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#### **Corporate Information**



#### **Board of Directors**

Mrs. Feriel Ali Mehdi Chairman / Chief Executive Officer

Syed Tariq Ali Director

Mr. Shahid Nazir Ahmed Director

Mr. Zafar Ahmed Siddiqui Director

Mr. Omer Ehtisham Director

Syed Maratib Ali Director

Mr. Kemal Shoaib Director (Nominee NIT)

Mr. Amir Zia
Director (Nominee Treet Corporation Ltd.)

**Company Secretary & Chief Financial Officer** 

Mr. Ata-ur-Rehman Shaikh

**Statutory Auditors** 

KPMG Taseer Hadi & Co Chartered Accountants

Legal Advisors

**Registered Office** 

Hussain & Haider, Advocates

3rd Floor, Kandawala Building, M. A. Jinnah Road, Karachi - 74400

http://www.zil.com.pk

**Factory** 

Link Hali Road, Hyderabad - 71000

**Board Audit Committee** 

Mr. Kemal Shoaib Chairman

Mr. Shahid Nazir Ahmed Member

Mr. Omer Ehtisham Member

Faysal Bank Limited Habib Bank Limited Meezan Bank Limited National Bank of Pakistan Limited Standard Chartered Bank

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**Shares Registrars** 

**Bankers** 

THK Associates (Pvt) Limited Ground Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi.

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#### Directors' Review



The Directors of the company would like to present the financial statements of the company duly reviewed by the statutory auditors for the period ended 31 December 2009.

#### Overview

In the first half of 2009-10, the company earned gross sales revenue of Rs. 836m slightly lower as compared to Rs. 872m during same period last year mainly due to reduction in consumer prices. While cost effective buying of raw material combined with premium segment sales increase, resulted in gross profit to improve from 25% to 29%. During the period under review the company celebrated the 40th successful year of its flagship brand Capri. Introduction of a limited edition translucent soap with pomegranate, elegant perfume and unique packaging in the Capri line-up was a great success with our consumers. This along with inflationary pressure however resulted in increase of advertising expenses of Rs. 98.6m as compared to Rs. 50.5m during the comparative period last year.

Effective fund management has resulted in the decrease of financial expenses by 3.7m whereas administrative and other overheads showed inflationary increase only.

|                  | Half Year ending<br>December, 31 |         |  |
|------------------|----------------------------------|---------|--|
|                  | 2009                             | 2008    |  |
|                  | (Rs. i                           | n '000) |  |
| Gross sales      | 835,606                          | 871,944 |  |
| Net sales        | 662,009                          | 688,337 |  |
| Gross profit     | 191,758                          | 171,966 |  |
| Profit after tax | 14,027                           | 26,655  |  |

#### Earning per share

The earning per share (basic and diluted) for the period under review is Rs. 2.63 as compare to Rs. 5.01 for the same period.

#### **Future outlook**

As seen in the period under review the rupee value is depreciating against the dollar will further put inflationary pressure on the cost of raw and packing material in the second half of the year. Margins will be negatively affected with continued inflationary pressures and energy shortages. However we are focused to provide our consumers quality products and derive value for shareholders.

#### Acknowledgement

The directors would like to express their gratitude to the shareholders, bankers, distributors & suppliers for their continued support and encouragement and also place on record appreciation of the valuable services by the officers, staff and field force of the company.

> For and on behalf of the Board Feriel Ali Mehdi

> > Chief Executive Officer

Karachi: 22 February, 2010

# Independent Auditors' Report to the Members on Review of Condensed Interim Financial Information



#### Introduction

We have reviewed the accompanying condensed interim balance sheet of ZIL Limited (formerly Zulfeqar Industries Limited) ("the Company") as at 31 December 2009 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim cash flow statement for the six months period then ended (here-in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review.

#### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review nothing has come to our attention that causes us to believe that the accompanying interim financial information as at and for the six months period ended 31 December 2009 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. The figures for the quarter ended 31 December 2009 in the interim financial information have not been reviewed and we do not express a conclusion on them.

