



# TOA LEGACY & MORE...

QUARTERLY REPORT SEPTEMBER 2019

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# COMPANY PROFILE

### Board of Directors

Mr. Muhammad M. Ismail Mr. Munsarim Saifullah Mr. Ahmed Muhammad Mr. Hamid Maqsood Ismail Mr. Maqsood Ismail Mr. M. Zubair Motiwala Ms. Tasneem Yusuf Chairman Chief Executive Officer Executive Director Non-Executive Director Independent Director Independent Director

#### Audit Committee Members

Ms. Tasneem Yusuf Mr. Muhammad M. Ismail Mr. Maqsood Ismail

### Chairperson Member Member

### **Registered Office**

17, Bangalore Town, Main Shahrah-e-Faisal, Karachi

### Factories

Unit-1: C-230, Hub H.I.T.E., Balochistan.

Unit -2: B-140, Hub H.I.T.E., Balochistan.

Unit-3: G-1, Hub H.I.T.E., Balochistan.

Unit-4: G-22, Hub H.I.T.E., Balochistan.

Unit-5: 38-C, Sundar Industrial Estate Raiwind Road, Lahore.

Unit-6: D-91, D-92 & D-94 North Western Zone, Port Qasim.

Unit-7: E164-168, North Western Zone, Port Qasim.

Unit-8: E154-157, North Western Zone, Port Qasim.

### Human Resource & Remuneration Committee

Mr. M. Zubair Motiwala Mr. Maqsood Ismail Ms. Farzana Muhammad Chairman Member Member

### **Company Secretary**

Mr. Ghulam Farooq

**Chief Financial Officer** Mr. Abdul Qadir

Auditor Grant Thornton Anjum Rahman Chartered Accountants

Legal Advisor Mohsin Tayebaly & Co.

Share Registrar THK Associates (Pvt.) Limited

### Bankers / Institutions

Allied Bank Limited Askari Bank Limited Bank Alfalah Limited Bank Al-Habib Limited Bank Islami Pakistan Limited Dubai Islamic Bank (Pakistan) Limited Faysal Bank Limited Habib Bank Limited Habib Metropolitan Bank Limited Industrial & Commercial Bank of China Limited IS Bank Limited Meezan Bank Limited MCB Bank Limited MCB Islamic Bank Limited National Bank of Pakistan Pak Brunei Investment Co Ltd Pak Oman Investment Co. Ltd Standard Chartered Bank (Pakistan) Limited Soneri Bank Limited

# DIRECTOR'S REVIEW REPORT ON COMPANY'S AFFAIRS

The Board of Directors of the Company is pleased to present the stand alone and consolidated un-audited condensed interim financial information of Ismail Industries Limited for the quarter ended September 30, 2019. Brief highlights of the Company's performance for the quarter under review is here under:

Description	Sep-19 PKR in	Sep-18 Million
Sales	9,928	8,560
Gross Profit	1,686	1,576
Operating Profit	729	764
Profit before tax	450	579
Profit after tax	193	392
Earnings per share - Rs.	3.02	6.14

Despite tough economic and business conditions, the overall performance of Company's food and plastic divisions were quite satisfactory, and topline of the Company shows growth of 16% which stood at **Rs. 9,928 million** as compared to **Rs. 8,560 million** in the corresponding period. Growth in food segment achieved through aggressive marketing and trade activities whereas in plastic segment it has a substantial effect of RKR devaluation due to which price of basic raw material increased. The company has also initiated different customer awareness and regaining brand loyalty tactics in order to align the Company's growth strategy.

During the period under review earnings after tax is **Rs. 193 million** in comparison of **Rs. 392 million** earned in the same period of last year. The reason for decline in profitability is due to drastic hike in gas prices, financing cost and PKR devaluation which ultimately increased the cost of doing business and put the pressure on overall profitability of the Company. However, the Company has strategically initiated various cost rationalization measures across the entire spectrum of the business to achieve these results.

We are confident to achieve sustained growth through diversification and witnessed good progress in launching of new products, higher sales volume and cost controls. The management has also undertaken various initiatives like curtailment of input cost, increasing production at optimum levels and getting better results from synergies in operation to enhance the shareholders' value in upcoming periods.

### FUTURE OUTLOOK

Business environment will continue to remain challenging and competitive intensity is likely to remain high in periods ahead. Our primary focus is still on aggressive volume driven sales growth through both new and existing products which will further allow us to take advantage of economies of scale. The Company has a long-term optimistic outlook for its business and is taking appropriate measures by optimizing operations and expanding the product base.

### ACKNOWLEDGEMENT

We acknowledge the trust and continued support of our valuable customers, financial institution and shareholders towards the Company. The Directors would also like to place on record their appreciation to all workforce of the Company for their dedication, diligence, commitment and hard work.

On behalf of the, Board of Directors

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

Karachi: October 28, 2019

# ڈائریکٹران کی جائزہ رپورٹ

آپ کی کمپنی کے ڈائر کیٹران اساعیل انڈسٹر یذ کمیٹڈ کے تنہا اور مجموعی غیرا ڈٹ شدہ اختصاری عبوری مالیاتی منائج برائے مختتمہ مدت 30 ستبر 2019 پیش کرتے ہوئے اظہار مسرت کرتے ہیں- جائزہ سہ ماہی میں کمپنی کی کارکردگی کی مختصراً جھلیاں درج ذیل ہیں:

تتمبر2018 پے ملین میں	تتمبر2019 پاکتانی رو۔	تفسيل
8,560	9,928	فروخت
1,576	1,686	خام منافع
764	729	کاروباری منافع
579	450	منافع قبل ازئيكس
392	193	منافع بعدازنيك
6.14	3.02	فی حصص آمدن _روپ

دشوار گزار معاشی اور کار دباری صور تحال کے باد جود آپ کی کمپنی کے غذائی اور پلاسٹک کے شعبول کی کار کردگی مجموعی طور پر انتہائی تسلی بخش رہی اور کمپنی کی فروخت 16 فیصد اضافہ کے ساتھ 9,928 ملین روپے رہی جب گرشتہ مدت میں کی وجہ سے ہوئی جبکہ پلاسٹک کے شیم میں روپے کی قدر میں کی نے قابل ذکر اثر ان مرتب کئے جس کی وجہ سے بنیادی خام مال کی قیمت میں اضافہ ہو گیا - کمپنی کی نموکی حکمت عملی کے تحت کمپنی نے گا کموں کی آگاہی اور برانڈ پر گا کموں کا اعتاد کو بڑھانے کے لیے مختلف کا رافتیا رکئے -

جائزہ مدت کے دوران منافع بعداز نیکن 193 ملین روپے رہا جبکہ گزشتہ سال ای مدت میں 392 ملین روپے کا منافع ہوا تھا-منافع میں کمی کی دوجہ گیس کی قیتوں اور مالیاتی لاگت میں بڑے پیانے پراضا فداور روپے کی قدر میں کمی ہے جس کے منتیج میں کا روباری لاگت بڑھ گئی اور کمینی کی مجموعی منافع کاری پر دباؤبڑھ گیا-تاہم اکتہائی نے حکمت حکمل کے ذریعے کاروبار میں لاگتوں کو کم کرنے کے لئے مختلف اقدامات کے اور جس سے بیذائج حاصل ہوئے-

ہم رُباعتاد میں کہ تنوع کے ذریعے پائیدار نمو آئے گی اور نئی مصنوعات کے متعارف ہونے سے اچھی کارکردگی کا مشاہدہ ہونے کے ساتھ بلند جم فروخت حاصل ہوگا اور لاگتوں پر قابو پالیا جائے گا-انتظامیہ نے کٹی مختلف اقد امات کے میں جن سے خام مال کی لاگت میں کمی کے ساتھ پیداوار میں بلند سطح تک اضافہ

مستقدل کی پیش بینی کاروباری ماحول تنگسل کے ساتھ دشوار گزارر ہے گا اور توقع ہے کہ آنے والی مدتوں میں مسابقت کی شرت میں اضافہ ہوگا - ہماری توجہ کا بنادی مرکز اب بھی نئ اور موجودہ مصنوعات کے تجم فروخت میں متحرک اضافہ پر ہے جس سے ہمیں بڑے پیانے پر معاشی فاکدہ ہوگا - کمپنی اپنے کاروبار میں طویل مدتی حوصلہ افزاء منظر نامدد کھردی ہے اور اپنے کاروباری افعال میں بہتری اور مصنوعات کی بناید میں وسعت لانے کے لئے مناسب اقدامات کررہی ہے۔

**اعتراف** ہمانیے قامل قدر کا ہوں، مالیاتی اداروں تصص یافت گان کے کیپنی کے لئے مسلسل تعاون اور اعتماد پر ان کے متصور ہیں۔ ڈائر یکٹران اس موقع پر کمپنی کے تمام ملاز مین کے خلوص، شائنتگی، انتقل محنت اور جدو دہمد پران کے لئے ستائش رایکارڈ پرلانا چاہتے ہیں-

منجانب بورڈ آف ڈائر یکٹرز

مقصوداساغيل	منصرم سيف اللد
ڈائر یکٹر	چیف ایگزیکٹو

كراچى: 28اكتوبر2019

UNCONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT SEPTEMBER 30, 2019

		(Un-audited)	(Audited)
		September 30,	June 30,
		2019	2019
	Note	Rup	
ASSETS	Trote		
Non-current assets			
		48 444 800 040	
Property, plant and equipment	8	15,646,583,860	12,758,702,112
Intangible assets		80,760,518	85,453,143
Long term investments	9	3,833,394,351	3,212,049,382
Long term deposits		58,498,477	44,303,491
Total non-current assets		19,619,237,206	16,100,508,128
Current assets			
Stores and spares	10	393,422,348	278,975,893
Stock-in-trade	11	5,599,264,648	5,111,616,128
Trade debts	12	3,171,691,526	2,746,331,968
Loans and advances		1,401,359,262	1,599,840,527
Trade deposits and short-term prepayments		119,536,140	33,409,696
Other receivables		124,727,991	131,962,803
Taxation - net		862,341,003	929,456,127
Cash and bank balances	13	65,657,616	32,394,264
Total current assets		11,738,000,534	10,863,987,406
Total assets		31,357,237,740	26,964,495,534
EQUITY AND LIABILITIES			
Shareholders' equity Authorized share capital 250,000,000 (June 30, 2019: 250,000,000) ordinary shares of Rs. 10 each		2,500,000,000	2,500,000,000
		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	<i>,,,</i>
Issued, subscribed and paid-up share capital			
63,804,750 (June 30, 2019: 63,804,750) ordinary shares of Rs.10 each		638,047,500	638,047,500
Reserves		6,909,859,847	6,736,199,160
Total shareholders' equity		7,547,907,347	7,374,246,660
Non-current liabilities			
		000 454 550	002454 770
Sponsors' loan - subordinated	14	902,151,770	902,151,770
Long-term finances - secured	15	9,473,499,835	6,152,679,111
Liabilities against assets subject to finance lease		112,415,020	136,024,558
Deferred liabilities		1,789,646,200	1,632,662,558
Total non-current liabilities		12,277,712,825	8,823,517,997
Current liabilities			
Trade and other payables	16	2,170,650,279	2,051,217,937
Accrued mark-up		240,108,430	205,692,929
Short-term finance - secured	17	6,654,188,061	6,299,903,812
Current portion of:			
- long-term finances - secured	15	2,027,739,324	1,913,163,282
- liabilities against assets subject to finance lease		94,503,766	100,219,845
Unclaimed dividend		2,338,500	2,338,500
Unpaid dividend		191,414,250	-
Advances from customers		150,674,958	194,194,572
Total current liabilities		11,531,617,568	10,766,730,877
Total liabilities		23,809,330,393	19,590,248,874
Contingencies and commitments	18		
Total equity and liabilities		31,357,237,740	26,964,495,534

The annexed selected notes from 1 to 24 form an integral part of these unconsolidated condensed interim financial statements.

