

COMPANY INFORMATION

Board of Directors

| | |
|------------------------------------|---|
| M J Jaffer (Chairman) | Steve Hamlett |
| Azhar A Malik (Chief Executive) | Tariq Iqbal Khan |
| * Syed Imran Agha | Waqar A Malik |
| Philip Gillett | Khursheed Marker |
| | M Nawaz Tiwana |
| | Feroz Rizvi (alternate director to Steve Hamlett) |

Audit & Remuneration Sub Committees of the Board

Audit Sub Committee

M J Jaffer
(Chairman)
Steve Hamlett
Khursheed Marker
Feroz Rizvi (by invitation)
John Way (Group Internal Auditor – by invitation)

Senior Remuneration Sub Committee

M Nawaz Tiwana
(Chairman)
Steve Hamlett
Azhar A Malik (by invitation)

Chief Financial Officer

Feroz Rizvi

Company Secretary

Nausheen Ahmad

Executive Management Team

| | |
|-------------------|------------------|
| Azhar A Malik | Waqar A Malik |
| * Syed Imran Agha | Jehangir B Nawaz |
| Nausheen Ahmad | Feroz Rizvi |
| Malik M Akram | Muhammad Zahir |
| Pervaiz A Khan | |

Bankers

ABN^{AMRO} NV
Askari Commercial Bank Limited
Bank Alfalah Limited
Citibank NA
Deutsche Bank AG
Faysal Bank Limited
Habib Bank Limited
Meezan Bank Limited
Muslim Commercial Bank
National Bank of Pakistan
Oman International Bank
Pakistan Kuwait Investment Company (Private) Limited
Standard Chartered Bank
The Hongkong and Shanghai Banking Corporation Limited
Union Bank Limited
United Bank Limited

Auditors

Taseer Hadi Khalid & Co., Chartered Accountants

Registered Office

ICI House, 5 West Wharf, Karachi-74000
Tel: 111-100-200, 2313717-22 Fax: 2311739

* names in alphabetical order



The Directors take pleasure in presenting their Report with the audited accounts of the Company for the year ended 31 December 2002.

Board of Directors

(from left to right)

M J Jaffer
Chairman

Azhar A Malik
Chief Executive

Syed Imran Agha
Director

Philip Gillett
Non-Executive Director

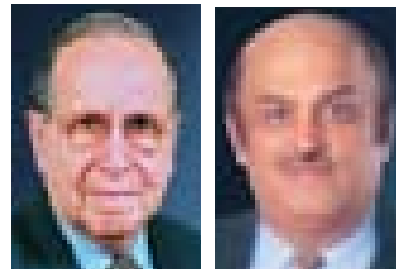
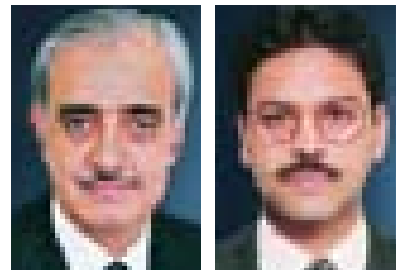
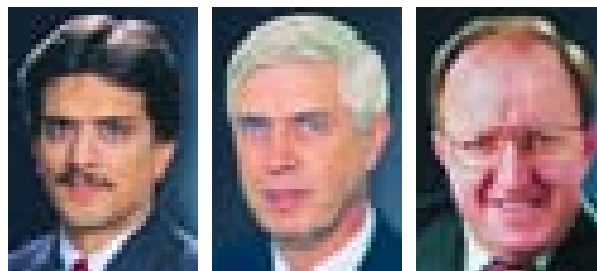
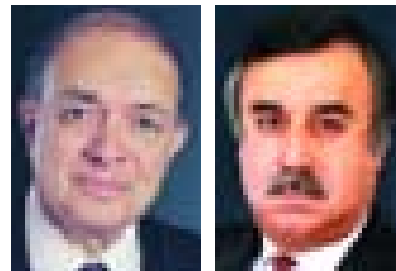
Steve Hamlett
Non-Executive Director

Tariq Iqbal Khan
Non-Executive Director

Waqar A Malik
Director

Khursheed Marker
Non-Executive Director

M Nawaz Tiwana
Non-Executive Director



At the Fiftieth Annual General Meeting held on 29 April 2002 a nine member Board was elected for a three-year term commencing from 29 April 2002, namely, Messrs M J Jaffer, Azhar A Malik, Syed Imran Agha, Philip Gillett, Steve Hamlett, Tariq Iqbal Khan, Waqar A Malik, Khursheed Marker and M Nawaz Tiwana.

Mr M J Jaffer was elected as non-executive Chairman of the Board. Mr M J Jaffer is a Barrister at Law and was senior partner of Orr Dignam & Company. He has been on the ICI Pakistan Board since 1973.

Mr Azhar A Malik was appointed as Chief Executive of the Company for a three-year term commencing from 29 April 2002.

Overview

Following the events of 11 September 2001, the year under review was an extremely difficult period for all manufacturing industries in Pakistan.

The import tariff on both Polyester Staple Fibre and Soda Ash was reduced in the Federal Budget 2002-03 to 20%, which given the backdrop of regional overcapacity, put intense pressure on margins available in these Businesses. The situation was further exacerbated by the strengthening of the Pakistani rupee against the US dollar throughout 2002. The impact on Polyester Business's profitability was extremely severe, due additionally to the concurrent commissioning of new capacities by ICI Pakistan and Ibrahim Fibres and de-bottlenecking by Dewan Salman Fibres, resulting in a significant overcapacity in the domestic market. In Soda Ash, there was an influx of cheap imports from China, which disrupted the local market and forced the

Business to reduce its selling price to remain competitive in a stagnant market. In particular, reduced demand from the Business's main segment, Bazaar, remained a cause for concern throughout the year.

In Paints, consumers, given the uncertain economic conditions, preferred cheaper alternatives to the premium, top-tier products. The Business responded to this customer preference shift through marketing strategies focused on maximising profitability on sales of its non-premium segment paint and by innovatively diversifying its portfolio.

Given the above stated market adversities, efforts to improve efficiencies of internal processes of your Company continued. To this end, manufacturing efficiencies were optimised, plant reliability and equipment availability improved at all manufacturing locations and costs reduced across the board. Whilst this helped to substantially mitigate the overall loss in profitability of your Company's two major Businesses, Polyester and Soda Ash, operating profit at Rs 1,077.1 million was still lower than that achieved in 2001 by 23%. However, the Company was able to more than offset this reduction by efforts made in reducing financial charges through aggressively repricing a number of financial facilities, one of the major areas of focus during the year and in which your Company's partner financial institutions showed great cooperation. Accordingly, profit before taxation at Rs 723.1 million was 17% higher than that achieved in 2001.

Despite a year of reduced profitability in the two largest Businesses of the Company, your Directors are very pleased to announce a dividend of 22.5% i.e. Rs 2.25 per share of Rs 10.0 each of the issued and paid up capital of Rs 1,388,023,000.



In order to meet the threat of global competitiveness, as the Government progressively implements the World Trade Organisation led policies of reducing import tariffs, your Company undertook two projects to improve competitiveness of its major Businesses. These are:

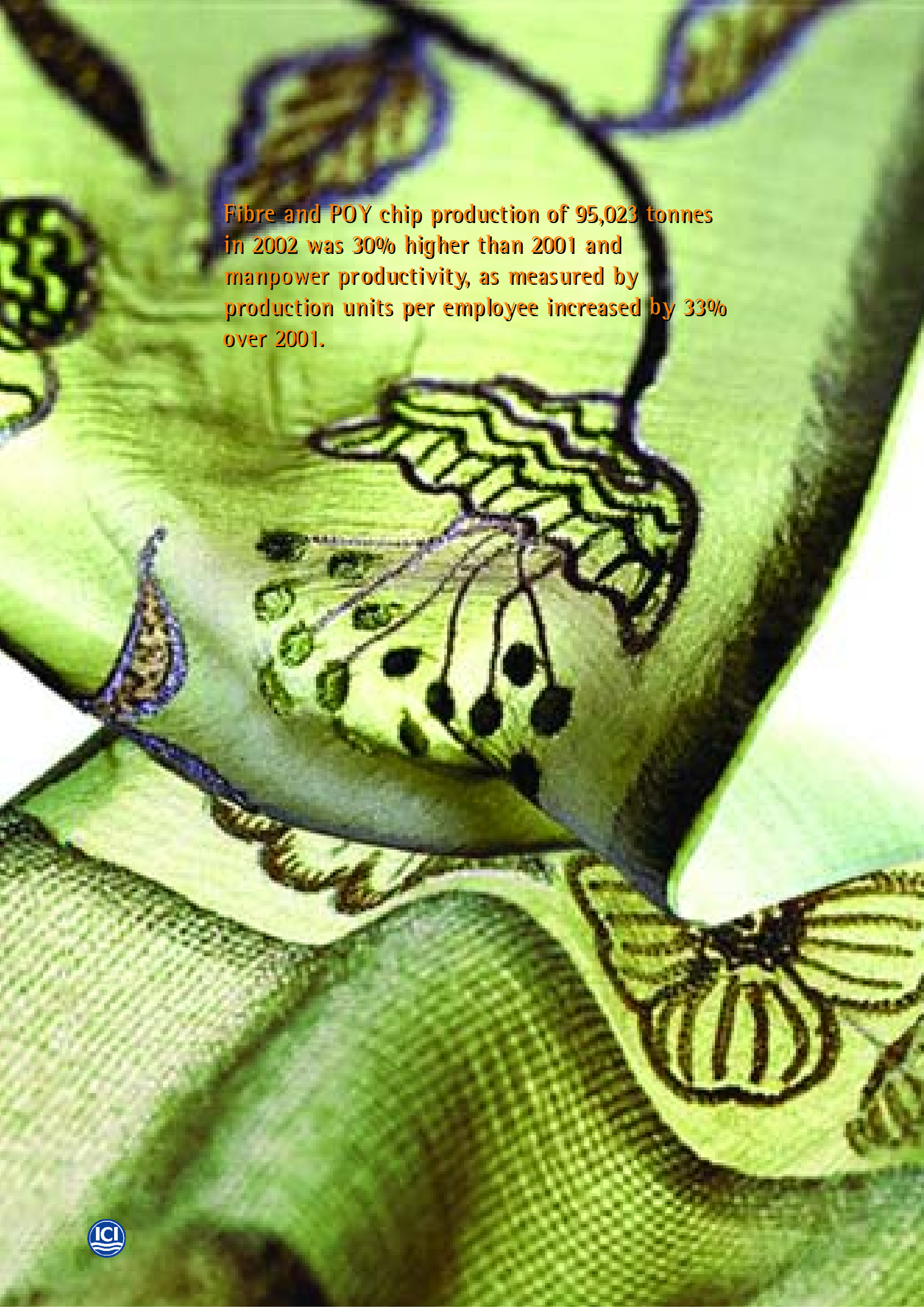
- | The 44,000 tonnes per annum expansion of the Polyester Staple Fibre Plant at Sheikhpura, carried out through Fayzan Manufacturing Modaraba was mechanically completed in February 2002. Following successful trial runs in March, commercial production commenced on 1 April 2002 and fibre capacity at Sheikhpura increased to 109,500 tonnes per annum.
- | The Automation, Co-generation and De-bottlenecking projects at Soda Ash Works were successfully commissioned during the first quarter of 2002. In addition, a number of asset integrity and efficiency projects were also completed and commissioned during the year. All of these projects have helped to further improve production efficiencies.

Your Company is proud to inform you of a number of very significant milestones that were achieved during the year:

- | Manpower productivity, as measured by turnover per employee, increased by almost 27% over 2001. This ratio has, on average, annually increased by over 21% over the last five years, supported by improved processes and a shared culture of performance excellence across all levels of the organisation.

- | The Polyester Fibre Plant achieved record fibre production of 92,678 tonnes for the fourth successive year inclusive of product toll-manufactured by Fayzan Manufacturing Modaraba. Manpower productivity, as measured by units per employee, was 33% higher than 2001.
- | The Soda Ash Business completed 5.24 million man-hours without a Reportable Injury Accident (RIA) for permanent staff and 10.34 million man-hours for contractor staff by the end of 2002.
- | The Paints Business achieved an RIA and Classified Injury Accident (CIA) free year for permanent staff. The Business was also commended by the Asia Pacific Region for its painter product stewardship initiative.
- | The Pharmaceuticals Business maintained its RIA free record since November 1997.
- | The Chemicals Business successfully completed 1.6 million RIA free man-hours by the end of 2002.

A detailed review follows.



Fibre and POY chip production of 95,023 tonnes in 2002 was 30% higher than 2001 and manpower productivity, as measured by production units per employee increased by 33% over 2001.

.....supported by a higher level of production, your Company managed to achieve a sales volume that was 32% higher than 2001, in a fiercely competitive domestic market with significant overcapacity.

Polyester

The 44,000 tonnes per annum expansion carried out through Fayzan Manufacturing Modaraba was mechanically completed in February 2002. Following successful trial runs in March, commercial production commenced on 1 April 2002 and fibre capacity at Sheikhpura increased to 109,500 tonnes per annum.

Following intensive discussions, the Government agreed to exclude PSF from DTRE but the reduction of duty from 25% to 20% remained. This has reduced the net effective protection available on PSF to approximately 8.5% from 14%, eroding unit margins on average by Rs 2.40/kg.

Fibre and POY chip production of 95,023 tonnes in 2002 was 30% higher than 2001 and manpower productivity, as measured by production units per employee increased by 33% over 2001.

The Business completed 0.6 million man-hours for own staff and 2.64 million man-hours for contractor staff without an RIA by end 2002. Unfortunately, the previous Business record of 5.73 million man-hours for own staff, which was achieved over a period of 5 years and 5 months, was marred by the occurrence of two RIAs during the first half of the year.

During the year, installed capacity in the domestic fibre industry increased to over 600,000 tonnes per annum, following expansions and de-bottlenecking by the large PSF players, including your Company. The current capacity is now equivalent to over 4

million bales of cotton. Whilst demand for PSF in 2002 grew over 2001 by 8%, increasing the size of the market to around 465,000 tonnes per annum by 31 December 2002, fibre production capacity remained substantially higher than demand and this resulted in margins coming under pressure. Given this backdrop, margins were further eroded when the Government, in the Federal Budget 2002-03, reduced import duty on PSF



from 25% to 20% with effect from 1 July 2002, and announced its intention to include PSF in the Duty and Tax Remission for Exports (DTRE) regime. Strong representations were made by domestic PSF fibre producers against both reduction of import duty as well as inclusion of PSF in DTRE. Following intensive discussions, the Government agreed to exclude PSF from DTRE but the reduction of duty from 25% to 20% remained. This has reduced the net effective protection available on PSF to



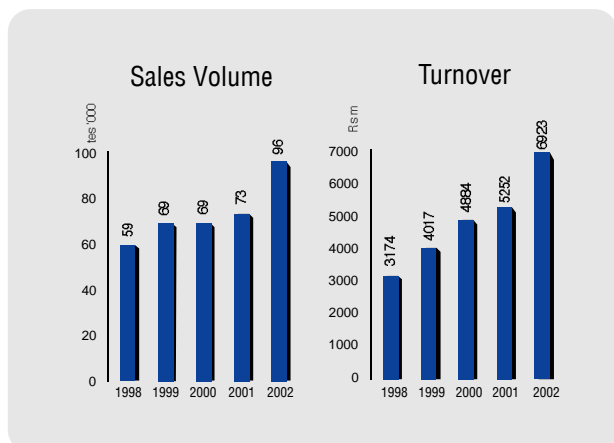
However, despite the success realised on the demand side, unit margins, for reasons explained earlier, were lower compared to last year. This was mitigated to the extent possible through cost savings but that was not enough to compensate for the sharp drop in margins driven by regional overcapacity. Operating profit, consequently, at Rs 71.5 million was substantially lower than the operating profit of Rs 335.6 million realised in 2001.

approximately 8.5% from 14%, eroding unit margins on average by Rs 2.40/kg. Externally, the considerable appreciation of the Pakistani rupee against the US dollar during the whole of 2002, further haemorrhaged unit margins of fibre



producers, thereby compounding the pressure on the Business's profitability.


Nevertheless, supported by a higher level of production, your Company managed to achieve a sales volume that was 32% higher than 2001, in a fiercely competitive domestic market with significant overcapacity. This was achieved through various initiatives undertaken during 2002, including a successful market seeding programme, the launch of variant products and entry into previously unexplored export markets. Your Company was the pioneer of PSF exports from Pakistan, successfully exporting to various countries in the Middle East, China and Europe.





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Co-generation and
De-bottlenecking projects
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Another major achievement in 2002 was the increase in refined Sodium Bicarbonate plant output through optimisation of process parameters, cycle times and improved equipment utilisation. A production volume of 13,049 tonnes was achieved in 2002, exceeding the pervious year's output by 13%.

Soda Ash

The Business achieved two major milestones in Safety, Health and Environment (SHE) performance in 2002, by completing 5.24 million man-hours without an RIA for permanent staff and 10.34 million man-hours for contractor staff.

Sodium Bicarbonate sales during the year at 13,003 tonnes were a new record achieved by the Business and 12% higher than last year.

As mentioned in your Company's earlier quarterly reports in 2002, the Automation, Co-generation and De-bottlenecking projects were successfully commissioned during the first quarter of 2002. A number of asset integrity and efficiency projects were also completed and commissioned during the year, including the replacement of old rotary equipment, refurbishment of the steel structure, and the construction of a new Quality Control Laboratory. All of these projects have helped to improve conversion efficiencies. Additionally, the commissioning of the High Efficiency Column Dissolver during May has enabled the Business to source its entire brine requirement through the new basins and the old basin has subsequently been closed, resulting in improvement of salt and energy consumption. The Business has also substantially reduced power consumption from the Water and Power Development Authority (WAPDA) by 50% over 2001 through self power generation. Consequently, Soda Ash production during 2002 was a new record and at 223,730 tonnes was 2% higher than the previous year.

Another major achievement in 2002 was the increase in refined Sodium Bicarbonate plant output through optimisation of process parameters, cycle times and improved equipment utilisation. A production volume of

13,049 tonnes was achieved in 2002, exceeding the previous year's output by 13%.



The soda ash market in 2002 remained stagnant for the third consecutive year with only marginal growth of less than one percent over last year. Except for the Silicate segment, which showed robust growth of 13%, consumption by all other segments declined compared to last year. The slowdown in the Business's largest demand segment, Bazaar, continued throughout the year and consumption in this segment declined by a further 3% on top of the decrease witnessed in 2001.

As a consequence of the lacklustre market and increased local production, an oversupply situation persisted throughout the year, putting





sales volumes and prices under intense pressure. The reduction of import duty from 25% to 20% in the Federal Budget 2002-03, with effect from 1 July 2002, and continuing appreciation of the Rupee against Dollar brought prices under further pressure and prices of Light and Dense Soda Ash were consequently, reduced by Rs 300 and Rs 500 pmt in July. Traders were prevented from taking advantage of the situation through an effective pricing and placement strategy on the part of the Business whereby imports by traders during 2002 were limited to a marginal quantity of 1,100 tonnes. Additionally, direct consumers imported approximately 9,000 tonnes.

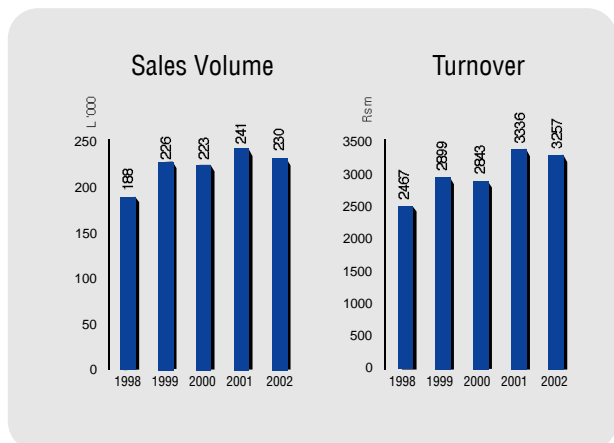
Soda Ash sales volume of 216,977 tonnes (including imports) was 5% lower than the record 229,006 tonnes sold last year, although sales of own manufactured Ash were almost 2% higher. Lower sales to the Bazaar segment was the primary reason for this shrinkage in sales,



where border tensions and a possibility of war during the first half of 2002 led to increased inventory levels with distributors as retailers preferred to deplete their existing stocks. While the situation improved in the second half of the year, overall consumption by the market remained low. Sales to the Paper and Detergent segments declined, as a few customers preferred to switch over to the competitor to benefit from the lower price offered by it. Sales to the Glass industry remained almost at par with last year, while sales to the Chemicals segment declined due to a few factory closures and partial shifting of some customers to lower priced competitor product.


Sodium Bicarbonate sales during the year at 13,003 tonnes were a new record achieved by the Business and 12% higher than last year. Prices, however, had to be reduced by Rs 1000 pmt in November due to a large influx of imports of heavily under-invoiced sodium bicarbonate from China by some traders. Whilst measures to curb this activity were immediately put in place, a large quantity of imported product has already entered the country and it will take some time to consume these quantities, thus maintaining pressure on prices.

Despite increase in own volume sold, the Business's operating profit of Rs 554.5 million was 14% lower compared to the operating profit earned last year, primarily due to the reduction in unit selling prices and increase in variable cost of coke and of packing material.



Despite an uncertain political and economic climate in the country in 2002, the Business established new production and sales records; production and sales volumes at 15,798 Klitres and 15,612 Klitres were both 9% higher than 2001.





.....the launch of ‘Dulux Kidzone’ in September 2002.....was directed to further consolidate the ICI Dulux brand image as a market leader and to create an emotional bond with the consumer.....

Paints

The Business maintained its focus on compliance with the Security, Safety, Health and Environment policies of the Company throughout the year, resulting in no RIA to any member of permanent staff. The Business was also commended by the Asia Pacific Region for its painter product stewardship initiative.

Overall, the higher sales, together with improved product margins driven by the appreciation of the Rupee against the US dollar and lower raw material prices, resulted in the Business delivering an operating profit of Rs 297.2 million which was 24% higher than last year.

Despite an uncertain political and economic climate in the country in 2002, the Business established new production and sales records; production and sales volumes at 15,798 Klitres and 15,612 Klitres were both 9% higher than 2001.

The year witnessed a revival in consumer demand, particularly in the non-premium segment driven by consumer preference for affordable paint. As a result, significant sales volume growth was seen in 'Glidden', which has firmly established itself as the third largest brand in the country after Dulux and Berger. However, the Business also successfully maintained its market leadership by ensuring that 'Dulux' remained the preferred premium brand in the market. In its continuous efforts to reach new customers and



markets, a number of new initiatives were taken by the Decorative segment. This included the successful commencement of exports to Afghanistan and the launch of 'Dulux Kidzone' in September 2002. Dulux Kidzone is a water-based emulsion with six individual themes and special paint effects such as glow in the dark, shimmer and florescent paints etc. for children's rooms. This launch was directed to further

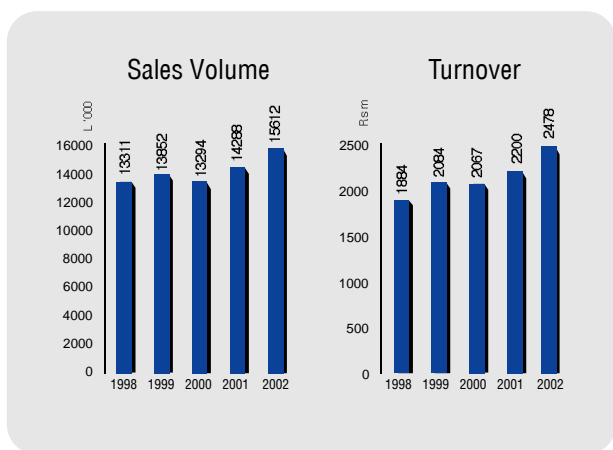


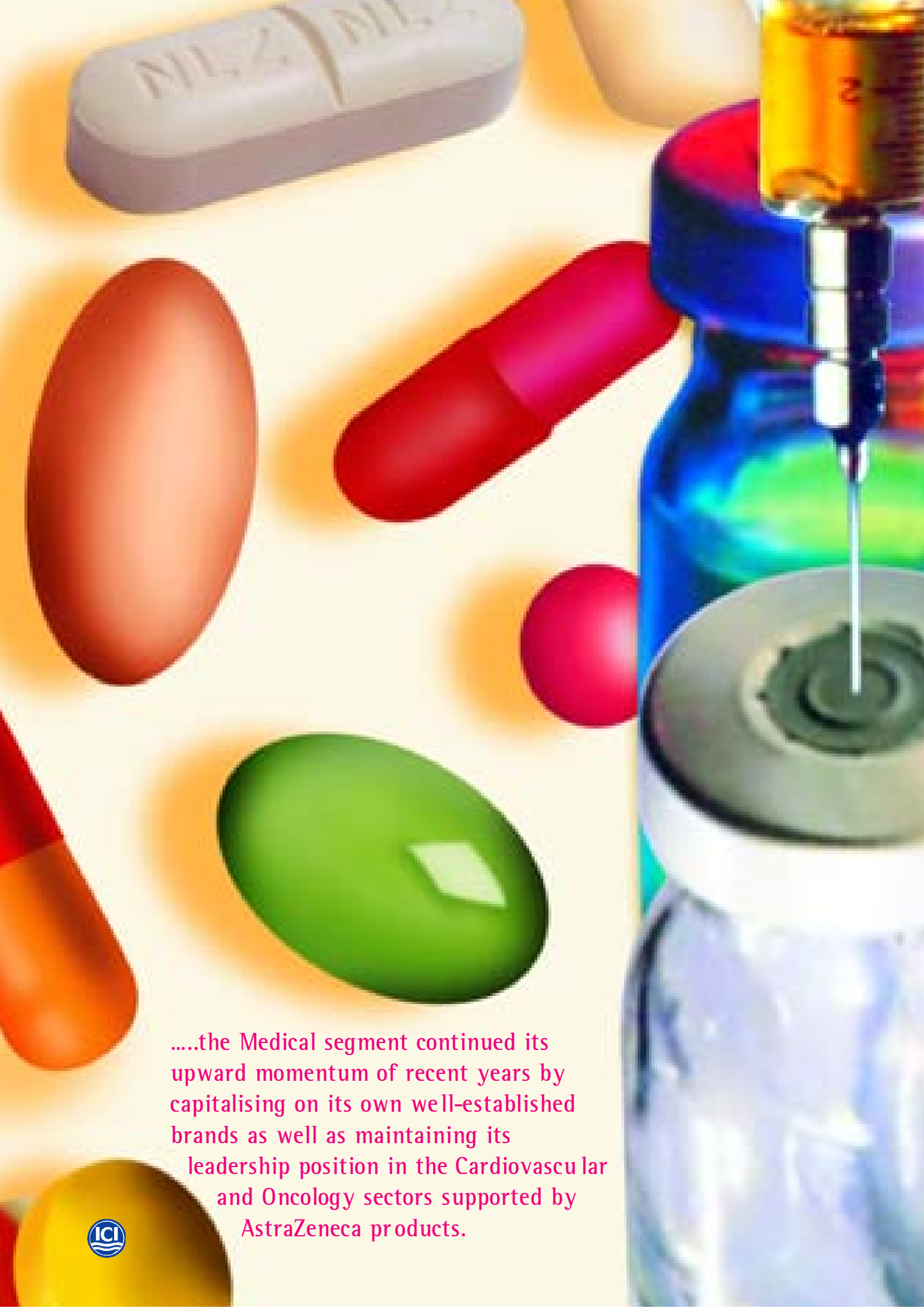
consolidate the ICI Dulux brand image as a market leader and to create an emotional bond with the consumer, over and above the superior functional aspects of the Dulux product range. An attractive and innovative plastic bucket was introduced, which comes with a double locking lid that has a unique 'tear-off strip'. The bucket not only offers better shelf appeal but also provides long lasting rust proof packing. The Business also launched on-site vendor managed inventory initiatives to further improve working capital management.



The Industrial segment delivered another year of robust growth on the back of continued strength in car manufacture, benefiting from the availability of lower cost financing through the leasing industry. Profitability of the Refinish segment, on the other hand, suffered due to low customer traffic at car workshops, the imposition of excise duty on imported finished paint and intense competition, which constrained the Business's ability to increase prices.


Overall, the higher sales, together with improved product margins driven by the appreciation of the Rupee against the US dollar and lower raw material prices, resulted in the Business delivering an operating profit of Rs 297.2 million which was 24% higher than last year.





....the Medical segment continued its upward momentum of recent years by capitalising on its own well-established brands as well as maintaining its leadership position in the Cardiovascular and Oncology sectors supported by AstraZeneca products.





With effect from 1 January 2003, the Seeds segment of your Company's Seeds and Agrochemicals Business will be merged into the Pharmaceuticals and Animal Health Business to form the Life Sciences Business, comprising the Pharmaceuticals, Animal Health and Seeds divisions, whilst the Agrochemicals segment will continue to sell the non-Syngenta product range till it exhausts current inventories.

Pharmaceuticals & Animal Health

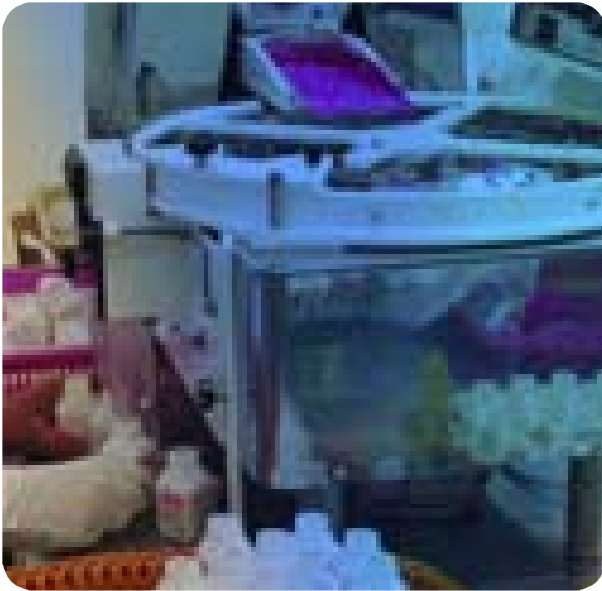
There was no RIA or CIA during the year under review and the Business has now maintained its RIA free record since November 1997.

Overall, sales value in the Business increased by 20%, with the main contribution coming from the Medical segment.

