# **Dawood Leasing Company Limited**

**Annual Report 1999** 

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# CORPORATE INFORMATION

**Board of Directors** Mr. Rafique Dawood

Mr. Mehboob G. Rawjee

Mr. Ayaz Dawood

Dr. Najeeb Samie

Mr. Asadullah Khawaja

Mr. Nasim Beg

Mr. Bashir A. Sheikh

Chairman & Chief Executive

(Nominee of SLIC)

(Nominee of ICP)

(Nominee of NIT)

(Nominee of Al-Faysal Inv. Bank)

Company secretary Syed Jamal Macdi

**Auditors** M. Yousuf Adil Saleem & Co.

Chartered Accountants

**Legal Advisors** Mohsin Tayebaly & Co.

Bankers Askari Commercial Bank Ltd.

Bank A1-Habib Ltd. Bank of Khyber Bank of Punjab Faysal Bank Ltd. PakSearch.com - Pakistan's Best Business site with Annual Reports, Laws and Articles

Gulf Commercial Bank Ltd.

Habib Bank Ltd.

Muslim Commercial Bank Ltd. Oman International Bank S.A.O.G

Societe Generale, The French & International Bank

United Bank Ltd.

Registered Office

**and Head Office** 5-B, Lakson Square Building # 1,

Sarwar Shaheed Road, Karachi-74200 Tel: (021) 568 7778

Fax: (021) 568 77/8

E-mail: dlc @ khi.compol.com

**Branch Offices** Office No. 20 & 21, Beverly Centre, 1 st Floor,

56-G, Jinnah Avenue, Islamabad-44000

Tel: 051-276367 &

E-mail: moeen @ comsats.net.pk 327/2, C-II, Township, Lahore

Tel' (042) 5118141

Shares Registrar Ferguson Associates (Pvt.) Ltd.

State Life Building No. 1-A, I.I. Chundrigar Road, Karachi. Tel: (021) 2426682-2426711-5 Fax: (021) 2415007, 2427938

# NOTICE OF FIFTH ANNUAL GENERAL MEETING

Notice is hereby given that the Fifth Annual General Meeting of the Company will be held at Raffia Choudri Memorial Centre, Sidco Avenue Centre, 1 st Floor, R.A. Lines, Karachi on Friday December 17, 1999 at 10:45 a.m. to transact the following business:

- 1. To receive, consider and adopt the Audited Accounts of the Company for the year ended June 30, 1999 together with the Directors' and Auditors' Report thereon.
- 2. To approve payment of Cash Dividend @ Rs. 1.00 per share to the shareholders as recommended by the Board of Directors for the year ended June 30, 1999.
- 3. To appoint Auditors for the year 1999-2000 and to fix their remuneration. The retiring Auditors, being eligible, offer themselves for re-appointment.
- 4. Any other business with the permission of the chair.

By the Order of the Board

November 23, 1999 Syed Jamal Macdi Karachi Secretary

### Notes:

- 1. The share transfer books of the Company will remain closed from December I 1, 1999 to December 17, 1999 (both days inclusive).
- 2. A member entitled to attend and vote at a General Meeting is entitled to appoint a Proxy to attend and vote instead of him/her. No person other than a member shall act as a Proxy.
- 3. An instrument appointing a Proxy and the Power of Attorney or other Authority (if any) under which it is signed or a notarially certified copy of the Power or Authority, in order to be valid, must be deposited at the Registered Office of the Company, at the latest by 10:45 a.m. on December 15, 1999 and must be duly

- 4. The shareholders are requested to notify any changes in their address and send Zakat Declaration immediately.
- 5. Account holders and sub-account holders' holding book entry securities of the Company in Central Depository System of Central Depository Company of Pakistan Limited who wish to attend the Annual General Meeting are requested to please bring original I.D. Card with copy thereof duly attested by their Bankers for identification purpose.

# FINANCIAL HIGHLIGHTS

	1999	1998	1997	1996	1995*
		Ru	pees in Million		
Authorized Capital	500.00	500.00	300.00	300.00	300.00
Paid-up Capital	250.00	250.00	250.00	250.00	250.00
Shareholders' Equity	300.62	305.59	295.52	281.60	267.92
Total Assets	1,520.99	926.58	680.10	539.45	340.45
Net Investment in Leases	1,036.38	791.63	620.50	510.57	253.37
Provision for Lease Losses	34.00	26.50	16.50	5.00	
Revenue	163.21	141.34	121.96	89.12	28.00
Income from Leasing Operations	154.05	133.36	121.29	84.66	21.19
Profit before Taxation	35.29	28.06	46.41	46.21	18.09
Taxation	15.35	17.89	1.24	1.27	0.17
Profit after Taxation	19.94	10.17	45.16	44.94	17.92
Current Ratios	1:1.32	1:1.26	1:1.53	1:0.91	1:6.74
Book Value Per Share	12.02	12.22	11.82	11.26	10.71
Earning Per Share - After Tax	0.80	0.40	1.81	1.79	0.71
Return on Equity	6.58%	3.38%	15.65%	16.35%	13.36%
Dividend Per Share (Rs.)	1.00		1.25	1.25	
* 6 months of operations.					

# **DIRECTORS' REPORT**

We are pleased to present your Company's Fifth Annual Report for the year ended June 30, 1999.

# **Operating Results**

	1999 Rupees	1998 Rupees
Lease Income	154,046,674	133,357,772
Other Income	9,160,518	7,986,021
	163,207,192	141,343,763
Profit before Taxation	35,291,304	28,058,669
Provision for Taxation	15,352,971	17,890,000
	19,938,333	10,168,669
Un-appropriated Profit Brought Forward	9,549,157	1,414,222
Profit Available for Appropriation	29,487,490	I 1,582,891
Appropriations		
Transfer to Statutory Reserve	3,987,667	2,033,734
Proposed Cash Dividend	25,000,000	

Un-appropriated Profit Carried Forward

499.823

9,549,157

### **Review of Operations**

The fiscal year 1998-99 in contrast with last year, which had witnessed the economic turmoil of Asian tigers and its ripple effect on other economies of the world, started with internal enigma as the economy was on the verge of breakdown. As stated in the last year's report, the supply-side economic policies could not help our economy to rebound on account of our internal uncertainties and economic meltdown all over the globe, these conditions, collectively have eroded the confidence of the investors. The aftermath of nuclear tests, freezing of Foreign Currency Accounts, and subsequent events have brought the economic activity to a standstill, which is still persisting.

The failure of the political system and stagnation of the economy has not only hurt the common man, but every segment of our society. Leasing companies, who have to grow 15% to 20% per annum to remain in the tax shield and make healthy profits for the shareholders, are facing difficulties in achieving these objectives. Some of the threats to the. leasing industry are as under:

- -- constant decline in spreads due to competition,
- -- scarcity of good quality borrowers,
- -- continuous erosion of tax shield due to dearth of investment activity,
- -- intrusion of other players in to the leasing business,
- -- non execution of decrees issued by the courts and
- -- delays and defaults in rental recoveries

Your Company while trying to address as far as possible the critical issues being faced by the leasing sector has adopted a more cautious and prudent approach to access new lease proposals, select viable sectors and continue to maintain a well-diversified portfolio of leases.

We are pleased to report that this year Textile Composite sector is at the top of our portfolio list with an exposure of 16%. During the fiscal 1998-99 your company has entered into 131 new lease contracts valued at Rs. 486.45 million. The net investment in lease finance has increased from Rs. 791.63 million to Rs. 1,036.38 million showing an increase of 30.92%. The revenue increased from 141.34 million to Rs. 163.21 million an increase of 15.5% and profit after tax has also jumped from Rs. 10.17 million to Rs. 19.94 million, an increase of 96%.

In continuation of our prudent accounting approach, this year we have provided an additional Rs. 13.11 million on account of deferred tax liability thus raising the total to Rs. 29.00 million. We do not expect that this liability will materialize in the foreseeable future. Additionally, we have also made provision of Rs. 7.50 million to provide for potential lease losses. It may be noted that provision for lease losses is now Rs. 34.00 million which is around 3.4% of net investment in lease finance. As of June 30, 1999 all the reserves, allowances and provisions, put together add up to over 49% (43% 1998) of the paid-up capital of your Company.

### Resource Mobilization

You will be pleased to note that we have utilized US\$ 3.10 million from Asian Development Bank's Financial Sector Intermediation Loan, and anticipate utilizing a further US\$ 3.56 million already approved by ADB by December, 1999. Our local bankers have also extended and enhanced our credit limits, as such, your Company does not foresee any uncertainty in meeting its future funding requirements. Additionally, your Company's solid credit standing has contributed in raising funds through issue of Certificates of Investments (COIs) to individuals and corporate customers.

### **Future Prospects**

The country is in the grip of recession and a steadily declining economic situation. Therefore, it is difficult to assess the future outlook at the moment. The new set up governing the country has a formidable task at hand, we pray that, with wisdom, honesty and hard work, the new Chief Executive will be able to inspire trust and confidence in the investors and thereby inflow of new investments in the country would gather momentum

Given the prevailing conditions, the management of your Company at the moment sees very few prospects of fixed investments in plant and machinery. The country is into "financial deflation", and too much money is chasing too few creditworthy clients. Accordingly, we continue to emphasize on vendor-financing arrangements

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and leasing to small and medium size entrepreneurs.

### Acquisitions

We are pleased to report that we had successfully closed our deals for acquisition of the management companies of Guardian Leasing Modaraba on March 3rd, 1999, and First General Leasing Modaraba on August 4th, 1999 having a paid-up capital of Rs. 100 million and Rs. 56.25 million respectively.

Your Company has also completed the process of purchasing 30% in Pakistan Venture Capital Limited, a listed company sponsored by Asian Development Bank, which occupies the unique distinction of being the only listed venture financing company in the country.

With these acquisitions Dawood Leasing will be able to offer to clients a wide range of financial services ranging from leasing, equity investments, underwritting, morabaha and musharika financing.

# Millennium Compliance

You will be pleased to note the Y2K compliance within Dawood Leasing has been completed, as a result of our investment in latest software in the current fiscal year.

