

ANNUAL REPORT

2013











## **Vision**

A leading customer oriented manufacturer and supplier of auto parts and components meeting world class standards.

## **Mission**

To realize vision by:

Dynamic manufacturing and marketing of good quality auto parts at competitive prices to the satisfaction of customers.

Continuously improve performance through advancement in technology and innovation, aim to generate earnings sufficient to ensure attractive return to the stakeholders.

Create ideal working environment leading to enhanced productivity, job satisfaction and provide employees opportunity for personal development.

Contribute to the national economy with a strong sense of responsibility to society and the environment.

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# **Company Information**



An inside view of AEL Factory

## **Board of Directors**

Yusuf H. Shirazi Khaleeq-ur-Rahman Khan Chairman Director

Suhail Ahmed Ali H. Shirazi Director Director

Bashir Makki Sadaqat Ali Director Chief Executive Officer

Frahim Ali Khan Danyal Ahmed Rasheed Director Company Secretary

#### **Management Committee**

Sadagat Ali

Chief Executive Officer

Shakil Ahmed

Chief Financial Officer

Mushtaq Alam

General Manager Information Technology

Mohammad Arshad Siddiqui General Manager Plant

Munzim Ahmed Vahidy

General Manager Quality Assurance

Rashid Ahmed

General Manager Supply Chain

Abdul Sattar

Head of Human Resource & Administration

Faisal Mehmood

Manager Sales & Marketing

#### **Auditors**

Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants

### **Legal Advisors**

Mohsin Tayebali & Co. Hassan & Humayun Associates HR Associates Advocate Agha Faisal Barrister at Law

#### Tax Advisor

Ernst & Young Ford Rhodes Sidat Hyder Chartered Accountants

#### **Bankers**

Bank Alfalah Limited

Faysal Bank Limited

Habib Bank Limited

Habib Metropolitan Bank Limited

MCB Bank Limited

Meezan Bank Limited

National Bank of Pakistan

Soneri Bank Limited

Standard Chartered Bank (Pakistan) Limited

Summit Bank Limited

Dubai Islamic Bank Limited

#### Registered Office and Factory

15th Mile, National Highway, Landhi, Karachi-75120 PABX: 111-111-AEL (235), Fax: 021-35011709

Email: aelkhi@atlasengineering.com.pk Website: www.atlasengineering.com.pk

### **Share Registrar**

Hameed Majeed Associates (Pvt.) Limited Karachi Chambers, Hasrat Mohani Road, Karachi

Phones: 021-32424826 & 32412754

Fax: 021-32424835

E-mail: majeed@hmaconsultants.com

#### Sales Offices

#### Lahore Office:

Salam Chambers, 1st Floor, 2-Kothalia Building

Mcleod Road, Lahore

Phones: 042-37354245 & 37227075

Fax: 042-37352724

Mobile: 0333-4642589 & 0307-4606099

#### Multan Office:

Near Capri Cinema, Azmat Wasti Road, Multan

Phone: 061-4512181

Fax: 061-4541690 & 4586280

Mobile: 0300-6302201

#### Faisalabad Office:

No. 54, Chenab Market, Madina Town, Faisalabad

Phone: 041-8549376 Mobile: 0300-7982516

#### Rawalpindi Office:

60 - Bank Road, Saddar, Rawalpindi

Phone: 051-5120495 Mobile: 0333-5129411 Notice is hereby given that the 51st Annual General Meeting of Atlas Engineering Limited will be held at 2nd Floor, Federation House, Shahrah-e-Firdousi, Clifton, Karachi on October 12, 2013 at 10:00 a.m. to transact the following business:

1. To confirm the minutes of Annual General Meeting held on October 15, 2012.

**Notice of the Annual General Meeting** 

- 2. To receive, consider and adopt the Audited Accounts of the Company together with the Directors' and Auditors' Reports for the year ended June 30, 2013.
- 3. To consider and approve cash dividend of Rs. 1.50 per share, i.e., 15% for the year ended June 30, 2013.
- 4. To appoint Auditors for the year 2013-2014 and to fix their remuneration.

#### **Special Business**

5. To consider and approve change in financial year of the company and if deemed fit pass the following resolution.

#### **RESOLVED**

"that the change in financial year of the Company from July to June to April to March with effect from the period commencing from July 1, 2013 be and is hereby approved. The financial period which commenced from July 1, 2013 will be closed on March 31, 2014 and thereafter, every financial year will commence on April 1 and will be closed on March 31."

#### **FURTHER RESOLVED**

"the Chief Executive Officer or any other person nominated by him be and is hereby authorized to complete all the legal formalities required for the change in financial year."

By order of the Board

Karachi September 11, 2013 Danyal Ahmed Rasheed Company Secretary

#### NOTES:

- i) The share transfer books of the Company will remain closed from October 06, 2013 to October 12, 2013 (both days inclusive).
- ii) A member entitled to attend and vote at the meeting shall be entitled to appoint another member as his/her proxy to attend and vote on his/her behalf. The instrument appointing a proxy must be received at the Company's Registered Office not less than 48 hours before the time of holding of the meeting.
- iii) No person shall act as proxy unless he is a member of the Company. Signature of shareholder on Proxy Application must agree with the specimen signature registered with the Company. Appropriate revenue stamp should be affixed on the Proxy Application.
- iv) For the convenience of the shareholder, a Proxy Application Form is attached with this report.
- v) Shareholders are requested to immediately notify the Registrar of any change in their addresses.
- vi) Any individual beneficial owner of the Central Depository Company of Pakistan Limited (CDC), entitled to vote at this meeting must bring his/her Computerized National Identity Card (CNIC) with him/her to prove his/her identity and in case of proxy, must enclose an attested copy of his/her CNIC. Representatives of corporate members should bring their usual documents required for such purpose.

### STATEMENT UNDER SECTION 160 (1) (B) OF THE COMPANIES ORDINANCE, 1984

The Board of Directors of the Company recommend to change the financial year of the Company from July - June to April - March with effect from the period commencing on July 1, 2013. Accordingly, if the resolution for change in the financial year is approved in the Annual General Meeting, the financial period 2013-2014 which commenced on July 1, 2013 will end on March 31, 2014. Thereafter every year, the financial period will commence on July 1 and end on March 31. The major reason for change in financial year is to align business operations with major customer whose financial year is April to March. This will help in better planning, forecasting and budgeting.

## Chairman's Review

It is my pleasure to present to you the 51st annual performance report of the Company for the period ended June 30, 2013.

#### The Economy

Despite facing numerous challenges, the Pakistan economy is showing signs of stability. The stock market touched the ever-highest level with the help of good corporate results and foreign buying which is a manifestation of the high confidence level of foreign investors. Inflation fell significantly and remained within single digit throughout the year largely due to better supply of major crops. Consequently, SBP lowered its discount rate by a cumulative 300 bps during the year under review.

The GDP growth rate for the year 2012-13 was initially targeted to be 4.3 percent; however, due to persisting energy crisis it has been revised downwards to 3.6 percent. The recent heavy rains and subsequent floods may also take a toll on the economy.

The Agriculture sector recorded a lower growth of 3.3 percent against the previous year's growth rate of 3.5 percent. However, the Large Scale Manufacturing sector grew by 2.8 percent as compared to the growth of 1.2 percent of last year. Pak Rupee (PKR) depreciated by 4.9 percent against USD during the period under review.

On external front, foreign remittances inflow witnessed growth of 5.5 percent as it reached USD 13.92 billion during the year 2012-13. Exports increased by 3.78 percent to USD 24.518 billion and imports increased by just 0.08 percent to USD 44.9 billion, translating into a trade deficit of USD 20.43 billion. The foreign exchange reserves of the country have been reduced from USD 15.88 billion a year ago to USD 11 billion as of June 2013 as a result of successive installment payments under IMF's standby arrangement. However, the agreement on new loan from IMF will ease pressure on the currency as well as the reserves of the country.

#### **Automobile Sector**

Production and sales figures of the automobile sector reflects a declining trend during the year, except jeeps and tractors that have registered a growth at 67 and 34 percent respectively as compared to the corresponding period last year. Buses and cars registered a negative growth of 9 percent and 23 percent respectively due to multiple factors viz -a -viz the amnesty scheme, import of used cars and discontinuation of Suzuki Alto and Daihatsu Cuore cars. It was expected that the new version of Suzuki Mehran Euro II may cover-up the loss due to discontinuation of Alto and Cuore, but the subdued response of the market to the new model could not match the demand of the discontinued brands.

## The Company

In the year 2012-13, the focus of your Company was only on core business activity of casting & machining of motorcycle parts and radiator to the 4 wheel industry, in which the Company has expertise. This approach was in line with the recent strategic shift and has proven to be beneficial for the Company.

Your Company grew reasonably well during the year 2012-13 due to increased sales to the motorcycle segment. As a result, the sales for the year 2012-13 was Rs. 2,358.43 million against Rs. 2,235.49 million for the corresponding period last year despite the discontinuation of diesel piston and cast iron businesses during the year under review.

Rising costs due to the impact of PKR depreciation against the USD was partially offset by reduction in import duties, cost savings due to effective Bills of Materials (BOM) management and efficient energy load management. Cost pressures were further offset by increasing productivity and improving sales; thus enabling the Company to remain competitive in the marketplace.

#### **Rent Income**

The year 2012-13 allowed the Company to venture into a new initiative of letting its idle space for rental purposes to group companies. An agreement with Atlas Metals (Pvt.) Limited and Atlas Battery Limited was signed and executed accordingly. This resulted in robust income during the year. Further, rental agreements with Atlas Hitec (Pvt.) Limited and Atlas Autos (Pvt.) Limited are also in process of preparation and registration, which will further improve the additional revenue income to the Company and also assist greatly in improving its 5S related activities.

#### **Financial Highlights**

During the year 2012-2013, the company achieved the highest turnover of Rs. 2,358.43 million against Rs. 2,235.49 million in the corresponding period of last year, an increase of 5.50 percent. Despite rupee devaluation and increase in utility charges, gross profit was recorded at Rs. 271.350 million against Rs. 223.055 million in the last corresponding period.

The operating expenses increased to Rs. 117.585 million against Rs. 99.411 million of corresponding period, which are 4.45 percent and 4.51 percent of the sales respectively. The financial charges decreased from Rs. 77.62 million to Rs 64.44 million as compared to last year. Further, the Company managed to reduce mark-up spread rates and brought the same down to less than 1.00 percent from 1.20 percent (above KIBOR).

In this perspective, the Company registered profit before tax and profit after tax for the year-end of Rs. 128.309 million and Rs. 84.325 million against Rs. 46.179 million and Rs. 37.450 million respectively from last year. Earnings per share after tax, for the year were Rs. 3.42 against Rs. 1.52 in the corresponding period of last year. Net cash from operating activities during the year ended June 30, 2013 was Rs. 195.375 million compared to Rs. 25.981 million of last year.

#### Contribution to Exchequer

During the year under review, the Company contributed an amount of Rs. 478.524 million in respect of sales tax, income tax, custom duty and various other government levies. Moreover, the Atlas Group, of which the company is a constituent member, contributed Rs. 25 billion in all towards the national exchequer. This makes Atlas Group one of the biggest tax payer in the country with 2% of government's total revenue.

### **Dividend Policy**

Keeping in mind the Company's improved performance, cash generating capacity and expected future business needs, the Board of Directors is pleased to propose a cash dividend of Rs. 1.50 per share equivalent to 15%.

#### **Human Resource**

Human Resource as a strategic business partner played its role of an enabler towards implementation of organizational strategy conceived for FY 2012-13 to achieve company's vision, mission and goals.

During the FY 2012-13, re-structuring of the organization took place due to change of business needs, transfer of resources and induction of Joint Ventures in the premises of your Company. All departments were re-aligned to meet the future business needs. To improve the quality of HR, skilled and qualified staff and associates were inducted in the team. Throughout the year, focus was maintained on training and development of staff and associates. The efficiencies of operation were further enhanced through process development and improvement.

Annual Report 2013 07

Yusuf H. Shirazi

Extensive practical steps were taken to align and adopt Atlas Culture through soft initiatives, trainings and induction of white uniform at AEL in order to be consistent with other group companies.

The selection of the employees is based on their values, integrity and merit. In pursuance of Atlas Group's Motto of Organizational Development through Self Development, the Company maintained its emphasis on grooming the associates to meet the changing business requirements. During FY 2012-13, an in-house customized training through external trainer on ISO 9001:2008 was conducted. Meanwhile, one executive has been nominated for Atlas-IBA DBA program during the year.

Technical skill building was the prime area of focus of management. For the first time, your Company initiated a customized technical training program for their associates to enhance their skills level as per organizational needs. This program was conducted through external trainer from Karachi Tools, Dies and Moulds Center (KTDMC). During the year, two batches completed this program successfully.

#### **Outlook & Challenges**

The positive outlook of agricultural sector will support demand in the automobiles sector; in particular two-wheelers as major source of transportation in rural areas is motorcycles. Further, the rising fuel prices, lack of organized transportation system along with the high purchasing cost of four-wheelers will also support demand in urban areas of two-wheelers, which will indirectly bode well for the auto parts manufacturing industry and the replacement market.

Historically, the Company has come through challenging situations successfully by improving process efficiencies, work force productivity, capital discipline and initiating various cost reduction initiatives. The Management is confident that the momentum being built up, will improve future results.

ع پرواز ہے دونوں کی اسی ایک فضا میں کرگس کا جہال اور ہے شاہیں کا جہال اور

(One who tries, reaches the top)

#### Acknowledgement

I would like to thank the customers, dealers, financial institutions and shareholders for their continued support and cooperation in maintaining high standards of excellence. I also thank our Board of Directors, Chief Executive Officer and his team for their hard work and dedication to make Atlas Engineering a great company and excel in service to our valued customers.

Karachi: September 11, 2013

# **Key Performance and Financial Data**

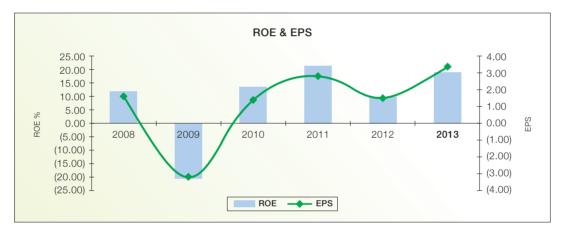
(Rupees in 000's)

|   |           |             |           |           | (R         | upees in 000's |
|---|-----------|-------------|-----------|-----------|------------|----------------|
| PARTICULARS                                       | 2013      | 2012        | 2011      | 2010      | 2009       | 2008           |
| Sales   | 2,358,428 | 2,235,491   | 2,117,003 | 1,529,328 | 1,135,161  | 1,228,450      |
| Gross profit                                      | 271,350   | 223,055     | 232,088   | 187,779   | 64,184     | 141,764        |
| Profit / (Loss) Before Taxation                   | 128,309   | 46,179      | 82,722    | 58,062    | (59,274)   | 29,654         |
| Profit / (Loss) After Taxation                    | 84,325    | 37,450      | 71,549    | 36,144    | (47,467)   | 19,377         |
| Share Capital                                     | 246,734   | 246,734     | 246,734   | 246,734   | 246,734    | 123,367        |
| Reserves  | 190,087   | 124,267     | 86,817    | 15,268    | (20,876)   | 35,844         |
| Shareholders' Equity                              |           |             |           |           |            |                |
| - Including Surplus on Revaluation                | 793,181   | 727,361     | 689,911   | 677,782   | 641,638    | 574,991        |
| - Excluding Surplus on Revaluation                | 436,821   | 371,001     | 333,551   | 262,002   | 225,858    | 159,211        |
| Fixed Assets Net                                  | 895,819   | 879,587     | 807,340   | 844,060   | 810,161    | 876,807        |
| Total Assets                                      | 1,414,994 | 1,437,046   | 1,342,618 | 1,237,256 | 1,150,688  | 1,209,008      |
| Current Assets                                    | 499,863   | 536,849     | 512,661   | 382,404   | 330,215    | 325,178        |
| Current Liabilities                               | 468,055   | 566,254     | 455,207   | 395,227   | 364,390    | 416,424        |
| Net Working Capital                               | 31,808    | (29,405)    | 57,454    | (12,823)  | (34,175)   | (91,246)       |
| Ratios:   |           |             |           |           |            |                |
| Profitibility (%)                                 |           |             |           |           |            |                |
| Gross Profit                                      | 11.51     | 9.98        | 10.96     | 12.28     | 5.65       | 11.54          |
| Profit Before Tax                                 | 5.44      | 2.07        | 3.91      | 3.80      | (5.22)     | 2.41           |
| Profit After Tax                                  | 3.58      | 1.68        | 3.38      | 2.36      | (4.18)     | 1.58           |
| Return to Shareholders                            |           |             |           |           |            |                |
| Dividend %  | 15        | 7.50        | -         | -         | -          | 7.50           |
| Cash Dividend Per Share                           | 1.5       | 0.75        | -         | -         | -          | 0.75           |
| Dividend Yield Ratio                              | 0.03      | 0.01        | -         | -         | -          | 0.02           |
| Dividend Pay Out Ratio                            | 0.44      | 0.49        | -         | -         | -          | 0.47           |
| ROE - After Tax %                                 | 19.30     | 10.09       | 21.45     | 13.80     | (21.02)    | 12.17          |
| Earnings/(loss) per share - basic & diluted - Rs. | 3.42      | 1.52        | 2.90      | 1.46      | (3.33)     | 1.61           |
| Market Price (June 30)*                           | 58.00     | 58.00       | 39.50     | 16.00     | 9.66       | 31.60          |
| Activity (Times)                                  |           |             |           |           |            |                |
| Sales to Total Assets                             | 1.67      | 1.56        | 1.58      | 1.24      | 0.99       | 1.02           |
| Sales to Fixed Assets                             | 2.63      | 2.54        | 2.62      | 1.81      | 1.40       | 1.40           |
| Debtor Turnover (Days)                            | 16        | 30          | 27        | 25        | 40         | 13             |
| Liquidity / Leverage                              |           |             |           |           |            |                |
| Current Ratio (Times)                             | 1.07      | 0.95        | 1.13      | 0.97      | 0.91       | 0.78           |
| Quick Ratio (Times)                               | 0.41      | 0.47        | 0.51      | 0.40      | 0.43       | 0.20           |
| Break up Value per Share (Rs.)                    |           |             |           |           | , <b>.</b> |                |
| - Excluding Surplus on Revaluation                | 17.70     | 15.04       | 13.52     | 10.62     | 9.15       | 12.91          |
| Long Term debts to Equity (Incl. Surplus          |           |             |           |           | , <b>.</b> |                |
| on Revaluation)                                   | 0.12      | 0.17        | 0.22      | 0.16      | 0.17       | 0.28           |
| Total Liabilities to Total Equity (Incl. Surplus  |           | <del></del> |           |           |            |                |
| on Revaluation)                                   | 0.44      | 0.49        | 0.49      | 0.45      | 0.44       | 0.52           |
| 2   | 0.11      | 0.10        | 0.10      | 5.10      | J. 1 F     | 0.02           |

