QUARTERLY REPORT 2009



# ORIX Leasing Pakistan Limited

# Un-audited condensed interim financial statement for the quarter ended 30 September 2009

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# COMPANY INFORMATION

# **Board of Directors**

| Mr. Makoto Inoue  | Chairman                                    |
|-------------------|---|
| Mr. Kunwar Idris  | Non Executive Director                      |
| Mr. Hideo Ichida  | Non Executive Director                      |
| Mr. Fumihiko Sato | Non Executive Director                      |
| Mr. Sohail Hashmi | Nominee of State Life Insurance Corporation |
| Mr. Shahid Usman  | Non Executive Director                      |
| Mr. S. Saeed Reza | Executive Director                          |
| Mr. Humayun Murad | Chief Executive                             |

# Senior Advisor

Mr. Shakirullah Durrani

# **Audit Committee**

| Mr. Sohail Hashmi | Chairman |
|-------------------|----------|
| Mr. Kunwar Idris  |          |
| Mr. Fumibiko Sato |          |

# **Executive Committee**

| Mr. Kunwar Idris  | Chairman |
|-------------------|----------|
| Mr. Humayun Murad |          |
| Mr. S. Saeed Reza |          |

# Deputy Managing Director & Chief Financial Officer

Mr. Teizoon Kisat

# Company Secretary

Mr. Ramon Alfrey

# Head of Internal Audit & Secretary to Audit Committee

Mr. M. Ismail Khan

# Banks and Lending Institutions

| National Bank of Pakistan                     |
|---|
| Pakistan Poverty Alleviation Fund             |
| Standard Chartered Bank (Pakistan) Limited    |
| Swiss Agency for Development and Co-operation |
| The Bank of Tokyo - Mitsubishi UFJ, Limited   |
| United Bank Limited                           |
|   |
|   |





# **Auditors**

M/s KPMG Taseer Hadi & Co., Chartered Accountants

# Legal Advisors

M/s Mansoor Ahmad Khan & Co. M/s Walker Martineau & Saleem

# Registrars and Share Transfer Office

Noble Computer Services (Private) Limited

Mezzanine Floor, House Of Habib Building (Siddiqsons Tower)

3 - Jinnah C.H. Society, Main Shahrah-e-Faisal, Karachi-75350

# Registered Office & Head Office

Overseas Investors Chamber of Commerce Building

Talpur Road, Karachi-74000

# Credit Rating by The Pakistan Credit Rating Agency

| Long Term Senior Unsecured Creditors  | AA  |
|---------------------------------------|-----|
| Short Term Senior Unsecured Creditors | A1+ |
| Term Finance Certificates             | AA+ |









The Board of Directors of ORIX Leasing Pakistan Limited (the Company) present the unaudited condensed interim financial statements for the first quarter ended September 30, 2009.

During the quarter, the Company recorded a pre tax loss of Rs. 39.3 million compared to a pre tax profit of Rs. 43.3 million in the comparative period last year. Net loss after tax amounted to Rs. 49.7 million (2008: profit Rs. 45.4 million). Loss before tax attributable to the Company's own operations, excluding ORIX Investment Bank results, amounted to Rs. 19.6 million which is a considerable turnaround from the immediate previous quarter (April – June 2009) loss of Rs. 166.7 million.

An immediate consequence of the financial crisis of October 2008 was a drastic reduction in business levels. As conditions improve, the Company is steadily increasing lease volumes. Although disbursement during the quarter amounted to Rs. 1.76 billion, this was still 35% lower than business volume of Rs. 2.72 billion achieved in the comparative period last year.

Lower volume of business over the last twelve months has eroded the Company's lease portfolio which contracted by 19% to Rs. 19.0 billion from Rs. 23.5 billion in September 2008. Lease and instalment loan revenues also decreased by 19% to Rs. 510.7 million (2008: Rs. 632.3 million). Operating lease revenues improved by 6% to Rs. 163.6 million (2008: Rs. 154.8 million).

The Company's borrowing cost benefited from the falling trend in interest rates and reduced borrowing level. Consequently, finance cost, at Rs. 556.1 million (2008: Rs. 610.4 million), was 9% lower than the comparative period last year.

Administrative and general expenses were controlled and amounted to Rs. 147.4 million. These were maintained at last year's level of Rs. 147.5 million despite inflationary pressure. Provision for potential lease losses of Rs. 66.1 million was made during the period in comparison to Rs. 23.3 million in the corresponding quarter of 2008.

The Company's share in associates' profits was 18% lower at Rs. 42.4 million (2008: Rs. 51.9 million). In wake of the global financial crisis, overseas associates prudently reduced business to strengthen risk management. Effect of the global financial crisis in the Middle East was not as severe as elsewhere. All Middle East associates remain profitable, however, their profits declined due to reduced business. BTAO leasing is suffering from economic downturn in Kazakhstan and the Company's share in its loss amounted to Rs. 3 million during the quarter.

Uncertain economic conditions and tight liquidity are still major concerns. However, the Company is steadily increasing business and expects to return to profitability in near future.

