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#### **COMPANY INFORMATION**

#### **BOARD OF DIRECTORS**

Mr. Raza Kuli Khan Khattak

Mr. Ahmad Kuli Khan Khattak

Chief Executive

Lt. Gen. (R) Ali Kuli Khan Khattak

Director

Mr. Mushtaq Ahmed Khan (FCA)

Director

Dr. Parvez Hassan

Director

Mr. Jamil Ahmed Shah

Director

Ch. Sher Muhammad

Chairman

Chief Executive

Director

#### **SECRETARY**

Mr. Iftikhar A. Khan

#### **AUDITORS**

Hameed Chaudhri & Co. Chartered Accountants

#### AUDIT COMMITTEE

Lt. Gen. (R) Ali Kuli Khan KhattakChairmanMr. Mushtaq Ahmed Khan (FCA)MemberMr. Jamil Ahmed ShahMember

#### LEGAL ADVISORS

Syed Iqbal Ahmad Barrister at Law S. Abid Shirazi & Co. Syed Qamaruddin Hassan

#### **BANKERS**

Bank Al-Habib Limited
National Bank of Pakistan
Soneri Bank Limited
The Bank of Tokyo - Mitsubishi UFJ, Limited
The Bank of Khyber
NIB Bank Limited
Faysal Bank Limited

#### REGISTERED OFFICE

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

#### **DIRECTORS' REPORT**

The directors of your company take pleasure in presenting the un-audited accounts for the quarter and nine months ended on March 31, 2010.

#### Financial Results

Net Sales for the nine months under review is Rs. 1.608 billion as against Rs. 853.846 million for the same period last year. This is almost double as compared to sales for the corresponding period last year.

Gross Profit for the current nine months is Rs. 248.687 million as against gross profit of Rs. 104.495 million for the nine months ended on March 31, 2009. The increase in Gross Profit is due to increase in Sales and better product mix.

Profit before tax for the third quarter is much higher than the profit for the same period of previous year.

There was a substantial decrease in financial cost for the nine months as compared to the same period previous year.

Profit after tax for the nine months ended is Rs. 113.674 million as against loss of Rs. 131.891 million for nine months ended on March 31, 2009.

#### FUTURE OUTLOOK

Market for the commercial vehicles is showing some improving trends and is expected to continue. It is expected that sales for the 4th quarter will improve further inspite of stiff competition in this market. The year-end profit will further improve accordingly. Your management is constantly trying to bring better results by improving product range, value addition, after sales service and cost cutting measures.

By Order of the Board

April 23, 2010

AHMAD KULI KHAN KHATTAK Chief Executive



## INTERIM CONDENSED BALANCE SHEET AS AT MARCH 31, 2010

|   | Note  | March 31,<br>2010  | June 30,<br>2009   |
|---|-------|--|--|
| ASSETS  | 11010 | Unaudited  | Audited  |
| NON CURRENT ASSETS  |       | (Rupees  | '000')   |
| Property, Plant & Equipment Investment properties Long Term Investment Long Term loans and advances Long Term Deposits  | 6     | 1,037,858<br>90,719<br>1,400<br>716<br>5,727   | 1,018,986<br>90,914<br>1,400<br>262<br>4,182                                 |
| CURRENT ASSETS  |       | 1,136,419  | 1,115,744  |
| Stores, spares and tools Stock - in - trade Trade debts - considered good Loans and advances Deposits & prepayments Other receivables Cash and bank balances                          | 7     | 3,365<br>495,596<br>199,533<br>80,043<br>69,591<br>207,282<br>19,865<br>1,075,276<br>2,211,695 | 15<br>373,852<br>103,203<br>68,477<br>62,607<br>178,033<br>21,510<br>807,697 |
| EQUITY AND LIABILITIES  |       |  |  |
| CAPITAL AND RESERVES Authorised 50,000,000 ordinary shares of Rs 10/- each Capital and Reserves Issued, subscribed and paid - up capital Reserve Accumulated loss                     | 8     | 500,000<br>213,044<br>43,200<br>(56,328)<br>199,916  | 500,000<br>213,044<br>43,200<br>(172,514)<br>83,730                          |
| Surplus on revaluation of fixed assets and Investment properties  |       | 1,070,684  | 1,073,197  |
| NON CURRENT LIABILITIES Liabilities against assets subject to finance lease Deferred Liabilities  | 9     | 29,557<br>21,445   | 2,452<br>16,519  |
| CURRENT LIABILITIES   |       |  |  |
| Trade and other payable Accrued mark up/Interest Running finances under markup arrangement Current portion of liabilities against assets subject finance lease Provision for taxation |       | 692,014<br>11,442<br>171,530<br>7,063<br>8,045<br>890,093                                      | 396,773<br>17,114<br>327,552<br>6,104<br>-<br>747,543                        |
| CONTINGENCIES AND COMMITMENTS   | 10    |  |  |
|   |       | 2,211,695  | 1,923,441  |

The annexed notes form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED PROFIT & LOSS ACCOUNT (UNAUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

|  | Note | Quarter ended |         | Nine months ended |           |  |
|--|------|---------------|---------|-------------------|-----------|--|
|  |      | Marc          | eh 31,  | Marc              | h 31,     |  |
|  |      | 2010          | 2009    | 2010              | 2009      |  |
|  |      |               | (Rupee: | s '000')          |           |  |
| Sales (Net)                            |      | 834,260       | 426,948 | 1,608,925         | 853,846   |  |
| Cost of sales                          | 11   | 687,290       | 346,367 | 1,360,238         | 749,351   |  |
| Gross profit                           |      | 146,970       | 80,581  | 248,687           | 104,495   |  |
| Distribution cost                      |      | 21,248        | 12,482  | 48,018            | 31,595    |  |
| Administration expenses                |      | 7,231         | 6,732   | 30,784            | 21,845    |  |
| Operating profit                       |      | 118,491       | 61,367  | 169,885           | 51,055    |  |
| Other charges                          |      | 4,612         | 8       | 6,239             | -         |  |
| Finance cost                           |      | 18,886        | 27,696  | 46,942            | 185,854   |  |
|  |      | 94,993        | 33,663  | 116,704           | (134,799) |  |
| Other operating income                 |      |               |         | 1,845             | 391       |  |
| Profit / (loss) before taxation        |      | 94,993        | 33,663  | 118,549           | (134,408) |  |
| Provision for taxation                 |      |               |         |                   |           |  |
| Current                                |      | 4,172         | -       | 8,045             | -         |  |
| Deferred                               |      | (1,057)       | (839)   | (3,170)<br>4,875  | (2,517)   |  |
| Profit / (loss) after taxation         |      | 91,878        | 34,502  | 113,674           | (131,891) |  |
| Earnings per share - Basic and diluted | 12   | 4.31          | 1.62    | 5.34              | (6.19)    |  |

