

## CORPORATE OBJECTIVES

Develop a strong organization centered at Karachi, to run the existing business and exploit new opportunities.

Develop relationships with agents and end-users for a world-wide reach for our products and thus improve profitability.

Develop a strategy on procurement of raw material to secure long-term business and development opportunities.

Identify, establish and exploit new markets and technologies through Research and Development and marketing skills.

Identify suitable acquisitions for real synergies to improve our corporate position and profit potential.

In recognition of its responsibilities as a Corporate Body the Company aims to:

Pursue personnel policies, which recognize the aspirations and performance of individuals and which are suited to the diverse levels of skills required and the many career paths available in the company.

Have full regard to the attitudes and expectations of its client base at large and contribute as appropriate, to the formulation of positive attitudes and opinions.

Act as a reputable, efficient and responsible organization.



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## COMPANY INFORMATION

AS ON DECEMBER 31, 2010

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### Board of Directors

Mohammad Moonis	<i>Chairman</i>
Shuaib Ahmed	<i>Vice-Chairman</i>
Mohammad Ali Hanafi	<i>Director</i>
Mohammed Aslam Hanafi	<i>Director</i>
Ozair Ahmed Hanafi	<i>Director</i>
Tariq Mohamed Amin	<i>Director</i>
Zahid Zaheer	<i>Director</i>
Zaeem Ahmad Hanafi	<i>Director</i>

### Chief Executive Officer

Hamid Ahmed

### Audit Committee

Tariq Mohamed Amin	<i>Chairman</i>
Zahid Zaheer	<i>Member</i>
Zaeem Ahmad Hanafi	<i>Member</i>

### Compensation Committee

Zahid Zaheer	<i>Chairman</i>
Tariq Mohamed Amin	<i>Member</i>
Ozair Ahmed Hanafi	<i>Member</i>

### Chief Financial Officer and Company Secretary

Imran Shiwani

### Auditors

Ernst & Young Ford Rhodes Sidat Hyder  
Chartered Accountants

### Legal Advisor

Tahir Ali Tayebi & Co.

### Bankers

Askari Bank Limited  
Habib Bank Limited  
MCB Bank Limited  
Habib Metropolitan Bank Limited  
Mybank Limited

### Registrar and Share Transfer Office

Corporate Support Services (Private) Limited  
407-408, al-Ameera Centre,  
Shahrah-e-Iraq, Saddar, Karachi.  
Phone: (92-21) 35662023-24

### Registered Office

B-19/A, Irshad Qadri Road  
S.I.T.E., Karachi-75700  
P.O. Box 3639

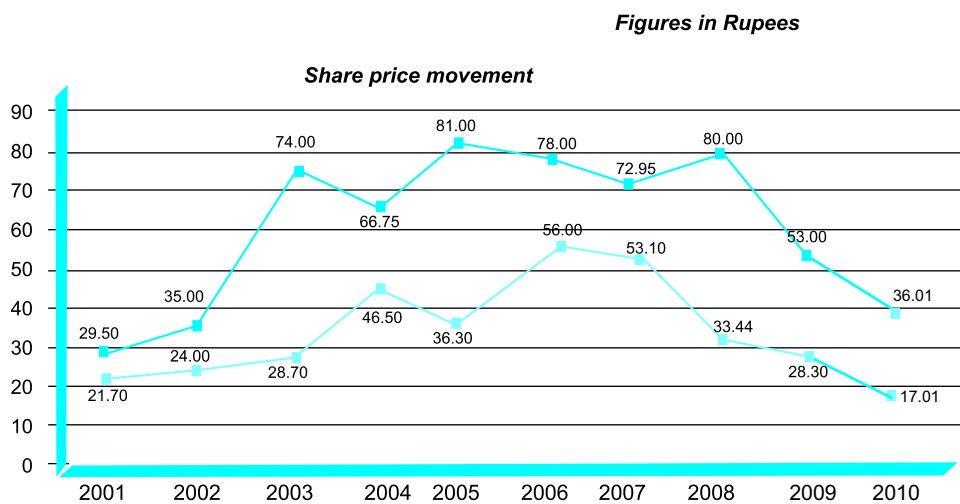
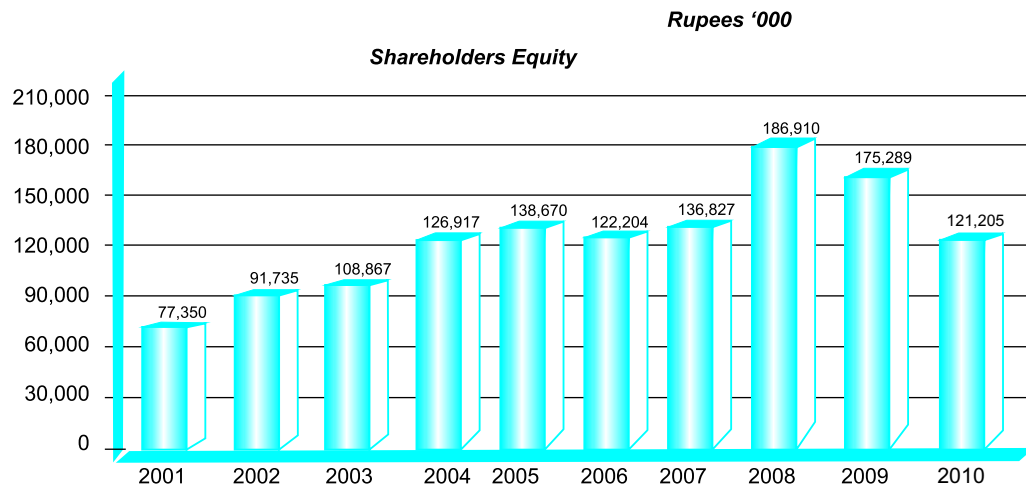
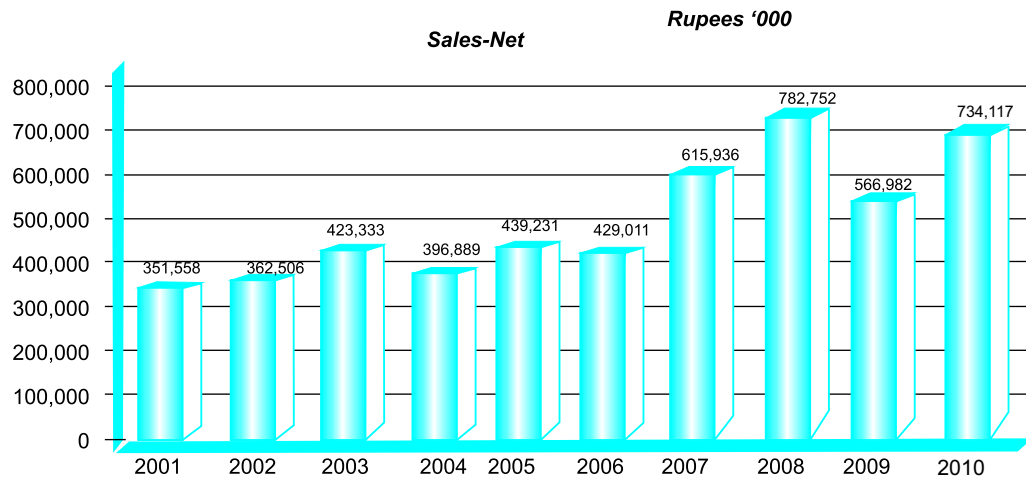
Phone: (92-21) 32561124-26  
Fax: (92-21) 32561320 & (92-21) 32565213  
E-mail: pakchem@cyber.net.pk  
URL: www.pakchem.com.pk



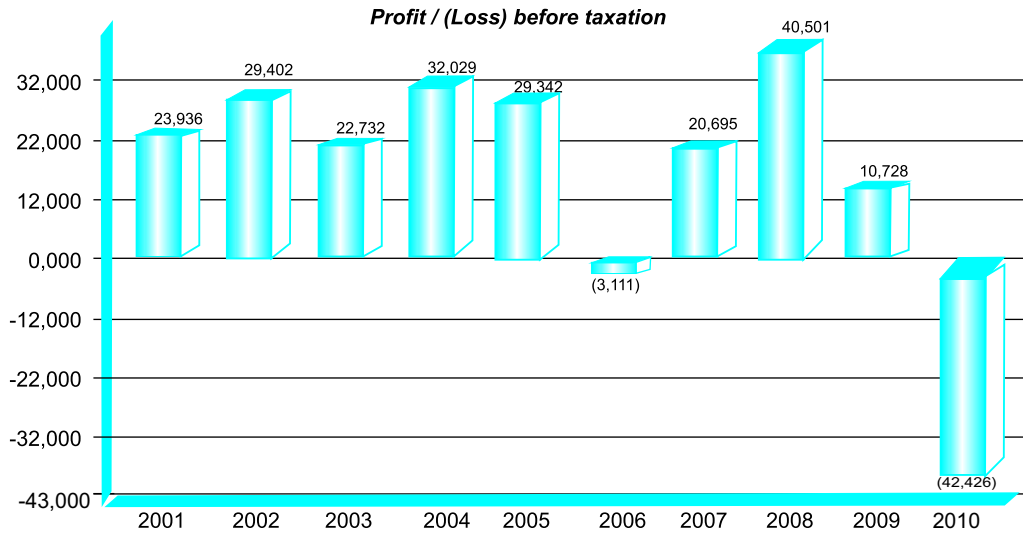
**TEN YEAR SUMMARY OF STATISTICS**  
(Rupees in Thousands)

