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# CHAIRMAN'S REVIEW

On behalf of the Board of Directors, I present the unaudited accounts for the  $3^{rd}$  quarter ended September 30, 2013.

For the third quarter ended July to September' 13, net sales were Rs.266 million compared to Rs.316 million in the corresponding period of 2012 and operating profit was Rs.14 million compared to Rs.11 million in third quarter of 2012. Profit after taxation for the third quarter of 2013 was Rs.9 million compared to Rs.8 million in the same period of 2012.

For the nine months ended September 30, 2013, operating profit was Rs.99 million and profit after taxation was Rs.77 million compared to operating profit of Rs.287 million and profit after taxation of Rs.246 million for the same period of 2012. As reported previously, 2012 was an exceptional year in terms of unprecedented demand from our overseas customers. Therefore, comparison between current performance with the performance of the previous year should be borne in mind. The management is watching the current seed price situation cautiously and anticipates decline in prices with the arrival of the new crop in December/January. Should this materialize, we may expect revival of demand from our traditional international customers.

As previously reported, the installation of more efficient production facilities – Line 5 is progressing.

I would like to thank our Customers, Employees, Business partners and Board Members for their continued support.

Mohammad Moonis Chairman

Karachi: October 24, 2013

PAKISTAN GUM	& CHEMICA	LS LIMITED	
CONDENSED INTERI AS AT SEPTEN			ET
	Note	Sep. 30, 2013 Rs.	Dec. 31, 2012 '000
ASSETS		(Un-audited)	(Audited)
NON-CURRENT ASSETS			
Fixed assets Property, plant and equipment Long-term deposits	4	125,516 <u>862</u> 126,378	88,372 <u>862</u> 89,234
CURRENT ASSETS Stores and spares Stock-in-trade Trade debts Loans and advances Short-term prepayments Other receivables Short-term investment Taxation - net Cash and bank balances	5 6 7 8	14,141 58,576 71,748 2,044 916 5,350 255,458 6,417 12,028 426,678	11,766 35,828 36,785 4,867 415 582 309,384 1,869 <u>36,693</u> 438,189
TOTAL ASSETS		553,056	527,423
EQUITY AND LIABILITIES			
SHARE CAPITAL & RESERVES			
Share capital			
Authorised 10,000,000 Ordinary shares of Rs.10 each		100,000	100,000
Issued, subscribed and paid-up capital		42,486	42,486
Reserves		<u>442,307</u> 484,793	<u>413,931</u> 456,417
NON-CURRENT LIABILITIES Obligations under finance lease		1,127	3,177
CURRENT LIABILITIES Trade and other payables Current maturity of obligations under finance	9 lease	65,393 1,743	65,887 1,942
CONTINGENCIES AND COMMITMENTS	10	67,136	67,829
TOTAL EQUITY AND LIABILITIES		553,056	527,423
The annexed notes from 1 to 17 form ar	n integral par	t of these cond	ensed interim

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

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Mohammad Moonis Chairman

Ozair Ahmed Hanafi Chief Executive Officer

Khadim Hussain Chief Financial Officer

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# CONDENSED INTERIM PROFIT AND LOSS ACCOUNT FOR THE 3rd QUARTER ENDED SEPTEMBER 30, 2013 (UN-AUDITED)

	Note			Quarter	ended
		Sep 30, 2013	Sep 30, 2012	Sep 30, 2013	Sep 30, 2012
			(Rupees	in '000)	
NET SALES	11	1,201,450	1,580,996	266,399	316,173
Cost of sales	12	(1,049,435)	(1,225,824)	(238,364)	(296,028)
GROSS PROFIT		152,015	355,172	28,035	20,145
Distribution and shipping costs		(14,664)	(16,204)	(3,510)	(2,487)
Administrative Expenses		(35,284)	(38,543)	(9,297)	(10,890)
Other operating expenses		(6,706)	(19,500)	(899)	(112)
Other operating income/(loss)		3,815	5,997	(380)	3,957
		(52,839)	(68,250)	(14,086)	(9,532)
OPERATING PROFIT		99,176	286,921	13,949	10,613
Finance costs	13	(8,696)	(13,320)	(1,408)	(1,074)
PROFIT BEFORE TAXATION		90,480	273,601	12,541	9,539
Taxation - current		(13,817)	(27,500)	(3,352)	(1,041)
NET PROFIT FOR THE PERIOD		76,663	246,101	9,189	8,498
			(Rup	ees)	
Earning per share - Basic and c	liluted	18.04	57.93	2.16	2.00