The annexed notes form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED CASH FLOW STATEMENT (UNAUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

|  |      | July To March |           |  |
|--|------|---------------|-----------|--|
|  |      | 2010          | 2009      |  |
| CASH FLOWS FROM OPERATING ACTIVITIES                 | Note | (Rupees       | '000')    |  |
| Cash genereted from / (used in) operations           | 13   | 214,671       | (370,403) |  |
| Interest paid  | 13   | (52,614)      | (38,266)  |  |
| Gratuity paid  |      | (90)          | (30,200)  |  |
| Income taxes paid (including tax deducted at source) |      | (8,236)       | (13,343)  |  |
| Long term loans and advances                         |      | (454)         | 28        |  |
| Long term deposits and prepayments                   |      | (1,545)       | (72)      |  |
| Net cash flows from operating activities             |      | 151,733       | (422,056) |  |
| CASH FLOWS FROM INVESTING ACTIVITIES                 |      |               |           |  |
| Capital expenditure                                  |      | (4,359)       | (6,568)   |  |
| Disposal proceeds of fixed assets                    |      | 14,500        | -         |  |
| Interest received                                    |      | -             | 126       |  |
| Net cash used in investing activities                |      | 10,141        | (6,442)   |  |
| Net cash flows before financing activities           |      | 161,874       | (428,498) |  |
| CASH FLOWS FROM FINANCING ACTIVITIES                 |      |               |           |  |
| Payment of finance lease rentals                     |      | (7,497)       | (5,968)   |  |
| Dividend paid  |      | -             | (11)      |  |
| Net cash flows from financing activities             |      | (7,497)       | (5,979)   |  |
| Net increase / (decrease) in cash & cash equivalents |      | 154,378       | (434,477) |  |
| Cash and cash equivalents at July 1                  |      | (306,042)     | (67,420)  |  |
| Cash and cash equivalents at March 31                |      | (151,664)     | (501,897) |  |

The annexed notes form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

|   | Quarter ended |         | Nine months ended |           |
|---|---------------|---------|-------------------|-----------|
|   | Marcl         | 1 31,   | Marc              | h 31,     |
|   | 2010          | 2009    | 2010              | 2009      |
|   |               | (Rupees | '000')            |           |
| Profit / (Loss) for the period  | 91,878        | 34,502  | 113,674           | (131,891) |
| Other comprehensive income  |               |         |                   |           |
| Incremental depreciation in respect of surplus on revaluation of fixed assets |               |         |                   |           |
| - net of tax  | 837           | 878     | 2,512             | 2,634     |
| Total comprehensive profit/ (loss)  | 92,716        | 35,380  | 116,186           | (129,257) |

The annexed notes form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTH ENDED MARCH 31, 2010

|  |         | Capital Reserves |              |               |         |             |           |
|--|---------|------------------|--------------|---------------|---------|-------------|-----------|
|  | Share   | Tax              | Fixed Assets | Contingency   | Revenue | Accumulated | TOTAL     |
|  | Capital | Holiday          | Replacement  | Reserve       | Reserve | Loss        | TOTAL     |
|  |         | Reserve          | Reserve      |               |         |             |           |
|  |         |                  | Rupees       | in thousand - |         |             |           |
| Balance as at 1 July 2008  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (38,378)    | 217,866   |
| Profit for the nine months   | -       | -                | -            | -             | -       | (131,891)   | (131,891) |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 2,634       | 2,634     |
| Balance as at 31 March 2009  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (167,635)   | 88,609    |
| Loss for the quarter   | -       | -                | -            | -             | -       | (5,594)     | (5,594)   |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 715         | 715       |
| Balance as at 30 June 2009   | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (172,514)   | 83,730    |
| Profit for the nine months   | -       | -                | -            | -             | -       | 113,674     | 113,674   |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 2,512       | 2,512     |
| Balance as at 31 March 2010  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (56,328)    | 199,916   |

The annexed notes form an integral part of these interim condensed financial statements.

## NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UNAUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

#### 1 CORPORATE INFORMATION

Ghandhara Industries Limited was incorporated on 23 February 1963. The Company's shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The principal activity of the Company is assembly and progressive manufacture of Isuzu trucks and buses.

#### 2 BASIS OF PRESENTATION

These condensed interim financial statements are unaudited. These are required to be presented to the shareholders under section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of the International Accounting Standard (IAS) -34, "Interim Financial Reporting", as applicable in Pakistan. These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjuction with the Company's annual financial statements for the year ended June 30,2009.

#### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these interim condensed financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2009.

The amendments in IAS 1 (Revised) 'Presentation of Financial Statements' became applicable for the periods beginning after 1 January, 2009. This has resulted in certain enhanced disclosures including the statement of other comprehensive income which has been reflected in the Company's condensed interim financial statements.