	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010
Operating assets	19,679	17,695	15,644	14,223	16,859	19,326	23,773	27,800	44,955	49,185
Capital work-in-progress	-	-	595	2,854	2,998	5,088	2,549	16,087	4,425	710
Long-term Loans, Deposits & Retirement Benefits	8,263	8,500	12,311	22,583	23,002	24,393	770	770	776	776
Net current and other assets	50,101	66,511	80,317	87,257	95,811	73,397	109,735	142,253	125,133	70,534
<b>Total assets employed</b>	<b>78,043</b>	<b>92,706</b>	<b>108,867</b>	<b>126,917</b>	<b>138,670</b>	<b>122,204</b>	<b>136,827</b>	<b>186,910</b>	<b>175,289</b>	<b>121,205</b>
Ordinary capital	29,260	29,260	29,260	29,260	32,186	35,405	35,405	42,486	42,486	42,486
Reserves	48,090	62,475	79,607	97,657	106,484	86,799	101,422	144,424	132,803	78,719
Long term and deferred liabilities	693	971	-	-	-	-	-	-	-	-
<b>Total funds employed</b>	<b>78,043</b>	<b>92,706</b>	<b>108,867</b>	<b>126,917</b>	<b>138,670</b>	<b>122,204</b>	<b>136,827</b>	<b>186,910</b>	<b>175,289</b>	<b>121,205</b>
Net turnover	351,558	362,506	423,333	396,889	439,231	429,011	615,936	782,752	566,982	734,117
Profit before taxation	23,936	29,402	22,732	32,029	29,342	(3,111)	20,695	40,501	10,728	(42,426)
% of net sales	6.81	8.11	5.37	8.07	6.68	(0.73)	3.36	5.17	1.89	(5.78)
% of average assets employed	32.88	34.44	22.55	27.17	22.10	(2.39)	15.98	25.02	5.92	(28.62)
Profit / (loss) after taxation	19,162	23,163	17,132	26,829	23,457	(6,811)	14,623	32,530	5,373	(49,835)
Cash dividend - amount	8,778	8,778	8,778	11,704	9,656	-	7,081	16,994	4,249	-
Bonus Shares - %	-	-	-	10	10	-	-	-	-	-
Right Share - %	-	-	-	-	-	-	20	-	-	-
Cash dividend - %	30.00	30.00	30.00	40.00	30.00	-	20	40	10	-
Earnings / (Loss) per share Rs.	6.55	7.92	5.86	9.17	7.29	(1.92)	4.13	8.04	1.26	(11.73)
Break-up Value	26.67	31.68	37.21	43.38	43.08	34.52	38.65	43.99	41.26	28.53
No. of shares	2,926	2,926	2,926	2,926	3,219	3,541	3,541	4,249	4,249	4,249

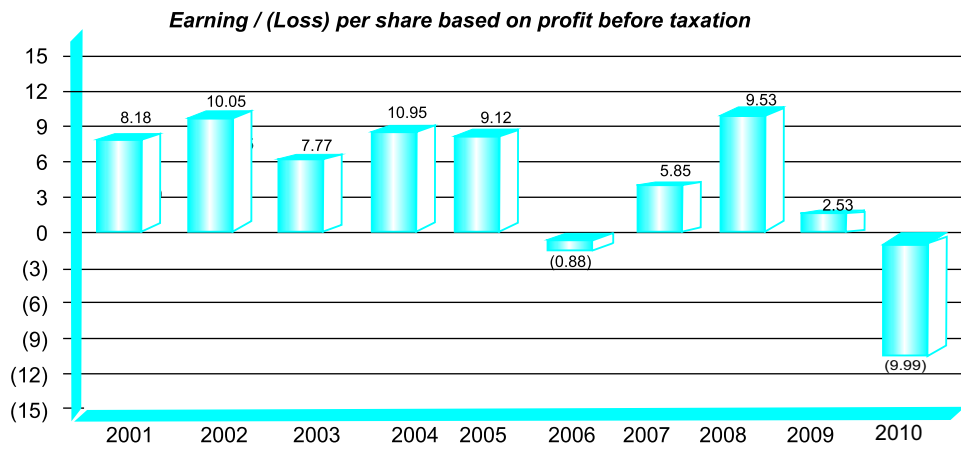




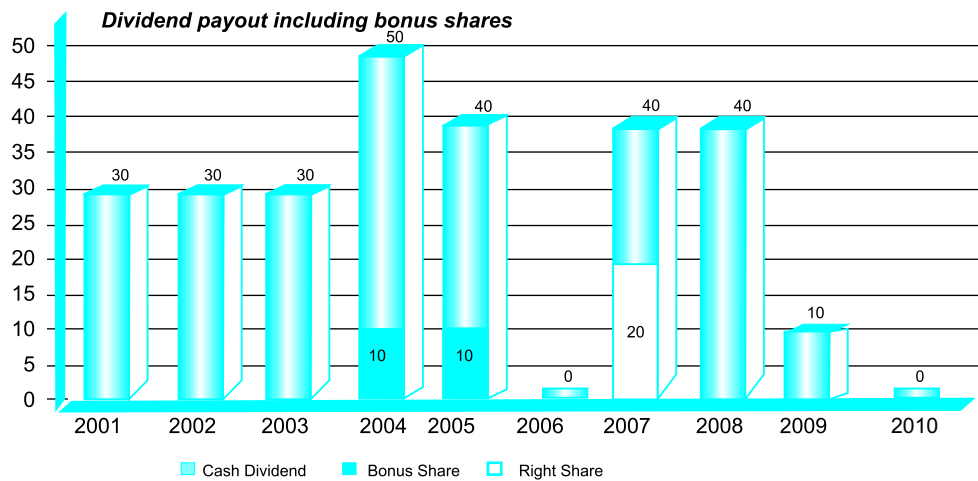
Rupees '000



Figures in Rupees



Figures in %



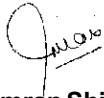
## NOTICE OF MEETING

**NOTICE IS HEREBY** given that the 48<sup>th</sup> Annual General Meeting of Pakistan Gum & Chemicals Limited, will be held on Monday, April 18, 2011 at the Council Hall of the Overseas Investors Chamber of Commerce & Industry, Talpur Road, Karachi at 10:00 A.M. to transact the following:

Ordinary Business:

1. To receive, consider and adopt the Annual Audited Accounts for the year ended December 31, 2010 together with the Directors' and Auditors' reports thereon.
2. To appoint auditors and to fix their remuneration.

By Order of the Board



**Imran Shiwani**  
*Company Secretary*

*Karachi, March 21, 2011*

### **Notes:-**

1. The Share Transfer Books of the Company will remain closed from April 11, 2011 to April 18, 2011 (both days inclusive).
2. CDC shareholders are requested to bring their original CNIC, Account, Sub-Account number and participant's number in Central Depository System for identification purpose for attending the meeting. In case of corporate entity, the Board of Directors resolution/power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of the meeting.
3. A member entitled to attend and vote at the meeting may appoint another person on his/her behalf as his/her proxy to attend, speak and vote and a proxy so appointed shall have such right with respect to attending, speaking and voting at the meeting as are available to a Member. Proxies in order to be effective must be received by the Company not less than 48 hours before the meeting. A proxy need not be a member of the Company.
4. Shareholders are requested to notify any change in their addresses immediately. Moreover, the shareholders claiming exemption from Zakat are required to file their Declaration with our Share Registrar.

## DIRECTORS' REPORT

On behalf of the Board of Directors, we welcome you to the 48<sup>th</sup> Annual General Meeting of the Company.

### Operating Results

Net Sales during the year were Rs. 734 million vis-à-vis Rs. 567 million for the corresponding period of 2009 and Cost of Sales was Rs.711 million compared to Rs.500 million in 2009. Consequently, Gross Profit in 2010 was a much reduced amount of Rs. 23 million versus Rs. 67 million in 2009. This was principally due to higher cost of seed and increased cost of utilities which could not be passed on entirely to our international customers due to tough competition from India. Profitability has partly deteriorated by Government's unrealistic tax policies, frequent increase in utility tariff coupled with frequent power breakdowns. The management was able to contain Distribution and Administrative Expenses almost to the level of 2009 but this did not help the overall result. Finance Costs also for the year were Rs.7 million higher than 2009. As your Company is subject to presumptive tax on Export Sales regardless of actual profit or loss, therefore, despite the loss for the year, there is taxation of Rs.7 million compared to Rs.5 million in 2009. As a result of all this, the loss before taxation for the year was Rs.42.4 million compared to profit of Rs. 10.7 million in 2009 and Rs.40.5 million in 2008.

### Manufacturing

Efforts were made to achieve plant efficiency but these efforts were adversely impacted by frequent power load shedding. This also affected the production of the newly installed powder line.

### Code of Corporate Governance

The management of the Company is in compliance with good corporate governance policies and states as follows:

- The financial statements, prepared by the management of the Company, present fairly its state of affairs, the result of its operations, cash flow 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 departure, if any, has been adequately disclosed. Accounting estimates are based on reasonable and prudent judgment.
- International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and departure, if any, has been adequately disclosed.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- 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 regulation.
- There have been significant deviation from last year in operating results of the Company and deviations have been highlighted and explained in the director's review of operating results and accounts.
- Key operating and financial data of last ten years is summarized on page 2.
- The Company operates funded gratuity, pension and provident fund schemes. The fair value of assets based on last audited accounts of the respective funds amounted to Rs.46.4 million.



- During the year four (4) meetings of the board were held. Attendance of each director are given below:

Name	No of meetings attended	Remarks
Mr. Mohammad Moonis	4	
Mr. Mohammed Aslam Hanafi	3	
Mr. Ozair Ahmed Hanafi	4	
Mr. Shuaib Ahmed	4	
Mr. Tariq Mohamed Amin	4	
Mr. Zahid Zaheer	4	
Mr. Zaeem Ahmad Hanafi	3	
Mr. M. Ali Hanafi	4	

- Trades in shares of the company, carried out by its directors, CEO, CFO, Company Secretary and their spouses and minor children are as follows::

<u>Description</u>	<u>Purchase of Shares (No.)</u>	<u>Transfer of Shares (Nos.)</u>	<u>Sales of Shares (No.)</u>
Directors	-	66,100	-
Chief Financial Officer	-	-	-
Company Secretary	-	-	-
Spouses and minor children of Directors, CFO and Company Secretary	-	(66,100)	-

#### Future Outlook

Total guar crop size this year is estimated to be more or less the same as of last year. The market price of good quality seed is likely to follow the international rising trend. Utilities as well as other costs are similarly rising. The year 2011 therefore looks challenging but barring any unforeseen negative development it is hoped it will be better than 2010.

	<u>Rupees '000</u>
<u>Appropriations</u>	
Net Loss for the year before taxation	(42,426)
Provision for taxation	(7,409)
Net Loss for the year after taxation	(49,835)
Unappropriated profit brought forward	28,527
	(21,308)
Appropriations	
Proposed Cash Dividend	-
Proposed Bonus Shares	-
Transfer to General Reserve	-
	-
Unappropriated profit / (Loss) carried forward	(21,308)
Earning/(loss) per share	(11.73)

### Pattern of shareholdings

The pattern of shareholdings of the Company as at December 31, 2010 is given on page 45 of this report.

### Holding Company

East West Group Holdings Inc., a company incorporated in British Virgin Islands, U.K. is the majority shareholder of the Company.

### Auditors

The present auditors Messrs Ernst & Young Ford Rhodes Sidat Hyder, Chartered Accountants, Karachi, retire and being eligible, offer themselves for re-appointment.

## **ACKNOWLEDGEMENT**

We acknowledge efforts of the management and staff who have done well in a very difficult situation and extend our deep appreciation to them and best wishes for 2011.