Date: 22 February, 2010

KPMG Taseer Hadi & Co. Chartered Accountants Amyn Pirani

Karachi



## Condensed Interim Balance Sheet As at 31 December 2009



| ASSETS  |                         | 31 December<br>2009<br>(Un-audited)<br>(Rs. in           | 30 June<br>2009<br>(Audited)                              |
|---|-------------------------|--|---|
| NON-CURRENT ASSETS Property, plant and equipment Intangible assets Long term prepayment Long term deposits Long term loans to employees               | 6                       | 260,265<br>1,455<br>19,599<br>3,831<br>232<br>285,382    | 267,995<br>1,656<br>19,309<br>3,830<br>298<br>293,088     |
| CURRENT ASSETS  |                         |  |   |
| Stores and spares<br>Stock-in-trade<br>Trade debts<br>Advances, prepayments and other receivables<br>Short term investments<br>Cash and bank balances | 7<br>8<br>9<br>10<br>11 | 7,683<br>279,467<br>24,098<br>76,636<br>15,000<br>49,713 | 6,906<br>204,835<br>25,449<br>47,001<br>25,000<br>124,573 |
| CURRENT LIABILITIES Trade and other payables Taxation   | 13                      | 452,597<br>235,003<br>55,090<br>290,093                  | 433,764<br>227,303<br>46,137<br>273,440                   |
| NET CURRENT ASSETS  |                         | 162,504  | 160,324   |
| NET ASSETS  |                         | 447,886  | 453,412   |
| FINANCED BY:  |                         |  |   |
| SHARE CAPITAL AND RESERVES Authorised capital 10,000,000 (30 June 2009: 10,000,000) ordinary shares of Rs. 10 each                                    |                         | 100,000  | 100,000   |
| Issued, subscribed and paid up capital Reserves   |                         | 53,240<br>230,933<br>284,173                             | 48,400<br>239,263<br>287,663                              |
| Surplus on revaluation of fixed assets - net of tax   |                         | 77,040   | 78,884  |
| NON-CURRENT LIABILITIES Long-term deposits Deferred staff benefit liabilities Deferred tax liability - net  |                         | 450<br>57,306<br>28,917<br>447,886                       | 450<br>56,271<br>30,143<br>453,412                        |
|   |                         |  |   |

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

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Feriel Ali Mehdi Chairman / Chief Executive

**CONTINGENCY AND COMMITMENT** 

Kemal Shoaib Director

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#### Condensed Interim Profit and Loss Accounts (Unaudited) For the six months period ended 31 December 2009



|  | Note  | 31 December<br>2009                          | 31 December<br>2008                         | Three months 31 December 2009 in '000)       | 31 December<br>2008                       |
|--|-------|--|---|--|---|
| Net sales  | 15    | 662,009                                      | 688,337                                     | 316,147                                      | 337,549                                   |
| Cost of sales  | 16    | (470,251)                                    | (516,371)                                   | (227,113)                                    | (265,816)                                 |
| Gross profit   |       | 191,758                                      | 171,966                                     | 89,034                                       | 71,733                                    |
| Selling and distribution cost<br>Administrative expenses | 17    | (150,899)<br>(21,154)<br>(172,053)<br>19,705 | (98,647)<br>(19,555)<br>(118,202)<br>53,764 | (89,436)<br>(10,426)<br>(99,862)<br>(10,828) | (44,230)<br>(9,317)<br>(53,547)<br>18,186 |
| Other income   |       | 8,254  | 2,261                                       | 3,446  | 887                                       |
| Other expenses   |       | (5,931)                                      | (11,229)                                    | (1,062)                                      | (79)                                      |
|  |       | 22,028                                       | 44,796                                      | (8,444)                                      | 18,994                                    |
|  |       |  |   |  |   |
| Finance cost   |       | (276)  | (3,973)                                     | (175)  | (2,744)                                   |
| Profit before taxation                                   |       | 21,752                                       | 40,823                                      | (8,619)                                      | 16,250                                    |
|  |       |  |   |  |   |
| Taxation   |       | (7,725)                                      | (14,168)                                    | 2,983  | (5,798)                                   |
| Profit / (loss) for the period                           |       | 14,027                                       | 26,655                                      | (5,636)                                      | 10,452                                    |
| Earnings/(loss) per share - basic and diluted Ru         | upees | 2.63   | 5.01  | (1.06)                                       | 1.96                                      |
|  |       |  |   |  |   |

