

## **Annual Report 2005**

## Dawood Hercules: A Prelude

Dear Shareholder/s,

We are proud to present the Dawood Hercules Chemicals Limited (DHCL) 2005 Annual Report, which will provide you, the shareholder, with an account of the Company's financial, social and corporate status.

Dawood Hercules has always been an organization which has had a holistic view to its procedures and processes. We believe in not only working to increase the profitability of the Company but also to develop an organization that gives emphasis to the betterment of those who earn their livelihood as well as those who are associated in any way with DHCL. Our aim has always been to foster integrity, contentment and the desire to improve our minds and nurture our souls to be better people.

The sense of worth of our people is mirrored in our results and in the accomplishments that the Company has made during the past years. There has been improvement in the financial results, in operations, in the capacity utilization as well as the production of urea. It is a sense of great achievement for us to have the tallest civil structure in Pakistan standing high within our environs. Our offices in Lahore, Karachi and Islamabad have also been newly refurbished, which has resulted in a more cheerful, modern and cohesive working environment. This new wave of enthusiasm runs in everyone and we want you to be a part of the DH euphoria. Hence, it is with this fervour and elation that we offer you a review of Dawood Hercules in the year 2005.

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# COMPANY INFORMATION

#### **Board of Directors**

Hussain Dawood

Shahzada Dawood Chief Executive

Khawaja Amanullah

S. M. Asghar

A. Samad Dawood

Abdul Ghafoor Gohar

Haroon Mahenti

#### **Board Audit Committee**

S.M. Asghar Chairman

A. Samad Dawood

Haroon Mahenti Member

#### **Company Secretary**

Aftab Ahmed Qaiser

E-mail: qaiser@dawoodgroup.com

#### **Registered Office**

35-A, Shahrah-e-Abdul Hameed Bin Baadees (Empress Road), Lahore, Pakistan

Tel: +92 (42) 6301601-07 Fax: +92 (42) 6364316, 6360343 E-mail: info.dh@dawoodgroup.com Website: www.dawoodhercules.com

#### **Plant**

28-Km Lahore Sheikhupura Road, Chichoki Mallian, Sheikhupura, Pakistan Tel: +92 (42) 7352762-7

Fax: +92 (42) 7313380

#### **General Manager Plant**

Muhammad Aslam

E-mail: maslam@dawoodgroup.com

#### Bankers

ABN Amro Bank Limited American Express Bank Bank Al-Habib Limited Faysal Bank Limited Habib Bank A. G. Zurich Habib Bank Limited Metropolitan Bank Limited

#### **Tax Consultants**

S. M. Masood & Co. Chartered Accountants

46-B-II, Main Gulberg, Lahore, Pakistan

Tel: +92 (42) 5712554, 5712557-58,

Fax: +92 (42) 5712556 Website: www.smmasood.com

#### **Auditors**

KPMG Taseer Hadi & Co. Chartered Accountants

201-Office Block, Siddiq Trade Centre, 72-Main Boulevard, Gulberg-II, Lahore, Pakistan

Tel: +92 (42) 5781751-6 Fax: +92 (42) 5781757 Website: www.kpmg.com.pk

#### **Legal Advisors**

Hassan & Hassan Advocates

PAAF Building, 7D Kashmir Egerton Road, Lahore, Pakistan

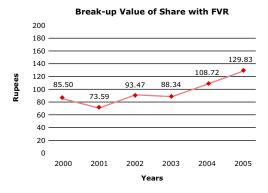
Tel: +92 (42) 6360800-03 Fax: +92 (42) 6360811-12 Website: www.hnh.com.pk

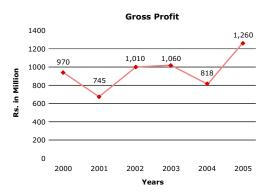
# OPERATING HIGHLIGHTS

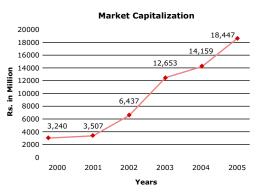
### Ten Years at a Glance

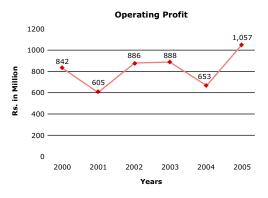
Sr.No.	PARTICULARS	UNIT	2005	2004	2003	2002	2001	2000	1999	1998	1997	1996
A)	INCOME STATEMENT											
1	Sales Value	Rs. in Million	3,291	2,699	2,983	2,810	2,851	2,886	2,215	2,767	2,391	1,726
2	Gross Profit	Rs. in Million	1,260	818	1,060	1,010	745	970	623	1,242	1,039	667
3	Operating Profit	Rs. in Million	1,057	653	888	886	605	842	504	1,147	949	583
4	Profit Before Taxation	Rs. in Million	3,568	1,726	1,686	1,131	823	1,057	819	1,329	1,057	693
5	Profit After Taxation	Rs. in Million	2,868	1,240	1,379	793	595	764	622	928	746	466
B)	DIVIDEND											
1	Cash Dividend	%	85	105	100	95	100	100	100	80	125	100
2	Stock Dividend	%	15	Nil	Nil	50	20	Nil	Nil	20	100	Nil
C)	BALANCE SHEET											
1	Total Assets Employed	Rs. in Million	12,787	12,300	9,403	5,089	4,380	4,197	4,083	3,841	3,228	2,493
2	Current Assets	Rs. in Million	6,364	9,757	6,180	2,267	2,111	1,902	1,716	3,247	2,459	1,729
3	Current Liabilities	Rs. in Million	3,345	4,379	2,994	520	758	698	963	935	927	568
4	Paid Up Capital	Rs. in Million	721	721	721	480	480	400	400	400	334	167
5	Shareholders' Equity with FVR	Rs. in Million	9,355	7,834	6,365	4,490	3,535	3,420	3,056	2,834	2,210	1,840
6	No. of Ordinary Shares	Million	72.06	72.06	72.06	48.04	48.04	40.00	40.00	40.00	33.00	16.68
D)	RATIO ANALYSIS											
1	Gross Profit	%	38	30	36	36	26	34	28	45	43	39
2	Earnings Per Share	Rs.	39.80	17.21	19.13	11.01	12.39	19.10	15.55	23.19	22.60	27.93
3	Inventory Turnover	Time	17.46	21.90	17.08	14.18	12.96	8.25	9.38	17.32	10.03	10.03
4	Age of Inventory	Days	20.91	16.67	21.38	25.74	28.16	44.25	38.92	21.07	36.40	36.38
5	Debtors Turnover	Time	499.03	364.09	475.90	384.43	342.46	302.98	209.98	57.60	47.32	152.89
6	Average Collection Period	Days	0.73	1.00	0.77	0.95	1.07	1.20	1.74	6.34	7.71	2.39
7	Total Assets Turnover	%	25.73	21.94	31.73	55.22	65.08	68.76	54.26	72.04	74.08	69.22
8	Fixed Assets Turnover	%	712.09	526.37	983.23	842.59	713.38	689.60	453.06	476.43	350.70	236.52
9	Break-up Value of Share with FVR	Rs.	129.83	108.72	88.34	93.47	73.59	85.50	76.40	70.86	66.98	110.29
10	Dividend Yield	%	3.32	5.34	5.69	7.09	13.70	12.35	9.52	8.99	7.35	7.69
11	Dividend Payout Ratio	%	21.36	61.01	52.26	86.32	80.74	52.36	64.31	34.49	55.30	35.81
12	Return on Equity	%	30.66	15.83	21.66	17.66	16.83	22.34	20.35	32.73	33.75	25.32
13	Debt Equity Ratio	%	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
14	Current Ratio	Time	1.90	2.23	2.06	4.36	2.78	2.72	1.78	3.47	2.65	3.04
15	Interest Cover Ratio	Time	10.76	14.21	49.27	1,233.31	Nil	Nil	Nil	Nil	Nil	Nil
16	Market Value per Share	Rs.	256.00	196.50	175.60	134.00	73.00	81.00	105.00	89.00	170.00	130.00
17	Market Capitalization	Rs. in Million	18,447	14,159	12,653	6,437	3,507	3,240	4,200	3,560	5,610	2,168
18	Price Earning Ratio	Time	6.43	11.42	9.18	12.18	5.89	4.24	6.75	3.84	7.52	4.66
E)	QUANTITATIVE DATA											
1	Designed Production (for 12 months)	Thousand mt	445.50	445.50	445.50	445.50	445.50	445.50	445.50	445.50	445.50	445.50
2	Actual Production	Thousand mt	428.78	351.12	430.60	414.62	381.95	436.90	419.39	423.52	365.73	383.72
3	Capacity Utilization	%	96	79	97	93	86	98	94	95	82	86
4	Sales	Thousand mt	405.67	361.20	436.83	415.31	396.82	456.63	366.39	436.10	382.79	349.81
F)	OTHERS											
1	Employees	Nos.	472	481	498	525	533	554	584	566	548	542
2	Capital Expenditure	Rs. in Million	235.84	328.15	189.81	11.00	42.00	12.00	12.00	14.00	8.00	96.00
3	Contribution to the National Exchequer	Rs. in Million	665	724	857	767	615	633	665	616	610	615



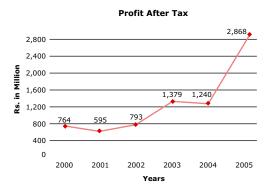


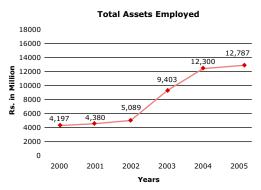


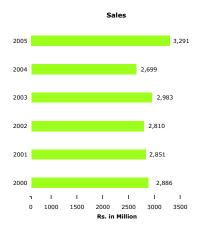


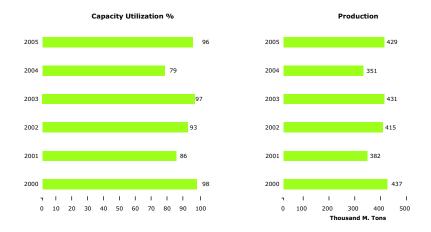


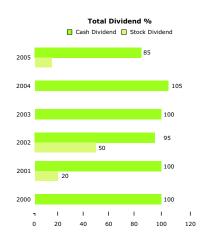












Notice is hereby given that the Thirty-eighth Annual General Meeting of Dawood Hercules Chemicals Limited will, Insha Allah, be held at the Company's Registered Office at 35-A, Shahrah-e-Abdul Hameed Bin Baadees (Empress Road), Lahore at 1100 hours on Tuesday, February 28, 2006, for the purpose of transacting the following business after recitation from the Holy Quran:

- 1. To confirm the Minutes of the Extraordinary General Meeting held on Wednesday, October 12, 2005.
- 2. To receive, consider and adopt the Audited Accounts of the Company for the year ended December 31, 2005 together with the Auditors' and Directors Reports thereon.
- 3. To consider and, if thought fit, approve payment of final cash dividend at the rate of 25% (Rs.2.50 per share) for the year ended December 31, 2005 as recommended by the Board of Directors. This is in addition to three interim cash dividends totaling 60% (Rs.6.00 per share) already paid during the year.
- 4. To approve the issue of Bonus shares in the ratio of 3 shares for every 20 ordinary shares held by the shareholder as recommended by the Directors. To give effect to the above, the Directors have recommended to consider, and if thought fit pass with or without modification the following resolution as an ordinary resolution.