In March 2002, the Government announced the imposition of General Sales Tax (GST) on pharmaceutical products, which was finally reversed in August 2002 after strong resistance by consumers and trade alike. Whilst this decision will undoubtedly benefit the industry in the long run, it caused great uncertainty in the market in the interim period due to the substantial GST paid inventory in distribution channels and with retailers who were demanding refunds from manufacturers.

Despite these adversities, the Medical segment continued its upward momentum of recent years by capitalising on its own well-established brands as well as maintaining its leadership position in the Cardiovascular and Oncology sectors supported by AstraZeneca products. Additionally, Intron A (anti-hepatitis) and Clarinase (anti-allergy) from the Schering-Plough medical range and AstraZeneca's Accolate (anti-asthma) were launched during the year. The Animal Health segment continued to face adverse trading conditions due to delayed rainfall and the



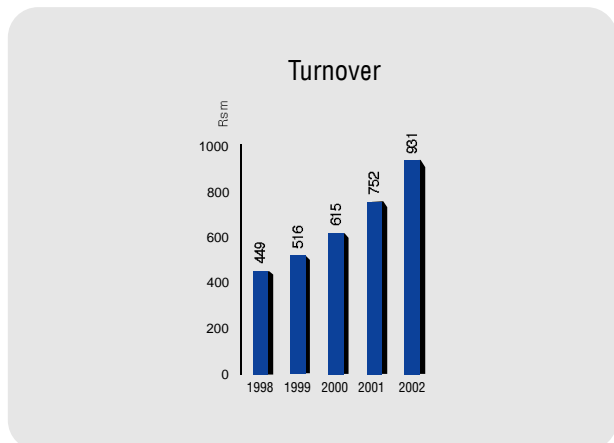



Business to form the Life Sciences Business, comprising the Pharmaceuticals, Animal Health and Seeds divisions, whilst the Agrochemicals segment will continue to sell the non-Syngenta product range till it exhausts current inventories. This will enable the new Business to find end-customer synergies between the Animal Health and Seeds divisions and also capitalise on its standing in the Cardiovascular segment to develop the soft oil seeds market.



liquidity crunch faced by farmers, compounded by the disruption caused by the GST issue. The impact of these conditions was mitigated by the segment capitalising on its leadership in the Livestock sector and focus on promotional efforts at the farmer level to generate demand and ensure shelf liquidation of its products. The Segment was also successful in launching Eli Lilly's Elanco range of animal medicines and entering the Poultry sector through the launch of Tylan. Overall, sales value in the Business increased by 20%, with the main contribution coming from the Medical segment.


With effect from 1 January 2003, the Seeds segment of your Company's Seeds and Agrochemicals Business will be merged into the Pharmaceuticals and Animal Health





.....the Business was able to commercialise new developments in POL and aromatic solvents as the first bulk consignments of High Sulphur Furnace Oil (HSFO) and Toluene were sourced and sold in the last quarter of 2002 against secured credit terms.





Overall, the Business achieved a net sales income which was 29% higher than 2001, primarily contributed by the Business's new initiatives in POL and aromatic solvents.

Chemicals

The Business has successfully completed 1.6 million RIA free man-hours by the end of 2002.



With the inclusion of the POL product portfolio, net sales income for the trading segment during the year registered an increase of 74% compared to 2001.

Overall production for the year under review was 5,979 tonnes, which was 5% lower than last year because of lower demand for textile chemicals and locally blended Polyol.

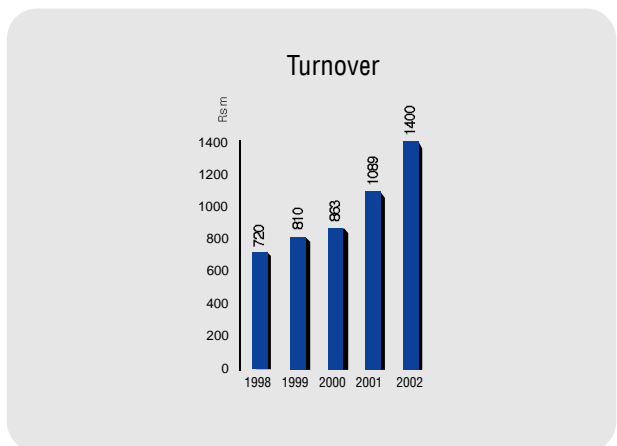
In Uniqema, activity at export-oriented units in the textile sector remained subdued during the second half of the year, following the threat of anti-dumping sanctions by the European Union, exhaustion of the quota in the US on bed linen and overall recession in the US. Market conditions were also uncertain on account of the October 2002 General Elections and the subsequent delay in the formulation of Federal and Provincial governments.



In the Trading Business, the commodity chemicals market remained flat and traders were reluctant to build inventory levels; production in key industries like cement and plastics remained below capacity. The strength of the Rupee against the Dollar also eroded the Business's dollar-based indent commissions. Against these adversities, the Business was able to commercialise new developments in POL and aromatic solvents as the first bulk consignments of High Sulphur Furnace Oil (HSFO) and Toluene were sourced and sold in the last quarter of 2002 against secured credit terms. With the inclusion of the POL product portfolio, net sales income for the trading segment during the year registered an increase of 74% compared to 2001.

In Polyurethanes, the market remained fiercely price-competitive throughout the year as tariff reductions lowered the price differential between imported finished product and locally blended Polyol.

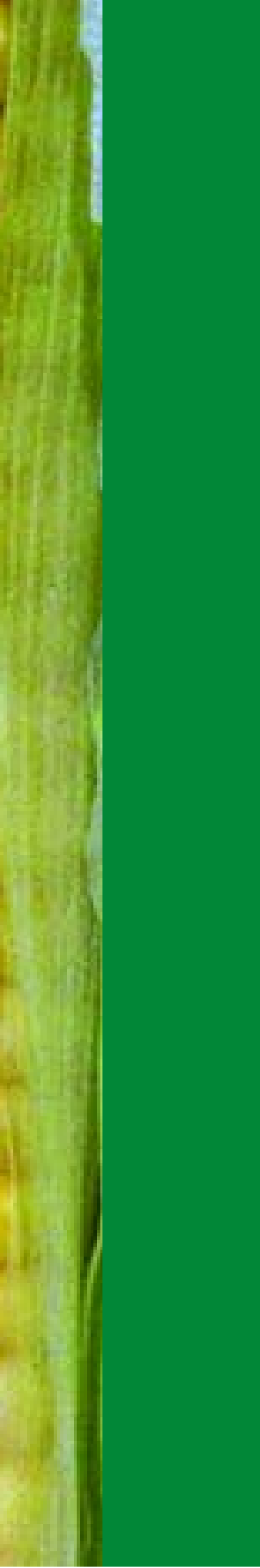
Overall, the Business achieved a net sales income which was 29% higher than 2001, primarily contributed by the Business's new initiatives in POL and aromatic solvents.





The agrochemicals market remained characterised by liquidity constraints, and unprecedented low pest infestation levels.....





....the Business was able to improve its market share of hybrid fodder seed to 56% from 51% last year, while slightly improving its leadership position in sunflower with a 62% market share.

Seeds & Agrochemicals

The Seeds Business recorded an overall 13% growth in volumes mainly steered by a significant upturn in sunflower and maize sales by 66% and 25% respectively.

Overall, sales volumes were significantly lower for the year, mainly on account of product rationalisation and unconventionally low pest infestation levels.



Fodder volumes trailed behind as dealers opted to receive the product in January 2003 against significant advance bookings. For the year, the Business was able to improve its market share of hybrid fodder seed to 56% from 51% last year, while slightly improving

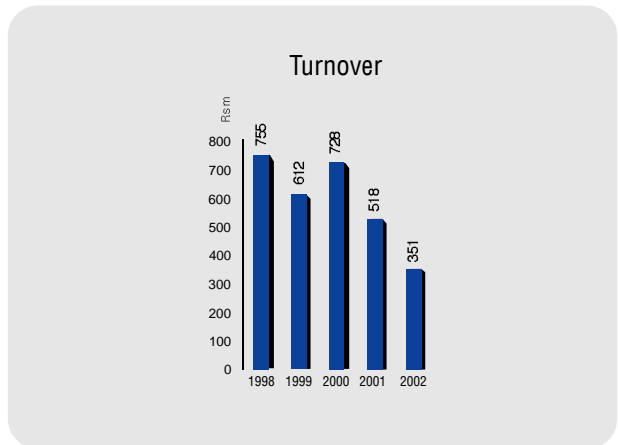




Overall, sales volumes were significantly lower for the year, mainly on account of product rationalisation and unconventionally low pest infestation levels.

its leadership position in sunflower with a 62% market share.

The agrochemicals market remained characterised by liquidity constraints, and unprecedented low pest infestation levels further compounded this situation. Consequently, most agrochemical companies preferred stock liquidation to margin maintenance in an attempt to maximise sales volumes in a highly competitive market.



Profit, Finance & Taxation

The Company achieved a profit before taxation of Rs 723.1 million, which was 17% higher than the profit for the twelve months ended 31 December 2001.

This was possible due to a sharp reduction in interest cost as the Company renegotiated rates on all facilities, benefiting from the high liquidity and low interest rate environment. An exchange gain on the foreign currency loans against a loss in 2001 and the full repayment of higher coupon Term Finance Certificates in September 2001 also contributed to the lower interest cost which was reduced from Rs 1,050.0 million for 2001 to Rs 631.1 million in 2002. Operating profit for the year at Rs 1,077.1 million was 23% lower than last year due to the sharp reduction in profitability of the Polyester Fibre Business commented upon earlier.

Taxation for the full year ended 31 December 2002, shows a credit of Rs 1,131.6 million. This is due to the adoption by the Company of International Accounting Standard (IAS) 12 applicable from 2002. IAS 12 requires that a deferred tax asset should be recognised for the carry forward of unused tax losses to the extent that it is probable that taxable profits will be available against which these can be utilised. Accordingly, your Company has recognised Rs 1,193.3 million as deferred tax

asset on this basis, resulting in a profit after tax of Rs 1,854.7 million. Revenue Reserves have increased to Rs 2,737.1 million from Rs 501.6 million at 31 December 2001.

During the year, a Rs 1,200 million medium-term syndicated finance facility was signed in early April with a consortium of banks and financial institutions led by Pak Kuwait Investment Company (PKIC). The facility was drawn down in two equal instalments in June to repay a loan of US\$ 20.0 million from Mortar Investments International Limited. Bridge financing for the PPTA 200% rights issue participation was arranged from a few of the Company's relationship banks. Concurrently, PPTA repaid Rs 1,500 million of the Rs 1,800 million subordinated loans from the proceeds of this rights issue.

In view of the overall declining trend in interest rates as commented upon earlier, your Company pursued an aggressive

An exchange gain on the foreign currency loans against a loss in 2001 and the full repayment of higher coupon Term Finance Certificates in September 2001 also contributed to the lower interest cost which was reduced from Rs 1,050.0 million for 2001 to Rs 631.1 million in 2002.

strategy of reducing its financial charges by repricing a number of short-term facilities with banks as a result of which, the weighted average cost of short-term facilities (excluding medium term loans) has reduced from 14.7% p.a. at the beginning of the year to under

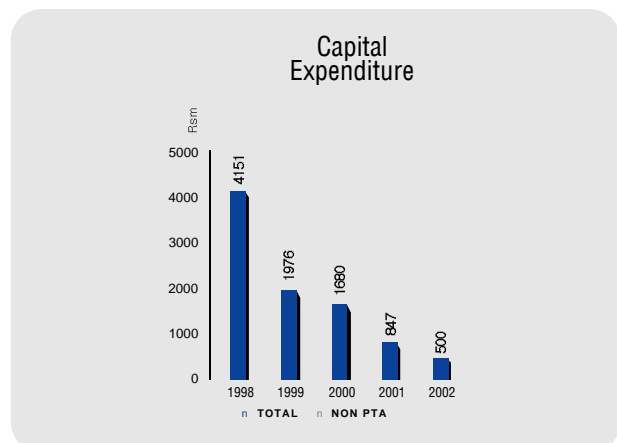


10.0% p.a. Further reductions continue to be pursued in light of the soft interest rate environment prevalent in the economy, and your Company is hopeful of further reducing its financial charges during 2003.

Revenue Reserves have increased to Rs 2,737.1 million from Rs 501.6 million at 31 December 2001.

Capital Expenditure

The Company has incurred an expenditure of Rs 364.8 million as sustenance capital in 2002 for maintaining its existing assets and ensuring continued integrity and efficiency. Such capital expenditure is directed at low cost opportunities for energy conservation and to capitalise on opportunities for improvement of operational efficiencies and minor de-bottlenecking.



Future Outlook

The recent increase in domestic PSF capacity to over 4 million bales equivalent of cotton has been timely, considering the price of available domestic crop of good quality cotton.

Consequently, the recent increase in fibre production capacity will serve as a lifeline to the domestic textile industry, which itself has seen a recent increase in capacity, and will fulfill its total fibre requirements. In 2003, PSF demand growth is expected at 10%, predicated on a recovery forecast for the international textile trade, continued access to the European Union and US markets for Pakistan textile exporters and higher cotton prices. More recently, the overhang of war threat in the Middle East, and its consequent impact of a delayed recovery of the American economy will keep regional C&F margins for Pakistan under pressure as significant increase in feedstock prices are unlikely to be recovered due to weakness in downstream textile trade.

In the domestic market, the reduction in import duty on PSF to 20%, overcapacity in domestic fibre industry and continued appreciation of the Rupee against the Dollar will keep margins under intense pressure. The domestic polyester fibre industry, therefore, expects support from the Government in the form of continued

exclusion of PSF from the ambit of DTRE and expeditious protection against dumping through effective anti-dumping laws to prevent any further damage to domestic PSF producers. The introduction of DTRE, when sufficient fibre capacity exists in the country to cater for existing demand, will lead to closure of a domestic industry, which has contributed significantly to the Pakistan economy through new investment worth US\$ 137 million and cumulative investment of over US\$ 637 million (Rs 30 billion). Your Company hopes that such contributions will be considered important by the Government in future policy decisions with respect to the domestic fibre industry.

Exports of PSF to fully run the installed capacity are now viable if an adequate rate of duty drawback is available. During the year the Government announced two tier duty drawback rates for exports of PSF. Fibre exports using locally produced PTA attract a lower rate compared to those using imported PTA. This differentiation in drawback rates is discriminatory as the drawback rate for export of blended yarn is given on a deemed basis without any distinction of local or imported PSF. The Government is, therefore, urged to remove this discrimination and allow drawback on a deemed basis, failing which exports will remain economically unfeasible due to higher cost of utilities and distribution cost compared to regional competitors.

In Soda Ash, silicate production is expected to increase, which together with the start-up of a major bottle glass plant and increased capacity utilisation in the glass and paper segments is expected to result in higher consumption in the overall industry. However, lower sales in Bazaar remain the major cause of concern, as this segment remains the largest consumer of Soda Ash.



The Soda Ash Business is currently working on four projects with a combined capital spend of Rs 340 million, which will substantially reduce variable costs and further enhance production capability. The projects include a coal-fired boiler, due for beneficial production in the third quarter of 2004. The preliminary scope of work involved is being drafted, which will be followed by negotiations with vendors to finalise a contractual agreement.

In the Paints Business, market activity over the near term remains uncertain given the emerging war threat in the Middle East. Additionally, margins are likely to come under pressure in view of rising titanium, solvent and other raw material prices. However, the Business will continue its strategy of driving market share and managing its cost base to ensure profitable growth.

In the Pharmaceuticals Business, sales in the Medical segment are set to grow in the coming months as it continues to take advantage of its well-established brands in the Cardiovascular and Oncology sectors. The recent launch of new products and plans to introduce new products sourced from Upha Pharma (Malaysia) will further boost profits. In the Animal Health segment too, sales of the current portfolio are expected to pick up as the strategy of market development through farmer education and effective liaison with the Government starts to show positive results.

In Seeds, following the imminent completion of sunflower sowing in Sind, sales are expected to continue in the Punjab till February. So far, indications are that sunflower sales are expected to perform better than last year. A long-term commitment with Pacific Seeds (Australia), the principal supplier of the Business, has been established through incorporation of

favourable terms and conditions in the recently executed agreement.

In Uniqema, lacklustre market conditions are likely to prevail during the early months of 2003 on account of the impact of the US recession and the threat of further sanctions from the US and EU because of quota infringements and dumping allegations. The Business is planning to combat adverse market conditions through entry into new overseas markets and by introducing innovative products sourced from Uniqema International.

The Trading Business expects substantial contributions from HSFO and Toluene in 2003 and is also exploring the possibilities of complementing HSFO with lubricants in the POL category and Xylene in the aromatic solvents category. Efforts are also being made to enter the specialised fibre and yarn markets with new product offerings. Sales are, therefore, expected to continue to grow at a healthy rate in 2003. In Polyurethanes, the Business expects to continue to face tough market conditions and a squeeze on margins; it will continue to combat this through its market positioning and a strong relationship with the Principal.

Overall market realities indicate another challenging year for your Company. In particular, the strength of the Pakistani rupee against the US dollar and an environment of reducing import tariffs and currency stability will continue to constrain profitability for import substitution businesses such as ICI Pakistan. However, with the major expansion in Polyester in place and the successful completion of Soda Ash projects, your Company is strongly positioned to face these challenging conditions and to deliver improved profitability in 2003.

In keeping with international best practice, an employee survey has been conducted using a UK based firm of international repute to solicit views from all staff members. this shall help further improve employee commitment and motivation for better business results.



Human Resources

Manpower numbers of your Company were further reduced from 1,421 to 1,319 at the end of 2002 in comparison to 2001, with a gain of 26.7% in productivity measured as turnover per employee.

Your Company's management development efforts concentrated on improving the performance management system based on learning from ICI plc processes. The current focus is on middle and senior management teams and we hope to eventually cascade these improvements throughout the organisation in the near term.



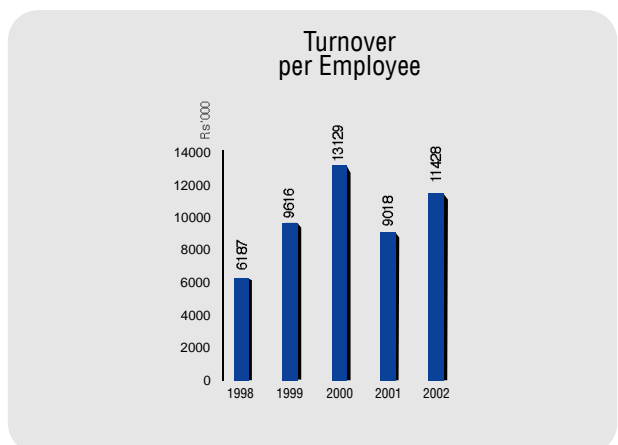
In keeping with international best practice, an employee survey has been conducted using a UK based firm of international repute to solicit views from all staff members. The analysis of this survey is expected in the first quarter of 2003. Your Company is confident that this shall help further improve employee



commitment and motivation for better business results.

Your Company's focus on human resource excellence was ensured through more than 27 in-house training events whilst eight managers attended general management or specialised training in leading educational institutions in Europe and the US.

Union-Management relations continue to be friendly and industrial peace prevailed at all locations during the year under review. Union elections were held at all the Company locations. The round of union negotiations for their Charters of Demands with the respective managements is currently in progress.





The ICI Group's commitment to safety and health
2007-2008

Office Karachi

Work environment monitoring and health surveillance programmes have been fully implemented in all Businesses and your Company achieved 100% compliance with the targets set by the ICI Group for its operations worldwide.



Safety, Security, Health & Environment

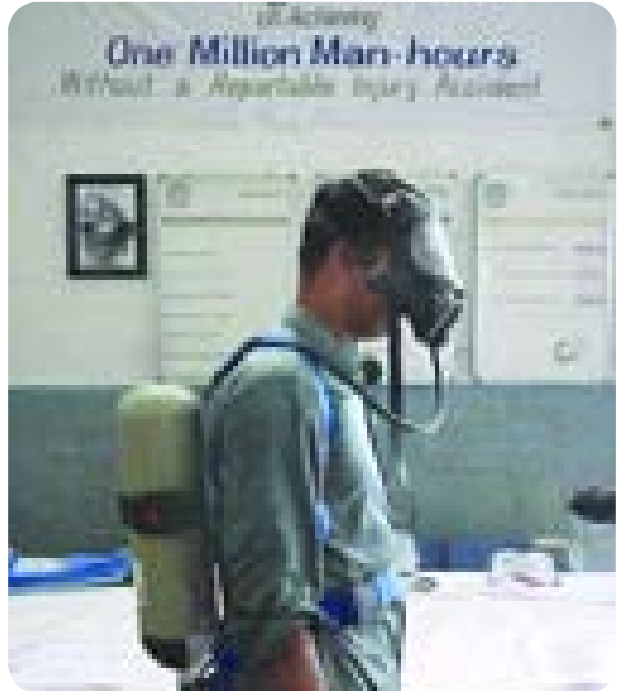
The Company continues to demonstrate its very strong commitment to all aspects of Safety, Security, Health and Environment (SSHE) linked to its Businesses operations. All employees are dedicated in their efforts to maintain and improve the standards demanded by the ICI Group SSHE Responsible Care Management System (RCMS) and achieving the challenging performance objectives arising out of its comprehensive implementation.

The safety performance of the Company was, unfortunately, marred by two RIAs, which occurred at the Polyester manufacturing site this year. Amongst other Businesses, Chemicals completed six years without an RIA, Pharmaceuticals, over five, Soda Ash, three and a half and Paints, over one and a half. The unfortunate incidents at Polyester have been thoroughly investigated and an

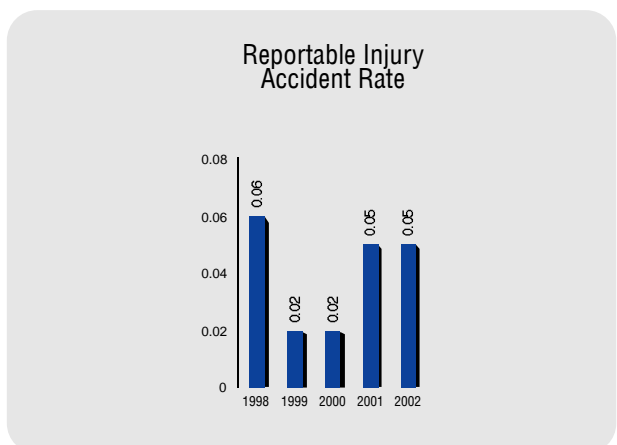


aggressive Company wide 'RIA Free 2003' programme has been developed and agreed for implementation.

Work environment monitoring and health surveillance programmes have been fully implemented in all Businesses and your Company achieved 100% compliance with the targets set by the ICI Group for its operations worldwide.



The performance of the Effluent Treatment Plants installed at all manufacturing sites was continuously monitored and maintained to achieve full compliance with the applicable National Environmental Quality Standards (NEQS).





....with the assistance of Layton Rehmatulla Benevolent Trust.....
The three-day eye clinic programme treated 7,007 out patients with 803 major and minor surgeries and 980 refraction surgeries also being carried out.



Social Responsibility & Community Work

Your Company's commitment for continuous improvement of communities, within which it operates, remains a high priority.

As a good corporate citizen, ICI Pakistan Limited, through its trust, ICI Pakistan Foundation, created for this purpose, provided financial assistance during the year to various charitable and non-profit organisations. The Company has a very clear policy of serving the community it operates in. To discharge its responsibilities in this area through the ICI Pakistan Foundation, financial support was provided to bona fide and established healthcare, educational and social welfare organisations and projects that serve under privileged members of society in the country.



A series of developmental activities were initiated throughout the Country, particularly

for communities in and around Khewra and Sheikhpura. Your Company provided financial assistance to various well-known educational, healthcare, rehabilitation and welfare institutions.

ICI Pakistan Limited, with the assistance of Layton Rehmatulla Benevolent Trust, continued to conduct eye clinics at the Company's Winnington Hospital, in Khewra. The three-day eye clinic programme treated 7,007 out patients with 803 major and minor surgeries and 980 refraction surgeries also being carried out.



Your Company continues to award scholarships to children of employees under its policy to recognise meritorious performance in the field of formal education. 494 school and 123 college scholarships were awarded during the year under review.

Auditors

The present auditors Taseer Hadi Khalid & Company retire and offer themselves for reappointment. As suggested by the Audit Committee, the Board of Directors have recommended their reappointment as Auditors of the Company for the year ending 31 December 2003, at a fee to be mutually agreed.

Compliance with the Code of Corporate Governance

As required under the Code of Corporate Governance dated 28 March 2002, the Directors are pleased to state as follows:

- | The financial statements, prepared by the management of the Company present fairly, its state of affairs, the results of its operations, cash flows and changes in equity.
- | Proper books of account of the Company have been maintained.
- | Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgement.
- | 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 and other such procedures which are in place, are being continuously reviewed by the Internal Audit Department. The process of review will continue and any weakness in controls will be removed.
- | There are no doubts upon the Company's ability to continue as a going concern.
- | There has been no departure from the best

practices of corporate governance as detailed in the Listing Regulations.

- | Key operating and financial data for the last 10 years is summarised on page number 80.
- | Information about outstanding taxes and levies is given in the Notes to the Accounts.
- | The value of investments made by the staff retirement funds as per their respective audited accounts as at 31 December 2001, is as follows:

| | Value (Rs '000's) |
|--|-------------------|
| 1 ICI Pakistan Management Staff Provident Fund | 363,668 |
| 2 ICI Pakistan Management Staff Gratuity Fund | 166,899 |
| 3 ICI Pakistan Management Staff Pension Fund | 576,528 |
| 4 ICI Pakistan Non-Management Staff Provident Fund | 254,321 |

- | During the year, six meetings of the Board of Directors were held. Attendance by each Director/CFO/Company Secretary was as follows:

| Name of Director | Number of Board Meetings Attended |
|--|-----------------------------------|
| 1 Mr Munnawar Hamid* | 02 |
| 2 Mr M J Jaffer | 06 |
| 3 Mr Azhar A Malik | 06 |
| 4 Mr Syed Imran Agha** | 05 |
| 5 Mr Steve Hamlett | 05 |
| 6 Mr Tariq Iqbal Khan | 02 |
| 7 Mr Waqar A Malik** | 05 |
| 8 Mr Khursheed Marker | 04 |
| 9 Mr M Nawaz Tiwana | 05 |
| 10 Mr Philip Gillett*** | 00 |
| 11 Mr Rashid Sufi**** | 00 |
| 12 Mr Jabar S Butt**** | 00 |
| 13 Mr Feroz Rizvi (CFO) | 03 |
| 14 Ms Nausheen Ahmad (Company Secretary) | 06 |

*Retired from the Board w.e.f. 30 April 2002

**Appointed on the Board on 1 April 2002

***Appointed on the Board on 29 April 2002

****Retired from the Board w.e.f. 31 March 2002

Leave of absence was granted to Directors who could not attend some of the Board Meetings.



Pattern of Shareholding

A statement showing the pattern of shareholding in the Company and additional information as at 31 December 2002 appears on page 78.

ICI Omicron BV UK continues to hold 75.81% shares, while Institutions hold 11.55%, and the balance 12.64% is held by individuals and foreign funds.

The highest and lowest market prices during 2002 were Rs 59.55 and Rs 33.20 per share respectively.

The Directors, CEO, CFO, Company Secretary and their spouses and minor children did not

carry out any transaction in the shares of the Company during the year except for the purchase of 71 shares by Mr Azhar A Malik and subsequent sale of one share each to Mr Waqar A Malik, Mr M Nawaz Tiwana and Mr Khursheed Marker, all Directors of the Company. This is reflected in the pattern of shareholding. All statutory returns in this connection were filed.

Group Accounts

The audited accounts of ICI Group (ICI Pakistan Limited and ICI Pakistan PowerGen Limited) for the year ended 31 December 2002 are attached.



M J Jaffer
Chairman / Director

Dated 27 February 2003



Azhar A Malik
Chief Executive

Statement of Compliance with the Code of Corporate Governance

For the year ended 31 December 2002

This statement is being presented to comply with the Code of Corporate Governance contained in the Listing Regulations of the 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 Company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors. At present the Board includes six independent non-executive Directors, including one Director nominated by a financial institution.
2. The Directors have voluntarily confirmed that none of them is serving as a director in more than ten listed companies, including this Company, except for Mr Tariq Iqbal Khan, who is a nominee of National Investment Trust (NIT) and has been granted a waiver from the application of the relevant clause of the Code by the Securities and Exchange Commission of Pakistan.
3. The Directors have voluntarily declared that all the resident Directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFIs. None of the Directors is a member of a stock exchange.
4. During the year, two casual vacancies occurred in the Board of Directors on 31 March 2002 and both vacancies were filled on 1 April 2002. The Company has filed necessary statutory returns in this regard.
5. The Board of Directors of the Company in its meeting held on 23 February 2001, adopted a Statement of Ethics and Business Practices under the title of 'The Way We Do Things Around Here' which is regularly circulated within the Company since 2001 and it is in the knowledge of Company's Directors and employees.
6. The Board is in the process of developing a vision and mission statement. The Company has in place processes and policies as required by the Code. Formal adoption of these policies by the Board has been undertaken as an ongoing process. The corporate strategy is reviewed by the Board from time to time.
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. All the six meetings of the Board, which were held during the year (including the four quarterly meetings) were presided by the Chairman. Written notices of the Board Meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated in time.
9. The Directors have been provided with copies of the Listing Regulations of the Karachi Stock Exchange, Company's Memorandum and Articles of Association and the Code of Corporate Governance



and they are well conversant with their duties and responsibilities.

10. No new appointments of CFO, Company Secretary or Head of Internal Audit have been made after the application of the Code of Corporate Governance.
11. The Directors' Report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
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 Audit Sub Committee of the Board has been in existence since 1992. It comprises three members, all of whom are non-executive Directors including the Chairman of the Committee. ICI Pakistan also has a Remuneration Committee comprising two non-executive Directors, which has also been in operation since 1997.
16. There have been three Audit Committee Meetings during the year under review. Revised terms of reference of the Committee are being prepared in the light of the Code of Corporate Governance and will be placed before the Board for consideration/adoption.
17. ICI Pakistan has had an effective Internal Audit Function in place since the late 1970s.
18. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on Code of Ethics as adopted by the 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.



M J Jaffer
Chairman



Azhar A Malik
Chief Executive

Review Report to the Members on Statement of Compliance 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 ICI Pakistan Limited to comply with the Regulation No. 37 of Listing Regulations of Karachi Stock Exchange, clause 49 (Chapter XIII) of the Listing Regulations of the Lahore Stock Exchange and Section 36 (Chapter XI) of the Listing Regulations of the Islamabad Stock Exchange respectively 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 systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Company for the year ended 31 December 2002.

