



Rating by: PACRA





Highest rating in the entire Modaraba and Leasing sectors.

These indicate low expectation of credit risk and a very strong capacity for timely payment of financial commitments.

# Vision

To be the preferred provider of Islamic financial products in the market.

# Mission

To create exceptional value for our clients, investors and staff; through market leadership in providing innovative Shariah compliant products and solutions, and by adopting and living our core values.

# We believe in our values

With you we can overcome obstacles.

Responsive
With you we will
triumph in partnership

Trustworty
With you we will
reach new heights.

International
With you there are
no borders.

Creative
With you there are ways to add value.



Corporate Excellence Award by Management Association of Pakistan.



Modaraba Team With Corporate Excellence Award

# **ANNUAL REPORT 2007**

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# **Board of Directors**



Badar Kazmi Chairman

Appointed as Director and Chairman of the Board on July 17, 2003. Also holds the positions of Chief Executive of Standard Chartered Bank (Pakistan) Limited, Chairman of Standard Chartered Leasing Limited and Chairman of Price Solution Pakistan (Private) Limited. He has an extensive and diversified banking experience of 27 years, holding key positions both locally and internationally including that of being the Regional Head of Global Markets, Middle East & South Asia as well as Africa.

# Arjumand Ahmed Minai Managing Director/Chief Executive

Appointed to the Board on September 22, 2006 as Managing Director/ Chief Executive. He is also a director of Standard Chartered Leasing Limited. Prior to his appointment, he was Chief Financial Officer and acting Human Resources Director at Union Bank Limited. He has an overall working experience of more than 28 years including banking experience of over 3 years. He has held senior positions in multinational companies and a management consulting organization besides having audit and IT management experience with audit firms in Pakistan and in the U.K.





Cyrus J. Masani Director

Appointed to the Board on May 09, 2005. He is also a director of Standard Chartered Leasing Limited and Price Solution Pakistan (Private) Limited. He holds the position of Chief Financial Officer, Standard Chartered Bank (Pakistan) Limited (SCBPL). He has over 19 years of post qualification experience and has also held seniar positions in a leading audit firm and a multinational company. Prior to joining SCBPL, he was the Chief Financial Officer of Standard Chartered Modaraba and Company Secretary of Standard Chartered Services of Pakistan (Private) Limited.

#### Muhammad Afaq Khan Director

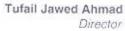
Appointed to the Board on May 09, 2005. Also holds the position of head of Islamic Banking, Standard Chartered Bank-Dubai. Prior to joining the bank, he had spent two years in HSBC Group, thirdeen years in CitiGroup and held a number of senior positions in Investment Banking. Corporate Banking and Financial Institutions of the two Groups.





Imran Ahad

Appointed to the Board on April 19, 2006. He is also a director of Standard Chartered Leasing Limited and holds the position of Head of Client Relationships in Standard Chartered Bank (Pakistan) Limited [SCBPL]. He joined banking profession in 1986 and has an extensive expenence of 22 years, holding key positions both locally and internationally. Prior to joining SCBPL, he had spent two years in BCCI. Pakistan and six years in Union National Bank. Abu Dhabi, UAE.



Appointed to the Board on March 12, 2007. He is also a director of Standard Chartered Leasing Limited and holds the position of Chief Risk Officer in Standard Chartered Bank (Pakistan) Limited. He joined banking profession in 1980, and has an extensive and diversified banking experience of 27 years, holding key positions both locally and internationally. Prior to joining the bank, he had spent two years in National Bank of Fujairah in Dubai, five years with Standard Chartered Bank in Dubai and twenty years with ANZ Group in Pakistan, UK and Bahrain.



# Modaraba Information

#### Directors of Modaraba Company

Mr. Badar Kazmi Chairman

Mr. Arjumand A. Minai Managing Director/Chief Executive

Mr. Cyrus J. Masani Director

Mr. Muhammad Afaq Khan Director

Mr. Imran Ahad Director

Mr. Tufail Jawed Ahmad Director

## Company Secretary

Mr. Asif Igbal Alam

#### **Audit Committee**

Mr. Cyrus J. Masani Chairman

Mr. Imran Ahad Member

Mr. Tufail Jawed Ahmad Member

#### Auditors

KPMG Taseer Hadi & Co. Chartered Accountants

#### Bankers / Lending Institutions

Standard Chartered Bank MCB Bank Limited

#### Legal Advisors

Fazle Ghani Khan & Co. Mohsin Tayebali & Co. Orr Dignam & Co. Sirajul Haque & Co.

#### Registered and Head Office

Standard Chartered Bank Main Building P. O. Box 5556, I. I. Chundrigar Road Karachi-74000 Phone: 2450000

#### Branch Offices

Standard Chartered Bank Building P. O. Box 6131, Tufail Road Lahore Cantt. Phone: (042) 6066277-80

Standard Chartered Bank Building P. O. Box 1004 No. 1 Diplomatic Enclave Islamabad Phone: (051) 2088209

#### Registrars & Share Registration Office

Ferguson Associates (Pvt) Ltd. P. O. Box 4716 State Life Building 1-A Off, I. I. Chundrigar Road Karachi-74000

#### Web Address

www.scmodaraba.com

# **Notice of Annual Review Meeting**

Notice is hereby given that the Eighth Annual Review Meeting of certificate-holders of Standard Chartered Modaraba (SCM) will be held on Tuesday, November 20, 2007 at 11:00 am at The Institute of Bankers, Moulvi Tamizuddin Khan Road, Karachi, to review the performance of the Modaraba for the year ended June 30, 2007.

The certificate-holders whose names appear on the Register of certificate-holders of SCM as on November 13, 2007 will be eligible to attend the Annual Review Meeting.

On behalf of the Board

of.

Asif Iqbal Alam Company Secretary Standard Chartered Services of Pakistan (Pvt) Ltd. Managers of Standard Chartered Modaraba Karachi, September 12, 2007

Note: CDC account holders will have to follow the undermentioned guidelines as laid down in Circular-1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan.

- In case of individuals, the account holder and / or person whose securities are in group account
  and their registration details are uploaded as per the Regulations, shall authenticate their identity
  by showing original Computerized National Identity Card (CNIC) or original passport at the time of
  alteriding the meeting (CDC account holders are also requested to bring their participant ID no. and
  account no. In CDS.)
- In case of corporate entity, board of directors' resolution / power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.

#### REQUEST TO CERTIFICATE HOLDERS

Please note that all companies are required to annually submit to Securities & Exchange Commission of Pakistan, Form 'A' and Annual Statement of Collection / Doduction of Withholding Tax from dividend payments under section 150 of Income Tax Ordinance, 2001 to Income Tax Authorities, Above statutory returns now require Computerized NIC and NTN numbers of all the certificate-holders.

We, therefore. Request all the certificate-holders to submit their CNIC and NTN numbers through a duly signed letter by the respective certificate-holder

# Twenty first Report of the Directors of Modaraba Company for the year ended June 30, 2007

The Board of Directors of Standard Chartered Services of Pakistan (Private) Limited, the Management Company of Standard Chartered Modaraba (SCM), has pleasure in presenting the twenty first Directors' report of SCM, together with audited accounts for the year ended June 30, 2007.

#### 1. Financial Results

Financial results are summarized as under:

|  | Year<br>ended<br>30.06.2007<br>(Rupees in thousands) | Year<br>ended<br>30.06.2006<br>(Rupees in thousands) |
|--|--|--|
| Net profit for the year                    | 82,196   | 61,512   |
| Add: Unappropriated profit brought forward | 8,201  | 3,982  |
| Profit available for appropriation         | 90,397   | 65.494   |
| Appropriations:                            |  |  |
| Profit distribution @ 15% (2006: @ 10%)    | 64,834   | 39,293   |
| Statutory reserve                          | 16,439   | 18,000   |
|  | 81,273   | 57,293   |
| Unappropriated profit carried forward      | 9,124  | 8,201  |
| Earning , per certificate                  | 1.90   | 1,42   |

#### 2. Profit Distribution

The Board in its meeting held on September 12, 2007 has approved the distribution of profit of Rs. 1.5 (15%) per certificate of Rs. 10 each, subject to deduction of zakat and tax at source where applicable, for the year ended June 30, 2007. The Directors also approved a bonus issue of 5% i.e. 5 certificates for every 100 existing certificates held by transfer from the share premium reserve account.

An amount of Rs.16.44 million has been transferred to statutory reserve in compliance with the Prudential Regulations for Modarabas which require that not less than 20% and not more than 50 % of the Modaraba's after tax profit be transferred to such reserve till such time as the reserve equals 100% of the paid up capital. Thereafter, a sum not less than 5% of the after tax profit is to be transferred.

#### 3. Entity Ratings

Your Modaraba continues to maintain entity ratings of AA+ (Double A plus) and A1+ (Single A one. plus) for long-term and short-term respectively. These ratings are the highest in the entire modaraba and leasing sectors and have been assigned by Pakistan Credit Rating Agency (Private) Limited. They indicate low expectation of credit risk and very strong capacity for timely payment of financial commitments.

#### 4. Corporate Excellence Award

Your Modaraba has won the 24th Corporate Excellence Award in the Financial Category from the Management Association of Pakistan (MAP) for its outstanding performance. Recipients of awards on overall basis include only top two companies representing one each from Business-Industrial and Financial categories. Previously your Modaraba had won 22nd and 23rd Corporate Excellence Awards on sector-wise basis.

#### 5. Review of Operations

During the period under review, Modaraba's gross income has increased by 3.6% to Rs 253 million. as against Rs. 244 million last year. However, Modaraba's financial cost has been efficiently managed and decreased by 11%. The net profit for the year ended June 30, 2007 was Rs. 82.2 million as compared to Rs. 61.5 million last year, showing an increase of over 33%.

#### 6. Economic Outlook and Future Prospects

According to the data released by State Bank of Pakistan real GDP grew by 7.5% during fiscal year 2006. However, political uncertainty due to presidential and parliamentary elections, and tighter monetary policy augur that a slowdown in growth might be around the corner. Increased interest rates, rise in house rent, high oil prices and pressure on foreign exchange triggered high inflation. SBP stated that 'high GDP growth and its composition, despite the decelerated growth in private sector credit. actually refute the argument that tight monetary conditions were stifling real GDP growth', Inflation seems to be under control at 7.78% against the inflation of 7.92% last year. Total foreign exchange reserves crossed US\$ 15.750 Billion as of August, 2007. The real challenge for the economic managers in years to come is to address the trade deficit and current account balance.

The economic fundamentals seem to be sound and indicating potential for growth in every sector of the economy especially in SME sector. Your Modaraba, therefore, has every reason to look into the future with optimism. We will continue to place emphasis on service quality with focus on quality of portfolio. Efforts to expand product range are under way and we constantly look forward to increased business opportunities.

#### 7. Corporate and Financial Reporting Framework

- The financial statements, prepared by the management of the Modaraba, present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- Proper books of accounts of the Modaraba have been maintained.
- Accounting policies have been consistently applied in preparation of financial statements Accounting estimates used are based on reasonable and prudent judgment.
- International Accounting Standards, as applicable to Modarabs in Pakistan, have been followed in preparation of financial statements.
- The system of internal control, which is in place, is being continuously reviewed by internal audit and other such procedures. The process of review will continue and any weakness in controls will be removed.
- Board is satisfied with the Modaraba's ability to continue as a going concern.
- There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations.
- Key operating and financial data for the last six years in summarized form is included in this annual report.

- There are no statutory payments on account of taxes, duties, levies and charges which are outstanding as on June 30, 2007 except for those disclosed in the financial statements.
- The value of investments made by staff retirement benefit funds based on their respective accounts as at June 30, 2006 is as follows:

Provident Fund Rs. 8.6 million Rs. 2.7 million Gratuity Fund

- During the year, five (05) meetings of the Board of Directors were held. Attendance by each director is as follows:

| Name of Director   | No. of Meetings Attended |
|--------------------|--------------------------|
| Badar Kazmi        | 04                       |
| Shariq Saleem      | 0.1                      |
| Imran Ahad         | 04                       |
| Cyrus J. Masani    | 05                       |
| Arjumand A. Minai  | 04                       |
| Muhammad Afaq Khan | 00                       |
| Arsalan Nayeem     | 03                       |

Leave of absence was granted to directors who could not attend the board meetings.