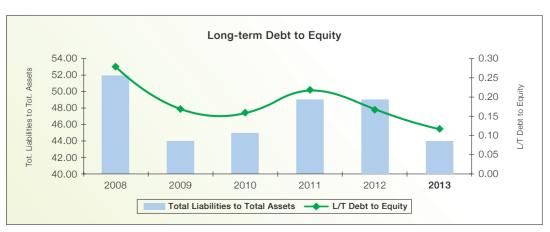
 $<sup>^{\</sup>star}\text{As}$  at June 30, 2013 and June 30, 2012, market price means buy back price of share.

# **Key Performance Ratios - Graphical Presentation**





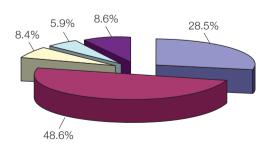




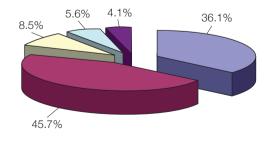
## **Statement of Value Addition** Year Ended June 30, 2013

|  | (Rupees in 000)<br>2013 2012 |                         |                    |                  |  |
|--|------------------------------|-------------------------|--------------------|------------------|--|
|  | Amount                       | % age                   | Amount             | % age            |  |
| Wealth Generated:  |                              |                         |                    |                  |  |
| Total Revenue  | 2,735,776                    |                         | 2,593,170          |                  |  |
| Material & Services (excluding duties)                             | (1,751,786)                  |                         | (1,677,993)        |                  |  |
|  | 983,990                      | 100.00%                 | 915,177            | 100.00%          |  |
| Wealth distributed:  |                              |                         |                    |                  |  |
| To Employees Salaries & other related costs VSS to employees       | 280,490                      | 28.51%                  | 252,265<br>78,050  | 27.56%<br>8.53%  |  |
| To Government<br>Sales tax, income tax, import duty & other levies | 280,490<br>478,524           | 28.51%<br>48.63%        | 330,315<br>418,602 | 36.09%<br>45.74% |  |
| To Providers of Capital Dividend to shareholders Markup/Interest   | 18,505<br>64,444<br>82,949   | 1.88%<br>6.55%<br>8.43% | -<br>77,624        | 0.00%<br>8.48%   |  |
| Retained in the Business   |                              |                         |                    |                  |  |
| Depreciation Retained Profit                                       | 57,702<br>84,325             | 5.86%<br>8.57%          | 51,186<br>37,450   | 5.59%<br>4.19%   |  |
|  | 142,027                      | 14.43%                  | 88,636             | 9.79%            |  |
|  | 983,990                      | 100.00%                 | 915,177            | 100.00%          |  |





## Wealth Distribution 2012





## **Directors' Report**

The Directors of your Company take pleasure in presenting their report together with the Audited Accounts and Auditors' Report thereon for the year ended June 30, 2013.

#### **Financial Results**

The financial results of your Company for the year ended June 30, 2013 under review are summarized as follows:

|                           | (Ru<br>2013          | pees in 000)<br>2012 |
|---------------------------|----------------------|----------------------|
| Profit before taxation    | 128,309              | 46,179               |
| Taxation Current Deferred | (21,324)<br>(22,660) | (22,355)<br>13,626   |
|                           | (43,984)             | (8,729)              |
| Profit after taxation     | 84,325               | 37,450               |

#### Earnings per Share

Basic earnings per share after tax is Rs. 3.42 per share (2012: Rs. 1.52).

#### Dividend

The Board of Directors has recommended final cash dividend of Rs. 1.50 per share, i.e., 15 percent. (2012: Rs. 0.75 per share). Accordingly, following appropriation has been made:

|  | (Ru<br>2013 | pees in 000)<br>2012 |
|--|-------------|----------------------|
| Profit available for appropriation Appropriation | 190,087     | 124,267              |
| Proposed Dividend                                | (37,010)    | (18,505)             |
| Un-appropriated profit carried forward           | 153,077     | 105,762              |

#### Chairman's Review

The Chairman's review included in the Annual Report deals inter alia with the performance of the Company for the year ended June 30, 2013 and future prospects. The directors endorse the contents of the review.

#### **Board of Directors**

The Board comprises of one Executive and six Non-Executive directors. All the Non-Executive directors are independent from Management.

The Board approved the remuneration of the CEO amounting to Rs. 6.435 million (being nine months' remuneration since accounts shall be closed on March 31, 2014), bonus and other benefits like free transportation, telephone facility, medical expenses etc. as per company's policy for the year 2013-2014.

#### Change in Financial Year

After restructuring, the Company has two SBU's; i.e. two wheeler parts and radiators. Most of the Company's business is with Atlas Honda Limited, an associated company. The reason for changing financial year from July to June to April to March, is to align with major customer whose financial year is April to March. It will help in better investment, planning, forecasting and improved operational decision making.

The Directors of the Company in their meeting held on May 30, 2013 recommended the change in financial year from July - June to April - March with effect from 2013-2014 for shareholders' approval. A special resolution will be passed accordingly in the Annual General Meeting for change in financial year with effect from the period which commenced on July 1, 2013.

### Rental income

During the year ended June 30, 2013 the Company has leased a portion of its unutilized land to its associated companies and has earned a rental income of Rs. 38.948 million.

#### Donation

The Company has a policy to donate 1% of its profit before tax of preceding year to a charitable institution.

#### Pattern of Shareholding

The pattern of shareholding of the Company is annexed.

For and on behalf of the Board of Directors

Sadaqat Ali Chief Executive Officer

Karachi: September 11, 2013

## Statement of Ethics and Business Principles

#### Standard of Conduct

Atlas Engineering Limited conducts its operations with honesty, integrity and openness, and with respect for human rights and interests of the employees. It respects the legitimate interests of all those with whom it has relationships.

#### Obeying the Law

Atlas Engineering Limited is committed to comply with the laws and regulations of Pakistan.

#### **Employees**

Atlas Engineering Limited is committed to create working environment where there is mutual trust and respect and where everyone feels responsible for the performance and reputation of the Company.

It recruits, employs and promotes employees on the sole basis of the qualifications and abilities needed for the work to be performed.

It is committed to provide safe and healthy working conditions to all employees and not use any form of forced, compulsory or child labour.

It is committed to working with employees to develop and enhance each individual's skills and capabilities.

It respects the dignity of the individual and the right of employees to freedom of association.

It maintains good communication with employees through company based information and consultation procedures.

#### Consumers

Atlas Engineering Limited is committed for providing branded products and services, which consistently offer value in terms of price and quality. Products and services will be accurately and properly labelled, advertised and communicated.

#### **Shareholders**

Atlas Engineering Limited conducts its operations in accordance with principles of good corporate governance. It provides timely, regular and reliable information about its activities, structure, financial situation and performance to all the shareholders.

#### **Business Partners**

Atlas Engineering Limited is committed for establishing mutually beneficial relations with its suppliers, customers and business partners.

In its business dealings it expects its partners to adhere to business principles consistent with its own.

#### **Community Involvement**

Atlas Engineering Limited strives to be a trusted corporate citizen and, as an integral part of society, to fulfill its responsibilities to the societies and communities in which it operates.

#### **Public Activities**

Atlas Engineering Limited is encouraged to promote and defend its legitimate business interests.

It will co-operate with government and other organizations, both directly and through bodies such as trade associations, in the development of proposed legislation and other regulations, which may affect legitimate business interests.

It neither supports political parties nor contributes to the funds of groups whose activities are to promote party interests.

#### The Environment

Atlas Engineering Limited is committed for making continuous improvements in the management of environmental impact and to the longer-term goal for developing a sustainable business. It works in partnership with others to promote environmental care, increase understanding of environmental issues and disseminate good practice.

#### Innovation

Atlas Engineering Limited makes innovations to meet consumer needs. It respects the concerns of consumers and of society. It works on the basis of sound research, applying high quality standards.

#### Competition

Atlas Engineering Limited believes in fair competition and supports development of appropriate competition laws. Atlas Engineering Limited and employees will conduct their operations in accordance with the principles of fair competition and all applicable regulations.

#### **Business Integrity**

Atlas Engineering Limited does not give or receive, whether directly or indirectly, bribes or other improper advantages for business or financial gain. No employee may offer, give or receive any gift or payment, which is, or may be construed as being, a bribe. Any demand for, or offer of, a bribe must be rejected immediately and reported to Management. Its accounting records and supporting documents must accurately describe and reflect the nature of the underlying transactions. No undisclosed or unrecorded account, fund or asset will be established or maintained.

#### **Conflicts of Interests**

All Atlas Engineering Limited employees are expected to avoid personal activities and financial interests, which could conflict with their responsibilities to the Company. They must not seek gain for themselves or others through misuse of their positions.

#### **Compliance Monitoring Reporting**

Compliance with business principles is an essential element in Atlas business success. The Board of Directors of Atlas Engineering Limited is responsible for ensuring that principles are communicated to, and understood and observed by, all employees. Day-to-day responsibility is delegated to the senior management. They are responsible for implementing these principles, if necessary, through more detailed guidance tailored to local needs.

## Health, Safety and Environment

### Objective

Atlas Engineering Limited is committed to create safe working environment by establishing and maintaining procedures and high standards of occupational health, safety & environment through promotion of safe work practices and prevention of all injuries and incidents. Our objective is embracing the safety of all employees, contractors, visitors, and related people / entities in the course of our day to day operations.

#### **Policy**

We believe that occupational health, safety & environment takes its roots through individual commitments and behaviors. HSE is an integral part of all our activities at Atlas Engineering; a common goal which is achieved through individual efforts of all employees who are required to actively participate in making the operations safe, healthy and environment friendly.

#### We are committed to:

- Comply with all applicable national legislations on occupational health, safety and environmental issues.
- Work in close liaison with industry members and legislative bodies to promote highest standards of occupational health,
   safety & environment.
- Establish and maintain a HSE management system in our Company to identify all health risks including those involved in innovation or process change.
- Investigation of all potential incidences that have or could have resulted in a work injury or property loss. For this we will adopt the methodology that best supports the nature of risks associated with our operations.
- Acknowledge the role of human behavior in effective HSE management and aim to develop resource specific programs focusing on behavioral elements.
- Ensure that all our employees at each level and functions are well aware of this policy and its importance and are motivated
  to apply it in their areas of responsibilities. Necessary support and training will be given in this respect to achieve HSE
  objectives.
- Guide our contractor and suppliers to develop awareness to improve overall work environment and HSE performance.
- Ensure that all efforts are directed to achieve HSE excellence through continuous improvement.

## **Auditors' Report to the Members**

We have audited the annexed balance sheet of Atlas Engineering Limited (the Company) as at 30 June 2013 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, 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.

It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said 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 Company as required by the Companies Ordinance, 1984:
- b) in our opinion:

Karachi: September 11, 2013

- i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for change as stated in note 2.3 to the accompanying financial statements with which we concur;
- ii) the expenditure incurred during the year was for the purpose of the Company's business; and
- iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- 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, statement of comprehensive income, 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 Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2013 and of the profit, comprehensive income, its cash flows and changes in equity for the year then ended; and
- in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under Section 7 of that Ordinance.

Emit + Jong Ford Rhols Disletts de

Chartered Accountants

Audit Engagement Partner: Riaz A. Rehman Chamdia

## **BALANCE SHEET** AS AT JUNE 30, 2013

|  | Note                                 | 2013<br>(Rupe  | 2012<br>es in 000)  |
|--|--------------------------------------|--|---|
| ASSETS   |                                      | ( -1   | ,   |
| NON-CURRENT ASSETS Fixed assets  |                                      |  |   |
| Property, plant and equipment<br>Intangible assets   | 4<br>5                               | 891,489<br>4,330   | 876,410<br>3,177  |
|  |                                      | 895,819  | 879,587   |
| Long-term loans and advances<br>Long-term deposits and prepayments   | 6<br>7                               | 861<br>18,451  | 727<br>19,883   |
|  |                                      | 915,131  | 900,197   |
| CURRENT ASSETS  Stores, spare parts and loose tools Stock-in-trade Trade debts Loans and advances Trade deposits, short-term prepayments and other receivables Taxation - net Cash and bank balances                                 | 8<br>9<br>10<br>11<br>12<br>13<br>14 | 49,786<br>256,847<br>101,284<br>9,210<br>12,665<br>67,433<br>2,638 | 55,425<br>216,528<br>191,500<br>11,112<br>6,416<br>40,531<br>15,337 |
|  |                                      | 499,863  | 536,849   |
| TOTAL ASSETS   |                                      | 1,414,994  | 1,437,046   |
| EQUITY AND LIABILITIES SHARE CAPITAL AND RESERVES Share capital Accumulated profit   | 15                                   | 246,734<br>190,087<br>436,821                                      | 246,734<br>124,267<br>371,001                                       |
| SURPLUS ON REVALUATION OF PROPERTY, PLANT AND EQUIPMENT  | 16                                   | 356,360  | 356,360   |
| NON-CURRENT LIABILITIES  Long-term financing  Liabilities against assets subject to finance lease  Retirement and other service benefits  Deferred taxation  | 17<br>18<br>19<br>20                 | 65,239<br>-<br>19,365<br>69,154<br>153,758                         | 85,546<br>7,923<br>20,932<br>29,030<br>143,431                      |
| CURRENT LIABILITIES  Trade and other payables Accrued mark-up Short-term borrowings Current maturity of long-term financing Current maturity of liabilities against assets subject to finance lease Provisions and other liabilities | 21<br>22<br>23<br>17<br>18<br>24     | 88,897<br>7,304<br>298,099<br>41,111<br>-<br>32,644                | 110,665<br>13,874<br>363,074<br>54,644<br>4,174<br>19,823           |
| CONTINGENCIES AND COMMITMENTS  | 25                                   | 468,055  | 000,204   |
| TOTAL EQUITY AND LIABILITIES   |                                      | 1,414,994  | 1,437,046   |

Sadaqat Ali Chief Executive Officer

The annexed notes from 1 to 44 form an integral part of these financial statements.

# **PROFIT AND LOSS ACCOUNT** FOR THE YEAR ENDED JUNE 30, 2013

|  | Note | 2013        | 2012        |
|--|------|-------------|-------------|
|  |      | (Rupees in  | 000)        |
| Colon                                  | 00   | 0.050.400   | 0.005.404   |
| Sales                                  | 26   | 2,358,428   | 2,235,491   |
| Cost of goods sold                     | 27   | (2,087,078) | (2,012,436) |
| Gross profit                           |      | 271,350     | 223,055     |
| Selling and distribution expenses      | 28   | (31,493)    | (23,727)    |
| Administrative expenses                | 29   | (72,575)    | (55,964)    |
| Other operating expenses               | 30   | (13,517)    | (19,720)    |
|  |      |             |             |
|  |      | (117,585)   | (99,411)    |
| Operating profit                       |      | 153,765     | 123,644     |
| Finance costs                          | 31   | (64,444)    | (77,624)    |
| Other income                           | 32   | 38,988      | 159         |
| Profit before taxation                 |      | 128,309     | 46,179      |
| Taxation                               | 33   | (43,984)    | (8,729)     |
| Profit after taxation                  |      | 84,325      | 37,450      |
|  |      | (Rupees)    | (Rupees)    |
| Earnings per share - Basic and diluted | 34   | 3.42        | 1.52        |
|  |      |             |             |

The annexed notes from 1 to 44 form an integral part of these financial statements.