Munsarim Saifullah	Maqsood Ismail	Abdul Qadir
Chief Executive Officer	Director	Chief Financial Officer

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

		Three-months j	period ended
	Note	September 30, 2019	September 30, 2018
		Rup	bees
Sales - gross	22.1	9,927,706,296	8,559,912,147
Sales returns and discounts		(495,187,545)	(529,618,395)
Export rebate		2,161,192 (493,026,353)	2,544,202 (527,074,193)
		,	· · · · · ·
		9,434,679,943	8,032,837,954
Sales tax		(1,414,304,434)	(1,212,284,107)
Sales net		8,020,375,509	6,820,553,847
Cost of sales	22.1	(6,334,456,347)	(5,244,513,721)
Gross profit		1,685,919,162	1,576,040,126
Selling and distribution expenses		(818,813,229)	(691,622,507)
Administrative expenses		(137,927,281)	(120,498,338)
Operating profit		729,178,652	763,919,281
Other operating expenses		(59,079,907)	(74,984,326)
		670,098,745	688,934,955
Other income		65,729,910	43,317,696
		735,828,655	732,252,651
Finance cost		(309,808,206)	(190,124,509)
		426,020,449	542,128,142
Share of profit from associated companies - net		24,072,287	36,564,047
Profit before taxation		450,092,736	578,692,189
Taxation		(257,540,698)	(186,921,666)
Profit after taxation		192,552,038	391,770,523
Earnings per share - basic	19	3.02	6.14

The annexed selected notes from 1 to 24 form an integral part of these unconsolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director Abdul Qadir Chief Financial Officer

**Quarterly Report September 2019** 

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

	Three-m	onths period ended
	September 2019	<b>30,</b> September 30, 2018
Note		Rupees
Profit after taxation	192,552,	<b>038</b> 391,770,523
Item that will be reclassified to statement of profit or loss in subsequent period		
Item that will not be reclassified to statement of profit or loss in subsequent period		
Realized appreciation during the year on disposal of investment classified as fair value through OCI - net of tax		- (26,092,557)
Share of other comprehensive income / (loss) from associated undertaking - net of tax 9.	4 172,522,	(163,510,659)
Other comprehensive income / (loss) for the period - net of tax	172,522,	<b>899</b> (189,603,216)
Total comprehensive income for the period	365,074,	<b>937</b> 202,167,307

The annexed selected notes from 1 to 24 form an integral part of these unconsolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

				Ŧ	Total Reserves			
		Capital reserve	reserve		Revenue reserve	ve		
	I ssued, subscribed and paid-up share capital	Share premium	Amalgamation reserves	Remeasurement of investment in associate	Remeasurement of investment at fair value through OCI	Unappropriated profit	Total reserves	Total shareholders' equity
Balance as at July 01, 2018	638,047,500	579,265,000	916,862,067	(366,021,780)	.780) 26,092,557	5,425,785,968	6,581,983,812	7,220,031,312
Profit for the three months period ended September 30, 2018						391,770,523	391,770,523	391,770,523
Realized appreciation on disposal of investment - net of tax					(26,092,557)		(26,092,557)	(26,092,557)
Share of other comprehensive loss from associate - net of tax				(163, 510, 659)			(163, 510, 659)	(163, 510, 659)
Total comprehensive (loss)/income for the peniod Transaction with owners, recognised directly in equity			1	(163,510,659)	(26,092,557)	391,770,523	202,167,307	202,167,307
Final Cash dividend for the year ended June 30, 2018 @ Rs. 4.50 per share						(287,121,375)	(287,121,375)	(287,121,375)
Balance as at September 30, 2018	638,047,500	579,265,000	916,862,067	(529, 532, 439)		5,530,435,116	6,497,029,744	7,135,077,244
Balance as at July 01, 2019	638,047,500	579,265,000	916,862,067	(854,605,234)		6,094,677,327	6,736,199,160	7,374,246,660
Profit for the three months period ended September 30, 2019			•	•		192,552,038	192,552,038	192,552,038
Share of other comprehensive income from associated - net of tax	,			172,522,899			172,522,899	172,522,899
Total comprehensive income for the period			.	172,522,899		192,552,038	365,074,937	365,074,937
Transaction with owners, recognised directly in equity								
Final Cash dividend for the year ended June 30, 2019 @ Rs. 3 per share						(191,414,250)	(191,414,250)	(191,414,250)
Balance as at September 30, 2019	638,047,500	579,265,000	916,862,067	(682,082,335)		6,095,815,115	6,909,859,847	7,547,907,347
The annexed selected notes from 1 to 24 form an integral part of these unconsolidated condensed interim financial statements.	gral part of these	: unconsolidate	ed condensed i	nterim financial	statements.			

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# UNCONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

		September 30, 2019	September 30, 2018
	Note	Rug	Dees
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations after working capital changes Gratuity paid Income taxes paid Long-term deposits paid	20	36,041,492 (5,596,827) (72,677,321) (14,194,986)	97,603,104 (10,928,911) (100,679,734)
Net cash used in operating activities		(56,427,642)	(14,005,541)
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure (including CWIP) Investment in associated undertakings Proceeds from sale of investment Advance against shares Long term investment-Term Finance Certificates Proceeds from disposal of property, plant and equipment	9.5	(3,213,598,808) (16,294,565) - (178,010,000) (200,000,000) 7,001,506	(183,073,608) - 163,270,000 - - -
Net cash used in investing activities		(3,600,901,867)	(19,803,608)
CASH FLOWS FROM FINANCING ACTIVITIES			
Receipts from long-term financing - net Lease repayment net of sale and lease back Interest / mark-up paid		3,435,396,766 (29,325,617) (275,392,705)	324,497,757 (23,659,569) (204,095,826)
Net cash generated from financing activities		3,130,678,444	96,742,362
Net (decrease) / increase in cash and cash equivalents		(526,651,064)	62,933,213
Cash and cash equivalents at the beginning of the period		(3,267,596,157)	(1,916,243,707)
Cash and cash equivalents at the end of the period	21	(3,794,247,221)	(1,853,310,494)

The annexed selected notes from 1 to 24 form an integral part of these unconsolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# SELECTED NOTES TO THE UNCONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

#### 1 LEGAL STATUS AND OPERATIONS

Ismail Industries Limited (the Company) was incorporated in Karachi, Pakistan as a private limited company on June 21, 1988. On November 01, 1989 the Company was converted into a public limited company. The registered office of the Company is situated at 17 - Bangalore Town, Shahrah-e-Faisal, Karachi, Pakistan. The shares of the Company are quoted on Pakistan Stock Exchange. The principal activities of the Company are manufacturing and trading of sugar confectionery items, biscuits, potato chips, cast polypropylene (CPP) and Biaxially-oriented polyethylene terephthalate (BOPET) film under the brands of 'CandyLand', 'Bisconni', 'Snackcity' and 'Astro films' respectively.

#### 2 SIGNIFICANT EVENTS AND TRANSACTIONS

There are no significant events and transactions occurred during the period.

#### 3 STATEMENT OF COMPLIANCE

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

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

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

#### 4 BASIS OF PREPARATION

These condensed interim unconsolidated financial statements of the Company does not include all of the information and disclosure required in the unconsolidated annual financial statements and should be read in conjunction with the unconsolidated annual financial statements of the Company as at and for the year ended June 30, 2019. However, selected explanatory notes are included to explain the events and transactions that are significant to an understanding of the changes in the Company's financial position and performance since the last annual financial statements.

The figures in the condensed interim unconsolidated financial information for the three-months period ended September 30, 2019 and September 30, 2018 are neither audited nor reviwed.

#### 5 SIGNIFICANT ACCOUNTING INFORMATION AND POLICIES

The accounting policies and methods of computation adopted for the preparation of these condensed interim unconsolidated financial statements are the same as those applied in the preparation of the unconsolidated financial statements of the company for the year ended June 30, 2019.

#### 6 USE OF JUDGEMENTS AND ESTIMATES

The estimates / judgments and associated assumptions used in the preparation of this condensed interim unconsolidated financial information are consistent with those applied in the preparation of the unconsolidated financial statements of the Company for the year ended June 30, 2019.

#### 7 FUNCTIONAL AND PRESENTATION CURRENCY

These consolidated condensed interim financial statements is presented in Pakistani Rupees which is also Company's functional currency.

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
8	PROPERTY, PLANT AND EQUIPMENT	Note	Rupee	S
	Operating fixed assets	8.1	13,012,542,667	12,120,868,266
	Capital work in progress - at cost	8.2	2,634,041,193	637,833,846
			15.646.583.860	12.758.702.112

### **ISMAIL INDUSTRIES LIMITED**

8.1 Details of additions and disposal to operating fixed assets during the three-months period are as follows:

	(Un-audited)			
	Addi	tions	Disp	osals
	At (	cost	At net be	ook value
	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018
		R	upees	
Owned assets				
Building on leasehold land	177,222,240	-	-	-
Plant and machinery	1,018,693,731	-	675,727	-
Equipments	5,121,338	131,874	-	-
Computers	1,390,600	125,568	-	-
Vehicles	185,000	4,645,503	3,814,520	-
	1,202,612,909	4,902,945	4,490,247	-
Leased assets				
Vehicles	14,778,552	5,857,000	-	
	14,778,552	5,857,000	-	-
	1,217,391,461	10,759,945	4,490,247	-

8.2 Details of additions in and transfers from CWIP during the three-months period are as follows:

		(Un-audited)				
	Addi	Additions		sfers		
	September 30, 2019	September 30, 2018	t cost September 30, 2019	September 30, 2018		
		Rup	ees			
Civil works Plant and machinery	616,995,281 2,575,128,037	42,305,399 115,058,264	177,222,240 1,018,693,731	-		
	3,192,123,318	157,363,663	1,195,915,971	-		
			(Un-audited) September 30,	(Audited) June 30,		
			2019	2019		
LONG-TERM INVESTMENTS		Note	Rupee	·S		
Investment in subsidiary company - un	quoted shares					
Hudson Pharma (Private) Limited Add: Advance against shares		9.1	605,984,000 554,125,000	605,984,000 376,115,000		
-			1,160,109,000	982,099,000		
Investment in associated undertakings						
Novelty Enterprises (Private) Limited- un	nquoted shares	9.2	228,717,751	228,717,751		
The Bank of Khyber		9.3	2,244,567,600	2,001,232,631		
<b>Other investment - at amortised cost</b> Term Finance Certificates-Habib Bank Li	imited	9.5	200,000,000	-		
			3,833,394,351	3,212,049,382		

#### 9.1 Hudson Pharma (Private) Limited

The Company holds 60,598,400 (June 2019: 60,598,400) shares of Hudson Pharma (Private) Limited (subsidiary), which is equivalent to 71.29% of total paid-up share capital. The subsidiary is incorporated under Companies Act, 2017 as a private company, limited by shares. The registered office of the company is located at 17 Bangalore town, main Shahrah-e-Faisal Karachi. Principal activities of the subsidiary are manufacturing, processing, compounding, formulating, importing, exporting, packaging, marketing, wholeselling and retailing, trading and selling of all kinds of pharmaceutical drugs and medicines. The shares of subsidiary are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of subsidiary is June 30.

