

**3rd Quarter**  
March 31, 2012

**Faith.....Experience.....Innovation.....Growth**



A Company of Ghani Global Group

**Ghani Gases Limited**  
Manufacturer of Industrial & Medical Gases



# CORPORATE

## ■ Board of Directors

Masroor Ahmad Khan, Chairman  
Atique Ahmad Khan, Chief Executive Officer  
Hafiz Farooq Ahmad  
Tahira Naheed  
Ayesh Masroor  
Rabia Atique  
Saira Farooq

## ■ Audit Committee

Hafiz Farooq Ahmad, Chairman  
Aysha Masroor  
Rabia Atique

## ■ Company Secretary

Farzand Ali, FCS

## ■ Chief Financial Officer

Asim Mahmud, FCA

## ■ Legal Advisor

DSK Law, Lahore

## ■ Auditors

Rizwan & Company  
Chartered Accountants  
Member firm of DFK International

## ■ Share Registrar

THK Associates (Pvt) Limited  
Ground Floor, State Life Building No.3,  
Dr. Ziauddin Ahmed Road,  
Karachi-75530,  
UAN: +92 (021) 111-000-322  
Fax: +92 (021) 35655595

## ■ Gases Plant

52-K.M. Lahore Multan Road,  
Phool Nagar, Distt. Kasur  
Ph. (049) 4510349-549, Fax: (049) 4510749  
E-mail: ggplant@ghaniglobal.com

# INFORMATION



## ■ Corporate/Registered Office

82-N, Model Town (Ext),  
Lahore-54000, Pakistan  
UAN: +92 (042) 111 Ghani1  
Phones: +92 (042) 35161424-25  
Fax: +92 (042) 35160393  
E-mail: gases@ghaniglobal.com  
Website: www.ghaniglobal.com

## ■ Bankers

Al-baraka Bank (Pakistan) Limited  
Allied Bank Limited  
Askari Bank Limited  
Bank Alfalah Limited  
Bank Islami Pakistan Limited  
Burj Bank Limited  
Faysal Bank Limited  
Habib Bank Limited  
Habib Metropolitan Bank Limited  
KASB Bank Limited  
Meezan Bank Limited  
MCB Bank Limited  
National Bank of Pakistan  
Soneri Bank Limited  
The Bank of Khaybar  
UBL Ameen



## DIRECTORS' REPORT TO THE SHAREHOLDERS

Dear members

### ***Asalam-o-Alaikum Wa Rehmatullah-a-Wabarakatohu***

The Directors of your Company are pleased to present condensed interim financial statements of the Company for the third quarter ended March 31, 2012, in compliance with the requirements of Companies Ordinance, 1984.

#### **Overall review of the economy**

Major indicators of economy continue to deteriorate as it faced formidable circumstances including rising fiscal deficit, energy and political crises. From industry point of view energy crises remained at centre stage as unresolved issue of circular debt and ever increasing gas curtailment affected its growth. Weak economic activity, subsidy to non performing sectors and lack of austerity efforts forced the Government to heavy borrowings and increased markup rates. Pakistan's current account deficit has widened to \$3.1 billion in the first nine months of the 2011/12 fiscal year, compared with \$10 million over the same period of previous year. The Pakistan Rupee exchange rate appreciated 1.31 percent against US Dollar during the last month, however Pak Rupee depreciated by 5.53% from July 2011 to March 2012 on anticipation of inferior trade performance and repayments to IMF due in FY 2012.