#### 4 APPROVAL OF FINANCIAL STATEMENTS

These interim condensed financial statements were approved by the Board of Directors and authorised for issue on April 23,2010

#### 5 PRESENTATION

Figures in these interim condensed financial statements have been rounded off to the nearest thousand rupees.

|     |  | Note | March 31,<br>2010<br>Unaudited | June 30,<br>2009<br>Audited   |
|-----|--|------|--------------------------------|-------------------------------|
| 6   | PROPERTY, PLANT AND EQUIPMENT                            |      | (Rupees                        | '000')                        |
|     | Operating fixed assets<br>Capital work in progress       | 6.1  | 1,037,408<br>450<br>1,037,858  | 1,018,536<br>450<br>1,018,986 |
| 6.1 | Book value at the beginning of the period / year         |      | 1,018,536                      | 1,028,573                     |
|     | Add: Additions during the period / year                  | 6.2  | 39,919                         | 7,095                         |
|     | Less: Disposal during the period / year<br>Motor Vehicle |      | 7,872                          | 1,813                         |
|     | Less: Depreciation charged during the period / year      |      | 13,175                         | 15,319                        |
|     |  |      | 1,037,408                      | 1,018,536                     |



|       |  |                  |  | March 31,<br>2010<br>Unaudited<br>(Rupee | June 30,<br>2009<br>Audited<br>s '000') |
|-------|--|------------------|--|--|---|
| 6.2   | Additions di                                     | uring the perio  | od / year                                |  |   |
|       |  | ools<br>Fixtures | nent                                     | 3,000<br>309                             | 192<br>33<br>468<br>4,247<br>-<br>318   |
|       | Computers  |                  |  | 4,359                                    | 5,775                                   |
|       | -Leased<br>Motor vehicl<br>Lift Trucks<br>Trucks | les              |  | 2,060<br>6,000<br>27,500<br>35,560       | -<br>1,320<br>1,320<br>-<br>7,095       |
|       |  |                  |  |  |   |
| 7     | STOCK IN   | TRADE            |  |  |   |
|       | Raw materia                                      |                  |  | 315,120                                  | 265,821                                 |
|       | Work in proc                                     |                  |  | 32,326                                   | 4,960                                   |
|       | Trading stock                                    |                  | ng components                            | 101,666<br>46,484                        | 65,822                                  |
|       | Trading stock                                    | N.               |  | 40,404                                   | 37,249                                  |
|       |  |                  |  | 495,596                                  | 373,852                                 |
| 8     | SHARE CA   | PITAL            |  |  |   |
| Issue | ed, subscribed                                   | & paid-up ca     | pital                                    |  |   |
|       | March 31,  | June 30,         | •  |  |   |
|       | 2010<br>(No. of s                                | 2009<br>shares)  |  |  |   |
|       | (110.013   | mares)           |  |  |   |
|       |  |                  | Authorised Capital                       |  |   |
| =     | 50,000,000                                       | 50,000,000       | Ordinary shares of Rs. 10 each           | 500,000                                  | 500,000                                 |
|       |  |                  | Issued, subscribed and paid up capital   |  |   |
|       | 17,650,862                                       | 17,650,862       | Fully paid up in cash                    | 176,509                                  | 176,509                                 |
|       | 3,295,354  | 3,295,354        | Fully paid bonus shares                  | 32,953                                   | 32,953                                  |
|       | 358,206  | 358,206          | Issued for consideration other than cash | 3,582                                    | 3,582                                   |
| =     | 21,304,422                                       | 21,304,422       |  | 213,044                                  | 213,044                                 |
| 9     | DEFERREI   | ) LIABILITIE     | ES                                       |  |   |
|       | Deferred tax                                     | ation            |  | 9,831                                    | 13,001                                  |
|       |  | and lease back   | of fixed asset                           | 6,150                                    | -                                       |
|       | Provision for                                    |                  |  | 5,464                                    | 3,518                                   |
|       |  |                  |  | 21,445                                   | 16,519                                  |



#### 10 CONTINGENCIES & COMMITMENTS

#### 10.1 Contingencies

There is no change in contingent liabilities as reported in Note 26.1 to the financial statements for the year ended June 30, 2009.

March 31, June 30, 2010 2009 Unaudited Audited (Rupees '000')

10.2 Guarantees

Issued by banks <u>39,703</u> 93,359

|      |                                     |      | Quarter ended<br>March 31, |                    | Nine Month<br>March |          |
|------|-------------------------------------|------|----------------------------|--------------------|---------------------|----------|
|      |                                     |      | 2010                       | 2009               | 2010                | 2009     |
| 11   | COST OF SALES                       | Note |                            | (Rupees            | '000')              |          |
|      | Stock at beginning                  |      | 188,779                    | 220,819            | 65,822              | 57,931   |
|      | Cost of goods manufactured          | 11.1 | 156,197                    | 174,207            | 613,685             | 735,998  |
|      | Trading stock                       | 11.2 | 443,981                    | 8,338              | 782,397             | 12,419   |
|      |                                     |      | 600,177                    | 182,545            | 1,396,082           | 748,417  |
|      |                                     |      | 788,956                    | 403,364            | 1,461,904           | 806,348  |
|      | Stocks at end                       |      | (101,666)                  | (56,997)           | (101,666)           | (56,997) |
|      |                                     |      | 687,290                    | 346,367            | 1,360,238           | 749,351  |
| 11.1 | Cost of goods manufactured          |      |                            |                    |                     |          |
|      | Work in process at beginning        |      | 28,455                     | 6,086              | 4,960               | _        |
|      | Raw materials & components consumed |      | 137,393                    | 155,119            | 573,268             | 671,035  |
|      | Direct labour and overheads         |      | 22,675                     | 22,453             | 67,783              | 74,414   |
|      |                                     |      | 160,068<br>188,523         | 177,572<br>183,658 | 641,051             | 745,449  |
|      | Work in process at end              |      | (32,326)                   | (9,451)            | (32,326)            | (9,451)  |
|      | 1                                   |      | 156,197                    | 174,207            | 613,685             | 735,998  |
| 11.2 | Trading stock                       |      |                            |                    |                     |          |
|      | Stock at beginning                  |      | 248,740                    | 45,043             | 37,248              | 35,362   |
|      | Purchases                           |      | 241,725                    | 2,328              | 791,633             | 16,090   |
|      |                                     |      | 490,465                    | 47,371             | 828,881             | 51,452   |
|      | Stocks at end                       |      | (46,484)                   | (39,033)           | (46,484)            | (39,033) |
|      |                                     |      | 443,981                    | 8,338              | 782,397             | 12,419   |