Sadaqat Ali Chief Executive Officer

# **STATEMENT OF COMPREHENSIVE INCOME** FOR THE YEAR ENDED JUNE 30, 2013

|   | 2013<br>(Rup | 2012<br>ees in 000) |
|---|--------------|---------------------|
| Profit after taxation                   | 84,325       | 37,450              |
| Other comprehensive income              | -            | -                   |
| Total comprehensive income for the year | 84,325       | 37,450              |

The annexed notes from 1 to 44 form an integral part of these financial statements.

Sadaqat Ali Chief Executive Officer

# **CASH FLOW STATEMENT**FOR THE YEAR ENDED JUNE 30, 2013

|   | Note | 2013       | 2012      |
|---|------|------------|-----------|
| CASH FLOWS FROM OPERATING ACTIVITIES                      |      | (Rupees ir | 1 000)    |
| CASH FLOWS FROM OPERATING ACTIVITIES                      |      |            |           |
| Cash generated from operations                            | 36   | 300,158    | 140,745   |
| Finance costs paid  |      | (71,014)   | (80,055)  |
| Gratuity paid   |      | (3,007)    | (8,401)   |
| Tax paid  |      | (30,762)   | (26,308)  |
| Net cash generated from operating activities              |      | 195,375    | 25,981    |
| CASH FLOWS FROM INVESTING ACTIVITIES                      |      |            |           |
| Additions to property, plant and equipment                |      | (94,066)   | (155,310) |
| Additions to intangible assets                            |      | (3,441)    | (4,213)   |
| Long-term loans and advances                              |      | (134)      | 887       |
| Long-term deposits and prepayments                        |      | 1,432      | 1,120     |
| Proceeds from disposal of operating fixed assets          |      | 18,099     | 22,570    |
| Net cash used in investing activities                     |      | (78,110)   | (134,946) |
| CASH FLOWS FROM FINANCING ACTIVITIES                      |      |            |           |
| Long-term financing - net                                 |      | (33,840)   | (30,073)  |
| Lease rentals paid  |      | (12,097)   | (8,283)   |
| Accrual for compensated absences                          |      | (672)      | (1,031)   |
| Dividend paid   |      | (18,380)   | -         |
| Short term loans  |      | 70,000     | 70,000    |
| Murabaha finance  |      | 22,879     | (18,234)  |
| Trust receipts  |      | (17,564)   | 18,916    |
| Net cash generated from financing activities              |      | 10,326     | 31,295    |
| Net increase / (decrease) in cash and cash equivalents    |      | 127,591    | (77,670)  |
| Cash and cash equivalents as at the beginning of the year |      | (201,508)  | (123,838) |
| Cash and cash equivalents as at the end of the year       |      | (73,917)   | (201,508) |
| CASH AND CASH EQUIVALENTS                                 |      |            |           |
| Cash and bank balances                                    | 14   | 2,638      | 15,337    |
| Short-term running finance                                | 23   | (76,555)   | (216,845) |
| · · · · · · · · · · · · · · · · · · ·                     |      |            |           |
|   |      | (73,917)   | (201,508) |
|   |      |            |           |

The annexed notes from 1 to 44 form an integral part of these financial statements.

Sadaqat Ali Chief Executive Officer

# **STATEMENT OF CHANGES IN EQUITY** FOR THE YEAR ENDED JUNE 30, 2013

|   | Issued, subscribed & paid up capital | Accumulated profit | Total    |
|---|--------------------------------------|--------------------|----------|
|   |                                      | (Rupees in 000)    |          |
| Balance as at June 30, 2011                                       | 246,734                              | 86,817             | 333,551  |
| Profit for the year<br>Other comprehensive income                 |                                      | 37,450             | 37,450   |
| Total comprehensive income  | -                                    | 37,450             | 37,450   |
| Balance as at June 30, 2012                                       | 246,734                              | 124,267            | 371,001  |
| Cash dividend for the year ended June 30, 2012 @ Re. 0.75/- share | -                                    | (18,505)           | (18,505) |
| Profit for the year<br>Other comprehensive income                 |                                      | 84,325             | 84,325   |
| Total comprehensive income  | -                                    | 84,325             | 84,325   |
| Balance as at June 30, 2013                                       | 246,734                              | 190,087            | 436,821  |

The annexed notes from 1 to 44 form an integral part of these financial statements.

Sadaqat Ali Chief Executive Officer

# **NOTES TO THE FINANCIAL STATEMENTS**FOR THE YEAR ENDED JUNE 30, 2013

#### 1. THE COMPANY AND ITS OPERATIONS

Atlas Engineering Limited (the Company) was incorporated in Pakistan as a private limited company in 1963 and was converted into a public limited company on July 15, 1966. Its shares were listed on the Karachi and Lahore stock exchanges.

The Board of Directors of the Company in its meeting held on October 27, 2011 decided to voluntarily delist the Company from the Stock Exchanges as per Listing Regulations of the Karachi Stock Exchange (KSE) and Lahore Stock Exchange (LSE). The purchase price of Rs. 58/- per share was approved by the KSE and LSE, which was also agreed by the shareholders in the Extra-Ordinary General Meeting, held on December 09, 2011. As a result of which the Company was delisted from the stock exchanges with effect from March 21, 2012.

The Company is engaged in manufacturing of components and parts for automotive vehicles and tractors. The registered office of the Company is situated at 15th Mile, National Highway, Landhi, Karachi, Pakistan. As at June 30, 2013, Shirazi Investments (Private) Limited (holding company) held 79.05% ordinary shares of the Company (note 15.1).

#### 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board and Islamic Financial Accounting Standards (IFASs) issued by the Institute of Chartered Accountants of Pakistan as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

The Company has voluntarily adopted the requirements of 'Economically Significant Entity' as defined in the 5th Schedule to the Companies Ordinance, 1984 for the presentation and preparation of its financial statements, although the Company meets the qualifying criteria of 'Medium Sized Entity' that requires the preparation of financial statements based on Accounting and Financial Reporting Standards for Medium Sized Entity.

## 2.2 Accounting convention

These financial statements have been prepared under the historical cost convention, except for leasehold land which has been stated at revalued amount.

#### 2.3 New and amended standards and interpretations

The accounting policies adopted in the preparation of these financial statements are consistent with those of the previous financial year except that the Company has adopted the following amendments to IFRSs which became effective for the current year:

IAS 1 - Presentation of Financial Statements - Presentation of items of other comprehensive income (Amendment)
 IAS 12 - Income Taxes - Recovery of Underlying Assets (Amendment)

The adoption of the above amendments did not have any material effect on the financial statements.

#### 2.4 Standards, interpretations and amendments to approved accounting standards that are not yet effective

The following revised standards, amendments and interpretations with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standard or interpretation:

| Standard | or Interpretation   | Effective date<br>(annual periods<br>beginning<br>on or after) |
|----------|---|--|
| IFRS 7   | - Financial Instruments: Disclosures - (Amendments)                   |  |
|          | Amendments enhancing disclosures about offsetting of                  |  |
|          | financial assets and financial liabilities                            | 01 January 2013  |
| IAS 19   | - Employee Benefits - (Revised)                                       | 01 January 2013  |
| IAS 32   | - Offsetting Financial Assets and Financial liabilities - (Amendment) | 01 January 2014  |
| IFRIC 20 | - Stripping Costs in the Production Phase of a Surface Mine           | 01 January 2013  |

The Company expects that the adoption of the above revision, amendments and interpretation of the standards will not affect the Company's financial statements in the period of initial application other than the amendments to IAS 19 'Employees Benefits'. Such amendments range from fundamental changes to simple clarification and re-wording. The significant changes include the following:

- For defined benefit plans, the ability to defer recognition of actuarial gains and losses (i.e., the corridor approach) has been
  removed. As revised, actuarial gains and losses are recognized in other comprehensive income when they occur. Amounts
  recorded in profit and loss account are limited to current and past service costs, gains or losses on settlements, and net
  interest income (expense). All other changes in the net defined benefit asset (liability) are recognized in other comprehensive
  income with no subsequent recycling to profit and loss.
- The distinction between short-term and other long-term employee benefits will be based on the expected timing of settlement rather than the employee's entitlement to the benefits.
- Objectives for disclosures of defined benefit plans are explicitly stated in the revised standard, along with new or revised disclosure requirements. These new disclosures include quantitative information of the sensitivity of the defined benefit obligation to a reasonably possible change in each significant actuarial assumption.

While the Company is currently assessing the full impact of the above amendments which are effective from annual periods beginning on or after 01 January 2013, it is expected that the adoption of the said amendments will result in change in the Company's accounting policy related to recognition of actuarial gains and losses (refer to note 3.7.1 to the financial statements) to recognize actuarial gains and losses in total in other comprehensive income in the period in which they occur.

In addition to the above amendments, improvements to various accounting standards have also been issued by the IASB. Such improvements are generally effective for accounting periods beginning on or after 01 January 2013. The Company expects that such improvements to the standards will not have any material impact on the Company's financial statements in the period of initial application.

Further, following new standards have been issued by IASB which are yet to be notified by the SECP for the purpose of applicability in Pakistan.

| Standard |   | IASB Effective date<br>(annual periods<br>beginning<br>on or after) |
|----------|---|---|
| IFRS 9   | - Financial Instruments: Classification and Measurement | 01 January 2015   |
| IFRS 10  | - Consolidated Financial Statements                     | 01 January 2013   |
| IFRS 11  | - Joint Arrangements                                    | 01 January 2013   |
| IFRS 12  | - Disclosure of Interests in Other Entities             | 01 January 2013   |
| IFRS 13  | - Fair Value Measurement                                | 01 January 2013   |

#### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

## 3.1 Property, plant and equipment

#### 3.1.1 Owned

These are stated at cost less accumulated depreciation and any impairment in value except leasehold land which is stated at revalued amount.

Depreciation is charged to profit and loss account applying the written down value method at the rates specified in Note 4.1. Depreciation is charged from the month of the year in which addition / capitalization occurs while no depreciation is charged in the month in which an asset is disposed off. Assets' residual values, useful lives and methods are reviewed, and adjusted, if appropriate, at each financial year end.

The carrying values of property, plant and equipment are reviewed at each reporting date for indication that an asset may be impaired and carrying values may not be recovered. If any such indication exists and where the carrying values exceed the estimated recoverable amount, the assets or cash generating units are written down to their recoverable amount. The recoverable amount of property, plant and equipment is the greater of net selling price and value in use.

Maintenance and normal repairs are charged to profit and loss account as and when incurred. Major renewals and improvements, if any, are capitalized when it is probable that respective future economic benefits will flow to the Company.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Gains and losses on disposal of property, plant and equipment are taken to the profit and loss account.

#### 3.1.2 Assets subject to finance lease

Leases which transfer to the Company substantially all the risks and benefits incidental to ownership of the leased item are capitalized at the inception of the lease, at the fair value of the leased property or, if lower at the present value of the minimum lease payments. Lease payments are apportioned between the finance charges and reduction of the lease liability so as to achieve a constant rate of interest on the remaining balance of the liability.

Assets acquired under finance lease are depreciated using the same basis as for owned assets.

#### 3.1.3 Capital work-in-progress

These are stated at cost less accumulated impairment loss, if any. All expenditure connected with specific assets incurred during installation and construction period are carried under this head. These are transferred to specific assets as and when these assets are available for use.

#### 3.1.4 Intangible assets

An intangible asset is recognized if it is probable that the future economic benefits that are attributable to the asset will flow to the enterprise and the cost of such assets can also be measured reliably.

Computer software and implementation costs that are directly associated with the computer and computer controlled machines which cannot operate without the related specific software, are included in the cost of respective assets. Software which is not an integral part of the related hardware is classified as intangible asset.

Intangible assets are stated at cost less accumulated amortization and impairment loss, if any. Intangible assets are amortized on straight line method when assets are available for use. Amortization is charged from the month of the year in which addition / capitalization occurs while no amortization is charged in the month in which an asset is disposed off.

#### 3.2 Impairment

The carrying values of the Company's assets except for inventories and deferred tax assets are reviewed at each balance sheet date to determine whether there is any indication of impairment. If any such indication exists, the asset's recoverable amount is estimated and impairment loss is recognized in the profit and loss account.

#### 3.3 Stores, spare parts and loose tools

Stores, spare parts and loose tools are valued at lower of cost and net realizable value. Cost is determined on weighted average basis except for goods in transit which are valued at invoice price plus other related charges paid thereon upto the balance sheet date. Provision is made for slow moving and obsolete items, if any, to write them down to their estimated net realizable value. Net realizable value signifies the estimated selling price in the ordinary course of business less estimated costs of completion and the estimated costs necessary to make the sale.

#### 3.4 Stock-in-trade

All stocks, except in transit, are valued at the lower of cost and net realizable value. Cost is determined on weighted average basis and includes costs incurred in bringing raw material to its present location and condition.

Stock in transit is stated at invoice price plus other charges paid thereon upto the balance sheet date.

Work-in-process and finished goods consist of direct materials and labour and a proportion of manufacturing overheads.

Net realizable value signifies the estimated selling price in the ordinary course of business less estimated costs of completion and the estimated costs necessary to make the sale.

#### 3.5 Trade debts

Trade debts originated by the Company are recognized and carried at original invoice amount less provision for any uncollectible amounts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written-off when identified.

#### 3.6 Taxation

#### 3.6.1 Current

The charge for current taxation is based on taxable income at the current rates of taxation after taking into account applicable tax credits and tax rebates available, if any. The tax charge as calculated above is compared with turnover tax under Section 113 of the Income Tax Ordinance, 2001 and whichever is higher is provided in the financial statements.

#### 3.6.2 Deferred

Deferred tax is provided, using the liability 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.

The carrying amount of deferred tax assets is reviewed at each balance sheet date and reduced to the extent that it is no longer probable that sufficient taxable profit will be available to allow all or part for the deferred tax asset to be recognized.

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

#### 3.7 Staff retirement benefits

#### 3.7.1 Defined benefit plan

The Company operates an unfunded gratuity scheme for workers and funded gratuity scheme for management staff as described in note 19 to the financial statements. Annual charge is based on actuarial recommendations. Actuarial valuation of the scheme is carried out annually, using Projected Unit Credit Method. Actuarial gains or losses are recognized as income or expense when the cumulative unrecognized actuarial gains or losses for the plan exceed 10% of the defined benefit obligation or 10% of the fair value of plan assets which ever is higher. These gains or losses are recognized over the expected average remaining working lives of the employees participating in the plan.

#### 3.7.2 Defined contribution plan

The Company operates a recognized provident fund for its permanent employees. Equal monthly contributions are made to the fund at the rate of 9% for workers and 11% for management staff by the employees and the Company in accordance with the rules of the scheme.

The Provident Fund Rules were amended through Supplementary Trust Deed dated August 30, 2008 which was approved by the Commissioner (Legal Division) Large Taxpayer Unit, Karachi vide letter no.CIT/Legal Div/LTU/2008 dated October 08, 2008.

As per amended Rule, the employees were given option to transfer the complete amount or any portion thereof standing to credit of his accumulated balance in the Fund, to any of the Voluntary Pension Schemes managed by the Atlas Asset Management Company Limited, an associated company under the Voluntary Pension System Rules, 2005, viz, Atlas Pension Fund and Atlas Pension Islamic Fund by a request to the Trustees of fund, in writing. Equal monthly contributions at the rate of 11% of basic salary are made to the Funds under Voluntary Pension Scheme both by the Company and employees. If the member voluntarily opts to become a participant of Atlas Pension Fund or Atlas Islamic Fund managed by the Atlas Asset Management Company Limited, an associated company, the Company shall not be required to make an equal monthly contribution to the Fund. In such case the Company's equal contribution shall be made to the Atlas Pension Fund or Atlas Pension Islamic Fund, as applicable, with effect from the month in which he/she exercises such option, in full and final discharge of Company's liability towards members' retirement benefits.

#### 3.8 Compensated absences

The Company provides a facility to its non-management employees for accumulating their annual earned leave under an unfunded scheme.

Provisions are made to cover the obligation under the scheme on accrual basis and are charged to profit and loss account. Accrual for compensated absences is calculated on the basis of one month's gross salary. The amount of liability recognized in the balance sheet is calculated by the Company using the above basis as the difference in liability is not expected to be material using the Projected Unit Credit Method.

#### 3.9 Trade and other payables

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in future for goods and services received, whether or not billed to the Company.

