |
| Net Asset per share | Rs. | 20.89 | 21.24 | 21.55 | 24.74 | 27.14 | 29.44 | 32.53 |
| Long -Term Debt to Equity Ratio | | 2.30 | 1.56 | 1.55 | 1.29 | 1.09 | 0.88 | 0.52 |
| Current Ratio | | 0.97 | 0.89 | 1.47 | 1.25 | 1.30 | 1.08 | 0.96 |
| Quick Ratio | | 0.54 | 0.53 | 0.73 | 0.77 | 0.66 | 0.58 | 0.59 |
| Interest Coverage Ratio | | 2.18 | 2.11 | 1.61 | 2.12 | 1.63 | 1.54 | 1.97 |
| Debtor Turnover | No. of Times | 12.51 | 6.65 | 10.61 | 7.32 | 7.56 | 8.02 | 7.75 |
| Inventory Turnover | No. of Times | 3.82 | 4.87 | 4.65 | 6.14 | 4.12 | 4.12 | 5.94 |

Statement of Value Added

Year ended 30 June,
2012 2011
(Rs. In Million)

Wealth Generated:

| | | |
|--|-------|-------|
| Total revenue net of discount and allowances | 4,423 | 3,725 |
| Bought-in-material and services | 2,952 | 2,438 |

1,471 **1,287**

Wealth Distributed:

To Employees

| | | |
|-----------------------------------|-----|-----|
| Salries, benefits and other costs | 309 | 256 |
|-----------------------------------|-----|-----|

To Government

| | | |
|--|-----|-----|
| Income tax, sales tax, special excise duty & WWF | 665 | 523 |
|--|-----|-----|

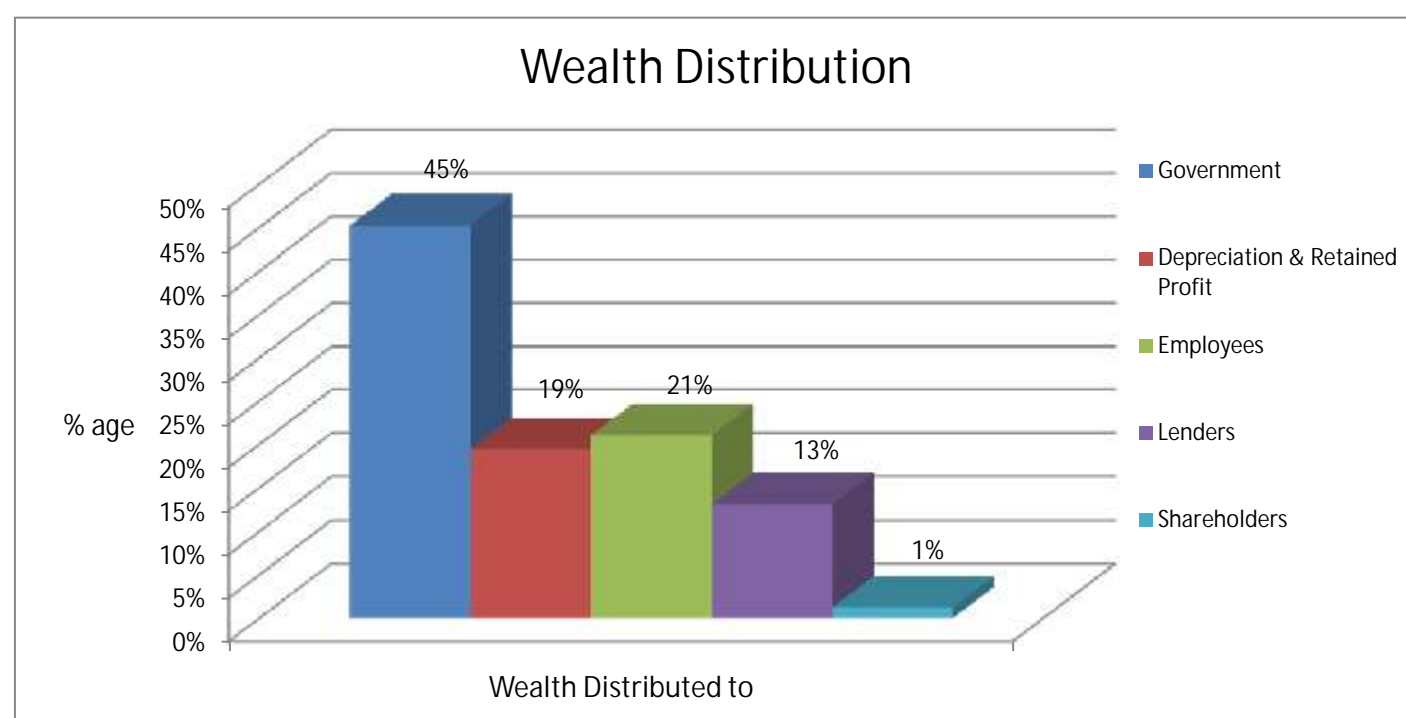
To Providers of capital

| | | |
|---|-----|-----|
| Dividend to shareholders | 18 | 18 |
| Mark up/interest expenses on borrowed funds | 193 | 215 |

Retained for Reinvestment and Growth

| | | |
|-----------------------------------|-----|-----|
| Depreciation and retained profits | 286 | 275 |
|-----------------------------------|-----|-----|

1,471 **1,287**



Statement of Compliance with the Code of Corporate Governance

This statement is being presented to comply with the best practices of the Code of Corporate Governance (CCG) 2012 setout in the listing regulations of Karachi Stock Exchange 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 |
|-------------------------|--|
| Executive Directors | Mr. Muhammad Siddique Khatri Mr. Abdul Sattar Khatri Mr. Waqas Siddiq Khatri |
| Non-Executive Directors | Mr. Abdul Ghafoor Khatri Mr. Fowad Yousaf Khatri Ms. Farhana Abdul Sattar Khatri Ms. Rushda Mustafa |

2. The directors have confirmed that none of them is serving as a director in more than seven listed companies, including this company.
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 NBFIs or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. Casual vacancy occurred in the Board of Directors on February 02, 2012 was filled up by the Directors within 90 days thereof.
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.
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.
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. The Board has been provided with detailed in-house briefings and information package to apprise them of their duties and responsibilities. Further, the Board has arranged for certification offered by the Pakistan Institute of Corporate Governance for Mr. Waqas Siddiq Khatri, director of the Company. He has successfully attained this certification.

10. There was no change in the position of Chief Financial Officer (CFO), Company Secretary and Head of Internal Audit during the year.
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 three members, of whom two are non-executive directors including the chairman of the committee.
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 three members, of whom two are non-executive directors including the chairman of the committee.
18. The Board has set up an effective internal audit function. The staff is 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 Institute of Chartered Accountants of Pakistan (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 Institute of Chartered Accountants of Pakistan (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.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange.
23. We confirm that all other material principles enshrined in the CCG have been complied with.



Muhammad Siddique Khatri
Chairman and Chief Executive

Lahore
September 10, 2012

Review Report to the Members on Statement of Compliance With Best Practices of Code of Corporate Governance

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of ITTEHAD CHEMICALS LIMITED to comply with the Listing Regulations of the Karachi Stock Exchange (Guarantee) Limited, where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance 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 of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As 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's 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.

Further, the Listing Regulations of Karachi Stock Exchange (Guarantee) Limited requires the Company to place before the Board of Directors for their consideration and approval, 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 recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the Board of Directors and placement of such transactions before 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 of Corporate Governance as applicable to the Company for the year ended June 30, 2012.

Karachi

Dated: September 10, 2012



BDO Ebrahim & Co

Chartered Accountants

Engagement Partner: Zulfikar Ali Causer

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Auditors' Report to the Members

We have audited the annexed balance sheet of ITTEHAD CHEMICALS LIMITED ("the Company") as at June 30, 2012 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity 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 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 accounts 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 accounts 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 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 June 30, 2012 and of the profit, its comprehensive income, 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.

Karachi

Dated: September 10, 2012

BDO Ebrahim & Co.

BDO Ebrahim & Co

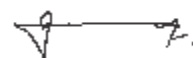
Chartered Accountants

Engagement Partner: Zulfikar Ali Causer

Balance Sheet
As at June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| ASSETS | | | |
| NON CURRENT ASSETS | | | |
| Property, plant and equipment | | | |
| Operating fixed assets | 5 | 2,371,349 | 2,342,327 |
| Capital work in progress | 6 | 42,942 | 82,944 |
| | | <u>2,414,291</u> | <u>2,425,271</u> |
| Intangible assets | 7 | 121 | 253 |
| Investment property | 8 | 92,400 | 87,800 |
| Long term investments | 9 | 90,850 | 90,850 |
| Long term deposits | 10 | 26,284 | 21,444 |
| | | <u>2,623,946</u> | <u>2,625,618</u> |
| CURRENT ASSETS | | | |
| Stores, spares and loose tools | 11 | 375,749 | 410,787 |
| Stock in trade | 12 | 143,286 | 198,831 |
| Trade debts | 13 | 564,750 | 461,057 |
| Loans and advances | 14 | 48,002 | 68,449 |
| Trade deposits and short term prepayments | 15 | 4,521 | 9,106 |
| Other receivables | 16 | 10,969 | 3,853 |
| Tax refunds due from Government | 17 | 48,195 | - |
| Taxation- net | 18 | 11,759 | 64,569 |
| Cash and bank balances | 19 | 128,920 | 113,745 |
| | | <u>1,336,151</u> | <u>1,330,397</u> |
| | | <u>3,960,097</u> | <u>3,956,015</u> |
| TOTAL ASSETS | | | |
| EQUITY AND LIABILITIES | | | |
| SHARE CAPITAL AND RESERVES | | | |
| Authorized share capital | 20.1 | 750,000 | 750,000 |
| Issued, subscribed and paid up capital | 20.2 | 360,000 | 360,000 |
| Unappropriated profit | | 810,975 | 699,696 |
| | | <u>1,170,975</u> | <u>1,059,696</u> |
| SURPLUS ON REVALUATION OF FIXED ASSETS | 21 | 760,019 | 749,059 |
| NON CURRENT LIABILITIES | | | |
| Long term financing | 22 | 158,334 | 234,028 |
| Long term diminishing musharaka | 23 | 83,333 | 250,000 |
| Long term murabaha | 24 | 38,889 | 116,666 |
| Deferred liabilities | 25 | 357,819 | 309,327 |
| | | <u>638,375</u> | <u>910,021</u> |
| CURRENT LIABILITIES | | | |
| Trade and other payables | 26 | 617,980 | 342,362 |
| Markup accrued | 27 | 35,801 | 56,457 |
| Short term borrowings | 28 | 410,558 | 505,781 |
| Current portion of long term liabilities | 29 | 326,389 | 332,639 |
| | | <u>1,390,728</u> | <u>1,237,239</u> |
| CONTINGENCIES AND COMMITMENTS | 30 | | |
| TOTAL EQUITY AND LIABILITIES | | <u>3,960,097</u> | <u>3,956,015</u> |

The annexed notes from 1 to 49 form an integral part of these financial statements.



CHIEF EXECUTIVE



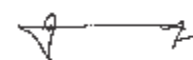
DIRECTOR

Profit and Loss Account
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| Sales | 31 | 3,751,801 | 3,144,319 |
| Cost of sales | 32 | (3,082,287) | (2,514,001) |
| Gross profit | | <u>669,514</u> | <u>630,318</u> |
| Selling and distribution expenses | 33 | (171,812) | (208,303) |
| General and administrative expenses | 34 | (121,509) | (108,280) |
| Other operating expenses | 35 | (17,452) | (9,306) |
| Other operating income | 36 | 21,207 | 26,568 |
| | | <u>(289,566)</u> | <u>(299,321)</u> |
| Operating profit | | 379,948 | 330,997 |
| Financial charges | 37 | (192,529) | (215,287) |
| Fair value gain on investment property | 8 | 4,600 | 5,550 |
| Profit before taxation | | <u>192,019</u> | <u>121,260</u> |
| Taxation | 38 | (63,382) | (2,497) |
| Profit after taxation | | <u>128,637</u> | <u>118,763</u> |
| Earnings per share - basic and diluted (Rupees) | 40 | <u>3.57</u> | <u>3.30</u> |

Appropriations have been reflected in the statement of changes in equity.

The annexed notes from 1 to 49 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

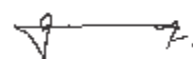
Statement of Comprehensive Income

For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------------------------------|------------------------------|
| Profit after taxation for the year | 128,637 | 118,763 |
| Other comprehensive income / (loss) | - | - |
| Total comprehensive income for the year | <u>128,637</u> | <u>118,763</u> |

Surplus arising on revaluation of assets has been reported in accordance with the requirements of the Companies Ordinance, 1984 in a separate account below equity.

The annexed notes from 1 to 49 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Cash Flow Statement

For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------------------------------|------------------------------|
| Cash flows from operating activities | | |
| Profit before tax | 192,019 | 121,260 |
| Adjustments for items not involving movement of funds: | | |
| Depreciation | 179,371 | 178,409 |
| Amortization of intangible assets | 132 | 1,456 |
| Provision for gratuity | 11,089 | 5,079 |
| Loss / (gain) on sale of fixed assets | 3,067 | (2,148) |
| Gain on revaluation of investment property | (4,600) | (5,550) |
| Foreign exchange gain | (288) | (930) |
| Provision for doubtful debts | 5,920 | 3,482 |
| Bad debts written off | 2,926 | 5,710 |
| Financial charges | 192,529 | 215,287 |
| Net cash flow before working capital changes | 582,165 | 522,055 |
| (Increase) / decrease in current assets | | |
| Stores, spares and loose tools | 35,038 | 26,546 |
| Stock in trade | 55,545 | (37,246) |
| Trade debts | (112,251) | 4,264 |
| Loans and advances | 20,447 | (19,533) |
| Trade deposits and short term prepayments | 4,585 | (4,494) |
| Other receivables | (7,116) | 12,687 |
| (Decrease) / increase in current liabilities | (3,752) | (17,776) |
| Trade and other payables | 276,371 | 19,545 |
| Cash generated from operations | 854,784 | 523,824 |
| Taxes paid | (20,686) | (27,599) |
| Gratuity paid | (1,428) | (332) |
| Financial charges paid | (214,589) | (222,521) |
| Net cash inflow from operating activities | 618,081 | 273,372 |
| Cash flows from investing activities | | |
| Additions to operating fixed assets | (17,591) | (10,460) |
| Additions to intangible assets | - | (247) |
| Additions to capital work in progress | (193,741) | (238,539) |
| Proceeds from sale of fixed assets | 52,881 | 6,025 |
| Long term investments | - | (3,450) |
| Long term deposits | (4,840) | 5 |
| Net cash outflow from investing activities | (163,291) | (246,666) |
| Cash flows from financing activities | | |
| Proceeds from long term financing | - | 150,000 |
| Repayment of long term financing | (81,944) | (40,972) |
| Repayment of long term diminishing musharaka | (166,667) | (166,666) |
| Repayment of long term murabaha | (77,777) | (77,778) |
| Dividend paid | (18,004) | (35,992) |
| Short term borrowings | (95,223) | 243,315 |
| Net cash (outflow) /inflow from financing activities | (439,615) | 71,907 |
| Net increase in cash and cash equivalents | 15,175 | 98,613 |
| Cash and cash equivalents at the beginning of the year | 113,745 | 15,132 |
| Cash and cash equivalents at the end of the year | 128,920 | 113,745 |

The annexed notes from 1 to 49 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Statement of Changes In Equity

For the year ended June 30, 2012

| | Issued, subscribed and paid-up capital | Unappropriated profit | Total |
|---|--|--------------------------|-----------|
| (Rupees in thousand) | | | |
| Balance as at July 01, 2010 | 360,000 | 616,933 | 976,933 |
| Comprehensive income for the year | - | 118,763 | 118,763 |
| Final dividend for the year ended June 30, 2010 @ Re. 0.50 per share | - | (18,000) | (18,000) |
| Interim dividend for the year ended June 30, 2011 @ Re. 0.50 per share | - | (18,000) | (18,000) |
| Balance as at June 30, 2011 | 360,000 | 699,696 | 1,059,696 |
| Comprehensive income for the year | - | 128,637 | 128,637 |
| Transfer from surplus on revaluation of fixed assets on account of disposal of freehold land (note 21) | - | 642 | 642 |
| Final dividend for the year ended June 30, 2011 @ Re. 0.50 per share | - | (18,000) | (18,000) |
| Balance as at June 30, 2012 | 360,000 | 810,975 | 1,170,975 |

The annexed notes from 1 to 49 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Notes to the Financial Statements

For the year ended June 30, 2012

1 LEGAL STATUS AND NATURE OF BUSINESS

Ittehad Chemicals Limited (the Company) was incorporated on September 28, 1991 to takeover the assets of Ittehad Chemicals and Ittehad Pesticides under a Scheme of Arrangement dated June 18, 1992 as a result of which the Company became a wholly owned subsidiary of Federal Chemical and Ceramics Corporation (Private) Limited. The Company was privatised on July 03, 1995.

The Company was listed on Karachi Stock Exchange on April 14, 2003 when Sponsors of the Company offered 25% of the issued, subscribed and paid up shares of the Company to the general public.

The registered office of the Company is situated at 39, Empress Road, Lahore. The Company is engaged in the business of manufacturing and selling caustic soda and other allied chemicals.

During the period, pursuant to special resolution passed in Annual General Meeting held on October 31, 2011, the Company has submitted a petition in Lahore High Court for amalgamation/merger of the wholly owned subsidiary, Chemi Chloride Industries Limited, with and into Ittehad Chemicals Limited. The order for amalgamation is pending finalization as of the date of issuance of these financial statements.

2 BASIS OF PREPARATION

2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of Companies Ordinance, 1984. Approved accounting standards comprise of such International Accounting Standards (IASs) as notified under the provisions of the Companies Ordinance, 1984. Wherever the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan (SECP) differ with requirements of these standards, the requirements of Companies Ordinance, 1984 or the requirements of the said directives take precedence.

These financial statements represent the separate stand alone financial statements of Ittehad Chemicals Limited. The consolidated financial statements of the Company and its subsidiary company are presented separately.

The SECP has issued directive (Vide SRO 431(I)/2007 dated May 22, 2007) that Islamic Financial Accounting Standard 2 (IFAS-2) shall be followed in preparation of the financial statement by companies while accounting for Ijarah (Lease) transactions as defined by said Standard. The Company has adopted the above said Standard.

2.2 Accounting convention

These financial statements have been prepared under the historical cost convention except as modified for fair value adjustment in investment property, freehold land, investments and exchange differences as referred to in notes 4.3, 4.4, and 4.18 respectively.

The preparation of financial statements in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that effect the application of policies and reported amounts, of assets and liabilities and income and expenses.

Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognized prospectively commencing from the period of revision.

Judgments and estimates made by the management that may have a significant risk of material adjustments to the financial statements in subsequent years are disclosed in note 39.

2.3 Functional and presentation currency

These financial statements are presented in Pak rupee, which is the functional and presentation currency for the Company.

3 NEW STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED APPROVED ACCOUNTING STANDARDS

3.1 Amendments that are effective in current year but not relevant to the Company

The Company has adopted the amendments to the following accounting standards which became effective during the year:

| | | Effective date (annual periods beginning on or after) |
|----------|--|--|
| | Conceptual Framework for Financial Reporting | September 2010 |
| IFRS 1 | First time Adoption of International Financial Reporting Standards | July 01, 2011 |
| IFRS 7 | Financial Instruments: Disclosures | July 01, 2011 |
| IAS 24 | Related Party Disclosures | January 01, 2011 |
| IFRIC 14 | The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction | January 01, 2011 |

In May 2010, International Accounting Standards Board issued amendments to various accounting standards primarily with a view to removing inconsistencies and clarifying wording. These improvements are listed below:

Issued in May 2010

| | | |
|----------|--|------------------|
| IFRS 1 | First time Adoption of International Financial Reporting Standards | January 01, 2011 |
| IFRS 7 | Financial Instruments: Disclosures | January 01, 2011 |
| IAS 1 | Presentation of Financial Statements | January 01, 2011 |
| IAS 34 | Interim Financial Reporting | January 01, 2011 |
| IFRIC 13 | Customer Loyalty Programmes | January 01, 2011 |

Effective date (annual periods beginning on or after)

3.2 Amendments not yet effective

The following amendments and interpretations with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standard or interpretation:

| | | |
|--------|--|------------------|
| IFRS 1 | First-time Adoption of International Financial Reporting Standards - Amendments for government loan with a below-market rate of interest when transitioning to IFRSs and amendments resulting from Annual Improvements 2009-2011 Cycle (repeat application, borrowing costs) | January 01, 2013 |
| IFRS 7 | Financial Instruments Disclosures - Amendments related to the offsetting of assets and liabilities and deferral of mandatory effective date of IFRS 9 and amendments to transition disclosures | January 01, 2013 |
| IFRS 9 | Financial Instruments - Reissue to include requirements for the classification and measurement of financial liabilities and incorporate existing derecognition requirements | January 01, 2015 |
| IFRS 9 | Financial Instruments - Deferral of mandatory effective date of IFRS 9 and amendments to transition disclosures | January 01, 2015 |
| IAS 1 | Presentation of Financial Statements - Amendments to revise the way other comprehensive income is presented | July 01, 2012 |
| IAS 1 | Presentation of Financial Statements - Amendments resulting from Annual Improvements 2009-2011 Cycle (comparative information) | July 01, 2013 |
| IAS 12 | Income Taxes - Limited scope amendment (recovery of underlying assets) | January 01, 2012 |
| IAS 16 | Property, Plant and Equipment - Amendments resulting from Annual Improvements 2009-2011 Cycle (servicing equipment) | January 01, 2013 |
| IAS 19 | Employee Benefits - Amended standard resulting from the post-employment benefits and termination benefits projects | January 01, 2013 |

| | | Effective date (annual periods beginning on or after) |
|--------|--|--|
| IAS 32 | Financial Instruments: Presentation - Amendments relating to the offsetting of assets and liabilities | January 01, 2014 |
| IAS 32 | Financial Instruments: Presentation - Amendments resulting from Annual Improvements 2009-2011 Cycle (tax effect of equity distributions) | January 01, 2013 |
| IAS 34 | Interim Financial Reporting - Amendments resulting from Annual Improvements 2009-2011 Cycle (interim reporting of segment assets) | January 01, 2013 |

Standards or interpretations not yet effective

The following International Financial Reporting Standards or interpretations issued by IASB would be effective from the dates mentioned below against the respective standard or interpretation:

| | | |
|----------|---|------------------|
| IFRS 10 | Consolidated Financial Statements | January 01, 2013 |
| IFRS 11 | Joint Arrangements | January 01, 2013 |
| IFRS 12 | Disclosure of Interests in Other Entities | January 01, 2013 |
| IFRS 13 | Fair Value Measurement | January 01, 2013 |
| IAS 27 | Separate Financial Statements | January 01, 2013 |
| IAS 28 | Investments in Associates and Joint Ventures | January 01, 2013 |
| IFRIC 20 | Stripping Costs in the Production Phase of a Surface Mine | January 01, 2013 |

The Company expects that the adoption of the above amendments and interpretations of the standards will not affect the Company's financial statements in the period of initial application.

4 SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the presentation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

4.1 Property, plant and equipment

a) Owned assets

These are stated at cost / revalued amount less accumulated depreciation and accumulated impairment losses, if any, except capital work-in-progress which is stated at cost. Cost comprises of actual cost including, interest expense and trial run operational results.

