



TRUSTED NOT TO COMPROMISE

# THE POWER CONNECTION

Half Yearly Accounts  
for six months ended December 31, 2016

**COMPANY INFORMATION**

<b>Directors</b>	Mustapha A. Chinoy (Chairman) Syed Naseem Ahmad Sadia Khan Roderick Macdonald Haroun Rashid Shoaib Mir Saqib H. Shirazi Kamal A. Chinoy (Chief Executive) Muhammad Ashfaq Alam
<b>Company Secretary</b>	Nazifa A. Khan
<b>Legal Advisor</b>	Barrister M. Jamshid Malik
<b>Bankers</b>	Standard Chartered Bank (Pakistan) Ltd. Bank Al-Habib Ltd. Habib Bank Ltd. Meezan Bank Ltd. MCB Bank Ltd. NIB Bank Ltd. Industrial & Commercial Bank of China (ICBC)
<b>Registered Office and Factory</b>	B-21, Pakistan Cables Road, Sindh Industrial Trading Estates, P.O. Box 5050, Karachi-75700 Tele: 021-32561170-75 Fax: 92-21-32564614 E-mail: info@pakistancables.com
<b>Head Office</b>	Arif Habib Center, 1st Floor, 23 M.T. Khan Road, Karachi. UAN: 111-CABLES (222 - 537) Fax: 92-21-32462111 E-mail: sales@pakistancables.com
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## DIRECTORS' REVIEW

Sales revenue for the half year period ended December 31, 2016 stood at Rs. 4.1 billion registering a growth of 25% compared to same period of last year. Gross profit of Rs. 599.1 million is 14.7% of sales against Rs. 459.2 million (14.1% of sales) in the same period of last year. The higher gross profit is attributed mainly due to favorable sales mix and volume growth.

Selling and administrative expenses are Rs. 314.6 million compared to Rs. 291.0 million. The increase is mainly due to higher expenses on account of advertising and publicity. Financial charges for the half year are Rs. 33.0 million compared to Rs. 47.9 million in the same period of last year. Last year's finance cost included an exchange loss of Rs. 14 million incurred on borrowings in US dollars as a result of depreciation of rupee against the dollar.

As a result of the above factors, your company ended the half year with a profit after tax of Rs. 179.4 million compared to a profit after tax of Rs. 86.0 million in the same period of last year.


Economic growth is showing signs of sustained recovery aided by stable foreign exchange reserves, lower interest rates, low inflation and industrial growth accelerating on the back of higher activity in construction industry. However, energy and security challenges continue to weigh on country's business climate. Moreover, with increased activity in the power sector and around CPEC, it appears that a large quantity of Chinese cable is now being imported in to Pakistan with tax and duty exemptions, either being applied to power generation projects, or to projects falling under the CPEC umbrella. The same benefits are not being allowed to supplies from the local industry. This is a matter of concern and your Company is reviewing the matter with trade and industry associations to determine the best way forward. The price of copper has surged by almost 20% since June 2016 resulting in high cost of input material. However, in view of a reasonable order book, your company hopes to maintain growth in profitability through increased sales, cost controls and improved efficiencies thereby improving returns to the stakeholders.

The Company has received intimation from two existing shareholders that they intend to buy the entire 24.6% shareholding owned by G.K. Technologies Inc. ("GKTI"). An announcement was accordingly made by the Company to the Pakistan Stock Exchange. The Board would like to mention that while the Company and GKTI have enjoyed a very cordial and mutually beneficial relationship over the years, however this exit by GKTI, which is predicated on their worldwide strategy, is not expected to have any negative impact on the operations or financial results of the Company.

We are pleased to inform the shareholders that during the current year we received the FPCCI Export Award for the year 2015-16 for non-traditional products. The award was presented by the Prime Minister of Pakistan.

The Directors would like to place on record their sincere appreciation for the hard work and dedication shown by the Management and Employees of the Company during the period. On behalf of the Board of Directors and Employees of the Company, we express our gratitude and appreciation to all our valued customers, distributors, dealers, bankers and all other stakeholders for the trust and confidence reposed in the Company.

On behalf of the Board of Directors



MUSTAPHA A. CHINOY  
Chairman

Karachi: January 31, 2017



31 دسمبر 2016 کو ختم ہونے والی ششماہی کے لئے سیلر کی آمدنی 4.1 ملین روپے رہی اس طرح پچھلے سال کی اسی مدت کے مقابلے میں 25 فیصد اضافہ ریکارڈ کیا گیا۔ 599.1 ملین روپے کا مجموعی منافع سیلر کا 14.7 فیصد ہے جب کہ پچھلے سال کی اسی مدت میں 459.2 ملین روپے (14.1 فیصد) تھا۔ موافقانہ سیلر اور حجم میں اضافہ کی وجہ سے بلند تر مجموعی نفع حاصل ہوا ہے۔