### **By order of the Board**



**Hamid Ahmed**  
*Chief Executive Officer*



**Mohammad Moonis**  
*Chairman*

Karachi: March 21, 2011

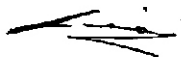
## STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

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

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

1. The Company encourages representation of independent non-executive directors and directors representing minority interest on its Board of Directors (the Board). The Board presently comprises eight directors including six non-executive directors.
2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, including this Company.
3. All the resident directors of the Company are registered taxpayers and they have confirmed that none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFIs or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. All Directors have been elected in place of retiring directors in Annual General Meeting dated March 27, 2008 for the tenure of three years. No casual vacancy arose in the Board during the year.
5. The Company has prepared and circulated a 'Statement of Ethics and Business Practices', which has been signed by all the Directors and employees of the Company.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, CFO, Company Secretary and other executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. 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.
9. The directors are aware of their fiduciary responsibilities however if necessary the Board will arrange orientation course for its directors in this respect.
10. The Board has established system of sound internal control, which is effectively implemented at all levels within the Company.
11. The directors' report for the year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
12. The financial statements of the Company were duly endorsed by 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 Committee comprises of three members, all of whom are non-executive directors including the Chairman of the committee.
16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance.
17. There exists an effective internal audit function within the Company.

18. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants of Pakistan (ICAP), 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 ICAP.
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.



**Mohammad Moonis**  
Chairman



**Hamid Ahmed**  
Chief Executive Officer

**Karachi:** March 21, 2011

## **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 (the statement) contained in the Code of Corporate Governance (the code) prepared by the Board of Directors of **PAKISTAN GUM AND CHEMICALS LIMITED** (the Company) to comply with the Listing Regulations No.35 of the Karachi Stock Exchange (Guarantee) Limited and Listing Regulation No.35 of the Lahore Stock Exchange (Guarantee) Limited, where the Company is listed.

The responsibility for compliance with the Code 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 reflects the status of the Company's compliance with the provisions of the Code and report if it does not. A review is limited primarily to inquiries of the Company's 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 are not required to consider whether the Board's statement on internal control covers all risk and controls, or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

Further, Sub-Regulation (xiii a) of Listing Regulations 35 notified by the Karachi Stock Exchange (Guarantee) Limited vide circular KSE/N-269 dated 19 January 2009 requires the Company to place before the Board of Directors for their consideration and approval related party transactions, distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the Audit Committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the Board of Directors and placement of such transactions before the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code, effective for the year ended **31 December 2010**.

KARACHI: March 21, 2011

**Ernst & Young Ford Rhodes Sidat Hyder**  
Chartered Accountants



## AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **PAKISTAN GUM AND CHEMICALS LIMITED** as at **31 December 2010** and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

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

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

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
  - 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;
  - ii) the expenditure incurred during the year was for the purpose of the Company's business; and
  - iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at **31 December 2010** and of the loss, total comprehensive loss, its cash flows and changes in equity for the year then ended; and
- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund established under Section 7 of that Ordinance.

**Ernst & Young Ford Rhodes Sidat Hyder**

Chartered Accountants

**Audit Engagement Partner's Name:** Pervez Muslim


KARACHI: March 21, 2011



**BALANCE SHEET  
AS AT DECEMBER 31, 2010**

	Note	December 31, 2010	December 31, 2009
		----- Rupees '000 -----	
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
<b>Fixed assets</b>			
Property, plant and equipment	5	49,895	49,380
Long-term deposits	6	776	776
		<b>50,671</b>	<b>50,156</b>
<b>CURRENT ASSETS</b>			
Stores and spares	7	6,998	5,855
Stock-in-trade	8	142,891	300,188
Trade debts	9	76,606	52,810
Accrued mark-up	10	37	37
Loans and advances	11	1,430	1,625
Short-term prepayments		179	627
Other receivables	12	5,838	22,306
Taxation - net	13	15,586	10,383
Cash and bank balances	14	17,944	10,406
		<b>267,509</b>	<b>404,237</b>
<b>TOTAL ASSETS</b>		<b>318,180</b>	<b>454,393</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
<b>Share capital</b>			
<b>Authorised</b>			
10,000,000 (2009: 10,000,000) Ordinary shares of Rs.10 each		100,000	100,000
<b>Issued, subscribed and paid-up capital</b>	15	42,486	42,486
<b>Reserves</b>	16	78,719	132,803
		<b>121,205</b>	<b>175,289</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	17	27,511	44,281
Accrued markup on short term borrowings		4,464	4,361
Short-term borrowings	18	165,000	230,462
		<b>196,975</b>	<b>279,104</b>
<b>CONTINGENCIES AND COMMITMENTS</b>	19		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>318,180</b>	<b>454,393</b>

The annexed notes 1 to 36 form an integral part of these financial statements.

  
**Mohammad Moonis**  
Chairman

  
**Hamid Ahmed**  
Chief Executive Officer


  
**Imran Shiwani**  
Chief Financial Officer



**PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED DECEMBER 31, 2010**

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009 -----
<b>NET SALES</b>	20	<b>734,117</b>	566,982
Cost of sales	21	<b>(710,978)</b>	(499,680)
<b>GROSS PROFIT</b>		<b>23,139</b>	67,302
Distribution and shipping costs	22	<b>(20,434)</b>	(15,773)
Administrative expenses	23	<b>(26,645)</b>	(30,457)
Other operating expenses	24	-	(615)
Other operating income	25	<b>1,725</b>	3,316
		<b>(45,354)</b>	(43,529)
<b>OPERATING (LOSS) / PROFIT</b>		<b>(22,215)</b>	23,773
Finance costs	26	<b>(20,211)</b>	(13,045)
<b>(LOSS) / PROFIT BEFORE TAXATION</b>		<b>(42,426)</b>	10,728
Taxation	27	<b>(7,409)</b>	(5,355)
<b>NET (LOSS) / PROFIT FOR THE YEAR</b>		<b>(49,835)</b>	<u>5,373</u>
<b>(LOSS) / EARNINGS PER SHARE-BASIC (Rs. per share)</b>	28	<b>(11.73)</b>	<u>1.26</u>

The annexed notes 1 to 36 form an integral part of these financial statements.

  
**Mohammad Moonis**  
Chairman

  
**Hamid Ahmed**  
Chief Executive Officer

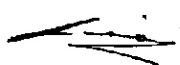
  
**Imran Shiwani**  
Chief Financial Officer



**STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDED DECEMBER 31, 2010**

	December 31, 2010	December 31, 2009
Note	----- Rupees '000 -----	
<b>(Loss) / Profit for the year</b>	<b>(49,835)</b>	<b>5,373</b>
Other comprehensive income for the year	-	-
<b>Total comprehensive (loss) / income for the year</b>	<b><u>(49,835)</u></b>	<b><u>5,373</u></b>

The annexed notes 1 to 36 form an integral part of these financial statements.

  
**Mohammad Moonis**  
Chairman

  
**Hamid Ahmed**  
Chief Executive Officer

  
**Imran Shiwani**  
Chief Financial Officer



**CASH FLOW STATEMENT  
FOR THE YEAR ENDED DECEMBER 31, 2010**

	December 31, 2010	December 31, 2009
Note	----- Rupees '000 -----	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash generated from operations	29 115,735	(78,934)
Income tax paid	(12,612)	(11,309)
Long-term deposits	-	(6)
	103,123	(90,249)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital expenditure incurred	(7,999)	(12,274)
Sale proceeds from disposal of operating fixed assets	1,471	1,609
Profit received on bank accounts	762	696
<b>Net cash used in investing activities</b>	<b>(5,766)</b>	<b>(9,969)</b>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Short term borrowings - repaid	(65,462)	110,462
Finance cost paid	(20,108)	(11,436)
Dividend paid	(4,249)	(16,994)
<b>Net cash (used in) / generated from financing activities</b>	<b>(89,819)</b>	<b>82,032</b>
<b>NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALENTS</b>	<b>7,538</b>	<b>(18,186)</b>
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE YEAR</b>	<b>10,406</b>	<b>28,592</b>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE YEAR</b>	<b>17,944</b>	<b>10,406</b>

The annexed notes 1 to 36 form an integral part of these financial statements.



**Mohammad Moonis**  
Chairman



**Hamid Ahmed**  
Chief Executive Officer

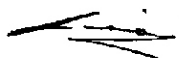


**Imran Shiwani**  
Chief Financial Officer

**STATEMENT OF CHANGES IN EQUITY  
FOR THE YEAR ENDED DECEMBER 31, 2010**

	Issued, subscribed and paid-up capital	Capital reserve	REVENUE RESERVES			Total
			General Reserve	Unappro- priated Profit/accu- mulated (loss)	Total	
----- Rupees '000 -----						
<b>Balance as at January 01, 2009</b>	42,486	17,553	82,474	44,397	126,871	186,910
Final Cash Dividend @ Rs 4 per Ordinary share of Rs.10 each declared on April 18, 2009	-	-	-	(16,994)	(16,994)	(16,994)
Net profit for the year	-	-	-	5,373	5,373	5,373
Other comprehensive income	-	-	-	-	-	-
Total comprehensive income	-	-	-	5,373	5,373	5,373
<b>Balance as at December 31, 2009</b>	42,486	17,553	82,474	32,776	115,250	175,289
Final Cash Dividend @ Re.1 per Ordinary share of Rs.10 each declared on April 19, 2010	-	-	-	(4,249)	(4,249)	(4,249)
Net loss for the year	-	-	-	(49,835)	(49,835)	(49,835)
Other comprehensive income	-	-	-	-	-	-
Total comprehensive loss	-	-	-	(49,835)	(49,835)	(49,835)
<b>Balance as at December 31, 2010</b>	<b>42,486</b>	<b>17,553</b>	<b>82,474</b>	<b>(21,308)</b>	<b>61,166</b>	<b>121,205</b>

The annexed notes 1 to 36 form an integral part of these financial statements.

  
**Mohammad Moonis**  
Chairman

  
**Hamid Ahmed**  
Chief Executive Officer

  
**Imran Shiwani**  
Chief Financial Officer

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED DECEMBER 31, 2010

## 1. THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan as a public company limited by shares in 1982 under the Companies Act, 1913 (now the Companies Ordinance, 1984). The shares of the Company are quoted on the Karachi and Lahore Stock Exchanges. Its main business activity is production and sale of guar gum and its allied products.

The registered office of the Company is situated at B-19/A, Irshad Qadri Road, S.I.T.E., Karachi.

## 2. STATEMENT OF COMPLIANCE

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

## 3. BASIS OF PREPARATION

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

## 4. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### 4.1 Significant accounting judgments and estimates

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Company's accounting policies. The matters involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are as follows:

#### (i) Staff Retirement benefits

Certain actuarial assumptions have been adopted as disclosed in note 12.1 to the financial statements for valuation of present value of defined benefit obligations and fair value of plan assets. Any changes in these assumptions in future years might affect unrecognised gains and losses in those years.