The pattern of holding of certificates by the certificate-holders is included in this annual report.

#### 8. The Board of Directors and Audit Committee

The following changes have taken place in board of directors since the Directors' report for the year ended June 30, 2006:

- Mr. Shariq Saleem resigned from the office of Managing Director / Chief Executive of the Company and Mr. Arjumand Ahmed Minai was appointed in his place, in September 2006.
- Mr. Arslan Nayeem resigned from the office of director of the company and Mr. Tufail Jawed Ahmad, Chief Risk Officer, Standard Chartered Bank (Pakistan) Limited was appointed as director of the company in place of Mr. Arslan Nayeem.

The following changes have taken place in the audit committee since the Directors' report for the year ended June 30, 2006;

Mr. Arslan Naveem resigned from the audit committee and Mr. Tufail Jawed Ahmad was appointed as member of the audit committee in place of Mr. Arslan Nayeem.

The Board wishes to place on record its appreciation and gratitude to the outgoing directors for the valuable services rendered by them.

#### 9. Our People

The Board places on record its appreciation of the services rendered by the staff members responsible for SCM affairs. Modaraba's record of achievements would not have been possible without the efforts of every employee. It is indeed the dedication and hard work of the employees that has brought SCM to where it stands now. We will continue to invest in our Human Resources,

#### 10. Auditors

On the recommendation of Audit Committee, the Board has approved the appointment of the present auditors Messrs. KPMG Taseer Hadi & Co., Chartered Accountants as auditors for the year ending June 30, 2008 subject to approval by the Registrar of Modaraba Companies and Modarabas.

#### 11. Acknowledgment

The Board would like to thank the SECP for its continued guidance and support.

The Board would also like to thank its valued customers and investors for their continued trust and support.

On behalf of the Board

Badar Kazmi Chairman

September 12, 2007

# Pattern of holding of certificates by the certificate-holders as at June 30, 2007

| No. of<br>Certificate- | Certificate holding |             |       | Total<br>Certificates |
|------------------------|---------------------|-------------|-------|-----------------------|
| holders                | From                | То          |       | Held                  |
| 1,411                  | 1                   | 50          |       | 28,425                |
| 620                    | 51                  | 100         |       | 44,359                |
| 4,071                  | 101                 | 500         |       | 1,190,054             |
| 1,318                  | 501                 | 1,000       |       | 972,806               |
| 1,670                  | 1001                | 5,000       |       | 3.653.329             |
| 291                    | 5001                | 10,000      |       | 2,055,306             |
| 346                    | 10001               | 375,000,000 |       | 35,278,131            |
| 9,727                  |                     |             | Total | 43,222,410            |

| Categories of Certificate-holders  | Number        | Certificates held | Percentage |
|--|---------------|-------------------|------------|
| Individuals  | 9.577         | 16,011,300        | 37.04      |
| Financial Institutions *   | 10            | 12,287.122        | 28 43      |
| Investment Companies   | 11            | 2,289,421         | 5.30       |
| Insurance Companies  | 16            | 6.494,898         | 15.03      |
| Modarabas / Modaraba Companies **  | 9             | 4:447,396         | 10.29      |
| Joint Stock Companies  | 76            | 674,243           | 1.36       |
| Others   |               |                   |            |
| - Trustees Al-Bader Welfare Trust  | 1.0           | 199,078           | 0:46       |
| - Trustees Thal Jute Mills Ltd. Employees Retired Benefit Fur                  | rd T          | 4.620             | 0.01       |
| - Trustees Cresent Leasing Corp. Ltd. Employees Provident F                    |               | 137               | 0.00       |
| Trustees of Haji Muhammad Welfare Trust  | 200000        | 123.000           | 0.28       |
| Hapib Bank AG Zurich, Deira Dubai  | 1             | 829               | 5 00       |
| Trustees of That Jute Mills Ltd. Employees Provident Fund                      | 1             | 116,077           | 0.27       |
| Managing Committee Ghazali Education Trust                                     | 1             | 550               | 11 00      |
| - Trustees Hatiz Foundation  | 1             | 1,155             | 12 00      |
| - Habit Bank AG Zurich, London   |               | 104,900           | 0.24       |
| - Trustees Mrs. K H Dinshaw & Mr. Hoshang Dinshaw                              | 1             | 64,831            | 0.15       |
| - Trustees Gul Ahmed Textile Mills Limited Employees Provid                    | ent Fund 1    | 1,127             | 0.00       |
| - Trustees Pak Services Limited Employees Provident Fund                       | ELINIONE/TO-C | 42.350            | 0.10       |
| <ul> <li>Islamic Investment Company of TheGulf (Bahrain)</li> </ul>            | 1             | 831               | 0.00       |
| - The Nazir  | 1             | 410               | 0.00       |
| <ul> <li>Trustees of Sana Industries Limited Employees Gratuity Fur</li> </ul> | d 1           | 11,550            | 0.03       |
| - The Al-Malik Charitable Trust  | 1             | 16.567            | 0.04       |
| - Punjab Co-op Board for Liquidation   | 1             | 163               | 0.00       |
| - The Al- Malik Charitable Trust   | 1             | 3,960             | 8.01       |
| <ul> <li>Zoroastrian Co-oprative, Housing Society Limited</li> </ul>           | 1             | 17,325            | 0.04       |
| <ul> <li>Trustees Mama School Employees Gratuity Fund</li> </ul>               | 78            | 11,550            | 0.03       |
| - Trustees ICI Pakistan Mgt. Staff Provident Fund                              | - 3           | 990               | 0.00       |
| - Trustees of New Jubilee Insurance Company Ltd. Staff Prov                    | ident Fund 1  | 202,129           | 0.47       |
| - Trustees of ICI Pakistan Non Mgt Staff Provident Fund                        | 3             | 742               | 0.00       |
| - Trustees Aloo & Minocher Dinshaw Charitable Trust                            | 31            | 34.650            | 0.08       |
| - Managing Com, Karachi Zarthosti Banu Mandal                                  | 31            | 9.240             | 0.02       |
| - Trustees of Faroukh & Roshein Karam Trust                                    | 1             | 5,775             | 0.01       |
| <ul> <li>Managing Comm. of Bismillah Tagee Foundation</li> </ul>               | 1             | 20,790            | 0.65       |
| - Trustees D.N.E. Dinshaw Charity Trust  | 1             | 22,708            | 0.05       |
| Tot  | al 9,727      | 43,222,410        | 100.00     |

Includes Standard Chartered Bank (Pakistan) Limited (4,322,241 certificates)

<sup>\*\*</sup> includes Standard Charlered Services of Pakistan (Private) Limited (4,322.241 certificates)

# Pattern of holding of certificates by the certificate-holders as at June 30, 2007

# **Additional Information**

| Categories of Certificate-holders  | Number | Certificates held    | Percentage    |
|--|--------|----------------------|---------------|
| Associated Companies   |        |                      |               |
| Standard Chartered Bank (Pakistan) Limited   |        | 4,322,241            | 10.00         |
| Standard Chartered Services of Pakistan (Pvt) Ltd.   |        | 4,322,241            | 10.00         |
| NIT and ICP  | 2      | 8,644,482            | 20.00         |
| Investment Corporation of Pakistan   |        | 3,042                | 0.01          |
| National Bank of Pakistan, Trustee deptt.  |        | 6,095,311            | 14.10         |
|  | 2      | 6,098,353            | 14.11         |
| Directors, CEO & their Spouse<br>and Minor Children  | 1      | 64042791191000<br>26 | # 45.000<br>E |
| Executives   | *3     | *                    | 19            |
| Public Sector Companies and Corporations   | 5      | 5,174,552            | 11.97         |
| Banks, Development Finance Institutions,<br>Non-Banking Finance Institutions, Insurance<br>Companies, Modarabas and Mutual Funds | 38     | 5,518,837            | 12.77         |
| Certificate-holders holding ten percent<br>or more certificates in the Modaraba<br>(other than those reported above)             |        | ***                  | 3             |

# Statement of Value Added

|   | 20             | 007 |             | 2006 |
|---|----------------|-----|-------------|------|
|   | Rupees         | %   | Rupees      | 0    |
| Revenue from operations   | 252,738,504    |     | 243.896.272 |      |
| (Other charges)/income including impairment<br>loss no longer required written back | 10,164,849     |     | 7,685,301   |      |
|   | 262,903,353    |     | 251,581,573 |      |
| Financial and bank charges  | 55,854,896     |     | 61,130,639  |      |
| Operating expenses  | 8,698,471      |     | 8,066,991   |      |
|   | 64,553,367     |     | 69,197,630  |      |
| Value Added   | 198,349,986    | 100 | 182,383,943 | 10   |
| Distributed as follows:   | - 10/21 - 11/1 |     |             |      |
| To Employees As remuneration  | 28,561,595     | .14 | 23,748,139  | ાં   |
| To Investors As profit on redeemable capital  | 77,149,682     | 39  | 88,360,188  | Á    |
| To Modarib<br>As management fee   | 9,132,848      | 5   | 6,800,195   |      |
| To Certificate-holders As profit on certificates                                    | 64,833,615     | 33  | 39,293,100  | 2    |
| Retained in Business As depreciation  | 1,310,226      | 1   | 1,963,454   |      |
| As capital reserves and<br>retained earning   | 17,362,020     | 9   | 22,218,867  | 1    |
|   | 198,349,986    | 100 | 182.383.943 | 10   |

# Statement of Compliance with the Code of Corporate Governance

This statement is being presented to comply with the Code of Corporate Governance contained in the regulations of Karachi and Lahore Stock Exchanges for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

Standard Chartered Modaraba (the Modaraba) has applied the principles contained in the Code in the following manner:

- The Board presently comprises six directors including five non-executive directors.
- 2. The directors have confirmed that none of them is serving as a director in more than 10 companies.
- 3. All the resident directors of the company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. Casual vacancies occurred during the year in the Board were filled within 30 days thereof
- 5. The Modaraba has prepared a 'Statement of Ethics and Business Practices' which has been signed by all the directors and employees of the Modaraba.
- 6. The Board has developed and approved a vision/mission statement, overall corporate strategy and significant policies of the Modaraba. A complete record of particulars of significant policies is maintained with relevant department of the Modaraba.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions have been taken by the Board. The terms of appointment and remuneration package of the CEO and directors are not approved by the board as they are nominees of Standard Chartered Bank (Pakistan) Limited.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose.
- 9. The Board of Directors have met five times in the year and notices of meetings, along with agenda and related papers are always endeavored to be circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 10. The Directors are conversant with their duties and responsibilities under the relevant laws applicable to the Modaraba, Prospectus and provisions of the Code of Corporate Governance etc.
- 11. The Board has approved the appointments of Chief Financial Officer and Company Secretary. Future appointment, if any, on these positions including remuneration, terms and conditions. as determined by the CEO, will be referred to the Board for approval.
- 12. The directors' report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 13. The financial statements of the Modaraba were duly endorsed by CEO and CFO before approval of the Board.

- 14. The directors, CEO and executives do not hold any interest in the shares of the Modaraba other than that disclosed in the pattern of holding of certificates.
- 15. The Modaraba has complied with all the corporate and financial reporting requirements of the code
- 16. The Board has formed an audit committee that also ensures the independence of the internal audit function and the independence and objectivity of the external auditors.
- 17. The Audit Committee of the Board comprises of three members who are non-executive directors. including chairman of the committee.
- 18. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Modaraba and as required by the code. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 19. The Board has set-up an effective internal audit function which has been outsourced to a firm of chartered accountants who are involved in the internal audit function.
- 20. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Modaraba and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 21. The statutory auditors or the person associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 22. We confirm that all other material principles contained in the code have been complied with.

