



QUARTERLY ACCOUNTS (Un-Audited)
September 30, 2013

SAZGAR ENGINEERING WORKS LIMITED



## **SAZGAR ENGINEERING WORKS LIMITED**



Vision, Mission and Corporate Strategy	1
Company Information	2
Directors' Report	
Condensed Interim Balance Sheet	
Condensed Interim Profit and Loss Account	
Condensed Interim Statement of Comprehensive Income	
Condensed Interim Cash Flow Statement	
Condensed Interim Statement of Changes in Equity	9
Notes to the Condensed Interim Financial Statements	10

## SAZGAR ENGINEERING WORKS LIMITED

## Vision

Dynamic, quality conscious and ever progressive.

## Mission

- To be market leader in providing safe, economical, durable, comfortable and environment friendly means of transportation of international quality at competitive prices
- To achieve market leadership in automotive wheel-rims of all types and sizes
- Grow through innovation of new products and
- Give higher return to the stakeholders.

## Corporate Strategy

Achieve optimal performance in production and sale; continuously add value added products at competitive prices by maintaining "quality" as core element; focus on customers' satisfaction regarding sale, spares and services; explore new markets and enhance customers' base; ensure right usage of company's resources; create employment opportunities; protect the interest of stakeholders; and be a part of the country's development.

## SAZGAR ENGINEERING WORKS LIMITED Company Information

### BOARD OF DIRECTORS

### **Executive Directors**

Mrs. Saira Hameed Chairperson/Director

Mr. Mian Asad Hameed Chief Executive/Director

Mr. Saeed Iqbal Khan

Director

Mr. Mian Muhammad Ali Hameed

Director

#### Non-Executive Directors

Mr. Mian Zafar Hameed

Director

Mrs. Sana Suleyman

Director

Mrs. Amina Hamza Wazir

Director

### COMPANY SECRETARY

Mr. Arshad Mahmood - FCA

### REGISTERED OFFICE

88-Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore. E-mail: sazgar@brain.net.pk info@sazgarautos.com Website:www.sazgarautos.com

## SHARE REGISTRAR

Corp Tec Associates (Pvt.) Limited 503-E, Johar Town Lahore. Ph# 042-35170336-37 Fax#: 042-35170338

### **FACTORY**

18-KM, Raiwind Road, Lahore.

## **BOARD AUDIT COMMITTEE**

Mr. Mian Muhammad Ali Hameed Chairman

Mr. Mian Zafar Hameed

Member

Mrs. Sana Suleyman

Member

Mr. Arshad Mahmood

Secretary

## HUMAN RESOURCE & REMUNERATION COMMITTEE

Mr. Mian Zafar Hameed

Chairman

Mr. Saeed Igbal Khan

Member

Mrs. Sana Suleyman

Member

Mr. Arshad Mahmood

Secretary

### **AUDITORS**

Kabani and Company Chartered Accountants

#### BANKERS

Allied Bank Limited
National Bank of Pakistan
Bank Alfalah Limited
Faysal Bank Limited
Habib Bank Limited
The Bank of Punjab
Summit Bank Limited

NIB Bank

Meezan Bank Limited

## SAZGAR ENGINEERING WORKS LIMITED

## **DIRECTORS' REVIEW**

The directors of your Company are pleased to present their review on the affairs of the Company for the 1st quarter ended September 30, 2013.

### **Financial Results:**

During this quarter, the Company's net sale has decreased by 1.08% from Rs. 440.44 M to Rs. 435.66 M, gross profit by 7.80% from Rs.45.57 M to Rs. 42.02 M and gross profit ratio from 10.35% to 9.64%. Whereas pretax profit has increased by 2.54% from Rs.16.63 M to Rs. 17.05 M and earnings per share from Rs. 0.47 to Rs. 0.61 as compared to the same corresponding period of last financial year.

The Company produced 3,176 units of Auto Rickshaws during this period whereas the production of Auto Rickshaws during the corresponding period of last year was 2,650 units.

In addition to above, the production of wheel rims was 6,532 during this period whereas the production of wheel rims during the corresponding period of last year was 16,645. The decrease in production is due to drastic reduction in orders from the tractor assemblers placed during the period under review. Al-Ghazi Tractors is facing lot of difficulties in production whereas Millat Tractors has reduced company's orders due to prices issue and inducted a new vendor for your company's parts at exceptionally low prices.

#### **Future Outlook:**

Government efforts to improve law and order situation has started effecting the business volumes in Karachi positively. The company's sale of auto rickshaw in this region has also improved. It is hoped that Government's efforts to improve law & order position in the country will continue with more enthusiasm which will help to restore the normal business conditions of the country in future period. Under the desired circumstances, it is expected that the sale volumes of your company will improve substantially.