Date: 27 February 2003

Karachi



Taseer Hadi Khalid & Co.
Chartered Accountants



AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of ICI Pakistan Limited as at 31 December 2002 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 the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied except for the change as indicated in note 2.6 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 31 December 2002 and of the profit, its cash flows and changes in equity for the year then ended; and
- d) in our opinion Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Date: 27 February 2003
Karachi



Taseer Hadi Khalid & Co.
Chartered Accountants

BALANCE SHEET AS AT 31 DECEMBER 2002

Amounts in Rs '000

| | Note | 2002 | 2001 |
|---|------|--------------------------|--------------------------|
| Share Capital and Reserves | | | |
| Authorised capital 1,500,000,000 ordinary shares of Rs 10 each | | <u>15,000,000</u> | <u>15,000,000</u> |
| Issued, subscribed and paid-up capital | 3 | 1,388,023 | 1,388,023 |
| Capital reserves | 4 | 465,845 | 465,845 |
| Unappropriated profit | | <u>2,737,146</u> | <u>501,644</u> |
| | | 4,591,014 | 2,355,512 |
| Surplus on Revaluation of Fixed Assets | 5 | 784,424 | 1,895,736 |
| Redeemable Capital | 6 | 1,400,000 | 1,133,333 |
| Long-Term Loans | 7 | - | - |
| Deferred Liability | 8 | 78,895 | 66,173 |
| Current Liabilities and Provisions | | | |
| Current portions of: | | | |
| Redeemable capital | 6 | 933,333 | 50,000 |
| Long-term loans | 7 | 2,042,250 | 3,664,854 |
| Short-term financing | 9 | 341,641 | 598,993 |
| Creditors, accrued and other liabilities | 10 | 3,303,012 | 3,354,023 |
| Dividend payable | | - | 277,605 |
| Proposed dividend | | 312,305 | - |
| | | 6,932,541 | 7,945,475 |
| Contingencies and Commitments | 11 | | |
| | | <u>13,786,874</u> | <u>13,396,229</u> |




BALANCE SHEET AS AT 31 DECEMBER 2002

Amounts in Rs '000

| | Note | 2002 | 2001 |
|---|------|-------------------|-------------------|
| Tangible Fixed Assets | | | |
| Operating assets | 12 | 5,426,965 | 5,642,641 |
| Capital work-in-progress | 13 | 315,816 | 302,841 |
| | | 5,742,781 | 5,945,482 |
| Deferred Tax Asset - net | 14 | 775,096 | - |
| Investments | 15 | 2,327,460 | 813,253 |
| Long-Term Loans and Advances | 16 | 301,154 | 1,910,436 |
| Long-Term Deposits and Prepayments | 17 | 21,683 | 16,071 |
| Current Assets | | | |
| Stores and spares | 18 | 646,641 | 546,873 |
| Stock-in-trade | 19 | 1,743,822 | 2,014,895 |
| Trade debts | 20 | 672,384 | 604,686 |
| Loans and advances | 21 | 294,494 | 72,590 |
| Trade deposits and short-term prepayments | 22 | 125,572 | 190,070 |
| Other receivables | 23 | 311,092 | 409,071 |
| Taxation recoverable | | 257,242 | 291,754 |
| Cash and bank balances | 24 | 567,453 | 581,048 |
| | | 4,618,700 | 4,710,987 |
| | | 13,786,874 | 13,396,229 |

The annexed notes 1 to 42 form an integral part of these accounts.


M J Jaffer
 Chairman / Director


Azhar A Malik
 Chief Executive


Feroz Rizvi
 Chief Financial Officer

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|--------------------|-----------|
| Cash Flows from Operating Activities | | |
| Profit before taxation | 723,094 | 619,777 |
| Adjustments for: | | |
| Depreciation | 630,760 | 620,342 |
| Loss / (gain) on disposal of fixed assets | 659 | (308) |
| Provision for long service bonus scheme | - | 73,980 |
| Provision for non-management staff gratuity and pensioners' medical scheme | 20,135 | 13,895 |
| Net book value of fixed assets donated | - | 130 |
| Return on subordinated loans due from Associate and placements | (211,386) | (273,214) |
| Interest / mark-up expense | 591,332 | 892,654 |
| | 1,754,594 | 1,947,256 |
| Movement in: | | |
| Working capital | (39,040) | 215,369 |
| Long-term loans and advances | 109,282 | (13,556) |
| Long-term deposits and prepayments | (5,612) | (6,715) |
| Cash generated from operations | 1,819,224 | 2,142,354 |
| Payments for: | | |
| Non-management staff gratuity and pensioners' medical scheme | (7,413) | (1,185) |
| Long service bonus scheme | - | (210,069) |
| Interest / mark-up | (758,091) | (750,424) |
| Taxation | (27,184) | (199,892) |
| Net cash generated from operating activities | 1,026,536 | 980,784 |
| Cash Flows from Investing Activities | | |
| Long-term investments | (1,514,207) | (10,212) |
| Payments for capital expenditure | (499,951) | (846,725) |
| Proceeds from disposal of fixed assets | 20,798 | 3,968 |
| Profit / mark-up received | 460,811 | 64,007 |
| Repayment of loan by Associate | 1,500,000 | - |
| Net cash used in investing activities | (32,549) | (788,962) |

CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|----------------|----------------|
| Cash Flows from Financing Activities | | |
| Long-term borrowings less repayments | (472,604) | (394,752) |
| Short-term borrowings less repayments | (215,500) | 465,500 |
| Dividend paid | (277,626) | (96) |
| Net cash (used in) / generated from financing activities | (965,730) | 70,652 |
| Net increase in cash and cash equivalents | 28,257 | 262,474 |
| Cash and cash equivalents at 1 January | 447,555 | 185,081 |
| Cash and cash equivalents at 31 December | 475,812 | 447,555 |
| Movement in Working Capital | | |
| <i>(Increase) / decrease in current assets</i> | | |
| Stores and spares | (99,768) | (50,934) |
| Stock-in-trade | 271,073 | (436,250) |
| Trade debts | (67,698) | (186,679) |
| Loans and advances | (221,903) | (2,644) |
| Trade deposits and short-term prepayments | 64,498 | (36,001) |
| Other receivables | (151,446) | (44,855) |
| | (205,244) | (757,363) |
| Increase in current liabilities | | |
| Creditors, accrued and other liabilities | 166,204 | 972,732 |
| | (39,040) | 215,369 |
| Cash and cash equivalents at 31 December comprise of: | | |
| Cash and bank balances | 567,453 | 581,048 |
| Running finances utilised under mark-up arrangements | (91,641) | (133,493) |
| | 475,812 | 447,555 |

The annexed notes 1 to 42 form an integral part of these accounts.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer




STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | Issued, subscribed and paid-up capital | Capital reserves | Unappropriated profit | Total |
|--|---|---------------------|--------------------------|------------------|
| Balance as on 1 January 2001 | 1,261,839 | 1,488 | 212,631 | 1,475,958 |
| Net profit for the year ended 31 December 2001 | - | - | 566,618 | 566,618 |
| Issue of share capital pursuant to the Scheme | 126,184 | - | - | 126,184 |
| Share premium | - | 464,357 | - | 464,357 |
| Interim dividend | - | - | (277,605) | (277,605) |
| Balance as on 31 December 2001 | 1,388,023 | 465,845 | 501,644 | 2,355,512 |
| Net profit for the year ended 31 December 2002 | - | - | 1,854,732 | 1,854,732 |
| Transfer from surplus on revaluation of fixed assets: | | | | |
| - prior years | - | - | 588,914 | 588,914 |
| - current year - net of tax | - | - | 104,161 | 104,161 |
| | - | - | 693,075 | 693,075 |
| Proposed final dividend | - | - | (312,305) | (312,305) |
| Balance as on 31 December 2002 | 1,388,023 | 465,845 | 2,737,146 | 4,591,014 |

The annexed notes 1 to 42 form an integral part of these accounts.


M J Jaffer
 Chairman / Director


Azhar A Malik
 Chief Executive


Feroz Rizvi
 Chief Financial Officer

1. Status and Nature of Business

- 1.1 ICI Pakistan Limited ("the Company") is incorporated in Pakistan and is listed on Karachi, Lahore and Islamabad Stock Exchanges. The Company is engaged in the manufacture of polyester staple fibre, POY chips, soda ash, paints, specialty chemicals, sodium bicarbonate and polyurethanes; formulation of agrochemicals; marketing of seeds, toll manufactured and imported pharmaceuticals and animal health products; and merchandising of general chemicals. It also acts as an indenting agent.
- 1.2 With effect from 1 October 2000 the Pure Terephthalic Acid (PTA) Business of the Company was demerged under a Scheme of Arrangement ("the Scheme") dated 12 December 2000 approved by the shareholders and sanctioned by the High Court of Sindh.

2. Summary of Significant Accounting Policies

2.1 Statement of compliance

These accounts have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of the 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 differ with the requirements of these standards, the requirements of the Companies Ordinance, 1984 or the requirements of the said directives take precedence.

2.2 Accounting convention

These accounts have been prepared under the historical cost convention, except that certain fixed assets have been included at revalued amounts and certain exchange elements referred to in notes 2.7 and 2.12 have been incorporated in the cost of the relevant assets.

2.3 Staff retirement benefits

The Company's retirement benefit plans comprise of provident funds, pension and gratuity schemes and a medical scheme for pensioners. There are two registered provident funds. These are defined contribution schemes providing lump sum benefits. All other schemes are defined benefit schemes.

The pension and gratuity schemes are salary schemes providing pension and lump sums, respectively. Pension and gratuity schemes for management staff are invested through two approved trust funds. The Company contributes to both funds on the basis of actuarial recommendations. The gratuity scheme for non-management staff and the pensioners' medical scheme are unfunded.

An actuarial valuation of all defined benefit schemes is conducted at the end of every year. The valuation uses the Projected Unit Credit method. Actuarial (unrecognised) gains and losses are amortised over the expected average remaining working lives of employees. Transitional liability is being amortised over a period of five years.

2.4 Provisions

A provision is recognised in the balance sheet when the Company has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation.

2.5 Trade and other payables

Trade and other payables are stated at their cost.

2.6 Taxation

Current

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account available tax credits and rebates, if any, or one-half of one percent of turnover, whichever is higher.



Deferred

Deferred tax is provided using balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using the current rates of taxation.

During the year the Company has changed its accounting policy in respect of deferred tax to comply with the requirements of International Accounting Standard: IAS – 12 “Income Taxes” which became applicable during the current year. As required by this IAS, the Company recognises a deferred tax asset to the extent that it is probable that taxable profits for the foreseeable future will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised. Further, the Company now also recognises deferred tax asset / liability on deficit / surplus on revaluation of fixed assets which is adjusted against the related deficit / surplus. The remaining deferred tax debit balance not recognised in the accounts (after adjusting for business losses disallowed by Tax Authorities) amounted to Rs 2,105.346 million (2001: Rs 3,017.468 million).

As a result of above changes in accounting policy profit after tax has increased by Rs 1,193.334 million.

The proforma information relating to the change in policy is given in note 31.2.

2.7 Tangible fixed assets and depreciation

Operating assets, except for freehold land, are stated at cost or revalued amounts less accumulated depreciation and impairment losses. Freehold land is stated at cost or revalued amount and capital work-in-progress is stated at cost. Cost of certain fixed assets comprises historical cost, exchange differences referred to in note 2.12, cost of exchange risk cover in respect of foreign currency loans obtained for the acquisition of fixed assets upto the commencement of commercial production and the cost of borrowings during construction period in respect of loans taken for specific projects.

Depreciation charge is based on the straight-line method whereby the cost or revalued amount of an asset is written off to profit and loss account over its estimated useful life without taking into account any residual value. The cost of leasehold land is amortised in equal instalments over the lease period. The net exchange differences relating to an asset at the end of each year are amortised in equal instalments over its remaining useful life. Depreciation on additions is charged from the month in which the asset is put to use and on disposals up to the month of disposal.

Incremental depreciation charged for the period on revalued assets is transferred from surplus on revaluation of fixed assets to retained earnings (unappropriated profit) during the current year.

Maintenance and normal repairs are charged to income as and when incurred; major renewals and improvements are capitalised and the assets so replaced, if any, are retired.

Gains and losses on disposal of assets are taken to the profit and loss account, and the related surplus on revaluation of fixed assets is transferred directly to retained earnings (unappropriated profits).

2.8 Investments

Investments in associated company, subsidiary and non-listed equity security classified as available for sale are stated at cost less provision for impairment.

2.9 Stores and spares

Stores and spares are valued at moving average cost. Items in transit are valued at cost comprising invoice values plus other charges incurred thereon.

2.10 Stock-in-trade

Raw and packing materials except for those in-transit are valued at lower of moving average cost and net realisable value.

Work-in-process is valued at material cost only. Conversion costs are not included as these are not significant.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Finished goods, with the exception of imported general chemicals, are valued at lower of average cost and net realisable value. Imported general chemicals are valued at lower of cost, as determined on a first-in-first-out basis, and net realisable value. All manufactured finished goods include prime cost and an appropriate portion of production overheads.

Items in-transit are valued at cost comprising invoice values plus other charges incurred thereon.

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

2.11 Trade debts and other receivables

Trade debts and other receivables are stated at cost less impairment losses.

2.12 Foreign currency translation

Transactions denominated in foreign currencies are translated to Pak Rupees at the foreign exchange rate ruling at the date of transaction. Assets and liabilities in foreign currencies are translated into Pak Rupees at the foreign exchange rates approximating those prevailing at the balance sheet date.

In respect of foreign currency loans obtained for the acquisition of fixed assets, the cost of exchange risk cover is capitalised in the relevant assets upto the date of commencement of commercial production whereas exchange differences on principal amount are included in the cost of the relevant assets over the period of these loans.

All other exchange differences are taken to the profit and loss account.

2.13 Revenue recognition

- n Sales are recorded on despatch of goods to customers.
- n Commission income is recognised on receipt of credit advice from suppliers.
- n Profit on short-term deposits is accounted for on time-apportioned basis on the principal outstanding and at the rate applicable.
- n Dividend income is recognised when the right to receive payment is established.

2.14 Segment reporting

A segment is a distinguishable component within a company that is engaged in providing products (business segment), or in providing products within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

3. Issued, Subscribed and Paid-up Capital

| 2002 | 2001 | | 2002 | 2001 |
|--------------------|--------------------|--|------------------|------------------|
| 125,840,190 | 125,840,190 | Ordinary shares of Rs 10 each fully paid in cash | 1,258,402 | 1,258,402 |
| 318,492 | 318,492 | Ordinary shares of Rs 10 each issued as fully paid for consideration other than cash | 3,185 | 3,185 |
| 25,227 | 25,227 | Ordinary shares of Rs 10 each issued as fully paid bonus shares | 252 | 252 |
| 12,618,391 | 12,618,391 | Ordinary shares issued pursuant to the Scheme as fully paid for consideration of investment in associate | 126,184 | 126,184 |
| 138,802,300 | 138,802,300 | | 1,388,023 | 1,388,023 |

3.1 ICI Omicron B.V., UK, which is a wholly owned subsidiary of Imperial Chemical Industries PLC, UK, held 105,229,125 (2001: 105,229,125) ordinary shares of Rs 10 each at 31 December 2002.

4. Capital Reserves

Share premium

| | 2002 | 2001 |
|--|---------|---------|
| 1 January | 465,259 | 902 |
| Issue of share capital during the year | - | 464,357 |
| 31 December | 465,259 | 465,259 |

Capital receipts

| | 2002 | 2001 |
|--|----------------|----------------|
| | 586 | 586 |
| | 465,845 | 465,845 |

4.1 Share premium includes the premium amounting to Rs 0.902 million received on shares issued for the Company's Polyester Plant installation in 1980 and share premium of Rs 464.357 million representing the difference between nominal value of Rs 10 per share of 12,618,391 ordinary shares issued by the Company and the market value of Rs 590.541 million of the 126,183,909 ordinary shares corresponding to 25% holding acquired in Pakistan PTA Limited, an associate, at the date of acquisition i.e. 2 November 2001 and the number of shares that have been issued has been determined in accordance with the Scheme in the ratio between market value of the shares of two companies based on the mean of the middle market quotation of the Karachi Stock Exchange over the ten trading days between 22 October 2001 to 2 November 2001.

4.2 Capital receipts represent the amount received from various ICI PLC group companies overseas for the purchase of fixed assets. The remitting companies have no claim to their repayments.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|----------------|------------------|
| 5. Surplus on Revaluation of Fixed Assets | | |
| Balance as on 1 January | 1,895,736 | 1,895,736 |
| Less: Surplus relating to incremental depreciation charged on related assets in prior years transferred to retained earnings (unappropriated profit) | (588,914) | - |
| Related deferred tax liability on surplus on revaluation of fixed assets | (418,237) | - |
| | <u>888,585</u> | <u>1,895,736</u> |
| Less: Transfer to retained earnings (unappropriated profit) in respect of incremental depreciation charged during the year-net of deferred tax | (104,161) | - |
| Balance as on 31 December | <u>784,424</u> | <u>1,895,736</u> |

- 5.1** During the year, the Companies (Amendment) Ordinance, 2002 was promulgated which introduced certain amendments in the Companies Ordinance, 1984. One of these amendments, relates to section 235 of the Companies Ordinance, 1984 under which the surplus on revaluation of fixed assets can now be utilised to the extent of the incremental depreciation charged on these assets.

As a result of the amendment in law, the surplus on revaluation of fixed assets to the extent of the incremental depreciation charged for the year on the related assets is now transferred to retained earnings (unappropriated profit). In accordance with the above change in law, as clarified by the Securities and Exchange Commission of Pakistan, an amount equal to the incremental depreciation charged on these assets till 31 December 2001 has also been transferred from surplus on revaluation of fixed assets to retained earnings (unappropriated profit) in the current year.

Transfer of prior years' incremental depreciation to retained earnings (unappropriated profit) also includes an amount of Rs 311.660 million representing the difference between the amount of revaluation surplus relating to the specific classes of operating assets of the PTA Business and the actual amount of revaluation surplus allocated and transferred to Pakistan PTA Limited which was determined on the basis of 80:20 split of share capital, capital and revenue reserves, accumulated loss and revaluation surplus which had been sanctioned by the Court.

6. Redeemable Capital - Secured (Non-participatory)

This represents long-term finances utilised under mark-up arrangements availed from following financial institutions:

| | | | | | 2002 | 2001 |
|------------|---|----------------------------|-------------------------|--------------------------|------------------------|------------------|
| | Financier | Instalments payable | Repayment period | Rate of Mark-up % | Mark-up not due | |
| 6.1 | Habib Bank Limited | half-yearly | 2001-2003 | 13 | 14,009 | 383,333 |
| 6.2 | Habib Bank Limited | at maturity | 2002-2004 | 10.5 | 79,134 | 800,000 |
| 6.3 | Pakistan Kuwait Investment Co. (Pvt.) Limited | at maturity | 2002-2004 | 13 | 183,353 | - |
| | | | | | <u>2,333,333</u> | <u>1,183,333</u> |
| | Less: Current portion shown under current liabilities | | | | 933,333 | 50,000 |
| | | | | | <u>1,400,000</u> | <u>1,133,333</u> |



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

Long-term finances utilised under mark-up arrangements are secured as follows:

- 6.1** First pari passu hypothecation over plant, machinery, equipment and other moveables / fixed assets of the Soda Ash Business.
- 6.2** First pari passu hypothecation over plant and machinery of the Polyester Business.
- 6.3** First pari passu hypothecation over plant, machinery, equipment and other moveables / fixed assets of the Soda Ash Business (including Sodium Bicarbonate).

7. Long-Term Loans

| Lender | Instalments payable | Repayment period | Interest rate | 2002 | 2001 |
|---|---------------------|------------------|---|------------------|-----------|
| Secured Loan | | | | | |
| 7.1 Australia and New Zealand Banking Group Ltd USD Nil (2001: USD 0.929 million) | half-yearly | 1998-2002 | 1.5 % above 6 months LIBOR per annum | - | 55,854 |
| Unsecured Loan | | | | | |
| 7.2 Mortar Investments International Ltd - Associated company USD 35 million (2001: USD 60 million) | at maturity | 2003 | 1.0 % above 6 months LIBOR per annum | 2,042,250 | 3,609,000 |
| | | | | 2,042,250 | 3,664,854 |
| Less: Current portion shown under current liabilities | | | | | |
| Secured loan | | | | - | 55,854 |
| Unsecured loan | | | | 2,042,250 | 3,609,000 |
| | | | | 2,042,250 | 3,664,854 |
| | | | | - | - |
| 8. Deferred Liability | | | | | |
| Provisions for non-management staff gratuity and pensioners' medical schemes | | | | 78,895 | 66,173 |

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

8.1 Staff Retirement Benefits

The amounts recognised in the profit and loss account against defined benefit schemes are as follows:

| | Funded | Unfunded |
|---|---------------|-----------------|
| Current service cost | 45,335 | 4,508 |
| Interest cost | 117,953 | 11,661 |
| Expected return on plan assets | (112,642) | - |
| Past service cost | 38,739 | 4,180 |
| Recognition of actuarial (losses) / gains | (187) | 1,029 |
| Charge for the year | <u>89,198</u> | <u>21,378</u> |
| Year 2001 | <u>69,378</u> | <u>17,483</u> |

Movements in the net liability recognised in the balance sheet are as follows:

| | | |
|--|-----------------|-----------------|
| Opening balance | (18,150) | (66,468) |
| Charge for the year | (89,198) | (21,378) |
| Contributions / payments during the year | 64,486 | 8,598 |
| Closing balance | <u>(42,862)</u> | <u>(79,248)</u> |

The amounts recognised in the balance sheet are as follows:

| | | |
|---|-----------------|-----------------|
| Fair value of plan assets | 888,718 | - |
| Present value of defined benefit obligation | (1,039,640) | (92,895) |
| Deficit | (150,922) | (92,895) |
| Unrecognised transitional liability | 26,935 | 2,226 |
| Actuarial loss | 81,125 | 11,421 |
| Recognised liability | <u>(42,862)</u> | <u>(79,248)</u> |
| Year 2001 | <u>(18,150)</u> | <u>(66,468)</u> |

These figures are based on the latest actuarial valuation, as at 31 December 2002. The valuation uses the Projected Unit Credit method. Actuarial gains and losses are amortised over the expected future service of current members.

The discount rate was taken as 8 percent per annum. Salary inflation was assumed to average 6 percent per annum over the future working lives of current employees. Medical cost trend was assumed to average 3 percent per annum in the long term. Return on plan assets was assumed equal to the discount rate. Actual return on plan assets during 2002 was Rs 167 million (2001: Rs 158 million).

The Company contributed Rs 31.110 million (2001: Rs 31.997 million) to the provident fund during the year.



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|-----------------------|----------------|
| 9. Short-Term Financing | | |
| Running finances utilised under mark-up arrangements - note 9.1 | 91,641 | 133,493 |
| Term finances - note 9.2 | 250,000 | 465,500 |
| | <u>341,641</u> | <u>598,993</u> |

9.1 The facilities for running finance available from various banks amount to Rs 2,743 million (2001: Rs 1,294 million) and carry mark-up ranging from 7.6 to 17 percent per annum (2001: 13 to 17 percent per annum). The purchase prices are payable on various dates by 31 December 2003. The facilities are secured by hypothecation over stock-in-trade and book debts of the Company.

9.2 The facilities for term finance available from various banks amount to Rs 550 million (2001: Rs 465.5 million) and are repayable by 15 January 2003. The facilities from Faysal Bank Limited and Al-Meezan Investment Bank Limited are secured by way of floating charge over plant, machinery, equipment and other moveable / fixed assets of the Soda Ash Business while the rest are secured by hypothecation over stock-in-trade and book debts of the Company.

10. Creditors, Accrued and Other Liabilities

| | | |
|--|-------------------------|------------------|
| Trade creditors | 1,300,086 | 1,369,838 |
| Bills payable | 894,584 | 748,925 |
| Sales tax, excise and custom duties | 178,545 | 160,071 |
| Mark-up accrued on: | | |
| Redeemable capital | 40,426 | 12,636 |
| Short-term financing | 11,256 | 67,606 |
| Accrued interest /return on unsecured loan | 222,666 | 360,864 |
| Accrued expenses | 273,034 | 248,928 |
| Workers' profit participation fund - note 10.2 | 42,671 | 33,135 |
| Distributors' security deposits - payable on termination of distributorship - note 10.3 | 54,131 | 51,607 |
| Contractors' earnest / retention money | 18,778 | 15,417 |
| Advances from customers | 52,172 | 42,642 |
| Unclaimed dividends | 4,678 | 4,699 |
| Payable for capital expenditure | 11,952 | 62,388 |
| Payable for staff retirement benefit schemes | 42,720 | 18,150 |
| Others | 155,313 | 157,117 |
| | <u>3,303,012</u> | <u>3,354,023</u> |

10.1 The above balances include amounts due to associated undertakings amounting to Rs 356.360 million (2001: Rs 191.631 million).

10.2 Workers' profit participation fund

| | | |
|---|----------------------|---------------|
| Balance as on 1 January | 33,135 | 515 |
| Allocation for the year | 38,058 | 32,620 |
| | 71,193 | 33,135 |
| Interest on funds utilised in the Company's businesses at 15 percent per annum | 3,835 | - |
| | <u>75,028</u> | <u>33,135</u> |
| Less: | | |
| - Amount paid on behalf of the Fund | 3,169 | - |
| - Deposited with the Government of Pakistan | 29,188 | - |
| | 32,357 | - |
| Balance as on 31 December | <u>42,671</u> | <u>33,135</u> |

10.3 Interest on security deposits from certain distributors is payable at 10 percent per annum as specified in the agreements.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|----------------|---------------|
| 11. Contingencies and Commitments | | |
| 11.1 Claims against the Company not acknowledged as debts are as follows: | | |
| Local bodies | 31,228 | 22,525 |
| Tax authorities | 72,196 | 55,207 |
| Others | 45,381 | 1,457 |
| | <u>148,805</u> | <u>79,189</u> |
| 11.2 Guarantees given to a bank on behalf of ICI Pakistan PowerGen Limited for loan, running finances and other credit facilities amounting to Rs 140 million (2001: Rs 85.800 million). | | |
| 11.3 Guarantees issued by the Company in respect of financial and operational obligations of Pakistan PTA Limited pursuant to the Scheme amounting to Rs 12,485.556 million (2001 : Rs 16,725.727 million) against which Pakistan PTA Limited has issued counter guarantees to the Company. | | |
| 11.4 Commitments in respect of capital expenditure - Rs 22.342 million (2001: Rs 2.928 million). | | |
| 11.5 Faysal Management Services (Private) Limited has floated Fayzan Manufacturing Modaraba ("the Modaraba") which has recently commissioned a spinning and processing plant ("Manufacturing Facility") at a capital cost of Rs 1,356 million. The Manufacturing Facility is producing Polyester Staple Fibre from polymer provided by ICI Pakistan Limited under a Toll Manufacturing Agreement. This agreement is for a period of four and half years from the commencement of commercial production and is renewable with mutual consent. At the completion of the agreement term or on its termination, the Company will purchase the Manufacturing Facility from the Modaraba at a price approximating the fair value of the Manufacturing Facility, provided the Modaraba is able to deliver free and unencumbered title to the Manufacturing Facility. | | |
| The Toll Manufacturing Agreement provides for a fee to be paid by the Company to the Modaraba, which is based on the quantity of polymer processed by the Modaraba and includes a capacity fee of Rs 7.968 million per month for making the Manufacturing Facility available to the Company. | | |
| 11.6 Commitments for rentals under operating lease agreements in respect of vehicles and plant and machinery - Rs 109.183 million (2001: Rs 89.545 million) are as follows: | | |

| Year | Vehicles | Plant and machinery (Rupees '000) | Total |
|---|----------------|--------------------------------------|----------------|
| 2003 | 48,607 | 84 | 48,691 |
| 2004 | 33,797 | 21 | 33,818 |
| 2005 | 21,293 | - | 21,293 |
| 2006 | 5,381 | - | 5,381 |
| | <u>109,078</u> | <u>105</u> | <u>109,183</u> |
| Payable not later than one year | | | 48,691 |
| Payable later than one year but not later than five years | | | 60,492 |
| | | | <u>109,183</u> |

The above operating lease agreements are renewable for a further period of three years at the discretion of the Company.



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

12. Operating Assets

12.1 The following is a statement of operating assets:

| | Cost and revaluation at 1 January 2002 | Additions / (disposals) | Cost and revaluation at 31 December 2002 | Accumulated depreciation at 1 January 2002 | Charge for the year / (accumulated depreciation on disposals) | Accumulated depreciation at 31 December 2002 | Book value at 31 December 2002 | Depreciation rate on original cost and revaluation % |
|-----------------------------|--|-------------------------|--|--|---|--|--------------------------------|--|
| Freehold land | 49,706 | - | 49,706 | - | - | - | 49,706 | - |
| Leasehold land | 83,471 | - | 83,471 | 15,885 | 10,825 | 26,710 | 56,761 | 2 to 4 |
| Limebeds on freehold land | 61,686 | 25,020 | 86,706 | 17,965 | 3,368 | 21,333 | 65,373 | 3.33 to 7.5 |
| Buildings on freehold land | 598,305 | 12,475 | 610,780 | 373,109 | 37,942 | 411,051 | 199,729 | 5 to 10 |
| Buildings on leasehold land | 596,441 | 99,416 | 695,857 | 226,155 | 34,315 | 260,470 | 435,387 | 2.5 to 10 |
| Plant and machinery | 10,653,270 | 223,777 (1,093) | 10,875,954 | 5,913,026 | 502,208 (783) | 6,414,451 | 4,461,503 | 3.33 to 10 |
| Railway sidings | 297 | - | 297 | 297 | - | 297 | - | 3.33 |
| Rolling stock and vehicles | 116,497 | 15,853 (6,722) | 125,629 | 106,111 | 3,770 (2,332) | 107,549 | 18,080 | 10 to 25 |
| Furniture and equipment | 412,486 | 59,999 (40,204) | 432,281 | 276,970 | 38,332 (23,447) | 291,855 | 140,426 | 10 to 33.33 |
| 2002 | 12,572,159 | 436,540 (48,019) | 12,960,681 | 6,929,518 | 630,760 (26,562) | 7,533,716 | 5,426,965 | |
| 2001 | 11,761,480 | 835,543 (24,864) | 12,572,159 | 6,330,250 | 620,342 (21,074) | 6,929,518 | 5,642,641 | |

12.2 The above balances represent the value of operating assets subsequent to revaluation on 1 October 1959 and 30 September 2000, which had resulted in a surplus of Rs 14.207 million and Rs 1,569.869 million respectively. The incremental values of the assets revalued on 1 October 1959 and 30 September 2000 are being depreciated over the remaining useful lives of the assets at the date of revaluation.