On behalf of the Board

Arjumand A. Minai Chief Executive

September 12, 2007

# Review Report to the Members on Statement of Compliance with the Best Practices of the Code of Corporate Governance

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of Standard Chartered Services of Pakistan (Private) Limited in respect of Standard Chartered Modaraba to comply with Listing Regulations of the Karachi and Lahore Stock Exchanges where the Modaraba is listed.

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

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

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Modaraba's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance.

KING For With Co

KPMG Taseer Hadi & Co. Chartered Accountants Karachi

September 12, 2007

# Auditors' Report to the Certificate Holders

We have audited the annexed balance sheet of Standard Chartered Modaraba as at June 30, 2007 and the related profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof (hereinafter referred to as the financial statements), for the year then ended and we state that we have obtained all the information and explanations which to the best of our knowledge and belief, were necessary for the purposes of our audit.

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

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

- (a) in our opinion, proper books of accounts have been kept by the Modaraba Company in respect of Standard Chartered Modaraba as required by the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981;
- (b) in our opinion.
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Medaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981, and are in agreement with the books of accounts and are further in accordance with accounting policies consistently applied:
  - (ii) the expenditure incurred during the year was for the purpose of the Modaraba's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects, terms and conditions of the Modaraba:
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the Information required by the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 (XXXI of 1980), and the Modaraba Companies and Modaraba Rules, 1981, in the manner so required and respectively give a true and fair

- view of the state of the Modaraba's affairs as at June 30, 2007 and of the profit, its cash flows and changes in equity for the year then ended; and
- (d) In our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Modaraba and deposited in the Central Zakat Fund established under Section 7 of that Ordinance.

KPHS TO GLE G

KPMG Taseer Hadi & Co. Chartered Accountants Karachi

September 12, 2007

# Balance Sheet as at June 30, 2007

| N   | OTE               | 2007<br>Rupees  | 2006<br>Rupees  |
|---|-------------------|---|---|
| ASSETS<br>Current assets  |                   |   |   |
| Cash and bank balances Advances, deposits, prepayments and other receivables Consumer Morabaha Finance Current portion of diminishing Musharika Current portion of Musharika arrangements                                     | 3                 | 14,744,123<br>842,200<br>19,145<br>240,136  | 62,611,485<br>7,266,813<br>50,864<br>386,673<br>200,000,000                         |
| Current portion of Net Investment in Ijarah Finance<br>Taxation recoverable   | 5                 | 1,019,864,708<br>8,126,073  | 922,348,604<br>8,126,073  |
| Total current assets  |                   | 1,043,836,385   | 1,200,790,512   |
| Loans and advances to executives<br>Long-term portion of diminishing Musharika<br>Long-term portion of Net Investment in Ijarah Finance<br>Fixed Assets   | 5<br>6            | 79,518<br>13,012,199<br>1,499,490,546<br>4,340,973                                  | 16,885<br>10,722,429<br>1,340,352,594<br>5,783,533                                  |
| Total non-current assets  |                   | 1,516,923,236   | 1,356,875,441   |
| Total Assets  |                   | 2,560,759,621   | 2,557,665,953   |
| Current liabilities Musharika finance Current maturity of Morabaha finance Current maturity of security deposits Creditors, accrued and other liabilities Current portion of redeemable capital Unclaimed profit distribution | 7<br>8<br>9<br>10 | 218,031,960<br>100,000,000<br>49,738,937<br>62,818,456<br>819,505,067<br>17,432,013 | 477,365,344<br>100,000,000<br>35,553,543<br>48,079,216<br>610,131,978<br>17,032,164 |
| Total current liabilities   |                   | 1,267,526,433   | 1,288,162,245   |
| Long-term portion of Morabaha Finance Long-term portion of security deposits Long-term portion of redeemable capital Total Non-Current liabilities Total liabilities  | 8<br>9<br>11      | 174,993,122<br>258,372,890<br>433,366,012<br>1,700,892,445                          | 100,000,000<br>150,209,067<br>202,330,000<br>452,539,067<br>1,740,701,312           |
| Certificate holders' equity Certificate capital Reserves Unappropriated profit  | 12<br>13          | 432,224,100<br>353,685,027<br>73,958,049  | 392,931,000<br>376,539,000<br>47,494,641  |
| CONTINGENCIES AND COMMITMENTS   | 14                | 859,867,176   | 816,964,641   |
| RECURRENCE VICES VICES - MERCE  |                   | 2,560,759,621   | 2,557,665,953   |

The annexed notes 1 to 28 form an integral part of these financial statements.

Badar Kazmi

Chairman Standard Chartered Services of Pakistan (Private) Limited

Arjumand A. Minai Chief Executive Standard Chartered Services of Pakistan (Private) Limited

Cyrus J. Masani Director. Standard Chartered Services of Pakistan (Private) Limited

# **Profit and Loss Account** for the year ended June 30, 2007

|  | NOTE     | 2007<br>Rupees                                | 2006<br>Rupees                                 |
|--|----------|---|--|
| ljarah finance income<br>Profit on musharika arrangement<br>Income on morabaha finance<br>Income on deposits with bank |          | 234,524,913<br>17,634,198<br>5,585<br>573,808 | 205,234,043<br>38,302,487<br>15,454<br>344,288 |
|  |          | 252,738,504                                   | 243.896.272                                    |
| Financial charges  | 15       | 133,004,578                                   | 149,490,827                                    |
|  |          | 119,733,926                                   | 94,405,445                                     |
| Impairment loss on doubtful debts no longer required written back  | 5.3      | 71,454  | 2,675,452                                      |
|  |          | 119,805,380                                   | 97,080,897                                     |
| Other income<br>Operating expenses   | 16<br>17 | 10,093,395<br>(38,570,292)                    | 5,009,849<br>(33,778,584)                      |
|  |          | 91,328,483                                    | 68,312,162                                     |
| Modaraba company's management fee  | 18       | 9,132,848                                     | 6,800,195                                      |
| Profit for the year  |          | 82,195,635                                    | 61,511,967                                     |
| Earnings per certificate   | 19       | 1.90  | 1.42   |

The annexed notes 1 to 28 form an integral part of these financial statements.

Badar Kazmi Chairman

Standard Chartered Services of Pakistan (Private) Limited

Arjumand A. Minai Chief Executive

Standard Chartered Services of Pakistan (Private) Limited

Cyrus J. Masani

# Statement of Changes in Equity For the year ended June 30, 2007

|  | Certificate capital<br>Purcers | Premium<br>on moderaba<br>conflicates<br>Rupees | Statutory<br>reserve.<br>Rupoes | Unappro-<br>prates<br>profit<br>Rupees | TOTAL<br>Richells |
|--|--------------------------------|---|---------------------------------|--|-------------------|
| Barance as at June 30, 2005                          | 374,220,000                    | 135,000,000                                     | 242,250,000                     | 78.825.674                             | 830,296,674       |
| Issue of bornin contification @ 5%                   | 18,711,000                     | (18.711.000)                                    |                                 |  |                   |
| Profit distribution for 2006 € Rs. 2 per certificate | 2                              | 02  |                                 | (74,844,000)                           | (74 844 000)      |
| Profit for the year ended June 30, 2006              | 25                             |   |                                 | 61,511,967                             | 61 511 967        |
| Transfer to statutory reserve                        | 1                              |   | 18,000,000                      | (18.000,000)                           | = :               |
| Barance as at June 30, 2006                          | 392,931,000                    | 116,289,000                                     | 260,250,000                     | 47 494 541                             | 616,664,641       |
| Issue of bonus perticute © 10%                       | 39,293,100                     | (39-293-100)                                    |                                 |  |                   |
| Profit distribution for 2006 & Re il per certificate |                                |   | 7),                             | (39,293,120)                           | (39 293 100)      |
| Print for the year anded June 30, 2007               |                                | 93  | **                              | 82,195,635                             | 82,195,635        |
| Transfer to statutory reserve                        |                                | 19  | 15,439,127                      | (18,439)127)                           |                   |
| Balance as at June 30, 2007                          | 432,224,100                    | 76,995,900                                      | 276,689,127                     | 73.958 049                             | 859,867,176       |
|  |                                |   |                                 |  |                   |

The annexed notes 1 to 28 form an integral part of these financial statements.

Badar Kazmi

Standard Chartered Services of Pakistan (Private) Limited

Arjumand A. Minai Chief Executive

Standard Chartered Services of Pakistan (Private) Limited

Juanani

Cyrus J. Masani

# Cash Flow Statement for the year ended June 30, 2007

|  | NOTE | 2007<br>Rupees             | 2006<br>Rupaes           |
|--|------|----------------------------|--------------------------|
| Cash Flow from Operating Activities  |      |                            |                          |
| Profit for the year Adjustment for:  |      | 82,195,635                 | 51,611,967               |
| Depreciation / amortisation<br>(Profit) / loss on disposal of fixed assets   |      | 1,310,224                  | 1,983,454                |
| impairment loss no longer required written back  |      | (136,771)<br>(71,454)      | 12 675 452               |
| Profit on mushanka arrangement<br>noome on deposits with bank  |      | (17,634,198)<br>(573,808)  | (38.302.48)              |
| Profit on  |      | MICHAEL MANAGES            |                          |
| - redeemable capital - morabaha finances   |      | 77,149,682<br>12,418,622   | 26,004,830<br>17,617,754 |
| - musharika finances   |      | 43,394,766                 | 43,601,581               |
|  |      | 115,857,063                | 49,767,061               |
|  |      | 198,052,698                | 111,279,024              |
| Increase) decrease in operating assets   |      |                            |                          |
| Advances, deposits, prepayments and other receivables.<br>Othermer morabaha finance  |      | 3,276,188<br>31,719        | (3,195.022               |
| Diminishing mushanka   |      | (2,143,233)                | (6,326.28)               |
| Ausharika arrangements<br>nvestment in tijarah financis net  |      | (256,582,602)              | 197.849 116              |
| pans and advances to executives  |      | (62,633)                   | 226,961                  |
| Recovable from terminated / malured contracts  |      | 18000000                   | 22,700 000               |
| ricroase ((decrease) in operating liabilities  |      | (55,478,561)               | 201.283.767              |
| Deditors, accrued and other liabilities  Excluding profit payable on rednemable capital, morebaha linance, and musharika finances) |      | 5.687.066                  | in real res              |
| ecurity deposits   |      | 38,969,449                 | (5.519.515<br>8:342.576  |
|  |      | 45,656,515                 | 2,823,061                |
|  |      | 188,230,652                | 315,385,852              |
| Profit receives / (paid) on  |      |                            |                          |
| musbanka arrangement   |      | 20,780,613                 | 38,302,487               |
| - zetteematiko capital<br>- morebaha finances  |      | (64,912,273)               | (22,490,687              |
| - mushanka finances  |      | (45,142,540)               | (44.021.401              |
| fax tefund received  |      | (101 120 022)              | 18,854,397               |
| let cash flows from operating appoints   |      | (104,130,272)              | 124,881,598              |
| ash Flow From Investing Activities   |      | 84,100,380                 | 290,504,154              |
| ixed capital expenditure   |      | (287,394)                  | 2:675.470                |
| oceeds from disposal of fixed assets   |      | 556,500                    | 16,110                   |
| ncome on deposits with bank<br>let cash flows from investing activities  |      | 573,808                    | 344 288                  |
| ash Flow from Financing Activities   |      | 842,914                    | (2:315.072               |
| redeemable capital less repayments   |      | 265,415,979                | 151 020 100              |
| forabaha finances less repayments.<br>Ausharika finances less repayments   |      | (100,000,000)              | [100,000,000             |
| trofits paid on certificate holders  |      | (259,333,384) (38,893,251) | (23,653,907              |
| et cash flows from financing activities  |      | (132,810,856)              | (239.063,152             |
| rcrease / (decrease) in clush ithd cash equivalents  |      | (47,867,362)               | 49,125,930               |
| Cash and cash equivalent at beginning of the year  |      | 62,611,485                 | 13,485,555               |
| Tash and cash equivalents at end of the year   | 3    | 14,744,123                 | 82,671,485               |

Badar Kazmi Chairman

Standard Chartered Services of Pakistan (Private) Limited

Arjumand A. Minai Chief Executive

Standard Chartered Services of Pakistan (Private) Limited

Cyrus J. Masani

Director

# Notes to the Financial Statement for the year ended June 30, 2007

#### 1. LEGAL STATUS AND NATURE OF BUSINESS

Standard Chartered Modaraba (the Modaraba) was formed under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and the Rules framed there under and is managed by Standard Chartered Services of Pakistan (Private) Limited. The Management Company is a wholly owned subsidiary of Standard Chartered Bank (Pakistan) Limited. The address of its registered office is Standard Chartered Bank (Pakistan) Limited, I.I. Chundrigar Road, Karachi, Pakistan.