#### 3.10 **Provisions**

Provisions are recognized when the Company has a present obligation (legal or constructive) as a result of a past event if 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. Provisions are reviewed at each balance sheet date and adjusted to reflect the current best estimate.

#### 3.11 Foreign currency translation

Transactions in foreign currencies are translated into Pak Rupees (presentation currency) at the rates of exchange prevailing on the date of transactions. Monetary assets and liabilities denominated in foreign currencies are translated into Pak Rupees at the rates ruling at the balance sheet date. Exchange differences on foreign currency translations are included in the profit and loss account.

#### 3.12 Revenue recognition

- Sales are recorded when the significant risk and rewards of ownership of the goods have passed to the customers which generally coincide with the dispatch of goods to customers.
- Return on bank deposits is accrued on a time proportion basis by reference to the principal outstanding on the applicable rate of return.
- Other income including rental income is recognized on accrual basis.

#### 3.13 Borrowing costs

Borrowings costs that are directly attributable to the acquisition, construction or production of qualifying assets are capitalized as a part of the cost of that asset. All other borrowing costs are charged to the profit and loss account.

#### 3.14 ljarah rentals

ljarah payments under an ljarah arrangement are recognized as an expense in the profit and loss account on a straight line basis over the liarah term unless another systematic basis is representative of the time pattern of the user's benefit.

#### 3.15 Cash and cash equivalents

For the purpose of the cash flow statement, cash and cash equivalents consist of cash in hand, cheques / payorders in hand and bank balances net of short term running finance.

#### 3.16 Financial instruments

All the financial assets and financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument and are derecognized in case of assets, when the contractual rights under the instrument are realized, expired or surrendered and in case of liability, when the obligation is discharged, cancelled or expired. The particular recognition methods adopted are disclosed in the individual policy statements associated with each item.

#### 3.17 Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is only offset and the net amount is reported in the balance sheet if the Company has legally enforceable right to set-off the recognized amount and intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. Income and expenses arising from such assets and liabilities are also offset accordingly.

#### 3.18 Related party transactions

Related party transactions are carried out on commercial terms, as approved by the Board, substantiated as given in notes 35 and 38 to the financial statements.

#### 3.19 Significant accounting estimates, judgments and assumptions

The preparation of the Company's financial statements requires management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities, and the disclosure of contingent liabilities, at the

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end of the reporting period. However, uncertainty about these assumptions and estimates could result in outcomes that require a material adjustment to the carrying amount of the asset or liability affected in future periods. The management continually evaluates estimates and judgments which are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under current circumstances. Revisions to accounting estimates are recognized prospectively.

In the process of applying the Company's accounting policies, management has made the following estimates, judgements and assumptions which are significant to the financial statements:

|   | Note           |
|---|----------------|
| Determining the residual values and useful lives of property, plant and equipment | 3.1            |
| Revaluation of leasehold land   | 3.1 & 16       |
| Impairment / adjustment of inventories to their net realizable value              | 3.2, 3.3 & 3.4 |
| Recognition of taxation and deferred tax  | 3.6            |
| Accounting for post employment benefits   | 3.7            |
| Contingency   | 25.1           |

### 3.20 Dividend and other appropriations of reserves

These are recognized in the period in which such dividend and appropriation are approved by the Board of Directors.

#### 3.21 Functional and presentation currency

These financial statements are presented in Pakistani Rupees, which is the Company's functional and presentation currency.

| 4   | PROPERTY, PLANT AND EQUIPMENT                   | Note       | 2013<br>(Rupe     | 2012<br>ees in <b>000)</b> |
|-----|---|------------|-------------------|----------------------------|
|     | Operating fixed assets Capital work-in-progress | 4.1<br>4.6 | 851,527<br>39,962 | 792,269<br>84,141          |
| 4 1 | Operating fixed equate                          |            | 891,489<br>————   | <u>876,410</u>             |

#### 4.1 Operating fixed assets

|                             |      |                           | COST  | Γ / REVALU | ATION                     |                           |                           |                     |                                      |                           |                           | VALUE                     | LUE                                |  |  |
|-----------------------------|------|---------------------------|---|------------|---------------------------|---------------------------|---------------------------|---------------------|--------------------------------------|---------------------------|---------------------------|---------------------------|------------------------------------|--|--|
| Description                 | Note | As at<br>July 01,<br>2012 | Additions/<br>*transfer/<br>revaluation<br>(Note 4.4 & 16 |            | Disposals / **written off | As at<br>June 30,<br>2013 | As at<br>July 01,<br>2012 | Charge for the year | Transfer<br>from<br>leased<br>assets | Disposals / **written off | As at<br>June 30,<br>2013 | As at<br>June 30,<br>2013 | Depre<br>ciat-<br>ion<br>rate<br>% |  |  |
| Owned assets                |      |                           |   |            |                           | (Г                        | nupees iii                | 000)                |                                      |                           |                           |                           |                                    |  |  |
| Leasehold land              | 4.2  | 358,545                   | -   | -          | -                         | 358,545                   | -                         | -                   | -                                    | -                         | -                         | 358,545                   | -                                  |  |  |
| Buildings on leasehold land |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           |                                    |  |  |
| Factory                     |      | 72,384                    | *3,961  | -          | **(2,018)                 | 74,327                    | 47,784                    | 2,585               | -                                    | **(1,942)                 | 48,427                    | 25,900                    | 10                                 |  |  |
| Generator premises          |      | 4,955                     | -   | -          | **(31)                    | 4,924                     | 3,714                     | 124                 | -                                    | **(26)                    | 3,812                     | 1,112                     | 10                                 |  |  |
| Residential                 |      | 365                       | -   | -          | **(212)                   | 153                       | 321                       | 2                   | -                                    | **(187)                   | 136                       | 17                        | 5                                  |  |  |
| Office                      |      | 4,215                     | -   | -          | -                         | 4,215                     | 1,972                     | 112                 | -                                    | -                         | 2,084                     | 2,131                     | 5                                  |  |  |
| Plant and machinery         |      | 547,128                   | *101,558  | 23,162     | (41,234)<br>**(400)       | 630,214                   | 257,566                   | 33,193              | 9,480                                | (25,692)<br>**(352)       | 274,195                   | 356,019                   | 10                                 |  |  |
| Power generators            |      | 137,824                   | 7,662   | -          | **(1,107)                 | 144,379                   | 87,466                    | 8,658               | -                                    | **(1,082)                 | 95,042                    | 49,337                    | 10&35                              |  |  |
| Electrical fittings         |      | 19,222                    | 593   | -          | **(1,567)                 | 18,248                    | 9,404                     | 1,001               | -                                    | **(1,248)                 | 9,157                     | 9,091                     | 10                                 |  |  |
| Office equipment            |      | 2,688                     | 806   | -          | **(224)                   | 3,270                     | 2,362                     | 99                  | -                                    | **(212)                   | 2,249                     | 1,021                     | 15                                 |  |  |
| Computers and other IT      |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           |                                    |  |  |
| related equipments          |      | 17,915                    | *2,687  | -          | (82)                      | 20,520                    | 8,576                     | 3,259               | -                                    | (6)                       | 11,829                    | 8,691                     | 30                                 |  |  |
| Furniture and fittings      |      | 4,215                     | 1,315   | -          | **(611)                   | 4,919                     | 3,598                     | 86                  | -                                    | **(526)                   | 3,158                     | 1,761                     | 10                                 |  |  |
| Vehicles                    |      | 18,022                    | 13,686  | 8,570      | (2,247)                   | 38,031                    | 6,827                     | 3,730               | 4,493                                | (673)                     | 14,377                    | 23,654                    | 20                                 |  |  |
| Sui gas, water and          |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           |                                    |  |  |
| drainage lines              |      | 2,281                     | -   | -          | **(183)                   | 2,098                     | 1,669                     | 61                  | -                                    | **(180)                   | 1,550                     | 548                       | 10                                 |  |  |
| Measuring instruments,      |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           |                                    |  |  |
| dies, jigs, patterns and    |      | 53,669                    | 5,977   | 1,464      | **(3,324)                 | 57,786                    | 44,649                    | 2,060               | 561                                  | **(3,184)                 | 44,086                    | 13,700                    | 20                                 |  |  |
| other equipments            |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           | 20                                 |  |  |
|                             |      | 1,243,428                 | 138,245   | 33,196     | (53,240)                  | 1,361,629                 | 475,908                   | 54,970              | 14,534                               | (35,310)                  | 510,102                   | 851,527                   |                                    |  |  |
| Leased assets               |      | 04.000                    |   | (0.4.000)  |                           |                           | 0.570                     | 4 474               | (40.044)                             |                           |                           |                           | 40                                 |  |  |
| Plant and machinery         |      | 24,626                    | -   | (24,626)   | (0.700)                   | -                         | 8,570                     | 1,471               | (10,041)                             | (0.444)                   | -                         | -                         | 10                                 |  |  |
| Vehicles                    |      | 15,366                    | -   | (8,570)    | (6,796)                   | -                         | 6,673                     | 1,261               | (4,493)                              | (3,441)                   | -                         | -                         | 20                                 |  |  |
|                             |      | 39,992                    | -   | (33,196)   | (6,796)                   | -                         | 15,243                    | 2,732               | (14,534)                             | (3,441)                   | -                         | -                         |                                    |  |  |
| 2013                        |      | 1,283,420                 | 138,245   | -          | (60,036)                  | 1,361,629                 | 491,151                   | 57,702              | -                                    | (38,751)                  | 510,102                   | 851,527                   |                                    |  |  |
|                             |      |                           |   |            |                           |                           |                           |                     |                                      |                           |                           |                           |                                    |  |  |

 $<sup>^{\</sup>star}\,$  Represents transferred to owned assets from capital work-in-progress.

|  |      |                           | COST / REVALUATION                            |              |                     | ACCUMULATED DEPRECIATION  |                           |             |                           | ACCUMULATED DEPRECIATION  |                       |  | NET BOOK<br>VALUE |  |  |
|--|------|---------------------------|---|--------------|---------------------|---------------------------|---------------------------|-------------|---------------------------|---------------------------|-----------------------|--|-------------------|--|--|
| Description  | Note | As at<br>July 01,<br>2011 | Additions/<br>*transfer<br>(Note 4.4<br>& 16) | (Disposals)  | As at June 30, 2012 | As at<br>July 01,<br>2011 | Charge<br>for the<br>year | (Disposals) | As at<br>June 30,<br>2012 | As at<br>June 30,<br>2012 | Depriciation ion rate |  |                   |  |  |
| Owned assets   |      |                           | a 10)   |              |                     | - (Rupees in              | 000)                      |             |                           |                           | 70                    |  |                   |  |  |
| Leasehold land   | 4.2  | 356,520                   | *2,025  | -            | 358,545             | -                         | -                         | -           | -                         | 358,545                   | -                     |  |                   |  |  |
| Buildings on leasehold land  |      |                           |   |              |                     |                           |                           |             |                           |                           |                       |  |                   |  |  |
| Factory  |      | 68,379                    | *4,005  | -            | 72,384              | 45,324                    | 2,460                     | -           | 47,784                    | 24,600                    | 10                    |  |                   |  |  |
| Generator premises   |      | 4,924                     | *31   | -            | 4,955               | 3,579                     | 135                       | -           | 3,714                     | 1,241                     | 10                    |  |                   |  |  |
| Residential  |      | 365                       | -   | -            | 365                 | 319                       | 2                         | -           | 321                       | 44                        | 5                     |  |                   |  |  |
| Office   |      | 4,091                     | *124  | -            | 4,215               | 1,860                     | 112                       | -           | 1,972                     | 2,243                     | 5                     |  |                   |  |  |
| Plant and machinery  |      | 572,878                   | *82,821                                       | (108,571)    | 547,128             | 309,761                   | 28,222                    | (80,417)    | 257,566                   | 289,562                   | 10                    |  |                   |  |  |
| Power generators   |      | 127,573                   | *10,251                                       | -            | 137,824             | 77,948                    | 9,518                     | -           | 87,466                    | 50,358                    | 10&                   |  |                   |  |  |
| Electrical fittings  |      | 15,540                    | *3,682  | -            | 19,222              | 8,654                     | 750                       | -           | 9,404                     | 9,818                     | 1(                    |  |                   |  |  |
| Office equipment   |      | 2,659                     | *29   | -            | 2,688               | 2,305                     | 57                        | -           | 2,362                     | 326                       | 15                    |  |                   |  |  |
| Computers and other IT related equipments                              |      | 16,260                    | *6,673  | (5,018)      | 17,915              | 11,596                    | 1,823                     | (4,843)     | 8,576                     | 9,339                     | 30                    |  |                   |  |  |
| Furniture and fittings   |      | 4,215                     | -   | -            | 4,215               | 3,529                     | 69                        | -           | 3,598                     | 617                       | 10                    |  |                   |  |  |
| Vehicles   |      | 9,958                     | *12,058                                       | (3,994)      | 18,022              | 6,323                     | 1,712                     | (1,208)     | 6,827                     | 11,195                    | 20                    |  |                   |  |  |
| Sui gas, water and   |      |                           |   |              |                     |                           |                           |             |                           |                           |                       |  |                   |  |  |
| drainage lines   |      | 2,281                     | -   | -            | 2,281               | 1,601                     | 68                        | -           | 1,669                     | 612                       | 10                    |  |                   |  |  |
| Measuring instruments,<br>dies, jigs, patterns and<br>other equipments |      | 51,472                    | *2,776  | (579)        | 53,669              | 42,779                    | 2,030                     | (160)       | 44,649                    | 9,020                     | 20                    |  |                   |  |  |
| and the second   |      | 1,237,115                 | *124,475                                      |              | 1,243,428           | 515,578                   | 46,958                    | (86,628)    | 475,908                   | 767,520                   |                       |  |                   |  |  |
| Leased assets  |      | 1,201,110                 | 124,410                                       | (110,102)    | 1,240,420           | 010,070                   | 40,330                    | (00,020)    | 410,300                   | 101,020                   |                       |  |                   |  |  |
|  | [    | 04 606                    |   |              | 24 626              | 6,786                     | 1,784                     |             | 0.570                     | 16.056                    | 10                    |  |                   |  |  |
| Plant and machinery<br>Vehicles  |      | 24,626                    | -   | -<br>(6.000) | 24,626              | ,                         |                           | - (0.700)   | 8,570                     | 16,056                    | 20                    |  |                   |  |  |
| verlicies  |      | 21,599                    | -   | (6,233)      | 15,366              | 7,028                     | 2,444                     | (2,799)     | 6,673                     | 8,693                     | 20                    |  |                   |  |  |
|  |      | 46,225                    | -   | (6,233)      | 39,992              | 13,814                    | 4,228                     | (2,799)     | 15,243                    | 24,749                    |                       |  |                   |  |  |
| 2012   |      | 1,283,340                 | *124,475                                      | (124,395)    | 1,283,420           | 529,392                   | 51,186                    | (89,427)    | 491,151                   | 792,269                   |                       |  |                   |  |  |

 $<sup>^{\</sup>star}\,$  Represents transferred to owned assets from capital work-in-progress.

4.2 Leasehold land is carried at revalued amount. Had the land been carried at cost, it would have been carried at Rs.0.16 million (refer note 16 to the financial statements).

|     |   | Note | 2013<br>(Rupe | 2012<br>es in 000) |
|-----|---|------|---------------|--------------------|
| 4.3 | Allocation of depreciation charge:                    |      |               |                    |
|     | Cost of goods sold                                    | 27   | 51,380        | 45,669             |
|     | Selling and distribution costs                        | 28   | 288           | 287                |
|     | Administrative expenses                               | 29   | 6,034         | 5,230              |
|     |   |      | 57,702        | 51,186             |
| 4.4 | Reconciliation of net book value:                     |      |               |                    |
|     | Book value as at the beginning of the year            |      | 792,269       | 753,948            |
|     | Additions during the year                             |      | 138,245       | 124,475            |
|     | Depreciation for the year                             |      | (57,702)      | (51,186)           |
|     | Disposals / written-off during the year at book value |      | (21,285)      | (34,968)           |
|     | Book value as at the end of the year                  |      | 851,527       | 792,269            |

**4.5** Details of property, plant and equipment disposed-off during the year are given in note 40 to the financial statements.

### 4.6 Movement of capital work-in-progress

|  | Factory<br>building | Plant and machinery | Computer<br>and other IT<br>related<br>equipments | Advances to suppliers | Total     |
|--|---------------------|---------------------|---|-----------------------|-----------|
|  |                     | (F                  | Rupees in 000)                                    |                       |           |
| Balance as at June 30, 2011 Capital expenditure incurred / | 3,103               | 45,959              | 965   | 3,279                 | 53,306    |
| advances paid during the year                              | 1,474               | 118,399             | 5,836   | 2,838                 | 128,547   |
| Transferred to operating fixed assets                      | (4,005)             | (82,821)            | (6,673)   | (4,213)               | (97,712)  |
| Balance as at June 30, 2012                                | 572                 | 81,537              | 128   | 1,904                 | 84,141    |
| Capital expenditure incurred /                             |                     |                     |   |                       |           |
| advances paid during the year                              | 3,842               | 56,755              | 2,559   | 871                   | 64,027    |
| Transferred to operating fixed assets                      | (3,961)             | (101,558)           | (2,687)   | -                     | (108,206) |
| Balance as at June 30, 2013                                | 453                 | 36,734              | -   | 2,775                 | 39,962    |

- 4.6.1 Includes finance costs of Rs. 1 million (2012: Rs. 0.301 million) capitalized as a part of cost of such assets.
- **4.6.2** Includes measuring instruments purchased from Shirazi Trading Company (Private) Limited a related party amounting to Rs. 5.6 million (2012: Rs. Nil).

