



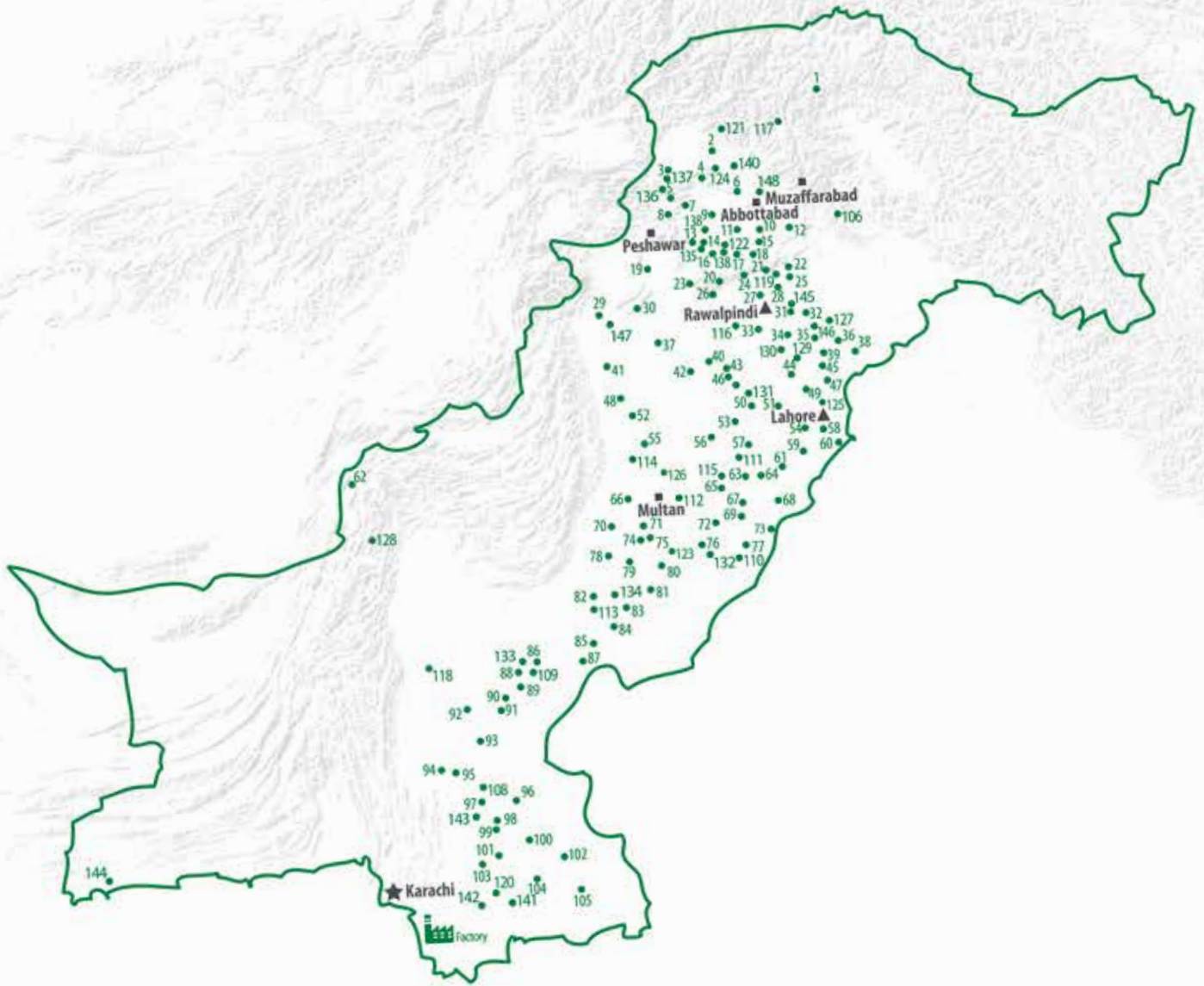
TRUSTED NOT TO COMPROMISE

a **General Cable** affiliate

THE POWER CONNECTION

Annual Report 2016

The bond you share with your loved ones is priceless. In a fast paced world, it's the only constant in your life and holds the power to shape your future. Therefore, protecting these vital, life-long connections should matter. At Pakistan Cables Limited, we understand your need to nurture and protect the connections that light-up your life, and ensure that any product you purchase from us has no compromise on safety. In our journey of over 63 years, we strengthened our bond with you, simply because safeguarding your desire for a carefree life is our priority.



Head Office:

★ Karachi

Regional Offices:

▲ Lahore

▲ Rawalpindi

Branch Offices:

■ Peshawar

■ Abbottabad

■ Muzaffarabad

■ Multan

1. Gilgit
2. Khawzakhela
3. Timergara
4. Mingora
5. Batkhela
6. Mansehra
7. Mardan
8. Charsada
9. Swabi
10. Havellian
11. Haripur
12. Rawlakot
13. Attock
14. Hazro
15. Islamabad
16. Wah Cantt.
17. Taxila
18. Kahuta
19. Kohat
20. Fateh Jang
21. Kallar Sydan
22. Kotli
23. Pindi Gheb
24. Chakwal
25. Mirpur
26. Talagang
27. Gujar Khan
28. Dina
29. Bannu
30. Karak
31. Jhelum
32. Lalamusa
33. Malakwal
34. Mandi Bahauddin
35. Gujrat
36. Sialkot
37. Mianwali
38. Narowal
39. Daska
40. Khushab
41. Tank
42. Johrabad
43. Bhalwal
44. Hafizabad
45. Gujranwala
46. Sargodha
47. Kamoki
48. Dera Ismail Khan
49. Sheikhpura
50. Faisalabad
51. Farooqpur
52. Bhakkar
53. Gojra
54. Mangamandi
55. Fatehpur
56. Jhang
57. Toba Tek Singh
58. Raiwind
59. Pattoki
60. Kasur
61. Okara
62. Chamman
63. Chichawatni
64. Sahiwal
65. Mian Channu
66. Kot Addu
67. Arifwala
68. Pakpattan
69. Burewala
70. Dera Ghazi Khan
71. Muzaffargarh
72. Vehari
73. Bahawalnagar
74. Rohilanwali
75. Shujabad
76. Melsi
77. Chishtian
78. Jampur
79. Alipur
80. Bahawalpur
81. Ahmedpur
82. Rajanpur
83. Liaquatpur
84. Khanpur
85. Rahim Yar Khan
86. Deharkai
87. Sadiqabad
88. Mirpur Mathelo
89. Panu Aqil
90. Sukkur
91. Khairpur Mirus
92. Larkana
93. Mehrabpur
94. Dadu
95. Moro
96. Sanghar
97. Nawabshah
98. Shahdadpur
99. Tando Adam
100. Mirpur Khas
101. Tando Allahyar
102. Umarmkot
103. Hyderabad
104. Jhudoo
105. Mithi
106. Bagh
107. Chinot
108. Daur
109. Ghotki
110. Haroonabad
111. Kamalia
112. Khanewal
113. Kot Mithan
114. Layyah
115. Peer Mahal
116. Pind Dadan Khan
117. Skardu
118. Shadad Kot
119. Sohawa
120. Tando Bago
121. Balakot
122. Jharikas
123. Lodhran
124. Oghi
125. Shahdra
126. Shorkot
127. Wazirabad
128. Quetta
129. Sambaryal
130. Phalia
131. Rabwa
132. Hasilpur
133. Kandkhot
134. Khanbela
135. Kamra Cantt
136. Talash
137. Topi
138. Hasanabdal
139. Besham
140. Badin
141. Golarchi
142. New Saeedabad
143. Gwadar
144. Sira e Alamgir
145. Jalapur Jattan
146. Serai Norang
147. Shinkiyari

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SAFETY MANIFESTO

'Safety par no compromise' is not just a marketing slogan. It's a way of life. When you buy our general wires and cables, we don't see it as a business transaction. For us, your trust demonstrates your support to our industrial movement that invests in ensuring safety of your loved ones. At Pakistan Cables, we thrive on business relationships that are passed from one generation to the next. So choose a brighter and safer lifestyle - choose Pakistan Cables, trusted not to compromise!



VISION

To be the company of first choice for customers & partners for wires & cables and other engineering products.



MISSION

To strengthen industry leadership in the manufacturing and marketing of wire and cables and to have a strong presence in the engineering products market while retaining options to participate in other profitable businesses.

To operate ethically while maximizing profits and satisfying customers' needs and stakeholders' interests.

To assist in the socio-economic development of Pakistan by being good corporate citizens.

PRODUCT PORTFOLIO



Cables & Wires

For lighting and general use, we manufacture General Wiring Cables in the range of 250/750 Volts, in conformity with national & international standards. These cables provide safety and savings in electricity consumption because of the use of 99.99% pure copper, cable grade PVC and thorough quality tests on every meter of cable.

To cater to the requirements of Utilities, Projects and Industries, Pakistan Cables manufactures Low Voltage (LV) and Medium Voltage (MV) cables up to 15KV, with PVC and XLPE insulation. All our cables are subject to rigorous in-house quality checks. LV and MV cables have been fully type tested by KEMA - Holland.

Pakistan Cables also provides cables and conductors to utility companies. The Company also supplies cables with **Low Smoke Zero Halogen (LSZH)** insulation for customers that need products with higher safety requirements. Pakistan Cables also has a state-of-the-art manufacturing facility dedicated to manufacturing wires for the automobile industry. This plant became operational in 2008. We also manufacture telephone, intercom, coaxial and numerous types of special cables which include airfield lighting, control cables or other items as per the requirements of the customers.

ALUMEX

Aluminium Sections for Architectural Applications

Alumex is the brand name under which Pakistan Cables manufactures aluminium sections for architectural, construction and industrial applications. Alumex sections are extruded from best quality imported AA6063 billets. This is the internationally recommended alloy grade for architectural and structural applications. These sections are anodized on a fully automatic plant. We have the capability to offer four elegant colours of anodized sections. In addition to anodized sections, powder coated Alumex sections are also available in any imaginable colour to match the taste of the customers. We use only polyester based powders, manufactured & supplied by reputable companies. These are thermosetting types, specially designed for “façade” use. These coatings can withstand the rigors of ultra violet rays in the atmosphere.

The advantages of Alumex aluminium sections are:

- i. Scratch free and Corrosion Resistant
- ii. Strength & Durability
- iii. Uniform Colour & Smooth Finish
- iv. Colour Retention
- v. Ultra-violet and Humidity Resistant



Copper Rod

In 1996, Pakistan Cables set up a plant to manufacture High Conductivity Oxygen Free 8mm Copper Rod. This plant was supplied by Outokumpu Castform Oy, Finland and uses the upcast system of manufacturing 8mm diameter. Our Copper Rod is cast directly from the furnace. Oxygen Free Copper is particularly suited for drawing into wires.

The company expanded its facility of manufacturing of copper rods with the installation of plant procured from the original supplier (Outokumpu Castform Oy, Finland). Numerous satisfied customers, particularly Enamel Wire Manufacturers will attest to the quality of our Rod. The raw material used is only LME registered "A" grade copper cathodes.





PVC Compounds

In 2008 Pakistan Cables set up its own state-of-the-art PVC Compounding Plant. This plant is designed to provide premium quality PVC compounds for various applications. It has the most sophisticated machinery imported from Kraus Maffei (Germany) and Plasmec (Italy), including automated weighing and dosing systems supported by a polymer laboratory to enable development of customer specific formulations. Pakistan Cables PVC compound plant ensures timely availability of raw materials for production. The plant also provides us with improved control of our manufacturing processes as the Company continues to expand. We produce flexible PVC compounds for insulation and sheathing of electric cables, and other flexible PVC compounds for sale to the local and export markets.

2016 KEY ACHIEVEMENTS

- Winner of “Merit Export Awards” at the 39th Annual Export Awards ceremony organized by Federation of Pakistan Chamber of Commerce and Industry (FPCCI). The award was conferred by the Prime Minister of Pakistan. The Company won the award in two categories which include: traditional and non-traditional items to new markets.
- Winner of the 12th Annual Environment Excellence Awards organized by National Forum for Environment & Health (NFEH) and supported by United Nation Environmental Program (UNEP).
- Awarded 3rd Prize, in the category of Workplace Environment, organized by Employers’ Federation of Pakistan (EFP).
- Awarded 3rd Prize, in the 11th OSH&E Compliance Awards, organized by EFP and supported by International Labour Organization (ILO).



CODE OF BUSINESS CONDUCT

- This Code of Conduct applies to all employees of Pakistan Cables Limited, hereby referred to as the "Company".
- For the purposes of this Code, "employees" refers to directors, executives, officers and employees of the Company.
- The Board and Management are expected to familiarize themselves with the laws and regulations governing their individual areas of responsibility and not to transgress them.
- All employees should ensure that they understand and abide by the spirit, as well as the letter, of this Code and that violation of any of the Code's provisions may result in disciplinary action.



Code of Business Conduct

Salient features of the Company's code of conduct are as below:

a) Business Ethics

- i. The Company's policy is to conduct its business with honesty and integrity and be ethical in its dealings showing respect for the interest of all stakeholders.
- ii. The Company is dedicated to providing a safe and non-discriminatory working environment for all employees.
- iii. The Company does not support any political party or contributes funds to groups whose activities promote political interests.
- iv. The Company is committed to provide products, which consistently offer value in terms of price and quality and are safe for their intended use, to satisfy customer needs and expectations.
- v. The Company is committed to run its business in an environmentally sound and sustainable manner and promote preservation of the environment.

b) Conflict of Interest

- i. Every employee should conduct his/her personal and business affairs in a manner such that neither a conflict, nor the appearance of a conflict, arises between those interests and the interests of the Company.
- ii. An employee should avoid any situation in which he or she, or a family member, might profit personally (directly or indirectly), from the Company's facilities, its products, or Company's relationship with its vendors or customers.
- iii. An employee should not permit himself/herself (or members of his/her family) to be obligated (other than in the course of normal banking relationships) to any organization or individual with whom the Company has a business relationship. However, business lunches, dinners or social invitations, nominal giveaways like key chains, calendars, etc. and attendance at conferences and seminars would not be considered a violation of this Code.
- iv. In case an employee is offered or receives something of value which he/she believes may be impermissible under this Code, he/she should disclose the matter.
- v. All employees should avoid any kind of bribery, extortion and all other forms of corruption.
- vi. Conflict of interest should be avoided and disclosed where they exist and guidance should be sought from superiors.

c) Accounting Records, Controls and Statements

- i. All books, records, accounts and statements should conform to generally accepted and applicable accounting principles and to all applicable laws and regulations.
- ii. Employees are expected to sign only documents or records which they believe to be accurate and truthful.

Code of Business Conduct

d) Environment

- i. The Company is committed to carry its business in an environmentally sound and sustainable manner and promote preservation of the environment.
- ii. All employees are required to adhere strictly to all applicable environmental laws and regulations that impact Company's operations.

e) Regulatory Compliance

- i. The Company is committed to make prompt public disclosure of "material information" regarding the Company as prescribed in the Pakistan Stock Exchange Regulations.
- ii. Where an employee is privy to the information, which is generally referred to as "material inside information", the same must be held in the strictest confidence by the employee involved until it is publicly released.
- iii. The employees shall abide by the appropriate Competition Laws and shall not enter into understandings, arrangements, or agreements with competitors which have the effect of fixing or controlling prices, dividing and allocating markets or territories, or boycotting suppliers or customers.

f) Personal Conduct

- i. All employees should conduct themselves with the highest degree of integrity and professionalism in the workplace or any other location while on Company business.
- ii. All employees should avoid any kind of bribery, extortion and all other forms of corruption.
- iii. Employees should always be cognizant of the need to adhere strictly to all safety policies and regulations.
- iv. Any legally prohibited or controlled substances if found in the possession of any employee will be confiscated and where appropriate, turned over to the authorities.

Company Information

Board of Directors

Mustapha A. Chinoy	Non-Independent Non-Executive Director	Chairman
Haroun Rashid	Non-Independent Non-Executive Director	
Nargis Ghaloo	Non-Independent Non-Executive Director	
Syed Naseem Ahmad	Non-Independent Non-Executive Director	
Roderick Macdonald	Non-Independent Non-Executive Director	
Sadia Khan	Independent Non-Executive Director	
Saquib H. Shirazi	Independent Non-Executive Director	
Kamal A. Chinoy	Executive Director	Chief Executive
Muhammad Ashfaq Alam	Executive Director	

Company Secretary

Nazifa A. Khan

Legal Advisor

Barrister M. Jamshid Malik

Auditors

KPMG Taseer Hadi & Co.
Chartered Accountants

Tax Advisors

M/s. A. F. Fergusons & Co.
Muhammad Bilal & Co.

Bankers

Standard Chartered Bank (Pakistan) Limited
Bank Al Habib Limited
Habib Bank Limited
Meezan Bank Limited
MCB Bank Limited
NIB Bank Limited

Registered Office

Factory

B-21, Pakistan Cables Road,
Sindh Industrial Trading Estates,
P. O. Box 5050, Karachi - 75700
Telephone Nos: (021) 32561170-75
Fax: (021) 32564614
E-mail: info@pakistancables.com
Website: www.pakistancables.com

Company Information

Head Office

Arif Habib Center, 1st Floor, 23 M.T. Khan Road, Karachi.
UAN: 111 - CABLES (222 - 537) Fax: +92 - 21 32462111
E-mail: sales@pakistancables.com

Regional Offices

Lahore

Office # 1, 2nd Floor, Ali Tower, 105-B-II, Gulberg - III, MM Alam Road, Lahore.
Telephone Nos: (042) 35785611-4
E-mail: lahore@pakistancables.com

Rawalpindi

Plaza # 88, 2nd Floor, Block B, Civic Centre, Bahria Town, Phase IV, Rawalpindi.
Telephone Nos.: (051) 5732724-25
Fax: (051) 5732426
E-mail: pindi@pakistancables.com

Branch Offices

Multan

1592, Quaid-e-Azam Shopping Centre No. 1, Aziz Shaheed Road, Multan Cantt.
Telephone Nos: (061) 4583332, 4504446
Fax: (061) 4549336
E-mail: multan@pakistancables.com

Abbottabad

13-14, Sitara Market, Mansehra Road, Abbottabad.
Telephone No: (0992) 383616
Fax: (0992) 385510
E-mail: abbottabad@pakistancables.com

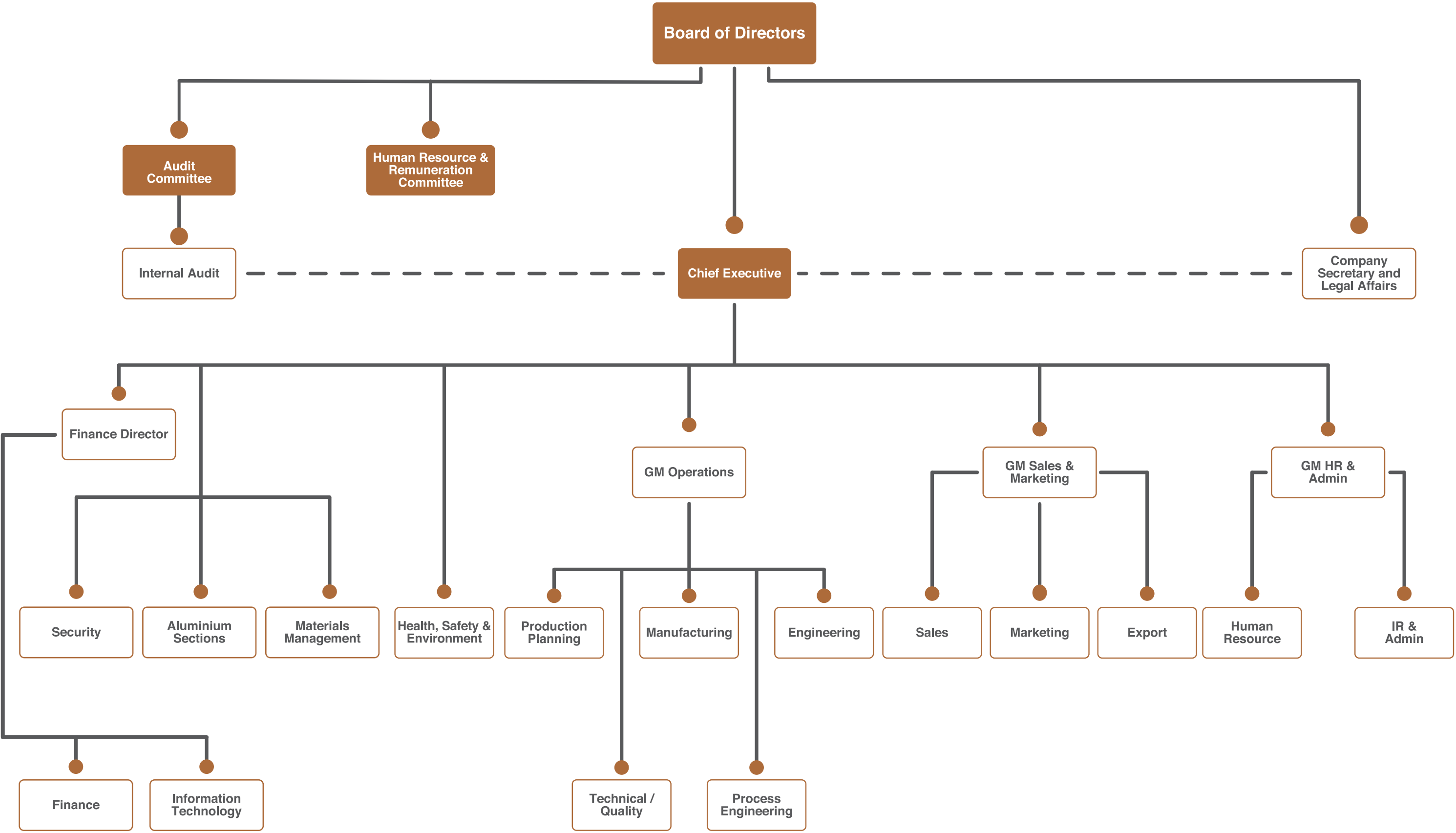
Peshawar

Shop # 1 & 2, 1st Floor, Hurmaz Plaza, Opp. Airport Runway, Tambwan More, University Road, Peshawar.
Telephone No: (091) 5845068
Fax: (091) 5846314
E-mail: peshawar@pakistancables.com

Muzaffarabad

50-1B, Commercial Area, Upper Chattar, Muzaffarabad.
Telephone No: (05822) 432088
Fax: (05822) 432092
E-mail: muzaffarabad@pakistancables.com

ORGANIZATIONAL STRUCTURE





BOARD OF DIRECTORS

Mr. Mustapha A. Chinoy

(Chairman) Non-Independent Non-Executive Director holds a B.Sc in Economics from the Wharton School of Finance, University of Pennsylvania, USA with a major in Industrial Management and Marketing. Upon return from the United States, he took up the position of Marketing Manager at International Industries Limited. Mr. Chinoy is currently the Chairman of Pakistan Cables Limited and a Director on the Board of International Steels Limited, Travel Solutions (Pvt.) Limited, Global E-Commerce Services (Pvt.) Limited, Crea8ive Bench (Pvt.) Limited and Global Reservation (Pvt.) Limited. Additionally, he is the Chief Executive Officer of Intermark (Pvt.) Limited. He has previously served on the Board of Union Bank Limited until it was acquired by Standard Chartered Bank.

He is on the Board of PCL since 1-1-1986.

Mr. Haroun Rashid

Non-Independent Non-Executive Director is a Fellow Member of the Institute of Chartered Accountants (England and Wales), Certified Investment Advisor and Securities Dealer with the Securities Commission of Hong Kong. Presently he is the Director and Chairman Audit Committee of MCB Arif Habib Savings and Investments Limited and a partner in Heritage Developments and Rashid Poultry. Previously he has been the Managing Director of Kashmir Edible Oils Limited, ANZ Securities Asia Limited – Hong Kong and Director of Financial Executives Institute – Hong Kong, Public Procurement Regulatory Authority (PPRA), Pakistan Agriculture Storage and Services Corporation Limited, Union Bank Limited and Fidelity Investment Bank Limited. He has also been a Governor of Lahore General Hospital.

He is on the Board of PCL since 17-5-1993.

Syed Naseem Ahmad

Non-Independent Non-Executive Director has done his BSc (Hons) and Masters in Physics. He was previously the Chairman of the Board of Directors of Faysal Bank Limited and Chairman and Chief Executive of Philips Electrical Industries of Pakistan Limited, Pakistan Security Printing Corporation, Security Papers Limited and Sicpa Inks Pakistan (Pvt.) Limited. Mr. Ahmad was also Chairman of Engro Chemicals Limited, Vice-Chairman of the Karachi Port Trust and President of the Overseas Investors Chamber of Commerce and Industry. He has also served on the Board of Wazir Ali Industries Limited, Security Leasing (Pvt.) Limited, ABN AMRO Bank and the Royal Bank of Scotland. He was also on the Board of Pak Arab Refinery and Sui Southern Gas Company.

He is on the Board of PCL since 17-5-1999.

Mr. Roderick Macdonald, MBE

Non-Independent Non-Executive Director – Nominee of GK Technologies Inc, USA (a subsidiary of General Cable Corporation, USA) is a consultant with CORE Corporate Consulting LLC. Prior to this he spent 12 years as Executive Vice President of Global Sales and Business Development for General Cable Corporation. He joined General Cable in 1999 as Senior Vice President and General Manager of their Building Wire business. From 1994 he held various executive appointments within the Commonwealth Industries including President of Alflex Corporation. He began his career in the military and government service. He served 25 years as an officer in the British Army, Royal Engineers, which included leading soldiers in combat in Northern Island and the Falkland Islands. He ended his distinguished career as Brigadier. Mr. Macdonald holds a Bachelor of Science degree in Mechanical Engineering from the Royal Military College of Science and completed the Advanced Management Program at Harvard Business School. He is a Fellow of the Institute of Mechanical Engineers in the UK and a registered (Chartered) engineer in both the UK and Europe. He was made a Member of the Order of the British Empire (MBE) in the UK in 1983.

He is on the Board of PCL since 23-11-2010.

Mr. Saquib H. Shirazi

Independent Non-Executive Director is an MBA from the Harvard Business School. He is presently the Chief Executive Officer of Atlas Honda Limited and is also on the Board of Atlas Power Limited, Shirazi Investment (Pvt.) Limited, Shirazi Trading Company (Pvt.) Limited and Cherat Cement Limited.

He is on the Board of PCL since 8-5-2008.

Ms. Sadia Khan

Independent Non-Executive Director is a MBA from INSEAD (France), a Masters in Economics from both Yale University (USA) and Cambridge University (UK). Ms. Khan has extensive experience in finance and management having worked with highly reputed institutions. She has worked as a Corporate Analyst with Lehman Brothers USA, Consultant with United Nations Development Programme, Financial Economist with Asian Development Bank (Philippines), Executive Director with Securities and Exchange Commission of Pakistan and Head of Strategic Management with State Bank of Pakistan. She is presently the CEO of Selar Enterprises (Pvt.) Limited, Director in the Delta Group of Companies, Engro Fertilizers, Edotco Pakistan (Pvt.) Limited, Karandaaz Pakistan, National Testing Service, Pakistan Board of Investment and Trade and INSEAD.

She is on the Board of PCL since 18-1-2013.

Ms. Nargis Ghaloo

Non-Independent Non-Executive Director is an officer of the Federal Government in BS-22, presently posted as Chairperson, State Life Insurance Corporation of Pakistan. She attained her Masters (M.A.) in English from the University of Sindh in 1981 and cleared the competitive examination in 1982. Ms. Ghaloo joined the Civil Services in 1982. She has vast professional experience on senior management positions with the Provincial as well as the Federal Government departments in diversified fields. Ms. Ghaloo also holds directorships on the Board of several public and private sector companies. She is a Certified Director from the Pakistan Institute of Corporate Governance (PICG) and has also attained Certificate in Company Direction from the Institute of Directors, U.K. She has extensively attended local and international professional training courses, workshops, seminars and conferences.

She is on the board of PCL since 12-01-2015.

Mr. Kamal A. Chinoy

Executive Director (Chief Executive) is a graduate of Wharton School, University of Pennsylvania, USA. He is Honorary Consul General of the Republic of Cyprus. Mr. Kamal Chinoy is a member of the executive committee of the International Chamber of Commerce, Pakistan and is also a past President of the Management Association of Pakistan (MAP). He is a 'Certified Director' from the Pakistan Institute of Corporate Governance. He has served as Chairman of the Aga Khan Foundation (Pakistan) and also as a Director of Pakistan Centre of Philanthropy, Pakistan Security Printing Corporation and Atlas Insurance. Currently he is the Chairman of Jubilee Life Insurance Co., Director of the Atlas Battery Limited, NBP Fullerton Asset Management Limited, International Steels Limited, International Industries Limited, ICI Pakistan Limited and a member of the Board of Governors of Army Burn Hall Institutions. He is also an advisor to Tharpak, a consortium of international companies exploring energy opportunities in the Thar coalfields.

He is on the Board of PCL since 31-5-1992.

Mr. Muhammad Ashfaq Alam

Executive Director has a Masters degree in Finance and Accounts, with significant experience in the manufacturing sector, including Pakistan Metal Industries and Pakistan Cables Limited, where he has been a valued member of the organization for over 20 years. His expertise lies in the field of Finance and Share Management and he has completed several skill development workshops on corporate law and taxation law.

He is on the Board of PCL since 29-01-2016.

Management Team

Mr. Kamal A. Chinoy (Chief Executive)

B.Sc. Economics from the Wharton School, University of Pennsylvania, USA. Joined PCL in 1992.

Nazifa A. Khan (Manager Legal Affairs & Company Secretary)

MSc from the Australian National University and LLB (Honors) from the University of London. Joined PCL in 2015.

Mr. Fahd K. Chinoy (G.M. Sales & Marketing)

MBA from INSEAD, Fontainebleau, France and BA in Economics and Political Science from the University of Pennsylvania, USA. Joined PCL in 2008.

Mr. Hasan Irfan (G.M. Operations)

PGD in Advance Electronics from the Philips International Institute, Netherlands. Joined PCL in 2013.

Mr. Zarrar Nasir Khan (G.M. HR & Admin)

Bachelor in Law and is enrolled as an Advocate of the High Court. Joined PCL in 2015.

Mr. Kashif Ahmed Zahidi (Senior Manufacturing Manager)

B.E. in Electrical Engineering from the Frederick Institute of Technology, Cyprus. Joined PCL in 2013.

Mr. Shahzad Anwar (Manager Engineering)

B.E. in Mechanical Engineering from NED and MBA in Industrial Marketing from IBA. Joined PCL in 2013.

Mr. M. Tanwir Aslam (Manager Material Control & Process Engineering)

B.E. in Metallurgical Engineering from NED University. Lifetime member of the Pakistan Engineering Council. Joined PCL in 2011.

Mr. Azmatullah Bhalli (Regional Manager Central)

MBA from the University of Oklahoma, USA. Joined PCL in 1999.

Ms. Mariam Durrani (Manager Marketing & Brands)

MBA in Marketing from SZABIST, Karachi. Joined PCL in 2015.

Mr. S.M. Athar Farid (Training Program Manager)

B.E. in Electrical Engineering from NED and MBA in Marketing from IBA. Joined PCL in 1976.

Mr. Asim Muhammad Khan (Business Unit Head-APB)

B.E. in Civil Engineering from NED and MBA in Marketing from IBA. Joined PCL in 2012.

Mr. Atta-ul-Hai Khan

(Technical Manager)

Diploma of Associate Engineer (DAE) and BE in Mechanical Technology from NED University. Joined PCL in 2014.

Mr. Ahmed Raza Kamran

(Sales Manager, Afghanistan)

MBA in Marketing from the University of Punjab. Joined PCL in 2012.

Mr. Waqas Mahmood

(Finance Manager)

Associate Member of the Institute of Chartered Accountants of Pakistan. Joined PCL in 2008.

Mr. Noor ul Hasnain Malik

(Production Manager)

Graduate from Karachi University. Joined PCL in 1993.

Lt. Col(R) Abdul Razaq

(Security Manager)

MA Economics from Shah Abdul Latif University, Khairpur. Joined PCL in 2014.

Mr. Zeeshan Syed

(Manager Production Planning & Operation Excellence)

MS in Energy Systems and BE in Mechanical Engineering from NED University. ASQ Certified Lean – Sigma professional. Joined PCL in 2012.

Mr. Fuzail Ahmed Syed

(Regional Manager North)

MBA from the University of Arid Agriculture, Rawalpindi. Joined PCL in 2014.

Mr. Imran Ghani Mirza

(Factory Manager IR and Admin)

LLB, Masters in Public Administration and Masters in Industrial Psychology from University of Karachi. Joined PCL in 2015.

Mr. Abdul Wasay Qureshi

(Manager OHS&E)

Master in Environmental Science and Bachelors in Chemical Technology from the University of Karachi. Joined PCL in 2010.

The Audit Committee of the Board

Constitution

The Audit Committee (the “Committee”) is a Committee of the Board constituted by a resolution of the Board dated June 28, 2002. The Terms of Reference of the Committee are as under:-

Membership

The Committee shall be appointed by the Board and shall comprise of not less than three members, majority of whom shall be non-executive Directors. Two members shall constitute a quorum. In the event of any member being out of the country, such member may appoint any other Director as a replacement for such period. However, such replacement shall at all times ensure that the majority of the members of the Committee shall be non-executive Directors. The period of appointment of the members shall be determined by the Board who shall have the power to remove or add members at any time.

The Chairman of the Committee shall be a non-executive Director and shall be appointed by the Board.

Frequency of Meetings

Meetings of the Committee shall be held not less than four times a year.

Attendance at Meetings

The Committee, at its discretion, may require the Chief Executive, Finance Director and other senior management to attend meetings and provide information and explanations relevant to the Company and its operations. The Committee may, at its discretion, ask the Company’s external auditors to attend meetings and answer questions relating to the Company’s financial controls and audit procedures. The Committee may also invite other non-executive Directors to its meeting as appropriate.