|    | Quarter end<br>March 31,  |         |         | Nine Months Ended<br>March 31, |            |
|----|---|---------|---------|--------------------------------|------------|
|    |   | 2010    | 2009    | 2010                           | 2009       |
| 12 | BASIC AND DILUTED (LOSS) /<br>EARNINGS PER SHARE  | 2010    | (Rupees |                                | 2002       |
|    | Earnings for purposes of basic earnings per share [(net loss) / profit after tax for the period]    | 91,878  | 34,502  | 113,674                        | (131,891)  |
|    | Weighted average number of outstanding ordinary shares for the purposes of basic earnings per share | 21,304  | 21,304  | 21,304                         | 21,304     |
|    | Basic and diluted (loss) / earnings per share - Rupees  | 4.31    | 1.62    | 5.34                           | (6.19)     |
|    |   |         | 20      | July to Ma                     | 2009       |
|    |   |         |         | (Rupees '00                    | 00')       |
| 13 | CASH FLOW FROM OPERATING ACTIVI   | TIES    |         |                                |            |
|    | Net profit / (loss) before taxation   |         | 1       | 18,549                         | (134,408)  |
|    | Adjustment for:   |         |         | ,                              | (,)        |
|    | Depreciation  |         |         |                                |            |
|    | Fixed assets  |         |         | 13,175                         | 11,524     |
|    | Investment properties   |         |         | 195                            | 195        |
|    | Interest income   |         |         | -                              | (126)      |
|    | Amortisation of gain on sale and lease back   |         |         |                                |            |
|    | of fixed asset  |         |         | (478)                          | (231)      |
|    | Interest expense  |         | 4       | 44,486                         | 62,155     |
|    | Finance cost on finance leased assets   |         |         | 2,455                          | 1,476      |
|    | Provision for gratuity  |         |         | 2,037                          | 1,886      |
|    | Operating profit / (loss) before working capital of   | changes | 18      | 80,418                         | (57,529)   |
|    | Working capital changes:  |         |         |                                |            |
|    | (Increase)/decrease in current assets:  |         |         |                                |            |
|    | Stores, spares & loose tools  |         |         | (3,350)                        | 16         |
|    | Stock in trade  |         |         | 21,744)                        | (113,223)  |
|    | Trade debtors   |         | (9      | 06,330)                        | (92,924)   |
|    | Loans and advances  |         |         | (3,331)                        | 6,430      |
|    | Trade deposits and prepayments  |         |         | (6,984)                        | 112,755    |
|    | Other receivables   |         | (2      | 29,249)                        | (22,030)   |
|    |   |         | (26     | 50,988)                        | (108,976)  |
|    | Increase in current liabilities: Trade and other payables   |         | 29      | 95,241                         | (203,898)  |
|    |   |         |         | 14 (71                         | (270, 402) |
|    | Cash flows from operations  |         |         | 14,671                         | (370,403)  |



#### 14 RELATED PARTY TRANSACTIONS

Related parties comprise of a subsidiary company, associated companies, directors and key management personnel. The company in the normal course of business carries out transactions with various related parties. All transactions with related parties have been carried out on commercial terms and conditions. Significant transactions with related parties are follows:

|     | Name of Related Party and nature                     | Nature of transaction                      | July to March       |                 |
|-----|--|--|---------------------|-----------------|
|     | of relationship                                      |  | 2010 (Rupees '000') | 2009            |
| (a) | Subsidiary company                                   |  |                     |                 |
|     | Marghazar Industries (Private) Limited               | Financial charges                          | 161                 | 157             |
| (b) | Associated companies<br>(Common Directorship)        |  |                     |                 |
|     | General Tyre & Rubber Company of<br>Pakistan Limited | Purchase of tyres                          | 183,589             | 21,398          |
|     | Ghandhara Nissan Limited                             | Assembly charges Sale of commercial bodies | 19,949              | 26,037<br>8,500 |
|     | Universal Insurance Limited                          | Insurance premium Insurance claims         | 10,241<br>660       | 8,726           |
|     | Rehman Cotton Mills Limited                          | Rent paid                                  | 225                 | 248             |
| (d) | Technology suppliers                                 |  |                     |                 |
|     | Isuzu Motors Limited, Japan                          | Running royalty charges                    | 2,727               | 3,192           |
|     |  | Purchases                                  | 767,562             | 9,575           |
|     | Marubeni Corporation, Japan                          | Purchases                                  | 401,089             | 506,543         |

| (a) | Subsidiary company                                |               | March 31,<br>2010<br>Unaudited<br>(Rupees | June 30,<br>2009<br>Audited<br>'000') |
|-----|---|---------------|---|---------------------------------------|
|     | Marghazar Industries (Private) Limited            | Amount due to | 2,184                                     | 2,144                                 |
| (b) | Associated companies<br>(Common Directorship)     |               |   |                                       |
|     | General Tyre & Rubber Company of Pakistan Limited | Amount due to | 15,958                                    | 19,609                                |
|     | Ghandhara Nissan Limited                          | Amount due to | 48,520                                    | 35,464                                |
|     | Universal Insurance Limited                       | Amount due to | 6,353                                     | 2,773                                 |
|     | Rehman Cotton Mills Limited                       | Amount due to | 623                                       | 398                                   |
| (c) | Ultimate holding company                          |               |   |                                       |
|     | Bibojee Services (Private) Limited                | Amount due to | 173,479                                   | 102,239                               |



