### **COMPANY INFORMATION**

**BOARD OF DIRECTORS** 

CHAIRMAN MR. OMER BAIG MANAGING DIRECTOR MR. TARIQ BAIG

> MRS. NAIMA SHAHNAZ BAIG MR. MANSOOR IRFANI MR. AKBAR BAIG MR. DAVID JULIAN

MR. NAEEM NAZIR

CHIEF FINANCIAL OFFICER MR. WAQAR ULLAH

COMPANY SECRETARY

MR. MOHSIN ALI

**HUMAN RESOURCE** 

& REMUNERATION COMMITTEE

MR. MANSOOR IRFANI **CHAIRMAN** MR. TARIQ BAIG **MEMBER** MR. NAEEM NAZIR **MEMBER** 

INDEPENDENT DIRECTOR

AUDIT COMMITTEE MR. NAEEM NAZIR **CHAIRMAN** MR. OMER BAIG **MEMBER** 

MR. DAVID JULIAN **MEMBER** 

AUDITORS KPMG TASEER HADI & CO

CHARTERED ACCOUNTANTS

**LEGAL ADVISOR** KASURI AND ASSOCIATES

LAHORE

TAX CONSULTANTS YOUSAF ISLAM ASSOCIATES

LAHORE

INFORMATION TECHNOLOGY

CONSULTANTS

CHARTAC BUSINESS SERVICES (PVT) LTD.

**LAHORE** 

**BANKERS** NATIONAL BANK OF PAKISTAN BANK ALFALAH LTD

HABIB BANK LTD **FAYSAL BANK LTD** UNITED BANK LTD SINDH BANK LTD

THE BANK OF PUNJAB BANKISLAMI PAKISTAN LTD

MCB BANK LTD NIB BANK LTD THE BANK OF KHYBER SAMBA BANK LTD

ASKARI BANK LTD ALBARAKA BANK (PAK) LTD

SHARES REGISTRAR SHEMAS INTERNATIONAL (PVT) LTD.

Suite No. 31, 2nd Floor, Sadiq Plaza,

69 - The Mall Lahore.

Ph: 042 - 36280067. Fax: 042 - 36280068

E-mail: info@shemas.com

**REGISTERED OFFICE** 128-J, MODEL TOWN, LAHORE.

UAN: 042-111-34-34-34

FAX: 042-35857692 - 35857693 E MAIL: info@tariqglass.com WEB: www.tariqglass.com

**WORKS** 33-KM, LAHORE/SHEIKHUPURA ROAD

TEL: (042) 37925652, (056) 3500635-7

FAX: (056) 3500633

#### DIRECTORS' REPORT

The Directors of Tariq Glass Industries Limited take pleasure in presenting the report, together with the unaudited financial statements of the company, duly reviewed by the external auditors with limited scope review in accordance with the Companies Ordinance 1984 for the second quarter and six months period ended December 31, 2014.

#### **Operational & Financial Performance**

Pakistan's economy reflects improvement during the second quarter of FY2014-15, which is likely to continue through the rest of the year. Most importantly, global oil prices have slumped to a five-year low but the significant cut in oil prices have been seen in the third quarter of FY2014-15. The period under report continued with the gas shortages, which is a consequent of higher input costs due to the use of expensive alternate fuels in the shape of Furnace Oil, Diesel, and LPG. The higher selling prices of tablewares and float glass products contributed significantly to the total sales revenue of Rs. 4,131 million, which is 18% higher as compared to Rs. 3,490 million of the corresponding period of the last year. The decreasing trend of alternate fuels' prices and the bullish selling price of float glass has fostered the Net Profit and EPS for the six months period to 5.87% & Rs. 3.30 as compared to 2.53% & Rs. 1.20 respectively of the corresponding period of the last financial year.

A brief summary of the financial results for the six months period ended on December 31, 2014 is as follows:

	(Million Rupees)		
	Half Year Ende	d December 31	
	FY2014-15	FY2013-14	
Net Sales	4,131	3,490	
Gross Profit	807	661	
Profit before Tax	206	126	
Profit after Tax	242	88	
Earnings per share (Rupees)	3.30	1.27	

#### **Future Outlook**

One of the Tableware furnaces with a capacity of 110 metric tons of glass production per day was closed for a scheduled rebuild. It was planned to be put back in operations by December/January, but this was delayed, as during the rebuild phase, additional changes to the main furnace design were incorporated. Through these further changes, the resultant glass drawn from the furnace will be at a higher tonnage per day. The additional refractory for the enhanced area was ordered once the confirmation of changes in the design were confirmed and this rebuild work will be completed as soon as possible after the receipt of the refractory, which is expected to be shipped in early April this calendar year.

