



INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017



The Taste that Lasts!

Fruit Drink

Pomegranate

300 ml

New Easy Peel Cap



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An ISO 9001, ISO 22000 & HACCP Certified Company

COMPANY INFORMATION

Board of Directors:

Mr. Muneer Nawaz Mr. Humayun A. Shahnawaz Mr. Mahmood Nawaz Mr. M. Naeem Mr. Rashed Amjad Khalid Ms. Manahil Shahnawaz Mr. Saifi Chaudhry Mr. Syed Etrat Hussain Rizvi

Chairman Chief Executive

(Independent Director) (N.I.T. Nominee)

Chief Financial Officer & Company Secretary:

Mr. Faisal Ahmad Nisar, FCA

Audit Committee:

Mr. M. Naeem	Chairman
Mr. Muneer Nawaz	Member
Mr. Rashed Amjad Khalid	Member
Mr. Saifi Chaudhry	Member

Human Resource & Remuneration Committee:

Mr. Muneer Nawaz	Chairman
Mr. M. Naeem	Member
Mr. Humayun A. Shahnawaz	Member

Registered Office / Head Office:

 56 - Bund Road, Lahore-54500.

 Phones:
 (042) 37466900-04.

 Faxes:
 (042) 37466899 & 37466895.

 E-mail:
 shezan@brain.net.pk

Factories:

- 56 Bund Road, Lahore 54500.
 Phones: (042) 37466900-04.
 Faxes: (042) 37466899 & 37466895.
 E-mail: shezan@brain.net.pk
- Plot No. L-9, Block No. 22, Federal "B", Industrial Area, Karachi-75950.
 Phones: (021) 36344722-23.
 Fax: (021) 36313790.
 E-mail: shezan@cyber.net.pk
- Plot No. 33-34, Phase III, Hattar Industrial Estate, Hattar.
 Phones: (0995) 617158 & 617343.
 Fax: (0995) 617342.
 E-mail: sil-htr@shezan.com

Website:

www.shezan.com

Auditors:

EY Ford Rhodes, Chartered Accountants, 96-B-1, 4th Floor, Pace Mall Building, M. M. Alam Road, Gulberg II, Lahore.

Share Registrar:

Corplink (Private) Limited, Wings Arcade, 1-K, Commercial, Model Town, Lahore.

Legal Advisors:

Cornelius, Lane & Mufti, Nawa-e-Waqt Building, Shahrah-e-Fatima Jinnah, Lahore.

Bankers:

United Bank Limited. MCB Bank Limited. National Bank of Pakistan. The Bank of Khyber. Bank Al-Habib Limited. Habib Bank Limited. Bank Alfalah Limited. JS Bank Limited.



On behalf of the Board of Directors, we are pleased to present interim financial information of the Company for the quarter ended 30 September 2017.

During the quarter, our export sales showed an upward satisfactory trend. We are doing our best to expand business in the international markets as well as local markets.

FINANCIAL HIGHLIGHTS

We achieved strong profitability growth despite all difficult circumstances and intense competition. The business portrayed encouraging results with 8.11% growth in net sales and about 93% growth in profit after taxation. Summarized operating performance of the Company for the quarter ended 30 September 2017 is as follows:

Particulars	2017 Rupees in	2016 thousand
Sales	2,099,285	1,941,895
Profit before taxation	230,558	115,560
Net profit after taxation	142,294	73,560
Earnings per share (Rs.)	17.82	9.21

FUTURE OUTLOOK

The Company is in process to enhance its production capacities by inducting new machinery and upgrading its old plants. Our aim is to fulfill growing demand of our juices in the market and to overcome the challenges that lie ahead with our expertise, consumer understanding and powerful brand equity. Our focus is to produce and offer best quality products for our customers to their satisfaction.

ACKNOWLEDGEMENT

We, for and on behalf of Board of Directors, would like to take this opportunity to express appreciation of the commitment, loyalty and dedication of our workforce.

Further we would like to acknowledge the professional support and cooperation received from our esteemed customers, vendors, bankers, equity holders and other stakeholders.