Regarding wheel rims, your company is in negotiation with Millat Tractors to settle the prices issue and restoration of company's orders but it is feared that it may take long time and adversely affect on the company's business volume and profitability in the coming periods.

The directors would like to place on record their appreciation for the untiring efforts, teamwork and dedication shown by the company's employees during the period under review. They would also like to express their gratitude to the valued shareholders, customers, suppliers and financial institutions for their co-operation, constant support and trust on the Company.

For and on behalf of the Board

Lahore

Dated: 28-10-2013

Mian Asad Hameed (Chief Executive)

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM BALANCE SHEET (UNAUDITED) AS AT SEPTEMBER 30, 2013

	Unaudited	Audited	Audited
Note	September 30, 2013 Rupees	June 30, 2013 Rupees	June 30, 2012 Rupees
	•	(Restated)	(Restated)
EQUITY AND LIABILITIES		•	
EQUITY			
Authorized share capital			
50,000,000 (June 2013: 50,000,000, June 2012: 50,000,000)			
ordinary shares of Rupees 10 each	500,000,000	500,000,000	500,000,000
Issued, subscribed and paid up share capital 4	179,723,680	179,723,680	179,723,680
Revenue reserve- Un-appropriated Profit	388,810,725	377,922,599	335,751,310
	568,534,405	557,646,279	515,474,990
LIABILITIES			
NON CURRENT LIABILITIES			
Liabilities against assets subject to finance lease	5,068,518	6,512,635	6,132,763
Deferred Liabilities	85,483,525	83,057,525	67,496,802
CURRENT LIABILITIES			
Trade and other payables	304,212,674	300,974,821	323,163,158
Mark-up & Profit accrued on loans and other payables	387,726	523,237	1,437,379
Short term borrowings	19,178,153	16,776,763	35,830,932
Current portion of long term liabilities	4,802,766	5,017,469	4,654,851
Provision for Taxation	38,683,765	32,738,126	80,304,548
	367,265,084	356,030,415	445,390,868
CONTINGENCIES AND COMMITMENTS 5	-	-	
TOTAL EQUITY AND LIABILITIES	1,026,351,531	1,003,246,855	1,034,495,423

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

MIAN ASAD HAMEED
CHIEF EXECUTIVE

MIAN MUHAMMAD ALI HAMEED DIRECTOR

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM BALANCE SHEET (UNAUDITED) AS AT SEPTEMBER 30, 2013

	NOTE	Unaudited September 30, 2013 RUPEES	June 30, 2013 RUPEES	Audited June 30, 2012 RUPEES
ASSETS			(Restated)	(Restated)
NON CURRENT ASSETS				
Property, Plant and Equipment	7	260,282,342	251,499,116	240,705,730
Intangible Assets	8	576,031	606,229	501,874
LONG TERM LOANS AND ADVANCE		6,143,203	5,494,369	5,127,433
LONG TERM DEPOSITS		1,657,137	1,657,137	1,137,137
CURRENT ASSETS				
Stores, spares and loose tools		5,084,269	4,564,708	7,401,603
Stock-in-trade		465,853,534	388,505,301	540,547,955
Trade debts		135,178,963	133,661,024	129,278,444
Loans & Advances		16,802,592	12,597,263	6,493,753
Trade Deposits and short term prepayments		32,659,368	32,027,746	17,335,215
Other Receivables		54,224,447	45,090,475	76,982,666
Cash and bank balances		47,889,645	127,543,489	8,983,613
		757,692,818	743,990,005	787,023,249
TOTAL ASSETS		1,026,351,531	1,003,246,855	1,034,495,423

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

MIAN ASAD HAMEED
CHIEF EXECUTIVE

MIAN MUHAMMAD ALI HAMEED DIRECTOR

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UNAUDITED) FOR THE FIRST QUARTER ENDED SEPTEMBER 30,2013

		First Quarter Ended		
		September 30, 2013	September 30, 2012	
	Note	Rupees	Rupees	
SALES - Net	9	435,663,722	440,437,822	
COST OF SALES		393,648,224	394,865,941	
GROSS PROFIT		42,015,498	45,571,881	
DISTRIBUTION COST		10,401,783	10,980,603	
ADMINISTRATIVE EXPENSES		12,542,054	13,014,635	
OTHER OPERATING EXPENSES		1,282,402	1,376,799	
		24,226,239	25,372,037	
		17,789,258	20,199,844	
OTHER INCOME		494,610	340,333	
OPERATING PROFIT BEFORE FINANCE COST		18,283,868	20,540,176	
FINANCE COST		1,233,557	3,912,140	
PROFIT BEFORE TAXATION		17,050,312	16,628,037	
TAXATION	10	6,162,186	8,156,505	
PROFIT AFTER TAXATION		10,888,126	8,471,531	
EARNINGS PER SHARE-BASIC AND DILUTED	11	0.61	0.47	