Earnings per share - basic and diluted for the comparative period has been adjusted for the increase in the number of ordinary shares outstanding as a result of bonus issue during the current period.

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

Feriel Ali Mehdi

Chairman / Chief Executive

Kemal Shoaib

Director

#### Condensed Interim Statement of Comprehensive Income (Unaudited) For the six months period ended 31 December 2009



|  | Six months period ended T |         | Three months period end |        |
|--|---------------------------|---------|-------------------------|--------|
|  |                           |         | 31 December             |        |
|  | 2009                      | 2008    | 2009                    | 2008   |
|  |                           | (Rupees | in '000)                |        |
| Profit / (loss) for the period                     | 14,027                    | 26,655  | (5,636)                 | 10,452 |
| Other comprehensive income                         | -                         | -       | -                       | -      |
| Total comprehensive income / (loss) for the period | 14,027                    | 26,655  | (5,636)                 | 10,452 |

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

Feriel Ali Mehdi Chairman / Chief Executive

Kemal Shoaib Director

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## Condensed Interim Statement of Changes in Equity (Unaudited) For the six months period ended 31 December 2009



|  | Issued,<br>subscribed<br>and paid-up<br>capital | ubscribed General Unappropriated nd paid-up reserve profit |                         |          | Total    |
|--|---|--|-------------------------|----------|----------|
| Balance as at 1 July 2008  | 44,000  | (F<br>6,000  | Rs. in '000)<br>186,724 | 192,724  | 236,724  |
| Changes in equity for the six months period ended 31 December 2008                                 | 44,000  | 0,000  | 100,724                 | 102,724  | 200,724  |
| Total comprehensive Income for the six months period ended 31 December 2008- profit for the period | -   | -  | 26,655                  | 26,655   | 26,655   |
| Transactions with owners recognised directly in equity   |   |  |                         |          |          |
| Bonus shares issued for the year ended 30 June 2008  | 4,400   | -  | (4,400)                 | (4,400)  | -        |
| Final cash dividend for the year ended 30 June 2008  | -   | -  | (4,400)                 | (4,400)  | (4,400)  |
| Transfer from surplus on revaluation of fixed assets - net   | 4,400   | -  | (8,800)                 | (8,800)  | (4,400)  |
| of deferred tax  | -   | -  | 2,049                   | 2,049    | 2,049    |
| Balance as at 31 December 2008   | 48,400  | 6,000  | 206,628                 | 212,628  | 261,028  |
| Changes in equity for the six months period ended 30 June 2009                                     |   |  |                         |          |          |
| Total comprehensive Income for the six months period ended 30 June 2009- profit for the period     | -   | -  | 24,589                  | 24,589   | 24,589   |
| Transfer from surplus on revaluation of fixed assets - net of deferred tax                         | -   | -  | 2,046                   | 2,046    | 2,046    |
| Balance as at 30 June 2009   | 48,400  | 6,000  | 233,263                 | 239,263  | 287,663  |
| Changes in equity for the six months period ended 31 December 2009                                 |   |  |                         |          |          |
| Total comprehensive Income for the six months period ended 31 December 2009- profit for the period | -   | -  | 14,027                  | 14,027   | 14,027   |
| Transactions with owners recognised directly in equity   |   |  |                         |          |          |
| Bonus shares issued for the year ended 30 June 2009  | 4,840   | -  | (4,840)                 | (4,840)  | -        |
| Final cash dividend for the year ended 30 June 2009  | _   | -  | (19,360)                | (19,360) | (19,360) |
| Transfer from surplus on revaluation of fixed assets - net   | 4,840   | -  | (24,200)                | (24,200) | (19,360) |
| of deferred tax  | -   | -  | 1,843                   | 1,843    | 1,843    |
| Balance as at 31 December 2009   | 53,240  | 6,000  | 224,933                 | 230,933  | 284,173  |
|  |   |  |                         |          |          |