Specific and General Areas of Activity Which the Committee is Required to Monitor and Oversee on Behalf of the Board

The Committee shall:

- (i) be responsible for recommending to the Board of Directors the appointment of external auditors by the Company’s shareholders and shall consider any questions of resignation or removal of the external auditors, audit fees and provision by external auditors of any service to the listed Company in addition to audit of its financial statements;
- (ii) determine appropriate measures to safeguard the Company’s assets;
- (iii) review preliminary announcements of results prior to publication;
- (iv) review quarterly, half-yearly and annual financial statements of the Company, prior to their approval by the Board, focusing on:
 - major judgmental areas;
 - significant adjustment resulting from the audit;
 - the going-concern assumption;
 - any changes in accounting policies and practices;
 - compliance with applicable accounting standards; and
 - compliance with listing regulations and other statutory and regulatory requirements.

The Audit Committee of the Board

- (v) facilitate the external audit and conduct discussion with external auditors on major observations arising from interim and final audits and on any matter that the auditors may wish to highlight (in the absence of management, where necessary);
- (vi) review of management letter issued by external auditors and the management's response thereto;
- (vii) ensure coordination between the internal and external auditors of the Company;
- (viii) review the scope and extent of internal audit and ensure that the internal audit function has adequate resources and is appropriately placed within the Company;
- (ix) consider major findings of internal investigations and management's response thereto;
- (x) ascertain that the internal control system including financial and operational controls; accounting system and reporting structure are adequate and effective;
- (xi) review the Company's statement on internal control systems prior to endorsement by the Board;
- (xii) institute special reports, value for money studies or other investigations or any matter specified by the Board, in consultation with the Chief Executive and to consider remittance of any matter to the external auditors or to any other external body;
- (xiii) determine compliance with statutory requirements;
- (xiv) monitor compliance with the best practices of corporate governance and identify significant violations thereof; and
- (xv) consider any other issue or matter as may be assigned by the Board.

Reporting Procedures

The Committee shall report to the Board through its Chairman, it may raise any matter within its terms of relevance and may make comments and proposals. The Chairman of the Committee shall communicate a synopsis of the proceedings of the Committee meeting in the next Board meeting. The Secretary (who shall be the internal Auditor) shall circulate the minutes of meetings of the Committee after their approval by the Committee Chairman to all members of the Board and the Finance Director.

Human Resource and Remuneration Committee

Constitution

The Human Resource and Remuneration Committee (the "HRRC") is a standing committee of the Board mandated to consider and make recommendations to the Board and make recommendations to the Board regarding major human resources management policies, strategies and plans of Pakistan Cables Limited.

Membership

The HRRC shall consist of at least three Directors. Majority of these members will be non-executive Directors, the Chief Executive may be included as a member. One of the three members will be appointed as Chairman by the Board, while the Chief Executive may be a member of HRRC, he shall not be appointed Chairman of HRRC.

Frequency of Meetings

The HRRC shall meet as often as required for proper functioning of the Committee and/or proper review of and recommendations of human resource affairs of the Company. The HRRC will meet as often as required by the Chairman HRRC or as requested by the Chief Executive.

Attendance at Meetings

The quorum will be two members. The Chief Executive, being a member of the HRRC, shall not be a part of the proceedings of the HRRC where his compensation and performance are being discussed/evaluated. In the absence of the Chairman, the remaining members may appoint any other member as Chairman. The HRRC may invite any employee/independent expert to attend its meeting. Secretary HRRC shall get the signature of each member attending the meeting on an attendance sheet and keep a record of the same.

Specific and General Areas of Activity Which the Committee is required to Monitor and Oversee

The HRRC shall review major human resource policy framework including compensation, assess organization structure and recommend to the board succession planning for business critical positions including that of the Chief Executive.

The HRRC shall also recommend the recruitment, remuneration and evaluation of the Chief Executive and his direct reports, including the Chief Financial Officer, Chief Internal Auditor and Company Secretary.

Reporting Procedures

The HRRC shall report to the Board through its Chairman. It shall present the minutes, including findings and recommendations of the HRRC meeting to the Board.

Minutes of the meetings will be prepared by the Secretary and circulated to the members of the HRRC within seven days of the meeting or prior to the subsequent Board meeting, whichever is earlier.

Management Committee

The mission of the Management Committee is to support the Chief Executive to determine and implement the business policies within the strategy approved by the Board.

Members

- **Chief Executive** Chairman
- **Finance Director** Member
- **G.M. Operations** Member
- **G.M. Sales & Marketing** Member
- **G.M. HR & Admin** Member

Role of the Committee

The Committee is responsible for the following:

- Review matters / suggestions arising from Operations Committee meetings and take decisions as necessary to improve efficiencies, operations, safety, reduce costs etc;
- Discuss, define and update human resource policies;
- Approve parameters for annual increments and ex-gratia;
- Approve all promotions and transfers relating to management staff;
- Assign tasks to the Operations Committee and expand (or subtract) their charter;
- Review and propose annual budget to the Board;
- Review company strategy and its implementation. Implement changes as required within the guidelines approved by the Board;
- Explore new avenues for business;
- Take on any other tasks assigned to it by the Chief Executive or Board Committees; and
- Deal with issues arising from Internal Audit investigations.

Committee Procedures

Formal meetings will be conducted on a monthly basis or more frequently as circumstances dictate.

The G.M. Sales & Marketing is the Secretary of the Management Committee. A record will be maintained of the minutes of the formal and informal meetings of the Management Committee. Minutes of the meeting will be circulated to all members of the Management Committee within seven days of the meeting.

In order to form a quorum at least 2 members need to be present including the Chief Executive.

Operations Committee

The mission of the Operations Committee is to support the Management Committee in implementing the business policies within the strategy approved by the Board.

Members

Chief Executive	Chairman	Production Manager	Member
Finance Director	Vice Chairman	Manager Material Control & Process Engineering	Member
G.M. Sales & Marketing	Member/Secretary	Engineering Manager	Member
G.M. Operations	Member	Training Program Manager	Member
G.M. HR & Admin	Member	Business Unit Head APB	Member
Senior Materials Manager	Member	Technical Manager	Member
Senior Manufacturing Manager	Member	Security Manager	Member
Finance Manager	Member	Manager Production Planning & Operation Excellence	Member

Role of the Committee

The Committee is responsible for the following:

- Review in detail ways to cut costs and recommend the same to the Management Committee;
- Review in detail ways to improve efficiencies and recommend the same to the Management Committee;
- Review progress of departments towards their respective annual budgets [expenses, output, sales etc.];
- Review progress of departments towards their respective annual goals;
- Review safety measures and recommend improvements to the Management Committee;
- Review and monitor the supply chain and ensure raw material availability for all products;
- Review and monitor work in progress and finished goods and take actions for their control;
- Define and monitor Key Management Indicators for each department;
- Review staff training needs; and
- Identify capital investment projects and propose the same to the Management Committee.

Committee Procedures

Formal meetings are to be conducted on a monthly basis or more frequently as circumstances dictate.

The G.M. Sales & Marketing is the Secretary of the Operations Committee. A record will be maintained of the minutes of the Operations Committee. Minutes of the meeting will be circulated to all members of the Operations Committee within seven days of the meeting. On approval, the minutes of the meeting are sent to all members of the Management Committee.

The Operations Committee may form sub committees as and when deemed necessary. The Operations Committee may invite other members as and when deemed necessary and may exempt members from meetings if their presences doesn't seem necessary.

In order to form a quorum for the meeting, at least four members shall be present. In the absence of the Chairman, Director Finance will chair the meeting.

Review Report to the Members on the Statement of Compliance with the Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the "Code") prepared by the Board of Directors of Pakistan Cables Limited (the "Company") for the year ended June 30, 2016 to comply with the requirements of rule book Regulation No. 5.19 of the Pakistan Stock Exchange Limited (formerly the Karachi Stock Exchange Limited), where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.

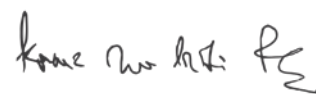
As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval of related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended June 30, 2016.

Further, we highlight below instance of non-compliance with the requirements of the Code as reflected in the paragraph reference where this has been stated in the Statement of Compliance:

- a) Paragraph 11 of the Statement of Compliance relating to the non-disclosure of the pattern of shareholding held by certain persons in the Directors report. The Company has applied to the Securities and Exchange Commission of Pakistan (SECP) seeking relaxation from such a compliance and are waiting for a response in this regard.



Date: September 20, 2016
Karachi

KPMG Taseer Hadi & Co.
Chartered Accountants
Amyr Pirani

Statement of Compliance with the Code of Corporate Governance

Name of company: **Pakistan Cables Limited (the “Company”)**

For the year ended: **June 30, 2016**

This statement is being presented to comply with the Code of Corporate Governance (“CCG”) contained in Regulation No. 5.19 of the listing regulations of the Pakistan Stock Exchange (formerly the Karachi Stock Exchange) for the purposes of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the CCG in the following manner:

1. The Company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors. At present the Board includes:

Category	Names
Independent Directors	1) Sadia Khan 2) Saquib H. Shirazi
Executive Directors	1) Kamal A. Chinoy (CEO) 2) Muhammad Ashfaq Alam
Non-Executive Directors	1) Mustapha A. Chinoy (Chairman) 2) Haroun Rashid 3) Syed Naseem Ahmad 4) Roderick Macdonald 5) Nargis Ghaloo

The independent Directors meet the criteria of independence under clause 5.19.1(b) of the CCG.

2. The Directors have confirmed that, subject to any exemptions granted by the relevant authorities, none of them are serving as a Director of more than seven listed companies, including this Company (excluding the listed subsidiaries of listed holding companies where applicable).
3. All the resident Directors of the Company are registered as taxpayers and none of them have defaulted in payment of any loan to a banking company, a DFI or an NBFIs or, being a broker of a stock exchange, has been declared as a defaulter by that stock exchange.
4. During the year a casual vacancy occurred on the Board on October 31, 2015 and was filled up by the Directors by January 29, 2016.
5. The Company has prepared a “Code of Conduct” and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of the particulars of the significant policies, along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions,

Statement of Compliance with the Code of Corporate Governance

including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive Directors, have been taken by the Board.

- 8.** The meetings of the Board were presided over by the Chairman and the Board has met at least once in every quarter. Written notices of the Board meetings, along with the agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9.** The Directors are conversant with the relevant laws applicable to the Company, its policies and procedures and the provisions of its memorandum and articles of association and are aware of their duties and responsibilities. Furthermore, four directors of the Company have obtained certifications from director's training programs offered by local institutions that meet the criteria specified by the Securities and Exchange Commission of Pakistan. Out of the remaining five Directors, four Directors meet the criteria of exemption under clause (xi) of the CCG and are accordingly exempted from the directors' training program. The remaining one director joined the Company on its Board in the third quarter of the year ended June 2016 and the Company shall arrange his training in the next financial year.
- 10.** The Board has approved the remuneration and terms and conditions of employment of the CFO. The Board has also approved the appointment of the Head of Internal Audit and the new Company Secretary in their meetings held on August 21, 2015 and October 28, 2015 respectively, including the remuneration and terms and conditions of employment. Remuneration and terms and conditions of employment of the former Company Secretary and Head of Internal Audit were also approved by the Board.
- 11.** The Directors' Report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed except for the requirement of disclosure of information, as mentioned in the CCG, pertaining to name-wise details of Directors, their spouse(s) and minor children and shareholders holding five percent or more voting rights in the Company due to security reasons. The Company has applied for a relaxation before the Securities and Exchange Commission of Pakistan for this requirement, however a reply is yet to be received.
- 12.** The financial statements of the Company were duly endorsed by the CEO and CFO before approval of the Board.
- 13.** The Directors, CEO and executives do not hold any interest in the shares of the Company other than as disclosed in the pattern of shareholding.
- 14.** Subject to para 11 herein, the Company has complied with all the corporate and financial reporting requirements of the CCG.
- 15.** The Board has formed an Audit Committee. It comprises three members, of whom all are non-executive Directors and the chairman of the Audit Committee is a non-executive Director.
- 16.** The meetings of the Audit Committee were held at least once every quarter prior to approval of interim and final results of the Company, as required by the CCG. The terms of reference of the Audit Committee have been formed and advised to the Audit Committee for compliance after approval by the Board.

Statement of Compliance with the Code of Corporate Governance

- 17.** The Board has formed a Human Resource and Remuneration Committee. It comprises four members, of whom three are non-executive Directors and the chairman of the Human Resource and Remuneration Committee is also a non-executive Director.
- 18.** The Board has set up an effective internal audit function, the members of which are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.
- 19.** The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
- 20.** The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed the IFAC guidelines in this regard.
- 21.** The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of the Company's securities, was determined and intimated to Directors, employees and the stock exchange.
- 22.** Material/price sensitive information has been disseminated among all market participants at once through the stock exchange.
- 23.** We confirm that all other material principles enshrined in the CCG have been complied with, except as explained in this statement.



MUSTAPHA A. CHINOY



KAMAL A. CHINOY

Directors' Report

The Directors are pleased to present the 63rd Annual Report along with the audited accounts of the Company for the year ended June 30, 2016.

The Company is engaged in the manufacture of conductors, cables and wires for transmission of electricity since 1953. In 1979, the Company started extrusion of aluminium rod from billets, which was upgraded in 1984 to manufacture anodized aluminium profile sections for architectural applications. In 1996, the Company set up a state of the art plant to manufacture High Conductivity Oxygen Free (HCOF) copper rod. Due to the increased requirement of rods for manufacturing wire and cables as a result of growing customer demand, the production capacity of the plant has been regularly enhanced over recent years. In 2008, the Company set up a PVC compounding plant to manufacture high quality electric cable grade PVC compound. The Company also set up a 2-MW gas fired tri-generation power plant, allowing it to be mostly self-sufficient for its electricity needs.

Pakistan Cables Limited was the pioneering company in Pakistan's cable industry when it was established in 1953 in partnership with British Insulated Callender's Cables (BICC) Plc UK, considered to be one of the largest cable companies in the world at the time. BICC had a world presence which was initially in the Commonwealth but in the 1980s and 1990s extended into mainland Europe and beyond. In 1992, BICC disinvested its equity in the Company.

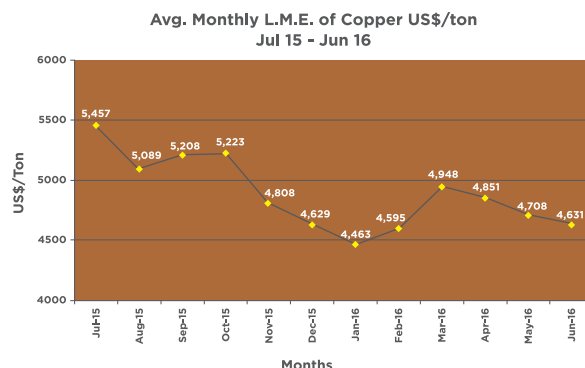


From Left to Right: Mr. Aslam Sadruddin - Director Finance, Mr. Michael T. McDonell - President CEO General Cable and Mr. Kamal A. Chinoi - CE Pakistan Cables

In 2010, another industry giant, General Cable Corporation, expressed confidence in the Company and acquired 24.6% stake in the Company through its subsidiary GK Technologies Inc, Highland Heights, Kentucky, USA. General Cable, a Fortune 500 company, is one of the largest cable companies in the world with annual revenues in 2015 of US\$ 4.3 billion and with operations in several countries across the world.

Global Copper and Aluminium Scenario

The prices of cables, copper rod and aluminium extrusions are closely linked to the global markets for copper and aluminium. Both base metals are traded on the London Metal Exchange (LME), the world's premier non-ferrous metals market. Trading volumes on the LME during the year 2015 dropped by 4.3% following the slump in commodities in the second half of 2015. The price of both these metals is therefore determined at the LME and any fluctuations in copper or aluminium prices have a direct effect on the pricing of our products.



Copper which was above US\$ 5,700/MT in the month of July 2015, slumped to a six year low in January 2016 and went below \$ 4,500/MT amid expectation for a global supply glut, weak Chinese demand and a strong dollar. However, it again started to rise and went above \$ 5,000/MT in April before easing off in June and finally closed at \$ 4,827/MT on June 30 2016. A graph of the monthly average of copper prices on the LME is provided herein.

Overview of National Economy

The economic environment in the country witnessed an improving trend over the course of the financial year with real GDP growing at 4.7% in 2015-16, which is the highest in the last eight years. The Government of Pakistan has set a target of 5.7% for the year 2016-17. Despite a setback in agricultural growth on account of a massive decline in cotton production, this loss was compensated by remarkable growth in the industrial and services sectors. The external sector has become more stable on account of robust growth in workers remittances, continued flows from

Directors' Report

International Financial Institutions and a sharp decline in global oil prices. The country's foreign exchange reserves reached an all-time high of US\$ 23.1 billion in June 2016. This improvement in the external sector was critical in maintaining the exchange rate stability during the year. The country's average annual inflation rate slowed more than expected in the current fiscal year 2015-16 and fell below 3% for the first time in over four decades. The Consumer Price Index (CPI) was recorded at 2.86% year-on-year for 2015-16 against 4.53% last year.

In line with these improving trends, the Pakistan Stock Exchange continued to show improvements and reached unprecedented levels during the fiscal year and remained one of the world's best performing indexes.

Segment Highlights

Cables and Wires

The Company has established itself as a key player in the manufacturing sector with over 60 years of experience in the wire and cables business. Our business is driven by the strength, growth prospects and activity in the end markets where our products are used. Our products are primarily used in projects of all kinds, in buildings and in residential and commercial construction. Cable and conductors are also used in the transmission and distribution of electricity by the country's utility companies. We manufacture an extensive array of world-class quality wires and cables to meet the diverse, dynamic and time-sensitive needs of our customers. Moreover, with evolving customer needs, the Company is focused on research and development to ensure that its offering is up to date with evolving trends in the industry. Our products consistently conform to relevant international standards in order to ensure smooth flow of electricity, better performance of electrical appliances and safety to life and property. Our ability to consistently meet international standards is rooted in the selection of the world's best quality raw materials, world-class workmanship and a rigid quality assurance and control regime.

Our sales strategy comprises of the following:

- (i) to continue to generate market awareness of our brand and educate the consumer about the benefits of cables and wires that are of the highest quality thereby remaining the customer's first preference;
- (ii) to identify profitable markets and optimal product mix and tailor our product offerings accordingly;
- (iii) to ensure that products are made easily available to the customer through our network of dealers, distributors, stockists and warehouses, and by providing optimal direct sales coverage (where relevant); and
- (iv) to penetrate targeted markets through cost benefit analysis and customized service offering.

The Company's trade network covers most cities and towns across Pakistan and warehouses and power cable stockists in all three major cities of the country. Over the year, the Company successfully won large orders from the projects segment in several areas including ports and shipping, power and energy, oil and gas, auto industry and with builders and developers. Moreover, the Company was successful in winning selective tenders from utility companies and won export orders from customers across the world.

Aluminium Sections

The business of Alumex showed an upward trend and growth. New avenues in the institutional and project sectors were secured across the country which provided better territorial reach in the market. Competition from local as well as international suppliers remained stringent. This has further necessitated the need for improvement in service levels which is the focus of the Company on a



Mr. Aslam Sadruddin - Director Finance during a visit to the Head Office of General Cable

Directors' Report

continuous basis. Efforts are being made to consolidate existing relationships in the market along with the creation of new ones. Improved turnaround time in order delivery, in addition to consistency in product quality and service are expected to be key factors for futures success.

In the upcoming year we foresee further improvement in overall results by maximizing output and tapping new avenues for securing additional business from the market.

Operating Performance

Pakistan's economy is showing signs of recovery underpinned by falling global commodity and oil prices and the expected uptick in regional economic growth. The country exuded renewed confidence with record foreign exchange reserves, fast-growing home remittance, stable exchange rate, unprecedented rise in stock market, improved industrial performance and low inflationary pressure. However, despite the above stipulated gains, the security challenges and energy shortages coupled with falling exports and low revenue collections continue to weigh heavily on the country's business climate.

Despite the mixed results of the economy during the year, the Company's top line was not encouraging while the bottom line was much better as shown below:

The Company achieved sales of Rs. 6.9 billion, which is 2% lower than last year's sales of Rs. 7.0 billion. The decline in sale compared to last year is a function of lower prices of our products, attributed to the sharp fall in copper prices during the year, which had a downward effect on our revenue. However, in volume terms, the growth was higher compared to last year.

Gross profit for the year amounted to Rs. 1,082.9 million (15.8% of sales), compared to last year's gross profit of Rs. 869.2 million (12.5% of sales). The higher gross profit is attributed mainly due to better sales mix, improved margins, volume growth, productivity improvement and operational efficiencies.

	2015-16	2014-15	Incr./ (Dec.)
	Rs. in million		%
Sales	6,850	6,957	(2)
Gross Profit	1,083	869	25
Gross Profit Percentage	15.8%	12.5%	
Profit Before Tax	407	250	63
Profit Before Tax Percentage	5.9	3.6%	
Profit After Tax	264	189	40
Profit After Tax Percentage	3.9%	2.7%	
EPS - Rs.	9.29	6.65	40

Marketing, selling and administration expenses for the year amounted to Rs. 602.4 as compared to Rs. 489.5 million in the same period of last year. The increase is mainly on account of higher carriage and forwarding expenses. Financial charges for the year are Rs. 80.9 million compared to Rs. 122.2 million in the same period of last year.

As a result of the above listed factors, the Company earned a profit after tax of Rs. 264.3 million compared to Rs. 189.3 million last year. Earnings per share also increased from Rs. 6.65 to Rs. 9.29 in the current year.

Dividends and Appropriations

For the current year, the Directors recommend payment of Rs. 4.50 per share (45%) as final cash dividend (2015: 30%). The appropriation of profit will be as under:

Directors' Report

The net profit after tax amounted to
Other comprehensive income / (Loss)
Total comprehensive income
To this is added un-appropriated profit
brought forward from last year

Transfer from surplus on revaluation – Own

2015-16
(Rupees in '000)

264,280
(19,874)
244,406

179,892

7,433

431,731

APPROPRIATIONS:

Payment of final cash dividend at the rate of Rs. 3.00 per share
(30%) for the year ended June 30, 2015

Transfer to General Reserve for the year ended June 30, 2015

Leaving un-appropriated profit to be carried forward

2015-16
(Rupees in '000)

85,387

94,000

252,344

431,731

Earning per share

Rs.

9.29

Subsequent Effects

Proposed final cash dividend of Rs. 4.5 per share for the year 2016

Transfer to General Reserve

128,081

124,000

Cash Flow and Liquidity

The Company is constantly monitoring cash flow to ensure overall liquidity. During the financial year, the Company's net cash flow from operations was Rs. 490.3 million. The Company was able to manage its operating cash flows by ensuring tight credit controls, better collections and recoveries of outstanding amounts over the course of the year.

The Company continued to monitor interest and foreign exchange rates to take advantage of any potential saving or hedging opportunities.

Contribution to National Economy

The Company's contribution to the National Exchequer by way of taxes, levies, sales tax, etc. amounted to Rs. 1,521 million during the year (2014-15: Rs. 1,367 million).

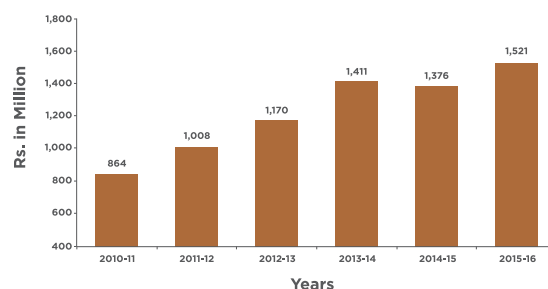
Board Changes

During the year the following changes took place in the Board:

- (i) Mr. Muhammad Ashfaq Alam was appointed in place of Ms. Diana Toman who resigned on October 31, 2015.

The Company wishes to place on record the valuable contribution made by the outgoing Director during the period she was on the Board. The Board also takes pleasure in welcoming the new Director and looks forward to his contribution.

Contribution to National Economy



Directors' Report

Corporate Governance

In compliance with the Corporate and Financial Reporting Framework of the Code of Corporate Governance we are pleased to state that:

- (i) The financial statements, prepared by the Management of the Company, present its state of affairs fairly, the result of its operations, cash flows and the changes in equity.
- (ii) Proper books of accounts have been maintained by the Company.
- (iii) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgments.
- (iv) International Financial Reporting Standards, as applicable within the Islamic Republic of Pakistan, have been followed in preparation of financial statements.
- (v) The system of internal control is sound in design and has been effectively implemented and monitored.
- (vi) There are no significant doubts upon the Company's ability to continue as a going concern.

The key operating and financial data of the last seven years is given on page **55**, while the pattern of shareholding is provided on page **53**.

Four (4) directors of the Company have obtained certification from the director's training program offered by a local institution that meets the criteria specified by the Securities Exchange Commission of Pakistan. Out of the remaining five directors, four directors meet the criteria of exemption under clause (xi) of the Code of Corporate Governance and are accordingly exempted from the directors' training program. The remaining one Director joined the Company on its Board recently and the Company shall arrange his training in due course.

The value of investments of provident and pension funds as per their accounts for the year ended December 31, 2015 are as follows:

Provident Fund	PKR 187.153 Million
Pension Fund	PKR 263.086 Million

During the year six (6) meetings of the Board of Directors, four (4) meetings of the Audit Committee and two (2) meetings of the Human Resource and Remuneration Committee were held. Attendance by each Director is as follows:

Board of Directors Meetings

Directors	No. of meetings attended
Mr. Mustapha A. Chinoy	05 / 06
Mr. Haroun Rashid	06 / 06
Syed Naseem Ahmad	05 / 06
Mr. Saquib H. Shirazi	04 / 06
Mr. Roderick Macdonald	03 / 06
Ms. Sadia Khan	06 / 06
Ms. Diana Toman	01 / 03
Ms. Nargis Ghaloo	04 / 06
Mr. Kamal A. Chinoy	06 / 06
Mr. Muhammad Ashfaq Alam	00 / 02

Directors' Report

Audit Committee Meetings

Directors	No. of meetings attended
Mr. Haroun Rashid	04 / 04
Ms. Sadia Khan	04 / 04
Mr. Roderick Macdonald	02 / 04

Human Resource and Remuneration Committee Meetings

Directors	No. of meetings attended
Syed Naseem Ahmad	02 / 02
Mr. Mustapha A. Chinoy	02 / 02
Mr. Saquib H. Shirazi	02 / 02
Mr. Kamal A. Chinoy	02 / 02

Corporate Social Responsibility

As a member of the UN Global Compact that supports the ten principles of the Global Compact in respect to Human Rights, Labor Rights, Protection of the Environment and Anti-corruption, the Company remains committed to play its part responsibly.

The Company remains at the forefront in recognizing and supporting areas that focus on health, education and environment to serve the communities effectively. Partnering organizations are assessed thoroughly prior to being supported by the Company in order to ensure that the contributions reach the right people and make a difference in their lives.

During the year, the Company continued with its support towards yet another initiative by the students of IBA, "ROSHNI". The purpose of the program is to educate underprivileged students on business basics and provide career counselling to help them secure better opportunities for learning and growth. The activity was successfully carried out in April 2016 and provided a good platform for the Company to interface with underprivileged students and the IBA student body.

The Company also supported the HOPE Foundation's Ramadan campaign that was undertaken in Karachi during June 2016; by sponsoring HOPE's outdoor campaign for Zakat donations.

Other contributions were also made during the year, by the Company towards a number of charitable organizations and philanthropic projects which include:

- (i) Amir Sultan Chinoy Foundation
- (ii) Al-Umeed Rehabilitation Association
- (iii) Aga Khan Education Services
- (iv) Aga Khan Health Services
- (v) SAARC Women Association
- (vi) The Kidney Centre

Directors' Report

Quality and Technology

The Company is committed to strive for product quality, excellent customer service, innovation and efficiencies. The Company reiterates its commitment to consistently deliver enhanced value to its customers, through continual improvement of its product and processes. The Company satisfactorily complies with all the requirements of the ISO 9001:2008 for all its products as certified by BVQI, UK.

The Company has highly advanced quality assurance and PVC laboratories, which are equipped with the latest equipment and are manned by professional and skilled personnel that check process variables at every step of the manufacturing process, to ensure that all our final products are in compliance with the relevant international specifications. The Company is the only cable manufacturer in Pakistan with medium and low voltage cables that have been accepted as world class following the type testing and certification of its products by KEMA high voltage laboratory in Netherlands. In addition to this, the Company's products are also CE (Conformité Européenne) certified, PSQCA certified, ERDA (Electrical Research and Development Association), India, TUV SUD PSB Pte. Ltd., Singapore, and have also been successfully type tested in Pakistan's well reputed High Voltage and Short Circuit Laboratory in Rawat. Moreover, the Company is the only Pakistani manufacturer approved by Oman's Regulatory Authority to sell into the Oman market.

Moreover, the Company is the only cable manufacturer in Pakistan that has a state-of-the-art Fire Test laboratory, which has the facility to perform the following tests, required for Low Smoke and Zero Halogen (LSZH) Fire Retardant cables:

- (i) Test for vertical flame propagation for a single insulated wire or cable in accordance with IEC 60332-1-2;
- (ii) Test for Vertical flame spread of vertically-mounted bunched wires or cables in accordance with IEC 60332-3, Category A, B, C and D;
- (iii) Smoke density test in accordance with IEC 61034-1 and 2;
- (iv) Test on gases evolved during the combustion of electric cables; and
- (v) Halogen, acid gas emission test as per IEC 60754-1 and 2.

Business Process Improvement and Development

Improvement in business processes is paramount for any industry to stay competitive in today's market. The Company is continuously engaged in business process re-engineering activities to optimize its activities and benefit from the technological advances in operational, technical and engineering functions. Current initiatives are underway that will improve efficiencies, improve lead times, lower inventories and reduce wastages. The Company has a robust system in place that ensures proper visibility and monitoring of key metrics with respect to efficiencies. In this context the Company is currently undergoing a transition towards becoming a lean enterprise by practicing several critical fundamental of lean manufacturing.

A number of initiatives are underway as part of the Operational Excellence program. This includes timely monitoring, review/analysis and corrective actions. Combined detailed review meetings are being held to promote an effective follow up, as well as to strengthen teamwork between functions. Process control measures as part of quality assurance are ensuring our quality commitments towards customers and effective planning processes are proving successful at enhancing delivery reliability, with focused projects proving to be a successful tool for continuous improvement. Constantly increasing benchmarking in all aspects of factory performance is facilitating in enhancement of excellence to higher levels.

Directors' Report

The Company is integrated upstream for two of its critical raw material inputs, in the form of state of the art copper rod and PVC compounding plants. The Company has also invested in a 2 MW tri-generation power plant. These plants ensure that the Company has uninterrupted power supply and availability of key raw materials at lower input costs.

Information Technology

In line with our continuous endeavors to use new technologies, the Company has successfully migrated its business applications to Oracle EBS, a state of the art ERP system. Data links between the factory office, the head office and regional office have also been upgraded. Furthermore, we have revamped the Company's corporate website with an Urdu version for greater outreach.

Safety, Health and Environment

Protecting the health and safety of our people and ensuring a healthy working environment is of great importance to the Company; as such the Company is committed to working towards designing a workplace that minimizes work related risks and occupational health and safety. The Company has a comprehensive Health Safety and Environment (HSE) management system and an HSE policy. Every employee's obligation to comply with HSE requirements is ensured through a robust training program and self-audits, internal audits and periodic management reviews.

The Company prides itself on manufacturing products that are "Environmentally Friendly". The Company is in the business of producing the highest quality wire and cables in Pakistan as per international standards. Due to high quality copper used in the manufacture of our cables, our cables result in the conservation of electricity due to lower line losses. Similarly, Alum-EX, as an alternative to wood windows and doors, helps in reducing de-forestation. Moreover, the Company encourages customers to return its wooden cables drums as recycling wooden cable drums reduces de-forestation.

The Company endeavors to ensure health and safety of its employees and other associates at its premises. Impact on environment is always kept in mind while performing all Company activities. Plant operations are strictly controlled to maintain safe environment for workers as well as the surrounding community. Several measures have been taken to control pollution and to maintain a clean, green and healthy environment which includes prevention of process gas emission into the atmosphere, recycling of waste heat and continuous efforts to improve greenery and maintain a clean environment in and around the factory through horticulture, better housekeeping, etc. All potentially hazardous material is monitored by the Company to ensure that best practices are followed in environmental protection. For example, any anodizing waste is neutralized as per NEQ standards prior to discharge.

The respective procedures are periodically updated to ensure accident free work place by encouraging instant reporting of all even near miss incidents followed by rigorous investigations to incorporate avoidance of future recurrences. HSE internal and external sequential audits of all departments are conducted to evaluate compliance. During the course of the year 11 HSE trainings and 12 health and hygiene inspections were conducted. In addition to this the Company won 3rd prize in the category of Workplace Environment which was organized by Employer's Federation of Pakistan (EFP), in addition to securing 3rd place in the 11th OSH&E Compliance Awards organized by EFP and supported by International Labor Organization (ILO). Beside these achievements the Company has also won "12th Annual Environmental Excellence Award" this year which was organized by National Forum for Environment and Health.

Directors' Report

In-line with management's objective, the Company is certified for OHSAS 18001:2007 (Occupational Health and Safety Management System) and ISO 14001:2004 (Environmental Management System).

The Company was also amongst a handful of companies in Pakistan to receive the prestigious award from the National Forum for Environment and Health's at 7th, 8th, 10th and 12th Annual Environment Excellence Awards.

As the Company has its own power plant with waste heat recovery and vapor absorption chillers, it is able to more efficiently utilize gas and electricity, thus ensuring energy conservation.

The Company shall remain committed to provide a healthy, safe and eco-friendly environment to all its internal and external stakeholders.

Training and Human Resource Development

The Human Resource team is actively engaged in developing, supporting, encouraging, and enabling the employees—building capacity of the Company. The Human Resource team facilitates the Company with harnessing human potential and channeling it in the right direction; towards the achievement of the Company's goals and vision. It is responsible for identifying recruiting, training and staffing needs of respective departments and devises hiring strategies for bringing in the right people in the Company. The team further undertakes talent engagement and employee branding activities such as career fairs on campus recruitment drives.

Understanding the Company's success is dependent upon high performing employees; the Human Resource team has been involved in conducting both in-house and external training sessions in achieving organizational success in forthcoming years. Being a socially responsible employer, the Company offered internships to students for becoming proficient future leaders well equipped with the practical knowledge, skills and abilities.