The Modaraba is a perpetual modaraba and is primarily engaged in leasing of plant, machinery. motor vehicles (both commercial and private), computer equipment etc. The Modaraba may also invest in commercial and industrial ventures suitable for the Modaraba. The Modaraba is listed on the Karachi and Lahore Stock Exchanges.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and Modaraba Companies and Modaraba Rules, 1981. Approved Accounting Standards comprise of such International Financial Reporting Standards as are notified under the provisions of the Companies Ordinance, 1984. Wherever, the requirements of the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and Modaraba Companies and Modaraba Rules, 1981 or directives issued by the Securities and Exchange Commission of Pakistan (SECP) differ with the requirements of these standards, the requirements of Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and Modaraba Companies and Modaraba Rules, 1981 or the requirements of the said directives takes precedence.

During 2005, the Securities and Exchange Commission of Pakistan notified the Islamic Financial Accounting Standard 1 issued by the Institute of Chartered Accountants of Pakistan relating to accounting for Morabaha transaction undertaken by a bank / financial institution, effective for financial periods beginning on or after January 1, 2006. The standard has not been adopted by the Modaraba pending resolution of certain issues, e.g., invoicing of goods, recording of inventories, concurrent application with other approved accounting standards in place, etc.

#### 2.2 Basis of preparation

These financial statements have been prepared under the historical cost convention.

These financial statements are presented in Pakistani Rupees, which is the functional currency of the Modaraba.

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

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

Judgements made by management in the application of approved accounting standards that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in note 27.

The following standards, amendments and interpretations of approved accounting standards are only effective for accounting periods beginning on or after I July 2007 and are not expected to have a significant effect on Modaraba financial statements or not relevant to Modaraba;

- Amendment to IAS 1 Presentation of Financial Statements Capital Disclosures:
- IAS 23 Borrowing Costs (as revised).
- IAS 41 Agriculture.
- IFAS 2 Share-based Payments.
- IFRS 3 Business Combinations.
- IFRS 5 Non-current assets Held for Sale and Discontinued Operations.
- IFRS 6 Exploration for and Evaluation of Mineral Resources.
- IFRIC 10 Interim Financial Reporting and Impairment.
- IFRIC 11 Group and Treasury Share Transactions.
- IFRIC 12 Service Concession Arrangements.
- IFRIC 13 Customer Loyalty Programmes.
- IFRIC 14 The Limit on a Defined Benefit Asset Minimum Funding Requirements and their Interaction

In addition Islamic Financial Accounting Standard 2 'Ijarah' issued by the Institute of Chartered Accountants of Pakistan has been notified. Under the above IFAS 2, the 'ljarah' transactions shall be accounted for in the following manner:

- Muj'ir (lessors) shall present the assets subject to liarah in their balance sheet according to the nature of the asset, distinguished from the assets in own use.
- Costs, including depreciation on the assets given on Ijarah, incurred in earning the Ijarah income shall be recognized as an expense.
- Ijarah income shall be recognized in income on an accrual basis as and when the rental becomes due, unless another systematic basis is more representative of the time pattern in which the benefit of the use derived from the leased asset is diminished.

The above IFAS is operative for financial statements covering the period beginning on or after July 1. 2007 and is required to be followed on those ljarahs which commences after the above mentioned date. Although the application of the standard does not have an immediate impact on the Modaraba's financial statements due to prospective application, the Modaraba is currently reviewing the implications of concurrent application with International Accounting Standard 17.

The Modaraba Association of Pakistan, has also approached the SECP for the deferment of the above IFAS.

#### 2.3 Net investment in Ijarah Finance

Assets owned by the Modaraba but subject to finance lease are included in the financial statements as "Net investment in Ijarah finance" at an amount equal to the present value of the lease payments. including estimated residual value. Allowance for non-performing leases is made in accordance with Prudential Regulations for Modarabas issued by SECP and is charged to the profit and loss account currently.

#### 2.4 Receivable from terminated / matured contracts

These are stated net of impairment loss. Impairment loss is recognised for doubtful receivables on the basis of Prudential Regulations for Modarabas issued by the SECP or based on the judgement of management, whichever is higher. Bad debts are written off when identified.

#### 2.5 Fixed assets

#### Tangible

Operating assets are stated at cost less accumulated depreciation. Cost includes expenditure that is directly attributable to the acquisition of the items. Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Modaraba and the cost of the item can be measured reliably. All other repairs and maintenance are charged to profit and loss account during the period in which they are incurred.

Depreciation is charged to income applying the straight-line method whereby the cost of an asset is: written off over its estimated useful life. In respect of additions and deletions during the year. depreciation is charged proportionately to the period of use.

The asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its recoverable amount.

Gains and losses on disposals are determined by comparing proceeds with the carrying amount of the relevant assets. These are included in the profit and loss account.

#### Intangible assets - computer software

Acquired compute software licences are capitalised on the basis of the cost incurred to acquire and bring to use the specific software. These cost are amortised over their estimated useful lives.

#### 2.6 Taxation

#### Current

Provision for current taxation is made on taxable income at the prevailing rates of tax after taking into account tax credits available, if any. The income of non-trading modarabas is exempt from tax provided that not less than 90% of their profits are distributed to the certificate-holders. The Modaraba has decided to continue availing the tax exemption and hence no provision has been made in these financial statements for tax liability for the current year.

#### Deferred

The Modaraba accounts for deferred taxation on all material temporary differences using the liability method. However, deferred tax assets as at June 30, 2007 amounting to Rs 28.877 million (2006 : deferred tax assets of Rs.20.346 million) has not been recognised in these financial statements as the management believes that the temporary differences will not reverse in the foreseeable future due to the fact that the Modaraba intends to continue availing the tax exemption.

#### 2.7 Provisions

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

#### 2.8 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash and cheques in hand and balances with banks on current and deposit accounts.

#### 2.9 Revenue recognition

#### ljarah Finance

The Modaraba follows the finance method for recognising income on ijarah contracts. Under this method the unearned income i.e the excess of aggregrate ijarah rentals (including residual value) over the cost of the asset under ijarah facility is deferred and then amortised over the term of the ljarah, so as to produce a constant rate of return on net investment in the ijarah. Documentation charges, front-end fee and other ijarah income are recognised as income on receipt basis.

#### Musharika Finance

Profit on musharika arrangements is recognised under the effective markup rate method based on the amount outstanding.

#### Consumer Morabaha Finance

The Modaraba follows the finance method in recognising income on consumer morabaha finance. Under this method the unearned income i.e the excess of aggregrate morabaha installments over the cost of the asset under morabaha facility is deferred and then amortised over the term of the morabaha, so as to produce a constant rate of return on consumer morabaha finance. Documentation charges, front-end fee and other morabaha income are recognised as income on a receipt basis.

#### Dividend Income

Dividend income is recognised when the Modaraba's right to receive the dividend is established.

#### 2.10 Staff retirement benefits

The Modaraba operates:

- (i) a recognised provident fund for all eligible employees; and
- (ii) an approved funded defined contribution gratuity scheme for all permanent employees. Gratuity is payable to employees on completion of the prescribed qualifying period of service under the scheme.

Contributions to the provident fund and gratuity fund are made at the rate of 10% and 8,33%. respectively, of the basic salary of employees.

#### 2.11 Profit distribution to certificate holders

Profit distribution to certificate holders is recognised as a liability in the period in which such distribution is announced.

#### 2.12. Off setting financial instruments

Financial assets and liabilities are offset and the net amount reported in the financial statements when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle on net basis, or realise the asset and settle the liabilities simultaneously.

#### 3. CASH AND BANK BALANCES

|  |     | 2007<br>Rupees                | 2006<br>Rupees               |
|--|-----|-------------------------------|------------------------------|
| With banks in current accounts With bank in deposit account Cash in hand | 3.1 | 3,967<br>14,727,298<br>12,858 | 8,160<br>62,595,501<br>7,824 |
|  |     | 14,744,123                    | 62,611,485                   |

#### 3.1

This balance has been kept to comply with the requirement of maintaining the prescribed liquidity against the Certificates of Musharika issued by the Modaraba in line with the provisions of the

#### 4. ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES

|  | 2007<br>Rupees  | 2006<br>Rupees   |
|--|---|--|
| Loan and advances to executives Advances to suppliers and others Deposits Prepayments Accrued profit on musharika arrangements Receivables from staff retirement benefit fund Others | 93,986<br>100,000<br>51,800<br>480,363<br>-<br>72,974<br>43,077 | 72,090<br>77,000<br>51,800<br>417,879<br>3,146,425<br>2,600,000<br>901,619 |
|  | 842,200   | 7,266,813  |

#### 5. NET INVESTMENT IN IJARAH FINANCE

|  |     |                               | 2007          |                              | 2006                         |
|--|-----|-------------------------------|---------------|------------------------------|------------------------------|
|  |     | Not later<br>than one<br>year | Later than    | Total                        | Total                        |
| Installment contract receivables<br>Add: Residual value                |     | 1,140,392,630<br>106,131,826  |               | 2,591.127,375<br>387.770,012 | 2.214.677.421<br>369.333.731 |
|  |     | 1,246,524,456                 | 1,732,372,931 | 2,978,897,387                | 2,584,011.152                |
| Less: Unearned finance income<br>Allowance for potential Ijarah losses | 5.3 | 225,494,379<br>1,165,369      |               | 458,376,764<br>1,165,369     | 320,073,131<br>1,236,823     |
|  | 5,1 | 1,019,864,708                 | 1.499,490,546 | 2,519,355,254                | 2,262,701,198                |
|  |     |                               |               |                              |                              |

#### 5.1

| BW .               | 2007          | 2006          |
|--------------------|---------------|---------------|
|                    | Rupees        | Rupees        |
| Less than one year | 1,019,864,708 | 922.348,604   |
| One to five years  | 1,499,490,546 | 1,340,352,594 |
| SCALLAND WE WANTED | 2,519,355,254 | 2.262,701.198 |

#### 5.2

There are no fjarah contract receivables over five years. The Modaraba's implicit rate of return on fjarah finance ranges from 5.2% to 17.0% per annum.

#### 5.3 Allowance for Potential Ijarah losses

|   |     | 2007<br>Rupees        | 2006<br>Rupees           |
|---|-----|-----------------------|--------------------------|
| Balance at beginning of the year<br>Reversal of provision during the year |     | 1,236,823<br>(71,454) | 3,912,275<br>(2,675,452) |
|   | 5.4 | 1,165,369             | 1,236,823                |

This represent general provision against Ijarah finance to individuals.

