# **ANNUAL REPORT 2007**

## FIRST FIDELITY LEASING MODARABA

Managed by : Fidelity Capital Management (Private) Limited



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## **CORPORATE INFORMATION**

## Board of Directors Fidelity Capital Management (Private) Limited

| Chairman                | Siyyid Tahir Nawazish  |
|-------------------------|--|
| Chief Executive         | Mr. Wasim-ul-Haq Osmani  |
| Directors               | Sheikh Muhammad Nasim<br>Mr. Shahid Iqbal Chaudhry<br>Mr. Imran Hameed   |
| Company Secretary / CFO | Mr. Muhammad Waheed  |
| Auditors of Modaraba    | KPMG Taseer Hadi & Co.<br>Chartered Accountants  |
| Audit Committee         |  |
| Chairman                | Siyyid Tahir Nawazish  |
| Members                 | Mr. Shahid Iqbal Chaudhry<br>Mr. Imran Hameed  |
| Secretary               | Mr. Muhammad Arshad  |
| Credit Committee        |  |
| Chairman                | Siyyid Tahir Nawazish  |
| Members                 | Mr. Wasim-ul-Haq Osmani<br>Mr. Muhammad Waheed<br>Mr. Muhammad Younis Chaudhry   |
| Legal Advisor           | Salim & Baig (Advocates)   |
| Bankers                 | Crescent Commercial Bank Limited<br>MCB Bank Limited<br>PICIC Commercial Bank Limited  |
| Registered Office       | Crescent Standard Tower<br>10-B, Block E-2, Gulberg-III<br>Lahore. Tel: 042-5783724-27 Fax: 042-5783761  |
| Website<br>e-mail       | www.fidelitymodaraba.com<br>fidelity@xcess.net.pk  |
| Registrars              | Crescent Standard Business Management (Pvt.) Ltd.<br>Crescent Standard Tower<br>4th Floor, 10-B, Block E-2, Gulberg-III<br>Lahore. Tel: 111-912-912 Fax: 042-5875916 |

# Vision

To excel in providing innovative Islamic financial Services to customers in the best possible manner.

## Mission

- To achieve a unique position in the Modaraba sector by developing products, foreseeing upcoming changes, endeavoring value addition, focusing economic and industrial growth of the country and seeking expansion in business activity.
- To offer attractive returns to stakeholders as per their expectations.

To actively participate and support transformation of our mercantile and financial sector in accordance with Sharia.

To build our institution with attributes of flexibility, innovation and foresight keeping intact prudence level and corporate discipline supported by dedicated management mindful of corporate and social obligation, maintaining high professional and ethical standards with eyes on the future.

## KEY OPERATING DATA FOR LAST SIX YEARS

|                                |        |        |        |        | (Rupees in M | fillions) |
|--------------------------------|--------|--------|--------|--------|--------------|-----------|
|                                | June   | June   | June   | June   | June         | June      |
|                                | 2007   | 2006   | 2005   | 2004   | 2003         | 2002      |
|                                | Rupees | Rupees | Rupees | Rupees | Rupees       | Rupee     |
| Operating results              |        |        |        |        |              |           |
| Revenues                       | 82.61  | 130.86 | 142.91 | 129.95 | 135.31       | 108.06    |
| Profit after taxation and      |        |        |        |        |              |           |
| management fee                 | 33.21  | 27.83  | 24.01  | 25.35  | 31.72        | 23.50     |
| Financial position             |        |        |        |        |              |           |
| Fixed assets (owned and        |        |        |        |        |              |           |
| leased out)                    | 158.93 | 221.39 | 244.06 | 258.40 | 222.28       | 204.47    |
| Total assets                   | 501.30 | 577.43 | 662.07 | 588.02 | 438.81       | 395.07    |
| Certificateholders equity      | 348.72 | 315.94 | 313.41 | 318.04 | 253.97       | 244.90    |
| Paid up capital                | 264.13 | 264.13 | 264.13 | 206.33 | 206.33       | 206.33    |
|                                |        |        |        |        |              |           |
| Earning per certificate        | 1.26   | 1.05   | 0.91   | 0.89   | 1.540        | 1.14      |
| Profit distribution (%)        | 10.00  | 10.00  | 10.00  | 10.00  | 11.50        | 10.00     |
| Break-up value per certificate | 13.20  | 12.00  | 11.86  | 12.14  | 12.30        | 11.86     |

## NOTICE OF ANNUAL REVIEW MEETING

Notice is hereby given that the Annual Review Meeting of First Fidelity Leasing Modaraba to review the performance of Modaraba during the year ended June 30, 2007 will be held on October 31, 2007 at 3:30 P.M. at 2<sup>nd</sup> Floor, Crescent Standard Tower, 10-B, Block E-2, Gulberg-III, Lahore.

Certificateholders whose names are entered in the Register of Certificateholders seven days before the date of Annual Review Meeting i.e. October 24, 2007 shall be entitled to attend the meeting.

Lahore October 09,2007 Muhammad Waheed (Company Secretary)

The Board of Directors of Fidelity Capital Management (Private) Limited is pleased to present 16<sup>th</sup> Annual Report of First Fidelity Leasing Modaraba together with the audited financial statements and the auditors' report thereon for the year ended June 30, 2007.

#### **Financial Results**

The financial results of the Modaraba are summarized as follows.

|   | Rupees in '000' |          |
|---|-----------------|----------|
|   | 2007            | 2006     |
| Income  | 82,615          | 130,860  |
| Expenses  | (73,299)        | (98,066) |
| Operating profit before provisions and taxation | 9,316           |          |
| (Provision) / reversal for doubtful receivables | 27,581          | (571)    |
| Modaraba Company's management fee               | (3,689)         | (2,929)  |
| Profit before taxation                          | 33,208          | 29,293   |
| Taxation  | -               | 1,461    |
| Profit after taxation                           | 33,208          | 27,831   |
| Appropriations                                  |                 |          |
| Appropriated as follows:                        |                 |          |
| Transferred to statutory reserve                | (6,641)         | (5,566)  |
| Profit distribution                             | (26,414)        | (26,414) |

#### **Earnings Per Certificate**

Earnings per certificate stood at Rs. 1.26 (2006: Rs. 1.05).

#### **Profit Distribution**

The Board of Directors is pleased to announce cash dividend for the year @ 10% i.e Re. 1 per certificate (2006: @ 10% i.e Re. 1 per certificate). The certificate transfer books of the Modaraba will remain closed from November 01, 2007 to November 14, 2007 (both days inclusive) for determination of dividend entitlement.

#### **Review of Operations**

The economy grew at a robust growth rate of 7% during the financial year 2006-07 which is in line with growth rate in the last 4 years. The State Bank of Pakistan managed to restrict inflation at 7.8% in terms of CPI. However, the trade deficit exceeded its target and exports fell slightly short of their target.

The Financial Year 2006-07 was a healthy year for Pakistan capital markets. The KSE-100 index started the year at 9989 and closed at 13772 depicting a vigorous gain of 37.87%. It had a steady bullish trend through the year. However these peeks were in narrow volume bands as indicated by the average volumes traded during the year at 200 million shares per day as compared to 350 million shares per day during the year 2005-06. The low volume phenomenon was basically due to stricter risk control measures introduced by the SECP and Stock exchanges. Although these risk control measures are good for the investors' confidence people will take time to start working within new parameters.

The Modaraba earned a pre-tax profit of Rs.33.208 Million during the year as compared to Rs.29.293 million earned in the corresponding period. Although the profit earned is higher than previous year it is subdued by lower contribution on account of low brokerage due to low volumes and non engagement of certain resources earmarked for envisaged diversified activities described in future outlook. The Modaraba recovery efforts were satisfactory as it was able to receive old stuck up amounts and hold back new infections to the minimum.

#### **Corporate Governance Compliance**

As required by the Code of Corporate Governance, directors are pleased to report that:

- (a) The financial statements prepared by the management of the Modaraba present fairly its true state of affairs, the results of its operations, cash flows and changes in equity.
- (b) Proper books of account of the Modaraba 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 accounting standards, as applicable in Pakistan have been followed in preparation of financial statements.
- (e) The system of internal control is sound and has been effectively implemented and monitored.
- (f) There are no significant doubts upon the Modaraba's ability to continue as a going concern.
- (g) There has been no material departure from the best practices of corporate governance as detailed in the listing regulations of the stock exchanges.
- (h) A statement setting out status of the compliance with the best practices of corporate governance is attached.

#### Key Operating and Financial Data

A statement summarizing key operating and financial data for the last six years is attached.

#### Trading in Modaraba certificates by Directors etc.

None of the directors, chief executive, executives, auditors of the Modaraba or their spouses and minor children carried out any trade in the certificates of the Modaraba except that the chairman purchased 3,500 certificates of the Modaraba during the year.

#### **Board Meetings**

During the year under review 5 meetings of the Board of Fidelity Capital Management (Pvt) Limited were held, which were attended by the directors as follows:

| Name of Director          | Meetings Attended |
|---------------------------|-------------------|
| Siyyid Tahir Nawazish     | 5                 |
| Mr. Wasim-ul-Haq Osmani   | 5                 |
| Mr. S.M. Nasim            | 3                 |
| Mr. Shahid Iqbal Chaudhry | 5                 |
| Mr. Imran Hameed          | 5                 |

#### **Credit Rating**

PACRA has maintained Modaraba's long term rating of A- and short term of A2. These ratings denote a low expectation of credit risk and a strong capacity for timely payment of financial commitments. The ratings of the Modaraba reflect its sustained risk absorption capacity, emanating from substantially improved asset quality and adoption of low risk credit expansion with focus on investment strategy based on a low leveraged capital structure.

#### Value of Provident Fund and Gratuity Fund Investment

The Modaraba operates a contributory provident fund for all its permanent employees. Equal monthly contributions are made, both by the Modaraba and the employee to the fund @ 10% of basic salary. The value of its investment as at June 30, 2007 works out to Rs. 1,200,000.

Modaraba also operates an approved funded gratuity scheme for its management staff who complete the qualifying period of service. Provision in the books of account has been made in accordance with actuarial recommendations.

#### **Pattern of Certificateholdings**

The pattern of certificateholdings is annexed to this report.

#### Auditors

M/s KPMG Taseer Hadi & Co., Chartered Accountants were auditors of the Modaraba for the year ended June 30, 2007. They being eligible have offered themselves for re-appointment for the year ending June 30, 2008. The Audit Committee has recommended their re-appointment. Subject to approval by the Registrar Modaraba, their appointment has been approved by the Board.

#### **Future Outlook**

The coming year is year of general elections. Due to political uncertainties, stock markets have lately showed wavered response. If the incoming government continues the same fiscal and economical policies, the economy has strong potential to keep itself on the path of accelerated growth. The expected work on the Iran-Pakistan gas pipeline is good omen for the economic stability. There has not only been consolidation in the banking sector creating stiff competition for small financial institutions, they are aggressively entering into hitherto niches for Islamic financial institutions like Modarabas, leasing companies etc. It is inevitable that by virtue of their resources and outreach banks will be the most beneficiary of economic growth and will leave shrunken markets and hence diminished spreads for those other institutions.

This has further necessitated that the Modaraba pursue its envisaged business diversification more quickly while keeping its existing operations at a reasonable level. The most important amongst new businesses is real estate development activities. We have reported in prior year that after approval of subject business avenue by Religious Board, the business commencement is pending for want of promulgation of Real Estate Investment Trusts (REIT) regulations by SECP. At Modaraba a number of projects have been identified and are under preliminary studies. We hope the Registrar Modaraba will give approval to commence real estate development activities in near future. With the envisaged diversification in place the future prospects of your Modaraba are bright.

The ownership of Modaraba Management Company since 2004 was with Crescent Standard Business Management (Pvt) Limited- a Crescent Group Company. In March 2007 it entered into an agreement to sell its entire holding to the Management Group comprising Chief Executive of the Modaraba and associates. The Registrar Modaraba vide its letter SC/M/RWFCML/2007-229 dated June 11, 2007 has given its approval for such sale. Although this change doesn't manifest any change in the management team of the Modaraba, the induction of new sponsors is likely to provide a more focused approach in future business strategies.

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#### Acknowledgement

The Board wishes to place on record its appreciation for the continued support, guidance and necessary measures taken by the Registrar Modaraba, Securities and Exchange Commission of Pakistan, Modaraba Association of Pakistan and other Regulators.

At the same time the Board appreciates the commitment, dedication and hard work put in by the management and staff members of the Modaraba and looks forward to their continued commitment in the coming years.

Finally the Board extends its gratitude and appreciation to the certificateholders who remained committed to the Modaraba.

For and on behalf of the Board of Directors

Lahore October 8, 2007 Wasim ul Haq Osmani Chief Executive

# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

The statement is being presented to comply with the Code of Corporate Governance as contained in the listing regulations of Stock Exchanges.

Fidelity Capital Management (Private) Limited is the Management Company of First Fidelity Leasing Modaraba and is a private limited company. The Code of Corporate Governance is not applicable to the Management Company. However, First Fidelity Leasing Modaraba is listed at all Stock Exchanges, comes under the ambit of the Code. First Fidelity Leasing Modaraba being a Modaraba does not have its own Board. The Board of Directors of the Management Company manages the affairs of the Modaraba.