### **Board of Directors**

Mr. Asadullah Khawaja, Managing Director, Investment Corporation of Pakistan who has succeeded Mr. Junaid Z. Dada on the Board on account of the latter's resignation, Mr. Nasim Beg, Deputy Managing Director, National Investment Trust has succeeded Mr. Rasheed Y. Chinoy on the Board due to latter's resignation. The Directors while welcoming Mr. Asadullah Khawaja and Mr. Nasim Beg, would like to place on record their appreciation of the services of Mr. Junaid Z. Dada and Mr. Rasheed Y. Chinoy.

### Auditors

The present auditors, M. Yousuf Adil Saleem & Co. retire and, being eligible, offer themselves for reappointment.

# Pattern of Shareholding

The pattern of Shareholding as on June 30, 1999 is annexed to these financial statements.

### Acknowledgement

We would like to endorse our appreciation for the confidence and support of our valuable customers and stakeholders in making this year a success in spite of the economic turmoil that our country faced. The support and guidance provided by the Ministry of Finance, the Security & Exchange Commission of Pakistan and the State Bank of Pakistan is highly appreciated. We are also grateful to our various lease syndicate partners, lending institutions, in particular, Asian Development Bank, for their support and confidence and above all, the dedication and hard work of our team members that has made it all possible.

We reiterate our mission to work with dedication and dynamism for the benefit of all the stakeholders.

Rafique Dawood

On behalf of the Board

Chairman & CEO

# AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of Dawood Leasing Company Limited as at June 30, 1999 and the related profit and loss account and the statement of changes in financial position (cash flow statement) together with the notes forming part thereof, for the year ended on that date and we state that we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit and, after due verification thereof, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
- (i) the balance sheet and profit and loss account together with the notes forming part thereof have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
- (ii) the expenditure incurred during the year was for the purpose of the Company's business; and
- (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account and the statement of changes in financial position (cash flow statement), together with the notes thereon, give the information required by the Companies Ordinance, 1984 in the manner so required and respectively give a true and fair view of the state of the company's affairs as at June 30, 1999 and of the profit and the changes in financial position for the year then ended; and
- d) in our opinion, no Zakat was deductible at source under the Zakat and Ushr Ordinance 1980.

November 17, 1999 M Yousuf Adil Saleem & Co., Karachi. Chartered Accountants

# **BALANCE SHEET AS AT JUNE 30, 1999**

		1999	1998
	Note	Rupees	Rupees
SHARE CAPITAL AND RESERVES			
Authorized			
50,000,000 (1998 50,000,000)			
Ordinary Shares of Rs. 10/- each		500,000,000	500,000,000
Issued, Subscribed and Paid-up		=======================================	
25,000,000 Ordinary Shares of			
Rs. 10/- each. Fully Paid in Cash		250,000,000	250,000,000
Statutory Reserve .	3	27,624,957	23,637,290
General Reserve	3	22,500,000	22,500,000
Unappropriated Profit	3	499,823	9,549,157
		300,624,780	305,686,447
LONG TERM LIABILITIES			
Redeemable Capital	4	14,274,989	44,180,241
Long Term Loans	5	405,057,869	58,230,366
Liabilities Against Assets			
Subject to Finance Lease	6		114,814
Lease Deposits	7	99,152,824	85,255,506
Certificates of Investment	8	11,400,000	37,298,949
		529,885,682	225,079,876

# DEFERRED LIABILITIES

rom - Pakistan's Best Business site with Annual Reports, Laws and Articles			
Taxation		29,000,000	15,890,000
Staff Gratuity		858,033	634,341
		29,858,033	16,524,341
CURRENT LIABILITIES			
Short Term Borrowings	9	433,548,078	193,870,522
Certificates of Investment	8	50,500,000	61,189,863
Current Portion of Long Term Liabilities	10	108,339,332	71,861,925
Accrued and Other Liabilities	11	39,135,584	29,732,532
Taxation	••	4,100,000	3,632,748
Proposed Dividend		25,000,000	
		660,622,994	360,287,590
COMMITMENTS	12		
		1,520,991,489	907,578,254
TANGIBLE FIXED ASSETS NET INVESTMENT IN LEASE FINANCE	13	23,798,900	17,638,655
Minimum Lease Payment Receivables	14	1,204,287,306	915,386,692
Residual Value of Leased Assets		148,456,873	111,707,423
		1,352,744,179	1,027,094,115
Unearned Income		(316,364,297)	(235,460,248)
Net Investment in Lease Finance		1,036,379,882	791,633,867
Provision for Lease Losses		(34,000,000)	(26,500,000)
		1,002,379,882	765,133,867
Current Portion of Net Investment in Lease Finance		(426,289,808)	(330,479,044)
		576,090,074	434,654,823
INVESTMENT IN SUBSIDIARY/ASSOCIATE	15	45,793,350	
LONG TERM DEPOSIT	1.0	300,000	1.024.202
LONG TERM LOANS	16	1,719,112	1,934,382
CURRENT ASSETS Current Portion of Net Investment in Lease Finance		426 290 909	220 470 044
Short Term Investments	17	426,289,808	330,479,044
Short Term Morabaha Finances	18	189,799,680	75,511,206
	16	103,051,816	26 217 596
Advance Against Lease Commitments'	19	9,700,000	36,317,586
Advances, Deposits and Prepayments Other Receivables		6,162,379	6,657,577
Cash and Bank Balances	20 21	27,249,820 111,036,550	1,999,878 2,385,103
		873,290,053	453,350,394
		1,520,991,489	907,578,254
		=======================================	========

The annexed notes form an integral part of these financial statements.

Rafique Dawood Dr. Najeeb Samie Chairman & Chief Executive Director

PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 1999

1999 1998

	Note	Rupees	Rupees
Income			
Lease Income		154,046,674	133,357,772
Return on Deposits and investments	22	8,746,096	7,550,256
Gain on Sale of Securities		136,734	386,584
Other Income		277,688	49,181
		163,207,192	141,343,793
Expenditure			
Administration and Operating Expenses	23	23,565,327	22,363,663
Financial Charges	24	99,883,895	68,849,641
Provision for Lease Losses (Reversal) / Provision for Diminution in Value of		7,500,000	10,000,000
Investments		(3,033,334)	12,071,820
		127,915,888	113,285,124
Profit Before Taxation		35,291,304	28,058,669
Tront Belore Taxation		33,271,304	20,030,007
Provision for Taxation			
Current		2,100,000	2,000,000
Prior		142,971	15 000 000
Deferred		13,110,000	15,890,000
		15,352,971	
Profit After Taxation			10,168,669
Unappropriated Profit Brought Forward		9,549,157	1,414,222
Profit Available for Appropriation		29,487,490	11,582,891
Appropriations			
Transferred to Statutory Reserve		3,987,667	2,033,734
Proposed Cash Dividend Rs. 1 Per Share (1998 - Nil)		25,000,000	
		28,987,667	2,033,734
Unappropriated Profit Carried Forward		499,823	9,549,157
Earning Per Share - Basic and Diluted	27	=======================================	<del>-</del>
Pre-Tax		1.41	1.12
Post-Tax		0.80	0.41

The annexed notes form an integral part of these financial statements.

Rafique Dawood Dr. Najeeb Samie Chairman & Chief Executive Director

# STATEMENT OF CHANGES IN FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 1999

# A. CASH FLOW FROM OPERATING ACTIVITIES

1999	1998
Rupees	Rupees

Talahan Sen Bahilen Mariana report, 24 to alah alahan		
Profit After Taxation	19,938,333	10,168,669
Adjustment to determine Net Cash Flows:		
Depreciation	5,505,186	2,929,938
(Gain) on Sale of Investment	(! 36,734)	(386,584)
Financial Charges	99,883~895	68.849,641
(Gain)/Loss on Sale of Assets	(16.374)	40,773
Provision for Gratuity	376,447	742,600
Provision for Lease Losses	7,500,000	10,000,000
(Reversal)/Provision for Diminution in Value of Investments	(3,033,334)	12,071,820
Provision for Deferred Taxation	13,110,000	15,890,000
Provision for Taxation	2,242,971	2,000,000
	125,432,057	112,138,188
Operating Profit Before Working Capital Changes	145.370,390	122.306,857
Working Capital Changes		
Advances, Deposits and Prepayments	(7,050)	(1,182,653)
Other Receivables	(25,249,942)	(1,478,288)
Accrued and Other Liabilities	(651,595)	(1,409,770)
	(25,908,587)	8,748,829
	119,461,803	
Financial Charges Paid	(89,829,248)	(64,757,411)
Gratuity Paid	(152,755)	(108,259)
Taxation Paid	(1,.263,161)	
Net Cash From Operating Activities	28,216,639	63,862,086
D. CACH DI OW EDOM DINANCING A CENTERES		
B. CASH FLOW FROM FINANCING ACTIVITIES  Padagmakla Capital Obtained	25 000 000	
Redeemable Capital Obtained Long Term Loans Obtained	25,000,000 383,286,406	20,000,000
Redemption of Redeemable Capital	(69,089,644)	30,000,000 (52,301,738)
Repayment of Lease Liability	(151,735)	
· ·		(209,377) 27,172,619
Lease Deposits Short Term Borrowings	28,137,135 239,677,554	
Certificates of Investment	(36,588,812)	127,885,751 98,488,812
Dividend Paid	(30,388,812)	(31,050,927)
Dividend 1 and		(31,030,727)
Net Cash from Financing Activities	570,270,904	199,985,140
C. CASH FLOW USED IN INVESTING ACTIVITIES		
Long Term Deposit	(300,000)	
Net Investment in Lease Finance	(244,746,015)	(171,130,225)
Capital Expenditure	(12~899.754)	(9,472,425)
Proceeds from Sale of Fixed Assets	1,250,699	360,278
Long Term Investments - net	(45,793,350)	
Long Term Loans - Staff	204,960	(318,718)
Short Term Investments	(153,145,146)	(65,143,614)
Sale Proceeds of Marketable Securities	42,026,740	7,403.87
Short Term Morabaha Finances	(103,051,816)	7,403.07
Advance Against Lease Commitments	26,617,586	(36,317,586)
Advance Against Lease Communities	20,017,300	(30,317,360)
Net Cash Used in Investing Activities	(489,836,096)	(274,618,419)
Net Increase / (Decrease) in Cash and Cash Equivalent	108,651,447	(10,771,193
Cash and Cash Equivalent at the Beginning of the Year	2,385,103	13,156,296
Cook and Cook Equipplant at the End of the Ver-	111 026 550	2 205 102
Cash and Cash Equivalent at the End of the Year	111,036,550	2,385,103

Rafique Dawood Chairman & Chief Executive Dr. Najeeb Samie Director

# NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 1999

### 1. THE COMPANY AND ITS OPERATIONS

The Company was incorporated on June 22, 1994 as a Public Limited Company and is listed on the Karachi and Islamabad Stock Exchanges. The main business activity of the Company is leasing of assets.