"RESOLVED that a sum of Rs.108,086,400/- (Rupees one hundred eight million eighty-six thousand and four hundred) be capitalized out of the general reserve of the Company and applied towards the issue of 10,808,640 ordinary shares of Rs.10/- each as fully paid bonus shares to be allotted to the shareholders in proportion of 3 shares for every 20 existing ordinary shares held by the members of the Company who are registered on the books of the Company on February 25, 2006 and that such new shares shall rank pari passu in all respect with the existing ordinary shares of the Company. These Bonus Shares, however, will not be eligible for the final cash dividend of 25% for the year ended December 31, 2005.

Members entitled to fractions of shares as a result of their holding either less than twenty Ordinary Shares or in excess of an exact multiple of twenty Ordinary Shares be given the sale proceeds of their fractional entitlements for which purpose the fractions be consolidated and sold in the Stock Exchange.

For the purpose of giving effect to the foregoing, Mr. Hussain Dawood, Chairman of the Company be and is hereby authorised to take all necessary actions under the law and to settle any questions or difficulties that may arise in the distribution of the said Bonus Shares or in the disposal of fractions and payment of proceeds thereof."

 To appoint Auditors and to fix their remuneration. The retiring Auditors M/s. KPMG Taseer Hadi & Company, being eligible, offer themselves for re-appointment.

Karachi: January 30, 2006

By order of the Board

Aftab Ahmed Qaiser

Company Secretary

#### Notes:

- The share transfer books of the Company will remain closed from February 25, 2006 to March 3, 2006, both days inclusive.
- 2. A member of the Company who is entitled to attend and vote may appoint another member as his/her proxy to attend the meeting instead of him/her. A Corporation being a member may appoint any person, whether or not a member of the Company, as its proxy. A proxy so appointed shall have such rights as respects speaking and voting at the meeting as are available to a member. Proxy Form of a Shareholder through Central Depository Company (CDC) must be accompanied with attested copies of NIC or Passport of such Shareholder and his/her proxy. Proxies must be received at the Registered Office of the Company not less than forty eight (48) hours before the meeting. A blank Proxy Form is attached herewith.
- Beneficial Owners of the Company through CDC and their proxies are requested to bring original NIC or Passport to facilitate identification at the AGM. Representatives of corporate members should bring the usual documents required for such purpose.
- Shareholders are requested to immediately notify the change of address, if any.

# CHAIRMAN'S REVIEW

I am pleased to report that 2005 has been another eventful year in which Dawood Hercules has yielded strong results for all its stakeholders.

## Urea Market: the current scenario

As an agro-based country, Pakistan is heavily dependant on the fertility of the soil and its ability to yield, which is why urea is an essential requirement for the Country's wellbeing. However, at present the urea demand continues to exceed the production capacity within Pakistan and it is expected that approximately 500,000 tons of urea will have to be imported during the year 2006, causing a foreign exchange loss of around US \$ 200 million (Rs.11980 million) to the Country. It is, therefore, crucial that the domestic production of fertilizer be maximized to curb the shortfall. The Management of your Company is therefore, making continuous efforts to improve the reliability of Plant operations. We have planned to undertake a twophase BMR exercise, in which the first stage will consist of increasing the production capacity of our Plant to 1,500 MT per day and then boost it further in the second stage.

#### **Plant Performance**

At the end of the year, it is time to reflect, take stock of our position and look forward as to where we are, and where we are heading. The year 2005 began on a positive note, as there was no foreseeable shut down of the primary raw material (Natural Gas), as had previously been the case in the past. The fact that the Plant did not experience turn around during the year and that forced shut downs were to a bare minimum was also very heartening. The curtailment of gas due to a disruption of supply in Baluchistan did compel a shutdown in the month of January 2005 for 9.94 days, but it was still comparatively lower to the 21.16 days of the preceding year. With such a smooth course during the year, the Plant in terms of Urea production, reached 428,783 MT at the end of 2005, as

compared to 351,123 MT of 2004. Thus, by the Grace of Allah, plant capacity utilization soared to 96% against 79% achieved during 2004.

#### **Financial Performance**

Encouraging signs were also visible in the sales revenue for the year which recorded a sum of Rs.3,290.54 million with a net operating profit of Rs.1,057.42 million. The Company also earned an additional income of Rs.2,825.11 million from other sources including share of profit from associate Engro Chemical Pakistan Limited (ECPL). The pre-tax profit for the current year rose to Rs.3,567.96 million. The earning per share of the Company stood at Rs.39.80, as compared to Rs.17.21 of last year. The breakup value of the Company's share comes to Rs.129.83, depicting an increase in the value of the balance sheet of Rs.487 million. The market capitalization increased to Rs.18,446.75 million at the close of the year, which is 30.28% higher than last year.

As per your Board's policy to share the earnings of the Company with the shareholders in a fair, timely and responsible manner; three interim dividends totaling to 60% have already been announced during the course of the year. The Board has now recommended a final cash dividend of Rs.2.50 per share (25%) and 15% bonus shares bringing the overall cash dividend for the year 2005 to 85% and stock dividend to 15%.

#### Long Term Initiatives and Dawood Hercules' Growing Presence

We have consistently endeavoured to effectively manage the Company's financial resources through investments in different portfolios. On February 07, 2005 your Board sought your approval to increase the Company's strategic shareholding in ECPL from 19.43% to 38.13% by investing Rs.3,607 million.

To further your Company's stance in the market place, your Board decided to participate in the privatization of Pak Arab Fertilizer (Pvt) Limited. The Company appointed Financial Advisors, conducted a thorough Financial, Legal and Human Resources Due Diligence of Pak Arab Fertilizer (Pvt) Limited, and negotiated a confirmed line funding for the transaction. On May 14, 2005, the Bid Day, your Company offered Rs.167.00 per share, which was the second highest bid.

In the Directors' Elections of the Sui Northern Gas Pipelines Limited (SNGPL) held on June 21, 2005, three of our Company's directors were elected to its Board. On October 12, 2005, in an Extraordinary General Meeting, you authorized your Board to purchase an additional 62 million shares of SNGPL.

On September 07, 2005 Privatization Commission invited the filing of Expressions Of Interest (EOI) from those desirous of participating in the forthcoming privatization of Pak American Fertilizer (Pvt) Limited located in District Mianwali. Consistent with the desire to enhance the Company's market presence, your Board filed the Company's EOI.

## Investments in Plant & Machineries

We began with the construction of a new Prill Tower in 2004, closely followed by the Company signing an agreement with M/S Borsig of Germany for the purchase of a Waste Heat Exchanger, designed in accordance with the latest technology. The said equipment has been shipped by the supplier and is expected to be commissioned in July 2006. Plans are in hand for the installation of a new state of the art Distributed Control System, and the replacement of the existing Reformer tubes. These BMR activities would require plant shut down of around 30 days in 2006. However, the resulting increase in plant efficiency due to the BMR should recoup the loss in production. Your Management is still in the process of examining what other improvements and changes can be made to further enhance the Plant's efficiency. We are hopeful that the combined effects of continuous availability in gas, the BMR and the training of our personnel will result in an organization

that will be a source of pride to all those associated with the Company.

#### **Human Resource**

In order to build and consistently develop the skills and capabilities of the Employees for both the current and future growth of the organization, the Company has been conducting various training programmes. These programmes include the adoption and application of modern management techniques, financial management and IT refresher courses for employees of the managerial levels.

#### **Philanthropy**

On the national scale, the year under review witnessed the unprecedented catastrophe of the 8th October Earthquake which cast a shadow on every sphere of Pakistani life. The zealous response of all employees in contributing a portion of their salaries to the Cause and their selfless participation in the Relief Efforts mounted by your Company

was incredible. Fortunately, tents which were in critical short supply in the Country, were procured and transported along with blankets and medicines worth Rs.32.17 million to the earthquake affected areas. The Company is pleased to disclose that it has planned to establish a School in the district of Sheikhupura in collaboration with The Citizen's Foundation (TCF). Letters of Understanding have been signed in this regard, and all other relevant activities and logistics are being worked out. It is hoped that the project implementation would have been initiated by the time this report reaches you.

We are looking enthusiastically to the challenges and opportunities that 2006 may hold. I am confident that with our vision for the future, our strategy and organizational skills together with our fundamental approach to our business, we will hopefully continue to create and deliver exceptional value and take your Company from strength to strength for the benefit of all the stakeholders.

HUSSAIN DAWOOD CHAIRMAN

## **DIRECTOR'S REPORT**

The Directors of Dawood Hercules
Chemicals Limited (DHCL) are pleased
to present their thirty-eighth annual
report, th eaudited finanical
statements, and audirots report
thereon for th eyear ended
31 December 2005

## Market Review

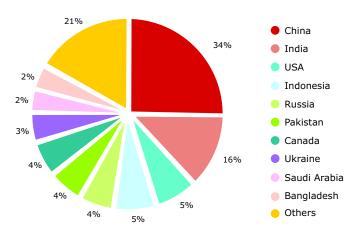
#### **Global Fertilizer Review**

During 2005, global economy recorded a stirring growth of 4.3% (IMF). The year was generally characterized by relatively favorable conditions at the global Level with better availability of water which facilitated in the improved agricultural yield. These factors strongly boosted the global fertilizer consumption in 2004-05 by an estimated 5.0%.

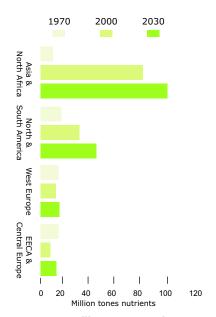
The world production of urea during 2005 was estimated at 125 million MT, out of which, about 30 million MT was exported. The major producers and consumers of urea are South Asian and South East Asian Countries, while the chief exporters are Middle East, East Europe and Central Asia.

Forecast for 2006 point to a growth of a similar magnitude. Although a slight drop in consumption is projected for Latin America and Africa, but for other regions like Eastern Europe, Central Asia, South Asia, South-east Asia (Including Pakistan) an increase in consumption from 2 to 4% is anticipated.

This outlook is supported by strong expansion of emerging Asian economies and sustained private consumption in the USA. Rising oil prices might affect consumer confidence and impact the 2006 projections.



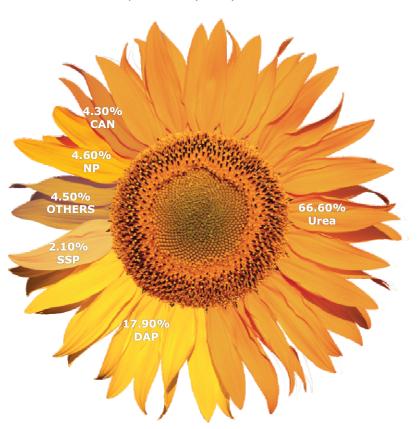
Top 10 Urea Producing Courtries in the World



Fertilizer consumption The past 30 years and the next 30 years

#### **Local Scenario**

Fertilizer products offtake / consumption during the year 2004-05 was 7.69 million MT (0.84 million MT more than that of 2003-04), showing an increase of 12.2%. Of this domestic products were 6.08 million MT, representing an increase of 6.2%. Offtake of imported products was about 1.60 million MT, which was 0.48 million MT more than that of 2003-04, an increase of 42.9%. Among products share of urea was 66.6%, followed by DAP (17.9%), SSP (2.1%), NP (4.6%), CAN (4.3%) and other products (4.5%).