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

Feriel Ali Mehdi Chairman / Chief Executive

Kemal Shoaib

Director

# Condensed Interim Cash flow Statement (Unaudited) For the six months period ended 31 December 2009



| Six months  | period ended |
|-------------|--------------|
| 31 December | 31 December  |

|  | 3    | 1 December<br>2009          | 31 December<br>2008 |
|--|------|-----------------------------|---------------------|
|  | Note | (Rs. in                     | '000)               |
| CASH FLOWS FROM OPERATING ACTIVITIES   |      |                             |                     |
| Profit before taxation   |      | 21,752                      | 40,823              |
| Adjustments for:   |      |                             |                     |
| Mark-up expense  |      | 276                         | 3,973               |
| Depreciation / amortisation Provision for gratuity                               |      | 12,961<br>3,473             | 13,013              |
| Provision for staff retirement benefits  |      | 1,655                       | 2,960<br>1,991      |
| Return on investments  |      | (3,242)                     | - 1,551             |
| Profit on short term deposit   |      | (2,603)                     | (478)               |
| (Gain)/loss on disposal of fixed assets  |      | (152)                       | 28                  |
| One wating a weefit herfore woulding comited about as                            |      | 12,368                      | 21,487              |
| Operating profit before working capital changes                                  |      | 34,120                      | 62,310              |
| Increase in operating assets:  |      |                             |                     |
| Stores and spares  |      | (777)                       | (426)               |
| Stock-in-trade   |      | (74,632)                    | (77,847)            |
| Trade debts Loans and advances   |      | 1,351<br>61                 | (13,240)            |
| Long term advances and deposits  |      | "                           | (60)                |
| Advances, deposits, prepayments and other receivables                            |      | (8,598)                     | (19,367)            |
|  |      | (82,595)                    | (110,909)           |
| Increase in operating liabilities:   |      | = 000                       | 10.100              |
| Trade and other payables   |      | <u>7,629</u> (40,846)       | (38,170)            |
|  |      |                             |                     |
| Income tax paid  |      | (21,035)                    | (10,741)            |
| Gratuity paid Retirement benefits paid   |      | (2,170)<br>(1,925)          | (217)<br>(147)      |
| Profit received on investments   |      | 3,242                       | - (147)             |
| Profit received on short term deposits   |      | 2,602                       | 478                 |
| Mark-up paid   |      | (377)                       | (3,198)             |
| Nick cook flows from a cooking a skinking  |      | (19,663)                    | (13,825)            |
| Net cash flows from operating activities   |      | (60,509)                    | (51,995)            |
| CASH FLOWS FROM INVESTING ACTIVITIES   |      |                             |                     |
| Capital expenditure  |      | (5,747)                     | (11,206)            |
| Proceeds from disposal of fixed assets  Net cash flows from investing activities |      | (5,167)                     | (10,708)            |
| •  |      | (3,107)                     | (10,700)            |
| CASH FLOWS FROM FINANCING ACTIVITIES   |      | (40.404)                    | (4.000)             |
| Dividend paid  Net cash flows from financing activities                          |      | <u>(19,184)</u><br>(19,184) | (4,232)<br>(4,232)  |
| ·  |      |                             |                     |
| Net decrease in cash and cash equivalents  |      | (84,860)                    | (66,935)            |
| Cash and cash equivalents at beginning of the period                             |      | 149,573                     | 34,161              |
| Cash and cash equivalents at end of the period                                   | 12   | 64,713                      | (32,774)            |
|  |      |                             |                     |

