

# FINANCING GROWTH SINCE 1991

Annual Report 2009

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FINANCE LEASE

OPERATING LEASE

SYNDICATE ARRANGEMENTS

TERM LOAN

adding value to financial transactions

# **OUR VISION**

To become industry leader by offering unique business solutions to the customers, driven by a cohesive team of professionals.



# **OUR MISSION**



#### For our Customers

We will strive to add value for our customers through high quality business solutions and superior services.

## For our Shareholders

We will maximize our shareholders' value by optimum utilization of resources.

# **For our Employees**

We will provide our employees opportunities for selfdevelopment in a highly challenging performanceoriented work environment.

## For our society

We will maintain high ethical standards and act as responsible corporate citizen.

# OUR CORPORATE INFO



MR. MUHAMMAD RASHID ZAHIR

Chairman

#### **BOARD OF DIRECTORS**

Mr. Muhammad Rashid Zahir Chairman

Promoting a Culture of

Corporate Governance

Senator (R) Ihsanul Haq Piracha Vice Chairman

Mr. Farrukh Shauket Ansari Chief Executive Officer

Mr. Aasim Azim Siddiqui Director

Mr. Haroon Ihsan Director

Mr. Faridullah Khan Director

Mr. Muhammad Tariq Masud Director

#### **AUDIT COMMITTEE**

Mr. Muhammad Rashid Zahir Chairman

Senator (R) Ihsanul Haq Piracha Vice Chairman

Mr. Aasim Azim Siddiqui Director

#### **CREDIT COMMITTEE**

Senator (R) Ihsanul Haq Piracha Chairman

Mr. Aasim Azim Siddiqui Director

Mr. Faridullah Khan Director

#### **HUMAN RESOURCE COMMITTEE**

Mr. Aasim Azim Siddiqui Chairman

Mr. Haroon Ihsan Director

Mr. Muhammad Tariq Masud Director

# COMPANY SECRETARY & CHIEF FINANCIAL OFFICER

Mr. Mazhar Abbas Zaidi

#### **HEAD OF INTERNAL AUDIT**

Mr. Imran Masood

#### **AUDITORS**

M/s. M. Yousuf Adil Saleem & Co. Chartered Accountants

#### **LEGAL ADVISOR**

Mandviwalla & 7afar

#### **TAX CONSULTANTS**

Anjum Asim Shahid Rahman Chartered Accountants

#### **CREDIT RATING AGENCY**

JCR-VIS Credit Rating Company (Pvt.) Limited

#### **CREDIT RATING**

Long-term- (BBB-) Short-term-(A-3)



SENATOR (R) IHSANUL HAQ PIRACHA Vice Chairman



MR. FARRUKH SHAUKET ANSARI **Chief Executive Officer** 



MR. AASIM AZIM SIDDIQUI Director



MR. HAROON IHSAN Director



MR. FARIDULLAH KHAN Director



MR. MUHAMMAD TARIO MASUD Director

#### **BANK & LENDING INSTITUTIONS**

National Bank of Pakistan United Bank Limited MCB Bank Limited Allied Bank Limited Askari Bank Limited. The Royal Bank of Scotland (Formerly ABN AMRO Bank (Pakistan) Limited ) Standard Chartered Bank (Pakistan) Limited HSBC Bank Middle East Limited Silkbank Limited (Formerly Saudi Pak Commercial Bank Limited )

#### **REGISTERED OFFICE**

6th Floor, Lakson Square, Building # 1, Sarwar Shaheed Road, Saddar, Karachi. Tel: (021) 5655181-85, 5655215-19 Fax: (021) 5210607-9

#### **BRANCHES**

#### Lahore

Pakistan Engineering Congress (PEC) Building First Floor, 97/A-D/1, Liberty Market, Gulberg-III, Lahore.