National Fertilizer Product Share 2004-05

The performance of the urea plants remained excellent during the year. In product terms total domestic production during 2004-05, was about 5.99 million MT, which was 0.34 million MT more than previous year, showing an increase of 5.6%.

The International Fertilizer Industry Association (IFA) has forecasted for Pakistan a stable demand of urea with a growth of 3%. Pakistan currently has a demand and supply gap of around 0.50 million MT in Urea. The current domestic price is 30-40% less than the international price and the government is also subsidizing the Urea import therefore the consumption is relatively independent from international prices. It is expected that in the presence of above factors, availability of farm credit, good monsoons the Company is all set to sell its full production in the coming years.

### Performance Review

It is brought to the shareholders consideration that during the year under review the company acquired an additional 28.60 million shares of Engro Chemical Pakistan Limited (ECPL) thus increasing its shareholding in the ECPL from 19.43% to 38.13%.

This necessitated the application of International Accounting Standard (IAS-28), which requires that the equity method of accounting be used to value the investments where there is significant influence but not the control over the policies of investee. A voting interest of at least 20% is a threshold for applying the equity method.

In applying the equity method, investments are recorded at cost, and subsequently increased or decreased by the proportional share of net earning or losses of the investee. The application of IAS-28 has resulted in significant effect on the financial statements for the year 2005. To comply with the said IAS, the Company's financials are re-stated for the year 2004.

#### **Financial Results**

It is a pleasure for us to inform you that the year under review marks improved performance by your Company all round. The sales of the

Company have risen to Rs,3,291 million as compared to Rs.2,699 million for the last year (an increase of 22%). The gross profit works out to be Rs.1,260 million resulting in 54% increase over the last year's figure of Rs.818 million. The Company's gross profit percentage stood at 38% as against 30% last year. This has been made possible mainly by the increased utilization of plant capacity i.e. 96% as compared to 79% of last year.

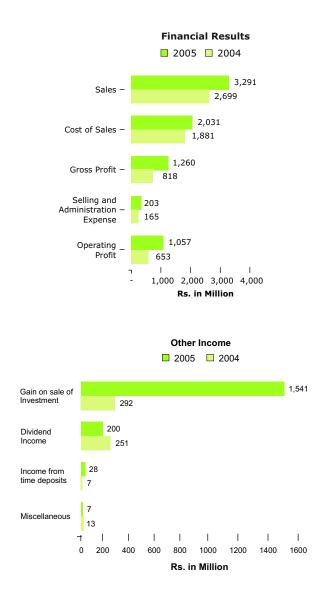
## Income from associate and other sources

The Company earned a record income of Rs.2,825 million from the other sources including share of profit from associate ECPL as compared to Rs.1,196 million of last year (an increase of 137%). This together with the operating profit has increased the profit before tax for the current year to Rs.3,568 million and profit after tax to Rs.2,868 million as compared to last year figures of Rs.1,726 million and Rs.1,240 million respectively (after taking into effect the share of taxation from associate). The earning per share (EPS) of the Company stood at Rs.39.80 (last year Rs.17.21) showing a growth of 131%.

The summary of the operating results of the Company for the year under

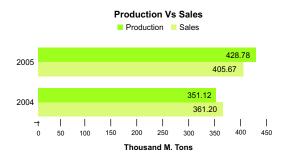
review along-with the comparatives for the last year are as under:

Rupees in Million							
	2005	2004					
Sales	3,291	2,699					
Cost of Sales	(2,031)	(1,881)					
Gross Profit	1,260	818					
Selling & Admin Exp.	(203)	(165)					
Operating profit	1,057	653					
Financial & other charges	(315)	(123)					
Other Income	1,777	564					
Share of Profit from Associate	1,049	632					
Income Tax - DHCL - Associate	(333) (367)	(224) (262)					
Net Profit After Tax	2,868	1,240					



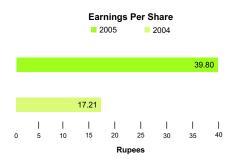
#### Sales

In terms of metric tons the Company made a sale of 405,670 MT. The corresponding figure for 2004 was 361,200 MT. In terms of percentage it shows 12% increase over the last year's corresponding figure.

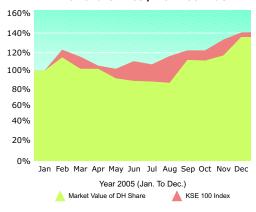


#### **Earnings Per Share**

Earnings per share for the year 2005 stood at Rs.39.80 as compared to Rs.17.21 of last year. This should be a source of great satisfaction for the shareholders regarding the strength of Company's scrip. Your Company's share was the leader in the Fertilizer sector of the capital market during the year 2005. A movement of Company Scrip with the KSE 100 Index for the year is depicted in the Graph given below.

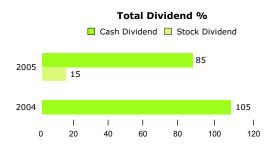


#### **DHCL Share Price / KSE 100 Index**



#### **Appropriations**

For the year 2005, the Board of Directors has recommended a final cash dividend of Rs.2.50 per share (25%) and 15% bonus shares for approval by the shareholders in the Annual General Meeting. This is in addition to the already distributed three interim dividends aggregating Rs.6.00 per share (60%), making a total cash distribution of Rs.8.50 per share (85%) and 15% bonus shares for the year under review.



For the purpose of distribution of dividend, the Board has proposed the following appropriations of net profit for the year 2005.

The layout of this 2-unit primary school has been finalized and MOU has already been signed with NGO.

#### **Business conduct**

Dawood Hercules endeavours to conduct its business honestly, in good faith and to comply with all particular regulations, codes, guidelines which apply to our specific business. We develop mutually beneficial commercial relationships with all the companies and organizations with whom we do business.

#### **Social Values**

We encourage our employees to engage in activities that benefits the community. In the recent earthquake calamity, like the whole nation, the employees of the Dawood Hercules also responded spontaneously and generously. Employees volunteered overwhelmingly for many weeks for the packaging and loading of tents, blankets, medicines and other commodities.

# Health, Safety & Environment

We at Dawood Hercules are committed to conduct our businesses in a manner that delivers best health, safety and environmental performance. This is consistent with our commitment to corporate citizenship, social responsibility and sustainability.

#### **Our Principles**

Meet or exceed all applicable environmental, health and safety requirements.

Communicate environmental, health and safety policies and programs to our employees and stakeholders.

Design, manage and operate our facilities to maximize safety, promote energy efficiency and protect the environment.

Ensure that all employees are aware of their role and responsibility to fulfil and sustain our environmental, health and safety management systems and policies.

#### Health

The Company strictly follows its health policy for recruitment and thereafter. Employment of underage in all categories is banned. The employees are subject to regular medical check-up, especially those who work in hazardous areas.

#### Safety

DHCL never compromises on the safety of its personnel and plant. Our safety record has been consistently improving over the years through implantation of various safety programs. This year DHCL has surpassed all its previous performances and has set new standards in its own regard. In December 2005 the Company crossed the milestone of 4 million safe hours without any lost time injury.

Safety lectures and drills for all levels of employees were conducted at regular intervals which included training, refresher courses on use of various safety and fire-fighting equipment.

Besides high speed secure communication network (VPN) between the Corporate Office and Plant site, a comprehensive IP based network has been set up with surveillance cameras at different locations of prime importance and sensitivity.

Everyone at DHCL continues to work hard to consolidate and further improve the performance.

#### **Environment**

Environmental protection is of paramount concern to the Company. During the year, the Company has taken steps to ensure that the surrounding atmosphere and the effluent water continues to remain well within the limits permitted by the National Environmental Quality Standards.

In August 2005 ahead of the Independence
Day, management and staff participated in the
Olive Plantation activity, an Environment
Betterment Program. Olive doesn't only
symbolize peace, but also imparts many
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### Corporate Affairs

#### **Board Meetings**

Six meetings of the Board of Directors were held during the year 2005
Attendance by each Director was as under:

Name of Directors	Meetings Held	Meetings Attended
Hussain Dawood	6	6
Shahzada Dawood	6	5
Khawaja Amanullah	6	6
S. M. Asghar	6	6
A. Samad Dawood	6	5
Abdul Ghafoor Goha	ır 6	6
Haroon Mahenti*	4	2
A. Aziz Moon**	2	2

- \* Five meetings of BOD were held after election as Director.
- \*\* Two meetings were held during the tenure.

## Corporate and Financial Reporting

The Financial Statements together with the Notes thereto have been drawn up by the management in conformity with the Companies Ordinance, 1984. These statements present fairly the Company's state of affairs, the results of its operations, cash flow and changes in equity.

Proper books of accounts have been maintained by the Company.

Appropriate accounting policies have been consistently applied in preparation of the financial statements and accounting estimates are based on reasonable and prudent judgment.

International Accounting Standards, as applicable in Pakistan have been followed in preparation of financial statements and any departure therefrom has been adequately disclosed.

The system of internal control is sound in design and has been effectively implemented and monitored.

There are no significant doubts upon the Company's ability to continue as a going concern.

There has been no material departure from the best practices of Code of Corporate Governance, as detailed in the listing regulations.

## Compliance with the Code of Corporate Governance

The Company's Statement of Compliance with the Code of Corporate Governance is annexed with the report.

#### **Pattern of Shareholding**

Pattern of Shareholding of the Company as at 31 December 2005, along with the necessary information is attached to this report.

## Provident and Gratuity Funds

The funded retirement benefits of the employees of the Company are audited at regular intervals and are adequately covered by appropriate

investments. The value of the investments of the two provident funds as per the last audited accounts aggregated to Rs.398.49 million. Fair value of the assets of the funded defined benefit gratuity plan was Rs.79.17 million as at 31 December 2005, according to the actuarial valuation.

#### **Auditors**

M/s KPMG Taseer Hadi &
Co, retiring auditors of the
Company, offer themselves
for re-appointment. The
Board Audit Committee and
the Board of Directors
recommend their reappointment by the shareholders
at the 38th Annual General Meeting
as auditors of the Company for the
year ending 31 December 2006.

#### Committees

Under the Corporate Governance framework, the Board has established an organizational structure which is designed to allow for effective and efficient decision-making across the organization. The Board has delegated authority to the committees described below on specific matters, which are set out in their terms of reference.

#### **Audit Committee**

In accordance with the Code of Corporate Governance, the Board has set up an audit committee comprising three members, including the Chairman. The committee meets at least once every quarter to review the accounts and major judgmental areas prior to their presentation to the Board.

#### **Management Committee**

The objectives of the Management Committee are to review operational issues, opportunities and threats and take timely decisions to improve overall performance and operating efficiency. The Committee plays an important role in improving the coordination among different functions of the Organization.

#### **Strategic Capex Committee**

The purpose of the Strategic Capex Committee is to review all major capital expenditure proposals and recommend appropriate cases to the Board of Directors for approval.

The Committee also monitors the implementation of the approved projects to ensure economical and timely execution thereof.

