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### **COMPANY INFORMATION**

### BOARD OF DIRECTORS

Mr. Raza Kuli Khan Khattak

Mr. Ahmad Kuli Khan Khattak

Chief Executive

Lt. Gen. (R) Ali Kuli Khan Khattak

Director

Mr. Mushtaq Ahmed Khan (FCA)

Director

Dr. Parvez Hassan

Director

Mr. Jamil Ahmed Shah

Director

Ch. Sher Muhammad

Chairman

Chief Executive

Director

### **SECRETARY**

Mr. Iftikhar A. Khan

### **AUDITORS**

Hameed Chaudhri & Co. Chartered Accountants

### AUDIT COMMITTEE

Lt. Gen. (R) Ali Kuli Khan KhattakChairmanMr. Mushtaq Ahmed Khan (FCA)MemberMr. Jamil Ahmed ShahMember

### LEGAL ADVISORS

Syed Iqbal Ahmad Barrister at Law S. Abid Shirazi & Co. Syed Qamaruddin Hassan

### **BANKERS**

Bank Al-Habib Limited
National Bank of Pakistan
Soneri Bank Limited
The Bank of Tokyo - Mitsubishi UFJ, Limited
The Bank of Khyber
NIB Bank Limited
Faysal Bank Limited

### REGISTERED OFFICE

F-3, Hub Chowki Road, S.I.T.E., Post Box No.2706, Karachi-75730

**DIRECTORS REPORT** 

The Directors of your Company take pleasure in presenting the un-audited accounts for the quarter and nine months

period ended on 31st March, 2009.

**Operating Results** 

The Company sold 404 vehicles valuing Rs.853.846 million during the nine month period ended on 31st March, 2009

as against 728 vehicles valuing Rs.1,084.733 million for the same period last year. This was a 21% decrease in revenue.

This decrease is attributed to general downturn of the economy.

The Company earned a gross profit of Rs.104.495 million for the nine-month period under review as against gross profit

of Rs.137.877 million for the same period last year. The decrease in gross profit was due to decrease in sales.

 $However\ gross\ profit\ of\ Rs. 80.581\ million\ for\ the\ quarter\ ended\ on\ 31st\ March,\ 2009\ was\ much\ better\ than\ the\ gross$ 

profit of Rs.47.240 million for the same period last year.

The Company incurred a net loss of Rs.131.89 million for the 9 months period under review as against net profit after

 $tax\ of\ Rs. 34. 629\ million\ for\ the\ corresponding\ period\ last\ year.\ The\ net\ loss\ was\ due\ to\ heavy\ financial\ cost\ during$ 

this period.

**Future Outlook** 

The results for the third quarter are much better than the results of 1st two quarters. It is hoped that the sales for the

4th quarter will be even better than the third quarter. The Company may not achieve the sales figures of 2007-2008

because of severe recession in automobile sector. However, the management is doing all it can to save the company

from further losses.

By Order of the Board

AHMAD KULI KHAN KHATTAK

Chief Executive

April 27, 2009

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### INTERIM CONDENSED BALANCE SHEET AS AT MARCH 31, 2009

| LOOPING   | Note | March 31,<br>2009  | June 30,<br>2008   |
|---|------|--|--|
| ASSETS  |      | Unaudited  | Audited  |
| NON CURRENT ASSETS  |      | (Rupees  | '000')   |
| Property, Plant & Equipment Investment in immovable properties Investment in subsidiary and other companies Long Term loans and advances Long Term Deposits                           | 7    | $   \begin{array}{r}     1,023,842 \\     90,979 \\     1,400 \\     433 \\     \hline     4,071 \\     \hline     1,120,725   \end{array} $ | 1,028,798<br>91,173<br>1,400<br>461<br>3,999<br>1,125,831                                    |
| CURRENT ASSETS  |      | 1,120,723  | 1,123,631  |
| Stores, spares and tools Stock - in - trade Trade debts Loans, advances Deposits & prepayments Other receivables Cash and bank balances   | 8 9  | 5<br>581,275<br>149,827<br>185,264<br>37,907<br>162,613<br>35,500<br>1,152,391<br>2,273,116  | 21<br>468,052<br>56,903<br>178,340<br>150,662<br>140,583<br>22,919<br>1,017,480<br>2,143,311 |
| EQUITY AND LIABILITIES  |      |  |  |
| CAPITAL AND RESERVES Capital and Reserves Issued, subscribed and paid - up capital Reserve Accumulated loss   | 10   | 213,044<br>43,200<br>(167,635)<br>88,609   | 213,044<br>43,200<br>(38,378)<br>217,866   |
| Surplus on revaluation of fixed assets and Investment properties  |      | 1,073,912  | 1,076,546  |
| NON CURRENT LIABILITIES Liabilities against assets subject to finance lease Deffered Liabilities  | 11   | 6,334<br>17,074  | 8,165<br>17,935  |
| CURRENT LIABILITIES   |      |  |  |
| Trade and other payable Accrued mark up/Interest Running finances under markup arrangement Current portion of liabilities against assets subject finance lease Provision for taxation |      | 379,505<br>33,409<br>537,397<br>5,328<br>131,548<br>1,087,187  | 583,403<br>9,520<br>90,339<br>7,989<br>131,548<br>822,799                                    |
| CONTINGENCIES AND COMMITMENTS   | 12   |  |  |
|   |      | 2,273,116  | 2,143,311  |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED PROFIT & LOSS ACCOUNT (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