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

Feriel Ali Mehdi
Chairman / Chief Executive

Kemal Shoaib Director

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#### 1. STATUS AND NATURE OF BUSINESS

ZIL Limited [formerly Zulfeqar Industries Limited] ("the Company") was incorporated as a private limited company in February 1960 under the Companies Act, 1913 (now the Companies Ordinance, 1984) and was subsequently converted into a public limited company in November 1986. Its shares are listed on the Karachi and Lahore Stock Exchanges. The principal activity of the Company is the manufacture and sale of home and personal care products.

The registered office of the company is situated at 3rd Floor, Kandawala Building, M.A. Jinnah Road, Karachi.

#### 2. BASIS OF PRESENTATION

#### 2.1 Statement of compliance

This condensed interim financial information has been prepared in accordance with the requirements of the approved accounting standard, International Accounting Standard "Interim Financial Reporting" (IAS 34) as applicable in Pakistan for interim financial reporting. This condensed interim financial information does not include all of the information and disclosures required in the financial statements, and should be read in conjunction with the Company's annual financial statements as at and for the year ended 30 June 2009.

This condensed interim financial information are being submitted to the shareholders as required by listing regulations of Karachi and Lahore Stock Exchanges and section 245 of the Companies Ordinance, 1984.

#### 2.3 Functional and presentation currency

This condensed interim financial information are presented in Pak Rupees which is the functional and presentation currency of the Company. Figures have been rounded off to the nearest thousand rupees.

#### 3. SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Accounting policies

The accounting policies adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements of the Company for the year ended 30 June 2009 except for the following:

The Company has applied revised IAS 1 Presentation of Financial Statements (2007), which became effective for periods beginning on or after 1 January 2009. The application of this standard has resulted in certain increased disclosures only (condensed interim statement of comprehensive income).

The above changes had no impact on Company's profit for the period or prior periods.

#### 4. ESTIMATES

The preparation of condensed interim financial information require management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates.

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The significant judgments made by management in applying the accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements as for the year ended 30 June 2009.

#### 5. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended 30 June 2009.

|    |                               |      | December<br>2009<br>Jn-audited) | 30 June<br>2009<br>(Audited) |
|----|-------------------------------|------|---------------------------------|------------------------------|
| 6. | PROPERTY, PLANT AND EQUIPMENT | Note | (Rs. in                         | <b>'000)</b>                 |
|    | Operating fixed assets        | 6.1  | 254,051                         | 255,653                      |
|    | Capital work-in-progress      | 6.2  | 6,214                           | 12,342                       |
|    |                               |      | 260,265                         | 267,995                      |
|    |                               |      |                                 |                              |

#### 6.1 Operating fixed assets

Following are the additions and disposals of fixed assets during the current period:

|     |  |                 |       | Disposals                 |           | als                          |
|-----|--|-----------------|-------|---------------------------|-----------|------------------------------|
|     |  | Additions       |       | Cost                      |           | umulated reciation           |
|     |  |                 | -(Rs. | in '000                   | 0)        |                              |
|     | Building on freehold land                      | 178             |       | -                         |           | -                            |
|     | Plant, machinery & equipment                   | 9,387           |       | -                         |           | -                            |
|     | Computers                                      | 256             |       | -                         |           | -                            |
|     | Vehicle  | 1,504           |       | 980                       |           | 551                          |
|     |  | 11,325          |       | 980                       |           | 551                          |
|     |  |                 |       | ecemb<br>2009<br>audite   |           | 30 June<br>2009<br>(Audited) |
| 6.2 | Capital work-in-progress                       | Note            | e     | (Rs                       | . in '    | 000)                         |
|     | Opening balance<br>Additions during the period | 6.2             | .1    | 12,342<br>5,697<br>18,039 |           | 11,655<br>22,591<br>34,246   |
|     | Transfers during the period                    |                 | _     | (11,825)<br>6,214         | )         | (21,904)                     |
| 621 | This represents sixil works on buildings of    | nd installation | of oo | rtain ita                 | <br>ma of | plant and                    |

