Brief Profile

The Company was incorporated in 1990 as a public limited company with an equity investment of PKR 100 million. A spinning mill having a capacity of 14,400 spindles was established at Bhai Pheru, Tehsil Chunian. It started commercial production on March 10, 1991. The capacity was enhanced to 19,200 spindles in 1998. In 1998, the Company diversified its business interests by venturing into a weaving project with the installation of 99 air jet looms. A new state of the art spinning unit started production in November 2000, increasing the total spinning capacity to about 40,872 spindles. Subsequently weaving capacity has been increased to 212 air jet looms while the spinning capacity has been enhanced to 50,952 spindles. The Company is now equipped with the most modern manufacturing facilities in the country to produce high quality specialized products for its customers all over the world.

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Nishat (Chunian) Limited 8 SEPTEMBER 2004

Company Information

Board of Directors: Mr. Muhammad Saleem Chairman Mr. Shahzad Saleem Chief Executive Mr. Yahya Saleem Mr. Manzoor Ahmed Nominee NIT Mr. Aftab Ahmad Khan Mr. Khalid Niaz Khawaja Syed Jawad Gillani **Audit Committee:** Mr. Shahzad Saleem Chairman Mr. Aftab Ahmad Khan Member Syed Jawad Gillani Member Company Secretary: Mr. Farrukh Ifzal Bankers to the Company: ABN AMRO Bank N.V Askari Commercial Bank Citi Bank N.A **Faysal Bank Limited** Habib Bank Limited Hong Kong & Shanghai Banking Corporation Limited Meezan Bank Limited NDLC IFIC Bank Standard Chartered Bank The Bank of Punjab Union Bank Limited United Bank Limited **Auditors:** Riaz Ahmad & Company **Chartered Accountants** 31-Q, Gulberg-II, Registered & Head Office: Lahore, Pakistan. Phone: 5761730-39 : 5878696-97 Fax Web : www.nishatchunian.com Mills: Spinning 1 49th Kilometre, Multan Road, Bhai Pheru, Tehsil Chunian, District Kasur. Spinning 2 & Weaving 49th Kilometre, Multan Road,

Kamogal, Tehsil Pattoki

District Kasur.

Notice of Annual General Meeting

Notice is hereby given that the 15th Annual General Meeting of the Shareholders of NISHAT (CHUNIAN) LIMITED will be held at the Registered Office of the Company, 31-Q, Gulberg II, Lahore on 23 December 2004 (Thursday) at 11:00 a.m. to transact the following business:-

- To confirm the minutes of the last General Meeting.
- To receive and adopt audited accounts of the Company for the year ended 30 September 2004 together with Directors' and Auditors' reports thereon.
- To approve 12.50% Final Cash Dividend (i.e. Rs.1.25 per share) as recommended by the Directors. This is in addition to an interim dividend @ 12.50% (i.e. 1.25 per share) already paid for the half year ended 31 March 2004.
- To appoint auditors for the year ending 30 September 2005 and to fix their remuneration. The present auditors M/s Riaz Ahmad & Company, Chartered Accountants, retire and being eligible offer themselves for reappointment. 4.

Special Business:

To seek the consent of shareholders for transmission of quarterly accounts through website in compliance with Section 245 of the Companies Ordinance, 1984 and Securities and Exchange Commission of Pakistan's (SECP) Circular No.19 of 2004 and, if deemed fit, pass the following resolution:

RESOLVED THAT:

- Consent be and is hereby granted to place the quarterly accounts of the Company on the website of the Company, pursuant to the SECP's Circular No.19 of 2004 dated 14 April 2004.
- The Chief Executive and the Company Secretary be and are hereby authorized severally or jointly, to apply SECP for its consent for such placing of the quarterly accounts on the website of the Company and to do all necessary acts, deeds and things in connection therewith and ancillary thereto including consultation with the Stock Exchanges on which the Company is listed.
- To transact any other business with the permission of the Chair.

BOOKS CLOSURE

The Share Transfer Books of the Company will remain closed from 17 December 2004 to 23 December 2004 (both days inclusive) for the entitlement of dividend.

By Order of the Board

Farrukh Ifzal Company Secretary

Lahore: 25 November 2004

Notes:

- The Cash Dividend will be paid to the Shareholders, whose names will appear in the register of members as at the close of business on 16 December 2004.
- 2. All members should bring their original National Identity Cards for identification purpose.
- The beneficial owners of the shares registered in the name of Central Depository Company of Pakistan (CDC) and / or their proxies are required to produce their original National Identity Cards (NIC) or Passports for identification purpose at the time of attending the meeting. The form of the proxy must be submitted with the Company within the stipulated time, duly witnessed by two persons whose names, addresses and NIC numbers must be mentioned on the form along with attested copies of the NIC or the Passport of the beneficial owner and the proxy.
- A member eligible to attend and vote at this meeting may appoint another member as his / her proxy to attend and vote instead of him / her. Proxies in order to be effective must be received by the Company at the Registered Office not later than 48 hours before the time for holding the meeting during working hours.
- Members are requested to immediately notify the change of address, if any.

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

This statement sets out the material facts concerning the Special Business, given in agenda item No.5 (Placement of quarterly accounts on website) to be transacted at the Annual General Meeting of the Company to be held on 23 December 2004.

The Securities and Exchange Commission of Pakistan (SECP) vide Circular No.19 of 2004 has allowed the listed companies to place the quarterly accounts on their websites instead of sending the same to each shareholder by post. We appreciate this decision which would ensure prompt disclosure of information to the Shareholders, besides saving of costs associated with printing and dispatch of the accounts by post.

The Company is maintaining its website www.nishatchunian.com. Prior permission of the SECP would be sought for transmitting the quarterly accounts through Company's website after the approval of the Shareholders. The Company, however, will supply the copies of accounts to the Shareholders on demand at their registered addresses, free of cost, within one week of receiving such request.

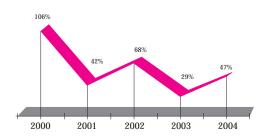
The Directors of the Company have no interest in the above resolution that would need a further disclosure.

Directors' Report

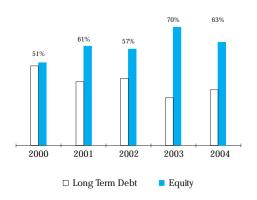
Sales and Net Profit Margin



Return on Equity



Long Term Debt to Equity Ratios



Economic Environment

During the year under review the economy continued to strengthen. All major economic indicators remained stable and interest rates remained low. However, the international economic scenario remained under depression in the aftermath of Iraq war and due to high oil prices. Moreover cotton prices both locally and internationally went up drastically and hit an all time high of Rs. 3,600 per maund. The textiles industry remained under pressure because of the unfavorable international conditions and high cotton prices.

Performance of the Company

During the year under review company's performance was very good. Sales increased by 54.2% to highest ever level of Rs. 6.516 billion while net profit increased by 94% to Rs. 635 million. Net profit margin improved from 7.7% in year ending 2003 to 9.7% this year.

The improved performance this year can be attributed to a number of factors. The increase in sales and profitability is due to optimal utilization of the available capacity, increase in sale prices, sale of high margin products and substantial sale of purchased greige fabrics. Through better management and aggressive marketing, the company has retained its position as one of the most profitable textile companies in the country. Return on equity this year is 46.6%, while earning per share is Rs. 14.32. The average return on equity during the last five years is 58.4%. Our target is to maintain a long term ROE of 30 - 40%.

Investments and Sources of Financing

During the year, Rs. 1,100 million were invested in the fixed assets. This is part of the company's expansion plan to increase it's spinning and weaving capacity and to set up a captive power plant with a capacity of 18 MW for production of cost effective electricity. Depreciation cash flow of Rs. 209 million, retained earnings and net increase in long term debt of Rs. 629 million were used to finance this expansion.

Financial Structure

Since the seasonal and cyclical fluctuations expose the textile industry to higher risk, we have employed a conservative financial structure. We have identified the targeted levels of critical financial ratios such as the current ratio, debt to equity ratio and leverage. Decisions for future investments are made subject to the constraints of the targeted financial ratios. The illustration shows the historic figures of our current ratio and leverage.

The measures taken by management last year to take advantage of the fall in interest rates have shown their full impact this year. Because of re-profiling of debt, better cash management and low interest rates, financial charges decreased to Rs. 71.54 million from Rs. 119.08 million last year. The illustration shows the last five years' financial charges as a percentage of sales, depicting the declining trend.

Business Strategy

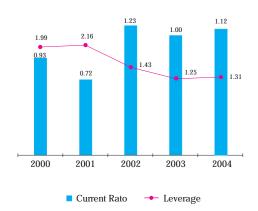
One of the key factors of our competitiveness is our aggressive marketing strategy. We focus on niche marketing with specialized products. Our quality products are supplemented with professional customer service to build long term relationship with the customers. We have differentiated our company through consistent quality, reliable delivery and proactive handling of customers' needs.

Investment in state of the art technology and top quality human resources has been the key element of our business strategy. The organizational structure is kept lean with very little hierarchy and bureaucracy compared to other organizations of similar size. This gives us the flexibility to respond quickly to the changes in the market situation.

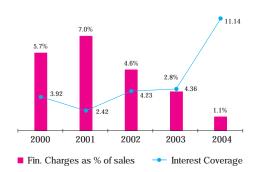
Dividends

Company has maintained a steady stream of dividend payouts while retaining adequate portion of the profits for future growth. This year also we have proposed Rs. 1.25 per share as final dividend, that amounts to Rs. 55.44 million, in addition to

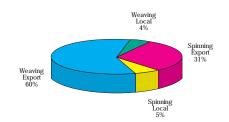
Financial Ratios



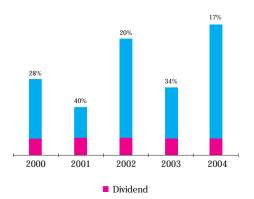
Financial Charges and Interest Coverage



Sales Breakup



Payout to Shareholders



Rs. 1.25 per share already paid as interim dividend during the year. Rs. 525 million are being transferred to general reserves.