Depreciation is charged on all fixed assets by applying the reducing balance method at the rates specified in note 5. The rates are determined to allocate the cost of an asset less estimated residual value, if not insignificant, over its useful life.

Depreciation on assets is charged from the month of addition while no depreciation is charged for the month in which assets are disposed off.

Maintenance and normal repairs are charged to income as and when incurred while cost of major replacements and improvements, if any, are capitalized.

Gains and losses on disposal and retirement of an asset are included in the profit and loss account.

b) Leased assets

Leases of property, plant and equipment where the Company has substantially all the risks and rewards of ownership are classified as finance lease. Assets subject to finance lease are stated at the lower of present value of minimum lease payments under the lease agreement and the fair value of the assets acquired on lease. Outstanding obligations under the lease less finance charges allocated to future periods are shown as liability. Finance costs under lease agreements are allocated to the period during the lease term so as to produce a constant periodic rate of financial cost on the remaining balance of principal liability for each period.

Assets acquired under a finance lease are depreciated over the useful life of the asset on reducing balance method at the rates given in note 5. Depreciation on leased assets is charged to the profit and loss account.

Depreciation on additions to leased assets is charged from the month in which an asset is acquired while no depreciation is charged for the month in which asset is disposed off.

c) Capital work in progress

Capital work-in-progress represents expenditure on fixed assets in the course of construction and installation. Transfers are made to relevant fixed assets category as and when assets are available for use. Capital work-in-progress is stated at cost.

4.2 Intangible assets

Costs that are directly associated with identifiable software products controlled by the Company and have probable economic benefits beyond one year are recognized as intangible assets. These are stated at cost less accumulated amortization and impairment losses, if any. Amortization is provided on a straight line basis over the asset's estimated useful life.

4.3 Investment property

Investment property is property which are held either to earn rental income or for capital appreciation or for both. Investment property is initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition investment property is carried at fair value. The fair value is determined annually by an independent approved valuer. The fair value is based on market value being the estimated amount for which a property could be exchanged on the date of valuation between knowledgeable and willing buyer and seller in an arms length transaction.

Any gain or loss arising from a change in fair value is recognized in the income statement.

Rental income from investment property is accounted for as described in note 4.21.

When an item of property, plant and equipment is transferred to investment property following a change in its use and differences arising at the date of transfer between the carrying amount of the item immediately prior to transfer and its fair value is recognized in surplus on revaluation of property, plant and equipment if it is a gain. Upon disposal of the item the related surplus on revaluation of property, plant and equipment is transferred to retained earnings. Any loss arising in this manner is recognized immediately in the income statement.

For a transfer from inventories to investment property that will be carried at fair value any difference between the fair value of the property at that date and its previous carrying amount shall be recognized in the income statement.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment and its fair value at the date of reclassification becomes its cost for accounting purposes.

4.4 Investments

Investment in associates

Investment in associates where the Company holds 20% or more of the voting power of the investee companies and where significant influence can be established are accounted for using the equity method. Investment in associates other than those described as above are classified as “available for sale”.

In case of investments accounted for under the equity method, the method is applied from the date when significant influence is established until the date when that significant influence ceases.

Investments in subsidiary

Investment in unquoted subsidiary is initially valued at cost. At subsequent reporting dates, the Company reviews the carrying amount of the investment to assess whether there is any indication that such investments have suffered an impairment loss. If any such indication exists, the recoverable amount is estimated in order to determine the extent of the impairment loss, if any.

Available for sale investments

These are initially measured at cost, being the fair value of consideration given. At subsequent reporting dates, these investments are re-measured at fair value. For listed securities, fair value is determined on the basis of period end bid prices obtained from stock exchange quotations, while for unquoted securities, fair value is determined considering break up value of securities.

All purchases and sales of investments are recognized on the trade date which is the date that the Company commits to purchase or sell the investment. Cost of purchase includes transaction cost.

Changes in carrying value are recognized in equity until the investment is sold or determined to be impaired at which time the cumulative gain or loss previously recognized in equity is included in profit and loss account for the year.

4.5 Stores, spares and loose tools

These are valued at lower of moving average cost and net realizable value less impairment, if any, except for items in transit, which are valued at cost comprising of invoice value plus other charges paid thereon till the balance sheet date. The Company reviews the carrying amount of stores and spares on a regular basis and provision is made for obsolescence if there is any change in usage pattern and physical form of related stores, spares and loose tools. For items which are slow moving and / or identified as surplus to the company's requirements, adequate provision is made for any excess book value over estimated realisable value.

4.6 Stock-in-trade

These are valued at lower of cost and net realizable value. Cost is determined as follows:

| | |
|--------------------------------------|--|
| Raw and packing materials | Weighted average cost |
| Raw and packing materials in transit | Invoice value plus other expenses incurred thereon |
| Work in process | Cost of material as above plus proportionate production overheads |
| Finished goods | Average cost of manufacture which includes proportionate production overheads including duties and taxes paid thereon, if any. |

Net realizable value represents the estimated selling prices in the ordinary course of business less expenses incidental to make the sale.

4.7 Trade debts and other receivables

Trade debts and other receivables are carried at original invoice amount being the fair value of amount to be received, less an estimate made for doubtful receivables based on review of outstanding amounts at the year end, if any. An estimate is made for doubtful receivables when collection of the amount is no longer probable. Debts considered irrecoverable are written off.

4.8 Taxation

a) Current

The charge for current year is higher of the amount computed on taxable income at the current rates of taxation after taking into account tax credits and rebates, if any, and minimum tax computed at the prescribed rate on turnover. The charge for current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years.

b) Deferred

Deferred tax is provided using the liability method for all temporary differences at the balance sheet date between tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. In this regard, the effects on deferred taxation of the portion of income subject to final tax regime is also considered in accordance with the requirement of Technical Release - 27 of the Institute of Chartered Accountants of Pakistan.

Deferred tax asset is recognised for all deductible temporary differences and carry forward of unused tax losses, if any, to the extent that it is probable that taxable profit will be available against which such temporary differences and tax losses can be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the assets are realised or the liabilities are settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

Deferred tax is charged or credited to the profit and loss account, except in case of items charged or credited directly to equity in which case it is included in the statement of comprehensive income.

4.9 Borrowings

Loans and borrowings are recorded at the proceeds received. Financial charges are accounted for on accrual basis.

4.10 Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received.

4.11 Provisions

Provisions are recognized when the Company has a present, legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

4.12 Leases

Finance lease

Leases that transfer substantially all the risks and rewards incidental to ownership of an asset is classified as finance lease. Assets on finance lease are capitalised at the commencement of the lease term at the lower of the fair value of leased assets and the present value of minimum lease payments. Finance costs under lease arrangements are allocated to the periods during the lease term so as to produce a constant periodic rate of finance cost on the remaining balance of principal liability for each period.

Operating lease / Ijarah

Operating lease / ijarah in which a significant portion of the risks and rewards of ownership are retained by the lessor / Muj'ir (lessor) are classified as operating leases/Ijarah. Payments made during the period are charged to profit and loss on a straight-line basis over the period of the lease / Ijarah.

4.13 Cash and cash equivalents

For the purposes of cash flow statement, cash and cash equivalents consist of cash in hand and balances with banks net of borrowings not considered as being in the nature of financing activities.

4.14 Dividend and appropriation to reserve

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

4.15 Impairment

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If such indication exists, the carrying amounts of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying value exceeds recoverable amount, assets are written down to the recoverable amount.

4.16 Financial instruments

All the financial assets and financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument. Any gains or losses on de-recognition of the financial assets and financial liabilities are taken to profit and loss account currently.

4.17 Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if 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 asset and settle the liability simultaneously.

4.18 Foreign currency transactions and translation

Transactions in foreign currencies are translated into Pak Rupees at the rates of exchange approximating those prevailing on the date of transactions or at the contract rate. Monetary assets and liabilities in foreign currencies are translated into Pak Rupees at the rates of exchange approximating those prevailing at the balance sheet date or at the contract rate. Exchange gains and losses are included in profit and loss account currently.

4.19 Staff retirement benefits

The Company operates an un-funded gratuity scheme for its permanent employees. Provision is based on actuarial valuation of the scheme carried out as at June 30, 2012 in accordance with IAS-19 "Employee Benefits" and the resulting vested portion of past service cost has been charged to income in the current year.

Contribution is made to this scheme on the basis of actuarial recommendations. Actuarial gains and losses at each valuation date are charged to profit and loss account. Gratuity is payable to staff on completion of prescribed qualifying period of service under the scheme.

A recognized provident fund scheme is also in operation, which covers all permanent employees. The Company and the employees make equal contributions to the fund.

4.20 Compensated absences

The Company accounts for these benefits in the period in which the absences are earned.

4.21 Revenue recognition

Sales are recognized on dispatch of goods to customers.

Interest income is recognized on accrual basis.

Dividend on equity investments is recognized as income when the right to receive payment is established.

Rental income is recognized on accrual basis.

4.22 Related party transactions

Transactions with related parties are based on the policy that all transactions between the Company and the related parties are carried out at arm's length. The prices are determined in accordance with the methods prescribed in the Companies Ordinance, 1984.

4.23 Borrowing costs

Interest and commitment charges on long term loans are capitalized for the period up to the date of commencement of commercial production of the respective plant and machinery acquired out of the proceeds of such loans. All other interest and charges are treated as expenses during the year.

4.24 Recoating expenses of DSA Plant

Provision has been made in these financial statements for the erosion of coating on the anodes during the year based on best estimates available. Anodes once recoated are used for a period of three years.

5 OPERATING FIXED ASSETS

The following is the statement of operating fixed assets:

| Description | (Rupees in thousand) | | | | | | | Total | |
|--|----------------------|----------------------------|-----------------|---------------------|------------------|------------------------|-----------------------------|---------------|------------------|
| | Freehold land | Buildings on freehold land | Railway sidings | Plant and machinery | Other equipments | Furniture and fixtures | Office and other equipments | | Vehicles |
| Net carrying value basis year ended June 30, 2012 | | | | | | | | | |
| Opening net book value (NBV) | 776,380 | 63,292 | 3,723 | 1,457,614 | 6,235 | 2,964 | 10,663 | 21,456 | 2,342,327 |
| Additions (at cost) / revaluation | 11,602 | - | - | 235,942 | 6,750 | 194 | 5,173 | 4,680 | 264,341 |
| Disposals / transfers (NBV) | (12,000) | - | - | (43,329) | - | - | - | (619) | (55,948) |
| Depreciation charge | - | (6,329) | (372) | (163,789) | (1,388) | (302) | (2,662) | (4,529) | (179,371) |
| Closing net book value | 775,982 | 56,963 | 3,351 | 1,486,438 | 11,597 | 2,856 | 13,174 | 20,988 | 2,371,349 |
| Gross carrying value basis year ended June 30, 2012 | | | | | | | | | |
| Cost | 775,982 | 134,619 | 7,274 | 2,883,200 | 45,506 | 6,576 | 34,175 | 68,478 | 3,955,810 |
| Accumulated depreciation | - | (77,656) | (3,923) | (1,396,762) | (33,909) | (3,720) | (21,001) | (47,490) | (1,584,461) |
| Net book value | 775,982 | 56,963 | 3,351 | 1,486,438 | 11,597 | 2,856 | 13,174 | 20,988 | 2,371,349 |
| Net carrying value basis year ended June 30, 2011 | | | | | | | | | |
| Opening net book value (NBV) | 776,380 | 70,324 | 4,137 | 1,397,514 | 6,851 | 3,128 | 11,484 | 29,393 | 2,299,211 |
| Additions (at cost) | - | - | - | 220,936 | 444 | 162 | 1,895 | 1,965 | 225,402 |
| Disposals / transfers (NBV) | - | - | - | - | - | - | - | (3,877) | (3,877) |
| Depreciation charge | - | (7,032) | (414) | (160,836) | (1,060) | (326) | (2,716) | (6,025) | (178,409) |
| Closing net book value | 776,380 | 63,292 | 3,723 | 1,457,614 | 6,235 | 2,964 | 10,663 | 21,456 | 2,342,327 |
| Gross carrying value basis year ended June 30, 2011 | | | | | | | | | |
| Cost | 776,380 | 134,619 | 7,274 | 2,690,587 | 38,756 | 6,382 | 29,002 | 65,856 | 3,748,856 |
| Accumulated depreciation | - | (71,327) | (3,551) | (1,232,973) | (32,521) | (3,418) | (18,339) | (44,400) | (1,406,529) |
| Net book value | 776,380 | 63,292 | 3,723 | 1,457,614 | 6,235 | 2,964 | 10,663 | 21,456 | 2,342,327 |
| Depreciation rate % per annum | - | 10 | 10 | 10 | 15 | 10 | 15 to 30 | 20 | |

5.1 Free hold land was lastly revalued by an independent valuer M/s. Engineering Pakistan Int'l (Private) Limited as at June 30, 2012 on the basis of market value. Had there been no revaluation on that date, the book value of operating fixed assets would have been lower by Rs. 731.238 million (2011: Rs. 720.278 million).

5.2 Borrowing cost capitalised during the year amounted to Rs. 1.404 million (2011: Rs. 4.967) at an average rate of 15.73% per annum (2011: 15.49% per annum).

5.3 The carrying value of idle assets amounted to Rs. 13.106 million (2011:Rs. 17.436 million) as at the balance sheet date.

5.4 The depreciation charge for the year has been allocated as follows:

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-------------------------------------|------|------------------------------|------------------------------|
| Cost of sales | 32 | 175,487 | 173,401 |
| Selling and distribution expenses | 33 | 544 | 637 |
| General and administrative expenses | 34 | 3,340 | 4,371 |
| | | <u>179,371</u> | <u>178,409</u> |

5.5 The following operating fixed assets were disposed off during the year:

| Description | Cost | Accumulated depreciation (Rupees in thousand) | Net book value | Sale proceeds | Mode of disposal | Particulars of buyers |
|--|---------------|--|----------------|---------------|--|-----------------------|
| | | | | | | |
| Vehicle | | | | | | |
| LXH-9157 - Suzuki Mehran | 285 | 285 | - | 160 | Negotiated | Mr. M. Bilal |
| FSB-5957 - Motor Cycle | 62 | 51 | 11 | - | Theft of Vehicle | |
| LZM-6566 - Suzuki Cultus | 586 | 457 | 129 | 550 | Negotiated | Mr. Tahir Nadeem |
| LEC-5760 - Suzuki Alto | 531 | 316 | 215 | 531 | Negotiated | Ibrahim Ijaz |
| LEF-3418 - Suzuki Alto | 594 | 330 | 264 | 585 | Negotiated | Latif Malik |
| Plant and Machinery | | | | | | |
| Coal Gasifire | 43,329 | - | 43,329 | 40,700 | Negotiated | UBL (Ameen) |
| Freehold land | | | | | | |
| 10533.64 SQM plotsituated at Sundar Industrial Estate, Sundar - Raiwind road, Lahore | 12,000 | - | 12,000 | 10,355 | Cancellation of allotment in default of execution of agreement to sell | |
| Total - 2012 | <u>57,387</u> | <u>1,439</u> | <u>55,948</u> | <u>52,881</u> | | |
| Total - 2011 | <u>8,171</u> | <u>4,294</u> | <u>3,877</u> | <u>6,025</u> | | |

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| 6 CAPITAL WORK IN PROGRESS | | | |
| This comprises of: | | | |
| Plant and machinery | | 39,442 | 82,944 |
| Intangible assets | | <u>3,500</u> | <u>-</u> |
| | | <u>42,942</u> | <u>82,944</u> |
| 6.1 An amount of Rs. 235.148 million (2011: Rs. 214.942 million) has been transferred to operating fixed assets during the year. | | | |
| 7 INTANGIBLE ASSETS | | | |
| Software and licenses | | | |
| Net carrying value as at 1 July | | | |
| Opening balance as on July 01 | | 253 | 1,462 |
| Additions during the year | | - | 247 |
| Amortization charge | 7.1 | <u>(132)</u> | <u>(1,456)</u> |
| Net book value as at 30 June | | <u>121</u> | <u>253</u> |
| Gross carrying value as at 30 June | | | |
| Cost | | 6,352 | 6,352 |
| Accumulated amortization | | <u>(6,231)</u> | <u>(6,099)</u> |
| Net book value | | <u>121</u> | <u>253</u> |
| Amortization % per annum | | <u>33.33%</u> | <u>33.33%</u> |
| 7.1 The amortization charge for the year has been allocated as follows: | | | |
| Administrative expenses | 34 | <u>132</u> | <u>1,456</u> |
| 8 INVESTMENT PROPERTY | | | |
| Free hold land (commercial property) | 8.1 | 71,100 | 67,800 |
| Free hold land (industrial property) | 8.2 | <u>21,300</u> | <u>20,000</u> |
| | | <u>92,400</u> | <u>87,800</u> |
| 8.1 The movement in this account is as follows: | | | |
| Opening balance | | 67,800 | 64,500 |
| Fair value gain on revaluation recorded in "Profit and loss account" | | <u>3,300</u> | <u>3,300</u> |
| | | <u>71,100</u> | <u>67,800</u> |

Notes to the Financial Statements

For the year ended June 30, 2012

This comprises commercial property that is free hold land held for capital appreciation. The carrying value of investment property is the fair value of the property as at June 30, 2012 as determined by approved independent valuer M/S. Engineering Pakistan International (Private) Limited. Fair value was determined having regard to recent market transactions for similar properties in the same location and condition.

| | 2012 | 2011 |
|--|---------------------------|---------------|
| | Note (Rupees in thousand) | |
| 8.2 The movement in this account is as follows: | | |
| Opening balance | 20,000 | 17,750 |
| Fair value gain on revaluation recorded in "Profit and loss account" | <u>1,300</u> | <u>2,250</u> |
| | <u>21,300</u> | <u>20,000</u> |

This relates to land that has been rented out to Chemi Chloride Industries Limited, subsidiary company and shown under the head "Investment properties". The carrying value of investment property is the fair value of the property as at June 30, 2012 as determined by approved independent valuer M/S. Engineering Pakistan International (Private) Limited. Fair value was determined regard to recent market transactions for similar properties in the same location and condition.

9 LONG TERM INVESTMENTS

Available for sale

Investment in subsidiary company- unquoted

Chemi Chloride Industries Limited

9,200,000 (2011: 9,200,000) fully paid

ordinary shares

| | |
|--------|--------|
| 90,850 | 90,850 |
|--------|--------|

Relevant information:

Percentage of investment in equity held 100%

(2011: 100%)

(Chief Executive: Mr. Abdul Sattar Khatri)

Investment in related party - unquoted

Chemi Visco Fiber Limited

5,625,000 (2011: 5,625,000) fully paid

ordinary shares of Rs.10/- each

Less: Provision for diminution in value

of investment

| | | |
|-----|----------|----------|
| | 56,250 | 56,250 |
| 9.1 | (56,250) | (56,250) |

Relevant information:

Percentage of investment in equity held 7.91%

(2011: 7.91%)

(Chief Executive : Mr. Usman Ghani Khatri)

| | |
|---------------|---------------|
| <u>90,850</u> | <u>90,850</u> |
|---------------|---------------|

Notes to the Financial Statements

For the year ended June 30, 2012

9.1 This provision was made in earlier years as a matter of prudence since the project of the investee company is not operating and there is some uncertainty regarding future earnings and related cash flows.

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| 10 LONG TERM DEPOSITS | | | |
| Long term deposits | | <u>26,284</u> | <u>21,444</u> |
| 11 STORES, SPARES AND LOOSE TOOLS | | | |
| Stores | 11.1 | 142,648 | 152,418 |
| Spares: | | | |
| in hand | 11.1 | <u>240,476</u> | <u>253,244</u> |
| in transit | | <u>9,082</u> | <u>22,175</u> |
| | | 249,558 | 275,419 |
| Loose tools | | <u>217</u> | <u>194</u> |
| | | 392,423 | 428,031 |
| Less: Provision for obsolete stores and spares | 11.2 | <u>16,674</u> | <u>17,244</u> |
| | | <u>375,749</u> | <u>410,787</u> |

11.1 Stores and spares also include items which may result in capital expenditure but are not distinguishable at the time of purchase.

11.2 Movement of provision for store and spares is as follows:

| | | |
|--|---------------|---------------|
| Opening balance | 17,244 | 17,244 |
| Adjustment on account of write off during the year | (570) | - |
| | <u>16,674</u> | <u>17,244</u> |

12 STOCK IN TRADE

Raw materials:

| | | | |
|------------|----|--------------|---------------|
| in hand | 32 | 51,545 | 49,662 |
| in transit | | <u>1,490</u> | <u>11,198</u> |

| | | |
|--|--------|--------|
| | 53,035 | 60,860 |
|--|--------|--------|

| | | | |
|-------------------|--|-------|-------|
| Packing materials | | 2,062 | 3,546 |
|-------------------|--|-------|-------|

| | | | |
|-----------------|----|--------|--------|
| Work in process | 32 | 10,746 | 10,077 |
|-----------------|----|--------|--------|

| | | | |
|----------------|-----------|---------------|----------------|
| Finished goods | 12.1 & 32 | <u>77,443</u> | <u>124,348</u> |
|----------------|-----------|---------------|----------------|

| | | |
|--|----------------|----------------|
| | <u>143,286</u> | <u>198,831</u> |
|--|----------------|----------------|

12.1 This includes provision for write down of finished goods inventory to net realisable value amounting to Rs. 4.254 million (2011: Rs. 3.576 million).

