



Quarterly Report (Un-Audited)
For the period ended September 30, 2024
KSB Pumps Company Limited

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Company Information

Board of Directors

Dr. Sven Baumgarten	Chairman
Imran Ghani	Chief Executive Officer / MD
Asif Malik	
Dieter Antonius Pott	
Ayesha Aziz	
Hasan Aziz Bilgrami	
Shahid Mahmood	
Sheikh Asim Rafiq	

Company Secretary

Faisal Aman Khan

Management

Imran Ghani	Chief Executive Officer /MD
M. Imran Malik	Chief Commercial Officer
Imran Ahmed	Chief Financial Officer
Fida Hussain	Chief Manufacturing Officer

Auditors

A.F. Ferguson & Co.	Chartered Accountants
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Internal Auditors

Tariq Abdul Ghani Maqbool & Co.	Chartered Accountants
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Legal Advisors

Mandviwala & Zafar

Bankers

Allied Bank Limited
BankIslami Pakistan Limited
Bank Alfalah Limited
Deutsche Bank AG
Habib Bank Limited
MCB Bank Limited
National Bank of Pakistan
United Bank Limited
Meezan Bank Limited
Bank Al Habib Limited
The Bank of Punjab

Audit Committee

Ayesha Aziz	Chairperson
Dieter Antonius Pott	Member
Shahid Mahmood	Member

HR & R Committee

Asif Malik	Chairman
Imran Ghani	Member
Hasan Aziz Bilgrami	Member

Registered Office

16/2 Sir Aga Khan Road, Lahore - 54000.
Ph: (042) 36304173, 36370969
Fax: (042) 36368878, 36366192
Email: info@ksb.com.pk

Manufacturing Facility

Hazara Road, Hassanabdal
Ph: (057) 2520236
Fax: (057) 2520237
Email: info@ksb.com.pk

Share Registrar

CDC Share Registrar Services Limited
CDC House, 99-B, Block B, SMCHS
Shahra-e-Faisal, Karachi-74000
Tel: (021) 111-111-500
Fax: (021) 34326053

Sales Offices

Lahore

16/2 Sir Aga Khan Road Lahore.
Ph: (042) 111 572 786, 36304173
Fax: (042) 36366192, 36368878
Email: info@ksb.com.pk

Rawalpindi

Racecourse Landmark, 299-A, Main
Peshawar Road, Rawalpindi Cantt
Tel: +92 51 5491481-82 Fax: +92 51 5491237
Email: info@ksb.com.pk

Multan

Office # 15 & 16, 3rd Floor, Bomanji Square
84/2-Nusrat Road, Bomanji Chowk Multan Cantt
Ph: (061) 111 572 786 Fax: (061) 4541784
Email: info@ksb.com.pk

Karachi

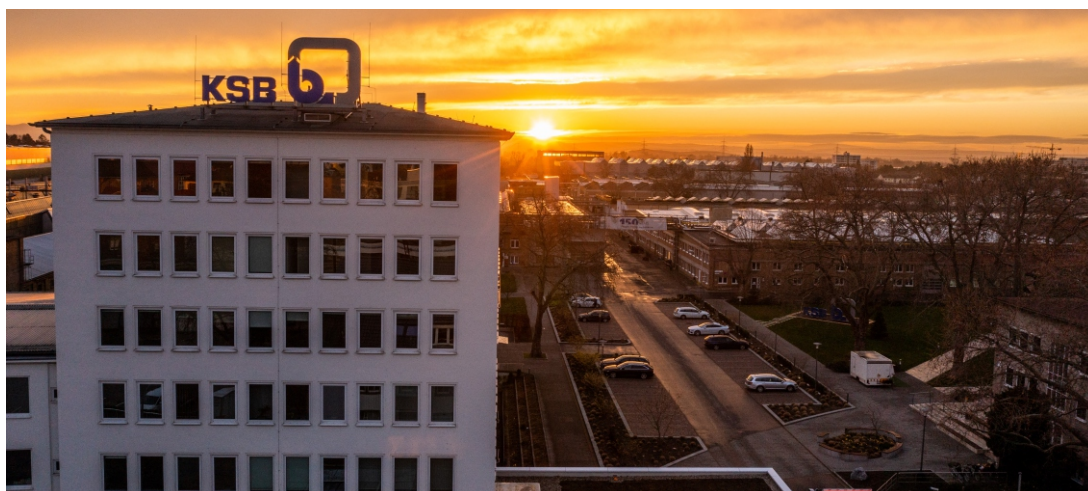
Plot No. 6, Sector 24, Main Korangi Road,
Korangi Industrial Area, Karachi
Ph: (021) 111 572 786 Fax: (021) 34388302
Email: info@ksb.com.pk

