



Half Yearly Report

December 31, 2017

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Company Information

Board of Directors

Mr. Shahid Aziz Siddiqi - Chairman
Mr. Nasim Beg
Mr. Kashif Habib - Chief Executive Officer
Mr. Samad Habib
Syed Najmuddujah Jaffri
Mr. Khalil Ahmed
Syed Muhammad Talha

Audit Committee

Mr. Nasim Beg - Chairman
Mr. Samad Habib
Syed Najmuddujah Jaffri

Human Resources & Remuneration Committee

Mr. Samad Habib - Chairman
Mr. Kashif Habib
Syed Najmuddujah Jaffri

Chief Financial Officer

Syed Muhammad Talha

Company Secretary

Mr. Bilal Yasin

Auditors

Naveed Zafar Ashfaq Jaffery & Co.
Chartered Accountants

Legal Advisor

Advocates Ahsan ul Haque
Advocates & Corporate Counsel

Bankers and Financial institutions

Bank Islami Pakistan Limited
Habib Metropolitan Bank Limited
The Bank of Punjab
Bank Alfalah Limited
First Habib Modaraba
Summit Bank

Registered Office

Plot # 1,6 sector # 26, Bilal Chowrangi Korangi Industrial Area, Karachi.
Tel # +92 21 35074581-84
Fax # +92 21 35074603
www.safemixlimited.com

Shares Registrar

THK Associates (Private) Limited
Ground Floor, State Life Building No. 3,
Dr. Ziauddin Ahmed Road
Karachi.

Directors' Review Report

The Board of Directors of Safe Mix Concrete Limited present herewith condensed financial information for the half year ended 31st December 2017.

Overview

During the half year under review, the Company incurred a Loss After Tax (LAT) of Rs 3.162 million, whereas in second quarter from October to December the company has earned profit of Rs. 4.531 million. During the period the volumetric sales has increased by 10.93% as compared to corresponding period last year. Further during the end of the period under review, the management of the Company invested heavily to refine the distribution process and increase its asset base which will in turn reduce per unit distribution cost and further increase the volumetric sales of the company.

Operating results

	Half Year Ended		Quarter Ended	
	31 December 2017	31 December 2016	31 December 2017	31 December 2016
	------(Rupees)-----			
(Loss)/Profit before taxation	(4,805,563)	1,447,892	2,242,004	473,269
Taxation	1,642,956	539,024	2,289,160	486,138
(Loss)/Profit after taxation	<u>(3,162,607)</u>	<u>1,986,916</u>	<u>4,531,164</u>	<u>959,407</u>

Earnings per share

Loss per share for the half year ended amounted to Rs. (0.13) per share as compared to earnings per share for the corresponding period of the last year of Rs. 0.08 per share.

Future Outlook

The Company has invested on enhancing delivery capacity. This will not only maximize the plant utilization but will also help in reducing the cost of rental equipment and will also prove helpful in ensuring timely delivery of concrete mix to the builders / contractors. The Company is determined to adopt new marketing strategies to capture the growing market of ready mix services. Further the company is focusing on investing in exclusive supply contracts of specific private sector development projects. Shareholders of the company stand to gain in terms of returns and value in the long term.

Acknowledgement

The management of the Company would like to thank all the financial institutions, customers, individuals and staff members who have been associated with the Company for their support and cooperation. Further, we would also like to thank SECP and the management of PSX for their continued support and guidance.

Karachi: February 27, 2018

For and on behalf of the Board


Kashif Habib
Chief Executive Officer

AUDITORS' REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL INFORMATION

Introduction:

We have reviewed the accompanying condensed interim balance sheet of **Safe Mix Concrete Limited** ("the Company") as at December 31, 2017; and 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 accounts for the half year then ended (here-in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this 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 interim financial information based on our review.

The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended December 31, 2017 and 2016 and the notes thereto have not been reviewed, as we are required to review only the cumulative figures for the half year ended December 31, 2017.

