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### **COMPANY INFORMATION**

**BOARD OF DIRECTORS** Mr. Ahmad Javed (Chairman)

Mr. Omar Saeed (Chief Executive)

Mr. M. Ijaz Butt Mr. Arif Saeed Mr. Hassan Javed Mr. Riaz Ahmad

Mr. Ahmad Shahid Hussain

Mr. Hamid Hussain

Mr. Manzoor Ahmad (Rep. of NIT)

ADVISOR Ch. Ahmad Saeed

AUDIT COMMITTEE Mr. Manzoor Ahmad (Chairman)

Mr. Hassan Javed (Member) Mr. Riaz Ahmed (Member)

COMPANY SECRETARY Mr. Sultan Anwar

CHIEF FINANCIAL OFFICER Mr. Muhammad Usman Amjad

AUDITORS M/s S.M. Masood & Co.

**Chartered Accountants** 

**LEGAL ADVISOR** M/s Bokhari Aziz & Karim

2-A Block-G, Gulberg-II, Lahore.

**REGISTERED OFFICE** Servis House, 2 Main Gulberg,

Lahore-54662

Phone: 042-35751990-96 Fax: 042-35710593, 35712109

FACTORIES G.T. Road, Gujrat.

Muridke-Sheikhupura Road, Muridke

SHARE REGISTRAR M/s Hameed Majeed Associates (Pvt.) Limited

1st Floor, H.M. House, 7-Bank Square,

The Mall Lahore.

Phone: 042-37235081-2 Fax: 042-37358817

BANKERS Habib Bank Limited

United Bank Limited MCB Bank Limited Allied Bank Limited

**HSBC** Bank Middle East Limited

SAMBA Bank Limited

Barclays Bank PLC, Pakistan

Standard Chartered Bank (Pakistan) Limited

Faysal Bank Limited

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**DIRECTORS' REPORT TO THE SHAREHOLDERS** 

The Directors of your Company take pleasure in presenting the second Quarter report on the performance of your company along with unaudited financial statements for the half year ended June 30, 2011.

Your Company's sales revenue grew by 24% in first half of 2011. This signifies healthy growth in current economic scenario of continuously decreasing purchasing power, higher inflation and conditions prevailing in the country.

The financial performance for the period under review is given below:

|                   | Half year ended June 30 |       |      | Quart | er ende  | ed June 30 |
|-------------------|-------------------------|-------|------|-------|----------|------------|
|                   | 2011 2010 Variance      |       | 2011 | 2010  | Variance |            |
| Sales revenue     | 5,744                   | 4,620 | 24%  | 3,070 | 2,435    | 26%        |
| Profit before tax | 375                     | 350   | 7%   | 154   | 152      | 1.3%       |
| Profit after tax  | 283                     | 234   | 21%  | 107   | 89       | 20%        |
| EPS               | 23.5                    | 19.4  | 21%  | 8.9   | 7.4      | 20%        |

Both businesses contributed in topline growth in first half of 2011with Footwear growing by 23% and Tyre and Tube by 25%.

Footwear revenue is Rs. 3,692m against Rs. 2,991m and is mainly driven by Exports which has shown remarkable growth of 47% and closed at Rs. 1,260m against Rs. 856m in corresponding period last year. Growth in Local Footwear remained at 14%. Tyre & Tube revenue closed at Rs. 2,019m against Rs. 1,614m last year fuelled by growth of 30% in motor cycle business.

Gross profit ratio declined to 14.6% from 16.1% of the corresponding period last year. Increase in raw material prices impacted both Footwear and Tyre and Tube businesses. The company's pre-tax profit is adversely impacted by the weakness in profitability of the Tyre Division. The Footwear business continues to do well both in sales and in profitability.

The year 2011 will be focused on balancing our capacities for a major sales push in the next 3 years. We continue to incur capital costs this year that will have a positive impact on our profitability in the coming years.

We would like to place on record our profound gratitude to our employees for their dedicated services and look forward to their continued support.