There has been a substantial increase of 28% in the finance cost of the Company, as compared to the same period of last year, which is mainly due to the increase in bank borrowings on account of the working capital required to maintain the variety of stock of Float Glass products range for a longer time. In this context, the negotiations with the financier banks are in progress, in order to reduce the existing pricing/mark-up rates of the rendered financing facilities. Moreover, the SBP is lowering its policy rate resultantly KIBOR is moving downwards which will also effect in lowering the finance cost of the Company.

In spite of the lowered cost of oil, it is important to note that the Glass Industry is still striving to control its cost of production due to the absence of gas and electricity. Use of alternate fuel is an expensive prospect, but we hope that these reductions in oil prices will help us to decrease our costs of production, which are incurred during the production process such as furnace firing, electricity generation, and fire polishers, etc.

The management remains optimistic about the improvement in the business scenario of the Country. The growth in tableware and float glass products augurs well and we will strive to penetrate and retain our strong market position.

For and on behalf of the Board

OMER BAIG

Lahore: February 27, 2015

### AUDITOR'S REPORT TO THE MEMBERS ON REVIEW OF CONDENSED INTERIM FINANCIAL INFORMATION

#### Introduction

We have reviewed the accompanying condensed interim balance sheet of Tariq Glass Industries Limited ("the Company") as at 31 December 2014 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement, condensed interim statement of changes in equity and notes to the condensed interim financial information for the six-month period then ended (here-in-after referred as the "condensed interim financial information"). Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this condensed interim financial information based on our review.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

The figures for the three months period ended 31 December 2014 and 31 December 2013, in the condensed interim profit and loss account and condensed interim statement of comprehensive income have not been reviewed and we do not express a conclusion on them.

KPMG Taseer Hadi & Co. Chartered Accountants (Kamran Iqbal Yousafi)

Lahore: February 27, 2015

## CONDENSED INTERIM BALANCE SHEET (UN-AUDITED)

EQUITY AND LIABILITIES	Note	Un-audited 31 December 2014 Rupees	Audited 30 June 2014 Rupees
Share capital and reserves Authorized share capital 100,000,000 (30 June 2014: 100,000,000) ordinary shares of Rs 10 each		1,000,000,000	1,000,000,000
Issued, subscribed and paid-up capital 73,458,000 (30 June 2014: 73,458,000) ordinary shares of Rs. 10 each Share premium Equity portion of shareholder loan Unappropriated profit		734,580,000 410,116,932 244,934,417 1,212,669,975 2,602,301,324	734,580,000 410,116,932 260,869,343 984,679,146 2,390,245,421
Surplus on revaluation of land  Non-current liabilities		355,002,638 2,957,303,962	355,002,638 2,745,248,059
NON-CUITER LIABIRATES			
Long term finances: - Secured - Unsecured	5	719,913,918 619,026,547 1,338,940,465	921,846,042 545,591,621 1,467,437,663
Liabilities against assets subject to finance lease Long term deposits Deferred taxation		34,948,150 253,539,437 -	40,612,439 258,969,877 8,082,908
Current liabilities		1,627,428,052	1,775,102,887
Trade and other payables Accrued mark-up Short term borrowings - secured Current portion of long term liabilities Provision for taxation	6	733,581,584 84,549,037 1,809,492,554 344,356,012 3,838,970	803,490,749 81,274,471 1,843,437,453 337,188,282 3,838,970
Contingencies and commitments	7	2,975,818,157 7,560,550,171	3,069,229,925 7,589,580,871

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

Lahore: February 27, 2015

OMER BAIG CHAIRMAN

### **AS AT 31 DECEMBER 2014**

ASSETS	Note	Un-audited 31 December 2014 Rupees	Audited 30 June 2014 Rupees
Non-current assets			
Property, plant and equipment	8	4,272,433,106	4,462,032,583
Long term deposits		55,121,195	49,360,695
Deferred taxation		28,421,372	-
Current assets			
Stores and spares		766,905,662	741,254,823
Stock in trade		1,333,951,028	1,228,917,839
Trade debts - considered good	9	600,981,370	700,211,723
Advances, deposits, prepayments and	10		
other receivables		313,691,187	277,663,688
Cash and bank balances		189,045,251	130,139,520
		3,204,574,498	3,078,187,593

