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## BOARD OF DIRECTORS

## Mr. Arif Habib

Chairman
Mr. Fawad Ahmed Mukhtar
Chief Executive Officer

Mr. Fazal Ahmed Sheikh<br>Executive Director

Mr. Nasim Beg
Mr. Faisal Ahmed Mukhtar
Mr. Rehman Naseem
Mr. Abdus Samad
Mr. Muhammad Kashif

## KEY MANAGEMENT

Mr. M. Abad Khan
Advisor to the CEO

## Mr. Qadeer Ahmed Khan

Director Operations

## Mr. Muhammad Zahir <br> Director Marketing

Mr. Tanvir H. Qureshi
Group Head Human Resource
Mr. Arif Hamid Dar
Chief Financial Officer
arif.dar@fatima-group.com
Mr. Ausaf Ali Qureshi
Company Secretary
ausaf.qureshi@fatima-group.com
Brig (R) Muhammad Ali Asif Sirhindi
General Manager Administrative Seroices
Mr. Muhammad Saleem Zafar
General Manager Projects

## AUDIT COMMITTEE

## Mr. Nasim Beg

Chairman
Mr. Fazal Ahmed Sheikh
Member
Mr. Rehman Naseem
Member
Mr. Muhammad Kashif
Member

## LEGALADVISORS

M/s. Chima \& Ibrahim
Advocates
1-A / 245, Tufail Road
Lahore Cantt.

## AUDITORS

A. F. Ferguson \& Co., Chartered Accountants, Lahore.

TFCs \& PPTFCs REGISTRAR
THK Associates (Pvt) Limited Ground Floor, State Life Building-3, Dr. Ziauddin Ahmed Road
Karachi-75530
Tel: No. 92-21-111-000-322
Fax: No. 92-21-35655595

## BANKERS

National Bank of Pakistan Limited
Habib Bank Limited
Allied Bank Limited
MCB Bank Limited
United Bank Limited
Dubai Islamic Bank Limited
Standard Chartered Bank (Pakistan) Limited
Habib Metropolitan Bank Limited
Bank Alfalah Limited
Askari Bank Limited
Summit Bank Limited
Meezan Bank Limited
Faysal Bank Limited
Al-Baraka Islamic Bank Limited
Soneri Bank Limited
Bank Islami Pakistan
Deutsche Bank Limited

## REGISTERED \& HEAD OFFICE

E-110, Khayaban-e-Jinnah, Lahore Cantt., Pakistan. UAN: 111-FATIMA (111-328-462)
Fax: 042-36621389
E-mail: mail@fatima-group.com

## KARACHI OFFICE

21-Oil Installation Area, Keamari, Karachi.
Ph \# 021-2855444-5
Fax \# 021-2855446

## PLANT SITE

Khanewal Road, Multan.
Ph \# 061-9220022
Fax \# 061-9220021

## Directors' Report to the Members

## Dear Shareholders

On behalf of the Board of Directors of Pakarab Fertilizers Limited, I am pleased to present the financial and operating results of the Company for the nine months ended September 30, 2010.

## Financial Review:

For the nine months ended September 30, 2010, your company earned a pre-tax profit of Rs. 2,284 million and after tax profit of Rs. 1,659 million as against pre-tax profit of Rs. 2,302 million and after tax profit of Rs. 1,839 million for the nine months ended September 30, 2009. Although the gross margin in relative terms has shown an upward trend over the corresponding period last year, the decline in overall sales, increased financing cost and loss on re-measurement of financial assets at fair value have contributed to decreased profitability.

Summary of financial results for the nine months ended September 30, 2010 \& 2009 is given below:-

Sept. 30, 2010
Sept. 30, 2009

| Sales (Rs. in millions) | 11,000 | 13,226 |
| :--- | ---: | ---: |
| Gross Profit (\%) | 49 | 44 |
| Profit before tax to sales (\%) | 21 | 17 |
| EBITDA (Rs. in millions) | 5,464 | 5,023 |
| EBITDA Per Share (Rupees) | 12.14 | 11.16 |
| Earnings Per Share (Rupees) | 3.69 | 4.09 |
| Breakup value per share (Rupees) | 23 | 26 |

## Production Review

Production of CAN and NP were higher by 6.7 \% and 13.6 \% respectively as compared to the corresponding period last year on account of improved efficiencies, however, production of Urea was lower by 30.1 \% mainly due to stoppages and periodic curtailment of gas supply.