The Management Company has applied the principles contained in the Code in the following manner:

- 1. The Management Company encourages representation of independent non-executive directors. Board presently comprises five directors two of them are executive directors and three are non-executive directors. The Management Company not being a listed company does not have any minority interest.
- 2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, including the Management Company.
- 3. All the directors of the company are registered as tax payers and none of them has defaulted in payment of any loan to banking company, a DFI or an NBFC or being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. No casual vacancy occurred in the Board of Management Company during the year.
- 5. The Management Company has prepared a 'Statement of Ethics and Business Practices', which has been signed by all directors and employees of the Management Company and Modaraba.
- 6. The Management Company has developed a vision/mission statement, overall corporate strategy and significant policies of the Modaraba along with the dates on which they were approved or amended has been maintained.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions have been taken by Board. The Term of appointment and determination of remuneration and terms and conditions of employment of the CEO and directors are approved by the Board.
- 8. The meetings of the Board were presided over by the Chairman or CEO (in case of absence of Chairman) and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working paper were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The Management Company arranged orientation course for its directors to apprise them of their duties and responsibilities.

# STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

- 10. The Board has approved appointments of Chief Financial Officer, Company Secretary and Head of Internal Audit including their remuneration and terms and conditions of employment, as determined by the Chief Executive.
- 11. The report of the directors of the Management Company on the financial statement of the Modaraba of this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. CEO and CFO duly endorsed the financial statements of the Modaraba before approval of the Board.
- 13. The directors, chief executive and executives do not hold any interest in the certificates of the Modaraba other than that disclosed in the pattern of certificateholdings.
- 14. The Management Company has complied with all the corporate and financial reporting requirements of the Code with respect to Modaraba.
- 15. The Board has formed an audit committee, it comprises of three members, of home, one is executive director, who is the Chairman of the Committee and others are non-executive directors.
- 16. The meetings of the audit committee are held at least once every quarter prior to approval of interim and final results of the Modaraba as required by the Code. The terms of reference of the committee have been formed and advised to the Committee for compliance.
- 17. The Board has set-up an effective internal audit function.
- 18. The statutory auditors of the Modaraba had confirmed that they have been given a satisfactory rating under the quality control review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold certificates of the Modaraba and that the firm and all of its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 19. The statutory auditors or the person 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.
- 20. We confirm that all other material principles contained in the Code have been complied with.

For and on behalf of the Board of Directors

Wasim ul Haq Osmani Chief Executive

Lahore October 08, 2007

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## **REVIEW REPORT TO THE CERTIFICATE HOLDERS ON STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE**

We have reviewed the statement of compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of Fidelity Capital Management (Private) Limited ("the Modaraba Company") in respect of First Fidelity Leasing Modaraba ("the Modaraba") to comply with the listing regulations of the stock exchanges where the Modaraba is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Modaraba Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the statement of compliance reflects the status of the Modaraba's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Modaraba personnel and review of various documents prepared by the Modaraba to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control system sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

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 Modaraba's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to Modaraba for the year ended 30 June, 2007.

Lahore October 08, 2007 KPMG Taseer Hadi & Co. Chartered Accountants

## **AUDITORS' REPORT TO THE CERTIFICATEHOLDERS**

We have audited the annexed balance sheet of **First Fidelity Leasing Modaraba** ("the Modaraba") as at 30 June 2007 and the related profit and loss account, cash flow statement and statement of changes in equity, together with the notes forming part thereof (hereinafter referred to as the financial statements), for the year then ended 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 our audit.

These financial statements are the Modaraba Company's (Fidelity Capital Management (Private) Limited) responsibility which is also responsible to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards as applicable in Pakistan and the requirements of the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of any material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies and significant estimates made by Modaraba Company, as well as, evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that-

- (a) In our opinion, proper books of account have been kept by the Modaraba Company in respect of Modaraba as required by Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981;
- (b) In our opinion:
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981, and are in agreement with the books of accounts and are further in accordance with accounting policies consistently applied;
  - (ii) the expenditure incurred during the year was for the purpose of the Modaraba's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects, terms and conditions of the Modaraba;
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981, in the manner so required and respectively give a true and fair view of the state of the Modaraba's affairs as at 30 June 2007 and of the profit or loss, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980(XVIII of 1980), was deducted by the Modaraba and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Lahore October 08, 2007 KPMG Taseer Hadi & Co Chartered Accountants

## **BALANCE SHEET** AS AT 30 JUNE 2007

|   | Note     | 2007        | 2006                   |
|---|----------|-------------|------------------------|
| ASSETS  |          | Rupees      | Rupees                 |
| Current assets  |          |             |                        |
| Cash and bank balances                                | 3        | 40,429,392  | 15,467,646             |
| Short term investment                                 | 4        | 716,500     | 1,146,400              |
| Finances under musharika arrangements                 | 5        | 45,000,000  | 46,500,000             |
| Finances under morabaha arrangements                  | 6        | 74,168,500  | 69,343,440             |
| Lease rentals receivable                              | 7        | 5,505,535   | 1,847,096              |
| Advances, deposits, prepayments and other receivables | 8        | 33,227,290  | 52,826,711             |
| Current maturities of long term investments           | 9        | 4,393,670   | 4,393,670              |
|   |          | 203,440,887 | 191,524,963            |
| Non current assets                                    |          | 200,110,007 | 1,1,021,000            |
| Long term investments                                 | 9        | 20,158,153  | 24,551,823             |
| Deferred cost   | 10       |             | 332,952                |
| Investment properties                                 | 11       | 95,597,324  | 116,493,232            |
| Cards and rooms                                       | 12       | 23,177,950  | 23,177,950             |
| Fixed assets  | 13       | 158,927,605 | 221,392,153            |
|   |          | 297,861,032 | 385,948,110            |
| Total assets  |          | 501,301,919 | 577,473,073            |
|   |          |             |                        |
| LIABILITIES   |          |             |                        |
| Current liabilities                                   |          | I           |                        |
| Finances under musharika arrangements                 | 14       | 30,000,000  | 10,000,000             |
| Creditors, accrued and other liabilities              | 15       | 48,658,701  | 106,207,907            |
| Current maturities of non-current liabilities         | 15<br>16 |             |                        |
| Current maturities of non-current natinities          | 10       | 21,897,977  | 47,104,713 163,312,620 |
| Long term and deferred liabilities                    |          | 100,556,678 | 105,512,020            |
| Security deposits from lessees                        | 17       | 34,415,130  | 45,853,013             |
| Refinance facility                                    | 17       | 17,006,817  | 25,384,300             |
| Finances under morabaha arrangements                  | 18<br>19 | 17,000,017  | 25,584,500             |
| Employee benefits                                     | 19<br>20 | 599,144     | 562,960                |
| Employee benefits                                     | 20       | 52,021,091  | 71,800,273             |
| Total liabilities                                     |          | 152,577,769 | 235,112,893            |
|   |          |             |                        |
| Net assets  |          | 348,724,150 | 342,360,180            |
| Financed by   |          |             |                        |
| Certificate capital                                   | 21       | 264,138,040 | 264,138,040            |
| Reserves  | 22       | 84,586,110  | 78,222,140             |
| Contingencies and commitments                         | 23       | -           | -                      |
|   |          | 348,724,150 | 342,360,180            |

The annexed notes 1 to 40 form an integral part of these financial statements.

| Chief Executive             | Director                    | Director                    |
|-----------------------------|-----------------------------|-----------------------------|
| Fidelity Capital Management | Fidelity Capital Management | Fidelity Capital Management |
| (Private) Limited           | (Private) Limited           | (Private) Limited           |

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## **PROFIT AND LOSS ACCOUNTS** FOR THE YEAR ENDED 30 JUNE 2007

|  | Note | 2007        | 2006        |
|--|------|-------------|-------------|
|  |      | Rupees      | Rupees      |
| Income   |      |             |             |
| Lease rentals  |      | 64,071,855  | 104,559,647 |
| Profit on morabaha/musharika finances                      |      | 6,945,930   | 6,345,448   |
| Return on investments                                      | 24   | 2,632,381   | 5,141,998   |
| Brokerage commission                                       |      | 8,352,515   | 18,214,652  |
| Other income   | 25   | 2,369,428   | (1,065,512) |
| Profit/(loss) on operations of ISP Division                | 26   | (1,756,305) | (2,335,894) |
|  |      | 82,615,804  | 130,860,339 |
| Expenses   |      |             |             |
| Amortization of assets leased out                          |      | 44,397,436  | 64,128,914  |
| Administrative and general expenses                        | 27   | 22,105,732  | 23,878,416  |
| Stock exchange and CDC charges                             |      | 1,054,485   | 2,480,699   |
| Financial and other charges                                | 28   | 5,741,861   | 7,578,625   |
|  |      | 73,299,514  | 98,066,654  |
| Operating profit before provisions and taxation            |      | 9,316,290   | 32,793,685  |
| (Provision)/reversal of provision for doubtful receivables | 34   | 27,581,126  | (571,153)   |
|  |      | 36,897,416  | 32,222,532  |
| Modaraba Company's management fee                          |      | 3,689,742   | 2,929,321   |
| Profit before taxation                                     |      | 33,207,674  | 29,293,211  |
| Taxation   | 29   | -           | 1,461,826   |
| Profit after taxation                                      |      | 33,207,674  | 27,831,385  |
| Earnings per certificate - basic and diluted               | 30   | 1.26        | 1.05        |

The annexed notes 1 to 40 form an integral part of these financial statements.

Chief Executive Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited

## **CASH FLOW STATEMENT** FOR THE YEAR ENDED 30 JUNE 2007

|   | Note | 2007         | 2006         |
|---|------|--------------|--------------|
|   |      | Rupees       | Rupees       |
| Cash flow from operating activities                                       | 20   | 22 521 022   | (2.026.660   |
| Cash generated from operations  | 38   | 32,521,932   | 62,026,669   |
| Financial charges paid  |      | (6,668,416)  | (7,749,986)  |
| Profit received on morabaha/musharika finances<br>Profit received on TFCs |      | 6,640,610    | 5,383,876    |
|   |      | 2,736,927    | 2,656,500    |
| Profit on bank deposits   |      | 1,120,662    | 140,142      |
| Return on placements  |      | -            | 2,116,437    |
| Retirement benefits paid  |      | (355,616)    | (579,100)    |
| Income tax paid   |      | (1,373,198)  | (1,356,028)  |
| Net cash generated from operating activities                              |      | 34,622,901   | 62,638,510   |
| Cash flow from investing activities                                       |      |              |              |
| Dividend received   |      | -            | 130,924      |
| Lessees security deposits   |      | (30,645,274) | 755,404      |
| Proceeds from transfer of fixed assts - Leased out                        |      | 55,087,474   | 41,940,762   |
| Fixed assets acquired - Leased out  |      | (34,411,891) | (80,299,685) |
| Investments   |      | 4,393,671    | 9,016,757    |
| Short term placements   |      | -            | 4,138,679    |
| Proceeds from sale of own assets  |      | 170,602      | 1,524,696    |
| Fixed assets acquired - Own use   |      | (3,771,100)  | (5,737,495)  |
| Investment properties acquired  |      | (3,802,500)  | (972,500)    |
| Proceeds from sale of investment properties                               |      | 23,000,000   | -            |
| Net cash generated from (used in) investing activities                    |      | 10,020,982   | (29,502,458) |
| Cash flow from financing activities                                       |      |              |              |
| Finances under musharika arrangements                                     |      | 20,000,000   | (10,000,000) |
| Finances under morabaha arrangement                                       |      | (6,666,664)  | (6,666,668)  |
| Refinance facility  |      | (7,912,550)  | (7,918,594)  |
| Profit distribution   |      | (25,102,923) | (25,461,375) |
| Net cash (used in) financing activities                                   |      | (19,682,137) | (50,046,637) |
| Net increase/(decrease) in cash and cash equivalents                      |      | 24,961,746   | (16,910,585) |
| Cash and cash equivalents at the beginning of the year                    |      | 15,467,646   | 32,378,231   |
| Cash and cash equivalents at the end of the year                          |      | 40,429,392   | 15,467,646   |

The annexed notes 1 to 40 form an integral part of these financial statements.

Chief Executive Fidelity Capital Management (Private) Limited Director Fidelity Capital Management (Private) Limited

#### **Director** Fidelity Capital Management (Private) Limited

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## **STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED 30 JUNE 2007

|  | Certificate<br>capital<br>Rupees | Capital<br>Statutory<br>Rupees | Reserve<br>Fair value<br>Rupees | Revenue reserve<br>Un-appropriated<br>profit<br>Rupees | Total<br>Rupees |
|--|----------------------------------|--------------------------------|---------------------------------|--|-----------------|
| Balance as at 30 June 2005                               | 264,138,040                      | 47,345,671                     | (2,229,886)                     | 30,577,740   | 339,831,565     |
| Net profit for the year                                  |                                  | -                              | -                               | 27,831,385   | 27,831,385      |
| Transfer to statutory reserve during the year            | -                                | 5,566,277                      | -                               | (5,566,277)  | •               |
| Profit distribution for the year ended 30 June, 05 @ 10% | -                                | -                              | -                               | (26,413,804)   | (26,413,804)    |
| Unrealized gain on available for sale investment         | -                                | -                              | 1,111,034                       | -  | 1,111,034       |
| Balance as at 30 June 2006                               | 264,138,040                      | 52,911,948                     | (1,118,852)                     | 26,429,044   | 342,360,180     |
| Net profit for the year                                  | -                                | -                              | -                               | 33,207,674   | 33,207,674      |
| Transfer to statutory reserve during the year            | -                                | 6,641,535                      | -                               | (6,641,535)  |                 |
| Profit distribution for the year ended 30 June, 06 @ 10% | -                                | -                              | -                               | (26,413,804)   | (26,413,804)    |
| Unrealized loss on available for sale investment         | -                                | -                              | (429,900)                       | -  | (429,900)       |
| Balance as at 30 June 2007                               | 264,138,040                      | 59,553,483                     | (1,548,752)                     | 26,581,379   | 348,724,150     |

The annexed notes 1 to 40 form an integral part of these financial statements.