# 2. SIGNIFICANT ACCOUNTING POLICIES

# 2.1 Accounting Convention

These financial statements have been prepared under the "historical cost convention".

### 2.2 Revenue Recognition

The Company follows the Finance Method in recognizing income on lease contracts. Under this method the unearned income i.e. the excess of aggregate lease rentals and the estimated residual value over the cost of the leased asset is deferred and then amortized over the terms of the lease applying the annuity method, so as to produce a constant rate of return on net investment in the lease.

Front end fee, commitment fee and other commissions are taken to income when realized.

The transactions of purchase and resale obligation of Government Securities at contracted rates for specified period of time are recorded at the contracted purchase price and the differential of the contracted purchase and resale prices is taken to income.

Profit on Morabaha finance and other financing are accrued based on time proportion basis.

Return on securities is recognized on accrual basis.

Dividend income is recognized at the time of closure of the shares transfer book of the company declaring the dividend.

Lease income and profit on Morabaha financing which are classified under Prudential Regulations for Non-Banking Financial Institutions are not taken into income.

### 2.3 Staff Retirement Benefits

The Company operates a funded contributory Provident Fund Scheme for its employees. Employees are also entitled to gratuity after completion of three years continuous service in accordance with the service rules of the Company.

# 2.4 Provision for Lease Losses

Besides making provisions as per the requirement of Prudential Regulations for Non-Banking Financial Institutions. The Company, exercising prudence, also makes a general provision at a reasonable level, which in the judgement of management is adequate to provide for potential losses on lease portfolio that can be reasonably anticipated. Both the allowances are shown as deduction from the lease investments as per the directives of Institute of Chartered Accountants o~' Pakistan. Last year provision for potential lease losses was shown separately under liabilities.

### 2.5 Taxation

The charge for current taxation is based on taxable income at the current rates of taxation. On lease income, it is computed as if all leases are operating leases, after taking into account allowances available for depreciation in respect of fixed assets under lease.

The tax effect for deferred taxation is calculated using the liability method on all major timing differences which are expected to reverse in foreseeable future. As a matter of prudence, deferred tax debits are not accounted for.

# 2.6 Tangible Fixed Assets and Depreciation

These are stated at cost less accumulated depreciation. Depreciation is charged to income, applying the straight line method whereby cost of an asset is written off over its estimated useful life. A full year's depreciation is charged on all assets acquired during the year while no depreciation is charged on assets disposed off during the year.

Normal repairs and maintenance are charged to income as and when incurred. Gain and losses on disposal, if any, are taken to profit and loss account.

### 2.7 Investments

# 2.7.1 Subsidiary/Associate

The Company follows "Cost Method" of accounting in recognizing the investments in subsidiary/associate.

### 2.7.2 Long Term

These are stated at cost and are reduced to recognize a decline other than temporary in values, if any.

### 2.7.3 Short Term

These are stated at lower of moving average cost and market/break-up value on aggregate portfolio basis.

# 2.8 Foreign Currency Transaction

These are accounted for in Rupees at the exchange rate on the date of transaction. Assets and liabilities in foreign currencies are converted into Rupees at the rate of exchange on the balance sheet date. In cases where exchange risk cover has been obtained from State Bank of Pakistan the foreign currency amounts are translated into rupees at the exchange rate prevailing on the date of disbursement or renewal.

Exchange risk fee and differences arising due to hedging mechanism are accounted for as deferred revenue or cost as the case may be, and are credited to income or amortized respectively over the term of the transaction.

# 2.9 Offsetting

A financial asset and financial liability is offset and the net amount reported in the balance sheet if the Company has a legal enforceable right to setoff the transactions and also intends either to settle on a net basis or to realize the asset and settle the liability simultaneously. Corresponding income 'on the asset and charge on the liability is also offsetted.

# 3. STATEMENT OF CHANGES IN EQUITY

	Paid-up Capital	Statutory Reserve*	General Reserve	Unappropriated Profit	Total
Balance as at June 30, 1997	250,000,000	21,603,556	22,500,000	1,414,222	295,517,778
Profit for the year				10,168,669	10,168,669
Appropriation					
Transfer		2,033,734		(2,033,734)	
Balance as at June 30. 1998	250,000,000	23,637,290	22,500,000	9,549,157	305,686,447
Profit for the year				19,938,333	19,938,333
Appropriations					
Transfer		31,987,667		(3,987,667)	
Dividend				(25,000,000)	(25,000,000)
Balance as at June 30, 1999	250,000,000	27,624,957	22,500,000	499,823	300,624,780

# 4. REDEEMABLE CAPITAL SECURED (NON-PARTICIPATORY)

	Т	erm Finance Certi		Finance Under Morabaha	Mark-up	1999	1998
	I & II	II1	IV	Finance	Arrangement	Rupees	Rupees
Opening Balance Obtained During the Year	20,345,822	18,195,614	25,000,000	30,000,000	11,488,262	80,029,698 25,000,000	132,331.44
Paid During the Year	20,345,822 (20,345,822)	18,195,614 (8,233,309)	25,000,000 (3,240,185)	30,000,000 (30,000,000)	11,488,262 (7,270,328)	105,029,698 (69,089,644)	132,331,436 (52,301,738)
Payable Within One Year Shown .Under Current Liabilities		9,962,305 (9,962,305)	21,759,815 (7,484,826)		4,217,934	35,940.05 (21,665,065)	80,029,698
			14,274,989			14,274,989	44,180,24 I
Repayment Period		Sept. 27, 1997 Mar. 27, 2000	'Sep. 01, 1998 'Sep. 01,2001		Mar. 14, 1997 Dec. 14, 1999		
Sale Price Purchase Price Prompt Payment Bonus	  	25,000,000 35,712,210 1,271,106	25,000,000 35,712,210 1,271,106	  	20,000,000 27,769,024		

These are secured by way of a pari-passu charge on all. assets and book debts of the Company through hypothecation. Similar arrangements unless specified have been made to secure the long term loans (refer note 5) and short term borrowings (refer note 9).

	1999	1998
	Rupees	Rupees
5. LONG TERM LOANS- SECURED		
Foreign Currency		
Asian Development Bank (5.1)	124,3563)36	
Local Currency		
From Commercial Banks (5.2)	215,000,004	20,000,000
From Investment Banks (5.3)	128,93(I,366	65,000,000
	468,286,406	85,000,000
Payable Within One Year Shown		
under Current Liabilities	(63,228,537)	(26,769,634)
	405,057,869	58,230,366
	=======================================	

5.1 This represents a fifteen year term facility, with a grace period of three years, obtained in tranches under Financial Sector Intermediation Loan # 137 I-PAK. This carries interest @ 0.25% over variable Ordinary Capital Resource (OCR) rate of ADB. The loan repayments are semi-annual and secured by guarantee of a development financial institution. The guarantee is secured against hypothecation of assets including book debts of the Company ranking pari-passu with charges created to secure redeemable capital (Refer Note 4) and short term borrowings (Refer Note 9). The Company has obtained exchange risk cover from State Bank of Pakistan.

The total approved facility amounts to US\$ 6.662 million out of which US\$ 2.459 million have been received upto the balance sheet date. The balance amount of US\$ 4.203 is expected during the fiscal year 1999-2000 out of which US\$ 0.642 has already been received subsequent to the balance sheet date.

<sup>\*</sup> The reserve is created by transferring 20% of the after tax profit for the year which is required under Rule-3 of the Prudential Regulations for Non-Banking Financial Institutions.

5.2 These are secured against hypothecation of assets including book debts of the Company ranking paripassu with charges created in favour of other lenders to secure redeemable capital (Refer Note 4) and short term borrowings (Refer Note 9), except the loan of Rs. 100 million which is secured by second charge on all assets including book debts of the Company. The loan of Rs. 35 million has been obtained under sale and purchase agreement on semi-annually rollover basis.

These loans are subject to mark-up rate ranging from Rs. 0.3425 to 0.5479 per Rs. 1,000/- per day.

5.3 These include Rs. 100.70 million which is secured by pledge of US\$ bonds. The balance amount is secured against hypothecation of assets including book debts of the Company ranking pari-passu with charges created in favour of other lenders to secure redeemable capital (Refer Note 4) and short term borrowings (Refer Note 9).

These loans are subject to mark-up rate ranging from Rs. 0.3940 to Rs. 0.5479 per Rs. 1,000/- per day.

	1999	1998
6. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE	Rupees	Rupees
Opening Balance	357,580	566,957
Paid During the Year	(151,735)	(209,377)
	205,845	357,580
Security Deposit	(73,600)	(73,600)
	132,245	283,980
Payable Within One Year Shown		
under Current Liabilities	(132,245)	(169,166)
		114,814
	=======================================	

This represents a vehicle acquired under finance lease agreement from a leasing company. The cost plus financial charges are payable in 36 monthly installments of Rs. 13,082/-. Implicit rate of return is 18% per annum.

The future minimum lease payments to which the company is committed at June 30, 1999 are as under:

	Rupees
Year Ended June 30, 2000	143,902
Financial Charges Allocated to Future Period	(11,657)
	132,245

### 7. LEASE DEPOSITS

These represent the security deposits (lease key money) received from lessees under lease contracts and are repayable at the expiry of their respective lease period.

### 8. CERTIFICATES OF INVESTMENT

These represent the mobilization of funds under the scheme of certificates of investment issued with the permission of Security & Exchange Commission of Pakistan. The scheme is based on profit and loss sharing basis. These certificates are for the terms ranging from three months to five years.