#### 6. FIXED ASSETS

6.1 The following is a statement of assets in own use:

|  |                           | COST                      |                           | ACCU                      | MULATED DEP   | RECIATION                 |   |                                      |
|--|---------------------------|---------------------------|---------------------------|---------------------------|---|---------------------------|---|--------------------------------------|
|  | As at<br>July 01,<br>2006 | Additions(<br>(deletions) | As at<br>June 30,<br>2007 | As at<br>July 01,<br>2006 | Charge for<br>the year<br>(accumulated<br>depreciation<br>on deletions) | As at<br>June 30,<br>2007 | Net book<br>value as at<br>June 30<br>2607  | Depreciation<br>rate */<br>per annum |
|  | Rupees                    | Rupees                    | Rupees                    | Rupees                    | Hupees  | Aupees                    | Aupees                                      | Rupeus                               |
| Tangible   |                           |                           |                           |                           |   |                           |   |                                      |
| Furndure and fittings                                  | 1,702,524                 | \$                        | 1,702,524                 | 262,283                   | 170,256   | 452,539                   | 1,249,985                                   | 100                                  |
| Office equipment, appliances and computer system       | 9.803.903                 | 267,394<br>(523,233)      | 9,568,064                 | 6,137,698                 | 1,067,058 (401,145)   | 6.803.611                 | 2,764,453                                   | 10 & 33 33                           |
| Motor vehicles   | 1,424,635                 | (992.135)                 | 432,500                   | 727,548                   | 72.910<br>(694.493)   | 105,965                   | 326.635                                     | 20                                   |
|  | 12 931 062                | 287,394<br>(1,515,368)    | 11,703,088                | 7,147,529                 | 1,310,224<br>(1,095,638)  | 7.362.115                 | 4 340 973                                   |                                      |
| Intangible   |                           |                           |                           |                           |   |                           |   |                                      |
| Computer software                                      | 2.257,697                 | -                         | 2,257,697                 | 2.257.697                 |   | 2,257,597                 |   | 33 33                                |
| 2007   | 15,188,759                | 287,394<br>(1,515,368)    | 13,960,785                | 9,405,226                 | 1,310,224<br>(1,095,638)  | 9,619,812                 | 4,340,973                                   |                                      |
|  | 8                         | COST                      |                           | ACCUMULATED DEPRECIATION  |   |                           |   |                                      |
|  | As at<br>July 01<br>2005  | Additions/<br>(deletions) | As at<br>June 30,<br>2005 | As at<br>July 01,<br>2005 | Charge for<br>the year<br>(accumulated<br>depreciation<br>on deletions) | As at<br>June 30,<br>2006 | Net book<br>value as at<br>June 30,<br>2006 | Depreciation<br>rate %<br>per annum  |
|  | Rupees                    | Pupees                    | Rupees                    | Rupees                    | Rupees  | Rupees                    | Rupses                                      | Hupees                               |
| Tangible   |                           |                           |                           |                           |   |                           | 0,000                                       | 546.134.5-5.55                       |
| Furniture and fittings                                 | 1,702,524                 | 121                       | 1,702,524                 | 112.027                   | 170,256   | 282,283                   | 1,420,241                                   | то                                   |
| Office equipment,<br>appliances and<br>computer system | 9.721,118                 | 2,242,970<br>(2,160,185)  | 9.803,903                 | 7.482.353                 | 797,255<br>(2,141,910)  | 6,137,698                 | 3,666,205                                   | 10 8 33 33                           |
| Motor vehicles   | 992.135                   | 432.500                   | 1,424,635                 | 545,687                   | 181,861   | 727,548                   | 697,087                                     | 20                                   |
|  | 12 415 777                | 2,675,470<br>(2,180,185)  | 12.931.062                | 8,140,067                 | 1,149,372<br>(2,141,910)  | 7,147,529                 | 5,783 533                                   |                                      |
| Intangible   |                           |                           |                           |                           |   |                           |   |                                      |
| Computer software                                      | 2,257,697                 | 19                        | 2,257,697                 | 1,443,615                 | 814,082   | 2.257.697                 | -   | 33 33                                |
| 2006   | 14,673,474                | 2,675,470<br>(2,160,185)  | 15,188,759                | 9,583,682                 | 1,963,454<br>(2,141,910)  | 9,405,226                 | 5,783,533                                   |                                      |

#### 6.2 DISPOSAL OF FIXED ASSETS

The following assets were disposed of during the year:

|               | Cost      | Accumulated deprécation | Net book<br>value | Sale<br>proceeds | Mode of<br>disposal | Particulars of<br>buyer |
|---------------|-----------|-------------------------|-------------------|------------------|---------------------|-------------------------|
|               | Rupees    | Hupees                  | Aupres            | Rupoes           |                     |                         |
| Photocopier   | 523.233   | 401,145                 | 122,088           | 6.500            | Negotiation         | Mr. Soomro              |
| Motor Vehicle | 992,135   | 694,494                 | 297.641           | 550,000          | Negotiation         | Horida Qualdeer         |
| 2007          | 1,515,368 | 1,095,639               | 419,729           | 556,500          |                     |                         |
| 2006          | 2,160 185 | 2,141,910               | 18,275            | 11.610           |                     |                         |

#### 7. MUSHARIKA FINANCE

|   | 2007<br>Rupees | 2006<br>Rupees |
|---|----------------|----------------|
| Musharika with: - an associated undertaking - secured | 218,031,960    | 477,365,344    |

The total facility for musharika finances available from Standard Chartered Bank (Pakistan) Limited amounts to Rs.800 million (2006: Rs.800 million). The estimated share of profit payable on this facility ranges from Re. 0.2474 to Re. 0.2948 (2006: Re. 0.2510 to Re. 0.2753) per rupees one thousand per day. The facility is secured against hypothecation over the moveable leased out assets of the Modaraba.

#### 8. MORABAHA FINANCE - SECURED

|   | 2007<br>Rupees | 2006<br>Rupees |
|---|----------------|----------------|
| <ul> <li>From a bank</li> <li>Current maturity of morabaha finance</li> <li>Long-term maturity of morabaha finance</li> </ul> | 100,000,000    | 100,000,000    |
|   | 100,000,000    | 200,000,000    |

#### 8.1

The total facility for morabaha finance available from a bank amounts to Rs.300 million (2006; Rs.300 million). The estimated share of profit payable on the finance ranges from Re. 0.2967 to Re. 0.2975 (2006: Re. 0.2573 to Re 0.2578) per rupees one thousand per day and is repayable by September, 2007. The facility is secured against hypothecation over the moveable leased outassets of the Modaraba.

#### 9. SECURITY DEPOSITS

|   | 2007<br>Rupees              | 2006<br>Rupees              |
|---|-----------------------------|-----------------------------|
| Security deposits on Ijarah Finance<br>Less: Repayable / adjustable with one year | 224,732,059<br>(49,738,937) | 185,762,610<br>(35,553,543) |
|   | 174,993,122                 | 150,209,067                 |

Represents sums received under ijarah finance repayable / adjustable at the expiry of the lease period

#### 10. CREDITORS, ACCRUED AND OTHER LIABILITIES

|                                      | 2007<br>Rupees | 2006<br>Rupees |
|--------------------------------------|----------------|----------------|
| Management fee<br>Profit payable on: | 9,132,848      | 6,800,195      |
| - redeemable capital                 | 20,685,466     | 8,448,057      |
| - musharika finances                 | 1,111,323      | 2,859,097      |
| - morabaha finances                  | 3,316,274      | 5,753,735      |
| Accrued expenses                     | 10,613,225     | 8,145,609      |
| Amounts refundable to lessees        | 17,819,657     | 16,022,697     |
| Others                               | 139,663        | 49,826         |
|                                      | 62,818,456     | 48,079,216     |

Amounts due to associated undertakings at June 30, 2007 aggregated Rs. 10,247,916 (2008) Rs. 9.659,185)

#### 11. REDEEMABLE CAPITAL - PARTICIPATORY AND UNSECURED

|  | Repayable by           | 2007<br>Rupees             | 2006<br>Rupees |
|--|------------------------|----------------------------|----------------|
| Musharika and accrued profit thereon<br>- associated undertaking - note 11.1<br>- others - note 11.2 | July 2007<br>June 2008 | 143,000,000<br>649,122,957 | 466,561,978    |
|  |                        | 792,122,957                | 466,561,978    |
| Certificate of Musharika - note 11.3   | June 2012              | 285,755,000                | 345.900.000    |
|  |                        | 1,077,877,957              | 812.461,978    |
| Less:<br>Current portion of redeemable capital   |                        | 819,505,067                | 610.131.978    |
|  |                        | 258,372,890                | 202.330,000    |

#### 11.1

The estimated share of profit payable on Musharika facilities ranges from Re.0.2655 to Re.0.2882 per rupees one thousand per day.

#### 11.2

The estimated share of profit payable on Musharika facilities ranges from Re.0.1507 to Re.0.3014 (2006: Re.0.1644 to Re. 0.4384) per rupees one thousand per day.

#### 11.3

The estimated share of profit payable on Certificates of Musharika ranges from Re.0.0822 to Re.0.2192 (2006: Re.0.0822 to Re. 0.2192) per rupees one thousand per day.

#### 12. CERTIFICATE CAPITAL

Authorised certificate capital

| 2007<br>Number of | 2006<br>certificates |  | 2007<br>Rupees | 2006<br>Rupees |
|-------------------|----------------------|--|----------------|----------------|
| 50,000,000        | 40,000,000           | Modaraba certificates of Rs. 10 each   | 500,000,000    | 400,000,000    |
| Issued, sub       | scribed and          | paid-up capital  |                |                |
| 28,500,000        | 28,500,000           | Modaraba certificates of Rs. 10 each fully paid in cash                      | 285,000,000    | 285,000,000    |
| 14,722,410        | 10,793,100           | Modaraba certificates of Rs. 10 each issued as fully paid bonus certificates | 147,224,100    | 107,931,000    |
| 43,222,410        | 39,293,100           |  | 432,224,100    | 392,931,000    |
|                   |                      |  |                |                |

As at June 30, 2007, the Standard Chartered Services of Pakistan (Private) Limited (the Management Company) and Standard Chartered Bank (Pakistan) Limited held 4,322,241 (2006) 3.929.310) and 4,322,241 (2006: 3,929,310) certificates of Rs. 10 each respectively.

#### 13. RESERVES AND PROFIT DISTRIUBUTION

Statutory reserve represents profit set aside to comply with the Prudential Regulations for Modarabas issued by the SECP. These regulations require Modaraba to transfer not less than 20% and not more than 50% of its after tax profits till such time that the reserve equals 100% of the paid up capital. Thereafter, a sum not less than 5% of the after tax profits is to be transferred.

After the balance sheet date the following dividends were proposed by the directors of the management company. The dividends have not been provided for:

| Cash dividend @ Rs. 1.50 per certificate (2006: @ Rs. 1 per certificate) | 64,833,615 | 39.293.100 |
|--|------------|------------|
| Bonus shares @ 5% out of share premium account (2006: 10%)               | 21,611,205 | 39,293,100 |

#### 14. CONTINGENCIES AND COMMITMENTS

During the year 2000-2001, the Sales Tax Department had issued a show cause notice to the Modaraba in which it was alleged that during July 1997 to June 2000, the Modaraba had received a total amount of Rs. 364.882,919 on which sales tax was due. However, no specific amount in respect of the alleged sales tax liability was mentioned in the show cause notice. By an order dated January 29, 2002, the Collector, Collectorate of Customs, Sales Tax and Central Excise decided the case against the Modaraba to the extent that the liabilities towards sales tax should be determined on the basis of amount received after June 16, 1998. The department has not determined the liability under this order and no demand notice has been issued so far. An appeal against this order has been filed before the Appellate Tribunal and was fixed for hearing on August 26, 2004. The tribunal after hearing the case was pleased to allow the appeal and set aside the order passed against the Modaraba. In view of the decision of the Tribunal in favor of the Modaraba, no provision has, therefore, been made in these financial statements.