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QUARTERLY REPORT 2009



Humayun Murad Chief Executive Dated: October 17, 2009

# Condensed Interim Balance Sheet

| As at 30 September 2009   |                                       |                                |                                |
|---|---------------------------------------|--------------------------------|--------------------------------|
|   |                                       | 30 September                   | 30 June                        |
|   | Note                                  | 2009                           | 2009                           |
|   |                                       | (Un-audited)                   | (Audited)                      |
| ASSETS  |                                       |                                |                                |
| Non-current assets  |                                       |                                |                                |
| Property, plant and equipment   | 6                                     | 1,077,475,213                  | 1,121,880,653                  |
| Stock exchange membership cards and rooms   |                                       | 80,450,000                     | 80,450,000                     |
| Net investment in finance leases and instalment loans                             | 7                                     | 19,023,300,263                 | 19,523,230,601                 |
| Current maturity  | · · · · · · · · · · · · · · · · · · · | 9,234,618,604                  | 9,307,268,900                  |
| Allowance for potential lease and instalment loan losses                          |                                       | 435,963,739                    | 387,838,657                    |
| movarioe for potential lease and instalment loan losses                           |                                       | 9,670,582,343                  | 9,695,107,557                  |
|   |                                       | 9,352,717,920                  | 9,828,123,044                  |
| Long term investments   | 8                                     | 1,936,619,942                  | 1,838,187,190                  |
| Long term finances and loans  |                                       | 600,327,950                    | 581,652,268                    |
| Long term deposits  |                                       | 15,376,206                     | 15,339,206                     |
| zong term deposite  |                                       | 13,062,967,231                 | 13,465,632,361                 |
| Current assets  |                                       |                                |                                |
| Short term finances   |                                       | 394,034,415                    | 459,989,309                    |
| Accrued return on investments and term loans                                      |                                       | 67,720,852                     | 53,666,489                     |
| Current maturity of non-current assets  |                                       | 9,648,209,367                  | 9,790,623,089                  |
| Short term investments  | 9                                     | 1,105,232,340                  | 1,467,281,016                  |
| Advances and prepayments  |                                       | 96,375,591                     | 72,870,550                     |
| Other receivables   |                                       | 1,320,951,825                  | 1,217,527,948                  |
| Cash and bank balances  |                                       | 562,658,776                    | 628,886,878                    |
| Taxation - net  |                                       | 98,793,442                     | 107,223,085                    |
| Assets classified as held for sale  |                                       | 63,252,246                     | 59,506,055                     |
|   |                                       | 13,357,228,854                 | 13,857,574,419                 |
| Total assets  | Rupees                                | 26,420,196,085                 | 27,323,206,780                 |
| EQUITY AND LIABILITIES  |                                       |                                |                                |
| Share capital and reserves  |                                       |                                |                                |
| Authorised share capital  |                                       | 0.500.000.000                  | 0.500.000.000                  |
| 350,000,000 Ordinary shares of Rs. 10 each  |                                       | 3,500,000,000                  | 3,500,000,000                  |
| Issued, subscribed and paid-up-capital  |                                       | 799,002,560                    | 799,002,560                    |
| Shares to be issued   |                                       | 21,526,740                     | 21,526,740                     |
| Capital reserves  |                                       | 1,052,603,499                  | 1,052,603,499                  |
| Revenue reserves  |                                       | 266,638,658                    | 204,777,686                    |
|   |                                       | 2,139,771,457                  | 2,077,910,485                  |
| Non-current liabilities   |                                       |                                |                                |
| Long term finances  | 10                                    | 7,795,405,722                  | 8,100,983,539                  |
| Long term loans   | 11                                    | 2,878,992,959                  | 3,864,825,839                  |
| Long term certificates of deposit   |                                       | 930,890,905                    | 1,025,502,581                  |
| Long term deposits  |                                       | 4,565,531,085                  | 4,598,441,563                  |
| Deferred taxation   |                                       | 217,476,715                    | 217,476,715                    |
| Current liabilities   |                                       | 16,388,297,386                 | 17,807,230,237                 |
| Trade and other payables  |                                       | 555,253,448                    | 257,324,868                    |
| Accrued interest / mark-up on loans and term finances                             |                                       | 641,862,825                    | 881,944,734                    |
| Short term borrowings   | 12                                    | 322,060,000                    | 712,850,000                    |
|   | 14                                    | 522,754,081                    | 583,798,282                    |
|   |                                       |                                |                                |
|   |                                       | , ,                            |                                |
| Short term certificates of deposit<br>Current maturity of non-current liabilities |                                       | 5,850,196,888                  | 5,002,148,174                  |
| Current maturity of non-current liabilities                                       | Runaas                                | 5,850,196,888<br>7,892,127,242 | 5,002,148,174<br>7,438,066,058 |
|   | Rupees<br>13                          | 5,850,196,888                  | 5,002,148,174                  |

The investments in equity securities held as 'available for sale' are valued at prices quoted on the stock exchange as of 30 September 2009 and the resulting decline in market value below cost is reported in the 'unrealised gain / (loss) on remeasurement of available for sale securities' in equity. Had the impairment loss been transferred to condensed interim Profit and Loss Account, the unrealised loss on remeasurement of available for sale securities would have been decreased by Rs. 11.45 million with consequential effect on 'reserves' (see note 9.3).

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

CHIEF EXECUTIVE







# Condensed Interim Profit & loss Account (Un-audited) For the quarter ended 30 September 2009

| Tot the quarter ended to deptember 2000                     |             |                      |                      |
|---|-------------|----------------------|----------------------|
|   | Note        | 30 September<br>2009 | 30 September<br>2008 |
| INCOME  |             |                      |                      |
| Income from operations                                      |             |                      |                      |
| •   | 4.4         | F40 704 000          | 000 040 547          |
| Finance leases and instalment loans                         | 14          | 510,731,333          | 632,346,547          |
| Operating leases  |             | 163,578,083          | 154,882,774          |
| Mark-up on term / factoring finance                         |             | 45,774,284           | 37,198,596           |
|   |             | 720,083,700          | 824,427,917          |
| Income from other operating activities                      |             |                      |                      |
| Other operating income                                      |             | 72,070,209           | 35,777,247           |
| Share of profit of equity accounted undertakings            | 15          | 42,390,029           | 51,851,844           |
|   |             | 114,460,238          | 87,629,091           |
|   |             | 834,543,938          | 912,057,008          |
| EXPENSES  |             |                      |                      |
| Finance costs   | 16          | 556,071,036          | 610,422,984          |
| Administrative and general expenses                         |             | 147,361,184          | 147,475,054          |
| Direct cost of leases                                       |             | 92,840,196           | 87,439,687           |
|   |             | 796,272,416          | 845,337,725          |
| Profit before provision and tax                             |             | 38,271,522           | 66,719,283           |
| Allowance for potential lease, instalment and other loan lo | osses - net | 66,111,932           | 23,334,161           |
| Impairment on available for sale securities                 |             | 11,449,378           | -                    |
| (Loss) / profit before tax                                  |             | (39,289,788)         | 43,385,122           |
| Taxation - Current  |             | 10,500,000           | -                    |
| - Deferred  |             | -                    | (2,000,000)          |
|   |             | 10,500,000           | (2,000,000)          |
| (Loss) / profit for the period                              | Rupees      | (49,789,788)         | 45,385,122           |
| (Loss) / earnings per share - basic and diluted             | Rupees      | (0.62)               | 0.57                 |

In accordance with SRO 150(1)2009 dated 13 February 2009, the impairment loss on 'available for sale' equity securities has been reported in equity. In case the impairment loss was charged to Profit and Loss Account, loss for the period would have been higher by Rs.11.45 million and loss per share would have been higher by Re.0.14 (See note 9.3).

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.