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 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 interim financial information is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

Naveed Zafar Ashfaq Jaffery & Co
Chartered Accountants
Engagement Partner: **Tanveer Afzal Khan - FCA**

Karachi
Dated:

Safe Mix Concrete Limited

Condensed Interim Balance Sheet (Un-audited)

As at December 31, 2017

	Note	Un-audited 31 December 2017	Audited 30 June 2017
(-----Rupees-----)			
Non - current assets			
Property, plant and equipment	5	245,596,322	172,125,889
Long term deposits		32,210,770	31,539,270
Deferred tax asset		38,459,253	34,731,372
		316,266,345	238,396,531
Current assets			
Stores, spare parts and loose tools		7,820,918	7,162,780
Stock in trade		60,369,172	27,605,363
Trade debts		204,841,157	104,016,270
Advances, prepayments and other receivables		83,987,315	64,009,740
Taxation - net		49,645,311	45,865,776
Cash and bank balances		22,159,011	16,845,989
		428,822,884	265,505,918
TOTAL ASSETS		745,089,229	503,902,449
Equity and Liabilities			
Share capital and reserves			
Authorized capital			
35,000,000 ordinary shares of Rs 10 each		350,000,000	350,000,000
Issued, subscribed and paid up capital		250,000,000	250,000,000
Share premium		14,728,576	14,728,576
Accumulated losses		(29,196,973)	(26,034,366)
		235,531,603	238,694,210
Non - current liabilities			
Long term financing - secured	6	64,607,968	35,277,562
Staff retirement benefits		7,588,143	6,858,140
Deferred income		6,160,000	7,840,000
		78,356,111	49,975,702
Current liabilities			
Trade and other payables		355,779,907	179,760,043
Current portion of long term financing		11,759,188	11,759,188
Current portion of deferred income		3,360,000	3,360,000
Loan from related party		60,000,000	20,000,000
Accrued mark-up		302,420	353,306
		431,201,515	215,232,537
TOTAL EQUITY AND LIABILITIES		745,089,229	503,902,449
Contingencies and commitments	7		

The annexed notes form an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited

Condensed Interim Profit and Loss Account (Un-audited)

For the half year ended December 31, 2017

	Half Year Ended		Quarter Ended	
	31 December 2017	31 December 2016	31 December 2017	31 December 2016
	(------(Rupees)-----)			
Revenue	166,794,094	102,595,664	122,052,087	52,590,502
Cost of sales	8 (157,298,229)	(91,946,479)	(114,819,704)	(47,258,720)
Gross profit	9,495,865	10,649,185	7,232,383	5,331,782
Selling and administrative expenses	(15,848,199)	(7,901,627)	(7,810,295)	(4,322,362)
Operating (loss) / profit	(6,352,334)	2,747,558	(577,912)	1,009,420
Finance cost	(4,166,004)	(3,818,394)	(2,014,538)	(2,041,578)
Other operating income	5,712,775	2,518,728	4,834,454	1,505,427
(Loss) / Profit before taxation	(4,805,563)	1,447,892	2,242,004	473,269
Taxation	1,642,956	539,024	2,289,160	486,138
(Loss) / Profit after taxation	(3,162,607)	1,986,916	4,531,164	959,407
(Loss) / Profit per share - basic and diluted	(0.13)	0.08	0.18	0.04

The annexed notes form an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited

Condensed Interim Statement of Comprehensive Income

(Un-audited)

For the half year ended December 31, 2017

	Half Year Ended		Quarter Ended	
	31 December 2017	31 December 2016	31 December 2017	31 December 2016
	(-----Rupees)-----)			
(Loss) / Profit after taxation	(3,162,607)	1,986,916	4,531,164	959,407
Other comprehensive income for the period	-	-	-	-
Remeasurement of defined benefit liability	-	-	-	-
Tax thereon	-	-	-	-
Other comprehensive income - net of tax	-	-	-	-
Total comprehensive (loss) / income for the period	(3,162,607)	1,986,916	4,531,164	959,407

The annexed notes form an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited

Condensed Interim Cash Flow Statement (Un-audited)