Tel: (042) 5762644-47, 5762634

Fax: (042) 5672633

#### Islamabad

10th Floor, High-Rise Block, Saudi Pak Tower 61-A, Jinnah Avenue, Blue Area, Islamabad. Tel: (051) 2800206-07

Fax: (051) 2800205

#### **Faisalabad**

Allama Igbal Road (Kotwali Road), Faisalabad. Tel: (041)-2412082

#### Sialkot

2nd Floor, Sanori Building 27, Paris Road, Sialkot. Tel: (052)-4296364, 3005335

Fax: (052)-4296365

Universal Access Number: 111-888-999

Karachi, Lahore & Islamabad

Website: www.saudipakleasing.com

#### **REGISTRAR AND SHARE** TRANSFER OFFICE

THK Associates (Pvt.) Ltd. Ground Floor, State Life Building No.3, Dr. Ziauddin Ahmed Road, Karachi 75530.

Tel: (021) 111-000-322 Fax: (021) 5655595



## NOTICE OF ANNUAL GENERAL MEETING

Notice is hereby given that the 19th Annual General Meeting of the members of Saudi Pak Leasing Company Limited ("the Company") will be held at Saudi Pak Tower 61-A, Jinnah Avenue, Blue Area, Islamabad, on Friday, October 30, 2009 at 10:00 hours to transact the following business:

#### **ORDINARY BUSINESS:**

- 1. To confirm the minutes of the 18th Annual General Meeting of the Company held on October 30, 2008.
- 2. To receive, consider and adopt the audited accounts of the Company for the year ended June 30, 2009 together with the Directors' and Auditors' Report thereon.
- 3. To appoint Auditors for the year 2009-2010 and to fix their remuneration. The Board of Directors has recommended appointment of M/s M. Yousuf Adil Saleem & Co, Chartered Accountants as auditors for the year 2009-2010.
- 4. To consider any other business with the permission of the Chair.

By Order of the Board

Mazhar Abbas Zaidi

Company Secretary

#### **NOTES:**

Karachi: October 10, 2009

- 1. The Register of members of the Company will remain closed from October 22, 2009 to October 30, 2009 (both days inclusive).
- 2. A member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and vote for him/
- 3. A proxy must be a member of the Company.
- 4. An instrument of proxy and the power of attorney or other authority (if any) under which it is signed, or notarially certified copy of such power of attorney, in order to be valid must be deposited at the registered office of the Company not less than 48 hours before the time of the meeting.
- 5. Members are advised to lodge shares for transfer at the office of our Registrar, THK Associates (Pvt) Ltd., Ground Floor, State Life Building No.3, Dr. Ziauddin Ahmed Road, Karachi.
- 6. CDC account holders will further have to follow the under mentioned guidelines as laid down in Circular No. 1 dated January 26, 2000 issued by the Securities and Exchange Commission of Pakistan:
  - i) In case of individuals, the account holder or sub-account holder, shall authenticate his/her identity by showing his/her original Computerized National Identity Card (CNIC) or original passport at the time of attending the meeting. The shareholders registered on CDS are also requested to bring their participants I.D. numbers and account numbers in CDS.
  - ii) In case of a corporate entity, the Board of Directors' resolution/power of attorney with specimen signature of the nominee shall be produced (unless it has been provided earlier) at the time of meeting.

## **OUR BUSINESS**

#### Corporate Finance:

Our strategic focus is to sustain and enhance our niche in providing financial solutions to the ever-expanding corporate world. Encompassing a substantial portfolio of commercial assets like industrial equipment, power machinery, vehicles, etc., our marketing efforts are geared towards local blue chips and export-oriented enterprises. While fulfilling our commitment to provide innovative financial solutions, we also extend lease financing to small and medium sector enterprises with the added advantage of superior services.

In order to cater to the needs of our clients to the fullest, we have also introduced operating lease of Generators and Reverse Osmosis plants.





Structuring Financial Transactions to meet Customer Needs

#### Consumer Finance:

Recognizing the scope of consumer segment of the market, we have ventured into financing of consumer products at competitive rates with easy accessibility. We have collaborations with leading manufacturers of this segment aimed at enhancement of lifestyles while delivering luxury at doorsteps.





