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## **COMPANY INFORMATION**

### **BOARD OF DIRECTORS**

<b>CHAIRMAN</b>	MR. MANSOOR IRFANI	
<b>MANAGING DIRECTOR / CEO</b>	MR. OMER BAIG	
<b>DIRECTORS</b>	MR. MOHAMMAD BAIG MR. SAAD IQBAL MS. RUBINA NAYYAR MR. TAJAMMAL HUSSAIN BOKHAREE MR. FAIZ MUHAMMAD	INDEPENDENT DIRECTOR INDEPENDENT DIRECTOR

**CHIEF FINANCIAL OFFICER** MR. WAQAR ULLAH

**COMPANY SECRETARY** MR. MOHSIN ALI

**HUMAN RESOURCE & REMUNERATION COMMITTEE** MR. TAJAMMAL HUSSAIN BOKHAREE CHAIRMAN  
MR. OMER BAIG MEMBER  
MR. MANSOOR IRFANI MEMBER

**AUDIT COMMITTEE** MR. TAJAMMAL HUSSAIN BOKHAREE CHAIRMAN  
MS. RUBINA NAYYAR MEMBER  
MR. MANSOOR IRFANI MEMBER

**AUDITORS** KPMG TASEER HADI & CO.  
CHARTERED ACCOUNTANTS, LAHORE

**LEGAL ADVISOR** KASURI AND ASSOCIATES, LAHORE

**CORPORATE CONSULTANTS** MR. RASHID SADIQ, M/S R.S. CORPORATE ADVISORY, LAHORE

**TAX CONSULTANTS** YOUSAF ISLAM ASSOCIATES, LAHORE

**BANKERS** NATIONAL BANK OF PAKISTAN BANK ALFALAH LTD  
HABIB BANK LTD FAYSAL BANK LTD  
UNITED BANK LTD J.S. BANK LTD  
THE BANK OF PUNJAB BANKISLAMI PAKISTAN LTD  
MCB BANK LTD BANK ALHABIB LTD  
THE BANK OF KHYBER SAMBA BANK LTD  
ASKARI BANK LTD AL-BARAKA BANK (PAK) LTD  
MEEZAN BANK LTD STANDARD CHARTERED BANK (PAK) LTD  
ALLIED BANK LTD

**SHARES REGISTRAR** SHEMAS INTERNATIONAL (PVT) LTD.  
533 - Main Boulevard, Imperial Garden Block,  
Paragon City, Barki Road, Lahore.  
Ph: +92-42-37191262  
E-mail: [info@shemasinternational.com](mailto:info@shemasinternational.com)

**REGISTERED OFFICE** 128-J, MODEL TOWN, LAHORE.  
UAN : 042-111-34-34-34  
FAX : 042-35857692 - 35857693  
E MAIL : [info@tariqglass.com](mailto:info@tariqglass.com)  
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## *Vision Statement*

*To be a premier glass manufacturing organization of International standards and repute, offering innovative value-added products, tailored respectively to the customer's needs and satisfaction. Optimizing the shareholder's value through meeting their expectations, making Tariq Glass Industries Limited an "Investor Preferred Institution" is one of our prime policies. We are a "glassware supermarket" by catering all household and industrial needs of the customers under one roof.*

## *Mission Statement*

*To be a world class and leading company continuously providing quality glass tableware, containers and float by utilizing best blend of state-of-the-art technologies, highly professional staff, excellent business processes and synergistic organizational culture.*



## **NOTICE OF ANNUAL GENERAL MEETING**

The Notice is hereby given that the 40<sup>th</sup> Annual General Meeting of the members of the Company will be held on Saturday, the October 27, 2018 at 11:00 AM at the Defence Services Officers' Mess, 71 – Tufail Road, Lahore Cantt to transact the following business:

### **ORDINARY BUSINESS:**

1. To confirm the minutes of the 39<sup>th</sup> Annual General Meeting of the members held on October 28, 2017.
2. To receive, consider and adopt the Audited Financial Statements of the Company for the year ended June 30, 2018 together with the Chairman's Review Report, Directors' Report and Auditor's Report thereon.
3. To approve the payment of cash dividend @ 60% (i.e., Rs. 6.00 per share) for the year ended June 30, 2018 as recommended by the Board of Directors.
4. To appoint Auditors of the Company for the year ending June 30, 2019 and fix their remuneration. The retiring auditors M/s KPMG Taseer Hadi & Co., Chartered Accountants being eligible offer themselves for reappointment.

### **OTHER BUSINESS:**

5. To transact any other business with the permission of the Chairman.

**October 01, 2018**  
**Lahore**

**BY ORDER OF THE BOARD**

**(MOHSIN ALI)**  
**COMPANY SECRETARY**

### **NOTES**

1. The Share Transfer Books of the Company will remain closed from October 20, 2018 to October 27, 2018 (both days inclusive). Transfers received in order at the office of Share Registrar of the Company namely **M/s Shemas International (Private) Limited, 533 - Main Boulevard, Imperial Garden Block, Paragon City, Barki Road, Lahore (Phone: 0092-42-37191262; Email: info@shemasinternational.com)** at the close of business hours on October 19, 2018 will be treated in time for the purpose of transfer of shares and payment of cash dividend, if approved by the shareholders.
2. The members are advised to bring their ORIGINAL Computerized National Identity Card (CNIC) and those members who have deposited their shares in Central Depository System should also be cognizant of their CDC Participant ID and Account Number at the meeting venue. In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature of the nominee shall be produced at the time of the meeting.
3. All members are entitled to attend and vote at the meeting. A member entitled to attend and vote at the meeting is also entitled to appoint another member of the Company as his/her proxy to attend, speak and vote for him/her. In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature shall be submitted along with proxy form to the Company. A proxy must be a member of the Company. A member shall not be entitled to appoint more than one proxy to attend any one meeting. The instrument of proxy duly executed should be lodged at the Registered Office of the Company not later than 48 hours before the time of meeting. The form of proxy must be witnessed with the addresses and CNIC numbers of witnesses, certified copies of CNIC of member and the proxy member must be attached and the revenue stamp should be affixed and defaced on the form of proxy.
4. Pursuant to the directives of Securities & Exchange Commission of Pakistan (SECP) inter alia vide SRO 779 (1) 2011 dated August 18, 2011, SRO 831(1)/2012 dated July 05, 2012, and SRO 19(1) 2014 dated January 10, 2014, it is necessary to mention the Member's computerized national identity card (CNIC) number for the payment of dividend, members register and other statutory returns. Members are therefore requested to



submit a copy of their valid CNIC (if not already provided) by mentioning their folio numbers to the Share Registrar of the Company failing which result in withholding of dividend payments to such members.

5. In terms of section 242 of the Companies Act, 2017, it is mandatory for the listed companies to pay cash dividend electronically directly into the designated bank account of a shareholder instead of paying the dividend through dividend warrants. Therefore, it has become essential for all of our valued shareholders to provide the International Bank Account Numbers ("IBAN"s) and other details of their designated Bank Account. In this regard, please send the complete details of your bank account including IBAN along with valid copy of your CNIC at the address of the Share Registrar of the Company. The form titled as "Electronic Dividend Mandate Form" is available on website of the Company, send it duly signed along with copy of your valid CNIC to the Share Registrar of the Company. In case shares are held in CDC account then "Electronic Dividend Mandate Form" should be sent directly to the relevant broker / CDC Investor Account Services where Member's CDC account is being maintained.
6. In pursuance of applicable tax laws the withholding of tax is required to be made at the time of payment of dividend and it has been directed that all non-filers of Income Tax returns will be taxed at higher rate (i.e., 20%) as compared to filers of Income Tax returns who will be taxed at normal rate (i.e., 15%). The non-filers of Income Tax returns are those persons whose names are not appearing in Active Tax-payers List (ATL) provided on the website of FBR upto October 19, 2018 (i.e., the day before the start of book closure date). Despite the fact that members have filed the income tax returns but if their names are not appearing in ATL will still be considered as non-filer, are advised to immediately make sure that their names are entered and appearing in ATL upto October 19, 2018. The Members are also advised to send formal and valid tax exemption certificate if they are enjoying exemption from withholding of tax on dividend under any of the provisions of Income Tax Ordinance 2001 to the Share Registrar of the Company before the book closure date i.e., before the close of business hours on October 19, 2018, so the deduction of withholding tax from their dividend could be restrained.
7. In case of Joint Holders withholding tax will be determined separately on Filer / Non-Filer status of Senior / Principal shareholder as well as Joint Holders based on their shareholding proportions. In this regard, all Members who hold share with joint shareholders are requested to provide shareholding proportions (as per the form titled as "Shareholding Proportion" available on website of the Company) of Senior / Principal shareholder and Joint Holders in respect of share held by them to the Share Registrar of the Company.
8. Members may participate in the meeting via video-link facility subject to availability of this facility in that city and consent from members (form titled as "Consent for Video Conference" is available on website of the Company). The members must hold in aggregate 10% or more shareholding residing in that city and consent of shareholders must reach at the registered address of the Company at least 10 days prior to the general meeting in order to participate in the meeting through video conference. The Company will intimate members regarding venue of video conference facility at least 5 days before the date of general meeting along with complete information necessary to enable them to access such facility.
9. Shareholders who could not collect their dividend / physical shares are advised to contact the Company Secretary at the registered office of the Company to collect / enquire about their unclaimed dividend or shares, if any.
- 10 The members are requested to notify the change of address and Zakat declaration, if any, immediately to our Share Registrar.



## **CHAIRMAN'S REVIEW REPORT**

It is informed with deep sorrow and grief that the founding father of this organization, respected Mr. Tariq Baig, passed away on January 18, 2018. **إِنَّا لِلَّهِ وَإِنَّا إِلَيْهِ رَاجِعُونَ**. May Allah rest his soul in eternal peace. Mr. Baig's vision, ideology, thoughts and work will be remembered for decades to come. He was a dynamic leader across all domains, from the intellectual and the organizational to the ethical and the human. Most importantly, he was a model of integrity who exemplified and stewarded organizational values of honesty, responsibility, empathy, and public service.

Tariq Glass Industries Limited has made tremendous progress over the years to be where it stands today - The Leading Glass Industry in Pakistan. This splendid progress is attributable to the blessings of Almighty Allah, untiring effort of the work force, adoption of correct strategies and their timely implementation by the management. The record Net Sales of Rs. 12,302 million, Profit After Tax of Rs. 1,097 million and Earnings per Share of Rs. 14.94 registered by the Company in the financial year 2017-2018 justify our claim as the leader of glass industry of the country.

As required under section 192 of the Companies Act 2017, it is hereby reported that an annual evaluation of the Board of Directors (the "Board") of Tariq Glass Industries Limited (the "Company") has been carried out. The purpose of this evaluation is to ensure that the Board's overall performance and effectiveness is assessed and benchmarked against anticipations in line with the objectives set for the Company. Areas where improvements are required are duly considered and action plans are formulated. The Board has completed its annual self-evaluation for the year ended June 30, 2018 and I hereby report that the overall performance of the Board assessed on the basis of guidelines / questionnaire for the year was satisfactory. The assessment criteria is based on evaluation of the following variables, which have a direct relevance on Board's role in attainment of Company's objective:

1. **Vision, mission and values:** The Board members have a clear understanding about Company's vision, mission and values and promote them.
2. **Strategic planning & engagement:** The Board members empathize all the stakeholders (shareholders, customers, employees, vendors, government, and society at large) whom the Company serves. The Board has evolved strategic planning that how the organization should be progressing over the next three to five years. Further, Board sets goals and objectives on annual basis for the management in all major areas of business and community.
3. **Organization's business activities:** The Board remained updated with respect to achievement of Company's goals & objectives and implementation of plans & strategies and review of financial performance through regular analysis of MIS, presentations by the management, internal and external auditors report and other opinions and feedback. The Board members provide appropriate direction and guidance on a timely basis. It received clear and brief agendas with supporting written material and sufficient time prior to board and committee meetings. The board met frequently enough to adequately discharge its responsibilities.
4. **Assiduity & monitoring:** The Board members have developed system of sound internal control with emphasis on financial matters and implemented at all levels within the Company. The Board members diligently performed their duties and thoroughly reviewed, discussed and approved business strategies, corporate objectives, plans, budgets, financial statements and other reports.
5. **Board Diversification:** The Board members successfully brought diversity on the Board by constituting a mix of independent, non-executive and executive directors. The representation to one female director is also given. These independent, female and non-executive directors were equally involved in important board decisions. The Board members are also specialized in specific areas like management, accounts & finance, marketing, glass manufacturing, public relations, prevalent laws etc.
6. **Governance:** The Board members have efficiently set the tone-at-the-top, by positioning the transparent and robust system of governance in front of the organization's people. The achievement of this phenomena is led by setting up an effective control environment, compliance with best practices of corporate governance, advocating code of conduct, promoting ethical and fair behavior across the Company and supporting behavior for the whistle blower.

Lahore, October 01, 2018

**MANSOOR IRFANI**  
**CHAIRMAN**



## DIRECTORS' REPORT

The Directors of Tariq Glass Industries Limited are pleased to present before you the performance report together with the annual audited financial statements of the company along-with the auditors' reports thereon, for the year ended June 30, 2018.

### **Economy Review:**

The Economic growth momentum in Pakistan remained above 5 percent in a row for the last two years and reached 5.79 percent in FY2018 which is highest in last 13 years on account of a strong performance in agriculture, industry and services sectors. However, the higher trade deficit and depleting foreign exchange reserves caused massive devaluation of Pak Rupee in the recent past thus the import of machinery, spares, oil and raw materials has become more expensive. On the other hand tight monetary policy announced by upward revision of base rate will result in higher finance cost for business. We believe that Pakistan can maintain a stronger growth trajectory through domestic and regional stability by improving overall competitiveness, revitalizing public sector enterprises, as well as timely completion and effective use of infrastructure projects.

### **Business Review:**

By the Grace of Allah Almighty, the Company has registered record net sales of Rs.12,302 million against Rs. 9,903 million in the previous year showing a robust growth of 24.23%. The profit after tax and EPS for the period under report are Rs.1,097 million and Rs. 14.94 as compared to corresponding figures of last year of Rs. 760 million and Rs. 10.34 respectively.

The lucrative profitability is attributable to efficient monitoring and development of operating procedures, implementation of effective marketing plans, promotional schemes and media campaigns to secure volumes of tableware as well as float glass produce. Consequently, the Company succeeded in increased consumption of its goods through demand pull strategy.

The key operating and financial data in summarized form is also annexed for the consideration of shareholders. The financial results in brief are as under:

	<b>FY-2018</b>	<b>FY-2017</b>
	<b>(Rupees in Million)</b>	
Sales – net	<b>12,302</b>	9,903
Gross profit	<b>2,324</b>	2,018
Operating profit	<b>1,579</b>	1,434
Profit before tax	<b>1,425</b>	1,185
Profit after tax	<b>1,097</b>	760
Earnings per share – basic and diluted – Rupees	<b>14.94</b>	10.34

By the grace of Allah Almighty, the company's production facilities were fully functional during the current financial year whereas the commercial operations from the produce of Opal Glass furnace were started on 29 March 2018. Resultantly higher inventories of glass products were available for sale thus remarkable growth in sales volumes was achieved during the period under report.

The Board of Directors is pleased to recommend the payment of cash dividend at the rate of 60% (i.e. Rs. 6.00 per share) for the year ended June 30, 2018.



**Corporate and Financial Reporting Framework:**

- (a) The financial statements, prepared by the management of the listed company, present its state of affairs fairly, the result of its operations, cash flows and changes in equity.
- (b) Proper books of account of the listed company have been maintained.
- (c) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- (d) International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departure therefrom has been adequately disclosed and explained.
- (e) The systems of internal control whether financial or non-financial are sound in design and has been effectively implemented and monitored.
- (f) There are no significant doubts upon the listed company's ability to continue as a going concern.
- (g) The information about taxes and levies is given in the notes to the financial statements.
- (h) There has been no departure from the best practices of Corporate Governance as detailed in the Listed Companies (Code of Corporate Governance) Regulations, 2017. A statement to this effect is annexed with this report.

**Internal Financial Control:**

A system of sound internal financial control is developed and implemented at all levels within the company. The system of internal financial control is sound in design for ensuring achievement of company's objective its operational effectiveness and efficiency, reliable financial reporting and compliance with laws, regulations and policies.

**Board of Directors:**

On behalf of all the members of the Board, it is informed with deep sorrow and grief that respected Mr. Tariq Baig, the founding father of this organization passed away on January 18, 2018 *إِنَّا لِلَّهِ وَإِنَّا إِلَيْهِ رَاجِعُونَ*. May Allah rest his soul in eternal peace.

The Board of Directors completed its tenure of three years on September 02, 2017. The election of directors was adjudicated in the Extra Ordinary General Meeting held on August 30, 2017 under the provisions of section 159 of the Companies Act 2017 for the next term of three years (i.e., from September 3, 2017 to September 2, 2020) by the shareholders of the Company. The name of Board members before and after the date of election are given below:

Sr.	Name of Directors on the Board of Previous Term (i.e., upto September 02, 2017)	Name of Directors on the Board of Current Term (i.e., from September 03, 2017 to September 02, 2020)	Remarks
1.	Mr. Tariq Baig (Late)	Mr. Tariq Baig (Late)	Died on 18/01/2018
2.	Mr. Omer Baig	Mr. Omer Baig	Continuing Director and Appointed as Managing Director on 25/01/2018 after the sad demise of Mr. Tariq Baig (Late)



<b>Sr.</b>	<b>Name of Directors on the Board of Previous Term (i.e., upto September 02, 2017)</b>	<b>Name of Directors on the Board of Current Term (i.e., from September 03, 2017 to September 02, 2020)</b>	<b>Remarks</b>
3.	Mrs. Naima Shahnaz Baig	Mrs. Naima Shahnaz Baig	Resigned on 28/10/2017
4.	Mr. Mansoor Irfani	Mr. Mansoor Irfani	Continuing Director
5.	Mr. Tajammal Hussain Bokharee	Mr. Tajammal Hussain Bokharee	Continuing Director
6.	Mr. David Julian	-	Not participated in election for the current term
7.	Mr. Naeem Nazir	-	Not participated in election for the current term
8.	-	Mr. Mohammad Baig	Continuing Director
9.	-	Mr. Saad Iqbal	Continuing Director
10.	-	Ms. Rubina Nayyar	Co-opted director in place of Mrs. Naima Shahnaz Baig and Continuing Director
11.	-	Mr. Faiz Muhammad	Co-opted director in place of Mr. Tariq Baig (Late) and Continuing Director

**Composition of Board:**

The current composition of the Board of Directors in compliance with the requirements of Listed Companies (Code of Corporate Governance) Regulations, 2017 is as under:

Total number of Directors are 7 of which:

- (a) Male Directors are: 6  
(b) Female Director is: 1

Further, from the board of 7 directors the status wise summary is as under:

- i. Independent Directors: 2  
ii. Non- Executive Directors: 3  
iii. Executive Directors: 2

Furthermore, at present the following directors are serving on the Board of Directors of the Company:

<b>Status / Category</b>	<b>Names</b>
<b>Independent Director:</b>	Mr. Tajammal Hussain Bokharee Mr. Faiz Muhammad
<b>Non-Executive Directors:</b>	Mr. Mansoor Irfani (Chairman) Ms. Rubina Nayyar Mr. Saad Iqbal
<b>Executive Directors:</b>	Mr. Omer Baig (Managing Director/CEO) Mr. Mohammad Baig



The following vacancies occurred on the board and were filled up by the directors:

Date	Director (Resigned / Died)	Vacancy Occurred	Date of Co-option / Appointment	Name of Co-opted / Appointed Director
October 28, 2017	Mrs. Naima Shahnaz Baig	Director	November 03, 2017	Ms. Rubina Nayyar
		Member of Audit Committee	November 03, 2017	Ms. Rubina Nayyar
January 18, 2018	Mr. Tariq Baig (Late)	Managing Director	January 25, 2018	Mr. Omer Baig
		Director	March 20, 2018	Mr. Faiz Muhammad
		Member of Human Resource & Remuneration Committee	January 25, 2018	Mr. Omer Baig

Mr. Tajammal Hussain Bokharee being an independent director was also appointed as Chairman of the Human Resource & Remuneration Committee in place of Mr. Mansoor Irfani. However, Mr. Mansoor Irfani is continuing as member of Human Resource & Remuneration Committee

During the period under report a sum of Rs 574.824 million was repaid to the sponsor directors against the interest free loan provided by them. This repayment of interest free sponsors' loan was allowed by the Board of Directors of the Company w.e.f. May 31, 2017.

**Board Meetings:**

During the year, 6 meetings of the board were held. The attendance of the Board members was as follows:

Sr.	Name of Director	Total Board Meetings Eligible to Attend	Board Meetings Attended
1.	Mr. Omer Baig	6	6
2.	Mr. Mansoor Irfani	6	5
3.	Mr. Tajammal Hussain Bokharee	6	4
4.	Mr. Mohammad Baig	5	5
5.	Mr. Saad Iqbal	5	4
6.	Mr. Tariq Baig (Late)	4	4
7.	Mrs. Naima Shahnaz Baig	2	2
8.	Ms. Rubina Nayyar	2	2
9.	Mr. Faiz Muhammad	1	1
10.	Mr. David Julian	1	1
11.	Mr. Naeem Nazir	1	1



**Committees of the Members of the Board of Directors:**

The Board has constituted Audit Committee (AC) and Human Resource & Remuneration Committee (HR & R Committee) for its assistance. The details of members and scope are as under:

**Audit Committee**

1. Mr. Tajammal Hussain Bokharee – Chairman AC (Independent Director)
2. Mr. Mansoor Irfani – Member
3. Ms. Rubina Nayyar – Member

Audit Committee reviewed the quarterly, half yearly and annual financial statements before submission to the board and their publication. The audit committee also reviewed internal audit findings and held separate meetings with internal and external auditors. The audit committee had detailed discussions with external auditors on their letter to the management.

During the year under report, 4 meetings of the audit committee were held. The attendance of the members of audit committee was as follows:

<b>Sr.</b>	<b>Name of Director</b>	<b>Total Audit Committee Meetings Eligible to Attend</b>	<b>Audit Committee Meetings Attended</b>
1	Mr. Tajammal Hussain Bokharee	4	4
2	Mr. Mohammad Baig	3	3
3	Mrs. Rubina Nayyar	2	2
4	Mrs. Naima Shahnaz Baig	2	2
5	Mr. Mansoor Irfani	1	-

**Human Resource & Remuneration Committee**

1. Mr. Tajammal Hussain Bokharee – Chairman HR & R Committee (Independent Director)
2. Mr. Omer Baig – Member
3. Mr. Mansoor Irfani - Member

The committee has been constituted to address and improve the area of Human Resource Development. The main aim of the committee is to assist the Board and guide the management in the formulation of the market driven HR policies regarding performance management, HR staffing, compensation and benefits, that are compliant with the laws and regulations.

During the year under report, 3 meetings of the human resource & remuneration committee were held. The attendance of the members of human resource & remuneration committee was as follows:

<b>Sr.</b>	<b>Name of Director</b>	<b>Total HR &amp; R Committee Meetings Eligible to Attend</b>	<b>HR &amp; R Committee Meetings Attended</b>
1	Mr. Tajammal Hussain Bokharee	3	3
2	Mr. Mansoor Irfani	3	3
3	Mr. Omer Baig	2	2
4	Mr. Tariq Baig (Late)	1	1



**Remuneration of Directors & Related Party Transactions:**

The remuneration of directors is determined by the Board of Directors in accordance with the requirements of the Companies Act 2017, the regulations and Articles of Association of the Company. The remuneration paid to the directors is disclosed under Note No. 38 of the annexed Notes to the Financial Statements.

All the related party transactions are disclosed under Note No. 40 of the annexed Notes to the Financial Statements.

**Directors Training Program:**

During the period under report there were two certified directors on the board. After the balance sheet date the Company arranged directors training program for the following directors:

- Mr. Tajammal Hussain Bokharee
- Mr. Mansoor Irfani
- Mr. Faiz Muhammad

As on date of signing of this report there were total five certified directors on the Board. The remaining two directors will fulfill the requirements of directors training program within the stipulated time frame.

However, the briefing on respective laws, regulations and the Company's Memorandum and Articles of Association have been provided to all the directors. Thus they are well conversant with their duties and responsibilities.

**Pattern of Shareholding:**

The pattern of shareholding as required under the Companies Act 2017 is attached separately with this report.

The following transactions in the shares of the Company were carried out by the Directors and the associated company for the period under report.

<b>Name of Directors / Associated Company</b>	<b>Nature of Transactions</b>	<b>Other Party</b>	<b>No. of Shares</b>
Tariq Baig (Late)	Gift to	Mr. Mohammad Baig	1,000,000
	Purchased from	M/s Industrial Products Investments Limited	5,000,000
Mohammad Baig	Gift Received from	Mr. Tariq Baig (Late)	1,000,000
		Mrs. Naima Shahnaz Baig	640,396
	Purchased from	Qinhuangdao Yaohua Glass Machine Manufacturer Company Ltd.	210,000
	Purchased from	Open Market	7,300
M/s M & M Glass (Private) Limited (Associated Company)	Purchased from	M/s Industrial Products Investments Limited	928,844



During the period between the end of financial year to which the attached financial statements relate and the date of this Directors' Report, the following transactions in the shares of the Company were carried out by the Directors of the Company :

<b>Name of Director</b>	<b>Nature of Transactions</b>	<b>Other Party</b>	<b>No. of Shares</b>
Omer Baig	Received / Transmitted	Mr. Tariq Baig (Late)	18,662,864
Mohammad Baig	Purchased from	Open Market	27,500

**Number of Employees:**

The number of permanent employees as at June 30, 2018 were 914 (2017: 818).

**Value of Investments of Provident Fund:**

The value of total investment of provident fund as at June 30, 2018 was Rs. 109.705 million (2017: Rs. 94.938 million).

**Financial Statements:**

As required under the Listed Companies Code of Corporate Governance Regulations, 2017 the Managing Director and Chief Financial Officer presented the financial statements, duly endorsed under their respective signatures, for consideration and approval of the Board of Directors and Board after consideration authorized the signing of financial statements for issuance and circulation on October 01, 2018.

The financial statements of the Company have been duly audited and approved without qualification by the auditors of the Company M/s KPMG Taseer Hadi & Co., Chartered Accountants and their following reports are attached with the financial statements:

- Auditors' Report to the Members
- Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2017.

During the period between the end of financial year to which the attached financial statements relate and the date of this Directors' Report no material changes and commitments affecting the financial position of your Company have occurred except that by the grace of Allah Almighty the Company held the earth breaking ceremony of Float Glass Plant (Unit-II) on September 12, 2018. This plant will be capable of producing 500 tons per day of float glass.

**Future Outlook:**

As a part of Company's horizontal integration strategy, the Company successfully completed the installation of Opal Glass Dinnerware Project and commercialized its production on March 29, 2018. Alhamdulillah, the response of the market regarding acceptability of Company's opal glass dinnerware products with the brand name of **ROCKWARE** is indeed amiable. This marvel will Insha`Allah lead to higher sales volume and value in the following quarters. The quality and colour of derived production of opal glass meets the international quality standards and the Company will efficiently compete with the imported products as far as the quality and pricing is concerned. The Management is confident that the import of opal glass dinnerware in the Country will minimize in near future.