KSB Authorized Partners

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Dominar Engineers	Lahore	65-A Ferozpur Road Link Samanabad Road, near LOS	Punjab	Hammad Malik/ Syed Mehdi	0302-8744449/8 042-37500078	hammad.malik@de.com.pk
2	B&I Engineering	Lahore	House # 6-E Skindar Mali Road Gulberg II, Lahore	Punjab	Imran Yousaf	0300-4056939 042-32801273	imran@biengr.com
3	Industrial Development & Engineering Associates	Karachi	20-C Mezzanine Floor, Indus Centre 14th Com st PH-II DHA	Sindh	Saqib Khawaja	0300-8203077 021-35390481/2	saqib@idea.com.pk
4	Modern Technology & Traders	Karachi	4th Floor, Building # 11-C/2 Lane-11 Bukhari Commercial DHA Phase-6	Sindh	Abdul Qayyum	0333-7299905 021-35156121-4 0311-1000953	qayoomshaikh3@gmail.com
5	Wali Muhammad & Co.	Quetta	Zonkiram Road Near Millennium Mall	Balochistan	Wali Muhammad	0300-8387668 081-2829635	gulistanmachinery@yahoo.com

KSB SupremeServ - AUTHORIZED SERVICE PARTNER

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Faisal Engineering Services	Lahore	140-Block D, Jubilee Town Lahore.	Punjab	Waqas Ahmed	0333-5549156 042-5231151	waqas@faisalengg.com
2	Mastek Associates	Faisalabad	4-A Koh-i-Noor City, Jaranwala Road, Faisalabad.	Punjab	Altaf Hussain	0321-7060604 041-5391835	mas@mascorporation.com.pk



DIRECTOR'S REVIEW

I am pleased to present KSB Pumps Company Limited's financial statements for the nine months ended on September 30, 2024.

Elections leading to Central & Provincial governments have eased the political instability. With staff level agreement with IMF and downward trend of inflation despite substantial hikes in electricity and natural gas tariffs have eased the business challenges to some extent. Businesses are moving in the direction of a known outcome with govt focus on reducing the Energy costs. As expected, the policy rates have also been cut by further 200 basis points, which hope to have a positive outcome.

Despite tough economic and political environments, KSB Pakistan has achieved an Order Intake of PKR 5,245 Million in the first nine months of 2024. A better sales mix has led to slightly increased Gross margin compared with the same period despite lower turnover. The Earnings Before Interest and Tax (EBIT) are at a level of 5.3%, though a decrease in 2024 compared to 2023, being PKR 265 Million PKR as opposed to PKR 202 Million in 2024 due to overall reduction in turnover during the first nine months ended on September 30, 2024. The inventory turnover period has increased to 138 days, a situation that management is closely monitoring. This rise is primarily due to lower sales (caused by supply chain disruption, mainly attributed to red sea issue) and a strategic inventory build-up aimed at mitigating supply chain disruptions that could impact future order fulfilment. We are sure to achieve higher sales numbers in Quarter-4 resulting in utilization of excess inventory and achieving an optimum balance of inventory at the year end.

Furthermore, the company has completed the process of its Rights Issuance of shares. The proceeds from this issuance have been utilized to meet working capital needs and to pay off outstanding running finance balances. This has helped us to achieve a positive Net Finance Position of PKR 250 Million as on September 30, 2024. This strategic move is fully aligned with the trust of KSB SE & Co. KGaA in the activities of its company as well as a strategic decision to Pakistan, being focus country.

Company is confident of achieving/ exceeding the budgeted numbers of the year 2024 by reaching the budgeted turnover with the improved trend of gross margin in Quarter - 4 2024 as the orders in hand will materialize in this period.

