

## CORPORATE INFORMATION

### Board of Directors

Mrs. Akhtar Khalid Waheed  
Mr. Osman Khalid Waheed  
Mr. Omar Khalid Waheed  
Mrs. Munize Azhar Piracha  
Mr. Farooq Mazhar  
Mr. Nihal Cassim  
Mr. M. M. Ispahani  
Mr. Dost Muhammad Khan Sherpao  
Mr. M. Khalil Mian

Chairperson & Chief Executive  
President  
General Manager

Executive Director  
Executive Director  
Executive Director  
Non-Executive Director  
Non-Executive Director  
Non-Executive Director  
Non-Executive Director  
Non-Executive Director  
Nominee of the NIT

### Audit Committee

Mr. Farooq Mazhar  
Mr. Osman Khalid Waheed  
Mr. Nihal Cassim  
Mr. M. Khalil Mian

Chairman  
Member  
Member  
Member

### Investment Committee

Mr. M. M. Ispahani  
Mr. Osman Khalid Waheed  
Mr. Nihal Cassim

Chairman  
Member  
Member

### Senior Management

Mr. Osman Khalid Waheed  
Mr. Omar Khalid Waheed  
Mr. A. U. Zafar  
Dr. Sarmad Maqbool  
Mr. Anwar Khan  
Syed Ghausuddin Saif

President  
General Manager  
Executive Director  
Director Marketing - Boston  
Director Procurement  
CFO & Company Secretary

### Registered Office

Ferozsons Laboratories Limited  
197-A, The Mall,  
Rawalpindi  
Telephone: +92-51-5562155-57  
Fax: +92-51-5584195, 5566881  
Web: www.ferozsons-labs.com  
Email: info@ferozsons-labs.com

### Share Registrar

CorpTec Associates (Pvt.) Limited  
6th Floor, BOP Tower, 10-B  
Block E-2, Gulberg-III, Lahore  
Telephone: +92-42-35783827-29  
Fax: +92-42-35875916

### Company Secretary

Syed Ghausuddin Saif

### Factory

P.O. Ferozsons  
Amangarh-Nowshera (N.W.F.P)  
Telephone: +92-923-614295, 610159  
Fax: +92-923-611302

### Legal Advisors

Khan & Piracha

### Corporate Office

House # 267-268, Block HI  
Johar Town, Lahore  
Telephone: +92-42-35315671-73  
Fax: +92-42-35310928

### Bankers

Habib Bank Limited  
Bank Alfalah Limited  
Standard Chartered Bank Limited

### Sales Office

29-A, Lytton Road  
Near Hamdard Dispensary, Lahore  
Telephone: +92-42-35303076

### Auditors

KPMG Taseer Hadi & Co.  
Chartered Accountants  
Sixth Floor,  
State Life Building No. 5  
Jinnah Avenue, Blue Area  
Islamabad-44000  
Telephone: +92-51-2823558  
Fax: +92-51-2822671

### Karachi Office

Park Avenue, Suite No. 1101  
11th Floor, Shahr-e-Faisal, Karachi  
Telephone: +92-21-34386852  
Fax: +92-21-34386754

## SIX YEARS AT A GLANCE

2009    2008    2007    2006    2005    2004  
 (Rs. in million unless otherwise stated)

### Ferozsons Laboratories Limited

#### Operating Results

Net sales	<b>1,085</b>	932	922	752	656	501
Gross profit	<b>584</b>	541	507	429	376	305
Profit before tax	<b>246</b>	293	259	218	215	149
Profit after tax	<b>183</b>	217	200	176	154	101

#### Financial Position

Share capital	<b>174</b>	145	121	100	77	55
Reserves	<b>797</b>	682	562	417	306	187
Property, plant and equipment	<b>736</b>	611	551	487	266	227
Net current assets	<b>321</b>	313	288	206	181	82
Long term / deferred liabilities	<b>154</b>	207	125	52	28	20

#### Summary of Cashflow Statement

Cash flow from operating activities	<b>63</b>	184	212	150	125	123
Cash flows from/(used in) investing activities	<b>25</b>	(230)	(226)	(157)	(44)	(78)
Cash flows from/(used in) financing activities	<b>(101)</b>	40	43	(48)	(55)	(42)

#### Key Performance Indicators

Gross profit ratio	%	<b>54</b>	58	55	57	57	61
Profit after tax to sales	%	<b>17</b>	23	22	23	23	20
Return on equity	%	<b>19</b>	26	29	34	40	42
Return on capital employed	%	<b>13</b>	23	24	26	46	46

EPS - basic & diluted (adjusted)	Rs.	<b>11</b>	15	14	15	19	13
Cash dividend per share	rs.	<b>1.00</b>	3.00	6.50	4.00	8.00	7.00
Bonus share issued	%	<b>20</b>	20	20	20	30	40
Price earning ratio	%	<b>15</b>	21	18	14	10	12
Market price per share	Rs.	<b>157</b>	309	248	205	195	150

### Consolidated

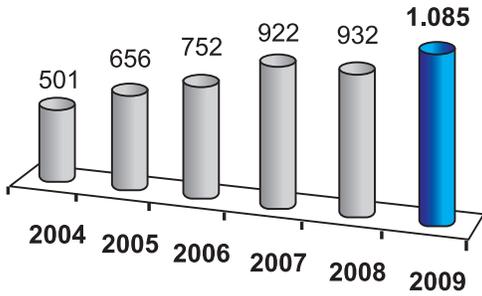
#### Operating Results

Net sales	<b>1,189</b>	1,029	1,012	839	730	637
Gross profit	<b>605</b>	564	528	446	388	319
Profit before tax	<b>249</b>	296	262	222	217	149
Profit after tax	<b>183</b>	217	200	176	154	101

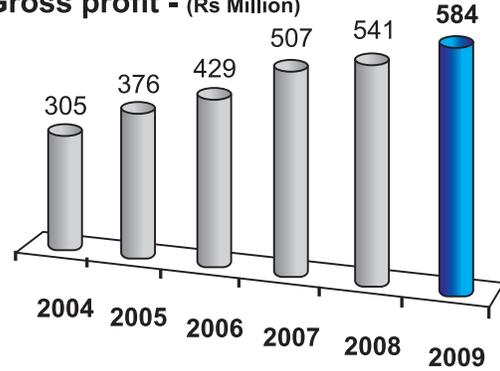
#### Financial Position

Share capital	<b>174</b>	145	121	100	77	77
Reserves	<b>795</b>	681	561	416	306	187
Property, plant and equipment	<b>1,273</b>	1,047	818	495	269	230
Net current assets	<b>206</b>	297	273	364	197	93
Long term / deferred liabilities	<b>228</b>	241	125	52	28	20

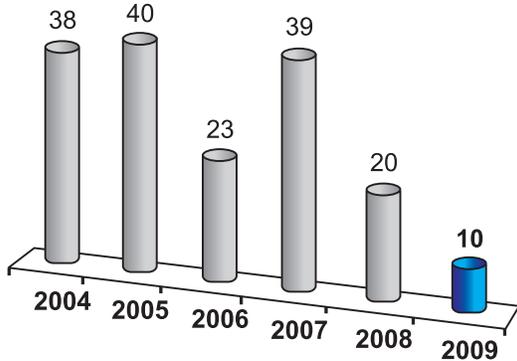
**Net Sales - (Rs. Million)**



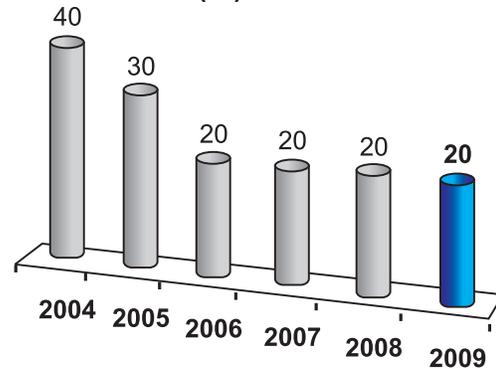
**Gross profit - (Rs Million)**



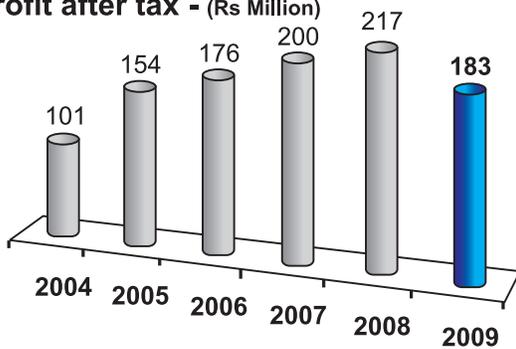
**Cash dividend payout - (%)**



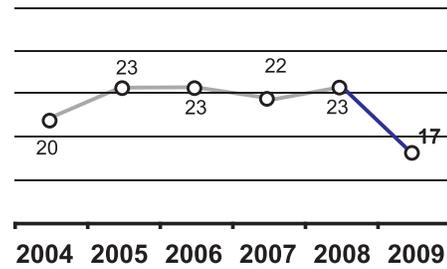
**Bonus shares - (%)**



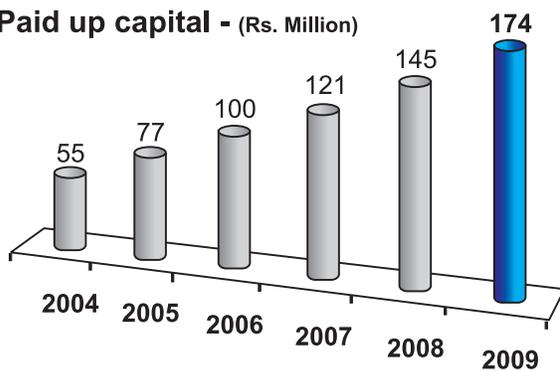
**Profit after tax - (Rs Million)**



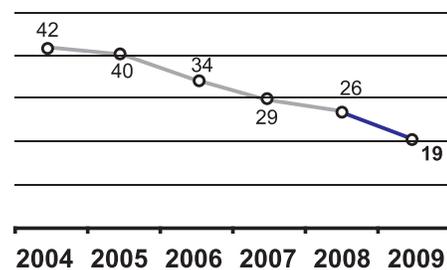
**Profit after tax margin - (%)**



**Paid up capital - (Rs. Million)**



**Return on Equity - (%)**





## *Mission Statement*

We aim to improve the Quality of Life through the ethical promotion and sales of world class medicines at locally relevant prices.  
In doing so we will:

Strive to provide best-in-industry returns to our shareholders.

Be the Second to None in Employee Training, Reward and Motivation.

Maintain the Highest Levels of Ethics while focusing on building our portfolio of Prescription Brands.

## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the **53rd** Annual General Meeting (“the Meeting”) of **FEROZSONS LABORATORIES LIMITED** (“the Company”) will be held at its Registered Office, 197-A, The Mall, Rawalpindi on Monday, September 28, 2009 at 12.30 P.M. to transact the following business:

### **Ordinary Business:**

1. To confirm the Minutes of the last Annual General Meeting held on September 27, 2008.
2. To receive, consider and adopt the audited Annual Financial Statements of the Company for the year ended June 30, 2009 together with the Directors’ and Auditors’ Reports thereon.
3. To approve the payment of final cash dividend of Re. 1.00 per share (10 %) for the year ended June 30, 2009 as recommended by the Borad of Directors.
4. To approve the issue of Stock Dividend (Bonus Shares) at the rate of 20% in the ratio of two Bonus Shares for every ten shares held, for the year ended June 30, 2009 as recommended by the Board of Directors.
5. To appoint External Auditors for the financial year ending June 30, 2010 and to fix their remuneration.

### **Special Business:**

6. To consider and pass the following special resolution with or without modification:

“**RESOLVED THAT** in the event of any member holding shares which are not in exact Multiple of his/her entitlement, the Directors of the Company be and are hereby authorized to sell in the Stock Market such fractional entitlement and to pay the net proceeds of sale to a charitable institution as approved by Directors.”

7. To transact any other business with the permission of the Chair.

By the order of the board

Rawalpindi  
August 18, 2008

(Syed Ghausuddin Saif)  
Company Secretary

**Notes:**

1. The Share Transfer Books of the Company will be closed from September 19, 2009 to September 28, 2009 (both days inclusive). Transfers received in order at the office of the Company's Share Registrar, CorpTec Associates (Pvt.) Limited, 6th Floor, BOP Tower, 10-B, Block E-2, Gulberg-III, Lahore at the close of business on September 18, 2009 will be in time to be entitled to vote and for the entitlement of dividend and bonus.
2. A member of the Company entitled to attend and vote at the meeting may appoint another member as his/her proxy to attend and vote on his/her behalf. Proxies to be effective must be received by the office of the Company's Share Registrar not less than 48 hours before the Meeting.
3. CDC Account Holders will further have to follow the under mentioned guidelines as laid down by the Securities and Exchange Commission of Pakistan.

*A) For attending the Meeting:*

- i. In case of individuals, the account holder or sub-account holder and/or persons whose securities are in group account and their registration details are uploaded as per the Regulations, shall authenticate his identity by showing his original Computerized National Identity Card (CNIC), or original Passport at the time of attending the meeting.
- ii. In case of corporate entity, the Board of Directors' Resolution / Power of Attorney with specimen signature of the nominee shall be produced at the meeting.

*B) For appointing Proxies:*

- i. In case of individual, the account holder or sub-account holder and/or the persons whose securities are in group account and their registration details are uploaded as per the Regulations, shall submit the Proxy Form of another member as per the above requirement.
  - ii. The Proxy Form shall be witnessed by two persons whose names, address and CNIC numbers shall be mentioned on the Form.
  - iii. Attested copies of CNIC or the passport of the beneficial owners and the Proxy shall be furnished with the Proxy Form.
  - iv. The Proxy shall produce his original CNIC or original passport at the time of meeting.
  - v. In case of corporate entity, the Board of Directors' Resolution/Power of Attorney with specimen signature shall be submitted, alongwith Proxy Form to the Company.
4. Shareholders are requested to notify the Company's Share Registrar promptly changes in their address, if any.

**STATEMENT OF MATERIAL FACTS UNDER SECTION 160 OF  
THE COMPANIES ORDINANCE, 1984**

**PERTAINING TO ITEM NO.6**

The approval of the Shareholders is sought to consolidate fractional shares resulting from the bonus issue, recommended by the Board of Directors in their meeting held on August 18, 2009 into whole shares and pay the net proceeds of the sale through stock market to a charitable institution.

The Directors of the Company have no interest in the special business except to the extent of shares held by them.

## DIRECTORS' REPORT TO SHAREHOLDERS FOR THE YEAR ENDED JUNE 30, 2009

We are pleased to present the 53rd Annual Report and the Audited Financial Statements of your Company for the financial year ended June 30, 2009 along with the Consolidated Financial Statements of its subsidiaries, BF Biosciences Limited and Farmacia.

### Your Company's Individual and Consolidated Financial Results

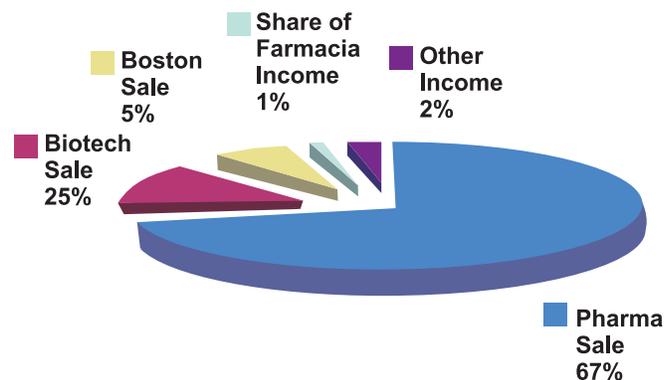
A summary of the operating results for the year and appropriation of the divisible profits is given below:

	Individual		Consolidated	
	2009	2008	2009	2008
<b>(Rupees in thousands)</b>				
Sales (net)	1,085,394	932,298	1,189,257	1,029,048
Gross Profit	584,211	540,739	605,110	563,948
Profit before tax	245,724	292,662	249,141	296,124
Taxation	(62,966)	(75,638)	(66,332)	(79,182)
Profit after tax	182,757	217,024	182,809	216,942
Un-appropriated profit	613,443	464,218	612,424	463,490
Profit available for appropriation	796,200	681,242	795,037	680,223
<b>Appropriations</b>				
Final cash dividend for FY 2009 @ Re. 1/share (FY 2008: Rs. 3/share)	(17,361)	(43,402)	(17,361)	(43,402)
Bonus shares for the FY 2009 @ 20% (FY 2008: 20%)	(34,721)	(28,935)	(34,721)	(28,935)

After a difficult first half of the current year, your Company was able to improve its top-line performance in the second half and close the year with a positive sales growth of over 16%, with Net Sales of Rs. 1.085 Billion.

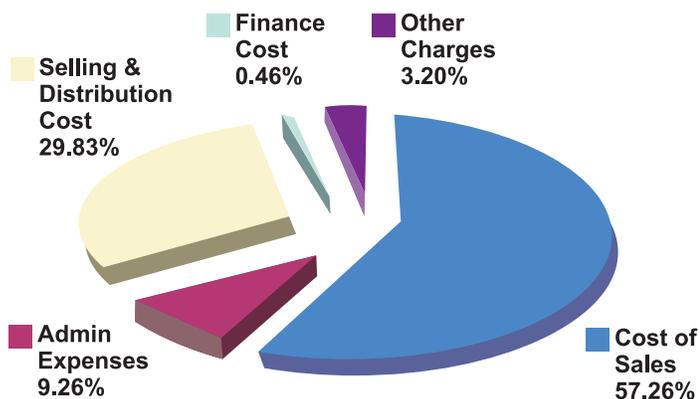
In terms of its consolidated net sales (inclusive of its Farmacia venture), the Company achieved a Net Sales figure of Rs. 1.189 Billion against the figure of Rs 1.029 Billion achieved last year.

In contrast, depreciation in the Rupee and a rise in the cost of inputs significantly eroded the Gross Profit of your company, which grew by 8%, for the Year. Operating and Net Margins were further reduced by your Company's increased marketing spend, particularly in the second half of the year. This spend was necessitated by the launch of four new products:



- **Aurora** (Rosuvastatin), in cardiology, for elevated cholesterol.
- **Orion** (Olmesartan), also in cardiology for primary hypertension.
- **Centaurus** (Entecavir) for Hepatitis B, in the company's Biotech division.
- **Dynetic** (Itopride) in gastroenterology, for the treatment of Functional Dyspepsia.

While the marketing activities associated with these launches significantly increased the selling expense during the fiscal year, the benefit they are expected to add to the top line and profitability will begin to accrue in Fiscal year 2009-10.



Net Profit decreased by 16% to close at Rs. 182.757 Million for the Year (2008: Rs. 217.024 Million). This decrease was mainly influenced by some aggressive marketing activities in last half of the year. We strongly believe that we will be reaping the benefits of this investment in next financial year.

A summary of key operating and financial data of the individual and consolidated financial statements for the last six years is annexed.

### Earnings Per Share

Based on the net profit for the year ended June 30, 2009 the earnings per share (EPS) stand at Rs. 10.53 per share, compared to an adjusted EPS of Rs. 12.5 on the expanded capital of Rs. 173.607 Million after issuance of bonus shares during the year.

### Dividend Announcement

The Board of Directors is pleased to recommend a cash dividend of 10% (Re. 1 per 10 rupee share), and a stock dividend of 20% (i.e. two shares for every ten shares held), making a total payout of 30% for the year ended June 30, 2009.

### Business Highlights

In an industry that has been stifled under the weight of a price freeze for nearly a decade, new launches are the life-blood for any company. Correspondingly, as mentioned above, your company undertook 4 major product launches in the second half of the year. These launches will add much-needed depth to our Cardiology, Gastroenterology and Hepatology portfolios. We expect these products to contribute handsomely to the company's sales growth and profitability in the quarters and years to come.

In preparation for the launch of your company's subsidiary, BF Biosciences Limited, we also increased our participation in international conferences including the American Society of Clinical Oncology (ASCO) meeting held in the United States, and the Digestive Diseases Week, also held in the United States. We are confident that we have provided a solid footing for the Company's biotech portfolio, which will Inshallah expand further under the BF Biosciences umbrella starting July, 2009, and will increase profitability as its major brands shift to local manufacturing.

Your Company's entry into medical devices through its partnership with the **Boston Scientific Corporation** has also made an encouraging start during the fiscal year, and with the start-up phase now nearing completion, we are confident that during the coming year this business will grow to its potential and add significantly to the company's depth particularly in the Cardiology, Gastroenterology and Oncology segments of the market.

### Future Industry Scenario

As mentioned in previous reports, the pharmaceutical industry is subject to structural weaknesses brought about by a challenging and in many cases irrational regulatory environment. The Government's drug pricing policy refuses to address the legitimate and substantial increase in manufacturing costs.

Pharmaceutical manufacturers in Pakistan today suffer on many fronts. First, the industry is constrained by a pricing freeze from adjusting its prices in response to cost increases. Second, it also suffers, like other manufacturing sector, from shortages in the supply of utilities, particularly electricity and gas, but is again unable to pass on the cost of its utilities when it is forced by the outages to rely on expensive alternate sources of power. Finally, whereas in other countries, investment in the manufacturing sector is encouraged through tax holidays and duty waivers on import of plant, equipment and raw material, in Pakistan, particularly in the Pharma Sector, it is the commercial importers who derive the benefits of duty free imports and a low withholding tax regime as final liability at the import stage.

By contrast, the manufacturing sector, which generates much-needed investment and employment, by comparison, faces a tax burden greater in several orders of magnitude compared to the importer. This kind of 'reverse-subsidy' in taxation against local manufacturing is counter-productive and a strong disincentive against investment in the sector. Until this disconnect in tax policy is rectified, the manufacturing sector will continue to struggle in Pakistan.

### Information Technology

The Company's ERP system is currently under User Acceptance Testing Phase and we hope that the Implementation phase will Insha-Allah start by end of the first quarter of this year.

### Corporate Governance

The Board of Directors and the Company remain committed to the principal of good corporate management practices with the emphasis on transparency and disclosures. The Board and management are cognizant of their responsibility and monitor the operations and performance to enhance the accuracy, comprehensiveness and transparency of financial and non-financial information.

The Company is fully compliant of Code of Corporate Governance and as per the requirements of listing regulations, following specific statements are being given hereunder:

- Proper books of account of the Company have been maintained.
- 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.

- Appropriate Accounting Policies have been consistently applied in preparation of the company's financial statements which confirm to the International Accounting Standards as applicable in Pakistan. The accounting estimates, wherever required, are based on reasonable and prudent judgment.
- The systems of internal controls are sound in design and have been effectively implemented by the management and monitored by the internal auditor as well as the Board of Directors as well as Board's Audit Committee. The Board reviews the effectiveness of established internal controls through the Audit Committee and suggests, whenever required, further improvement in the internal control system. The internal controls are also reviewed by the external auditors.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the best practices of Corporate Governance as detailed in the Listing Regulations.

### **Employee Retirement Benefit**

The values of investments of employees' provident fund as at June 30, 2009 (based on un-audited accounts) are Rs. 104.48 million.

### **Corporate Social Responsibility (CSR)**

Your Company prides itself in being a responsible corporate citizen and playing its role in support of health and literacy efforts in the country. This year, we were privileged to support the scholarship programme at the LUMS School of Science & Engineering, the Edhi Foundation, Aziz Jehan Begum Trust for the Blind, and the Ministry of Health through the donation of medicines worth Rs. 6 Million in support of Internally Displaced Persons affected by the violence in Swat and other parts of the North.

### **Meetings of the Board of Directors**

The information regarding the meetings of the board of directors held during the year ended June 30, 2009 is annexed.

### **Share Capital and Pattern of Shareholding**

The issued, subscribed and paid up capital of the company as at June 30, 2009 was Rs. 173.607 million.

The statement indicating the number of shareholders as on June 30, 2009 and their categories forming the pattern of shareholding as required under the Code of Corporate Governance is annexed.