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

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Mohammad Moonis Chairman

Ozair Ahmed Hanafi Chief Executive Officer

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Khadim Hussain Chief Financial Officer



## CONDENSED INTERIM STATEMENT OF **COMPREHENSIVE INCOME** FOR THE 3rd QUARTER ENDED SEPEMBER 30, 2013 (UN-AUDITED)

	Period	ended	Quarter	ended
	Sep 30, 2013	Sep 30, 2012	Sep 30, 2013	Sep 30, 2012
		(Rupees	in '000)	
Net profit for the period	76,663	244,981	9,189	8,498
Other comprehensive income Acturial gains/ (losses) on defined benefit plans	(5,801)	2,453	-	-
Total comprehensive income for				
the period	70,862	247,434	9,189	8,498

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

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Mohammad Moonis Ozair Ahmed Hanafi Chief Executive Officer

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Khadim Hussain Chief Financial Officer

CONDENSED INTERIM CASH FLO OR THE 3rd QUARTER ENDED SE ( UN-AUDITED )		
( •••••••••••••••••••••••••••••••••••••	3 <sup>rd</sup> Quart	er ended
	Sep 30, 2013	Sep 30, 2012
	,	·000
CASH FLOW FROM OPERATING ACTIVITIES Profit before taxation	90,480	272,481
Adjustments for non-cash items		
Depreciation	8,040	6,183
Finance costs	8,696	13,320
Provision against compensated absences	1,800	1,800
Profit on bank accounts	(3,927)	(4,887)
Gain on sale of fixed assets	(63) 14,546	(37) 16,379
	105,026	288,860
Movement in working capital	(62 522)	259 055
(Increase) / decrease in current assets (Decrease) / increase in current liabilities	(62,532) (1,974)	258,955 82,047
Decrease) / increase in current liabilities	(64,506)	341,002
Cash generated from operations	40,520	629,862
Income tax paid	(21,597)	(12,434)
Payment in respect of compensated absences	(2,669)	(1,334)
Finance charges paid	(8,693)	(18,015)
	(32,959)	(31,783)
Net cash flows from operating activities	7,561	598,079
CASH FLOWS FROM INVESTING ACTIVITIES	(50.942)	(20, 707)
Capital expenditure incurred	(50,813) 5,629	(29,797)
Proceeds from sale of fixed assets Profit received on bank deposits	3,593	4,470
Short term investment made	53,926	(150,000)
Net cash used in investing activities	12,335	(173,954)
CASH FLOWS FROM FINANCING ACTIVITIES	(2.050)	[
Repayment of lease obligation	(2,050)	(212,178)
(Payment of) / Proceeds from short term borrowings Dividend paid	(42,511)	(33,988)
Net cash flows from / (used in) financing activities	(44,561)	(246,166)
NET INCREASE / (DECREASE) IN CASH AND CASH EQUIVALEN CASH AND CASH EQUIVALENTS AT THE BEGINNING	ITS (24,665)	177,959
OF THE YEAR	36,693	24,482
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	12,028	202,441

Mohammad Moonis Chairman

Ozair Ahmed Hanafi Chief Executive Officer

Khadim Hussain Chief Financial Officer



# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE 3rd QUARTER ENDED SEPEMBER 30, 2013 ( UN-AUDITED )