## INTERIM CONDENSED CONSOLIDATED BALANCE SHEET (UN-AUDITED) AS AT MARCH 31, 2010

|   | Note | March 31,<br>2010   | June 30,<br>2009   |
|---|------|---|--|
| ASSETS  |      | Unaudited   | Audited  |
| NON CURRENT ASSETS  |      | (Rupees   | '000')   |
| Property, Plant & Equipment<br>Investment properties<br>Long Term loans and advances<br>Long Term Deposits  | 6    | 1,037,858<br>90,719<br>716<br>5,727<br>1,135,019                                  | 1,018,986<br>90,914<br>262<br>4,182<br>1,114,344                             |
| CURRENT ASSETS  |      |   |  |
| Stores, spares and tools Stock - in - trade Trade debts Loans and advances Deposits & prepayments Other receivables Cash and bank balances  | 7    | 3,365<br>495,596<br>199,533<br>80,043<br>69,591<br>207,282<br>19,885<br>1,075,296 | 15<br>373,852<br>103,203<br>68,477<br>62,607<br>178,033<br>21,530<br>807,717 |
| EQUITY AND LIABILITIES  |      |   |  |
| CAPITAL AND RESERVES Authorised 50,000,000 ordinary shares of Rs.10/- each Capital and Reserves Issued, subscribed and paid - up capital Reserve Accumulated loss Minority Interest   | 8    | 500,00<br>213,044<br>43,200<br>(55,852)<br>200,392<br>203                         | 500,000<br>213,044<br>43,200<br>(172,062)<br>84,182<br>194                   |
| Surplus on revaluation of fixed assets and Investment properties  |      | 200,595<br>1,070,684  | 84,376<br>1,073,197  |
| NON CURRENT LIABILITIES Liabilities against assets subject to finance lease Deferred Liabilities  | 9    | 29,557<br>21,445  | 2,452<br>16,519  |
| CURRENT LIABILITIES   |      |   |  |
| Trade and other payable Accrued mark up/Interest Running finances under markup arrangement Current portion of liabilities against assets subject finance lease Provision for taxation |      | 689,938<br>11,442<br>171,530<br>7,063<br>8,062<br>888,034                         | 394,725<br>17,114<br>327,552<br>6,104<br>22<br>745,517                       |
| CONTINGENCIES AND COMMITMENTS   | 10   |   |  |
|   | 1.0  | 2,210,315   | 1,922,061  |

The annexed notes form an integral part of these interim condensed financial statements.

## CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

|  | Note |         | Quarter ended |           | hs ended  |
|--|------|---------|---------------|-----------|-----------|
|  |      | Marcl   |               | Marc      |           |
|  |      | 2010    | 2009          | 2010      | 2009      |
|  |      |         | (Rupees       | s '000')  |           |
| Sales (Net)                            |      | 834,260 | 426,948       | 1,608,925 | 853,846   |
| Cost of sales                          | 11   | 687,290 | 346,367       | 1,360,238 | 749,351   |
| Gross profit                           |      | 146,970 | 80,581        | 248,687   | 104,495   |
| Distribution cost                      |      | 21,257  | 12,482        | 48,027    | 31,595    |
| Administration expenses                |      | 7,342   | 6,732         | 30,895    | 21,845    |
| Operating (loss) profit                |      | 118,372 | 61,367        | 169,765   | 51,055    |
| Other charges                          |      | 4,612   | 8             | 6,239     | -         |
| Finance cost                           |      | 18,724  | 27,696        | 46,780    | 185,854   |
|  |      | 95,036  | 33,663        | 116,746   | (134,799) |
| Other operating income                 |      | -       | -             | 1,845     | 391       |
| Profit / (loss) before taxation        |      | 95,036  | 33,663        | 118,590   | (134,408) |
| Provision for taxation                 |      |         |               |           |           |
| Current                                |      | 4,189   | -             | 8,062     | -         |
| Deferred                               |      | (1,057) | (839)         | (3,170)   | (2,517)   |
|  |      | 3,132   | (839)         | 4,892     | (2,517)   |
| Profit / (loss) after taxation         |      | 91,904  | 32,824        | 113,698   | (131,891) |
| Attributed to:                         |      |         |               |           |           |
| Equity holders of Parent               |      | 91,905  | 32,822        | 113,689   | 131,897   |
| Minority interest                      |      | (1)     | 2             | 9         | 6         |
|  |      | 91,904  | 32,824        | 113,698   | (131,891) |
| Earnings per share - Basic and diluted | 12   | 4.31    | 1.62          | 5.34      | (6.19)    |

The annexed notes form an integral part of these interim condensed financial statements.



## CONSOLIDATED CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

|  |      | July To March |           |
|--|------|---------------|-----------|
|  |      | 2010          | 2009      |
| CASH FLOWS FROM OPERATING ACTIVITIES                 | Note | (Rupees       | '000')    |
| Cash used in operations                              | 13   | 214,532       | (370,403) |
| Interest paid  |      | (52,453)      | (38,266)  |
| Gratuity paid  |      | (90)          | -         |
| Income taxes paid (including tax deducted at source) |      | (8,258)       | (13,343)  |
| Long term loans and advances                         |      | (454)         | 28        |
| Long term deposits and prepayments                   |      | (1,545)       | (72)      |
| Net cash flows from operating activities             |      | 151,733       | (422,056) |
| CASH FLOWS FROM INVESTING ACTIVITIES                 |      |               |           |
| Capital expenditure                                  |      | (4,359)       | (6,568)   |
| Disposal proceeds of fixed assets                    |      | 14,500        |           |
| Interest received                                    |      | -             | 126       |
| Net cash used in investing activities                |      | 10,141        | (6,442)   |
| Net cash flows before financing activities           |      | 161,874       | (428,498) |
| CASH FLOWS FROM FINANCING ACTIVITIES                 |      |               |           |
| Payment of finance lease rentals                     |      | (7,497)       | (5,968)   |
| Dividend paid  |      | -             | (11)      |
| Net cash flows from financing activities             |      | (7,497)       | (5,979)   |
| Net increase / (decrease) in cash & cash equivalents |      | 154,377       | (434,477) |
| Cash and cash equivalents at July 1                  |      | (306,022)     | (67,420)  |
| Cash and cash equivalents at March 31                |      | (151,645)     | (501,897) |