|  | Note | For the Quarter ended |         | For the Nine month |           |  |
|--|------|-----------------------|---------|--------------------|-----------|--|
|  |      | Marcl                 | h 31,   | Marc               | h 31,     |  |
|  |      | 2009                  | 2008    | 2009               | 2008      |  |
|  |      |                       | (Rupees | s '000')           |           |  |
| Sales (Net)                            |      | 426,948               | 445,684 | 853,846            | 1,084,733 |  |
| Cost of sales                          | 13   | 346,367               | 398,444 | 749,351            | 946,856   |  |
| Gross (loss)/profit                    |      | 80,581                | 47,240  | 104,495            | 137,877   |  |
| Distribution cost                      |      | 12,482                | 13,833  | 31,595             | 33,667    |  |
| Administration expenses                |      | 6,732                 | 13,618  | 21,845             | 31,647    |  |
| Operating (loss) profit                |      | 61,367                | 19,789  | 51,055             | 72,563    |  |
| Other charges                          |      | -                     | 937     | _                  | 4,547     |  |
| Finance cost                           |      | 27,696                | 8,206   | 185,854            | 18,352    |  |
|  |      | 33,671                | 10,646  | (134,799)          | 49,664    |  |
| Other operating income/ Expense        |      | (8)                   | (130)   | 391                | 7,658     |  |
| Profit / (loss) before taxation        |      | 33,663                | 10,516  | (134,408)          | 57,322    |  |
| Provision for taxation                 |      |                       |         |                    |           |  |
| Current                                |      | -                     | 6,383   | -                  | 25,451    |  |
| Deferred                               |      | (839)                 | (471)   | (2,517)            | (2,758)   |  |
|  |      | (839)                 | 5,912   | (2,517)            | 22,693    |  |
| Profit / (loss) after taxation         |      | 34,502                | 4,604   | (131,891)          | 34,629    |  |
|  |      |                       |         |                    |           |  |
| Earnings per share - Basic and diluted | 14   | 1.62                  | 0.22    | (6.19)             | 1.63      |  |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED CASH FLOW STATEMENT (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

|  |      | July To I | March     |
|--|------|-----------|-----------|
|  |      | 2009      | 2008      |
| CASH FLOWS FROM OPERATING ACTIVITIES                 | Note | (Rupees   | '000')    |
| Cash used in operations                              | 15   | (370,403) | (209,559) |
| Interest paid  |      | (38,266)  | (10,260)  |
| Income taxes paid (including tax deducted at source) |      | (13,343)  | (10,893)  |
| Long term loans and advances                         |      | 28        | 132       |
| Long term deposits and prepayments                   |      | (72)      | (102)     |
| Net cash flows from operating activities             |      | (422,056) | (230,682) |
| CASH FLOWS FROM INVESTING ACTIVITIES                 |      |           |           |
| Capital expenditure                                  |      | (6,568)   | (5,877)   |
| Interest received                                    |      | 126       | 312       |
| Net cash used in investing activities                |      | (6,442)   | (5,565)   |
| Net cash flows before financing activities           |      | (428,498) | (236,247) |
| CASH FLOWS FROM FINANCING ACTIVITIES                 |      |           |           |
| Payment of finance lease rentals                     |      | (5,968)   | (6,801)   |
| Dividend paid  |      | (11)      | (62)      |
| Net cash flows from financing activities             |      | (5,979)   | (6,863)   |
| Net decrease in cash & cash equivalents              |      | (434,477) | (243,110) |
| Cash and cash equivalents at July 1                  |      | (67,420)  | 46,262    |
| Cash and cash equivalents at March 31                |      | (501,897) | (196,848) |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTH ENDED MARCH 31, 2009

|  |         | Capital Reserves |              |               |         |             |           |
|--|---------|------------------|--------------|---------------|---------|-------------|-----------|
|  | Share   | Tax              | Fixed Assets | Contingency   | Revenue | Accumulated | TOTAL     |
|  | Capital | Holiday          | Replacement  | Reserve       | Reserve | Loss        | TOTAL     |
|  |         | Reserve          | Reserve      |               |         |             |           |
|  |         |                  | Rupees       | in thousand — |         |             |           |
| Balance as at 1 July 2007  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (60,022)    | 196,222   |
| Profit for the nine months   | -       | -                | -            | -             | -       | 34,629      | 34,629    |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 2,511       | 2,511     |
| Balance as at 31 March 2008  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (22,882)    | 233,362   |
| Loss for the quarter year  | -       | -                | -            | -             | -       | (16,497)    | (16,497)  |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 1,001       | 1,001     |
| Balance as at 30 June 2008   | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (38,378)    | 217,866   |
| Profit for the nine months   | -       | -                | -            | -             | -       | (131,891)   | (131,891) |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -                | -            | -             | -       | 2,634       | 2,634     |
| Balance as at 31 March 2009  | 213,044 | 5,500            | 10,000       | 25,300        | 2,400   | (167,635)   | 88,609    |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

### NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

### 1 CORPORATE INFORMATION

Ghandhara Industries Limited was incorporated on 23 February 1963. The Company's shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The principal activity of the Company is assembly and progressive manufacture of Isuzu trucks and buses.

### 2 BASIS OF PRESENTATION

These condensed interim financial statements are unaudited. These are required to be presented to the shareholders under section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of the International Accounting Standard (IAS) -34, "Interim Financial Reporting", as applicable in Pakistan. These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjuction with the Company's annual financial statements for the year ended June 30,2008.

### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these interim condensed financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2008

### 4 JUDGMENTS AND ESTIMATES

Judgment and estimates made by the management were the same as those that were applied to the financial statements for the year ended June 30, 2008.

### 5 APPROVAL OF FINANCIAL STATEMENTS

These interim condensed financial statements were approved by the Board of Directors and authorised for issue on April 27, 2009.