Chief Executive Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited

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#### 1 Legal status and nature of business

First Fidelity Leasing Modaraba ("the Modaraba") was formed under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and Rules framed there under and is managed by Fidelity Capital Management (Private) Limited. The registered office of the Modaraba is situated at Crescent Standard Tower, 10-B, Block E-2, Gulberg-III, Lahore. The Modaraba commenced its business operations from 5 December 1991. The Modaraba is listed on all the stock exchanges in Pakistan.

The Modaraba is a perpetual, multipurpose and multidimensional modaraba and is primarily engaged in the business of leasing, musharika and morabaha financing, equity investment, brokerage and other related business. The Modaraba is a corporate member of the Lahore Stock Exchange (Guarantee) Limited, Islamabad Stock Exchange (Guarantee) Limited and National Commodity Exchange Limited.

#### 2 Summary of significant accounting policies

#### 2.1 Accounting convention

These financial statements have been prepared under the historical cost convention except for available for sale investments, which have been recognized at fair value and recognition of certain staff retirement benefits at present value.

#### 2.2 Statement of compliance and estimates

#### 2.2.1 Statement of compliance

These financial statements have been prepared in accordance with the requirements of the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980, the Modaraba Companies and Modaraba Rules, 1981, Prudential Regulations issued by Securities and Exchange Commission of Pakistan and directives issued by the Securities and Exchange Commission of Pakistan (SECP) 'the Modaraba Regulation' together with approved accounting standards as applicable in Pakistan to Modarabas. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) as notified under the provisions of the Companies Ordinance, 1984 and made applicable to Modarabas under 'the Modaraba Regulation'. Wherever the requirements of 'the Modaraba Regulation' differ from the requirements of these standards, the requirements of 'the Modaraba Regulation' take precedence.

Profit distribution to certificate holders is recognized as liability in the period such distribution is announced. Previously profit distribution to certificate holders was being recognised as a liability in the period to which these distributions related although approved and announced in the subsequent period.

The SECP vide Circular No. 10 of 2004 dated 13 February 2004 has deferred, till further orders, the applicability of the IAS 17 "Leases" with effect from 01 July 2003. Accordingly, this IAS has not been taken into consideration for the purposes of preparation of these financial statements.

Securities and Exchange Commission of Pakistan vide S.R.O. 865(1)/2005 dated 24 August 2005 has notified for adoption the Islamic Financial Accounting Standard 1(IFAS 1) issued by Institute of Chartered Accountants of Pakistan relating to accounting for Morabaha transactions for financial periods beginning on or after 1 January 2006. This standard has not been adopted by the Modaraba on the basis that SECP has not issued any circular for its applicability on Modarabas and the IFAS itself mentions the applicability on Financial Statement of Banks.

#### 2.2.2 Significant estimates

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying companies accounting policies. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. The areas involving a higher degree of judgments or complexity or areas where assumptions and estimates are significant to the financial statements are as follows:

| <b>a</b> ) | Useful life and residual value of fixed assets | Note 2.3  |
|------------|--|-----------|
| b)         | Defined benefit plans                          | Note 2.11 |
| <b>c</b> ) | Provisions for taxation                        | Note 2.15 |
| <b>d</b> ) | Accrued liabilities                            | Note 2.10 |
| <b>e</b> ) | Provision for doubtful debts                   |           |

#### 2.3 Fixed assets

#### Assets in own use and depreciation

These are stated at cost less accumulated depreciation and impairments, if any. Depreciation is charged using "Straight line method" so as to write off the historical cost of an asset over its estimated useful life at the following rates:

| -                      | Rate in % |
|------------------------|-----------|
| Furniture and fixture  | 10        |
| Computer and equipment | 10 - 20   |
| Motor vehicles         | 20        |

The assets residual values and useful lives are reviewed at each financial year end, and adjusted if impact on depreciation is significant.

Normal repairs and maintenance are charged to income as and when incurred. Major improvements and modifications are capitalized and the assets so replaced, if any, are retired.

Fully depreciated assets are being shown at a token value of Re. 1 each.

In respect of acquisition and disposal of an asset during the year, depreciation is charged from the month in which asset are put to use upto the month proceeding the month of disposal.

Profit or loss on disposal of operating fixed assets represented by the difference between the sale proceeds and the carrying amount of the asset is included in income.

#### Asset leased out and amortisation

Assets leased out are stated at cost less amortization. Amortization is charged to income applying the annuity method whereby the depreciable value of assets is amortized over the lease period. In respect of additions and transfers during the year, amortization is charged proportionately to the period of lease.

#### 2.4 Impairment

The carrying amounts of the Modaraba's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the assets recoverable amount is estimated and impairment losses are recognized.

#### 2.5 Cards and rooms

These are stated at cost less impairments, if any.

#### 2.6 Investment properties

Properties held to earn rentals and for capital appreciation are classified as investment properties. Investment properties are initially measured at cost, being the fair value of the consideration given. Subsequent to initial recognition, investment properties are measured at cost less accumulated depreciation and impairment, if any, except for land, which is stated at cost. Depreciation is charged on building using "Straight line method" so as to write off the historical cost of an asset over its estimated useful life at the rate of 2.5-10 percent per annum.

The assets residual values and useful lives are reviewed at each financial year end, and adjusted if impact on depreciation is significant.

Normal repairs and maintenance are charged to income as and when incurred. Major improvements and modifications are capitalized and the assets so replaced, if any, are retired.

In respect of acquisition and disposal of an asset during the year, depreciation is charged from the month in which asset are put to use upto the month proceeding the month of disposal.

Profit or loss on disposal of investment properties represented by the difference between the sale proceeds and the carrying amount of the asset is included in income.

#### 2.7 Investments

The Modaraba classifies its investments as held to maturity, available for sale or held for trading.

#### Held to maturity

Investments with fixed maturity where management has both the intent and ability to hold till maturity are classified as held to maturity.

#### Available for sale

Investments intended to be held for an indefinite period of time, which may be sold in response to need for liquidity or changes to interest rates, exchange rates or equity prices are classified as available for sale.

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

Investments that are acquired principally for the purpose of generating profit from short-term fluctuations in price or dealer's margin are classified as financial assets at fair value through profit or loss.

All "regular way" purchases and sales of listed shares are recognized on the trade date, i.e. the date, Modaraba commits to purchase/sell the asset.

All investments are initially recognized at cost, being the fair value of the consideration given. Subsequent to initial recognition, in accordance with the requirements of IAS-39; Financial Instruments: Financial assets at fair value through profit or loss and Investments Available for Sale for which active market exists, are measured at their market value while Investments Held to Maturity are stated/measured at amortized cost using the effective interest rate method.

Any surplus or deficit on revaluation of Financial assets at fair value through profit or loss are charged to income currently, while in case of Available for Sale Investments the resulting surplus/(deficit) is charged to the shareholders' equity. At the time of disposals the respective surplus or deficit is transferred to income currently.

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#### 2.8 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand and cash with banks in current and saving accounts and short term placements with financial institutions.

#### 2.9 Financial instruments

#### Financial assets

Financial assets are cash and bank balances, placements, investments, financing and other receivables. Finances and receivable from clients are stated at their nominal value as reduced by provision for doubtful finances and receivables, while other financial assets are stated at cost except for investments, which have been revalued as per accounting policy.

#### Financial liabilities

Financial liabilities are classified according to the substance of the contractual arrangement entered into. Significant financial liabilities include borrowings, trade and other payables. Mark-up based financial liabilities are recorded at gross proceeds received. Other liabilities are stated at their nominal value.

#### **Recognition and derecognition**

All the financial assets and financial liabilities are recognized at the time when the Modaraba becomes party to the contractual provisions of the instrument. Financial assets are derecognized when the Modaraba looses control of the contractual rights that comprise the financial assets. Financial liabilities are derecognized when they are extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expires. Any gain or loss on derecognition of the financial assets and financial liabilities is taken to income currently.

#### 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 Modaraba has legally enforceable right to setoff the recognized amount and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously.

#### 2.10 Provisions

Provisions are recorded when the Modaraba has a present legal or constructive obligation as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of obligation.

#### 2.11 Staff retirement benefits

#### **Employees compensated absences**

Employees of Modaraba are entitled to take privileged leave of 30 days every year. Privileged leave can be accumulated upto a maximum of 90 days. An employee is entitled to encash the accumulated privileged leave subject to a maximum of 90 days at the time of leaving the service. An employee can encash the unutilized privilege leave accrued during the year over and above the maximum permissible accumulation at the discretion of the management.

Actuarial valuation was carried out on 30 June 2007 to determine and adjust the liability on the balance sheet date. The actuary, for ascertaining the fair value of liabilities, has adopted the projected unit credit method.

Assumptions used for valuation for the scheme are as under:

 Per annum

 Discount rate
 10%

 Expected rate of increase in salary
 9%

 Average number of leaves utilized
 17 days

#### Gratuity

The Modaraba operates an approved funded gratuity scheme for its management staff. Actuarial valuation was carried out on 30 June 2007 to determine and adjust the liability on the balance sheet date. The actuary, for ascertaining the fair value of assets and liabilities, has adopted the projected unit credit method.

Per annum

Assumptions used for valuation for the scheme are as under:

| Discount rate                          | 10% |
|--|-----|
| Expected rate of return on plan assets | 9%  |
| Expected rate of increase in salary    | 9%  |

The Modaraba recognizes its actuarial gains and losses as income and expense if the net cumulative actuarial gains and losses at the end of previous reporting period exceeded the greater of:

- a) 10% of the present value of the defined benefit obligation at the date (before deducting plan assets); and
- **b**) 10% of the fair value of any plan assets at that date.

#### **Provident** fund

The Modaraba operates a recognized provident fund for all its regular employees. Equal monthly contributions are made to the fund both by the modaraba and the employees at the rate of 10% of the basic salary. The fund is administrated by the Trustees.

#### 2.12 Revenue recognition

- Lease rentals are recognized as income when lease installment becomes due over the lease period.
- Profit on morabaha and musharika finances is recognized on accrual basis.
- Revenue from ISP Division is recognized at the time of sale of internet hours.
- Return on bank deposit and placements are recognized on time proportionate basis.
- Brokerage commission is recognized when such services are provided.
- Dividend income is recognized when the right to receive payment is established.

#### 2.13 Borrowing cost

Borrowing costs are recognized as an expense in the period in which they are incurred.

#### 2.14 Deferred cost

Deferred cost is amortized over maximum period of five years.

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#### 2.15 Taxation

#### Current

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits available, rebates and exemptions, if any.

#### Deferred

Deferred tax is provided, using the balance sheet method, on all temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying amounts. Deferred tax liabilities are recognized for all taxable temporary differences. Deferred tax assets are recognized for all deductible temporary differences to the extent that it is probable that the temporary differences will reverse in the future and taxable income will be available against which the temporary differences can be utilized.

In accordance with clause (100) of Part–1 of Second Schedule of the Income Tax Ordinance, 2001, the Modaraba considers itself exempt from income tax application as it distributes 90 percent of its profit to the certificate holders and the management intends to continue to avail the tax exemption. Therefore, no provision is made for current and deferred tax during the year.