سیلنگ اور انتظامی اخراجات 291.0 ملین روپے کے مقابلے میں 314.6 ملین روپے ہیں۔ اخراجات میں بہت زیادہ اضافے کا سبب اشتہار اور تشہیر کی مد میں کثیر اخراجات ہیں۔ ششماہی کے لئے مالیاتی چارجز 33.0 ملین روپے ہیں جب کہ پچھلے سال اسی مدت میں 47.9 ملین روپے تھے۔ پچھلے سال امریکی ڈالر میں قرضہ جات پر شرح تبادلہ کی مد میں ڈالر کے خلاف روپے کی کمی کے نتیجے میں 14 ملین روپے کا نقصان پیش آیا۔

مذکورہ بالا عوامل کے نتیجے میں آپ کی کمپنی ختم ہونے والی ششماہی میں ٹیکس کے بعد 179.4 ملین روپے نفع حاصل ہوا جو پچھلے سال کی اسی مدت میں 86.0 ملین روپے تھا۔

معاشی ترقی میں زرمبادلہ کے مستحکم ذخائر، کم تر شرح سود، افراط زر میں کمی اور تیزی سے بڑھتی ہوئی صنعتی ترقی سے معیشت کی بحالی میں مدد حاصل کرنے کے علامات دکھائی دے رہی ہیں مگر ملک کے کاروباری حالات کو مسلسل توانائی اور سیکورٹی کے چیلنجز درپیش ہیں۔ مزید یہ کہ پاور کے شعبے اور CPEC کی سرگرمیوں کے اضافے سے یہ ظاہر ہوتا ہے کہ پاکستان میں ٹیکس اور ڈیوٹی سے مستثنیٰ چائنا کے کمبلو کی کثیر تعداد اپورٹ کی گئی ہے۔ خواہ اسے پاور جنریشن پروجیکٹس یا ایسے پروجیکٹ جو CPEC کے تحت ہوں میں استعمال کی جائے گی۔ مقامی صنعت سے سپلائی کے لئے ان فوائد کی اجازت نہیں ہوگی، یہ ایک تشویشی مسئلہ ہے اور آپ کی کمپنی ٹریڈ اور انڈسٹری ایسوسی ایشنز کے ساتھ اس مسئلے کا جائزہ لے رہی ہے تاکہ آگے کے لئے بہترین راستے کا تعین کیا جائے۔ جولائی 2016 سے کا پر (ثانیہ) کی قیمت میں 20 فیصد اضافہ ہوا جس کے نتیجے میں ان پٹ میٹرل کی قیمت میں اضافہ ہو، چنانچہ مناسب آرڈر بک کے جائزے سے آپ کی کمپنی کو امید ہے کہ سیلر میں اضافہ، اخراجات کو کنٹرول کرنے اور کارکردگی کی اصلاح کرنے سے منافع میں اضافہ برقرار رکھا جائے گا جس سے اسٹیک ہولڈرز کے لئے ریٹرنز (معاوضہ) میں اضافہ ہوگا۔

کمپنی کو دو موجودہ شیئرز ہولڈرز سے اطلاع موصول ہوئی ہے کہ (GKTI) جی کے ٹیکنالوجیز انکارپوریٹڈ کے تمام 24.6 فیصد شیئرز خریدنے کے خواہشمند ہیں۔ اس بابت اسٹاک ایکسچینج کو باضابطہ طور پر مطلع کر دیا گیا ہے۔ بورڈ یہاں بتانا چاہتا ہے کہ GKTI اور کمپنی کے سال ہا سال کے خوشگوار روابط رہے ہیں اور GKTI کے اس فیصلے کا، جو کہ ان کے عالمگیر حکمت عملی کا حصہ ہوگا، کمپنی کے آپریشنز یا مالیاتی نتائج پر اثر انداز ہونے کا کوئی خدشہ نہیں۔

ہم شیئرز ہولڈرز کو بتاتے ہوئے مسرت محسوس کرتے ہیں کہ موجودہ سال کے دوران ہم نے غیر تجارتی مصنوعات کے لئے سال 2015-16 کا FPCCI ایکسپورٹ ایوارڈ حاصل کیا۔ ایوارڈ وزیراعظم پاکستان کی جانب سے پیش کیا گیا تھا۔

ڈائریکٹرز اس مدت کے دوران کمپنی کی انتظامیہ اور ملازمین کی جانب سے سخت محنت کے لئے اپنی مخلصانہ تعریف ریکارڈ پر لانا پسند کریں گے۔ بورڈ آف ڈائریکٹرز اور کمپنی کی ملازمین کے توسط سے ہم اپنے تمام معزز کسٹمرز، ڈسٹری بیوٹرز، ڈیلرز، مینکریز اور دیگر تمام اسٹیک ہولڈرز کو کمپنی پر بھروسہ اور اعتماد کرنے کے لئے شکریہ ادا کرتے ہیں اور سراہتے ہیں۔

بورڈ آف ڈائریکٹرز کے توسط سے



مصطفیٰ اے، چٹائے

چیرمین

کراچی 31 جنوری 2017

## Auditors' Report to the Members on Review of Interim Financial Information

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### *Introduction*

We have reviewed the accompanying condensed interim balance sheet of **Pakistan Cables Limited** ("the Company") as at 31 December 2016, the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement, condensed interim statement of changes in equity and notes to the condensed interim financial information for the six-months period then ended (here-in-after referred to as the "condensed interim financial information"). Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this condensed interim financial information based on our review.