The product wise fertilizer production during the period as compared to last corresponding period is as under:

| Products | Jan. $\mathbf{1 0}$ to Sept. $\mathbf{1 0}$ | Jan. $\mathbf{0 9}$ to Sept. 09 | Variance |
| :--- | :---: | :---: | :---: |
|  | Metric Ton | Metric Ton | Metric Ton |
| Calcium Ammonium |  |  |  |
| Nitrate (CAN) | 257,745 | 241,483 | 16,262 |
| Nitro Phosphate (NP) | 232,165 | 204,352 | 27,813 |
| Urea | 53,999 | 77,293 | $(23,294)$ |
| Total | $\mathbf{5 4 3 , 9 0 9}$ | $\mathbf{5 2 3 , 1 2 8}$ | $\mathbf{2 0 , 7 8 1}$ |

## Sales Review

Sale of CAN fertilizer in quantitative term increased by $7.4 \%$ and NP and Urea sales decreased by $34 \%$ and $42.7 \%$ respectively as compared to corresponding period of last year.

CAN sales grew over last year on the back of strong demand in the sugar cane sector. NP sales were significantly lower as compared to the corresponding period. In beginning of 2009, the company had piled up stocks due to low demand at the end of 2008. Hence the company was able to sell larger volumes in the first nine months of the year of 2009 and the Rabi season of 2009. However, the total Pakistan phosphate market declined in the current period as compared to corresponding period of last year. It is estimated that the phosphate market declined by $52 \%$ during kharif due to increasing trend in prices of phosphate products. Sales of Urea declined primarily due to lower production because of gas stoppages and flood impact during the period ended September 30, 2010.

The sales figures were as follows:

| Products | Jan. 10 to Sept. 10 | Jan. 09 to Sept. 09 | Variance |
| :--- | :---: | :---: | :---: |
|  | Metric Ton | Metric Ton | Metric Ton |
| Calcium Ammonium |  |  |  |
| Nitrate (CAN) | 246,427 | 229,405 | 17,022 |
| Nitro Phosphate (NP) | 195,115 | 295,536 | $(100,421)$ |
| Urea | 42,059 | 73,357 | $(31,298)$ |
| Total | $\mathbf{4 8 3 , 6 0 1}$ | $\mathbf{5 9 8 , 2 9 8}$ | $\mathbf{( 1 1 4 , 6 9 7 )}$ |

## Near Future Outlook

Your company is promoting balanced use of fertilizers amongst the farmers and it steadily building capability and strength to reach out to the farmers to educate and guide them keeping in view their needs. Despite, recent floods and overall instability in growth of the agricultural sector, your company anticipates surge in demand in the balance of the year. Our team is determined to achieve improved Financial Performance in the last quarter of the year.

The directors would like to place on record their appreciation for the assistance, guidance and cooperation that your company received from all the stakeholders including the Customers, Business Associates, Financial Institutions, GOP and all the employees of the Company

On behalf of the Board

Condensed Interim Balance Sheet
As at September 30, 2010

|  | Note | Un-audited September 2010 (Rupees in | Audited December 2009 ousand) |
| :---: | :---: | :---: | :---: |
| EQUITY AND LIABILITIES |  |  |  |
| CAPITAL AND RESERVES |  |  |  |
| Issued, subscribed and paid up share capital |  | 4,500,000 | 4,500,000 |
| Reserve |  | 4,995,352 | 4,995,352 |
| Share deposit money |  | 200,000 | 200,000 |
| Un-appropriated profit |  | 471,246 | 4,643,516 |
|  |  | 10,166,598 | 14,338,868 |
| Surplus on revaluation of property, plant and equipment |  |  |  |
|  |  | 2,475,847 | 2,475,847 |
| LONG TERM LIABILITIES |  |  |  |
| Long term finances - secured | 5 | 14,721,922 | 16,190,741 |
| Liabilities against assets |  |  |  |
| subject to finance lease |  | 158,159 | 106,720 |
| Payable against mining rights |  | - | 52,500 |
| Long term deposits |  | 42,780 | 732,241 |
| Deferred liabilities |  | 62,041 | 45,760 |
| Deferred taxation |  | 4,968,130 | 4,987,221 |
|  |  | 19,953,032 | 22,115,183 |
| CURRENT LIABILITIES |  |  |  |
| Current portion of long term liabilities |  | 3,091,078 | 1,338,502 |
| Short term borrowings - secured |  | 7,439,130 | 5,555,693 |
| Payable to Privatization Commission |  | 2,197,901 | 2,197,901 |
| Trade and other payables |  | 2,575,618 | 2,276,833 |
| Dividend payable |  | 2,911,743 | - |
| Accrued finance cost |  | 953,749 | 989,422 |
| Provision for taxation |  | 579,278 | 132,780 |
|  |  | 19,748,497 | 12,491,131 |
| CONTINGENCIES AND COMMITMENTS | 6 | - | - |
|  |  | 52,343,974 | 51,421,029 |

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.
-Sd-
Chief Executive

Note \begin{tabular}{c}
Un-audited <br>
September 2010 <br>
(Rupees in thousand)