**6.2.1** This represents civil works on buildings and installation of certain items of plant and machinery in progress.



| 7. | STOCK-IN-TRADE  | 31 December<br>2009<br>(Un-audited)<br>(Rs. in | 30 June<br>2009<br>(Audited)<br>' <b>000)</b> |
|----|---|--|---|
|    | Raw material - in hand<br>- in transit  | 64,085<br>119,386<br>183,471                   | 74,003<br>64,922<br>138,925                   |
|    | Packing material<br>Work-in-progress<br>Finished goods  | 14,134<br>25,430<br>56,645<br>279,680          | 11,915<br>25,436<br>28,772<br>205,048         |
|    | Provision against slow moving items of stock-in-trade   | (213)<br>279,467                               | (213)<br>204,835                              |
| 8. | TRADE DEBTS   |  |   |
|    | Considered good<br>Considered doubtful  | 24,098<br>4,952<br>29,050                      | 25,449<br>4,952<br>30,401                     |
|    | Provision against doubtful debts  | (4,952)<br>24,098                              | (4,952)<br>25,449                             |
| 9. | ADVANCES, PREPAYMENTS AND OTHER RECEIVABLE  | ES .   |   |
|    | Advances - considered good: - Suppliers and contractors - net - Taxation  | 3,967<br>62,869<br>66,836                      | 3,779<br>41,835<br>45,614                     |
|    | Advances to sales staff Current maturity of loans to employees Mark-up accrued on bank deposits Prepayments Other receivables | 251<br>202<br>434<br>3,942<br>4,971<br>76,636  | 138<br>197<br>503<br>31<br>518<br>47,001      |

#### 10. SHORT TERM INVESTMENTS

This represents investment in Musharaka Certificates classified as held to maturity amounting to Rs. 15 million (30 June 2009: Rs. 25 million) carrying maturity period of 3 months (30 June 2009: 3 months) and profit rate of 11.85% per annum (30 June 2009: 11.00% to 11.5%). Subsequent to the period end, this investment had matured.





31 December 30 June 2009 (Un-audited) (Audited) (Rs. in '000)

#### 11. CASH AND BANK BALANCES

| Cash in hand   | 101                                      | 51  |
|--|--|---|
| Demand drafts in hand  | 34,823                                   | 42,063  |
| Cash at banks in - current accounts - profit and loss sharing accounts - term deposit receipts | 1,911<br>12,878<br>-<br>14,789<br>49,713 | 2,923<br>9,536<br>70,000<br>82,459<br>124,573 |

#### Six months period ended

**31 December** 31 December 2009 2008

(Rs. in '000)

(Rs. in '000)

#### 12. CASH AND CASH EQUIVALENTS

| Cash and bank balances<br>Short term investments<br>Running finance under mark-up arrangement | 49,713<br>15,000<br>                | 9,432<br>-<br>(42,206)<br>(32,774) |
|---|-------------------------------------|------------------------------------|
|   | 31 December<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited)       |

#### 13. TRADE AND OTHER PAYABLES

| Trade credit liability Accrued expenses Advances from customers Sales tax payable Special excise duty payable Worker's welfare fund Worker's profit participation fund Other liabilities Accrued liabilities | 124,035<br>88,049<br>9,057<br>4,843<br>352<br>1,178<br>1,174<br>5,749 | 108,897<br>80,569<br>6,878<br>15,400<br>1,107<br>2,609<br>4,328<br>7,022 |
|--|---|--|
|  | 543<br>23<br>235,003  |  |

#### 14. CONTINGENCY AND COMMITMENT

#### 14.1 Contingency

- 14.1.1Bank guarantees aggregating to Rs.7.02 million (30 June 2009: Rs.7.02 million) have been issued in favour of Sui Southern Gas Company Limited for the supply of natural gas.
- **14.1.2**Post dated cheques of Rs. 90.192 million (30 June 2009: Rs. 23.118 million) have been issued to Collector of Customs against partial exemption of import levies.