CHIEF EXECUTIVE

# Condensed Interim Statement of Comprehensive Income (Un-audited) For the quarter ended 30 September 2009

| For the quarter ended 30 September 2009                 |               |                      |                      |
|---|---------------|----------------------|----------------------|
|   |               | 30 September<br>2009 | 30 September<br>2008 |
| (Loss) / profit for the period                          |               | (49,789,788)         | 45,385,122           |
| Other comprehensive income                              |               |                      |                      |
| Exchange difference arising on translation of foreign a | associates    | 42,817,660           | 169,515,478          |
| Unrealized gain / (loss) due to change in fair value of | available for |                      |                      |
| sale securities   |               | 16,907,891           | (23,919,183)         |
| Share of associates reserves                            |               | -                    | (19,855,525)         |
| Net gain on hedging instruments                         |               | 51,925,209           | 158,584,037          |
|   |               | 111,650,760          | 284,324,807          |
| Total comprehensive income for the period               | Rupees        | 61,860,972           | 329,709,929          |

In accordance with SRO 150(1)2009 dated 13 February 2009, the impairment loss on 'available for sale' equity securities has been reported in equity. In case the impairment loss was charged to Profit and Loss Account, loss for the period would have been higher by Rs.11.45 million and loss per share would have been higher by Re.0.14 (See note 9.3).

The annexed notes 1 to 20 form an integral part of these interim condensed financial statements.

**ORIX** 

**HUMAYUN MURAD** CHIEF EXECUTIVE

# Condensed Interim Cash Flow Statement (Un-audited) For the quarter ended 30 September 2009

| For the quarter ended 30 September 2009  | _                              |                             |
|--|--------------------------------|-----------------------------|
| Note   | 30 September<br>2009           | 30 September<br>2008        |
| Cash flows from operating activities   |                                |                             |
| (Loss) / profit before taxation  | (49,789,788)                   | 43,385,122                  |
| Adjustments for  |                                |                             |
| Depreciation and amortisation  | 64,489,982                     | 61,700,805                  |
| Allowance for potential lease, instalment and other loan losses - net                        | 66,111,932                     | 23,334,161                  |
| Share of profit of equity accounted undertakings   | (42,390,029)                   | (51,851,844)                |
| Gain on hedging instruments  | (103,722,144)<br>103,722,144   | (496,262,762)               |
| Exchange loss Mark-up expenses   | 488,976,403                    | 496,262,762<br>558,747,666  |
| Profit on certificates of deposit  | 53,395,523                     | 36,715,581                  |
| Dividend income  | (177,056)                      | (2,496,700)                 |
| Return on investments and deposits   | (18,546,162)                   | (8,881,361)                 |
| Gain on disposal of fixed assets   | (2,747,951)                    | (391,564)                   |
| Call of disposal of into a docoto  | 609,112,642                    | 616,876,744                 |
| Cash flows from operating activities before working capital changes                          | 559,322,854                    | 660,261,866                 |
| (Increase) in current accets   |                                |                             |
| (Increase) in current assets Advances and prepayments  | (15,075,398)                   | (56,334,372)                |
| Other receivables  | (73,887,627)                   | (76,976,137)                |
| Other receivables  | (88,963,025)                   | (133,310,509)               |
|  |                                | , , ,                       |
| Increase in trade and other payables   | 296,711,019                    | 3,504,879                   |
| Cash generated from operations   | 767,070,848                    | 530,456,236                 |
| Decrease / (increase) in operating assets  |                                |                             |
| Investment in finance leases and instalment loans - net                                      | 496,254,868                    | (13,468,479)                |
| Long term finances and loans - net   | 40,234,676                     | (92,718,185)                |
| Short term finances  | 63,714,144                     | (38,120,220)                |
| Long term deposits   | (37,000)                       | (32,750)                    |
| Investment in operating lease assets   | (10,962,132)                   | (81,441,488)                |
| Proceeds from sale of operating lease assets   | 3,100,000                      | 7,000                       |
| Increase / (decrease) in operating liabilities   | 592,304,556                    | (225,774,122)               |
| Deposits from lessees - net  | 20,941,199                     | 192,785,450                 |
| Mark-up paid   | (749,941,875)                  | (536,322,863)               |
| Profit paid on certificates of deposit   | (32,511,960)                   | (18,800,125)                |
|  | (761,512,636)                  | (362,337,538)               |
| Net cash from / (used in) operating activities before income tax                             | 597,862,768                    | (57,655,424)                |
| Income tax paid  | -                              | (8,412,122)                 |
| Net cash from / (used in) operating activities   | 597,862,768                    | (66,067,546)                |
| Cash flows from investing activities   |                                |                             |
| Capital expenditure incurred   | (5,350,421)                    | (27,364,922)                |
| Proceeds from disposal of assets - own use   | 9,548,690                      | 4,066,151                   |
| Investments - net  | 379,785,899                    | (134,081,756)               |
| Dividends received   | 177,056                        | 2,496,700                   |
| Interest received  | 4,491,799                      | 450,450                     |
| Net cash from / (used in) investing activities   | 388,653,023                    | (154,433,377)               |
| Cash flows from financing activities   |                                |                             |
| Proceed from long term loans   | 54,520,000                     | 500,000,000                 |
| Short term borrowings  | (400,000,000)                  | -                           |
| Certificates of deposit redeemed - net   | (79,561,865)                   | (15,404,788)                |
| Repayment of long term loans and finances  | (636,912,028)                  | (516,770,868)               |
| Net cash used in financing activities  | (1,061,953,893)                | (32,175,656)                |
| Net decrease in cash and cash equivalents  | (75,438,102)                   | (252,676,579)               |
| Cash and cash equivalents as at 01 July Cash and cash equivalents as at 30 September 19 Rupe | 316,036,878<br>ees 240,598,776 | 201,902,333<br>(50,774,246) |
| Cash and Cash equivalents as at 30 September 19 Rupe   | 240,330,770                    | (50,774,240)                |

The annexed notes 1 to 20 form an integral part of these condensed interim financial statements.