### *Scope of Review*

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity." A review of condensed interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### *Conclusion*

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim financial information is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for Interim Financial Reporting.

### *Other matter*

The figures of the quarter ended 31 December 2016 in the condensed interim profit and loss account and condensed interim statement of comprehensive income have not been reviewed and we do not express a conclusion on them.

Date: 31 January 2017

Karachi

*KPMG Taseer Hadi & Co.*

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KPMG Taseer Hadi & Co.  
Chartered Accountants  
Amin Pirani

**CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (Unaudited)**  
**FOR THE SIX MONTHS PERIOD ENDED 31 DECEMBER 2016**

	Six months period ended		Three months period ended	
	31 December 2016	31 December 2015	31 December 2016	31 December 2015
	(Rupees in '000)		(Rupees in '000)	
Profit after tax for the period	179,429	86,024	99,848	45,855
<b>Other Comprehensive income:</b>				
<i>Items that will not be reclassified to profit and loss account</i>				
Share of other comprehensive income from the associated company (remeasurement of post employment benefits obligations of associated company)	-	23	-	-
Total comprehensive income - transferred to statement of changes in equity	<u>179,429</u>	<u>86,047</u>	<u>99,848</u>	<u>45,855</u>

The annexed notes from 1 to 26 form an integral part of these condensed interim financial statements.



KAMAL A. CHINOY  
Chief Executive



HAROUN RASHID  
Director

**CONDENSED INTERIM CASH FLOW STATEMENT (Unaudited)**  
**FOR THE SIX MONTHS PERIOD ENDED 31 DECEMBER 2016**

		Six months period ended	
	Note	31 December 2016	31 December 2015
		(Rupees in '000)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from operations	20	103,152	42,718
Payments of staff retirement benefit		(529)	-
Finance costs paid		(28,654)	(45,509)
Taxes paid - net		(73,424)	(103,965)
Long-term loans receivable		(100)	(2,074)
Long-term deposits and prepayments		3,124	6,247
Net cash flows from operating activities		3,569	(102,583)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Capital expenditure		(141,632)	(117,671)
Sales proceeds from disposal of fixed assets		1,992	4,113
Dividend received from an associate		2,016	1,440
Net cash flows from investing activities		(137,624)	(112,118)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Long term loan received		35,000	-
Long term loan paid		(6,250)	-
Net increase in short-term borrowings		213,257	126,037
Dividend paid		(125,367)	(83,652)
Net cash flows from financing activities		116,640	42,385
Net decrease in cash and cash equivalents		(17,415)	(172,316)
Cash and cash equivalents at beginning of the period		(145,198)	(96,093)
Cash and cash equivalents at end of the period	21	(162,613)	(268,409)

The annexed notes from 1 to 26 form an integral part of these condensed interim financial statements.



KAMAL A. CHINOY  
Chief Executive



HAROUN RASHID  
Director



**CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (Unaudited)  
FOR THE SIX MONTHS PERIOD ENDED 31 DECEMBER 2016**

	Share capital	Share premium reserve	General reserves	Unappro- priated Profit	Total
	(Rupees in '000)				
Balance as at 01 July 2015	284,623	527,800	708,000	179,892	1,700,315
Total comprehensive income for the six months period ended 31 December 2015					
- Profit for the period	-	-	-	86,024	86,024
- Other comprehensive income for the period - net of tax	-	-	-	23	23
Total comprehensive income	-	-	-	86,047	86,047
Transfer to general reserve for the year ended 30 June 2015	-	-	94,000	(94,000)	-
Transferred from surplus on revaluation of building during 01 July 2015 to 31 December 2015 - net of deferred tax	-	-	-	2,965	2,965
<b>Transactions with owners - recorded directly in equity</b>					
Final cash dividend for the year ended 30 June 2015 @ Rs. 3.00 per share	-	-	-	(85,387)	(85,387)
Balance as at 31 December 2015	284,623	527,800	802,000	89,517	1,703,940
Balance as at 01 July 2016	284,623	527,800	802,000	252,344	1,866,767
Total comprehensive income for the six months period ended 31 December 2016					
- Profit for the period	-	-	-	179,429	179,429
Transfer to general reserve for the year ended 30 June 2016	-	-	124,000	(124,000)	-
Transferred from surplus on revaluation of building during 01 July 2016 to 31 December 2016 - net of deferred tax	-	-	-	5,258	5,258
<b>Transactions with owners - recorded directly in equity</b>					
Final cash dividend for the year ended 30 June 2016 @ Rs. 4.50 per share	-	-	-	(128,081)	(128,081)
Balance as at 31 December 2016	284,623	527,800	926,000	184,950	1,923,373

The annexed notes from 1 to 26 form an integral part of these condensed interim financial statements.