You are aware that the Board of Directors approved in principle the enhancement of manufacturing facilities with a capacity of 500 tons per day for which the Company has purchased the land measuring 18 acres (approximately) adjacent to the existing production facilities of the Company and sought long term financing amounting to Rs. 5.60 billion approximately from various banks for this project. The Company's existing financier banks honored the Company with their participation in this project. The Company has finalized the supply of main plant and ancillary components of the plant with M/s Qinhuangdao Yaohua Glass Machine Manufacturer Company Limited of China. By the grace of Allah Almighty the Company held the earth breaking ceremony of Float Glass Plant (Unit-II) on September 12, 2018. The commissioning period of this plant is 18 months subject to irrefutable external factors.

Competition in the tableware and float market will remain tough as the major players have invested on channel partners and influencers by offering higher discounts and lucrative promotional schemes. The competitor of float glass is increasing its production capacities which may affect the prices and cost of sales in the future. Your Company will capture the market (Insha Allah) by promoting sales of its products, by increasing range of tableware products and new value added products of Opal glass Dinnerware coupled with continuous availability of Float Glass products in the market. The focus will also be on introduction of fresh promotional schemes to engage the trade channels in order to support volumetric sales. Our media campaign will continue from time to time on television and radio channels to motivate people and increase brand loyalty.

The increasing current account deficit and depleting foreign exchange reserves of the Country may perhaps create pressure for further devaluation of Pak Rupee, consequently the import bill of the Company may rise. Due to the tight monetary policy the base rate has revised upward which will result in higher finance cost.

State Bank of Pakistan has imposed restrictions on advance payment against establishment of foreign letter of credit due to which delays are being faced for the import of new plant & machinery, spares and raw materials. This phenomenon may result in delays both as to the existing as well as the commissioning of new Float Glass Plant (Unit-II).

The Company has opted for the RLNG tariff in order to avail uninterrupted supply of gas but the ever increasing prices of oil and gas make the cost of Power & Fuel costlier with every passing month. The gross margins of the Company for the next financial year are expected to remain under pressure owing to this factor and massive devaluation of Pak Rupee.

Despite these odds, we are hopeful that economic activities will flourish and the Company shall continue its path in further improving its performance.

**Auditors:**

The present auditors M/s KPMG Taseer Hadi & Co., Chartered Accountants have completed their term of appointment and offer themselves for reappointment. As suggested by the audit committee the board of directors has recommended their reappointment as auditors of the company for the financial year ending June 30, 2019 at a fee to be mutually agreed.



### **Corporate Social Responsibility (CSR)**

Tariq Glass Industries Limited maintains focus on investing in its communities. In accordance with the Company's CSR Policy, the focus is primarily on education, health, community and environment. The Company also supports civic development through investment in community projects, disaster relief and rehabilitation activities as needed. The Company has spent Rs. 7.288 million (2017: Rs. 7.815 million) on account of CSR activities during the period under report.

In its efforts to sustain the environment, the Company responded appropriately to curtail flow of waste water and carbon emissions into the atmosphere. Your Company has a comprehensive air quality measurement program that enables it to identify the limits of pollution parameters in the ambient air in and around the plant site. All of the parameters monitored are well below their respective limits specified in the National Environmental Quality Standards (NEQS). Similarly, the levels of emissions from stacks of Silica Sand, Lime Stone and other raw materials are continuously monitored and well controlled.

### **Authorization to Sign Directors' Report & Statement of Compliance:**

Mr. Mansoor Irfani, Chairman and Mr. Omer Baig, Managing Director were authorized jointly to sign the Directors' Report, Statement of Compliance with Listed Companies (Code of Corporate Governance) Regulations, 2017 and audited financial statements on behalf of the Board, whereas Mr. Waqar Ullah, CFO will also sign the audited financial statements pursuant to section 232 of the Companies Act 2017.

### **Acknowledgement:**

We would like to thank our valued distributors, clients, suppliers, banks and financial institutions and also the shareholders of the company for their continued trust and confidence. We also appreciate the efforts and dedication shown by the staff for managing the company's affairs successfully and all the workers who worked hard to achieve the higher goals.

**For and on behalf of the Board**

Lahore, October 01, 2018

**MANSOOR IRFANI  
CHAIRMAN**

**OMER BAIG  
MANAGING DIRECTOR / CEO**



## **STATEMENT OF COMPLIANCE WITH THE LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2017**

**Name of Company:** Tariq Glass Industries Limited  
**Year Ended:** June 30, 2018

Tariq Glass Industries Limited ("the Company") has complied with the requirements of the Listed Companies (Code of Corporate Governance) Regulations, 2017 ("the Regulations") in the following manner:

1. The total number of directors are seven as per the following:

**Male:** Six  
**Female:** One

2. The composition of the board is as follows:

<b>Category</b>	<b>Names</b>
<b>a. Independent Directors:</b>	Mr. Tajammal Hussain Bokharee Mr. Faiz Muhammad
<b>b. Non-Executive Directors:</b>	Mr. Mansoor Irfani Ms. Rubina Nayyar Mr. Saad Iqbal
<b>c. Executive Directors:</b>	Mr. Omer Baig Mr. Mohammad Baig

3. The directors have confirmed that none of them is serving as a director on more than five listed companies, including this company (excluding the listed subsidiaries of listed holding companies).
4. The company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
5. The board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
6. All the powers of the board have been duly exercised and decisions on relevant matters have been taken by board / shareholders as empowered by the relevant provisions of the Act and these Regulations.
7. The meetings of the board were presided over by the Chairman and in his absence, by a director elected by the board for this purpose. The board has complied with the requirements of Act and the Regulations with respect to frequency, recording and circulating minutes of meeting of board.
8. The board of directors have a formal policy and transparent procedures for remuneration of directors in accordance with the Act and these Regulation.
9. During the period under report there were two certified directors on the board. After the balance sheet date the Company arranged directors training program for the following directors:
- Mr. Tajammal Hussain Bokharee
  - Mr. Mansoor Irfani
  - Mr. Faiz Muhammad

As on date of signing of this report there were total five certified directors on the Board. The remaining two directors will fulfill the requirements of directors training program within the stipulated time frame.



10. The board has approved one new appointment of the Head of Internal Audit during the year. However, no new appointments have been made for the Chief Financial Officer (CFO) and the Company Secretary during the year. All such appointments including their remuneration and terms and conditions of employment are duly approved by the Board and complied with relevant requirements of the Regulations.
11. Chief Financial Officer and Chief Executive Officer duly endorsed the financial statements before approval of the board.
12. The board has formed committees comprising of members given below:
  - a) **Audit Committee**
    - Mr. Tajammal Hussain Bokharee (Chairman)
    - Mr. Mansoor Irfani (Member)
    - Ms. Rubina Nayyar (Member)
  - b) **Human Resource and Remuneration Committee**
    - Mr. Tajammal Hussain Bokharee (Chairman)
    - Mr. Omer Baig (Member)
    - Mr. Mansoor Irfani (Member)
13. The terms of reference of the aforesaid committees have been formed, documented and advised to the committee for compliance.
14. The frequency of meetings of the Committee were as per following:
  - a) Audit Committee: Quarterly meetings during the financial year ended June 30, 2018.
  - b) Human Resource and Remuneration Committee: Yearly and as per requirement.
15. The board has set up an effective internal audit function who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the company.
16. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP) and registered with Audit Oversight Board of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
18. We confirm that other material principles enshrined in the CCG have been complied with. Further, the Company has continued to present the details of all related party transactions before the Audit Committee and upon their recommendation to the Board for review and approval. The definition of related party used is in accordance with repealed Companies Ordinance, 1984 and applicable financial reporting framework as the regulations under Section 208 of the Companies Act, 2017 have not yet been announced.

**For and on behalf of the Board**

Lahore, October 01, 2018

**MANSOOR IRFANI**  
**CHAIRMAN**

**OMER BAIG**  
**MANAGING DIRECTOR / CEO**



## **REVIEW REPORT ON THE STATEMENT OF COMPLIANCE CONTAINED IN LISTED COMPANIES (CODE OF CORPORATE GOVERNANCE) REGULATIONS, 2017**

**To the members of Tariq Glass Industries Limited**

### **Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2017**

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2017 (the Regulations) prepared by the Board of Directors of Tariq Glass Industries Limited for the year ended 30 June 2018 in accordance with the requirements of regulation 40 of the Regulations.

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

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

The Regulations require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions and also ensure compliance with the requirements of section 208 of the Companies Act, 2017. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out procedures to assess and determine the Company's process for identification of related parties and that whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended 30 June 2018.

Lahore, October 01, 2018

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**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**(M. Rehan Chughtai)**



## **INDEPENDENT AUDITOR'S REPORT**

**To the members of Tariq Glass Industries Limited**

### **Report on the audit of the Financial Statements**

We have audited the annexed financial statements of Tariq Glass Industries Limited (“the Company”), which comprise the statement of financial position as at 30 June 2018, and the statement of profit or loss, the statement of other comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of profit or loss, the statement of other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2018 and of the profit, the comprehensive income, the changes in equity and its cash flows for the year then ended.

### **Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### **Key Audit Matters**

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.



Following are the Key audit matters.

<b>Sr. No.</b>	<b>Key audit matters</b>	<b>How the matters were addressed in our audit</b>
<b>1.</b>	<b>Revenue</b>	
	<p>Refer to note 4.17 and 24 to the financial statements.</p> <p>The Company recognized revenue of Rs. 12,302 million from the sale of goods to domestic as well as export customers during the year ended 30 June 2018.</p> <p>We identified recognition of revenue as a key audit matter because revenue is one of the key performance indicators of the Company and gives rise to a risk that revenue is recognized without transferring the risk and rewards.</p>	<p>Our audit procedures to assess the recognition of revenue included the following:</p> <ul style="list-style-type: none"><li>▪ obtaining an understanding of the process relating to recording of sales and testing the design, implementation and operating effectiveness of relevant key internal controls;</li><li>▪ assessing the appropriateness of the Company's accounting policies for recording of sales and compliance of those policies with applicable accounting standards;</li><li>▪ comparing a sample of sales transactions recorded during the year with sales orders, sales invoices, delivery challans, bill of lading and other relevant underlying documents;</li><li>▪ comparing a sample of sales transactions recorded around the year end with the sales orders, sales invoices, delivery challans, bill of lading and other relevant underlying documentation to assess if sale was recorded in the appropriate accounting period;</li><li>▪ inspecting on a sample basis, credit notes issued in June 2018 and July 2018 to evaluate whether the adjustments to sales had been accurately recorded in the appropriate accounting period; and</li><li>▪ scanning for any manual journal entries relating to sales recorded during the year which were considered to be material or met other specific risk based criteria for inspecting underlying documentation.</li></ul>



<b>Sr. No.</b>	<b>Key audit matters</b>	<b>How the matters were addressed in our audit</b>
<b>2.</b>	<b>Capitalization of Property, Plant and Equipment</b>  Refer to note 4.8 and 16 to the financial statements  The Company has made significant capital expenditure on expansion of its manufacturing facilities.  We identified capitalization of property, plant and equipment as a key audit matter because there is a risk that amounts being capitalized may not meet the capitalization criteria with related implications on depreciation charge for the year.	Our audit procedures to assess the capitalization of property, plant and equipment, amongst other, included the following: <ul style="list-style-type: none"><li>▪ understanding the design and implementation of management controls over capitalization and performing tests of control over authorization of capital expenditure and accuracy of its recording in the system;</li><li>▪ testing, on a sample basis, the costs incurred on projects with supporting documentation and contracts;</li><li>▪ assessing the nature of costs incurred for the capital projects through testing, on sample basis, of amounts recorded and considering whether the expenditure meets the criteria for capitalization as per the applicable accounting standards; and</li><li>▪ inspecting supporting documents for the date of capitalization when project was ready for its intended use to assess whether depreciation commenced and further capitalization of costs ceased from that date and assessing the useful life assigned by management including testing the calculation of related</li></ul>

**Information Other than the Financial Statements and Auditor's Report Thereon**

Management is responsible for the other information. Other information comprises the information included in the annual report for the year ended 30 June 2018, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



### **Responsibilities of Management and Board of Directors for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017(XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.



We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

**Report on Other Legal and Regulatory Requirements**

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss, the statement of other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

The engagement partner on the audit resulting in this independent auditor's report is M. Rehan Chughtai.

Lahore, October 01, 2018

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**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**(M. Rehan Chughtai)**





## STATEMENT OF PROFIT OR LOSS FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 Rupees	2017 Rupees
Sales - net	24	12,301,807,970	9,902,563,681
Cost of sales	25	(9,977,838,443)	(7,884,607,449)
<b>Gross profit</b>		<b>2,323,969,527</b>	<b>2,017,956,232</b>
Administrative expenses	26	(212,612,830)	(176,666,214)
Selling and distribution expenses	27	(442,597,841)	(348,803,820)
Other operating income	28	14,518,483	23,997,515
Other operating expenses	29	(104,760,520)	(82,330,046)
		<b>(745,452,708)</b>	<b>(583,802,565)</b>
<b>Operating profit</b>		<b>1,578,516,819</b>	<b>1,434,153,667</b>
Finance cost	30	(153,463,320)	(249,067,150)
<b>Profit before taxation</b>		<b>1,425,053,499</b>	<b>1,185,086,517</b>
Taxation	31	(327,930,564)	(425,396,079)
<b>Profit after taxation</b>		<b>1,097,122,935</b>	<b>759,690,438</b>
<b>Earnings per share - basic and diluted</b>	32	<b>14.94</b>	<b>10.34</b>

The annexed notes from 1 to 43 form an integral part of these financial statements.



**STATEMENT OF OTHER COMPREHENSIVE INCOME  
FOR THE YEAR ENDED 30 JUNE 2018**

	<b>2018 Rupees</b>	<b>2017 Rupees</b>
<b>Profit after taxation</b>	<b>1,097,122,935</b>	<b>759,690,438</b>
Other comprehensive income for the year	-	-
<b>Total comprehensive income for the year</b>	<b>1,097,122,935</b>	<b>759,690,438</b>

The annexed notes from 1 to 43 form an integral part of these financial statements.

October 01, 2018  
Lahore

**MANSOOR IRFANI**  
CHAIRMAN

**OMER BAIG**  
MANAGING DIRECTOR / CEO

**WAQAR ULLAH**  
CHIEF FINANCIAL OFFICER

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## CASH FLOW STATEMENT FOR THE YEAR ENDED 30 JUNE 2018

	Note	2018 Rupees	2017 Rupees
<b><u>Cash flows from operating activities</u></b>			
Profit before taxation		1,425,053,499	1,185,086,517
<i>Adjustments for:</i>			
Depreciation	16.1	510,967,885	518,585,629
Amortization of intangibles	17.1	1,392,574	1,392,573
Gain on disposal of property, plant and equipment	28	(8,746,806)	(15,208,865)
Liabilities no longer payable written back	28	-	(5,863,723)
Finance cost	30	153,463,320	249,067,150
Provision for Workers' Welfare Fund	29	28,269,819	18,959,218
Provision for Workers' Profit Participation Fund	29	76,490,701	63,370,828
		<b>761,837,493</b>	<b>830,302,810</b>
<b>Operating profit before working capital changes</b>		<b>2,186,890,992</b>	<b>2,015,389,327</b>
<i>Changes in :</i>			
Stores and spare parts		(31,988,967)	(114,779,591)
Advances, deposits, prepayments and other receivables		(39,667,114)	(58,489,037)
Stock in trade		180,113,139	66,213,227
Trade debts - considered good		17,847,625	177,221,425
Trade and other payables		285,464,665	(97,711,832)
		<b>411,769,348</b>	<b>(27,545,808)</b>
<b>Cash generated from operating activities</b>		<b>2,598,660,340</b>	<b>1,987,843,519</b>
Payments to Workers' Profit Participation Fund	11.2	(67,643,842)	(35,585,142)
Payments to Workers' Welfare Fund	11.3	(19,732,221)	-
Finance cost paid		(140,682,852)	(221,183,274)
Income tax paid		(176,422,516)	(48,225,052)
		<b>(404,481,431)</b>	<b>(304,993,468)</b>
<b>Net cash generated from operating activities</b>		<b>2,194,178,909</b>	<b>1,682,850,051</b>
<b><u>Cash flows from investing activities</u></b>			
Fixed capital expenditure		(1,060,424,781)	(577,328,544)
Proceeds from disposal of property, plant and equipment	16.1.3	12,045,003	25,505,000
Long term deposits		(1,622,035)	29,111,198
<b>Net cash used in investing activities</b>		<b>(1,050,001,813)</b>	<b>(522,712,346)</b>
<b><u>Cash flows from financing activities</u></b>			
Net receipts from long term finances - secured		266,829,542	36,290,769
Repayments of long term finances - unsecured		-	(51,050,184)
Liabilities against assets subject to finance lease		(14,710,179)	(13,873,697)
Repayments of short term borrowings - net		(1,359,506,982)	(96,236,081)
Dividend paid		(303,626,193)	(209,781,948)
<b>Net cash used in financing activities</b>	39	<b>(1,411,013,812)</b>	<b>(334,651,141)</b>
<b>Net (decrease) / increase in cash and cash equivalents</b>		<b>(266,836,716)</b>	<b>825,486,564</b>
<b>Cash and cash equivalents at beginning of year</b>		<b>(355,776,787)</b>	<b>(1,181,263,351)</b>
<b>Cash and cash equivalents at end of year</b>	23.2	<b>(622,613,503)</b>	<b>(355,776,787)</b>

The annexed notes from 1 to 43 form an integral part of these financial statements.

October 01, 2018 MANSOOR IRFANI  
Lahore CHAIRMAN

OMER BAIG  
MANAGING DIRECTOR / CEO

WAQAR ULLAH  
CHIEF FINANCIAL OFFICER



## STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 30 JUNE 2018

	Share capital	Capital reserve			Sub-total	Revenue reserve	Total equity
		Share premium	Equity portion of shareholders' loan - net of tax	Surplus on revaluation of land		Unappropriated profit	
-----Rupees-----							
Balance as at 30 June 2016 - as previously reported	734,580,000	410,116,932	76,048,284	-	486,165,216	1,961,364,217	3,182,109,433
Effect of restatement - note 4.1	-	-	-	766,482,138	766,482,138	-	766,482,138
<b>Balance as at 30 June 2016 - restated</b>	<b>734,580,000</b>	<b>410,116,932</b>	<b>76,048,284</b>	<b>766,482,138</b>	<b>1,252,647,354</b>	<b>1,961,364,217</b>	<b>3,948,591,571</b>
<b><i>Total comprehensive income</i></b>							
Profit after tax for the year	-	-	-	-	-	759,690,438	759,690,438
Other comprehensive income for the year	-	-	-	-	-	-	-
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>759,690,438</b>	<b>759,690,438</b>
<b><i>Transactions with the owners of the Company</i></b>							
Transferred on unwinding - net of tax	-	-	(46,600,596)	-	(46,600,596)	46,600,596	-
Final dividend for the year ended 30 June 2016 at the rate of Rs 2.7 (27%) per ordinary share	-	-	-	-	-	(198,336,750)	(198,336,750)
Adjustment due to repayment - net of tax	-	-	(29,447,688)	-	(29,447,688)	-	(29,447,688)
<b>Balance as at 30 June 2017 - restated</b>	<b>734,580,000</b>	<b>410,116,932</b>	<b>-</b>	<b>766,482,138</b>	<b>1,176,599,070</b>	<b>2,569,318,501</b>	<b>4,480,497,571</b>
Balance as at 30 June 2017 - as previously reported	734,580,000	410,116,932	-	-	410,116,932	2,569,318,501	3,714,015,433
Effect of restatement - note 4.1	-	-	-	766,482,138	766,482,138	-	766,482,138
<b>Balance as at 30 June 2017 - restated</b>	<b>734,580,000</b>	<b>410,116,932</b>	<b>-</b>	<b>766,482,138</b>	<b>1,176,599,070</b>	<b>2,569,318,501</b>	<b>4,480,497,571</b>
<b><i>Total comprehensive income</i></b>							
Profit after tax for the year	-	-	-	-	-	1,097,122,935	1,097,122,935
Other comprehensive income for the year	-	-	-	-	-	-	-
<b>Total comprehensive income</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>1,097,122,935</b>	<b>1,097,122,935</b>
<b><i>Transactions with the owners of the Company</i></b>							
Final dividend for the year ended 30 June 2017 at the rate of Rs 4.15 (41.5%) per ordinary share	-	-	-	-	-	(304,850,710)	(304,850,710)
<b>Balance as at 30 June 2018</b>	<b>734,580,000</b>	<b>410,116,932</b>	<b>-</b>	<b>766,482,138</b>	<b>1,176,599,070</b>	<b>3,361,590,726</b>	<b>5,272,769,796</b>

The annexed notes from 1 to 43 form an integral part of these financial statements.

October 01, 2018 **MANSOOR IRFANI**  
Lahore **CHAIRMAN**

**OMER BAIG**  
**MANAGING DIRECTOR / CEO**

**WAQAR ULLAH**  
**CHIEF FINANCIAL OFFICER**



## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED 30 JUNE 2018**

### **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's shares are listed on Pakistan Stock Exchange. The Company is principally engaged in the manufacture and sale of glass containers, opal glass, tableware and float glass. The registered office of the Company is situated at 128-J, Model Town, Lahore. The production facilities of the Company are located at Kot Saleem, Sheikhpura location.

### **2 Summary of significant events and transactions in the current reporting period**

The Company's financial position and performance were particularly affected by the following events and transactions during the reporting period:

- The Company has incurred capital expenditure as part of its capacity enhancement of production facilities. In this respect, the Company has obtained additional long term loan of Rs. 379.32 million during the year as explained in note 8 to these financial statements. Further, during the year the Company has purchased land measuring 162.69 kanals and given advance for purchase of land measuring 14 kanals for further expansion of manufacturing facilities in future. This is reflected in note 16 to these financial statements.
- The accounting policy for surplus on revaluation of land changed during the year as explained in note 4.1 to these financial statements. Consequently, the amount of surplus on revaluation of land reported outside the equity in the prior years has been reclassified to equity.
- As explained in note 3.2.1, due to the first time application of financial reporting requirements under the Companies Act, 2017, including disclosure and presentation requirements of the fourth schedule of the Companies Act, 2017, some of the amounts reported for the previous period have been reclassified.
- For a detailed discussion about the Company's performance, please refer to the Director's report accompanied with the annual report of the Company for the year ended 30 June 2018.

### **3 Basis of accounting**

#### **3.1 Statement of compliance**

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

- International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act 2017; and
- Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan as notified under the Companies Act, 2017; and
- Provision of and directives issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.



**3.2 New Companies Act, 2017 and new and revised approved accounting standards, interpretations and amendments thereto**

**3.2.1** Companies Act, 2017 has become applicable on financial statements of the Companies whose financial year / interim period closes on or after 01 January 2018. The new Act specified certain additional disclosures to be included in the financial statements. Accordingly, the Company has presented the required disclosures in these financial statements and represented certain comparatives. However there was no change in the reported amounts of statement of profit or loss and other comprehensive income or the amounts presented in the statement of financial position due to these re-presentations. Significant reclassifications / representations are as follows:

- Unclaimed dividend which was previously classified under trade and other payables have been presented separately in the statement of financial position.

**3.2.2** The following International Financial Reporting Standards (IFRS Standards) as notified under the Companies Act, 2017 and the amendments and interpretations thereto will be effective for accounting periods beginning on or after 01 July 2018:

- Classification and Measurement of Share-based Payment Transactions - amendments to IFRS 2 clarify the accounting for certain types of arrangements and are effective for annual periods beginning on or after 1 January 2018. The amendments cover three accounting areas (a) measurement of cash-settled share-based payments; (b) classification of share-based payments settled net of tax withholdings; and (c) accounting for a modification of a share-based payment from cash-settled to equity-settled. The new requirements could affect the classification and/or measurement of these arrangements and potentially the timing and amount of expense recognized for new and outstanding awards. The amendments are not likely to have an impact on the Company's financial statements.
- Transfers of Investment Property (Amendments to IAS 40 'Investment Property', effective for annual periods beginning on or after 1 January 2018) clarifies that an entity shall transfer a property to, or from, investment property when, and only when there is a change in use. A change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. In isolation, a change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments are not likely to have an impact on the Company's financial statements.
- Annual Improvements to IFRSs 2014-2016 Cycle [Amendments to IAS 28 'Investments in Associates and Joint Ventures'] (effective for annual periods beginning on or after 1 January 2018) clarifies that a venture capital organization and other similar entities may elect to measure investments in associates and joint ventures at fair value through profit or loss, for each associate or joint venture separately at the time of initial recognition of investment. Furthermore, similar election is available to non-investment entity that has an interest in an associate or joint venture that is an investment entity, when applying the equity method, to retain the fair value measurement applied by that investment entity associate or joint venture to the investment entity associate's or joint venture's interests in subsidiaries. This election is made separately for each investment entity associate or joint venture. The amendments are not likely to have an impact on the Company's financial statements.
- IFRIC 22 'Foreign Currency Transactions and Advance Consideration' (effective for annual periods beginning on or after 1 January 2018) clarifies which date should be used for translation when a foreign currency transaction involves payment or receipt in advance of the item it relates to. The related item is translated using the exchange rate on the date the



- advance foreign currency is received or paid and the prepayment or deferred income is recognized. The date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income (or part of it) would remain the date on which receipt of payment from advance consideration was recognized. If there are multiple payments or receipts in advance, the entity shall determine a date of the transaction for each payment or receipt of advance consideration. The application of interpretation is not likely to have an impact on the Company's financial statements.
- IFRIC 23 'Uncertainty over Income Tax Treatments' (effective for annual periods beginning on or after 1 January 2019) clarifies the accounting for income tax when there is uncertainty over income tax treatments under IAS 12. The interpretation requires the uncertainty over tax treatment be reflected in the measurement of current and deferred tax. The application of interpretation is not likely to have an impact on the Company's financial statements.
- IFRS 15 'Revenue from contracts with customers' (effective for annual periods beginning on or after 1 July 2018). IFRS 15 establishes a comprehensive framework for determining whether, how much and when revenue is recognized. It replaces existing revenue recognition guidance, including IAS 18 'Revenue', IAS 11 'Construction Contracts' and IFRIC 13 'Customer Loyalty Programmes'. The Company is currently in the process of analyzing the potential impact of changes required in revenue recognition policies on adoption of the standard.
- IFRS 9 'Financial Instruments' and amendment – Prepayment Features with Negative Compensation (effective for annual periods beginning on or after 1 July 2018 and 1 January 2019 respectively). IFRS 9 replaces the existing guidance in IAS 39 Financial Instruments: Recognition and Measurement. IFRS 9 includes revised guidance on the classification and measurement of financial instruments, a new expected credit loss model for calculating impairment on financial assets, and new general hedge accounting requirements. It also carries forward the guidance on recognition and derecognition of financial instruments from IAS 39. The Company is currently in the process of analyzing the potential impact of changes required in classification and measurement of financial instruments and the impact of expected loss model on adoption of the standard.
- IFRS 16 'Leases' (effective for annual period beginning on or after 1 January 2019). IFRS 16 replaces existing leasing guidance, including IAS 17 'Leases', IFRIC 4 'Determining whether an Arrangement contains a Lease', SIC-15 'Operating Leases- Incentives' and SIC-27 'Evaluating the Substance of Transactions Involving the Legal Form of a Lease'. IFRS 16 introduces a single, on-balance sheet lease accounting model for lessees. A lessee recognizes a right-of-use asset representing its right to use the underlying asset and a lease liability representing its obligation to make lease payments. There are recognition exemptions for short-term leases and leases of low-value items. Lessor accounting remains similar to the current standard i.e. lessors continue to classify leases as finance or operating leases. The Company is currently in the process of analyzing the potential impact of changes required in classification and measurement of leases.
- Amendment to IAS 28 'Investments in Associates and Joint Ventures' - Long Term Interests in Associates and Joint Ventures (effective for annual period beginning on or after 1 January 2019). The amendment will affect companies that finance such entities with preference shares or with loans for which repayment is not expected in the foreseeable future (referred to as long-term interests or 'LTI'). The amendment and accompanying example state that LTI are in the scope of both IFRS 9 and IAS 28 and explain the annual sequence in which both standards are to be applied. The amendments are not likely to have an impact on the Company's financial statements.
- Amendments to IAS 19 'Employee Benefits'- Plan Amendment, Curtailment or Settlement (effective for annual periods beginning on or after 1 January 2019). The amendments clarify that on amendment, curtailment or settlement of a defined benefit plan, a company now uses updated actuarial assumptions to determine its current service cost and net interest for the period; and the effect of the asset ceiling is disregarded when calculating the gain or loss on any settlement of the plan and is dealt with separately in other comprehensive income. The application of amendments is not likely to have an impact on the Company's financial statements.