 

Audited <br>
December 2009
\end{tabular}

## ASSETS

## NON-CURRENT ASSETS

| Property, plant and equipment 7 | 21,422,628 | 21,285,201 |
| :---: | :---: | :---: |
| Assets subject to finance lease | 176,197 | 147,524 |
| Intangibles | 188,933 | 205,693 |
| Goodwill | 3,305,163 | 3,305,163 |
| Investments 8 | 5,841,304 | 7,881,744 |
| Long term loans - unsecured | 4,252,379 | 2,196,320 |
| Security deposits | 45,245 | 17,546 |
|  | 35,231,849 | 35,039,191 |
| CURRENT ASSETS |  |  |
| Stores and spare parts | 2,195,860 | 1,880,195 |
| Stock-in-trade | 3,766,065 | 2,810,923 |
| Trade debts | 279,742 | 704,555 |
| Advances, deposits, prepayments and other receivables | 3,414,715 | 6,813,295 |
| Derivative financial instruments | 12,834 | 7,882 |
| Investments 9 | 6,520,063 | 3,930,000 |
| Cash and bank balances | 922,846 | 234,988 |
|  | 17,112,125 | 16,381,838 |
|  | 52,343,974 | 51,421,029 |

-Sd-
Director

Condensed Interim Profit and Loss Account (Un-audited)
For the quarter and period ended September 30, 2010

|  | Note | For the Quarter Ended |  | For the Period Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ | September 30, 2009 <br> (Rupees in | September 30, 2010 <br> housand) | $\begin{gathered} \text { September } 30, \\ 2009 \end{gathered}$ |
| Sales | 10 | 3,648,552 | 3,845,829 | 11,000,036 | 13,226,060 |
| Cost of sales | 11 | $(1,890,665)$ | $(2,210,163)$ | (5,603,009) | $(7,443,300)$ |
| Gross profit |  | 1,757,887 | 1,635,666 | 5,397,027 | 5,782,760 |
| Administrative expenses |  | $(197,862)$ | $(144,179)$ | $(581,414)$ | $(443,956)$ |
| Selling and distribution expenses |  | $(169,316)$ | $(254,431)$ | $(475,840)$ | $(645,322)$ |
| Other operating expenses |  | $(55,320)$ | $(33,959)$ | $(180,954)$ | $(179,308)$ |
| Other operating income |  | 335,668 | 27,576 | 981,054 | 117,288 |
| Profit from operations |  | 1,671,057 | 1,230,673 | 5,139,873 | 4,631,462 |
| Finance cost |  | $(941,799)$ | $(785,647)$ | $(2,703,423)$ | $(2,314,461)$ |
| Share of loss of associated company |  | $(18,588)$ | - | $(33,041)$ | $(14,984)$ |
| Loss on re-measurement of financial assets at fair value through profit or loss |  | $(4,140)$ | - | $(119,680)$ | - |
| Profit before taxation |  | 706,530 | 445,026 | 2,283,729 | 2,302,017 |
| Taxation |  | $(193,264)$ | $(56,319)$ | $(624,691)$ | $(463,000)$ |
| Profit for the period |  | 513,266 | 388,707 | 1,659,038 | 1,839,017 |
| Earning per share basic and diluted | 12 | 1.14 | 0.86 | 3.69 | 4.09 |

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.
Sd/-
Sd/-
Chief Executive
Director

Condensed Interim Statement of Comprehensive Income (Un-audited)
For the quarter and period ended September 30, 2010

| Note | For the Quarter Ended |  | For the Period Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { September 30, } \\ 2010 \end{gathered}$ | September 30, 2009 <br> (Rupees in | September 30, 2010 usand) | $\begin{gathered} \text { September 30, } \\ 2009 \end{gathered}$ |
| Profit after taxation | 513,266 | 388,707 | 1,659,038 | 1,839,017 |
| Other comprehensive income Hedging reserve transferred to cost of plant and machinery in capital work in progress on expiry of foreign currency options - net of tax | - | - | - | 9,545 |
| Total comprehensive income for the period | 513,266 | 388,707 | 1,659,038 | 1,848,562 |

