

Ghani

Pakistan's No. 1 Glass Brand

Annual Report 2014



Ghani Glass Limited

بِسْمِ اللَّهِ الرَّحْمَنِ الرَّحِيمِ

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Vision & Philosophy

Nothing in this earth or in the heavens
Is hidden from ALLAH
To indulge in honesty, integrity and self
Determination, to encourage
in performance and
most of all to put our trust in ALLAH,
so that we may, eventually through our
Efforts and belief,
become the leader amongst glass manufacturers
of South Asian Countries

Mission Statement

To be successful by
effectively & efficiently
Utilizing our Philosophies,
so that We achieve & Maintain
constantly the High Standards of
Product Quality
&
Customer Satisfaction

Corporate Information

Board of Directors

| | |
|---------------------------|--------------------------------|
| Mr. Aitzaz Ahmad Khan | Chairman |
| Mr. Imtiaz Ahmad Khan | Chief Executive Officer |
| Mr. Anwaar Ahmad Khan | Deputy Chief Executive Officer |
| Mr. Aftab Ahmad Khan | Deputy Chief Executive Officer |
| Mrs. Ayesha Aftab | |
| Hafiz Farooq Ahmad | |
| Mr. Zaid Ghani | |
| Mr. Junaid Ghani | |
| Mr. Jubair Ghani | |
| Mr. Shamim Ahmed | |
| Mr. Ali Jehangir Siddiqui | |
| Syed Hasan Akbar Kazmi | (Alternate Director) |

Audit Committee

| | |
|----------------------|----------|
| Mr. Aftab Ahmad Khan | Chairman |
| Mrs. Ayesha Aftab | Member |
| Mr. Zaid Ghani | Member |

HR & R Committee

| | |
|-----------------------|----------|
| Mr. Anwaar Ahmad Khan | Chairman |
| Mrs. Ayesha Aftab | Member |
| Mr. Zaid Ghani | Member |

Chief Financial Officer

Mr. Umer Farooq Khan

Company Secretary

Hafiz Mohammad Imran Sabir

Auditors

KPMG Taseer Hadi & Co.
Chartered Accountants

Legal Advisor

Ally Law Associates

Corporate Consultants

- Muhammad Siddique Chaudhry
 - Ernst & Young Ford Rhodes Sidat Hyder
- Chartered Accountants

Share Registrar

Corplink (Pvt) Ltd
Wings Arcade, 1-K Commercial Area
Model Town, Lahore, Pakistan
Phones : (042) 35916714, 35916719
Fax : (042) 35869037

Bankers

Albaraka Islamic Bank
Bank Alfalah Limited, IBD
Burj Bank Limited
Habib Bank Limited
Habib Metropolitan Bank Limited, IBD
Meezan Bank Limited
MCB Bank Limited, IBD
Soneri Bank Limited, IBD
Standard Chartered Bank Limited, IBD
Bank Islami Pakistan Limited
Faysal Bank Limited, IBD
United Bank Limited

Head Office & Registered Office

40-L Model Town
Lahore, Pakistan
UAN : (042) 111 949 949
Fax : (042) 35172263
E-mail :info@ghaniglass.com
<http://www.ghaniglass.com>

Marketing Office

12 D/5,Chandni Chowk
KDA Scheme No. 7-8
Karachi - 74000
UAN : (021) 111 949 949
Fax : (021) 34926349
E-mail : marketing@ghaniglass.com

GGL Plant-1 & Regional Marketing Office-North

22 km Haripur Taxila Road, (From Haripur)
Thesil & District Haripur (KPK)
Phones :(0995) 639236-40 & (0995) 539063-65
Fax : (0995) 639067

GGL Plant-2

H-15, Landhi Industrial Area
Karachi-74000
Phone :(021) 35020761-63
Fax :(021) 35020280

GGL Plant-3

29-km Lahore Sheikhupura Road,
District Sheikhupura
Phones : (056) 3406810-11
Fax : (056) 3406795
Email : ghanifloat@ghaniglass.com

Ghani Glass Limited endeavors to add best-in-class value to all its stakeholders which include our consumers, customers, suppliers, employees and shareholders along with the communities we operate in. They are all important pieces of the whole and their successful integration means win-win situation for all.



Consumers

GGL is part of one's daily life. We are with our Consumers in joy, health and pain. Our float products beautify the homes and offices, be it the windows or furniture. Our food and beverage containers entertain everyone on daily basis. Vitamins in our glass bottles help maintain one's health while other medicinal products in our bottles provide relief and assistance in getting over the illnesses. Trust of our Consumers have made Ghani as Pakistan's No. 1 glass brand.



Our wide array of customers include all multinational pharmaceutical and food/beverage companies along with major local manufacturers in these business segments as well as with distributors and dealers in our Float Business. We also export our products to several countries around the globe. We strive to provide all customers with Quality Products at Competitive Prices with best Customer Service in the country and abroad. Our Customers' confidence and support have made GGL market leader in both segments of the business.

Ghani Shop

Pakistan's No.1 Glass Brand

Ghani... Leaders in Glass

The banner features the Ghani Shop logo and the text 'Pakistan's No.1 Glass Brand' and 'Ghani... Leaders in Glass'. Below the banner, a grid of logos for various multinational customers is displayed:

- gsk GlaxoSmithKline
- Abbott A Promise for Life
- SANOFI
- Pfizer
- NOVARTIS
- STAR
- Coca-Cola
- National FOODS SINCE 1970
- pepsi
- MITCHELL'S
- Reckitt Benckiser Pharmaceuticals Inc.
- Unilever

Suppliers

We procure major quantities of our raw and packaging materials locally. We are one of the largest purchaser of minerals like silica, feldspar, dolomite, lime stone etc. thereby supporting economies of far flung areas having mines of these materials. We also actively support the conservation efforts through recycling used and broken glass (cullet) throughout the country.

Employees

Employees are GGL's biggest asset and we work as one big family. GGL strives to provide everyone with an enabling work environment where they can maximize their potential as well as fulfill their religious obligations. All workers (permanent or through contractor) are given free meals. The Company shares the business results with all employees through bonuses on both Eids as well as other performance based compensation.



Shareholders

Ghani Group has been showing best industry rating and constant profit growth for its shareholders. Alhamdulillah the graph of our industry rating and profit growth remains upward. This statistical fact shows company's strong base and financial strength.



GGL is a strong advocate of Corporate Social Responsibility and is actively involved in various community support programs. In education, we provide assistance to deserving students in Message Grammar School – Izmir Town, Chand Bagh School – Muridke and Al Ghani Trust School – Pasroor along with a special program for education of convicts in jails to make them better citizens upon their release. GGL also supports needy patients in Iftikhar Ghani Trust Dispensary.



PRODUCT PORTFOLIO

FLOAT GLASS

DIVISION

GHANI CLEAR



GHANI GREEN



GHANI BROWN



GHANI REFLECTIVE



GHANI GREY



GHANI BLUE



PRODUCT PORTFOLIO

CONTAINER GLASS

DIVISION

Pharmaceuticals



Food



Beverages



Ceo's Message

Dear Shareholders,

I would like to start by expressing my gratitude to Almighty Allah who bestowed us continued growth during the year 2013-14.

The FY14 has observed higher GDP growth of 4.14% since the year 2008-09. The positive indicators of the National Economy were attributed to stepping up economic growth, restriction of inflation on single digit, strengthening of PAK Rupee and maintaining the foreign exchange reserves. Large-Scale Manufacturing Sector has recorded a growth of 5.31% as compared to 4.08% last year. The growth of Agriculture Sector has shrunk to 2.1% compared with 2.9% for the last year. Economic activity has enhanced by steady Discount Rate through accommodative approach of SBP towards Monetary Policy amid higher inflows, single digit inflation and growth in Private Sector Credit. Private Sector has been encouraged by improvement in sentiment, relatively better availability of energy and reduction in government borrowing from the banking system. Pak Rupee has strengthened against Dollar owing to inflow of foreign investment, successful launching of Euro Bond & auction of long pending 3G/4G licenses, new height in worker remittances and significant rise in foreign exchange reserves.

The Company has continued with its long term business strategy and resource optimization. As a part of expansion strategy, your Company has successfully commissioned new project of pharma container glass having a production capacity of 500 million bottles per annum. With the effective cost controlling measures through initiating Cost Reduction Programs (CRPs) the cost of sales has decreased by 3% comparing with the last year. General and Administrative expenses have remained at previous year's level as a percentage to sales. We also feel pleasure to inform our valued shareholders that during the year under review, there seemed an increasing trend in Share of Profit from RAK Ghani Glass LLC (*Associated Company*). Alhamdulillah Ghani Glass has maintained its market leadership position in both Float and Container divisions.

The management gives great value to the Islamic Principles of Business Ethics. It is distinction of your Company that it always seeks guidance from Shariah in complex business models and strives to pursue the same in true letter and spirit. For this purpose, the Company has been sorting direction from Islamic Jurists to achieve maximum level of Shariah Compliance in overall business. As per policy, the Company has been doing riba free business with Islamic Banking. We look for the happiness of ALLAH subhana wa taala in every aspects of our lives. Utmost efforts are being made to create an encouraging environment for employees to adhere to the Shariah.

Alhamdulillah your Company, being the pioneer in glass industry has been maintaining its effective role as a socially responsible citizen and its extensive contribution towards economic development of the country by creating opportunities for the people, business community and uplifting the economic well-being of the nation. During the year under review, it has contributed Rupees 7.5 billion on account of various Government levies, taxes, custom duty, sales tax and reduction in import bill.

Economy of Pakistan is on the track to achieve sustainability and growth. We are hopeful that the year 2014-15 would bring more opportunities with it. Government has been doing well to take measures to address issues faced by the economy. The natural resources of the country should be utilized optimally to overcome the challenges faced by the economy. May ALLAH SUBHANA WA TAALA guide us to contribute towards the betterment of our nation.

Please join us in praying to Almighty Allah to give us the courage and wisdom to face the challenges ahead and work with more enthusiasm for the success of the Company and to create value for its shareholders.

Lahore: September 12, 2014



Imtiaz Ahmed Khan
Chief Executive Officer

Directors' Report

The Directors of the company have the pleasure of presenting Annual Report of your Company along with Audited Financial Statements for the year ended June 30, 2014.

PERFORMANCE HIGHLIGHTS

The highlights of the Operating and Financial results of the Company are as follow:

(Rupees in Million)

| Financial Indicators | 2014 | 2013 |
|--------------------------------|--------|--------|
| Net Sales | 10,200 | 10,362 |
| Gross Profit | 2,442 | 2,330 |
| Profit from Operations | 1,466 | 1,362 |
| Finance Cost | 374 | 336 |
| Share of Profit from Associate | 158 | 41 |
| Profit before Tax | 1,250 | 1,067 |
| Profit after Tax | 916 | 871 |
| Earning per Share (Rupees) | 7.44 | 7.07 |

Alhamdulillah, your Company has maintained its sustainable performance during another challenging year of 2013-14. Due to the impact of competition, the value of Net Sales with a nominal decline stood at Rupees 10.2 Billion as compared to Rupees 10.4 Billion for the last year. The management has introduced a new concept of Cost Reduction Programs (CRPs) by creating a sense of responsibility towards cost controlling all over the plants and head office. With the great efforts of the management, the cost of sales has been reduced by 3% as compared to the last year. Gross Profit has increased to Rupees 2.4 Billion as compared to Rupees 2.3 Billion for the last year. Operational Profit has increased to Rupees 1.5 Billion as compared to Rupees 1.3 Billion for the last year. Profit before tax has increased to Rupees 1.3 Billion as compared to Rupees 1 Billion for the last year reflecting as increase of 17%. Net profit also increased to Rupees 916 Million as compared to Rupees 871 Million.

PROJECTS ACCOMPLISHED

The management considers the importance of business modernization and maintaining international production standards through continuous improvement. During the year under review the Company has successfully commissioned new project at Karachi to meet the demand of Pharma segment. The new furnace has a production capacity of 130 tons of glass per day and 500 million bottles per annum.

OUTLOOK

With the positive gestures of the National Economy, we are confident for sustainable growth of the Company during the years ahead by effective implementation of CRPs, capacity development and energy conservation. We will also enhance investment in technology and R & D for better customer relationship, continuous innovation, agility and stronger focus on maintaining our standards. The management is committed to continue to have a strategic outlook for the Company which will help to mitigate the adverse impact of increasing competition, rising input cost, usage of expensive alternate fuels etc. We are determined to further expand and strengthen our operations by concentrating positively on our long term expansion strategy and improving our quality standards. We will have even more opportunities to enhance our business and add further value to our stakeholders.

HUMAN RESOURCE MANAGEMENT & EMPLOYEE RELATIONSHIP

Human Resource management plays a vital role in hiring, promoting and retaining the best employees for every position. We put in place a targeted recruitment strategy for recruiting people with the core skills and traits. The management believes that in the modern era, the human resource management has become vital for any organization to successfully compete in the market place with increased output and productivity. Your company attaches great importance to having a dedicated and motivated team to meet these modern challenges.

Your Company has always encouraged to foster a culture of continuous development of the skills of its employees and to create an environment which supports sustainable high performance. We are committed to give our employees the opportunity to grow, evolve and contribute. With our enthusiastic team of high caliber professionals, we have full confidence that with Allah Tallah's blessing our business will be flourished more within the local as well as international markets.

Following are some other examples of our strong association with employees:

- The Company provides hygienic meals to its entire workforce at all sites including persons hired through contractors;
- Seven persons in each year are selected through random balloting and sent to perform Holy Hajj at the expense of the Company;
- Medical facilities for workers, Interest-Free loans and first aid (for plant workers) are also provided to the employees;
- The Company encourages and promotes all employees to participate in sports and various extracurricular activities. In this regard, the Company arranges cricket tournaments for its employees;
- There are masajids at each plant and head office for praying and to learn teachings of Religion.

The relationship with the workers and staff remained cordial and our employees' commitment, professionalism and focus on quality and customer care helped us achieving our growth targets during these challenging times.

We are proud of our employees for demonstrating commitment and delivering great performance during the year. Their consistent endeavors for achieving excellence in all operational spheres of the business reassures us for a more prosperous future with the help of Allah (SWT).

CORPORATE SOCIAL RESPONSIBILITY

We are determined to contribute to society by providing good employment, contributing to national exchequer, saving foreign exchange and working for the welfare of surrounding communities. We are committed to follow the highest social standards in how we conduct our business. The company took several initiatives to meet its Corporate Social Responsibility (CSR) and continued with reasonable financial support for the welfare of its employees, their families, the local community and society at large.

The Company contributes in Education and Health Sectors, the brief summary of which is given below:

- **Message Grammar School, Izmir Town, Lahore**
Over 1,250 students are getting highest quality education in this higher secondary school.
- **Chandbagh School and College, Muridke**
Full boarding school with over 1000 students.
- **Al Ghani Trust School, Pasroor**
Over 175 students have been 'providing Financial Support to get free education till Metric level.
- **Free Financial Assistance and Education for convicts in Jails**
Prisoners whose have completed their punishment but are not free because of being unable to pay off the financial penalty imposed by the court of law have been providing Financial Support;

Regular classes are arranged for prisoners (*Adult and children*) for hygiene awareness, basic religion teachings and Prayers and Quran teachings;

Training is providing to prisoners on how to become a useful member of the community once out of jail and Character building courses
- **Iftikhar Ghani Trust Dispensary**
Over 3000 non affording patients being treated and provided free medicine on monthly basis.

DIVIDEND

Due to economic conditions of the country subsequent to the year end and in view of the expected CAPEX required for BMR during the next year, it has been decided to retain the earnings in operations.

STATUTORY AUDITORS OF THE COMPANY

The present auditors M/s KPMG Taseer Hadi & Company, Chartered Accountants retire and offer themselves for re-appointment. As suggested by the Audit Committee, the Board of Directors has recommended their re-appointment as auditors of the company for the year ending June 30, 2015, at a mutually agreed fee.

STAFF RETIREMENT BENEFITS

The Company operates a funded contributory provident fund scheme for its employees and contributions, based on salaries of the employees, are made to the fund on monthly basis.

SHARE PRICE TREND

During the year under review minimum price of share of Rs.10 each fell up to Rs.49.40 and at one stage rose as high as Rs.77.50 and closed at Rs.54 as on June 30, 2014.

BOARD OF DIRECTORS

The Board of Directors, which consist of eleven members and one alternate member, have responsibility to independently and transparently monitor the performance of the company and take strategic decisions to achieve sustainable growth in the company.

Written notices of the Board meetings along with working papers were sent to the members seven days before meetings. A total of four meetings of the Board of Directors, five meetings of the Audit Committee and one meeting of HR & R Committee were held during the period of one year, from July 01, 2013 to June 30, 2014. The attendance of the Board members was as follow:

| Name of the Director | No. of Board of Directors' Meetings attended | No. of Audit Committee Meetings attended | No. of HR & R Committee Meetings attended |
|---|--|--|---|
| Mr. Aitzaz Ahmad Khan | 1 | - | - |
| Mr. Imtiaz Ahmad Khan | 3 | - | - |
| Mr. Anwaar Ahmad Khan | 4 | - | 1 |
| Mr. Aftab Ahmad Khan | 4 | 5 | - |
| Mrs. Ayesha Aftab | 4 | 5 | 1 |
| Hafiz Farooq Ahmad | 2 | - | - |
| Mr. Junaid Ghani | 3 | - | - |
| Mr. Jubair Ghani | 4 | 1* | - |
| Mr. Zaid Ghani | 3 | 4 | 1 |
| Mr. Ali Jehangir Siddiqui | 1 | - | - |
| Mr. Shamim Ahmed | 4 | - | - |
| Syed Hasan Akbar Kazmi (Alternate Director) | 1 | - | - |

* In Audit Committee Mr. Jubair Ghani has been replaced by Mr. Zaid Ghani on September 18, 2013

Leave of absence was granted to directors who could not attend some of the meetings.

COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

The requirements of the Code of Corporate Governance set out by the Karachi, Lahore and Islamabad Stock Exchanges in their Listing Regulations, relevant for the year ended June 30, 2014 have been adopted by the company and have been duly complied with.

STATEMENT OF COMPLIANCE WITH THE BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE

The Statement of Compliance with the best practices of Code of Corporate Governance is annexed.

CODE OF CONDUCT

The board has adopted the Code of Conduct. All employees are informed of this Code and are required to observe these rules of conduct in relation to customers, suppliers and regulators.

SUBSEQUENT EVENTS *(after June 30, 2014)*

There have been no material changes since June 30, 2014 and the company has not entered into any commitment, which would materially affect its financial position at the date.

AUDIT COMMITTEE

An audit committee of the Board has been in existence since the enforcement of the Code of Corporate Governance, which comprises of one executive and two non executive directors *(including its Chairman)*. During the year five meetings of the Audit Committee were held. The Audit Committee has its terms of reference which were determined by the Board of Directors in accordance with the guidelines provided in the Listing Regulations.

RELATIONS WITH STAKEHOLDERS

We are committed to establish mutually beneficial relations with our suppliers, customers and business partners.

CORPORATE AND FINANCIAL REPORTING FRAMEWORK

In compliance with the Code of Corporate Governance, we give below statements on Corporate and Financial Reporting framework:

The financial statements together with the notes thereon have been drawn up by the management in conformity with the Companies Ordinance, 1984. These statements present fairly the Company's state of affairs, the results of its operations, cash flow and changes in equity.

Proper books of account have been maintained by the company.

Appropriate accounting policies have been consistently applied in the preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.

International Financial Reporting Standards, as applicable in Pakistan, have been followed in the preparation of financial statements and any departure there from has been adequately disclosed and explained.

The system of internal control is sound in design and has been effectively implemented and monitored.

There are no significant doubts upon the company's ability to continue as a going concern.

There has been no material departure from the best practices of Corporate Governance, as detailed in the listing regulations.

There has been no departure from the best practices of transfer pricing.

The key operating and financial data for the last six years is annexed.

Information about taxes and levies is given in the notes to the accounts.

The value of investments and bank balances in respect of staff retirement benefits:

Provident Fund Rs. 293 million

The value of investment includes accrued interest.

TRADING OF SHARES BY THE CEO, DIRECTORS, CFO, COMPANY SECRETARY AND THEIR SPOUSES AND MINOR CHILDREN

| Name | No. of Shares purchased | No. of Shares sold |
|---------------------------|--------------------------------|---------------------------|
| Mr. Ali Jehangir Siddiqui | - | 2,000,000 |

PATTERN OF SHARE HOLDINGS UNDER CLAUSE XIX (I) AND (J) OF CODE OF CORPORATE GOVERNANCE

A statement of the pattern of shareholding of certain class of shareholders as at June 30, 2014, whose disclosure is required under the reporting framework, is included in the annexed shareholder's information. The directors, CEO, CFO, Company Secretary and their spouses or minor children did not carry out any trade in shares of the company during the year, except as noted above.

ACKNOWLEDGMENT

On behalf of the Board, I would like to thank all the shareholders, dealers, employees and other stakeholders for their valued support and I up hold the confidence they have showed in the management and I pray to Allah SWT for His guidance and beg for His endless mercy for all our endeavors, so that we shall be able to come up with dear rewards for all the stakeholders.

We put on record our doubtless faith in Allah SWT and pray to him for the very best of this company and for all the individuals directly or indirectly attached to it.

For and on behalf of the Board of Directors



Imtiaz Ahmed Khan
Chief Executive Officer

Lahore: September 12, 2014

Financial Performance

SIX YEARS AT GLANCE

| | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 |
|--------------------------|----------------------------|--------------|--------------|--------------|--------------|--------------|
| Operating Results | (Rupees in Million) | | | | | |
| Sale | 10,200 | 10,362 | 8,620 | 6,869 | 6,534 | 5,192 |
| Gross profit | 2,442 | 2,330 | 1,999 | 2,001 | 1,889 | 1,526 |
| Profit before tax | 1,250 | 1,067 | 1,196 | 1,349 | 1,278 | 993 |
| Financial data | | | | | | |
| Fixed assets | 7,168 | 6,063 | 6,002 | 2,622 | 2,504 | 2,501 |
| Capital work-in-progress | 9 | 713 | - | 1,155 | 204 | 135 |
| Advances, and deposits | 479 | 459 | 446 | 207 | 226 | 152 |
| Long term investment/ | | | | | | |
| Current assets | 4,538 | 3,713 | 3,581 | 3,155 | 2,791 | 2,188 |
| Current liabilities | 2,792 | 2,788 | 3,807 | 1,846 | 1,179 | 1,107 |
| Assets employed | 9,402 | 8,160 | 6,222 | 5,293 | 4,547 | 3,869 |
| Financed by: | | | | | | |
| Ordinary capital | 1,232 | 1,174 | 1,067 | 1,067 | 970 | 882 |
| Reserves | 5,947 | 5,089 | 4,326 | 3,805 | 3,174 | 2,579 |
| Shareholders equity | 7,179 | 6,263 | 5,392 | 4,872 | 4,144 | 3,461 |
| Finances and deposits | 1,511 | 1,366 | 438 | 1 | 1 | 33 |
| Deferred taxation | 712 | 531 | 392 | 420 | 402 | 375 |
| Funds invested | 9,402 | 8,160 | 6,222 | 5,293 | 4,547 | 3,869 |
| Earning per share | 7.44 | 7.07 | 9.89 | 9.10 | 8.88 | 7.35 |
| Break-up-value | 58.26 | 53.37 | 50.55 | 45.66 | 42.72 | 39.26 |
| Dividend % | | | | | | |
| - cash | - | - | 50 | 10 | 25 | 30 |
| -Bonus shares | - | 15 | - | - | 10 | 10 |
| Total | - | 15 | 50 | 10 | 35 | 40 |

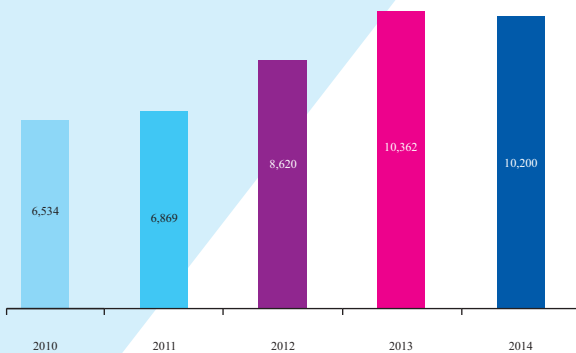
Financial Performance

SIX YEARS AT GLANCE

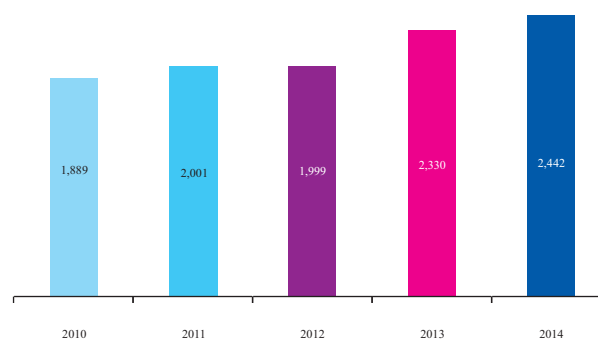
| | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 |
|---|--------|--------|--------|--------|--------|--------|
| Gross profit ratio % | 24% | 22% | 23% | 29% | 29% | 29% |
| Profit before tax ratio % | 12% | 10% | 14% | 20% | 20% | 19% |
| Inventory turnover ratio | 6.17 | 7.96 | 6.73 | 6.22 | 7.36 | 6.55 |
| Total assets turnover ratio | 0.84 | 0.95 | 0.86 | 0.96 | 1.14 | 1.04 |
| Fixed assets turnover ratio | 1.33 | 1.43 | 1.34 | 1.72 | 2.23 | 1.86 |
| Price earning ratio | 7.26 | 8.85 | 5.25 | 5.77 | 5.83 | 7.05 |
| Return on capital employed % | 17.27% | 17.19% | 19.22% | 25.48% | 28.11% | 25.65% |
| Market value per share (Rupees) <small>at the end of year</small> | 54 | 62.60 | 57.16 | 52.55 | 57 | 57 |
| Debt Equity ratio | 1:2.44 | 1:2.28 | 1:2.21 | 1:7.96 | 1:42.5 | 1:18 |
| Current ratio | 1:0.62 | 1:0.75 | 1:1.06 | 1:0.59 | 1:0.42 | 1:0.51 |
| Interest cover ratio | 4.34 | 4.18 | 15.64 | 35.20 | 22.51 | 12.29 |
| Earning per share (Rupees) | 7.44 | 7.07 | 9.89 | 9.10 | 8.88 | 7.35 |

Financial Performance

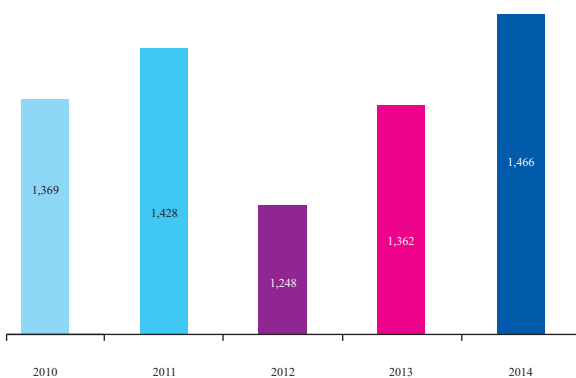
NET SALES
(RUPEES IN MILLION)



GROSS PROFIT
(RUPEES IN MILLION)



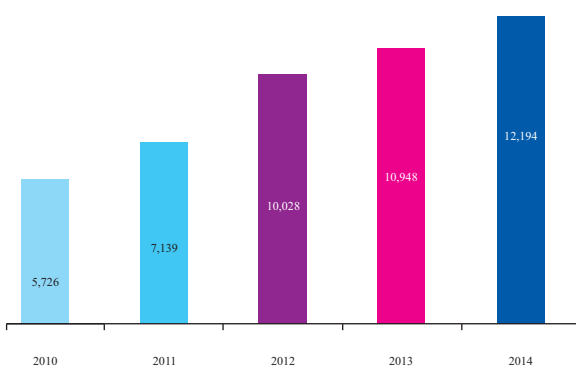
PROFIT FROM OPERATION
(RUPEES IN MILLION)



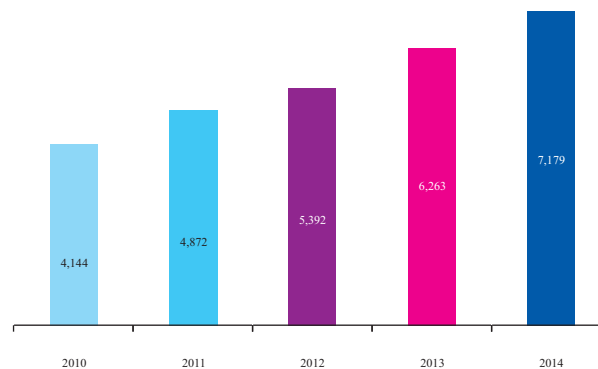
FIXED ASSETS
(RUPEES IN MILLION)



TOTAL ASSETS
(RUPEES IN MILLION)

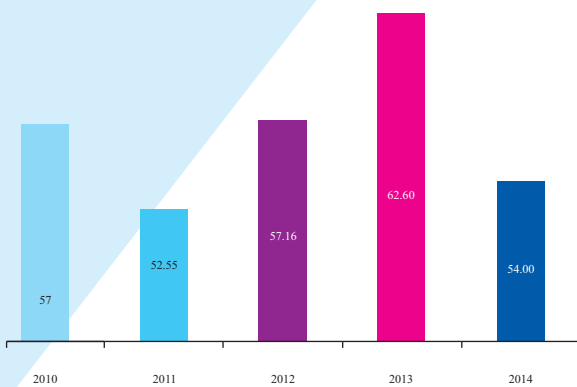


SHAREHOLDER EQUITY
(RUPEES IN MILLION)



Financial Performance

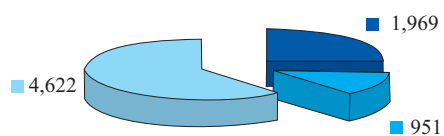
SHARE PRICE TREND
(RUPEES)



EARNING PER SHARE
(RUPEES)



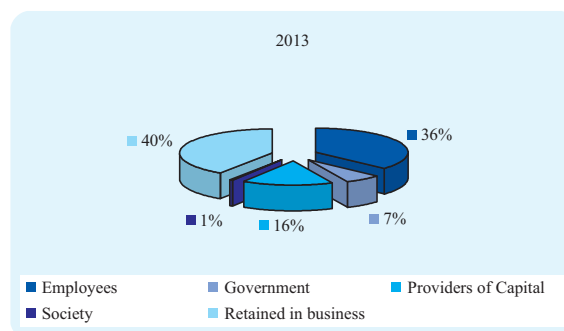
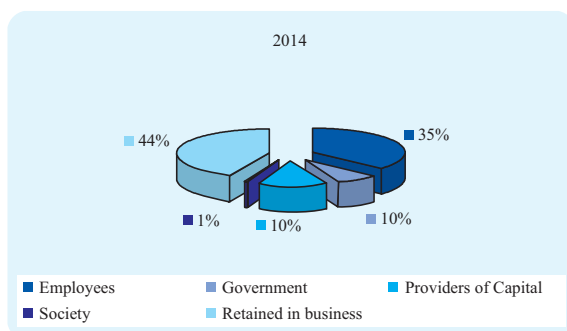
CONTRIBUTION TO NATIONAL EXCHEQUER
(RUPEES IN MILLION)



■ Direct & Indirect taxes ■ Exports ■ Reduction in import bill

Statement of Value Addition and its Distribution

| | 2014 | | 2013 | |
|-----------------------------------|---------------------|------|--------------|------|
| Value Addition | (Rupees in Million) | | | |
| Net sales | 10,200 | | 10,362 | |
| Material and services | (6,896) | | (7,231) | |
| Other income | 254 | | 81 | |
| | 3,558 | | 3,212 | |
| Value Distribution | | | | |
| Employees | | | | |
| Salaries, wages and amenities | 1,175 | | 1,118 | |
| Workers profit participation fund | 66 | | 57 | |
| | 1,241 | 35% | 1,175 | 36% |
| Government | | | | |
| Tax | 334 | | 197 | |
| Workers welfare fund | 13 | | 22 | |
| | 347 | 10% | 218 | 7% |
| Providers of Capital | | | | |
| Dividend | - | | 165 | |
| Finance Cost | 374 | | 336 | |
| | 374 | 10% | 501 | 16% |
| Society | | | | |
| Donation | 30 | | 20 | |
| | 30 | 1% | 20 | 1% |
| Retained in business | | | | |
| Depreciation | 650 | | 592 | |
| Retained profit | 916 | | 705 | |
| | 1,566 | 44% | 1,297 | 40% |
| | 3,558 | 100% | 3,212 | 100% |



Horizontal Analysis of Financial Statements

| | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 | % increase/(decrease) over preceeding year | | | | | |
|-------------------------------------|--------|--------|--------|--------|--------|--------|--|--------|---------|--------|--------|--------|
| (Rupees in Million) | | | | | | | 2014 | 2013 | 2012 | 2011 | 2010 | 2009 |
| Balance Sheet | | | | | | | | | | | | |
| Total Equity and minority interest | 7,179 | 6,263 | 5,392 | 4,872 | 4,144 | 3,461 | 14.63 | 16.14 | 10.69 | 17.57 | 19.73 | 18.68 |
| Total non-current liabilities | 2,222 | 1,897 | 829 | 422 | 403 | 409 | 17.14 | 128.79 | 96.73 | 4.54 | -1.32 | -1.58 |
| Total current liabilities | 2,792 | 2,788 | 3,807 | 1,846 | 1,179 | 1,107 | 0.16 | -26.78 | 106.21 | 56.58 | 6.53 | -17.98 |
| Total Equity and Liabilities | 12,194 | 10,948 | 10,028 | 7,139 | 5,726 | 4,976 | 11 | 9 | 40 | 25 | 15 | 6 |
| Total non-current assets | 7,656 | 7,235 | 6,447 | 3,984 | 2,934 | 2,788 | 5.82 | 12.22 | 61.83 | 35.77 | 5.23 | 18.95 |
| Total current assets | 4,538 | 3,713 | 3,581 | 3,155 | 2,791 | 2,188 | 22.22 | 3.67 | 13.50 | 13.04 | 27.59 | -6.36 |
| Total Assets | 12,194 | 10,948 | 10,028 | 7,139 | 5,726 | 4,976 | 11 | 9 | 40 | 25 | 15 | 6 |
| Profit and Loss Account | | | | | | | | | | | | |
| Net Sales | 10,200 | 10,362 | 8,620 | 6,869 | 6,534 | 5,192 | -1.56 | 20.21 | 25.48 | 5.14 | 25.85 | 28.72 |
| Cost of Sales | -7,758 | -8,032 | -6,621 | -4,868 | -4,645 | -3,666 | -3.42 | 21.32 | 36.00 | 4.81 | 26.71 | 31.43 |
| Gross Profit | 2,442 | 2,330 | 1,999 | 2,001 | 1,889 | 1,526 | 5 | 17 | (0) | 6 | 24 | 23 |
| General and Administration Expenses | -304 | -275 | -300 | -216 | -187 | -152 | 10.56 | -8.30 | 38.70 | 15.72 | 23.15 | 30.10 |
| Selling and Distribution Expenses | -688 | -653 | -400 | -331 | -292 | -234 | 5.45 | 63.38 | 20.72 | 13.45 | 24.46 | -16.64 |
| Other operating Expenses | -79 | -79 | -89 | -95 | -79 | -76 | 0.29 | -10.76 | -6.58 | 20.78 | 3.90 | 26.29 |
| Other operating income | 96 | 40 | 38 | 69 | 37 | 79 | 141.00 | 4.92 | -44.82 | 84.17 | -52.73 | -14.57 |
| | -976 | -967 | -751 | -574 | -520 | -383 | 1 | 29 | 31 | 10 | 36 | 5 |
| Operating Profit | 1,466 | 1,362 | 1,248 | 1,428 | 1,369 | 1,143 | 8 | 9 | (13) | 4 | 20 | 30 |
| Finance Cost | -374 | -336 | -80 | -41 | -61 | -93 | 11.32 | 320.75 | 96.80 | -33.29 | -34.69 | 31.20 |
| Share of profit/loss of associate | 158 | 41 | 27 | -18 | -30 | -57 | 284.61 | 50.13 | -253.90 | -40.99 | -46.87 | 0.00 |
| | -216 | -295 | -52 | -79 | -91 | -150 | (27) | 462 | (33) | (13) | (39) | 111 |
| Profit before taxation | 1,250 | 1,067 | 1,196 | 1,349 | 1,278 | 993 | 17 | (11) | (11) | 6 | 29 | 23 |
| Taxation | -334 | -197 | -35 | -378 | -331 | -281 | 69.70 | 458.67 | -90.69 | 14.36 | 17.93 | 4.36 |
| Profit after taxation | 916 | 871 | 1,161 | 971 | 947 | 713 | 5 | (25) | 20 | 2 | 33 | 32 |