Annual Improvements to IFRS Standards 2015–2017 Cycle - the improvements address amendments to following approved accounting standards:



- IFRS 3 Business Combinations and IFRS 11 Joint Arrangement - the amendment aims to clarify the accounting treatment when a company increases its interest in a joint operation that meets the definition of a business.
- IAS 12 Income Taxes - the amendment clarifies that all income tax consequences of dividends (including payments on financial instruments classified as equity) are recognized consistently with the transaction that generates the distributable profits.
- IAS 23 Borrowing Costs - the amendment clarifies that a company treats as part of general borrowings any borrowing originally made to develop an asset when the asset is ready for its intended use or sale.
- IFRIC 23 'Uncertainty over Income Tax Treatments' (effective for annual periods beginning on or after 1 January 2019) clarifies the accounting for income tax when there is uncertainty over income tax treatments under IAS 12. The interpretation requires the uncertainty over tax treatment be reflected in the measurement of current and deferred tax.

The above amendments are effective from annual period beginning on or after 1 January 2019 and are not likely to have an impact on the Company's financial statements.

### **3.3 Basis of measurement**

These financial statements have been prepared under the historical cost convention except for land, which is measured at revalued amount and financial instruments which are carried at fair value.

### **3.4 Functional and presentation currency**

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

### **3.5 Use of estimates and judgments**

The preparation of these financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets, liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under circumstances, and the results of which form the basis for making judgment about carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

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

The areas where assumptions and estimates are significant to the Company's financial statements or where judgment was exercised in application of accounting policies are as follows:

#### **Property, plant and equipment**

The management of the Company reassesses useful lives and residual value for each item of property, plant and equipment annually by considering expected pattern of economic benefits that the Company expects to derive from that item and the maximum period up to which such benefits are expected to be available. Any change in estimates in future years might affect the carrying



amounts of respective items of property, plant and equipment with a corresponding effect on the depreciation charge and impairment.

**Revaluation of property, plant and equipment**

Revaluation of property, plant and equipment is carried out by independent professional valuers. Revalued amounts of non-depreciable items are determined by reference to local market values and that of depreciable items are determined by reference to present depreciated replacement values. The Company uses revaluation model only for its non-depreciable items of property, plant and equipment.

The frequency of revaluations depends upon the changes in fair values of the items of property, plant and equipment being revalued. When the fair value of a revalued asset differs materially from its carrying amount, a further revaluation is required. Such frequent revaluations are unnecessary for items of property, plant and equipment with only insignificant changes in fair value. Instead, it may be necessary to revalue the item only every three to five years.

**Stores and spare parts**

The Company reviews the stores and spare parts for possible impairment on an annual basis. Any change in estimates in future years might affect the carrying amounts of respective items of stores and spares with a corresponding effect on provision.

**Stock in trade**

The Company reviews the carrying amount of stock-in-trade on a regular basis. Carrying amount of stock-in-trade is adjusted where the net realizable value is below the cost. Net realizable value is the estimated selling price in the ordinary course of business, less the estimated costs of completion and the estimated costs necessary to make the sale.

**Impairment**

The management of the Company reviews carrying amounts of its assets including receivables and advances and cash generating units for possible impairment and makes formal estimates of recoverable amount if there is any such indication.

**Provision against trade debts, advances and other receivables**

The Company reviews the recoverability of its trade debts, advances and other receivables at each reporting date to assess amount of bad debts and provision required there against on annual basis.

**Provisions and Contingencies**

The Company reviews the status of all pending litigations and claims against the Company. Based on its judgment and the advice of the legal advisors for the estimated financial outcome, appropriate disclosure or provision is made. The actual outcome of these litigations and claims can have an effect on the carrying amounts of the liabilities recognized at the balance sheet date.

**Taxation**

The Company takes into account the current income tax law and decisions taken by the taxation authorities. Instances where the Company's views differ from the views taken by the income tax department at the assessment stage and where the Company considers that its view on items of material nature is in accordance with law, the amounts are shown as contingent liabilities.

The Company also regularly reviews the trend of proportion of incomes between Presumptive Tax Regime and Normal Tax Regime and the change in proportions, if significant, is accounted for in the year of change.

**4 Significant accounting policies**

The significant accounting policies set out below have been consistently applied to all periods presented in these financial statements, except as disclosed in note 4.1.



#### **4.1 Changes in accounting policies**

Upto 30 June 2017, surplus on revaluation of land was being measured under the repealed Companies Ordinance, 1984. The surplus arisen on the revaluation is credited to the surplus on revaluation of land account. As Companies Act, 2017 has become applicable and section 235 of the repealed Companies Ordinance, 1984 relating to treatment of surplus arising on revaluation of fixed assets has not been carried forward in the Companies Act, 2017. Accordingly the management has changed the accounting policy to bring accounting of revaluation surplus on land in accordance with IAS 16 "Property, plant and equipment". The effect of this change in accounting policy, which is applied with retrospective effect, has resulted in reclassification of surplus on revaluation of land to equity which was previously being presented outside the equity.

Pursuant to the requirements of IAS 7 "Cash Flow Statement" a disclosure of reconciliation of movements of liabilities to cash flows arising from financing activities has been given in note 39 to the financial statements. This change does not have any impact on the figures reported in the financial statements.

#### **4.2 Share capital**

Ordinary shares are classified as equity. Incremental costs directly attributable to the issue of ordinary shares are recognized as a deduction from equity, net of any tax effects.

#### **4.3 Leases**

Leases are classified as finance lease whenever terms of the lease transfer substantially all risks and rewards of ownership to the lessee. All other leases are classified as operating leases.

##### **Finance leases**

Finance lease are stated at amounts equal to the fair value or, if lower, the present value of the minimum lease payments. The minimum lease payments are apportioned between the finance charge and the reduction of the outstanding liability. Assets acquired under finance leases are depreciated in accordance with the Company's depreciation policy on property and equipment. The finance cost is charged to profit and loss account.

The related rental obligations, net of finance costs, are included in liabilities against assets subject to finance lease. The liabilities are classified as current and non-current depending upon the timing of the payment.

##### **Operating lease / Ijarah contracts**

Leases including Ijarah financing, where a significant portion of the risks and rewards of ownership are retained by the lessor, are classified as operating leases. Payments made under operating leases (net of any incentives received from the lessor) are charged to profit on a straight-line basis over the lease / ijarah term unless another systematic basis is representative of the time pattern of the Company's benefit.

#### **4.4 Taxation**

##### **Current**

Current tax is the amount of tax payable on taxable income for the year, using tax rates enacted or substantively enacted by the reporting date, and any adjustment to the tax payable in respect of previous years. Provision for current tax is based on current rates of taxation in Pakistan after taking into account tax credits, rebates and exemptions available, if any. The amount of unpaid income tax in respect of the current or prior periods is recognized as a liability. Any excess paid over what is due in respect of the current or prior periods is recognized as an asset.

##### **Deferred**

Deferred tax is recognized using the balance sheet liability method on all temporary differences between the carrying amounts of assets and liabilities for the financial reporting purposes and the amounts used for taxation purposes.



Deferred tax asset is recognized for all deductible temporary differences only to the extent that it is probable that future taxable profits will be available against which the asset may be utilized. Deferred tax asset is reduced to the extent that it is no longer probable that the related tax benefit will be realized. Deferred tax liabilities are recognized for all taxable temporary differences.

In this regard, the effects on deferred taxation of the portion of income that is subject to final tax regime is also considered in accordance with the treatment prescribed by the Institute of Chartered Accountants of Pakistan.

Deferred tax assets and liabilities are measured at the tax rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates that have been enacted or substantively enacted by the balance sheet date.

Deferred tax is charged or credited in the income statement, except in the case of items credited or charged to comprehensive income or equity, in which case it is included in comprehensive income or equity.

#### **4.5 Trade and other payables**

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in future for goods or services received.

#### **4.6 Provisions**

A provision is recognized in the balance sheet when the Company has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation. The amount recognized as a provision reflects the best estimate of the expenditure required to settle the present obligation at the end of the reporting period. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimates.

#### **4.7 Employee benefits**

Salaries, wages and benefits are accrued in the period in which the associated services are rendered by employees of the Company and measured on an undiscounted basis. The accounting policy for employee retirement benefits is described below:

##### **Post employment benefits - Defined contribution plan**

The Company operates an approved defined contributory provident fund for all its eligible employees. Equal contributions are made monthly both by the Company and the employees in accordance with the rules of the scheme at the rate of 10% of basic salary.

Obligations for contributions to defined contribution plans are expensed as the related service is provided. Prepaid contributions are recognized as an asset to the extent that a cash refund or a reduction in future payments is available.

#### **4.8 Property, plant and equipment**

##### **Tangible assets**

##### **Owned**

Items of property, plant and equipment other than freehold land are stated at cost less accumulated depreciation and impairment losses, if any. Freehold land is stated at revalued amount being the fair value at the date of revaluation less subsequent impairment losses, if any. Cost comprises purchase price, including import duties and non-refundable purchase taxes, after deducting trade discounts and rebates and includes other costs directly attributable to the



acquisition or construction including expenditures on material, labour and overheads directly relating to construction, erection and installation of items of property, plant and equipment. Surplus on revaluation of freehold land is recognized in equity. On disposal of particular asset related revaluation surplus will be transferred to retained earning.

Capital work-in-progress is stated at cost less identified impairment losses, if any. All expenditure connected with specific assets incurred during installation and construction period are carried under capital work-in-progress. These are transferred to specific assets as and when these are available for use

All other repairs and maintenance are charged to income during the period in which these are incurred.

Depreciation charge is based on the reducing balance method, except for furnace which is being depreciated using the straight line method, so as to write off the historical cost of an asset over its estimated useful life at rates mentioned in note 16 after taking into account their residual values. Depreciation on additions is charged from the month in which these are capitalized, while no depreciation is charged in the month in which an asset is disposed off.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Gains and losses on sale of an item of property, plant and equipment are determined by comparing the proceeds from sale with the carrying amount of property, plant and equipment, and are recognized in profit or loss account.

**Leased**

Assets held under finance lease arrangements are initially recorded at the lower of present value of minimum lease payments under the lease agreements and the fair value of leased assets. Depreciation on leased assets is charged by applying reducing balance method at the rates used for similar owned assets, so as to depreciate the assets over their estimated useful life in view of certainty of ownership of assets at the end of the lease term.

**4.9 Intangibles**

Intangible asset is stated at cost less accumulated amortization for finite intangible asset and any identified impairment loss. The estimated useful life and amortization method is reviewed at the end of each annual reporting period, with effect of any changes in estimate being accounted for on a prospective basis.

Finite intangible assets are amortized using straight-line method over a period of five years. Amortization on additions to intangible assets is charged from the month in which an asset is put to use and on disposal up to the month of disposal.

**4.10 Stores and spare parts**

These are stated at lower of cost and net realizable value. Cost is determined using the weighted average method. Items in transit are valued at cost comprising invoice value plus other charges paid thereon.

**4.11 Stock in trade**

Cost of inventories is determined and measured on the following basis:

Raw material	at weighted average cost
Work in process	at weighted average manufacturing cost
Finished goods	at weighted average manufacturing cost
Packing material	at weighted average cost



Inventories are valued at the lower of cost or estimated net realizable value. Cost comprises all costs of purchase and other costs incurred in bringing the inventories to their present location and condition. Net realizable value signifies the estimated selling price in the ordinary course of business less net estimated costs of completion and selling expenses.

Stock-in-transit is valued at cost comprising invoice value plus other charges incurred thereon.

#### **4.12 Trade debts**

Trade debts are carried at original invoice amount less an estimate made for doubtful debts based on review of outstanding amounts at the year end. Bad debts are written off when identified.

#### **4.13 Cash and cash equivalents**

For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand and bank balances and running finance which are stated in the balance sheet at cost.

#### **4.14 Financial instruments**

Financial assets and liabilities are recognized when the Company becomes a party to contractual provisions of the instrument and de-recognized when the Company loses control of contractual rights that comprise the financial asset and in case of financial liability when the obligation specified in the contract is discharged, cancelled or expired. Any gain or loss on derecognition of financial assets and liabilities are included in profit and loss account for the year.

##### **4.14.1 Non-derivative financial assets**

The Company initially recognizes loans and receivables on the date that they are originated. All other financial assets (including assets designated as at fair value through profit or loss) are recognized initially on the trade date, which is the date that the Company becomes a party to the contractual provisions of the instrument.

The Company derecognizes a financial asset when the contractual rights to the cash flows from the asset expire, or it transfers the rights to receive the contractual cash flows in a transaction in which substantially all the risks and rewards of ownership of the financial asset are transferred. Any interest in such transferred financial assets that is created or retained by the Company is recognized as a separate asset or liability.

The Company classifies non-derivative financial assets into the following categories: financial assets at fair value through profit or loss, held-to-maturity financial assets, loans and receivables and available-for-sale financial assets

##### **Financial assets at fair value through profit or loss**

A financial asset is classified as at fair value through profit or loss if it is classified as held-for trading or is designated as such on initial recognition. Financial assets are designated as at fair value through profit or loss if the Company manages such investments and makes purchase and sale decisions based on their fair value in accordance with the Company's documented risk management or investment strategy. Attributable transaction costs are recognized in profit or loss as incurred. Financial assets at fair value through profit or loss are measured at fair value and changes therein, are recognized in profit or loss. However, the Company has no such financial assets at the year end.

##### **Held-to-maturity financial assets**

If the Company has the positive intent and ability to hold debt securities to maturity, then such financial assets are classified as held-to-maturity. Held-to-maturity financial assets are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, held-to-maturity financial assets are measured at amortized cost using the



### **Loans and receivables**

Loans and receivables are financial assets with fixed or determinable payments that are not quoted in an active market. Such assets are recognized initially at fair value plus any directly attributable transaction costs. Subsequent to initial recognition, loans and receivables are measured at amortized cost using the effective interest method, less any impairment losses.

Loans and receivables comprise of long term deposits, trade debts, short term deposits, other receivables and cash and bank balances.

### **Available-for-sale financial assets**

Available-for-sale financial assets are non-derivative financial assets that are designated as available-for-sale or are not classified in any of the above categories of financial assets. Available-for-sale financial assets are recognized initially at fair value plus any directly attributable transaction costs.

Subsequent to initial recognition, they are measured at fair value and changes therein, other than impairment losses and foreign currency differences on available-for-sale debt instruments, are recognized in other comprehensive income and presented in the fair value reserve in equity. When an investment is derecognized, the gain or loss accumulated in equity is reclassified to profit or loss. However, the Company has no such financial assets at the year end.

#### **4.14.2 Non-derivative financial liabilities**

The Company initially recognizes debt securities issued and subordinated liabilities on the date that they are originated. All other financial liabilities are recognized initially on the trade date, which is the date that the Company becomes a party to the contractual provisions of the instrument.

The Company derecognizes a financial liability when its contractual obligations are discharged, cancelled or expire.

The Company classifies financial liabilities recognized initially at fair value less any directly attributable transaction costs. Subsequent to initial recognition, these financial liabilities are measured at amortized cost using the effective interest method.

Financial liabilities comprise of long term finances, liabilities against assets subject to finance lease, current portion of long term liabilities, trade and other payables, unclaimed dividend, accrued mark-up and short term borrowings.

#### **4.15 Impairment**

##### **Financial assets**

A financial asset is assessed at each reporting date to determine whether there is any objective evidence that it is impaired. Individually significant financial assets are tested for impairment on an individual basis. The remaining financial assets are assessed collectively in groups that share similar credit risk characteristics. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of the asset.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount, and the present value of the estimated future cash flows discounted at the original effective interest rate. Impairment loss in respect of a financial asset measured at fair value is determined by reference to that fair value. All impairment losses are recognized in profit and loss account. An impairment loss is reversed if the reversal can be related objectively to an event occurring after the impairment loss was recognized. An impairment loss is reversed only to the extent that the financial asset's carrying amount after the reversal does not exceed the carrying amount that would have been determined, net of amortization, if no impairment loss had been recognized.

Impairment losses on available for sale financial assets are recognized by reclassifying the losses accumulated in the fair value reserve to profit or loss. The amount reclassified is the difference between the acquisition cost (net of any principal repayment and amortization) and the current fair value, less any impairment loss previously recognized in profit or loss. If the fair value of an



impaired available for sale debt security subsequently increases and the increase can be related objectively to an event occurring after the impairment loss was recognized, then the impairment loss is reversed through profit and loss; otherwise it is reversed through other comprehensive income.

#### ***Non-financial assets***

The carrying amount of the Company's non-financial assets, other than inventories and deferred tax assets are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. The recoverable amount of an asset or cash generating unit is the greater of its value in use and its fair value less cost to sell. In assessing value in use, the estimated future cash flows are discounted to their present values using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset or cash generating unit.

An impairment loss is recognized if the carrying amount of the assets or its cash generating unit exceeds its estimated recoverable amount. Impairment losses are recognized in profit and loss account. Impairment losses recognized in respect of cash generating units are allocated to reduce the carrying amounts of the assets in a unit on a pro rata basis. Impairment losses recognized in prior periods are assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to that extent that the asset's carrying amount after the reversal does not exceed the carrying amount that would have been determined, net of depreciation and amortization, if no impairment loss had been recognized.

#### **4.16 Offsetting of financial assets and financial liabilities**

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Company has a legally enforceable right to offset the recognized amounts and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

#### **4.17 Revenue recognition**

Revenue is measured at the fair value of the consideration received or receivable, net of returns allowances, trade discounts and rebates, and represents amounts received or receivable for goods and services provided. Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to the Company, and the amount of revenue and the associated costs incurred or to be incurred can be measured reliably.

- Revenue from sale of goods is recognized when risks and rewards incidental to the ownership of goods are transferred to the buyer;
- Dividend income is recognized when the Company's right to receive payment is established; and
- Interest income is recognized as and when accrued on effective interest method.

#### **4.18 Borrowings cost**

Borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use. All other borrowing costs are recognized in profit and loss account as incurred.

#### **4.19 Contingent liabilities**

A contingent liability is disclosed when:

- there is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company; or



- there is present obligation that arises from past events but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

#### **4.20 Foreign currency transactions and balances**

Transactions in foreign currencies are translated to the respective functional currencies of the Company at exchange rates at the dates of the transactions. Monetary assets and liabilities denominated in foreign currencies at the reporting date are retranslated to the functional currency at the exchange rate at that date. The foreign currency gain or loss on monetary items is the difference between amortized cost in the functional currency at the beginning of the year, adjusted for effective interest and payments during the year, and the amortized cost in foreign currency translated at the exchange rate at the end of the year.

Non-monetary assets and liabilities that are measured at fair value in a foreign currency are retranslated to the functional currency at the exchange rate at the date that the fair value was determined. Non-monetary items that are measured based on historical cost in a foreign currency are not translated.

Foreign currency differences arising on retranslation are generally recognized in profit and loss account.

#### **4.21 Earnings per share**

Basic earnings per share (EPS) is calculated by dividing the profit or loss attributable to ordinary shareholders of the Company by the weighted average number of ordinary shares outstanding during the year.

#### **4.22 Dividend to ordinary shareholders**

Dividend to ordinary shareholders is recognized as a deduction from accumulated profit in statement of changes in equity and as a liability in the Company's financial statements in the year in which it is declared by the Company's shareholders.

#### **4.23 Mark-up bearing borrowings**

Mark-up bearing borrowings are recognized initially at cost representing the fair value of consideration received less attributable transaction costs. Subsequent to initial recognition, mark-up bearing borrowings are stated at original cost less subsequent repayments, while the difference between the original recognized amounts (as reduced by periodic payments) and redemption value is recognized in the profit and loss account over the period of borrowings on an effective rate basis. The borrowing cost on qualifying asset is included in the cost of related asset.



**5 Share capital**

	2018 (Number of shares)	2017 Rupees	2018 Rupees	2017 Rupees
<b>5.1 Authorized share capital</b>				
Ordinary shares of Rs. 10 each	<b>150,000,000</b>	100,000,000	<b>1,500,000,000</b>	1,000,000,000

**5.1.1** During the year, pursuant to the Board of Directors and Shareholders' approvals dated 27 July 2017 and 30 August 2017 respectively, the Company has increased its authorized share capital to Rs. 1,500,000,000 (30 June 2017: Rs 1,000,000,000).

	2018 (Number of shares)	2017 Rupees	2018 Rupees	2017 Rupees
<b>5.2 Issued, subscribed and paid-up capital</b>				
Ordinary shares of Rs. 10/- each fully paid in cash	<b>67,750,000</b>	67,750,000	<b>677,500,000</b>	677,500,000
Ordinary shares of Rs. 10/- each issued as fully paid bonus shares	<b>1,550,000</b>	1,550,000	<b>15,500,000</b>	15,500,000
Ordinary shares of Rs. 10/- each issued for consideration other than cash	<b>4,158,000</b>	4,158,000	<b>41,580,000</b>	41,580,000
	<b>73,458,000</b>	73,458,000	<b>734,580,000</b>	734,580,000

**5.2.1** Shares held by associated undertakings are as follows:

	2018 Number of shares	2017 Number of shares
Omer Glass Industries Limited	<b>7,733,760</b>	7,733,760
M & M Glass (Private) Limited	<b>928,844</b>	-
	<b>8,662,604</b>	7,733,760

**5.2.2** Directors hold 16,762,411 (2017: 29,980,860) ordinary shares comprising 22.82% (2017: 40.81%) of total paid up share capital of the Company.

**6 Share premium**

This reserve can be utilized by the Company only for the purpose specified in section 81(2) of the Companies Act, 2017.

**7 Surplus on revaluation of freehold land**

This represents surplus arisen on revaluation of freehold land. The latest revaluation of freehold land was carried out by independent valuer, M/S Hamid Mukhtar & Co. (Private) Limited as at 11 February 2016. As discussed in note 4.1 to these financial statements, the Companies Act, 2017 is applicable for financial year beginning on 1 July 2017. This has resulted in reclassification of surplus on revaluation of freehold land to equity. The revaluation of the freehold land was based on inquiries from real estate agents and property dealers in near vicinity of the freehold land.

<b>8 Long term finances - secured</b>	Note	2018 Rupees	2017 Rupees
<i>Markup bearing finances from conventional bank:</i>			
Bank of Punjab - Demand finance 1	8.1	-	37,500,000
Bank of Punjab - Demand finance 2	8.2	<b>218,750,000</b>	293,750,000
Bank of Punjab - Demand finance 3	8.3	<b>296,870,311</b>	117,540,769
Bank Alfalah Limited	8.4	<b>200,000,000</b>	-
Less: Transaction cost	8.5	-	(276,725)
		<b>715,620,311</b>	448,514,044
Less: Current maturity	13	<b>(125,000,000)</b>	(112,500,000)
		<b>590,620,311</b>	336,014,044



- 8.1 This represented demand finance facility availed from The Bank of Punjab for purchase of plant and machinery and to partially refinance the purchase of plant and machinery for the Company. The sanctioned limit of the facility was Rs. 300 million (2017: Rs. 300 million) and was secured by way of first joint pari passu charge over present and future fixed assets of the Company amounting to Rs. 566.67 million and ranking charge on all present and future fixed assets of the company amounting to Rs. 308.33 million (to be upgraded to first joint parri passu charge on fixed assets) and personal guarantee of sponsor director of the Company. The outstanding principal was fully repaid on 31 December 2017. This facility carried mark up at the rate of 3 months KIBOR plus 90 bps per annum (2017: 3 months KIBOR plus 90 bps per annum) payable on quarterly basis.
- 8.2 This represents demand finance facility availed from The Bank of Punjab to meet the capital expenditure requirements of the Company. The sanctioned limit of facility is Rs. 300 million (2017: Rs. 300 million) and is secured by way of combined security of first joint parri passu charge over present and future fixed assets of the Company amounting to Rs. 566.67 million and ranking charge on all present and future fixed assets of the company amounting to Rs. 308.33 million (to be upgraded to first joint parri passu charge on fixed assets) and personal guarantee of sponsor director of the Company. The outstanding principal is repayable in 35 equal monthly installments ending on 23 May 2021. This facility carries mark up at the rate of 3 months KIBOR plus 90 bps per annum (2017: 3 months KIBOR plus 90 bps per annum), payable on quarterly basis. In case, the Company is not regular in payment to bank, it shall not without prior written approval of the bank, pay any dividends or make any other capital distributions.
- 8.3 This represents demand finance facility availed from The Bank of Punjab for the purpose of financing new production line for manufacture of "Opal Glass Dinnerware". The sanctioned limit of facility is Rs. 300 million (2017: Rs. 300 million) and is secured by way of combined security of first joint parri passu charge over present and future fixed assets of the Company amounting to Rs. 566.67 million and ranking charge on all the present and future fixed assets of the Company amounting to Rs. 308.33 million (to be upgraded to first joint parri passu charge on fixed assets) and personal guarantee of sponsor director of the Company. The facility is repayable after last draw down date over a period of 4 years (including grace period of 1 year) in 36 equal monthly instalments ending on 06 June 2022. This facility carries mark up at the rate of 3 months KIBOR plus 90 bps per annum (2017: 3 months KIBOR plus 90 bps per annum) payable on quarterly basis.
- 8.4 This represents term finance facility availed during the year from Bank Alfalah Limited for the purpose of financing new production line for manufacture of "Opal Glass Dinnerware". The sanctioned limit of this long term loan amounting is Rs. 200 million (2017: Rs. 200 million) and is secured by way of ranking charge on fixed assets of the Company amounting to Rs. 266.67 million (to be upgraded to first joint pari passu charge on fixed assets) (2017: Rs. 266.67 million) and personal guarantee of sponsor director of the Company. The facility is repayable after first draw down date over a period of 4 years (including grace period of 1 year) in 12 equal quarterly installments ending on 14 July 2021. This facility carries mark up at the rate of 3 months KIBOR plus 85 bps per annum (2017: 3 months KIBOR plus 85 bps per annum) payable on quarterly basis.