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

MIAN ASAD HAMEED CHIEF EXECUTIVE

MIAN MUHAMMAD ALI HAMEED DIRECTOR

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UNAUDITED) FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2013

First Qu	arter Ended
September 30,	September 30
2013	2012
Rupees	Rupees

PROFIT AFTER TAXATION FOR THE PERIOD	10,888,126	8,471,531
OTHER COMPREHENSIVE INCOME FOR THE PERIOD		) <b>-</b> 1
TOTAL COMPREHENSIVE INCOME FOR THE PERIOD	10,888,126	8,471,531

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

MIAN ASAD HAMEED CHIEF EXECUTIVE

7

MIAN MUHAMMAD ALI HAMEED

DIRECTOR

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM CASH FLOW STATEMENT (UNAUDITED) FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2013

	First Quarter Ended		
	September 30,	September30	
	2013	2012	
	Rupees	Rupees	
CASH FLOW FROM OPERATING ACTIVITIES	Миросо		
Profit before taxation	17,050,312	16,628,037	
Adjustment for non cash charges and other items;			
Depreciation	4,885,767	4,287,486	
Amortization	55,198	41.242	
Provision for gratuity	3,478,113	3,411,015	
Financial and other charges	1,233,557	5,188,939	
Other Income	494,610	(341,379)	
	10,147,245	12,587,304	
	27,197,557	29,215,340	
Yorking capital changes			
(Increase)/decrease in current assets			
Store, spares and loose tools	(519,561)	(867,607)	
Stock-in-trade	(77,348,232)	60,835,615	
Trade debts	(1,517,939)	19,857,069	
Loans & Advances	(4,205,329)	(4,436,593)	
Trade Deposits and short term prepayments	(631,622)	8,726,309	
Increase/(decrease) in current liabilities			
Trade and other payables	2,719,805	(88,972,331)	
ncrease in Long term loans and advances	(648,834)	(183,125)	
E1	(82,151,714)	(5,040,664)	
Cash (used in) / generated from operations	(54,954,158)	24,174,677	
Finance costs paid	(1,369,068)	(3,197,817)	
Income tax paid/deducted at source	(9,133,972)	(7,977,447)	
Employees retirement benefit-Gratuity paid	(1,268,660)	(515,510)	
Net cash (used in) / generated from operating activities	(66,725,858)	12,483,903	
CASH FLOW FROM INVESTING ACTIVITIES			
Property, Plant and Equipment Purchased	(13,674,554)	(948,310)	
Increase in long term deposits		(120,000)	
Proceeds from sale of Property, Plant and Equipment	4,000	•	
Security deposits with leasing companies		(723,150)	
let cash used in investing activities	(13,670,554)	(1,791,460)	
CASH FLOW FROM FINANCING ACTIVITIES			
Proceeds from short term borrowings	94,294,123	46,484,745	
Repayment of short term borrowings	(91,892,737)	(50,744,565)	
Repayment of finance lease	(1,658,820)	(1,361,589)	
Net cash generated / (used in) financing activities	742,566	(5,621,410)	
NET (DECREASE) / INCREASE IN CASH AND CASH EQUIVALENTS	(79,653,846)	5,071,033	
CASH AND CASH EQUIVALENTS			
AT THE BEGINNING OF THE PERIOD	127,543,489	8,983,613	
CASH AND CASH EQUIVALENTS			

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

 $\frac{\text{MIAN ASAD HAMEED}}{\text{CHIEF EXECUTIVE}}$ 

8

 $\frac{\text{MIAN MUHAMMAD ALI HAMEED}}{\text{DIRECTOR}}$ 

## SAZGAR ENGINEERING WORKS LIMITED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UNAUDITED) FOR THE FIRST QUARTER ENDED SEPTEMBER 30, 2013