( ·		CAPITAL RESERVE		ENUE ERVES	
	Issued, subscribed and paid-up capital	Share preimum	General	Unappro- priated profit	Total
	-	(	Rupees in	'000) (Restated)	
Balance as at January 01, 2012 (as previously reported) Effect of change in accounting policy as stated in Note 3	42,486	17,553	82,474	106,621 (4,760)	249,134 (4,760)
Balance as at January 01, 2012-Restated	42.486	17.553	82.474	101,861	244,374
Final dividend for the year ended	12,100	11,000	02,111	101,001	211,011
December 31, 2011 @ Rs. 8 per ordinary share of Rs. 10 declared on March 31, 2012	-	-	-	(33,988)	(33,988)
Transferred to General Reseve	-	-	72,633	(72,633)	-
Net profit for the Third quarter ended September 30, 2012( as previously reported) Effect of change in accounting policy as	-	-	-	244,981	244,981
stated in note 3 Other Comprehensive loss Total comprehensive income	- -	-	-	1,120 (2,453) 243,648	1,120 (2,453) 243,648
Balance as at September 30, 2012-Restated	42,486	17,553	155,107	238,888	454,034
Balance as at January 01, 2013 (as previously reported) Effect of change in accounting policy as	42,486	17,553	155,107	243,938	459,084
stated in note 3 Balance as at January 01, 2013-Restated	- 42,486	- 17,553	- 155,107	(2,667) 241,271	(2,667) 456,417
Final dividend for the year ended December 31, 2012 @ Rs. 10 per ordinary share of Rs. 10 declared on April 11, 2013	-	-		(42,486)	(42,486)
Transferred to General Reseve	-	-	201,452	(201,452)	-
Profit after taxation for the Quarter ended September 30, 2013 Other Comprehensive loss	-	- -	- -	76,663 (5,801) 70,862	76,663 (5,801) 70,862
Balance as at September 30, 2013	42,486	17,553	356,559	68,195	484,793

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

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Mohammad Moonis Chairman

Ozair Ahmed Hanafi Chief Executive Officer

Khadim Hussain

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Chief Financial Officer

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## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE 3rd QUARTER ENDED SEPEMBER 30, 2013

### 1. THE COMPANY AND ITS OPERATIONS

The company was incorporated in Pakistan as a Public Limited Company, under the Companies Ordinance, 1984 (the Ordinance). The shares of the Company are quoted on the Karachi and Lahore Stock exchanges. The Company is principally engaged in the production and sale of guar gum and its allied products.

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

### 2. STATEMENT AND COMPLIANCE

- 2.1 These condensed interim financial statements of the Company for the quarter ended September 30, 2013 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.
- 2.2 These condensed interim financial statements do not include all the information and disclosures required in the annual financial statements and should be read in conjunction with the financial statements of the Company for the year ended December 31, 2012.

### 3. ACCOUNTING POLICIES

The accounting policies adopted in the preparation of these condensed interim financial statements are consistent with those of the previous financial year except as follows:

New, Amended and revised standards and interpretations of IFRSs The Company has adopted the following revised standard, amendments, improvements and interpretation of IFRSs which became effective for the current period:

- IAS 1 Presentation of Financial Statements Presentation of Items of Other Comprehensive Income (Amendment)
- IAS 19 Employee Benefits (Revised)
- IFRS 7 Financial Instruments : Disclosures (Amendment) - Amendments enhancing disclosures about offsetting of financial assets and financial liabilities
- IFRIC 20 Stripping Costs in the Production Phase of a Surface Mine

#### Improvements to various standards issued by IASB (2009-2011 cycle)

- IAS 1- Presentation of Financial Statements Clarification of the requirements for comparative information
- IAS 16- Property, Plant and Equipments Classification of Servicing equipment
- IAS 32- Financial Instruments: Presentation Tax Effects of Distribution to Holders of Equity Instruments
- IAS 34- Interim Financial Reporting Interim Financial Reporting and Segment Information for Total Assets and Liabilities

The adoption of the above revision, amendments, improvements and interpretation of the standards did not have any effect on the financial statements, other than the amendments to IAS 19 'Employees Benefits' as described in 3.1.

Further, certain new standards have been issued by IASB which are effective for accounting periods beginning on or after January 01, 2013 but are yet to be notified by the SECP for the purpose of applicability in Pakistan.

#### 3.1 Change in accounting policy

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Amendments to IAS 19 range from fundamental changes to simple clarification and rewording. The significant changes to IAS 19 include the following:

- For defined benefit plans, the option to defer recognition of actuarial gains and losses (i.e., the corridor approach) has been removed. As revised, actuarial gains and losses are recognised in other comprehensive income when they occur. Amounts recorded in the profit and loss account are limited to current and past service costs, gains or losses on settlements, and net interest income (expense). All other changes in the net defined benefit obligation are recognised directly in other comprehensive income with no subsequent recycling through the profit and loss account.
- The distinction between short-term and long-term employee benefits will be based on the expected timing of settlement rather than the employee's entitlement to the benefits.
- The revised standard has new or revised disclosure requirements. The disclosures now include quantitative information regarding the sensitivity of the defined benefit obligation to a reasonably possible change in each significant actuarial assumption.