Keeping in view the importance of two-way communication, the Human Resource team has recently initiated the Chief Executive address to provide employees with business insights and welcoming their feedback.

Employee Relations

The total number of employees as on June 30, 2016 was 448. The relationship with the employees at all levels remained cordial and conducive throughout the year. The Union-Management relations continued to be friendly and industrial peace prevailed during the year under review.

Auditors

The present auditors, M/s. KPMG Taseer Hadi & Co., have retired and being eligible, have offered themselves for re-appointment. The Audit Committee and the Board of Directors have recommended their re-appointment as auditors of the Company for the year ending June 30, 2017.

Directors' Report

Business Risk and Challenges

Volatility in prices of metals

The Company is exposed to fluctuations in the prices of metals, particularly of copper, which have historically affected our operating results. To the extent higher copper prices result in increase in the costs of our products, we attempt to reflect the increase in the prices we charge our customers. Similarly, a reduction in copper prices is reflected through lower prices of our cables. While historically we have been able to pass on all or part of these cost increases to our customers, we may be unable to do so at certain times. In addition, as copper prices change, our customers may change their ordering patterns of wire and cable, which could adversely affect the demand for our products and our ability to forecast, thereby impacting our inventories. As such, the Company has comprehensive risk management and procurement strategies that try to ensure that fluctuations in the prices of copper and aluminium do not expose it to losses.

Foreign exchange risk

The Company is also exposed to foreign exchange risk as most of the raw materials purchased are imported and are denominated in foreign currency, mainly US Dollars while sales are in Pakistani Rupees. Any sharp fall in the value of the Pakistani Rupee against the US Dollar will increase the cost of our inputs, possibly resulting in lower margins.

Low quality cables and counterfeit products from the unorganized sector

The influx of low quality cables from the unorganized sector continues to remain a concern. Low quality cables come in the form of various brands and often are also counterfeits of the Company's products. This mainly affects the house-wiring and the low voltage segment as it is fed by unscrupulous manufacturers using low quality and scrap raw material. Such products also pose a risk to the safety of life and property to the end users. Unless proper quality standards and intellectual property laws are enforced, this will continue to have an impact on our sales. The Company has taken several steps to counter this including engaging third parties that are actively involved in IP protection and the recent introduction of a product verification system, which allows consumers to verify the authenticity of the product via SMS or the Internet.

Risk associated with inventory

Our business requires us to maintain certain levels of inventory. We must identify the right mix and quantity of products to keep in our inventory to meet customer orders. Failure to do so could adversely affect our sales and profit. However, if our inventory levels are too high, we are at risk that unexpected changes in circumstances, such as shift in market demand or drop in prices, could have a materially adverse impact on the net realizable value of our inventory.

Increase in competition

The Company operates in a highly competitive industry, where excess capacity exists and capacity is still continuing to grow. To the extent that existing or future competitors seek to gain or retain market share by reducing prices, we may also be required to adjust our selling strategy, thereby adversely affecting our financial results.

Directors' Report

Increase in imports of cables and wires

There has been an influx of Chinese medium voltage power cable in the local market as the Government of Pakistan has provided certain import duty benefits to Chinese power cable suppliers through the Pakistan China Free Trade Agreement. This has had an impact on the Company's overall sales and if left unchecked, may further result in cannibalization of domestic sales. Moreover, benefits provided by the Government of Pakistan to power projects allows for the import of cables at reduced rates of duty and sales tax exemptions. Such benefits do not create a level playing field for the local industry with imports. As a result, it is estimated that close to US\$ 200 million worth of cable has been imported into Pakistan over the past three years. If the Government of Pakistan does not address these issues through policy change summarily, the Company will face substitution from imports in certain areas.

Future Prospects

The Company has a cautiously optimistic outlook with respect to the coming year, based on positive trends on the economic front. The market for wire and cable is expected to continue to grow in volume terms based on domestic demand through development of the country's electrical infrastructure, enhancement in energy capacity, growth in the housing and construction segment and expansion in several industry segments. This view is supported by the following points:

- (i) Stability and improvement in the political and economic environment;
- (ii) Upgrading of electrical infrastructure by transmission and distribution companies;
- (iii) Various infrastructure projects that are in progress and will be initiated during the financial year; and
- (iv) Initial impact of the China-Pakistan Economic Corridor linked projects.

While volumes are expected to be driven by growing demand for the Company's product, any further declines in the price of copper could offset the impact of greater volumes. Already at current levels, copper prices are lower than in recent times, thus intensifying the pressure on the Company to increase output.

Early signs are positive with the construction market driving growth and the Company having a robust order book. Nevertheless, despite these positive fundamentals, the Company's management is cognizant that such trends are often fragile in their nascent stages. Moreover, with increased competition both from imports and domestic suppliers, margins may erode.

In this context, the Company's strategy is to continue to remain proactive in marketing its products, focus on enhanced output and support this with an aggressive sales program. In addition, the company expects to benefit from some recent capacity enhancements in certain value streams.

Excellence Awards

The Company was one of the winners of Merit Export Awards at the 39th Annual Export Awards ceremony organized by the Federation of Pakistan Chamber of Commerce and Industry (FPCCI). The awards were presented by the Prime Minister of Pakistan. The Company won awards in two categories for traditional and non-traditional items to new markets.

Directors' Report

Acknowledgement

The Directors would like to place on record their sincere appreciation for the hard work and dedication shown by the management and the employees of the Company throughout the year. On behalf of the Board of Directors and employees of the Company, we express our gratitude and appreciation to all our valued customers, distributors, stockists, dealers and bankers for the trust and confidence reposed in the Company and look forward to their continued support and participation in sustaining the growth of the Company in the coming years.

On behalf of the Board of Directors



MUSTAPHA A. CHINOY
Chairman
KARACHI: September 20, 2016



KAMAL A. CHINOY
Chief Executive

Pattern of Shareholding

As at June 30, 2016

No. of Shareholders	Shareholding From	Shareholding To	Total Shares Held
798	1	100	16,508
416	101	500	113,669
250	501	1,000	193,067
360	1,001	5,000	818,923
84	5,001	10,000	604,212
22	10,001	15,000	268,261
13	15,001	20,000	231,213
7	20,001	25,000	162,981
3	25,001	30,000	84,017
3	30,001	35,000	99,054
3	35,001	40,000	113,079
2	40,001	45,000	84,843
2	45,001	50,000	100,000
1	50,001	55,000	51,493
-	55,001	65,000	-
1	65,001	70,000	67,219
3	70,001	75,000	219,598
1	75,001	80,000	77,713
1	80,001	85,000	81,291
2	85,001	90,000	176,554
-	90,001	100,000	-
1	100,001	105,000	103,123
-	105,001	120,000	-
1	120,001	125,000	122,540
-	125,001	295,000	-
1	295,001	300,000	295,100
-	300,001	360,000	-
1	360,001	365,000	361,200
-	365,001	715,000	-
1	715,001	720,000	719,999
-	720,001	750,000	-
1	750,001	755,000	753,200
-	755,001	1,060,000	-
1	1,060,001	1,065,000	1,064,567
-	1,065,001	1,380,000	-
1	1,380,001	1,385,000	1,383,496
-	1,385,001	1,730,000	-
1	1,730,001	1,735,000	1,730,427
-	1,735,001	2,005,000	-
1	2,005,001	2,010,000	2,009,071
-	2,010,001	2,425,000	-
1	2,425,001	2,430,000	2,425,913
-	2,430,001	2,855,000	-
1	2,855,001	2,860,000	2,859,492
-	2,860,001	4,070,000	-
1	4,070,001	4,075,000	4,070,555
-	4,075,001	6,995,000	-
1	6,995,001	7,000,000	6,999,998
-	7,000,001	28,462,376	-
Total	1,986		28,462,376

Pattern of Shareholding

As at June 30, 2016

Categories of Shareholders	Numbers	Shares held	Percentage
Associated Companies, Undertakings and Related Parties	2		
International Industries Limited		2,425,913	8.52
GK Technologies, Incorporated		6,999,998	24.59
Mutual Funds	4		
CDC - Trustee National Investment (Unit) Trust		1,730,427	6.08
CDC - Trustee AKD Opportunity Fund		361,200	1.27
Golden Arrow Selected Stocks Fund Limited		295,100	1.04
CDC - Trustee NIT Islamic Equity Fund		73,800	0.26
Directors, Chief Executive Officer, their Spouses and Minor Children	12	8,106,348	28.48
Executives	4	97,362	0.34
Public Sector Companies and Corporations	-	-	-
Banks, Development Finance Institutions, Non-Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension Funds	10	146,705	0.52
Shareholders holding five Percent or more voting rights in the Company	1	2,009,071	7.06
General Public	1,947	6,011,941	21.12
Others	6	204,511	0.72
Total	1,986	28,462,376	100.00

Key Financial Data

	2015-2016	2014-2015	2013-2014	(Restated) 2012-2013	2011-2012	2010-2011	2009-2010
	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million
Financial Results							
Sales	6,849.6	6,956.7	6,599.5	6,164.6	5,344.6	4,096.4	3,798.8
Gross Profit	1,082.9	869.2	876.9	703.0	687.6	519.6	412.3
Operating profit	476.2	368.7	482.0	342.9	348.4	250.7	197.7
Profit before tax	407.2	250.3	391.1	259.9	240.9	146.7	52.3
Profit after tax	264.3	189.3	222.3	172.9	139.9	85.7	45.5
Earning before interest, tax, depreciation and amortization (EBITDA)	654.5	515.1	615.7	472.1	430.6	361.0	323.1
Dividend	128.1	85.4	128.1	113.9	92.5	56.9	32.2
Capital expenditure	349.4	177.8	133.3	33.0	35.9	34.2	30.2
Fixed assets at cost/revaluation	3,331.0	2,665.8	2,519.3	2,302.4	2,285.0	2,254.0	2,218.0
Current assets less current liabilities	1,192.2	1,032.4	1,008.3	958.6	816.7	569.7	41.4
Cash Flow from:							
Operating activities	490.3	465.1	(63.4)	114.5	496.8	(4.0)	(562.4)
Investing activities	(338.2)	(172.8)	(129.0)	(24.4)	26.7	(27.3)	(25.2)
Financing activities	(201.2)	(348.7)	261.3	(84.7)	(625.9)	357.8	556.8
Cash and cash equivalents	(145.2)	(96.1)	(39.6)	(108.5)	(113.9)	(11.6)	(338.0)
Shareholders' funds							
Issued capital	284.6	284.6	284.6	284.6	284.6	284.6	214.6
Reserve & retained earning	1,582.1	1,415.7	1,364.1	1,265.0	1,176.2	1,088.9	504.2
Total Shareholders' fund	1,866.8	1,700.3	1,648.7	1,549.6	1,460.8	1,373.5	718.8
Surplus on revaluation of fixed assets	1,114.1	822.9	813.5	688.7	691.6	695.8	680.8
Long term Loans & Liabilities	360.3	149.2	137.6	148.5	182.7	199.3	394.5
Net Assets Employed	3,341.2	2,672.4	2,599.8	2,386.8	2,335.1	2,268.7	1,794.2
Liquidity							
Current Ratio	1.7:1	1.7:1	1.6:1	1.8:1	1.6:1	1.4:1	1:1
Acid Test Ratio	0.8:1	0.8:1	0.8:1	0.9:1	0.7:1	0.5:1	0.5:1
Financial Gearing							
Financial Leverage	41:59	39:61	44:56	38:62	41:59	46:54	62:38
Debt to Equity Ratio	11:89	06:94	05:95	06:94	08:92	09:91	22:78
Interest coverage (Times)	6.0	3.1	5.2	4.0	4.6	2.5	1.3

Key Financial Data

				(Restated)			
	2015-2016	2014-2015	2013-2014	2012-2013	2011-2012	2010-2011	2009-2010
Capital efficiency							
Debtors turnover (Times)	6.7	7.2	6.4	7.0	7.5	8.6	6.0
Inventory turnover (Times)	3.7	4.8	4.3	5.4	3.7	2.7	3.4
Total assets turnover (Times)	1.3	1.7	1.5	1.7	1.5	1.1	1.0
Creditor turnover (Times)	16.1	46.9	20.9	99.3	16.8	96.7	15.1
Operating cycle No. of days	130.0	118.0	124.0	116.0	125.0	174.0	144.0
Fixed assets turnover (Times)	3.3	4.4	4.2	4.4	3.6	2.6	2.3
Capital employed turnover (Times)	2.1	2.6	2.5	2.6	2.3	1.8	2.1
Profitability							
Gross profit %	15.8	12.5	13.3	11.4	12.9	12.7	10.9
Net profit %	3.9	2.7	3.4	2.8	2.6	2.1	1.2
EBITDA margin %	9.6	7.4	9.3	7.7	8.1	8.8	8.5
Return on capital employed (ROCE) %	21.9	20.1	27.1	20.4	18.8	15.4	18.5
ROCE including revaluation surplus %	14.6	13.9	18.6	14.5	13.2	10.7	11.5
Return on equity %	14.2	11.1	13.5	11.2	9.6	6.3	6.3
Return on total assets %	5.2	4.5	5.1	4.8	3.8	2.3	1.2
Investment							
Price earning ratio	18.4	25.0	12.8	10.7	7.8	13.7	25.5
Earning per rupee of sales Rs.	0.04	0.03	0.03	0.03	0.03	0.02	0.01
Earning per share Rs.	9.29	6.65	7.81	6.08	4.92	3.34	2.12
Cash dividend per share Rs.	4.50	3.00	4.50	4.00	3.25	2.00	1.50
Dividend yield % *	2.64	1.80	4.51	6.17	8.52	4.40	2.94
Dividend payout %	48.5	45.1	57.6	65.8	66.1	66.3	70.7
Dividend Cover (Times)	2.1	2.2	1.7	1.5	1.5	1.5	1.4
Market value per share Rs.	170.5	166.5	99.8	64.8	38.2	45.6	54.0
Market value per share high during the year	222.2	204.3	107.4	82.0	47.3	68.9	63.0
Market value per share low during the year	127.6	87.0	60.0	38.7	31.0	45.6	34.2
Break-up value per share including surplus on revaluation Rs.	104.7	88.7	86.5	78.6	75.6	72.7	65.2
Break-up value per share excluding surplus on revaluation Rs.	65.6	59.7	57.9	54.4	51.3	48.3	33.5
	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million	Rs. Million
Value addition and its distribution							
Employees as remuneration	586.2	493.7	435.2	378.2	333.7	295.4	251.8
Government as taxes	1,520.8	1,367.0	1,411.1	1,169.8	1,008.3	846.0	708.7
Shareholders as dividends	128.1	85.4	128.1	113.9	92.5	56.9	32.2
Provider of finance	80.9	122.2	93.0	86.0	67.7	95.9	154.5
Society	5.0	5.1	5.0	4.1	3.2	2.0	0.2
Retained within the business	123.8	94.3	85.0	67.5	51.5	32.5	16.5

* Based on market value of June 30

Horizontal Analysis of Financial Statements

	<u>2015-2016</u>	<u>% Change</u>	<u>2014-2015</u>	<u>% Change</u>	<u>2013-2014</u>	<u>% Change</u>
	Rs. '000	w.r.t. 2015	Rs. '000	w.r.t. 2014	Rs. '000	w.r.t. 2013
Balance Sheet						
Total equity	2,980,886	18.14	2,523,215	2.48	2,462,215	10.00
Total non-current liabilities	360,308	141.57	149,152	8.37	137,626	(7.29)
Total current liabilities	1,734,332	16.08	1,494,065	(15.32)	1,764,408	46.39
Total equity and liabilities	<u>5,075,526</u>	<u>21.82</u>	<u>4,166,432</u>	<u>(4.53)</u>	<u>4,364,249</u>	<u>21.50</u>
Total non-current assets	2,148,946	31.04	1,639,927	3.04	1,591,583	11.44
Total current assets	2,926,580	15.84	2,526,505	(8.88)	2,772,666	28.14
Total assets	<u>5,075,526</u>	<u>21.82</u>	<u>4,166,432</u>	<u>(4.53)</u>	<u>4,364,249</u>	<u>21.50</u>
Profit and Loss Account						
Net sales	6,849,559	(1.54)	6,956,670	5.41	6,599,512	7.06
Gross profit	1,082,888	24.59	869,190	(0.88)	876,876	24.74
Operating profit	476,192	29.17	368,660	(23.57)	482,363	40.67
Profit before tax	407,185	62.66	250,331	(35.99)	391,096	50.45
Profit after tax	264,280	39.61	189,297	(14.85)	222,314	28.56

Horizontal Analysis of Financial Statements

<u>2012-2013</u>	<u>% Change</u>	<u>2011-2012</u>	<u>% Change</u>	<u>2010-2011</u>	<u>% Change</u>	<u>2009-2010</u>	<u>% Change</u>
Rs. '000	w.r.t. 2012	Rs. '000	w.r.t. 2011	Rs. '000	w.r.t. 2010	Rs. '000	w.r.t. 2009
2,238,354	3.99	2,152,397	4.01	2,069,366	47.85	1,399,658	(0.20)
148,455	(18.77)	182,748	(8.30)	199,299	(49.49)	394,541	(22.64)
1,205,257	(10.32)	1,344,012	(12.68)	1,539,111	(16.66)	1,846,750	68.61
<u>3,592,066</u>	<u>(2.37)</u>	<u>3,679,157</u>	<u>(3.38)</u>	<u>3,807,776</u>	<u>4.58</u>	<u>3,640,949</u>	<u>21.05</u>
1,428,231	(5.94)	1,518,462	(10.62)	1,698,948	(3.07)	1,752,787	(4.42)
2,163,835	0.15	2,160,695	2.46	2,108,828	11.69	1,888,162	60.83
<u>3,592,066</u>	<u>(2.37)</u>	<u>3,679,157</u>	<u>(3.38)</u>	<u>3,807,776</u>	<u>4.58</u>	<u>3,640,949</u>	<u>21.05</u>

(Restated)

6,164,555	15.34	5,344,571	30.47	4,096,391	7.83	3,798,847	13.32
702,991	2.24	687,595	32.33	519,615	26.01	412,349	(22.54)
342,899	(1.59)	348,442	39.00	250,673	26.79	197,708	(40.51)
259,945	7.88	240,956	64.27	146,682	180.43	52,306	(48.64)
172,929	23.56	139,956	63.34	85,682	88.29	45,506	(28.81)

Vertical Analysis of Financial Statements

	2015-2016		2014-2015		2013-2014	
	Rs. '000	%	Rs. '000	%	Rs. '000	%
Balance Sheet						
Total equity	2,980,886	58.73	2,523,215	60.56	2,462,215	56.42
Total non-current liabilities	360,308	7.10	149,152	3.58	137,626	3.15
Total current liabilities	1,734,332	34.17	1,494,065	35.86	1,764,408	40.43
Total equity and liabilities	<u>5,075,526</u>	<u>100.00</u>	<u>4,166,432</u>	<u>100.00</u>	<u>4,364,249</u>	<u>100.00</u>
Total non-current assets	2,148,946	42.34	1,639,927	39.36	1,591,583	36.47
Total current assets	2,926,580	57.66	2,526,505	60.64	2,772,666	63.53
Total assets	<u>5,075,526</u>	<u>100.00</u>	<u>4,166,432</u>	<u>100.00</u>	<u>4,364,249</u>	<u>100.00</u>
Profit and Loss Account						
Net sales	6,849,559	100.00	6,956,670	100.00	6,599,512	100.00
Gross profit	1,082,888	15.81	869,190	12.50	876,876	13.30
Operating profit	476,192	6.95	368,660	5.30	482,363	7.31
Profit before tax	407,185	5.94	250,331	3.60	391,096	5.93
Profit after tax	264,280	3.86	189,297	2.72	222,314	3.37

Vertical Analysis of Financial Statements

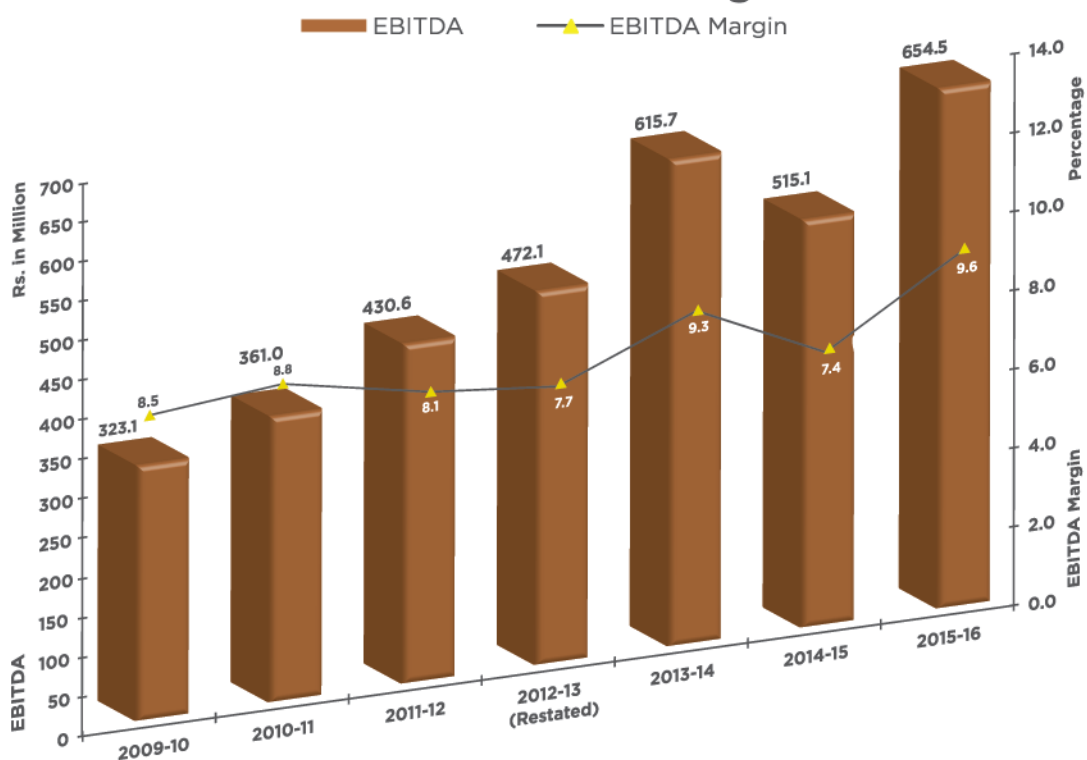
2012-2013		2011-2012		2010-2011		2009-2010	
Rs. '000	%	Rs. '000	%	Rs. '000	%	Rs. '000	%
2,238,354	62.31	2,152,397	58.50	2,069,366	54.35	1,399,658	38.44
148,455	4.13	182,748	4.97	199,299	5.23	394,541	10.84
1,205,257	33.55	1,344,012	36.53	1,539,111	40.42	1,846,750	50.72
<u>3,592,066</u>	<u>100.00</u>	<u>3,679,157</u>	<u>100.00</u>	<u>3,807,776</u>	<u>100.00</u>	<u>3,640,949</u>	<u>100.00</u>
1,428,231	39.76	1,518,462	41.27	1,698,948	44.62	1,752,787	48.14
2,163,835	60.24	2,160,695	58.73	2,108,828	55.38	1,888,162	51.86
<u>3,592,066</u>	<u>100.00</u>	<u>3,679,157</u>	<u>100.00</u>	<u>3,807,776</u>	<u>100.00</u>	<u>3,640,949</u>	<u>100.00</u>

(Restated)

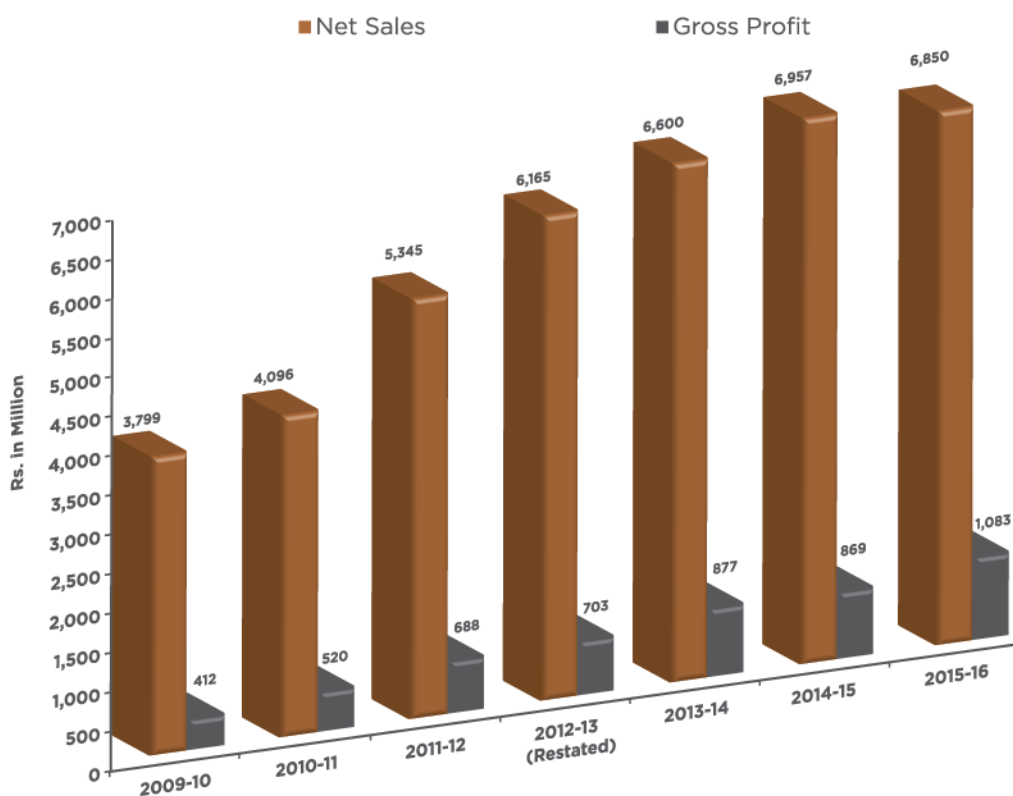
6,164,555	100.00	5,344,571	100.00	4,096,391	100.00	3,798,847	100.00
702,991	11.40	687,595	12.87	519,615	12.68	412,349	10.85
342,899	5.56	348,442	6.52	250,673	6.12	197,708	5.20
259,945	4.22	240,956	4.51	146,682	3.58	52,306	1.38
172,929	2.81	139,956	2.62	85,682	2.09	45,506	1.20