Vertical Analysis of Financial Statements

Rupees in Million

| 2014 | | 2013 | | 2012 | | 2011 | | 2010 | | 2009 | |
|-------|---|-------|---|-------|---|-------|---|-------|---|-------|---|
| (Rs.) | % | (Rs.) | % | (Rs.) | % | (Rs.) | % | (Rs.) | % | (Rs.) | % |

Balance Sheet

| | | | | | | | | | | | | |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|
| Total Equity and minority interest | 7,179 | 58.88 | 6,263 | 57.21 | 5,392 | 53.77 | 4,872 | 68.24 | 4,144 | 72.37 | 3,461 | 69.55 |
| Total non-current liabilities | 2,222 | 18.23 | 1,897 | 17.33 | 829 | 8.27 | 422 | 5.90 | 403 | 7.04 | 409 | 8.21 |
| Total current liabilities | 2,792 | 22.90 | 2,788 | 25.46 | 3,807 | 37.96 | 1,846 | 25.86 | 1,179 | 20.59 | 1,107 | 22.24 |
| Total Equity and Liabilities | 12,194 | 100.00 | 10,948 | 100.00 | 10,028 | 100.00 | 7,139 | 100.00 | 5,726 | 100.00 | 4,976 | 100.00 |
| Total non-current assets | 7,656 | 62.79 | 7,235 | 66.09 | 6,447 | 64.29 | 3,984 | 55.80 | 2,934 | 51.25 | 2,788 | 56.03 |
| Total current assets | 4,538 | 37.21 | 3,713 | 33.91 | 3,581 | 35.71 | 3,155 | 44.20 | 2,791 | 48.75 | 2,188 | 43.97 |
| Total Assets | 12,194 | 100.00 | 10,948 | 100.00 | 10,028 | 100.00 | 7,139 | 100.00 | 5,726 | 100.00 | 4,976 | 100.00 |

Profit and Loss Account

| | | | | | | | | | | | | |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Net Sales | 10,200 | 100.00 | 10,362 | 100.00 | 8,620 | 100.00 | 6,869 | 100.00 | 6,534 | 100.00 | 5,192 | 100.00 |
| Cost of Sales | -7,758 | (76.06) | -8,032 | (77.52) | -6,621 | (76.81) | -4,868 | (70.86) | -4,645 | (71.09) | -3,666 | (70.61) |
| Gross Profit | 2,442 | 23.94 | 2,330 | 22.48 | 1,999 | 23.19 | 2,001 | 29.14 | 1,889 | 28.91 | 1,526 | 29.39 |
| General and Administration Expenses | -304 | (2.98) | -275 | (3) | -300 | (3.48) | -216 | (3.15) | -187 | (2.86) | -152 | (2.93) |
| Selling and Distribution Expenses | -688 | (6.75) | -653 | (6) | -400 | (4.64) | -331 | (4.82) | -292 | (4.47) | -234 | (4.51) |
| Other operating Expenses | -79 | (0.78) | -79 | (1) | -89 | (1.03) | -95 | (1.38) | -79 | (1.20) | -76 | (1.46) |
| Other operating income | 96 | 0.94 | 40 | 0 | 38 | 0.44 | 69 | 1.00 | 37 | 0.57 | 79 | 1.52 |
| | -976 | (9.57) | -967 | (9.34) | -751 | (8.71) | -574 | (8.35) | -520 | (7.96) | -383 | (7.38) |
| Operating Profit | 1,466 | 14.37 | 1,362 | 13.14 | 1,248 | 14.48 | 1,428 | 20.78 | 1,369 | 20.95 | 1,143 | 22.02 |
| Finance Cost | -374 | (3.67) | -336 | (3.24) | -80 | (0.93) | -41 | (0.59) | -61 | (0.93) | -93 | (1.79) |
| Share of Profit/Loss of associate | 158 | 1.55 | 41 | 0.40 | 27 | 0.32 | -18 | (0.26) | -30 | (0.46) | -57 | (1.09) |
| | -216 | (2.12) | -295 | (2.84) | -52 | (0.61) | -79 | (1.15) | -91 | (1.39) | -150 | (2.88) |
| Profit before taxation | 1,250 | 12.26 | 1,067 | 10.30 | 1,196 | 13.88 | 1,349 | 19.64 | 1,278 | 19.56 | 993 | 19.13 |
| Taxation | -334 | (3.27) | -197 | (1.90) | -35 | (0.41) | -378 | (5.51) | -331 | (5.06) | -281 | (5.40) |
| Profit after taxation | 916 | 8.98 | 871 | 8.40 | 1,161 | 13.47 | 971 | 14.13 | 947 | 14.50 | 713 | 13.73 |

Statement of Compliance

with the Code of Corporate Governance for the Year Ended June 30, 2014

This statement is being presented to comply with the Code of Corporate Governance contained in regulation No.35 of listing regulations of the Karachi, Lahore and Islamabad stock exchanges for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

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

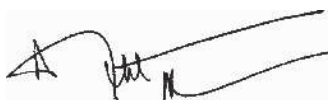
1. The company encourages representation of independent non-executive directors and the directors representing minority interests on its Board of Directors. At present the Board includes:

| | |
|----------------------------------|--|
| Independent Directors* | --- |
| Executive Directors | Mr. Imtiaz Ahmad Khan |
| | Mr. Anwaar Ahmad Khan |
| | Mr. Aftab Ahmad Khan |
| | Mr. Junaid Ghani |
| | Mr. Jubair Ghani |
| Non - Executive Directors | Mr. Aitzaz Ahmad Khan |
| | Mrs. Ayesha Aftab |
| | Hafiz Farooq Ahmad |
| | Mr. Zaid Ghani |
| | Mr. Shamim Ahmed |
| | Mr. Ali Jehangir Siddiqui |
| | Syed Hasan Akbar Kazmi (<i>Alternate Director</i>) |

2. The directors have confirmed that none of them is serving as a director on more than seven* listed companies, including this company.
3. All the resident directors of the company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a DFI or NBFI or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
4. No casual vacancy occurred on the Board during the current year.
5. The company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO and other executive directors have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose and the Board met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.

9. As per criteria specified in clause xi of CCG, majority of the directors of the Company are exempted from the requirement of Directors' training program. However, one of the Board members got certification from Pakistan Institute of Corporate Governance under Corporate Governance Leadership Skills (CGLS) – Director Education Program during the year.
10. No new appointment of CFO, Company Secretary and Head of Internal Audit was made during the year ended June 30, 2014.
11. The Directors' report for this year has been prepared in compliance with the requirements of the Code of Corporate Governance and fully describes the salient matters required to be disclosed.
12. The financial statements of the company were duly endorsed by CEO and CFO before approval of the Board.
13. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
14. The company has complied with all the corporate and financial reporting requirements of the Code of Corporate Governance.
15. The Board has formed an audit committee. It comprises of three members, majority of them are non-executive directors*.
16. The meetings of the audit committee were held at least once every quarter prior to approval of interim and final results of the company. The terms of reference of the committee have been formed and advised to the committee for compliance.
17. The Board has formed an HR and Remuneration (HR & R) Committee. It comprises of three members majority of them are non-executive directors.
18. The Board has set up an effective internal audit function which is considered suitably qualified and experienced for the purpose and is conversant with the policies and procedures of the Company.
19. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the company and that the firm and all its partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountants of Pakistan.
20. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of Company's securities, was determined and intimated to directors, employees and stock exchange(s).
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange(s).
23. We confirm that all other material principles enshrined in the Code of Corporate Governance have been complied with.

For and Behalf of the Board of Directors



Aftab Ahmad Khan
Director



Imtiaz Ahmad Khan
Chief Executive Officer

Lahore: September 12, 2014

* The conditions of revised Code of Governance shall be applicable on next election of directors

Review Report

to the Members on Statement of Compliance with Best Practices of Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of **Ghani Glass Limited** (“the Company”) for the year ended June 30, 2014 to comply with the Listing Regulation no. 35 of Karachi and Lahore Stock Exchanges, where the company is listed.

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

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

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

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended 30 June 2014.

Lahore: September 12, 2014

KPMG Taseer Hadi & Co
Chartered Accountants
(Bilal Ali)

Auditors' Report

to the Members

We have audited the annexed balance sheet of **Ghani Glass Limited** ("the Company") as at 30 June 2014 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof, for the year then ended and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of our audit.

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

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that:

- a) in our opinion, proper books of account have been kept by the Company as required by the Companies Ordinance, 1984;
- b) in our opinion:
 - i. the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
 - ii. the expenditure incurred during the year was for the purpose of the Company's business; and
 - iii. the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the Company.
- c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at 30 June 2014 and of the profit, its comprehensive income, its cash flows and changes in equity for the year then ended; and
- d) in our opinion no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

Lahore: September 12, 2014

KPMG Taseer Hadi & Co
Chartered Accountants
(Bilal Ali)

Balance Sheet

As at 30 June 2014

| EQUITY AND LIABILITIES | | 2014 | 2013 |
|--|----|----------------|----------------|
| | | Rupees | Rupees |
| | | Note | |
| Capital and reserves | | | |
| Authorised share capital | | | |
| 142,500,000 (2013: 142,500,000) ordinary shares of Rs. 10 each | | 1,425,000,000 | 1,425,000,000 |
| Issued, subscribed and paid up capital | 4 | 1,232,190,060 | 1,173,514,350 |
| Reserves | 5 | 5,947,104,681 | 5,089,402,712 |
| | | 7,179,294,741 | 6,262,917,062 |
| Non-Current liabilities | | | |
| Long term finances | 6 | 1,263,775,740 | 1,148,556,546 |
| Security deposits | 7 | 246,930,306 | 217,789,904 |
| Deferred taxation | 8 | 711,681,817 | 530,812,573 |
| | | 2,222,387,863 | 1,897,159,023 |
| Current liabilities | | | |
| Current portion of non current liabilities | 9 | 387,199,259 | 305,016,763 |
| Short term finances | 10 | 1,294,066,604 | 1,294,163,227 |
| Trade and other payables | 11 | 1,082,140,097 | 1,169,833,435 |
| Markup accrued | | 28,670,198 | 18,521,793 |
| | | 2,792,076,158 | 2,787,535,218 |
| Contingencies and commitments | | | |
| | 12 | | |
| | | 12,193,758,762 | 10,947,611,303 |

EQUITY AND LIABILITIES

Capital and reserves

Authorised share capital

142,500,000 (2013: 142,500,000) ordinary shares

of Rs. 10 each

Issued, subscribed and paid up capital

Reserves

Non-Current liabilities

Long term finances

Security deposits

Deferred taxation

Current liabilities

Current portion of non current liabilities

Short term finances

Trade and other payables

Markup accrued

Contingencies and commitments

ASSETS

Non-Current assets

Property, plant and equipment

Investment in associate

Long term deposits and prepayments

7,655,957,478

7,234,947,716

Current assets

Stores, spares and other consumables

Stock in trade

Trade debtors

Advances, deposits and prepayments

Income tax recoverable

Other receivables

Cash and bank balances

765,005,655

1,652,571,761

1,168,805,622

454,194,731

241,892,502

17,953,277

237,377,736

850,414,171

1,301,612,245

678,206,928

255,626,769

286,884,469

19,113,449

320,805,556

3,712,663,587

The annexed notes 1 to 42 form an integral part of these financial statements.

Lahore

Chief Executive

Director

Profit and Loss Account

For the year ended 30 June 2014

| | | 2014 | 2013 |
|---|------|----------------------|----------------------|
| | Note | Rupees | Rupees |
| Sales - net | 22 | 10,200,398,815 | 10,361,879,035 |
| Cost of sales | 23 | (7,757,966,908) | (8,032,349,105) |
| Gross profit | | 2,442,431,907 | 2,329,529,930 |
| General and administrative expenses | 24 | (304,434,348) | (275,362,037) |
| Selling and distribution expenses | 25 | (688,324,349) | (652,768,593) |
| Other operating expenses | 26 | (79,326,047) | (79,098,971) |
| Other income | 27 | 95,805,867 | 39,754,266 |
| | | (976,278,877) | (967,475,335) |
| Operating profit | | 1,466,153,030 | 1,362,054,595 |
| Finance cost | 28 | (373,853,448) | (335,835,715) |
| Share of profit of associate- net | 14 | 157,860,135 | 41,044,039 |
| Profit before taxation | | 1,250,159,717 | 1,067,262,919 |
| Taxation | 29 | (333,782,038) | (196,684,195) |
| Profit after taxation | | 916,377,679 | 870,578,724 |
| | | | Restated |
| Earnings per share - basic and diluted | 39 | 7.44 | 7.07 |

The annexed notes 1 to 42 form an integral part of these financial statements.

Lahore



Chief Executive



Director

Statement of Comprehensive Income

For the year ended 30 June 2014

| | | 2014 | 2013 |
|---|--|-------------|-------------|
| | | Rupees | Rupees |
| Profit for the year | | 916,377,679 | 870,578,724 |
| Other comprehensive income | | - | - |
| Total comprehensive income for the year | | 916,377,679 | 870,578,724 |

The annexed notes 1 to 42 form an integral part of these financial statements.

Lahore



Chief Executive



Director

Statement of Changes in Equity

For the year ended 30 June 2014

| | | Capital reserve | | Revenue reserve | | | |
|---|---------------|--------------------|------------|-----------------|---------------|----------------|-------|
| | | Share | Merger | Share | | Unappropriated | |
| | | capital | reserve | premium | | profit | Total |
| | | ----- Rupees ----- | | | | | |
| Balance as at 30 June 2012 | 1,066,831,227 | 427,419,290 | 75,000,000 | 3,823,087,821 | 5,392,338,338 | | |
| | | | | | | | |
| Total comprehensive income for the year | - | - | - | 870,578,724 | 870,578,724 | | |
| | | | | | | | |
| <i>Transaction with owners</i> | | | | | | | |
| Interim bonus shares issued @ 10% | | | | | | | |
| - for the year 30 June 2013 | 106,683,123 | - | - | (106,683,123) | - | | |
| | | | | | | | |
| Balance as at 30 June 2013 | 1,173,514,350 | 427,419,290 | 75,000,000 | 4,586,983,422 | 6,262,917,062 | | |
| | | | | | | | |
| Total comprehensive income for the year | - | - | - | 916,377,679 | 916,377,679 | | |
| | | | | | | | |
| <i>Transaction with owners</i> | | | | | | | |
| Bonus shares issued @ 5% | | | | | | | |
| - for the year ended 30 June 2013 | 58,675,710 | - | - | (58,675,710) | - | | |
| | | | | | | | |
| Balance as at 30 June 2014 | 1,232,190,060 | 427,419,290 | 75,000,000 | 5,444,685,391 | 7,179,294,741 | | |

The annexed notes 1 to 42 form an integral part of these financial statements.

Lahore



Chief Executive



Director

Cash Flow Statement

For the year ended 30 June 2014

| | 2014 | 2013 |
|------|--------|--------|
| Note | Rupees | Rupees |

Cash flows from operating activities

| | | | |
|---|----|--------------------|----------------------|
| Cash generated from operations | 30 | 1,114,155,936 | 2,105,606,103 |
| Finance cost paid | | (363,705,043) | (395,167,536) |
| Workers' profit participation fund paid | | (57,804,861) | (72,144,255) |
| Income taxes paid | | (95,545,740) | (99,722,066) |
| | | (517,055,644) | (567,033,857) |
| Net cash generated from operating activities | | 597,100,292 | 1,538,572,246 |

Cash flows from investing activities

| | | | |
|--|--|----------------------|------------------------|
| Fixed capital expenditure | | (1,054,420,541) | (1,367,017,638) |
| Proceeds from sale of fixed assets | | 9,376,193 | 5,085,000 |
| Dividend income from associate | | 100,495,033 | - |
| Long term deposits and pre-payments | | 37,639,000 | 29,493,740 |
| Net cash used in investing activities | | (906,910,315) | (1,332,438,898) |

Cash flow from financing activities

| | | | |
|---|----|---------------------|---------------------|
| Loan from sponsors - net | | - | (65,145,650) |
| Short term finances - net | | (96,623) | (658,979,545) |
| Diminishing musharaka- net | | 440,299,750 | (48,327,125) |
| Certificates of leasing- net | | (242,898,060) | 1,371,813,184 |
| Dividend paid | | (63,266) | (535,375,899) |
| Security deposits | | 29,140,402 | (141,661,045) |
| Net cash generated from/(used in) financing activities | | 226,382,203 | (77,676,080) |
| Net (decrease)/increase in cash and cash equivalents | | (83,427,820) | 128,457,268 |
| Cash and cash equivalents at the beginning of the year | | 320,805,556 | 192,348,288 |
| Cash and cash equivalents at the end of the year | 21 | 237,377,736 | 320,805,556 |

The annexed notes 1 to 42 form an integral part of these financial statements.