#### **Human Resource Committee**

The primary objective of the Human Resource Committee is to assist in the promotion of an environment which is conducive to the employees giving their best. The Committee will also, from time to time, advise the Management in adopting measures which will generate motivation and enthusiasm.

#### **Procurement Committee**

The Procurement Committee is setup to facilitate the procurement related functions of the Company with a view to ensure timely supply of the required materials at competitive prices without blocking the funds in surplus inventories.

# Quality Management System

Our Quality Management System is built upon a process framework that requires key decision points and accountabilities for success at every critical phase in a product's life cycle. These decision points are based on clearly articulated requirements, well defined metrics, and rigorous quality reviews.

The Company's policy towards professionalism, quality consciousness and customer satisfaction has given it privilege of being the first fertilizer manufacturing organization to obtain ISO 9002:1994. It has also got the ISO 9001:2000 quality management system certification.

In order to meet the ISO-9001:2000 requirements for review of quality management system, Management Review Meetings are conducted on a regular basis. During the year under review, a total of ten Management Review Meetings have been conducted.

#### **Core Quality Policy**

At the heart of our Quality
Management System is our
Continuous Improvement Process, a
mechanism to achieve continuous
improvement in all our operations.
This process permeates every aspect
of our Quality Management System as
we strive to fulfil all of the Quality
Principles under our Quality Policy.

Continuous Improvement is the basis of our vision. Our quality objectives are met by building value-added improvement activities into each and every work effort by adding quality-related tasks to our normal day-to-day activities. Resources are provided to achieve our quality goals, and we routinely assess our program and its implementation across the organization.

## Human Resource Practices

#### **Training and Development**

Various training and skill development programs were conducted throughout the year at all management levels. These included Managerial and financial courses for our technical management. Awareness and integration of modern business tools like ERP (Enterprise Resource Planning) and IT refresher courses.

These Management Skills Programs are designed to equip our workforce with the latest management concepts and techniques and to diversify their skills; in order to prepare them for the future challenges of the organization.

In addition to catering for the development needs of our own employees, we also provide professional training opportunities to young engineers, technicians and administration personnel.

Dawood Hercules's Technical training program is completely institutionalized and has been proactive since 1975. In 2005, the twenty- second batch was inducted into the Graduate Engineers Training Program. On successful completion of term, the trainees are awarded certificates which are highly valued in the industry.

The top performers in various training

The top performers in various training courses are generally offered a position in the Company.

To date 410 engineers and 773 process operators have been inducted into various training programmes. This is primarily a contribution towards the country's development as the number of technical people trained at the centre exceeds the Company's own requirements.

Besides in-house training programs, members of senior management are also sent abroad from time to time to participate in various conferences and seminars of international repute.

#### **Staff Relations**

The relationship between the management and employees continues to be exemplary. The Directors are pleased to record their appreciation for the hard work and devotion to duty by all cadres of employees.

To foster congenial environment various recreational activities were arranged throughout the year which includes staff get-togethers and trips to northern areas

#### **Employees' Welfare:**

To facilitate non-resident employees and to ensure smooth operations at the Plant, a housing colony for the essential personnel is provided by the Company at the plant-site. The residents enjoy various benefits such as transportation services to schools and colleges, and provision of all utilities free of cost. Free medical assistance, encompassing laboratory tests, hospitalization, treatment and medication to all its employees, their spouses and children is also being provided.

During spring season every year, the Company holds its annual sports festival which exhibits the Management's awareness of the importance of healthy activities. The activities include numerous team and individual events such as cricket, athletics, badminton, volleyball, cycle race and stage events such as qirat and naat competitions, debates, quiz shows, etc. The whole event is organized by the employees themselves. Since 1988, Dawood Hercules has assisted hundreds of employees to perform Hajj and Umrah. The annual Hajj draw ceremony was held through which 16 persons were selected to perform this sacred pilgrimage.

# Future Prospects

Urea demand continues to be in excess of the production capacity in the country and it is expected that about 500,000 tons of urea will have to be imported during the year 2006. The said import would result in a substantial foreign exchange burden for the country. It is, therefore, essential that the domestic production of fertilizer be maximized. We are pleased to state that your Company is fully prepared to capitalize on favourable conditions as stated earlier. A few points from different dimensions are stated as following:

## Technical & Technological Front

The management of your Company has undertaken and completed many development projects. In the continuation of this, more projects are in the pipeline for the year 2006.

Owing to the vulnerability of previous Waste Heat Exchanger, new exchanger was purchased from M/s Borsig, designed by using state of the art technology. The waste heat exchanger was shipped in December 2005 and reached Pakistan in January 2006. The said equipment is expected to be in operation at the end of the 2nd quarter of 2006.

Plans are in hand for installation of new state of the art Distributed

Control System (DCS) that will render more precision and better analysis in our operations as well as replacement of some of the most critical equipment. Studies are also underway to enhance the plant's efficiency and to increase the production capacity in phases with first reaching 1,500 MT per day and then to 1,700 MT per day.

The ground work to replace the existing Reformer Tubes has been completed and the said replacement is expected to take place during 2006.

Completion of these projects will improve energy efficiency and reliability of the Plant to render enhanced capacity utilization and thus will contribute to the national cause.

#### **Projected Performance**

Improvement in availability of gas and constant efforts of the management to enhance efficiency of the plant are expected to maintain the level of production at more than 95% in the coming year.

Indicators in capital market are also expected to remain favourable during the coming year thus providing us with the grounds to expect a sizable income from Company's investments.

The Company is also conducting various Management Skills Programs at all management levels to equip its technical management with the latest

concepts, techniques and skills to prepare them for the future needs of the organization.

Our present is good and we can rightly expect our future to be even better.

On behalf of the Board

HUSSAIN DAWOOD CHAIRMAN

## VISION & MISSION

- To excel in the fertilizer and allied business at national and international level by maintaining highest standards of product quality thereby playing our role in the development of the country's economy and adding value to the shareholders' investment.
- To offer consistent dividends to the shareholders.
- To chalk out a plan to improve production techniques and quality standards.
- To provide career grooming opportunities to the talented professionals.
- To become a good corporate citizen.
- To develop long-term relationship with the employees.
- To create high performing organizational environment in which bright ideas are generated and nurtured.
- To inculcate honest and ethical behaviour.
- To create safe, healthy environment and friendly atmosphere for the employees.
- To improve quality of life for the employees.

# Business Ethics And Core Vlaues

Professionalism through leadership and integrity.

Innovation, teamwork and partnership.

Long term profitability and growth

Commitment to quality and continuous improvement.

# STATEMENT OF COMPLIANCE IN CODE OF CORPORATE GOVERNANCE

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

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

- 1. The Board comprises of seven Directors including the Chief Executive Officer. The Company encourages representation of independent non-executive Directors. At present, the majority of the Directors on the Board are non-executive.
- 2. The Directors have confirmed that none of them is serving as a Director in more than ten listed companies, including this Company.
- 3. All the 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. No causal vacancy occurred in the Board during the year.
- 5. The Company has prepared a "Statement of Ethics and Business Practices", which has been signed by all the Directors and employees of the Company.
- 6. The Board has developed a vision/mission statement, which is annexed with the report.

  Significant policies of the Company are revised and updated as and when deemed appropriate.
- 7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO and other Executive Directors, have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and the Board met at least once every quarter. Written notices of the Board meetings, along with agenda and working papers, were normally circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The Board arranged an orientation course for its Directors to apprise them of their duties and responsibilities.
- 10. The Board has approved appointment of CFO, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment, as determined by the CEO.

- 11. The Directors' report for the year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 12. The financial statements of the Company were duly endorsed by the CEO and CFO before approval of the Board.
- 13. The Directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
- 14. The Company has complied with all the corporate and financial reporting requirements of the Code.
- 15. The Board has formed an Audit Committee. It comprises of three members, majority of whom are non-executive Directors.
- 16. The meetings of the Audit Committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
- 17. The Board has setup an effective internal audit function.
- 18. 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 Company and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
- 19. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 20. We confirm that all other material principles contained in the Code have been complied with.

Karachi: January 30, 2006 Shahzada Dawood Chief Executive

# REVIEW REPORT TO THE MEMBER ON THE STATEMENT OF COMPLIANC WITH BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE

We have reviewed the statement of compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of Dawood Hercules Chemicals Limited ("the Company") to comply with the Listing Regulations of the respective Stock Exchanges, where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the 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 Company'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 Company personnel and review of various documents prepared by the 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 system sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

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

Lahore: January 30, 2006

KPMG Taseer Hadi & Co. Chartered Accountants

## AUDITOR'S REPORT TO THE MEMBERS

We have audited the annexed balance sheet of Dawood Hercules Chemicals Limited ("the Company") as at December 31, 2005 and the related profit and loss account, cash flow statement and statement of changes in equity, together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

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

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

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
  - the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for changes referred to in note 2.2 and 2.9 to the accounts with which we concur;
  - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;

- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at December 31, 2005 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, was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Lahore: January 30, 2006 KPMG Taseer Hadi & Co. Chartered Accountants

# PROFIT AND LOSS ACCOUNT

# For the year ended 31 December 2005

	Note	2005 Rupees	Restated 2004 Rupees
Sales - Net	3	3,290,547,342	2,699,135,306
Cost of goods sold	4	2,030,603,390	1,881,389,746
Gross profit		1,259,943,952	817,745,560
Selling and administrative expenses	5	202,522,869	164,999,669
Operating profit		1,057,421,083	652,745,891
Finance costs	6	258,059,216	82,776,050
Other income	7	1,775,777,364	563,638,222
		1,517,718,148	480,862,172
Profit for the year		2,575,139,231	1,133,608,063
Other operating expenses	8	56,501,043	39,888,420
Profit, before taxation and share from associate		2,518,638,188	1,093,719,643
Share of profit from associate		1,049,326,198	632,272,437
Profit before taxation		3,567,964,386	1,725,992,080
Provision for taxation	9	332,600,000	223,600,000
Share of taxation from associate		367,419,431	262,257,155
		700,019,431	485,857,155
Profit after taxation		2,867,944,955	1,240,134,925
Earnings per share-basic and diluted	27	39.80	17.21

Appropriations have been reflected in statement of changes in equity.

The annexed notes 1 to 33 form an integral part of these financial statements.

# **BALANCE SHEET AS AT 31 DECEMBER 2005**

	Note	2005 Rupees	Restated 2004 Rupees
LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorized capital			
100,000,000 ordinary shares of RS. 10 each		1,000,000,000	1,000,000,000
Issued, subscribed and paid up capital	10	720,576,000	720,576,000
Revenue reserves		6,728,425,240	4,617,085,085
Fair value reserve on short term investments		1,906,238,414	2,496,420,510
		9,355,239,654	7,834,081,595
NON CURRENT LIABILITIES			
Deferred taxation	11	46,800,000	44,200,000
Staff retirement and other service benefits	12	40,299,079	42,508,791
		87,099,079	86,708,791
CURRENT LIABILITIES			
Short term financing - secured	13	2,334,900,269	3,620,585,228
Trade and other payables	14	631,691,242	549,855,308
Markup payable on secured loans		48,239,280	27,790,383
Provision for taxation		330,000,000	181,000,000
		3,344,830,791	4,379,230,919
Contingencies and commitments	15		
		12,787,169,524	12,300,021,305

The annexed notes 1 to 33 form an integral part of these financial statements.