Financial Snapshot

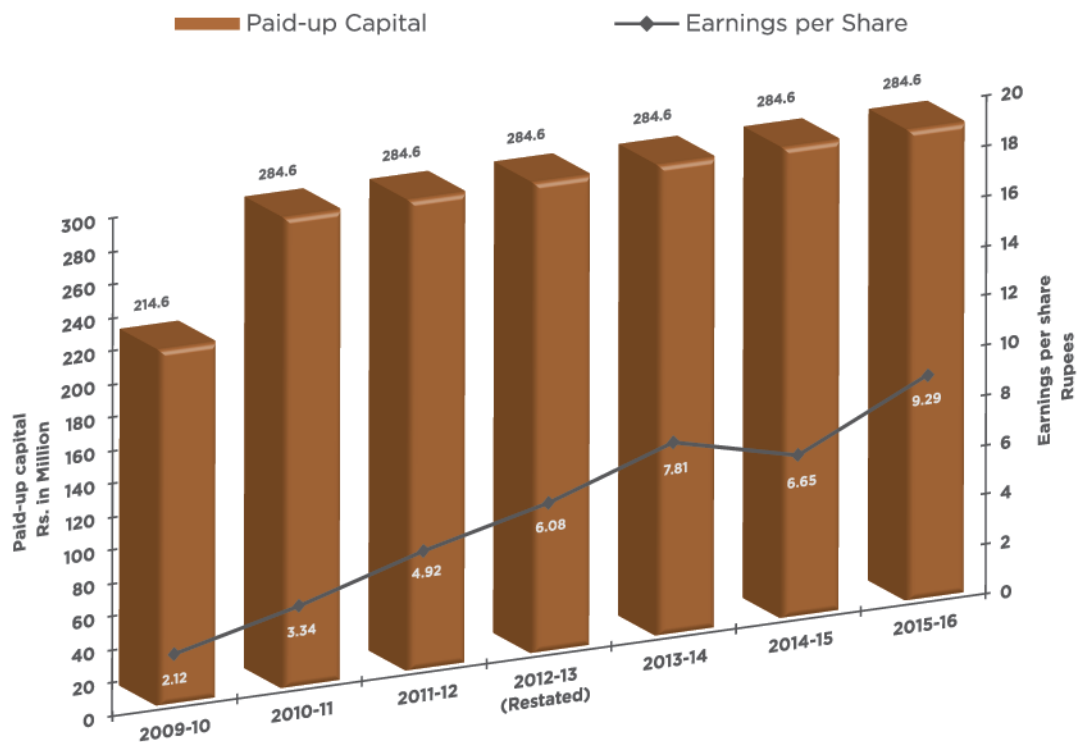
EBITDA & EBITDA Margin



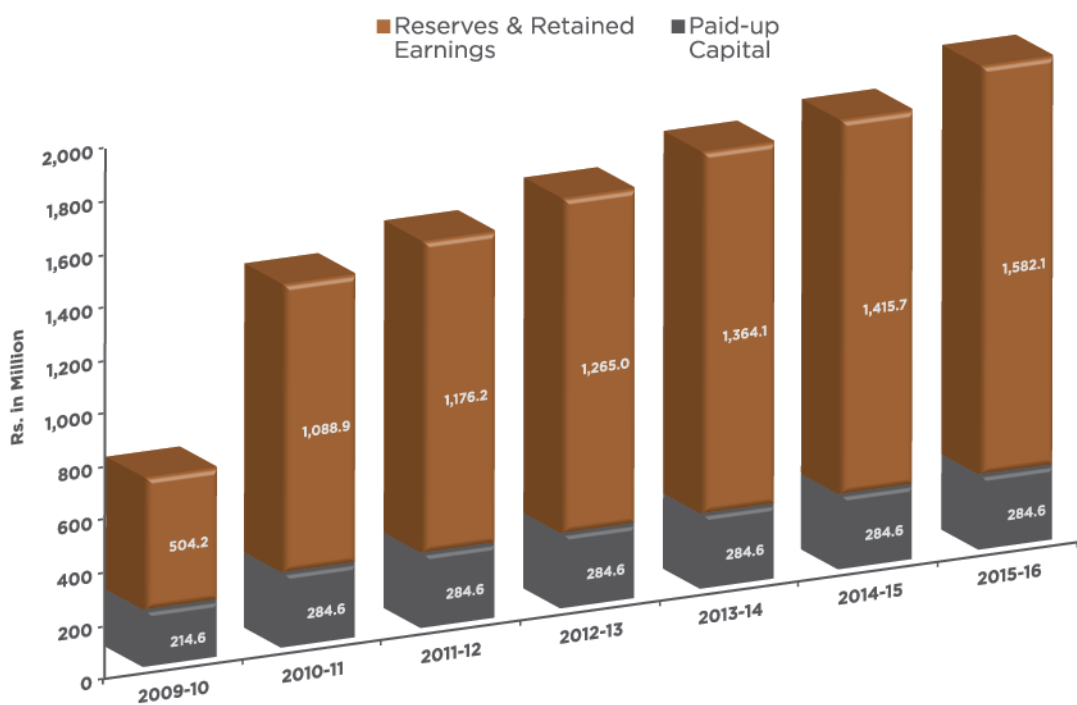
Net Sales and Gross Profit



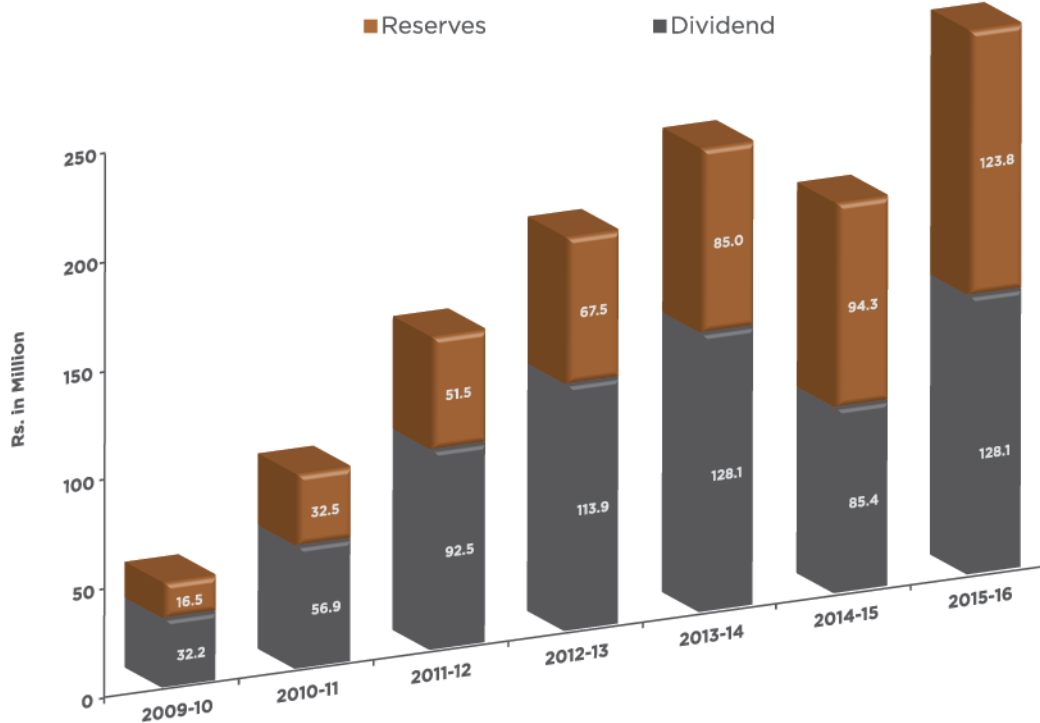
Earnings per Share vs Paid-up Capital



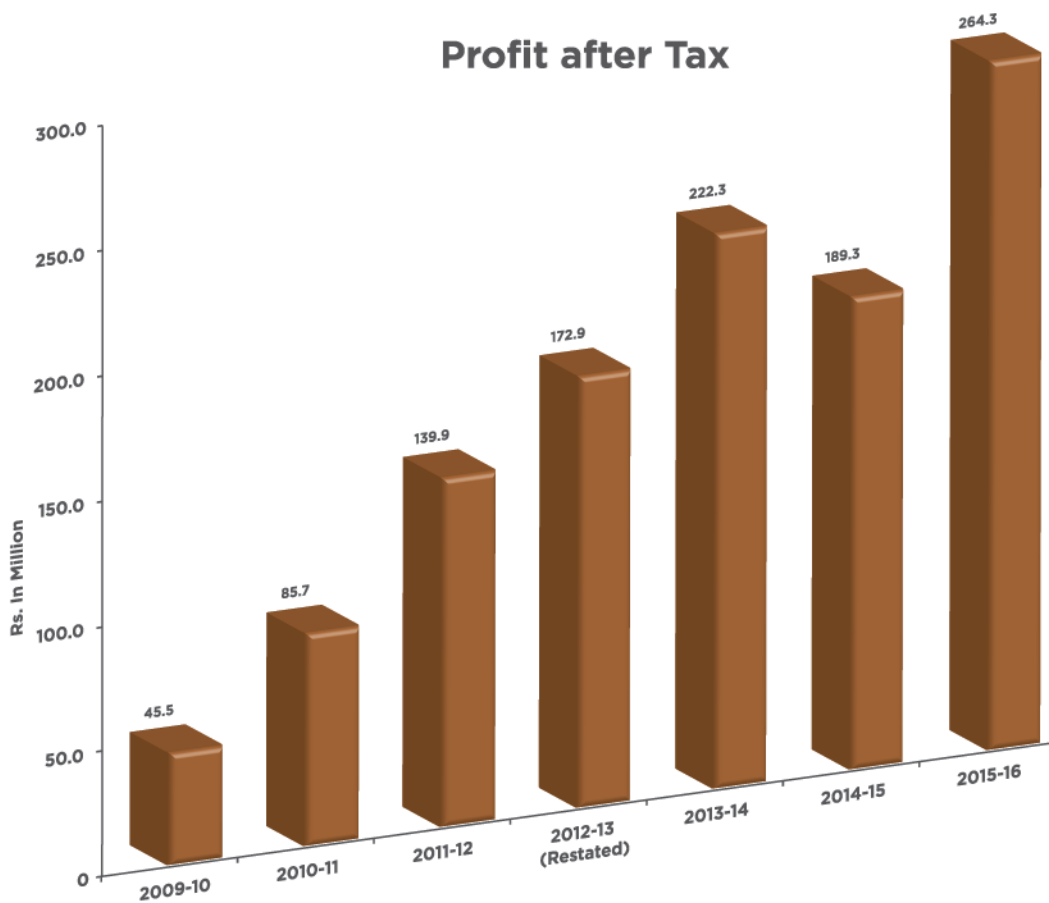
Shareholders' Equity



Dividend vs Reserves



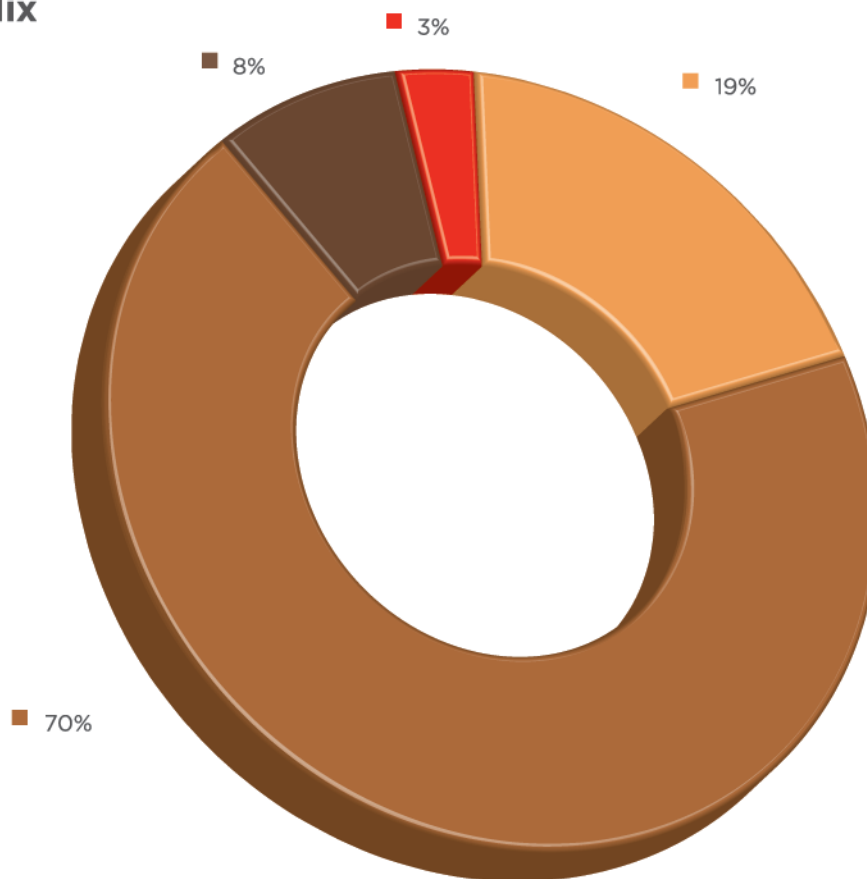
Profit after Tax



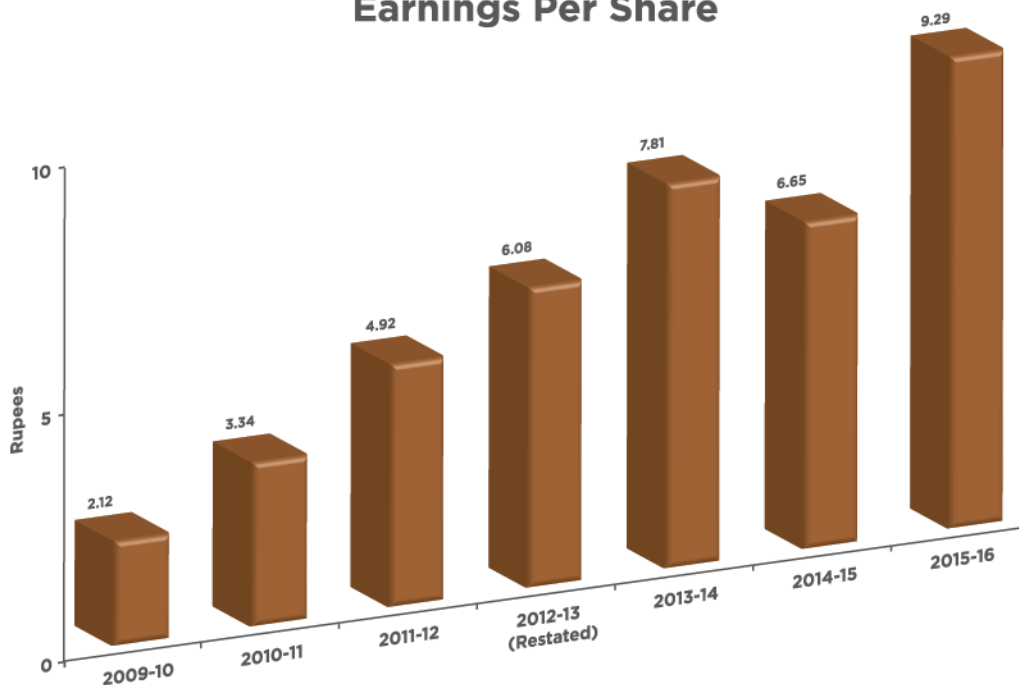
Financial Snapshot

Revenue Mix

- Levies
- Cost of Product
- Expenses
- Profit

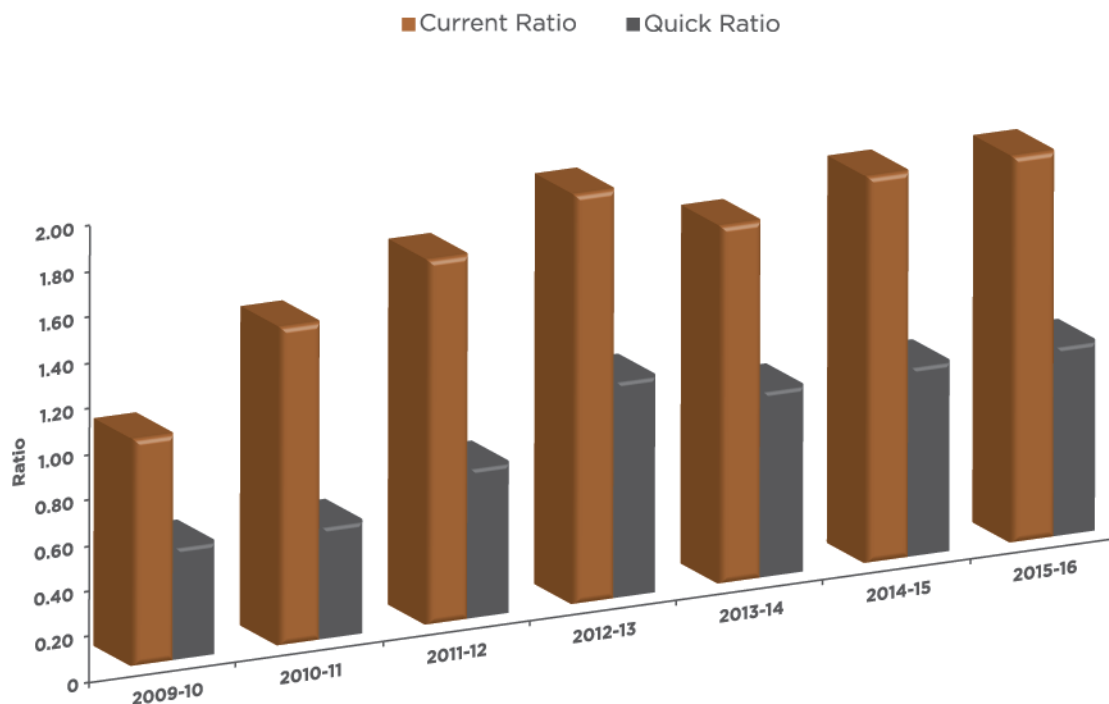


Earnings Per Share

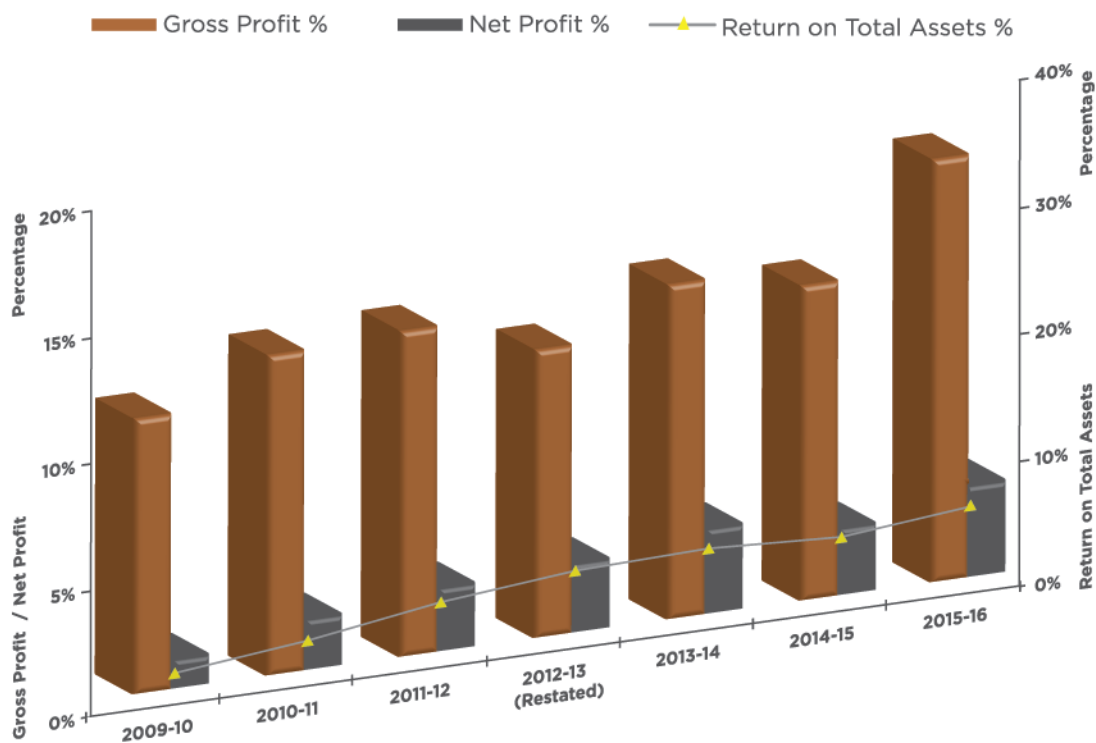


Financial Snapshot

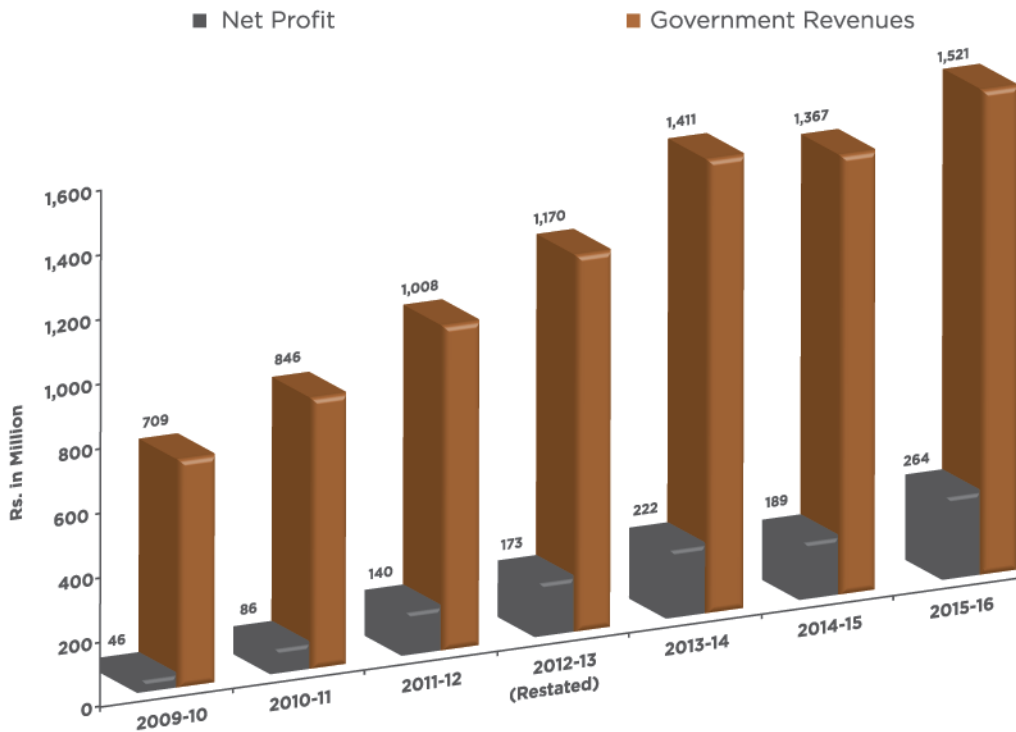
Liquidity



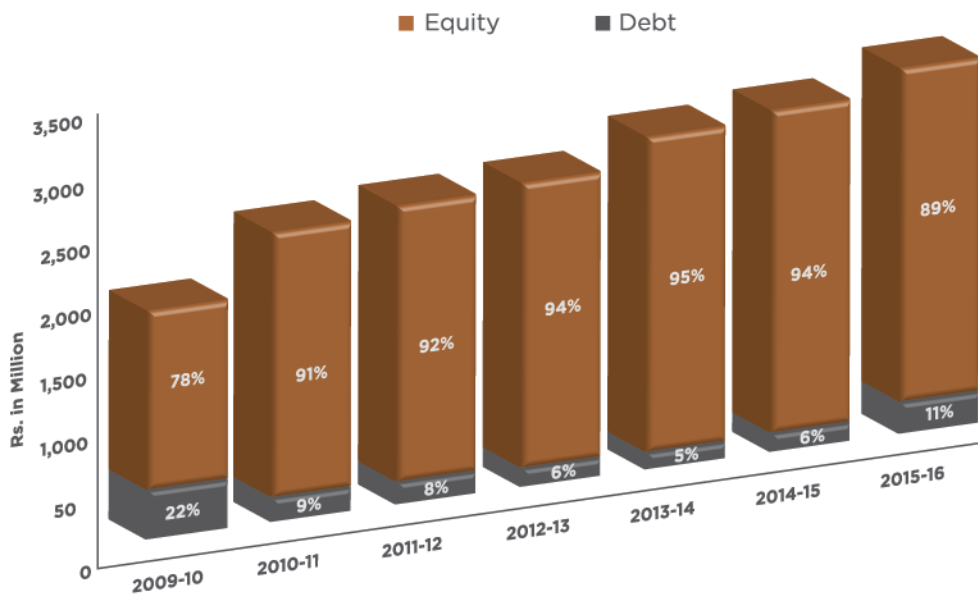
Profitability



Net Profit and Government Revenues



Debt to Equity



FINANCIAL
STATEMENT
2016



Auditors' Report to the Members

We have audited the annexed balance sheet of **Pakistan Cables Limited** ("the Company") as at 30 June 2016 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

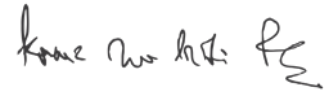
It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for the change in accounting policy mentioned in note 3.19 to the financial statements with which we concur;
 - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
 - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan and give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2016 and of the profit, its cash flows and changes in equity for the year then ended; and

Auditors' Report to the Members

- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980, was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.



Date: September 20, 2016
Karachi

KPMG Taseer Hadi & Co.
Chartered Accountants
Aryn Pirani

Balance Sheet

As at 30 June 2016

	Note	2016 (Rupees in '000)	2015
EQUITY AND LIABILITIES			
Share capital and reserves			
Share capital	4	284,623	284,623
Share premium reserve		527,800	527,800
General reserves		802,000	708,000
Unappropriated profit		252,344	179,892
		<u>1,866,767</u>	<u>1,700,315</u>
Surplus on revaluation of assets (land and building) - net of tax	5	1,114,119	822,900
Non-current liabilities			
Long-term loans	6	227,500	50,000
Deferred liability for staff gratuity	7	29,529	24,835
Other long-term employee benefits	8	30,707	24,277
Deferred tax liability - net	9	72,572	50,040
Total non current liabilities		360,308	149,152
Current liabilities			
Current portion of long-term loans	6	12,500	-
Trade and other payables	10	1,262,183	821,588
Short term borrowings	11	452,967	667,094
Mark-up accrued on bank borrowings		6,682	5,383
Total current liabilities		1,734,332	1,494,065
Contingencies and commitments	12		
Total equity and liabilities		<u>5,075,526</u>	<u>4,166,432</u>

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Balance Sheet

As at 30 June 2016

	Note	2016 (Rupees in '000)	2015
ASSETS			
Non-current assets			
Property, plant and equipment	13	2,090,035	1,590,419
Intangible assets	14	11,243	5,397
Investment in an associated company	15	41,661	26,821
Long-term loans receivable	16	2,883	1,672
Long-term prepayment	17	3,124	15,618
Total non current assets		2,148,946	1,639,927
Current assets			
Stores and spares	18	50,800	45,091
Stock-in-trade	19	1,547,242	1,262,471
Trade debts	20	1,020,030	960,409
Short-term loans and advances	21	16,691	19,481
Short-term deposits and prepayments	22	50,513	30,536
Other receivables	23	589	1,568
Advance tax - net of provisions		185,977	196,443
Cash and bank balances	24	54,738	10,506
Total current assets		2,926,580	2,526,505
Total assets		5,075,526	4,166,432

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Profit and Loss Account

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015 (Rupees in '000)
Net sales	25	6,849,559	6,956,670
Cost of sales	26	(5,766,671)	(6,087,480)
Gross profit		1,082,888	869,190
Marketing, selling and distribution costs	27	(405,694)	(296,486)
Administrative expenses	28	(196,730)	(193,045)
		(602,424)	(489,531)
Finance costs	29	(80,856)	(122,243)
Other expenses	30	(31,420)	(26,299)
		(112,276)	(148,542)
Other income	31	27,148	15,300
Share of profit from associate	15	11,849	3,914
Profit before income tax		407,185	250,331
Taxation	32	(142,905)	(61,034)
Profit for the year		264,280	189,297
		(Rupees)	
Earnings per share - basic and diluted	33	9.29	6.65

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Statement of Comprehensive Income

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
Profit after tax for the year		264,280	189,297
Other comprehensive income:			
<i>Items that will not be reclassified to profit and loss account</i>			
Remeasurement of post employment benefits obligations	7.1.6	(29,290)	(22,984)
Related tax effect	9.1	9,333	7,901
Share of other comprehensive income from the associated company (remeasurement of post employment benefits obligations of associated company)		83	(163)
		(19,874)	(15,246)
Total comprehensive income - transferred to statement of changes in equity		244,406	174,051

Surplus arising on revaluation of land and building have been reported in accordance with the requirements of the Companies Ordinance, 1984 below equity.

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Cash Flow Statement

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	34	738,936	630,403
Payments to staff retirement benefits	7.1.7	(48,557)	(2,686)
Finance costs paid		(79,557)	(124,719)
Taxes paid - net		(131,851)	(25,056)
Long-term loans receivable		(1,211)	1,176
Long term deposits and prepayments		12,494	(14,061)
Net cash flows from operating activities		490,254	465,057
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure		(349,420)	(177,784)
Sale proceeds from disposal of fixed assets	13.1.2	9,205	2,980
Dividend received from an associate		2,016	2,016
Net cash flows from investing activities		(338,199)	(172,788)
CASH FLOWS FROM FINANCING ACTIVITIES			
Long term loan received		190,000	50,000
Net decrease in short-term borrowings		(307,464)	(271,978)
Dividends paid		(83,696)	(126,745)
Net cash flows from financing activities		(201,160)	(348,723)
Net decrease in cash and cash equivalents		(49,105)	(56,454)
Cash and cash equivalents at beginning of the year		(96,093)	(39,639)
Cash and cash equivalents at end of the year	35	(145,198)	(96,093)

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Statements of Changes in Equity

For the year ended 30 June 2016

	Note	Share capital	Share premium reserve	General reserve	Unappropriated profit	Total
----- (Rupees in '000) -----						
Balance as at 01 July 2014		284,623	527,800	623,000	213,258	1,648,681
Total comprehensive income for the year ended 30 June 2015						
Profit for the year		-	-	-	189,297	189,297
Other comprehensive income for the year - net of tax		-	-	-	(15,246)	(15,246)
Total comprehensive income		-	-	-	174,051	174,051
Transfer to general reserve for the year ended 30 June 2014		-	-	85,000	(85,000)	-
Transfer from surplus on revaluation of building - net of deferred tax	5	-	-	-	5,664	5,664
Transactions with owners recorded directly in equity						
Final cash dividend for the year ended 30 June 2014 @ Rs. 4.50 per share		-	-	-	(128,081)	(128,081)
Balance as at 30 June 2015		284,623	527,800	708,000	179,892	1,700,315
Total comprehensive income for the year ended 30 June 2016						
Profit for the year		-	-	-	264,280	264,280
Other comprehensive income for the year - net of tax		-	-	-	(19,874)	(19,874)
Total comprehensive income		-	-	-	244,406	244,406
Transfer to general reserve for the year ended 30 June 2015		-	-	94,000	(94,000)	-
Transfer from surplus on revaluation of building - net of deferred tax	5	-	-	-	7,433	7,433
Transactions with owners recorded directly in equity						
Final cash dividend for the year ended 30 June 2015 @ Rs. 3.00 per share		-	-	-	(85,387)	(85,387)
Balance as at 30 June 2016		284,623	527,800	802,000	252,344	1,866,767

The annexed notes from 1 to 44 form an integral part of these financial statements.



Chief Executive



Director

Notes to the Financial Statements

For the year ended 30 June 2016

1. LEGAL STATUS AND OPERATIONS

The Pakistan Cables Limited (the Company) was incorporated in Pakistan as a private limited company on 22 April 1953 and in 1955 it was converted into a public limited company in which year it also obtained a listing on the Karachi Stock Exchange. The Company is engaged in the manufacturing of copper rods, wires, cables and conductors, aluminium extrusion profiles and PVC compounds.

The registered office of the Company is situated at B/21, S.I.T.E., Karachi, Pakistan.

2. BASIS OF PREPARATION

2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions of, or directives issued under the Companies Ordinance, 1984 shall prevail.

2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention except that the land and building are stated at revalued amounts, less accumulated depreciation and impairment losses, if any.

2.3 Functional and presentation currency

These financial statements are presented in Pakistani rupee which is the Company's functional currency. All financial information presented in Pakistani rupee has been rounded off to the nearest thousand, unless otherwise stated.

2.4 Use of estimates and judgements

The preparation of financial statements in conformity with approved accounting standards, as applicable in Pakistan, requires the management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgements about the carrying values of assets and liabilities that are not readily apparent from other sources.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgements made by management in the application of approved accounting standards, as applicable in Pakistan, that have significant effect on the financial statements and estimates with a significant risk of material adjustments in the future years are as follows:

Notes to the Financial Statements

For the year ended 30 June 2016

2.4.1 Income taxes

In making the estimates for income taxes currently payable by the Company, the management considers the current income tax law and the decisions of appellate authorities on certain issues in the past.

2.4.2 Staff retirement and other benefits

Certain actuarial assumptions have been adopted as disclosed in these financial statements for the actuarial valuation of funded pension and unfunded gratuity schemes (note 7.1) and other benefits (note 8). Changes in these assumptions may effect the liability under these schemes in current and future years.

2.4.3 Trade and other debts

Impairment loss against doubtful trade and other debts is made on a judgemental basis, for which provision may differ in the future years based on the actual experience. The difference in provision if any, would be recognised in the future years.

2.4.4 Property, plant and equipment and intangible assets

The Company's management determines the residual values, estimated useful lives and related depreciation charge for its plant and equipments. The estimates for revalued amounts of land and building are based on a valuation carried out by external professional valuer of the Company. The Company reviews the value of the assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property, plant and equipments with a corresponding effect on the depreciation charge and impairment.

2.4.5 Stock in trade and stores and spares

The Company reviews the net realisable value of stock in trade and stores and spares to assess any diminution in the respective carrying values. Any change in the estimates in future years might affect the carrying amounts of stock in trade and stores and spares with a corresponding effect on the profit and loss account of those future years.

2.4.6 Investment in associate

The Company determines that a significant and prolonged decline in the fair value of its investment in associate below its cost is an objective evidence of impairment. The impairment loss is recognised when the carrying amount exceeds the higher of fair value less cost to sell and value in use.

2.5 Standards, Interpretations and Amendments not yet effective

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 July 2016:

- Amendments to IAS 38 Intangible Assets and IAS 16 Property, Plant and Equipment (effective for annual periods beginning on or after 1 January 2016) introduce severe restrictions on the use of revenue-based amortisation for intangible assets and explicitly state that revenue-based methods of depreciation cannot be used for property, plant and equipment. The rebuttable presumption that the use of revenue-based amortisation methods for intangible assets is inappropriate can be overcome only when revenue and the consumption of the economic benefits of the intangible asset are 'highly correlated', or when the intangible asset is expressed as a measure of revenue. The amendments are not likely to have an impact on Company's financial statements.

Notes to the Financial Statements

For the year ended 30 June 2016

- Investment Entities: Applying the Consolidation Exception (Amendments to IFRS 10 – Consolidated Financial Statements and IAS 28 – Investments in Associates and Joint Ventures) [effective for annual periods beginning on or after 1 January 2016] clarifies (a) which subsidiaries of an investment entity are consolidated; (b) exemption to present consolidated financial statements is available to a parent entity that is a subsidiary of an investment entity; and (c) how an entity that is not an investment entity should apply the equity method of accounting for its investment in an associate or joint venture that is an investment entity. The amendments are not likely to have an impact on Company's financial statements.
- Accounting for Acquisitions of Interests in Joint Operations – Amendments to IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after 1 January 2016) clarify the accounting for the acquisition of an interest in a joint operation where the activities of the operation constitute a business. They require an investor to apply the principles of business combination accounting when it acquires an interest in a joint operation that constitutes a business. The amendments are not likely to have an impact on Company's financial statements.
- Amendment to IAS 27 'Separate Financial Statements' (effective for annual periods beginning on or after 1 January 2016) allows entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. The amendment is not likely to have an impact on Company's financial statements.
- Agriculture: Bearer Plants [Amendment to IAS 16 and IAS 41] (effective for annual periods beginning on or after 1 January 2016). Bearer plants are now in the scope of IAS 16 Property, Plant and Equipment for measurement and disclosure purposes. Therefore, a company can elect to measure bearer plants at cost. However, the produce growing on bearer plants will continue to be measured at fair value less costs to sell under IAS 41 Agriculture. A bearer plant is a plant that: is used in the supply of agricultural produce; is expected to bear produce for more than one period; and has a remote likelihood of being sold as agricultural produce. Before maturity, bearer plants are accounted for in the same way as self-constructed items of property, plant and equipment during construction. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IAS 12 'Income Taxes' are effective for annual periods beginning on or after 1 January 2017. The amendments clarify that the existence of a deductible temporary difference depends solely on a comparison of the carrying amount of an asset and its tax base at the end of the reporting period, and is not affected by possible future changes in the carrying amount or expected manner of recovery of the asset. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IAS 7 'Statement of Cash Flows' are part of IASB's broader disclosure initiative and are effective for annual periods beginning on or after 1 January 2017. The amendments require disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flow and non-cash changes.
- Amendments to IFRS 2 - Share-based Payment clarify the accounting for certain types of arrangements and are effective for annual periods beginning on or after 1 January 2018. The amendments cover three accounting areas (a) measurement of cash-settled share-based payments; (b) classification of share-based payments settled net of tax withholdings; and (c) accounting for a modification of a share-based payment from cash-settled to equity-settled. The new requirements could affect the classification and/or measurement of these arrangements and potentially the timing and amount of expense recognised for new and outstanding awards. The amendments are not likely to have an impact on Company's financial statements.

Notes to the Financial Statements

For the year ended 30 June 2016

Annual Improvements 2012-2014 cycles (amendments are effective for annual periods beginning on or after 1 January 2016). The new cycle of improvements contain amendments to the following standards:

- IFRS 5 Non-current Assets Held for Sale and Discontinued Operations. IFRS 5 is amended to clarify that if an entity changes the method of disposal of an asset (or disposal group) i.e. reclassifies an asset from held for distribution to owners to held for sale or vice versa without any time lag, then such change in classification is considered as continuation of the original plan of disposal and if an entity determines that an asset (or disposal group) no longer meets the criteria to be classified as held for distribution, then it ceases held for distribution accounting in the same way as it would cease held for sale accounting.
- IFRS 7 'Financial Instruments- Disclosures'. IFRS 7 is amended to clarify when servicing arrangements on continuing involvement in transferred financial assets in cases when they are derecognised in their entirety are in the scope of its disclosure requirements. IFRS 7 is also amended to clarify that additional disclosures required by 'Disclosures: Offsetting Financial Assets and Financial Liabilities (Amendments to IFRS7)' are not specifically required for inclusion in condensed interim financial statements for all interim periods.
- IAS 19 'Employee Benefits'. IAS 19 is amended to clarify that high quality corporate bonds or government bonds used in determining the discount rate should be issued in the same currency in which the benefits are to be paid.
- IAS 34 'Interim Financial Reporting'. IAS 34 is amended to clarify that certain disclosures, if they are not included in the notes to interim financial statements and disclosed elsewhere should be cross referred.

The above amendments are not likely to have an impact on Company's financial statements.

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to the periods presented in these financial statements, except for the change in accounting policy mentioned in note 3.19 to these financial statements.

3.1 Investment in associate - equity method

Investments in associate where the Company has significant influence but not control over the financial and operating policies are accounted for using equity basis of accounting, under which the investment in associate are initially recognised at cost and the carrying amounts are increased or decreased to recognise the Company's share of the profit or loss of the associate after the date of acquisition, less impairment losses, if any. The Company's share of the profit or loss of the associate is recognised in the Company's profit or loss. Distributions received from associate reduce the carrying amount of the investment. Adjustments to the carrying amounts are also made for changes in the Company's proportionate interest in the associate arising from changes in the associate's other comprehensive income and surplus on revaluation of fixed assets. The Company's share of those changes are respectively recognised directly in other comprehensive income and surplus on revaluation of fixed asset account of the Company.

Gain / (loss) on sale of above investments, if any, are recognised in the period of sale. The carrying amount of the investment is tested for impairment, by comparing its recoverable amount (higher of value in use and fair value less costs to sell) with its carrying amount and loss, if any is recognised in the profit and loss account.

Notes to the Financial Statements

For the year ended 30 June 2016

3.2 Staff retirement benefits and other benefits

Defined benefit plans

The Company operates a defined benefit funded pension scheme for permanent employees who are in the management cadre. However, the benefit is available to those employees only who had joined before 01 April 2009.

In addition, the Company operates an unfunded gratuity scheme, for all permanent workers.

The Company's obligation under the pension and gratuity schemes is determined through actuarial valuations carried out under the "Projected Unit Credit Method". Actuarial valuations are conducted annually and the latest valuation was conducted at the balance sheet date (30 June 2016). Service costs are recognised in profit and loss in the period in which they occur. Net interest on net defined benefit liability is also recognised in profit and loss. Net of tax remeasurement comprising actuarial gain / loss is recognised in other comprehensive income.

Defined contribution plan

The Company also operates a recognised provident fund scheme for its employees. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of 10% of basic pay and dearness allowance.

Other long term employee benefit

The Company accounts for long term staff compensated absences on the basis of actuarial valuation carried out under the Projected Unit Credit Method. Current service cost, actuarial gains or losses and past service cost are recognised immediately in the profit and loss account.