To cope with higher inflation and energy costs, KSB has continued its initiatives in the areas of sustainability and green energy. In 2024, the additional 850 KW solar plant at its production facility, with expected yearly savings of PKR 38 Mio and a 600 tons savings of CO2 emission is in progress and is expected to be fully operational by End October, 2024. This is in addition to already installed capacities of 1000KW and 120KW in Hasanabdal and Lahore. The facility in Karachi will also have the Solar generation within 2024, which means that all locations will have Solar footprint.

KSB expects promising business prospects in Water and General Industry markets with a strong outlook locally and export business via intercompany sales activities. The company's export sales have increased to PKR 1,083 Million in the first nine months of the year 2024, indicating a continued positive growth prospect for intercompany business.

The Board would like to acknowledge the dedication and hard work of the entire KSB team. I would like to thank the fellow board members and all stake holders for the trust in the management of the company.

On behalf of the Board



Imran Ghani

MD/Chief Executive Officer

22nd October, 2024
Lahore, Pakistan

Condensed Interim Statement of Financial Position As at September 30, 2024 (Un-audited)

	Note	September 30, 2024 (Un-audited)	December 31, 2023 (Audited)
(Rupees in thousand)			
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised capital 45,000,000 (2023: 15,000,000) ordinary shares of Rs 10 each		450,000	150,000
Issued, subscribed and paid up capital		309,000	132,000
Capital Reserve:			
Share premium account		1,770,000	-
General Reserves		1,742,532	1,882,373
		3,821,532	2,014,373
NON CURRENT LIABILITIES			
Long term finances - secured		-	-
Deffered Grant		-	-
Employees' retirement and other benefits		100,324	88,105
Deferred liabilities		-	-
		100,324	88,105
CURRENT LIABILITIES			
Current portion of long term finances - secured		-	-
Short term finances - secured		-	1,676,112
Trade and other payables	5	3,058,113	2,378,963
Contract Liability		148,305	9,139
Unclaimed dividend		10,540	10,644
Due to provident fund		14,754	12,423
Provisions for other liabilities and charges		37,369	57,914
		3,269,081	4,145,195
CONTINGENCIES AND COMMITMENTS			
	6		
		7,190,937	6,247,674

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.

Chairman

Chief Executive Officer

Chief Financial Officer

EQUITY AND LIABILITIES

	Note	September 30, 2024 (Un-audited)	December 31, 2023 (Audited)
(Rupees in thousand)			
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	7	845,971	947,122
Investment property		-	-
Intangible assets		1,007	721
Capital work in progress		180,802	147,804
Long term loans and deposits		-	2,419
Deferred taxation		114,549	123,667
		1,142,329	1,221,733
CURRENT ASSETS			
Stores, spares and loose tools		229,714	164,263
Stock in trade		2,001,940	1,378,430
Trade debts	8	1,700,686	1,761,970
Contract Asset		511,637	510,029
Advances, deposits, prepayments and other receivables		910,461	630,077
Income tax recoverable		444,503	422,684
Cash and bank balances		249,667	158,488
		6,048,608	5,025,941
		7,190,937	6,247,674

Chairman

Chief Executive Officer

Chief Financial Officer

Condensed Interim Statement Of Profit Or Loss And Other Comprehensive Income For the Period Ended September 30, 2024 (Un-audited)

	Note	Three month ended		Nine months ended	
		September 2024	September 2023	September 30, 2024	September 30, 2023
Sales					
				(Rupees in thousands)	
Sales	11	1,376,637	1,356,584	3,814,354	4,242,466
Cost of sales	12	(1,130,415)	(1,123,734)	(3,086,187)	(3,495,408)
Gross profit		246,222	232,850	728,167	747,058
Distribution and marketing expenses		(123,969)	(113,605)	(376,159)	(331,107)
Net impairment gain / (loss) on financial assets		35,355	4,263	5,255	14,126
Administration expenses	13	(82,613)	(73,013)	(240,709)	(215,165)
Other operating expenses		(12,138)	2,674	(13,263)	-
Operating profit		62,857	53,169	103,291	214,912
Finance costs		(70,620)	(102,147)	(284,857)	(261,813)
Other operating income		57,915	15,057	98,621	49,884
(Loss) / Profit before levy and taxation		50,152	(33,921)	(82,945)	2,983
Levy					
- Minimum Tax		(24,226)	(16,389)	(47,779)	(34,452)
- Final Tax		5,957	(4,091)		(17,521)
(Loss) / Profit before taxation		31,883	(54,401)	(130,724)	(48,990)
Income tax					
- Current Tax		-	-	-	-
- Deferred Tax		(2,196)	38	(9,117)	6,061
Profit / (Loss) for the period		29,687	(54,363)	(139,841)	(42,929)
Other comprehensive income/ (loss):					
Items not to be reclassified to profit or loss in subsequent periods:					
Remeasurement of defined benefit plans - net of tax		-	-	-	-
Total comprehensive income / (loss) for the year		29,687	(54,363)	(139,841)	(42,929)
Earnings / (Loss) per share - basic & diluted Rupees		0.96	(4.12)	(4.53)	(3.25)

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.