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#### 9.2 Novelty Enterprises (Private) Limited

The Company holds 33% (June 2019: 33%) voting and equity interest in Novelty Enterprises (Private) Limited (NEL). The shares of NEL are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of NEL is June 30.

Total equity / net assets of NEL as at June 30, 2019 based on un-audited financial statements amounted to Rs. 561.43 million (2018: Rs. 561.43 million based on audited financial statements). However, as per report of an independent valuer, Masud Associates dated December 31, 2015 fair value of fixed assets of NEL amounted to Rs. 1,016.32 million resulting in surplus on fixed assets of Rs. 483.61 million. Revised net assets after the revaluation surplus amounted to Rs. 1,045.06 million (2018: Rs. 1,045.06 million). Accordingly, the management is of the view that it would be able to recover carrying values of its investment.

#### 9.3 The Bank of Khyber

The total shareholding of the Company in the Bank of Khyber (the Bank) is 244,339,031 shares which represents 24.43% of paid-up capital of the Bank (June 2019: 24.16%). In addition to this, the Company also has representation on the board of directors of the Bank. The Bank concludes its annual financial results on December 31 as required by the State Bank of Pakistan for financial institutions. Amounts in these financial statements have been taken from unaudited financial statements of the Bank for the nine-months period ended September 30, 2019 and unaudited interim six-months period ended June 30, 2019. Adjustment to confirm to the Bank's accounting policies is not warranted as the Bank is not engaged in like transaction under similar circumstances.

The market value of holding in the Bank as on September 30, 2019 was Rs. 2,719.49 million (June 30, 2019: Rs. 2,382.56 million).

9.4 These investments are accounted for under the equity method. The aggregate amount of the associates recognized in these financial statements are as follows:

	The Bank of Khyber		Novelty Enterprises (Private) Limited	
	(Un-audited) (Audited)		(Un-audited)	(Audited)
	September 30,	June 30,	September 30,	June 30,
	2019	2019	2019	2019
Balance as at July 01	2,001,232,631	2,530,641,520	228,717,751	228,727,912
Investment made during the period	16,294,565	-	-	-
Share of profit relating to statement of profit or loss	24,072,287	45,395,175	-	(10,161)
Share of other comprehensive income/(loss)	202,968,117	(574,804,064)	-	
Balance as at period / year end	2,244,567,600	2,001,232,631	228,717,751	228,717,751

All transfers of funds to the Company, i.e. distribution of cash dividends, are subject to approval by means of a resolution passed by the shareholders of the associates. During the period, no cash dividend have been received from the Bank of Khyber (2019: Rs. Nil per share)

9.5 During the period, the Company has purchased 2,000 term finance certificates having face value of Rs 100,000/= per certificate. These certificates carry markup of 3 months kibor + 160 bps per annum. This investment is made with intention to earn contractual cashflows and hence recognized at amortized cost.

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
		Note	Rupees	
10	STORES AND SPARES			
	Stores and spare parts - gross		402,013,768	287,567,313
	Provision for slow moving stores and spares		(8,591,420)	(8,591,420)
	Store and spare parts - net		393,422,348	278,975,893
11	STOCK-IN-TRADE			
	Raw materials	11.1	3,377,145,243	2,951,988,975
	Packing materials	11.1	573,521,284	451,115,557
	Work-in-process		220,032,300	82,183,155
	Finished goods		1,428,565,821	1,626,328,441
			5,599,264,648	5,111,616,128

### Quarterly Report September 2019

11.1 Raw materials and packing materials are stated at net of provision for slow moving items amounting to Rs.13,384,583 (June 30, 2019: Rs.13,384,583) and Rs.106,676,298 (June 30, 2019: Rs. 109,848,549) respectively.

12 TRADE DEBTS	(Un-audited) September 30, 2019 Rupees	(Audited) June 30, 2019
Considered good - secured (export debtors) - unsecured (local)	764,851,468 2,483,183,203	784,297,206 2,038,377,907
Allowance for expected credit loss Trade debts - net	3,248,034,671 (76,343,145) 3,171,691,526	2,822,675,113 (76,343,145) 2,746,331,968
13 CASH AND BANK BALANCES		
Cash in hand Cash with banks in: - current accounts- <i>conventional</i>	49,725,859 5,034,778	7,303,543 20,660,039
- current accounts- <i>islamic</i>	<u>10,896,979</u> <u>65,657,616</u>	4,430,682 32,394,264

#### 14 SPONSORS' LOAN - subordinated

The Company has obtained interest free loan from its sponsors. The sponsors have entered into an agreement with the Company and various banks in which they have under taken to subordinate their loans and their claims over the Company's assets. During the last year the Company has requested the Securities & Exchange Commission of Pakistan (the Commission) for special permission for conversion of sponsors loan into equity. The related formalities for the conversion of these loan into equity would be completed once the final approval received from the Commission.

#### 15 LONG TERM FINANCES - secured

		(Un-audited)			(Audited)		
	30-Sep-19			30-Jun-19			
	Rupees						
	Conventional	ntional Islamic Total Conventional Islamic Total					
At beginning of the period / year	6,018,572,286	2,047,270,019	8,065,842,393	4,629,479,472	2,534,305,564	7,163,785,036	
Obtained during the period / year	3,837,649,980	178,654,000	4,016,303,980	2,772,202,997	799,770,000	3,571,972,997	
Repaid during the period / year	(352,990,550)	(227,916,664)	(580,907,214)	(1,383,110,183)	(1,286,805,545)	(2,669,915,640)	
	9,503,231,716	1,998,007,355	11,501,239,159	6,018,572,286	2,047,270,019	8,065,842,393	
Less: Current maturity	(1,164,297,660)	(863,441,664)	(2,027,739,324)	(1,128,579,949)	(784,583,333)	(1,913,163,282)	
	8,338,934,056	1,134,565,691	9,473,499,835	4,889,992,337	1,262,686,686	6,152,679,111	

- 15.1 These represent financings for property, plant, and equipment. The above mentioned facilities are secured by way of creation of equitable mortgage and first pari-passu / ranking charge over present and future fixed assets of the Company and personal guarantees of sponsors.
- 15.2 The Company's total limit for long term loan amounting to Rs. 16,108 million. (June 2019 Rs. 13,320 million)

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
16	TRADE AND OTHER PAYABLES	Note	Rup	ees
	Trade creditors		1,415,452,346	1,358,568,340
	Other liabilities		755,197,933	692,649,597
			2,170,650,279	2,051,217,937
17	SHORT TERM FINANCES - secured			
	Term finances-conventional	17.1	803,858,224	895,013,391
	Term finances-islamic	17.2	1,484,725,000	1,599,200,000
	Export refinances	17.3	505,700,000	505,700,000
	Running finance utilized under mark-up arrangement	17.4	3,859,904,837	3,299,990,421
			6,654,188,061	6,299,903,812

### **ISMAIL INDUSTRIES LIMITED**

- 17.1 These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,005 million (June 2019; Rs. 1,005 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 11.26% to 14.17% per annum. (June 2019; 6.24% to 13.21% per annum).
- 17.2 These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,600 million (June 2019; Rs. 1,600 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 10.85% to 14.38% per annum (June 2019: 6.56% to 13.16% per annum).
- 17.3 These represented facilities for export refinance arranged from various banks aggregating to Rs. 505.70 million (June 2019: Rs. 685.70 million). These are secured against pari-passu hypothecation of stocks, book debts and lien on export letters of credits of the Company along with the personal guarantees of the directors. These carried mark-up at the rate 0.25% to 0.60% above the State Bank of Pakistan (SBP) rate per annum (June 2019: 0.25% to 0.50% above SBP rate per annum).
- 17.4 These facilities for running finances available from various banks aggregated to Rs. 5,784.30 million (June 2019: Rs. 4,804.30 million). These are secured against pari-passu hypothecation of stocks and book debts and personal guarantees of the directors. These carry mark-up at the rates ranging from 12.92% to 14.56% per annum (June 2019: 7.02% to 13.54% per annum).

#### 18 CONTINGENCIES AND COMMITMENTS

#### 18.1 Contingencies

There are no material changes in the status of contingencies which was reported in the annual audited financial statements of the Company refer note 28.1.

