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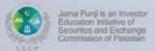
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# **Company Information**

#### Legal Advisors

S. Abid Sherazi & Co. Ahmed and Qazi Hassan & Hassan (Advocates)

#### **Bankers**

National Bank of Pakistan
Al-Baraka Bank (Pakistan) Ltd.
JS Bank Ltd.
Faysal Bank Ltd.
The Bank of Punjab
MCB Islamic
Bank Al Falah Ltd.
Meezan Bank Ltd.
Bank Al Habib Ltd.
Samba Bank Limited
Habib Metropolitan Bank Limited
United Bank Limited

#### Share Registrar

Hameed Majeed Associates (Pvt.) Ltd. 4th Floor, Karachi Chamber, Hasrat Mohani Road, Karachi.

#### Registered Office

F-3, Hub Chawki Road, S.I.T.E. Post Box No. 2706, Karachi - 75730

Website: www.gil.com.pk Email: info@gil.com.pk

#### **Board of Directors**

Lt. Gen. (R) Ali Kuli Khan Khattak
Mr. Ahmad Kuli Khan Khattak
Mrs. Shahnaz Sajjad Ahmad
Mri. Ahmad Kuli Khan Khattak
Mrs. Shahnaz Sajjad Ahmad
Maj. (R) Muhammad Zia
Mr. Jamil Ahmed Shah
Mr. Shahid Kamal Khan
Mr. Sohail Hameed Khan
Chierman
Chier Executive
Director
Director
Ind. Director
Ind. Director

#### Audit Committee

Mr. Sohail Hameed Khan Chairman
Maj. (R) Muhammad Zia Member
Mr. Shahid Kamal Khan Member
Mr. Shahnawaz Damji Secretary

## Human Resource & Remuneration Committee

Mr. Shahid Kamal Khan Chairman
Mr. Ahmad Kuli Khan Khattak Member
Maj. (R) Muhammad Zia Member
Mr. Sohail Hameed Khan Member
Mr. Hassan Mahmood Secretary

# Chief Financial Officer & Company Secretary

Mr. Iftikhar Ahmed Khan

#### **Auditors**

M/s. ShineWing Hameed Chaudhri & Co. Chartered Accountants 5th Floor, Karachi Chambers Hasrat Mohani Road, Karachi.

Quarter ended 30 September

## **Directors' Review**

The directors of your company take pleasure in presenting the unaudited accounts for the quarter ended September 30, 2018.

#### Financial results

Despite shrinking of the overall truck and bus market by 18% the company has increased its market share to 44% as compared with 36% with total sale of 891 units as compared to 886 units in the same quarter of last year. However, the company is also aware of the challenges being posted mainly due to immense pressure on devaluation of currency.

The results for the quarter are as follows:

|   | -,        |             |
|---|-----------|-------------|
|   | 2018      | 2017        |
|   | (Rupe     | es in '000) |
| Sales   | 4,383,842 | 4,001,102   |
| Gross profit                                    | 622,802   | 871,400     |
| Profit from operations                          | 406,784   | 694,791     |
| Profit before taxation                          | 313,813   | 683,130     |
| Profit after taxation                           | 303,703   | 457,827     |
| Earnings per share - basic and diluted (Rupees) | 14.26     | 21.49       |

#### Operating results

The company continued its momentum of previous year in registering remarkable turnover figures as it posted an increase by 10% to Rs. 4.38 billion. This positive impact is due to slight increase in volume with better sales mix as compared with corresponding period. However, the Gross Profit percentage experienced a decrease from 22% of the corresponding period to around 14%, due to increase in raw material prices and depreciation of Pak Rupee against US Dollar and Japanese Yen. Distribution expenses also increased by 48% and finance cost posted a hike by 7 times compared with previous quarter of last year mainly due to increased short term borrowings, these all factors ultimately translated into the decreased EPS to Rs. 14.26 against Rs. 21.49 for the corresponding period last year.