Lahore



Chief Executive



Director

Notes to the Financial Statements

For the year ended 30 June 2014

1 Legal status and nature of business

Ghani Glass Limited ('the Company') was incorporated in Pakistan in 1992 as a limited liability company under the Companies Ordinance, 1984 and is listed on Karachi and Lahore Stock Exchanges. The registered office of the Company is located at 40 - L, Model Town Extension, Lahore. The Company is engaged in the business of manufacturing and sale of glass containers and float glass of different types.

2 Statement of compliance

2.1 These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan and the requirements of Companies Ordinance, 1984. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board and Islamic Financial Accounting Standards (IFASs) issued by the Institute of Chartered Accountants of Pakistan, as are notified under the provisions of the Companies Ordinance, 1984. Wherever, the requirements of the Companies Ordinance, 1984 or directives issued by the Securities and Exchange Commission of Pakistan differ with the requirements of these standards, the requirements of Companies Ordinance, 1984 or the requirements of the said directives shall prevail.

2.2 Standards, Interpretations and Amendments not yet effective

The following standards, amendments and interpretations of approved accounting standards will be effective for accounting periods beginning on or after 01 July 2014:

- IFRIC 21- Levies 'an Interpretation on the accounting for levies imposed by governments' (effective for annual periods beginning on or after 1 January 2014). The Interpretation clarifies that the obligating event that gives rise to a liability to pay a levy is the activity described in the relevant legislation that triggers the payment of the levy. The interpretation is not likely to have an impact on Company's financial statements.
- Offsetting Financial Assets and Financial Liabilities (Amendments to IAS 32) – (effective for annual periods beginning on or after 1 January 2014). The amendments address inconsistencies in current practice when applying the offsetting criteria in IAS 32 Financial Instruments: Presentation. The amendments clarify the meaning of 'currently has a legally enforceable right of set-off'; and that some gross settlement systems may be considered equivalent to net settlement. The amendments are not likely to have an impact on Company's financial statements.
- Amendment to IAS 36 "Impairment of Assets" Recoverable Amount Disclosures for Non-Financial Assets (effective for annual periods beginning on or after 1 January 2014). These narrow-scope amendments to IAS 36 Impairment of Assets address the disclosure of information about the recoverable amount of impaired assets if that amount is based on fair value less costs of disposal. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IAS 39 "Financial Instruments: Recognition and Measurement" Continuing hedge accounting after derivative novation (effective for annual periods beginning on or after 1 January 2014). The amendments add a limited exception to IAS 39, to provide relief from discontinuing an existing hedging relationship when a novation that was not contemplated in the original hedging documentation meets specific criteria. The amendments are not likely to have an impact on Company's financial statements.
- Amendments to IAS 19 "Employee Benefits" Employee contributions – a practical approach (effective for annual periods beginning on or after 1 July 2014). The practical expedient addresses an issue that arose when amendments were made in 2011 to the previous pension accounting requirements. The amendments introduce a relief that will reduce the complexity and burden of accounting for certain contributions from employees or third parties. The amendments are relevant only to defined benefit plans that involve contributions from employees or third parties meeting certain criteria. The amendments are not likely to have an impact on Company's financial statements.

- Amendments to IAS 38 Intangible Assets and IAS 16 Property, Plant and Equipment (effective for annual periods beginning on or after 1 January 2016) introduce severe restrictions on the use of revenue-based amortization for intangible assets and explicitly state that revenue-based methods of depreciation cannot be used for property, plant and equipment. The rebuttable presumption that the use of revenue-based amortisation methods for intangible assets is inappropriate can be overcome only when revenue and the consumption of the economic benefits of the intangible asset are 'highly correlated', or when the intangible asset is expressed as a measure of revenue. The amendments are not likely to have an impact on Company's financial statements.
- IFRS 10 'Consolidated Financial Statements' – (effective for annual periods beginning on or after 1 January 2015) replaces the part of IAS 27 'Consolidated and Separate Financial Statements. IFRS 10 introduces a new approach to determining which investees should be consolidated. The single model to be applied in the control analysis requires that an investor controls an investee when the investor is exposed, or has rights, to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. IFRS 10 has made consequential changes to IAS 27 which is now called 'Separate Financial Statements' and will deal with only separate financial statements. The amendments are not likely to have an impact on Company's financial statements.
- IFRS 11 'Joint Arrangements' (effective for annual periods beginning on or after 1 January 2015) replaces IAS 31 'Interests in Joint Ventures'. Firstly, it carves out, from IAS 31 jointly controlled entities, those cases in which although there is a separate vehicle, that separation is ineffective in certain ways. These arrangements are treated similarly to jointly controlled assets/operations under IAS 31 and are now called joint operations. Secondly, the remainder of IAS 31 jointly controlled entities, now called joint ventures, are stripped of the free choice of using the equity method or proportionate consolidation; they must now always use the equity method. IFRS 11 has also made consequential changes in IAS 28 which has now been named 'Investment in Associates and Joint Ventures'. The amendments requiring business combination accounting to be applied to acquisitions of interests in a joint operation that constitutes a business are effective for annual periods beginning on or after 1 January 2016. The amendments are not likely to have an impact on Company's financial statements.
- IFRS 12 'Disclosure of Interest in Other Entities' (effective for annual periods beginning on or after 1 January 2015) combines the disclosure requirements for entities that have interests in subsidiaries, joint arrangements (i.e. joint operations or joint ventures), associates and/or unconsolidated structured entities, into one place. The amendments are not likely to have an impact on Company's financial statements.
- IFRS 13 'Fair Value Measurement' (effective for annual periods beginning on or after 1 January 2015) defines fair value, establishes a framework for measuring fair value and sets out disclosure requirements for fair value measurements. IFRS 13 explains how to measure fair value when it is required by other IFRSs. It does not introduce new fair value measurements, nor does it eliminate the practicability exceptions to fair value measurements that currently exist in certain standards. The amendments are not likely to have an impact on Company's financial statements.
- Amendment to IAS 27 'Separate Financial Statement' (effective for annual periods beginning on or after 1 January 2016). The amendments to IAS 27 will allow entities to use the equity method to account for investments in subsidiaries, joint ventures and associates in their separate financial statements. The amendments are not likely to have an impact on Company's financial statements.
- Agriculture: Bearer Plants [Amendment to IAS 16 and IAS 41] (effective for annual periods beginning on or after 1 January 2016). Bearer plants are now in the scope of IAS 16 Property, Plant and Equipment for measurement and disclosure purposes. Therefore, a company can elect to measure bearer plants at cost. However, the produce growing on bearer plants will continue to be measured at fair value less costs to sell under IAS 41 Agriculture. A bearer plant is a plant that: is used in the supply of agricultural produce; is expected to bear produce for more than one period; and has a remote likelihood of being sold as agricultural produce. Before maturity, bearer plants are accounted for in the same way as self-constructed items of property, plant and equipment during construction. The amendments are not likely to have an impact on Company's financial statements.

Annual Improvements 2010-2012 and 2011-2013 cycles (most amendments will apply prospectively for annual period beginning on or after 1 July 2014). The new cycle of improvements contain amendments to the following standards:

- IFRS 2 'Share-based Payment'. IFRS 2 has been amended to clarify the definition of 'vesting condition' by separately defining 'performance condition' and 'service condition'. The amendment also clarifies both: how to distinguish between a market condition and a non-market performance condition and the basis on which a performance condition can be differentiated from a vesting condition.
- IFRS 3 'Business Combinations'. These amendments clarify the classification and measurement of contingent consideration in a business combination. Further IFRS 3 has also been amended to clarify that the standard does not apply to the accounting for the formation of all types of joint arrangements including joint operations in the financial statements of the joint arrangement themselves.
- IFRS 8 'Operating Segments' has been amended to explicitly require the disclosure of judgments made by management in applying the aggregation criteria. In addition this amendment clarifies that a reconciliation of the total of the reportable segment's assets to the entity assets is required only if this information is regularly provided to the entity's chief operating decision maker. This change aligns the disclosure requirements with those for segment liabilities.
- Amendments to IAS 16 'Property, plant and equipment' and IAS 38 'Intangible Assets'. The amendments clarify the requirements of the revaluation model in IAS 16 and IAS 38, recognizing that the restatement of accumulated depreciation (amortization) is not always proportionate to the change in the gross carrying amount of the asset.
- IAS 24 'Related Party Disclosure'. The definition of related party is extended to include a management entity that provides key management personnel services to the reporting entity, either directly or through a group entity.
- IAS 40 'Investment Property'. IAS 40 has been amended to clarify that an entity should: assess whether an acquired property is an investment property under IAS 40 and perform a separate assessment under IFRS 3 to determine whether the acquisition of the investment property constitutes a business combination.

The above does not have an impact on Company's financial statements.

3 Significant accounting policies

These financial statements have been prepared under the historical cost convention except for certain financial assets and liabilities which are re-measured at their fair values and foreign currency translations.

The preparation of financial statement in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and associated assumptions are based on historical experience and various other factors that are believed to be reasonable under the circumstances, the results of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

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

Judgments made by management in the application of approved accounting standards that have significant effect on the financial statements and estimates with a significant risk of material adjustment in the next year are:

| | Note |
|--|------|
| - Residual values and useful lives of depreciable assets | 3.1 |
| - Provision for taxation | 3.14 |
| - Provisions and contingencies | 3.18 |

The significant accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

3.1 Property, plant and equipment

Property, plant and equipment except freehold land are stated at cost less accumulated depreciation and any identified impairment loss. Freehold land is stated at cost less any identified impairment loss.

Depreciation on all property, plant and equipment is charged to income using "reducing balance method", except for furnace on which depreciation is charged on straight line basis, so as to write off the historical cost of an asset over its estimated useful life at the rates mentioned in note 13.1.

Depreciation methods, residual values and the useful lives of the assets are reviewed at least at each financial year end and adjusted if impact on depreciation is significant.

Depreciation on additions to property, plant and equipment is charged from the month in which the asset is acquired or capitalized, while no depreciation is charged for the month in which the asset is disposed off.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repair and maintenance costs are charged to income during the period in which they are incurred.

Profit or loss on disposal of operating fixed assets represented by the difference between the sale proceeds and the carrying amount of the asset is recognized in income or expense.

3.2 Capital work in progress

Capital work in progress is stated at cost less any identified impairment loss and represents expenditure incurred on property, plant and equipment during the construction and installation. Cost also includes applicable borrowing costs. Transfers are made to relevant property, plant and equipment category as and when assets are available for use.

3.3 Operating leases

Rentals payable under operating leases are charged to profit and loss account on a straight line basis over the term of the relevant lease.

3.4 Ijarah finances

Ijarah finances are classified as an operating lease according to the guidelines provided in International Financial Accounting Standard (IFAS) 2. Leases where a significant proportion of risks and rewards of ownership are retained by the lessor are classified as operating lease. Payments made under the operating lease (net of any incentives received from the lessor) are charged to profit on a straight line basis over the lease term.

3.5 Investments

Management determines the classification of its investments at the time of purchase depending on the purpose for which the investments are acquired and re-evaluates this classification at the end of each financial year. Investments intended to be held for less than twelve months from the balance sheet date or to be sold to raise operating capital are included in current assets, all other investments are classified as non-current.

Investments are either classified as financial assets at fair value through profit or loss, held-to-maturity investments, available-for-sale investments or investment in subsidiary and associated companies, as appropriate. When investments are recognized initially, they are measured at fair value, plus, in case of investments not at fair value through profit or loss, directly attributable transaction cost.

Investment in associate

Associates are all entities over which the Company has significant influence but not control. Investment in associate is accounted for using the equity method of accounting and are initially recognized at cost. The Company's investment in associate includes goodwill (net of any accumulated impairment loss) identified on acquisition. The Company's share of its associates' post acquisition profits or losses is recognized in the income statement, and its share of post-acquisition movements in reserves is recognized in reserves. The cumulative post-acquisition movements are adjusted against the carrying amount of the investment. When the Company's share of losses in an associate equals or exceeds its interest in the associate, including any other unsecured receivables, the Company does not recognize further losses, unless it has incurred obligations or made payments on behalf of the associate. Unrealized gains/losses on transactions between the Company and its associate are eliminated to the extent of the Company's interest in the associate.

Investments at fair value through profit and loss account

Investments that are acquired principally for the purpose of generating profit from short term fluctuations in price or dealer's margin are classified as held for trading.

Investments at fair value through profit or loss are initially recognized at cost, being the fair value of the consideration given. Transaction costs are charged to profit and loss. Subsequent to initial recognition these are recognized at fair value unless fair value can not be reliably measured. The investments for which quoted market price is not available are measured at cost. Any surplus or deficit on revaluation of investments is charged to income currently.

3.6 Borrowings

Borrowings are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortized cost, any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the profit and loss account over the period of the borrowings using the effective interest method.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the balance sheet date.

3.7 Stores, spares and other consumables

These are valued at lower of cost and net realizable value. Cost is determined at weighted average except items in transit which are valued at cost comprising invoice value plus other charges paid thereon.

Net realizable value signifies the estimated selling price in the ordinary course of business less cost necessarily to be incurred to make the sale. Provision is made in the financial statements for obsolete and slow moving items of stores and spares based on management estimates, if any. Items considered obsolete are carried at nil value.

3.8 Stock-in-trade

These are valued at the lower of cost and net realizable value except for stock in transit, which are valued at cost comprising invoice value plus other charges paid.

Cost is determined as follows:

| | |
|---------------------------|---|
| Raw and packing materials | At weighted average cost |
| Work-in-process | At weighted average cost and related manufacturing expenses |
| Finished goods | At weighted average cost and related manufacturing expenses |

Net realizable value signifies the estimated selling price in the ordinary course of business less cost necessarily to be incurred to make the sale. Provision is made in the financial statements for obsolete and slow moving items of stock-in-trade based on management estimates, if any.

3.9 Financial instruments

Financial assets

Significant financial assets include trade debts, advances and receivables, long term deposits and cash and bank balances. Finances and receivables from clients are stated at their nominal value as reduced by provision for doubtful finances and receivable, while other financial assets are stated at cost.

Financial liabilities

Financial liabilities are classified according to the substance of the contractual arrangements entered into. Significant financial liabilities include short term ijarah rentals, musharika and morabaha finances, salam finances, accrued markup, trade and other payables and dividends payable. Markup based financial liabilities are recorded at gross proceeds received. Other liabilities are stated at their nominal value.

Recognition and derecognition

All the financial assets and financial liabilities are recognized at the time when the Company becomes party to the contractual provisions of the instrument. Financial assets are derecognized when the Company loses control of the contractual rights that comprise the financial assets. Financial liabilities are derecognized when they are extinguished i.e. when the obligation specified in the contract is discharged, cancelled or expires. Any gain or loss on derecognition of the financial assets and financial liabilities is taken to income currently.

Offsetting of financial assets and financial liabilities

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Company has legal enforceable right to set off the recognized amount and intends either to settle on a net basis or to realize the assets and settle the liability simultaneously.

3.10 Trade debts

Trade debts are carried at original invoice amount less an estimate made for doubtful debts based on a review of all outstanding amounts at the year end. Bad debts are written off when identified.

3.11 Cash and cash equivalents

Cash and cash equivalents are carried at cost in the balance sheet. For the purpose of cash flow statement cash and cash equivalents comprise cash in hand and with banks.

3.12 Impairment

Financial assets (including receivables)

Financial assets are assessed at each reporting date to determine whether there is objective evidence that they are impaired. A financial asset is impaired if objective evidence indicates that a loss event has occurred after the initial recognition of the asset and that the loss event had a negative effect on the estimated future cash flows of that asset that can be estimated reliably. Objective evidence that financial assets are impaired may include default or delinquency by a debtor indications that a debtor or issuer will enter bankruptcy. All individually significant receivables are assessed for specific impairment. All individually significant receivables found not to be specifically impaired are then collectively assessed for any impairment that has been incurred but not yet identified. Receivables that are not individually significant are collectively assessed for impairment by grouping together receivables with similar risk characteristics.

An impairment loss in respect of a financial asset measured at amortized cost is calculated as the difference between its carrying amount and the present value of the estimated future cash flows discounted at the asset's original effective interest rate. Losses are recognized in profit and loss and reflected in an allowance account against receivables.

Non-financial assets

The carrying amounts of non-financial assets other than inventories and deferred tax asset, are reviewed at each reporting date to determine whether there is any indication of impairment. If any such indication exists, then the asset's recoverable amount is estimated. The recoverable amount of an asset or cash-generating unit is the greater of its value in use and its fair value less costs to sell. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessment of the time value of money and the risks specific to the asset. For the purpose of impairment testing, assets that cannot be tested individually are grouped together into the smallest group of assets that generates cash inflows from continuing use that are largely independent of the cash inflows of other assets or groups of assets (the "cash generating unit, or CGU").

The Company's corporate assets do not generate separate cash inflows. If there is an indication that a corporate asset may be impaired, then the recoverable amount is determined for the CGU to which the corporate asset belongs. An impairment loss is recognized if the carrying amount of an asset or its CGU exceeds its estimated recoverable amount. Impairment losses are recognized in profit and loss account.