#### 5. INTANGIBLE ASSETS

|                   | COST                      |                          |                           | ACCUM                                       | IULATED AMOR              | NET BOOK<br>VALUE         |                           |                                |
|-------------------|---------------------------|--------------------------|---------------------------|---|---------------------------|---------------------------|---------------------------|--------------------------------|
|                   | As at<br>July 01,<br>2012 | Additions<br>/ Transfers | As at<br>June 30,<br>2013 | As at<br>July 01,<br>2012<br>Rupees in 000) | Charge<br>for the<br>year | As at<br>June 30,<br>2013 | As at<br>June 30,<br>2013 | Amorti-<br>sation<br>rate<br>% |
| Computer software |                           |                          | ·(n                       | iupees iii 000)                             |                           |                           |                           |                                |
| 2013              | 6,198                     | 3,441                    | 9,639                     | 3,021                                       | 2,288                     | 5,309                     | 4,330                     | 33                             |
| 2012              | 1,985                     | *4,213                   | 6,198                     | 1,899                                       | 1,122                     | 3,021                     | 3,177                     | 33                             |

<sup>\*</sup> Represents transfer from capital work-in-progress.

**5.1** The entire amortization charge of Rs. 2.288 million (2012: Rs. 1.122 million) has been charged under administrative expenses (note 29).

| 6. | LONG-TERM LOANS AND ADVANCES   | Note      | 2013<br>(Rupe              | 2012<br>es in 000)         |
|----|--|-----------|----------------------------|----------------------------|
|    | Secured, considered good Loans to employees - interest bearing Less: current maturity shown under current assets | 6.1<br>11 | 346<br>304<br>42           | 344<br>287<br>57           |
|    | Advances to employees - non-interest bearing Less: current maturity shown under current assets                   | 6.2<br>11 | 1,343<br>524<br>819<br>861 | 1,046<br>376<br>670<br>727 |

- 6.1 These loans carry mark-up at the rate of 1% (2012: 1%) per month and are secured against employees' retirement benefits. The loans are recoverable in monthly installments over a period of maximum 24 months.
- 6.2 These represent non-interest bearing advances to employees for purchase of motorcycles and are payable by way of a 15% amount upfront and the balance in maximum 42 equal monthly installments. These are secured against employees' retirement benefits.

Less: Provision for obsolescence

9.

8.1 Comprises provision in respect of stores and spare parts - in hand amounting to Rs. 5 million (2012: Rs. 3.823 million) and in respect of loose tools amounting to Rs. 1.038 million (2012: Rs. 0.919 million).

8.1

6,038

49,786

4,742

55,425

| STOCK-IN-TRADE                   | Note      | 2013<br>(Rupe | 2012<br>es in 000) |
|----------------------------------|-----------|---------------|--------------------|
| Raw and ancillary materials      |           |               |                    |
| In hand                          |           | 153,185       | 77,578             |
| In transit                       |           | 57,599        | 64,483             |
|                                  |           | 210,784       | 142,061            |
| Packing materials                |           | 1,246         | 1,023              |
| Work-in-process                  | 9.1 & 9.2 | 29,531        | 33,561             |
| Finished goods                   | 9.3       | 16,486        | 40,546             |
|                                  |           | 258,047       | 217,191            |
| Less: Provision for obsolescence | 9.4       | 1,200         | 663                |
|                                  |           | 256,847       | 216,528            |
|                                  |           |               |                    |

- 9.1 Includes stock valued at net realizable value amounting to Rs. Nil (2012: Rs. 0.219 million).
- 9.2 Included herein are stocks held by third parties amounting to Rs. 3.434 million (2012: Rs. 1.185 million).
- 9.3 Includes stock valued at net realizable value amounting to Rs. Nil (2012: Rs. 2.636 million).
- 9.4 Comprises provision in respect of raw and ancillary materials in hand amounting to Rs. 0.57 million (2012: Rs. 0.260 million) and in respect of work-in-process amounting to Rs. 0.63 million (2012: Rs. 0.403 million).

|      |  | Note        | 2013<br>(Rupe                             | 2012<br>ees in 000)                          |
|------|--|-------------|---|--|
| 10.  | TRADE DEBTS - Unsecured, considered good   | 10.1 & 10.2 | 101,284                                   | 191,500                                      |
| 10.1 | The ageing analysis of unimpaired trade debts as at June 30 is as follows:  Neither past due nor impaired  Past due but not impaired  - within 30 days  - 31 to 60 days  - 61 to 90 days  - over 90 days |             | 66,827<br>25,700<br>4,259<br>520<br>3,978 | 115,912<br>34,950<br>22,333<br>18,023<br>282 |
|      |  |             | 101,284                                   | 191,500                                      |

| 40.0 |  |                  | Note               | 2013<br>(Rupees                         | 2012<br>s in 000)                       |
|------|--|------------------|--------------------|---|---|
| 10.2 | Included herein trade debts receivable from follov                               | ving related pa  | rties:             |   |   |
|      | Atlas Honda Limited<br>Atlas Autos (Private) Limited                             |                  |                    | 9,916<br>6,647                          | 60,807<br>-                             |
|      | ,  |                  |                    | 16,563                                  | 60,807                                  |
|      |  |                  | 0010               |   | 0010                                    |
|      |  | Atlas            | 2013<br>Atlas      | Atlas                                   | 2012 Atlas                              |
|      |  | Honda<br>Limited | Autos<br>(Private) | Honda<br>Limited                        | Autos<br>(Private)                      |
|      |  |                  | Limited            | 000)                                    | Limited                                 |
|      | N. W.  | 0.050            | (rupees iii        | •                                       |   |
|      | Neither past due nor impaired  | 9,852            | -                  | 60,807                                  | -                                       |
|      | Past due but not impaired - within 30 days                                       | 64               | 6,425              | -                                       | -                                       |
|      | - 31 to 60 days<br>- 61 to 90 days   | -                | 78                 | -                                       | -                                       |
|      | - over 90 days   | -                | 144                | -                                       | -                                       |
|      |  | 9,916            | 6,647              | 60,807                                  | -                                       |
|      |  |                  |                    |   |   |
|      |  |                  | Note               | 2013<br>(Rupass                         | 2012<br>s in <b>000)</b>                |
| 11.  | LOANS AND ADVANCES - Unsecured, consideration                                    | dered good       |                    | (nupees                                 | 5 111 000)                              |
|      | Loans to employees - non-interest bearing  |                  |                    | 22                                      | 5                                       |
|      | Current maturity of:   |                  | 6                  | 204                                     | 007                                     |
|      | loans to employees - interest bearing advances to employees - non interest bear  | aring            | 6<br>6             | 304<br>524                              | 287<br>376                              |
|      |  |                  |                    | 828                                     | 663                                     |
|      | Advances: against salary   |                  |                    | 67                                      | 70                                      |
|      | against expenses   |                  |                    | 579                                     | 413                                     |
|      | to suppliers   |                  |                    | 7,714                                   | 9,961                                   |
|      |  |                  |                    | 9,210                                   | 10,444                                  |
|      |  |                  |                    | ======================================= | ======================================= |
| 12.  | TRADE DEPOSITS, SHORT-TERM PREPAYM AND OTHER RECEIVABLES                         | ENTS             |                    |   |   |
|      | Trade Deposits Security and trade deposits                                       |                  |                    | 1,910                                   | 2,438                                   |
|      | Letter of Credit and guarantee margin  |                  |                    | -                                       | 1,507                                   |
|      | Short-term Prepayments   |                  |                    | 1,910                                   | 3,945                                   |
|      | Short-term prepayments  Current maturity of long-term prepaymen                  | to               | 7                  | 406                                     | 1,863                                   |
|      | Current maturity of long-term prepaymen  | ıs               | 1                  | 281<br>687                              | 2,264                                   |
|      | Other Receivables  |                  |                    |   | 2,204                                   |
|      | Receivable against disposal of operating<br>Receivable against scrap sales       | fixed assets     |                    | 7,500<br>1,285                          | -                                       |
|      | -  |                  |                    | ,_30                                    |   |
|      | From Related Parties: - Atlas Battery (Private) Limited                          |                  |                    | 10                                      | -                                       |
|      | - Atlas Hi-tech (Private) Limited  |                  |                    | 37                                      | -                                       |
|      | <ul><li>Atlas Metals (Private) Limited</li><li>Atlas Insurance Limited</li></ul> |                  |                    | 252<br>307                              | -                                       |
|      | - Employees Provident Fund   |                  | 12.1               | 677                                     | 207                                     |
|      |  |                  |                    | 1,283                                   | 207                                     |
|      |  |                  |                    | 12,665                                  | 6,416                                   |

As at the balance sheet date, the shares in the Company held by related parties were 24,302,619 (2012: 24,245,453) shares which included 19,503,729 (2012: 19,446,563) ordinary shares of Rs.10/- each which is 79.05% (2012: 78.81%) of the total equity of the Company held by Shirazi Investments (Private) Limited, the holding company.

| 2013       | 2012 |  |
|------------|------|--|
| (Rupees in | 000) |  |

246,734

246,734

# 16. SURPLUS ON REVALUATION OF PROPERTY, PLANT AND EQUIPMENT

24,673,390

24,673,390

| 356,360 | 356,360 |
|---------|---------|
|         |         |

16.1 Leasehold land costing Rs. 0.160 million was revalued by Razzaque Umrani & Co., Engineers and Surveyors on June 20, 1998 resulting in surplus amounting to Rs.118.680 million which has been credited to surplus on revaluation of property, plant and equipment account. The basis of revaluation was market value.

- In the year 2007, another revaluation of the above land was carried out by M/s Surval Engineers, Surveyors and Technical Consultants on June 22, 2007 resulting in surplus amounting to Rs. 297.100 million which has been credited to surplus on revaluation of property, plant and equipment account. The basis of revaluation was market value.
- 16.3 In the year 2010, another revaluation of the above land was carried out by M/s Surval Engineers, Surveyors and Technical Consultants on August 18, 2009. The result of the said valuation was not materially different from the valuation carried out on June 22, 2007.
- 16.4 In the year 2011, another revaluation of the above land was carried out by M/s. Surval Engineers, Surveyor and Technical Consultant on June 30, 2011 resulting in a deficit of Rs. 59.420 million which was debited to surplus on revaluation of property, plant and equipment account. The basis of revaluation was market value.

| 17. | LONG-TERM FINANCING - Secured                | Note | 2013<br>(Rupe | 2012<br>es in <b>000)</b> |
|-----|--|------|---------------|---------------------------|
|     | From banking companies                       |      |               |                           |
|     | Loan - II                                    | 17.1 | -             | 9,000                     |
|     | Loan - III                                   | 17.1 | -             | 15,476                    |
|     | Loan - IV                                    | 17.2 | 57,142        | 85,714                    |
|     | Loan - V                                     | 17.3 | 21,429        | 30,000                    |
|     | Loan - VI                                    | 17.4 | 27,779        | -                         |
|     |  |      | 106,350       | 140,190                   |
|     | Less: Current maturity - long-term financing |      | 41,111        | 54,644                    |
|     |  |      | 65,239        | 85,546                    |
|     |  |      |               |                           |

- **17.1** During the year, the Company made repayment of the entire outstanding amounts including early repayment of Rs. 3.000 million and Rs. 1.190 million of Loan II and Loan III respectively.
- 17.2 This represents a utilized portion of a loan facility of Rs. 100 million obtained from a commercial bank. The loan is repayable in 7 semi annual installments commenced from June 15, 2012 and carries mark-up at the rate of 6 months KIBOR plus 1.75% per annum. The loan is secured by first pari-passu charge over fixed assets of the Company for Rs. 134 million.
- 17.3 This represents a utilized portion of a loan facility of Rs. 30 million obtained from a commercial bank. The loan is repayable in 7 semi annual installments commenced from December 06, 2012 and carries mark-up at the rate of 3 months KIBOR plus 1.50% per annum. The loan is secured by way of first pari-passu charge over fixed assets of the Company for Rs. 37 million.
- 17.4 This represents a utilized portion of a loan facility of Rs. 100 million obtained during the year from a commercial bank. The loan is repayable in 7 semi annual installments commencing from April 29, 2014 and carries mark-up at the rate of 6 months KIBOR plus 1.0% per annum. The loan is secured by way of first pari-passu charge over fixed asset of the Company for Rs. 33 million.

#### 18. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE

Represented finance leases entered into with commercial banks in respect of machinery and vehicles. Total lease rentals due under various lease agreements aggregating to Rs. 14.455 million were payable in monthly instalments latest by February 2016. Taxes, repairs, replacement and insurance costs were to be borne by the lessee. Financing rates of approximately 14.33 percent to 16.52 percent per annum were being used as discounting factor. However, during the year, the Company made early repayment of the entire outstanding amount and the underlying assets were transferred in the name of the Company.

|     |                                       | Note | 2013<br>(Rupe | 2012<br>es in 000) |
|-----|---------------------------------------|------|---------------|--------------------|
| 19. | RETIREMENT AND OTHER SERVICE BENEFITS |      |               |                    |
|     | Non-management staff gratuity         | 19.1 | 8,459         | 9,354              |
|     | Accrual for compensated absences      | 19.2 | 10,906        | 11,578             |
|     |                                       |      | 19,365        | 20,932             |
|     | 5 6 11 6 1                            |      |               |                    |

#### Defined benefit plan

#### 19.1 General Description

The Company operates an unfunded gratuity scheme for non-management staff. On introduction of the provident fund in 1974 the employees were given the option to either continue with the gratuity scheme or join the provident fund. Those employees who opted to join the provident fund were entitled to gratuity upto the period of joining the provident fund and provision in this respect was duly made at that time. The Company entered into an agreement with the Collective Bargaining Agent (CBA), whereby the non-management staff who opted for the provident fund scheme are also entitled to gratuity for four days for each completed year of service.