HUMAYUN MURAD CHIEF EXECUTIVE

# Condensed Interim Statement of Changes In Equity (Un-audited) For the quarter ended 30 September 2009

| Balance as at 30 September 2009           | Rupees | 799,002,560                                     | 21,526,740                                       | 448,603,499   | 604,000,000       | 210,000,000        | (288,919,666)           | (10,982,224)   | (46,812,054)    | 403,352,602                                   | -                            | 2,139,771,457 |
|---|--------|---|--|---------------|-------------------|--------------------|-------------------------|--|-----------------|---|------------------------------|---------------|
| Total comprehensive income for the period |        | -   | -  | -             |                   | -                  | (49,789,788)            | 16,907,891   | 51,925,209      | 42,817,660                                    | -                            | 61,860,972    |
| Balance as at 30 June 2009                |        | 799,002,560                                     | 21,526,740                                       | 448,603,499   | 604,000,000       | 210,000,000        | (239,129,878)           | (27,890,115)   | (98,737,263)    | 360,534,942                                   |                              | 2,077,910,485 |
| Balance as at 30 September 2008           | Rupees | 694,784,830                                     | -  | 552,821,229   | 604,000,000       | 210,000,000        | 377,569,306             | (31,858,641)   | 220,933,909     | 339,425,044                                   | (34,097,370)                 | 2,933,578,307 |
| Total comprehensive income for the period |        | -   | -  | -             | -                 | -                  | 45,385,122              | (23,919,183)   | 158,584,037     | 169,515,478                                   | (19,855,525)                 | 329,709,929   |
| Balance as at 30 June 2008                |        | 694,784,830                                     | -  | 552,821,229   | 604,000,000       | 210,000,000        | 332,184,184             | (7,939,458)  | 62,349,872      | 169,909,566                                   | (14,241,845)                 | 2,603,868,378 |
|   |        | Issued,<br>subscribed<br>and paid-up<br>capital | Shares to be<br>issued<br>due to<br>amalgamation | Share premium | Statutory reserve | General<br>reserve | Unappropriate<br>profit | Revenue R<br>d Unrealised<br>(losses) / gains<br>on investment | Hedging reserve | Foreign<br>currency<br>translation<br>reserve | Share of associates reserves | s' equity     |

The annexed notes 1 to 20 form an integral part of these interim condensed financial statements.



HUMAYUN MURAD CHIEF EXECUTIVE KUNWAR IDRIS DIRECTOR

# Notes to the Condensed Interim Financial Statements (Un-audited)

For the quarter ended 30 September 2009

# 1. The Company and its Operations

ORIX Leasing Pakistan Limited ("the Company") was incorporated in Pakistan as a private limited company on 01 July 1986 under the Companies Ordinance, 1984 and was converted into a public limited company on 23 December 1987. The Company is listed on Karachi, Lahore and Islamabad Stock Exchanges. The registered office of the Company is situated at Overseas Investors' Chamber of Commerce Building, Talpur Road, Karachi. The Company is licensed to carry out leasing business as a Non-Banking Finance Company (NBFC) under the Non-Banking Finance Companies (Establishment and Regulations) Rules, 2003 issued by the Securities and Exchange Commission of Pakistan (SECP).

## 2. Basis of Preparation

These condensed interim financial statements are un-audited and have been prepared in accordance with the requirements of the International Financial Reporting Standards (IFRS) IAS - 34 "Interim Financial Reporting" as applicable in Pakistan. These condensed interim financial statements do not include all of the information required for full financial statements and should be read in conjunction with the financial statements of the Company for the year ended 30 June 2009.

The comparative balance sheet presented in these financial statements has been extracted from the audited financial statements of the Company for the year ended 30 June 2009, whereas the comparative profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity are stated from the unaudited condensed interim financial statements for the period ended 30 September 2008.

These condensed interim financial statements have been presented in Pakistan Rupees, which is the functional currency of the Company. The figures are rounded off to the nearest Rupee.

These condensed interim financial statements are being submitted to the shareholders as required by listing regulations of Karachi, Lahore and Islamabad Stock Exchanges and Section 245 of the Companies Ordinance,1984.

## 3. Significant Accounting Policies

- 3.1 The accounting policies applied for the preparation of these condensed interim financial statements are the same as those applied in preparation of the annual audited financial statements of the Company for the year ended 30 June 2009.
- 3.2 IAS 1 (Revised), "Presentation of financial statements" (effective from 01 January 2009), was issued in September 2007. According to the revised standard, those items of income and expense that are not recognized in the profit or loss, and non-owner changes in equity should be recognized through statement of comprehensive income. The revised standard requires an entity to opt for presenting such items of income and expense either in (a) single statement (a ' statement of comprehensive income') or (b) two statements (a separate 'income statement' and a 'statement of comprehensive income').

The Company has adopted IAS 1 (Revised), with effect from 01 July 2009 and accordingly, items of income and expense that are not recognized in the profit or loss, and non-owner changes in equity have been presented in a separate 'statement of comprehensive income' in these financial statements.

## 4 Estimates

The preparation of these condensed interim financial statements requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities, income and expense. Actual results may differ from these estimates. The significant judgments made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that were applied to the financial statements for the year ended 30 June 2009.

## 5. Risk Management Policies

Risk management policies are consistent with those disclosed in the financial statements for the year ended 30 June 2009.

## 6. Property, Plant and Equipment

|                                   |        | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
|-----------------------------------|--------|--------------------------------------|------------------------------|
| Fixed assets - own use            |        | 331,617,352                          | 347,937,376                  |
| Fixed assets - on operating lease |        | 743,827,861                          | 771,913,277                  |
| Capital work in progress          |        | 2,030,000                            | 2,030,000                    |
|                                   | Rupees | 1,077,475,213                        | 1,121,880,653                |



6.1 The following is a statement of additions to and disposals from property, plant and equipment during the current period:

|                                    |         | Own use    |           | Operating  | Capital Work |                          |
|------------------------------------|---------|------------|-----------|------------|--------------|--------------------------|
|                                    |         | Additions  | Disposals | Additions  | Disposals    | in Progress<br>Additions |
| Generators                         |         | -          | -         | 4,255,175  | 6,000,000    | -                        |
| Leasehold improvements             |         | 2,575,639  | -         | -          | -            | -                        |
| Furniture, fittings and office equ | uipment | 97,000     | 2,533,025 | -          | -            | -                        |
| Communication equipment            |         | -          | -         | 6,706,957  | -            | -                        |
| Vehicles                           |         | 2,637,920  | 6,547,870 | -          | -            | -                        |
| Computers and accessories          |         | 39,862     | 149,868   | -          | -            | -                        |
| 30 September 2009                  | Rupees  | 5,350,421  | 9,230,763 | 10,962,132 | 6,000,000    | -                        |
| 30 September 2008                  | Rupees  | 19,019,709 | 7,495,307 | 81,441,488 | -            | 8,345,213                |

# 7. NET INVESTMENT IN FINANCE LEASES AND INSTALMENT LOANS

|                                 |        | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
|---------------------------------|--------|--------------------------------------|------------------------------|
| Instalment contract receivables |        | 15,148,608,223                       | 15,823,381,539               |
| Residual value                  |        | 6,376,089,736                        | 6,355,801,967                |
| Initial direct cost             |        | 45,340,499                           | 49,824,441                   |
|                                 |        | 21,570,038,458                       | 22,229,007,947               |
| Less: unearned finance income   |        | 2,546,738,195                        | 2,705,777,346                |
|                                 | Rupees | 19,023,300,263                       | 19,523,230,601               |

| LONG TERM INVESTMENTS                       |        |                                      |                              |
|---|--------|--------------------------------------|------------------------------|
|   | Note   | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
| Related parties                             |        |                                      |                              |
| Investment in equity accounted undertakings |        | 1,729,439,657                        | 1,644,231,968                |
| Others                                      |        |                                      |                              |
| Held to maturity investments                |        |                                      |                              |
| Ijara sukuk-Government of Pakistan          | 8.1    | 180,000,000                          | 180,000,000                  |
| Pakistan investment bonds                   | 8.1    | 20,859,012                           | 5,683,480                    |
| Term finance certificates - listed          |        | 6,174,410                            | 8,124,879                    |
| Term finance certificates - unlisted        |        | 4,370,802                            | 4,370,802                    |
|   |        | 211,404,224                          | 198,179,161                  |
| Less: Current maturity                      |        | 4,223,939                            | 4,223,939                    |
|   | Rupees | 1,936,619,942                        | 1,838,187,190                |

**8.1** Held-to-maturity investments have been made as required under Regulation 14 (4) (i) of the Non Banking Finance Companies and Notified Entities, Regulations, 2008(NBFC Regulation) to maintain liquidity against certificates of deposit.