Future Outlook

Removal of trade barriers and trend towards free trade regime worldwide is creating threats as well as opportunities. In future it will become increasingly difficult to maintain competitive edge, but at the same time potential rewards will also increase. Efficient and competitive organizations are likely to undergo accelerated growth getting market share from the less competitive ones. We are focusing our efforts on specializing in value added products and to become one of the top suppliers of high quality textile products worldwide. In order to fully utilize the business potential in post quota regime, we have an extensive expansion plan whereby a new spinning unit comprising 50,000 spindles is being set up along with a captive power plant of 18 MW production capacity. We have decided to go into the finishing business for Home Textiles. A new dyeing and finishing plant is being set up on Manga Raiwind Road and letters of credit for a majority of the equipments have been opened. The company is also acquiring the operating assets of Umer Fabrics Limited by way of merger. Umer Fabrics Limited is located in the vicinity of Nishat (Chunian) Limited and is the single largest external supplier of yarn for the company. This merger will rationalize the business structure, bring economies and significantly improve the flexibility, and efficiency. We are further looking into non-textile businesses to diversify our business and enter a sector that is dependent on the local market for sales and for the supply of raw materials. In this way we plan to reduce our exposure to currency fluctuations and international shocks.

Change of Financial Year

The Central Board of Revenue has directed the change of financial year end from September to June for textile industry. Consequent upon above direction and Circular No. 29 of 2004 issued by the Securities and Exchange Commission of Pakistan (SECP), the next financial year will be of nine months and will close on 30 June 2005.

Placement of Quarterly Financial Statements on Website

Pursuant to the SECP's Circular No. 19 dated 14 April 2004, directors have proposed, subject to the permission of SECP, to place the quarterly financial statements on company's website instead of sending the same by post to shareholders.

Corporate Governance

As required by the Code of Corporate Governance, directors are pleased to report that:

- 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 accounts have been maintained by the b. company.
- Appropriate accounting policies have been consistently c. applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- d. The International Accounting Standards, as applicable in Pakistan have been followed in preparation of financial statements.
- The system of internal controls is sound in design and e. has been effectively implemented and monitored.
- f. 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 g. Corporate Governance, as detailed in the listing regulations.
- h. There has been no departure from the best practices of transfer pricing.
- The key operating and financial data for the last ten i. years is annexed.
- j. The value of investment of contributory provident fund as at 30 September 2004, amounts to Rs. 8.23 million.
- There has been no trading of Shares by Chief Executive, k. Directors, Chief Financial Officer, Company Secretary, their spouses and minor children, during the year.

Board Meetings

During the year under review five (5) meetings were held.

Attendance by each director is as follows:

| Name of Director | Attendance |
|-------------------------|------------|
| Mr. Muhammad Saleem | 4 |
| Mr. Shahzad Saleem | 5 |
| Mr. Yahya Saleem | 5 |
| Mr. Khalid Niaz Khawaja | 1 |
| Syed Jawad Gillani | 1 |
| Mr. Manzoor Ahmad* | 3 |
| Mr. Aftab Ahmad Khan** | 1 |
| Mr. Asif Jameel*** | 1 |
| Mr. Farid Fazal**** | 1 |

- Appointed to fill casual vacancy on 03 January 2004.
- Appointed to fill casual vacancy on 05 July 2004.
- *** Resigned on 03 January 2004.
- **** Resigned on 05 July 2004.

On behalf of the Board

Muhammad Saleem Chairman

Lahore: 25 November 2004

| | 1995 | 1996 | 1997 | 1998 | 1999 | 2000 | 2001 | 2002 | 2003 | 2004 |
|------------------------------------|---------|---------|-----------|-----------|----------------------|-----------|-----------|-----------|-----------|-----------|
| | | | | | (Rupees in thousand) | housand) | | | | |
| Capital | 144,000 | 144,000 | 144,000 | 144,000 | 144,000 | 403,200 | 403,200 | 403,200 | 443,520 | 443,520 |
| Reserves | 64,306 | 86,988 | 110,627 | 162,237 | 194,792 | 192,289 | 340,409 | 742,888 | 919,106 | 1,444,303 |
| Net Worth | 208,306 | 230,988 | 254,627 | 306,237 | 338,792 | 595,489 | 743,609 | 1,146,088 | 1,362,626 | 1,886,823 |
| Long Term Liabilities | 50,657 | 34,737 | 26,765 | 270,431 | 280,856 | 567,030 | 476,321 | 865,539 | 589,642 | 1,116,667 |
| Current Liabilities | 242,494 | 235,245 | 201,965 | 702,242 | 1,015,989 | 619,802 | 1,130,202 | 773,885 | 1,110,277 | 1,355,126 |
| Total Equity & Liabilities | 501,457 | 500,970 | 483,357 | 1,278,910 | 1,635,637 | 1,782,321 | 2,350,132 | 2,785,512 | 3,062,545 | 4,358,616 |
| Fixed Assets | 299,319 | 271,695 | 258,221 | 886,593 | 956,365 | 1,202,614 | 1,537,288 | 1,829,775 | 1,954,767 | 2,837,084 |
| Long Term Deposits | 4,707 | 2,059 | 311 | 227 | 227 | 527 | 545 | 545 | 426 | 386 |
| Current Assets | 197,431 | 227,216 | 224,825 | 392,090 | 679,045 | 579,180 | 812,299 | 955,192 | 1,107,352 | 1,521,146 |
| Total Assets | 501,457 | 500,970 | 483,357 | 1,278,910 | 1,635,637 | 1,782,321 | 2,350,132 | 2,785,512 | 3,062,545 | 4,358,616 |
| Sales | 838,915 | 971,188 | 1,111,537 | 1,148,551 | 2,094,958 | 2,367,018 | 3,066,830 | 4,054,099 | 4,226,715 | 6,516,226 |
| Gross Profit | 92,821 | 172,615 | 186,017 | 183,371 | 362,475 | 628,457 | 684,287 | 966,745 | 742,242 | 968,808 |
| Operating Profit plus Other Income | 54,421 | 148,573 | 144,251 | 156,465 | 290,531 | 533,773 | 523,634 | 781,787 | 519,004 | 796,705 |
| Financial & Other charges | 47,620 | 91,423 | 91,225 | 93,244 | 185,936 | 155,772 | 237,811 | 218,099 | 143,586 | 111,014 |
| Taxation | 5,225 | 5,669 | 7,787 | 11,611 | 13,000 | 20,504 | 36,903 | 60,409 | 48,000 | 50,614 |
| Net Profit | 1,576 | 51,481 | 45,239 | 51,610 | 91,595 | 357,497 | 248,920 | 503,279 | 327,418 | 635,077 |
| Gross Margin | 11.1% | 17.8% | 16.7% | 16.0% | 17.3% | %9'92 | 22.3% | 18.9% | 17.6% | 14.9% |
| Net Margin | 0.2% | 5.3% | 4.1% | 4.5% | 4.4% | 15.1% | 8.1% | 12.4% | 7.7% | 9.7% |
| Current Ratio | 0.81 | 0.97 | 1.11 | 0.56 | 0.67 | 0.93 | 0.72 | 1.23 | 1.00 | 1.12 |
| Leverage (Total Liab./Net Worth) | 1.41 | 1.17 | 0.90 | 3.18 | 3.83 | 1.99 | 2.16 | 1.43 | 1.25 | 1.31 |
| Long Term Debt : Equity | 20:80 | 13:87 | 10:90 | 47:53 | 45:55 | 49:51 | 39:61 | 43:57 | 30:70 | 37:63 |
| EPS | 0.11 | 3.58 | 3.14 | 3.58 | 6.36 | 8.87 | 6.17 | 12.48 | 7.38 | 14.32 |

Statement of Compliance

with the Code of Corporate Governance for the year ended 30 September 2004

This statement is being presented to comply with the Code of Corporate Governance contained in Regulation No. 37 (Chapter XI) of Listing Regulations of Karachi Stock Exchange (Guarantee) Limited and Clause 40 (Chapter XIII) of the Listing Regulations of Lahore Stock Exchange (Guarantee) Limited 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 one independent non-executive director.
- 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 as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. Casual vacancies occurring in the Board on 3 January 2004 and 5 July 2004 were filled up by the directors within same day thereof.
- 5. The Company has prepared a 'Statement of Ethics and Business Practices', which has been signed by all the directors and employees of the Company.
- 6. The Board has developed a vision/mission statement, 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 and other executive directors, have been taken by the Board.
- 8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose 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 Board arranged orientation courses for its directors during the year to apprise them of their duties and responsibilities.
- 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.
- 11. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
- 12. 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.
- 13. The Company has complied with all the corporate and financial reporting requirements of the Code.
- 14. The Board has formed an audit committee. It comprises three members, of whom two are non-executive directors.
- 15. 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.
- The Board has set-up an effective internal audit function with suitably qualified and experienced staff, conversant with the policies and procedures of the Company and involved in the internal audit function on a full time basis.
- 17. 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 (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 ICAP.
- 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.
- We confirm that all other material principles contained in the Code have been complied with.

Muhammad Saleem Chairman

Statement of Compliance

with the Best Practices on Transfer Pricing

The Company has fully complied with the best practices on Transfer Pricing as contained in the related Listing Regulations of the Karachi and Lahore Stock Exchanges.

> Muhammad Saleem Chairman

Lahore: 25 November 2004

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 Nishat (Chunian) Limited to comply with the Listing Regulation No. 37 (Chapter XI) of the Karachi Stock Exchange (Guarantee) Limited and Listing Regulation No. 40 (Chapter XIII) of the Lahore Stock Exchange (Guarantee) Limited, 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.