#### **Financial and operational Performance**

Your Company's sales during the quarter under review has increased to Rs. 194.996 million against Rs. 143.303 million as compared with the same period of last year depicting growth of 36.07%. Accumulated sales for the nine months ended March 31, 2012 stood at 543.172 million which shows an increase of 51.67% over corresponding period of last year. Gross profit has increased to Rs. 160.067 million against the gross profit of Rs. 96.327 million if compared with the same period of last year posting an increase in gross profit to 33.81% from 31.51%. Distribution cost and administrative expense have increased in absolute terms; however it is noteworthy that in term of percentage to net sales, these expenses have decreased by 2.33% & 2.02% respectively. The period under review profit after taxation is amounted to Rs. 38.019 million and earnings per share (EPS) Rs. 0.52 against the profit of Rs. 64.510 million and EPS of 0.89 if compared with the same period of last year. During the period under review, Company enhanced its profitability from core business in contrast with corresponding period. Levy of heavy fuel price adjustment also diluted the margins of the Company. Energy is main raw material of the Company and fuel adjustment surcharge related to previous periods has been levied in this current period consequently depleting the profitability.

Highlights of income statement during the period compared to last year are as below:



Particulars	9MFY12	9MFY11	Variance	
	Rupees in '000'			%
Gross sales	543,172	358,125	185,047	51.67
Net sales	473,494	305,677	167,816	54.90
Gross profit	160,066	96,327	63,739	66.17
Distribution, admin other cost	99,772	77,720	22,052	28.37
Operating other income	41,614	91,121	(50,647)	-54.33
Finance cost	55,723	40,825	14,897	36.49
Profit before taxation	43,165	68,475	(25,310)	-36.96
Net profit	38,019	64,510	26,491	-41.07

#### Future Prospects:

The overall business environment remains challenging due to prevailing political uncertainty, energy crises and economic situation. The competition has been more active in recent times and is expected for the year ahead. The Board is *ALHAMDOLILLAH* confident that your Company is fully geared to meet all future challenges and committed to maintain growth trend in future by implementing permanent solutions including pursuing initiatives such as technological advances and reduction in operating costs which would confidently improve the profitability of the Company with the ultimate objective of increasing shareholders' value in long term, *INSHAALLAH*.

Your Company has taken the initiative for merger of Ghani Southern Gases (Private) Limited an associated company (which is setting up industrial and medical gases manufacturing plant in Port Qasim, Karachi) with and into Ghani Gases Limited. The proposed merger will rationalize business structure, bring economies and significantly improve the flexibility, efficiency and financial strength and improve the confidence of customers. For approval of merger scheme, meetings of shareholders of both the companies are being held on May 03, 2012 under the supervision of honorable Lahore High Court, Lahore.

#### Acknowledgments:

The Board also places on record its profound gratitude for its valuable shareholders, Banks/financial institutions, customers and suppliers for their continued support, cooperation and patronage for the progress and prosperity of the Company. We appreciate the Company's staff and workers for their continuous dedication, perseverance and diligence.

For and on behalf of Board of Directors

Lahore  
April 27, 2012

Masroor Ahmad Khan  
Chairman

# INTERIM CONDENSED BALANCE SHEET AS AT 31 MARCH 2012

	NOTE	UN-AUDITED 31 MARCH 2012 Rupees	AUDITED 30 JUNE 2011 Rupees		NOTE	UN-AUDITED 31 MARCH 2012 Rupees	AUDITED 30 JUNE 2011 Rupees
<b>EQUITY AND LIABILITIES</b>				<b>ASSETS</b>			
<b>SHARE CAPITAL AND RESERVES</b>				<b>NON-CURRENT ASSETS</b>			
<b>Authorized share capital</b>				Property, plant and equipment			
72,500,000 (30 June 2011: 72,500,000) ordinary shares of Rupees 10 each				Operating fixed assets			
		725,000,000	725,000,000		8	1,092,799,785	1,174,844,505
<b>Issued, subscribed and paid up share capital</b>				Assets subject to ijarah financing			
	5	724,500,000	724,500,000	Capital work in progress			
		30,000,000	30,000,000	Intangible assets			
<b>Capital reserve -Share Premium</b>				Long term deposits & prepayments			
		8,529,855	(29,489,020)				
<b>Unappropriated Profit/(Loss)</b>							
<b>Total equity</b>							
		763,029,855	725,010,980				
<b>NON-CURRENT LIABILITIES</b>							
Long term financing				6			
		162,583,335	243,333,334	<b>CURRENT ASSETS</b>			
Loan from sponsors				Stores, spare parts and loose tools			
		281,654,104	250,137,030	Stock-in-trade			
Liabilities against assets subject to ijarah financing				Trade debts			
		140,934,575	30,797,546	Loans and advances			
Long term security deposits				Trade deposits and prepayments			
		26,700,000	31,300,000	Balance with statutory authorities			
		611,872,014	555,567,910	Other receivables			
<b>CURRENT LIABILITIES</b>				Advance Income tax			
Trade and other payables				Cash and bank balances			
		58,626,418	108,899,898				
Accrued profit on financing							
		14,844,833	10,197,360				
Short term borrowings							
		64,959,267	24,999,975				
Current portion of long term liabilities							
		146,348,243	102,590,555				
Provision for taxation							
		5,146,323	5,569,016				
		289,925,084	252,256,804				
<b>TOTAL LIABILITIES</b>							
		901,797,098	807,824,714				
<b>CONTINGENCIES AND COMMITMENTS</b>							
	7	-	-	<b>TOTAL ASSETS</b>			
<b>TOTAL EQUITY AND LIABILITIES</b>							
		1,664,826,953	1,532,835,694				