## CHAIRMAN'S REVIEW

I am pleased to present the 19<sup>th</sup> Annual Report along with the audited Financial Statements of Saudi Pak Leasing Company Limited for the year ended June 30, 2009.

#### **Economic Overview**

The effects of global crisis continue to reverberate through our economy. The global financial meltdown impacted adversely Gross Domestic Product (GDP), exports and foreign direct investment. The situation was further exacerbated by credit crunch, drying up of liquidity and the damaging outfall of war on terror. The acute energy shortage hampered the industrial activity.

During Financial Year 2009, Pakistan's economy grew by 2 per cent, the lowest growth in the last 7 years. The slow down in the economy was due to massive contraction in the industrial sector which declined by 7.7 per cent as compared to growth of 4 per cent in the last year. The services sector grew by 3.6 per cent compared to 6.6 per cent last year on account of decline in the performance of Finance and Insurance sector which had posted a healthy growth of 12.9 per cent last year. The Agriculture sector emerged as the main driver of economic growth as it grew by 4.7 per cent compared to 1.1 per cent in the previous year.

The IMF Stand By Arrangement program has provided much needed relief to the economy. Foreign exchange reserves have increased to USD 11.5 billion by June 30, 2009 which had touched a low of USD 7 billion in November 2008. The workers' remittances touched an all time high of USD 7.811 billion up from USD 6.451 billion contributing in shrinking the current account deficit to USD 8.5 billion, lower by 23 per cent compared to the previous year. Trade deficit also narrowed down to USD 14 billion against USD 16.8 billion on account of lower imports.

The Exchange rate lost significant value against US Dollar depreciating by 21 per cent after remaining stable for more than four years. Per capita income showed a nominal increase rising to USD 1,046 from USD 1,042 in Financial Year 2008 on the back of increased workers' remittances and growth in agriculture sector.

The inflationary pressure is receding. The inflation (CPI) peaking at 25.5 per cent in August 2008 has eased down to 14 per cent by June 30, 2009. Due to reduced inflationary pressure State Bank of Pakistan (SBP) has reduced the discount rate to 14 per cent.

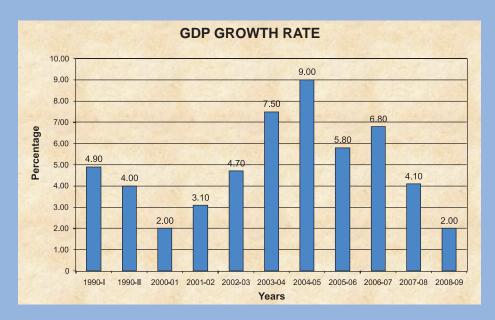
#### Capital market

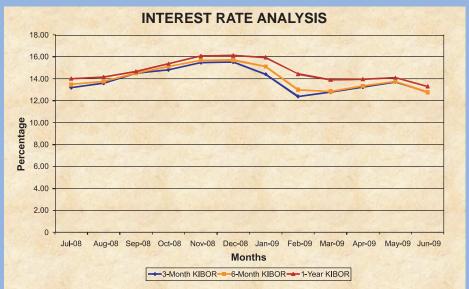
The Stock market went through a roller coaster ride during the last year. The benchmark KSE-100 index touched a low of 4,815 points on January 26, 2009 declining by 61 per cent compared to 12,289 points on July 1, 2008. The index recovered to 7,162 points by June 30, 2009. The stock market performance was marred by unprecedented imposition of price floor between August to December, 2008 and fallout from weakened economy and high inflation. The market is recovering gradually on the back of political calm and renewed interest from foreign investors.