	Share Capital Rupees	Un-appropriated Profit Rupees	Total Rupees
Balance as at June 30, 2012 (audited)	179,723,680	336,842,280	516,565,960
Effect of change in accounting policy - Note No. 13		(1,090,970)	(1,090,970)
Balance as on July 01, 2012 (re-stated)	179,723,680	335,751,310	515,474,990
Final Dividend for the year ended June 30, 2012 @ Re.1.00 per share	2	(17,972,368)	(17,972,368)
Total Comprehensive Income for the Quarter ended September 30, 2012	2	8,471,531	8,471,531
Balance as at September 30, 2012	179,723,680	326,250,473	505,974,153
Balance as at June 30, 2013 (audited)	179,723,680	385,376,950	565,100,630
Effect of change in accounting policy - Note No. 13	-	(7,454,351)	(7,454,351)
Balance as on July 01, 2013 (re-stated)	179,723,680	377,922,599	557,646,279
Total Comprehensive Income for the Quarter ended September 30, 2013	-	10,888,126	10,888,126
Balance as at September 30, 2013	179,723,680	388,810,725	568,534,405

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

MIAN ASAD HAMEED
CHIEF EXECUTIVE

9

MIAN MUHAMMAD ALI HAMEED DIRECTOR

#### 1 STATEMENT OF CONSISTENCY IN ACCOUNTING POLICIES

The Company was incorporated in Pakistan on September 21, 1991 as a Private Limited Company under the Companies Ordinance, 1984 and converted into a Public Limited Company on November 21, 1994. The Company is listed on all the Stock Exchanges of Pakistan. The Company is engaged in the manufacture and sale of automobiles, automotive parts and household electric appliances. The registered office of the company is situated at 88- Ali Town, Thokar Niaz Baig, Raiwind Road, Lahore.

### 2 BASIS OF PREPARATION

These condensed interim financial statements (un-audited) of the Company for the quarter ended September 30, 2013 have been prepared in accordance with the requirements of the International Accounting Standard (IAS) 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 and are being submitted to the shareholders as required by section 245 of the Companies Ordinance 1984.

### 3 ACCOUNTING POLICIES

The accounting policies adopted are consistent with those of the previous financial year ended June 30, 2013 except as detailed below.

The Company operates an unfunded gratuity scheme for all its permanent employees. The provision is made on the basis of actuarial valuation by using the projected unit credit method. During the period company has changed its accounting policy for calculating its obligation in respect of a plan as per adoption of changes in IAS -19 (Revised) 'Employees Benefits'. Effective from July 01, 2013 the actuarial gains / losses are recognized directly to equity through the Statement of Other Comprehensive income. Previously actuarial gains or losses arising from experience adjustment and changes in actuarial assumptions in excess of 10% of the present value of the defined benefit obligation recognized in the income statement over the expected average remaining working lives of the employees participating in the plan. Otherwise, the actuarial gain or loss is not recognized. The description and the impacts of the change in accounting policy have been detailed in note 13.

### 4 ISSUED, SUBSCRIBED AND PAID UP SHARE CAPITAL

Sep. 201 Num	3	June 30, 2013 Number		Sep 30, 2013 Rupees	June 30, 2013 Rupees
7,163,	000	7,163,000	ordinary shares of Rupees 10/- each fully paid up in cash	71,630,000	71,630,000
10,80	9,368	10,809,368	ordinary shares of Rupees 10/- each allotted as bonus shares	108,093,680	108,093,680
17,97	2,368	17,972,368		179,723,680	179,723,680

## 5 CONTINGENCIES AND COMMITMENTS

### 5.1 Contingencies

There is no significant change in contingencies from the preceding annual published statement of the company for the year ended June 30, 2013.

### 5.2 Commitments

Commitments in respect of:

		Sep 2013 Rupees	June 2013 Rupees	Sep 2013 Rupees	June 2013 Rupees
LIMIT Nos.	PARTICULARS	LIMITS AVAIL	ABLE	LIMITS UTIL	IZED
	Not Later Than one Year				
1	Foreign LC Sight / Inland LC- Gross	370,000,000	370,000,000	178,130,500	170,641,327
2	FATR -Sublimit of Limit No.1	88,000,000	88,000,000	19,178,153	16,776,763
3	Murabaha Sublimit of Limit no.2	40,000,000	40,000,000		29,196,874
4	Murabaha Sublimit of Limit no.1	40,000,000	40,000,000	8,949,001	7,594,883
5	Guarantee	8,040,000	8,040,000		-
Key management personnel's - Salaries and other employees benefits				72,305	Rupees 8,212,335
PROPERTY	, PLANT AND EQUIPMENT			ep 30, 2013	June 30, 2013
0	C	7.1	F	Rupees	Rupees
Operating	fixed assets	7.1	247,	461,058	235,207,25
Capital wo	rk in progress		12.5	321,284	12,773,21
Advance fo	r assets subject to finance lease		12,	-	1,886,500
	r purchase of owned vehicle			2	1,632,150
				282,342	251,499,11