For and on behalf of the Board

Dated: August 26, 2011

Place: Lahore

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Omar Saeed
Chief Executive

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## AUDITOR'S REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL INFORMATION

#### Introduction

We have reviewed the accompanying condensed interim balance sheet of SERVICE INDUSTRIES LIMITED as at June 30, 2011 and the related condensed interim profit and loss account, condensed statement of comprehensive income, condensed interim cash flow statement and condensed interim statement of changes in equity together with the notes forming part thereof (herein after referred to as "interim financial information"), for the period then ended. Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review. The figure of the condensed interim profit and loss account and condensed interim statement of comprehensives income for the guarters ended June 30, 2010 and 2011 have not been reviewed, as we are required to review only the cumulative figures for the half year ended June 30, 2011.

#### **Scope of Review**

We conducted our review in accordance with International Standard on review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review, procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

#### Conclusion

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Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information is ot prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

Lahore: August 26, 2011 S. M. Audit Engagement Partner: S.M. Masood Charl

S. M. Masood & Co. Chartered Accountants

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**CONDENSED INTERIM BALANCE SHEET** AS AT JUNE 30, 2011

| A3 A1 00NE 30, 2011   | Note      | (Unaudited)<br>Jun. 30,<br>2011 | (Audited)<br>Dec. 31,<br>2010 |
|---|-----------|---------------------------------|-------------------------------|
| ACCETC  |           | (Rupees in                      | thousand)                     |
| ASSETS NON CURRENT ASSETS   |           |                                 |                               |
| Property, plant & equipment   | 6         | 1,457,900                       | 1,425,169                     |
| Long term loans   | •         | 615                             | 1,450                         |
| Long term deposits  |           | 12,380                          | 12,875                        |
| ·   |           | 1,470,895                       | 1,439,494                     |
| CURRENT ASSETS  |           | 69,582                          | 50,972                        |
| Stores, spares & loose tools Stock in trade                               |           | 2,450,311                       | 1,358,128                     |
| Trade debts   |           | 1,203,796                       | 897,675                       |
| Loans and advances  |           | 545,314                         | 317,585                       |
| Trade deposits and prepayments  |           | 14,251                          | 6,105                         |
| Other receivables   |           | 337,802                         | 224,949                       |
| Cash & bank balances  |           | 9,824                           | 247,951                       |
| CURRENT LIABILITIES   |           | 4,630,880                       | 3,103,365                     |
| Trade & other payables  |           | 1,554,080                       | 1,033,217                     |
| Interest and mark-up accrued  |           | 43,624                          | 40,362                        |
| Short term borrowings   |           | 1,979,231                       | 1,119,143                     |
| Current portion:  |           |                                 |                               |
| Long term financing   |           | 85,467                          | 78,762                        |
| Liabilities against assets subject to fina                                | nce lease |                                 | 10,070                        |
| Provision for taxation  |           | 99,466                          | 94,433                        |
|   |           | 3,772,554                       | 2,375,987                     |
| Net current assets  |           | 858,326                         | 727,378                       |
| Capital employed  |           | 2,329,221                       | 2,166,872                     |
| NON CURRENT LIABILITIES   |           |                                 |                               |
| Long term financing   |           | 191,960                         | 214,263                       |
| Liabilities against assets subject to finan-                              | ce lease  | 20,780                          | 26,262                        |
| Long term deposits  |           | 990                             | 880                           |
| Deferred liabilities  |           | 222,736                         | 225,641                       |
| Contingencies & commitments   | 7         | 436,466<br>_                    | 467,046<br>—                  |
| Net assets  |           | 1,892,755                       | 1,699,826                     |
| REPRESENTED BY  |           |                                 |                               |
| Share capital   |           |                                 |                               |
| Authorized:   | •         |                                 |                               |
| 20,000,000 (Dec. 31, 2010 : 20,000,00<br>ordinary shares of Rs. 10/- each | IU)       | 200 000                         | 200,000                       |
| Issued, subscribed & paid up:   |           | 200,000                         | 200,000                       |
| 12,028,789 (Dec. 31, 2010: 12,028,789                                     | 9)        |                                 |                               |
| ordinary shares of Rs. 10/- each  | - /       | 120,288                         | 120,288                       |
| Reserves and surplus  |           | 1,772,467                       | 1,579,538                     |
|   |           | 1,892,755                       | 1,699,826                     |

Annexed notes form an integral part of these financial statements.