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Sd/-
Chief Executive

Sd/-
Director

## Condensed Interim Statement of Changes in Equity (Un-audited)

For the period ended September 30, 2010

|  | (Rupees In Thousand) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Share <br> Capital | Share Premium | Hedging Reserve | General reserve | Total reserve | Share <br> Deposit <br> Money | Un-appropriate Profit | Total |
| Balance as at December 31, 2008 (audited) | 3,000,000 | 1,048,652 | $(9,545)$ | 606,700 | 1,645,807 | 240,000 | 7,090,638 | 11,976,445 |
| Share deposit money paid | - | - | - | - | - | $(40,000)$ | - | $(40,000)$ |
| Effective portion of loss arising on marked to market foreign currency options entered into as part of cash |  |  |  |  |  |  |  |  |
| flow hedge for the purchase of plant and machinery | - | - | 9,545 | - | 9,545 | - | - | 9,545 |
| Stock Dividend | 1,500,000 | $(1,048,652)$ | - | (451,348) | (1,500,000) | - | - | - |
| Transfer to general reserve | - | - | - | 7,090,000 | 7,090,000 | - | $(7,090,000)$ | - |
| Dividend as specie distribution | - | - | - | $(2,250,000)$ | $(2,250,000)$ | - | - | $(2,250,000)$ |
| Total comprehensive income for the period ended September 30, 2009 | - | - | - | - | - | - | 1,839,017 | 1,839,017 |
| Balance as at September 30, 2009 | 4,500,000 | - | - | 4,995,352 | 4,995,352 | 200,000 | 1,839,655 | 11,535,007 |
| Total comprehensive income for the quarter ended December 31, 2009 | - | - | - | - | - | - | 2,803,860 | 2,803,860 |
| Balance as at December 31, 2009 (audited) | 4,500,000 | - | - | 4,995,352 | 4,995,352 | 200,000 | 4,643,515 | 14,338,867 |
| Specie dividend | - | - | - | - | - | - | $(5,831,307)$ | $(5,831,307)$ |
| Total comprehensive income for the period ended September 30, 2010 | - | - | - | - | - | - | 1,659,038 | 1,659,038 |
| Balance as at September 30, 2010 | 4,500,000 | - | - | 4,995,352 | 4,995,352 | 200,000 | 471,246 | 10,166,598 |

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.
Sd/-
Sd/-
Chief Executive
Director

Condensed Interim Cash Flow Statement (Un-audited)
For the period ended September 30, 2010


The annexed notes 1 to 18 form an integral part of this condensed interim financial information.

Sd/-
Sd/-
Chief Executive
Director

## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

For the quarter and period ended September 30, 2010

## 1. THE COMPANY AND ITS ACTIVITIES

Pakarab Fertilizers Limited (the Company) was incorporated as a private limited company in Pakistan under the Companies Act, 1913, (now Companies Ordinance, 1984). The Company's status changed to a non-listed public company from June 7, 2007. The Company listed its Term Finance Certificates on the Karachi Stock Exchange on March 28, 2008. Consequently, the Listing Regulations of the Karachi Stock Exchange are now applicable to the Company. It is principally engaged in the manufacturing and sale of chemical fertilizers and generation and sale of Certified Emission Reductions (CERs). The manufacturing facility of the Company is located in Multan. Address of the registered office of the Company is E-110, Khayaban-eJinnah, Lahore Cantt. Lahore.

## 2. BASIS OF PREPARATION

This condensed interim financial information is un-audited and is being submitted to the members as required by section 245 of the Companies Ordinance, 1984. The condensed interim financial information has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 'Interim Financial Reporting' . They do not include all of the information required for full annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended December 31, 2009. Comparative figures of the balance sheet are extracted from the audited annual financial statements for the year ended December 31, 2009 whereas comparative profit and loss account, statement of changes in equity and statement of cash flows are stated from un-audited condensed interim financial statements for the period ended September 30, 2009.

## 3. BASIS OF MEASUREMENT AND ESTIMATES

These financial statements have been prepared under the historical cost convention except for certain assets and certain financial instruments which are measured at fair values.

This condensed interim financial information requires the management to make difficult, subjective or complex judgments or estimates. It is intended to provide an understanding of the policies the management considers critical because of their complexity, judgment of estimation involved in their application and their impact on these financial statements. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. These judgments involve assumptions or estimates in respect of future events and the actual results may differ from these estimates. The significant judgments and estimates made by the management in applying the company's accounting policies were the same as those applied to the audited financial statements for the year ended 31-12-2009.

Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)
For the quarter and period ended September 30, 2010

## 4. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in preparation of these condensed interim financial statements are the same as those applied in preparation of audited financial statements for the period ended 31-12-2009.

| Note | Un-audited | Audited |
| :---: | :---: | :---: |
| September 30, | December 31, |  |
| 2010 | 2009 |  |
|  | (Rupees in thousand) |  |

5. LONG TERM FINANCES - SECURED

Long term financing-Secured
$5.1 \quad 17,643,979 \quad 17,366,963$
Less: Amount payable within twelve months shown as current maturity
$(2,922,055) \quad(1,176,222)$

14,721,924 16,190,741

### 5.1 MOVEMENT IN THIS ACCOUNT DURING THE PERIOD / YEAR IS AS FOLLOWS:

Opening balance:
Redeemable capital
Bridge finances
Long term loans
Syndicated term finance

| $11,497,000$ | $4,999,000$ <br> - <br> $3,663,135$ <br> $3,832,463$ <br> $2,037,500$ |
| ---: | ---: |
| $17,366,963$ | $13,807,265$ |