### 6 PRESENTATION

Figures in these interim condensed financial statements have been rounded off to the nearest thousand rupees.

|     |   | Note | March 31,<br>2009<br>Unaudited        | June 30,<br>2008<br>Audited            |
|-----|---|------|---------------------------------------|--|
| 7   | PROPERTY, PLANT AND EQUIPMENT   |      | (Rupees                               | '000')                                 |
| 7.1 | Operating fixed assets Capital work in progress  Book value at the beginning of the period / year | 7.1  | 1,023,617<br>225<br>1,023,842         | 1,028,573<br>225<br>1,028,798          |
|     | -Owned<br>-Leased   |      | 1,010,180<br>18,393<br>1,028,573      | 1,006,003<br>22,665<br>1,028,668       |
|     | Add: Additions during the period / year   | 7.2  | 6,568                                 | 18,887                                 |
|     | Less: Depreciation charged during the period / year -Owned -Leased                                |      | 7,487<br>4,037<br>11,524<br>1,023,617 | 13,777<br>5,205<br>18,982<br>1,028,573 |

|      |                              |                            |  | March 31,<br>2009 | June 30,<br>2008 |
|------|------------------------------|----------------------------|--|-------------------|------------------|
|      |                              |                            |  | Unaudited         | Audited          |
| 7.2  | Additions d                  | luring the peri            | od / vear                                | (Rupees           | '000')           |
|      | -Owned                       | 0 1                        |  |                   |                  |
|      | Plant & mac<br>Permanent t   |                            |  | 192               | 719              |
|      | Furniture &                  |                            |  | 33<br>468         | 141<br>1,573     |
|      | Motor vehic                  |                            |  | 4,206             | 4,482            |
|      | Lift trucks                  |                            |  | -                 | 6,096            |
|      |                              | nines and equipr           | nent                                     | 153               | 4,444            |
|      | Computers                    |                            |  | 196<br>5,248      | 17,954           |
|      | -Leased                      |                            |  | -,                | -,,              |
|      | Motor vehic                  | eles                       |  | 1,320             | 933              |
|      |                              |                            |  | 6,568             | 18,887           |
| 8    | STOCK IN                     | TRADE                      |  |                   |                  |
|      | Raw materia                  | al                         |  | 475,794           | 374,759          |
|      | Work in pro                  |                            | ,  | 9,451             | 57.021           |
|      | Manufacture<br>Trading stoc  | ed stock includi<br>k      | ng components                            | 56,997<br>39,033  | 57,931<br>35,362 |
|      |                              |                            |  | <u> </u>          |                  |
|      |                              |                            |  | <u>581,275</u>    | 468,052          |
| 9    | TRADE DI                     | EBTS                       |  |                   |                  |
|      |                              | t and semi-gove            | ernment agencies                         | 91,881            | 39,380           |
|      | Others                       |                            |  | 57,946            | 17,523           |
| 10   | CHARE CA                     | DITAL                      |  | <u>149,827</u>    | 56,903           |
| 10   | SHARE CA                     |                            |  |                   |                  |
| Issu | ied, subscribed<br>March 31, | d & paid-up ca<br>June 30, | pital                                    | March 31,         | June 30,         |
|      | 2009                         | 2008                       |  | 2009              | 2008             |
|      | (No. of                      | shares)                    |  | Unaudited         | Audited          |
|      |                              |                            | Authorised Capital                       | (Rupees           | '000')           |
|      |                              |                            | Taunorisea Capital                       |                   |                  |
|      | 50,000,000                   | 50,000,000                 | Ordinary shares of Rs. 10 each           | 500,000           | 500,000          |
|      |                              |                            | Issued, subscribed and paid up capital   |                   |                  |
|      | 17,650,862                   | 17,650,862                 | Fully paid up in cash                    | 176,509           | 176,509          |
|      | 3,295,354                    | 3,295,354                  | Fully paid bonus shares                  | 32,953            | 32,953           |
|      | 358,206                      | 358,206                    | Issued for consideration other than cash | 3,582             | 3,582            |
|      | 21,304,422                   | 21,304,422                 |  | 213,044           | 213,044          |
|      |                              |                            |  |                   |                  |
| 11   | DEFERRE                      | D LIABILITII               | ES                                       |                   |                  |
|      | Deferred tax                 | kation                     |  | 13,426            | 15,942           |
|      |                              | and lease back             | of fixed asset                           | 231               | 462              |
|      | Provision fo                 | or gratuity                |  | 3,417             | 1,531            |
|      |                              |                            |  | 17,074            | 17,935           |



### 12 CONTINGENCIES & COMMITMENTS

### 12.1 Contingencies

There is no change in contingent liabilities as reported in Note 26.1 to the financial statements for the year ended June  $30,\,2008$ .

| 12.2 Guarantees (Rupees '000')   | lited            |
|--|------------------|
| Issued by banks <u>39,703</u> 7  | 4,546            |
| 12.3 Commitments   |                  |
| Confirmed letters of credit-CKD 84,286 15                                | 3,896            |
| Quarter ended Nine Month End<br>March 31, March 31,                      | ed               |
| 2009 2008 2009 20  | 08               |
| 13 COST OF SALES Note (Rupees '000')                                     |                  |
| Stock at beginning <b>220,819</b> 119,005 <b>57,931</b> 16               | 4,578            |
| Cost of goods manufactured 13.1 <b>174,207</b> 457,623 <b>735,998</b> 95 | 4,488            |
| Trading stock 13.2 <b>8,338</b> 4,504 <b>12,419</b> 1                    | 0,478            |
| <b>182,545</b> 462,127 <b>748,417</b> 96                                 | 4,966            |
| <b>403,364</b> 581,132 <b>806,348</b> 1,12                               | 9,544            |
| Stocks at end (56,997) (182,688) (56,997) (18                            | 2,688)           |
| <b>346,367 398,444 749,351</b> 94  | 6,856            |
| 13.1 Cost of goods manufactured  |                  |
| Work in process at beginning <b>6,086</b> 48,305 -                       | _                |
|  | 0,670            |
| Direct labour and overheads <b>22,453</b> 43,098 <b>74,414</b> 9         | 9,953            |
|  | 0,623            |
|  | 0,623            |
|  | 5,135)<br>4,488  |
| <u> </u>   | <del>1,100</del> |
| 13.2 Trading stock   |                  |
| Stock at beginning <b>45,043</b> 24,140 <b>35,362</b> 2                  | 8,469            |
| Purchases <b>2,328</b> 5,405 <b>16,090</b>                               | 7,050            |
| <b>47,371</b> 29,545 <b>51,452</b> 3                                     | 5,519            |
| Stocks at end (39,033) (25,041) (39,033) (2                              | 5,041)           |
|  | 0,478            |