#### Leasing Industry

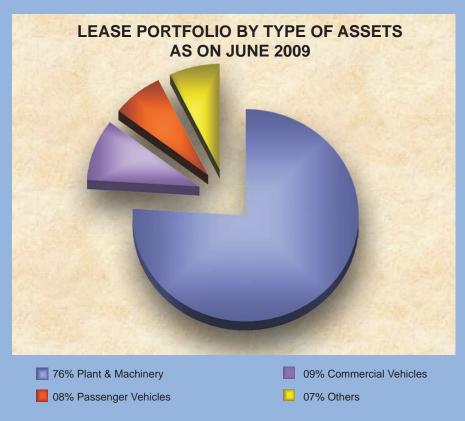
During the rapid economic growth period leasing sector played a vital role in nurturing the various small and medium sectors including transport, fuel and energy, textile, automobiles, construction, healthcare and agriculture and helped in generating employment opportunities in the country. It is now a matter of grave concern that the leasing sector is passing through a severe liquidity crunch induced by stoppage of financing by the Commercial Banks and Development Finance Institutions and lack of financial support from Government and SBP. It is time that both the regulators, SECP and SBP, take immediate and supportive measures before the NBFC sector is irreparably damaged which will in turn dent the development of SME sector which has been playing a key role in the development of the economy.

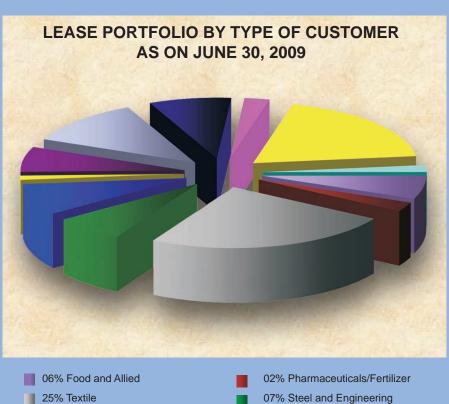
As part of consolidation in the industry we expect a spate of mergers and acquisitions. The prevailing circumstances











01% Leather & Allied

03% Consumer & SME

02% Cement

12% Transport & Communication

08% Construction

08% Services

07% Energy oils & Gas

19% Miscellaneous

may compel some of the leasing companies to consider the option of merger to meet the regulatory requirements regarding capital adequacy.

#### **Financial Performance**

Due to freezing of credit lines and non availability of long term funding the lease and loan disbursements during Financial Year 2009 decreased to Rs.851 million as against Rs.3,249 million during Financial Year 2008. As a result total gross revenue declined to Rs.677 million from Rs.871 million in the same period in the previous. Revenue from leasing operations decreased to Rs.499 million from Rs.555 million. The other operating income decreased to Rs.177 million from Rs.317 million. The major impact came from capital market operations whose contribution decreased significantly to Rs.13 million from Rs.87 million in the last year. The financial charges for the year jumped to Rs.776 million as compared to Rs.571 million in the previous year as the banking institutions charged exorbitant rates due to tight liquidity and difficult money market conditions. The operating expenses increased nominally to Rs.112 million from Rs.105 million in the last year. Direct cost of operating leases increased to Rs.44 million as compared to Rs.30 million in the previous year, mainly due to impact of higher depreciation costs.

Low disbursements, higher financial cost and adverse stock market conditions during the year under review resulted in operating loss of Rs.258 million as against operating profit of Rs.160 million earned during the last year. The provisions and fair value charges increased to Rs.270 million up from Rs.69 million in the last year. Major component of this was 50 per cent of the total deficit on investment in listed securities and mutual fund amounting to Rs.169 million which has been recognized in the profit and loss account in accordance with the S.R.O 150(I)/2009 dated February 13, 2009. The net loss after provisions and tax amounted to Rs.458 million as compared to net profit of Rs.67 million earned during the last year.

#### **Future Outlook**

Political stability and improvement in law and order situation will allow the economic managers to focus their attention to economic management and improvement in the operating environment.

The earning and growth of NBFC sector has been negatively impacted by the economic turmoil in the country during Financial Year 2009. We see improvement in macro economic factors such as inflation, interest rate, balance of payments and stability in exchange rate which will help in arresting the economic decline. There is an urgent need to tackle energy shortage problem, which is the main impediment to survival and growth of small and medium industrial enterprises.

The macro economic conditions will apparently continue to hurt the growth and profitability of the leasing sector. The Government needs to come up with a support package for NBFC sector to allow them to weather the economic turmoil they are going through.