Ahmad Javed Chairman

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Omar Saeed
Chief Executive

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CONDENSED INTERIM PROFIT AND LOSS ACCOUNT FOR THE HALF YEAR ENDED JUNE 30, 2011 (UN-AUDITED)

|                        |          | Six Months Ended |                  | Three Months Ende |                  |  |
|------------------------|----------|------------------|------------------|-------------------|------------------|--|
|                        | Note     | Jun. 30,<br>2011 | Jun. 30,<br>2010 | Jun. 30,<br>2011  | Jun. 30,<br>2010 |  |
|                        |          |                  | (Rupees in       | thousand)         |                  |  |
| Sales                  | 8        | 5,744,515        | 4,620,992        | 3,070,354         | 2,434,651        |  |
| Cost of sales          | 9        | 4,906,737        | 3,879,246        | 2,678,386         | 2,078,330        |  |
| Gross profit           |          | 837,778          | 741,746          | 391,968           | 356,321          |  |
|                        |          |                  |                  |                   |                  |  |
| Distribution cost      |          | 149,052          | 136,719          | 66,292            | 66,168           |  |
| Administrative expens  | ses      | 196,437          | 155,138          | 107,209           | 79,728           |  |
| Other operating exper  | nses     | 40,631           | 30,204           | 21,914            | 14,132           |  |
| Finance cost           |          | 94,286           | 82,708           | 52,722            | 49,730           |  |
| Other operating incon  | ne       | (17,413)         | (12,778)         | (10,367)          | (5,957)          |  |
|                        |          | 462,993          | 391,991          | 237,770           | 203,801          |  |
| Profit before taxation | n        | 374,785          | 349,755          | 154,198           | 152,520          |  |
| Taxation               |          | 91,640           | 116,178          | 47,283            | 63,270           |  |
| Profit after taxation  |          | 283,145          | 233,577          | 106,915           | 89,250           |  |
|                        |          |                  |                  |                   |                  |  |
| EARNING PER SHA        | RE -     |                  |                  |                   |                  |  |
| Basic & Diluted        | (Rupees) | 23.54            | 19.42            | 8.89              | 7.42             |  |

Annexed notes form an integral part of these financial statements.

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CONDENSED STATEMENT OF COMPREHENSIVE INCOME

FOR THE HALF YEAR ENDED JUNE 30, 2011 (UN-AUDITED)

|                            | Six Months Ended               |            | Three Months Ende |                  |  |
|----------------------------|--------------------------------|------------|-------------------|------------------|--|
|                            | Jun. 30, Jun. 30,<br>2011 2010 |            | Jun. 30,<br>2011  | Jun. 30,<br>2010 |  |
|                            |                                | (Rupees in | thousand)         |                  |  |
| Profit for the period      | 283,145                        | 233,577    | 106,915           | 89,250           |  |
| Other comprehensive income | -                              | -          | -                 | -                |  |
|                            | 283,145                        | 233,577    | 106,915           | 89,250           |  |

Annexed notes form an integral part of these financial statements.

Ahmad Javed Chairman

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Omar Saeed Chief Executive **CONDENSED INTERIM CASH FLOW STATEMENT** FOR THE HALF YEAR ENDED JUNE 30, 2011 (UN-AUDITED)