|    |   | Quarte<br>Marc |            | Nine Mon<br>Marc |           |
|----|---|----------------|------------|------------------|-----------|
|    |   | 2009           | 2008       | 2009             | 2008      |
| 14 | BASIC AND DILUTED (LOSS) /  |                | (Rupees    |                  |           |
|    | EARNINGS PER SHARE  |                | ( <b>-</b> | ,                |           |
|    | Earnings for purposes of basic earnings per share [(net loss) / profit after tax for the period]    | 34,502         | 4,604      | (131,891)        | 34,629    |
|    | Weighted average number of outstanding ordinary shares for the purposes of basic earnings per share | 21,304         | 21,304     | 21,304           | 21,304    |
|    |   |                |            |                  |           |
|    | Basic and diluted (loss) / earnings per share - Rup   | ees 1.62       | 0.22       | (6.19)           | 1.63      |
|    |   |                |            | July to Mar      | ch        |
|    |   |                | 20         | 009              | 2008      |
|    |   |                |            | (Rupees '00      |           |
| 15 | CASH FLOW FROM OPERATING ACTIVIT  | TES            |            |                  |           |
| 10 |   | 120            |            |                  |           |
|    | Net (loss) / profit before taxation   |                | (13        | 34,408)          | 57,322    |
|    | Adjustment for:   |                |            |                  |           |
|    | Depreciation  |                |            |                  |           |
|    | Fixed assets  |                | 1          | 11,524           | 25,112    |
|    | Investment properties   |                |            | 195              | 195       |
|    | Interest income   |                |            | (126)            | (312)     |
|    | Amortisation of gain on sale and lease back   |                |            |                  |           |
|    | of fixed asset  |                |            | (231)            | -         |
|    | Interest expense  |                | (          | 52,155           | 14,049    |
|    | Finance cost on finance leased assets   |                |            | 1,476            | 1,827     |
|    | Provision for gratuity  |                |            | 1,886            | -         |
|    | Operating (loss) / profit before working capital ch   | anges          | (5         | 57,529)          | 98,193    |
|    | Working capital changes:  |                |            |                  |           |
|    | (Increase)/decrease in current assets:  |                |            |                  |           |
|    | Stores, spares & loose tools  |                |            | 16               | (14)      |
|    | Stock in trade  |                | (11        | 3,223)           | (129,078) |
|    | Trade debtors   |                | 1 .        | 2,924)           | (141,130) |
|    | Loans and advances  |                |            | 6,430            | 1,283     |
|    | Trade deposits and prepayments  |                | 11         | 12,755           | 21,693    |
|    | Other receivables   |                |            | 22,030)          | (42,257)  |
|    |   |                | (10        | 08,976)          | (289,503) |
|    | Increase in current liabilities:  |                | (10        | - p · • • j      | (==>,000) |
|    | Trade and other payables  |                | (20        | 3,898)           | (18,249)  |
|    | Cash used in operations   |                | (37        | 70,403)          | (209,559) |
|    | •   |                |            | <del></del>      |           |



July to March

### 16 RELATED PARTY TRANSACTIONS

Related parties comprise of a subsidiary company, associated companies, directors and key management personnel. The company in the normal course of business carries out transactions with various related parties. All transactions with related parties have been carried out on commercial terms and conditions. Significant transactions with related parties are follows:

|            | Name of Related Party and nature of relationship     | Nature of transaction   | 2009 (Rupees '000') | 2008                     |
|------------|--|---|---------------------|--------------------------|
| (a)        | Subsidiary company                                   |   |                     |                          |
|            | Marghazar Industries (Private) Limited               | Financial charges   | 157                 | 153                      |
| (b)        | Associated companies<br>(Common Directorship)        |   |                     |                          |
|            | General Tyre & Rubber Company of<br>Pakistan Limited | Purchase of tyres   | 21,398              | 35,981                   |
|            | Ghandhara Nissan Limited                             | Assembly charges Sale of commercial bodies                      | 26,037<br>8,500     | 55,550<br>2,328          |
|            | Universal Insurance Limited                          | Insurance premium   | 8,726               | 6,289                    |
|            | Rehman Cotton Mills Limited                          | Rent paid   | 248                 | 210                      |
| (d)        | Technology suppliers                                 |   |                     |                          |
|            | Isuzu Motors Limited, Japan                          | Running royalty charges<br>Initial Royalty<br>Purchase of parts | 3,192<br>-<br>9,575 | 4,650<br>4,053<br>21,324 |
|            | Marubeni Corporation, Japan                          | Purchase of CKD   | 506,543             | 525,993                  |
| (a)<br>(c) | Subsidiary company Ultimate holding company          |   |                     |                          |
|            | Bibojee Services (Private) Limited                   | Sale of vehicles  | -                   | 8,480                    |

| (a) | Subsidiary company                                |               | March 31,<br>2009<br>Unaudited<br>(Rupees | June 30,<br>2008<br>Audited<br>'000') |
|-----|---|---------------|---|---------------------------------------|
|     | Marghazar Industries (Private) Limited            | Amount due to | 2,124                                     | 2,086                                 |
| (b) | Associated companies<br>(Common Directorship)     |               |   |                                       |
|     | General Tyre & Rubber Company of Pakistan Limited | Amount due to | 8,261                                     | 7,365                                 |
|     | Ghandhara Nissan Limited                          | Amount due to | 16,155                                    | 9,051                                 |
|     | Universal Insurance Limited                       | Amount due to | 9,300                                     | 2,402                                 |
|     | Rehman Cotton Mills Limited                       | Amount due to | 248                                       | 210                                   |
| (c) | Ultimate holding company                          |               |   |                                       |
|     | Bibojee Services (Private) Limited                | Amount due to | 92,089                                    | 48,001                                |

### 17 COMPARATIVES

Previous figures have been rearranged and reclassified wherever necessary for better presentation in the financial statements. The following items have been reclassified for the purpose of better presentation:

|            | Reclass        | ification             | July to March<br>2008<br>(Rupees '000') |
|------------|----------------|-----------------------|---|
|            | from component | to component          |   |
| Commission | Sales          | Distribution expenses | 17,798                                  |