#### **Future outlook**

The current macroeconomic improvements through various policies and directives as considered by the new government coupled with measures to improve trade deficit would surely impact automobile industry as a whole. However, the company is confident to maintain its market share and further strengthen it by the introduction of new product line in pick-up category by the name of D-MAX. Despite this the company have to take measures to positively absorb the impact of rising interest rates and depreciating Pak Rupee.

By order of the Board

Ahmad Kuli Khan Khattak Chief Executive Officer

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Lt. Gen (R) Ali Kuli Khan Khattak Chairman

Fin Kuli Klam

Karachi October 24, 2018

# ڈائریکٹرز کا جائزہ

آپ کی ممپنی کے ڈائر کیٹر زممپنی کے غیر آڈٹ شدہ اکاؤنٹس برائے سہ ماہی مدت مختتمہ 30 ستبر، 2018 پیش کرتے ہوئے خوشی

مالياتي نتائج

2017

مجمو تی طور پر ٹرک اور بس مارکیٹ میں 18 مجم کمی کے باوجود سمپنی نے 891 یونٹس کی فروخت کے ساتھ اپنا مارکیٹ شیئر میں 44 فیصد تک کرلیاہے جبکہ گزشتہ سال اس سہ ماہی میں 886 یونٹس کی فروخت کے ساتھ مارکیٹ شیئر 36 فیصد تھا۔ تاہم، تمپنی رویے کی قدر میں کمی کے حوالے سے بہت زیادہ دباؤ کی وجہ سے درپیش چیلنجوں سے بھی بخوتی واقف ہے.

اس سہ ماہی کے نتائج اس طرح ہیں:

Quarter ended 30 September

2018

|   | (Rupe     | ees in '000) |
|---|-----------|--------------|
| Sales   | 4,383,842 | 4,001,102    |
| Gross profit                                    | 622,802   | 871,400      |
| Profit from operations                          | 406,784   | 694,791      |
| Profit before taxation                          | 313,813   | 683,130      |
| Profit after taxation                           | 303,703   | 457,827      |
| Earnings per share - basic and diluted (Rupees) | 14.26     | 21.49        |

آیریٹنگ کے نتائج

کمپنی نے اپنی گزشتہ سال کی سیلز کے اعداد و شاروں میں قابل ذکرِ اضافے کے سلسلے کو جاری رکھا اور 4.38 ارب روپے کے پی کے اپنی طرحتہ سمان کی سیر سے اعداد و مہاروں میں کا بمل و ہر اصالے کے سینے و جاری رکھا اور 4.38 ارب روپے کے ساتھ 10 فیصد اضافہ اور ۲٫۶۶ ارب روپے ہے۔ تاہم، مجموعی منافع گزشتہ سال کے 22 فیصد کے مقابلے میں کم ہو کر 14 فیصد ہو گیا اس کی وجہ خام مال کی قیمیتوں میں اضافہ اور ڈالر اور جاپائی بن کے مقابلے میں پاک روپیہ کی قدر میں کی ہے. بنیادی طور پر مختصر مدت کے قرضوں کو بڑھانے کی وجہ سے تصمیمی اخراجات میں 48 فیصد اضافہ ہوا اور گزشتہ سال کی چھلی سہ ماہی کے مقابلے میں مالیاتی اخراجات میں 7 گنا اضافہ ہوا۔ اور گزشتہ سال کی چھلی سہ ماہی کے مقابلے میں مالیاتی اخراجات میں 7 گنا اضافہ ہوا۔ اور گزشتہ سال اس مدت میں 21.49 روپے کے مقابلے میں کم ہو کر14.26 رویے ہو گئی۔

تجارتی خیارے میں کمی کے لئے نی حکومت کی پالیسیوں إور إقدامات کی بدولتِ موجودہ میکرو ایکنامک بہتری یقینا مکمِل آٹو موبائل انڈسٹری پر بھی اثر اندرازہو گی۔ تاہم، تمپنی اپنے مارکیٹ شیئر کو بر قرار رکھنے کے حوالے سے پر اعتاد ہے اور اس کو مزید مضبوط بنانے کے لئے ڈی-میکِس کے نام سے نئی پروڈکٹ لائن متعارف کرا رہی ہے. اس کے باوجود کمپنی کو بڑھتی ہوئی سود کی شرح اور روبے کی قدر نمیں کمی کے اثرات کو کم کرنے کے لئے مثبت اقدامات اٹھانے ہوں گے.