For and on behalf of the Board

Mune Naws

Muneer Nawaz Chairman

Renderid

Rashed Amjad Khalid Director

Lahore: 25 October 2017.

Quarterly Report **2017** July-September **3**

ڈائریکٹرز رپورٹ برائے ممبران

ہم بورڈ آف ڈائر یکٹرز کی جانب سے انفتا م شدہ سہاہی 30 تقبر7 <u>20</u>1ء کے لئے کمپنی کی عبور کی مالیاتی معلومات پیش کرتے ہیں۔ سہاہی کے دوران ہماری برآ مدی سیز میں تسلی بخش مثبت رتجان رہا۔ہم بین الاقوامی اور مقامی منڈیوں میں اپنے کاروبارکودسعت دینے کے لئے ہرممکن کوشش کررہے ہیں۔

مالیاتی کارکردگی: تمام تر مشکل حالات اور سخت مسابقتی فضاء کے باوجود کمپنی نے منافع بخش کارکردگی دکھانی ہے، کمپنی نے خالص فروخت میں 8.1 فیصد اور منافع بعداز تیکس میں 93 فیصد کا حصلہ افضاء إضافه حاصل کیا۔

اِختتام شدہ سہ ماہی 30 ستمبر7 201 ء کیلئے کمپنی کے مالیاتی متائج مختصراً درج ذیل ہیں۔

	2017	2016
	روپے ہزا	روں میں
مجموع فمروخت	2,099,285	1,941,895
منافع قبل اذنیکس	230,558	115,560
خالص منافع بعدازتيكس	142,294	73,560
فی حصص آمدنی۔روپوں میں	17.82	9.21

مستقبل کے إمكانات:

پیداداری صلاحیت میں اضافہ کرنے لئے کمپنی جدید مشینری خرید نے اور پرانی مشینوں کوجد بید تقاضوں سے ہم آ ہنگ کرنے پڑھل پیراہے۔ ہمارا مقصد مارکیٹ میں اپنے جو س کی بڑھتی ہوئی طلب کو پورا کرنا ہے اورا پنی مہارت ،صارفین کی بہتر بچھ یؤ جھاور مضبوط برانڈ کی مدد سے مستقبل کے چیلنجز پر قابو پانا ہے۔ ہماری تمام تر توجہ صارفین کے معیار اور اطمینان کے مطابق اعلیٰ معیاری مصنوعات تیار کرنے پر مرکوز ہے۔

اظهارتشكر:

ہم بورڈ آف ڈائر یکٹرز کی جانب سے اپنے ادارے کے تمام ملازیین کی لگن، وفادار کی اورعزم کی تعریف کرتے ہیں۔مزید برآل ہم پیشہ دراند سر پرتق اور تعاون کا بھی شکر سے ادا کرنا چاہیں گے جوہمیں تمام صارفین، وینڈرز جصص داران اور اسٹیک ہولڈرز کی جانب سے ملا۔

بورڈ کی ایماء پر

Mure Nawa

منيرنواز چيزمين

لاہور 25اکتوبر77<u>20</u>ء ۔

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راشدامجدخالد ڈائزیکٹر



CONDENSED INTERIM BALANCE SHEET

AS AT 30 SEPTEMBER 2017

		(Un-Audited) 30 September 2017	(Audited) 30 June 2017
	Note	Rupees in	thousand
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	6	1,151,970	1,175,946
Long-term investment Long-term deposits	7	2,767 5,865	2,877 5,183
		1,160,602	1,184,006
CURRENT ASSETS			
Stores and spares Stock-in-trade		86,491 1,313,705	71,178 1,358,515
Trade debts		243,046	259,853
Loans and advances		39,172	185,138
Trade deposits and short-term prepayments		23,398	19,920
Interest accrued Income tax recoverable		377,884	338 371,221
Cash and bank balances		161,199	73,227
		2,244,895	2,339,390
TOTAL ASSETS		3,405,497	3,523,396
EOUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Share capital		79,860	79,860
Reserves		1,605,392	1,605,502
Unappropriated profits		479,637	337,343
TOTAL EQUITY		2,164,889	2,022,705
NON-CURRENT LIABILITIES			
Long-term loan	8	-	-
Deferred taxation		62,038	62,038
CURRENT LIABILITIES		62,038	62,038
Trade and other payables		649,131	680,750
Interest accrued on borrowings		7,381	1,584
Current portion of long-term loan	8	60,000	90,000
Short-term borrowings	9	-	292,525
Provision for taxation		462,058	373,794
		1,178,570	1,438,653
TOTAL LIABILITIES		1,240,608	1,500,691
CONTINGENCIES AND COMMITMENTS	10		
TOTAL EQUITY AND LIABILITIES		3,405,497	3,523,396

The annexed notes from 1 to 16 form an integral part of this interim financial information.