**7,560,550,171** 7,589,580,871

TARIQ BAIG MANAGING DIRECTOR

## CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE SIX MONTHS AND THREE MONTHS ENDED 31 DECEMBER 2014

		Six months ended		Three months ended	
		31 December	31 December	31 December	31 December
		2014	2013	2014	2013
	Note		Ru	ipees	
Sales - net	11	4,131,117,659	3,489,539,157	2,076,719,937	1,898,041,510
Cost of sales		3,324,198,510	(2,828,545,246)	(1,742,357,696)	(1,519,588,511)
Gross profit		806,919,149	660,993,911	334,362,241	378,452,999
Administrative expenses		(59,683,422)	(46,266,369)	(30,301,374)	(20,146,692)
Selling and distribution ex	penses	(341,180,069)	(339,529,417)	(171,135,833)	(190,875,450)
		(400,863,491)	(385,795,786)	(201,437,207)	(211,022,142)
		406,055,658	275,198,125	132,925,034	167,430,857
Other income		3,228,336	7,536,107	1,091,049	5,758,144
Finance cost		(192,719,402)	(150,320,202)	(93,032,023)	(125,728,834)
Other expenses		(10,666,813)	(6,625,956)	(1,994,651)	(2,467,161)
Profit before taxation		205,897,779	125,788,074	38,989,409	44,993,006
Taxation		36,504,280	(37,669,008)	39,067,434	(22,294,263)
Profit after taxation		242,402,059	88,119,066	78,056,843	22,698,743
Earnings per share bas	ic	3.30	1.27	1.06	0.33
- dilu	ıted	3.30	1.20	1.06	0.31

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

OMER BAIG TARIQ BAIG
Lahore: February 27, 2015 CHAIRMAN MANAGING DIRECTOR

### CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE SIX MONTHS AND THREE MONTHS ENDED 31 DECEMBER 2014

	Six mont	hs ended	Three months ended		
	31 December	31 December	31 December	31 December	
	2014	2013	2014	2013	
		Rup	oees		
Profit after taxation	242,402,059	88,119,066	78,056,843	22,698,743	
Other comprehensive income					
for the period	-	-	-	-	
Total comprehensive income					
for the period	242,402,059	88,119,066	78,056,843	22,698,743	

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

OMER BAIG CHAIRMAN

Lahore: February 27, 2015

TARIQ BAIG
MANAGING DIRECTOR

## CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

	Six mont	hs ended
	31 December	31 December
	2014	2013
	Rupees	Rupees
Cash flows from operating activities	·	
Profit before taxation	205,897,779	125,788,074
Adjustments for:		
Depreciation	226,888,330	227,836,719
Profit on disposal of property, plant and equipment	(1,519,386)	(6,810,966)
ljara rentals	23,050,573	20,369,269
Finance cost	192,719,402	150,320,202
Provision for Workers' Profit Participation Fund	10,666,813	6,625,956
·	451,805,732	398,341,180
Operating profit before working capital changes	657,703,511	524,129,254
Changes in:		
Stores and spares	(25,650,839)	(225,438,370)
Advances, deposits, prepayments and other receivables	(8,600,851)	15,892,768
Stock in trade	(105,033,189)	
Trade debtors - considered good	99,230,353	(259,602,647)
Trade and other payables	(79,647,694)	
	(119,702,220)	(682,405,865)
Cash generated from / (used in) operations	538,001,291	(158,276,611)
Payments to Workers' Profit Participation Fund	(3,598,783)	(2,956,000)
Ijara rentals paid	(23,050,573)	(20,369,269)
Income tax paid	(27,426,648)	(23,034,142)
	(54,076,004)	(46,359,411)
Net cash generated from / (used in) operating activities	483,925,287	(204,636,022)
Cash flows from investing activities		
Fixed capital expenditure	(40,169,466)	(222,720,407)
Proceeds from sale of property, plant and equipment	4,400,000	9,500,000
Long term deposits (paid) / received	(5,760,500)	3,213,477
Net cash used in investing activities	(41,529,966)	(210,006,930)
Cash flows from financing activities		
Proceeds of long term finances	57,500,000	101,000,000
Repayment of long term finances	(195,682,123)	(18,760,145)
(Repayments) / proceeds of short term borrowings - net	(33,944,899)	480,147,876
Liabilities against assets subject to finance lease	(4,746,556)	4,945,586
Long term deposits (paid) / obtained	(5,430,440)	51,435
Finance cost paid	(189,444,836)	(135,743,011)
Dividend paid	(11,740,736)	-
Net cash (used in) / generated from financing activities	(383,489,590)	431,641,741
Net increase in cash and cash equivalents	58,905,731	16,998,789
Cash and cash equivalents at the beginning of the period	130,139,520	67,110,423
Cash and cash equivalents at the end of the period	189,045,251	84,109,212