#### 2.16 Related party transactions

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The Company enters into transactions with related parties on an arm's length basis. Prices for transactions with related parties are determined using admissible valuation methods.

|                        | Note | 2007       | 2006       |
|------------------------|------|------------|------------|
|                        |      | Rupees     | Rupees     |
| Cash and bank balances |      |            |            |
| Cash in hand           |      | 193,423    | 62,122     |
| Cash at bank           |      |            |            |
| Current account        |      | 2,049,612  | 125,123    |
| Saving account         | 3.1  | 38,186,357 | 15,280,401 |
|                        |      | 40,235,969 | 15,405,524 |
|                        |      | 40,429,392 | 15,467,646 |

**3.1** Rate of return on these accounts range from 2% to 3% (2006: 1.5% to 2%) per annum.

|   |                                    | Note | 2007<br>Rupees | 2006<br>Rupees |    |
|---|------------------------------------|------|----------------|----------------|----|
| 4 | Short term investment              |      |                |                |    |
|   | Quoted shares - available for sale | 4.1  | 716,500        | 1,146,400      |    |
|   |                                    |      | Annual         | Report 2007    | 23 |

#### 4.1 Particulars of shares available for sale

|  |         | 2007        |              |
|--|---------|-------------|--------------|
|  | Shares  | Cost        | Market value |
|  | Number  | Rupees      | Rupees       |
| Hamid Textile Mills Limited                    | 573,200 | 2,265,252   | 716,500      |
| Fair value reserve                             |         | (1,548,752) | -            |
|  | =       | 716,500     | 716,500      |
|  |         | 2006        |              |
|  | Shares  | Cost        | Market value |
|  | Number  | Rupees      | Rupees       |
| Hamid Textile Mills Limited                    | 573,200 | 2,265,252   | 1,146,400    |
| Fair value reserve                             |         | (1,118,852) | -            |
|  | -       | 1,146,400   | 1,146,400    |
| All shares have face value of Rs. 10 each.     | =       |             |              |
|  | Note    | 2007        | 2006         |
|  |         | Rupees      | Rupees       |
| Finances under musharika arrangements          |         |             |              |
| Unsecured and considered good                  |         |             |              |
| Associated companies                           |         |             |              |
| International Asset Management Company Limited |         | -           | 1,500,000    |
| Others   |         |             |              |
| Crescent Standard Investment Bank Limited      | Γ       | 45,000,000  | 45,000,000   |
| Less: Provision for the year                   | 5.1     | -           | -            |
|  | -       | 45,000,000  | 45,000,000   |
|  | -       | 45,000,000  | 46,500,000   |

5.1 This represents balance receivable from erstwhile Crescent Standard Investment Bank Limited (CSIBL). CSIBL by virtue of scheme of merger between itself and Innovative Investment Bank Limited (IIBL) approved by their members and duly sanctioned by SECP now stands merged with and into IIBL - the emerging entity. The sponsors of IIBL have put in Rs. 800 million fresh equity in the bank and have pledged to pay to all of its creditors as per schedules agreed prior to merger. The sponsors of IIBL have also entered into an agreement with Crescent Group - the sponsors of erstwhile CSIBL to settle all group receivables, payables and to sell group investment in shares to them. The receivable amount of Rs 45 million was also made part of the said settlement argreement. Resultantly the Modaraba is to receive its musharika finance of Rs 45 million in the shape of assets in due course of time.

Under the Modaraba Regulation this financing is overdue by more than 365 days and a provision for doubtful financing of Rs 22.5 million is required in the current year. However, no provision has been made in these financial statements. Fidelity Capital Management (Private) Limited, the modaraba management company, however, has undertaken that any principal loss on this financing shall be borne by the management company.

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|                                       | Note | 2007        | 2006        |
|---------------------------------------|------|-------------|-------------|
|                                       |      | Rupees      | Rupees      |
| Finances under morabaha arrangements  |      |             |             |
|                                       |      |             |             |
| Secured - considered good             |      | 72,376,500  | 56,343,440  |
| Considered doubtful                   |      | 203,497,968 | 242,566,968 |
| Less: Provision for doubtful finances | 6.1  | 201,705,968 | 229,566,968 |
|                                       |      | 1,792,000   | 13,000,000  |
|                                       |      | 74,168,500  | 69,343,440  |

These represent receivables against morabaha transactions on deferred payment basis at a specified profit margin. These are secured against mortgage of properties, hypothecation and pledge of stocks, personal guarantees and demand promissory notes. Modaraba is carrying provision of Rs. 201,705,968 in respect of classified facilities. Certain recovery suits are pending adjudication in the Lahore High Court and Banking Court, which are likely to be decided in Modaraba's favour, however, due to inadequate securities, chances of any substantial recovery are slim.

|     |                                      | Note | 2007         | 2006        |
|-----|--------------------------------------|------|--------------|-------------|
|     |                                      |      | Rupees       | Rupees      |
| 6.1 | Provision for doubtful finances      |      |              |             |
|     |                                      |      |              |             |
|     | Opening balance                      |      | 229,566,968  | 237,516,968 |
|     | Charge for the year                  |      | 208,000      | -           |
|     | Less: Reversals made during the year |      | (28,069,000) | (7,950,000) |
|     | Net reversal                         |      | (27,861,000) | (7,950,000) |
|     | Closing balance                      |      | 201,705,968  | 229,566,968 |
|     |                                      |      |              |             |

#### Lease rentals receivable

| Secured, considered good                                  |     | 5,505,535                | 1,847,096                |
|---|-----|--------------------------|--------------------------|
| Considered doubtful<br>Less: Provision for doubtful debts | 7.1 | 10,891,718<br>10,891,718 | 10,913,856<br>10,913,856 |
|   |     | -                        | -                        |

#### 7.1 Provision for doubtful lease rentals receivable

| Opening balance       | 10,913,856 | 2,258,925  |
|-----------------------|------------|------------|
| Charge for the year   | 5,680      | 8,654,931  |
| Less: Reversals       | (27,818)   | -          |
| Net (reversal)/charge | (22,138)   | 8,654,931  |
| Closing balance       | 10,891,718 | 10,913,856 |

1,847,096

5,505,535

|   |  | Note | 2007       | 2006       |
|---|--|------|------------|------------|
|   |  |      | Rupees     | Rupees     |
| 8 | Advances, deposits, prepayments and                        |      |            |            |
|   | other receivables  |      |            |            |
|   | Advances to employees-considered good                      | 8.1  | 623,888    | 380,587    |
|   | Securities and deposits                                    |      | 3,036,412  | 2,538,027  |
|   | Prepayments  |      | 647,471    | 361,537    |
|   | Advance to suppliers                                       |      | -          | 270,000    |
|   | Profit on musharika and morabaha finances                  |      | 2,371,406  | 2,066,086  |
|   | Profit receivable on bank deposits                         |      | 84,060     | 48,502     |
|   | Other advances and profit receivable on deposit with court |      | 308,520    | 1,921,319  |
|   | Profit receivable on Term Finance Certificates             |      | 1,187,770  | 1,292,316  |
|   | Income tax refundable                                      |      | 3,994,304  | 2,621,106  |
|   | Receivable from clients                                    | 8.2  | 8,165,143  | 27,625,365 |
|   | Hajveri Modaraba Management Company                        |      |            |            |
|   | (Private) Limited  | 8.3  | 5,576,032  | 5,576,032  |
|   | Receivable against sale of land                            | 8.4  | 5,133,900  | 5,133,900  |
|   | Miscellaneous receivables - considered good                |      | 2,098,384  | 2,991,934  |
|   |  |      | 33,227,290 | 52,826,711 |

**8.1** The maximum aggregate amount due from staff at the end of any month during the year was Rs. 623,888 (2006: Rs. 386,801).

2007

2006

|     |  | 2007      | 2006       |
|-----|--|-----------|------------|
|     |  | Rupees    | Rupees     |
| 8.2 | Receivable from clients - secured            |           |            |
|     |  |           |            |
|     | Considered good                              | 8,165,143 | 27,625,365 |
|     | Considered doubtful                          | 2,217,424 | 1,915,412  |
|     | Less: Provision against doubtful receivables | 2,217,424 | 1,915,412  |
|     |  | -         | -          |
|     |  | 8,165,143 | 27,625,365 |
|     |  |           |            |

These comprise of receivables generated as a consequence of carrying on the business by brokerage and ISP divisions.

**8.3** This represents amount withdrawn by previous management company of First Hajveri Modaraba from time to time during prior years out of Modaraba Fund on account of remuneration in violation of section 17 and 18 of Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980. The present management has filed civil suit against the company for recovery of the amount which is pending adjudication. The Court has framed issues and has recorded evidence of Modaraba. Case has now been fixed for evidence of defendant company through Court appointed commission. The present management came in possession of 2,053,200 certificates of erstwhile First Hajveri Modaraba subsequently converted into 578,041 certificates of First Fidelity Leasing Modaraba consequent to amalgamation. The present management has prayed to the Court that these certificates be attached and sold for adjustment of claim of the Modaraba. In view of this no provision has been made in these financial statements against this receivable.

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**8.4** This represents receivable against sale of land, which was taken over by Modaraba as settlement of a morabaha facility.

|  | 2007<br>Rupees | 2006<br>Rupees |
|--|----------------|----------------|
| Long term investments                        | Kupees         | Rupees         |
| Term finance certificates - held to maturity |                |                |
| Dewan Cement Limited (DCL)                   |                |                |
| (Formerly Pakland Cement Limited) (PCL)      |                |                |
| Series "A"                                   | 12,802,520     | 15,626,128     |
| Series "B"                                   | 2,822,677      | 2,822,677      |
|  | 15,625,197     | 18,448,805     |
| Dewan Hattar Cement Limited (DHCL)           |                |                |
| (Formerly Saadi Cement Limited) (SCL)        |                |                |
| Series "A"                                   | 7,090,326      | 8,660,388      |
| Series "B"                                   | 1,836,300      | 1,836,300      |
|  | 8,926,626      | 10,496,688     |
|  | 24,551,823     | 28,945,493     |
| Less: Current maturity                       | (4,393,670)    | (4,393,670)    |
|  | 20,158,153     | 24,551,823     |
|  |                |                |

- **9.1** The Term Finance Certificates (TFCs) represent conversion of lease liabilities of former PCL and SCL under a revised second scheme of arrangement forwarded by Dewan Mushtaq Group of Companies, present owner of PCL and SCL in respect of TFCs approved by Honorable High Court of Sindh on 12 December 2004 under JM-41/200. Salient features of revised TFCs are:
  - **9.1.1** These are secured by pari passu hypothecation charge on fixed assets including leased assets transferred by lessor, pledge of shares by sponsors and associates, personal guarantees of directors.
  - **9.1.2** Series "A" TFCs carry mark-up rate of six months ASK KIBOR + 2.5% per annum. Repayment of principal and current mark-up is to be made in six monthly front loaded installments spread over a period of seven years starting January 2005 and ending July 2011.
  - **9.1.3** Series "B" TFCs being 30% of original TFCs issued under first scheme of arrangement carry zero mark-up. Repayment is to be made in six monthly installments spread over a period of two years commencing from the date of last installment of series "A" TFCs.

|    |                     | Note | 2007      | 2006      |
|----|---------------------|------|-----------|-----------|
|    |                     |      | Rupees    | Rupees    |
| 10 | Deferred cost       |      |           |           |
|    |                     |      |           |           |
|    | Opening balance     |      | 332,952   | 665,892   |
|    | Charge for the year | 27   | (332,952) | (332,940) |
|    | Closing balance     | -    | -         | 332,952   |
|    |                     | -    |           |           |

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#### 11 Investment properties

|                         |                  | Co        | st           |                  | Depreciation     |                 |                  |                        |             |
|-------------------------|------------------|-----------|--------------|------------------|------------------|-----------------|------------------|------------------------|-------------|
|                         | As at<br>01 July |           |              | As at<br>30 June | As at<br>01 July | For the<br>vear | As at<br>30 June | value as at<br>30 June | Market      |
|                         | 2006             | Additions | (Deletion)   | 2007             | 2006             | year            | 2007             | 2007                   | value       |
|                         | Rupees           | Rupees    | Rupees       | Rupees           | Rupees           | Rupees          | Rupees           | Rupees                 | Rupees      |
| Land                    | 67,517,480       | -         | (23,000,000) | 44,517,480       |                  | -               |                  | 44,517,480             | 113,518,390 |
| Building                | 48,133,818       | 3,802,500 | -            | 51,936,318       | 2,358,066        | 1,298,408       | 3,656,474        | 48,279,844             | 101,186,231 |
| Electrical installation | 4,000,000        | -         | -            | 4,000,000        | 800,000          | 400,000         | 1,200,000        | 2,800,000              | 8,090,879   |
| 2007                    | 119,651,298      | 3,802,500 | (23,000,000) | 100,453,798      | 3,158,066        | 1,698,408       | 4,856,474        | 95,597,324             | 222,795,500 |
| 2006                    | 118,678,798      | 972,500   |              | 119,651,298      | 1,579,033        | 1,579,033       | 3,158,066        | 116,493,232            | 153,592,500 |

11.1 Building includes a commercial property comprising basement, lower ground and second to sixth floors in Shafi Mansion, Montgomery Road, Lahore having covered area aggregating 27,073 sq.fts alongwith land right of 17 marlas at a total cost of Rs. 76,161,318. Modaraba has rented out this property to Telenor Pakistan (Private) Limited for 15 years at a monthly rent of Rs. 813,460 with 12% increase after every three years. This property has been mortgaged by Modaraba with International Housing Finance Limited against a refinance facility.