LAHORE: 25 November 2004

RIAZ AHMAD & COMPANY Chartered Accountants

Auditors' Report to the Members

We have audited the annexed balance sheet of NISHAT (CHUNIAN) LIMITED as at 30 September 2004 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:

- in our opinion, proper books of account have been kept by the company as required by the Companies Ordinance, 1984:
- in our opinion:

LAHORE: 25 November 2004

- 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;
- the expenditure incurred during the year was for the purpose of the company's business; and ii)
- iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the company;
- 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 30 September 2004 and of the profit, its cash flows and changes in equity for the year then ended; and
- in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980), was deducted by the company and deposited in the Central Zakat Fund established under Section 7 of that Ordinance.

Balance Sheet as at

| | NOTE | 2004 Rupees | 2003 Rupees |
|--|-------------|---|---|
| EQUITY AND LIABILITIES | | | |
| SHARE CAPITAL AND RESERVES | | | |
| Authorized capital 50,000,000 ordinary shares of Rupees 10 each | | 500,000,000 | 500,000,000 |
| Issued, subscribed and paid up capital Reserves | 3 4 | 443,520,000 1,443,302,522 | 443,520,000 919,105,869 |
| | | 1,886,822,522 | 1,362,625,869 |
| LONG TERM LOANS | 5 | 1,116,666,665 | 579,166,664 |
| RETIREMENT AND OTHER BENEFITS | 6 | - | 10,475,329 |
| CURRENT LIABILITIES | | | |
| Current portion of long term loans Finances under mark up arrangements and other credit facilities - Secured Creditors, accrued and other liabilities Taxation payable | 5 7 8 | 212,500,002 765,602,724 321,583,712 | 120,833,336 679,647,803 198,839,013 76,684 |
| Proposed dividend | | 55,440,000 | 110,880,000 |
| | | 1,355,126,438 | 1,110,276,836 |
| CONTINGENCIES AND COMMITMENTS | 9 | - | - |
| | | 4,358,615,625 | 3,062,544,698 |

The annexed notes form an integral part of these financial statements. \\

30 September 2004

| | NOTE | 2004 Rupees | 2003 Rupees |
|---|----------------------------------|---|---|
| ASSETS | | | |
| FIXED CAPITAL EXPENDITURE | | | |
| Operating fixed assets- Tangible | 10 | 1,887,528,754 | 1,910,002,705 |
| Capital work-in-progress | 11 | 949,555,626 | 44,764,505 |
| | | 2,837,084,380 | 1,954,767,210 |
| LONG TERM DEPOSITS | 12 | 385,750 | 425,450 |
| CURRENT ASSETS | | | |
| Stores and spares Stock in trade Trade debts Advances, deposits, prepayments and other receivables Short term investment Cash and bank balances | 13 14 15 16 17 18 | 61,244,770 688,744,637 443,334,644 301,848,616 5,570,000 20,402,828 1,521,145,495 | 60,110,766 532,498,532 291,023,004 193,411,358 - 30,308,378 1,107,352,038 |
| | | 4,358,615,625 | 3,062,544,698 |

Profit and Loss Account

for the year ended 30 September 2004

| | NOTE | 2004 Rupees | 2003 Rupees |
|--|----------|---|---------------------------------|
| Sales Cost of goods sold | 19 20 | 6,516,226,312 5,547,418,807 | 4,226,715,280 3,484,473,418 |
| Gross profit | | 968,807,505 | 742,241,862 |
| Administrative expenses Selling and distribution expenses | 21 22 | 68,792,504 109,442,914 | 60,512,359 188,538,075 |
| | | 178,235,418 | 249,050,434 |
| Operating profit Other income | 23 | 790,572,087 6,132,933 | 493,191,428 25,812,431 |
| | | 796,705,020 | 519,003,859 |
| Financial charges Other charges | 24 25 | 71,540,677 39,473,677 | 119,083,826 24,502,441 |
| | | 111,014,354 | 143,586,267 |
| Profit before taxation | | 685,690,666 | 375,417,592 |
| Provision for taxation | 26 | 50,614,013 | 48,000,000 |
| Profit after taxation | | 635,076,653 | 327,417,592 |
| Unappropriated profit brought forward | | 4,105,869 | 2,568,277 |
| Available for appropriations | | 639,182,522 | 329,985,869 |
| Appropriations | | | |
| Transfer to general reserve Interim dividend Rupees 1.25 (2003: Rupees NIL) per share Proposed final dividend Rupees 1.25 (2003: Rupees 2.5) per | | 525,000,000 55,440,000 55,440,000 | 215,000,000 - 110,880,000 |
| | | 635,880,000 | 325,880,000 |
| Unappropriated profit | | 3,302,522 | 4,105,869 |
| Earnings per share | 34 | 14.32 | 7.38 |

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

CHIEF EXECUTIVE DIRECTOR

Cash Flow Statement for the year ended 30 September 2004

| | 2004 Rupees | 2003 Rupees |
|---|---|---|
| CASH FLOWS FROM OPERATING ACTIVITIES | | |
| Cash generated from operations (Note 32) Financial charges paid Taxes paid Payment of employees' benefits | 684,760,156 (66,210,576) (65,908,206) (14,907,450) | 570,111,512 (134,785,104) (50,751,544) (4,951,954) |
| Net cash inflow from operating activities | 537,733,924 | 379,622,910 |
| CASH FLOWS FROM INVESTING ACTIVITIES | | |
| Fixed capital expenditure Acquisition of short term investment Sale proceeds of fixed assets Decrease in long term deposits | (1,100,113,467) (4,730,775) 9,209,126 39,700 | (338,180,232) - 29,652,759 120,000 |
| Net cash (outflow) from investing activities | (1,095,595,416) | (308,407,473) |
| CASH FLOWS FROM FINANCING ACTIVITIES | | |
| Long term loans received Long term loans repaid Dividend paid | 750,000,000 (120,833,333) (167,165,646) | 350,000,000 (540,000,000) (97,758,030) |
| Net cash inflow/(outflow) from financing activities | 462,001,021 | (287,758,030) |
| Net (decrease) in cash and cash equivalents | (95,860,471) | (216,542,593) |
| Cash and cash equivalents at the beginning of the year | (649, 339, 425) | (432,796,832) |
| Cash and cash equivalents at the end of the year (Note 33) | (745,199,896) | (649,339,425) |

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

Statement of Changes in Equity for the year ended 30 September 2004

| | Share capital | Reserve for issue of bonus shares | General reserve | Unappropriated profit | Total |
|--|------------------|-----------------------------------|--------------------|-----------------------|---------------|
| | Rupees | Rupees | Rupees | Rupees | Rupees |
| | | | | | |
| Balance as at 30 September 2002 | 403,200,000 | 40,320,000 | 700,000,000 | 2,568,277 | 1,146,088,277 |
| Net profit for the year | - | - | - | 327,417,592 | 327,417,592 |
| Transfer from reserve | | | | | |
| for issue of bonus shares | 40,320,000 | (40,320,000) | - | - | - |
| Dividend (Final) - Rupees 2.5 per share | - | - | - | (110,880,000) | (110,880,000) |
| Transferred to general reserve | - | - | 215,000,000 | (215,000,000) | - |
| Balance as at 30 September 2003 | 443,520,000 | - | 915,000,000 | 4,105,869 | 1,362,625,869 |
| Net profit for the year | - | - | - | 635,076,653 | 635,076,653 |
| Dividend (Interim) - Rupees 1.25 per share | - | - | - | (55,440,000) | (55,440,000) |
| Transferred to general reserve | - | - | 525,000,000 | (525,000,000) | - |
| Proposed dividend (Final) - | | | | | |
| Rupees 1.25 per share | - | - | - | (55,440,000) | (55,440,000) |
| Balance as at 30 September 2004 | 443,520,000 | - | 1,440,000,000 | 3,302,522 | 1,886,822,522 |

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

CHIEF EXECUTIVE DIRECTOR

Notes to the Financial Statements for the year ended 30 September 2004

LEGAL STATUS AND NATURE OF BUSINESS

Nishat (Chunian) Limited is a public limited company incorporated under the Companies Ordinance, 1984 and is listed on the Lahore and Karachi Stock Exchanges. Its registered office is situated at Lahore. The company is principally engaged in the manufacture and sale of yarn and fabric.

SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

2.1 Basis of preparation of financial statements

These financial statements 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.

Accounting convention

These accounts have been prepared under the historical cost convention, modified by capitalisation of exchange differences as referred to in note 2.8, except for revaluation of certain financial instruments at fair value and recognition of certain employee retirement benefits at present value.

2.3 **Taxation**

Current

Provision for current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year if enacted. The charge for current tax also includes adjustments where considered necessary to provision for tax made in previous years arising from assessments framed during the year for such years.

Deferred

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax is calculated at the rates that are expected to apply to the period when the differences reverse based on tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the income statement, except in the case of items credited or charged to equity in which case it is included in equity.

However, provision for the current year is not considered necessary as the Company is chargeable to tax under section 169 of the Income Tax Ordinance, 2001 and no timing differences are expected to arise in the foreseeable future.

Employee benefits

The main features of the schemes operated by the company for its employees are as follows:

Gratuity

The Company has replaced the gratuity scheme with provident fund scheme for permanent employees with effect from 01 July 2003.

Provident fund

There are approved and unapproved contributory provident funds for its site and head office employees respectively. Equal monthly contributions are made both by the employees and company to the funds in accordance with the fund rules. The company's contributions to these funds are charged to income currently.

Accumulating compensated absences

The company provides for accumulating compensated absences, when the employees render service that increases their entitlement to future compensated absences. Under the rules head office employees and factory staff are entitled to 20 days leave per year and factory workers are entitled to 14 days leave per year respectively. Unutilised leaves can be accumulated upto 10 days in case of head office employees, 40 days in case of factory staff and upto 28 days in case of factory workers. Any further un-utilized leaves will lapse. Any un-utilized leave balance i.e. 40 days and 28 days in case of factory staff and workers respectively can be encashed by them at any time during their employment. Unutilised leaves can be used at any time by all employees, subject to the Company's approval.

Provisions are made annually to cover the obligation for accumulating compensated absences and are charged to income.

2.5 Fixed capital expenditure

Operating fixed assets except freehold land and capital work-in-progress are stated at cost less accumulated depreciation. Cost in relation to certain plant and machinery signifies historical cost and exchange differences referred to in note 2.8 and mark-up etc. in note 2.13.