<b>8.5 Transaction cost</b>	<b>2018 Rupees</b>	2017 Rupees
Balance as at 01 July	<b>276,725</b>	896,385
Amortized during the year	<b>(276,725)</b>	(619,660)
Balance as at 30 June	<b>-</b>	<b>276,725</b>

<b>9 Liabilities against assets subject to finance lease</b>	<i>Note</i>	<b>2018 Rupees</b>	2017 Rupees
Present value of minimum lease payments		<b>3,713,456</b>	18,423,635
Less: Current portion	13	<b>(2,474,663)</b>	(14,716,249)
		<b>1,238,793</b>	<b>3,707,386</b>

The amount of future minimum lease payments along with their present value and the periods during which they will fall due are:

	<b>2018</b>		
	Minimum lease payments	Future finance charge	Present value of minimum lease payments
	----- Rupees -----		
Not later than one year	2,626,689	152,026	2,474,663
Later than one year and not later than five years	<b>1,256,911</b>	<b>18,118</b>	<b>1,238,793</b>
	<b>3,883,600</b>	<b>170,144</b>	<b>3,713,456</b>
	----- Rupees -----		
	<b>2017</b>		
	Minimum lease payments	Future finance charge	Present value of minimum lease payments
	----- Rupees -----		
Not later than one year	15,456,126	739,877	14,716,249
Later than one year and not later than five years	<b>3,863,892</b>	<b>156,506</b>	<b>3,707,386</b>
	<b>19,320,018</b>	<b>896,383</b>	<b>18,423,635</b>

*Salient features of the leases are as follows:*

	<b>2018</b>	2017
Discount factor	<b>6.16% - 8.77%</b>	5% - 8.62%
Period of lease	<b>3 - 5 years</b>	3 - 5 years
Security deposits	<b>5% - 10%</b>	5% - 10%



- 9.1 The Company has entered into various lease agreements under mark up arrangement with financial institutions for lease of machinery, air compressor and vehicles. The liabilities under these arrangements are payable in monthly and quarterly installments. Interest rates implicit in the lease is used as discounting factor to determine the present value of minimum lease payments.
- 9.2 Lease agreement carries purchase option at the end of lease period and the Company intends to exercise its option to purchase the leased asset upon completion of the lease term. Residual value of the leased assets has already been paid at the inception of the lease in the form of security deposit. There are no financial restrictions imposed by lessor.

**10 Deferred taxation**

	<b>2018</b>		
	<b>Opening balance</b>	<b>Charge / (reversal)</b>	<b>Closing balance</b>
	----- Rupees -----		
<b><u>Taxable temporary difference</u></b>			
Accelerated tax depreciation allowances	<b>466,003,181</b>	<b>(55,189,458)</b>	<b>410,813,723</b>
	<b>466,003,181</b>	<b>(55,189,458)</b>	<b>410,813,723</b>
	-----		
	<b>2017</b>		
	<b>Opening balance</b>	<b>Charge / (reversal)</b>	<b>Closing balance</b>
	----- Rupees -----		
<b><u>Taxable temporary difference</u></b>			
Accelerated tax depreciation allowances	290,083,079	175,920,102	466,003,181
Equity portion of shareholders' loan	33,532,696	(33,532,696)	-
<b><u>Deductible temporary difference</u></b>			
Unused tax credits	(159,394,551)	159,394,551	-
	<b>164,221,224</b>	<b>301,781,957</b>	<b>466,003,181</b>

<b>11 Trade and other payables</b>	<i>Note</i>	<b>2018 Rupees</b>	<b>2017 Rupees</b>
Trade creditors		<b>361,361,795</b>	298,996,879
Advances from customers		<b>102,879,560</b>	77,409,257
Accrued expenses		<b>347,403,152</b>	154,029,286
Provident fund payable		<b>4,067,426</b>	3,510,275
Security deposits	11.1	<b>256,805,023</b>	256,105,023
Payable to Workers' Profit Participation Fund	11.2	<b>85,690,070</b>	67,643,842
Payable to Workers' Welfare Fund	11.3	<b>39,816,132</b>	31,278,534
Withholding tax payable		<b>5,305,169</b>	2,306,739
		<b>1,203,328,327</b>	<b>891,279,835</b>

**11.1 Security deposits**

These represent amounts received from dealers and by virtue of contract can be utilized in the Company's business. These are repayable at the time of termination of dealerships or on demand.



	Note	2018 Rupees	2017 Rupees
<b>11.2 Payable to Workers' Profit Participation Fund</b>			
Balance as at 01 July		67,643,842	35,585,142
Provision for the year	29	76,490,701	63,370,828
Interest for the year	30	9,199,369	4,273,014
Paid during the year		(67,643,842)	(35,585,142)
Balance as at 30 June		<u>85,690,070</u>	<u>67,643,842</u>
<b>11.3 Payable to Workers' Welfare Fund</b>			
Balance as at 01 July		31,278,534	18,183,039
Provision for the year	29	28,269,819	18,959,218
Paid during the year		(19,732,221)	(5,863,723)
Balance as at 30 June		<u>39,816,132</u>	<u>31,278,534</u>
<b>12 Accrued mark-up</b>			
<i>Mark-up based borrowings from conventional banks</i>			
Long term finances - secured		13,166,447	6,079,398
Short term borrowings - secured		15,572,089	16,885,828
Finance lease		41,212	143,944
<i>Islamic mode of financing</i>			
Short term borrowings - secured		2,059,268	4,425,472
		<u>30,839,016</u>	<u>27,534,642</u>
<b>13 Current portion of long term liabilities</b>			
Long term finances - secured	8	125,000,000	112,500,000
Liabilities against assets subject to finance lease	9	2,474,663	14,716,249
		<u>127,474,663</u>	<u>127,216,249</u>
<b>14 Short term borrowings - secured</b>			
<i>Mark-up based borrowings from conventional banks</i>			
Short term running finance and cash finance - secured	14.1	994,411,266	980,823,139
Short term loan - secured	14.2	-	30,000,000
Finance against imported merchandise - secured	14.3	-	2,483,966
Loan from directors - unsecured	14.4	7,024,706	581,848,211
<i>Islamic mode of financing</i>			
Short term islamic finance - secured	14.5	93,486,129	559,105,792
		<u>1,094,922,101</u>	<u>2,154,261,108</u>



**14.1 Short term running finance and cash finance - secured**

This represents running finance and cash finance facilities availed from various commercial banks to meet working capital requirements with a cumulative sanctioned limit of Rs. 3,775 million (2017: Rs. 3,575 million). Mark up on these facilities range from 3 months KIBOR plus 50 to 75 bps. (2017: 3 months KIBOR plus 50 to 100 bps) per annum payable quarterly. These facilities are secured by way of charge of Rs. 4,673.69 million (2017: 5,034 million) on current assets of the Company. These facilities are also secured by personal guarantee of sponsor director of the Company and have various maturity dates up to 31 January 2019.

**14.2 Short term loan - secured**

This represents short term loan facility availed from Standard Chartered Bank Limited to meet working capital requirements with a cumulative sanctioned limit of Rs. 600 million (2017: Rs. 600 million). Mark up on this facility range from 3 months KIBOR plus 50 bps (2017: KIBOR 3 month plus 50 bps to 75 bps) per annum payable quarterly. These facilities are secured by way of charge of Rs. 800 million (2017: Rs. 800 million) on current assets of the Company. These facilities are also secured by personal guarantees of sponsor director of the Company and have various maturity dates up to 30 April 2019.

**14.3 Finance against imported merchandise - secured**

This represents facility of finance against imported merchandise availed from various commercial banks having cumulative sanctioned limit of Rs. 60 million (2017: Rs. 220 million). Mark up on the facility ranges from 3 months KIBOR plus 50 bps (2017: 3 months KIBOR plus 50 to 100 bps) per annum. The facility is secured against lien over import documents, pledge of imported goods and personal guarantees of sponsor director of the Company. The facility has various maturity dates up to 31 December 2018.

**14.4 Loan from directors - unsecured**

This represents unsecured interest free loan obtained from Managing Director of the Company. This loan is repayable on demand.

**14.5 Short term islamic finance - secured**

This represents various islamic facilities availed from various islamic banks having cumulative sanctioned limit of Rs. 1,200 million (2017: Rs. 1,100 million). Profit on these facilities ranges from respective KIBOR plus 50 to 70 bps (2017: Respective KIBOR plus 50 to 100 bps) per annum. These facilities are secured by way of charge of Rs.1,156.34 million (2017: Rs. 1,157 million) on current assets of the Company and personal guarantees of sponsor director of the Company. These facilities have various maturity dates up to 31 March 2019.

**15 Contingencies and commitments**

**15.1 Contingencies**

**15.1.1** The commercial banks have issued following guarantees on behalf of the Company in favour of:

- Sui Northern Gas Pipelines Limited against supply of gas for furnace amounting to Rs. 262 million (2017: Rs. 262 million)



- Sui Northern Gas Pipelines Limited against supply of gas for captive power amounting to Rs. 20.5 million (2017: Rs. 20.5 million).

The above guarantees are secured by way of charge on present and future fixed assets of the Company, counter guarantee of the Company and personal guarantees of sponsor directors of the Company.

- 15.1.2** An insurance company has issued an insurance guarantee amounting to Rs. 25 million (2017: Rs. 25 million) on behalf of the Company in favor of ICI Pakistan Limited against purchase of soda-ash from ICI Pakistan Limited. This guarantee is secured by way of promissory notes issued by the Company.
- 15.1.3** During the previous years the Company recorded provision against Gas Infrastructure Development Cess (GIDC) for the period from July 2014 to April 2015 amounting to Rs. 123 million. However pursuant to Gas Infrastructure and Development Cess Act, 2015 where it was clarified that GIDC was not to be collected from industrial sector retrospectively, the Company had reversed the recorded amount of provision of Rs. 123 million. The Company, along with various other companies challenged the legality and validity of levy and demand of GIDC in Honorable Lahore High Court which is pending adjudication.
- 15.1.4** The Deputy Commissioner of Inland Revenue (DCIR) raised income tax demand of Rs. 59.26 million, relating to the tax year 2015. Being aggrieved, the Company filed an appeal before CIR(A) which is pending adjudication. The Company on the basis of opinion of the tax advisor is hopeful of favorable outcome of the case, accordingly no provision has been recorded in these financial statements.
- 15.1.5** During the year, the Deputy Commissioner of Inland Revenue (DCIR) raised income tax demand of Rs. 147.12 million, relating to the tax year 2014. Being aggrieved, the Company filed an appeal before Commissioner Appeals - I. Further, the Company filed writ petition no. 231682-18 before The Honorable Lahore High Court (LHC) and LHC has granted stay against recovery proceedings. The Company on the basis of opinion of the tax advisor is hopeful of favorable outcome of the case, accordingly no provision has been recorded in these financial statements.
- 15.1.6** During the year, the Deputy Commissioner of Inland Revenue (DCIR) vide order number 10/2017 dated 29 December 2017 raised sales tax demand of Rs. 248.59 million along with a penalty of Rs. 12.39 million relating to the tax year 2014. Being aggrieved, the Company filed an appeal before CIR(A) on the basis that demand was created on assumption and needs to be annulled. The CIR(A) vide order no. 01 dated 29 July, 2018 has deleted the demand of Rs. 31.39 million along with penalty of Rs. 1.57 million. The demand amounting to Rs. 209.35 million along with penalty of Rs. 10.47 million was remanded back to DCIR and order of CIR(A) was silent relating to the tax demand of Rs. 7.84 million along with fine of Rs. 0.36 million. Being aggrieved, the Company filed second appeal before ATIR against the remand back of the case by CIR(A) against tax demand of Rs. 209.35 million along with penalty of Rs. 10.47 million and also in process of filing rectification application before CIR(A) for adjudication relating to tax demand of Rs. 7.84 million along with fine of Rs. 0.36 million. The Company on the basis of opinion of the tax advisor is hopeful of favorable outcome of the case, accordingly no provision has been recorded in these financial statements.



**15.2 Commitments**

- Letters of credit for capital expenditure amounting to Rs. 264.59 million (2017: Rs. 204.03 million).
- Letters of credit for other than capital expenditure amounting to Rs. 118.26 million (2017: Rs. 85.26 million).
- The amount of future ijarah rentals for ijarah financing and the period in which these payments will become due are as follows:

	<i>Note</i>	<b>2018 Rupees</b>	2017 Rupees
Not later than one year		<b>57,219,975</b>	58,223,623
Later than one year but not later than five years		<b>33,335,872</b>	74,797,767
		<b>90,555,847</b>	133,021,390

**16 Property, plant and equipment**

Operating fixed assets	16.1	<b>5,173,924,120</b>	4,593,594,512
Capital work in progress	16.2	<b>289,187,380</b>	323,358,289
		<b>5,463,111,500</b>	4,916,952,801



16.1 Operating fixed assets

	Owned assets										Leased assets			
	Freehold Land	Factory building	Office building	Plant and machinery	Furniture and fixtures	Tools and equipment	Electric installations	Vehicles	Moulds	Fire fighting equipment	Total	Plant and machinery	Vehicles	Total
----- R u p e e s -----														
<b>Cost / revalued amount</b>														
Balance at 1 July 2016	865,653,836	1,461,162,015	49,281,810	4,558,291,599	7,719,239	5,132,536	40,131,103	74,562,715	186,823,858	1,813,762	7,250,572,473	57,302,277	-	7,307,874,750
Additions	2,132,750	44,741,420	-	149,166,828	402,632	-	11,402,702	42,724,711	43,716,873	26,000	294,313,916	-	3,761,000	298,074,916
Disposals	-	-	-	-	-	-	-	(19,337,546)	-	-	(19,337,546)	-	-	(19,337,546)
<b>Balance at 30 June 2017</b>	<b>867,786,586</b>	<b>1,505,903,435</b>	<b>49,281,810</b>	<b>4,707,458,427</b>	<b>8,121,871</b>	<b>5,132,536</b>	<b>51,533,805</b>	<b>97,949,880</b>	<b>230,540,731</b>	<b>1,839,762</b>	<b>7,525,548,843</b>	<b>57,302,277</b>	<b>3,761,000</b>	<b>7,586,612,120</b>
Balance at 1 July 2017	867,786,586	1,505,903,435	49,281,810	4,707,458,427	8,121,871	5,132,536	51,533,805	97,949,880	230,540,731	1,839,762	7,525,548,843	57,302,277	3,761,000	7,586,612,120
Additions	309,698,542	232,244,839	-	468,479,757	12,797,370	764,000	34,351,175	8,053,851	27,890,468	315,688	1,094,595,690	-	-	1,094,595,690
Transfer in / (out)	-	-	-	50,000,000	-	-	-	-	-	-	50,000,000	(50,000,000)	-	-
Disposals	-	-	-	(144,534)	-	-	-	(7,575,355)	-	-	(7,719,889)	-	-	(7,719,889)
<b>Balance at 30 June 2018</b>	<b>1,177,485,128</b>	<b>1,738,148,274</b>	<b>49,281,810</b>	<b>5,225,793,650</b>	<b>20,919,241</b>	<b>5,896,536</b>	<b>85,884,980</b>	<b>98,428,376</b>	<b>258,431,199</b>	<b>2,155,450</b>	<b>8,662,424,644</b>	<b>7,302,277</b>	<b>3,761,000</b>	<b>8,673,487,921</b>
<b>Rate of depreciation - %</b>	<b>-</b>	<b>10%</b>	<b>5%</b>	<b>10% - 66.67%</b>	<b>10%</b>	<b>10%</b>	<b>10%</b>	<b>20%</b>	<b>30%</b>	<b>10%</b>	<b>10%</b>	<b>10%</b>	<b>20%</b>	
<b>Accumulated depreciation</b>														
Balance at 1 July 2016	-	464,505,405	40,550,306	1,780,841,049	4,555,040	1,779,057	18,559,049	34,954,573	121,378,565	148,624	2,467,271,668	16,201,722	-	2,483,473,390
Depreciation	-	101,273,550	436,575	368,935,328	340,109	335,348	2,871,193	11,836,227	27,777,097	168,680	513,974,107	4,110,055	501,467	518,585,629
Disposals	-	-	-	-	-	-	-	(9,041,411)	-	-	(9,041,411)	-	-	(9,041,411)
<b>Balance at 30 June 2017</b>	<b>-</b>	<b>565,778,955</b>	<b>40,986,881</b>	<b>2,149,776,377</b>	<b>4,895,149</b>	<b>2,114,405</b>	<b>21,430,242</b>	<b>37,749,389</b>	<b>149,155,662</b>	<b>317,304</b>	<b>2,972,204,364</b>	<b>20,311,777</b>	<b>501,467</b>	<b>2,993,017,608</b>
Balance at 1 July 2017	-	565,778,955	40,986,881	2,149,776,377	4,895,149	2,114,405	21,430,242	37,749,389	149,155,662	317,304	2,972,204,364	20,311,777	501,467	2,993,017,608
Depreciation	-	101,118,534	414,764	360,914,123	757,090	354,847	4,083,379	12,418,494	27,193,608	154,876	507,409,715	2,906,263	651,907	510,967,885
Transfer in / (out)	-	-	-	20,666,863	-	-	-	-	-	-	20,666,863	(20,666,863)	-	-
Disposals	-	-	-	(116,760)	-	-	-	(4,304,932)	-	-	(4,421,692)	-	-	(4,421,692)
<b>Balance at 30 June 2018</b>	<b>-</b>	<b>666,897,489</b>	<b>41,401,645</b>	<b>2,531,240,603</b>	<b>5,652,239</b>	<b>2,469,252</b>	<b>25,513,621</b>	<b>45,862,951</b>	<b>176,349,270</b>	<b>472,180</b>	<b>3,495,859,250</b>	<b>2,551,177</b>	<b>1,153,374</b>	<b>3,499,563,801</b>
<b>Carrying amounts</b>														
At 30 June 2017	867,786,586	940,124,480	8,294,929	2,557,682,050	3,226,722	3,018,131	30,103,563	60,200,491	81,385,069	1,522,458	4,553,344,479	36,990,500	3,259,533	4,593,594,512
<b>At 30 June 2018</b>	<b>1,177,485,128</b>	<b>1,071,250,785</b>	<b>7,880,165</b>	<b>2,694,553,047</b>	<b>15,267,002</b>	<b>3,427,284</b>	<b>60,371,359</b>	<b>52,565,425</b>	<b>82,081,929</b>	<b>1,683,270</b>	<b>5,166,565,394</b>	<b>4,751,100</b>	<b>2,607,626</b>	<b>5,173,924,120</b>

16.1.1 Freehold land, measuring 80.09 acres, is located at Kot Saleem and Baddo Muraday, Sheikhpura. The buildings on freehold land and other immovable assets of the Company are constructed / located at this freehold land. This includes land measuring 20.34 acres (162.69 kanals) purchased for further expansion in manufacturing facilities.

	Note	2018 Rupees	2017 Rupees
16.1.2 Depreciation charge for the year has been allocated as follows:			
Cost of sales	25	499,907,571	505,203,343
Administrative expenses	26	3,156,726	4,125,563
Selling and distribution expenses	27	7,903,588	9,256,723
		<u>510,967,885</u>	<u>518,585,629</u>



**16.1.3 Disposal of operating fixed assets**

Particular of assets	Particulars of Buyers	Cost	Accumulated depreciation	Written down value	Sale proceeds	Gain / (Loss)	Mode of disposal	Relationship with the Company
----- Rupees -----								
<b><u>Vehicles</u></b>								
Honda Civic LEA-13-5310	Mrs. Robina Sarwar	501,025	(99,866)	401,159	1,450,000	1,048,841	Negotiation	Spouse of Key Management Personnel
Suzuki Mehran VXR LEA-17-7929	IGI Insurance Limited	778,080	(77,341)	700,739	700,000	(739)	Negotiation	Third Party
Fecto Belarus Tractor Model-1998	Mr.Muhammad Ashraf	480,000	(473,198)	6,802	500,000	493,198	Negotiation	Third Party
Toyota Corolla Gli LED-12-2526	Khurram Intiaz	349,850	(147,189)	202,661	1,355,000	1,152,339	Negotiation	Third Party
Suzuki Cultus LEE-12-1826	Muhammad Fahad Iqbal	194,000	(79,928)	114,072	615,000	500,928	Negotiation	Third Party
Suzuki Cultus LEF-12-1457	Muhammad Fahad Iqbal	180,100	(65,556)	114,544	630,000	515,456	Negotiation	Third Party
Suzuki Mehran LEF-12-4015	Muhammad Javaid	188,000	(68,053)	119,947	525,000	405,053	Negotiation	Third Party
Suzuki Cultus LE-12-7502	Syeda Lyla Hassan Zaidi	995,000	(730,906)	264,094	575,000	310,906	Negotiation	Third Party
Suzuki Cultus LEF-12-1459	Muhammad Fayyaz	180,100	(67,678)	112,422	680,000	567,578	Negotiation	Third Party
Suzuki Cultus LEF-12-1460	Muhammad Iqbal	188,000	(70,274)	117,726	665,000	547,274	Negotiation	Third Party
Suzuki Cultus LE-12-5121	Akhtar Mehmood	990,650	(737,235)	253,415	600,000	346,585	Negotiation	Employees
Suzuki Cultus LED-12-9903	Muhammad Nawaz	1,004,300	(707,549)	296,751	665,000	368,249	Negotiation	Third Party
Suzuki Cultus LEE-12-4340	Akbar Ali	201,400	(84,779)	116,621	675,000	558,379	Negotiation	Third Party
Toyota Corolla Gli LEC-12-845	Haider Ikhlaq	349,850	(154,695)	195,155	1,330,000	1,134,845	Negotiation	Third Party
Suzuki Cultus Vxr LE-12-7499	Shazeel Anjum	995,000	(740,688)	254,312	575,000	320,688	Negotiation	Third Party
<b><u>Plant &amp; Machinery</u></b>								
Generator	Ittefaq Engineering Services	144,534	(116,760)	27,774	505,000	477,226	Negotiation	Third Party
<b>2018</b>		<b>7,719,889</b>	<b>(4,421,695)</b>	<b>3,298,194</b>	<b>12,045,000</b>	<b>8,746,806</b>		
2017		19,337,546	(9,041,411)	10,296,135	25,505,000	15,208,865		

**16.1.4** Revaluation of freehold land was carried out under the market value basis. The latest revaluation was carried out on 11 February 2016. Had there been no revaluation, carrying value of land would have been Rs 410.99 million (2017: Rs. 101.3 million).

**16.1.5** The forced sale value of land based on latest revaluation report, as on 11 February 2016, is Rs. 732.64 million (2017 : Rs. 732.64 million)



	Note	2018 Rupees	2017 Rupees
<b>16.2 Capital work in progress</b>			
Plant & machinery and civil works		143,327,484	146,408,308
Advances	16.2.1	145,859,896	176,949,981
		<b>289,187,380</b>	<b>323,358,289</b>
<b>16.2.1</b> This includes advance amounting to Rs. 46 million (2017: Nil) for purchase of land measuring 14 kanals for further expansion of manufacturing facilities.			
<b>17 Intangibles</b>			
<i>ERP software</i>			
Cost		6,962,863	6,962,863
Accumulated amortization		(4,525,862)	(3,133,289)
		<b>2,437,001</b>	<b>3,829,574</b>
Amortization rate (%)		<b>20%</b>	<b>20%</b>
<b>17.1 Amortization charge has been allocated as follows:</b>			
Administrative expense	26	1,392,573	1,392,573
<b>18 Long term deposits</b>			
Deposit with leasing companies		5,397,095	11,135,906
Guarantee margin deposits		12,088,000	4,713,000
Others		21,797,173	21,811,327
		<b>39,282,268</b>	<b>37,660,233</b>
<b>19 Stores and spare parts</b>			
Stores		159,251,725	164,927,749
Spare parts		606,054,431	568,389,440
		<b>765,306,156</b>	<b>733,317,189</b>
<b>20 Stock in trade</b>			
Raw materials		327,862,442	338,339,077
Chemical and ceramic colors		121,146,824	36,801,836
Packing material		77,501,581	51,428,240
Work in process		100,623,111	75,709,436
Finished goods		618,747,319	923,715,827
		<b>1,245,881,277</b>	<b>1,425,994,416</b>
<b>21 Trade debts - considered good</b>			
Local debtors		637,126,128	655,701,506
Foreign debtors	21.1	20,743,872	20,016,119
		<b>657,870,000</b>	<b>675,717,625</b>



	2018 Rupees	2017 Rupees	2018 Rupees	2017 Rupees
<b>21.1 Sales against LC's, advances and cash against documents</b>	<b>Sales</b>	<b>Sales</b>	<b>Balance</b>	<b>Balance</b>
Brazil	59,390,014	20,230,694	13,980,146	15,424
South Africa	15,582,849	36,711,038	2,057,301	2,184,363
Ghana	5,328,733	2,564,381	1,556,425	-
Cameroon	13,766,706	6,383,232	1,011,082	-
United Arab Emirates	26,734,244	17,270,650	711,500	2,622,749
Sri-Lanka	49,872,429	25,560,146	524,850	1,020,970
Afghanistan	68,408,919	44,438,207	400,000	3,377
Nepal	62,413,141	47,048,800	114,087	3,702,209
India	254,762,717	400,285,186	112,547	9,713,137
Tanzania	-	3,578,403	93,436	93,436
Bahrain	2,554,647	1,344,530	78,409	3
Paraguay	4,493,217	6,196,423	69,932	4,277
United Kingdom	12,238,050	6,024,581	21,780	75,879
Jordan	1,442,222	-	7,782	-
Bangladesh	746,605	-	2,862	-
Ukraine	2,673,573	-	1,390	-
Algeria	2,574,988	-	344	-
Saudi Arabia	85,273,297	43,709,552	-	512,688
Hungry	603,199	528,519	-	24,987
Iraq	1,168,580	9,426,501	-	20,769
Turkey	8,882,690	1,323,182	-	7,489
Argentina	5,125,434	1,408,949	-	5,309
Spain	-	1,349,352	-	4,878
Taiwan	-	618,472	-	3,801
Cyprus	-	1,463,850	-	374
	<b>684,036,254</b>	<b>677,464,648</b>	<b>20,743,872</b>	<b>20,016,119</b>

	Note	2018 Rupees	2017 Rupees
<b>22 Advances, deposits, prepayments and other receivables</b>			
Advances to suppliers - unsecured, considered good		109,801,859	60,314,540
Advances to staff against salary - unsecured, considered good		3,960,945	2,356,100
Prepayments		27,318,594	21,401,988
Advance income tax	22.1	105,519,844	312,217,350
Sales tax - net		46,264,288	50,101,820
Security deposits		15,794,349	29,298,473
		<b>308,659,879</b>	<b>475,690,271</b>
<b>22.1 Advance income tax</b>			
Advance income tax		428,979,568	375,214,027
Provision for tax		(323,459,724)	(62,996,677)
		<b>105,519,844</b>	<b>312,217,350</b>
<b>23 Cash and bank balances</b>			
Cash in hand		4,452,437	5,218,160
Cash at bank			
Local currency			
- Current accounts		189,317,135	191,594,152
Interest based deposits with conventional banks			
- Deposit and saving accounts	23.1	45,246,242	19,118,617
Profit based deposits with islamic banks			
- Deposit and saving account	23.1	122,091	118,869
		<b>234,685,468</b>	<b>210,831,638</b>
Foreign currency - current accounts		15,691,194	5,448,042
		<b>254,829,099</b>	<b>221,497,840</b>



- 23.1 Mark up on deposit accounts ranges from 3.23% to 4.50% (2017: 2.31% to 3.75%) per annum.  
 23.2 Cash and cash equivalents as at 30 June comprise the following:

	Note	2018 Rupees	2017 Rupees
Cash and bank balances		254,829,099	221,497,840
Running finance		(877,442,602)	(577,274,627)
		<b>(622,613,503)</b>	<b>(355,776,787)</b>
<b>24 Sales</b>			
Local		13,659,067,823	10,859,152,949
Export		749,188,499	733,160,546
		<b>14,408,256,322</b>	<b>11,592,313,495</b>
Less: Sales tax		2,105,703,468	1,679,895,367
Trade discounts		744,884	9,854,447
		<b>2,106,448,352</b>	<b>1,689,749,814</b>
		<b>12,301,807,970</b>	<b>9,902,563,681</b>
<b>25 Cost of sales</b>			
Raw material consumed		2,515,358,070	2,030,714,427
Salaries, wages and other benefits	25.1	1,600,984,934	1,209,402,025
Fuel and power		3,478,192,580	2,697,240,030
Packing material consumed		751,552,186	677,632,532
Stores and spares consumed		630,900,699	430,333,991
Carriage and freight		43,921,977	43,457,600
Repair and maintenance		36,211,665	34,674,108
Travelling and conveyance		22,068,518	24,833,901
Insurance		10,721,058	10,369,803
Ijarah rentals		42,361,481	69,703,876
Postage and telephone		2,233,091	1,805,744
Rent, rates and taxes		37,887,806	29,242,725
Printing and stationery		845,258	709,891
Advertisement		1,194,930	766,641
Depreciation	16.1	499,907,571	505,203,343
Others		23,441,786	20,533,903
		<b>9,697,783,610</b>	<b>7,786,624,540</b>
Work in process			
Opening stock	20	75,709,436	69,331,510
Closing stock	20	(100,623,111)	(75,709,436)
		<b>(24,913,675)</b>	<b>(6,377,926)</b>
		<b>9,672,869,935</b>	<b>7,780,246,614</b>
Finished goods			
Opening stock	20	923,715,827	1,028,076,662
Closing stock	20	(618,747,319)	(923,715,827)
		<b>304,968,508</b>	<b>104,360,835</b>
		<b>9,977,838,443</b>	<b>7,884,607,449</b>

- 25.1 Salaries, wages and other benefits include Rs. 15.86 million (2017: Rs. 13.16 million) in respect of staff retirement benefit.