The Company also established funded gratuity scheme for its management staff with effect from July 01, 2003 which was approved by the Commissioner of Income Tax in October 2002. The actuarial valuation of the gratuity schemes is carried out every year and the latest valuation was carried out as at June 30, 2013.

|        |   | 2013   | <b>1gement</b><br>2012                                       | Non - mar<br>2013                                  | 2012   | Tota<br>2013   | 2012  |
|--------|---|--|--|--|--|--|---|
| 19.1.1 | Reconciliation of obligations as at year e  |  |  | (Hupees  | 111 000)   |  |   |
|        | Present value of defined benefit obligation Fair value of plan assets   | 24,771<br>(15,713)   | 21,807<br>(12,020)   | 1,699  | 1,719  | 26,470<br>(15,713)   | 23,526 (12,020)   |
|        | Unrecognized actuarial gain / (loss) Unrecognized non-vested liability  | 9,058<br>213<br>(6,278)  | 9,787<br>(6,949)<br>47                                       | 1,699<br>6,760                                     | 1,719<br>7,635   | 10,757<br>6,973<br>(6,278)   | 11,506<br>686<br>47   |
|        | Net liability as at the end of the years  | 2,993  | 2,885  | 8,459  | 9,354  | 11,452   | 12,239  |
| 19.1.2 | Movement in liability   |  |  |  |  |  |   |
|        | Net liability as at the beginning of the year<br>Charge / (reversal) for the year<br>Contributions<br>Benefits paid during the period<br>Net liability as at the end of the year  | 2,885<br>2,993<br>(2,885)<br>-<br>2,993                        | 2,940<br>2,885<br>(2,940)<br>-<br>2,885                      | 9,354<br>(773)<br>-<br>(122)<br><br>8,459          | 13,451<br>1,364<br>-<br>(5,461)<br>9,354                   | 12,239<br>2,220<br>(2,885)<br>(122)<br>11,452  | 16,391<br>4,249<br>(2,940)<br>(5,461)                             |
| 19.1.3 | Charge for the year   |  |  |  |  |  |   |
|        | Current service cost Interest cost Expected return on assets Amortization of actuarial loss Charge / (reversal) for the year  | 1,253<br>2,913<br>(1,703)<br>530<br>                           | 1,245<br>3,424<br>(2,187)<br>403<br>                         | 64<br>229<br>-<br>(1,066)<br>-<br>(773)            | 300<br>1,429<br>-<br>(365)<br>—<br>1,364                   | 1,317<br>3,142<br>(1,703)<br>(536)<br>—  | 1,545<br>4,853<br>(2,187)<br>38<br>4,249                          |
| 19.1.4 | Movement in defined benefit obligation  |  |  |  |  |  |   |
|        | Present value of defined benefit obligation as at the beginning of the year Current service cost Interest cost Benefits paid during the year Actuarial (gain) / loss Liability recognized - transferees Present value of defined benefit obligation as at the end of the year | 21,807<br>1,253<br>2,913<br>(10)<br>(1,026)<br>(166)<br>24,771 | 23,796<br>1,245<br>3,424<br>(6,968)<br>357<br>(47)<br>21,807 | 1,719<br>64<br>229<br>(122)<br>(191)<br>-<br>1,699 | 10,235<br>300<br>1,429<br>(5,461)<br>(4,784)<br>-<br>1,719 | 23,526<br>1,317<br>3,142<br>(132)<br>(1,217)<br>(166)<br>——————————————————————————————————— | 34,031<br>1,545<br>4,853<br>(12,429)<br>(4,427)<br>(47)<br>23,526 |
| 19.1.5 | Movement in fair value of plan assets   |  |  |  |  |  |   |
|        | Present value of plan assets as at<br>the beginning of the year<br>Expected return on plan assets<br>Contributions made by the Company<br>Benefits paid during the year<br>Actuarial gain / (loss)<br>Present value of plan assets as at the end                              | 12,019<br>1,702<br>2,885<br>(1,026)<br>133                     | 14,443<br>2,187<br>2,940<br>(6,968)<br>(582)                 | -<br>-<br>-<br>-<br>-                              | -<br>-<br>-<br>-   | 12,019<br>1,702<br>2,885<br>(1,026)<br>133   | 14,443<br>2,187<br>2,940<br>(6,968)<br>(582)                      |
|        | of the year   | 15,713   | 12,020   |  | <u>-</u>   | 15,713   | 12,020  |

|         |  |                  |                | Manaզ<br>2013   | gement<br>2012   | Non - man<br>2013  | agement<br>2012                                   |
|---------|--|------------------|----------------|---|--|--|---|
| 1016    | Principal actuarial assumptions  |                  |                |   | (Rupees  |  |   |
| 13.1.0  | ·  |                  |                | 11 000/   | 12 500/  | 11 000/  | 12.500/   |
|         | Discount rate  |                  |                | 11.00%  | 13.50%   |  | 13.50%  |
|         | Expected per annum rate of return on plan  |                  |                | 11.00%  | 13.50%   |  |   |
|         | Expected per annum rate of increase in futu  |                  |                | 10.00%  | 13.50%   | 10.00%   | 12.50%  |
|         |  | Manag<br>2013    | ement<br>2012  | Non - ma<br>2013                                      | nagement<br>2012                                       | Tot<br>2013  | : <b>al</b><br>2012                               |
|         |  |                  |                | (Rupees ir  | thousands) -   |  |   |
| 19.1.7  | Actual return on plan assets   | 2,183            | 1,605          |   |  | 2,183  | 1,605   |
| 19.1.8  | Plan assets comprise the following:  |                  |                |   |  |  |   |
|         |  |                  |                | 20<br>Rupees in                                       | 13   | 201<br>Rupees in   | 2   |
|         |  |                  |                | 000   | %age   | '000   | %age  |
|         | Debt   |                  |                | 7,630   | 48.56  | 5,247  | 43.65   |
|         | Mutual funds<br>Cash   |                  |                | 8,081<br>2  | 51.43<br>0.01  | 6,751<br>22  | 56.16<br>0.19                                     |
|         |  |                  |                | 15,713  | 100.00   | 12,020   | 100.00  |
|         |  |                  |                |   |  | =======================================                        |   |
| 19.1.9  | The expected return on plan assets was de the current investment policy.   | etermined by co  | onsidering the | e expected re   | eturns available                                       | on the assets  | underlying  |
| 19.1.10 | Expected contribution to Management Staf 2.993 million).   | f Gratuity Fund  | for the year   | ending June   | 30, 2014 is Rs   | s. 2.388 million   | (2013: Rs.  |
| 19.1.11 | Management Staff Gratuity Fund - Compari   | son for past yea | ars:           | 2013  | 2012   | 2011   |   |
|         | Present value of defined benefit obligation Fair value of plan assets  |                  |                |   |  | 2011   | 2010  |
|         | Deficit  |                  |                | 24,771<br>15,713                                      | 21,807<br>12,020                                       | 23,796<br>14,443   | 2010<br>20,077<br>6,700                           |
|         | Delicit  |                  |                |   |  | 23,796   | 20,077  |
|         | Experience adjustments (Gain) / loss on plan liabilities   |                  |                | 15,713  | 12,020   | 23,796<br>14,443   | 20,077 6,700                                      |
|         | Experience adjustments   |                  |                | 15,713<br>————————————————————————————————————        | 9,787  | 23,796<br>14,443<br>9,353                                      | 20,077<br>6,700<br>13,377                         |
| 19.1.12 | Experience adjustments (Gain) / loss on plan liabilities   | nparison         |                | 15,713<br>9,058<br>(10)                               | 12,020<br>9,787<br>——————————————————————————————————— | 23,796<br>14,443<br>9,353<br>1,358                             | 20,077<br>6,700<br>13,377<br>434                  |
| 19.1.12 | Experience adjustments (Gain) / loss on plan liabilities Gain / (loss) on plan assets  Non-Management Staff Gratuity Fund - Cor  | mparison         |                | 15,713<br>9,058<br>(10)                               | 12,020<br>9,787<br>——————————————————————————————————— | 23,796<br>14,443<br>9,353<br>1,358                             | 20,077<br>6,700<br>13,377<br>434                  |
| 19.1.12 | Experience adjustments (Gain) / loss on plan liabilities  Gain / (loss) on plan assets  Non-Management Staff Gratuity Fund - Corfor past years:  Present value of defined benefit obligation   | mparison         |                | 15,713<br>9,058<br>(10)<br>133                        | 12,020<br>9,787<br>357<br>(582)                        | 23,796<br>14,443<br>9,353<br>1,358<br>84                       | 20,077<br>6,700<br>13,377<br>434<br>110           |
| 19.1.12 | Experience adjustments (Gain) / loss on plan liabilities Gain / (loss) on plan assets  Non-Management Staff Gratuity Fund - Corfor past years:  Present value of defined benefit obligation Fair value of plan assets                                  | mparison         |                | 15,713<br>9,058<br>(10)<br>133<br>1,699               | 12,020<br>9,787<br>357<br>(582)<br>1,719               | 23,796<br>14,443<br>9,353<br>1,358<br>84<br>10,235             | 20,077<br>6,700<br>13,377<br>434<br>110           |
| 19.1.12 | Experience adjustments (Gain) / loss on plan liabilities Gain / (loss) on plan assets  Non-Management Staff Gratuity Fund - Corfor past years:  Present value of defined benefit obligation Fair value of plan assets  Deficit  Experience adjustments |                  |                | 15,713<br>9,058<br>(10)<br>133<br>1,699<br>-<br>1,699 | 12,020<br>9,787<br>357<br>(582)<br>1,719               | 23,796 14,443  9,353  1,358  84  10,235  10,235  386  Payments | 20,077<br>6,700<br>13,377<br>434<br>110<br>10,078 |

|     |  | Note   | 2013<br>(Rupe                     | 2012<br>es in 000)              |
|-----|--|--------|-----------------------------------|---------------------------------|
| 20. | DEFERRED TAXATION  |        |                                   |                                 |
|     | Deferred tax liabilities   |        |                                   |                                 |
|     | Difference in accounting and tax base of operating fixed assets, leased assets and intangibles |        | 99,997                            | 89,419                          |
|     | Deferred tax assets  |        |                                   |                                 |
|     | Provision for gratuity and compensated absences Provision for obsolete stock-in-trade and      |        | (6,778)                           | (7,326)                         |
|     | stores, spare parts and loose tools<br>Carry over of minimum tax                               |        | (2,533)                           | (1,892)<br>(51,171)             |
|     | BMR rebate   |        | (21,532)                          | -                               |
|     |  |        | 69,154                            | 29,030                          |
| 21. | TRADE AND OTHER PAYABLES   |        |                                   |                                 |
|     | Trade creditors Sales tax payable - net Withholding tax payable Royalty payable                | 21.1   | 34,757<br>6,495<br>1,061<br>9,051 | 54,140<br>10,153<br>-<br>12,833 |
|     | Management staff gratuity Accrued liabilities Advances from customers                          | 19.1.1 | 2,993<br>27,404<br>7,136          | 2,885<br>22,200<br>8,454        |
|     |  |        | 88,897                            | 110,665                         |

21.1 Included herein Rs. 9.718 million (2012: Rs. 2.317 million) payable to Atlas Insurance Company Limited, a related party.

|     |   | Note                         | 2013<br>(Rupee                                   | 2012<br>es in 000)                               |
|-----|---|------------------------------|--|--|
| 22. | ACCRUED MARK-UP   |                              |  |  |
|     | Term loans<br>Short-term running finances   |                              | 1,295<br>6,009                                   | 1,965<br>11,909                                  |
|     |   |                              | 7,304  | 13,874   |
| 23. | SHORT-TERM BORROWINGS - Secured   |                              |  |  |
|     | Running finances under mark-up arrangements<br>Short-term loans<br>Murabaha finance<br>Trust receipts | 23.1<br>23.2<br>23.3<br>23.4 | 76,555<br>140,000<br>57,193<br>24,351<br>298,099 | 216,845<br>70,000<br>34,314<br>41,915<br>363,074 |

- 23.1 The aggregate facilities for short term running finance available from various banks as at June 30, 2013 amount to Rs. 702 million (2012: Rs. 577 million) of which Rs. 625.445 million (2012: Rs. 360.155 million) remained unutilized as at the year end. These are under mark-up arrangements and are secured by way of first pari passu joint hypothecation of stocks and book debts of the Company. The rate of mark-up on these finances ranges from 1 month KIBOR plus 1% to 3 months KIBOR plus 2% per annum (2012: 1 month KIBOR plus 1% to 3 months KIBOR plus 2% per annum). These are repayable latest by December 31, 2013.
- 23.2 This represents the utilized portion of loan facilities of Rs. 140 million (2012: Rs. 70 million) obtained during the year from various banks and carries a mark-up at the rate ranging from 6 months KIBOR plus 0.75% to 1 month KIBOR plus 0.75% (2012: one month KIBOR plus 1%). These are repayable latest by November 30, 2013. These are secured by way of first pari-passu joint hypothecation of stocks and book debts of the Company.
- 23.3 The aggregate facility for short term murabaha finance from banks as at June 30, 2013 amount to Rs. 200 million (2012: Rs. 100 million) of which Rs. 142.807 million (2012: Rs. 65.69 million) remained unutilized as at the year end. This carries profit at the rate of 3 months KIBOR plus 0.8% to 1% per annum (2012: 3 months KIBOR plus 1% per annum). This is secured by way of first pari-passu joint hypothecation of stocks and book debts of the Company. This is repayable by November 30, 2013.

23.4 The aggregate facilities of trust receipts available from various banks as at June 30, 2013 amount to Rs. 70 million (2012: Rs. 130 million) of which Rs. 45.649 million (2012: Rs. 88.09 million) remained unutilized as at the year end. These are under mark-up arrangements and are secured by way of first pari-passu joint hypothecation of stocks and book debts of the Company. The rate of mark-up on these finances is 3 months KIBOR plus 1% to 3 months KIBOR plus 1.25% per annum (2012: 3 months KIBOR plus 1% to 1 month KIBOR plus 1.75% per annum).

|     |  | Note | 2013<br>(Rupe | 2012<br>ees in 000) |
|-----|--|------|---------------|---------------------|
| 24. | PROVISIONS AND OTHER LIABILITIES           |      |               |                     |
|     | Provision for bonus - management staff     | 24.1 | 21,246        | 11,760              |
|     | Provision for bonus - non-management staff | 24.1 | 462           | 581                 |
|     | Deposits from employees                    | 24.2 | 2,292         | 2,718               |
|     | Workers' Profit Participation Fund         | 24.3 | 4,974         | 2,480               |
|     | Workers' Welfare Fund                      |      | 2,619         | 942                 |
|     | Unclaimed dividends                        |      | 588           | 463                 |
|     | Others                                     |      | 463           | 879                 |
|     |  |      | 32,644        | 19,823              |

**24.1** The movements in provisions during the year were as follows:

|  | Opening balance | Charge<br>for the year<br>(Rupees in | Payments 000)       | Closing<br>balance |
|--|-----------------|--------------------------------------|---------------------|--------------------|
| Provision for bonus - management staff<br>Provision for bonus - non-management staff | 11,760<br>581   | 21,246<br>1,641                      | (11,760)<br>(1,760) | 21,246<br>462      |
| 2013   | 12,341          | 22,887                               | (13,520)            | 21,708             |
| 2012   | 18,027          | 12,341                               | (18,027)            | 12,341             |

**24.2** These represent deposit from employees under the Company's vehicle scheme.

| Workers' Profits Participation Fund  | 2013<br>(Rupe  | 2012<br>ees in 000) |
|--|----------------|---------------------|
| Balance as at the beginning of the year<br>Interest on fund utilized in Company's business | 2,480          | 4,443<br>415        |
| Provision for the year   | 2,480<br>4,974 | 4,858<br>2,480      |
| Less: Amount paid during the year  | 7,454<br>2,480 | 7,338<br>4,858      |
| Balance as at the end of the year  | 4,974          | 2,480               |

## 25. CONTINGENCIES AND COMMITMENTS

## 25.1 Contingency

24.3

## **Electricity charges**

Karachi Electric Supply Company Limited (KESC) raised a demand of Rs. 12.285 million on the plea that they erred in billing, against which the Company had filed an appeal before the Honourable High Court of Sindh. The Honourable Court issued a stay order on May 26, 1989 for making payments against the remaining disputed demand. The Company till the date of stay order had paid under protest Rs. 8.282 million which had been expensed out in prior years.

In the year 2006, the Honourable High Court of Sindh decided the appeal in favour of KESC. The Company has filed a second appeal against the judgment of the Court before the expanded bench of the Honourable High Court of Sindh.

During the year, the Company has entered into an agreement with KESC by virtue of which it has unconditionally agreed to withdraw the appeal filed before the expanded bench of Honourable High Court of Sindh. In consideration thereof, KESC has granted a waiver of 16.3% as relief against disputed amount of Rs. 12.285 million million. Since the Company had already paid Rs. 8.282 million out of the remaining balance of 83.7%, it was mutually agreed that remaining balance of Rs. 2.0 million will be paid in four equal monthly installments of Rs. 0.5 million each, starting from June 2013. Accordingly, provision for the balance amount of Rs. 2.0 million has been made in these financial statements. As at June 30, 2013 the Company has paid Rs. 0.5 million and the remaining balance of Rs. 1.5 million will be paid in the subsequent year.

| 05.0   | Note   | 2013<br>(Rupe    | 2012<br>es in 000) |
|--------|--|------------------|--------------------|
| 25.2   | Commitments  |                  |                    |
| 25.2.1 | Guarantees   |                  |                    |
|        | Bank guarantees in favour of Sui Southern Gas Company Limited                    | 18,278           | 18,278             |
|        | Insurance company guarantee in favour of Karachi Electric Supply Company Limited | 4,000            | 4,000              |
| 25.2.2 | Commitments under letters of credit  |                  |                    |
|        | - For capital expenditures   | 2,510            | 3,702              |
|        | - Other than capital expenditures  | 111,330          | 138,156            |
| 25.2.3 | Commitments for rentals under Ijarah finance agreement:                          |                  |                    |
|        | Within one year<br>After one year but not more than five years                   | 25,021<br>33,436 | 31,291<br>58,457   |
|        |  | 58,457           | 89,748             |

Represents ljarah finance facility entered into with Meezan Bank Limited in respect of plant and machinery. Ijarah payments are payable in semi-annual instalments latest by November 2016. Taxes, repairs, replacement and insurance costs are to be borne by the muj'ir (lessor). These are secured by on demand promissory notes of Rs. 145.908 million (2012: Rs.145.980 million).