# BALANCE SHEET AS AT 31 DECEMBER 2005

ASSETS	Note	2005 Rupees	Restated 2004 Rupees
FIXED CAPITAL EXPENDITURE			
Property, plant and equipment	16	462,099,854	512,784,732
Capital work in progress	17	228,199,667	17,662,690
		690,299,521	530,447,422
INVESTMENT IN ASSOCIATE	18	5,732,602,699	2,000,956,610
LONG TERM LOANS AND ADVANCES	19	643,810	11,679,210
CURRENT ASSETS			
Stores, spares and loose tools	20	646,509,899	564,908,581
Stock in trade	21	164,432,448	68,179,489
Trade debts	22	3,850,344	9,337,536
Loans, advances, deposits, prepayments and other receivables	23	402,983,667	583,066,928
Short term investments	24	4,746,928,000	7,458,890,850
Cash and bank balances	25	398,919,136	1,072,554,679
		6,363,623,494	9,756,938,063
		12,787,169,524	12,300,021,305

Shahzada Dawood
Chief Executive
A.G. Gohar
Director

# **CASH FLOW STATEMENT**

# For the year ended 31 December 2005

	ote	2005 Rupees	Restated 2004
Cash flow from operating activities		Rupees	Rupees
Profit before taxation  Adjustment for non cash expenses and other items:		3,567,964,386	1,725,992,080
Depreciation charged to profit and loss account		75,423,348	116,979,228
Finance costs		258,059,216	82,776,050
Profit on sale of fixed assets		(1,274,133)	(545,003)
Profit on sale of short term investments		(1,540,954,624)	(292,484,138)
Share of profit of associate		(1,049,326,198)	(632,272,437)
Dividend income		(199,915,500)	(251,483,750)
Provision for staff retirement and other service benefits		9,755,509	14,656,770)
Profit on time deposits		(28,113,550)	(6,615,912)
·	l	(2,476,345,932)	(968,989,192)
Profit before working capital changes		1,091,618,454	757,002,888
Working capital changes			
(Increase)/decrease in current assets:			
Stocks, stores and spares		(177,854,277)	121,007,320
Trade debts		5,487,192	(3,848,459)
Loans, advances, deposits, prepayments and other receivables		(63,373,182)	(10,159,253)
Increase / (Decrease) in current liabilities:			
Trade and other payables		173,241,774	(210,630,390)
		(62,498,493)	(103,630,782)
Cash generated from operations		1,029,119,961	653,372,106
Finance costs paid		(237,610,319)	(75,135,987)
Taxes paid		(189,027,308)	(198,246,988)
Staff retirement and other service benefits paid		(11,965,221)	(13,325,918)
Decrease/(Increase) in long term loans and advances		11,035,400	(10,724,325)
Net cash inflow from operating activities		601,552,513	355,938,888
Cash flow from investing activities			
Fixed capital expenditure		(235,837,614)	(184,854,999)
Proceeds from sale of fixed assets		1,836,300	1,532,118
Profit on time deposits		28,113,550	6,615,912
Proceeds from disposal of investments		9,197,118,663	810,297,557
Investment in associated company		(3,607,376,182)	-
Short term investments		(5,534,383,284)	(2,997,867,660)
Dividends received		1,009,036,110	415,958,672
Net cash inflow/(outflow) from investing activities		858,507,543	(1,948,318,400)
Cash flow from financing activities			
Short term financing		(1,285,684,959)	1,823,401,690
Dividends paid		(848,010,640)	(544,263,428)
Net cash (outflow)/inflow from financing activities		(2,133,695,599)	1,279,138,262
Net (decrease) in cash and cash equivalents		(673,635,543)	(313,241,250)
Cash and cash equivalents at the beginning of the year		1,072,554,679	1,385,795,929
Cash and cash equivalents at the end of the year	!5	398,919,136	1,072,554,679

The annexed notes 1 to 33 form an integral part of these financial statements.

# STATEMENT OF CHANGES IN EQUITY For the year ended 31 December 2005

				Revenue Reserv	es		
	Share Capital	Capital Reserve	General Reserve	Unappropriated Profit	Total	Fair Value Reserve	Total
				Rupees			
Balance as at 31 December 2003 as reported	720,576,000	200,000,000	500,000,000	2,638,778,864	3,138,778,864	2,306,135,392	6,365,490,256
Elimination of fair value reserves related to associate as a result of change in accounting policy	-			470,516,896	470,516,896	(1,359,817,491)	(889,300,595)
Balance as at 31 December 2003 as restated	720,576,000	200,000,000	500,000,000	3,109,295,760	3,609,295,760	946,317,901	5,476,189,661
Net Profit for the year	-			1,240,134,925	1,240,134,925		1,240,134,925
Transfer from capital reserve	-	(200,000,000)	200,000,000		200,000,000		-
Adjustment arising from measurement to fair value of investment	-					1,647,740,313	1,647,740,313
Fair value reserve transferred to profit and loss account on disposal of investments	-					(97,637,704)	(97,637,704)
	720,576,000	-	700,000,000	4,349,430,685	5,049,430,685	2,496,420,510	8,266,427,195
1st interim dividend @ 25%	-			(180,144,000)	(180,144,000)		(180,144,000)
2nd interim dividend @ 35%	-			(252,201,600)	(252,201,600)		(252,201,600)
	-	-	-	(432,345,600)	(432,345,600)	-	(432,345,600)
Balance as at 31 December 2004 as restated	720,576,000		700,000,000	3,917,085,085	4,617,085,085	2,496,420,510	7,834,081,595
Net profit for the year	-			2,867,944,955	2,867,944,955		2,867,944,955
Adjustment arising from measurement to fair value of investments	-					573,694,529	573,694,529
Fair value reserve transferred to profit and loss account on disposal of investments						(1,163,876,625)	(1,163,876,625)
	720,576,000	-	700,000,000	6,785,030,040	7,485,030,040	1,906,238,414	10,111,844,454
Final dividend for the year ended 31 Dec 2004 @ 45%	-			(324,259,200)	(324,259,200)		(324,259,200)
1st interim dividend @ 25%	-			(180,144,000)	(180,144,000)		(180,144,000)
2nd interim dividend @ 15%	-			(108,086,400)	(108,086,400)		(108,086,400)
3rd interim dividend @ 20%	-			(144,115,200)	(144,115,200)		(144,115,200)
	-			(756,604,800)	(756,604,800)		(756,604,800)
Balance as at 31 December 2005	720,576,000	-	700,000,000	6,028,425,240	6,728,425,240	1,906,238,414	9,355,239,654

The annexed notes 1 to 33 form an integral part of these financial statements.

### NOTES TO THE FINANCIAL STATEMENTS

#### For the year ended 31 December 2005

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

Dawood Hercules Chemicals Limited is a public limited company. It was incorporated in Pakistan in 1968 under the Companies Act 1913 (now Companies Ordinance, 1984) and is listed on Karachi and Lahore Stock Exchanges. The principal activity of the Company is production and sale of urea fertilizer. The registered office of the Company is situated at 35-A, Shahrah-e-Abdul Hameed Bin Baadees, Lahore.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Accounting convention

These financial statements have been prepared under the historical cost convention, except for those "available for sale investments", which have been recognized at fair value, investment in an associate which is accounted for using the equity method, and recognition of certain staff retirement benefits at present value.

#### 2.2 Statement of compliance

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

#### Change in accounting policy

To remain compliant with the provisions of IAS-28, "Investment in Associates", which has been revised effective 01 January 2005, the Company has changed its policy for accounting for investment in associated companies (Note 2.9), which are now accounted for using the equity method, previously investments in associated companies were classified as "available for sale". This change in accounting policy has been applied retrospectively and comparative information has been restated in accordance with the treatment prescribed by IAS-8 "Accounting Policies, Changes in Accounting Estimates and Errors".

Had there been no change in the accounting policy, the profit for the year and unappropriated profit would have been lower by Rs. 124.270 million (2004: Rs. 132.257 million) and the fair value reserves would have been higher by Rs. 4,585.771 million (2004:Rs. 2,444.591 million).

#### 2.3 Revenue recognition

Sales of products and services are recorded when the risks and rewards are transferred i.e. on despatch of goods/products to customers or performance of services.

Interest income is recognized on a time proportion basis.

Dividend income is recognized when the right to receive payment is established.

#### 2.4 Staff retirement benefits

#### Gratuity

The Company operates an approved funded gratuity scheme for its management staff. Actuarial valuations are carried out on regular intervals to determine and adjust the liability on the balance sheet date. The actuary, for ascertaining the fair value of assets and liabilities, has adopted the projected unit credit method. The Company recognizes actuarial gains/losses over the expected future service of current members. Related details are given in note 12.1 to the financial statements.

#### **Compensated absences**

Liability for accumulated encashable leaves is arrived at on the basis of actuarial valuation. Valuation for the current year was carried out as at 31 December 2005 to determine the liability at the balance sheet date.

#### Other benefits

The Company maintains a defined contributory Gratuity Fund for its non-management staff. Monthly contributions are made to the fund by the Company as per agreement with the Workers' Union.

The Company also operates approved contributory provident funds for all employees. Equal contribution is made both by employees and the Company. The funds are administrated by the Trustees.

#### 2.5 Fixed capital expenditure

These are stated at cost less accumulated depreciation except for land, capital work in progress and stores held for capital expenditure, which are stated at cost. The Company provides depreciation under the "straight line method" so as to write off the historical cost of an asset over its estimated useful life at the following rates:

	Percentage
Buildings on freehold land	5
Railway siding	5
Plant and machinery	7.5
Furniture	10
Fittings and equipment	12.5
Motor vehicles	20
Data processing equipment	33.33
Catalysts	10 to 50

Depreciation is provided at the above rates subject to 1% retention of the original cost except for catalysts, which are fully depreciated over their estimated useful lives.

Depreciation is charged on prorata basis on additions from the following month in which the asset is put to use and on disposals up to the month preceding the month of disposal.

Maintenance and normal repairs are charged to income as and when incurred.

Profit/(loss) on disposal of property, plant and equipment is included in income currently.

The initial catalyst costs in Ammonia plant are capitalized with plant and machinery whereas, subsequent replacements of such catalysts are separately included in property, plant and equipment.

#### 2.6 Stocks, stores and spares

Stocks are valued at lower of cost and net realizable value. Cost is determined as follows:

#### Stocks

Raw materials	at moving average cost
Materials in process	at average cost
Finished goods	at average cost
Stores, spares and loose tools	at moving average cost. Items which are identified as slow moving and as surplus to the Company's requirements are written down to their estimated net realizable value.
Stores and spares in transit	at cost, comprising invoice value plus other charges incurred thereon.

Cost of work in process and finished goods comprises of cost of direct materials, labour and appropriate manufacturing overheads.

Net realizable value signifies the estimated selling price in the ordinary course of business less costs of completion and selling expenses.

#### 2.7 Foreign currencies

Transactions in foreign currencies are recorded using the rates prevailing on the date of transaction. Assets and liabilities in foreign currencies are converted into Pak Rupee at the rates of exchange prevailing at the balance sheet date.

All exchange differences are charged to profit and loss account.