Disbursement durting the period / year:
Bridge finances
Long term loans
Syndicated term finance

| - |
| ---: | ---: |
| $1,065,301$  <br> -  <br> $1,065,301$ 386,866 <br> $1,137,333$ <br> $2,037,500$$3,561,699$ |

Conversion of bridge finance to:
Redeemable capital
Long term loans

| - |  |
| ---: | ---: |
| - | $6,500,000$ <br> $1,550,000$ |
| - | $8,050,000$ |
| 297,000 <br> 491,286 | 2,000 <br> - <br> 788,286 | | 2,000 |
| ---: |

Closing balance:
Redeemable capital

| 11,200,000 | 11,497,000 |
| :---: | :---: |
| 4,406,479 | 3,832,463 |
| 2,037,500 | 2,037,500 |
| 17,643,979 | 17,366,963 |

## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

For the quarter and period ended September 30, 2010

## 6. CONTINGENCIES AND COMMITMENTS

### 6.1 Contingencies

(i) The company has netted off an amount of Rs 240.119 million from the amount payable to the Privatization Commission, as part of purchase consideration, at the time and in the event the refund is received from the tax authorities. In case, the company's contention relating to possible double payment is not acceded to by the other party to the Share Purchase Agreement, the company is contingently liable to the aforesaid amount of Rs 240.119 million. In case, the amount becomes payable, the corresponding effect would be reflected in the computation of goodwill.
(ii) The company has issued following guarantees in favour of: Sui Northern Gas Pipelines Limited against gas sale amounting to Rs 8.846 million (December 31, 2009: Rs 7.655 million).

Fatima Fertilizer Company Limited, an associated company (formerly subsidiary) and Habib Bank Limited (the Security Trustee) in respect of the company's obligations for equity contributions in the associated company under the terms of the Sponsor Support Agreement dated March 6, 2009 between the company, the associated company and its sponsors and lenders.
(iii) Indemnity bonds aggregating Rs 156.810 (December 31, 2009: Rs. 123.500 million) issued to the Customs authorities in favour of The President of Islamic Republic of Pakistan under SRO 489(I)/2000 for the value of goods exported and to be re-imported.
(iv) As at June 30, 2004, the company had investment of 140,000 ordinary shares of Rs 10 each valuing Rs 100,000 in National Fertilizer Marketing Limited, being the associated company on that date. On May 20, 2005, this investment was transferred to National Fertilizer Corporation of Pakistan (Private) Limited by the management of the company. However, the new buyer, Reliance Exports (Private) Limited filed an application before Privatization Commission challenging this transfer on the grounds that such transfer had been carried out against the terms and conditions of the bid documents. In case of a positive outcome to the application, this investment would be re-instated.
(v) The amount of Rs 129.169 million was withdrawn by the previous members of the Company as part of dividend for the year ended June 30, 2005 under the Share Purchase Agreement. Out of the aggregate amount, Rs 89.39 million represents the value of certain catalysts recovered in consequence of clean down operations of the plant prior to undertaking the process of privatization, which was accounted for as income in the financial statements for the year ended June 30, 2005 in the light of applicable financial reporting framework. The management of the Company feels that notwithstanding the applicability of the financial reporting framework, on the financial statements for the year ended June 30, 2005, the amount was not distributable as part of dividend for that year in view of the

## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

## For the quarter and period ended September 30, 2010

clear understanding behind the execution of the Agreement as categorically confirmed, in writing, by the Privatization Commission prior to signing of the Agreement. Similarly, the balance amount of Rs 39.779 million is considered to be dividend distribution out of the then available reserves which was also not distributable to the previous members in terms of other covenants of the Agreement.

The Company has filed a claim for the recovery of the aforesaid aggregate amount on the grounds that in the present form, the distribution has been made out of the accumulated reserves, for the years upto June 30, 2004, which, under the specific provisions of the Agreement were not distributable to the previous members of the Company. In case of a positive outcome to the company's claim, the excess dividend withdrawn by the previous members of the Company would be recovered.
(vi) Included in advances, deposits, prepayments and other receivables is sales tax recoverable of Rs 134.022 million (December 31, 2009: Rs 134.022 million) which primarily represents the input sales tax paid by the company on acquisition of raw materials that became refundable due to promulgation of notification SRO 535(I)/2008 dated June 11, 2008 through which fertilizer products manufactured by the company were exempted from levy of sales tax. The company's claim of refund on this account was not entertained by Federal Board of Revenue (FBR) on the premise that since subject raw materials were subsequently consumed in manufacture of a product exempt from levy of sales tax, claim was not in accordance with the relevant provisions of the Sales Tax Act, 1990.