Chairman

Chief Executive Officer

Chief Financial Officer

Condensed Interim Statement of Changes In Equity

For the Period Ended September 30, 2024 (Un-audited)

	Share capital	Revenue reserves		Total
		General reserves	Unappropriated profit	
		(Rupees in thousand)		
Balance as at January 1, 2023	132,000	1,843,100	36,562	2,011,662
Final dividend for the year ended December 31, 2022 Rs 0.0 per share	-	-	-	-
Transfer to general reserve	-	36,000	(36,000)	-
Total comprehensive income/(loss) for the period	-	-	(42,929)	(42,929)
Balance as at September 30, 2023	132,000	1,879,100	(42,367)	1,968,733
Total comprehensive income/(loss) for the period	-	-	45,640	45,640
Balance as at December 31, 2023	132,000	1,879,100	3,273	2,014,373
Final dividend for the year ended December 31, 2023 Rs 0.00 per share	-	-	-	-
Transfer to general reserve	-	-	-	-
Total comprehensive income / (Loss) for the period	-	-	(139,841)	(139,841)
Balance as at September 30, 2024	132,000	1,879,100	(136,568)	1,874,532

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.

Chairman

Chief Executive Officer

Chief Financial Officer

Condensed Interim Statement of Cash Flows

For the Period Ended September 30, 2024 (Un-audited)

	Note	September 30, 2024	September 30, 2023
(Rupees in thousand)			
Cash flows from operating activities			
Cash generated from operations	9	296,097	114,467
Finance costs paid		(329,164)	(233,325)
Taxes paid		(69,597)	(69,892)
Employees' retirement and other benefits paid		(20,867)	(28,472)
Net decrease / (increase) in long term loans and deposits		2,419	131
Net cash used in operating activities		(121,112)	(217,091)
Cash flows from investing activities			
Fixed capital expenditure		(64,497)	(68,989)
Proceeds from sale of property, plant and equipment		6,006	4,690
Net cash (used in) / generated from investing activities		(58,491)	(64,299)
Cash flows from Financing activities			
Long term loan-secured		-	-
Share premium account		1,947,000	-
Dividend paid		(104)	-
Net cash (used in) / generated from financing activities		1,946,896	-
Net (decrease)/increase in cash and cash equivalents		1,767,293	(281,390)
Cash and cash equivalents at the beginning of the period		(1,517,625)	(1,387,458)
Cash and cash equivalents at the end of the period	10	249,668	(1,668,848)

The annexed notes 1 to 15 form an integral part of this condensed interim financial information.

Chairman

Chief Executive Officer

Chief Financial Officer

Notes to the Condensed Interim Financial Statements For the Period Ended September 30, 2024 (Un-audited)

1. Legal status and nature of business

KSB Pumps Company Limited (a KSB group company) 'the Company' was incorporated in Pakistan on July 18, 1959 under the Companies Act, 1913 (now Companies Act, 2017) and is listed on the Pakistan Stock Exchange Limited. The Company is a subsidiary of KSB SE & Co. KGaA and principally engaged in the manufacture and sale of industrial pumps, valves, castings and related parts and after market services. The registered office of the Company is situated at KSB Building, 16/2 Sir Agha Khan road, Lahore. The factory of the Company is situated at Hazara Road, Hassanabdal. The Company also has regional offices located in Lahore, Rawalpindi, Karachi and Multan.

2. Statement of Compliance

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

- International Accounting Standards (IAS) 34 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 from the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

2.2 These Condensed interim financial statements do not include all the information and disclosures as required in the annual financial statements and should be read in conjunction with the Company's annual audited financial statements for the year ended 31 December, 2023.