- 11.2 Land includes a plot of land measuring 11 kanals and 11 marlas at main canal road near Jallo at cost of Rs. 14,312,250 acquired for development of physical infrastructural project. In October 2004 the owner of an adjacent land filed a Pre-emption (Haq Shufa) suit in the Civil Court on the ground that she wanted to build houses on her 19 kanals land and the land purchased by the Modaraba, for her son and daughters. The plaintiff has shown interest in buying the land at the price the Modaraba had paid for it. The case is malafide and has been filed with the intention to capitalize the increase in prices in the area. By virtue of the suit the plaintiff has got stay on the property. Modaraba is defending the suit and management is hopeful that it will be decided in Modaraba's favour.
- 11.3 Value of land included a commercial/industrial plot measuring 10 kanals and 10 marlas situated at Main Bund Road, Lahore acquired by the Modaraba for Rs. 23,000,000 in a Court auction by MCB Bank Limited ("MCB"). The auction price was paid to the Court and sale was to be confirmed by the Court through execution of a registered sale certificate in Modaraba's favour. Prior to issuance of the registered sale certificate, judgment debtors have filed an objection to the auction in the Court challenging the decree on the basis of non service of Court notices. At the request of Modaraba pending decision on the application of the judgment debtors the amount deposited by the Modaraba was placed by the Court in a profit bearing bank account. Last year the Banking Court has set aside the decree passed against the judgment debtors. MCB the decree holder being an aggrieved party filed an appeal in the Lahore High Court for the release of Rs. 23 million alongwith profit to date. Modaraba has received an amount of Rs. 24.987 million including profit.

| Rupees     Rupees       12     Cards and rooms  |     |
|---|-----|
|   |     |
|   |     |
| Corporate membership of Lahore Stock Exchange 8,510,000 8,510,  | 00  |
| Corporate membership of Islamabad Stock Exchange 5,750,000 5,750,                                     | 00  |
| Membership of National Commodity Exchange Limited 1,010,000 1,010,                                    | 00  |
| Rooms 7,907,950 7,907,  | 50  |
| <b>23,177,950</b> 23,177,   | 50  |
| 13 Fixed assets   | _   |
| Assets leased out 13.1 124,256,253 187,630,   | 64  |
| Assets in own use 13.2 11,671,352 10,761,   | .89 |
| <b>135,927,605</b> 198,392,   | 53  |
| Work-in-progress - property in course of construction         13.3         23,000,000         23,000, | 00  |
| <b>158,927,605</b> 221,392,   | .53 |

#### 13.1 Assets leased out

|             | Cost   |  |   | Depreciation  |  | Book value   |
|-------------|--|--|---|---|--|--|
| As at       |  | As at  | As at   | For the   | As at  | as at  |
| 01 July     | Additions/   | 30 June  | 01 July   | year/(on  | 30 June  | 30 June  |
| 2006        | (transfers)  | 2007   | 2006  | transfers)  | 2007   | 2007   |
| Rupees      | Rupees   | Rupees   | Rupees  | Rupees  | Rupees   | Rupees   |
| 122,548,332 | 3,157,800  | 51,059,200   | 63,712,618  | 14,168,479  | 26,144,462   | 24,914,738   |
|             | (74,646,932)   |  |   | (51,736,635)  |  |  |
| 171,277,470 | 30,150,400   | 146,095,651  | 46,016,541  | 27,047,721  | 48,823,661   | 97,271,990   |
|             | (55,332,219)   |  |   | (24,240,601)  |  |  |
| 5,746,263   | 920,191  | 3,871,731  | 3,010,071   | 1,274,072   | 2,092,146  | 1,779,585  |
|             | (2,794,723)  |  |   | (2,191,997)   |  |  |
| 1,260,834   | 183,500  | 485,800  | 462,805   | 208,756   | 195,860  | 289,940  |
|             | (958,534)  |  |   | (475,701)   |  |  |
| 300,832,899 | 34,411,891   | 201,512,382  | 113,202,035   | 42,699,028  | 77,256,129   | 124,256,253  |
|             | (133,732,408)  |  |   | (78,644,934)  |  |  |
| 329,817,415 | 80,299,685   | 300,832,899  | 117,995,596   | 62,549,878  | 113,202,035  | 187,630,864  |
|             | (109,284,201)  |  |   | (67,343,439)  |  |  |
|             | 01 July<br>2006<br>Rupees<br>122,548,332<br>171,277,470<br>5,746,263<br>1,260,834<br>300,832,899 | As at         Additions/           01 July         Additions/           2006         (transfers)           Rupees         Rupees           122,548,332         3,157,800           (74,646,932)         (74,646,932)           171,277,470         30,150,400           (55,332,219)         5,746,263           5,746,263         920,191           (2,794,723)         1,260,834           1,260,834         183,500           (958,534)         300,832,899           34,411,891         (133,732,408)           329,817,415         80,299,685 | As at         As at           01 July         Additions/         30 June           2006         (transfers)         2007           Rupees         Rupees         Rupees           122,548,332         3,157,800         51,059,200           (74,646,932)         (74,646,932)           171,277,470         30,150,400         146,095,651           (55,332,219)         5,746,263         920,191         3,871,731           (2,794,723)         1,260,834         183,500         485,800           (958,534)         201,512,382         (133,732,408)         201,512,382           (133,732,408)         300,832,899         34,411,891         201,512,382           329,817,415         80,299,685         300,832,899         30,832,899 | As at         As at         As at           01 July         Additions/         30 June         01 July           2006         (transfers)         2007         2006           Rupees         Rupees         Rupees         Rupees           122,548,332         3,157,800         51,059,200         63,712,618           (74,646,932)         (74,646,932)         146,095,651         46,016,541           (55,332,219)         5,746,263         920,191         3,871,731         3,010,071           (2,794,723)         1,260,834         183,500         485,800         462,805           (958,534)         201,512,382         113,202,035         (133,732,408)           300,832,899         34,411,891         201,512,382         117,995,596           329,817,415         80,299,685         300,832,899         117,995,596 | As at         As at         For the           01 July         Additions/         30 June         01 July         year/(on           2006         (transfers)         2007         2006         transfers)           Rupees         Rupees         Rupees         Rupees         Rupees           122,548,332         3,157,800         51,059,200         63,712,618         14,168,479           (74,646,932)         (51,736,635)         171,277,470         30,150,400         146,095,651         46,016,541         27,047,721           (55,332,219)         (24,240,601)         3,871,731         3,010,071         1,274,072           (2,794,723)         (2,191,997)         1,260,834         183,500         485,800         462,805         208,756           (958,534)         (475,701)         300,832,899         34,411,891         201,512,382         113,202,035         42,699,028           (133,732,408)         (133,732,408)         (78,644,934)         (78,644,934)         329,817,415         80,299,685         300,832,899         117,995,596         62,549,878 | As at         As at         As at         For the         As at           01 July         Additions/         30 June         01 July         year/(on         30 June           2006         (transfers)         2007         2006         transfers)         2007           Rupees         Rupees         Rupees         Rupees         Rupees         Rupees         Rupees           122,548,332         3,157,800         51,059,200         63,712,618         14,168,479         26,144,462           (74,646,932)         (51,736,635)         (51,736,635)         171,277,470         30,150,400         146,095,651         46,016,541         27,047,721         48,823,661           (55,332,219)         (24,240,601)         (24,240,601)         (24,240,601)         1,274,072         2,092,146           (2,794,723)         (2,191,997)         1,260,834         183,500         485,800         462,805         208,756         195,860           (958,534)         (475,701)         (475,701)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78,644,934)         (78, |

13.1.1 Transfers represent the assets disposed through negotiation after expiry/termination of leases. However, in view of large number of disposals, detail of each disposal has not been given.

#### 13.2 Assets in own use

|                         |            | Cost Depreciation |            | Book value |            |            |            |
|-------------------------|------------|-------------------|------------|------------|------------|------------|------------|
|                         | As at      |                   | As at      | As at      | For the    | As at      | as at      |
|                         | 01 July    | Additions         | 30 June    | 01 July    | year/(on   | 30 June    | 30 June    |
|                         | 2006       | (deletions)       | 2007       | 2006       | deletions) | 2007       | 2007       |
|                         | Rupees     | Rupees            | Rupees     | Rupees     | Rupees     | Rupees     | Rupees     |
| Vehicles                | 3,195,300  | 3,366,650         | 6,136,950  | 1,799,860  | 1,082,813  | 2,457,673  | 3,679,277  |
|                         |            | (425,000)         |            |            | (425,000)  |            |            |
| Computer and equipments | 13,542,564 | 404,450           | 13,931,414 | 5,411,927  | 1,572,445  | 6,979,916  | 6,951,498  |
|                         |            | (15,600)          |            |            | (4,456)    |            |            |
| Furniture and fixtures  | 1,946,352  | -                 | 1,946,352  | 711,140    | 194,635    | 905,775    | 1,040,577  |
|                         |            | -                 |            |            | -          |            |            |
| 2007                    | 18,684,216 | 3,771,100         | 22,014,716 | 7,922,927  | 2,849,893  | 10,343,364 | 11,671,352 |
|                         |            | (440,600)         |            |            | (429,456)  |            |            |
| 2006                    | 19,456,391 | 1,237,495         | 18,684,216 | 5,714,665  | 2,784,274  | 7,922,927  | 10,761,289 |
|                         |            | (2,009,670)       |            |            | (576,012)  |            |            |
|                         |            |                   |            |            |            |            |            |

**13.2.1** Detail of operating fixed assets disposed off during the year are as follows:

|              |         | Accumulated  | Book   | Sale     | Gain/   | Mode of       |                     |
|--------------|---------|--------------|--------|----------|---------|---------------|---------------------|
|              | Cost    | depreciation | value  | proceeds | (loss)  | disposal      | Sold/transferred to |
| -            | Rupees  | Rupees       | Rupees | Rupees   | Rupees  |               |                     |
|              |         |              |        |          |         |               |                     |
| Vehicles     |         |              |        |          |         |               |                     |
| Suzuki Alto  | 425,000 | 425,000      | -      | 169,402  | 169,402 | As per policy | Mr. Ijaz Fazal      |
| Equipments   |         |              |        |          |         |               |                     |
| Mobile Phone | 7,600   | 2,723        | 4,877  | 1,200    | (3,677) | Negotiation   | Mr. Naseer Ahmed    |
| Mobile Phone | 8,000   | 1,733        | 6,267  | -        | (6,267) | Lost          |                     |

13.3 This represents advance paid to Rehman Construction Company under a Memorandum of Understanding (MOU) for construction of four villas in a project known as "Murree Holiday Resorts" at a value of Rs 5 million each. The project is likely to be completed by June 2008.

#### 14 Finances under musharika arrangements

15

16

These represent unsecured finances obtained from financial institutions, companies and other persons under musharika arrangements on profit and loss sharing basis repayable within one year. The estimated share of profit payable on these finances ranges from 8% to 12% per annum.

|   | Note | 2007       | 2006        |
|---|------|------------|-------------|
|   |      | Rupees     | Rupees      |
| Creditors, accrued and other liabilities      |      |            |             |
| Accrued financial charges                     |      | 29,589     | 956,144     |
| Lease rentals received in advance             |      | 267,652    | 437,411     |
| Management fee payable                        |      | 3,689,742  | 2,929,321   |
| Due to customers                              |      | 22,971,783 | 55,936,779  |
| Fidelity Capital Management (Private) Limited | 15.1 | 5,773,270  | 29,672,316  |
| Accrued and other payables                    |      | 2,945,340  | 4,605,492   |
| Provision for Income Tax                      |      | 305,659    | 305,659     |
| Unclaimed profit distribution                 |      | 12,675,666 | 11,364,785  |
|   |      | 48,658,701 | 106,207,907 |
|   |      |            |             |

**15.1** This represents interest free advance from Modaraba Management Company. The maximum outstanding balance at the end of any month during the year was Rs. 34,138,090 (2006: Rs.29,807,767).

|   | Note | 2007       | 2006       |
|---|------|------------|------------|
|   |      | Rupees     | Rupees     |
| 6 Current maturities of non-current liabilities |      |            |            |
| Security deposits from lessees                  | 17   | 12,487,969 | 31,695,360 |
| Refinance facility                              | 18   | 9,207,622  | 8,742,689  |
| Finances under morabaha arrangements            | 19   | -          | 6,666,664  |
| Employee benefits                               | 20.2 | 202,386    | -          |
|   |      | 21,897,977 | 47,104,713 |

#### 17 Security deposits from lessees

| Long term security deposits from lessees |    | 46,903,099 | 77,548,373 |
|--|----|------------|------------|
| Less: Current portion                    | 16 | 12,487,969 | 31,695,360 |
|  | -  | 34,415,130 | 45,853,013 |
|  | =  |            |            |

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|    |                            | Note | 2007       | 2006       |
|----|----------------------------|------|------------|------------|
|    |                            |      | Rupees     | Rupees     |
| 18 | Refinance facility         |      |            |            |
|    |                            |      |            |            |
|    | Refinance facility-Secured |      | 26,214,439 | 34,126,989 |
|    | Less: Current maturity     | 16   | 9,207,622  | 8,742,689  |
|    |                            |      | 17,006,817 | 25,384,300 |
|    |                            |      |            |            |

This represents refinance facility obtained from International Housing Finance Limited against property owned by the Modaraba. The facility is payable in 60 equal monthly installments ending 31 December 2009 with expected markup rate of 10% p.a up to 31 December 2005 and thereafter, 6 months KIBOR+6% per annum.

|    |  | Note | 2007   | 2006      |
|----|--|------|--------|-----------|
|    |  |      | Rupees | Rupees    |
| 19 | Finances under morabaha arrangements         |      |        |           |
|    |  |      |        |           |
|    | Finances under morabaha arrangements-secured |      | -      | 6,666,664 |
|    | Less: Current maturity                       | 16   | -      | 6,666,664 |
|    |  |      | -      | -         |

This represents finance obtained from a financial institution under morabaha arrangement whereby purchase price of morabaha goods was payable in equal quarterly installments over a period of three years on an expected profit margin of 6 months KIBOR+5% p.a. The finance was secured against hypothecation of specific leased out assets.