بورڈ کے تھم سے

احمد قلی خان خٹک چیف ایگزیکٹو افسر

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کیفٹیننٹ جزل (آر) علی قلی خان خٹک

Li Vil Vlon

24 أكتوبر، 2018

### **Condensed Interim Financial Information**

For the First Quarter Ended September 30, 2018 - Unaudited

### **Condensed Interim Statement of Financial Position**

AS AT SEPTEMBER 30, 2018 - UNAUDITED

|                                    | Note | Unaudited September 30, 2018 (Rupees in | Audited June 30, 2018 1 '000) |
|------------------------------------|------|---|-------------------------------|
| ASSETS                             |      |   |                               |
| NON-CURRENT ASSETS                 |      |   |                               |
| Property, plant and equipment      | 5    | 2,519,826                               | 2,463,605                     |
| Intangible assets                  |      | 352                                     | 384                           |
| Investment property                |      | 88,595                                  | 88,657                        |
| Long term Investment               |      | 1,400                                   | 1,400                         |
| Long term loans                    |      | 6,193                                   | 4,305                         |
| Long term deposits and prepayments |      | 14,652                                  | 11,537                        |
| Deferred taxation                  |      | 34,711                                  | 845                           |
|                                    |      | 2,665,729                               | 2,570,733                     |
| CURRENT ASSETS                     |      |   |                               |
| Stores                             |      | 13,789                                  | 10,281                        |
| Stock-in-trade                     | 6    | 7,847,851                               | 6,888,220                     |
| Trade debts                        | 7    | 371,495                                 | 95,230                        |
| Loans and advances                 |      | 203,436                                 | 168,661                       |
| Trade deposits and prepayments     |      | 750,946                                 | 721,213                       |
| Other receivables                  |      | 792                                     | 741                           |
| Sales tax refundable / adjustable  |      | 871,258                                 | 606,559                       |
| Taxation - payments less provision |      | 708,611                                 | 475,310                       |
| Cash and bank balances             |      | 92,546                                  | 497,261                       |
|                                    |      | 10,860,724                              | 9,463,476                     |
| TOTAL ASSETS                       |      | 13,526,453                              | 12,034,209                    |
|                                    |      |   |                               |

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Sohail Hameed Khan

Director

**Iftikhar Ahmed Khan**Chief Financial Officer

Ahmad Kuli Khan Khattak
Chief Executive

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### **Condensed Interim Statement of Financial Position**

AS AT SEPTEMBER 30, 2018 - UNAUDITED

| Note   | Se | Unaudited eptember 30, 2018 (Rupees i                         | Audited<br>June 30,<br>2018<br>in '000)                                    |
|--|----|---|--|
| EQUITY AND LIABILITIES   |    |   |  |
| SHARE CAPITAL AND RESERVES   |    |   |  |
| Authorized capital 50,000,000 (June 30, 2018: 50,000,000) ordinary shares of Rs.10 each  | _  | 500,000   | 500,000  |
| Share capital Issued, subscribed and paid-up capital 21,304,422 (June 30, 2018: 21,304,422)  |    |   |  |
| ordinary shares of Rs.10 each  |    | 213,044   | 213,044  |
| Capital Reserves Revaluation Surplus on property, plant and equipment Revenue Reserves   |    | 1,857,904   | 1,860,014  |
| Unappropriated profit  |    | 2,956,884   | 2,651,071  |
| NON-CURRENT LIABILITIES  |    | 5,027,832   | 4,724,129  |
| Liabilities against assets subject to finance lease<br>Compensated absences<br>Deferred liabilities  |    | 30,845<br>10,844<br>83,461<br>125,150                         | 34,526<br>10,844<br>80,181<br>125,551                                      |
| CURRENT LIABILITIES  |    | 125,150   | 125,551  |
| Trade and other payables Unpaid dividends Unclaimed dividends Current maturity of liabilities against assets subject to finance lease Accrued mark-up/ interest Short term borrowings  8 |    | 2,930,963<br>24,814<br>43,792<br>8,212<br>91,745<br>5,273,945 | 3,427,060<br>24,814<br>44,271<br>8,224<br>48,309<br>3,631,851<br>7,184,529 |
| CONTINGENCIES AND COMMITMENTS 9  |    | -   | -  |
| TOTAL EQUITY AND LIABILITIES   |    | 13,526,453  | 12,034,209   |

The annexed notes from 1 to 17 form an integral part of these condensed interim financial information.