Company's management being aggrieved with the interpretation advanced by FBR on the issue has preferred a writ petition before the honourable Lahore High Court, which has not yet been disposed off. Since company's management considers that claim of refund is completely in accordance with relevant statutory framework and expects relief from appellate authorities on this account, it considers that the receivable amount is un-impaired at the balance sheet date.
(vii) For assessment years 1993-94 and 1995-96 through 2002-2003 and for tax years 2003 through 2005, the company, in view of the position taken by the tax authorities that the income of the company is chargeable to tax on the basis of 'net income', had provided for in the financial information, the tax liability on net income basis which aggregated to Rs $5,223.343$ million. Tax liabilities admitted in respective returns of total income in respect of these assessment/tax years, however, aggregated to Rs $1,947.671$ million being the liabilities leviable under the Presumptive Tax Regime ('PTR'), considered by the management to be applicable in respect of company's income from sale of own manufactured fertilizer products.

The Income Tax Appellate Tribunal ('ITAT') through its separate orders for the assessment years 1993-94, 1995-96 through 2002-2003 upheld the company's position as taken in

## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

## For the quarter and period ended September 30, 2010

respective returns of total income and consequently, management reversed the excess provisions aggregating to Rs $3,275.673$ million on the strength of such judgments. ITAT's decisions in respect of certain assessment years have also been upheld by the Lahore High Court while disposing departmental appeals against respective orders of ITAT. Income tax department has statedly agitated the issue further before Supreme Court of Pakistan, which is pending adjudication.

In view of the favourable disposal of the matter upto the level of High Court, management of the company feels that the decision of the apex court would also be in the favour of the company and hence in this financial information, tax liabilities in respect of above referred assessment/tax years have been provided on the basis that company's income during such years was taxable under PTR. In case, the apex court decides the matter otherwise, amount aggregating to Rs $3,275.673$ million will have to be recognized as tax expense in respect of such assessment/tax years.
(viii) Claims against the company not acknowledged as debts Rs 23.051 million (December 31, 2009: Rs. 23.051 million)

### 6.2 Commitments in respect of

(i) Contracts for capital expenditure Rs. 448.221 million (December 31, 2009: Rs 549.251 million).
(ii) Letters of credit other than for capital expenditure Rs 87.938 million (December 31, 2009: Rs 511.345 million).
(iii) Purchase orders aggregating Rs 15.930 million (December 31, 2009: Rs 7.801 million) were placed and letters of credit were established subsequently.

| Un-audited | Audited |
| :---: | :---: |
| September 30, | December 31, |
| 2010 | 2009 |
| (Rupees in thousand) |  |

7. PROPERTY, PLANT AND EQUIPMENT

| Operating fixed assets | $20,326,747$ | $20,585,253$ |
| :--- | ---: | ---: |
| Capital work-in-progress | $1,095,881$ | 699,948 |
|  | $21,422,628$ | $21,285,201$ |
| Opening book value | $20,585,253$ | $18,517,527$ |
| Additions during the period | 160,459 | $2,586,170$ |
| Book value of fixed assets disposed off |  |  |
| during the period | $(2,297)$ | $(2,025)$ |
| Depreciation charged during the period | $(416,668)$ | $(516,419)$ |
| Closing book value | $20,326,747$ | $20,585,253$ |

Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)
For the quarter and period ended September 30, 2010

|  | Un-audited <br> September 30, <br> 2010 <br> (Rupees in thousand) |  |
| :--- | ---: | ---: |
| Note | Audited <br> December 31, |  |
| 7.1 Additions during the period: |  |  |
| Building | - | 16,642 |
| Plant and machinery | 72,059 | $2,481,371$ |
| Furniture and fixtures | 43,681 | 637 |
| Tools and equipment | 7,873 | 61,781 |
| Vehicles | 27,236 | 25,739 |
| Catalysts | 9,610 | - |
|  | 160,459 | $2,586,170$ |

## 8. INVESTMENTS

At fair value through profit or loss:

- Subsidiary company - quoted

Fatima Fertilizer Company Limited
NIL (2009: 900,000,000)
fully paid ordinary shares of Rs 10
each. Equity held NIL (2009:50\%) 8.1 - 11,790,000

Less: Investment classified under
current assets - 300,000,000 fully paid
ordinary sahres of Rs 10 each - $(3,930,000)$
7,860,000
Associated company - quoted:
Fatima Fertilizer Company Limited 450,000,000 (2009: 900,000,000)
fully paid ordinary shares of Rs 10
each. Equity held $22.50 \%$ (2009: NIL) 8.2 5,817,652

Held to maturity:

- Other 23,652 21,744
5,841,304 7,881,744


## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

## For the quarter and period ended September 30, 2010

8.1 The company previously held $25 \%$ voting rights, in addition to its $45 \%$ direct holding in Fatima Fertilizer Company Limited ('FATIMA'), by virtue of an agreement between the company and other members of FATIMA, whereby FATIMA was a subsidiary of the company and was designated by the company's management as 'financial asset at fair value through profit or loss' under IAS 39 'Financial Instruments: Recognition and Measurement' in the separate financial statements of the company in accordance with the requirements of IAS 27 'Consolidated and Separate Financial Statements'.