|    |                   | Note | 2007<br>Rupees | 2006<br>Rupees |
|----|-------------------|------|----------------|----------------|
| 20 | Employee benefits |      |                |                |
|    | Staff gratuity    | 20.1 | 234,203        | 355,616        |
|    | Leave encashment  | 20.2 | 364,941        | 207,344        |
|    |                   |      | 599,144        | 562,960        |

#### 20.1 Staff gratuity-net

The amounts recognised in the balance sheet are as follows:

| Present value of defined benefit obligation | 1,110,981 | 825,782   |
|---|-----------|-----------|
| Less fair value of plan assets              | (778,520) | (415,214) |
| Unrecognised actuarial (losses)/gains       | (98,258)  | (54,952)  |
|   | 234,203   | 355,616   |

|            |  | 2007      | 2006          |
|------------|--|-----------|---------------|
|            |  | Rupees    | Rupees        |
| a)         | Change in present value of net staff gratuity                        |           |               |
|            | Liability as at 01 July  | 355,616   | 146,999       |
|            | Charge for the year  | 234,203   | 355,616       |
|            | Contributions during the period                                      | (355,616) | (146,999)     |
|            | Liability as at 30 June  | 234,203   | 355,616       |
| b)         | Movement in liability for defined benefit obligation                 |           |               |
|            | Present value of defined benefit obligation as at 01 July            | 825,782   | 723,485       |
|            | Current service cost   | 197,252   | 175,790       |
|            | Interest cost  | 74,320    | 65,114        |
|            | Benefits paid during the period                                      | -         | (312,177)     |
|            | Loss on PVDBO due to settlements                                     | -         | 166,506       |
|            | Actuarial (gain)/loss on present value of defined benefit obligation | 13,627    | 7,064         |
|            | Present value of defined benefit obligation as at 30 June            | 1,110,981 | 825,782       |
| c)         | Movement in fair value of plan assets                                |           |               |
|            | Fair value of plan assets as at 01 July                              | 415,214   | 575,491       |
|            | Expected return on plan assets                                       | 37,369    | 51,794        |
|            | Contributions during the year  | 355,616   | 146,999       |
|            | Benefits paid during the year  | -         | (312,177)     |
|            | Actuarial gain/(loss) on plan assets                                 | (29,679)  | (46,893)      |
|            | Fair value of plan assets as at 30 June                              | 778,520   | 415,214       |
| d)         | Actual return on plan assets   | 7,690     | 4,901         |
| e)         | Plan assets consist of the following:                                |           |               |
|            | Debt instruments   | 700,000   | -             |
|            | Cash at Bank   | 78,520    | 415,214       |
|            |  | 778,520   | 415,214       |
| <i>f</i> ) | Movement in actuarial losses   |           |               |
|            | Un recognised actuarial losses as at 01 July                         | (54,952)  | (995)         |
|            | Actuarial losses arising during the year                             | (43,306)  | (53,957)      |
|            | Un recognised actuarial losses as 30 June                            | (98,258)  | (54,952)      |
|            |  | Δρουσ     | I Report 2007 |

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| g) | Charge for the year              | 2007<br>Rupees | 2006<br>Rupees |
|----|----------------------------------|----------------|----------------|
|    | Current service cost             | 197,252        | 175,790        |
|    | Interest cost                    | 74,320         | 65,114         |
|    | Loss on PVDBO due to settlements | -              | 166,506        |
|    | Expected return on plan assets   | (37,369)       | (51,794)       |
|    |                                  | 234,203        | 355,616        |

#### h) Historical Information

| _                           | 2007      | 2006      | 2005      | 2004      | 2003    |
|-----------------------------|-----------|-----------|-----------|-----------|---------|
|                             | Rupees    | Rupees    | Rupees    | Rupees    | Rupees  |
| Present value of defined    |           |           |           |           |         |
| benefit obligation          | 1,110,981 | 825,782   | 723,485   | 544,320   | 527,390 |
| Present value of defined    |           |           |           |           |         |
| benefit assets              | (778,520) | (415,214) | (575,491) | N/A       | N/A     |
| Deficit in the plan         | 332,461   | 410,568   | 147,994   | 544,320   | 527,390 |
| Experience adjustment       |           |           |           |           |         |
| arising on plan liabilities | 13,627    | 7,064     | 46,478    | (109,899) | 42,064  |
| Experience adjustment       |           |           |           |           |         |
| arising on plan assets      | (29,687)  | (46,893)  | (21,395)  | N/A       | N/A     |

*i*) Assumptions used for valuation of the defined benefit schemes for management and non-management staff are as under:

|  | Per annum |          |
|--|-----------|----------|
|  | 2007      | 2006     |
| Discount rate  | 10%       | 9%       |
| Expected rate of increase in salary                      | 9%        | 8%       |
| Average expected remaining working life time of employee | 15 years  | 14 years |

*j*) The Company expects to pay Rs. 243,059 in contributions to defined benefit plan in 2008.

| 20.2 | Leave encashment        | 2007<br>Rupees | 2006<br>Rupees |
|------|-------------------------|----------------|----------------|
|      | Opening balance         | 207,344        | 228,837        |
|      | Expenses recognized     | 359,983        | 410,608        |
|      | Payments made           | -              | (432,101)      |
|      |                         | 567,327        | 207,344        |
|      | Payable within one year | (202,386)      | -              |
|      | Closing balance         | 364,941        | 207,344        |
|      |                         |                |                |

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|    |  |   |                  |         | 2007      | 2006      |
|----|--|---|------------------|---------|-----------|-----------|
|    |  |   |                  |         | Rupees    | Rupees    |
| a) | Movement in liability for dej          | fined benefit ol  | bligation        |         |           |           |
|    | Present value of defined bene          | efit obligation a   | is at 01 July    |         | 207,344   | 228,837   |
|    | Current service cost                   |   |                  |         | 248,631   | 215,885   |
|    | Interest cost                          |   |                  |         | 18,661    | 20,595    |
|    | Increase in PVDBO due to se            | ettlement   |                  |         | -         | 167,396   |
|    | Benefits paid during the peri-         | bd  |                  |         | -         | (432,101) |
|    | Payable within one year                |   |                  |         | (202,386) | -         |
|    | Actuarial (gain)/loss on pres          | ent value of de   | fined benefit ob | igation | 92,691    | 6,732     |
|    | Present value of defined be            | Present value of defined benefit obligation as at 30 June |                  |         |           | 207,344   |
| b) | Charge for the year                    |   |                  |         |           |           |
|    | Current service cost                   |   |                  |         | 248,631   | 215,885   |
|    | Interest cost                          |   |                  |         | 18,661    | 20,595    |
|    | Increase in PVDBO due to se            | ettlement   |                  |         | -         | 167,396   |
|    | Actuarial losses charge                |   |                  |         | 92,691    | 6,732     |
|    |  |   |                  | -       | 359,983   | 410,608   |
| c) | Historical information                 |   |                  |         |           |           |
|    |  | 2007  | 2006             | 2005    | 2004      | 2003      |
|    | -                                      | Rupees  | Rupees           | Rupees  | Rupees    | Rupees    |
|    | Present value of defined               |   |                  |         |           |           |
|    | benefit obligation                     | 364,941   | 207,344          | 228,837 | 144,077   | 150,659   |
|    | Experience adjustment                  |   |                  |         |           |           |
|    | arising on plan liabilities            | 92,691  | 6,732            | 37,087  | (55,548)  | (7,307)   |
|    |  |   |                  |         | Per annum |           |
|    |  |   |                  | -       | 2007      | 2006      |
|    | Discount rate                          |   |                  |         | 10%       | 9%        |
|    | Expected rate of increase in salary 9% |   |                  |         | 8%        |           |
|    | Average Number of Leaves U             | -   | um               |         | 15 days   | 19 days   |

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|   | 2007        | 2006        |
|---|-------------|-------------|
|   | Rupees      | Rupees      |
| Certificate capital                                     |             |             |
| Authorized certificate capital                          |             |             |
| 62,500,000 modaraba certificates of Rs.10 each.         | 625,000,000 | 625,000,000 |
|   |             |             |
| Issued, subscribed and paid-up certificate capital      |             |             |
| 16,656,491 modaraba certificates of Rs 10 each          |             |             |
| fully paid up in cash                                   | 166,564,910 | 166,564,910 |
| 3,976,908 modaraba certificates of Rs 10 each           |             |             |
| issued as fully paid bonus certificates                 | 39,769,080  | 39,769,080  |
| 5,780,405 modaraba certificates of Rs 10 each           |             |             |
| issued to certificate holders of First Hajveri Modaraba |             |             |
| in accordance with the Scheme of Amalgamation           | 57,804,050  | 57,804,050  |
|   | 264,138,040 | 264,138,040 |

Fidelity Capital Management (Private) Limited, management company, holds 5,820,614 (2006: 5,707,614) modaraba certificates in the Modaraba.

|                          | Note | 2007        | 2006        |
|--------------------------|------|-------------|-------------|
|                          |      | Rupees      | Rupees      |
| Reserves                 |      |             |             |
| Capital reserve          |      |             |             |
| Statutory reserve        | 22.1 | 59,553,483  | 52,911,948  |
| Fair value reserve - net |      | (1,548,752) | (1,118,852) |
| Revenue reserve          |      |             |             |
| Unappropriated profits   |      | 26,581,379  | 26,429,044  |
|                          |      | 84,586,110  | 78,222,140  |

**22.1** This represents special reserve created in compliance with the Prudential Regulations for Modarabas issued by Securities and Exchange Commission of Pakistan.

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#### 23 Contingencies and commitments

#### Contingencies

**23.1** In the case of erstwhile First Hajveri Modaraba (FHM), merged in the Modaraba, the Taxation Officer disallowed provisions against Morabaha Finances at Rs. 182.208 million, and also made some other add backs at Rs. 47.579 million in the assessment year 2001-02. Resultantly tax demand of Rs. 12.631 million was raised. The add backs were contested before Commissioner of Income Tax (Appeals) [CIT (A)] who upheld order of Taxation Officer. The Modaraba is in appeal before Income Tax Appellate Tribunal (ITAT) and the management is of the considered opinion that the demand will be reversed by the ITAT on the basis of factual positions as well as law on the subject. Consequently no provision is made in the accounts for this tax.

|    |   | 2007        | 2006        |
|----|---|-------------|-------------|
|    |   | Rupees      | Rupees      |
| 24 | Return on investments                           |             |             |
|    | Dividend income                                 |             | 130,924     |
|    | Return on placements                            | -           | 2,116,437   |
|    | Return on term finance certificates             | 2,632,381   | 2,894,637   |
|    |   | 2,632,381   | 5,141,998   |
| 25 | Other income                                    |             |             |
|    | Return on bank deposits                         | 1,156,220   | 140,142     |
|    | Fees, commission and other charges              | 1,033,998   | 3,267,191   |
|    | Return on advances to employees                 | 19,752      | 14,054      |
|    | Share of profit of Crescent Leasing Corporation |             |             |
|    | Limited in brokerage division                   | -           | (4,577,937) |
|    | Gain on sale of fixed assets                    | 159,458     | 91,038      |
|    |   | 2,369,428   | (1,065,512) |
| 26 | Loss on operations of ISP Division              |             |             |
|    | Net sales                                       | 6,750,115   | 6,790,650   |
|    | Direct costs                                    | (6,927,706) | (7,170,783) |
|    | Gross loss                                      | (177,591)   | (380,133)   |
|    | Operating expenses                              | (1,618,565) | (2,520,604) |
|    | Operating loss                                  | (1,796,156) | (2,900,737) |
|    | Other income                                    | 39,851      | 564,843     |
|    | Loss for the year                               | (1,756,305) | (2,335,894) |

|    |  |      | 2007       | 2006       |
|----|--|------|------------|------------|
|    |  |      | Rupees     | Rupees     |
| 27 | Administrative and general expenses          |      |            |            |
|    |  |      |            |            |
|    | Salaries, wages and other benefits           | 27.1 | 10,947,882 | 12,420,337 |
|    | Legal and professional                       |      | 944,500    | 855,500    |
|    | Printing and stationery                      |      | 940,482    | 1,252,156  |
|    | Travelling, conveyance and vehicles' running |      | 946,335    | 866,452    |
|    | Insurance                                    |      | 588,481    | 626,769    |
|    | Fee, subscription and taxes                  |      | 635,423    | 558,392    |
|    | Auditors' remuneration                       | 27.2 | 286,500    | 246,000    |
|    | Rent and taxes                               |      | 831,878    | 944,479    |
|    | Repair and maintenance                       |      | 393,519    | 451,885    |
|    | Electricity, water and gas                   |      | 427,778    | 400,210    |
|    | Entertainment                                |      | 286,129    | 305,180    |
|    | Zakat  |      | 5,150      | 2,111      |
|    | Advertisement                                |      | 111,258    | 89,340     |
|    | Telephone and postage                        |      | 1,301,066  | 1,214,066  |
|    | Donation                                     | 27.3 | -          | 114,500    |
|    | Depreciation on fixed assets                 | 13.2 | 2,849,893  | 2,784,274  |
|    | Amortization of deferred cost                | 10   | 332,952    | 332,940    |
|    | Miscellaneous                                |      | 276,506    | 413,825    |
|    |  |      | 22,105,732 | 23,878,416 |
|    |  |      |            |            |