Ahmad Kuli Khan Khattak

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Chief Executive

Sohail Hameed Khan

Director

Iftikhar Ahmed Khan

# Condensed Interim Statement of Profit or Loss and Other Comprehensive Income

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

|   |         | September 30,    |             |  |
|---|---------|------------------|-------------|--|
|   |         | 2018             | 2017        |  |
|   | Note    | (Rupees in '000) |             |  |
| Sales   |         | 4,383,842        | 4,001,102   |  |
| Cost of sales   | 10      | (3,761,040)      | (3,129,702) |  |
|   |         |                  |             |  |
| Gross profit  |         | 622,802          | 871,400     |  |
| Distribution expenses                                 |         | (136,430)        | (92,228)    |  |
| Administrative expenses                               |         | (63,211)         | (35,740)    |  |
| Other expenses  |         | (19,509)         | (51,067)    |  |
| Other income  |         | 3,132            | 2,426       |  |
|   |         |                  |             |  |
| Profit from operations                                |         | 406,784          | 694,791     |  |
| Finance cost  |         | (92,971)         | (11,661)    |  |
| Profit before taxation                                |         | 313,813          | 683,130     |  |
| Taxation  |         | ,                | ,           |  |
| Taxalion  |         | (10,110)         | (225,303)   |  |
| Profit after taxation                                 |         | 303,703          | 457,827     |  |
| Other comprehensive income                            |         |                  |             |  |
| Items that will not be reclassified to profit or loss |         |                  |             |  |
| Re-measurement of staff retirement benefit obligation |         | -                | -           |  |
| Impact of deferred tax                                |         | _                | _           |  |
| Other comprehensive loss for the year - net of tax    |         | -                | -           |  |
| Total comprehensive income                            | 303,703 | 457.827          |             |  |
| Earnings per share - basic and diluted (Rupees)       |         | 14.26            | 21.49       |  |
|   |         |                  |             |  |

The annexed notes from 1 to 17 form an integral part of these condensed interim financial information.

Ahmad Kuli Khan Khattak

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Chief Executive

**Sohail Hameed Khan** 

Director

Iftikhar Ahmed Khan

### **Condensed Interim Statement of Cash Flows**

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

|  |      | Septem      | ber 30,   |
|--|------|-------------|-----------|
|  |      | 2018        | 2017      |
|  | Note | (Rupees     | in '000)  |
| CASH FLOWS FROM OPERATING ACTIVITIES                       |      |             |           |
|  |      |             |           |
| Cash used in operations                                    | 11   | (1,637,269) | (488,911) |
| Gratuity paid  |      | -           | (434)     |
| Finance cost paid  |      | (51,590)    | (27,787)  |
| Income tax paid  |      | (277,277)   | (292,285) |
| Long term loans  |      | (1,888)     | (3,108)   |
| Long term deposits   |      | (3,115)     | -         |
| Net cash used in operating activities                      |      | (1,971,139) | (812,525) |
|  |      |             |           |
| CASH FLOWS FROM INVESTING ACTIVITIES                       |      |             |           |
| Fixed capital expenditure incurred                         |      | (72,182)    | (39,894)  |
| Sale proceeds on disposal of property, plant and equipment |      | 569         | -         |
| Interest received  |      | 852         | 1,520     |
| Net cash used in investing activities                      |      | (70,761)    | (38,374)  |
|  |      | ` ' '       | , ,       |
| CASH FLOWS FROM FINANCING ACTIVITIES                       |      |             |           |
| Dividend paid  |      | (479)       | (1)       |
| Liabilities against asset subject to finance lease - net   |      | (4,430)     | (2,899)   |
| Net cash used in financing activities                      |      | (4,909)     | (2,900)   |
| ŭ  |      | ( ,===,     | ( ,= ,    |
| Net decrease in cash and cash equivalents                  |      | (2,046,809) | (853,799) |
| Cash and cash equivalents - at beginning of the period     |      | (3,134,590) | 12,749    |
| Cash and cash equivalents - at end of the period           | 12   | (5,181,399) | (841,050) |
|  |      |             |           |

The annexed notes from 1 to 17 form an integral part of these condensed interim financial information.