#### 2.8 Taxation

#### Current

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

#### **Deferred**

The Company accounts for deferred taxation using the balance sheet liability method, on all timing differences. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized. Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse based on tax rates that have been enacted or substantively enacted by the balance sheet date.

#### 2.9 Investment

#### **Investment in associates**

To remain compliant with the provisions of IAS-28 "Investment in Associates", which has been revised effective 01 January 2005, the Company has changed its accounting policy for investment in associates. Associated companies where the Company holds 20% or more of the voting power of the investee companies and where significant influence can be established are now accounted for using the equity method. Investments in associates other than those described above are classified as "available for sale". Previously investments in associates were also classified as "available for sale".

In case of investments accounted for under the equity method, the method is applied from the date when significant influence is established until the date when that significant influence ceases.

#### Available for sale investments

These are initially measured at fair value and fair value is reassessed at each reporting date. Fair value is determined on the basis of period end bid prices obtained from stock exchange quotations. All purchases and sales of investments are recognized on the trade date, which is the date that the Company commits to purchase, or sell the investment. Cost of purchase includes transaction cost.

Changes in carrying value are recognized in equity until investment is sold or determined to be impaired at which time the cumulative gain or loss previously recognized in equity is included in profit and loss account for the year.

#### 2.10 Financial instruments

Financial assets and financial liabilities are recognized when the Company becomes a party to the contractual provisions of the instruments. The Company derecognizes the financial assets and liabilities when it ceases to be a party to such contractual provisions of the instruments. The particular measurement methods adopted are disclosed in the individual policy statements associated with each item.

#### 2.11 Offsetting of financial assets and liabilities

Financial assets and liabilities are offset and the net amount is reported in the balance sheet if the Company has legally enforceable rights to set off the recognized amounts and the Company intends to settle on the net basis or realize the asset and settle the liability simultaneously.

#### 2.12 Trade debts

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

#### 2.13 Cash and cash equivalents

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

#### 2.14 Trade and other payables

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

#### 2.15 Provisions

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

#### 2.16 Borrowing costs

Borrowing costs are recognized as an expense, as and when incurred.

#### 2.17 Impairment

The Company assesses at each balance sheet date whether there is any indication that assets excluding inventory may be impaired. If such indication exists, the carrying value of such assets is reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying amount exceeds recoverable amount, assets are written down to recoverable amount and the difference is charged to profit and loss for the year.

#### 2.18 Related party transactions

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

#### 2.19 Dividend

Dividend is recognized as a liability in the period in which it is declared.

			Note	2005 Rupees	2004 Rupees
3.	SALES	S-NET			
	Sales Less:	sales tax		3,712,152,932 421,605,590	3,087,269,533 388,134,227
				3,290,547,342	2,699,135,306
4.	COST	OF GOODS SOLD			
	Raw a	nd packing materials consumed	4.1	942,322,497	715,134,013
	Fuel a	nd power		640,877,897	519,024,501
	Cataly	sts and chemicals		18,572,291	19,809,744
	Salari	es, wages, benefits and staff welfare	4.2	305,746,616	275,352,105
	Stores	and spares consumed		95,799,073	126,248,700
	Repair	rs and maintenance		19,717,718	23,872,261
	Travel	and conveyance		32,701,536	28,285,792
	Rent,	rates and taxes		2,331,807	2,161,415
	Insura	nnce		16,777,298	13,793,131
	Depre	ciation	16.2	61,655,204	105,786,726
	Comm	unication, stationery and office suppli	es	3,949,867	4,853,751
	Other	expenses		2,374,218	9,000,545
				2,142,826,022	1,843,322,684
	Add: 0	Opening stock of work-in-process		12,508,716	11,291,316
	Less:	Closing stock of work-in-process		12,182,512	12,508,716
				326,204	(1,217,400)
	Cost o	f goods manufactured		2,143,152,226	1,842,105,284
	Add: 0	Opening stock of finished goods		29,916,661	69,201,123
	Less:	Closing stock of finished goods		142,465,497	29,916,661
		-		(112,548,836)	39,284,462
				2,030,603,390	1,881,389,746
	4.1	Raw and packing materials cons	sumed		
		Opening stock		25,754,112	23,147,316
		Purchases		926,352,824	717,740,809
				952,106,936	740,888,125
		Less: Closing stock		9,784,439	25,754,112
				942,322,497	715,134,013

4.2 Salaries, wages, benefits and staff welfare include Rs. 5.490 million (2004: Rs 5.511 million) in respect of contribution to gratuity funds and Rs. 10.078 million (2004: Rs 9.837 million) in respect of provident funds.

5. SELLING AND ADMINISTRATIVE EXPENSES Note	2005 Rupees	2004 Rupees
Salaries, wages, benefits and staff welfare 5.1	104,859,043	83,423,244
Communication, stationery and office supplies	19,634,010	17,682,567
Rent, rates and taxes	16,333,489	15,640,318
Travel and conveyance	17,111,689	12,554,068
Repairs and maintenance	12,561,069	12,281,528
Depreciation 16.2	13,768,144	11,192,502
Legal and professional charges	7,235,822	5,152,622
Sales promotion, advertising and market development	4,789,092	4,219,299
Insurance	693,189	650,196
Donations 5.2	702,700	93,500
Other expenses	4,834,622	2,109,825
	202,522,869	164,999,669

- 5.1 Salaries, wages, benefits and staff welfare include Rs. 2.488 million (2004: Rs 2.128 million) in respect of contribution to gratuity funds and Rs. 4.499 million (2004: Rs 3.790 million) in respect of provident funds.
- **5.2** None of the Directors of the Company or any of their spouses have any interest in or are otherwise associated with any of the recipients of donations made by the Company during the year.

6.	FINANCE COSTS	Note	2005 Rupees	2004 Rupees
	Mark-up on short term financing Interest on workers' profits participation fund	14.3	258,006,161 53,055	82,716,050 60,000
			258,059,216	82,776,050
7.	OTHER INCOME			
	Income from financial assets			
	Profit on sale of short term investments		1,540,954,624	292,484,138
	Dividend income		24,135,000	-
	Income from time deposits		28,113,550	6,615,912
			1,593,203,174	299,100,050
	Income from associated companies			
	Dividend income from			
	Sui Northern Gas Pipelines Limited		175,780,500	251,483,750
	Insurance claim from			
	Central Insurance Company Limited		-	366,883
			175,780,500	251,850,633
	Income from non-financial assets			
	Sale of scrap		2,333,867	9,995,740
	Profit on sale of property, plant and equipment		1,274,133	178,120
	Miscellaneous		3,185,690	2,513,679
			6,793,690	12,687,539
			1,775,777,364	563,638,222
8.	OTHER OPERATING EXPENSES			
	Workers' profits participation fund	14.3	39,940,043	28,477,970
	Workers' welfare fund	14	16,000,000	11,000,000
	Auditors' remuneration			
	Audit fee		425,000	300,000
	Half year review and other certifications		105,000	84,950
	Out of pocket expenses	31,000	25,500	
			56,501,043	39,888,420

The provision for workers' profits participation fund is based on profits caused by business and trade, and excludes other income in accordance with the law, as advised by the legal advisors of the Company.

For the year
Prior period
Deferred

Current

2004 Rupees
181,000,000
-
42,600,000
223,600,000

9.1	Reconciliation of tax charge for the year	2005 %	2004 %
	Applicable tax rate	35.00	35.00
	Add: Tax effect of amounts that are not deductible for tax	0.09	0.11
	Tax effect of amounts that relate to prior periods	0.45	-
	Less: Tax effect of amounts exempt from tax	(15.12)	(5.93)
	Tax effect of amounts taxed at lower rate	(1.65)	(4.47)
	Tax effect of associate	0.85	3.44
	Average effective rate charged on income	19.62	28.15

2005 Rupees

#### 10. ISSUED, SUBSCRIBED AND PAID UP CAPITAL

2005 Number of

shares	shares			
13,900,000	13,900,000	Ordinary shares of Rs. 10 each fully paid in cash	139,000,000	139,000,000
58,157,600	Ordinary shares of Rs 10 each issued as fully paid bonus shares		581,576,000	581,576,000
72,057,600	72,057,600	Paid-up Capital	720,576,000	720,576,000
			2005 Number of shares	2004 Number of shares
10.1 Share	es held by rela	ted parties		
	ood Lawrencer			
		held 16.19% (2004: 16.19%)	11,667,850	11,667,850
	•	on (Private) Limited held 4.34% (2004: 4.34%)	3,125,032	3,125,032
The I	Dawood Found	ation		
Perce	ntage of equity	held 3.95% (2004: 3.95%)	2,846,448	2,846,448
		Company Limited held 3.00% (2004: 3.00%)	2,162,245	2,162,245
Pate	k (Private) Lim	nited		
Perce	ntage of equity	held 0.032% (2004: 0.032%)	23,250	23,250
		(Private) Limited		
Perce	ntatge of equity	held 0.001% (2004: 0.001%)	1,048	1,048
			19,825,873	19,825,873

#### 11. DEFERRED TAXATION

Deferred liability arising due to accelerated
depreciation allowance
Deferred liability arising due to unrealized
profits of associate
Deferred debits arising in respect of provision
for gratuity and other timing differences

13/023/073	13/023/073
2005 Rupees	2004 Rupees
51,900,000	54,600,000
9,800,000	6,600,000
(14,900,000)	(17,000,000)
46,800,000	44,200,000

STAFF	RETIREMENT AND OTHER SERVICE BEN	Note <b>EFITS</b>	2005 Rupees	2004 Rupees
Define	d benefit plan funded for management staff	12.1	11,951	236,490
	d contributory gratuity funded for management staff	12.4	_	211,232
Compe	ensated absences	12.5	40,287,128	42,061,069
			40,299,079	42,508,791
12.1	Defined benefit plan funded for			
	management staff			
	Amounts recognized in the balance sheet are as follows:			
	Present value of defined benefit obligation	1	83,827,648	78,908,628
	Fair value of plan assets		(79,168,843)	(74,907,260)
	Unrecognized actuarial losses		(4,646,854)	(3,764,878)
	Liability as at 31 December		11,951	236,490
	Net liability as at 01 January		236,490	2,991,410
	Charge to profit and loss account	12.2	5,634,273	5,347,768
	Contribution by the company		(5,858,812)	(8,102,688)
	Liability as at 31 December		11,951	236,490
12.2	Charge to profit and loss account			
	Current service cost		5,314,164	4,870,624
	Interest cost		6,312,690	5,961,157
	Expected return on plan assets		(5,992,581)	(5,484,013)
			5,634,273	5,347,768
	Assumptions used for valuation of the sche	mes are as	under:	
			2005	2004

12.

Latest actuarial valuation to determine the liability was carried out as at 31 December 2005.