The annexed notes form an integral part of this interim condensed financial information.

**ATIQUÉ AHMAD KHAN**  
Chief Executive Officer

**HAFIZ FAROOQ AHMAD**  
Director



## INTERIM CONDENSED PROFIT AND LOSS ACCOUNT

FOR THE NINE MONTHS ENDED 31 MARCH 2012 (UN-AUDITED)

	NOTE	Nine Months Ended		Quarter ended	
		31 March 2012	31 March 2011	31 March 2012	31 March 2011
		RUPEES	RUPEES	Rupees	Rupees
<b>GROSS SALES - LOCAL</b>		543,172,401	358,124,673	194,995,721	143,303,242
<b>LESS:</b>					
<b>SALES TAX</b>		(69,678,735)	(49,412,471)	(24,894,555)	(19,643,071)
<b>SPECIAL EXCISE DUTY</b>		-	(3,034,705)	-	(1,323,418)
		(69,678,735)	(52,447,176)	(24,894,555)	(20,966,489)
<b>NET SALES</b>		473,493,666	305,677,497	170,101,166	122,336,753
<b>COST OF SALES</b>	9	(313,427,070)	(209,350,125)	(119,291,046)	(74,277,275)
<b>GROSS PROFIT</b>		160,066,597	96,327,372	50,810,121	48,059,478
<b>DISTRIBUTION COST</b>		(56,549,733)	(43,635,857)	(17,232,694)	(16,972,314)
<b>ADMINISTRATIVE EXPENSES</b>		(43,221,994)	(34,084,255)	(14,334,448)	(11,167,549)
<b>OTHER OPERATING INCOME</b>		41,614,422	91,121,003	9,475,624	19,236,707
<b>OTHER OPERATING EXPENSES</b>		(3,021,440)	(428,198)	(640,858)	(79,999)
		(61,178,744)	12,972,693	(22,732,375)	(8,983,155)
		98,887,852	109,300,065	28,077,745	39,076,323
<b>FINANCE COST</b>		(55,722,654)	(40,825,309)	(18,505,048)	(14,325,659)
<b>PROFIT BEFORE TAXATION</b>		43,165,198	68,474,756	9,572,697	24,750,664
<b>TAXATION</b>		(5,146,323)	(3,964,769)	(1,794,198)	(1,414,825)
<b>PROFIT AFTER TAXATION</b>		38,018,875	64,509,987	7,778,499	23,335,839
<b>EARNING PER SHARE - BASIC AND DILUTED</b>	10	0.52	0.89	0.11	0.32

The annexed notes form an integral part of this interim condensed financial information.