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
18.2	Commitments	Note	Rupe	ees
	Outstanding letter of guarantees		1,125,638,585	929,682,424
	Outstanding letter of credit for:			
	- capital expenditures		1,815,647,452	4,295,585,276
	- others		1,929,827,622	1,204,858,818

#### 19 EARNINGS PER SHARE - basic

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

		(Un-audited)	(Un-audited)
		September 30,	September 30,
		2019	2018
	Note	Rupe	.es
Basic earnings per share			
Profit for the period		192,552,038	391,770,523
		(Num	ıber)
Weighted average number of ordinary shares during the period		63,804,750	63,804,750
		(Rup	ees)
Basic earnings per share		3.02	6.14

# 20 CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES

Profit before income tax		450,092,736	578,692,189
Adjustments for non-cash and other items:			
Depreciation		321,226,813	260,491,168
Amortization charge		4,692,624	-
Gain on disposal of property, plant and equipment - net		(2,511,259)	-
Provision for staff retirement gratuity		14,386,998	22,482,920
Share of profit from associated undertaking		(24,072,287)	(36,564,047)
Finance cost		309,808,206	190,124,509
Net decrease in working capital 2	0.1	(1,037,582,339)	(917,623,635)
		36,041,492	97,603,104

### Ismail Industries Limited

20.1	Working capital changes	Note	(Un-audited) September 30, 2019 Rupee	(Un-audited) September 30, 2018
	Current assets			
	Decrease / (Increase) in current assets			
	Stores and spares		(114,446,455)	(1,487,966)
	Stock-in-trade		(487,648,520)	(74,913,236)
	Trade debts		(425,359,558)	(214,981,642)
	Loans and advances		198,481,265	(73,529,161)
	Trade deposits and short-term prepayments		(86,126,444)	(6,585,150)
	Other receivables		7,234,812	(13,621,045)
			(907,864,900)	(385,118,200)
	Current liabilities (Decrease) / Increase in current liabilities			
	Trade and other payables		(71,981,908)	(546,070,417)
	Unpaid dividend		191,414,250	-
	Short-term finance - secured		(205,630,167)	76,026,836
	Advances from customers		(43,519,614)	(62,461,854)
			(129,717,439)	(532,505,435)
	Net decrease in working capital		(1,037,582,339)	(917,623,635)
21	CASH AND CASH EQUIVALENTS			
	Cash and bank balances	13	65,657,616	60,763,294
	Running finances under mark-up arrangement	17	(3,859,904,837)	(1,914,073,788)
			(3,794,247,221)	(1,853,310,494)

#### 22 SEGMENT INFORMATION

A segment is a distinguishable component of the Company that is engaged in business activities from which the Company earns revenues and incur expense and its results are regularly reviewed by the Company's chief operating decision maker to make decision about resources to be allocated to the segment and assess its performance. Further, discrete financial information is available for each segment.

Based on internal management reporting structure and products produced and sold, the Company is organised into the following two operating segments:

- Food processing

- Plastic film

Management monitors the operating results of above mentioned segments separately for the purpose of making decisions about resources to be allocated and of assessing performance.

## **ISMAIL INDUSTRIES LIMITED**

Segment revenue, segment result, costs, assets and liabilities for the period are as follows:

Segment revenue, segment	t result, costs, assets and liabili	ities for the period a	re as follows:			
			(Un-au	udited)		
2.1			Three-months	Period Ended		
	Food Pro	ocessing	Plastic	: Film	Tot	al
	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018	September 30, 2019	September 30, 2018
	-	2018		2018 pees	2019	2010
Sales			Ru	pees		
Sales	5 122 506 064	6,470,451,871	2,013,699,591	1,889,452,415	0.145.005.055	8,359,904,286
	7,133,526,064				9,147,225,655	
Export Export rebates	585,941,356 2,161,192	175,418,477 2,544,202	194,539,285	24,589,384	780,480,641 2,161,192	200,007,861 2,544,202
Export rebates	7,721,628,612	6,648,414,550	- 2,208,238,876	- 1,914,041,799	9,929,867,488	8,562,456,349
Less:	/,/21,020,012	0,040,414,550	2,208,238,870	1,914,041,799	9,929,007,400	6,502,450,549
Sales return and discount	ts (481,688,215)	(459,586,755)	(13,499,330)	(70,031,640)	(495,187,545)	(529,618,395)
Sales tax	(1,113,269,297)	(934,576,805)	(301,035,137)	(277,707,302)	(1,414,304,434)	(1,212,284,107)
0.000 0.000	(1,594,957,512)	(1,394,163,560)	(314,534,467)	(347,738,942)	(1,909,491,979)	(1,741,902,502)
Net sales	6,126,671,100	5,254,250,990	1,893,704,409	1,566,302,857	8,020,375,509	6,820,553,847
Cost of sales	(4,655,725,185)	(3,869,332,114)	(1,678,731,162)	(1,375,181,607)	(6,334,456,347)	(5,244,513,721)
Selling and distribution	(771,132,717)	(660,498,596)	(47,680,512)	(31,123,911)	(818,813,229)	(691,622,507)
Administrative expenses	(125,276,669)	(110,524,917)	(12,650,612)	(9,973,421)	(137,927,281)	(120,498,338)
	(5,552,134,571)	(4,640,355,627)	(1,739,062,286)	(1,416,278,939)	(7,291,196,857)	(6,056,634,566)
Segment result	574,536,529	613,895,363	154,642,123	150,023,918	729,178,652	763,919,281
** ** . **						
Unallocated income and	l expenses				(F 500 040	10 017 101
Other operating income					65,729,910	43,317,696
Finance cost					(309,808,206)	(190,124,509)
Other operating expense Share of profit from asso					(59,079,907)	(74,984,326)
Profit before taxation	sciated undertakings			-	24,072,287 450,092,736	36,564,047 578,692,189
Income tax expense					(257,540,698)	(186,921,666)
Profit for the period				-	192,552,038	391,770,523
rione for the period					192,332,038	391,770,323
	(Un-audited)	(Audited)	(Un-audited)	(Audited)	(Un-audited)	(Audited)
	Food Se	· /	Plastic S	( /	Tot	· · · ·
	September 30,	June 30,	September 30,	June 30,	September 30,	June 30,
	2019	2019	2019	2019	2019	2019
			Ru	pees		
2.2 Segment assets	19,369,502,408	15,727,044,151	7,206,331,485	7,092,171,057	26,575,833,893	22,819,215,208
2.3 Unallocated assets	-	-	-	-	4,781,403,847	4,145,280,326
	19,369,502,408	15,727,044,151	7,206,331,485	7,092,171,057	31,357,237,740	26,964,495,534
2.4 Segment liabilities	4,866,431,118	4,675,009,250	4,542,943,360	4,436,912,905	9,409,374,478	9,111,922,155
2.5 Unallocated liabilities	-	-	-	-	14,399,955,915	10,478,326,719
	4,866,431,118	4,675,009,250	4,542,943,360	4,436,912,905	23,809,330,393	19,590,248,874

#### 22.6 Inter-segment pricing

22. 22. 22. 22.

22.

Transactions among the business segments are recorded at estimated cost.

22.7 The Company's export sales have been primarily made to countries in the Middle East, Africa and South Asia. However, no material amount of export sales have been made to any one or more particular countries.

22.8 There were no major customers of the Company which formed 10 percent or more of the Company's revenue.

22.9	RECONCILIATION OF REPORTABLE SEGMENT ASSETS AND LIABILITIES	Note	(Un-audited) September 30, 2019 Rupee	(Audited) June 30, 2019
	Assets			
	Total assets for reportable segments	22.2	26,575,833,893	22,819,215,208
	Unallocated capital assets		948,009,496	933,230,944
	Long term investment	9	3,833,394,351	3,212,049,382
	Total assets		31,357,237,740	26,964,495,534
	Liabilities			
	Total liabilities for reportable segments	22.4	9,409,374,478	9,111,922,155
	Sponsors' loan - subordinated		902,151,770	902,151,770
	Deferred liabilities		1,789,646,200	1,274,088,153
	Long term finance - secured	15	11,501,239,159	8,065,842,393
	Liabilities against assets subject to finance lease		206,918,786	236,244,403
	Total liabilities		23,809,330,393	19,590,248,874

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#### 23 TRANSACTIONS AND BALANCES WITH RELATED PARTIES

Details of transactions and balances with related parties during the period, other than those which have been specifically disclosed elsewhere in the condensed interim unconsolidated financial statements are as follows:

Transactions	(Un-audited) September 30, 2019 Ru	(Un-audited) September 30, 2018 pees
Plasitflex Films (Private) Limited		-
(Common directorship)		
- Purchase of raw and packing materials	7,077,395	14,223,096
- Metallization service	5,382,157	-
- Sale of raw and packing materials	2,099,770	
- Payment against purchases	4,257,544	3,222,855
Others		
Remuneration to directors and other key		
management personnel:		
Chief Executive Officer	2,350,000	1,750,000
Directors	3,975,000	2,775,000
Executives	89,946,049	83,485,489
	96,271,049	88,010,489
	(Un-audited)	(Audited)
	September 30,	June 30,
Balances	2019	2019
	Ru	pees
Creditors - associated company		
-Payable to associate	9,924,707	14,586,783
Sponsor's loan - subordinated		
-Payable to director's	902,151,770	902,151,770

#### 24 DATE OF AUTHORIZATION FOR ISSUE

These unconsolidated condensed interim financial statements were authorized for issue on 28 October 2019 by the Board of Directors of the Company.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE QUARTER ENDED SEPTEMBER 30, 2019

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION AS AT SEPTEMBER 30, 2019

	Note	(Un-audited) September 30, 2019 Rupees	(Audited) June 30, 2019
ASSETS		-	
Non-current assets			
Property, plant and equipment	8	16,818,131,257	13,948,245,682
Goodwill		11,959,187	11,959,187
Intangible assets		80,760,518	85,453,143
Long term investments	9	2,673,285,351	2,229,950,382
Long term deposits Total non-current assets		63,833,335 19,647,969,648	47,985,848 16,323,594,242
Current assets		19,047,909,048	10,323,394,242
	10	107 001 111	202.007.504
Stores and spares Stock-in-trade	10 11	407,801,441 5,776,315,656	292,887,591 5,261,895,471
Trade debts	11	3,197,315,723	2,768,429,157
Loans and advances	12	1,447,086,096	1,634,108,116
Trade deposits and short-term prepayments		131,621,439	37,273,112
Other receivables		124,727,991	131,962,804
Taxation - net		879,579,484	945,869,617
Cash and bank balances	13	68,205,521	36,602,222
Total current assets		12,032,653,351	11,109,028,090
Total assets		31,680,622,999	27,432,622,332
EQUITY AND LIABILITIES			
Shareholders' equity			
Authorized share capital			
250,000,000 (June 30, 2019: 250,000,000) ordinary share of Rs. 10 each		2,500,000,000	2,500,000,000
Issued, subscribed and paid-up share capital			
63,804,750 (June 30, 2019: 63,804,750) ordinary shares of Rs.10 each		638,047,500	638,047,500
Non-controlling interest		142,173,597	179,714,690
Reserves		6,532,320,040	6,451,888,083
Total shareholders' equity		7,312,541,137	7,269,650,273
Non-current liabilities			
Sponsors' loan - subordinated	14	915,357,737	915,357,737
Long-term finances - secured	15	9,766,555,390	6,484,901,333
Liabilities against assets subject to finance lease		112,415,020	136,024,559
Deferred liabilities		1,801,292,121	1,643,629,575
Total non-current liabilities		12,595,620,268	9,179,913,204
Current liabilities			
Trade and other payables	16	2,251,327,325	2,106,806,641
Accrued mark-up		243,608,743	209,765,534
Short-term finance - secured	17	6,654,188,061	6,299,903,813
Current portion of:	15	2 194 405 001	2,069,829,949
<ul> <li>long-term finances - secured</li> <li>liabilities against assets subject to finance lease</li> </ul>	15	2,184,405,991 94,503,766	2,069,829,949
Unpaid dividend		191,414,250	
Unclaimed Dividend		2,338,500	2,338,500
Advances from customers		150,674,958	194,194,573
Total current liabilities		11,772,461,594	10,983,058,855
Total liabilities		24,368,081,862	20,162,972,059
Contingencies and commitments	18		
Total equity and liabilities		31,680,622,999	27,432,622,332

The annexed selected notes from 1 to 24 form an integral part of these consolidated condensed interim financial statements.

