

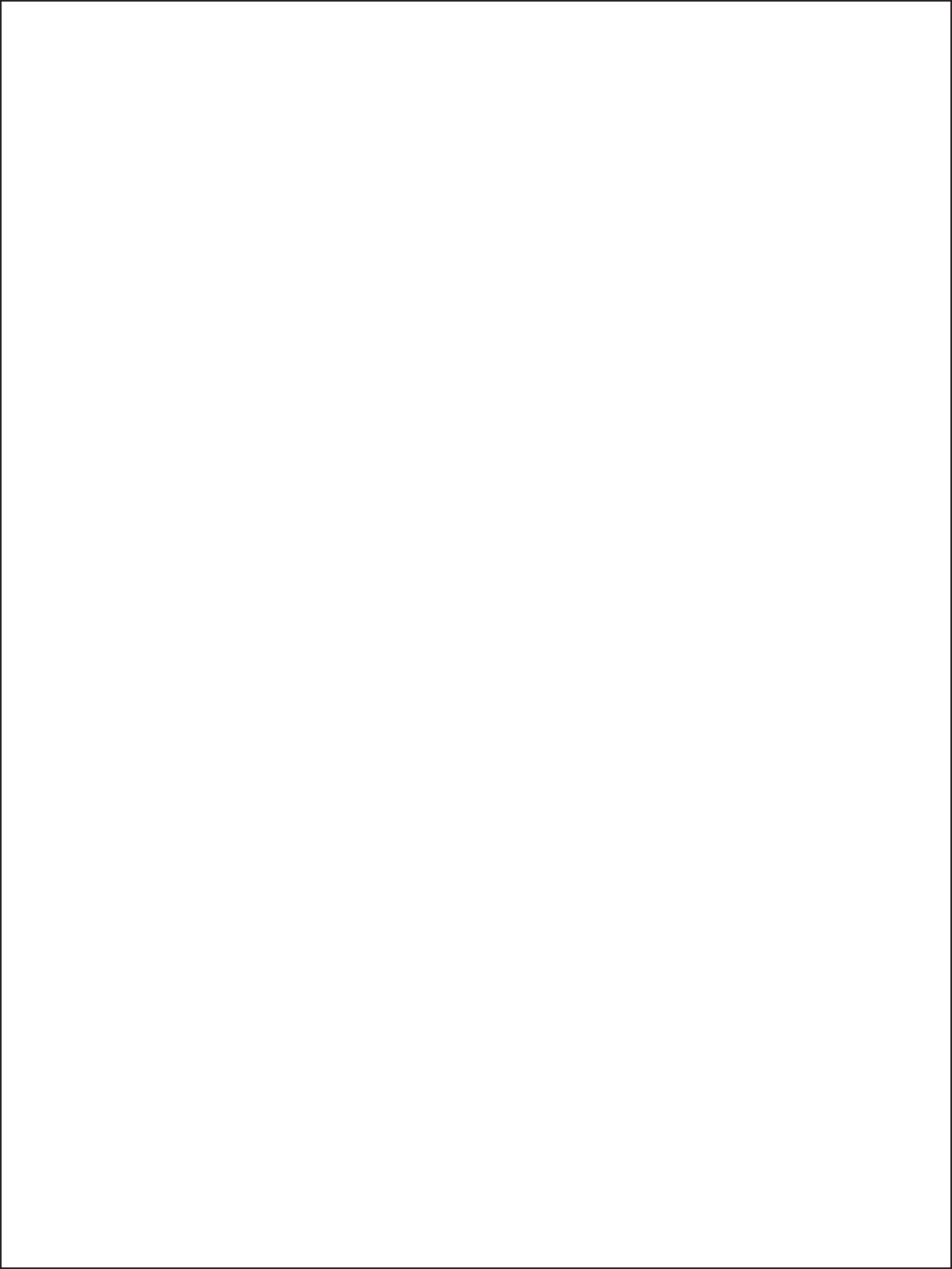
ANNUAL REPORT 2017

POWER TO LEAD

PAKISTAN CABLES LIMITED ANNUAL REPORT 2017



TRUSTED NOT TO COMPROMISE



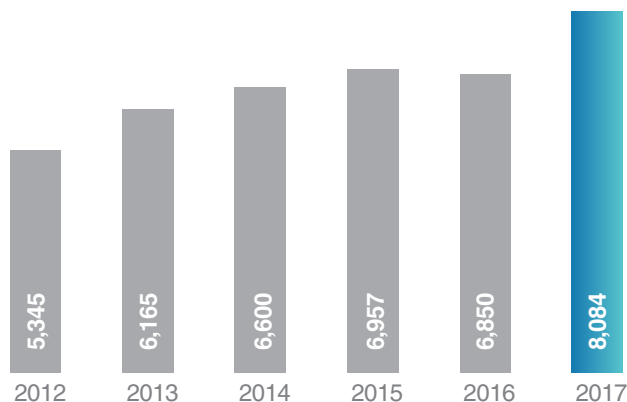
KEY FINANCIAL HIGHLIGHTS 2017

NET SALES IN 2017

[RUPEES IN MILLION]

8,084

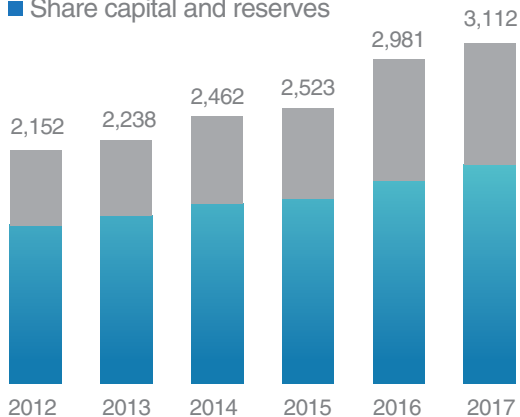
Record sales in 2017



EQUITY

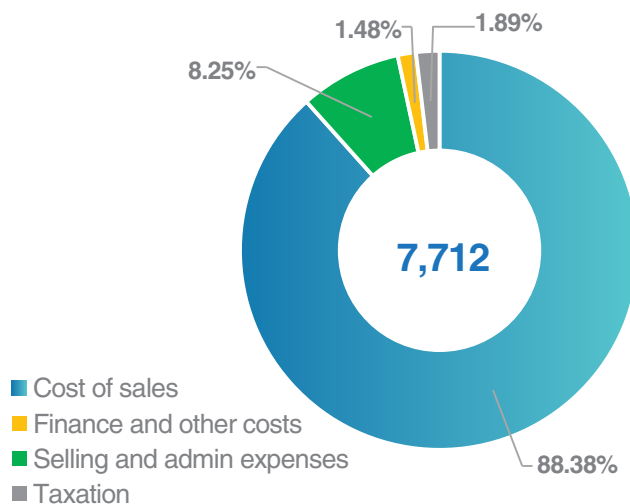
[RUPEES IN MILLION]

- Surplus on revaluation of assets
- Share capital and reserves

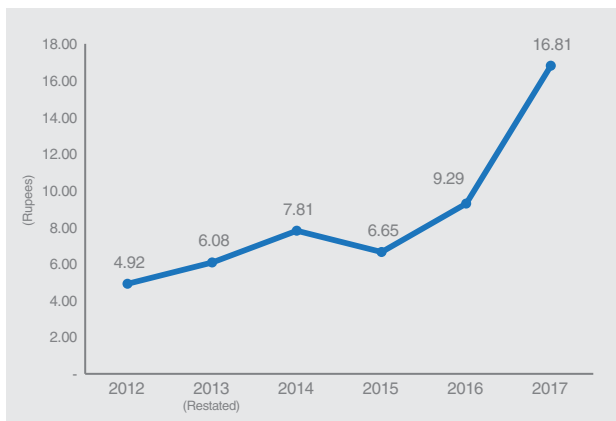


EXPENSES IN 2017

[RUPEES IN MILLION]



EARNINGS PER SHARE



KEY INDICATORS

EARNINGS PER SHARE Rs. 16.81	RETURN ON EQUITY 15.38%
MARKET VALUE PER SHARE Rs. 320.0	BREAK-UP VALUE PER SHARE Rs. 109.32
MARKET CAPITALIZATION Rs. 9,108 M	CURRENT RATIO 1.5 Times

A large, central image showing two hands shaking in a firm grip. The hands are positioned in the center, with the fingers interlocked. The background is a panoramic view of a city, likely Karachi, Pakistan, with various buildings and a prominent clock tower on the left. The image is framed by a white border that has a torn-paper effect at the top and bottom edges.

SINCE 1953, WE ARE TRUSTED NOT TO COMPROMISE

Today, Pakistan Cables Limited (the “**Company**”), is regarded to be the pioneer within the cable industry owing to its rich heritage, expertise and commitment to deliver to its valued customers both at home and abroad.

The Company, the country's oldest and most reputable cable manufacturer, was established in 1953 as a joint venture with British Insulated Callender's Cables (BICC). In the subsequent six decades, the Company earned a reputation as a market leader and premier cable manufacturer in the country. As the only wires and cable manufacturer in Pakistan listed on the Pakistan Stock Exchange, the Company is renowned for its commitment to ethics and business excellence. Between 2010 and 2017, the Company was affiliated with General Cable, a world leader in the cable industry and a Fortune 500 Company headquartered in the United States.

The Company is ISO 9001:2008, ISO 14001:2004 and OHSAS 18001:2007 certified and has its cables type tested by the world renowned KEMA Laboratory in Netherlands.

With a history of foreign affiliations with leading international cable manufacturers the Company enhanced its technical support, introduced innovative technology in the industry, leveraged on management best practices, procurement advantages and mapped export opportunities.

CONTENTS

Introduction

Vision and Mission Statement	04
Code of Business Conduct and Statement of Ethics	06
Strategic Objectives	10
Company Information	12
Management Objectives and CPIs	14
Geographical Presence	16
Nature of Business	18
Product Portfolio	20
Quality Assurance	32

Governance

Board of Directors	36
Committees of the Board	40
Management Team	41
Management Committee	43
Operations Committee	44
Organizational Structure	46

Directors' Report

Overview of the Company	50
Performance Review	50
Business Review	51
Risk and Opportunity Report	53
Sustainability	54
Governance	57
Statement under the Code of Corporate Governance	61
Future Prospects	61
Acknowledgement	61
Directors' Report (Urdu)	73

Corporate Governance

Review Report to the Members on Statement of Compliance	76
Statement of Compliance with the Code of Corporate Governance	77

Financial Highlights

Critical Performance Measures	82
Key Financial Data	83
Financial Snapshots	84
Analysis of Financial Statements	88
Quarterly Performance Analysis	93
Dupont Analysis	94
Direct Method Cashflow Statement	95
Share Price Sensitivity	96
Statement of Value Addition	97

Financial Statements

Auditors' Report to the Members	101
Balance Sheet	102
Profit and Loss Account	103
Statement of Comprehensive Income	104
Cash Flow Statement	105
Statement of Changes in Equity	106
Notes to the Financial Statements	107

Shareholders' Information

Investor Relations	150
Pattern of Shareholding	152
Highlights of the Annual General Meeting 2016	154
Notice of Annual General Meeting (English)	155
Notice of Annual General Meeting (Urdu)	160
Proxy Form (English)	161
Proxy Form (Urdu)	163
Glossary	165
Jamapunji	166



VISION

"To be the company of first choice for customers and partners for wires and cables and other engineering products."

MISSION

- To strengthen industry leadership in the manufacturing and marketing of wires and cables, and to have a strong presence in the engineering products market while retaining options to participate in other profitable businesses.
- To operate ethically, while maximizing profits and satisfying customers' needs and stakeholders' interests.
- To assist in the socio-economic development of Pakistan, by being good corporate citizens.



CODE OF BUSINESS CONDUCT AND STATEMENT OF ETHICS

- This Code of Conduct applies to all employees of Pakistan Cables Limited (the “**Company**”).
- For the purposes of this Code, "employees" refers to directors, executives, officers and employees of the Company.
- The Board and the Management are expected to familiarize themselves with laws and regulations governing their individual areas of responsibility and not to transgress them.
- All employees should be sure that they understand and abide by the spirit as well as the letter of this Code and that violation of any of the Code's provisions could result in disciplinary action.



Salient features of the Company's code of conduct are as below:

(a) Business Ethics

- i. The Company's policy is to conduct its business with honesty and integrity and be ethical in its dealings showing respect for the interest of all stakeholders.
- ii. The Company is dedicated to providing a safe and non discriminatory working environment for all employees.
- iii. The Company does not support any political party or contributes funds to groups whose activities promote political interests.
- iv. The Company is committed to provide products, which consistently offer value in terms of price and quality and are safe for their intended use, to satisfy customer needs and expectations.
- v. The Company is committed to run its business in an environmentally sound and sustainable manner and promote preservation of the environment.

(b) Conflict of Interest

- i. Every employee should conduct his/ her personal and business affairs in a manner such that neither a conflict, nor the appearance of a conflict, arises between those interests and the interests of the Company.
- ii. An employee should avoid any situation in which he or she, or a family member, might profit personally (directly or indirectly), from

the Company's facilities, its products, or Company's relationship with its vendors or customers.

- iii. An employee should not permit himself/ herself (or members of his/ her family) to be obligated (other than in the course of normal banking relationships) to any organization or individual with whom the Company has a business relationship. However, business lunches, dinners or social invitations, nominal giveaways like key chains, calendars, etc. and attendance at conferences and seminars would not be considered a violation of this Code.
- iv. In case an employee is offered or receives something of value which he/she believes may be impermissible under this Code, he /she should disclose the matter.
- v. All employees should avoid any kind of bribery, extortion and all other forms of corruption.
- vi. Conflict of interest should be avoided and disclosed where they exist and guidance should be sought from superiors.

(c) Accounting Records, Controls and Statements

- i. All books, records, accounts and statements should conform to generally accepted and applicable accounting principles and to all applicable laws and regulations.
- ii. Employees are expected to sign only documents or records which they believe to be accurate and truthful.

(d) Environment

- i. The Company is committed to carrying its business in an environmentally sound and sustainable manner and promote preservation of the environment.
- ii. All employees are required to adhere strictly to all applicable environmental laws and regulations that impact Company's operations.

(e) Regulatory Compliance

- i. The Company is committed to make prompt public disclosure of "material information" regarding the Company as prescribed in the Pakistan Stock Exchange Regulations.
- ii. Where an employee is privy to the information, which is generally referred to as "material inside information", the same must be held in the strictest confidence by the employee involved until it is publicly released.
- iii. The employees shall abide by the appropriate Competition Laws and shall not enter into understandings, arrangements, or agreements with competitors which have the effect of fixing or controlling prices, dividing and allocating markets or territories, or boycotting suppliers or customers.

(f) Personal Conduct

- i. All employees should conduct themselves with the highest degree of integrity and professionalism in the workplace or any other location while on Company business.

- ii. All employees should avoid any kind of bribery, extortion and all other forms of corruption.
- iii. Employees should always be cognizant of the need to adhere strictly to all safety policies and regulations.
- iv. Any legally prohibited or controlled substances if found in the possession of any employee will be confiscated and where appropriate, turned over to the authorities.

STRATEGIC OBJECTIVES

The Company's key strategic objectives comprise contributing to the well-being of its customers by ensuring provision of quality products at reasonable prices. The Company is committed to increasing the stakeholders' value through continuous improvement of its production processes and the variety of products that it offers, while keeping wastages and environmental impacts to a minimum.

In addition to this, the Company is working on achieving operational efficiencies by streamlining its human resource policies and improving its standard operational procedures. Annual financial targets relating to profitability and capital structure are monitored to ensure that the Company creates value and generates a market rate of return.

The Company's corporate strategy concentrates on remaining competitive in the wires and cables industry through continued focus on consumer needs and maintenance of product quality in addition to consistently working on after sale service, research and development, cost economization and efficiency improvements.

This strategy has resulted in the Company's profits increasing up to Rs. 479 million in 2017, and the weighted cost of borrowings reduced to 5.3% per annum, while maintaining adequate liquidity for operations.





COMPANY INFORMATION

Board of Directors

Mr. Mustapha A. Chinoy	Non-Independent Non-Executive Director	Chairman
Mr. Haroun Rashid	Non-Independent Non-Executive Director	
Mr. Naveed Kamran Baloch	Non-Independent Non-Executive Director	
Mr. Roderick Macdonald	Non-Independent Non-Executive Director	
Ms. Sadia Khan	Independent Non-Executive Director	
Mr. Saquib H. Shirazi	Non-Independent Non-Executive Director	
Mr. Kamal A. Chinoy	Executive Director	Chief Executive Officer
Mr. Fahd Kamal Chinoy	Executive Director	
Mr. Muhammad Ashfaq Alam	Executive Director	

Board Audit Committee

Mr. Haroun Rashid	Chairman
Mr. Roderick Macdonald	Member
Ms. Sadia Khan	Member

Human Resource and Remuneration Committee

Mr. Saquib H. Shirazi	Chairman
Mr. Mustapha A. Chinoy	Member
Mr. Roderick Macdonald	Member
Ms. Sadia Khan	Member
Mr. Kamal A. Chinoy	Member

Company Secretary

Ms. Nazifa Khan

Auditors

KPMG Taseer Hadi & Co.
Chartered Accountants

Legal Advisor

Barrister M. Jamshid Malik

Tax Advisors

A.F. Fergusons & Co.
Muhammad Bilal & Co.

Bankers

Standard Chartered Bank (Pakistan) Limited
Bank Al-Habib Limited
Habib Bank Limited
Meezan Bank Limited
MCB Bank Limited
NIB Bank Limited
Industrial and Commercial Bank of China Limited

Share Registrar

THK (Pvt.) Limited 1st Floor, 40-C,
Block-6, P.E.C.H.S., Karachi - 75400
Tel: +92 -21-34168270
Fax: +92-21-34168271
Email: secretariat@thk.com.pk

Registered Office

B-21 Pakistan Cables Road
Sindh Industrial Trading Estates,
Karachi -75700
P.O Box 5050
Tel: +92 -21- 32561170-5
Fax: +92-21-32564614
Email: info@pakistancables.com

Website: www.pakistancables.com

HEAD OFFICE

1st Floor, Arif Habib Centre,
23 M.T Khan Road, Karachi
UAN: 021-111-CABLES (222-537)
Fax: +92-21-32462111
Email: sales@pakistancables.com

REGIONAL OFFICES

Lahore

60/A Zahoor Elahi Road, Gulberg 4,
Opp. FC College, Lahore.
Tel: +92-42-35785611-4
Email: lahore@pakistancables.com

Rawalpindi

2nd Floor, Plaza 88, Block – B,
Civic Centre, Phase IV, Bahria Town, Rawalpindi
Tel: +92 -51-5732724-25
Fax: +92-51-5732426
Email: pindi@pakistancables.com

BRANCH OFFICES

Multan

1592, 2nd Floor,
Quaid-e-Azam Shopping Centre,
Aziz Shaheed Road, Cantt
Multan.
Tel: +92 -61-4583332/4504446
Fax: +92-61-4549336
Email: multan@pakistancables.com

Abbottabad

13-14, Sitara Market, Mansehra Road,
Abbottabad.
Tel: +92 -992-383616
Fax: +92-992-385510
Email: abbotabad@pakistancables.com

Peshawar

Shop 1 and 2, 1st Floor, Hurmaz Plaza,
Tambwan More, University Road, Peshawar.
Tel: +92 -91-5845068
Fax: +92-91-5846314
Email: peshawar@pakistancables.com

Muzaffarabad

50-B, Commercial Area,
Upper Chattar, Muzaffarabad.
Tel: +92 -5822-432088
Email: muzaffarabad@pakistancables.com

Faisalabad

Office No. 1, 1st Floor, Wahab Centre,
Main Susan Road, Faisalabad.
Tel: +92-41-8720036-7
Email: faisalabad@pakistancables.com

MANAGEMENT OBJECTIVES AND CRITICAL PERFORMANCE INDICATORS

OBJECTIVES	CPIs	Future Relevance
<p>Customer Satisfaction: The Company values its customers and their loyalty tremendously; as such the Company continually works towards enhancing the satisfaction of its customers by extending credit facilities, trade discounts, loyalty club rewards and more. The Company has continual testing mechanisms in place to ensure the quality of its products, and efficient after-sales procedures, to keep our customers satisfied.</p>	<p>Product Turnover Market Share</p>	<p>Yes</p>
<p>Maintaining a Standard of Excellence: The Company is geared towards consistently meeting international standards by ensuring selection of the world's best quality raw materials, world-class workmanship and a rigid quality assurance and control regime.</p>	<p>Technological Advancements Stringent Internal Testing Mechanisms Certifications Accreditations</p>	<p>Yes</p>
<p>Varied Product Portfolio: With ever-evolving customer needs, the Company is focused on research and development to ensure that it is offering products that are upto-date with evolving trends. Our products consistently conform to the relevant international standards in order to ensure smooth flow of electricity, better performance of electrical appliances and safety to life and property.</p>	<p>Product Range Market Research</p>	<p>Yes</p>
<p>Enhancing Employee Satisfaction: Our employees are our most valued resource. The Company endeavors to provide a nurturing, friendly, supportive and equal opportunity work environment, with significant growth potential and training opportunities.</p>	<p>Training Conducted Appropriate Evaluation Processes Sound Policies and Procedures</p>	<p>Yes</p>

MANAGEMENT OBJECTIVES AND CRITICAL PERFORMANCE INDICATORS

OBJECTIVES	CPIs	Future Relevance
<p>Maintaining Shareholder Satisfaction: The Company is cognizant of the trust that is placed in the Company by its shareholders; it is a priority for the Company to protect the interest of its shareholders and maximize their return by adequate dividend payouts.</p>	<p>Appropriate Return on Investment</p> <p>Timely Addressing of Share Transactions</p>	<p>Yes</p>
<p>Regulatory Compliance: The Company prides itself on being a good corporate citizen, with timely, and transparent, disclosures to its regulators and operating in compliance with effective laws and policies of the Government of Pakistan.</p>	<p>Adherence to Legal Requirements</p> <p>Timely Fulfillment of Compliance Processes</p>	<p>Yes</p>
<p>Sustainability: The Company continually seeks to operate in an efficient and environmentally friendly manner, working to reduce its carbon footprint. CSR projects are developed and implemented by the Company for the benefit of the community at large.</p>	<p>Community Development</p> <p>Occupational Safety and Health</p>	<p>Yes</p>

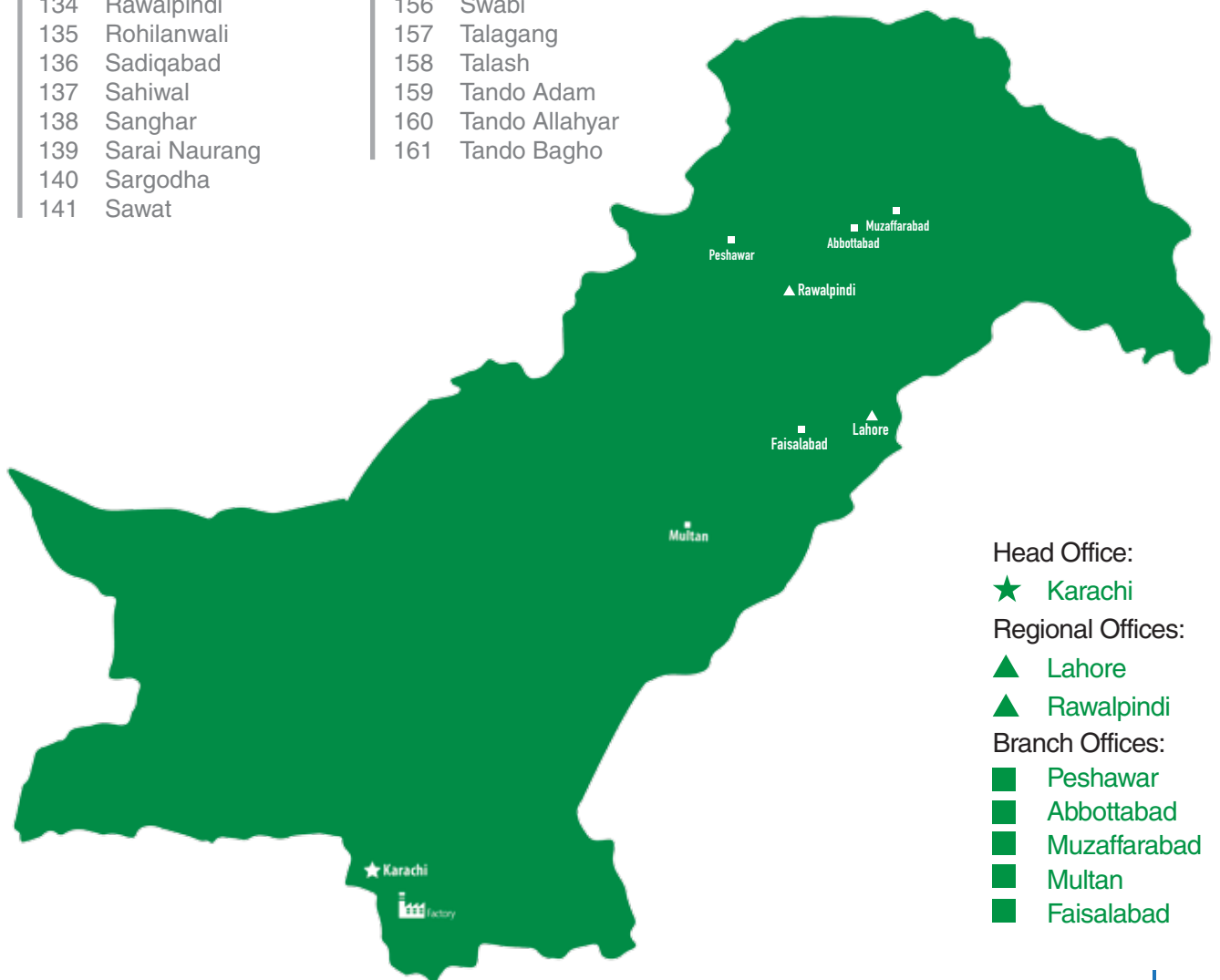
GEOGRAPHICAL PRESENCE

SR.	CITY				
1	Abbottabad	40	Golarchi	80	Khanpur
2	Ahmedpur East	41	Gujar Khan	81	Khanewal
3	Alipur	42	Gujranwala	82	Khushab
4	Arifwala	43	Gujrat	83	Khwazakhela
5	Attock	44	Gwadar	84	Kohat
6	Badin	45	Hafizabad	85	Kot Addu
7	Bagh	46	Hala	86	Kot Mithan
8	Bahawalnagar	47	Haripur	87	Kot Momin
9	Bahawalpur	48	Haroonabad	88	Lahore
10	Balakot	49	Hasilpur	89	Lala Musa
11	Bannu	50	Hassan Abdal	90	Larkana
12	Batkheela	51	Havelian	91	Layyah
13	Battagram	52	Hazro	92	Liaquatpur
14	Besham	53	Hujjan	93	Lodhran
15	Bhakkar	54	Hyderabad	94	Mailsi
16	Bhalwal	55	Islamabad	95	Malakwal
17	Burewala	56	Jacobabad	96	Mandi Bahauddin
18	Chakwal	57	Jahangira	97	Mandi Sambarial
19	Charsadda	58	Jalalpur Jattan	98	Manga Mandi
20	Chichawatni	59	Jampur	99	Mansehra
21	Chiniot	60	Jhang	100	Mardan
22	Chistian	61	Jhari Kas	101	Mehrabpur
23	Chowk Azam	62	Jhelum	102	Mian Channu
24	D. G. Khan	63	Jhudo	103	Mianwali
25	D. I. Khan	64	Jhuggian	104	Mingora
26	Dadu	65	Joharabad (Khushab)	105	Mirpur (A.J.K.)
27	Daska	66	Kabal Swat	106	Mirpur Khas
28	Daur	67	Kahuta	107	Mirpur Mathelo
29	Dharki	68	Kallar Syedan	108	Mithi
30	Dinga	69	Kamalia	109	Moro
31	Dir	70	Kamoki	110	Multan
32	Faisalabad	71	Kamra Cantt.	111	Muzaffargarh
33	Farooqabad	72	Kandkot	112	Muzaffarabad
34	Fateh Jang	73	Karachi	113	Narowal
35	Fatehpur	74	Karak	114	Nawabshah
36	Fazilpur	75	Kasur	115	New Saeedabad
37	Ghotki	76	Kahrora Pakka	116	Oghi
38	Gilgit	77	Khairpur Mirs	117	Okara
39	Gojra	78	Khan Bela	118	Pakpattan
		79	Kotli (A.J.K.)	119	Panu Aaqil

120 Pasrur
 121 Pattoki
 122 Peer Mahal
 123 Peshawar
 124 Phalia
 125 Pind Dadan Khan
 126 Pindigheb
 127 Quetta
 128 Rabwa
 129 Rahawali
 130 Rahim Yar Khan
 131 Raiwind
 132 Rajanpur
 133 Rawalakot
 134 Rawalpindi
 135 Rohilanwali
 136 Sadiqabad
 137 Sahiwal
 138 Sanghar
 139 Sarai Naurang
 140 Sargodha
 141 Sawat

142 Shahdadt
 143 Shahdadpur
 144 Shahdara
 145 Shakargarh
 146 Sheikhpura
 147 Shikarpur
 148 Shinkiari
 149 Shorkot
 150 Shujabad
 151 Sialkot
 152 Sarai Alamgir
 153 Skardu
 154 Sohawa
 155 Sukkur
 156 Swabi
 157 Talagang
 158 Talash
 159 Tando Adam
 160 Tando Allahyar
 161 Tando Bagho

162 Tank
 163 Taxila
 164 Thatta
 165 Timergara
 166 Toba Tek Singh
 167 Topi
 168 Uch Sharif
 169 Umarkot
 170 Vehari
 171 Wah Cantt
 172 Wazirabad



Head Office:

★ Karachi

Regional Offices:

▲ Lahore

▲ Rawalpindi

Branch Offices:

■ Peshawar

■ Abbottabad

■ Muzaffarabad

■ Multan

■ Faisalabad

NATURE OF BUSINESS

INTRODUCTION

Pakistan Cables Limited (the “**Company**”) is the pioneering company in Pakistan’s wires and cables industry. The Company is principally engaged in the manufacture of conductors, wires and cables for transmission and distribution of electricity since 1953. In 1979, the Company started extrusion of aluminium rod from billets, which was upgraded in 1984 to manufacture anodized aluminium profile sections for architectural applications. In 1996, the Company set up a state of the art plant to manufacture High Conductivity Oxygen Free (HCOF) Copper Rod. Due to the increased requirement of rods for manufacturing wire and cables as a result of growing customer demand, the production capacity of the plant has been regularly enhanced over recent years. In 2008, the Company set up a PVC Compounding Plant to manufacture high quality electric cable grade PVC compound. The Company also set up a 2-MW gas fired tri-generation Power Plant, allowing it to be mostly self- sufficient for its electricity needs.

INDUSTRY

The Company is the only listed company in the cable industry, which comprises of a few large players, a handful of small localized producers and a growing

percentage of imports.

Within the cable industry, the prices of cables, copper rod and aluminium extrusions are closely linked to the global markets for copper and aluminium. Both base metals are traded on the London Metal Exchange (LME), the world's premier non-ferrous metals market. The price of both these metals is therefore determined at the LME and any fluctuations in copper or aluminium prices have a direct effect on the pricing of our products.

MAIN MARKETS

The Company has established itself as a key player in the manufacturing sector with more than 60 years of experience in the wire and cables business. Our business is driven by the strength, growth prospects and activity in the end markets where our products are used. Our products are primarily used in projects of all kinds, in buildings and in residential and commercial construction. Cable and conductors are also used in the transmission and distribution of electricity by the country’s utility companies. We manufacture an extensive array of world-class quality wires and cables to meet the diverse, dynamic and time-sensitive needs of our customers.

The business of Alumex® showed an upward trend and growth. The Company aims to secure new avenues in the institutional and project sectors across the country which provide better territorial reach in the market. Efforts are being made to consolidate existing relationships in the market along with the creation of new ones.

BUSINESS MODEL

- i To continue to generate market awareness of our brand and educate the consumer about the benefits of cables and wires that are of the highest quality thereby remaining the customer's first preference;
- ii To identify profitable markets and optimal product mix and tailor our product offerings accordingly;
- iii To ensure that products are made easily available to the customer through our network of dealers, distributors, stockists and warehouses, and by providing optimal direct sales coverage (where relevant); and
- iv To penetrate targeted markets through cost benefit analysis and customized service offering.

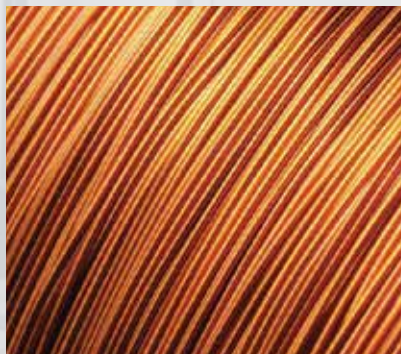
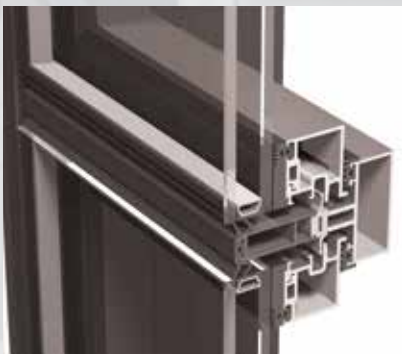
LEGAL ENVIRONMENT

The Company operates under the Companies Act 2017, which has recently replaced the Companies Ordinance 1984. Insofar it is registered and licensed by the Securities and Exchange Commission of Pakistan. The Company is also listed on the Pakistan Stock Exchange and is regulated by the PSX Rule Book and all circulars/notifications issued thereunder.

The Company's trade network covers over 170 cities and towns across Pakistan and warehouses and power cable stockists in major cities of the country. Over the year, the company successfully won large orders from the projects segment in several areas including ports and shipping, cement, power and energy, airports and infrastructure, auto industry and with builders and developers. Moreover, the Company was successful in winning selective tenders from utility companies and won export orders from various customers.

PRODUCT PORTFOLIO





OLIO

We offer a versatile portfolio of wires and cables, conductors, aluminum sections for architectural applications, copper rod and PVC compound. The continued growth of our businesses is a testament of our well-rooted, far-reaching success.

WIRES AND CABLES

Pakistan Cables Limited manufactures a broad range of wires and cables that conform to national and international standards. Wires and cables are manufactured using 99.99% pure LME registered grade A copper cathodes which results in multiple benefits to our end users such as:

- Lower electricity billing
- Optimum efficiency of appliances
- Safety to life and property
- Better energy utilization

General Wires and Cables:

We broadly categorize available general wires and cables as follows:

- Single core cables range from 1 mm² to 10 mm²
- Large single core cables from 16mm² to 70mm²
- Multi-core cables from 1 mm² to 10 mm² and
- Flexible multi-core cables from 1mm² to 4mm²

In addition, customized requests are regularly facilitated for our customers' specific requirements.

Medium Voltage (MV) and Low Voltage (LV) Cables:

We manufacture Medium Voltage (MV) cables up to 15 kV and Low Voltage (LV) power cables up to 3.3 kV. We can supply various types of insulation required PVC/XLPE/LSZH where relevant and customized to customers' preferences. All cables manufactured by Pakistan Cables Limited are subjected to rigorous in-house quality checks.

Fire Retardant Cables

We also supply cables for specialized needs with greater flame propagation ability and better protection against fire. These cables use specialized materials such as Low Smoke Zero Halogen (LSZH) insulation in combination with various constructions and compounds. To our knowledge, Pakistan Cables Limited is the only company in Pakistan to have specialized flame propagation testing capability, which gives us a competitive edge.

Other Wires and Cables

We also manufacture various other types of wires and cables products to meet versatile needs of our customers, which include but are not limited to:

- Indoor Telephone / Intercom Cables Control Cables (PVC and XLPE insulated)
- Screened Power and Control Cables
- Auto Cables
- Coaxial Cables
- Submersible Cables

CONDUCTORS

With growing power demands in Pakistan, the use of overhead conductors for power transmission has increased. Pakistan Cables Limited provides high quality overhead conductors to Pakistan's utility companies. These include Aluminium Conductor Composite Core (ACCC[®]) Aluminium Conductor Steel Reinforced (ACSR[®]) for various voltage grade, All Aluminium Conductor (AAC[®]), Plain Annealed Copper Conductor (PACC[®]) and Hard Drawn Bare Conductor (HDBC[®]).

Pakistan Cables Limited is also the only supplier in Pakistan to offer High Tension Low Sag ACCC[®] (Aluminium Conductor Composite Core), which is a state of the art product that provides various benefits including reduced line losses and higher ampacity. While this is a proven technology across the world with over 50,000 kilometers installed, this product has recently been introduced for the first time by Pakistan Cables Limited in Pakistan and is expected to result in considerable benefits to the country's overloaded transmission infrastructure. This product is offered in collaboration with CTC Global Inc., which is a US headquartered market leader in the technology.



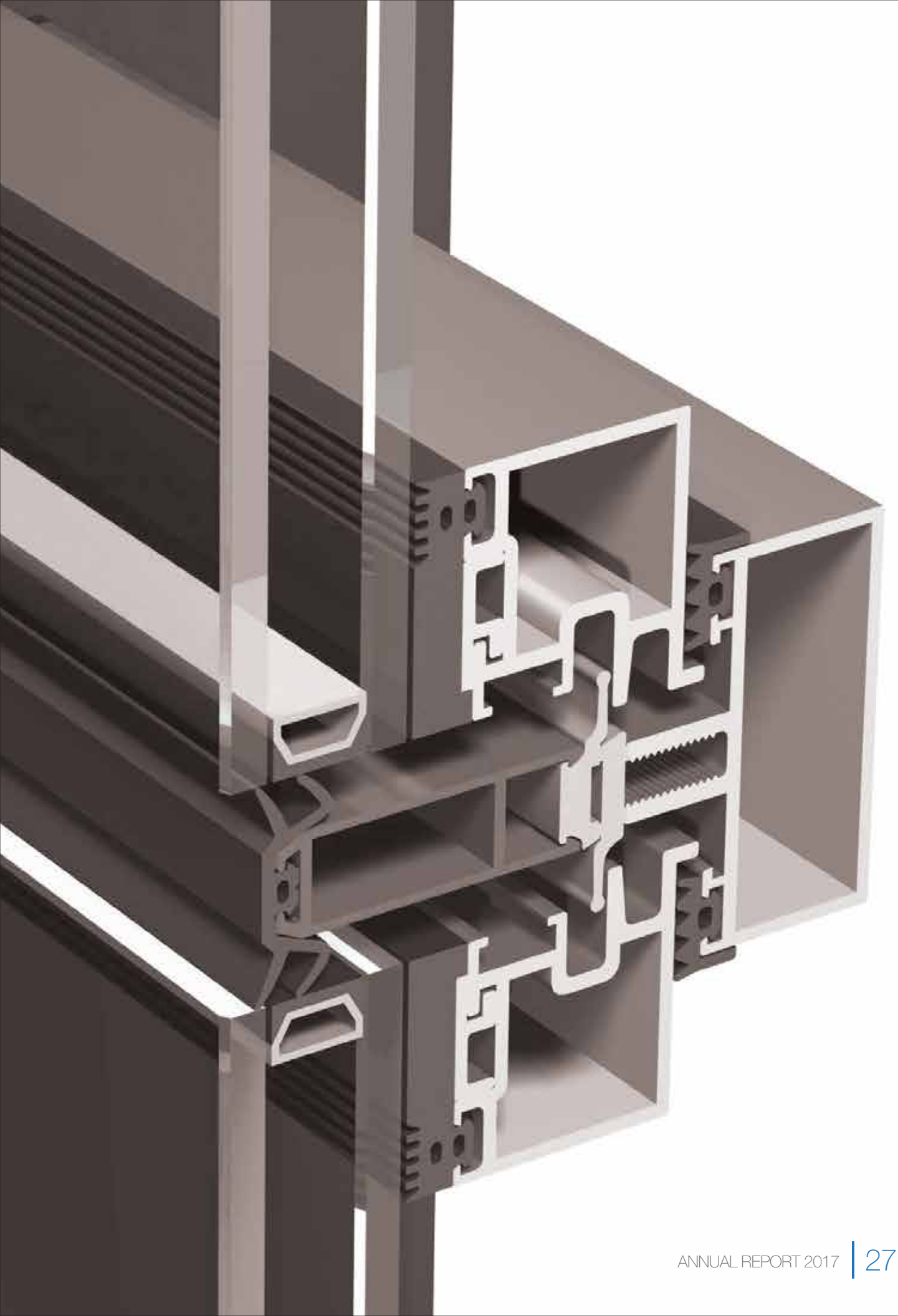


ALUMEX sections are extruded from prime quality imported AA 6063 billets. This is the internationally recommended Aluminum grade for architectural and structural applications. These sections are anodized on a fully automated plant.

Anodized sections are offered in 6 different colors, while powder coated sections are available in any imaginable color to match the taste of the customer. For all powder-coated sections, only polyester based powders are used, which are manufactured and supplied by reputable companies. These coatings are thermosetting types, especially designed for 'façade' use. They can withstand the rigors of ultra violet rays in the atmosphere.

APPLICATION:

ALUMEX sections, whether anodized or powder-coated, are suitable for a wide range of applications: Structural Glazing and Curtain Walls, Double Glazed doors and windows, Hinged Doors and Windows, Glass Doors/Swing Doors, Double Glazed Sliding Doors/Windows, Fixed Glazing/Shop Fronts.



COPPER ROD

Since 1996 we have been manufacturing 8mm Copper Rod that uses only LME registered “A” grade copper cathodes. We are the only Pakistani manufacturer to have a state of the art Up-cast plant, which produces High Conductivity Oxygen Free Copper Rod used in wire manufacturing. This is 99.99 percent pure copper with minimum oxygen content, which achieves 101% IACS conductivity.

Specific characteristics of High Conductivity Oxygen free Copper Rod Include:

- High ductility
- High electrical and thermal conductivity
- High impact strength
- Good creep resistance
- Low relative volatility under high vacuum



PVC COMPOUNDS

Since 2008, Pakistan Cables Limited has been producing flexible PVC compounds for insulation and sheathing of electric cables, and other flexible PVC compounds for external sale at its exclusive PVC Compound Plant.

Pakistan Cables Limited uses the most sophisticated machinery, including automated weighing and dosing systems for each component of the various formulations. The plant also has a polymers laboratory to enable the development of customer specific formulations.



QUALITY ASSURANCE

Pakistan Cables Limited (the “**Company**”) is committed to strive for product quality, excellent customer service, innovation and efficiencies. The Company reiterates its commitment to consistently deliver enhanced value to its customers, through continual improvement of its product and processes. The Company satisfactorily complies with all the requirements of the ISO 9001:2008 for all its products as certified by BVQI, UK.

The Company has highly advanced quality assurance and PVC laboratories, which are equipped with the latest equipment and are manned by professional and skilled personnel that check process variables at every step of the manufacturing process, to ensure that all our final products are in compliance with the relevant international specifications. The Company is the first cable manufacturer in Pakistan with medium and low voltage cables that have been accepted as world class following the type testing and certification of its products by KEMA high voltage laboratory in Netherlands. In addition to this, the Company’s products are also PSQCA certified, ERDA (Electrical Research and Development Association), India, TUV SUD PSB Pte. Ltd., Singapore, and have also been successfully type tested in Pakistan’s well reputed High Voltage and Short Circuit Laboratory in Rawat. Moreover, the Company is the only Pakistani manufacturer approved by Oman’s regulatory authority to sell into the Oman market.

To the best of our knowledge, the Company is the only cable manufacturer in Pakistan that has a state-of-the-art Fire Test laboratory, which has the facility to perform the following tests, required for Low Smoke Zero Halogen (LSZH) Fire Retardant cables:

- Test for vertical flame propagation for a single insulated wire or cable in accordance with IEC 60332-1-2;
- Test for Vertical flame spread of vertically-mounted bunched wires or cables in accordance with IEC 60332-3, Category A, B, C and D;
- Smoke density test in accordance with IEC 61034-1 and 2;
- Test on gases evolved during the combustion of electric cables; and
- Halogen, acid gas emission test as per IEC 60754-1 and 2.



Leading with Clarity of Purpose

Clarity of purpose is the catalyst for growth of our business. At the heart of leading with purpose is our underlying need to serve the nation. As the *first* wires and cables manufacturer in Pakistan, we take pride in defining various industry benchmarks and quality queues for others to follow.

Since 1953, our unwavering commitment to consistently supply best in class products by using 99.99 percent pure, LME registered 'A' grade, copper cathodes and conforming to all relevant international specifications has earned us a reputation of being **'TRUSTED NOT TO COMPROMISE®'**.





BOARD OF DIRECTORS

Mr. Mustapha A. Chinoy

Chairman, Non-Independent Non-Executive Director

Mr. Mustapha A. Chinoy has a B.Sc in Economics from the Wharton School of Finance, University of Pennsylvania, USA with majors in Industrial Management and Marketing. Upon return from the United States, he took up the position of Marketing Manager at International Industries Limited.

Mr. Chinoy is currently the Chairman of Pakistan Cables Limited and International Steels Limited and a Director of Travel Solutions (Pvt.) Limited, Global E-Commerce Services (Pvt.) Limited, Crea8ive Bench (Pvt.) Limited and Global Reservation (Pvt.) Limited. He is the Chief Executive Officer of Intermark (Pvt.) Limited.

He has previously served on the Board of Union Bank Limited until it was acquired by Standard Chartered Bank.

He is on the Board since January 1, 1986.

Mr. Haroun Rashid

Non-Independent Non-Executive Director

Mr. Haroun Rashid is a Fellow Member of the Institute of Chartered Accountants (England and Wales) as well as a Certified Investment Advisor and Securities Dealer with the Securities Commission of Hong Kong. Presently he is the Director and Chairman of the Audit Committee of MCB Arif Habib Savings and Investments Limited.

Previously Mr. Rashid has been the Managing Director of Kashmir Edible Oils Limited and ANZ Securities Asia Limited – Hong Kong and been a Director of the Financial Executives Institute – Hong Kong, Public Procurement Regulatory Authority (PPRA), Pakistan Agriculture Storage and Services Corporation Limited, Union Bank Limited and Fidelity Investment Bank Limited. He has also been a Governor of Lahore General Hospital.

He has been on the Board since May 17, 1993.

Mr. Naveed Kamran Baloch

Non-Independent Non-Executive Director

Mr. Naveed Kamran Baloch is presently Chairman of State Life Insurance Corporation and has completed his MSc from the London School of Economics.

He has previously been Principal Secretary to the Chief Minister of Sindh, Director General NIM Karachi, Secretary Finance to the Government of Sindh, Secretary Food to the Government of Sindh and Secretary Information to the Government of Sindh.

He is on the Board since May 22, 2017.

BOARD OF DIRECTORS

Mr. Roderick Macdonald

Non-Independent Non-Executive Director

Mr. Roderick Macdonald is a consultant with CORE Corporate Consulting LLC. Prior to this he spent 12 years as Executive Vice President of Global Sales and Business Development for General Cable Corporation. He joined General Cable in 1999 as Senior Vice President and General Manager of their Building Wire business.

From 1994 he held various executive appointments within Commonwealth Industries including President of Alflex Corporation. He began his career in military and government service. He served 25 years as an officer in the British Army, Royal Engineers, which included leading soldiers in combat in Northern Island and the Falkland Islands. He ended his distinguished career as Brigadier.

Mr. Macdonald holds a Bachelor of Science degree in Mechanical Engineering from the Royal Military College of Science and completed the Advanced Management Program at Harvard Business School. He is a Fellow of the Institute of Mechanical Engineers in the UK and a registered (Chartered) engineer in both the UK and Europe. He was made a Member of the Order of the British Empire (MBE) in the UK in 1983.

He is on the Board since November 23, 2010.

Ms. Sadia Khan

Independent Non-Executive Director

Ms. Sadia Khan has an MBA from INSEAD (France) and a Masters in Economics from both Yale University (USA) and Cambridge University (UK).