### **Subsidiaries**

As mentioned above, your company's biotech portfolio, which had Net Sales of Rs. 279 Million during the year under review, will now be consolidated under the umbrella of its subsidiary BF Biosciences Limited. The BF manufacturing facility has been commissioned and inaugurated, and we are hopeful that as its major brands including INF (interferon alpha) for Hepatitis C and Filgen (Filgrastim) for cancer, enter local production, this subsidiary will take on an increasingly important role in the treatment of these dread diseases in Pakistan and export markets abroad.

Farmacia, the Company's retail venture has also had a satisfactory year, contributing Rs. 11.380 Million to the company's net income against Rs. 13.819 Million last year. The apparent decrease in current year profit was mainly due to the increased cost of sales, and the impact of withholding tax borne by the venture on purchase of medicines.

### **Auditors**

The Auditors Messrs KPMG Taseer Hadi & Co, Chartered Accountants retire at the ensuing Annual General Meeting and are eligible for reappointment as Auditors. The Audit Committee in their meeting held on August 17, 2009 has recommended the re-appointment of Messrs KPMG Taseer Hadi & Co., Chartered Accountants as auditors for the financial year ending June 30, 2010.

### **Affirmation**

We would also like to thank our valued customers for their continued trust in our products. We are making all efforts to widen the range of our products with the highest of quality standards. I also thank our vendors, distributors and financial institutions for their extended cooperation.

Last but not the least; we are once again privileged to recognize the tireless efforts of the Company's management and staff at all levels. Without their dedication and hard work, the financial and operational results reflected in this report would not have been possible.

On behalf of the Board

Rawalpindi  
August 18, 2009

(Mrs. Akhter Khalid Waheed)  
Chairperson & CEO

## **STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE**

This statement is being presented to comply with the Code of Corporate Governance contained in the listing regulations of Karachi, Lahore and Islamabad Stock Exchanges for the purpose of establishing a framework of good corporate 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 the representation of independent non-executive directors on its Board of Directors. At present the Board includes six independent non-executive directors out of a total strength of nine directors.
2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, including this Company.
3. All the resident directors of the Company are registered as Taxpayers, with the exception of Mr. Dost Muhammad Khan Sherpao, who is a retired agriculturist, and for whose continuation the Securities and Exchange Commission of Pakistan has granted specific approval. None of the Company's Directors has defaulted in payment of any loan to a banking company, a DFI or an NBFI or, being a member of stock exchange, has been declared as a defaulter by that stock exchange.
4. Two casual vacancies occurred during the year ended June 30, 2009 on the Board of Directors of the Company and were filled in the following manner:-
  - Mr. Omar Khalid Waheed co-opted as Executive Director in place of Mr. Taj Muhammad Khanzada effective September 20, 2008, due to death of Mr. Taj Muhammad Khanzada.
  - NIT's nominee director, Mr. M. Khalil Mian appointed as Non-Executive Director in place of Mr. Muhammad Nawaz Tishna effective October 6, 2008, consequent to Mr. Muhammad Nawaz Tishna resignation.
5. The company has prepared a "Statement of Ethics and Business Practices" which has been signed by all the directors and senior managers of the Company.
6. The Board has formulated and adopted Vision/Mission Statement.
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 Chief Executive Officer (CEO) and other executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman/Chairperson 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 Company has a Chief Financial Officer (CFO) and Company Secretary and Head of Internal Audit. The Board has ratified their appointments including remuneration and terms and conditions as determined by the CEO.

10. 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 of four members, out of which three are non-executive directors including the Chairman of the Committee.
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.
16. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review programme of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
17. 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.
18. The Company has adopted terms of reference of Audit Committee. The Audit Committee has been accordingly advised for compliance. The overall corporate strategy and significant policies of the Company have been documented.
19. The Board has started the process of arranging orientation courses for its directors to apprise them of their duties and responsibilities.
20. The related party transactions have been placed before the audit committee and approved by the Board of Directors to comply with the requirements of listing regulation number 37 of the Karachi Stock Exchange (Guarantee) Limited
21. We confirm that all other material principles contained in the Code have been complied with.

For and behalf of the Board of Directors

Rawalpindi  
August 18, 2009

(Mrs. Akhter Khalid Waheed)  
Chairperson and CEO

**DATES AND ATTENDANCE OF BOARD MEETINGS  
HELD DURING THE YEAR ENDED JUNE 30, 2009**

A total of Six Board Meetings were held during the Financial Year 2008-2009 on the following dates:

July 05, 2008  
August 30, 2008  
September 27, 2008  
October 27, 2008  
January 31, 2008  
April 28, 2009

The detail of attendance by Directors is as under:

<b>Director</b>	<b>Number of meetings attended</b>
Mrs. Akhter Khalid Waheed	5
Mr. Osman Khalid Waheed	5
Mrs. Munize Azhar Piracha	5
Mr. Omar Khalid Waheed	4
Mr. Farooq Mazhar	5
Mr. Nihal Cassim	6
Mr. M. M. Ispahani	6
Mr. Taj Muhammad Khanzada	0
Mr. Dost Muhammad Khan Sherpao	0
Mr. Muhammad Nawaz Tishna	1
Mr. M. Khalil Mian	2

Leaves of absence were granted in all cases to Directors.

For and behalf of the Board of Directors

Rawalpindi  
August 18, 2009

(Mrs. Akhter Khalid Waheed)  
Chairperson and CEO

**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 Ferozsons Laboratories Limited, (“the Company”) to comply with the Listing Regulations of the Karachi, Lahore and Islamabad Stock Exchanges where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company’s compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of financial statements we are required to obtain an understanding of the accounting and internal control 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.

Further, Sub-Regulation (xiii) of Listing Regulations 37 notified by The Karachi Stock Exchange (Guarantee) Limited vide circular KSE/N-269 dated January 19, 2009 requires the Company to place before the board of directors for their consideration and approval related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm’s length transactions and transactions which are not executed at arm’s length price recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the board of directors and placement of such transactions before the audit committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm’s length price or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Company’s compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Company for the year ended 30 June 2009.

ISLAMABAD  
August 18, 2009

KPMG TASEER HADI & Co.  
CHARTERED ACCOUNTANTS  
Riaz Akbar Ali Pesnani





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*Financial Statements for the  
Year Ended June 30, 2009*

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## **AUDITORS' REPORT TO THE MEMBERS FEROZSONS LABORATORIES LIMITED**

We have audited the annexed balance sheet of Ferozsons Laboratories Limited (“the Company”) as at 30 June 2009 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 financial statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- (a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- (b) in our opinion-
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984 and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
  - (ii) the expenditure incurred during the year was for the purpose of the Company’s business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company.
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with the 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 June 2009 and of the profit, its cash flows and changes in equity for the year then ended; and
- (d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980) was deducted by the Company and deposited in Central Zakat Fund established under section 7 of that Ordinance.

ISLAMABAD  
August 18, 2009

KPMG TASEER HADI & Co.  
CHARTERED ACCOUNTANTS  
Riaz Akbar Ali Pesnani

**BALANCE SHEET AS**

	Note	2009 (Rupees)	2008 (Rupees)
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital	5	173,607,322	144,672,768
Capital reserve	6	321,843	321,843
Revenue reserve - unappropriated profit		796,200,236	681,242,280
		<b>970,129,401</b>	826,236,891
<b>SURPLUS ON REVALUATION OF FIXED ASSETS - net of tax</b>			
	7	247,474,526	252,011,413
<b>NON CURRENT LIABILITIES</b>			
Long term financing - secured	8	99,312,500	156,062,500
Liabilities against assets subject to finance lease	9	475,003	1,456,643
Deferred liability for taxation	10	53,960,117	49,691,426
		<b>153,747,620</b>	207,210,569
<b>CURRENT LIABILITIES</b>			
Trade and other payables	11	146,275,665	116,423,214
Accrued mark-up on long term financing		4,187,777	5,588,157
Current portion of long term financing	8	56,750,000	56,750,000
Current portion of liabilities against assets subject to finance lease	9	983,653	2,399,815
Provision for taxation - net		361,151	15,008,477
		<b>208,558,246</b>	196,169,663
		<b>1,579,909,793</b>	<b>1,481,628,536</b>
<b>CONTINGENCIES AND COMMITMENTS</b>			
	12	-	-

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
 August 18, 2009

Director

**AT JUNE 30, 2009**

	Note	2009 (Rupees)	2008 (Rupees)
<b>ASSETS</b>			
<b>NON CURRENT ASSETS</b>			
Property, plant and equipment	13	735,614,952	610,987,413
Long term investments	14	214,806,189	203,425,956
Long term loan	15	99,312,500	156,062,500
Long term deposits		969,370	790,870
Derivative asset-interest rate swap	16	31,143	822,691
<b>CURRENT ASSETS</b>			
Stores, spare parts and loose tools	17	3,628,845	4,091,300
Stock in trade	18	272,988,349	180,787,784
Trade debts-considered good		49,545,707	24,454,201
Current portion of long term loan	15	99,312,500	56,750,000
Loans and advances-considered good	19	7,367,988	4,560,060
Deposits and prepayments	20	7,293,812	5,809,956
Interest accrued		29,804,338	1,273,496
Other receivables	21	1,881,726	1,530,284
Other financial assets	22	35,069,367	194,474,564
Cash and bank balances	23	22,283,007	35,807,461
		529,175,639	509,539,106
		<u>1,579,909,793</u>	<u>1,481,628,536</u>

Chairperson &amp; CEO

**PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED JUNE 30, 2009**

	Note	2009 (Rupees)	2008 (Rupees)
Net sales	24	1,085,393,578	932,297,994
Cost of sales	25	<u>(501,182,280)</u>	<u>(391,559,432)</u>
<b>Gross profit</b>		<b>584,211,298</b>	540,738,562
Other operating income	26	23,954,076	20,809,630
Administrative expenses	27	(80,995,604)	(60,719,276)
Selling and distribution cost	28	(261,185,939)	(199,424,660)
Finance cost	29	(3,675,937)	(1,487,228)
Other charges	30	(27,964,316)	(21,073,792)
Share in profit of Farmacia - 98% owned partnership firm		11,380,233	13,818,997
<b>Profit before taxation</b>		<u>245,723,811</u>	<u>292,662,233</u>
Provision for taxation	31	(62,966,358)	(75,638,404)
<b>Profit after taxation</b>		<u>182,757,453</u>	<u>217,023,829</u>
Earnings per share - basic and diluted	35	<u>10.53</u>	<u>12.50</u>

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

## CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2009

	2009 (Rupees)	2008 (Rupees)
<b>Cash flow from operating activities</b>		
Profit before taxation	245,723,811	292,662,233
Adjustments for:		
Depreciation	45,024,493	33,244,566
Gain on disposal of property, plant and equipment	(2,935,807)	(687,675)
Finance Cost	2,488,299	1,487,228
Dividends, capital gains and income from investments and deposits	(21,018,269)	(15,229,955)
Loss/(Gain) on re-measurement of short term investments	5,251,345	(3,704,361)
Loss/(Gain) on fair value adjustment of interest rate swap	1,187,639	(1,187,639)
Share in profit of Farmacia-98% owned subsidiary firm	(11,380,233)	(13,818,997)
	18,617,467	103,168
	264,341,278	292,765,400
Working capital changes:		
Increase in stocks and stores	(91,738,110)	(46,782,262)
(Increase)/decrease in trade debtors	(25,091,506)	7,483,572
(Increase)/decrease in loans, advances, deposits, prepayments and other receivables	(5,217,817)	6,833,437
Increase/(decrease) in trade and other payables	28,062,000	(17,426,686)
	(93,985,433)	(49,891,939)
Cash generated from operations	170,355,845	242,873,461
Finance cost paid	(34,256,356)	(3,097,660)
Taxes paid	(73,344,993)	(55,878,093)
	(107,601,349)	(58,975,754)
<b>Net cash from operating activities</b>	62,754,496	183,897,708
<b>Cash flows from investing activities</b>		
Purchase of long term investments	-	(40,000,000)
Long term loan disbursed	-	(134,500,000)
Long term loan recovered	14,187,500	14,187,500
Purchase of property, plant and equipment	(173,828,447)	(86,770,250)
Purchase of short term investments	(67,507,150)	(240,974,845)
Sale proceeds from short term investments	221,661,001	237,173,839
Dividends, capital gains and income from investments and deposits	23,182,035	18,414,107
Sale proceeds of property, plant and equipment	7,112,222	2,369,375
<b>Net cash generated from/(used in) investing activities</b>	24,807,161	(230,100,274)
<b>Cash flows from financing activities</b>		
Payment of finance lease liabilities	(2,397,802)	(4,444,417)
Proceeds from long term financing	-	134,500,000
Repayment of long term financing	(56,750,000)	(14,187,500)
Dividend paid	(41,938,309)	(75,538,996)
<b>Net cash (used in) generated from financing activities</b>	(101,086,111)	40,329,087
<b>Net decrease in cash and cash equivalents during the year</b>	(13,524,454)	(5,873,479)
<b>Cash and cash equivalents at beginning of the year</b>	35,807,461	41,680,940
<b>Cash and cash equivalents at end of the year</b>	22,283,007	35,807,461

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

### STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2009

	Share capital (Rupees)	Capital reserve (Rupees)	Revenue reserve Unappropriated profit (Rupees)	Total (Rupees)
<b>Balance as at June 30, 2007</b>	<b>120,560,640</b>	<b>321,843</b>	<b>561,722,124</b>	<b>682,604,607</b>
Final dividend for the year ended June 30, 2007 Rs. 6.50 per share	-	-	(78,364,416)	(78,364,416)
Bonus shares issued at 20% for the year ended June 30, 2007	24,112,128	-	(24,112,128)	-
Transfer from surplus on revaluation of fixed assets - net	-	-	4,972,871	4,972,871
Net profit for the year	-	-	217,023,829	217,023,829
Total recognized income for the year	-	-	221,996,700	221,996,700
<b>Balance as at June 30, 2008</b>	<b>144,672,768</b>	<b>321,843</b>	<b>681,242,280</b>	<b>826,236,891</b>
Final dividend for the year ended June 30, 2008 Rs. 3 per share	-	-	(43,401,830)	(43,401,830)
Bonus shares issued at 20% for the year ended June 30, 2008	28,934,554	-	(28,934,554)	-
Transfer from surplus on revaluation of fixed assets - net	-	-	4,536,887	4,536,887
Net profit for the year	-	-	182,757,453	182,757,453
Total recognized income for the year	-	-	187,294,340	187,294,340
<b>Balance as at June 30, 2009</b>	<b>173,607,322</b>	<b>321,843</b>	<b>796,200,236</b>	<b>970,129,401</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

## **NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2009**

### **1. THE COMPANY AND ITS OPERATIONS**

Ferozsons Laboratories Limited (“the Company”) was incorporated as a private limited company on 28th January 1954 and was converted into a public limited company on 8th September 1960. The Company is listed on the Karachi, Lahore and Islamabad stock exchanges. The Company is primarily engaged in the manufacture and sale of pharmaceuticals products and its registered office is situated at 197-A, The Mall, Rawalpindi. The Company is domiciled in Rawalpindi, Pakistan.

### **2. BASIS OF PREPARATION**

#### **2.1. Statement of compliance**

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

#### **2.2. Amendments to published standards and new interpretations effective in current year**

The following standards, interpretations and amendments in approved accounting standards are effective from current accounting period;

IFRS 7 – “Financial Instruments: Disclosures” (effective for annual periods beginning on or after 28 April 2008) supersedes IAS 30 – “Disclosures in the Financial Statements of Banks and Similar Financial Institutions” and the disclosure requirements of IAS 32 – “Financial Instruments: Disclosure and Presentation”. The application of the standard did not have significant impact on the Company’s financial statements other than increase in disclosures.

IAS 29 – “Financial Reporting in Hyperinflationary Economies” (effective for annual periods beginning on or after 28 April 2008). The Company does not have any operations in hyperinflationary economies and therefore the application of the standard is not likely to have an effect on the Company’s financial statements.

IFRIC 13 – “Customer Loyalty Programmes” (effective for annual periods beginning on or after 1 July 2008) addresses the accounting by entities that operate or otherwise participate in customer loyalty programmes under which the customer can redeem credits for awards such as free or discounted goods or services. The application of IFRIC 13 is not likely to have an effect on the Company’s financial statements.

IFRIC 14 – “IAS 19- The Limit on Defined Benefit Asset, Minimum Funding Requirements and their interaction” (effective for annual periods beginning on or after 1 January 2008). IFRIC 14 clarifies when refunds or reductions in future contributions in relation to defined benefit assets

should be regarded as available and provides guidance on minimum funding requirements for such asset. The interpretation has no effect on Company's financial statements for the year ended 30 June 2009.

IFRIC 4 – “Determining whether an Arrangement contains a Lease” (effective for annual periods beginning on or after 1 January 2006) and IFRIC 12 – “Service Concession Arrangements” (effective for annual periods beginning on or after 1 January 2008). However, the application of these interpretations have been deferred by the Securities and Exchange Commission of Pakistan (SECP), through circular 21 of 2009 dated 22 June 2009, for all companies till 30 June 2010, subject to the following:

- The relaxation is available to companies till the conclusion of their agreements entered on or before 30 June 2010 with the government or other authority.
- The relaxation from IFRIC 4 and IFRIC 12 is applicable to all companies and is not restricted to power sector. In case of power sector companies, the relaxation is available only in case where letter of intent or approval was issued by the government on or before 30 June 2010. In other cases, the date of agreement with the government or the other authority would determine the entitlement to the deferment and the same would be available till the conclusion of the existing agreement.
- The requirement of IAS 8 – “Accounting Policies, Changes in Accounting Estimates and Errors” is mandatory so that the investors / users of financial statements have knowledge about the results with and without the exemption.

However, the companies are encouraged to comply with the said interpretations but the fact of compliance shall be disclosed in their financial statements.

### **2.3. New accounting standards, interpretations and amendments which are not yet effective**

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 1 July 2009. These standards, interpretations and the amendments are either not relevant to the Company's operations or are not expected to have significant impact on the Company's financial statements other than increase in disclosures in certain cases.

Revised IAS 1 - Presentation of financial statements (effective for annual periods beginning on or after 1 January 2009) introduces the term total comprehensive income, which represents changes in equity during a period other than those changes resulting from transactions with owners in their capacity as owners. Total comprehensive income may be presented in either a single statement of comprehensive income (effectively combining both the income statement and all non-owner changes in equity in a single statement), or in an income statement and a separate statement of comprehensive income.

Revised IAS 23 - Borrowing costs (effective for annual periods beginning on or after 1 January 2009) removes the option to expense borrowing costs and requires that an entity capitalize

borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset as part of the cost of that asset.

IAS 27 – “Consolidated and Separate Financial Statements” (effective for annual periods beginning on or after 1 January 2009). The amendment removes the definition of the cost method from IAS 27 and replaces it with a requirement to present dividends as income in the separate financial statements of the investor.

IAS 27 – “Consolidated and Separate Financial Statements” (effective for annual periods beginning on or after 1 July 2009) requires accounting for changes in ownership interest by the group in a subsidiary, while maintaining control, to be recognised as an equity transaction. When the group loses control of subsidiary, any interest retained in the former a subsidiary will be measured at fair value with gain or loss recognised in the profit or loss.

Amendments to IAS 32 Financial instruments: Presentation and IAS 1 Presentation of Financial Statements (effective for annual periods beginning on or after 1 January 2009) – Puttable Financial Instruments and Obligations Arising on Liquidation requires puttable instruments, and instruments that impose on the entity an obligation to deliver to another party a pro rata share of the net assets of the entity only on liquidation, to be classified as equity if certain conditions are met.

Amendments to IAS 39 and IFRIC 9 – “Embedded derivatives” (effective for annual periods beginning on or after 1 January 2009). Amendments require entities to assess whether they need to separate an embedded derivative from a hybrid (combined) financial instrument when financial assets are reclassified out of the fair value.

Amendments to IAS 39 – “Financial Instruments: Recognition and measurement - Eligible hedged items” (effective for annual periods beginning on or after 1 July 2009) clarifies the application of existing principles that determine whether specific risks or portions of cash flows are eligible for designation in a hedging relationship.

Amendment to IFRS 2 Share-based Payment – Vesting Conditions and Cancellations (effective for annual periods beginning on or after 1 January 2009) clarifies the definition of vesting conditions, introduces the concept of non-vesting conditions, requires non-vesting conditions to be reflected in grant-date fair value and provides the accounting treatment for non-vesting conditions and cancellations.

Amendment to IFRS 2 – “Share-based Payment - Group Cash-settled Share-based Payment Transactions” (effective for annual periods beginning on or after 1 January 2010). Currently effective IFRS requires attribution of group share-based payment transactions only if they are equity-settled. The amendment resolves diversity in practice regarding attribution of cash-settled share-based payment transactions and require an entity receiving goods or services in either an equity-settled or a cash-settled payment transaction to account for the transaction in its separate or individual financial statements.

Revised IFRS 3 Business Combinations (applicable for annual periods beginning on or after 1 July 2009) broadens among other things the definition of business resulting in more acquisitions being treated as business combinations, contingent consideration to be measured at fair value, transaction costs other than share and debt issue costs to be expensed, any pre-existing interest in an acquiree to be measured at fair value, with the related gain or loss recognised in profit or loss and any non-controlling (minority) interest to be measured at either fair value, or at its proportionate interest in the identifiable assets and liabilities of an acquiree, on a transaction-by-transaction basis.

IFRS 4 – “Insurance Contracts” (effective for annual periods beginning on or after 1 January 2009). The IFRS makes limited improvements to accounting for insurance contracts until the Board completes the second phase of its project on insurance contracts. The standard also requires the entity issuing insurance contracts (an insurer) to disclose information about those contracts.

IFRS 5 (Amendment) – “Non-current assets held-for-sale and discontinued operations” (effective from 1 July 2009). The amendment clarifies that all of a subsidiary’s assets and liabilities are classified as held for sale if a partial disposal sale plan results in loss of control.

Amendment to IFRS 7 – “Improving disclosures about Financial Instruments” (effective for annual periods beginning on or after 1 January 2009). These amendments have been made to bring the disclosure requirements of IFRS 7 more closely in line with US standards. The amendments introduce a three-level hierarchy for fair value measurement disclosures and require entities to provide additional disclosures about the relative reliability of fair value measurements.

IFRS 8 – “Operating segments” (effective for annual periods beginning on or after 1 January 2009) ‘introduces the management approach’ to segment reporting. IFRS 8 will require a change in presentation and disclosure of segment information based on the internal reports that are regularly reviewed by the Company’s ‘chief operating decision maker’ in order to assess each segment’s performance and to allocate resources to them. Currently the Group presents segment information in respect of its business segments.

IFRIC 15 – “Agreement for Construction of Real Estate” (effective for annual periods beginning on or after 1 October 2009) clarifies the recognition of revenues by real estate developers for sale of units, such as apartments or houses, ‘off-plan’, that is, before construction is complete.

IFRIC 16 – “Hedge of Net Investment in a Foreign Operation” (effective for annual periods beginning on or after 1 October 2008) clarifies that net investment hedging can be applied only to foreign exchange differences arising between the functional currency of a foreign operation and the parent entity’s functional currency and only in an amount equal to or less than the net assets of the foreign operation, the hedging instrument may be held by any entity within the group except the foreign operation that is being hedged and that on disposal of a hedged operation, the cumulative gain or loss on the hedging instrument that was determined to be effective is reclassified to profit or loss. The Interpretation allows an entity that uses the step-by-step method of consolidation an accounting policy choice to determine the cumulative currency translation adjustment that is reclassified to profit or loss on disposal of a net investment as if the direct method of consolidation had been used.

IFRIC 17 – “Distributions of Non-cash Assets to Owners” ( effective annual periods beginning on or after 1 July 2009) states that when a company distributes non cash assets to its shareholders as dividend, the liability for the dividend is measured at fair value. If there are subsequent changes in the fair value before the liability is discharged, this is recognised in equity. When the non cash asset is distributed, the difference between the carrying amount and fair value is recognised in the income statement.

IFRIC 18 – “Transfers of Assets from Customers” (to be applied prospectively to transfers of assets from customers received on or after 01 July 2009). This interpretation clarifies the requirements of IFRSs for agreements in which an entity receives from a customer an item of property, plant, and equipment that the entity must then use either to connect the customer to a network or to provide the customer with ongoing access to a supply of goods or services (such as a supply of electricity, gas or water).