3.3 Financial liabilities

Financial liabilities include long-term loan, short-term borrowings, trade and other payables and mark-up accrued on bank borrowings and are initially recognised at the time when the Company becomes party to the contractual provisions of the instruments. All financial liabilities are recognised initially at fair value plus directly attributable transactions costs, if any, and subsequently measured at amortised cost using effective interest rate method, where applicable. The Company derecognises the financial liabilities when they are extinguished, that is, when the obligation referred in the contract is discharged, cancelled or have expired. Gain or loss on derecognition is recognised in the profit and loss account.

3.4 Taxation

Income Tax expense comprises current and deferred tax. Income Tax expense is recognised in the profit and loss account, except to the extent that it relates to items recognised directly in the other comprehensive income or below equity, in which case it is recognised in the other comprehensive income or below equity respectively.

Current

Provision for current taxation is based on taxability of certain income streams under final tax regime at the applicable tax rates and remaining income streams chargeable at current rate of taxation under the normal tax regime after taking into account tax credits and tax rebates available, if any. Provision of current tax is determined using the tax rate enacted at the balance sheet date.

Notes to the Financial Statements

For the year ended 30 June 2016

Deferred

Deferred tax is recognised using the balance sheet liability method, providing for temporary difference between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities using the tax rates enacted or substantively enacted at the balance sheet date.

The Company recognises a deferred tax asset to the extent that it is probable that taxable profits in the foreseeable future will be available against which the assets can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Further, the Company also recognises deferred tax asset / liability on surplus on revaluation of property, plant and equipment which is adjusted against the related surplus.

3.5 Property, plant and equipment

- Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses, if any, except that building is stated at revalued amount less accumulated depreciation and impairment losses, if any, while land is stated at revalued amount (less impairment losses, if any). Cost of leasehold land is not amortised since the lease is renewable at nominal price at the option of the lessee. Capital work-in-progress is stated at cost accumulated to the balance sheet date less impairment losses, if any. Cost include expenditures directly attributable to the acquisition of an asset.
- Depreciation is charged to income applying the straight line method whereby the cost of an asset is written off over its estimated useful life. Depreciation on addition is charged from the month the asset is available for use, while in case of disposal it is charged up to the month of disposal.
- The assets' residual values and useful lives are reviewed at the reporting date and if expectations differ from previous estimates, the change is accounted for as a change in an accounting estimate.
- Leasehold land and building are revalued by independent professionally qualified valuer with sufficient regularity to ensure that the net carrying amount does not differ materially from the fair values. In case of building, any accumulated depreciation at the date of the revaluation is eliminated against the gross carrying amount of the asset and the net amount restated at the revalued amount of the asset. Surplus on revaluation of assets are credited to a 'Surplus on revaluation' account on the balance sheet below equity. Surplus on revaluation of building to the extent of incremental depreciation charged thereon is transferred from surplus on revaluation of building to retained earnings (unappropriated profit), net of deferred tax.
- Expenditure incurred subsequent to the initial acquisition of asset is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Company and it meets the recognition criteria mentioned in accounting standards. All other expenditure is recognised in the profit and loss account as expense.
- Gains or losses on disposal are included in profit and loss account currently.

Notes to the Financial Statements

For the year ended 30 June 2016

3.6 Intangible Assets

Intangibles assets are initially recognised at cost less accumulated amortisation and impairment losses, if any. Costs that are directly associated with identifiable software product controlled by the Company and have probable economic benefits beyond one year are recognised as intangible asset. Costs associated with maintaining computer software are recognised as an expense as and when incurred.

Amortisation is charged to profit and loss account by applying the straight line basis whereby the carrying amount of an asset is amortised over its estimated useful life to the Company unless such life is indefinite. Amortisation is charged from the month the asset is available for use, while in case of disposal it is charged up to the month of disposal.

The Company accounts for impairment, where indications exist, by reducing asset's carrying amount to the recoverable amount.

3.7 Borrowing costs

Borrowing costs are recognised as an expense in the period in which these are incurred, except that those which are directly attributable to the acquisition, construction or production of a qualifying asset (i.e. an asset that necessarily takes a substantial period of time to get ready for its intended use or sale) are capitalised as part of the cost of that asset.

3.8 Stores and spares

Stores and spares are stated at lower of weighted average cost and net realisable value, less provision for impairment, if any. Items in transit are valued at cost comprising invoice value plus other charges incurred thereon.

Provision for obsolete and slow moving stores, spares and loose tools is determined based on the management's estimate regarding their future usability.

Net realisable value signifies the estimated selling price in the ordinary course of business less the net estimated costs necessary to be incurred to make the sale.

3.9 Stock in trade

These are valued at lower of cost and net realisable value. Cost is determined under the weighted average basis. Cost of work-in-process and finished goods consists of direct materials, labour and applicable production overheads. Net realisable value signifies the estimated selling price in the ordinary course of the business less estimated cost of completion and selling expenses. The management continuously reviews its inventory for existence of any item which may be obsolete. Provision is made for slow moving inventory based on managements estimation. These are based on historical experience and are continuously reviewed.

Items in-transit are valued at lower of cost and net realisable value. Cost comprises invoice value plus other charges paid thereon up to the balance sheet date.

Scrap is valued at estimated realisable value.

Notes to the Financial Statements

For the year ended 30 June 2016

3.10 Financial assets

Financial assets includes trade debts, other receivables, loans, advances and deposits and are initially recognised at the time when the company becomes party to the contractual provisions of the instruments. These are recognised initially at fair value plus directly attributable transaction costs, if any and subsequently is measured at amortised cost using effective interest rate method if applicable, less provision for impairment, if any. A provision for impairment is established if there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. The Company derecognises the financial assets when it ceases to be a party to the contractual provisions of such assets. Gain or loss on derecognition is recognised in the profit and loss account.

3.11 Cash and cash equivalents

Cash and cash equivalents comprise cash and bank balances. Short term running finances that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose of the cash flows statement.

3.12 Foreign currency translation

Transactions in foreign currencies are recorded in Pakistan rupees at the rates of exchange prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are reported in Pakistani rupees at the rates of exchange ruling at the balance sheet date. Exchange gains and losses on translation are included in profit and loss account currently.

3.13 Revenue recognition

Revenue from sale of goods is measured at fair value of the consideration received or receivable. The Company records revenue from sale of goods on dispatch of goods to its customers i.e. when the significant risks and rewards of ownership are transferred to the customer. Commission income is recorded when the service is rendered.

3.14 Impairment

Financial assets

A financial asset is assessed at each balance sheet date to determine whether there is any objective evidence that it is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

Non-financial assets

The carrying amounts of non-financial assets, other than inventories and deferred tax asset, are reviewed at each balance sheet date to ascertain whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. An impairment loss is recognised, as an expense in the profit and loss account, for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less cost to sell and value in use. Value in use is ascertained through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

Notes to the Financial Statements

For the year ended 30 June 2016

3.15 Provisions

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

3.16 Offsetting of financial assets and liabilities

Financial assets and financial liabilities are only offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognised amount and the Company intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

3.17 Dividends and reserve appropriation

Dividends and reserve appropriations are recognised in the period in which these are declared / approved. Transfers between reserves made subsequent balance sheet dates is considered as non-adjusting event and is recognised in the financial statement in the period in which these are approved.

3.18 Earnings per share

The Company presents basic and diluted earnings per share (EPS) for the shareholders. Basic EPS is calculated by dividing the profit after tax attributable to ordinary shareholders of the company by the weighted average number of ordinary shares outstanding during the year.

Diluted EPS is calculated by adjusting basic EPS by the weighted average number of ordinary shares that would be issued on conversion of all dilutive potential ordinary shares in to ordinary shares and post-tax effect of changes in profit or loss attributable to ordinary shareholders of the Company that would result from conversion of all dilutive potential ordinary shares into ordinary shares.

3.19 Change in an accounting policy

IFRS 13 Fair Value Measurement, which became applicable for the annual periods beginning on or after 1 January 2015, consolidates the guidance on how to measure fair value, which was spread across various IFRS, into one comprehensive standard. It introduces the use of an exit price, as well as extensive disclosure requirements, particularly the inclusion of non-financial instruments into the fair value hierarchy. The application of IFRS 13 does not have an impact on the financial statements of the Company, except for certain additional disclosures given in note 37 to these financial statements.

Notes to the Financial Statements

For the year ended 30 June 2016

4. SHARE CAPITAL

2016 (Number of shares)	2015	Note	2016 (Rupees in '000)	2015 (Rupees in '000)
Authorised Share Capital				
<u>30,000,000</u>	<u>30,000,000</u>	Ordinary shares of Rs. 10 each	<u>300,000</u>	<u>300,000</u>
Issued, subscribed and paid up Share Capital				
8,475,225	8,475,225	Ordinary shares of Rs. 10 each fully paid in cash	84,752	84,752
174,775	174,775	Ordinary shares of Rs. 10 each issued as fully paid for consideration other than cash	1,748	1,748
19,812,376	19,812,376	Ordinary shares of Rs. 10 each issued as fully paid bonus shares	198,123	198,123
<u>28,462,376</u>	<u>28,462,376</u>	4.1	<u>284,623</u>	<u>284,623</u>

4.1 This includes 6,999,998 (2015: 6,999,998) ordinary voting shares of Rs. 10 each held by GK Technologies (associated company) and 2,425,913 (2015: 2,425,913) held by International Industries Limited (associated company).

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016	2015
		(Rupees in '000)	
5. SURPLUS ON REVALUATION OF ASSETS (Land and building) - net of tax			
Leasehold land			
Balance as at 01 July		669,000	669,000
Surplus arising on revaluation carried out during the year		223,000	-
		892,000	669,000
Building on leasehold land			
Balance as at 01 July of revaluation surplus over written down value		213,651	222,366
Surplus arising on revaluation carried out during the year		102,006	-
Transferred to unappropriated profit in respect of incremental depreciation charged during the year - net of deferred tax		(7,433)	(5,664)
Related deferred tax liability on incremental depreciation charged during the year		(3,402)	(3,051)
		304,822	213,651
Related deferred tax liability at beginning of the year		(64,360)	(77,832)
Related deferred tax liability on revaluation carried out as at 30 June 2016		(30,652)	-
Related deferred tax liability of incremental depreciation charged during the year		3,402	3,051
Effect of change in future tax rate		-	10,421
Balance of deferred tax liability as of the year-end		(91,610)	(64,360)
Share of surplus on revaluation of land and building of the associated company {net of tax of Rs. 1.273 million (2015: Rs. 0.658 million)}	15.2	8,907	4,609
		1,114,119	822,900
6. LONG TERM LOANS - secured			
Loan from financial institutions	6.1	240,000	50,000
Current portion shown under current liabilities		(12,500)	-
		227,500	50,000

6.1 Long term loans have been obtained for the purpose of capital expenditure and are secured against hypothecation of specific items of plant and machinery. Rate of mark-up on the loans at the year-end ranged between 6.77% to 7.16% per annum (30 June 2015: 7.89% per annum) at 6 months KIBOR plus 0.60% / 0.65%. These loans for five years from the date of disbursement are repayable in eight half yearly equal principal instalments of Rs. 6.25 million, Rs. 9.38 million and Rs. 14.38 million commencing from 06 November 2016, 09 August 2017 and 24 November 2017 respectively. Total facility available to the Company under the above arrangement amounted to Rs. 350 million.

Above loans are secured against hypothecation charge of Rs. 320 million over the specific plant, machinery and equipment of the Company.

Notes to the Financial Statements

For the year ended 30 June 2016

7. STAFF RETIREMENT BENEFITS

7.1 Defined benefit plans

The details of the actuarial valuation under the projected unit credit method as at 30 June 2016 for funded pension and unfunded gratuity schemes are as follows:

7.1.1 Actuarial assumptions	Note	2016		2015	
		Pension	Gratuity	Pension	Gratuity
		%		%	
Discount rate		8.00	8.00	10.00	10.00
Expected rate of salary increase					
- Executives		9.00	-	10.00	-
- Workmen		-	4.25	-	6.25
Pension increase		-	-	2.00	-
7.1.2 Balance sheet reconciliation		2016		2015	
		Pension	Gratuity	Pension	Gratuity
		(Rupees in '000)		(Rupees in '000)	
Fair value of plan assets	7.1.3	303,975	-	244,411	-
Present value of defined benefit obligations	7.1.4	(340,633)	(29,529)	(293,078)	(24,835)
Net (liability) / asset		(36,658)	(29,529)	(48,667)	(24,835)
7.1.3 Changes in fair value of plan assets					
Fair value as at 01 July		244,411	-	227,672	-
Interest income		26,105	-	28,684	-
Remeasurement due to investment return		178	-	2,102	-
Benefits paid		(13,983)	-	(14,137)	-
Contribution to the fund		47,264	-	90	-
Fair value as at 30 June		303,975	-	244,411	-
7.1.4 Changes in present value of defined benefit obligation					
Obligation as at 01 July		293,078	24,835	244,073	25,217
Current service cost		5,454	1,575	4,691	1,659
Interest cost		28,609	2,419	30,810	3,110
Remeasurement due to :					
Change in financial assumptions		10,497	1,585	37,694	-
Experience adjustment		16,978	408	(10,053)	(2,555)
Benefits paid		(13,983)	(1,293)	(14,137)	(2,596)
Obligation as at 30 June		340,633	29,529	293,078	24,835

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016		2015	
		Pension (Rupees in '000)	Gratuity (Rupees in '000)	Pension (Rupees in '000)	Gratuity (Rupees in '000)
7.1.5 Amounts recognised in the profit and loss account					
Service cost		5,454	1,575	4,691	1,659
Net interest on net defined benefit liability		2,504	2,419	2,126	3,110
Chargeable in profit and loss account		7,958	3,994	6,817	4,769
7.1.6 Amounts recognised in other comprehensive income (OCI)					
Remeasurement due to:					
Change in financial assumptions		10,497	1,585	37,694	-
Experience adjustment		16,978	408	(10,053)	(2,555)
Investment return		(178)	-	(2,102)	-
Chargeable in other comprehensive income	7.1.7	27,297	1,993	25,539	(2,555)
Total cost		35,255	5,987	32,356	2,214
7.1.7	Total amount recognised in the OCI for both the above benefits is Rs. 29.290 million (2015: Rs. 22.984 million).				
7.1.8 Recognised liability					
Balance as on 01 July		(48,667)	(24,835)	(16,401)	(25,217)
Expense recognised	7.1.6	(35,255)	(5,987)	(32,356)	(2,214)
Payments during the year		47,264	1,293	90	2,596
Company's liability as at 30 June		(36,658)	(29,529)	(48,667)	(24,835)
7.1.9 Actual return on plan assets		26,283	-	30,786	-
7.1.10 Fund investments composition / fair value of plan assets (in percentage)					
Government bonds		21%	-	47%	-
Term Finance Certificates		23%	-	16%	-
Listed equity shares (related party)		6%	-	6%	-
Mutual funds		9%	-	11%	-
Cash and cash equivalents		41%	-	20%	-

Notes to the Financial Statements

For the year ended 30 June 2016

7.1.11 Historical information

	2016	2015	2014	2013	2012
	(Rupees in '000)				
Fair value of plan assets	303,975	244,411	227,672	222,100	201,036
Present value of the defined benefit obligation of pension and gratuity	(370,162)	(317,913)	(269,290)	(237,780)	(219,658)
Deficit in the plan	(66,187)	(73,502)	(41,618)	(15,680)	(18,622)

7.1.12 Sensitivity analysis for actuarial assumptions

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

	Impact on Obligation of Change in Assumption	
	Increase in assumption	Decrease in assumption
	(Rupees in '000)	
Discount rate - increase / decrease by 1%	(33,309)	39,559
Salary increase - increase / decrease by 1%	10,408	(9,344)
Pension increase - increase / decrease by 1%	29,963	(26,260)

If life expectancy increases by 1 year, the obligation increases by Rs. 7.966 million (2015: Rs. 6.65 million). In addition the weighted average of plan durations for pension is 9.7 years (2015: 11 years), while for gratuity it is 10.1 years (2015: 10.3 years).

7.1.13 Maturity profile of the defined benefit obligation - undiscounted payments

	(Time in years)				
	1	2	3	4	5
	(Rupees in '000)				
Distribution of timing of benefit payments					
- Pension	25,710	25,637	26,911	26,847	27,329
- Gratuity	1,484	1,738	1,000	3,308	3,711
	27,194	27,375	27,911	30,155	31,040

7.1.14 Cost projections for the financial year ended 30 June 2017 (chargeable to the profit and loss account), as per the actuary, for pension amounts to Rs. 5.567 million, while for the gratuity it amounts to Rs. 3.969 million.

7.1.15 Normal pension age is 55 years and service after attaining normal retirement pension age is also pensionable. In case of gratuity, the normal retirement age is 60 years. The entitlement to the benefits is based on basic salaries and as per the service rules. At 30 June 2016, 79 members were covered under the pension scheme, while the eligible gratuity members were 238.

Notes to the Financial Statements

For the year ended 30 June 2016

7.2 Defined contribution plan

The Company has set up provident fund for its permanent employees and contributions were made by the Company to the Trust in accordance with the requirement of Section 227 of the Companies Ordinance, 1984. Total charge for provident fund contribution for the year ended 30 June 2016 was Rs. 10.172 million (2015: Rs. 8.808 million). Details of the assets owned by provident fund as at 31 December 2015 (un-audited) are as follows:

	31 December 2015 (Un-audited)	31 December 2014 (Audited)
	(Rupees in '000)	
Size of the Fund - net assets	196,442	185,104
Actual investment made - cost	163,240	169,645
Fair value of the investments	190,415	183,271
Percentage of investments made - based on fair value	97%	99%

Break-up of investments is as follows:

	31 December 2015 (Un-audited)	31 December 2014 (Audited)	31 December 2015 (Un-audited)	31 December 2014 (Audited)
	(Rupees in '000)		(% of total investment)	
Shares of Public Limited Companies. (International Industries Limited) related party	33,501	33,958	18%	19%
Pakistan Investment Bonds	55,013	53,667	29%	29%
Treasury Bills	25,740	41,986	14%	23%
Defence Savings Certificates (including interest)	37,100	35,000	19%	19%
Mutual Funds	35,213	-	18%	-
Bank balances in profit and loss sharing account	3,848	8,480	2%	5%
TFC - Bank Al-Habib Limited	-	10,180	-	5%
	<u>190,415</u>	<u>183,271</u>	<u>100%</u>	<u>100%</u>

All the above assets are invested in accordance with Section 227 of the Companies Ordinance, 1984.

8. OTHER LONG - TERM EMPLOYEE BENEFITS

This represents accrual for staff compensated absences and includes liability in respect of key management personnel amounting to Rs. 1.04 million (2015: Nil). During the year the Company made a provision of Rs. 6.43 million which has been recognised in the profit and loss account.

Notes to the Financial Statements

For the year ended 30 June 2016

9. DEFERRED TAX LIABILITY - net	Note	2016 (Rupees in '000)	2015
Taxable temporary differences on			
Accelerated tax depreciation		98,776	89,581
Surplus on revaluation of building on leasehold land	5	91,610	64,360
Share of surplus on revaluation of land and building of the associated company		1,273	658
Share of profit of an equity accounted associated company		2,227	990
		193,886	155,589
Deductible temporary differences on			
Provision for staff retirement benefit		(8,868)	(7,460)
Provision for doubtful debts		(13,977)	(17,970)
Provision for slow-moving stores and spares		(1,745)	(1,965)
Provision for import levies and other provisions		(96,724)	(78,154)
		(121,314)	(105,549)
		72,572	50,040

- 9.1** Reduction in deferred tax liability by Rs. 8.148 million (2015: Rs. 33.28 million) has been recognised in the profit and loss account, while increase of Rs. 31.27 million has been recognised in the surplus account and Rs. 0.6 million (2015: Rs. 0.5 million) have been recognised in 'Other Comprehensive Income'.

Deferred tax balance has been recognised at the rates at which these are expected to be settled / realised.

10. TRADE AND OTHER PAYABLES

Creditors		357,834	129,755
Accrued expenses		291,603	217,096
Advances from customers		298,394	205,111
Provision for import levies	10.3	186,662	161,570
Sales tax payable		27,545	4,508
Workers' profit participation fund	10.4	22,591	15,354
Unclaimed dividend		13,171	11,479
Payable to staff pension fund - related party	7.1.2	36,658	48,667
Workers' welfare fund		9,453	7,291
Security deposits from distributors	10.2	8,448	8,448
Withholding income tax payable		4,954	6,954
Payable to staff provident fund - related party		-	2,102
Others		4,870	3,253
		1,262,183	821,588

- 10.1** All the above liabilities are non-interest bearing except as disclosed in note 10.2 below:

- 10.2** This includes security deposit from distributors under mark-up arrangements amounting to Rs. 7.5 million (2015: Rs. 7.5 million).

10.3 Provision for import levies

This represents provision for import levies on raw materials. The movement in this provision during the year is as follows:

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
Balance as on 01 July		161,570	138,012
Charge for the year - net		25,092	23,558
Balance as at 30 June		186,662	161,570

10.3.1 The Company along with many other companies had filed appeal against the levy of Infrastructure Cess at import stage levied by the Provincial Government. The case was initially decided by the High Court of Sindh in the year 2008 according to which this levy was applicable for the period from 28 December 2006 onwards while it was not applicable on consignments cleared prior to this date. The decision was challenged by both the department and the companies in the Honourable Supreme Court which referred back the matter to High Court in the year 2011. During the year 2012, the High Court passed an interim order through which all the appellant companies were required to pay 50% of the amount involved in this respect on the consignments cleared between 28 December 2006 to 30 May 2011 and to give bank guarantee for the balance amount. The guarantees submitted for the period prior to 28 December 2006 were also to be released by the department. Further, all consignments after 30 May 2011 are being released on the basis of 50% payment in cash and 50% on furnishing of bank guarantee. This is an interim arrangement and is subject to the final order by the High Court which may be issued in due course of time.

10.4 Workers' profit participation fund

Balance as on 01 July		15,354	21,616
Mark-up on funds utilised in the Company's business	29	663	1,839
Allocation for the year	30	21,928	13,515
		37,945	36,970
Amount paid to the fund		(15,354)	(21,616)
Balance as at 30 June		22,591	15,354

11. SHORT TERM BORROWINGS

From banking companies - secured

Running musharka under Shariah arrangement		2,803	1,415
Running finance under mark-up arrangements		197,133	105,184
Running finance from banks	11.1	199,936	106,599
Short term finances under mark-up arrangement	11.2	151,842	125,000
Foreign currency import finance under mark-up arrangement	11.3	101,189	435,495
		452,967	667,094

Notes to the Financial Statements

For the year ended 30 June 2016

11.1 Running finance from banks

The Company has arranged short-term running finance facilities from certain banks. Overall facility for these running finances under mark-up arrangements amounts to Rs. 2,150 million (2015: Rs. 2,150 million). Rate of mark-up on running finance facilities under mark-up arrangements ranges between 6.75% to 7.74% net of prompt payment rebate (2015: 7.83% to 9.45% per annum). These facilities will expire between 30 June 2016 to 31 March 2017 and are renewable.

Running musharaka carries mark-up at 6.75% per annum (2015: 8.49% per annum) and the available facility is Rs. 300 million.

11.2 Short term finances under mark-up arrangement

The amount outstanding against the short term finance facility as at 30 June 2016 available from banks was Rs. 151.8 million (2015: Rs. 125 million) earmarked out of the total running finance facilities of Rs. 750 million obtained from these banks and letter of credit facilities of Rs. 500 million. Total facility available under this arrangement amounts to Rs. 2,150 million (2015: 2,150 million) which is a sublimit of above available running finance limit. Mark-up on term finance is agreed at each disbursement and as at 30 June 2016, it ranged between 6.38% to 6.50% per annum (2015: 7.03% to 7.08% per annum). These are payable latest by 4 July 2016.

11.3 Foreign currency import finance under mark-up arrangement

The amount outstanding against the foreign currency import finance facility as at 30 June 2016 available from a bank was Rs. 101.2 million (2015: Rs. 435.5 million) earmarked out of the total running finance facilities of Rs. 395 million from the bank. Total facility available under this arrangement from various banks amounts to Rs. 2,150 million (2015: Rs. 2,150 million) which is the sublimit of the above available running finance limit. At 30 June 2016 these balances carried mark-up at the rate 1.2% per annum (2015: 1.80% to 3.00% per annum). These are repayable latest by November 2016.

11.4 Other facilities

The facility for opening letters of credit and guarantees as at 30 June 2016 amounted to Rs. 2,828 million including Rs. 580 million relating to the guarantees (2015: Rs. 2,757 million including Rs. 580 million relating to the guarantees) of which the amount remaining unutilised as at that date was Rs. 2,438 million including Rs. 251 million relating to the guarantees (2015: Rs. 2,404 million including Rs. 311 million relating to the guarantees).

11.5 Securities

Above arrangements are secured by way of joint hypothecation charge over stocks, stores and spares and present and future trade debts of the Company of Rs. 4,265 million.

12. CONTINGENCIES AND COMMITMENTS

12.1 Contingencies

- a) The Company has issued to the Collector of Customs post dated cheques amounting to Rs. 18,504 million (2015: Rs. 6,553 million) against partial exemption of import levies.

Notes to the Financial Statements

For the year ended 30 June 2016

- b) Bank guarantees amounting to Rs. 329 million (2015: Rs. 269 million) have been given to various parties for contract performance, tender deposits, import levies, etc.
- c) The Company received a show cause notice from the Large Taxpayers Unit, Karachi demanding an amount of Rs. 251 million pertaining to the sales tax returns of the Company for the years 2008-9, 2009-10 and 2010-11. The Company had submitted its response to the show cause notice through its authorised representative. The management in consultation with its tax advisor is of the view that the department's notice is based on interpretation which is against the spirit of the law. The Company had filed an appeal against the above order with Commissioner (Appeals) which also upheld the order previously passed by the department. The Company has filed an appeal against the Commissioner (Appeals) order at Appellate Tribunal level.

12.2 Commitments

- a) Aggregate commitments for capital expenditure as at 30 June 2016 amounted to Rs. 65.17 million (2015: Rs. 111.463 million).
- b) Commitments under letters of credit for the import of raw materials, etc. (non-capital expenditure) as at 30 June 2016 amounted to Rs. 38.253 million (2015: Rs. 25.461 million).

13. PROPERTY, PLANT AND EQUIPMENT

Note 2016 2015
(Rupees in '000)

Operating fixed assets	13.1	2,064,352	1,528,325
Capital work-in-progress	13.2	25,683	62,094
		<u>2,090,035</u>	<u>1,590,419</u>

13.1 Operating fixed assets

	2016				As at 30 June 2016	2016			As at 30 June 2016	Net book value as at 30 June 2016	Rate %
	As at 01 July 2015	Additions	Revaluation surplus	(Disposals)		As at 01 July 2015	For the year	(Adjustment / disposals)			
Lease hold land at revalued amount	669,000	-	223,000	-	892,000	-	-	-	-	892,000	-
Building on leasehold land at revalued amount	306,939	13,819	71,264	-	392,022	15,337	15,405	(30,742)	-	392,022	5
Leasehold improvements	22,498	-	-	-	22,498	2,507	6,667	-	9,174	13,324	20 & 33
Plant and machinery	1,483,511	338,259	-	-	1,821,770	1,000,420	115,695	-	1,116,115	705,655	8, 12 & 25
Office equipment and appliances	90,777	8,979	-	(168)	99,588	68,648	10,047	(138)	78,557	21,031	12, 25 & 33
Furniture and fittings	23,861	722	-	(42)	24,541	13,904	1,832	(42)	15,694	8,847	8 & 12
Vehicles	59,689	12,290	-	(14,672)	57,307	28,954	10,877	(12,202)	27,629	29,678	20
Loose tools	3,423	866	-	-	4,289	1,603	891	-	2,494	1,795	33
	<u>2,659,698</u>	<u>374,935</u>	<u>294,264</u>	<u>(14,882)</u>	<u>3,314,015</u>	<u>1,131,373</u>	<u>161,414</u>	<u>(43,124)</u>	<u>1,249,663</u>	<u>2,064,352</u>	

* These include cost of operating assets of Rs. 535.464 million (2015 : Rs. 460.509 million) having net book value of Nil value at reporting date which are still in use.

Notes to the Financial Statements

For the year ended 30 June 2016

	2015										
	Cost / revaluation				Depreciation			Net book		Rate	
	As at 01 July 2014	Additions	Revaluation surplus	(Disposals)	As at 30 June 2015	As at 01 July 2014	For the year	(disposals)	As at 30 June 2015		value as at 30 June 2015
	(Rupees in '000)										
Lease hold land at revalued amount	669,000	-	-	-	669,000	-	-	-	-	669,000	-
Building on leasehold land at revalued amount	306,344	595	-	-	306,939	-	15,337	-	15,337	291,602	5
Leasehold improvements	19,043	3,455	-	-	22,498	190	2,317	-	2,507	19,991	12
Plant and machinery	1,375,304	108,207	-	-	1,483,511	896,680	103,740	-	1,000,420	483,091	8, 12 & 25
Office equipment and appliances	75,872	14,905	-	-	90,777	60,082	8,566	-	68,648	22,129	12, 25 & 33
Furniture and fittings	22,729	1,132	-	-	23,861	11,868	2,036	-	13,904	9,957	8 & 12
Vehicles	49,660	14,069	-	(4,040)	59,689	21,860	9,535	(2,441)	28,954	30,735	20
Loose tools	1,347	2,076	-	-	3,423	1,302	301	-	1,603	1,820	33
	<u>2,519,299</u>	<u>144,439</u>	<u>-</u>	<u>(4,040)</u>	<u>2,659,698</u>	<u>991,982</u>	<u>141,832</u>	<u>(2,441)</u>	<u>1,131,373</u>	<u>1,528,325</u>	

13.1.1 A revised valuation of lease hold land and the building thereon has been carried out as of 30 June 2016 by MYK Associates (Private) Limited (an independent valuer) on market value basis after making independent market inquires from local estate agents / realtors in the vicinity to establish the present market value. The revaluations of the above assets were last carried out on 30 June 2005, 30 June 2008, 30 June 2011 and 30 June 2014. The resulting surplus has been credited to the revaluation surplus account, net of related tax effect. The balance in the surplus on revaluation land and building as at the reporting date are not available for distribution to the shareholders. Had there been no revaluation, the related details under the cost model would have been as follows:

	Cost	Accumulated depreciation	Net book value
	(Rupees in '000)		
Leasehold land	-	-	-
Building	<u>156,370</u>	<u>69,170</u>	<u>87,200</u>
	<u>156,370</u>	<u>69,170</u>	<u>87,200</u>

At 30 June 2016, the balance of undepreciated surplus was Rs. 1,196.82 million (2015: Rs. 882.65 million).

13.1.2 Details of operating fixed assets disposed off during the year are as follows:

Assets	Cost	Accumulated depreciation	Net book value	Sale proceeds	Mode of disposal	Purchaser	Address
	(Rupees in '000)						
Suzuki Liana	1,531	689	842	755	Negotiation	Mr. Ahmad Raza	Lahore
Suzuki Cultus	1,034	431	603	843	Negotiation	Mr. Noman Hasan	Karachi
Suzuki Mehran	668	245	423	600	Insurance Claim	M/s. Jubilee General Insurance Company Limited	Karachi
Suzuki Mehran	567	501	66	410	Negotiation	Mr. Javed M. Khan	Karachi
Suzuki Mehran	630	494	136	482	Negotiation	Mr. Javed M. Khan	Karachi
Suzuki Mehran	658	318	340	580	Insurance Claim	M/s. Jubilee General Insurance Company Limited	Karachi
Items of net book value below Rs. 50,000 each	9,794	9,704	90	5,535	Negotiation	Various	
	<u>2016</u>	<u>14,882</u>	<u>12,382</u>	<u>2,500</u>	<u>9,205</u>		
	<u>2015</u>	<u>4,040</u>	<u>2,441</u>	<u>1,599</u>	<u>2,980</u>		

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
13.1.3 Depreciation has been allocated as follows:			
Cost of sales	26	138,886	124,688
Marketing, selling and distribution costs	27	10,096	6,548
Administrative expenses	28	12,432	10,596
		<u>161,414</u>	<u>141,832</u>

13.1.4 Depreciation rates on leasehold improvements were re-estimated during the year from 12% per annum to 20% / 33% per annum on a straight line basis, effect of which is that profit before tax for the year is lower by Rs. 3.97 million.

13.2 Capital work-in-progress

	Cost				
	As at 01 July	Additions (Transfers)	As at 30 June		
	(Rupees in '000)				
Plant and machinery	49,158	276,941	(316,127)	9,972	
Furniture and fittings	-	187	(187)	-	
Office equipments	1,373	4,521	(2,615)	3,279	
Leasehold improvements	62	84	(146)	-	
Intangible assets	4,305	6,591	(10,896)	-	
Advance for civil works, vehicles & others	7,196	26,730	(21,494)	12,432	
	2016	62,094	315,054	(351,465)	25,683
	2015	34,820	115,510	(88,236)	62,094

14. INTANGIBLE ASSETS

	2016 (Rupees in '000)	2015
Net carrying value - software		
Opening net book value	5,397	-
Additions during the year (note 13.2)	10,896	6,071
Amortisation for the year	(5,050)	(674)
Closing net book value	<u>11,243</u>	<u>5,397</u>
Rate of amortisation (%)	<u>33</u>	<u>33</u>

15. INVESTMENT IN AN ASSOCIATED COMPANY - equity accounted for

	2016 (% of holding)	2015	2016 (Rupees in '000)	2015
International Industries Limited (IIL) 576,000 (2015: 576,000) fully paid ordinary shares of Rs. 10 each [market value of Rs. 46.581 million (2015: Rs. 38.673 million)] (Chief Executive Officer - Mr. Riyaz T. Chinoy)	0.48	0.48	<u>41,661</u>	<u>26,821</u>

Notes to the Financial Statements

For the year ended 30 June 2016

15.1 Associate is an entity over which the Company has significant influence but no control. Company's investee company is considered to be its associate by virtue of common directorship.

15.2 During the year Rs. 11,849 million was recognised in the profit and loss account as the Company's share of the associated company's profit and Rs. 4,914 million was recognised in surplus on revaluation of assets account as its share of 'surplus on the revaluation' of the associate's land and buildings. Dividend of Rs. 2,016 million (2015: Rs. 2,016 million) was also received from the associated company during the year.