7

**OMER BAIG** 

**CHAIRMAN** 

**TARIQ BAIG** 

MANAGING DIRECTOR

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

Lahore: February 27, 2015

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

		Share capital	Share premium	Equity portion of shareholders loan	Unappropriate d profit	Total
	Note			Rupees		
Balance as at 30 June 2013		693,000,000	263,697,120	244,169,568	968,191,016	2,169,057,704
Total comprehensive income for the period		-	-	-	88,119,066	88,119,066
Transactions with the owners of the Company:						
Equity portion of shareholders loan received during the period		-	-	38,590,572	-	38,590,572
Notional interest on shareholders' loan		-	-	(25,924,813)	-	(25,924,813)
Balance as at 31 December 2013 - (Un-audited)		693,000,000	263,697,120	256,835,327	1,056,310,082	2,269,842,529
Total comprehensive income for the period		-	-	-	(71,630,936)	(71,630,936)
Transactions with the owners of the Company:						
Issue of shares for consideration other than cash		41,580,000	146,419,812	-	-	187,999,812
Equity portion of shareholders loan received during the period		-	-	30,117,224	-	30,117,224
Notional interest on shareholders' loan		-	-	(26,083,208)	-	(26,083,208)
Balance as at 30 June 2014 - (Audited)		734,580,000	410,116,932	260,869,343	984,679,146	2,390,245,421
Total comprehensive income for the period		-	-	-	242,402,059	242,402,059
Transactions with the owners of the Company: Final dividend for the year ended 30 June 2014 at the rate of Rs. 0.50 (5%) per ordinary share	12	-	-	-	(14,411,230)	(14,411,230)
Equity portion of shareholders loan received during the period		-	-	18,242,306	-	18,242,306
Notional interest on shareholders' loan		-	-	(34,177,232)	-	(34,177,232)
Balance as at 31 December 2014 - (Un-audited)		734,580,000	410,116,932	244,934,417	1,212,669,975	2,602,301,324

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

Lahore: February 27, 2015

OMER BAIG CHAIRMAN TARIQ BAIG MANAGING DIRECTOR

### NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE SIX MONTHS ENDED 31 DECEMBER 2014

#### 1 Reporting entity

Tariq Glass Industries Limited ("the Company") was incorporated in Pakistan in 1978 and converted into a Public Limited Company in the year 1980. The Company is listed on Karachi, Lahore and Islamabad Stock Exchanges. The Company is principally engaged in the manufacture and sale of glass containers, tableware and float glass. The registered office of the Company is situated at 128-J, Model Town, Lahore.

#### 2 Basis of preparation

#### 2.1 Basis of accounting

- 2.1.1 This condensed interim financial information comprises the condensed interim balance sheet of the Company, as at 31 December 2014 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement and condensed interim statement of changes in equity together with the notes forming part thereof.
- 2.1.2 This condensed interim financial information of the Company for the six months period ended 31 December 2014 has been prepared in accordance with the requirements of the International Accounting Standard 34 Interim Financial Reporting and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.
- 2.1.3 This condensed interim financial information does not include all of the information required for full annual financial statements and should be read in conjunction with the financial statements for the year ended on 30 June 2014.
- 2.1.4 This condensed interim financial information is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984.

#### 3 Significant accounting policies

- 3.1 The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of annual financial statements for the year ended 30 June 2014.
- 3.2 There were certain other new standards and amendments to the approved accounting standards which became effective during the period but are considered not to be relevant or have any significant effect on the Company's operations and are, therefore, not disclosed.