#### And last, but not the Least

On behalf of the Board of Directors, I avail the opportunity to acknowledge with thanks the guidance of the regulatory authorities and the patronage of customers, COI and TFC holders, banks and lending institutions. I would also like to place on record the dedicated efforts and hard work of the management and the employees.

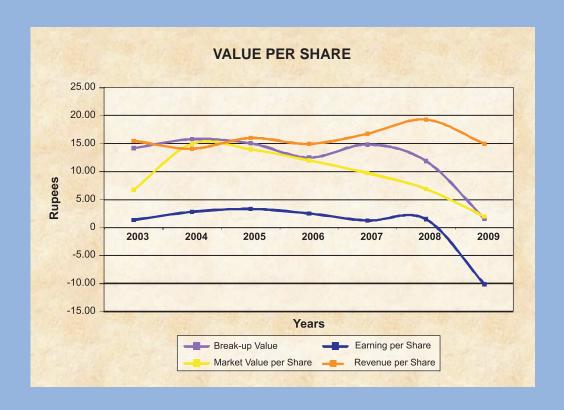
**Muhammad Rashid Zahir** 

Chairman

October 6, 2009

# **KEY PERFORMANCE INDICATORS**



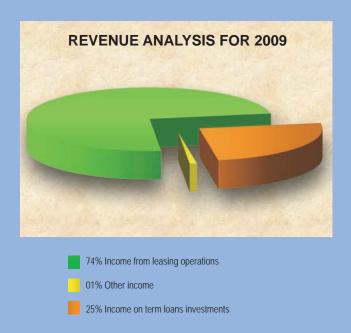


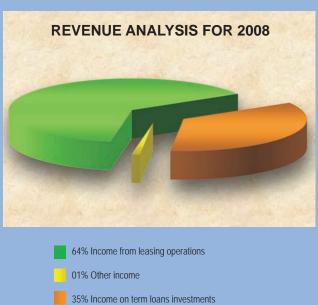
Ratio	2009	2008	2007	2006	2005	2004	2003	2002	2001
Break up Value (Rs.)	1.60	11.89	14.84	12.51	15.07	15.80	14.21	13.30	16.36
Current Ratio (X)	1.15	0.92	1.01	1.04	0.98	1.10	1.40	2.09	1.48
Debt Leverage	7.94	10.39	7.62	8.46	9.74	8.34	6.84	7.64	6.48
Dividend per Share (Rs.)	-	-	1.50*	1.50	2.00	2.50	0.75	-	1.25
Dividend Yield (%)	-	-	15.38	12.50	14.29	16.67	11.11	-	19.10
Earning / (Loss) per Share (Rs.)	(10.14)	1.49	1.26	2.52	3.33	2.82	1.37	0.62	1.56
Financial Charges / Total Expenses (%)	82.90	80.37	81.38	81.25	72.07	69.65	81.30	87.69	86.46
Market Value per Share (Rs.)	1.99	6.90	9.75	12.00	14.00	15.00	6.75	6.10	6.55
Net Profit / (Loss) Margin (%)	(67.63)	7.74	7.51	14.45	25.18	20.01	8.85	3.51	8.92
Operating Profit / (Loss) Margin (%)	(38.19)	18.39	11.11	21.47	26.12	33.04	17.49	4.51	7.49
Price Earning Ratio (X)	(0.20)	4.62	7.74	4.75	4.20	5.32	4.92	9.80	4.19
Return on Assets (%)	(7.76)	0.91	0.83	1.54	2.13	1.66	1.07	0.49	1.16
Revenue per Share (Rs.)	15.00	19.29	16.78	14.96	16.01	14.10	15.50	17.75	17.52
Times Interest Earned (X)	0.67	1.28	1.15	1.34	1.49	1.71	1.26	1.05	1.09
Total Assets / Net Worth (X)	14.56	13.82	10.24	11.19	12.54	10.78	9.04	9.59	8.23
Total Financing / Net Worth (X)	10.00	7.14	7.30	8.13	9.31	7.95	6.39	7.13	5.63