The annexed notes form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

| For the Quarter ended |   | For the Nine month  |  |  |
|-----------------------|---|---|--|--|
| Marcl                 | h 31,                                       | Marc  | h 31,  |  |
| 2010                  | 2009  | 2010  | 2009   |  |
|                       | (Rupees                                     | '000')  |  |  |
| 91,904                | 32,824                                      | 113,698   | (131,891)  |  |
|                       |   |   |  |  |
|                       |   |   |  |  |
| 837                   | 878   | 2,512   | 2,634  |  |
| 92,742                | 33,702                                      | 116,210   | (129,257)  |  |
|                       |   |   |  |  |
| 92,741                | 33,704                                      | 116,219   | (129,251)  |  |
| (1)                   | 2   | 9   | 6  |  |
| 92,742                | 33,702                                      | 116,210   | (129,257)  |  |
|                       | Marcl 2010  91,904  837  92,742  92,741 (1) | March 31, 2010 2009 (Rupees  91,904 32,824  837 878  92,742 33,702  92,741 33,704 (1) 2 | March 31, Marc 2010 2009 2010 (Rupees '000')  91,904 32,824 113,698  837 878 2,512  92,742 33,702 116,210  92,741 33,704 116,219 (1) 2 9 |  |

The annexed notes form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED MARCH 31, 2010

|  |         | Capital Reserves |              |             |               |             |           |          |           |
|--|---------|------------------|--------------|-------------|---------------|-------------|-----------|----------|-----------|
|  | Share   | Tax              | Fixed Assets | Contingency | Revenue       | Accumulated | TOTAL     | Minority | Total     |
|  | Capital | Holiday          | Replacement  | Reserve     | Reserve       | Loss        | 101112    | Interest | Equity    |
|  |         | Reserve          | Reserve      |             |               |             |           |          |           |
|  |         |                  |              | — Кире      | es in thousan | d ———       |           |          |           |
|  |         |                  |              |             |               |             |           |          |           |
| Balance as at 1 July 2008  | 213,044 | 5,500            | 10,000       | 25,300      | 2,400         | (37,950)    | 218,294   | 184      | 218,478   |
| Profit for the nine months   | -       | -                | -            | -           | -             | (131,873)   | (131,873) | 6        | (131,867) |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental                              |         |                  |              |             |               | 2 (24       | 2 (24     |          | 2 (24     |
| depreciation for the year  | -       | -                | -            | -           | -             | 2,634       | 2,634     | -        | 2,634     |
| Balance as at 31 March 2009  | 213,044 | 5,500            | 10,000       | 25,300      | 2,400         | (167,189)   | 89,055    | 190      | 89,245    |
| Loss for the quarter   | -       | -                | -            | -           | -             | (5,588)     | (5,588)   | 4        | (5,584)   |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | _       | _                | _            | -           | -             | 715         | 715       | -        | 715       |
| D  |         |                  | 40.000       |             | • 100         | (4=== 0.5=) | 0.1.100   | 10.1     | 01.05     |
| Balance as at 30 June 2009   | 213,044 | 5,500            | 10,000       | 25,300      | 2,400         | (172,062)   | 84,182    | 194      | 84,376    |
| Profit for the nine months   | -       | -                | -            | -           | -             | 113,698     | 113,698   | 9        | 113,707   |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental                              |         |                  |              |             |               | 2.512       | 2.512     |          | 2.512     |
| depreciation for the year  | -       | -                | -            | -           | -             | 2,512       | 2,512     | -        | 2,512     |
| Balance as at 31 March 2010  | 213,044 | 5,500            | 10,000       | 25,300      | 2,400         | (55,852)    | 200,392   | 203      | 200,595   |

The annexed notes form an integral part of these interim condensed financial statements.

## NOTES TO THE CONSOLIDATED CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2010

#### 1 CORPORATE INFORMATION

Ghandhara Industries Limited (the holding company) was incorporated on 23 February 1963. The Company's shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The principal activity of the Company is assembly and progressive manufacture of Isuzu trucks and buses.

Ghandhara Industries Limited holds 70% equity in Marghzar Indutries (Private) Limited

#### 2 BASIS OF PRESENTATION

This condensed interim consolidated financial information is unaudited and has been prepared and is being submitted to the shareholders in accordance with the provisions contained in section 245 of the Companies Ordinance, 1984 and the International Accounting Standard (IAS) 34 - 'Interim Financial Reporting'. This condensed interim financial information does not include all the information required for annual financial statements and therefore should be read in conjunction with the annual financial statements for the year ended June 30, 2009.

#### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted for the preparation of this condensed interim consolidated financial information are the same as those applied in the preparation of the preceding annual published financial statements of the company for the year ended June 30, 2009.

The amendments in International Accounting Standard 1 (Revised) 'Presentation of Financial Statements' have became applicable for the periods beginning after 1 January 2009. This has resulted in certain enhanced disclosures including the statement of other comprehensive income which has been reflected in the Company's condensed interim consolidated financial information

#### 4 APPROVAL OF FINANCIAL STATEMENTS

These condensed interim consolidated financial information were approved by the Board of Directors and authorised for issue on April 23, 2010.