Depreciation on all other operating fixed assets is charged to profit on the reducing balance method so as to write off the historical cost of the assets over their estimated useful lives at the rates given in note 10.

The full annual rate of depreciation is applied to the costs of additions, except major additions or extension to existing facilities, while no depreciation is charged on assets deleted during the year. Major additions or extension to existing facilities are depreciated on a pro-rata basis for the period of use during the year.

Impairment loss or its reversal, if any, is also charged to income. Where an impairment loss is recognized, the depreciation charge is adjusted in future periods to allocate the assets' revised carrying amount over its estimated useful life.

The net exchange differences relating to an asset at the end of each year are amortised in equal instalments over its remaining useful life.

Major repairs and improvements are capitalized. Minor repairs and renewals are charged to income. The gain or loss on disposal or retirement of an asset represented by the difference between the sale proceeds and the carrying amount of the asset is recognized as income or expense.

2.6 Stores and spares

Useable stores and spares are valued principally at moving average cost, while items considered obsolete are carried at nil value. Items in transit are valued at cost comprising invoice values plus other charges paid thereon.

2.7 Stock in trade

These are stated at the lower of cost and net realisable value except for waste stock which is valued at net realisable value. Cost of raw materials represents:

- Spinning: annual average cost
- Weaving: moving average cost

Cost of work-in-process and finished goods comprises cost of direct materials, labour and appropriate manufacturing overheads. Goods purchased for resale are stated at lower of cost based on FIFO and net realisable value.

Materials in transit are stated at cost comprising invoice values plus other charges paid thereon.

Net realisable value signifies the estimated selling price in the ordinary course of business less costs necessarily to be incurred in order to make a sale.

2.8 Foreign currencies

All monetary assets and liabilities in foreign currencies are translated into rupees at exchange rates prevailing at the balance sheet date. Transactions in foreign currencies are translated into rupees at the spot rate. All non-monetary items are translated into rupees at exchange rates prevailing on the date of transaction or on the date when fair values are determined.

Exchange differences on loans utilised for the acquisition of plant and machinery are capitalised upto the date of commissioning of the assets.

All other exchange differences are included in profit currently.

2.9 Borrowing cost

Mark-up, interest and other charges on long term borrowings are capitalized upto the date of commissioning of the respective plant and machinery, acquired out of the proceeds of such long term borrowings. All other mark-up, interest and other charges are charged to income.

2.10 Revenue recognition

Revenue from sales is recognised on despatch of goods to customers.

Return on deposits is accrued on a time basis by reference to the principal outstanding and the applicable rate of return.

Dividend income on equity investments is recognised as and when the right to receive dividend is established.

2.11 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, demand deposits, other short term highly liquid instruments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value and finances under mark-up arrangements. In the balance sheet, finances under mark-up arrangements are included in current liabilities.

2.12 Financial instruments

Financial instruments carried on the balance sheet include receivables, short term investment, cash and bank balances, finances under mark-up arrangements, long term loans and other payables, deposits, creditors, accrued and other liabilities. Financial assets and liabilities are recognized when the company becomes a party to the contractual provisions of the instrument.

Trade debts

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

Short term investments

Short term investments available for sale are initially recognized at cost, which is the fair value of the consideration given. Subsequently, these are restated to fair value, with difference taken to the income currently.

Borrowings

Loans and borrowings are recorded at the proceeds received. In subsequent periods, borrowings are stated at amortised cost using the effective yield method. Finance charges are accounted for on an accrual basis and are included in creditors, accrued and other liabilities to the extent of the amount remaining unpaid.

Creditors, accrued and other liabilities

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.

Derivative financial instruments

These are recognized using the trade date accounting and are measured initially at cost. At subsequent

Nishat (Chunian) Limited SSEPTEMBER 2004

reporting dates these are remeasured to fair value and any gain or loss arising from fair value measurement is reported in net profit or loss for the period.

The Company uses trade date accounting for the recognition of its forward exchange contracts. It designates these forward exchange contracts as fair value hedges of recognised assets or liabilities. Changes in the fair value of derivatives that are designated and qualify as fair value hedges are recorded in the income statement, alongwith changes in the fair value of the hedged asset or liability that is attributable to the hedged risk.

Certain derivative transactions, while providing effective economic hedges under the Company's risk management policies, do not qualify for hedge accounting under the specific rules of IAS 39. Changes in the fair value of any derivative instruments that do not qualify for hedge accounting under IAS 39 are recognized immediately in the income statement.

2.13 Mark-up, interest, profit and other charges

Mark-up, interest, profit and other charges on long term liabilities are capitalised upto the date of commencement of commercial production. All other mark-up, interest, profit and other charges are charged to income.

2.14 Provisions

Provisions are recorded when the company has a present obligation as a result of past event which it is probable will result in an outflow of economic benefits and a reliable estimate can be made of the amount of the obligation.

2.15 Business segments

The company is divided into two business segments:

Spinning: Manufacturing of yarn. Weaving: Weaving of fabric.

2.15.1 Allocation of segment expenses

Joint expenses are allocated in the ratio of 60:40 to Spinning and Weaving segment respectively.

2.16 Related party transactions and transfer pricing

Transactions and contracts with the related parties are carried out at an arm's length price determined in accordance with comparable uncontrolled price method.

| | | 2004 Rupees | 2003 Rupees |
|----|---|----------------------------|----------------------------|
| 3. | ISSUED, SUBSCRIBED AND PAID UP CAPITAL 12,000,000 (2003: 12,000,000) ordinary shares of Rupees 10 each fully paid in cash 32,352,000 (2003: 32,352,000) ordinary shares of Rupees 10 each issued as fully paid bonus shares | 120,000,000 323,520,000 | 120,000,000 323,520,000 |
| | 44,352,000 | 443,520,000 | 443,520,000 |

| | | 2004 Rupees | 2003 Rupees |
|----|--|----------------|----------------|
| 4. | RESERVES | | |
| | Movement in and composition of reserves is as follows: | | |
| | Capital | | |
| | Reserves for issue of bonus shares | - | 40,320,000 |
| | Bonus shares issued | - | (40,320,000) |
| | | - | - |
| | Revenue | | |
| | General | 1,440,000,000 | 915,000,000 |
| | Unappropriated profit | 3,302,522 | 4,105,869 |
| | | 1,443,302,522 | 919,105,869 |
| | | 1,443,302,522 | 919,105,869 |

5. LONG TERM LOANS - SECURED

| Lender | 2004 Rupees | 2003 Rupees | Rate of interest per annum | Number of installments | Interest payable |
|---|----------------|----------------|----------------------------------|--|---------------------|
| Standard Chartered Bank | 200,000,000 | 200,000,000 | 6-month KIBOR + 0.25% | Six equal half yearly installments commencing on 27 March 2005 and ending on 26 September 2007 | Quarterl |
| ABN AMRO Bank | 166,666,667 | 250,000,000 | 3-month KIBOR + 0.40% | Twelve equal quarterly installments commencing on 01 October 2003 and ending on 01 July 2006 | Quarterl |
| Faysal Bank Limited | 37,500,000 | 50,000,000 | 6.50% | Eight equal half yearly installments commencing on 26 March 2004 and ending on 26 September 2007 | Semi annually |
| United Bank Limited | 500,000,000 | - | 6-month KIBOR + 0.50% | Seven equal half yearly installments commencing on 26 September 2006 and ending on 28 September 2009 | Quarterl |
| Habib Bank Limited | 175,000,000 | 200,000,000 | 6-month KIBOR + 0.40% | Fourteen equal quarterly installments commencing on 01 May 2004 and ending on 01 November 2008 | Quarter |
| Habib Bank Limited - 2 | 250,000,000 | - | 6-month KIBOR + 0.5% | Eight equal half yearly installments commencing on 01 April 2006 and ending on 27 September 2009 | Quarter |
| | 1,329,166,667 | 700,000,000 | | | |
| Less: Current portion shown under current liabilities | 212,500,002 | 120,833,336 | | | |
| | 1,116,666,665 | 579,166,664 | | | |

These are secured by first pari passu hypothecation charge on all present and future fixed assets of the Company and an equitable mortgage of the Company's land to the extent of Rupees 2,809 million (2003: Rupees 1,540 million).

| | | 2004 Rupees | 2003 Rupees |
|----|---|----------------------------|---------------------------|
| 6. | RETIREMENT AND OTHER BENEFITS | | |
| | Staff gratuity (Note 6.1) | - | 10,475,329 |
| | 6.1 The Company has replaced the gratuity scheme with provident f with effect from 01 July 2003. The liability against gratuity has bee | | |
| | | 2004 Rupees | 2003 Rupees |
| 7. | FINANCES UNDER MARK-UP ARRANGEMENTS AND OTHER CREDIT FACILITIES - SECURED | | |
| | Short term running finances (Note 7.1) Export finances - Preshipment / SBP refinance (Note 7.2) | 525,239,710 240,363,014 | 619,227,247 60,420,556 |

Short term running finances are available from commercial banks under mark-up arrangements amounting to Rupees 1,915 million (2003: Rupees 2,376 million). The rates of mark-up range from Rupee 0.0658 to Rupee 0.1381 (2003: Rupees 0.0479 to Rupees 0.3973) per Rupees 1,000 per diem or part thereof on the balance outstanding.

765,602,724

679,647,803

- The company has obtained export finance facilities aggregating to Rupees 3,142 million (2003: Rupees 700 million) from commercial banks. The rates of mark-up range from Rupee 0.0767 to Rupee 0.1096 (2003: Rupees 0.0548 to Rupees 0.3014) per Rupees 1,000 per diem or part thereof on the balance outstanding.
- 7.3 Of the aggregate facilities of Rupees 1,720 million (2003: Rupees 1,236 million) for opening letter of credit and Rupees 165 million (2003: Rupees 85 million) for opening letter of guarantees, the amount utilized as at 30 September 2004 was Rupees 982.63 million (2003: Rupees 98 million) and Rupees 58.90 million (2003: Rupees 1.0 million) respectively.