In addition to the above, following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 January 2015:

### Effective date (accounting Standard or Interpretation periods beginning on or after)

IAS 38 - Intangible Assets	01 January 2016
IAS 16 - Property, Plant and Equipment	01 January 2016
IAS 41 - Agriculture	01 January 2016
IFRS 10 - Consolidated Financial Statements	01 January 2015
IFRS 11 - Joint Arrangements	01 January 2015
IFRS 12 - Disclosure of Interest in Other Entities	01 January 2015
IFRS 13 - Fair Value Measurement	01 January 2015
IAS 27 - Separate Financial Statements	01 January 2016
Annual Improvements to IFRSs 2012-2014 Cycles	01 January 2016

#### 4 Use of estimates and judgements

The preparation of this condensed interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expense and related disclosures at the date of financial statements. Actual results may differ from these estimates. In preparing this condensed interim financial information, the significant judgments made by management in applying accounting policies, key estimates and uncertainty includes:

- Depreciation method, residual values and useful life of depreciable assets
- Taxation
- Provisions and Contingencies

				Un-audited 31 December 2014	Audited 30 June 2014
			Note	Rupees	Rupees
5	Lon	g term finances - secured			
	Synd	dicate facility	5.1	823,840,946	988,585,446
	Dem	nand finance	5.2	229,424,972	260,362,596
	Curr	ent maturity	6	(333,352,000)	(327,102,000)
				719,913,918	921,846,042
	5.1	Syndicate facility			
		Opening balance		1,008,400,002	1,344,536,002
		Payment during the period / year		(168,068,000)	(336,136,000)
		Transaction cost		(16,491,056)	(19,814,556)
				823,840,946	988,585,446
	5.2	Demand finance			
		Opening balance		262,500,000	300,000,000
		Payment during the period / year		(31,250,000)	(37,500,000)
		Transaction cost		(1,825,028)	(2,137,404)
				229,424,972	260,362,596
6	Curi	rent portion of long term liabilities			
	Long	g term finances - secured	5	333,352,000	327,102,000
	Liabi	lities against assets subject to finance lease		11,004,012	10,086,282
		•		344,356,012	337,188,282
_					

#### 7 Contingencies and commitments

#### 7.1 Contingencies

Subsequent to the promulgation of Gas Infrastructure Development Cess Ordinance, 2014 ( "The Ordinance") on 25 September 2014, the Company was required to pay Gas Infrastructure Development Cess (GIDC) levied through gas bills at the rate of Rs. 200 / MMBTU on captive power and Rs. 150 / MMBTU on industrial consumption. The Ordinance also validated the GIDC charged, levied or collected by gas companies under Gas Infrastructure Development Cess Act, 2011 ("the Act") which was declared unconstitutional by Honorable Supreme Court of Pakistan through judgment dated 22 August 2014. The Ordinance has been challenged by the Company through writ petition in Honorable Lahore High Court and accordingly no payment has been made by the Company under the Ordinance. However, on prudent basis the Company has created provision of Rs. 96.932 million on applicable rates on its gas consumption for the period starting from 1 July 2014 to 31 December 2014. The Company has not created provision for the amount short paid of Rs. 172.604 million under the Act for previous years, as it has filed writ petition against the applicability of the Ordinance based on the judgment of Supreme Court and it expects a favourable outcome of the case.

Other than the above mentioned matter there has been no significant change in contingencies as reported in the preceding published annual financial statements of the Company for the year ended 30 June 2014.

#### 7.2 Commitments

- Letter of credit for capital expenditure amounting to Rs. 6.091 million (30 June 2014: Rs. 30.930 million).
- Letter of credit for other than capital expenditure amounting to Rs. 19.851 million (30 June 2014: Rs. 13.136 million).
- The amount of future ljarah rentals for ljarah financing and the period in which these payments will become
  due are as follows:

8

	1	Vote	Un-audited 31 December 2014 Rupees	Audited 30 June 2014 Rupees
	Not later than one year Later than one year and not later than five ye	ears	42,581,060 59,053,980	42,957,382 71,728,223
Prop	perty, plant and equipment			
	3	8.1 8.2	4,240,199,535 32,233,571 4,272,433,106	4,458,346,537 3,686,046 4,462,032,583
8.1	Operating fixed assets			
	Net book value at the beginning of the period	d / year	4,458,346,537	4,437,531,663
	Additions (Cost)			
	Factory building - freehold Plant and machinery Plant and machinery - Leased Furniture and fixtures		- 5,734,841 -	157,458,003 303,083,080 7,302,277 379,396
	Electric installation Vehicles Fire fighting equipment Moulds		141,000 5,746,100 - -	5,673,548 4,304,200 596,020 5,231,820
	Disposals (net book value)		11,621,941	484,028,344
	Vehicles		(2,880,613)	(3,257,297)
	Depreciation charge for the period / year Closing written down value		(226,888,330) 4,240,199,535	(459,956,173) 4,458,346,537
8.2	Capital work in progress			
	Plant and machinery Advances		29,148,465 3,085,106 32,233,571	600,940 3,085,106 3,686,046

#### 9 Trade debts - considered good

This includes balance amounting to Rs. 3.664 million (30 June 2014: Rs. 2.798 million) receivable from associated undertaking (Omer Glass Industries Limited).

#### 10 Advances, deposits, prepayments and other receivables

This includes balance amounting to Rs. 0.391 million (30 June 2014: Rs. 0.191 million) receivable from associated undertaking (Omer Glass Industries Limited).

		Six months end	ed (Un-audited)	Three months ended (Un-audite		
		31 December	31 December	31 December	31 December	
		2014	2013	2014	2013	
			Ru	pees		
11	Sales - net					
	Local sales	4,010,808,584	3,734,050,098	2,004,245,140	1,993,777,140	
	Export sales	842,113,365	488,693,360	407,145,674	282,771,285	
	Gross sales	4,852,921,949	4,222,743,458	2,411,390,814	2,276,548,425	
	Less: Trade discount	156,717,344	218,292,597	48,498,012	111,589,439	
	Sales tax	565,086,946	514,911,704	286,172,865	266,917,476	
		721,804,290	733,204,301	334,670,877	378,506,915	
		4,131,117,659	3,489,539,157	2,076,719,937	1,898,041,510	

#### 12 Dividend

The memebrs of the Company have approved, as recommended by the Board of Directors, 5% cash dividend for the year ended 30 June 2014. The sponsoring directors, the associated concern and the foreign investment company, holding together 60.8% of the Company's Shares, at the request of the management consented to forego the right to final cash dividend for the year ended 30 June 2014.

#### 13 Transactions with related parties

The related parties comprise associated company, directors of the Company, key employees and staff retirement funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in this condensed interim financial information is as follows:

		Six months end	ed (Un-audited)
Name and nature of parties	Nature of transaction	31 December	31 December
		2014	2013
		Rup	ees
Associated company			
Omer Glass Industries Limited	Sale of glass lids	901,620	897,328
<u>Directors</u>			
Mr. Tariq Baig	Loan from director	28,000,000	55,300,000
Mr. Omer Baig	Loan from director	29,500,000	55,700,000
Employee benefit plan			
Provident fund	Contributions	7,242,912	6,157,495
Key Management Personnel:			
Remuneration		32,580,565	26,120,806
House rent		14,661,406	11,754,363
Conveyance		253,900	230,400
Contribution to provident fund		2,776,404	2,432,081
Medical and others		3,921,671	2,817,027
Utilities		3,258,063	2,612,081
		57,452,009	45,966,758

#### 14 Operating segments

- 14.1 These financial statements have been prepared on the basis of single reportable segment.
- **14.2** Revenue from sale of glass represents 100% (31 December 2013 : 100%) of the total revenue of the Company.
- 14.3 82.7% (31 December 2013: 88.4%) sales of the Company relate to customers in Pakistan.
- 14.4 All non-current assets of the Company as at 31 December 2014 are located in Pakistan.

#### 15 Financial risk management

The Company's financial risk management objective and policies are consistent with that disclosed in the financial statements for the year ended 30 June 2014.

#### 16 Corresponding figures

Corresponding figures have been re-arranged, where necessary, for the purpose of comparison. An amount of Rs. 136.764 million pertaining to commission on sale, has been reclassified from Sales - net to Selling and distribution expenses.

#### 17 Date of authorization

Lahore: February 27, 2015

This un-audited condensed interim financial information for the half year ended 31 December 2014 was authorized for issue by the Board of Directors on February 27, 2015.

#### 18 General

Figures have been rounded off to nearest Rupee.

OMER BAIG

TARIQ BAIG MANAGING DIRECTOR