## INTERIM CONDENSED CONSOLIDATED BALANCE SHEET AS AT MARCH 31, 2009

|   | <b>.</b> | March 31,           | June 30,         |
|---|----------|---------------------|------------------|
| ASSETS  | Note     | 2009<br>Unaudited   | 2008<br>Audited  |
|   |          | (Rupees             |                  |
| NON CURRENT ASSETS  |          | (Rupces             | 000)             |
| Property, Plant & Equipment   | 7        | 1,023,842           | 1,028,798        |
| Investment in immovable properties  |          | 90,979              | 91,173           |
| Long Term loans and advances  |          | 433                 | 461              |
| Long Term Deposits  |          | 4,071               | 3,999            |
| CURRENT ASSETS  |          | 1,119,325           | 1,124,431        |
| Stores, spares and tools  |          | 5                   | 21               |
| Stock - in - trade  | 8        | 581,275             | 468,052          |
| Trade debts   | 9        | 149,827             | 56,903           |
| Loans, advances   |          | 185,558             | 178,620          |
| Deposits & prepayments  |          | 37,907              | 150,662          |
| Other receivables   |          | 162,613             | 140,583          |
| Cash and bank balances  |          | 35,520              | 22,939           |
|   |          | 1,152,705           | 1,017,780        |
|   |          | 2,272,030           | 2,142,211        |
| EQUITY AND LIABILITIES  |          |                     |                  |
| CAPITAL AND RESERVES  |          |                     |                  |
| Capital and Reserves  |          |                     |                  |
| Issued, subscribed and paid - up capital  | 10       | 213,044             | 213,044          |
| Reserve   |          | 43,200              | 43,200           |
| Accumulated loss  |          | (167,189)<br>89,055 | (37,950)         |
| Minority Interest   |          | 190                 | 184              |
| Willionty interest  |          | 89,245              | 218,478          |
| Surplus on revaluation of fixed assets and Investment properties                              |          | 1,073,912           | 1,076,546        |
| NON CURRENT LIABILITIES   |          |                     |                  |
|   |          | < 00.1              | 0.465            |
| Liabilities against assets subject to finance lease   | 11       | 6,334               | 8,165            |
| Deffered Liabilities  | 11       | 17,074              | 17,935           |
| CURRENT LIABILITIES   |          |                     |                  |
| Trade and other payable   |          | 377,473             | 581,397          |
| Accrued mark up/Interest  |          | 33,409              | 9,520            |
| Running finances under markup arrangement   |          | 537,397             | 90,339           |
| Current portion of liabilities against assets subject finance lease<br>Provision for taxation |          | 5,328<br>131,858    | 7,989<br>131,842 |
| 1 TOVISION TOT LAXACION   |          | 1,085,465           | 821,087          |
| CONTINUENCIES AND COLUMNIC  | 10       | -,,                 | ,01              |
| CONTINGENCIES AND COMMITMENTS   | 12       |                     |                  |
|   |          | 2,272,030           | 2,142,211        |
|   |          |                     |                  |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED CONSOLIDATED PROFIT & LOSS ACCOUNT (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

|  | Note | For the Quarter ended |         | For the Nine month |           |
|--|------|-----------------------|---------|--------------------|-----------|
|  |      | March                 | 1 31,   | Marc               | h 31,     |
|  |      | 2009                  | 2008    | 2009               | 2008      |
|  |      |                       | (Rupees | s '000')           |           |
| Sales (Net)                            |      | 426,948               | 445,684 | 853,846            | 1,084,733 |
| Cost of sales                          | 13   | 346,367               | 398,444 | 749,351            | 946,856   |
| Gross (loss)/profit                    |      | 80,581                | 47,240  | 104,495            | 137,877   |
| Distribution cost                      |      | 12,482                | 13,833  | 31,595             | 33,667    |
| Administration expenses                |      | 6,769                 | 13,649  | 21,956             | 31,746    |
| Operating (loss) profit                |      | 61,330                | 19,758  | 50,944             | 72,464    |
| Other charges                          |      | -                     | 937     | _                  | 4,547     |
| Finance cost                           |      | 27,643                | 8,156   | 185,697            | 18,199    |
|  |      | 33,687                | 10,665  | (134,753)          | 49,718    |
| Other operating income/ Expense        |      | (8)                   | (130)   | 391                | 7,658     |
| Profit / (loss) before taxation        |      | 33,679                | 10,535  | (134,362)          | 57,376    |
| Provision for taxation                 |      |                       |         |                    |           |
| Current                                |      | 5                     | 6,390   | 22                 | 25,470    |
| Deferred                               |      | (839)                 | (471)   | (2,517)            | (2,758)   |
|  |      | (834)                 | 5,919   | (2,495)            | 22,712    |
| Profit / (loss) after taxation         |      | 34,513                | 4,616   | (131,867)          | 34,664    |
| Attributed to:                         |      |                       |         |                    |           |
| Equity holders of parent               |      | 34,511                | 4,613   | (131,873)          | 34,654    |
| Minority interest                      |      | 2                     | 3       | 6                  | 10        |
|  |      | 34,513                | 4,616   | (131,867)          | 34,664    |
| Earnings per share - Basic and diluted | 14   | 1.62                  | 0.22    | (6.19)             | 1.63      |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.