The aforementioned agreement was revoked on April 14, 2010 due to which the company's control of the voting rights in FATIMA reduced to the extent of its $45 \%$ direct holding. Consequently, with effect from April 14, 2010, the company does not have control to govern the financial and operating policies of FATIMA, however, it retains significant influence. In view of the above, FATIMA became an associated company with effect from April 14, 2010 and is being accounted for under the equity method of accounting since that date. The fair value of the company's investment in 900 million ordinary shares of FATIMA on April 14, 2010 was Rs 11,682 million, based on a market value of Rs 12.98 per share, which has been considered as deemed cost upon initial recognition of investment in associate in accordance with the requirements of IAS 27 (revised), 'Consolidated and Separate Financial Statements'.

| Stateme | Note | Un-audited September 30, 2010 (Rupees in | Audited December 31, 2009 usand) |
| :---: | :---: | :---: | :---: |
| 8.2 Investment in associate - quoted |  |  |  |
| Transferred from investment in subsidiary (at initial recognition) |  | 11,682,000 | - |
| Divestment during the period through distribution as "specie dividend" |  | $(2,919,564)$ | - |
| Share of loss of associated company |  | 8,762,436 | - |
|  |  | $(33,041)$ | - |
| Less: Classified under current assets |  | 8,729,395 | - |
|  | 9.1 | (2,911,743) | - |
|  |  | 5,817,652 | - |

The share of loss of associated company is based on its un-audited results.

Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)
For the quarter and period ended September 30, 2010

|  | Note | Un-audited <br> September 30 2010 (Rupees in | $\begin{aligned} & \text { Audited } \\ & \text { December 31, } \\ & 2009 \\ & \text { ousand) } \end{aligned}$ |
| :---: | :---: | :---: | :---: |
| 9. INVESTMENTS |  |  |  |
| At fair value through profit or loss: |  |  |  |
| Fatima Fertilizer Company Limited | 8 | - | 3,930,000 |
| Other - Wateen Telecom Limited |  |  |  |
| 2,000,000 (2009: NIL) fully |  |  |  |
| Investment in associate - quoted | 9.1 | 2,911,743 | - |
| Available for sale: |  |  |  |
| Associated company - quoted |  |  |  |
| Fatima Fertilizer Company Limited |  |  |  |
| 360,000,000 (2009: NIL) un-quoted |  |  |  |
| fully paid non-voting convertible cumulative preference shares of Rs 10 each |  |  |  |
| extent of preference shares held 90\% | 9.2 | 3,600,000 | - |
|  |  | 6,520,063 | 3,930,000 |

9.1 This investment has been earmarked for distribution as 'specie dividend', hence, classified as current.
9.2 These investments have been classified as current on management's intention that in the next twelve months from the balance sheet date, the company may distribute these investments as 'specie dividend' in line with the past dividend distribution practice or it may dispose of these investments to meet the working capital requirements of the company.

For the quarter and period ended September 30, 2010



Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)
For the quarter and period ended September 30, 2010

| For the Quarter Ended |  | For the Period Ended |  |
| :---: | :---: | :---: | :---: | :---: |
| September 30, | September 30, | September 30, | September 30, |
| 2010 | 2009 | 2010 | 2009 |

## 12 EARNING PER SHARE

12.1 Basic earnings per share

Net profit for the period
(Rupees in thousand)

| 513,266 | 388,707 | $1,659,038$ | $1,839,017$ |
| ---: | ---: | ---: | ---: |
| $450,000,000$ | $450,000,000$ | $450,000,000$ | $450,000,000$ |
| 1.14 | 0.86 | 3.69 | 4.09 |

### 12.2 Diluted earnings per share

A diluted earnings per share has not been presented as the company does not have any convertible instruments in issue as at September 30, 2010 and September 30, 2009 which would have any effect on the earnings per share if the option to convert is exercised.