#### (ii) Property, plant and equipment

The Company reviews appropriateness of the rate of depreciation, useful life and residual value used in the calculation of depreciation. Further, where applicable, an estimate of the recoverable amount of assets is made for possible impairment on an annual basis. In making these estimates, Company uses the technical resources available with the Company. Any change in the estimates in the future might affect the carrying amount of respective item of property, plant and equipment, with corresponding effects on the depreciation charge and impairment.

#### (iii) Stock-in-trade

The Company reviews the net realisable values of stock-in-trade to assess any diminution in the respective carrying values. Net realisable value is estimated with reference to the estimated selling price in the ordinary course of business less the estimated costs of completion and estimated costs necessary to make the sale.

#### (iv) Taxation

In making the estimate for income tax payable by the Company, the Company takes into account the applicable tax laws and the decision by appellate authorities on certain issues in the past.



#### (v) Future estimation of export sale

Deferred tax calculation has been made (and found to be immaterial for the disclosure purpose) based on an estimate of future ratio of export and local sales.

Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future event that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognised in the period in which the estimate is revised and in any future periods affected.

There have been no critical judgments made by the Company's management in applying the accounting policies that would have a significant effect on the amounts recognised in the financial statements.

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

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

<b>Standard or Interpretation</b>	<b>Effective date (accounting periods beginning on or after)</b>
IAS 32 - Financial Instruments: Presentation - Classification of Right Issues (Amendment)	01 February 2010
IFRIC 19 - Extinguishing Financial Liabilities with Equity Instruments	01 July 2010
IAS 24 - Related Party Disclosures (Revised)	01 January 2011
IFRIC 14 - IAS 19 - The Limit on Defined Benefit Assets, Minimum Funding Requirements and their Interaction (Amendments)	01 January 2011
IAS 12 Income Taxes : Deferred Tax Amendment Recognition of Underlying Assets	01 January 2012

The Company expects that the adoption of the above revisions, amendments and interpretations of the standards will not effect the Company's financial statements in the period of initial application.

In addition to the above, amendments to various accounting standards have also been issued by the IASB. Such improvements are generally effective for accounting periods beginning on or after 01 January 2011. The Company expects that such improvements to the standards will not have any material impact on the Company's financial statements in the period of initial application.

#### 4.3 Standards or interpretations effective in 2009 but not relevant to the Company

The Company has adopted the following new and amended IFRS and IFRIC interpretations which became effective during the year. However, these are either not relevant or do not have any effect / material effect on the financial statements of the Company:

IFRS 2 - Share-based Payments: Amendments relating to Group Cash-settled Share-based Payment Transactions

IFRS 3 - Business Combinations (Revised)

IAS 27 - Consolidated and Separate Financial Statements (Amendment)

IAS 39 - Financial Instruments: Recognition and Measurement - Eligible hedged items (Amendments)

IFRIC 17 - Distributions of Non-cash Assets to owners

In May 2008 and April 2009, International Accounting Standards Board issued amendments to various standards primarily with a view to removing inconsistencies and clarifying wording. These improvements are made in the following standards:

**Issued in May 2008**

IFRS 5 - Non-Current Assets Held for Sale and Discontinued Operations

**Issued in April 2009**

IFRS 2 - Share-based Payments

IFRS 5 - Non-Current Assets Held for Sale and Discontinued Operations

IFRS 8 - Operating Segments

IAS 1 - Presentation of Financial Statements

IAS 7 - Statement of Cash Flows

IAS 17 - Leases

IAS 36 - Impairment of Assets

IAS 38 - Intangible Assets

IAS 39 - Financial Instruments: Recognition and measurement

IFRIC 9 - Reassessment of Embedded Derivatives

IFRIC 16 - Hedges of a Net Investment in a Foreign Operation

The adoption of the above standards, amendments / improvements and interpretations did not have any effect on the financial statements of the Company.

#### **4.4 Property, plant and equipment**

##### **Operating fixed assets**

These are stated at cost less accumulated depreciation and impairment, if any.

Leasehold land is depreciated over the period of the lease. Depreciation on all other assets is charged to income applying the straight-line method whereby the cost of an asset is written off over its estimated useful life. The rates used are stated in note 5.1 to the financial statements.

In respect of additions and deletions of assets during the year, depreciation is charged from the month of acquisition and up to the month preceding the deletion respectively.

The carrying amounts of the Company's assets are reviewed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists, the asset's recoverable amount is estimated in order to determine the extent of the impairment loss, if any. Impairment losses are charged to income.

An item of property and equipment is derecognised upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and the carrying amount of the asset) is included in the profit and loss account in the year the asset is derecognised.

The assets' residual values, useful lives and methods are reviewed, and adjusted if appropriate, at each financial year end.

Maintenance and normal repairs are charged to income as and when incurred. Assets having cost of less than a predetermined materially amount are charged off when purchased.

Gains and losses on disposal of fixed assets, if any, are taken to profit and loss account.

#### **Capital work-in-progress**

Capital work-in-progress is stated at cost less impairment in value, if any. It consists of expenditure incurred and advances made in respect of fixed assets in the course of their erection, acquisition and installation.

### **4.5 Employee benefits**

#### **(a) Defined contribution plan**

The Company operates an approved contributory provident fund for all permanent employees. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of 8.33% of basic salary and cost of living allowance.

#### **(b) Defined benefit plans**

The Company operates the following approved funded schemes:

- (i) pension scheme for its Executives and Executive Director. Provision is made, annually, to cover obligations under the scheme, by way of a charge to profit and loss account, calculated in accordance with the actuarial valuation. The most recent valuation in this regard was carried out as at December 31, 2010, using the Projected Unit Credit Method; and
- (ii) gratuity scheme for all permanent employees of the Company. Provision is made, annually, to cover obligations under the scheme, by way of a charge to profit and loss account, calculated in accordance with the actuarial valuation. The most recent valuation in this regard was carried out as at December 31, 2010, using the Projected Unit Credit Method.

### **4.6 Actuarial gains and losses**

Actuarial gains and losses are recognised as income or expense when the cumulative unrecognised actuarial gains or losses as of the beginning of the period exceed 10% of the defined benefit obligation except for compensated absences. These gains or losses are recognised over the expected average remaining working lives of the employees participating in the plan.

### **4.7 Compensated absences**

The Company provides for compensated absences of its employees on unavailed leave balances in the period in which the leave is earned on the basis of accumulated leaves and the last drawn pay.

### **4.8 Stores and spares**

These are valued at weighted (moving) average cost less provision for slow moving and obsolete items wherever necessary.

#### **4.9 Stock-in-trade**

These are valued at the lower of cost and NRV, except for feed meal, which is valued at NRV. Cost is determined as follows:

Raw material-First in First Out basis

Packing material-Weighted average basis

Finished goods-Cost of direct materials and labour plus attributable overheads on First-In-First-Out basis.

Goods in transit are stated at invoice price plus other charges paid thereon up to the balance sheet date.

Provision is made for obsolete inventory based on management's judgment.

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

#### **4.10 Cash and cash equivalents**

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand, balances with banks on current and deposit account and outstanding balance of running finance facilities availed by the Company.

#### **4.11 Trade debts and other receivables**

These are recognised and carried at original invoice value less an allowance for any uncollectible amounts. An estimate for doubtful debts is made when collection of the full amount is no longer probable. Bad debts are written-off when identified.

#### **4.12 Loans and advances**

These are recognised at cost, which is the fair value of the consideration given. However, an assessment is made at each balance sheet date to determine whether there is an indication that a financial asset or group of assets may be impaired. If such indication exists, the estimated recoverable amount of that asset is determined and any impairment loss is recognised for the difference between the recoverable amount and the carrying value.

#### **4.13 Trade and other payables**

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

#### **4.14 Financial instruments**

All the financial assets and financial liabilities are recognised at the time when the Company becomes a party to the contractual provisions of the instrument. All the financial assets are derecognised at the time when the Company loses control of the contractual rights that comprise the financial assets. All financial liabilities are derecognised at the time when they are extinguished that is, when the obligation specified in the contract is discharged, cancelled, or expires. Any gains or losses on derecognition of the financial assets and financial liabilities are taken to profit and loss account currently.



#### **4.15 Taxation**

##### **Current**

Provision for current taxation is based on taxable income at the current rates of taxation after taking into account tax credits and tax rebates available, if any, and under the final tax regime or 1.0% of turnover whichever is higher.

##### **Deferred**

Deferred tax is recognised, proportionate to local sales and other income, using the liability method, on all major temporary differences at the balance sheet date between the tax bases of assets and liabilities and their carrying values for financial reporting purposes.

Deferred tax liabilities are recognised for all taxable temporary differences. Deferred tax assets are recognised for all deductible temporary differences to the extent that it is probable that the temporary differences will reverse in the future and taxable income will be available against which the temporary differences can be utilised.

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

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

#### **4.16 Provisions**

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

#### **4.17 Foreign currency transactions**

The financial statements are presented in Pak Rupee, which is the Company's functional and presentation currency. Foreign currency transactions during the year are recorded at the exchange rates approximating those ruling on the date of the transaction. Monetary assets and liabilities in foreign currencies are translated at the rates of exchange which approximate those prevailing on the balance sheet date. Gains and losses on translation are taken to income currently. Non-monetary items that are measured in terms of historical cost in a foreign currency are translated using the exchange rates as at the dates of the initial transactions. Non-monetary items measured at fair value in a foreign currency are translated using the exchange rates at the date when the fair value was determined.

#### **4.18 Related party transactions**

Related party transactions are stated at arm's length basis substantiated in the manner given in note 32 to the financial statements.

#### **4.19 Revenue recognition**

Sales are recognised on transfer of title to the customers which generally coincides with dispatch of goods to the customers.

Other revenues are recognised on accrual basis.

#### 4.20 Impairment

The carrying amounts of assets are reviewed at each balance sheet date to determine whether there is any indication of impairment of any asset or a group of assets. If any such indication exists, the recoverable amount of that asset is estimated and impairment losses are recognised in the profit and loss account.

#### 4.21 Borrowing Cost

Borrowing costs that are directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective assets. All other borrowing costs are expensed out in the period they occur. Borrowing costs consist of interest and other cost that an entity incurs in connection with the borrowing of funds.