**ATIQUE AHMAD KHAN**  
Chief Executive Officer

**HAFIZ FAROOQ AHMAD**  
Director

# INTERIM CONDENSED STATEMENT OF COMPREHENSIVE INCOME

FOR THE NINE MONTHS ENDED 31 MARCH 2012 (UN-AUDITED)

	Nine Months Ended		Quarter ended	
	31 MARCH 2012	31 MARCH 2011	31 MARCH 2012	31 MARCH 2011
	(Rupees)		(Rupees)	
Net Profit for the period	38,018,875	64,509,987	7,778,499	23,335,839
Other comprehensive income / (loss)	-	-	-	-
Total comprehensive income for the period	<u>38,018,875</u>	<u>64,509,987</u>	<u>7,778,499</u>	<u>23,335,839</u>

The annexed notes form an integral part of this interim condensed financial information.

**ATIQUE AHMAD KHAN**  
Chief Executive Officer

**HAFIZ FAROOQ AHMAD**  
Director

# INTERIM CONDENSED STATEMENT OF CHANGES IN EQUITY

FOR THE NINE MONTHS ENDED 31 MARCH 2012 (UN-AUDITED)

	Share capital	Share premium	Un- appropriated profit / (Loss)	Total
	(Rupees)			
Balance as at 01 July 2010 - (audited)	724,500,000	30,000,000	(108,932,855)	645,567,145
Share issued during the period	-	-	-	-
Other comprehensive income for the nine months ended 31 March 2011	-	-	64,509,987	64,509,987
	-	-	64,509,987	64,509,987
Balance as at 31 March 2011 - (Un-audited)	<u>724,500,000</u>	<u>30,000,000</u>	<u>(44,422,868)</u>	<u>710,077,132</u>
Balance as at 01 July 2011 - (audited)	724,500,000	30,000,000	(29,489,020)	725,010,980
Share issued during the period	-	-	-	-
Other comprehensive income for the nine months ended 31 March 2012	-	-	38,018,875	38,018,875
	-	-	38,018,875	38,018,875
Balance as at 31 March 2012 - (Un-audited)	<u>724,500,000</u>	<u>30,000,000</u>	<u>8,529,855</u>	<u>763,029,855</u>

**ATIQUE AHMAD KHAN**  
Chief Executive Officer

**HAFIZ FAROOQ AHMAD**  
Director



## INTERIM CONDENSED CASH FLOW STATEMENT

FOR THE NINE MONTHS ENDED 31 MARCH 2012 (UN-AUDITED)

	Note	31 MARCH 2012	31 MARCH 2011
		(Rupees)	
<b>CASH FLOWS FROM/(USED IN) OPERATING ACTIVITIES</b>			
Cash generated from/ (used in) operations	11	81,450,829	23,659,772
Finance cost paid		(51,075,181)	(41,162,712)
Income tax paid		(12,194,210)	(7,328,033)
		(63,269,391)	(48,490,745)
<b>Net cash from/(used in) operating activities</b>		<b>18,181,438</b>	<b>(24,830,973)</b>
<b>CASH FLOWS FROM/(USED IN) INVESTING ACTIVITIES</b>			
Property, plant and equipment purchased		(206,599,923)	(98,442,583)
Proceeds from disposal of operating assets		101,685,000	-
Long term deposits - net		(23,786,339)	(24,282,819)
<b>Net cash used in investing activities</b>		<b>(128,701,262)</b>	<b>(122,725,402)</b>
<b>CASH FLOWS FROM/(USED IN) FINANCING ACTIVITIES</b>			
Long term financing-net		(58,583,333)	(21,321,380)
Loan from sponsors		31,517,074	71,165,000
Short term borrowings		39,959,291	(1,184,819)
Long term security deposits payables		(4,600,000)	1,700,000
Liabilities against assets subject to ijarah financing - net		131,728,052	35,636,976
<b>Net cash from/(used in) financing activities</b>		<b>140,021,084</b>	<b>85,995,777</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>		<b>29,501,260</b>	<b>(61,560,598)</b>
<b>Cash and cash equivalents at the beginning of the period</b>		<b>104,029,772</b>	<b>85,604,562</b>
<b>Cash and cash equivalents at the end of the period</b>		<b>133,531,032</b>	<b>24,043,964</b>

The annexed notes form an integral part of this interim condensed financial information.