Ms. Khan has extensive experience in finance and management having worked with highly reputed institutions. She has worked as a Corporate Analyst with Lehman Brothers USA, Consultant with the United Nations Development Programme, Financial Economist with Asian Development Bank (Philippines), Executive Director with Securities and Exchange Commission of Pakistan and Head of Strategic Management with State Bank of Pakistan.

She is presently the CEO of Selar Enterprises (Pvt.) Limited and Director of Delta Group of Companies, INSEAD, Karandaaz, Engro Fertilizer Limited, Edotco and the National Clearing Company of Pakistan. She is also on the Board of Governors of the National Testing System.

She has been on the Board since January 18, 2013.

Mr. Saquib H. Shirazi

Non-Independent Non-Executive Director

Mr. Saquib H. Shirazi has an MBA from the Harvard Business School. He is presently the Chief Executive Officer of Atlas Honda Limited and is also on the Board of Atlas Engineering Limited, Atlas Autos (Pvt.) Limited, Atlas Hitec (Pvt.) Limited, Atlas Die Casting (Pvt.) Limited, Atlas Power Limited, Atlas Energy Limited, Shirazi Investments (Pvt.) Limited, Shirazi Trading Company (Pvt.) Limited, Atlas Venture Limited (UAE), Atlas Global FZE (UAE) and Cherat Cement Company Limited.

He is on the Board since May 8, 2008.

BOARD OF DIRECTORS

Mr. Kamal A. Chinoy

(Chief Executive Officer), Executive Director

Mr. Kamal A. Chinoy is the Chief Executive Officer of Pakistan Cables Limited. He graduated from the Wharton School, University of Pennsylvania, USA.

He serves on the Board of Directors of ICI Pakistan Limited, International Industries Limited, International Steels Limited, NBP Fullerton Asset Management Limited (NAFA), Askari Bank Limited and Atlas Power Limited as well as being Chairman of Jubilee Life Insurance. He is also the Honorary Consul General of the Republic of Cyprus.

Mr Kamal Chinoy is a member of the Executive Committee of the International Chamber of Commerce (ICC) Pakistan and the past President of the Management Association of Pakistan (MAP). He also serves on the Board of Governors of Army Burn Hall Institutions.

He has previously served as the Chairman of the Aga Khan Foundation (Pakistan). He has also served as a Director of the Pakistan Centre for Philanthropy, Pakistan Security Printing Corporation, Atlas Insurance and First International Investment Bank (an Amex JV). He has also served on the Undergraduate Admissions Committee of the Aga Khan University and the University of Pennsylvania Alumni Committee for Pakistan.

He is an advisor to Tharpak, a consortium of international companies interested in developing the Thar coal field. Mr Chinoy is also a Certified Director, having been certified by the Pakistan Institute of Corporate Governance.

He is on the Board since May 31, 1992.

Mr. Fahd Kamal Chinoy

Executive Director

Mr. Fahd Kamal Chinoy has an MBA from INSEAD (France) and has a Bachelor of Arts in Economics and Political Science from the University of Pennsylvania, USA. He presently heads Sales, Marketing, Materials Management and Exports functions.

Mr. Chinoy has previously served in the banking industry, having worked with TD Securities in New York and Toronto as an Associate in various departments including Loan Syndications and Corporate Banking. Mr. Chinoy also serves as the Director of Focus Humanitarian Assistance Pakistan and the Amir Sultan Chinoy Foundation.

He is on the Board since May 5, 2017.

Mr. Muhammad Ashfaq Alam

Executive Director

Mr. Ashfaq Alam has a Masters degree in Finance and Accounts, with significant experience in the manufacturing sector, including Pakistan Metal Industries and Pakistan Cables Limited, where he has been a valued member of the organization for over 20 years. His expertise lies in the field of Finance and Share management and he has completed several skill development workshops on corporate law and taxation law.

He is on the Board since January 29, 2016.

COMMITTEES OF THE BOARD

Board Audit Committee

Composition

Director	Designation
Mr. Haroun Rashid	Chairman
Mr. Roderick Macdonald	Member
Ms. Sadia Khan	Member

Attendance

Director	Sep 19, 2016	Oct 25, 2016	Jan 30, 2017	Apr 26, 2017
Mr. Haroun Rashid	Present	Present	Present	Present
Mr. Roderick Macdonald	Absent	Present	Present	Present
Ms. Sadia Khan	Present	Present	Present	Present

Human Resource and Remuneration Committee

Composition

Director	Designation
Mr. Saquib H. Shirazi	Chairman
Mr. Mustapha A. Chinoy	Member
Mr. Roderick Macdonald (appointed on May 5, 2017)	Member
Ms. Sadia Khan (appointed on May 5, 2017)	Member
Syed Naseem Ahmad (tenure completed on May 4, 2017)	Ex-Chairman
Mr. Kamal A. Chinoy	Member

Attendance

Director	Sep 1, 2016
Mr. Saquib H. Shirazi	Present
Mr. Mustapha A. Chinoy	Present
Mr. Roderick Macdonald (appointed on May 5, 2017)	-
Ms. Sadia Khan (appointed on May 5, 2017)	-
Syed Naseem Ahmad	Present
Mr. Kamal A. Chinoy	Present

MANAGEMENT TEAM

Mr. Kamal A. Chinoy

(Chief Executive Officer)

B.Sc. Economics from the Wharton School, University of Pennsylvania, USA. Joined PCL in 1992.

Mr. Fahd Kamal Chinoy

(Executive Director)

MBA from INSEAD, Fontainebleau, France and BA in Economics and Political Science from the University of Pennsylvania, USA. Joined PCL in 2008.

Ms. Nazifa Khan

(Manager Legal Affairs and Company Secretary)

MSc and Graduate Diploma from the Australian National University and LLB (Honors) from the University of London. Joined PCL in 2015.

Mr. Hasan Irfaan

(G.M. Operations)

PGD in Advance Electronics from the Philips International Institute, Netherlands. Joined PCL in 2013.

Mr. Zarrar Nasir Khan

(G.M. HR and Admin)

Bachelor in Law and is enrolled as an Advocate of the High Court. Joined PCL in 2015.

Mr. Kashif Ahmed Zahidi

(Senior Manufacturing Manager)

B.E. in Electrical Engineering from the Frederick Institute of Technology, Cyprus. Joined PCL in 2013.

Mr. Shahzad Anwar

(Senior Manager Engineering)

B.E. in Mechanical Engineering from NED and MBA in Industrial Marketing from IBA. Joined PCL in 2013.

Mr. M. Tanwir Aslam

(Manager Material Control and Process Engineering)

B.E. in Metallurgical Engineering from NED University. Lifetime member of the Pakistan Engineering Council. Joined PCL in 2011.

Mr. Azmatullah Bhalli

(Regional Sales Manager Central)

MBA from the University of Oklahoma, USA. Joined PCL in 1999.

Ms. Mariam Durrani

(Manager Marketing and Brands)

MBA in Marketing from SZABIST, Karachi. Joined PCL in 2015.

Mr. S.M. Athar Farid

(Training Program Manager)

B.E. in Electrical Engineering from NED and MBA in Marketing from IBA. Joined PCL in 1976.

Mr. Syed Hassan

(Head of Internal Audit)

ACMA Pakistan, Certified Management Accountant (CMA - USA) Joined PCL in 2015.

MANAGEMENT TEAM

Mr. Asim Muhammad Khan (Business Unit Head-APB)

B.E. in Civil Engineering from NED and MBA in Marketing from IBA. Joined PCL in 2012.

Mr. Atta-ul-Hai Khan (Technical Manager)

Diploma of Associate Engineer (DAE) and BE in Mechanical Technology from NED University. Joined PCL in 2014.

Mr. Ahmed Raza Kamran (Manager Institution Sales)

MBA in Marketing from the University of Punjab. Joined PCL in 2012.

Mr. Waqas Mahmood (Finance Manager)

Associate Member of the Institute of Chartered Accountants of Pakistan. Joined PCL in 2008.

Mr. Noor ul Hasnain Malik (Production Manager)

Graduate from Karachi University. Joined PCL in 1993.

Mr. Imran Ghani Mirza (Factory Manager IR and Admin)

LLB, Masters in Public Administration and Masters in Industrial Psychology from University of Karachi. Joined PCL in 2015.

Mr. Abdul Wasay Qureshi (Manager OHS & E)

Master in Environmental Science and Bachelors in Chemical Technology from the University of Karachi. Joined PCL in 2010.

Lt. Col(R) Abdul Razaq (Security Manager)

MA Economics from Shah Abdul Latif University, Khairpur. Joined PCL in 2014.

Mr. Fuzail Ahmed Syed (Regional Sales Manager North)

MBA from the University of Arid Agriculture, Rawalpindi. Joined PCL in 2014.

Mr. Zeeshan Syed (Manager Production Planning and Operation Excellence)

MS in Energy Systems and BE in Mechanical Engineering from NED University. ASQ Certified Lean – Sigma professional. Joined PCL in 2012.

MANAGEMENT COMMITTEE

The mission of the Management Committee is to support the Chief Executive Officer to determine and implement the business policies within the strategy approved by the Board of Directors.

Members

Chief Executive Officer	Chairman
Finance Director	Member
Executive Director	Member
G.M. Operations	Member
G.M. HR and Admin	Member

Role of the Committee

The Committee is responsible for the following:

- Review matters / suggestions arising from Operations Committee meetings and take decisions as necessary to improve efficiencies, operations, safety, reduce costs etc.
- Discuss, define and update HR policies.
- Approve parameters for annual increments and ex-gratia.
- Approve all promotions and transfers relating to management staff.
- Assign tasks to the Operations Committee and expand (or subtract) their charter.
- Review and propose annual budget to the Board.
- Review company strategy and its implementation. Implement changes as required within the guidelines approved the Board of Directors.
- Explore new avenues for business.
- Take on any other tasks assigned to it by the Chief Executive Officer or Board Committees.
- Deal with issues arising from Internal Audit investigations.

Committee Procedures

Formal meetings will be conducted on a monthly basis or more frequently as circumstances dictate.

The Executive Director is the Secretary of the Management Committee. A record will be maintained of the minutes of the formal and informal meetings of the Management Committee. Minutes of the meeting will be circulated to all members of the Management Committee within seven days of the meeting.

In order to form a quorum at least 2 members need to be present including the Chief Executive Officer.

OPERATIONS COMMITTEE

The mission of the Operations Committee is to support the Management Committee in implementing the business policies within the strategy approved by the Board of Directors.

Members

Chief Executive Officer	Chairman
Finance Director	Vice Chairman
Executive Director	Member/Secretary
G.M Operations	Member
G.M HR and Admin	Member
Senior Manufacturing Manager	Member
Senior Manager Engineering	Member
Finance Manager	Member
Manager Materials	Member
Production Manager	Member
Manager Material Control and Process Engineering	Member
Training Program Manager	Member
Business Unit Head APB	Member
Technical Manager	Member
Security Manager	Member
Manager Production Planning and Operation Excellence	Member

Role of the Committee

The Committee is responsible for the following:

- Review in detail ways to cut costs and recommend the same to the Management Committee.
- Review in detail ways to improve efficiencies and recommend the same to the Management Committee.
- Review progress of departments towards their respective annual budgets [expenses, output, sales etc.].
- Review progress of departments towards their respective annual goals.
- Review safety measures and recommend improvements to the Management Committee.
- Review and monitor the supply chain and ensure raw material availability for all products.
- Review and monitor work in progress and finished goods and take actions for their control.
- Define and monitor Key Management Indicators for each department.
- Review staff training needs.
- Identify capital investment projects and propose the same to the Management Committee.

Committee Procedures

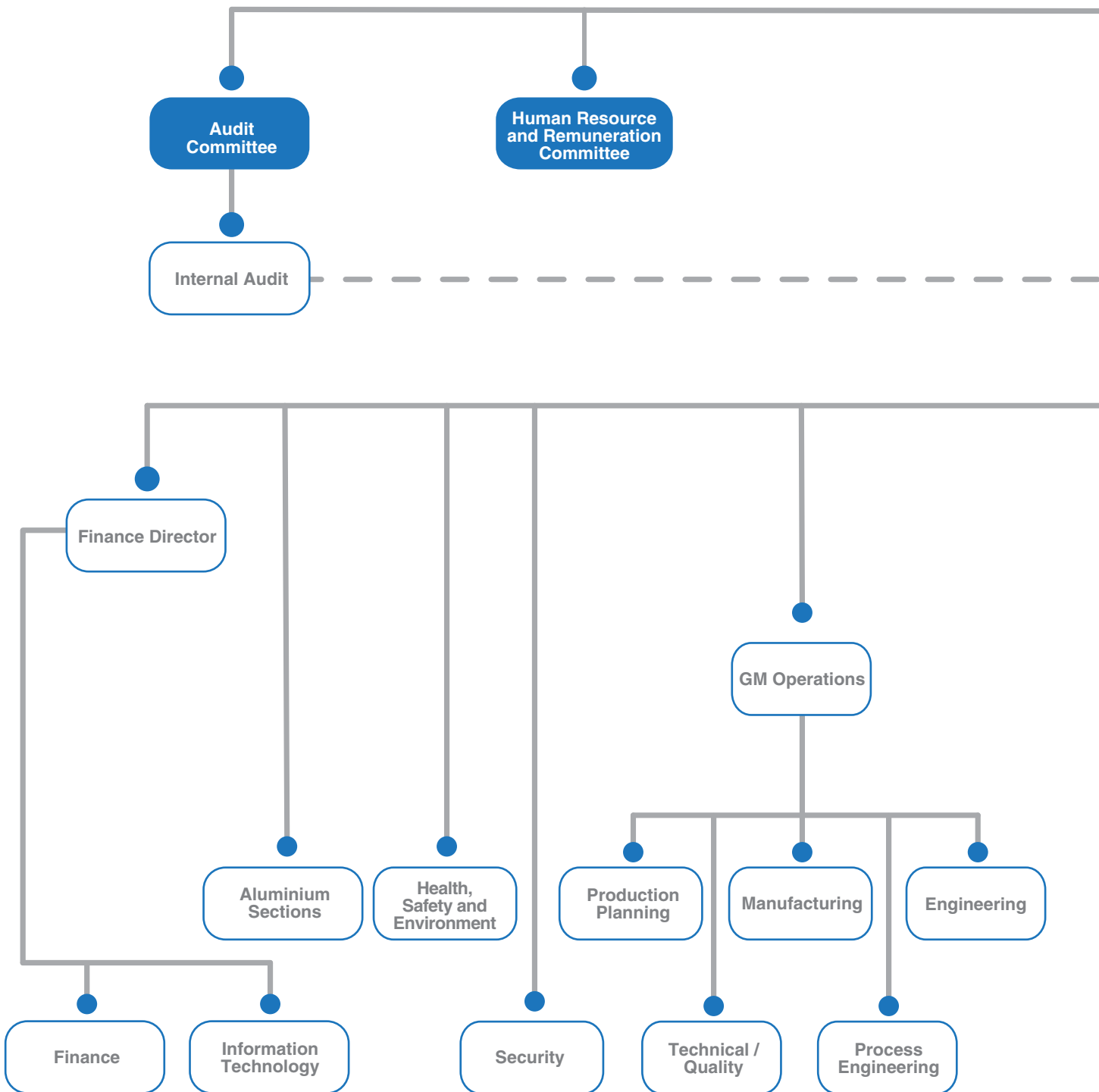
Formal meetings are to be conducted on a monthly basis or more frequently as circumstances dictate.

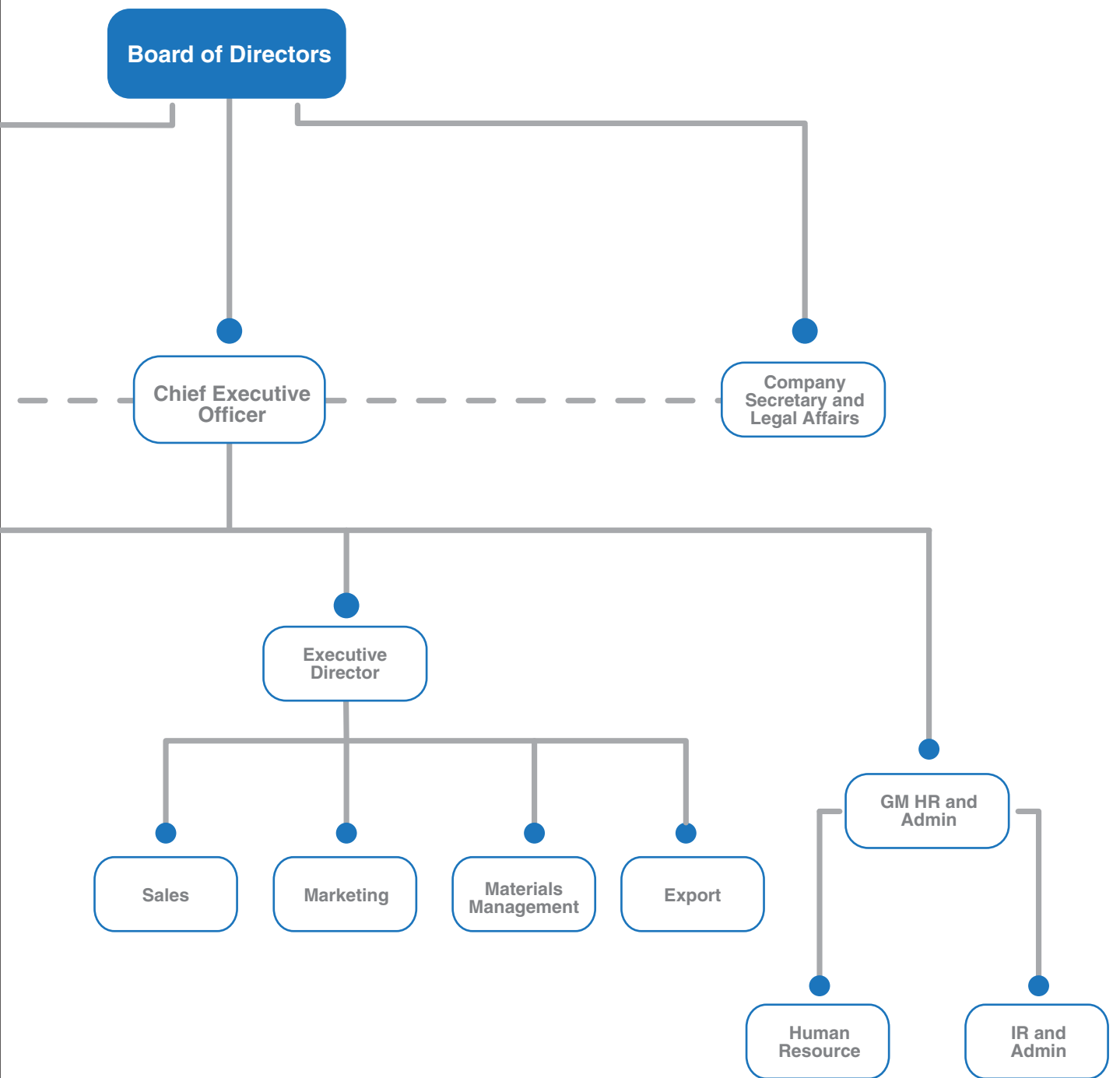
The Executive Director is the Secretary of the Operations Committee. A record will be maintained of the minutes of the Operations Committee. Minutes of the meeting will be circulated to all members of the Operations Committee within seven days of the meeting. On approval, the minutes of the meeting are sent to all members of the Management Committee.

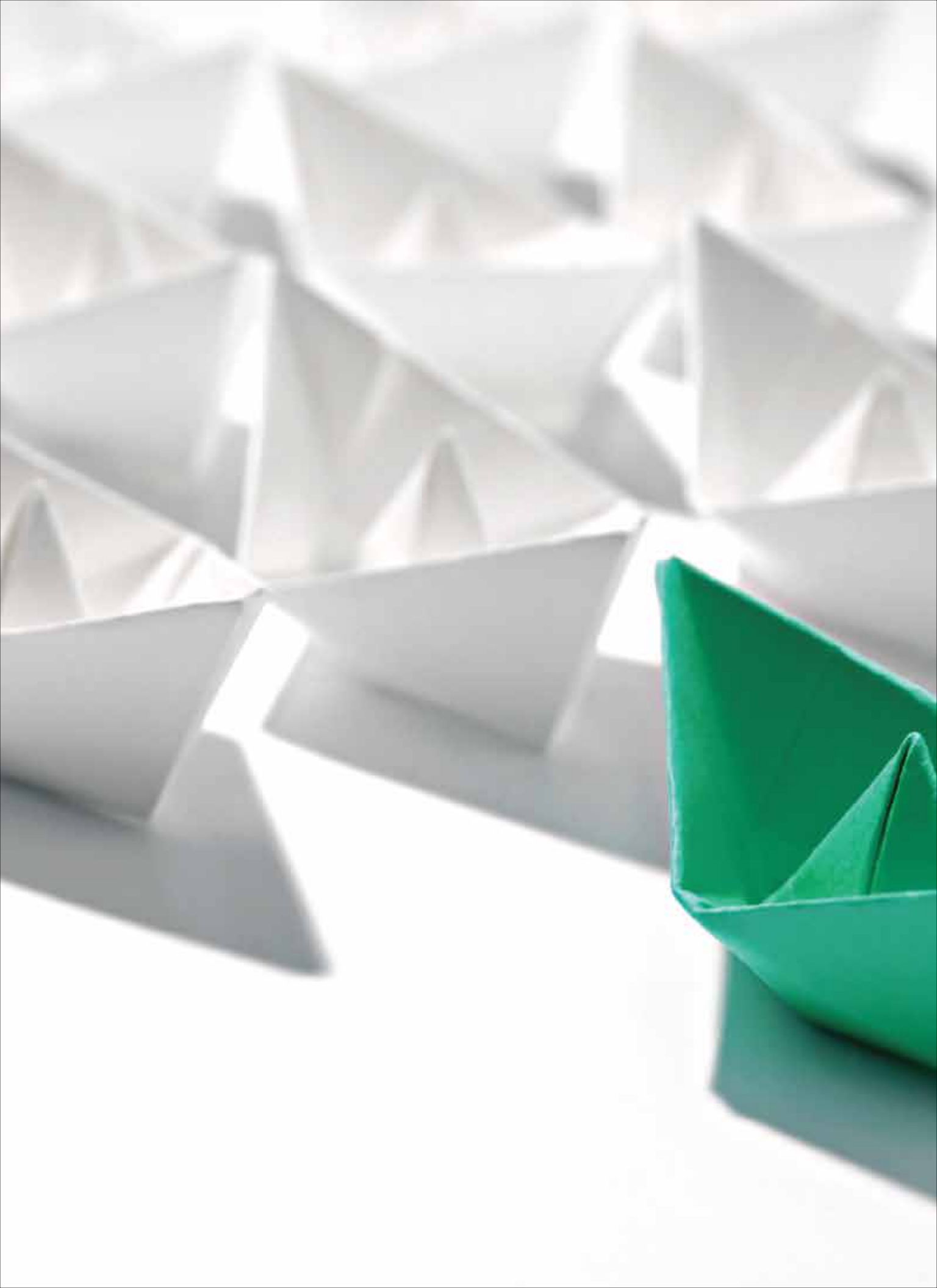
The Operations Committee may form sub committees as and when deemed necessary. The Operations Committee may invite other members as and when deemed necessary and may exempt members from meetings if their presences does not seem necessary.

In order to form a quorum for the meeting, at least four members shall be present. In the absence of the Chairman, Director Finance will chair the meeting.

ORGANIZATIONAL STRUCTURE







A green paper bag and a white paper bag are shown on a white surface. The green bag is in the foreground, and the white bag is behind it. The bags are partially open, and their shadows are cast on the surface.

Anticipating Opportunities and Challenges

Anticipating opportunities and challenges gives us the power to create a future that is meaningful, relevant and offers exciting opportunities to innovate. The breadth of our customer base allows us to gain valuable insight into a variety of customer needs and the extent of our know how and experience provides us with the ability to offer solutions to counter challenges.

DIRECTORS' REPORT

The Directors are pleased to present the 64th Annual Report along with the audited accounts of the Company for the year ended June 30, 2017.

OVERVIEW OF THE COMPANY

Pakistan Cables Limited was the pioneering company in Pakistan's cable industry when it was established in 1953. The Company is principally engaged in the manufacture of conductors, cables and wires for transmission and distribution of electricity since 1953. Due to the increased requirement of rods for manufacturing wire and cables as a result of growing customer demand, the production capacity of the plant has been regularly enhanced over recent years. In 2008, the Company set up a PVC Compounding Plant to manufacture high quality electric cable grade PVC compound, as such the Company is integrated upstream for two of its critical raw material inputs, in the form of state of the art copper rod and PVC compounding plants. The Company has also invested in a 2 MW tri-generation power plant. These plants ensure that the Company has uninterrupted power supply and availability of key raw materials at lower input costs.

In early 2017, the Company's significant equity partners since 2010, General Cable, a Fortune 500 company, sold its 24.59% shareholding in the Company to existing shareholders. This was a consequence of their global restructuring strategy wherein they divested from all of Asia, including China, Thailand and the Philippines, as well as the Middle East and Africa. The Directors would like to put on record that the Company had a very cordial relationship with General Cable and the Directors do not foresee any negative impact or effect on the Company's business as a result of this exit.

PERFORMANCE REVIEW

Development of Business

Improvement in business processes is paramount for any industry to stay competitive in today's market. The Company is continuously engaged in business process re-engineering activities to optimize its activities and benefit from the technological advances in operational, technical and engineering functions. Current initiatives are underway that will improve efficiencies, improve lead times, lower inventories and reduce wastages. The Company has a robust system in place that ensures

proper visibility and monitoring of key metrics with respect to efficiencies.

A number of initiatives are underway as part of the Operational Excellence program. This includes timely monitoring, review/analysis and corrective actions. Combined detailed review meetings are being held to promote an effective follow up, as well as to strengthen teamwork between functions. Process control measures as part of quality assurance are ensuring our quality commitments towards customers and effective planning processes are proving successful at enhancing delivery reliability, with focused projects proving to be a successful tool for continuous improvement. Constantly increasing benchmarking in all aspects of factory performance is facilitating in enhancement of excellence to higher levels.

Performance of Business

The economy of the country showed a positive growth during the year with GDP increasing to a decade high of 5.3% in 2017 supported by lower interest rates, increase FDI, reduced oil prices and low inflation. However, decline in exports, slowdown in workers' remittances which along with substantial increase in imports has led to a higher current account deficit as compared to last year. Moreover, the energy shortages and unstable political situation continue to remain a challenge for the economy.

Despite the mixed results of the economy during the year, the Company's top line has shown a satisfactory growth while the bottom line is far more encouraging with a profit after tax of Rs. 478.5 million and earnings per share of Rs. 16.81 as compared to Rs. 9.29 last year.

The Company achieved sales of Rs. 8.1 billion, which is 18% higher than last year's sales of Rs. 6.9 billion. This is the highest ever sale in the history of the Company. The growth in sales compared to last year is mainly due to higher sales volumes. Strong sales performance was witnessed in all the segments of wire and cable business.

Gross profit for the year amounted to Rs. 1,267.5 million (15.7% of sales), compared to last year's gross profit of Rs. 1,082.9 million (15.8% of sales). The higher gross profit is attributed mainly due to volume growth and operational efficiencies.

Marketing, selling and distribution expenses for the year amounted to Rs. 406.0 million and are in line with last year. Finance cost for the year are Rs. 65.6 million compared to Rs. 80.9 million in the same period of last year.

As a result of the above factors, the Company earned a profit after tax of Rs. 478.5 million compared to Rs. 264.3 million last year. Earnings per share also increased from Rs. 9.29 to Rs. 16.81 in the current year.

The net profit after tax amounted to
Other comprehensive income
Total comprehensive income
To this is added un-appropriated profit brought forward from last year
Transfer from surplus on revaluation – Own

Appropriations:

Payment of Final cash dividend at the rate of Rs. 4.50 per share (45%) for the year ended June 30, 2016
Payment of First interim cash dividend at the rate of Rs. 1.50 per share (15%) for the half year ended December 31, 2016
Payment of Second interim cash dividend at the rate of Rs. 7.00 per share (70%) for the nine months period ended March 31, 2017
Transfer to General Reserve for the year ended June 30, 2016
Leaving un-appropriated profit to be carried forward

Earning per share

Subsequent Effects

Proposed final cash dividend of Rs. 2.00 per share for the year ended June 30, 2017
Transfer to General Reserve for the year ended June 30, 2017

Dividends and Appropriations

For the current year, the Directors recommend payment of Rs. 2.00 per share (20%) as final cash dividend (2016: 45%) in addition to the first interim cash dividend of Rs. 1.50 per share (15%) and second interim cash dividend of Rs. 7.00 per share (70%) already paid (2016: NIL). The appropriation of profit will be as under:

**2016-17
Rs. '000**

478,456
22,729
501,185
252,344
10,506
764,035

128,081

42,694

199,237

124,000

270,023

764,035

Rs. 16.81

56,924

212,000

BUSINESS REVIEW

Overall the business environment has shown improvement, bringing about investment in infrastructure, greater economic activity, several new projects and growth in the residential construction market. With this backdrop, the Company has had a good financial year in terms of sales and has witnessed significant growth in all its key markets. The Company's efforts in debottlenecking several areas of constraint supported by better output and closer alignment of all functions has assisted in meeting the growing

demands of the market. At the same time, with competitive scenario within the industry also continues to become increasingly challenging thereby creating the risk of eroding margins in the future.

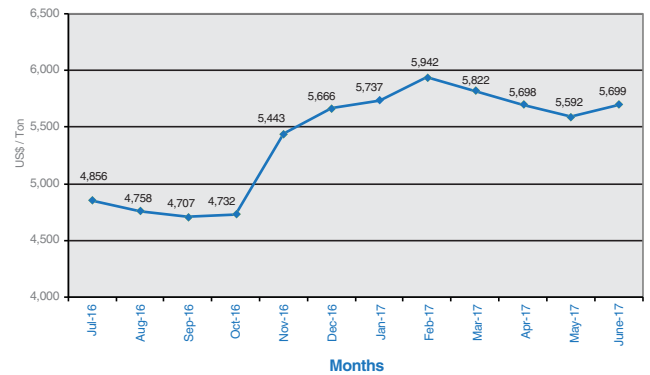
Global Copper and Aluminum Scenario

The prices of cables, copper rod and aluminium extrusions are closely linked to the global markets for Copper and Aluminium. Both base metals are traded on the London Metal Exchange (LME), the world's premier non-ferrous metals market. Trading volumes on the LME during the year 2016

fell by 7.7% attributed to difficult market conditions. The second half of 2016 saw particularly low volatility and underlying market activity, which were likely to be the main causes for lower trading volumes. The price of both these metals is therefore determined at the LME and any fluctuations in Copper or Aluminium prices have a direct effect on the pricing of our products.

After remaining stable between \$ 4,600 to \$4,800/t for over a year, copper price surged by more than 20% to \$ 5,900/t in the month of November buoyed by strong optimism over robust demand from the US and speculative buying by Chinese investors. It edged higher in the month of February as disruptions at the world's two biggest mines, in Chile and Indonesia, pushed the price above \$ 6,200/t, its highest level in almost two years. However, rising inventories and weak Chinese demand toward the year end, dissipated the early gains, and price retreated back to \$ 5,900/t at the end of June 2017. Graph of monthly average of copper prices on the LME is shown below:

**Avg. Monthly L.M.E. of Copper US\$/ ton
Jul 16 - Jun 17**

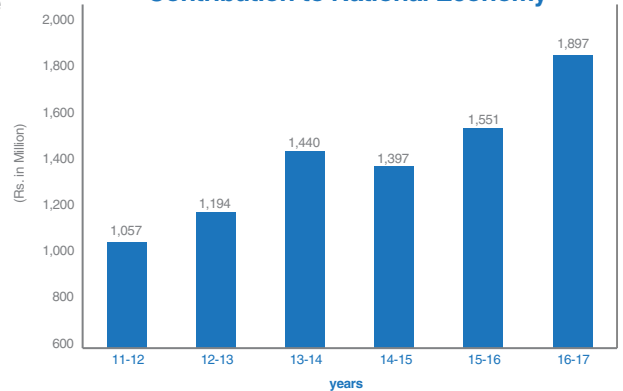


Cash Flow and Liquidity

The Company is constantly monitoring cash flow to ensure overall liquidity. During the financial year, the Company's net cash flow from operations was Rs. 110.0 million. The Company was able to manage its operating cash flows by ensuring tight credit controls, better collections and recoveries of outstanding amounts over the course of the year.

The Company continued to monitor interest and foreign exchange rates to take advantage of any potential saving opportunities.

Contribution to National Economy



Contribution to the National Economy

The Company's contribution to the National Exchequer by way of taxes, levies, sales tax, etc. amounted to Rs. 1,897 million during the year (2015-16: Rs. 1,551 million).

Material Changes

There have been no material changes since June 30, 2017 till the date of this report and the Company has not entered into commitment during this period which would have an adverse impact on the financial position of the Company.

Human Capital

The Human Resource team is actively engaged in developing, supporting, encouraging, and enabling the employees—building capacity of the Company. The Human Resource team facilitates the Company with harnessing human potential and channeling it

in the right direction; towards the achievement of the Company's goals and vision. It is responsible for identifying recruiting, training and staffing needs of respective departments and devises hiring strategies for bringing in the right people in the Company. The team further undertakes talent engagement and employee branding activities such as career fairs and on-campus recruitment drives.

The Industrial Relations team assists the management in creating an enabling work environment by ensuring that the company meets its social and legal responsibilities towards its employees, including employment condition, quality of work life and maintaining HSE standards. The department also provides professional advice/support to functional and departments on Labour Laws, Rules of Service, Union Agreements and Disciplinary Actions.

The total number of employees as on June 30, 2017 was 464. The relationship with the employees at all levels remained cordial and conducive throughout the year. The Union-Management relations continued to be friendly and industrial peace prevailed during the year under review.

Information Technology

In line with its commitment to regularly upgrade communication systems and business applications, the Company has recently upgraded its Human Resource Management System (HRMS) which is expected to enhance effective and efficient manning

as well as add value to the recruitment process. The Company is also in the process of evaluating different vendors for the procurement of Business Intelligence tools in order fully utilize ERP data and data analysis.

Excellence Awards

During the current year, the Company received the Federation of Pakistan Chamber of Commerce and Industry (FPCCI) Export Award for the year 2015-16 for non-traditional products. The award was presented by the Prime Minister of Pakistan.

Risks and Opportunities Report

Risks	Source	Mitigation Strategy
Strategic Risks		
Changing technological requirements rendering existing products obsolete	Changing specifications	Diversification of product portfolio to cater to all segments of the market.
Commercial Risks		
Increase in imports of wires and cables	Governmental policies	Lobby for change in Governmental policies to protect indigenous industry.
Volatility in prices of metals	London Metal Exchange	The Company has comprehensive risk management and procurement strategies that try to ensure that fluctuations in the prices of copper and aluminium do not expose it to losses.
Low quality cables and counterfeit products from the un-organized sector	Undocumented production and supply sector	The Company has taken several steps to counter this including engaging third parties that are actively involved in IP protection and the recent introduction of a product verification system, which allows consumers to verify the authenticity of the product via sms or the internet.

Risks and Opportunities Report

Risks	Source	Mitigation Strategy
Risk associated with inventory	Varying supply demands	Identification of the right mix and quantity of products to keep in our inventory to meet customer orders and regular monitoring.
Increase in competition	Market	Diversify product portfolio and adjust selling strategy to stay ahead of the competition. Maintenance of quality of excellence.
Operational Risks		
Breach of IT security	Hacks, natural disasters, viruses	Stringent IT controls, regular audits and monitoring of IT controls.
Energy unavailability	Nationwide energy crisis	Establishment of a captive power plant and taking advantage of the Governments enhancement of gas allocations.
Loss of key personnel	Market dynamics	Development of a comprehensive succession plan that identifies potential high achieving employees.
Financial Risks		
Foreign exchange risk	Rupee depreciation	Reduced exposure to borrowings in foreign currencies and constant monitoring of the exchange rate levels.

Sustainability

Mitigation of Industrial Effluents Impacts and Community Awareness

The Company is very conscious of its carbon footprint and its responsibility to society at large. As such it has implemented the following processes to reduce the impacts of its operations:

- Periodic cleaning of separate tanks / pits to ensure “safe n clean” discharge of effluents.
- Periodic monitoring of effluents and thus far the

results have been found within the limits set within the Sindh Environmental Quality Standards.

- “Clean n Green Environment” program of environmental awareness conducted through orientation programs and flyers.

Efforts made by the Company to Overcoming the Energy Crisis

In addition to other reported energy conservation endeavors to redress the energy crisis, the Company has developed its own captive power plant that it supplements the utility’s energy supply with, in order to reduce the pressure on the energy sector.

Energy Conservation

The Company recognizes the importance of efficient use of limited energy resources and has worked towards the following endeavors to conserve energy:

- “Importance of Earth Hour” awareness seminars for employees
- Pictorial instructions displayed on methods of energy conservation in day to day life.
- Company-wide mandate to turn off monitors, lights, fans and air conditioners at lunch and prayer time.
- Replacement of tube lights and bulbs with LEDs / energy savers.
- Designing new structures in a manner that utilizes natural lighting as much as possible.

Moreover, the Company’s captive power plant is equipped with waste heat recovery and vapor absorption chillers, and is able to more efficiently utilize gas and electricity, thus ensuring energy conservation.

Environmental Protection Measures

The Company prides itself on manufacturing products that are “Environmentally Friendly”. The Company is in the business of producing the highest quality wire and cables in Pakistan as per international standards. Due to high quality copper used in the manufacture of our cables, our cables result in the conservation of electricity due to lower line losses. Similarly, Alum-EX, as an alternative to wood windows and doors, helps in reducing de-forestation. Moreover, the Company encourages customers to return its wooden cable drums as recycling wooden cable drums reduces de-forestation. Several measures have been taken to control pollution and to maintain a clean, green and healthy environment which includes prevention of process gas emission into the atmosphere, recycling of waste heat and continuous efforts to improve greenery and maintain a clean environment in and around the factory through horticulture, better housekeeping, etc.

Additionally, the Company strives for environmental protection through the adoption of the following:

- Compliance with all environmental legal obligations as well as meeting the international standard of ISO 14001 (Environmental Management System).
- Periodic monitoring of effluents, stack emissions, noise and ambient air quality.
- Ensuring that the test results of all waste emission, effluents are within the Sindh Environmental Quality Standards limit.
- Establishment of secondary containment solutions for handling liquid chemical / oils and lubricants.
- Ensuring proper waste collection and disposal methods, for example any anodizing waste is neutralized as per NEQ standards prior to discharge.

CSR Policy Overview

The Company views corporate social responsibility as a business approach that allows contributing towards sustainable development through uplifting economic, social and environmental benefits for the community. Being a good corporate citizen is part of the Company’s core values and is defined in the Company’s mission statement.

The Management of the Company and those charged with governance are well aware of their responsibility of being a corporate citizen and are very much committed in this regard. The Company is committed to ensure that good practices are maintained in Health, Safety and Environment within its own operations. In addition, supporting causes that focus on social upliftment remain a focus area for the Company through which it supports various communities in Pakistan.

Our areas of interests in this connection include but are not limited to environment protection, education, health and social development of the society.

CSR Activities

During 2016-2017, the Company’s social spend stood at 1.8% of its profit after tax approximately. Key initiatives supported by the Company were distinctive and relevant to the business.

• Solar Lamp Donation

The Company has collaborated with HELP Balochistan, a Quetta based NGO, to support their first-ever initiative to provide solar lamps to miners' community based in a remote area of Lorali, Balochistan. The project was mobilized in April 2017 by HELP that resulted in successful distribution of solar lamps, imported from USA to the local community and benefiting 3,000 households.

• Reel On Hai: A Public Outreach Initiative of Karachi Biennale

The Company has partnered with the Karachi Biennale since August 2016, as part of which the Company has agreed to donate 100 cable reels that will be transformed into pieces of art to be installed in different public spaces of Karachi. As main activity partner, the Company has supported the initiative, 'Reel on Hai', by not just providing cable drums but contributing towards and running awareness campaigns for the cause that calls for beautifying the city landscape and shares important social messages for the community.

Reel On Hai has attracted tremendous interest and participation from local and international artists keen to contribute to the project. Prominent artists such as Feica, Akbar Zia, Maurizio Boscheri, Giuseppe Percivati, Tabinda Chinoy to name a few. 'Peace and Harmony', 'Air of Change', 'Hope', 'Tribute to Edhi', 'Heroines not Victims' are few of the themes illustrated by the artists and giving a strong social message through their paintings on the cable reels.



From Left to Right: Mr. Hasan Irfaan, Mr. Fahd Kamal Chinoy, Mr. Kamal A. Chinoy and Mr. Zarrar Khan at a Reel On Hai Event, Custom House, Karachi.

The project is currently ongoing and scheduled to conclude in October 2017. For more updates, please follow Reel On Hai on Facebook and Instagram:

 /ReelOnHai/

 /ReelOnHai_official/

Community Investment and Welfare Schemes

The Company continually supports various academic institutions including schools, colleges and universities by sponsoring initiatives that help promote extracurricular activities among the youth and recognize talent, contributing towards grooming the future generation of business leaders and professionals in Pakistan.

Consumer Protection Measures

The Company takes great pride in the excellent quality of its product excellence and in order to protect its consumers from counterfeit products, the Company has launched a 'Product Verification Facility' during 2016-2017. Fast and easy to use, consumers can now scratch and SMS the secret code printed on the its product pack to 8006 for instant verification. Furthermore, a 'Helpline' has also been set up to address consumers' queries. Dealers, electricians, consumers have all lauded the initiative.

The roll out of these facilities reemphasize the Company's position on being committed to fostering ethical practices in the market and never compromising on offering premium quality to its valued customers.

National Cause Donations

The Company has been an enthusiastic partner and supportive entity towards meaningful causes of national significance that include education, health, women's upliftment to name a few. During 2016-17, the Company donated to various welfare trusts and NGOs which include:

- Aga Khan Education Services
- Aga Khan Health Services
- Ahmed G. H. Jaffer Foundation
- Amir Sultan Chinoy Foundation
- Al- Mehran Tibbi Imdad
- Bait-ul-Sukoon Cancer Hospital
- Health Education Livelihood Promoters
- SAARC Women Association
- The Kidney Centre

Equal Opportunity

Equal treatment for all employee and maintenance of discrimination free environment is one of the main features of the Company's objectives. The Company recognizes the role of people with diverse and multicultural backgrounds and beliefs systems.

Employment of Special Needs Persons

The Company considers it a social and moral responsibility to accommodate people with special needs and ensure that their needs are not a barrier to their employment. Currently there is one special needs person employed with the Company.

Occupational Health and Safety

Protecting the health and safety of our people and ensuring a healthy working environment is of great importance to the Company; as such the Company is committed to working towards designing a workplace that minimizes work related risks and occupational health and safety. The Company has a comprehensive Health, Safety and Environment (HSE) management system and an HSE policy. Every employee's obligation to comply with HSE requirements is ensured through a robust training program and self-audits, internal audits and periodic management reviews. HSE internal and external sequential audits of all departments are conducted to evaluate compliance. The respective procedures are periodically updated to ensure accident free work place by encouraging instant reporting of all even near miss incidents followed by rigorous investigations to incorporate avoidance of future recurrences.

The HSE endeavors targeted at occupational health and safety include:

- Machine guarding;
- Mandatory use of PPEs on the factory floor;
- Awareness seminars on adverse effects of eating and spitting of "Pan n Gutka";
- Lock Out and Tag out program initiated to prevent from electrical incidents;
- Provision of portable fire hydrant trolleys;

- Conducting monthly health and hygiene surveys;
- General medical health checkups of all employees conducted by the Company's doctor;
- Pulmonary Function Test conducted for individuals working in anodizing area;
- Vaccination program were conducted for food handlers;

In-line with management's objective, the Company is certified for OHSAS 18001:2007 (Occupational Health and Safety Management System). The Company was also amongst a handful of companies in Pakistan to receive the prestigious award from the National Forum for Environment and Health's at 7th, 8th, 10th and 12th Annual Environment Excellence Awards.

Governance

Office of the Chairman of the Board and the Chief Executive Officer

The office of the Chairman of the Board and the Chief Executive Officer of the Company are held separately, with a clear division of roles and responsibilities.

Role of the Chairman of the Board

The principal role of the Chairman of the Board is to manage and to provide leadership to the Board of Directors of the Company. The Chairman is accountable to the Board and acts as a direct liaison between the Board and the management of the Company, through the Chief Executive Officer. The Chairman acts as the communicator for Board decisions where appropriate.

Role of the Chief Executive Officer

The Chief Executive Officer ("CEO") is responsible for leading the development and execution of the Company's long-term strategy with a view to creating shareholder value. The CEO's leadership role also entails being ultimately responsible for all day-to-day management decisions and for implementing the Company's objectives. The CEO acts as a direct liaison between the Board and Management of the Company and communicates to the Board on behalf of Management.

Role and Responsibilities of the Board of Directors

The members of the Board are fully aware of their responsibilities collectively as well as on an individual basis.

The Board actively participates in all major decisions of the Company including approval of capital expenditure budgets, investments, issuance of equity and debt capital, related party transactions and appointments of key managerial personnel.

The Board monitors the Company's operations and the adequacy of its internal financial controls by approving its financial statements, reviewing internal and external audit observations, if any, and recommendation of dividends.

The Board has devised formal policies for conducting business and ensures their monitoring through an independent Internal Audit Department which

continually monitors adherence to Company policies.

Directors Remuneration

There are formal and transparent procedures for fixing the remuneration of Directors and no Director is involved in determining his/her own remuneration. Remuneration levels are kept at a reasonable level in order to attract and retain directors, however at all time care is taken that such level is not comprising independence.

Meetings of the Board of Directors

The Board of Directors meets at least every four times per annum in accordance with regulatory requirements. Board Meetings are also called to discuss and decide on important and/or urgent matters if so required.

The Board of Directors met 7 times during the fiscal year 2016-2017, with the attendance of such meetings as follows:

Directors	Attendance
Mr. Mustapha A. Chinoy	7/7
Mr. Haroun Rashid	6/7
Mr. Naveed Kamran Baloch (appointed on May 22, 2017)	2/2
Mr. Roderick Macdonald	7/7
Ms. Sadia Khan	5/7
Mr. Saquib H. Shirazi	4/7
Mr. Kamal A. Chinoy	7/7
Mr. Fahd Kamal Chinoy (elected as of May 5, 2017)	3/3
Mr. Muhammad Ashfaq Alam	3/7
Syed Naseem Ahmad (term completed on May 4, 2017)	4/4
Mr. Shoaib Mir (term completed on May 4, 2017)	0/3
Mr. Muhammad Izqar Khan (resigned on May 22, 2017)	1/1
Ms. Nargis Ghaloo (resigned on September 21, 2016)	1/1

Changes to the Board

Casual Vacancies

Two casual vacancies opened up on the Board of Directors during the year, one with the resignation of Ms. Nargis Ghaloo, which was filled in within 15

days by the appointment of Mr. Shoaib Mir, the second casual vacancy opened up with the resignation of Mr. Muhammad Izqar Khan which was filled in simultaneously on the same day by the appointment of Mr. Naveed Kamran Baloch.

Election

The term of the Board of Directors expired on May 4, 2017 and an Extraordinary General Meeting was held on April 27, 2017 to elect Directors for a new term of 3 years, commencing from May 5, 2017. Syed Naseem Ahmad and Mr. Shoaib Mir retired from the Board of Directors and Mr. Fahd Kamal Chinoy and Mr. Muhammad Izqar Khan were the new Directors elected in their stead. The remaining Directors were re-elected for a new term.

The Company wishes to place on record the valuable contribution made by the outgoing Directors during the period they were on the Board. The Company also takes pleasure in welcoming the new Directors and looks forward to their valuable contribution.

Director Orientation

New members of the Board are taken through an induction process to familiarize them with the Company and its strategic objectives, facets of the

business, critical performance indicators, financial position, key policies and role and responsibilities of the Board.