27.1 Salaries and other benefits include Rs. 234,203 (2006: Rs. 355,616) in respect of gratuity and Rs. 508,839 (2006: Rs. 452,032) on account of provident fund contribution.

| 27.2 | Auditors' remuneration         | 2007<br>Rupees | 2006<br>Rupees |
|------|--------------------------------|----------------|----------------|
|      | Audit fee                      | 120,000        | 110,000        |
|      | Review of half yearly accounts | 80,000         | 66,000         |
|      | Certifications                 | 80,500         | 65,000         |
|      | Out of pocket expenses         | 6,000          | 5,000          |
|      |                                | 286,500        | 246,000        |

**27.3** None of the Directors of the Modaraba Company or any of their spouses have any interest in or are otherwise associated with any of the recipients of donations made by the Modaraba.

|  |   | 2007   | 2006   |
|--|---|--|--|
|  |   | Rupees   | Rupees   |
| Financial and other charges                      |   |  |  |
| Return on morabaha/musharika finances            |   | 5,689,012  | 7,464,102  |
| Bank and other charges                           |   | 52,849   | 86,772   |
| Loss on sale of investment                       |   | -  | 27,751   |
|  | -   | 5,741,861  | 7,578,625  |
|  | =   |  |  |
| Taxation   |   |  |  |
| Descurrenting for anomal                         |   |  | 1 461 926  |
| Presumptive tax – current                        | =   | -  | 1,461,826  |
|  |   | 2007   | 2006   |
| Earnings per certificate-basic and diluted       |   | _007   | 2000   |
| Profit for the year after taxation               | Rupees  | 33,207,674   | 27,831,385   |
| Weighted average number of ordinary certificates | Numbers   | 26,413,804   | 26,413,804   |
| Earnings per certificate                         | =<br>Rupees   | 1.26   | 1.05   |
|  | Bank and other charges<br>Loss on sale of investment<br><b>Taxation</b><br>Presumptive tax – current<br><b>Earnings per certificate-basic and diluted</b><br>Profit for the year after taxation<br>Weighted average number of ordinary certificates | Return on morabaha/musharika finances<br>Bank and other charges<br>Loss on sale of investment<br>Taxation<br>Presumptive tax – current<br>Earnings per certificate-basic and diluted<br>Profit for the year after taxation<br>Rupees<br>Weighted average number of ordinary certificates | Financial and other charges       Rupees         Return on morabaha/musharika finances       5,689,012         Bank and other charges       52,849         Loss on sale of investment       -         5,741,861       -         Taxation       -         Presumptive tax – current       -         2007       -         Earnings per certificate-basic and diluted       -         Profit for the year after taxation       Rupees         Weighted average number of ordinary certificates       Numbers         26,413,804       - |

**30.1** There is no dilution in earning per certificate as the Modaraba has not issued any instrument which would have an impact on its earnings per certificate.

#### 31 Future lease rental receivable

Aggregate amount of future lease rentals receivable on the basis of agreements executed upto 30 June 2007, approximate to Rs. 99,424,115 (2006: Rs. 104,337,143). The amount of future lease rentals receivable and period during which they fall due are:

|                                    | 2007       | 2006       |
|------------------------------------|------------|------------|
|                                    | Rupees     | Rupees     |
|                                    |            |            |
| Upto one year                      | 39,824,804 | 50,537,912 |
| Above one year and upto five years | 59,599,311 | 53,799,231 |

#### 32 Transactions with related parties

The related parties and associated undertakings comprise of associated companies, Modaraba Company, directors and key management personnel. Transactions with related parties and associated undertakings other than remuneration and benefits to key management personnel under the term of employment are as follows:

| Associated companies              | 2007      | 2006      |
|-----------------------------------|-----------|-----------|
|                                   | Rupees    | Rupees    |
| Transactions during the year      |           |           |
| Musharika finances received       | 1,500,000 | 1,000,000 |
| Modaraba Company's management fee | 3,689,742 | 2,929,321 |

|    |  |            | 2007    |            |  |
|----|--|------------|---------|------------|--|
|    |  | Officers   | Other   | Total      |  |
|    |  | Rupees     | Rupees  | Rupees     |  |
| 33 | Remuneration of officers and other employees |            |         |            |  |
|    | Remuneration                                 | 5,621,980  | 307,566 | 5,929,546  |  |
|    | House rent                                   | 1,447,246  | 77,904  | 1,525,150  |  |
|    | Gratuity                                     | 234,203    | -       | 234,203    |  |
|    | Provident fund contribution                  | 488,066    | 20,773  | 508,839    |  |
|    | Other allowances                             | 2,647,006  | 103,138 | 2,750,144  |  |
|    |  | 10,438,501 | 509,381 | 10,947,882 |  |
|    | Number of employees at the year end          | 26         | 11      | 37         |  |

|                                     | 2006       |                |                    |
|-------------------------------------|------------|----------------|--------------------|
|                                     | Officers   | Officers Other |                    |
|                                     | Rupees     | Rupees         | Rupees             |
|                                     |            | 220 1 65       | < 11 1 <b>0</b> 00 |
| Remuneration                        | 5,775,132  | 339,167        | 6,114,299          |
| House rent                          | 1,267,241  | 65,492         | 1,332,733          |
| Gratuity                            | 355,616    | -              | 355,616            |
| Provident fund contribution         | 431,259    | 20,773         | 452,032            |
| Other allowances                    | 4,072,702  | 92,955         | 4,165,657          |
|                                     | 11,901,950 | 518,387        | 12,420,337         |
|                                     |            |                |                    |
| Number of employees at the year end | 29         | 5              | 34                 |

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|    |        |   | Note | 2007         | 2006        |
|----|--------|---|------|--------------|-------------|
| 34 |        | ment of particulars of provision against<br>-performing receivables |      | Rupees       | Rupees      |
|    | Open   | ing balance   |      | 242,396,236  | 241,825,083 |
|    | Charg  | ge for the year   |      | 612,780      | 8,654,931   |
|    | Rever  | rsed during the year  |      | (28,193,906) | (8,083,778) |
|    | Net (r | reversal)/charge for the year                                       |      | (27,581,126) | 571,153     |
|    |        |   |      | 214,815,110  | 242,396,236 |
|    | 34.1   | Break up of balance   |      |              |             |
|    |        | Provision for classified morabaha facilities                        | 6.1  | 201,705,968  | 229,566,968 |
|    |        | Provision against doubtful receivables                              | 8.2  | 2,217,424    | 1,915,412   |
|    |        | Provision against doubtful rentals                                  | 7.1  | 10,891,718   | 10,913,856  |
|    |        |   |      | 214,815,110  | 242,396,236 |
|    |        |   |      |              |             |

#### 35 Liquidity risk

Liquidity risk is the risk that the Modaraba will encounter difficulties in raising funds to meet commitments associated with financial instruments. Modaraba has diversified its funding sources and assets are managed with liquidity in mind, maintaining a healthy balance of cash and cash equivalents and readily marketable securities. The table below summarises the maturity profile of Modaraba's assets and liabilities:

|  |             | Over one    |             |             |
|--|-------------|-------------|-------------|-------------|
|  | Upto        | year to     | Over        | 2007        |
|  | one year    | five years  | five years  | Total       |
|  | Rupees      | Rupees      | Rupees      | Rupees      |
| Assets                                   |             |             |             |             |
| Fixed assets                             | 16,832,366  | 142,095,239 | -           | 158,927,605 |
| Investment properties                    | -           | -           | 95,597,324  | 95,597,324  |
| Cards and rooms                          | 7,020,000   | -           | 16,157,950  | 23,177,950  |
| Investments                              | 5,110,170   | 15,499,176  | 4,658,977   | 25,268,323  |
| Finances                                 | 105,212,500 | 13,956,000  | -           | 119,168,500 |
| Lease rental receivables                 | 5,505,535   | -           | -           | 5,505,535   |
| Advances, deposits, prepayments          |             |             |             |             |
| and other receivables                    | 30,190,878  | 3,036,412   | -           | 33,227,290  |
| Cash and bank balances                   | 40,429,392  | -           | -           | 40,429,392  |
|  | 210,300,841 | 174,586,827 | 116,414,251 | 501,301,919 |
| Liabilities                              |             |             |             |             |
| Deferred liabilities                     | 202,386     | -           | 599,144     | 801,530     |
| Refinance facility                       | 9,207,622   | 17,006,817  | -           | 26,214,439  |
| Security deposits from lessees           | 12,487,969  | 34,415,130  | -           | 46,903,099  |
| Finances under musharika arrangements    | 30,000,000  | -           | -           | 30,000,000  |
| Creditors, accrued and other liabilities | 29,904,106  | 18,754,595  | -           | 48,658,701  |
|  | 81,802,083  | 70,176,542  | 599,144     | 152,577,769 |
| Represented by:                          |             |             |             |             |
| Certificate capital and reserves         |             |             |             | 348,724,150 |

|  |             | One year    |             |             |
|--|-------------|-------------|-------------|-------------|
|  | Upto one    | and upto    | Over        | 2006        |
|  | year        | five years  | five years  | Total       |
|  | Rupees      | Rupees      | Rupees      | Rupees      |
| Assets                                   |             |             |             |             |
| Fixed assets                             | 36,889,095  | 150,748,956 | 33,754,102  | 221,392,153 |
| Investment properties                    | -           | -           | 116,493,232 | 116,493,232 |
| Cards and rooms                          | -           | -           | 23,177,950  | 23,177,950  |
| Deferred cost                            | 332,952     |             |             | 332,952     |
| Investments                              | 5,540,070   | 24,551,823  | -           | 30,091,893  |
| Finances                                 | 102,843,440 | 13,000,000  | -           | 115,843,440 |
| Lease rental receivables                 | 1,847,096   | -           | -           | 1,847,096   |
| Advances, deposits, prepayments          |             |             |             |             |
| and other receivables                    | 52,826,711  | -           | -           | 52,826,711  |
| Cash and bank balances                   | 15,467,646  | -           | -           | 15,467,646  |
|  | 215,747,010 | 188,300,779 | 173,425,284 | 577,473,073 |
| Liabilities                              |             |             |             |             |
| Deferred Liabilities                     | -           | -           | 562,960     | 562,960     |
| Refinance facility                       | 8,742,689   | 25,384,300  | -           | 34,126,989  |
| Finances under morabaha arrangements     | 6,666,664   | -           | -           | 6,666,664   |
| Security deposits from lessees           | 31,695,360  | 45,853,013  | -           | 77,548,373  |
| Finances under musharika arrangements    | 10,000,000  | -           | -           | 10,000,000  |
| Creditors, accrued and other liabilities | 95,902,248  | 10,305,659  | -           | 106,207,907 |
|  | 153,006,961 | 81,542,972  | 562,960     | 235,112,893 |
|  |             |             |             |             |

Represented by:

Certificate capital and reserves

342,360,180

#### 36 Credit risk exposure

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss. The management attempts to control credit risk through monitoring credit exposures, limiting transactions with specific counterparties, and continuous assessing of the credit worthiness of counterparties.

Concentration of credit risk arise when a number of counterparties are engaged in similar business activities, or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economic, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of a company's performance to developments affecting a particular industry.

Breakdown of credit risk exposure by class of business as at 30 June 2007 is as follows:

|                                   | Assets      | Morabaha   | Musharika  | 2007        |        |
|-----------------------------------|-------------|------------|------------|-------------|--------|
|                                   | leased out  | finance    | finance    | Total       | % age  |
| -                                 | Rupees      | Rupees     | Rupees     | Rupees      |        |
| Energy, oil and gas               | 5,248,669   | -          | -          | 5,248,669   | 2.16   |
| Engineering and engineering goods | 85,928      | -          | -          | 85,928      | 0.04   |
| Transport and communications      | 2,847,720   | -          | -          | 2,847,720   | 1.17   |
| Textiles                          | 17,006,390  | 7,362,000  | -          | 24,368,390  | 10.01  |
| Banks and financial institutions  | 304,432     | -          | 45,000,000 | 45,304,432  | 18.60  |
| Chemical and pharmaceutical       | -           | -          | -          | -           | -      |
| Legal and professional            | 11,694,891  | 30,766,500 | -          | 42,461,391  | 17.44  |
| Food and beverages                | 3,237,901   | -          | -          | 3,237,901   | 1.33   |
| Computers and IT services         | 2,699,908   | -          | -          | 2,699,908   | 1.11   |
| Electronics                       | 4,608,016   | -          |            | 4,608,016   | 1.89   |
| Individuals                       | 73,028,670  | 36,040,000 | -          | 109,068,670 | 44.81  |
| Miscellaneous                     | 3,493,728   | -          | -          | 3,493,728   | 1.44   |
| -                                 | 124,256,253 | 74,168,500 | 45,000,000 | 243,424,753 | 100.00 |

|                                  | Assets      | Morabaha   | Musharika  | 2006        |        |
|----------------------------------|-------------|------------|------------|-------------|--------|
|                                  | leased out  | finance    | finance    | Total       | % age  |
|                                  | Rupees      | Rupees     | Rupees     | Rupees      |        |
|                                  |             |            |            |             |        |
| Energy, oil and gas              | 13,261,362  | -          | -          | 13,261,362  | 4.40   |
| Engineering                      | 268,154     | -          | -          | 268,154     | 0.09   |
| Transport and communications     | 8,138,472   | -          | -          | 8,138,472   | 2.70   |
| Textiles                         | 26,651,789  | 8,420,000  | -          | 35,071,789  | 11.64  |
| Banks and financial institutions | 530,304     | -          | 46,500,000 | 47,030,304  | 15.61  |
| Chemical and pharmaceutical      | 24,269,163  | -          | -          | 24,269,163  | 8.06   |
| Legal and professional           | 11,162,082  | -          | -          | 11,162,082  | 3.71   |
| Food and beverages               | 4,508,707   | 2,250,000  | -          | 6,758,707   | 2.24   |
| Computers and IT services        | 307,770     | -          | -          | 307,770     | 0.10   |
| Steel and steel casting          | 82,418      | -          | -          | 82,418      | 0.03   |
| Construction                     | 384,037     | 10,000,000 |            | 10,384,037  | 3.45   |
| Trading houses                   | 13,884      | -          | -          | 13,884      | -      |
| Individuals                      | 94,627,907  | 48,673,440 | -          | 143,301,347 | 46.83  |
| Miscellaneous                    | 3,424,815   | -          | -          | 3,424,815   | 1.14   |
|                                  | 187,630,864 | 69,343,440 | 46,500,000 | 303,474,304 | 100.00 |