#### **2.4. Basis of measurement**

These financial statements have been prepared under the historical cost convention except that certain fixed assets are stated at revalued amounts and investment in listed securities and derivative financial instruments are stated at their fair values.

These financial statements are separate financial statements of the Company in which investments in subsidiaries are accounted for on the basis of direct equity interest rather than on the basis of reported results. Consolidated financial statements are prepared separately.

#### **2.5. Functional and presentation currency**

These financial statements are presented in Pakistan Rupees which is also the Company’s functional currency. All financial information presented in Pakistan Rupees has been rounded to the nearest rupee.

#### **2.6. Use of estimates and judgments**

The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgment about carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. Judgments made by management in the application of approved accounting standards that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in the respective policy note.

### **3. SIGNIFICANT ACCOUNTING POLICIES**

#### **3.1. Dividend and reserve appropriation**

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

#### **3.2. Staff retirement benefits**

##### ***Staff provident fund***

The Company operates a recognized provident fund as a defined contribution plan for employees who fulfill conditions laid down in the trust deed. Provision is made in the financial statements for the amount payable by the company to the fund in this regard. Contribution is made to the fund equally by the company and the employees at the rate of 10% of basic salary.

##### ***Compensated absences***

The Company provides for compensated absences for its employees on unavailed balance of leave in the period in which leave is earned.

#### **3.3. Taxation**

The Company takes into account the current income tax law and decisions taken by appellate authorities. Instances where the Company's view differs from the view taken by the income tax department at the assessment stage and where the Company considers that its view on items of material nature is in accordance with law, the amounts are shown as contingent liabilities

##### **3.3.1. Current**

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

##### **3.3.2. 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 tax. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent to which it is probable that taxable profits will be available against which the deductible temporary differences, unused tax loss, 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 the tax rates that have been enacted.

### **3.4. Property, plant and equipment , depreciation and capital work in progress**

#### **3.4.1. Owned**

Property, plant and equipment of the Company other than freehold land, building and plant & machinery are stated at cost less accumulated depreciation and impairment loss, if any. Building and plant & machinery are stated at revalued amount less accumulated depreciation and impairment loss, if any. Freehold land is stated at revalued amount. Revaluation is carried out every five years unless earlier revaluation is necessitated.

Depreciation is provided on a straight line basis and charged to profit and loss account to write off the depreciable amount of each asset over its estimated useful life at the rates specified in note 13. Depreciation on depreciable assets is commenced from the date asset is available for use up to the date when asset is retired.

The Company reviews the useful lives and residual value of property, plant and equipment on a regular basis. Any change in estimates in future years might effect the carrying amounts of the respective items of property, plant and equipment with a corresponding effect on the depreciation charge.

Maintenance and normal repair costs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalized and the assets so replaced, if any, are retired. Gains or losses on disposal of assets, if any, are included in the profit and loss account currently.

Pursuant to the requirements of section 235 of the Companies Ordinance, 1984 and in terms of SRO 45(I)/2003 dated 13 January 2003, revaluation surplus to the extent of excess depreciation on revalued assets during the current financial year is taken to retained earnings. This effect has been shown in note 7 to these financial statements.

#### **3.4.2. Capital work in progress**

Capital work in progress is stated at cost less identified impairment loss, if any, and includes the expenditures on material, labor and appropriate overheads directly attributable to the project. These costs are transferred to property, plant and equipment as and when assets are available for their intended use.

#### **3.4.3. Leased assets**

Leases in terms of which the Company assumes substantially all the risk and rewards of ownership are classified as finance leases. Assets acquired by way of finance lease are stated at amounts equal to the lower of their fair value and the present value of minimum lease payments at the inception of the lease less accumulated depreciation and impairment losses, if any. Outstanding obligations under the lease less finance charges allocated to future periods are shown as liability. Value of leased assets is depreciated on the useful life of the asset using the straight line method at the rate given in note 13. Depreciation on leased assets is charged to profit and loss account currently.

### **3.5. Impairment**

The carrying amounts of the Company's assets are analyzed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists the recoverable amount of assets is estimated in order to determine the extent of the impairment loss if any. Impairment losses are recognized as expense in the profit and loss account.

### **3.6. Investments**

#### **3.6.1. Investment in subsidiary**

Investments in subsidiaries are initially valued at cost. At subsequent reporting dates, the Company reviews the carrying amount of the investment to assess whether there is any indication that such investments have suffered an impairment loss. If any such indication exists, the recoverable amount is estimated in order to determine the extent of the impairment loss, if any.

#### **3.6.2. Investments available for sale**

These are initially recognized at cost and at subsequent reporting dates measured at fair values. Gains and losses from changes in fair value are taken to equity until disposal at which time these are recycled to profit and loss account.

#### **3.6.3. Investments held to maturity**

Investments with fixed maturity, where management has both the intent and ability to hold to maturity are classified as held to maturity and are stated at amortized costs using effective interest rate method less impairment losses, if so determined. The resultant change in values is reported directly in the profit and loss account.

#### **3.6.4. Investments at fair value through profit or loss**

All investments classified as investments at fair value through profit or losses are initially measured at cost being fair value of consideration given. At subsequent dates these investments are measured at fair value with any resulting gains or losses recognized directly in the profit and loss account. The fair value of such investments is determined on the basis of prevailing market prices. The Company recognizes the regular way purchase or sale of investments using settlement date accounting

### **3.7. Stores, spare parts and loose tools**

Stores, spare parts and loose tools are valued at lower of cost and net realizable value. Cost is determined on weighted average cost basis. Items in transit are valued at cost comprising invoice value plus other charges incurred thereon.

Spare parts of capital nature which can be used only in connection with an item of property, plant and equipment are classified as tangible fixed assets under the 'plant and machinery' category and are depreciated over a time period not exceeding the useful life of the related assets.

### 3.8. Stock in trade

Stocks are valued at the lower of average cost and net realizable value.

Cost is determined as follows:

Raw material	-	at moving average cost
Work in process	-	at weighted average cost of purchases and
Finished goods	-	applicable manufacturing expenses

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

### 3.9. Trade and other receivables

These are originated by the Company and are stated at cost less provisions for any uncollectible amount. An estimate is made for doubtful receivables when collection of the amount is no longer probable. Debts considered irrecoverable are written off.

### 3.10. Revenue recognition

Revenue from sales is recognized when significant risks and rewards of ownership are transferred to the buyer.

Return on bank deposits is recognized on a time proportion basis.

Dividend income relating to post acquisition profit is recognized when the right to receive is established.

Gains and losses on sale of investments are accounted for when the settlement (settlement date) for sale of security is made.

Unrealized gains/(losses) arising on revaluation of securities classified as 'held for trading' are included in profit and loss account in the period in which they arise. Gains/(losses) arising on the revaluation of the derivatives to the fair value are taken to profit and loss account.

### 3.11. Mark-up bearing borrowings

Mark-up bearing borrowings are recognized initially at cost, less attributable transaction costs. Subsequent to initial recognition, mark-up bearing borrowings are stated at original cost less subsequent repayments.

The Company accounts for lease obligations by recording the asset and corresponding liability there against determined on the basis of discounted value of total minimum lease payments. Financial charge is recognized in the profit and loss account using the effective mark-up rate method.

### 3.12. Borrowing costs

Markup, interest and other direct charges on borrowings are capitalized to the related qualifying

asset till substantially all the activities necessary to prepare the qualifying asset for its intended use are complete. All other markup, interest and related charges are charged to the profit and loss account as finance cost.

### **3.13. Trade and other payables**

Trade and other payables are stated at cost which is fair value of the consideration to be paid in future for goods and services received.

### **3.14. Provisions**

A provision is recognized in the balance sheet when the Company has a legal or constructive obligation as a result of past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

Estimates of the amount of provisions and liabilities recognized are based on current legal and constructive requirements, technology and price levels. Because actual outflows can differ from estimates due to changes in laws, regulations, public expectations, technology, prices and conditions, and can take place many years in the future, the carrying amounts of provisions and liabilities are regularly reviewed and adjusted to take account of such changes.

### **3.15. Financial instruments**

All the financial assets and financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instruments. The Company de-recognizes a financial assets or a portion of financial asset when, and only when, the Company loses control of the contractual right that comprise the financial asset or portion of financial asset. While a financial liability or part of financial liability is de-recognized from the balance sheet when, and only when, it is extinguished i.e., when the obligation specified in the contract is discharged, cancelled or expired.

Financial assets are long term investment, trade debts, advances deposits and other receivable, short term investments and cash and bank balances.

Financial liabilities are classified according to the substance of contractual agreements entered into, significant financial liabilities are liability under lease finance, creditors accrued and other liabilities, unclaimed dividend.

All the financial assets and liabilities are initially recognized at fair value. These are subsequently measured at fair value or amortized cost or cost as the case may be.

### **3.16. Derivative financial instruments**

The Company holds derivative financial instruments to hedge its interest rate risk exposures. Derivatives are recognized initially at fair value; attributable transaction costs are recognized in

profit or loss when incurred. Subsequent to initial recognition, derivative financial instrument that is not held for trading, and is not designated in a qualifying hedge relationship is measured at fair value, and all changes in its fair value are recognized immediately in profit or loss.

### **3.17. Cash flow hedges**

Changes in the fair value of the derivative hedging instrument designated as a cash flow hedge are recognised directly in equity to the extent that the hedge is effective. To the extent that the hedge is ineffective, changes in fair value are recognised in profit or loss.

If the hedging instrument no longer meets the criteria for hedge accounting, expires or is sold, terminated or exercised, then hedge accounting is discontinued prospectively. The cumulative gain or loss previously recognised in equity remains there until the forecast transaction occurs. In other cases the amount recognised in equity is transferred to profit or loss in the same period that the hedged item affects profit or loss.

### **3.18. Offsetting of financial assets and financial liabilities**

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

### **3.19. Cash and cash equivalents**

For the purpose of cash flow, cash and cash equivalents mainly comprise cash and bank balances, which are stated in the balance sheet at cost.

### **3.20. Foreign currency transactions**

Foreign currency transactions are translated in to Pak. Rupees using the exchange rates approximating those prevailing at the date of transaction. All monetary assets and liabilities in foreign currencies are translated into Pak. Rupees at the rates of exchange approximating those prevailing at the balance sheet date. Foreign exchange gains and losses on translation are included in income currently.

## **4. FINANCIAL RISK MANAGEMENT**

### **Overview**

The Company has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risk.

This note presents information about the Company's exposure to each of the above risks, the

Company's objectives, policies and processes for measuring and managing risk, and the Company's management of capital. Further quantitative disclosures are included throughout these consolidated financial statements.

The Board of Directors has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board has delegated the responsibility for developing and monitoring the Company's risk management policies to its Audit Committee. The committee reports regularly to the Board of Directors on its activities. The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Company's activities. The Company, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations. The Company Audit Committee oversees how management monitors compliance with the Company's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Company. The Company Audit Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

### **Credit risk**

Credit risk is the risk of financial loss to the Company if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Company's receivables from customers and investment securities.

### **Trade and other receivables**

The Company's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Company's customer base, including the default risk of the industry and country, in which customers operate, has less of an influence on credit risk. More than 60 percent of the Company's revenue is attributable to sales transactions through a single distributor based on demand. However, geographically there is no concentration of credit risk.

### **Investments**

The Company limits its exposure to credit risk by only investing in liquid securities and only with counterparties that have a good credit rating from PACRA and JCR-VIS. Given these high credit ratings, management does not expect any counterparty to fail to meet its obligations.

### **Liquidity risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation.

The Company uses activity-based costing to cost its products and services, which assists it in monitoring cash flow requirements and optimizing its cash return on investments. Typically the Company ensures that it has sufficient cash on demand to meet expected operational expenses for a period of at least 60 days, including the servicing of financial obligations; this excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters. In addition, the Company maintains the following lines of credit:

- a) Unavailed cash finance facility of Rs. 60 Million from Bank Al-falah Limited.
- b) Unavailed running finance facility of Rs. 85 Million from Habib Bank Limited.

### **Market risk**

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

### **Currency risk**

The Company is exposed to currency risk on outstanding import payments. These transactions are not covered through foreign exchange risk cover as exchange risk is not considered material.

### **Interest rate risk**

The interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates. Sensitivity to interest rate risk arises from mismatches of financial assets and liabilities that mature in a given period. The Company has long term Rupee based loans and running finance arrangement at variable rates. The local currency loans have variable rate pricing that is dependent on the State Bank of Pakistan's discount rate and the Karachi Inter Bank Offer Rate (KIBOR).

### **Other market price risk**

The primary goal of the Company's investment strategy is to maximize investment returns on surplus funds. The Company adopts a policy of ensuring minimize its price risk by investing in fixed rate investments like TDRs and COIs. Certain investments are designated at fair value through profit or loss because their performance is actively monitored and they are managed on a fair value basis. Equity price risk arises from investments at fair value through profit and loss.

### **Capital management**

The board of director's monitors return on equity on a regular basis. Return on equity is defined as percentage of earning before interest and tax to the total capital employed. Board of directors monitors the Company's performance along with the capital and debt costs. There were no changes to the Company's approach to the capital management during the year. The Company is not subject to externally imposed capital requirements.

	<b>2009</b> <b>(Rupees)</b>	<b>2008</b> <b>(Rupees)</b>
<b>5. SHARE CAPITAL</b>		
<b>Authorized share capital:</b>		
25,000,000 (2008: 25,000,000) ordinary shares of Rs. 10 each.	<u><b>250,000,000</b></u>	<u>250,000,000</u>
<b>Issued, subscribed and paid up capital:</b>		
1,441,952 (2008: 1,441,952) ordinary shares of Rs. 10 each fully paid in cash	<b>14,419,520</b>	14,419,520
119,600 (2008: 119,600) ordinary shares of Rs. 10 each issued in lieu of NWF Industries Limited and Sargodha Oil and Flour Mills Limited since merged	<b>1,196,000</b>	1,196,000
15,799,180 (2008: 12,905,725) ordinary shares of Rs. 10 each issued as fully paid bonus shares	<u><b>157,991,802</b></u>	<u>129,057,248</u>
	<u><b>173,607,322</b></u>	<u>144,672,768</u>
<b>6. CAPITAL RESERVE</b>		
This represents capital reserve arising on conversion of shares of NWF Industries Limited and Sargodha Oil & Floor Mills Limited, since merged.		
<b>7. SURPLUS ON REVALUATION OF FIXED ASSETS - net of tax</b>		
Surplus on revaluation of fixed assets as at 01 July.	<b>282,701,998</b>	290,352,569
Surplus transferred to unappropriated profit in respect of incremental depreciation charged during the year:		
- Net of deferred tax	<b>(4,536,887)</b>	(4,972,871)
- Related deferred tax liability	<b>(2,442,939)</b>	(2,677,700)
	<u><b>(6,979,826)</b></u>	<u>(7,650,571)</u>
Surplus on revaluation of fixed assets as at 30 June	<b>275,722,172</b>	282,701,998
Related deferred tax liability:		
- On Revaluation as at 01 July	<b>(30,690,585)</b>	(33,368,285)
- Transferred to profit and loss account		
Incremental depreciation charged during the year	<b>2,442,939</b>	2,677,700
	<u><b>(28,247,646)</b></u>	<u>(30,690,585)</u>
	<u><b>247,474,526</b></u>	<u>252,011,413</u>

This represents surplus arising on revaluation of free hold land, building and plant & machinery carried out in 1976, 1989, 2002 and 2006 respectively. This has been adjusted by surplus realized on disposal of revalued assets and incremental depreciation arising due to revaluation, net of deferred tax.

<b>8. LONG TERM FINANCING - SECURED</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
<b>from banking company</b>			
- Habib Bank Limited (HBL)	8.1	<b>156,062,500</b>	212,812,500
Less : Current portion shown under current liabilities		<u><b>(56,750,000)</b></u>	<u>(56,750,000)</u>
		<u><b>99,312,500</b></u>	<u>156,062,500</u>

**8.1** The Company has obtained a long term finance facility of Rs. 277 Million from Habib Bank Limited to finance its 80% owned subsidiary, BF Biosciences Limited, however the Company has availed the facility to the extent of Rs.227 Million only. This facility is repayable in sixteen equal quarterly instalments with a grace period of 1 year, commencing from 15th month after first draw down and carry mark-up at base rate (six months KIBOR) plus 1.5% per annum payable quarterly in arrear. The facility is secured by first pari passu charge by way of hypothecation over all present and future current and movable assets of the Company and equitable mortgage over immovable property to the extent of Rs. 370 Million.

## **9. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE**

### **Minimum lease payments due**

Not later than one year		<b>1,090,320</b>	2,698,560
Later than one year and not later than five years		<b>478,300</b>	1,570,454
Total future minimum lease payments		<b>1,568,620</b>	4,269,014
Less: Future financial costs		<b>(109,964)</b>	(412,556)
Present value of minimum lease payments	9.1	<b>1,458,656</b>	3,856,458
Less : Current maturity shown under current liabilities		<u><b>(983,653)</b></u>	<u>(2,399,815)</u>
		<u><b>475,003</b></u>	<u>1,456,643</u>
<b>9.1 Break-up of present value of minimum lease payments</b>			
Not later than one year		<b>983,653</b>	2,399,815
Later than one year and not later than five years		<b>475,003</b>	1,456,643
		<u><b>1,458,656</b></u>	<u>3,856,458</u>

This represent Finance Leases arrangement entered into with Bank Alfalah Limited for vehicles. Lease rentals are paid on monthly basis in advance and include finance charges. As per terms of agreement with Bank Alfalah Limited the floating interest rates are used under the terms of agreement, equivalent to a base rate of 3 months KIBOR plus 1.95% (2008: 3 months KIBOR plus 1.95% to 3%) with no floor and no cap, review on expiry of base rate term of 3 months.

## **10. DEFERRED LIABILITY FOR TAXATION**

The net balance of deferred tax is in respect of the following major temporary differences:

Accelerated depreciation	<b>26,246,318</b>	20,766,275
Derivative asset-interest rate SWAP	<b>(23,317)</b>	(415,674)
Obligations under finance lease	<b>(510,530)</b>	(1,349,760)
Surplus on revaluation of fixed assets	<b>28,247,646</b>	30,690,585
	<u><b>53,960,117</b></u>	<u>49,691,426</u>



**13 PROPERTY, PLANT & EQUIPMENT**

	Reassessed Value/Original Cost				Rate %	Depreciation				Net Book Value	
	As At	Additions	Transfers/ Adjustments	(Deletions)		As At	For the Year	On Deletions	Transfers/ Adjustments	As At	As At
	July 01, 2008					July 01, 2008				June 30, 2009	June 30, 2009
<b>OWNED:</b>											
Freehold land	266,131,000	2,000,000	-	-	-	-	-	-	-	-	268,131,000
Building on freehold land	83,140,833	9,165,940	12,885,258	-	5 - 10	11,022,704	6,632,279	-	-	17,654,983	87,537,048
Plant and machinery	158,571,535	6,389,289	107,685	-	10	31,999,964	16,031,482	-	-	48,031,446	117,037,063
Office equipments	7,673,355	15,695,309	15,694,136	-	10	3,969,866	2,355,312	-	11,005,940	17,331,118	21,931,682
Furniture and fittings	23,816,680	171,398	(6,906,278)	-	10	16,358,054	708,985	-	(11,005,940)	6,061,099	11,020,701
Computers	11,560,550	2,672,225	-	(213,650)	33.33	9,775,650	1,552,076	(213,650)	-	11,114,076	2,905,049
Vehicles	69,877,841	44,283,400	9,033,000	(10,838,940)	20	42,773,045	17,144,699	(6,851,025)	5,124,633	58,191,352	54,163,949
Capital work in progress	99,540,035	93,250,886	(21,780,801)	-		-	-	-	-	-	171,010,120
	<b>720,311,829</b>	<b>173,828,447</b>	<b>9,033,000</b>	<b>(11,052,590)</b>		<b>115,899,283</b>	<b>44,424,833</b>	<b>(7,064,675)</b>	<b>5,124,633</b>	<b>158,384,074</b>	<b>733,736,612</b>
<b>LEASED:</b>											
Vehicles	12,388,800	-	(9,033,000)	(390,000)	20	5,813,933	599,660	(201,500)	(5,124,633)	1,087,460	1,878,340
	12,388,800	-	(9,033,000)	(390,000)		5,813,933	599,660	(201,500)	(5,124,633)	1,087,460	1,878,340
<b>Total 2009</b>	<b>732,700,629</b>	<b>173,828,447</b>	<b>-</b>	<b>(11,442,590)</b>		<b>121,713,216</b>	<b>45,024,493</b>	<b>(7,266,175)</b>	<b>-</b>	<b>159,471,534</b>	<b>735,614,952</b>

Note: The Company has capitalized the land based on the allotment letters issued in the name of the Company.

### 13 PROPERTY, PLANT & EQUIPMENT

Note	Reassessed Value/Original Cost				Rate %	Depreciation				Net Book Value	
	As At July 01, 2007	Additions	Transfers/ Adjustments	(Deletions)		As At July 01, 2007	For the Year	On Deletions	Transfers/ Adjustments	As At Jun 30, 2008	As At Jun 30, 2008
<b>OWNED:</b>											
Freehold land	264,131,000	2,000,000	-	-	-	-	-	-	-	-	266,131,000
Building on freehold land	80,741,310	2,399,523	-	-	5 - 10	6,634,700	4,388,004	-	-	11,022,704	72,118,129
Leasehold improvements	550,330	-	-	(550,330)	10	157,030	-	(157,030)	-	-	-
Plant and machinery	146,665,280	11,906,255	-	-	10	15,944,573	16,055,391	-	-	31,999,964	126,571,571
Office equipments	4,724,034	2,949,321	-	-	10	3,597,391	372,475	-	-	3,969,866	3,703,489
Furniture and fittings	23,633,320	183,360	-	-	10	13,838,217	2,519,837	-	-	16,358,054	7,458,626
Computers	10,331,310	1,229,240	-	-	33.33	8,616,733	1,158,917	-	-	9,775,650	1,784,900
Vehicles	37,015,785	11,099,126	25,075,430	(3,312,500)	20	22,380,678	7,566,209	(2,219,100)	15,045,258	42,773,045	27,104,796
Capital work in progress	38,948,453	60,591,582	-	-		-	-	-	-	-	99,540,035
	606,740,822	92,358,407	25,075,430	(3,862,830)		71,169,322	32,060,833	(2,376,130)	15,045,258	115,899,283	604,412,546
<b>LEASED:</b>											
Vehicles	34,888,430	2,965,800	(25,075,430)	(390,000)	20	19,870,458	1,183,733	(195,000)	(15,045,258)	5,813,933	6,574,867
	34,888,430	2,965,800	(25,075,430)	(390,000)		19,870,458	1,183,733	(195,000)	(15,045,258)	5,813,933	6,574,867
<b>Total 2008</b>	<b>641,629,252</b>	<b>95,324,207</b>	<b>-</b>	<b>(4,252,830)</b>		<b>91,039,780</b>	<b>33,244,566</b>	<b>(2,571,130)</b>	<b>-</b>	<b>121,713,216</b>	<b>610,987,413</b>

Note: The Company has capitalized the land based on the allotment letters issued in the name of the Company.

**13.1** Land and building of the Company were first revalued on 31 March 1976, resulting in surplus of Rs. 13.661 million. The second revaluation was carried out on 30 June 1989 and resulted in a surplus of Rs. 40.067 million. The third revaluation was carried out on 30 June 2002 and resulted in a surplus of Rs. 30.433 million. The last revaluation that also included the plant and machinery was carried out on 30 June 2006 and resulted in a surplus of Rs. 240.593. These valuations were carried out by an independent valuer under the market value basis.