|  | Six Months Ended     |                   |  |
|--|----------------------|-------------------|--|
|  | Jun. 30,             | Jun. 30,          |  |
|  | 2011                 | 2010              |  |
|  | (Rupees ir           | thousand)         |  |
| CASH FLOW FROM OPERATING ACTIVITIES                                  |                      |                   |  |
| Profit before taxation   | 374,785              | 349,755           |  |
| Adjustments for:   |                      |                   |  |
| Depreciation   | 74,539               | 55,985            |  |
| Gratuity provision<br>Finance cost                                   | 6,620<br>94,286      | 5,835<br>82.707   |  |
| Provision for W.P.P.F  | 20,128               | 18,784            |  |
| Provision for W.W.F  | 7,649                | 7,138             |  |
| Provision for slow moving stocks                                     | -                    | (6,769)           |  |
| Profit on sale of fixed assets                                       | (2,210)              | (140)             |  |
| Operating profit before working capital changes                      | 575,797              | 513,295           |  |
| Changes in working capital   |                      |                   |  |
| (Increase) stores, spares and loose tools                            | (18,610)             | (10,190)          |  |
| Increase in stock in trade   | (1,092,183)          | (390,272)         |  |
| (Increase) in trade debts  | (306,121)            | (284,655)         |  |
| Increase in advances, deposits, prepayments<br>and other receivables | (238,482)            | (223,302)         |  |
| Increase in trade and other payables                                 | 518,235              | 436,048           |  |
| Decrease/ (increase) in long term deposits                           | 495                  | (26)              |  |
| Decrease in long term loans  | 835                  | 605               |  |
| Cash (used in)/ generated from operations                            | (560,034)            | 41,502            |  |
| Finance cost paid  | (91,024)             | (59,959)          |  |
| Income tax paid  | (204,681)            | (230,596)         |  |
| Gratuity paid  | (1,700)              | (1,450)           |  |
| W.P.P.F. and W.W.F. paid   | (26,229)             | (49,752)          |  |
| Net cash from/ (used in) operating activities                        | (883,668)            | (300,256)         |  |
| CASH FLOW FROM INVESTING ACTIVITIES                                  |                      |                   |  |
| Capital expenditure  | (110,050)            | (207,235)         |  |
| Proceeds from sale of property, plant & equipments                   | 4,987                | 1,300             |  |
| Net cash (used in) investing activities                              | (105,063)            | (205,035)         |  |
| CASH FLOW FROM FINANCING ACTIVITIES                                  |                      |                   |  |
| Long term deposits   | 110                  | 50                |  |
| Lease rental paid  | (4,864)              | (4,354)           |  |
| Short term borrowings - net  | 860,088              | 346,893           |  |
| Long term financing  | (15,598)<br>(89,132) | 117,497           |  |
| Dividend paid  |                      | (148,671)         |  |
| Net cash generated from financing activities                         | 750,604              | 311,415           |  |
| Net (decrease) in cash and cash equivalents                          | (238,127)            | (194,776)         |  |
| Cash & cash equivalents at beginning of                              | 247.054              | 200 445           |  |
| the period   | 247,951<br>9,824     | 208,445<br>13,669 |  |
| Cash & cash equivalents at end of the period                         | 9,024                | 13,009            |  |

Annexed notes form an integral part of these financial statements.

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### CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE HALF YEAR ENDED JUNE 30, 2011 (UN-AUDITED)

|  |         |              |               |           | (Rupees in tho  | usand)    |
|--|---------|--------------|---------------|-----------|-----------------|-----------|
|  | Share   | Capital      | reserves      | Revenue   | Un-appropriated | d Total   |
|  | capital | Capital gain | Share premium | reserves  | profit          |           |
| Balance as at Dec. 31, 2009                          | 120,288 | 102,730      | 21,217        | 698,208   | 579,641         | 1,522,084 |
| Final dividend @ Rs. 12.50 per share                 | _       | _            | _             | _         | (150,363)       | (150,363) |
| Transferred to general reserve                       | _       | _            | _             | 425,000   | (425,000)       | _         |
| Net profit for the six months ended<br>Jun. 30, 2010 | _       | _            | _             | _         | 233,577         | 233,577   |
| Balance as at Jun. 30, 2010                          | 120,288 | 102,730      | 21,217        | 1,123,208 | 237,855         | 1,605,298 |
| Balance as at Dec. 31, 2010                          | 120,288 | 102,730      | 21,217        | 1,123,208 | 332,383         | 1,699,826 |
| Final dividend @ Rs. 7.50 per share                  | _       | _            | _             | _         | (90,216)        | (90,216)  |
| Transferred to general reserve                       | _       | _            | _             | 235,000   | (235,000)       | _         |
| Net profit for six months ended<br>Jun. 30, 2011     | _       | _            | _             | _         | 283,145         | 283,145   |
| Balance as at Jun. 30, 2011                          | 120,288 | 102,730      | 21,217        | 1,358,208 | 290,312         | 1,892,755 |

Annexed notes form an integral part of these financial statements.