# 9. SHORT TERM INVESTMENTS

|                                  |        | 20 Contember  | 20 June      |
|----------------------------------|--------|---------------|--------------|
|                                  | Note   | 30 September  | 30 June      |
|                                  | Note   | 2009          | 2009         |
|                                  |        | (Un-audited)  | (Audited)    |
| Held to maturity investment      |        |               |              |
| Treasury bills                   | 9.1    | 62,545,126    | 62,545,12    |
| Certificates of deposit          |        | 9,500,000     | 10,000,00    |
| Term finance certificates        |        | 4,052,386     | 8,002,39     |
| Held for trading investments     |        |               |              |
| Pakistan investment bonds        | 9.2    | 327,138,181   | 332,425,18   |
| Ordinary shares                  |        | 83,845,548    | 62,847,94    |
| Term finance certificates        |        | 76,397,023    | 85,004,71    |
| Units of open ended mutual funds |        | 31,180,605    | 10,036,51    |
| Units of closed end mutual funds |        | 52,380,299    | 51,455,79    |
|                                  |        | 570,941,656   | 541,770,15   |
| Available-for-sale               |        |               |              |
| Ordinary shares - listed         | 9.3    | 26,999,604    | 21,774,87    |
| Ordinary shares - unlisted       |        | 22,000,000    | 22,000,00    |
| Units of open ended mutual funds | 9.3    | 375,900,000   | 19,223,10    |
| Units of closed end mutual funds | 9.3    | 18,071,343    | 14,514,45    |
|                                  |        | 442,970,947   | 77,512,43    |
| Others - unsecured               |        |               |              |
| Term deposit receipts            |        | 7,843,293     | 757,671,97   |
| Fund placements                  |        | 7,378,932     | 9,778,93     |
| ·                                | Rupees | 1,105,232,340 | 1,467,281,01 |

- 9.1 This represents investments made as required under Regulation 14 (4) (i) of the NBFC Regulation to maintain liquidity against certificates of deposit.
- 9.2 This includes investment of Rs. 13 million representing investment made as required under Regulation 14 (4) (i) of the NBFC Regulation to maintain liquidity against certificates of deposit.
- 9.3 Impairment losses on listed securities held on 31 December 2008 have been shown under equity as allowed by SRO 150(I)/2009 dated 13 February 2009 issued by the SECP. The said SRO requires that amount taken to equity including any adjustment/effect for price movements shall be taken to profit and loss account on quarterly basis during the calendar year ending on 31 December 2009. In compliance with this requirement, an amount of Rs.11.45 million has been charged to profit and loss account for the quarter ended 30 September 2009.

The recognition of impairment loss in accordance with the requirements of International Accounting Standard 39 - Financial Instruments: Recognition and Measurement would have had the following effect on these financial statements:

|  |        | 30 September<br>2009<br>(Un-audited) |
|--|--------|--------------------------------------|
| Increase in 'impairment loss' in profit and loss account for the period        | Rupees | 11,449,378                           |
| Increase in loss for the period  | Rupees | 11,449,378                           |
| Decrease in unrealised loss on remeasurement of available for sale investments | Rupees | 11,449,378                           |
| Decrease in unappropriated profits   | Rupees | 11,449,378                           |
| Increase in loss per share - basic and diluted                                 | Rupees | 0.14                                 |

# 10. LONG TERM FINANCES - secured

|   | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
|---|--------------------------------------|------------------------------|
| Long term finances utilised under mark-up arrangements - financial institutions | 2,512,500,000                        | 2,512,500,000                |
| Term finance certificates - listed  | 2,498,000,000                        | 2,498,000,000                |
| Term finance certificates - unlisted  | 5,000,000,000                        | 5,000,000,000                |
|   | 10,010,500,000                       | 10,010,500,000               |
| Less: Unamortised transaction cost in respect of                                |                                      |                              |
| Long term finances utilised under mark-up arrangements - financial institutions | 2,210,153                            | 2,800,616                    |
| Term finance certificates   | 32,067,463                           | 36,549,178                   |
| Less: Current maturity  | 34,277,616                           | 39,349,794                   |
| Long term finances utilised under mark-up arrangements - financial institutions | 1,348,149,995                        | 1,037,500,000                |
| Term finance certificates   | 832,666,667                          | 832,666,667                  |
|   | 2,180,816,662                        | 1,870,166,667                |
|   | 2,215,094,278                        | 1,909,516,461                |
| Rupees  | 7 795 405 722                        | 8 100 983 539                |

## 11. LONG TERM LOANS

| Name of lending institution                 | Commencement of repayment | Mode of loan repayment   | Rate (%)                       | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
|---|---------------------------|--|--------------------------------|--------------------------------------|------------------------------|
| Secured                                     |                           |  |                                |                                      |                              |
| International Finance<br>Corporation        | 15 Jul 2008               | 11 equal semi<br>annual instalments<br>after 24 months<br>grace period | US\$ six month<br>LIBOR+1.5%   | 1,027,418,318                        | 1,142,075,544                |
| Citibank Japan Limited,<br>Syndicated loan  | 31 Jan 08                 | 14 equal semi annual instalments                                       | US\$ six month<br>LIBOR+0.675% | 2,967,857,099                        | 3,225,749,965                |
| Syndicated Loan                             | 30 Sep 2007               | 6 equal semi<br>annual instalments                                     | six month<br>KIBOR+1.75%       | 124,999,995                          | 374,999,997                  |
| International Finance<br>Corporation        | 15 Jul 2007               | 10 equal semi annual instalments                                       | US\$ six month<br>LIBOR+1.65%  | 207,750,000                          | 181,950,000                  |
| Pakistan Poverty<br>Alleviation Fund (PPAF) | 01 Jan 2009               | 12 quarterly instalments   | 10.00                          | 188,881,300                          | 169,309,900                  |
| Pakistan Poverty<br>Alleviation Fund (PPAF) | 22 Feb 2006               | 16 quarterly instalments   | 6.00                           | 2,772,025                            | 9,293,838                    |
| Pakistan Poverty<br>Alleviation Fund (PPAF) | 14 Dec 2006               | 12 quarterly instalments   | 8.00                           | -                                    | 3,279,893                    |
| Unsecured                                   |                           |  |                                |                                      |                              |
| CDC Trustee - AMZ Plus Fund                 | 12 Sep 2011               | At maturity  | six month<br>KIBOR - 2.5%      | 100,000,000                          | 100,000,000                  |
| Total long term loans                       |                           |  |                                | 4,619,678,737                        | 5,206,659,137                |
| Less: Unamortised transaction cost          |                           |  |                                | 92,025,744                           | 100,626,294                  |
| Less : Current maturity                     |                           |  |                                | 1,648,660,034                        | 1,241,207,004                |
|   |                           |  | Rupees                         | 2,878,992,959                        | 3,864,825,839                |