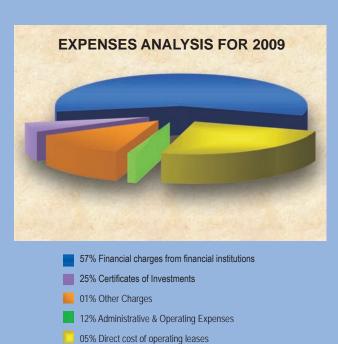
<sup>\*</sup> includes Bonus Shares

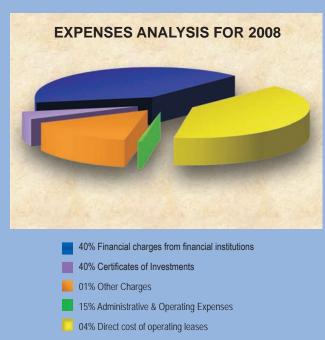
Net worth includes Sub-ordinated debt of Rs. 333 million

# FINANCIAL HIGHLIGHTS









(Rupees in millions)

	2009	2008	2007	2006	2005	2004	2003	2002	2001
Operational results									
Total disbursement	851	3,249	2,486	2,258	1,874	1,592	1,012	614	1,052
Revenues	677	871	722	643	405	310	355	392	358
(Loss) / Profit before tax	(527)	84	71	103	54	68	66	17	39
(Loss) / Profit after tax	(458)	67	54	93	102	62	30	14	34
Financial charges	776	571	522	411	216	145	229	327	306
Provision for bed debts	101	69	18	32	43	33	5	2	(11)
Impairment loss on shares investment	169	-	-	-	-	-	-	-	-
Cash dividend	-	-	13.01	64.52	25.30	22.00	16.50	-	27.50
Balance sheet									
Gross lease receivables	4,868	5,937	5,084	4,844	3,866	2,916	2,276	2,123	2,589
Net investment in leases	3,801	4,873	4,248	4,073	3,319	2,533	1,919	1,775	2,112
Net worth	*405	537	638	537	381	326	313	293	360
Reserves	148	151	136	125	106	86	73	83	139
Fixed assets owned & operating	261	256	209	84	100	42	39	46	54
Total assets	5,903	7,424	6,538	6,020	4,780	3,746	2,824	2,807	2,981
Long term liabilities	2,316	2,441	2,028	1,855	1,483	1,419	1,328	1,658	1,493
Long term investments	92	129	120	381	143	21	-	48	61

<sup>\*</sup> Net worth includes Sub-ordinated debt of Rs. 333 million

# DIRECTORS' REPORT TO THE SHAREHOLDERS

The Directors of Saudi Pak Leasing Company Limited (the Company) are pleased to present on behalf of the Board of Directors the 19th Annual Report and Audited Financial Statements of the Company for the year ended June 30, 2009.



Financial Results	Rupees
Loss before taxation	(527,196,677)
Less: Taxation-Current -Deferred	3,092,869 (72,230,324)
Loss after taxation	(458,059,222)
Un-appropriated profit brought forward Transfer from contingency reserve to unappropriated profit Transfer from surplus on revaluation of properties to accumulated losses	71,343,624 2,600,000 1,401,073
Accumulated loss carried forward	(382,714,525)
Loss per share	(10.14)

The negative performance of the Company during the year under review is attributable to impact of deepening international recessionary trends, lack luster performance of the economy, liquidity crunch, higher cost of funds, worsening law and order situation. The investment in stock market is not yielding desired returns while on the other hand the diminution in the value of these investments is affecting the net operating results.

#### Dividend

In view of the loss during the year, the Board has not recommend any dividend for the year ended June 30, 2009.

#### **Board of Directors**

No casual vacancy arose during the year.

#### **Corporate Governance**

The Board of Directors of the Company is responsible to the shareholders for the management of the Company. It acknowledges the responsibility for the system of sound internal controls and is committed to uphold the highest standards of Corporate Governance. Your Company has also implemented provisions of the Code of Corporate Governance. Review report on compliance with best practices of the Code of Corporate Governance by statutory auditors is annexed with the report.