Mury Naws Director

lan Allerid Director

Jamil . Chief Financial Officer

CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

	30 Sept	ember	
	2017	2016	
Note	Rupees in	housand	
Sales - net	2,099,285	1,941,895	
Cost of sales	1,447,125	1,380,501	
Gross profit	652,160	561,394	
Distribution costs	283,099	339,111	
Administrative expenses	73,197	63,985	
Other operating expenses	67,718	47,471	
Other income	(10,496)	(14,958)	
	413,518	435,609	
Operating profit	238,642	125,785	
Finance costs	8,084	10,225	
Profit before taxation	230,558	115,560	
Taxation	88,264	42,000	
Net profit for the period	142,294	73,560	
Other comprehensive income			
Other comprehensive income to be reclassified to profit or loss			
in subsequent periods (net of tax):			
Unrealized (loss) / gain on remeasurement of investments- available for sale	(110)	87	
Total comprehensive income	142,184	73,647	
Earnings per share - basic and diluted (Rupees) 11	17,82	9,21	

The annexed notes from 1 to 16 form an integral part of this interim financial information.

Mury Nawa Director

Director

Jami. Chief Financial Officer

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CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED)

FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

	30 Septe	mber
	2017	2016
	Rupees in th	nousand
CASH FLOWS FROM OPERATING ACTIVITIES:		
Cash generated from operations		
Profit before taxation	230,558	115,560
Adjustments to reconcile profit before tax to net cash:	40.002	40.742
Depreciation Interest / markup expense	48,092	49,742 9,268
Profit on bank deposits	(276)	(310)
Provision for doubtful debts	4,960	-
Loss on disposal of property, plant and equipment	<u> </u>	1,396 60,096
Operating profit before working capital changes	299.366	175,656
(Increase)/decrease in current assets	233,300	1, 3,030
Stores and spares	(15,313)	(6,026)
Stock-in-trade	44,810	(66,911)
Trade debts	11,847	(23,297)
Loans and advances Trade deposits and short-term prepayments	145,966 (3,478)	41,605 (3,578)
frade deposits and short-term prepayments	183.832	(58,207)
Increase/(decrease) in current liabilities	100,002	(30,207)
Trade and other payables	(31,619)	23,531
Short-term borrowings	(292,525)	34,202
Cash generated from operations	(324,144) 159.054	57,733
Interest expense paid Profit on bank deposits - received	(1,584) 614	(6,005) 578
Income tax paid	(6,663)	(15,652)
Long-term deposits paid	(682)	(214)
Net cash generated from operating activities	150,739	153,889
CASH FLOWS FROM INVESTING ACTIVITIES		
Purchase of property, plant and equipment	(33,210)	(61,725)
Sale proceeds from disposal of property, plant and equipment	443	3,686
Net cash used in investing activities CASH FLOWS FROM FINANCING ACTIVITIES	(32,767)	(58,039)
	(20,000)	(20.000)
Repayment of long-term loan Net cash used in financing activities	(30,000)	(30,000)
Net increase in cash and cash equivalents	87,972	65,850
Cash and cash equivalents at the beginning of the period	73.227	102,906
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	161.199	168,756
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD	101,133	100,700

The annexed notes from 1 to 16 form an integral part of this interim financial information.