#### 14.2 Commitment

Commitment under letters of credit for the import of stock-in-trade items amounted to Rs. 0.233 million (30 June 2009: Rs. 29.512 million).

#### 15. NET SALES

|     |                                    | Six months period ended |                     | Three months period ended |                     |
|-----|------------------------------------|-------------------------|---------------------|---------------------------|---------------------|
|     |                                    | 31 December<br>2009     | 31 December<br>2008 | 31 December<br>2009       | 31 December<br>2008 |
|     |                                    |                         | (Rupees             | in '000)                  |                     |
|     | Gross sales                        | 835,606                 | 871,944             | 394,179                   | 428,135             |
|     | Sales tax                          | (126,205)               | (132,350)           | (59,298)                  | (65,164)            |
|     | Special excise duty                | (6,980)                 | (7,323)             | (3,284)                   | (3,594)             |
|     | Trade promotion discount           | (40,410)                | (43,748)            | (15,450)                  | (21,642)            |
|     | Rebate and sales return            | (2)                     | (186)               | -                         | (186)               |
|     |                                    | (173,597)               | (183,607)           | (78,032)                  | (90,586)            |
|     |                                    | 662,009                 | 688,337             | 316,147                   | 337,549             |
| 16. | COST OF SALES                      |                         |                     |                           |                     |
|     | Raw and packing material consume   | ed <b>415,375</b>       | 485,614             | 222,340                   | 225,817             |
|     | Stores and spares consumed         | 2,798                   | 2,506               | 1,213                     | 413                 |
|     | Salaries, wages and other benefits | 37,824                  | 35,524              | 18,877                    | 18,409              |
|     | Contribution to the provident fund | 761                     | 686                 | 378                       | 343                 |
|     | Repairs and maintenance            | 598                     | 668                 | 325                       | 317                 |
|     | Fuel and power                     | 23,731                  | 25,166              | 10,341                    | 12,436              |
|     | Rent, rates and taxes              | 1,924                   | 337                 | 1,528                     | 304                 |
|     | Insurance                          | 1,116                   | 1,261               | 560                       | 630                 |
|     | Product research and development   | 192                     | 16                  | 79                        | 12                  |
|     | Travelling and conveyance          | 1,027                   | 873                 | 577                       | 438                 |
|     | Printing and stationery            | 206                     | 225                 | 127                       | 162                 |
|     | Postage, telegrams and telephones  | 229                     | 195                 | 119                       | 99                  |
|     | Legal charges                      | 15                      | 11                  | 10                        | 9                   |
|     | Professional fee                   | 5                       | 50                  | 5                         | 31                  |
|     | Entertainment                      | 45                      | 92                  | 19                        | 38                  |
|     | Subscription                       | 31                      | 16                  | 12                        | 13                  |
|     | Depreciation / amortisation        | 9,611                   | 9,788               | 4,793                     | 4,953               |
|     | Freight and handling material      | 1,804                   | 2,598               | 942                       | 1,287               |
|     | Other expenses                     | 825                     | 2,164               | 374                       | 1,784               |
|     |                                    | 498,117                 | 567,790             | 262,619                   | 267,495             |
|     | Opening stock of work-in-process   | 25,436                  | 27,126              | 21,860                    | 43,390              |
|     | Closing stock of work-in-process   | (25,430)                | (30,417)            | (25,430)                  | (30,417)            |
|     | Cost of good manufactured          | 498,123                 | 564,499             | 259,049                   | 280,468             |
|     | Opening stock of finished goods    | 28,773                  | 12,783              | 24,709                    | 46,259              |
|     | Closing stock of finished goods    | (56,645)                | (60,911)            | (56,645)                  | (60,911)            |
|     |                                    | (27,872)                | (48,128)            | (31,936)                  | (14,652)            |
|     |                                    | 470,251                 | 516,371             | 227,113                   | 265,816             |
|     |                                    |                         |                     |                           |                     |