#### 15. FINANCIAL CHARGES

|   | 2007<br>Rupees                                   | 2006<br>Rupees                                   |
|---|--|--|
| Profit on redeemable capital<br>Profit on musharika finances<br>Profit on morabaha finances<br>Bank charges | 77,149,682<br>43,394,766<br>12,418,611<br>41,519 | 88,360,188<br>43,601,581<br>17,517,754<br>11,304 |
|   | 133,004,578                                      | 149,490,827                                      |

#### 16. OTHER INCOME

|   | 2007<br>Rupees                    | 2006<br>Rupees                    |
|---|-----------------------------------|-----------------------------------|
| Profit / (Loss) on disposal of assets in own use<br>Gain on early termination of leases<br>Others | 136,771<br>5,892,479<br>4,064,145 | (2,165)<br>3.011,344<br>2,000,670 |
|   | 10,093,395                        | 5,009,849                         |

## 17. OPERATING EXPENSES

|   | NOTE   | 2007<br>Rupees | 2006<br>Rupees |
|---|--------|----------------|----------------|
| Salaries and other staff benefits         | 17.2   | 18,563,885     | 16,498,413     |
| Depreciation                              | 6.1    | 1,310,226      | 1,149,372      |
| Amortisation                              | 6.1    |                | 814.082        |
| Advertising, travelling and entertainment |        | 1,261,799      | 963,329        |
| Postage                                   |        | 640,640        | 428,806        |
| Telecommunication                         |        | 274,232        | 241.051        |
| Printing and stationery                   |        | 735,926        | 1,475,075      |
| Legal and professional                    |        | 2,489,473      | 1.585.039      |
| Repairs and maintenance                   |        | 794,419        | 637.119        |
| Charges by associated undertaking         | 17.3   | 9,997,710      | 7.249.726      |
| Subscriptions                             | 17742  | 547,770        | 430,711        |
| Auditors' remuneration                    | 17.4   | 430,000        | 393,000        |
| COM trustee fee                           | 1.6-77 | 85,396         | 92,916         |
| Insurance:                                |        | 00,000         | 32,310         |
| - own assets                              |        | 112,913        | 107,626        |
| - assets leased out                       |        | 112,010        | 262,038        |
| Donations                                 |        |                | 165,777        |
| Sundries                                  |        | 1,325,903      | 1.284,504      |
|   |        |                | 1,204,004      |
|   |        | 38,570,292     | 33,778,584     |

#### 17.1

Office space, utilities and related expenditure are borne by Standard Chartered Services of Pakistan (Private) Limited.

#### 17.2

Salaries and other benefits include Rs. 787,360 and Rs. 12,344 (2006; Rs. 803,835 and Rs. 509,317) on account of Modaraba's contribution to the staff provident fund and gratuity fund respectively

#### 17.3

Charges by associated undertaking represents reimbursement of actual salary cost and benefits of staff deployed on Modaraba affairs.

#### 17.4 Auditors' Remuneration

|   | 2007<br>Rupees | 2006<br>Rupees |
|---|----------------|----------------|
| Audit fee   | 300,000        | 270,000        |
| Review of six months period financial statements                                | 60,000         | 60,000         |
| Review reports on statements of compliance with<br>code of corporate governance | 40,000         | 40,000         |
| Sundry advisory services and certification of remittance                        | 20,000         | 20,000         |
| of profit to non-resident certificate-holders                                   | 10,000         | 3.000          |
| Out of pocket expenses  | 10,000         |                |
|   | 430,000        | 393.000        |
|   |                |                |

#### 18. MODARABA'S COMPANY'S MANAGEMENT FEE

In accordance with Modaraba Companies and Modaraba Rules, 1981 management fee @ 10% of annual profits is payable to management company.

#### 19. EARNINGS PER CERTIFICATE

| 2007<br>Rupees                   | 2006<br>Rupecs   |
|----------------------------------|--|
| 82,195,635                       | 61,511,967   |
| Number of certificates           | Number of<br>certificates  |
| 43,222,410                       | 43.222.410   |
| Rupees                           | Rupees   |
| 1.90                             | 1.42   |
|                                  |  |
| 2007<br>Rupees                   | 2006<br>Rupees   |
| 18,036,661<br>240,080<br>287,144 | 15,888,601<br>231,258<br>378,554   |
| 18,563,885                       | 16,498,413   |
| 21                               | 19   |
|                                  | Rupees 82,195,635  Number of certificates 43,222,410  Rupees 1.90  2007 Rupees 18,036,661 240,080 287,144 18,563,885 |

#### 21. MATURITIES OF ASSETS AND LIABILITIES

|  | 20.00  |  |  | 2007  |  |   |  |  |  |  |
|--|--|--|--|---|--|---|--|--|--|--|
|  | Tital  | she marts.   | in y campa   | Over mise<br>marries to six<br>months   | Over six<br>rooktris to<br>over year   | Uver one<br>year to<br>Two years                                | Over two<br>years so<br>three years  | Over 2 vini<br>years to<br>the exert                               | Court from   | Overte   |
|  | Vilgreen   | Proper.  | Higner   | Fispace.  | Paper  | Rigore  | Eupoon   | Hupmin   | Therees:   |  |
| Acocts   |  |  |  |   |  |   |  |  |  |  |
| Cash and bare calancos<br>501-jocos dausants sanbayment aus  | 14.744.123   | 14.144.125   |  |   |  |   |  |  |  |  |
| offer recentacion<br>Union in precurses<br>Consumor Morabina finance   | 19.578   | 85,64)   | 280/05/1   | 201929  | 274.675  | 65.864  | 11884  |  |  |  |
| Directory Moharka<br>Net matemary in Jana Market I rector  | 10,145<br>111,242,200  | 18,478   | 3,572  | 15,294  | 129.368  | 389,400   | 478.10%  | 1.138.314  | 2014/10/02   | 1.656.25   |
| Invited September   Invited September  | 7 1/19 355,754<br>6 125 370  | 96,102,848   | 147,121,056  | 275 400,052   | 450,290,252  | 196,149,526   | 440.154.58E  | 360 176 532  |  |  |
| Fami dinere  | 4,040,973  |  |  | 140,689   |  | 1,216,156   | 379.025  | -670.107   | 1,920,000  |  |
| fotal Assarp.  | 2,560,769,621  | 119.897,117  | 197,647,535  | 275.707.527   | 450,624,895  | 187,819,087   | 441.036.276  | 355 045 533  | 1.263,060  | 7.858.29   |
| Liebiffies<br>Works was finance  | -511 Day 160   | 40/50/00/00/0  |  |   |  |   |  |  |  |  |
| Montona france   | 100,000,000  | 318 (37 96)  | V26,000,000  |   |  |   |  |  |  |  |
| Security dynamic.<br>Creatury, account profuther automore.   | 424,752,058<br>62,816,416  | 1,207,000  | 17 302 403<br>12 449 122   | 19279.00  | 22:351:258   | 57082-700   | 55.676,017   | 14.272.406   |  |  |
| Regionable Capita<br>Instalment profit mintrolling   | 17,412,011   | 17.430.013   | 501 720 538  | 30,994,968  | 154,944,952  | 22.522.690  | 16 20 200  | (38,630,000  |  |  |
| ina cabiter  | 1,700,852,645  | 438.885.436  | 626.672,063  | 45,272,882  | 157,296,080  | 89,605,590  | 149,298,017  | 193,862,405  |  |  |
| Net Assets / (Lisbillion)  | 859,867,176  | (318,988,291)  | (428.424,528)  | 230,434,645   | 293,328,815  | 608,213,497   | 291,135,259  | 171,829,428  | 1,783,060  | 7358291  |
|  |  |  |  | 2006  |  |   |  |  |  |  |
|  | 70.2   | 1,000  | One morals   | Over Press  | Shar na  | Over one  | Over two   | Ownstree   | Over five  | Sherter  |
|  |  | pile month   | One month  |   | Charles to take year   | Over one<br>year to<br>because                                  | Over two<br>versity<br>trive years   | Chart stone<br>where to<br>stone chart                             | Over the page to tell years  |  |
|  | Total  |  |  | Over Press<br>marks to see  | T007074-10   | 1/00/10   | 799678 70  | 98000.10   | years to   | years  |
| The state of the s |  | pile month   | to 3 months.   | Over Press<br>marins to be<br>martins   | trial year   | 2001 TO<br>2002 YEAR TO   | Little August<br>Award Jo  | mon visited  | years to<br>too years  | years  |
| Lud attroportalises<br>Anatom assorts preparties and   | Rupon<br>82 (11, 86)   | 114 Hoods<br>Highers<br>NZ,511,565   | K-3 Horitos<br>Planes  | Over Press<br>marchs to be<br>marchs<br>flupeou   | Fucces   | 2001 TO<br>2002 YEAR TO   | Little August<br>Award Jo  | mon visited  | years to<br>too years  | years  |
| List att bere telanies<br>knisten deutsta prepiemien von<br>distringrosties  | Flagori<br>F2 (11, 165<br>7 296 (11)   | use month.   | to 3 months.   | Over Press<br>marins to be<br>martins   | Fucutos<br>Bio 240   | year to<br>Sec years<br>Hupani                                  | Little August<br>Award Jo  | mon visited  | years to<br>too years  | years  |
| Lain aft bereinslander<br>Anwicker British prepartiett ann<br>Lifter reprositien<br>Linta der Meldicke branca  | Fluposi<br>62.5.11.165<br>7.266.811<br>16.385<br>0.354   | 92,611,955<br>4,057,639  | K-3 Horitos<br>Planes  | Over Press<br>marchs to be<br>marchs<br>flupeou   | Fucces   | Sec years<br>Mappens  | President Page 1   | mon visited  | years to<br>too years  | years  |
| List and the endance<br>Analysis in Jacobia preparations and<br>John conventions<br>John are Medically from<br>John and Medical from<br>John and Medical from<br>Medical and preparation<br>Medical and preparation  | FL (11, 165<br>7 246, 817<br>16, 845   | 114 Hoods<br>Highers<br>NZ,511,565   | 10.3 Hardha<br>** 2.864<br>2.954 258   | Over Press<br>marths to 2 to<br>marths<br>Rupons  | Ruceos<br>86 240   | year to<br>Sec years<br>Hupani                                  | Print years  | ytoria (),<br>two piero<br>PLEMBA                                  | years to<br>too years  | years  |
| Control to executives.  Control offer Non-Obelina Improve  Control offer Non-Obelina Improve  Control offer Non-Obelina  Control offer offer Non-Obelina  Control offer offer Non-Obelina  Control offer offer Non-Obelina  Control offer offer offer Non-Obelina  Control offer off | Flaporet<br>#2.611.160<br>#2.668.813<br>10.362<br>#1.100.150<br>236.001.000  | 974 Hopes<br>W2,611,565<br>4,077,836<br>3,1,721<br>89,738,975  | 2.354 max 12.716<br>65.562   | Once Prese<br>interfes to be<br>markly a<br>frupeou<br>100,219<br>10,074<br>27,110                | Rucedo<br>96 240<br>19 074<br>19 074   | 9601 10<br>392 years<br>Hupson<br>16-828                        | Person   | 978.142  | pure to<br>fee years.<br>Frame.  | years  |
| Case and conservations who have not been also  | Fluster:<br>#2767-185<br>7 296,813<br>16 285<br>17 09 150<br>20 00 00<br>216 70 158<br>8 729,923   | 92,611,926<br>4,057,639<br>2,4,721   | 2.354 005<br>62.564 005<br>62.564 005  | Over Press Hardra III as examina Flagore  100 210 103 210 103 201 105 000 105 000                 | Ruboss<br>86.245<br>19.025<br>19.025<br>19.025   | 16.825<br>615.007.460   | Property of the second  | 974,142  | pairs to 101 years.  17 (pairs).   | years  |
| Link are poor solaries Analysis handle preparation and Destinational preparation and Destinational propagation of the propagati | Flaporet<br>#2.611.160<br>#2.668.813<br>10.362<br>#1.100.150<br>236.001.000  | 974 Hopes<br>W2,611,565<br>4,077,836<br>3,1,721<br>89,738,975  | 2.354 005<br>62.564 005<br>62.564 005  | Over Press<br>Hardra III as martina<br>Rapone<br>188 219<br>19374<br>97 110<br>180 000 500        | 96 240<br>19 074<br>19 074<br>19 074<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070   | 16-8es<br>627-469<br>635,547-469<br>635,547-469                 | #### Tribe years   | 974.142<br>300.547.211<br>974.142                                  | pairs to the years (1) and (1) | (F. 267 - 614  |
| Carlo de Constante de Carlo de | Fupori<br>F2 AT 160<br>7 266 873<br>16 365<br>17 00 352<br>206 000 000<br>2 306 701 198<br>8 1 86 073<br>8 1 86 073  | 974 Hopes<br>NZ 511 855<br>4 077 699<br>31 721<br>89 736 075<br>8 126 075  | 2.054 058<br>12.716<br>65.542  | One Press marths to se marths fugues  100,219 19,214 97,119 100,000,520 24) 183,416               | Ruboss<br>86.245<br>19.025<br>19.025<br>19.025   | 16.825<br>615.007.460   | Property of the second  | 974,142  | pairs to 101 years.  17 (pairs).   | 94800<br>744800<br>8301414                               |
| Contract to constitute in the contract of the  | Flusions (C. E. 1986) 11 ( | 974 Hopes<br>NZ 511 855<br>4 077 699<br>31 721<br>89 736 075<br>8 126 075  | 2.054 058<br>12.716<br>65.562<br>1.70,720,161  | One Press marths to se marths fugues  100,219 19,214 97,119 100,000,520 24) 183,416               | 96 240<br>19 074<br>19 074<br>19 074<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070<br>19 070   | 16-8es<br>627-469<br>635,547-469<br>635,547-469                 | #### Tribe years   | 974.142<br>300.547.211<br>974.142                                  | pairs to the years (1) and (1) | 9444<br>7444<br>839 414                                  |
| County of the Control | Flugiorii 152,811,160 F286,817 F386,817   | 87-78-54<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10-0005<br>10   | 2/354 00.5<br>2/354 00.5<br>12 716<br>43 562<br>1.70 720 161<br>178 751,295                | Over Press<br>(1977) 1. 1. 29<br>(1977) 1. 1. 20<br>(1977) 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. | 90 249<br>19 074<br>19 074<br>19 074<br>19 075<br>19 070<br>19 070<br>10 | 16-85<br>427-440<br>835-501-400<br>835-501-400<br>616-463,004   | 760% To fine years 20, peecs 20, pee | 974.142<br>300.547.211<br>974.142                                  | pairs to the years (1) and (1) | 9444<br>7444<br>839 414                                  |
| Land and populations  Another incorporation  And incorporation  And incorporation  Another incorporation  Control another   | #Uppers #2.611.465 # year.871 # 6.586 # 11 00.559 # 20 00.00 # 20  | 87 758 075<br>8 778 075<br>8 758 075<br>8 758 075<br>8 758 075<br>8 758 075<br>8 778 075<br>8 778 075<br>8 778 075   | 0.3 Norther<br>2.054 max<br>12.716<br>65.562<br>1.70 770 101<br>178,751,295<br>100,000,000 | One Press marths to se marths fugues  100,219 19,214 97,119 100,000,520 24) 183,416               | 90 049<br>19 074<br>19 074<br>19 074<br>19 074<br>19 075<br>19 070<br>19 070<br>10 | 16-825<br>407-440<br>501,040<br>501,040<br>616-463,004          | #### Tribe prizes  Pulpmen  ###################################  | 974.142<br>300.547.211<br>974.142                                  | pairs to the years (1) and (1) | 9444<br>7444<br>839 414                                  |
| Link are poor solaries  and are poor solaries  and a recognitive  and the solarity open  an | Flugiorii 152,811,160 F286,817 F386,817   | 87 798 075 11 TEA 625, 153 477 364 364   | 2/354 00.5<br>2/354 00.5<br>12 716<br>43 562<br>1.70 720 161<br>178 751,295                | One Press<br>(1977) 1. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.                                     | 90 049<br>19 049<br>19 049<br>19 074<br>19 075<br>19 000 000<br>419 447 550<br>519 947 486   | 16-80-<br>16-80-<br>407-440<br>507-540<br>507-540<br>16-463-004 | 7674 10 7674 1 | 974,142<br>974,142<br>974,142<br>974,142<br>974,142<br>977,179,430 | pairs to the years (1) and (1) | 9444<br>7444<br>839 414                                  |
| Link are poor solaries  and are poor solaries  and a recognitive  and the solarity open  an | Flugiorii 152,611,160 F286,817 F386,817 | 87,611,625<br>4,007,639<br>37,721<br>88,736,075<br>8,121,075<br>113,625,113<br>27,736,344<br>3,004,555<br>36,055,256   | 2.354 000<br>2.354 000<br>12.716<br>45.562<br>1.70.720.001<br>1.70.751.295                 | Over Press<br>(1977) 1. 1. 29<br>(1977) 1. 1. 20<br>(1977) 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. | 90 249<br>19 074<br>19 074<br>19 074<br>19 075<br>19 070<br>19 070<br>10 | 16-85<br>427-440<br>835-501-400<br>835-501-400<br>616-463,004   | 760% To fine years 20, peecs 20, pee | 974.142<br>974.211<br>974.211<br>974.242                           | pairs to the years (1) and (1) | 94800<br>744800<br>8301414                               |
| County of the Control | Flucions (C. E. 1985) 11 (1985) 11 (1985) 11 (1985) 11 (1985) 12 (1985) 12 (1985) 13 ( | 87 798 075<br>87 788 075 | 2.354 000<br>2.354 000<br>12.716<br>45.562<br>1.70.720.001<br>1.70.751.295                 | One Press<br>(1977) 1. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2. 2.                                     | 90 049<br>19 049<br>19 049<br>19 074<br>19 075<br>19 000 000<br>419 447 550<br>519 947 486   | 16-80-<br>16-80-<br>407-440<br>507-540<br>507-540<br>16-463-004 | 7674 10 7674 1 | 974,142<br>974,142<br>974,142<br>974,142<br>974,142<br>977,179,430 | pairs to the years (1) and (1) | Sheet Services (1997) 1997 1997 1997 1997 1997 1997 1997 |