Ahmad Kuli Khan Khattak

Chief Executive

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Sohail Hameed Khan

Director

Iftikhar Ahmed Khan

# Condensed Interim Statement of Changes in Equity FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

|   | Share Capital                                  | Capital Reserve Revenue Reserve                                  |                               | e Total Equity |
|---|--|--|-------------------------------|----------------|
|   | Issued<br>subscribed<br>and paid-up<br>capital | Revaluation<br>Surplus on<br>property,<br>plant and<br>equipment | Unappro-<br>priated<br>profit | Total          |
|   |  | (Rupees  | in '000)                      |                |
| Balance as at July 1, 2017 (Audited)  | 213,044  | 1,865,114  | 1,612,010                     | 3,690,168      |
| Transaction with owners recognised directly in equity   |  |  |                               |                |
| Final dividend for the year ended June 30, 2017 at the rate of Rs 15 per share  | -  | -  | (319,566)                     | (319,566)      |
| Total comprehensive income for the Quarter ended September 30, 2017   |  |  |                               |                |
| Profit for the period<br>Other comprehensive Income/(Loss) - net  | -  | -  | 457,827<br>-                  | 457,827<br>-   |
| Surplus on revaluation of fixed assets realised during the period (net of deferred taxation) on account of incremental depreciation | -  | (1,970)  | 457,827<br>1,970              | 457,827        |
| Balance as at September 30, 2017 (Un-audited)   | 213,044  | 1,863,144  | 1,752,241                     | 3,828,429      |
| Balance as at July 1, 2018 (Audited)  | 213,044  | 1,860,014  | 2,651,071                     | 4,724,129      |
| Total comprehensive income for the Quarter ended September 30, 2018   |  |  |                               |                |
| Profit for the period<br>Other comprehensive Income/(Loss) - net  | -  | -  | 303,703                       | 303,703        |
| Surplus on revaluation of fixed assets realised during the period (net o  | <br>f  | _  | 303,703                       | 303,703        |
| deferred taxation) on account of incremental depreciation   | -  | (2,110)  | 2,110                         | -              |
| Balance as at September 30, 2018 (Un-audited)   | 213,044  | 1,857,904  | 2,956,884                     | 5,027,832      |

The annexed notes from 1 to 17 form an integral part of these condensed interim financial information.

Ahmad Kuli Khan Khattak

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Chief Executive

Sohail Hameed Khan

Director

Iftikhar Ahmed Khan

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

#### 1. CORPORATE INFORMATION

Ghandhara Industries Limited (the Company) was incorporated on February 23, 1963. The Company's shares are quoted on Pakistan Stock Exchange Limited. The principal activity of the Company is assembly and progressive manufacturing of Isuzu trucks, buses and pick ups.

Bibojee Services (Private) Limited, the ultimate Holding Company, held 8,343,397 (June 30, 2018: 8,343,397) ordinary shares of Rs.10 each of the Company as at September 30, 2018.

#### 2. BASIS OF PREPARATION

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

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

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

#### 3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are consistent with those applied in the preparation of audited annual financial statements for the year ended June 30, 2018.

There are certain new International Financial Reporting Standards (standards), amendments to published standards and interpretations that are mandatory for the financial year beginning on July 1, 2018. These considered not to be relevant or to have any significant effect on the Company's financial reporting and operations and are, therefore, not disclosed in this condensed interim financial information.

#### 4. ACCOUNTING ESTIMATES AND JUDGEMENTS

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

In preparing this condensed interim financial information, the significant judgements made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that applied to the audited annual financial statements for the year ended June 30, 2018.