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 13 TRADE DEBTS | | | |
| Secured | | | |
| Considered good | 13.1 | 57,205 | 77,191 |
| Unsecured | | | |
| Considered good | | 507,545 | 383,866 |
| Considered doubtful | | 19,300 | 13,796 |
| | | <u>526,845</u> | <u>397,662</u> |
| | | 584,050 | 474,853 |
| Less: Provision for doubtful debts | 13.2 | <u>19,300</u> | <u>13,796</u> |
| | | <u>564,750</u> | <u>461,057</u> |
| 13.1 This include balances due from related parties aggregating to Rs. 46.338 million (2011: Rs. 42.604 million) comprising of the following: | | | |
| Chemi Chloride industries Limited - subsidiary company | | 46,296 | 42,521 |
| Chemi Dyestuff Industries (Private) Limited - associated company | | 42 | 83 |
| | | <u>46,338</u> | <u>42,604</u> |
| 13.2 Movement of provision for doubtful debts is as follows: | | | |
| Opening balance | | 13,796 | 20,381 |
| Adjustment on account of: | | | |
| Doubtful debts written off | | - | (9,159) |
| Recovery of doubtful debts | | (416) | (908) |
| Provision for doubtful debts for the year | | 5,920 | 3,482 |
| Net adjustment | | <u>5,504</u> | <u>(6,585)</u> |
| Closing balance | | <u>19,300</u> | <u>13,796</u> |
| 14 LOANS AND ADVANCES | | | |
| Advances - (considered good) | | | |
| Against purchase of land | | 1,639 | 1,639 |
| To employees | | 3,705 | 3,377 |
| For supplies and services | 14.1 | 24,300 | 34,223 |
| Against import | | 311 | 262 |
| Related party | 14.2 | 18,047 | 28,948 |
| | | <u>48,002</u> | <u>68,449</u> |
| Considered doubtful | | | |
| To employees | | - | 104 |
| | | <u>48,002</u> | <u>68,553</u> |
| Less: Provision for doubtful advances | | - | 104 |
| | | <u>48,002</u> | <u>68,449</u> |
| 14.1 These include a balance due to Chemi Chloride industries Limited, a subsidiary company, amounting to Rs. 2.451 million (2011: Nil). | | | |

Notes to the Financial Statements
For the year ended June 30, 2012

| | | | |
|---|------|------------------------------|------------------------------|
| 14.2 This represents advance to Chemi Chloride Industries Limited, a subsidiary company. The entire balance of advance including mark up thereon shall be repaid in full within 60 days from the closing of the financial year of the Company. The advance carries mark up at the weighted average borrowing cost of the Company prevailing on the first day of the quarter of financial year to which the advance relates. | | | |
| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
| 15 TRADE DEPOSITS AND SHORT TERM PREPAYMENTS | | | |
| Trade deposits | | 3,516 | 8,502 |
| Prepayments | | 1,005 | 604 |
| | | <u>4,521</u> | <u>9,106</u> |
| 16 OTHER RECEIVABLES | | | |
| (Considered good) | | | |
| Related party | 16.1 | 614 | 3,853 |
| Against land | 16.2 | 10,355 | - |
| | | <u>10,969</u> | <u>3,853</u> |
| 16.1 This comprises of amount receivable from Chemi Chloride Industries Limited, a wholly owned subsidiary company. | | | |
| 16.2 During the year, the Company has received a conclusive letter from Punjab Industrial Estates, communicating the cancellation of the allotment of plot in Sundar Industrial Estate. Earlier, the company had been in correspondence for reinstatement of the plot, however, in their correspondence dated May 29, 2012, PIE has informed the Company that the request for reinstatement cannot be acceded to and that the refund is ready for collection. Consequently, the amounts have been presented as "Other receivable" as at the balance sheet date. | | | |
| 17 TAX REFUNDS DUE FROM GOVERNMENT | | | |
| (Considered good) | | | |
| Income tax | | 48,195 | - |
| | | <u>48,195</u> | <u>-</u> |
| 18 TAXATION - NET | | | |
| Advance income tax | | 55,037 | 97,031 |
| Less: Provision for taxation | | 43,278 | 32,462 |
| | | <u>11,759</u> | <u>64,569</u> |
| 19 CASH AND BANK BALANCES | | | |
| Cash in hand | | 789 | 227 |
| Cheques in hand | | 51,839 | 98,473 |
| Cash at banks | | | |
| Current accounts | | 32,239 | 14,007 |
| Saving accounts | 19.1 | 44,053 | 1,038 |
| | | <u>128,920</u> | <u>113,745</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

19.1 The balance in saving accounts carries mark up which ranges from 5.86% to 6.11% per annum (2011: 5% to 6%)

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| 20 SHARE CAPITAL | | | |
| 20.1 Authorized share capital | | | |
| 2012 | | | 2011 |
| Number of shares of Rs. 10/- each | | | |
| 50,000,000 | | 500,000 | 500,000 |
| 25,000,000 | | 250,000 | 250,000 |
| <u>75,000,000</u> | | <u>750,000</u> | <u>750,000</u> |

20.2 Issued, subscribed and paid up capital

Ordinary shares of Rs.

10/- each

| | | | | |
|-------------------|-------------------|--|----------------|----------------|
| 100,000 | 100,000 | Fully paid in cash | 1,000 | 1,000 |
| 24,900,000 | 24,900,000 | Issued for consideration other than cash | 249,000 | 249,000 |
| 11,000,000 | 11,000,000 | Fully paid bonus shares | 110,000 | 110,000 |
| <u>36,000,000</u> | <u>36,000,000</u> | | <u>360,000</u> | <u>360,000</u> |
| 1,686,240 | 1,686,240 | Shares held by associated companies | 4.68% | 4.68% |

21 SURPLUS ON REVALUATION OF FIXED ASSETS

| | | |
|--|----------------|----------------|
| Balance as at July 01, | 749,059 | 749,059 |
| Revaluation surplus arising during the year | 11,602 | - |
| Transfer to unappropriated profit in respect of disposal of revalued freehold land during the year | (642) | - |
| | <u>760,019</u> | <u>749,059</u> |

This amount represents surplus arising on the revaluation of freehold land carried out on June 30, 2012 by an independent valuer M/S. Engineering Pakistan International (Private) Limited on the basis of market value.

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|--|------------------------------|------------------------------|
| 22 LONG TERM FINANCING | | | |
| Secured | | | |
| Banking Companies | | | |
| The Bank of Punjab-BMR | 22.1 | 68,750 | 93,750 |
| Other Financial Institutions | | | |
| Pakistan Kuwait Investment Company (Private) Limited- Syndicated- II | | - | 6,250 |
| Pakistan Kuwait Investment Company (Private) Limited- BMR | 22.2 | 50,000 | 72,222 |
| Pak Brunei Investment Company Limited-BMR | 22.3 | 43,750 | 50,000 |
| Saudi Pak Industrial & Agricultural Investment Company Limited-BMR | 22.4 | 77,778 | 100,000 |
| | | <u>171,528</u> | <u>228,472</u> |
| | | 240,278 | 322,222 |
| Less: Current portion shown under current liabilities | 29 | 81,944 | 88,194 |
| | | <u>158,334</u> | <u>234,028</u> |
| 22.1 | This finance is secured against first pari passu charge on all present and future fixed assets of the Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 2.5% spread with floor of 11% per annum. This loan was disbursed in June 2010 and is repayable in sixteen quarterly equal installments commencing from May 2011. | | |
| 22.2 | This finance is secured against first pari passu charge on all present and future fixed assets of the Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in September 2009 and is repayable in eighteen quarterly equal installments commencing from June 2010. | | |
| 22.3 | This finance is secured against first pari passu charge on all present and future fixed assets of the Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in September 2010 and is repayable in eight semi annual equal instalments commencing from March 2012. | | |
| 22.4 | This finance is secured against first pari passu charge on all present and future fixed assets of the Company with 25% margin and carries mark up at three months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in December 2010 and is repayable in eighteen quarterly equal instalments commencing from September 2011. | | |
| 23 LONG TERM DIMINISHING MUSHARAKA | | | |
| Secured | | | |
| Banking Companies | | | |
| Standard Chartered Bank (Pakistan) Limited | 23.1 | 25,000 | 41,667 |
| Askari Bank Limited | 23.1 | 50,000 | 83,333 |
| Burj Bank Limited | 23.1 | 16,667 | 27,778 |
| United Bank Limited - Islamic Banking | 23.1 | 83,333 | 138,889 |
| Summit Bank Limited | 23.1 | 16,667 | 27,778 |
| | | <u>191,667</u> | <u>319,445</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|--|------------------------------|------------------------------|
| Financial Institutions | | | |
| Pak Libya Holding Company (Private) Limited | 23.1 | 50,000 | 83,333 |
| UBL Fund Managers | 23.1 | 8,333 | 13,889 |
| | | <u>58,333</u> | <u>97,222</u> |
| | | 250,000 | 416,667 |
| Less: Current portion shown under current liabilities | 29 | <u>166,667</u> | <u>166,667</u> |
| | | <u>83,333</u> | <u>250,000</u> |
| 23.1 | The above finances are secured against first pari passu charge on fixed assets of the Company and carry mark up at six months average KIBOR Ask rate plus 200 bps. These finances were disbursed from August 22, 2007 to September 01, 2007 and are repayable in nine semiannual equal installments commencing from August 22, 2009 being the 24th month from the facility date. | | |
| 24 | LONG TERM MURABAHA | | |
| | Secured | | |
| | Banking Companies | | |
| Faysal Bank Limited | 24.1 | 116,667 | 194,444 |
| Less: Current portion shown under current liabilities | 29 | <u>77,778</u> | <u>77,778</u> |
| | | <u>38,889</u> | <u>116,666</u> |
| 24.1 | This finance is secured against first pari passu charge on fixed assets of the Company and carries mark up at six months average KIBOR Ask rate plus 200 bps. This loan was disbursed in August 31, 2007 and is repayable in nine semi annual equal installments commencing from August 22, 2009. | | |
| 25 | DEFERRED LIABILITIES | | |
| Provision for recoating of DSA anodes | 25.1 | 6,375 | 5,626 |
| Deferred taxation | 25.2 | 326,822 | 288,740 |
| Provision for gratuity | 25.3 | 24,622 | 14,961 |
| | | <u>357,819</u> | <u>309,327</u> |
| 25.1 | Provision for Dimensionally Stable Anodes (DSAs) | | |
| Balance brought forward | | 12,286 | 15,072 |
| Payments made against recoating of anodes | | (609) | (5,741) |
| Provision made for recoating | | 775 | 2,955 |
| | | <u>12,452</u> | <u>12,286</u> |
| Less: Current portion included in accrued liabilities | | <u>(6,077)</u> | <u>(6,660)</u> |
| | | <u>6,375</u> | <u>5,626</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|--|------------------------------|
| 25.2 | Deferred taxation | |
| | Deferred tax liability comprises as follows: | |
| Taxable temporary differences | | |
| Tax depreciation allowances | 342,134 | 320,906 |
| Deductible temporary differences | | |
| Provision for gratuity | (8,557) | (5,091) |
| Provision for doubtful debts | (6,755) | (4,829) |
| Minimum tax adjustment | - | (22,246) |
| | <u>326,822</u> | <u>288,740</u> |
| 25.3 | DEFINED BENEFIT PLAN | |
| a. | General description | |
| | The scheme provides for terminal benefits for all its permanent employees who qualify for the scheme. The defined benefit payable to each employee at the end of his service comprises of total number of years of his service multiplied by last drawn basic salary including cost of living allowance. | |
| | Annual charge is based on actuarial valuation carried out by an independent approved valuer Nauman Associates, as at June 30, 2012 using the Projected Unit Credit method. | |
| b. | Significant actuarial assumptions | |
| | Following are significant actuarial assumptions used in the valuation: | |
| Discount rate | 13% per annum | |
| Expected rate of increase in salary | 12% per annum | |
| c. | Reconciliation of payable to defined benefit plan | |
| Present value of obligation | 24,622 | 14,961 |
| Liability recognized in balance sheet | <u>24,622</u> | <u>14,961</u> |
| d. | Movement of liability recognized in the balance sheet | |
| Present value of obligation at the start of the year | 14,961 | 10,214 |
| Current service cost | 6,718 | 5,079 |
| Interest cost | 1,945 | - |
| Actuarial losses | 2,426 | - |
| Contribution paid to outgoing employees | (1,428) | (332) |
| Closing net liability | <u>24,622</u> | <u>14,961</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-------------------------------|------|------------------------------|------------------------------|
| e. Charge for the year | | | |
| Current service cost | | 6,718 | 5,079 |
| Interest cost | | 1,945 | - |
| Actuarial losses | | 2,426 | - |
| Charge for the year | | <u>11,089</u> | <u>5,079</u> |

f. Historical information of Staff Gratuity Fund.

| 2012 | 2011 | 2010 | 2009 | 2008 |
|--------------------|------|------|------|------|
| Rupees in thousand | | | | |

a) Present value of defined Benefit obligations and fair Value of plan assets

| | 2012 | 2011 | 2010 | 2009 | 2008 |
|---|-----------------|-----------------|-----------------|----------------|----------------|
| Present value of defined benefit obligation | 24,622 | 14,961 | 10,214 | 1,962 | 1,600 |
| Fair value of plan assets | - | - | - | - | - |
| (Deficit)/ Surplus | <u>(24,622)</u> | <u>(14,961)</u> | <u>(10,214)</u> | <u>(1,962)</u> | <u>(1,600)</u> |

b) Experience adjustments

| | 2012 | 2011 | 2010 | 2009 | 2008 |
|---------------------------------------|---------|------|---------|------|------|
| Experience gain/(loss) on obligation | (2,426) | - | (1,205) | - | - |
| Experience gain/(loss) on plan assets | - | - | - | - | - |

g. As per actuarial estimates, the charge in respect of defined benefit plan for the year ending June 30, 2013 would be Rs. 10.563 million.

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|------------------------------------|------|------------------------------|------------------------------|
| 26 TRADE AND OTHER PAYABLES | | | |
| Trade creditors | 26.1 | 39,274 | 25,449 |
| Accrued liabilities | 26.2 | 490,685 | 258,601 |
| Advances from customers | | 23,390 | 27,634 |
| Retention money | | 1,191 | 1,163 |
| Sales tax and excise duty payable | | 48,159 | 19,360 |
| Income tax deducted at source | | 534 | 481 |
| Workers' Profit Participation Fund | 26.3 | 10,842 | 7,013 |
| Workers' Welfare Fund | | 3,724 | 2,475 |
| Other liabilities | | 181 | 186 |
| | | <u>617,980</u> | <u>342,362</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

- 26.1 This includes a balance due to Chemi Chloride Industries limited, a subsidiary company, amounting to Rs. Nil (2011: 0.001 million).
- 26.2 This includes a balance due to Chemi Multifabrics Limited, an associated company, amounting to Rs. 14.256 million (2011: Rs. 10.890 million).

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 26.3 Workers' profit participation fund balances comprises as follows: | | | |
| Balance as at July 01, | | 7,013 | 7,729 |
| Less: Amount paid to fund | | <u>6,231</u> | <u>6,936</u> |
| | | 782 | 793 |
| Current year's allocation at 5% | 35 | <u>10,060</u> | <u>6,220</u> |
| | | <u>10,842</u> | <u>7,013</u> |

The Company retains the allocation of this fund for its business operations till the amounts are paid.

27 MARK UP ACCRUED

| | 2012 | 2011 |
|---------------------------------|---------------|---------------|
| Secured | | |
| Long term financing | 4,929 | 7,277 |
| Long term diminishing musharaka | 12,308 | 23,014 |
| Long term murabaha | 5,744 | 10,740 |
| Short term borrowings | <u>12,820</u> | <u>15,426</u> |
| | <u>35,801</u> | <u>56,457</u> |

28 SHORT TERM BORROWINGS

| | Note | 2012 | 2011 |
|-----------------------------------|------|----------------|----------------|
| Secured | | | |
| Banking companies | | | |
| Running finances | | | |
| MCB Bank Limited | 28.1 | 56,562 | 78,617 |
| Askari Bank Limited | 28.2 | 73,142 | 101,361 |
| The Bank of Punjab Limited | 28.3 | 862 | 125,838 |
| KASB Bank Limited | 28.4 | 49,201 | 23,949 |
| Term finance | | | |
| KASB Bank Limited - ERF | 28.5 | 24,828 | 25,000 |
| The Bank of Punjab Limited - FATR | 28.6 | 14,473 | 11,016 |
| Faysal Bank Limited | 28.7 | 40,000 | 40,000 |
| Murabaha finance | | | |
| Burj Bank Limited | 28.8 | 100,000 | 100,000 |
| Al-Baraka Bank (Pakistan) Limited | 28.9 | <u>51,490</u> | - |
| | | <u>410,558</u> | <u>505,781</u> |

Notes to the Financial Statements

For the year ended June 30, 2012

- 28.1** This facility is secured against first pari passu charge over present and future current assets of the Company and hypothecation of stock of chemicals. The facility carries mark-up at three months average KIBOR Ask rate plus 1.9% spread per annum (2011: three months average KIBOR Ask rate plus 1.9% spread per annum). The limit of finance is Rs. 90 million (2011: Rs. 90 million).
- 28.2** This facility is secured against first pari passu charge over all present and future current assets of the Company and carries mark-up at three months average KIBOR Ask rate plus 1.9 % per annum (2011: three months average KIBOR Ask rate plus 1.9% per annum). The limit of finance is Rs. 200 million (2011: Rs. 200 million).
- 28.3** This facility is secured against first pari passu charge on all present and future current assets of the Company and carries mark-up at three months average KIBOR Ask rate plus 2.5 % per annum with floor of 11 % per annum (2011: Three months average KIBOR Ask rate plus 2.5% per annum with floor of 11 %). The limit of finance is Rs. 150 million (2011: Rs. 150 million).
- 28.4** This facility is secured against first pari passu charge over all present and future current assets of the Company and carries mark-up at three months average KIBOR Ask rate plus 2.75% per annum (2011: Three months average KIBOR Ask rate plus 2.75 % per annum). The limit of finance is Rs. 50 million (2011: Rs. 50 million).
- 28.5** This export refinance facility is secured against first pari passu charge over all present and future current assets of the company and lien over export LCs / contract / export bills. It carries mark-up at SBP rate plus 1 % (2011: SBP rate plus 1 %). The limit of finance is Rs. 50 million (2011: Rs. 50 million).
- 28.6** This facility is secured against first pari passu charge on all present and future current assets of the Company and carries mark-up at three months average KIBOR Ask rate plus 2.5 % per annum with floor of 11 % per annum (2011: Three months average KIBOR Ask rate plus 2.5% per annum with floor of 11 %). The limit of finance is Rs. 50 million (2011: Rs. 50 million).
- 28.7** This facility is secured against first pari passu charge over present and future current assets of the Company and carries mark-up at six months average KIBOR Ask rate plus 2.25% per annum (2011: Six months average KIBOR Ask rate plus 2.25 % per annum). The limit of finance is Rs. 40 million (2011: Rs. 40 million).
- 28.8** This facility is secured against first pari passu Hypothecation charge over current assets of the Company and carries mark-up at matching KIBOR Ask rate plus 2.5% per annum (2011: matching KIBOR Ask rate plus 2.5% per annum). The limit of finance is Rs. 100 million (2011: 100 million).
- 28.9** This facility is secured against first joint pari passu charge over present and future current assets including but not limited to book debts and receivables of the Company amounting to Rs. 100 million with 25% margin and carries mark-up at matching KIBOR Ask rate plus 2.5% per annum. The limit of finance is Rs. 75 million (2011: Rs. Nil).

Notes to the Financial Statements

For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-----------|---|------------------------------|------------------------------|
| 29 | CURRENT PORTION OF LONG TERM LIABILITIES | | |
| | Long term financing | 22 | 81,944 |
| | Long term diminishing musharaka | 23 | 166,667 |
| | Long term murabaha | 24 | 77,778 |
| | | | <u>326,389</u> |
| | | | <u>332,639</u> |

30 CONTINGENCIES AND COMMITMENTS

30.1 Contingent liabilities

- a) The Company has received an assessment order under section 122(5) of the Income Tax Ordinance, 2001 for tax year 2004 as a result of which brought forward losses of the Company have decreased by Rs. 24.849 million (June 30, 2011: Rs. 24.849 million). The Company filed an appeal before Commissioner of Inland revenue (Appeals) Zone-1 against the impugned order who has given certain reliefs to the Company. Both the Company and Income Tax Department has filed an appeal before Appellate Tribunal Inland Revenue. The Hon'ble ATIR (Appellate Tribunal Inland Revenue) has partially decided the case in Company's favour and partially remanded to the taxation officer for fresh proceedings. The Company expect a favorable outcome of the proceedings. However, if the proceedings are finalized against the Company, it may result in tax payable of Rs. 3.114 million.
- b) The Company has also received an order under section 161/205 of the Income Tax Ordinance, 2001 for tax year 2004 creating demand of Rs.12.069 million (June 30, 2011: Rs. 12.069 million). The Company challenged it before Commissioner of Inland Revenue (Appeals) Zone-1 who decided the case in favour of the Company. The department has filed an appeal before Appellate Tribunal Inland Revenue. The Hon'ble ATIR (Appellate Tribunal Inland Revenue) has remanded the case back to the taxation officer for fresh proceedings. However, if the case is decided against the Company, it may result in tax payable of Rs. 12.069 million.
- c) The Company is facing claims, launched in the labour courts, pertaining to staff retirement benefits. In the event of an adverse decision, the Company would be required to pay an amount of Rs. 2.882 million (2011: Rs. 3.364 million) against these claims.

30.2 Commitments

Commitments as on June 30, 2012 were as follows:

- a) Against letters of credit amounting to Rs. 30.976 million (2011: Rs. 32.262 million).
- b) Against purchase of land amounting to Rs. 1.838 million (2011: Rs. 1.838 million).
- c) The Company has entered into Ijarah arrangement with Burj Bank Limited and United Bank Limited - Ameen for Plant and Machinery. Commitment of Ijarah rentals under this agreement are as follows:

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| Not later than one year | | 38,014 | 28,020 |
| Later than one year and not later than five years | | 95,848 | 77,055 |
| | | <u>133,862</u> | <u>105,075</u> |
| 31 SALES | | | |
| Sales | | | |
| Manufacturing | 31.1 | 4,382,160 | 3,690,825 |
| Trading | | 19,219 | 7,192 |
| | | <u>4,401,379</u> | <u>3,698,017</u> |
| Less: Sales tax | | 598,096 | 477,445 |
| Commission to selling agents | | 51,482 | 35,802 |
| Special excise duty | | - | 40,451 |
| | | <u>649,578</u> | <u>553,698</u> |
| | | <u>3,751,801</u> | <u>3,144,319</u> |
| 31.1 This amount includes export sales amounting to Rs. 42.907 million (2011: Rs. 87.484 million). | | | |
| 32 COST OF SALES | | | |
| Raw materials consumed | | | |
| Opening stock | | 49,662 | 57,673 |
| Purchases | | 343,163 | 289,070 |
| | | <u>392,825</u> | <u>346,743</u> |
| Closing stock | 12 | (51,545) | (49,662) |
| | | <u>341,280</u> | <u>297,081</u> |
| Stores, spares and consumables | | 154,188 | 138,491 |
| Packing materials consumed | | 6,125 | 5,501 |
| Salaries, wages and other benefits | 32.1 | 211,677 | 169,027 |
| Fuel and power | | 2,052,562 | 1,703,200 |
| Repair and maintenance | | 17,084 | 21,277 |
| Rent, rates and taxes | 32.2 | 29,594 | 27,952 |
| Insurance | | 9,676 | 9,145 |
| Depreciation | 5.4 | 175,487 | 173,401 |
| Vehicle running expenses | | 14,491 | 12,465 |
| Postage, printing and stationery | | 652 | 484 |
| Other expenses | | 1,273 | 1,465 |
| | | <u>2,672,809</u> | <u>2,262,408</u> |
| Work in process | | | |
| Opening | | 10,077 | 8,165 |
| Closing | 12 | (10,746) | (10,077) |
| | | <u>(669)</u> | <u>(1,912)</u> |
| Cost of goods manufactured | | <u>3,013,420</u> | <u>2,557,577</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| Cost of stock traded | | 21,962 | 5,314 |
| Finished goods | | | |
| Opening | | 124,348 | 75,458 |
| Closing | 12 | (77,443) | (124,348) |
| | | <u>46,905</u> | <u>(48,890)</u> |
| | | <u>3,082,287</u> | <u>2,514,001</u> |
| 32.1 This amount includes Rs.13.229 million (2011: Rs. 2.848 million) in respect of employees' retirement benefits. | | | |
| 32.2 This amount includes Rs. 29.494 million (2011: 27.679 million) in respect of operating lease rentals. | | | |
| 33 SELLING AND DISTRIBUTION EXPENSES | | | |
| Salaries and other benefits | 33.1 | 24,125 | 23,289 |
| Traveling and conveyance | | 747 | 476 |
| Vehicle running expenses | | 1,556 | 1,286 |
| Advertisement | | 512 | 552 |
| Telephone, telex and postage | | 987 | 886 |
| Marketing service charges | | 37,431 | 31,182 |
| Freight | | 99,650 | 141,258 |
| Rent, rates and taxes | | 3,758 | 5,775 |
| Printing and stationery | | 269 | 471 |
| Fuel and power | | 1,661 | 1,626 |
| Repair and maintenance | | 450 | 644 |
| Insurance | | 122 | 221 |
| Depreciation | 5.4 | 544 | 637 |
| | | <u>171,812</u> | <u>208,303</u> |
| 33.1 This amount includes Rs. 2.155 million (2011: Rs. 0.957 million) in respect of employees' retirement benefits. | | | |
| 34 GENERAL AND ADMINISTRATIVE EXPENSES | | | |
| Salaries and other benefits | 34.1 | 73,788 | 63,034 |
| Traveling and conveyance | | 10,169 | 8,516 |
| Vehicle running expenses | | 4,272 | 3,074 |
| Telephone, telex and postage | | 1,590 | 1,567 |
| Rent, rates and taxes | | 2,499 | 2,507 |
| Printing and stationery | | 930 | 784 |
| Fee and subscription | | 1,708 | 1,300 |

Notes to the Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-----------------------------------|------|------------------------------|------------------------------|
| Legal and professional charges | | 3,111 | 2,394 |
| Fuel and power | | 1,880 | 1,871 |
| Provision for doubtful debts | | 5,920 | 3,482 |
| Repair and maintenance | | 4,233 | 3,410 |
| Depreciation | 5.4 | 3,340 | 4,371 |
| Amortization of intangible assets | 7.1 | 132 | 1,456 |
| Bad debts written off | | 2,926 | 5,710 |
| Donations | 34.2 | 4,625 | 4,384 |
| Other expenses | | 386 | 420 |
| | | <u>121,509</u> | <u>108,280</u> |

34.1 This amount includes Rs. 3.333 million (2011: Rs. 1.569 million) in respect of employees' retirement benefits.

34.2 Donations

34.2.1 Interest of the Directors or their spouses in the donations made during the year is as follows:

Donation amounting to Rs. 1.9 million (2011: Rs. 1.533 million) paid to Kiran Ibtadai School. Ms. Sabina Khatri w/o Mr. Muhammad Siddique Khatri, Chairman and Chief Executive of the Company is the patron of the school.