3. Significant accounting policies

The accounting policies and methods of computations adopted for the preparation of these condensed interim financial statements are the same as applied in the preparation of the preceding audited annual published financial statements of the Company for the year ended 31 December 2023.

4. Significant accounting judgments, estimates and assumptions

'The preparation of these condensed interim financial statements in conformity with the approved accounting standards require the use of certain critical accounting estimates. It also requires the management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

During preparation of these condensed interim financial statements, the significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that applied in the preceding audited annual financial statements of the Company for the year ended 31 December 2023.

5. Trade and other payables

Trade creditors include amount due to holding company of Rs:1,030.21 million (December 2023: Rs 648.33 million) and associated undertakings of Rs:182.57 million (December 2023: Rs. 129.17 million). Further, it includes amount of Rs 691.137 million (December 31, 2023: Rs 129.17 million) as advance received from customers other than projects.

6. Contingencies and commitments

6.1 Contingencies

The Company has obtained bank guarantees amounting to Rs 588.32 million (December 2023: Rs 547.14 million) against the performance of various contracts.

6.2 Commitments in respect of

Letters of credit other than for capital expenditure approximately Rs. 729.62 million (December 2023: Rs. 2.5.11 million).

7. Property, plant and equipment

	Note	September 30, 2024 Unaudited	December 31, 2023 Audited
(Rupees in thousand)			
Opening book value		947,123	986,418
Add: Additions during the period	7.1	30,931	123,119
		978,054	1,109,536
Less: Disposal during the period (at book value)		(5,186)	(1,677)
Depreciation charged during the period		(126,897)	(160,738)
		(132,083)	(162,413)
		845,971	947,122

7.1 Additions

Buildings on freehold land	-	-
Plant and machinery	121	12,617
Tools, jigs and attachments	-	2,697
Patterns	-	38,639
Other equipment	3,545	38,472
Furniture and fixtures	2,264	2,729
Office machines and appliances	19,004	27,735
Vehicles	5,997	230
	30,931	123,119

8 Trade debts

Trade debts	1,906,194	1,970,979
Less: Provision for doubtful debts	(205,508)	(209,009)
	1,700,686	1,761,970

9. Cash generated from operations

	Note	Nine months ended	
		September 30, 2024	December 31, 2023
		(Un-audited)	
		(Rupees in thousand)	
Profit before taxation		(82,945)	2,983
Adjustment of non-cash items:			
Depreciation on property, plant and equipment		126,897	119,488
Depreciation on investment property		-	-
Amortization on intangible assets		281	104
Profit on sale of property, plant and equipment		(820)	(3,560)
Amortization of deferred government grant		-	-
Employees' retirement and other benefits		33,086	27,611
Provision for doubtful debts and receivables		(5,255)	(14,127)
Provision for slow moving stock		-	-
Finance cost		284,857	261,813
Provisions no longer considered necessary and unclaimed balances written back		-	-
Exchange gain		13,263	(10,514)
Profit before working capital changes		369,364	383,798
Effect on cash flow due to working capital changes			
(Increase) / decrease in current assets:			
Stores, spares and loose tools		(65,451)	(53,932)
Stock-in-trade		(623,510)	(245,948)
Trade debts		66,618	29,574
Contract asset		146	105,939
Advances, deposits, prepayments and other receivables		(280,384)	(276,676)
		(902,581)	(441,043)
Increase / (decrease) in current liabilities:			
Trade and other payables		708,362	203,519
Contract liability		139,166	5,850
Due to provident fund		2,331	-
Provisions for other liabilities and charges		(20,545)	(37,657)
		829,314	171,712
		296,097	114,467

10 Cash and cash equivalents

Cash and cash equivalents comprise the following items:			
Cash and bank balances		249,667	131,795
Short term finances		-	(1,800,644)
		249,667	(1,668,849)

11. Sales

	Three month ended		Nine months ended	
	September 30, 2024	September 30, 2023	September 30, 2024	September 30, 2023
	(Un-audited)			
	(Rupees in thousand)			
Local sales	1,016,169	1,037,438	3,236,088	3,193,799
Export Sales	530,027	421,902	1,083,489	1,501,508
	1,546,196	1,459,340	4,319,577	4,695,307
Less: Sales tax	(169,559)	(141,056)	(505,223)	(452,841)
	1,376,637	1,318,284	3,814,354	4,242,466