This change in accounting policy has been accounted for retrospectively as required under International Accounting Standard - 8 'Accounting Policies, Changes in Accounting Estimates and Errors', and the comparative financial statements have been re-stated. The impact on condensed interim statement of financial position, condensed interim profit and loss account and condensed interim statement of comprehensive income is based on actuarial valuation as of December 31, 2012.

0.,20.2.	Note	2013	December 31, 2012
4. PROPERTY, PLANT AND EQUIPMENT		Rs. (Un-audited)	OOO(Audited)
Operating fixed assets	4.1	57,215	57,557
Capital work-in-progress	4.2	68,301	30,815
		125,516	88,372
4.1 Operating fixed assets			
Opening net book value		57,557	49,110
Additions during the period / year			
including transfers of Rs. 10.388			
(December 31, 2012 Rs.8.655) millior	1		
from capital work-in-progress	4.1.1	13,327	18,512
		70,884	67,622
Disposal during the period / year	4.1.2	(5,629)	(1,336)
Depreciation charged during the peric	d / year	(8,040)	(8,729)
		(13,669)	(10,065)
		57,215	57,557

	AKCHEM			
	1	Note	September 30, 2013	2012
	4.1.1 Additions during the period / year including transfer from capital work-in-p	roare	(Un-audited)	'000(Audited)
	Building on leasehold land		2,418	1,927
	Plant and machinery		2,842	6,883
	Furniture & Fixture Vehicles		1,571 6,456	109 9,151
	Office equipments		40	442
			13,327	18,512
	4.1.2 Disposal during the period / year			
	Vehicles		(5,629)	(1,286)
	Plant & machinery		(5,629)	(50) (1,336)
4	.2 Capital work-in-progress			
	Balance at the beginning of the period/ye	ar	30,815	317
	Additions during the period / year Transferred to operating fixed assets	4.1	47,874 (10,388)	39,153 (8,655)
		4.1	68,301	30,815
5.	STOCK-IN-TRADE			
	Raw material		10,990	-
	Packing material Finished goods		3,173 44,413	2,764 33,064
	Timsned goods		58,576	35,828
6.	TRADE DEBTS			
	Considered good			
	Secured - against letters of credit		63,367	35,937
	Unsecured		<u>8,381</u> 71,748	848 36,785
7.	OTHER RECEIVABES		11,140	
	Employees' Provident fund		615	-
	Sales tax-net Others		3,861	582
	Others		<u>874</u> 5,350	582
Β.	CASH AND BANK BALANCES Cash in Hand		<u> </u>	
	Local currency		129	107
	Foreign currency		-	238
	Cash at bank in		129	345
	Current accounts			
	Local currency		160	5,510
	Foreign currency		<u>339</u> 499	910 6,420
	Saving account			·
	Local currency		11,400	29,928
			12,028	36,693

PAKISTAN GUM & CHEMICALS LIMITED					
	September 30, 2013 Rs. ' (Un-audited)	December 31, 2012 000 (Audited)			
<b>Trade</b> Creditors	10,579	1,527			
Other payables Accrued liabilities Provision for compensated Absences Bonus to Employees Employees' Gratuity Fund Employees' Pension Fund Advances from customers Work's Profit Participation Fund Worker's Welfare Fund Tax deducted at source Unclaimed dividends	9,395 2,407 11,360 9,496 321 - 6,060 10,533 337 781	4,325 3,276 25,000 5,692 109 423 14,345 7,526 138 806			
Employees' car and motorcycle loan scheme	4,124 54,814 65,393	2,720 64,360 65,887			

## **10. CONTINGENCIES AND COMMITMENTS**

## Contingencies

**10.1** The status of contingencies as at September 30, 2013 is the same as reported in the annual financial statements for the year ended December 31, 2012.