15.3 International Industries Limited is not part of KMI all share index as at 30th June 2016.

15.4 Summarised financial information of associated company

	International Industries Limited (IIL)	
	30 June 2016 (Audited)	30 June 2015 (Audited)
	(Rupees in '000)	
Assets	32,571,327	29,877,279
Liabilities	20,542,734	20,413,671
	For the year ended 30 June 2016	For the year ended 30 June 2015
	(Rupees in '000)	
Total revenue	33,201,188	34,458,808
Profit after tax	1,954,569	686,091

15.5 Above associate has been equity accounted for up to 30 June 2016.

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
16. LONG-TERM LOANS RECEIVABLE			
Considered good - secured			
Due from employees		4,215	2,322
Due from executives	16.2	512	812
		4,727	3,134
Current portion of long term loans	21	(1,844)	(1,462)
		2,883	1,672
16.1	This represents loans given to the employees for the purchase of motor cars, motorcycles and other purposes as per the Company policy and agreement with the workers' union. These are repayable in thirty-six to sixty equal monthly instalments. These are secured against the respective provident fund balances. This includes mark-up based loan to employees amounting to Rs. 0.260 million (2015: Rs. 0.543 million) and carry markup at the rate of 8%.		
16.2		812	1,458
Opening balance		(300)	(646)
Repayment of loan during the year		512	812
Closing balance			
The maximum aggregate amount of loans due from the executives at the end of any month during the year was Rs. 0.582 million (2015: Rs. 0.814 million).			
17. LONG-TERM PREPAYMENT			
Prepaid rent		3,124	15,618
18. STORES AND SPARES			
Stores		1,602	1,357
Spares [including Rs. 12.01 million in transit (2015: Rs. 2.507 million)]		55,015	50,283
		56,617	51,640
Provision against slow moving stores and spares	18.1	(5,817)	(6,549)
		50,800	45,091
18.1 Provision against slow moving stores and spares			
Balance as at 01 July		6,549	12,075
Reversal during the year		(732)	(5,526)
Balance as at 30 June		5,817	6,549

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
19. STOCK-IN-TRADE			
Raw materials [including Rs. 336.2 million in transit (2015: Rs. 159.4 million)]	19.1	701,986	643,386
Work-in-process	19.2	351,362	276,117
Finished goods	19.2	475,528	302,417
Scrap		18,366	40,551
		<u>1,547,242</u>	<u>1,262,471</u>
19.1	Raw material includes slow moving items carried at Rs. Nil (2015: Rs. 1.927 million) as against their cost of Rs. 14.238 million (2015: Rs. 20.626 million).		
19.2	Work-in-process and finished goods include slow moving items aggregating Rs. 9.813 million (2015: Rs.12.300 million) and Rs. 15.341 million (2015: Rs. 15.595 million) respectively stated at their net realisable values against their cost of Rs. 12.187 million (2015: Rs. 15.516 million) and Rs. 31.257 million (2015: Rs. 31.459 million) respectively.		
19.3 Provision against raw materials			
Balance as at 01 July		18,700	10,469
(Reversal) / charge during the year - net		(4,462)	8,231
Balance as at 30 June		<u>14,238</u>	<u>18,700</u>
20. TRADE DEBTS			
Unsecured and non-interest bearing			
Considered good			
Due from related parties	20.1	157,928	128,492
Others		862,102	831,917
		<u>1,020,030</u>	<u>960,409</u>
Considered doubtful			
Others		46,590	59,900
		<u>1,066,620</u>	<u>1,020,309</u>
Provision for doubtful trade debts	20.2	(46,590)	(59,900)
		<u>1,020,030</u>	<u>960,409</u>
20.1	The related parties from whom the debts are due are as under:		
Intermark (Private) Limited		139,938	107,068
Atlas Battery Limited		8,731	18,072
International Steels Limited		4,505	1,866
Fauji Fertilizer Company Limited		2,500	57
ICI Pakistan Limited		1,183	-
Atlas Honda Limited		810	251
Engro Fertilizers Limited		164	-
International Industries Limited		89	103
Sui Southern Gas Company Limited		8	-
Cherat Cement Company Limited		-	1,075
	20.1.1	<u>157,928</u>	<u>128,492</u>

Above entities are related parties / associated undertaking due to common directorship.

Notes to the Financial Statements

For the year ended 30 June 2016

20.1.1 Above balances are mark-up free and unsecured. Aging of above balances at the balance sheet date is as follows:

	Note	2016 (Rupees in '000)	2015
Not past due		148,709	119,337
Past due 1-180 days		9,189	8,911
Past due 181-365 days		30	244
		157,928	128,492

None of the above debts are considered to be impaired

20.2 Provision for doubtful trade debts

Opening balance		59,900	38,315
(Reversal) / provision during the year	28	(13,310)	22,548
Trade debt balances written off during the year		-	(963)
		46,590	59,900

21. SHORT-TERM LOANS AND ADVANCES

Unsecured and non-interest bearing

Considered good

Current portion of long term loans	16	1,844	1,462
Short-term advances to employees		2,456	2,042
Advances to suppliers		12,391	15,977
		16,691	19,481

22. SHORT TERM DEPOSITS AND PREPAYMENTS

Unsecured and non-interest bearing - considered good

Deposits	22.1	30,018	14,812
Prepayments		20,495	15,724
		50,513	30,536

22.1 Deposits amounting to Rs. 5.222 million for the year ended 30 June 2015 have been transferred from long term deposits for a more appropriate comparison. Amount is not considered to be material.

23. OTHER RECEIVABLES

Unsecured and non-interest bearing

Considered good

Receivable from the staff provident fund - related party		321	-
Others		268	1,568
		589	1,568

24. CASH AND BANK BALANCES

With banks in current accounts		54,151	10,285
Cash in hand		587	221
		54,738	10,506

Notes to the Financial Statements

For the year ended 30 June 2016

25. NET SALES	Note	2016 (Rupees in '000)	2015
Gross sales		8,029,520	8,123,083
Sales tax		(1,179,961)	(1,166,413)
		<u>6,849,559</u>	<u>6,956,670</u>
26. COST OF SALES			
Opening work-in-process		276,117	251,211
Opening stock - raw material		643,386	634,010
Opening stock - metal scrap		40,551	23,193
		<u>683,937</u>	<u>657,203</u>
Purchases of raw material		5,242,350	5,291,140
		<u>5,926,287</u>	<u>5,948,343</u>
Sales of scrap material during the year		(108,875)	(82,889)
Closing stock - raw material		(701,986)	(643,386)
Closing stock - metal scrap		(18,366)	(40,551)
		<u>(720,352)</u>	<u>(683,937)</u>
		<u>(829,227)</u>	<u>(766,826)</u>
		<u>5,097,060</u>	<u>5,181,517</u>
Stores and spares consumed		98,313	79,833
Fuel and power		185,792	177,679
Salaries, wages and benefits	26.1	363,307	313,734
Rent, rates and taxes		23,124	21,415
Insurance		6,325	5,131
Repairs and maintenance		47,244	65,354
Depreciation	13.1.3	138,886	124,688
Communication and stationery		1,711	1,390
Training, travelling and entertainment		15,150	8,371
Coiling costs		4,986	-
Carriage and forwarding expenses		1,520	-
Warehousing costs		9,314	-
General works		24,149	20,144
Cost of production		919,821	817,739
		<u>6,292,998</u>	<u>6,250,467</u>
Closing work-in-process		(351,362)	(276,117)
Cost of goods manufactured		<u>5,941,636</u>	<u>5,974,350</u>
Opening stock of finished goods		302,417	415,877
		<u>6,244,053</u>	<u>6,390,227</u>
Closing stock of finished goods		(475,528)	(302,417)
		<u>5,768,525</u>	<u>6,087,810</u>
Other costs		(1,854)	(330)
		<u>5,766,671</u>	<u>6,087,480</u>

Notes to the Financial Statements

For the year ended 30 June 2016

26.1	Details of salaries, wages and benefits	Note	2016	2015
			(Rupees in '000)	
	Salaries, wages and benefits		349,055	299,901
	Provident fund contributions		6,062	5,520
	Charge for pension fund obligation		4,335	3,712
	Charge for staff retirement gratuity		3,855	4,601
			<u>363,307</u>	<u>313,734</u>
27.	MARKETING, SELLING AND DISTRIBUTION COSTS			
	Salaries, wages and benefits	27.1	86,392	68,119
	Rent, rates and taxes		54,848	10,054
	Insurance		1,589	1,308
	Repairs and maintenance		2,465	1,284
	Communication and stationery		2,670	2,322
	Training, travelling and entertainment		13,088	13,450
	Advertising and publicity		100,487	96,953
	Carriage and forwarding expenses		118,862	86,717
	Commission		8,189	3,669
	Depreciation	13.1.3	10,096	6,548
	Subscriptions		1,354	1,210
	Fuel and power		3,010	3,115
	Others		2,644	1,737
			<u>405,694</u>	<u>296,486</u>
27.1	Details of salaries, wages and benefits			
	Salaries, wages and benefits		81,664	64,197
	Provident fund contributions		2,267	1,857
	Charge for pension fund obligation		2,322	1,898
	Charge for staff retirement gratuity		139	167
			<u>86,392</u>	<u>68,119</u>

Notes to the Financial Statements

For the year ended 30 June 2016

	Note	2016 (Rupees in '000)	2015
28. ADMINISTRATIVE EXPENSES			
Salaries, wages and benefits	28.1	136,495	111,839
Office rent		6,472	5,679
Insurance		3,998	3,568
Repairs and maintenance		4,689	6,919
Oracle technical support		3,200	-
Legal and professional		8,937	5,169
Donations	28.2	4,998	5,125
Auditors' remuneration	28.3	1,326	1,125
Communications and stationery		6,826	6,093
Provision for doubtful trade debts	20.2	(13,310)	22,548
Training, travelling and entertainment		5,671	5,441
Depreciation	13.1.3	12,432	10,596
Amortisation	14	5,050	674
Fuel and power		3,295	2,831
Others		6,651	5,438
		196,730	193,045
28.1 Details of salaries, wages and benefits			
Salaries, wages and benefits		133,351	109,201
Provident fund contributions		1,843	1,431
Charge for pension fund obligation		1,301	1,207
		136,495	111,839
28.2	Donations were not made to any donee in which the Company or a director or his spouse had any interest.		
28.3 Auditors' remuneration			
Audit fee		682	620
Fee for the review of half yearly financial statements		250	227
Fee for other services for Code of Corporate Governance, dividend remittance, etc.		244	158
Out of pocket expenses		150	120
		1,326	1,125

Notes to the Financial Statements

For the year ended 30 June 2016

29. FINANCE COSTS	Note	2016 (Rupees in '000)	2015
Mark-up on finances under mark-up arrangements		47,013	98,441
Mark-up on finances under Shariah Compliance arrangement		5,521	3,684
Mark-up on long-term loans under mark-up arrangements		6,599	605
Mark-up on workers' profits participation fund	10.4	663	1,839
Mark-up on distributors deposit		450	3,166
Exchange loss		14,413	9,831
Bank charges		6,197	4,677
		80,856	122,243
30. OTHER EXPENSES			
Workers' profits participation fund	10.4	21,928	13,515
Workers' welfare fund		9,453	7,291
Liquidated damages for late deliveries		39	4,791
Others		-	702
		31,420	26,299
31. OTHER INCOME			
<i>Income from non-financial assets</i>			
- Commission income		8,796	2,341
- Sale of scrap		11,615	11,273
- Gain on disposal of fixed assets		6,705	1,381
		27,116	14,995
<i>Income from financial instruments</i>			
- Mark-up income on loan to an employee		32	59
- Reversal of liabilities no longer payable		-	246
		32	305
		27,148	15,300
32. TAXATION			
Current		151,053	106,623
- for the year			
- prior years		-	(12,309)
Deferred		(8,148)	(37,400)
- due to changes in temporary differences - net			
- due to change in tax rate		-	4,120
	32.1	142,905	61,034

Notes to the Financial Statements

For the year ended 30 June 2016

32.1 Relationship between average effective tax rate and applicable tax rate

	2016 (Rupees in '000)	2015
Profit before taxation	407,185	250,331
Tax at the applicable rate of 32% (2015: 33%)	130,299	82,609
Tax effect of expenses that are not allowable in determining taxable income	18,392	1,691
Tax effect of income charged at different rates	(3,476)	(806)
Tax effect of share of profit from associates and dividend received during the year	(2,310)	(880)
Tax effect of liability over three years already offered for tax in prior year	-	(81)
Tax effect of current year tax credits	-	(13,310)
Tax effect of prior year tax provision - net	-	(12,309)
Tax effect of change in tax rate for future years	-	4,120
Tax charge	142,905	61,034

32.2 The income tax assessments of the Company are deemed to have been assessed up to and including the tax year 30 June 2015, while the assessments have been finalised up to and including the tax year 30 June 2010. Notice has been received from the taxation authorities for the audit of the tax year 30 June 2015, proceedings of which are yet to start, while certain information and details were requested by the taxation authorities for the tax year 30 June 2014 which have been provided / responded by the Company. No adverse inference is expected.

32.3 Return submitted under section 114 of the Income Tax Ordinance, 2001 for the tax years 2007 and 2008 were amended under section 122(5A) of the Income Tax Ordinance, 2001 by the Income Tax Officer (ITO). Expenses amounting to Rs. 84 million were disallowed by the taxation officer and were added back to income in respect of above mentioned tax years. However, as a result of the appeal filed by the Company, the Commissioner (Appeals) allowed expenses of Rs. 80 million to the Company. The department then filed appeal with the Tribunal against the decision of Commissioner (Appeals) while the Company also filed appeal with the Tribunal for admissibility of the remaining expenses of Rs. 4 million. The Tribunal allowed remaining expenses of Rs. 4 million on Company's appeal but reinstated disallowances of Rs. 74 million in respect of department's appeal. The Company has now filed appeal in the High Court against this decision and is hopeful of a favourable outcome of its appeal.

32.4 The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or modaraba, that derives profits for tax year and does not distribute cash dividend within six months of the end of said tax year or distribute dividends to such an extent that its reserves, after such distribution, are in excess of 100% of its paid up capital. However, this tax on undistributed reserves is not applicable to a public company which distributes profit equal to either 40 percent of its after tax profits or 50% of its paid up capital, whichever is less, within six months of the end of the tax year. The Board of Directors in their meeting held on 20 September 2016 has approved sufficient cash dividend for the year ended 30 June 2016 (refer note 43) which complies with the above stated requirements. Accordingly, no provision for tax on undistributed reserves has been recognised in these financial statements for the year ended 30 June 2016.

Notes to the Financial Statements

For the year ended 30 June 2016

33. EARNINGS PER SHARE - basic and diluted		2016	2015
		(Rupees in '000)	
Profit after taxation		<u>264,280</u>	<u>189,297</u>
		(Number of shares)	
Weighted average number of ordinary shares issued and subscribed at the end of the year		<u>28,462,376</u>	<u>28,462,376</u>
		(Rupees)	
Earnings per share - basic and diluted		<u>9.29</u>	<u>6.65</u>
34. CASH GENERATED FROM OPERATIONS	Note	2016	2015
		(Rupees in '000)	
Profit before taxation		407,185	250,331
Adjustment for non cash charges and other items:			
- Depreciation	13.1.3	161,414	141,832
- Amortisation	14	5,050	674
- Provision for staff retirement benefits	7.1.5	11,952	11,586
- Other long-term employee benefits		6,430	4,425
- Gain on disposal of fixed assets		(6,705)	(1,381)
- Share of profit from associate		(11,849)	(3,914)
- Finance costs		80,856	122,243
- Working capital changes	34.1	84,603	104,607
		<u>738,936</u>	<u>630,403</u>
34.1 Working capital changes			
(Increase) /decrease in current assets			
- Stores and spares		(5,709)	7,190
- Stock-in-trade		(284,771)	61,820
- Trade debts		(59,621)	67,978
- Short-term loans and advances		2,790	11,853
- Short term deposits and payments		(19,977)	(3,855)
- Other receivables - net		979	24,996
		<u>(366,309)</u>	<u>169,982</u>
Increase /(decrease) in current liabilities			
Trade and other payables - net		450,912	(65,375)
		<u>84,603</u>	<u>104,607</u>

Notes to the Financial Statements

For the year ended 30 June 2016

35. CASH AND CASH EQUIVALENTS	Note	2016	2015
(Rupees in '000)			
Cash and cash equivalents comprise of the following items:			
Cash and bank balances	24	54,738	10,506
Running finance from banks	11.1	(199,936)	(106,599)
		<u>(145,198)</u>	<u>(96,093)</u>

36. FINANCIAL INSTRUMENTS

Financial risk management

The Board of Directors of the Company has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Directors is also responsible for developing and monitoring the Company's risk management policies. The Company has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

36.1 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss, without taking into account the fair value of any collateral. Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economics, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Company's performance to developments affecting a particular industry.

Credit risk of the Company arises principally from the trade debts, loans and advances, trade deposits, bank balances and other receivables. The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk the Company has developed a formal approval process whereby credit limits are applied to its customers. The management continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery (and also obtains security / advance payments, wherever considered necessary). Cash is held only with reputable banks with high quality credit worthiness.

The maximum exposure to credit risk at the reporting date is as follows:

Trade debts	1,020,030	960,409
Loans and advances	7,183	5,176
Deposits	30,018	14,812
Bank balances	54,151	10,285
Other receivables	589	1,568
	<u>1,111,971</u>	<u>992,250</u>

Notes to the Financial Statements

For the year ended 30 June 2016

36.1.1 The maximum exposure to credit risk at the balance sheet date by geographic region was as follows:

	2016	2015
	(Rupees in '000)	
Domestic (Pakistan)	1,111,656	963,950
Exports / Export Processing Zone (Karachi)	315	28,300
	<u>1,111,971</u>	<u>992,250</u>

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

Dealers and distributors	500,796	442,873
End-user customers	519,234	517,536
	<u>1,020,030</u>	<u>960,409</u>

36.1.3 As at the year end the Company's most significant customers included a distributor from whom Rs. 139.938 million was due (2015: Rs. 107.068 million) and an end-user from whom Rs. 41.240 million was due (2015: Rs. 47.805 million).

36.1.4 Loans and advances and other receivables mentioned above are due from the employees of the Company / fund, while the deposits are held with the utilities companies, etc. All the financial assets of the Company are unsecured (except as mentioned in note 16).

36.1.5 Impairment losses and past due balances

The aging of trade debt balances at the balance sheet date is as follows:

	2016		2015	
	Gross	Impairment	Gross	Impairment
	(Rupees in '000)			
Not past due	591,664	-	639,502	-
Past due 1-60 days	331,065	-	231,134	-
Past due 61 days -1 year	94,327	-	99,024	11,025
More than one year	49,564	46,590	50,649	48,875
	<u>1,066,620</u>	<u>46,590</u>	<u>1,020,309</u>	<u>59,900</u>

Based on the past experience, consideration of financial position, past track records and recoveries, the Company believes that trade debts past due do not require any impairment except as provided in these financial statements. None of the other financial assets are past due or impaired. Movement of provision against trade debts is disclosed in note 20.2.

Notes to the Financial Statements

For the year ended 30 June 2016

36.1.6 Settlement risk

All transactions are settled / paid for upon delivery as per the advice of the management. The Company's policy is to enter into financial instrument contract by following internal guidelines such as approving counter parties and approving credits.

36.1.7 Bank balances

The Company maintain bank balances with banks having good credit rating. Currently the balances are held with banks having long term rating of AAA and AA (as per a credit rating company).

36.2 Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations as they fall due. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation. Following are the contractual maturities of undiscounted financial liabilities, including interest payments (based on the remaining period to maturity):

	2016					
	Carrying amount	Contractual cash flows	Six month or less	Six to twelve months	One to two years	More than two years
----- (Rupees in '000) -----						
Non-Derivative Financial liabilities						
Long term loans including mark up thereon	243,420	(290,461)	(14,587)	(14,314)	(145,228)	(116,332)
Trade and other payables	564,761	(564,761)	(564,761)	-	-	-
Short-term borrowings including mark up thereon	456,229	(456,229)	(456,229)	-	-	-
	<u>1,264,410</u>	<u>(1,311,451)</u>	<u>(1,035,577)</u>	<u>(14,314)</u>	<u>(145,228)</u>	<u>(116,332)</u>
----- (Rupees in '000) -----						
Non-Derivative Financial liabilities						
Long term loans including mark up thereon	50,605	(62,834)	(1,989)	(1,956)	(31,415)	(27,474)
Trade and other payables	292,179	(292,179)	(292,179)	-	-	-
Short-term borrowings including mark up thereon	671,872	(671,872)	(671,872)	-	-	-
	<u>1,014,656</u>	<u>(1,026,885)</u>	<u>(966,040)</u>	<u>(1,956)</u>	<u>(31,415)</u>	<u>(27,474)</u>

Notes to the Financial Statements

For the year ended 30 June 2016

36.2.1 The contractual cash flows relating to the above financial liabilities have been determined on the basis of mark-up rates effective as at 30 June (and includes both principal and interest payable thereon). The rates of mark-up have been disclosed in note 6 and 11 to these financial statements.

36.3 Market risk

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

36.3.1 Currency risk

Foreign currency risk is the risk that the value of a financial asset or liability will fluctuate due to a change in foreign exchange rates. It arises mainly where receivables and payables exist due to transactions entered into foreign currencies.

The Company is exposed to currency risk on trade debts, borrowings and import of raw materials that are denominated in a foreign currency (primarily U.S. Dollar). The Company's exposure to foreign currency risk is as follows:

	2016		2015	
	Rupees in '000	US Dollars in '000	Rupees in '000	US Dollars in '000
Trade debts	-	-	28,300	278
Creditors	(256,607)	(2,451)	(74,214)	(728)
Short term borrowings	(101,189)	(966)	(435,495)	(4,272)
Accrued mark-up on short term borrowings	(102)	(1)	(1,831)	(18)
Gross exposure	(357,898)	(3,418)	(483,240)	(4,740)

Above exposure is payable by the Company in Rupees at the rate on which these are settled by the Company.

Following are the significant exchange rates applied during the year:

	Average rates		Balance sheet date rate	
	2016 (Rupees)	2015	2016 (Rupees)	2015
US Dollars	104.83	101.84	104.70	101.95

Sensitivity analysis

A five percent strengthening / (weakening) of the Rupee against US Dollar at 30 June would have increased / (decreased) profit and loss account by Rs. 17.895 million (2015: Rs. 24.162 million). This analysis assumes that all other variables, in particular interest rates, remaining constant. The analysis is performed on the same basis for 2015.

Notes to the Financial Statements

For the year ended 30 June 2016

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

36.3.2 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from borrowings from the banks. At the balance sheet date the interest rate profile of the Company's interest-bearing financial instrument was as follows:

	<u>Carrying amount</u>	
	2016	2015
	(Rupees in '000)	
Fixed Rate Instruments		
Financial liabilities	101,189	435,495
Financial assets	260	602
Variable rate instruments		
Financial liabilities	591,778	281,599

Foreign currency loans bear fixed interest rate while all other borrowings bear variable interest rate and are indexed to KIBOR. Borrowing is generally determined on the basis of business needs.

Fair value sensitivity analysis for fixed rate instruments

The Company does not account for fixed rate financial liabilities at fair value through profit and loss. Therefore, a change in interest rates at the reporting date would not affect profit and loss account and the equity of the Company.

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have increased / (decreased) profit or loss as of 30 June 2016 by Rs. 0.936 million (2015: Rs. 0.423 million). This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2015.

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

Interest rate analysis of the financial instruments

A summary of the Company's interest rate gap position, analysed by the earlier of contractual repricing or maturity date is as follows:

Notes to the Financial Statements

For the year ended 30 June 2016

	2016		2015	
	Carrying value ----- (Rupees in '000) -----	Six months or less	Carrying value ----- (Rupees in '000) -----	Six months or less
Financial liability				
Borrowing from banks	692,967	692,967	717,094	717,094

However none of the financial assets of the Company are exposed to interest rate risk except loan to employee of Rs. 0.260 million (2015: Rs. 0.602 million) as mentioned in note 16.1 and not included above as it is not material. Interest rates of the above borrowings are mentioned in notes 6 and 11.

36.4 Capital risk management

The objective of the Company when managing capital is to safeguard its ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and to maintain a strong capital base to support the sustained development of its businesses.

The Company manages its capital structure by monitoring return on net assets and makes adjustments to it in the light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividend to the shareholders or issue bonus / new shares.

The Company is not subject to externally imposed capital requirements.

37. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

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

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

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

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

Notes to the Financial Statements

For the year ended 30 June 2016

- Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date (level 1).
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly (level 2).
- Unobservable inputs for the asset or liability (level 3).

The following table shows the carrying amounts and fair values of financial instruments and non-financial instruments including their levels in the fair value hierarchy:

30 June 2016	Carrying Amount			Fair value
	Loans and receivables	Other financial assets	Total	Total
On-balance sheet financial and non-financial instruments				
	----- (Rupees in '000) -----			
Financial assets not measured at fair value				
Trade debts	1,020,030	-	1,020,030	-
Loans, advances and deposits	37,201	-	37,201	-
Other receivable	589	-	589	-
Cash and Bank balance	54,151	587	54,738	-
	<u>1,111,971</u>	<u>587</u>	<u>1,112,558</u>	<u>-</u>
30 June 2016	Carrying Amount			Fair value
	Loans and receivables	Financial liabilities	Total	Total
Financial liabilities not measured at fair value	----- (Rupees in '000) -----			
Long term loans	-	240,000	240,000	-
Trade and other payables	-	564,761	564,761	-
Short term borrowings	-	452,967	452,967	-
Mark-up accrued on banks borrowings	-	6,682	6,682	-
	<u>-</u>	<u>1,264,410</u>	<u>1,264,410</u>	<u>-</u>
30 June 2015	Carrying Amount			Fair value
	Loans and receivables	Other financial assets	Total	Total
On-balance sheet financial and non-financial instruments	----- (Rupees in '000) -----			
Financial assets not measured at fair value				
Trade debts	960,409	-	960,409	-
Loans, advances and deposits	19,988	-	19,988	-
Other receivable	1,568	-	1,568	-
Cash and Bank balance	10,285	221	10,506	-
	<u>992,250</u>	<u>221</u>	<u>992,471</u>	<u>-</u>

Notes to the Financial Statements

For the year ended 30 June 2016

30 June 2015	Carrying Amount			Fair value
	Loans and receivables	Financial liabilities	Total	Total
Financial liabilities not measured at fair value	(Rupees in '000)			
Long term loans	-	50,000	50,000	-
Trade and other payables	-	292,179	292,179	-
Short term borrowings	-	667,094	667,094	-
Mark-up accrued on banks borrowings	-	5,383	5,383	-
	-	<u>1,014,656</u>	<u>1,014,656</u>	-

The Company has not disclosed the fair values for these financial assets and financial liabilities, as these are either short term in nature or repriced periodically. Therefore, their carrying amounts are reasonable approximation of fair values.

Non financial assets measured at fair value	Date of valuation	Valuation approach and inputs used	Inter-relationship between significant unobservable input and fair value measurement
<i>Revalued Property, plant and equipment</i>			
- Land and Building	30 June 2016	The valuation model is based on price per square metre. In determining the valuation for land and building the valuer refers to numerous independent market inquiries from local estate agents / realtors in the vicinity to establish the present market value. The fair valuation of land and building are considered to represent a level 3 valuation based on significant non-observable inputs being the location and condition of the assets.	The fair value are subject to change owing to changes in input. However, management does not expect there to be a material sensitivity to the fair value arising from the non-observable inputs

38. OPERATING SEGMENTS

These financial statements have been prepared on the basis of single reportable segment.

- 38.1** Revenue from cables & wires represents 97% (2015 : 97%) of the total revenue of the company.
- 38.2** 99% (2015: 98%) sales of the Company relates to customers in Pakistan.
- 38.3** All non-current assets of the Company at 30 June 2016 are located in Pakistan. The Company does not have any customer having sales of 10% or more during the year ended 30 June 2016 (2015: 10%)

Notes to the Financial Statements

For the year ended 30 June 2016

39. REMUNERATION OF THE CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

39.1 Remuneration of the chief executive and executives

The aggregate amount charged in these financial statements for remuneration including all benefits to the chief executive and executives of the Company were as follows:

	2016			2015		
	Chief Executive	Executive Director	Executives	Chief Executive	Executive Director	Executives
	(Rupees in '000)			(Rupees in '000)		
Managerial remuneration (including performance bonus)	47,671	1,314	124,509	42,668	-	106,233
House rent, utilities and others	11,399	609	46,779	9,791	-	40,561
Retirement benefits	-	312	10,209	-	-	8,142
	<u>59,070</u>	<u>2,235</u>	<u>181,497</u>	<u>52,459</u>	<u>-</u>	<u>154,936</u>
Number of persons	<u>1</u>	<u>1</u>	<u>59</u>	<u>1</u>	<u>-</u>	<u>57</u>

Executive means an employee of a listed company other than the chief executive and directors whose basic salary exceeds Rs. 0.5 million in a financial year. The chief executive and certain executives of the Company are provided with free use of cars. The chief executive and executives are also provided with medical facilities in accordance with their entitlements.

39.2 Remuneration to non-executive directors

In addition to the above, the aggregate amount charged in these financial statements for directors' fee for Eight directors was Rs. 2.280 million (2015: Nine directors - Rs. 1.430 million).

40. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated undertakings, directors of the Company, key management employees and staff retirement funds. Contributions to defined contribution plan (provident fund) are made as per the terms of employment and contribution to the defined benefit plan (pension scheme) are in accordance with the actuarial advice. Remuneration of key management personnel are in accordance with their terms of employment. Share of profit of the associated company and dividend from them are as per the profit and dividend declared by them. Other transactions are at agreed terms.

Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these financial statements are as follows:

Notes to the Financial Statements

For the year ended 30 June 2016

	2016	2015
	(Rupees in '000)	
<i>Transaction with related parties</i>		
Sale of goods	831,402	723,866
Purchase of goods, services and materials	92,227	90,212
Insurance premium	2,308	1,514
Insurance claim received	200	1,443
Interest received - net	-	858
Dividend received	2,016	2,016
Dividend paid	34,305	51,458
Share of total comprehensive income of an associated company under the equity basis of accounting	11,932	3,751
Share of surplus on revaluation of land and buildings of associated company	4,914	5,267
Net charge in respect of staff retirement benefit plans	45,427	41,164
<i>Balances of related parties</i>		
Directors' fee - payable	1,000	430
Security deposit with them	1,191	1,191
Liability for expenses	4,033	4,841

Details of other balances with related parties are disclosed in notes 7, 10, 15 and 20.1 to these financial statements. Key management personnel of the Company comprises of the Directors, Chief Executive Officer and General Managers. Their remuneration are disclosed in note 39.1 and 39.2.

41. PLANT CAPACITY AND ACTUAL PRODUCTION

The production capacity of the plant cannot be determined as this depends on the relative proportions of the various types and sizes of cables and wires and type of aluminium sections produced.

42. NUMBER OF EMPLOYEES

The total number of employees as at year end were 448 (2015: 443) and average number of employees were 452 (2015: 446).

43. NON-ADJUSTING EVENT AFTER THE BALANCE SHEET DATE

The Board of Directors in their meeting held on 20 September 2016 have for the year ended 30 June 2016, proposed final cash dividend of Rs. 4.50 per share (2015: Rs. 3.00 per share) amounting to Rs. 128.081 million (2015: Rs. 85.387 million) and appropriation to general reserves amounting to Rs. 124.000 million (2015: Rs. 94.000 million) for approval by the members of the Company in the Annual General Meeting to be held on 28 October 2016. The financial statements for the year ended 30 June 2016 do not include the effect of the proposed cash dividend and appropriation to general reserves, which will be recognised in the financial statements for the year ending 30 June 2017.

Notes to the Financial Statements

For the year ended 30 June 2016

44. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on 20 September 2016 by the Board of Directors of the Company.



Chief Executive



Director

INFORMATION
FOR STAKEHOLDERS



Shareholders' Information

Annual General Meeting

The annual meeting of the shareholders will be held on October 28th, 2016 at 10:30 a.m. at Beach Luxury Hotel, M.T. Khan Road, Karachi.

Any shareholder may appoint a proxy to attend and vote at the meeting on his or her behalf. Proxies should be filed with the Company at least 48 hours before the meeting time.

CDC shareholders or their proxies are requested to bring copies of their Computerized National Identity Card along with the participant's ID number and their account number at the time of attending the Annual General Meeting in order to facilitate their identification.

Financial Calendar

The Company follows the period of July 01 to June 30 as the Financial Year.

For the Financial Year 2016-2017, Financial results will be announced as per the following tentative schedule:

1st Quarter ending September 30th, 2016	Last week of October 2016
2nd Quarter ending December 31st, 2016	Last week of January 2017
3rd Quarter ending March 31st, 2017	Last week of April 2017
Year ending June 30th, 2017	Second week of August 2017

Investor Relations Contact

Mr. M. Ashfaq Alam
Email: finance@pakistancables.com
Telephone: (021) 32561170-5 Fax: (021) 32564614

In compliance with the requirements of section 204(A) of the Companies Ordinance 1984, THK Associates (Pvt.) Limited has been appointed as Share Registrar of the Company.

The address, contact details and timings of THK Associates (Pvt.) Limited are set out below:

THK Associates (Pvt.) Limited
2nd Floor, State Life Building-3, Dr. Ziauddin Ahmed Road, Karachi - 75530
Telephone: (021) 111-000-322 Fax: (021) 35655595
Timing: 9:30 a.m. to 12:30 p.m. and 2:30 p.m. to 4:30 p.m. (Monday to Friday)

Share transfers, dividend payment and all other investor related matters are attended to and processed by our Registrar and Share Transfer Agent.