34.2.2 Donations other than mentioned above were not made to any donee in which any director of the Company or his spouse had any interest at any time during the year.

35 OTHER OPERATING EXPENSES

Auditors' remuneration

| | | |
|-------------------------------|-----|-----|
| Audit fee | 450 | 450 |
| Half yearly review fee | 125 | 125 |
| Tax and certification charges | 25 | 30 |
| Out of pocket expenses | 1 | 6 |
| | 601 | 611 |

| | | | |
|------------------------------------|------|---------------|--------------|
| Workers' profit participation fund | 26.3 | 10,060 | 6,220 |
| Workers welfare fund | | 3,724 | 2,475 |
| Loss on sale of fixed assets | | 3,067 | - |
| | | <u>17,452</u> | <u>9,306</u> |

36 OTHER OPERATING INCOME

Income from financial assets

| | | |
|---------------------------|-----|-------|
| Return on saving accounts | 87 | 228 |
| Gain on foreign exchange | 288 | 930 |
| | 375 | 1,158 |

Notes to the Financial Statements
For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|------------------------------------|------------------------------|------------------------------|
| Income from non- financial assets | | |
| Gain on sale of fixed assets | - | 2,148 |
| Sale of scrap | 8,063 | 7,678 |
| Recovery of doubtful debts | 1,306 | 5,170 |
| | 9,369 | 14,996 |
| Income from related parties | | |
| Interest on advances to subsidiary | 4,656 | 3,607 |
| Service charges | 2,007 | 2,007 |
| Rental income | 4,800 | 4,800 |
| | <u>21,207</u> | <u>26,568</u> |

37 FINANCIAL CHARGES

Markup/interest on:

| | | |
|---------------------------------|---------|---------|
| Long term financing | 43,995 | 40,961 |
| Long term diminishing musharaka | 47,648 | 72,651 |
| Long term murabaha | 22,236 | 33,904 |
| Short term borrowings | 75,564 | 62,500 |
| | 189,443 | 210,016 |

Bank charges and commission

| | | |
|--|----------------|----------------|
| | 3,086 | 5,271 |
| | <u>192,529</u> | <u>215,287</u> |

38 TAXATION

| | | |
|------------|---------------|--------------|
| Current | 43,054 | 31,987 |
| Prior year | (17,753) | (18,380) |
| Deferred | 38,081 | (11,110) |
| | <u>63,382</u> | <u>2,497</u> |

38.1 Relationship between tax expense and accounting profit:

| | | |
|--|---------------|----------|
| Profit before taxation | 192,019 | - |
| Tax at the applicable rate of 35% | 67,207 | - |
| Tax effect of inadmissible expenses / losses | 73,648 | - |
| Tax effect of admissible expenses | (76,397) | - |
| Income taxed at different rates | 194 | - |
| Prior year adjustment | (17,753) | - |
| Tax effect of losses and other allowances | (21,597) | - |
| Others | 38,080 | - |
| | <u>63,382</u> | <u>-</u> |

38.2 As the tax charge of prior period represents minimum tax under the Income Tax Ordinance, 2001, numerical reconciliation between the average effective tax rate and the applicable tax rate is not prepared and presented.

39 ACCOUNTING ESTIMATES AND JUDGMENTS

The Company's main accounting policies affecting its result of operations and financial conditions are set out in note 4. Judgments and assumptions have been required by the management in applying the Company's accounting policies in many areas. Actual results may differ from estimates calculated using these judgments and assumptions. Key sources of estimation, uncertainty and critical accounting judgments are as follows:

Income taxes

The Company takes into account relevant provisions of the current income tax laws while providing for current and deferred taxes as explained in note 4.8 to these financial statements.

Defined benefit plan

Certain actuarial assumptions have been adopted by external professional valuer (as disclosed in note 25.3) for valuation of present value of defined benefit obligations. Any changes in these assumptions in future years might affect unrecognized gains and losses in those years.

Property, plant and equipment

The estimates for revalued amounts, if any, of different classes of property, plant and equipment, are based on valuation performed by external professional valuers and recommendation of technical teams of the Company. Further, the Company reviews the value of the assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property, plant and equipment with a corresponding effect on the depreciation charge and impairment. As explained in note 21 to these financial statements, the Company has revalued its free hold land as on June 30, 2012.

40 EARNINGS PER SHARE - BASIC AND DILUTED

There is no dilutive effect on the basic earnings per share of the Company, which is based on:

| | 2012 | 2011 |
|--|----------------|----------------|
| Profit after taxation (Rupees in thousand) | <u>128,637</u> | <u>118,763</u> |
| Weighted average number of ordinary shares (in thousand) | <u>36,000</u> | <u>36,000</u> |
| Earnings per share (Rupees) | <u>3.57</u> | <u>3.30</u> |

41 TRANSACTIONS WITH RELATED PARTIES INCLUDING ASSOCIATED UNDERTAKINGS

The related parties comprise of related group companies, local associated companies, staff retirement funds, Directors and key management personnel. Transactions with related parties and remuneration and benefits to key management personnel under the terms of their employment are as follows:

2012 2011
(Rupees in thousand)

| Relation with the Company | Nature of transaction | | |
|---------------------------------|--|---------|--------|
| Associated company | Marketing service charges | 37,431 | 31,182 |
| Associated company | Sale of vehicle | - | 200 |
| Subsidiary/Associated companies | Sale of goods and services | 168,454 | 61,710 |
| Subsidiary company | Purchase of goods | 36,396 | 1,781 |
| Subsidiary company | Rental income | 4,800 | 4,800 |
| Subsidiary company | Loans and advances made | 38,295 | 41,279 |
| Subsidiary company | Investment made | - | 3,450 |
| Subsidiary company | Mark up on loans and advances | 4,656 | 3,607 |
| Staff retirement fund | Contribution to staff retirement benefit plans | 244 | - |
| | | - | 259 |
| Directors and employees | Remuneration to directors and key management personnel | 56,847 | 50,117 |
| Sponsors | Purchase of shares | - | 3,450 |

Notes to the Financial Statements

For the year ended June 30, 2012

42 FINANCIAL ASSETS AND LIABILITIES

| | Note | 2012 | | | Not interest /mark up bearing |
|---------------------------------|------|----------------------|--------------------------|-------------------------|-------------------------------|
| | | Total | Interest/mark up bearing | | |
| | | | Maturity upto one year | Maturity after one year | |
| (Rupees in thousand) | | | | | |
| Financial assets | | | | | |
| Long term investments | | 90,850 | - | - | 90,850 |
| Long-term deposits | | 26,284 | - | - | 26,284 |
| Trade debts | | 564,750 | - | - | 564,750 |
| Trade deposits | | 26,284 | - | - | 26,284 |
| Other receivables | | 10,969 | - | - | 10,969 |
| Cash and bank balances | | 128,920 | - | - | 128,920 |
| | | <u>848,057</u> | <u>-</u> | <u>-</u> | <u>848,057</u> |
| Financial liabilities | | | | | |
| Long term financing | | 240,278 | 81,944 | 158,334 | 240,278 |
| Long term diminishing musharaka | | 250,000 | 166,667 | 83,333 | 250,000 |
| Long term murabaha | | 116,667 | 77,778 | 38,889 | 116,667 |
| Trade and other payables | | 617,980 | - | - | 617,980 |
| Short-term borrowings | | 410,558 | 410,558 | - | 410,558 |
| | | <u>(1,635,483)</u> | <u>(736,947)</u> | <u>(280,556)</u> | <u>(1,017,503)</u> |
| | | <u>(787,426)</u> | <u>(736,947)</u> | <u>(280,556)</u> | <u>(1,017,503)</u> |
| On balance sheet gap | | | | | 230,077 |
| Off Balance sheet Items | | | | | |
| Financial commitments: | | | | | |
| Letter of credits | 30.2 | 30,976 | - | - | 30,976 |
| Others | 30.2 | 1,838 | - | - | 1,838 |
| | | <u>(32,814)</u> | <u>-</u> | <u>-</u> | <u>(32,814)</u> |
| Total Gap | | <u>(820,240)</u> | <u>(736,947)</u> | <u>(280,556)</u> | <u>(1,017,503)</u> |
| | | <u>197,263</u> | | | |
| 2011 | | | | | |
| | Note | Total | Interest/mark up bearing | | Not interest /mark up bearing |
| | | | Maturity upto one year | Maturity after one year | |
| | | (Rupees in thousand) | | | |
| Financial assets | | | | | |
| Long term investments | | 90,850 | - | - | 90,850 |
| Long-term deposits | | 21,444 | - | - | 21,444 |
| Trade debts | | 461,057 | - | - | 461,057 |
| Trade deposits | | 9,106 | - | - | 9,106 |
| Other receivables | | 3,853 | - | - | 3,853 |
| Cash and bank balances | | 113,745 | - | - | 113,745 |
| | | <u>700,055</u> | <u>-</u> | <u>-</u> | <u>700,055</u> |
| Financial liabilities | | | | | |
| Long term financing | | 322,222 | 88,194 | 234,028 | 322,222 |
| Long term diminishing musharaka | | 416,667 | 166,667 | 250,000 | 416,667 |
| Long term murabaha | | 194,444 | 77,778 | 116,666 | 194,444 |
| Trade and other payables | | 342,362 | - | - | 342,362 |
| Short-term borrowings | | 505,781 | 505,781 | - | 505,781 |
| | | <u>(1,781,476)</u> | <u>(838,420)</u> | <u>(600,694)</u> | <u>(1,439,114)</u> |
| | | <u>(1,081,421)</u> | <u>(838,420)</u> | <u>(600,694)</u> | <u>(1,439,114)</u> |
| On balance sheet gap | | | | | 357,693 |
| Off Balance sheet Items | | | | | |
| Financial commitments: | | | | | |
| Letter of credits | 30.2 | 32,262 | - | - | 32,262 |
| Others | 30.2 | 1,838 | - | - | 1,838 |
| | | <u>(34,100)</u> | <u>-</u> | <u>-</u> | <u>(34,100)</u> |
| Total Gap | | <u>(1,115,521)</u> | <u>(838,420)</u> | <u>(600,694)</u> | <u>(1,439,114)</u> |
| | | <u>323,593</u> | | | |

Notes to the Financial Statements

For the year ended June 30, 2012

43 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

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

- Credit risk
- Liquidity risk
- Market risk

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

43.1 Credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if the counter party fail completely to perform as contracted and arise principally from trade debts, loans and advances, trade deposits and other receivables. The carrying amount of financial assets represents the maximum credit exposure before any credit enhancements. The maximum exposure to credit risk at the reporting date is as follows:

| | 2012 | 2011 |
|-------------------------------------|---------|---------|
| (Rupees in thousand) | | |
| Long term deposits | 26,284 | 21,444 |
| Trade debts-net of provision | 564,750 | 461,057 |
| Loans and advances-net of provision | 48,002 | 68,449 |
| Trade deposits-net of provision | 3,516 | 8,502 |
| Other receivables | 10,969 | 3,853 |
| Bank balances | 128,131 | 113,518 |

To manage exposure to credit risk in respect of trade receivables, management performs credit reviews taking into account the customer's financial position, past experience and other factors. Credit terms are approved by the approval committee. Where considered necessary, advance payments are obtained from certain parties. The management has set a maximum credit period of 30 days to reduce the credit risk.

Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their abilities to meet contractual obligation to be similarly effected by the changes in economic, political or other conditions. The Company believes that it is not exposed to major concentration of credit risk.

The maximum exposure to credit risk for trade debts at the balance sheet date by geographic region is as follows:

Notes to the Financial Statements
For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 |
|----------|------------------------------|----------------|
| Export | 2,765 | 27,574 |
| Domestic | 561,985 | 433,483 |
| | <u>564,750</u> | <u>461,057</u> |

The maximum exposure to credit risk for trade debts at the balance sheet date by type of customer is as follows:

| | | |
|--------------------|----------------|----------------|
| Dealers | 249,625 | 155,365 |
| End-user customers | 315,125 | 305,692 |
| | <u>564,750</u> | <u>461,057</u> |

The aging of trade receivables at the reporting date is as follows:

| | | |
|-----------------------------|----------------|----------------|
| Not past due | 332,686 | 224,616 |
| Past due 1-30 days | 144,361 | 97,925 |
| Past due 30-150 days | 62,738 | 91,247 |
| Past due more than 150 days | 24,965 | 47,269 |
| | <u>564,750</u> | <u>461,057</u> |

The Company's most significant customers, are dealers with balance amounting to Rs. 219.573 million (2011: Rs. 120.829 million) of the total carrying amount as at June 30, 2012.

Based on the past experience, consideration of financial position, past track records and recoveries, the Company believes that no impairment allowance is necessary in respect of trade debtors past due as some receivables have been recovered subsequent to the year end and for other receivables there are reasonable grounds to believe that the amounts will be recovered in short course of time.

On prudence basis an amount of Rs. 5.920 million (2011: Rs. 3.482 million) has been charged, as provision for doubtful debts, to profit and loss account.

Company's bank balances can be assessed with reference to external credit ratings as follows:

| Bank | Ratings | | |
|---------------------|---------------|------------|-----------|
| | Rating agency | Short term | Long term |
| Allied Bank Limited | PACRA | A1+ | AA |
| Askari Bank Limited | PACRA | A1+ | AA |
| The Bank of Punjab | PACRA | A1+ | AA- |

Notes to the Financial Statements
For the year ended June 30, 2012

| Bank | Rating agency | Ratings | |
|--|---------------|------------|-----------|
| | | Short term | Long term |
| Habib Metropolitan Bank Limited | PACRA | A1+ | AA+ |
| KASB Bank Limited | PACRA | A3 | BBB |
| MCB Bank Limited | PACRA | A1+ | AA+ |
| National Bank of Pakistan | JCR-VIS | A-1+ | AAA |
| Standard Chartered Bank (Pakistan) Limited | PACRA | A1+ | AAA |
| United Bank Limited | JCR-VIS | A-1+ | AA+ |
| Al-Baraka Bank (Pakistan) Limited | PACRA | A2 | A |
| Samba Bank Limited | JCR-VIS | A-1 | A+ |
| Citi Bank N.A. | Fitch | F1+ | A+ |

43.2 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure as far as possible to always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

| 2012 Financial liabilities | Carrying amount | Contractual cash flow | Six months or less | Six to twelve months | One to two years | Two to five years |
|---------------------------------|----------------------|-----------------------|--------------------|----------------------|------------------|-------------------|
| | (Rupees in thousand) | | | | | |
| Long term financing | 240,278 | 300,958 | 55,952 | 53,306 | 98,809 | 92,891 |
| Long term diminishing musharaka | 250,000 | 293,630 | 101,871 | 96,358 | 95,401 | - |
| Long term murabaha | 116,667 | 134,902 | 48,007 | 44,967 | 41,928 | - |
| Trade and other payables | 617,980 | 617,980 | 617,980 | - | - | - |
| Markup accrued | 35,801 | 35,801 | 35,801 | - | - | - |
| Short term borrowings | 410,558 | 424,969 | 424,969 | - | - | - |
| | <u>1,671,284</u> | <u>1,808,240</u> | <u>1,284,580</u> | <u>194,631</u> | <u>236,138</u> | <u>92,891</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

| | Carrying amount | Contractual cash flow | Six months or less (Rupees in thousand) | Six to twelve months | One to two years | Two to five years |
|---------------------------------|------------------|-----------------------|--|----------------------|------------------|-------------------|
| 2011 | | | | | | |
| Financial liabilities | | | | | | |
| Long term financing | 322,222 | 430,007 | 72,527 | 62,474 | 115,035 | 179,971 |
| Long term diminishing musharaka | 416,667 | 515,107 | 116,146 | 109,585 | 199,480 | 89,896 |
| Long term murabaha | 194,444 | 240,381 | 54,201 | 51,139 | 93,090 | 41,951 |
| Trade and other payables | 342,362 | 342,362 | 342,362 | - | - | - |
| Markup accrued | 56,457 | 56,457 | 56,457 | - | - | - |
| Short term borrowings | 505,781 | 525,795 | 525,795 | - | - | - |
| | <u>1,837,933</u> | <u>2,110,109</u> | <u>1,167,488</u> | <u>223,198</u> | <u>407,605</u> | <u>311,818</u> |

43.3 Market risk

Market risk is the risk that the value of the financial instrument may fluctuate as a result of changes in market interest rates or the market price due to a change in credit rating of the issuer or the instrument, change in market sentiments, speculative activities, supply and demand of securities, and liquidity in the market. The Company is exposed to currency risk and interest rate risk only.

43.3.1 Currency risk

The Company is exposed to currency risk on trade debts, import of raw materials and stores and spares and export sales that are denominated in a currency other than the respective functional currency of the Company, primarily in U.S. dollar. The Company's exposure to foreign currency risk is as follows:

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-------------------------------|------------------------------|------------------------------|
| Trade debts | 2,765 | 27,574 |
| Gross balance sheet exposure | 2,765 | 27,574 |
| Outstanding letters of credit | (30,976) | (32,262) |
| Net exposure | <u>(28,211)</u> | <u>(4,688)</u> |

Notes to the Financial Statements
For the year ended June 30, 2012

The following significant exchange rates were applied during the year:

| | Average rate | | Reporting date rate | |
|------------|--------------|-------|---------------------|-------|
| | 2012 | 2011 | 2012 | 2011 |
| USD to PKR | 88.45 | 85.83 | 90.85 | 86.05 |

Sensitivity analysis

At reporting date, if the PKR had strengthened by 10% against the US dollar with all other variables held constant, post tax profit for the year would have been lower by the amount shown below.

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---------------------------------|------------------------------|------------------------------|
| Effect on profit or loss | | |
| Loss | <u>(277)</u> | <u>(2,757)</u> |

The weakening of the PKR against US dollar would have had an equal but opposite impact on the post tax profits / loss.

43.3.2 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from long term loans and short term borrowings. These are benchmarked to variable rate which expose the company to cash flow interest rate risk. At the balance sheet date the interest rate profile of the Company's interest -bearing financial instruments is as follows:

| | 2012 Carrying amount (Rupees in thousand) | 2011 Carrying amount (Rupees in thousand) |
|---------------------------------|---|---|
| Financial liabilities | | |
| Variable rate instruments | | |
| Long term loans | 240,278 | 322,222 |
| Long term diminishing musharaka | 250,000 | 416,667 |
| Long term murabaha | 116,667 | 194,444 |
| Short term borrowings | 410,558 | 505,781 |
| | <u>1,017,503</u> | <u>1,439,114</u> |

Effective interest rates are mentioned in the respective notes to the financial statements.

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have decreased / (increased) loss for the year by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2011.

| | Profit and loss | |
|---|-----------------|-----------------|
| | 100 bp increase | 100 bp decrease |
| As at June 30, 2012 | | |
| Cash flow sensitivity - Variable rate financial liabilities | (10,175) | 10,175 |
| As at June 30, 2011 | | |
| Cash flow sensitivity - Variable rate financial liabilities | (14,391) | 14,391 |

The sensitivity analysis prepared is not necessarily indicative of the effects on profit for the year and assets / liabilities of the Company.

43.4 Fair value of financial instruments

The carrying value of all the financial assets and financial liabilities approximate their fair values. Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

44 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amount charged in the financial statements for the year for remuneration, including all benefits, to the Chief Executive, Directors and Executives of the Company are as follows:

| | Chief Executive | | Directors | | Executives | |
|-------------------------|----------------------|-------|-----------|-------|------------|--------|
| | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 |
| | (Rupees in thousand) | | | | | |
| Managerial remuneration | 2,400 | 2,400 | 4,267 | 4,000 | 54,589 | 44,330 |
| House rent allowance | 1,080 | 1,080 | 1,920 | 1,800 | 24,565 | 19,948 |
| Medical expenses | 120 | 120 | 213 | 200 | 2,729 | 2,216 |
| | 3,600 | 3,600 | 6,400 | 6,000 | 81,883 | 66,494 |
| Number of persons | 1 | 1 | 3 | 2 | 72 | 64 |

44.1 The Company also provides the Chief Executive and some of the Directors and Executives with free use of cars and mobile phones.

45 CAPACITY AND PRODUCTION

| | Installed capacity | | Actual production | | Reason for shortfall |
|-------------------------|--------------------|---------|-------------------|---------|--|
| | Tons | Tons | Tons | Tons | |
| | 2012 | 2011 | 2012 | 2011 | |
| Caustic soda | 125,550 | 143,550 | 67,002 | 66,916 | Cautious production strategy based on actual demands and shortage in gas affecting available capacity. |
| Liquid Chlorine | 13,200 | 13,200 | 8,450 | 7,618 | |
| Hydrochloric acid | 150,000 | 150,000 | 136,556 | 128,259 | |
| Sodium hypochlorite | 49,500 | 49,500 | 19,952 | 22,562 | |
| Bleaching earth | 3,300 | 3,300 | 1,278 | 1,121 | |
| Zinc sulphate | 600 | 600 | 67 | 81 | |
| Chlorinated parafin wax | 3,000 | 3,000 | - | - | |
| Sulphuric acid | 3,300 | 3,300 | 497 | 750 | |

46 CAPITAL MANAGEMENT

The Board's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The Board of Directors monitor the return on capital, which the Company defines as net profit after taxation divided by total shareholders' equity. The Board of Directors also monitor the level of dividend to ordinary shareholders. There were no changes to the Company's approach to capital management during the year and the Company is not subject to externally imposed capital requirements.

47 NON ADJUSTING EVENTS

The Board of Directors of the Company has recommended a 15% final cash dividend (2011: 5% final cash dividend) in their meeting held on September 10, 2012.

48 DATE OF AUTHORIZATION OF ISSUE

These financial statements were authorized for issue on September 10, 2012 by the Board of Directors of the Company.

49 GENERAL

- Figures have been rounded off to the nearest rupees in thousand unless stated otherwise.
- Corresponding figures have been rearranged and reclassified, whenever necessary, for the purpose of comparison, the effect of which is not material.