The aggregate facilities are secured by hypothecation of all present and future current assets of the Company and lien on export bills.

| | 2004 Rupees | 2003 Rupees |
|---|----------------|----------------|
| CREDITORS, ACCRUED AND OTHER LIABILITIES | | |
| Creditors | 162,108,883 | 87,629,364 |
| Accrued liabilities | 57,112,117 | 52,285,97 |
| Advances from customers | 39,310,797 | 15,350,42 |
| Mark-up on: | | |
| Short term running finances and other credit facilities - secured | 8,004,721 | 5,591,28 |
| Long term loans - secured | 4,119,089 | 1,202,42 |
| Retention money | 5,212,839 | 3,362,48 |
| Payable to provident fund trust | 331,593 | - |
| Due to associated undertaking - Security General Insurance | - | 780,42 |
| Forward exchange contracts (Note 8.1) | - | 3,167,42 |
| Workers' profit participation fund (Note 8.3) | 36,273,313 | 19,819,02 |
| Income tax deducted at source | 2,044,930 | 781,01 |
| Unclaimed dividend | 5,685,331 | 6,530,97 |
| Others | 1,380,099 | 2,338,18 |
| | 321,583,712 | 198,839,01 |

The company entered into forward exchange contracts with local banks to sell U.S. Dollars at contracted rates. The fair value of these contracts is recognized as follows:

| | 2004 Rupees | 2003 Rupees |
|---|----------------|--------------------------------|
| Value of U.S. Dollars to be delivered Less: Receivables from banks against U.S. Dollars sold | - - | 1,041,857,857 1,038,690,433 |
| | - | 3,167,424 |

8.2 Creditors include an amount of Rupees 1.051 million (2003: Rupees 1.051 million) payable to a related party.

| | | 2004 Rupees | 2003 Rupees |
|-----|---|-------------------------------------|---------------------------------------|
| 8.3 | WORKERS' PROFIT PARTICIPATION FUND | | |
| | Opening balance as at 01 October Provision for the year (Note 25) Interest for the year (Note 24) | 19,819,026 36,273,313 968,930 | 29,720,113 19,819,026 1,316,392 |
| | | 57,061,269 | 50,855,531 |
| | Less: Payments made during the year | 20,787,956 | 31,036,505 |
| | Closing balance as at 30 September | 36,273,313 | 19,819,026 |

9. CONTINGENCIES AND COMMITMENTS

9.1 Contingencies

The company has issued counter-guarantee amounting to Rupees 58.9 million (2003: Rupees NIL) in favour of bank for issuing letters of guarantee favouring Sui Northern Gas Pipelines Limited for gas connections.

9.2 Commitments

Commitments in respect of capital expenditure are Rupees 937.813 million (2003: Rupees 20.01 million). Letters of credit other than capital expenditure are Rupees 187.758 million (2003: Rupees 87.44 million).

Nishat (Chunian) Limited SSEPTEMBER 2004

10. OPERATING FIXED ASSETS - TANGIBLE

Rupees

| | | COST | | ACCUMU | JLATED DEPRE | CIATION | | |
|--------------------------|-----------------------------|-----------------------------|----------------------------------|-----------------------------|--|----------------------------------|---|--------------------------------|
| DESCRIPTION | As at 01 October 2003 | Additions/ (Deletions) | As at 30 September 2004 | As at 01 October 2003 | Charge for the year / (depreciation on deletions) | As at 30 September 2004 | Book Value as at 30 September 2004 | Deprec- iation Rate % |
| Land | 39,807,821 | - | 39,807,821 | - | - | - | 39,807,821 | - |
| Building | 462,626,949 | 18,837,808 | 481,464,757 | 165,182,172 | 31,628,259 | 196,810,431 | 284,654,326 | 10 |
| Plant and machinery | 2,093,530,910 | 145,063,939 (11,657,340) | 2,226,937,509 | 624,961,938 | 160,620,471 (4,229,142) | 781,353,267 | 1,445,584,242 | 10 |
| Electrical installations | 68,756,796 | 18,002,693 | 86,759,489 | 26,623,219 | 6,013,627 | 32,636,846 | 54,122,643 | 10 |
| Tools and equipment | 28,557,753 | 433,376 | 28,991,129 | 7,277,379 | 2,171,375 | 9,448,754 | 19,542,375 | 10 |
| Furniture and fixtures | 11,367,718 | 892,005 | 12,259,723 | 3,431,024 | 882,870 | 4,313,894 | 7,945,829 | 10 |
| Office equipment | 11,176,667 | 2,606,227 | 13,782,894 | 4,014,507 | 976,839 | 4,991,346 | 8,791,548 | 10 |
| Vehicles | 41,130,996 | 9,486,298 (2,887,981) | 47,729,313 | 15,462,666 | 6,769,992 (1,583,315) | 20,649,343 | 27,079,970 | 20 |
| Rupees 2004 | 2,756,955,610 | 195,322,346 (14,545,321) | 2,937,732,635 | 846,952,905 | 209,063,433 (5,812,457) | 1,050,203,881 | 1,887,528,754 | |
| Rupees 2003 | 2,312,358,422 | 488,848,602 (44,251,414) | 2,756,955,610 | 678,016,797 | 196,448,960 (27,512,852) | 846,952,905 | 1,910,002,705 | |

10.1 Additions to building, plant and machinery and electrical installations include mark-up amounting to Rupees NIL (2003: Rupees 2.66 million).

| | 2004 Rupees | 2003 Rupees |
|---|--------------------------|--------------------------|
| 10.2 Depreciation charge for the year has been allocated as follows | | |
| Cost of goods sold (Note 20) Administrative expenses (Note 21) | 199,137,452 9,925,981 | 186,466,054 9,982,906 |
| | 209,063,433 | 196,448,960 |

10.3 DISPOSAL OF OPERATING FIXED ASSETS

Detail of fixed assets sold during the year is as under:

| Particulars of the Assets | Sold to | Cost of Assets | Book Value | Sale Proceeds | Mode of Disposal |
|---|---|--|----------------------------|--|--|
| | | Rupees | Rupees | Rupees | |
| Plant and machinery Auto Coner Auto Coner Auto Coner Ring Drafting System | Outsiders Anwar Textile Mills Ltd., Sheikh Sultan Trust Building, Karachi Anwar Textile Mills Ltd., Sheikh Sultan Trust Building, Karachi Crescent Boards Ltd., Sheikhupura Road, Bhiki Taha Spinning Mills Ltd., Hasrat Mohani Road, Karachi | 3,250,00 3,250,00 3,250,00 1,907,34 | 2,925,000 00 743,496 | 1,500,000 1,500,000 3,700,000 544,626 | Negotiation Negotiation Negotiation Negotiation |
| Vehicles Honda Civic Hyundai Shehzore Tractor MF-240 | Outsiders Mr. Nasir Habib Rana, Canal View Society, Lahore Mr. Khalid Mahmood, Mustafabad, Lahore Mr. Muhammad Ashraf, Yousafwala, Sahiwal | 1,009,01 546,50 490,26 | 223,848 | 760,000 350,500 275,000 | Negotiation Negotiation Negotiation |
| Suzuki Mehran Suzuki Alto | Ex-Employees Mr. Tariq Nadeem Butt, Qila Sobha Singh, Narowal Mr. Noman Ahmad, Gulshan-e-Ravi, Lahore | 354,00 488,19 | | 354,000 225,000 | Negotiation Negotiation/ Company Policy |
| | | | 2004 Rupees | F | 2003 Rupees |
| Plant, machi | ORK-IN-PROGRESS nery and equipment [includes in transit (2003: Rupees 9.288 million)] (Note 11.1) | | 734,376,931 215,178,695 | | 21,554,687 23,209,818 |
| | | | 949,555,626 | 4 | 14,764,505 |

^{11.1} Capital work-in-progress includes mark-up of Rupees 1.455 million (2003: Rupees NIL).

12. LONG TERM DEPOSITS

These represent long term security deposits.

| | | | 2004 Rupees | 2003 Rupees |
|-----|--|---|--------------------------------------|--------------------------|
| 13. | STORES AND SPARES Stores [include in transit Rupees Spares | 0.744 million (2003: Rupees NIL)] | 29,151,267 32,093,503 | 31,859,452 28,251,314 |
| | | | 61,244,770 | 60,110,766 |
| | 13.1 Stores include the following items held by third parties: | | | |
| | Description | Name of party | | |
| | Miscellaneous store items Miscellaneous store items Miscellaneous store items Miscellaneous store items | Shahtaj Weaving Mills Limited Faisal Weaving Mills Limited Kohinoor Weaving Mills Limited Umer Fabrics Limited | 8,172 37,350 706,287 71,373 | 20,500 3,327,918 |
| | | | 823,182 | 3,348,418 |

| | | 2004 Rupees | 2003 Rupees |
|---------------------------------|---|---|--|
| 14. S | STOCK IN TRADE | | |
| R V F F | Raw materials Work in process Finished goods - own produced Finished goods - trading stock Waste | 426,513,553 74,725,873 177,945,905 4,560,556 4,998,750 | 350,381,579 54,151,437 124,434,389 508,169 3,022,958 |
| | | 688,744,637 | 532,498,532 |
| 1 | 14.1 Included in raw materials are 100 (2003: NIL) bales of cotton valui NIL) lying at Umer Fabrics Limited. | ng Rupees 0.930 | million (2003: Rupee |
| | | 2004 Rupees | 2003 Rupees |
| 15. T | FRADE DEBTS - CONSIDERED GOOD | | |
| | Export - secured Local (Note 15.1) | 305,078,250 138,256,394 | 229,746,401 61,276,603 |
| | | 443,334,644 | 291,023,004 |
| 1 | 5.1 Local debtors include secured debts of Rupees 1.106 million (200 | 3: Rupees NIL). | |
| | | 2004 Rupees | 2003 Rupees |
| 16. A | ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES | | |
| F S F I I F F | Advances - (considered good) to: Employees (Note 16.1) Suppliers Contractors Short term deposits Prepayments Letters of credit - Margins, deposits etc. Balances with statutory authorities for sales tax Balances with statutory authorities for income tax Export rebate receivable Other receivables | 2,606,359 79,708,412 2,540,896 70,000 593,194 12,527,915 181,966,431 15,217,509 4,843,217 1,774,683 | 4,739,147 72,054,421 1,129,187 45,000 575,151 26,972,041 86,007,988 - 400,330 1,488,093 |
| | | 301,848,616 | 193,411,358 |

- 16.1 Included in advances to employees are amounts due from executives of Rupees 1.344 million (2003: Rupees 1.533 million).
- 16.2 Advances to suppliers include Rupees 7.878 million (2003: Rupees 13.366 million) and other receivables include Rupees 0.278 million (2003: Rupees 0.266 million) due from Nishat Mills Limited and D.G. Khan Cement Company Limited Related Parties.