ATIQUÉ AHMAD KHAN  
Chief Executive Officer

HAFIZ FAROOQ AHMAD  
Director





## SELECTED NOTES TO THE INTERIM CONDENSED FINANCIAL STATEMENTS

FOR THE NINE MONTHS ENDED 31 MARCH 2012 (UN-AUDITED)

### 1 THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan as a private limited company under the Companies Ordinance, 1984 on November 19, 2007 and converted into public limited company on February 12, 2008. The Company was listed on Karachi Stock exchange on January 05, 2010. The registered office of the company is situated at 82-N Model Town Extension, Lahore. The Company is engaged in the manufacturing, sale and trading of medical & industrial gases and chemicals.

### 2 BASIS OF PREPARATION

#### 2.1 *Statement of compliance*

The condensed interim financial information has been prepared in accordance with the International Accounting Standard (IAS) - 34 "Interim Financial Reporting" as applicable in Pakistan and notified by the Securities and Exchange Commission of Pakistan (SECP) and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Ordinance have been followed.

This condensed interim financial information do not include the information reported for annual financial statements and should be read in conjunction with the audited annual published financial statements for the year ended 30 June 2011.

#### 2.2 *Functional and presentation currency*

These financial statements are presented in Pak Rupees which is the functional and presentation currency for the Company.

#### 2.3 *Changes in standards, interpretations and amendments to published approved accounting standards and IFRS*

There are certain new standards, amendments and International Financial Reporting Interpretations Committee (IFRIC) interpretations that became effective during the period and are mandatory for accounting periods beginning on or after 01 July 2011 but are considered not to be relevant or have any significant effect on the Company's operations and are, therefore, not disclosed in this condensed interim financial information.

#### 2.4 *Standards, interpretations and amendments to published approved accounting standards and IFRS that are not yet effective.*

There are other amendments to the standards and new interpretations that are mandatory for accounting periods beginning on or after 01 July 2012 but are considered not to be relevant or do not have any significant effect on Company's operations and are, therefore, not detailed in this condensed interim financial information.

### 3 ACCOUNTING POLICIES AND COMPUTATION METHODS

The accounting policies and methods of computations adopted for the preparation of this interim condensed financial information are the same as applied in the preparation of the preceding audited annual published financial statements of the Company for the year ended 30 June 2011 except for the following:.

#### 3.1 *Operating segments*

Segment reporting is based on the operating (business) segments of the Company. An operating segment is a component of the Company that engages in business activities from which it may earn revenues and incur expenses, including revenues and expenses that relate to the transactions with any of the Company's other components. An operating segment's operating results are reviewed regularly by the chief executive officer to make decisions about resources to be allocated to the segment and assess its performance, and for which discrete financial information is available. The Company's format for segment reporting is based on its products and services.

Segment results that are reported to the chief executive officer include items directly attributable to a segment as well as those that can be allocated on a reasonable basis. Those income, expenses, assets, liabilities and other balances which can not be allocated to a particular segment on a reasonable basis are reported as unallocated.

Transaction among the business segments are recorded at cost. Inter segment sales and purchases are eliminated from the total.



#### 4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

The preparation of this interim condensed financial information in conformity with the approved accounting standards require the use of certain critical accounting estimates. It also requires the management to exercise its judgement in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances.

During preparation of this interim condensed financial information, the significant judgements made by the management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that applied in the preceding audited annual financial statements of the Company for the year ended 30 June 2011.