#### **Statement of Corporate Governance**

The Directors are pleased to state that:

- a) The financial statements, prepared by the management of the Company present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- b) Proper books of account of the Company have been maintained.
- c) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgement.
- d) Approved Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departure therefrom has been adequately disclosed.

- e) The system of internal control is sound in design and has been effectively implemented and monitored. The ultimate responsibility of the effectiveness of internal control system and its monitoring lies with the Board. An Audit Committee has been formed for the purpose that meets periodically and independently throughout the year with the management and also the internal and external auditors to discuss the effectiveness of internal control system and other financial reporting matters. In addition, there are financial forecasts and budgetary control procedures in place, which are reviewed and monitored throughout the year to indicate and evaluate the variances from the budget.
- f) There are no significant doubts upon the Company's ability to continue as a going concern.
- g) There has been no material departure from the best practices of Corporate Governance, as detailed in the listing regulations.
- h) During the year six (6) board meetings were held. These meetings were attended by the Directors as under:

Name of Divastors	Designation	Number of Meetings			
Name of Directors	Designation	Held during the year	Attended		
Mr. Muhammad Rashid Zahir	Chairman	6	6		
Senator (R) Ihsanul Haq Piracha	Vice Chairman	6	6		
Mr. Farrukh Shauket Ansari	Chief Executive	6	6		
Mr. Aasim Azim Siddiqui	Director	6	2*		
Mr. Haroon Ihsan	Director	6	6		
Mr. Faridullah Khan	Director	6	6		
Mr. Muhammad Tariq Masud	Director	6	6		

<sup>\*</sup> Leaves of absence were granted to Mr. Aasim Azim Siddiqui who could not attend the Board Meetings.

- i) The key information as to operating and financial data of the Company is available in the annual report. The categories and pattern of shareholding as required by the Companies Ordinance, 1984 are also included in the annual report.
- j) No executive owns or has acquired any shares in the Company during the year and no trading was carried out in the shares of the Company during the year by the Directors, Chief Executive Officer, Chief Financial Officer, Company Secretary, Chief Internal Auditor or their spouses and minor children.
- k) The value of investments in provident and gratuity funds is Rs.5.761 million (2008: Rs. 8.047 million) and Rs.9.279 million (2008: Rs.3.581 million) respectively as per the audited accounts for provident fund and gratuity fund for the year ended June 30, 2009.

#### **Impairment Loss against Investment Securities**

The investment in the listed equity securities and mutual funds held as available for sale are valued at prices quoted on the stock exchanges and relevant net asset value as at June 30, 2009. The 50 percent of the total deficit on such investments i.e. Rs. 168,877,727 has been recognized in the profit and loss account and remaining amount has been reflected as unrealized loss on available for sale investments in accordance with

the S.R.O 150(I)/2009 dated February 13, 2009. Had the entire amount of decline in value been recognized in the profit and loss account, the loss for the year ended June 30, 2009 and loss per share would have been increased by Rs 167,846,298 and Rs 3.72 respectively.

#### **Housing Finance License**

The Company has surrendered the Housing Finance License as the scope of housing finance activities has been limited to residential purposes only. Further, the leasing license under the revised regulation allows development of commercial properties for which purpose the license had been originally obtained. Accordingly on the request of the Company the Securities and Exchange Commission of Pakistan (SECP) has cancelled the license of the Company for carrying on the business of Housing Finance Services with effect from January 23, 2009.

#### **Audit Committee**

The Audit Committee comprises of three non-executive directors namely Mr. Muhammad Rashid Zahir, Senator (R) Ihsanul Haq Piracha and Mr. Aasim Azim Siddique.

#### **Credit Rating**

Based on the results for the year ended June 30, 2008 the entity rating of BBB- for long term and A-3 (A minus 3) for short term assigned by JCR-VIS, a credit rating company, has been maintained.