# 9. SHORT TERM BORROWINGS

	1999	1998
	Rupees	Rupees
Secured (9.1)		
From Commercial Banks		
Morabaha Finance		25,000,000

Running Finance From Non-Banking Financial Institutions	34,548,078 35,000,000	30,470,522 15,000,000
Unsecured		
Commercial Banks	45,000,000	
Non-Banking Financial Institutions	319,000,000	88,400,000
Others		35,000,000
	433,548,078	193,870,522
		=========

9.1 These facilities are secured against hypothecation of assets including book debts of the Company ranking pari-passu with the charges created to secure redeemable capital (Refer Note 4) and long term loans (Refer Note 5).

The sanctioned running finance facilities of Rs. 110 million from commercial banks are renewable yearly. The letter of credit acceptance facilities of Rs. 45 million from commercial banks are not utilised.

The rate of mark up ranges from Rs. 0.4178 to Rs. 0.4931 per Rs. 1,000/- per day.

# 10. CURRENT PORTION OF LONG TERM LIABILITIES

Redeemable Capital	21,005,005	33,647,437
Long Term Loans	63,228,537	26,769,634
Lease Liabilities	132,245	169,166
Lease Deposits	23,313,485	9,073,668
	108,339,332	
11. ACCRUED AND OTHER LIABILITIES		
Mark-up/Return on Secured		
Redeemable Capital	2,061,188	2,474,251
Long Term Loans	4,161,391	2,187,395
Short Term Borrowings	4,611,024	2,473,322
On Unsecured		
Short Term Borrowings	9,747,247	1,901,052
Certificates of Investment	2,483,615	3,973,798
Advance from Clients	14,177,893	12,120,226
Withholding Tax	69,360	2,258,517
Accrued Expenses	1,155,497	819,141
Unclaimed Dividend	494,967	500,303
Others	173,402	1,024,527
	39,135,584	

# 12. COMMITMENTS

Redeemable Capital

Lease financing contracts committed but not executed at the balance sheet date amounted to Rs. 42 million (1998 - Rs. 89 million).

### 13. TANGIBLE FIXED ASSETS

Operating Assets (13. l) Capital Work in Progress	23,798,900	9,860,748 7,777,907
	23,798,900	17,638,655

# 13.1 OPERATING ASSETS - TANGIBLE

	Cost at	Additions/	Cost at	Accumulated	Depreciation	Accumulated	Book Value	
Particulars	July 01,	Transfer/	June 30,	Depreciation	for the	Depreciation	June 30,	Rate
	1998	Deletions)	1999	at July 01.	Year	at June 30.	1999	%

21 665 065

35 849 457

				1998		1999		
Company Owned								
Office Premises	3,804,092	7,777,907	11.581,999	1,521,637	1,158,200	2,679,837	8,902,162	10
Lease-hold Improvements	1,945,303	5,939,883	7,885,186	680,448	788,518	1,468,966	6,416,220	10
Furniture and Fixtures	3,027,677	499,500	3,527,177	1,178,823	349,953	1,528,776	1,998,401	10
Equipment and Appliances	3,489,892	2,118,000 (270,000)	5,337,892	1,462,844	1,413,420	2,805,463	2,532,429	20
Vehicle	6,035,264	4,691,371 2,172,553	8,554,082	3,969,528	1,717,695	4,759,194	3,794,888	20
	18,302,228	21,026,661 (2,442,553	36,886,336	8,813,280	5,427,786	13,242,236	23,644,100	
Under Lease								
Vehicle	736,000	'(349,000)	387,000	364,200	77,400	232,200	154,800	20
Rupees	19,038,228	21,026,661 (2,791,553)	37,273,336	9,177,480	5,505,186	13,474,436	23,798,900	
1998 Rupees	18,091,355	1,694,518 (747,645)	19,038,228	6,594,139	2,929,938	9,177,480	9,860,748	

# 13.2 DISPOSAL OF ASSETS

Particulars	Mode of Disposal	Sold to	Cost	Accumulated Depreciation	Book Value	Sale Proceeds
Equipment &						
Appliance	Negotiation	Shirazi Trading C (Pvt.) Ltd. ' 3rd Floor, Ibrahim Estat Shahra-e-Faisal, Karachi.		30,000	120,000	45,000
do-	Negotiation	Mr. Hamid Maku Ex-employee B/66, Block-W, Allama Iqbal Town, North Nazimabad, Karac	60,000 hi.	24,000	36,000	60,000
do-	Leased Out	Mr. Suleman Qasi Ex-employee House # 59, Street # 62, Sector F- 10/3, Islamabac	36,000 d.	7,200	28,800	36,000
do-	Negotiation	Mr. Aslam lqbal Ex-employee C- 1/35, Block-2, Ayaz T Gulshan-e-lqbal, Karachi		9,600	14,400	24,000
Vehicle	Negotiation	Mr. Hamid Maku Ex-employee B/66, Block-W, Allama Iqbal Town, North Nazimabad, Karac	424,440 hi.	339.55	84,888	90,000
do	Negotiation	Mr. Jamalullah M Employee	457,957	366,366	91,591	91,591

		North Karachi Towns Karachi.	hip,			
do	Negotiation	Mr. Shah Faisal . Employee As per company polic D-7, Erum Villas, Blo	•	314,032	78,508	78,508
		Gulshan-e-lqbal, Kara	,			
do	Insurance Claim	Orient Insurance Dean Arcade, Block-8	293,695 3.	117,478	176,217	235,000
		Kahkashan Clifton, K	*			
do	Insurance Claim	do	288,321		288,321	275,000
do	Insurance Claim	do	315,600		315,600	315,600
		Rupees =	2,442,553	1,208,228	1,234,325	1,250,699

747,645

1000

346,594

1009

401,051

190,000

As per company policy House # A-98, Sector 1 1-A,

	1///	1770
	Rupees	Rupees
14. MINIMUM LEASE PAYMENT RECEIVABLES		
Due Within One Year	501,114,893	320,932,693
	, , ,	
Due After One Year but not more than 5 years	703,172,413	594,453,999
	1,204,287,306	915.386.692
	1,204,267,300	713,360,092
	==========	

Rupees (1998)

# 15. INVESTMENT IN SUBSIDIARY/ASSOCIATE

Subsidiary

Guardian Modaraba Management (Pvt.) Ltd. Percentage of holding 99.80%, 1998: Nil 2,495,000 ordinary shares of Rs. 10/- each. 1998: Nil. Net assets value as at June 30, 1999:

Rs. 20.21 million, 1998: Nil 15,793,350

Associate

Pakistan Venture Capital Limited
Percentage of holding 30%, 1998: Nil
3,000,000 ordinary shares of Rs. 10/- each. 1998: Nil
Net assets value as at June 30, 1999:
Rs. 34.77 million, 1998: Nil
Market Value Rs. 12 million

30,000,000 --45,793,350 --

15.1 The above investments are carried at cost. Had these investments been accounted for using the "Equity Method", the value of investments on the basis of latest available audited accounts for the year ended June 30, 1999 of the investees and their effects on the profit and loss account would have been as follows:

Value of
investments
Effect on

Effect on

•	Profit Rupees	Profit Rupees
Guardian Modaraba Services (Pvt.) Limited Pakistan Venture Capital Limited	14,611,558 33,338,280	.3,338,280
	47,949,838 ===================================	
	1999 Rupees	1998 Rupees
16. LONG TERM LOANS CONSIDERED GOOD	Rupees	киресь
Staff loan Recoverable Within One Year	1,930,910 (211,798)	
	1,719,112	

The loans under the scheme have been provided to executives of the Company to facilitate construction or purchase of house, which are repayable over a period of 10 years with a service charge @5% per annum.

Maximum amount due from executives at the end of any month during the year was Rs. 2,135,870/-(1998: Rs. 2,178,964/-) and the amount outstanding for the period exceeding three years is Rs. 1,284,681 (1998: Rs. 1,499,951/-).

# 17. SHORT TERM INVESTMENTS

Marketable Securities	17.1	29,854,034	19,011,206
Federal Investments Bonds (10 years)		4,000,000	19,000,000
US Dollar Bonds	17.2	1 15.91 1,357	
Placements and Deposits	17.3	40,034,289	37,500,000
		189,799,680	75,511,206
			=======================================

### 17.1 Marketable Securities

17.1 Marketable Securities				
Quoted	No. of Shares/ Certificates	Market/ Breakup Value	Cost	Cost
Shares				
Adamjee Insurance Company Ltd.	36,252	1,359,450	2,578,500	2,578,500
B.R.R. International Modaraba	2,000	11,000	10,260	10,260
(former B.R.R. 2nd Modaraba)				
Bank A1-Habib Limited	9,108	167,587	204,923	204,923
Dawood Hercules Ltd.	1,200	122,400	92,500	92,500
Engro Chemicals Ltd.	5,520	400,200	524,000	524,000
Glaxo Wellcome-Pakistan Ltd.	2,000	70,000	80,500	
Hub Power Company Ltd.	5,000	70,500	67,984	266,250
ICI Pakistan Ltd	6,250	55,313	119,766	119,766
First Imrooz Modaraba	500	13,875	10,600	10,600
KASB Premier Fund Ltd.	50,000	115,000	500,000	500,000
Pakistan State Oil Company Ltd.	4,269	394,883	1,123,182	1,123,182
Pakistan Telecommunication Co. Ltd.	5,000	99,250	155,750	155,750
Pakland Cement Ltd.				12,072,740
Saadi Cement Ltd.	2,500,000	6,250,000	12,500,000	12,500,000
Sui Southern Gas Company Ltd.	5,285	45,451	133,230	133,230
25th I.C.P. Mutual Fund	7,500	79,125	191,325	191,325
Balance c/f		9,254,034	18,292,520	30,483,026

99,254,034	18,292,520	30,483,026
29,254,034	38,292,520	30,483,026
	( 12,071,820) 3,033,334	 ( 12,071,820)
	(9,038,486)	(12,071,820)
	29,254,034	18,411,206
60,000	600,000	600,000
=	29,854,034	19,011,206
	10,000,000 10,000,000 29,254,034	10,000,000 10,000,000 10,000,000 10,000,000 29,254,034 38,292,520 (12,071,820) 3,033,334 (9,038,486) 29,254,034

Market value of quoted shares is Rs. 29,254,034/- (1998 Rs. 18,411,206/-) and break up value of unquoted shares is Rs. 10/- (1998 Rs. 10/- each).