Director Training Program

The following three Directors have completed their Director Training Programs offered by local institutions that meet the criteria specified by the Securities and Exchange Commission of Pakistan:

- Mr. Naveed Kamran Baloch
- Ms. Sadia Khan
- Mr. Kamal A. Chinoy

Out of the remaining six Directors, three Directors, owing to their education and directorship experience, are exempt from the requirement of undertaking the Director Training Program. The remaining three Directors have undertaken to be certified prior to the expiration of the requisite deadline.

Ms. Sadia Khan has also undertaken the International Directors Program offered by INSEAD.

Trading in shares of the Company by Directors/Executives, their spouses and minor children

Name	Transferor/Transferee	Office held/relationship	Number of shares	Nature of transaction
Mrs. Saadia S. Rashid	Transferee	Spouse of Director	3,499,999	Purchase

Board Meetings held outside of Pakistan

No meetings of the Board of Directors were held outside of the territory of the Islamic Republic of Pakistan.

Evaluations

CEO

In accordance with legal requirements, the appointment of the CEO is approved by the Board of Directors and the tenure of such appointment is for 3 years.

The performance of the CEO is reviewed annually in the context of his role and responsibilities. The CEO's achievements for the year 2016-2017 are evidenced by the growth in revenue and profitability of the Company.

Board

A comprehensive mechanism is in place for undertaking an annual evaluation of the performance of the Board of Directors in accordance with the Code of Corporate Governance.

The mechanism evaluates the performance of the Board on the following parameters:

- Composition and scope
- Functions and responsibility
- Monitoring
- Transparency

Documentation necessary for conducting the evaluation are duly circulated to all Board members and are required to be submitted with the Company Secretary. The results are consolidated and presented to the Board to discuss any improvements measures proposed.

Related Party Transactions

Details of all related party transactions are placed before the Board Audit Committee, and upon recommendation of the Board Audit Committee, the same are placed before the Board of Directors for review and approval in accordance with the requirements of the Code of Corporate Governance.

Whistle Blowing Policy

The Company ensures accountability and integrity in conduct by devising a transparent and effective whistleblowing mechanism for alerts against deviations from policies, controls, applicable regulations or violation from the code of ethics.

This policy is applicable to all individuals associated with the Company and provisions for disclosures thereunder in confidence, without fear of repercussions.

Communication

The Company is committed to diligent and accurate communication with its shareholders and the annual, half yearly and quarterly reports are distributed within the requisite time frame. The activities of the Company are also regularly updated on its website: www.pakistancables.com, which contains an Investor Relations section.

Stakeholder Management

Stakeholders	Value to the Company	Management of Engagement
Institutional Investors	Provision of capital which allows fulfillment of objectives and vision.	We acknowledge the invaluable support of our investors and retain it by providing a steady return on their investment.
Customers and Suppliers	Our Suppliers are the support system that allow us to operate efficiently. Our customers loyalty is what enables us to realize our vision and goals.	We operate in a manner that supports our customers and suppliers in return by provision of flexible/favorable terms and conditions of dealings as well as ensuring timely payments.
Banks and other lenders	Allows future planning, debt management in an efficient low-cost manner that facilitates our operational efficiencies.	Prioritizing payment schedules and provision of accurate and transparent information with respect to our dealings facilitates us in keeping good terms with the banks and lenders.
Media	Enables us to keep our customers and other stakeholders updated and aware of our products, schemes and other key information.	Multiple communication methods are used, based on the needs of the situation, to give out information and update our stakeholders.
Regulator	Maintains a level playing field and helps us be as transparent as possible.	We are responsible corporate citizens and pride ourselves on operating strictly within the legal and regulatory framework.
Analysts	Provides an objective assessment, allowing us to get accurate and impartial information.	We ensure that experts in the field are utilized for analytical information provisions with the highest caliber of skillset. We further ensure that information provision is as transparent as possible subject to restrictions of insider trading/confidentiality requirements.

Auditors

KPMG Taseer Hadi & Co. have completed their annual audit of the Company for the year ended June 30, 2017 and have issued an unqualified report.

They retire and being eligible, have offered themselves for re-appointment for the year ending June 30, 2018. The Board of Directors, on the recommendation of the Board Audit Committee, have recommended their re-appointment for the year ending June 30, 2018.

Statement under the Code of Corporate Governance

In compliance with the Corporate and Financial Reporting Framework of the Code of Corporate Governance we are pleased to state that:

- a. The financial statements, prepared by the Management of the Company, present its state of affairs fairly, the result of its operations, cash flows and the changes in equity.
- b. Proper books of accounts have been maintained by the Company.
- c. Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgments.
- d. International Financial Reporting Standards, as applicable within the Islamic Republic of Pakistan, have been followed in preparation of financial statements.
- e. The system of internal control is sound in design and has been effectively implemented and monitored.
- f. There are no significant doubts upon the Company's ability to continue as a going concern.

The key operating and financial data of the last six years is given on page 83, while the pattern of shareholding is provided on page 152.

Future Prospects

The Company has a cautiously optimistic outlook with respect to the coming year, based on positive trends on the economic front. If there is political stability, the market for wire and cable is expected to continue to grow in volume terms based on domestic demand through development of the country's electrical infrastructure, enhancement in energy capacity, growth in the housing and construction segment and expansion in several industry segments. However, should there be ongoing uncertainty with respect to the political scenario, there is a genuine possibility of a slowdown, which could have an impact on your Company's markets.

In recent times, there has been a growth in the import of cables, primarily due to various exemptions on duties and

sales tax for imports of wire and cables provided to certain CPEC and special projects. The same exemptions are not available if our customers procure the product from local manufacturers of wire and cable. Should this trend continue, the Company's sales may come under pressure. As such, several efforts in recent times have been underway through the All Pakistan Cables and Conductors Manufacturers Association, as the benefits available to imported cables are not available to local manufacturers of wire and cable. This has resulted in an imbalanced playing field, which is an issue that impacts the entire domestic industry. Various efforts are being made at several levels within the Government to provide the local industry with a chance to compete with imports via a level playing field.

In this context, the Company's strategy is to remain proactive with respect to approaching the Government on issues impacting the local industry. The Company intends to continue its efforts in marketing its products, focus on enhanced output and support this with an aggressive sales program. In addition, the Company expects to benefit from some recent capacity enhancements in certain value streams.

Acknowledgement

The Directors would like to place on record their sincere appreciation for the hard work and dedication shown by the management and the employees of the Company throughout the year. On behalf of the Board of Directors and employees of the Company, we express our gratitude and appreciation to all our valued customers, distributors, stockists, dealers and bankers for the trust and confidence reposed in the Company and look forward to their continued support and participation in sustaining the growth of the Company in the coming years.

On behalf of the Board of Directors

MUSTAPHA A. CHINOY

Chairman

KAMAL A. CHINOY

Chief Executive Officer

KARACHI: August 11, 2017

آڈیٹرز

موجودہ دور میں کیبلز کی درآمد میں اضافہ ہوا ہے جو بنیادی طور پر CPEC اور خاص منصوبوں کو فراہم کردہ وائر اور کیبلز کی درآمد کے لئے ڈیوٹی اور سیلز ٹیکس کی چھوٹ کی وجہ سے ہے۔ اگر ہمارے گاہک وائر اور کیبل کے مقامی صنعت کاروں سے مصنوعات حاصل کریں تو اس طرح کی چھوٹ دستیاب نہیں۔ اگر یہ رجحان جاری رہے تو کمپنی کی فروخت دباؤ میں آجائے گی۔ اس لئے حالیہ وقت میں آل پاکستان کیبلز اور کنڈکٹرز مینوفیکچررز ایسوسی ایشن کے ذریعے متعدد کوششیں جاری ہیں کیونکہ درآمدی کیبلز کو دستیاب فوائد مقامی وائر اینڈ کیبل مینوفیکچررز کو دستیاب نہیں۔ اس کے نتیجے میں ایک غیر متوازن میدان بن گیا ہے۔ جو کہ ایک مسئلہ ہے جو تمام مقامی انڈسٹری پر اثر انداز ہو رہا ہے۔ گورنمنٹ کی متعدد سطح پر بہت سی کوششیں کی گئی ہیں تاکہ مقامی انڈسٹری کا درآمدی اشیا سے ہموار میدان بنا کر مقابلہ کیا جاسکے۔

اس تناظر میں مقامی انڈسٹری پر اثر انداز ہونے والے عوامل پر حکومت کے ساتھ رابطہ استوار کرنے کی کمپنی کی حکمت عملی ہمیشہ فعال رہی ہے۔ کمپنی مستحکم سیلز پروگرام کے ذریعے اپنی مصنوعات کی مارکیٹنگ، بڑھتی ہوئی پیداوار پر توجہ اور حمایت پر اپنی کوششیں جاری رکھے ہوئے ہے۔ مزید یہ کہ کمپنی کئی مراحل میں صلاحیت میں حالیہ اضافے کے فائدے حاصل کرنے میں پرامید ہے۔

اعتراف

سال کے دوران کمپنی کے ملازمین اور اس کی انتظامیہ کی جانب سے سخت محنت اور جذبہ کے اظہار پر ڈائریکٹرز اپنی مخلصانہ قدر دانی کو ریکارڈ پر رکھنا چاہتی ہے۔ بورڈ آف ڈائریکٹرز اور کمپنی کے ملازمین کی جانب سے ہم اپنے تمام معزز کسٹمرز، ڈسٹری بیوٹرز، اسٹاکسٹس، ڈیلرز اور بینکرز کی جانب سے ظاہر کئے گئے بھروسہ اور اعتماد پر شکر گزار ہیں۔ اور آئندہ سالوں میں کمپنی کی نمو کو برقرار رکھنے میں ان کی مسلسل مدد اور شراکت کے خواہاں ہیں۔

بورڈ آف ڈائریکٹرز کی جانب سے

اسلم

کمال اے چنائے

چیف ایگزیکٹو آفیسر

اسلم

مصطفیٰ اے چنائے

چیرمین

کراچی: 11 اگست، 2017ء

KPMG تا شری بادی اینڈ کو نے 30 جون 2017ء کو اختتام پذیر سال کے لئے کمپنی کا سالانہ آڈٹ مکمل کیا ہے اور شفاف رپورٹ جاری کی ہے۔ انہوں نے ریٹائر اور قابل ہونے پر اپنے آپ کو 30 جون 2018ء کو اختتام پذیر سال کے لئے اپنی دوبارہ تقرری کے لئے پیش کیا ہے۔ بورڈ آف ڈائریکٹرز نے بورڈ آڈٹ کمیٹی کی سفارش پر 30 جون 2018ء کو اختتام پذیر سال کے لئے ان کی دوبارہ تقرری کی سفارش کی ہے۔

ضابطہ کار پورٹ گورننس کے تحت بیان

ضابطہ کار پورٹ گورننس کے کارپوریٹ اور مالیاتی رپورٹنگ فریم ورک کی تکمیل پر ہم بخوشی یہ بیان دیتے ہیں کہ:

a. کمپنی کی انتظامیہ کی جانب سے مرتب کردہ مالیاتی اسٹیٹمنٹس اپنے معاملات کی حیثیت، ان کے آپریشنز کے نتیجے، کیش فلو اور نصفت میں تبدیلیوں کو ظاہر کرتی ہیں۔

b. کمپنی کی جانب سے اکاؤنٹس کی معقول کتابیں مرتب کی گئی ہیں۔

c. مالیاتی اسٹیٹمنٹس اور اکاؤنٹنگ تخمینوں کی تیاری میں مناسب اکاؤنٹنگ پالیسیاں مسلسل لاگو کی جاتی ہیں جو معقول اور قابل تخمینوں کی بنیاد پر ہیں۔

d. مالیاتی اسٹیٹمنٹس کی تیاری میں بین الاقوامی مالیاتی رپورٹنگ کی معیارات جو اسلامی جمہوریہ پاکستان میں لاگو ہیں پر عمل کیا جاتا ہے۔

e. اندرونی کنٹرول کا سسٹم ڈیزائن میں بہترین ہے اور اس کا اطلاق موثر طریقے سے کیا جاتا ہے اور اس کی نگرانی کی جاتی ہے۔

f. کمپنی کے کام جاری رکھنے کی صلاحیت میں کوئی خیز شک موجود نہیں۔

گذشتہ چھ سال کے آپرینٹنگ اور مالیاتی اعداد و شمار صفحہ ۸۳ پر دیئے گئے ہیں جب کہ حصص داری کا طریقہ کار صفحہ ۱۵۲ پر فراہم کیا گیا ہے۔

مستقبل کے نقطہ نظر کا بیان

کمپنی نے آئندہ سال کے لئے محتاط انداز میں امید ظاہر کی ہے۔ جس کی بنیاد معاشی محاذ پر مثبت رجحانات پر ہے۔ اگر سیاسی استحکام ہو تو وائر اور کیبل کی مارکیٹ کو توقع ہے کہ حجم اور ملک کے الیکٹریکل بنیادی ڈھانچے، توانائی کی صلاحیت میں اضافہ، ہاؤسنگ اور تعمیراتی شعبہ میں بڑھوتری اور متعدد صنعتی شعبوں میں وسعت کی ترقی کے ذریعے گھر بلو طلب کی بنیاد پر تنوع کو جاری رکھے گی۔ تاہم اگر سیاسی منظر نامے میں غیر یقینی صورت حال ہو تو رفتار میں کمی کا قوی امکان ہے جو آپ کی کمپنی کی مارکیٹ پر اثر انداز ہو سکتی ہے۔

متعلقہ پارٹی ٹرانزیکشنز

متعلقہ پارٹی ٹرانزیکشنز کی تفصیلات بورڈ آڈٹ کمیٹی کے سامنے پیش کی جاتی ہیں اور بورڈ آڈٹ کمیٹی کی سفارش پر انہیں کارپوریٹ گورننس کے ضابطہ کی ضروریات کے عین مطابق منظوری اور جائزے کے لئے بورڈ آف ڈائریکٹرز کے سامنے رکھا جاتا ہے۔

متعلقہ الرٹ جاری کرتی ہے۔

یہ پالیسی کمپنی سے منسلک تمام افراد پر لاگو ہوتی ہے اور اس کے تحت پر اعتمادی اور نتائج سے ڈرے بغیر انکشافات کے لئے قواعد موجود ہیں۔

رابطہ

کمپنی اپنے حصص داران کے ساتھ خوش دل اور صحیح رابطہ قائم کرنے میں پر عزم ہے۔ اور سالانہ، سہ ماہی اور ششماہی رپورٹ مقرر وقت کے دوران تقسیم کی جاتی ہیں۔ کمپنی کی سرگرمیاں اس کی ویب سائٹ www.pakistancables.com پر مسلسل اپ ڈیٹ کی جاتی ہیں۔ جس میں انویسٹر ریلیشن سیکشن موجود ہے۔

وہسل بلونگ پالیسی

کمپنی شفاف اور متاثر کن وہسل بلونگ میکنزم کو مدنظر رکھتے ہوئے اپنے افعال میں احتساب اور دیانت داری کو یقینی بناتی ہے جو ان کی پالیسی، کٹرولز، لاگو ضوابط سے انحراف یا ضابطہ اخلاق کی خلاف ورزی سے

سٹیک ہولڈرز کی نسبت

سٹیک ہولڈرز	کمپنی کے لئے قدر	نسبت کا انتظام
ادارتی سرمایہ دار	سرمایہ کی فراہمی جو مقاصد اور بصیرت کو حاصل کرنے کی اجازت دیتی ہے۔	ہم اپنے سرمایہ داروں کی گراں قدر حمایت کا اعتراف کرتے ہیں اور ان کی سرمایہ کاری پر مستحکم ادائیگی کر کے انہیں اپنے پاس رکھنا چاہتے ہیں۔
گاہک اور سپلائرز	ہمارے سپلائرز سپورٹ سسٹم ہیں جو مہارت سے کام کرنے میں ہماری معاونت کرتے ہیں۔ ہمارے گاہک کی وفاداری ہمیں ہماری بصیرت اور منازل کو سمجھنے کے قابل بناتی ہے۔	ہم اس لحاظ سے کام کرتے ہیں جو ہمارے گاہکوں اور سپلائرز کو بدلہ میں ڈیلنگ میں لچک دار اور موافق شرائط و ضوابط پر فوائد پہنچاتے ہیں اور بروقت ادائیگی کو یقینی بناتے ہیں۔
بنک اور دیگر قرض خواہان	مستقبل کی منصوبہ بندی، قرض کا انتظام متاثر کن اور کم لاگت کے طریقہ کار کی اجازت دیتے ہیں۔ جس سے ہماری آپریشنل قابلیت سہولت حاصل کرتی ہے۔	ہماری معلومات کے پیش نظر ادائیگی کے شیڈول اور درست اور شفاف معلومات سے فائدہ کو ترجیح دیتے ہوئے بنکوں اور قرض خواہان سے اچھے تعلقات بنانے میں مدد ملتی ہے۔
میڈیا	ہمارے گاہکوں اور دیگر اسٹیک ہولڈرز کو اپ ڈیٹ اور ہماری مصنوعات، اسکیموں اور دیگر بنیادی معلومات سے آگاہ رہنے کے قابل بناتا ہے۔	اکثریتی رابطہ کے طریقہ کار استعمال ہوتے ہیں جو حالات کی ضروریات کی بنیاد پر ہوتے ہیں تاکہ سٹیک ہولڈرز کو معلومات سے اپ ڈیٹ رکھا جاسکے۔
ریگولیٹرز	سطحی پلیٹنگ فیلڈ کو برقرار رکھتی ہے اور ہمیں ہر ممکن طور پر شفاف رہنے میں مدد دیتی ہے۔	ہم ذمہ دار کارپوریٹ شہری ہیں اور قانونی اور ریگولیٹری فریم ورک کے اندر رہ کر ہر فرسٹ کلاس کرتے ہیں۔
تجزیہ نگار	مقاصد کا جائزہ فراہم کرتے ہیں اور ہمیں درست اور غیر جانب دار معلومات حاصل کرنے کی اجازت دیتے ہیں۔	ہم یقینی بناتے ہیں کہ شعبہ میں ماہرین تجزیاتی معلومات کے لئے استعمال ہوتے ہیں جو کہ اعلیٰ سطحی مہارت کے حامل ہیں۔ ہم مزید یقینی بناتے ہیں کہ معلومات کی فراہمی جتنی شفاف ہو سکے کریں جو کہ اندرونی افراد کی تجارت / راز دار نہ ضروریات کے عین مطابق ہو۔

انتخاب

اشارے، مالیاتی حالت، بنیادی پالیسیوں اور بورڈ کے کردار اور ذمہ داریوں سے واقف ہو سکیں۔

4 مئی 2017ء کو بورڈ آف ڈائریکٹرز کی مدت ختم ہوئی اور ایک غیر معمولی عام اجلاس 27 اپریل 2017ء کو تین سال کی نئی مدت کے لئے ڈائریکٹرز کے انتخاب کے لئے طلب کیا گیا جو 5 مئی 2017ء سے شروع ہوئی۔ سید نسیم احمد اور جناب شعیب میر بورڈ آف ڈائریکٹرز سے ریٹائر ہوئے اور جناب فہد کمال چنائے اور جناب محمد ازکار خان ان کی جگہ ڈائریکٹر منتخب ہوئے۔ بقیہ ڈائریکٹرز کو نئی مدت کے لئے دوبارہ منتخب کیا گیا۔

ڈائریکٹرز ٹریننگ پروگرام

حسب ذیل تین ڈائریکٹرز نے مقامی اداروں کی جانب سے پیش کردہ اپنا ڈائریکٹرز ٹریننگ پروگرام مکمل کیا جو سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی جانب سے مرتب کردہ معیار کو پورا کرتا ہے۔

• جناب نوید کامران بلوچ

• محترمہ سعدیہ خان

• جناب کمال اے چنائے

بقیہ 6 ڈائریکٹرز میں سے تین ڈائریکٹرز کو اپنی تعلیمی اور قائدانہ تجربہ کی بنیاد پر انہیں ڈائریکٹرز ٹریننگ پروگرام سے چھوٹ دی گئی ہے۔ بقیہ تین ڈائریکٹرز نے ضروری مقررہ حد کے اختتام سے پیشتر اپنی تصدیق کا عہد کیا ہے۔

محترمہ سعدیہ خان نے INSEAD کی جانب سے پیش کردہ بین الاقوامی ڈائریکٹرز پروگرام بھی حاصل کیا ہے۔

کمپنی جانے والے معزز ڈائریکٹرز کی بورڈ میں رہنے کی مدت کے دوران گراں قدر خدمات کو ریکارڈ پر رکھنا چاہتی ہے۔ کمپنی نئے ڈائریکٹرز کو خوش آمدید کہتی ہے اور ان کے اعانت کی قدر کرتی ہے۔

ڈائریکٹرز کا تبادلہ

بورڈ کے نئے اراکین کے لئے تقرری تربیت کا عمل واضح ہے تاکہ وہ کمپنی اور اس کے مقاصد کی حکمت عملی، کاروباری امور، کارکردگی کے نازک

ڈائریکٹرز/ ایگزیکٹوز، ان کے اہلیان اور کم سن بچوں کی جانب سے کمپنی کے حصص میں تجارت

نام	منتقل کرنے والا/ حاصل کرنے والا	عہدہ/ تعلق	حصص کی تعداد	ٹرانزیکشن کی نوعیت
محترمہ سعدیہ ایس راشد	حاصل کرنے والا	ڈائریکٹر کی اہلیہ	3,499,999	خرید

بورڈ

کارپوریٹ گورننس ضابطہ کے تحت بورڈ آف ڈائریکٹرز کی کارکردگی کے سالانہ جائزہ کے لئے ایک جامع میکنزم بنایا گیا ہے۔ میکنزم مندرجہ ذیل پیرامیٹرز پر بورڈ کی کارکردگی کا جائزہ لیتا ہے:

- ساخت اور دائرہ کار
- افعال اور ذمہ داری
- نگرانی
- شفافیت

جائزہ کو مرتب کرنے کے لئے ضروری دستاویزات تمام بورڈ اراکین کو باضابطہ بھیجی جاتی ہیں۔ اور انہیں کمپنی کے سیکریٹری کو جمع کرانا ضروری ہے۔ نتائج کو پرکھا جاتا ہے اور بورڈ کو پیش کیا جاتا ہے تاکہ مجوزہ اقدامات میں بہتری کے لئے بحث کی جائے۔

پاکستان سے باہر بورڈ اجلاس کا انعقاد

اسلامی جمہوریہ پاکستان کے علاقہ سے باہر بورڈ آف ڈائریکٹرز کا کوئی اجلاس منعقد نہیں ہوا۔

جائزہ

CEO

قانونی ضروریات کے مطابق CEO کی تقرری بورڈ آف ڈائریکٹرز منظور کرتا ہے اور اس تقرری کا دورانیہ 3 سال پر محیط ہے۔

CEO کی کارکردگی کا جائزہ اس کے کردار اور ذمہ داریوں کی بنیاد پر سالانہ کی بنیاد پر لیا جاتا ہے۔ سال 2016-17ء کے لئے CEO کی کامیابیاں آمدنی اور کمپنی کے منافع میں نمو سے صاف ظاہر ہیں۔

معاوضہ کی شرح مناسب سطح پر رکھی گئی ہے تاکہ ڈائریکٹر کو متوجہ رکھا جا سکے۔ تاہم یہ بات زیر غور لائی جاتی ہے کہ ایسا درجہ کسی بھی ڈائریکٹر کو آزادی فراہم نہیں کرتا۔

بورڈ آف ڈائریکٹرز کے اجلاس

ریگولیشنری ضروریات کے مطابق بورڈ آف ڈائریکٹرز کا سال میں کم از کم چار مرتبہ اجلاس بلایا جاتا ہے۔ اہم اور فوری معاملات پر فیصلہ اور بحث کے لئے بورڈ کے اجلاس بلائے جاسکتے ہیں۔

مالی سال 2016-17 کے دوران بورڈ آف ڈائریکٹرز کے 17 اجلاس منعقد ہوئے ان اجلاس میں حاضری مندرجہ ذیل رہی:

بورڈ کمپنی کے آپریشنز اور اپنے مالیاتی اسٹیٹمنٹس کی منظوری دے کر، اندرونی اور بیرونی آڈٹ کی تجاویز کا جائزہ لے کر، اگر کوئی ہے، اور منافع منقسمہ کی سفارش کر کے اس کے اندرونی مالیاتی کنٹرول کی موزونیت کی نگرانی کرتا ہے۔

بورڈ نے کاروباری امور کو سرانجام دینے کے لئے موزوں پالیسیاں اپنائی ہیں۔ اور آزاد انٹرنل آڈٹ ڈیپارٹمنٹ کے ذریعے ان کی نگرانی کو یقینی بناتا ہے جو متواتر کمپنی کی پالیسیوں پر عمل درآمد کی نگرانی کرتا ہے۔

ڈائریکٹروں کا معاوضہ

ڈائریکٹرز کے معاوضہ کے تعین کے لئے موزوں اور شفاف طریقہ کار موجود ہے۔ اور کوئی ڈائریکٹر اپنے معاوضہ کا تعین نہیں کر سکتا/سکتی۔

ڈائریکٹر کا نام	حاضری
جناب مصطفیٰ اے چٹائے	7/7
جناب ہارون رشید	6/7
جناب نوید کامران بلوچ (22 مئی 2017 کو تفری ہوئی)	2/2
جناب راؤ رک مکھوئلڈ	7/7
محترمہ سعدیہ خان	5/7
جناب فاقب ایچ شیرازی	4/7
جناب کمال اے چٹائے	7/7
جناب فہر کمال چٹائے (5 مئی 2017 کو منتخب ہوئے)	3/3
جناب محمد شفاق عالم	3/7
سید نبی احمد (4 مئی 2017 کو مدت مکمل ہوئی)	4/4
محمد اذکار خان (22 مئی 2017 کو مستعفی ہوئے)	1/1
جناب شعیب میر (4 مئی 2017 کو مدت مکمل ہوئی)	0/3
محترمہ زنگس غلو جس پر پندرہ دن کے اندر جناب شعیب میر کی تعیناتی	1/1

بورڈ میں تبدیلیاں

عام نشستیں

سے یہ نشست مکمل ہوئی اور دوسری عام نشست جناب محمد اذکار خان کے استعفیٰ سے خالی ہوئی جو اسی دن جناب نوید کامران بلوچ کی تقرری سے مکمل ہوئی۔

سال کے دوران بورڈ آف ڈائریکٹرز کے لئے دو عام نشستیں خالی ہوئیں۔ ایک محترمہ زنگس غلو جس پر پندرہ دن کے اندر جناب شعیب میر کی تعیناتی

مساوی مواقع

- اینڈازنگ علاقوں میں کام کرنے والے افراد کے لئے پھلپھڑوں کے افعال کا ٹیسٹ
- خوراک کی ترسیل والے ملازمین کی ڈیکسینیشن پروگرام کا انعقاد

تمام ملازمین کے ساتھ مساوی سلوک اور غیر امتیازی ماحول کی برقراری کمپنی کے مقاصد کی اہم خصوصیات میں سے ایک ہے۔ کمپنی متنوع، کثیر ثقافتی پس منظر اور ایمان دار لوگوں کے کردار کو قدر کی نگاہ سے دیکھتی ہے۔

خصوصی ضروریات کے طلب گاروں کے لئے ملازمت

انتظامیہ کے مقاصد کے تحت کمپنی OHSAS 18001:2007 (پیشہ ورانہ صحت اور حفاظت مینجمنٹ سسٹم) سے منظور شدہ ہے۔ کمپنی پاکستان کی ان کارآمد کمپنیوں میں سے ہے جس نے قومی فورم پر ماحول اور صحت کے لئے ساتویں، آٹھویں، دسویں اور بارہویں سالانہ ماحولیاتی فوقیتی ایوارڈز میں قابل قدر ایوارڈ حاصل کئے ہیں۔

کمپنی اس سماجی اور اخلاقی ذمہ داری کو مد نظر رکھتی ہے کہ لوگوں کی خصوصی ضروریات کو پہچانا جائے اور یہ یقینی بنایا جائے کہ ان کی ضروریات ان کی ملازمت میں رکاوٹ نہ بنیں۔ آج کل کمپنی میں ایک خاص ضرورت کا طلب گار شخص ملازم ہے۔

نظم و نسق

بورڈ کے چیئرمین اور چیف ایگزیکٹو آفیسر کا عہدہ

کمپنی کے بورڈ کے چیئرمین اور چیف ایگزیکٹو آفیسر علیحدہ علیحدہ عہدہ رکھتے ہیں جس میں ان کے کردار اور ذمہ داریوں کو واضح طور پر تقسیم کیا گیا ہے۔

بورڈ کے چیئرمین کا کردار

بورڈ کے چیئرمین کا بنیادی فعل کمپنی کے بورڈ آف ڈائریکٹرز کا انتظام سنبھالنا اور اس کو قیادت فراہم کرنا ہے۔ چیئرمین بورڈ کو جواب دہ ہے اور چیف ایگزیکٹو آفیسر کے ذریعے بورڈ اور کمپنی کی انتظامیہ کے درمیان براہ راست معاون کے طور پر کام کرتا ہے۔ چیئرمین جہاں مناسب ہو بورڈ کے فیصلوں کے لئے پیغام رسانی کا کام کرتا ہے۔

چیف ایگزیکٹو آفیسر کا کردار

چیف ایگزیکٹو آفیسر (CEO) کمپنی کے طویل مدتی لائحہ عمل کے نفاذ اور بہتری کے لئے رہنمائی فراہم کرنے کا ذمہ دار ہے۔ تاکہ حصص داران کی قدر قائم رہے۔ CEO کا قائدانہ کردار انتظامیہ کے روزمرہ کے فیصلوں کے لئے ذمہ دار ہے اور کمپنی کے مقاصد کے نفاذ کا بھی ذمہ دار ہے۔ CEO کمپنی کے بورڈ اور انتظامیہ کے مابین براہ راست معاون کے طور پر کام کرتا ہے اور انتظامیہ کی جانب سے بورڈ سے رابطہ استوار کرتا ہے۔

بورڈ آف ڈائریکٹرز کا کردار اور ذمہ داریاں

بورڈ کے اراکین اجتماعی اور انفرادی طور پر اپنی ذمہ داریوں سے مکمل طور پر آگاہ ہیں۔

کمپنی کے اکثریتی فیصلوں میں بورڈ پیش پیش ہے جن میں سرمایہ داری، اخراجات کا بجٹ، سرمایہ داری، حصص کا اجرا اور قرضہ کا حصول، متعلقہ پارٹی کی ٹرانزیکشن اور بنیادی انتظامی ملازمین کی بھرتی شامل ہیں۔

پیشہ ورانہ صحت اور حفاظت

اپنے لوگوں کی صحت اور حفاظت کو مد نظر رکھا جاتا ہے اور یہ یقینی بنایا جاتا ہے کہ کام کا صحت مند ماحول کمپنی کے لئے خاص اہمیت کا حامل ہے۔ اس لئے کمپنی کام کا ایسا ماحول ترتیب دینے میں مگن ہے جس سے کام سے متعلقہ خطرات کم ہوں اور پیشہ ورانہ صحت اور حفاظت برقرار رہے۔ کمپنی کا ایک جامع صحت، حفاظت اور ماحول (HSE) کا مینجمنٹ سسٹم اور ایک HSE پالیسی ہے۔ ایک مستحکم ترتیبی پروگرام اور سیلف آڈٹ، اندرونی آڈٹ اور متواتر مینجمنٹ تجزیوں کے ذریعے ہر ملازم کی جانب سے HSE کی ضروریات پر عمل کرنا یقینی بنایا جاتا ہے۔ تمام شعبوں کے HSE اندرونی اور بیرونی مسلسل آڈٹ کئے جاتے ہیں تاکہ تعمیل کو جانچا جاسکے۔ متعلقہ طریقہ کار کی متواتر تجدید کی جاتی ہے تاکہ تمام بلکہ چھوٹے چھوٹے واقعات کی فوری رپورٹنگ کی حوصلہ افزائی کے بعد مستقبل میں ایسے واقعات سے بچنے کے لئے کئی تفتیش کی حوصلہ افزائی کر کے حادثہ سے آزاد کام کی جگہ کو یقینی بنایا جاسکے۔

HSE پیشہ ورانہ صحت اور حفاظت پر اپنی توجہ مبذول کئے ہوئے ہے جس میں مندرجہ ذیل شامل ہیں:

- مشین کی حفاظت
- فیکٹری کے فرش پر PPE کا لازمی استعمال
- پان اور گرنڈ کو تھوکنے اور کھانے کے برے اثرات پر آگاہی سیمینار
- بجلی کے واقعات سے بچنے کے لئے لاک آؤٹ اور ٹیگ آؤٹ پروگرام
- قابل حرکت آگ سے بچاؤ کی ٹرالیوں کے فوائد
- حفظان صحت کے ماہانہ سروے کا انعقاد
- کمپنی کے ڈاکٹر کی جانب سے تمام ملازمین کے لئے عمومی میڈیکل چیک اپ کا انعقاد

سال 2016-17ء کے دوران کمپنی کا سماجی خرچ ٹیکس کے بعد منافع کا تقریباً 1.8 فی صد رہا۔ کمپنی کی جانب سے بنیادی اقدامات دور رس تھے اور کاروبار سے متعلقہ تھے۔

• سٹمش لیپ کا عطیہ

کمپنی نے HELP بلوچستان، کونٹہ کی ایک NGO کے ساتھ تعاون کر کے لورالائی، بلوچستان کے دور دراز علاقوں میں کان کنوں کی کمیونٹی کو سٹمش لیپ فراہم کر کے ان کے سب سے پہلے اقدام میں مدد کی۔ یہ منصوبہ اپریل 2017ء کو HELP کی جانب سے شروع ہوا جس کے نتیجے میں امریکہ سے درآمد کئے گئے سٹمش لیپ مقامی آبادی کو کامیابی سے تقسیم کئے گئے جس سے 3000 گھروں کو فائدہ ہوا۔

• ریل آن ہے: Karachi Biennale کا ایک مقامی رسائی کا اقدام

کمپنی نے اگست 2016ء سے Karachi Biennale کے ساتھ تعاون جاری رکھا ہے جس کے نتیجے میں کمپنی نے 100 کیبل ریل عطیہ کرنے پر رضامندی ظاہر کی ہے۔ جو کہ کراچی کے مختلف عوامی مقامات پر فن کے نمونہ کے طور پر تبدیل کر کے نصب کی جائیں گی۔ ایک بنیادی حصہ دار ہوتے ہوئے، کمپنی نے ریل آن ہے اقدام کی حمایت کی ہے جس میں نہ صرف کیبل ڈرم فراہم کئے گئے بلکہ اس مقصد کے لئے آگاہی مہم میں بھی اپنا حصہ ڈالا ہے۔ جس کا مقصد شہر کے مناظر کو خوب صورت بنانا اور کمیونٹی کو اہم سماجی پیغام پہنچانا ہے۔

ریل آن ہے نے مقامی اور بین الاقوامی فن کاروں کی بھرپور دلچسپی حاصل کی ہے جو اس منصوبہ میں اپنا حصہ ڈالنا چاہتے ہیں۔ معروف فن کار جیسا کہ فیثا، اکبر ضیا، ماریضو بوشیری، گیوسیپ پرسیوائی، تابندہ چنائے چندراہم نام ہیں۔ ”امن اور سکون“، ”تبدیلی کی فضا“، ”امید“، ”ایدھی کو خراج تحسین“، ”ہیر و ن ظلم کا شکار نہیں“ چند نظر یے ہیں جنہیں فن کاروں نے ظاہر کیا ہے۔ اور کیبل ریلز پر اپنی پینٹنگ کے ذریعے مضبوط سماجی پیغام دیا ہے۔



پراجیکٹ اس وقت جاری ہے اور اکتوبر 2017ء تک مکمل ہونے کا امکان ہے۔ مزید معلومات کے لئے فیس بک اور انسٹاگرام پر Reel On Hai کو فالو کریں۔

کمیونٹی سرمایہ داری اور فلاح کی اسکیمیں

اقدامات پر تعاون کرتے ہوئے کمپنی متعدد تعلیمی اداروں جیسا کہ اسکول، کالج اور یونیورسٹیوں کی مسلسل مدد کر رہی ہے جس کی مدد سے نوجوانوں میں غیر نصابی سرگرمیوں اور ٹیلنٹ کو پہچانا گیا ہے اور پاکستان میں کاروباری رہنماؤں اور پیشہ وروں کی مستقبل کی نسل کو تیار کرنے میں اپنا حصہ ڈال رہی ہے۔

صارف کی حفاظت کے اقدامات

کمپنی اپنی مصنوعات کی بہتری کے لئے بہترین معیار کو برقرار رکھنے میں فخر محسوس کرتی ہے۔ اور اپنے صارفین کو جعلی مصنوعات بنانے والوں سے محفوظ رکھنے کے لئے کمپنی نے سال 2016-17ء میں مصنوعات کی تصدیق کی سہولت شروع کی ہے۔ تیز اور آسانی سے استعمال ہونے والی، صارفین اب مصنوعات کے ڈبہ پر پرنٹ کیا گیا خفیہ کوڈ سکرینچ کر کے اور 8006 پر SMS کر کے فوری تصدیق کر سکتے ہیں۔ مزید یہ کہ صارفین کے سوالات کو سننے کے لئے ایک ہیلپ لائن بھی بنائی گئی ہے۔ ڈیلرز، الیکٹریشن، صارفین تمام نے اس اقدام کو سراہا ہے۔

ان سہولیات کی بدولت کمپنی کی حالت مزید بہتر ہوئی جو منڈی میں اخلاقی اقدامات کے لئے پر عزم ہے۔ اپنے معزز صارفین کو بہترین کوالٹی فراہم کرنے میں کسی بھی قسم کا سمجھوتہ کرنے سے قاصر ہیں۔

قومی نوعیت کے عطیہ جات

کمپنی ایک پرجوش حصہ دار اور قومی اہمیت کے با معنی اسباب کی جانب ایک مددگار ادارہ ہے۔ ان میں تعلیم، صحت، عورتوں کی بہبود شامل ہیں۔ سال 2016-17ء کے دوران کمپنی نے متعدد فلاحی اداروں اور NGO کو عطیہ فراہم کئے ہیں، جن میں مندرجہ ذیل شامل ہیں:

- آغا خان تعلیمی خدمات
- آغا خان صحت کی خدمات
- احمد جی ایچ جعفر فاؤنڈیشن
- امیر سلطان چنائے فاؤنڈیشن
- المہراب طبی امداد
- بیت السکون کینسر ہسپتال
- ہیلتھ ایجوکیشن معاشی پروموٹرز
- سارک ایسوسی ایشن برائے خواتین
- دی کڈنی سینٹر

کمپنی کی جانب سے توانائی کے بحران پر قابو پانے کے لئے کوششیں

توانائی کے بحران کو حل کرنے کے لئے دیگر رپورٹ کئے گئے توانائی کو محفوظ کرنے والے اقدامات کے ساتھ ساتھ کمپنی نے اپنا مفید پاور پلانٹ تیار کیا ہے تاکہ یہ استعمال کے لئے توانائی کی رسد پہنچا سکے تاکہ توانائی کے شعبہ پر دباؤ کو کم کیا جاسکے۔

ضائع شدہ حرارت کی ری سائیکلنگ اور سبزہ کو بہتر بنانے، ہارٹیکلچر اور بہتر ہاؤس کیپنگ وغیرہ کے ذریعے فیکٹری کے ارد گرد صاف ماحول کو برقرار رکھنے کی مسلسل کوششیں شامل ہیں۔ مزید یہ کہ کمپنی مندرجہ ذیل اقدامات کو اپنا کر ماحولیاتی تحفظ کے لئے کوشاں ہے:

- تمام ماحولیاتی قانونی فرائض کے ساتھ ساتھ ISO-14001 کے بین الاقوامی اسٹینڈرڈ کی تعمیل (ماحولیاتی انتظام کا سسٹم)
- فاضل مادوں، سٹیک اخراج، شور اور اطرائی ہوا کے معیار کی متواتر نگرانی۔
- یہ یقینی بنانا کہ تمام فاضل مادوں کا اخراج سندھ ماحولیاتی کوالٹی اسٹینڈرڈ کے حدود کے اندر ہے
- مائع کیمیکل/تیل اور لبریکیشن کو قابو میں رکھنے کے لئے ثانوی کنٹینمنٹ حل کا قیام
- یہ یقینی بنانا کہ باقاعدہ فاضل مادوں کا اکٹھا کرنا اور ضائع کرنے کا طریقہ مثال کے طور پر اخراج سے پیشتر NEQ معیارات کے مطابق اینوڈائزنگ فاضل کے مادے بے اثر کر دیئے گئے ہیں۔

توانائی کی حفاظت

کمپنی توانائی کے محدود ذرائع کو بہتر طریقے سے استعمال کی اہمیت کو جانتی ہے اور توانائی کو محفوظ کرنے کے لئے مندرجہ ذیل اقدامات پر کام کیا گیا ہے:

- ملازمین کے لئے ”ارتھ ہاور کی اہمیت“ پر آگاہی سیمینار کا انعقاد
- روزمرہ کی زندگی میں توانائی کی حفاظت کے طریقوں پر تصویری ہدایات کا اظہار
- دوپہر کے کھانے اور نماز کے وقت پر کمپنی کی سطح پر مانیٹرز، روشنیوں، پنکھوں اور ایئر کنڈیشنرز کو بند کرنے کا طریقہ کار
- ٹیوب لائٹ اور بلب کی جگہ LEDs / انرجی سیور کا استعمال
- اس طرح سے نیا ڈھانچہ ڈیزائن کیا جائے کہ دن کی روشنی کو زیادہ سے زیادہ استعمال کیا جاسکے

مزید یہ کہ کمپنی کا مفید پاور پلانٹ ضائع ہیٹ کے حصول اور بھاپ کو جذب کرنے والے چلرز سے لیس ہے۔ اور گیس اور بجلی کو بہتر طریقے سے استعمال کرنے کے قابل ہے اس طرح سے بجلی کو محفوظ کرنا یقینی بن جاتا ہے۔

CSR پالیسی کا جائزہ

کمپنی کارپوریٹ سماجی ذمہ داری کو کاروباری نقطہ نظر سے دیکھتی ہے۔ جو کمیونٹی کے لئے معیشت کی بہتری، سماجی اور ماحولیاتی فوائد کے ذریعے قابل بھروسہ ترقی کی جانب اپنا حصہ ڈالتی ہے۔ ایک اچھے معاون شہری ہونے کی حیثیت سے یہ کمپنی کی بنیادی اقدار کا حصہ ہیں اور انہیں کمپنی کی مشن اسٹیٹمنٹ میں بیان کیا گیا ہے۔

ماحولیاتی تحفظ کے لئے اقدامات

کمپنی ایسی مصنوعات تیار کرنے میں فخر محسوس کرتی ہے جو ”ماحول دوست“ ہیں۔ کمپنی پاکستان میں بین الاقوامی معیار کے عین مطابق بہترین معیار کی وائر اور کیبلز بنانے کے کاروبار میں مصروف عمل ہے۔ ہماری کیبلز کی تیاری میں اعلیٰ معیار کے کاپر کے استعمال کی وجہ سے ہماری کیبلز لائن لاسز کو کم کر کے نتیجتاً توانائی کو محفوظ رکھتی ہے۔ اسی طرح سے ایلمکس لکڑی کی کھڑکیوں اور دروازوں کے متبادل کے طور پر استعمال کرتے ہوئے جنگلات کے کٹاؤ میں کمی میں مددگار ثابت ہوتی ہے۔ مزید کمپنی گاہکوں کی حوصلہ افزائی کرتی ہے کہ وہ لکڑی کی کیبلز کے ڈرمز کو ری سائیکلنگ کے لئے واپس کر دیں تاکہ کیبلز کے لکڑی کے ڈرمز جنگلات کے کٹاؤ میں کمی کا باعث بن سکے۔ آلودگی کو کنٹرول کرنے اور صاف، سبز اور صحت افزا ماحول برقرار رکھنے کے لئے متعدد اقدامات کئے گئے ہیں جس میں استعمال کی گئی گیس کے فضا میں اخراج کی روک تھام،

کمپنی کی انتظامیہ اور جن کا تعلق گورننس سے ہے کارپوریٹ شہری بننے کے لئے اپنی ذمہ داری سے بخوبی آگاہ ہیں اور اس لحاظ سے وہ بہت زیادہ پر عزم ہیں۔ کمپنی اس بات کو یقینی بنانے کے لئے پر عزم ہے کہ اپنے افعال کے دوران صحت، حفاظت اور ماحول کے لئے بہترین اقدامات کو برقرار رکھا جائے۔ مزید یہ کہ مددگار وجوہات جیسا کہ سماجی بہتری پر توجہ کمپنی کا بنیادی شعبہ ہے جس کے ذریعے کمپنی پاکستان میں متعدد کمیونٹیز کی مدد کر رہی ہے۔

اس تناظر میں ہماری دلچسپی کے امور میں ماحولیاتی حفاظت، تعلیم، صحت اور معاشرے کی سماجی ترقی شامل ہیں لیکن یہ یہاں تک محدود نہیں۔

گھٹیا معیار کی کیبلز اور غیر منظم شعبہ کی جانب سے جعلی مصنوعات	غیر دستاویزی پیداوار اور رسائی کا شعبہ	کمپنی نے اس سے نبرد آزما ہونے کے لئے متعدد اقدامات اٹھائے ہیں جس میں تیسرے فریق کے ساتھ رابطہ شامل ہے جو IP کے تحفظ اور مصنوعات کی تصدیق کے نظام کے حالیہ تعارف میں عملی طور پر شامل ہیں جو کہ صارفین کو مصنوعات کی تصدیق sms یا انٹرنیٹ کے ذریعے کرنے میں مدد دیتا ہے۔
مقابلہ میں اضافہ	منڈی	مصنوعات کی تفصیل میں تبدیلی اور فروخت کرنے کی حکمت عملی میں تبدیلی تاکہ مقابلہ میں سرفہرست رہا جاسکے۔ بہترین معیار کو برقرار رکھنا۔
آپریٹنگ خطرات		
IT سیکورٹی سے انحراف	ہیک، قدرتی آفات، وائرس	IT کنٹرول کا سخت پہرہ، باقاعدہ آڈٹ اور IT کنٹرول کی نگرانی
توانائی کی عدم دستیابی	قومی توانائی بحران	پاور پلانٹ کا قیام اور حکومت کی جانب سے گیس کی بڑھتی ہوئی رسائی سے فائدہ اٹھانا
اہم ملازمین کا نقصان	منڈی کی حرکات	جامع جانشینی کا منصوبہ تیار کرنا جس سے بہترین کارکردگی دکھانے والے ملازمین کی صلاحیت کا اندازہ ہو۔
مالیاتی خطرات		
غیر ملکی زرمبادلہ کا خطرہ	روپے کی قدر میں کمی	غیر ملکی کرنسی میں ادھار لینے کی شرح کو کم کرنا اور ایکسیجنگ کی شرح کی مسلسل نگرانی کرنا

پائیداری

- الگ ٹینک/گڑھوں کی متواتر صفائی تاکہ فاضل مادوں کے اخراج میں ”صفائی و ستھرائی“ کو یقینی بنایا جاسکے۔
- فاضل مادوں کی متواتر نگرانی تاکہ نتائج کو اپنی حدود میں رکھا جاسکے جو کہ سندھ ماحولیاتی کوالٹی سٹینڈرڈ کے عین مطابق ہوں۔
- ماحولیاتی آگاہی کا ”صاف اور سبز ماحول“ پروگرام و اعلیٰ پروفیکٹیو پروگرامز اور اشتہاروں کے ذریعے منعقد کیا گیا۔

صنعتی اخراج میں کمی اور سماجی آگاہی

کمپنی اپنے کاربن کے اخراج کے متعلق اور معاشرے کے لئے اپنی ذمہ داری کے معاملہ میں بہت زیادہ حساس ہے۔ اس لئے کمپنی نے اپنے آپریٹنگز کے اثرات کو کم کرنے کے لئے مندرجہ ذیل طریقہ کار لاگو کئے ہیں:

انفارمیشن ٹیکنالوجی

کمیونٹی کیشن سسٹم اور کاروباری ایپلیکیشنز کی لگاتار ترویج کے عزم کو ساتھ لیتے ہوئے کمپنی نے حال ہی میں انسانی وسائل کے مینجمنٹ سسٹم (HRMS) کی تجدید کی ہے جس سے متاثر کن اور تسلی بخش عملہ کی بہتری متوقع ہے جس میں بھرتی کا عمل بھی شامل ہے۔ کمپنی کاروباری ذہانت کے آلوں کے حصول کے لئے مختلف کاروباری حلقوں کے تجزیہ کو بھی بروئے کار لانے کی خواہاں ہے تاکہ ERP ڈیٹا اور اعداد و شمار کے جائزہ کو مکمل طور پر استعمال کیا جاسکے۔

امتیازی ایوارڈز

رواں سال کے دوران کمپنی نے غیر روایتی مصنوعات کی مد میں سال 2015-16ء کے لئے پاکستان کے وفاقی چیمبر آف کامرس اینڈ انڈسٹری کی طرف سے کواکسیپورٹ ایوارڈ حاصل کیا ہے۔ یہ ایوارڈ وزیراعظم پاکستان نے پیش کیا تھا۔

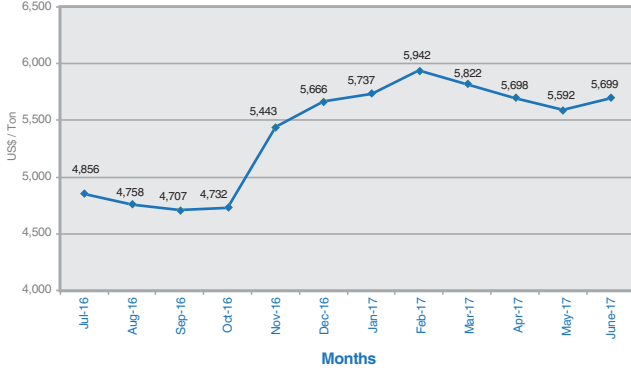
اور کمپنی میں صحیح لوگوں کو لانے کے لئے بھرتی کا لائحہ عمل تیار کرتی ہے۔ یہ ٹیم فطری استعداد کی مزید قابلیت پر یقین رکھتی ہے اور ملازمین کی بہترین شناخت کی سرگرمیوں میں شامل ہوتی ہے مثلاً ملازمت کے میلے۔

یہ انتظامیہ کی صنعتی تعلقات میں معاونت کرتی ہے تاکہ یہ یقینی بنا کر ایک قابل بھروسہ ماحول پیدا کیا جائے تاکہ کمپنی اپنے ملازمین کے لئے قانونی اور سماجی ذمہ داریوں کو پورا کر سکے۔ اس میں ملازمت کی نوعیت، کام کے دوران معیار زندگی اور HSE معیار کو برقرار رکھنا شامل ہے۔ یہ شعبہ پیشہ ورانہ مشاورت/کام کے لئے حمایت اور مزدوروں کے قوانین کے شعبے، خدمات کے اصول، انجمن کے معاہدے اور تادیبی کارروائیاں فراہم کرتی ہے۔

30 جون 2017ء تک ملازمین کی کل تعداد 464 ہے۔ سال کے دوران تمام سطحوں پر ملازمین کے ساتھ تعلق سنہری اور ایصال رہا ہے۔ انجمن کی تنظیم کے تعلقات دوستانہ رہے ہیں اور زیر جائزہ سال کے دوران صنعتی سکون رہا ہے۔

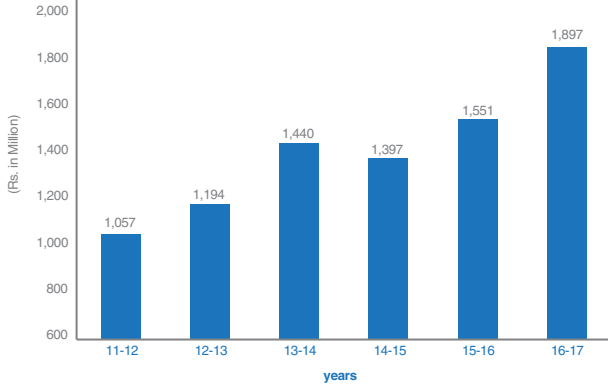
خطرات	ذریعہ	تخفیف کا لائحہ عمل
اسٹریٹجک خطرات		
ٹیکنالوجی کی ضروریات کو تبدیل کر کے موجودہ مصنوعات کو ترک کرنا	تفصیلات کو تبدیل کرنا	مصنوعات کی تفصیل کو تبدیل کر کے منڈی کے تمام درجوں کے ساتھ نبرد آزما ہونا۔
تجارتی خطرات		
کیبلز اور اورائز کی درآمدات میں اضافہ	حکومتی پالیسیاں	ملکی صنعت کی حفاظت کے لئے حکومتی پالیسیوں میں تبدیلی کے لئے اکٹھا ہونا۔
دھاتوں کی قیمتوں میں اتار چڑھاؤ	لندن میٹل ایکسچینج	کمپنی کا ایک جامع خطرات سے نبرد آزما ہونے کا پروگرام اور خرید کا لائحہ عمل موجود ہے جو یہ یقینی بنانے کی کوشش کرتا ہے کہ کاپر اور ایلومینیم کی قیمتوں میں اتار چڑھاؤ نقصان کی صورت نہ بن جائے۔
تجارتی سامان سے متعلقہ خطرات	طلب رسد میں تغیر	اپنی فہرست میں درست مکتبہ کی شناخت اور مصنوعات کی تعداد رکھنے کے لئے گاہکوں کے آرڈر کو پورا کرنا اور مسلسل نگرانی۔

**Avg. Monthly L.M.E. of Copper US\$/ ton
Jul 16 - Jun 17**



بہت گہرا تعلق رکھتے ہیں۔ دونوں بنیادی دھاتوں کی تجارت لندن میٹل ایکسچینج (LME) میں ہوتی ہے۔ جو کہ دنیا کی سب سے بڑی نان فیئرس دھاتی مارکیٹ ہے۔ مارکیٹ کی مشکل صورت حال کی وجہ سے موجودہ سال میں LME پر تجارت کا حجم 7.7 فی صد تک گر گیا ہے۔ 2016ء کے آخری حصہ میں خصوصی طور پر کم اتار چڑھاؤ اور بنیادی منڈی کی سرگرمی دیکھی گئی ہے جو کہ عام طور پر تجارت کے کم حجم کی وجہ ہے۔ اس لئے ان دونوں دھاتوں کی قیمت کا تعین LME پر کیا جاتا ہے اور کارپور ایلومینیم کی قیمتوں میں اتار چڑھاؤ ہماری مصنوعات پر براہ راست اثر ڈالتی ہے۔

Contribution to National Economy



ایک سال تک 4600 ڈالر سے 4800 ڈالر فی ٹن مستحکم قیمت ہونے کے بعد نومبر کے مہینے میں کارپور کی قیمت 20 فی صد اضافہ کے بعد 5900 ڈالر فی ٹن ہو گئی۔ یہ امریکہ کی مضبوط طلب اور چینی سرمایہ داروں کی جانب سے فرضی خرید پر انتہائی غیر یقینی کی وجہ سے ہے۔ یہ فروری کے مہینہ میں دنیا کی دو بڑی کانوں چلی اور انڈونیشیا سے فراہمی کے تعطل کی وجہ سے انتہائی مقام پر پہنچ گئی اور اس کی قیمت 6200 ڈالر فی ٹن تک بڑھ گئی جو کہ تقریباً دو سال میں سب سے اونچی سطح تھی۔ تاہم سال کے اختتام پر چین کی کمزور طلب اور بڑھتی ہوئی انونیٹریز نے ابتدائی حصول کو کم کر دیا ہے اور جون 2017ء کے اختتام تک قیمتیں پھر 5900 ڈالر فی ٹن تک گر گئی ہیں۔ LME میں کارپور کی قیمتوں کی ماہانہ اوسط نیچے گراف میں بیان کی گئی ہے:

اہم تبدیلیاں

30 جون 2017ء سے لے کر آج تک اس رپورٹ میں کوئی اہم تبدیلی نہیں کی گئی ہے۔ اور اس مدت میں کمپنی کسی بھی معاہدہ میں شامل نہیں ہوئی جس کی وجہ سے کمپنی کی مالی حالت میں کوئی برا اثر پڑا ہو۔

انسانی سرمایہ

انسانی وسائل کی ٹیم کمپنی کے ملازمین کی تنظیم کے حجم میں بہتری، حمایت، حوصلہ افزائی اور قابلیت میں مستعدی سے سرگرم ہے۔ انسانی وسائل کی ٹیم کمپنی کے انسانی قابلیت کو سنبھالنے اور اسے صحیح سمت کی جانب موڑنے کے لئے سہولت فراہم کرتی ہے۔ تاکہ کمپنی کی منازل اور بصیرت کو حاصل کیا جاسکے۔ یہ شناخت کرنے، بھرتی کے عمل، تربیت اور متعلقہ شعبوں کے لئے عملہ کی ضروریات کی ذمہ دار ہے

خالص آمدنی اور سیالیت

کمپنی لگاتار خالص آمدنی کی نگرانی کر رہی ہے تاکہ مجموعی سیالیت کو یقینی بنایا جاسکے۔ مالیاتی سال کے دوران آپریشنز سے کمپنی کی مجموعی حصولی زر 110.0 ملین روپے تھی۔ کمپنی اپنی آپریننگ خالص آمدنی کو منظم کرنے کے قابل رہی جس کی وجہ سے مستحکم کریڈٹ کنٹرول اور سال کے دورانیہ میں قابل وصول رقم کے بہتر حصول اور وصولی کو یقینی بنانا تھا۔

کمپنی سود اور غیر ملکی زر مبادلہ کی شرح کی نگرانی کئے ہوئے ہے تاکہ کسی بھی قسم کی ممکنہ بچت کے موقع سے فائدہ اٹھایا جاسکے۔

قومی معیشت میں حصہ

رواں سال کے دوران محصولات، لگان، فروخت ٹیکس وغیرہ کی مدد میں کمپنی کا قومی خزانہ میں حصہ 1,897 ملین روپے رہا (2015-16 : 1,551 ملین روپے)۔

منافع منقسمہ اور تصرف

موجودہ سال کے لئے ڈائریکٹرز نے 1.50 فی حصص (15%) پہلے عبوری نقد منافع منقسمہ اور 7.00 فی حصص (70%) پہلے سے ادا شدہ (NIL: 2016) کا دوسرا عبوری منافع منقسمہ اور 2.00 فی حصص (20%) حتمی نقد منافع منقسمہ (45%: 2016) کی ادائیگی کی تجویز دی ہے۔ منافع کا تصرف مندرجہ ذیل ہوگا:

2016-17
Rs. '000

478,456
22,729
501,185
252,344
10,506
764,035
128,081
42,694
199,237
124,000
270,023
764,023
16.81
56,924
212,000

روپے

ساتھ کمپنی کی کوششوں نے مارکیٹ کی بڑھتی ہوئی طلب کو حاصل کرنے میں مدد کی ہے۔ اسی طرح سے صنعت میں مقابلہ بازی کی وجہ سے یہ معاملہ بہت چیلنجنگ بن گیا ہے جس کی وجہ سے مستقبل میں منافع کی شرح کو کم کرنے کے خطرات لاحق ہو سکتے ہیں۔

کاپرا اور ایلومینیم کا عالمی منظر نامہ

کیلیز، کاپرا ڈاؤ اور ایلومینیم کی ایشیا کاپرا اور ایلومینیم کی عالمی منڈی سے

گذشتہ سال کے 1,082.9 ملین روپے (فروخت کا 15.8 فی صد) کے مقابلہ میں اس سال کمپنی کا خام منافع 1,267.5 ملین روپے (فروخت کا 15.7 فی صد) ہے۔ بہترین مجموعی منافع بہتر فروخت، والیوم کی بڑھوتری اور آپریشنل کارکردگی میں بہتری کی بدولت ہے۔ سال کے لئے فروخت کے اخراجات 406.0 ملین روپے رہے جو کہ گذشتہ سال کے برابر ہیں۔ گذشتہ سال کے اسی دورانیہ میں 80.9 ملین روپے کی مالیاتی لاگت کے مقابلہ میں موجودہ سال 65.6 ملین رہی۔

خالص منافع

دیگر جامع آمدنی

کل جامع آمدنی

اس میں گذشتہ سال حاصل کیا گیا غیر صرف شدہ منافع آگے لایا گیا سرپلس آن ریلویشن سے منتقلی۔ حاصل کیا گیا

تصرفات

30 جون 2016ء کو اختتام پذیر سال کے لئے 4.50 روپے فی حصص کے حساب سے حتمی نقد منافع منقسمہ (45%) کی ادائیگی 31 دسمبر 2016ء کو اختتام پذیر ششماہی مدت کے لئے 1.50 روپے فی حصص کے حساب سے پہلے عبوری نقد منافع منقسمہ (15%) کی ادائیگی 31 مارچ 2017ء کو اختتام پذیر نو ماہی مدت کے لئے 7.00 روپے فی حصص کے حساب سے پہلے عبوری نقد منافع منقسمہ (70%) کی ادائیگی 30 جون 2016ء کو اختتام پذیر سال کے لئے عمومی ذخائر کو منتقلی غیر صرف شدہ منافع آگے بھیجنے کے لئے چھوٹ

فی حصص آمدنی

مابعد اثرات

سال 2017ء کے لئے 2.00 روپے فی حصص مجوزہ حتمی نقد منافع منقسمہ عمومی ذخائر کی منتقلی

کاروباری جائزہ

بنیادی ڈھانچے، بہترین اقتصادی سرگرمیوں، متعدد نئے منصوبوں اور رہائشی تعمیراتی منڈی میں سرمایہ کاری لاتے ہوئے کاروباری ماحول میں مجموعی طور پر بہتری دیکھی گئی ہے۔ اس پس منظر میں کمپنی کا فروخت کی مد میں بہترین مالیاتی سال رہا ہے اور اس نے بنیادی منڈیوں میں متاثر کن پیداوار ظاہر کی ہے۔ رکاوٹ کے کئی شعبوں میں استعداد کار کو بڑھانے کے لئے بہتر آؤٹ پٹ اور تمام افعال کی باریک بینی سے ترتیب کے

ڈائریکٹرز رپورٹ

ڈائریکٹرز 30 جون 2017ء کو اختتام پذیر سال کے لئے کمپنی کے آڈیٹڈ اکاؤنٹس کے ہمراہ چونسٹھویں سالانہ رپورٹ پیش کرنے میں فخر محسوس کرتے ہیں۔

کمپنی کا عمومی جائزہ

1953 میں جب پاکستان کیبلز لمیٹڈ کا قیام عمل میں آیا اس وقت یہ کمپنی پاکستان کی کیبل انڈسٹری میں پیش پیش تھی۔ کمپنی 1953ء تک بجلی کی ترسیل اور تقسیم کے لئے بنیادی طور پر کنڈکٹرز، کیبلز اور وائرز کی تیاری میں مصروف عمل تھی۔ وائرز اور کیبلز کی تیاری کے لئے گاہکوں کی جانب سے راڈ کی بڑھتی ہوئی مانگ کی وجہ سے حالیہ سالوں میں کارخانہ کی پیداواری صلاحیت کو متواتر بڑھایا گیا۔ سال 2008ء میں کمپنی نے اعلیٰ معیار کی ایکٹریک کیبل گریڈ PVC کپاؤنڈ بنانے کے لئے PVC کپاؤنڈنگ کارخانہ لگایا اس طرح کمپنی نے اپنے دو بنیادی خام مال کی فراہمی کو کارپروڈپلائٹ اور PVC کپاؤنڈنگ پلائٹ کی مدد سے یقینی بنایا۔ کمپنی نے 2MW ٹرائی جزیشن پاور پلائٹ میں سرمایہ کاری کی۔ ان صنعتوں سے یہ یقینی بنایا گیا کہ کمپنی کو بلا روکاوٹ بجلی کی فراہمی برقرار رہے اور کمپنی کو بنیادی خام مال کم سے کم ان پٹ لاگت پر دستیاب رہے۔

کارکردگی کا جائزہ کاروباری ترقی

آج کی منڈی میں مقابلہ پر برقرار رہنے کے لئے کاروباری عوامل میں بہتری کسی بھی صنعت کے لئے کلیدی کردار ادا کرتی ہے۔ کمپنی مسلسل کاروباری امور کی ری انجینئرنگ سرگرمیوں میں پیش پیش ہے تاکہ وہ اپنی سرگرمیوں کو بڑھاسکے اور آپریشنل، ٹیکنیکل اور انجینئرنگ افعال میں تکنیکی جہتوں سے فائدہ اٹھاسکے۔ حالیہ اقدامات جاری ہیں جو استعداد، بنیادی وقت، کم خرچے اور کم باقیات میں بہتری لائیں گے۔ کمپنی کا ایک مضبوط نظام ہے جو استعداد کو محفوظ خاطر رکھتے ہوئے بنیادی میٹریکس کی نگرانی اور مناسب شناخت کو یقینی بناتا ہے۔

متعدد اقدامات جیسا کہ آپریشنل ایکسلنس پروگرام کے کچھ حصے جاری ہیں۔ اس میں بروقت نگرانی، جائزہ اور اصلاحی افعال شامل ہیں۔ متاثر

کن فالو اپ کی ترویج اور افعال کے مابین مشترکہ لائحہ عمل کو مضبوط کرنے کے لئے مشترکہ تفصیلی جائزہ کے اجلاس منعقد کئے گئے ہیں۔ معیار کی ضمانت کے طور پر پرائیس کنٹرول کے اقدامات گاہکوں کے لئے ہمارے معیار کے عزم کی یقین دہانی ہے اور متاثر کن منصوبہ بندی کے عوامل فراہمی کے بھروسہ کو بڑھانے میں کامیاب ثابت ہو رہے ہیں۔ مرکز پرائیکٹس مسلسل ترقی کے لئے کامیاب آئے ثابت ہو رہے ہیں۔ فیکٹری کی کارکردگی کے تمام اجزاء میں مسلسل اضافہ کمپنی کے موجودہ رتبہ میں اضافہ کا باعث ہے۔

کاروباری کارکردگی

سال کے دوران ملک کی معیشت نے چھبلی دہائی میں سال 2017ء تک 5.3 فی صد کی اعلیٰ درجے کے GDP کے ساتھ مثبت پیداوار ظاہر کی ہے۔ جس کے ہمراہ سود کی کم شرح، بڑھتی ہوئی FDI، تیل کی کم قیمتیں اور کم افراط زر ہیں۔ تاہم برآمدات میں کمی، کارکنوں کے ترسیل زر میں سستی بمعہ درآمدات میں معقول حد تک اضافہ نے گذشتہ سال کے مقابلہ میں اعلیٰ سطحی موجودہ اکاؤنٹ میں خسارہ ظاہر کیا ہے۔ مزید یہ کہ توانائی میں کمی اور سیاست کی غیر یقینی صورت حال بھی اکانومی کے لئے بہت بڑا چیلنج رہی ہے۔

سال کے دوران معیشت کے ملے جلے نتائج کے باوجود کمپنی کی آمدنی نے تسلی بخش پیداوار ظاہر کی ہے جب کہ زیریں سطح پر 478.5 ملین روپے کا خالص منافع اور گذشتہ سال کی 9.29 روپے کی فی حصص آمدنی کے مقابلہ میں 16.81 روپے فی حصص کی آمدنی بہت زیادہ حوصلہ افزا ہے۔

کمپنی نے 8.1 بلین روپے کی فروخت میں کامیابی حاصل کی ہے جو گذشتہ سال کی 6.9 بلین روپے کی فروخت سے 18 فی صد زائد ہے۔ یہ کمپنی کی تاریخ میں سب سے زیادہ فروخت ہے۔ گذشتہ سال کے مقابلہ میں فروخت میں بڑھوتری کی سب سے بڑی وجہ زیادہ فروخت کے والیومز ہیں۔ فروخت کی بہترین کارکردگی وائر اور کیبل کاروبار کے ہر شعبہ میں دیکھی جاسکتی ہے۔





Commitment to Integrity and Ethics

We promote high ethical standards, integrity and corporate governance in all aspects of our business. It reflects in how we do business – across business processes to Company policies. A foundation of ethical practices is deeply embedded within the core of the organization and for us how we conduct ourselves makes all the difference.

REVIEW REPORT TO THE MEMBERS ON THE STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the “Code”) prepared by the Board of Directors of Pakistan Cables Limited (the “Company”) for the year ended 30 June 2017 to comply with the requirements of rule book Regulation No. 5.19.24 of Pakistan Stock Exchange Limited, where the Company is listed.

The responsibility for compliance with the Code is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.


As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code requires the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval of related party transactions distinguishing between transactions carried out on terms equivalent to those that prevailed in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended 30 June 2017.

Date: August 11, 2017

Karachi



KPMG Taseer Hadi & Co.
Chartered Accountants
Amyn Pirani

STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

Name of company: **Pakistan Cables Limited** (the “Company”)
 For the year ended: **June 30, 2017**

This statement is being presented to comply with the Code of Corporate Governance (“CCG”) contained in Regulation no. 5.19.24 of listing regulations of the Pakistan Stock Exchange for the purposes of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the CCG in the following manner:

1. The Company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors. At present the Board includes

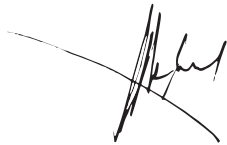
Category		Names
Independent Directors	1)	Ms. Sadia Khan
Executive Directors	1)	Mr. Kamal A. Chinoy (CEO)
	2)	Mr. Fahd Kamal Chinoy
	3)	Mr. M. Ashfaq Alam
Non-Executive Directors	1)	Mr. Mustapha A. Chinoy (Chairman)
	2)	Mr. Haroun Rashid
	3)	Mr. Naveed Kamran Baloch
	4)	Mr. Saquib H. Shirazi
	5)	Mr. Roderick Macdonald

The independent Directors meet the criteria of independence under clause 5.19.1(b) of the CCG

2. The Directors have confirmed that, subject to any exemptions granted by the relevant authorities, none of them are serving as a Director of more than seven listed companies, including this Company (excluding the listed subsidiaries of listed holding companies where applicable).
3. All the resident Directors of the Company are registered as taxpayers and none of them have defaulted in payment of any loan to a banking company, a DFI or an NBFIs or, being a broker of a stock exchange, has been declared as a defaulter by that stock exchange.
4. During the year the first casual vacancy occurred on the Board on September 21, 2016 and was filled by the Directors by October 26, 2017, while the second casual vacancy occurred on May 22, 2017 and was filled on the same date.
5. The Company has prepared a “Code of Conduct” and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.

6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of the particulars of the significant policies, along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive Directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and the Board has met at least once in every quarter. Written notices of the Board meetings, along with the agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
9. The Directors are conversant with the relevant laws applicable to the Company, its policies and procedures and the provisions of its memorandum and articles of association and are aware of their duties and responsibilities. Furthermore, three directors of the Company have obtained certifications from director's training programs offered by a local institution that meet the criteria specified by the Securities and Exchange Commission of Pakistan. Out of the remaining six Directors, three Directors meet the criteria of exemption under clause (xi) of the CCG and are accordingly exempted from the directors' training program. The remaining three Directors have undertaken to be certified prior to the expiration of the deadline.
10. The Board has approved the remuneration and terms and conditions of employment of the CFO. Remuneration and terms and conditions of employment of the Company Secretary and the Head of Internal Audit have also been approved by the Board.
11. The Directors' report for this year has been prepared in compliance with the requirements of the CCG and fully describes the salient matters required to be disclosed except that the name wise details of shares held by associated companies, undertaking and related parties, directors and their spouse(s) and minor children, executives and shareholders holding voting rights of five percent or more have not been disclosed as these disclosures have been exempted by the Securities and Exchange Commission of Pakistan vide its letter dated April 18, 2017 reference no. CSD/MISC/CCG/104/2016-3375.
12. The financial statements of the Company were duly endorsed by the CEO and CFO before approval of the Board.
13. The Directors, CEO and executives do not hold any interest in the shares of the Company other than as disclosed in the pattern of shareholding.
14. The Company has complied with all the corporate and financial reporting requirements of the CCG.
15. The Board has formed an Audit Committee. It comprises three members, of whom one is an independent director and the other two are non-executive Directors. The Chairman of the Audit Committee is a non-executive Director.
16. The meetings of the Audit Committee were held at least once every quarter prior to the approval of interim and final results of the Company and as required by the CCG. The terms of reference of the Audit Committee have been formed and advised to the Audit Committee for compliance after approval by the Board.
17. The Board has formed an HR and Remuneration Committee. It comprises five members, of whom three are non-executive Directors, one is an independent Director. The Chairman of the HR and Remuneration Committee is also a non-executive Director.

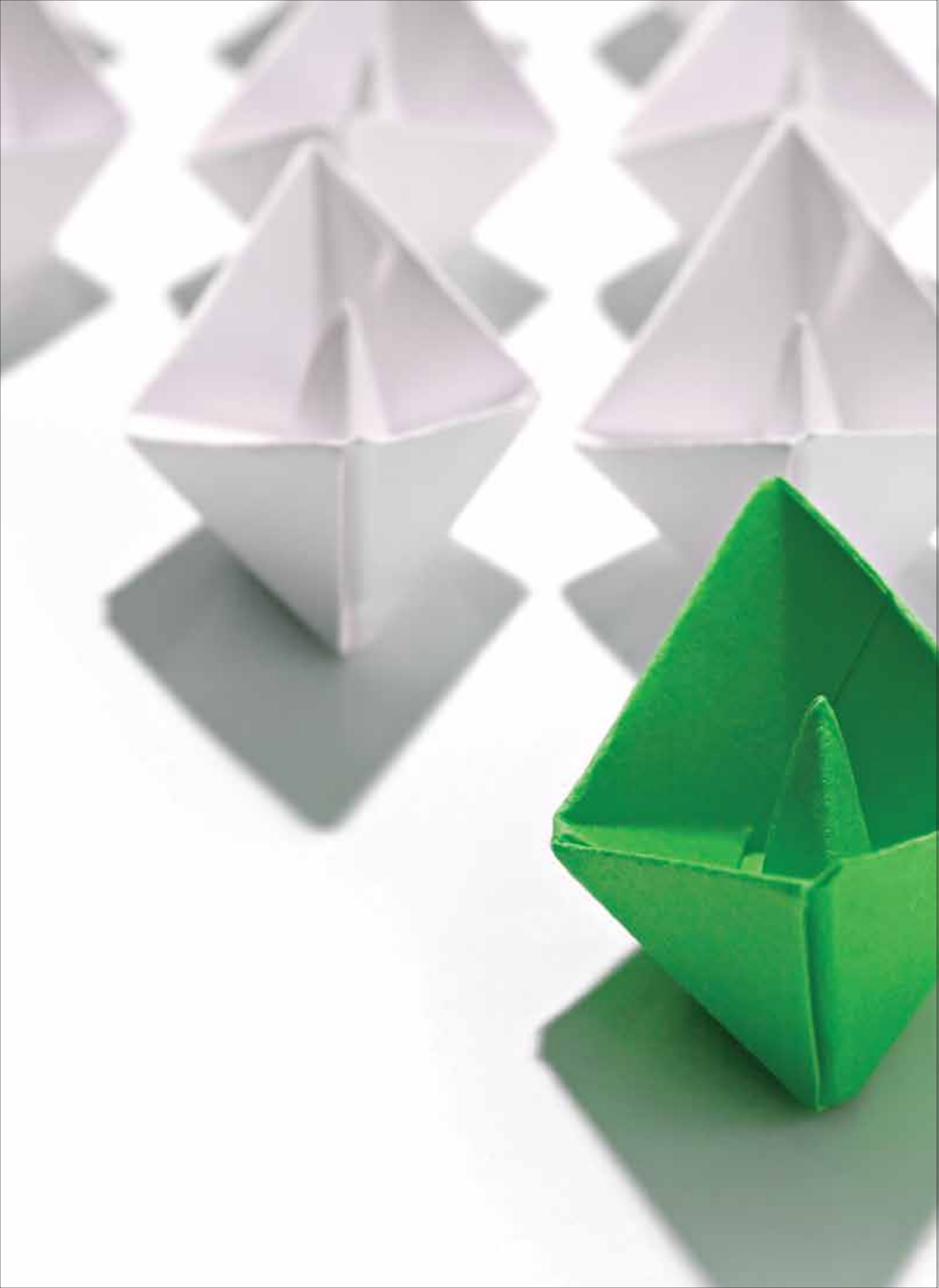
18. The Board has set up an effective internal audit function the members of which are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.
19. The statutory auditors of the Company have confirmed that they have been given a satisfactory rating under the quality control review program of the ICAP, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the ICAP.
20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed the IFAC guidelines in this regard.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of the Company's securities, was determined and intimated to Directors, employees and the Pakistan Stock Exchange.
22. Material/price sensitive information has been disseminated among all market participants at once through the Pakistan Stock Exchange.
23. The Company has complied with the requirements relating to maintenance of register of persons having access to inside information by designated senior management officer in a timely manner and maintained proper record including basis for inclusion or exclusion of names of persons from the said list.
24. We confirm that all other material principles enshrined in the CCG have been complied with, except as explained in this statement.



MUSTAPHA A. CHINOY
Chairman



KAMAL A. CHINOY
Chief Executive Officer





An Experienced Team

What makes us different is our people, who are the real partners in our performance. Our people are a team of diversified and experienced professionals who continuously draw from industry experience and contribute to a work culture that nurtures forward thinking, proactivity, compassion and introspection.

CRITICAL PERFORMANCE MEASURES

Sales

Rs. 8,084 million

The Company has achieved highest ever sales during the year, an increase of **18%** from last year.

Capital Expenditures

Rs. 271 million

Incurred for capacity expansion & BMR of existing facilities.

Profit Before Tax

Rs. 624 million

Volume growth, effective cost management and other incomes increased profits by **53%** from last year.

Wealth Distributed

Rs. 3 billion

Among employees, Government, providers of capital and retention for future growth up **26%** from last year.

Profit After Tax

Rs. 478 million

Improved results and effective cost management has resulted an encouraging growth in profit after tax, increased by **81%** from last year.

Return on Equity

15.38%

Improving profitability and optimum equity increase Return on Equity by **73%** from last year.

Breakup Value Per Share

Rs. 109.3

Higher Breakup Value providing a stronger financial base for company's future growth.

Cash Dividend per Share

Rs. 10.5

The company has followed a consistent policy of paying high dividend, an increase of **133%** from last year.

Cash Generated from Operating Cycle

Rs.110 million

Effective working capital management resulting in positive operating cash flows.

Earnings per Share

Rs.16.81

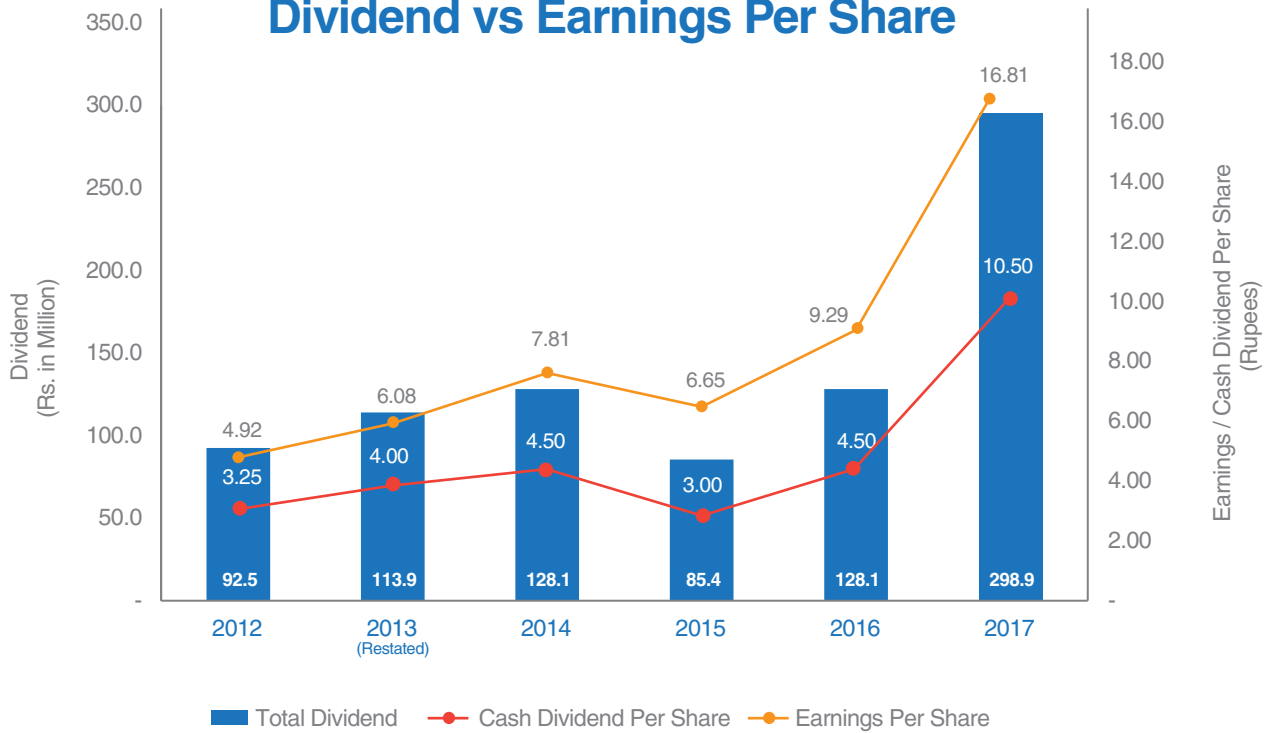
Improved profitability efforts generate higher EPS for shareholders, an increase of **81%** from last year.

KEY FINANCIAL DATA

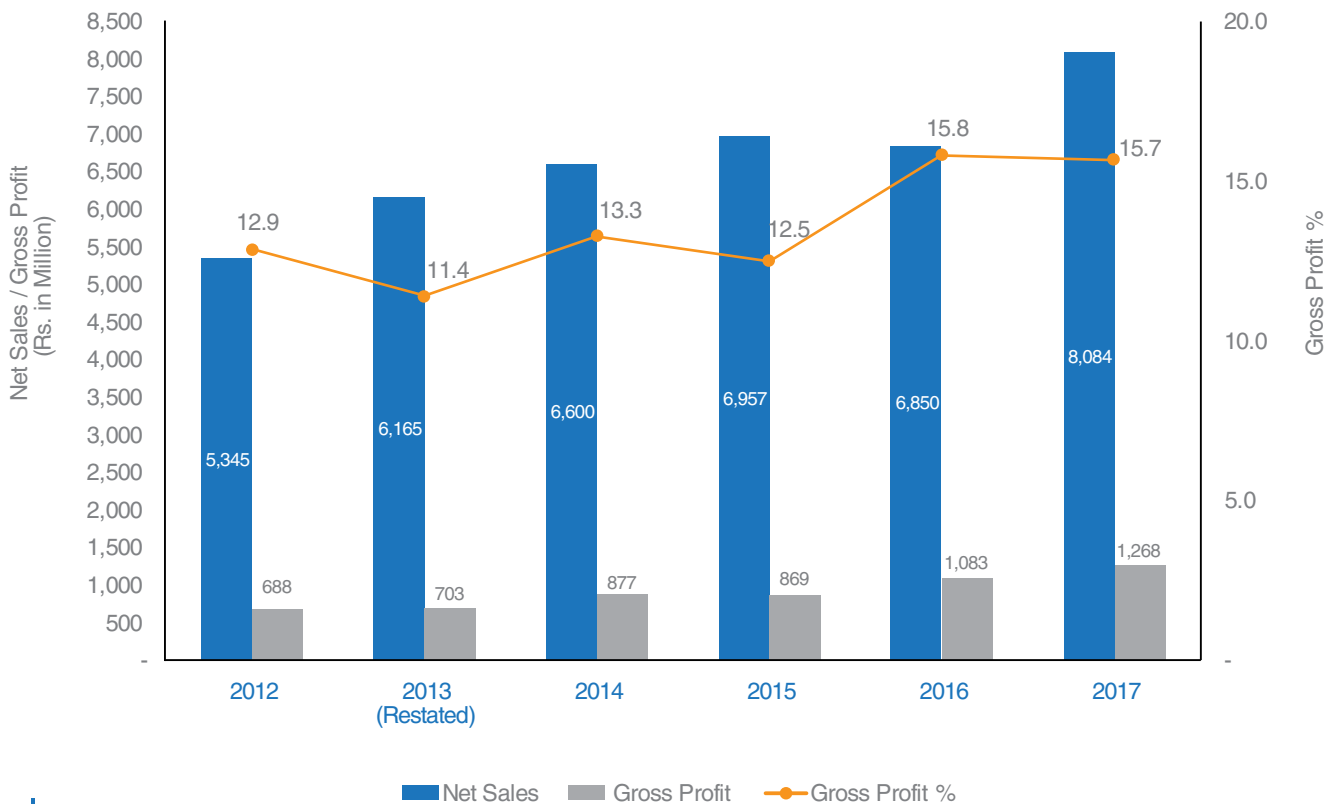
		2017	2016	2015	2014	2013 (Restated)	2012
Profitability Ratios							
Sales	Rs. in Mil.	8,083.5	6,849.6	6,956.7	6,599.5	6,164.6	5,344.6
Gross Profit	Rs. in Mil.	1,267.5	1,082.9	869.2	876.9	703.0	687.6
Profit After Tax	Rs. in Mil.	478.5	264.3	189.3	222.3	172.9	139.9
Dividend	Rs. in Mil.	298.9	128.1	85.4	128.1	113.9	92.5
Gross Profit Percentage	%	15.68	15.80	12.50	13.30	11.40	12.90
Net Profit to Sales	%	5.92	3.86	2.72	3.37	2.81	2.62
EBIT Margin	Rs. in Mil.	689.9	488.0	372.6	484.5	347.4	345.5
EBITDA Margin	Rs. in Mil.	887.5	654.5	515.1	615.7	473.5	467.4
EBITDA Margin to Sales	%	10.98	9.56	7.40	9.33	7.68	8.75
Return on Equity							
- without revaluation reserve	%	23.82	14.20	11.10	13.50	11.20	9.60
- with revaluation reserve	%	15.38	8.90	7.50	9.00	7.70	6.50
Return on Capital Employed	%	29.61	21.91	20.14	27.12	20.46	21.02
Liquidity Ratios							
Current Ratio		1.5:1	1.7:1	1.7:1	1.6:1	1.8:1	1.6:1
Quick / Acid Test Ratio		0.7:1	0.8:1	0.8:1	0.8:1	0.9:1	0.7:1
Cash to Current Liabilities	Times	0.02	0.03	0.01	0.02	0.01	0.004
Cash Flow from Operation to Sales	Times	0.01	0.07	0.07	(0.01)	0.02	0.09
Activity / Turnover Ratios							
Inventory Turnover Ratio	Times	3.56	3.73	4.82	4.32	5.4	3.73
Debtor Turnover Ratio	Times	6.13	6.72	7.24	6.42	7.02	7.47
Creditor Turnover Ratio	Times	19.86	16.12	46.92	20.91	99.32	16.76
Total Assets Turnover Ratio	Times	1.40	1.35	1.67	1.51	1.71	1.45
Fixed Assets Turnover Ratio	Times	3.72	3.26	4.36	4.22	4.40	3.57
Operating Cycle	Days	144	130	118	124	116	125
Investment / Market Ratios							
Earning Per Share - Basic & Diluted	Rupees	16.81	9.29	6.65	7.81	6.08	4.92
Price Earning Ratio	Times	19.04	18.36	25.03	12.78	10.67	7.77
Dividend Yield Ratio	%	3.28	2.64	1.80	4.51	6.17	8.52
Dividend Payout Ratio	%	62.46	48.46	45.11	57.61	65.84	66.09
Dividend Cover Ratio	Times	1.60	2.06	2.22	1.74	1.52	1.51
Cash Dividend per Share	Rupees	10.50	4.50	3.00	4.50	4.00	3.25
Market Value Per Share							
- year end	Rupees	320.00	170.50	166.50	99.80	64.80	38.20
- high during the year	Rupees	376.91	222.20	204.26	107.36	82.00	47.25
- low during the year	Rupees	162.82	127.57	87.02	60.00	38.69	31.00
Break-up Value Per Share							
- without revaluation reserve	Rupees	70.56	65.59	59.74	57.92	54.44	51.33
- with revaluation reserve	Rupees	109.32	104.73	88.65	86.51	78.64	75.62
Capital Structure Ratios							
Financial Leverage Ratio		46:54	41:59	39:61	44:56	38:62	41:59
Weighted Average Cost to Debt	%	5.27	6.36	8.37	10.37	10.39	8.62
Debt to Equity Ratio		9:91	11:89	06:94	05:95	06:94	08:92
Interest Cover Ratio	Times	10.51	6.04	3.05	5.21	3.97	3.31