% per annum

8

# **12.3** Actual return on plan assets of funded gratuity scheme was Rs. 4.220 million (2004: Rs. 3.654 million).

Discount rate

Expected rate of return on plan assets

Expected rate of increase in salary

12.4 Defined contributory gratuity funded for non-management staff	2005 Rupees	2004 Rupees
Opening balance	211,232	-
Expenses recognized	2,344,520	2,291,356
Payments made	(2,555,752)	(2,080,124)
Closing balance	-	211,232

#### 12.5 Compensated absences

Opening balance Expenses recognized Payments made Closing balance

2005 Rupees
42,061,069
1,776,716
(3,550,657)
40,287,128

2004 Rupees 38,186,529 7,017,646 (3,143,106) 42,061,069

#### 13. SHORT TERM FINANCING - SECURED

These represent utilized portion of short term finance facilities available from various banks under mark-up arrangements. These facilities aggregate Rs. 5,200 million (2004: Rs 4,989 million) and expire on various dates latest by 31 December 2006, carrying mark-up rates of one month KIBOR plus 35-100 bps per annum. The facilities are secured by pledge of shares held as investments and first hypothecation charge of Rs 427 million on finished goods, stores and spares. The market value of these investments as at 31 December 2005 was Rs. 4,053 million (2004: Rs. 5,183 million).

14.	TRADE AND OTHER PAYABLES	Note	2005 Rupees	2004 Rupees
	Trade creditors		259,626,624	219,261,210
	Amount due to related parties	14.1	135,867,690	-
	Unclaimed dividends		16,328,025	107,733,865
	Accrued expenses		90,566,017	89,180,185
	Sales tax payable		17,099,950	50,775,376
	Deposits	14.2	16,046,438	2,575,182
	Workers' profits participation fund	14.3	40,053,098	28,537,970
	Workers' welfare fund		16,000,000	11,000,000
	Accrued capital expenditure		2,950,558	2,950,558
	Others		37,152,842	37,840,962
			631,691,242	549,855,308

- Amounts due to related parties include Rs. 135.629 million (2004: Rs.Nil) received as advance against sale of urea from Dawood Corporation Limited and Rs. 0.238 million (2004: Rs. Nil) payable to Inbox Business Technologies against purchase of computers and related accessories.
- 14.2 The above deposits are interest free and repayable on demand or otherwise adjustable in accordance with the Company's policy. These deposits include Rs. 10 million (2004: Rs. Nil) received from Dawood Corporation Limited, a related party, as deposit money under the urea sales agreement.

			Note	2005 Rupees	2004 Rupees
14.3	Worke	ers' profits participation fund			
	Balanc	e at the beginning of the year		28,537,970	42,651,099
	Add:	Allocation for the year	8	39,940,043	28,477,970
		Interest on funds used in the			
		Company's business	6	53,055	60,000
	Less: A	mount paid to the fund		68,531,068	71,189,069
				28,477,970	42,651,099
				40,053,098	28,537,970

CONTI	NGENT LIABILITIES AND COMMITMENTS	2005 Rupees	2004 Rupees
-			
15.1	Contingent liabilities		
	The Company is contingently liable for:		
	Counter guarantees given to the bank	2,171,467	2,171,467
	Indemnity bonds/guarantees given to Customs authorities equivalent to duties chargeable on import of machinery payable if matter is decided by the CBR against the Company regarding the eligibility of certain machinery and equipment for duty free import under BMR programme (contingent liability of capital nature)	45,811,747	76,384,637
	Indemnity bonds given to Customs authorities equivalent to duties chargeable on import of machinery which shall be released on production of installation certificate from competent authority (contingent liability of capital nature)	1,650,770	1,650,770
	Guarantees issued in favor of Electric Inspector Punjab Government in respect of duty on self electric generation	-	12,358,858
	Pending law suits	120,000	120,000
45.2	Commitments		
15.2	Commitments		
	Commitments in respect of contracts for capital expenditure	240,679,727	157,535,781
	Commitments in respect of store purchases	38,593,537	14,227,439

#### 16. PROPERTY, PLANT AND EQUIPMENT

15.

	COST			DEPRECIATION				Net	
	As at 01 January 2005	Additions	Disposals	As at 31 December 2005	As at 01 January 2005	For the year	Disposals	As at 31 December 2005	Book Value as at 31 Decembe 2005
					Rupees				
Freehold land	27,369,940			27,369,940					27,369,940
Buildings on freehold land	105,003,968			105,003,968	63,090,167	3,496,375		66,586,542	
Railway siding	2,314,451			2,314,451	2,291,307	-		2,291,307	
Plant and machinery	1,957,166,756	2,902,820		1,960,069,576	1,603,755,078	37,203,699		1,640,958,777	
Catalysts	86,372,731			86,372,731	46,154,720	14,875,388		61,030,108	
Furniture, fittings and equipment	41,831,797	1,975,635		43,807,432	34,604,972	1,701,843		36,306,815	7,500,617
Data processing equipment	68,858,557	9,777,380		78,635,937	53,949,658	8,232,261		62,181,919	16,454,018
Motor vehicles	62,382,067	10,644,802	2,921,370	70,105,499	34,669,633	9,913,782	2,359,203	42,224,212	27,881,287
2005	2,351,300,267	25,300,637	2,921,370	2,373,679,534	1,838,515,535	75,423,348	2,359,203	1,911,579,680	462,099,854
2004	2,027,705,726	327,325,983	3,731,442	2,351,300,267	1,724,280,634	116,979,228	2,744,327	1,838,515,535	512,784,732

**16.1** Cost of fully depreciated assets is (i.e. carried at 1% of cost) Rs. 1,672.211 million (2004: Rs. 941.279 million)

Additions to plant and machinery include capitalization of stores amounting to Rs. Nil (2004: Rs. 87.976 million).

**16.2** Depreciation charge for the year has been allocated as follows:

	Note	2005 Rupees	2004 Rupees
Cost of goods sold	4	61,655,204	105,786,726
Selling and administrative expenses	5	13,768,144	11,192,502
		75,423,348	116,979,228

#### 16.3 Disposal of property, plant and equipment

Type of property, plant and equipment	Sold to	Original cost	Accumulated depreciation	Written down value	Sale proceeds	Mode of disposal
	Employees		Rupe	ees		
Motor vehicles						
	Aleem A Dani	86,048		86,048	94,653	As per Company policy
	H A Karimi	302,140	211,498	90,642	105,248	As per Company policy
	Yamin Khalid	302,140	211,498	90,642	105,248	As per Company policy
	Muhammad Jamil	307,140	117,737	189,403	213,975	As per Company policy
Aggregate of other items of property,						
plant and equipment with individual						
book values not exceeding Rs 50,000		1,923,902	1,818,470	105,432	1,317,176	As per Company policy
		2,921,370	2,359,203	562,167	1,836,300	

17.	CAPITAL WORK IN PROGRESS	2005 Rupees	2004 Rupees
	Plant and machinery	119,848,937	823,471
	Stores held for capital expenditure	108,350,730	16,839,219
		228,199,667	17,662,690
18.	INVESTMENT IN ASSOCIATE Engro Chemical Pakistan Limited (ECPL)		
	58,323,686 (2004: 29,719,834) ordinary shares of Rs 10 each Cost of acquisition of 28,603,852 ordinary shares of Rs 10 each	2,000,956,610	1,868,700,000
	purchased during the year	3,607,376,182	-
	Percentage of equity held - 38.13% (2004: 19.43%)		
	Share of post acquisition profits	681,906,767	370,015,282
	Less: Dividend received during the period	(557,636,860)	(237,758,672)
		5,732,602,699	2,000,956,610

- **18.1** Fair value of investment in associate Rs. 9,591 million (2004: Rs. 3,843 million).
- 18.2 The financial year end of ECPL is 31 December. However due to the non-availability of financial statements of ECPL for the year ended 31 December 2005 at the time of preparation of these accounts, financial results as of 30 September 2005 have been used for the purpose of application of equity method.

**18.3** Summarized financial statements of ECPL are as follows:

		Note	2005 Rupees	2004 Rupees
	Equity as at 30 September		7,110,519,000	6,218,741,000
	Total assets as at 30 September		14,788,967,000	13,558,500,000
	Revenue (12 months period from 01 October to 30 September)		16,128,823,000	13,067,656,000
	Profit after taxation (12 months period from 01 October to 30 September)		1,965,844,000	1,730,814,000
	ONG TERM LOANS AND ADVANCES - UNSE	CURED		
E	Executives	19.1, 19.3	141,640	133,200
C	Other employees	19.2	502,170	11,546,010
			643,810	11,679,210

- **19.1** Loans to executives are provided interest free as temporary financial assistance and are repayable in 18 equal monthly installments.
- **19.2** Loans to other employees are interest free and repayable within two years. These include loans to workers under agreement with the Workers Union.

19.3	Reconciliation of carrying amounts of loans to executives	2005 Rupees	2004 Rupees
	Opening balance	860,655	804,820
	Disbursement during the year	1,901,790	1,053,360
	Promotion of non-executive employees as executives	413,405	231,590
	Loan recovered during the year	(1,829,355)	(1,229,115)
	Closing balance	1,346,495	860,655
	Less: Current portion shown under current assets	(1,204,855)	(727,455)
		141,640	133,200

**19.4** None of the loans are outstanding for periods exceeding three years.

20. STC	RES, SPARES AND LOOSE TOOLS	2005 Rupees	2004 Rupees
Stor	es	242,649,543	219,161,979
Spa	res	584,430,708	530,689,228
Loos	se tools	11,407,313	11,183,889
Stor	es and spares in transit	43,687,335	39,538,485
		882,174,899	800,573,581
Less	: Provision for obsolete items	235,665,000	235,665,000
		646,509,899	564,908,581
21. STC	CK IN TRADE		
Mat	erial in process	12,182,512	12,508,716
Finis	shed goods	142,465,497	29,916,661
		154,648,009	42,425,377
Raw	and packing materials	9,784,439	25,754,112
		164,432,448	68,179,489

#### 22. TRADE DEBTS

These debts are unsecured and considered good. These include Rs Nil (2004: Rs Nil) due from related parties.

# 23. LOANS, ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES

AND OTHER RECEIVABLES	Note	2005	2004
These receivables are all unsecured and considered good:	Note	Rupees	2004 Rupees
Advances to suppliers for goods and services  Advances and loans:		35,504,396	12,266,191
Executives	23.2	1,204,855	727,455
Employees	23.2	16,418,446	18,093,057
Dividend receivable		203,820	251,687,570
Advance income tax		261,676,958	206,194,403
Income tax refund receivable		19,998,247	67,453,494
Short term prepayments		4,631,970	8,320,791
Deposits		2,590,991	2,669,641
Claims receivable from Government	23.3	1,292,892	1,292,892
Miscellaneous receivables	23.4	59,461,092	14,361,434
		402,983,667	583,066,928

- 23.1 Chief Executive and directors have not taken any loan/advance from the Company (2004: Rs Nil).
- 23.2 Advances and loans to executives and employees include Rs. 16.334 million (2004: Rs. 16.510 million) being current portion of the loans described under note 19 and the balance represents interest free advance.

23.3	Claims receivable from Government	2005 Rupees	2004 Rupees
	Export rebates	273,600	273,600
	Development surcharge	1,019,292	1,019,292
		1,292,892	1,292,892

23.4 Miscellaneous receivables include Rs. Nil (2004: Rs Nil) due from related parties.

#### 24. SHORT TERM INVESTMENTS - AVAILABLE FOR SALE

These comprise of fully paid ordinary shares of the following listed companies:

#### **Related parties - Quoted**

25.