	<b>2009</b>	<b>2008</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>13.2</b> Capital Work-In-Progress		
Building and civil works	133,869,688	77,792,718
Plant & machinery	4,887,670	5,135,207
Consultancy services	5,993,269	2,905,220
Advances to contractors	26,259,493	13,706,890
	<u>171,010,120</u>	<u>99,540,035</u>

**13.3** As referred in Note 7 to these financial statements, land, building and plant & machinery of the Company are carried at revalued amount. Had there been no revaluation the related figures of revalued assets would have been as follows:

	<b>Cost</b>	<b>Accumulated Depreciation</b>	<b>Written Down Value</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
Freehold land	69,209,876	-	69,209,876
Buildings	41,221,990	25,409,228	15,812,762
Plant & Machinery	156,044,260	101,443,730	54,600,530
	<b>2009</b>	<b>2009</b>	<b>2009</b>
	<u>266,476,126</u>	<u>126,852,958</u>	<u>139,623,168</u>
	2008	2008	2008
	266,476,126	116,503,886	149,972,240

		<b>2009</b>	<b>2008</b>
	<b>Note</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>13.4</b> Depreciation is allocated as under:			
Cost of sales	25	26,760,859	22,828,950
Administrative expenses	27	6,882,541	5,477,028
Selling and distribution cost	28	11,381,093	4,938,588
		<u>45,024,493</u>	<u>33,244,566</u>

<b>14 LONG TERM INVESTMENTS</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
<b>Related Parties - At cost</b>			
Farmacia (Partnership firm, unlisted subsidiary)	14.1	<b>62,773,144</b>	51,392,911
BF Biosciences Limited (unlisted subsidiary)	14.2	<b>151,999,960</b>	151,999,960
<b>Others available for sale - unlisted</b>	14.3	<b>33,085</b>	33,085
		<u><b>214,806,189</b></u>	<u>203,425,956</u>
<b>14.1 Farmacia (Partnership firm, unlisted subsidiary)</b>			
Opening Balance		<b>51,392,911</b>	37,573,914
Company's share in profit of subsidiary	14.1.1	<b>11,380,233</b>	13,818,997
		<u><b>62,773,144</b></u>	<u>51,392,911</u>

**14.1.1** This represent Company's 98% share in "Farmacia", a subsidiary partnership duly registered under the Partnership Act, 1932 and engaged in operating retail pharmaceuticals. Share of profit for the year not withdrawn is treated as reinvestment in capital account of partnership.

**14.2** BF Biosciences Limited (Unlisted Subsidiary)  
 This represents investment made in 15,199,996 ordinary shares of Rs. 10 each, in BF Biosciences Limited.

BF Biosciences Limited was set up for establishing a Biotech Pharmaceutical Plant to manufacture mainly Cancer and Hepatitis related medicines. The Company holds 80% of equity of the subsidiary and the remaining 20% is held by Laboratories Bagó S.A., Argentina. The Company has commenced its commercial operations effective July 2009.

#### **14.3 Others Available for sale - unlisted**

<b>Number of shares</b>		<b>Name of Companies</b>	<b>2009 (Rupee)</b>	<b>2008 (Rupee)</b>
<b>2009</b>	2008			
<b>218</b>	218	National General Insurance Company Limited Ordinary shares of Rs. 10 each Equity held 0.01%	<b>2,985</b>	2,985
<b>301</b>	301	Mercantile Co-operative Finance Corporation Limited 'A' class shares of Rs. 100 each The entity is under liquidation	<b>30,100</b>	30,100
			<u><b>33,085</b></u>	<u>33,085</u>

	Note	2009 (Rupees)	2008 (Rupees)
<b>15. LONG TERM LOAN</b>			
<b>Related party - considered good</b>			
BF Biosciences Limited	15.1	198,625,000	212,812,500
Less : Amount due within twelve months, shown under current assets		(99,312,500)	(56,750,000)
		<u>99,312,500</u>	<u>156,062,000</u>

**15.1** This represents the outstanding amount of loan given by the Company to its subsidiary, BF Biosciences Limited as stated in note 8.1 to these financial statements. This facility was provided by the Company under the authority of a special resolution passed by the Shareholders in the Extraordinary General Meeting held in April 2006, in accordance with the provisions of Section 208 of the Companies Ordinance, 1984. The long term loan is recoverable in sixteen equal quarterly instalments with a grace period of one year, commencing from 15th month after first draw down and carry mark-up at base rate (six months KIBOR) plus 1.5% per annum payable quarterly in arrear.

The maximum amount of long term loan at the end of any month during the year was Rs. 212.8 million.

	Note	2009 (Rupees)	2008 (Rupees)
<b>16. DERIVATIVE ASSET-INTEREST RATE SWAP</b>			
Interest rate swap	16.1	66,621	1,187,639
Less: Current portion shown under current assets - other receivables		(35,478)	(364,948)
		<u>31,143</u>	<u>822,691</u>

**16.1** This represents fair value, as confirmed by Standard Chartered Bank Limited (the Bank), of variable Interest rate swap agreement with the Bank to hedge the interest rate exposure on loan obtained from HBL amounting to Rs 227 million at notional amount of Rs 275 million. As per the terms of the agreement the Company will pay fix interest rate @12.8 % p.a to the bank and will receive 3 month PKR KIBOR, and is recognized as asset in accordance with the provisions of IAS-39 'Financial Instruments: Recognition and Measurement.

	2009 (Rupees)	2008 (Rupees)
<b>17. STORES, SPARE PARTS AND LOOSE TOOLS</b>		
Stores	3,096,802	3,320,674
Spare parts	422,735	456,950
Loose tools	109,308	313,676
	<u>3,628,845</u>	<u>4,091,300</u>

	Note	2009 (Rupees)	2008 (Rupees)
<b>18. STOCK IN TRADE</b>			
Raw material		134,222,613	86,298,725
Work in process		7,791,792	5,206,081
Finished goods	18.1	<u>123,514,890</u>	<u>87,060,584</u>
		265,529,295	178,565,390
Stock in transit		<u>7,459,054</u>	<u>2,222,394</u>
		<u><u>272,988,349</u></u>	<u><u>180,787,784</u></u>
<b>18.1</b> These include finished goods amounting to Rs.2,188,118 (2008: 1,988,243) which are carried at net realizable value.			
<b>19. LOANS AND ADVANCES - Considered good</b>			
Advances to employees	19.1	3,251,567	4,482,014
Advances to suppliers		4,051,710	-
Others		<u>64,711</u>	<u>78,046</u>
		<u><u>7,367,988</u></u>	<u><u>4,560,060</u></u>
<b>19.1</b> There is no interest free advance against salary to executives on June 30, 2009 (2008: Rs. 666,085).			
<b>20. DEPOSITS AND PREPAYMENTS</b>			
<b>Deposits:</b>			
Earnest money		4,437,186	952,081
Lease key money		296,580	827,380
Margin deposits		2,384,212	3,817,170
<b>Prepayments</b>		<u>175,834</u>	<u>213,325</u>
		<u><u>7,293,812</u></u>	<u><u>5,809,956</u></u>
<b>21. OTHER RECEIVABLES</b>			
Due from Subsidiaries:			
BF Biosciences Ltd.		-	3,000
Farmacia		112,735	-
Current portion of interest rate swap		35,478	364,948
Others		<u>1,733,513</u>	<u>1,162,336</u>
		<u><u>1,881,726</u></u>	<u><u>1,530,284</u></u>
<b>22. OTHER FINANCIAL ASSETS</b>			
Investments at fair value through profit and loss - listed securities	22.1	<u>35,069,367</u>	194,474,564
		<u><u>35,069,367</u></u>	<u><u>194,474,564</u></u>

## 22.1 Investments at fair value through profit or loss - Listed securities

Number of shares		Name of Companies	2009 (Rupees)		2008 (Rupees)	
2009	2008		Carrying value	Fair value	Carrying value	Fair value
25,000	25,000	Pakistan National Shipping Corporation Ordinary shares of Rs. 10 each	1,788,750	1,154,000	2,530,057	1,788,750
118,800	108,000	Pakistan Petroleum Ltd Ordinary shares of Rs. 10 each	26,566,920	22,517,352	28,567,884	26,566,920
155,755	92,300	Bank Alfalah Ltd Ordinary shares of Rs. 10 each	1,643,869	1,643,215	4,672,262	3,789,838
50,000	-	Pakistan Telecommunication Co.Ltd. Ordinary shares of Rs. 10 each	727,943	862,000	-	-
290,000	-	PICIC-Growth Fund Ordinary shares of Rs. 10 each	2,852,317	2,436,000	-	-
20,000	-	Pakistan Oilfields.Ltd. Ordinary shares of Rs. 10 each	3,235,471	2,918,000	-	-
45,000	-	Oil & Gas Development Company Ltd. Ordinary Shares of Rs.10 each	3,505,442	3,538,800	-	-
-	431,757	Arif Habib Investments Ltd. PIF Units of Rs. 50 each	-	-	20,000,000	22,218,232
-	502,899	JS Investments Ltd. JS-IF Units of Rs. 100 each	-	-	50,000,000	52,337,682
-	5,770,222	NAFA Cash Funds NAFA-CF Units of Rs. 10 each	-	-	60,000,000	62,185,107
-	247,930	UBL Fund Managers Ltd. UGIF Units of Rs. 10 each	-	-	25,000,000	25,588,035
			<b>40,320,712</b>	<b>35,069,367</b>	190,770,203	194,474,564
Unrealized (loss)/gain on account of re-measurement to fair value			(5,251,345)	-	3,704,361	-
			<b>35,069,367</b>	<b>35,069,367</b>	194,474,564	194,474,564

## 23. CASH AND BANK BALANCES

	Note	2009 (Rupees)	2008 (Rupees)
Cash in hand		848,965	521,425
Cash at banks - Current accounts		739,527	1,115,202
- Deposit accounts	23.1	20,694,515	34,170,834
		<b>22,283,007</b>	<b>35,807,461</b>

**23.1** These carry interest rate of 5-10.5% per annum (2008: 8% per annum)

**23.2** The Company has unavailed cash finance facility of Rs. 60 Million (2008: Rs. 60 Million) from Bank Alfalah Limited. The facility is secured by first pari passu charge by way of hypothecation over all present and future current and movable assets of the Company and equitable mortgage over immovable property to the extent of Rs. 204 Million. This facility carries mark up at the rate of three months KIBOR + 2.25% per annum.

**23.3** The Company has unavailed running finance facility of Rs. 85 Million (2008: 50 Million) from Habib Bank Limited. The facility is secured by first charge on all present and future moveable assets of the Company, with a 25% margin, and by a first equitable mortgage charge over land and building of Company's Nowshehra plant, ranking pari passu with the existing first charge holders to the extent of Rs. 370 Million. This facility carries mark up at the rate of three months KIBOR + 1.50% per annum.

	2009	2008
	(Rupees)	(Rupees)
<b>24. NET SALES</b>		
Gross sales	1,199,297,940	1,045,219,680
Less: Discount	<u>(113,904,362)</u>	<u>(112,921,686)</u>
	<u><b>1,085,393,578</b></u>	<u><b>932,297,994</b></u>
<b>25. COST OF SALES</b>		
Work in process:		
Opening	5,206,081	2,897,691
Closing	<u>(7,791,792)</u>	<u>(5,206,081)</u>
	<u>(2,585,711)</u>	<u>(2,308,390)</u>
Raw materials consumed	25.1 437,159,520	342,835,659
Salaries & wages	27.1 46,050,772	41,551,697
Fuel and power	6,840,309	6,335,399
Repair and maintenance	2,871,215	3,599,261
Stores and spares consumed	5,840,356	3,829,651
Packing charges	5,582,784	4,697,415
Excise duty	16,694	25,915
Postage and telephone	868,945	865,132
Insurance	1,902,739	1,543,545
Travelling and conveyance	747,482	962,121
Transport	1,498,706	1,465,440
Laboratory and other expenses	4,081,916	2,132,168
Depreciation	<u>26,760,859</u>	<u>22,828,950</u>
Cost of goods manufactured	<u><b>537,636,586</b></u>	<u><b>430,363,963</b></u>
Finished stock:		
Opening	87,060,584	48,256,053
Closing	<u>(123,514,890)</u>	<u>(87,060,584)</u>
	<u>(36,454,306)</u>	<u>(38,804,531)</u>
	<u><b>501,182,280</b></u>	<u><b>391,559,432</b></u>
<b>25.1 Raw materials consumed</b>		
Opening stock	86,298,725	68,389,436
Add: Purchases	<u>485,083,408</u>	<u>360,744,948</u>
	<u>571,382,133</u>	<u>429,134,384</u>
Less: Closing stock	<u>(134,222,613)</u>	<u>(86,298,725)</u>
	<u><b>437,159,520</b></u>	<u><b>342,835,659</b></u>
<b>26. OTHER OPERATING INCOME</b>		
<i>From financial assets</i>		
Dividend income	2,594,500	424,625
Profit on Term Deposit Receipts	1,787,671	9,086,473
Capital gain on sale of shares	2,202,955	2,388,478
Capital gain realized on investments in mutual funds	5,556,102	-
Profit on deposits with banks	1,895,634	3,330,379
Gain on re-measurement of short term investments	-	3,704,361
Exchange Gain	443,330	-
Commission	3,692,710	-
Gain on fair value adjustment of interest rate SWAP	-	1,187,639
Mark up on Long Term Loan to Subsidiary	<u>2,845,367</u>	<u>-</u>
	<u><b>21,018,269</b></u>	<u><b>20,121,955</b></u>
<i>From non financial assets</i>		
Gain on disposal of property, plant and equipment	26.1 2,935,807	687,675
	<u><b>23,954,076</b></u>	<u><b>20,809,630</b></u>

## 26.1 Gain on disposal of property, plant and equipment

	Particulars	Cost	Net Book value	Sale proceeds	Gain	Mode of disposal
<b><u>OWNED VEHICLES</u></b>						
						<b>As per company's policy</b>
1	YAMAHA 100 S 1607	77,550	-	18,000	18,000	Mehr Tariq - Ex-Staff Member
2	HONDA 125 LRR 2178	73,700	-	33,500	33,500	Syed Sohail Akhtar - Ex-Staff Member
3	HONDA 125 F 1369	73,700	-	33,500	33,500	Muhamad Ishfaq - Ex-Staff Member
4	SUZUKI MEHRAN VXR CNG BAH 036	380,000	63,333	200,000	136,667	Mamoon Ghauri - Ex-Staff Member
5	SUZUKI MEHRAN CNG MLF 7565	375,000	62,500	200,000	137,500	Rana Ifukhar Ahmed - Ex-Staff Member
6	HONDA CD 70 RL 778	56,240	12,185	54,000	41,815	Muhammad Azam - Ex-Staff Member
7	HONDA CD 70 RLA 782	56,240	9,373	54,000	44,627	M Khalid Askari - Ex-Staff Member
8	HONDA CD 70 RLA 275	56,240	12,185	19,710	7,525	Khalid Masood Bhatti - Ex-Staff Member
9	HONDA CD 70 RLA 219	56,240	11,248	25,000	13,752	Zubair Tariq Rathore - Ex-Staff Member
10	HONDA CD 70 RLA 301	56,240	12,185	54,000	41,815	Shakeel Shehzad - Ex-Staff Member
11	HONDA CD 70 RLA 257	56,240	9,373	54,000	44,627	Mian Amjad Faheem - Ex-Staff Member
12	SUZUKI LIANA KU 790	803,500	374,967	462,013	87,046	Shahid Mehmood - Ex-Staff Member
13	SUZUKI LIANA-KU 792	803,500	401,750	492,813	91,063	Abdul Rauf - Ex-Staff Member
14	HONDA CD 70-RIK 4449	54,000	27,900	40,000	12,100	M. Kamran Mirza - Ex-Staff Member
15	HONDA CD 70-RIK 4451	54,000	28,800	32,400	3,600	Liaqat Ali Qamar - Ex-Staff Member
16	SUZUKI BALENO JXR KE 162	749,000	237,183	315,828	78,645	M. Mehdi Raza - Ex-Staff Member
17	FIAT RIY 6483	620,000	-	120,000	120,000	Muhammad Sultan - Staff Member
18	HONDA 125 SLM 1070	73,700	-	33,500	33,500	Shahid Saleem - Staff Member
19	HONDA 125 RIZ 7395	71,500	1,192	42,250	41,058	Imtiaz Qureshi - Staff Member
20	SUZUKI CULTUS FSA 3307	555,000	64,750	281,750	217,000	Rana Javed Iqbal - Staff Member
21	SUZUKI MEHRAN IDM 9473	374,000	24,933	187,250	162,317	Waseem Shahzad - Staff Member
22	HONDA CD 70 RLA 244	56,240	12,185	54,000	41,815	Imran Qayyum - Staff Member
23	HONDA CD 70 RLA 269	56,240	12,185	54,000	41,815	Sarfraz A.Khan - Staff Member
24	HONDA CD 70 RLB 5524	56,240	12,185	24,772	12,587	Atiq ur Rehman - Staff Member
25	HONDA CD 70 RLA 294	56,240	12,185	35,000	22,815	Aftab Ahmed - Staff Member
26	HONDA CD 70 RLA 231	56,240	12,185	27,000	14,815	Raja M.Saleem - Staff Member
27	HONDA 125 RL 897	73,410	15,905	44,000	28,095	Syed Waqar Latif - Staff Member
28	DAIHATSU CUORE GAP 705	399,000	19,950	200,000	180,050	Muhammad Afzal - Staff Member
29	SUZUKI MEHRAN CNG HV 237	375,000	31,250	200,000	168,750	Shahid Ali Hanif - Staff Member
30	SUZUKI MEHRAN VXR CNG-MLF-8780	380,000	19,000	240,000	221,000	Ashiq Mehmood - Staff Member
						<b>By Auction</b>
31	HONDA CITY VARIO HG 601	843,500	112,467	500,000	387,533	By Auction
						<b>By Insurance Claim from</b>
32	SUZUKI BALENO JXR CNG LWB 2286	849,000	396,200	550,000	153,800	EFU Insurance Company
33	HONDA CD 70 RIK 4441	54,000	36,000	54,468	18,468	EFU Insurance Company
34	HONDA CD 70 RIK 4443	54,000	36,000	54,468	18,468	EFU Insurance Company
35	HONDA CIVIC RIA 2767	1,524,000	1,473,200	1,500,000	26,800	EFU Insurance Company
36	HONDA CD 70 RLA 274	56,240	6,561	40,000	33,439	EFU Insurance Company
37	SUZUKI MEHRAN VXR CNG ARL - 251	474,000	426,600	474,000	47,400	EFU Insurance Company
						<b>As per company's policy</b>
38	SUZUKI MEHRAN VXR CNG HJ 878	390,000	188,500	280,000	91,500	Sajid Latif - Ex-Staff Member
<b><u>COMPUTERS</u></b>						
39	HP Compaq	71,650	-	7,000	7,000	Mehdi Raza Jafery - Ex-Staff Member
40	IBM Laptops	71,000	-	10,000	10,000	Shahid Mahmood - Ex-Staff Member
41	IBM Laptops	71,000	-	10,000	10,000	Abdul Azeem - Ex-Staff Member
	<b>2009 Rupees</b>	<b>11,442,590</b>	<b>4,176,415</b>	<b>7,112,222</b>	<b>2,935,807</b>	
	<b>2008 Rupees</b>	<b>4,252,830</b>	<b>1,681,700</b>	<b>2,369,375</b>	<b>687,675</b>	

<b>27. ADMINISTRATIVE EXPENSES</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
Salaries, wages and benefits	27.1	48,449,236	33,378,173
Directors fees and expenses		1,212,940	1,279,680
Rent, rates and taxes		959,506	584,200
Postage and telephone		1,584,875	1,123,453
Printing and Stationary		1,230,879	766,235
Travelling and conveyance		2,829,404	2,097,622
Transport		3,343,006	2,521,153
Legal and professional charges		629,500	419,000
Fuel and power		2,818,818	4,337,809
Auditors' remuneration	27.2	453,700	348,000
Repairs and maintenance		2,521,785	1,209,415
Subscriptions		756,726	916,603
Donation	27.3	2,160,000	800,000
Insurance		710,555	831,589
Depreciation		6,882,541	5,477,028
Other administrative expenses		4,452,133	4,629,316
		<u>80,995,604</u>	<u>60,719,276</u>

**27.1** Salaries, wages and benefits include Rs.6.646 million (2008: Rs. 4.365 million) charged on account of defined contribution plan.

**27.2** Auditors' remuneration

Fee for annual audit	225,000	165,000
Fee for audit of consolidated accounts	50,000	35,000
Review of half yearly accounts	75,000	50,000
Other certifications	87,000	62,000
Out of pocket expenses	16,700	36,000
	<u>453,700</u>	<u>348,000</u>

**27.3** Donation include Rs. 400,000 donated to Aziz Jehan Begum Trust for the Blind situated at 74 PECO Road, Lahore. One of Company's Director i.e. Mr. Khalil Mian, the nominee Director of NIT, is the Chairman of this Trust.

<b>28. SELLING AND DISTRIBUTION COST</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
Salaries and allowances	27.1	85,441,786	75,147,119
Travelling and conveyance		55,245,825	43,022,493
Transport		3,408,373	1,935,994
Rent, rates and taxes		2,537,346	1,864,670
Advertisement and publicity		74,251,674	57,494,605
Freight & forwarding		7,806,283	4,721,048
Printing and Stationary		1,063,922	710,088
Postage and telephone		3,235,755	2,033,020
Electricity and gas		255,734	209,631
Subscriptions and fees		6,473,661	3,026,498
Insurance		3,503,752	3,164,241
Repairs		481,824	197,403
Legal and professional charges		613,400	29,000
Entertainment		493,704	201,949
Training		4,100,901	-
Depreciation		11,381,093	4,938,588
Other selling expenses		890,906	728,313
		<u>261,185,939</u>	<u>199,424,660</u>

<b>29. FINANCE COST</b>		<b>2009</b>	<b>2008</b>
Finance charge on leased assets		315,287	512,950
Mark-up on bank financing		1,161,321	35,922
Bank charges		684,760	257,602
Interest on Workers' (Profit) Participation Fund		326,930	680,754
Transfer of fair value swap to subsidiary previously recognised in income		1,187,639	-
Mark-up on long term loan		30,694,608	26,346,916
Less: Mark-up passed on to subsidiary		(30,694,608)	(26,346,916)
	29.1	<u>-</u>	<u>-</u>
		<u>3,675,937</u>	<u>1,487,228</u>

**29.1** This represents the mark-up on long term finance facility as referred in note 15, and in accordance with the provision of Section 208 of The Companies Ordinance, 1984 the entire mark-up related to this facility is passed on to the subsidiary company, therefore being offset.

<b>30. OTHER CHARGES</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
Loss on fair value measurement of other financial assets		5,251,345	-
Workers' (Profit) Participation Fund		11,917,691	13,955,370
Workers' Welfare Fund	30.1	8,251,341	4,191,800
Central Research Fund		2,543,939	2,926,622
		<u>27,964,316</u>	<u>21,073,792</u>

**30.1** This includes a prior year error adjustment of Rs.4.8 Million

### 31. TAXATION

	<b>2009</b> <b>(Rupees)</b>	<b>2008</b> <b>(Rupees)</b>
Current year	58,697,667	74,249,466
Deferred	4,268,691	1,388,938
	<u>62,966,358</u>	<u>75,638,404</u>

#### 31.1 Relationship between tax expense and tax on accounting profit

Profit before taxation	245,723,811	292,662,232
Tax rate	35%	35%
Tax on accounting profit	86,003,334	102,431,781
Tax effect of expenses that are admissible in determining taxable profit	3,672,980	1,978,717
Tax effect of lower tax rates on certain income	<u>(26,709,956)</u>	<u>(28,772,094)</u>
Tax expense for the current year	<u>62,966,358</u>	<u>75,638,404</u>
Average rate of tax	<u>26%</u>	<u>26%</u>

**31.2** Tax assessments of the Company have been finalized up to and including the assessment year 2002-2003 (income year ended 30 June 2003). Returns for tax years 2004 to 2008 were filed and accepted under universal self assessment scheme. However the tax year 2008 is under tax audit against which amendment in assessment order is awaited, if any.