#### 5. ISSUED, SUBSCRIBED AND PAID UP SHARE CAPITAL

31 March 2012 (NUMBER OF SHARES)	30 June 2011 (NUMBER OF SHARES)	Un-audited 31 March 2012 Rupees	Audited 30 June 2011 Rupees
72,450,000	72,450,000	724,500,000	724,500,000
<u>72,450,000</u>	<u>72,450,000</u>	<u>724,500,000</u>	<u>724,500,000</u>

#### 6. LONG TERM FINANCING

Opening balance	335,500,000	379,321,380
Add: Addition/(Payments) during period / year	(58,583,333)	(43,821,380)
Closing balance	276,916,667	335,500,000
Less: Current portion shown under current liabilities	114,333,332	92,166,666
	<u>162,583,335</u>	<u>243,333,334</u>

#### 7. CONTINGENCIES AND COMMITMENTS

##### 7.1 Contingencies

There are no material changes in contingencies as disclosed in the note to the financial statements for the year ended 30 June, 2011 except for the following:

7.1.1 The Company has issued post dated cheques amounting to Rupees 6.78 million in favour of Collector Model Custom Collectorate Karachi against sales tax payment pertaining to import of certain parts of machinery.

##### 7.2 Commitments

Commitment in respect of letter of credit amounted to Rupees 47.4 million (June 2011: Rupees 30.48 million).

#### 8. PROPERTY, PLANT AND EQUIPMENT

##### Operating fixed assets

Opening book value		1,174,844,505	812,911,775
Additions during the period/year	8.1	48,190,074	399,721,019
Deletions during the period/year	8.2	(101,366,336)	(7,695,176)
		<u>1,121,668,243</u>	<u>1,204,937,618</u>
<b>Less:</b>			
Depreciation charged for the period/year		28,868,458	30,093,113
		<u>1,092,799,785</u>	<u>1,174,844,505</u>



### 8.1 Additions during the period/year

	Un-audited 31 March 2012 Rupees	Audited 30 June 2011 Rupees
Land - Freehold	-	4,493,484
Building on freehold land	-	49,424,317
Plant and machinery	46,364,797	344,770,352
Furniture and fixtures	972,118	726,161
Office equipments	468,685	32,274
Computers	247,074	274,431
Vehicles	137,400	
	48,190,074	399,721,019

### 8.2 Deletions during the period/year

Plant and machinery	100,304,581	7,225,460
Vehicles	1,061,755	469,716
	101,366,336	7,695,176

## 9 COST OF SALES

	(Un-Audited)			
	Nine Months Ended		Quarter ended	
	31 March 2012	31 March 2011	31 March 2012	31 March 2011
	(Rupees)		(Rupees)	
Stores and spare parts consumed	3,984,947	2,981,192	1,267,499	1,402,525
Fuel and power	158,986,927	127,161,984	59,281,065	39,504,984
Salaries, wages and other benefits	17,696,320	14,374,122	6,359,381	4,967,541
Communication	686,252	130,796	95,830	73,381
Repair and maintenance	4,148,127	4,333,003	1,096,233	949,489
Travelling and vehicle running	2,482,201	1,554,415	841,450	608,443
Insurance	1,719,022	1,593,382	614,482	550,333
Depreciation	27,516,067	17,117,416	8,867,345	5,824,737
Staff welfare	1,941,577	1,931,880	614,848	623,881
Transportation	1,082,633	318,405	662,700	79,808
Other factory overheads	5,178,867	3,381,179	1,660,820	1,043,402
Cost of goods manufactured	225,422,940	174,877,774	81,361,653	55,628,524
Finished goods:				
Opening stock	31,880,087	19,034,784	23,565,478	20,729,936
Purchases	88,659,186	37,264,743	46,899,058	19,745,991
Closing stock	(32,535,143)	(21,827,176)	(32,535,143)	(21,827,176)
	88,004,130	34,472,351	37,929,393	18,648,751
	313,427,070	209,350,125	119,291,046	74,277,275



## 10 EARNING PER SHARE - BASIC AND DILUTED

There is no dilutive effect on the basic earnings per share.