Sui Northern Gas Pipelines Limited	Note	2005 Rupees	2004 Rupees
68,793,500 (2004: 100,593,500) ordinary shares of Rs 10 each - at cost		2,722,258,296	3,580,763,050
Percentage of equity held: 13.78% (2004: 20.15%	)		
Adjustment arising from measurement to fair value	<b>:</b>	1,955,699,704	2,364,312,800
		4,677,958,000	5,945,075,850
Others - Quoted			
Southern Electric Power Company Limited			
6,270,000 (2004: 5,700,000) ordinary shares of Rs. 10 each - at cost		118,431,290	118,431,290
Percentage of equity held: 10% (2004: 10%) Adjustment arising from measurement to fair val	ue	(49,461,290)	(44,616,290)
		68,970,000	73,815,000
Pakistan PTA Limited			
Nil (2004: 120,000,000) ordinary shares of Rs 10 each - at cost		-	1,263,276,000
Percentage of equity held: Nil (2004: 10%)			
Adjustment arising from measurement to fair value		-	176,724,000
		-	1,440,000,000
		4,746,928,000	7,458,890,850
CASH AND BANK BALANCES			
With banks:			
On current accounts		1,226,461	401,365,247
On saving accounts	25.1	397,443,791	670,893,305
		398,670,252	1,072,258,552
Cash in hand		248,884	296,127
		398,919,136	1,072,554,679

**25.1** These carry mark up at the rate ranging from 0.5% to 2.5% per annum (2004: 0.5% to 1% per annum).

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

		2005		2004			
	Chief Executive	Directors	Executives	Chief Executive	Directors	Executives	
		Rupees			Rupees		
Managerial remuneration	7,296,964	17,940,359	31,015,760	13,914,084	3,247,104	19,352,185	
Retirement benefits	1,216,460	1,871,311	3,329,833	2,419,200	56,764	1,897,961	
Rent and utilities	3,041,223	5,636,501	9,151,074	6,232,800	806,585	5,657,026	
Leave fair assistance		177,565		301,894	66,329		
Medical	33,250	333,838	1,135,296		143,820	788,628	
	11,587,897	25,959,574	44,631,963	22,867,978	4,320,602	27,695,800	
Number of employees	1	4	26	1	3	17	

Chief Executive, 3 directors (2004: 2) and 26 executives of the Company (2004: 16) are provided with free use of cars owned and maintained by the Company.

Meeting fees amounting to Rs.37,000 (2004: 33,000) were paid to 7 directors including the Chief Executive (2004:7).

27	EARNINGS PER SHARE  Basic and diluted		2005	2004
	Profit after taxation available	Rupees	2,867,944,955	1,240,134,925
	Weighted average number of ordinary shares	No.	72,057,600	72,057,600
	Basic earnings per share	Rupees	39.80	17.21

There is no dilution effect on the basic earnings per share of the Company as it has no such commitments.

#### 28. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

	Interest/markup bearing		Non-In	terest/markup be	aring	2005	2004	
	Maturity upto one year	Maturity after one year	Sub total	Maturity upto one year	Maturity after one year	Sub total	Total	Total
				i i	Rupees			
Financial assets								
Investment in associate					5,732,602,699	5,732,602,699	5,732,602,699	2,000,956,610
Short term investments				4,746,928,000		4,746,928,000	4,746,928,000	7,458,890,850
Loans and advances				17,623,301	643,810	18,267,111	18,267,111	28,188,760
Trade debts				3,850,343		3,850,343	3,850,343	9,337,536
Other receivables				14,461,092		14,461,092	14,461,092	270,011,537
Cash and bank balances	397,443,791		397,443,791	1,475,345		1,475,345	398,919,136	1,072,554,679
2005	397,443,791	-	397,443,791	4,784,338,081	5,733,246,509	10,517,584,590	10,915,028,381	10,839,939,972
2004	670,893,305	-	670,893,305	8,156,410,847	3,854,453,746	12,010,864,593	12,681,757,898	
Financial liabilities								
Short term financing	2,334,900,269		2,334,900,269				2,334,900,269	3,620,585,228
Creditors, accrued and other liabilitie	s -			416,862,466		416,862,466	416,862,466	459,541,962
Markup payable on secured loans				48,239,280		48,239,280	48,239,280	27,790,383
2005	2,334,900,269	-	2,334,900,269	465,101,746	-	465,101,746	2,800,002,015	
2004	3,620,585,228	- :	3,620,585,228	487,332,345	-	487,332,345	4,107,917,573	4,107,917,573

#### 28.1 Credit risk management

Credit risk represents the accounting loss that would be recognized at the reporting date if counterparties failed completely to perform as contracted. The credit risk attributed to trade receivables is minimal as the Company allows minimum credit.

#### 28.2 Interest rate risk management

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in the market interest rates. The Company has borrowed funds at fixed and market based rates and as such the risk is minimized. The effective interest rate for the financial assets and liabilities ranges between 0.5% to 9.5% per annum.

#### 28.3 Liquidity risk management

Liquidity risk reflects an enterprise's inability in raising funds to meet commitments. The Company follows an effective cash flow management to ensure availability of funds and to take appropriate measures for the new requirements.

#### 28.4 Fair value of financial assets and liabilities

The carrying amounts of the financial assets and financial liabilities approximate their fair values.

#### 29. RELATED PARTY TRANSACTIONS

The Company in the normal course of business carries out transactions with various related parties. Amounts due from and to related parties are shown under receivables and payables. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere

in these accounts are as follows:	2005 Rupees	2004 Rupees
Name, relation and nature of transactions with associated companies		
Dawood Corporation (Private) Limited		
Sale of urea	3,586,870,600	2,981,443,018
Dawood Lawrencepur Limited		
Purchase of cloth	8,663,952	12,051,545
Sui Northern Gas Pipelines Limited		
Sui Gas Bills	925,083,505	-
Dividend income	175,780,500	-
Engro Chemical Pakistan Limited		
Dividend income	557,636,860	237,758,077
Inbox Business Technologies		
Purchase of computers and related accessories	4,468,150	-
The Dawood Foundation		
Payment of rent	4,166,316	3,306,600
Central Insurance Company Limited		
Insurance premiums	18,642,821	15,980,367
Purchase of motor vehicles		275,000
Sach International (Private) Limited		
Purchase of cloth	608,051	-

No buying or selling commission has been paid to any related party.

#### 30. PRODUCTION CAPACITY

As against the annual production capacity of 445,500 tons (2004: 445,500 tons) of urea fertilizer the plant produced 428,783 tons (2004: 351,123 tons) which was 96% (2004: 79%) of the designed capacity. Shortfall in the production capacity utilization is mainly due to stoppage / curtailment of gas supply by the gas company during the year and certain technical difficulties faced in the plant operations.

31.	NUMBER OF EMPLOYEES	2005	2004
	Number of employees as at 31 December	472	481

#### 32. POST BALANCE SHEET EVENTS

The Board of Directors at their meeting held on 30 January 2006 have proposed a final cash dividend @ Rs. 2.50 per share amounting to Rs. 180.144 million and a stock dividend @ 15% i.e. 03 shares for every 20 shares held for the year ended 31 December 2005 for approval of the members at the Annual General Meeting to be held on 28 February 2006. These financial statements do not reflect the proposed final cash and stock dividend.

#### 33. GENERAL

- These financial statements have been authorized for issue by the Board of Directors of the Company on 30 January 2006.
- Previous year figures have been rearranged and reclassified, wherever necessary, for the purpose of comparison. Major reclassifications have arisen because of revision of IAS-28 "Investment in Associates" as explained in note 2.2
- **33.3** Figures have been rounded off to the nearest rupee.

# PATTERN OF SHAREHOLDING AS AT 31 DECEMBER 2005

# Disclosure Requirement under the Code of Corporate Governance

(a)		Details of holding on 31.12.2005:			
	(1)	Associated Companies, Undertakings and Related Parties			
		Dawood Lawrencepur Limited	11,667,850		
		Dawood Corporation (Pvt.) Limited	3,125,032		
		Central Insurance Company Limited	2,162,245		
		The Dawood Foundation	2,846,448		
		Sach International (Pvt.) Limited	1,048		
		Patek (Pvt.) Limited	23,250		
	(2)	NIT & ICP			
		National Bank of Pakistan, Trustee Department	358,033		
		Investment Corporation of Pakistan	575		
	(3)	Directors & CEO (including holding of their spouses & minor children)			
		Mr. Hussain Dawood - Chairman	4,989,350		
		Mr. Shahzada Dawood - CEO	739,281		
		Mr. A. Samad Dawood	739,536		
		Mr. Haroon Mahenti	258		
		Khawaja Amanullah	3		
		Mr. Abdul Ghafoor Gohar	3		
		Syed Muhammad Asghar	1		
	(4)	Executives	1,900		
	(5)	Public Sector Companies and Corporations	-		
	(6)	Banks, Development Finance Institutions, Non-Banking Finance Institutions, Insurance Companies, Modarabas & Mutual Funds	14,643,093		
	(7)	Shareholders holding ten percent or more shares			
		Faisal Finance S.A.	9,979,200		
		Dawood Lawrencepur Limited	11,667,850		
(b)		There was no trading/movement during the year 2005 in shares held by			

Directors/CFO/Company Secretary, their spouses & minor children.

# PATTERN OF SHAREHOLDING AS AT 31 DECEMBER 2005 Category-Wise

Categories of Shareholders		Number of Shareholders	Total Shares Held	Percentage
Individuals		2,173	10,827,142	15.02
Joint Stock Companies		25	43,657,741	60.59
Financial Institutions		11	10,468,664	14.53
Insurance Companies		6	4,151,929	5.76
Investment Companies		2	4,462	0.01
Educational/Charitable Institutions		5	2,916,087	4.05
Modaraba		1	500	0.00
Mutual Funds		2	22,000	0.03
Administrator, Abandoned Properties, Government of Pakistan		1	9,072	0.01
Securities & Exchange Commission of Pakistan		1	3	0.00
	Total	2,227	72,057,600	100.00

# PATTERN OF SHAREHOLDING

## As at 31 December 2005

Shareholding Range		Number of	Total Shares
From	То	Shareholders	Held
1	100	335	16,088
101	500	1,256	327,239
501	1,000	266	173,082
1,001	5,000	276	568,915
5,001	10,000	34	240,810
10,001	15,000	16	195,378
15,001	20,000	7	125,577
20,001	25,000	2	45,540
25,001	30,000	3	81,388
40,001	45,000	1	40,176
50,001	55,000	1	51,840
55,001	60,000	1	59,600
70,001	75,000	1	73,612
90,001	95,000	1	91,524
95,001	100,000	1	97,908
100,001	105,000	1	102,620
105,001	110,000	1	108,499
135,001	140,000	1	140,000
140,001	145,000	1	141,100
180,001	185,000	1	182,389
290,001	295,000	1	290,304
355,001	360,000	2	715,729
735,001	740,000	4	2,957,881
785,001	790,000	1	785,509
895,001	900,000	1	899,424
980,001	985,000	1	981,888
2,160,001	2,165,000	1	2,162,245
2,845,001	2,850,000	1	2,846,448
3,125,001	3,130,000	1	3,125,032
3,955,001	3,960,000	1	3,959,765
5,425,001	5,430,000	2	10,851,840
5,745,001	5,750,000	2	11,491,200
6,475,001	6,480,000	1	6,480,000
9,975,001	9,980,000	1	9,979,200
11,665,001	11,670,000	1	11,667,850
		2,227	72,057,600