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

	<u>2009</u>			<u>2008</u>		
	(Rupees)			(Rupees)		
	Director	Chief Executive	Executives	Director	Chief Executive	Executives
Managerial remuneration	6,650,000	7,000,000	35,771,902	7,125,000	5,850,000	26,465,735
Utilities	-	253,763	-	-	258,219	-
Provident fund	367,740	413,796	1,717,316	367,741	322,764	1,044,516
	<u>7,017,740</u>	<u>7,667,559</u>	<u>37,489,218</u>	<u>7,492,741</u>	<u>6,430,983</u>	<u>27,510,251</u>
Numbers	1	1	21	1	1	12

In addition, the Chief Executive, a working director and certain executives of the company are allowed free use of Company vehicles.

The members of the Board of Directors were paid Rs. 3,800 (2008: Rs. 3,900) as meeting fee and Rs. 1,209,140 (2008: Rs. 1,275,780) as meeting expenses for attending the Board of Directors meetings.

### 33. FINANCIAL RISK MANAGEMENT

#### 33.1 Credit risk

The Company's credit risk exposures are categorised under the following headings:

##### Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Note	2009 (Rupees)	2008 (Rupees)
Long term investment-available for sale	14	33,085	33,085
Long term loans	15	198,625,000	212,812,500
Derivative asset - Interest rate swap	16	66,621	1,187,639
Trade debts		49,545,707	24,454,201
Deposits		5,406,556	1,742,951
Loan and advances	19	3,316,278	4,560,060
Other receivables	21	1,881,726	1,530,284
Other financial assets	22	35,069,367	194,474,564
Bank balances	23	21,434,042	35,286,036
		<u>315,378,382</u>	<u>476,081,320</u>

Geographically there is no concentration of credit risk.

The maximum exposure to credit risk for loans and receivables at the reporting date by type of parties was:

Institutional customers	33,549,598	20,747,139
Retail customers	4,968,508	3,458,753
Distributors	11,027,601	248,309
Others	5,198,004	6,090,344
	<u>54,743,711</u>	<u>30,544,545</u>

The aging of loans and receivables at the reporting date was:

Not past due	-	-
Past due 0-30 days	24,576,161	9,714,431
Past due 31- 120 days	16,437,466	6,437,644
Past due 121-365 days	7,807,008	8,971,174
More than one year	5,923,076	5,421,296
	<u>54,743,711</u>	<u>30,544,545</u>

Based on historic record the Company believes that no impairment allowance is necessary in respect of loans and receivables not past due more than one year.

### 33.2 Liquidity risk

The following are the contractual maturities of financial liabilities, including estimated interest payments.

	2009 (Rupees)						
	Carrying amount	Contractual cash flows	6 months or less	6-12 months	1-2 years	2-5 years	More than 5 years
Secured bank loan	156,062,500	(206,430,263)	(44,428,837)	(41,311,667)	(73,539,255)	(47,150,504)	-
Finance lease liabilities	1,458,656	(1,568,620)	(545,160)	(545,160)	(478,300)	-	-
Trade creditors	42,565,793	(42,565,793)	(42,524,879)	(40,914)	-	-	-
	<u>200,086,949</u>	<u>(250,564,676)</u>	<u>(87,498,876)</u>	<u>(41,897,741)</u>	<u>(74,017,555)</u>	<u>(47,150,504)</u>	<u>-</u>

	2008 (Rupees)						
	Carrying amount	Contractual cash flows	6 months or less	6-12 months	1-2 years	2-5 years	More than 5 years
Secured bank loan	212,812,500	(304,372,017)	(50,546,175)	(47,395,579)	(85,740,504)	(120,689,759)	-
Finance lease liabilities	3,856,458	(4,269,014)	(1,512,291)	(670,347)	(2,086,376)	-	-
Trade creditors	35,324,151	(35,324,151)	(35,315,334)	(8,817)	-	-	-
	<u>251,993,109</u>	<u>(343,965,182)</u>	<u>(87,373,800)</u>	<u>(48,074,743)</u>	<u>(87,826,880)</u>	<u>(120,689,759)</u>	<u>-</u>

### 33.3 Interest rate risk

#### Profile

At the reporting date the interest rate profile of the Company's interest-bearing financial instruments were:

	2009 %	2008 %	2009 (Rupees)	2008 (Rupees)
<b>Variable rate instruments</b>				
Financial assets	<b>11.87 to 16.11</b>	11.50 to 11.87	<b>198,691,621</b>	214,000,139
Financial liabilities	<b>11.87 to 17.45</b>	11.50 to 16.74	<b>(157,521,156)</b>	(216,668,958)
			<u><b>41,170,465</b></u>	<u>(2,668,819)</u>

#### Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, and the Company does not designate derivatives (interest rate swaps) as hedging instruments under a fair value hedge accounting model. Therefore a change in interest rates at the reporting date would not affect profit or loss.

#### Cash flow sensitivity analysis for variable rate instruments

An increase of 100 basis points in interest rates at the reporting date would have increased/ (decreased) profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis as for the previous year.

	Profit and loss	
	2009 (Rupees)	2008 (Rupees)
Variable rate instruments	<b>411,038</b>	(38,565)

A 100 basis points decrease in interest rates at the reporting date would have had an equal but opposite effect on the equity and profit and loss to the amounts shown above, on the basis that all other variables remain constant. The Company uses derivative financial instruments to hedge its exposure to risk of variability in interest rate on its long term loans.

### 33.4 Exposure to currency risk

The Company's exposure to foreign currency risk at the reporting date was as follows:

	<b>June 30, 2009</b>	
	<b>Rupees</b>	<b>US Dollars</b>
Cash and cash equivalents	<b>1,476,321</b>	<b>18,150</b>
Trade and other payables	<b>(28,506,904)</b>	<b>(350,466)</b>
Gross balance sheet exposure	<b>(27,030,583)</b>	<b>(332,316)</b>
Estimated forecast sale for next year	<b>50,000,000</b>	<b>614,704</b>
Net exposure	<b>22,969,417</b>	<b>282,388</b>

	<b>June 30, 2008</b>	
	<b>Rupees</b>	<b>US Dollars</b>
Trade and other payables	(26,081,999)	(382,434)
Gross balance sheet exposure	(26,081,999)	(382,434)
Estimated forecast sale for next year	5,115,000	75,000
Net exposure	(20,966,999)	(307,434)

The following significant exchange rates were applied during the year:

	<b>Balance sheet date rate</b>		<b>Average rate</b>	
	<b>June 30, 2009</b>	June 30, 2008	<b>2009</b>	2008
US Dollars	<b>81</b>	68	<b>79</b>	63

### Sensitivity analysis

A ten percent strengthening of the Pakistani Rupee against the following currencies at the reporting date would have (decreased)/increased profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest rates, remain constant. The analysis is performed on the same basis as for the previous year.

	<b>2009</b>	<b>2008</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>
Profit and loss	<b>(2,296,942)</b>	2,096,700

A ten percent weakening of the Pakistani Rupee against the above currencies at the reporting date would have had the equal but opposite effect on the above currencies to the amounts shown above, on the basis that all other variables remain constant.

### 33.5 Other market price risk

The primary goal of the Company's investment strategy is to maximise investment returns on surplus funds. The Company adopts a policy of ensuring minimize its price risk by investing in fixed rate investments like TDRs and income funds of Mutual funds. Certain investments are designated at fair value through profit or loss because their performance is actively monitored and they are managed on a fair value basis. Equity price risk arises from investments at fair value through profit and loss.

### Sensitivity analysis of price risk

A change of 5% in the value of investments at fair value through profit and loss would have increased or decreased profit or loss by Rs. 1.75 million (2008: Rs. 9.72 million) on the basis that all other variables remain constant.

### 33.6 Fair value of financial assets and liabilities

The estimated fair value of financial instruments is not significantly different from their book value as shown in these financial statements.

## 34. TRANSACTIONS WITH RELATED PARTIES

The Company's related parties include associated companies, entities over which directors are able to exercise influence, subsidiaries, staff retirement fund, directors and key management personnel. Balances with the related parties are shown else where in the accounts. Transactions with related parties, other than remuneration and benefits to key management personnel under the terms of their employment which are disclosed in note 32, are as follows:

	<b>2009</b> <b>(Rupees)</b>	<b>2008</b> <b>(Rupees)</b>
<b>Farmacia-98% owned subsidiary partnership firm:</b>		
Sale of medicines	<b>48,476,236</b>	39,414,189
Share of profit reinvested	<b>11,380,233</b>	13,818,997
<b>BF Biosciences Limited-80% owned subsidiary:</b>		
Equity investment made	-	40,000,000
Long term loan disbursed to subsidiary	-	134,500,000
Repayment of loan	<b>14,500,000</b>	14,500,000
Interest accrued on long term loan	<b>15,993,558</b>	1,273,496
Other expenses directly paid by the Company	<b>1,377,935</b>	-
<b>Other related parties:</b>		
Contribution to employees provident fund	<b>6,646,335</b>	4,364,763
<b>Key management personnel</b>		
Managerial remuneration	<b>37,626,000</b>	31,050,000
Utilities	<b>253,763</b>	258,219
Provident fund	<b>1,881,871</b>	1,398,805
Numbers	11	8

## 35. EARNINGS PER SHARE - BASIC & DILUTED

There is no dilutive effect on the basic earnings per share of the Company.

	<b>2009</b> <b>(Rupees)</b>	<b>2008</b> <b>(Rupees)</b>
Net profit for the year (Rupees)	<u><b>182,757,453</b></u>	<u>217,023,829</u>
Average number of shares	<u><b>17,360,732</b></u>	<u>17,360,732</u>
Earnings per share (Rupees)	<u><b>10.53</b></u>	<u>12.50</u>

For the purpose of computing earnings per share the number of shares for the previous year have been adjusted for the effect of bonus shares issued during the year.

## 36. CAPACITY AND PRODUCTION

Capacity of the pharmaceutical unit cannot be determined as the unit is used for manufacturing

different products in varying quantities and packing.

### 37. COMPARATIVE FIGURES & NON ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE

37.1 Following figures have been rearranged/reclassified, for better presentation

<u>Nature</u>	<u>Amount</u>	<u>Note</u>	<u>Previously classified under</u>	<u>Reclassified under</u>
Security expense	825,335	25	Salaries & wages	Laboratory and other expenses
Security expense	201,710	27	Salaries, wages and benefits	Other administrative expenses
Relocation expense	340,954	27	Salaries, wages and benefits	Other administrative expenses
Security expense	538,433	28	Salaries and allowances	Other selling expenses

37.2 The Board of Director's of the company in the meeting held on August 18, 2009 have proposed final cash dividend of Re. 1 per share and stock dividend @ 20% i.e. 2 bonus shares for every 10 shares held, for the year ended June 30, 2009.

### 38. DATE OF AUTHORIZATION

The financial statements have been authorized for issue by the board of directors or the company on August 18, 2009.

Rawalpindi  
 August 18, 2009

Director

Chairperson & CEO





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*Consolidated Financial Statements  
for the Year Ended June 30, 2009*

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## **AUDITORS' REPORT TO THE MEMBERS OF FEROZSONS LABORATORIES LIMITED**

We have audited the annexed consolidated financial statements comprising consolidated balance sheet of Ferozsons Laboratories Limited (“the Company”) as at 30 June 2009 and the related consolidated profit and loss account, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof, for the year then ended. We have also expressed separate opinions on the financial statements of Ferozsons Laboratories Limited and its subsidiary except for Farmacia which were audited by other firm of auditors, whose report has been furnished to us and our opinion in so far as it relates to the amounts included for such subsidiary is based solely on the report of such other auditors. These financial statements are responsibility of the Company’s management. Our responsibility is to express our opinion on these financial statements based on our audit.

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

In our opinion, the consolidated financial statements present fairly the financial position of the Group as at 30 June 2009 and the results of its operations, its cash flows and changes in equity for the year then ended in accordance with the approved accounting standards as applicable in Pakistan.

**Islamabad**

**KPMG Taseer Hadi & Co.**  
**Chartered Accountants**  
**Riaz Akbar Ali Pesnani**

**CONSOLIDATED BALANCE SHEET**

	Note	2009 (Rupees)	2008 (Rupees)
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital	6	173,607,322	144,672,768
Capital reserve	7	321,843	321,843
Unappropriated profit		795,036,930	680,223,326
		<u>968,966,095</u>	<u>825,217,937</u>
<b>MINORITY INTEREST</b>		<u>38,990,296</u>	<u>28,794,135</u>
<b>TOTAL EQUITY</b>		<u>1,007,956,391</u>	<u>854,012,072</u>
<b>SURPLUS ON REVALUATION OF FIXED ASSETS - net of tax</b>			
	8	247,474,526	252,011,413
<b>NON CURRENT LIABILITIES</b>			
Long term financing - secured	9	174,062,500	189,511,350
Liabilities against assets subject to finance lease	10	475,003	1,456,643
Deferred liability for taxation	11	53,960,116	49,691,426
		<u>228,497,619</u>	<u>240,659,419</u>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	12	166,505,160	128,986,789
Short term borrowings - secured	13	548,554	1,416,299
Accrued markup on long term financing		6,983,134	6,865,680
Current portion of long term financing	9	94,125,000	84,875,000
Current portion of liabilities against assets subject to finance lease	10	983,653	2,399,815
Provision for taxation - net		-	14,569,439
		<u>269,145,501</u>	<u>239,113,022</u>
		<u>1,753,074,037</u>	<u>1,585,795,926</u>
<b>CONTINGENCIES AND COMMITMENTS</b>	14	-	-

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
 August 18, 2009

Director

**AT JUNE 30, 2009**

<b>ASSETS</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
<b>NON CURRENT ASSETS</b>			
Property, plant and equipment	15	1,273,098,467	1,046,841,975
Long term investments	16	33,085	33,085
Long term deposits		5,061,570	841,070
Derivative asset - interest rate swap	17	31,143	822,691
<b>CURRENT ASSETS</b>			
Stores, spare parts and loose tools	18	3,628,845	4,091,300
Stock in trade	19	280,924,884	191,696,449
Trade debts-considered good		57,955,059	36,755,668
Loans and advances-considered good	20	7,964,738	4,807,010
Deposits and prepayments	21	7,293,812	5,953,376
Interest accrued		996,428	249,662
Other receivables	22	1,768,991	1,476,210
Advance income tax - net		4,598,809	-
Other financial assets	23	63,974,446	221,184,835
Cash and bank balances	24	45,743,760	71,042,595
		<b>474,849,772</b>	<b>537,257,105</b>
		<b><u>1,753,074,037</u></b>	<b><u>1,585,795,926</u></b>

Chairperson &amp; CEO

**CONSOLIDATED PROFIT AND LOSS ACCOUNT  
FOR THE YEAR ENDED JUNE 30, 2009**

	Note	2009 (Rupees)	2008 (Rupees)
Net sales	25	1,189,256,968	1,029,047,772
Cost of sales	26	<u>(584,146,610)</u>	<u>(465,099,348)</u>
<b>Gross profit</b>		<b>605,110,358</b>	563,948,424
Other operating income	27	29,516,774	24,913,363
Administrative expenses	28	<u>(82,717,534)</u>	(62,904,608)
Selling and distribution cost	29	<u>(271,025,184)</u>	(207,154,817)
Finance cost	30	<u>(3,778,988)</u>	(1,604,580)
Other charges	31	<u>(27,964,315)</u>	(21,073,792)
<b>Profit before taxation</b>		<b>249,141,111</b>	296,123,990
Provision for taxation	32	<u>(66,331,849)</u>	(79,181,599)
<b>Profit after taxation</b>		<b>182,809,262</b>	216,942,391
<b>Attributable to:</b>			
Shareholders of the Parent Company		<u>182,613,101</u>	216,733,063
Minority shareholders		<u>196,161</u>	209,328
		<b>182,809,262</b>	216,942,391

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

## CONSOLIDATED CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2009

	2009 (Rupees)	2008 (Rupees)
<b>Cash flow from operating activities</b>		
Profit before taxation	249,141,111	296,123,990
Adjustments for:		
Depreciation	45,402,712	33,737,190
Gain on disposal of property, plant and equipment	(3,014,100)	(687,675)
Finance cost	2,591,349	1,604,580
Dividends, capital gains and income from investments and deposits	(26,441,366)	(18,464,416)
Loss/(gain) on remeasurement of short term investments	5,251,345	(4,573,633)
Loss/(gain) on fair value adjustment of interest rate swap	1,187,639	(1,187,639)
	24,977,579	10,428,407
	274,118,690	306,552,397
Working capital changes		
Increase in stocks and stores	(88,765,980)	(51,134,710)
(Increase)/decrease in trade debtors	(21,199,391)	12,245,111
Increase in loans, advances, deposits, prepayments and other receivables	(9,407,536)	(5,144,120)
Increase/(decrease) in trade and other payables	35,727,920	(31,181,052)
	(83,644,987)	(75,214,771)
Cash generated from operations	190,473,703	231,337,626
Finance cost paid	(2,146,965)	(3,215,012)
Taxes paid	(81,231,407)	(60,191,596)
	(83,378,372)	(63,406,608)
<b>Net cash generated from operating activities</b>	107,095,331	167,931,018
<b>Cash flows from investing activities</b>		
Purchase of property, plant and equipment	(275,959,826)	(254,554,647)
Purchase of short term investments	(96,412,228)	(256,815,842)
Sale proceeds from short term investments	248,371,272	237,173,838
Dividends, capital gains and income from investments and deposits	25,694,600	21,122,428
Sale proceeds of property, plant and equipment	7,314,722	2,369,375
<b>Net cash used in investing activities</b>	(90,991,460)	(250,704,849)
<b>Cash flows from financing activities</b>		
Payment of finance lease liabilities	(2,397,802)	(4,444,417)
Proceeds from short term financing	(867,745)	1,416,299
Proceeds from long term financing	87,926,150	196,073,850
Repayment of long term financing	(94,125,000)	(14,187,500)
Proceeds from minority share capital contribution	10,000,000	-
Dividend paid	(41,938,309)	(75,538,996)
<b>Net cash (used in)/generated from financing activities</b>	(41,402,706)	103,319,236
<b>Net (decrease)/increase in cash and cash equivalents during the year</b>	(25,298,835)	20,545,405
<b>Cash and cash equivalents at beginning of the year</b>	71,042,595	50,497,190
<b>Cash and cash equivalents at end of the year</b>	45,743,760	71,042,595

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

## CONSOLIDATED STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2009

	Share capital	Capital reserve	Revenue reserve Unappropriated profit	Total	Minority Interest	Total
	(Rupees)	(Rupees)	(Rupees)	(Rupees)	(Rupees)	(Rupees)
<b>Balance as at June 30, 2007</b>	<b>120,560,640</b>	<b>321,843</b>	<b>560,993,936</b>	<b>681,876,419</b>	<b>28,584,807</b>	<b>710,461,226</b>
Final dividend for the year ended June 30, 2007 Rs. 6.50 per share	-	-	(78,364,416)	(78,364,416)	-	(78,364,416)
Bonus shares issued at 20% for the year ended June 30, 2007	24,112,128	-	(24,112,128)	-	-	-
Transfer from surplus on revaluation of fixed assets - net	-	-	4,972,871	4,972,871	-	4,972,871
Net profit for the year	-	-	216,733,063	216,733,063	209,328	216,942,391
Total recognized income for the year	-	-	221,705,934	221,705,934	209,328	221,915,262
<b>Balance as at June 30, 2008</b>	<b>144,672,768</b>	<b>321,843</b>	<b>680,223,326</b>	<b>825,217,937</b>	<b>28,794,135</b>	<b>854,012,072</b>
Minority share capital contribution in Subsidiary Co (BF Biosciences Ltd.)	-	-	-	-	10,000,000	10,000,000
Final dividend for the year ended June 30, 2008 Rs. 6.50 per share	-	-	(43,401,830)	(43,401,830)	-	(43,401,830)
Bonus shares issued at 20% for the year ended June 30, 2008	28,934,554	-	(28,934,554)	-	-	-
Transfer from surplus on revaluation of fixed assets - net	-	-	4,536,887	4,536,887	-	4,536,887
Net profit for the year	-	-	182,613,101	182,613,101	196,161	182,809,262
Total recognized income for the year	-	-	187,149,988	187,149,988	196,161	187,346,149
<b>Balance as at June 30, 2009</b>	<b>173,607,322</b>	<b>321,843</b>	<b>795,036,930</b>	<b>968,966,095</b>	<b>38,990,296</b>	<b>1,007,956,391</b>

The annexed notes from 1 to 38 form an integral part of these financial statements.

Rawalpindi  
August 18, 2009

Director

Chairperson & CEO

## **NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2009**

### **1. THE COMPANY AND ITS OPERATIONS**

Ferozsons Laboratories Limited (“the Parent Company”) was incorporated as a private limited company on 28th January 1954 and was converted into a public limited company on 8th September 1960. The Parent Company is listed on the Karachi, Lahore and Islamabad stock exchanges. The Parent Company is primarily engaged in the manufacture and sale of pharmaceuticals products and its registered office is situated at 197-A, The Mall, Rawalpindi. The Parent Company is domiciled in Rawalpindi, Pakistan.

The Parent Company has 98% holding in Farmacia. Farmacia is a partnership duly registered under Partnership Act, 1932. Farmacia is engaged in the retail trading of pharmaceutical products.

BF Biosciences Limited is an 80% owned subsidiary of the Parent Company and was incorporated as an unquoted public limited company under the Companies Ordinance, 1984 on 24 February 2006. BF Biosciences Limited has been set up for establishing a biotech pharmaceutical plant to manufacture cancer and hepatitis related medicines.

### **2. BASIS OF CONSOLIDATION**

These consolidated financial statements include the financial statements of Ferozsons Laboratories Limited and its subsidiaries – Farmacia and BF Biosciences Limited (“hereinafter referred as the Group”).

Subsidiaries are those enterprises in which the Parent Company directly or indirectly controls, beneficially owns or holds more than 50% of the voting securities or otherwise has power to elect or appoint more than 50% of its directors. The financial statements of the subsidiaries are included in the consolidated financial statements from the date the control commences, until the date when that control ceases. The financial statements of the subsidiaries have been consolidated on line by line basis. Details of the subsidiaries are given in note 1.

All material inter-organization balances, transactions and resulting unrealized profits/losses have been eliminated.

### **3. BASIS OF PREPARATION**

#### **3.1. Statement of compliance**

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

### 3.2. Amendments to published standards and new interpretations effective in current year

The following standards, interpretations and amendments in approved accounting standards are effective from current accounting period;

IFRS 7 – “Financial Instruments: Disclosures” (effective for annual periods beginning on or after 28 April 2008) supersedes IAS 30 – “Disclosures in the Financial Statements of Banks and Similar Financial Institutions” and the disclosure requirements of IAS 32 – “Financial Instruments: Disclosure and Presentation”. The application of the standard did not have significant impact on the Group’s financial statements other than increase in disclosures.

IAS 29 – “Financial Reporting in Hyperinflationary Economies” (effective for annual periods beginning on or after 28 April 2008). The Company does not have any operations in hyperinflationary economies and therefore the application of the standard is not likely to have an effect on the Group’s financial statements.

IFRIC 13 – “Customer Loyalty Programmes” (effective for annual periods beginning on or after 1 July 2008) addresses the accounting by entities that operate or otherwise participate in customer loyalty programmes under which the customer can redeem credits for awards such as free or discounted goods or services. The application of IFRIC 13 is not likely to have an effect on the Group’s financial statements.

IFRIC 14 – “IAS 19- The Limit on Defined Benefit Asset, Minimum Funding Requirements and their interaction” (effective for annual periods beginning on or after 1 January 2008). IFRIC 14 clarifies when refunds or reductions in future contributions in relation to defined benefit assets should be regarded as available and provides guidance on minimum funding requirements for such asset. The interpretation has no effect on Group’s financial statements for the year ended 30 June 2009.

IFRIC 4 – “Determining whether an Arrangement contains a Lease” (effective for annual periods beginning on or after 1 January 2006) and IFRIC 12 – “Service Concession Arrangements” (effective for annual periods beginning on or after 1 January 2008). However, the application of these interpretations have been deferred by the Securities and Exchange Commission of Pakistan (SECP), through circular 21 of 2009 dated 22 June 2009, for all companies till 30 June 2010, subject to the following:

- The relaxation is available to companies till the conclusion of their agreements entered on or before 30 June 2010 with the government or other authority.
- The relaxation from IFRIC 4 and IFRIC 12 is applicable to all companies and is not restricted to power sector. In case of power sector companies, the relaxation is available only in case where letter of intent or approval was issued by the government on or before 30 June 2010. In other cases, the date of agreement with the government or the other authority would determine the entitlement to the deferment and the same would be available till the conclusion of the existing agreement.