Ahmad Javed Chairman Omar Saeed Chief Executive

#### 1. The Company and its operations

Service Industries Limited is a Public Limited Company incorporated in Pakistan. Its shares are quoted on Lahore and Karachi Stock Exchanges. Its registered office is located at Servis House, 2-Main Gulberg, Lahore. The principal activities of the Company are manufacture and sale of footwear, tyre & tube and technical rubber products.

#### 2. Basis of preparation

These financial statements for the period ended June 30, 2011 are prepared in accordance with International Accounting Standard 34, "Interim Financial Reporting". These financial statements are un-audited and are being submitted to the shareholders as required under section 245 of the Companies Ordinance, 1984.

#### 3. Accounting policies

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Accounting policies adopted for the preparation of these financial statements are the same as those applied in the preparation of preceding annual financial statements of the Company.

The preparation of condensed interim financial information requires management to make judgments, estimates and assumptions that effect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates. In preparing this condensed interim financial information, the significant judgments made by the management in applying accounting policies and key sources of estimation were the same as those that were applied to the financial statements as at and for the year ended December 31, 2010.

- **4.** Provisions for income tax, Workers' Profit Participation Fund and Workers' Welfare Fund have been made on the basis of six months' profit. These are subject to change on final results.
- **5.** Figures have been rounded off to the nearest thousand and corresponding period figures have been re-arranged, where necessary, for comparison purposes. However no significant reclassification has been made.

|   | Note | (Unaudited)<br>Jun. 30,<br>2011<br>(Rupees in | (Audited) Dec. 31, 2010 a thousand) |
|---|------|---|-------------------------------------|
| 6. PROPERTY, PLANT & EQUIPMENT                  |      |   |                                     |
| Operating fixed assets Capital work in progress | 6.1  | 1,402,175<br>55,725<br>1,457,900              | 1,320,304<br>104,865<br>1,425,169   |

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|     |  | Note | (Unaudited) Jun. 30, 2011 | (Audited) Dec. 31, 2010 thousand) |
|-----|--|------|---------------------------|-----------------------------------|
|     |  |      | (Nupees iii               | tilousariu)                       |
| 6.1 | Operating fixed assets   |      |                           |                                   |
|     | Opening written down value<br>Add: Additions during the period | 6.2  | 1,320,304<br>159,200      | 920,720<br>532,114                |
|     |  |      | 1,479,504                 | 1,452,834                         |
|     | Less: Disposals during the period/<br>year (at book value)     |      | 2,790                     | 2,286                             |
|     |  |      | 1,476,714                 | 1,450,548                         |
|     | Less: Depreciation charged during the period/ year             |      | 74,539                    | 130,244                           |
|     |  |      | 1,402,175                 | 1,320,304                         |
| 6.2 | Following is the detail of addition during the period/ year    | s    |                           |                                   |
|     | Building on freehold land<br>Plant & machinery                 |      | 20,963<br>104,611         | 43,389<br>349,676                 |
|     | Furniture, fixture & fittings<br>Vehicles                      |      | -<br>21,910               | 965<br>16,738                     |
|     | Service equipments   |      | 11,716                    | 110,834                           |
|     | Lease hold improvements  |      | -                         | 10,512                            |
|     |  |      | 159,200                   | 532,114                           |

#### 7. CONTINGENCIES AND COMMITMENTS

- 7.1 Guarantees issued through banks Rs. 87.88 million (December 31,2010 : Rs. 85.60 million).
- 7.2 Irrevocable letters of credit Rs. 378.44 million (December 31,2010 : Rs. 314.93 million).
- 7.3 The Company is contingently liable for the custom duty demand amounting to Rs.17.99 million, sales tax demand amounting to Rs. 10.92 million, sales tax and income tax demand of Rs. 18.6 million and 4.1 million respectively and PESSI demand amonting of Rs. 5.76 million (as explained in detail in the preceding annual published accounts).

|                      | Six months ended |          | Three months ended |          |  |
|----------------------|------------------|----------|--------------------|----------|--|
|                      | Jun. 30,         | Jun. 30, | Jun. 30,           | Jun. 30, |  |
| Note                 | 2011             |          | 2011               | 2010     |  |
| (Rupees in thousand) |                  |          |                    |          |  |