Notice Of Annual General Meeting

NOTICE IS HEREBY GIVEN THAT THE 63rd Annual General Meeting of the shareholders of Pakistan Cables Limited will be held on Friday the 28th day of October 2016 at 10:30 a.m. at Beach Luxury Hotel, M. T. Khan Road, Karachi, to transact the following business:

1. ORDINARY BUSINESS

- i. To receive, consider and adopt the Statement of Accounts for the year ended June 30, 2016 together with the Reports of the Directors and Auditors thereon.
- ii. To approve the payment of dividend as recommended by the Directors. The Directors have recommended a final cash dividend of 45% for the financial year ended June 30, 2016.
- iii. To appoint Auditors for the ensuing year and to fix their remuneration (KPMG Taseer Hadi & Co., Chartered Accountants, retire, and being eligible, have offered themselves for re-appointment). As required by paragraph (xxxv) of the Code of Corporate Governance, the Board of Directors recommends, based on the recommendation of the Audit Committee, the appointment of KPMG Taseer Hadi & Co. as auditors for the ensuing year.

2. SPECIAL BUSINESS

That the following resolution be passed by the shareholders as a Special Resolution to amend the Articles of Association of Pakistan Cables Limited in order to enable the e-voting mechanism for the shareholders of Pakistan Cables Limited:

“RESOLVED THAT the Articles of Association of the Company be amended by adding a new Article 52a, immediately under Article 52, under the heading of ‘E-Voting’ as follows:

‘The provisions and requirements for e-voting as prescribed by the Securities and Exchange Commission from time to time shall be deemed to be incorporated in this Article, irrespective of any other provisions in these Articles of Association that may be contradictory.’”

3. ANY OTHER BUSINESS

To transact any other ordinary business which may legally be transacted at an Annual General Meeting.

KARACHI: October 05, 2016

By Order of the Board
Nazifa A. Khan
Manager Legal Affairs and Company Secretary

Notice Of Annual General Meeting

NOTES:

1. The Shares Transfer Books of Pakistan Cables Limited (the “**Company**”) will remain closed from October 21, 2016 to October 28, 2016 (both days inclusive). No transfers will be accepted for registration during this period. Transfers in good order, received at the office of the Company’s Share Registrar namely THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No.3 Dr. Ziauddin Ahmed Road, Karachi-75530, by the close of business on October 20, 2016 will be considered in time for the purpose of payment of final dividend to the transferees.
2. A member entitled to attend and vote at this Meeting is entitled to appoint a proxy to attend and vote instead of him. A proxy must be a member of the Company.
3. The instrument appointing the proxy and the Power of Attorney or other authority under which it is signed, or a notorially certified copy thereof, must be lodged at the Company’s Registered Office i.e. B-21, S.I.T.E., Karachi, not later than 48 hours before the time of the Meeting.
4. CDC Account Holders will have to follow the guidelines below as laid down in Circular 1 dated January 26, 2000 issued by Securities and Exchange Commission of Pakistan:
 - a. For attending the Meeting:
 - (i) In case of individual, the account holder or sub-account holder whose securities and their registration details are up-loaded as per the CDC Regulations, shall authenticate his/her identity by showing his/her original Computerised National Identity Card (CNIC) or original passport at the time of attending the Meeting.
 - (ii) In case of corporate entity, the Board of Directors’ resolution / Power of Attorney with specimen signature and attested copy of valid CNIC of the nominee shall be produced (unless it has been provided earlier) at the time of the Meeting.
 - b. For Appointing Proxies:
 - (i) In case of individual, the account holder or sub-account holder whose securities and their registration details are up-loaded as per the CDC Regulations, shall submit the proxy form as per above requirement.
 - (ii) The proxy form shall be witnessed by two persons whose names, addresses and CNIC numbers shall be mentioned on the form.
 - (iii) Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
 - (iv) The proxy shall produce his/her original CNIC or original passport at the time of the Meeting.
 - (v) In case of corporate entity, the Board of Directors’ resolution / Power of Attorney with specimen signature and attested copy of valid CNIC of the person nominated to represent and vote on behalf of the corporate entity, shall be submitted along with proxy form to the Company.

Notice Of Annual General Meeting

- 5.** The Members who have not yet submitted photocopy of their valid CNIC to the Company / Share Registrar, are once again reminded to send the same at the earliest directly to Company's Share Registrar, M/s THK Associates (Pvt.) Limited, 2nd Floor, State Life Building-3, Dr. Ziauddin Ahmed Road, Karachi-75530. Corporate entities are requested to provide their National Tax Number (NTN). Please give Folio Number with the copy of CNIC / NTN details. Reference is also made to the Securities and Exchange Commission of Pakistan ("SECP") Notifications SRO 779 (I) dated August 18, 2011, and SRO 831 (I) 2012 dated July 5, 2012, which mandates that the dividend warrants should bear CNIC number of the registered member or the authorized person, except in case of minor(s) and corporate members. In case of non-receipt of the copy of a valid CNIC, the Company will withhold dividend warrants of such Shareholders to comply with the said SROs of SECP.
- 6.** The Government of Pakistan through the Finance Act, 2016 has made certain amendments in Section 150 of the Income Tax Ordinance, 2001 whereby different rates are prescribed for deduction of withholding tax on the amount of dividend paid by the companies. These tax rates are as under:
- | | | |
|----|---|-------|
| a. | Rate of tax deduction for filer of income tax returns | 12.5% |
| b. | Rate of tax deduction for non-filers of income tax return | 20.0% |

All the shareholders whose names are not entered into the Active Tax Payers List (ATL) provided on the website of FBR, despite the fact that they are filers, are advised to make sure that their names are entered into ATL before the start of book closure date otherwise tax on their cash dividend will be deducted @ 20.0% instead of 12.5%.

A valid Exemption Certificate under Section 159 of the Ordinance is mandatory to claim exemption of withholding tax under Clause 47B of Part-IV of Second Schedule to the Ordinance. Those who fall in the category mentioned in above Clause must provide a valid Tax Exemption Certificate to our Shares Registrar; else tax will be deducted on dividend amount as per rates prescribed in Section 150 of the Ordinance.

- 7.** For shareholders holding their shares jointly as per the clarification issued by the FBR, withholding tax will be determined separately on "Filer / Non-Filer" status of Principal shareholder as well as Joint-holder(s) based on their shareholding proportions. Therefore, all shareholders who hold shares jointly are required to provide shareholding proportions of Principal Shareholder and Joint-holder(s) in respect of shares held by them to the Company's Share Registrar, M/s THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi-75530 in the writing as follows, otherwise it will be assumed that the shares are equally held by Principal Shareholder and Joint Shareholder(s):

FOLIO/ CDC ACCOUNT NO.	TOTAL SHARES	PRINCIPAL SHAREHOLDER		JOINT SHAREHOLDER(S)	
		NAME AND CNIC NO.	SHAREHOLDING PROPORTION (NO. OF SHARES)	NAME AND CNIC NO.	SHAREHOLDING PROPORTION (NO. OF SHARES)

Notice Of Annual General Meeting

8. Shareholders are requested to notify their change of address, Zakat declaration and Tax exemption certificate (if any) immediately to the Company's Share Registrar, M/s THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi-75530.
9. Members are hereby informed that pursuant to SECP's S.R.O. 787(1)/2014 dated September 8, 2014 regarding electronic transmission of the Company's Annual Report and AGM notice which falls in the ambit of sections 50, 158 and 233 of the Companies Ordinance 1984, we have uploaded the request form on the Company's website - <http://www.pakistancables.com>. Those members who want to avail this facility are requested to submit the duly filled request form to our Share Registrar THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi-75530.
10. In pursuance to the directions given by SECP vide Circular No. 8(4)SM/CDC 2008 dated April 5, 2013 the members may authorize the Company to directly credit in their bank account the dividend declared in the Annual General Meeting. The dividend mandate form has been uploaded on the Company's website - <http://www.pakistancables.com>. Those members who want to avail this facility are requested to submit the duly filled dividend mandate form to our Share Registrar THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi-75530.

The members who hold shares in physical form are requested to submit the dividend mandate form duly filled to our Share Registrar THK Associates (Pvt.) Limited, 2nd Floor, State Life Building No. 3, Dr. Ziauddin Ahmed Road, Karachi-75530.

Statement Under Section 160 (1)(b) Of The Companies Ordinance, 1984

This statement sets out the material facts concerning the Special Business to be transacted at the Annual General Meeting of Pakistan Cables Limited to be held on October 28, 2016.

Item 2 of the Agenda:

The Companies (E-Voting) Regulations 2016 (the "**Regulations**") provides for the members of the Company to be provided with an option to vote electronically, and Regulation 5 requires the articles of association of a company to provision for members being able to appoint another member or a non-member as their proxy to vote on their behalf through electronic voting.

As such, the shareholders' approval is being sought to amend the Articles of Association of the Company in accordance with the requirements of the Regulations.

The resolution required for the above purpose is set forth in the notice convening the Annual General Meeting and the resolution will be proposed and passed as a Special Resolution.

None of the Directors of the Company have any direct or indirect interest in this special business.

کمپنی کے ڈائریکٹرز 30 جون، 2016 کے اختتام پر کمپنی کی 63 ویں سالانہ رپورٹ بمع آڈٹ شدہ حسابات پیش کرنے پر خوشی کا اظہار کرتے ہیں۔

کمپنی 1953 سے بجلی کی ٹرانسمیشن کے لیے کنڈکٹرز، کیبلز اور وائرز کی پیداوار میں مصروف عمل ہے۔ 1979 میں کمپنی نے بلیٹس (billets) میں سے المونیم راڈ بنانے کے عمل کا آغاز کیا، جو کہ 1984 میں بہتر ہو کر آرکیٹیکچرل ایپلی کیشنز کے لیے اینوڈائزڈ المونیم پر و فائل سیکشنز کی پیداوار کی شکل اختیار کر گیا۔ 1996 میں کمپنی نے ہائی کنڈکٹیوٹی آکسیجن فری (HCOF) کا پروڈکٹ پیداوار کے لیے جدید پلانٹ نصب کیا۔ کسٹمرز کی طلب میں اضافے کی وجہ سے Wire & Cables کی پیداوار میں اضافہ ہوا اور نتیجتاً راڈ کی ضرورت میں اضافہ ہوا، اس لیے گزشتہ سالوں میں پلانٹ میں پیداواری صلاحیت میں مستقل اضافہ ہوتا گیا۔ 2008 میں، کمپنی نے اعلیٰ معیاری الیکٹریکل کیبل گریڈ پی وی سی (PVC) کمپاؤنڈ کی پیداوار کے لیے ایک پی وی سی (PVC) کمپاؤنڈنگ پلانٹ نصب کیا۔ کمپنی نے ایک 2-MW گیس پر چلنے والا ٹرائی۔ جنریشن پاور پلانٹ بھی لگایا ہے جو کہ کمپنی کو اپنی بجلی کی ضروریات میں کافی حد تک خود کفیل کرتا ہے۔



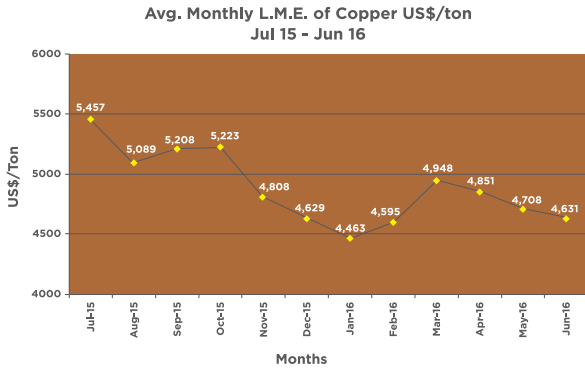
From Left to Right: Mr. Aslam Sadruddin - Director Finance, Mr. Michael T. McDonnell - President CEO General Cable and Mr. Kamal A. Chinoy - CE Pakistan Cables

1953 میں پاکستان کیبلز BICC کے اشتراک سے کیبل انڈسٹری کی اولین کمپنی کی صورت میں وجود میں آئی۔ BICC کا شمار اس زمانے کی بڑی کیبل مینوفیکچرنگ کمپنیز میں ہوتا تھا، جس کا کاروبار ابتدائی طور پر Common Wealth ممالک تک محدود تھا مگر بعد میں 1980 اور 1990 کے عشروں میں اس نے یورپ اور اس سے بھی آگے اپنے کاروبار کو وسیع کیا۔ 1992 میں BICC نے پاکستان کیبلز لمیٹڈ سے اپنا سرمایہ واپس لے لیا۔

2010 میں انڈسٹری کی ایک اور بڑی کمپنی جنرل کیبل (General Cable) کارپوریشن نے پاکستان کیبلز پر اپنے اعتماد کا اظہار کرتے ہوئے اپنی ذیلی کمپنی G.K Technologies Inc. ہائی لینڈ ہائیٹس، کیننگی، پولیس اے کے ذریعے کمپنی میں 24.6% شراکت داری حاصل کی۔ جنرل کیبلز، Fortune 500 کمپنی کا شمار دنیا کی بڑی کمپنیوں میں ہوتا ہے، جس کی سال 2015 میں سالانہ آمدنی US\$4.3 billion ہے اور یہ کمپنی دنیا کے متعدد ممالک میں مصروف عمل ہے۔

بین الاقوامی کارپوریشن المونیم کی صورتحال

کیبلز کی قیمتوں کا، کارپوریشن المونیم کی بین الاقوامی مارکیٹوں سے گہرا تعلق ہے۔ دونوں بنیادی دھاتوں کی تجارت دنیا کی سب سے پہلی نان۔ فیریس مٹل مارکیٹ، لندن مٹل ایکسچینج (LME) میں ہوتی ہے۔ 2015 کے دوران تجارتی حجم میں 4.3% کمی کی وجہ سے 2015 کے دوسرے نصف سال میں کموڈٹیز میں بھی اتار آگیا۔ ان دونوں دھاتوں کی قیمتوں کا انحصار LME پر ہوتا ہے اس لیے کارپوریشن المونیم کی قیمتوں میں اتار چڑھاؤ کا ہماری پروڈکٹس کی قیمتوں پر براہ راست اثر ہوتا ہے۔



2015 جولائی کے مہینے میں کارپوریٹ قیمت US\$ 5,700/MT سے زیادہ تھی، جو کہ جنوری 2016 میں گزشتہ چھ سالوں کی کم ترین سطح US\$ 4,500/MT سے بھی نیچے آگئی، اس کمی کے اسباب میں چین کی جانب سے طلب میں کمی، ڈالر کی قیمتوں میں استحکام اور بین الاقوامی رسد میں اضافہ شامل تھا، حالانکہ اپریل میں قیمتیں دوبارہ بڑھ گئیں اور US\$ 5,000/MT تک جا پہنچیں بالآخر 30 جون 2016 کو US\$ 4,827/MT تک آگئیں۔ LME میں کارپوریٹ ماہانہ اوسط قیمتوں پر مشتمل گراف دیا گیا ہے:

قومی معیشت کا جائزہ



Mr. Aslam Sadruddin - Director Finance during a visit to the Head Office of General Cable

مالی سال 2015-16 میں ملکی معاشی صورتحال میں بہتری کے آثار نمایاں ہیں اور GDP 4.7% ریکارڈ حد تک پہنچ چکی ہے، یہ اضافہ گزشتہ آٹھ سالوں میں سب سے زیادہ ہے۔ حکومت نے سال 2016-17 کے لیے 5.7% کا ہدف مقرر کیا ہے۔ کپاس کی پیداوار میں کمی کے باعث زرعی ترقی نہ ہونے کے باوجود معاشی بہتری کا سبب انڈسٹریل اور سروسز سیکٹر میں نمایاں ترقی ہے۔ بیرونی سیکٹر میں بھی مزید استحکام ریکارڈ کیا گیا ہے جس کی بنیادی وجہ Foreign remittances میں اضافہ، عالمی مالیاتی اداروں کی جانب سے مسلسل امداد اور عالمی سطح پر تیل کی قیمتوں میں تیزی سے کمی بتائی گئی ہے۔ ملکی زرمبادلہ کے ذخائر جون 2016 میں 23.1 US\$ Billion کی بلند ترین سطح پر پہنچ گئے ہیں۔ رواں سال کے دوران بیرونی سیکٹر میں ترقی کے باعث زرمبادلہ کی قیمتوں کو بھی استحکام حاصل ہوا ہے۔

رواں مالی سال 2015-16 میں افراط زر کا سالانہ تناسب توقعات سے بھی کم سطح پر آ گیا ہے اور گزشتہ چار عشروں میں پہلی مرتبہ یہ شرح 3% سے بھی نیچے آ گئی ہے۔ گزشتہ سال 4.53% کے مقابلے میں مالی سال 2015-16 میں کمزیر پرائس انڈیکس (CPI) 2.86% تک ریکارڈ کی گئی ہے۔

معاشی ترقی کی مذکورہ وجوہات کے نتیجے میں پاکستان اسٹاک ایکسچینج میں بھی مسلسل تیزی کا رجحان رہا اور رواں مالی سال کے دوران انتہائی حدوں سے بھی بلند سطح پر پہنچ گیا اور اس نے اپنا شمار دنیا کی بہترین کارکردگی کی حامل انڈیکس میں برقرار رکھا۔

کاروباری جھلکیاں

کیبلز اینڈ وائرز

کمپنی نے وائر اور کیبلز کے کاروبار میں 60 سال سے زائد تجربے کی بدولت صنعتی شعبے میں اپنا لوہا منوایا ہے۔ ہمارے کاروبار کا انحصار ہماری مصنوعات کی حتمی مارکیٹ کی طاقت، نمونے کے امکانات اور مارکیٹ کی روانی پر ہے۔ ہماری پروڈکٹس ہر قسم کے پروجیکٹس میں استعمال ہوتی ہیں، جس میں عمارتیں، رہائشی اور کمرشل تعمیرات شامل ہیں۔ ملک کی یوٹیلیٹی کمپنیز کی جانب سے بجلی کی ترسیل اور ڈسٹری بیوشن کے لیے بھی کیبل اور کنڈکٹرز استعمال ہوتے ہیں۔ ہم عالمی سطح کے مطابق معیاری وائرز اور کیبلز تیار کرتے ہیں جو کہ ہمارے کسٹمرز کی جدید، مختلف اور عصری تقاضوں سے ہم آہنگ ضروریات پورا کرتی ہیں۔ اس کے علاوہ، کسٹمرز کی ضروریات کو مدنظر رکھتے ہوئے کمپنی نے ریسرچ اور ترقی پر بھی توجہ برقرار رکھی ہے تاکہ اس بات کو یقینی بنایا جائے کہ جو کچھ ہم پیش کرتے ہیں وہ انڈسٹری کی جدید ترین روایات کے عین مطابق ہو۔ ہماری مصنوعات میں اس بات کا خیال رکھا جاتا ہے کہ وہ عالمی معیار کے مطابق ہوں تاکہ بجلی کی روانی، بجلی کی مصنوعات کی بہتر کارکردگی اور جان و مال کے تحفظ کو یقینی بنایا جاسکے۔ مستقل طور پر بین الاقوامی معیار پر پورا اترنے کی ہماری استعداد کا انحصار دنیا کے بہترین معیاری خام مال کا چناؤ، عالمی سطح کے پیشرو ماہرین کا انتخاب اور اعلیٰ ترین کوالٹی اسٹینڈرڈ پر پابند رہنا ہے۔

ہماری سیلز منصوبہ بندی درج ذیل پر مشتمل ہے:

- (i) ہمارے برانڈ کی مارکیٹ میں آگاہی کو برقرار رکھنا اور صارفین کو اعلیٰ معیاری کیبلز اور وائرز کے بارے میں معلومات فراہم کرنا تاکہ معیاری کیبلز ہی ان کی اولین ترجیح رہیں۔
- (ii) منافع بخش مارکیٹوں کی نشاندہی اور پروڈکٹس کا بہترین امتزاج اور اس کے مطابق ہماری پروڈکٹس کی پیشکش؛
- (iii) اس بات کو یقینی بنانا کہ ہمارے ڈیلرز، ڈسٹری بیوٹرز، اسٹاکسٹس اور ویٹروں کے ذریعے کسٹمرز کے لیے ہماری پروڈکٹس کی آسان دستیابی، اور (جہاں کہیں ضروری ہو) براہ راست سیلز کوریج کی سہولت فراہم کرنا؛ اور
- (iv) مطلوبہ مارکیٹ میں قیمتوں میں چھت کی جانچ پڑتال، بہترین خدمات کی فراہمی کی بدولت داخل ہونا۔

ڈائریکٹرز رپورٹ

کمپنی کا تجارتی نیٹ ورک پاکستان کے بیشتر چھوٹے بڑے شہروں میں موجود ہے اور ملک کے 3 بڑے شہروں میں ویٹری ہاؤسز اور پاور کیبل اسٹیشنس بھی ہیں۔ رواں مالی سال کے دوران کمپنی نے پورٹس اینڈ شپنگ، پاور اینڈ انرجی، آئل اینڈ گیس، آٹو اینڈ سٹری اور بلڈرز اینڈ ڈیولپرز سمیت دیگر مختلف شعبوں میں بڑے پروجیکٹس کے سب سے زیادہ آرڈرز کامیابی کے ساتھ حاصل کیے ہیں۔ علاوہ ازیں، کمپنی نے یوٹیلیٹی کمپنیز سے بھی متعلقہ ٹینڈرز حاصل کیے ہیں اور دنیا بھر سے کسٹمرز کے ایکسپورٹ آرڈرز بھی حاصل کر لیے ہیں۔

المونیم سیکشن

ایلیومینیم کے کاروبار میں تیزی اور ترقی کا رجحان رہا۔ اداروں اور پروجیکٹ سیکٹرز میں نئی راہیں کھلنے سے ملک بھر کی علاقائی مارکیٹوں تک رسائی ہوئی۔ قومی اور بین الاقوامی سپلائرز کے درمیان مقابلے کی فضا قائم رہی۔ جس کی وجہ سے خدمت کی فراہمی میں مزید بہتری کی ضرورت ہے جس پر کمپنی نے مستقل بنیادوں پر توجہ مرکوز کر رکھی ہے۔ مارکیٹ میں موجودہ تعلقات کو قائم رکھنے کے لیے کوششوں کے ساتھ نئے کسٹمرز کی تلاش بھی جاری ہے۔ مستقبل میں کامیابی کے لیے آرڈرز کی ڈیلیوری کے لیے درکار وقت میں کمی، پروڈکٹ کے معیار میں استحکام اور بہتر خدمات اہم کردار ادا کر سکتے ہیں۔

آئندہ برس ہم پیداواری صلاحیت میں مزید اضافے اور نئے مواقع کی تلاش کی بنیاد پر نتائج میں مزید بہتری کی امید رکھتے ہیں۔

کارکردگی کا جائزہ

عالمی سطح پر بہتر کاروباری عوامل اور تیل کی قیمتوں میں کمی اور ریجنل معاشی ترقی کی بدولت پاکستان کی معیشت میں بحالی کے آثار نمایاں ہیں۔ زرمبادلہ کے ذخائر میں ریکارڈ اضافے، قومی سطح پر تیزی سے بڑھتی ہوئی آمدنی، زرمبادلہ کا مستحکم ریٹ، اسٹاک مارکیٹ میں ناقابل فراموش تیزی، انڈسٹری کے شعبے میں ترقی اور افراط زر کے دباؤ میں کمی کی بدولت ہمارے ملک کا اعتماد بحال ہو گیا ہے۔ البتہ، مذکورہ بالا شعبوں میں ترقی کے باوجود، سیکپورٹی چیلنجز اور انرجی کی کمی، ایکسپورٹ کی کمی اور ریونیو کلیکشن کی گرتی ہوئی صورتحال نے ملک میں تجارتی فضا پر بھاری دباؤ کو برقرار رکھا ہوا ہے۔

رواں سال کے دوران معیشت کے ملے جلے نتائج کے باوجود، کمپنی کی مجموعی آمدنی خاطر خواہ نہیں لیکن منافع میں قدر بہتر ہے جیسا کہ ذیل میں دکھایا گیا ہے:

	2015-16	2014-15	Incr./ (Dec.)
	Rs. in million		%
Sales	6,850	6,957	(2)
Gross Profit	1,083	869	25
Gross Profit Percentage	15.8%	12.5%	
Profit Before Tax	407	250	63
Profit Before Tax Percentage	5.9	3.6%	
Profit After Tax	264	189	40
Profit After Tax Percentage	3.9%	2.7%	
EPS - Rs.	9.29	6.65	40

کمپنی نے 6.9 بلین روپے کی آمدنی کی ہے جو کہ گزشتہ سال کی 7.0 بلین روپے سائز کے مقابلے میں 2% کم ہے۔ گزشتہ سال کے مقابلے میں سائز میں کمی کی وجہ ہماری پروڈکٹس کی کم قیمتیں ہیں جو کہ رواں سال کا پرکی قیمتوں میں کمی کے باعث ہوئیں، جس کی وجہ سے ہماری آمدنی میں کمی آئی۔ حالانکہ، والیوم کے اعتبار سے گزشتہ سال کی نسبت اس سال زیادہ بہتری نظر آئی ہے۔

سال میں خام منافع 1,089.8 بلین روپے (آمدنی کا 15.8%) رہا، جبکہ گزشتہ سال خام منافع 869.2 بلین روپے (آمدنی کا 12.5%) تھا۔ مجموعی منافع میں اضافے کی وجوہات میں سائز کا بہتر امتزاج، منافع کی بہتر شرح، حجم میں اضافہ، پیداوار میں بہتری اور آپریشنل کارکردگی میں بہتری ہے۔

ڈائریکٹرز رپورٹ

مارکیٹنگ، سیلنگ اور ایڈمنسٹریشن کے اخراجات رواں سال 602.4 ملین روپے ریکارڈ کیے گئے جبکہ گزشتہ سال یہ اخراجات 489.5 ملین روپے تھے۔ اخراجات میں اضافے کی بڑی وجہ مال برداری کا خرچہ تھا۔ رواں سال فنانشل چارجز 80.9 ملین روپے جبکہ گزشتہ سال 122.2 ملین روپے تھے۔

مذکورہ بالا وجوہات کے نتیجے میں، کمپنی کا ٹیکس کے بعد منافع 264.3 ملین روپے تھا جبکہ گزشتہ سال یہ منافع 189.3 ملین روپے تھا۔ اس سال فی شیئر آمدنی 6.65 روپے سے 9.29 روپے تک بڑھ گئی۔

منافع اور اس کی تقسیم

رواں مالی سال کے لیے، آپ کے ڈائریکٹرز نے فی شیئر پر 4.5 روپے (45%) کے حتمی نقد منافع (2015:30%) کی سفارش کی ہے۔ اس طرح منافع کی تقسیم درج ذیل ہوگی:

2015-16 (Rupees in '000)

264,280
(19,874)
244,406
179,892
7,433
431,731

ٹیکس کی ادائیگی کے بعد خالص منافع
دیگر جامع آمدنی / (خسارہ)
کل جامع آمدنی

گزشتہ سال سے غیر منقسمہ منافع اس میں جمع کیا گیا

سرپلس اون ری۔ ویلیو ایڈیشن سے منتقلی

منافع کی تقسیم:

2015-16 (Rupees in '000)

85,387
94,000
252,344
431,731
9.29

30 جون 2015 کو ختم شدہ سال کے لیے حتمی نقد منافع کی ادائیگی بحساب 3.00 روپے فی شیئر (30%)

30 جون، 2015 کو ختم شدہ سال کے لیے عمومی ذخائر میں منتقلی
غیر منسوبہ منافع جو آگے بڑھایا گیا

فی حصص آمدنی - روپے

128,081

124,000

مجوزہ حتمی نقد منافع برائے سال 2016 فی حصص 4.50 روپے
عمومی ذخائر میں منتقلی

گردش زر اور لیکوڈیٹی

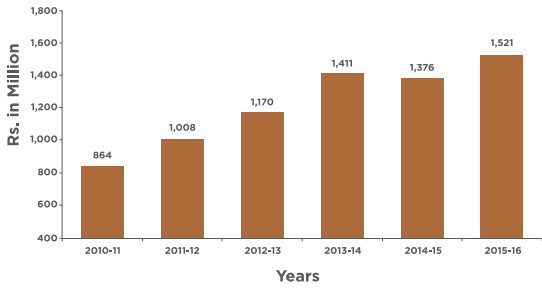
مجموعی طور پر لیکوڈیٹی کو یقینی بنانے کے لیے کمپنی مستقل بنیادوں پر گردش زر (کیش فلو) کو مانیٹر کر رہی ہے۔ مالی سال کے دوران، کمپنی کا آپریشنز سے خالص کیش فلو 490.3 ملین روپے تھا۔ کمپنی نے کریڈٹ پر سختی کے ساتھ کنٹرول اور وصولیابی میں بہتری کی مدد سے گردش زر کو منظم رکھا۔

کمپنی نے انٹرسٹ اور زرمبادلہ کے ریٹس پر بھی مانیٹرنگ کو جاری رکھا تاکہ کسی بھی بڑی بچت یا چنگ کے مواقع سے فائدہ اٹھایا جاسکے۔

قومی معیشت میں حصہ

قومی معیشت میں حصہ کا گراف

کمپنی نے رواں سال ٹیکس، لیویز، سبزی ٹیکس وغیرہ کی مد میں قومی خزانے میں 1,521 ملین روپے
(2014-15: 1,367 ملین روپے) جمع کرائے۔



بورڈ میں تبدیلیاں

رواں سال بورڈ میں درج ذیل تبدیلیاں عمل میں آئیں:

(i) محترم محمد اشفاق عالم کو محترمہ ڈیانا ٹومان کی جگہ مقرر کیا گیا جنہوں نے 13 اکتوبر، 2015 کو استعفیٰ دے دیا تھا۔

کمپنی خواہاں ہے کہ جانے والی ڈائریکٹری خدمات کو ہمیشہ یاد رکھا جائے۔ بورڈ اپنے نئے ڈائریکٹر کا استقبال کرتا ہے اور ان سے پر امید ہے۔

کارپوریٹ گورننس

کوڈ آف کارپوریٹ گورننس کے کارپوریٹ اینڈ فنانشل رپورٹنگ فریم ورک پر عملدرآمد کرتے ہوئے ہم مسرت کے ساتھ بیان کرتے ہیں کہ:

- (i) کمپنی کی انتظامیہ کی جانب سے تیار کردہ فنانشل اسٹیٹمنٹس میں تمام معاملات کو شفاف طریقے سے پیش کیا گیا ہے، ان میں آپریشنز، کیش فلو اور ایکویٹی میں تبدیلیاں شامل ہیں۔
- (ii) کمپنی کی جانب سے اکاؤنٹس کے کھاتے کو مکمل طور پر تیار کیا گیا ہے۔
- (iii) فنانشل اسٹیٹمنٹس اور اکاؤنٹنگ کے تخمینوں کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں پر مستقل مزاجی کے ساتھ عمل کیا گیا ہے جو کہ موزون اور صحیح فیصلوں پر محیط ہیں۔
- (iv) فنانشل اسٹیٹمنٹس کی تیاری میں اسلامی جمہوریہ پاکستان میں لاگو انٹرنیشنل فنانشل رپورٹنگ اسٹینڈرڈز کی پیروی کی گئی ہے۔
- (v) انڈرل کنٹرول سسٹم کو اچھی طرح تیار کیا گیا ہے اور اس پر موثر طریقے سے عملدرآمد اور مانیٹرنگ بھی کیا جاتا ہے۔
- (vi) کمپنی کی آئندہ سالوں میں اچھے طریقے سے چلنے کی اہلیت پر کوئی شبہ نہیں ہے۔

گزشتہ سات برس کا اہم آپریشننگ اور فنانشل ڈیٹا صفحہ نمبر 55 پر دیا گیا ہے، جبکہ شیئر ہولڈنگ pattern صفحہ نمبر 53 پر فراہم کیا گیا ہے۔

ڈائریکٹرز رپورٹ

کمپنی کے چار (4) ڈائریکٹرز نے مقامی ادارے کے ڈائریکٹرز ٹریننگ پروگرام سے سند حاصل کر لی ہے، جو کہ سیکیورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کے مجوزہ معیار پر پورا اترتا ہے۔ بقیہ پانچ ڈائریکٹرز میں سے چار ڈائریکٹرز کو کوڈ آف کارپوریٹ گورننس کی شیٹ (xi) کے تحت استثنیٰ حاصل ہے اور اس طرح وہ ڈائریکٹرز ٹریننگ پروگرام میں شرکت سے مستثنیٰ قرار دیئے گئے۔ بقیہ ایک ڈائریکٹر نے حال ہی میں بورڈ میں شمولیت اختیار کی ہے اور کمپنی ان کی تربیت کے لیے جلد ہی انتظام کرے گی۔

31 دسمبر، 2015 کو ختم شدہ سال کے لیے پروویڈنٹ فنڈ اور پنشن فنڈ کی سرمایہ کاری کی مالیت درج ذیل ہے:

پروویڈنٹ فنڈ	187.153 ملین روپے
پنشن فنڈ	263.086 ملین روپے

رواں سال بورڈ آف ڈائریکٹرز کے چھ (6) اجلاس، آڈٹ کمیٹی کے چار (4) اور ایچ ایم اینڈ ریورس اینڈ ریویژن کمیٹی کے دو (2) اجلاس منعقد ہوئے۔ ہر ڈائریکٹر کی حاضری کا ریکارڈ درج ذیل ہے:

بورڈ آف ڈائریکٹرز کے اجلاس

ڈائریکٹرز	اجلاسوں میں شرکت کی تعداد
محترم مصطفیٰ اے چنائے	05/06
محترم ہارون رشید	06/06
محترم سید نسیم احمد	05/06
محترم ناقد بیچہ شیرازی	04/06
محترم روڈریک میک ڈونلڈ	03/06
محترمہ سعدیہ خان	06/06
محترمہ ڈیانا ٹومان	01/03
محترمہ زگس گھلو	04/06
محترمہ کمال اے۔ چنائے	06/06
محترمہ محمد اشفاق عالم	00/02

آڈٹ کمیٹی کے اجلاس

ڈائریکٹرز	اجلاسوں میں شرکت کی تعداد
محترم ہارون رشید	04 / 04
محترمہ سعدیہ خان	04 / 04
محترم روڈریک میک ڈونلڈ	02 / 04

ڈائریکٹرز رپورٹ

ہیومن ریسورس اینڈ ریمونریشن کمیٹی کے اجلاس

ڈائریکٹرز	اجلاسوں میں شرکت کی تعداد
محترم سید نسیم احمد	02 / 02
محترم مصطفیٰ اے۔ چنائے	02 / 02
محترم ناقد ایچ۔ شیرازی	02 / 02
محترم کمال اے۔ چنائے	02 / 02