12 Cost of goods sold

Raw material consumed	694,101	740,860	1,828,985	2,315,699
Salaries, wages, amenities and staff welfare	110,951	95,681	334,181	290,588
Staff training	490	644	490	644
Electricity and power	53,162	38,016	170,821	116,794
Stores and spares consumed	109,782	84,132	306,732	205,315
Insurance	5,944	4,758	18,605	14,273
Travelling and conveyance	20,099	16,737	55,692	53,524
Postage and telephone	1,272	1,179	4,545	4,950
Printing and stationery	586	1,517	2,192	3,172
Rent, rates and taxes	1,968	881	5,541	2,368
Repairs and maintenance	18,250	7,026	41,822	25,185
Legal and professional charges	-	4,784	9,349	5,659
SAP user license fee and other IT services	17,057	18,430	51,679	49,072
Packing expenses	9,995	8,523	30,128	26,639
Outside services	111,304	126,607	301,250	324,495
Depreciation on property, plant and equipment	36,934	35,574	110,396	108,623
Amortization of Intangible assets	-	-	-	-
Provision for obsolete stores and stocks	-	-	-	-
Warranties	2,486	1,073	19,930	9,503
Other expenses	1,167	1,698	3,787	3,919
	1,195,548	1,188,120	3,296,125	3,560,422
Opening work-in-process	626,120	410,673	510,027	444,421
Less: Closing work-in-process	645,260	451,979	645,260	451,979
(Increase)/ decrease in work in process	(19,140)	(41,306)	(135,233)	(7,558)
Cost of goods manufactured	1,176,408	1,146,814	3,160,892	3,552,864
Opening stock of finished goods	106,935	84,671	78,223	50,295
Less: Closing stock of finished goods	152,928	107,750	152,928	107,751
Increase in finished goods	(45,993)	(23,079)	(74,705)	(57,456)
	1,130,415	1,123,735	3,086,187	3,495,408

مجلس نظماء کا جائزہ

مجھے KSB پیپس کمپنی لمیٹڈ کے 30 ستمبر 2024 کو ختم ہونے والی نو ماہی کے مالی گوشوارے پیش کرتے ہوئے خوشی محسوس ہو رہی ہے۔

قومی اور صوبائی حکومتوں کے انتخابات سے سیاسی عدم استحکام کم ہوا ہے۔ آئی ایم ایف کے ساتھ عملہ کی سطح کے معاہدہ اور بجلی اور قدرتی گیس کے نرخوں میں خاطر خواہ اضافہ کے باوجود افراط زر میں کمی کے رجحان سے کاروباری مشکلات کچھ حد تک کم ہو گئی ہیں۔ کاروباری ادارے معلوم نتائج کی طرف گامزن ہیں اور حکومت نے توانائی کے اخراجات کو کم کرنے پر توجہ مرکوز کی ہے۔ توقع کے مطابق پالیسی شرحوں میں بھی مزید 200 بیسس پوائنٹس کی کمی کر دی گئی ہے جس کے مثبت نتائج برآمد ہونے کی امید ہے۔

مشکل معاشی اور سیاسی ماحول کے باوجود کے ایس بی پی پاکستان نے 2024 کی پہلی نو ماہی میں 5,245 ملین روپے کا آرڈر انٹیک حاصل کیا ہے۔ کم ٹرن اور کے باوجود اسی مدت کے مقابلے میں بہتر سیکورس کی وجہ سے مجموعی مارجن میں قدرے اضافہ ہوا ہے۔ 30 ستمبر 2024 کو ختم ہونے والی پہلی نو ماہی کے دوران کاروبار میں مجموعی کمی کی وجہ سے سود اور ٹیکس سے قبل آمدنی (EBIT) 5.3 فیصد کی سطح پر ہے، اگرچہ 2023 کے مقابلے 2024 میں کمی واقع ہوئی، جو 265 ملین روپے کے برعکس 2024 میں 202 ملین روپے ہوئی ہے۔ انویسٹری ٹرن اور کی مدت بڑھ کر 138 دن ہو گئی ہے، ایک ایسی صورتحال جس پر انتظامیہ گہری نظر رکھے ہوئے ہے۔ یہ اضافہ بنیادی طور پر کم فروخت کی وجہ سے ہے (سپلائی چین میں خلل کی وجہ سے، بنیادی طور پر بیچرہ احمر کے مسئلے کی وجہ سے) اور ایک اسٹریٹجک انویسٹری کی تعمیر جس کا مقصد سپلائی چین کی رکاوٹوں کو کم کرنا ہے جو مستقبل کے آرڈر کی تکمیل کو متاثر کر سکتا ہے۔ ہمیں یقین ہے کہ چوتھی سہ ماہی میں زیادہ فروخت کے اعداد و شمار حاصل کریں گے جس کے نتیجے میں اضافی انویسٹری کا استعمال ہوگا اور سال کے اختتام پر انویسٹری کا بہترین توازن حاصل ہوگا۔