# 12. SHORT TERM BORROWINGS

|                                      | 30 September<br>2009<br>(Un-audited) | 30 June<br>2009<br>(Audited) |
|--------------------------------------|--------------------------------------|------------------------------|
| From Banking Companies               |                                      |                              |
| Under mark-up arrangements - secured | 322,060,000                          | 312,850,000                  |
| Short term loans                     | -                                    | 400,000,000                  |
| Rupees                               | 322,060,000                          | 712,850,000                  |

# 13. COMMITMENTS

- 13.1 Leasing and instalment loans contracts committed but not executed at the balance sheet date amounted to Rs. 19.68 million (30 June 2009 : Rs. 24.97 million).
- 13.2 Commitments for capital expenditure on point of sale (POS) network as at 30 September 2009 amounted to Rs. 1.77 million (30 June 2009 : Rs. 8.84 million).

# 14. INCOME FROM FINANCE LEASES AND INSTALMENT LOANS

|   | 30 September<br>2009<br>(Un-audited) | 30 September<br>2008<br>(Un-audited) |
|---|--------------------------------------|--------------------------------------|
| Income from finance leases Income from instalment loans | 508,437,142<br>2.294,191             | 625,670,985<br>6.675.562             |
| Rupees  | 510,731,333                          | 632,346,547                          |

# 15. SHARE OF PROFIT OF EQUITY ACCOUNTED UNDERTAKINGS

|  | 20<br>(Un-a                                 | tember<br>09<br>udited)                                 | 2<br>(Un-a                                  | eptember<br>008<br>uudited)                             |
|--|---|---|---|---|
| Name of associates                         | Associates'<br>profit / (loss)<br>after tax | Share of<br>associates'<br>profit / (loss)<br>after tax | Associates'<br>profit / (loss)<br>after tax | Share of<br>associates'<br>profit / (loss)<br>after tax |
| Listed                                     |   |   |   |   |
| Oman ORIX Leasing Company SAOG             | 113,622,035                                 | 13,227,536  | 139,965,954                                 | 16,294,416  |
| ORIX Investment Bank Pakistan Limited      | -   | -   | (27,576,694)                                | (4,136,504)   |
|  | 113,622,035                                 | 13,227,536  | 112,389,260                                 | 12,157,912  |
| Un-listed                                  |   |   |   |   |
| Saudi ORIX Leasing Company                 | 254,736,779                                 | 20,378,942  | 261,125,814                                 | 20,890,065  |
| MAF ORIX Finance PJSC                      | 115,516,124                                 | 3,465,484   | 186,094,291                                 | 5,582,829   |
| BTA ORIX Leasing JSC                       | (31,944,058)                                | (3,194,305)   | 23,944,937                                  | 2,394,494   |
| ORIX Leasing Egypt SAE                     | 38,570,741                                  | 8,871,271   | 46,277,473                                  | 10,643,819  |
| ORIX Properties Pakistan (Private) Limited | (797,553)                                   | (358,899)   | 406,056                                     | 182,725   |
|  | 376,082,033                                 | 29,162,493  | 517,848,571                                 | 39,693,932  |
| Rupees                                     | 489,704,068                                 | 42,390,029  | 630,237,831                                 | 51,851,844  |

# 16. FINANCE COSTS

|                                   |        | 30 September<br>2009<br>(Un-audited) | 30 September<br>2008<br>(Un-audited) |
|-----------------------------------|--------|--------------------------------------|--------------------------------------|
| Interest / mark-up on             |        |                                      |                                      |
| - Long term finances              |        | 351,322,616                          | 426,863,24                           |
| - Long term loans                 |        | 122,241,534                          | 117,456,59                           |
| - Short term borrowings           |        | 10,381,106                           | 12,674,61                            |
| Profit on certificates of deposit |        | 53,395,523                           | 36,715,58                            |
| Amortisation of transaction costs |        | 13,699,110                           | 14,781,65                            |
| Bank charges and commission       |        | 5,031,147                            | 1,931,28                             |
|                                   | Rupees | 556,071,036                          | 610,422,98                           |

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# 17. SEGMENT INFORMATION

The Companys' leasing business has two primary reporting segments namely, 'finance lease' and 'operating lease', based on the nature of business and the related risks and returns associated with these segments. The finance lease operations are primarily for long term leases of movable assets to corporate entities and individuals, while under operating lease, the Company provides assets on short term rentals. Other operations, which are not deemed by management to be sufficiently significant to disclose as separate items and do not fall into the above segment categories, are reported under 'Others'. In addition, the results of investment financial services division are reported seperately.