The above are based on contractual maturities and not on their expected realisation, which may change due to sale / rollover, etc.

#### 22. FAIR VALUE OF FINANCIAL ASSETS AND LIABILITIES

In the opinion of management, fair value of financial assets and liabilities, other than those short term in nature, cannot be calculated with sufficient reliability due to absence of current and active market for such assets and reliable data regarding market rates for similar instruments. The Modaraba's short term financial instruments are expected to be settled in short term hence, their carrying amount is not considered to be materially different from fair values.

#### 23. FINANCIAL INSTRUMENTS

Yield / profit rate sensitivity position for on-balance sheet instruments is based on the earlier of contractual repricing or maturity date.

|  | Political Table | To a                                | Optioner<br>reside. | Street cont   | Own Trees required   | F- 41 TOTA            | Character Allah               | New years                  |                     | Direct Park reports | Our service                    | till home |
|--|-----------------|-------------------------------------|---------------------|---------------|----------------------|-----------------------|-------------------------------|----------------------------|---------------------|---------------------|--------------------------------|-----------|
| All and form healtfam<br>hydrodic following following<br>and the and all and a<br>must be excluded<br>must be excluded<br>must be harded from<br>must an increase in transce<br>must and Machineria  | 8               | Name                                | Bulleti             |               |                      |                       |                               |                            | 2907-0              |                     |                                |           |
| All and form healtfam<br>hydrodic following following<br>and the and all and a<br>must be excluded<br>must be excluded<br>must be harded from<br>must an increase in transce<br>must and Machineria  |                 |                                     | 1000                | Tuposi        | Don't                | Hallman               | Tegan                         | Dagmen                     | Tiq-                |                     | Sum.                           | - 17      |
| transación de cadas de many en la<br>participa y la cadas en<br>participa de cadas en<br>procursos formación de<br>procursos Micharde  |                 | 10,794,525                          | 11.117.298          |               |                      |                       |                               |                            |                     |                     |                                |           |
| aris to executives<br>ocurrer forespens frame<br>mostros Wicherse  |                 |                                     | 8.510               |               |                      | 16.754                |                               |                            |                     |                     |                                |           |
| meuman lingrippens france<br>ministring Wilshame   | 34              | 74.111                              |                     | 16.386        | E1 800               | 100.000               | 55,000                        | 17,159                     |                     |                     |                                |           |
|  | 157             | 16.755                              | 10,425              | 9,879         | A 5133<br>54 298     | 120300                | 366.400                       | 4.9 00                     | 1-0-1               | 1413                | $(\gamma_{ij}, \gamma_{ij}) =$ |           |
|  | 125 - 100 v     | 11/8/2002/20                        | 96.500.044          | 1977/2017/06  | 17540.00             | H1.225 FIG            | 1047-11419                    | MC101-04                   | 7157.70             |                     |                                | 2.50      |
| to train a foldor as a port of 200°  |                 | 3.500,410,000                       | 111.625.286         | 9.20          | 175 195 564          | 10130330              | 100 111 121                   | 100000-00                  | MILE COST           | 350                 | 1997                           |           |
| C  |                 |                                     |                     |               |                      |                       |                               |                            |                     |                     |                                |           |
| directly france  | \$100mm 10 Mes. | 108-001-900<br>100-000-000          | DADL 40             | 100,500,000   |                      |                       |                               |                            |                     |                     |                                |           |
| and the temperature  | 6.276 12.1876   | 4733 14                             | 1,007,000           | 11,202,410    | 122 10 119           | 0.0023                | 62.001.000                    | 10000001                   | 1470.6.750          |                     |                                |           |
| All the second of the satisfied of the s | 1.50%           | 526 6.08<br>5017827302<br>77 662313 | 187.648.137         | 801,000,000   | JE 204, 566          | 154 (44 (66)          | 10.000 000                    | 96.20 (0)                  | IN CAS 900          |                     |                                |           |
| Li hiyana Lababai as at le   | 9               | 4. horizont aut-                    | \$15 Des 2001       | \$11,022 per  | +1.272.002           | 101,000,000           | (F) (O) (A)                   | 144 (40.0)                 | $\mu (m_{\mu} = 0)$ |                     |                                |           |
| to make that my tension pic  |                 |                                     | 1258 60E-0171       | 410,037,070   | 18021610             | ZW0.000.006           | 88,191,312                    | 1901 150,511               | the state of        | 2 14 20             | 104.00                         |           |
| Carrier of the Print of Services on  |                 |                                     | 1206 406 51Th       | 675 Box Mile  | 445.401.614          | 110.0032              | 455,688,642                   | 1011/01/01                 | min. Add 212        | 911/2/27            | 135.94                         |           |
|  |                 |                                     |                     |               | 2004                 |                       |                               |                            |                     |                     |                                |           |
|  | Partie Cellin   | 7.50                                | 100/100             | Street Street | Description relation | Sw 11 5074<br>3 24 54 | O-87 (FE 1887<br>3. Tel-1887) | Dw 101 mill<br>5 Ton (141) |                     | In the second       | Committee                      | News      |
|  |                 | Caproni                             | (Name               | Harr          | Parent               | No.                   | 1000                          | Name                       | 11.2.00             | 1400                | (1,500)                        |           |
| remis Auerta   | 196 196         | A23-1-641                           | 140000              |               |                      |                       |                               |                            |                     |                     |                                |           |
| Name a South Pringwess<br>and other Name (1987)  | 0               | timids.                             | 8.099               | 14.776        |                      | 10.00                 | 10.000                        |                            |                     |                     |                                | -         |
| mark to be be a final to the second  | 20              | 79.865                              |                     | 10.74         | 910                  | 70.074                | 11,000                        |                            |                     |                     |                                |           |
| normal englocalismo  | the new         | 11.100 eth<br>200.000 are           | 1137                | 63.140        |                      | 199.20                | 97.66                         | 1000                       | 15725               | -11:47              | 1000                           |           |
| of Average and a starte Manager Collection<br>Service Community<br>and the Service Starte Service  | +11% 10.00%     | 27% No 166<br>8 728 CO              | 867(6)(1)           | 1313000       | 043 102 410          | A16 mail 901          | 015,001.004                   | (00.4)(10)                 | 2000                |                     |                                | 110       |
| na Francia Administrator XIIX  |                 | 240,000,000                         | 157 436 447         | 15 852.61     | 545316.007           | 116-842 280           | 971 211 014                   | 100 011 010                | 18/12/128           | (m) (dd             | o terrer                       | 174       |
|  |                 |                                     |                     |               |                      |                       |                               |                            |                     |                     |                                |           |
| MERITINE   | 8199-1006       | 017395.346                          | 177205-00           |               |                      |                       |                               |                            |                     |                     |                                |           |
| F.Adrian B.S. Transferred  |                 |                                     |                     |               |                      |                       | THE ORD - TO                  |                            |                     |                     |                                |           |
| Palares from<br>Science marks<br>Abort 2000  | 5.00% SEATO     | (65.752 b.C                         | 20430               | 198 300,000   |                      | 30,000-141            |                               |                            | 0.471.470           |                     |                                | 1.00      |

Yield risk is the risk of decline in earnings due to adverse movement of the yield curve.

| Harmonic and Edgline | 200 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 | 201 |

Profit rate risk is the risk that the value of the financial instruments will fluctuate due to changes in the market profit rates.