## Commitment

**10.2** Commitment for capital expenditure is Rs.1.08 (December 31, 2012: Rs. 21.62) million

	Period	Period ended		ended
	Sep 30, 2013	Sep 30, 2012	Sep 30, 2013	Sep 30, 2012
1. NET SALES		Rupees	in '000	
Gross sales				
Local	187,435	251,434	37,101	49,01
Export	1,019,426	1,338,130	230,393	269,06
	1,206,861	1,589,564	267,494	318,08
Sales commission	(5,411)	(8,568)	(1,095)	(1,908

PAKISTAN GUI	M & CHEM	ICALS LIMI	TED		
	Period ended Qu			Quarter ended	
	Sep 30, 2013	Sep 30, 2012 Rupees i	Sep 30, 2013 n `000	Sep 30 2012	
. COST OF SALES					
Raw material consumed					
Opening stock	-	372,333	52,490	-	
Purchases	976,691	866,034	,	337,18	
		1,238,367			
Closing stock	(10,990)	(73,629)	(10,990)	(73,62	
	965,701	1,164,738	90,810	263,55	
Packing material consumed					
Opoping stock	2,764	2,864	3,325	2,75	
Opening stock Purchases	5,663	10,709	1,145	1,24	
Fuiciases	8,427	13,573	4,470	3,99	
Closing stock	(3,173)	(3,121)	(3,173)	(3,12	
Closing stock	5,254	10,452	1,297	87	
	,	1,175,190	92,107	264,43	
Manufacturing overheads					
Stores and spares consumed	4,469	8,531	1,423	1,43	
Salaries, wages and benefits	27,240	42,491	8,384	12,38	
Utilities	40,818	60,623	13,130	5,89	
Depreciation	5,816	5,073	1,984	1,36	
Repairs and maintenance	3,366	4,426	1,641	80	
Handling Charges	2,128	2,420	509	25	
Rent, Rates and Taxes	1,193	1,061	490	3	
	774	811	255	27	
Travelling & Conveyance	1,390	1,101	489	41	
Laboratory Expenses	5 1,360	197 336	60	- 6	
Research and Development Cost	· ·				
Communication	79 129	73 35	27 117	2	
Entertainment Provision against slow moving stores and spares		261	240	20	
Others	107	58	40	1	
Ouldis	89,828	127,497	28,789	23,19	
Cost of goods manufactured	1,060,783	1,302,687	120,896	287,62	
Opening stock of finished goods	33,065	17,317	161,881	102,57	
oponing stook of infished goods	1,093,848	1,320,004	282,777	390,20	
Closing stock	(44,413)	(94,180)	(44,413)	(94,18)	
Cost of Good Sold	1,049,435	1,225,824	238,364	296,02	

PAKISTAN GUN	∕I & CHEM	ICALS LIM	IITED	
	Period	ended	Quarte	r ended
	Sep 30, 2013	Sep 30, 2012	Sep 30, 2013	Sep 30, 2012
13. FINANCE COSTS		Rupees	in `000	
Mark-up on:				
Export refinance	5,724	8,253	406	-
Short-term running finance	16	1,149	(1)	-
Obligations under finance leases	493	332	114	167
	6,233	9,734	519	167
Bank charges	2,463	3,586	889	907
	8,696	13,320	1,408	1,074

#### 14. TAXATION

- 14.1 The charge for current taxation is based on taxable income at the current rates of taxation and on the final tax regime under Section 169 of the Income Tax Ordinance, 2001. However, the amount of tax liability is provisional and final liability will be determined on the basis of annual results.
- 14.2 A major portion of the Company's income is subject to taxation on the 'Final Tax' under Section 169 of the Income Tax Ordinance, 2001. The tax effects of temporary differences are not considered in these financial statements, as these are not likely to reverse in view of applicability of Final Tax Regime.

#### **15. TRANSACTIONS WITH RELATED PARTIES**

Related parties of the Company comprise the holding company (East West Group Holdings Inc, British Virgin Islands), local associated companies, staff retirement funds, directors, executives and key management personnel. Transactions and balances of related parties are given below: **3rd Quarter ended** 

Relationship	Nature of transaction	Sep 30, 2013 Rupee	Sep 30,2012 s in `000
Holding Company	Dividend paid to holding company	25,491	20,393
Associated Undertaking	Commission on Sale	3,723	5,934
0	Sale of goods	3,143	27,039
	Freight Forwarding	10	14
	Transportation	804	913
Staff Retirement	Contribution to staff retirement funds	858	708
Benefit Plan, Key manageme	nt		
personnel	Remuneration paid	24,302	21,493

#### 16. DATE OF AUTHORISATION

These condensed interim financial statements were authorized for issue on October 24, 2013 by the Board of Directors of the Company.

#### 17. GENERAL

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

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Mohammad Moonis Chairman

Ozair Ahmed Hanafi Chief Executive Officer

Khadim Hussain Chief Financial Officer