|     |                                    | Six months period ended |                     | Three months        | period ended        |
|-----|------------------------------------|-------------------------|---------------------|---------------------|---------------------|
|     |                                    | 31 December<br>2009     | 31 December<br>2008 | 31 December<br>2009 | 31 December<br>2008 |
|     |                                    |                         | (Rupees             | in '000)            |                     |
| 17. | SELLING AND DISTRIBUTION           | N COST                  |                     |                     |                     |
|     | Salaries, wages and other benefits | 21,567                  | 19,670              | 10,882              | 9,670               |
|     | Utilities                          | 95                      | 111                 | 32                  | 33                  |
|     | Contribution to the provident fund | 485                     | 481                 | 240                 | 239                 |
|     | Repairs and maintenance            | 530                     | 626                 | 285                 | 355                 |
|     | Rent, rates and taxes              | 924                     | 505                 | 295                 | 288                 |
|     | Depreciation / amortisation        | 1,010                   | 815                 | 510                 | 427                 |
|     | Professional fee                   | 295                     | 88                  | 295                 | 62                  |
|     | Postage and telegram               | 832                     | 1,024               | 442                 | 586                 |
|     | Printing and stationery            | 450                     | 743                 | 239                 | 549                 |
|     | Travelling and conveyance          | 3,967                   | 4,131               | 2,062               | 1,864               |
|     | Insurance                          | 1,394                   | 1,406               | 423                 | 703                 |
|     | Advertising                        | 98,668                  | 50,551              | 63,956              | 20,638              |
|     | Freight, distribution and handling | 17,301                  | 16,571              | 8,669               | 7,960               |
|     | Product research and development   | 2,970                   | 1,515               | 962                 | 718                 |
|     | Other expenses                     | 411                     | 410                 | 144                 | 138                 |
|     |                                    | 150,899                 | 98,647              | 89,436              | 44,230              |
|     |                                    |                         |                     |                     |                     |

#### TRANSACTIONS WITH RELATED PARTIES

The related parties comprise Treet Corporation Limited, Employees Provident Fund, directors and key management personnel. Details of transactions with related parties, are as follows:

| are as follows.   | Six months period ended 31 December 31 December 2009 2008 (Rs. in '000) |       |
|---|---|-------|
| Associated Companies Sale of goods  | 62  | 119   |
| Services rendered   | 435   | 520   |
| Dividend paid   | 4,346   | 1,580 |
| Other related parties Contribution to the employees' provident fund       | 1,596   | 1,498 |
| Directors and Chief Executive Officer (Key management personnel)          |   |       |
| Remuneration  | 2,780   | 2,392 |
| Dividend paid   | 3,922   | 1,544 |
| Other Key Management Personnel  |   |       |
| Managerial remuneration (excluding directors and Chief Executive Officer) | 8,326   | 8,223 |



31 December 30 June 2009 2009 (Audited) (Un-audited) (Rs. in '000)

Balances with related parties: Associated Companies

Trade debts (unsecured, considered goods) 187 115 Other receivables 543 546

- 18.1 Contribution to the provident fund is made in accordance with the requirements of staff service rules.
- 18.2 Remuneration to key management personnel is in accordance with the terms of their employment.
- **18.3** Other transactions with the related parties are at the agreed terms.

#### **GENERAL** 19

- 19.1 This condensed interim financial information are unaudited and have been reviewed by the auditors. Furthermore, the figures for the three months period ended 31 December 2009 and 31 December 2008 in this condensed interim financial information have not been reviewed by the auditors.
- 19.2 This condensed interim financial information were authorised for issue on 22 February, 2010 by the board of directors of the Company.

Feriel Ali Mehdi Chairman / Chief Executive

**Kemal Shoaib** 

Director