#### 8. SALES

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#### Sale of Footwear (Net)

| Export | 1,260,208 | 856,036   | 611,588   | 366,826   |
|--------|-----------|-----------|-----------|-----------|
| Local  | 2,432,450 | 2,135,127 | 1,264,637 | 1,153,465 |
|        | 3,692,658 | 2,991,163 | 1,876,225 | 1,520,291 |

|    |   | Six months ended         |                      | Three mon            | ths ended              |
|----|---|--------------------------|----------------------|----------------------|------------------------|
|    | N-4-  | Jun. 30,                 | Jun. 30,             | Jun. 30,             | Jun. 30,               |
|    | Note  | 2011                     | 2010<br>(Rupees in   | 2011                 | 2010                   |
|    |   |                          | (Nupees III          | ti iousaiiu)         |                        |
|    | Sale of Tyres & Tubes (Net)                         |                          |                      |                      |                        |
|    | Export  | 127,954                  | 99,895               | 61,371               | 42,714                 |
|    | Local   | 1,891,500                | 1,514,394            | 1,116,221            | 864,444                |
|    |   | 2,019,454                | 1,614,289            | 1,177,592            | 907,158                |
|    | Others (Net)  |                          |                      |                      |                        |
|    | Local   | 32,403                   | 15,540               | 16,537               | 7,202                  |
|    |   | 5,744,515                | 4,620,992            | 3,070,354            | 2,434,651              |
|    |   |                          |                      |                      |                        |
| 9. | COST OF SALES                                       |                          |                      |                      |                        |
|    | Raw material consumed 9.1                           | 3,976,310                | 2,937,344            | 2,170,496            | 1,564,602              |
|    | Salaries, wages & benefits Stores & spares consumed | 545,810<br>83,891        | 445,237<br>91,650    | 275,053<br>48,018    | 229,650<br>55,693      |
|    | Packing material consumed                           | 228,055                  | 184,349              | 123,360              | 100,247                |
|    | Fuel and power                                      | 223,342                  | 225,043              | 119,332              | 110,000                |
|    | Insurance   | 4,060                    | 3,949                | 2,050                | 2,083                  |
|    | Depreciation  | 63,922                   | 47,530               | 33,259               | 26,324                 |
|    | Travelling and conveyance                           | 2,257                    | 3,174                | 1,398                | 1,476                  |
|    | Repair and maintenance                              | 40,656                   | 40,685               | 18,613               | 24,815                 |
|    | Entertainment                                       | 993                      | 120                  | 556                  | 49                     |
|    | Provision of slow moving and obsolete item          |                          | (6,769)              |                      | (6,769)                |
|    | Other manufacturing charges                         | -<br>140,905             | 118,054              | 93,362               | 64,835                 |
|    | Carol manadataning charges                          | 5,310,201                | 4,090,366            | 2,885,497            | 2,173,005              |
|    |   | 0,0.0,20.                | 1,000,000            | _,000,101            | 2,110,000              |
|    | Work in process:-<br>Opening stock                  | 182,686                  | 123,136              | 262,540              | 178,057                |
|    | Closing stock                                       | (387,868)                | (220,431)            | (387,868)            | (220,431)              |
|    | Clocking Clock                                      | (205,181)                | (97,295)             | (125,328)            | (42,374)               |
|    | Cost of goods manufactured                          | 5,105,019                | 3,993,071            | 2,760,169            | 2,130,631              |
|    | Finished goods:-                                    |                          |                      |                      |                        |
|    | Opening stock                                       | 359,240                  | 308,442              | 475,739              | 369,966                |
|    | Closing stock                                       | (557,522)                | (422,267)            | (557,522)            | (422,267)              |
|    |   | (198,282)                | (113,825)            | (81,783)             | (52,301)               |
|    |   | 4,906,737                | 3,879,246            | 2,678,386            | 2,078,330              |
|    | 9.1 Raw material consumed:                          |                          |                      |                      |                        |
|    |   |                          | 700 070              | 606 606              | 004 000                |
|    | Stock-Opening                                       | 705,584<br>4,388,238     | 739,878<br>3,003,871 | 696,239<br>2,591,769 | 601,699                |
|    | Purchases<br>Stock-Closing                          | 4,300,230<br>(1,117,512) | , ,                  |                      | 1,769,308<br>(806,405) |
|    | Glock-Glosing                                       | 3,976,310                | _                    | _                    |                        |
|    |   | 3,910,310                | 2,937,344            | 2,170,496            | 1,564,602              |