KAMAL A. CHINOY  
Chief Executive



HAROUN RASHID  
Director

## **NOTES TO CONDENSED INTERIM FINANCIAL STATEMENTS (Unaudited) FOR THE SIX MONTHS PERIOD ENDED 31 DECEMBER 2016**

### **1. INTRODUCTION**

The Pakistan Cables Limited (the Company) was incorporated in Pakistan as a private limited company on 22 April 1953 and in 1955 it was converted into a public limited company in which year it also obtained a listing on the Karachi Stock Exchange (currently Pakistan Stock Exchange). The Company is engaged in the manufacturing of copper rods, wires, cables and conductors, aluminium extrusion profiles and PVC compounds.

The registered office of the Company is situated at B-21, S.I.T.E., Karachi, Pakistan.

### **2. BASIS OF PRESENTATION**

These condensed interim financial statements of the Company for the six months period ended 31 December 2016 have been prepared in accordance with the requirements of the International Accounting Standard 34 "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

These condensed interim financial statements are unaudited and are being submitted to the shareholders as required under section 245 of the Companies Ordinance, 1984 and the listing regulations of the Pakistan Stock Exchange Limited.

These condensed interim financial statements comprise of the balance sheet as at 31 December 2016 and profit and loss account, statement of comprehensive income, the cash flow statement and statement of changes in equity for the six months period ended 31 December 2016 which have been subjected to a review but not audited.

These condensed interim financial statements does not include all the information required for full annual financial statements and should be read in conjunction with the audited annual financial statements of the Company as at and for the year ending 30 June 2016.

These condensed interim financial statements are presented in Pakistan Rupee which is also the Company's functional currency and all financial information presented in Pakistani rupee have been rounded off to the nearest thousand, unless otherwise stated.

The comparative balance sheet presented in these condensed interim financial statements as at 30 June 2016 has been extracted from the audited financial statements of the Company for the year ended 30 June 2016, whereas the comparative profit and loss account, statement of comprehensive income, the cash flow statement and statement of changes in equity for the six months period ended 31 December 2015 have been extracted from the unaudited condensed interim financial statements for the period then ended.

### **3. ACCOUNTING POLICIES, ESTIMATES AND JUDGEMENTS**

#### **3.1 Accounting Policies**

The accounting policies and methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in preparing the financial statements as at and for the year ended 30 June 2016.

#### **3.2 Amendment and interpretation to approved accounting standards effective**

During the period certain amendment and interpretation to approved accounting standards became effective. However these are either not relevant to the Company's operation and/or do not have any impact on the accounting policies of the Company.

#### **3.3 Estimates and judgements**

The preparation of condensed interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. The significant judgments made by the management in applying the Company's accounting policies and the key sources of estimation are the same as those that applied to the financial statements for the year ended 30 June 2016.

#### 4. PROPERTY, PLANT AND EQUIPMENT

The costs of additions and disposals in property, plant and equipments during the period are as under:

	Note	Six months period ended	
		(Unaudited) 31 December 2016	(Unaudited) 31 December 2015
		(Rupees in '000)	
<b>Additions</b>			
Plant and machinery		26,715	45,691
Office equipment and appliances		6,650	2,787
Vehicles		1,453	859
Capital work in progress		105,214	67,196
Others		1,600	1,138
		<u>141,632</u>	<u>117,671</u>
Disposals (cost)		<u>(3,315)</u>	<u>(6,093)</u>
		(Unaudited) 31 December 2016	(Audited) 30 June 2016
<b>5. STOCK-IN-TRADE</b>		(Rupees in '000)	
Raw materials [including Rs. 216.3 million in transit (30 June 2016: Rs. 336.2 million)]	5.1	633,734	701,986
Work-in-process	5.2	422,085	351,362
Finished goods	5.2	494,840	475,528
Scrap		48,170	18,366
		<u>1,598,829</u>	<u>1,547,242</u>
<b>5.1</b>	Raw material includes slow moving items carried at Rs. Nil (30 June 2016: Rs. Nil) as against their cost of Rs. 21.1 million (30 June 2016 : Rs. 14.2 million).		
<b>5.2</b>	Work-in-process and finished goods include slow moving items aggregating Rs. 15.4 million (30 June 2016: Rs. 9.8 million) and Rs. 20.7 million (30 June 2016: Rs. 15.3 million) respectively stated at their net realizable values against their cost of Rs. 16.3 million (30 June 2016: Rs. 12.2 million) and Rs. 36.6 million (30 June 2016: Rs. 31.3 million) respectively.		
<b>6. TRADE DEBTS</b>	Note	(Unaudited) 31 December 2016	(Audited) 30 June 2016
<b>Unsecured and non-interest bearing</b>		(Rupees in '000)	
<b>Considered good</b>			
Due from related parties		80,697	157,928
Others		1,104,139	862,102
		<u>1,184,836</u>	<u>1,020,030</u>
<b>Considered doubtful</b>			
Others		47,440	46,590
		<u>1,232,276</u>	<u>1,066,620</u>
Provision for doubtful trade debts		(47,440)	(46,590)
		<u>1,184,836</u>	<u>1,020,030</u>