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

#### 5. PROPERTY, PLANT AND EQUIPMENT

|     |  | (Un-audited)<br>September 30,<br>2018<br>(Rupees | (Audited) June 30, 2018 in '000) |
|-----|--|--|----------------------------------|
|     | Operating fixed assets - at net book value                                   | 2,056,197  | 2,045,429                        |
|     | Capital work-in-progress - at cost   | <u>463,629</u><br>2,519,826                      | 418,176<br>2,463,605             |
|     |  |  |                                  |
| 5.1 | Additions of operating fixed assets during the period / year are as follows: |  |                                  |
|     | Owned  |  |                                  |
|     | - Building on leasehold land   | _  | 17,366                           |
|     | - Plant and machinery  | 4,081  | 54,928                           |
|     | - Permanent tools  | 10,346   | 4,710                            |
|     | - Furniture and fixture  | -  | 2,005                            |
|     | - Motor vehicles   | 9,316  | 44,375                           |
|     | - Trucks / lift trucks   | -  | -                                |
|     | - Office machines & equipment  | 261  | 3,094                            |
|     | - Jigs and special tools   | 2,284  | 17,796                           |
|     | - Computers  | 442  | 9,092                            |
|     | Leased   |  |                                  |
|     | - Cars   | -  | 17,100                           |
| 5.2 | Disposal of operating fixed assets during the period / year are as follows:  | 26,730   | 170,466                          |
|     | period / year are as follows.  |  |                                  |
|     | Owned - Motor vehicles Net book value  |  | 19,293                           |
| 6.  | STOCK-IN-TRADE   |  |                                  |
|     | Raw materials and components   | 5,459,318  | 4,815,750                        |
|     | Work-in-process  | 154,803  | 109,209                          |
|     | Finished goods including components  | 1,859,907  | 1,594,755                        |
|     | Trading stocks   | 373,823  | 368,506                          |
|     |  | 7,847,851  | 6,888,220                        |
|     |  |  |                                  |

77,654

524,659

3,631,851

### Notes to the Condensed Interim Financial Information

FOR THE FIRST QUARTER ENDED SEPTEMBER 30. 2018 - UNAUDITED

| 7. | TRADE DEBTS - Unsecured                 | (Un-audited)<br>September 30,<br>2018 | (Audited) June 30, 2018 |
|----|---|---------------------------------------|-------------------------|
|    |   |                                       | s in '000)              |
|    | Considered good                         | (                                     |                         |
|    | Government and semi-government agencies | 17,602                                | 8,974                   |
|    | Others                                  | 353,893                               | 86,256                  |
|    | Considered doubtful                     |                                       |                         |
|    | Others                                  | 2,267                                 | 2,267                   |
|    | Less: provision for doubtful debts      | (2,267)                               | (2,267)                 |
|    |   | -                                     | -                       |
|    |   | 371,495                               | 95,230                  |
| 8. | SHORT TERM BORROWINGS - Secured         |                                       |                         |
|    |   |                                       |                         |
|    | Running finances                        | 524,699                               | 480,589                 |
|    | Finance against imported merchandise    | 3,543,172                             | 2,548,949               |

#### 9. **CONTINGENCIES AND COMMITMENTS**

#### Contingencies 9.1

Istisna

Murabaha

There has been no significant change in status of contingencies as disclosed in note 28.1 of the audited annual financial statements of the Company for the year ended June 30, 2018.