FINANCIAL SNAPSHOTS

Dividend vs Earnings Per Share

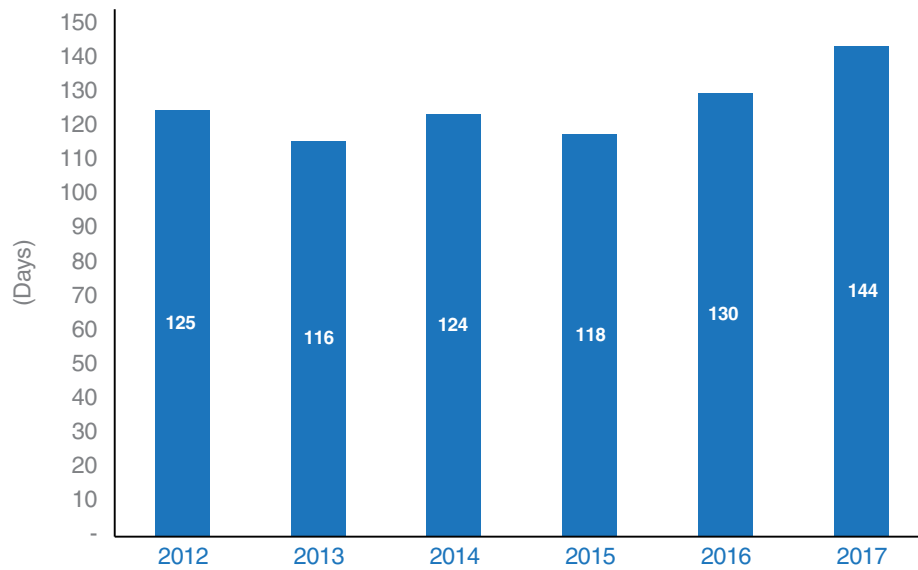


Net Sales and Gross Profit

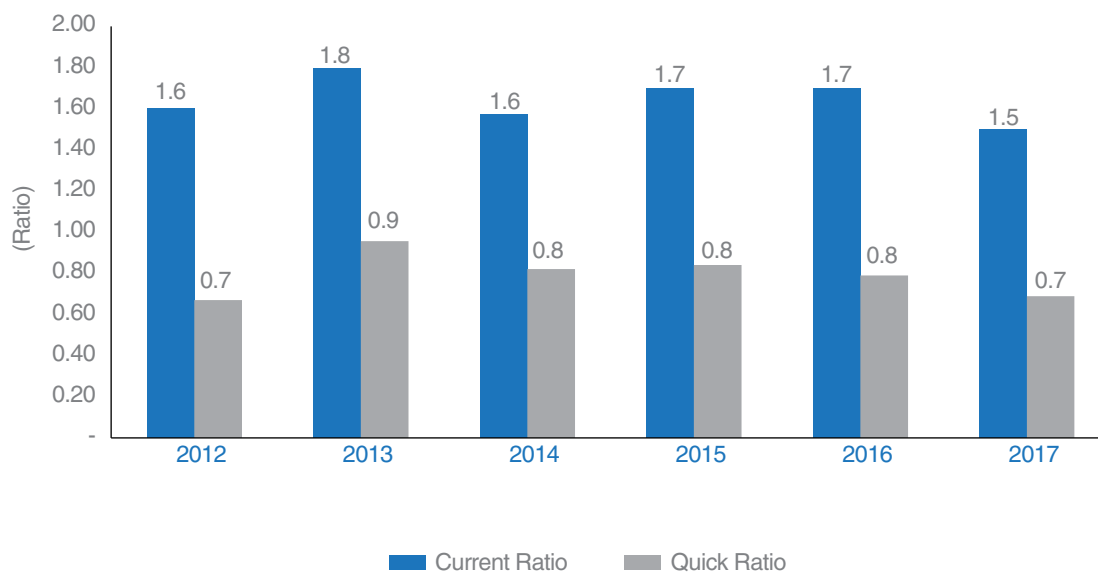


FINANCIAL SNAPSHOTS

Cash Operating Cycle

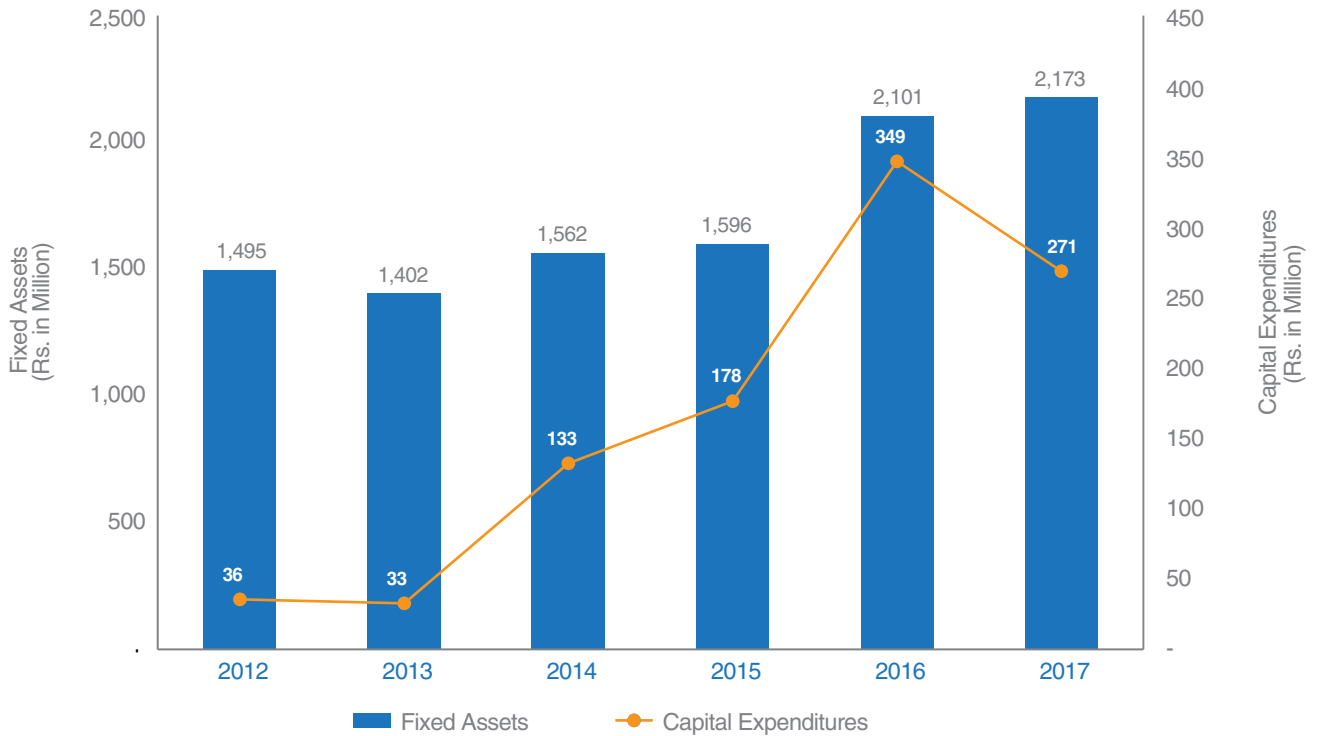


Liquidity

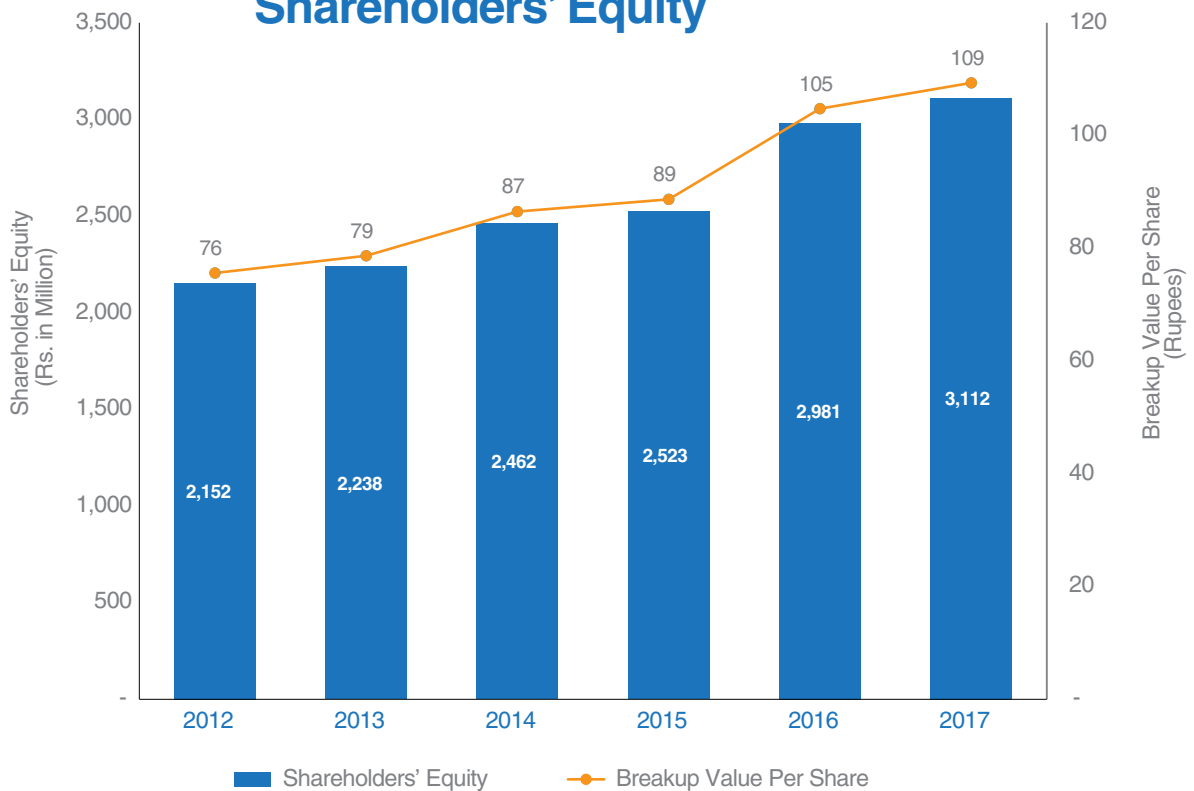


FINANCIAL SNAPSHOTS

Fixed Assets and Capital Expenditures

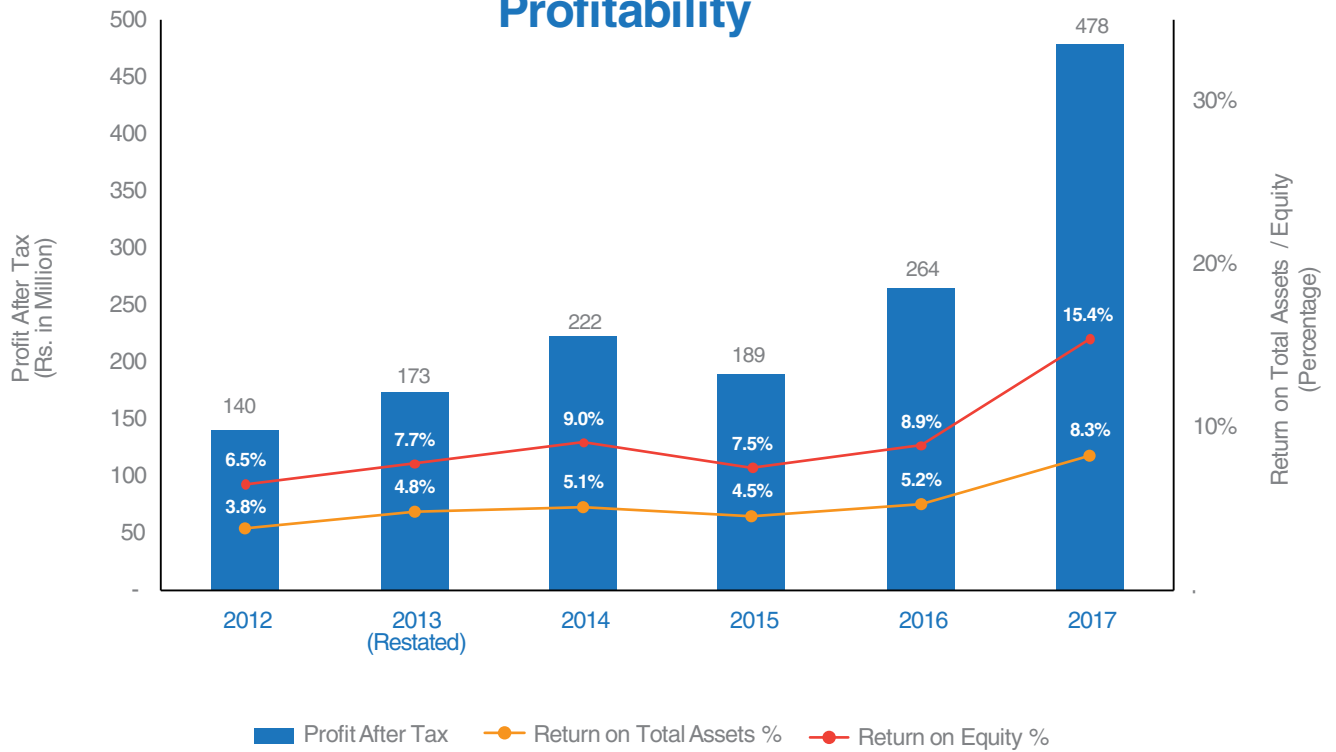


Shareholders' Equity

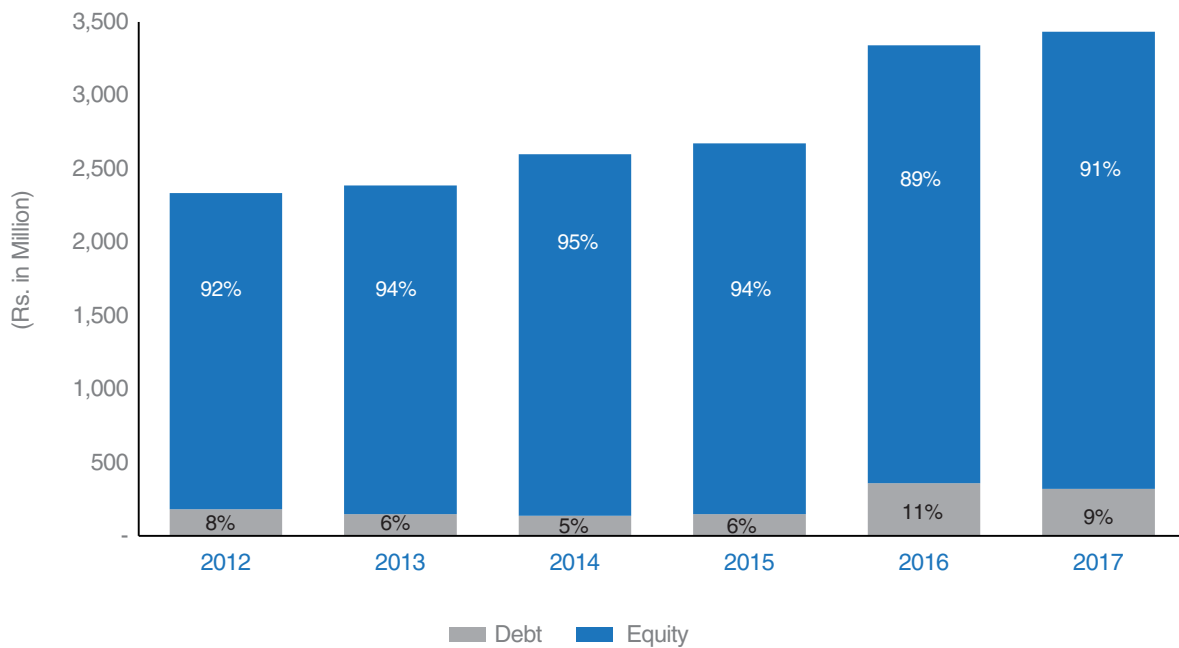


FINANCIAL SNAPSHOTS

Profitability



Debt to Equity

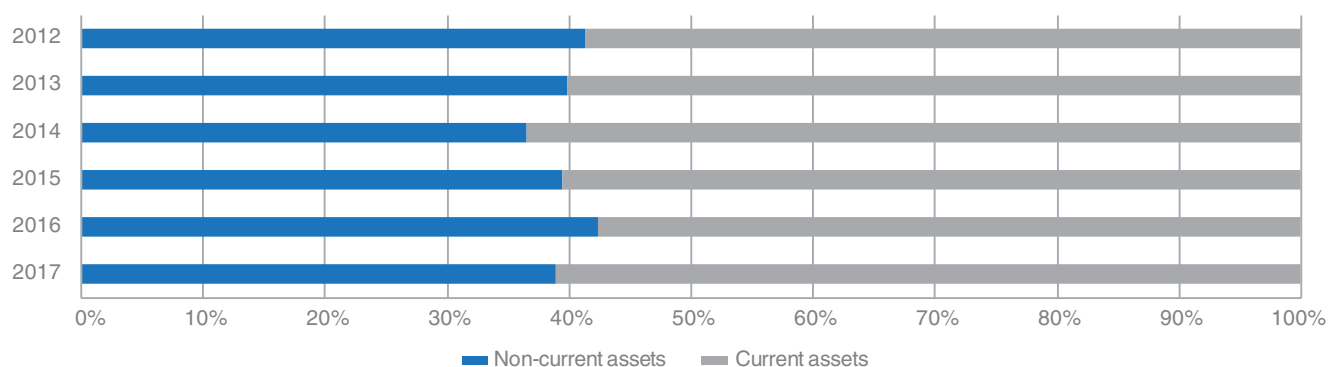


ANALYSIS OF FINANCIAL STATEMENTS

Horizontal Analysis - Balance Sheet

	2017 Rs. in M	2017 vs 2016 %age	2016 Rs. in M	2016 vs 2015 %age	2015 Rs. in M	2015 vs 2014 %age	2014 Rs. in M	2014 vs 2013 %age	2013 Rs. in M	2013 vs 2012 %age	2012 Rs. in M	2012 vs 2011 %age
ASSETS												
NON-CURRENT ASSETS												
Property, plant and equipment	2,166	3.64	2,090	31.41	1,590	1.81	1,562	11.45	1,402	(6.26)	1,495	(5.45)
Intangible assets	7	(37.26)	11	108.32	5	100.00	-	-	-	-	-	-
Investment in an associated company	77	83.98	42	55.33	27	35.33	20	0.27	20	7.39	18	(83.55)
Long-term loans receivable	2	(17.45)	3	72.43	2	(41.29)	3	(21.17)	4	64.15	2	(28.65)
Long-term prepayments	-	(100.00)	3	(80.00)	16	130.39	7	112.91	3	24.04	3	4.65
Total non current assets	2,252	4.80	2,149	31.04	1,640	3.04	1,592	11.44	1,428	(5.94)	1,518	(10.62)
CURRENT ASSETS												
Stores and spares	61	20.94	51	12.66	45	(13.75)	52	53.51	34	26.36	27	7.93
Stock-in-trade	1,915	23.76	1,547	22.56	1,262	(4.67)	1,324	30.99	1,011	(18.92)	1,247	(5.69)
Trade debts	1,319	29.30	1,020	6.21	960	(6.61)	1,028	17.08	878	22.73	716	50.07
Short-term loans and advances	20	17.91	17	(14.32)	19	(37.83)	31	75.83	18	160.24	7	14.10
Short-term deposits and prepayments	38	(24.16)	51	65.42	31	42.30	21	213.09	7	0.22	7	86.40
Other receivables	31	100	0.6	(62.44)	2	(94.10)	27	4.48	25	439.56	5	(73.55)
Advance tax - net of provisions	101	(45.48)	186	(5.33)	196	(23.64)	257	43.78	179	21.19	148	(31.48)
Cash and bank balances	52	(4.14)	55	421.02	11	(66.19)	31	173.31	11	123.31	5	(87.83)
Total current assets	3,538	20.88	2,927	15.84	2,527	(8.88)	2,773	28.14	2,164	0.15	2,161	2.46
TOTAL ASSETS	5,790	14.07	5,076	21.82	4,166	(4.53)	4,364	21.50	3,592	(2.37)	3,679	(3.38)
EQUITY AND LIABILITIES												
SHARE CAPITAL AND RESERVES												
Share capital	285	-	285	-	285	-	285	-	285	-	285	-
Share premium reserve	528	-	528	-	528	-	528	-	528	-	528	-
General reserves	926	15.46	802	13.28	708	13.64	623	12.15	556	10.22	504	6.89
Unappropriated profit	270	7.01	252	40.28	180	(15.65)	213	17.37	182	25.82	144	61.19
TOTAL EQUITY	2,008	7.59	1,867	9.79	1,700	3.13	1,649	6.39	1,550	6.08	1,461	6.36
Surplus on revaluation of assets (land and building) - net of tax	1,103	(0.99)	1,114	35.39	823	1.15	814	18.12	689	(0.41)	692	(0.62)
LIABILITIES												
NON-CURRENT LIABILITIES												
Long-term loans	198	(12.91)	228	355.00	50	100.00	-	-	-	(100.00)	3	(88.37)
Deferred liability for staff gratuity	29	(1.27)	30	18.90	25	(1.51)	25	(6.16)	27	15.16	23	10.57
Other long-term employee benefits	35	14.82	31	26.49	24	22.29	20	25.81	16	8.41	15	15.54
Deferred tax liability - net	58	(19.41)	73	45.03	50	(45.94)	93	(12.52)	106	(25.35)	142	2.17
Total non current liabilities	321	(10.90)	360	141.57	149	8.37	138	(7.29)	148	(18.77)	183	(8.30)
CURRENT LIABILITIES												
Current portion of long-term loans	64	415.00	13	100.00	-	-	-	(100.00)	3	(86.84)	24	(71.75)
Trade and other payables	1,359	7.67	1,262	53.63	822	(3.72)	853	37.68	620	(19.37)	769	59.48
Short-term borrowings	922	103.55	453	(32.10)	667	(26.14)	903	56.86	576	5.71	545	(43.54)
Mark-up accrued on bank borrowings	12	75.76	7	24.13	5	(31.51)	8	20.30	7	(5.50)	7	(17.54)
Total current liabilities	2,357	35.91	1,734	16.08	1,494	(15.32)	1,764	46.39	1,205	(10.32)	1,344	(12.68)
TOTAL LIABILITIES	2,678	27.86	2,095	27.47	1,643	(13.61)	1,902	40.51	1,354	(11.33)	1,527	(12.17)
TOTAL EQUITY AND LIABILITIES	5,790	14.07	5,076	21.82	4,166	(4.53)	4,364	21.50	3,592	(2.37)	3,679	(3.38)

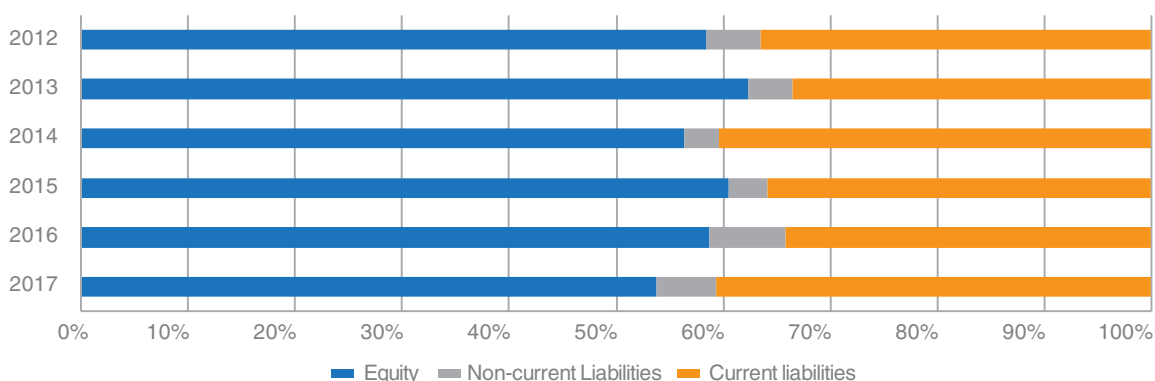
BALANCE SHEET ANALYSIS (ASSETS)



Vertical Analysis - Balance Sheet

	2017		2016		2015		2014		2013		2012	
	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age
ASSETS												
NON-CURRENT ASSETS												
Property, plant and equipment	2,166	37.41	2,090	41.18	1,590	38.17	1,562	35.79	1,402	39.02	1,495	40.64
Intangible assets	7	0.12	11	0.22	5	0.13	-	-	-	-	-	-
Investment in an associated company	77	1.32	42	0.82	27	0.64	20	0.45	20	0.55	18	0.50
Long-term loans receivable	2	0.04	3	0.06	2	0.04	3	0.07	4	0.10	2	0.06
Long-term prepayments	-	-	3	0.06	16	0.37	7	0.16	3	0.09	3	0.07
Total non current assets	2,252	38.90	2,149	42.34	1,640	39.36	1,592	36.47	1,428	39.76	1,518	41.27
CURRENT ASSETS												
Stores and spares	61	1.06	51	1.00	45	1.08	52	1.20	34	0.95	27	0.73
Stock-in-trade	1,915	33.07	1,547	30.48	1,262	30.30	1,324	30.34	1,011	28.15	1,247	33.89
Trade debts	1,319	22.78	1,020	20.10	960	23.05	1,028	23.56	878	24.45	716	19.45
Short-term loans and advances	20	0.34	17	0.33	19	0.47	31	0.72	18	0.50	7	0.19
Short-term deposits and prepayments	38	0.66	51	1.00	31	0.73	21	0.49	7	0.19	7	0.19
Other receivables	31	0.53	1	0.01	2	0.04	27	0.61	25	0.71	5	0.13
Advance tax - net of provisions	101	1.75	186	3.66	196	4.71	257	5.89	179	4.98	148	4.01
Cash and bank balances	52	0.91	55	1.08	11	0.25	31	0.71	11	0.32	5	0.14
Total current assets	3,538	61.10	2,927	57.66	2,527	60.64	2,773	63.53	2,164	60.24	2,161	58.73
TOTAL ASSETS	5,790	100.00	5,076	100.00	4,166	100.00	4,364	100.00	3,592	100.00	3,679	100.00
EQUITY AND LIABILITIES												
SHARE CAPITAL AND RESERVES												
Share capital	285	4.92	285	5.61	285	6.83	285	6.52	285	7.92	285	7.74
Share premium reserve	528	9.12	528	10.40	528	12.67	528	12.09	528	14.69	528	14.35
General reserves	926	15.99	802	15.80	708	16.99	623	14.28	556	15.46	504	13.70
Unappropriated profit	270	4.66	252	4.97	180	4.32	213	4.89	182	5.06	144	3.93
TOTAL EQUITY	2,008	34.69	1,867	36.78	1,700	40.81	1,649	37.78	1,550	43.14	1,461	39.71
Surplus on revaluation of assets (land and building) - net of tax	1,103	19.05	1,114	21.95	823	19.75	814	18.64	689	19.17	692	18.80
LIABILITIES												
NON-CURRENT LIABILITIES												
Long-term loans	198	3.42	228	4.48	50	1.20	-	-	-	-	3	0.08
Deferred liability for staff gratuity	29	0.50	30	0.58	25	0.60	25	0.58	27	0.75	23	0.63
Other long-term employee benefits	35	0.61	31	0.61	24	0.58	20	0.45	16	0.44	15	0.40
Deferred tax liability - net	58	1.01	73	1.43	50	1.20	93	2.12	106	2.95	142	3.85
Total non current liabilities	321	5.54	360	7.10	149	3.58	138	3.15	148	4.13	183	4.97
CURRENT LIABILITIES												
Current portion of long-term loans	64	1.11	13	0.25	-	-	-	-	3	0.09	24	0.65
Trade and other payables	1,359	23.47	1,262	24.87	822	19.72	853	19.55	620	17.25	769	20.89
Short-term borrowings	922	15.92	453	8.92	667	16.01	903	20.70	576	16.03	545	14.80
Mark-up accrued on bank borrowings	12	0.20	7	0.13	5	0.13	8	0.18	7	0.18	7	0.19
Total current liabilities	2,357	40.71	1,734	34.17	1,494	35.86	1,764	40.43	1,205	33.55	1,344	36.53
TOTAL LIABILITIES	2,678	46.26	2,095	41.27	1,643	39.44	1,902	43.58	1,354	37.69	1,527	41.50
TOTAL EQUITY AND LIABILITIES	5,790	100.00	5,076	100.00	4,166	100.00	4,364	100.00	3,592	100.00	3,679	100.00

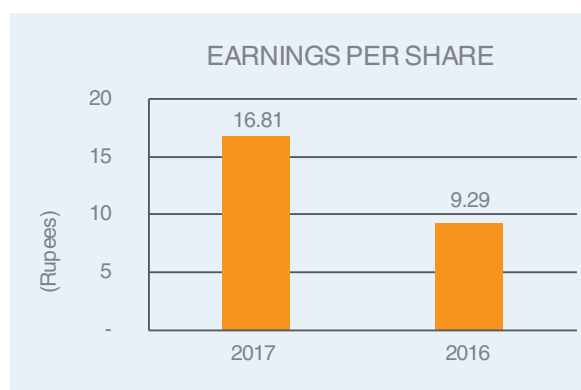
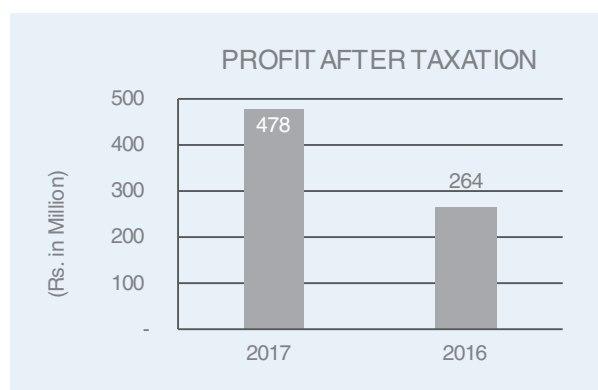
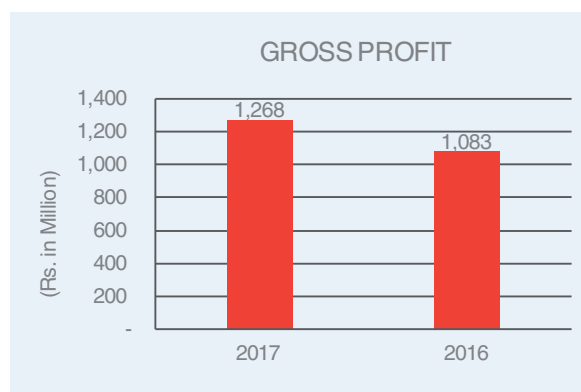
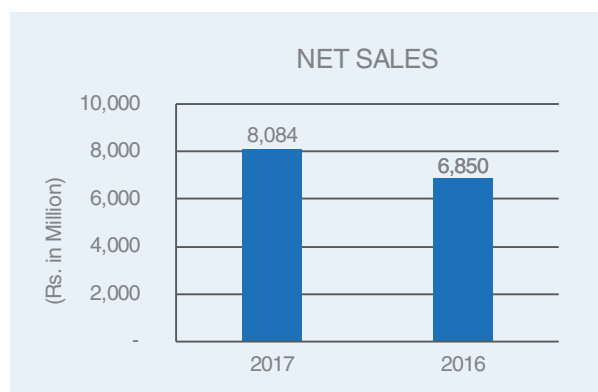
BALANCE SHEET ANALYSIS (EQUITY AND LIABILITIES)



ANALYSIS OF FINANCIAL STATEMENTS

Horizontal Analysis - Profit and Loss Account

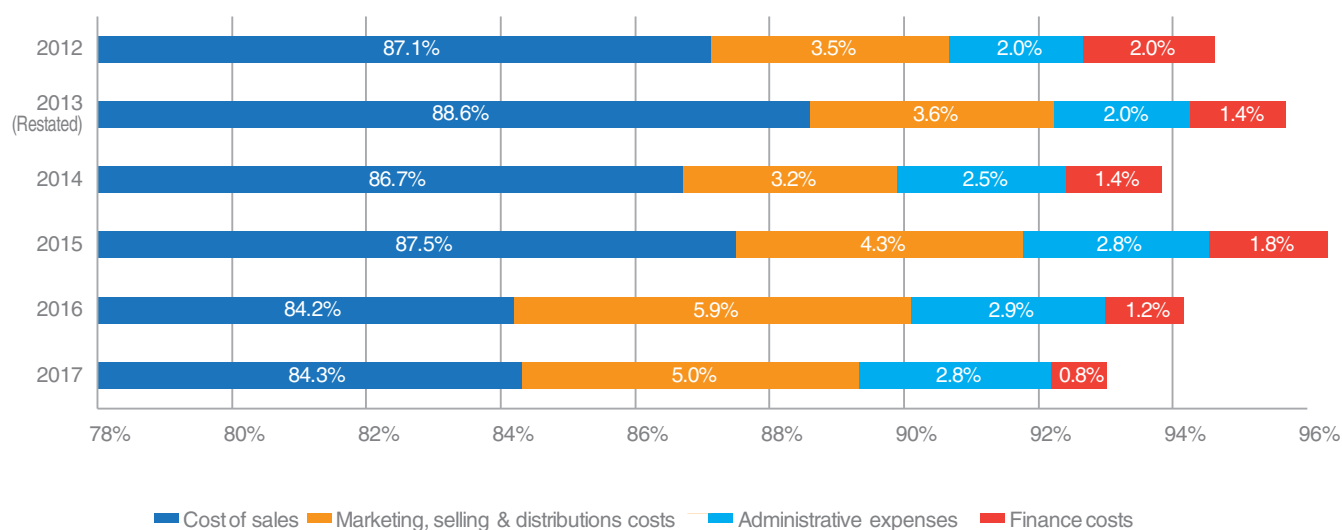
	2017 Rs. in M	2017 vs 2016 % age	2016 Rs. in M	2016 vs 2015 %age	2015 Rs. in M	2015 vs 2014 %age	2014 Rs. in M	2014 vs 2013 % age	2013 (Restated) Rs. in M	2013 vs 2012 % age	2012 Rs. in M	2012 vs 2011 % age
Net Sales	8,084	18.02	6,850	(1.54)	6,957	5.41	6,600	7.06	6,165	15.34	5,345	30.47
Cost of sales	(6,816)	18.20	(5,767)	(5.27)	(6,087)	6.38	(5,723)	4.78	(5,462)	17.28	(4,657)	30.20
Gross profit	1,268	17.05	1,083	24.59	869	(0.88)	877	24.74	703	2.24	688	32.33
Marketing, selling and distribution costs	(406)	0.08	(406)	36.83	(296)	40.71	(211)	(6.30)	(225)	18.83	(189)	16.91
Administrative expenses	(230)	16.97	(197)	1.91	(193)	16.45	(166)	32.85	(125)	17.01	(107)	4.90
	(636)	5.60	(602)	23.06	(490)	30.03	(376)	7.67	(350)	18.17	(296)	12.27
Finance costs	(66)	(18.84)	(81)	(33.86)	(122)	31.47	(93)	6.39	(87)	(16.38)	(105)	5.70
Impairment loss on investments	-	-	-	-	-	-	-	-	-	(100.00)	(48)	200.00
Other expenses	(49)	55.14	(31)	19.47	(26)	(21.18)	(33)	37.10	(24)	9.74	(22)	56.43
	(114)	1.86	(112)	(24.41)	(149)	17.56	(126)	13.08	(112)	(36.04)	(175)	35.36
Other income	98	259.86	27	77.44	15	2.14	15	(1.80)	15	(3.04)	16	34.13
Share of profit from associate	10	(19.44)	12	202.73	4	89.17	2	(33.00)	3	(62.42)	8	3.49
Profit before income tax	624	53.31	407	62.66	250	(35.99)	391	50.46	260	7.88	241	64.27
Taxation	(146)	2.02	(143)	134.14	(61)	(63.84)	(169)	93.97	(87)	(13.85)	(101)	65.57
Profit for the year	478	81.04	264	39.61	189	(14.85)	222	28.56	173	23.55	140	63.34



Vertical Analysis - Profit and Loss Account

	2017		2016		2015		2014		2013 (Restated)		2012	
	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age
Net Sales	8,084	100.00	6,850	100.00	6,957	100.00	6,600	100.00	6,165	100.00	5,345	100.00
Cost of sales	(6,816)	(84.32)	(5,767)	(84.19)	(6,087)	(87.51)	(5,723)	(86.71)	(5,462)	(88.60)	(4,657)	(87.13)
Gross profit	1,268	15.68	1,083	15.81	869	12.49	877	13.29	703	11.40	688	12.87
Marketing, selling and distribution costs	(406)	(5.02)	(406)	(5.92)	(296)	(4.26)	(211)	(3.19)	(225)	(3.65)	(189)	(3.54)
Administrative expenses	(230)	(2.85)	(197)	(2.87)	(193)	(2.77)	(166)	(2.51)	(125)	(2.02)	(107)	(2.00)
	(636)	(7.87)	(602)	(8.80)	(490)	(7.04)	(376)	(5.70)	(350)	(5.67)	(296)	(5.54)
Finance costs	(66)	(0.81)	(81)	(1.18)	(122)	(1.76)	(93)	(1.41)	(87)	(1.42)	(105)	(1.96)
Impairment loss on investments	-	-	-	-	-	-	-	-	-	-	(48)	(0.90)
Other expenses	(49)	(0.60)	(31)	(0.46)	(26)	(0.38)	(33)	(0.51)	(24)	(0.39)	(22)	(0.41)
	(114)	(1.41)	(112)	(1.64)	(149)	(2.14)	(126)	(1.91)	(112)	(1.81)	(175)	(3.27)
Other income	98	1.21	27	0.40	15	0.22	15	0.23	15	0.25	16	0.29
Share of profit from associate	10	0.12	12	0.17	4	0.06	2	0.03	3	0.05	8	0.15
Profit before income tax	624	7.72	407	5.94	250	3.60	391	5.93	260	4.22	241	4.51
Taxation	(146)	(1.80)	(143)	(2.09)	(61)	(0.88)	(169)	(2.56)	(87)	(1.41)	(101)	(1.89)
Profit for the year	478	5.92	264	3.86	189	2.72	222	3.37	173	2.81	140	2.62

ANALYSIS OF EXPENSES



ANALYSIS OF FINANCIAL STATEMENTS

Horizontal Analysis - Cash Flow Statement

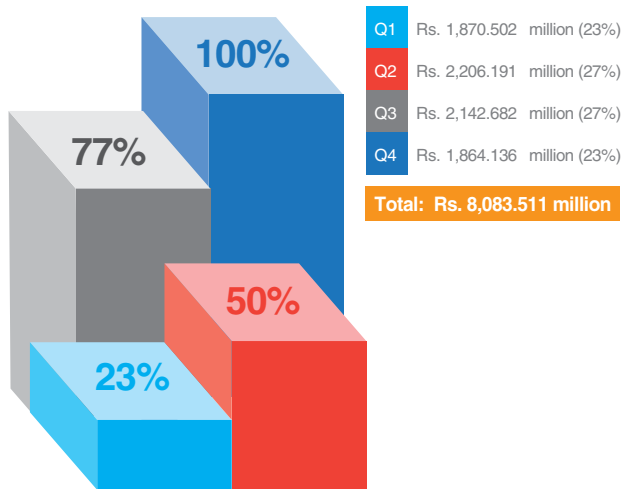
	2017 Rs. in M	2017 vs 2016 % age	2016 Rs. in M	2016 vs 2015 %age	2015 Rs. in M	2015 vs 2014 %age	2014 Rs. in M	2014 vs 2013 % age	2013 Rs. in M	2013 vs 2012 % age	2012 Rs. in M	2012 vs 2011 % age
Net cash generated from / (used in) operating activities	110	(77.56)	490	5.42	465	(833.88)	(63)	(155.35)	114	(76.95)	497	(100.00)
Net cash flows from investing activities	(263)	(22.14)	(338)	95.73	(173)	33.95	(129)	428.80	(24)	(191.32)	27	(197.71)
Net cash inflows / (outflows) from financing activities	53	(126.10)	(201)	(42.32)	(349)	(233.48)	261	(408.28)	(85)	(86.46)	(626)	(274.90)
Net (decrease) / increase in cash & cash equivalents	(101)	105.28	(49)	(13.02)	(56)	(181.94)	69	100.00	5	105.23	(102)	(131.34)

Vertical Analysis - Cash Flow Statement

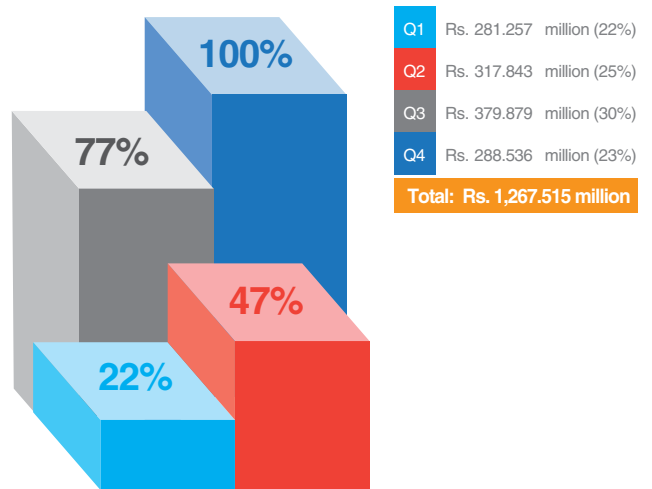
	2017		2016		2015		2014		2013		2012	
	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age	Rs. in M	%age
Net cash generated from / (used in) operating activities	110	(109.12)	490	(998.38)	465	(823.78)	(63)	(91.98)	114	2,138.86	497	(485.51)
Net cash flows from investing activities	(263)	261.21	(338)	688.73	(173)	306.07	(129)	(187.22)	(24)	(455.69)	27	(26.10)
Net cash inflows / (outflows) from financing activities	53	(52.09)	(201)	409.65	(349)	617.71	261	379.20	(85)	(1,583.17)	(626)	611.62
Net (decrease) / increase in cash & cash equivalents	(101)	100.00	(49)	100.00	(56)	100.00	69	100.00	5	100.00	(102)	100.00

QUARTERLY PERFORMANCE ANALYSIS

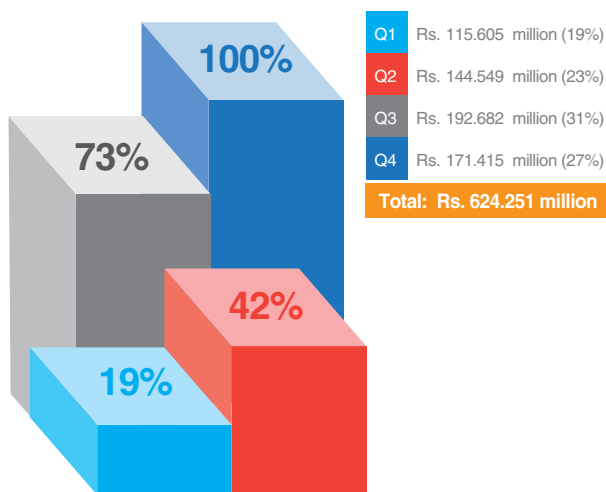
Sales



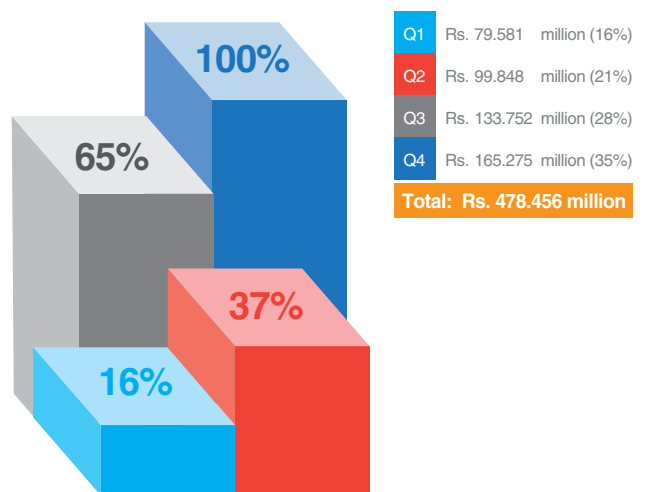
Gross Profit



Profit Before Taxation

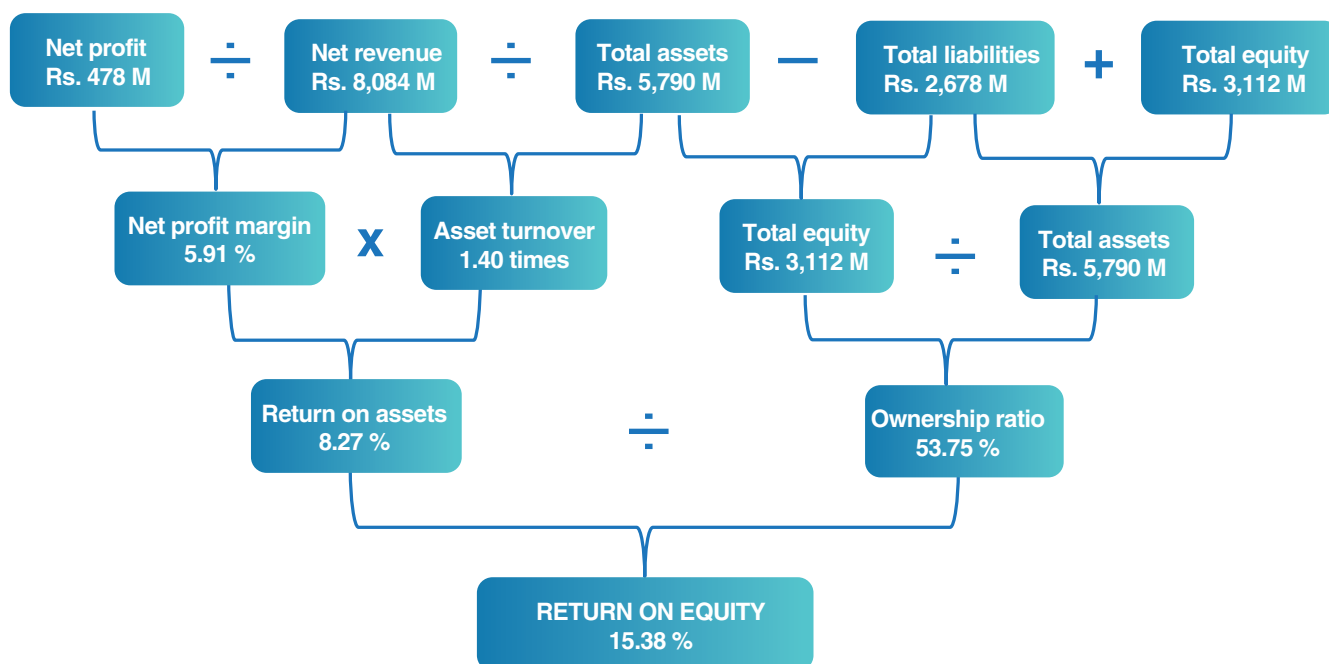


Profit After Taxation



DUPONT ANALYSIS

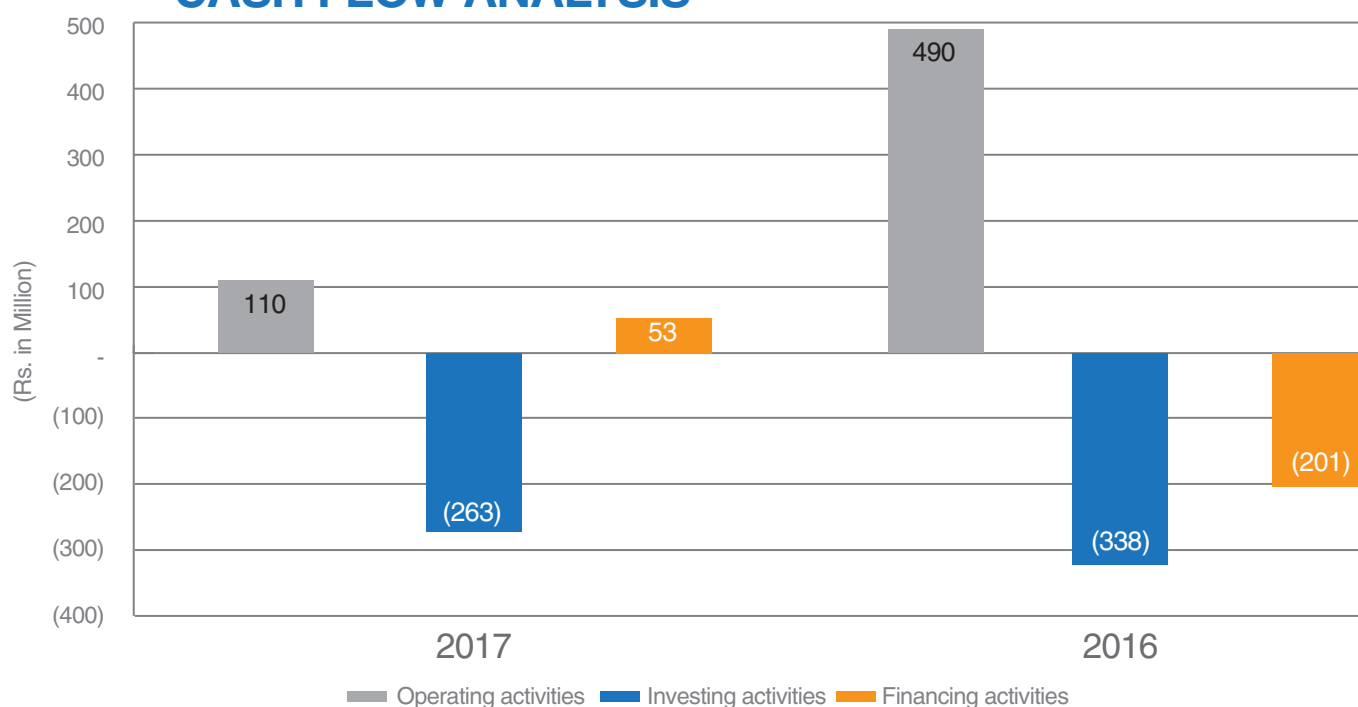
		2017	2016
Tax burden	%	76.64	64.90
Interest burden	%	90.49	83.43
EBIT margin	%	8.53	7.13
Asset turnover	Times	1.40	1.35
Leverage	%	186.05	170.27
Return on Equity	%	15.38	8.87



DIRECT METHOD CASH FLOW STATEMENT

Rupees in Million	2017	2016
CASH FLOWS FROM OPERATING ACTIVITIES		
Receipts from customers - net	7,830	6,940
Payments to suppliers/service providers/employees etc. - net	(7,536)	(6,201)
Payments to staff retirement benefits	(42)	(49)
Finance costs paid	(61)	(80)
Taxes paid - net	(85)	(132)
Long-term loans receivable	1	(1)
Long-term deposits and prepayments	3	12
Net cash flows from operating activities	110	490
CASH FLOWS FROM INVESTING ACTIVITIES		
Capital expenditure	(271)	(349)
Proceeds from disposal of fixed assets	4	9
Dividend received from an associate	3	2
Net cash flows from investing activities	(263)	(338)
CASH FLOWS FROM FINANCING ACTIVITIES		
Long term loan received	35	190
Repayment of long-term loan	(13)	-
Net increase / (decrease) in short-term borrowings	370	(307)
Dividend paid	(340)	(84)
Net cash flows from financing activities	53	(201)
Net decrease in cash and cash equivalents	(101)	(49)
Cash and cash equivalents at beginning of the year	(145)	(96)
Cash and cash equivalents at end of the year	(246)	(145)

CASH FLOW ANALYSIS



SHARE PRICE SENSITIVITY

In Pakistan's market, market forces are more likely to affect share prices compared to the fundamentals. However, managements understand that following points are perceived to have direct / indirect impact on share price of the company.

Investment in Energy sector



Investment in Energy sector both by Government and private sector has direct impacts over the performance of Company's growth and its share price. Pakistan being an energy deficient country is in dire need of improvement in energy sector and any positive step in this segment will have positive impacts on share price.

Energy Crisis



Un-interrupted energy supply is the key for any industrial undertaking and in case there is any interruption in supply, the company has to switch to other means of energy. This also affect the overall production performance of the Company. During the year 2016-17, the supply condition remain better compared to last year.

Law and Order



Law and Order situation is another key variant in determining not only the performance of Company, but also overall economy of the country. Law and order situation has been improved owing to the successful operations carried out by recent political and military regime and the impacts can be seen in overall growth in stock market.

Cash Reward



Company is the only listed cable manufacturer in Pakistan and is perceived as a growth stock instead of cash earning company by the investors. Despite this, Company paid dividend of Rs. 10.50 / share this year. This would definitely have positive impacts over the share price in long run. This was in line with the company's strategy to maintain a balance between cash distribution and re-investment in to future business.

Exchange Rate parity



Majority of the Company's raw material consist of imported items and are subject to change in exchange rate parity. Any impact on value of Rupee would have direct impact over the performance of the Company. Though management strives to be dynamic in its pricing mechanism so that any fluctuation in exchange rate does not have impact over the bottom line, however, not all of the impact can be factored in as desired.

Interest Rates



Company's major source of funding is bank borrowing and fluctuation in interest rate directly impacts the bottom line of Company's profit and loss. During the year effective borrowing rate remained lower throughout the year and company gained much over this.