<b>26 Administrative expenses</b>	<i>Note</i>	<b>2018 Rupees</b>	<b>2017 Rupees</b>
Salaries, wages and other benefits	26.1	113,081,674	93,245,233
Travelling expenses		4,894,945	4,296,602
Motor vehicle and insurance expenses		4,521,410	4,396,870
Postage and telephone		5,420,806	5,995,370
Printing and stationery		1,488,888	973,331
Rent, rates and taxes		11,003,327	7,406,201
Repair and maintenance		3,331,407	1,482,673
Legal and professional charges		12,434,839	13,959,673
Auditors' remuneration	26.2	1,496,250	1,505,000
Advertisement		2,426,354	818,476
Utilities		4,187,740	3,577,236
Entertainment		1,869,474	1,871,910
Insurance		2,382,595	2,234,930
Subscription, news papers and periodicals		4,350,945	1,893,678
Depreciation	16.1	3,156,726	4,125,563
Ijarah rentals		12,478,124	9,408,825
Donations	26.3	7,288,000	7,815,000
Amortization	17.1	1,392,573	1,392,573
Miscellaneous		15,406,753	10,267,070
		<b>212,612,830</b>	<b>176,666,214</b>

**26.1** Salaries, wages and other benefits include Rs. 2.75 million (2017: Rs. 2.6 million) in respect of staff retirement benefit.

<b>26.2 Auditors' remuneration</b>	<b>2018 Rupees</b>	<b>2017 Rupees</b>
Audit fee	1,045,000	950,000
Half yearly review fee	150,000	150,000
Out of pocket expenses	226,250	205,000
Certification fee	75,000	200,000
	<b>1,496,250</b>	<b>1,505,000</b>

**26.3** None of the directors or their spouses have any interest in the donees.

<b>27 Selling and distribution expenses</b>		<b>2018 Rupees</b>	<b>2017 Rupees</b>
Salaries, wages and other benefits	27.1	135,770,963	104,525,052
Local freight and forwarding		147,424,081	112,074,459
Export freight and forwarding		47,274,710	45,952,462
Travelling expenses		25,896,522	28,276,800
Motor vehicle expenses		16,189,994	12,615,331
Postage and telephone		2,411,230	2,775,742
Printing and stationery		2,687,307	1,567,498
Advertisement, exhibitions and sales promotion		36,361,793	18,723,110
Rent and utilities		7,315,789	6,025,083
Depreciation	16.1	7,903,588	9,256,723
Ijarah rentals		2,258,073	643,658
Breakage, samples and incidental charges		9,193,737	4,928,353
Miscellaneous		1,910,054	1,439,549
		<b>442,597,841</b>	<b>348,803,820</b>

**27.1** Salaries, wages and other benefits include Rs. 4.02 million (2017: Rs. 3.43 million) in respect of staff retirement benefit.



	Note	2018 Rupees	2017 Rupees
<b>28 Other operating income</b>			
<i>Income from non-financial assets</i>			
Gain on disposal of property, plant and equipment	16.1.3	8,746,806	15,208,865
Foreign exchange gain - net		3,683,760	583,343
Liabilities no longer payable written back		-	5,863,723
Others		-	84,521
		<b>12,430,566</b>	21,740,452
<i>Income from financial assets</i>			
Interest income on bank deposits with conventional banks		2,084,519	2,253,665
Profit income on bank deposits with islamic banks		3,398	3,398
		<b>14,518,483</b>	23,997,515
<b>28.1</b>	This represents gain on actual currency conversion.		
<b>29 Other operating expenses</b>			
Workers' Profit Participation Fund	11.2	76,490,701	63,370,828
Workers' Welfare Fund	11.3	28,269,819	18,959,218
		<b>104,760,520</b>	82,330,046
<b>30 Finance cost</b>			
<i>Mark-up based loans from conventional banks</i>			
Long term finances		28,258,115	28,971,078
Short term borrowings		78,388,753	98,384,323
Finance leases		652,623	1,762,659
<i>Islamic mode of financing</i>			
Short term borrowings		25,679,680	40,973,084
		<b>132,979,171</b>	170,091,144
Notional interest on unwinding of shareholders' loan		-	67,537,095
Interest on Workers' Profit Participation Fund	11.2	9,199,369	4,273,014
Bank charges		8,887,280	5,995,097
Guarantee commission charges		2,397,500	1,170,800
		<b>153,463,320</b>	249,067,150
<b>31 Taxation</b>			
<i>Income tax</i>			
- current year		323,459,724	62,996,677
- prior years		59,660,298	48,021,248
Deferred tax		(55,189,458)	314,378,154
		<b>327,930,564</b>	425,396,079



	<b>2018</b>	2017
	<b>Rupees</b>	Rupees
<b>31.1 Relationship between the tax expense and accounting profit</b>		
Profit before taxation	<b>1,425,053,499</b>	1,185,086,517
Tax calculated at the rate of 30.00% / 31.00%	<b>427,516,050</b>	367,376,820
<i>Tax effect of:</i>		
- income under final tax regime	<b>(8,437,584)</b>	(9,784,037)
- super tax	<b>41,994,412</b>	40,901,914
- prior year adjustments	<b>59,660,298</b>	48,021,248
- tax credit utilised	<b>(130,229,763)</b>	(19,288,370)
- rate difference	<b>(55,280,682)</b>	-
- others	<b>(7,292,167)</b>	(1,831,496)
	<b>327,930,564</b>	425,396,079

**31.2** The provision for current year tax represents tax on taxable income at the rate of 30%, net of tax credits. As per management's assessment, the provision for tax made in the financial statements is sufficient. A comparison of last three years income tax provisions with tax assessment is presented below:

<b>Tax Years</b>	<b>Tax provision as per financial statements</b>	<b>Tax as per assessment / return</b>
2015	-	-
2016	39,140,104	87,161,352
2017	62,996,677	122,656,975

**31.3** The Board of Directors in their meeting held on October 01, 2018 have recommended a final cash dividend of Rs. 6.00 per share for the year ended 30 June 2018 to comply with the requirements of section 5A of the Income Tax Ordinance, 2001. Accordingly, no provision for tax in this respect has been made in these financial statements.

		<b>2018</b>	2017
<b>32 Earnings per share - basic and diluted</b>			
Profit attributable to ordinary shareholders	<b>Rupees</b>	<b>1,097,122,935</b>	759,690,438
Weighted average number of ordinary shares outstanding during the year	<b>Numbers</b>	<b>73,458,000</b>	73,458,000
Earnings per share	<b>Rupees</b>	<b>14.94</b>	10.34

**32.1** No figure for diluted earnings per share has been presented as the Company has not issued any instruments carrying options which would have an impact on earnings per share when exercised.



**33 Financial instruments**

The Company's activities expose it to a variety of financial risks:

- Credit risk
- Liquidity risk
- Market risk

The Company's overall risk management policy focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the Company's financial performance.

**33.1 Risk management framework**

The Board of Directors has overall responsibility for establishment and over-sight of the Company's risk management framework. The audit committee is responsible for developing and monitoring the Company's risk management policies. The committee regularly meets and any changes and compliance issues are reported to the Board of Directors.

Risk management systems are reviewed regularly by the audit committee to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations.

The audit committee oversees compliance by management with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company.

**33.2 Credit risk**

Credit risk represents the accounting loss that would be recognized at the reporting date if counter-parties failed completely to perform as contracted. The Company does not have significant exposure to any individual counterparty. To manage credit risk the Company maintains procedures covering the application for credit approvals, granting and renewal of counterparty limits and monitoring of exposures against these limits. As part of these processes the financial viability of all counterparties is regularly monitored and assessed. To mitigate the risk, the Company has a system of assigning credit limits to its customers based on an extensive evaluation based on customer profile and payment history. Outstanding customer receivables are regularly monitored. Some customers are also secured, where possible, by way of cash security deposit.

**Exposure to credit risk**

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the balance sheet date was:

	<b>2018 Rupees</b>	2017 Rupees
Long term deposits	<b>39,282,268</b>	37,660,233
Trade debts - considered good	<b>657,870,000</b>	675,717,625
Security deposits	<b>15,794,349</b>	29,298,473
Bank balances	<b>250,376,662</b>	216,279,680
	<b><u>963,323,279</u></b>	<u>958,956,011</u>

**Credit quality of financial assets**

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings or to historical information about counterparty.



**(a) Long term deposits**

Long term deposits represent mainly deposits with Government institutions, leasing companies and financial institutions, hence the management believes that no impairment allowance is necessary in respect of these long term deposits.

**(b) Trade debts - considered good**

The trade debts as at the balance sheet date are classified in Pak Rupees. The aging of trade receivables at the balance sheet date is as follows:

	<b>2018 Rupees</b>	<b>2017 Rupees</b>
Foreign	<b>20,743,872</b>	20,016,119
Domestic	<b>637,126,128</b>	655,701,506
	<b>657,870,000</b>	<b>675,717,625</b>

The aging of trade receivables at the reporting date is:

Not past due	<b>598,661,700</b>	614,903,039
Past due 0 - 60 days	<b>19,736,100</b>	20,271,529
Past due 61 - 90 days	<b>32,893,500</b>	33,785,881
Past due 91 - 120 days	<b>6,578,700</b>	3,648,875
Past due 120 days	-	3,108,301
	<b>657,870,000</b>	<b>675,717,625</b>

Customer credit risk is managed subject to the Company's established policy, procedures and controls relating to customer credit risk management. Based on past experience the management believes that no impairment allowance is necessary in respect of trade receivables as some receivables have been recovered subsequent to the year end and for other receivables there are reasonable grounds to believe that the amounts will be recovered in short course of time.

**(c) Security deposits**

Based on past experience the management believes that no impairment allowance is necessary in respect of security deposits as there are reasonable grounds to believe that the security deposits will be recovered.

**(d) Bank balances**

The Company's exposure to credit risk against balances with various commercial banks is as follows:

	<b>2018 Rupees</b>	<b>2017 Rupees</b>
<i>Local currency:</i>		
- Current accounts	<b>189,317,135</b>	191,594,152
<i>Markup based deposits with conventional banks</i>	<b>45,246,242</b>	19,118,617
- Deposits and saving accounts	<b>122,091</b>	118,869
<i>Profit based deposits with islamic banks</i>	<b>234,685,468</b>	210,831,638
- Deposit and saving account		
<i>Foreign currency:</i>		
- Current accounts	<b>15,691,194</b>	5,448,042
	<b>250,376,662</b>	<b>216,279,680</b>



The credit quality of Company's bank balances can be assessed with reference to external credit rating agencies as follows:

	Rating 2018			2018
	Short term	Long term	Agency	Rupees
AlBaraka Bank (Pakistan) Limited	A1	A	PACRA	3,971,552
Allied Bank Limited	A1+	AAA	PACRA	1,000
Askari Bank Limited	A1+	AA+	PACRA	7,326,000
Bank AL Habib Limited	A1+	AA+	PACRA	20,140,584
Bank Alfalah Limited	A1+	AA+	PACRA	69,903,591
Bank Islami Pakistan Limited	A1	A+	PACRA	784,118
Faysal Bank Limited	A1+	AA	PACRA	25,672,128
MCB Bank Limited	A1+	AAA	PACRA	29,350,287
National Bank of Pakistan	A1+	AAA	PACRA	12,290,048
SME Bank Limited	B	B-	PACRA	204,594
Standard Chartered Bank (Pakistan) Limited	A1+	AAA	PACRA	1,680,801
The Bank of Khyber	A1	A	PACRA	3,264,235
The Bank of Punjab	A1+	AA	PACRA	6,677,112
Habib Bank Limited	A-1+	AAA	JCR-VIS	27,276,157
Meezan Bank Limited	A-1+	AA+	JCR-VIS	10,849,719
United Bank Limited	A-1+	AAA	JCR-VIS	30,934,809
Sindh Bank Ltd	A-1+	AA	JCR-VIS	49,927
				<b>250,376,662</b>
	Rating 2017			2017
	Short term	Long term	Agency	Rupees
Bank Alfalah Limited	A1+	AA+	PACRA	82,981,589
The Bank of Khyber	A1	A	PACRA	5,501,300
The Bank of Punjab	A1+	AA	PACRA	5,493,154
MCB Bank Limited	A1+	AAA	PACRA	33,070,764
National Bank of Pakistan	A1+	AAA	PACRA	6,776,713
United Bank Limited	A-1+	AAA	JCR-VIS	16,077,267
Habib Bank Limited	A-1+	AAA	JCR-VIS	40,183,082
Faysal Bank Limited	A1+	AA	PACRA	8,033,842
NIB Bank Limited	A1+	AA-	PACRA	5,721,313
Bank Islami Pakistan Limited	A1	A+	PACRA	431,167
Meezan bank Limited	A-1+	AA	JCR-VIS	2,643,723
Askari Bank Limited	A1+	AA+	PACRA	415
Albarka Bank Limited	A1	A	PACRA	727,448
Bank Al Habib Limited	A1+	AA+	PACRA	6,409,364
Sindh Bank Limited	A-1+	AA	JCR-VIS	1,227,539
SME Bank Limited	B	B	PACRA	1,001,000
				<b>216,279,680</b>

Due to the Company's long standing business relationships with these counterparties and after giving due consideration to their strong financial standing, management does not expect non performance by these counter parties on their obligations to the Company. Accordingly, the credit risk is minimal.



### 33.3 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions. For this purpose the Company has sufficient running finance facilities available from various commercial banks to meet its liquidity requirements. Further liquidity position of the Company is closely monitored through budgets, cash flow projections and comparison with actual results by the Board.

Following is the maturity analysis of financial liabilities as at 30 June:

	2018						
	Carrying Amount	Contractual cash flows	Six months or less	Six to twelve months	One to two years	Two to Five years	More than five years
-----Rupees-----							
<b><i>Financial liabilities</i></b>							
Long term loan-secured	715,620,311	807,785,636	88,323,746	85,707,945	280,598,829	353,155,116	-
Liability against assets subject to finance lease	3,713,456	3,883,600	1,313,345	1,313,345	1,256,910	-	-
Trade and other payables	965,569,970	965,569,970	965,569,970	-	-	-	-
Accrued markup	30,839,016	30,839,016	30,839,016	-	-	-	-
Short term borrowings	1,094,922,101	1,094,922,101	1,094,922,101	-	-	-	-
	<b>2,810,664,854</b>	<b>2,903,000,323</b>	<b>2,180,968,178</b>	<b>87,021,290</b>	<b>281,855,739</b>	<b>353,155,116</b>	<b>-</b>
-----Rupees-----							
	2017						
	Carrying Amount	Contractual cash flows	Six months or less	Six to twelve months	One to two years	Two to Five years	More than five years
-----Rupees-----							
<b><i>Financial liabilities</i></b>							
Long term loan-unsecured	448,790,769	513,330,707	89,335,345	49,744,239	114,947,994	259,303,129	-
Liability against assets subject to finance lease	18,423,635	19,320,018	7,728,063	7,728,063	2,716,253	1,147,639	-
Trade and other payables	709,131,188	709,131,188	709,131,188	-	-	-	-
Accrued markup	27,534,642	27,534,642	27,534,642	-	-	-	-
Short term borrowings	2,154,261,108	2,154,261,108	2,154,261,108	-	-	-	-
	<b>3,358,141,342</b>	<b>3,423,577,663</b>	<b>2,987,990,346</b>	<b>57,472,302</b>	<b>117,664,247</b>	<b>260,450,768</b>	<b>-</b>

It is not expected that the cash flows included in the maturity analysis could occur significantly earlier, or at significantly different amount.

### 33.4 Market risk

Market risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprises of currency risk, interest rate risk and other price risk.



**33.4.1 Currency risk**

The Company is exposed to currency risk to the extent that there is a mismatch between the currencies in which advances, sales and purchases and bank balances are denominated and the respective functional currency of the Company. The functional currency of the Company is Pak Rupee. The currencies in which these transactions are primarily denominated is US dollars.

**Exposure to currency risk**

The Company's exposure to foreign currency risk at the reporting date was as follows:

	<b>2018 Rupees</b>	2017 Rupees
Foreign debtors	<b>20,743,872</b>	20,016,119
Foreign currency bank accounts	<b>15,691,194</b>	5,448,042
Gross balance sheet exposure	<b><u>36,435,066</u></b>	<u>25,464,161</u>

The following significant exchange rates have been applied:

	<b>Average rate</b>		<b>Reporting date rate</b>	
	<b>2018</b>	2017	<b>2018</b>	2017
USD to PKR	<b>113.20</b>	104.58	<b>121.50</b>	105.00

**Sensitivity analysis:**

At reporting date, if the PKR had strengthened by 10% against the foreign currencies with all other variables held constant, profit before tax for the year would have been (lower) / higher by the amount shown below, mainly as a result of net foreign exchange loss on translation of foreign debtors and foreign currency bank account.

	<b>2018 Rupees</b>	2017 Rupees
<b>Effect on profit and loss</b>		
US Dollar	<b><u>(3,643,507)</u></b>	<u>(2,546,416)</u>

The weakening of the PKR against foreign currencies would have had an equal but opposite impact on profit before tax.

**33.4.2 Interest rate risk**

Interest rate risk is the risk that fair values or future cash flows of a financial instrument will fluctuate because of changes in interest rates. Sensitivity to interest rate risk arises from mismatch of financial assets and financial liabilities that mature or re-price in a given period.



**33.4.2(a) Fixed rate financial instruments**

The Company does not have any fixed interest / mark-up bearing financial instruments as at reporting date.

**Variable rate financial instruments**

The effective interest / mark-up rates for interest / mark-up bearing financial instruments are mentioned in relevant notes to the financial statements. The Company's interest / mark-up bearing financial instruments as at the reporting date are as follows:

	2018		2017	
	Financial assets	Financial liabilities	Financial assets	Financial liabilities
-----Rupees-----				
Long term loans from banking companies-secured	-	715,620,311	-	448,790,769
Short term borrowings	-	1,094,922,101	-	2,154,261,108
Liabilities against assets subject to finance lease - secured	-	3,713,456	-	18,423,635
Deposit and saving accounts	45,368,333	-	19,237,486	-
	<b>45,368,333</b>	<b>1,814,255,868</b>	<b>19,237,486</b>	<b>2,621,475,512</b>

**Cash flow sensitivity analysis for variable rate instruments**

A reasonably possible change of 100 basis points in interest rates at the reporting date would have (decreased) / increased profit by amounts shown below. The analysis assumes that all other variables, in particular foreign exchange rates, remain constant.

	Profit	
	2018	2017
----- Rupees -----		
<b>Increase of 100 basis points</b>		
Variable rate instruments	<b>(17,688,875)</b>	<b>(26,022,380)</b>
<b>Decrease of 100 basis points</b>		
Variable rate instruments	<b>17,688,875</b>	<b>26,022,380</b>

The sensitivity analysis prepared is not necessarily indicative of the effects on profit for the year and the outstanding liabilities of the Company at the year end.

**33.4.3 Other price risk**

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk). The Company is not exposed to any price risk as there are no financial instruments at the reporting date that are sensitive to price fluctuations.



### 33.5 Fair values

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

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

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

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

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

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

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

**Fair value measurement of financial instruments**

		2018					
		Carrying amount		Fair value			
		Loans and receivables at amortized cost	Financial liabilities at amortized cost	Total	Level 1	Level 2	Level 3
<b>On-Balance sheet financial instruments</b>		----- Rupees -----					
<b><u>Financial assets not measured at fair value</u></b>							
		39,282,268	-	39,282,268	-	-	-
		657,870,000	-	657,870,000	-	-	-
		15,794,349	-	15,794,349	-	-	-
		254,829,099	-	254,829,099	-	-	-
	33.5.1	<b>967,775,716</b>	<b>-</b>	<b>967,775,716</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b><u>Financial liabilities not measured at fair value</u></b>							
		-	715,620,311	715,620,311	-	-	-
		-	3,713,456	3,713,456	-	-	-
		-	965,569,970	965,569,970	-	-	-
		-	30,839,016	30,839,016	-	-	-
		-	1,094,922,101	1,094,922,101	-	-	-
	33.5.1	<b>-</b>	<b>2,810,664,854</b>	<b>2,810,664,854</b>	<b>-</b>	<b>-</b>	<b>-</b>



	2017					
	Carrying amount			Fair value		
	Loans and receivables at amortized cost	Financial liabilities at amortized cost	Total	Level 1	Level 2	Level 3
Note ----- Rupees -----						
<b>On-Balance sheet financial instruments</b>						
<b>Financial assets not measured at fair value</b>						
Long term deposits	37,660,233	-	37,660,233	-	-	-
Trade debts	675,717,625	-	675,717,625	-	-	-
Security deposits	29,298,473	-	29,298,473	-	-	-
Cash and bank balances	221,497,840	-	221,497,840	-	-	-
33.5.1	<u>964,174,171</u>	<u>-</u>	<u>964,174,171</u>	<u>-</u>	<u>-</u>	<u>-</u>
<b>Financial liabilities not measured at fair value</b>						
Long term loans - <i>secured</i>	-	448,790,769	448,790,769	-	-	-
Liabilities against assets subject to finance lease	-	18,423,635	18,423,635	-	-	-
Trade and other payables	-	709,131,188	709,131,188	-	-	-
Accrued mark-up	-	27,534,642	27,534,642	-	-	-
Short term borrowing	-	2,154,261,108	2,154,261,108	-	-	-
33.5.1	<u>-</u>	<u>3,358,141,342</u>	<u>3,358,141,342</u>	<u>-</u>	<u>-</u>	<u>-</u>

### 33.5.1 Fair value versus carrying amounts

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

### 33.5.2 Fair value of freehold land

Freehold land has been carried at revalued amount determined by independent professional valuer (level 3 measurement) based on their assessment of the market. The valuation expert used a market based approach to arrive at the fair value of the Company's land. The revaluation of the freehold land was based on inquiries from real estate agents and property dealers in near vicinity of the freehold land. The effect of changes in the unobservable inputs used in valuations cannot be determined with certainty, accordingly a qualitative disclosure of sensitivity has not been prepared in these financial statements.

## 34 Capital management

The Board's policy is to maintain an efficient capital base so as to maintain investor, creditor and market confidence and to sustain the future development of its business. The Board of Directors monitors the return on capital employed, which the Company defines as operating income divided by total capital employed. The Board of Directors also monitors the level of dividends to ordinary shareholders.

The Company's objectives when managing capital are:

- (i) to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, and
- (ii) to provide an adequate return to shareholders.

The Company manages the capital structure in the context of economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, issue new shares, or sell assets to reduce debt.

Neither there were any changes in the Company's approach to capital management during the year nor the Company is subject to externally imposed capital requirements.



**35 Operating segments**

The financial information has been prepared on the basis of a single reportable segment.

**35.1** Sales from glassware products represent 100% (2017: 100%) of total revenue of the Company.

**35.2** The sales percentage by geographic region is as follows:

	<b>2018</b>	2017
	%	%
Pakistan	<b>94.0</b>	92.6
India	<b>2.0</b>	4.0
Afghanistan	<b>1.0</b>	0.4
Others	<b>3.0</b>	3.0
	<b>100</b>	100

**35.3** All non-current assets of the Company as at 30 June 2018 are located in Pakistan.

**36 Plant capacity and actual production**

The actual pulled and packed production during the year are as follows:

	<b>2018</b>	2017
	M. Tons	M. Tons
Pulled production	<b>253,418</b>	251,780
Packed production	<b>188,451</b>	183,486

The capacity of plant is indeterminable because capacity of furnaces to produce glassware varies with the measurement / size of glass produced.