For the half year ended December 31, 2017

	31 December 2017	31 December 2016
	(-----Rupees-----)	
(Loss) / Profit before taxation	(4,805,563)	1,447,892
Adjustments of items not involving movement of cash:		
Depreciation	6,145,414	4,037,114
Interest income	(48,565)	(838,728)
Provision for gratuity	850,000	719,894
Amortization of deferred income	(1,680,000)	(1,680,000)
Finance cost	4,166,004	3,818,394
	<u>9,432,853</u>	<u>6,056,674</u>
Operating profit before working capital changes	4,627,290	7,504,566
Adjustments for working capital items:		
(Increase)/Decrease in current assets		
Stores, spare parts and loose tools	(658,138)	(27,766)
Stock in trade	(32,763,809)	(3,312,465)
Trade debts	(100,824,887)	(54,553,156)
Advances, prepayments and other receivables	(19,977,575)	(7,967,767)
	<u>(154,224,409)</u>	<u>(65,861,154)</u>
Increase/(Decrease) in current liabilities		
Trade and other payables	<u>176,019,864</u>	<u>77,521,268</u>
Cash inflow from operating activities	26,422,745	19,164,680
Taxes paid	(5,864,459)	(9,684,318)
Staff benefits paid	(119,998)	(833,888)
Finance cost paid	(4,216,890)	(3,818,394)
	<u>(10,201,347)</u>	<u>(14,336,600)</u>
Net cash inflow from operating activities	16,221,398	4,828,080
Cash flow from investing activities		
Fixed capital expenditure	(79,615,847)	(6,951,240)
Long term deposits	(671,500)	(229,300)
Interest received	48,565	838,728
Net cash outflow from investing activities	(80,238,782)	(6,341,812)
Cash flow from financing activities		
Loan from related party	40,000,000	-
Proceeds from long term financing - Net	29,330,406	-
Net cash inflow from financing activities	69,330,406	-
Net increase / (decrease) in cash and cash equivalents	5,313,022	(1,513,732)
Cash and cash equivalents at beginning of the period	16,845,989	9,846,405
Cash and cash equivalents at the end of the period	22,159,011	8,332,673

The annexed notes form an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited

Condensed Interim Statement of Changes in Equity

(Un-audited)

For the half year ended December 31, 2017

	Issued, subscribed and paid-up capital	Share premium Reserve	Accumulated profit/(loss)	Total
	(-----Rupees)-----)			
Balance as at July 01, 2016 - audited	250,000,000	14,728,576	(8,287,557)	256,441,019
Total comprehensive income for the half year ended December 31, 2016	-	-	1,986,916	1,986,916
Balance as at December 31, 2016 - un-audited	<u>250,000,000</u>	<u>14,728,576</u>	<u>(6,300,641)</u>	<u>258,427,935</u>
Balance as at July 01, 2017 - audited	250,000,000	14,728,576	(26,034,366)	238,694,210
Total comprehensive loss for the half year ended December 31, 2017	-	-	(3,162,607)	(3,162,607)
Balance as at December 31, 2017 - un-audited	<u>250,000,000</u>	<u>14,728,576</u>	<u>(29,196,973)</u>	<u>235,531,603</u>

The annexed notes form an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited

Notes to the Condensed Interim Financial Information (Un-audited)

For the half year ended December 31, 2017

1 STATUS AND NATURE OF BUSINESS

Safe Mix Concrete Limited ("the Company") was incorporated on 04 April 2005 as Private Limited Company. Subsequently, it has been converted into Public Limited Company on 21 February 2007 in accordance with the provisions of section 45 read with section 41(3) of the repealed Companies Ordinance, 1984. On 16th March 2010 the Company was listed on Karachi Stock Exchange. The principal activity of the Company is production and supply of ready mix concrete, building blocks and construction of prefabricated buildings, factories and other construction sites. The registered office of the Company is situated at plot no. 1-6, Sector 26, Korangi Industrial Area, Karachi, Pakistan.

2 BASIS OF PREPARATION

Statement of compliance

This condensed interim financial information is un-audited and has been prepared in accordance with the requirements of the International Financial Reporting Standard (IFRS) IAS 34 "Interim Financial Reporting" as applicable in Pakistan. This condensed interim financial information does not include all of the information and disclosures required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended June 30, 2017.

In 2017, the Companies Act, 2017 (the new Companies Act) was enacted and promulgated by the SECP on May 30, 2017. An exemption was granted to companies whose financial year ended on or before June 30, 2017 via Circular No. 17 of July 20, 2017. No further exemption has been provided and the Company is currently in process of determining impact, if any, on annual financial statements due to implementation of the Act. There is no impact on this condensed interim financial information as they have been prepared primarily under IAS 34 as stated above.

This condensed interim financial information is unaudited. However, a limited scope review of this condensed interim financial information has been performed by the external auditors of the Company in accordance with the requirements of clause (26) of Listed Companies (Code of Corporate Governance) Regulations, 2017. This condensed interim financial information is being submitted to the shareholders as required by section 237 of the Companies Act 2017.

This condensed interim financial information has been presented in Pakistani Rupees, which is the functional currency of the Company. The figures are rounded off to the nearest rupee.

3 ESTIMATES

In preparing this condensed interim financial information, management makes 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 management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual financial statements of the Company as at and for the year ended June 30, 2017.

4 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in preparation of the financial statements for the year ended June 30, 2017.

Amendments to certain existing standards and new interpretations on approved accounting standards effective during the period were either not relevant to the Company's operations or did not have any significant impact on the accounting policies of the Company.