#### 5 PRESENTATION

Figures in these condensed interim consolidated financial statements have been rounded off to the nearest thousand rupees.

|     |   | <b>.</b> | March 31,<br>2010 | June 30,<br>2009 |
|-----|---|----------|-------------------|------------------|
|     |   | Note     | Unaudited         | Audited          |
| 6   | PROPERTY, PLANT AND EQUIPMENT                       |          | (Rupees           | '000')           |
|     | Operating fixed assets                              | 6.1      | 1,037,408         | 1,018,536        |
|     | Capital work in progress                            |          | 450               | 450              |
|     |   |          | 1,037,858         | 1,018,986        |
| 6.1 | Book value at the beginning of the period / year    |          | 1,018,536         | 1,028,573        |
|     | Add: Additions during the period / year             | 6.2      | 39,919            | 7,095            |
|     | Less: Disposal during the period / year             |          |                   |                  |
|     | Motor Vehicle                                       |          | 7,872             | 1,813            |
|     | Less: Depreciation charged during the period / year |          | 13,175            | 15,319           |
|     |   |          | 1,037,408         | 1,018,536        |

|      |                       |                         |  | March 31,<br>2010<br>Unaudited | June 30,<br>2009<br>Audited |
|------|-----------------------|-------------------------|--|--------------------------------|-----------------------------|
| 6.2  | Additions d           | uring the perio         | nd / year                                | (Rupees                        | '000')                      |
| 0.2  |                       | uring the perio         | ou / year                                |                                |                             |
|      | -Owned<br>Plant & mac | hinery                  |  | _                              | 192                         |
|      | Permanent to          |                         |  | 564                            | 33                          |
|      | Furniture &           |                         |  | 311                            | 468                         |
|      | Motor vehic<br>Trucks | les                     |  | 3,000                          | 4,247                       |
|      |                       | ines and equipr         | ment                                     | 309                            | 318                         |
|      | Computers             |                         |  | 175                            | 517                         |
|      | -Leased               |                         |  | 4,359                          | 5,775                       |
|      | Motor vehic           | les                     |  | 2,060                          | _                           |
|      | Lift Trucks           |                         |  | 6,000                          | -                           |
|      | Trucks                |                         |  | 27,500                         | 1,320                       |
|      |                       |                         |  | 35,560                         | 1,320                       |
|      |                       |                         |  | 39,919                         | 7,095                       |
| 7    | STOCK IN              | TRADE                   |  |                                |                             |
| •    |                       |                         |  |                                |                             |
|      | Raw materia           |                         |  | 315,120                        | 265,821                     |
|      | Work in pro           |                         | ng components                            | 32,326<br>101,666              | 4,960<br>65,822             |
|      | Trading stoc          |                         | ng components                            | 46,484                         | 37,249                      |
|      |                       |                         |  | 495,596                        | 373,852                     |
|      |                       |                         |  | 475,570                        | 373,032                     |
| 8    | SHARE CA              | PITAL                   |  |                                |                             |
| Issu | ed, subscribed        | l & paid-up ca          | pital                                    |                                |                             |
|      | March 31,             | June 30,                |  |                                |                             |
|      | 2010<br>(No. of       | 2009<br>shares)         |  |                                |                             |
|      | (110.01               | siiui esj               |  |                                |                             |
|      |                       |                         | Authorised Capital                       |                                |                             |
|      | 50,000,000            | 50,000,000              | Ordinary shares of Rs. 10 each           | 500,000                        | 500,000                     |
| =    |                       |                         | ·  |                                |                             |
|      |                       |                         | Issued, subscribed and paid up capital   |                                |                             |
|      | 17,650,862            | 17,650,862              | Fully paid up in cash                    | 176,509                        | 176,509                     |
|      | 3,295,354             | 3,295,354               | Fully paid bonus shares                  | 32,953                         | 32,953                      |
|      | 358,206               | 358,206                 | Issued for consideration other than cash | 3,582                          | 3,582                       |
| -    | 21,304,422            | 21,304,422              |  | 213,044                        | 213,044                     |
| =    |                       |                         |  |                                |                             |
| 9    | DEFERRE               | D LIABILITII            | ES                                       |                                |                             |
|      | Deferred tax          | ation                   |  | 9,831                          | 13,001                      |
|      |                       | ation<br>and lease back | of fixed asset                           | 9,831<br>6,150                 | 13,001                      |
|      | Provision fo          |                         |  | 5,464                          | 3,518                       |
|      |                       |                         |  | 21 445                         | 16 510                      |
|      |                       |                         |  | 21,445                         | 16,519                      |

#### 10 CONTINGENCIES & COMMITMENTS

#### 10.1 Contingencies

There is no change in contingent liabilities as reported in Note 26.1 to the financial statements for the year ended June 30, 2009.

March 31, June 30, 2010 2009 Unaudited Audited (Rupees '000')

10.2 Guarantees

Issued by banks <u>39,703</u> 93,359

|      |                                     |      | Quarter<br>Marc    |                    | Nine Month<br>March |          |
|------|-------------------------------------|------|--------------------|--------------------|---------------------|----------|
|      |                                     |      | 2010               | 2009               | 2010                | 2009     |
| 11   | COST OF SALES                       | Note |                    | (Rupees            | '000')              |          |
|      | Stock at beginning                  |      | 188,779            | 220,819            | 65,822              | 57,931   |
|      | Cost of goods manufactured          | 11.1 | 156,197            | 174,207            | 613,685             | 735,998  |
|      | Trading stock                       | 11.2 | 443,981            | 8,338              | 782,397             | 12,419   |
|      |                                     |      | 600,177            | 182,545            | 1,396,082           | 748,417  |
|      |                                     |      | 788,956            | 403,364            | 1,461,904           | 806,348  |
|      | Stocks at end                       |      | (101,666)          | (56,997)           | (101,666)           | (56,997) |
|      |                                     |      | 687,290            | 346,367            | 1,360,238           | 749,351  |
| 11.1 | Cost of goods manufactured          |      |                    |                    |                     |          |
|      | Work in process at beginning        |      | 28,455             | 6,086              | 4,960               | _        |
|      | Raw materials & components consumed |      | 137,393            | 155,119            | 573,268             | 671,035  |
|      | Direct labour and overheads         |      | 22,675             | 22,453             | 67,783              | 74,414   |
|      |                                     |      | 160,068<br>188,523 | 177,572<br>183,658 | 641,051             | 745,449  |
|      | Work in process at end              |      | (32,326)           | (9,451)            | (32,326)            | (9,451)  |
|      | •                                   |      | 156,197            | 174,207            | 613,685             | 735,998  |
| 11.2 | Trading stock                       |      |                    |                    |                     |          |
|      | Stock at beginning                  |      | 248,740            | 45,043             | 37,248              | 35,362   |
|      | Purchases                           |      | 241,725            | 2,328              | 791,633             | 16,090   |
|      |                                     |      | 490,465            | 47,371             | 828,881             | 51,452   |
|      | Stocks at end                       |      | (46,484)           | (39,033)           | (46,484)            | (39,033) |
|      |                                     |      | 443,981            | 8,338              | 782,397             | 12,419   |