12.3 Had there been no revaluation, the net book value of specific classes of operating assets would have amounted to:

| | Net Book Value | |
|----------------------------|------------------|------------------|
| | 2002 | 2001 |
| Freehold land | 20,929 | 20,929 |
| Leasehold land | 57 | 61 |
| Plant and machinery | 3,394,717 | 3,528,335 |
| Rolling stock and vehicles | 18,079 | 7,276 |
| Furniture and equipment | 140,421 | 140,146 |
| | 3,574,203 | 3,696,747 |

12.4 Additions to plant and machinery include exchange losses in the amount of Rs Nil (2001: Rs 8.404 million).

12.5 The depreciation charge for the year has been allocated as follows:

| | | |
|---|----------------|----------------|
| Cost of goods sold - note 26 | 598,556 | 584,912 |
| Administration and selling expenses - note 27 | 32,204 | 35,430 |
| | 630,760 | 620,342 |

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

12.6 Detail of assets disposed off during the year:

| | Cost | Accumulated depreciation | Net book value | Sale proceeds | Particulars of buyers |
|--|-------|--------------------------|----------------|---------------|---|
| Plant and Machinery | | | | | |
| Sold by tender | 557 | 274 | 283 | 30 | Integrated Managing Services Ltd., Lahore |
| Written down value not exceeding Rs 5,000 each | 167 | 142 | 25 | 20 | M. Ismail |
| | 368 | 368 | - | 123 | Various |
| | 1,092 | 784 | 308 | 173 | |
| Rolling stock and vehicles | | | | | |
| Sold by tender | 545 | - | 545 | 341 | Afflah Motors, Multan |
| | 551 | - | 551 | 365 | Arif Shah, Jall Abad |
| | 588 | - | 588 | 421 | Haji M Khalid, Multan |
| | 402 | - | 402 | 330 | Mian Brothers, Burewala |
| | 39 | - | 39 | 601 | Muhammad Imran, Karachi |
| | 887 | 72 | 815 | 1,000 | Nadeem-ul-Haq, Sargodha |
| | 31 | 12 | 19 | 596 | Naeem-ullah-Aslam Qiani, Islamabad |
| | 255 | 64 | 191 | 2,794 | Nazir Haji Usman, Karachi |
| | 115 | 7 | 108 | 823 | S N Enterprises, Karachi |
| | 154 | 74 | 80 | 1,511 | Shoaib Malik, Lahore |
| | 45 | - | 45 | 596 | Syed Arif Raza, Karachi |
| | 39 | - | 39 | 615 | MA Rashid (Ex-employee) |
| Sold by negotiations | 625 | 520 | 105 | 451 | Dr Asher |
| | 665 | 430 | 235 | 522 | Dr Khalid |
| | 678 | 71 | 607 | 654 | Dr Razzaq |
| Written down value not exceeding Rs 5,000 each | 536 | 535 | 1 | 328 | Various |
| | 6,155 | 1,785 | 4,370 | 11,948 | |
| Furniture and equipment | | | | | |
| Sold to employees - note 12.7 | 81 | 43 | 38 | 18 | Abdul Jabbar Athar |
| | 19 | 13 | 6 | 2 | Abdul Sattar Khan |
| | 44 | 14 | 30 | 17 | Afzal Mehmood |
| | 113 | 47 | 66 | 53 | Agha Shaheen |
| | 50 | 15 | 35 | 22 | Ahmed Mubeen Awan |
| | 124 | 69 | 55 | 76 | Ahmed Nadeem Jamal (Ex-employee) |
| | 226 | 69 | 157 | 58 | Ahmed Rashid Vine |
| | 28 | 14 | 14 | 2 | Ahsan A Qayoom |
| | 39 | 3 | 36 | 35 | Ali Aamir |
| | 436 | 72 | 364 | 54 | Ali Asrar Agha |
| | 64 | 26 | 38 | 17 | Amer Iqbal |
| | 167 | 26 | 141 | 128 | Dr Amir Jafri |
| | 56 | 36 | 20 | 8 | Amjad Latif |
| | 22 | 12 | 10 | 2 | Amos Nadeem (Ex-employee) |
| | 14 | 7 | 7 | 4 | Aqueel Mehmood |
| | 29 | 12 | 17 | 5 | Asadul Azeem |
| | 113 | 37 | 76 | 40 | Asghar Sheraz |
| | 63 | 26 | 37 | 19 | Asghar Zaidi |
| | 93 | 43 | 50 | 23 | Aurangzeb Khan Jadoon |
| | 26 | 8 | 18 | 15 | Avesha Chaudhry |
| | 22 | 4 | 18 | 15 | Bilal Khalid |
| | 25 | 11 | 14 | 3 | Bilal Masood |
| | 62 | 35 | 27 | 10 | Ch Mushtaq Ahmed |
| | 93 | 59 | 34 | 13 | Colonel Munir Ahmed |
| | 100 | 63 | 37 | 13 | Colonel Shaikh Masood |
| | 115 | 93 | 22 | 11 | Dr D N Farooqi |
| | 120 | 40 | 80 | 44 | Dr M Wasim Baig |
| | 58 | 42 | 16 | 14 | Dr Najma Nasreen Alvi |
| | 22 | 12 | 10 | 2 | Esar Ahmad Butt |
| | 119 | 41 | 31 | 49 | Faisal Farooq |
| | 24 | 6 | 18 | 18 | Faisal Saleem |
| | 13 | 6 | 7 | 3 | Farah Siddiq |
| | 120 | 40 | 80 | 43 | Farooq Ilyas Paracha |
| | 47 | 11 | 36 | 24 | Fatima Zuberi |
| | 122 | 33 | 89 | 67 | Fayyaz ul Moazam |
| | 286 | 124 | 162 | 194 | Feroz Rizvi |
| | 45 | 18 | 27 | 17 | Ghazala Ishrat |
| | 79 | 17 | 62 | 45 | Ghulam Farooq |
| | 176 | 64 | 112 | 44 | Hanif Shaikh |
| | 176 | 86 | 90 | 56 | Hassan N Ansari |
| | 77 | 28 | 49 | 41 | Ibrahim Arif |
| | 97 | 26 | 71 | 46 | Iftikhar Ahmed |
| | 296 | 187 | 109 | 41 | S Imran Agha |
| | 69 | 46 | 23 | 15 | Imran Ghani |
| | 52 | 8 | 44 | 37 | Imran Qureshi |
| | 41 | 10 | 31 | 19 | Iqleem Zahur |
| | 231 | 61 | 170 | 162 | Jehangir Bashir Nawaz |
| | 60 | 5 | 55 | 47 | Kehkashan Awan |
| | 127 | 34 | 93 | 67 | Khalid Mahmood |
| | 27 | - | 27 | 24 | Khalid Taqdees |
| | 138 | 43 | 95 | 85 | Khawaja Saqib Mahmood |
| | 88 | 42 | 46 | 30 | Khurram Qaweel Malik |
| | 62 | 37 | 25 | 16 | Liaquat Siddiq |
| | 21 | 9 | 12 | 2 | MA Rashid (Ex-employee) |
| | 124 | 36 | 88 | 57 | M Abdus Salam |
| | 73 | 25 | 48 | 28 | M Akbar Malik |
| | 69 | 48 | 21 | 12 | M Arif Qureshi |
| | 139 | 66 | 73 | 43 | M Asif Malik |
| | 38 | 8 | 30 | 22 | M Azher Zaman |
| | 88 | 52 | 36 | 13 | M Rafiq Sheikh |
| | 89 | 37 | 52 | 25 | M Taufeeq Cheema |
| | 60 | 26 | 34 | 14 | M Umar Mushtaq |
| | 24 | 17 | 7 | 5 | M Younas |
| | 47 | 12 | 35 | 27 | M Zafer Farid |
| | 59 | 25 | 34 | 11 | M Zahir Khan |
| | 299 | 100 | 199 | 161 | Malik M Akram |
| | 29 | 11 | 18 | 15 | Mansoor A Chaudhry (Ex-employee) |
| | 39 | 17 | 22 | 9 | Manzoor Ahmed |
| | 423 | 56 | 367 | 50 | Masood Ijaz Hussain |
| | 26 | 4 | 22 | 17 | Matin Amjad |
| | 199 | 49 | 150 | 174 | Mian Asad Rasheed |
| | 32 | 20 | 12 | 3 | Mohammad Akram |
| | 88 | 40 | 48 | 22 | Mohammad Bilal |
| | 453 | 91 | 362 | 316 | Mohammad Zahir |
| | 52 | 6 | 46 | 62 | Mohsin Ali |
| | 22 | 13 | 9 | 2 | Mohsin Usman |



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

| | Cost | Accumulated depreciation | Net book value | Sale proceeds | Particulars of buyers |
|--|---------------|--------------------------|----------------|---------------|---|
| | 131 | 50 | 81 | 40 | Moughisuddin Tariq |
| | 66 | 30 | 36 | 12 | Naeem Ahmed |
| | 85 | 53 | 32 | 10 | Naeem Taqi Jafri |
| | 59 | 6 | 53 | 63 | Nasir A Ahsan |
| | 182 | 42 | 140 | 118 | Naufil Mahmud |
| | 272 | 153 | 119 | 57 | Nausheen Ahmed |
| | 20 | 6 | 14 | 8 | Naveed H Gilani |
| | 468 | 288 | 180 | 33 | Pervaiz A Khan |
| | 120 | 90 | 30 | 17 | Pervaiz Rahim |
| | 42 | 18 | 24 | 7 | Raja Tariq Ashraf |
| | 13 | 6 | 7 | 3 | Ramza Niaz |
| | 130 | 118 | 12 | 125 | Rana Muhammad Irshad |
| | 35 | 20 | 15 | 3 | Rauf Ahmed Mirza |
| | 76 | 48 | 28 | 8 | Raza Azar |
| | 71 | 29 | 42 | 17 | Rizwan Afzal |
| | 58 | 31 | 27 | 11 | Rizwan Aziz Bhatti |
| | 26 | 13 | 13 | 2 | Rubab Lakhani |
| | 88 | 45 | 43 | 30 | S Fasihuddin Biyabani |
| | 196 | 55 | 141 | 127 | S M Irfan Aqueel |
| | 75 | 37 | 38 | 22 | S Raza Mehdi Zaidi |
| | 71 | 39 | 32 | 22 | S Sohail Raza Zaidi |
| | 26 | 6 | 20 | 18 | Saad Tariq Haroon |
| | 81 | 29 | 52 | 30 | Saboor Ahmed |
| | 129 | 43 | 86 | 47 | Saeed Altaf Hussain |
| | 59 | 21 | 38 | 23 | Saeed Iqbal |
| | 29 | 16 | 13 | 7 | Safdar Iqbal Qureshi |
| | 47 | 29 | 18 | 5 | Sajjad A Lodhi |
| | 22 | 11 | 11 | 2 | Sajjad Haider |
| | 165 | 92 | 73 | 43 | Salim Khan |
| | 50 | 18 | 32 | 20 | Salim Rafi |
| | 62 | 18 | 44 | 29 | Samie Cashmeri |
| | 34 | 18 | 16 | 10 | Saqain Ahmad |
| | 14 | 7 | 7 | 2 | Sarraz Riaz |
| | 38 | 19 | 19 | 5 | Sh Mohammad Rizwan |
| | 13 | 6 | 7 | 2 | Shagufra Mobashir |
| | 20 | 3 | 17 | 13 | Shahazad Asad Khan |
| | 49 | 7 | 42 | 35 | Shahid A Malik |
| | 28 | 14 | 14 | 2 | Shahid Abbas |
| | 185 | 85 | 100 | 71 | Shahid Paracha |
| | 63 | 23 | 40 | 31 | Shahid Sultan Butt |
| | 23 | 9 | 14 | 4 | Shaikh Noman Farid |
| | 130 | 73 | 57 | 26 | Shakeel Qazi |
| | 28 | 6 | 22 | 16 | Shamim Ahmed |
| | 71 | 44 | 27 | 19 | Shariq Sajifuddin |
| | 35 | 14 | 21 | 9 | Shaukat Hussain Jafri |
| | 33 | 21 | 12 | 6 | Sher Mohammad |
| | 612 | 204 | 408 | 162 | Suhail A Khan |
| | 28 | 12 | 16 | 3 | Suhail Ahmed |
| | 138 | 66 | 72 | 32 | Syed Iqbal Haider |
| | 86 | 30 | 56 | 35 | Syed Noor ul Ibad |
| | 28 | 7 | 21 | 8 | Tahir Majeed |
| | 20 | 3 | 17 | 15 | Tahir Munir |
| | 64 | 28 | 36 | 14 | Tanvir Iqbal Khan |
| | 32 | 15 | 17 | 3 | Tariq Mehmood |
| | 22 | 5 | 17 | 12 | Tariq Sajid Shaikh |
| | 21 | 4 | 17 | 12 | Tayyab Mukhtar |
| | 14 | 7 | 7 | 3 | Tehmina Mehfooz |
| | 76 | 44 | 32 | 21 | Touqir Husain |
| | 89 | 30 | 59 | 39 | Touseef H Naqvi |
| | 109 | 36 | 73 | 41 | Umar A Khan |
| | 564 | 204 | 360 | 156 | Waqar A Malik |
| | 93 | 22 | 71 | 59 | Waseem Khan |
| | 43 | 8 | 35 | 23 | Zeeshan T Khan |
| | 117 | 44 | 73 | 46 | Ziauddin Syed |
| | 21 | 4 | 17 | 13 | Zulfiqar Ahmed |
| Sold by negotiation | 20 | 4 | 16 | 16 | Abdul Ghaffar (Ex-employee) |
| | 59 | 27 | 32 | 26 | Adnan Ahmed (Ex-employee) |
| | 22 | 10 | 12 | 10 | Akram Rao (Ex-employee) |
| | 107 | 63 | 44 | 10 | Amjad Hussain Khan (Ex-employee) |
| | 268 | 75 | 193 | 145 | Asadullah Khan (Ex-employee) |
| | 86 | 36 | 50 | 42 | Attaulah Tahir Khan (Ex-employee) |
| | 185 | 77 | 108 | 47 | Bashir Makki (Ex-employee) |
| | 23 | 9 | 14 | 11 | Iqbal Ahmed Khan (Ex-employee) |
| | 1,162 | 494 | 668 | 426 | Jabir Shafiq Butt (Ex-Director) |
| | 297 | 198 | 99 | 65 | K B Osmany (Ex-employee) |
| | 15 | 3 | 12 | 7 | Mohammad Aziz Bhatti (Ex-employee) |
| | 3,212 | 1,762 | 1,450 | 405 | Munawar Hamid (Ex-Chairman) |
| | 191 | 55 | 136 | 79 | Nariman Siddiqui (Ex-employee) |
| | 62 | 21 | 41 | 42 | Nasir Zaman Khan (Ex-employee) |
| | 432 | 226 | 206 | 82 | Rashiq Sufi (Ex-Director) |
| | 15 | 5 | 10 | 6 | Sajid Hasnain (Ex-employee) |
| | 51 | 12 | 39 | 39 | Syed Amir Rehman (Ex-employee) |
| | 92 | 52 | 40 | 33 | Tassawar Hussain (Ex-employee) |
| | 27 | 9 | 18 | 5 | Allah Tawakal Traders, Lahore |
| | 174 | 37 | 137 | 27 | Cellular Marketing, Lahore |
| | 52 | 9 | 43 | 9 | Global Cellular Network, Karachi |
| Sold by tender | 991 | 689 | 302 | 336 | ABC Nilam Ghar, Karachi |
| | 1,370 | 1,300 | 70 | 275 | Ikram Ghori / Dilbar Hussain, Mandi Bahauddin |
| | 38 | 28 | 10 | 12 | Roomi Cotton Group, Lahore |
| Insurance claim | 317 | 216 | 101 | 249 | Claims settled by the Insurer |
| Written-off | 2,474 | 947 | 1,527 | - | |
| Written down value not exceeding Rs 5,000 each | 15,646 | 12,355 | 3,291 | 1,363 | Various |
| | 40,772 | 23,993 | 16,732 | 8,677 | |
| 2002 | 48,019 | 26,562 | 21,457 | 20,798 | |
| 2001 | 24,864 | 21,074 | 3,790 | 3,968 | |

12.7 Household furniture and equipment provided to certain members of management staff as per their entitlement were sold to those employees during the year. These assets were sold to employees as a result of a change in the Company's remuneration policy.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|---|------------------|
| 13. Capital Work-in-Progress | | |
| Designing, consultancy and engineering fee | 25,201 | 535 |
| Civil works and buildings | 29,426 | 46,569 |
| Plant and machinery | 176,962 | 173,697 |
| Miscellaneous equipment | 54,688 | 57,051 |
| Advances to suppliers / contractors | 29,539 | 24,989 |
| | <u>315,816</u> | <u>302,841</u> |
| 14. Deferred Tax Asset - net | | |
| Deductible / taxable temporary difference in respect of: | | |
| - Recognised tax losses | 1,784,518 | - |
| - Other deductible / taxable temporary differences - net | (1,009,422) | - |
| | <u>775,096</u> | <u>-</u> |
| 15. Investments | | |
| Quoted | | |
| <i>Associated Undertaking</i> | | |
| - Pakistan PTA Limited - note 15.1 | | |
| 378,551,727 ordinary shares (2001: 126,183,909) of Rs 10 each | 2,114,960 | 600,753 |
| Unquoted | | |
| <i>Subsidiary</i> | | |
| - ICI Pakistan PowerGen Limited (wholly owned) - note 15.2 | | |
| 2,100,000 ordinary shares (2001: 2,100,000) of Rs 100 each | 210,000 | 210,000 |
| Others | | |
| <i>Equity security available for sale</i> | | |
| - Arabian Sea Country Club Limited | 2,500 | 2,500 |
| | <u>2,327,460</u> | <u>813,253</u> |
| 15.1 | The market value as at 31 December 2002 and breakup value (including surplus on revaluation of fixed assets) of the Company's 25% investment in Pakistan PTA Limited based on its audited accounts for the year ended 31 December 2002 amounts to Rs 2,668.790 million (2001 : Rs 391.171 million) and Rs 3,843.940 million (2001 : Rs 1,955.598 million) respectively. | |
| 15.2 | The value of the Company's investment on the basis of net assets of the Subsidiary as disclosed in the audited accounts for the year ended 31 December 2002 amounted to Rs 189.347 million (2001: Rs 209.584 million). | |
| 16. Long-Term Loans and Advances - Considered Good | | |
| Due from Associate - Unsecured | | |
| - Subordinated loan - note 16.1 | - | 1,800,000 |
| - Long term loan - note 16.2 | 300,000 | - |
| Due from Directors, Executives and Employees - note 16.3 | 130,971 | 144,464 |
| | <u>430,971</u> | 1,944,464 |
| Less: Current portions shown under current assets | | |
| - Due from Associate - note 16.2 | 100,000 | - |
| - Due from Directors, Executives and Employees - note 16.3 | 29,817 | 34,028 |
| | <u>129,817</u> | 34,028 |
| | <u>301,154</u> | <u>1,910,436</u> |
| 16.1 | The loans have been settled to the extent of Rs 1,500 million and the balance amount has become un-subordinated during the year. | |
| 16.2 | The loan carries a rate of return of 10.5 percent per annum (2001: 14 percent per annum) and is receivable in six half-yearly instalments, starting from April 2003. | |



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

16.3 Due from Directors and Executives

| | Motor car | House building | 2002 Total | 2001 Total |
|----------------------------------|------------------|-----------------------|-----------------------|----------------|
| Due from: | | | | |
| - Director | - | - | - | - |
| - Executives | 75,156 | 29,547 | 104,703 | 117,392 |
| | <u>75,156</u> | <u>29,547</u> | 104,703 | 117,392 |
| Less: Receivable within one year | | | | |
| - Director | - | - | - | - |
| - Executives | 10,265 | 12,709 | 22,974 | 27,628 |
| | <u>10,265</u> | <u>12,709</u> | 22,974 | 27,628 |
| | <u>64,891</u> | <u>16,838</u> | 81,729 | 89,764 |
| Due from Employees | | | 26,268 | 27,072 |
| Less: Receivable within one year | | | 6,843 | 6,400 |
| | | | 19,425 | 20,672 |
| | | | 101,154 | 110,436 |
| Outstanding for period: | | | | |
| - less than three years | | | 70,910 | 81,777 |
| - more than three years | | | 30,244 | 28,659 |
| | | | 101,154 | 110,436 |

16.4 Loans for purchase of motor cars and house building assistance are repayable between two to ten years. These loans are granted to the employees of the Company in accordance with their terms of employment.

16.5 The maximum aggregate amount of long-term loans and advances due from the Directors and Executives at the end of any month during the year was Rs 0.098 million and Rs 124.514 million (2001: Rs Nil and Rs 119.163 million) respectively.

17. Long-Term Deposits and Prepayments

| | | |
|-------------|---------------|---------------|
| Deposits | 16,841 | 14,091 |
| Prepayments | 4,842 | 1,980 |
| | 21,683 | 16,071 |

18. Stores and Spares

| | | |
|--|----------------|----------------|
| Stores (include in-transit Rs 1.845 million; 2001: Rs 3.271 million) | 85,516 | 87,879 |
| Spares (include in-transit Rs 3.608 million; 2001: Rs 3.802 million) | 566,945 | 469,927 |
| Consumables | 39,469 | 23,142 |
| | 691,930 | 580,948 |
| Less: Provision for slow moving and obsolete items | 45,289 | 34,075 |
| | 646,641 | 546,873 |

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|-------------------------|-------------------------|
| 19. Stock-in-Trade | | |
| Raw and packing material (include in-transit Rs 125.120 million; 2001: Rs 95.923 million) | 746,564 | 996,976 |
| Work-in-process | 126,779 | 135,708 |
| Finished goods (include in-transit Rs 94.972 million; 2001: Rs 62.737 million) | 903,969 | 961,938 |
| | <u>1,777,312</u> | <u>2,094,622</u> |
| Less: Provision for slow moving and obsolete stock | 33,490 | 79,727 |
| | <u><u>1,743,822</u></u> | <u><u>2,014,895</u></u> |
| | | |
| 20. Trade Debts | | |
| Considered good | | |
| - Secured | 405,437 | 292,654 |
| - Unsecured | 338,111 | 362,331 |
| | <u>743,548</u> | <u>654,985</u> |
| Considered doubtful | 104,506 | 75,996 |
| | <u>848,054</u> | <u>730,981</u> |
| Less: Provision for: | | |
| - Doubtful debts | 104,506 | 75,996 |
| - Discounts payable | 71,164 | 50,299 |
| | <u>175,670</u> | <u>126,295</u> |
| | <u><u>672,384</u></u> | <u><u>604,686</u></u> |
| | | |
| 21. Loans and Advances | | |
| Considered good | | |
| Loans due from: | | |
| Executives | 22,974 | 27,628 |
| Employees | 6,843 | 6,400 |
| Associate | 100,000 | - |
| | <u>129,817</u> | <u>34,028</u> |
| Advances to: | | |
| Executives | 2,745 | 2,598 |
| Employees | 705 | 1,823 |
| Contractors and suppliers | 159,765 | 32,462 |
| Others | 1,462 | 1,679 |
| | <u>164,677</u> | <u>38,562</u> |
| | <u>294,494</u> | <u>72,590</u> |
| Considered doubtful | 2,404 | 2,404 |
| | <u>296,898</u> | <u>74,994</u> |
| Less: Provision for doubtful loans and advances | 2,404 | 2,404 |
| | <u><u>294,494</u></u> | <u><u>72,590</u></u> |

21.1 The maximum aggregate amount of advances due from the Directors and Executives at the end of any month during the year was Rs 0.1 million and Rs 4.752 million (2001: Rs Nil and Rs 5.870 million) respectively.



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|----------------|----------------|
| 22. Trade Deposits and Short-Term Prepayments | | |
| Trade deposits | 14,554 | 5,270 |
| Short-term prepayments | 76,999 | 67,232 |
| Balances with statutory authorities | 34,019 | 117,568 |
| | <u>125,572</u> | <u>190,070</u> |

23. Other Receivables

Considered good

| | | |
|---|----------------|----------------|
| Excise duty, sales tax and octroi refunds due | 116,961 | 23,672 |
| Due from Associate | 42,384 | 32,112 |
| Insurance claims | 25,694 | 8,040 |
| Commission receivable | 22,651 | 26,314 |
| Accrued return on loans due from Associate | - | 249,425 |
| Others | 103,402 | 69,508 |
| | <u>311,092</u> | <u>409,071</u> |

Considered doubtful

| | | |
|--|----------------|----------------|
| | 6,906 | 8,210 |
| | <u>317,998</u> | <u>417,281</u> |
| Less: Provision for doubtful receivables | 6,906 | 8,210 |
| | <u>311,092</u> | <u>409,071</u> |

23.1 The maximum aggregate amount due from Associate at the end of any month during the year was Rs 42.384 million (2001: Rs 281.537 million).

24. Cash and Bank Balances

| | | |
|------------------|----------------|----------------|
| Deposit accounts | 75,000 | - |
| Current accounts | 438,631 | 516,582 |
| In hand | | |
| Cheques | 41,185 | 54,803 |
| Cash | 12,637 | 9,663 |
| | <u>567,453</u> | <u>581,048</u> |

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

25. Operating Results

| | Polyester | | Soda Ash | | Paints | | Others | | Company 2002 | Company 2001 |
|--|------------------|------------------|------------------|------------------|----------------|----------------|------------------|------------------|-------------------|-------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | | |
| Sales | | | | | | | | | | |
| Inter-segment | - | - | - | - | - | - | 266,714 | 332,265 | - | - |
| Others | 6,923,092 | 5,252,520 | 3,256,980 | 3,336,188 | 2,478,176 | 2,199,753 | 2,374,682 | 1,981,856 | 15,032,930 | 12,770,317 |
| | 6,923,092 | 5,252,520 | 3,256,980 | 3,336,188 | 2,478,176 | 2,199,753 | 2,641,396 | 2,314,121 | 15,032,930 | 12,770,317 |
| Commission income | - | - | - | - | - | - | 40,883 | 45,114 | 40,883 | 45,114 |
| Turnover | 6,923,092 | 5,252,520 | 3,256,980 | 3,336,188 | 2,478,176 | 2,199,753 | 2,682,279 | 2,359,235 | 15,073,813 | 12,815,431 |
| Sales tax | 1,121,812 | 794,083 | 548,086 | 504,910 | 354,545 | 303,509 | 252,476 | 211,544 | 2,276,919 | 1,814,046 |
| Commission and discounts to distributors and customers | 41,088 | 13,000 | 104,551 | 74,436 | 243,611 | 175,151 | 188,707 | 169,225 | 577,957 | 431,812 |
| | 1,162,900 | 807,083 | 652,637 | 579,346 | 598,156 | 478,660 | 441,183 | 380,769 | 2,854,876 | 2,245,858 |
| Net sales and commission income | 5,760,192 | 4,445,437 | 2,604,343 | 2,756,842 | 1,880,020 | 1,721,093 | 2,241,096 | 1,978,466 | 12,218,937 | 10,569,573 |
| Cost of goods sold 26 | 5,530,488 | 4,003,373 | 1,722,415 | 1,827,945 | 1,278,862 | 1,220,392 | 1,626,791 | 1,384,724 | 9,891,842 | 8,104,169 |
| Gross profit / (loss) | 229,704 | 442,064 | 881,928 | 928,897 | 601,158 | 500,701 | 614,305 | 593,742 | 2,327,095 | 2,465,404 |
| Administration and selling expenses 27 | 158,181 | 106,468 | 327,477 | 285,706 | 303,981 | 260,150 | 460,342 | 414,218 | 1,249,981 | 1,066,542 |
| Operating profit | 71,523 | 335,596 | 554,451 | 643,191 | 297,177 | 240,551 | 153,963 | 179,524 | 1,077,114 | 1,398,862 |
| 25.1 Segment assets | 4,377,151 | 4,987,917 | 3,875,155 | 4,693,636 | 617,420 | 808,822 | 1,557,350 | 1,551,422 | 10,427,076 | 12,041,797 |
| 25.2 Unallocated assets | - | - | - | - | - | - | - | - | 3,359,798 | 1,354,432 |
| | | | | | | | | | 13,786,874 | 13,396,229 |
| 25.3 Segment liabilities | 1,899,387 | 1,954,550 | 665,275 | 804,499 | 263,598 | 256,574 | 627,518 | 625,368 | 3,455,778 | 3,640,991 |
| 25.4 Unallocated liabilities | - | - | - | - | - | - | - | - | 4,955,658 | 5,503,990 |
| | | | | | | | | | 8,411,436 | 9,144,981 |
| 25.5 Non-cash items (excluding depreciation) | 4,937 | 29,203 | 10,399 | 30,371 | 1,696 | 13,825 | 3,103 | 14,477 | 20,135 | 87,876 |
| 25.6 Capital expenditure | 104,254 | 183,184 | 263,706 | 656,487 | 36,173 | 25,062 | 45,382 | 31,497 | 449,515 | 896,230 |

25.7 Inter-segment sales

Inter-segment sales have been eliminated from the total.

25.8 Inter-segment pricing

Transactions among the business segments are recorded at fair value.