CHIEF EXECUTIVE



DIRECTOR

CONTENTS OF CONSOLIDATED FINANCIAL STATEMENTS

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Directors' Report to Shareholders on Consolidated Financial Statements

The Directors of Ittehad Chemicals Limited are pleased to present the Annual Report together with the audited consolidated financial statements of the Company and its wholly owned subsidiary, Chemi Chloride Industries Limited (CCIL), for the year ended June 30, 2012.

The Directors' Report on the performance of Ittehad Chemicals Limited (ICL), for the year ended June 30, 2012 has been presented separately.

The performance of the wholly owned subsidiary Company, Chemi Chloride Industries Limited during the year under review is as follows:

Alhamdulillah, year 2011-12 has proved to be a flourishing year for CCIL. You would be pleased to know that your Company's financial and operational performance during the year under review has significantly exceeded expectations. This is visible from the robust sales growth of 96% that your Company has achieved during the year. The Company registered total sales of Rs. 426.683 million during the year under review compared to sales of Rs. 217.584 million for the previous year. The total sales comprise 84% export sales and 16% local sales. The Company has earned gross profit of Rs. 126.505 million as compared to gross profit of Rs. 51.576 million for the last financial year, representing an increase of 145%. The profit before tax for the year under review is Rs. 37.103 million as compared to loss before tax of Rs. 9.552 million for the previous year. The profit after tax is recorded at Rs. 32.526 million as against loss after tax of Rs. 11.711 million for the last financial year, reflecting a tremendous increase of 378%. The Company has therefore reported earnings per share (EPS) of Rs. 3.54 for the year under review, whereas group's earnings per share (EPS) is Rs. 4.44.

We take the opportunity of thanking members of the management team, employees and other staff members for their continued commitment to the success of the Company. We also value the support and cooperation of our customers, suppliers, bankers and all stakeholders and wish to record our thanks and gratitude.

Lahore
September 10, 2012

For and on behalf of the Board



Muhammad Siddique Khatri
Chairman and Chief Executive

Auditors' Report to the Members

We have audited the annexed consolidated financial statements of **ITTEHAD CHEMICALS LIMITED** (the holding company) and its subsidiary company (together 'the Group') comprising the consolidated balance sheet as at June 30, 2012 and the related consolidated profit and loss account, consolidated statement of comprehensive income, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended.

These financial statements are the responsibility of the holding company's management. Our responsibility is to express an opinion on these financial 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 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.

In our opinion, the consolidated financial statements present fairly the consolidated financial position of the Group as at June 30, 2012, and the consolidated results of its operations, its comprehensive income, its consolidated cash flows and consolidated changes in equity for the year then ended in accordance with approved accounting standards as applicable in Pakistan.



BDO Ebrahim & Co

Chartered Accountants

Engagement Partner: Zulfikar Ali Causer

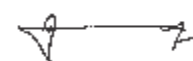
Karachi

Dated: September 10, 2012

Consolidated Balance Sheet As At June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 |
|---|------|------------------------------|------------------|
| ASSETS | | | |
| NON CURRENT ASSETS | | | |
| Property, plant and equipment | | | |
| Operating fixed assets | 5 | 2,514,774 | 2,498,639 |
| Capital work in progress | 6 | 42,942 | 83,634 |
| | | <u>2,557,716</u> | <u>2,582,273</u> |
| Intangible assets | 7 | 121 | 253 |
| Goodwill | 8 | 6,445 | 6,445 |
| Investment property | 9 | 71,100 | 67,800 |
| Long term investments | 10 | - | - |
| Long term deposits | 11 | 37,622 | 32,144 |
| | | <u>2,673,004</u> | <u>2,688,915</u> |
| CURRENT ASSETS | | | |
| Stores, spares and loose tools | 12 | 390,733 | 424,770 |
| Stock in trade | 13 | 171,629 | 219,946 |
| Trade debts | 14 | 545,363 | 459,683 |
| Loans and advances | 15 | 28,676 | 40,536 |
| Trade deposits and short term prepayments | 16 | 6,089 | 10,701 |
| Other receivables | 17 | 10,355 | - |
| Tax refunds due from Government | 18 | 50,125 | 7,521 |
| Taxation - net | 19 | 12,776 | 66,212 |
| Cash and bank balances | 20 | 130,406 | 117,434 |
| | | <u>1,346,152</u> | <u>1,346,803</u> |
| | | <u>4,019,156</u> | <u>4,035,718</u> |
| TOTAL ASSETS | | | |
| EQUITY AND LIABILITIES | | | |
| SHARE CAPITAL AND RESERVES | | | |
| Authorized share capital | 21.1 | 750,000 | 750,000 |
| Issued, subscribed and paid up capital | 21.2 | 360,000 | 360,000 |
| Unappropriated profit | | 793,603 | 651,100 |
| | | <u>1,153,603</u> | <u>1,011,100</u> |
| SURPLUS ON REVALUATION OF FIXED ASSETS | 22 | 760,819 | 748,559 |
| NON CURRENT LIABILITIES | | | |
| Long term financing | 23 | 165,835 | 266,082 |
| Long term diminishing musharaka | 24 | 83,333 | 250,000 |
| Long term murabaha | 25 | 38,889 | 116,666 |
| Deferred liabilities | 26 | 357,819 | 309,327 |
| | | <u>645,876</u> | <u>942,075</u> |
| CURRENT LIABILITIES | | | |
| Trade and other payables | 27 | 613,433 | 342,812 |
| Mark up accrued | 28 | 37,911 | 58,780 |
| Short term borrowings | 29 | 445,758 | 558,018 |
| Current portion of long term liabilities | 30 | 361,756 | 374,374 |
| | | <u>1,458,858</u> | <u>1,333,984</u> |
| CONTINGENCIES AND COMMITMENTS | 31 | - | - |
| TOTAL EQUITY AND LIABILITIES | | <u>4,019,156</u> | <u>4,035,718</u> |

The annexed notes from 1 to 51 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Consolidated Profit and Loss Account
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| Sales | 32 | 4,003,771 | 3,309,968 |
| Cost of sales | 33 | <u>(3,201,672)</u> | <u>(2,621,991)</u> |
| Gross profit | | 802,099 | 687,977 |
| Selling and distribution expenses | 34 | <u>(238,752)</u> | <u>(247,455)</u> |
| General and administrative expenses | 35 | <u>(127,007)</u> | <u>(113,165)</u> |
| Other operating expenses | 36 | <u>(19,555)</u> | <u>(9,431)</u> |
| Other operating income | 37 | <u>13,187</u> | <u>16,614</u> |
| | | <u>(372,127)</u> | <u>(353,437)</u> |
| Operating profit | | 429,972 | 334,540 |
| Financial charges | 38 | <u>(205,452)</u> | <u>(228,381)</u> |
| Fair value gain on investment property | 9 | <u>3,300</u> | <u>3,300</u> |
| Profit before taxation | | 227,820 | 109,459 |
| Taxation | 39 | <u>(67,959)</u> | <u>(4,657)</u> |
| Profit after taxation | | <u>159,861</u> | <u>104,802</u> |
| Attributable to: | | | |
| Profits attributable to equity holders of holding company | | 159,861 | 101,723 |
| Non controlling interest - Share of profit | | - | 3,079 |
| | | <u>159,861</u> | <u>104,802</u> |
| Earnings per share attributable to equity holders of holding company- basic and diluted (Rupees) | 41 | <u>4.44</u> | <u>2.83</u> |

Appropriations have been reflected in the statement of changes in equity.

The annexed notes from 1 to 51 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Consolidated Statement of Comprehensive Income
For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------------------------------|------------------------------|
| Profit after taxation for the year | 159,861 | 104,802 |
| Other comprehensive income/(loss) | - | - |
| Total comprehensive income for the year | <u>159,861</u> | <u>104,802</u> |
| Attributable to: | | |
| Equity holders of holding company | 159,861 | 101,723 |
| Non controlling interest | - | 3,079 |
| | <u>159,861</u> | <u>104,802</u> |

Surplus arising on revaluation of assets has been reported in accordance with the requirements of the Companies Ordinance, 1984 in a separate account below equity.

The annexed notes from 1 to 51 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Consolidated Cash Flow Statement

For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| Cash flows from operating activities | | | |
| Profit before tax | | 227,820 | 109,459 |
| Adjustments for items not involving movement of funds: | | | |
| Depreciation | | 194,550 | 195,285 |
| Amortization of intangible assets | | 132 | 1,456 |
| Provision for gratuity | | 11,089 | 5,079 |
| Loss / (gain) on sale of operating fixed assets | | 3,067 | (2,148) |
| Gain on revaluation of investment property | | (3,300) | (3,300) |
| Gain on foreign exchange | | (3,731) | (1,390) |
| Provision for doubtful debts | | 6,584 | 3,482 |
| Bad debts written off | | 2,926 | 6,384 |
| Financial charges | | 205,452 | 228,381 |
| Net cash flow before working capital changes | | 644,589 | 542,688 |
| (Increase) / decrease in current assets | | | |
| Stores, spares and loose tools | | 34,037 | 21,477 |
| Stock in trade | | 48,317 | (22,131) |
| Trade debts | | (91,459) | 33,653 |
| Loans and advances | | 11,860 | (3,710) |
| Trade deposits and short term prepayments | | 4,612 | (5,711) |
| Other receivables | | (10,355) | 710 |
| Tax refund due from government | | 6,763 | (1,346) |
| | | 3,775 | 22,942 |
| (Decrease) / increase in current liabilities | | | |
| Trade and other payables | | 271,373 | 13,674 |
| Cash generated from operations | | 919,737 | 579,304 |
| Taxes paid | | (25,809) | (30,454) |
| Gratuity paid | | (1,428) | (332) |
| Financial charges paid | | (227,725) | (235,308) |
| Net cash inflow from operating activities | | 664,775 | 313,210 |
| Cash flows from investing activities | | | |
| Additions to operating fixed assets | | (17,892) | (12,102) |
| Additions to intangible assets | | - | (247) |
| Additions to capital work in progress | | (193,741) | (239,230) |
| Proceeds from sale of fixed assets | | 52,881 | 6,025 |
| Purchase of non controlling interest | | - | (3,450) |
| Long term deposits | | (5,478) | (10,695) |
| Net cash outflow from investing activities | | (164,230) | (259,699) |
| Cash flows from financing activities | | | |
| Proceeds from long term financing | | - | 150,000 |
| Repayment of long term financing | | (112,865) | (77,397) |
| Repayment of long term musharaka | | (166,667) | (166,666) |
| Repayment of long term murabaha | | (77,777) | (77,778) |
| Dividend paid | | (18,004) | (35,992) |
| Short term borrowings | | (112,260) | 256,357 |
| Net cash (outflow) / inflow from financing activities | | (487,573) | 48,524 |
| Net increase in cash and cash equivalents | | 12,972 | 102,035 |
| Cash and cash equivalents at the beginning of the year | | 117,434 | 15,399 |
| Cash and cash equivalents at the end of the year | 20 | 130,406 | 117,434 |

The annexed notes from 1 to 51 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

Consolidated Statement of Changes in Equity

For the year ended June 30, 2012

| | Attributable To The Equity Holders of The Holding Company | | | Non controlling interest | Grand total |
|--|--|---------------------------|-----------|--------------------------------|----------------|
| | Issued, subscribed and paid-up capital | Unappropriated profits | Total | | |
| (Rupees in thousand) | | | | | |
| Balance as at July 01, 2010 | 360,000 | 576,008 | 936,008 | 9,740 | 945,748 |
| Total comprehensive income for the year | - | 101,723 | 101,723 | 3,079 | 104,802 |
| Final dividend for the year ended June 30, 2010 @ Rs. 0.50 per share | - | (18,000) | (18,000) | - | (18,000) |
| Interim dividend for the year ended June 30, 2011 @ Rs. 0.50 per share | - | (18,000) | (18,000) | - | (18,000) |
| Purchase of non controlling interest in subsidiary Company | - | 9,369 | 9,369 | (12,819) | (3,450) |
| Balance as at June 30, 2011 | 360,000 | 651,100 | 1,011,100 | - | 1,011,100 |
| Comprehensive income for the year | - | 159,861 | 159,861 | - | 159,861 |
| Transfer from surplus on revaluation of fixed assets on account of disposal of freehold land (note 22) | - | 642 | 642 | - | 642 |
| Final dividend for the year ended June 30, 2011 @ Re. 0.50 per share | - | (18,000) | (18,000) | - | (18,000) |
| Balance as at June 30, 2012 | 360,000 | 793,603 | 1,153,603 | - | 1,153,603 |

The annexed notes from 1 to 51 form an integral part of these financial statements.



CHIEF EXECUTIVE



DIRECTOR

1 LEGAL STATUS AND NATURE OF BUSINESS

Ittehad Chemicals Limited (the Holding Company) was incorporated on September 28, 1991 to takeover the assets of Ittehad Chemicals and Ittehad Pesticides under a Scheme of Arrangement dated June 18, 1992 as a result of which the Holding Company became a wholly owned subsidiary of Federal Chemical and Ceramics Corporation (Private) Limited. The Holding Company was privatised on July 03, 1995 when 90% of the shares were transferred to the buyer.

The Holding Company was listed on Karachi Stock Exchange on April 14, 2003 when Sponsors of the Holding Company offered 25% of the issued, subscribed and paid up shares of the Holding Company to the general public.

The registered office of the Holding Company is situated at 39, Empress Road, Lahore. The Holding Company is engaged in the business of manufacturing and selling caustic soda and other allied chemicals.

Chemi Chloride Industries Limited ("the Subsidiary Company") was incorporated in Pakistan as a public limited company under the Companies Ordinance, 1984 on July 03, 1999. The registered office is situated at 39-Empress Road, P.O. Box 1414, Lahore. The principal activity of the subsidiary is manufacturing and sale of calcium chloride prills.

The group comprises of:

Ittehad Chemicals Limited ("the Holding Company") and;

Chemi Chloride Industries Limited ("the Subsidiary Company")

During the period, pursuant to special resolution passed in Annual General Meetings held on October 31, 2011, the shareholders of the Holding and Subsidiary Company have approved the merger. The Company has submitted a petition in Lahore High Court for amalgamation/merger of the wholly owned subsidiary, with and into the Holding Company. The order for amalgamation is pending finalization as of the date of issuance of these financial statements. If the merger is approved by the Court, the Subsidiary Company shall not continue as a going concern as a separate legal entity. The assets and liabilities of the Subsidiary Company have been stated at book values as these would be merged with and into the Holding Company's books at book values as per the scheme of arrangement to be approved under Court order.

2 BASIS OF PREPARATION

2.1 Basis of Presentation and Consolidation

These consolidated financial statements have been prepared from the information available in the audited financial statements of the holding and subsidiary Company for the year ended June 30, 2012.

The consolidated financial statements include Ittehad Chemicals Limited and all companies in which it directly or indirectly controls, beneficially owns or holds more than 50% of the voting securities or otherwise has power to elect and appoint more than 50% of its directors. Subsidiaries are consolidated as from the date of acquisition using the purchase method.

Under this method, the cost of an acquisition is measured at the fair value of assets given, equity instruments issued and liabilities assumed at the date of the exchange, plus costs directly attributable to the acquisition. Identifiable assets acquired and liabilities and contingent liabilities assumed in a business combination are measured initially at their fair values at the acquisition date, irrespective of the extent of any non controlling interest. The excess of cost of acquisition over the fair value of the group's share of the identifiable net assets is recorded as goodwill. If the cost of acquisition is less than the fair value of net assets of the subsidiary acquired, the difference is recognized directly in profit and loss account.

Inter company transactions, balances and unrealized gains on transactions between group companies are eliminated. Details of the subsidiary are given in note 48.

Non controlling interests are that part of the net results of operations and of net assets of the subsidiary attributable to interests which are not owned by the holding Company.

Changes in a parent's ownership interest in a subsidiary that do not result in a loss of control are accounted for as equity transactions (ie transactions with owners in their capacity as owners).

2.2 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of Companies Ordinance, 1984. Approved accounting standards comprise of such International Accounting Standards (IASs) as notified under the provisions of the Companies Ordinance, 1984. Wherever the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan (SECP) differ with requirements of these standards, the requirements of Companies Ordinance, 1984 or the requirements of the said directives take precedence.

The SECP has issued directive (vide SRO 431(I)/2007 dated May 22, 2007) that Islamic Financial Accounting Standard 2 (IFAS-2) shall be followed in preparation of the financial statements by companies while accounting for Ijarah (Lease) transactions as defined by said Standard. The Group has adopted the above said standard.

2.3 Accounting convention

These financial statements have been prepared under the historical cost convention except as modified for fair value adjustment in investment property, investments and exchange differences as referred to in notes 4.4, 4.5, and 4.19 respectively.

The preparation of financial statements in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts, of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognized prospectively commencing from the period of revision.

Judgments and estimates made by the management that may have a significant risk of material adjustments to the financial statements in subsequent years are disclosed in note 40.

2.4 Functional and presentation currency

These financial statements are presented in Pak rupee, which is the functional and presentation currency for the Group.

3 NEW STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED APPROVED ACCOUNTING STANDARDS

3.1 Amendments that are effective in current year but not relevant to the Group

The Group has adopted the amendments to the following accounting standards which became effective during the year:

| | | Effective date (annual periods beginning on or after) |
|----------|--|--|
| IFRS 1 | Conceptual Framework for Financial Reporting First time Adoption of International Financial Reporting Standards | September 2010 July 01, 2011 |
| IFRS 7 | Financial Instruments: Disclosures | July 01, 2011 |
| IAS 24 | Related Party Disclosures | January 01, 2011 |
| IFRIC 14 | The Limit on a Defined Benefit Asset, Minimum Funding Requirements and their Interaction | January 01, 2011 |

In May 2010, International Accounting Standards Board issued amendments to various accounting standards primarily with a view to removing inconsistencies and clarifying wording. These improvements are listed below:

Issued in May 2010

| | | |
|----------|--|------------------|
| IFRS 1 | First time Adoption of International Financial Reporting Standards | January 01, 2011 |
| IFRS 7 | Financial Instruments: Disclosures | January 01, 2011 |
| IAS 1 | Presentation of Financial Statements | January 01, 2011 |
| IAS 34 | Interim Financial Reporting | January 01, 2011 |
| IFRIC 13 | Customer Loyalty Programmes | January 01, 2011 |

3.2 Amendments not yet effective

The following amendments and interpretations with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standard or interpretation:

| | | |
|--------|--|------------------|
| IFRS 1 | First-time Adoption of International Financial Reporting Standards - Amendments for government loan with a below-market rate of interest when transitioning to IFRSs and amendments resulting from Annual Improvements 2009-2011 Cycle (repeat application, borrowing costs) | January 01, 2013 |
| IFRS 7 | Financial Instruments Disclosures - Amendments related to the offsetting of assets and liabilities and deferral of mandatory effective date of IFRS 9 and amendments to transition disclosures | January 01, 2013 |
| IFRS 9 | Financial Instruments - Reissue to include requirements for the classification and measurement of financial liabilities and incorporate existing derecognition requirements | January 01, 2015 |

| | | Effective date (annual periods beginning on or after) |
|--------|--|--|
| IFRS 9 | Financial Instruments - Deferral of mandatory effective date of IFRS 9 and amendments to transition disclosures | January 01, 2015 |
| IAS 1 | Presentation of Financial Statements - Amendments to revise the way other comprehensive income is presented | July 01, 2012 |
| IAS 1 | Presentation of Financial Statements - Amendments resulting from Annual Improvements 2009-2011 Cycle (comparative information) | January 01, 2013 |
| IAS 12 | Income Taxes - Limited scope amendment (recovery of underlying assets) | January 01, 2012 |
| IAS 16 | Property, Plant and Equipment - Amendments resulting from Annual Improvements 2009-2011 Cycle (servicing equipment) | January 01, 2013 |
| IAS 19 | Employee Benefits - Amended standard resulting from the post-employment benefits and termination benefits projects | January 01, 2013 |
| IAS 32 | Financial Instruments: Presentation - Amendments relating to the offsetting of assets and liabilities | January 01, 2014 |
| IAS 32 | Financial Instruments: Presentation - Amendments resulting from Annual Improvements 2009-2011 Cycle (tax effect of equity distributions) | January 01, 2013 |
| IAS 34 | Interim Financial Reporting - Amendments resulting from Annual Improvements 2009-2011 Cycle (interim reporting of segment assets) | January 01, 2013 |

Standards or interpretations not yet effective

The following International Financial Reporting Standards or interpretations issued by IASB would be effective from the dates mentioned below against the respective standard or interpretation:

| | | |
|---------|--|------------------|
| IFRS 10 | Consolidated Financial Statements | January 01, 2013 |
| IFRS 11 | Joint Arrangements | January 01, 2013 |
| IFRS 12 | Disclosure of Interests in Other Entities | January 01, 2013 |
| IFRS 13 | Fair Value Measurement | January 01, 2013 |
| IAS 27 | Separate Financial Statements | January 01, 2013 |
| IAS 28 | Investments in Associates and Joint Ventures | January 01, 2013 |

**Effective date
(annual periods
beginning on or
after)**

| | | |
|----------|---|------------------|
| IFRIC 20 | Stripping Costs in the Production Phase of a Surface Mine | January 01, 2013 |
|----------|---|------------------|

The Company expects that the adoption of the above amendments and interpretations of the standards will not affect the Company's financial statements in the period of initial application.

4 SIGNIFICANT ACCOUNTING POLICIES

4.1 Property plant and equipment

a) Owned assets

These are stated at cost / revalued amount less accumulated depreciation and accumulated impairment losses, if any, except capital work-in-progress which is stated at cost. Cost comprises of actual cost including, interest and charges and trial run operational results.

Depreciation is charged on all fixed assets by applying the reducing balance method at the rates specified in note 5. The rates are determined to allocate the cost of an asset less estimated residual value, if not insignificant, over its useful life.

Depreciation on assets is charged from the month of addition while no depreciation is charged for the month in which assets are disposed off.

Maintenance and normal repairs are charged to income as and when incurred while cost of major replacements and improvements, if any, are capitalized.

Gains and losses on disposal and retirement of an asset are included in the profit and loss account.

b) Leased assets

Leases of property, plant and equipment where the Group has substantially all the risks and rewards of ownership are classified as finance lease. Assets subject to finance lease are stated at the lower of present value of minimum lease payments under the lease agreement and the fair value of the assets acquired on lease. Outstanding obligations under the lease less finance charges allocated to future periods are shown as liability. Finance costs under lease agreements are allocated to the periods during the lease term so as to produce a constant periodic rate of financial cost on the remaining balance of principal liability for each period.

Assets acquired under a finance lease are depreciated over the useful life of the asset on reducing balance method at the rates given in note 5. Depreciation on leased assets is charged to the profit and loss account.

Depreciation on additions to leased assets is charged from the month in which an asset is acquired while no depreciation is charged for the month in which asset is disposed off.

c) Capital work in progress

Capital work-in-progress represents expenditure on fixed assets in the course of construction and installation. Transfers are made to relevant fixed assets category as and when assets are available for use. Capital work-in-progress is stated at cost.

4.2 Goodwill

Goodwill represents the excess of the cost of an acquisition over the fair value of the Group's share of the net identifiable assets of the acquired subsidiary at the date of acquisition. Separately recognised goodwill is tested annually for impairment and carried at cost less accumulated impairment losses. Impairment losses on goodwill are not reversed.

4.3 Intangible assets

Costs that are directly associated with identifiable software products controlled by the Group and have probable economic benefits beyond one year are recognized as intangible assets. These are stated at cost less accumulated amortization and impairment losses, if any. Amortization is provided on a straight line basis over the asset's estimated useful life.