مزید برآں، کمپنی نے حصص کے رائٹس کا اجراء کا عمل مکمل کر لیا ہے۔ اس اجراء سے حاصل ہونے والی آمدنی کو ورکنگ کپینٹل کی ضروریات کو پورا کرنے اور بقایا مالی تیلنس کی ادائیگی کے لئے استعمال کیا گیا ہے۔ اس سے ہمیں 30 ستمبر 2024 تک 250 ملین روپے کی مثبت خالص فنانس پوزیشن حاصل کرنے میں مدد ملی ہے۔ یہ سٹریٹجک اقدام KSB ایس ای اینڈ کمپنی KGaA = کی اپنی کمپنی کی سرگرمیوں میں اعتماد اور پاکستان کے لئے ایک اسٹریٹجک فیصلہ کے ساتھ مکمل طور پر مطابقت رکھتا ہے۔

کمپنی کو یقین ہے کہ وہ 2024 کی چوتھی سہ ماہی میں مجموعی مارجن کے بہتر رجحان کے ساتھ بجٹ ٹرن اور تک پہنچ کر سال 2024 کے بجٹ شدہ اعداد و شمار کو حاصل/ اس سے تجاوز کرنے کے لئے پُر اعتماد ہے کیونکہ اس مدت میں زیر دست آرڈرز پر عمل درآمد ہوگا۔

زیادہ افراط زر اور توانائی کی لاگت سے نمٹنے کے لئے، کے ایس بی نے پائیداری اور گرین توانائی کے شعبوں میں اپنے اقدامات جاری رکھے ہوئے ہیں۔ 2024ء میں اپنی پیداواری تنصیب میں اضافی 850 کلو واٹ کولر پلانٹ نصب کیا جا رہا ہے جس سے سالانہ 38 ملین روپے کی بچت اور کاربن ڈائی آکسائیڈ کے اخراج میں 600 ٹن کی بچت ہوگی اور توقع ہے کہ اکتوبر 2024ء کے آخر تک مکمل طور پر آپریشنل ہو جائے گا۔ یہ حسن ابدال اور لاہور میں پہلے سے نصب شدہ 1000 کلو واٹ اور 120 کلو واٹ کی صلاحیت کے علاوہ ہے۔ کراچی میں اس کی سہولت میں بھی 2024 تک سولر جزیبیشن ہوگی جس کا مطلب ہے کہ تمام مقامات پر سولر فٹ پرنٹ ہوگا۔

کے ایس بی کو توقع ہے کہ پانی اور جزیل انڈسٹری مارکیٹوں میں مقامی سطح پر مضبوط نقطہ نظر اور انٹر کمپنی سیکورس گریڈوں کے ذریعے برآمدی کاروبار کے ساتھ امید افزاء کاروباری امکانات موجود ہیں۔ سال 2024ء کی پہلی نو ماہی کے دوران کمپنی کی برآمدی فروخت بڑھ کر 1,083 ملین روپے تک پہنچ گئی ہے جو انٹر کمپنی کاروبار کے لئے مسلسل مثبت نمو کے امکانات کی نشاندہی کرتی ہے۔

بورڈ کے ایس بی کی پوری ٹیم کی لگن اور سخت محنت کو سراہتا ہے۔ میں کمپنی کی انتظامیہ پر اعتماد کے لئے بورڈ کے فیلو ممبران اور تمام اسٹیک ہولڈرز کا شکریہ ادا کرتا ہوں۔

منجانب بورڈ

Imran Ghani

عمران غنی

ایم ڈی / چیف ایگزیکٹو آفیسر

22 اکتوبر 2024ء

لاہور، پاکستان

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