Mury Naws Director

Ren Albert Director

Jaml . Chief Financial Officer

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

		Capital Reserve		Revenue Reserve		
				Unrealized		
				gain / (loss) on		
	<u></u>		C 1	remeasurement		
	Share	Merger	General			
	Capital	Reserve	Reserve	available for sale	Profits	Total
			Rupees in	thousand		
Balance as at 01 July 2016	79,860	5,000	1,450,000	(394)	299,899	1,834,365
Profit for the three month period ended 30 September 2016	-	-	-	-	73,560	73,560
Other comprehensive income	-	-	-	87	-	87
Total comprehensive income	-	-	-	87	73,560	73,647
Balance as at 30 September 2016	79,860	5,000	1,450,000	(307)	373,459	1,908,012
Balance as at 01 July 2017	79,860	5,000	1,600,000	502	337,343	2,022,705
Profit for the three month period ended 30 September 2017	_	_	-		142,294	142,294
Other comprehensive income	-	-	-	(110)	-	(110)
Total comprehensive income	-	-	-	(110)	142,294	142,184
Balance as at 30 September 2017	79,860	5,000	1,600,000	392	479,637	2,164,889

The annexed notes from 1 to 16 form an integral part of this interim financial information.

Mury Naws Director

landerid Director



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NOTES TO THE INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

1. THE COMPANY AND ITS OPERATIONS

The Company is a Public Limited Company incorporated in Pakistan and is listed on the Pakistan Stock Exchange. The registered office of the Company is situated at 56 - Bund Road, Lahore, Pakistan. It is engaged in the manufacturing, trading and sale of juices, pickles, jams, ketchups etc., based upon or derived from fresh fruits and vegetables.

2. STATEMENT OF COMPLIANCE AND BASIS OF PREPARATION

2.1 This interim financial information of the Company for the three month period ended 30 September 2017 has 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(repealed, see below). In case where requirements differ the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

The Securities and Exchange Commission of Pakistan, via its circular no. 17 of 2017, dated 20 July 2017 and circular no. 23 of 2017, dated 04 October 2017, has instructed companies to prepare, interim financial information for the three month period ended 30 September 2017 in accordance with the provisions of the repealed Companies Ordinance, 1984. The Company will prepare its annual financial statements for the year ending 30 June 2018 in accordance with the provisions of the Companies Act, 2017.

- 2.2 This interim financial information does not include all the information and the disclosures required in the annual audited financial statements and should be read in conjunction with annual audited financial statements of the Company for the year ended 30 June 2017.
- **2.3** This interim financial information is Un-Audited.

3. SIGNIFICANT ACCOUNTING JUDGMENTS, ESTIMATES, ASSUMPTIONS AND POLICIES

The significant accounting judgments, estimates, assumptions and accounting policies adopted and applied by the Company for the preparation of this interim financial information are the same as were adopted and applied in the preparation of the preceding annual audited financial statements for the year ended 30 June 2017.

4. TAXATION, WORKERS' WELFARE FUND AND WORKERS' PROFIT PARTICIPATION FUND

Provisions in respect of Taxation, Workers' Welfare Fund and Workers' Profit Participation Fund are estimated and these are subject to final adjustments in the annual audited financial statements.

5. SEASONALITY OF OPERATIONS

The quarterly results of the Company are subject to seasonal fluctuations due to variation in demand of the main products (Juices, squashes and syrups).

6. PROPERTY, PLANT AND EQUIPMENT

The additions / (deletions)/ transfers (at cost), made during the three month period ended 30 September 2017 are as follows:

	Additions Rupees in t	Deletions/ Transfers housand
Owned assets		
Plant and machinery	3,500	-
Motor vehicles	1,804	-
Electric equipment	1,558	(515)
Laboratory equipment	17	-
Computers and accessories	451	-
Empty bottles, shells, pallets and barrels	24,083	(24,148)
	31,413	(24,663)

			Additions Rupees in t	Deletions/ Transfers housand
	Capital work in progress			
	Motor vehicles Buildings Furniture & fixture		541 1,806 1,254	(1,804) - -
			3,601	(1,804)
		Note	(Un-Audited) 30 September 2017 Rupees in t	(Audited) 30 June 2017 housand
7.	LONG-TERM INVESTMENT - AVAILABLE FOR SALE Quoted Modaraba			
	BRR Guardian Modaraba – Credit rating 'A' 305,000 (30 June 2017: 305,000) certificates of Rs. 10/– each Gain on remeasurement	7.1	2,375 392	2,375 502
			2,767	2,877