The amount of TFCs represents redeemed value till year end. These TFCs are redeemed semi-annually, and earn expected profit ranging from Rs. 0.50 to Rs. 0.521 per Rs 1,000/- per day.

17.2 Investment in Special US Dollar Bonds of US\$ 2,190,300 has a maturity period of 3 and 7 years. The interest rates are 2% and 4% over Libor respectively.

17.3 Short term placement and deposits of funds to financial institutions are made in the normal course of business at profit rates ranging from Rs. 0.4958 to 0.6849 per Rs. 1,000/- per day.

# 18. SHORT TERM MORABAHA FINANCES - SECURED

These represent funds provided for periods ranging from 3 months to one year under morabaha arrangement on mark-up/profit basis. These are secured by hypothecation of all present and future goods, merchandise, work-in-progress, finished and unfinished goods. The mark-up/profit rate ranges from Rs. 0.36 to Rs. 0.575 per Rs. 1,000/- per day.

19. ADVANCES, DEPOSITS AND PREPAYMENTS		
	1999	1998
	Rupees	Rupees
Current Portion of Long Term Loan-Staff	211,798	201,488
Advance Income Tax	3,945,414	4,457,972
Advance for Purchase of Shares	573,750	500,000
Deposits	41,000	41,000
Prepayments	827,480	1,129,117
Others	562,937	328,000
	6,162,379	6,657,577
20. OTHER RECEIVABLES		
Considered Good		
Receivable Against Sale of Securities	19,180,330	
Accrued Profit/Return	5,609,068	1,954,692
Dividend	49,436	
Income Tax Refundable	899,333	

1,511,653	45,186
27,249,820	1,999,878
32,934	20,038
134,649	
107,027,788	
3,841,179	2,365,065
111,036,550	2,385,103
	27,249,820 32,934 134,649 107,027,788 3,841,179 111,036,550

- 21.1 It represents second tranche of ADB loan amounting to US\$ 2,083,671.52 (US Dollar Two Million Eighty Three Thousand Six Hundred Seventy One Cents Fifty Two Only) credited to our banker for onward surrender to SBP.
- 21.2 It includes Rs. 250,000/- (1998 Rs. 150,000) deposited with State Bank of Pakistan as required under Prudential Regulations for Non-Banking Financial Institutions.

# 22. RETURN ON DEPOSITS AND INVESTMENTS

Profit on PLS Account / Bank Deposit (Net of Zakat)	62,969	116,299
Return on Short Term Investments	8,405,723	7,283,809
Dividend	277,404	150,148
	8,746,096	7,550,256

23. ADMINISTRATION AND OPERATING EXPENSES	1999	1998
	Rupees	Rupees
Salaries and Benefits	8,702,448	9,207,972
Directors' Meeting Fees	7,000	7,500
Rent, Rates and Taxes	512,202	250,934
Insurance	915,335	434,614
Legal, Professional and Consultancy	1,745,612	928,223
Travelling and Conveyance	1,008,116	1,437,245
Postage and Telephone	967,426	1,571,282
Utilities	278,301	271,540
Printing and Stationery	422,668	508,373
Vehicles Running and Maintenance	836,597	720,353
Computerization	130,460	206,874
Entertainment	472,266	636,322
Advertisement	141,604	116,850
Repairs and Maintenance	332,790	598,179
Auditors' Remuneration (23.1)	174,900	95,000
Share Department	342,180	505,788
Credit Rating	100,000	334,679
Depreciation	5,505,186	2,929,938
Fees and Subscription	446,180	1,409,773
Commission and Brokerage	383,537	
Donation (23.2)	95,500	59,500
Others	45,019	132,724
	23,565,327	22,363,663
***		

# 23.1 Auditors' Remuneration

Statutory Audit Fee	85,000	65,000
Special Audit Fee	20,000	
Tax and Other Consultancy	55,000	30,000
Out of Pocket	14,900	
	174,900	95,000
	=========	=======================================

# 23.2 None of the directors or their spouse had any interest in the donees fund.

	1998	1999
	Rupees	Rupees
24. FINANCIAL CHARGES		
Mark-up/Return on		
Redeemable Capital	12,123,723	19,923,566
Long Term Loans	13,352,747	6,080,612
Long Term Certificates of Investment	931,523	7,054,392
Short Term Borrowings	56,664,222	28,350,559
Short Term Certificates of Investment	15,588,319	5,782,940
Financial Charges on Lease Liability	62,754	84,812
Forward Cover Fee	886,231	
Exchange Gain	18,883	
Documentation, Project Examination,		
Commission, Brokerage and Bank Charges	255,493	1,572,760
	99,883,895	68,849,641
	=======================================	

# 25. TAXATION

The company has provided for deferred taxation in compliance with circular No. 16 of Securities and Exchange Commission of Pakistan to ensure that the liability arising on June 30, 2003 has been fully provided for upto that year.

The deferred taxation, arising out of timing difference between accounting and income tax revenue or charges computed under the liability method, is estimated at Rs. 43.69 million (1998 Rs. 39.48 million). Part provision of Rs. 29 million has been provided for as of these accounts. The liability for deferred tax is not likely to reverse in the foreseeable future.

Assessment for all income years upto June 30, 1998 (Assessment year 1998-99) has been finalized.

# 26. REMUNERATION TO CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

		1999			1998	
	Chief			Chief		
	Executive	Director	Executives	Executive	Director	Executives
Managerial Remuneration	806,452	403,226	2,634,876	838,710	419,355	2,727,138
Housing and Utilities	443,548	246,774	1,449,182	461,290	230,645	1,499,920
Gratuity	42,422	21,211	125,080	258,064	112,896	357,012
Rupees	1,292,422	671,211	4,209,138	1,558,064	762,896	4,584,070
Number of persons	1	1	10	1	1	6

- 26.1 The Chief Executive, Directors and Executives are also provided with free use of company owned cars, medical insurance cover, provident fund contribution and travelling allowance. The monetary value of these perquisites are Rs. 1,652,942/- (1998 Rs. 1,042,619/-) approximately.
- 26.2 Fees of Rs. 7,000/- were paid to three non-executive directors for attending Board Meetings.

# 27. EARNING PER SHARE

	Rupees	
Profit Before Taxation	35,291,304	28,058,669
Profit After Taxation	19,938,333	10,168,669
Average Number of Ordinary Shares	25,000,000	25,000,000
Earning per Share - Basic and Diluted		
Pre-Tax	1.41	1.12
Post-Tax	0.80	0.41

### 28. CREDIT RISK AND CONCENTRATION OF SIGNIFICANT CREDIT RISK

Credit Risk is the risk faced when one party to a financial instrument fails to discharge its obligation and causes the other party to incur a financial loss.

The Company follows two sets of guidelines: an operating policy duly approved by the Board of Directors and the Prudential Regulations for NBFIs. The operating policy defines the extent of exposure with reference to a particular sector or group of lessees. The leases are classified on the basis of Prudential Regulations guidelines.

The Company believes in maintaining a balance between profitability and portfolio riskiness. Diversification of lease portfolio is the focal point of DLC's exposure policy. Extra care is taken to ensure that per party and per sector exposures remain within limits prescribed by the operating policy and Prudential Regulations.

Details of the industry / sector analysis of lease portfolio is given below:

Rupees	%
167,736,225	16.18
135,419,591	13.07
127,960,617	12.35
116,170,968	11.21
88,677,448	8.56
84,908,678	8.19
55,724,081	5.38
52,632,647	5.08
25,970,189	2.51
19,493,941	1.88
18,105,403	1.75
8,285,412	0.80
135,294,682	13.04
1,036,379,882	100
	135,419,591 127,960,617 116,170,968 88,677,448 84,908,678 55,724,081 52,632,647 25,970,189 19,493,941 18,105,403 8,285,412 135,294,682

### 29. FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying value of all the financial instruments reflected in the financial statements approximates to their fair values.

### 30. INTEREST RATE RISK MANAGEMENT

Interest Rate Risk arises from the possibility when changes in interest rates affect the value of financial instruments. The Company is exposed to Interest Rate Risk as a result of mismatches or gaps in the amounts of assets and liabilities that mature or reprice in a given period. The Company manages this risk by matching the repricing of assets and liabilities.

The Company's exposure to Interest Rate Risk on its financial assets and liabilities are summarized as follows:

			Not exposed
Less than	One Month	Over	to interest

om - Pakistan's Best Business site with Annual I	•				
	one month	to one year	One Year	rate risk	Total
ASSETS					
Tangible Fixed Assets				23,798,900	23,798,900
Net Investment in Lease Finance		402,976,323	510,937,250	122,466,309	1,036,379,882
Long Term Loans				1,719,112	1,719,112
Long Term Deposit				300,000	300,000
Long Term Investments			45,793,350		45,793,350
Short Term Investments	20,000,000	169,799,680			189,799,680
Short Term Morabaha Finances		103,051,816			103,051,816
Advance against Lease Commitments			9,700,000		9,700,000
Advances, Deposits and Prepayments				6,162,379	6,162,379
Other Receivables				27,249,820	27,249.82
Cash and Bank Balances	110,753,616			282,934	111,036,550
Rupees	130,753,616	675,827,819	566,430,600	181,979,454	1,554,991,489
CAPITAL AND LIABILITIES					
Capital and Reserves				300,624,780	300,624,780
Provision for Lease Losses				34,000,000	34,000,000
Deferred Liabilities				29,858,033	29,858,033
Redeemable Capital		21,665,065	14,274,989		35,940,054
Long Term Loans	12,742,450	50,486,087	405,057,869		468,286,406
Liabilities Against Assets Subject to I	Fi 11,139	121,106			132,245
Certificates of Investment	30,000,000	20,500,000	11,400,000		61,900,000
Lease Deposits				122,466,309	122,466,309
Short Term Borrowings	82,000,000	351,548,078			433,548,078
Accrued Expenses and Other Liabilit	ies 229,160	38,906,424			39,135,584
Taxation		4,100,000			4,100,000
Proposed Dividend		25,000,000			25,000.00
Rupees	124,982,749	512,326,760	430,732,858	486,949,122	1,554,991,489
On Balance Sheet Gap Rupees	5,770,867	163,501,059	135,697,742	(304,969,668)	
Total Interest Rate Sensitivity Gap R	s				