- The requirement of IAS 8 – “Accounting Policies, Changes in Accounting Estimates and Errors” is mandatory so that the investors / users of financial statements have knowledge about the results with and without the exemption.

However, the companies are encouraged to comply with the said interpretations but the fact of compliance shall be disclosed in their financial statements.

### **3.3. New accounting standards, interpretations and amendments which are not yet effective**

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 1 July 2009. These standards, interpretations and the amendments are either not relevant to the Company’s operations or are not expected to have significant impact on the Group’s financial statements other than increase in disclosures in certain cases.

Revised IAS 1 - Presentation of financial statements (effective for annual periods beginning on or after 1 January 2009) introduces the term total comprehensive income, which represents changes in equity during a period other than those changes resulting from transactions with owners in their capacity as owners. Total comprehensive income may be presented in either a single statement of comprehensive income (effectively combining both the income statement and all non-owner changes in equity in a single statement), or in an income statement and a separate statement of comprehensive income.

Revised IAS 23 - Borrowing costs (effective for annual periods beginning on or after 1 January 2009) removes the option to expense borrowing costs and requires that an entity capitalize borrowing costs directly attributable to the acquisition, construction or production of a qualifying asset as part of the cost of that asset.

IAS 27 – “Consolidated and Separate Financial Statements” (effective for annual periods beginning on or after 1 January 2009). The amendment removes the definition of the cost method from IAS 27 and replaces it with a requirement to present dividends as income in the separate financial statements of the investor.

IAS 27 – “Consolidated and Separate Financial Statements” (effective for annual periods beginning on or after 1 July 2009) requires accounting for changes in ownership interest by the group in a subsidiary, while maintaining control, to be recognised as an equity transaction. When the group loses control of subsidiary, any interest retained in the former a subsidiary will be measured at fair value with gain or loss recognised in the profit or loss.

Amendments to IAS 32 Financial instruments: Presentation and IAS 1 Presentation of Financial Statements (effective for annual periods beginning on or after 1 January 2009) – Puttable Financial Instruments and Obligations Arising on Liquidation requires puttable instruments, and instruments that impose on the entity an obligation to deliver to another party a pro rata share of the net assets of the entity only on liquidation, to be classified as equity if certain conditions are met.

Amendments to IAS 39 and IFRIC 9 – “Embedded derivatives” (effective for annual periods beginning on or after 1 January 2009). Amendments require entities to assess whether they need to separate an embedded derivative from a hybrid (combined) financial instrument when financial assets are reclassified out of the fair value.

Amendments to IAS 39 – “Financial Instruments: Recognition and measurement - Eligible hedged items” (effective for annual periods beginning on or after 1 July 2009) clarifies the application of existing principles that determine whether specific risks or portions of cash flows are eligible for designation in a hedging relationship.

Amendment to IFRS 2 Share-based Payment – Vesting Conditions and Cancellations (effective for annual periods beginning on or after 1 January 2009) clarifies the definition of vesting conditions, introduces the concept of non-vesting conditions, requires non-vesting conditions to be reflected in grant-date fair value and provides the accounting treatment for non-vesting conditions and cancellations.

Amendment to IFRS 2 – “Share-based Payment - Group Cash-settled Share-based Payment Transactions” (effective for annual periods beginning on or after 1 January 2010). Currently effective IFRS requires attribution of group share-based payment transactions only if they are equity-settled. The amendment resolves diversity in practice regarding attribution of cash-settled share-based payment transactions and require an entity receiving goods or services in either an equity-settled or a cash-settled payment transaction to account for the transaction in its separate or individual financial statements.

Revised IFRS 3 Business Combinations (applicable for annual periods beginning on or after 1 July 2009) broadens among other things the definition of business resulting in more acquisitions being treated as business combinations, contingent consideration to be measured at fair value, transaction costs other than share and debt issue costs to be expensed, any pre-existing interest in an acquiree to be measured at fair value, with the related gain or loss recognised in profit or loss and any non-controlling (minority) interest to be measured at either fair value, or at its proportionate interest in the identifiable assets and liabilities of an acquiree, on a transaction-by-transaction basis.

IFRS 4 – “Insurance Contracts” (effective for annual periods beginning on or after 1 January 2009). The IFRS makes limited improvements to accounting for insurance contracts until the Board completes the second phase of its project on insurance contracts. The standard also requires the entity issuing insurance contracts (an insurer) to disclose information about those contracts.

IFRS 5 (Amendment) – “Non-current assets held-for-sale and discontinued operations” (effective from 1 July 2009). The amendment clarifies that all of a subsidiary’s assets and liabilities are classified as held for sale if a partial disposal sale plan results in loss of control.

Amendment to IFRS 7 – “Improving disclosures about Financial Instruments” (effective for annual periods beginning on or after 1 January 2009). These amendments have been made to bring the disclosure requirements of IFRS 7 more closely in line with US standards. The amendments

introduce a three-level hierarchy for fair value measurement disclosures and require entities to provide additional disclosures about the relative reliability of fair value measurements.

IFRS 8 – “Operating segments” (effective for annual periods beginning on or after 1 January 2009) ‘introduces the management approach’ to segment reporting. IFRS 8 will require a change in presentation and disclosure of segment information based on the internal reports that are regularly reviewed by the Company’s ‘chief operating decision maker’ in order to assess each segment’s performance and to allocate resources to them. Currently the Group presents segment information in respect of its business segments.

IFRIC 15 – “Agreement for Construction of Real Estate” (effective for annual periods beginning on or after 1 October 2009) clarifies the recognition of revenues by real estate developers for sale of units, such as apartments or houses, ‘off-plan’, that is, before construction is complete.

IFRIC 16 – “Hedge of Net Investment in a Foreign Operation” (effective for annual periods beginning on or after 1 October 2008) clarifies that net investment hedging can be applied only to foreign exchange differences arising between the functional currency of a foreign operation and the parent entity’s functional currency and only in an amount equal to or less than the net assets of the foreign operation, the hedging instrument may be held by any entity within the group except the foreign operation that is being hedged and that on disposal of a hedged operation, the cumulative gain or loss on the hedging instrument that was determined to be effective is reclassified to profit or loss. The Interpretation allows an entity that uses the step-by-step method of consolidation an accounting policy choice to determine the cumulative currency translation adjustment that is reclassified to profit or loss on disposal of a net investment as if the direct method of consolidation had been used.

IFRIC 17 – “Distributions of Non-cash Assets to Owners” ( effective annual periods beginning on or after 1 July 2009) states that when a company distributes non cash assets to its shareholders as dividend, the liability for the dividend is measured at fair value. If there are subsequent changes in the fair value before the liability is discharged, this is recognised in equity. When the non cash asset is distributed, the difference between the carrying amount and fair value is recognised in the income statement.

IFRIC 18 – “Transfers of Assets from Customers” (to be applied prospectively to transfers of assets from customers received on or after 01 July 2009). This interpretation clarifies the requirements of IFRSs for agreements in which an entity receives from a customer an item of property, plant, and equipment that the entity must then use either to connect the customer to a network or to provide the customer with ongoing access to a supply of goods or services (such as a supply of electricity, gas or water).

### **3.4. Basis of measurement**

These financial statements have been prepared under the historical cost convention except that certain fixed assets are stated at revalued amounts and investment in listed securities and derivative financial instruments are stated at their fair values.

### 3.5. Functional and presentation currency

These financial statements are presented in Pakistan Rupees which is also the Group's functional currency. All financial information presented in Pakistan Rupees has been rounded to the nearest rupee.

### 3.6. Use of estimates and judgments

The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making judgment about carrying value of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognized in the period in which the estimates are revised if the revision affects only that period or in the period of the revision and future periods if the revision affects both current and future periods. Judgments made by management in the application of approved accounting standards that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are discussed in the respective notes.

## 4. SIGNIFICANT ACCOUNTING POLICIES

### 4.1. Dividend and reserve appropriation

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

### 4.2. Staff retirement benefits

#### *Staff provident fund*

The Parent Company operates a recognized provident fund as a defined contribution plan for employees who fulfill conditions laid down in the trust deed. Provision is made in the financial statements for the amount payable by the company to the fund in this regard. Contribution is made to the fund equally by the company and the employees at the rate of 10% of basic salary.

#### *Compensated absences*

The Parent Company provides for compensated absences for its employees on unavailed balance of leave in the period in which leave is earned.

### 4.3. Taxation

The Group takes into account the current income tax law and decisions taken by appellate

authorities. Instances where the Group's view differs from the view taken by the income tax department at the assessment stage and where the Group considers that its view on items of material nature is in accordance with law, the amounts are shown as contingent liabilities

#### **4.3.1. Current**

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

#### **4.3.2. 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 tax. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent to which it is probable that taxable profits will be available against which the deductible temporary differences, unused tax loss, 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 the tax rates that have been enacted.

### **4.4. Property, plant and equipment , depreciation and capital work in progress**

#### **4.4.1. Owned**

Property, plant and equipment of the Parent Company other than land, building and plant & machinery are stated at cost less accumulated depreciation and impairment loss, if any. Building and plant & machinery are stated at revalued amount less accumulated depreciation and impairment loss, if any. Land is stated at revalued amount. Revaluation is carried out every five years unless earlier revaluation is necessitated.

Property, plant and equipment of Farmacia (the subsidiary) are stated at cost less accumulated depreciation and impairment loss, if any.

Depreciation is provided on a straight line basis and charged to profit and loss account to write off the depreciable amount of each asset over its estimated useful life at the rates specified in note 15. Depreciation on depreciable assets is commenced from the date asset is available for use up to the date when asset is retired.

The Group reviews the useful lives and residual value of property, plant and equipment on a regular basis. Any change in estimates in future years might effect the carrying amounts of the respective items of property, plant and equipment with a corresponding effect on the depreciation charge.

Maintenance and normal repair costs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalized and the assets so replaced,

if any, are retired. Gains or losses on disposal of assets, if any, are included in the profit and loss account currently.

Pursuant to the requirements of section 235 of the Companies Ordinance, 1984 and in terms of SRO 45(I)/2003 dated 13 January 2003, revaluation surplus to the extent of excess depreciation on revalued assets during the current financial year is taken to retained earnings. This effect has been shown in note 8 to these financial statements.

#### **4.4.2. Capital work in progress**

Capital work in progress is stated at cost less identified impairment loss, if any, and includes the expenditures on material, labor, related borrowing cost and appropriate overheads directly attributable to the project. These costs are transferred to property, plant and equipment as and when assets are available for their intended use.

#### **4.4.3. Leased assets**

Leases in terms of which the Parent Company assumes substantially all the risk and rewards of ownership are classified as finance leases. Assets acquired by way of finance lease are stated at amounts equal to the lower of their fair value and the present value of minimum lease payments at the inception of the lease less accumulated depreciation and impairment losses, if any. Outstanding obligations under the lease less finance charges allocated to future periods are shown as liability. Value of leased assets is depreciated on the useful life of the asset using the straight line method at the rate given in note 15. Depreciation on leased assets is charged to profit and loss account currently.

### **4.5. Impairment**

The carrying amounts of the Group's assets are analyzed at each balance sheet date to determine whether there is any indication of impairment loss. If any such indication exists the recoverable amount of assets is estimated in order to determine the extent of the impairment loss if any. Impairment losses are recognized as expense in the profit and loss account.

### **4.6. Investments**

#### **4.6.1. Investments available for sale**

These are initially recognized at cost and at subsequent reporting dates measured at fair values. Gains and losses from changes in fair value are taken to equity until disposal at which time these are recycled to profit and loss account.

#### **4.6.2. Investments held to maturity**

Investments with fixed maturity, where management has both the intent and ability to hold to maturity are classified as held to maturity and are stated at amortized costs using effective interest rate method less impairment losses, if so determined. The resultant change in values is reported directly in the profit and loss account.

#### **4.6.3. Investments at fair value through profit or loss**

All investments classified as investments at fair value through profit or losses are initially measured at cost being fair value of consideration given. At subsequent dates these investments are measured at fair value with any resulting gains or losses recognized directly in the profit and loss account. The fair value of such investments is determined on the basis of prevailing market prices. The Group recognizes the regular way purchase or sale of investments using settlement date accounting

#### **4.7. Stores, spares and loose tools**

Stores, spare parts and loose tools are valued at lower of cost and net realizable value. Cost is determined on weighted average cost basis. Items in transit are valued at cost comprising invoice value plus other charges incurred thereon.

Spare parts of capital nature which can be used only in connection with an item of property, plant and equipment are classified as tangible fixed assets under the 'plant and machinery' category and are depreciated over a time period not exceeding the useful life of the related assets.

#### **4.8. Stocks in trade**

Stocks are valued at the lower of average cost.

Cost is determined as follows:

- Raw material - at moving average cost
- Work in process - at weighted average cost of purchases and
- Finished goods - applicable manufacturing expenses

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

#### **4.9. Trade and other receivables**

These are originated by the Group and are stated at cost less provisions for any uncollectible amount. An estimate is made for doubtful receivables when collection of the amount is no longer probable. Debts considered irrecoverable are written off.

#### **4.10. Revenue recognition**

Revenue from sales is recognized when significant risks and rewards of ownership are transferred to the buyer.

Return on bank deposits is recognized on a time proportion basis.

Dividend income relating to post acquisition profit is recognized when the right to receive is established.

Gains and losses on sale of investments are accounted for when the settlement (settlement date) for sale of security is made.

Unrealized gains/(losses) arising on revaluation of securities classified as 'held for trading' are included in profit and loss account in the period in which they arise. Gains/(losses) arising on the revaluation of the derivatives to the fair value are taken to profit and loss account.

#### **4.11. Mark-up bearing borrowings**

Mark-up bearing borrowings are recognized initially at cost, less attributable transaction costs. Subsequent to initial recognition, mark-up bearing borrowings are stated at original cost less subsequent repayments.

The Parent Company accounts for lease obligations by recording the asset and corresponding liability there against determined on the basis of discounted value of total minimum lease payments. Financial charge is recognized in the profit and loss account using the effective mark-up rate method.

#### **4.12. Borrowing costs**

Markup, interest and other direct charges on borrowings are capitalized to the related qualifying asset till substantially all the activities necessary to prepare the qualifying asset for its intended use are complete. All other markup, interest and related charges are charged to the profit and loss account as finance cost.

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

Trade and other payables are stated at cost which is fair value of the consideration to be paid in future for goods and services received.

#### **4.14. Provisions**

A provision is recognized in the balance sheet when the Group has a legal or constructive obligation as a result of past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation.

Estimates of the amount of provisions and liabilities recognized are based on current legal and constructive requirements, technology and price levels. Because actual outflows can differ from estimates due to changes in laws, regulations, public expectations, technology, prices and conditions, and can take place many years in the future, the carrying amounts of provisions and liabilities are regularly reviewed and adjusted to take account of such changes.

#### **4.15. Financial instruments**

All the financial assets and financial liabilities are recognized at the time when the Group becomes a party to the contractual provisions of the instruments. The Group de-recognizes a financial assets or a portion of financial asset when, and only when, the Group loses control of the contractual right that comprise the financial asset or portion of financial asset. While a financial liability or part of financial liability is de-recognized from the balance sheet when, and only when, it is extinguished i.e., when the obligation specified in the contract is discharged, cancelled or expired.

Financial assets are long term investment, trade debts, advances deposits and other receivable, short term investments and cash and bank balances.

Financial liabilities are classified according to the substance of contractual agreements entered into, significant financial liabilities are liability under lease finance, creditors accrued and other liabilities, unclaimed dividend.

All the financial assets and liabilities are initially recognized at fair value. These are subsequently measured at fair value or amortized cost or cost as the case may be.

#### **4.16. Derivative financial instruments**

The Parent Company holds derivative financial instruments to hedge its interest rate risk exposures. Derivatives are recognized initially at fair value; attributable transaction costs are recognized in profit or loss when incurred. Subsequent to initial recognition, derivative financial instrument that is not held for trading, and is not designated in a qualifying hedge relationship is measured at fair value, and all changes in its fair value are recognized immediately in profit or loss.

#### **4.17. Cash flow hedges**

Changes in the fair value of the derivative hedging instrument designated as a cash flow hedge are recognised directly in equity to the extent that the hedge is effective. To the extent that the hedge is ineffective, changes in fair value are recognised in profit or loss.

If the hedging instrument no longer meets the criteria for hedge accounting, expires or is sold, terminated or exercised, then hedge accounting is discontinued prospectively. The cumulative gain or loss previously recognised in equity remains there until the forecast transaction occurs. In other cases the amount recognised in equity is transferred to profit or loss in the same period that the hedged item affects profit or loss.

#### **4.18. Offsetting of financial assets and financial liabilities**

Financial assets and financial liabilities are offset and the net amount is reported in the balance sheet if the company has a legally enforceable right to set off the recognized amounts and intends either to settle on a net basis or to realize the assets and settle the

liabilities simultaneously.

#### **4.19. Cash and cash equivalents**

For the purpose of cash flow, cash and cash equivalents mainly comprise cash and bank balances, which are stated in the balance sheet at cost.

#### **4.20. Foreign currency transactions**

Foreign currency transactions are translated in to Pak. Rupees using the exchange rates approximating those prevailing at the date of transaction. All monetary assets and liabilities in foreign currencies are translated into Pak. Rupees at the rates of exchange approximating those prevailing at the balance sheet date. Foreign exchange gains and losses on translation are included in income currently.

### **5. Financial risk management**

#### Overview

The Group has exposure to the following risks from its use of financial instruments:

- credit risk
- liquidity risk
- market risk.

This note presents information about the Group's exposure to each of the above risks, the Group's objectives, policies and processes for measuring and managing risk, and the Group's management of capital. Further quantitative disclosures are included throughout these consolidated financial statements.

The Board of Directors has overall responsibility for the establishment and oversight of the Group's risk management framework. The Board has delegated the responsibility for developing and monitoring the Group's risk management policies to its Audit Committee. The committee reports regularly to the Board of Directors on its activities. The Group's risk management policies are established to identify and analyse the risks faced by the Group, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly to reflect changes in market conditions and the Group's activities. The Group, through its training and management standards and procedures, aims to develop a disciplined and constructive control environment in which all employees understand their roles and obligations. The Group Audit Committee oversees how management monitors compliance with the Group's risk management policies and procedures, and reviews the adequacy of the risk management framework in relation to the risks faced by the Group. The Group Audit Committee is assisted in its oversight role by Internal Audit. Internal Audit undertakes both regular and ad hoc reviews of risk management controls and procedures, the results of which are reported to the Audit Committee.

## Credit risk

Credit risk is the risk of financial loss to the Group if a customer or counterparty to a financial instrument fails to meet its contractual obligations, and arises principally from the Group's receivables from customers and investment securities.

## Trade and other receivables

The Group's exposure to credit risk is influenced mainly by the individual characteristics of each customer. The demographics of the Group's customer base, including the default risk of the industry and country, in which customers operate, has less of an influence on credit risk. More than 60 percent of the Group's revenue is attributable to sales transactions through a single distributor based on demand. However, geographically there is no concentration of credit risk.

## Investments

The Group limits its exposure to credit risk by only investing in liquid securities and only with counterparties that have a good credit rating from PACRA and JCR-VIS. Given these high credit ratings, management does not expect any counterparty to fail to meet its obligations.

## Liquidity risk

Liquidity risk is the risk that the Group will not be able to meet its financial obligations as they fall due. The Group's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Group's reputation.

The Group uses activity-based costing to cost its products and services, which assists it in monitoring cash flow requirements and optimizing its cash return on investments. Typically the Group ensures that it has sufficient cash on demand to meet expected operational expenses for a period of at least 60 days, including the servicing of financial obligations; this excludes the potential impact of extreme circumstances that cannot reasonably be predicted, such as natural disasters. In addition, the Group maintains the following lines of credit:

- a) Un-availed cash finance facility of Rs. 60 Million from Bank Al-falah Limited.
- b) Un-availed running finance facility of Rs. 85 Million from Habib Bank Limited.
- c) Un-availed running finance facility of Rs. 39 Million from Allied Bank Limited.

## Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Group's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

### **Currency risk**

The Group is exposed to currency risk on outstanding import payments. These transactions are not covered through foreign exchange risk cover as exchange risk is not considered material.

### **Interest rate risk**

The interest rate risk is the risk that the value of the financial instrument will fluctuate due to changes in the market interest rates. Sensitivity to interest rate risk arises from mismatches of financial assets and liabilities that mature in a given period. The Group has long term Rupee based loans and running finance arrangement at variable rates. The local currency loans have variable rate pricing that is dependent on the State Bank of Pakistan's discount rate and the Karachi Inter Bank Offer Rate (KIBOR).

### **Other market price risk**

The primary goal of the Group's investment strategy is to maximize investment returns on surplus funds. The Group adopts a policy of ensuring minimize its price risk by investing in fixed rate investments like TDRs and COIs. Certain investments are designated at fair value through profit or loss because their performance is actively monitored and they are managed on a fair value basis. Equity price risk arises from investments at fair value through profit and loss.

### **Capital management**

The board of director's monitors return on equity on a regular basis. Return on equity is defined as percentage of earning before interest and tax to the total capital employed. Board of directors monitors the Group's performance along with the capital and debt costs. There were no changes to the Group's approach to the capital management during the year. The Group is not subject to externally imposed capital requirements.

6. <b>SHARE CAPITAL</b>	Note	2009 (Rupees)	2008 (Rupees)
<b>Authorized share capital:</b>			
25,000,000 (2008: 25,000,000) ordinary shares of Rs. 10 each.		<u>250,000,000</u>	<u>250,000,000</u>
<b>Issued, subscribed and paid up capital:</b>			
1,441,952 (2008: 1,441,952) ordinary shares of Rs. 10 each fully paid in cash		14,419,520	14,419,520
119,600 (2008: 119,600) ordinary shares of Rs. 10 each issued in lieu of NWF Industries Limited and Sargodha Oil and Flour Mills Limited since merged		1,196,000	1,196,000
15,799,180 (2008: 12,905,725) ordinary shares of Rs. 10 each issued as fully paid bonus shares		<u>157,991,802</u>	<u>129,057,248</u>
		<u>173,607,322</u>	<u>144,672,768</u>
<b>7. CAPITAL RESERVE</b>			
This represents capital reserve arising on conversion of shares of NWF Industries Limited and Sargodha Oil & Floor Mills Limited, since merged.			
<b>8. SURPLUS ON REVALUATION OF FIXED ASSETS - net of tax</b>			
Surplus on revaluation of fixed assets as at 01 July.		282,701,998	290,352,569
Surplus transferred to unappropriated profit in respect of incremental depreciation charged during the year:			
- Net of deferred tax		(4,536,887)	(4,972,871)
- Related deferred tax liability		(2,442,939)	(2,677,700)
		<u>(6,979,826)</u>	<u>(7,650,571)</u>
Surplus on revaluation of fixed assets as at 30 June		275,722,172	282,701,998
Related deferred tax liability:			
- On Revaluation as at 01 July		(30,690,585)	(33,368,285)
- Transferred to profit and loss account incremental depreciation charged during the year		2,442,939	2,677,700
		<u>(28,247,646)</u>	<u>(30,690,585)</u>
		<u>247,474,526</u>	<u>252,011,413</u>

This represents surplus arising on revaluation of free hold land, building and plant & machinery of the parent company carried out in 1976, 1989, 2002 and 2006 respectively. This has been adjusted by surplus realized on disposal of revalued assets and incremental depreciation arising due to revaluation, net of deferred tax.