کارپوریٹ سماجی ذمہ داری

یو این گلوبل کمپنیکٹ کے ممبر کی حیثیت سے جو گلوبل کمپنیکٹ کے 10 رہنما اصول بشمول، انسانی حقوق، مزدوروں کے حقوق، رشوت خوری اور ماحول کی حفاظت سے متعلق ہیں، کمپنی اپنا کردار ادا کرنے کی پابند ہے۔

کمپنی صحت، تعلیم اور ماحول دوستی کے اقدامات میں بھرپور کوشش اور تعاون کے ذریعے کمیونٹیز کی حفاظت میں ترجیحی بنیادوں پر کام کر رہی ہے۔ اس سلسلے میں شراکت دار اداروں کے ساتھ تعاون کرنے سے پہلے ان کو اچھی طرح سے جانچا جاتا ہے تاکہ اس بات کو یقینی بنایا جاسکے کہ تعاون مستحق افراد تک پہنچے اور اس سے ان کی زندگیوں میں مثبت تبدیلی واقع ہو۔

امسال کمپنی نے آئی بی اے کے طلباء کے ایک اور اقدام، 'روشنی' کے ساتھ اپنا تعاون جاری رکھا۔ اس پروگرام کا مقصد غریب طلباء کو کاروباری بنیادوں پر تعلیم سے آشنا کرایا جائے اور انہیں ملازمت کے حصول میں تعاون فراہم کیا جائے تاکہ ان کے لئے سیکھے اور ترقی کرنے کے بہتر مواقع میسر ہو سکیں۔ یہ سرگرمی اپریل 2016 میں کامیابی کے ساتھ سرانجام دی گئی جس سے کمپنی کو موقع ملا کہ وہ غریب طلباء اور آئی بی اے طلباء باڈی کے درمیان ایک پلیٹ فارم فراہم کرے۔

کمپنی نے ہوپ فاؤنڈیشن کی رمضان کمپین میں بھی تعاون کیا جو کراچی میں جون 2016 میں ہوپ کی آؤٹ ڈور کمپین برائے زکوٰۃ تعاون میں اسپانسر کے طور پر انجام دی گئی۔

امسال دیگر امدادی کاموں میں کمپنی کی جانب سے متعدد دفلاحي ادارے اور دفلاحي کاموں میں تعاون کیا جن میں مندرجہ ذیل شامل ہیں:

- (i) امیر سلطان چنائے فاؤنڈیشن
- (ii) ال۔ امیدری ہیلی ٹیشن ایسوسی ایشن
- (iii) آغا خان ایجوکیشن سروسز
- (iv) آغا خان ہیلتھ سروسز
- (v) سارک ویمن ایسوسی ایشن
- (vi) دی کڈنی سینٹر

کوالٹی اور ٹیکنالوجی

کمپنی پروڈکٹ کے معیار، کسٹمرز کی بہترین سروس، جدت اور موثر کارکردگی کے لیے کوشاں ہے۔ کمپنی اپنے عہد کے مطابق معزز کسٹمرز کو مستقل بنیادوں پر بہتر سہولیات دینے کے اصول پر قائم ہے، اس کے لیے ہم پروڈکٹ اور طریقہ کار میں مستقل بنیادوں پر بہتری لارہے ہیں۔ کمپنی اپنی تمام پروڈکٹس کے لیے ISO 9001:2008 کی شرائط کو پورا کرتی ہے اور اس طرح BVQI, UK سے مستند ہے۔

کمپنی کے پاس انتہائی جدید اعلیٰ معیار کو برقرار رکھنے کے لیے پی وی سی لیبارٹریز ہیں، جہاں پر جدید آلات نصب ہیں اور انتہائی پیشہ ور اور ماہر افرادی قوت کی بدولت مینوفیکچرنگ کے طریقہ کار کے ہر مرحلے کا معائنہ کیا جاتا ہے، تاکہ اس بات کو یقینی بنایا جائے کہ ہماری حتمی مصنوعات کو عالمی specifications کے مطابق شکل دی جائے۔ کمپنی پاکستان میں واحد کیبل مینوفیکچرنگ ادارہ ہے جہاں پر درمیانی اور کم ولٹیج کی کیبلز عالمی طور پر قابل قبول معیار کے مطابق تیار کی جاتی ہیں جس میں نیدر لینڈز میں قائم KEMA کی ہائی ولٹیج لیبارٹری کی جانب سے پروڈکٹس کی ٹیسٹنگ اور تصدیق کرائی جاتی ہے۔ اس کے علاوہ، کمپنی کی پروڈکٹس (Conformite Europeenne) سے تصدیق، PSQCA سے تصدیق، ERDA (Electrical Research and Development Association) بھارت، TUV SUD PSB Pte. Ltd، سنگاپور، اور اس کے علاوہ پاکستان کی معروف ہائی ولٹیج اینڈ شارٹ سرکٹ لیبارٹری روات سے کامیاب ٹیسٹ کرائے جاسکے ہیں علاوہ ازیں، ہماری کمپنی واحد پاکستانی مینوفیکچرر ہے جس کو عمان ریگولیٹری اتھارٹی نے عمان کی مارکیٹ میں فروخت کی اجازت دی ہے۔

اس کے علاوہ، کمپنی پاکستان میں واحد کیبل مینوفیکچرر ہے جس کے پاس جدید فائرنیسٹ لیبارٹری ہے، جہاں پر درج ذیل ٹیسٹ کرانے کی سہولیات موجود ہیں، جو کہ کم دھواں اور زیرو ہیلوجن (LSZH) آگ کو روکنے والی کیبلز کے لیے لازمی ہے:

- (i) سنگل انسولیٹڈ وائر کے لیے ورٹیکل فلیم پروپے گیشن ٹیسٹ یا IEC 60332-1-2 کے مطابق کیبلز؛
- (ii) ورٹیکل - ماؤنٹڈ ہینڈ وائرز کی ورٹیکل فلیم اسپرینڈ ٹیسٹ یا IEC 60332-3 کے مطابق کیبلز، کیبلنگ اور بی، بی اور ڈی؛
- (iii) Smoke Density کا ٹیسٹ IEC 61034-1 and 2 کے مطابق؛
- (iv) ایکٹو کیبلز کی گرہائش کے دوران گیسز کے اخراج کا ٹیسٹ؛ اور
- (v) ہیلوجین، ایریڈ گیس ایمیشن ٹیسٹ، IEC 60754-1 and 2 کے مطابق

کاروبار کے طریقہ کار میں بہتری اور ترقی

آج کل مارکیٹ میں مقابلے کے رجحان کی وجہ سے کسی بھی انڈسٹری کے لیے کاروبار کے طریقہ کار میں بہتری انتہائی ضرورت کی حامل ہے۔ کمپنی مستقل طور پر کاروبار کے طریقہ کار میں سرگرمیوں کے لیے process reengineering کرتی ہے تاکہ آپریشنل، ٹیکنیکل اور انجینئرنگ عوامل کے لیے ٹیکنالوجی میں ترقی سے فائدہ اٹھایا جاسکے۔ حالیہ اقدامات جاری ہیں جو کہ کارکردگی بڑھانے، وقت کی بچت، اور کم سے کم خام مال کے ضیاع کا باعث بنیں گے۔ کمپنی کے پاس کارکردگی کو جانچنے کے لیے انتہائی عمدہ نظام ہے۔ اس سلسلے میں کمپنی کا ایک بہترین نظام موجود ہے جس کا مقصد یہ ہے کہ سرگرمیوں سے بہتری کے متعلق visibility اور monitoring کو یقینی بنایا جائے۔ اسی اٹلی میں کمپنی lean enterprise بننے کی طرف گامزن ہے جس کی وجہ سے وہ Lean کے بنیادی اصولوں پر کاربند ہے۔

آپریشنل ایکسی لسنسی پروگرام کے تحت متعدد اقدامات کئے جا رہے ہیں۔ اس میں بروقت مانیٹرنگ، نظر ثانی اور صحیحی اقدامات شامل ہیں۔ ڈیپارٹمنٹ کے درمیان ٹیم ورک کو بہتر بنانے اور Follow up کو فروغ دینے کے لیے مشترکہ نظر ثانی کے اجلاس منعقد کیے جاتے ہیں۔ کارکردگی کو بہتر بنانے کے اقدامات ہمارے کسٹمرز سے کئے گئے کوالٹی کے عہد کو یقینی بنانے ہیں اور موثر منصوبہ بندی تریبل کو قابل اعتماد بنانے میں کامیاب ثابت ہوئی ہے۔ اس سلسلے میں مختلف منصوبے متواتر بہتری کے لئے بہترین آلہ کار ثابت ہوئے ہیں۔ فیکٹری کی کارکردگی کے Benchmarks میں مستقل اضافہ کمپنی کو بہترین درجہ پر پہنچنے میں مدد دیتا ہے۔

کمپنی نے جدید کارپوراٹو اور پی وی سی کمپاؤنڈنگ پلانٹس، جو کہ اس کے اہم خام مال ہیں، کی شکل میں upstream انضمام کیا ہوا ہے۔ کمپنی نے 2 MW کے ٹرائی جنریشن پاور پلانٹ میں بھی سرمایہ کاری کر دی ہے۔ ان پلانٹس سے یقین ہوتا ہے کہ کمپنی کے پاس بغیر خلل کے پاور سپلائی اور اہم خام مال کم قیمتوں پر دستیاب ہے۔

انفارمیشن ٹیکنالوجی

نئی ٹیکنالوجی کو استعمال کرنے کی ہماری مسلسل کوششوں کی بدولت، کمپنی نے اپنے بزنس اپیلی کیشنز کو اوریکل EBS پر منتقل کر دیا ہے، جو کہ ایک جدید ERP سسٹم ہے۔ فیکٹری آفس، ہیڈ آفس اور ریجنل آفس کے درمیان ڈیٹا لنک کو بھی اپ گریڈ کیا گیا ہے۔ اس کے علاوہ، ہم نے کمپنی کی کارپوریٹ ویب سائٹ کو وسعت دینے کے لیے اردو زبان کا بھی استعمال کیا ہے۔

تحفظ، صحت اور ماحول

کمپنی میں صحت کے تحفظ اور ہمارے افراد کی حفاظت اور صحت مند ماحول میں کام کرنے کو بہت زیادہ اہمیت دی جاتی ہے، جیسا کہ کمپنی ایسے ماحول کو قائم کرنے کے لیے عزم ہے جہاں پر کم سے کم خطرات ہوں، صحت اور تحفظ یقینی ہو۔ کمپنی کے پاس ہیلتھ سیفٹی اینڈ انوائزمنٹ (HSE) کے انتظام کا بہترین نظام اور HSE کی پالیسی ہے۔ ایک شاندار تربیتی پروگرام، خود احتسابی، انٹرنل آڈٹس اور وقتاً فوقتاً انتظامی نظر ثانی کے ذریعے ہر ملازم کے لیے HSE کی ضروریات کو یقینی بنایا جاتا ہے۔

کمپنی کو اپنی ”ماحول دوست“ پروڈکٹس کی مینوفیکچرنگ پرفرمنس پر فخر ہے۔ کمپنی پاکستان میں اعلیٰ معیاری وائر اور کیبلز کو بین الاقوامی معیار کے مطابق بنانے کے کاروبار میں مصروف عمل ہے۔ ہماری کیبلز میں اعلیٰ معیاری کا پر استعمال ہونے کی وجہ سے ہماری کیبلز کے ذریعے بجلی ترسیل کے دوران لائن لاس کم سے کم ہوتا ہے۔ اسی طرح ایوٹیکس جو کہ لکڑی کی کھڑکیوں اور دروازوں کا متبادل ہے جس سے جنگلات کے خاتمے کو روکنے میں مدد ملتی ہے۔ اس کے علاوہ کمپنی اپنے صارفین کی لکڑی کے بنے کیبل ڈرم کی واپسی کے لیے حوصلہ افزائی کرتی ہے تاکہ ری سائیکلنگ کے ذریعے بھی جنگلات کے خاتمے کو روکنے میں مدد ملے۔

کمپنی اپنے احاطے میں اس بات کو یقینی بنانے کے لیے کوشاں رہتی ہے کہ اپنے ملازمین اور ارد گرد دیگر افراد کی صحت اور تحفظ کو اہمیت دی جائے۔ کمپنی کی تمام سرگرمیوں کے دوران ہمیشہ ماحول پر اس کے اثرات کو بھی ذہن میں رکھا جاتا ہے۔ پلانٹ آپریشن کو مکمل گرفت کے ساتھ ورکرز اور ارد گرد کی کمیونٹی کے لیے محفوظ اور ماحول دوست بنایا گیا ہے۔ آلودگی پر قابو پانے، صاف، سرسبز اور صحت مند ماحول کے لیے متعدد اقدامات اٹھائے گئے ہیں جن میں فضا کے اندر گیس کے اخراج پر قابو، ویسٹ ہیٹ کی ری سائیکلنگ اور سرسبز ماحول کو بہتر بنانے کے لیے مسلسل کوششیں تاکہ ہارٹی کلچر، بہتر رہائشی سہولیات کی بدولت فیکٹری کے ارد گرد ماحول کو بہتر بنایا جائے۔ کمپنی کی جانب سے تمام نقصان دہ اشیاء کی نگرانی کی جاتی ہے تاکہ ماحول کے تحفظ کے لیے تمام بہترین روایات کو یقینی بنایا جائے۔ مثال کے طور پر، کسی بھی اینڈ انوائزنگ ویسٹ کو خارج ہونے سے قبل NEQ کے معیار کے مطابق نقصان سے پاک کیا جاتا ہے۔

متعلقہ سرگرمیوں کو مستقل بنیادوں پر بہتر بنایا جاتا ہے تاکہ حادثات سے محفوظ کام کی جگہ کو یقینی بنایا جائے جس کے لیے تقریباً ہونے والے حادثات کی بروقت reporting کی حوصلہ افزائی اور موثر تفتیش کی جاتی ہے تاکہ ان واقعات کو آئندہ ہونے سے روکا جائے۔ تمام ڈپارٹمنٹس کا HSE داخلی اور خارجی audit ہوتا ہے تاکہ ان کی HSE پر عمل درآمد کی تشخیص ہو سکے۔ رواں سال کے دوران HSE کی 11 ٹرینٹس اور صحت و صفائی کے 12 معائنے کیے گئے۔ اس کے علاوہ کمپنی نے ورک پلیس انوائزمنٹ کی کیٹگری میں 3rd پرائز حاصل کر لیا ہے، جو کہ ایمپلائز فیڈریشن آف پاکستان (EFP) کے زیر اہتمام منعقد کیا گیا تھا، اس کے علاوہ ای ایف پی کے تحت انٹرنیشنل لیبر آرگنائزیشن (ILO) کے تعاون سے منعقدہ 11 ویں OSH&E کمپلائنس ایوارڈ میں بھی تیسری پوزیشن حاصل کی ہے۔ مذکورہ کامیابیوں کے علاوہ کمپنی نے اس سال ’21 وں سالانہ انوائزمنٹ ایکسی لینس ایوارڈ‘ بھی حاصل کر لیا ہے جو کہ نیشنل فورم برائے انوائزمنٹ اینڈ ہیلتھ نے منعقد کیا تھا۔

انتظامیہ کی کوششوں سے کمپنی نے OHSAS 18001:2007 (آکسیڈیشنل ہیلتھ اینڈ سیفٹی مینجمنٹ سسٹم) اور ISO 14001:2004 (انوائزمنٹ مینجمنٹ سسٹم) سے بھی تصدیق حاصل کر لی ہے۔ کمپنی کا شمار پاکستان کی چند ایسی کمپنیوں میں ہوتا ہے جنہوں نے نیشنل فورم برائے انوائزمنٹ اینڈ ہیلتھ کے 7 ویں، 8 ویں، 10 ویں اور 12 ویں سالانہ انوائزمنٹ ایکسی لینس ایوارڈ حاصل کیے ہیں۔

چونکہ کمپنی کا اپنا پاور پلانٹ waste heat recovery اور vapor absorption chillers کے ساتھ لگا ہوا ہے یہ گیس اور بجلی کو بہتر طریقہ سے استعمال میں لاتے ہوئے توانائی کی بچت کو یقینی بنا رہا ہے۔

ڈائریکٹرز رپورٹ

کمپنی اپنے تمام داخلی اور خارجی stakeholders کو صحت، حفاظت اور بہترین ماحول فراہم کرنے کی پابند رہے گی۔

ٹریڈنگ اور ہیومن ریسیورس ڈیولپمنٹ

ہیومن ریسیورس ٹیم کمپنی کے ملازمین کی ترقی، معاونت، حوصلہ افزائی اور تعمیر کے لیے کوشاں ہے۔ ہیومن ریسیورس ٹیم کمپنی میں افرادی قوت کو بہتر بنانے اور انہیں صحیح سمت میں چلانے کے لیے سہولیات فراہم کرتی ہے؛ تاکہ کمپنی اپنے امداد حاصل کرتی رہے۔ اس کی ذمے داریوں میں افرادی قوت کی بھرتیاں، تربیت اور متعلقہ شعبوں میں ملازمین کی ضروریات کو پورا کرنا اور کمپنی میں درست افرادی قوت کو لانے کی منصوبہ بندی کرنی ہے۔ ٹیم Talent Engagement اور Employee Branding جیسی سرگرمیاں مثلاً Career Fair، وغیرہ میں مصروف عمل ہے۔

اس بات کو جانتے ہوئے کہ کمپنی کی کامیابی کا انحصار ملازمین کی اچھی کارکردگی پر ہے؛ ہیومن ریسیورس ٹیم نے ملازمین کے لیے کمپنی کے اندر اور باہر تربیتی سیشنز کا اہتمام کیا ہے تاکہ آنے والے سالوں میں آرگنائزیشنل کامیابیاں حاصل کی جاسکیں۔ معاشرے کے ذمے دار ادارے کی حیثیت سے، کمپنی نے طلبہ کے لیے انٹرن شپ کے دروازے بھی کھول رکھے ہیں تاکہ وہ ماہرانہ اہلیت، تجربہ اور علم کے ساتھ مزین ہو کر مستقبل کے معمار بن سکیں۔

دو طرفہ تبادلہ خیال کی اہمیت کو مد نظر رکھتے ہوئے ہیومن ریسیورس ٹیم نے حال ہی میں کمپنی کے چیف ایگزیکٹو کے خطاب کا انعقاد بھی کیا ہے تاکہ ملازمین کو کاروبار کی جزئیات سے آگاہ کیا جاسکے اور ان سے حاصل ہونے والی آراء و خوش آمدید کہا جاسکے۔

ملازمین کے ساتھ تعلقات

30 جون، 2016 کو ملازمین کی مجموعی تعداد 448 تھی۔ پورے سال میں ملازمین کے ساتھ تعلقات ہر سطح پر بہترین رہے ہیں۔ رواں سال کے دوران یونین کی انتظامیہ کے ساتھ بھی انڈسٹریل امن کو برقرار رکھنے کے لیے تعلقات دوستانہ رہے۔

آڈیٹرز

موجودہ کمپنی آڈیٹرز میسرز کے پی ایم جی تاثیر ہادی اینڈ کمپنی نے retirement کے بعد اہل ہونے کی بنیاد پر دوبارہ تقرری کے لیے پیشکش کر دی ہے۔ آڈٹ کمیٹی اور بورڈ آف ڈائریکٹرز نے 30 جون، 2017 کو ختم ہونے والے سال کے لیے ان کے بطور آڈیٹرز تقرری کی سفارش کر دی ہے۔

کاروباری خطرات اور چیلنجز

دھاتوں کی قیمتوں میں اتار چڑھاؤ

کمپنی دھاتوں کی قیمتوں میں اتار چڑھاؤ خصوصاً کارپری قیمت سے براہ راست تعلق رکھتی ہے۔ جس نے ماضی میں اس کے نتائج کو کافی اثر انداز کیا ہے۔ اگر کارپری قیمتوں میں اضافہ ہو جائے تو ہماری پروڈکٹس کی قیمتیں بھی بڑھ جاتی ہیں، اور ہم قیمتوں میں اضافے کا بوجھ کسٹمرز پر ڈالتے ہیں۔ اسی طرح، اگر کارپری قیمتوں میں کمی آجائے تو ہمارے کیلبرز کی قیمت بھی کم ہو جاتی ہے۔ جبکہ ہم اضافے کا مکمل یا جزوی بوجھ کسٹمرز پر ڈالتے ہیں، بعض اوقات ہم ایسا نہیں کر سکتے۔ اس کے علاوہ، جیسے ہی کارپری قیمتیں تبدیل ہوتی ہیں تو ہمارے کسٹمرز بھی اپنے آرڈرز کا طریقہ کار تبدیل کرتے ہیں، اس طرح ہماری وائرز اور کیبلز کی طلب پر مبنی اثرات مرتب ہوتے ہیں اور ہماری inventory بھی متاثر ہوتی ہے۔ کمپنی کے پاس Risk Management اور خرید کی منصوبہ بندی موجود ہے جو اس بات کو یقینی بناتی ہے کہ کارپری اور المونیم کی قیمتوں میں اتار چڑھاؤ کی وجہ سے کمپنی کو خسارے سے محفوظ رکھا جائے۔

فارن آپٹیمائزیشن کا خطرہ

کمپنی کو فارن آپٹیمائزیشن کے خطرے کا بھی سامنا رہتا ہے کیونکہ زیادہ تر خام مال کی خریداری اور امپورٹ کے سلسلے میں فارن کرنسی پر انحصار کرنا پڑتا ہے، خاص طور پر امریکی ڈالر پر اور ہماری سہولتوں پر زیادہ تر پاکستانی روپے میں ہوتی ہے۔ امریکی ڈالر کے مقابلے میں پاکستانی روپے کی قدر میں کمی کی صورت میں ہماری لاگت بڑھ جاتی ہے اس طرح منافع کا مارجن کم ہو جاتا ہے۔

غیر منظم اداروں کی طرف سے غیر معیاری کیبلز اور نقلی مصنوعات:

غیر منظم اداروں کی جانب سے غیر معیاری وائر اور کیبلز کی مارکیٹ میں آمد مسلسل تشویش ناک ہے۔ غیر معیاری کیبلز مختلف برانڈز کی شکل میں دستیاب ہیں اور اکثر کمپنی کی نقل کے طور پر بھی میسر ہیں۔ زیادہ تر اس سے گھریلو استعمال کی تاریخیں اور لوگوں کو لیج کیبلز متاثر ہوتے ہیں۔ ایسی مصنوعات صارفین کی جان و مال کے لیے بھی خطرہ ہے۔ اس وقت تک کہ مناسب کوالٹی اسٹینڈرڈز اور IP right کے قوانین لاگو نہ ہوں، یہ ہماری آمدنی پر مسلسل اثر انداز ہوتا رہے گا۔ کمپنی نے اس سلسلے میں کافی اقدامات اٹھائے ہیں جس میں IP کے تحفظ سے منسلک بیرونی اداروں کی خدمات اور ہماری مصنوعات کی انٹرنیٹ اور SMS کے ذریعے تصدیق شامل ہے۔

انویٹری سے منسلک خطرہ

ہمارے کاروبار میں انویٹری کو ایک مخصوص سطح پر رکھنا لازمی ہے۔ ہمیں کسٹمرز کے آرڈرز کو پورا کرنے کے لیے inventory کی ایک خاص مقدار اور امتزاج کا تعین کرنا پڑتا ہے۔ اگر ہم ایسا نہیں کرتے تو ہماری آمدنی اور منافع پر انتہائی منفی اثر پڑ سکتا ہے۔ حالانکہ، اگر ہماری انویٹری کی سطح بہت بلند ہے، تو ہمیں اس بات کا خطرہ ہوتا ہے کہ غیر متوقع تبدیلی جیسا کہ مارکیٹ میں طلب کی منتقلی اور قیمتوں میں کمی سے ہماری inventory کی قدر پر منفی اثر پڑ سکتا ہے۔

مقابلے میں اضافہ:

کمپنی ایک انتہائی تقابلی صنعت سے وابستہ ہے جہاں اضافی پیداواری صلاحیت موجود ہے اور مسلسل بڑھتی رہتی ہے۔ جہاں تک موجودہ اور آنے والے مقابلے اپنی قیمتوں میں کمی کر کے مارکیٹ کا حصہ حاصل کریں گے ہمیں بھی اسی اعتبار سے اپنی پیل کی منصوبہ بندی کو تبدیل کرنا پڑے گا جس کی وجہ سے ہمارے مالیاتی نتائج پر منفی اثرات مرتب ہو سکتے ہیں۔

وائر اور کیبلز کی درآمد میں اضافہ:

چینی میڈیم وولٹیج کیبل پاکستانی مارکیٹ میں کافی زیادہ درآمد ہو رہی ہے جس کی وجہ سے چین Free Trade Agreement کے تحت چین سے درآمد کردہ کیبلز پر عائد کردہ ڈیوٹی میں کمی ہے۔ اس کا اثر کمپنی کی آمدنی پر خاطر خواہ ہے اور اگر اس کو اسی طرح نظر انداز کیا گیا تو آئندہ بھی ہماری علاقائی آمدنی کی تباہی کا باعث بنے گی۔ علاوہ ازیں حکومت پاکستان نے بجلی کے منصوبوں میں درآمد ہونے والی کیبلز پر ڈیوٹی کی کمی اور سیلز ٹیکس سے استثنیٰ کی اجازت دی ہے۔ اس کے نتیجے میں اندازہ ہے کہ پچھلے تین سالوں میں تقریباً US \$ 200 million کی مالیت کی کیبل پاکستان میں درآمد ہو چکا ہے۔ اگر حکومت پاکستان نے ان مسائل کو بروقت حل نہ کیا تو کمپنی کو درآمدات کی شکل میں متبادل مصنوعات ہونے کا خطرہ لاحق ہے۔

مستقبل کے امکانات

معاشی سرحدوں پر مثبت اثرات کی بدولت کمپنی آئندہ سال کے جائزے (outlook) کے بارے میں محتاط انداز میں پرامید ہے۔ ملک میں بجلی کے انفراسٹرکچر میں ترقی، توانائی کی ضرورت میں اضافہ، ہاؤسنگ اور تعمیراتی شعبے میں ترقی اور مختلف انڈسٹریل شعبوں میں توسیع کے باعث پاکستان میں وائر اور کیبل کے کاروبار میں ترقی کے امکانات روشن ہیں۔ اس میں درج ذیل نکات بہت اہم ہیں:

ڈائریکٹرز رپورٹ

- (i) سیاسی اور معاشی ماحول میں ترقی اور استحکام
- (ii) بجلی کے انفراسٹرکچر کو ٹرانسمیشن اور ڈسٹری بیوشن کمپنیوں کے ذریعے وسعت دینا
- (iii) مختلف انفراسٹرکچر پروجیکٹس جاری ہیں اور مزید رواں مالی سال میں شروع ہوں گے؛ اور
- (iv) پاک-چین معاشی راہداری سے منسلک پروجیکٹس کا ابتدائی اثر

چونکہ سیلز حجم کا براہ راست تعلق کمپنی کی مصنوعات کی بڑھتی ہوئی طلب پر ہے، کسی بھی قسم کے مزید کارپری کمی اس بڑھتے ہوئے حجم کو offset کر دے گی۔ جس کی وجہ سے کمپنی پر اپنی پیداوار بڑھانے کا دباؤ اور بڑھ جائے گا۔

ابتدائی علامتیں مثبت ہیں جس کی وجہ تعمیراتی کاموں کا بڑھتا ہوا حجم ہے اور کمپنی ایک متاثر کن order book کی حامل ہے۔ تاہم ان مثبت عناصر کے باوجود management اس بات میں محتاط ہے کہ یہ عوامل اپنے ابتدائی مراحل میں ہیں۔ مزید بڑھتے ہوئے داخلی اور بیرونی مقابلے کی وجہ سے منافع کی شرح میں کمی ہو سکتی ہے۔

اس اعتبار سے کمپنی کی منصوبہ بندی میں اپنی مصنوعات کی تشہیر میں فعال رہنا، پیداواری صلاحیت میں اضافہ اور جارحانہ سیلز اقدامات شامل ہیں۔ اس کے علاوہ کمپنی موجودہ صلاحیتوں میں اضافے کے اچھے شہرات کی امید رکھتی ہے۔

ایکسی لینس ایوارڈز

کمپنی نے فیڈریشن آف پاکستان چیمبر آف کامرس اینڈ انڈسٹری (FPCCI) کے تحت منعقدہ 39 ویں سالانہ ایکسپورٹ ایوارڈ کی تقریب میں میرٹ ایکسپورٹ ایوارڈ حاصل کرنے والوں میں اپنا نام شامل کرایا ہے۔ یہ ایوارڈ وزیراعظم پاکستان نے تقسیم کیے تھے۔ کمپنی نے دو کیٹیگریز یعنی نئی مارکیٹوں میں روایتی اور غیر روایتی آئٹمز متعارف کرانے کے ایوارڈ حاصل کیے ہیں۔

اعتراف:

ڈائریکٹرز اس بات کو یکساں پر رکھنا چاہتے ہیں کہ انتظامیہ کی جانب سے محنت اور لگن کے جذبے کے ساتھ کام کیا گیا ہے اور کمپنی کے ملازمین نے بھی پورا سال محنت کا مظاہرہ کیا ہے۔ بورڈ آف ڈائریکٹرز اور کمپنی کے ملازمین کی جانب سے ہم اپنے تمام قابل احترام کسٹمرز، ڈسٹری بیوٹرز، اسٹاکسٹس، ڈیلرز اور بینکرز کا ان کے بھروسے اور اعتماد پر شکریہ ادا کرتے ہیں اور آنے والے برسوں میں بھی کمپنی کی پائیدار ترقی کے لیے ان کی مسلسل معاونت کے خواہشمند ہیں۔

بورڈ آف ڈائریکٹرز کی جانب سے



کمال اے۔ چنائے
چیف ایگزیکٹو



مصطفیٰ اے۔ چنائے
چیئر مین

کراچی: 20 ستمبر، 2016

PROXY FORM

I /We _____

of _____

being a member of **Pakistan Cables Limited** hereby appoint:

_____ Folio No. _____

of _____

_____ (full address)

or failing him _____ Folio No. _____

of _____

_____ (full address)

as my Proxy to attend and vote on my behalf at the 63rd Annual General Meeting of the Company to be held on 28th October, 2016 and at any adjournment thereof.

As witnessed my hands this _____ day of _____ 2016

Signed by the proxy holder

Please affix
Revenue
Stamp of Rs. 5/-

In the presence of (signature / name and address of witnesses)

Signature of
Member

1. _____

2. _____

Shareholder's Folio No. _____ No. of shares held _____

A member entitled to attend and vote at this Meeting is entitled to appoint a proxy to attend and vote instead of him. Such proxy must be a member of the company.

The instrument appointing a proxy should be signed by the member or by his attorney duly authorised in writing. If the member is a corporation, its common seal should be affixed to the instrument.

The instrument appointing a proxy, together with the Power of Attorney under which it is signed or a notarially certified copy thereof, should be deposited at the Registered Office of the Company not less than 48 hours before the time of holding the meeting.

CDC shareholders or their Proxies should bring their original National Identity Card or Passport along with the Participant's ID Number and their Account Number to facilitate their identification.

AFFIX
CORRECT
POSTAGE

The Company Secretary
Pakistan Cables Limited
B-21, Pakistan Cables Road, SITE,
Karachi-75700

پراکسی فارم

میں / ہم

ساکن

پاکستان کیبلو لمیٹڈ کے ممبر کی حیثیت سے

جناب

ساکن

(مکمل پتہ)

فولیو نمبر

یا ان کی جگہ جناب

فولیو نمبر

ساکن

(مکمل پتہ)

کا تقرر کرتا / کرتی ہوں کہ وہ 28 اکتوبر 2016 کو یا اتوا کی صورت میں کسی بھی دیگر وقت مقررہ پر منعقد ہونے والے کمپنی کے 63 ویں سالانہ اجلاس عام میں میرے / ہمارے پراکسی کی حیثیت سے شرکت کریں گے اور ووٹ دیں گے۔

آج بتاریخ _____ 2016 پراکسی ہولڈر نے دستخط کیا۔

پانچ روپے کارسیدی ٹکٹ
چسپاں کر کے دستخط کریں

ممبر کا دستخط

درج ذیل گواہان کی موجودگی میں (گواہان کے دستخط / نام اور پتہ درج کریں)۔

(1)

(2)

شیر ہولڈر کا فولیو نمبر _____ تحویل میں شیرز کی تعداد _____

اجلاس ہذا میں شرکت کرنے اور ووٹ دینے کا اہل ممبر اپنی جانب سے شرکت اور ووٹ دینے کے لیے کسی دوسرے فرد کو اپنا پراکسی مقرر کر سکتا ہے۔ پراکسی کا کمپنی کا ممبر ہونا لازمی ہے۔

حسب ضابطہ پراکسی فارم پر ممبر یا اس کے تحریری طور پر نامزد کردہ اٹارنی کا دستخط ہونا چاہیے۔ ممبر اگر کارپوریشن ہو تو پراکسی فارم پر اس کی باضابطہ مہر لگائیں۔

ایک پراکسی دستاویز اور پاور آف اٹارنی جس کے تحت اس پراکسی پر دستخط کئے گئے ہوں یا اس پاور آف اٹارنی کی نوٹری سے تصدیق شدہ نقل، اجلاس کے مقررہ وقت سے کم از کم 48 گھنٹے قبل کمپنی کے رجسٹرڈ آفس میں جمع کروائی جائے۔

CDC شیر ہولڈرز یا ان کے پراکسیز اپنے اصل قومی شناختی کارڈ یا پاسپورٹ، ہمراہ شرکت کار کا آئی ڈی نمبر اور اکاؤنٹ نمبر اپنی شناخت کی تصدیق کے لیے لازمی ساتھ لائیں۔

درست ڈاک
ٹکٹ چسپاں
کریں

کمپنی سیکریٹری
پاکستان کیبلز لمیٹڈ
B-21، پاکستان کیبلز روڈ، سائینٹ،
کراچی-75700