Impairment loss recognized in prior periods is assessed at each reporting date for any indications that the loss has decreased or no longer exists. An impairment loss is reversed if there has been a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the asset's carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortization, if no impairment loss had been recognized.

3.13 Trade and other payables

Liabilities for creditors and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for the goods and services received, whether or not billed to the Company.

3.14 Taxation

Current

Provision of current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to profit for the year if enacted after taking into account tax credits, rebates and exceptions, if any. The charge for the current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years.

Deferred

Deferred tax is accounted for using the balance sheet liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax assets and liabilities are calculated at the rates that are expected to apply to the period when the asset is realized or liability is settled, based on tax rates that have been enacted or substantively enacted by the balance sheet date. Deferred tax is charged or credited in the income statements except in the case of items credited or charged to equity in which case it is included in equity.

3.15 Revenue recognition

Revenue represents the fair value of the consideration received or receivable for goods sold, net of discounts and sales tax. Revenue is recognized when it is probable that the economic benefits associated with the transaction will flow to the Company and the amount of revenue, and the associated cost incurred, or to be incurred, can be measured reliably.

Profit on receivables is recognized on time proportionate basis when the right to receive is established.

Revenue from sale of goods is recognized when the significant risks and rewards of ownership of the goods have been transferred to the buyer i.e. on the dispatch of goods to the customer in case of local sales and a preparation of bill of lading in case of exports.

Dividend income is recognized when right to receive such dividend is established.

3.16 Foreign currency transactions

All monetary assets and liabilities in foreign currencies are translated into rupees at exchange rates prevailing at the balance sheet date. Transactions in foreign currencies are translated into rupees at exchange rates prevailing at the date of transaction. Non-monetary assets and liabilities that are measured in terms of historical cost in a foreign currency are translated into rupees at exchange rates prevailing at the date of transaction. Non-monetary assets and liabilities denominated in foreign currency that are stated at fair value are translated into rupees at exchange rates prevailing at the date when fair values are determined. Exchange gains and losses are included in the income currently.

3.17 Employees retirement benefit

Defined contribution plan

The Company operates funded contributory provident fund scheme for all its permanent and eligible employees. For the purpose of scheme, a separate Trust has been established. Equal monthly contributions are made both by the Company and the employees at the rate of 8.33 percent of the gross salary.

3.18 Provisions and contingencies

Provisions are recognized in the balance sheet when the Company has a legal or constructive obligation as a result of past events and it is probable that outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate. Where outflow of resources embodying economic benefits is not probable, a contingent liability is disclosed, unless the possibility of outflow is remote.

3.19 Borrowing costs

Mark-up, interest and other charges on borrowings are capitalized up to the date of commissioning of the related property, plant and equipment acquired out of the proceeds of such borrowings. All other mark-up, interest and other charges are charged to profit in which they are incurred.

3.20 Dividend

Dividend distribution to the Company's shareholders is recognized as a liability in the period in which the dividends are approved.

3.21 Operating Segments

Operating segments are reported in a manner consistent with the internal reporting provided to the chief operating decision maker. The chief operating decision maker, who is responsible for allocating resources and assessing performance of the operating segments, has been identified as the Board of Directors of the company that makes strategic decisions.

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|---|-------------|-----------------------------|-----------------------------|
| 4 Issued, subscribed and paid up capital | | | |
| 14,950,000 (2013: 14,950,000) Ordinary shares of Rs.10 each fully paid in cash | | 149,500,000 | 149,500,000 |
| 72,026,871 (2013: 66,159,300) Ordinary shares of Rs.10 each issued as fully paid bonus shares | | 720,268,710 | 661,593,000 |
| 36,242,135 (2013: 36,242,135) Ordinary shares of Rs.10 each issued under the scheme of amalgamation | <i>4.1</i> | 362,421,350 | 362,421,350 |
| | | <u>1,232,190,060</u> | <u>1,173,514,350</u> |

- 4.1** In accordance with the scheme of amalgamation, the Company has issued 3,984,064 ordinary shares of Rs. 10 each to the shareholders of former Ka'as ul Musaffa (Private) Limited and 32,258,071 ordinary shares of Rs. 10 each to the shareholders of the former Ghani Float Glass Limited in accordance with the scheme of amalgamation.

4.2 Reconciliation of ordinary shares

Opening balance of ordinary shares of Rs. 10 each
 Bonus shares issued during the year
 Closing balance of ordinary shares of Rs. 10 each

| Number of shares | |
|---------------------------|---------------------------|
| 2014 | 2013 |
| 117,351,435 | 106,683,123 |
| 5,867,571 | 10,668,312 |
| <u>123,219,006</u> | <u>117,351,435</u> |

- 4.3** 7,900,028 (2013: 8,924,908) ordinary shares of the Company are held by JS Bank Limited, 12,412 (2013: 11,821) ordinary shares of the Company are held by Ghani Mines (Private) Limited and 127,968 (2013: 121,875) ordinary shares of the Company are held by Jamia Tul Ghani Ul Islam, associated undertakings.

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|-----------------------|-------------|-----------------------------|-----------------------------|
| 5 Reserves | | | |
| <i>Capital</i> | | | |
| Merger reserves | <i>5.1</i> | 427,419,290 | 427,419,290 |
| Share premium | <i>5.2</i> | 75,000,000 | 75,000,000 |
| | | <u>502,419,290</u> | <u>502,419,290</u> |
| <i>Revenue</i> | | | |
| Unappropriated profit | | 5,444,685,391 | 4,586,983,422 |
| | | <u>5,947,104,681</u> | <u>5,089,402,712</u> |

- 5.1** This represents the amount arising under the scheme of amalgamation of Ghani Float Glass Limited with the Company.

- 5.2** This reserve can be utilised by the Company only for the purposes specified in section 83(2) of the Companies Ordinance, 1984.

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|--|-------------|------------------------|------------------------|
| 6 Long term finances | | | |
| Diminishing musharika: | | | |
| Bank Islami Limited | 6.1 | - | 78,052,350 |
| First Habib Modaraba | 6.2 | 2,059,875 | 3,707,775 |
| United Bank Limited | 6.3 | 520,000,000 | - |
| | | 522,059,875 | 81,760,125 |
| Certificates of leasing | 6.4 | 1,132,769,264 | 1,384,103,227 |
| Less: Unamortized transaction cost | 6.5 | (3,854,140) | (12,290,043) |
| | | 1,128,915,124 | 1,371,813,184 |
| Total | | 1,650,974,999 | 1,453,573,309 |
| Less: Current portion shown under current liabilities | | | |
| Diminishing musharika | 9 | 106,647,900 | 53,682,800 |
| Certificates of leasing | 9 | 280,551,359 | 251,333,963 |
| | | 1,263,775,740 | 1,148,556,546 |

6.1 The facility has been fully repaid during the year prematurely.

6.2 This represents diminishing musharika facility from First Habib Modaraba for purchase of vehicles. The term of the agreement is 3 years. The balance is repayable in 9 equal quarterly installments ending on 6 August 2015. It carries markup at the rate of 6 months KIBOR plus 0.9%. It is secured against hypothecate charge over assets acquired by the Company. Under the agreement, the Company holds certain assets amounting to Rs. 6,243,000 with joint ownership with the bank.

6.3 This represents diminishing musharika facilities availed during the year from UBL Ameen amounting to Rs. 520 million. Out of the total facility, Rs. 320 million has been used for setting up container glass line at Karachi and remaining facility of Rs. 170 million has been used for purchase of machinery at Sheikhpura plant. The facilities have been availed in three tranches of Rs. 350 million, Rs. 90 million and Rs. 80 million and are repayable upto July 2019, November 2019 and November 2019 respectively in 48 equal monthly installments with one year grace period. These facilities carry markup at the rate of 6 months KIBOR plus 1.25% and is secured against first pari passu charge over plant and machinery of container glass line upto Rs. 650 million and first pari passu charge of Rs. 334 million on Shiekhpura plant of the Company.

6.4 This represents a financing arrangement with Meezan Bank Limited (acting as lead arranger) to issue Certificates of Leasing amounting to Rs. 1,500 million by executing a Declaration of Trust in compliance with the requirements of section 120 of the Companies Ordinance, 1984 (Issuance of securities and redeemable capital not based on interest). Under the arrangement the underlying assets were surrendered to Meezan Bank Limited and through a lease agreement signed between the Company and Meezan Bank Limited, the Company retains the right to use the assets. Additionally, an asset purchase agreement has also been signed between the parties which obligates the Company to purchase the assets and, also, the Bank to sell the assets to the Company upon maturity of certificates. Being a structured finance transaction involving a series of interlinked transactions, the arrangement has been accounted for as long term finance. The balance is repayable in 18 quarterly installments ending on 27 December 2017. These carry mark up at the rate of 3 months KIBOR plus 1.75% and are secured against first pari passu charge on present and future fixed assets of the Company's Sheikhpura Plant.

| | Note | 2014 Rupees | 2013 Rupees |
|-----|---------------------------|------------------|-------------------|
| 6.5 | Balance as at 01 July | 12,290,043 | - |
| | Incurred during the year | - | 14,351,900 |
| | Amortized during the year | (8,435,903) | (2,061,857) |
| | Balance as at 30 June | <u>3,854,140</u> | <u>12,290,043</u> |

7 Security deposits

| | | | |
|--|-----|--------------------|--------------------|
| Long term security deposits | 7.1 | 3,247,500 | 3,107,500 |
| Long term security deposits from customers | 7.2 | 243,682,806 | 214,682,404 |
| | | <u>246,930,306</u> | <u>217,789,904</u> |

7.1 These are interest free security deposits obtained from transport contractors and are being utilized in accordance with the terms of agreement.

7.2 These are interest free security deposits obtained from dealers of float glass and are adjustable/repayable on cancellation/withdrawal of the dealership or on cessation of business with the Company. As per the terms of the agreement, the Company can use these funds for the purpose of Company's operation.

8 Deferred taxation

Deferred tax liability comprises of the following:

| | | | |
|---|--|--------------------|--------------------|
| Deferred tax liability arising in respect of accelerated tax depreciation | | 1,196,028,862 | 1,095,326,785 |
| Deferred tax asset arising on provision for doubtful debts | | (2,867,475) | (2,401,434) |
| Deferred tax assets arising on unabsorbed tax credits & minimum taxation | | (483,427,783) | (558,498,505) |
| Others | | 1,948,213 | (3,614,273) |
| | | <u>711,681,817</u> | <u>530,812,573</u> |

8.1 Deferred tax on minimum taxation paid under section 113, alternate corporate tax under section 113C and tax credit available under section 65-B of the Income tax Ordinance, 2001 are recognised based upon probability of future tax profits for absorption of these benefits.

Minimum tax paid amounting to Rs. 222.88 million under section 113 will expire from 30 June 2017 to 30 June 2019, alternate corporate tax amounting to Rs. 60.4 million would expire on 30 June 2024 and tax credit amounting to Rs. 00.12 million available under section 65-B would expire on 30 June 2017 if not utilized against future tax liability.

9 Current portion of non current liabilities

| | Note | 2014 Rupees | 2013 Rupees |
|-------------------------|------|--------------------|--------------------|
| Diminishing musharika | 6 | 106,647,900 | 53,682,800 |
| Certificates of leasing | 6 | 280,551,359 | 251,333,963 |
| | | <u>387,199,259</u> | <u>305,016,763</u> |

10 Short term finances

| | Note | 2014 Rupees | 2013 Rupees |
|--|------|----------------------|----------------------|
| Morabaha finances - secured | 10.1 | 86,736,540 | 536,192,778 |
| Salam finances - secured | 10.2 | 1,207,330,064 | 711,809,197 |
| Financing against export bills - secured | 10.3 | - | 46,161,252 |
| | | 1,294,066,604 | 1,294,163,227 |

10.1 Morabaha finances - secured

| | Profit rate | 2014 Rupees | 2013 Rupees |
|---------------------------------|---------------------------------|-------------------|--------------------|
| Bank Islami | Respective KIBOR plus 0.70% | 42,316,627 | - |
| Habib Metropolitan Bank Limited | Respective KIBOR plus 1 % | 44,419,913 | 34,081,022 |
| Meezan Bank Limited | Respective KIBOR plus 0.8%-0.9% | - | 385,364,892 |
| Habib Bank Limited | Respective KIBOR plus 0.75% | - | 115,043,255 |
| Faysal Bank Limited | Respective KIBOR plus 0.70% | - | 1,703,609 |
| | | 86,736,540 | 536,192,778 |

10.2 Salam finances - secured

| | | | |
|---------------------|---------------------------------|----------------------|--------------------|
| Bank Islami | Respective KIBOR plus 0.70% | 465,272,400 | 353,222,500 |
| Soneri Bank | Respective KIBOR plus 0.75% | 66,752,000 | 153,185,010 |
| Bank Alfalah | Respective KIBOR plus 0.75% | 216,000,000 | 205,401,687 |
| Meezan Bank Limited | Respective KIBOR plus 0.8%-0.9% | 384,410,004 | - |
| Habib Bank Limited | Respective KIBOR plus 0.75% | 74,895,660 | - |
| | | 1,207,330,064 | 711,809,197 |

10.3 The facility has been fully repaid during the year.

10.4 Total short term credit facilities available amount to Rs.3,700 (2013: 3,975) million. Short term finances availed from various banks are secured against first pari passu / joint pari passu charge over all present and future current assets, stocks, book debts and fixed assets of the Company amounting to Rs. 6,583 (2013: 6,327) million.

11 Trade and other payables

| | Note | 2014 Rupees | 2013 Rupees |
|------------------------------------|------|----------------------|----------------------|
| Creditors for goods and services | 11.1 | 410,730,083 | 255,231,997 |
| Bills payable | | 83,235,380 | 279,929,429 |
| Advances from customers | 11.2 | 104,605,502 | 128,716,439 |
| Accrued expenses | | 297,199,854 | 350,715,368 |
| Income tax deducted at source | | 43,269,057 | 30,893,970 |
| Security deposits | 11.3 | 500,500 | 394,500 |
| Retention money | | 5,740,486 | 7,960,009 |
| Workers' profit participation fund | 11.4 | 69,038,610 | 60,369,183 |
| Workers' welfare fund | 11.5 | 59,040,230 | 46,188,471 |
| Unclaimed dividend | | 2,866,351 | 2,929,617 |
| Provident fund payable | | 5,914,044 | 6,504,452 |
| | | 1,082,140,097 | 1,169,833,435 |

- 11.1** This includes an amount of Rs.3.41 (2013: Rs. 9.28) million payable to Ghani Value Glass Limited - a related party.
- 11.2** This includes amounts of Rs.0.99 million (2013: Rs.0.94) , Rs.2.86 (2013: Nil), and Rs.2.89 million (2013: Rs. Nil) from Health Tek (Private) Limited, Sami Pharmaceutical (Private) Limited and Ghani Value Glass Limited- related parties respectively.
- 11.3** These are the interest free security deposits obtained from various contractors and are being utilized in accordance with the terms of agreements.

11.4 Workers' profit participation fund

| | 2014 Rupees | 2013 Rupees |
|-------------------------------------|------------------------|------------------------|
| Balance as at 01 July | 60,369,183 | 75,195,343 |
| Provision for the year | 66,474,288 | 57,318,095 |
| Interest for the year | 2,812,599 | 3,678,581 |
| Less: Payments made during the year | (60,617,460) | (75,822,836) |
| | 8,669,427 | (14,826,160) |
| Balance as at 30 June | 69,038,610 | 60,369,183 |

12 Contingencies and commitments

The tax department had opened reassessment proceedings regarding tax year 2010 and a demand of Rs. 137.63 million had been raised by Addition Commission Inland Revenue (ACIR) u/s 122(5A) of the Income Tax Ordinance, 2001. The Company filed appeal before the Commissioner Inland Revenue (Appeals) (CIR(A)), who after making certain adjustments has upheld the decision of the ACIR. Being aggrieved with the treatment meted out by CIR (A), the Company preferred second appeal before the Appellate Tribunal Inland Revenue (ATIR), which is pending for adjudication.

The company, in Income Tax Return for the tax year 2012 claimed refund of Rs. 299.580 million. The deputy Commissioner Inland Revenue (DCIR) in its orders dated 10 July 2013 restricted the refund amount to Rs. 295.760million under section 170(4) of the Income Tax ordinance 2001. The company has appealed against the orders of DCIR before CIR(A) which is pending for adjudication.

The Sindh High Court through its order dated 01 March 2013 declared the amendments made in the WWF Ordinance, 1971 through Finance Act 2006 and Finance Act 2008 constitutional. The amendments made through aforementioned Finance Acts required that WWF is applicable on accounting profits rather than on the taxable income computed after incorporating the effect of brought forward losses. In light of the above order, the provision for the year based on accounting profit comes to Rs.24.79 (2013: Rs. 21.780) million. However, these financial statements does not include any adjustment to this effect since the Company is of the opinion that it does not come under the purview of the order of the Sindh High Court and that the Lahore High Court had already declared the above amendments unconstitutional via the case reported as 2011 PLD 2643. Based on the decision of Lahore High court the Company has charged WWF provision based on taxable income in the current year.

Based on the opinion of the Company's legal counsel the management is confident of favourable outcome in all aforesaid matters, hence no provision is being recognized in respect of these in the financial statements.

- 12.1** Corporate guarantees provided to a commercial bank of Dubai on behalf of associated company RAK Ghani Glass LLC amount to AED 19.5 (2013: Rs. 522 million) to secure a loan of AED 52 million.
- 12.2** Aggregate amount of bank guarantees issued by banks outstanding as at balance sheet date amount to Rs. 843 million (2013: Rs. 702 million)
- 12.3** Letters of credit for import of materials and stores outstanding as at balance sheet date amount to Rs. 616 million (2013: Rs. 766 million).