Munsarim SaifullahMaqsood IsmailAbdul QadirChief Executive OfficerDirectorChief Financial Officer

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

	Three-months	period ended
	September 30,	September 30,
Note	2019 B.:	2018
	Ru	pees
Sales - gross 22.1	9,956,622,647	8,571,760,030
Sales returns and discounts	(497,916,845)	(529,618,395)
Export rebate	2,161,192	2,544,202
	(495,755,653)	(527,074,193)
	9,460,866,994	8,044,685,837
Sales tax	(1,414,304,434)	(1,212,284,107)
Net sales	8,046,562,560	6,832,401,730
Cost of sales 22.1	(6,402,886,826)	(5,266,420,126)
Gross profit	1,643,675,734	1,565,981,604
Selling and distribution expenses	(877,651,690)	(715,407,875)
Administrative expenses	(152,148,144)	(129,108,135)
Operating profit	613,875,900	721,465,594
Other operating expenses	(59,079,907)	(74,984,326)
	554,795,993	646,481,268
Other income	65,729,910	43,673,189
	620,525,903	690,154,457
Finance cost	(325,275,277)	(200,587,598)
	295,250,626	489,566,859
Share of profit from associated companies - net	24,072,287	36,564,047
Profit before taxation	319,322,913	526,130,906
Taxation	(257,540,698)	(186,921,666)
Profit after taxation	61,782,215	339,209,240
Profit for the period attributable to:		
Shareholders of the Holding Company	99,323,308	354,298,409
Non-controlling interest	(37,541,093)	(15,089,169)
	61,782,215	339,209,240
Earnings per share - basic 19	1.56	5.55

The annexed selected notes from 1 to 24 form an integral part of these consolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

	Three-months	s period ended
	September 30, 2019	September 30, 2018
Note	R	upees
Profit after taxation	61,782,215	339,209,240
Items that will be reclassified to consolidated statement		
of profit or loss in subsequent periods	-	-
Items that will not be reclassified to consolidated statement		
of profit or loss in subsequent periods		
or prom or ross in subsequent periods		
Realized appreciation during the period on sale of investment classified as fair value through OCI - net of tax		(26,092,557)
Share of other comprehensive income / (loss) from associated undertaking - net of tax 9.3	172,522,899	(163,510,659)
onate of other comprehensive meetine ( 1000) from accounted and randing net of all 5.5	112,022,077	(103,010,000)
Other comprehensive income / (loss) for the period - net of tax	172,522,899	(189,603,216)
		<u>`</u>
Total comprehensive income for the period	234,305,114	149,606,024
Total Comprenhensive income for the period attributable to:		
Shareholders of the Holding Company	271,846,207	164,695,193
Non-controlling interest	(37,541,093)	(15,089,169)
	234,305,114	149,606,024

The annexed selected notes from 1 to 24 form an integral part of these consolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

1					F					
Μı			Canital reserve	PSPTUP	1021	10tal Acserves Revenue reserve				
ınsarim Sa		Issued, subscribed and paid-up share capital	Share premium	Amalgamation reserves	Remeasurement of investment in associate	Remeasurement of investment at fair value through OCI	Unappropriated profit	Total reserves	Non- controlling interest	Total shareholders' equity
uifullah	Balance as at July 01, 2018	638,047,500	579,265,000	916,862,067	(366,021,780)	Rupces 26,092,557	5,379,455,187	 6,535,653,031	220,543,953	7,394,244,484
1	Profit for the three months period ended September 30,2018						354,298,409	354,298,409	(15,089,169)	339,209,240
	Realized appreciation on disposal of investment - net of tax Share of other commedencine loss	•	•	•		(26,092,557)		(26,092,557)		(26,092,557)
	from associates - net of tax				(163, 510, 659)			(163, 510, 659)	,	(163, 510, 659)
	Other comprehensive (loss)/income for the three months period ended September 30, 2018		,		(163,510,659)	(26,092,557)		(189,603,216)		(189,603,216)
Maqso	Total comprehensive (loss)/income for the period Transaction with owners, recognised directly in equity			1	(163,510,659)	(26,092,557)	354,298,409	164,695,193	(15,089,169)	149,606,024
od Is	Final Cash dividend for the year ended J une 30, 2018 $\textcircled{0}$ Rs. 4.50 per share					,	(287,121,375)	(287,121,375)		(287,121,375)
ma	Balance as at September 30, 2018	638,047,500	579,265,000	916,862,067	(529, 532, 439)		5,446,632,221	6,413,226,849	205,454,784	7,256,729,133
il	Balance as at July 01, 2019	638,047,500	579,265,000	916,862,067	(854,605,234)		5,810,366,250	6,451,888,083	179,714,690	7,269,650,273
	Profit for the three months ended September 30, 2019						99,323,308	99,323,308	(37, 541, 093)	61,782,215
	Share of other comprehensive income / (loss) from associates - net of tax				172,522,899	•		172,522,899		172,522,899
					172,522,899			172,522,899		172,522,899
Ab	Total comprehensive income / (loss) for the period Transaction with owners, recognised directly in equity				172,522,899		99,323,308	271,846,207	(37,541,093)	234,305,114
dul Q	Firtal Cash dividend for the year ended J une 30, 2019 @ Rs. 3 per share						(191,414,250)	(191,414,250)		(191,414,250)
ad	Balance as at September 30, 2019	638,047,500	579,265,000	916,862,067	(682,082,335)	•	5,718,275,308	6,532,320,040	142,173,597	7,312,541,137
ir	The annexed selected notes from 1 to 24 from an integral part of these consolidated condensed interim financial statements.	f these consolidated o	condensed interim	financial statemen	.si					

Chief Executive Officer

Maqsood Ismail Director

# CONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

Note	September 30, 2019	September 30, 2018 pees
CASH FLOWS FROM OPERATING ACTIVITIES		
Cash (used in) / generated from operations after working capital changes 20 Gratuity paid Income taxes paid Long-term deposits paid	(71,880,895) (6,064,366) (73,502,310) (15,847,487)	58,175,869 (12,306,940) (101,301,524)
Net cash (used in) operating activitie	(167,295,058)	(55,432,595)
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditure (including CWIP) Investment in associated undertakings Proceeds from sale of investment Long term investment - Term finance certificates Proceeds from disposal of property, plant and equipment <b>Net cash used in investing activities</b>	(3,227,195,413) (16,294,565) - (200,000,000) 7,001,506 (3,436,488,472)	(187,384,820) - 163,270,000 - 1,706,389 (22,408,431)
CASH FLOWS FROM FINANCING ACTIVITIES		
Sponsors' loan - subordinated Receipts from long term financing - net Lease repayment net of sale and lease back Interest / mark-up paid	- 3,396,230,099 (29,325,618) (291,432,069)	45,000,000 311,997,757 (23,659,569) (214,010,456)
Net cash generated from financing activities	3,075,472,412	119,327,732
Net (decrease) / increase in cash and cash equivalents	(528,311,117)	41,486,706
Cash and cash equivalents at the beginning of the period	(3,263,388,199)	(1,886,288,242)
Cash and cash equivalents at the end of the period 21	(3,791,699,316)	(1,844,801,536)

The annexed selected notes from 1 to 24 form an integral part of these consolidated condensed interim financial statements.

Munsarim Saifullah Chief Executive Officer Maqsood Ismail Director

# SELECTED NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE THREE MONTHS PERIOD ENDED SEPTEMBER 30, 2019

### 1 LEGAL STATUS AND OPERATIONS

#### 1.1 The Group consist of:

Holding company: Ismail Industries Limited

Subsidiary company: Hudson Pharma (Private) Limited

#### a) Ismail Industries Limited

The Holding Company was incorporated in Karachi, Pakistan as a private limited company on June 21, 1988. On November 01, 1989 the Holding Company was converted into a public limited company. The registered office of the Holding Company is situated at 17 - Bangalore Town, Shahrah-e-Faisal, Karachi, Pakistan. The shares of the Holding Company are quoted on Pakistan Stock Exchange. The principal activities of the Holding Company are manufacturing and trading of sugar confectionery items, biscuits, potato chips, cast polypropylene (CPP) and Biaxially-oriented polyethylene terephthalate (BOPET) film under the brands of 'CandyLand', 'Bisconni', 'Snackcity' and 'Astro films' respectively.

#### b) Hudson Pharma (Private) Limited

The subsidiary company was incorporated in Pakistan as a private limited company on May 5, 2010, under the repealed Companies Ordinance, 1984 (now Companies Act, 2017). The registered office of the subsidiary company is located at 17, Bangalore Town, Main Shahrah-e-Faisal, Karachi. Prinicpal activities of the company are manufacutring, processing, compounding, fromulating, importing, exporting, packaging, marketing, wholesale and retail, trading and selling of all kinds of pharmaceutical, animal health, allied consumer products, drugs and medicines.

### 2 SIGNIFICANT EVENTS AND TRANSACTIONS

There are no significant events and transactions occurred during the period.

#### 3 STATEMENT OF COMPLIANCE

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

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

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

#### 4 BASIS OF PREPARATION

These consolidated condensed interim financial statements of the Group does not include all of the information and disclosure required in the consolidated annual financial statements and should be read in conjunction with the consolidated annual financial statements of the Group as at and for the year ended June 30, 2019. However, selected explanatory notes are included to explain the events and transactions that are significant to an understanding of the changes in the Group's financial position and performance since the last annual financial statements.

The figures in the consolidated condensed interim financial information for the three-months period ended September 30, 2019 are neither audited nor reviewed.

### 5 SIGNIFICANT ACCOUNTING INFORMATION AND POLICIES

The accounting policies and methods of computation adopted for the preparation of these consolidated condensed interim financial statements are the same as those applied in the preparation of the consolidated financial statements for the year ended June 30, 2019

#### 6 USE OF JUDGEMENTS AND ESTIMATES

The estimates / judgments and associated assumptions used in the preparation of these consolidated condensed interim financial statements are consistent with those applied in the preparation of the consolidated financial statements of the Group for the year ended June 30, 2019.

#### 7 FUNCTIONAL AND PRESENTATION CURRENCY

These consolidated condensed interim financial statements is presented in Pakistani Rupees which is also Group's functional currency.