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

26. Cost of Goods Sold

| | Polyester | | Soda Ash | | Paints | | Others | | Company | Company |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 |
| Raw and packing materials consumed | | | | | | | | | | |
| Opening stock | 620,026 | 454,906 | 51,887 | 47,894 | 123,234 | 98,601 | 165,812 | 169,733 | 960,959 | 771,134 |
| Purchases | | | | | | | | | | |
| Inter-segment | - | - | - | - | 266,714 | 332,265 | - | - | - | - |
| Others | 3,971,545 | 3,217,313 | 440,934 | 418,770 | 676,862 | 646,253 | 545,082 | 656,630 | 5,634,423 | 4,938,966 |
| | <u>3,971,545</u> | <u>3,217,313</u> | <u>440,934</u> | <u>418,770</u> | <u>943,576</u> | <u>978,518</u> | <u>545,082</u> | <u>656,630</u> | <u>5,634,423</u> | <u>4,938,966</u> |
| | 4,591,571 | 3,672,219 | 492,821 | 466,664 | 1,066,810 | 1,077,119 | 710,894 | 826,363 | 6,595,382 | 5,710,100 |
| Closing stock | (429,957) | (620,026) | (50,405) | (51,887) | (111,018) | (123,234) | (135,590) | (165,812) | (726,970) | (960,959) |
| | <u>4,161,614</u> | <u>3,052,193</u> | <u>442,416</u> | <u>414,777</u> | <u>955,792</u> | <u>953,885</u> | <u>575,304</u> | <u>660,551</u> | <u>5,868,412</u> | <u>4,749,141</u> |
| Salaries, wages and benefits | 178,313 | 164,961 | 254,921 | 259,273 | 55,712 | 46,407 | 30,929 | 30,120 | 519,875 | 500,761 |
| Stores and spares consumed | 46,311 | 54,957 | 83,815 | 82,902 | 2,715 | 1,024 | 551 | 404 | 133,392 | 139,287 |
| Conversion fee paid to contract manufacturers | 296,578 | - | - | - | - | - | 68,684 | 58,484 | 365,262 | 58,484 |
| Oil, gas and electricity | 441,588 | 333,491 | 533,171 | 518,997 | 7,466 | 7,442 | 4,288 | 4,547 | 986,513 | 864,477 |
| Rent, rates and taxes | 910 | 783 | 502 | 471 | - | - | 81 | 93 | 1,493 | 1,347 |
| Insurance | 36,086 | 17,546 | 20,532 | 5,111 | 7,269 | 3,422 | 759 | 962 | 64,646 | 27,041 |
| Repairs and maintenance | 4,700 | 4,169 | 6,954 | 5,691 | 6,530 | 5,681 | 1,654 | 2,142 | 19,838 | 17,683 |
| Depreciation - note 12.5 | 268,221 | 267,592 | 301,341 | 291,210 | 17,659 | 14,484 | 11,335 | 11,626 | 598,556 | 584,912 |
| Excise duty | - | - | - | - | 203,836 | 183,529 | 1,791 | 1,228 | 205,627 | 184,757 |
| Technical fees | - | - | - | - | 9,900 | 3,665 | - | - | 9,900 | 3,665 |
| General expenses | 46,752 | 41,301 | 26,332 | 30,211 | 9,269 | 8,383 | 7,372 | 9,113 | 89,725 | 89,008 |
| Opening stock of work-in-process | 122,662 | 165,599 | - | - | 12,248 | 8,790 | 798 | 1,154 | 135,708 | 175,543 |
| Closing stock of work-in-process | (110,813) | (122,662) | - | - | (15,194) | (12,248) | (772) | (798) | (126,779) | (135,708) |
| Cost of goods manufactured | 5,492,922 | 3,979,930 | 1,669,984 | 1,608,643 | 1,273,202 | 1,224,464 | 702,774 | 779,626 | 8,872,168 | 7,260,398 |
| Opening stock of finished goods | 429,719 | 123,448 | 111,149 | 131,772 | 58,807 | 54,735 | 318,553 | 322,013 | 918,228 | 631,968 |
| Finished goods purchased | - | 334,183 | 36,272 | 198,679 | - | - | 970,273 | 613,320 | 1,006,545 | 1,146,182 |
| | <u>5,922,641</u> | <u>4,437,561</u> | <u>1,817,405</u> | <u>1,939,094</u> | <u>1,332,009</u> | <u>1,279,199</u> | <u>1,991,600</u> | <u>1,714,959</u> | <u>10,796,941</u> | <u>9,038,548</u> |
| Closing stock of finished goods | (385,413) | (429,719) | (89,206) | (111,149) | (52,272) | (58,807) | (363,182) | (318,553) | (890,073) | (918,228) |
| Provision for obsolete stocks shown under administration and selling expenses | (5,000) | (2,729) | (5,784) | - | (875) | - | (1,627) | (11,682) | (13,286) | (14,411) |
| | <u>5,532,228</u> | <u>4,005,113</u> | <u>1,722,415</u> | <u>1,827,945</u> | <u>1,278,862</u> | <u>1,220,392</u> | <u>1,626,791</u> | <u>1,384,724</u> | <u>9,893,582</u> | <u>8,105,909</u> |
| Recovery from ICI Pakistan PowerGen Limited | (1,740) | (1,740) | - | - | - | - | - | - | (1,740) | (1,740) |
| | <u>5,530,488</u> | <u>4,003,373</u> | <u>1,722,415</u> | <u>1,827,945</u> | <u>1,278,862</u> | <u>1,220,392</u> | <u>1,626,791</u> | <u>1,384,724</u> | <u>9,891,842</u> | <u>8,104,169</u> |

26.1 Inter-segment purchases

Inter-segment purchases have been eliminated from the total.

26.2 Staff retirement benefits

Salaries, wages and benefits include Rs. 47.379 million (2001: Rs 32.883 million) in respect of staff retirement benefits.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

27. Administration and Selling Expenses

| | Polyester | | Soda Ash | | Paints | | Others | | Company 2002 | Company 2001 |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | | |
| Salaries and benefits | 74,610 | 64,782 | 115,634 | 106,418 | 133,125 | 119,587 | 258,172 | 254,731 | 581,541 | 545,518 |
| Repairs and maintenance | 2,734 | 2,261 | 4,191 | 3,446 | 3,582 | 3,565 | 6,439 | 5,670 | 16,946 | 14,942 |
| Advertising and sales promotion | 2,563 | 3,941 | 5,273 | 5,022 | 53,749 | 41,709 | 24,393 | 41,161 | 85,978 | 91,833 |
| Rent, rates and taxes | 2,254 | 802 | 5,033 | 1,522 | 5,631 | 5,359 | 10,483 | 7,044 | 23,401 | 14,727 |
| Insurance | - | 819 | 6,943 | 6,142 | 2,210 | 317 | 10,973 | 9,614 | 20,126 | 16,892 |
| Lighting, heating and cooling | 1,876 | 1,686 | 3,886 | 4,448 | 4,141 | 4,446 | 5,964 | 6,609 | 15,867 | 17,189 |
| Depreciation - note 12.5 | 2,477 | 2,943 | 6,772 | 8,436 | 8,045 | 7,188 | 14,910 | 16,863 | 32,204 | 35,430 |
| Outward freight and handling | 27,959 | 2,189 | 116,227 | 108,601 | 36,284 | 36,188 | 33,629 | 15,380 | 214,099 | 162,358 |
| Provision for doubtful debts | | | | | | | | | | |
| - trade | 2,500 | - | - | - | 6,500 | 320 | 33,000 | 3,390 | 42,000 | 3,710 |
| - others | - | - | - | - | - | - | 7,175 | 1,102 | 7,175 | 1,102 |
| Provision for obsolete stock | 5,000 | 2,729 | 5,784 | - | 875 | - | 1,627 | 11,682 | 13,286 | 14,411 |
| Travelling expenses | 9,980 | 6,924 | 9,401 | 5,714 | 16,009 | 11,895 | 48,462 | 40,510 | 83,852 | 65,043 |
| Postage, telegram, telephone and telex | 3,616 | 2,760 | 4,711 | 4,613 | 9,872 | 10,024 | 14,429 | 14,095 | 32,628 | 31,492 |
| General expenses | 22,852 | 14,872 | 43,622 | 31,344 | 23,958 | 19,552 | 70,712 | 55,304 | 161,144 | 121,072 |
| | <u>158,421</u> | <u>106,708</u> | <u>327,477</u> | <u>285,706</u> | <u>303,981</u> | <u>260,150</u> | <u>540,368</u> | <u>483,155</u> | <u>1,330,247</u> | <u>1,135,719</u> |
| Less: | | | | | | | | | | |
| Recovery from ICI Pakistan PowerGen Limited | 240 | 240 | - | - | - | - | - | - | 240 | 240 |
| Less: | | | | | | | | | | |
| Service charges from Pakistan PTA Limited | - | - | - | - | - | - | 80,026 | 68,937 | 80,026 | 68,937 |
| | <u>158,181</u> | <u>106,468</u> | <u>327,477</u> | <u>285,706</u> | <u>303,981</u> | <u>260,150</u> | <u>460,342</u> | <u>414,218</u> | <u>1,249,981</u> | <u>1,066,542</u> |

27.1 Staff retirement benefits

Salaries and benefits include Rs. 89.616 million (2001: Rs 64.123 million) in respect of staff retirement benefits.

27.2 Service charges from Associate

This represents amount charged by the Company for certain administrative services rendered by it to the Associate in accordance with the Service Level Agreement between the two companies.

| | 2002 | 2001 |
|---|----------------|----------------|
| Profit on short-term and call deposits | 827 | 1,214 |
| Return on loans due from Associate | 210,559 | 272,000 |
| Scrap sales | 22,137 | 19,563 |
| Gain on disposal of fixed assets | - | 308 |
| Insurance claims | 17,789 | - |
| Provisions and accruals no longer required written back | 319 | 242 |
| Exchange gain | 71,374 | - |
| Others | 6,246 | 23,243 |
| | <u>329,251</u> | <u>316,570</u> |



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|---|-------------------------|
| 29. Financial Charges | | |
| Mark-up on: | | |
| Short-term financing | 131,366 | 222,932 |
| Redeemable capital | 245,033 | 301,704 |
| Interest on: | | |
| Long-term loans | 155,823 | 285,848 |
| Workers' profit participation fund | 3,835 | - |
| Discounting charges on receivables | 84,590 | 82,170 |
| Exchange losses | - | 143,598 |
| Others | 10,475 | 13,721 |
| | <u>631,122</u> | <u>1,049,973</u> |
| 30. Other Charges | | |
| Auditors' remuneration - note 30.1 | 4,054 | 4,627 |
| Donations - note 30.2 | 9,378 | 8,435 |
| Workers' profit participation fund | 38,058 | 32,620 |
| Loss on disposal of fixed assets | 659 | - |
| | <u>52,149</u> | <u>45,682</u> |
| 30.1 Auditors' remuneration | | |
| Audit fee | 1,730 | 1,730 |
| Certifications including half yearly review and group reporting | 2,071 | 2,400 |
| Out-of-pocket expenses | 253 | 497 |
| | <u>4,054</u> | <u>4,627</u> |
| <p>Additionally the auditors' remuneration also includes an amount of Rs 2.430 million in respect of professional services rendered in connection with Information Risk Management Assurance Review of the SAP Implementation, which has been included in Capital work-in-progress.</p> | | |
| 30.2 | <p>Donations include Rs 8.899 million (2001: Rs 7.686 million) to ICI Pakistan Foundation. Mr Azhar A Malik, Chief Executive, Mr S Imran Agha and Mr Waqar A Malik, Directors of the Company, are amongst the Trustees of the Foundation.</p> | |
| 31. Taxation | | |
| Current - note 31.1 | 61,696 | 53,159 |
| Deferred - note 31.2 and 31.3 | (1,193,334) | - |
| | <u>(1,131,638)</u> | <u>53,159</u> |
| 31.1 | <p>In view of the available tax losses, provision for current year taxation represents minimum tax payable under section 113 of the Income Tax Ordinance, 2001 at the rate of one-half of one percent of turnover of the Company.</p> | |
| 31.2 | <p>As mentioned in note 2.6 the Company has changed its accounting policy for recording deferred tax assets. The cumulative effect of this change in policy under the allowed alternative treatment of International Accounting Standard - 8: Net Profit or Loss for the Period, Fundamental Errors and Change in Accounting Policies (IAS-8) has been adjusted in the accounts for the current year. As required by IAS - 8 the proforma information of profit and loss account and statement of changes in equity assuming the accounting policy had been applied retrospectively is given below:</p> | |

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|-------------------------|----------------|
| | (Restated) | |
| Proforma profit and loss account | | |
| Profit before taxation as reported | 723,094 | 619,777 |
| Taxation | | |
| - Current | (61,696) | (53,159) |
| - Deferred | (202,826) | (216,922) |
| | (264,522) | (270,081) |
| Profit after taxation as restated | <u>458,572</u> | <u>349,696</u> |
| Proforma statement of changes in equity - Unappropriated profit | | |
| Balance as on 1 January 2001 as previously reported | 212,631 | |
| Effect of change in accounting policy with respect to recognition of deferred tax asset | 1,613,082 | |
| Opening retained earnings as restated | <u>1,825,713</u> | |
| Net profit for the year ended 31 December 2001 as restated | 349,696 | |
| Interim dividend | (277,605) | |
| Balance as at 31 December 2001 | <u>1,897,804</u> | |
| Net profit for the year ended 31 December 2002 as restated | 458,572 | |
| Transfer from Surplus on revaluation of fixed assets | | |
| - Prior years | 588,914 | |
| - Current year - net of tax | 104,161 | |
| | 693,075 | |
| Proposed final dividend | (312,305) | |
| Balance as on 31 December 2002 | <u>2,737,146</u> | |

31.3 Includes deferred tax credited to profit and loss account amounting to Rs. 50.257 million on surplus on revaluation of fixed assets transferred to retained earnings (unappropriated profit) equivalent to incremental depreciation charged during the current year.

32. Earning per Share - Basic and Diluted

| | | |
|--|---------------------------|--------------------|
| Profit after taxation for the year | <u>1,854,732</u> | <u>566,618</u> |
| | Number of shares | |
| Average number of ordinary shares in issue during the year | <u>138,802,300</u> | <u>128,286,974</u> |
| | (Rupees) | |
| Earning per share | <u>13.36</u> | <u>4.42</u> |



NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

33. Remuneration of Directors and Executives

The aggregate amounts charged in the accounts for the remuneration, including all benefits, to the Chairman, Chief Executive, Directors and Executives of the Company were as follows:

| | Chairman | | Chief Executive | | Directors | | Executives | | Total | |
|----------------------------|------------|----------|-----------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 |
| Managerial remuneration | - | - | 7,281 | 10,179 | 8,411 | 12,275 | 297,523 | 307,887 | 313,215 | 330,341 |
| Retirement benefits | - | - | 2,249 | 2,922 | 2,907 | 3,491 | 94,577 | 92,122 | 99,733 | 98,535 |
| Group insurance | - | - | 27 | 22 | 107 | 67 | 4,207 | 1,443 | 4,341 | 1,532 |
| Rent and house maintenance | 349 | - | 5,514 | 1,540 | 1,070 | 3,260 | 95,059 | 96,544 | 101,992 | 101,344 |
| Utilities | 285 | - | 750 | 787 | 1,180 | 1,137 | 46,769 | 32,636 | 48,984 | 34,560 |
| Medical expenses | 55 | - | 168 | 33 | 137 | 793 | 17,378 | 15,387 | 17,738 | 16,213 |
| Leave passage | - | - | 228 | - | 68 | 174 | 561 | 483 | 857 | 657 |
| | 689 | - | 16,217 | 15,483 | 13,880 | 21,197 | 556,074 | 546,502 | 586,860 | 583,182 |
| Number of persons | 1 | - | 1 | 1 | 4 | 3 | 548 | 533 | 554 | 537 |

33.1 The comparative figures of Chief Executive represent aggregate amounts charged for the remuneration including all benefits to the Ex-Chairman and Chief Executive.

33.2 The Directors and certain Executives are provided with free use of Company cars in accordance with their entitlement. The Chief Executive is provided with Company owned and maintained furnished accommodation and free use of Company car.

33.3 Aggregate amount charged in the accounts for fee to three Directors was Rs 1.217 million (2001: three Directors Rs 3,500).

34. Transactions with Related Parties

The related parties comprise parent company (ICI Omicron B.V., UK), related group companies, local associated company, directors and executives. 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, amounts due from executives are shown under receivables and remuneration of directors and executives are disclosed in note 33. Other significant transactions with related parties are as follows:

| | 2002 | 2001 |
|--|------------------|-----------|
| Purchase of goods, material and services | 3,925,432 | 3,368,047 |
| Investment in Associate | 1,514,207 | - |
| Loans from group companies - net | 1,566,750 | 227,804 |
| Interest on loans from group companies | 138,198 | 278,885 |
| Provision of services and other receipts | 86,110 | 83,620 |
| Sale of fixed assets | - | 751 |
| Receipt of interest / return on loans to Associate | 459,983 | 272,000 |
| Repayment of loan by Associate | 1,500,000 | - |

Transactions with related parties are entered into and recorded at fair value.

NOTES TO THE ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

35. Plant Capacity and Annual Production

- in metric tonnes except Paints and Agrochemicals which are in thousands of litres:

| | 2002 | | 2001 | |
|---------------------------|----------------------------|------------|----------------------------|------------|
| | Annual Name Plate Capacity | Production | Annual Name Plate Capacity | Production |
| Polyester | 56,000 | 67,499 | 55,533 | 72,911 |
| Soda Ash - note 35.2 | 225,000 | 223,730 | 185,000 | 219,450 |
| Paints | - | 15,798 | - | 14,443 |
| Agrochemicals - note 35.3 | - | - | - | 493 |
| Chemicals | - | 5,979 | - | 6,283 |
| Sodium Bicarbonate | 10,000 | 13,049 | 10,000 | 11,543 |

35.1 The capacity of Paints, Agrochemicals and Chemicals is indeterminable because these are multi-product plants involving varying processes of manufacture.

35.2 Soda Ash was produced as per market demand.

35.3 During the year the Agrochemicals plant was mothballed pending restructure of the Agrochemical and seeds business.

36. Fair Value of Financial Assets and Liabilities

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

37. Interest / Mark-up Rate Risk Management

Interest / mark-up rate risk arises from the possibility that changes in interest / mark-up rates will affect the value of financial instruments. In respect of income earning financial assets and interest / mark-up bearing financial liabilities, the following table indicate their effective interest / mark-up rates at the balance sheet date and the periods in which they will re-price or mature:

| | Effective Mark-up rates % | Interest / mark-up bearing | | | Non-interest /mark-up bearing | Total |
|---|---------------------------|----------------------------|----------------------------|---------------------------|-------------------------------|--------------------|
| | | Maturity upto one year | Maturity one to five years | Maturity after five years | | |
| Financial Assets | | | | | | |
| Long term loans | 10.5 | 100,000 | 200,000 | - | 130,971 | 430,971 |
| Long term deposits | - | - | - | - | 16,841 | 16,841 |
| Trade debts | - | - | - | - | 672,384 | 672,384 |
| Trade deposits | - | - | - | - | 14,554 | 14,554 |
| Other receivables | - | - | - | - | 311,092 | 311,092 |
| Cash and bank balances | 3.85 | 75,000 | - | - | 492,453 | 567,453 |
| | | 175,000 | 200,000 | - | 1,638,295 | 2,013,295 |
| Financial Liabilities | | | | | | |
| Redeemable capital | 10.5 - 13 | 933,333 | 1,400,000 | - | - | 2,333,333 |
| Long-term loans | 1% above 6 months LIBOR | 2,042,250 | - | - | - | 2,042,250 |
| Short-term financing | 7.6 - 17 | 341,641 | - | - | - | 341,641 |
| Creditors, accrued and other liabilities | - | - | - | - | 3,303,012 | 3,303,012 |
| Proposed dividend | - | - | - | - | 312,305 | 312,305 |
| | | 3,317,224 | 1,400,000 | - | 3,615,317 | 8,332,541 |
| Net financial assets / (liabilities) | 2002 | (3,142,224) | (1,200,000) | - | (1,977,022) | (6,319,246) |
| Net financial assets / (liabilities) | 2001 | (4,365,454) | (1,051,556) | 1,828,659 | (1,629,118) | (5,217,469) |



Amounts in Rs '000

38. Credit and Concentration of Credit Risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter-parties failed completely to perform as contracted. The Company does not have significant exposure to any individual customer. To reduce exposure to credit risk the Company has developed a formal approval process whereby credit limits are applied to its customers. The management also continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery.

The sector wise analysis of receivables, comprising trade debts, deposits, advances to suppliers, loans excluding loans to associates and other receivables is given below:

| | 2002 | 2001 |
|-----------------|------------------|-----------|
| Public Sector | | |
| - Government | 160,286 | 158,095 |
| - Communication | 502 | 477 |
| - Oil and gas | 2,830 | 8,078 |
| - Health | 85 | 301 |
| - Others | 27,278 | 19,614 |
| | 190,981 | 186,565 |
| Private Sector | | |
| - Institutional | 11,875 | 33,997 |
| - Trade | 672,384 | 604,686 |
| - Others | 503,864 | 225,844 |
| | 1,188,123 | 864,527 |
| | 1,379,104 | 1,051,092 |

39. Foreign Exchange Risk Management

Foreign currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currencies. The Company is exposed to foreign currency risk on sales, purchases and borrowings that are entered in a currency other than Pak Rupees. The Company uses forward foreign exchange contracts to hedge its foreign currency risk, when considered appropriate.

40. Number of Employees

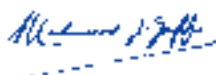
| | | |
|------------------------------------|--------------|-------|
| Number of employees at 31 December | 1,319 | 1,421 |
|------------------------------------|--------------|-------|

41. Date of Authorisation

These financial statements were authorised for issue in the Board of Directors meeting held on 27 February 2003.

42. General

Figures have been rounded off to the nearest thousand rupees.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer

PATTERN OF SHAREHOLDING AS AT 31 DECEMBER 2002

| No. of Shareholders | Categories | | | No. of Shares |
|---------------------|------------|-------------|----------------|--------------------|
| 7113 | From | 1 | To 100 | 280,176 |
| 7595 | From | 101 | To 500 | 1,768,382 |
| 2017 | From | 501 | To 1,000 | 1,431,667 |
| 2233 | From | 1,001 | To 5,000 | 4,532,394 |
| 275 | From | 5,001 | To 10,000 | 1,959,120 |
| 99 | From | 10,001 | To 15,000 | 1,223,509 |
| 46 | From | 15,001 | To 20,000 | 822,100 |
| 23 | From | 20,001 | To 25,000 | 520,355 |
| 20 | From | 25,001 | To 30,000 | 556,692 |
| 13 | From | 30,001 | To 35,000 | 431,292 |
| 8 | From | 35,001 | To 40,000 | 304,804 |
| 3 | From | 40,001 | To 45,000 | 130,780 |
| 7 | From | 45,001 | To 50,000 | 339,853 |
| 18 | From | 50,001 | To 55,000 | 970,113 |
| 6 | From | 55,001 | To 60,000 | 350,005 |
| 4 | From | 60,001 | To 65,000 | 248,749 |
| 2 | From | 65,001 | To 70,000 | 132,123 |
| 4 | From | 70,001 | To 75,000 | 292,578 |
| 5 | From | 75,001 | To 80,000 | 388,043 |
| 5 | From | 80,001 | To 85,000 | 414,062 |
| 2 | From | 85,001 | To 90,000 | 175,111 |
| 4 | From | 95,001 | To 100,000 | 395,878 |
| 2 | From | 100,001 | To 105,000 | 205,480 |
| 5 | From | 105,001 | To 110,000 | 540,968 |
| 1 | From | 110,001 | To 115,000 | 112,200 |
| 1 | From | 140,001 | To 145,000 | 141,000 |
| 1 | From | 145,001 | To 150,000 | 145,432 |
| 1 | From | 155,001 | To 160,000 | 159,203 |
| 2 | From | 170,001 | To 175,000 | 346,721 |
| 2 | From | 175,001 | To 180,000 | 358,273 |
| 2 | From | 180,001 | To 185,000 | 363,300 |
| 1 | From | 185,001 | To 190,000 | 187,000 |
| 1 | From | 190,001 | To 195,000 | 194,400 |
| 2 | From | 195,001 | To 200,000 | 398,000 |
| 1 | From | 205,001 | To 210,000 | 205,200 |
| 1 | From | 210,001 | To 215,000 | 211,676 |
| 1 | From | 225,001 | To 230,000 | 230,000 |
| 2 | From | 240,001 | To 245,000 | 480,800 |
| 1 | From | 245,001 | To 250,000 | 247,800 |
| 1 | From | 260,001 | To 265,000 | 263,000 |
| 2 | From | 315,001 | To 320,000 | 637,900 |
| 1 | From | 350,001 | To 355,000 | 352,200 |
| 1 | From | 355,001 | To 360,000 | 358,026 |
| 2 | From | 370,001 | To 375,000 | 748,112 |
| 1 | From | 380,001 | To 385,000 | 381,300 |
| 1 | From | 495,001 | To 500,000 | 499,610 |
| 1 | From | 545,001 | To 550,000 | 549,100 |
| 1 | From | 565,001 | To 570,000 | 569,498 |
| 1 | From | 795,001 | To 800,000 | 795,300 |
| 1 | From | 860,001 | To 865,000 | 864,276 |
| 1 | From | 910,001 | To 915,000 | 911,700 |
| 1 | From | 1,020,001 | To 1,025,000 | 1,020,500 |
| 1 | From | 1,105,001 | To 1,110,000 | 1,108,630 |
| 1 | From | 1,135,001 | To 1,140,000 | 1,137,384 |
| 1 | From | 1,180,001 | To 1,185,000 | 1,181,400 |
| 1 | From | 105,225,001 | To 105,230,000 | 105,229,125 |
| 19548 | | | | 138,802,300 |

| Categories of Shareholders | Number | Shares Held | Percentage |
|--------------------------------|---------------|--------------------|---------------|
| INDIVIDUALS | 13,830 | 6,052,377 | 4.35 |
| INVESTMENT COMPANIES | 35 | 32,572 | 0.02 |
| INSURANCE COMPANIES | 15 | 1,449,103 | 1.04 |
| JOINT STOCK COMPANIES | 48 | 198,503 | 0.15 |
| ASSOCIATED COMPANIES (a) | 1 | 105,229,125 | 75.81 |
| FINANCIAL INSTITUTIONS | 20 | 187,827 | 0.14 |
| MODARAB COMPANIES | 7 | 1,941 | 0.00 |
| OTHERS | 19 | 223,874 | 0.16 |
| FOREIGN FUNDS | 3 | 9,075 | 0.01 |
| CENTRAL DEPOSITORY COMPANY (b) | 5,570 | 25,417,903 | 18.32 |
| | 19,548 | 138,802,300 | 100.00 |



PATTERN OF SHAREHOLDING AS AT 31 DECEMBER 2002

(a) Represents the 75.81% shareholding of the ICI Omicron, UK a subsidiary of ICI Plc, UK

(b) CATEGORIES OF ACCOUNT HOLDERS AND SUB ACCOUNT HOLDERS AS PER CENTRAL DEPOSITORY REGISTER

| | | | |
|-------------------------------|--------------|-------------------|--------------|
| CHARITABLE TRUSTS | 3 | 9,604 | 0.01 |
| FINANCIAL INSTITUTIONS | 50 | 7,363,730 | 5.31 |
| INDIVIDUALS | 5,308 | 11,498,579 | 8.28 |
| INSURANCE COMPANIES | 12 | 563,205 | 0.41 |
| INVESTMENT COMPANIES | 8 | 199,053 | 0.14 |
| JOINT STOCK COMPANIES | 134 | 4,648,690 | 3.35 |
| LEASING COMPANIES | 9 | 235,730 | 0.17 |
| MODARABA MANAGEMENT COMPANIES | 3 | 62,505 | 0.04 |
| MODARABAS | 11 | 507,511 | 0.37 |
| OTHERS | 32 | 329,296 | 0.24 |
| | 5,570 | 25,417,903 | 18.32 |

ADDITIONAL INFORMATION

| Shareholder's Category | Number of Shareholders | Number of Shares Held |
|---|------------------------|-----------------------|
| Associated Companies (name wise details) | | |
| ICI Omicron B.V. | 1 | 105,229,125 |
| Pakistan PTA Limited | | NIL |
| ICI Pakistan PowerGen Limited | | NIL |
| NIT & ICP (name wise details) | | |
| Investment Corporation of Pakistan (ICP) | 1 | 22,584 |
| National Bank of Pakistan, Trustee Department (NIT) | 1 | 1,303,761 |
| Directors, CEO and their spouse and minor children (name wise details) | | |
| M J Jaffer | 1 | 21,325 |
| Azhar A Malik | 1 | 68 |
| S Imran Agha | 1 | 1,401 |
| Waqar A Malik | 1 | 01 |
| Khursheed Marker | 1 | 01 |
| M Nawaz Tiwana | 1 | 01 |
| Mrs Khatoon M. Jaffer W/o Mr. M J Jaffer | 1 | 15,989 |
| Mr Akbar Jaffer S/o Mr. M J Jaffer | 1 | 15,081 |
| Executives | 108 | 41,938 |
| Public sector companies & corporation | | |
| Banks, Development Finance Institutions, Non-Banking Finance Institutions, Insurance Companies, Modarabas & Mutual Funds | 139 | 8,143,944 |
| Shareholders holding 10% or more voting interest (name wise details) | | |
| ICI Omicron B.V. | 1 | 105,229,125 |
| Directors' shareholdings in Associated Companies | | |
| Pakistan PTA Limited | | |
| Azhar A Malik | 1 | 94 Shares |
| Steve Hamlett | 1 | 01 Share |
| ICI Pakistan PowerGen Limited | | |
| Azhar A Malik | 1 | 01 Share |
| S Imran Agha | 1 | 01 Share |
| Waqar A Malik | 1 | 01 Share |