# Segment analysis for the period ended 30 September 2009 (Un-audited)

| Segment revenues Segment result Unallocated expenses Result from operating activities Finance costs | Rupees<br>Rupees | 508,437,142<br>403,524,688 | Lease<br>163,578,083 | 02 020 000    | Business  | Financial Serv | rices   |
|---|------------------|----------------------------|----------------------|---------------|---|----------------|---|
| Segment result Unallocated expenses Result from operating activities Finance costs                  |                  |                            |                      | 02 020 000    |   |                |   |
| Unallocated expenses Result from operating activities Finance costs                                 | Rupees           | 403,524,688                |                      | 83,939,962    | 755,955,187                                     | 24,749,344     | 780,704,531                                     |
| Result from operating activities Finance costs  |                  |                            | 58,731,342           | 56,871,528    | 519,127,558                                     | 18,553,671     | 537,681,229                                     |
| Finance costs   |                  |                            |                      |               | (63,290,010)                                    | -              | (63,290,010)                                    |
|   |                  |                            |                      |               | 455,837,548                                     | 18,553,671     | 474,391,219                                     |
|   |                  |                            |                      |               | (517,818,862)                                   | (38,252,174)   | (556,071,036)                                   |
| Share of profit of equity accounted   | l undertakings   |                            |                      |               | 42,390,029                                      | -              | 42,390,029                                      |
| Provision for taxation  | D                |                            |                      |               | (10,500,000)                                    | (40,000,500)   | (10,500,000)                                    |
| Loss for the period   | Rupees           |                            |                      |               | (30,091,285)                                    | (19,698,503)   | (49,789,788)                                    |
| Other information   |                  |                            |                      |               |   |                |   |
| Segment assets  | Rupees           | 18,452,930,858             | 743,827,861          |               | 20,964,472,016                                  | 1,412,747,846  | 22,377,219,862                                  |
| Investment in equity accounted u  | undertakings     |                            |                      | 1,729,439,657 | 1,729,439,657                                   | -              | 1,729,439,657                                   |
| Unallocated assets  |                  |                            |                      |               | 2,313,536,566                                   | -              | 2,313,536,566                                   |
| Total assets  | Rupees           |                            |                      |               | 25,007,448,239                                  | 1,412,747,846  | 26,420,196,085                                  |
| Segment liabilities   |                  | 6,471,001,867              | 47,379,190           | -             | 6,518,381,057                                   | 11,403,212,075 | 17,921,593,132                                  |
| Unallocated liabilities   |                  |                            |                      |               | 6,358,831,496                                   | -              | 6,358,831,496                                   |
| Total liabilities   | Rupees           |                            |                      |               | 12,877,212,553                                  | 11,403,212,075 | 24,280,424,628                                  |
| Capital expenditure   | Rupees           | -                          | 10,962,132           | 5,350,421     | 16,312,553                                      | -              | 16,312,553                                      |
| Depreciation  | Rupees           | _                          | 36,922,340           | 13,894,914    | 50,817,254                                      | _              | 50,817,254                                      |
| Segment analysis for the period   | od ended 30      | September 2008             | (Un-audited)         |               |   |                |   |
| Segment revenues  | Rupees           | 632,346,547                | 154,882,774          | 72,975,843    | 860,205,164                                     | -              | 860,205,164                                     |
| Segment result  | Rupees           | 553,751,585                | 50,700,397           | 63,787,601    | 668,239,583                                     | _              | 668,239,583                                     |
| Unallocated expenses  | rtupoco          | 000,101,000                | 00,1.00,001          | 00,101,001    | (66,283,321)                                    | -              | (66,283,321)                                    |
| Result from operating activities  |                  |                            |                      |               | 601,956,262                                     | -              | 601,956,262                                     |
| Finance costs   |                  |                            |                      |               | (610,422,984)                                   | -              | (610,422,984)                                   |
| Share of profit of equity accounted   | ed undertakin    | igs                        |                      |               | 51,851,844                                      | -              | 51,851,844                                      |
| Provision for taxation  |                  |                            |                      |               | 2,000,000                                       | -              | 2,000,000                                       |
| Profit for the period   | Rupees           |                            |                      |               | 45,385,122                                      | -              | 45,385,122                                      |
| Other information   |                  |                            |                      |               |   |                |   |
| Segment assets  | Rupees           | 23,234,175,185             | 627,439,154          | 1,515,898,158 | 25,377,512,497                                  | -              | 25,377,512,497                                  |
| Investment in equity accounted u  |                  |                            | ,,                   | 1,579,659,788 | 1,579,659,788                                   | -              | 1,579,659,788                                   |
| Unallocated assets  |                  |                            |                      |               | 2,172,152,662                                   | -              | 2,172,152,662                                   |
| Total assets  | Rupees           |                            |                      |               | 29,129,324,947                                  | -              | 29,129,324,947                                  |
|   |                  | 6,988,408,050              | 31,552,760           |               | 7,019,960,810                                   | -              | 7,019,960,810                                   |
| Segment liabilities   | Rupees           | 0,300,400,030              |                      |               |   |                |   |
| Segment liabilities   | Rupees           | 0,300,400,030              |                      |               | 19 175 785 830                                  | _              | 19 175 785 830                                  |
| Segment liabilities Unallocated liabilities   | '                | 0,300,400,030              |                      |               | 19,175,785,830<br>26,195,746,640                | -              | 19,175,785,830<br>26,195,746,640                |
| Segment liabilities   | Rupees Rupees    | 6,966,406,000              | 81,441,488           | 19,019,709    | 19,175,785,830<br>26,195,746,640<br>100,461,197 | -<br>-         | 19,175,785,830<br>26,195,746,640<br>100,461,197 |



# 18. TRANSACTIONS WITH RELATED PARTIES

The following table provides the detail of transactions which have been entered into with related parties.

|  |        | 30 September<br>2009<br>(Un-audited) | 30 September<br>2008<br>(Un-audited) |
|--|--------|--------------------------------------|--------------------------------------|
| ORIX Properties Pakistan Private Limited Associate / common directorship |        |                                      |                                      |
| Received against certificates of deposit                                 | Rupees | 15,000,000                           | -                                    |

# 19. CASH AND CASH EQUIVALENT

|              |        | 30 September<br>2009<br>(Un-audited) | 30 September<br>2008<br>(Un-audited) |
|--------------|--------|--------------------------------------|--------------------------------------|
| Cash at bank |        | 559,321,162                          | 228,484,382                          |
| Cash in hand |        | 3,337,614                            | 4,770,416                            |
| Overdraft    |        | (322,060,000)                        | (284,029,044)                        |
|              | Rupees | 240,598,776                          | (50,774,246)                         |

# 20. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were authorised for issue on 17 October 2009 by the Board of Directors of the Company.

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HUMAYUN MURAD CHIEF EXECUTIVE K. HATS KUNWAR IDRIS DIRECTOR

# PARENT COMPANY

# ORIX CORPORATION

4-1-23, Shiba, Minato-ku, Tokyo 108-0014, Japan Tel: 81-3-5419-5000

Fax: 81-3-5419-5903

# ORIX LEASING PAKISTAN LIMITED

# **ASSOCIATED COMPANIES**

# **Overseas Joint Ventures**

# **Oman ORIX Leasing Company SAOG**

Office No. 23 & 33, Rumaila 106 Wattayah, P. O. Box 106 Postal Code 118, Muscat Sultanate of Oman Tel: (968) 24565612

Fax: (968) 24565610

# **ORIX Leasing Egypt SAE**

5th Floor, Cairo Center Building 2, Abd El Kader Hamza Street Garden City, Cairo 11461, Egypt Tel: (202) 27922757-9

Tel: (202) 27922757-9 Fax: (202) 27922760

# Saudi ORIX Leasing Company

P.O. Box 22890, Riyadh 11418 343 Al Ma'ather Street, Riyadh Kingdom of Saudi Arabia. Tel: (9661) 2997777

Fax: (9661) 2997770

# MAF ORIX Finance PJSC

5th Floor, Deira City Centre Office Building P.O. Box 22600, Dubai United Arab Emirates Tel: (9714) 2952200 Fax: (9714) 2940940

**BTA ORIX Leasing JSC** 

5th Floor, 38, Tulebaev Street Almaty

Republic of Kazakhstan Tel: (77272) 507979 Fax: (77272) 718545

# Joint Venture in Pakistan

ORIX Properties Pakistan (Private) Ltd.