4.4 Investment property

Investment property is property which are held either to earn rental income or for capital appreciation or for both. Investment property is initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition investment property is carried at fair value. The fair value is determined annually by an independent approved valuer. The fair value is based on market value being the estimated amount for which a property could be exchanged on the date of valuation between knowledgeable and willing buyer and seller in an arms length transaction.

Any gain or loss arising from a change in fair value is recognized in the income statement.

Rental income from investment property is accounted for as described in note 4.22.

When an item of property, plant and equipment is transferred to investment property following a change in its use differences arising at the date of transfer between the carrying amount of the item immediately prior to transfer and its fair value is recognized in surplus on revaluation of property, plant and equipment if it is a gain. Upon disposal of the item the related surplus on revaluation of property, plant and equipment is transferred to retained earnings. Any loss arising in this manner is recognized immediately in the income statement.

For a transfer from inventories to investment property that is carried at fair value any difference between the fair value of the property at that date and its previous carrying amount is recognized in the income statement.

If an investment property becomes owner-occupied, it is reclassified as property, plant and equipment and its fair value at the date of reclassification becomes its cost for accounting purposes.

4.5 Investments

Investment in associates

Investment in associates where the Group holds 20% or more of the voting power of the investee Company and where significant influence can be established are accounted for using the

equity method. Investment in associates other than those described as above are classified as “available for sale”.

In case of investments accounted for under the equity method, the method is applied from the date when significant influence is established until the date when that significant influence ceases.

Available for sale investments

These are initially measured at cost, being the fair value of consideration given. At subsequent reporting dates, these investments are re-measured at fair value. For listed securities, fair value is determined on the basis of period end bid prices obtained from stock exchange quotations, while for unquoted securities, fair value is determined considering break up value of securities.

All purchases and sales of investments are recognized on the trade date which is the date that the Group commits to purchase or sell the investment. Cost of purchase includes transaction cost.

Changes in carrying value are recognized in equity until the investment is sold or determined to be impaired at which time the cumulative gain or loss previously recognized in equity is included in profit and loss account for the year.

4.6 Stores, spares and loose tools

These are valued at lower of moving average cost and net realisable value less impairment, if any, except for items in transit, which are valued at cost comprising of invoice value plus other charges paid thereon till the balance sheet date. The Group reviews the carrying amount of stores and spares on a regular basis and provision is made for obsolescence if there is any change in usage pattern and physical form of related stores, spares and loose tools. For items which are slow moving and / or identified as surplus to the Group's requirements, adequate provision is made for any excess book value over estimated realisable value.

4.7 Stock-in-trade

These are valued at lower of cost and net realizable value. Cost is determined as follows:

| | |
|--------------------------------------|--|
| Raw and packing materials | Weighted average cost |
| Raw and packing materials in transit | Invoice value plus other expenses incurred thereon |
| Work in process | Cost of material as above plus proportionate production overheads |
| Finished goods | Average cost of manufacture which includes proportionate production overheads including duties and taxes paid thereon, if any. |

Net realizable value represents the estimated selling prices in the ordinary course of business less expenses incidental to make the sale.

4.8 Trade debts and other receivables

Trade debts and other receivables are carried at original invoice amount being the fair value of amount to be received, less an estimate made for doubtful receivables based on review of outstanding amounts at the year end, if any. An estimate is made for doubtful receivables when collection of the amount is no longer probable. Debts considered irrecoverable are written off.

4.9 Taxation

a) Current

The charge for current year is higher of the amount computed on taxable income at the current rates of taxation after taking into account tax credits and rebates, if any, and minimum tax computed at the prescribed rate on turnover. The charge for current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years.

b) Deferred

Deferred tax is provided using the liability method for all temporary differences at the balance sheet date between tax bases of assets and liabilities and their carrying amounts for financial reporting purposes. In this regard, the effects on deferred taxation of the portion of income subject to final tax regime is also considered in accordance with the requirement of Technical Release - 27 of the Institute of Chartered Accountants of Pakistan.

Deferred tax asset is recognised for all deductible temporary differences and carry forward of unused tax losses, if any, to the extent that it is probable that taxable profit will be available against which such temporary differences and tax losses can be utilised.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the assets are realised or the liabilities are settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

Deferred tax is charged or credited to the profit and loss account, except in case of items charged or credited directly to equity in which case it is included in the statement of comprehensive income.

4.10 Borrowings

Loans and borrowings are recorded at the proceeds received. Financial charges are accounted for on accrual basis.

4.11 Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for goods and services received.

4.12 Provisions

Provisions are recognized when the Group has a present, legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimates.

4.13 Leases

Finance lease

Leases that transfer substantially all the risks and rewards incidental to ownership of an asset are classified as finance leases. Assets on finance lease are capitalised at the commencement of the lease term at the lower of the fair value of leased assets and the present value of minimum lease payments. Finance costs under lease arrangements are allocated to the periods during the lease

term so as to produce a constant periodic rate of finance cost on the remaining balance of principal liability for each period.

Operating lease / Ijarah

Operating lease / Ijarah in which a significant portion of the risks and rewards of ownership are retained by the lessor / Muj'ir (lessor) are classified as operating leases/Ijarah. Payments made during the period are charged to profit and loss on a straight-line basis over the period of the lease / Ijarah.

4.14 Cash and cash equivalents

For the purposes of cash flow statement, cash and cash equivalents consists of cash in hand and balances with banks net of borrowings not considered as being in the nature of financing activities.

4.15 Dividend and appropriation to reserve

Dividend distribution to the Group's shareholders is recognized as a liability in the Group's financial statements in the period in which the dividends are approved.

4.16 Impairment

The Group assesses at each balance sheet date whether there is any indication that an asset may be impaired. If such indication exists, the carrying amounts of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying value exceeds recoverable amount, assets are written down to the recoverable amount.

4.17 Financial instruments

All the financial assets and financial liabilities are recognized at the time when the Group becomes a party to the contractual provisions of the instrument. Any gains or losses on de-recognition of the financial assets and financial liabilities are taken to profit and loss account currently.

4.17 Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Group has a legally enforceable right to set-off the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

4.19 Foreign currency transactions and translation

Transactions in foreign currencies are translated into Pak Rupees at the rates of exchange approximating those prevailing on the date of transactions or at the contract rate. Monetary assets and liabilities in foreign currencies are translated into Pak Rupees at the rates of exchange approximating those prevailing at the balance sheet date or at the contract rate. Exchange gains and losses are included in profit and loss account currently.

4.20 Staff retirement benefits

The Holding Company operates an un-funded gratuity scheme for its permanent employees. Provision is based on actuarial valuation of the scheme carried out as at June 30, 2012 in accordance with IAS-19 "Employee Benefits" and the resulting vested portion of past service cost has been charged to income in the current year.

Contribution is made to this scheme on the basis of actuarial recommendations. Actuarial gains and losses at each valuation date are charged to profit and loss account. Gratuity is payable to staff on completion of prescribed qualifying period of service under the scheme.

A recognized provident fund scheme is also in operation, which covers all permanent employees. The Holding Company and the employees make equal contributions to the fund.

4.21 Compensated absences

The Holding Company accounts for these benefits in the period in which the absences are earned.

4.22 Revenue recognition

Sales are recognized on dispatch of goods to customers.

Interest income is recognized on accrual basis.

Dividend on equity investments is recognized as income when the right to receive payment is established.

Rental income is recognized on accrual basis.

4.23 Related party transactions

Transactions with related parties are based on the policy that all transactions between the Group and the related parties are carried out at arm's length. The prices are determined in accordance with the methods prescribed in the Companies Ordinance, 1984.

4.24 Borrowing costs

Interest and commitment charges on long term loans are capitalized for the period up to the date of commencement of commercial production of the respective plant and machinery acquired out of the proceeds of such loans. All other interest and charges are treated as expenses during the year.

4.25 Recoating expenses of DSA Plant

Provision has been made in these financial statements for the erosion of coating on the anodes during the year based on best estimates available. Anodes once recoated are used for a period of three years.

Notes to the Consolidated Financial Statements

For the year ended June 30, 2012

The following is the statement of operating fixed assets:

| Description | Freehold land | Buildings on freehold land | Railway sidings | Plant and machinery | Other equipments | Furniture and fixtures | Office and other equipments | Vehicles | Total |
|--|----------------------|----------------------------|-----------------|---------------------|------------------|------------------------|-----------------------------|---------------|------------------|
| | (Rupees in thousand) | | | | | | | | |
| Net carrying value basis year ended June 30, 2012 | | | | | | | | | |
| Opening net book value (NBV) | 793,880 | 78,910 | 3,724 | 1,577,341 | 7,962 | 3,007 | 11,482 | 22,333 | 2,498,639 |
| Additions (at cost) | 12,902 | 690 | - | 235,942 | 6,805 | 220 | 5,393 | 4,681 | 266,633 |
| Disposals / transfers (NBV) | (12,000) | - | - | (43,329) | - | - | - | (619) | (55,948) |
| Depreciation charge | - | (7,896) | (372) | (176,754) | (1,651) | (307) | (2,865) | (4,705) | (194,550) |
| Closing net book value | 794,782 | 71,704 | 3,352 | 1,593,200 | 13,116 | 2,920 | 14,010 | 21,690 | 2,514,774 |
| Gross carrying value basis year ended June 30, 2012 | | | | | | | | | |
| Cost | 794,782 | 157,589 | 7,274 | 3,059,454 | 48,262 | 6,657 | 35,634 | 67,224 | 4,176,876 |
| Accumulated depreciation | - | (85,885) | (3,922) | (1,466,254) | (35,146) | (3,737) | (21,624) | (45,534) | (1,662,102) |
| Net book value | 794,782 | 71,704 | 3,352 | 1,593,200 | 13,116 | 2,920 | 14,010 | 21,690 | 2,514,774 |
| Net carrying value basis year ended June 30, 2011 | | | | | | | | | |
| Opening net book value (NBV) | 793,880 | 87,677 | 4,138 | 1,530,186 | 8,883 | 3,161 | 12,343 | 30,490 | 2,470,758 |
| Additions (at cost) | - | - | - | 222,389 | 444 | 176 | 2,069 | 1,965 | 227,043 |
| Disposals / transfers (NBV) | - | - | - | - | - | - | - | (3,877) | (3,877) |
| Depreciation charge | - | (8,767) | (414) | (175,234) | (1,365) | (330) | (2,930) | (6,245) | (195,285) |
| Closing net book value | 793,880 | 78,910 | 3,724 | 1,577,341 | 7,962 | 3,007 | 11,482 | 22,333 | 2,498,639 |
| Gross carrying value basis year ended June 30, 2011 | | | | | | | | | |
| Cost | 793,880 | 156,899 | 7,274 | 2,866,841 | 41,457 | 6,437 | 30,241 | 67,456 | 3,970,485 |
| Accumulated depreciation | - | (77,989) | (3,550) | (1,289,500) | (33,495) | (3,430) | (18,759) | (45,123) | (1,471,846) |
| Net book value | 793,880 | 78,910 | 3,724 | 1,577,341 | 7,962 | 3,007 | 11,482 | 22,333 | 2,498,639 |
| Depreciation rate % per annum | - | 10 | 10 | 10 | 15 | 10 | 15 to 30 | 20 | - |

5.1 Free hold land was lastly revalued by an independent valuer M/s. Engineering Pakistan Int'l (Private) Limited as at June 30, 2012 on the basis of market value. Had there been no revaluation on that date, the book value of operating fixed assets would have been lower by Rs. 731.238 million (2011: Rs. 720.278 million).

5.2 Borrowing cost capitalised during the year amounted to Rs. 1.404 million (2011: Rs. 4.967) at an average rate of 15.73% per annum (2011: 15.49% per annum).

5.3 The carrying value of idle assets amounted to Rs. 13.106 million (2011: Rs. 17.436) as at the balance sheet date.

5.4 The depreciation charge for the year has been allocated as follows:

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-------------------------------------|------|------------------------------|------------------------------|
| Cost of sales | 33 | 190,421 | 189,958 |
| Selling and distribution expenses | 34 | 635 | 750 |
| General and administrative expenses | 35 | 3,494 | 4,577 |
| | | <u>194,550</u> | <u>195,285</u> |

5.5 The following operating fixed assets were disposed off during the year:

| Description | Cost | Accumulated depreciation | Net Book value | Sale proceeds | Mode of disposal | Particulars of buyers |
|---|---------------|--------------------------|----------------|---------------|--|-----------------------|
| | | | | | | |
| Vehicle | | | | | | |
| LXH-9157 - Suzuki Mehran | 285 | 285 | - | 160 | Negotiated | Mr.M.Bilal |
| FSB-5957 - Motor Cycle | 62 | 51 | 11 | - | Theft of Vehicle | |
| LZM-6566 - Suzuki Cultus | 586 | 457 | 129 | 550 | Negotiated | MR. Tahir Nadeem |
| LEC-5760 - Suzuki Alto | 531 | 316 | 215 | 531 | Negotiated | Ibrahim Ijaz |
| LEF-3418 - Suzuki Alto | 594 | 330 | 264 | 585 | Negotiated | Latif Malik |
| Plant and Machinery | | | | | | |
| Coal Gasfire | 43,329 | - | 43,329 | 40,700 | Negotiated | UBL (Ameen) |
| Freehold land | | | | | | |
| 10533.64 SQM plot situated at Sundar Industrial Estate, Sundar - Raiwind road, Lahore | 12,000 | - | 12,000 | 10,355 | Cancellation of allotment in default of execution of agreement to sell | |
| Total - 2012 | <u>57,387</u> | <u>1,439</u> | <u>55,948</u> | <u>52,881</u> | | |
| Total - 2011 | <u>8,171</u> | <u>4,294</u> | <u>3,877</u> | <u>6,025</u> | | |

Notes to the Consolidated Financial Statements

For the year ended June 30, 2012

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 6 CAPITAL WORK IN PROGRESS | | | |
| This comprises of: | | | |
| Plant and machinery | | 39,442 | 82,944 |
| Building | | - | 690 |
| Intangible Assets | | 3,500 | - |
| | | <u>42,942</u> | <u>83,634</u> |
| 6.1 An amount of Rs. 236.148 million (2011: Rs. 214.942 million) has been transferred to operating fixed assets during the year. | | | |
| 7 INTANGIBLE ASSETS | | | |
| Software and licenses | | | |
| Net carrying value as at 1 July | | | |
| Opening balance as on July 01, | | 253 | 1,462 |
| Additions during the year | | - | 247 |
| Amortization charge | 7.1 | (132) | (1,456) |
| Net book value as at June 30, | | <u>121</u> | <u>253</u> |
| Gross carrying value as at 30 June, | | | |
| Cost | | 6,352 | 6,352 |
| Accumulated amortization | | (6,231) | (6,099) |
| Net book value | | <u>121</u> | <u>253</u> |
| Amortization % per annum | | <u>33.33%</u> | <u>33.33%</u> |
| 7.1 The amortization charge for the year has been allocated as follows: | | | |
| Administrative expenses | 35 | <u>132</u> | <u>1,456</u> |
| 8 GOODWILL | | | |
| Balance as at June 30, | | <u>6,445</u> | <u>6,445</u> |
| 9 INVESTMENT PROPERTY | | | |
| Freehold land (Commercial property) | 9.1 | <u>71,100</u> | <u>67,800</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 9.1 Opening balance | | 67,800 | 64,500 |
| Fair value gain on revaluation shown in "income statement" | | 3,300 | 3,300 |
| | | <u>71,100</u> | <u>67,800</u> |
| This comprises commercial property that is free hold land held for capital appreciation. The carrying value of investment property is the fair value of the property as at June 30, 2012 as determined by approved independent valuer M/S. Engineering Pakistan Int'l (Pvt) Limited. Fair value was determined having regard to recent market transactions for similar properties in the same location and condition. | | | |
| 10 LONG TERM INVESTMENTS | | | |
| Available for sale | | | |
| Investment in related parties - unquoted Chemi Visco Fiber Limited 5,625,000 (2011: 5,625,000) fully paid ordinary shares of Rs.10/- each | | 56,250 | 56,250 |
| Less: Provision for diminution in value of investment | 10.1 | (56,250) | (56,250) |
| | | - | - |
| Relevant information: | | | |
| Percentage of investment in equity held 7.91% (2011: 7.91%) (Chief Executive : Mr. Usman Ghani Khatri) | | | |
| | | - | - |
| 10.1 This provision was made in earlier years as a matter of prudence since the project of the investee Company is not operating and there is some uncertainty regarding future earnings and related cash flows. | | | |
| 11 LONG TERM DEPOSITS | | | |
| Long term deposits | | <u>37,622</u> | <u>32,144</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------------------------------|------------------------------|
| 18 TAX REFUNDS DUE FROM GOVERNMENT | | |
| (Considered good) | | |
| Income tax | 50,125 | 758 |
| Sales tax and special excise duty | - | 6,763 |
| | <u>50,125</u> | <u>7,521</u> |
| 19 TAXATION - NET | | |
| Advance income tax | 56,922 | 98,897 |
| Less: Provision for taxation | 44,146 | 32,685 |
| | <u>12,776</u> | <u>66,212</u> |
| 20 CASH AND BANK BALANCES | | |
| Cash in hand | 938 | 253 |
| Cheques in hand | 76,292 | 98,473 |
| Cash at banks | | |
| Current accounts | 44,053 | 1,038 |
| Saving accounts | 9,123 | 17,670 |
| | <u>130,406</u> | <u>117,434</u> |

The balance in saving accounts carries mark up which ranges from 5.86% to 6.11% per annum (2011: 5% to 6%).

21 SHARE CAPITAL

21.1 Authorized share capital

| | 2012 | 2011 | | 2012 | 2011 |
|--|-------------------|------------------------------------|----------------|----------------|------|
| Number of shares of Rs. 10/- each | | | | | |
| 50,000,000 | 50,000,000 | Ordinary shares of Rs. 10/- each | 500,000 | 500,000 | |
| 25,000,000 | 25,000,000 | Preference shares of Rs. 10/- each | 250,000 | 250,000 | |
| <u>75,000,000</u> | <u>75,000,000</u> | | <u>750,000</u> | <u>750,000</u> | |

21.2 Issued, subscribed and paid up capital

| | 2012 | 2011 | | 2012 | 2011 |
|---|-------------------|--|----------------|----------------|------|
| Ordinary shares of Rs. 10/- each | | | | | |
| 100,000 | 100,000 | Fully paid in cash | 1,000 | 1,000 | |
| 24,900,000 | 24,900,000 | Issued for consideration other than cash | 249,000 | 249,000 | |
| <u>11,000,000</u> | <u>11,000,000</u> | Fully paid bonus shares | 110,000 | 110,000 | |
| <u>36,000,000</u> | <u>36,000,000</u> | | <u>360,000</u> | <u>360,000</u> | |
| <u>1,686,240</u> | <u>1,686,240</u> | Shares held by associated companies | 4.68% | 4.68% | |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 22 SURPLUS ON REVALUATION OF FIXED ASSETS | | | |
| Balance as at July 01, | | 748,559 | 748,559 |
| Revaluation surplus arising during the year | | 11,618 | - |
| Transfer to unappropriated profit in respect of disposal of freehold land during the year | | 642 | - |
| | | <u>760,819</u> | <u>748,559</u> |

This amount represents surplus arising on the revaluation of freehold land carried out on June 30, 2012 by an independent valuer M/S. Engineering Pakistan Int'l (Private) Limited on the basis of market value.

23 LONG TERM FINANCING

Secured

Banking companies

| | | | |
|-------------------------|------|---------------|----------------|
| The Bank of Punjab-BMR | 23.1 | 68,750 | 93,750 |
| United Bank Limited-LTF | 23.2 | 17,500 | 27,500 |
| | | <u>86,250</u> | <u>121,250</u> |

Other Financial Institutions

| | | | |
|---|------|----------------|----------------|
| Pak Kuwait Investment Company (Private) Limited- Syndicated- II | | - | 6,250 |
| Saudi Pak industrial and Agricultural Investment Company Limited.-LTF (EOP) | 23.2 | 12,391 | 28,912 |
| Saudi Pak industrial and Agricultural Investment Company Limited. | 23.3 | 2,167 | 6,567 |
| Pak Kuwait Investment Company (Private) Limited- BMR | 23.4 | 50,000 | 72,222 |
| Saudi Pak industrial and Agricultural Investment Company Limited- BMR | 23.5 | 77,778 | 100,000 |
| Pak Brunei Investment Co. Ltd- BMR | 23.6 | 43,750 | 50,000 |
| | | <u>186,086</u> | <u>263,951</u> |

Unsecured

| | | | |
|---|------|----------------|----------------|
| Ittehad Developers - related party | 23.7 | 6,660 | 6,660 |
| Others | 23.7 | 4,150 | 4,150 |
| | | <u>10,810</u> | <u>10,810</u> |
| | | <u>283,146</u> | <u>396,011</u> |
| Less: Current portion shown under current liabilities | 30 | 117,311 | 129,929 |
| | | <u>165,835</u> | <u>266,082</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

- 23.1 This finance is secured against first pari passu charge on all present and future fixed assets of the Holding Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 2.5% spread with floor of 11% per annum. This loan was disbursed in June 2010 and is repayable in sixteen quarterly equal installments commencing from June 2011.
- 23.2 These finances are sanctioned under LTF-EOP Scheme of the State Bank of Pakistan for a period of five years including grace period of one year and carry mark-up at State Bank of Pakistan's declared rate for the scheme plus 2% per annum. These are secured against first pari passu charge by way of hypothecation over all present and future fixed assets of the Subsidiary Company excluding land and building.
- 23.3 This finance is sanctioned for the period of five years including grace period of one year and carries mark-up at six months KIBOR plus 3% per annum. This loan is secured against first pari passu charge by way of hypothecation over all present and future fixed assets of the Company excluding land and building.
- 23.4 This finance is secured against first pari passu charge on all present and future fixed assets of the Holding Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in September 2009 and is repayable in eighteen quarterly equal installments commencing from June 2010.
- 23.5 This finance is secured against first pari passu charge on all present and future fixed assets of the Holding Company with 25% margin and carries mark up at three months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in December 2010 and is repayable in eighteen quarterly equal installments commencing from September 2011.
- 23.6 This finance is secured against first pari passu charge on all present and future fixed assets of the Holding Company with 25% margin and carries mark up at six months average KIBOR Ask rate plus 3% per annum. This loan was disbursed in September 2010 and is repayable in eight semi annually equal installments commencing from March 2012.
- 23.7 These are interest free loans and repayable in a period of 2 years starting from July 2009.