|     | Not   | e | 2013<br>(Rupe   | 2012<br>es in <b>000)</b>   |
|-----|---|---|---|---|
| 26. | SALES   |   |   |   |
|     | Gross sales<br>Less: Sales tax  | _ | 2,735,776<br>377,348  | 2,593,170<br>357,679  |
|     |   | = | 2,358,428   | 2,235,491   |
| 27. | COST OF GOODS SOLD  |   |   |   |
|     | Raw and ancillary materials consumed Salaries, wages and benefits Contract labour Spare parts and other maintenance Packing materials consumed Fuel, water and power Rent, rates and taxes Insurance Training expenses Travelling Repairs and maintenance Depreciation Ijarah rentals Royalties and technical fee Printing and stationery Postage, telephone and telegrams Subscriptions Provision for obsolete stock-in-trade Provision for stores, spare parts and loose tools General expenses |   | 1,507,211 146,370 77,812 70,713 12,866 112,206 464 7,491 745 1,330 21,968 51,380 27,797 16,207 509 202 54 537 1,296 1,830 2,058,988 | 1,435,352<br>214,128<br>67,200<br>64,348<br>15,595<br>102,312<br>615<br>7,599<br>451<br>-<br>15,161<br>45,669<br>27,964<br>12,633<br>316<br>850<br>441<br>-<br>967<br>1,455 |
|     | Opening work-in-process Closing work-in-process   |   | 33,561<br>(29,531)  | 39,025<br>(33,561)  |
|     |   | _ | 4,030   | 5,464   |
|     | Cost of goods manufactured  |   | 2,063,018   | 2,018,520   |
|     | Opening stock of finished goods Closing stock of finished goods   |   | 40,546<br>(16,486)  | 34,462<br>(40,546)  |
|     |   | _ | 24,060  | (6,084)   |
|     |   | = | 2,087,078   | 2,012,436   |
|     |   |   |   |   |

| Critical Provident Fund   1,172   3,384   8,33   931   1,72   3,384   2,453   2,632  |      | Note   | 2013<br>(Rupee  | 2012<br>es in 000)  |
|--|------|--|---|---|
| Employees Old Age Benefits   833   831   2,453   2,652   2,6 | 27.2 | Included herein are the following retirement benefits:   |   |   |
| SELLING AND DISTRIBUTION EXPENSES   Salaries and allowances   28.1   |      | Employees Old Age Benefits   | 833   | 831   |
| Salariss and allowances         28.1         8.153         7.953           Advertisement and publicity         2.062         1.845         2.1845           Cartage and octroi         4.658         4.835         1.92 <th></th> <th></th> <th>4,458</th> <th>6,847</th>  |      |  | 4,458   | 6,847   |
| Advertisement and publicity Cartage and octroi   | 28.  | SELLING AND DISTRIBUTION EXPENSES  |   |   |
| Caratuity  |      | Advertisement and publicity Cartage and octroi Travelling and conveyance Executive training Depreciation 4.3 Insurance Printing and stationery Postage, telephone and telegrams Medical expenses Rent, rates and taxes Business promotion expenses Subscriptions Repairs and maintenance           | 2,062<br>4,658<br>2,739<br>102<br>288<br>6,966<br>256<br>328<br>240<br>1,026<br>4,317<br>3<br>54<br>301   | 1,845<br>4,353<br>2,421<br>150<br>287<br>3,605<br>192<br>285<br>185<br>228<br>1,746<br>141<br>39<br>297 |
| Employées Old Age Benefits Provident Fund         53 256 307           492         536           29. ADMINISTRATIVE EXPENSES         49296 41,034           Salaries and allowances Medical expenses         29.1 & 29.2 49,296 41,034           Medical expenses         57 455           Travelling and conveyance Insurance         805 2,439           Insurance         2,146 2,191           Depreciation         4,3 6,034 5,230           Amortization         5.1 2,288 1,122           Printing and stationery         879 304           Postage, telephone and telegrams         1,054 625           Business promotion expenses         302 326           Subscriptions         577 458           Advertisement and publicity         318 364           Training expenses         600 200           Repairs and maintenance         6,413 973           Operating fixed assets written-off         737 7-3           General expenses         1,069 243           29.1 Included herein are the following retirement benefits:         865 693           Employees Old Age Benefits         71 176           Provident Fund         1,596 1,577   | 28.1 | Included herein are the following retirement benefits:   |   |   |
| Salaries and allowances       29.1 & 29.2       49,296       41,034         Medical expenses       57       455         Travelling and conveyance       805       2,439         Insurance       2,146       2,191         Depreciation       4.3       6,034       5,230         Amortization       5.1       2,288       1,122         Printing and stationery       879       304         Postage, telephone and telegrams       1,054       625         Business promotion expenses       302       326         Subscriptions       577       458         Advertisement and publicity       318       364         Training expenses       600       200         Repairs and maintenance       6,413       973         Operating fixed assets written-off       737       -         General expenses       1,069       243         29.1       Included herein are the following retirement benefits:       865       693         Employees Old Age Benefits       71       176         Provident Fund       1,596       1,577  |      | Employees Old Age Benefits   | 53<br>256   | 56<br>307   |
| Medical expenses       57       455         Travelling and conveyance       805       2,439         Insurance       2,146       2,191         Depreciation       4.3       6,034       5,230         Amortization       5.1       2,288       1,122         Printing and stationery       879       304         Postage, telephone and telegrams       1,054       625         Business promotion expenses       302       326         Subscriptions       577       458         Advertisement and publicity       318       364         Training expenses       600       200         Repairs and maintenance       6,413       973         Operating fixed assets written-off       737       -         General expenses       1,069       243         29.1       Included herein are the following retirement benefits:       865       693         Employees Old Age Benefits       71       176         Provident Fund       1,596       1,577  | 29.  | ADMINISTRATIVE EXPENSES  |   |   |
| Gratuity         865         693           Employees Old Age Benefits         71         176           Provident Fund         1,596         1,577  |      | Medical expenses Travelling and conveyance Insurance Depreciation 4.3 Amortization 5.1 Printing and stationery Postage, telephone and telegrams Business promotion expenses Subscriptions Advertisement and publicity Training expenses Repairs and maintenance Operating fixed assets written-off | 57<br>805<br>2,146<br>6,034<br>2,288<br>879<br>1,054<br>302<br>577<br>318<br>600<br>6,413<br>737<br>1,069 | 455<br>2,439<br>2,191<br>5,230<br>1,122<br>304<br>625<br>326<br>458<br>364<br>200<br>973                |
| Employees Old Age Benefits 71 176 Provident Fund 1,596 1,577   | 29.1 | Included herein are the following retirement benefits:   |   |   |
| 2,532 2,446<br>===================================   |      | Employees Old Age Benefits   | 71  | 176   |
|  |      |  | 2,532   | 2,446   |

Salaries and allowances include directors' fee for attending meetings aggregating to Rs. Nil (2012: Rs. 0.06 million), as disclosed in note 35 to the financial statements. 29.2

|      |  | Note | 2013<br>(Rupe  | 2012<br>es in <b>000)</b> |
|------|--|------|----------------|---------------------------|
| 30.  | OTHER OPERATING EXPENSES   |      |                |                           |
|      | Loss on disposal of operating fixed assets<br>Legal and professional charges | 40   | 2,449<br>1,335 | 12,398<br>1,390           |
|      | Workers' Profit Participation Fund<br>Workers' Welfare Fund                  | 24.3 | 4,974<br>2,619 | 2,480<br>942              |
|      | Auditors' remuneration   | 30.1 | 880            | 960                       |
|      | Donation   | 30.2 | 1,260          | 1,550                     |
|      |  |      | 13,517         | 19,720                    |
| 30.1 | Auditors' remuneration   |      |                |                           |
|      | Audit fee - statutory Fee for half-yearly review                             |      | 550<br>-       | 550<br>120                |
|      | Certification, tax and other services Out-of-pocket expenses                 |      | 250<br>80      | 210<br>80                 |
|      |  |      | 880            | 960                       |
|      |  |      |                |                           |

**30.2** Represents donation paid / payable to Atlas Foundation. Mr. Yousuf H. Shirazi, a director of the Company is also the director in Atlas Foundation.

| 31. | FINANCE COSTS   | Note | 2013<br>(Rupe                                   | 2012<br>es in 000)                                  |
|-----|---|------|---|---|
| 32. | Mark-up on: - long-term financing - secured - short-term borrowings - secured - finance lease obligation Bank and other allied charges Interest on Workers' Profit Participation Fund  OTHER INCOME |      | 14,733<br>46,502<br>882<br>2,327<br>-<br>64,444 | 24,112<br>48,144<br>2,080<br>2,873<br>415<br>77,624 |
|     | Rental income from related parties<br>Others  | 32.1 | 38,948<br>40<br>38,988                          | 159<br>159  |

32.1 During the year, the Company rented out its leasehold land to its related parties and earned rental income of Rs. 24.993 million and Rs. 13.955 million from Atlas Metals (Private) Limited and Atlas Battery Limited respectively.

| 33.  | TAXATION  | Note | 2013<br>(Rupe              | 2012<br>es in 000)          |
|------|---|------|----------------------------|-----------------------------|
|      | For the year: - current - deferred  | 33.1 | 21,324<br>22,660<br>43,984 | 22,355<br>(13,626)<br>8,729 |
| 33.1 | Reconciliation between tax expense and accounting profit  |      |                            |                             |
|      | Accounting profit for the year before taxation  |      | 128,309                    |                             |
|      | Tax at applicable rate of 35%   |      | 44,908                     |                             |
|      | Tax effects of net expenses that are admissible but not included in determining accounting profit                       |      | (13,371)                   |                             |
|      | BMR rebate  |      | (21,532)                   |                             |
|      | Carry over of minimum tax written-off   |      | 33,707                     |                             |
|      | Others (represent the impact of reversal of deferred tax asset, lower tax rate on rental income and rebate on donation) |      | 272<br>43,984              |                             |

33.2 In prior years, the Company was liable to pay minimum tax under section 113 of the Income Tax Ordinance, 2001, therefore, no numerical reconciliation was given in the prior year and accordingly no comparative figures are given in the above reconciliation.

|     |  | 2013   | 2012   |
|-----|--|--------|--------|
| 34. | BASIC AND DILUTED EARNINGS PER SHARE                           |        |        |
|     | Profit after taxation (Rupees in '000')                        | 84,325 | 37,450 |
|     | Weighted average number of ordinary shares in issue (in '000') | 24,673 | 24,673 |
|     | Basic earnings per share (Rupees)                              | 3.42   | 1.52   |

## 35. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

There is no dilution effect on earnings per share of the Company.

|                         | Chief  | Chief Executive Directors |         | Exec    | Executive |        |
|-------------------------|--------|---------------------------|---------|---------|-----------|--------|
|                         | 2013   | 2012                      | 2013    | 2012    | 2013      | 2012   |
|                         |        |                           | (Rupees | in 000) |           |        |
| Managerial remuneration | 5,134  | 4,607                     | _       | _       | 18,166    | 17,583 |
| Bonus                   | 2,011  | 1,055                     | -       | -       | 12,914    | 4,044  |
| Rent                    | 2,009  | 1,778                     | -       | -       | 7,108     | 6,810  |
| Utility                 | 446    | 395                       | -       | -       | 1,580     | 1,513  |
| Termination benefits    | -      | -                         | -       | -       | -         | 3,709  |
| Retirement benefits     | 496    | 439                       | -       | -       | 1,526     | 1,569  |
| Reimbursable expenses   | 74     | 367                       | -       | -       | 291       | 3,395  |
| Directors' fee          | -      | -                         | -       | 60      | -         | -      |
|                         | 10,170 | 8,641                     |         | 60      | 41,585    | 38,623 |
| Number of persons       | 1      | 1                         | 2       | 2       | 16        | 19     |

**35.1** The Chief Executive is provided with free use of Company maintained car and telephone at residence.

36.

| . CASH GENERATED FROM OPERATIONS  | Note             | 2013<br>(Rupees  | 2012<br>s in <b>000)</b>                                      |
|---|------------------|--|---|
| Profit before taxation  |                  | 128,309  | 46,179  |
| Adjustments for:  Depreciation Amortization Loss on disposal of operating fixed assets Operating fixed assets written-off Provision for obsolete stock-in-trade Provision for obsolete stores, spare parts and loose tools Provision for gratuity Finance costs | 4.3<br>5<br>40.1 | 57,702<br>2,288<br>2,449<br>737<br>537<br>1,296<br>2,220<br>64,444 | 51,186<br>1,122<br>12,398<br>-<br>-<br>967<br>4,249<br>77,624 |
| Operating profit before working capital changes Working capital changes Cash generated from operations  | 36.1             | 259,982<br>40,176<br>300,158                                       | 147,546<br>193,725<br>(52,980)<br>140,745                     |

Stores, spares and loose tools
Stock-in-trade
Trade debts
Loans and advances

Trade deposits, short-term prepayments and other receivables

Decrease in current liabilities Trade and other payables Provision and other liabilities

| 4,343<br>(40,856)<br>81,762<br>1,902<br>(6,249) | 446<br>6,731<br>(34,661<br>961<br>5,679 |
|---|---|
| 40,902  | (20,844)                                |
| (13,422)<br>12,696                              | (24,035<br>(8,101)                      |
| (726)   | (32,136)                                |
| 40,176  | (52,980)                                |
|   |   |

### 37. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The main risks arising from the Company's financial instruments are credit risk, liquidity risk and interest rate risk. The Board of Directors reviews and agrees policies for managing each of these risks which are summarized below.

## 37.1 Credit risk

Credit risk is the risk which arises with the possibility that one party to a financial instrument will fail to discharge its obligation and cause the other party to incur a financial loss. The Company attempts to control credit risk by monitoring credit exposures, limiting transactions with specific counterparties and continuously assessing the creditworthiness of counterparties.

Concentrations 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 the Company's performance to developments affecting a particular industry.

The Company seeks to minimize the credit risk exposure through having exposures only to customers considered credit worthy and obtaining securities where applicable. The maximum exposure to credit risk at the reporting date is:

|                              | 2013<br>(Rupe | 2012<br>es in <b>000)</b> |
|------------------------------|---------------|---------------------------|
| Long-term loans and advances | 861           | 727                       |
| Long-term deposits           | 18,451        | 19,602                    |
| Trade debts                  | 101,284       | 191,500                   |
| Loans and advances           | 9,210         | 11,112                    |
| Trade deposits               | 1,910         | 2,438                     |
| Other receivables            | 10,068        | 207                       |
| Bank balances                | 2,084         | 12,704                    |
|                              | 143,868       | 238,290                   |
|                              |               |                           |

## Quality of financial assets

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings or the historical information about counter party default rates as shown below:

The maximum exposure to credit risk for trade receivables at reporting date was:

|  | 2013<br>(Rupees ir | 2012<br>a <b>000)</b> |
|--|--------------------|-----------------------|
| Original Equipment Manufacturers (OEMs) Replacement market | 22,775<br>78,509   | 63,847<br>127,653     |
|  | 101,284            | 191,500               |

Based on past experience the Company believes that no impairment allowance is necessary against amounts past due by 30 days and above as 22.49% (2012: 34.88%) of the amount is due from renowned Motorcycle and Car Assemblers (OEMs) and institutions and remaining amount is due from customers having good track record with the Company.

|              | 2013<br>(Rupe | 2012<br>es in <b>000)</b> |
|--------------|---------------|---------------------------|
| Cash at bank |               |                           |
| A1+          | 460           | 8,779                     |
| A-1+         | 1,070         | 3,671                     |
| A-1          | 52            | -                         |
| A-2          | -             | 254                       |
| A-3          | 502           |                           |
|              | 2,084         | 12,704                    |

## 37.2 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company applies the prudent risk management policies by maintaining sufficient cash and bank balances and by keeping committed credit lines. The table below summarizes the maturity profile of the Company's financial liabilities at the following reporting dates:

|                                 |                  |                       | 2013                              |                        |           |         |
|---------------------------------|------------------|-----------------------|-----------------------------------|------------------------|-----------|---------|
|                                 | On<br>demand<br> | Less than 3<br>months | 3 to 12<br>months<br>Rupees in 00 | 1 to 5<br>years<br>00) | > 5 years | Total   |
| Long-term financing - secured   | -                | -                     | 41,111                            | 65,239                 | -         | 106,350 |
| Short-term borrowings           | 298,099          | -                     | -                                 | -                      | -         | 298,099 |
| Trade and other payables        | 81,341           | -                     | -                                 | -                      | -         | 81,341  |
| Provision and other liabilities | 25,051           | -                     | -                                 | -                      | -         | 25,051  |
| Accrued mark-up                 | 7,304            | -                     | -                                 | -                      | -         | 7,304   |
|                                 | 411,795          | -                     | 41,111                            | 65,239                 | -         | 518,145 |

|                                 |         |             | 2012         |        |           |         |
|---------------------------------|---------|-------------|--------------|--------|-----------|---------|
|                                 | On      | Less than 3 | 3 to 12      | 1 to 5 |           |         |
|                                 | demand  | months      | months       | years  | > 5 years | Total   |
|                                 |         | (I          | Rupees in 00 | 00)    |           |         |
| Long-term financing - secured   | -       | 5,071       | 49,573       | 85,546 | -         | 140,190 |
| Liability under finance lease   | -       | 885         | 3,289        | 7,923  | -         | 12,097  |
| Short-term borrowings           | 363,074 | -           | -            | -      | -         | 363,074 |
| Trade and other payables        | 100,512 | -           | -            | -      | -         | 100,512 |
| Provision and other liabilities | 16,401  | -           | -            | -      | -         | 16,401  |
| Accrued mark-up                 | 13,874  |             | -            | -      | -         | 13,874  |
|                                 | 493,861 | 5,956       | 52,862       | 93,469 | -         | 646,148 |

## 37.3 Interest rate risk profile

Interest rate risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company's exposure to the risk of changes in market interest rates relates primarily to the Company's long-term and short-term debt obligations with floating interest rates.