# 31. NUMBER OF EMPLOYEES

Total number of employees as at year end are 22 (1998:19)

# 32. GENERAL

32.1 Figures have been rounded off to the nearest Rupee.

32.2 Corresponding figures have been re-arranged wherever necessary for the purpose of comparison.

Rafique Dawood Dr. Najeeb Samie Chairman & Chief Executive Director

# STATEMENT & REPORT

<b>Under Section 237 of the Companies</b>	1999	1998	
Ordinance, 1984	Guardian		
	Modaraba		
STATEMENT UNDER SUB-SECTION (1) (e)	Management (Pvt)		
(a) Extent of the interest of Dawood Leasing Company	Limited		
Limited (the Holding Company) in the equity o~ its			
subsidiaries at the end of the last financial year of			
subsidiaries	99.80%		

(b) The net aggregate amount of profit less losses of the subsidiary companies so far as these concern members of the Holding Company and have not been dealt with in the accounts of the Holding		Amount in Rup	ees
Company for the year ended June 30, 1999 are:			
(i) for the financial year of the subsidiaries		(128,181)	
(ii) for the previous financial year of the subsidiary since it became the Holding Company's			
subsidiary		(4,657,853)	
(c) The net aggregate amount of profit less losses of the subsidiary companies so far as these concern members of the Holding Company and have been dealt with in the accounts o1' the Holding Company for the year ended June 30, 1999 are:			
(i) for the financial year of the subsidiaries		N/A	
(ii) for the previous financial year of the subsidiary since it became the Holding Company's subsidiary		N/A	
subsidial y		IV/A	
STATEMENT UNDER SUB-SECTION (I) (f)		N/A	N/A
STATEMENT UNDER SUB-SECTION (I) (g)		N/A	N/A
Rafique Dawood Chairman & Chief Executive	Dr. Najeeb Samie Director		

# PATTERN OF SHARE HOLDING AS AT JUNE 30, 1999

No. of		Share Holding		Shares
Shareholders	From		To	Held
22	1		100	2,200
2,096	101		500	1,041,700
169	501		1000	155,600
164	1001		5000	476,100
44	5001		10000	372,000
13	10001		15000	161,100
13	15001		20000	249,600
8	20001		25000	196,200
10	25001		30000	296,800
3	30001		35000	100,100
3	35001		40000	120,000
1	40001		45000	42,500
9	45001		50000	445,100
1	50001		55000	55,000
1	55001		60000	58,000
3	60001		65000	190,500
1	80001		85000	80,500
2	90001		95000	183,100
10	95001		100000	997,700
1	120001		125000	125,000
1	125001		130000	130,000
1	140001		145000	145,000

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1	190001	 195000	194,000
3	245001	 250000	750,000
1	275001	 280000	276,800
1	300001	 305000	300,900
1	385001	 390000	390,000
1	390001	 395000	392,700
1	415001	 420000	418,000
1	470001	 475000	472,000
3	495001	 500000	1,500,000
1	540001	 545000	542,800
1	950001	 955000	950,100
2	995001	 1000000	2,000,000
1	1095001	 1100000	1,099,900
1	1170001	 1175000	1,170,400
1	1345001	 1350000	1,346,100
1	1505001	 1510000	1,506,000
1	1850001	 1855000	1,854,000
1	4210001	 4215000	4,212,500
2,599		 	25,000,000

The slabs representing NIL holding have been omitted.

# **Categories of Shareholders**

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Particulars	Number of Shareholders	Shares Held		Percentage
Financial Institutions		11	3,873,400	15.49
Foreign Investors		1	1,346,100	5.38
Individuals		2,536	7,579,000	30.32
Insurance Companies		4	4,393,500	17.57
Investment Companies		14	5,436,900	21.76
Joint-Stock Companies		27	1827900	7.31
Modaraba Companies		6	543200	2.17
Total	<del></del>	2,599	25,000,000	100.00

# GUARDIAN MODARABA MANAGEMENT (PVT) LIMITED SUBSIDIARY COMPANY

# CORPORATE INFORMATION

Board of Directors	Mr. Rafique Dawood Mr. Ayaz Dawood Mr. Mehboob G. Rawjee Mr. Salman Rasheed Mr. Umair Khan	Chairman Chief Executive	(Nominee of DLC) (Nominee of DLC) (Nominee of DLC) (Nominee of DLC) (Nominee of SLIC)
Company Secretary	Syed Jamal Macdi		
Auditors	M.A. Alam & Co. Chartered Accountants 1/7-B, Mohammad Ali Housing Society, Karachi-75350		
Bankers	Bank Al-Habib Ltd. Gulf Commercial Bank Ltd.		

Registered Office

**and Head Office** 5-B, Lakson Square Building # 1,

Sarwar Shaheed Road, Karachi-74200

Tel: (021) 568 7778 Fax: (021) 568 5830

E-Mail: dlc @khi.compol.com

# AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed Balance Sheet of Guardian Modaraba Management (Private) Limited as at June 30, 1999 and the related Profit & Loss Account together with the Notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit and, after due verification thereof, we report that:

- a) In our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984:
- b) In our opinion;
- i) the Balance Sheet and Profit & Loss Account together with the Notes thereon have been drawn up in conformity with the Companies Ordinance, 1984 and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
- ii) the expenditure incurred during the year was for the purpose of Company's business; and
- iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company;
- c) in our opinion and to the best of our information and according to the explanations given to us, the Balance Sheet, Profit & Loss Account, together with the Notes forming part thereof, give the information required by the Companies Ordinance, 1984 in' the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 1999 and of the Income for the year then ended; and
- d) In our opinion no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980.

Dated: November 16, 1999 M.A. Alam & Co. Karachi. Chartered Accountants

**BALANCE SHEET AS AT JUNE 30, 1999** 

	Note	1999 Rupees	1998 Rupees
SHARE CAPITAL			
Authorized			
2,500,000 Ordinary Shares of			
Rs. 10 each		25,000,000	25,000,000
Issued, Subscribed & Paid-up			
2,500,000 Ordinary Shares of			
Rs. 10 each Fully Paid in Cash		25,000,000	25,000,000
Accumulated Loss		(4,786,034)	(6,914,943)
		20,213,966	18,085,057

DEFERRED LIABILITY

Provision for Gratuity 153,750

CURRENT LIABILITIES		
Loan from Director 3		7,18;8,515
Accrued & Other Liabilities 4	188,843	634000
	188,843	7,822,515
	20,402,809	
TANGIBLE FIXED ASSETS - At Cost		========
Less Accumulated Depreciation 5		1,734,911
INVESTMENTS - At Cost	20,000,000	20,000,000
DEFERRED COST 7		7,683
CURRENT ASSETS		
Short Term Investments in .Securities 8	97,244	1,246,440
Advances, Deposits & Other Receivables 9	135,563	2,872,643
Cash & Bank Balances 10	170,002	199,645
	402,809	4,318,728
	20,402,809	26,061,322

The annexed notes form an integral part of these financial statements.

Rafique Dawood Chairman

Ayaz Dawood **Chief Executive** 

# PROFIT & Loss ACCOUNT FOR THE YEAR ENDED JUNE 30, 1999

	Note	1999 Rupees	1998 Rupees
Income		***	25.045
Dividend Income		21,996	25,946
Capital (Loss)/Gain on Marketable Securities		(1,021,146)	26,271
Profit on PLS Deposit Account		6,277	
Gain on Disposal of Fixed Assets		3,915,049	
Other Income .		618	561
		2,922,794	57,828
Expenditure			
Administration & Operating Expenses	11	705,065	698,301
Provision for Diminution in Value			
of Listed Securities	8	88,820	134,037
		793,885	832,338
Net Income/(Loss) for the Year		2,128,909	(774,510)
Accumulated Loss Brought Forward		(6,914,943)	(6,140,433)
Accumulated Loss Carried Forward		(4,786,034)	(6,914,943)

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The annexed notes form an integral part of these financial statements.

Rafique Dawood
Chairman
Chief Executive

# STATEMENT OF CHANGES IN FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 1999

A. CASH FLOW FROM OPERATING ACTIVITIES	1999	1998
	Rupees	Rupees
Profit After Taxation	2,128,909	(774,510)
Adjustment to Determine Net Cash Flows:		` ' '
Depreciation		119,779
Deferred Cost	7,683	15,364
Loss/(Gain) on Sale of Investments	1,021,146	(26,271)
Gain/(Loss) on Sale of Fixed Assets	(3,915,049)	
Provision for Gratuity		73,750
Provision for Diminution in Value of Marketable Securities	88,820	134,037
	(2,797,400)	316,659
Operating Profit Before Working Capital Changes Working Capital Changes	(668,491)	(457,851)
Advances, Deposits and Prepayments		52,349
Accrued and Other Liabilities	(7,633,672)	554,212
		606,561
		148,710
Gratuity Paid	(153,750)	
Net Cash From Operating Activities		148,710
b. CASH FLOW USED IN INVESTING ACTIVITIES		
Proceeds from Sale of Fixed Assets	5,649,960	
Sale Proceeds of Marketable Securities	39,230	26,271
		26,271
Net Increase / (Decrease) in Cash and Cash Equivalent	(29,643)	174,981
Cash and Cash Equivalent at the Beginning of the Year		24,664
Cash and Cash Equivalent at the End of the Year		199,645

Rafique Dawood
Chairman
Chief Executive

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 1999

# 1. LEGAL STATUS AND NATURE OF BUSINESS

The Company was incorporated in Pakistan as a Private Limited Company on September 2~, 1991. The principal activity of the company is to promote, float and manage modarabas. On March 03, 1999 the

management control of the company was acquired by Dawood Leasing Co. Ltd.

# 2. SIGNIFICANT ACCOUNTING POLICIES

# 2.1 Accounting Convention

These accounts have been prepared under the "historical cost convention".

# 2.2 Fixed Operating Assets and Depreciation

These are stated at cost less accumulated depreciation.

Until last year depreciation on fixed assets was charged to income applying the reducing balance method, but from this year the management has decided to write off the cost of fixed assets applying the straight line method, over their estimated useful life. As all the fixed assets of the company have been disposed of during the year, therefore, there is no effect on the income for the year for this change in depreciation method.