13 Property, plant and equipment

Operating assets
Capital work in progress

| Note | 2014 Rupees | 2013 Rupees |
|------|----------------------|----------------------|
| 13.1 | 7,167,701,772 | 6,063,072,435 |
| 13.6 | 9,165,265 | 712,510,942 |
| | <u>7,176,867,037</u> | <u>6,775,583,377</u> |

13.1 Operating assets

| | Cost | | Depreciation | | Net book value as at | |
|----------------------------|----------------------|----------------------|-------------------|--------------------|----------------------|----------------------|
| | As at 1 July 2013 | As at 30 June 2014 | As at 1 July 2013 | For the year | As at 30 June 2014 | 2014 |
| | Rupees | | Rupees | | Rupees | |
| | | | | | | |
| Owned | | | | | | |
| Freehold land | 132,584,822 | 100,540,000 | - | - | - | 233,124,822 |
| Building on freehold land | 541,542,888 | 99,796,150 | - | 37,286,844 | - | 376,059,485 |
| Plant and machinery | 4,994,991,350 | 790,535,581 | 5 - 10 | 381,119,347 | - | 3,842,175,960 |
| Furnace | 2,775,023,395 | 714,300,469 | 5 - 33.33 | 210,350,090 | - | 2,596,534,904 |
| Tools and office equipment | 16,710,952 | 13,135 | 10 | 833,538 | - | 7,510,597 |
| Electrical equipment | 14,232,692 | 91,50,930 | 10 | 1,297,732 | - | 16,483,243 |
| Furniture and fixtures | 12,590,589 | 1,431,308 | 10 | 680,893 | - | 6,765,163 |
| Vehicles | 151,828,797 | 41,998,644 | 20 | 18,320,977 | - | 89,047,598 |
| 2014 | 8,639,505,485 | 1,757,766,217 | | 649,889,421 | (10,951,541) | 7,167,701,772 |

13.1.1 Buildings include an apartment of Rs. 13,600,000 in the possession of the Company for which title has been held in the name of one of the Directors.

13.2 Plant and machinery and furnace include capital stores with net book value of Rs. 332.75 million.

13.3 Land amounting to Rs. 10.6 million and building amounting to Rs. 3.6 million in the possession of the Company are not held in Company's name as transfer of ownership is in process in Government revenue records as at the year end.

Operating assets

| | Cost | | Depreciation and impairment loss | | Net book value as at | |
|----------------------------|----------------------|--------------------|----------------------------------|--------------------|----------------------|----------------------|
| | As at 1 July 2012 | As at 30 June 2013 | As at 1 July 2012 | For the year | As at 30 June 2013 | 2013 |
| | Rupees | | Rupees | | Rupees | |
| | | | | | | |
| Owned | | | | | | |
| Freehold land | 116,949,822 | 15,635,000 | - | - | - | 132,584,822 |
| Building on freehold land | 473,460,660 | 68,082,228 | - | 30,995,357 | - | 313,550,179 |
| Plant and machinery | 4,564,058,814 | 430,932,536 | 10 | 347,868,766 | - | 3,432,759,726 |
| Furnace | 2,662,559,484 | 112,463,911 | 5 - 33.33 | 196,807,101 | - | 2,092,584,525 |
| Tools and office equipment | 16,575,272 | 135,680 | 10 | 910,742 | - | 8,331,000 |
| Electrical equipment | 10,463,852 | 3,768,840 | 10 | 744,624 | - | 8,630,045 |
| Furniture and fixtures | 12,002,209 | 588,380 | 10 | 636,902 | - | 6,014,748 |
| Vehicles | 135,942,376 | 22,900,121 | 20 | 13,746,802 | - | 68,617,390 |
| 2013 | 7,992,012,489 | 654,506,696 | | 591,710,294 | (5,786,516) | 6,063,072,435 |

13.4 Depreciation charge for the year has been allocated as follows:

| | Note | 2014 Rupees | 2013 Rupees |
|-------------------------------------|------|--------------------|--------------------|
| Cost of sales | 23 | 645,215,823 | 588,168,602 |
| General and administrative expenses | 24 | 4,089,399 | 3,160,713 |
| Selling and distribution expenses | 25 | 584,200 | 380,979 |
| | | 649,889,422 | 591,710,294 |

13.5 Disposal of property, plant and equipment

| Particulars | Cost | Accumulated depreciation | Written down value | Sale proceeds | Profit | Mode of disposal | Particulars of buyer |
|----------------------------|-------------------|--------------------------|--------------------|------------------|------------------|------------------|----------------------|
| Vehicles | | | | | | | |
| LXG 1742 - Suzuki Khyber | 399,000 | 325,424 | 73,576 | 255,000 | 181,424 | Negotiation | Mr. Khalid Mehmood |
| LRR 549 - Toyota Corrolla | 939,000 | 865,014 | 73,986 | 818,000 | 744,014 | Negotiation | Mr. Sarfraz Ahmad |
| LRR49 - Toyota Corrolla | 939,000 | 839,580 | 99,420 | 693,000 | 593,580 | Negotiation | Mr. Akbar Zaidi |
| LEC 949 - Honda Civic | 1,557,000 | 1,209,104 | 347,896 | 1,135,000 | 787,104 | Negotiation | Mr. Irshad |
| LEC 3482 - Toyota Corrolla | 965,000 | 779,591 | 185,409 | 418,000 | 232,591 | Negotiation | Ms. Qurat ul Ain |
| LRU 49 - Honda City | 978,000 | 900,481 | 77,519 | 685,000 | 607,481 | Negotiation | Mr. Amir Meraj |
| ADQ 849 - Honda City | 978,000 | 898,456 | 79,544 | 386,000 | 306,456 | Negotiation | Mr. Naseer Ahmad |
| LED-6583 - Suzuki Liana | 1,081,000 | 638,375 | 442,625 | 442,625 | - | Company Policy | Mr. Aziz Naveed |
| LED-149 - Honda City | 905,000 | 662,915 | 242,085 | 1,009,000 | 766,915 | Negotiation | Mr. Asif Javed |
| LE-9049 - Suzuki Mehran | 534,000 | 277,373 | 256,627 | 400,000 | 143,373 | Negotiation | Mr. Naeem Mehmood |
| LEB-6521 - Suzuki Cultus | 595,000 | 477,765 | 117,235 | 485,000 | 367,765 | Negotiation | Mr. Farhan Zeb |
| LRQ-149 - Toyota Corrolla | 939,000 | 848,814 | 90,186 | 795,000 | 704,814 | Negotiation | Mr. Maqssod Ahmad |
| LEC-2959 - Suzuki Mehran | 589,000 | 287,432 | 301,568 | 301,568 | - | Company Policy | Mr. Naseer Ahmad |
| LEA-649 - Honda Civic | 1,803,000 | 1,055,000 | 748,000 | 748,000 | - | Company Policy | Mr. Umer Farooq |
| LRY-549 - Honda City | 998,000 | 886,217 | 111,783 | 805,000 | 693,217 | Negotiation | Mr. Mirza Irfan |
| 2014 | 14,199,000 | 10,951,541 | 3,247,459 | 9,376,193 | 6,128,734 | | |

13.6.1 Borrowing cost of Rs. 13.40 million has been capitalized during the year.

13.6 Capital work in progress

Expansion project

Plant and machinery
Civil works

14 Investment in associate

Rak Ghani Glass LLC

16,456 (2013: 16,456) fully paid ordinary shares
of AED 1,000 each

Note

14.1

2014
Rupees

2013
Rupees

451,142,851

393,777,749

14.1 Movement in equity instruments of associated company is as follows:

Balance as at 01 July- cost

429,920,484

429,920,484

Less: dividend received during the year

(100,495,033)

-

Cumulative share of post acquisition profit/(losses)

121,717,400

(36,142,735)

Balance as at 30 June

451,142,851

393,777,749

The Company's share of the result of its associated company, which is unlisted and incorporated in UAE, and its share of the assets, liabilities and revenue is as follows:

| | Percentage interest held | Assets | Liabilities | Revenue | Profit |
|------|-----------------------------|--------------------|-------------|---------------|-------------|
| | | ----- Rupees ----- | | | |
| 2014 | 37.4% | 1,161,115,039 | 504,602,043 | 1,005,152,351 | 157,860,135 |
| 2013 | 37.4% | 1,193,273,213 | 581,786,514 | 932,304,582 | 41,044,039 |

14.2 The Company in EOGM held on 18 March 2014, has approved to further increase the equity investment in RAK Ghani Glass LLC upto 49.99% by purchasing 5,515 shares @ AED 1,494 per share offered for sale by SJC RAK Ghani- Cayman Islands to all shareholders in proportion to their existing shareholding. At the balance sheet date the Company is in the process of obtaining regulatory approvals for further investment.

15 Long term deposits

Ijarah deposits

Note

15.1

2014
Rupees

2013
Rupees

190,000

34,190,000

Long term deposits

15.2

27,757,590

31,396,590

27,947,590

65,586,590

15.1 These represents security deposits against Ijarah finance facilities adjustable at the expiry of respective ijarah facilities.

15.2 These are interest free security deposits mainly with utility companies.

16 Stores, spares and other consumables

Stores and spares [in transit Rs.79.35 million (2013: Rs 144.59 million)]

2014
Rupees

2013
Rupees

654,867,292

750,798,005

Fuel and lubricants

110,138,363

99,616,166

765,005,655

850,414,171

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|---|--|------------------------|------------------------|
| 17 Stock in trade | | | |
| Raw material [in transit Rs.93.15 million (2013: 51.58 million)] | | 533,019,449 | 417,761,016 |
| Packing materials | | 58,704,183 | 69,861,292 |
| Work in process | | 89,147,914 | 87,678,269 |
| Finished goods | | 971,700,215 | 726,311,668 |
| | | 1,652,571,761 | 1,301,612,245 |
| 18 Trade debtors | | | |
| Local | | | |
| Secured- considered good | | 181,500,402 | 121,312,844 |
| Unsecured | | | |
| Considered good | | 865,834,467 | 447,557,167 |
| Considered doubtful | | 8,924,602 | 7,748,811 |
| Less: Provision for doubtful debts | <i>18.1</i> | (8,924,602) | (7,748,811) |
| | | 1,047,334,869 | 568,870,011 |
| Foreign - secured, considered good | | 121,470,753 | 109,336,917 |
| | | 1,168,805,622 | 678,206,928 |
| 18.1 Provisions for doubtful debts- movement summary | | | |
| Balance as at 01 July | | 7,748,811 | 5,438,846 |
| Add: provision for the year | | 2,621,161 | 2,309,965 |
| Less: written off during the year | | (1,445,370) | - |
| Balance as at 30 June | | 8,924,602 | 7,748,811 |
| 19 Advances, deposits and prepayments | | | |
| Advances | | | |
| Employees - unsecured but considered good | | 83,063,191 | 35,042,602 |
| Suppliers of goods and services - unsecured | | 229,631,544 | 163,597,216 |
| Due from related parties | <i>19.1</i> | 11,581,294 | 12,328,477 |
| Sales tax refundable | | 129,918,702 | 44,658,474 |
| | | 454,194,731 | 255,626,769 |
| 19.1 Due from related parties | | | |
| Ghani Automobile Industries Limited | | 943,434 | 923,434 |
| Rak Ghani Glass LLC | | 10,637,860 | 10,637,860 |
| Ghani Gases Limited | | - | 767,183 |
| | | 11,581,294 | 12,328,477 |
| These amounts are in the normal course of business and are interest free. | | | |
| 20 Other receivables | | | |
| Receivable from RAK Ghani Glass LLC | <i>20.1</i> | 17,953,277 | 19,113,449 |
| 20.1 | This represents expenses incurred by the Company on behalf of RAK Ghani Glass LLC, UAE - a related party. These are unsecured and carry no interest. | | |

| | Note | 2014 Rupees | 2013 Rupees |
|--|------|-----------------|-----------------|
| 21 Cash and bank balances | | | |
| Cash in hand | | 18,240,282 | 914,315 |
| Cash at bank | | | |
| - Current accounts | | 195,766,319 | 297,743,106 |
| - Saving account | 21.1 | 23,371,135 | 22,148,135 |
| | | 219,137,454 | 319,891,241 |
| | | 237,377,736 | 320,805,556 |
| 21.1 The balances in saving account bear 7.27% to 9.30% mark-up (2013: 7.81% to 9.8%). | | | |
| 22 Sales - net | | | |
| Local sales | | 11,336,651,721 | 11,503,286,941 |
| Less: Trade discount | | (44,135,620) | (108,522,246) |
| Sales return and rejections | | (198,584,317) | (66,511,559) |
| Sales tax | | (1,628,944,453) | (1,560,892,931) |
| Commission on sales | | (215,968,975) | (257,979,448) |
| | | (2,087,633,365) | (1,993,906,184) |
| Local sales- net | | 9,249,018,356 | 9,509,380,757 |
| Export sales | | 951,380,459 | 852,498,278 |
| | | 10,200,398,815 | 10,361,879,035 |
| 23 Cost of sales | | | |
| Raw material consumed | | 2,823,008,984 | 2,904,374,449 |
| Fuel, gas and electricity | | 2,499,889,900 | 2,708,076,372 |
| Packing expenses | | 636,905,538 | 596,845,256 |
| Stores and spares consumed | | 390,358,788 | 309,977,866 |
| Salaries, allowances and other benefits | 23.1 | 847,198,280 | 810,497,004 |
| Depreciation | 13.4 | 645,215,823 | 588,168,602 |
| Rent, rates and taxes | | 28,832,796 | 26,684,101 |
| Lease rental-ijarah finances | | 43,461,135 | 152,176,969 |
| Repair and maintenance | | 27,706,645 | 34,945,089 |
| Travelling and motor running expenses | | 24,933,561 | 32,874,386 |
| Communication and stationery | | 4,482,856 | 3,899,056 |
| Other manufacturing expenses | | 32,830,794 | 49,082,945 |
| | | 8,004,825,100 | 8,217,602,095 |
| Work in process | | | |
| Opening balance | | 87,678,269 | 117,714,991 |
| Closing balance | | (89,147,914) | (87,678,269) |
| | | (1,469,645) | 30,036,722 |
| | | 8,003,355,455 | 8,247,638,817 |
| Finished goods | | | |
| Opening balance | | 726,311,668 | 511,021,956 |
| Closing balance | | (971,700,215) | (726,311,668) |
| | | (245,388,547) | (215,289,712) |
| | | 7,757,966,908 | 8,032,349,105 |

23.1 Salaries, allowances and other benefits include Rs. 30.05 million (2013: Rs. 24.48 million) in respect of retirement benefits.

24 General and administrative expenses

Note

| | | 2014 Rupees | 2013 Rupees |
|---|------|------------------------|------------------------|
| Salaries, allowances and other benefits | 24.1 | 187,386,462 | 176,877,447 |
| Communication, stationery and supplies | | 12,732,430 | 11,093,857 |
| Utilities | | 8,370,056 | 3,937,668 |
| Rent, rates and taxes | | 12,272,713 | 8,278,597 |
| Travelling and conveyance | | 29,999,661 | 26,394,225 |
| Auditors' remuneration | 24.2 | 1,460,625 | 1,275,000 |
| Depreciation | 13.4 | 4,089,399 | 3,160,713 |
| Legal and professional expenses | | 10,071,645 | 12,866,134 |
| Charity and donation | 24.3 | 30,317,264 | 19,802,240 |
| Other expenses | | 7,734,093 | 11,676,156 |
| | | 304,434,348 | 275,362,037 |

24.1 Salaries, allowances and other benefits include Rs. 5.37 million (2013: Rs. 5.80 million) in respect of retirement benefits.

24.2 Auditors' remuneration

| | 2014 Rupees | 2013 Rupees |
|------------------------|------------------------|------------------------|
| Statutory audit fee | 1,200,000 | 1,100,000 |
| Half yearly review | 200,000 | 125,000 |
| Out of pocket expenses | 60,625 | 50,000 |
| | 1,460,625 | 1,275,000 |

24.3 None of the directors and their spouses had any interest in any of the donees during the year.

25 Selling and distribution expenses

Note

| | | 2014 Rupees | 2013 Rupees |
|---|------|------------------------|------------------------|
| Salaries, allowances and other benefits | 25.1 | 140,229,785 | 130,246,677 |
| Communication, stationery and supplies | | 2,670,346 | 3,151,843 |
| Utilities | | 813,102 | 528,690 |
| Rent, rates and taxes | | 3,023,908 | 1,748,230 |
| Travelling and conveyance | | 15,256,009 | 16,084,512 |
| Advertisement and sale promotion | | 285,605,209 | 296,505,819 |
| Depreciation | 13.4 | 584,200 | 380,979 |
| Provision for bad debts | | 2,621,161 | 2,309,965 |
| Bad debts written off | | 1,906,863 | - |
| Transportation and handling: | | | |
| - Local | | 157,426,679 | 115,443,239 |
| - Export | | 73,745,805 | 81,230,165 |
| Other expenses | | 4,441,282 | 5,138,474 |
| | | 688,324,349 | 652,768,593 |

25.1 Salaries, allowances and other benefits include Rs 5.65 million (2013: Rs. 4.34 million) in respect of retirement benefits.