## INTERIM CONDENSED CONSOLIDATED CASH FLOW STATEMENT (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

|  |      | July To March |           |
|--|------|---------------|-----------|
|  |      | 2009          | 2008      |
| CASH FLOWS FROM OPERATING ACTIVITIES                 | Note | (Rupees       | '000')    |
| Cash used in operations                              | 15   | (370,540)     | (209,693) |
| Interest paid  |      | (38,109)      | (10,107)  |
| Income taxes paid (including tax deducted at source) |      | (13,363)      | (10,892)  |
| Long term loans and advances                         |      | 28            | 132       |
| Long term deposits and prepayments                   |      | (72)          | (102)     |
| Net cash flows from operating activities             |      | (422,056)     | (230,662) |
| CASH FLOWS FROM INVESTING ACTIVITIES                 |      |               |           |
| Capital expenditure                                  |      | (6,568)       | (5,877)   |
| Interest received                                    |      | 126           | 312       |
| Net cash used in investing activities                |      | (6,442)       | (5,565)   |
| Net cash flows before financing activities           |      | (428,498)     | (236,227) |
| CASH FLOWS FROM FINANCING ACTIVITIES                 |      |               |           |
| Payment of finance lease rentals                     |      | (5,968)       | (6,801)   |
| Dividend paid  |      | (11)          | (62)      |
| Net cash flows from financing activities             |      | (5,979)       | (6,863)   |
| Net decrease in cash & cash equivalents              |      | (434,477)     | (243,090) |
| Cash and cash equivalents at July 1                  |      | (67,400)      | 46,262    |
| Cash and cash equivalents at March 31                |      | (501,877)     | (196,828) |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

## INTERIM CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTH ENDED MARCH 31, 2009

|  |         | (       | Capital Reserve | es          |               |             |           |          |           |
|--|---------|---------|-----------------|-------------|---------------|-------------|-----------|----------|-----------|
|  | Share   | Tax     | Fixed Assets    | Contingency | Revenue       | Accumulated | TOTAL     | Minority | Total     |
|  | Capital | Holiday | Replacement     | Reserve     | Reserve       | Loss        | TOTAL     | Interest | Equity    |
|  |         | Reserve | Reserve         |             |               |             |           |          |           |
|  |         |         |                 | Rupe        | es in thousan | d ———       |           |          |           |
| Balance as at 1 July 2007  | 213,044 | 5,500   | 10,000          | 25,300      | 2,400         | (59,620)    | 196,624   | 172      | 196,796   |
| Profit for the nine months   | -       | -       | -               | -           | -             | 34,654      | 34,654    | 10       | 34,664    |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -       | -               | -           | -             | 2,511       | 2,511     | -        | 2,511     |
| Balance as at 31 March 2008  | 213,044 | 5,500   | 10,000          | 25,300      | 2,400         | (22,455)    | 233,789   | 182      | 233,971   |
| Loss for the quarter   | -       | -       | -               | -           | -             | (16,496)    | (16,496)  | 2        | (16,494)  |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -       | -               | -           | -             | 1,001       | 1,001     | -        | 1,001     |
| Balance as at 30 June 2008   | 213,044 | 5,500   | 10,000          | 25,300      | 2,400         | (37,950)    | 218,294   | 184      | 218,478   |
| Profit for the nine months   | -       | -       | -               | -           | -             | (131,873)   | (131,873) | 6        | (131,867) |
| Transferred from surplus on<br>revaluation of Fixed Assets<br>on account of incremental<br>depreciation for the year | -       | -       | -               | -           | -             | 2,634       | 2,634     | -        | 2,634     |
| Balance as at 31 March 2009  | 213,044 | 5,500   | 10,000          | 25,300      | 2,400         | (167,189)   | 89,055    | 190      | 89,245    |

The annexed notes 1 to 17 form an integral part of these interim condensed financial statements.

### NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS (UNAUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2009

### 1 CORPORATE INFORMATION

Ghandhara Industries Limited (the holding company) was incorporated on 23 February 1963. The Company's shares are listed on Karachi, Lahore and Islamabad Stock Exchanges. The principal activity of the Company is assembly and progressive manufacture of Isuzu trucks and buses.

Ghandhara Industries Limited holds 70% equity in Marghzar Industries (Private) Limited.

### 2 BASIS OF PRESENTATION

These condensed interim financial statements are unaudited. These are required to be presented to the shareholders under section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of the International Accounting Standard (IAS) -34, "Interim Financial Reporting", as applicable in Pakistan These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjuction with the Company's annual financial statements for the year ended June 30, 2008.

### 3 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these interim condensed financial statements are consistent with those followed in the preparation of the Company's annual financial statements for the year ended June 30, 2008.

#### 4 JUDGMENTS AND ESTIMATES

Judgment and estimates made by the management were the same as those that were applied to the financial statements for the year ended June 30, 2008.

### 5 APPROVAL OF FINANCIAL STATEMENTS

These interim condensed financial statements were approved by the Board of Directors and authorised for issue on April 27, 2009.

### 6 PRESENTATION

Figures in these interim condensed financial statements have been rounded off to the nearest thousand rupees.

| 7   | PROPERTY, PLANT AND EQUIPMENT                                      | Note | March 31,<br>2009<br>Unaudited<br>(Rupees | June 30,<br>2008<br>Audited<br>'000') |
|-----|--|------|---|---------------------------------------|
|     | Operating fixed assets<br>Capital work in progress                 | 7.1  | 1,023,617<br>225<br>1,023,842             | 1,028,573<br>225<br>1,028,798         |
| 7.1 | Book value at the beginning of the period / year -Owned -Leased    |      | 1,010,180<br>18,393<br>1,028,573          | 1,006,003<br>22,665<br>1,028,668      |
|     | Add: Additions during the period / year                            | 7.2  | 6,568                                     | 18,887                                |
|     | Less: Depreciation charged during the period / year -Owned -Leased |      | 7,487<br>4,037<br>11,524                  | 13,777<br>5,205<br>18,982             |
|     |  |      | 1,023,617                                 | 1,028,573                             |