STATEMENT OF VALUE ADDITION FOR THE YEAR ENDED 30 JUNE 2017

	%	(Rupees in '000)
Value created		
Net sales including sales tax	98.39%	9,481,247
Other income	1.01%	97,694
Other comprehensive income	0.34%	32,908
Share of profit from associate	0.10%	9,546
Transfer from surplus on revaluation of building	0.16%	15,241
	100.00%	9,636,636
Bought in materials and services	(67.60%)	(6,514,787)
Total	32.40%	3,121,849

Value Distribution

To Government as taxes

Income tax, sales tax & custom duty	59.23%	1,849,050
Workers funds, EOBI & social security contribution and local taxes	1.55%	48,248

To Employees as remuneration

Salaries, wages and benefits	20.46%	638,770
------------------------------	--------	---------

To Society

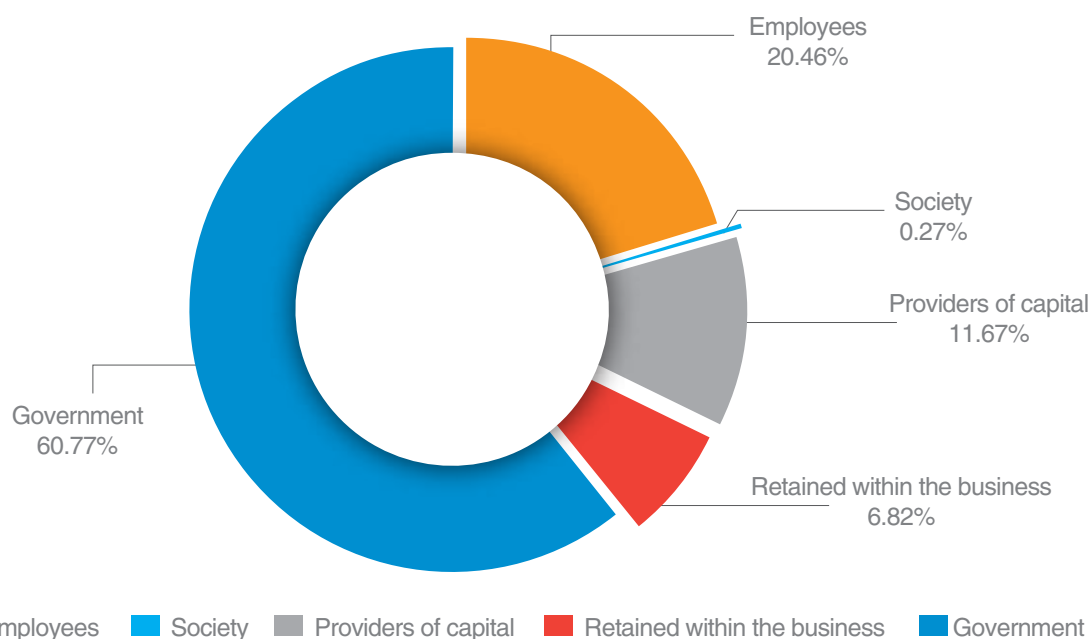
Donations	0.27%	8,470
-----------	-------	-------

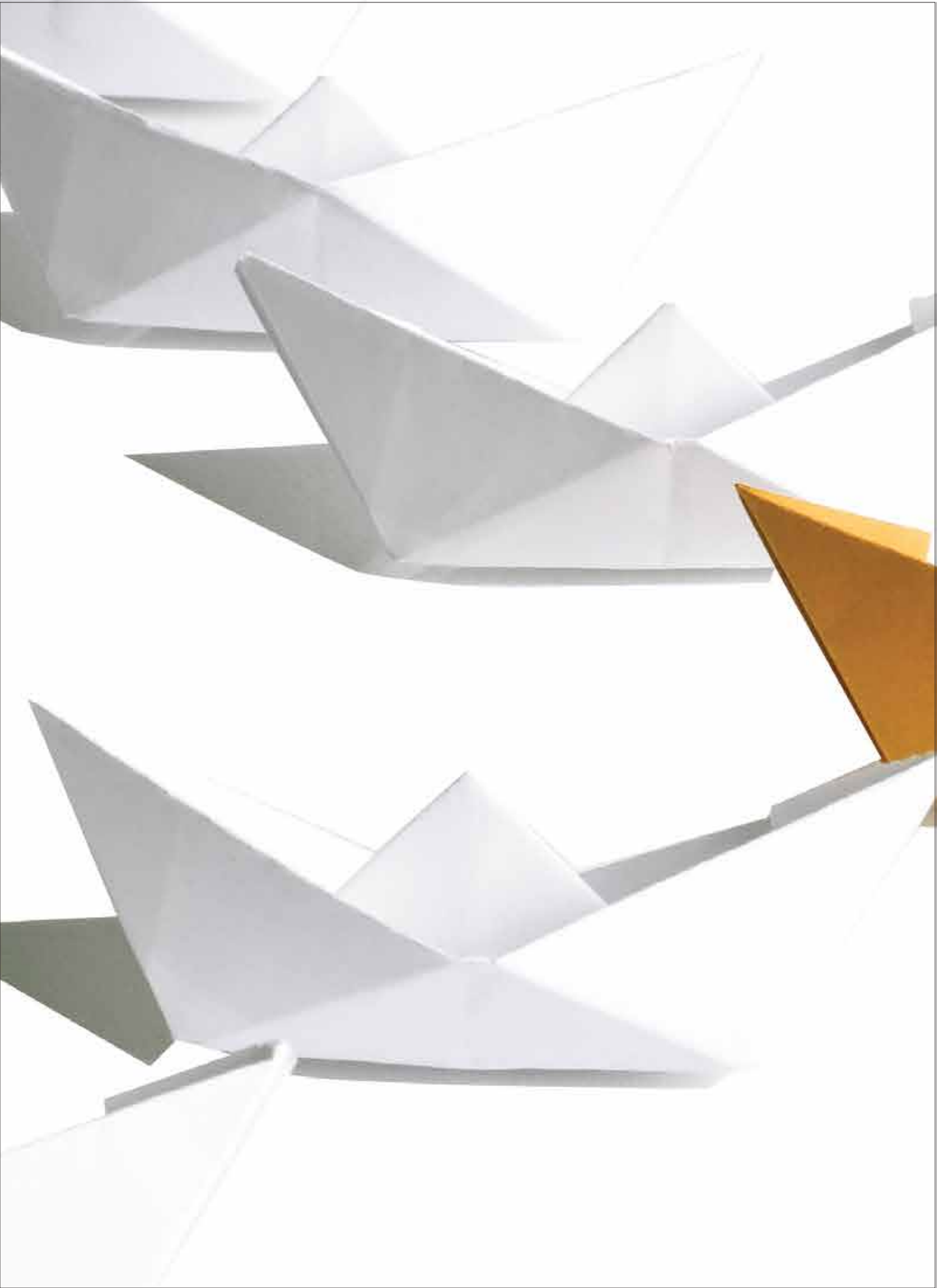
To Providers of capital

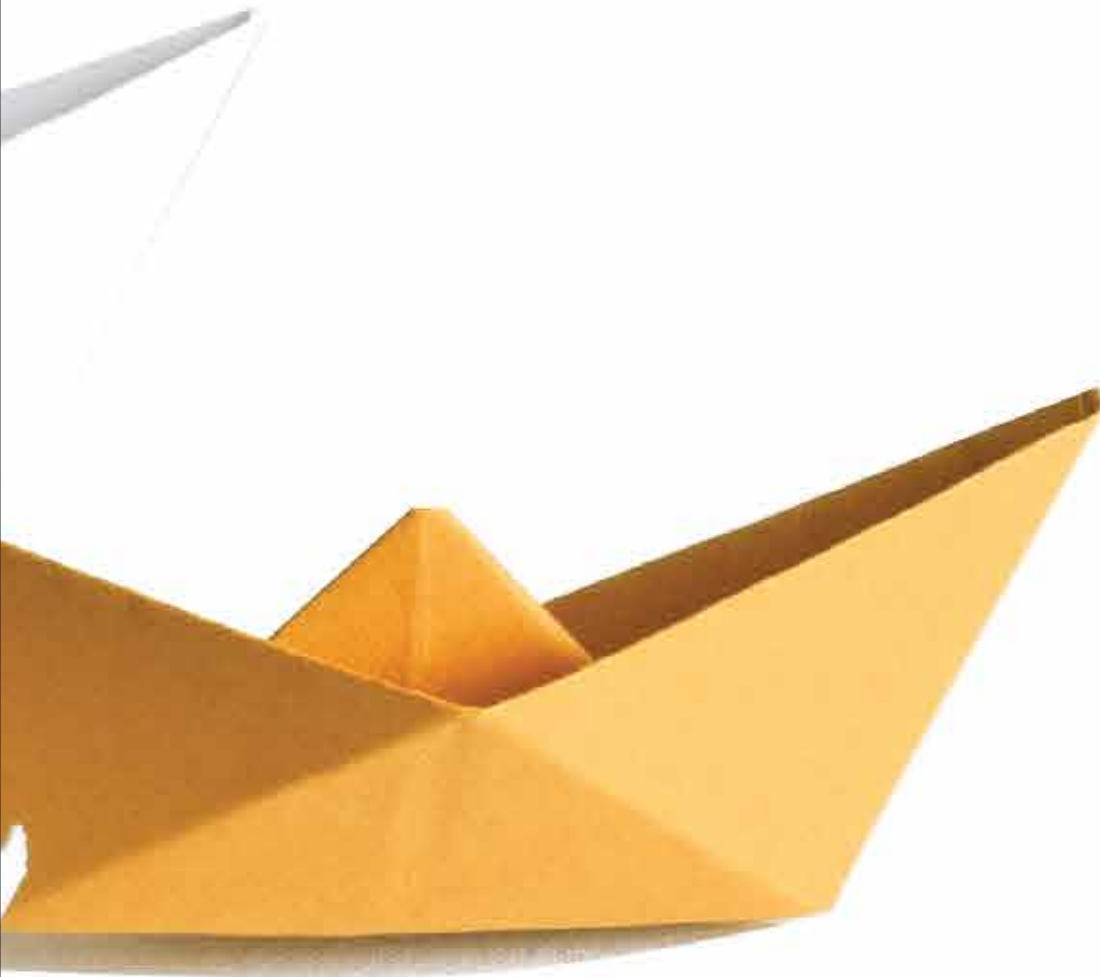
Financial charges to providers of finance	2.10%	65,620
Dividends for shareholders	9.57%	298,855

Retained within the business

	6.82%	212,836
Total Value Distributed	100.00%	3,121,849







Empowering Solutions

We are in the business of enabling power distribution across households and industrial units and power transmission through vast expanses of the country. Our customers benefit tremendously when they choose Pakistan Cables Limited since our range of wires and cables solutions are safe and help reduce power losses resulting in reduced utility bills.



AUDITORS' REPORT TO THE MEMBERS

We have audited the annexed balance sheet of **Pakistan Cables Limited** (the "Company") as at 30 June 2017 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity 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 purposes of our audit.


It is the responsibility of the Company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, 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 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 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, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan and 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 30 June 2017 and of the profit, its cash flows and changes in equity for the year then ended; and
- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980, was deducted by the Company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

Date: August 11, 2017

Karachi



KPMG Taseer Hadi & Co.
Chartered Accountants
Aamyn Pirani

Balance Sheet

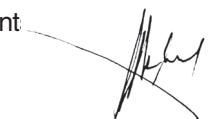
As at 30 June 2017

	Note	2017 (Rupees in '000)	2016
ASSETS			
Non-current assets			
Property, plant and equipment	4	2,166,066	2,090,035
Intangible assets	5	7,054	11,243
Investment in an associated company	6	76,648	41,661
Long-term loans receivable	7	2,380	2,883
Long-term prepayment		-	3,124
Total non current assets		2,252,148	2,148,946
Current assets			
Stores and spares	8	61,435	50,800
Stock-in-trade	9	1,914,835	1,547,242
Trade debts	10	1,318,916	1,020,030
Short-term loans and advances	11	19,681	16,691
Short-term deposits and prepayments	12	38,309	50,513
Other receivables	13	30,545	589
Advance tax - net of provisions		101,388	185,977
Cash and bank balances	14	52,470	54,738
Total current assets		3,537,579	2,926,580
Total Assets		5,789,727	5,075,526
EQUITY AND LIABILITIES			
Share capital and reserves			
Share capital	15	284,623	284,623
Share premium reserve		527,800	527,800
General reserves		926,000	802,000
Unappropriated profit		270,023	252,344
		2,008,446	1,866,767
Surplus on revaluation of assets (land and building) - net of tax	16	1,103,112	1,114,119
Non-current liabilities			
Long-term loans	17	198,125	227,500
Deferred liability for staff gratuity	18	29,154	29,529
Other long-term employee benefits	19	35,258	30,707
Deferred tax liability - net	20	58,487	72,572
Total non current liabilities		321,024	360,308
Current liabilities			
Current portion of long-term loans	17	64,375	12,500
Trade and other payables	21	1,359,031	1,262,183
Short term borrowings	22	921,995	452,967
Mark-up accrued on bank borrowings		11,744	6,682
Total current liabilities		2,357,145	1,734,332
Contingencies and commitments	23		
Total equity and liabilities		5,789,727	5,075,526

The annexed notes from 1 to 43 form an integral part of these financial statement



Chief Executive



Chairman

Profit and Loss Account

For the year ended 30 June 2017

	Note	2017 (Rupees in '000)	2016
Net sales	24	8,083,511	6,849,559
Cost of sales	25	(6,815,996)	(5,766,671)
Gross profit		1,267,515	1,082,888
Marketing, selling and distribution costs	26	(406,018)	(405,694)
Administrative expenses	27	(230,120)	(196,730)
		(636,138)	(602,424)
Finance costs	28	(65,620)	(80,856)
Other expenses	29	(48,746)	(31,420)
		(114,366)	(112,276)
Other income	30	97,694	27,148
Share of profit from associate	6.2	9,546	11,849
Profit before income tax		624,251	407,185
Taxation	31	(145,795)	(142,905)
Profit for the year		478,456	264,280
		(Rupees)	
Earnings per share - basic and diluted	32	16.81	9.29

The annexed notes from 1 to 43 form an integral part of these financial statements.



Chief Executive



Chairman
ANNUAL REPORT 2017

Statement of Comprehensive Income

For the year ended 30 June 2017

	Note	2017 (Rupees in '000)	2016
Profit after tax for the year		478,456	264,280
Other comprehensive income:			
<i>Items that will not be reclassified to profit and loss account</i>			
Remeasurement of post employment benefits obligations	18.1.7	32,905	(29,290)
Related tax effect		(10,179)	9,333
		22,726	(19,957)
Share of other comprehensive income from the associated company (remeasurement of post employment benefits obligations of associated company)		3	83
		22,729	(19,874)
Total comprehensive income - transferred to statement of changes in equity		501,185	244,406

Surplus arising on revaluation of land and building have been reported in accordance with the requirements of the Companies Ordinance, 1984 below equity.

The annexed notes from 1 to 43 form an integral part of these financial statements.



Chief Executive



Chairman

Cash Flow Statement

For the year ended 30 June 2017

	Note	2017 (Rupees in '000)	2016
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations	33	294,394	738,936
Payments to staff retirement benefits	18.1.8	(42,107)	(48,557)
Finance costs paid		(60,558)	(79,557)
Taxes paid - net		(85,357)	(131,851)
Long-term loans receivable		503	(1,211)
Long term deposits and prepayments		3,124	12,494
Net cash flows from operating activities		109,999	490,254
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure		(270,788)	(349,420)
Proceeds from disposal of fixed assets	4.1.2	4,027	9,205
Dividend received from an associate		3,456	2,016
Net cash flows from investing activities		(263,305)	(338,199)
CASH FLOWS FROM FINANCING ACTIVITIES			
Long term loan received		35,000	190,000
Repayment of long term loan		(12,500)	-
Net increase / (decrease) in short-term borrowings		370,495	(307,464)
Dividend paid		(340,490)	(83,696)
Net cash flows from financing activities		52,505	(201,160)
Net decrease in cash and cash equivalents		(100,801)	(49,105)
Cash and cash equivalents at beginning of the year		(145,198)	(96,093)
Cash and cash equivalents at end of the year	34	(245,999)	(145,198)

The annexed notes from 1 to 43 form an integral part of these financial statements.



Chief Executive



Chairman

Statements of Changes in Equity


For the year ended 30 June 2017

	Note	Share capital	Capital Reserves	Revenue Reserve		Total
			Share premium reserve	General reserve	Unappropriated profit	
(Rupees in '000)						
Balance as at 01 July 2015		284,623	527,800	708,000	179,892	1,700,315
Total comprehensive income for the year ended 30 June 2016						
Profit for the year		-	-	-	264,280	264,280
Other comprehensive income for the year - net of tax		-	-	-	(19,874)	(19,874)
Total comprehensive income		-	-	-	244,406	244,406
Transfer to general reserve for the year ended 30 June 2015		-	-	94,000	(94,000)	-
Transfer from surplus on revaluation of building - net of deferred tax	16	-	-	-	7,433	7,433
Transactions with owners recorded directly in equity						
Final cash dividend for the year ended 30 June 2015 @ Rs. 3.00 per share		-	-	-	(85,387)	(85,387)
Balance as at 30 June 2016		284,623	527,800	802,000	252,344	1,866,767
Total comprehensive income for the year ended 30 June 2017						
Profit for the year		-	-	-	478,456	478,456
Other comprehensive income for the year - net of tax		-	-	-	22,729	22,729
Total comprehensive income		-	-	-	501,185	501,185
Transfer to general reserve for the year ended 30 June 2016		-	-	124,000	(124,000)	-
Transfer from surplus on revaluation of building - net of deferred tax	16	-	-	-	10,506	10,506
Transactions with owners recorded directly in equity						
Final cash dividend for the year ended 30 June 2016 @ Rs. 4.50 per share		-	-	-	(128,081)	(128,081)
First interim cash dividend for the half year ended 31 December 2016 @ Rs. 1.50 per share		-	-	-	(42,694)	(42,694)
Second interim cash dividend for the nine months ended 31 March 2017 @ Rs. 7.00 per share		-	-	-	(199,237)	(199,237)
Balance as at 30 June 2017		284,623	527,800	926,000	270,023	2,008,446

The annexed notes from 1 to 43 form an integral part of these financial statements.



Chief Executive



Chairman

Notes to the Financial Statements

For the year ended 30 June 2017

1. LEGAL STATUS AND OPERATIONS

The Pakistan Cables Limited (the Company) was incorporated in Pakistan as a private limited company on 22 April 1953 and in 1955 it was converted into a public limited company in which year it also obtained a listing on the Pakistan Stock Exchange. The Company is engaged in the manufacturing of copper rods, wires, cables and conductors, aluminium extrusion profiles and PVC compounds.

The registered office of the Company is situated at B/21, S.I.T.E., Karachi, Pakistan.

2. BASIS OF PREPARATION

2.1 Statement of compliance

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions of, or directives issued under the Companies Ordinance, 1984 shall prevail.

2.2 Basis of measurement

These financial statements have been prepared under the historical cost convention except that the land and building are stated at revalued amounts, less accumulated depreciation and impairment losses, if any.

2.3 Functional and presentation currency

These financial statements are presented in Pakistani rupee which is the Company's functional currency. All financial information presented in Pakistani rupee has been rounded off to the nearest thousand, unless otherwise stated.

2.4 Use of estimates and judgements

The preparation of financial statements in conformity with approved accounting standards, as applicable in Pakistan, requires the management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.

The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about the carrying values of assets and liabilities that are not readily apparent from other sources.

Estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

Judgments made by management in the application of approved accounting standards, as applicable in Pakistan, that have significant effect on the financial statements and estimates with a significant risk of material adjustments in the future years are as follows:

Notes to the Financial Statements

For the year ended 30 June 2017

2.4.1 Income taxes

In making the estimates for income taxes currently payable by the Company, the management considers the current income tax law and the decisions of appellate authorities on certain issues in the past.

2.4.2 Staff retirement and other benefits

Certain actuarial assumptions have been adopted as disclosed in these financial statements for the actuarial valuation of funded pension and unfunded gratuity schemes (note 18.1) and other benefits (note 19). Changes in these assumptions may effect the liability under these schemes in current and future years.

2.4.3 Trade and other debts

Impairment loss against doubtful trade and other debts is made on a judgemental basis, for which provision may differ in the future years based on the actual experience. The difference in provision if any, would be recognised in the future years.

2.4.4 Property, plant and equipment and intangible assets

The Company's management determines the residual values, estimated useful lives and related depreciation charge for its plant and equipments. The estimates for revalued amounts of land and building are based on a valuation carried out by external professional valuer of the Company. The Company reviews the value of the assets for possible impairment on an annual basis. Any change in the estimates in future years might affect the carrying amounts of the respective items of property, plant and equipments with a corresponding effect on the depreciation charge and impairment.

2.4.5 Stock in trade and stores and spares

The Company reviews the net realizable value of stock in trade and stores and spares to assess any diminution in the respective carrying values. Any change in the estimates in future years might affect the carrying amounts of stock in trade and stores and spares with a corresponding effect on the profit and loss account of those future years.

2.4.6 Investment in associate

The Company determines that a significant and prolonged decline in the fair value of its investment in associate below its cost is an objective evidence of impairment. The impairment loss is recognised when the carrying amount exceeds the higher of fair value less cost to sell and value in use.

2.5 Standards, Interpretations and Amendments not yet effective

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 July 2017:

Notes to the Financial Statements

For the year ended 30 June 2017

- Amendments to IAS 12 'Income Taxes' are effective for annual periods beginning on or after 1 January 2017. The amendments clarify that the existence of a deductible temporary difference depends solely on a comparison of the carrying amount of an asset and its tax base at the end of the reporting period, and is not affected by possible future changes in the carrying amount or expected manner of recovery of the asset. The amendments further clarify that when calculating deferred tax asset in respect of insufficient taxable temporary differences, the future taxable profit excludes tax deductions resulting from the reversal of those deductible temporary differences. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IAS 7 'Statement of Cash Flows' are part of IASB's broader disclosure initiative and are effective for annual periods beginning on or after 1 January 2017. The amendments require disclosures that enable users of financial statements to evaluate changes in liabilities arising from financing activities, including both changes arising from cash flow and non-cash changes. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IFRS 2 - Share-based Payment clarify the accounting for certain types of arrangements and are effective for annual periods beginning on or after 1 January 2018. The amendments cover three accounting areas (a) measurement of cash-settled share-based payments; (b) classification of share-based payments settled net of tax withholdings; and (c) accounting for a modification of a share-based payment from cash-settled to equity-settled. The new requirements could affect the classification and/or measurement of these arrangements and potentially the timing and amount of expense recognized for new and outstanding awards. The amendments are not likely to have an impact on Company's financial statements.
- Transfers of Investment Property (Amendments to IAS 40 'Investment Property' - effective for annual periods beginning on or after 1 January 2018) clarifies that an entity shall transfer a property to, or from, investment property when, and only when there is a change in use. A change in use occurs when the property meets, or ceases to meet, the definition of investment property and there is evidence of the change in use. In isolation, a change in management's intentions for the use of a property does not provide evidence of a change in use. The amendments are not likely to have an impact on Company's financial statements.
- Annual improvements to IFRS standards 2014-2016 cycle. The new cycle of improvements addresses improvements to following approved accounting standards:
 - Amendments to IFRS 12 'Disclosure of Interests in Other Entities' (effective for annual periods beginning on or after 1 January 2017) clarify that the requirements of IFRS 12 apply to an entity's interests that are classified as held for sale or discontinued operations in accordance with IFRS 5 – 'Non-current Assets Held for Sale and Discontinued Operations'. The amendments are not likely to have an impact on Company's financial statements.
 - Amendments to IAS 28 'Investments in Associates and Joint Ventures' (effective for annual periods beginning on or after 1 January 2018) clarifies that a venture capital organization and other similar entities may elect to measure investments in associates and joint ventures at fair value through profit or loss, for each associate or joint venture separately at the time of initial recognition of investment. Furthermore, similar election is available to non-investment entity that has an interest in an associate or joint venture that is an investment entity, when applying the equity method, to retain the fair value measurement applied by that investment entity associate or joint venture to the investment entity associate's or joint venture's interests in subsidiaries. This election is made separately for each investment entity associate or joint venture. The amendments are not likely to have an impact on Company's financial statements.

Notes to the Financial Statements

For the year ended 30 June 2017

- IFRIC 22 'Foreign Currency Transactions and Advance Consideration' (effective for annual periods beginning on or after 1 January 2018) clarifies which date should be used for translation when a foreign currency transaction involves payment or receipt in advance of the item it relates to. The related item is translated using the exchange rate on the date the advance foreign currency is received or paid and the prepayment or deferred income is recognized. The date of the transaction for the purpose of determining the exchange rate to use on initial recognition of the related asset, expense or income (or part of it) would remain the date on which receipt of payment from advance consideration was recognized. If there are multiple payments or receipts in advance, the entity shall determine a date of the transaction for each payment or receipt of advance consideration.
- IFRIC 23 'Uncertainty over Income Tax Treatments' (effective for annual periods beginning on or after 1 January 2019) clarifies the accounting for income tax when there is uncertainty over income tax treatments under IAS 12. The interpretation requires the uncertainty over tax treatment be reflected in the measurement of current and deferred tax.

The above amendments are not likely to have an impact on Company's financial statements.

The Companies Act, 2017 was enacted on 30 May 2017 and SECP vide its circular 17 of 2017 has clarified that the companies whose financial year closes on or before 30 June 2017 shall prepare their financial statements in accordance with the provisions of the repealed Companies Ordinance, 1984. The Companies Act, 2017 applicable for financial year beginning on 1 July 2017 requires certain additional disclosures and Section 235 of the repealed Companies Ordinance, 1984 relating to treatment of surplus arising out of revaluation of assets has not been carried forward in the Companies Act, 2017. This would require change in accounting policy relating to surplus on revaluation of land and building (note 16) to bring it in line with the requirements of IAS 16 - Property, plant and equipment. Accordingly, as of 30 June 2017, this would result in increase in equity by Rs. 1,103.11 million (30 June 2016: 1,114.12 million).

3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The accounting policies set out below have been applied consistently to all the periods presented in these financial statements.

3.1 Investment in associate - equity method

Investments in associate where the Company has significant influence but not control over the financial and operating policies are accounted for using equity basis of accounting, under which the investment in associate are initially recognised at cost and the carrying amounts are increased or decreased to recognise the Company's share of the profit or loss of the associate after the date of acquisition, less impairment losses, if any. The Company's share of the profit or loss of the associate is recognised in the Company's profit or loss. Distributions received from associate reduce the carrying amount of the investment. Adjustments to the carrying amounts are also made for changes in the Company's proportionate interest in the associate arising from changes in the associate's other comprehensive income and surplus on revaluation of fixed assets. The Company's share of those changes are respectively recognised directly in other comprehensive income and surplus on revaluation of fixed asset account of the Company.

Gain / (loss) on sale of above investments, if any, are recognised in the period of sale. The carrying amount of the investment is tested for impairment, by comparing its recoverable amount (higher of value in use and fair value less costs to sell) with its carrying amount and loss, if any is recognised in the profit and loss account.

Notes to the Financial Statements

For the year ended 30 June 2017

3.2 Staff retirement benefits and other benefits

Defined benefit plans

The Company operates a defined benefit funded pension scheme for permanent employees who are in the management cadre. However, the benefit is available to those employees only who had joined before 01 April 2009.

In addition, the Company operates an unfunded gratuity scheme, for all permanent workers.

The Company's obligation under the pension and gratuity schemes is determined through actuarial valuations carried out under the "Projected Unit Credit Method". Actuarial valuations are conducted annually and the latest valuation was conducted at the balance sheet date (30 June 2017). When the calculation results in a potential asset for the company, the recognised asset is limited to the present value of economic benefits available in the form of any future refunds from the plan or reduction in future contributions to the plan. Service costs are recognised in profit and loss in the period in which they occur. Net interest on net defined benefit liability is also recognised in profit and loss. Net of tax remeasurement comprising actuarial gain / loss, the return on plan assets (excluding interest) and the effect of the asset ceiling (excluding interest) are recognised in other comprehensive income.

Defined contribution plan

The Company also operates a recognised provident fund scheme for its employees. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of 10% of basic pay and dearness allowance.

Other long term employee benefit

The Company accounts for long term staff compensated absences on the basis of actuarial valuation carried out under the Projected Unit Credit Method. Current service cost, actuarial gains or losses and past service cost are recognised immediately in the profit and loss account.

3.3 Financial liabilities

Financial liabilities include long-term loan, short-term borrowings, trade and other payables and mark-up accrued on bank borrowings and are initially recognised at the time when the Company becomes party to the contractual provisions of the instruments. All financial liabilities are recognised initially at fair value plus directly attributable transactions costs, if any, and subsequently measured at amortised cost using effective interest rate method, where applicable. The Company derecognises the financial liabilities when they are extinguished, that is, when the obligation referred in the contract is discharged, cancelled or have expired. Gain or loss on derecognition is recognised in the profit and loss account.

3.4 Taxation

Income Tax expense comprises current and deferred tax. Income Tax expense is recognized in the profit and loss account, except to the extent that it relates to items recognized directly in the other comprehensive income or below equity, in which case it is recognized in the other comprehensive income or below equity respectively.

Notes to the Financial Statements

For the year ended 30 June 2017

Current

Provision for current taxation is based on taxability of certain income streams under final tax regime at the applicable tax rates and remaining income streams chargeable at current rate of taxation under the normal tax regime after taking into account tax credits and tax rebates available, if any. Provision of current tax is determined using the tax rate enacted at the balance sheet date.

Deferred

Deferred tax is recognized using the balance sheet liability method, providing for temporary difference between the carrying amounts of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. The amount of deferred tax provided is based on the expected manner of realization or settlement of the carrying amount of assets and liabilities using the tax rates enacted or substantively enacted at the balance sheet date.

The Company recognizes a deferred tax asset to the extent that it is probable that taxable profits in the foreseeable future will be available against which the assets can be utilized. Deferred tax assets are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Further, the Company also recognizes deferred tax asset / liability on surplus on revaluation of property, plant and equipment which is adjusted against the related surplus.

3.5 Property, plant and equipment

- Property, plant and equipment are stated at cost less accumulated depreciation and impairment losses, if any, except that building is stated at revalued amount less accumulated depreciation and impairment losses, if any, while land is stated at revalued amount (less impairment losses, if any). Cost of leasehold land is not amortised since the lease is renewable at nominal price at the option of the lessee. Capital work-in-progress is stated at cost accumulated to the balance sheet date less impairment losses, if any. Cost include expenditures directly attributable to the acquisition of an asset.
- Depreciation is charged to income applying the straight line method where by the cost of an asset is written off over its estimated useful life. Depreciation on addition is charged from the month the asset is available for use, while in case of disposal it is charged up to the month of disposal.
- The assets' residual values and useful lives are reviewed at the reporting date and if expectations differ from previous estimates, the change is accounted for as a change in an accounting estimate.
- Leasehold land and building are revalued by independent professionally qualified valuer with sufficient regularity to ensure that the net carrying amount does not differ materially from the fair values. In case of building, any accumulated depreciation at the date of the revaluation is eliminated against the gross carrying amount of the asset and the net amount restated at the revalued amount of the asset. Surplus on revaluation of assets are credited to a 'Surplus on revaluation' account on the balance sheet below equity. Surplus on revaluation of building to the extent of incremental depreciation charged thereon is transferred from surplus on revaluation of building to retained earnings (unappropriated profit), net of deferred tax.

Notes to the Financial Statements

For the year ended 30 June 2017

- Expenditure incurred subsequent to the initial acquisition of asset is capitalised only when it is probable that the future economic benefits associated with the expenditure will flow to the Company and it meets the recognition criteria mentioned in accounting standards. All other expenditure is recognised in the profit and loss account as expense.
- Gains or losses on disposal are included in profit and loss account currently.

3.6 Intangible Assets

Intangible assets are initially recognised at cost less accumulated amortization and impairment losses, if any. Costs that are directly associated with identifiable software product controlled by the Company and have probable economic benefits beyond one year are recognised as intangible asset. Costs associated with maintaining computer software are recognised as an expense as and when incurred.

Amortisation is charged to profit and loss account by applying the straight line basis whereby the carrying amount of an asset is amortised over its estimated useful life to the Company unless such life is indefinite. Amortisation is charged from the month the asset is available for use, while in case of disposal it is charged up to the month of disposal.

The Company accounts for impairment, where indications exist, by reducing asset's carrying amount to the recoverable amount.

3.7 Borrowing costs

Borrowing costs are recognised as an expense in the period in which these are incurred, except that those which are directly attributable to the acquisition, construction or production of a qualifying asset (i.e. an asset that necessarily takes a substantial period of time to get ready for its intended use or sale) are capitalised as part of the cost of that asset.

3.8 Stores and spares

Stores and spares are stated at lower of weighted average cost and net realizable value, less provision for impairment, if any. Items in-transit are valued at cost comprising invoice value plus other charges incurred thereon.

Provision for obsolete and slow moving stores, spares and loose tools is determined based on the management's estimate regarding their future usability.

Net realizable value signifies the estimated selling price in the ordinary course of business less the net estimated costs necessary to be incurred to make the sale.

3.9 Stock in trade

These are valued at lower of cost and net realizable value. Cost is determined under the weighted average basis. Cost of work-in-process and finished goods consists of direct materials, labour and applicable production overheads. Net realizable value signifies the estimated selling price in the ordinary course of the business less estimated cost of completion and selling expenses. The management continuously reviews its inventory for existence of any item which may be obsolete. Provision is made for slow moving inventory based on managements estimation. These are based on historical experience and are continuously reviewed.

Notes to the Financial Statements

For the year ended 30 June 2017

Items in-transit are valued at lower of cost and net realisable value. Cost comprises invoice value plus other charges paid thereon up to the balance sheet date.

Scrap is valued at estimated realizable value.

3.10 Financial assets

Financial assets includes trade debts, other receivables, loans, advances and deposits and are initially recognised at the time when the company becomes party to the contractual provisions of the instruments. These are recognised initially at fair value plus directly attributable transaction costs, if any and subsequently is measured at amortised cost using effective interest rate method if applicable, less provision for impairment, if any. A provision for impairment is established if there is objective evidence that the Company will not be able to collect all amounts due according to the original terms of receivables. The Company derecognises the financial assets when it ceases to be a party to the contractual provisions of such assets. Gain or loss on derecognition is recognised in the profit and loss account.

3.11 Cash and cash equivalents

Cash and cash equivalents comprise cash and bank balances. Short term running finances that are repayable on demand and form an integral part of the Company's cash management are included as a component of cash and cash equivalents for the purpose of the cash flows statement.

3.12 Foreign currency translation

Transactions in foreign currencies are recorded in Pakistan rupees at the rates of exchange prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are reported in Pakistani rupees at the rates of exchange ruling at the balance sheet date. Exchange gains and losses on translation are included in profit and loss account currently.

3.13 Revenue recognition

Revenue from sale of goods is measured at fair value of the consideration received or receivable. The Company records revenue from sale of goods on dispatch of goods to its customers i.e. when the significant risks and rewards of ownership are transferred to the customer. Commission income is recorded when the service is rendered.

3.14 Impairment

Financial assets

A financial asset is assessed at each balance sheet date to determine whether there is any objective evidence that it is impaired. A financial asset is considered to be impaired if objective evidence indicates that one or more events have had a negative effect on the estimated future cash flows of that asset.

Notes to the Financial Statements

For the year ended 30 June 2017

Non-financial assets

The carrying amounts of non-financial assets, other than inventories and deferred tax asset, are reviewed at each balance sheet date to ascertain whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. An impairment loss is recognized, as an expense in the profit and loss account, for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less cost to sell and value in use. Value in use is ascertained through discounting of the estimated future cash flows using a discount rate that reflects current market assessments of the time value of money and the risk specific to the assets. For the purpose of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash flows (cash-generating units).

3.15 Provisions

Provisions are recognised when the Company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate.

3.16 Offsetting of financial assets and liabilities

Financial assets and financial liabilities are only offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognised amount and the Company intends to either settle on a net basis, or to realise the asset and settle the liability simultaneously.

3.17 Dividends and reserve appropriation

Dividends and reserve appropriations are recognized in the period in which these are declared / approved. Transfers between reserves made subsequent balance sheet dates is considered as non-adjusting event and is recognised in the financial statement in the period in which these are approved.

3.18 Earnings per share

The Company presents basic and diluted earnings per share (EPS) for the shareholders. Basic EPS is calculated by dividing the profit after tax attributable to ordinary shareholders of the company by the weighted average number of ordinary shares outstanding during the year.

Diluted EPS is calculated by adjusting basic EPS by the weighted average number of ordinary shares that would be issued on conversion of all dilutive potential ordinary shares into ordinary shares and post-tax effect of changes in profit or loss attributable to ordinary shareholders of the Company that would result from conversion of all dilutive potential ordinary shares into ordinary shares.

4. PROPERTY, PLANT AND EQUIPMENT	Note	2017 (Rupees in '000)	2016
Operating fixed assets	4.1	2,075,647	2,064,352
Capital work-in-progress	4.2	90,419	25,683
		<u>2,166,066</u>	<u>2,090,035</u>

Notes to the Financial Statements

For the year ended 30 June 2017

4.1 Operating fixed assets

	2017									
	Cost / revaluation				Depreciation				Net book value as at 30 June 2017	Rate %
	As at 01 July 2016	Additions	(Disposals)	As at 30 June 2017	As at 01 July 2016	For the year	(Disposals)	As at 30 June 2017		
	(Rupees in '000)									
Lease hold land at revalued amount	892,000	-	-	892,000	-	-	-	-	892,000	-
Building on leasehold land at revalued amount	392,022	26,003	-	418,025	-	20,130	-	20,130	397,895	5
Leasehold improvements	22,498	-	-	22,498	9,174	4,968	-	14,142	8,356	20 & 33
Plant and machinery	1,821,770	158,531	(600)	1,979,701	1,116,115	142,665	(600)	1,258,180	721,521	8, 12 & 25
Office equipment and appliances	99,588	15,546	(174)	114,960	78,557	11,536	(154)	89,939	25,021	12, 25 & 33
Furniture and fittings	24,541	1,602	-	26,143	15,694	1,844	-	17,538	8,605	8 & 12
Vehicles	57,307	2,754	(6,211)	53,850	27,629	9,910	(4,939)	32,600	21,250	20
Loose tools	4,289	106	-	4,395	2,494	902	-	3,396	999	33
	3,314,015	204,542	(6,985)	3,511,572	1,249,663	191,955	(5,693)	1,435,925	2,075,647	

Cost of above assets include cost of operating assets of Rs. 569.377 million (2016 : Rs. 535.464 million) having net book value of Nil value at the reporting date which are still in use.

	2016										
	Cost / revaluation				Depreciation				Net book value as at 30 June 2016	Rate %	
	As at 01 July 2015	Additions	Revaluation surplus	(Disposals)	As at 30 June 2016	As at 01 July 2015	For the year	(Adjustment / Disposals)			As at 30 June 2016
	(Rupees in '000)										
Lease hold land at revalued amount	669,000	-	223,000	-	892,000	-	-	-	-	892,000	-
Building on leasehold land at revalued amount	306,939	13,819	71,264	-	392,022	15,337	15,405	(30,742)	-	392,022	5
Leasehold improvements	22,498	-	-	-	22,498	2,507	6,667	-	9,174	13,324	20 & 33
Plant and machinery	1,483,511	338,259	-	-	1,821,770	1,000,420	115,695	-	1,116,115	705,655	8, 12 & 25
Office equipment and appliances	90,777	8,979	-	(168)	99,588	68,648	10,047	(138)	78,557	21,031	12, 25 & 33
Furniture and fittings	23,861	722	-	(42)	24,541	13,904	1,832	(42)	15,694	8,847	8 & 12
Vehicles	59,689	12,290	-	(14,672)	57,307	28,954	10,877	(12,202)	27,629	29,678	20
Loose tools	3,423	866	-	-	4,289	1,603	891	-	2,494	1,795	33
	2,659,698	374,935	294,264	(14,882)	3,314,015	1,131,373	161,414	(43,124)	1,249,663	2,064,352	

Notes to the Financial Statements

For the year ended 30 June 2017

4.1.1 Valuations of lease hold land and the building thereon were carried out by the Company as of 30 June 2016 by MYK Associates (Private) Limited (an independent valuer) on market value basis after making independent market inquires from local estate agents / realtors in the vicinity to establish the present market value. These revaluations of the above assets were earlier carried out on 30 June 2005, 30 June 2008, 30 June 2011 and 30 June 2014. Resulting surplus has been credited to the revaluation surplus account, net of related tax effect. The balance in the surplus on revaluation land and building as at the reporting date are not available for distribution to the shareholders. Had there been no revaluation, the related details under the cost model would have been as follows:

	Cost	Accumulated depreciation (Rupees in '000)	Net book value
Leasehold land	-	-	-
Building	182,373	74,059	108,314
	<u>182,373</u>	<u>74,059</u>	<u>108,314</u>

At 30 June 2017, the balance of undepreciated surplus was Rs. 1,181.58 million (2016: Rs. 1,196.82 million).

4.1.2 Details of operating fixed assets disposed off during the year are as follows:

Assets	Cost	Accumulated depreciation	Net book value	Sale proceeds	Mode of disposal	Purchaser	Address
	(Rupees in '000)						
Suzuki Swift	1,466	489	977	1,245	Negotiation	Meezan Bank Limited	Karachi
Suzuki Cultus	1,005	770	235	775	Negotiation	Mr. Faisal Sohail	Karachi
Honda Motorcycle	64	3	61	63	Insurance claim	Jubilee General Insurance Company Limited	Karachi
Items of net book value below Rs. 50,000 each	4,450	4,431	19	1,944	Negotiation	Various	
	<u>6,985</u>	<u>5,693</u>	<u>1,292</u>	<u>4,027</u>			
	<u>14,882</u>	<u>12,382</u>	<u>2,500</u>	<u>9,205</u>			

4.1.3 Depreciation has been allocated as follows:

	Note	2017 (Rupees in '000)	2016
Cost of sales	25	170,607	138,886
Marketing, selling and distribution costs	26	9,455	10,096
Administrative expenses	27	11,893	12,432
		<u>191,955</u>	<u>161,414</u>

4.2 Capital work-in-progress

	Cost			
	As at 01 July	Additions	(Transfers)	As at 30 June
	(Rupees in '000)			
Plant and machinery	9,972	183,124	(108,983)	84,113
Building on leasehold land	12,432	12,736	(25,168)	-
Office equipments	3,279	828	(4,107)	-
Advance for vehicles and leasehold improvement	-	6,306	-	6,306
	<u>25,683</u>	<u>202,994</u>	<u>(138,258)</u>	<u>90,419</u>
	<u>62,094</u>	<u>315,054</u>	<u>(351,465)</u>	<u>25,683</u>

Notes to the Financial Statements

For the year ended 30 June 2017

5. INTANGIBLE ASSETS	Note	2017 (Rupees in '000)	2016
Operating intangible assets	5.1	5,854	11,243
Software under implementation		1,200	-
		7,054	11,243

5.1 Operating intangible assets

	2017							
	Cost			Amortization			Net Book	Rate
	As at 01 July 2016	Additions	As at 30 June 2017	As at 01 July 2016	For the year	As at 30 June 2017	Value as at 30 June 2017	%
	(Rupees in '000)							
Computer software and license fee	16,967	310	17,277	5,724	5,699	11,423	5,854	33%
	16,967	310	17,277	5,724	5,699	11,423	5,854	
	2016							
	Cost			Amortization			Net Book	Rate
	As at 01 July 2015	Additions	As at 30 June 2016	As at 01 July 2015	For the year	As at 30 June 2016	Value as at 30 June 2016	%
	(Rupees in '000)							
Computer software and license fee	6,071	10,896	16,967	674	5,050	5,724	11,243	33%
	6,071	10,896	16,967	674	5,050	5,724	11,243	

6. INVESTMENT IN AN ASSOCIATED COMPANY - equity accounted for

	2017 (% of holding)	2016	2017 (Rupees in '000)	2016
International Industries Limited (IIL) 576,000 (2016: 576,000) fully paid ordinary shares of Rs. 10 each [market value of Rs. 212.296 million (2016: Rs. 46.581 million)]	0.48	0.48	76,648	41,661

6.1 Associate is an entity over which the Company has significant influence but no control. Company's investee company is considered to be its associate by virtue of common directorship.

6.2 During the year, Rs. 9.546 million (2016 : Rs. 11.849 million) was recognised in the profit and loss account as the Company's share of the associated company's profit and Rs. 0.290 million (2016 : Rs. 4.914 million) was recognised in surplus on revaluation of assets account as its share of 'surplus on the revaluation' of the associate's land and buildings. Dividend amounting to Rs. 3.456 million (2016: Rs. 2.016 million) was received from the associated company during the year and outstanding dividend from the same company as at 30th June 2017 amounting to Rs. 2.592 million (2016 : Nil). Company has also reversed impairment amounting to Rs. 31.776 million during the year on this investment.

6.3 International Industries Limited is part of KMI all share index as at 30th June 2017.

Notes to the Financial Statements

For the year ended 30 June 2017

6.4 Summarised financial information of associated company

	International Industries Limited (IIL)	
	31 March 2017 (Un-audited) (Rupees in '000)	30 June 2016 (Audited) (Rupees in '000)
Assets	39,678,807	32,571,327
Liabilities	25,741,224	20,542,734
	For the Nine Months ended 31 March 2017 (Rupees in '000)	For the year ended 30 June 2016 (Rupees in '000)
Total revenue	32,530,252	33,201,188
Profit after tax	2,840,383	1,954,569

6.5 Above associate has been equity accounted for up to 31 March 2017. The management does not expect the results of operations for the 3 months ended 30 June 2017 to be material.

7. LONG-TERM LOANS RECEIVABLE

Note 2017 2016
(Rupees in '000)

Considered good - secured

Due from non-executive employees		2,708	4,215
Due from executives	7.2	1,405	512
		4,113	4,727
Current portion of long term loans	11	(1,733)	(1,844)
		2,380	2,883

7.1 Above loans are given to the employees for the purchase of motor cars, motorcycles and other purposes as per the Company policy and agreement with the workers' union. These are repayable in thirty-six to sixty equal monthly instalments. These are secured against the respective provident fund balances. These are interest free, except for balance of Rs 0.972 million explained in note 7.2

7.2 Balance due from executives

2017 2016
(Rupees in '000)

Opening balance	512	812
Loan granted during the year	1,607	-
Repayment of loan during the year	(714)	(300)
Closing balance	1,405	512

The maximum aggregate amount of loans due from the executives at the end of any month during the year was Rs. 1.405 million (2016: Rs. 0.582 million). This includes a loan of Rs. 0.972 million (2016: Nil) due from a director carrying interest at 8% per annum. Securities and Exchange Commission of Pakistan has given its approval for the loan. The loan is repayable in 37 monthly instalments. Original disbursement was Rs 1.296 million.

Notes to the Financial Statements

For the year ended 30 June 2017

8. STORES AND SPARES	Note	2017 (Rupees in '000)	2016
Stores [including Rs. 0.194 million in transit (2016: Rs. Nil)]		4,981	1,602
Spares [including Rs. 15.177 million in transit (2016: Rs. 12.01 million)]		61,850	55,015
		66,831	56,617
Provision against slow moving stores and spares	8.1	(5,396)	(5,817)
		61,435	50,800
8.1 Provision against slow moving stores and spares			
Balance as at 01 July		5,817	6,549
Reversal during the year		(421)	(732)
Balance as at 30 June		5,396	5,817
9. STOCK-IN-TRADE			
Raw materials [including Rs. 224.1 million in transit (2016: Rs. 336.2 million)]	9.1	917,039	701,986
Work-in-process	9.2	476,583	351,362
Finished goods	9.2	485,427	475,528
Scrap		35,786	18,366
		1,914,835	1,547,242
9.1 Raw material includes slow moving items carried at Rs. Nil (2016: Rs. Nil) as against their cost of Rs. 26.491 million (2016: Rs. 14.238 million).			
9.2 Work-in-process and finished goods include slow moving items aggregating Rs. 10.649 million (2016: Rs. 9.813 million) and Rs. 18.194 million (2016: Rs. 15.341 million) respectively stated at their net realizable values against their cost of Rs. 11.400 million (2016: Rs. 12.187 million) and Rs. 33.543 million (2016: Rs. 31.257 million) respectively.			
9.3 Provision against raw materials		2017	2016
		(Rupees in '000)	
Balance as at 01 July		14,238	18,700
Charge / (reversal) during the year - net		12,253	(4,462)
Balance as at 30 June		26,491	14,238

Notes to the Financial Statements

For the year ended 30 June 2017

10. TRADE DEBTS	Note	2017 (Rupees in '000)	2016
Unsecured and non-interest bearing			
Considered good			
Due from related parties	10.1	181,975	157,928
Others		1,136,941	862,102
		1,318,916	1,020,030
Considered doubtful			
Others		48,066	46,590
		1,366,982	1,066,620
Provision for doubtful trade debts	10.2	(48,066)	(46,590)
		1,318,916	1,020,030
10.1 The related parties from whom the debts are due are as under:			
Intermark (Private) Limited		157,381	139,938
ICI Pakistan Limited		16,936	1,183
Atlas Autos (Pvt) Limited		5,591	-
International Industries Limited		877	89
Atlas Honda Limited		765	810
Sui Northern Gas Pipelines Limited		157	-
Engro Fertilizers Limited		122	164
International Steels Limited		116	4,505
Fauji Fertilizer Company Limited		27	2,500
Security Papers Limited		3	-
Sui Southern Gas Company Limited		-	8
Atlas Battery Limited		-	8,731
	10.1.1	181,975	157,928

Above entities are related parties / associated undertaking due to common directorship.