	Note	Un-audited 31 December 2017 (-----Rupees-----)	Audited 30 June 2017
5 PROPERTY, PLANT AND EQUIPMENT			
Operating fixed assets	5.1	224,630,309	166,123,278
Capital work in progress		20,966,013	6,002,611
		245,596,322	172,125,889
5.1 Operating fixed assets			
Opening book value		166,123,278	170,887,438
Add: Additions during the period	5.1.1	64,652,445	8,459,928
Less: Depreciation charged during the period		6,145,414	10,236,710
Less: Disposals during the period - net book value		-	2,987,378
		224,630,309	166,123,278
5.1.1 Break-up of additions - at cost			
Building		6,256,890	-
Plant and machinery		55,566,915	7,510,184
Vehicles		-	949,744
Computers		111,540	-
Office equipment		2,717,100	-
		64,652,445	8,459,928
6 LONG TERM FINANCING - SECURED			
Details of long term financing are as follows:			
Diminishing musharaka - Summit Bank	6.1	35,210,000	47,036,750
Diminishing musharaka - Bank of Punjab	6.2	41,157,156	-
Less: Current portion of long term financing show under current liabilities		11,759,188	11,759,188
		64,607,968	35,277,562
6.1	During the financial year 2016, the Company converted its short term running finance facility from Bank of Punjab to Islamic mode of financing and entered into a diminishing musharka of Rs. 47.037 million for plant and machinery with the Bank of Punjab Taqwa Islamic Banking. The arrangement carry profit at the rate of 1 year KIBOR + 2.5% and with quarterly rental repayments. The arrangement is for a tenure of five years from the date of disbursement and are structured in such a way first principal repayment installment will commence from the fifth installment. Arrangement is secured against 1st charge of PKR 160 million over all present and future fixed assets (plant and machinery) of the Company registered with SECP.		

- 6.2 During the current year, the Company entered into a diminishing musharka of Rs.35.2 million for plant and machinery with the Summit Bank Limited- Islamic Banking. The arrangement carry profit at the rate of 1 year KIBOR + 4% and with monthly rental repayments. The arrangement is for a tenure of three years from the date of disbursement and are structured in such a way first principal repayment installment will commence from the thirteenth installment. Arrangement is secured against exclusive charge of PKR 50.75 million over plant and machinery of the Company, registered with SECP.

7 CONTINGENCIES AND COMMITMENTS

7.1 Contingencies

- 7.1.1 There are no significant changes in the status of contingencies as reported in note 17 to the annual audited financial statements of the Company for the year ended June 30, 2017.

	Note	Un-audited 31 December 2017 (-----Rupees-----)	Audited 30 June 2017
7.2 Commitments			
Bank guarantee issued on behalf of the Company		<u>33,333,334</u>	<u>-</u>

8 COST OF SALES

	Half Year Ended		Quarter Ended	
	31 December 2017	31 December 2016	31 December 2017	31 December 2016
	(-----Rupees-----)			
Raw material and stores consumed	63,455,261	4,014,884	61,961,695	1,541,880
Salaries, wages and other benefits	25,240,789	21,764,498	16,310,702	11,613,790
Depreciation	5,530,873	3,635,717	3,842,125	1,946,967
Ijarah Rentals	14,068,308	14,364,930	7,034,154	6,821,495
Fuel and power	13,399,661	11,715,525	7,274,302	6,401,831
Repair and maintenance	953,747	226,849	640,542	106,479
Site preparation and sample testing	645,755	97,375	332,475	70,000
Fleet outsourcing charges	16,133,841	24,589,008	6,442,310	13,375,854
Equipment hiring charges	13,974,365	8,105,564	8,984,679	3,686,153
Land rent	1,549,998	1,549,998	774,999	774,999
Insurance expenses	2,345,631	1,882,130	1,221,721	919,271
	<u>157,298,229</u>	<u>91,946,479</u>	<u>114,819,704</u>	<u>47,258,720</u>

9 TRANSACTIONS WITH RELATED PARTIES

Related parties comprise associated undertakings, directors of the Company and key management personnel. The Company in the normal course of business carries out transactions with various related parties.