**37 Provident Fund**

Size of the fund / trust

Cost of investment made

Percentage of investment made

Fair value of investment

**Break up of investments - based upon fair value**

UBL Term Deposit Receipt  
NBP NAFA Capital Protected Strategy  
Deposit and saving accounts

	<b>2018</b>	2017
	Rupees	Rupees
Size of the fund / trust	<b>116,232,875</b>	100,267,236
Cost of investment made	<b>109,863,221</b>	94,956,670
Percentage of investment made	<b>94.52%</b>	94.70%
Fair value of investment	<b>109,705,288</b>	94,937,526
UBL Term Deposit Receipt	<b>80,000,000</b>	61,000,000
NBP NAFA Capital Protected Strategy	<b>28,777,728</b>	28,998,730
Deposit and saving accounts	<b>927,560</b>	4,938,796
	<b>109,705,288</b>	94,937,526



**Break up of investment**

UBL Term Deposit Receipt  
 NBP NAFA Capital Protected Strategy  
 Savings account

	2018	2017
	---%age of size of fund---	
	<b>69%</b>	61%
	<b>25%</b>	29%
	<b>1%</b>	5%

The figures for 2018 are based on the audited financial statements of the Provident Fund. Investments out of Provident Fund have been made in accordance with the provisions of section 218 of the Companies Act 2017 and rules formulated for this purpose.

**38 Remuneration of Directors and Executives**

The aggregate amounts charged in the accounts for the year for remuneration, including all benefits to the chairman and managing director, directors and executives of the Company are as follows:

	Chief Executive Officer / Executive Director		Non Executive Directors		Executives	
	2018	2017	2018	2017	2018	2017
	----- Rupees -----					
Managerial remuneration	9,026,437	6,420,000	-	-	28,233,848	21,374,304
House rent	3,857,952	2,592,000	-	-	12,524,710	9,495,511
Conveyance	6,548	12,000	-	-	196,800	156,000
Contribution to provident fund	-	-	-	-	2,783,269	2,110,114
Medical and other allowances	543,000	576,000	-	-	2,783,269	2,110,114
Utilities	857,323	-	-	-	2,783,269	2,110,114
Remuneration to non-executive directors	-	-	6,147,450	13,909,912	-	-
Meeting fee	-	-	175,000	-	-	-
	<b>14,291,260</b>	<b>9,600,000</b>	<b>6,322,450</b>	<b>13,909,912</b>	<b>49,305,165</b>	<b>37,356,157</b>
<b>Number of persons</b>	<b>2</b>	<b>1</b>	<b>3</b>	<b>4</b>	<b>18</b>	<b>14</b>

In addition to the above benefits, some of the directors are also provided with free use of company maintained cars.

**39 Reconciliation of movements of liabilities to cash flows arising from financing activities.**

	30 June 2018				
	Liabilities				
	Long term finances	Short term borrowings	Liabilities against assets subject to finance lease	Unclaimed dividend	Total
	----- Rupees -----				
Balance as at 01 July 2017	448,790,769	1,576,986,481	18,423,635	4,145,933	2,048,346,818
<b><u>Changes from financing activities</u></b>					
Receipts of long term finances - secured	379,329,542	-	-	-	379,329,542
Repayments of long term finances - secured	(112,500,000)	-	-	-	(112,500,000)
Repayment of short term borrowings - net of receipts	-	(1,359,506,982)	-	-	(1,359,506,982)
Repayment of finance lease liabilities	-	-	(14,710,179)	-	(14,710,179)
Dividend paid	-	-	-	(303,626,193)	(303,626,193)
<b>Total changes from financing cash flows</b>	<b>266,829,542</b>	<b>(1,359,506,982)</b>	<b>(14,710,179)</b>	<b>(303,626,193)</b>	<b>(1,411,013,812)</b>
<b><u>Other changes</u></b>					
Dividend declared	-	-	-	304,850,710	304,850,710
<b>Total liability related other changes</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>304,850,710</b>	<b>304,850,710</b>
<b>Closing as at 30 June 2018</b>	<b>715,620,311</b>	<b>217,479,499</b>	<b>3,713,456</b>	<b>5,370,450</b>	<b>942,183,716</b>



**40 Transactions with related parties**

Related parties comprises of associated companies, staff retirement fund, directors, key management personnel and other companies where directors have significant influence. Balances with the related parties are shown in respective notes to the financial statements. Significant transactions with related parties other than those disclosed elsewhere in the financial statements are as follows:

Name	Relationship	Nature of transactions	Note	2018 Rupees	2017 Rupees
Industrial Products Investment Limited	Shareholder (0% equity held)	Interest cost for the year		-	704,850
		Repayment of loan		-	33,389,450
		Repayment of markup on loan		-	32,760,996
Omer Glass Industries Limited	Associated company (Common directorship)	Purchases from related party		-	3,068,610
		Dividend paid during the year		32,095,104	20,881,152
M & M Glass (Private) Limited	Associated company (Common directorship)	Dividend paid during the year		3,854,703	-
Provident Fund	Employee benefit plan	Employer's contribution during the year		22,630,742	19,203,381
Rubina Sarwar	Close family member of key management personnel	Sale proceeds of vehicle		1,450,000	-
Akhtar Mehmood	Key management personnel	Sale proceeds of vehicle		600,000	-
Shahzad Anwar	Key management personnel	Sale proceeds of vehicle		-	2,550,000
Abdul Ghaffar Khan	Key management personnel	Sale proceeds of vehicle		-	1,100,000
Mohsin Ali	Key management personnel	Sale proceeds of vehicle		-	750,000
Khawaja Israr Hassan	Key management personnel	Sale proceeds of vehicle		-	1,100,000
Malik Mehr Ali	Key management personnel	Sale proceeds of vehicle		-	1,450,000
Mr. Tariq Baig (late)	Ex - Managing Director (25.4062% equity held)	Loan received from director		-	40,000,000
		Remuneration paid		5,238,709	9,600,000
		Dividend paid during the year		77,450,886	39,589,733
		Repayment of loan to director		315,277,160	103,321,720
Omer Baig	Managing Director (19.9702% equity held)	Loan received from director		-	25,000,000
		Remuneration paid	40.1	13,200,000	9,172,800
		Land purchased from director		107,119,945	-
		Dividend paid during the year		60,879,155	39,608,125
Mansoor Irfani	Director (0.0047% equity held)	Repayment of loan to director		259,985,050	64,218,928
		Dividend paid during the year	40.1	14,367	9,347
Naima Shahnaz Baig	Ex - Director (0% equity held)	Remuneration paid		-	2,183,400
		Dividend paid during the year		2,657,643	1,729,069
Akbar Baig	Ex - Director (0.0047% equity held)	Dividend paid during the year		-	9,347
		Remuneration paid	40.1	-	1,124,544
David Jullain	Ex - Director (0.0040% equity held)	Dividend paid during the year		-	9,347
		Remuneration paid	40.1	-	1,429,168
Naeem Nazir	Ex - Director (0.0006% equity held)	Dividend paid during the year		-	1,350
Tajammal Husain Bokharee	Director (0.0007% equity held)	Dividend paid during the year		2,075	-
		Meeting fee Paid		75,000	-
Saad Iqbal	Director (0.3131% equity held)	Dividend paid during the year		954,500	-
		Meeting fee Paid		100,000	-
Mohammad Baig	Director (2.5289% equity held)	Dividend paid during the year		4,150,000	-
		Remuneration paid	40.1	2,000,000	-
Executives	Key Management Personnel	Remuneration paid	40.1	35,099,615	30,168,096

40.1 Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity. The Company considers all members of their management team, including the Chief Financial Officer, Chief Executive Officer, Directors and Head of Departments to be its key management personnel.



**41 Number of employees**

The total and average number of employees during the year and as at June 30, 2018 and 2017 respectively are as follows:

	<b>2018</b>	2017
	<b>No. of employees</b>	
Number of employees other than factory as at 30 June	<b>181</b>	161
Number of factory employees as at 30 June	<b>733</b>	657
Average number of employees other than factory during the year	<b>171</b>	157
Average number of factory employees during the year	<b>699</b>	640

**42 Event after reporting date**

The Board of Directors has proposed a final dividend of Rs.6.00 i.e. 60 % (2017: Rs. 4.15 per share i.e. 41.50%) for the year ended 30 June 2018 in their meeting held on October 01, 2018 for approval of the members at the Annual General Meeting to be held on October 27, 2018 These financial statements do not reflect these appropriations.

**43 Date of authorization for issue**

These financial statements were authorized for issue on October 01, 2018 by the Board of Directors of the Company.

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October 01, 2018 **MANSOOR IRFANI**  
Lahore **CHAIRMAN**

**OMER BAIG**  
**MANAGING DIRECTOR / CEO**

**WAQAR ULLAH**  
**CHIEF FINANCIAL OFFICER**

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## FINANCIAL STATISTICAL SUMMARY

Year		2018	2017	2016	2015	2014	2013
<b>Investment Measures</b>							
Share capital	Million Rupees	734.58	734.58	734.58	734.58	734.58	693.00
Shareholders equity	Million Rupees	4,506.29	3,714.02	3,182.11	2,701.65	2,298.94	2,083.60
Profit before tax	Million Rupees	1,425.05	1,185.09	649.48	362.09	15.59	152.55
Profit/(Loss) after tax	Million Rupees	1,097.12	759.69	490.07	408.22	(17.32)	367.36
Dividend per share	Rs.	6.00	4.15	2.70	-	0.50	-
Earnings / (Loss) per share	Rs.	14.94	10.34	6.67	5.56	(0.24)	5.30
Break up value	Rs.	71.78	60.99	53.75	41.61	36.13	36.42
Price earning ratio	Rs.	7.17	10.71	11.08	10.53	(128.17)	4.15
<b>Measure of financial status</b>							
Current ratio	Ratio	1.31:1	1.10:1	1.11:1	1.08:1	1.00:1	1.03:1
Number of days stock	Days	46	66	85	72	68	67
Number of days trade debts	Days	20	25	39	34	33	21
<b>Measure of performance</b>							
Return on capital employed	%	17.48%	14.37%	9.22%	9.02%	(0.38%)	8.01%
Gross profit ratio	%	18.89%	20.38%	20.98%	20.07%	14.53%	15.10%
Profit before tax to sales ratio	%	11.58%	11.97%	8.04%	4.50%	0.20%	3.92%
Profit / (Loss) after tax to sales ratio	%	8.92%	7.67%	6.07%	5.08%	(0.22%)	9.45%
Debt equity ratio	%	12.00%	9.44%	21.51%	27.46%	36.23%	39.78%



## PATTERN OF SHAREHOLDING AS AT 30 JUNE 2018

1. CUIIN (Incorporation Number): 0006434  
 2. Name of the Company: Tariq Glass Industries Limited  
 3. Pattern of holding of shares held by the shareholders as at: 30 June 2018

4. Number of shareholders	Shareholding		Shares held	Percentage
	From	To		
405	1	100	16,942	0.02%
770	101	500	190,091	0.26%
251	501	1,000	221,689	0.30%
346	1,001	5,000	935,588	1.27%
107	5,001	10,000	866,830	1.18%
56	10,001	15,000	735,488	1.00%
24	15,001	20,000	421,718	0.57%
14	20,001	25,000	328,500	0.45%
20	25,001	30,000	581,100	0.79%
8	30,001	35,000	269,500	0.37%
4	35,001	40,000	155,500	0.21%
3	40,001	45,000	131,120	0.18%
11	45,001	50,000	541,000	0.74%
2	50,001	55,000	101,500	0.14%
2	55,001	60,000	113,750	0.15%
3	60,001	65,000	189,000	0.26%
2	65,001	70,000	139,000	0.19%
2	80,001	85,000	170,000	0.23%
4	90,001	95,000	370,000	0.50%
1	95,001	100,000	100,000	0.14%
3	100,001	105,000	313,200	0.43%
3	105,001	110,000	324,800	0.44%
1	110,001	115,000	115,000	0.16%
1	115,001	120,000	120,000	0.16%
2	125,001	130,000	253,000	0.34%
1	130,001	135,000	135,000	0.18%
2	135,001	140,000	275,500	0.38%
2	140,001	145,000	286,200	0.39%
1	145,001	150,000	150,000	0.20%
1	150,001	155,000	150,500	0.20%
1	170,001	175,000	172,000	0.23%
2	195,001	200,000	397,000	0.54%
1	220,001	225,000	225,000	0.31%
2	225,001	230,000	456,500	0.62%
1	245,001	250,000	250,000	0.34%
1	250,001	255,000	251,500	0.34%
1	305,001	310,000	308,800	0.42%
1	380,001	385,000	381,000	0.52%
2	400,001	405,000	807,820	1.10%
1	410,001	415,000	411,000	0.56%
1	495,001	500,000	496,300	0.68%
1	925,001	930,000	928,844	1.26%
1	995,001	1,000,000	1,000,000	1.36%
1	1,085,001	1,090,000	1,087,600	1.48%
1	1,145,001	1,150,000	1,147,200	1.56%
1	1,440,001	1,445,000	1,444,000	1.97%
1	1,730,001	1,735,000	1,733,900	2.36%
1	1,855,001	1,860,000	1,857,696	2.53%
1	1,895,001	1,900,000	1,897,200	2.58%
1	2,055,001	2,060,000	2,058,900	2.80%
1	2,375,001	2,380,000	2,377,924	3.24%
1	3,995,001	4,000,000	4,000,000	5.45%
1	7,730,001	7,735,000	7,733,760	10.53%
1	14,665,001	14,670,000	14,669,676	19.97%
1	18,660,001	18,665,000	18,662,864	25.41%
<b>2080</b>			<b>73,458,000</b>	<b>100.00%</b>



## CATEGORIES OF SHAREHOLDERS AS AT 30 JUNE 2018

5. CATEGORIES OF SHAREHOLDERS	Shareholding (Number of Shares)	Percentage
<b>5.1) Directors, CEO, Their Spouse and Minor Children</b>		
<b>Managing Director / CEO</b>		
- Mr. Omer Baig	14,669,676	19.9702%
<b>Directors</b>		
- Mr. Mohammad Baig	1,857,696	2.5289%
- Mr. Mansoor Irfani	3,462	0.0047%
- Mr. Tajammal Hussain Bokharee	500	0.0007%
- Ms. Rubina Nayyar	577	0.0008%
- Mr. Saad Iqbal	230,000	0.3131%
- Mr. Faiz Muhammad	500	0.0007%
Directors' spouse and their minor children	-	-
	<b>16,762,411</b>	<b>22.8190%</b>
<b>5.2) Associated Companies, undertakings and related parties</b>		
- M/s Omer Glass Industries Limited	7,733,760	10.5281%
- M/s M & M Glass ( Private) Limited	928,844	1.2645%
- Mr. Tariq Baig (Late)	18,662,864	25.4062%
	<b>27,325,468</b>	<b>37.1988%</b>
<b>5.3) NIT and ICP</b>		
- M/s IDBL (ICP Unit)	18,500	0.0252%
<b>5.4) Banks, Development Financial Institutions &amp; Non-Banking Financial Institutions</b>		
	4,227,849	5.7555%
<b>5.5) Insurance Companies</b>		
	2,100	0.0029%
<b>5.6) Modarbas and Mutual Funds</b>		
	11,011,224	14.9898%
<b>5.7) Shareholders holding 10% or more shares</b>		
- Mr. Tariq Baig (Late)	18,662,864	25.4062%
- Mr. Omer Baig	14,669,676	19.9702%
- M/s Omer Glass Industries Limited	7,733,760	10.5281%
	<b>41,066,300</b>	<b>55.9045%</b>
<b>5.8) General Public</b>		
- Local	9,477,023	12.9013%
- Foreign	407,420	0.5546%
	<b>9,884,443</b>	<b>13.4559%</b>
<b>5.9) Others</b>		
- Joint Stock Companies	3,466,451	4.7190%
- Investment Companies & Cooperative Societies	98,254	0.1338%
- Pension Funds, Provident Funds etc.	661,300	0.9002%
	<b>4,226,005</b>	<b>5.7530%</b>

**October 01, 2018  
Lahore**

**OMER BAIG  
MANAGING DIRECTOR / CEO  
CNIC:**

**List of Shareholders holding 5% or more shares**

- Mr. Tariq Baig ( Late)	18,662,864	25.4062%
- Mr. Omer Baig	14,669,676	19.9702%
- Omer Glass Industries Limited	7,733,760	10.5281%
- Summit Bank Limited	4,000,000	5.4453%



## **IMPORTANT NOTES FOR THE SHAREHOLDERS**

Dear Shareholder(s)

Please go through the following notes. It will be appreciated if you please respond to your relevant portion at the earliest:

### **Dividend Mandate:**

In terms of section 242 of the Companies Act, 2017 and SECP’s Circular No. 18 dated August 1, 2017, the listed companies are required to pay cash dividend electronically directly into the designated bank account of a shareholder instead of paying the dividend through dividend warrants. Therefore, it has become mandatory for all of our valued shareholders to provide the International Bank Account Numbers (“IBAN”s) and other details of their designated Bank Account. In this regard, please send the complete details as per below format duly signed along with valid copy of your CNIC at the address of the Share Registrar of the Company (M/s Shemas International (Private) Limited, 533 - Main Boulevard, Imperial Garden Block, Paragon City, Barki Road, Lahore. Phone No.: 0092-42-37191262; Email: info@shemasinternational.com). In case shares of the members are held in CDC account then “Electronic Dividend Mandate Form” should be sent directly to the relevant broker / CDC Investor Account Services where Member’s CDC account is being dealt.

<b>Folio No. / CDC Account No.:</b>	
<b>Name of Shareholder:</b>	
<b>CNIC Number of the Shareholder:</b>	
<b>Title of Bank Account:</b>	
<b>Bank Account Number:</b>	
<b>IBAN Number:</b>	
<b>Bank’s Name:</b>	
<b>Branch Code:</b>	
<b>Branch Name &amp; Address</b>	
<b>Mobile Number:</b>	
<b>Land Line Number:</b>	
<b>Email Address:</b>	

Date: \_\_\_\_\_ Signature of the Shareholder \_\_\_\_\_ CNIC (Copy Attached)

The above said form is available on website of the Company.



**CNIC No.:**

Pursuant to the directives of Securities & Exchange Commission of Pakistan (SECP) inter alia vide SRO 779 (1) 2011 dated August 18, 2011, SRO 831(1)/2012 dated July 05, 2012, and SRO 19(1) 2014 dated January 10, 2014, it is necessary to mention the Member’s computerized national identity card (CNIC) number for the payment of dividend, members register and other statutory returns. Members are therefore requested to submit a copy of their valid CNIC (if not already provided) by mentioning their folio numbers to the Share Registrar of the Company failing which result in withholding of dividend payments to such members.

**Deduction of Income Tax from Dividend under Section 150**

The Government of Pakistan through Finance Act, 2018 has made certain amendments in Income Tax Ordinance, 2001 pertaining to withholding of tax on dividend whereby different rates are prescribed for deduction of withholding tax on the amount of dividend paid by the companies. These tax rates are as under:

Category	Rate of Tax Deduction
Filers of Income Tax Returns	15%
Non-Filers of Income Tax Returns	20%

To enable the company to make tax deduction on the amount of cash dividend at normal rate i.e. 15% for filers of income tax return instead of higher rate i.e. 20% for non-filers of income tax return, all the shareholders who are the filers of income tax return and their names are not entered into the Active Taxpayers List (ATL) provided on the website of FBR are advised to make sure that their names are entered into ATL before the first day of book closure defined for the determination of entitlement of the proposed dividend.

Moreover, according to clarification received from Federal Board of Revenue (FBR), withholding tax will be determined separately on 'Filer/Non-Filer' status of Principal shareholder as well as joint-holder (s) based on their shareholding proportions, in case of joint accounts.

In this regard all shareholders who hold shares Jointly are requested to provide shareholding proportions of Principal shareholder and Joint-holder(s) in respect of shares held by them to the Shares Registrar, in writing as follows, at the earliest, otherwise it will be assumed that shares are equally held:

Sr .	Folio/ CD A/C #	Total Shares	Principal Shareholder		Joint Shareholder		Signature of Shareholder  (As per CNIC for CDC shareholder and as per Company Record for Physical shareholder)
			Name & CNIC #	Shareholding Proportion (No. of Shares)	Name & CNIC #	Shareholding Proportion (No. of Shares)	
1.							
2.							
3.							
4.							
5.							

Date: \_\_\_\_\_

Signature of the Shareholder \_\_\_\_\_ CNIC (Copy Attached)

The above said form is available on website of the Company.



In another clarification by Federal Board of Revenue, in order to avail exemption from withholding of tax available under Clause 47B of Part-IV of the Second Schedule and any other provision available under the Income Tax Ordinance, 2001, an exemption certificate must be required under section 159(1) of the Income Tax Ordinance, 2001 issued by concerned Commissioner of Inland Revenue. The said tax exemption certificate is required to be submitted to the Share Registrar of the Company before the first day of the book closure defined for the determination of payment of the proposed cash dividend otherwise tax on their cash dividend will be deducted.

The corporate shareholders having CDC accounts are required to have their National Tax Number (NTN) updated with their respective participants, whereas corporate physical shareholders should send a copy of their NTN certificate to the Share Registrar of the Company (M/s Shemas International Pvt. Ltd, 533 - Main Boulevard, Imperial Garden Block, Paragon City, Barki Road, Lahore. Phone No.: 0092-42-37191262; Email: info@shemasinternational.com). The shareholders while sending NTN or NTN certificates, as the case may be, must quote company name and their respective folio numbers.

**Annual Accounts:**

Annual Accounts of the Company for the financial year ended June 30, 2018 have been placed on the Company's website - [www.tariqglass.com](http://www.tariqglass.com)

Pursuant to SECP's SRO 787(I) 2014 dated September 8, 2014 regarding electronic transmission of Annual Financial Statements, those shareholders who want to receive the Annual Financial Statements in future through email instead of receiving the same by Post are advised to give their formal consent along with their email address duly signed by the shareholder along with the copy of CNIC to the Share Registrar M/s Shemas International Pvt. Ltd. Please note that this option is not decisive, if any shareholder not wishes to avail this facility, you may ignore this notice, and the Annual Financial Statements will be sent by Post at your address.

Members desirous to avail this facility are requested to submit the request form duly filled to our Shares Registrar.

**Request Form To Receive Financial Statements Through E-mail**

**Consent for Circulation of Annual Audited Financial Statements through e-mail**

**Company Name: Tariq Glass Industries Limited**

Folio No. / CDC sub-account No.: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

CNIC No.: \_\_\_\_\_



The above E-mail address may please be recorded in the members register maintained under Section 119 of the Companies Act, 2017. I will inform the Company or the Registrar about any change in my E-mail address immediately. Henceforth, I will receive the Audited Financial Statements along with Notice only on the above e-mail address, unless a hard copy has been specifically requested by me.

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Name and Signature of Shareholder  
(Attachment: Copy of CNIC)

**The above said form is available on website of the Company.**

**Zakat Declaration:**

Please note that Zakat will be deducted from dividends at source in accordance with Zakat and Ushr laws and will be deposited within the prescribed period with the relevant authority. In the event that you would like to claim an exemption, please submit your Zakat Declaration Form CZ -50 under the Zakat and Ushr laws and rules, with your Broker / CDC / Company's Share Registrar (M/s Shemas International Pvt. Ltd, 533 - Main Boulevard, Imperial Garden Block, Paragon City, Barki Road, Lahore. Phone No.: 0092-42-37191262; Email: [info@shemasinternational.com](mailto:info@shemasinternational.com)).

The shareholders who already have submitted their Zakat Declarations on the format other than the Zakat Declaration Form (CZ 50) are advised to reinforce their Zakat declarations by resubmitting Zakat Declaration Form (CZ 50) to the Share Registrar of the Company. The Zakat Declaration Form (CZ 50) is available on website of the Company.