#### 24. RISK

Risk is inherent in the Modaraba's business and the effective management of that risk is seen as a core competence within the Modaraba. Through its risk management structure, the modaraba seeks to manage efficiently the seven core risks:

Credit, Market and Liquidity risks arise directly through the Modaraba's commercial activities whilst Business, Regulatory, Operational and Reputational risks are a normal consequence of any business undertaking.

#### 24.1 CREDIT RISK

Credit risk is the risk that a counterparty will not settle its obligation in accordance with agreed terms.

Clear responsibilities for credit risk are delegated to Risk Officers through the Standard Chartered Group (the Group) credit chain. Each credit decision in the Modaraba is approved by two directors including the Managing Director. The Senior Credit Officer of Standard Chartered Bank, Pakistan lends his support to all credit decisions of the Modaraba.

Special procedures for managing credit risk are determined with specific policies and procedures to adapt to business goals.

Credit analysis includes review of facility detail, credit grade determination and financial analysis. There is a clear segregation of duties with facility applications being prepared by people who are not part of the approval chain.

The Modaraba employs a variety of tools to monitor the portfolio and to ensure the timely recognition of problem credits. Accounts are placed on Early Alert when they display signs of weakness. Such accounts are subject to a dedicated process involving senior risk officers and representatives from a recovery unit, which is independent of the business unit. Account plans are re-evaluated and remedial actions are agreed and monitored until complete recovery has taken place. Remedial actions include, but are not limited to, exposure reduction, security enhancement, exit of the account or immediate movement of the account into the control of the specialist recovery unit.

#### 24.2 Market Risk

The Modaraba recognises market risk as the exposure created by the potential changes in the market prices and rates. The Modaraba measures the impact of market price and rate risk using Value at Risk (VaR) model, which is monitored by an Asset Liability Management Committee.

#### 24.3 Liquidity Risk

The Modaraba defines liquidity risk as the risk that funds will not be available to meet liabilities as they fall due.

A range of tools is used for the management of liquidity. These comprise commitment and underwriting guidelines, key balance sheet ratios and medium-term funding requirements. Moreover, day-to-day monitoring of future cash flows takes place and suitable levels of liquid reserves are maintained by the business.

#### 25. SEGMENT BY CLASS OF BUSINESS

## 25.1 Net Investment in Ijarah Finance and Musharika arrangement

| Note                          | 200           | 7     | 200           | 06    |
|-------------------------------|---------------|-------|---------------|-------|
|                               | Rupees        | %age  | Rupees        | %age  |
| Fuel and Energy               | 433,736,955   | 18.90 | 368.340.270   | 16.18 |
| Pharmaceuticals and Chemicals | 347,534,926   | 15.15 | 300,870,857   | 13.21 |
| Food and Beverage             | 156,946,344   | 6.84  | 290,655,508   | 12:77 |
| Sugar                         | 79,442,743    | 3.46  | 203,010,417   | 8.92  |
| Financial Institutions        | 47,891,837    | 2.09  | 72,774,435    | 3.20  |
| Travel and Transport          | 181,051,971   | 7.89  | 123,369,049   | 5.42  |
| Services                      | 183,827,364   | 8.01  | 173,862,357   | 7.64  |
| Textile                       | 104,303,368   | 4.55  | 157,448,041   | 6.91  |
| Electrical and Engineering    | 144,145,021   | 6.28  | 150,373,190   | 6.60  |
| Communication                 | 131,522,738   | 5.73  | 147,441,237   | 6.48  |
| Leather                       | 2,721,851     | 0.12  | 13,599,336    | 0.60  |
| Distribution                  | 36,458,311    | 1.59  | 14,784,120    | 0.65  |
| Cement                        | 183,370,468   | 7.99  | 80,285,967    | 3.53  |
| Construction                  | 1,679,749     | 0.07  | 18.066.471    | 0.79  |
| Others                        | 259,989,549   | 11.33 | 162.057,333   | 7.12  |
| 25.2                          | 2,294,623,195 | 100   | 2,276,938,588 | 100   |

|  | 2007<br>Rupees                 | 2006<br>Rupees |
|--|--------------------------------|----------------|
| Net investment in Ijarah Finance<br>Musharika arrangement<br>Security deposits | 2,519,355,254<br>(224,732,059) | 200,000,000    |
|  | 2,294,623,195                  | 2,276,938,588  |

#### 25.3 For Musharika, Morabaha and Redeemable Capital

|  | Note | 2007<br>Rupees                              | 2006<br>Rupees  |
|--|------|---|---|
| Sugar and allied<br>Paper and allied<br>Financial institutions<br>Others |      | 467,469,998<br>928,439,919                  | 410.910.883<br>10.000.000<br>677,365,344<br>391,551,095 |
|  | 25.4 | 1,395,909,917                               | 1,489,827,322   |
| 25.4   |      |   |   |
| Morabaha finance<br>Redeemable Capital<br>Musharika finance              |      | 100,000,000<br>1,077,877,957<br>218,031,960 | 200,000,000<br>812,461,978<br>477,365,344               |
|  |      | 1,395,909,917                               | 1,489,827,322   |

#### 26. RELATED PARTIES TRANSACTIONS

The related parties of the Modaraba comprise of holding company, management company, fellow subsidiary, staff retirement funds, directors and key management personnel. Transactions with related parties other than remuneration and benefits to key management personnel (which are employed by the management company) under the terms of their employment are as follows:

|  | 2007       | 2006       |
|--|------------|------------|
|  | Rupees     | Rupees     |
| Holding Company  |            |            |
| Lease rentals received                                     | 15,799,777 | 34,407,481 |
| Profit on musharika finance                                | 43,394,766 | 43.601.581 |
| Profit on deposit account                                  | 573,808    | 212.109    |
| Bank charges and commission                                | 41,519     | 61,304     |
| Charges for reimbursement of portion salaries and benefits | 9,997,710  | 7,249,726  |
| Staff retirement benefits funds                            |            |            |
| Contribution to the Staff Provident Fund                   | 787,360    | 803,835    |
| Contribution to the Staff Gratuity Fund                    | 12,344     | 509,317    |
| Management Company   |            |            |
| Management fee   | 9,132,848  | 6,800.195  |
| Other related party  |            |            |
| Profit on musharika finance                                | 5,054.048  | 35         |

The Modaraba enters into transactions with related parties for lease of assets, borrowings under musharika finances and other general banking services. These transactions are based on a transfer pricing policy under which all transactions are carried out on arms's length basis. The balances with related parties have been disclosed in the respective note.

#### 27. ACCOUNTING ESTIMATES AND JUDGEMENTS

#### Provision against non-performing loans and advances

The Modaraba reviews its loan portfolio of Ijara, Musharika and Morabaha financing to assess amount of non-performing contracts and provision required there against on a quarterly basis. The provision is made in accordance with group policies which fully comply with the prudential regulations issued by the SECP.

#### Income taxes

No provision has been made in these financial statements for income taxes as the Modaraba plans to distribute at least 90% of its profits to certificate holders.

#### 28. DATE OF AUTHORISATION

These financial statements were authorised for issue by the Board of Directors of the Management Company in their meeting held on September 12, 2007.

Badar Kazmi Chairman

Standard Chartered Services of Pakistan (Private) Limited

Arjumand A. Minai

Chief Executive

Standard Chartered Services of Pakistan (Private) Limited

masani

Cyrus J. Masani

Director

# Standard Chartered Modaraba Six Years' Financial Summary

|   | Jun-02 | Jun-03 | Jun-04 | Jun-05 | Jun-06 | Jun-07 |
|---|--------|--------|--------|--------|--------|--------|
| Key Financial Figures (Rs. in millions) |        |        |        |        |        |        |
| Profit & Loss Account                   |        |        |        |        |        |        |
| Revenues from operations                | 332    | 323    | 240    | 222    | 244    | 253    |
| Financial Charges                       | 128    | 115    | 81     | 102    | 149    | 133    |
| Impairment loss against doubtful debts  | 2      | 1      | 4      | 17.000 |        | 3      |
| Net Profit                              | 172    | 175    | 111    | 96     | 62     | 82     |
| Dividend including Bonus certificates   | 150    | 150    | 94     | 94     | 79     | 86     |
| Balance Sheet                           |        |        |        |        |        |        |
| Certificate-holders' fund               | 396    | 386    | 377    | 378    | 440    | 506    |
| Reserves                                | 299    | 335    | 358    | 377    | 377    | 354    |
| Borrowings from financial institutions  | 477    | 222    | 556    | 994    | 677    | 416    |
| Redeemable capital and deposits         | 852    | 817    | 761    | 839    | 998    | 1,303  |
| Portfolio                               | 2,365  | 2,012  | 2,129  | 2,648  | 2,463  | 2,510  |
| Lease / Musharika disbursements         | 1,210  | 743    | 1,215  | 1,733  | 1,010  | 1,45   |
| Key Financial Ratios                    |        |        |        |        |        |        |
| Return on equity (%)                    | 24.75  | 24.27  | 15.10  | 12.72  | 7,53   | 9.5    |
| Financial charges cover ratio           | 2.34   | 2.52   | 2.37   | 1.94   | 1.41   | 1.6    |
| Profit before tax ratio (%)             | 51.81  | 54.18  | 46.25  | 43.24  | 25,22  | 32.5   |
| Income / Expense ratio                  | 1.92   | 1.97   | 1.85   | 1.64   | 1.32   | 1.4    |
| Debt / Equity ratio                     | 2.55   | 1.92   | 1.98   | 2.28   | 2.13   | 1.9    |
| Shares and Earnings                     |        |        |        |        |        |        |
| Break-up value per certificate          | 18.58  | 19.26  | 19.63  | 20.19  | 20.79  | 19.8   |
| Market value per certificate            | 24.10  | 38.25  | 34.40  | 24.00  | 17.40  | 13.6   |
| Earning per certificate                 | 4.61   | 4.68   | 2.97   | 2.56   | 1.42   | 1.9    |
| Cash dividend per certificate           | 4.00   | 4.00   | 2.50   | 2.00   | 1.00   | 1.5    |
| Bonus certificate (%)                   |        |        |        | 5.00   | 10.00  | 5.0    |
| Price earning ratio                     | 5.23   | 8.17   | 11.58  | 9.38   | 12.25  | 7.1    |