7.	SHORT-TERM LOANS AND ADVANCES	Note	(Unaudited) 31 December 2016	(Audited) 30 June 2016
	Unsecured and non-interest bearing			
			(Rupees in '000)	
	Considered good		2,073	1,844
	Current portion of long term loans receivable		4,174	2,456
	Short-term advances to employees		19,601	12,391
	Advances to suppliers		25,848	16,691

8. CASH AND BANK BALANCES

With banks in current accounts	49,529	54,151
Cash in hand	222	587
	49,751	54,738

9. LONG TERM LOANS - secured

Loans from financial institutions	9.1	268,750	240,000
Current portion shown under current liabilities		(36,250)	(12,500)
		232,500	227,500

- 9.1 Long term loans have been obtained for the purpose of capital expenditure and are secured against hypothecation of specific items of plant and machinery. Rate of mark-up on the loans at the period-end ranged between 6.65% to 6.71% per annum (30 June 2016: 6.77% to 7.16% per annum) at 6 months KIBOR plus 0.60% / 0.65%. These loans for five years from the date of disbursement are repayable in eight half yearly equal principal instalments of Rs. 6.3 million, Rs. 9.4 million, Rs. 14.4 million and Rs. 4.4 million commencing from 06 November 2016, 09 August 2017, 24 November 2017 and 22 February 2018 respectively. Total facility available to the Company under the above arrangement amounted to Rs. 350 million of which the amount remaining unutilised as at that date was Rs. 75 million (30 June 2016: total facility available of Rs. 350 million of which the amount unutilised as at that date was Rs. 110 million).

Above loans are secured against hypothecation charge of Rs. 367 million over the specific plant, machinery and equipment of the Company.

10. DEFERRED TAXATION - net

<b>Taxable temporary differences on :</b>		
Accelerated tax depreciation	86,809	98,776
Surplus on revaluation of building on leasehold land	89,237	91,610
Share of surplus on revaluation of land and building of the associated company	1,278	1,273
Share of profit of an equity accounted associated company	2,428	2,227
	179,752	193,886
<b>Deductible temporary differences on :</b>		
Provision for staff retirement benefit	(9,309)	(8,868)
Provision for doubtful trade debts	(14,232)	(13,977)
Provision for slow-moving stores and spares	(1,695)	(1,745)
Provision for import levies and other provisions	(120,449)	(96,724)
	(145,685)	(121,314)
	34,067	72,572

- 10.1 Reduction in deferred tax liability by Rs. 38.5 million (six months period ended 31 December 2015: Rs. 24.7 million) has been recognised in the profit & loss account. Deferred tax liability has been recognised at the rates at which these are expected to be settled / realised.



**11. TRADE AND OTHER PAYABLES**

*Note*      **(Unaudited)**      (Audited)  
**31 December**      30 June  
**2016**      2016  
**(Rupees in '000)**

Creditors		205,977	357,834
Accrued expenses		420,939	291,603
Advances from customers		233,805	298,394
Security deposits from distributors	11.1	5,948	8,448
Provision for import levies		202,193	186,662
Payable to staff provident fund - related party		2,160	-
Payable to staff pension fund - related party		9,387	36,658
Workers' profit participation fund		13,968	22,591
Workers' welfare fund		11,942	9,453
Sales tax payable		87,091	27,545
Withholding income tax payable		3,814	4,954
Unclaimed dividend		15,885	13,171
Others		994	4,870
	11.2	<u>1,214,103</u>	<u>1,262,183</u>

**11.1** This includes security deposits from distributors under mark-up arrangements amounting to Rs. 5.0 million (30 June 2016: Rs. 7.5 million).

**11.2** All the above liabilities are non-interest bearing except as disclosed in note 11.1 above.

**12. SHORT-TERM BORROWINGS - secured****From banking companies**

Running musharka under Shariah arrangement		85,110	2,803
Running finance under mark-up arrangements		127,254	197,133
Running finance from banks	12.1	212,364	199,936
Short term finances under mark-up arrangement	12.2	283,023	151,842
Foreign currency import finance under mark-up arrangement	12.3	183,265	101,189
		<u>678,652</u>	<u>452,967</u>

**12.1 Running finance from banks**

The Company has arranged short-term running finance facilities from certain banks. Overall facility for these running finances under mark-up arrangements amounts to Rs. 2,150 million (30 June 2016: Rs. 2,150 million). Rate of mark-up on running finance facilities under mark-up arrangements ranges between 7.04% to 7.26% net of prompt payment rebate (30 June 2016: 6.75% to 7.74% per annum). These facilities will expire between 31 December 2016 to 30 September 2017 and are renewable.

Running musharaka carries mark-up at 6.44% per annum (30 June 2016: 6.75% per annum) and the available facility is Rs. 300 million.