		<b>December 31,</b>	<b>December 31,</b>
	<b>Note</b>	<b>2010</b>	<b>2009</b>
		-----	-----
		<b>Rupees '000</b>	<b>Rupees '000</b>
<b>5. PROPERTY, PLANT AND EQUIPMENT</b>			
Operating fixed assets	5.1	<b>49,185</b>	44,955
Capital work-in-progress	5.2	<b>710</b>	4,425
		<b><u>49,895</u></b>	<b><u>49,380</u></b>

### 5.1 Operating fixed assets

Note	COST		ACCUMULATED DEPRECIATION / AMORTISATION			WRITTEN DOWN
	As at January 01, 2010	As at December 31, 2010	As at January 01, 2010	Charge for the year (On disposals)	As at December 31, 2010	As at December 31, 2010
	As at January 01, 2010	As at December 31, 2010	Rate %	Charge for the year (On disposals)	As at December 31, 2010	As at December 31, 2010
	As at January 01, 2010	As at December 31, 2010	Rate %	Charge for the year (On disposals)	As at December 31, 2010	As at December 31, 2010
<b>December 31, 2010</b>						
Leasehold land	225	225	1.01	2	106	119
Building on leasehold land	18,561	19,801	3 to 10	665	15,550	4,251
Plant and machinery	76,634	85,105	7 & 10	4,653	48,665	36,440
Furniture and fixtures	1,103	1,143	10	10	1,076	67
Vehicles	8,275	6,438	15 & 20	986	2,077	4,361
Office equipment	10,997	11,119	10 & 33	608	7,333	3,786
Electrical installations	756	756	7 & 10	50	595	161
	<b>116,551</b>	<b>124,587</b>		<b>6,974</b>	<b>75,402</b>	<b>49,185</b>
<b>December 31, 2009</b>						
Leasehold land	225	225	1.01	2	104	121
Building on leasehold land	17,640	18,561	3 to 10	514	14,885	3,676
Plant and machinery	57,363	76,634	7 & 10	3,688	44,012	32,622
Furniture and fixture	1,103	1,103	10	10	1,066	37
Vehicles	7,442	8,275	15 & 20	960	4,259	4,016
Office equipment	10,476	10,997	10 & 33	714	6,725	4,272
Electrical installations	756	756	7 & 10	50	545	211
	<b>95,005</b>	<b>116,551</b>		<b>5,938</b>	<b>71,596</b>	<b>44,955</b>

5.1.1 The cost of fully depreciated assets on December 31, 2010 is Rs 23.829 (2009: Rs 22.786) million.

5.1.2 Additions during the year include a sum of Rs.9.319 (2009: Rs.19.283) million transferred from capital work-in-progress, as shown in note 5.2

5.1.3 Depreciation for the year has been allocated as follows:

	Note	December 31, 2010	December 31, 2009
----- Rupees '000 -----			
Cost of sales	21	6,118	4,991
Administrative expenses	23	856	947
		<u>6,974</u>	<u>5,938</u>

5.1.4 The details of operating fixed assets disposed off during the year are as follows:

Description	Cost	Accumulated depreciation	Net Book Value	Sale Proceeds	Mode of disposal	Particulars of buyers
(Rupees '000)						
Vehicles	938	937	1	343	Negotiation	Mr. Shareef - Employee, Karachi
	558	558	-	250	-do-	Mr. Tariq - Employee, Karachi
	373	342	31	199	-do-	Mr. Zeeshan - Employee, Karachi
	1,316	899	417	417	-do-	Mr. Mir Asad Waseem - Employee, Karachi
	373	373	-	181	-do-	Mr. Atif - Employee, Karachi
	40	19	21	27	-do-	Mr. Anis Alvi - Employee, Karachi
	40	20	20	27	-do-	Mr. S. Hyder Naqvi - Employee, Karachi
	40	20	20	27	-do-	Mr. Riaz - Employee, Karachi
December 31, 2010	<u>3,678</u>	<u>3,168</u>	<u>510</u>	<u>1,471</u>		
December 31, 2009	<u>2,389</u>	<u>1,547</u>	<u>842</u>	<u>1,609</u>		

## 5.2 Capital work-in-progress

### Operating fixed assets

	Note	December 31, 2010	Additions / (transfers)	December 31, 2009
----- Rupees '000 -----				
Building on leasehold land		-	1,240	-
	5.1		(1,240)	
Plant and machinery		-	3,614	4,425
	5.1		(8,039)	
Furniture & fixtures		-	40	-
	5.1		(40)	
Advance against vehicle		710	710	-
		<u>710</u>	<u>5,604</u>	<u>4,425</u>
	5.1.2		<u>(9,319)</u>	

## 6. LONG-TERM DEPOSITS

	Note	December 31, 2010	December 31, 2009
----- Rupees '000 -----			
Utilities	6.1	757	757
Others		19	19
		<u>776</u>	<u>776</u>

6.1 These include deposits carrying interest at the rate ranging between 4% and 5% (2009: 4% and 5%) per annum.

	Note	December 31, 2010	December 31, 2009
----- Rupees '000 -----			
<b>7. STORES AND SPARES</b>			
Stores and spares		9,183	8,106
Provision against slow moving stores and spares	7.1	(2,185)	(2,251)
		<u>6,998</u>	<u>5,855</u>

#### 7.1 Provision against slow moving stores and spares

Balance at the beginning of the year		2,251	2,234
Provision (written back) / made during the year	21	(66)	17
		<u>2,185</u>	<u>2,251</u>

#### 8. STOCK-IN-TRADE

Raw material		7,347	79,719
Packing material		2,735	3,318
Finished goods	8.1	132,809	217,151
		<u>142,891</u>	<u>300,188</u>

8.1 Included herein is a sum of Rs.89.253 (2009: Rs.37.675) million, representing stock carried at their net realisable value.

	Note	December 31, 2010	December 31, 2009
<b>9. TRADE DEBTS</b>			
<b>Secured against letter of credit</b>			
Considered good		71,664	46,627
<b>Unsecured</b>			
Considered good	9.1	4,942	6,183
		<u>76,606</u>	<u>52,810</u>

9.1 Included herein is a sum of Rs.Nil (2009: Rs.Nil) due from a related party. The maximum aggregate amount due from a related party, at the end of any month during the year was Rs.1.825 (2009: Rs.2.515) million.

9.2 As at December 31, 2010, the ageing analysis of unimpaired trade debts is as follows:

	Total	Neither past due nor impaired	Past due but not impaired		
			1-60 days	61-120 days	Above 120 days
----- Rupees '000 -----					
2010	<u>76,606</u>	<u>76,550</u>	<u>6</u>	<u>1</u>	<u>49</u>
2009	<u>52,810</u>	<u>52,335</u>	<u>-</u>	<u>-</u>	<u>475</u>

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>10. ACCRUED MARK-UP</b>			
Bank deposits		<u>37</u>	<u>37</u>
<b>11. LOANS AND ADVANCES</b>			
<b>Considered good, unsecured</b>			
<b>Loans</b>			
Employees	11.1	915	577
<b>Advances</b>			
Employees		205	328
Suppliers		310	720
		<u>1,430</u>	<u>1,625</u>

11.1 These are interest free personal loans given to the employees of the Company in accordance with the terms of their employment and are secured against their outstanding balances in the Provident Fund. The amount outstanding at the end of the year is recoverable in equal monthly installments over a period not exceeding one year.

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>12. OTHER RECEIVABLES</b>			
Margin Guarantee on export sales		-	11,685
Due from Employees' Gratuity Fund	12.1	1,507	3,269
Sales tax		4,331	7,352
		<u>5,838</u>	<u>22,306</u>

12.1 The status of the funds and principal assumptions used in the actuarial valuation as of December 31, 2010 were as follows:

	Pension Fund		Gratuity Fund	
	2010	2009	2010	2009
	----- Rs. in '000 -----		----- Rs. in '000 -----	
<b>Balance sheet reconciliation as at December 31,</b>				
Present value of defined benefit				
Obligation	13,376	11,710	8,295	6,309
Fair value of plan assets	(10,504)	(9,408)	(7,506)	(8,535)
Net actuarial losses not recognised	(1,018)	19	(2,296)	(1,043)
Net assets / (liability) in balance sheet	<u>1,854</u>	<u>2,321</u>	<u>(1,507)</u>	<u>(3,269)</u>
<b>Movement in asset / (liability)</b>				
Prepayment as at January 1,	2,321	(5,061)	(3,269)	(3,663)
Credit / (charge) for the year	782	7,616	1,762	394
Contribution during the year	(1,249)	(234)	-	-
Prepayment / (liability) as at December 31,	<u>1,854</u>	<u>2,321</u>	<u>(1,507)</u>	<u>(3,269)</u>

	<b>Pension Fund</b>		<b>Gratuity Fund</b>	
	<b>2010</b>	<b>2009</b>	<b>2010</b>	<b>2009</b>
	----- Rs. in '000 -----		----- Rs. in '000 -----	
<b>(Credit) / Expense recognised</b>				
Service cost	<b>547</b>	478	<b>724</b>	387
Interest cost	<b>1,552</b>	1,394	<b>956</b>	878
Expected return on plan assets	<b>(1,317)</b>	(1,002)	<b>(1,125)</b>	(1,247)
Net actuarial (gain) / losses recognised	-	6,746	<b>189</b>	376
Liability of Contractual Employees	-	-	<b>1,018</b>	-
	<b>782</b>	7,616	<b>1,762</b>	394
<b>Actual return on plan assets</b>	<b>1,096</b>	3,297	<b>(35)</b>	793
<b>Movement in the defined benefit obligation</b>				
Obligation as at January 1,	<b>11,710</b>	9,293	<b>6,309</b>	5,860
Liability of Contractual Employees	-	-	<b>1,018</b>	-
Service cost	<b>547</b>	478	<b>724</b>	387
Interest cost	<b>1,552</b>	1,394	<b>956</b>	879
Benefits paid	<b>(1,253)</b>	(802)	<b>(994)</b>	(574)
Actuarial (gain) / loss	<b>820</b>	1,347	<b>282</b>	(243)
Obligation as at December, 31	<b>13,376</b>	11,710	<b>8,295</b>	6,309
<b>Movement in fair value of plan Assets</b>				
Fair value as at January 1,	<b>9,408</b>	6,679	<b>8,535</b>	8,316
Expected return on plan assets	<b>1,317</b>	1,002	<b>1,125</b>	1,247
Employer contributions	<b>1,249</b>	2,555	-	-
Benefits paid	<b>(1,253)</b>	(802)	<b>(994)</b>	(574)
Actuarial gain	<b>(217)</b>	(26)	<b>(1,160)</b>	(454)
Fair value as at December 31,	<b>10,504</b>	9,408	<b>7,506</b>	8,535
<b>Key actuarial assumptions used are as follows:</b>				
Discount factor used	<b>14%</b>	14%	<b>14%</b>	14%
Expected rate of returns per annum on plan assets	<b>14%</b>	14%	<b>14%</b>	14%
Expected rate of increase in future salaries per annum	<b>14%</b>	14%	<b>14%</b>	14%