|    |   | Quarter<br>Marc |        | Nine Month E<br>March 31 |           |
|----|---|-----------------|--------|--------------------------|-----------|
|    |   | 2010            | 2009   | 2010                     | 2009      |
| 12 | BASIC AND DILUTED (LOSS) /<br>EARNINGS PER SHARE  | 2010            | 2007   |                          |           |
|    | Earnings for purposes of basic earnings per share [(net loss) / profit after tax for the period]    | 91,904          | 34,502 | 113,698                  | (131,891) |
|    | Weighted average number of outstanding ordinary shares for the purposes of basic earnings per share | 21,304          | 21,304 | 21,304                   | 21,304    |
|    | Basic and diluted (loss) / earnings per share - Rupees  | 4.31            | 1.62   | 5.34                     | (6.19)    |
|    |   |                 | 20     | July to Ma               | 2009      |
|    |   |                 |        | (Rupees '0               | 00')      |
| 13 | CASH FLOW FROM OPERATING ACTIVI   | TIES            |        |                          |           |
|    | Net profit / (loss) before taxation   |                 | 11     | 8,590                    | (134,408) |
|    | Adjustment for:   |                 |        |                          | . , ,     |
|    | Depreciation  |                 |        |                          |           |
|    | Fixed assets  |                 | 1      | 3,175                    | 11,524    |
|    | Investment properties   |                 |        | 195                      | 195       |
|    | Interest income   |                 |        | -                        | (126)     |
|    | Amortisation of gain on sale and lease back   |                 |        |                          | ` ′       |
|    | of fixed asset  |                 |        | (478)                    | (231)     |
|    | Interest expense  |                 | 4      | 4,325                    | 62,155    |
|    | Finance cost on finance leased assets   |                 |        | 2,455                    | 1,476     |
|    | Provision for gratuity  |                 |        | 2,037                    | 1,886     |
|    | Operating profit / (loss) before working capital of   | changes         | 18     | 0,298                    | (57,529)  |
|    | Working capital changes:  |                 |        |                          |           |
|    | (Increase)/decrease in current assets:  |                 |        |                          |           |
|    | Stores, spares & loose tools  |                 | (      | 3,350)                   | 16        |
|    | Stock in trade  |                 |        | 1,744)                   | (113,223) |
|    | Trade debtors   |                 | (9     | 6,330)                   | (92,924)  |
|    | Loans and advances  |                 | `(     | 3,331)                   | 6,430     |
|    | Trade deposits and prepayments  |                 |        | 6,984)                   | 112,755   |
|    | Other receivables   |                 | (2     | 9,249)                   | (22,030)  |
|    |   |                 | (26    | 0,988)                   | (108,976) |
|    | Increase in current liabilities: Trade and other payables   |                 | 29     | 5,222                    | (203,898) |
|    | F F   |                 |        |                          | (===,0>0) |
|    | Cash flows from operations  |                 | 21     | 4,532                    | (370,403) |

#### 14 RELATED PARTY TRANSACTIONS

Related parties comprise associated companies, directors and key management personnel. The company in the normal course of business carries out transactions with various related parties. All transactions with related parties have been carried out on commercial terms and conditions. Significant transactions with related parties are follows:

|     | Name of Related Party and nature                     | Nature of transaction                      | July to March                  |                             |
|-----|--|--|--------------------------------|-----------------------------|
|     | of relationship                                      |  | 2010                           | 2009                        |
|     |  |  | (Rupees '000')                 |                             |
| (a) | Associated companies<br>(Common Directorship)        |  |                                |                             |
|     | General Tyre & Rubber Company of<br>Pakistan Limited | Purchase of tyres                          | 183,589                        | 21,398                      |
|     | Ghandhara Nissan Limited                             | Assembly charges Sale of commercial bodies | 19,949                         | 26,037                      |
|     | Universal Insurance Limited                          | Insurance claims                           | 10,241<br>660                  | 8,500<br>8,726              |
|     | Rehman Cotton Mills Limited                          | Rent paid                                  | 225                            | 248                         |
| (b) | Technology suppliers                                 |  |                                |                             |
|     | Isuzu Motors Limited, Japan                          | Running royalty charges                    | 2,727                          | 3,192                       |
|     |  | Purchases                                  | 767,562                        | 9,575                       |
|     | Marubeni Corporation, Japan                          | Purchases                                  | 401,089                        | 506,543                     |
|     |  |  | March 31,<br>2010<br>Unaudited | June 30,<br>2009<br>Audited |
| (a) | Associated companies<br>(Common Directorship)        |  | (Rupees '000'                  | )                           |
|     | General Tyre & Rubber Company of Pakistan Limited    | Amount due to                              | 15,958                         | 19,609                      |
|     | 1 akistan Emmed                                      | Amount due to                              | 13,736                         | 17,007                      |
|     | Ghandhara Nissan Limited                             | Amount due to                              | 48,520                         | 35,464                      |
|     | Universal Insurance Limited                          | Amount due to                              | 6,353                          | 2,773                       |
|     | Rehman Cotton Mills Limited                          | Amount due to                              | 623                            | 398                         |
| (b) | Ultimate holding company                             |  |                                |                             |
|     | Bibojee Services (Private) Limited                   | Amount due to                              | 173,479                        | 102,239                     |
|     |  |  |                                |                             |
|     | Chief Executive                                      |  | Directo                        | or                          |

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