7.1 The above investment represents 0.39% (30 June 2017: 0.39%) of the issued certificate capital of the Modaraba.

7.2 This investment is placed under a shariah permissible agreement.

			(Un-Audited) 30 September 2017	(Audited) 30 June 2017
		Note	Rupees in t	housand
8.	LONG-TERM LOAN - SECURED			
	Long-term loan Less: current portion	8.1	60,000 (60,000)	90,000 (90,000)
			-	-

8.1 This represents long term loan obtained from a commercial bank which originally amounted to Rs. (thousand) 300,000 payable in 10 equal quarterly instalments with a grace period of six months. The rate of mark-up/ interest is 3 months KIBOR + 0.30%, payable quarterly. The facility is secured against a first exclusive registered charge on the plant and machinery up to Rs. (thousand) 430,000.

9. SHORT-TERM BORROWINGS - SECURED

The aggregate short-term borrowings available from commercial banks under mark-up/interest arrangement are Rs. (thousand) 1,625,000 (30 June 2017: Rs. (thousand) 1,625,000). The un-utilised portion of the said facility amounts to Rs. (thousand) 1,625,000 (30 June 2017: Rs. (thousand) 1,332,475).

The rate of mark-up/ interest on short-term borrowings ranges between 1 month KIBOR plus 0.25% to 1 month KIBOR/ 3 months KIBOR plus 0.25% (30 June 2017: 1 month KIBOR minus 0.05% to 1 month KIBOR/ 3 months KIBOR plus 0.25%), payable monthly/quarterly.

NOTES TO THE INTERIM FINANCIAL INFORMATION (UN-AUDITED) FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

The facilities are secured against first registered joint pari passu hypothecation and ranking charge on current assets of the Company up to Rs. (thousand) 2,314,000 (30 June 2017: Rs. (thousand) 2,314,000) and Rs. (thousand) Nil (30 June 2017: Rs. (thousand) 334,000) respectively.

The un-utilized facility for opening letters of credit and for guarantees as at 30 September 2017 amounts to Rs. (thousand) 168,531 (30 June 2017: Rs. (thousand) 190,430) and Rs. (thousand) 73,939 (30 June 2017: Rs. (thousand) 72,881), respectively.

10. CONTINGENCIES AND COMMITMENTS

a) Contingencies

There has been no change in the status of the contingencies reported in the annual audited financial statements for the year ended 30 June 2017.

b) Commitments

- Commitments in respect of letter of credit established for the import of plant and machinery, raw and packing materials amounts to Rs. (thousand) 81,469 (30 June 2017: Rs. (thousand) 59,570).
- ii) Counter guarantees in favour of banks in the ordinary course of business amounted to Rs. (thousand) 36,061 (30 June 2017: Rs. (thousand) 37,119).

		(Un-Audited) Three month period ended 30 September	
		2017 Rupees in	2016 thousand
11.	EARNINGS PER SHARE - BASIC AND DILUTED		
	Net profit after taxation	142,294	73,560
		Number of sha	res in thousand
	Weighted average number of ordinary shares at the end of the period	7,986	7,986
		Rupees per share	
	Earnings per share - (basic/diluted)	17.82	9.21

No fully diluted earnings per share has been disclosed as the Company has not issued an instrument which would have an impact on earnings per share, when exercised.

12. NON TRANSFER OF BONUS SHARES TO INDIVIDUAL SHAREHOLDERS

During the year ended 30 June 2015, the Company issued 726,000 bonus shares (a) 10% of its then paid-up capital on the book closure date of 23 October 2014. In accordance with the provisions of section 236M of the Income Tax Ordinance, 2001, the Company was required to collect tax from its shareholders (a) 5% on the value of bonus shares, determined on the basis of the end price of the first day of book closure.

However, a number of shareholders of the Company have filed a suit against the Federation of Pakistan, competent authorities and the Company, before the Honorable Sindh High Court, challenging the levy of tax under the above referred section. Since the matter is subjudice before the Honorable Sindh High Court, the Company has retained 5% of the bonus shares issued to plaintiff shareholders.