7.1	OPERA	TING FIXED ASSETS		Sep 30, 2013 Rupees	June 30, 2013 Rupees
	Openin	g book value		235,207,254	222,703,925
	Add: ad	ditions during the period			
	-	Building and Civil Works on Freehold Land		-	4,335,888
	-	Plant and machinery		10,279,160	9,227,766
	-	Electric fittings		-	45,500
		Furniture and fixture			41,000
	-	Office equipments		55,350	323,961
	-	Electric installations		1.0	1,115,703
	-	Vehicles		6,832,500	18,702,000
				17,167,010	33,791,818
	Less:	depreciation charged during the period		4,885,767	18,544,451
		deletions during the period (WDV)		27,439	2,744,038
				4,913,206	21,288,489
	Closing	book value		247,461,058	235,207,254
8	INTANG	GIBLE ASSETS			
	Openin	g book value		606,229	501,874
	Add: ad	ditions during the period		25,000	291,533
				631,229	793,407
	Less:	amortization charged during the period		55,198	187,178
	Closing	book value		576,031	606,229
				Jul-Sep	Jul-Sep
_		1.22		2013	2012
9	SALES -	NET		Rupees	Rupees
	Gross	sales	9.1	524,669,537	518,971,452
	Less:	Sales tax		79,645,549	71,431,648
		Sales returns		614,424	588,534
		Commission		8,745,842	6,513,448
				89,005,815	78,533,630
					440.407.555
				435,663,722	440,437,822

<sup>9.1</sup> This includes Rs. Nil (September 30, 2012: Rs. 1.21 million) account of export sales.

10	TAXATION Current		Jul-Sep 2013 Rupees	Jul-Sep 2012 Rupees
	For the period	10.1	5,945,639	6,126,594
	Deferred			
	For the period		216,547	2,029,911
			6,162,186	8,156,505
10.1	The rate of tax has decreased from 35% to 34% do	uring the period.		
11	EARNINGS PER SHARE - BASIC AND DILUTED			
	Basic Earnings Per Share			
	Profit after taxation for the period	Rupees	10,888,126	8,471,531
	Weighted average number of ordinary shares		17,972,368	17,972,368
	outstanding during the period - Note 4			
	Basic & diluted earnings per share - Rupees		0.61	0.47
			Jul-Sep 2013 Rupees	Jul-Sep 2012 Rupees
12	SEGMENT RESULTS			
	Segment Revenue - Net			
	Home Appliances		27,796	2,658,648
	Auto Parts		38,835,134	79,287,979
	Auto Rickshaw		396,800,792	358,491,195
	Total		435,663,722	440,437,822
	Segment Operating Results			
	Home Appliances		(196,434)	(175,973
	Auto Parts		(2,959,766)	3,068,259
	Auto Rickshaw		22,227,861	18,584,356
	Total		19,071,661	21,476,642

#### 13 CHANGE IN ACCOUNTING POLICY

The company has adopted IAS-19 (Revised) 'Employee Benefits' which is effective for accounting period beginning on or after January 01, 2013. Consequent to the changes in IAS-19 'Employee Benefits' The company is required to recognize all actuarial gain and losses directly to equity through the Statement of Other Comprehensive Income as these occur. The 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 effects of the retrospective application of the change in accounting polices are as follow:

	June 30, 2013			June 30, 2012		
	As previously Reported	Restatement	As re-Stated	As previously Reported	Restatement	As re-Stated
	A	Amount in Rupees		Amount in Rupees		
Effect on Balance Sheet						
<b>Employees Benefits</b>	48,446,159	7,454,351	55,900,510	43,259,188	1,090,970	44,350,158
Un-Appropriate Profits	385,376,950	(7,454,351)	377,922,599	336,842,280	(1,090,970)	335,751,310

#### **CORRESPONDING FIGURES** 14

Corresponding figures are re-arranged, wherever necessary, for the purpose of comparison. However, no such significant re-arrangements have been made in these condensed interim financial statements except for re-statements required in terms of application of change in accounting policy as referred to in note 13.

15	NUMBER OF EMPLOYEES	Jul-Sep 2013	Jul-June 2013	
	Average number of employees	588	640	
	Number of employees at end of the period	586	588	

#### DATE OF AUTHORIZATION FOR ISSUE 16

The Board of Directors of the Company has authorized these condensed interim financial statements for issue on October 28, 2013.

#### 17 **GENERAL**

The figures have been rounded off to the nearest Rupee.

MIAN ASAD HAMEED CHIEF EXECUTIVE

14

MIAN MUHAMMAD ALI HAMEED DIRECTOR

# Book Post Under Postal Certificate



If undelivered please return to:

## Sazgar Engineering Works Limited

**REGISTERED OFFICE:** 

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