COMPARISON OF RESULTS FOR 10 YEARS

| | 1993 | 1994 | 1995 | 1996 | 1997 | 1998 | |
|---|------------------|------------------|------------------|-------------------|-------------------|-----------|--------------|
| | | | | | | Continued | Discontinued |
| Net Assets | | | | | | | |
| Fixed Assets | 1,000,138 | 1,726,216 | 1,746,032 | 1,711,687 | 4,643,682 | | |
| Capital Work-in-Progress | 362,997 | 306,366 | 1,537,442 | 13,475,967 | 18,307,928 | | |
| Long-term Investments | 100,000 | 100,000 | 162,000 | 212,000 | 212,500 | | |
| Other Net Assets | 250,943 | 86,845 | 1,176,808 | 3,513,632 | (491,434) | | |
| Total Net Assets | 1,714,078 | 2,219,427 | 4,622,282 | 18,913,286 | 22,672,676 | | |
| Financed by | | | | | | | |
| Ordinary Share Capital | 579,889 | 579,889 | 1,851,560 | 7,870,976 | 7,886,494 | | |
| Reserves | 672,348 | 901,926 | 1,201,460 | 1,418,739 | 1,535,273 | | |
| Surplus on Revaluation of Fixed Assets | 14,207 | 14,207 | 14,207 | 14,207 | 14,207 | | |
| Shareholders' Equity | 1,266,444 | 1,496,022 | 3,067,227 | 9,303,922 | 9,435,974 | | |
| Long-term & Deferred Liabilities | 447,634 | 723,405 | 1,555,055 | 9,609,364 | 13,236,702 | | |
| Total Funds Invested | 1,714,078 | 2,219,427 | 4,622,282 | 18,913,286 | 22,672,676 | | |
| Turnover & Profits / (Loss) | | | | | | | |
| Turnover | 4,620,421 | 5,587,499 | 7,013,259 | 8,152,486 | 8,471,700 | 9,400,408 | 2,645,408 |
| Operating Profit/(Loss) | 748,119 | 936,639 | 1,017,978 | 975,477 | 719,999 | 887,619 | (1,867,659) |
| Profit/(Loss) before loan Interest & Taxation | 666,460 | 826,710 | 944,443 | 856,987 | 437,116 | 953,396 | (2,407,872) |
| Profit/(Loss) before Taxation | 639,519 | 808,651 | 888,020 | 814,457 | 223,047 | 680,092 | (3,149,236) |
| Taxation | (250,501) | (289,128) | (298,541) | (272,440) | (106,513) | (140,309) | 465,163 |
| Profit/(Loss) after Taxation | 389,018 | 519,523 | 589,479 | 542,017 | 116,534 | 539,783 | (2,684,073) |
| Dividend | 260,950 | 289,945 | 289,945 | 324,738 | | | |
| Transfer to General Reserve | 100,000 | 200,000 | 250,000 | 200,000 | | | |
| Profit/(Loss) after Taxation, dividend and General reserves | 28,068 | 29,578 | 49,534 | 17,279 | 116,534 | 539,783 | (2,684,073) |
| Earnings & Dividends per Rs 10 share | | | | | | | |
| Earnings before Tax, excluding Extraordinary Items | 12.87 | 13.94 | 11.21 | 3.46 | 0.28 | | |
| Dividends | 4.50 | 5.00 | 5.00 | 1.75 | | | |
| Profit Before Loan Interest & Taxation as a Percentage on Average Assets Employed excluding Capital Work-in-Progress (%) | | | | | | | |
| | 51 | 51 | 38 | 20 | 9 | 22 | (28) |



COMPARISON OF RESULTS FOR 10 YEARS

Amounts in Rs'000

| 1999 | | | 2000 | | | 2001 | 2002 | |
|-------------|------------|--------------|-------------|-------------|--------------|-------------|-------------|--------------------|
| Company | Continued | Discontinued | Company | Continued | Discontinued | Company | | |
| 28,038,754 | | | 26,820,703 | 5,431,230 | | 5,431,230 | 5,642,641 | 5,426,965 |
| 174,621 | | | 242,600 | 242,155 | | 242,155 | 302,841 | 315,816 |
| 212,500 | | | 212,500 | 212,500 | | 212,500 | 813,258 | 2,327,460 |
| (6,468,507) | | | (5,244,382) | (1,657,971) | | (1,657,971) | (1,307,981) | (1,215,908) |
| 21,957,368 | | | 22,031,421 | 4,227,914 | | 4,227,914 | 5,450,754 | 6,854,333 |
| 7,886,494 | | | 12,618,391 | 1,261,839 | | 1,261,839 | 1,388,023 | 1,388,023 |
| (609,017) | | | (4,419,252) | 214,119 | | 214,119 | 967,489 | 3,202,991 |
| 1,772,424 | | | 1,772,424 | 1,895,736 | | 1,895,736 | 1,895,736 | 784,424 |
| 9,049,901 | | | 9,971,563 | 3,371,694 | | 3,371,694 | 4,251,248 | 5,375,438 |
| 12,907,467 | | | 12,059,858 | 856,220 | | 856,220 | 1,199,506 | 1,478,895 |
| 21,957,368 | | | 22,031,421 | 4,227,914 | | 4,227,914 | 5,450,754 | 6,854,333 |
| 11,061,937 | 10,613,556 | 7,286,833 | 16,510,405 | 11,715,055 | 8,760,473 | 18,839,719 | 12,815,431 | 15,073,813 |
| (980,040) | 1,112,341 | (1,845,171) | (732,830) | 1,542,154 | (368,602) | 1,173,552 | 1,398,862 | 1,077,114 |
| (1,454,476) | 1,019,797 | (2,582,590) | (1,562,793) | 1,463,243 | (1,351,159) | 112,084 | 1,207,329 | 1,123,950 |
| (2,469,144) | 906,121 | (4,642,356) | (3,736,235) | 1,251,588 | (2,923,265) | (1,671,677) | 619,777 | 723,094 |
| 324,854 | (50,000) | (24,000) | (74,000) | (49,142) | (29,511) | (78,653) | (53,159) | 1,131,638 |
| (2,144,290) | 856,121 | (4,666,356) | (3,810,235) | 1,202,446 | (2,952,776) | (1,750,330) | 566,618 | 1,854,732 |
| | | | | | | | 277,605 | 312,305 |
| (2,144,290) | 856,121 | (4,666,356) | (3,810,235) | 1,202,446 | (2,952,776) | (1,750,330) | 289,013 | 2,235,502 |
| (3.13) | | | (4.12) | | | (1.17) | 4.83 | 5.21 |
| | | | | | | | 2.00 | 2.25 |
| (11) | 22 | (15) | (7) | 34 | | 1 | 30 | 26 |

AUDITORS' REPORT TO THE MEMBERS

We have examined the annexed consolidated financial statements comprising consolidated balance sheet of ICI Pakistan Limited (the Holding Company) and ICI Pakistan PowerGen Limited (the Subsidiary) as at 31 December 2002 and the related consolidated profit and loss account, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. We have also expressed separate opinions on the accounts of the Holding Company and the Subsidiary.

It is the responsibility of the Holding 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 consolidated financial statements based on our audit.

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

In our opinion the consolidated financial statements examined by us present fairly the financial position of the Holding Company and its Subsidiary as at 31 December 2002, and the results of their operations, their cash flows and changes in equity for the year then ended in accordance with approved accounting standards as applicable in Pakistan.

Date: 27 February 2003
Karachi



Taseer Hadi Khalid & Co.
Chartered Accountants

CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2002

Amounts in Rs '000

| | Note | 2002 | 2001 |
|---|------|-------------------|------------|
| Share Capital and Reserves | | | |
| Authorised capital 1,500,000,000 ordinary shares of Rs 10 each | | 15,000,000 | 15,000,000 |
| Issued, subscribed and paid-up capital | 4 | 1,388,023 | 1,388,023 |
| Capital reserves | 5 | 465,845 | 465,845 |
| Unappropriated profit | | 2,331,866 | 363,575 |
| | | 4,185,734 | 2,217,443 |
| Surplus on Revaluation of Fixed Assets | 6 | 784,424 | 1,895,736 |
| Redeemable Capital | 7 | 1,415,000 | 1,153,333 |
| Long-Term Loans | 8 | - | - |
| Deferred Liability | 9 | 79,248 | 66,468 |
| Current Liabilities and Provisions | | | |
| Current portions of: | | | |
| Redeemable capital | 7 | 968,333 | 50,000 |
| Long-term loans | 8 | 2,042,250 | 3,664,854 |
| Short-term financing | 10 | 356,250 | 599,573 |
| Creditors, accrued and other liabilities | 11 | 3,426,683 | 3,491,430 |
| Dividend payable | | - | 277,605 |
| Proposed dividend | | 312,305 | - |
| | | 7,105,821 | 8,083,462 |
| Contingencies and Commitments | 12 | | |
| | | 13,570,227 | 13,416,442 |

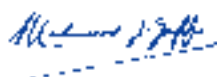


CONSOLIDATED BALANCE SHEET AS AT 31 DECEMBER 2002

Amounts in Rs '000

| | Note | 2002 | 2001 |
|---|------|-------------------|-------------------|
| Tangible Fixed Assets | | | |
| Operating assets | 13 | 5,630,236 | 5,851,617 |
| Capital work-in-progress | 14 | 348,784 | 306,478 |
| | | <u>5,979,020</u> | <u>6,158,095</u> |
| Deferred Tax Asset - net | 15 | 775,096 | - |
| Investments | 16 | 1,732,833 | 465,600 |
| Long-Term Loans and Advances | 17 | 301,418 | 1,910,878 |
| Long-Term Deposits and Prepayments | 18 | 21,683 | 16,071 |
| Current Assets | | | |
| Stores and spares | 19 | 672,467 | 573,733 |
| Stock-in-trade | 20 | 1,773,519 | 2,032,133 |
| Trade debts | 21 | 698,242 | 634,659 |
| Loans and advances | 22 | 302,203 | 81,657 |
| Trade deposits and short-term prepayments | 23 | 125,726 | 190,910 |
| Other receivables | 24 | 315,839 | 417,435 |
| Taxation recoverable | | 256,286 | 287,750 |
| Cash and bank balances | 25 | 615,895 | 647,521 |
| | | <u>4,760,177</u> | <u>4,865,798</u> |
| | | <u>13,570,227</u> | <u>13,416,442</u> |

The annexed notes 1 to 43 form an integral part of these accounts.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer

CONSOLIDATED PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2002

| | | Amounts in Rs '000 | |
|--|------|--------------------|--------------------|
| | Note | 2002 | 2001 |
| Turnover | 26 | 15,073,813 | 12,823,459 |
| Sales tax, commission and discounts | 26 | <u>(2,890,252)</u> | <u>(2,277,656)</u> |
| Net sales and commission income | | 12,183,561 | 10,545,803 |
| Cost of goods sold | 27 | <u>(9,856,787)</u> | <u>(8,103,053)</u> |
| Gross profit | | 2,326,774 | 2,442,750 |
| Administration and selling expenses | 28 | <u>(1,250,241)</u> | <u>(1,066,813)</u> |
| Operating profit | | 1,076,533 | 1,375,937 |
| Other income | 29 | <u>333,914</u> | <u>322,686</u> |
| | | 1,410,447 | 1,698,623 |
| Financial charges | 30 | <u>655,274</u> | <u>1,064,134</u> |
| Other charges | 31 | <u>52,317</u> | <u>45,835</u> |
| | | (707,591) | (1,109,969) |
| Share in post acquisition loss of associate before taxation | | <u>(616,816)</u> | <u>(135,003)</u> |
| Profit before taxation | | 86,040 | 453,651 |
| Taxation | 32 | <u>(1,114,017)</u> | <u>58,570</u> |
| Profit after taxation | | 1,200,057 | 395,081 |
| Unappropriated profit brought forward | | 363,575 | 246,099 |
| Share of surplus on revaluation of fixed assets transferred to retained earnings (accumulated loss) by the Associate | | <u>387,464</u> | <u>-</u> |
| Available for appropriation | | 1,951,096 | 641,180 |
| TRANSFERS AND APPROPRIATIONS: | | | |
| Transfer from surplus on revaluation of fixed assets | 6 | | |
| - prior years | | <u>588,914</u> | <u>-</u> |
| - current year - net of tax | | <u>104,161</u> | <u>-</u> |
| | | 693,075 | - |
| Appropriations: | | | |
| Interim dividend @ Rs Nil (2001: Rs 2.00) per share | | - | (277,605) |
| Proposed final dividend @ Rs 2.25 (2001: Rs Nil) per share | | <u>(312,305)</u> | <u>-</u> |
| Unappropriated profit carried forward | | <u>2,331,866</u> | <u>363,575</u> |
| | | (Rupees) | (Rupees) |
| Earning per share | 33 | <u>8.65</u> | <u>3.08</u> |

The annexed notes 1 to 43 form an integral part of these accounts.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer



CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|--------------------|-----------|
| Cash Flows from Operating Activities | | |
| Profit before taxation | 86,040 | 453,651 |
| Adjustments for: | | |
| Depreciation | 656,747 | 643,675 |
| Share in post acquisition loss of Associate | 616,816 | 135,003 |
| Loss / (gain) on disposal of fixed assets | 703 | (308) |
| Provision for long service bonus scheme | - | 73,980 |
| Provision for non-management staff gratuity and pensioners' medical scheme | 20,193 | 13,874 |
| Net book value of fixed assets donated | - | 130 |
| Return on subordinated loans due from Associate and placements | (211,641) | (278,373) |
| Interest / mark-up expense | 615,483 | 906,815 |
| | 1,784,341 | 1,948,447 |
| Movement in: | | |
| Working capital | (55,684) | 219,419 |
| Long-term loans and advances | 109,460 | (13,537) |
| Long-term deposits and prepayments | (5,612) | (6,715) |
| | 1,832,505 | 2,147,614 |
| Cash generated from operations | 1,832,505 | 2,147,614 |
| Payments for: | | |
| Non-management staff gratuity and pensioners' medical scheme | (7,413) | (1,185) |
| Long service bonus scheme | - | (210,069) |
| Interest / mark-up | (781,203) | (764,645) |
| Taxation | (30,232) | (200,528) |
| | 1,013,657 | 971,187 |
| Net cash generated from operating activities | 1,013,657 | 971,187 |
| Cash Flows from Investing Activities | | |
| Long-term investments | (1,514,207) | (10,212) |
| Payments for capital expenditure | (549,640) | (878,452) |
| Proceeds from disposal of fixed assets | 21,050 | 3,772 |
| Profit / mark-up received | 461,067 | 70,369 |
| Repayment of loan by Associate | 1,500,000 | - |
| Net cash used in investing activities | (81,730) | (814,523) |

CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|----------------|----------------|
| Cash Flows from Financing Activities | | |
| Long-term borrowings less repayments | (442,604) | (374,568) |
| Short-term borrowings less repayments | (215,500) | 465,500 |
| Dividend paid | (277,626) | (96) |
| Net cash (used in) / generated from financing activities | (935,730) | 90,836 |
| Net (decrease) / increase in cash and cash equivalents | (3,803) | 247,500 |
| Cash and cash equivalents at 1 January | 513,448 | 265,948 |
| Cash and cash equivalents at 31 December | 509,645 | 513,448 |
| Movement in Working Capital | | |
| (Increase) / decrease in current assets | | |
| Stores and spares | (98,734) | (52,567) |
| Stock-in-trade | 258,614 | (426,675) |
| Trade debts | (63,583) | (186,549) |
| Loans and advances | (220,545) | (6,747) |
| Trade deposits and short-term prepayments | 65,184 | (36,713) |
| Other receivables | (147,828) | (48,991) |
| | (206,892) | (758,242) |
| Increase in current liabilities | | |
| Creditors, accrued and other liabilities | 151,208 | 977,661 |
| | (55,684) | 219,419 |
| Cash and cash equivalents at 31 December comprise of: | | |
| Cash and bank balances | 615,895 | 647,521 |
| Running finances utilised under mark-up arrangements | (106,250) | (134,073) |
| | 509,645 | 513,448 |

The annexed notes 1 to 43 form an integral part of these accounts.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer



CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | Issued, subscribed and paid-up capital | Capital reserves | Unappropriated profit | Total |
|--|---|---------------------|--------------------------|------------------|
| Balance as on 1 January 2001 | 1,261,839 | 1,488 | 246,099 | 1,509,426 |
| Net profit for the year ended 31 December 2001 | - | - | 395,081 | 395,081 |
| Issue of share capital pursuant to the Scheme | 126,184 | - | - | 126,184 |
| Share premium | - | 464,357 | - | 464,357 |
| Interim dividend | - | - | (277,605) | (277,605) |
| Balance as on 31 December 2001 | 1,388,023 | 465,845 | 363,575 | 2,217,443 |
| Net profit for the year ended 31 December 2002 | - | - | 1,200,057 | 1,200,057 |
| Share of surplus on revaluation of fixed assets transferred to retained earnings (accumulated loss) by the Associate | - | - | 387,464 | 387,464 |
| Transfer from surplus on revaluation of fixed assets: | | | | |
| - prior years | - | - | 588,914 | 588,914 |
| - current year - net of tax | - | - | 104,161 | 104,161 |
| | - | - | 693,075 | 693,075 |
| Proposed final dividend | - | - | (312,305) | (312,305) |
| Balance as on 31 December 2002 | 1,388,023 | 465,845 | 2,331,866 | 4,185,734 |

The annexed notes 1 to 43 form an integral part of these accounts.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer

1. Status and Nature of Business

1.1 The Group consists of:

- n ICI Pakistan Limited; and
- n ICI Pakistan PowerGen Limited.

ICI Pakistan Limited ("the Company") is incorporated in Pakistan and is listed on Karachi, Lahore and Islamabad Stock Exchanges.

ICI Pakistan PowerGen Limited ("the Subsidiary") is incorporated in Pakistan as an unlisted public company and is a wholly owned subsidiary company of ICI Pakistan Limited.

The Company is engaged in the manufacture of polyester staple fibre, POY chips, soda ash, paints, specialty chemicals, sodium bicarbonate and polyurethanes; formulation of agrochemicals; marketing of seeds, toll manufactured and imported pharmaceuticals and animal health products; and merchandising of general chemicals. It also acts as an indenting agent.

The Subsidiary is engaged in generating, selling and supplying electricity to the Company.

1.2 With effect from 1 October 2000 the Pure Terephthalic Acid (PTA) Business of the Company was demerged under a Scheme of Arrangement ("the Scheme") dated 12 December 2000 approved by the shareholders and sanctioned by the High Court of Sindh.

2. Basis of Presentation

The consolidated financial statements include the accounts of ICI Pakistan Limited and ICI Pakistan PowerGen Limited. The accounts of the Subsidiary have been consolidated on a line-by-line basis.

All inter company balances and transactions have been eliminated.

3. Summary of Significant Accounting Policies

3.1 Statement of compliance

These accounts have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of the 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 differ with the requirements of these standards, the requirements of the Companies Ordinance, 1984 or the requirements of the said directives take precedence.

3.2 Accounting convention

These accounts have been prepared under the historical cost convention, except that certain fixed assets have been included at revalued amounts and certain exchange elements referred to in notes 3.7 and 3.12 have been incorporated in the cost of the relevant assets.

3.3 Staff retirement benefits

The Company's retirement benefit plans comprise of provident funds, pension and gratuity schemes and a medical scheme for pensioners. The Subsidiary participates in staff retirement benefit plans operated by the Company. There are two registered provident funds. These are defined contribution schemes providing lump sum benefits. All other schemes are defined benefit schemes.

The pension and gratuity schemes are salary schemes providing pension and lump sums, respectively. Pension and gratuity schemes for management staff are invested through two approved trust funds. The Group contributes to both funds on the basis of actuarial recommendations. The gratuity scheme for non-management staff and the pensioners' medical scheme are unfunded.

An actuarial valuation of all defined benefit schemes is conducted at the end of every year. The valuation uses the Projected Unit Credit method. Actuarial (unrecognised) gains and losses are amortized over the expected average remaining working lives of employees. Transitional liability is being amortised over a period of five years.



3.4 Provisions

A provision is recognised in the balance sheet when the Group has a legal or constructive obligation as a result of a past event, and it is probable that an outflow of economic benefits will be required to settle the obligation.

3.5 Trade and other payables

Trade and other payables are stated at their cost.

3.6 Taxation

Current

Provision for current taxation for the Company is based on taxable income at the current rates of taxation after taking into account available tax credits and rebates, if any, or one-half of one percent of turnover, whichever is higher.

The profits and gains derived by the Subsidiary from power generation are exempt from tax under clause 132 of Part I of the Second Schedule to the Income Tax Ordinance, 2001 and by virtue of clause 15 of Part IV of the Second Schedule of the said Ordinance are also not liable to a minimum tax at the rate of one-half of one percent of turnover under section 113 of the above Ordinance.

Deferred

Deferred tax is provided using balance sheet liability method, providing for temporary differences between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using the current rates of taxation.

During the year the Company has changed its accounting policy in respect of deferred tax to comply with the requirements of International Accounting Standard: IAS – 12 “Income Taxes” which became applicable during the current year. As required by this IAS, the Company recognises a deferred tax asset to the extent that it is probable that taxable profits for the foreseeable future will be available against which the asset can be utilised. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Further, the Company now also recognises deferred tax asset / liability on deficit / surplus on revaluation of fixed assets which is adjusted against the related deficit / surplus. The remaining deferred tax debit balance not recognised in the accounts of the Company (after adjusting for business losses disallowed by Tax Authorities) amounted to Rs 2,105.346 million (2001: Rs 3,017.468 million).

As a result of above changes in accounting policy profit after tax of the Company has increased by Rs 1,193.334 million (Refer note 32.2).

3.7 Tangible fixed assets and depreciation

Operating assets, except for freehold land, are stated at cost or revalued amounts less accumulated depreciation and impairment losses. Freehold land is stated at cost or revalued amount and capital work-in-progress is stated at cost. Cost of certain fixed assets comprises historical cost, exchange differences referred to in note 3.12, cost of exchange risk cover in respect of foreign currency loans obtained for the acquisition of fixed assets upto the commencement of commercial production and the cost of borrowings during construction period in respect of loans taken for specific projects.

Depreciation charge is based on the straight-line method whereby the cost or revalued amount of an asset is written off to profit and loss account over its estimated useful life without taking into account any residual value. The cost of leasehold land is amortised in equal instalments over the lease period. The net exchange differences relating to an asset at the end of each year are amortised in equal instalments over its remaining useful life. Depreciation on additions is charged from the month in which the asset is put to use and on disposals up to the month of disposal.

Incremental depreciation charged for the period on revalued assets is transferred from surplus on revaluation of fixed assets to retained earnings (unappropriated profit) during the current year.

Maintenance and normal repairs are charged to income as and when incurred; major renewals and improvements are capitalised and the assets so replaced, if any, are retired.

Gains and losses on disposal of assets are taken to the profit and loss account, except that the related surplus on revaluation of fixed assets is transferred directly to retained earnings (unappropriated profit).

3.8 Investments

Investments in associates

Investment in associates is accounted for under the equity method of accounting.

Investments in other companies

Investments in non-listed equity security classified as available for sale are stated at cost less provision for impairment.

3.9 Stores and spares

Stores and spares are valued at moving average cost. Items in-transit are valued at cost comprising invoice values plus other charges incurred thereon.

3.10 Stock-in-trade

Raw and packing materials except for those in-transit are valued at lower of moving average cost and net realisable value.

Work-in-process is valued at material cost only. Conversion costs are not included as these are not significant. Finished goods, with the exception of imported general chemicals, are valued at lower of average cost and net realisable value. Imported general chemicals are valued at lower of cost, as determined on a first-in-first-out basis, and net realisable value. All manufactured finished goods include prime cost and an appropriate portion of production overheads.

Items in-transit are valued at cost comprising invoice values plus other charges incurred thereon.

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

3.11 Trade debts and other receivables

Trade debts and other receivables are stated at cost less impairment losses.

3.12 Foreign currency translation

Transactions denominated in foreign currencies are translated to Pak Rupees at the foreign exchange rate ruling at the date of transaction. Assets and liabilities in foreign currencies are translated into Pak Rupees at the foreign exchange rates approximating those prevailing at the balance sheet date.

In respect of foreign currency loans obtained for the acquisition of fixed assets, the cost of exchange risk cover is capitalised in the relevant assets upto the date of commencement of commercial production whereas exchange differences on principal amount are included in the cost of the relevant assets over the period of these loans.

All other exchange differences are taken to the profit and loss account.

3.13 Revenue recognition

- n Sales are recorded on despatch of goods to customers.
- n Revenue from power generation is recognised on transmission of electricity to consumers.
- n Commission income is recognised on receipt of credit advice from suppliers.
- n Profit on short-term deposits is accounted for on time-apportioned basis on the principal outstanding and at the rate applicable.
- n Dividend income is recognised when the right to receive payment is established.

3.14 Segment reporting

A segment is a distinguishable component within a Group that is engaged in providing products (business segment), or in providing products within a particular economic environment (geographical segment), which is subject to risks and rewards that are different from those of other segments.



Amounts in Rs '000

4. Issued, Subscribed and Paid-up Capital

| 2002 | 2001 | | 2002 | 2001 |
|--------------------|--------------------|--|------------------|------------------|
| 125,840,190 | 125,840,190 | Ordinary shares of Rs 10 each fully paid in cash | 1,258,402 | 1,258,402 |
| 318,492 | 318,492 | Ordinary shares of Rs 10 each issued as fully paid for consideration other than cash | 3,185 | 3,185 |
| 25,227 | 25,227 | Ordinary shares of Rs 10 each issued as fully paid bonus shares | 252 | 252 |
| 12,618,391 | 12,618,391 | Ordinary shares issued pursuant to the Scheme as fully paid for consideration of investment in associate | 126,184 | 126,184 |
| 138,802,300 | 138,802,300 | | 1,388,023 | 1,388,023 |

4.1 ICI Omicron B.V., UK, which is a wholly owned subsidiary of Imperial Chemical Industries PLC, UK, held 105,229,125 (2001: 105,229,125) ordinary shares of Rs 10 each at 31 December 2002.

5. Capital Reserves

Share premium

| | | |
|--|---------|---------|
| Balance as on 1 January | 465,259 | 902 |
| Issue of share capital during the year | - | 464,357 |
| Balance as at 31 December | 465,259 | 465,259 |

Capital receipts

| | |
|----------------|----------------|
| 586 | 586 |
| 465,845 | 465,845 |

5.1 Share premium includes the premium amounting to Rs 0.902 million received on shares issued for the Company's Polyester Plant installation in 1980 and share premium of Rs 464.357 million representing the difference between nominal value of Rs 10 per share of 12,618,391 ordinary shares issued by the Company and the market value of Rs 590.541 million of the 126,183,909 ordinary shares corresponding to 25% holding acquired in Pakistan PTA Limited, an associate, at the date of acquisition i.e. 2 November 2001 and the number of shares that have been issued has been determined in accordance with the Scheme in the ratio between market value of the shares of two companies based on the mean of the middle market quotation of the Karachi Stock Exchange over the ten trading days between 22 October 2001 to 2 November 2001.

5.2 Capital receipts represent the amount received from various ICI PLC group companies overseas for the purchase of fixed assets. The remitting companies have no claim to their repayments.

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|------------------|-----------|
| 6. Surplus on Revaluation of Fixed Assets | | |
| Balance as on 1 January | 1,895,736 | 1,895,736 |
| Less: Surplus relating to incremental depreciation charged on related assets in prior years transferred to retained earnings (unappropriated profit) | (588,914) | - |
| | 1,306,822 | 1,895,736 |
| Related deferred tax liability on balance of surplus on revaluation of fixed assets | (418,237) | - |
| | 888,585 | 1,895,736 |
| Less: Transfer to retained earnings (unappropriated profit) in respect of incremental depreciation charged during the year-net of deferred tax | (104,161) | - |
| Balance as on 31 December | 784,424 | 1,895,736 |

6.1 During the year, the Companies (Amendment) Ordinance, 2002 was promulgated which introduced certain amendments in the Companies Ordinance, 1984. One of these amendments relates to section 235 of the Companies Ordinance, 1984 under which the surplus on revaluation of fixed assets can now be utilised to the extent of the incremental depreciation charged on these assets.

As a result of the amendment in law, the surplus on revaluation of fixed assets to the extent of the incremental depreciation charged for the year on the related assets is now transferred to retained earnings (unappropriated profit). In accordance with the above change in law, as clarified by the Securities and Exchange Commission of Pakistan, an amount equal to the incremental depreciation charged on these assets till 31 December 2001 has also been transferred from surplus on revaluation of fixed assets to retained earnings (unappropriated profit) in the current year.

Transfer of prior years' incremental depreciation to retained earnings (unappropriated profit) also includes an amount of Rs 311.660 million representing the difference between the amount of revaluation surplus relating to the specific classes of operating assets of the PTABusiness and the actual amount of revaluation surplus allocated and transferred to Pakistan PTALimited which was determined on the basis of 80:20 split of share capital, capital and revenue reserves, accumulated loss and revaluation surplus which had been sanctioned by the Court.



Amounts in Rs '000

7. Redeemable Capital - Secured (Non-participatory)

This represents long-term finances utilised under mark-up arrangements availed from following financial institutions:

| Financier | Instalments payable | Repayment period | Rate of Mark-up % | Mark-up not due | 2002 | 2001 |
|---|---------------------|------------------|-------------------|-----------------|------------------|------------------|
| 7.1 Habib Bank Limited | half-yearly | 2001-2003 | 13 | 14,009 | 333,333 | 383,333 |
| 7.2 Habib Bank Limited | at maturity | 2002-2004 | 10.5 | 79,134 | 800,000 | 800,000 |
| 7.3 Deutsche Bank, AG | at maturity | 2004 | 12 | 1,878 | 50,000 | 20,000 |
| 7.4 Pakistan Kuwait Investment Co. (Pvt.) Limited | at maturity | 2002-2004 | 13 | 183,353 | 1,200,000 | - |
| | | | | | 2,383,333 | 1,203,333 |
| Less: Current portion shown under current liabilities | | | | | 968,333 | 50,000 |
| | | | | | 1,415,000 | 1,153,333 |

Long-term finances utilised under mark-up arrangements are secured as follows:

- 7.1 First pari passu hypothecation over plant, machinery, equipment and other movables / fixed assets of the Soda Ash Business.
- 7.2 First pari passu hypothecation over plant and machinery of the Polyester Business.
- 7.3 Hypothecation over stock-in-trade and book debts of the Subsidiary.
- 7.4 First pari passu hypothecation over plant, machinery, equipment and other movables / fixed assets of the Soda Ash Business (including Sodium Bicarbonate).