**12.2 Short term finances under mark-up arrangement**

The amount outstanding against the short term finance facility as at 31 December 2016 available from banks was Rs. 283.0 million (30 June 2016: Rs. 151.8 million) earmarked out of the total running finance facilities of Rs. 750 million obtained from these banks, letter of credit facilities of Rs. 500 million and short-term finance of Rs. 500 million. Total facility available under this arrangements amounts to Rs. 2,748 million (30 June 2016: Rs. 2,150 million) which is a sublimit of above available running finance limit, letter of credit limit and short term finance limits. Mark-up on term finance is agreed at each disbursement and as at 31 December 2016, it ranged between 6.12% to 6.44% per annum (30 June 2016: 6.38% to 6.50% per annum). These are payable latest by 02 January 2017.

### **12.3 Foreign currency import finance under mark-up arrangement**

The amount outstanding against the foreign currency import finance facility as at 31 December 2016 available from banks was Rs. 183.3 million (30 June 2016: Rs. 101.2 million) earmarked out of the total running finance facilities of Rs. 895 million obtained from these banks. Total facility available under this arrangements from various banks amounts to Rs. 1,945 million (30 June 2016: Rs. 2,150 million) which is the sublimit of the above available running finance limit. At 31 December 2016 these balances carried mark-up ranged between 1.15% to 1.25% per annum (30 June 2016: 1.2% per annum). These are payable latest by 09 February 2017.

### **12.4 Other facilities**

The facility for opening letters of credit and guarantees as at 31 December 2016 amounted to Rs. 2,677 million including Rs. 580 million relating to the guarantees (30 June 2016: Rs. 2,828 million including Rs. 580 million relating to the guarantees) of which the amount remaining unutilised as at that date was Rs. 2,224 million including Rs. 198 million relating to the guarantees (30 June 2016: Rs. 2,438 million including Rs. 251 million relating to the guarantees).

### **12.5 Securities**

Above arrangements are secured by way of joint pari passu hypothecation charge over stocks, stores and spares and present and future trade debts of the Company of Rs. 4,265 million and a ranking charge of Rs. 667 million has been created for the facilities availed from Industrial & Commercial Bank of China (ICBC) which will be upgraded to joint pari passu charge.

## **13. CONTINGENCIES AND COMMITMENTS**

### **13.1 Contingencies**

- a) The Company has issued to the Collector of Customs post dated cheques amounting to Rs. 1.8 million (30 June 2016: Rs. 18.5 million) against partial exemption of import levies.
- b) Bank guarantees amounting to Rs. 382 million (30 June 2016: Rs. 329 million) have been given to various parties for contract performance, tender deposits, import levies, etc.
- c) The Company received a show cause notice from the Large Taxpayers Unit, Karachi demanding an amount of Rs. 251 million pertaining to the sales tax returns of the Company for the years 2008-9, 2009-10 and 2010-11. The Company had submitted its response to the show cause notice through its authorised representative. The management in consultation with its tax advisor is of the view that the department's notice is based on interpretation which is against the spirit of the law. The Company had filed an appeal against the above order with Commissioner (Appeals) which also upheld the order previously passed by the department. The Company has filed an appeal against the Commissioner (Appeals) order at Appellate Tribunal level.
- d) The return for the tax year 2015 (financial year ended 30 June 2015) has been selected for audit by the tax authorities and in this respect, the Company received a show cause notice from the Large Taxpayer Unit (Audit Division) Karachi. The Company has submitted its response to the show cause notice. However, adequate provision has been held by the Company for the said tax year.

### **13.2 Commitments**

- a) Aggregate commitments for capital expenditure as at 31 December 2016 amounted to Rs. 34.5 million (30 June 2016: Rs. 65.2 million).
- b) Commitments under letters of credit for the import of raw materials, etc. (non-capital expenditure) as at 31 December 2016 amounted to Rs. 70.9 million (30 June 2016: Rs. 38.3 million).

**14. MARKETING, SELLING AND DISTRIBUTION COSTS**

	Six months period ended	
	(Unaudited) 31 December 2016	(Unaudited) 31 December 2015
	(Rupees in '000)	
Salaries, wages and benefits	44,068	39,839
Rent, rates and taxes	15,580	5,660
Commission	878	4,396
Repairs and maintenance	1,429	1,155
Communication and stationary	2,314	1,242
Training, travelling and entertainment	7,536	5,954
Advertising and publicity	65,489	51,877
Carriage and forwarding expense	61,053	60,615
Depreciation	4,736	3,873
Subscription	767	681
Insurance	815	763
Other expenses	2,337	2,747
	<u>207,002</u>	<u>178,802</u>

**15. ADMINISTRATIVE EXPENSES**

Salaries, wages and benefits	71,253	65,366
Office rent	3,124	2,982
Insurance	922	1,214
Repairs and maintenance	3,045	3,861
Legal and professional	6,800	3,709
Auditors' remuneration	996	792
Communication and stationary	3,341	3,914
Provision of doubtful trade debts	850	15,431
Training, travelling and entertainment	3,391	3,727
Depreciation	5,988	5,328
Amortization	2,828	1,012
Donations	-	248
Other expenses	5,095	4,594
	<u>107,633</u>	<u>112,178</u>

**16. OTHER EXPENSES**

Liquidated damages for late deliveries	3,301	20
Workers' profits participation fund	13,968	6,759
Workers' welfare fund	5,222	3,926
	<u>22,491</u>	<u>10,705</u>

**17. OTHER INCOME**

This includes scrap sales of Rs. 10.2 million (six months period ended 31 December 2015 : Rs. 5.1 million) and reversal of impairment loss on investment in an associated company of Rs. 14.8 million (six months period ended 31 December 2015: Nil).