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| | | 2004 Rupees | 2003 Rupees |
|-----|--|--|--|
| 17. | SHORT TERM INVESTMENT Available for sale - Quoted | | |
| | Sui Northern Gas Pipelines Limited - 100,000 (2003: NIL) fully paid up ordinary shares of Rupees 10 each | 5,570,000 | - |
| | | 5,570,000 | - |
| 18. | CASH AND BANK BALANCES | | |
| | On saving accounts - Pak Rupees On current accounts - including US \$ 58,461 | 128,146 | 5,512,631 |
| | (2003: US \$ 17,847) Cash in hand | 20,139,728 134,954 | 22,975,118 1,820,629 |
| | | 20,402,828 | 30,308,378 |
| 19. | SALES | | |
| | Export sales Local sales (Note 19.1) Export rebate | 5,922,317,905 638,362,996 19,936,529 | 3,677,454,674 601,662,445 11,910,798 |
| | | 6,580,617,430 | 4,291,027,917 |
| | Less: Commission to selling agents | 64,391,118 | 64,312,637 |
| | | 6,516,226,312 | 4,226,715,280 |
| | 19.1 LOCAL SALES | | |
| | Sales Doubling income Sizing income | 729,636,240 16,755,306 | 696,346,362 12,307,203 57,880 |
| | | 746,391,546 | 708,711,445 |
| | Less: Sales tax | 108,028,550 | 107,049,000 |
| | | 638,362,996 | 601,662,445 |

| | | 2004 Rupees | 2003 Rupees |
|----|--|----------------|----------------|
|). | COST OF GOODS SOLD | | |
| | Raw and packing material consumed | 3,270,385,624 | 2,219,145,831 |
| | Stores and spares consumed | 150,600,632 | 125,927,032 |
| | Salaries, wages and other benefits (Note 20.1) | 145,473,582 | 126,980,521 |
| | Fuel and power | 323,302,888 | 293,982,897 |
| | Insurance | 5,672,253 | 4,436,086 |
| | Postage and telephone | 1,122,115 | 1,206,004 |
| | Travelling and conveyance | 547,431 | 667,529 |
| | Vehicle running | 827,139 | 1,265,958 |
| | Entertainment | 330,753 | 399,991 |
| | Depreciation (Note 10.2) | 199,137,452 | 186,466,054 |
| | Repair and maintenance | 2,797,013 | 1,626,334 |
| | Others | 18,208,359 | 15,138,751 |
| | | 4,118,405,241 | 2,977,242,988 |
| | Opening work in process | 54,151,437 | 59,630,739 |
| | Closing work in process | (74,725,873) | (54,151,437) |
| | Cost of goods manufactured | 4,097,830,805 | 2,982,722,290 |
| | Opening stocks | | |
| | Finished goods | 124,434,389 | 88,069,613 |
| | Waste | 3,022,958 | 3,767,025 |
| | | 127,457,347 | 91,836,638 |
| | | 4,225,288,152 | 3,074,558,928 |
| | Closing stocks | | |
| | Finished goods | (177,945,905) | (124,434,389) |
| | Waste | (4,998,750) | (3,022,958) |
| | | (182,944,655) | (127,457,347) |
| | | 4,042,343,497 | 2,947,101,581 |
| | Cost of goods purchased for resale | 1,505,075,310 | 537,371,837 |
| | | 5,547,418,807 | 3,484,473,418 |

^{20.1} Salaries, wages and other benefits include Rupees 1.861 million (2003: Rupees 1.741 million), Rupees 2.162 million (2003: Rupees 3.202 million) and Rupees 3.858 million (2003: Rupees NIL) in respect of staff compensated absences, staff gratuity and provident fund respectively.

| | 2004 Rupees | 2003 Rupees |
|---|----------------|----------------|
| 21. ADMINISTRATIVE EXPENSES | | |
| Salaries, allowances and benefits (Note 21.1) | 27,921,746 | 21,319,533 |
| Printing and stationery | 1,264,435 | 1,078,501 |
| Vehicle running expenses | 2,483,310 | 1,557,223 |
| Travelling and conveyance | 14,981,481 | 12,170,345 |
| Postage and telephone | 4,432,768 | 5,416,116 |
| Fee and subscription | 1,094,781 | 2,112,863 |
| Legal and professional | 382,058 | 784,080 |
| Electricity, gas and water | 1,854,693 | 2,024,734 |
| Insurance | 1,075,526 | 1,351,253 |
| Repair and maintenance | 192,838 | 384,727 |
| Entertainment | 1,047,302 | 784,054 |
| Auditors' remuneration (Note 21.2) | 355,000 | 355,000 |
| Advertisement | 243,463 | 233,542 |
| Depreciation (Note 10.2) | 9,925,981 | 9,982,906 |
| Other expenses | 1,537,122 | 957,482 |
| | 68,792,504 | 60,512,359 |

21.1 Salaries, allowances and benefits include Rupees 0.270 million (2003: Rupees 0.245 million) and Rupees 0.178 million (2003: Rupees 0.147 million) in respect of provident fund contribution by the employer and staff compensated absences respectively.

| | | 2004 Rupees | 2003 Rupees |
|-----------------------|--|--|--|
| 2 | 1.2 AUDITORS' REMUNERATION | | |
| | Statutory audit Half yearly review Certification fees etc. Out of pocket expenses | 220,000 55,000 25,000 55,000 | 220,000 55,000 25,000 55,000 |
| | | 355,000 | 355,000 |
| O F | CELLING AND DISTRIBUTION EXPENSES Ocean freight Preight and octroi Corwarding and other expenses Export marketing expenses | 52,036,273 15,784,002 35,107,376 6,515,263 109,442,914 | 51,757,554 18,637,515 20,610,799 97,532,207 |
| 23. O | OTHER INCOME | <u> </u> | <u> </u> |
| S E U P R | Profit on sale of fixed assets Gale of scrap Exchange gain (Note 23.1) Unrealized gain on short term investment Profit on saving accounts Bental income Others | 476,262 962,570 - 839,225 14,868 1,200,000 2,640,008 | 12,914,197 1,368,932 9,620,988 - 107,101 1,200,000 601,213 |
| | | 6,132,933 | 25,812,431 |

^{23.1} This includes net gain on forward exchange contracts settled during the previous year.

| | | 2004 Rupees | 2003 Rupees |
|-----|--|---|---------------------------------------|
| 24. | FINANCIAL CHARGES | | |
| | Mark-up on running finances Mark-up on export finances: Preshipment Postshipment | 17,170,995 9,105,146 | 26,240,397 16,369,390 53,610 |
| | Interest on long term loans - secured Interest on workers' profit participation fund (Note 8.3) Bank and other charges | 21,898,740 968,930 22,396,866 | 54,187,883 1,316,392 20,916,154 |
| | | 71,540,677 | 119,083,826 |
| 25. | OTHER CHARGES Workers' profit participation fund (Note 8.3) Donations (Note 25.1) Unrealized loss on forward contracts (Note 25.2) Exchange loss (Note 25.3) | 36,273,313 2,922,180 - 278,184 | 19,819,026 1,515,991 3,167,424 |
| | | 39,473,677 | 24,502,441 |
| | 25.1 DONATIONS Name of donee in which a director or his spouse has an interest: Mian Muhammad Yahya Trust, Lahore - Mr. Muhammad Saleem, Chairman and | | |
| | Mr. Shahzad Saleem, Chief Executive are the trustees | 2,922,180 | 1,515,991 |

- 25.2 This represents the unrealized loss on the recognition of the forward contracts, a hedging instrument, at fair value (Note 8).
- 25.3 This includes net loss on forward exchange contracts settled during the year.

| | | 2004 Rupees | 2003 Rupees |
|-----|--|----------------------------|-----------------------|
| 26. | PROVISION FOR TAXATION Current year (Note 26.1) Prior year | 71,000,000 (20,385,987) | 47,050,821 949,179 |
| | | 50,614,013 | 48,000,000 |

- 26.1 The provision for current year taxation represents the tax liability under section 169 of the Income Tax Ordinance, 2001. For purposes of current year taxation the tax losses available for carry forward as at 30 September 2004 are estimated at approximately Rupees 18.813 million (2003: Rupees 23.903 million), including assessed tax losses of Rupees 40.093 million (2003: Rupees 44.827 million).
- 26.2 Deferred tax provision has not been recognized, as the company is being assessed under the presumptive tax regime and the Company's export sales for the foreseeable future are likely to remain above the present threshold, i.e. 80% of the total sales.

| | 2004 % | 2003 % |
|--|-------------------|----------------|
| 26.3 TAX CHARGE RECONCILIATION | | |
| Numerical reconciliation between the average effective tax rate and the applicable tax rate: | | |
| Applicable tax rate | 35.00 | 35.00 |
| Tax effect under presumptive tax regime Effect of change in prior year's tax | (24.65) (2.97) | (22.46 0.25 |
| | (27.62) | (22.21 |
| Average effective tax rate charged to profit and loss account | 7.38 | 12.79 |

27. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

The aggregate amount charged in the accounts for the year for remuneration, including certain benefits, to the Chief Executive, Directors and Executives of the company is as follows:

| | Chief Ex | recutive | Direc | ctors | Exec | utives |
|---|-----------|-----------|-----------|-----------|-----------|-----------|
| | 2004 | 2003 | 2004 | 2003 | 2004 | 2003 |
| | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees |
| | | | | | | |
| Managerial remuneration | 1,059,327 | 890,100 | 2,369,403 | 1,990,896 | 5,348,089 | 2,788,081 |
| Contribution to provident fund/gratuity | - | - | - | - | 190,805 | 320,890 |
| House rent | 476,697 | 400,548 | 1,066,233 | 895,908 | 1,835,831 | 1,173,839 |
| Utilities | 551,269 | 432,557 | 669,878 | 328,937 | 298,081 | 220,081 |
| Others | 2,015,344 | 1,572,194 | 3,023,539 | 3,675,080 | 517,305 | 139,291 |
| | 4,102,637 | 3,295,399 | 7,129,053 | 6,890,821 | 8,190,111 | 4,642,182 |
| Number of persons | 1 | 1 | 2 | 2 | 8 | 5 |

27.1 The Company also provides to Chief Executive, Directors and certain Executives free use of Company maintained cars and residential telephones.

TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated undertakings, other related companies and key management personnel. The Company in the normal course of business carries out transactions with various related parties. Amounts due to / due from related parties are disclosed in note 8 and note 16 and remuneration of the key management personnel is disclosed in note 27.

| | 2004 Rupees | 2003 Rupees |
|--------------------------------|----------------|----------------|
| Purchase of goods and services | 516,212,014 | 478,390,957 |
| Sale of goods and services | 73,791,313 | 252,991,796 |
| Insurance premium paid | 876,450 | 4,549,856 |
| Insurance claims received | 208,584 | 358,856 |

| | | • | ning | | eaving | | otal |
|------|--|------------------------------|------------------------------|----------------------|--|------------------------------|--|
| | | 2004 | 2003 | 2004 | 2003 | 2004 | 2003 |
| | | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees |
| 29. | SEGMENT INFORMATION | | | | | | |
| | Segment revenue - External - Inter segment | 2,350,391,599 349,819,973 | 1,622,024,195 571,482,657 | 4,165,834,713 | 2,604,691,085 | 6,516,226,312 349,819,973 | |
| | Net sales | 2,700,211,572 | 2,193,506,852 | 4,165,834,713 | 2,604,691,085 | 6,866,046,285 | 4,798,197,937 |
| | Segment result before tax | 320,945,882 | 251,908,394 | 469,626,205 | 241,283,034 | 790,572,087 | 493,191,428 |
| 29.1 | INTER SEGMENT PRICING Inter segment sales are recorded at fair market | value. Effect of | gain / loss on tra | ınsfer is revers | ed periodically. | | |
| | | Spin 2004 Rupees | ning 2003 Rupees | We 2004 Rupees | aving 2003 Rupees | To 2004 Rupees | otal 2003 Rupees |
| 20.2 | CECMENT ACCETC | | | • | • | • | 1 |
| 29.2 | SEGMENT ASSETS Segment assets Unallocated assets | 1,930,108,151 | 1,465,979,303 | 1,502,733,018 | 3 1,284,192,044 | 3,432,841,169 925,774,456 | 2,750,171,347 312,373,351 |
| | | | | | | 4,358,615,625 | 3,062,544,698 |
| 29.3 | SEGMENT LIABILITIES | | | | | | |
| | Segment liabilities Unallocated liabilities | 107,418,439 | 50,975,207 | 102,351,084 | 100,047,197 | 209,769,523 2,262,023,580 | 151,022,404 1,548,896,425 |
| | | | | | | 2,471,793,103 | 1,699,918,829 |
| 29.4 | OTHER SEGMENT INFORMATION | | | | | | |
| | Capital expenditure Unallocated capital expenditure | 159,300,375 | 222,450,781 | 164,955,021 | 101,963,034 | 324,255,396 775,858,071 | 324,413,815 13,766,417 |
| | | | | | | 1,100,113,467 | 338,180,232 |
| | Depreciation Unallocated depreciation | 103,797,733 | 100,832,545 | 95,339,719 | 85,633,509 | 199,137,452 9,925,981 | 186,466,054 9,982,906 |
| | | | | | | 209,063,433 | 196,448,960 |
| | Non-cash items other than depreciation | | | | | + | - |
| | | | | | | | |
| | | | | | 2004 Rupees | | 2003 Rupees |
| 29.5 | SECONDARY REPORTING FORM | AT | | | | | |
| | Segment revenue from external custo areas is as follows: Export sales | omers by geo | ographical | | | | |
| | Far East countriesUSAOther countriesLocal sales | | | | 1,851,819,98 3,579,444,58 491,066,21 638,350,12 | 1,6 9 5 0 6 | 29,059,136 50,945,519 697,450,019 601,662,445 |
| | Export rebate Less: Commission to selling agents | | | | 19,936,52 64,391,11 | | 11,910,798 64,312,637 |

6,516,226,312

4,226,715,280

30. FINANCIAL INSTRUMENTS

| | INTERES | T / MARK-UP B | EARING | NON-INTER | EST / MARK-UP | BEARING | TO | ΓAL |
|---|---------------------------|----------------------------|-----------------|-------------------------------|----------------------------|-------------------------------------|-------------------------------------|-----------------------------|
| | Maturity upto One year | Maturity after One year | Sub Total | Maturity upto One year | Maturity after One year | Sub Total | 2004 | 2003 |
| | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees |
| Financial assets Long term deposits Trade debts Short term investments | - - - | - - - | - - - | - 443,334,644 5,570,000 | 385,750 - - | 385,750 443,334,644 5,570,000 | 385,750 443,334,644 5,570,000 | 425,450 291,023,004 - |
| Advances, deposits and other receivables Cash and bank | 128,146 | - | 128,146 | 84,159,454 20,274,682 | - | 84,159,454 20,274,682 | 84,159,454 20,402,828 | 78,326,661 30,308,378 |
| | 128,146 | - | 128,146 | 553,338,780 | 385,750 | 553,724,530 | 553,852,676 | 400,083,493 |
| Financial liabilities Long term loans Finances under mark-up | 212,500,002 | 1,116,666,665 | 1,329,166,667 | - | - | - | 1,329,166,667 | 700,000,000 |
| arrangements Creditors, accrued and | 765,602,724 | - | 765,602,724 | - | - | - | 765,602,724 | 679,647,803 |
| other liabilities | - | - | - | 243,954,664 | - | 243,954,664 | 243,954,664 | 162,888,546 |
| | 978,102,727 | 1,116,666,665 | 2,094,769,392 | 243,954,664 | - | 243,954,664 | 2,338,724,055 | 1,542,536,349 |
| Sensitivity gap | (977,974,581) | (1,116,666,665) | (2,094,641,246) | 309,384,116 | 385,750 | 309,769,866 | (1,784,871,379) | (1,142,452,856) |
| Unrecognized financial instruments Commitments for capital expenditure Letters of credit other than capital expenditure | - | - | - | 937,812,599 187,757,853 | - | 937,812,599 187,757,853 | 937,812,599 187,757,853 | 20,011,359 87,438,405 |

30.1 FINANCIAL RISK MANAGEMENT OBJECTIVES

The company's activities expose it to a variety of financial risks including the effects of changes in foreign exchange rates, market interest rates such as State Bank of Pakistan's discount rate and short term federal bond rates, credit risks associated with various financial assets as referred to in note 30 and cash flow risk associated with accrued interests in respect of secured long term borrowings as referred to in note 5.

The company finances its operations through equity, borrowings and management of working capital with a view to maintaining a reasonable mix between the various sources of finance to minimize risk.

Taken as a whole, risk arising from the company's financial instruments is limited as there is no significant exposure to market risk in respect of such instruments.

30.1.1 CONCENTRATION OF CREDIT RISK

Credit risk represents the accounting loss that would be recognized at the reporting date if counter parties failed completely to perform as contracted. The company's credit risk is primarily attributable to its trade receivables and its balances at bank. The credit risk on liquid funds is limited because the counterparties are banks with reasonably high credit ratings. The company has no significant concentration of credit risk as exposure is spread over a large number of counterparties in the case of trade debts. Out of the total financial assets of Rupees 553.853 million (2003: Rupees 400.083 million) financial assets which are subject to credit risk amounting to Rupees 527.880 million (2003: Rupees 369.775 million). To manage exposure to credit risk, the company also applies credit limits to its customers.

30.1.2 FOREIGN EXCHANGE RISK MANAGEMENT

Currency risk arises mainly where receivables and payables exist due to transactions with foreign buyers and suppliers. The company operates internationally and is exposed to foreign exchange risk arising from various currency exposures primarily with respect to U.S. Dollars. The company uses forward contracts to hedge their exposure to foreign currency risk in the local reporting currency.

30.1.3 INTEREST RATE RISK

The company usually borrows funds at fixed and market based rates and as such the risk is minimized. Significant interest rate and cash flow risks exposures are primarily managed by contracting floor and cap of interest rates.