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|------------------------------------|-------------|------------------------|------------------------|
| 26 Other operating expenses | | | |
| Workers' profit participation fund | <i>11.4</i> | 66,474,288 | 57,318,095 |
| Workers' welfare fund | | 12,851,759 | 21,780,876 |
| | | 79,326,047 | 79,098,971 |
| 27 Other income | | | |
| Income from financial assets | | | |
| Profit on savings account | | 2,124,573 | 3,299,529 |
| Exchange gain- net | | 7,237,783 | 3,853,261 |
| | | 9,362,356 | 7,152,790 |
| Income from non-financial assets | | | |
| Gain on sale of fixed assets | | 6,128,734 | 3,857,816 |
| Breakage recovery from contractor | | 17,442,668 | 437,875 |
| Corporate guarantee fee | <i>27.1</i> | 2,095,745 | - |
| Scrap sales | | 57,939,185 | 26,245,852 |
| Miscellaneous | | 2,837,179 | 2,059,933 |
| | | 86,443,511 | 32,601,476 |
| | | 95,805,867 | 39,754,266 |

27.1 This relates to commission of 0.10% per quarter from RAK Ghani Glass LLC on corporate guarantee mentioned in Note 12.1.

| | <i>Note</i> | 2014 Rupees | 2013 Rupees |
|---|-------------|------------------------|------------------------|
| 28 Finance cost | | | |
| Profit on diminishing musharika | | 33,070,652 | 15,052,691 |
| Profit on leasing certificates | | 147,358,404 | 84,227,258 |
| Profit on short term finances | | 170,594,646 | 211,982,271 |
| Amortization of transaction cost of long term finance | | 8,435,903 | 2,061,857 |
| Interest on workers' profit participation fund | <i>11.4</i> | 2,812,599 | 3,678,581 |
| Bank charges | | 11,581,244 | 18,833,057 |
| | | 373,853,448 | 335,835,715 |
| 29 Taxation | | | |
| Income tax | | | |
| Current year | <i>29.1</i> | 152,912,794 | 56,071,887 |
| Prior year | <i>29.2</i> | - | 1,515,857 |
| | | 152,912,794 | 57,587,744 |
| Deferred tax | | 180,869,244 | 139,096,451 |
| | | 333,782,038 | 196,684,195 |

29.1 The current year's provision for taxation represents tax charged on minimum tax under section 113 and alternate corporate tax under section 113C of the Income Tax Ordinance, 2001. Numerical tax charge reconciliation for the current tax has not been provided on the same basis.

29.2 Deferred tax expense relates to origination and reversal of temporary difference.

30 Cash generated from operations

| | Note | 2014 Rupees | 2013 Rupees |
|--|------|----------------------|----------------------|
| Profit before taxation | | 1,250,159,717 | 1,067,262,919 |
| Adjustments for non cash and other items: | | | |
| Depreciation | | 649,889,422 | 591,710,294 |
| Finance cost | | 373,853,448 | 335,835,715 |
| Provision for doubtful trade debts | | 2,621,161 | 2,309,965 |
| Exchange gain | | (7,237,783) | (3,853,261) |
| Provision for workers' profit participation fund | | 66,474,288 | 57,318,095 |
| Provision for workers' welfare fund | | 12,851,759 | 21,780,876 |
| Share of profit of associate | | (157,860,135) | (41,044,039) |
| Gain on sale of property, plant and equipment | | (6,128,734) | (3,857,816) |
| | | 934,463,426 | 960,199,829 |
| Operating profit before working capital changes | | 2,184,623,143 | 2,027,462,748 |
| (Increase)/decrease in operating activities | | | |
| Store, spares loose tools and other consumable | | 85,408,516 | 144,599,374 |
| Stock in trade | | (350,959,516) | (20,010,469) |
| Trade debtors | | (485,982,072) | (147,687,969) |
| Advances, deposits and prepayments | | (198,567,962) | 81,533,057 |
| Other receivables | | 1,160,172 | (6,811,944) |
| Trade and other payables | | (121,526,345) | 29,645,129 |
| Lease rental-ijarah finances | | - | (3,123,823) |
| | | (1,070,467,207) | 78,143,355 |
| Cash generated from operations | | 1,114,155,936 | 2,105,606,103 |

31 Provident fund related disclosures

The Company operates funded contributory provident fund scheme for all its eligible employees. The following information is based on the unaudited financial statements of the provident fund for the year ended 30 June 2014:

| | 2014 Rupees | 2013 Rupees |
|---------------------------------|----------------|----------------|
| Size of the fund - Total assets | 298,637,130 | 209,726,093 |
| Cost of investments made | 274,780,436 | 110,988,764 |
| Percentage of investments made | 92% | 53% |
| Fair value of investments | 283,128,233 | 111,863,299 |

31.1 The break-up of fair value of investments is:

| | 2014 | | 2013 | |
|----------------------------|-------------|------|-------------|------|
| | Rupees | % | Rupees | % |
| Shares in listed companies | 44,780,235 | 16% | 43,538,664 | 39% |
| Term deposit receipts | 207,218,058 | 73% | 68,324,635 | 61% |
| Mutual funds | 10,279,322 | 4% | - | - |
| Sukuks | 20,850,618 | 7% | - | - |
| | 283,128,233 | 100% | 111,863,299 | 100% |

The investments out of provident fund have been made in accordance with the provisions of Section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose.

32 Remuneration of Directors, Chief executive and Executives

The aggregate amounts charged in the financial statements for the year for remuneration, including all benefits to the chief executive, directors and executives of the Company are as follows:

| | Chief Executive | | Executive Directors | | Non-Executive Directors | | Executives | |
|-------------------------|-----------------|------------|---------------------|-------------|-------------------------|--------|-------------|------------|
| | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 | 2014 | 2013 |
| | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees | Rupees |
| Managerial remuneration | 26,859,092 | 25,992,676 | 68,068,024 | 74,893,172 | - | - | 97,099,169 | 50,498,447 |
| Bonus | 17,155,160 | 16,462,031 | 36,089,628 | 37,251,961 | - | - | 25,024,252 | 26,382,975 |
| Medical expenses | 58,564 | 35,068 | 161,772 | 1,614,724 | - | - | 1,429,877 | 2,039,493 |
| Retirement benefits | 2,238,249 | 2,165,190 | 5,672,284 | 6,001,180 | - | - | 7,313,514 | 4,206,521 |
| House rent | 2,034,000 | 2,304,000 | 4,608,000 | 6,144,000 | - | - | - | - |
| | 48,345,065 | 46,958,965 | 114,599,708 | 125,905,037 | - | - | 130,866,812 | 83,127,436 |
| Number of persons | 1 | 1 | 5 | 6 | - | - | 44 | 31 |

32.1 The chief executive, certain directors and executives are provided with free use of the Company maintained cars and mobile phones for official use as well as medical facility.

32.2 The aggregate amount charged in the financial statements in respect of remuneration to key management personnel is Rs. 162.94 million (2013: Rs. 172.86 million) out of which Rs. 7.91 million (2013: Rs 8.17 million) relates to retirement benefits.

33 Transactions with related parties

The related parties comprise of associated undertakings, staff retirement funds, directors and key management personnel. Amounts pertaining to related parties are disclosed in note 11 and 20 and remuneration to key management personnel are disclosed in note 31.

| Related party | Relationship | Basis of relationship | Nature of transactions | 2014 Rupees | 2013 Rupees |
|---------------------------------------|------------------------|---|--|---------------------------------------|---------------------------------------|
| Ahmad Brothers and Company | Associated undertaking | Partners of firm are directors in the Company | Commercial purchases Purchase of assets | - - | - 14,200,000 |
| Ghani Automobile Industries Limited | -do- | Common directorship | Reimbursement of utility expense | 20,000 | 355,130 |
| Ghani Value Glass Limited | -do- | Common directorship | Sales Purchases Other expenses | 312,817,653 5,442,465 5,976,821 | 330,685,233 4,869,633 4,813,487 |
| Ghani Gases Limited | -do- | Common directorship | Sales | 544,078 | 4,587,318 |
| RAK Ghani Glass LLC | -do- | Common directorship | Purchases Other expenses | 5,073,143 2,384,721 | 2,137,191 7,767,340 |
| Sami Pharmaceutical (Private) Limited | -do- | Common directorship | Sales | 86,290,246 | 53,921,102 |
| Health Tek (Private) Limited | -do- | Common directorship | Sales | 4,706,730 | 3,058,071 |

34 Financial instruments

The Company has exposure to the following risks from its use of financial instruments:

- Credit risk
- Liquidity risk
- Market risk

The Board of Directors have the overall responsibility for the establishment and oversight of the Company's risk management framework. The Board is also responsible for developing and monitoring the Company's risk management policies.

This note presents information about the Company's exposure to each of the above risks, the Company's objectives, policies and processes for measuring and managing risk, and the Company's management of capital.

The Company's risk management policies are established to identify and analyse the risks faced by the Company, to set appropriate risk limits and controls, and to monitor risks and adherence to limits. Risk management policies and systems are reviewed regularly.

34.1 Credit risk

Credit risk represents the accounting loss that would be recognized at the reporting date if counterparties fail completely to perform as contracted and arises principally from trade receivables, advances and balances with banks. Out of the total financial assets of Rs. 1,693.29 (2013: 1,259.64) million, the financial assets which are subject to credit risk amounted to Rs. 1,675.06 (2013: 1,258.72) million.

To manage exposure to credit risk in respect of trade receivables, management reviews credit worthiness, references, establish purchase limits taking into account the customer's financial position, past experience and other factors. The management has set a maximum credit period of 30 to 60 days to reduce the credit risk. Limits are reviewed periodically and the customers that fail to meet the Company's benchmark creditworthiness may transact with the Company only on a prepayment basis.

Concentration of credit risk arises when a number of counter parties are engaged in similar business activities or have similar economic features that would cause their abilities to meet contractual obligation to be similarly effected by the changes in economic, political or other conditions.

The carrying amount of financial assets represents the maximum credit exposure before any credit enhancements. The maximum exposure to credit risk at the reporting date is:

| | 2014 | 2013 |
|------------------------------------|----------------------|---------------|
| | Rupees | Rupees |
| Long term deposits | 27,947,590 | 65,586,590 |
| Trade debts | 1,168,805,622 | 678,206,928 |
| Advances, deposits and prepayments | 241,212,838 | 175,925,693 |
| Other receivables | 17,953,277 | 19,113,449 |
| Bank balances | 219,137,454 | 319,891,241 |
| | 1,675,056,781 | 1,258,723,901 |

The trade debts as at the balance sheet date are classified as follows:

| | 2014 Rupees | 2013 Rupees |
|----------|----------------------|--------------------|
| Foreign | 121,470,753 | 109,336,917 |
| Domestic | 1,047,334,869 | 568,870,011 |
| | 1,168,805,622 | 678,206,928 |

The aging of trade receivables at the reporting date is:

| | 2014 | | 2013 | |
|-------------------------|----------------------|------------------|--------------------|------------------|
| | Gross | Impaired | Gross | Impaired |
| Not past due | 937,891,557 | - | 475,941,867 | - |
| Past due 30 days | 207,226,904 | - | 79,221,549 | - |
| Past due 60 days | 7,278,020 | - | 15,004,986 | - |
| Past due 90 days | 7,907,137 | - | 59,990,490 | - |
| Past due 180 days | 7,482,437 | - | 31,405,294 | - |
| Past due above one year | 9,944,169 | 8,924,602 | 24,391,553 | 7,748,811 |
| | 1,177,730,224 | 8,924,602 | 685,955,739 | 7,748,811 |

Based on past experience the management believes that no impairment allowance is necessary except for the allowance provided in respect of trade receivables past due as some receivables have been recovered subsequent to the year end and for other receivables there are reasonable grounds to believe that the amounts will be recovered in short course of time.

The credit quality of cash and bank balances that are neither past due nor impaired can be assessed by reference to external credit ratings or to historical information about counterparty default rate:

| | Rating | | Rating Agency |
|--|------------|-----------|-------------------|
| | Short term | Long term | |
| Allied Bank Limited | A1+ | AA+ | PACRA |
| Askari Bank Limited | A1+ | AA | PACRA |
| Al-Baraka Bank (Pakistan) Limited | A1 | A | PACRA |
| Bank Alfalah Limited | A1+ | AA | PACRA |
| Bank Islami Pakistan Limited | A1 | A | PACRA |
| Barclays Bank Pakistan | A-1 | A | Standard & Poor's |
| Burj Bank Limited | A-1 | A | JCR-VIS |
| Dubai Islamic Bank (Pakistan) Limited | A-1 | A+ | JCR-VIS |
| Faysal Bank Limited | A1+ | AA | PACRA |
| HSBC Bank Middle East Limited | P-1 | A2 | Moody's |
| Habib Bank Limited | A-1+ | AAA | JCR-VIS |
| MCB Bank Limited | A1+ | AAA | PACRA |
| Meezan Bank Limited | A-1+ | AA | JCR-VIS |
| Soneri Bank Limited | A1+ | AA - | PACRA |
| Standard Chartered Bank (Pakistan) Limited | A1+ | AAA | PACRA |
| United Bank Limited | A-1+ | AA+ | JCR-VIS |

Due to the Company's long standing business relationships with these counterparties and after giving due consideration to their strong financial standing, management does not expect non-performance by these counter parties on their obligations to the Company. Accordingly, the credit risk is minimal.

34.2 Liquidity risk

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions. For this purpose the Company has sufficient running finance facilities available from various commercial banks to meet its liquidity requirements. Further liquidity position of the Company is closely monitored through budgets, cash flow projections and comparison with actual results by the Board.

Following is the maturity analysis of financial liabilities:

| | Carrying amount | Contractual cash flows | Less than 6 months | Between 6 to 12 months | Between 1 to 5 years |
|--------------------------|----------------------|------------------------|----------------------|------------------------|----------------------|
| | Rupees | | | | |
| Security deposits | 246,930,306 | 246,930,306 | - | - | 246,930,306 |
| Short term finances | 1,294,066,604 | 1,313,708,452 | 1,313,708,452 | - | - |
| Diminishing musharika | 522,059,875 | 654,649,006 | 69,852,933 | 91,570,463 | 493,225,610 |
| Certificates of leasing | 1,132,769,264 | 1,401,235,220 | 201,968,231 | 201,370,038 | 997,896,951 |
| Trade and other payables | 977,534,595 | 977,534,595 | 977,534,595 | - | - |
| Markup accrued | 28,670,198 | 28,670,198 | 28,670,198 | - | - |
| 2013-2014 | 4,202,030,842 | 4,622,727,777 | 2,591,734,409 | 292,940,501 | 1,738,052,867 |

| | Carrying amount | Contractual cash flows | Less than 6 months | Between 6 to 12 months | Between 1 to 5 years |
|--------------------------|----------------------|------------------------|----------------------|------------------------|----------------------|
| | Rupees | | | | |
| Security deposits | 217,789,904 | 217,789,904 | - | - | 217,789,904 |
| Short term finances | 1,294,163,227 | 1,368,756,829 | 1,368,756,829 | - | - |
| Diminishing musharika | 81,760,125 | 91,009,357 | 32,120,281 | 30,336,452 | 28,552,624 |
| Certificates of leasing | 1,384,103,227 | 1,767,957,764 | 195,549,840 | 195,722,023 | 1,376,685,901 |
| Trade and other payables | 934,559,342 | 934,559,342 | 934,559,342 | - | - |
| Markup accrued | 18,521,793 | 18,521,793 | 18,521,793 | - | - |
| 2012-2013 | 3,930,897,618 | 4,398,594,989 | 2,549,508,085 | 226,058,475 | 1,623,028,429 |

34.3 Market risk

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimising the return.

34.3.1 Currency risk

The Company is exposed to currency risk on foreign trade debts, advances from customers and outstanding letter of credits that are denominated in a currency other than the functional currency primarily U.S. Dollars (USD). The Company believes that it is not exposed to material currency risks.

| | 2014 Rupees | 2013 Rupees |
|---------------------------------|----------------------|----------------------|
| Foreign debtors | 121,470,753 | 109,336,917 |
| Foreign advances from customers | (23,400,286) | (23,404,731) |
| Outstanding letter of credits | (616,394,233) | (766,455,859) |
| | (518,323,766) | (680,523,673) |

The following significant exchange rates have been applied:

| | Average rate | | Reporting date rate | |
|------------|--------------|-------|---------------------|-------|
| | 2014 | 2013 | 2014 | 2013 |
| USD to PKR | 102.7 | 97.56 | 98.55 | 98.70 |

Sensitivity analysis:

At reporting date, if the PKR had strengthened by 10% against the foreign currencies with all other variables held constant, post-tax profit for the year would have been higher by the amount shown below, mainly as a result of net foreign exchange gain on translation of foreign debtors, foreign advances from customers and outstanding letter of credits.

| | 2014 Rupees | 2013 Rupees |
|----------------------------------|----------------|----------------|
| Effect on profit and loss | | |
| US Dollar | 51,832,377 | 68,052,367 |

The weakening of the PKR against foreign currencies would have had an equal but opposite impact on the post tax profit.

34.3.2 Interest rate risk

Interest rate risk is the risk that the value of financial instrument will fluctuate due to changes in market interest rates. At the reporting date the interest rate profile of the Company's significant interest bearing financial instruments was as follows:

| | 2014 | 2013 | 2014 | 2013 |
|------------------------------|-----------------------------------|----------------|-----------------------------|---------------|
| | Effective rate (in Percentage) | | Carrying amount (Rupees) | |
| Short term morabaha finances | 9.36 to 11.18 | 9.87 to 24.00 | 1,294,066,604 | 1,294,163,227 |
| Diminishing Musharika | 10.00 to 13.00 | 10.00 to 13.23 | 522,059,875 | 81,760,125 |
| Certificates of leasing | 10.83 to 11.93 | 10.83 to 11.25 | 1,128,915,124 | 1,371,813,184 |

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

Cash flow sensitivity analysis for variable rate instruments

A change of 100 basis points in interest rates at the reporting date would have increased/ (decreased) profit for the year by the amounts shown below. This analysis assumes that all other variables, in particular foreign currency rates, remain constant. The analysis is performed on the same basis for 2013.

| | 100 bps | |
|--|-------------------|---------------------|
| | Increase | Decrease |
| | Rupees | |
| Effect on profit - 30 June 2014 | 29,450,416 | (29,450,416) |
| Effect on profit - 30 June 2013 | 27,477,365 | (27,477,365) |

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

34.3.3 Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk). The Company is not exposed to any material price risk.