|     |                              |                          |  | March 31,         | June 30,         |
|-----|------------------------------|--------------------------|--|-------------------|------------------|
|     |                              |                          |  | 2009<br>Unaudited | 2008<br>Audited  |
|     |                              |                          |  | (Rupees           |                  |
| 7.2 | Additions d                  | uring the perio          | od / year                                | (Tupees           | 000)             |
|     | -Owned                       | 1.                       |  | 102               | 710              |
|     | Plant & mac<br>Permanent to  | •                        |  | 192               | 719              |
|     | Furniture &                  |                          |  | 468               | 1,573            |
|     | Motor vehic                  | les                      |  | 4,206             | 4,482            |
|     | Lift trucks                  |                          |  |                   | 6,096            |
|     |                              | ines and equipn          | nent                                     | 153<br>196        | 4,444            |
|     | Computers                    |                          |  | 5,248             | 17,954           |
|     | -Leased                      |                          |  | -,                | -,,,-            |
|     | Motor vehic                  | les                      |  | 1,320             | 933              |
|     |                              |                          |  | 6,568             | 18,887           |
| 8   | STOCK IN                     | TRADE                    |  |                   |                  |
|     | Raw materia                  |                          |  | 475,794           | 374,759          |
|     | Work in prod<br>Manufacture  | cess<br>ed stock includi | ng components                            | 9,451<br>56,997   | 57,931           |
|     | Trading stoc                 |                          | ing components                           | 39,033            | 35,362           |
|     |                              |                          |  | 581,275           | 468,052          |
| 9   | TRADE DE                     | EBTS                     |  |                   |                  |
|     |                              | and semi-gove            | rnment agencies                          | 91,881            | 39,380           |
|     | Others                       |                          |  | 57,946            | 17,523           |
|     |                              |                          |  | 149,827           | 56,903           |
| 10  | SHARE CA                     | PITAL                    |  |                   |                  |
|     |                              | l & paid-up ca           | pital                                    | Manah 21          | I 20             |
|     | March 31,<br>2009            | June 30,<br>2008         |  | March 31,<br>2009 | June 30,<br>2008 |
|     | (No. of                      |                          |  | Unaudited         | Audited          |
|     |                              |                          |  | (Rupees           | '000')           |
|     |                              |                          | Authorised Capital                       |                   |                  |
| _   | 50,000,000                   | 50,000,000               | Ordinary shares of Rs. 10 each           | 500,000           | 500,000          |
|     |                              |                          | Issued, subscribed and paid up capital   |                   |                  |
|     |                              |                          |  |                   |                  |
|     | 17,650,862                   | 17,650,862               | Fully paid up in cash                    | 176,509           | 176,509          |
|     | 3,295,354                    | 3,295,354                | Fully paid bonus shares                  | 32,953            | 32,953           |
|     | 358,206                      | 358,206                  | Issued for consideration other than cash | 3,582             | 3,582            |
| -   | 21,304,422                   | 21,304,422               |  | 213,044           | 213,044          |
| 11  | DEFEDDE                      | D LIABILITIE             | 70                                       |                   |                  |
| 11  | DEFERKE                      | U LIADILITI              | טב                                       |                   |                  |
|     | Deferred tax                 |                          |  | 13,426            | 15,942           |
|     | Gain on sale<br>Provision fo | and lease back           | of fixed asset                           | 231               | 462              |
|     | FIOVISION TO                 | ı gratuny                |  | 3,417             | 1,531            |
|     |                              |                          |  | 17,074            | 17,935           |

### 12 CONTINGENCIES & COMMITMENTS

### 12.1 Contingencies

There is no change in contingent liabilities as reported in Note 26.1 to the financial statements for the year ended June  $30,\,2008$ .

|      | June 30, 2008.                   |      |                    |   |                         |                             |
|------|----------------------------------|------|--------------------|---|-------------------------|-----------------------------|
|      |                                  |      |                    | 20                                      | ch 31,<br>)09<br>udited | June 30,<br>2008<br>Audited |
| 12.2 | Guarantees                       |      |                    | 0.1.4                                   | (Rupees '00             |                             |
|      | Issued by banks                  |      |                    | 3                                       | 39,703                  | 74,546                      |
| 12.3 | Commitments                      |      |                    |   |                         |                             |
| 12.3 | Communents                       |      |                    |   |                         |                             |
|      | Confirmed letters of credit-CKD  |      |                    | 8                                       | 34,286                  | 153,896                     |
|      |                                  |      | Quarter<br>Marc    |   | Nine Mon<br>Marc        |                             |
|      |                                  |      | 2009               | 2008                                    | 2009                    | 2008                        |
| 13   | COST OF SALES                    | Note |                    | (Rupees                                 | '000')                  |                             |
|      | Stock at beginning               |      | 220,819            | 119,005                                 | 57,931                  | 164,578                     |
|      | Cost of goods manufactured       | 13.1 | 174,207            | 457,623                                 | 735,998                 | 954,488                     |
|      | Trading stock                    | 13.2 | 8,338              | 4,504                                   | 12,419                  | 10,478                      |
|      | S                                |      | 182,545            | 462,127                                 | 748,417                 | 964,966                     |
|      |                                  |      | 403,364            | 581,132                                 | 806,348                 | 1,129,544                   |
|      | Stocks at end                    |      | (56,997)           | (182,688)                               | (56,997)                | (182,688)                   |
|      |                                  |      | 346,367            | 398,444                                 | 749,351                 | 946,856                     |
| 13.1 | Cost of goods manufactured       |      |                    |   |                         |                             |
|      | Work in process at beginning     |      | 6,086              | 48,305                                  |                         |                             |
|      | Raw materials & components const | umed | 155,119            | 422,355                                 | 671,035                 | 910,670                     |
|      | Direct labour and overheads      |      | 22,453             | 43,098                                  | 74,414                  | 99,953                      |
|      |                                  |      | 177,572            | 465,453                                 | 745,449                 | 1,010,623                   |
|      | Work in process at end           |      | 183,658<br>(9,451) | 513,758<br>(56,135)                     | 745,449<br>(9,451)      | 1,010,623<br>(56,135)       |
|      | Work in process at end           |      | 174,207            | 457,623                                 | 735,998                 | 954,488                     |
|      |                                  |      | =====              | ======================================= |                         | ====                        |
| 13.2 | Trading stock                    |      |                    |   |                         |                             |
|      | Stock at beginning               |      | 45,043             | 24,140                                  | 35,362                  | 28,469                      |
|      | Purchases                        |      | 2,328              | 5,405                                   | 16,090                  | 7,050                       |
|      |                                  |      | 47,371             | 29,545                                  | 51,452                  | 35,519                      |
|      | Stocks at end                    |      | (39,033)           | (25,041)                                | (39,033)                | (25,041)                    |
|      |                                  |      | 8,338              | 4,504                                   | 12,419                  | 10,478                      |
|      |                                  |      |                    |   |                         | _                           |