13. TRANSACTIONS WITH RELATED PARTIES

The related parties and associated undertakings comprise related group companies, associates, staff provident fund, directors and key management personnel. Details of transactions with them are as follows:

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	(Un-Audited) Three month period ended 30 September 2017 2016 Rupees in thousand	
Transactions during the period		
Associated companies		
Purchases of raw materials	196,084	75,079
Sales of finished goods	19	2
Royalty charged Purchases/repairs of electric equipment / vehicles	23,092 47	20,964 144
Contributions to staff provident fund	1,316	1.245
Remuneration and benefits of Directors, Chief Executive Officer	1,510	1,245
and key management personnel	15,255	15,586
	(Un-Audited)	(Audited)
	30 September	30 June 2017
	2017 Rupees in th	
Period / year end balances		
Due to related parties	80,493	57,511
Due from related parties	3	173,034
Due to staff provident fund	875	1,469

14. SEGMENTAL ANALYSIS

Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker. The Chief Operating Decision Maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Chief Executive. The Chief Executive considers the business from the product perspective and evaluates performance on the basis of their profit or loss. As at 30 September 2017, the Company is organized into two operating segments based on their products.

Juice drinks activities

Juice drinks activities include bottled as well as juices in tetra pak packings.

Other operating activities

Other operating activities include pickles, ketchup, sauces, jams etc.

Segment analysis of profit and loss account for the three month period ended 30 September 2017:

	Juices and Drinks	Others Rupees in thousand	Total
Sales Cost of sales	1,871,999 1,247,637	227,286 199,488	2,099,285 1,447,125
Gross profit	624,362	27,798	652,160
Unallocated expenses and income			
Corporate expenses Finance costs Other operating expenses Other income Taxation			(356,296) (8,084) (67,718) 10,496 (88,264)
Profit after taxation			142,294

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NOTES TO THE INTERIM FINANCIAL INFORMATION (UN-AUDITED)

FOR THE THREE MONTH PERIOD ENDED 30 SEPTEMBER 2017

Segment analysis of assets and liabilities as at 30 September 2017:

	Juices and Drinks	Others Rupees in thousand	Total
Segment assets Unallocated assets	2,288,752	511,717	2,800,469 605,028
Total			3,405,497
Segment liabilities Unallocated liabilities	458,644	142,877	601,521 639,087
Total			1,240,608

Segment analysis of profit and loss account for the three month period ended 30 September 2016:

	Juices and Drinks	Others Rupees in thousand	Total
Sales Cost of sales	1,724,981 1,191,647	216,914 188,854	1,941,895 1,380,501
Gross profit	533,334	28,060	561,394
Unallocated expenses and income			
Corporate expenses Finance costs Other operating expenses Other operating income Taxation			(403,096) (10,225) (47,471) 14,958 (42,000)
Profit after taxation			73,560

Segment analysis of assets and liabilities as at 30 June 2017:

	Juices and Drinks	Others Rupees in thousand	Total
Segment assets Unallocated assets	2,486,147	538,742	3,024,889 498,507
Total			3,523,396
Segment liabilities Unallocated liabilities	562,067	180,381	742,448 758,243
Total			1,500,691

15. DATE OF AUTHORIZATION FOR ISSUE

This interim financial information was authorized for issue by the Board of Directors on 25 October 2017.

16. APPROPRIATIONS

The Board of Directors have proposed a final dividend of Rs. 13.50/- per share, amounting to Rs. (thousand) 107,811 for the year ended 30 June 2017 (2016: Rs. (thousand) 71,874) along with transfer to general reserve amounting to Rs. (thousand) 200,000 (2016: Rs. (thousand) 150,000) at their meeting held on 26 September 2017 for approval of the members at the Annual General Meeting to be held on 27 October 2017.

Mury Naws Director

lan Allaid Director

Lam Chief Financial Officer



♀ 56 - Bund Road, Lahore - 54500.
 ☎ (042) 37466900-04.
 决 (042) 37466899 & 37466895.
 ∞ shezan@brain.net.pk
 ⊕ shezan.com