<b>9. LONG TERM FINANCING - SECURED</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
from banking company			
- Habib Bank Limited (HBL)	9.1	<b>156,062,500</b>	212,812,500
- Allied Bank Limited (ABL)	9.2	<b>112,125,000</b>	61,573,850
		<b>268,187,500</b>	274,386,350
Less : Current portion shown under current liabilities		<b>(94,125,000)</b>	(84,875,000)
		<b>174,062,500</b>	189,511,350

**9.1** The Parent Company has obtained a long term finance facility of Rs. 277 Million from Habib Bank Limited to finance its 80% owned subsidiary, BF Biosciences Limited, however the Parent Company has availed the facility to the extent of Rs.227 Million only. This facility is repayable in sixteen equal quarterly instalments with a grace period of 1 year, commencing from 15th month after first draw down and carry mark-up at base rate (six months KIBOR) plus 1.5% per annum payable quarterly in arrear. The facility is secured by first pari passu charge by way of hypothecation over all present and future current and movable assets of the Parent Company and equitable mortgage over immovable property to the extent of Rs. 370 Million.

**9.2** This represents a long term finance facility from Allied Bank Limited obtained by BF Biosciences Limited (the subsidiary). The total amount of facility is Rs. 150 million which is repayable in Sixteen equal quarterly instalments, starting from May 02, 2008. This facility carries mark-up at the rate of six months KIBOR plus 1.50% p.a. (base rate to be reset semi-annually). The facility is secured by creating a first charge of Rs. 334 Million on all present and future fixed and current assets of the subsidiary.

## **10. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE**

### **Minimum lease payments due**

Not later than one year		<b>1,090,320</b>	2,698,560
Later than one year and not later than five years		<b>478,300</b>	1,570,454
Total future minimum lease payments		<b>1,568,620</b>	4,269,014
Less: Future financial costs		<b>(109,964)</b>	(412,556)
Present value of minimum lease payments	10.1	<b>1,458,656</b>	3,856,458
Less : Current maturity shown under current liabilities		<b>(983,653)</b>	(2,399,815)
		<b>475,003</b>	1,456,643

### **10.1 Breakup of present value of minimum lease payments**

Not later than one year		<b>983,653</b>	2,399,815
Later than one year and not later than five years		<b>475,003</b>	1,456,643
		<b>1,458,656</b>	3,856,458

This represent Finance Leases arrangement of Parent Company entered into with Bank Alfalah Limited for vehicles. Lease rentals are paid on monthly basis in advance and include finance charges. As per terms of agreement with Bank Alfalah Limited the floating interest rates are used under the terms of agreement, equivalent to a base rate of 3 months KIBOR plus 1.95% (2008: 3 months KIBOR plus 1.95% to 3%) with no floor and no cap, review on expiry of base rate term of 3 months.

	Note	2009 (Rupees)	2008 (Rupees)
<b>11. DEFERRED LIABILITY FOR TAXATION</b>			
The net balance of deferred tax is in respect of the following major temporary differences:			
Accelerated depreciation		26,246,318	20,766,275
Obligations under finance lease		(510,530)	(1,349,760)
Derivative interest rate SWAP		(23,317)	(415,674)
Surplus on revaluation of fixed assets		28,247,645	30,690,585
		<u>53,960,116</u>	<u>49,691,426</u>
<b>12. TRADE AND OTHER PAYABLES</b>			
Creditors		53,031,814	40,650,872
Accrued liabilities		16,338,758	10,972,784
Advances from customers		30,028,006	16,119,145
Unclaimed dividend		13,693,388	12,229,867
Tax deducted at source		1,147,677	608,582
Employees' provident fund		-	2,136,862
Provision for leave encashment		2,500,000	2,500,000
Workers' (Profit) Participation Fund	12.1	12,266,420	14,610,203
Central Research Fund	12.2	10,011,722	7,467,783
Workers' Welfare Fund		3,418,759	11,547,961
Advances from employees		13,465,360	9,014,634
Retention money payable		10,525,841	-
Others		77,415	1,128,096
		<u>166,505,160</u>	<u>128,986,789</u>
<b>12.1 Workers' (Profit) Participation Fund</b>			
Balance at the beginning of the year		14,610,203	12,035,662
Interest on funds utilized by the Parent Company		326,930	680,754
Allocation for the year		11,917,691	13,955,370
		<u>26,854,824</u>	<u>26,671,786</u>
Payments made during the year		(14,588,403)	(12,061,583)
		<u>12,266,421</u>	<u>14,610,203</u>
The fund balance has been utilized by the Parent Company for its own business and an interest at the rate of 22.5% (2008: 48.75%) has been credited to the fund. Interest is calculated at 75% of the cash dividend rate paid as required under Companies Profit (Workers' Participation) Rules 1971.			
<b>12.2 Central Research Fund</b>			
Opening balance		7,467,783	4,541,161
Charge for the year		2,543,939	2,926,622
		<u>10,011,722</u>	<u>7,467,783</u>

### 13. SHORT TERM BORROWINGS - SECURED

This represents a short term running finance facility from Allied Bank Limited obtained by BF Biosciences Limited (the subsidiary). The total amount of facility is Rs. 40 million which is due to expire on November 30, 2009. This facility renewable subject to agreement between both the parties. The facility carries mark-up at the rate of one month KIBOR plus 2.0%. (base rate to be reset every month). The facility is secured by a first charge of Rs. 334 Million on all present and future fixed and current assets of the subsidiary.

<b>14. CONTINGENCIES AND COMMITMENTS</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
<b>Contingencies:</b>		
i Guarantees issued by banks on behalf of the Parent Company	<b>13,755,640</b>	455,640
<b>Commitments:</b>		
ii Capital expenditure	<b>46,703,730</b>	63,187,114
iii Letter of credits other than for capital expenditure	<b>23,370,273</b>	12,011,016



## 15. PROPERTY, PLANT & EQUIPMENT

Note	Reassessed Value/Original Cost				Rate %	Depreciation				Net Book Value	
	As At July 01, 2008	Additions	Transfers/ Adjustments	(Deletions)		As At July 01, 2008	For the Year	On Deletions	Transfers/ Adjustments	As At June 30, 2009	As At June 30, 2009
	As At June 30, 2009					As At June 30, 2009				As At June 30, 2009	As At June 30, 2009
	266,131,000	2,000,000	-	-	-	-	-	-	-	-	268,131,000
Freehold land	83,216,894	9,165,940	12,885,258	-	2.5 - 10	6,695,065	-	-	18,102,444	-	87,165,648
Building on freehold land	936,470	-	-	-	10	-	-	-	-	-	936,470
Leasehold improvements	158,571,535	6,389,289	107,685	-	10	31,999,964	16,031,482	-	48,031,446	-	117,037,063
Plant and machinery	8,570,711	15,984,697	15,694,136	-	10	4,615,569	2,424,620	11,005,940	18,046,129	-	22,203,415
Office equipments	24,863,716	173,760	(6,906,278)	-	10	16,673,198	747,206	(11,005,940)	6,414,464	-	11,716,734
Furniture and fittings	13,750,032	2,685,725	-	(213,650)	33.33	11,325,844	1,747,913	(213,650)	12,860,107	-	3,362,000
Computers	69,931,841	44,283,400	9,033,000	(10,838,940)	20	42,799,397	17,150,229	(6,851,025)	58,223,234	-	54,186,067
Vehicles	532,985,516	195,277,015	(21,780,801)	-		-	-	-	-	-	706,481,730
Capital work in progress	1,158,987,715	275,959,826	9,033,000	(11,052,590)		44,796,515	(7,064,675)	5,124,633	161,677,824	-	1,271,220,127
	12,787,800	-	(9,033,000)	(789,000)	20	6,082,189	606,197	(476,293)	1,087,460	-	1,878,340
Vehicles	12,787,800	-	(9,033,000)	(789,000)		6,082,189	606,197	(476,293)	1,087,460	-	1,878,340
	1,171,745,515	275,959,826	-	(11,841,590)		124,903,540	45,402,712	(7,540,968)	162,765,284	-	1,273,098,467
<b>Total 2009</b>											

### OWNED:

### LEASED:



**15.1** Land and building of the Parent Company were first revalued on March 31, 1976, resulting in surplus of Rs. 13.661 million. The second revaluation was carried out on June 30, 1989 and resulted in a surplus of Rs. 40.067 million. The third revaluation was carried out on June 30, 2002 and resulted in a surplus of Rs. 30.433 million. The last revaluation that also included the plant and machinery was carried out on June 30, 2006 and resulted in a surplus of Rs. 240.593. These valuations were carried out by an independent valuer under the market value basis.

<b>15.2 Capital Work-In-Progress</b>	<b>2009</b>	<b>2008</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>
Building and civil works	<b>285,430,562</b>	212,202,633
Plant & machinery	<b>286,840,470</b>	264,998,309
Furniture and fittings	<b>2,228,666</b>	-
Office equipment	<b>1,644,941</b>	-
Consultancy services	<b>9,476,926</b>	2,905,220
Borrowing cost	<b>72,845,221</b>	30,340,780
Preliminary expenses	<b>14,481,882</b>	-
Advances to contractors	<b>33,533,062</b>	22,538,574
	<b><u>706,481,730</u></b>	<b><u>532,985,516</u></b>

**15.3** As referred in Note 8 to these financial statements, land, building and plant & machinery of the Parent Company are carried at revalued amount. Had there been no revaluation the related figures of revalued assets would have been as follows:

	<b>Cost</b>	<b>Accumulated Depreciation</b>	<b>Written down value</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
Freehold land	69,209,876	-	69,209,876
Buildings	41,221,990	25,409,228	15,812,762
Plant & Machinery	156,044,260	101,443,730	54,600,530
<b>2009</b>	<b><u>266,476,126</u></b>	<b><u>126,852,958</u></b>	<b><u>139,623,168</u></b>
<b>2008</b>	<b><u>266,476,126</u></b>	<b><u>116,503,886</u></b>	<b><u>149,972,240</u></b>

<b>15.4 Depreciation is allocated as under:</b>	<b>Note</b>	<b>2009</b>	<b>2008</b>
		<b>(Rupees)</b>	<b>(Rupees)</b>
Cost of sales	26	<b>26,760,859</b>	22,828,950
Administrative expenses	28	<b>7,260,760</b>	5,969,651
Selling and distribution cost	29	<b>11,381,093</b>	4,938,588
		<b><u>45,402,712</u></b>	<b><u>33,737,189</u></b>

**16. LONG TERM INVESTMENTS**
**Available for sale - unlisted**

Number of shares		Name of Companies	2009	2008
2009	2008		(Rupee)	(Rupee)
218	218	National General Insurance Company Limited Ordinary shares of Rs. 10 each Equity held 0.01%	2,985	2,985
301	301	Mercantile Co-operative Finance Corporation Limited 'A' class shares of Rs. 100 each The entity is under liquidation	30,100	30,100
			<u>33,085</u>	<u>33,085</u>

	Note	2009 (Rupees)	2008 (Rupees)
17. DERIVATIVE ASSET-INTEREST RATE SWAP			
Interest Rate Swap	17.1	66,621	1,187,639
Less: Current portion shown under current asset			
- Other receivables		(35,478)	(364,948)
		<u>31,143</u>	<u>822,691</u>

17.1 This represents fair value, as confirmed by Standard Chartered Bank Limited (the Bank), of variable Interest rate swap agreement with the Bank to hedge the interest rate exposure on loan obtained from HBL amounting to Rs 227 million at notional amount of Rs 275 million. As per the terms of the agreement the Parent Company will pay fix interest rate @12.8 % p.a to the bank and will receive 3 month PKR KIBOR, and is recognized as asset in accordance with the provisions of IAS-39 'Financial Instruments: Recognition and Measurement'.

	Note	2009 (Rupees)	2008 (Rupees)
18. STORES, SPARE PARTS AND LOOSE TOOLS			
Stores		3,096,802	3,320,674
Spare parts		422,735	456,950
Loose tools		109,308	313,676
		<u>3,628,845</u>	<u>4,091,300</u>

	Note	2009 (Rupees)	2008 (Rupees)
19. STOCK IN TRADE			
Raw material		134,222,613	86,298,725
Work in process		7,791,792	5,206,081
Finished goods	19.1	131,451,425	97,969,249
		<u>273,465,830</u>	<u>189,474,055</u>
Stock in transit		7,459,054	2,222,394
		<u>280,924,884</u>	<u>191,696,449</u>

19.1 These include finished goods of Parent Company amounting to Rs.2,188,118 (2008: 1,988,243) which are carried at net realizable value.

	Note	2009 (Rupees)	2008 (Rupees)
20. LOANS AND ADVANCES - Considered good			
Advances To employees	20.1	3,322,567	4,728,964
Advances To supplier		4,051,710	-
Others		590,461	78,046
		<u>7,964,738</u>	<u>4,807,010</u>

**20.1** There is no interest free advance against salary to executives on June 30, 2009 (2008: Rs. 666,085).

<b>21. DEPOSITS AND PREPAYMENTS</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
<b>Deposits:</b>			
Earnest money		4,437,186	952,081
Lease key money		296,580	827,380
Margin deposits		2,384,212	3,908,212
<b>Prepayments</b>		<u>175,834</u>	<u>265,703</u>
		<u><b>7,293,812</b></u>	<u><b>5,953,376</b></u>
<b>22. OTHER RECEIVABLES</b>			
Current portion of interest rate swap		35,478	364,948
Others		<u>1,733,513</u>	<u>1,111,262</u>
		<u><b>1,768,991</b></u>	<u><b>1,476,210</b></u>
<b>23. OTHER FINANCIAL ASSETS</b>			
Held to maturity investments - local currency	23.1	<b>28,905,079</b>	-
Investments at fair value through profit and loss - listed securities	23.2	<u><b>35,069,367</b></u>	<u>221,184,835</u>
		<u><b>63,974,446</b></u>	<u><b>221,184,835</b></u>

**23.1** This represent investment in term deposit receipt with Silk Bank Limited, having maturity of six months and carrying interest rate 13.5% (2008; Nil) per annum.

**23.2 Investments at fair value through profit or loss - Listed securities**

Number of shares		Name of Companies	2009 (Rupees)		2008 (Rupees)	
2009	2008		Carrying value	Fair value	Carrying value	Fair value
25,000	25,000	Pakistan National Shipping Corporation Ordinary shares of Rs. 10 each	1,788,750	1,154,000	2,530,057	1,788,750
118,800	108,000	Pakistan Petroleum Ltd Ordinary shares of Rs. 10 each	26,566,920	22,517,352	28,567,884	26,566,920
155,755	92,300	Bank Alfalah Ltd Ordinary shares of Rs. 10 each	1,643,869	1,643,215	4,672,262	3,789,838
50,000	-	Pakistan Telecommunication Co.Ltd. Ordinary shares of Rs. 10 each	727,943	862,000	-	-
290,000	-	PICIC-Growth Fund Ordinary shares of Rs. 10 each	2,852,317	2,436,000	-	-
20,000	-	Pakistan Oilfields.Ltd. Ordinary shares of Rs. 10 each	3,235,471	2,918,000	-	-
45,000	-	Oil & Gas Development Company Ltd. Ordinary Shares of Rs.10 each	3,505,442	3,538,800	-	-
-	651,870	Arif Habib Investments Ltd. PIF Units of Rs. 50 each	-	-	30,841,000	33,545,248
-	502,899	JS Investments Ltd. JS-IF Units of Rs. 100 each	-	-	50,000,000	52,337,682
-	7,197,651	NAFA Cash Funds NAFA-CF Units of Rs. 10 each	-	-	75,000,000	77,568,362
-	247,930	UBL Fund Managers Ltd. UGIF Units of Rs. 10 each	-	-	25,000,000	25,588,035
			<u>40,320,712</u>	<u>35,069,367</u>	216,611,203	221,184,835
		Unrealized gain on account of remeasurement to fair value	<u>(5,251,345)</u>	-	4,573,632	-
			<u><b>35,069,367</b></u>	<u><b>35,069,367</b></u>	<u>221,184,835</u>	<u>221,184,835</u>

		<b>2009</b>	<b>2008</b>
	<b>Note</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>24. CASH AND BANK BALANCES</b>			
Cash in hand		1,400,671	927,389
Cash at banks - Current accounts		4,423,245	9,691,656
- Deposit accounts	24.1	<u>39,919,844</u>	<u>60,423,550</u>
		<u><u>45,743,760</u></u>	<u><u>71,042,595</u></u>
<b>24.1</b>	These carry interest rate of 2.5-8% per annum (2008: 2.5-8% per annum)		
<b>24.2</b>	The Parent Company has unavailed cash finance facility of Rs. 60 Million (2008: Rs. 60 Million) from Bank Alfalah Limited. The facility is secured by first pari passu charge by way of hypothecation over all present and future current and movable assets of the Company and equitable mortgage over immovable property to the extent of Rs. 204 Million. This facility carries mark up at the rate of three months KIBOR + 2.25% per annum.		
<b>24.3</b>	The Parent Company has unavailed running finance facility of Rs. 85 Million (2008: 50 Million) from Habib Bank Limited. The facility is secured by first charge on all present and future moveable assets of the Company, with a 25% margin, and by a first equitable mortgage charge over land and building of Company's Nowshehra plant, ranking pari passu with the existing first charge holders to the extent of Rs. 370 Million. This facility carries mark up at the rate of three months KIBOR + 1.50% per annum.		
<b>25. NET SALES</b>			
Gross sales		1,313,306,932	1,144,498,067
Less: Discount		<u>(124,049,964)</u>	<u>(115,450,295)</u>
		<u><u>1,189,256,968</u></u>	<u><u>1,029,047,772</u></u>
<b>26. COST OF SALES</b>			
Work in process:			
Opening		5,206,081	2,897,691
Closing		<u>(7,791,792)</u>	<u>(5,206,081)</u>
		<u>(2,585,711)</u>	<u>(2,308,390)</u>
Raw materials consumed	26.1	517,151,720	416,375,575
Salaries and wages	28.1	46,050,772	42,377,032
Fuel and power		6,840,309	6,335,399
Repairs and maintenance		2,871,215	3,599,261
Stores and spares consumed		5,840,356	3,829,651
Packing charges		5,582,784	4,697,415
Excise duty		16,694	25,915
Postage and telephone		868,945	865,132
Insurance		1,902,739	1,543,545
Travelling and conveyance		747,482	962,121
Transport		1,498,706	1,465,440
Laboratory and other expenses		4,081,916	1,306,833
Depreciation		<u>26,760,859</u>	<u>22,828,950</u>
Cost of goods manufactured		<u><u>617,628,786</u></u>	<u><u>503,903,879</u></u>
Finished stock:			
Opening		97,969,249	48,256,053
Closing		<u>(131,451,425)</u>	<u>(87,060,584)</u>
		<u><u>(33,482,176)</u></u>	<u><u>(38,804,531)</u></u>
		<u><u>584,146,610</u></u>	<u><u>465,099,348</u></u>

	<b>2009</b>	<b>2008</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>26.1 Raw materials consumed</b>		
Opening stock	86,298,725	74,945,653
Add: Purchases	<u>565,075,608</u>	<u>438,637,312</u>
	<b>651,374,333</b>	<b>513,582,965</b>
Less: Closing stock	<u>(134,222,613)</u>	<u>(97,207,390)</u>
	<u><b>517,151,720</b></u>	<u><b>416,375,575</b></u>
<b>27. OTHER OPERATING INCOME</b>		
From financial assets		
Dividend income	2,594,500	424,625
Profit on Term Deposit Receipts	4,248,434	9,086,473
Capital gain on sale of shares	2,202,955	2,388,478
Capital gain realized on investments in mutual funds	5,556,102	-
Profit on deposits with banks	1,895,634	4,055,733
Gain on reameasurement of short term investments	902,078	4,573,633
Exchange gain	443,330	-
Commission	5,814,274	2,509,107
Gain on fair value adjustment of interest rate SWAP	-	1,187,639
Mark up on long term loan to subsidiary	<u>2,845,367</u>	<u>-</u>
	<b>26,502,674</b>	<b>24,225,688</b>
From non financial assets		
Gain on disposal of property, plant and equipment	27.1 <u>3,014,100</u>	<u>687,675</u>
	<u><b>29,516,774</b></u>	<u><b>24,913,363</b></u>

## 27.1 Gain on disposal of property, plant and equipment

	Particulars	Cost	Net Book value	Sale proceeds	Profit	Mode of disposal
	<b><u>OWNED VEHICLES</u></b>					
						<b>As per company's policy</b>
1	YAMAHA 100 S 1607	77,550	-	18,000	18,000	Mehr Tariq - Ex-Staff Member
2	HONDA 125 LRR 2178	73,700	-	33,500	33,500	Syed Sohail Akhtar - Ex-Staff Member
3	HONDA 125 F 1369	73,700	-	33,500	33,500	Muhamad Ishfaq - Ex-Staff Member
4	SUZUKI MEHRAN VXR CNG BAH 036	380,000	63,333	200,000	136,667	Mamoon Ghauri - Ex-Staff Member
5	SUZUKI MEHRAN CNG MLF 7565	375,000	62,500	200,000	137,500	Rana Ifikhar Ahmed - Ex-Staff Member
6	HONDA CD 70 RL 778	56,240	12,185	54,000	41,815	Muhammad Azam - Ex-Staff Member
7	HONDA CD 70 RLA 782	56,240	9,373	54,000	44,627	M Khalid Askari - Ex-Staff Member
8	HONDA CD 70 RLA 275	56,240	12,185	19,710	7,525	Khalid Masood Bhatti - Ex-Staff Member
9	HONDA CD 70 RLA 219	56,240	11,248	25,000	13,752	Zubair Tariq Rathore - Ex-Staff Member
10	HONDA CD 70 RLA 301	56,240	12,185	54,000	41,815	Shakeel Shehzad - Ex-Staff Member
11	HONDA CD 70 RLA 257	56,240	9,373	54,000	44,627	Mian Amjad Faheem - Ex-Staff Member
12	SUZUKI LIANA KU 790	803,500	374,967	462,013	87,046	Shahid Mehmood - Ex-Staff Member
13	SUZUKI LIANA-KU 792	803,500	401,750	492,813	91,063	Abdul Rauf - Ex-Staff Member
14	HONDA CD 70-RIK 4449	54,000	27,900	40,000	12,100	M. Kamran Mirza - Ex-Staff Member
15	HONDA CD 70-RIK 4451	54,000	28,800	32,400	3,600	Liaqat Ali Qamar - Ex-Staff Member
16	SUZUKI BALENO JXR KE 162	749,000	237,183	315,828	78,645	M. Mehdi Raza - Ex-Staff Member
17	FIAT RIVY 6483	620,000	-	120,000	120,000	Muhammad Sultan - Staff Member
18	HONDA 125 SLM 1070	73,700	-	33,500	33,500	Shahid Saleem - Staff Member
19	HONDA 125 RIZ 7395	71,500	1,192	42,250	41,058	Imtiaz Qureshi - Staff Member
20	SUZUKI CULTUS FSA 3307	555,000	64,750	281,750	217,000	Rana Javed Iqbal - Staff Member
21	SUZUKI MEHRAN IDM 9473	374,000	24,933	187,250	162,317	Waseem Shahzad - Staff Member
22	HONDA CD 70 RLA 244	56,240	12,185	54,000	41,815	Imran Qayyum - Staff Member
23	HONDA CD 70 RLA 269	56,240	12,185	54,000	41,815	Sarfraz A.Khan - Staff Member
24	HONDA CD 70 RLB 5524	56,240	12,185	24,772	12,587	Atiq ur Rehman - Staff Member
25	HONDA CD 70 RLA 294	56,240	12,185	35,000	22,815	Afiab Ahmed - Staff Member
26	HONDA CD 70 RLA 231	56,240	12,185	27,000	14,815	Raja M.Saleem - Staff Member
27	HONDA 125 RL 897	73,410	15,905	44,000	28,095	Syed Waqar Latif - Staff Member
28	DAIHATSU CUORE GAP 705	399,000	19,950	200,000	180,050	Muhammad Afzal - Staff Member
29	SUZUKI MEHRAN CNG HV 237	375,000	31,250	200,000	168,750	Shahid Ali Hanif - Staff Member
30	SUZUKI MEHRAN VXR CNG-MLF-8780	380,000	19,000	240,000	221,000	Ashiq Mehmood - Staff Member
						<b>By Auction</b>
31	HONDA CITY VARIO HG 601	843,500	112,467	500,000	387,533	By Auction
						<b>By Insurance Claim from</b>
32	SUZUKI BALENO JXR CNG LWB 2286	849,000	396,200	550,000	153,800	EFU Insurance Company
33	HONDA CD 70 RIK 4441	54,000	36,000	54,468	18,468	EFU Insurance Company
34	HONDA CD 70 RIK 4443	54,000	36,000	54,468	18,468	EFU Insurance Company
35	HONDA CIVIC RIA 2767	1,524,000	1,473,200	1,500,000	26,800	EFU Insurance Company
36	HONDA CD 70 RLA 274	56,240	6,561	40,000	33,439	EFU Insurance Company
37	SUZUKI MEHRAN VXR CNG ARL - 251	474,000	426,600	474,000	47,400	EFU Insurance Company
	<b><u>LEASED VEHICLE</u></b>					
						<b>As per company's policy</b>
38	SUZUKI MEHRAN VXR CNG HJ 878	390,000	188,500	280,000	91,500	Sajid Latif - Ex-Staff Member
39	DAIHATSU CUORE LRQ-8765	399,000	124,207	202,500	78,293	Aamir Shah - Staff Member (Farmacia)
	<b><u>COMPUTERS</u></b>					
40	HP Compaq	71,650	-	7,000	7,000	Mehdi Raza Jafery - Ex-Staff Member
41	IBM Laptops	71,000	-	10,000	10,000	Shahid Mahmood - Ex-Staff Member
42	IBM Laptops	71,000	-	10,000	10,000	Abdul Azeem - Ex-Staff Member
	<b>2009 Rupees</b>	<b>11,841,590</b>	<b>4,300,622</b>	<b>7,314,722</b>	<b>3,014,100</b>	
	<b>2008 Rupees</b>	<b>4,252,830</b>	<b>1,681,700</b>	<b>2,369,375</b>	<b>687,675</b>	

<b>28. ADMINISTRATIVE EXPENSES</b>	<b>Note</b>	<b>2009 (Rupees)</b>	<b>2008 (Rupees)</b>
Salaries, wages and benefits	28.1	48,449,236	33,920,837
Directors' fees and expenses		1,212,940	1,279,680
Rent, rates and taxes		1,514,856	1,108,450
Postage and telephone		1,585,020	1,124,744
Printing and stationery		1,326,965	766,922
Travelling and conveyance		2,829,404	2,106,829
Transport		3,343,006	2,521,153
Legal and professional charges		666,100	716,200
Electricity, gas and water		2,828,288	4,857,234
Auditors' remuneration	28.2	579,600	440,990
Repairs and maintenance		2,825,107	1,390,227
Subscriptions and fees		767,726	921,503
Donations	28.3	2,260,803	800,000
Insurance		773,811	882,431
Depreciation		7,260,760	5,969,651
Other administrative expenses		4,493,912	4,097,757
		<u>82,717,534</u>	<u>62,904,608</u>

**28.1** Salaries, wages and benefits include Rs.6.646 million (2008: Rs. 4.365 million) charged on account of defined contribution plan of the Parent Company.