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
8	PROPERTY, PLANT AND EQUIPMENT	Note	Ru	ipees
	Operating fixed assets	8.1	14,183,890,064	13,310,211,836
	Capital work in progress - at cost	8.2	2,634,241,193	638,033,846
			16,818,131,257	13,948,245,682

8.1 Details of additions and disposals to operating fixed assets during the three-months period are as follows:

	(Un-audited)				
	Addi	tions	Disposals		
	At o	cost	At net be	ook value	
	September 30,	September 30,	September 30,	September 30,	
	2019	2018	2019	2018	
		R	upees		
Owned assets					
Building on leasehold land	177,222,240	-	-	-	
Plant and machinery	1,018,693,731	854,500	675,727	-	
Furniture & Fittings	2,679,117	-	-	-	
Equipments	5,438,826	562,898	-	-	
Computers	2,896,000	715,068	-	-	
Vehicles	9,279,600	7,057,203	3,814,520	452,329	
	1,216,209,514	9,189,669	4,490,247	452,329	
Leased assets					
Vehicles	14,778,552	5,857,000	-	-	
	14,778,552	5,857,000	-	-	
	1,230,988,066	15,046,669	4,490,247	452,329	

#### 8.2 Details of additions in and transfers from CWIP during the three-months period are as follows:

		(Un-	audited)	
	Addi	tions	Tran	sfers
		A	t cost	
	September 30,	September 30,	September 30, 2019	September 30,
	2019	<b>2019</b> 2018		2018
		Rupees		
Civil works	616,995,281	42,329,886	177,222,240	-
Plant and machinery	2,575,128,037	115,058,264	1,018,693,731	-
	3,192,123,318	157,388,150	1,195,915,971	-

### **ISMAIL INDUSTRIES LIMITED**

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
9	LONG-TERM INVESTMENTS	Note	Ruj	pees
	Investment in associated companies			
	Novelty Enterprises (Private) Limited - unquoted			
	shares	9.1	228,717,751	228,717,751
	The Bank of Khyber	9.2	2,244,567,600	2,001,232,631
	Other investment - at ammotized cosr			
	Term Finance Certificates Habib Bank Limited	9.4	200,000,000	-
			2,673,285,351	2,229,950,382

#### 9.1 Novelty Enterprises (Private) Limited

The Holding Company holds 33% (June 2019: 33%) voting and equity interest in Novelty Enterprises (Private) Limited (NEL). The shares of NEL are not publicly listed on a stock exchange and hence published price quotes are not available. The financial reporting date of NEL is June 30.

Total equity / net assets of NEL as at June 30, 2019 based on audited financial statements amounted to Rs. 561.43 million (June 2018: Rs. 561.43 million based on audited financial statements). However, as per report of an independent valuer, Masud Associates dated December 31, 2015 fair value of fixed assets of NEL amounted to Rs. 1,016.32 million resulting in surplus on fixed assets of Rs. 483.61 million. Revised net assets after the revaluation surplus amounted to Rs. 1,045.06 million (2018: Rs. 1,045.06 million). Accordingly, the management is of the view that it would be able to recover carrying values of its investment.

#### 9.2 The Bank of Khyber

The total shareholding of the Holding Company in the Bank of Khyber (the Bank) is 244,339,031 shares which represents 24.43% of paid-up capital of the Bank (June 2019: 24.16%). In addition to this, the Holding Company also has representation on the board of directors of the Bank. The Bank concludes its annual financial results on December 31 as required by the State Bank of Pakistan for financial institutions. Amounts in these financial statements have been taken from unaudited financial statements of the Bank for the nine-months period ended September 30, 2019 and unaudited interim six-months period ended June 30, 2019. Adjustment to confirm to the Bank's accounting policies is not warranted as the Bank is not engaged in like transaction under similar circumstances.

The market value of holding in the Bank as on September 30, 2019 was Rs. 2,719.49 million (June 30, 2019: Rs. 2,382.56 million).

**9.3** These investments are accounted for under the equity method. The aggregate amount of the associates recognized in these financial statements are as follows:

	The Bank of Khyber		Novelty Enterprises (Privat Limited	
	(Un-audited)	(Audited)	(Un-audited)	(Audited)
	September 30,	June 30,	September 30,	June 30,
	2019	2019	2019	2019
Balance as at July 01	2,001,232,631	2,530,641,520	228,717,751	228,727,912
Investment made during the period	16,294,565	-	-	-
Share of profit/(loss) relating to statement of				
profit or loss	24,072,287	45,395,175	-	(10,161)
Share of other comprehensive income/(loss)	202,968,117	(574,804,064)	-	-
Balance as at period / year end	2,244,567,600	2,001,232,631	228,717,751	228,717,751

### **ISMAIL INDUSTRIES LIMITED**

All transfers of funds to the Holding Company, i.e. distribution of cash dividends, are subject to approval by means of a resolution passed by the shareholders of the associates. The Holding Company has not received cash dividend from Bank of Khyber during the period ended September 30, 2019 (June 30, 2019: Nil per share).

9.4 During the period, the Holding Company has purchased 2,000 term finance certificate having face value of Rs 100,000/= per certificate. These certificate carry markup of 3 moth kibor plus 160 bps per annum. This investment is made with intention to earn contractual cashflows and hence recognised at ammortized cost.

			(Un-audited)	(Audited)
			September 30,	June 30,
			2019	2019
10	STORES AND SPARES	Note	Rup	ees
	Stores and spare parts - gross		416,392,861	301,479,011
	Provision for slow moving spare parts		(8,591,420)	(8,591,420)
	Store and spare parts - net		407,801,441	292,887,591
11	STOCK-IN-TRADE			
	Raw materials	11.1	3,450,336,019	3,001,271,860
	Packing materials	11.1	585,906,251	459,813,888
	Work-in-process		220,032,300	82,183,156
	Finished goods		1,520,041,086	1,718,626,567
			5,776,315,656	5,261,895,471

11.1 Raw materials and packing materials are stated at net of provision for slow moving items amounting to Rs.13,384,583 (June 30, 2019; Rs.13,384,583) and Rs.106,676,298 (June 30, 2019; Rs. 109,848,548) respectively.

September 30, 2019         June 30, 2019           12         TRADE DEBTS        Rupes           Considered good         -         -           - secured (export debtors)         764,851,468         784,297,206           - unsecured (local)         2,060,475,096         3,273,658,868         2,844,772,302           Allowance for expected credit loss         (76,343,145)         (76,343,145)         (76,343,145)           Trade debts - net         3,197,315,723         2,768,429,157         2,768,429,157           13         CASH AND BANK BALANCES         8,395,095         -           Cash in hand Cash with banks in: - current accounts- conventional - current accounts- conventional         7,075,377         23,717,548           - current accounts- islamic         11,134,331         4,489,579           68,205,521         36,602,222			(Un-audited)	(Audited)
12       TRADE DEBTS      Rupces			September 30,	June 30,
Considered good       764,851,468       784,297,206         - secured (export debtors)       2,508,807,400       2,060,475,096         - unsecured (local)       3,273,658,868       2,844,772,302         Allowance for expected credit loss       (76,343,145)       (76,343,145)         Trade debts - net       3,197,315,723       2,768,429,157         13       CASH AND BANK BALANCES       49,995,813       8,395,095         Cash in hand       49,995,813       8,395,095         Cash with banks in:       -       -       23,717,548         - current accounts- conventional       7,075,377       23,717,548         - current accounts- islamic       11,134,331       4,489,579			2019	2019
- secured (export debtors)       764,851,468       784,297,206         - unsecured (local)       2,508,807,400       2,060,475,096         Allowance for expected credit loss       (76,543,145)       (76,543,145)         Trade debts - net       3,197,315,723       2,768,429,157         13       CASH AND BANK BALANCES       49,995,813       8,395,095         Cash in hand       49,995,813       8,395,095         Cash with banks in:       -       -         - current accounts- conventional       7,075,377       23,717,548         - current accounts- islamic       11,134,331       4,489,579	12	TRADE DEBTS	R	upees
- unsecured (local)       2,00,475,096         - unsecured (local)       2,060,475,096         3,273,658,868       2,844,772,302         Allowance for expected credit loss       (76,343,145)         Trade debts - net       3,197,315,723         13       CASH AND BANK BALANCES         Cash in hand       49,995,813         Cash with banks in:       -         - current accounts- conventional       7,075,377         - current accounts- islamic       11,134,331		Considered good		
3,273,658,868     2,844,772,302       Allowance for expected credit loss     (76,343,145)       Trade debts - net     3,197,315,723       13     CASH AND BANK BALANCES       Cash in hand     49,995,813       Cash with banks in:     - current accounts- conventional       - current accounts- islamic     7,075,377       11,134,331     4,489,579		- secured (export debtors)	764,851,468	784,297,206
Allowance for expected credit loss       (76,343,145)       (76,343,145)         Trade debts - net       3,197,315,723       2,768,429,157         13       CASH AND BANK BALANCES       49,995,813       8,395,095         Cash with banks in:       - current accounts- conventional       7,075,377       23,717,548         - current accounts- islamic       11,134,331       4,489,579		- unsecured (local)	2,508,807,400	2,060,475,096
Trade debts - net         3,197,315,723         2,768,429,157           13         CASH AND BANK BALANCES         49,995,813         8,395,095           Cash with banks in: - current accounts- conventional - current accounts- islamic         7,075,377         23,717,548           - current accounts- islamic         11,134,331         4,489,579			3,273,658,868	2,844,772,302
13         CASH AND BANK BALANCES           Cash in hand         49,995,813           Cash with banks in:         -           - current accounts- conventional         7,075,377           - current accounts- islamic         11,134,331		Allowance for expected credit loss	(76,343,145)	(76,343,145)
Cash in hand       49,995,813       8,395,095         Cash with banks in:       -       -         - current accounts- conventional       7,075,377       23,717,548         - current accounts- islamic       11,134,331       4,489,579		Trade debts - net	3,197,315,723	2,768,429,157
Cash in hand       49,995,813       8,395,095         Cash with banks in:       -       -         - current accounts- conventional       7,075,377       23,717,548         - current accounts- islamic       11,134,331       4,489,579				
Cash with banks in:         7,075,377         23,717,548           - current accounts- conventional         7,075,377         23,717,548           - current accounts- islamic         11,134,331         4,489,579	13	CASH AND BANK BALANCES		
- current accounts- <i>conventional</i> 7,075,377 23,717,548 - current accounts- <i>islamic</i> 11,134,331 4,489,579		Cash in hand	49,995,813	8,395,095
- current accounts- <i>islamic</i> 11,134,331 4,489,579		Cash with banks in:		
		- current accounts- conventional	7,075,377	23,717,548
<b>68,205,521</b> 36,602,222		- current accounts- islamic	11,134,331	4,489,579
			68,205,521	36,602,222

#### 14 SPONSORS' LOAN - subordinated

The Holding Company has obtained interest free loan from its sponsors. The sponsors have entered into an agreement with the company and various banks in which they have under take to subordinate their loans and their claims over the company's assets. During the last year the holding Company has applied with the Securities & Exchange Commission of Pakistan for special permission for conversion of Sponsors Loan into equity without going into public. The required formalities would be completed once the approval received from the regulatory authority.