|     |   | Quarte<br>Marc |         | Nine Month E<br>March 31 |           |
|-----|---|----------------|---------|--------------------------|-----------|
|     |   | 2009           | 2008    | 2009                     | 2008      |
| 14  | BASIC AND DILUTED (LOSS) /  |                | (Rupees | '000')                   |           |
|     | EARNINGS PER SHARE  |                |         |                          |           |
|     | Earnings for purposes of basic earnings per share [(net loss) / profit after tax for the period]    | 34,513         | 4,616   | (131,867)                | 34,664    |
|     | Weighted average number of outstanding ordinary shares for the purposes of basic earnings per share | 21,304         | 21,304  | 21,304                   | 21,304    |
|     | Basic and diluted (loss) / earnings per share - Rupees  | 1.62           | 0.22    | (6.19)                   | 1.63      |
|     |   |                |         | July to Mar              | ch        |
|     |   |                | 20      | 009                      | 2008      |
| 1.5 | CACH ELOW EDOM OBED ATING A CTIVITY   | TEC.           |         | (Rupees '00              | 0')       |
| 15  | CASH FLOW FROM OPERATING ACTIVIT  | IES            |         |                          |           |
|     | Net (loss) / profit before taxation Adjustment for:   |                | (13     | 4,362)                   | 57,376    |
|     | Depreciation  |                |         |                          |           |
|     | Fixed assets  |                | 1       | 11,524                   | 25,112    |
|     | Investment properties   |                |         | 195                      | 195       |
|     | Interest income   |                |         | (126)                    | (312)     |
|     | Amortisation of gain on sale and lease back of fixed asset  |                |         | (231)                    | _         |
|     | Interest expense  |                | 6       | 61,998                   | 13,896    |
|     | Finance cost on finance leased assets   |                | `       | 1,476                    | 1,827     |
|     | Provision for gratuity  |                |         | 1,886                    | -         |
|     | Operating (loss) / profit before working capital cha  | anges          | (5      | 7,640)                   | 98,094    |
|     | Working capital changes:  |                |         |                          |           |
|     | (Increase)/decrease in current assets:  |                |         |                          |           |
|     | Stores, spares & loose tools  |                |         | 16                       | (14)      |
|     | Stock in trade  |                | (11     | 3,223)                   | (129,078) |
|     | Trade debtors   |                | (9      | 2,924)                   | (141,130) |
|     | Loans and advances  |                |         | 6,430                    | 1,283     |
|     | Trade deposits and prepayments  |                |         | 12,755                   | 21,693    |
|     | Other receivables   |                |         | 2,030)                   | (42,257)  |
|     | Increase in current liabilities:  |                | (10     | (8,976)                  | (289,503) |
|     | Trade and other payables  |                | (20     | 3,924)                   | (18,284)  |
|     | Cash used in operations   |                | (25     | (0,540)                  | (209,693) |
|     | Cash used in operations   |                | = (37   | <u> </u>                 | (209,093) |

### 16 RELATED PARTY TRANSACTIONS

Related parties comprise of a subsidiary company, associated companies, directors and key management personnel. The company in the normal course of business carries out transactions with various related parties. All transactions with related parties have been carried out on commercial terms and conditions. Significant transactions with related parties are follows:

|     |                                    |                           | July to March  |         |
|-----|------------------------------------|---------------------------|----------------|---------|
|     | Name of Related Party and          |                           | 2009           | 2008    |
|     | nature of relationship             | Nature of transaction     | (Rupees '000') |         |
| (a) | Associated companies               |                           |                |         |
|     | (Common Directorship)              |                           |                |         |
|     | General Tyre & Rubber Company of   |                           |                |         |
|     | Pakistan Limited                   | Purchase of tyres         | 21,398         | 35,981  |
|     | Ghandhara Nissan Limited           | Assembly charges          | 26,037         | 55,550  |
|     |                                    | Sale of commercial bodies | 8,500          | 2,328   |
|     | TT 1 T T 1 T 1                     |                           | 0.727          | ( 200   |
|     | Universal Insurance Limited        | Insurance premium         | 8,726          | 6,289   |
|     | Rehman Cotton Mills Limited        | Rent paid                 | 248            | 210     |
| (c) | Technology suppliers               |                           |                |         |
|     | Isuzu Motors Limited, Japan        | Running royalty charges   | 3,192          | 4,650   |
|     |                                    | Initial Royalty           | -              | 4,053   |
|     |                                    | Purchase of parts         | 9,575          | 21,324  |
|     | Marubeni Corporation, Japan        | Purchase of CKD           | 506,543        | 525,993 |
| (b) | Ultimate holding company           |                           |                |         |
|     | Bibojee Services (Private) Limited | Sale of vehicle           | -              | 8,480   |

March 31, June 30, 2009 2008 Unaudited Audited (Rupees '000') **Associated companies** (a) (Common Directorship) General Tyre & Rubber Company of Pakistan Limited Amount due to 8,261 7,365 Ghandhara Nissan Limited Amount due to 16,155 9,051 Universal Insurance Limited Amount due to 9,300 2,402 Rehman Cotton Mills Limited Amount due to 248 210 (b) Ultimate holding company Bibojee Services (Private) Limited 92,089 48,001 Amount due to

### 17 COMPARATIVES

Previous figures have been rearranged and reclassified wherever necessary for better presentation in the financial statements. The following items have been reclassified for the purpose of better presentation:

|            | Reclass        | July to March<br>2008<br>(Rupees '000') |        |
|------------|----------------|---|--------|
|            | from component | to component                            |        |
| Commission | Sales          | Distribution expenses                   | 17,798 |