10.1.1 Above balances are mark-up free and unsecured. Aging of above balances at the balance sheet date is as follows:

	Note	2017 (Rupees in '000)	2016
Not past due		175,293	148,709
Past due 1-180 days		6,611	9,189
Past due 181-365 days		71	30
		181,975	157,928
None of the above debts are considered to be impaired.			
10.2 Provision for doubtful trade debts			
Opening balance		46,590	59,900
Provision / (reversal) during the year	27	1,476	(13,310)
		48,066	46,590

Notes to the Financial Statements

For the year ended 30 June 2017

11. SHORT-TERM LOANS AND ADVANCES	Note	2017 (Rupees in '000)	2016
Unsecured and non-interest bearing			
Considered good			
Current portion of long term loans	7	1,733	1,844
Short-term advances to employees		2,437	2,456
Advances to suppliers		15,511	12,391
		19,681	16,691
12. SHORT TERM DEPOSITS AND PREPAYMENTS			
Unsecured and non-interest bearing - considered good			
Deposits		30,305	30,018
Prepayments		8,004	20,495
		38,309	50,513
13. OTHER RECEIVABLES			
Unsecured and non-interest bearing			
Considered good			
Receivable from staff pension fund - related party	18.1.8	27,612	-
Dividend receivable from related party - net of tax		2,268	-
Excess payment to Workers' profit participation fund	13.1	500	-
Receivable from the staff provident fund - related party		-	321
Others		165	268
		30,545	589
13.1 Workers' profit participation fund			
Balance as on 01 July		(22,591)	(15,354)
Mark-up on funds utilised in the Company's business	28	(1,018)	(663)
Allocation for the year	29	(33,482)	(21,928)
		(57,091)	(37,945)
Amount paid to the fund		57,591	15,354
Excess payment receivable / (payable) as at 30 June		500	(22,591)
14. CASH AND BANK BALANCES			
With banks in current accounts		52,131	54,151
Cash in hand		339	587
		52,470	54,738

Notes to the Financial Statements

For the year ended 30 June 2017

15. SHARE CAPITAL

2017 (Number of shares)	2016 (Number of shares)		Note	2017 (Rupees in '000)	2016 (Rupees in '000)
Authorised Share Capital					
<u>30,000,000</u>	30,000,000	Ordinary shares of Rs. 10 each		<u>300,000</u>	300,000
Issued, subscribed and paid up Share Capital					
8,475,225	8,475,225	Ordinary shares of Rs. 10 each fully paid in cash		84,752	84,752
174,775	174,775	Ordinary shares of Rs. 10 each issued as fully paid for consideration other than cash		1,748	1,748
19,812,376	19,812,376	Ordinary shares of Rs. 10 each issued as fully paid bonus shares		198,123	198,123
<u>28,462,376</u>	<u>28,462,376</u>		15.1	<u>284,623</u>	<u>284,623</u>

- 15.1 This includes nil (2016: 6,999,998) ordinary voting shares of Rs. 10 each held by G.K. Technologies Incorporated (associated company in 2016) and 2,425,913 (2016: 2,425,913) held by International Industries Limited (associated company). During the year G.K. Technologies Incorporated disposed of its entire shareholding of the Company.

16. SURPLUS ON REVALUATION OF ASSETS (Land and building) - net of tax

Leasehold land

Balance as at 01 July
Surplus arising on revaluation carried out during the year

Building on leasehold land

Balance as at 01 July of revaluation surplus
Surplus arising on revaluation carried out during the year
Transferred to unappropriated profit in respect of incremental depreciation charged during the year - net of deferred tax
Related deferred tax liability on incremental depreciation charged during the year

Related deferred tax liability at beginning of the year
Related deferred tax liability on revaluation carried out as at 30 June 2016
Related deferred tax liability of amount transferred to unappropriated profit in respect of incremental depreciation charged during the year
Balance of deferred tax liability as of the year-end

Share of surplus on revaluation of land and building of the associated company - {net of tax of Rs. 1.484 million (2016: Rs. 1.273 million)}

2017
(Rupees in '000)

2016
(Rupees in '000)

892,000	669,000
-	223,000
<u>892,000</u>	<u>892,000</u>
304,822	213,651
-	102,006
(10,506)	(7,433)
(4,735)	(3,402)
<u>289,581</u>	<u>304,822</u>
(91,610)	(64,360)
-	(30,652)
4,735	3,402
<u>(86,875)</u>	<u>(91,610)</u>
8,406	8,907
<u>1,103,112</u>	<u>1,114,119</u>

Notes to the Financial Statements

For the year ended 30 June 2017

17. LONG TERM LOANS - secured

	2017 (Rupees in '000)	2016
Loan from conventional financial institutions	262,500	240,000
Current portion shown under current liabilities	(64,375)	(12,500)
	198,125	227,500

17.1 Long term loans have been obtained for the purpose of capital expenditure and are secured against hypothecation of specific items of plant and machinery. Rate of mark-up on the loans at the year-end ranged between 6.72% to 6.80% per annum (30 June 2016: 6.77% to 7.16% per annum) at 6 months KIBOR plus 0.60% / 0.65%. These loans are for five years from the date of disbursement and are repayable in eight half yearly equal principal instalments of Rs. 6.25 million, Rs. 9.38 million, Rs. 14.38 million and Rs. 4.38 million commencing from 06 November 2016, 09 August 2017, 24 November 2017 and 22 February 2018 respectively. Total facility available to the Company under the above arrangement amounted to Rs. 350 million of which the amount remaining unutilized as at that date was Rs. 75 million (30 June 2016: Total facility available of Rs. 350 million of which the amount unutilized as at that date was Rs. 110 million).

Above loans are secured against hypothecation charge of Rs. 367 million over the specific plant, machinery and equipment of the Company.

18. STAFF RETIREMENT BENEFITS

18.1 Defined benefit plans

The details of the actuarial valuation under the projected unit credit method as at 30 June 2017 for funded pension and unfunded gratuity schemes are as follows:

18.1.1 Actuarial assumptions

	Note	2017		2016	
		Pension -----%	Gratuity	Pension -----%	Gratuity
Discount rate		8.60	8.60	8.00	8.00
Expected rate of salary increase					
- Executives		10.40	-	9.00	-
- Workmen		-	4.80	-	4.25
Pension increase		0.90	-	-	-

18.1.2 Balance sheet reconciliation

		2017		2016	
		Pension (Rupees in '000)	Gratuity	Pension (Rupees in '000)	Gratuity
Fair value of plan assets	18.1.3	425,294	-	303,975	-
Present value of defined benefit obligations	18.1.4	(397,682)	(29,154)	(340,633)	(29,529)
Net asset / (liability)		27,612	(29,154)	(36,658)	(29,529)

Notes to the Financial Statements

For the year ended 30 June 2017

18.1.3 Changes in fair value of plan assets	Note	2017		2016	
		Pension (Rupees in '000)	Gratuity	Pension (Rupees in '000)	Gratuity
Fair value as at 01 July		303,975	-	244,411	-
Interest income		25,440	-	26,105	-
Remeasurement due to investment return		67,838	-	178	-
Benefits paid		(11,959)	-	(13,983)	-
Contribution to the fund		40,000	-	47,264	-
Fair value as at 30 June		425,294	-	303,975	-

18.1.4 Changes in present value of defined benefit obligation

Obligation as at 01 July	340,633	29,529	293,078	24,835
Current service cost	5,091	1,666	5,454	1,575
Interest cost	26,772	2,278	28,609	2,419
Remeasurement due to :				
Change in financial assumptions	19,058	(897)	10,497	1,585
Experience adjustment	18,087	(1,315)	16,978	408
Benefits paid	(11,959)	(2,107)	(13,983)	(1,293)
Obligation as at 30 June	397,682	29,154	340,633	29,529

18.1.5 Amounts recognised in the profit and loss account

Service cost	5,091	1,666	5,454	1,575
Net interest on net defined benefit liability	1,332	2,278	2,504	2,419
Chargeable in profit and loss account	6,423	3,944	7,958	3,994

18.1.6 Amounts recognised in other comprehensive income (OCI)

Remeasurement due to:				
Change in financial assumptions	19,058	(897)	10,497	1,585
Experience adjustment	18,087	(1,315)	16,978	408
Investment return	(67,838)	-	(178)	-
Chargeable to other comprehensive income 18.1.7	*(30,693)	*(2,212)	** 27,297	**1,993
Total cost	(24,270)	1,732	35,255	5,987

18.1.7 Income recognised in the OCI for both the above benefits is *Rs. 32.905 million (2016: Loss of **Rs. 29.290 million).

Notes to the Financial Statements

For the year ended 30 June 2017

18.1.8 Recognised asset / (liability)	Note	2017		2016	
		Pension (Rupees in '000)	Gratuity (Rupees in '000)	Pension (Rupees in '000)	Gratuity (Rupees in '000)
Balance as on 01 July		(36,658)	(29,529)	(48,667)	(24,835)
Income / (expense) recognised	18.1.6	24,270	(1,732)	(35,255)	(5,987)
Payments during the year		40,000	2,107	47,264	1,293
Company's assets (liability) as at 30 June		<u>27,612</u>	<u>(29,154)</u>	<u>(36,658)</u>	<u>(29,529)</u>
18.1.9 Actual return on plan assets		93,278	-	26,283	-

18.1.10 Fund investments composition / fair value of plan assets	2017		2016	
	Amount (Rupees in '000)	Percentage	Amount (Rupees in '000)	Percentage
Government bonds				
- Pakistan Investment Bonds (10 years)	59,237	14%	64,559	21%
- Market treasury bills (3 Months)	133,238	32%	-	-
Term Finance Certificates of Bank Al-Falah	67,777	16%	68,672	23%
Listed equity shares (related party)	85,728	20%	18,809	6%
Mutual funds				
- NAFA Asset allocation fund	36,082	8%	26,346	9%
- NAFA Islamic asset allocation fund	36,136	8%	-	-
Bank Balances	7,096	2%	125,589	41%
	<u>425,294</u>		<u>303,975</u>	

18.1.11 Historical information

	2017	2016	2015	2014	2013
	(Rupees in '000)				
- Pension					
Fair value of plan assets	425,294	303,975	244,411	227,672	222,100
Present value of the defined benefit obligation of pension	(397,682)	(340,633)	(293,078)	(244,073)	(210,909)
Surplus / (deficit) in the plan	<u>27,612</u>	<u>(36,658)</u>	<u>(48,667)</u>	<u>(16,401)</u>	<u>11,191</u>
- Gratuity (unfunded)					
Fair value of plan assets	-	-	-	-	-
Present value of the defined benefit obligation of gratuity	(29,154)	(29,529)	(24,835)	(25,217)	(26,871)
Deficit in the plan	<u>(29,154)</u>	<u>(29,529)</u>	<u>(24,835)</u>	<u>(25,217)</u>	<u>(26,871)</u>

Notes to the Financial Statements

For the year ended 30 June 2017

18.1.12 Sensitivity analysis for actuarial assumptions

The sensitivity of the defined benefit obligation to changes in the weighted principal assumptions is:

	Impact on Obligation of Change in Assumption	
	Increase in assumption (Rupees in '000)	Decrease in assumption (Rupees in '000)
Discount rate - increase / decrease by 1%	(32,931)	46,107
Salary increase - increase / decrease by 1%	11,638	(10,487)
Pension increase - increase / decrease by 1%	27,721	(24,367)

If life expectancy increases by 1 year, the obligation increases by Rs. 8.563 million (2016: Rs. 7.966 million). In addition the weighted average of plan durations for pension is 11.2 years (2016: 11 years), while for gratuity it is 9.9 years (2016: 10.1 years).

18.1.13 Maturity profile of the defined benefit obligation - undiscounted payments

	(Time in years)				
	1	2	3	4	5
	(Rupees in '000)				
Distribution of timing of benefit payments					
- Pension	27,064	30,340	31,164	31,883	33,180
- Gratuity	868	930	3,119	3,536	1,614
	27,932	31,270	34,283	35,419	34,794

18.1.14 Cost projections for the financial year ended 30 June 2018 (chargeable to the profit and loss account), as per the actuary, for pension amounts to Rs. 4.729 million, while for the gratuity it amounts to Rs. 4.184 million.

18.1.15 All employees in managerial and supervisory categories other than workers are eligible to the pension scheme. However, the plan is closed to new members. Normal pension age is 55 years, although service after attaining the normal pension age is also pensionable. Settlement of the pension is based on basic salary and as per service rules. At 30 June 2017, 76 members (2016: 79 members) were covered under the pension scheme. The gratuity is for the unionised staff (non-management employees). In this case the normal retirement age is 60 years and is payable on the basis of basic salary as per service rules. At 30 June 2017, 232 members (2016: 238 members) were covered under the gratuity scheme.

18.2 Defined contribution plan

The Company has set up provident fund for its permanent employees and contributions were made by the Company to the Trust in accordance with the requirement of Section 227 of the Companies Ordinance, 1984. Total charge against provident fund for the year ended 30 June 2017 was Rs. 11.473 million (2016: Rs. 10.172 million). Details of assets owned by provident fund as at 30 June 2017 (un-audited) are as follows:

Notes to the Financial Statements

For the year ended 30 June 2017

	Note	30 June 2017 (Un-audited) (Rupees in '000)	30 June 2016 (Un-audited)
Size of the Fund - fair value of net assets		378,625	199,488
Actual investment made - cost		161,759	154,316
Fair value of investments	18.2.1	370,685	196,882
Percentage of investments made - based on fair value		98%	99%

18.2.1 Break-up of investments is as follows:

	30 June 2017 (Un-audited) (Rupees in '000)	30 June 2016 (Un-audited)	30 June 2017 (Un-audited) (% of total investment)	30 June 2016 (Un-audited)
Shares of Public Limited Companies. (International Industries Limited) related party	200,769	44,052	53	23
Pakistan Investment Bonds	53,086	55,731	14	28
Treasury Bills	28,104	-	8	-
Defence Savings Certificates (including interest)	42,700	39,550	12	20
Mutual Funds	40,018	31,229	11	16
Bank balances in profit and loss sharing account	6,008	26,320	2	13
	370,685	196,882	100	100
Members covered in the scheme	432	423		

Above assets are invested in accordance with Section 227 of the Companies Ordinance, 1984.

19. OTHER LONG - TERM EMPLOYEE BENEFITS

This represents accrual for staff compensated absences and includes liability in respect of key management personnel amounting to Rs. 0.69 million (2016: Rs. 1.04 million). During the year the Company increased its provision by Rs. 4.55 million (2016 : Rs. 6.43 million) which has been recognised in the profit and loss account.

Notes to the Financial Statements

For the year ended 30 June 2017

20. DEFERRED TAX LIABILITY - net	Note	2017 (Rupees in '000)	2016
Taxable temporary differences on			
Accelerated tax depreciation		90,086	98,776
Surplus on revaluation of building on leasehold land	16	86,875	91,610
Share of surplus on revaluation of land and building of the associated company		1,484	1,273
Share of profit of an equity accounted associated company		3,451	2,227
		181,896	193,886
Deductible temporary differences on			
Provision for staff retirement benefit		(8,756)	(8,868)
Provision for doubtful debts		(14,420)	(13,977)
Provision for slow-moving stores and spares		(1,619)	(1,745)
Provision for import levies and other provisions		(98,614)	(96,724)
		(123,409)	(121,314)
		58,487	72,572

- 20.1** Reduction in deferred tax liability by Rs. 14.960 million (2016: Rs. 8.148 million) has been recognised in the profit and loss account, while increase of Rs. 0.2 million (2016 : Rs. 31.27 million) has been recognised in the surplus account and Rs. 0.7 million (2016: Rs. 0.6 million) have been recognised in Other Comprehensive Income'

Deferred tax balance has been recognised at the rates at which these are expected to be settled / realised.

21. TRADE AND OTHER PAYABLES	Note	2017 (Rupees in '000)	2016
Creditors		343,281	357,834
Accrued expenses		408,344	291,603
Advances from customers		278,796	298,394
Provision for import levies	21.3	217,980	186,662
Sales tax payable		36,814	27,545
Workers' profit participation fund	13.1	-	22,591
Payable to staff provident fund - related party	21.4	2,118	-
Payable to staff pension fund - related party	18.1.2	-	36,658
Workers' welfare fund	29	11,910	9,453
Security deposits from distributors	21.2	5,973	8,448
Unclaimed dividend		42,693	13,171
Withholding income tax payable		3,036	4,954
Others		8,086	4,870
		1,359,031	1,262,183

- 21.1** All the above liabilities are non-interest bearing except as disclosed in note 21.2 below.

- 21.2** This includes security deposit from distributors under mark-up arrangements amounting to Rs. 5.0 million (2016: Rs. 7.5 million) and carries mark-up at 6% per annum.

Notes to the Financial Statements

For the year ended 30 June 2017

21.3 Provision for import levies

This represents provision for import levies on imported raw materials and machines etc. The movement in this provision during the year is as follows:

	2017 (Rupees in '000)	2016
Balance as on 01 July	186,662	161,570
Charge for the year - net	31,318	25,092
Balance as at 30 June	<u>217,980</u>	<u>186,662</u>

21.3.1 The Company along with many other companies had filed appeal against the levy of Infrastructure Cess at import stage levied by the Provincial Government. The case was initially decided by the High Court of Sindh in the year 2008 according to which this levy was applicable for the period from 28 December 2006 onwards while it was not applicable on consignments cleared prior to this date. The decision was challenged by both the department and the companies in the Honourable Supreme Court which referred back the matter to High Court in the year 2011. During the year 2012, the High Court passed an interim order through which all the appellant companies were required to pay 50% of the amount involved in this respect on the consignments cleared between 28 December 2006 to 30 May 2011 and to give bank guarantee for the balance amount. The guarantees submitted for the period prior to 28 December 2006 were also to be released by the department. Further, all consignments after 30 May 2011 are being released on the basis of 50% payment in cash and 50% on furnishing of bank guarantee. This is an interim arrangement and is subject to the final order by the High Court which may be issued in due course of time.

21.4 The balance payable to the staff provident fund is for June 2017 and was paid subsequent to the year end.

22. SHORT TERM BORROWINGS

Note 2017 2016
(Rupees in '000)

From banking companies - secured

Running Musharka under Shariah arrangement		65,722	2,803
Running finance under mark-up arrangements		232,747	197,133
Running finance from banks	22.1	<u>298,469</u>	199,936
Short term finances under mark-up arrangement	22.2	278,498	151,842
Foreign currency import finance under mark-up arrangement	22.3	345,028	101,189
		<u>921,995</u>	<u>452,967</u>

22.1 Running finance from banks

Running Musharaka under Shariah arrangement carries mark-up at 6.52% per annum (2016: 6.75% per annum) and the available facility is Rs. 300 million. At 30 June 2017, the facility unutilised was 234.28 million.

The Company has also arranged short-term running finance facilities under mark-up arrangements from certain banks. Overall facility for these running finances under mark-up arrangements amounts to Rs. 1,850 million (2016: Rs. 1,850 million). Rate of mark up on these running finance facilities under mark-up arrangements ranges between 7.02% to 7.27% net of prompt payment rebate (2016: 7.25% to 7.74% per annum). The facilities will expire between 30 June 2017 to 31 March 2018 and are generally renewable.

Notes to the Financial Statements

For the year ended 30 June 2017

22.2 Short term finances under mark-up arrangement

The amount outstanding against the short term finance facility as at 30 June 2017 available from banks was Rs. 278.5 million (2016: Rs. 151.8 million) earmarked out of the total running finance facilities of Rs. 500 million obtained from these banks and letter of credit facilities of Rs. 500 million and short term finances of Rs. 500 million. Total facility available under this arrangement amounts to Rs. 2,769 million (2016: 2,150 million) which is a sublimit of above running finance limit, letter of credit limit and short-term finance limits. Mark-up on term finance is agreed at each disbursement and as at 30 June 2017, it ranged between 6.15% to 6.44% per annum (2016: 6.38% to 6.50% per annum). These are payable latest by 02 August 2017.

22.3 Foreign currency import finance under mark-up arrangement

The amount outstanding against the foreign currency import finance facility as at 30 June 2017 available from banks was Rs. 345 million (2016: Rs. 101.2 million) earmarked out of the total running finance facilities of Rs. 895 million obtained from these banks. Total facility available under this arrangements amounts to Rs. 1,945 million (2016: Rs. 1,945 million) which is a sublimit of the above available running finance limit. At 30 June 2017 these balances carried mark-up ranged between 1.20% to 1.75% per annum (2016: 1.2% per annum). These are repayable latest by July 2017.

22.4 Other facilities

Facility for opening letters of credit and guarantees as at 30 June, 2017 amounted to Rs. 2,530 million including Rs. 603 million relating to the guarantees (30 Jun 2016 : Rs 2,828 million including Rs. 580 million relating to guarantee) of which the amount remaining unutilized as at that date was 2,074 million including Rs. 249 million relating to the guarantees (2016: Rs. 2,438 million including Rs. 251 million relating to guarantees).

22.5 Securities

Above arrangements are secured by way of joint pari passu hypothecation over stocks, stores and spares and present and future trade debts of the Company of Rs. 4,840 million.

23. CONTINGENCIES AND COMMITMENTS

23.1 Contingencies

- a) The Company has issued to the Collector of Customs post dated cheques amounting to Rs. 1.461 million (2016: Rs. 18.504 million) against partial exemption of import levies.
- b) Bank guarantees amounting to Rs. 354 million (2016: Rs. 329 million) have been given to various parties for contract performance, tender deposits, import levies, etc.

23.2 Commitments

- a) Aggregate commitments for capital expenditure as at 30 June 2017 amounted to Rs. 123.942 million (2016: Rs. 65.170 million).
- b) Commitments under letters of credit for the import of raw materials, etc. (non-capital expenditure) as at 30 June 2017 amounted to Rs. 46.4 million (2016: Rs. 38.253 million). These are in respect of the Letters of credit opened before the year end but no shipment by then had been made.

Notes to the Financial Statements

For the year ended 30 June 2017

24. NET SALES	Note	2017 (Rupees in '000)	2016
Gross sales		9,481,247	8,029,520
Sales tax		(1,397,736)	(1,179,961)
		8,083,511	6,849,559
25. COST OF SALES			
Opening work-in-process		351,362	276,117
Opening stock - raw material		701,986	643,386
Opening stock - scrap		18,366	40,551
		720,352	683,937
Purchases of raw material		6,236,429	5,242,350
		6,956,781	5,926,287
Sales of scrap material during the year		(126,255)	(108,875)
Closing stock - raw material		(917,039)	(701,986)
Closing stock - metal scrap		(35,786)	(18,366)
		(952,825)	(720,352)
		5,877,701	5,097,060
Stores and spares consumed		106,737	98,313
Fuel and power		209,316	185,792
Salaries, wages and benefits	25.1	395,521	363,307
Rent, rates and taxes		34,344	23,124
Insurance		7,256	6,325
Repairs and maintenance		37,190	47,244
Depreciation	4.1.3	170,607	138,886
Communication and stationery		2,120	1,711
Training, travelling and entertainment		12,343	15,150
Coiling and warehousing costs		67,623	15,820
Security expense		13,669	13,252
General works		16,689	10,897
Cost of production		1,073,415	919,821
		7,302,478	6,292,998
Closing work-in-process		(476,583)	(351,362)
Cost of goods manufactured		6,825,895	5,941,636
Opening stock of finished goods		475,528	302,417
		7,301,423	6,244,053
Closing stock of finished goods		(485,427)	(475,528)
		6,815,996	5,768,525
Other costs		-	(1,854)
		6,815,996	5,766,671

Notes to the Financial Statements

For the year ended 30 June 2017

25.1 Details of salaries, wages and benefits	Note	2017 (Rupees in '000)	2016
Salaries, wages and benefits		382,110	349,055
Provident fund contributions		6,450	6,062
Charge for pension fund obligation		3,154	4,335
Charge for staff retirement gratuity		3,807	3,855
		395,521	363,307
26. MARKETING, SELLING AND DISTRIBUTION COSTS			
Salaries, wages and benefits	26.1	95,470	86,392
Rent, rates and taxes		13,507	54,848
Insurance		1,621	1,589
Repairs and maintenance		2,963	2,465
Communication and stationery		4,351	2,670
Training, travelling and entertainment		17,165	13,088
Advertising and publicity		145,022	100,487
Carriage and forwarding expenses		105,722	118,862
Commission		2,464	8,189
Depreciation	4.1.3	9,455	10,096
Subscriptions		1,262	1,354
Fuel and power		3,804	3,010
Others		3,212	2,644
		406,018	405,694
26.1 Details of salaries, wages and benefits			
Salaries, wages and benefits		90,688	81,664
Provident fund contributions		2,582	2,267
Charge for pension fund obligation		2,063	2,322
Charge for staff retirement gratuity		137	139
		95,470	86,392
27. ADMINISTRATIVE EXPENSES			
Salaries, wages and benefits	27.1	147,779	136,495
Office rent		6,622	6,472
Insurance		3,836	3,998
Repairs and maintenance		5,505	4,689
Legal and professional		12,598	8,937
Donations	27.2	8,470	4,998
Auditors' remuneration	27.3	1,691	1,326
Communications and stationery		6,643	6,826
Provision for /(reversal of) doubtful trade debts	10.2	1,476	(13,310)
Training, travelling and entertainment		5,929	5,671
Depreciation	4.1.3	11,893	12,432
Amortisation	5.1	5,699	5,050
Fuel and power		3,406	3,295
Oracle technical support		-	3,200
Others		8,573	6,651
		230,120	196,730

Notes to the Financial Statements

For the year ended 30 June 2017

27.1 Details of salaries, wages and benefits

	2017 (Rupees in '000)	2016
Salaries, wages and benefits	144,132	133,351
Provident fund contributions	2,441	1,843
Charge for pension fund obligation	1,206	1,301
	<u>147,779</u>	<u>136,495</u>

27.2 During the year donation of Rs. 3 million (2016: Nil) was made to the Amir Sultan Chinoy Foundation. Details are as under:

Name of Director	Nature of interest	Name of Donee	Address of Donee
Mr. Fahd K. Chinoy	Common Directorship	Amir Sultan Chinoy Foundation	101, Beaumont Plaza, 10, Beaumont Road, Karachi.

27.3 Auditors' remuneration

	2017 (Rupees in '000)	2016
Audit fee	784	682
Fee for the review of half yearly financial statements	288	250
Fee for the review of Code of Corporate Governance, dividend remittance	249	244
Out of pocket expenses	370	150
	<u>1,691</u>	<u>1,326</u>

28. FINANCE COSTS

Mark-up on finances under mark-up arrangements		33,175	47,013
Mark-up on finances under Shariah Compliance arrangement		5,446	5,521
Mark-up on long-term loans under mark-up arrangements		17,874	6,599
Mark-up on workers' profits participation fund	13.1	1,018	663
Mark-up on distributors deposit		325	450
Exchange loss		1,190	14,413
Bank charges		6,592	6,197
		<u>65,620</u>	<u>80,856</u>

29. OTHER EXPENSES

Workers' profits participation fund	13.1	33,482	21,928
Workers' welfare fund		11,910	9,453
Liquidated damages for late deliveries		3,354	39
		<u>48,746</u>	<u>31,420</u>

Notes to the Financial Statements

For the year ended 30 June 2017

30. OTHER INCOME	Note	2017 (Rupees in '000)	2016
<i>Income from non-financial assets</i>			
- Commission income		3,927	8,796
- Sale of scrap		17,426	11,615
- Reversal of impairment loss on investment in associate		31,776	-
- Reversal of provision for Sindh Sales Tax	30.1	41,754	-
- Gain on disposal of fixed assets		2,735	6,705
		97,618	27,116
<i>Income from financial instruments</i>			
- Mark-up income on loan to an employee		76	32
		97,694	27,148

30.1 The reversal has been made based on a decision made by the Commissioner (Appeals) Sindh Revenue Board in favour of the Company.

31. TAXATION	Note	2017 (Rupees in '000)	2016
Current - for the year		199,068	151,053
- prior years	31.1	(38,313)	-
Deferred - due to changes in temporary differences		(15,670)	(8,148)
- due to change in tax rate		710	-
	31.2	145,795	142,905

31.1 This represents reversal relating to a time barred case.

31.2 Relationship between average effective tax rate and applicable tax rate

Profit before taxation		624,251	407,185
Tax at the applicable rate of 31% (2016: 32%)		193,518	130,299
Tax effect of Super Tax at applicable rate		17,347	-
Tax effect of (exempt income) / expenses that are not allowable in determining the taxable income - net		(13,237)	18,392
Tax effect of income charged at different rate (on income chargeable to tax under the Final Tax Regime)		(2,701)	(3,476)
Tax effect of income charged at different rate (share of profit from associate and dividend received during the year)		(11,529)	(2,310)
Prior year tax provision	31.1	(38,313)	-
Tax effect of change in tax rate for future years		710	-
Tax charge		145,795	142,905

31.3 The income tax assessments of the Company are deemed to have been assessed up to and including the tax year 30 June 2016.

Notes to the Financial Statements

For the year ended 30 June 2017

31.4 Return submitted under section 114 of the Income Tax Ordinance, 2001 for the tax years 2007 and 2008 were amended under section 122(5A) of the Income Tax Ordinance, 2001 by the Income Tax Officer (ITO). Expenses amounting to Rs. 84 million were disallowed by the taxation officer and were added back to income in respect of above mentioned tax years. However, as a result of the appeal filed by the Company, the Commissioner (Appeals) allowed expenses of Rs. 80 million to the Company. The department then filed appeal with the Tribunal against the decision of Commissioner (Appeals) while the Company also filed appeal with the Tribunal for admissibility of the remaining expenses of Rs. 4 million. The Tribunal allowed remaining expenses of Rs. 4 million on Company's appeal but reinstated disallowances of Rs. 74 million in respect of department's appeal. The Company has now filed appeal in the High Court against this decision and is hopeful of a favourable outcome of its appeal.

31.5 The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or modaraba, which are amended through Finance Act 2017 and applicable for tax year 2017 and onwards. The amendments require every public company other than a scheduled bank or a modaraba, that derives profit for a tax year but does not distribute at least 40 percent of its after tax profits within six months of the end of the tax year through cash or bonus shares.

The Board of Directors in their meetings held during the year has approved sufficient cash dividend for the year ended 30 June 2017 which complies with the above stated requirements. Accordingly, no provision for tax on undistributed reserves has been recognized in these financial statements for the year ended 30 June 2017.

32. EARNINGS PER SHARE - basic and diluted

	2017 (Rupees in '000)	2016
Profit after taxation	478,456	264,280
	(Number of shares)	
Weighted average number of ordinary shares issued and subscribed at the end of the year	28,462,376	28,462,376
	(Rupees)	
Earnings per share - basic and diluted	16.81	9.29

33. CASH GENERATED FROM OPERATIONS

	Note	2017 (Rupees in '000)	2016
Profit before taxation		624,251	407,185
Adjustment for non cash charges and other items:			
- Depreciation	4.1.3	191,955	161,414
- Amortization	5.1	5,699	5,050
- Provision for staff retirement benefits	18.1.5	10,367	11,952
- Other long-term employee benefits		4,551	6,430
- Gain on disposal of fixed assets		(2,735)	(6,705)
- Share of profit from associate		(9,546)	(11,849)
- Reversal of impairment loss on investment in associate		(31,776)	-
- Finance costs		65,620	80,856
- Reversal of provision	30.1	(41,754)	-
- Working capital changes	33.1	(522,238)	84,603
		294,394	738,936

Notes to the Financial Statements

For the year ended 30 June 2017

33.1 Working capital changes	Note	2017 (Rupees in '000)	2016
(Increase) /decrease in current assets			
- Stores and spares		(10,635)	(5,709)
- Stock-in-trade		(367,593)	(284,771)
- Trade debts		(298,886)	(59,621)
- Short-term loans and advances		(2,990)	2,790
- Short term deposits and payments		12,204	(19,977)
- Other receivables - net		(76)	979
		<u>(667,976)</u>	<u>(366,309)</u>
Increase in current liabilities			
Trade and other payables - net		145,738	450,912
		<u>(522,238)</u>	<u>84,603</u>
34. CASH AND CASH EQUIVALENTS			
Cash and cash equivalents comprise of the following items:			
Cash and bank balances	14	52,470	54,738
Running finance from banks	22.1	(298,469)	(199,936)
		<u>(245,999)</u>	<u>(145,198)</u>

35. FINANCIAL INSTRUMENTS

Financial risk management

The Board of Directors of the Company has overall responsibility for the establishment and oversight of the Company's risk management framework. The Board of Directors is also responsible for developing and monitoring the Company's risk management policies. The Company has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

35.1 Credit risk

Credit risk is the risk that one party to a financial instrument will fail to discharge an obligation and cause the other party to incur a financial loss, without taking into account the fair value of any collateral. Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their ability to meet contractual obligations to be similarly affected by changes in economics, political or other conditions. Concentrations of credit risk indicate the relative sensitivity of the Company's performance to developments affecting a particular industry.

Credit risk of the Company arises principally from the trade debts, loans and advances, trade deposits, bank balances and other receivables. The carrying amount of financial assets represents the maximum credit exposure. To reduce the exposure to credit risk the Company has developed a formal approval process whereby credit limits are applied to its customers. The management continuously monitors the credit exposure towards the customers and makes provision against those balances considered doubtful of recovery (and also obtains security / advance payments, wherever considered necessary). Cash is held only with reputable banks with high quality credit worthiness.

Notes to the Financial Statements

For the year ended 30 June 2017

The maximum exposure to credit risk at the reporting date is as follows:

	Note	2017 (Rupees in '000)	2016
Trade debts		1,318,916	1,020,030
Loans and advances		6,550	7,183
Deposits		30,305	30,018
Bank balances		52,131	54,151
Other receivables		2,433	268
		1,410,335	1,111,650

35.1.1 The maximum exposure to credit risk at the balance sheet date by geographic region was as follows:

Domestic (Pakistan)		1,410,335	1,111,335
Exports / Export Processing Zone (Karachi)		-	315
		1,410,335	1,111,650

35.1.2 The maximum exposure to credit risk for trade debts at the balance sheet date by type of customer is as follows:

Dealers and distributors		517,391	500,796
End-user customers		801,525	519,234
		1,318,916	1,020,030

35.1.3 As at the year end the Company's most significant customers included a distributor from whom Rs. 157.381 million was due (2016: Rs. 139.938 million) and an end-user from whom Rs. 46.220 million was due (2016: Rs. 41.240 million).

35.1.4 Loans and advances and other receivables mentioned above are due from the employees of the Company / the associated company, while the deposits are held with the utilities companies, etc. All the financial assets of the Company are unsecured (except as mentioned in note 7).

35.1.5 Impairment losses and past due balances

The aging of trade debt balances at the balance sheet date is as follows:

	2017		2016	
	Gross	Impairment	Gross	Impairment
	(Rupees in '000)			
Not past due	555,393	-	591,664	-
Past due 1-60 days	513,982	-	331,065	-
Past due 61 days -1 year	246,864	-	94,327	-
More than one year	50,743	48,066	49,564	46,590
	1,366,982	48,066	1,066,620	46,590

Based on the past experience, consideration of financial position, past track records and recoveries, the Company believes that trade debts past due do not require any impairment except as provided in these financial statements. None of the other financial assets are past due or impaired. Movement of provision against trade debts is disclosed in note 10.2

Notes to the Financial Statements

For the year ended 30 June 2017

35.1.6 Settlement risk

All transactions are settled / paid for upon delivery as per the advice of the management. The Company's policy is to enter into financial instrument contract by internal guidelines such as approving counter parties and approving credits.

35.1.7 Bank balances

The Company maintain bank balances with banks having good credit rating. Currently the balances are held with banks having long term ratings of AAA {Rs. 47.92 million (2016: Rs. 54.15 million)}, AA+ {Rs. 4.12 million (2016: Nil)} and A1 {Rs. 0.09 million (2016: Nil)} (as per a credit rating company).

35.2 Liquidity risk

Liquidity risk is the risk that the Company will encounter difficulty in meeting its financial obligations as they fall due. Liquidity risk arises because of the possibility that the Company could be required to pay its liabilities earlier than expected or difficulty in raising funds to meet commitments associated with financial liabilities as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions, without incurring unacceptable losses or risking damage to the Company's reputation. Following are the contractual maturities of undiscounted financial liabilities, including interest payments (based on the remaining period to maturity):

	2017					
	Carrying amount	Contractual cash flows	Six months or less	Six to twelve months	One to two years	More than two years
	(Rupees in '000)					
Non-Derivative Financial liabilities						
Long term loans including mark up thereon	266,522	(302,318)	(38,881)	(42,221)	(80,975)	(140,241)
Trade and other payables	656,950	(656,950)	(656,950)	-	-	-
Short-term borrowings including mark up thereon	929,717	(929,717)	(929,717)	-	-	-
	1,853,189	(1,888,985)	(1,625,548)	(42,221)	(80,975)	(140,241)
	2016					
	Carrying amount	Contractual cash flows	Six months or less	Six to twelve months	One to two years	More than two years
	(Rupees in '000)					
Non-Derivative Financial liabilities						
Long term loans including mark up thereon	243,420	(290,461)	(14,587)	(14,314)	(145,228)	(116,332)
Trade and other payables	564,761	(564,761)	(564,761)	-	-	-
Short-term borrowings including mark up thereon	456,229	(456,229)	(456,229)	-	-	-
	1,264,410	(1,311,451)	(1,035,577)	(14,314)	(145,228)	(116,332)

Notes to the Financial Statements

For the year ended 30 June 2017

35.2.1 The contractual cash flows relating to the above financial liabilities have been determined on the basis of mark-up rates effective as at 30 June (and includes both principal and interest payable thereon). The rates of mark-up have been disclosed in note 17 and 22 to these financial statements.

35.3 Market risk

Market risk is the risk that the value of the financial instrument may fluctuate as a result of changes in market interest rates or the market price due to a change in credit rating of the issuer or the instrument, change in market sentiments, speculative activities, supply and demand of securities and liquidity in the market. The Company is exposed to currency risk and interest rate risk only.

35.3.1 Currency risk

Foreign currency risk is the risk that the value of a financial asset or liability will fluctuate due to a change in foreign exchange rates. It arises mainly where receivables and payables exist due to transactions entered into foreign currencies.

The Company is exposed to currency risk on bank balance, borrowings and import of raw materials that are denominated in a foreign currency (primarily U.S. Dollar). The Company's exposure to foreign currency risk is as follows:

	2017		2016	
	Rupees in '000	US Dollars in '000	Rupees in '000	US Dollar in '000
Bank balance	4,119	39	-	-
Creditors	(240,624)	(2,292)	(256,607)	(2,451)
Short term borrowings	(345,028)	(3,286)	(101,189)	(966)
Accrued mark-up on short term borrowings	(1,113)	(11)	(102)	(1)
Exposure	(582,646)	(5,550)	(357,898)	(3,418)

Above exposure is payable by the Company in Rupees at the rate on which these are settled by the Company.

Following are the significant exchange rates applied during the year:

	Average rates		Balance sheet date rate	
	2017 (Rupees)	2016	2017 (Rupees)	2016
US Dollars	104.80	104.37	105.00	104.70

Sensitivity analysis

A five percent strengthening / (weakening) of the Rupee against US Dollar at 30 June would have increased / (decreased) profit and loss account by Rs. 29.14 million (2016: Rs. 17.895 million). This analysis assumes that all other variables, in particular interest rates, remaining constant. The analysis is performed on the same basis for 2016.

The sensitivity analysis prepared is not necessarily indicative of the effects on profit for the year and assets / liabilities of the Company.

Notes to the Financial Statements

For the year ended 30 June 2017

35.3.2 Interest rate risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. Majority of the interest rate exposure arises from borrowings from the banks. At the balance sheet date the interest rate profile of the Company's interest-bearing financial instrument was as follows:

	Carrying amount	
	2017	2016
	(Rupees in '000)	
Fixed Rate Instruments		
Financial liabilities	345,028	101,189
Financial assets	972	260
Variable rate instruments		
Financial liabilities	839,467	591,778

Foreign currency loans bear fixed interest rate while all other borrowings bear variable interest rate and are indexed to KIBOR. Borrowing is generally determined on the basis of business needs.

Fair value sensitivity analysis for fixed rate instruments

The Company does not account for fixed rate financial liabilities at fair value through profit and loss. Therefore, a change in interest rates at the reporting date would not affect profit and loss account and the equity of the Company.

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have increased / (decreased) profit or loss as of 30 June 2017 by Rs. 1.646 million (2016: Rs. 0.936 million). This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2016.

The sensitivity analysis prepared is not necessarily indicative of the effects on profit for the year and assets / liabilities of the Company.

Interest rate analysis of the financial instruments

A summary of the Company's interest rate gap position, analysed by the earlier of contractual repricing or maturity date is as follows:

	2017		2016	
	Carrying value	Six months or less	Carrying value	Six months or less
	(Rupees in '000)		(Rupees in '000)	
<i>Financial liability</i>				
Borrowing from banks	1,184,495	1,184,495	692,967	692,967

Notes to the Financial Statements

For the year ended 30 June 2017

However, none of the financial assets of the Company are exposed to interest rate risk except loan to an employee of Rs. 0.972 million (2016: Rs. 0.260 million) as mentioned in note 7.1 and not included above as it is not material. Interest rates of the above borrowings are mentioned in notes 17 and 22.

35.4 Capital risk management

The objective of the Company when managing capital is to safeguard its ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders; and to maintain a strong capital base to support the sustained development of its businesses.

The Company manages its capital structure by monitoring return on net assets and makes adjustments to it in the light of changes in economic conditions. In order to maintain or adjust the capital structure, the Company may adjust the amount of dividend to the shareholders or issue bonus / new shares.

The Company is not subject to externally imposed capital requirements.

36. FAIR VALUE OF FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Underlying the definition of fair value is the presumption that the Company is a going concern without any intention or requirement to curtail materially the scale of its operations or to undertake a transaction on adverse terms.

The fair value of financial assets and liabilities traded in active markets i.e. listed equity shares are based on the quoted market prices at the close of trading on the period end date. The quoted market prices used for financial assets held by the Company is current bid price.

A financial instrument is regarded as quoted in an active market if quoted prices are readily and regularly available from an exchange, dealer, broker, industry group, pricing service, or regulatory agency, and those prices represent actual and regularly occurring market transactions on an arm's length basis.

IFRS 13, 'Fair Value Measurements' requires the Company to classify fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities that the entity can access at the measurement date (level 1).
- Inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly or indirectly (level 2).
- Unobservable inputs for the asset or liability (level 3).

The following table shows the carrying amounts and fair values of financial instruments and non-financial instruments including their levels in the fair value hierarchy:

Notes to the Financial Statements

For the year ended 30 June 2017

30 June 2017

	Carrying Amount			Fair value
	Loans and receivables	Other financial assets	Total	Total

Financial instruments

(Rupees in '000)

Financial assets not measured at fair value

Trade debts	1,318,916	-	1,318,916	-
Loans, advances and deposits	36,855	-	36,855	-
Other receivable	2,433	-	2,433	-
Cash and Bank balance	52,131	339	52,470	-
	1,410,335	339	1,410,674	-

30 June 2017

	Carrying Amount			Fair value
	Loans and receivables	Financial liabilities	Total	Total

Financial liabilities not measured at fair value

(Rupees in '000)

Long term loans	-	262,500	262,500	-
Trade and other payables	-	656,950	656,950	-
Short term borrowings	-	921,995	921,995	-
Mark-up accrued on banks borrowings	-	11,744	11,744	-
	-	1,853,189	1,853,189	-

30 June 2016

	Carrying Amount			Fair value
	Loans and receivables	Other financial assets	Total	Total

Financial instruments

(Rupees in '000)

Financial assets not measured at fair value

Trade debts	1,020,030	-	1,020,030	-
Loans, advances and deposits	37,201	-	37,201	-
Other receivable	268	-	268	-
Cash and bank balance	54,151	587	54,738	-
	1,111,650	587	1,112,237	-

30 June 2016

	Carrying Amount			Fair value
	Loans and receivables	Financial liabilities	Total	Total

Financial liabilities not measured at fair value

(Rupees in '000)

Long term loans	-	240,000	240,000	-
Trade and other payables	-	564,761	564,761	-
Short term borrowings	-	452,967	452,967	-
Mark-up accrued on banks borrowings	-	6,682	6,682	-
	-	1,264,410	1,264,410	-

Notes to the Financial Statements

For the year ended 30 June 2017

The Company has not disclosed the fair values for these financial assets and financial liabilities, as these are either short term in nature or repriced periodically. Therefore, their carrying amounts are reasonable approximation of fair values.

Non financial assets measured at fair value	Date of valuation	Valuation approach and inputs used	Inter-relationship between significant unobservable input and fair value measurement
<i>Revalued Property, plant and equipment</i>			
- Land and Building	30 June 2016	The valuation model is based on price per square metre. In determining the valuation for land and building the valuer refers to numerous independent market inquiries from local estate agents / realtors in the vicinity to establish the present market value. The fair valuation of land and building are considered to represent a level 3 valuation based on significant non-observable inputs being the location and condition of the assets.	The fair value are subject to change owing to changes in input. However, management does not expect there to be a material sensitivity to the fair value arising from the non-observable inputs

37. OPERATING SEGMENTS

These financial statements have been prepared on the basis of single reportable segment.

- 37.1** Revenue from cables & wires represents 97% (2016 : 97%) of the total revenue of the Company.
- 37.2** Sales represents local sales of Rs. 8,052.031 million (2016 : Rs. 6,787.626 million) and export sales of Rs. 31.480 million (2016 : Rs. 61.933 million). The export sales includes sales to Afghanistan and South Africa amounting to Rs. 3.536 million (2016 : Rs. 25.183 million) and 16.905 million (2016 : Rs. 36.750 million) respectively.
- 37.3** All non-current assets of the Company at 30 June 2017 are located in Pakistan. The Company does not have any customer having sales of 10% or more during the year ended 30 June 2017 (2016: 10%).

38. REMUNERATION OF THE CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

38.1 Remuneration of the chief executive and executives

The aggregate amount charged in these financial statements for remuneration including all benefits to the chief executive and executives of the Company were as follows:

	2017			2016		
	Chief Executive	Executive Director	Executives	Chief Executive	Executive Director	Executives
	(Rupees in '000)			(Rupees in '000)		
Managerial remuneration (including performance bonus)	49,752	2,466	149,099	47,671	1,314	124,509
House rent, utilities and others	11,221	957	54,643	11,399	609	46,779
Retirement benefits	-	432	10,393	-	312	10,209
	60,973	3,855	214,135	59,070	2,235	181,497
Number of persons	1	2	69	1	1	59

Notes to the Financial Statements

For the year ended 30 June 2017

Executive means an employee of a listed company other than the chief executive and directors whose basic salary exceeds Rs. 0.5 million in a financial year. The chief executive and certain executives of the Company are provided with free use of cars. The chief executive and executives are also provided with medical facilities in accordance with their entitlements.

38.2 Remuneration to non-executive directors

In addition to the above, the aggregate amount charged in these financial statements for directors' fee for nine directors was Rs. 2.550 million (2016: Eight directors - Rs. 2.280 million).

39. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated undertakings, directors of the Company, key management employees and staff retirement funds. Contributions to defined contribution plan (provident fund) are made as per the terms of employment and contribution to / charge for the defined benefit plan (pension scheme) are in accordance with the actuarial advice. Remuneration of key management personnel are in accordance with their terms of employment. Share of profit of the associated company and dividend from them are as per the profit and dividend declared by them. Other transactions are at agreed terms.

Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these financial statements are as follows:

	2017 (Rupees in '000)	2016
<i>Transaction with related parties</i>		
Sale of goods	883,459	831,402
Purchase of goods, services and materials	33,787	92,227
Donation	3,000	-
Insurance premium	2,000	2,308
Insurance claim received	200	200
Liquidated damages for late deliveries	11	-
Dividend received / receivable	6,048	2,016
Dividend paid	180,125	53,174
Loan to executive director	1,296	-
Director's fee	2,550	2,280
Share of total comprehensive income of an associated company under the equity basis of accounting	9,549	11,932
Net (reversal) / charge in respect of staff retirement benefit plans	(12,797)	45,427
<i>Balances of related parties</i>		
Retirement benefits plans (net) - receivable / (payable)	25,494	(36,337)
Directors' fee payable	1,350	1,000
Dividend receivable from related party	2,268	-
Loan receivable from the executive director (including interest)	1,039	-
Loan receivable from executives	366	512
Creditors	775	-
Security deposit with them	-	1,071
Liability for expenses	-	4,033

Notes to the Financial Statements

For the year ended 30 June 2017

Details of other balances with related parties are disclosed in notes 6, 10.1, 18 and 21 to these financial statements. Key management personnel of the Company comprises of the Directors, Chief Executive Officer and General Managers. Their remuneration are disclosed in note 38.1 and 38.2.