Detail of transactions and balances with related parties are as follows:

9.1	Transactions with related parties	Un-audited 31 December 2017	Un-audited 31 December 2016
		(-----Rupees-----)	
	Associated Companies:		
	<i>Power Cement Limited</i>		
	Purchase of cement	161,499,172	124,120,000
	<i>Thatta Cement Company Limited</i>		
	Purchase of cement	-	4,564,327
	<i>Javedan Corporation Limited</i>		
	Sale of goods	10,745,607	40,427,520
	<i>Mr. Arif Habib</i>		
	Loan	40,000,000	-
	<i>Key Management Personnel</i>		
	Remuneration to key management personnel	7,966,866	7,466,174
		Un-audited 31 December 2017	Audited 30 June 2017
9.2	Balances with related parties	(-----Rupees-----)	
	Associated companies:		
	<i>Payable to Thatta Cement Limited</i>	31,562	31,562
	<i>Payable to Power Cement Limited</i>	118,327,269	29,903,550
	<i>Receivable from Javedan Corporation Limited</i>	9,008,633	3,034,237
	<i>Payable to Mr. Arif Habib</i>	60,000,000	20,000,000
10	OPERATING SEGMENTS		
	The financial information has been prepared on the basis of a single reportable segment		
10.1	100% (2017: 100%) of the gross sales of the Company were made to customers located in Pakistan.		
10.2	All non-current assets of the Company as at December 31, 2017 are located in Pakistan.		

11 DATE OF AUTHORIZATION FOR ISSUE

The condensed interim financial information was authorized for issue on 27 February 2018 by the Board of Directors of the Company.

12 CORRESPONDING FIGURES

Corresponding figures have been re-arranged, where necessary, for the purpose of comparison.



CEO



Director



CFO

ڈائریکٹران کا عمومی جائزہ

سیف مکس کنکریٹ لمیٹڈ کے بورڈ آف ڈائریکٹران اپنی تفصیلی مالی معلومات برائے اختتام ششماہی سال 31 دسمبر 2017 پیش کرتے ہیں۔

جائزہ:

زیرہ جائزہ نصف سال کے دوران، کمپنی نے نقصان بعد از ٹیکس (LAT) Rs. 3.162 ملین کا خسارہ اٹھایا ہے، جبکہ دوسرے کوارٹر میں اکتوبر تا دسمبر کمپنی نے Rs. 4.531 ملین منافع کمایا۔ اس مدت کے دوران معیاری حجم کی سیلز میں گزشتہ سال کی مدت کے مقابلے میں 10.93% اضافہ ہوا۔ مزید یہ کہ مذکورہ اختتامی مدت کے دوران، کمپنی کی انتظامیہ نے ڈسٹری بیوشن پروسیس کو ریفاہن کرنے اور اپنے اسٹٹ بنیاد میں اضافہ کیلئے بھاری سرمایہ کاری کی ہے جو فی یونٹ ڈسٹری بیوشن لاگت اور کمپنی کے معیاری حجم سیلز میں کمی کا باعث ہوگی۔

افعالی نتائج:

جولائی تا دسمبر	اکتوبر تا دسمبر	جولائی تا دسمبر	اکتوبر تا دسمبر
2017	2017	2016	2016
(نقصان) / منافع قبل از ادائیگی ٹیکس	4,805,563	2,242,004	1,447,892
ادائیگی ٹیکس	1,642,956	2,289,160	539,024
(نقصان) / منافع بعد از ادائیگی ٹیکس	(3,162,607)	4,531,164	1,986,916
	959,407	486,138	2016

آمدنی فی شیئر

فی شیئر نقصان برائے اختتام نصف سال شمار کردہ (0.13) Rs. فی شیئر بہ نسبت گزشتہ سال کی مدت کے Rs. 0.08 کے مقابلے میں۔

مستقبل کا خاکہ

کمپنی نے ترسیلی گنجائش میں اضافے کیلئے سرمایہ کاری کی ہے۔ یہ نہ صرف پلانٹ کی یوٹیلائزیشن میں اضافہ کرے گا بلکہ کرایہ پر حاصل کردہ ساز و سامان کی لاگت میں کمی کیلئے مددگار ہوگا اور بلڈرز / ٹھیکیداروں کو کنکریٹ مکس کی بروقت فراہمی کو یقینی بنانے میں بھی معاون ثابت ہوگا۔ کمپنی نے ریڈی مکس کی خدمات میں بڑھتی ہوئی مارکیٹ کو گرفت میں رکھنے کیلئے جدید مارکیٹنگ لائحہ عمل اپنانے کا فیصلہ کیا ہے۔ مزید یہ کہ کمپنی مخصوص پرائیویٹ ترقیاتی منصوبوں کے خاص سپلائی کنٹریکٹس پر توجہ مرکوز کر رہی ہے۔ کمپنی کے شیئر ہولڈرز طویل المدت بنیاد پر ریٹرنز حاصل کرنے اور قیمت کے لحاظ سے برقرار ہیں۔

تصدیق نامہ

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