## 11 CASH GENERATED FROM/ (USED IN) OPERATIONS

### Profit before taxation

### Adjustments to reconcile profit to net cash provided by operating activities

Depreciation

Amortization of intangibles

Finance cost

Gain on disposal of asset

Working capital changes (Note 11.1)

(Un-Audited)	
Quarter ended	
31 March 2012	31 March 2011
Rupees	Rupees
43,165,198	68,474,756
33,964,450	21,147,577
210,000	-
55,722,654	48,177,661
(318,664)	-
(51,292,809)	(114,140,222)
<u>81,450,829</u>	<u>23,659,772</u>

### 11.1 Working capital changes

#### Cash flows generated from/(used in) working capital changes

(Increase) / decrease in current assets:

Stores, spare parts and loose tools

Stock in trade

Trade debts

Loans and advances

Trade deposits and prepayments

Balance with statutory authorities

Other receivables

Increase/(Decrease) in trade and other payables

(10,775,412)	(25,255,670)
(655,056)	(2,792,392)
(10,916,397)	(30,202,266)
(11,386,543)	(14,429,482)
(1,460,325)	(1,681,662)
1,158,999	(1,323,149)
33,015,405	(20,557,570)
(1,019,329)	(96,242,191)
(50,273,480)	(17,898,031)
<u>(51,292,809)</u>	<u>(114,140,222)</u>



## 12 SEGMENT INFORMATION

Segment results are as follows:

	Nine Months Ended					
	31 March 2012			31 March 2011		
	Industrial and Medical Gases	Other Segments	Total	Industrial and Medical Gases	Other Segments	Total
	Rupees					
Net Sales	379,213,283	94,280,383	473,493,666	280,550,770	25,126,727	305,677,497
Cost of Sales	(224,144,355)	(89,282,715)	(313,427,070)	(186,305,211)	(23,044,914)	(209,350,125)
GROSS PROFIT	155,068,929	4,997,668	160,066,597	94,245,559	2,081,813	96,327,372
Distributions Cost	(55,610,888)	(938,845)	(56,549,733)	(43,272,634)	(363,223)	(43,635,857)
Administrative Expenses	(42,681,719)	(540,275)	(43,221,994)	(33,658,202)	(426,053)	(34,084,255)
	(98,292,607)	(1,479,120)	(99,771,727)	(76,930,836)	(789,276)	(77,720,112)
Segment Profit	56,776,322	3,518,548	60,294,870	17,314,723	1,292,537	18,607,260
Unallocated corporate expenses						
Other Operating Expenses			(3,021,440)			(428,198)
Other Income			41,614,422			91,121,003
			98,887,852			109,300,065
Finance Cost			(55,722,654)			(40,825,309)
PROFIT BEFORE TAXATION			43,165,198			68,474,756
Taxation			(5,146,323)			(3,964,769)
PROFIT AFTER TAXATION			38,018,875			64,509,987

## 13 RELATED PARTY TRANSACTIONS

Transaction with related parties and associated undertakings are as follows:

Associated companies/ undertaking	Nature of Transaction	31 March 2012	31 March 2011
Ghani Southern Gases (Pvt) Ltd	Income against technical assistance fee	13,820,000	30,145,750
Provident fund trust	Contribution	3,714,242	3,312,468
Shadman Mall	Sales of Equipment	14,108,370	
Sponsor	Loan received / (repaid)	31,517,074	(71,165,000)

## 14 DATE OF AUTHORIZATION FOR ISSUE

This interim condensed financial information was approved by the Board of Directors of the Company and authorized for issue on 27 April 2012.

## 15 GENERAL

15.2 The figures have been rounded off to the nearest Rupee.

15.3 In order to comply with the requirements of International Accounting Standard 34 - 'Interim Financial Reporting', corresponding figures in the condensed interim balance sheet comprise of balances as per the annual audited financial statements of the Company for the year ended 30 June 2011 and the corresponding figures in the condensed interim profit and loss account, condensed interim statement of changes in equity, condensed interim statement of other comprehensive income and condensed interim cash flow statement comprise of balances of comparable period as per the condensed interim financial information of the Company for the Nine months ended 31 March 2011.

15.4 Corresponding figures have been rearranged or reclassified, wherever necessary, for the purpose of comparison.

ATIQUÉ AHMAD KHAN  
Chief Executive Officer

HAFIZ FAROOQ AHMAD  
Director