#### 15 LONG TERM FINANCES - Secured

		(Un-audited)			(Audited)	
		30-Sep-19			30-Jun-19	
			Rup	ees		
	Conventional	Islamic	Total	Conventional	Islamic	Total
year	6,251,211,263	2,303,520,019	8,554,731,282	4,979,479,472	2,734,305,564	7,713,785,036
year	3,837,649,980	178,654,000	4,016,303,980	2,772,202,997	799,770,000	3,571,972,997
ear	(382,157,217)	(237,916,664)	(620,073,881)	(1,500,471,206)	(1,230,555,545)	(2,731,026,751)
	9,706,704,026	2,244,257,355	11,950,961,381	6,251,211,263	2,303,520,019	8,554,731,282
	(1,280,964,327)	(903,441,664)	(2,184,405,991)	(1,245,246,616)	(824,583,333)	(2,069,829,949)
	8,425,739,699	1,340,815,691	9,766,555,390	5,005,964,647	1,478,936,686	6,484,901,333

At beginning of the period / y Obtained during the period / y Repaid during the period / yea

Less: Current maturity

15.1 These represent financings for property, plant, and equipment. The above mentioned facilities are secured by way of creation of equitable mortgage and first pari-passu / ranking charge over present and future fixed assets of the Company and personal guarantees of sponsors.

16	TRADE AND OTHER PAYABLES	Note	(Un-audited) September 30, 2019 Ru	(Audited) June 30, 2019 I <b>pees</b>
	Trade creditors		1,467,384,904	1,395,260,414
	Other liabilities		783,942,421	711,546,227
			2,251,327,325	2,106,806,641
17	SHORT TERM FINANCES - Secured			
	Term finances-conventional	17.1	803,858,224	895,013,392
	Term finances-islamic	17.2	1,484,725,000	1,599,200,000
	Export refinances	17.3	505,700,000	505,700,000
	Running finance utilized under mark-up arrangements	17.4	3,859,904,837	3,299,990,421
			6,654,188,061	6,299,903,813

- 17.1 These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,005 million (June 2019: Rs. 1,005 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 11.26% to 14.17% per annum (June 2019: 6.24% to 13.21% per annum).
- 17.2 These represent facilities for term finances arranged from various banks/financial institutions aggregating to Rs. 1,600 million (June 2019: Rs. 1,600 million). These are secured against pari-passu hypothecation over stocks and book debts of the Company along with the personal guarantees of the directors. These carry mark-up at the rates ranging from 10.85% to 14.38% per annum (June 2019: 6.56% to 13.16% per annum).
- 17.3 These represent facilities for export refinance arranged from various banks aggregating to Rs. 505.70 million (June 2019: Rs. 685.70 million). These are secured against pari-passu hypothecation of stocks, book debts and lien on export letters of credits of the Holding Company along with the personal guarantees of the directors. These carried mark-up at the rate 0.25% to 0.60% above the State Bank of Pakistan (SBP) rate per annum (June 2019: 0.25% to 0.50% above SBP rate per annum).
- 17.4 These represent facilities for running finances available from various banks aggregated to Rs. 5,784.30 million (June 2019: Rs. 4,804.30 million). These are secured against pari-passu hypothecation of stocks and book debts and personal guarantees of the directors. These carry mark-up at the rates ranging from 12.92% to 14.56% per annum (June 2019: 7.02% to 13.54% per annum).

### 18 CONTINGENCIES AND COMMITMENTS

#### 18.1 Contingencies

There are no material changes in the status of contingencies which was reported in the annual audited financial statements of the Group refer 29.1.

		(Un-audited) September 30, 2019	(Audited) June 30, 2019
18.2 Commitments	Note	R	upees
Outstanding letter of guarantees		1,125,638,585	929,682,424
Outstanding letter of credit for:			
- capital expenditures		1,815,647,452	4,445,660,146
- others		1,929,827,622	1,235,906,399

### 19 EARNINGS PER SHARE - Basic

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

(Un-audited) September 30, 2019(Un-audited) September 30, 2019(Un-audited) September 30, 2019NoteRupeesBasic earnings per share99,323,308354,298,409Profit for the period99,323,308354,298,409Weighted average number of ordinary shares during the period99,323,308354,298,409Basic earnings per share63,804,75063,804,75020CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES319,322,913526,130,906Adjustments for non-cash and other items: Depreciation319,322,913526,130,906Adjustments for non-cash and other items: Depreciation of intangible319,322,913526,130,906Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity Provision for staff retirement gratuity Finance cost Net decrease in working capital20.1(1,062,941,194) (949,482,687) (71,880,895)(5,642,468) (514,420,185)20.1Working capital changes Stores and spares Stores and spares(114,913,850) (5,642,468) (514,20,185)(5,642,468) (210,017,131)
20192018NoteRupeesRupeesBasic earnings per shareProfit for the period99,323,308354,298,409Weighted average number of ordinary shares during the periodBasic earnings per share63,804,75063,804,750Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624(355,493)Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking Finance cost Net decrease in working capital20.1(24,072,287) (36,564,047)(24,072,287) (20,587,598201Working capital changes Current assets Decrease / (Increase) in current assets Stores and spares Stores and spares(114,913,850) (5,642,468)(5,642,468) (514,420,185)
20192018NoteRupeesRupeesBasic earnings per shareProfit for the period99,323,308354,298,409Weighted average number of ordinary shares during the periodBasic earnings per share63,804,75063,804,750Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624(355,493)Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking Finance cost Net decrease in working capital20.1(24,072,287) (36,564,047)(24,072,287) (20,587,598201Working capital changes Current assets Decrease / (Increase) in current assets Stores and spares Stores and spares(114,913,850) (5,642,468)(5,642,468) (514,420,185)
NoteRupeesBasic earnings per share99,323,308354,298,409Profit for the period99,323,308354,298,409Weighted average number of ordinary shares during the period63,804,75063,804,750Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Gain on disposal of property, plant and equipment - net Gain on disposal of property, plant and equipment - net Finance cost(24,072,287)(36,564,047)Share of profit from associated undertaking Finance cost(24,072,287)(36,564,047)(352,75,277Net decrease in working capital20.1(1,062,941,194) (949,482,687)(94,9482,687)58,175,869201Working capital changes Eurrent assets Decrease / (Increase) in current assets Stores and spares Stores and spares(114,913,850)(5,642,468) (80,071,801)
Basic earnings per shareProfit for the period99,323,308354,298,409Weighted average number of ordinary shares during the period63,804,75063,804,750Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624355,493)Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking Finance cost(24,072,287)(36,564,047)Finance cost325,275,277200,587,598Net decrease in working capital20.1(1,062,941,194)(949,482,687)(71,880,895)58,175,86958,175,86920.1Working capital changes Current assets Stores and spares Stores and spares(114,913,850)(5,642,468) (80,071,801)
Profit for the period99,323,308354,298,409Weighted average number of ordinary shares during the period63,804,75063,804,750Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,6244,692,624Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking Finance cost(24,072,287)(36,564,047)Net decrease in working capital20.1(1,062,941,194)(949,482,687)201Working capital changes Stores and spares Stores and spares(114,913,850)(5,642,468)Stock-in-trade(514,420,185)(80,071,801)
Weighted average number of ordinary shares during the period(Number)Basic earnings per share63,804,750Basic earnings per share1.5620CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity15,533,442Share of profit from associated undertaking Finance cost(24,072,287)Net decrease in working capital20.1(1,062,941,194)(949,482,687)(71,880,895)58,175,86920.1Working capital changes Stores and spares Stores and spares(114,913,850)(5,642,468) Stock-in-trade(5,642,468)
Weighted average number of ordinary shares during the period63,804,750Basic earnings per share1.5620CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624Gain on disposal of property, plant and equipment - net Provision for staff retirement gratuity(24,072,287) 325,275,277Share of profit from associated undertaking Finance cost Net decrease in working capital20.1Working capital changes Current assets Stores and spares Stock-in-trade(114,913,850) (5,642,468) (514,420,185)
period       63,804,750       63,804,750         Basic earnings per share       1.56       5.55         20       CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES       319,322,913       526,130,906         Adjustments for non-cash and other items:       319,322,913       526,130,906         Depreciation       352,819,589       294,530,672         Amortization of intangible       4,692,624       (355,493)         Gain on disposal of property, plant and equipment - net       (2,511,259)       (355,493)         Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Current assets       Decrease / (Increase) in current assets       (114,913,850)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)       (80,071,801)
Image: Constraint of the systemBasic earnings per shareImage: Constraint of the systemBasic earnings per shareImage: Constraint of the systemCASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624315,533,44223,328,920Gain on disposal of property, plant and equipment - net (2,511,259)(355,493) 
Basic earnings per share1.565.5520CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGES319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624(355,493)Gain on disposal of property, plant and equipment - net(2,511,259)(355,493)Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking(24,072,287)(36,564,047)Finance cost325,275,277200,587,598Net decrease in working capital20.1(1,062,941,194)(949,482,687)(71,880,895)58,175,86958,175,86920.1Working capital changes Stores and spares Stores and spares(114,913,850)(5,642,468) (514,420,185)
20 CASH GENERATED FROM OPERATIONS AFTER WORKING CAPITAL CHANGESProfit before income tax319,322,913526,130,906Adjustments for non-cash and other items: Depreciation352,819,589294,530,672Amortization of intangible4,692,624(355,493)Gain on disposal of property, plant and equipment - net(2,511,259)(355,493)Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking(24,072,287)(36,564,047)Finance cost325,275,277200,587,598Net decrease in working capital20.1(1,062,941,194)(949,482,687)(71,880,895)58,175,86958,175,86920.1Working capital changes Stores and spares Stores and spares(114,913,850)(5,642,468) (514,420,185)Stock-in-trade(514,420,185)(80,071,801)
WORKING CAPITAL CHANGES         Profit before income tax       319,322,913       526,130,906         Adjustments for non-cash and other items:       294,530,672         Depreciation       352,819,589       294,530,672         Amortization of intangible       4,692,624       1000000000000000000000000000000000000
WORKING CAPITAL CHANGESProfit before income tax319,322,913526,130,906Adjustments for non-cash and other items:352,819,589294,530,672Depreciation352,819,589294,530,672Amortization of intangible4,692,624(355,493)Gain on disposal of property, plant and equipment - net(2,511,259)(355,493)Provision for staff retirement gratuity15,533,44223,328,920Share of profit from associated undertaking(24,072,287)(36,564,047)Finance cost325,275,277200,587,598Net decrease in working capital20.1(1,062,941,194)(949,482,687)(71,880,895)58,175,86958,175,86920.1Working capital changes(114,913,850)(5,642,468)Stores and spares(114,913,850)(5,642,468)Stock-in-trade(514,420,185)(80,071,801)
Adjustments for non-cash and other items:       352,819,589       294,530,672         Depreciation       352,819,589       294,530,672         Amortization of intangible       4,692,624       (2,511,259)       (355,493)         Gain on disposal of property, plant and equipment - net       (2,511,259)       (355,493)         Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)
Protectation       352,819,589       294,530,672         Amortization of intangible       4,692,624       1         Gain on disposal of property, plant and equipment - net       (2,511,259)       (355,493)         Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)
Protectation       352,819,589       294,530,672         Amortization of intangible       4,692,624       1         Gain on disposal of property, plant and equipment - net       (2,511,259)       (355,493)         Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)
Amortization of intangible       4,692,624         Gain on disposal of property, plant and equipment - net       (2,511,259)         Provision for staff retirement gratuity       15,533,442         Share of profit from associated undertaking       (24,072,287)         Finance cost       325,275,277         Net decrease in working capital       20.1         Working capital changes       (1,062,941,194)         Current assets       58,175,869         Decrease / (Increase) in current assets       (114,913,850)         Stores and spares       (114,913,850)         Stock-in-trade       (514,420,185)
Gain on disposal of property, plant and equipment - net       (2,511,259)       (355,493)         Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)       (80,071,801)
Provision for staff retirement gratuity       15,533,442       23,328,920         Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)       (514,420,185)       (80,071,801)
Share of profit from associated undertaking       (24,072,287)       (36,564,047)         Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)
Finance cost       325,275,277       200,587,598         Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (1,062,941,194)       (949,482,687)       (71,880,895)       58,175,869         20.1       Working capital changes       (71,880,895)       58,175,869         20.1       Working capital changes       (114,913,850)       (5,642,468)         Stores and spares       (114,913,850)       (5,642,468)         Stock-in-trade       (514,420,185)       (80,071,801)
Net decrease in working capital       20.1       (1,062,941,194)       (949,482,687)         (71,880,895)       58,175,869         20.1       Working capital changes       (114,913,850)         Current assets       Decrease / (Increase) in current assets       (114,913,850)         Stores and spares       (5,642,468)       (80,071,801)
(71,880,895)       58,175,869         20.1       Working capital changes         Current assets       Decrease / (Increase) in current assets         Stores and spares       (114,913,850)         Stock-in-trade       (514,420,185)         (80,071,801)
20.1 Working capital changes Current assets Decrease / (Increase) in current assets Stores and spares Stock-in-trade (514,420,185) (80,071,801)
Current assetsDecrease / (Increase) in current assetsStores and sparesStock-in-trade(114,913,850)(5,642,468)(514,420,185)(80,071,801)
Stores and spares         (114,913,850)         (5,642,468)           Stock-in-trade         (514,420,185)         (80,071,801)
Stock-in-trade (514,420,185) (80,071,801)
Trade debte (410.047.420)
Trade debts (428,886,566) (219,917,139)
Loans and advances 187,022,020 (74,556,654)
Trade deposits and short-term prepayments(94,348,327)(10,963,191)
Other receivables 7,234,813 (14,822,936)
<b>(958,312,095)</b> (405,974,189)
Current liabilities
Increase / (Decrease) in current liabilities
Trade and other payables (557,073,480)
Short-term finance - secured (205,630,168) 76,026,836
Unpaid dividend 191,414,250 -
Advance from customers (43,519,615) (62,461,854)
(104,629,099) (543,508,498)
Net decrease in working capital         (1,062,941,194)         (949,482,687)
21 CASH AND CASH EQUIVALENTS
21         CASH AND CASH EQUIVALENTS           Cash and bank balances         13         68,205,521         69,272,252