	2010		2009	
	Rupees '000	%	Rupees '000	%
<b>Plan assets comprise of:</b>				
<b>Funded pension plan</b>				
Bonds	3,736	35.57	-	-
Equities	6,686	63.65	9,313	98.99
Property	-	-	-	-
Cash and net current assets	82	0.78	95	1.01
	<u>10,504</u>	<u>100.00</u>	<u>9,408</u>	<u>100.00</u>

<b>Funded gratuity plan</b>				
Bonds	6,930	92.33	7,836	91.81
Equities	457	6.09	580	6.80
Property	-	-	-	-
Cash and net current assets	119	1.58	119	1.39
	<u>7,506</u>	<u>100.00</u>	<u>8,535</u>	<u>100.00</u>

**Comparison for five years:**

	2010	2009	2008	2007	2006
	----- Rupees in '000 -----				
<b>Funded pension plan</b>					
Present value of defined benefit obligation	13,376	11,710	9,293	10,587	10,949
Fair value of plan assets	(10,504)	(9,408)	(6,679)	(26,387)	(27,593)
Deficit	<u>2,872</u>	<u>2,302</u>	<u>2,614</u>	<u>(15,800)</u>	<u>(16,644)</u>
<b>Experience adjustment</b>					
Actuarial gain on obligation	(820)	(1,347)	2,227	1,150	217
Actuarial (loss)/gain on plan assets	(221)	2,295	(7,331)	(3,091)	(3,705)
<b>Funded gratuity plan</b>					
Present value of defined benefit obligation	8,295	6,309	5,860	5,196	3,929
Fair value of plan assets	(7,506)	(8,535)	(8,315)	(8,146)	(7,455)
Surplus	<u>789</u>	<u>(2,226)</u>	<u>(2,455)</u>	<u>(2,950)</u>	<u>(3,526)</u>
<b>Experience adjustment</b>					
Actuarial gain/ (loss) on obligation	(282)	243	57	(791)	(2,105)
Actuarial gain/ (loss) on plan assets	(1,160)	(454)	(449)	(99)	(1,635)

**12.2** The latest actuarial valuation of the Funds was carried out as of December 31, 2010 on the basis of the "Projected Unit Credit Method".



		December 31,	December 31,
	Note	2010	2009
		----- Rupees '000 -----	
<b>13. TAXATION-Net</b>			
Advance income tax		16,301	11,477
Provision for income tax	27	(7,409)	(4,657)
Income tax refundable		6,694	3,563
		<u>15,586</u>	<u>10,383</u>

#### 14. CASH AND BANK BALANCES

##### In hand

Local currency	95	484
Foreign currency	190	177
	<b>285</b>	<b>661</b>

##### At banks in

##### Current accounts

Local currency	6,778	2,210
Foreign currency	131	215
	<b>6,909</b>	<b>2,425</b>

Savings account	14.1	7,150	3,720
Term deposit account	14.2	3,600	3,600
		<u>10,750</u>	<u>7,320</u>
		<b>17,659</b>	<b>9,745</b>
		<u>17,944</u>	<u>10,406</u>

**14.1** These carry return at the rates, ranging between 4.5% and 5.5% (2009: 4.5% and 5.5%) per annum.

**14.2** This carries return at the rate of 11% per annum and has been placed under a lien with a bank on account of a guarantee issued to Sui Southern Gas Company Limited (note 19.1.3).

			December 31,	December 31,
		Note	2010	2009
			----- Rupees '000 -----	
<b>15. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL</b>				
<b>Number of shares</b>				
<u>2010</u>	<u>2009</u>			
<b>3,634,092</b>	3,634,092	Ordinary shares of Rs.10 each, fully paid in cash	<b>36,341</b>	36,341
<b>614,460</b>	614,460	Ordinary shares of Rs.10 each Issued as fully paid bonus shares	<b>6,145</b>	6,145
<u>4,248,552</u>	<u>4,248,552</u>		<u>42,486</u>	<u>42,486</u>

**15.1** East West Group Holding Inc., British Virgin Island - the Parent company, held 2,549,131 (60%) [2009: 2,549,131 (60%)] Ordinary shares of Rs. 10 each as at December 31, 2010.

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>16. RESERVES</b>			
<b>Capital reserve</b>			
Share Premium on issue of Ordinary shares		17,553	17,553
<b>Revenue reserve</b>			
General		82,474	82,474
(Accumulated loss) / Unappropriated profit		<u>(21,308)</u>	<u>32,776</u>
		<u><u>78,719</u></u>	<u><u>132,803</u></u>

#### 17. TRADE AND OTHER PAYABLES

<b>Trade</b>			
Creditors	17.1	8,256	22,908
<b>Other payables</b>			
Accrued liabilities	17.2	17,056	18,402
Advances from customers		665	14
Workers' Profits Participation Fund	17.3	-	567
Workers' Welfare Fund		48	48
Tax deducted at source		10	162
Unclaimed dividends		611	602
Employees' Car and Motorcycle Loan Schemes		<u>865</u>	<u>1,578</u>
		<u><u>27,511</u></u>	<u><u>44,281</u></u>

17.1 Included herein an aggregate sum of Rs.1.921 (2009: Rs.3.104) million due to related parties..

17.2 Included herein is sum of Rs.1.854 (2009: Rs.2.321) million due to Employees' Pension Fund (note 12.1).

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>17.3 Workers' Profits Participation Fund</b>			
Balance at the beginning of the year		567	2,137
Allocation for the year	24	<u>-</u>	<u>567</u>
		567	2,704
Interest on Workers' Profits Participation Fund		14	24
Payments made during the year		<u>(581)</u>	<u>(2,161)</u>
		<u><u>-</u></u>	<u><u>567</u></u>

		December 31, December 31,	
	Note	2010	2009
		----- Rupees '000 -----	
<b>18. SHORT-TERM BORROWINGS - secured</b>			
<b>From commercial banks</b>			
Short term loans	18.1	165,000	190,000
Short term running finance	18.2	-	40,462
		<u>165,000</u>	<u>230,462</u>

#### 18.1 Short term loans

Export refinance - I		-	10,000
Export refinance - II	18.1.2	165,000	180,000
		<u>165,000</u>	<u>190,000</u>

**18.1.1** The outstanding balance represents a facility arranged by the Company for short-term loan under export refinance, aggregating to Rs.180.000 (2009: Rs.180.000) million, from various commercial banks on mark-up basis.

The loans are repayable through the realisation of export proceeds / negotiation of export bills within a maximum period of 180 days from the draw-down date. Mark-up is payable upon adjustment of loans or at quarter end, whichever is earlier, at the rate of 1.00% per annum over State Bank of Pakistan minimum export refinance rate.

The loan, along with short-term running finance mentioned in note 18.2, are secured against first pari-passu equitable mortgage charge of Rs.270.000 (2009: Rs.270.000) million over factory premises.

#### 18.2 Short term running finance

The Company has arranged a facility for short term running finance from a commercial bank, amounting to Rs.55.000 (2009: Rs.55.000) million. The mark-up is charged at KIBOR plus 1.50% (2009: KIBOR plus 1.50%) per annum.

This short-term running finance is also secured against first pari passu charge on bank debts and receivables, amounting to Rs.200 million.

## 19. CONTINGENCIES AND COMMITMENTS

### 19.1 Contingencies

**19.1.1** The former employees of the Company filed law suits against the Company, claiming an aggregate sum of Rs.7.617 million on various accounts. The management is confident, based on the advice of its legal counsel, that the same will not likely to result in any financial loss to the Company. Therefore, no provision has been made in these financial statements in this regard.

**19.1.2** During the tax assessment year 2002-2003, the Taxation Officer did not allow commission expenses amounting to Rs.1.815 million in the calculation of taxable income. The Company has filed a rectification application in this regard. Based on the legal advice from the Tax Consultant, the management is of the view that the final outcome of the above referred matter will be in favour of the Company and, hence, no provision has been made for any liability that may arise as a result of this matter in these financial statements.

**19.1.3** A letter of guarantee amounting to Rs.3.600 (2009: Rs. 3.600) million has been issued by a commercial bank on behalf of the Company.

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>19.2 Commitments</b>			
<b>19.2.1</b> Commitment for capital expenditure		<u>21</u>	<u>18,500</u>
<b>19.2.2</b> Rentals under operating lease agreements in respect of land		<u>156</u>	<u>158</u>
<b>20. NET SALES</b>			
<b>Gross sales</b>			
Local		185,472	190,382
Export		555,440	381,522
		<u>740,912</u>	<u>571,904</u>
Sales commission		(6,514)	(4,264)
Discounts		(281)	(658)
		<u>(6,795)</u>	<u>(4,922)</u>
		<u>734,117</u>	<u>566,982</u>

	December 31, 2010	December 31, 2009
Note	----- Rupees '000 -----	
<b>21. COST OF SALES</b>		
<b>Raw material consumed</b>		
Opening stock	79,719	24,157
Purchases	<u>410,793</u>	<u>506,300</u>
	<b>490,512</b>	<b>530,457</b>
Closing stock	<u>(7,347)</u>	<u>(79,719)</u>
	<b>483,165</b>	<b>450,738</b>
 <b>Packing material consumed</b>		
Opening stock	3,318	4,078
Purchases	<u>12,244</u>	<u>11,922</u>
	<b>15,562</b>	<b>16,000</b>
Closing stock	<u>(2,735)</u>	<u>(3,318)</u>
	<b>12,827</b>	<b>12,682</b>
	<b>495,992</b>	<b>463,420</b>
 <b>Manufacturing overheads</b>		
Stores and spares consumed	15,124	14,723
Salaries, wages and benefits 21.1	<b>24,959</b>	23,713
(Written back) / Provision made against slow moving stores and spares 7.1	<b>(66)</b>	17
Utilities	<b>74,349</b>	59,002
Depreciation 5.1.3	<b>6,118</b>	4,991
Repairs and maintenance	<b>2,097</b>	3,607
Handling charges	<b>3,525</b>	3,299
Rent, rates and taxes	<b>2,106</b>	3,959
Insurance	<b>967</b>	879
Traveling and conveyance	<b>987</b>	983
Laboratory expenses	<b>215</b>	991
Research and development	<b>-</b>	962
Communication	<b>96</b>	87
Others	<b>167</b>	160
	<b>130,644</b>	<b>117,373</b>
	<b>626,636</b>	<b>580,793</b>
<b>Cost of goods manufactured</b>		
Opening stock of finished goods	<u>217,151</u>	<u>136,038</u>
	<b>843,787</b>	<b>716,831</b>
Closing stock	<u>(132,809)</u>	<u>(217,151)</u>
	<b>710,978</b>	<b>499,680</b>