34.4 Fair value of financial instruments

The carrying values of the financial assets and financial liabilities approximate their fair values. Fair value is the amount for which an asset could be exchanged, or a liability settled, between knowledgeable, willing parties in an arm's length transaction.

35 Capital management

The Board's policy is to maintain an efficient capital base so as to maintain investor, creditor and market confidence and to sustain the future development of its business. The Board of Directors monitors the return on capital employed, which the Company defines as operating income divided by total capital employed. The Board of Directors also monitors the level of dividends to ordinary shareholders.

The Company's objectives when managing capital are:

- (i) to safeguard the entity's ability to continue as a going concern, so that it can continue to provide returns for shareholders and benefits for other stakeholders, and
- (ii) to provide an adequate return to shareholders.

The Company manages the capital structure in the context of economic conditions and the risk characteristics of the underlying assets. In order to maintain or adjust the capital structure, the Company may, for example, adjust the amount of dividends paid to shareholders, issue new shares, arrange new lines of credit or sell assets to reduce debt.

The Company monitors capital on the basis of the debt-to-equity ratio - calculated as a ratio of total debt to equity.

The debt-to-equity ratios as at 30 June 2014 and at 30 June 2013 were as follows:

| | 2014 Rupees | 2013 Rupees |
|---------------------------|------------------------------|----------------|
| Total debt | 2,945,041,603 | 2,747,736,536 |
| Total equity and debt | 10,124,336,344 | 9,010,653,598 |
| Debt-to-equity ratio %age | 29% | 30% |

Neither there were any changes in the Company's approach to capital management during the year nor the Company is subject to externally imposed capital requirements.

36 Operating segments

The financial information has been prepared on the basis of a single reportable segment.

36.1 Sales from float glass, food and beverages products and pharmaceutical products represent 51.99%, 27.78% and 20.23% (2013: 56.62%, 14.88% and 28.50%) of total revenue of the Company respectively.

36.2 The sales percentage by geographic region is as follows:

| | 2014 % | 2013 % |
|-------------|-------------------------|-----------|
| Pakistan | 90.44 | 91.80 |
| Afghanistan | 1.68 | 1.93 |
| Bangladesh | - | 0.26 |
| India | 4.09 | 3.89 |
| Indonesia | 0.19 | - |
| Mozambique | 0.48 | 0.20 |
| Philippines | - | 0.30 |
| Zambia | 1.30 | - |
| Others | 1.78 | 1.62 |
| | 100 | 100 |

36.3 All non-current assets of the Company as at 30 June 2014 are located in Pakistan.

37 Number of employees

The total average number of employees during the year and as at 30 June 2014 and 30 June 2013 are as follows:

| | No of employees | |
|---|------------------------|-------|
| | 2014 | 2013 |
| Average number of employees during the year | 1,949 | 1,921 |
| Number of employees as at 30 June | 1,908 | 1,910 |

38 Plant capacity and annual production

The production capacity and the actual production achieved during the year are as follows:

| | Production capacity (Tons) | | Actual production (Tons) | |
|--------------|----------------------------|---------|--------------------------|---------|
| | 2014 | 2013 | 2014 | 2013 |
| Float glass | 200,750 | 210,850 | 152,848 | 177,541 |
| Hollow glass | 186,428 | 131,678 | 132,044 | 111,679 |
| | 387,178 | 342,528 | 284,892 | 289,220 |

38.1 The reduction in production capacity during the year is mainly due to the closure of furnaces. The furnace of Float Glass Line - 1 was stopped for normal repair and one of the furnace in hollow glass plant closed down for rebuilding and enhancing the production capacity.

39 Earnings per share - basic and diluted

Basic

| | | 2014 | 2013 Restated |
|--|-------------------------|-------------|------------------|
| Profit after taxation | <i>Rupees</i> | 916,377,679 | 870,578,724 |
| Weighted average number of ordinary shares | <i>Number of shares</i> | 123,219,006 | 123,219,006 |
| Earnings per share | <i>Rupees</i> | 7.44 | 7.07 |

39.1 The earning per share of prior year has been adjusted to reflect the changes of bonus shares issued for the year ended 30 June 2014.

Diluted

There is no dilution in earnings per share as the Company has no such commitments.

40 Date of authorization for issue

The financial statements were approved and authorized for issue on September 12, 2014 by the board of directors of the Company.

41 Subsequent event

There are not subsequent events occurred after the balance sheet date.

42 General

42.1 Figures have been rounded off to nearest rupee.

42.2 Corresponding figures have been re-arranged or reclassified whenever necessary, for the purpose of comparison.



Lahore

Chief Executive



Director

Pattern of Shareholding

of Shares Held by the Shareholders of Ghani Glass Limited as at June 30, 2014

| Shareholding | | | |
|---------------------|------------|------------|-------------------|
| No. of Shareholders | From | To | Total Shares Held |
| 311 | 1 | 100 | 7,050 |
| 238 | 101 | 500 | 74,602 |
| 157 | 501 | 1,000 | 126,681 |
| 316 | 1,001 | 5,000 | 675,336 |
| 59 | 5,001 | 10,000 | 424,711 |
| 26 | 10,001 | 15,000 | 324,354 |
| 14 | 15,001 | 20,000 | 251,661 |
| 9 | 20,001 | 25,000 | 204,868 |
| 10 | 25,001 | 30,000 | 282,552 |
| 8 | 30,001 | 35,000 | 256,315 |
| 2 | 35,001 | 40,000 | 71,762 |
| 2 | 40,001 | 45,000 | 82,546 |
| 2 | 45,001 | 50,000 | 99,257 |
| 2 | 50,001 | 55,000 | 109,097 |
| 1 | 65,001 | 70,000 | 69,750 |
| 1 | 70,001 | 75,000 | 74,500 |
| 1 | 80,001 | 85,000 | 84,000 |
| 2 | 95,001 | 100,000 | 195,287 |
| 1 | 110,001 | 115,000 | 110,504 |
| 2 | 115,001 | 120,000 | 231,000 |
| 1 | 120,001 | 125,000 | 124,000 |
| 1 | 125,001 | 130,000 | 127,968 |
| 2 | 155,001 | 160,000 | 314,568 |
| 1 | 190,001 | 195,000 | 192,000 |
| 1 | 195,001 | 200,000 | 200,000 |
| 1 | 205,001 | 210,000 | 208,500 |
| 2 | 230,001 | 235,000 | 465,018 |
| 2 | 250,001 | 255,000 | 505,346 |
| 1 | 345,001 | 350,000 | 346,376 |
| 1 | 380,001 | 385,000 | 383,571 |
| 1 | 395,001 | 400,000 | 398,535 |
| 1 | 535,001 | 540,000 | 538,514 |
| 1 | 705,001 | 710,000 | 705,253 |
| 1 | 775,001 | 780,000 | 778,050 |
| 1 | 895,001 | 900,000 | 900,000 |
| 1 | 940,001 | 945,000 | 941,850 |
| 1 | 965,001 | 970,000 | 966,662 |
| 1 | 1,000,001 | 1,005,000 | 1,001,725 |
| 1 | 1,060,001 | 1,065,000 | 1,064,407 |
| 1 | 1,115,001 | 1,120,000 | 1,116,549 |
| 1 | 1,220,001 | 1,225,000 | 1,220,100 |
| 1 | 1,255,001 | 1,260,000 | 1,259,051 |
| 1 | 1,325,001 | 1,330,000 | 1,325,023 |
| 2 | 1,330,001 | 1,335,000 | 2,663,547 |
| 2 | 1,455,001 | 1,460,000 | 2,910,600 |
| 1 | 1,500,001 | 1,505,000 | 1,504,087 |
| 1 | 1,525,001 | 1,530,000 | 1,525,952 |
| 1 | 1,635,001 | 1,640,000 | 1,639,450 |
| 1 | 1,730,001 | 1,735,000 | 1,730,767 |
| 1 | 1,790,001 | 1,795,000 | 1,791,300 |
| 1 | 1,845,001 | 1,850,000 | 1,845,046 |
| 2 | 1,910,001 | 1,915,000 | 3,822,000 |
| 1 | 2,540,001 | 2,545,000 | 2,544,525 |
| 1 | 2,705,001 | 2,710,000 | 2,705,167 |
| 1 | 3,060,001 | 3,065,000 | 3,061,309 |
| 2 | 4,105,001 | 4,110,000 | 8,214,598 |
| 1 | 4,730,001 | 4,735,000 | 4,730,923 |
| 1 | 5,355,001 | 5,360,000 | 5,358,029 |
| 1 | 5,745,001 | 5,750,000 | 5,745,216 |
| 1 | 7,900,001 | 7,905,000 | 7,900,028 |
| 1 | 9,875,001 | 9,880,000 | 9,879,712 |
| 1 | 10,635,001 | 10,640,000 | 10,635,053 |
| 1 | 11,090,001 | 11,095,000 | 11,090,896 |
| 1 | 13,080,001 | 13,085,000 | 13,081,902 |

1,215

123,219,006

| Categories of shareholders | Share held | Percentage |
|--|------------|------------|
| Directors, Chief Executive Officers, and their spouse and minor children | 63,023,609 | 51.1476% |
| Associated Companies, undertakings and related parties. | 140,380 | 0.1139% |
| NIT and ICP | 1,004 | 0.0008% |
| Banks Development Financial Institutions, Non Banking Financial Institutions. | 7,900,361 | 6.4116% |
| Insurance Companies | 23,340 | 0.0189% |
| Modarabas and Mutual Funds | 2,048,549 | 1.6625% |
| General Public | | |
| a. Local | 26,897,613 | 21.8291% |
| b. Foreign | 0 | 0.0000% |
| Others (to be specified) | | |
| Joint Stock Companies | 9,760,154 | 7.9210% |
| Pension Funds | 119,597 | 0.0971% |
| Other Companies | 13,304,399 | 10.7974% |

Information Under Clause XVI (J)

of the Code of Corporate Governance as on June 30, 2014

| ASSOCIATED COMPANIES, UNDERTAKINGS & RELATED PARTIES: | | SHARES HELD |
|--|--|-------------|
| JAMIA-TUL-GHANI | | 127,968 |
| GHANI MINES (PVT) LIMITED - (CDC) | | 12,412 |
| MUTUAL FUNDS: | | |
| CDC - TRUSTEE AKD INDEX TRACKER FUND (CDC) | | 8,594 |
| CDC - TRUSTEE NAFA ISLAMIC ASSET ALLOCATION FUND (CDC) | | 192,000 |
| CDC - TRUSTEE NAFA ISLAMIC PRINCIPAL PROTECTED FUND-I (CDC) | | 253,000 |
| CDC - TRUSTEE NAFA MULTI ASSET FUND (CDC) | | 84,000 |
| CDC - TRUSTEE NAFA STOCK FUND (CDC) | | 6,868 |
| CDC - TRUSTEE NATIONAL INVESTMENT (UNIT) TRUST (CDC) | | 1,504,087 |
| DIRECTORS AND THEIR SPOUSE(S) & MINOR CHILDREN: | | |
| MR. IMTIAZ AHMAD KHAN | | 11,629,410 |
| MR. JUNAID GHANI | | 1,480,091 |
| MR. ANWAAR AHMAD KHAN | | 11,965,971 |
| MR. AFTAB AHMAD KHAN | | 15,625,978 |
| MRS. AYESHA AFTAB | | 4,730,923 |
| MR. AITZAZ AHMED KHAN - (CDC) | | 1,525,952 |
| MR. SHAMIM AHMAD - (CDC) | | 1,220,100 |
| MR. FAROOQ AHMAD KHAN (CDC) | | 398,535 |
| MR JUBAIR GHANI | | 5,073,961 |
| MR. ZAID GHANI (CDC) | | 4,107,299 |
| MR. ALI JAHANGIR SIDDIQUI (CDC) | | 5,440 |
| MRS. RUBINA IMTIAZ W/O IMTIAZ AHMAD KHAN | | 1,845,046 |
| MRS. REEMA ANWAAR W/O ANWAAR AHMAD KHAN | | 3,407,685 |
| MRS. ZAHIDA AITZAZ W/O AITZAZ AHMED | | 6,641 |
| SYED HASAN AKBAR KAZMI (ALTERNATE DIRECTOR) (CDC) | | 577 |
| EXECUTIVES: | | - |
| PUBLIC SECTOR COMPANIES AND CORPORATIONS: | | - |
| BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON BANKING FINANCE COMPANIES, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS: | | 8,043,298 |
| SHAREHOLDERS HOLDING 5% OR MORES VOTING INTEREST IN THE LISTED COMPANY: | | |
| MR. AFTAB AHMAD KHAN | | 15,625,978 |
| EMPLOYEES OLD AGE BENEFITS INSTITUTION (CDC) | | 13,081,902 |
| MR. IMTIAZ AHMAD KHAN | | 11,629,410 |
| MR. ANWAAR AHMAD KHAN | | 11,965,971 |
| J S BANK LIMITED (CDC) | | 7,900,028 |

Notice of Annual General Meeting

Notice is hereby given that 22nd Annual General Meeting of the members of **GHANI GLASS LIMITED** will be held on Wednesday October 29, 2014 at 11:00 a.m., at Avari Hotel, Lahore to transact the following business:

Ordinary Business

1. To confirm the minutes of Extraordinary General Meeting held on March 18, 2014.
2. To receive, consider and adopt the audited annual accounts of **GHANI GLASS LIMITED** for the year ended June 30, 2014 together with the Directors' and Auditors' reports thereon.
3. To appoint auditors for 2015 and fix their remuneration.

The retiring auditors namely M/s. KPMG Taseer Hadi & Co., Chartered Accountants, being eligible, have offered themselves for re-appointment.
4. To transact any other business with the permission of the Chair.

By order of the Board

Lahore: September 12, 2014

Hafiz Mohammad Imran Sabir
Company Secretary

Notes:

1. The share transfer books of the Company will remain closed from October 22, 2014 to October 29, 2014 (both days inclusive).
 2. Any member entitled to attend and vote at the Annual General Meeting is entitled to appoint another member as a proxy to attend and vote on his/her behalf. A corporation being a member may appoint as its proxy any of its official or any other person whether a member of the Company or not.
 3. Members whose shares are deposited with Central Depository Company of Pakistan Limited are requested to bring their original Computerized National Identity Cards (C.N.I.C.) along with the participant's I.D. Number and their account numbers in Central Depository Company of Pakistan Limited to facilitate identification at the time of Annual General Meeting. In case of proxy, an attested copy of proxy's Identity Card (C.N.I.C.), Account & Participant's ID number be enclosed. In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature of the nominee shall be produced at the time of the meeting (unless it has been provided earlier).
- Proxies, in order to be valid, must be deposited at the registered office of the Company not less than 48 hours before the time of meeting.
4. Members are requested to promptly notify Company's Shares Registrar M/s. Corplink (Pvt.) Ltd., Wings Arcade, 1-K Commercial, Model Town, Lahore, Ph: 042-35916714, 35916719 Fax: 042-35869037 of any change in their addresses to ensure delivery of mail.

Submission of copies of CNIC (Mandatory)

The shareholders having physical shares are once again requested to immediately send a copy of their valid computerized national identity card (CNIC) to our share registrar's office, M/s. Corplink (Pvt) Ltd, Wings arcade, 1-k, commercial, model town, Lahore for printing/insertion on dividend warrants in future.

Revision of withholding tax on dividend income u/s 150 of Finance Act 2014

It is further informed that pursuant to the provisions of Finance Act 2014, effective from July 1, 2014 a new criteria for withholding of tax on dividend income has been introduced by the FBR, as per this criteria, 'Filer' and 'Non-Filer' shareholder shall pay tax on dividend @ 10% and 15% respectively.

Payment of Cash Dividend Electronically (Optional)

The shareholders are also entitled to receive their cash dividend directly in their bank accounts instead of receiving it through dividend warrants. Shareholders wishing to exercise this option may submit their application to the Company's Share Registrar, giving particulars relating to their name, folio number, bank account number, title of account and complete mailing address of the bank, CDC account holders should submit their request directly to their broker (participant)/CDC.

Transmission of Annual Financial Statements through e-mail

In pursuance of the directions given by the Securities and Exchange Commission of Pakistan (SECP) vide SRO 787(I)/2014 dated September 8, 2014, those shareholders who desire to receive Annual Financial Statements in future through e-mail instead of receiving the same by Post are advised to give their formal consent along with their e-mail address duly signed by the shareholder along with copy of his CNIC to our share registrar's office, M/s. Corplink (Pvt) Ltd, Wings arcade, 1-k, commercial, model town, Lahore. Please note that giving e-mail address for receiving of Annual Financial Statements instead of the same by Post is optional, in case you do not wish to avail this facility, please ignore this notice, Financial Statement will be sent to you at your registered address.

GHANI GLASS LIMITED

40-L, Model Town, Lahore

Form of Proxy

Folio No. _____

No. of Shares _____

I/WE _____

of _____

Being a member of GHANI GLASS LIMITED _____

Hereby appoint Mr. _____

of _____

failing him Mr. _____ of _____

(Being a member of the company) as my/our proxy to attend, act and vote for me/us on my/our behalf at 22nd ANNUAL GENERAL MEE TING of the members of the Company to be held on Wednesday October 29, 2014 at 11:00 a.m at Avari Hotel, Lahore and at any adjournment thereof.

As witness my/our hand(s) this _____ day of _____ 2014

Witness's Signature

Signature _____

Name: _____

Address: _____

Signature and
Revenue Stamp

NOTES:

Proxies, in order to be effective, by the company not later than 48 hours before the meeting and must be duly stamped, signed and witnessed.

Ghani

Ghani Glass Limited

Head Office:

40-L, Model Town, Lahore, Pakistan

UAN: +92-42-111 949 949

Fax: +92-42-35172263

www.ghaniglass.com