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| 24 LONG TERM DIMINISHING MUSHARAKA | | | |
| Secured | | | |
| Banking Companies | | | |
| Standard Chartered Bank (Pakistan) limited | 24.1 | 25,000 | 41,667 |
| Askari Bank Limited | 24.1 | 50,000 | 83,333 |
| Burj Bank Limited | 24.1 | 16,667 | 27,778 |
| United Bank Limited - Islamic Banking | 24.1 | 83,333 | 138,889 |
| Summit Bank Limited | 24.1 | 16,667 | 27,778 |
| | | <u>191,667</u> | <u>319,445</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| Financial Institutions | | | |
| Pak Libya Holding Company (Private) Limited | 24.1 | 50,000 | 83,333 |
| UBL Fund Managers | 24.1 | 8,333 | 13,889 |
| | | <u>58,333</u> | <u>97,222</u> |
| | | 250,000 | 416,667 |
| Less: Current portion shown under current liabilities | 30 | <u>166,667</u> | <u>166,667</u> |
| | | <u>83,333</u> | <u>250,000</u> |
| 24.1 The above finances are secured against first pari passu charge on fixed assets of the Company and carry mark up at six months average KIBOR rate plus 200 bps. These finances were disbursed from August 22, 2007 to September 01, 2007 and are repayable in nine semi annual equal installments commencing from August 22, 2009 being the 24th month from the facility date. | | | |
| 25 LONG TERM MURABAHA | | | |
| Secured | | | |
| Banking Company | | | |
| Faysal Bank Limited | 25.1 | 116,667 | 194,444 |
| Less: Current portion shown under current liabilities | 30 | <u>77,778</u> | <u>77,778</u> |
| | | <u>38,889</u> | <u>116,666</u> |
| 25.1 This finance is secured against first pari passu charge on fixed assets of the Company and carries mark up at six months average KIBOR Ask rate plus 200 bps. This loan was disbursed in August 31, 2007 and is repayable in nine semi annual equal installments commencing from August 22, 2009. | | | |
| 26 DEFERRED LIABILITIES | | | |
| Provision for recoating of DSA anodes | 26.1 | 6,375 | 5,626 |
| Deferred taxation | 26.2 | 326,822 | 288,740 |
| Provision for gratuity | 26.3 | 24,622 | 14,961 |
| | | <u>357,819</u> | <u>309,327</u> |
| 26.1 Provision for Dimensionally Stable Anodes (DSAs) | | | |
| Balance brought forward | | 12,286 | 15,072 |
| Payments made against recoating of anodes | | (609) | (5,741) |
| Provision made for recoating (net) | | <u>775</u> | <u>2,955</u> |
| | | 12,452 | 12,286 |
| Less: Current portion included in accrued liabilities | | <u>(6,077)</u> | <u>(6,660)</u> |
| | | <u>6,375</u> | <u>5,626</u> |

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------------------------------|------------------------------|
| 26.2 Deferred taxation | | |
| Deferred tax liability comprises as follows: | | |
| Taxable temporary differences | | |
| Tax depreciation allowances | 342,134 | 320,906 |
| Deductible temporary differences | | |
| Provision for gratuity | (8,557) | (5,091) |
| Provision for doubtful debts | (6,755) | (4,829) |
| Minimum tax adjustment | - | (22,246) |
| | <u>326,822</u> | <u>288,740</u> |

26.3 Defined benefit plan

a. General description

The scheme provides for terminal benefits for all its permanent employees who qualify for the scheme. The defined benefit payable to each employee at the end of his/her service comprises of total number of years of his service multiplied by last drawn basic salary including cost of living allowance.

Annual charge is based on actuarial valuation carried out by an independent approved valuer M/S Nauman Associates as at June 30, 2012 using the Projected Unit Credit method.

b. Significant actuarial assumptions

Following are significant actuarial assumptions used in the valuation:

| | |
|-------------------------------------|---------------|
| Discount rate | 13% per annum |
| Expected rate of increase in salary | 12% per annum |

c. Reconciliation of payable to defined benefit plan

| | | |
|---------------------------------------|---------------|---------------|
| Present value of obligation | 24,622 | 14,961 |
| Liability recognized in balance sheet | <u>24,622</u> | <u>14,961</u> |

d. Movement of liability recognized in the balance sheet

| | | |
|--|---------------|---------------|
| Present value of obligation at the start of the year | 14,961 | 10,214 |
| Current service cost | 6,718 | 5,079 |
| Interest cost | 1,945 | - |
| Actuarial loss | 2,426 | - |
| Contribution paid to outgoing employees | (1,428) | (332) |
| Closing net liability | <u>24,622</u> | <u>14,961</u> |

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-------------------------------|------------------------------|------------------------------|
| e. Charge for the year | | |
| Current service cost | 6,718 | 5,079 |
| Interest cost | 1,945 | - |
| Actuarial loss | 2,426 | - |
| Charge for the year | <u>11,089</u> | <u>5,079</u> |

f. Historical information of Staff Gratuity Fund.

| | 2012 | 2011 | 2010 | 2009 | 2008 |
|--|--|-----------------|-----------------|----------------|----------------|
| | Rupees in thousand | | | | |
| a) Present value of defined Benefit obligations and fair Value of plan assets | | | | | |
| Present value of defined benefit obligation | 24,622 | 14,961 | 10,214 | 1,962 | 1,600 |
| Fair value of plan assets (Deficit) | <u>(24,622)</u> | <u>(14,961)</u> | <u>(10,214)</u> | <u>(1,962)</u> | <u>(1,600)</u> |
| b) Experience adjustments | | | | | |
| Experience gain/(loss) on obligation | (2,426) | - | (1,205) | - | - |
| Experience gain/(loss) on plan assets | - | - | - | - | - |
| g. | As per actuarial estimates, the charge in respect of defined benefit plan for the year ending June 30, 2013 would be Rs. 10.563 million. | | | | |

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|------------------------------------|------|------------------------------|------------------------------|
| 27 TRADE AND OTHER PAYABLES | | | |
| Trade creditors | | 46,121 | 31,115 |
| Accrued liabilities | 27.1 | 507,653 | 272,607 |
| Advances from customers | | 25,865 | 27,670 |
| Retention money | | 1,199 | 1,170 |
| Income tax deducted at source | | 623 | 576 |
| Other liabilities | | 181 | 186 |
| Workers' Profit Participation Fund | 27.2 | 12,795 | 7,013 |
| Workers' Welfare Fund | | 3,724 | 2,475 |
| Sales tax payable | | 15,272 | - |
| | | <u>163,433</u> | <u>342,812</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

27.1 This includes a balance due to Chemi Multifabrics Limited, an associated company, amounting to Rs. 14.256 million (2011: Rs. 10.890 million).

| | Note | 2012 (Rupees in thousand) | 2011 |
|---|------|------------------------------|--------------|
| 27.2 Workers' profit participation fund balances comprise as follows: | | | |
| Balance as at July 01, | | 7,013 | 8,743 |
| Less: Amount paid to fund | | 6,231 | 7,950 |
| | | 782 | 793 |
| Current year's allocation at 5% | 36 | 12,013 | 6,220 |
| | | <u>12,795</u> | <u>7,013</u> |

The Group retains the allocation of this fund for its business operations till the amounts are paid.

28 MARK UP ACCRUED

Accrued mark up / interest

Secured

Long term financing

Long term diminishing musharaka

Long term murabaha

Short term borrowings

| | | |
|--|---------------|---------------|
| | 5,392 | 8,107 |
| | 12,308 | 23,014 |
| | 5,744 | 10,740 |
| | 14,467 | 16,919 |
| | <u>37,911</u> | <u>58,780</u> |

29 SHORT TERM BORROWINGS

Secured

Banking companies

Running finances

MCB Bank Limited

Askari Bank Limited

Askari Bank Limited

The Bank of Punjab Limited

KASB Bank Limited

Term finance

KASB Bank Limited - ERF I

KASB Bank Limited - ERF II

The Bank of Punjab Limited - FATR

Faysal Bank Limited

Murabaha finance

Burj Bank Limited

Al-Baraka Bank (Pakistan) Limited

| | | |
|-------|----------------|----------------|
| 29.1 | 56,562 | 78,617 |
| 29.2 | 73,142 | 101,361 |
| 29.3 | 22,001 | 32,237 |
| 29.4 | 862 | 125,838 |
| 29.5 | 49,201 | 23,949 |
| 29.6 | 24,828 | 25,000 |
| 29.7 | 13,199 | 20,000 |
| 29.8 | 14,473 | 11,016 |
| 29.9 | 40,000 | 40,000 |
| 29.10 | 100,000 | 100,000 |
| 29.11 | 51,490 | - |
| | <u>445,758</u> | <u>558,018</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

29.1 This facility is secured against first pari passu charge over present and future current assets of the Holding Company and hypothecation of stock of chemicals. The facility carries mark-up at three months average KIBOR Ask rate plus 1.9% spread per annum (2011: three months average KIBOR Ask rate plus 1.9% spread per annum). The limit of finance is Rs. 90 million (2011: Rs. 90 million).

29.2 This facility is secured against first pari passu charge over all present and future current assets of the Holding Company and carries mark-up at three months average KIBOR Ask rate plus 1.9 % per annum (2011: three months average KIBOR Ask rate plus 1.9% per annum). The limit of finance is Rs. 200 million (2011: Rs. 200 million).

29.3 This facility is secured against first pari passu charge over all present and future current assets of the Subsidiary Company and carries mark-up at three months average KIBOR Ask rate plus a spread of 1.9% per annum (2011: Three months average KIBOR Ask rate plus 1.9% per annum). The limit of finance is Rs. 50 million (2011: Rs. 50 million).

29.4 This facility is secured against first pari passu charge on all present and future current assets of the Holding Company and carries mark-up at three months average KIBOR Ask rate plus 2.5 % per annum with floor of 11 % per annum (2011: Three months average KIBOR Ask rate plus 2.5% per annum with floor of 11 %). The limit of finance is Rs. 150 million (2011: Rs. 150 million).

29.5 This facility is secured against first pari passu charge over all present and future current assets of the Holding Company and carries mark-up at three months average KIBOR Ask rate plus 2.75% per annum (2011: Three months average KIBOR Ask rate plus 2.75 % per annum). The limit of finance is Rs. 50 million (2011: Rs. 50 million).

29.6 This export refinance facility is secured against first pari passu charge over all present and future current assets of the Holding Company and lien over export LCs / contract / export bills. It carries mark-up @ SBP rate plus 1 % (2011: SBP rate plus 1 %). The limit of finance is Rs. 50 million (2011: Rs. 50 million).

29.7 This export refinance facility is secured against first pari passu charge over all present and future current assets of the Subsidiary Company and lien over export LCs / contract / export bills. It carries mark-up at SBP rate plus 1 % and the limit is Rs. 25 million (2011: Rs. 25 million) for the term of six months.

29.8 This facility is secured against first pari passu charge on all present and future current assets of the Holding Company and carries mark-up at three months average KIBOR Ask rate plus 2.5 % per annum with floor of 11 % per annum (2011: Three months average KIBOR Ask rate plus 2.5% per annum with floor of 11 %). The limit of finance is Rs. 50 million (2011: Rs. 50 million).

29.9 This facility is secured against first pari passu charge over present and future current assets of the Holding Company and carries mark-up at six months average KIBOR Ask rate plus 2.25% per annum (2011: Six months average KIBOR Ask rate plus 2.25 % per annum). The limit of finance is Rs. 40 million (2011: Rs. 40 million).

29.10 This facility is secured against first pari passu Hypothecation charge over current assets of the Holding Company and carries mark-up at matching KIBOR Ask rate plus 2.5% per annum (2011: matching KIBOR Ask rate plus 2.5% per annum). The limit of finance is Rs. 100 million (2011: 100 million).

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

- 29.11 This facility is secured against first joint pari passu charge over present and future current assets including but not limited to book debts and receivables of the Holding Company amounting to Rs. 100 million with 25% margin and carries mark-up at matching KIBOR Ask rate plus 2.5% per annum. The limit of finance is Rs. 75 million (2011: Rs. Nil).

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| 30 CURRENT PORTION OF LONG TERM LIABILITIES | | | |
| Long term financing | 23 | 117,311 | 129,929 |
| Long term diminishing musharaka | 24 | 166,667 | 166,667 |
| Long term murabaha | 25 | 77,778 | 77,778 |
| | | <u>361,756</u> | <u>374,374</u> |

31 CONTINGENCIES AND COMMITMENTS

31.1 Contingent liabilities

- a) The Holding Company has received an assessment order under section 122(5) of the Income Tax Ordinance, 2001 for tax year 2004 as a result of which brought forward losses of the Holding Company have decreased by Rs. 24.849 million (2011: Rs. 24.849 million). The Holding Company filed an appeal before Commissioner of Inland Revenue (Appeals) Zone-1 against the impugned order who has given certain reliefs to the Holding Company. Both the Holding Company and Income Tax Department filed an appeal before Appellate Tribunal Inland Revenue. The Hon'ble ATIR (Appellate Tribunal Inland Revenue) has partially decided the case in the Holding Company's favour and partially remanded to the Taxation Officer for fresh proceedings. The Holding Company expect a favorable outcome of the proceedings. However, if the proceedings are finalized against the Holding Company, it may result in tax payable of Rs. 3.114 million.
- b) The Holding Company has also received an order under section 161/205 of the Income Tax Ordinance, 2001 for tax year 2004 creating demand of Rs. 12.069 million (June 30, 2011: Rs. 12.069 million). The Holding Company challenged it before Commissioner of Inland Revenue (Appeals) Zone-1 who decided the case in favour of the Holding Company. The department has filed an appeal before Appellate Tribunal Inland Revenue. The Hon'ble ATIR (Appellate Tribunal Inland Revenue) has remanded the case back to the taxation officer for fresh proceedings. However, if the case is decided against the Holding Company, it may result in tax payable of Rs. 12.069 million.
- c) The Holding Company is facing claims, launched in the labour courts, pertaining to staff retirement benefits. In the event of an adverse decision, the Holding Company would be required to pay an amount of Rs. 2.882 million (2011: Rs. 3.364 million) against these claims.
- b) Letters of guarantee outstanding as at June 30, 2012 were Rs. 208.92 million (2011: Rs. 203.248 million) and corporate guarantees on behalf of the Subsidiary Company, amounted to Rs. 263 million (2011: Rs. 203 million).

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

31.2 Commitments

Commitments as on June 30, 2012 were as follows:

- a) Against letters of credit amounting to Rs. 38.241 million (2011: Rs. 32.807 million).
- b) Against purchase of land amounting to Rs. 1.838 million (2011: Rs. 1.838 million).
- c) The Holding Company has entered into Ijarah arrangement with Burj Bank Limited and United Bank limited - Ameen for Plant and Machinery. Commitment of Ijarah rentals under this agreement are as follows:

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--|------|------------------------------|------------------------------|
| Not later than one year | | 38,014 | 28,020 |
| Later than one year and not later than five years. | | 95,848 | 77,055 |
| | | <u>133,862</u> | <u>105,075</u> |

32 SALES

| | | | |
|------------------------------|------|------------------|------------------|
| Sales | | | |
| Manufacturing | 32.1 | 4,621,658 | 3,855,042 |
| Trading | | 16,647 | 3,271 |
| | | <u>4,638,305</u> | <u>3,858,313</u> |
| Less: Sales tax | | 582,074 | 471,852 |
| Commission to selling agents | | 52,460 | 36,180 |
| Special Excise Duty | | - | 40,313 |
| | | <u>634,534</u> | <u>548,345</u> |
| | | <u>4,003,771</u> | <u>3,309,968</u> |

- 32.1 This amount includes export sales amounting to Rs. 399.828 million (2011: Rs. 286.523 million).

33 COST OF SALES

| | | | |
|------------------------------------|------|----------------|----------------|
| Raw materials consumed | | | |
| Opening stock | | 53,541 | 61,404 |
| Purchases | | 317,862 | 290,220 |
| | | <u>371,403</u> | <u>351,624</u> |
| Closing stock | 13 | (57,777) | (53,541) |
| | | <u>313,626</u> | <u>298,083</u> |
| Stores, spares and consumables | | 170,034 | 144,948 |
| Packing materials consumed | | 30,774 | 16,175 |
| Salaries, wages and other benefits | 33.1 | 227,760 | 181,699 |
| Fuel and power | | 2,130,648 | 1,737,804 |
| Repair and maintenance | | 20,235 | 26,273 |
| Rent, rates and taxes | 33.2 | 29,760 | 28,474 |
| Insurance | | 10,240 | 9,778 |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|----------------------------------|------|------------------------------|------------------------------|
| Depreciation | 5.4 | 190,421 | 189,958 |
| Vehicle running expenses | | 14,896 | 12,610 |
| Postage, printing and stationery | | 658 | 492 |
| Other expenses | | 1,276 | 1,486 |
| | | <u>2,826,702</u> | <u>2,349,697</u> |
| Opening | | 11,449 | 8,822 |
| Closing | 13 | (12,711) | (11,449) |
| | | <u>(1,262)</u> | <u>(2,627)</u> |
| Cost of goods manufactured | | 3,139,066 | 2,645,153 |
| Cost of stock | | 27,094 | 5,858 |
| Finished goods | | | |
| Opening | | 128,495 | 99,475 |
| Closing | 13 | (92,983) | (128,495) |
| | | <u>35,512</u> | <u>(29,020)</u> |
| | | <u>3,201,672</u> | <u>2,621,991</u> |

33.1 This amount includes Rs. 13.229 million (2011: Rs. 2.848 million) in respect of employees' retirement benefits.

33.2 This amount includes Rs. 29.494 million (2011: 27.679 million) in respect of operating lease rentals.

34 SELLING AND DISTRIBUTION EXPENSES

| | | | |
|-----------------------------------|------|----------------|----------------|
| Salaries and other benefits | 34.1 | 24,125 | 23,289 |
| Travelling and conveyance | | 970 | 764 |
| Vehicle running expenses | | 1,679 | 1,368 |
| Advertisement and export expenses | | 622 | 552 |
| Telephone, telex and postage | | 993 | 887 |
| Marketing service charges | | 37,431 | 31,182 |
| Freight | | 166,028 | 179,922 |
| Rent, rates and taxes | | 3,758 | 5,775 |
| Printing and stationery | | 276 | 475 |
| Fuel and power | | 1,661 | 1,626 |
| Repair and maintenance | | 451 | 644 |
| Insurance | | 123 | 221 |
| Depreciation | 5.4 | 635 | 750 |
| | | <u>238,752</u> | <u>247,455</u> |

34.1 This amount includes Rs. 2.155 million (2011: Rs. 0.957 million) in respect of employees' retirement benefits.

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

| | Note | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|---|------|------------------------------|------------------------------|
| 35 GENERAL AND ADMINISTRATIVE EXPENSES | | | |
| Salaries and other benefits | 35.1 | 77,142 | 66,350 |
| Travelling and conveyance | | 10,583 | 8,682 |
| Vehicle running expenses | | 4,272 | 3,074 |
| Telephone, telex and postage | | 1,592 | 1,567 |
| Rent, rates and taxes | | 2,549 | 2,559 |
| Printing and stationery | | 930 | 784 |
| Fee and subscription | | 1,725 | 1,342 |
| Legal and professional charges | | 3,848 | 2,609 |
| Fuel and power | | 1,880 | 1,871 |
| Provision for doubtful debts | | 6,584 | 3,482 |
| Repair and maintenance | | 4,339 | 3,621 |
| Depreciation | 5.4 | 3,494 | 4,577 |
| Amortization of intangible assets | 7.1 | 132 | 1,456 |
| Bad debts written off | | 2,926 | 6,384 |
| Donations | 35.2 | 4,625 | 4,387 |
| Others | | 386 | 420 |
| | | <u>127,007</u> | <u>113,165</u> |

35.1 This amount includes Rs. 3.333 million (2011: Rs. 1.569 million) in respect of employees' retirement benefits.

35.2 Donations

35.2.1 Interest of the Directors of Holding, Subsidiary Company or their spouses in the donations made during the year is as follows:

Donation amounting to Rs. 1.9 million (2011: Rs. 1.533 million) paid to Kiran Ibtadai School. Ms. Sabina Khatri w/o Mr. Muhammad Siddique Khatri, Chairman and Chief Executive of the Holding Company is the patron of the school.

35.2.2 Donations other than that mentioned above were not made to any donee in which any Director of the Holding, Subsidiary Company or his / her spouse had any interest at any time during the year.

36 OTHER OPERATING EXPENSES

| | | | |
|------------------------------------|------|---------------|--------------|
| Auditors' remuneration | | | |
| Audit fee | | 600 | 575 |
| Half yearly review fee | | 125 | 125 |
| Tax and certification charges | | 25 | 30 |
| Out of pocket expenses | | 1 | 6 |
| | | <u>751</u> | <u>736</u> |
| Workers' profit participation fund | 27.2 | 12,013 | 6,220 |
| Workers' welfare fund | | 3,724 | 2,475 |
| Loss on sale of fixed assets | | 3,067 | - |
| | | <u>19,555</u> | <u>9,431</u> |

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|-----------------------------------|------------------------------|------------------------------|
| 37 OTHER OPERATING INCOME | | |
| Income from financial assets | | |
| Return on saving accounts | 87 | 228 |
| Gain on foreign exchange | 3,731 | 1,390 |
| | 3,818 | 1,618 |
| Income from non- financial assets | | |
| Gain on sale of fixed assets | - | 2,148 |
| Sale of scrap | 8,063 | 7,678 |
| Recovery of doubtful debts | 1,306 | 5,170 |
| | 9,369 | 14,996 |
| | <u>13,187</u> | <u>16,614</u> |
| 38 FINANCIAL CHARGES | | |
| Markup/interest on: | | |
| Long term financing | 47,820 | 47,413 |
| Long term diminishing musharaka | 47,648 | 72,651 |
| Long term murabaha | 22,236 | 33,904 |
| Short term borrowings | 81,988 | 67,639 |
| | 199,692 | 221,607 |
| Bank charges and commission | 5,760 | 6,774 |
| | <u>205,452</u> | <u>228,381</u> |
| 39 TAXATION | | |
| For the year: | | |
| Current | 47,621 | 34,157 |
| Prior year | (17,743) | (18,390) |
| Deferred | 38,081 | (11,110) |
| | <u>67,959</u> | <u>4,657</u> |

40 ACCOUNTING ESTIMATES AND JUDGMENTS

The Group's main accounting policies affecting its result of operations and financial conditions are set out in Note 4. Judgments and assumptions have been required by the management in applying the Group's accounting policies in many areas. Actual results may differ from estimates calculated using these judgments and assumptions. Key sources of estimation, uncertainty and critical accounting judgments are as follows:

Income taxes

The Group takes into account relevant provisions of the current income tax laws while providing for current and deferred taxes as explained in note 4.9 to these financial statements.

Defined benefit plan

Certain actuarial assumptions have been adopted by external professional valuer (as disclosed in note 26.3) for valuation of present value of defined benefit obligations. Any changes in these assumptions in future years might affect unrecognized gains and losses in those years.