> (Un-audited) (Audited) September 30, June 30, 2018 2018 ----(Rupees in '000)----

726,540

479,534

5,273,945

#### 9.2 Commitments

Bank guarantees Letters of credit

| 3,542,827 | 3,498,474 |
|-----------|-----------|
| 5,047,091 | 2,555,539 |
|           |           |

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

| 10. | COST | OF SALE | S |
|-----|------|---------|---|
|     |      |         |   |

(Un-audited)
Quarter ended
September 30,
2018 2017

Stocks at beginning of the period

Cost of goods manufactured

Trading goods - purchases

Stocks at end of the period

#### 10.1 Cost of goods manufactured

Work in process at beginning of the period Raw materials and components consumed Direct labour and factory overheads

Work in process at end of the period

| Note | 2018    | 2017     |
|------|---------|----------|
|      | (Rupees | in '000) |

10.1

| 1,963,261   | 1,583,785   |
|-------------|-------------|
|             |             |
| 3,887,270   | 3,559,819   |
| 144,239     | 60,981      |
| 4,031,509   | 3,620,800   |
| 5,994,770   | 5,204,585   |
| (2,233,730) | (2,074,883) |
| 3,761,040   | 3,129,702   |
| 109,209     | 136,688     |
| 3,608,413   | 3,430,468   |
| 324,451     | 89,379      |
| 3,932,864   | 3,519,847   |
| 4,042,073   | 3,656,535   |
| (154,803)   | (96,716)    |
| 3,887,270   | 3,559,819   |

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

| 11.  | CASH USED IN OPERATIONS                     |      | (Un-audited) |             |
|------|---|------|--------------|-------------|
|      |   |      | Septemi      | ber 30,     |
|      |   | Note | 2018         | 2017        |
|      |   |      | (Rupees i    | n '000)     |
|      | Profit before taxation                      |      | 313,813      | 683,130     |
|      | Adjustment for non cash charges             |      |              |             |
|      | and other items:                            |      |              |             |
|      | Depreciation / amortization on:             |      |              |             |
|      | - property, plant and equipment             |      | 15,962       | 9,847       |
|      | - intangible assets                         |      | 31           | 53          |
|      | - investment property                       |      | 61           | 63          |
|      | Exchange (gain) / loss                      |      | -            | -           |
|      | Provision for gratuity                      |      | 3,432        | 3,432       |
|      | Gain on disposal of operating fixed assets  |      | (569)        | (20)        |
|      | Amortization of gain on sale and lease back |      |              |             |
|      | of fixed assets                             |      | (152)        | (152)       |
|      | Interest income                             |      | (852)        | (1,520)     |
|      | Finance cost                                |      | 92,971       | 11,661      |
|      |   |      | 424,697      | 706,494     |
|      | Working capital changes - net               | 11.1 | (2,061,966)  | (1,195,405) |
|      |   |      | (1,637,269)  | (488,911)   |
| 11.1 | Working capital changes                     |      |              |             |
|      | (Increase) / decrease in current assets:    |      |              |             |
|      | Stores and spare parts                      |      | (3,508)      | 230         |
|      | Stock-in-trade                              |      | (959,631)    | (181,308)   |
|      | Trade debts                                 |      | (276,265)    | (11,997)    |
|      | Loans and advances                          |      | (34,775)     | (7,778)     |
|      | Trade deposits and prepayments              |      | (29,733)     | 85,035      |
|      | Other receivables                           |      | (51)         | (572)       |
|      | Sales tax refundable / adjustable           |      | (264,699)    | 93,812      |
|      |   |      | (1,568,662)  | (22,578)    |
|      | Decrease in trade and other payables        |      | (493,304)    | (1,172,827) |
|      |   |      | (2,061,966)  | (1,195,405) |
|      |   |      |              |             |
| 12.  | CASH AND CASH EQUIVALENTS                   |      |              |             |
|      | Cash and bank balances                      |      | 92,546       | 148,019     |
|      | Short term borrowings                       |      | (5,273,945)  | (989,069)   |
|      |   |      | (5,181,399)  | (841,050)   |
|      |   |      |              |             |

FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2018 - UNAUDITED

#### 13. FINANCIAL RISK MANAGEMENT

The Company's activities expose it to a variety of financial risks: credit risk, liquidity risk and market risk (including foreign currency risk, interest rate risk and other price risk).

The condensed interim financial information does not include all financial risk management information and disclosures required in the audited annual financial statements and should be read in conjunction with the audited annual financial statement for the year ended June 30, 2018.

There has been no change in Company's sensitivity to these risks since June 30, 2018 except for general exposure to fluctuations in foreign currency and interest rates. There have been no change in the risk management policies during the period.