#### 10. SEGMENT REPORTING

(Rupees in thousand)

|                                | Foot                            | wear                            | Tyre Di                         | vision                          | Other ope                       | erations                        | Total                           | Total                           |
|--------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|---------------------------------|
|                                | 6 months ended<br>June 30, 2011 | 6 months ended<br>June 20, 2010 | 6 months ended<br>June 30, 2011 | 6 months ended<br>June 20, 2010 | 6 months ended<br>June 30, 2011 | 6 months ended<br>June 20, 2010 | 6 months ended<br>June 30, 2011 | 6 months ended<br>June 20, 2010 |
| External sales                 | 3,692,658                       | 2,991,163                       | 2,019,454                       | 1,614,289                       | 32,403                          | 15,540                          | 5,744,515                       | 4,620,992                       |
| Inter-segment sales            | -                               | -                               | -                               | -                               | -                               | -                               | -                               | -                               |
| Total revenue                  | 3,692,657                       | 2,991,163                       | 2,019,454                       | 1,614,289                       | 32,403                          | 15,540                          | 5,744,515                       | 4,620,992                       |
| Profit/ (loss) before tax and  |                                 |                                 |                                 |                                 |                                 |                                 |                                 |                                 |
| unallocated expenses           | 551,172                         | 416,587                         | 68,066                          | 115,838                         | (123)                           | (1,693)                         | 619,115                         | 530,732                         |
| Unallocated corporate expenses |                                 |                                 |                                 |                                 |                                 |                                 |                                 |                                 |
| Finance cost                   | -                               | -                               | -                               | -                               | -                               | -                               | (82,456)                        | (67,885)                        |
| Other operating expenses       | -                               | -                               | -                               | -                               | -                               | -                               | (169,916)                       | (120,361)                       |
| Other operating income         | -                               | -                               | -                               | -                               | -                               | -                               | 8,042                           | 7,269                           |
| Taxation                       | -                               | -                               | -                               | -                               | -                               | -                               | (91,640)                        | (116,178)                       |
| Profit after taxation          | -                               | -                               | -                               | -                               | -                               | -                               | 283,145                         | 233,577                         |

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#### 11. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise associated companies entities over which the directors are able to exercise influence, staff retirement funds, directors and key management personnel. Balances and transactions with the related party are shown as follows;

| (Un-audited       | d) (Audited) |
|-------------------|--------------|
| Jun. 30,          | Dec. 31,     |
| 2011              | 2010         |
| (Rupees           | in thousand) |
|                   |              |
| <br>Dalatianalain |              |

| Party name    |               | Relationship |         |         |
|---------------|---------------|--------------|---------|---------|
| Service Sales |               |              |         |         |
| Corporation   |               |              |         |         |
| (Pvt) Ltd.    | Associated    | Trade debts  | 820,887 | 650,033 |
| SAB Polymer   |               |              |         |         |
| Industries    |               |              |         |         |
| (Pvt) Limited | Related Party | Trade debts  | 4,122   | 4,067   |

| Six month    | ıs ended  |
|--------------|-----------|
| Jun. 30,     | Jun. 30,  |
| 2011         | 2010      |
| (Rupees in t | thousand) |

2,541

| Asso |  |
|------|--|
|      |  |
|      |  |
|      |  |

Sales

| Sales         | 2,217,787 | 1,820,682 |
|---------------|-----------|-----------|
| Services      | 3,000     | 3,000     |
| Others        | 3,223     | 3,912     |
| Related party |           |           |

#### Post employment benefit plan

| 1 ost employment benefit pit | 411          |        |        |
|------------------------------|--------------|--------|--------|
| Provident fund               | Contribution | 27,397 | 21,595 |
| Gratuity fund                | Contribution | 6,620  | 5,835  |
| Pension fund                 | Contribution | 57     | 82     |

### 12. AUTHORIZATION DATE

These financial statements were authorised for issue by the Board of directors as on August 26, 2011.

Ahmad Javed Chairman

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Omar Saeed
Chief Executive

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