**28.2** Auditors' remuneration

Fee for annual audit	225,000	165,000
Fee for audit of consolidated accounts	50,000	35,000
Review of half yearly accounts	75,000	50,000
Audit fee- BF Biosciences	40,000	35,000
Other certifications	87,000	62,000
Out of pocket expenses	16,700	36,000
	<u>493,700</u>	<u>383,000</u>
Audit fee and out of pocket expenses		
- Farmacia - Aslam Malik & Co.	85,900	57,990
	<u>579,600</u>	<u>440,990</u>

**28.3** Donations include Rs. 400,000 donated to Aziz Jehan Begum Trust for the Blind situated at 74 PECO Road, Lahore. One of Company's Director i.e. Mr. Khalil Mian, the nominee Director of NIT, is the Chairman of this Trust.

		<b>2009</b>	<b>2008</b>
	<b>Note</b>	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>29. SELLING AND DISTRIBUTION COST</b>			
Salaries and allowances	28.1	93,088,467	82,122,937
Travelling and conveyance		55,638,342	43,313,192
Transport		3,408,373	1,935,994
Rent, rates and taxes		2,537,346	1,864,670
Advertisement and publicity		74,295,895	57,609,558
Freight and forwarding		7,806,283	4,721,048
Printing and stationery		1,248,492	835,397
Postage and telephone		3,455,858	2,171,544
Electricity, gas and water		893,141	218,961
Subscription and fees		6,473,661	3,026,498
Insurance		3,503,752	3,164,241
Repairs		481,824	197,403
Legal and professional charges		613,400	29,000
Entertainment		696,248	347,398
Training		4,100,901	-
Depreciation		11,381,093	4,938,588
Other selling expenses		1,402,108	658,388
		<u>271,025,184</u>	<u>207,154,817</u>
<b>30. FINANCE COST</b>			
Finance charge on leased assets		315,287	512,950
Mark-up on bank financing		1,161,321	35,922
Bank charges		787,811	374,954
Interest on Workers' (Profit) Participation Fund		326,930	680,754
Transfer of fair value swap to subsidiary		1,187,639	-
		<u>3,778,988</u>	<u>1,604,580</u>
<b>31. OTHER CHARGES</b>			
Loss on reameasurement of other financial assets		5,251,345	-
Workers' (Profit) Participation Fund		11,917,691	13,955,370
Workers' Welfare Fund	31.1	8,251,341	4,191,800
Central Research Fund		2,543,939	2,926,622
		<u>27,964,315</u>	<u>21,073,792</u>

**31.1** This includes a prior year error adjustment of Rs.4.8 Million

### 32. TAXATION

	2009 (Rupees)	2008 (Rupees)
Current year	62,063,159	78,174,415
Prior years <sup>7</sup>	-	(381,755)
Deferred	4,268,690	1,388,938
	<u>66,331,849</u>	<u>79,181,599</u>

#### 32.1 Relationship between tax expense and tax

on accounting profit		
Profit before taxation	<u>249,141,111</u>	<u>296,123,990</u>
Tax rate	<u>35%</u>	<u>35%</u>
Tax on accounting profit	87,199,389	103,643,396
Tax effect of expenses that are admissible/inadmissible in determining taxable profit	3,724,897	2,086,291
Tax effect of lower tax rates on certain income	<u>(24,592,437)</u>	<u>(26,166,333)</u>
	66,331,849	79,563,354
Tax effect of adjustments in respect of income tax of prior years	-	(381,755)
Tax expense for the current year	<u>66,331,849</u>	<u>79,181,599</u>
Average rate of tax	<u>27%</u>	<u>27%</u>

**32.2** Tax assessments of the parent company have been finalized up to and including the assessment year 2002-2003 (income year ended 30 June 2003). Returns for tax years 2004 to 2008 were filed and accepted under universal self assessment scheme. However the tax year 2008 is under tax audit against which amendment in assessment order is awaited, if any.

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

	2009 (Rupees)			2008 (Rupees)		
	Director	Chief Executive	Executives	Director	Chief Executive	Executives
Managerial remuneration	6,650,000	7,000,000	35,771,902	7,125,000	5,850,000	26,465,735
Utilities	-	253,763	-	-	258,219	-
Provident fund	367,740	413,796	1,717,316	367,741	322,764	1,044,516
	<u>7,017,740</u>	<u>7,667,559</u>	<u>37,489,218</u>	<u>7,492,741</u>	<u>6,430,983</u>	<u>27,510,251</u>
Numbers	1	1	21	1	1	12

In addition, the Chief Executive, a working director and certain executives of the Parent Company are allowed free use of company vehicles.

The members of the Board of Directors were paid Rs. 3,800 (2008: Rs. 3,900) as meeting fee and Rs. 1,209,140 (2008: Rs. 1,275,780) as meeting expenses for attending the Board of Directors meetings.

### 34. Financial risk management

#### 34.1 Credit risk

The Group's credit risk exposures are categorised under the following headings:

##### Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	Note	2009 (Rupees)	2008 (Rupees)
Long term investment-available for sale	15	33,085	33,085
Derivative asset - Interest rate swap	17	66,621	1,187,639
Trade debts		57,955,059	36,755,668
Deposits		9,498,756	1,793,151
Loan and advances	20	3,913,028	4,807,010
Other receivables	22	1,768,991	1,476,210
Held to maturity investments - local currency		28,905,079	-
Financial asset at fair value through profit & loss	23	35,069,367	221,184,835
Cash and cash equivalents	24	44,343,089	70,115,206
		<u>181,553,075</u>	<u>337,352,804</u>

Geographically there is no concentration of credit risk.

The maximum exposure to credit risk for loans and receivables at the reporting date by type of parties was:

Institutional customers	33,549,598	20,747,139
Retail customers	4,968,508	3,458,753
Distributors	19,436,953	12,549,776
Others	5,682,019	6,283,220
	<u>63,637,078</u>	<u>43,038,888</u>

The aging of loans and receivables at the reporting date was:

Not past due	-	-
Past due 0-30 days	25,060,176	9,907,307
Past due 31- 120 days	24,846,818	18,739,111
Past due 121-365 days	7,807,008	8,971,174
More than one year	5,923,076	5,421,296
	<u>63,637,078</u>	<u>43,038,888</u>

Based on historic record the company believes that no impairment allowance is necessary in respect of loans and receivables not past due more than one year.

### 34.2 Liquidity risk

The following are the contractual maturities of financial liabilities, including estimated interest payments.

	2009 (Rupees)						
	Carrying amount	Contractual cash flows	6 months or less	6-12 months	1-2 years	2-5 years	More than 5 years
Secured bank loan-FLL	156,062,500	(206,430,263)	(44,428,837)	(41,311,667)	(73,539,255)	(47,150,504)	-
Secured bank loan-ABL	112,125,000	(141,731,506)	(27,347,260)	(25,896,575)	(47,243,835)	(41,243,836)	-
Finance lease liabilities	1,458,656	(1,568,620)	(545,160)	(545,160)	(478,300)	-	-
Trade creditors	53,031,814	(53,031,814)	(52,990,900)	(40,914)	-	-	-
	<u>322,677,970</u>	<u>(402,762,203)</u>	<u>(125,312,157)</u>	<u>(67,794,316)</u>	<u>(121,261,390)</u>	<u>(88,394,340)</u>	-
2008 (Rupees)							
	Carrying amount	Contractual cash flows	6 months or less	6-12 months	1-2 years	2-5 years	More than 5 years
Secured bank loan-FLL	212,812,500	(304,372,017)	(50,546,175)	(47,395,579)	(85,740,504)	(120,689,759)	-
Secured bank loan-ABL	61,573,850	(64,041,865)	(8,007,131)	(8,005,444)	(16,009,201)	(32,020,089)	-
Finance lease liabilities	3,856,458	(4,269,014)	(1,512,291)	(670,347)	(2,086,376)	-	-
Trade creditors	40,650,872	(40,650,872)	(40,642,055)	(8,817)	-	-	-
	<u>318,893,680</u>	<u>(413,333,768)</u>	<u>(100,707,652)</u>	<u>(56,080,187)</u>	<u>(103,836,081)</u>	<u>(152,709,848)</u>	-

### 34.3 Interest rate risk

#### Profile

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

	2009 %	2008 %	2009 (Rupees)	2008 (Rupees)
<b>Variable rate instruments</b>				
Financial assets	-	-	<b>66,621</b>	1,187,639
Financial liabilities	<b>11.87 to 17.45</b>	11.50 to 16.74	<u><b>(269,646,156)</b></u>	<u>(278,242,808)</u>
			<u><b>(269,579,535)</b></u>	<u>(227,055,169)</u>

#### Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, and the Company does not designate derivatives (interest rate swaps) as hedging instruments under a fair value hedge accounting model. Therefore a change in interest rates at the reporting date would not affect profit or loss.

#### Cash flow sensitivity analysis for variable rate instruments

An increase of 100 basis points in interest rates at the reporting date would have decreased profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis as for the previous year.

	Profit and loss	
	2009 (Rupees)	2008 (Rupees)
Variable rate instruments	<b>(2,696,462)</b>	(2,782,428)

A 100 basis points decrease in interest rates at the reporting date would have had an equal but opposite effect on the equity and profit and loss to the amounts shown above, on the basis that all other variables remain constant. The Company uses derivative financial instruments to hedge its exposure to risk of variability in interest rate on its long term loans.

### 34.4 Exposure to currency risk

The Company's exposure to foreign currency risk at the reporting date was as follows:

	2009 (Rupees)	
	Rupees	US Dollars
Cash and cash equivalents	1,476,321	18,150
Trade and other payables	(31,028,444)	(381,466)
Gross balance sheet exposure	(29,552,123)	(363,316)
Estimated forecast sale for next year	50,000,000	614,704
Net exposure	20,447,877	251,388
	2008 (Rupees)	
	Rupees	US Dollars
Trade and other payables	(26,081,999)	(382,434)
Gross balance sheet exposure	(26,081,999)	(382,434)
Estimated forecast sale for next year	5,115,000	75,000
Net exposure	(20,966,999)	(307,434)

The following significant exchange rates were applied during the year:

	Balance sheet date rate		Average rate	
	June 30, 2009	June 30, 2008	2009	2008
US Dollars	81	68	79	63

### Sensitivity analysis

A ten percent strengthening of the Pakistani Rupee against the following currencies at the reporting date would have (decreased)/increased profit or loss by the amounts shown below. This analysis assumes that all other variables, in particular interest.

	Profit and loss	
	2009	2008
US Dollars	(2,642,085)	3,648,934

A ten percent weakening of the Pakistani Rupee against the above currencies at the reporting date would have had the equal but opposite effect on the above currencies to the amounts shown above, on the basis that all other variables remain constant.

### 34.5 Other market price risk

The primary goal of the Company's investment strategy is to maximise investment returns on surplus funds. The Company adopts a policy of ensuring minimize its price risk by investing in fixed rate investments like TDRs and income funds of Mutual funds. Certain investments are designated at fair value through profit or loss because their performance is actively monitored and they are managed on a fair value basis. Equity price risk arises from investments at fair value through profit and loss.

### Sensitivity analysis of price risk

A change of 5% in the value of investments at fair value through profit and loss would have increased or decreased profit or loss by Rs. 1.75 million (2008: Rs. 9.72 million) on the basis that all other variables remain constant

### 34.6 Fair value of financial assets and liabilities

The estimated fair value of financial instruments is not significantly different from their book value as shown in these financial statements.

### 35. TRANSACTIONS WITH RELATED PARTIES

The Company's related parties include associated companies, entities over which directors are able to exercise influence, subsidiaries, staff retirement fund, directors and key management personnel. Balances with the related parties are shown else where in the accounts. The transactions with related parties other than remuneration and benefits to key management personnel under the terms of their employment which are disclosed in note 33 are as follows:

	<b>2009</b>	<b>2008</b>
	<b>(Rupees)</b>	<b>(Rupees)</b>
<b>Other related parties:</b>		
Contribution to employee provident fund	<b>6,646,335</b>	4,364,763
<b>Key management personnel</b>		
Managerial remuneration	<b>37,626,000</b>	31,050,000
Utilities	<b>253,763</b>	258,219
Provident fund	<b>1,881,871</b>	1,398,805
Numbers	11	8

### 36. CAPACITY AND PRODUCTION

Capacity of the pharmaceutical unit cannot be determined as the unit is used for manufacturing different products in varying quantities and packings.

### 37. CORRESPONDING FIGURES & NON ADJUSTING EVENTS AFTER THE BALANCE SHEET DATE

37.1 Following figures have been rearranged/reclassified, for better presentation

<u>Nature</u>	<u>Amount</u>	<u>Note</u>	<u>Previously classified under</u>	<u>Reclassified under</u>
Security expense	<b>825,335</b>	26	Salaries & wages	Laboratory and other expenses
Security expense	<b>201,710</b>	28	Salaries, wages and benefits	Other administrative expenses
Relocation expense	<b>340,954</b>	28	Salaries, wages and benefits	Other administrative expenses
Security expense	<b>538,433</b>	29	Salaries and allowances	Other selling expenses

37.2 The Board of Director's of the Company in the meeting held on August 18, 2009 have proposed final cash dividend of Re. 1 per share and stock dividend @ 20% i.e.2 bonus shares for every 10 shares held, for the year ended June 30, 2009.

### 38. DATE OF AUTHORIZATION

The financial statements have been authorized for issue by the board of directors or the company on August 18, 2009.

Rawalpindi  
 August 18, 2009

Director

Chairperson & CEO

### PATTERN OF SHAREHOLDING AS AT JUNE 30, 2009

Number of Shareholders	Shareholding				Total Shares held	
1,078	From	1	to	100	Shares	20,897
530	From	101	to	500	Shares	141,705
166	From	501	to	1,000	Shares	120,571
267	From	1,001	to	5,000	Shares	585,804
59	From	5,001	to	10,000	Shares	384,103
31	From	10,001	to	15,000	Shares	381,683
21	From	15,001	to	20,000	Shares	360,095
12	From	20,001	to	25,000	Shares	283,377
6	From	25,001	to	30,000	Shares	159,695
4	From	30,001	to	35,000	Shares	133,354
2	From	35,001	to	40,000	Shares	75,040
2	From	40,001	to	45,000	Shares	85,112
2	From	50,001	to	55,000	Shares	104,374
3	From	55,001	to	60,000	Shares	171,301
1	From	70,001	to	75,000	Shares	72,223
2	From	80,001	to	85,000	Shares	165,013
1	From	90,001	to	95,000	Shares	94,142
1	From	100,001	to	105,000	Shares	103,656
1	From	105,001	to	110,000	Shares	105,636
1	From	115,001	to	120,000	Shares	115,474
1	From	135,001	to	140,000	Shares	139,946
1	From	155,001	to	160,000	Shares	157,982
3	From	165,001	to	170,000	Shares	501,663
1	From	170,001	to	175,000	Shares	172,800
1	From	200,001	to	205,000	Shares	202,302
1	From	210,001	to	215,000	Shares	212,522
1	From	220,001	to	225,000	Shares	221,392
1	From	225,001	to	230,000	Shares	225,576
1	From	235,001	to	240,000	Shares	236,359
2	From	250,001	to	255,000	Shares	501,634
1	From	350,001	to	355,000	Shares	350,188
1	From	370,001	to	375,000	Shares	374,597
1	From	405,001	to	410,000	Shares	405,823
1	From	550,001	to	555,000	Shares	554,640
1	From	635,001	to	640,000	Shares	638,052
1	From	985,001	to	990,000	Shares	988,514
1	From	1,015,001	to	1,020,000	Shares	1,018,254
1	From	1,030,001	to	1,035,000	Shares	1,034,848
1	From	1,040,001	to	1,045,000	Shares	1,043,748
1	From	4,715,001	to	4,720,000	Shares	4,716,638
<b>2,213</b>	<b>Total:</b>					<b>17,360,733</b>

Categories of shareholders	Number	Shares held	Percentage
Individuals	2,177	13,511,184	77.83
Joint Stock Companies	17	90,621	0.52
Investment Companies	2	4,084	0.02
Financial Institutions	5	2,008,530	11.57
Insurance Companies	5	1,683,890	9.70
Others	6	62,424	0.36
	<b>2,213</b>	<b>17,360,733</b>	<b>100.00</b>

Categories of shareholders	Number	Shares held	Percentage
<b>Directors, Chief Executive Officer, and their spouse and minor childrens</b>	<b>8</b>	<b>2,510,814</b>	<b>14.46</b>
<i>Directors</i>			
Mrs. Akhter Khalid Waheed		1,043,748	6.01
Mr. Osman Khalid Waheed		624,668	3.60
Mrs. Munize Azhar Peracha		191,785	1.10
Mr. Omar Khalid Waheed		521,297	3.00
Mr. Farooq Mazhar		84,975	0.49
Mr. Nihal Cassim		5,616	0.03
Mr. M. M. Ispahani		31,708	0.18
Khan Dost Muhammad Khan Sherpao		7,017	0.04
<b>Associated Companies, undertakings and related parties.</b>	<b>3</b>	<b>4,783,911</b>	<b>27.83</b>
<i>Associated Company</i>			
M/s. KFW Factors (Pvt) Limited		4,765,901	27.45
<i>Executives</i>			
Mr. A. U. Zafar		18,000	0.38
Syed Ghussuddin Saif		10	0.00
<b>NIT and ICP</b>	<b>3</b>	<b>2,010,852</b>	<b>11.58</b>
Investment Corp. of Pakistan		660	0.00
National Bank of Pakistan, Trustee Deptt.		2,006,768	11.56
IDBP (ICP UNIT)		3,424	0.02
<b>Banks, Development Financial Institutions, Non Banking Financial Institutions.</b>	<b>4</b>	<b>1,762</b>	<b>0.01</b>
Mercantile Co-op Finance Corp Limited		684	0.00
United Bank Limited		840	0.00
Bank Alfalah Limited		66	0.00
Escorts Investment Bank Limited		172	0.00
<b>Insurance Company</b>	<b>5</b>	<b>1,683,890</b>	<b>9.70</b>
Adamjee Insurance Co. Ltd.,		120	0.00
Co-op Insurance Society of Pak. Ltd.		94,142	0.54
United Insurance Co of Pak Ltd,		140	0.00
State Life Insurance Corp. of Pakistan		1,034,848	5.96
EFU General Insurance Limited		554,640	3.19
<b>General Public</b>	<b>2,166</b>	<b>6,216,459</b>	<b>35.81</b>
<b>Others</b>	<b>24</b>	<b>53,045</b>	<b>0.88</b>
The Securities & Exchange Commission of Pakistan		1	0.00
Custodian of Enemy Property of Paksitan		112	0.00
Dy. Administrator (APO)		12,705	0.07
Trustees Packages Ltd.		2,246	0.01
Trustees Saeeda Amin Wakf		17,886	0.10
Trustees Mohammad Amin Wakf Estate		25,404	0.15
Maqbool Shah Trust		4,070	0.02
United Executers & Trustees Co. Ltd.		125	0.00
N.H. Securities (Pvt) Limited		441	0.00
Ali Hussain Rajabali Limited		7,200	0.04
Amin Agencies (Pvt) Limited		4,320	0.02
AWJ Securites (SMC-PRIVATE) Limited		913	0.01
Ismail Abdul Shakoor Securites (Private) Ltd.		57	0.00
DARSON SECURITIES (PVT) LIMITED		32,584	0.19
ORIENTAL SECURITIES (PVT) LTD.		33	0.00
MAHA SECURITIES (PVT.) LIMITED		1,560	0.01
MSMANIAR FINANCIALS (PVT) LTD.		94	0.00
Y.S. SECURITIES & SERVICES (PVT) LTD.		573	0.00
Dosslani's Securities (Pvt.) Limited		22,000	0.13
Millenium Brokerage (SMC-Pvt.) Limited		653	0.00
Time Securities (Pvt.) Limited		500	0.00
Hum Securities Limited		100	0.00
M. R. Securities (SMC-Pvt.) Limited		19,419	0.11
Durvesh Securities (Pvt.) Limite		49	0.00
Shareholders holding 10% or more			
KFW Factors (Pvt) Limited		4,765,901	27.45
National Bank of Pakistan, Trustee Deptt.		2,006,768	11.56
	<b>2,213</b>	<b>17,360,733</b>	<b>100</b>



Please Quote Folio Number

**FORM OF PROXY**

I, .....  
of .....  
being member of Ferozsons Laboratories Limited, hereby appoint .....  
.....  
of .....  
or failing him.....  
of .....

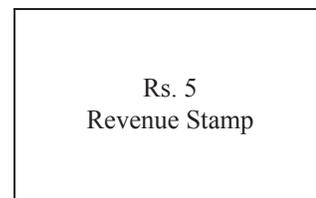
as my proxy in my absence to attend and vote for me, and on my behalf at the Annual General Meeting of the Company to be held on September 28, 2009 and at any adjournment thereof.

As witness my hand this ..... day of.....2009

Signed by the said

Folio No. \_\_\_\_\_

CDC A/C No. \_\_\_\_\_



**Important:** The Form of Proxy duly completed, must be deposited at the office of the Company’s Share Registrar, CorpTec Associates (Pvt.) Limited, 6th Floor, BOP Tower, 10-B, Block E-2, Gulberg-III, Lahore not less than 48 hours before the time of holding the meeting. For completion of Proxy form please fulfill requirements given in the respective Notice of Annual General Meeting.