#### 14. OPERATING SEGMENTS

This condensed interim financial information has been prepared on the basis of a single reportable segment.

All non-current assets of the Company at September 30, 2018 are located in Pakistan. Revenues from external customers attributed to foreign countries in aggregate are not material.

#### 15. TRANSACTIONS WITH RELATED PARTIES

#### **15.1** Significant transactions with related parties are as follows:

|     | Name of related party and nature of relationship | Nature of transactions        | •              | udited)<br>nber 30, |
|-----|--|-------------------------------|----------------|---------------------|
|     |  |                               | 2018<br>Rupees | 2017<br>in '000     |
| (a) | Holding Company                                  |                               |                |                     |
|     | Bibojee Services (Pvt.) Ltd.                     | Dividend paid                 | -              | -                   |
| (b) | Subsidiary Company                               |                               |                |                     |
|     | Marghzar Industries (Pvt.) Ltd.                  | Financial charges             | 88             | 93                  |
|     |  | Reimbursement of expenses     | 60             | 60                  |
| (c) | Associated Companies                             |                               |                |                     |
|     | The General Tyre and Rubber                      | Purchase of tyres             | 68,746         | 82,318              |
|     | Co. of Pakistan Ltd.                             | Services rendered             | 70             | -                   |
|     | (Common Directorship)                            | Sales of truck and parts      | -              | -                   |
|     |  | Dividend paid                 | -              | -                   |
|     | Ghandhara Nissan Ltd.                            |                               |                |                     |
|     | (Common Directorship)                            | Assembly charges              | 205,979        | 219,375             |
|     |  | Rent income                   | 704            | 660                 |
|     |  | Purchase of parts and vehicle | 24             | 6                   |
|     |  | Sales of parts                | -              | 3                   |

FOR THE FIRST QUARTER ENDED SEPTEMBER 30. 2018 - UNAUDITED

|     | Name of related party and nature of relationship | Nature of transactions            | (Un-audited) September 30, 2018 2017 Rupees in '000 |        |
|-----|--|-----------------------------------|---|--------|
|     | Rehman Cotton Mills Ltd.                         | Don't average                     | 450   | 450    |
|     | (Common Directorship)                            | Rent expense                      | 450   | 450    |
|     | Gammon Pakistan Ltd.                             |                                   |   |        |
|     | (Common Directorship)                            | Rent expense                      | 750   | 750    |
|     |  | Reimbursement of expenses         | 25  | 18     |
|     | Janana De Malucho Textile<br>Mills Limited       |                                   |   |        |
|     | (Common Directorship)                            | Reimbursement of expenses         | 389   | -      |
|     | Hasan & Hasan Advocates                          |                                   |   |        |
|     | (Common Directorship)                            | Retainership and legal advice fee | 30  | 30     |
| (d) | Technology supplier                              |                                   |   |        |
|     | Isuzu Motors Ltd Japan                           | Commission earned                 | -   | -      |
|     |  | Royalty accrued                   | 8,773   | 9,001  |
|     |  | Reimbursement of expenses         | -   | -      |
|     |  | Warranty claimed                  | 51  | -      |
| (e) | Other  |                                   |   |        |
|     | Key management                                   | Remuneration and                  |   |        |
|     | personnel  | other benefits                    | 50,008  | 18,759 |

#### 16. **CORRESPONDING FIGURES**

In order to comply with the requirements of International Accounting Standard 34 - 'Interim Financial Reporting', the condensed interim statement of financial position has been compared with the balances of audited annual financial statements of the Company for the year ended June 30, 2018, whereas, the condensed interim profit and loss account, condensed interim statement of cash flows and condensed interim statement of changes in equity have been compared with the balances of comparable period of condensed interim financial information of the Company for three months ended September 30, 2017.

#### 17. **DATE OF AUTHORIZATION**

This condensed interim financial information was authorized for issue on October 24, 2018 by the Board of Directors of the Company.

Ahmad Kuli Khan Khattak

oully

Chief Executive

Sohail Hameed Khan

Director

Iftikhar Ahmed Khan



### **Ghandhara Industries Limited**