Property, plant and equipment

The estimates for revalued amounts, if any, of different classes of property, plant and equipment, are based on valuation performed by external professional valuers and recommendation of technical teams of the Holding Company. Further, the Group reviews the value of the assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property, plant and equipment with a corresponding effect on the depreciation charge and impairment. As explained in note 22 to these financial statements, the Holding Company has revalued its free hold land as on June 30, 2012.

| | 2012 | 2011 |
|--|---------|---------|
| 41 EARNINGS PER SHARE - BASIC AND DILUTED | | |
| There is no dilutive effect on the basic earnings per share of the Group, which is based on: | | |
| Weighted average number of ordinary shares (in thousand) | 36,000 | 36,000 |
| Profit after taxation (Rupees in thousand) | 159,861 | 101,723 |
| Earnings per share (Rupees) | 4.44 | 2.83 |

42 TRANSACTIONS WITH RELATED PARTIES INCLUDING ASSOCIATED UNDERTAKINGS

The related parties comprise of related group companies, local associated companies, staff retirement funds, Directors and key management personnel. Transactions with related parties and remuneration and benefits to key management personnel under the terms of their employment are as follows:

| | 2012 (Rupees in thousand) | 2011 (Rupees in thousand) |
|--------------------------------|------------------------------|------------------------------|
| Relation with the Group | | |
| Nature of transaction | | |
| Associated Company | 37,431 | 31,182 |
| Associated companies | 178 | 246 |
| Associated Company | - | 200 |
| Staff retirement fund | 244 | 259 |
| Directors and employees | 62,753 | 55,761 |
| Sponsors | - | 3,450 |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

43 FINANCIAL ASSETS AND LIABILITIES

| | Note | 2012 | | | Not interest / mark up bearing | |
|---------------------------------|------|----------------------|--------------------------|-------------------------|--------------------------------|------------------|
| | | Total | Interest/mark up bearing | | | |
| | | | Maturity upto one year | Maturity after one year | Sub-total | |
| | | (Rupees in thousand) | | | | |
| Financial assets | | | | | | |
| Long-term deposits | | 37,622 | - | - | - | 37,622 |
| Trade debts | | 545,363 | - | - | - | 545,363 |
| Trade deposits | | 6,089 | - | - | - | 6,089 |
| Other receivables | | 10,355 | - | - | - | 10,355 |
| Cash and bank balances | | 130,406 | - | - | - | 130,406 |
| | | <u>729,835</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>729,835</u> |
| Financial liabilities | | | | | | |
| Long term financing | | 283,146 | 117,311 | 165,835 | 283,146 | - |
| Long term diminishing musharaka | | 250,000 | 166,667 | 83,333 | 250,000 | - |
| Long term murabaha | | 116,667 | 77,778 | 38,889 | 116,667 | - |
| Trade and other payables | | 613,433 | - | - | - | 613,433 |
| Short-term borrowings | | 445,758 | 445,758 | - | 445,758 | - |
| | | <u>(1,709,004)</u> | <u>(807,514)</u> | <u>(288,057)</u> | <u>(1,095,571)</u> | <u>(613,433)</u> |
| On balance sheet gap | | <u>(979,169)</u> | <u>(807,514)</u> | <u>(288,057)</u> | <u>(1,095,571)</u> | <u>116,402</u> |
| Off Balance sheet Items | | | | | | |
| Financial commitments: | | | | | | |
| Letter of credits | 31.2 | 38,241 | - | - | - | 38,241 |
| Others | 31.2 | 1,838 | - | - | - | 1,838 |
| | | <u>(40,079)</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>(40,079)</u> |
| Total Gap | | <u>(1,019,248)</u> | <u>(807,514)</u> | <u>(288,057)</u> | <u>(1,095,571)</u> | <u>76,323</u> |
| | | 2011 | | | Not interest / mark up bearing | |
| | | Total | Interest/mark up bearing | | | |
| | | | Maturity upto one year | Maturity after one year | Sub-total | |
| | | (Rupees in thousand) | | | | |
| Financial assets | | | | | | |
| Long-term deposits | | 32,144 | - | - | - | 32,144 |
| Trade debts | | 459,683 | - | - | - | 459,683 |
| Trade deposits | | 10,701 | - | - | - | 10,701 |
| Cash and bank balances | | 117,434 | - | - | - | 117,434 |
| | | <u>619,962</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>619,962</u> |
| Financial liabilities | | | | | | |
| Long term financing | | 396,011 | 129,929 | 266,082 | 396,011 | - |
| Long term diminishing musharaka | | 416,667 | 166,667 | 250,000 | 416,667 | - |
| Long term murabaha | | 194,444 | 77,778 | 116,666 | 194,444 | - |
| Trade and other payables | | 342,812 | - | - | - | 342,812 |
| Short-term borrowings | | 558,018 | 558,018 | - | 558,018 | - |
| | | <u>(1,907,952)</u> | <u>(932,392)</u> | <u>(632,748)</u> | <u>(1,565,140)</u> | <u>(342,812)</u> |
| On balance sheet gap | | <u>(1,287,990)</u> | <u>(932,392)</u> | <u>(632,748)</u> | <u>(1,565,140)</u> | <u>277,150</u> |
| Off Balance sheet Items | | | | | | |
| Financial commitments: | | | | | | |
| Letter of credits | 31.2 | 32,807 | - | - | - | 32,807 |
| Others | 31.2 | 1,838 | - | - | - | 1,838 |
| | | <u>(34,645)</u> | <u>-</u> | <u>-</u> | <u>-</u> | <u>(34,645)</u> |
| Total Gap | | <u>(1,322,635)</u> | <u>(932,392)</u> | <u>(632,748)</u> | <u>(1,565,140)</u> | <u>242,505</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

44 FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Group has exposures to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

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

44.1 Credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if the counter party fails completely to perform as contracted and arise principally from trade debts, loans and advances, trade deposits and other receivables. The carrying amount of financial assets represents the maximum credit exposure before any credit enhancements. The maximum exposure to credit risk at the reporting date is as follows:

| | 2012 | 2011 |
|-------------------------------------|----------------------|---------|
| | (Rupees in thousand) | |
| Long term deposits | 37,622 | 32,144 |
| Trade debts-net of provision | 545,363 | 459,683 |
| Loans and advances-net of provision | 28,676 | 40,536 |
| Trade deposits | 4,859 | 9,845 |
| Other receivables | 10,355 | - |
| Bank balances | 129,468 | 117,181 |

To manage exposure to credit risk in respect of trade receivables, management performs credit reviews taking into account the customer's financial position, past experience and other factors. Credit terms are approved by the approval committee. Where considered necessary, advance payments are obtained from certain parties. The management has set a maximum credit period of 30 days to reduce the credit risk.

Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their abilities to meet contractual obligation to be similarly effected by the changes in economic, political or other conditions. The Group believes that it is not exposed to major concentration of credit risk.

The maximum exposure to credit risk for trade debts at the balance sheet date by geographic region is as follows:

| | 2012 | 2011 |
|----------|----------------|----------------|
| Export | 27,042 | 57,274 |
| Domestic | 518,321 | 402,409 |
| | <u>545,363</u> | <u>459,683</u> |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

2012 2011
(Rupees in thousand)

The maximum exposure to credit risk for trade debts at the balance sheet date by type of customer is as follows:

| | | |
|--------------------|----------------|----------------|
| Dealers | 249,625 | 155,365 |
| End-user customers | 295,738 | 304,318 |
| | <u>545,363</u> | <u>459,683</u> |

The aging of trade receivable at the reporting date is:

| | | |
|-----------------------------|----------------|----------------|
| Not past due | 307,295 | 207,768 |
| Past due 1-30 days | 145,348 | 111,087 |
| Past due 30-150 days | 67,574 | 91,634 |
| Past due more than 150 days | 25,146 | 49,194 |
| | <u>545,363</u> | <u>459,683</u> |

The Group's most significant customers are dealers from whom the receivable was Rs. 219.573 million (2011: Rs. 120.829 million) and foreign debtors amounting to Rs. 24.277 million (2011: 29.7 million) of the total carrying amount as at June 30, 2012.

Based on the past experience, consideration of financial position, past track records and recoveries, the Group believes that no impairment allowance is necessary in respect of trade debtors past due as some receivables have been recovered subsequent to the year end and for other receivables there are reasonable ground to believe that the amounts will be recovered in short course of time.

On the prudence basis an amount of Rs. 6.584 million (2011: Rs. 3.482 million) has been charged, as provision for doubtful debts, to profit and loss account.

Company's bank balances can be assessed with reference to external credit ratings as follows:

| Bank | Rating agency | Ratings | |
|--|---------------|------------|-----------|
| | | Short term | Long term |
| Allied Bank Limited | PACRA | A1+ | AA |
| Askari Bank Limited | PACRA | A1+ | AA |
| The Bank of Punjab | PACRA | A1+ | AA- |
| Faysal Bank Limited | PACRA | A1+ | AA |
| Habib Metropolitan Bank Limited | PACRA | A1+ | AA+ |
| KASB Bank Limited | PACRA | A3 | BBB |
| MCB Bank Limited | PACRA | A1+ | AA+ |
| National Bank of Pakistan | JCR-VIS | A-1+ | AAA |
| Standard Chartered Bank (Pakistan) Limited | PACRA | A1+ | AAA |
| United Bank Limited | JCR-VIS | A-1+ | AA+ |
| Al-Baraka Bank (Pakistan) Limited | PACRA | A2 | A |
| Samba Bank Limited | JCR-VIS | A-1 | A+ |
| Citi Bank N.A. | Fitch | F1+ | A+ |

Notes to the Consolidated Financial Statements
For the year ended June 30, 2012

44.2 Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group's approach to managing liquidity is to ensure as far as possible to always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

| | Carrying amount | Contractual cash flow | Six months or less | Six to twelve months | One to two years | Two to five years |
|---------------------------------|------------------------------------|-----------------------|--------------------|----------------------|------------------|-------------------|
| 2012 | ----- (Rupees in thousand) ----- | | | | | |
| Financial liabilities | | | | | | |
| Long term financing | 283,146 | 345,757 | 82,595 | 63,699 | 106,572 | 92,891 |
| Long term diminishing musharaka | 250,000 | 293,630 | 101,871 | 96,358 | 95,401 | - |
| Long term morabaha | 116,667 | 134,902 | 48,007 | 44,967 | 41,928 | - |
| Trade and other payables | 613,433 | 613,433 | 613,433 | - | - | - |
| Markup accrued | 37,911 | 37,911 | 37,911 | - | - | - |
| Short term borrowings | 445,758 | 479,763 | 479,763 | - | - | - |
| | <u>1,746,915</u> | <u>1,905,396</u> | <u>1,363,580</u> | <u>205,024</u> | <u>243,901</u> | <u>92,891</u> |
| 2011 | ----- (Rupees in thousand) ----- | | | | | |
| Financial liabilities | | | | | | |
| Long term financing | 396,011 | 509,695 | 101,414 | 79,373 | 141,174 | 187,734 |
| Long term diminishing musharaka | 416,667 | 515,107 | 116,146 | 109,585 | 199,480 | 89,896 |
| Long term morabaha | 194,444 | 240,381 | 54,201 | 51,139 | 93,090 | 41,951 |
| Trade and other payables | 342,812 | 342,812 | 342,812 | - | - | - |
| Markup accrued | 58,780 | 58,780 | 58,780 | - | - | - |
| Short term borrowings | 558,018 | 580,088 | 580,088 | - | - | - |
| | <u>1,966,732</u> | <u>2,246,863</u> | <u>1,253,441</u> | <u>240,097</u> | <u>433,744</u> | <u>319,581</u> |

44.3 Market risk

Market risk is the risk that the value of the financial instrument may fluctuate as a result of in changes market interest rates or the market price due to a change in credit rating of the issuer or the instrument, change in market sentiments, speculative activities, supply and demand of securities, and liquidity in the market. The Group is exposed to currency risk and interest rate risk only.

44.3.1 Currency risk

The Group is exposed to currency risk on trade debts, import of raw materials and stores and spares and export sales that are denominated in a currency other than the respective functional currency of the Group, primarily in U.S. dollar. The Group's exposure to foreign currency risk is as follows:

| | 2012 | 2011 |
|-------------------------------|----------------------|---------------|
| | (Rupees in thousand) | |
| Trade debts | 27,042 | 57,274 |
| Gross balance sheet exposure | 27,042 | 57,274 |
| Outstanding letters of credit | (38,241) | (32,807) |
| Net exposure | <u>(11,199)</u> | <u>24,467</u> |

The following significant exchange rates applied during the year:

| | Average rate | | Reporting date rate | |
|------------|--------------|-------|---------------------|-------|
| | 2012 | 2011 | 2012 | 2011 |
| USD to PKR | 88.45 | 85.83 | 90.85 | 86.05 |

Sensitivity analysis

At reporting date, if the PKR had strengthened by 10% against the US dollar with all other variables held constant, post tax profit for the year would have been lower by the amount shown below.

| | 2012 | 2011 |
|---------------------------------|----------------------|----------------|
| | (Rupees in thousand) | |
| Effect on profit or loss | | |
| Loss | <u>(2,704)</u> | <u>(5,727)</u> |

The weakening of the PKR against US dollar would have had an equal but opposite impact on the post tax profits / loss.

44.3.2 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from long term loans and short term borrowings. These are benchmarked to variable rates which expose the Group to cash flow interest rate risk. At the balance sheet date the interest rate profile of the Group's interest -bearing financial instruments is as follows:

| | 2012 | 2011 |
|---------------------------------|----------------------|------------------|
| | Carrying amount | |
| | (Rupees in thousand) | |
| Financial liabilities | | |
| Variable rate instruments: | | |
| Long term loans | 283,146 | 396,011 |
| Long term diminishing musharaka | 250,000 | 416,667 |
| Long term murabaha | 116,667 | 194,444 |
| Short term borrowings | 445,758 | 558,018 |
| | <u>1,095,571</u> | <u>1,565,140</u> |

Effective interest rates are mentioned in the respective notes to the financial statements.

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have decreased / (increased) loss for the year by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2011.

| | Profit and loss | |
|---|--------------------|--------------------|
| | 100 bp increase | 100 bp decrease |
| As at June 30, 2012 | | |
| Cash flow sensitivity - Variable rate financial liabilities | <u>(10,956)</u> | <u>10,956</u> |
| As at June 30, 2011 | | |
| Cash flow sensitivity - Variable rate financial liabilities | <u>(15,651)</u> | <u>15,651</u> |

The sensitivity analysis prepared is not necessarily indicative of the effects on (loss) / profit for the year and assets / liabilities of the Group.

44.4 Fair value of financial instruments

The carrying value of all the financial assets and financial liabilities approximate their fair values. Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

45 CAPITAL MANAGEMENT

The Board's policy is to maintain a strong capital base so as to maintain investor, creditor and market confidence and to sustain future development of the business. The Board of Directors monitor the return on capital, which the Group defines as net profit after taxation divided by total shareholders' equity. The Board of Directors also monitor the level of dividend to ordinary shareholders. There were no changes to the Group's approach to capital management during the year and the Group is not subject to externally imposed capital requirements.

46 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amount charged in the financial statements for the year for remuneration, including all benefits, to the Chief Executive, Directors and Executives of the Holding Company are as follows:

| | Chief Executive | | Directors | | Executives | |
|-------------------------|----------------------|-------|-----------|-------|------------|--------|
| | 2012 | 2011 | 2012 | 2011 | 2012 | 2011 |
| | (Rupees in thousand) | | | | | |
| Managerial remuneration | 2,400 | 2,400 | 4,267 | 4,000 | 54,589 | 44,330 |
| House rent allowance | 1,080 | 1,080 | 1,920 | 1,800 | 24,565 | 19,948 |
| Medical expenses | 120 | 120 | 213 | 200 | 2,729 | 2,216 |
| | 3,600 | 3,600 | 6,400 | 6,000 | 81,883 | 66,494 |
| Number of persons | 1 | 1 | 3 | 2 | 72 | 64 |

46.1 The Holding Company also provides the Chief Executive and some of the Directors and Executives with free use of cars and mobile phones.

47 CAPACITY AND PRODUCTION

| | Tons | | Tons | | Reason for shortfall |
|-------------------------|---------|---------|---------|---------|---|
| | 2012 | 2011 | 2012 | 2012 | |
| Caustic soda | 125,550 | 143,550 | 67,002 | 66,916 | Cautious production strategy based on actual demands. |
| Liquid chlorine | 13,200 | 13,200 | 8,450 | 7,618 | |
| Hydrochloric acid | 150,000 | 150,000 | 136,556 | 128,259 | |
| Sodium Hypochlorite | 49,500 | 49,500 | 19,952 | 22,562 | |
| Bleaching earth | 3,300 | 3,300 | 1,278 | 1,121 | |
| Zinc sulphate | 600 | 600 | 67 | 81 | Interruption due to utility shortages. |
| Chlorinated parafin wax | 3,000 | 3,000 | - | - | |
| Sulphuric acid | 3,300 | 3,300 | 497 | 750 | |
| Calcium Chloride Prills | 20,000 | 20,000 | 15,055 | 7,922 | |

48 DETAIL OF SUBSIDIARY

| Name of subsidiary | Accounting year end | Percentage of holding | Country of Incorporation |
|-----------------------------------|---------------------|-----------------------|--------------------------|
| Chemi Chloride Industries Limited | 30-Jun-12 | 100% | Pakistan |

49 NON ADJUSTING EVENTS

The Board of Directors of the Holding Company has recommended a 10% final cash dividend (2011: 5% final cash dividend) in their meeting held on September 10, 2012.

50 DATE OF AUTHORIZATION OF ISSUE

These financial statements were authorized for issue on September 10, 2012 by the Board of Directors of the Holding Company.

51 GENERAL

- i Figures have been rounded off to the nearest rupees in thousand unless stated otherwise.
- ii Corresponding figures have been rearranged and reclassified, whenever necessary, for the purpose of comparison, the effect of which is not material.



CHIEF EXECUTIVE



DIRECTOR

Pattern of Shareholding
As At June 30, 2012

| No. of Shareholders | Shareholding | | Total Shares Held |
|---------------------|--------------|-----------|-------------------|
| | From | To | |
| 70 | 1 | 100 | 1,073 |
| 15 | 101 | 500 | 4,715 |
| 58 | 501 | 1,000 | 42,740 |
| 115 | 1,001 | 5,000 | 401,859 |
| 158 | 5,001 | 10,000 | 1,134,240 |
| 2 | 10,001 | 15,000 | 21,776 |
| 4 | 15,001 | 20,000 | 75,055 |
| 1 | 20,001 | 25,000 | 20,280 |
| 2 | 25,001 | 30,000 | 55,597 |
| 4 | 35,001 | 40,000 | 144,000 |
| 1 | 40,001 | 45,000 | 44,000 |
| 1 | 45,001 | 50,000 | 49,500 |
| 1 | 55,001 | 60,000 | 55,200 |
| 1 | 70,001 | 75,000 | 72,000 |
| 1 | 95,001 | 100,000 | 100,000 |
| 1 | 135,001 | 140,000 | 135,344 |
| 2 | 140,001 | 145,000 | 288,000 |
| 1 | 155,001 | 160,000 | 157,680 |
| 1 | 175,001 | 180,000 | 176,000 |
| 1 | 190,001 | 195,000 | 194,400 |
| 3 | 250,001 | 255,000 | 756,000 |
| 2 | 280,001 | 285,000 | 567,360 |
| 3 | 315,001 | 320,000 | 959,040 |
| 1 | 320,001 | 325,000 | 324,000 |
| 2 | 345,001 | 350,000 | 698,432 |
| 4 | 350,001 | 355,000 | 1,411,200 |
| 2 | 355,001 | 360,000 | 715,680 |
| 1 | 370,001 | 375,000 | 374,400 |
| 1 | 390,001 | 395,000 | 394,960 |
| 1 | 395,001 | 400,000 | 396,000 |
| 1 | 400,001 | 405,000 | 400,010 |
| 2 | 405,001 | 410,000 | 812,960 |
| 1 | 410,001 | 415,000 | 413,280 |
| 1 | 445,001 | 450,000 | 446,400 |
| 1 | 460,001 | 465,000 | 460,800 |
| 1 | 465,001 | 470,000 | 468,000 |
| 1 | 475,001 | 480,000 | 478,080 |
| 1 | 735,001 | 740,000 | 737,322 |
| 1 | 745,001 | 750,000 | 750,000 |
| 1 | 845,001 | 850,000 | 846,670 |
| 1 | 935,001 | 940,000 | 936,000 |
| 1 | 995,001 | 1,000,000 | 1,000,000 |
| 1 | 1,005,001 | 1,010,000 | 1,010,000 |
| 1 | 1,685,001 | 1,690,000 | 1,686,240 |
| 1 | 1,700,001 | 1,705,000 | 1,704,827 |
| 1 | 1,975,001 | 1,980,000 | 1,978,560 |
| 1 | 2,155,001 | 2,160,000 | 2,155,680 |
| 1 | 2,430,001 | 2,435,000 | 2,432,160 |
| 1 | 2,755,001 | 2,760,000 | 2,757,600 |
| 1 | 4,750,001 | 4,755,000 | 4,754,880 |
| 481 | | | 36,000,000 |

Pattern of Shareholding
As At June 30, 2012

| Categories of Shareholders | Number of Shareholders | Number of Shares Held | Percentage |
|---|------------------------|-----------------------|-----------------|
| Associated Companies, undertakings and related parties | 1 | 1,686,240 | 4.6840 |
| NIT and ICP | - | - | - |
| Directors, CEO and their spouse and minor children | 9 | 8,872,017 | 24.6445 |
| Banks, Development Financial Institutions, Non Banking Financial Institutions | - | - | - |
| Insurance Companies | - | - | - |
| Modarabas and Mutual Funds | - | - | - |
| Shareholders Holding 10% or more | 1 | 4,854,880 | 13.4858 |
| General Public - Local | 463 | 18,552,417 | 51.5345 |
| Others: Joint Stock Companies | 7 | 2,034,446 | 5.6512 |
| | 481 | 36,000,000 | 100.0000 |

Pattern of Shareholding As At June 30, 2012

Additional Information

Information on shareholding required under reporting framework of the Code of Corporate Governance is as follows:

| Shareholders' Category | Number of Shareholders | Number of Shares Held |
|--|------------------------|-----------------------|
| Associated Companies, undertakings and related parties | | |
| Jhelum Silk Mills (Private) Limited | 1 | 1,686,240 |
| Mutual Funds | | |
| | - | - |
| Directors and their spouses and minor children | | |
| Mr. Muhammad Siddique Khatri | 1 | 4,854,880 |
| Mr. Abdul Sattar Khatri | 1 | 2,155,680 |
| Mr. Abdul Ghafoor Khatri | 1 | 460,800 |
| Mr. Fowad Yousaf Khatri | 1 | 399,997 |
| Mr. Waqas Siddiq Khatri | 1 | 44,000 |
| Ms. Farhana Abdul Sattar Khatri | 1 | 319,680 |
| Ms. Rushda Mustafa | 1 | 500 |
| Mrs. Sabina (Spouse of Mr. Muhammad Siddique Khatri) | 1 | 352,800 |
| Mrs. Fareeda (Spouse of Mr. Abdul Ghafoor Khatri) | 1 | 283,680 |
| Executives | 3 | 3,769,920 |
| Public Sector Companies and Corporations | | |
| | - | - |
| Banks, Development Finance Institutions, Non Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension Funds | | |
| | - | - |
| Shareholders holding 5% or more voting rights | | |
| Mr. Muhammad Siddique Khatri | | 4,854,880 |
| Mr. Usman Ghani | | 2,878,560 |
| Mr. Shahzad Yousuf | | 2,775,997 |
| Mr. Abdul Sattar | | 2,607,029 |
| Mr. Abdul Sattar Khatri | | 2,155,680 |
| Mr. Abdul Aziz Khatri | | 2,154,960 |
| M/s Chemitex Industries Limited | | 1,978,560 |

Trade in shares of the Company by Directors, Executives and their spouses and minor children

Mr. Muhammad Siddique Khatri gifted 44,000 shares of the Company to his son Mr. Waqas Siddiq Khatri on January 20, 2012

Form of Proxy

I/We _____
of _____ being a member of ITTEHAD CHEMICALS LIMITED
and holder of _____ Ordinary Shares as per
(Number of Shares)
Shares Register Folio No. _____ and / or CDC
Participant I.D. No. _____ and Sub Account No. _____,
hereby appoint _____ of _____ or failing him / her
_____ of _____ as my proxy to
vote for me and on my behalf at the 21st Annual General Meeting of the Company to be held on
Wednesday, October 10, 2012 at 11:00 a.m. at the Registered Office at 39 - Empress Road, Lahore
and at any adjournment thereof.

Signed this _____ day of _____ 2012

WITNESSES:

- Signature : _____
Name : _____
Address : _____
CNIC or _____
Passport No. : _____
- Signature : _____
Name : _____
Address : _____
CNIC or _____
Passport No. : _____

Signature

Please affix
Rupees five
revenue stamp

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

Note : Proxies, in order to be effective, must be received by the Company not less than 48 hours before the meeting. A proxy must be a member of the Company

CDC Shareholders and their proxies are requested to attach an attested photocopy of their Computerized National Identity Card or Passport with this proxy form before submission to the Company.