36.1 All the credit risk exposure is on private sector and there is no exposure on Government/Public Sector.

#### 37 Profit rate risk exposure

The Modaraba's exposure to profit rate risk and effective rates on its financial assets and financial liabilities are summarized as follows:

|   |  | Profit bearing |                           |             |                           |              |
|---|--|----------------|---------------------------|-------------|---------------------------|--------------|
|   |  | Over one year  | Over                      |             |                           |              |
|   | Within one                                     | to five        | Five                      | Non profit  | 2007                      | 2006         |
|   | year   | years          | years                     | bearing     | Total                     | Total        |
|   | Rupees   | Rupees         | Rupees                    | Rupees      | Rupees                    | Rupees       |
| Financial assets                            |  |                |                           |             |                           |              |
| Investments                                 | 4,393,670                                      | 20,158,153     | -                         | 716,500     | 25,268,323                | 30,091,893   |
| Finances under musharika arrangements       | -  | -              | -                         | 45,000,000  | 45,000,000                | 46,500,000   |
| Finances under morabaha arrangements        | 39,154,000                                     | 2,456,000      | -                         | 32,558,500  | 74,168,500                | 69,343,440   |
| Advances, deposits and other receivables    | -  | -              | -                         | 33,227,290  | 33,227,290                | 54,210,525   |
| Cash and bank balances                      |  | -              | -                         | 40,429,392  | 40,429,392                | 15,493,416   |
|   | 43,547,670                                     | 22,614,153     | -                         | 151,931,682 | 218,093,505               | 215,639,274  |
| Financial liabilities                       |  |                |                           |             |                           |              |
| Refinance facility                          | 9,207,622                                      | 17,006,817     | -                         | -           | 26,214,439                | 34,126,989   |
| Finances under morabaha arrangements        | -  | -              | -                         | -           | -                         | 6,666,664    |
| Security deposits from lessees              |  | -              | -                         | 46,903,099  | 46,903,099                | 77,548,373   |
| Finances under musharika arrangements       | 30,000,000                                     | -              | -                         | -           | 30,000,000                | 10,000,000   |
| Creditors, accrued and other liabilities    |  | -              | -                         | 48,658,701  | 48,658,701                | 105,680,517  |
|   | 39,207,622                                     | 17,006,817     | -                         | 95,561,800  | 151,776,239               | 234,022,543  |
| Profit rate sensitivity gap                 | 4,340,048                                      | 5,607,336      | -                         | 56,369,882  | 66,317,266                | (18,383,269) |
| Cumulative profit rate sensitivity gap      | 4,340,048                                      | 9,947,384      | 9,947,384                 | 56,369,882  | 66,317,266                | (18,383,269) |
| <b>37.1</b> Effective profit rates          |  |                | 2007                      |             |                           | 2006         |
| Financial assets                            |  |                |                           |             |                           |              |
| Bank balances                               |  | 2 to 3 perce   | nt per annum              |             | 1.5 to 2 percent p        | er annum     |
| Finances under musharika/morab              | Finances under musharika/morabaha arrangements |                | 8 to 17 percent per annum |             | 8 to 17 percent per annum |              |
| Advances to employees                       |  | 5 percent pe   | 5 percent per annum       |             | 5 percent per annum       |              |
| Investments                                 |  |                | rcent per annum           |             | 10 to 12 percent p        | per annum    |
| Financial liabilities                       |  |                |                           |             |                           |              |
| Finances under musharika arrangements       |  | 8.00 percen    | 8.00 percent per annum    |             | 8.00 percent per annum    |              |
| Finances under morabaha arrang              | ements   | *              | 8 to 13 percent per annum |             | 8 to 13 percent per annum |              |
| Refinance facility                          |  |                | rcent per annum           |             | 10 to 14 percent p        | per annum    |
| 37.2 Fair value of financial assets and lia | bilities                                       |                |                           |             |                           |              |

The carrying value of financial assets and financial liabilities approximates their fair values as reflected in the financial statements.

|    |           |   | Note | 2007         | 2006         |
|----|-----------|---|------|--------------|--------------|
|    |           |   |      | Rupees       | Rupees       |
| 38 | Cash      | generated from operations                     |      |              |              |
|    | Profit    | before taxation                               |      | 33,207,674   | 29,293,211   |
|    | Adjus     | stment for non cash expenses and other items: |      |              |              |
|    | Prov      | vision (reversed)/charged for doubtful        |      |              |              |
|    | de        | ebts and receivables                          |      | (27,581,126) | 571,153      |
|    | Dep       | preciation/amortization                       |      | 47,247,329   | 66,913,185   |
|    | Fina      | ancial charges                                |      | 5,741,861    | 7,578,625    |
|    | Prot      | fit on morabaha/musharika finances            |      | (6,945,930)  | (6,345,448)  |
|    | Ret       | urn on term finance certificates              |      | (2,632,381)  | (2,894,637)  |
|    | Ret       | urn on bank deposits                          |      | (1,156,220)  | (140,142)    |
|    | (Ga       | in) / loss on sale of fixed assets            |      | (159,458)    | (91,038)     |
|    | Ret       | urn on placements under reverse repo          |      | -            | (2,116,437)  |
|    | Prov      | vision for retirement benefits                | 20   | 594,186      | 766,224      |
|    | Am        | ortization of deferred cost                   |      | 332,952      | 332,940      |
|    | Working c | ing capital changes                           | 38.1 | (16,126,955) | (31,840,967) |
|    |           |   |      | 32,521,932   | 62,026,669   |
|    | 38.1      | Working capital changes                       |      |              |              |
|    |           | (Increase)/decrease in operating assets       |      |              |              |
|    |           | Finances under musharika arrangements         |      | 1,500,000    | 1,000,000    |
|    |           | Finances under morabaha arrangements          |      | 23,035,940   | (27,672,980) |
|    |           | Lease rental receivables                      |      | (3,636,301)  | 562,184      |
|    |           | Advances, deposits, prepayments and           |      |              |              |
|    |           | other receivables                             |      | 20,906,939   | 58,538,429   |
|    |           |   |      | 41,806,578   | 32,427,633   |
|    |           | Increase/(decrease) in operating liabilities  |      |              |              |
|    |           | Creditors, accrued and other liabilities      |      | (57,933,533) | (64,268,600) |
|    |           |   |      | (16,126,955) | (31,840,967) |
| 39 | Profit    | t distribution                                |      |              |              |

#### 39 Profit distribution

Subsequent to the year ended 30 June 2007 the Board of Directors of the management company have declared the final profit distribution of Re. 1/- per certificate, amounting to total profit distribution of Rs. 26.414 million (2006: Re.1/-) per certificate, amount to total profit distribution of Rs. 26.414 million) in their meeting held on 8 October 2007.

#### 40 General

The financial statements of Modaraba were approved by the directors of Modaraba Management Company and authorized for issue on October 08, 2007.

Figures have been rounded off to the nearest rupee.

Corresponding figures have been re-arranged and reclassified, where necessary, for the purpose of comparison. However no significant change has been made.

Chief Executive Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited **Director** Fidelity Capital Management (Private) Limited

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## **PATTERN OF CERTIFICATEHOLDING** AS AT 30 JUNE 2007

| No. of             | Certificateholding |           | Total                |
|--------------------|--------------------|-----------|----------------------|
| Certificateholders | From               | То        | Certificates<br>held |
| 3,655              | 1                  | 100       | 148,931              |
| 2,836              | 101                | 500       | 700,840              |
| 1,063              | 501                | 1,000     | 823,350              |
| 1,298              | 1,001              | 5,000     | 2,628,620            |
| 195                | 5,001              | 10,000    | 1,424,429            |
| 82                 | 10,001             | 15,000    | 982,203              |
| 36                 | 15,001             | 20,000    | 655,531              |
| 29                 | 20,001             | 25,000    | 647,678              |
| 9                  | 25,001             | 30,000    | 246,284              |
| 7                  | 30,001             | 35,000    | 231,725              |
| 6                  | 35,001             | 40,000    | 224,102              |
| 9                  | 40,001             | 45,000    | 383,205              |
| 9                  | 45,001             | 50,000    | 437,800              |
| 3                  | 50,001             | 55,000    | 155,810              |
| 3                  | 55,001             | 60,000    | 172,619              |
| 3                  | 60,001             | 65,000    | 188,910              |
| 1                  | 65,001             | 70,000    | 69,500               |
| 1                  | 75,001             | 80,000    | 78,500               |
| 1                  | 85,001             | 90,000    | 87,950               |
| 1                  | 90,001             | 95,000    | 91,000               |
| 1                  | 95,001             | 100,000   | 100,000              |
| 1                  | 100,001            | 105,000   | 101,090              |
| 1                  | 140,001            | 145,000   | 145,000              |
| 1                  | 150,001            | 155,000   | 151,000              |
| 1                  | 195,001            | 200,000   | 200,000              |
| 1                  | 200,001            | 205,000   | 200,153              |
| 1                  | 205,001            | 210,000   | 209,000              |
| 1                  | 210,001            | 215,000   | 213,500              |
| 1                  | 215,001            | 220,000   | 216,500              |
| 2                  | 350,001            | 355,000   | 704,304              |
| 1                  | 495,001            | 500,000   | 500,000              |
| 1                  | 575,001            | 580,000   | 578,041              |
| 1                  | 1,025,001          | 1,030,000 | 1,028,078            |
| 1                  | 1,030,001          | 1,035,000 | 1,034,931            |
| 1                  | 1,055,001          | 1,060,000 | 1,059,006            |
| 1                  | 1,135,001          | 1,140,000 | 1,137,500            |
| 1                  | 2,635,001          | 2,640,000 | 2,636,100            |
| 1                  | 5,820,001          | 5,825,000 | 5,820,614            |
| 9,266              | Total              |           | 26,413,804           |

# CATEGORIES OF CERTIFICATEHOLDERS

AS AT 30 JUNE 2007

| Categories of Certificateholders  | Number of<br>Certificate held                | Percentage<br>of Total Capital |
|---|--|--------------------------------|
| Directors<br>Siyyid Tahir Nawazish (CDC)  | 24,552<br>24,552                             | 0.09                           |
| 5.2 - Associated Companies, Undertakings & Related Parties                            |  |                                |
| Fidelity Capital Management Private Limited (CDC)                                     | 5,820,614<br>5,820,614                       | 22.04<br>22.04                 |
| 5.3 - NIT & ICP (Name Wise Detail)  |  |                                |
| Investment Corporation Of Pakistan<br>National Bank of Pakistan, Trustee Deptt. (CDC) | 20,279<br><u>1,028,078</u><br>1,048,357      | 0.08<br><u>3.89</u><br>3.97    |
| 5.4 - Banks, DFI's, NBFI's  |  |                                |
| Banks, DFI's, NBFI's<br>Banks, DFI's, NBFI's (CDC)                                    | 14,183<br><u>1,117,547</u><br>1,131,730      | 0.05<br>4.23<br>4.28           |
| 5.5 - Insurance Companies   |  |                                |
| Insurance Companies<br>Insurance Companies (CDC)                                      | 40<br>1,044,179<br>1,044,219                 | 0.00<br>3.95<br>3.95           |
| 5.6 - Modaraba and Mutual Funds   |  |                                |
| Modaraba and Mutual Funds   | 358<br>358                                   | 0.00                           |
| 5.7 - Other Companies   |  |                                |
| Other Companies<br>Other Companies (CDC)  | 639,633<br>1,459,073<br>2,098,706            | 2.42<br>5.52<br>7.95           |
| 5.9 - General Public  |  |                                |
| A. Local<br>A. Local (CDC)  | 4,080,<br><u>11,164,</u><br>1 <u>5,245,2</u> | 378 42.27                      |
| Sharahaldara Mara Than 10.00%   | 26,413,8                                     | 304 100.00                     |
| Shareholders More Than 10.00%<br>Fidelity Capital Management (Private) Limited (CDC)  | 5,820,                                       | 614 22.04                      |