30.1.4 LIQUIDITY RISK

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

30.1.5 FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying value of all financial instruments reflected in the financial statements approximate their fair values. The fair value of forward foreign exchange contracts is the difference between the committed rate and the exchange rate prevailing at the balance sheet date.

| | 2004 | 2003 |
|---|----------------------------|-------------------------------|
| 31. PLANT CAPACITY AND ACTUAL PRODUCTION | | |
| Spinning | | |
| Number of spindles installed Number of spindles worked | 50,952 50,388 3 | 50,952 50,312 |
| Number of shifts per day Capacity after conversion into 20 count (Kgs.) Actual production of yarn after conversion into 20 count (Kgs.) | 16,770,807 16,428,764 | 3 16,770,807 15,583,927 |
| Under utilisation of available capacity was due to processing of coarser counts. | | |
| Weaving | | |
| Number of looms installed Number of looms worked Number of shifts per day | 212 212 3 | 212 212 3 |
| Capacity after conversion into 50 picks square yards Actual production after conversion into 50 picks square yards | 151,356,941 145,160,563 | 151,356,941 121,243,825 |
| Reasons for low production: | | |
| Under utilisation of available capacity was due to the following reason Change of articles required Width loss due to specification of the cloth; and | ons | |
| Due to normal maintenance | | |
| | 2004 | 2003 |

| | | 2004 Rupees | 2003 Rupees |
|-----|---|----------------|----------------|
| 32. | CASH GENERATED FROM OPERATIONS | | |
| | Profit before taxation | 685,690,666 | 375,417,592 |
| | Add/(less) adjustment for non cash charges and other items: | | |
| | Depreciation | 209,063,433 | 196,448,960 |
| | Profit on sale of fixed assets | (476, 262) | (12,914,197) |
| | Provision for employees' benefits | 6,198,851 | 5,089,359 |
| | Unrealized gain on short term investments | (839,225) | - |
| | Financial charges | 71,540,677 | 119,083,826 |
| | Working capital changes (Note 32.1) | (286,417,984) | (113,014,028) |
| | | 684,760,156 | 570,111,512 |

| | | | 2004 Rupees | 2003 Rupees |
|-----|--|----------------------------------|------------------------------------|-----------------------------------|
| | 32.1 WORKING CAPITAL CHANGES | | | |
| | (Increase)/decrease in current assets | | | |
| | Stores and spares | | (1,134,004) | (2,932,404) |
| | Stock-in-trade Trade debts | | (156,246,105) (152,311,641) | (42,886,988) (30,262,437) |
| | Advances, deposits, prepayments and other rece | ivables | (93,219,748) | (52,757,341) |
| | T | | (402,911,498) | (128,839,170) |
| | Increase in current liabilities Creditors, accrued and other liabilities | | 116,493,514 | 15,825,142 |
| | | | (286,417,984) | (113,014,028) |
| 33. | CASH AND CASH EQUIVALENTS | | | |
| | Cash and bank balances (Note 18) Finances under mark-up arrangements and | | 20,402,828 | 30,308,378 |
| | other credit facilities (Note 7) | | (765,602,724) | (679,647,803) |
| | | | (745,199,896) | (649, 339, 425) |
| | | | | |
| | | | 2004 | 2003 |
| 34. | EARNINGS PER SHARE | | | |
| | There is no dilutive effect on the basic earnings per sha which is based on: | re | | |
| | Profit attributable to ordinary shareholders Weighted average number of ordinary shares Earnings per share-basic | (Rupees) (Number) (Rupees) | 635,076,653 44,352,000 14.32 | 327,417,592 44,352,000 7.38 |
| 35. | NUMBER OF EMPLOYEES | | | |
| | Number of employees at the year end | | 2,452 | 2,322 |

36. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on 25 November 2004 by the Board of Directors of the Company.

37. CORRESPONDING FIGURES

Corresponding figures for the year, where necessary, have been re-arranged for the purpose of comparison. However, there is no significant re-classification of the previous figures.

Pattern of Share Holding as at 30 September 2004

| Share | Shares Holding | | Total |
|---------|----------------|---------|-------------|
| Holders | From | То | Shares Held |
| 512 | 1 | 100 | 25971 |
| 1021 | 101 | 500 | 298051 |
| 270 | 501 | 1000 | 191288 |
| 694 | 1001 | 5000 | 1495238 |
| 76 | 5001 | 10000 | 541247 |
| 24 | 10001 | 15000 | 295630 |
| 16 | 15001 | 20000 | 280907 |
| 18 | 20001 | 25000 | 404693 |
| 5 | 25001 | 30000 | 142963 |
| 10 | 30001 | 35000 | 321487 |
| 6 | 35001 | 40000 | 220928 |
| 5 | 40001 | 45000 | 213534 |
| 4 | 45001 | 50000 | 186210 |
| 1 | 55001 | 60000 | 55440 |
| 1 | 65001 | 70000 | 66220 |
| 2 | 80001 | 85000 | 169700 |
| 1 | 120001 | 125000 | 124000 |
| 1 | 215001 | 220000 | 215500 |
| | | | |
| 1 | 225001 | 230000 | 225330 |
| 1 | 240001 | 245000 | 242000 |
| 1 | 265001 | 270000 | 266100 |
| 1 | 290001 | 295000 | 292000 |
| 1 | 305001 | 310000 | 306900 |
| 1 | 320001 | 325000 | 322800 |
| 2 | 400001 | 405000 | 800560 |
| 1 | 410001 | 415000 | 413424 |
| 1 | 460001 | 465000 | 462400 |
| 1 | 470001 | 475000 | 474500 |
| 2 | 535001 | 540000 | 1074400 |
| 1 | 645001 | 650000 | 647900 |
| 1 | 670001 | 675000 | 673656 |
| 1 | 685001 | 690000 | 685238 |
| 1 | 775001 | 780000 | 777200 |
| 1 | 1000001 | 1005000 | 1000100 |
| 1 | 1245001 | 1250000 | 1245900 |
| 1 | 1340001 | 1345000 | 1340532 |
| 1 | 1660001 | 1665000 | 1663200 |
| 1 | 1875001 | 1880000 | 1877700 |
| 1 | 1935001 | 1940000 | 1936000 |
| 1 | 2105001 | 2110000 | 2108409 |
| 1 | 2195001 | 2200000 | 2200000 |
| 1 | 2460001 | 2465000 | 2464000 |
| 1 | 2520001 | 2525000 | 2522300 |
| 1 | 3280001 | 3285000 | 3280041 |
| 1 | 4100001 | 4105000 | 4104053 |
| 1 | 5695001 | 5700000 | 5696350 |
| 2697 | | | 44352000 |

Categories of Shareholders as at 30 September 2004

| Categories of Shareholders | Number of Shareholders | Shares Held | Percentage |
|-------------------------------|---------------------------|----------------|------------|
| Individuals | 2593 | 21978941 | 49.56 |
| Investment Cos. | 2 | 5500 | 0.01 |
| Insurance Cos. | 4 | 1791182 | 4.04 |
| Joint Stock Cos. | 66 | 12926290 | 29.14 |
| Financial Institutions | 10 | 5178173 | 11.68 |
| Modaraba Cos. | 2 | 26950 | 0.06 |
| Foreign Cos. | 1 | 308 | 0.00 |
| Mutual Fund | 6 | 1501650 | 3.39 |
| Others | 13 | 943006 | 2.13 |
| | 2697 | 44352000 | 100.00 |

Nishat (Chunian) Limited 6 SEPTEMBER 2004

INFORMATION UNDER CLAUSE XIX(i) OF THE CODE OF CORPORATE GOVERNANCE

| | | | Shareholding as at 30 September 2004 | Percentage |
|----|---|---|--------------------------------------|-------------------------|
| 1. | Associated Companies: | | - | - |
| 2. | NIT & ICP: | | | |
| | National Bank of Pakistan Trustee Deptt. Investment Corporation of Pakistan | | 4,109,253 12,187 | 9.27% 0.03% |
| 3. | Directors, CEO and their spouses and minor children: | | | |
| | Mr. Muhammad Saleem Mr. Shahzad Saleem Mr. Yahya Saleem | (Chairman) (Chief Executive) (Director) | 2,200,000 4,400,000 4,400,000 | 4.96% 9.92% 9.92% |
| | Spouse:- | | | |
| | Mrs. Farhat Saleem w/o Mr. Mr Mrs. Ayesha Shahzad w/o Mr. | | 2,200,000 45,100 | 4.96% 0.10% |
| 4. | Executives: | | 15,280 | 0.03% |
| 5. | Public Sector, Companies & Joint Stock Companies | a Corporations | 12,926,290 | 29.14% |
| 6. | Banks, Development Financ Banking Financial Institutio Modarabas and Mutual Fun | ns, Insurance Companies, | | |
| | a) Investment Companies | | 5,500 | 0.01% |
| | b) Insurance Companiesc) Financial Institutions | | 1,791,182 5,178,173 | 4.04% 11.68% |
| | d) Modaraba Companies | | 26,950 | 0.06% |
| | e) Mutual Fund | | 1,501,650 | 3.39% |
| 7. | Shareholders holding ten p in the company: | ercent or more voting interes | t | |
| | M/s. Umer Fabrics Limited | | 6,096,750 | 13.75% |

INFORMATION UNDER CLAUSE XIX(j) OF THE CODE OF CORPORATE GOVERNANCE

The CEO, Directors, CFO, Company Secretary and their Spouses and Minor Children have made no sale / purchase of Company's shares during the year ended on September 30, 2004

Proxy Form

The Company Secretary, Nishat (Chunian) Limited 31-Q, Gulberg-II, Lahore.

| I/We | | | |
|---|--------------------------------|--------------------|-----------------|
| Of | | being | a member(s) of |
| Nishat (Chunian) Limited, and a holder of | | (| Ordinary shares |
| as per Share Register Folio No | | | |
| (in case of Central Depository System Account Holder A/c | No | | |
| Participant I.D. No. |)hereby appoint | | |
| of | anothe | r member of the C | ompany as per |
| Share Register Folio No. | or (failing him / her | | |
| of attend and vote for me / us and on my / our behalf at Ann 2004 (Thursday) at 11:00 a.m. at the Registered Office of thereof. | ual General Meeting of the Com | pany, to be held o | n 23 December |
| As witness my hand this | day of | | 2004 |
| signed by the said | | | _ in presence |
| of | | | |
| | , | | 1 |
| Witness | Signature | Affix | |
| Signature | | Revenue Stamp | |

Notes:

- 1. Proxies, in order to be effective, must be received at the Company's Registered Office / Head Office not less than 48 hours before the meeting duly stamped, signed and witnessed.
- 2. Signature must agree with the specimen signature registered with the Company.
- 3. In case of Central Depository System Account Holder, an attested copy of identity card should be attached to this Proxy Form.
- 4. No person shall act as proxy unless he is member of the Company.