8. Long-Term Loans

| Lender | Instalments payable | Repayment period | Interest rate | 2002 | 2001 | |
|--|---------------------|------------------|--------------------------------------|-----------|------------------|------------------|
| Secured Loan | | | | | | |
| 8.1 Australia and New Zealand Banking Group Ltd USD Nil (2001: USD 0.929 million) | half-yearly | 1998-2002 | 1.5 % above 6 months LIBOR per annum | - | 55,854 | |
| Unsecured Loan | | | | | | |
| 8.2 Mortar Investments International Ltd - Associate USD 35 million (2001: USD 60 million) | at maturity | 2003 | 1.0 % above 6 months LIBOR per annum | 2,042,250 | 3,609,000 | |
| | | | | | 2,042,250 | 3,664,854 |
| Less: Current portion shown under current liabilities | | | | | | |
| - Secured loan | | | | | - | 55,854 |
| - Unsecured loan | | | | | 2,042,250 | 3,609,000 |
| | | | | | 2,042,250 | 3,664,854 |
| | | | | | - | - |

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|---------------|---------------|
| 9. Deferred Liability | | |
| Provisions for non-management staff gratuity and pensioners' medical schemes | <u>79,248</u> | <u>66,468</u> |

9.1 Staff Retirement Benefits

The amounts recognised in the profit and loss account against defined benefit schemes are as follows:

| | Funded | Unfunded |
|---|---------------|---------------|
| Current service cost | 45,335 | 4,508 |
| Interest cost | 117,953 | 11,661 |
| Expected return on plan assets | (112,642) | - |
| Past service cost | 38,739 | 4,180 |
| Recognition of actuarial (losses) / gains | (187) | 1,029 |
| Charge for the year | <u>89,198</u> | <u>21,378</u> |
| Year 2001 | <u>69,378</u> | <u>17,483</u> |

Movements in the net liability recognised in the balance sheet are as follows:

| | | |
|--|-----------------|-----------------|
| Opening balance | (18,150) | (66,468) |
| Charge for the year | (89,198) | (21,378) |
| Contributions / payments during the year | 64,486 | 8,598 |
| Closing balance | <u>(42,862)</u> | <u>(79,248)</u> |

The amounts recognised in the balance sheet are as follows:

| | | |
|---|--------------------|-----------------|
| Fair value of plan assets | 888,718 | - |
| Present value of defined benefit obligation | <u>(1,039,640)</u> | <u>(92,895)</u> |
| Deficit | (150,922) | (92,895) |
| Unrecognised transitional liability | 26,935 | 2,226 |
| Actuarial loss | 81,125 | 11,421 |
| Recognised liability | <u>(42,862)</u> | <u>(79,248)</u> |
| Year 2001 | <u>(18,150)</u> | <u>(66,468)</u> |

These figures are based on the latest actuarial valuation, as at 31 December 2002. The valuation used the Projected Unit Credit method. Actuarial gains and losses are amortised over the expected future service of current members.

The discount rate was taken as 8 percent per annum. Salary inflation was assumed to average 6 percent per annum over the future working lives of current employees. Medical cost trend was assumed to average 3 percent per annum in the long term. Return on plan assets was assumed equal to the discount rate. Actual return on plan assets during 2002 was Rs 167 million (2001: Rs 158 million).

The Group contributed Rs 31.4 million (2001: Rs 32.128 million) to the provident fund during the year.



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|-------------------------|------------------|
| 10. Short-Term Financing | | |
| Running finances utilised under mark-up arrangements - note10.1 | 106,250 | 134,073 |
| Term finances - note10.2 | 250,000 | 465,500 |
| | <u>356,250</u> | <u>599,573</u> |
| 10.1 The facilities for running finance available from various banks amount to Rs 2,883 million (2001: Rs 1,420 million) and carry mark-up ranging from 7.6 to 17 percent per annum (2001: 13 to 17 percent per annum). The purchase prices are payable on various dates by 31 December 2003. The facilities are secured by hypothecation over stock-in-trade and book debts of the Group. | | |
| 10.2 The facilities for term finance available from various banks amount to Rs 550 million (2001: Rs 465.5 million) and are repayable by 15 January 2003. The facilities from Faysal Bank Limited and Al-Meezan Investment Bank Limited are secured by way of floating charge over plant, machinery, equipment and other moveable / fixed assets of the Soda Ash Business while the rest are secured by hypothecation over stock-in-trade and book debts of the Company. | | |
| 11. Creditors, Accrued and Other Liabilities | | |
| Trade creditors | 1,406,998 | 1,488,226 |
| Bills payable | 894,584 | 748,925 |
| Sales tax, excise and custom duties | 181,853 | 162,595 |
| Mark-up accrued on: | | |
| Redeemable capital | 41,499 | 12,636 |
| Short-term financing | 11,256 | 67,642 |
| Accrued interest / return on unsecured loan | 222,666 | 360,864 |
| Accrued expenses | 275,260 | 252,913 |
| Workers' profit participation fund - note 11.2 | 42,671 | 33,135 |
| Distributors' security deposits - payable on termination of distributorship - note 11.3 | 54,131 | 51,607 |
| Contractors' earnest / retention money | 18,778 | 15,417 |
| Advances from customers | 52,172 | 42,642 |
| Unclaimed dividends | 4,678 | 4,699 |
| Payable for capital expenditure | 12,175 | 62,388 |
| Payable for staff retirement benefit schemes | 42,862 | 18,150 |
| Others | 165,100 | 169,591 |
| | <u>3,426,683</u> | <u>3,491,430</u> |
| 11.1 The above balances include amounts due to associated undertakings amounting to Rs. 356.360 million (2001: Rs 191.631 million). | | |
| 11.2 Workers' profit participation fund | | |
| Balance as on 1 January | 33,135 | 1,245 |
| Allocation for the year | 38,058 | 32,620 |
| | 71,193 | 33,865 |
| Interest on funds utilised in the Company's businesses at 15 percent per annum | 3,835 | - |
| | <u>75,028</u> | <u>33,865</u> |
| Less: | | |
| - Amount paid to and on behalf of the fund | 3,169 | 730 |
| - Deposited with the Government of Pakistan | 29,188 | - |
| | <u>32,357</u> | <u>730</u> |
| Balance as on 31 December | <u>42,671</u> | <u>33,135</u> |
| 11.3 Interest on security deposits from certain distributors is payable at 10 percent per annum as specified in the agreements. | | |

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

12. Contingencies and Commitments

12.1 Claims against the Group not acknowledged as debts are as follows:

| | | |
|-----------------|-----------------------|---------------|
| Local bodies | 31,228 | 22,525 |
| Tax authorities | 72,196 | 55,207 |
| Others | 45,381 | 1,457 |
| | <u>148,805</u> | <u>79,189</u> |

12.2 Guarantees given to a bank on behalf of the Subsidiary for loan, running finances and other credit facilities amounting to Rs 140 million (2001: Rs 85.8 million).

12.3 Guarantees issued by the Company in respect of financial and operational obligations of Pakistan PTA Limited pursuant to the Scheme amounting to Rs 12,485.556 million (2001 : Rs 16,725.727 million) against which Pakistan PTA Limited has issued counter guarantees to the Company.

12.4 Commitments in respect of capital expenditure - Rs 22.342 million (2001: Rs 2.928 million).

12.5 Faysal Management Services (Private) Limited has floated Fayzan Manufacturing Modaraba ("the Modaraba") which has commissioned a spinning and processing plant ("Manufacturing Facility") at a capital cost of Rs 1,356 million. The Manufacturing Facility is producing Polyester Staple Fibre from polymer provided by ICI Pakistan Limited under a Toll Manufacturing Agreement. This agreement is for a period of four and half years from the commencement of commercial production and is renewable with mutual consent. At the completion of the agreement term or on its termination the Company will purchase the Manufacturing Facility from the Modaraba at a price approximating the fair value of the Manufacturing Facility, provided the Modaraba is able to deliver free and unencumbered title to the Manufacturing Facility.

The Toll Manufacturing Agreement provides for a fee to be paid by the Company to the Modaraba, which is based on the quantity of polymer processed by the Modaraba and includes a capacity fee of Rs 7.968 million per month for making the Manufacturing Facility available to the Company.

12.6 Commitments for rentals under operating lease agreements in respect of vehicles and plant and machinery - Rs 109.183 million (2001: Rs 89.545 million) are as follows:

| Year | Vehicles | Plant and machinery (Rupees '000) | Total |
|------|----------------|--------------------------------------|--|
| 2003 | 48,607 | 84 | 48,691 |
| 2004 | 33,797 | 21 | 33,818 |
| 2005 | 21,293 | - | 21,293 |
| 2006 | 5,381 | - | 5,381 |
| | <u>109,078</u> | <u>105</u> | <u>109,183</u> |
| | | | Payable not later than one year 48,691 |
| | | | Payable later than one year but not later than five years 60,492 |
| | | | <u>109,183</u> |

The above operating lease agreements are renewable for a further period of three years at the discretion of the Company.



Amounts in Rs '000

13. Operating Assets

13.1 The following is a statement of operating assets:

| | Cost and revaluation at 1 January 2002 | Additions / (disposals) | Cost and revaluation at 31 December 2002 | Accumulated depreciation at 1 January 2002 | Charge for the year / (accumulated depreciation on disposals) | Accumulated depreciation at 31 December 2002 | Book value at 31 December 2002 | Depreciation rate on original cost and revaluation % |
|-----------------------------|--|-----------------------------------|--|--|---|--|--------------------------------|--|
| Freehold land | 49,706 | - | 49,706 | - | - | - | 49,706 | - |
| Leasehold land | 83,471 | - | 83,471 | 15,885 | 10,825 | 26,710 | 56,761 | 2 to 4 |
| Limebeds on freehold land | 61,686 | 25,020 | 86,706 | 17,965 | 3,368 | 21,333 | 65,373 | 3.33 to 7.5 |
| Buildings on freehold land | 598,305 | 12,475 | 610,780 | 373,109 | 40,453 | 413,562 | 197,218 | 5 to 10 |
| Buildings on leasehold land | 621,557 | 99,416 | 720,973 | 244,750 | 34,315 | 279,065 | 441,908 | 2.5 to 10 |
| Plant and machinery | 11,038,893 | 244,351 (1,093) | 11,282,151 | 6,096,796 | 525,593 (783) | 6,621,606 | 4,660,545 | 3.33 to 10 |
| Railway sidings | 297 | - | 297 | 297 | - | 297 | - | 3.33 |
| Rolling stock and vehicles | 116,497 | 15,853 (6,722) | 125,628 | 106,111 | 3,770 (2,332) | 107,549 | 18,079 | 10 to 25 |
| Furniture and equipment | 413,533 | 60,004 (40,569) | 432,968 | 277,415 | 38,423 (23,516) | 292,322 | 140,646 | 10 to 33.33 |
| 2002 | 12,983,945 | 457,119 (48,384) | 13,392,680 | 7,132,328 | 656,747 (26,631) | 7,762,444 | 5,630,236 | |
| 2001 | 12,137,839 | 870,762 (24,656) | 12,983,945 | 6,509,715 | 643,675 (21,062) | 7,132,328 | 5,851,617 | |

13.2 The above balances represent the value of operating assets subsequent to revaluation on 1 October 1959 and 30 September 2000, which had resulted in a surplus of Rs 14.207 million and Rs 1,569.869 million respectively. The incremental values of the assets revalued on 1 October 1959 and 30 September 2000 are being depreciated over the remaining useful lives of the assets at the date of revaluation.

13.3 Had there been no revaluation, the net book value of specific classes of operating assets would have amounted to:

| | Net Book Value | |
|----------------------------|------------------|------------------|
| | 2002 | 2001 |
| Freehold land | 20,929 | 20,929 |
| Leasehold land | 57 | 61 |
| Plant and machinery | 3,593,759 | 3,730,188 |
| Rolling stock and vehicles | 18,079 | 7,276 |
| Furniture and equipment | 140,641 | 140,748 |
| | 3,773,465 | 3,899,202 |

13.4 Additions to plant and machinery include exchange losses in the amount of Rs Nil (2001: Rs 8.404 million).

13.5 The depreciation charge for the year has been allocated as follows:

| | | |
|---|----------------|----------------|
| Cost of goods sold - note 27 | 624,543 | 608,245 |
| Administration and selling expenses - note 28 | 32,204 | 35,430 |
| | 656,747 | 643,675 |

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

13.6 Detail of assets disposed off during the year:

| | Cost | Accumulated depreciation | Net book value | Sale proceeds | Particulars of buyers |
|--|-------|--------------------------|----------------|---------------|---|
| Plant and Machinery | | | | | |
| Sold by tender | 557 | 274 | 283 | 30 | Integrated Managing Services Ltd., Lahore |
| | 167 | 142 | 25 | 20 | M. Ismail |
| Written down value not exceeding Rs 5,000 each | 368 | 368 | - | 123 | Various |
| | 1,092 | 784 | 308 | 173 | |
| Rolling stock and vehicles | | | | | |
| Sold by tender | 545 | - | 545 | 341 | Afflah Motors, Multan |
| | 551 | - | 551 | 365 | Arif Shah, Jalli Abad |
| | 588 | - | 588 | 421 | Haji M Khalid, Multan |
| | 402 | - | 402 | 330 | Mian Brothers, Burewala |
| | 39 | - | 39 | 601 | Muhammad Imran, Karachi |
| | 887 | 72 | 815 | 1,000 | Nadeem-ul-Haq, Sargodha |
| | 31 | 12 | 19 | 596 | Naeem-ullah-Aslam Qiani, Islamabad |
| | 255 | 64 | 191 | 2,794 | Nazir Haji Usman, Karachi |
| | 115 | 7 | 108 | 823 | S N Enterprises, Karachi |
| | 154 | 74 | 80 | 1,511 | Shoaib Malik, Lahore |
| | 45 | - | 45 | 596 | Syed Arif Raza, Karachi |
| | 39 | - | 39 | 615 | MA Rashid (Ex-employee) |
| Sold by negotiations | 625 | 520 | 105 | 451 | Dr Asher |
| | 665 | 430 | 235 | 522 | Dr Khalid |
| | 678 | 71 | 607 | 654 | Dr Razzaq |
| Written down value not exceeding Rs 5,000 each | 536 | 535 | 1 | 328 | Various |
| | 6,155 | 1,785 | 4,370 | 11,948 | |
| Furniture and equipment | | | | | |
| Sold to employees - note 13.7 | 81 | 43 | 38 | 18 | Abdul Jabbar Athar |
| | 19 | 13 | 6 | 2 | Abdul Sattar Khan |
| | 44 | 14 | 30 | 17 | Afzal Mehmood |
| | 113 | 47 | 66 | 53 | Agha Shaheen |
| | 50 | 15 | 35 | 22 | Ahmed Mubeen Awan |
| | 124 | 69 | 55 | 76 | Ahmed Nadeem Jamal (Ex-employee) |
| | 226 | 69 | 157 | 58 | Ahmed Rashid Vine |
| | 28 | 14 | 14 | 2 | Ahsan A Qayoom |
| | 39 | 3 | 36 | 35 | Ali Aamir |
| | 436 | 72 | 364 | 54 | Ali Asrar Agha |
| | 64 | 26 | 38 | 17 | Amer Iqbal |
| | 167 | 26 | 141 | 128 | Dr Amir Jafri |
| | 56 | 36 | 20 | 8 | Amjad Latif |
| | 22 | 12 | 10 | 2 | Amos Nadeem(Ex-employee) |
| | 14 | 7 | 7 | 4 | Aqueel Mehmood |
| | 29 | 12 | 17 | 5 | Asadul Azeem |
| | 113 | 37 | 76 | 40 | Asghar Sheraz |
| | 63 | 26 | 37 | 19 | Asghar Zaidi |
| | 93 | 43 | 50 | 23 | Aurangzeb Khan Jadoon |
| | 26 | 8 | 18 | 15 | Avesha Chaudhry |
| | 22 | 4 | 18 | 15 | Bilal Khalid |
| | 25 | 11 | 14 | 3 | Bilal Masood |
| | 62 | 35 | 27 | 10 | Ch Mushtaq Ahmed |
| | 93 | 59 | 34 | 13 | Colonel Munir Ahmed |
| | 100 | 63 | 37 | 13 | Colonel Shaikh Masood |
| | 115 | 93 | 22 | 11 | Dr D N Farooqi |
| | 120 | 40 | 80 | 44 | Dr M Wasim Baig |
| | 58 | 42 | 16 | 14 | Dr Najma Nasreen Alvi |
| | 22 | 12 | 10 | 2 | Esar Ahmad Butt |
| | 119 | 41 | 31 | 49 | Faisal Farooq |
| | 24 | 6 | 18 | 18 | Faisal Saleem |
| | 13 | 6 | 7 | 3 | Farah Siddiq |
| | 120 | 40 | 80 | 43 | Farooq Ilyas Paracha |
| | 47 | 11 | 36 | 24 | Fatima Zuberi |
| | 122 | 33 | 89 | 67 | Fayyaz ul Moazam |
| | 286 | 124 | 162 | 194 | Feroz Rizvi |
| | 45 | 18 | 27 | 17 | Ghazala Ishrat |
| | 79 | 17 | 62 | 45 | Ghulam Farooq |
| | 176 | 64 | 112 | 44 | Hanif Shaikh |
| | 212 | 105 | 107 | 55 | Hassan N Ansari |
| | 77 | 28 | 49 | 41 | Ibrahim Arif |
| | 97 | 26 | 71 | 46 | Iftikhar Ahmed |
| | 296 | 187 | 109 | 41 | S Imran Agha |
| | 69 | 46 | 23 | 15 | Imran Ghani |
| | 52 | 8 | 44 | 37 | Imran Qureshi |
| | 41 | 10 | 31 | 19 | Iqleem Zahur |
| | 231 | 61 | 170 | 162 | Jehangir Bashir Nawaz |
| | 60 | 5 | 55 | 47 | Kehkashan Awan |
| | 127 | 34 | 93 | 67 | Khalid Mahmood |
| | 27 | - | 27 | 24 | Khalid Taqdees |
| | 138 | 43 | 95 | 85 | Khawaja Saqib Mahmood |
| | 88 | 42 | 46 | 30 | Khurram Qaweel Malik |
| | 62 | 37 | 25 | 16 | Liaquat Siddiq |
| | 21 | 9 | 12 | 2 | MA Rashid (Ex-employee) |
| | 124 | 36 | 88 | 57 | M Abdus Salam |
| | 73 | 25 | 48 | 28 | M Akbar Malik |
| | 69 | 48 | 21 | 12 | M Arif Qureshi |
| | 139 | 66 | 73 | 43 | M Asif Malik |
| | 38 | 8 | 30 | 22 | M Azher Zaman |
| | 88 | 52 | 36 | 13 | M Rafiq Sheikh |
| | 89 | 37 | 52 | 25 | MTaufeeq Cheema |
| | 60 | 26 | 34 | 14 | M Umar Mushtaq |
| | 24 | 17 | 7 | 5 | MYounas |
| | 47 | 12 | 35 | 27 | M Zafer Farid |
| | 59 | 25 | 34 | 11 | M Zahir Khan |
| | 299 | 100 | 199 | 161 | Malik M Akram |
| | 29 | 11 | 18 | 15 | Mansoor A Chaudhry (Ex-employee) |
| | 39 | 17 | 22 | 9 | Manzoor Ahmed |
| | 423 | 56 | 367 | 50 | Masood Ijaz Hussain |
| | 26 | 4 | 22 | 17 | Matin Amjad |
| | 199 | 49 | 150 | 174 | Mian Asad Rasheed |
| | 32 | 20 | 12 | 3 | Mohammad Akram |
| | 88 | 40 | 48 | 22 | Mohammad Bilal |
| | 453 | 91 | 362 | 316 | Mohammad Zahir |
| | 52 | 6 | 46 | 62 | Mohsin Ali |



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

| | Cost | Accumulated depreciation | Net book value | Sale proceeds | Particulars of buyers |
|--|---------------|--------------------------|----------------|---------------|---|
| | 22 | 13 | 9 | 2 | Mohsin Usman |
| | 131 | 50 | 81 | 40 | Moughisuddin Tariq |
| | 66 | 30 | 36 | 12 | Naeem Ahmed |
| | 85 | 53 | 32 | 10 | Naeem Taqi Jafri |
| | 59 | 6 | 53 | 63 | Nasir A Ahsan |
| | 182 | 42 | 140 | 118 | Naufil Mahmud |
| | 272 | 153 | 119 | 57 | Nausheen Ahmed |
| | 20 | 6 | 14 | 8 | Paveed H Gilani |
| | 468 | 288 | 180 | 33 | Pervaiz A Khan |
| | 120 | 90 | 30 | 17 | Pervaiz Rahim |
| | 42 | 18 | 24 | 7 | Raja Tariq Ashraf |
| | 13 | 6 | 7 | 3 | Ramza Niaz |
| | 130 | 118 | 12 | 125 | Rana Muhammad Irshad |
| | 35 | 20 | 15 | 8 | Rauf Ahmed Mirza |
| | 76 | 48 | 28 | 19 | Raza Azar |
| | 71 | 29 | 42 | 17 | Rizwan Afzal |
| | 58 | 31 | 27 | 11 | Rizwan Aziz Bhatti |
| | 26 | 13 | 13 | 2 | Rubab Lakhani |
| | 88 | 45 | 43 | 30 | S Fasihuddin Biyabani |
| | 196 | 55 | 141 | 127 | S M Irfan Aqueel |
| | 75 | 37 | 38 | 22 | S Raza Mehdi Zaidi |
| | 71 | 39 | 32 | 22 | S Sohail Raza Zaidi |
| | 26 | 6 | 20 | 18 | S Saad Tariq Haroon |
| | 81 | 29 | 52 | 30 | S Saboor Ahmed |
| | 129 | 43 | 86 | 47 | S Saheed Altaf Hussain |
| | 59 | 21 | 38 | 23 | S Saheed Iqbal |
| | 29 | 16 | 13 | 7 | S Saifdar Iqbal Qureshi |
| | 47 | 29 | 18 | 5 | S Sajjad A Lodhi |
| | 22 | 11 | 11 | 3 | S Sajjad Haider |
| | 165 | 92 | 73 | 43 | S Salim Khan |
| | 50 | 18 | 32 | 20 | S Salim Rafi |
| | 62 | 18 | 44 | 29 | S Samie Cashmeri |
| | 34 | 18 | 16 | 10 | S Saqlain Ahmad |
| | 14 | 7 | 7 | 2 | S Sarfraz Riaz |
| | 38 | 19 | 19 | 5 | S Sh Mohammad Rizwan |
| | 13 | 6 | 7 | 3 | S Shaguffa Mobashir |
| | 20 | 3 | 17 | 13 | S Shahzad Asad Khan |
| | 49 | 7 | 42 | 35 | S Shahid A Malik |
| | 28 | 14 | 14 | 2 | S Shahid Abbas |
| | 185 | 85 | 100 | 71 | S Shahid Paracha |
| | 63 | 23 | 40 | 31 | S Shahid Sultan Butt |
| | 23 | 9 | 14 | 4 | S Shaikh Noman Farid |
| | 130 | 73 | 57 | 26 | S Shakeel Qazi |
| | 28 | 6 | 22 | 16 | S Shamim Ahmed |
| | 71 | 44 | 27 | 19 | S Shariq Saifuddin |
| | 35 | 14 | 21 | 9 | S Shaukat Hussain Jafri |
| | 33 | 21 | 12 | 6 | S Sher Mohammad |
| | 612 | 204 | 408 | 162 | S Suhail A Khan |
| | 28 | 12 | 16 | 3 | S Suhail Ahmed |
| | 138 | 66 | 72 | 32 | S Syed Iqbal Haider |
| | 86 | 30 | 56 | 35 | S Syed Noor ul Ibad |
| | 28 | 7 | 21 | 8 | S Tahir Majeed |
| | 20 | 3 | 17 | 15 | S Tahir Munir |
| | 64 | 28 | 36 | 14 | S Tanvir Iqbal Khan |
| | 32 | 15 | 17 | 3 | S Tariq Mehmood |
| | 22 | 5 | 17 | 12 | S Tariq Sajid Shaikh |
| | 21 | 4 | 17 | 12 | S Tayyab Mukhtar |
| | 14 | 7 | 7 | 3 | S Tehmina Mehfooz |
| | 76 | 44 | 32 | 21 | S Touqir Husain |
| | 89 | 30 | 59 | 39 | S Touseef H Naqvi |
| | 109 | 36 | 73 | 41 | S Umar A Khan |
| | 564 | 204 | 360 | 156 | S Waqar A Malik |
| | 93 | 22 | 71 | 59 | S Waseem Khan |
| | 43 | 8 | 35 | 23 | S Zeeshan T Khan |
| | 117 | 44 | 73 | 46 | S Ziauddin Syed |
| | 21 | 4 | 17 | 13 | S Zulfiqar Ahmed |
| | 61 | 14 | 47 | 35 | S Jaffer Vaqar Naqvi |
| | 163 | 26 | 137 | 128 | S Agha Zafer Abbas |
| | 105 | 10 | 95 | 90 | S Shahid Hameed |
| Sold by negotiation | 20 | 4 | 16 | 16 | Abdul Ghaffar (Ex-employee) |
| | 59 | 27 | 32 | 26 | Adnan Ahmed (Ex-employee) |
| | 22 | 10 | 12 | 10 | Akram Rao (Ex-employee) |
| | 107 | 63 | 44 | 10 | Amjad Hussain Khan (Ex-employee) |
| | 268 | 75 | 193 | 145 | Asadullah Khan (Ex-employee) |
| | 86 | 36 | 50 | 42 | Attaulah Tahir Khan (Ex-employee) |
| | 185 | 77 | 108 | 47 | Bashir Makki (Ex-employee) |
| | 23 | 9 | 14 | 11 | Iqbal Ahmed Khan (Ex-employee) |
| | 1,162 | 494 | 668 | 426 | Jabir Shafiq Butt (Ex-Director) |
| | 297 | 198 | 99 | 65 | K B Osmany (Ex-employee) |
| | 15 | 3 | 12 | 7 | Mohammad Aziz Bhatti (Ex-employee) |
| | 3,212 | 1,762 | 1,450 | 405 | Munawar Hamid (Ex-Chairman) |
| | 191 | 55 | 136 | 79 | Nariman Siddiqui (Ex-employee) |
| | 62 | 21 | 41 | 42 | Nasir Zaman Khan (Ex-employee) |
| | 432 | 226 | 206 | 82 | Rashiq Sufi (Ex-Director) |
| | 15 | 5 | 10 | 6 | Sajid Hasnain (Ex-employee) |
| | 51 | 12 | 39 | 39 | Syed Amir Rehman (Ex-employee) |
| | 92 | 52 | 40 | 33 | Tassawar Hussain (Ex-employee) |
| | 27 | 9 | 18 | 5 | Allah Tawakal Traders, Lahore |
| | 174 | 37 | 137 | 27 | Cellular Marketing, Lahore |
| | 52 | 9 | 43 | 9 | Global Cellular Network, Karachi |
| Sold by tender | 991 | 689 | 302 | 336 | ABC Nilam Ghar, Karachi |
| | 1,370 | 1,300 | 70 | 275 | Ikram Ghori / Dilbar Hussain, Mandi Bahauddin |
| | 38 | 28 | 10 | 12 | Roomi Cotton Group, Lahore |
| Insurance claim | 317 | 216 | 101 | 249 | Claims settled by the Insurer |
| Written-off | 2,474 | 947 | 1,527 | - | |
| Written down value not exceeding Rs 5,000 each | 15,646 | 12,355 | 3,291 | 1,363 | Various |
| | 41,137 | 24,062 | 17,028 | 8,929 | |
| 2002 | 48,384 | 26,631 | 21,753 | 21,050 | |
| 2001 | 24,656 | 21,062 | 3,594 | 3,772 | |

13.7 Household furniture and equipment provided to certain members of management staff as per their entitlement were sold to those employees during the year. These assets were sold to employees as a result of a change in the Holding Company's remuneration policy.

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|--|--|------------------|
| 14. Capital Work-in-Progress | | |
| Designing, consultancy and engineering fee | 25,201 | 535 |
| Civil works and buildings | 29,426 | 46,569 |
| Plant and machinery | 209,930 | 177,334 |
| Miscellaneous equipment | 54,688 | 57,051 |
| Advances to suppliers / contractors | 29,539 | 24,989 |
| | <u>348,784</u> | <u>306,478</u> |
| 15. Deferred Tax Asset - net | | |
| Deductible / taxable temporary difference of the Company in respect of: | | |
| - Recognised tax losses | 1,784,518 | - |
| - Other deductible / taxable temporary differences - net | (1,009,422) | - |
| | <u>775,096</u> | <u>-</u> |
| 16. Investments | | |
| Quoted | | |
| <i>Associated Undertaking</i> | | |
| - Pakistan PTA Limited - note 16.1 | | |
| 378,551,727 ordinary shares (2001: 126,183,909) of Rs 10 each | | |
| Balance as on 1 January | 463,100 | - |
| Investment made during the year | 1,514,207 | 600,753 |
| Share of post acquisition loss after taxation for the year | (634,438) | (137,653) |
| Share of surplus on revaluation of fixed assets transferred to retained earnings (accumulated loss) by the Associate | 387,464 | - |
| Balance as on 31 December | <u>1,730,333</u> | 463,100 |
| Unquoted | | |
| <i>Equity security available for sale</i> | | |
| - Arabian Sea Country Club Limited | 2,500 | 2,500 |
| | <u>1,732,833</u> | <u>465,600</u> |
| 16.1 | The market value as at 31 December 2002 and breakup value (including Surplus on revaluation of fixed assets) of the Company's 25% investment in Pakistan PTALimited based on its audited accounts for the year ended 31 December 2002 amounts to Rs 2,668.790 million (2001 : Rs 391.171 million) and Rs 3,843.940 million (2001 : Rs 1,955.598 million) respectively. Further, the carrying value of investment does not include the proportionate share of total surplus on revaluation of fixed assets of Pakistan PTALimited amounting to Rs 6,033 million (2001: Rs 7,583 million) in view of the provisions of section 235 of Companies Ordinance, 1984. | |
| 17. Long-Term Loans and Advances - Considered Good | | |
| Due from Associate - Unsecured | | |
| - Subordinated loan - note 17.1 | - | 1,800,000 |
| - Long term loan - note 17.2 | 300,000 | - |
| Due from Directors, Executives and Employees - note 17.3 | 131,309 | 145,220 |
| | <u>431,309</u> | 1,945,220 |
| Less: Current portion shown under current assets | | |
| - Due from Associate - note 17.2 | 100,000 | - |
| - Due from Directors, Executives and Employees - note 17.3 | 29,891 | 34,342 |
| | <u>129,891</u> | 34,342 |
| | <u>301,418</u> | <u>1,910,878</u> |



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

- 17.1** The loans have been settled to the extent of Rs 1,500 million and the balance amount has become un-subordinated during the year.
- 17.2** The loan carries a rate of return of 10.5 percent per annum (2001: 14 percent per annum) and is receivable in six half-yearly instalments, starting from April 2003.

| | | | 2002 | 2001 |
|----------------------------------|----------------------|-------------------------|----------------|---------|
| | Motor car | Housing building | Total | Total |
| Due from | | | | |
| - Director | - | - | - | - |
| - Executives | 75,338 | 29,547 | 104,885 | 118,082 |
| | <u>75,338</u> | <u>29,547</u> | 104,885 | 118,082 |
| Less: Receivable within one year | | | | |
| - Director | - | - | - | - |
| - Executives | 10,294 | 12,709 | 23,003 | 27,911 |
| | <u>10,294</u> | <u>12,709</u> | 23,003 | 27,911 |
| | <u>65,044</u> | <u>16,838</u> | 81,882 | 90,171 |
| Due from Employees | | | 26,424 | 27,138 |
| Less: Receivable within one year | | | 6,888 | 6,431 |
| | | | 19,536 | 20,707 |
| | | | 101,418 | 110,878 |
| Outstanding for periods: | | | | |
| - less than three years | | | 71,015 | 82,182 |
| - more than three years | | | 30,403 | 28,696 |
| | | | 101,418 | 110,878 |

- 17.4** Loans for purchase of motor cars and house building assistance are repayable between two to ten years. All loans are granted to the employees of the Group in accordance with their terms of employment.
- 17.5** The maximum aggregate amount of long-term loans and advances due from the Directors and Executives of the Company Limited at the end of any month during the year was Rs 0.098 million and Rs 124.514 million (2001: Rs Nil and Rs 119.163 million) respectively.
- 17.6** The maximum aggregate amount of long-term loans and advances due from the Executives of the Subsidiary at the end of any month during the year was Rs 1.306 million (2001: Rs 1.762 million).