21.1 Included herein is a sum of Rs.0.318 (2009: Rs.0.370) million in respect of staff retirement benefits.

	December 31, 2010	December 31, 2009
Note	----- Rupees '000 -----	
<b>22. DISTRIBUTION AND SHIPPING COSTS</b>		
Sales promotion expenses	975	1,760
Freight	11,332	7,473
Port expenses	6,381	5,014
Cartage outward	1,446	1,317
Marine insurance	300	163
Travelling and conveyance	-	46
	<u>20,434</u>	<u>15,773</u>

### 23. ADMINISTRATIVE EXPENSES

Salaries and benefits	23.1	18,402	21,536
Travelling and conveyance		1,311	1,823
Depreciation	5.1.3	856	947
Communication		1,155	1,061
Security service charges		672	692
Repairs and maintenance		219	247
Insurance		124	293
Printing and stationery		277	356
Auditors' remuneration	23.2	450	515
Subscriptions		406	864
Legal and professional charges		1,586	1,086
Utilities		278	293
Entertainment		485	373
Donation	23.3	100	-
Rent, rates and taxes		186	122
Advertisement		76	157
Others		62	92
		<u>26,645</u>	<u>30,457</u>

**23.1** Included herein is a sum of Rs.0.482 (2009: Rs.0.516) million in respect of staff retirement benefits

#### 23.2 Auditors' remuneration

Audit fee	300	300
Review of Code of Corporate Governance compliance and half yearly financial statements	75	90
Other services	15	60
Out of pocket expenses	60	65
	<u>450</u>	<u>515</u>

**23.3** Donations do not include any donee in whom any director or his spouse has any interest.

	Note	December 31, 2010 ----- Rupees '000 -----	December 31, 2009
<b>24. OTHER OPERATING EXPENSES</b>			
Workers' Profits Participation Fund	17.3	-	567
Workers' Welfare Fund		-	48
		<u>-</u>	<u>615</u>
<b>25. OTHER OPERATING INCOME</b>			
<b>Return on:</b>			
Deposit accounts		632	476
Savings account		130	220
		<u>762</u>	<u>696</u>
Gain on sale of operating fixed assets		961	766
Exchange gain		2	1,854
		<u>1,725</u>	<u>3,316</u>
<b>26. FINANCE COSTS</b>			
<b>Mark-up on:</b>			
Export refinance		14,750	9,462
Short-term running finance		2,856	1,380
Bank charges		2,591	2,179
Interest on Workers' Profit Participation Fund		14	24
		<u>20,211</u>	<u>13,045</u>
<b>27. TAXATION</b>			
Current	27.1	7,409	4,657
Prior		-	698
		<u>7,409</u>	<u>5,355</u>
<b>27.1 Relationship between accounting profit and tax expense</b>			
(Loss) / profit before taxation		<u>(40,729)</u>	<u>10,728</u>
Tax at the rate of 35 percent		-	3,755
Minimum tax at the rate of 1.00% on turnover		7,409	-
<b>Tax effects of:</b>			
Effect of tax under final tax regime and other adjustments-net		-	902
		<u>7,409</u>	<u>4,657</u>

The income tax assessments of the Company have been finalised up to and including the tax year 2010, corresponding to the income year ended December 31, 2009. The provision for taxation for the current year is based on minimum tax on turnover under Section 113 of the Income Tax Ordinance, 2001.

## Deferred

A major portion of the Company's income is subject to taxation on the 'Final Tax' under Section 169 of the Income Tax Ordinance, 2001. Accordingly, a significant part of the Company's tax liability is determined on the basis of withholding tax deductions made, irrespective of profit. Further, there is no material temporary difference between the tax and accounting bases of carrying value of assets and liabilities. Therefore, the tax effects of temporary differences, which might determine deferred taxation, are not considered to be significant.

	Note	December 31, 2010	December 31, 2009
		----- Rupees '000 -----	
<b>28. (LOSS) / EARNINGS PER SHARE</b>			
There is no dilutive effect on the basic earnings per share of the Company, which is based on:			
Net (loss) / profit for the year		<u>(49,835)</u>	<u>5,373</u>
		<b>Number of shares</b>	
Ordinary shares in issue during the year		<u>4,248,552</u>	<u>4,248,552</u>
		<b>R u p e e s</b>	
(Loss) / Earnings per share - Basic		<u>(11.73)</u>	<u>1.26</u>
	Note	December 31, 2010	December 31, 2009
		----- Rupees '000 -----	
<b>29. CASH GENERATED FROM OPERATIONS</b>			
(Loss) / Profit before taxation		<u>(42,426)</u>	<u>10,728</u>
<b>Adjustments for non-cash items</b>			
Depreciation		6,974	5,938
Finance costs		20,211	13,045
Provision against compensated absences		607	1,019
Provision for bonus		2,134	1,590
(Written back) / Provision for slow moving stores and spares		(66)	17
Gain on disposal of fixed assets		(961)	(766)
Profit on deposit accounts		(762)	(696)
		<u>28,137</u>	<u>20,147</u>
<b>Operating (loss) / profit before working capital changes</b>		<u>(14,289)</u>	<u>30,875</u>
Working capital changes	29.1	<u>130,024</u>	<u>(109,809)</u>
		<u>115,735</u>	<u>(78,934)</u>
<b>29.1 Working capital changes</b>			
<b>(Increase) / decrease in current assets</b>			
Stores and spares		(1,077)	(189)
Stock-in-trade		157,297	(135,915)
Trade debts		(23,796)	22,254
Advances		195	(97)
Short-term prepayments		448	(223)
Other receivables		16,468	(9,049)
		<u>149,535</u>	<u>(123,219)</u>
<b>Increase / (decrease) in current liabilities</b>			
Trade and other payables		(18,944)	15,125
Workers' Profit Participation Fund		(567)	(1,570)
Workers' Welfare Fund		-	(145)
		<u>(19,511)</u>	<u>13,410</u>
		<u>130,024</u>	<u>(109,809)</u>



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

30.1 The aggregate amounts charged in the financial statements for the year are as follows :

	CHIEF EXECUTIVE		DIRECTORS		EXECUTIVES		TOTAL	
	2010	2009	2010	2009	2010	2009	2010	2009
	----- Rupees '000 -----							
Managerial remuneration	1,890	1,837	1,906	1,876	2,373	2,468	6,169	6,181
Housing	850	827	534	520	1,068	1,111	2,452	2,458
Retirement benefits	256	153	178	96	165	206	599	455
Bonus	235	550	148	325	297	434	680	1,309
Medical expenses	55	104	93	112	159	148	307	364
Utilities	189	184	119	115	237	247	545	546
	<u>3,475</u>	<u>3,655</u>	<u>2,978</u>	<u>3,044</u>	<u>4,299</u>	<u>4,614</u>	<u>10,752</u>	<u>11,313</u>
Number	<u>1</u>	<u>1</u>	<u>2</u>	<u>2</u>	<u>5</u>	<u>5</u>	<u>8</u>	<u>8</u>

30.2 The Chief Executive and one of the Directors are also provided with the Company maintained cars and other benefits in accordance with their terms of employment.

30.3 Six Non-Executive Directors (2009: Six) were paid fees to attend the meetings aggregating Rs.0.340 (2009: Rs.0.285) million.

### 31. FINANCIAL RISK MANAGEMENT OBJECTIVES AND POLICIES

The Company's activities expose it to a variety of financial risks i.e. market risk (including currency risk, interest rate risk and price risk), credit risk and liquidity risk. The Company's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Company's financial performance.

The Company's senior management oversees the management of these risks. The Company's senior management provides policies for overall risk management, as well as policies covering specific areas such as foreign exchange risk, interest rate risk, credit risk, use of financial derivatives, financial instruments and investment of excess liquidity. It is the Company's policy that no trading in derivatives for speculative purposes shall be undertaken.

The Board of Directors reviews and agrees policies for managing each of these risks which are summarised below:

#### 31.1 Market risk

Market risk is the risk that fair value of future cash flows will fluctuate because of changes in market prices. Market prices comprise three types of risk: currency risk, interest rate risk and other price risk, such as equity risk.

Financial instruments affected by market risk include trade debtors, trade payables, bank balances and short-term loan.

##### 31.1.1 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of change in market interest rates. The Company's exposure to the risk of change in market interest rate relates primarily to the Company's liability against short-term borrowings with floating interest rate.

The Company's policy is to keep its short-term borrowings at the lowest level by effectively utilising the positive cash and bank balances.

### Interest rate profile of financial instruments

At the reporting date, the interest rate profile of the Company's interest bearing financial instruments was as follows:

	<b>December 31, 2010</b>	<b>December 31, 2009</b>
	----- Rupees in '000 -----	
<b>Financial liability</b>		
Short-term borrowings	<u><b>165,000</b></u>	<u>230,462</u>

### Sensitivity analysis

A change of 100 basis points (1%) in interest rate at the reporting date would have changed Company's profit before tax for the year and equity by the amounts shown below, with all other variables held constant.

		<b>December 31, 2010</b>	<b>December 31, 2009</b>
Change in interest rate	±	<b>1.00%</b>	1.00%
Effect on profit before tax (Rs.000's)	±	<b>176</b>	100
Effect on equity (Rs.000's)	±	<b>114</b>	88

### 31.1.2 Foreign Currency Risk

Foreign currency risk is the risk that the value of financial assets or a financial liability will fluctuate due to a change in a foreign exchange rates. It arises mainly where receivables and payables exist due to transactions in foreign currency. The Company's exposure to foreign currency risk is as follows:

	<b>December 31, 2010</b>	<b>December 31, 2009</b>
	----- Rupees '000 -----	
Bank balances	<u><b>131</b></u>	<u>215</u>
Trade debts	<u><b>71,664</b></u>	<u>46,627</u>
The following significant exchange rates have been applied at the reporting dates:		
Exchange rate (US Dollar)	<u><b>85.7</b></u>	<u>84.1</u>

The foreign currency exposure is partly covered as the majority of the Company's billing is determined in dollars which is converted into rupees at the exchange rate prevailing at the transaction date. The Company has assessed that hedging its foreign currency borrowings will be more expensive than assuming the risk itself.

### Sensitivity analysis:

The following table demonstrates the sensitivity to a reasonably possible change in the US dollar exchange rate, with all other variables held constant, of the Company's profit before tax and the Company's equity.