### Quarterly Report September 2019

22 SEGMENT INFORMATION

A segment is a distinguishable component of the Group that is engaged in business activities from which the Group eams revenues and incur expenses and its results are regularly reviewed by the Group's chief operating decision maker to make decision about resources to be allocated to the segment and assess its performance. Further, discrete financial information is available for each segment.

Based on internal management reporting structure and products produced and sold, the group is organised into the following three operating segments:

- Food processing

Plastic film
 Pharmaceutical

Management monitors the operating results of above mentioned segments separately for the purpose of making decisions about resources to be allocated and of assessing performance.

(Un-audited)

Segment revenue, segment result, costs, assets and liabilities for the period are as follows:

				(Un-audited)	(Da			Î
	Food Processing	essing	T Plastic Film	Three-months Period Ended Film Pha	iod Ended Pharmaceutical segment	cal segment	Total	
	September 30,		September 30,	September 30,	September 30,	September 30,	September 30,	September 30,
	2019	2018	2019	2018	2019	2018	2019	2018
				Rupees				
Sales								
Local	7,133,526,064	6,470,451,871	2,013,699,591	1,889,452,415	28,916,352	11,847,883	9,176,142,007	8,371,752,169
Export	585,941,355	175,418,477	194,539,285	24,589,384	•		780,480,640	200,007,861
Export rebates	2,161,192	2,544,202				-	2,161,192	2,544,202
	7,721,628,611	6,648,414,550	2,208,238,876	1,914,041,799	28,916,352	11,847,883	9,958,783,839	8,574,304,232
Less:								
Sales return and discounts	(481, 688, 215)	(459, 586, 755)	(13, 499, 330)	(70,031,640)	(2,729,300)		(497, 916, 845)	(529, 618, 395)
Sales tax	(1, 113, 269, 297)	(934, 576, 805)	(301,035,137)	(277, 707, 302)			(1, 414, 304, 434)	(1, 212, 284, 107)
	(1,594,957,512)	(1, 394, 163, 560)	(314, 534, 467)	(347,738,942)	(2,729,300)		(1,912,221,279)	(1,741,902,502)
Net sales	6,126,671,099	5,254,250,990	1,893,704,409	1,566,302,857	26,187,052	11,847,883	8,046,562,560	6,832,401,730
Cost of sales	(4,655,725,185)	(3, 869, 332, 114)	(1,678,731,162)	(1,375,181,607)	(68, 430, 479)	(21,906,405)	(6,402,886,826)	(5, 266, 420, 126)
Selling and distribution expenses	(771,132,717)	(660, 498, 596)	(47,680,512)	(31, 123, 911)	(58, 838, 461)	(23, 785, 368)	Ŭ	(715,407,875)
Administrative expenses	(125,276,669)	(110,524,917)	(12, 650, 612)	(9, 973, 421)	(14, 220, 863)	(8,609,797)	(152, 148, 144)	(129, 108, 135)
	(5, 552, 134, 571)	(4,640,355,627)	(1, 739, 062, 286)	(1, 416, 278, 939)	(141,489,803)	(54, 301, 570)	(7, 432, 686, 660)	(6, 110, 936, 136)
Segment result	574,536,528	613,895,363	154,642,123	150,023,918	(115,302,751)	(42,453,687)	613,875,900	721,465,594
Unallocated income and expenses			L					
Other operating income							65.729.910	43.673.189
Finance cost							(325,275,277)	(200,587,598)
Other operating expenses							(59,079,907)	(74,984,326)
Share of profit from as sociated undertakings							24,072,287	36,564,047
Profit before taxation							319,322,913	526,130,906
Income tax expense							(257,540,698)	(186, 921, 666)
Profit for the period							61,782,215	339,209,240
	Unaudited	Audited	Unaudited	Audited	Unaudited	Audited	Unaudited	Audited
	Food Processing	essing	Plastic Film	Film	Pharmaceutical segment	cal segment	Total	-
	September 30,	June 30,	September 30,	June 30,	September 30,	June 30,	September 30,	June 30,
	2019	2019	2019	2019	2019	2019	2019	2019
				Rupees				
Segment assets	19,369,502,408	15,727,045,611	7,206,331,485	7,092,171,057	1,465,179,204	1,450,224,337	28,041,013,097	24,269,441,005
Unallocated assets							3,639,609,902	3,163,181,327
	19,369,502,408	15,727,045,611	7,206,331,485	7,092,171,057	1,465,179,204	1,450,224,337	31,680,622,999	27,432,622,332
Seement liabilities	4.866.431.118	4.675.003.868	4.542.943.360	4.436.912.905	545.545.502	572.728.565	9.954.919.980	9.684.645.338
Unallocated liabilities	and the set					000601-61-0	14,413,161,882	10,478,326,721
	4,866,431,118	4,675,003,868	4,542,943,360	4,436,912,905	545,545,502	572,728,565	24,368,081,862	20,162,972,059

Inter-segment pricing

22.6

22.5

22.3

22.7 The Holding Company's export sales have been primarily made to countries in the Middle East, Africa and South Asia. However, no material amount of export sales have been made to any one or more particular countries.

22.8 There were no major customers of the group which formed 10 percent or more of the Company's revenue.

			(Un-audited) September 30, 2019	(Audited) June 30, 2019
22.9	RECONCILIATION OF REPORTABLE SEGMENT ASSETS AND LIABILITIES	Note	R	lupees
	Assets			
	Total assets for reportable segments	22.2	28,041,013,097	24,269,441,005
	Administrative capital assets		966,324,551	933,230,944
	Long term investment	9	2,673,285,351	2,229,950,382
	Total assets		31,680,622,999	27,432,622,331
	Liabilities			
	Total liabilities for reportable segments	22.4	9,954,919,980	9,684,645,338
	Sponsors' loan - subordinated		915,357,737	902,151,770
	Deferred liabilities		1,789,646,200	1,274,088,154
	Long term finance	15	11,501,239,159	8,065,842,393
	Liabilities against assets subject to finance lease		206,918,786	236,244,404
	Total liabilities		24,368,081,862	20,162,972,059

### 23 TRANSACTIONS AND BALANCES WITH RELATED PARTIES

Details of transactions and balances with related parties during the period, other than those which have been specifically disclosed elsewhere in the consolidated condensed interim financial statements are as follows:

	September 30, 2019	2018
Transactions	R	upees
Plasitflex Films (Private) Limited		
(Common directorship)		
- Purchase of raw & packing Materials	7,077,395	14,223,096
- Metallization of raw material	5,382,157	-
- Sale of raw & packing materials	2,099,770	-
- Payment against purchases	4,257,544	3,222,855
Others		
Remuneration to directors and other key		
management personnel:		
Chief Executive Officer	4,450,000	4,000,000
Directors	3,975,000	2,775,000
Executives	89,946,049	89,636,111
	98,371,049	96,411,111
	(Un-audited)	(Audited)
	September 30,	June 30,
Balances	2019	2019
	R	upees
Creditors - associated company		
-Payable to associate	9,924,707	14,586,784
Sponsors' loan - subordinated		
-Payable to director's	915,357,737	915,357,737

### 24 DATE OF AUTHORIZATION FOR ISSUE

These consolidated condensed interim financial statements were authorized for issue on 28 October 2019 by the Board of Directors of the Group.

Munsarim Saifullah	Maqsood Ismail	Abdul Qadir
Chief Executive Officer	Director	Chief Financial Officer



# **ISMAIL INDUSTRIES LIMITED**

## **HEAD OFFICE**

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### **FACTORIES**

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UNIT 5: 38-C, 39, 39-A, 42-C, SUNDER INDUSTRIAL ESTATE, Raiwind Road, Lahore, Pakistan. Tel: (92-42) 35297671-75

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