18. Long-Term Deposits and Prepayments

| | | |
|-------------|---------------|--------|
| Deposits | 16,841 | 14,091 |
| Prepayments | 4,842 | 1,980 |
| | 21,683 | 16,071 |

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

| | Amounts in Rs '000 | |
|---|--------------------|------------------|
| | 2002 | 2001 |
| 19. Stores and Spares | | |
| Stores (include in-transit Rs 1.845 million; 2001: Rs 3.271 million) | 88,656 | 89,613 |
| Spares (include in-transit Rs 3.608 million; 2001: Rs 3.802 million) | 592,331 | 497,753 |
| Consumables | 39,469 | 23,142 |
| | <u>720,456</u> | <u>610,508</u> |
| Less: Provision for slow moving and obsolete items | 47,989 | 36,775 |
| | <u>672,467</u> | <u>573,733</u> |
| 20. Stock-in-Trade | | |
| Raw and packing materials (include in-transit Rs 130.835 million; 2001: Rs 95.923 million) | 776,261 | 1,014,214 |
| Work-in-process | 126,779 | 135,708 |
| Finished goods (include in-transit Rs 94.972 million; 2001: Rs 62.737 million) | 903,969 | 961,938 |
| | <u>1,807,009</u> | <u>2,111,860</u> |
| Less: Provision for slow moving and obsolete stock | 33,490 | 79,727 |
| | <u>1,773,519</u> | <u>2,032,133</u> |
| 21. Trade Debts | | |
| Considered good | | |
| - Secured | 431,210 | 292,654 |
| - Unsecured | 338,196 | 392,304 |
| | <u>769,406</u> | <u>684,958</u> |
| Considered doubtful | 104,506 | 75,996 |
| | <u>873,912</u> | <u>760,954</u> |
| Less: Provision for | | |
| - Doubtful debts | 104,506 | 75,996 |
| - Discounts payable | 71,164 | 50,299 |
| | <u>175,670</u> | <u>126,295</u> |
| | <u>698,242</u> | <u>634,659</u> |
| 22. Loans and Advances | | |
| Considered good | | |
| Loans due from: | | |
| Executives | 23,003 | 27,911 |
| Employees | 6,888 | 6,431 |
| Associate | 100,000 | - |
| | <u>129,891</u> | <u>34,342</u> |
| Advances to: | | |
| Executives | 2,745 | 2,598 |
| Employees | 705 | 1,996 |
| Contractors and suppliers | 167,371 | 41,208 |
| Others | 1,491 | 1,513 |
| | <u>172,312</u> | <u>47,315</u> |
| | <u>302,203</u> | <u>81,657</u> |
| Considered doubtful | 2,404 | 2,404 |
| | <u>304,607</u> | <u>84,061</u> |
| Less: Provision for doubtful loans and advances | 2,404 | 2,404 |
| | <u>302,203</u> | <u>81,657</u> |



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

22.1 The maximum aggregate amount of advances due from the Directors and Executives of the Company at the end of any month during the year was Rs 0.1 and Rs 4.752 million (2001: Rs Nil and Rs 5.870 million) respectively.

| | 2002 | 2001 |
|--|-----------------------|----------------|
| 23. Trade Deposits and Short-Term Prepayments | | |
| Trade deposits | 14,554 | 5,270 |
| Short-term prepayments | 77,153 | 68,072 |
| Balances with statutory authorities | 34,019 | 117,568 |
| | <u>125,726</u> | <u>190,910</u> |

24. Other Receivables

Considered good

| | | |
|---|----------------|---------|
| Excise duty, sales tax and octroi refunds due | 120,369 | 26,012 |
| Due from Associate | 42,384 | 32,112 |
| Insurance claims | 25,694 | 8,040 |
| Commission receivable | 22,651 | 26,314 |
| Accrued return on loans due from Associate | - | 249,425 |
| Others | 104,741 | 75,532 |

Considered doubtful

| | | |
|--|-----------------------|----------------|
| | 315,839 | 417,435 |
| | 6,906 | 8,210 |
| | <u>322,745</u> | <u>425,645</u> |
| Less: Provision for doubtful receivables | 6,906 | 8,210 |
| | <u>315,839</u> | <u>417,435</u> |

24.1 The maximum aggregate amount due from associated undertakings at the end of any month during the year was Rs 42.384 million (2001: Rs 281.537 million).

25. Cash and Bank Balances

| | | |
|------------------|-----------------------|----------------|
| Deposit accounts | 75,000 | - |
| Current accounts | 487,073 | 583,055 |
| In hand | | |
| Cheques | 41,185 | 54,803 |
| Cash | 12,637 | 9,663 |
| | <u>615,895</u> | <u>647,521</u> |

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

26. Operating Results

| | Polyester | | Soda Ash | | Paints | | Others | | Group 2002 | Group 2001 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|-------------------|-------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | | |
| Sales | | | | | | | | | | |
| Inter-segment | - | - | - | - | - | - | 537,888 | 566,615 | - | - |
| Others | 6,923,092 | 5,252,520 | 3,256,980 | 3,336,188 | 2,478,176 | 2,199,753 | 2,374,682 | 1,989,884 | 15,032,930 | 12,778,345 |
| | <u>6,923,092</u> | <u>5,252,520</u> | <u>3,256,980</u> | <u>3,336,188</u> | <u>2,478,176</u> | <u>2,199,753</u> | <u>2,912,570</u> | <u>2,556,499</u> | <u>15,032,930</u> | <u>12,778,345</u> |
| Commission income | - | - | - | - | - | - | 40,883 | 45,114 | 40,883 | 45,114 |
| Turnover | 6,923,092 | 5,252,520 | 3,256,980 | 3,336,188 | 2,478,176 | 2,199,753 | 2,953,453 | 2,601,613 | 15,073,813 | 12,823,459 |
| Sales tax | 1,121,812 | 794,083 | 548,086 | 504,910 | 354,545 | 303,509 | 287,852 | 243,303 | 2,312,295 | 1,845,805 |
| Commission and discounts to distributors and customers | 41,088 | 13,000 | 104,551 | 74,436 | 243,611 | 175,151 | 188,707 | 169,264 | 577,957 | 431,851 |
| | <u>1,162,900</u> | <u>807,083</u> | <u>652,637</u> | <u>579,346</u> | <u>598,156</u> | <u>478,660</u> | <u>476,559</u> | <u>412,567</u> | <u>2,890,252</u> | <u>2,277,656</u> |
| Net sales and commission income | 5,760,192 | 4,445,437 | 2,604,343 | 2,756,842 | 1,880,020 | 1,721,093 | 2,476,894 | 2,189,046 | 12,183,561 | 10,545,803 |
| Cost of goods sold | 27 5,530,488 | 4,003,373 | 1,722,415 | 1,827,945 | 1,278,862 | 1,220,392 | 1,862,910 | 1,617,958 | 9,856,787 | 8,103,053 |
| Gross profit | 229,704 | 442,064 | 881,928 | 928,897 | 601,158 | 500,701 | 613,984 | 571,088 | 2,326,774 | 2,442,750 |
| Administration and selling expenses | 28 158,181 | 106,468 | 327,477 | 285,706 | 303,981 | 260,150 | 460,602 | 414,489 | 1,250,241 | 1,066,813 |
| Operating profit | <u>71,523</u> | <u>335,596</u> | <u>554,451</u> | <u>643,191</u> | <u>297,177</u> | <u>240,551</u> | <u>153,382</u> | <u>156,599</u> | <u>1,076,533</u> | <u>1,375,937</u> |
| 26.1 Segment assets | 4,377,151 | 4,987,917 | 3,875,155 | 4,693,636 | 617,420 | 808,822 | 1,936,286 | 1,588,603 | 10,806,012 | 12,078,978 |
| 26.2 Unallocated assets | - | - | - | - | - | - | - | - | <u>2,764,215</u> | 1,337,464 |
| | | | | | | | | | <u>13,570,227</u> | <u>13,416,442</u> |
| 26.3 Segment liabilities | 1,899,387 | 1,954,550 | 665,275 | 804,499 | 263,598 | 256,574 | 765,078 | 783,650 | 3,593,338 | 3,799,273 |
| 26.4 Unallocated liabilities | - | - | - | - | - | - | - | - | <u>5,006,731</u> | 5,503,990 |
| | | | | | | | | | <u>8,600,069</u> | <u>9,303,263</u> |
| 26.5 Non-cash items (excluding depreciation) | 4,937 | 29,203 | 10,399 | 30,371 | 1,696 | 13,825 | 3,161 | 14,456 | 20,193 | 87,855 |
| 26.6 Capital expenditure | 104,254 | 183,184 | 263,706 | 656,487 | 36,173 | 25,062 | 95,294 | 63,223 | 499,427 | 927,956 |

26.7 Inter-segment sales

Inter-segment sales have been eliminated from the total.

26.8 Inter-segment pricing

Transactions among the business segments are recorded at fair value.



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

27. Cost of Goods Sold

| | Polyester | | Soda Ash | | Paints | | Others | | Group 2002 | Group 2001 |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | | |
| Raw and packing materials consumed | | | | | | | | | | |
| Opening stock | 620,026 | 454,906 | 51,887 | 47,894 | 123,234 | 98,601 | 183,050 | 196,546 | 978,197 | 797,947 |
| Purchases | | | | | | | | | | |
| Inter-segment | - | - | - | - | 266,714 | 332,265 | - | - | - | - |
| Others | 3,971,545 | 3,217,313 | 440,933 | 418,770 | 676,863 | 646,253 | 738,788 | 830,903 | 5,828,129 | 5,113,239 |
| | 4,591,571 | 3,672,219 | 492,820 | 466,664 | 1,066,811 | 1,077,119 | 921,838 | 1,027,449 | 6,806,326 | 5,911,186 |
| Closing stock | (429,957) | (620,026) | (50,405) | (51,887) | (111,018) | (123,234) | (165,202) | (183,050) | (756,582) | (978,197) |
| | 4,161,614 | 3,052,193 | 442,415 | 414,777 | 955,793 | 953,885 | 756,636 | 844,399 | 6,049,744 | 4,932,989 |
| Salaries, wages and benefits | 178,313 | 164,961 | 254,921 | 259,273 | 55,712 | 46,407 | 38,106 | 37,997 | 527,052 | 508,638 |
| Stores and spares consumed | 46,311 | 54,957 | 83,815 | 82,902 | 2,715 | 1,024 | 14,577 | 12,983 | 147,418 | 151,866 |
| Conversion fee paid to contract manufacturers | 296,578 | - | - | - | - | - | 68,684 | 58,484 | 365,262 | 58,484 |
| Oil, gas and electricity | 441,588 | 333,191 | 533,171 | 518,997 | 7,466 | 7,442 | 4,288 | 4,847 | 715,339 | 630,127 |
| Rent, rates and taxes | 910 | 363 | 502 | 471 | - | - | 777 | 973 | 2,189 | 1,807 |
| Insurance | 36,086 | 17,546 | 20,532 | 5,111 | 7,269 | 3,422 | 2,371 | 2,146 | 66,258 | 28,225 |
| Repairs and maintenance | 4,700 | 3,749 | 6,954 | 5,691 | 6,530 | 5,681 | 1,774 | 2,519 | 19,958 | 17,640 |
| Depreciation - note 13.5 | 268,221 | 267,592 | 301,341 | 291,210 | 17,659 | 14,484 | 37,322 | 34,959 | 624,543 | 608,245 |
| Excise duty | - | - | - | - | 203,836 | 183,529 | 1,791 | 2,421 | 205,627 | 185,950 |
| Technical fees | - | - | - | - | 9,900 | 3,665 | - | - | 9,900 | 3,665 |
| General expenses | 45,012 | 40,701 | 26,333 | 30,211 | 9,268 | 8,383 | 12,541 | 10,776 | 93,154 | 90,071 |
| Opening stock of work-in-process | 122,662 | 165,599 | - | - | 12,248 | 8,790 | 798 | 1,154 | 135,708 | 175,543 |
| Closing stock of work-in-process | (110,813) | (122,662) | - | - | (15,194) | (12,248) | (772) | (798) | (126,779) | (135,708) |
| Cost of goods manufactured | 5,491,182 | 3,978,190 | 1,669,984 | 1,608,643 | 1,273,202 | 1,224,464 | 938,893 | 1,012,860 | 8,835,373 | 7,257,542 |
| Opening stock of finished goods | 429,719 | 123,448 | 111,149 | 131,772 | 58,807 | 54,735 | 318,553 | 322,013 | 918,228 | 631,968 |
| Finished goods purchased | - | 334,183 | 36,272 | 198,679 | - | - | 970,273 | 613,320 | 1,006,545 | 1,146,182 |
| | 5,920,901 | 4,435,821 | 1,817,405 | 1,939,094 | 1,332,009 | 1,279,199 | 2,227,719 | 1,948,193 | 10,760,146 | 9,035,692 |
| Closing stock of finished goods | (385,413) | (429,719) | (89,206) | (111,149) | (52,272) | (58,807) | (363,182) | (318,553) | (890,073) | (918,228) |
| Provision for obsolete stocks shown under administration and selling expenses | (5,000) | (2,729) | (5,784) | - | (875) | - | (1,627) | (11,682) | (13,286) | (14,411) |
| | 5,530,488 | 4,003,373 | 1,722,415 | 1,827,945 | 1,278,862 | 1,220,392 | 1,862,910 | 1,617,958 | 9,856,787 | 8,103,053 |

27.1 Inter-segment purchases

Inter-segment purchases have been eliminated from the total.

27.2 Oil, gas and electricity includes inter-segment purchases of Rs 271.174 million (2001: Rs 234.350 million) which have been eliminated from the total.

27.3 Staff retirement benefits

Salaries, wages and benefits include Rs 48.012 million (2001: Rs 33.538 million) in respect of staff retirement benefits.

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

28. Administration and Selling Expenses

| | Polyester | | Soda Ash | | Paints | | Others | | Group 2002 | Group 2001 |
|---|----------------|----------------|----------------|----------------|----------------|----------------|----------------|----------------|------------------|------------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | | |
| Salaries and benefits | 74,610 | 64,782 | 115,634 | 106,418 | 133,125 | 119,587 | 258,172 | 254,731 | 581,541 | 545,518 |
| Repairs and maintenance | 2,734 | 2,261 | 4,191 | 3,446 | 3,582 | 3,565 | 6,439 | 5,670 | 16,946 | 14,942 |
| Advertising and sales promotion | 2,563 | 3,941 | 5,273 | 5,022 | 53,749 | 41,709 | 24,393 | 41,161 | 85,978 | 91,833 |
| Rent, rates and taxes | 2,254 | 802 | 5,033 | 1,522 | 5,631 | 5,359 | 10,483 | 7,044 | 23,401 | 14,727 |
| Insurance | - | 819 | 6,943 | 6,142 | 2,210 | 317 | 10,973 | 9,614 | 20,126 | 16,892 |
| Lighting, heating and cooling | 1,876 | 1,686 | 3,886 | 4,448 | 4,141 | 4,446 | 5,964 | 6,609 | 15,867 | 17,189 |
| Depreciation - note 13.5 | 2,477 | 2,943 | 6,772 | 8,436 | 8,045 | 7,188 | 14,910 | 16,863 | 32,204 | 35,430 |
| Outward freight and handling | 27,959 | 2,189 | 116,227 | 108,601 | 36,284 | 36,188 | 33,629 | 15,380 | 214,099 | 162,358 |
| Provision for doubtful debts | | | | | | | | | | |
| - trade | 2,500 | - | - | - | 6,500 | 320 | 33,000 | 3,390 | 42,000 | 3,710 |
| - others | - | - | - | - | - | - | 7,175 | 1,102 | 7,175 | 1,102 |
| Provision for obsolete stock | 5,000 | 2,729 | 5,784 | - | 875 | - | 1,627 | 11,682 | 13,286 | 14,411 |
| Travelling expenses | 9,980 | 6,924 | 9,401 | 5,714 | 16,009 | 11,895 | 48,462 | 40,510 | 83,852 | 65,043 |
| Postage, telegram, telephone and telex | 3,616 | 2,760 | 4,711 | 4,613 | 9,872 | 10,024 | 14,429 | 14,095 | 32,628 | 31,492 |
| General expenses | 22,612 | 14,632 | 43,622 | 31,344 | 23,958 | 19,552 | 70,972 | 55,575 | 161,164 | 121,103 |
| | <u>158,181</u> | <u>106,468</u> | <u>327,477</u> | <u>285,706</u> | <u>303,981</u> | <u>260,150</u> | <u>540,628</u> | <u>483,426</u> | <u>1,330,267</u> | <u>1,135,750</u> |
| Less: | | | | | | | | | | |
| Service charges from Pakistan PTA Limited | - | - | - | - | - | - | 80,026 | 68,937 | 80,026 | 68,937 |
| | <u>158,181</u> | <u>106,468</u> | <u>327,477</u> | <u>285,706</u> | <u>303,981</u> | <u>260,150</u> | <u>460,602</u> | <u>414,489</u> | <u>1,250,241</u> | <u>1,066,813</u> |

28.1 Staff retirement benefits

Salaries and benefits include Rs 89.616 million (2001: Rs 64.123 million) in respect of staff retirement benefits.

28.2 Service charges from Associate

This represents amount charged by the Company for certain administrative services rendered by it to the Associate in accordance with the Service Level Agreement.

| 29. Other Income | 2002 | 2001 |
|---|----------------|----------------|
| Profit on bank deposits | 1,082 | 6,373 |
| Return on loans due from Associate | 210,559 | 272,000 |
| Scrap sales | 23,545 | 20,520 |
| Gain on disposal of fixed assets | - | 308 |
| Provisions and accruals no longer required written back | 319 | 242 |
| Technical fee from Fayzan Manufacturing Modaraba | 3,000 | - |
| Exchange gain | 71,374 | - |
| Insurance claims | 17,789 | - |
| Others | 6,246 | 23,243 |
| | <u>333,914</u> | <u>322,686</u> |



NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

| | 2002 | 2001 |
|---|----------------|------------------|
| 30. Financial Charges | | |
| Mark-up on: | | |
| Short-term financing | 134,169 | 237,093 |
| Redeemable capital | 248,884 | 301,704 |
| Interest on: | | |
| Long-term loans | 155,823 | 285,848 |
| Workers' profit participation fund | 3,835 | - |
| Discounting charges on receivables | 102,087 | 82,170 |
| Exchange losses | - | 143,598 |
| Others | 10,476 | 13,721 |
| | <u>655,274</u> | <u>1,064,134</u> |
| 31. Other Charges | | |
| Auditors' remuneration - note 31.1 | 4,179 | 4,780 |
| Donations - note 31.2 | 9,377 | 8,435 |
| Workers' profit participation fund | 38,058 | 32,620 |
| Loss on disposal of fixed assets | 703 | - |
| | <u>52,317</u> | <u>45,835</u> |
| 31.1 Auditors' remuneration | | |
| Audit fee | 1,855 | 1,855 |
| Certifications including half-yearly review and group reporting | 2,071 | 2,400 |
| Out-of-pocket expenses | 253 | 525 |
| | <u>4,179</u> | <u>4,780</u> |

Additionally the auditors' remuneration also includes an amount of Rs 2.430 million in respect of professional services rendered in connection with Information Risk Management Assurance Review of the SAP Implementation, which has been included in Capital work-in-progress.

31.2 Donations include Rs 8.899 million (2001: Rs 7.686 million) to ICI Pakistan Foundation. Mr Azhar A Malik, Chief Executive, Mr S Imran Agha and Mr Waqar A Malik, Directors of the Company, are amongst the Trustees of the Foundation.

32. Taxation

| | | |
|-------------------------------|--------------------|---------------|
| Current - note 32.1 | 79,317 | 58,570 |
| Deferred - note 32.2 and 32.3 | (1,193,334) | - |
| | <u>(1,114,017)</u> | <u>58,570</u> |

32.1 In view of the available tax losses, provision for current year taxation represents minimum tax payable under section 113 of the Income Tax Ordinance, 2001 at the rate of one-half of one percent of turnover of the Company.

32.2 As mentioned in note 3.6 the Company has changed its accounting policy for recording deferred tax assets. The cumulative effect of this change in policy under the allowed alternative treatment of International Accounting Standard - 8: Net Profit or Loss for the Period, Fundamental Errors and Change in Accounting Policies (IAS-8) has been adjusted in the accounts for the current year. However, had this accounting policy been applied retrospectively then profit after tax would have been lower by Rs 1,143.077 million.

32.3 Includes deferred tax credited to profit and loss account amounting to Rs 50.257 million on surplus on revaluation of fixed assets transferred to retained earnings (unappropriated profit) equivalent to incremental depreciation charged during the current year.

NOTES TO THE CONSOLIDATED ACCOUNTS FOR THE YEAR ENDED 31 DECEMBER 2002

Amounts in Rs '000

2002 2001

33. Earning per Share - Basic and Diluted

| | | |
|--|--------------------|--------------------|
| Profit after taxation for the year | <u>1,200,057</u> | <u>395,081</u> |
| Number of shares | | |
| Average number of ordinary shares in issue during the year | <u>138,802,300</u> | <u>128,286,974</u> |
| (Rupees) | | |
| Earning per share | <u>8.65</u> | <u>3.08</u> |

34. Remuneration of Directors and Executives

The aggregate amounts charged in the accounts for the remuneration, including all benefits, to the Chairman, Chief Executive, Directors and Executives of the Company were as follows:

| | Chairman | | Chief Executive | | Directors | | Executives | | Total | |
|----------------------------|------------|----------|-----------------|---------------|---------------|---------------|----------------|----------------|----------------|----------------|
| | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 | 2002 | 2001 |
| Managerial remuneration | - | - | 7,281 | 10,179 | 8,411 | 12,275 | 297,523 | 307,887 | 313,215 | 330,341 |
| Retirement benefits | - | - | 2,249 | 2,922 | 2,907 | 3,491 | 94,577 | 92,122 | 99,733 | 98,535 |
| Group insurance | - | - | 27 | 22 | 107 | 67 | 4,207 | 1,443 | 4,341 | 1,532 |
| Rent and house maintenance | 349 | - | 5,514 | 1,540 | 1,070 | 3,260 | 95,059 | 96,544 | 101,992 | 101,344 |
| Utilities | 285 | - | 750 | 787 | 1,180 | 1,137 | 46,769 | 32,636 | 48,984 | 34,560 |
| Medical expenses | 55 | - | 168 | 33 | 137 | 793 | 17,378 | 15,387 | 17,738 | 16,213 |
| Leave passage | - | - | 228 | - | 68 | 174 | 561 | 483 | 857 | 657 |
| | <u>689</u> | <u>-</u> | <u>16,217</u> | <u>15,483</u> | <u>13,880</u> | <u>21,197</u> | <u>556,074</u> | <u>546,502</u> | <u>586,860</u> | <u>583,182</u> |
| Number of persons | <u>1</u> | <u>-</u> | <u>1</u> | <u>1</u> | <u>4</u> | <u>3</u> | <u>548</u> | <u>533</u> | <u>554</u> | <u>537</u> |

34.1 The comparative figures of Chief Executive represent aggregate amounts charged for the remuneration including all benefits to the Ex-Chairman / Chief Executive.

34.2 The Directors and certain Executives are provided with free use of Company cars in accordance with their entitlement. The Chief Executive is provided with Company owned and maintained furnished accommodation and free use of Company car.

34.3 Aggregate amount charged in the accounts for fee to three Directors was Rs 1.217 million (2001: three Directors Rs 3,500).



35. Transactions with Related Parties

The related parties comprise Parent Company (ICI Omicron B.V., UK), related group companies, local associated company, directors and executives. The Group 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, amounts due from executives are shown under receivables and remuneration of directors and executives are disclosed in note 34. Other significant transactions with related parties are as follows:

| | 2002 | 2001 |
|--|------------------|-----------|
| Purchase of goods, material and services | <u>3,689,647</u> | 3,164,488 |
| Investment in Associate | <u>1,514,207</u> | - |
| Loans from group companies - net | <u>1,566,750</u> | 227,804 |
| Interest on loans from group companies | <u>138,198</u> | 278,885 |
| Provision of services and other receipts | <u>84,130</u> | 81,640 |
| Sale of fixed assets | <u>-</u> | 555 |
| Receipt of interest / return on loans from Associate | <u>459,983</u> | 272,000 |
| Repayment of loan by Associate | <u>1,500,000</u> | - |

Transactions with related parties are entered into and recorded at fair value.

36. Plant Capacity and Annual Production

- in metric tonnes except Paints and Agrochemicals which are in thousands of litres and PowerGen which is in thousand of Kilowatts:

| | 2002 | | 2001 | |
|---------------------------|----------------------------------|------------|----------------------------------|------------|
| | Annual Name Plate Capacity | Production | Annual Name Plate Capacity | Production |
| Polyester | 56,000 | 67,499 | 55,533 | 72,911 |
| Soda Ash - note 36.2 | 225,000 | 223,730 | 185,000 | 219,450 |
| Paints | - | 15,798 | - | 14,443 |
| Agrochemicals - note 36.3 | - | - | - | 493 |
| Chemicals | - | 5,979 | - | 6,283 |
| Sodium Bicarbonate | 10,000 | 13,049 | 10,000 | 11,543 |
| PowerGen - note 36.4 | 122,640 | 66,113 | 122,640 | 63,716 |

36.1 The capacity of Paints, Agrochemicals and Chemicals is indeterminable because these are multi-product plants involving varying processes of manufacture.

36.2 Soda Ash was produced as per market demand.

36.3 During the year the Agrochemicals plant was mothballed pending restructure of the Agrochemical and seeds business.

36.4 Electricity by PowerGen is produced as per market demand.

37. Fair Value of Financial Assets and Liabilities

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

38. Interest / Mark-up Rate Risk Management

Interest / mark-up rate risk arises from the possibility that changes in interest / mark-up rates will affect the value of financial instruments. In respect of income earning financial assets and interest / mark-up bearing financial liabilities, the following table indicate their effective interest / mark-up rates at the balance sheet date and the periods in which they will re-price or mature:

| | Effective Mark-up rates % | Interest / mark-up bearing | | | Non-interest /mark-up bearing | Total |
|---|---------------------------------|------------------------------|----------------------------------|---------------------------------|-------------------------------------|--------------------|
| | | Maturity upto one year | Maturity one to five years | Maturity after five years | | |
| Financial Assets | | | | | | |
| Long term loans | 10.5 | 100,000 | 200,000 | - | 131,309 | 431,309 |
| Long term deposits | - | - | - | - | 16,841 | 16,841 |
| Trade debts | - | - | - | - | 698,242 | 698,242 |
| Trade deposits | - | - | - | - | 14,554 | 14,554 |
| Other receivables | - | - | - | - | 315,839 | 315,839 |
| Cash and bank balances | 3.85 | 75,000 | - | - | 540,895 | 615,895 |
| | | 175,000 | 200,000 | - | 1,717,680 | 2,092,680 |
| Financial Liabilities | | | | | | |
| Redeemable capital | 10.5 - 13 | 968,333 | 1,415,000 | - | - | 2,383,333 |
| Long-term loans | 1% above 6 months LIBOR | 2,042,250 | - | - | - | 2,042,250 |
| Short-term financing | 7.6 - 17 | 356,250 | - | - | - | 356,250 |
| Creditors, accrued and other liabilities | - | - | - | - | 3,426,683 | 3,426,683 |
| Proposed dividend | - | - | - | - | 312,305 | 312,305 |
| | | 3,366,833 | 1,415,000 | - | 3,738,988 | 8,520,821 |
| Net financial assets / (liabilities) | 2002 | (3,191,833) | (1,215,000) | - | (2,021,308) | (6,428,141) |
| Net financial assets / (liabilities) | 2001 | (4,366,034) | (1,071,151) | 1,828,696 | (1,661,210) | (5,269,699) |

Amounts in Rs '000

39. Credit and Concentration of Credit Risk

Credit risk represents the accounting loss that would be recognised at the reporting date if counter-parties failed completely to perform as contracted. The Group does not have significant exposure to any individual customer. To reduce exposure to credit risk the Group has developed a formal approval process whereby credit limits are applied to its customers. The management also continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery.

The sector wise analysis of receivables, comprising trade debts, deposits, advances to suppliers, loans excluding loans to associates and other receivables is given below:

| | 2002 | 2001 |
|-----------------|-------------------------|-------------------------|
| Public Sector | | |
| - Government | 160,286 | 158,095 |
| - Communication | 502 | 477 |
| - Oil and gas | 2,830 | 8,078 |
| - Health | 85 | 301 |
| - Others | 27,278 | 19,614 |
| | 190,981 | 186,565 |
| Private Sector | | |
| - Institutional | 11,875 | 33,997 |
| - Trade | 698,242 | 634,658 |
| - Others | 516,738 | 244,557 |
| | 1,226,855 | 913,212 |
| | <u>1,417,836</u> | <u>1,099,777</u> |

40. Foreign Exchange Risk Management

Foreign currency risk arises mainly where receivables and payables exist due to transactions entered into foreign currencies. The Company is exposed to foreign currency risk on sales, purchases and borrowings that are entered in a currency other than Pak Rupees. The Company uses forward foreign exchange contracts to hedge its foreign currency risk, when considered appropriate.

41. Number of Employees

| | | |
|------------------------------------|---------------------|---------------------|
| Number of employees at 31 December | <u>1,333</u> | <u>1,453</u> |
|------------------------------------|---------------------|---------------------|

42. Date of Authorisation

These financial statements were authorised for issue in the Board of Directors meeting held on 27 February 2003.

43. General

Figures have been rounded off to the nearest thousand rupees.



M J Jaffer
Chairman / Director



Azhar A Malik
Chief Executive



Feroz Rizvi
Chief Financial Officer