	2017	2016
	Rupees	
Loan to staff	**1,576,768**	1,047,632
Trade deposits	**8,891,120**	1,783,591
Rebate receivable	**6,460,000**	176,211,200
Others receivables	**1,018,692**	966,192
Interest accrued	**1,967,285**	1,206,410
Bank balances	**70,140,514**	39,932,116
	174,930,768	287,485,705
Financial liabilities at amortized cost		
Directors' subordinated loan	**19,273,478**	17,682,090
Long term finance	**216,669,732**	170,816,019
Staff retirement benefits	**2,105,382**	1,235,407
Short term borrowings	**1,487,737,018**	479,479,428
Trade and other payables	**873,104,823**	236,584,886
Accrued markup	**32,086,499**	13,595,774
Unclaimed dividend	**5,699,657**	4,680,863
	2,636,676,589	924,074,467

34.2 Financial risk management

The Company's activities expose it to a variety of financial risks i.e. credit risk, liquidity risk and market risk (including currency risk, interest rate risk and price risk). The Company's overall risk management programme focuses on the unpredictability of financial markets and seeks to minimise potential adverse effects on the Company's financial performance.

The Company's senior management oversees the management of these risks. The Company's senior management provides policies for overall risk management, as well as policies covering specific areas such as foreign exchange risk, interest rate risk, and credit risk, use of financial derivatives, financial instruments and investment of excess liquidity. The Board of Directors review and agree policies for managing each of these risks which are summarized below:

i) Credit risk

Credit risk is the risk that counterparty will not meet its obligations under a financial instrument or customer contract, leading to a financial loss. The Company's exposure to credit risk is minimal as the Company receives advance against sales. The carrying amount of financial assets as disclosed in note 34.1 represents the maximum credit exposure of the Company.

The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk the Company has developed a policy of obtaining advance payments from its