42, (C) E/1, Gulberg III Lahore

Tel: (042) 5777823-6 UAN: (042) 111-000-737 Fax: (042) 5777819



. Orix



# OFFICES IN PAKISTAN ORIX Leasing Pakistan Limited

Karachi Registered Office & Head Office

Overseas Investors Chamber of Commerce Building Talpur Road, Karachi-74000, Pakistan Tel: 021-32426020-9 Fax: 021-32432604, 32425897, 32424315

Korangi Office Plot No 16, Sector 24, Korangi Industrial Area

Tel: 021-35071661-5 , 35071040-3

E-Business Division

49 D, PECHS Block 6 Karachi. UAN: 111-767-657 Fax: 021-34376911

**Gulshan-e-Iqbal**Plot No. SB-14, Block 13-C
Main University Road Gulshan-e-Iqbal

Tel: 021-34830449-53 Fax: 021-34830448

North Nazimabad

S B -54, Block K, North Nazimabad Karachi Tel: 021-36702126, 36702142

North Karachi Ground Floor, Plot No. R-14 Sector 11-K, North Karachi Tel: 021-36996812

Office No 21-22, First Floor, Ahmed Complex M.A. Jinnah Road, Quetta Tel: 081-2842383 Fax: 081-2842356

Lahore

4-J,Gulberg-111, Near Firdous Market, Lahore Tel: 042-5842560-1,5842171,5842964 Fax: 042-5845975,5845974

Shah Alam Market

35/155, Circular Road Shah Alam Market, Lahore Tel: 042-7351986

Batapur / Jallo More

Main G.T. Road, Batapur, Lahore Tel: 042-6584511

W-1 370/26, Shop RH, Cantt Road, Chunian Tel: 049-4014809

Kot Abdul Malik

11 Kilometers, Lahore-Sheikhupura Road Kot Abdul Malik, Distt. Sheikhupura Tel: 042-7919722

Sheikhupura

Ground Floor, Sharif Plaza Sargodha Road, Sheikhupura Tel: 056-3788040 Fax: 056-3788041

Renala Khurd

Ghalla Mandi, Opp. Zaka Hospital Renala Khurd, Distt. Okara Tel: 0442-635185

District Kasur / Pattoki Al Rehman Center, Main Multan Road, Pattoki

Tel: 049-4420356, 4422064

Faisalabad 3rd Floor, Sitara Towers Bilal Chowk, Civil Lines, Faisalabad Tel: 041-2633926, 2633811-3 Fax: 041-2633927

Sargodha

A. R. Tower, Adjacent Q's International Hotel University Road, Sargodha Tel: 048-3729521 Fax: 048-3729522

Sahiwal

Near Five Ways Hotel, Five Ways Chowk Stadium Road, Sahiwal Tel: 040-4227613-5

Jhang

Government Girls College Chowk Church Road, Civil Lines, Jhang Tel: 047-7650421 Fax: 047-7650422

Mianwali

E/56, Fazal Shah Street Mohalla Zada Khel, Mianwali Tel: 045-9381203 Fax: 045-9381180

Sialkot

1st Floor, Ghoolam Kadir Arcade Aziz Shaheed Road, Sialkot Cantt Tel: 052-4260767, 4260616, 4260877 Fax: 052-4269548

Mandi Bahauddin 1st Floor PIA Building Kachery Road, Mandi Bahauddin Tel: 0546-500506 Fax: 0546-500507

4th Floor, State Life Building G.T. Road, Gujrat Tel: 0433-515282

Guiranwala

76-ABC, Block-P, Trust Plaza G.T. Road. Guiranwala Tel: 055-3731021-22 Fax: 055-3731022

Islamahad

Ground Floor, Phase 1 State Life Building No. 5 Nizamuddin Road Blue Area, Islamabad Tel: 051-2821706, 2821748, 2821960 Fax: 051-2821917

Rawalpindi

Plot No. 7-G 55 & 55-A 2nd Floor, Green Building, Haider Road Saddar, Rawalpindi Tel: 051-5120070 Fax: 051-5120071

Talagang Branch

Sheikh Centre, near Eid Gah, Mainwali Road Talagang, District Chakwal Tel: 0543-413916 Fax: 0543-413917

Mirpur A. K. 1st Floor, Jarral Plaza, 63/F, Sector F-1 Kotli Road, Mirpur A. K Tel: 0300-5006188

Chakwal

1st Floor, Abbas Khan Gulsher Khan Firm Talagang Road, Chakwal Tel: 0543-543523

Hyderabad

1st Floor, State Life Building Thandi Sarak, Hyderabad Tel: 022-2784143, 2720397,2781178 Fax: 022-2781178

Sukkur

5th Floor, State Life Building Minara Road, Sukkur Tel: 071-527907-8

Mirpurkhas

1st Floor, State Life Building, Mirpurkhas Tel: 0300-3301140

Ground Floor, Trust Plaza, LMQ Road, Multan Tel: 061-4580435 4518431-3 Fax: 061-4580321

Rahim Yar Khan

20-21, Ground Floor, City Centre Plaza Shahi Road, Rahim Yar Khan Tel: 068-588565 Fax: 068-587610

Ground Floor, Near Cantonment Office Board, Ahmed Pur East Road, Bahawalpur Tel: 0300-8680164

Vehari Branch

Tel: 067-3364795 Peshawai

1st Floor, State Life Building The Mall, Peshawar Tel: 091-5279789, 5278647 Fax: 091-5273389

Kohat Branch

Pir Saadullah Shah Market Kachery Chowk, Hangu Road, Kohat Tel: 0922-520832 Fax: 0922-520837

Abbotabad

Ground Floor, Opposite GPO Cantt Bazar, Abbotahad Tel: 0992-343888 Fax: 0992-340370

Mingora

First Floor Swat Market G.T. Road Mingora Swat Tel: 0946-722620, 0300-5749249

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