For any query / problem / information, the members may contact the company and / or the Share Registrar at the following phone numbers, email addresses-

<p><u>Company Contact:</u> <b>Mohsin Ali</b> Company Secretary Tariq Glass Industries Limited. 128-J, Model Town Lahore. Ph. : +92-42-111343434 Fax :+92-42-35857692-93 Web: <a href="http://www.tariqglass.com">www.tariqglass.com</a></p>	<p><u>Share Registrar:</u> <b>Mr. Imran Saeed</b> Chief Executive Officer M/s Shemas International Pvt. Ltd. 533 - Main Boulevard, Imperial Garden Block, Paragon City, Barki Road, Lahore. Phone No.: 0092-42-37191262; Email: <a href="mailto:info@shemasinternational.com">info@shemasinternational.com</a></p>
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**Yours sincerely,**

**-sd-  
(Mohsin Ali)  
Company Secretary**

کر سکتا۔ پراکسی فارم کے موثر ہونے کے لئے ضروری ہے کہ وہ دستخط شدہ ہو، ریونیو سٹمپ چسپاں ہو، گواہوں سے تصدیق شدہ ہو، گواہوں کے پتے اور کمپیوٹرائزڈ شناختی کارڈ نمبر فارم پر درج ہوں، ممبر اور پراکسی ممبر کے تصدیق شدہ کمپیوٹرائزڈ شناختی کارڈ کی کاپیاں لف ہوں اور یہ تمام کمپنی کے رجسٹرڈ ایڈریس (طارق گلاس انڈسٹریز لمیٹڈ، 128- جے بلاک، ماڈل ٹاؤن، لاہور) پر اجلاس ہذا سے 48 گھنٹے قبل باضابطہ جمع کروا دیئے جائیں۔

4- ایس ای سی پی (SECP) کی مختلف ڈائریکشنز (بحوالہ ایس آر او 2011(1)779 مورخہ 18 اگست 2011ء، ایس آر او 2012(1)831 مورخہ 5 جولائی 2012ء اور ایس آر او 2014(1)19 مورخہ 10 جنوری 2014) کے تحت کمپنی کے ممبرز کے لئے یہ ضروری ہے کہ وہ اپنا کارآمد کمپیوٹرائزڈ قومی شناختی کارڈ (CNIC) کمپنی کے شیئر رجسٹرار کے پاس جمع کروائیں تاکہ شناختی کارڈ نمبر کا اندراج ممبرز رجسٹر اور دیگر ریٹرنز میں ہو سکے۔ ممبرز کے شناختی کارڈ نمبر کے نہ ہونے کی صورت میں ممبرز کو ڈیوڈنڈ کی ادائیگی سہولت ہو جائے گی۔

5- کمپنیز ایکٹ 2017ء کی دفعہ 242 کے مطابق تمام لمیٹڈ کمپنیز کے لئے یہ ضروری ہے کہ وہ اپنے ممبرز کو ڈیوڈنڈ کی ادائیگی الیکٹرانکلی سیدھے ممبر کے بینک اکاؤنٹ میں ٹرانسفر کریں بجائے اس کے کہ بذریعہ ڈیوڈنڈ وارنٹ کریں۔ اس امر کی بنا پر تمام ممبرز کے لئے یہ لازمی ہے کہ وہ اپنے بینک اکاؤنٹ سے متعلق کوآف بمعہ IBAN نمبر کمپنی کے شیئر رجسٹرار کو باضابطہ جمع کروائیں۔ ممبرز سے درخواست کی جاتی ہے کہ وہ کمپنی کی ویب سائٹ پر موجود الیکٹرانک ڈیوڈنڈ مینڈیٹ فارم پُر کریں اور اسے باضابطہ طور پر دستخط ہمراہ اپنے شناختی کارڈ کی کاپی کے کمپنی کے شیئر رجسٹرار کے پاس جمع کروائیں۔ حصص کے CDC میں ہونے کی صورت میں یہ فارم متعلقہ بروکر یا پھر CDC Investor Account Services کے پاس براہ راست جمع کروایا جائے۔

6- موجودہ ٹیکس قوانین کی رو سے تمام اگم ٹیکس ریٹرن کے فائلرز کے لئے ٹیکس کٹوتی کی شرح 15 فیصد ہوگی جبکہ اگم ٹیکس ریٹرن کے نان فائلرز کے لئے ٹیکس کٹوتی کی شرح 20 فیصد ہوگی۔ اگم ٹیکس ریٹرن کے نان فائلرز وہ افراد ہیں جن کے نام 19 اکتوبر 2018 کو ایف بی آر کی ویب سائٹ پر فراہم کردہ ٹیکس دہندگان کی فہرست (اے ٹی ایل) موجود نہیں ہیں۔ اس حقیقت کے باوجود کہ رکن نے اگم ٹیکس ریٹرن فائل کی ہے لیکن ATL میں نام ظاہر نہیں ہو رہا ہے اس شخص کو نان فائلر تصور کیا جائیگا۔ اُن لوگوں / ممبران کو اس بات کو فوری یقینی بنانا ہوگا کہ اُن کے نام 19 اکتوبر 2018 تک اے ٹی ایل میں شامل ہو چکے ہوں۔ جن ممبرز کو اگم ٹیکس کٹوتی سے استثنیٰ حاصل ہے وہ اپنا ٹیکس سے استثنیٰ کا سرٹیفکیٹ بک بندش سے پہلے یعنی 19 اکتوبر 2018 کو کاروباری اوقات ختم ہونے سے پہلے کمپنی کے شیئر رجسٹرار کے پاس باضابطہ جمع کروادیں۔ تاکہ ان کے ڈیوڈنڈ پر اگم ٹیکس کی کٹوتی نہ کی جائے۔

7- مشترکہ / جوائنٹ شیئر اکاؤنٹ کی صورت میں اگم ٹیکس کی کٹوتی فائلر یا نان فائلر کی حیثیت سے اور شیئر ہولڈنگ کے تناسب کی بنیاد پر علیحدہ علیحدہ کی جائے گی۔ اس حوالے سے مشترکہ / جوائنٹ شیئر ہولڈرز سے درخواست کی جاتی ہے کہ وہ اپنے پاس موجود حصص کے حوالے سے پرنسپل شیئر ہولڈر اور جوائنٹ شیئر ہولڈرز کا تناسب تحریری طور پر (فارم برائے شیئر ہولڈنگ پر پورشن (تناسب) کمپنی کی ویب سائٹ پر مہیا کر دیا گیا ہے) کمپنی کے شیئر رجسٹرار کو باضابطہ جمع کروادیں۔

8- کمپنیز ایکٹ 2017ء کی دفعہ (2)132 کے تحت ممبران و ڈیوڈنڈ کانسٹریبل سہولت کے ذریعے اجلاس ہذا میں شرکت کر سکتے ہیں اگرچہ اس شہر میں اس کی سہولت موجود ہو اور وہ مجموعی طور پر 10 فیصد یا زائد شیئرز ہولڈنگ کے حامل ہوں اور اجلاس کی تاریخ سے کم از کم 10 دن پہلے بذریعہ فارم برائے ڈیوڈنڈ کانسٹریبل اجلاس میں شرکت کے لئے اپنی تحریر رضامندی فراہم کریں (فارم باعنوان کانسٹریبل فارم و ڈیوڈنڈ کانسٹریبل کمپنی کی ویب سائٹ پر مہیا کر دیا گیا ہے)۔ 10 فیصد یا زائد تعداد میں شیئر ہولڈنگ کے حامل ممبران کی رضامندی موصول ہونے کے بعد کمپنی اجلاس عام سے کم از کم پانچ (5) دن پہلے ممبران کو اس سہولت تک رسائی کے قابل بنانے کے لئے درکار مکمل معلومات اور مقام برائے ڈیوڈنڈ اجلاس اطلاع فراہم کرے گی۔

9- کمپنی کے وہ شیئر ہولڈرز جو کسی بھی وجہ سے ماضی میں اپنے شیئرز سرٹیفکیٹ اور ڈیوڈنڈ کمپنی سے حاصل نہیں کر سکے انہیں چاہیے کہ وہ ان کے حصول کیلئے کمپنی سیکرٹری سے کمپنی کے رجسٹرڈ ایڈریس پر رابطہ کریں۔

10- ممبرز سے التماس ہے کہ اپنے چٹوں میں کسی تبدیلی اور ڈیوڈنڈ سے ذکوہ کی کٹوتی کے سٹیٹس کے حوالے سے فوری طور پر کمپنی کے شیئر رجسٹرار کو آگاہ کریں۔



## اطلاع برائے سالانہ اجلاس عام

طارق گلاس انڈسٹریز لمیٹڈ کے تمام ممبرز کو مطلع کیا جاتا ہے کہ کمپنی کا چالیسواں سالانہ اجلاس عام بروز ہفتہ مورخہ 27 اکتوبر 2018ء کو دن 11:00 بجے ڈیفنس سروسز آفیسرز میس، 71 طفیل روڈ لاہور کینٹ میں مندرجہ ذیل امور کی انجام دہی کے لئے منعقد کیا جائے گا۔

### عمومی امور:

- 1- کمپنی کے ائٹالیسیویں اجلاس عام منعقدہ 28 اکتوبر 2017ء کی روداد اجلاس / منٹس کی تصدیق کرنا۔
- 2- مالی سال ختم شدہ 30 جون 2018ء کے حوالے سے کمپنی کے آڈٹ شدہ مالی گوشواروں، چیئر مین رپورٹ، ڈائریکٹروں اور آڈیٹرز کی رپورٹس کی وصولی، غور، اپنانا اور منظوری دینا۔
- 3- مالی سال ختم شدہ 30 جون 2018ء کے لئے حتمی کیش ڈیویڈنڈ 6.00 روپے فی حصص (60%) کی ممبرز کو ادائیگی کی منظوری دینا جیسا کہ کمپنی کے بورڈ آف ڈائریکٹرز نے سفارش کی ہے۔
- 4- مورخہ 30 جون 2019ء کو جو مالی سال ختم ہونے جا رہا ہے اُس کے لئے کمپنی کے ایکسٹرنل آڈیٹرز کا تقرر کرنا اور اُن کے معاوضے کا تعین کرنا۔ مزید یہ کہ کمپنی کے موجودہ آڈیٹرز میسرز کے پی ایم جی تا شیر ہادی اینڈ کمپنی چارٹرڈ اکاؤنٹینٹس نے اہل ہونے کی بنیاد پر اپنی خدمات دوبارہ تقرری کے لئے پیش کی ہیں۔

### دیگر امور:

- 5- جناب چیئر مین کی اجازت سے کمپنی کے کسی دوسرے کاروباری امور پر غور کرنا۔

بحکم بورڈ آف ڈائریکٹرز  
(محسن علی)  
کمپنی سیکرٹری

01 اکتوبر 2018ء، لاہور

### نوٹس:

- 1- کمپنی کی شیرز ٹرانسفر بکس مورخہ 20 اکتوبر 2018ء تا 27 اکتوبر 2018ء تک (دونوں دن شامل ہیں) بند رہیں گی اور اس عرصہ کے دوران شیرز کی کسی بھی منتقلی کو رجسٹریشن کے لئے قبول نہیں کیا جائے گا جو شیرز منتقلیاں 19 اکتوبر 2018ء کو کاروباری اوقات کے اختتام تک کمپنی کے شیرز رجسٹرار میسرز شامز انٹرنیشنل پرائیویٹ لمیٹڈ 533، مین بلیوارڈ، امپریل گارڈن بلاک، پیراگون سٹی، برکی روڈ، لاہور میں باضابطہ موصول ہوں گی۔ انہیں ٹرانسفر اور ڈیویڈنڈ (ممبرز کی منظوری کی بنا پر) کی اہلیت کے لئے بردقت سمجھا جائے گا۔
- 2- کمپنی کے ممبرز کو ہدایت کی جاتی ہے کہ اجلاس ہذا میں شرکت کرنے کے لئے اپنا اصل قومی شناختی کارڈ ہمراہ ضروری لائیں اور سی ڈی سی حصص یافتگان کو اپنے پارٹیسپنٹ آئی ڈی اور سی ڈی سی اکاؤنٹ نمبر سے مکمل آگاہی ہونی چاہئے۔ کارپوریٹ اینٹیلیٹی کی صورت میں کمپنی کے بورڈ آف ڈائریکٹرز کی مصدقہ بورڈ ریزولوشن اور پاور آف اٹارنی بمعہ نامزد شخص کے نمونہ دستخط فراہم کریں۔
- 3- کوئی بھی ممبر جو اجلاس ہذا میں شرکت کرنے اور ووٹ دینے کا حقدار ہے وہ شرکت کرنے اور ووٹ دینے کے لئے بذریعہ پراسی فارم کمپنی کے کسی دوسرے ممبر کو بطور اپنا پراسی مقرر کرنے کا / کی بھی حقدار ہے۔ اگر پراسی کوئی کارپوریٹ اینٹیلیٹی مقرر کر رہی ہے تو پراسی فارم کے ہمراہ کمپنی کے بورڈ آف ڈائریکٹرز کی مصدقہ بورڈ ریزولوشن اور پاور آف اٹارنی بمعہ نامزد شخص کے نمونہ دستخط فراہم کریں۔ جس شخص کو پراسی مقرر کیا جائے اس کا بھی کمپنی کا ممبر ہونا لازمی ہے۔ ممبر کسی ایک اجلاس میں شرکت کے لئے ایک سے زیادہ ممبرز کو پراسی نامزد نہیں

حالات کے باوجود ہم امید کرتے ہیں کہ معاشی سرگرمیاں بڑھیں اور کمپنی کامیابی کا سفر جاری رکھے۔

**آڈیٹرز:** کمپنی کے موجودہ آڈیٹرز میسرز KPMG تاخیر ہادی اینڈ کمپنی چارٹرڈ اکاؤنٹینٹس جو کہ ریٹائر ہوئے ہیں انہوں نے اپنی دوبارہ تقرری کی درخواست کی ہے۔ کمپنی کی پڑتال کنندہ (آڈٹ) کمیٹی نے ان کی دوبارہ تقرری کے لئے بورڈ آف ڈائریکٹرز کو اپنی سفارشات بھیجی ہیں۔ لہذا بورڈ آف ڈائریکٹرز بھی ان کی دوبارہ تقرری برائے مالی سال 2018-19ء کے لئے سفارش کرتے ہیں۔ جبکہ اس کام کا مشاعرہ طے کرنے کا اختیار کمپنی کے مینجنگ ڈائریکٹر کو دیا گیا ہے۔

**سماجی ذمہ داری (کارپوریٹ سوشل ریسپانسبلٹی):** طارق گلاس انڈسٹریز لمیٹڈ سماجی سرمایہ کاری پر بھرپور یقین رکھتی ہے۔ جبکہ اپنی سماجی ذمہ داری اپنے تئیں سرانجام دیتی ہے۔ کمپنی کی کارپوریٹ سوشل ریسپانسبلٹی پالیسی کے تحت کمپنی بنیادی طور پر تعلیم، صحت، سماج اور ماحول پر اپنی توجہ مرکوز رکھتی ہے۔ جبکہ کمپنی شہری ترقی، کمیونٹی پراجیکٹس اور قدرتی آفات کے موقعوں پر امدادی کاموں اور بحالی کے کاموں میں اپنا کردار ادا کرتی رہی ہے۔

کمپنی نے مذکورہ مالی سال میں 7.288 ملین روپے (7.815 ملین روپے: 2017) کارپوریٹ سوشل ریسپانسبلٹی کی مد میں خرچ کیے ہیں۔

اگر کمپنی کی ماحول کی حفاظت کے حوالے سے تجزیہ کیا جائے تو کمپنی نے اپنے فیکٹری ایریا میں ویسٹ واٹر مینجمنٹ اور کاربن کنٹرول کیلئے خاطر خواہ انتظامات کئے ہیں۔ کمپنی نے ایئر کوالٹی کو ماپنے کی خاطر ایک موبوط پروگرام مرتب کیا ہے جس کی وجہ سے کمپنی کے فیکٹری ایریا میں گرین ہاؤس گیسز کا اخراج نیشنل انوائرنمنٹ کوالٹی سٹینڈرڈز (NEQS) کے مطابق ہے۔ اسی طرح خام مال جن میں سیلیکا سینڈ، لائم سٹون، کوارٹز وغیرہ شامل ہیں سے بھی فضلے کے اخراج کو مسلسل مانیٹر اور کنٹرول کیا جاتا ہے۔

**رپورٹس کو سائن کرنے کا اختیار:** بورڈ کی جانب سے ڈائریکٹروں کی رپورٹ، سٹینٹ آف کیمپلائنس و دلہڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2017 اور آڈیٹڈ فنانشل سٹیٹمنٹس کو دستخط کرنے کا اختیار محترم منصور عرفانی (چیئرمین) اور محترم عمر بیگ (مینجنگ ڈائریکٹر) کو دیا گیا ہے۔ جبکہ آڈٹ شدہ مالی گوشوارے کمپنی کے چیف فنانشل آفیسر محترم وقار اللہ بھی کمپنیز ایکٹ 2017 کی دفعہ 232 کے مطابق دستخط کریں گے۔

**اظہار تشکر:** ہم تمہ دل سے اپنے معزز صارفین کا شکریہ ادا کرتے ہیں جنہوں نے کمپنی کی مصنوعات پر اپنا اعتماد اور یقین قائم رکھا۔ اس کے ساتھ ساتھ ہم اپنے تمام ڈسٹری بیوٹرز، ڈیلرز، ویٹرز، سپلائرز، بینکرز، حصص داران اور کمپنی کے تمام ملازمین اور سٹاف کا بھی شکریہ ادا کرتے ہیں جنہوں نے ہمیشہ اس کمپنی کی مدد اور حمایت کی اور کمپنی کے اہداف کو حاصل کرنے میں مددگار ثابت ہوئے۔

بورڈ آف ڈائریکٹرز کی جانب سے

عمر بیگ  
مینجنگ ڈائریکٹر / سی ای او

منصور عرفانی  
چیئرمین

تاریخ: 01 اکتوبر 2018ء، لاہور

**مالی گوشواروں سے متعلق:** لسٹڈ کمپنی کوڈ آف کارپوریٹ گورننس کے عین مطابق کمپنی کے نیجنگ ڈائریکٹر اور چیف فنانشل آفیسر نے اپنے دستخط شدہ مالی گوشوارے کمپنی بورڈ آف ڈائریکٹرز کو پیش کئے۔ بورڈ آف ڈائریکٹرز نے مکمل غور کرنے کے بعد ان کو مورخہ 01 اکتوبر 2018ء کو منظور کیا اور ان کی اشاعت کی اجازت دی۔ کمپنی کے مالی گوشواروں کو میسرز KPMG ٹاھیر ہادی اینڈ کمپنی چارٹرڈ اکاؤنٹینٹس نے آڈٹ کیا ہے اور بغیر کسی اعتراض کے اپنی مندرجہ ذیل رپورٹس جاری کی ہیں۔

1- آڈیٹرز رپورٹ

2- نظر ثانی رپورٹ بحوالہ تعمیل بیسٹ پریکٹس آف کوڈ آف کارپوریٹ گورننس

مزید برآں مالی سال جو کہ 30 جون 2018ء کو اختتام پذیر ہوا تھا، سے لے کر اس رپورٹ کی جاری کردہ تاریخ یعنی 01 اکتوبر 2018ء تک کوئی ایسی بڑی تبدیلی رونما نہیں ہوئی جو کمپنی کی مالی صورت حال میں کسی بڑی تبدیلی کا موجب بنی ہو۔ ماسوائے اس کے کہ اللہ تعالیٰ کے فضل و کرم سے مورخہ 12 ستمبر 2018ء کو کمپنی نے فلوٹ گلاس پلانٹ (یونٹ 2) سے متعلق تعمیراتی سرگرمیوں کا آغاز کیا ہے۔ یہ پلانٹ یومیہ 500 میٹرک ٹن فلوٹ گلاس بنانے کا حامل ہوگا۔

**مستقبل کے حوالے سے نقطہ نظر:** اللہ تعالیٰ کے فضل و کرم سے کمپنی نے 29 مارچ 2018ء کو اوپن گلاس ڈنرو ویر کی مصنوعات کو کمرشلایز کر دیا تھا۔ اوپن گلاس پلانٹ کی پیداواری صلاحیت 35 میٹرک ٹن یومیہ ہے۔ اوپن گلاس ڈنرو ویر کی مصنوعات کو راک ویر (Rockware) کے برانڈ نیم سے مارکیٹ میں متعارف کروایا گیا ہے۔ راک ویر پراڈکشن کی مارکیٹ میں مقبولیت قابل ستائش ہے۔ اوپن گلاس ڈنرو ویر کی حاصل کردہ پروڈکشن رنگ اور معیار کے اعتبار سے بین الاقوامی معیار سے مسابقت رکھتی ہے اور کمپنی اوپن گلاس پروڈکٹ کے معیار اور قیمت کی بناء پر درآمد ہونے والی اوپن گلاس ڈنرو ویر مصنوعات سے موثر مقابلہ کرے گی۔ کمپنی کی میجمنٹ پر اُمید ہے کہ مستقبل قریب میں اوپن گلاس ڈنرو ویر مصنوعات کی ملکی درآمدات میں حد درجہ کمی واقع ہو جائے گی۔

کمپنی کے حصص یافتگان کو اس امر کا ادراک پہلے سے ہے جیسا کہ پہلی ڈائریکٹرز کی رپورٹس میں یہ بتایا گیا تھا کہ کمپنی کے بورڈ آف ڈائریکٹرز نے فلوٹ گلاس کی پیداواری صلاحیت میں اضافے کا اصولی فیصلہ کیا ہے اور اس سلسلے میں ایک نیا جدید فلوٹ گلاس پلانٹ لگایا جا رہا ہے جس کی پیداواری صلاحیت 500 میٹرک ٹن یومیہ ہوگی۔ اس پلانٹ کی تنصیب کیلئے کمپنی نے اپنی موجودہ فیکٹریز سے متصل تقریباً 18 ایکڑ اراضی خریدی ہے اور اس پراجیکٹ کے لیے تقریباً 5.60 ارب روپے کے طویل مدتی قرضے کیلئے مختلف بینکوں سے انفرادی سطح پر معاہدات و تفصیلات طے کر لی ہیں۔ کمپنی نے اس نئے پلانٹ کی بابت میسرز چنگ ہانگ ڈاؤ بوہا گلاس مشین مینوفیکچرنگ کمپنی لمیٹڈ سے تفصیلات طے کی ہیں۔ جو کہ مین پلانٹ اور دیگر ضروری حصے مہیا کرے گا۔ کمپنی نے اللہ تعالیٰ کے فضل و کرم سے مورخہ 12 ستمبر 2018ء کو تعمیراتی سرگرمیوں کا آغاز کر دیا ہے۔ اس نئے پلانٹ کی تعمیراتی مدت کا تخمینہ 18 ماہ ہے اگر کوئی ناگزیر حالات رونما نہیں ہوتے۔ شیشے کے برتن اور فلوٹ گلاس مصنوعات کی فروخت کے حوالے سے سخت مسابقت کی توقع ہے چونکہ مد مقابل ڈسٹری بیوٹر اور تقسیمی نظام کے فروغ پر توجہ مرکوز کئے ہوئے ہیں جن میں منافع بخش سکیمن اور بھاری رعایتوں کی بھرمار شامل ہیں۔ فلوٹ گلاس کے کمپنیٹرز نے حال ہی میں اپنی پیداواری استعداد میں اضافہ کیا ہے جس کی وجہ سے فلوٹ گلاس مصنوعات کی قیمتوں میں کمی اور سیلز و مارکیٹنگ اخراجات میں اضافے کا احتمال ہے۔ آپ کی کمپنی بھی انشا اللہ اپنا مارکیٹ شہیر ناصر برقرار رکھے گی بلکہ اس کو بڑھانے کے لیے پرعزم ہے جیسا کہ کمپنی ویلویو ایڈڈ مصنوعات متعارف کروا رہی ہے جن میں اوپن گلاس ڈنرو ویر ٹیمبل ویر اور فلوٹ گلاس کی اعلیٰ معیار کی پراڈکشن کی مستقل دستیابی شامل ہے۔ کمپنی بھی اپنی مصنوعات کی ترویجی سیلز کے حوالے سے پرموشنل سکیمن ترتیب دے گی اور ٹی وی، ریڈیو وغیرہ پر اپنی اشتہاری مہم جاری رکھے گی تاکہ لوگوں کو اپنی مصنوعات کی طرف راغب کیا جاسکے اور برانڈ لائبلٹی کو زیادہ سے زیادہ بڑھایا جاسکے۔

ملکی معاشی حالات کا اگر جائزہ لیں تو تجارتی اور کرنٹ اکاؤنٹ کا خسارہ مسلسل بڑھ رہا ہے اور غیر ملکی زرمبادلہ کے ذخائر میں مسلسل کمی ہو رہی ہے جس کی وجہ سے روپے کی قدر میں مزید کمی ہونے کا اندیشہ ہے جس کے نتیجے میں برآمدات مزید مہنگی ہونے کا احتمال ہے۔ دوسری طرف حکومت نے سخت مالیاتی پالیسی اپناتے ہوئے مارک اپ کی بنیادی شرح میں اضافہ کیا ہے جس بنا پر کاروبار کی مجموعی فنانس کاسٹ میں اضافہ واقع ہوگا۔

سٹیٹ بینک آف پاکستان (SBP) نے لیٹ آف کریڈٹ کی مد میں ایڈوانس عینیت پر پابندیاں عائد کر دی ہیں جس بنا پر انڈسٹری کو مشینری، سپیریز، خام مال اور نئے پلانٹ وغیرہ کی درآمد میں مشکلات و تاخیر کا سامنا ہے۔ حصص یافتگان کو ان حالات کو مد نظر رکھنا چاہیے کہ ان وجوہات کی بناء پر نئے فلوٹ گلاس پلانٹ (یونٹ 2) کی تعمیراتی سرگرمیوں میں تاخیر ہو سکتی ہے۔ مزید موجودہ آپریشنز میں بھی مشکلات پیش آسکتی ہیں۔

کمپنی نے RLNG ٹیرف کو بہتر سمجھتے ہوئے اس بناء پر اختیار کیا کہ سوئی گیس کی فراہمی بلا قطل کی جائے گی مگر فیول پرائسز کی بڑھتی ہوئی قیمتوں کی وجہ سے ہر گزرتے مہینے RLNG ٹیرف کی یونٹ پرائس مسلسل بڑھ رہی ہے ان حالات اور روپے کی مسلسل گرتی قدر کے پیش نظر مجموعی مارجن میں کمی کا احتمال ہے۔ ان مشکل



ڈائریکٹرز کے معاوضے اور ریلیٹیو پارٹی ٹرانزیکشنز کے حوالے سے معاملات: کمپنیز ایکٹ 2017 دیگر قوانین اور کمپنی کے آرٹیکل آف ایسوسی ایشن کے مطابق ڈائریکٹرز کے معاوضے کا تعین کیا ہے۔ ڈائریکٹروں کو معاوضے کی مدد میں اسمال جو ادا نیگیاں کی گئی ہیں ان کی تفصیل لف کئے گئے آڈیٹڈ مالیاتی گوشواروں کے نوٹس ٹو دی فنانشل سٹیٹمنٹس کے نوٹ نمبر 38 میں درج ہے۔ جبکہ اسمال ریلیٹیو پارٹیز سے ٹرانزیکشنز کی تفصیل نوٹس ٹو دی فنانشل سٹیٹمنٹس کے نوٹ نمبر 40 میں مذکور ہے۔

**ڈائریکٹرز کا تربیتی پروگرام:** رپورٹ کی مذکورہ مدت کے دوران سرٹیفائیڈ ڈائریکٹرز کی تعداد تھی۔ کمپنی نے مذکورہ مدت کے بعد اور اس رپورٹ کے دستخط ہونے کی تاریخ کے دوران تین ڈائریکٹرز کے لیے ڈائریکٹرز ٹریننگ پروگرام کا اہتمام کیا۔ جن کے نام مندرجہ ذیل ہیں:

- 1- محترم منصور عرفانی
- 2- محترم مجمل حسین بخاری
- 3- محترم فیض محمد

اس رپورٹ کے دستخط کی تاریخ پر سرٹیفائیڈ ڈائریکٹرز کی کل تعداد پانچ تھی۔ کمپنی کے باقی دو ڈائریکٹرز مقررہ مدت کے اندر ڈائریکٹرز ٹریننگ پروگرام کی شرائط کو پورا کر لیں گے۔ بہر حال کمپنی کے تمام ڈائریکٹرز کو کمپنیز ایکٹ 2017، سٹاک ایکسچینج کی رول بک، کمپنی کے میمورنڈم اور آرٹیکلز اور قوانین میں تبدیلیوں کے حوالے سے مکمل آگاہی حاصل ہے اور وہ اپنے فرائض احسن طریقے سے سرانجام دے سکتے ہیں۔

**حصص داران کا پیٹرن:** 30 جون 2018ء کو ختم شدہ سال کے حصص داران کا پیٹرن اور اس کی تفصیل جو کمپنیز ایکٹ 2017 کے حوالے سے درکار ہے۔ اس رپورٹ کے ساتھ منسلک ہے۔ مذکورہ مدت کے دوران کمپنی کے ڈائریکٹرز، آفیسرز، اُن کے شریک حیات، اُن کے ماں بچوں اور ایسوسی ایٹڈ کمپنی وغیرہ کی جانب سے کمپنی کے حصص میں درج ذیل تجارت عمل میں لائی گئی ہے۔

سیریل	ڈائریکٹر / ایسوسی ایٹڈ کمپنی کا نام	ٹرانزیکشن کی نوعیت	پارٹی کی نام جس کے ساتھ ٹرانزیکشن کی گئی	حصص کی تعداد
1	محترم طارق بیگ (مرحوم)	گفٹ کیا	محمد بیگ صاحب	1,000,000
		خرید کیے	میسرز انڈسٹریل پراڈکٹس انویسٹمنٹ لمیٹڈ	5,000,000
2	محترم محمد بیگ	گفٹ حاصل کیا	محترم طارق بیگ (مرحوم)	1,000,000
			محترمہ نعیمہ شہناز بیگ	640,396
		خرید کیے	اوپن مارکیٹ	7,300
			چنگ ہانگ ڈاؤ پو ہا گلاس مشین مینوفیکچرنگ کمپنی لمیٹڈ	210,000
3	ایم اینڈ ایم گلاس پرائیویٹ لمیٹڈ	خرید کیے	میسرز انڈسٹریل پراڈکٹس انویسٹمنٹ لمیٹڈ	928,844