## Sensitivity Analysis:

The following figures demonstrate the sensitivity to a reasonably possible change in interest rate, with all other variables held constant, of the Company's profit before tax:

| 2013  | Increase /<br>decrease in<br>basis points | Effect on<br>profit/(loss)<br>before tax<br>(Rs. In thousands) |
|-------|---|--|
| KIBOR | +100                                      | (4,045)  |
| KIBOR | -100                                      | 4,045  |
| 2012  |   |  |
| KIBOR | +100                                      | (5,154)  |
| KIBOR | -100                                      | 5,154  |

## 37.4 Capital risk management

The primary objective of the Company's capital management is to maintain healthy capital ratios, strong credit rating and optimal capital structures in order to ensure ample availability of finance for its existing and potential investment projects, to maximize shareholder value and reduce the cost of capital.

The Company manages its capital structure and makes adjustment to it, in light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividends paid to shareholders, return capital to shareholders or issue new shares.

The Company monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. Net debt is calculated as total loans and borrowings including any finance cost thereon, trade and other payables, less cash and bank balances and investments. Capital signifies equity as shown in the balance sheet plus net debt.

The gearing ratios as at June 30, 2013 and 2012 were as follows:

|   | 2013<br>(Rupe                    | 2012<br>ees in 000)                    |
|---|----------------------------------|--|
| Long term financing<br>Short term borrowings<br>Liabilities against asset subject to finance lease<br>Accrued mark-up | 106,350<br>298,099<br>-<br>7,304 | 140,190<br>363,074<br>12,097<br>13,874 |
| Total debt  | 411,753                          | 529,235                                |
| Less: Cash and bank balances  | 2,638                            | 15,337                                 |
| Net debt  | 409,115                          | 513,898                                |
| Share capital<br>Reserves   | 246,734<br>190,087               | 246,734<br>124,267                     |
| Equity  | 436,821                          | 371,001                                |
| Capital   | 845,936                          | 884,899                                |
| Gearing ratio   | 48.36%                           | 58.07%                                 |

### 37.5 Fair value of financial instruments

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

## 38. RELATED PARTY TRANSACTIONS

The related parties include entities with common directors, major shareholders, directors, key management personnel and staff retirement benefit plans. The Company has a policy whereby transactions with related parties are entered into at arm's length prices other than certain benefits to employees under the terms of the employment. The transactions with related parties, other than remuneration and benefits to key management personnel disclosed in note 35 and 40 are as follows:

| Relationship with the Company   | Nature of transactions  | 2013<br>(Rupees                                     | 2012<br>in <b>000)</b>                      |
|---|---|---|---|
| Entities having shareholding<br>and directors in common with<br>the Company |   |   |   |
| Shirazi Investments (Private) Limited                                       | Dividend paid<br>Office rent  | 14,604<br>832                                       |   |
| Shirazi Capital (Private) Limited   | Dividend paid   | 3,599   |   |
| Atlas Metals (Private) Limited  | Rental income<br>Sale of operating fixed assets   | 24,993<br>691                                       | -   |
| Atlas Honda Limited   | Sale of goods Sale of operating fixed assets Purchase of scrap Purchase of motorcycles Purchase of vehicle Expenses claimed | 1,986,897<br>2,051<br>14,063<br>988<br>1,857<br>316 | 1,674,367<br>-<br>17,542<br>2,832<br>-<br>- |
| Atlas Battery Limited   | Sale of goods<br>Rental income<br>Sale of operating fixed assets  | 68<br>13,955<br>-                                   | 814<br>-<br>71                              |
| Atlas Autos (Private) Limited   | Purchase of services<br>Sale of goods<br>Sale of operating fixed assets   | 7,527<br>117,047                                    | 4,945<br>5,188<br>542                       |
| Atlas Insurance Limited   | Insurance premium   | 26,510  | 28,150                                      |
| Shirazi Trading Company<br>(Private) Limited                                | Photocopier spares and services<br>Purchase tools and equipment<br>Purchase of generator parts                              | 203<br>6,854  | 742<br>-<br>4,943                           |
| Atlas Foundation  | Donations paid<br>Office rent   | 462<br>649  | 827<br>185                                  |
| Employees' retirement benefit plans   | Contribution paid during the year   | 2,885   | 2,940                                       |

The related party status of outstanding receivables and payables as at June 30, 2013 are given in respective notes to the financial statements.

#### 39. PRODUCTION CAPACITY

The production capacity of the plant cannot be determined as this depends on the relative proportions of various types of components and parts of vehicles and tractors produced.

#### 40. **DETAILS OF OPERATING FIXED ASSETS DISPOSED-OFF**

40.1 The following operating fixed assets were disposed-off during the year:

|                     | Cost   | Accumulated depreciation | Net book value | Sale<br>proceed | Loss    | Mode of disposal     | Particular of buyers                |
|---------------------|--------|--------------------------|----------------|-----------------|---------|----------------------|-------------------------------------|
| Owned               |        |                          | (Rupe          | es in 000)      |         |                      |                                     |
| Plant and machinery | 35,651 | 22,433                   | 13,218         | 11,000          | (2,218) | Negotiations         | Fareed Traders                      |
| Plant and machinery | 5,583  | 3,259                    | 2,324          | 2,093           | (231)   | Negotiations         | Aslam Pervaiz                       |
| Computers           | 82     | 6                        | 76             | 76              | -       | Trade-in             | Hi-Tech Computers                   |
| Vehicles            |        |                          |                |                 |         |                      |                                     |
| Honda CD 70         | 60     | 26                       | 34             | 34              | -       | Company Policy       | Mr.Malik Saleem Usmani - Employee   |
| Honda CD 70         | 60     | 26                       | 34             | 34              | -       | Company Policy       | Mr. Altaf Ahmed Khan - Employee     |
| Honda CD 70         | 60     | 26                       | 34             | 34              | -       | Company Policy       | Mr. Mohammad Irfan Khan - Employee  |
| Suzuki Mehran       | 390    | 291                      | 99             | 99              | -       | Company Policy       | Mr. Khawaja Naeemuddin - Employee   |
| Honda CG 125        | 80     | 29                       | 51             | 51              | -       | Company Policy       | Mr. Allah Buksh - Employee          |
| Honda CG 125        | 87     | 17                       | 70             | 70              | -       | Company Policy       | Mr. Khalid Rasheed Memon - Employee |
| Honda City          | 1,510  | 257                      | 1,253          | 1,253           | -       | Transfer of Employee | Atlas Honda Limited                 |
| Total               | 43.563 | 26.370                   | 17.193         | 14.744          | (2.449) |                      |                                     |

|                    | Cost    | Accumulated depreciation | Net book value | Sale<br>proceed | Loss     | Mode of disposal     | Particular of buy           | ers             |
|--------------------|---------|--------------------------|----------------|-----------------|----------|----------------------|-----------------------------|-----------------|
| Leassed - Vehicles |         |                          | (Rup           | ees in 000) -   |          |                      |                             |                 |
| Honda CD 70        | 70      | 45                       | 25             | 25              | -        | Company Policy       | Mr. Imran Zia               | - Employee      |
| Suzuki Mehran      | 395     | 305                      | 90             | 90              | -        | Company Policy       | Mr. Muzzafar Abbas          | - Employee      |
| Suzuki Alto        | 559     | 333                      | 226            | 226             | -        | Company Policy       | Mr. Faizullah Ghazi         | - Employee      |
| Honda City         | 879     | 561                      | 318            | 318             | -        | Company Policy       | Mr. Rashid Ahmed            | - Employee      |
| Suzuki Alto        | 652     | 281                      | 371            | 371             | -        | Company Policy       | Mr. Sikander Ali            | - Employee      |
| Suzuki Alto        | 667     | 295                      | 372            | 372             | -        | Company Policy       | Mr. S. Abdul Bari           | - Ex - Employee |
| Suzuki Alto        | 705     | 241                      | 464            | 464             | -        | Company Policy       | Mr. Junaid Ahmed Siddiq     | ui - Employee   |
| Honda City         | 1,239   | 548                      | 691            | 691             | -        | Transfer of Employee | Atlas Metals (Private) Limi | ted             |
| Honda Civic        | 1,630   | 832                      | 798            | 798             | -        | Transfer of Employee | Atlas Honda Limited         |                 |
|                    | 6,796   | 3,441                    | 3,355          | 3,355           | -        |                      |                             |                 |
| 2013               | 50,359  | 29,811                   | 20,548         | 18,099          | (2,449)  |                      |                             |                 |
| 2012               | 124,395 | 89,427                   | 34,968         | 22,570          | (12,398) |                      |                             |                 |

## 41. NUMBER OF EMPLOYEES

Total number of persons employed as at the year end were 228 (2012: 222) and average number of employees during the year were 224 (2012: 220).

## 42. CORRESPONDING FIGURES

The following figures have been reclassified for the purpose of better presentation:

| Depreciation expense | Cost of goods sold                   | Selling and distribution costs                              | Administrative expenses | Total     |
|----------------------|--------------------------------------|---|-------------------------|-----------|
| 2012 - reclassified  | 45,669                               | 287   | 5,230                   | 51,186    |
| 2012                 | 48,769                               | 687   | 1,730                   | 51,186    |
| Insurance expense    | Cost of goods sold                   | Selling and distribution costs                              | Administrative expenses | Total     |
|                      |                                      | (Rupees in 000)   |                         |           |
| 2012 - reclassified  | 7,599                                | 3,605   | 2,191                   | 13,395    |
| 2012                 | 8,499                                | 905   | 3,991                   | 13,395    |
| Cost of goods sold   | Raw and ancillary materials consumed | Spare parts and other maintenance                           | Repairs and maintenance | Total     |
|                      |                                      | (Rupees in 000)   |                         |           |
| 2012 - reclassified  | 1,435,352                            | 64,348  | 15,161                  | 1,514,861 |
| 2012                 | 1,453,120                            | 54,028  | 7,713                   | 1,514,861 |
|                      | Trade debts                          | Trade and other<br>payables -<br>Advances from<br>customers | Net                     |           |
|                      |                                      | - (Rupees in 000)   |                         |           |
| 2012 - reclassified  | 191,500                              | 8,454   | 183,046                 |           |
| 2012                 | 183,046                              | -   | 183,046                 |           |

## 43. DIVIDEND AND APPROPRIATIONS

The Board of Directors in their Board meeting held on September 11, 2013 has recommended a final cash dividend of Rs. 1.50 i.e. 15% (2012: Rs. 0.75 per share i.e. 7.5%) for the year ended June 30, 2013. The approval of the members for the proposed final cash dividend will be obtained at the Annual General Meeting of the Company to be held on October 12, 2013. The financial statements for the year ended June 30, 2013 do not include the effect of the final cash dividend which will be accounted for in the financial statements for the year ending June 30, 2014.

## 44 GENERAL

- 44.1 Figures have been rounded off to the nearest thousand rupees, unless otherwise stated.
- 44.2 These financial statements were authorized for issue on September 11, 2013 by the Board of Directors of the Company.

Sadaqat Ali Chief Executive Officer

Yusuf H. Shirazi Chairman

# Pattern of Shareholding As at June 30, 2013

| SR<br># | CATEGORIES OF<br>SHAREHOLDERS   | NUMBER OF<br>SHAREHOLDERS | SHARES HELD | PERCENTAGE % |
|---------|---|---------------------------|-------------|--------------|
| 1       | Directors Chief Executive Officer and their spouse and minor children | 6                         | 6           | 0.000        |
| 2       | Associated Companies, Undertaking and Related Parties                 | 4                         | 24,302,619  | 98.497       |
| 3       | NIT & ICP   | 1                         | 319         | 0.001        |
| 4       | Bank / Financial Institution  | 7                         | 10,932      | 0.044        |
| 5       | General Pubic / Individuals   | 688                       | 325,336     | 1.319        |
| 6       | Others Companies  | 15                        | 34,178      | 0.139        |
|         |   | 721                       | 24,673,390  | 100.000      |

## Pattern of Shareholding As at June 30, 2013

|    |   | Number | Shares                  | Percentage     |
|----|---|--------|-------------------------|----------------|
| A) | Associated Companies, Undertakings and Related Parties  |        |                         |                |
|    | Shirazi Investment (Pvt.) Limited<br>Shirazi Capital (Pvt.) Limited   | 3<br>1 | 19,503,729<br>4,798,890 | 79.05<br>19.45 |
|    |   | 4      | 24,302,619              | 98.50          |
| B) | NIT & ICP   |        |                         |                |
|    | Investment Corporation of Pakistan  | 1      | 319                     | 0.00           |
|    |   | 1      | 319                     | 0.00           |
| C) | Directors, Chief Executive Officer, Their Spouses and Minor Children  |        |                         |                |
|    | Directors & Their Spouses   |        |                         |                |
|    | Mr. Ali H. Shirazi<br>Mr. Yusuf Hussain Shirazi & Khawar Shireen Shirazi  | 1      | 1                       | 0.00           |
|    | Mr. Bashir Makki<br>Mr. Suhail Ahmed  | 1      | 1                       | 0.00           |
|    | Mr. Frahim Ali Khan<br>Mr. Khaleeq-ur-Rahman Khan   | 1<br>1 | 1<br>1                  | 0.00           |
|    | IVII. Nialeeq-ui-hallitlati Niali   |        |                         |                |
|    |   | 6      | 6                       | 0.00           |
|    | Executive   | -      | -                       | -              |
| D) | Banks, Development Financial Institutions, Non<br>Banking Financial Institutions  |        |                         |                |
|    | Banks   | 6      | 7,335                   | 0.03           |
|    | Financial Institutions  | 1      | 3,597                   | 0.01           |
|    |   | 7      | 10,932                  | 0.04           |
| E) | General Public (Local)  | 688    | 325,336                 | 1.32           |
| F) | Others Companies  | 15     | 34,178                  | 0.14           |
|    |   | 721    | 24,673,390              | 100.00         |
| G) | Shareholders Holding 10% or More  |        |                         |                |
|    | Shirazi Investment (Pvt.) Limited<br>Shirazi Capital (Pvt.) Limited   | 1<br>1 | 19,503,729<br>4,798,890 | 79.05<br>19.45 |
| H) | Trading in these shares of Company during the year by the Directors, Chief Executive Officer, Chief Financial Officer, Company Secretary and their Spouses and Minor Children | -      | -                       | -              |

## Atlas Group Companies

|  | Year of Establishment /<br>Acquisition* |
|--|---|
| Shirazi Investments                    | 1962                                    |
| Atlas Honda                            | 1962                                    |
| Atlas Battery                          | 1966                                    |
| Shirazi Trading                        | 1973                                    |
| Atlas Insurance                        | 1980*                                   |
| Atlas Engineering                      | 1981*                                   |
| <b>HONDA</b> Honda Atlas Cars          | 1992                                    |
| <b>HONDA</b> Honda Atlas Power Product | 1997                                    |
| Atlas Asset Management                 | 2002                                    |
| Shirazi Capital                        | 2005                                    |
| Atlas Power                            | 2007                                    |
| Atlas World Wide                       | 2007                                    |
| Atlas Venture                          | 2008                                    |
| Atlas Autos                            | 2011                                    |
| Atlas Hitec                            | 2012                                    |
| Atlas Metals                           | 2012                                    |

The Secretary Atlas Engineering Limited 15th Mile, National Highway Landhi, Karachi-75120

Registered Folio/ Participant's ID No. & A/c. No.

No. of Shares held

## **FORM OF PROXY**

| /We                               |   |   |
|-----------------------------------|---|---|
| of                                | in the district of  |   |
| peing member(s) of Atlas Enginee  | ring Limited, and a holder of   |   |
|                                   |   |   |
|                                   |   |   |
| of                                | in the district of  |   |
| General Meeting of the Company    | mpany, as proxy in my absence to attend and to vote for me, to be held on October 12, 2013 at 10:00 a.m. at Corporate Offic Karachi and at any adjournment thereof. | -   |
| As witness my hand this           | day of  | 2013.   |
| Signed by the said in the presenc | e of  |   |
|                                   | Rupe<br>Rev   | se affix<br>es Five<br>venue<br>amp                 |
|                                   | specimen sign   | ald agree with the<br>nature registered<br>Company) |

## Notes:

- 1. The Proxy Form should be deposited in the Registered Office of the Company as soon as possible but not less than 48 hours before the time of holding the meeting, and in default Proxy Form will not be treated as valid.
- 2. No person shall act as proxy unless he/she is a member of the Company.

AFFIX POSTAGE

The Secretary Atlas Engineering Limited 15th Mile, National Highway Landhi, Karachi-75120

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## Atlas Engineering Limited

15th Mile, National Highway, Landhi, Karachi-75120, Pakistan PABX: 111-111-AEL (235) Fax: 021-35011709 Email: aeilkhi@atlasengineering.com.pk Website: www.atlasengineering.com.pk