**18. TAXATION**

Current - for the period	119,230	63,127
Deferred - due to changes in temporary differences - net	(38,505)	(24,650)
	<u>80,725</u>	<u>38,477</u>

The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or modaraba, that derives profits for tax year and does not distribute cash dividend within six months of the end of said tax year or distribute dividends to such an extent that its reserves, after such distribution, are in excess of 100% of its paid up capital. However, this tax on undistributed reserves is not applicable to a public company which distributes profit equal to either 40 percent of its after tax profits or 50% of its paid up capital, whichever is less, within six months of the end of the tax year.

The Company intends to distribute sufficient cash dividend for the year ending 30 June 2017 to comply with the above stated requirement. Accordingly, no provision for tax on undistributed reserves has been recognized in these condensed interim financial statements.

#### 19. EARNINGS PER SHARE - Basic and diluted

	Six months period ended (Unaudited)		Three months period ended (Unaudited)	
	31 December 2016 (Rupees in '000)	31 December 2015 (Rupees in '000)	31 December 2016 (Rupees in '000)	31 December 2015 (Rupees in '000)
Profit after taxation	<u>179,429</u>	<u>86,024</u>	<u>99,848</u>	<u>45,855</u>
	(Number of shares)		(Number of shares)	
Weighted average number of ordinary shares issued and subscribed at the end of the period	<u>28,462,376</u>	<u>28,462,376</u>	<u>28,462,376</u>	<u>28,462,376</u>
	(Rupees)		(Rupees)	
Earnings per share - basic and diluted	<u>6.30</u>	<u>3.02</u>	<u>3.51</u>	<u>1.61</u>

#### 20. CASH GENERATED FROM OPERATIONS

	Six months period ended (Unaudited)	
	31 December 2016 (Rupees in '000)	31 December 2015 (Rupees in '000)
Profit before taxation	260,154	124,501
Adjustments for non cash charges and other items:		
- Depreciation	93,262	76,504
- Amortization	2,828	1,012
- Provision for staff gratuity	1,997	2,010
- Other long-term employee benefits	2,137	3,495
- Gain on disposal of fixed assets	(995)	(2,227)
- Share of profit from associate	(3,707)	(1,933)
- Reversal of impairment loss on investment in associate	(14,776)	-
- Finance costs	32,986	47,866
Working capital changes:		
(Increase) / decrease in current assets		
- Stores and spares	(4,513)	(1,399)
- Stock-in-trade	(51,587)	(203,194)
- Trade debts	(164,806)	(105,284)
- Short-term loans and advances	(9,157)	(1,356)
- Short-term deposits and payments	9,803	(791)
- Other receivables	320	(27,260)
	(219,940)	(339,284)
Increase/ (decrease) in current liabilities		
Trade and other payables	(50,794)	130,774
	(270,734)	(208,510)
	<u>103,152</u>	<u>42,718</u>



## 21. CASH AND CASH EQUIVALENTS

	(Unaudited) As at 31 December 2016	(Unaudited) As at 31 December 2015
	(Rupees in '000)	
Cash and bank balances	49,751	23,873
Running finance under mark-up agreements from banks	(212,364)	(292,282)
	<u>(162,613)</u>	<u>(268,409)</u>

## 22. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise of associated undertakings, directors of the Company, key management personnel and staff retirement benefit funds. Contributions to defined Contribution Plan (provident fund) are made as per the terms of employment and contribution to the defined benefit plan (Pension Scheme) are in accordance with the actuarial advises. Directors' fee is recorded as per the remuneration approved by the Board of Directors.

Remuneration of key management personnel are in accordance with their terms of employment. Share of profit of the associated company and dividend from them are as per the profit and dividend declared by them. Other transactions are at agreed terms.

Details of transactions with related parties other than those which have been specifically disclosed elsewhere in these condensed interim financial statements are as follows:

		Six months period ended	
		(Unaudited)	(Unaudited)
	Note	31 December	31 December
		2016	2015
		(Rupees in '000)	
<b>Transactions with related parties:</b>			
<i>Associated undertaking</i>			
Sale of goods		426,094	399,482
Purchase of goods and materials		23,181	39,361
Services obtained		4,650	5,994
Insurance premium expense		1,168	1,089
Liquidated damages for late deliveries		11	-
Dividend received		2,016	1,440
Dividends paid		42,417	28,278
Loan to the executive director	22.1	1,296	-
Directors' fee		1,050	880
Share of total comprehensive income of an associated company under the equity basis of accounting		3,707	1,956
Share of surplus on revaluation of land and buildings of associated company		30	222
Reversal of provision against investment in an associated company		14,776	-
<i>Other related parties</i>			
Remuneration of key management personnel		64,101	53,614
Net charge in respect of staff retirement defined benefit plan (pension scheme)		2,730	4,872
Contribution to the provident fund		5,719	4,962
		(Unaudited)	(Audited)
		As at	As at
		31 December	30 June
		2016	2016
		(Rupees in '000)	
<b>Balances with related parties:</b>			
<i>Associated undertakings</i>			
Trade debts		80,697	157,928
Creditors		775	-
<i>Other related parties</i>			
Retirement benefit plans payable (net)		11,547	36,337
Directors' fee payable		1,100	1,000
Loan receivable from the executive director	22.1	1,212	-
Loan receivable from executives		337	512
Security deposit receivable		-	1,071
Liability for expenses		-	4,033

- 22.1 Subsequent to the disbursement of a house loan to a director in the whole time employment with the Company, an application under proviso to section 195 of the Companies Ordinance, 1984 has been filed by the Company with Securities and Exchange Commission of Pakistan for their approval which is pending. The loan carries mark-up at 8% per annum and is due for settlement in 37 months (including interest).

## 23. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Underlying the definition of fair value is the presumption that the Company is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

The fair value of financial assets and liabilities traded in active markets i.e. listed equity shares are based on the quoted market prices at the close of trading on the period end date. The quoted market prices used for financial assets held by the Company is current bid price.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

IFRS 13, 'Fair Value Measurements' requires the Company to classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date (level 1).
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly (level 2).
- Unobservable inputs for the asset or liability (level 3).

The following table shows the carrying amounts and fair values of financial instruments and non- financial instruments including their levels in the fair value hierarchy:

31 December 2016			
Carrying Amount			Fair value
Loans and receivables	Other financial assets	Total	Total
(Rupees in '000)			
<b>On-balance sheet financial instruments</b>			
<b>Financial assets not measured at fair value</b>			
Trade debts	1,184,836	-	1,184,836
Loans, advances and deposits	36,425	-	36,425
Other receivable	269	-	269
Cash and bank balance	49,529	222	49,751
	1,271,059	222	1,271,281

31 December 2016			
Carrying Amount			Fair value
Loans and receivables	Financial liabilities	Total	Total
(Rupees in '000)			
<b>Financial liabilities not measured at fair value</b>			
Long term loans	-	268,750	268,750
Trade and other payables	-	476,946	476,946
Short term borrowings	-	678,652	678,652
Mark-up accrued on banks borrowings	-	11,014	11,014
	-	1,435,362	1,435,362

30 June 2016				
On-balance sheet financial instruments	Carrying Amount			Fair value
	Loans and receivables	Other financial assets	Total	Total
	(Rupees in '000)			
<b>Financial assets not measured at fair value</b>				
Trade debts	1,020,030	-	1,020,030	-
Loans, advances and deposits	37,201	-	37,201	-
Other receivable	589	-	589	-
Cash and bank balance	54,151	587	54,738	-
	1,111,971	587	1,112,558	-
Financial liabilities not measured at fair value	30 June 2016			
	Carrying Amount			Fair value
	Loans and receivables	Financial liabilities	Total	Total
	(Rupees in '000)			
Long term loans	-	240,000	240,000	-
Trade and other payables	-	564,761	564,761	-
Short term borrowings	-	452,967	452,967	-
Mark-up accrued on banks borrowings	-	6,682	6,682	-
	-	1,264,410	1,264,410	-

The Company has not disclosed the fair values of the above financial assets and financial liabilities, as these are either short term in nature or repriced periodically. Therefore, their carrying amounts are reasonable approximation of fair values.

Non financial assets measured at fair value	Date of valuation	Valuation approach and inputs used	Inter-relationship between significant unobservable input and fair value measurement
<i>Revalued Property, plant and equipment</i>			
Land and Building	30 June 2016	The valuation model is based on price per square metre. In determining the valuation for land and building the valuer refers to numerous independent market inquiries from local estate agents / realtors in the vicinity to establish the present market value. The fair valuation of land and building are considered to represent a level 3 valuation based on significant non-observable inputs being the location and condition of the assets.	The fair value are subject to change owing to changes in input. However, management does not expect there to be a material sensitivity to the fair value arising from the non-observable inputs

## 24. OPERATING SEGMENTS

These condensed interim financial statements have been prepared on the basis of single reportable segment.

- 24.1 Revenue from cables & wires represents 97% (30 June 2016 : 97%) of the total revenue of the company.
- 24.2 99.7% (30 June 2016: 99%) sales of the Company relates to customers in Pakistan.
- 24.3 All non-current assets of the Company at 31 December 2016 are located in Pakistan. The Company does not have any customer having sales of 10% or more during the period ended 31 December 2016 (30 June 2016: 10%).

## 25. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed in the audited financial statement as at and for the year ended 30 June 2016.

## 26. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on 31 January 2017 by the Board of Directors of the Company.

  
KAMAL A. CHINOY  
Chief Executive

  
HAROUN RASHID  
Director



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