Full year's depreciation is charged on assets acquired during the year, while no depreciation is charged on assets disposed of during the year.

Normal repairs & maintenance are charged to income as and when incurred.

Gain & losses on disposal of fixed assets are included in the income currently.

# 2.3 Investment

Short Term Investments are valued at lower of cost and market value determined on an aggregate portfolio basis.

# 2.4 Revenue Recognition

Dividend 'Income is recognized at the time of closure of the shares transfer book of the company declaring the dividend. All other income are recorded on accrual basis.

3. LOAN FROM DIRECTOR- Unsecured	1999 Rupees	1998 Rupees
Mr. Mahmood Nawaz (Ex-Chairman & CEO)		7,188,515
4. ACCRUED & OTHER LIABILITIES		
Auditors' Remuneration	10,000	10,000
Auditors' out of Pocket Expenses	1,000	1,000
Other Liabilities	126,293	123,000
Legal & Professional Charges	51,550	
Others		500,000
	188,843	634,000

### 5. TANGIBLE FIXED ASSETS

					A	ACCUMULATED	)	
		COST		Rate	I	DEPRECIATION		W.D.V.
Particulars	As at	(Deletion)	As at	%	As at	Adjustment	As at	As at
	July 01,	During the	June 30,		July 01,	For the	June 30,	June 30,
	1998	Year	1999		1998	Year	1999	1999
Office Premises	2,003,000	(2,003,000)		5	412,330	(412,330)		
Vehicle	387,000	(387,000)		20	242,759	(242,759)		
Rupees	2,390,000	(2,390,000)			655,089	(655,089)		
1998 Rupees				=======================================			655,089	1,734,911
			=======================================					=========

# 5.1 DISPOSAL OF FIXED ASSETS

Particulars	Mode of disposal	Sold to	Cost	Accumulated depreciation	Book Value	Sale Proceeds
Office Premises	Negotiation	Mr. Mahmood Na Ex-Chairman & Chief Executive of the Management Company	2,003,000	412,330	1,590,670	5,505,719
Vehicle	Negotiation	Mr. Ehteshamudd Ex-Employee of the Modaraba	387,000	242,759	144,241	144,241
		Rupees ==	2,390,000	655,0891,7	34,91 I	5,649,960
			1999 Rupees	1998 Rupees		

# 6. INVESTMENTS-At Cost

Investment in Guardian Leasing Modaraba
Percentage of holding 20%, (1998: 20%)
2,000,000 Certificates of Rs. 10/= each, (1998: Rs. 2 (m))
Net Assets Value as at June 30, 1999:
Rs. 14.07 million, (1998: Rs. 13.99 million)
Market Value Rs. 2.5 million (1998: Rs. 2(m))

20,000,000 20,000,000

# 7. DEFERRED COST

Preliminary Expenses	7,683	23,047
Amortized During the Year	(7,683)	(15,364)
		7,683

# 8. INVESTMENTS IN LISTED SECURITIES

No. of shares/certificates		Cost	
1998	1999	1999	1998
6,700	Apollo Textile Mills Limited		1,039
100	100 Din Textile Mills Limited	976	976
5,000	5,000 Crescent Board Limited	35,829	35,829
500	500 Fauji Fertilizer Company Limited	39,700	39,700
6,547	47 First Habib Bank Modaraba	264	36,757
1,000	1,000 First Leasing Corporation Limited	33,660	33,660
25,000	Modaraba Al-Mali		387,500
161,500	Pak Chrome Mines Limited		1,695,750
4,200	4,200 Salfi Textile Mills Limited	651	651
5,000	Tri Star Shipping Lines Limited		99,490
3,000	3,000 Wah Noble Chemicals Limited	74,984	74,984
		186,064	2,406,336
	Less: Provision for Diminution in the		
	Value of Securities	88,820	1,159,896
	=	97,244 ===================================	1,246,440

- 8.1 The aggregate market value of these securities as at June 30, 1999 was Rs. 97,244 (1998: Rs. 1,246,440).
- 8.2 All shares/certificates represent fully paid shares/certificates of Rs. 10 each, unless otherwise stated.

9. ADVANCES, DEPOSITS & OTHER RECEIVABLES	1999 Rupees	1998 Rupees
9.1 Advances		
Withholding Income Tax Advance to Staff	84,982 2,374	84,436 117,081
Mr. Hamid Hussain Khawar (Ex-Chief Executive)		2,653,446
	87,356	2,854,963
9.2 Deposits Deposit with Petrol Pump		9,000
Telephone Deposit		2,250
		11,250
9.3 Other Receivables		
Due from Auvitronics Limited		4.416
Guardian Leasing Modaraba	6,156	14
Fauji Fertilizer Company Ltd.	2,000	2,000
I Puri Securities (Pvt.) Ltd.	39,230	
Profit Receivable from PLS Account	821	
	48,207	6,430
	135,563	2,872,643
10. CASH & BANK BALANCES		
Cash in Hand	122	310
With Banks in Current Account		
Gulf Commercial Bank Limited	4,650	4,650
Muslim Commercial Bank Limited (Sidco Centre Branch)		444
Muslim Commercial Bank Limited (Premier Branch)		194,241
	4,650	199,335
With Bank in PLS Account		
Bank Al-Habib Limited	165,230	
	170,002	199,645
11. ADMINISTRATION & OPERATING EXPENSES	1999 Rupees	1998 Rupees
	Rupces	Rupces
Salaries, Allowances & Benefits	516,900	491,630
Legal & Professional Charges	66,839	27,410
Audit Fee	I 0,000	! 0,000
Amortization of Preliminary Expenses	7,683	15,364
Advances & Deposits written off	99,933	
Bank Charges	335	175
Zakat	1,215	1,219

1,160

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Rates & Taxes		28,806
Repairs & Maintenance - Motor Vehicles		2,168
Depreciation		119,779
Miscellaneous	1,000	1,750
	705,065	698,301

### 12. GENERAL

- 12.1 Prior period figures have been rearranged & reclassified for the purpose of comparison.
- 12.2 Figures have been rounded off to the nearest Rupee.

Rafique Dawood
Chairman
Chief Executive

CONSOLIDATED ACCOUNTS
OF
DAWOOD LEASING COMPANY LIMITED
&
ITS
SUBSIDIARY

# **AUDITORS' REPORT TO THE MEMBERS**

We have examined the annexed consolidated financial statements comprising Consolidated Balance Sheet of Dawood Leasing Company Limited and its subsidiary company as at June 30, 1999 and the related consolidated Profit and Loss Account and Consolidated Cash Flow Statement together with the notes forming part thereof, for the year ended June 30, 1999. We have also expressed separate opinions on the financial statements of Dawood Leasing Company Limited. Audit of its subsidiary company Guardian Modaraba Management (Private) Limited was done by other firm of Chartered Accountants, whose report has been furnished to us and our opinion in so far as it relates to the amounts included for such company, is based solely on the report of other auditors. These financial statements are the responsibility of the Holding Company's management. Our responsibility is to express an opinion on these financial statements based on our examination.

Our examination was made in accordance with International Standards on Auditing and accordingly included such tests of accounting records and such other auditing procedures as we considered necessary in the circumstances.

In our opinion the consolidated financial statements examined by us present fairly the financial position of Dawood Leasing Company Limited and its subsidiary company as at June 30, 1999 and the results of their operations for the year then ended.

Dated: November 17, 1999 M. Yousuf Adil Saleem & Co. Karachi. Chartered Accountants

# CONSOLIDATED BALANCE SHEET AS AT JUNE 30, 1999

1999 1998 Rupees Rupees

### SHARE CAPITAL AND RESERVES

Authorized 50,000,000 (1998 - 50,000,000)

n.com - Pakistan's Best Business site with Annual Reports, Laws and Articles		
Ordinary shares of Rs. I 0/- each	500,000,000	500,000,000
Issued, Subscribed and Paid-up		
25,000,000 Ordinary Shares of		
Rs. 10/- each. Fully Paid in Cash	250,000,000	250,000,000
Statutory Reserve	27,624,957	23,637,290
General Reserve	22,500,000	22,500,000
Unappropriated Profit	381,215	9,549,157
Reserve on Consolidation	4,498,797	-,, ,
Minority Interest	40,428	
vimonty interest		
	305,045,397	305,686,447
LONG TERM LIABILITIES		
Redeemable Capital	14,274,989	44,180,241
Long Term Loans	405,057,869	58,230,366
Liabilities Against Assets		
Subject to Finance Lease		114,814
Lease Deposits	99,152,824	85,255,506
Certificates of Investment		
Certificates of investment	11,400,000	37,298,949
	529,885,682	225,079,876
DEFERRED LIABILITIES		
Taxation	29,000,000	15,890,000
Staff Gratuity	858,033	634,341
	29,858,033	16,524,341
CURRENT LIABILITIES		
Short Term Borrowings	433,548,076	193.870,522
Certificates of Investment	50,500,000	61,1 89,863
Current Portion of Long Term Liabilities	108,339,334	71,861,925
Accrued and Other Liabilities		
	39,324,426	29,732,532
Taxation	4,100,000	3,632,748
Proposed Dividend	25,000,000	
	660,811,836	360,287,590
COMMITMENTS		
	1,525,600,948	907,578,254
	========	=========
TANGIBLE FIXED ASSETS	23,795,900	17,638,655
NET INVESTMENT IN LEASE FINANCE		
Minimum Lease Payment Receivables	1,204,287,306	915,386,692
Residual Value of Leased Assets	148,456,873	111,707,423
	1,352,744,179	1,027,094,115
Unearned Income	(316,364,297)	(235,460,248)
Net Investment in Lease Finance	1,036,379,882	791,633,867
Provision for Lease Losses	(34,000,000)	(26,500,000
	1,002,379,882	765,133,867
	(426,289,808)	(330,479,044
Current Portion of Net Investment in Lease Finance		
Current Portion of Net Investment in Lease Finance		
Current Portion of Net Investment in Lease Finance	576,090,074	434,654,823
Current Portion of Net Investment in Lease Finance  INVESTMENT IN SUBSIDIARY/ASSOCIATES	576,090,074 50,000,000	434,654,823

1 · · · · · · · · · · · · · · · · · · ·		
LONG TERM DEPOSIT	300,000	
CURRENT ASSETS		
Current Portion of Net Investment in Lease Finance	426,289,808	330,479,044
Short Term Investments	189,896,924	75,511,206
Short Term Morabaha Finances	103,051,816	
Advance Against Lease Commitments'	9,700,000	36,317,586
Advances, Deposits and Prepayments	6,249,735	6,657,577
Other Receivables	27,298,027	1,999,878
Cash and Bank Balances	111,206,552	2,385,103
	873,692,862	453,350,394
	1,525,600,948	907,578,254
	========	

The annexed notes form an integral part of these financial statements.