|  |  | January 1 to September 30 <br> 2010 <br> 2009 <br> (Rupees in thousand) |  |
| :---: | :---: | :---: | :---: |
| 13 | CASH GENERATED FROM OPERATIONS |  |  |
|  | Profit before taxation | 2,283,729 | 2,302,017 |
|  | Adjustments for: |  |  |
|  | Depreciation | 477,114 | 406,109 |
|  | Retirement benefits accrued | 30,890 | 38,054 |
|  | Profit on disposal of operating fixed assets | $(2,822)$ | (75) |
|  | Finance cost | 2,703,422 | 2,236,957 |
|  | Return on bank deposits and others | $(7,398)$ | $(5,949)$ |
|  | Unrealised income on investment held to maturity | $(1,908)$ | - |
|  | Unrealised loss on re-measurement of investments | 119,680 | - |
|  | Provisions and unclaimed balances written back | $(55,991)$ | - |
|  | Share of loss from associate | 33,041 | 14,983 |
|  | Gain on derivative financial instruments | $(4,953)$ | - |
| Profit before working capital changes Effect on cash flow due to working capital changes Decrease / (Increase) in stores and spare parts Decrease/(Increase) in stock in trade Decrease/(increase) in trade debts Decrease /(Increase) in advances, deposits, prepayments and other receivables (Decrease)/Increase in trade and other payables |  | 5,574,804 | 4,992,096 |
|  |  |  |  |
|  |  | $(315,666)$ | $(66,881)$ |
|  |  | $(955,144)$ | 1,674,470 |
|  |  | $(264,649)$ | $(708,640)$ |
|  |  | $(201,417)$ | 2,747,851 |
|  |  | 351,564 | $(3,531)$ |
|  |  | (1,385,312) | 3,643,269 |
|  | Cash generated from operations | 4,189,492 | 8,635,365 |

Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)
For the quarter and period ended September 30, 2010

|  | $\begin{aligned} & \text { January } 1 \text { to September } 30 \\ & 2010 \quad 2009 \\ & \text { (Rupees in thousand) } \end{aligned}$ |  |
| :---: | :---: | :---: |
| 14 CASH AND CASH EQUIVALENTS |  |  |
| Short term borrowings - secured | (7,439,130) | $(5,343,427)$ |
| Cash and bank balances | 922,846 | 335,554 |
|  | (6,516,284) | $(5,007,873)$ |

## 15 TRANSACTIONS WITH RELATED PARTIES:

The related parties comprise associated undertakings, other related group companies, key management personnel and post employment benefit plans. The company in the normal course of business carries out transactions with various related parties. Amounts due from and due to related parties are shown under relevant receivables and payables heads. Other significant transactions with related parties are as follows:

|  | January 1 to September 30 |  |
| :---: | :---: | :---: |
|  | 2010 |  |
| Relationship with the company | Nature of transaction | (Rupees in thousand) |


| i. Post employment benefit plan | Expense charged in respect of |  |  |
| :--- | :--- | ---: | ---: | ---: |
|  | retirement benefit plan | 33,460 | 40,409 |
| ii. Key management personnel | Salaries and other employee benefits | 304,311 | 201,359 |
| iii. Associated companies | Book value of operating fixed assets sold | - | 332 |
|  | Markup expense on share deposit money | 21,185 | 24,287 |
|  | Markup expense on loan from associated company | - | 56,426 |
|  | Markup income on loans to subsidiary | 102,880 | - |
|  | Markup income on loans to associated company | 253,210 | - |
|  | Dividend income on preference shares of subsidiary | 148,080 | - |
|  | Dividend income on preference shares of | 257,560 | - |
|  | associated company | - | 27,470 |

All transactions with related parties have been carried out on commercial terms and conditions.

| Un-audited | Audited |
| :---: | :---: |
| September 30, | December 31, |
| 2010 | 2009 |
| (Rupees in thousand) |  |

## 16 PERIOD END BALANCES

| Payable to related parties | 3,744 | 7,047 |
| :--- | ---: | ---: |
| Long term loans to associated company | $4,252,379$ | 2,000 |
| Mark up receivable from associated company | 85,198 | - |
| Preference dividend receivable from associated company | 405,640 | - |
| Receivable from related parties | 34,579 | - |
| These are in the normal course of business and are interest free except for the long term |  |  |
| loans to associated company. |  |  |

## Notes to and Forming Part of the Condensed Interim Financial Information (Un-audited)

## For the quarter and period ended September 30, 2010

## 17 DATE OF AUTHORIZATION FOR ISSUE

This condensed interim financial information was authorised for issue on October 22,2010 by the Board of Directors of the company.

## 18 CORRESPONDING FIGURES

In order to comply with the requirements of International Accounting Standard 34 - 'Interim Financial Reporting', the condensed interim balance sheet and condensed interim statement of changes in equity have been compared with the balances of annual audited financial statements of preceding financial year, whereas, the condensed interim profit and loss account, condensed interim statement of comprehensive income and condensed interim cash flow statement have been compared with the balances of comparable period of immediately preceding financial year.
Sd/-Sd/Chief Executive Director