40. PLANT CAPACITY AND ACTUAL PRODUCTION

The production capacity of the plant cannot be determined as this depends on the relative proportions of the various types and sizes of cables and wires and type of aluminium sections produced.

41. NUMBER OF EMPLOYEES

The total number of employees as at year end were 464 (2016: 448) and average number of employees were 460 (2016: 452).

42. NON-ADJUSTING EVENT AFTER THE BALANCE SHEET DATE

The Board of Directors in their meeting held on 11 August 2017 have for the year ended 30 June 2017, proposed final cash dividend of Rs. 2.00 per share (2016: Rs. 4.50 per share) amounting to Rs. 56.924 million (2016: Rs. 128.081 million) and appropriation to general reserves amounting to Rs. 212.000 million (2016: Rs. 124.000 million) for approval by the members of the Company in the Annual General Meeting to be held on 27 September 2017. The financial statements for the year ended 30 June 2017 do not include the effect of the proposed cash dividend and appropriation to general reserves, which will be recognised in the financial statements for the year ending 30 June 2018.

43. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on 11 August 2017 by the Board of Directors of the Company.

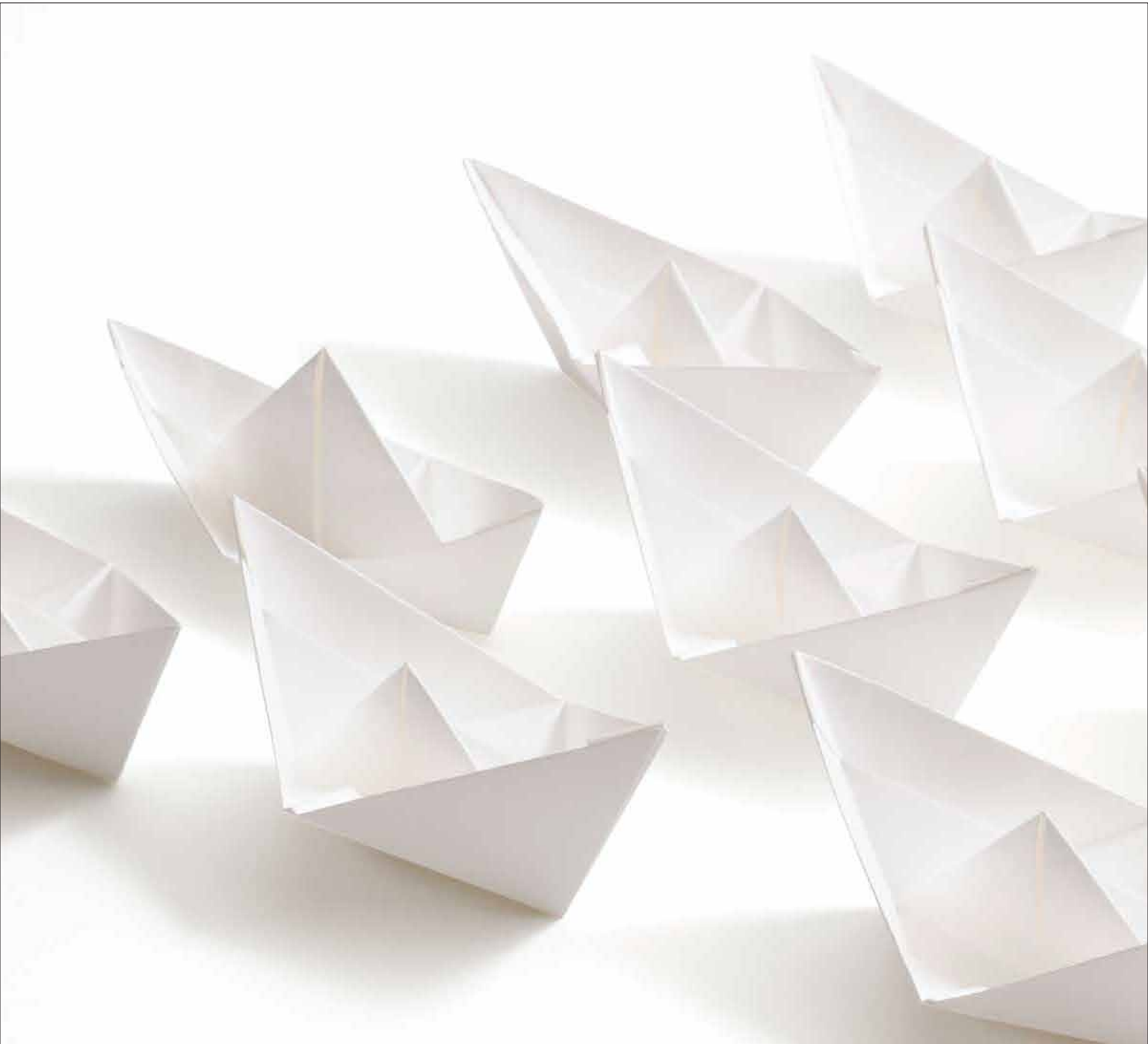


Chief Executive



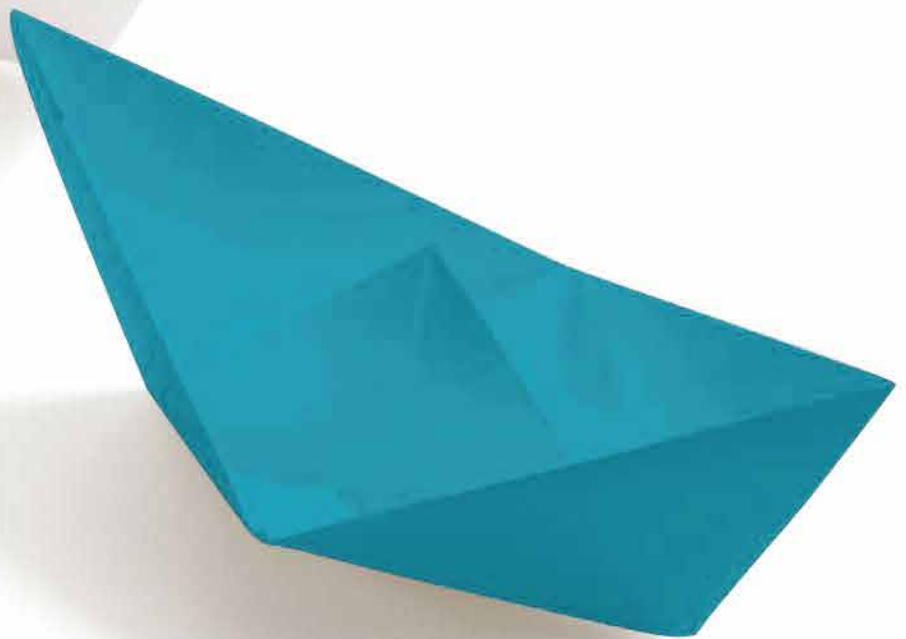
Chairman





Sustaining Livelihoods

Our culture goes beyond good business practice. Over the years, we have been undertaking various efforts to support the causes of education, health, women up-liftment and protecting the environment. We work closely within the Company and with non-governmental organizations to counter problems that affect the communities at large in order to make a real difference in peoples' lives.



INVESTOR RELATIONS

Registered Office

B-21, Pakistan Cables Road,
Sindh Industrial Trading Estates,
Karachi -75700
P.O Box 5050
Tel: +92 -21- 32561170-5
Fax: +92-21-32564614
Email: info@pakistancables.com

Share Registrar

THK (Pvt.) Limited,
1st Floor, 40-C,
Block-6, P.E.C.H.S.,
Karachi - 75400
Tel: +92 -21-34168270
Fax: +92-21-34168271
Email: secretariat@thk.com.pk

Share transfers, dividend payment and all other investor related matters are attended to and processed by the Company's Share Registrar.

Investor Relations Contact

Mr. M. Ashfaq Alam
Email: finance@pakistancables.com
Tel: +92-21-32561170-5
Fax: +92-21-32564614

Financial Calendar

The Company follows the period of July 1 to June 30 as the Financial Year.
For the Financial Year 2017-2018, financial results will be announced as per the following tentative schedule:

1st Quarter ending September 30, 2017	Last week of October 2017
2nd Quarter ending December 31, 2017	Last week of January 2018
3rd Quarter ending March 31, 2018	Last week of April 2018
4th Quarter ending June 30, 2018	Second week of August 2018

Listing

Ordinary shares of the Company are listed on the Pakistan Stock Exchange.

Stock Code

The stock code for trading in ordinary shares of the Company at the Pakistan Stock Exchange is PCAL.

Statutory Compliance

The Company is in compliance with applicable provisions of the Companies Act 2017, as replaced by the Companies Ordinance 1984, as well as circulars/mandates issued thereunder, the Regulations of the Securities and Exchange Commission of Pakistan and the Listing Rules of the Pakistan Stock Exchange.

Annual General Meeting

The Annual General Meeting of the Company will be held on September 27, 2017 at 10:30 a.m. at Beach Luxury Hotel, M.T. Khan Road, Karachi.

Any shareholder may appoint a proxy to attend and vote at the meeting on his/her behalf. Proxies must be filed with the Company at least 48 hours prior to the meeting.

CDC shareholders or their proxies are requested to bring copies of their Computerized National Identity Card along with the participants ID number and their account number at the meeting in order to facilitate their identification procedure.

Book Closure

Share Transfer Books of the Company will remain closed from September 20, 2017 to September 27, 2017 (both days inclusive).

Dividend

During the year, the Company distributed Rs. 1.50 per ordinary share as first interim cash dividend, Rs. 7.00 as second interim cash dividend and Rs. 2.00 as final cash dividend, resulting in the total cash dividend for the year equaling Rs. 10.50 per share.

Dividend Warrant

Cash dividends are paid through dividend warrants addressed to the shareholders whose names appear in the Register of Shareholders on the date of book closure.

Withholding of Income Tax and Zakat on Dividend

In accordance with the provisions of the Income Tax Ordinance 2001, the Company is required to deduct income tax at source on dividend payments in accordance with prevailing rates.

The Company is also required to deduct Zakat at source on dividend payments in accordance with prevailing rates unless appropriate undertakings/declarations are provided.

Web Presence

Updated information regarding the Company can be accessed at its website www.pakistancables.com. The website contains the latest financial information of the Company together with the Company's profile.

PATTERN OF SHAREHOLDING AS AT JUNE 30, 2017

No. of Shareholders	From	Shareholding	To	Total Shares Held
908	1		100	17,205
420	101		500	114,046
255	501		1,000	194,579
354	1,001		5,000	797,919
89	5,001		10,000	631,873
22	10,001		15,000	268,022
13	15,001		20,000	233,713
6	20,001		25,000	135,181
4	25,001		30,000	112,417
3	30,001		35,000	99,054
3	35,001		40,000	113,079
1	40,001		45,000	40,643
1	45,001		50,000	50,000
1	50,001		55,000	51,488
-	55,001		65,000	-
1	65,001		70,000	67,219
2	70,001		75,000	145,798
1	75,001		80,000	77,713
1	80,001		85,000	81,291
2	85,001		90,000	176,554
1	90,001		95,000	91,123
-	95,001		120,000	-
1	120,001		125,000	122,540
-	125,001		215,000	-
1	215,001		220,000	215,400
-	220,001		280,000	-
1	280,001		285,000	283,400
-	285,001		335,000	-
1	335,001		340,000	338,500
-	340,001		715,000	-
1	715,001		720,000	719,999
-	720,001		750,000	-
1	750,001		755,000	753,200
-	755,001		1,060,000	-
1	1,060,001		1,065,000	1,064,567
-	1,065,001		1,380,000	-
1	1,380,001		1,385,000	1,383,496
-	1,385,001		1,715,000	-
1	1,715,001		1,720,000	1,717,327
-	1,720,001		2,005,000	-
1	2,005,001		2,010,000	2,009,071
-	2,010,001		2,425,000	-
1	2,425,001		2,430,000	2,425,913
-	2,430,001		2,855,000	-
1	2,855,001		2,860,000	2,859,492
-	2,860,001		3,495,000	-
2	3,495,001		3,500,000	6,999,999
-	3,500,001		4,070,000	-
1	4,070,001		4,075,000	4,070,555
-	4,075,001		28,462,376	-
Total	2,103			28,462,376

PATTERN OF SHAREHOLDING AS AT JUNE 30, 2017

Categories of Shareholders	Number	Shares held	Percentage
Associated Companies, Undertakings and Related Parties			
International Industries Limited	1	2,425,913	8.52
Mutual Funds	12		
CDC - Trustee National Investment (Unit) Trust		1,717,327	6.03
CDC - Trustee AKD Opportunity Fund		338,500	1.19
Golden Arrow Selected Stocks Fund Limited		283,400	1.00
CDC - Trustee Nit Islamic Equity Fund		215,400	0.76
CDC - Trustee NIT-Equity Market Opportunity Fund		11,600	0.04
CDC - Trustee APIF - Equity Sub Fund		6,500	0.02
CDC - Trustee APF-Equity Sub Fund		5,600	0.02
CDC - Trustee NITIPF Equity Sub-Fund		5,500	0.02
CDC - Trustee NITPF Equity Sub-Fund		4,000	0.01
CDC - Trustee Atlas Islamic Stock Fund		2,000	0.01
CDC - Trustee First Dawood Mutual Fund		500	0.00
CDC - Trustee Dawood Islamic Fund		500	0.00
Directors, Chief Executive Officer, their Spouses and Minor Children	13	11,694,623	41.09
Executives	4	9,890	0.03
Public Sector Companies and Corporations	-	-	-
Banks, Development Finance Institutions, Non-Banking Finance Companies, Insurance Companies, Takaful, Modarabas and Pension Funds	12	159,076	0.56
Shareholders holding five Percent or more voting rights in the Company	3	6,892,567	24.22
General Public	2,050	4,481,066	15.75
Others	8	208,414	0.73
Total	2,103	28,462,376	100.00

HIGHLIGHTS OF THE ANNUAL GENERAL MEETING 2016

Issues/Queries	Responses	Implementation
<p>The shareholders had inquired whether the Company contemplated reducing the price of its product in order to create greater market share, as competitor products had a much lower price range.</p>	<p>Irrespective of where the Company priced its own products, the competitors would always price their own goods lower to capture market share, hence the Company chose to price its goods based on its brand.</p>	<p>As the shareholders has concurred with the responses, status quo was to be maintained.</p>
<p>The shareholders had inquired whether the Company had managed to get a foothold into the mega projects being developed in the country.</p>	<p>The Company's products were being used in a good many project being developed nationwide.</p>	<p>To continue efforts to win big projects.</p>
<p>The shareholders inquired if the Company was intending to expand.</p>	<p>The Company was looking to enhance capacity where required and expand output as needed on a continual ongoing basis.</p>	<p>To continue efforts to expand and develop as needed.</p>
<p>The shareholders inquired if the Company intended to stockpile raw material in light of competitive pricing.</p>	<p>The Company typically did not speculate in the metals market as the price of metals was quite unpredictable.</p>	<p>As the shareholders has concurred with the responses, status quo was to be maintained.</p>

NOTICE OF ANNUAL GENERAL MEETING

NOTICE IS HEREBY GIVEN THAT THE 64th Annual General Meeting of the shareholders of Pakistan Cables Limited (the “**Company**”) will be held on Wednesday, 27th day of September 2017 at 10:30 a.m. at Beach Luxury Hotel, M. T. Khan Road, Karachi, to transact the following business:

1. ORDINARY BUSINESS

- i. To confirm the minutes of the Annual General Meeting held on October 28, 2016.
- ii. To confirm the minutes of the Extraordinary General Meeting held on April 27, 2017.
- iii. To confirm the minutes of the Extraordinary General Meeting held on May 23, 2017.
- iv. To receive, consider and adopt the Annual Audited Financial Statements of the Company for the year ended June 30, 2017 together with the Reports of the Directors and Auditors thereon.
- v. To consider and approve the final cash dividend of 20%, as recommended by the Board of Directors, in addition to the 85% interim cash dividend previously announced and paid, making a total dividend of 105% for the financial year ended June 30, 2017.
- vi. To appoint Auditors for the ensuing year and to fix their remuneration for the year ending June 30, 2018. The present auditors, KPMG Taseer Hadi & Co., Chartered Accountants, retire and being eligible, have offered themselves for re-appointment. As required by paragraph xxxv of the Code of Corporate Governance, the Board of Directors recommends, based on the recommendation of the Board Audit Committee, the appointment of KPMG Taseer Hadi & Co. as auditors for the ensuing year.

2. ANY OTHER BUSINESS

To transact any other ordinary business which may legally be transacted at an Annual General Meeting, with the permission of the Chair.

By Order of the Board

Nazifa Khan

Manager Legal Affairs and Company Secretary

KARACHI: August 11, 2017

NOTES:

1. The Shares Transfer Books of Pakistan Cables Limited (the “**Company**”) will remain closed from September 20th, 2017 to September 27th, 2017 (both days inclusive). No transfers will be accepted for registration during this period. Transfers in good order, received at the office of the Company’s Share Registrar namely THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi - 75400, by the close of business on September 19th, 2017 will be considered in time for the purpose of payment of final dividend to the transferees.
2. A member entitled to attend and vote at this Meeting is entitled to appoint a proxy to attend and vote instead of him. A proxy must be a member of the Company.
3. The instrument appointing the proxy and the Power of Attorney or other authority under which it is signed, or a notarially certified copy thereof, must be lodged at the Company’s registered office i.e. B-21, S.I.T.E., Karachi, not later than 48 hours before the time of the Meeting.
4. CDC Account Holders will have to follow the guidelines below as laid down in Circular 1 dated January 26, 2000 issued by Securities and Exchange Commission of Pakistan:
 - A. For attending the Meeting:
 - (i) In case of individual, the account holder or sub-account holder whose securities and their registration details are up-loaded as per the CDC Regulations, shall authenticate his/her identity by showing his/her original Computerised National Identity Card (CNIC) or original passport at the time of attending the Meeting.
 - (ii) In case of corporate entity, the Board of Directors’ resolution / Power of Attorney with specimen signature and attested copy of valid CNIC of the nominee shall be produced (unless it has been provided earlier) at the time of the Meeting.
 - B. For Appointing Proxies:
 - (i) In case of individual, the account holder or sub-account holder whose securities and their registration details are up-loaded as per the CDC Regulations, shall submit the proxy form as per above requirement.
 - (ii) The proxy form shall be witnessed by two persons whose names, addresses and NIC numbers shall be mentioned on the form.
 - (iii) Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the proxy form.
 - (iv) The proxy shall produce his/her original CNIC or original passport at the time of the Meeting.
 - (v) In case of corporate entity, the Board of Directors’ resolution / Power of Attorney with specimen signature and attested copy of valid CNIC of the person nominated to represent and vote on behalf of the corporate entity, shall be submitted along with proxy form to the Company.
5. The Members who have not yet submitted photocopy of their valid CNIC to the Company / Share Registrar, are once again reminded to send the same at the earliest directly to Company’s Share Registrar, THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi - 75400. Corporate entities are requested to provide their National Tax Number (NTN). Please give Folio number with the copy of CNIC / NTN details. Reference is also made to the Securities and Exchange Commission of Pakistan (SECP) Notifications SRO 779 (I) dated August 18, 2011, and SRO 831 (I) 2012 dated July 05, 2012, which mandates that the dividend warrants should bear CNIC number of the registered member or the authorized person, except in case of minor(s) and corporate members. In case of non-receipt of the copy of a valid CNIC, the Company will withhold dividend warrants of such Shareholders to comply with the said SROs of SECP.

6. The Government of Pakistan through the Finance Act, 2017 has made certain amendments in Section 150 of the Income Tax Ordinance, 2001 whereby different rates are prescribed for deduction of withholding tax on the amount of dividend paid by the companies. These tax rates are as under:

- | | |
|--|-------|
| (i) Rate of tax deduction for filer of income tax returns | 15.0% |
| (ii) Rate of tax deduction for non-filers of income tax return | 20.0% |

All the shareholders whose names are not entered into the Active Tax Payers List (ATL) provided on the website of FBR, despite the fact that they are filers, are advised to make sure that their names are entered into ATL before the start of book closure date otherwise tax on their cash dividend will be deducted @ 20.0% instead of 15.0%.

A valid Exemption Certificate under Section 159 of the Ordinance is mandatory to claim exemption of withholding tax under Clause 47B of Part-IV of Second Schedule to the Ordinance. Those who fall in the category mentioned in above Clause must provide a valid Tax Exemption Certificate to our Shares Registrar; else tax will be deducted on dividend amount as per rates prescribed in Section 150 of the Ordinance.

7. For shareholders holding their shares jointly as per the clarification issued by the FBR, withholding tax will be determined separately on "Filer / Non-Filer" status of Principal shareholder as well as Joint-holder(s) based on their shareholding proportions. Therefore, all shareholders who hold shares jointly are required to provide shareholding proportions of Principal Shareholder and Joint-holder(s) in respect of shares held by them to the Company's Share Registrar, THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi - 75400 in the writing as follows, otherwise it will be assumed that the shares are equally held by Principal Shareholder and Joint Shareholder(s):

FOLIO/ CDC ACCOUNT NO.	TOTAL SHARES	PRINCIPAL SHAREHOLDER		JOINT SHAREHOLDER(S)	
		NAME AND CNIC NO.	SHAREHOLDING PROPORTION (NO. OF SHARES)	NAME AND CNIC NO.	SHAREHOLDING PROPORTION (NO. OF SHARES)

8. Shareholders are requested to notify their change of address, Zakat declaration and Tax exemption certificate (if any) immediately to the Company's Share Registrar, THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi - 75400.

9. Members are hereby informed that pursuant to SECP's S.R.O. 787(1)/2014 dated September 8, 2014 regarding electronic transmission of the Company's Annual Report and AGM notice, we have uploaded the request form on the Company's website - <http://www.pakistancables.com>. Those members who want to avail this facility are requested to submit the duly filled request form to our Share Registrar THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi – 75400.

10. In pursuance to the directions given by SECP vide Circular No. 8(4)SM/CDC 2008 dated April 5, 2013 the members may authorize the Company to directly credit in their bank account the dividend declared in the Annual General Meeting. The dividend mandate form has been uploaded on the Company's website - <http://www.pakistancables.com>. Those members who want to avail this facility are requested to submit the duly filled dividend mandate form to our Share Registrar THK Associates (Pvt.) Limited, 1st Floor, 40-C, Block-6, P.E.C.H.S., Karachi – 75400.

ان تمام شیئر ہولڈرز جن کے نام FBR کی ویب سائٹ پر فراہم کردہ فعال ٹیکس دہندگان کی فہرست (ATL) میں شامل نہیں کیے گئے ہیں، (جبکہ وہ فائلرز ہیں) سے درخواست ہے کہ وہ اپنے ناموں کا اندراج ٹرانسفر بکس بند ہونے کی تاریخ شروع ہونے سے پہلے ATL میں یقینی بنائیں، بصورت دیگر ان کے نقد منافع منقسمہ پرنٹس کی کٹوتی 15 فیصد کے بجائے 20% فیصد کی شرح سے کی جائے گی۔

آرڈیننس کے سیکشن 47B کی شق iv کے تحت وہ ہولڈنگ ٹیکس سے استثنیٰ کا دعویٰ کرنے کے لیے ضروری ہے کہ آرڈیننس کے سیکشن 159 کے تحت ایک موثر استثنیٰ سرٹیفکیٹ حاصل کیا گیا ہو۔ درج بلائق کے تحت آنے والے افراد کے لیے ہمارے شیئرز جسٹرار میسرز ٹیکس استثنیٰ سرٹیفکیٹ فراہم کرنا لازم ہے، برعکس صورت میں آرڈیننس کے سیکشن 150 میں درج شرح کے مطابق ڈیویڈنڈ کی رقم پرنٹس لاگو ہوگا۔

فیڈرل بورڈ آف ریونیو (FBR) کے مطابق، پرنسپل شیئر ہولڈرز کے (فائلر / نان فائلر) اسٹیٹس پر اور اس کے علاوہ جوائنٹ اکاؤنٹس کی صورت، جوائنٹ ہولڈرز (ز) کے شیئر ہولڈنگ تناسب / حصوں پر وہ ہولڈنگ ٹیکس علیحدہ سے متعین کیا جائے گا۔ جوائنٹ شیئر ہولڈرز کے ساتھ شیئرز رکھنے والے ممبران سے درخواست ہے کہ وہ اپنی تحویل میں موجود شیئرز سے متعلق پرنسپل شیئر ہولڈرز اور جوائنٹ ہولڈرز کے شیئر ہولڈنگ تناسب ہمارے شیئر جسٹرار میسرز ٹیکس استثنیٰ سرٹیفکیٹ فراہم کرنا لازم ہے، برعکس صورت میں بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کو تحریری طور پر درج ذیل طریقے پر فراہم کریں۔ مذکورہ معلومات ہمارے شیئر جسٹرار کو فراہم نہ کیے جانے پر یہ تصور کیا جائے گا کہ پرنسپل شیئر ہولڈرز اور جوائنٹ ہولڈرز (ز) کی تحویل میں مساوی شیئرز موجود ہیں:

جوائنٹ شیئر ہولڈر		پرنسپل شیئر ہولڈرز		مجموعی شیئرز	فولیو / CDC اکاؤنٹ نمبر
نام اور CNIC نمبر	شیئر ہولڈنگ کا تناسب (شیئرز کی تعداد)	نام اور CNIC نمبر	شیئر ہولڈنگ کا تناسب (شیئرز کی تعداد)		

شیئر ہولڈرز سے درخواست ہے کہ اپنے پیسے، زکوٰۃ ڈیکلریشن اور ٹیکس استثنیٰ سرٹیفکیٹ میں کسی بھی تبدیلی (اگر کوئی ہو) سے متعلق فوری طور پر کمپنی کے شیئر جسٹرار میسرز ٹیکس استثنیٰ سرٹیفکیٹ (پرائیویٹ) لمیٹڈ پہلی منزل، 40-C، بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کو مطلع کریں۔

ممبران کو بذریعہ ہذا مطلع کیا جاتا ہے کہ کمپنی کی سالانہ رپورٹ اور سالانہ اجلاس عام کی اطلاع کی الیکٹرونک ترسیل سے متعلق SECP کے 2014 / 787(1) SRO بتاریخ 8 ستمبر 2014 کے مطابق درخواست فارم کمپنی کی ویب سائٹ www.pakistancables.com پر اپ لوڈ کر دیئے ہیں۔ جو ممبران یہ سہولت حاصل کرنا چاہتے ہیں ان سے التماس ہے کہ وہ درخواست فارم کو مکمل کر کے ہمارے شیئر جسٹرار میسرز ٹیکس استثنیٰ سرٹیفکیٹ (پرائیویٹ) لمیٹڈ پہلی منزل، 40-C، بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کے پاس جمع کروائیں۔

SECP کی جاری کردہ ہدایات، بحوالہ سرکلر نمبر 2008 SM/CDC (4) 8 بتاریخ 5 اپریل 2013 کے مطابق ممبران کمپنی کو اختیار دے سکتے ہیں کہ وہ سالانہ اجلاس عام میں اعلان کردہ ڈیویڈنڈ براہ راست ان کے بینک اکاؤنٹ میں جمع کروائے۔ ڈیویڈنڈ مینڈیٹ فارم کمپنی کی ویب سائٹ www.pakistancables.com پر اپ لوڈ کر دیا گیا ہے۔ جو ممبران یہ سہولت حاصل کرنا چاہتے ہیں ان سے التماس ہے کہ وہ درخواست کو مکمل کر کے ہمارے شیئر جسٹرار میسرز ٹیکس استثنیٰ سرٹیفکیٹ (پرائیویٹ) لمیٹڈ پہلی منزل، 40-C، بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کے پاس جمع کروائیں۔

نوٹ:

- ۱ پاکستان کیبلر لمیٹڈ (دی کمپنی) کی شیئر ٹرانسفر بکس مورخہ ۲۰ ستمبر ۲۰۱۷ء سے مورخہ ۲۷ ستمبر ۲۰۱۷ء تک (بشمول دونوں ایام) بند رہیں گی۔ اس مدت کے دوران رجسٹریشن کیلئے کوئی منتقلی قبول نہیں کی جائے گی۔ باضابطہ ٹرانسفر جو کمپنی کے شیئر رجسٹرار ٹی ایچ کے ایسوسی ایٹس (پرائیویٹ) لمیٹڈ پہلی منزل، C-40، بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کو کاروبار کے اختتام کار مورخہ ۱۹ ستمبر ۲۰۱۷ء تک موصول ہوں گے، وہ ٹرانسفر کو حتمی منافع منقسمہ کی ادائیگی کے لیے موزوں تصور کئے جائیں گے۔
- ۲ اس اجلاس میں شرکت کرنے اور ووٹ دینے کا مجاز کوئی بھی ممبر کسی دوسرے ممبر کو اجلاس میں شرکت کرنے اور ووٹ دینے کیلئے اپنا نمائندہ مقرر کر سکتا ہے۔ نمائندے کے لئے کمپنی کا ممبر ہونا ضروری ہے۔

۳ نمائندے کے تقرر کے دستاویز اور مختار نامہ یا دیگر اتھارٹی جس کے تحت اس پر دستخط کئے گئے ہوں یا اس کی نوٹری پبلک سے تصدیق شدہ کاپی کمپنی کے رجسٹرڈ آفس یعنی B-21 سائٹ کراچی میں اجلاس شروع ہونے سے کم از کم ۳۸ گھنٹے پیشتر لازماً جمع کرا دی جائے۔

۴ CDC کاؤنٹ ہولڈرز کو مندرجہ ذیل ہدایات پر عمل کرنا ہوگا جو سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان کی جانب سے جاری شدہ سرکلر۔ مورخہ ۲۶ جنوری ۲۰۰۰ء میں درج ہیں۔

الف۔ اجلاس میں شرکت کرنے کے لئے

- (۱) افراد کی صورت میں اکاؤنٹ ہولڈر یا ضمنی اکاؤنٹ ہولڈر جس کی سیکورٹیز اور رجسٹریشن کی تفصیلات CDC کے قواعد کے مطابق اپ لوڈ کی گئی ہیں اجلاس میں شرکت کے وقت اپنی شناخت کے ثبوت میں اپنا اصل قومی شناختی کارڈ (سی این آئی سی) یا اصل پاسپورٹ دکھانا ہوگا۔
- (۲) کارپوریٹ ادارے کی صورت میں بورڈ آف ڈائریکٹرز کی قرارداد / پاور آف اٹارنی مع نامزد کردہ کے نمونہ دستخط اور فعال CNIC کی تصدیق شدہ کاپی (اگر پہلے نہ فراہم کی گئی ہو) اجلاس میں شرکت کے وقت پیش کرنا ہوگی۔

ب۔ پراسیسز کے تقرری کے لئے

- (i) افراد کی صورت میں اکاؤنٹ ہولڈر یا ضمنی اکاؤنٹ ہولڈر جس کی سیکورٹیز اور رجسٹریشن کی تفصیلات CDC کے قواعد کے مطابق اپ لوڈ کی گئی ہے اسے مذکورہ بالا ہدایت کے مطابق پراسیس کا فارم جمع کرنا ہوگا۔
- (ii) پراسیس فارم پر دو گواہوں کے دستخط ہوں جن کے نام پتے اور سی این آئی سی نمبر پراسیس کے فارم میں درج ہوں۔
- (iii) پراسیس فارم کے ساتھ بینیفیشل اوزر اور پراسیس کے سی این آئی سی یا پاسپورٹ کی مصدقہ نقول فراہم کرنا ہوں گی۔
- (iv) پراسیس کو بوقت شرکت اجلاس اپنا اصل سی این آئی سی یا پاسپورٹ پیش کرنا ہوگا۔
- (v) کارپوریٹ ادارے کی صورت میں بورڈ آف ڈائریکٹرز کی قرارداد / پاور آف اٹارنی مع نمونہ دستخط اور کارپوریٹ ادارے کی جانب سے ووٹ دینے کے لئے نامزد فرد کے فعال سی این آئی سی کی تصدیق شدہ کاپی پراسیس فارم کے ساتھ کمپنی کو پیش کرنا ہوں گے۔

۵ وہ ممبران جنہوں نے اپنے فعال CNIC کی فوٹو کاپی کمپنی / شیئر رجسٹرار کو جمع نہیں کروائیں ہیں ان سے ایک بار پھر درخواست ہے کہ وہ یہ فوٹو کاپیاں جلد کمپنی کے شیئر رجسٹرار، میسرز ٹی ایچ کے ایسوسی ایٹس (پرائیویٹ) لمیٹڈ پہلی منزل، C-40، بلاک نمبر 6، پی ای سی ایچ ایس، کراچی 75400 کو براہ راست بھیجیں۔ کارپوریٹ ادارے کے برائے ممبرانی اپنے نیشنل ٹیکس نمبر (NTN) فراہم کریں۔ فوئیو نمبر CNIC / NTN تفصیلات کی کاپی فراہم کریں۔ بجوالہ سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان (SECP) ن ڈیفیکٹس: SRO 779(I) بتاریخ ۱۸ اگست ۲۰۱۱ اور SRO 831(I) بتاریخ ۵ جولائی ۲۰۱۲، جس کے تحت لازمی ہے کہ ڈیویڈنڈ وارنٹس پر رجسٹرڈ ممبر یا مجاز فرد کا CNIC نمبر مندرج ہو، نابالغ فرد اور کارپوریٹ ممبران اس سے متنبہ ہیں۔ فعال CNIC کی کاپی موصول نہ ہونے کی صورت میں کمپنی کو اختیار ہے کہ وہ تدارک کردہ SECP کے SROs کے مطابق ایسے شیئر ہولڈرز کے ڈیویڈنڈ وارنٹس کی ادائیگی روک لے۔

۶ حکومت پاکستان نے بذریعہ فنانس ایکٹ مجریہ ۲۰۱۷ء آکٹوبر ۲۰۱۷ء کی دفعہ ۱۵۰ میں کچھ ترامیم کی ہیں جن کے تحت کمپنیوں کے ادا کردہ ڈیویڈنڈ کی رقم پر منہائے جانے والے ود ہولڈنگ ٹیکس کی مختلف شرحیں مقرر کی گئی ہیں۔ یہ ٹیکس کی شرحیں درج ذیل ہیں:

الف	آکٹوبر ٹیکس گوشوارے جمع کرانے والوں کے لئے	15%
ب	آکٹوبر ٹیکس گوشوارے جمع نہ کرانے والوں کے لئے	20%

پاکستان کیبلز لمیٹڈ

اطلاع برائے سالانہ اجلاس عام

بذریعہ ہذا مطلع کیا جاتا ہے کہ پاکستان کیبلز لمیٹڈ کے شیئرز ہولڈرز کا ۶۴ واں سالانہ اجلاس عام بروز ہفت روزہ ۲۷ ستمبر ۲۰۱۷ء کو صبح 10:30 بجے بمقام بیچ لگژری ہوٹل، ایم۔ ٹی خان روڈ، کراچی میں مندرجہ ذیل امور کی انجام دہی کے لیے منعقد ہوگا۔

۱۔ عمومی کارروائی:

- (۱) ۲۸ اکتوبر ۲۰۱۶ء کو منعقدہ سالانہ اجلاس عام کے منٹ کی تصدیق کرنا۔
- (۲) ۲۷ اپریل، ۲۰۱۷ء کو منعقدہ غیر معمولی اجلاس عام کے منٹ کی تصدیق کرنا۔
- (۳) ۲۳ مئی ۲۰۱۷ء کو منعقدہ غیر معمولی اجلاس عام کے منٹ کی تصدیق کرنا۔
- (۴) کمپنی کے ۳۰ جون ۲۰۱۷ء کو ختم شدہ سال کے حسابات کے گوشوارے اور ان پر ڈائریکٹرز اور آڈیٹرز کی رپورٹوں کی وصولی اور غور کرنا۔
- (۵) بورڈ آف ڈائریکٹرز کے سفارش کردہ منافع منقسمہ کی ادائیگی کی منظوری۔ ڈائریکٹرز نے ۳۰ جون ۲۰۱۷ء کو ختم شدہ مالی سال کے لیے ۲۰ فیصد نقد منافع منقسمہ کی سفارش کی ہے۔ یہ منافع منقسمہ اس عبوری ۸۵ فیصد منافع منقسمہ کے علاوہ ہے جو کہ ادا کیا جا چکا ہے۔ اس طرح ۳۰ جون ۲۰۱۷ء کو ختم شدہ مالی سال کا کل منافع منقسمہ ۱۰۵ فیصد بنتا ہے۔
- (۶) آئندہ سال کے لیے آڈیٹرز کا تقرر اور ان کے صلہ خدمت کا تعین۔ (KPMG) تاثیر ہادی اینڈ کو، چارٹرڈ اکاؤنٹنٹس ریٹائر ہو گئے ہیں اور اہل ہونے کی بنا پر اپنے آپ کو دوبارہ تقرری کے لیے پیش کیا ہے، کوڈ آف کورپوریٹ گورننس کے پیراگراف xxxv کے تحت بورڈ آف ڈائریکٹرز نے آڈٹ کمیٹی کی سفارش پر KPMG تاثیر ہادی اینڈ کو کی بحیثیت کمپنی آڈیٹرز آئندہ سال کے لیے تقرری کی سفارش کی ہے۔

۲۔ دیگر کارروائی:

چیئرمین کی اجازت سے کسی ایسی عمومی کارروائی کی انجام دہی جسے کسی سالانہ اجلاس عام میں قانونی طور پر انجام دیا جاسکتا ہو۔

کراچی: ۱۱ اگست ۲۰۱۷ء

بجگم بورڈ

ناظم خان

مینیجر لیگل افیئرز اینڈ کمپنی سیکریٹری

PROXY FORM

I /We _____

of _____

being a member of **Pakistan Cables Limited** hereby appoint:

_____ Folio No. _____

of _____

_____ (full address)

or failing him _____ Folio No. _____

of _____

_____ (full address)

as my Proxy to attend and vote on my behalf at the 64th Annual General Meeting of the Company to be held on September 27, 2017 at 10:30 a.m. and at any adjournment thereof.

As witnessed my hands this _____ day of _____ 2017

Signed by the proxy holder

Please affix
Revenue
Stamp of Rs. 5/-

Signature of
Member

In the presence of (signature / name and address of witnesses)

1. _____

2. _____

Shareholder's Folio No. _____ No. of shares held _____

A member entitled to attend and vote at this Meeting is entitled to appoint a proxy to attend and vote instead of him. Such proxy must be a member of the company.

The instrument appointing a proxy should be signed by the member or by his attorney duly authorised in writing. If the member is a corporation, its common seal should be affixed to the instrument.

The instrument appointing a proxy, together with the Power of Attorney under which it is signed or a notarially certified copy thereof, should be deposited at the Registered Office of the Company not less than 48 hours before the time of holding the meeting.

CDC shareholders or their Proxies should bring their original National Identity Card or Passport along with the Participant's ID number and their Account Number to facilitate their identification.

AFFIX
CORRECT
POSTAGE

The Company Secretary
Pakistan Cables Limited
B-21, Pakistan Cables Road, SITE,
Karachi-75700

پراکسی فارم

میں / ہم

ساکن

پاکستان کیبلر لمیٹڈ کے ممبر کی حیثیت سے

جناب

ساکن

فولیو نمبر

(مکمل پتہ)

فولیو نمبر

یا ان کی جگہ جناب

(مکمل پتہ)

ساکن

کا تقرر کرتا / کرتی ہوں کہ وہ 27 اکتوبر 2017 کو یا التوا کی صورت میں کسی بھی دیگر وقت مقررہ پر منعقد ہونے والے کمپنی کے 64 ویں سالانہ اجلاس عام میں میرے / ہمارے پراکسی کی حیثیت سے شرکت کریں گے اور ووٹ دیں گے۔

آج بتاریخ _____ 2017 پراکسی ہولڈر نے دستخط کیا۔

پانچ روپے کارسیدی ٹکٹ
چسپاں کر کے دستخط کریں

ممبر کا دستخط

درج ذیل گواہان کی موجودگی میں (گواہان کے دستخط / نام اور پتہ درج کریں)۔

(1)

(2)

شیر ہولڈر کا فولیو نمبر _____ تحویل میں شیرز کی تعداد _____

اجلاس ہذا میں شرکت کرنے اور ووٹ دینے کا اہل ممبر اپنی جانب سے شرکت اور ووٹ دینے کے لیے کسی دوسرے فرد کو اپنا پراکسی مقرر کر سکتا ہے۔ پراکسی کا کمپنی کا ممبر ہونا لازمی ہے۔

حسب ضابطہ پراکسی فارم پر ممبر یا اس کے تحریری طور پر نامزد کردہ اٹارنی کا دستخط ہونا چاہئے۔ ممبر اگر کارپوریشن ہو تو پراکسی فارم پر اس کی باضابطہ مہر لگائیں۔

ایک پراکسی دستاویز اور پاور آف اٹارنی جس کے تحت اس پراکسی پر دستخط کئے گئے ہوں یا اس پاور آف اٹارنی کی نوٹری سے تصدیق شدہ نقل، اجلاس کے مقررہ وقت سے کم از کم 48 گھنٹے قبل کمپنی کے رجسٹرڈ آفس میں جمع کروائی جائے۔

CDC شیر ہولڈرز یا ان کے پراکسیز اپنے اصل قومی شناختی کارڈ یا پاسپورٹ، ہمراہ شرکت کار کا آئی ڈی نمبر اور اکاؤنٹ نمبر اپنی شناخت کی تصدیق کے لیے لازمی ساتھ لائیں۔

درست ڈاک
ٹکٹ چسپاں
کریں

کمپنی سیکریٹری
پاکستان کیبلز لمیٹڈ
B-21، پاکستان کیبلز روڈ، سائینٹ،
کراچی-75700

GLOSSARY








Acronym	Description
ATL	Active Tax Payers List
BVQI	Bureau Veritas Quality International
CDC	Central Depository Company
CEO	Chief Executive Officer
CFO	Chief Finance Officer
CNIC	Computerized National Identity Card
CPEC	China Pakistan Economic Corridor
CSR	Corporate Social Responsibility
ERDA	Electrical Research and Development Association
ERP	Enterprise Resource Planning
FDI	Foreign Direct Investment
FPCCI	Federation of Pakistan Chamber of Commerce and Industry
GDP	Gross Domestic Product
HCOF	High Conductivity Oxygen Free
HRMS	Human Resource Management System
HSE	Health, Safety and Environment
IEC	International Electrotechnical Commission
ISO	International Standardization Organisation
KPMG	Klynveld Peat Marwick Goerdeler (KPMG Taseer Hadi & Co)
LME	London Metal Exchange
LSZH	Low Smoke Zero Halogen
LTD	Limited
NEQ	National Environment Quality Standards
NGO	Non-Governmental Organization
NTN	National Tax Number.
OHSAS	Occupational Health and Safety Assessment
PPEs	Personal Protective Equipment
PSQCA	Pakistan Standards and Quality Control Authority
PSX	Pakistan Stock Exchange
S.R.O.	Statutory Regulatory Orders
SECP	Securities and Exchange Commission of Pakistan
SUD	Schedule of Unadjusted Differences
TUV	Traditional Unionist Voice



**Be aware, Be alert,
Be safe**

**Learn about investing at
www.jamapunji.pk**

Key features:

-  Licensed Entities Verification
-  Scam meter*
-  Jamapunji games*
-  Tax credit calculator*
-  Company Verification
-  Insurance & Investment Checklist
-  FAQs Answered

-  Stock trading simulator
(based on live feed from KSE)
-  Knowledge center
-  Risk profiler*
-  Financial calculator
-  Subscription to Alerts (event
notifications, corporate and
regulatory actions)
-  Jamapunji application for
mobile device
-  Online Quizzes

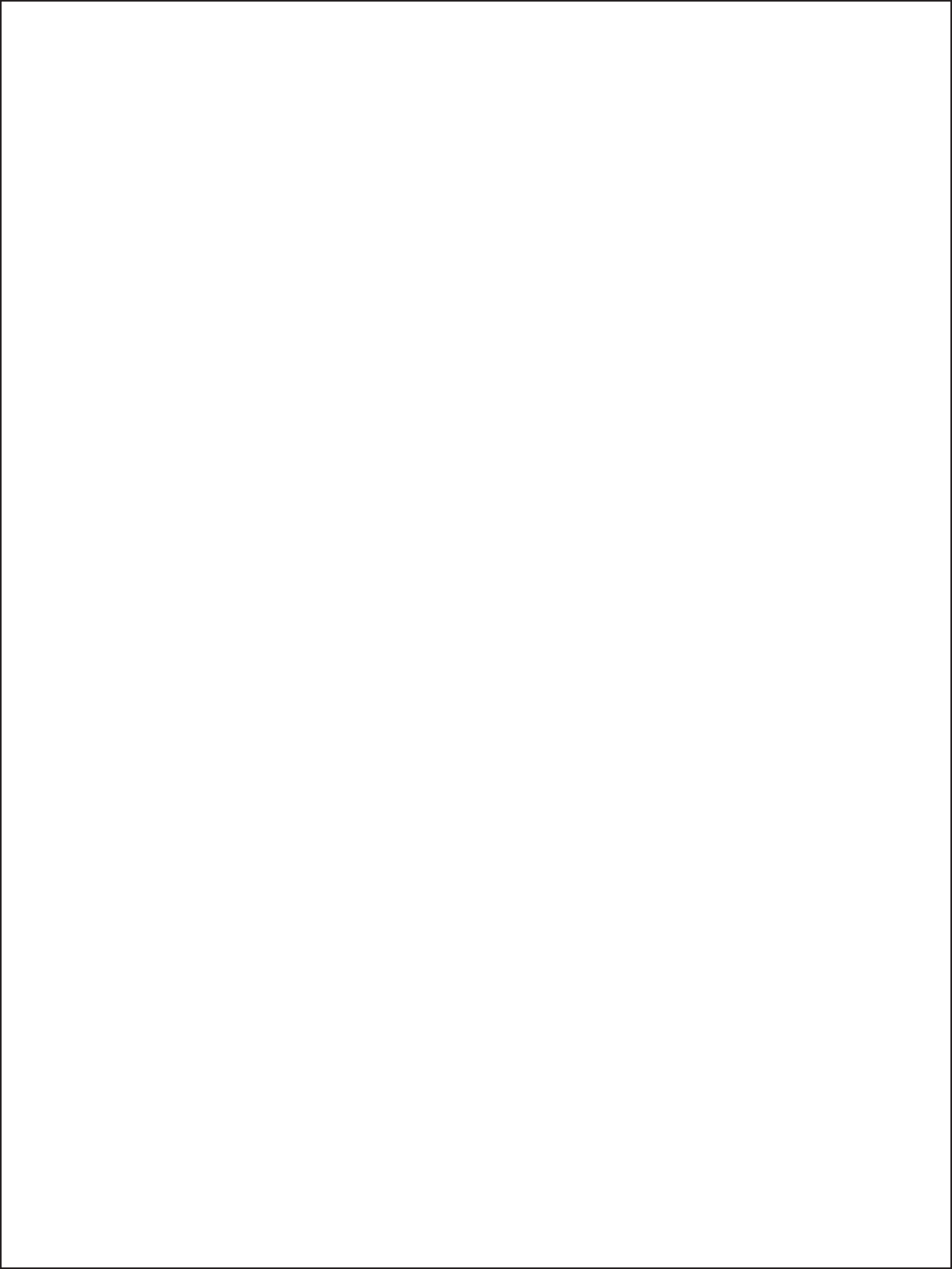


Jama Punji is an Investor
Education Initiative of
Securities and Exchange
Commission of Pakistan

 jamapunji.pk

 [@jamapunji_pk](https://twitter.com/jamapunji_pk)

*Mobile apps are also available for download for android and ios devices





Head Office

Arif Habib Center, 1st Floor,
23 MT Khan Road - Karachi.
UAN: 021-111-CABLES (222 537)
Email: info@pakistancables.com

Pakistan Cables Limited

B-21, Pakistan Cables Road, SITE,
PO Box 5050, Karachi-75700
Tel No: 021-32561170-75 UAN: 021-111-CABLES (222 537)
Email: info@pakistancables.com
www.pakistancables.com