Rafique Dawood Asadullah Khawaja Chairman & Chief Executive Director

# CONSOLIDATED PROFIT & Loss ACCOUNT FOR THE YEAR ENDED JUNE 30, 1999

	1999 Rupees	1998 Rupees
Income		
Lease Income	154,046,674	133,357,772
Return on Deposits and Investments	8,774,369	7,550,256
Gain / (Loss) on Sale of Securities	(884,412)	386,584
Other Income	4,193,355	49,181
	166,129,986	141,343,793
Expenditure		
Administration and Operating Expenses	24,270,055	22,363,663
Financial Charges	99,884,230	68,849,641
Provision for Lease Losses	7,500,000	10,000,000
(Reversal) / Provision for Diminution in Value of		
Investments	(2,944,514)	12,071,820
	128,709,771	113,285,124
Profit Before Taxation	37,420,215	28,058,669
Provision for Taxation		
Current	2,100,000	2,000,000
Prior	142,971	
Deferred	13,110,000	15,890,000
	15,352,971	17,890,000
Profit After Taxation	22,067,244	10,168,669
Minority Interest	4,258	
	22,062,986	10,168,669
Unappropriated Profit Brought Forward	7,305,867	1,414,222
Profit Available for Appropriations Appropriations	29,368,853	11,582,891
Transferred to Statutory Reserve	3,987,667	2,033,734

Proposed Cash Dividend Rs. 1/- per share (1998 - Nil,)		25,000,000	
		28,987,667	2,033,734
Unappropriated Profit Carried Forward		381,186	9,549,157
Earning Per Share - Basic and Diluted	3		
Pre-Tax		1.50	1.12
Post-Tax		0.88	0.41

The annexed notes form an integral part of these financial statements.

Rafique Dawood Asadullah Khawaja

Chairman & Chief Executive Director

# CONSOLIDATED STATEMENT OF CHANGES IN FINANCIAL POSITION FOR THE YEAR ENDED JUNE 30, 1999

FOR THE YEAR ENDED JUNE 30, 1999		
	1999	1998
A CACH ELON EDON ODED ATTNICA CONTINUES	Rupees	Rupees
A. CASH FLOW FROM OPERATING ACTIVITIES	22.057.24	10.160.660
Profit After Taxation	22,067.24	10,168,669
Adjustment to determine Net Cash Flows:	5 505 105	2.020.04
Depreciation	5,505,187	2,929.94
Deferred Cost	7,683	
Loss/(Gain) on Sale of Investment	884,412	(386.584)
Financial Charges	99,883,895	6,884,964
(Loss)/Gain on Sale of Assets	(3,931,423)	40,773
Provision for Gratuity	376,447	742,600
Provision for Lease Losses	7,500,000	10.000,000
(Reversal)/Provision for Diminution in		
Value of Marketable Securities	(2,944,514)	12,071,820
Provision for Deferred Taxation	13,110,000	15,890,000
Provision for Taxation	2,242,971	2,000.00
	122,634,658	112,138,188
Operating Profit Before Working Capital Changes Working Capital Changes	144,701,902	122,306.86
Advances, Deposits and Prepayments	2,730,030	(1,182,653)
Other Receivables	(25,249,942)	(1,478,288)
Accrued and Other Liabilities	(8,285,268)	11,409,770
	(30,805,180)	8,748,829
	113,896,722	131,055,686
Financial Charges Paid	(89,829,248)	
Gratuity Paid	(306,505)	(108,259)
Taxation Paid	(1,263,162)	(2,327,930)
Net Cash From Operating Activities	22,497,807	63,862,086
B. CASH FLOW FROM FINANCING ACTIVITIES		
Redeemable Capital Obtained	25,000,000	
Long Term Loans Obtained	383,286,406	30.000,000
Redemption of Redeemable Capital	(69,089,644)	(52,301,738)
Repayment of Lease Liability	(151,735)	(209,377)
Lease Deposits	28,137,135	27,172,619
Short Term Borrowings	239.677,554	127,885.75

Certificates of Investment Dividend Paid		98,488,812 (31,050,927)
Net Cash from Financing Activities	570,270,904	199,985,140
C. CASH FLOW USED IN INVESTING ACTIVITIES		
Net Investment in Lease Finance	(244,746,015)	(171,130,225)
Capital Expenditure	(12,899,754)	(9,472,425)
Proceeds from Sale of Fixed Assets	6,900,959	360,278
Long Term Investments - Net	(45,793,350)	
Long Term Deposit	(300,000)	
Long Term Loans - Staff	204,959	(318,718)
Short Term Investments	(153,145,146)	(65,143,614)
Sale Proceeds of Marketable Securities	42,065,970)	7,403,871
Short Term Morahaba Finance	(103,051,816)	
Advance Against Lease Commitments	26,617,586	(36,317,586
Net Cash Used in Investing Activities	(484,146,607)	(274,618,419)
Net Increase / (Decrease) in Cash and Cash Equivalent	108,621,804	(10,771,193)
Cash and Cash Equivalent at the Beginning of the Year	2,584,748	13,156,296
Cash and Cash Equivalent at the End of the Year	111,206,552	, , , , , , , , , , , , , , , , , , ,

Rafique Dawood Asadullah Khawaja Chairman & Chief ExecutivDirector

# NOTES TO THE CONSOLIDATED FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 1999

# 1. INTRODUCTION

The Company was incorporated on June 22, 199d as a Public Limited Company under the Companies Ordinance, 1984 and is listed on the Karachi and Islamabad Stock Exchanges. The main business activity of the Company is leasing of assets. The Subsidiary Company was incorporated in Pakistan as a Private Limited Company on September 28, 1991. The principal activity of the Subsidiary is to promote, float and manage modarabas.

# 2. SIGNIFICANT ACCOUNTING POLICIES

# 2.1 Accounting Convention

These Consolidated financial statements have been prepared under the "historical cost convention".

# 2.2 Basis of Consolidation

- 2.2.1 These are the consolidated financial statements of Dawood Leasing Company Limited and its Subsidiary.
- 2.2.2 Guardian Modaraba Management (Pvt) Limited, 100% owned subsidiary of the Company was acquired on March 03, 1999. These consolidated financial statement include the results of operations of subsidiary during the year July 1, 1998 to June 30, 1999.
- 2.2.3 The significant accounting policies and disclosures required by Companies Ordinance, 1984 are not reproduced in the consolidated financial statements. These are however, stated in the financial statements of Dawood Leasing Company Limited and Guardian Modaraba Management (Pvt) Limited.

3. EARNING PER SHARE	1999	1998	
	Rupees	Rupees	
Profit Before Taxation	37,420,215	28,058,669	

Profit After Taxation	22,067,244	10,168,669
Average Number of Ordinary Shares	25,000,000	25,000,000
Earning Per Share - Basic and Diluted		
Pre-Tax	1.50	1.12
Post-Tax	0.88	0.41

# 4. FAIR VALUE OF FINANCIAL INSTRUMENTS

The carrying value of all the financial instruments reflected in the financial statements approximates to their fair values.

# 5. INTEREST RATE RISK MANAGEMENT

Interest Rate Risk arises from the possibility when changes in interest rates affect the value of financial instruments. Interest Rate Risk arises due to mismatches or gaps in the amounts of assets and liabilities that mature or reprice in a given period. This risk is managed by matching the repricing of assets and liabilities.

The exposure to Interest Rate Risk on its financial assets and liabilities are summarized as follows:

		0 14 4	0	Not exposed	
	Less than	One Month	Over	to interest	70.4.1
	one month	to one year	One Year	rate risk	Total
ASSETS					
Tangible Fixed Assets				23,798,900	23,798,900
Net Investment in Lease Finance		402,976,323	510,937,250	122,466,309	1,036,379,882
Long Term Loans				1,719,112	1,719,112
Long Term Deposit				300,000	300,000
Long Term Investments			50,000,000		50,000,000
Short Term Investments	20,000,000	169,896,924			189,896,924
Short Term Morahaba Finance		103,051,816			103,051,816
Advance against Lease Commitments			9,700,000		9,700,000
Advances, Deposits and Prepayment				6,249,735	6,249,735
Other Receivables				27,298,027	27,298,027
Cash and Bank Balances	110,923,496			283,056	111,206,552
Rupees	130,923,496	675,925,063	570,637,250	182,115,139	1,559,600,948
CAPITAL AND LIABILITIES	========	========	========	========	=======================================
Capital and Reserves				305,045,397	305,045,397
Provision for Lease Losses				34,000,000	34,000,000
Deferred Liabilities				29,858,033	29,858,033
Redeemable Capital		21,665,067	14,274,989	27,030,033	35,940,056
Long Term Loans	12,742,450	50,486,087	405,057,869		468,286,406
Liabilities against Assets Subject to Fi		121,106			132,245
Certificates of Investment	30,000,000	20,500,000	114,000,000		61,900,000
Lease Deposits		20,500,000		122,466,309	122,466,309
Short Term Borrowings	82,000,000	351,548,076			433,548,076
Accrued Expenses and Other Liabilitie		39,095,266			39,324,426
Taxation		4,100,000			4,100,000
Proposed Dividend		25,000,000			25,000,000
· ·					
Rupees	124,982,749	512,515,602	430,732,858	491,369,739	1,559,600,948
On Balance Sheet Gap Rupee	======================================	163,409,461	139,904,392	(309,254,600)	
Total Interest Rate Sensitivity Gap Rs					
				========	

# 6. GENERAL

6.1 Figures have been rounded off to the nearest Rupee.

Rafique Dawood Asadullah Khawaja

Chairman & Chief Executive

Director