	Change in US dollar rate (%)	Effect On profit / (loss)	Effect on equity
		Rupees in '000	
December 31, 2010	+10	<u>7,180</u>	<u>4,667</u>
	-10	<u>(7,180)</u>	<u>(4,667)</u>
December 31, 2009	+10	<u>4,684</u>	<u>3,045</u>
	-10	<u>(4,684)</u>	<u>(3,045)</u>

### 31.1.3 Equity price risk

Equity price risk is the risk of loss arising from movements in prices of equity investments. The Company is not exposed to any equity price risk, as the Company does not have any investment in equity shares.

### 31.2 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss.

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

The Company is mainly exposed to credit risk on trade debts and bank balances. The Company seeks to minimise the credit risk exposure through having exposure only to customers considered credit worthy and obtaining securities where applicable.

#### Quality of financial assets

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

	Carrying values	
	December 31, 2010	December 31, 2009
	----- Rupees '000 -----	
<b>31.2.1 Trade debts</b>		
Customers with no defaults in the past one year	<u>76,606</u>	<u>52,810</u>

#### 31.2.2 Bank balances

The carrying values of bank balances are analysed as follows:

Held with banks having a short-term rating of A1+	<u>17,659</u>	<u>9,560</u>
Held with banks having a short-term rating of A-	<u>-</u>	<u>185</u>
	<u>17,659</u>	<u>9,745</u>

### 31.3 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due.

The Company applies prudent liquidity risk management by maintaining sufficient cash and the availability of funding through an adequate amount of committed credit facilities.

Table below summarises the maturity profile of the Company's financial liabilities based on contractual undiscounted payments. Balances due within 12 months equal their carrying balances as the impact of discounting is not significant.

	On Demand	Less than 3 months	3 to 12 months	1 to 5 years	5 years	Total
----- Rupees in '000 -----						
Trade and other payables	3,019	23,579	48	865	-	27,511
Accrued mark-up	-	4,464	-	-	-	4,464
Short-term loan	-	-	165,000	-	-	165,000
<b>2010</b>	<b>3,019</b>	<b>28,043</b>	<b>165,048</b>	<b>865</b>	<b>-</b>	<b>196,975</b>
Trade and other payables	3,387	38,701	615	1,578	-	44,281
Accrued mark-up	-	4,361	-	-	-	4,361
Short-term loan	-	-	230,462	-	-	230,462
<b>2009</b>	<b>3,387</b>	<b>43,062</b>	<b>231,077</b>	<b>1,578</b>	<b>-</b>	<b>279,104</b>

Effective interest / yield rates for the financial liabilities are mentioned in the respective notes to the financial statements.

### 31.4 Fair value of financial instruments

Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable willing parties in an arms length transaction.

The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair values.

### 31.5 Capital management

The primary objective of the Company's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximise shareholder value.

The Company manages its capital structure and makes adjustments to it, in light of changes in economic conditions. To maintain or adjust the capital structure, the Company may adjust the dividend payment to shareholders, return capital to shareholders or issue new shares.

No changes were made in the objectives, policies or processes during the years ended December 31, 2010 and December 31, 2009.

The Company monitors capital using a gearing ratio, which is net debt divided by total capital plus net debt. The Company's policy is to keep the gearing ratio between 40% and 65%. The Company includes within net debt, interest bearing loans and borrowings, trade and other payables, accrued mark-up less cash and cash equivalents. Capital includes, equity attributable to the equity holders add revenue reserve.

	<b>December 31,</b>	<b>December 31,</b>
	<b>2010</b>	<b>2009</b>
	<b>----- Rupees '000 -----</b>	<b>-----</b>
Short-term borrowings	<b>165,000</b>	230,462
Trade and other payables	<b>27,511</b>	44,281
Mark-up accrued on short-term borrowings	<b>4,464</b>	4,361
Cash and bank balances	<b><u>(17,944)</u></b>	<u>(10,406)</u>
<b>Net debt</b>	<b>179,031</b>	268,698
Issued, subscribed and paid-up capital	<b>42,486</b>	42,486
Share Premium	<b>17,553</b>	17,553
Revenue reserve	<b>61,166</b>	115,250
Total capital	<b><u>121,205</u></b>	<u>175,289</u>
<b>Capital and net debt</b>	<b><u>300,236</u></b>	<u>443,987</u>
Gearing ratio	<b>60%</b>	61%

### 32. TRANSACTIONS WITH RELATED PARTIES

The related parties of the Company comprise of associated company, employees' provident fund, employees' pension fund and staff gratuity fund, directors and key management personnel of the Company. The Company in the normal course of business carries out transactions with various related parties. Amounts due from and to related parties, amounts due from executives and remuneration of directors and executives are disclosed in the relevant notes.

#### Terms and conditions of transactions with related parties

The transactions with the related parties are made at normal market prices. Outstanding balances are disclosed in the respective notes. There have been no guarantees provided or received for any related party receivables or payables. For the year ended December 31, 2010, the Company has not made any provision for doubtful debts relating to amounts owed by related parties (2009: Nil). An assessment is undertaken each financial year through examining the financial position of the related party and the market in which the related party operates. Other material transactions with related parties are given below:

	December 31,	December 31,
Note	2010	2009
	----- Rupees '000 -----	
<b>Orkila Pakistan (Private) Limited - Associated company</b>		
Sale of goods	3,378	6,283
Commission on sales	1,269	2,060
<b>Shipwell (Private) Limited - Associated company</b>		
Sale of goods	111	41
Commission on sales	2,368	1,061
<b>IAL Pakistan (Private) Limited - Associated Company</b>		
Freight Forwarding	45	128
Logistics	1,463	457
<b>Staff retirement benefit plan</b>		
Contribution to staff retirement funds	800	886

	Note	2010	2009
		----- Metric Tons -----	
<b>33. CAPACITY AND PRODUCTION</b>			
Installed capacity (Seed processing)		<u>35,000</u>	<u>35,000</u>
Actual seed processing	33.1	<u>8,638</u>	<u>11,312</u>

33.1 The under utilization of capacity was due to lower demand during the year.

#### 34. DIVIDEND AND APPROPRIATION

In the meeting held on March 21, 2011, the Board of Directors of the Company recommended a final cash dividend @ Nil (2009: 10%) amounting to Rs Nil (2009: Re 1 per share).

#### 35. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on March 21, 2011 by the Board of Directors of the Company.

#### 36. GENERAL

Amounts have been rounded off to the nearest thousand rupees.



**Mohammad Moonis**  
Chairman



**Hamid Ahmed**  
Chief Executive Officer



**Imran Shiwani**  
Chief Financial Officer

**PATTERN OF SHAREHOLDINGS  
AS AT DECEMBER 31, 2010**

<b>SIZE OF HOLDING Rs.10/- EACH</b>	<b>NUMBER OF SHAREHOLDERS</b>	<b>NUMBER OF SHARES HELD</b>	<b>PERCENTAGE OF ISSUED CAPITAL</b>
1 - 100	106	3,064	0.07
101 - 500	143	27,949	0.66
501 - 1,000	41	30,316	0.71
1,001 - 5,000	39	79,762	1.88
5,001 - 10,000	10	73,796	1.74
10,001 - 15,000	3	34,800	0.82
15,001 - 20,000	1	18,101	0.43
20,001 - 25,000	1	20,769	0.49
25,001 - 30,000	1	28,200	0.66
35,001 - 40,000	1	37,000	0.87
45,001 - 50,000	1	47,009	1.11
55,001 - 60,000	1	58,700	1.38
65,001 - 70,000	1	68,585	1.61
90,001 - 95,000	1	90,750	2.14
95,001 - 100,000	1	97,057	2.28
195,001 - 200,000	1	200,904	4.73
325,001 - 330,000	1	329,725	7.76
450,001 - 455,000	1	452,934	10.66
2,500,001 - 3,000,000	1	2,549,131	60.00
	<u>355</u>	<u>4,248,552</u>	<u>100.00</u>

**ADDITIONAL INFORMATION**

<b>Category No.</b>	<b>Categories of Share Holders</b>	<b>NUMBER OF SHARES HELD</b>	<b>PERCENTAGE %</b>
1	<b>Individual</b>	647,079	15.23
2	<b>Joint Stock Companies</b>	99,808	2.35
3	<b>Directors, Chief Executive Officer, their Spouse and Minor Children</b>		
	i. Mr. Mohammad Moonis	200,904	4.73
	ii. Mr. Mohammad Ali Hanafi	1,600	0.04
	iii. Mr. M. Aslam Hanafi	55,176	1.30
	iv. Mr. Shuaib Ahmed	452,934	10.66
	v. Mr. Ozair Ahmed Hanafi	2,059	0.05
	vi. Mr. Tariq Mohamed Amin	1,000	0.02
	vii. Mr. Zahid Zaheer	1,000	0.02
	viii. Mr. Zaeem A. Hanafi	1,000	0.02
	ix. Mrs. Farah Zaeem Hanafi	145	0.00
	x. Mrs. Kehkashan Hanafi	7,260	0.17
4	Associated Company	2,549,131	60.00
5	Banks, DFIs, NBFIs, Insurance Companies, Investment Cos., Modarbas & Mutual Fund	222,196	5.23
6	Charitable Trust	7,260	0.17
	<b>Total</b>	<b>4,248,552</b>	<b>100.00</b>

**Shareholders holding 10% or more voting interest**

East West Group Holdings Inc.	2,549,131	60.00
Mr. Shuaib Ahmed	452,934	10.66

**PROXY FORM**  
**48<sup>th</sup> ANNUAL GENERAL MEETING OF THE COMPANY**

I, \_\_\_\_\_ (Name)  
of \_\_\_\_\_ (Address)

being a member of PAKISTAN GUM & CHEMICALS LIMITED and holder of \_\_\_\_\_  
Ordinary Shares as per Register Folio No./CDC Participant's ID and Account No. \_\_\_\_\_

hereby appoint \_\_\_\_\_ (Name)  
of \_\_\_\_\_ (Address)

as my proxy to vote for me and on my behalf at the 48<sup>th</sup> **ANNUAL GENERAL MEETING** of the  
Company to be held on Monday, the 18<sup>th</sup> of April 2011 and at any adjournment thereof.

Signed by me/us this \_\_\_\_\_ day of \_\_\_\_\_ 2011

\_\_\_\_\_  
Signature of Proxy

Signature on  
Revenue Stamp

Signature of Shareholder, must  
be in accordance with the  
Specimen signature registered  
with the company

Witness : \_\_\_\_\_  
(Signature)

Name: \_\_\_\_\_

Address : \_\_\_\_\_  
\_\_\_\_\_

**Note:**

1. The proxy in order to be valid must be signed across five rupees revenue stamp and should be deposited with the Company not later than 48 hours before the time of holding the meeting.
2. CDC Shareholders and their proxies must attach either an attested photocopy of their CNIC or Passport with this Proxy Form.