مذکورہ مدت کے بعد اور اس ڈائریکٹروں کی رپورٹ کی تاریخ کے دوران کمپنی کے ڈائریکٹرز نے کمپنی کے حصص میں ٹرانزیکشنز کی ہیں جن کی تفصیل درج ذیل ہے۔

سیریل	ڈائریکٹر	ٹرانزیکشن کی نوعیت	پارٹی کا نام جس کے ساتھ ٹرانزیکشن کی گئی	حصص کی تعداد
1	محترم عمر بیگ	وصول کے از سبب	محترم طارق بیگ (مرحوم)	18,662,864
2	محترم محمد بیگ	خرید کیے	اوپن مارکیٹ	27,500

**کمپنی کے ملازموں کی تفصیل:** 30 جون 2018ء کو ختم شدہ مالی سال پر کمپنی کے مستقل ملازموں کی تعداد 914 تھی (2017:818)۔  
**پروویڈنٹ فنڈ کی تفصیل:** 30 جون 2018ء کو ختم ہونے والے مالی سال پر پروویڈنٹ فنڈ کی مجموعی سرمایہ کاری کی مالیت 109,705 ملین روپے تھی (94.938 ملین روپے: 2017ء)۔



سیریل	ڈائریکٹرز کا نام	بورڈ میٹنگز کی کل تعداد برائے شرکت	بورڈ میٹنگز میں شرکت
9	محترم فیض محمد	1	1
10	محترم ڈیوڈ جولین	1	1
11	محترم نعیم نذیر	1	1

**بورڈ آف ڈائریکٹرز کی کمیٹیاں:** بورڈ آف ڈائریکٹرز کے ممبرز نے دو کمیٹیاں بھی ترتیب دی ہیں جن کے نام پڑتال کنندہ کمیٹی اور انسانی وسائل اور معاوضے کی کمیٹی ہیں۔ یہ کمیٹیاں اپنی تعین کردہ حدود کے اندر رہتے ہوئے بورڈ کو معاونت فراہم کرتی ہیں اور مینجمنٹ کو رہنمائی بہم پہنچاتی ہیں تاکہ وہ اپنی روزمرہ ذمہ داریوں کو احسن طریقے سے ادا کر سکیں۔ کمیٹیوں کی ترتیب درج ذیل ہے:

**پڑتال کنندہ (آڈٹ) کمیٹی:** تین ممبران پر مشتمل ہے بشمول ایک آزاد ڈائریکٹر کے۔ جن کے نام مندرجہ ذیل ہیں:

1- محترم چغل حسین بخاری، چیئرمین (آزاد ڈائریکٹر)

2- محترم منصور عرفانی، ممبر

3- محترمہ روبینہ نعیم، ممبر

مذکورہ سال کے دوران پڑتال کنندہ کمیٹی کے 14 اجلاس منعقد ہوئے۔ پڑتال کنندہ کمیٹی کے ممبرز کی میٹنگ میں حاضری کی تفصیل درج ذیل ہے۔

سیریل	ڈائریکٹر کا نام	پڑتال کنندہ میٹنگز کی کل تعداد برائے شرکت	پڑتال کنندہ کمیٹی کی میٹنگز میں شرکت
1	محترم چغل حسین بخاری	4	4
2	محترم محمد بیک	3	3
3	محترمہ روبینہ نعیم	2	2
4	محترمہ نعیم شہناز بیک	2	2
5	محترم منصور عرفانی	1	-

**انسانی وسائل اور معاوضے کی کمیٹی:** اس میں بھی تین ممبران ہیں جن کے نام مندرجہ ذیل ہیں:

1- محترم چغل حسین بخاری، چیئرمین

2- محترم عمر بیک، ممبر

3- محترم منصور عرفانی، ممبر

اس کمیٹی کی تشکیل انسانی وسائل کی ترقی کے حوالے سے اقدامات کرنے اور انہیں عملی جامہ پہنانے کے لیے کی گئی ہے۔ یہ کمیٹی بورڈ کی معاونت اور مینجمنٹ کو رہنمائی بہم پہنچاتی ہے تاکہ انسانی وسائل سے متعلق کارگر پالیسیاں مرتب کی جاسکیں۔ جو کہ ان کی استعداد کار، کارکردگی کی جانچ، معاوضے، آسامیوں پر تقرری کے حوالے سے طریقہ کار مرتب کرے اور موجودہ قوانین سے متصادم نہ ہو۔ اس سال کے دوران انسانی وسائل اور معاوضے کی کمیٹی کے 3 اجلاس منعقد ہوئے۔ انسانی وسائل اور معاوضے کی کمیٹی کے ممبرز کی میٹنگ میں حاضری کی تفصیل درج ذیل ہے۔

سیریل	ڈائریکٹر کا نام	انسانی وسائل اور معاوضے کی میٹنگز کی کل تعداد برائے شرکت	انسانی وسائل میٹنگز میں شرکت
1	محترم چغل حسین بخاری	3	3
2	محترم منصور عرفانی	3	3
3	محترم عمر بیک	2	2
4	محترم طارق بیک (مرحوم)	1	1



**بورڈ کی تشکیل:** لمیٹڈ اداروں پر لاگو کارپوریٹ گورننس ریگولیشنز 2017 کے کوڈ کے تحت بورڈ تشکیل پایا ہے۔ جو کہ درج ذیل ہے۔  
کل ڈائریکٹرز کی تعداد 7 ہے جن میں:

1- مرد 6

2- خاتون 1

مندرجہ بالا 7 ڈائریکٹرز کے بورڈ میں ڈائریکٹرز کے سٹینڈس کا خلاصہ مندرجہ ذیل ہے:

1- آزاد ڈائریکٹرز 2

2- نان ایگزیکٹو ڈائریکٹرز 3

3- ایگزیکٹو ڈائریکٹرز 2

اس کے علاوہ اس وقت مندرجہ ذیل ڈائریکٹرز کمپنی کے بورڈ پر خدمات سرانجام دے رہے ہیں۔

نام	درجہ بندی
محترم نجل حسین بخاری، محترم فیض محمد	آزاد ڈائریکٹرز:
محترم منصور عرفانی، محترم سعد اقبال، محترمہ روبینہ نیر	نان ایگزیکٹو ڈائریکٹرز:
محترم عمر بیک، محترم محمد بیک	ایگزیکٹو ڈائریکٹرز:

مذکورہ مدت کے دوران درج ذیل نشستیں خالی ہوئیں اور ان پر تقرریاں کردی گئیں۔

تاریخ	ڈائریکٹر (مستعفی/انتقال)	نقصت خالی ہوئی	تقرری کی تاریخ	نئے ڈائریکٹر کا نام
28 اکتوبر 2017	محترمہ نیجمہ شہناز بیک	ڈائریکٹر	03 نومبر 2017	محترمہ روبینہ نیر
		ممبر آف آڈٹ کمیٹی	03 نومبر 2017	محترمہ روبینہ نیر
18 جنوری 2018	محترم طارق بیک (مرحوم)	ڈائریکٹر	20 مارچ 2018	محترم فیض محمد
		مینجنگ ڈائریکٹر	25 جنوری 2018	محترم عمر بیک
		ممبر انسانی وسائل اور معاوضے کی کمیٹی	25 جنوری 2018	محترم عمر بیک

محترم نجل حسین بخاری کو آزاد ڈائریکٹر ہونے کی وجہ سے محترم منصور عرفانی کی جگہ انسانی وسائل اور معاوضے کی کمیٹی کا چیئر مین بھی مقرر کیا گیا ہے۔ جبکہ محترم منصور عرفانی صاحب بطور ممبر انسانی وسائل اور معاوضے کی کمیٹی میں شامل ہیں۔

سپانسر ڈائریکٹرز کی طرف سے فراہم کردہ انٹرسٹ فری قرضہ کی مد میں 574.824 ملین روپے مذکورہ مدت کے دوران ان کو واپس ادا کئے گئے ہیں۔

سپانسرز کے قرضے کی ادائیگی کی اجازت کمپنی کے بورڈ آف ڈائریکٹرز نے مورخہ 31 مئی 2017 کو دی تھی۔

**بورڈ میٹنگز:** مذکورہ سال کے دوران بورڈ آف ڈائریکٹرز کے 16 اجلاس منعقد ہوئے۔ بورڈ ممبرز کی میٹنگز میں حاضری کی تفصیل درج ذیل ہے:

سیریل	ڈائریکٹر کا نام	بورڈ میٹنگز کی کل تعداد برائے شرکت	بورڈ میٹنگز میں شرکت
1	محترم عمر بیک	6	6
2	محترم منصور عرفانی	6	5
3	محترم نجل حسین بخاری	6	4
4	محترم محمد بیک	5	5
5	محترم سعد اقبال	5	4
6	محترم طارق بیک (مرحوم)	4	4
7	محترمہ نیجمہ شہناز بیک	2	2
8	محترمہ روبینہ نیر	2	2



- 5- اندرونی کنٹرول کا نظام آئیکہ فنانشل ہو یا نان فنانشل نہایت بہترین ہیں اور اس پر موثر طریقے سے عملدرآمد اور گرانہ کی جاتی ہے۔
- 6- کمپنی کے منصوبوں اور امور کی انجام دہی کے لئے اس کی بہترین صلاحیت پر کوئی شک نہیں ہے۔
- 7- محصولات سے متعلق معلومات مالی گوشواروں کے نوٹس میں درج ہیں۔
- 8- لسڈ کمپنیز (کوڈ آف کارپوریٹ گورننس) ریگولیشنز 2017 کے بہترین طریقوں سے متصادم کوئی بے ضابطگی عمل میں نہیں آئی ہے۔ اس حوالے سے سیٹھ پیٹ آف کمپلائنس اور اس پر آڈیٹرز کی رپورٹ پر علیحدہ سے لف کر دی گئی ہیں۔

**اندرونی مالیاتی کنٹرول:** کمپنی کے اندر تمام سطحوں پر مربوط اندرونی مالیاتی کنٹرول کا نظام تیار کر کے لاگو کیا گیا ہے۔ اندرونی مالیاتی کنٹرول کا نظام کمپنی کے مقاصد کو حاصل کرنے، عملیاتی کارکردگی، قابل اعتماد مالیاتی رپورٹنگ کو یقینی بنانے اس کے علاوہ قوانین، قواعد و ضوابط اور پالیسیوں کو عملی جامہ پہنانے کے لیے ڈیزائن کیا گیا ہے۔

**بورڈ آف ڈائریکٹرز:** تمام اراکین بورڈ کی جانب سے گہرے رنج و غم کے ساتھ مطلع کیا جاتا ہے کہ جناب محترم طارق بیگ صاحب ادارے کے فاؤنڈنگ فادر مورخہ 18 جنوری 2018 کو انتقال فرما گئے۔ (اللہ وانا الہ راجعون)۔ اللہ تعالیٰ ان کی مغفرت فرمائیں اور جنت الفردوس میں اعلیٰ مقام عطا فرمائیں۔ آئین بورڈ آف ڈائریکٹرز نے 2 ستمبر 2017ء کو اپنے آفس کی تین سالہ مدت مکمل کر لی تھی۔ اس حوالے سے اگلے تین سال کی مدت کے لیے زبردفعہ 159 آف کمپنیز ایکٹ 2017ء ڈائریکٹرز کے الیکشن کا انعقاد کمپنی کے غیر معمولی اجلاس عام مورخہ 30 اگست 2017ء کو ہوا۔ جس میں شیئر ہولڈرز نے اگلی مدت جو کہ 3 ستمبر 2017ء تا 2 ستمبر 2020ء ہے، کے لئے ڈائریکٹرز کا انتخاب کیا:

الیکشن سے پہلے اور بعد میں بورڈ کے ممبران کے نام درج ذیل ہیں۔

سیریل	پہلی ٹرم (انتظام مدت 2 ستمبر 2017) میں ڈائریکٹرز کے نام	موجودہ ٹرم (آغاز 3 ستمبر 2017 تا 2 ستمبر 2020) میں ڈائریکٹرز کے نام	تبرہ
1	محترم طارق بیگ (مرحوم)	محترم طارق بیگ (مرحوم)	18 جنوری 2018 کو انتقال فرما گئے
2	محترم عمر بیگ	محترم عمر بیگ	بدستور ڈائریکٹر ہیں اور محترم طارق بیگ (مرحوم) کی وفات کے بعد مورخہ 25 جنوری 2018 کو بطور مینیجنگ ڈائریکٹر مقرر ہوئے۔
3	محترمہ نعیمہ شہناز بیگ	محترمہ نعیمہ شہناز بیگ	28 اکتوبر 2017 کو مستعفی ہو گئیں
4	محترم منصور عرفانی	محترم منصور عرفانی	بدستور ڈائریکٹر ہیں
5	محترم مجل حسین بخاری	محترم مجل حسین بخاری	بدستور ڈائریکٹر ہیں
6	محترم ڈیوڈ جولین	-	موجودہ مدت کے لیے انتخاب میں حصہ نہیں لیا
7	محترم نعیم نذیر	-	موجودہ مدت کے لیے انتخاب میں حصہ نہیں لیا
8	-	محترم محمد بیگ	بدستور ڈائریکٹر ہیں
9	-	محترم سعد اقبال	بدستور ڈائریکٹر ہیں
10	-	محترمہ روینہہ نعیم	محترمہ نعیمہ شہناز بیگ صاحبہ کی جگہ مورخہ 3 نومبر 2017 کو ڈائریکٹر نامزد ہوئیں اور بدستور ڈائریکٹر ہیں
11	-	محترم فیض محمد	محترم طارق بیگ صاحب کی جگہ مورخہ 20 مارچ 2018 کو ڈائریکٹر نامزد ہوئے اور بدستور ڈائریکٹر ہیں

## ڈائریکٹروں کی رپورٹ

ڈائریکٹرز اپنی رپورٹ برائے مالی سال ختم شدہ 30 جون 2018 بشمول کمپنی کے آڈٹ شدہ مالیاتی گوشوارے ہمراہ دیگر رپورٹس پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

**موجودہ معاشی حالات:** گذشتہ دو سالوں سے پاکستان میں اقتصادی ترقی کی رفتار 5 فیصد سے زیادہ رہی ہے۔ اقتصادی سال ختم شدہ 30 جون 2018 میں زراعت، صنعت اور خدمات کے شعبوں میں خاطر خواہ ترقی ہوئی ہے۔ جس کی وجہ سے اقتصادی سال ختم شدہ 30 جون 2018 میں اقتصادی ترقی کی شرح 5.79 فیصد ریکارڈ کی گئی ہے جو کہ گذشتہ 13 سالوں میں سب سے زیادہ ہے۔ البتہ تجارتی خسارے اور غیر ملکی کرنسی کے ذخائر میں کمی پاکستانی روپے کی قدر میں کمی کی وجہ بنی جس کی وجہ سے مشینری، سپیریز، تیل اور خام مال کی درآمد زیادہ مہنگی ہو گئی ہے۔ اس کے علاوہ حکومت نے سخت مالیاتی پالیسی اپنائی ہے اور مارک اپ کی بنیادی شرح میں اضافہ کیا گیا ہے جس کی وجہ سے کاروبار کی مجموعی فنانس کاسٹ میں اضافہ ہوگا۔ ہم یقین رکھتے ہیں کہ پاکستان میں اداروں اور انڈسٹری کی مجموعی مسابقت میں مزید استحکام آئے گا۔ سرکاری شعبوں کی استعداد کار میں اضافہ ہوگا، بنیادی ڈھانچے کے منصوبوں کی بروقت تکمیل اور موثر استعمال کی وجہ سے علاقائی استحکام اور مضبوط ترقی کو فروغ حاصل ہوگا۔

**کاروباری حالات:** اللہ تعالیٰ کے فضل و کرم سے کمپنی نے مالی سال 2017-18 میں ریکارڈ خالص فروختگی 12,302 ملین روپے رجسٹر کی۔ جس کا اگر پچھلے سال سے موازنہ کیا جائے تو وہ 9,903 ملین روپے تھی جو 24.23 فیصد کا خاطر خواہ اضافہ ظاہر کرتا ہے۔ ٹیکس کی ادائیگی کے بعد مذکورہ مدت کا خالص منافع 1,097 ملین روپے اور ای پی ایس 14.94 روپے فی حصص رہا۔ جس کا اگر پچھلے سال کی مدت سے موازنہ کیا جائے تو وہ رقم بالترتیب 760 ملین روپے اور 10.34 روپے فی حصص تھی۔ خالص منافع کی خلیہ رقم آپریٹنگ طریقہ کار کے ارتقاء اور اس کی موثر نگرانی، مارکیٹنگ کی منصوبہ بندی، پرموشنل سکیموں اور میڈیا میں اشتہا ربا زنی کی مرہون منت ہے۔ اس کی بدولت کمپنی اپنی نمینل ویئر اور فلوٹ گلاس مصنوعات کی طلب کو بڑھانے میں کامیاب رہی۔ کمپنی کے آپریٹنگ اور مالی اعداد و شمار کا خلاصہ اس رپورٹ کے ساتھ لف کر دیا گیا ہے جو کہ حصہ داران اپنی سہولت کے مطابق دیکھ سکتے ہیں۔ مختصر مالی نتائج درج ذیل ہیں:

مالی سال 2017 (ملین روپے)	مالی سال 2018 (ملین روپے)	تفصیل
9,903	12,302	خالص فروختگی
2,018	2,324	مجموعی منافع
1,434	1,579	آپریٹنگ منافع
1,185	1,425	ٹیکس کی ادائیگی سے پہلے کا منافع
760	1,097	ٹیکس کی ادائیگی کے بعد کا خالص منافع
10.34	14.94	آمدنی فی حصص (روپوں میں)

اللہ تعالیٰ کے فضل و کرم سے مذکورہ مدت کے دوران کمپنی کی پیداواری صلاحیت مکمل طور پر کارگر رہی۔ جبکہ اوپل گلاس ڈیزائن فرنس سے پیداوار 29 مارچ 2018 کو کمرہ لائنز کردی گئی تھی۔ جس کے نتیجے میں گلاس مصنوعات کی مجموعی پیداوار میں خاطر خواہ اضافہ ہوا ہے اور کمپنی کی سیکلر میں شاندار اضافہ ممکن ہو سکا۔

کمپنی کے ڈائریکٹرز پر غور مدت کے مالی نتائج پر مکمل غور و خوض کرتے ہوئے کیش ڈیویڈنڈ بحساب 6.00 روپے فی حصص (60%) کی سفارش کی ہے۔

کارپوریٹ اور سرمایہ کی رپورٹنگ کا فریم ورک: لسٹنگ ریگولیشنز کی دفعات کی تعمیل میں بورڈ آف ڈائریکٹرز نہایت مسرت کے ساتھ مندرجہ ذیل بیانات کی تصدیق کرتے ہیں:

- 1- اس سال کے مالی گوشوارے، کمپنی کے اسٹیٹ آف انیورز، آپریٹرز کے نتائج، مالی بہاد اور ایکویٹی میں تبدیلی کو بالکل منصفانہ پیش کرتے ہیں۔
- 2- اس سال کے مالی گوشوارے کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں کو تسلسل کے ساتھ لاگو کیا گیا ہے اور اکاؤنٹنگ اندازے معقول اور دانشمندانہ فیصلے کی بنیاد پر مبنی ہیں۔
- 3- کھاتہ جات کو مناسب طریقہ سے وضع کیا گیا ہے۔
- 4- مالی گوشواروں کی تیاری میں پاکستان میں لاگو انٹرنیشنل فنانشل رپورٹنگ سٹینڈرڈز کا استعمال کیا گیا ہے۔

## چیرمین کا جائزہ

تمام ممبرز کو انتہائی ڈکھ اور غم کے ساتھ مطلع کیا جاتا ہے کہ کمپنی کے سابقہ مینجنگ ڈائریکٹر محترم جناب طارق بیگ صاحب مورخہ 18 جنوری 2018 کو انتقال فرما گئے ہیں (انا للہ وانا الیہ راجعون) اللہ تعالیٰ اُن کی مغفرت و بخشش فرمائیں اور جنت الفردوس میں اعلیٰ مقام عطا فرمائیں۔ (آمین)

طارق بیگ صاحب کا ویژن، نظریہ، خیالات اور اُن کا کام آئندہ نسلوں تک یاد رکھا جائے گا اور ہماری رہنمائی کرتا رہے گا۔ طارق بیگ صاحب ایک متحرک لیڈر تھے اور زندگی کے تمام شعبوں میں ان کی کارکردگی قابل ستائش ہے وہ نہ صرف ایک دانشور بلکہ تنظیمی مہارت میں یکساں و لاٹائی مثال تھے۔ اس کے علاوہ اخلاقی اقدار اور انسانیت دوست بلند پایہ کردار کے مالک تھے۔ سب سے اہم وہ تنظیمی سالمیت کے ضامن، ایمانداری کی اعلیٰ اقدار کے فراہم کنندہ، انسانی ہمدردی اور سماجی خدمت کا حسین امتزاج تھے۔

طارق گلاس انڈسٹریز لمیٹڈ پاکستان کی نمایاں گلاس مینوفیکچرنگ کمپنی بن کر ابھری ہے اور کمپنی نے اس مقام تک پہنچنے کے لیے قابل ستائش ترقی کا سفر طے کیا ہے۔ اس شاندار کامیابی کو حاصل کرنے میں اللہ کی مدد اور فضل کے بعد کمپنی ورکرز کی انتھک محنت، درست حکمت عملی اور منصوبہ بندی کی وجہ سے ممکن ہوئی۔ کمپنی نے اس سال ریکارڈ 12,302 ملین روپوں کی سیلز رجسٹر کی ہیں اور ٹیکس کے بعد کا منافع اور ای پی ایس بالترتیب 1,097 ملین روپے اور 14.94 روپے فی حصص رہا جو کہ کمپنی کے لیڈر آف گلاس انڈسٹری ہونے کے دعویٰ کی غمازی کرتا ہے۔

کمپنیز ایکٹ 2017 کی دفعہ 192 کے مطابق کمپنی کے حصص داران کو مطلع کیا جاتا ہے کہ بورڈ آف ڈائریکٹرز نے اپنی سالانہ کارکردگی کا جائزہ لیا ہے۔ اس جائزے کا مقصد یہ یقینی بنانا تھا کہ بورڈ ممبرز کی عبوری کارکردگی، کمپنی کے ویژن اور مقاصد کے مطابق تھی۔ اس جائزے میں جن خامیوں کی نشاندہی ہوئی ہے ان کی درستگی کے لیے منصوبہ بندی کی گئی ہے۔ بہر حال کمپنی کے مقاصد کو حاصل کرنے کے حوالے سے بورڈ آف ڈائریکٹرز کی کارکردگی تسلی بخش ہے۔

اس جائزے میں جن خصوصیات کو جانچا گیا وہ درج ذیل ہیں۔

- (1)۔ کمپنی کے ویژن، مشن اور ویلیوز سے ہم آہنگی
- (2)۔ منصوبہ بندی و حکمت عملی بنانے اور بنوانے میں شمولیت
- (3)۔ تنظیمی اور کاروباری سرگرمیوں میں شمولیت
- (4)۔ فرائض کی ادائیگی اور اختیار کے استعمال میں انہماک
- (5)۔ بورڈ ممبرز کی قابلیت اور مہارت میں تنوع
- (6)۔ تنظیمی حکمرانی میں مہارت

منصور عرفانی  
چیرمین

تاریخ: 01 اکتوبر 2018ء، لاہور



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# TARIQ GLASS INDUSTRIES LIMITED

128-J BLOCK, MODEL TOWN, LAHORE

## FORM OF PROXY

Folio / CDC Account Number: \_\_\_\_\_ Number of Shares: \_\_\_\_\_

I / We \_\_\_\_\_

of \_\_\_\_\_

being a member of M/s Tariq Glass Industries Limited hereby appoint  
Mr./Ms. \_\_\_\_\_

of \_\_\_\_\_

(the Folio / CDC Account Number of the person appointed as proxy is: \_\_\_\_\_)  
as my / our proxy to attend, speak and vote for me / us and on my / our behalf at the 40<sup>th</sup>  
Annual General Meeting of the members of the Company to be held at 11:00 AM on Saturday  
the October 27, 2018 at Defence Services Officers' Mess, 71 – Tufail Road, Lahore  
Cantt and at any adjournment thereof.

### Member's Signature

Signature \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

CNIC No.: \_\_\_\_\_

Please affix  
Revenue Stamp  
of Rs. 5/- and  
deface it with  
your signature.

### Witness– 1

Signature \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

CNIC No.: \_\_\_\_\_

### Witness– 2

Signature \_\_\_\_\_

Name: \_\_\_\_\_

Address: \_\_\_\_\_

CNIC No.: \_\_\_\_\_

**NOTE:** The form of proxy, in order to be effective, must complete in all aspects and received at the Registered Address of Company not later than 48 hours before the meeting. The form of proxy must be duly stamped, signed and witnessed.



## پراکسی فارم

فالیو نمبر/CDC اکاؤنٹ نمبر: \_\_\_\_\_ شیرز کی تعداد: \_\_\_\_\_  
میں مسمی / مسماة \_\_\_\_\_ ساکن \_\_\_\_\_ ضلع \_\_\_\_\_ بحیثیت \_\_\_\_\_  
ممبر طارق گلاس انڈسٹریز لمیٹڈ، مسمی / مسماة \_\_\_\_\_ ساکن \_\_\_\_\_ کو بطور مختار (پراکسی)  
مقرر کرتا / کرتی ہوں (پراکسی ممبر کا فالیو نمبر/CDC اکاؤنٹ نمبر: \_\_\_\_\_ ہے) تاکہ وہ میری جگہ  
اور میری طرف سے کمپنی کے چالیسویں (40) سالانہ اجلاس عام جو بتاریخ 27 اکتوبر 2018ء بروز ہفتہ گیارہ  
بجے ڈیفنس سروسز آفیسرز میس، ۱۷ طفیل روڈ لاہور کینٹ میں منعقد ہو رہا ہے یا اس کے کسی ملٹوی شدہ اجلاس  
میں شرکت کرے اور ووٹ ڈالے۔

ریویو سٹیپ مایٹ ۵  
روپے چپاں کریں اور اپنے  
دستخط کیا تمہ منسوخ کریں۔

دستخط بحیثیت ممبر \_\_\_\_\_  
نام: \_\_\_\_\_  
پتہ: \_\_\_\_\_  
شناختی کارڈ / پاسپورٹ نمبر: \_\_\_\_\_

گواہ نمبر ۱: \_\_\_\_\_ گواہ نمبر ۲: \_\_\_\_\_  
دستخط \_\_\_\_\_ دستخط \_\_\_\_\_  
نام: \_\_\_\_\_ نام: \_\_\_\_\_  
پتہ: \_\_\_\_\_ پتہ: \_\_\_\_\_  
شناختی کارڈ / پاسپورٹ نمبر: \_\_\_\_\_ شناختی کارڈ / پاسپورٹ نمبر: \_\_\_\_\_

نوٹ: انعقاد اجلاس سے ۲۸ گھنٹے قبل پراکسی کا یہ فارم جو ہر لحاظ سے مکمل اور دستخط شدہ ہو کمپنی کے رجسٹرو  
آفیس میں جمع کروادیا جائے۔