#### **Auditors**

The present auditors, M/s. M. Yousuf Adil Saleem & Co (MYASCO) retired and being eligible, offer themselves for re-appointment for the year 2009-2010. On the suggestion of the Audit Committee, the Board recommends the appointment of M/s. M. Yousuf Adil Saleem & Co (MYASCO), Chartered Accountants as statutory auditors for the year 2009-2010.

#### Pattern of Shareholding

The pattern of shareholding as on June 30, 2009 is annexed with this report.

## **Financial Highlights**

Key financial highlights are summarized and annexed to these financial statements.

For and on behalf of the Board.

Tou Sar.

Farrukh S. Ansari

Chief Executive Officer

Muhammad Rashid Zahir
Chairman

Karachi:

October 06, 2009

## STATEMENT OF ETHICS AND BUSINESS PRACTICES

The Code of Ethics of Saudi Pak Leasing Company Limited imbibes the guiding principles of our operations and conduct of our business with our shareholders, customers, vendors, affiliated companies and other stakeholders. These principles are required to be upheld at all times by all the officers and employees of the Company. The salient features of our commitments are as follows:

#### **Our Shareholders**

We strive to achieve optimum value for our shareholders on their investment in the Company through pursuance of prudent and sound risk management policies.

#### **Our Customers**

- We are a customer-friendly Company and seek to serve the needs of our customers with high standards of professional expertise and efficiency.
- In dealings with our customers, we strictly adhere to the legal, statutory and regulatory requirements.
- Transparency in business dealings is the cornerstone of our corporate policy.

#### **Our Staff**

- We expect the highest standards of integrity, diligence and responsibility from our staff.
- We expect our staff to be essentially "team players" and be able to contribute towards achievement of the goals set by the Company.
- We require of our staff utmost confidentiality of information and data obtained during the course of business with our customers.

#### **Compliance with Laws & Regulations**

- Our business policies and plans are formulated in strict compliance with the laws prevailing in the country.
- The Company attaches high degree of sanctity to proper maintenance of records relating to financial transactions as required under the laws.

#### **Credit Operations**

- Our credit operations are conducted under well-defined policies and procedures which are carefully reviewed, from time to time, to meet the emerging business environment.
- Our credit operations are transparent and the business decisions conform to high standards of financial prudence.
- We maintain adequate provisions against our receivables and investments as required under the Prudential Regulations.

#### **Social Responsibility**

- We recognize our responsibility in terms of the contribution we make towards the well-being of the society.
- We do not make donations to or extend any financing to or accept financial exposure towards any political organization.

#### **Maintaining Confidentiality**

- We attach utmost importance to ensure the confidentiality of business data concerning the Company, its customers and other business relationships.
- We do not disclose information relating to our customers or employees to third parties except with their consent or unless there is a legal or regulatory obligation to do so.

#### **Financial Statements and other Records**

- We have installed adequate control procedures and systems to ensure that all the books, records, accounts and financial statements are maintained appropriately and capture the spirit of the Company's transactions and conform to the legal requirements. The Company will not retain unrecorded or "off-the-books" funds or assets or liabilities in contravention of applicable laws and regulations.
- We believe in disclosure of all material financial information relating to the operations of the Company as required under the laws.

# STATEMENT OF COMPLIANCE WITH CODE OF CORPORATE GOVERNANCE

This statement of compliance is being presented to comply with the Code of Corporate Governance contained in listing regulations of the Karachi, Lahore and Islamabad Stock Exchanges for the purpose of establishing a frame work 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 Code in the following manner:

- 1. The Company encourages representation of independent non-executive directors and directors representing minority interests on its Board of Directors. At present the Board includes six non-executive directors and no directors representing minority shareholders.
- 2. The directors have confirmed that none of them is serving as a director in more than ten listed companies, including this Company.
- 3. All the directors of the Company are registered as tax payers and none of them has defaulted in payment of any loan to a banking company, a DFI or an NBFC or, being a member of stock exchange, has been declared as a defaulter by that stock exchange
- 4. No casual vacancy in the Board of Directors has occurred during the year.
- 5. The Company has prepared a 'Statement of Ethics and Business Practice's which has been signed by all the directors and employees of the Company.
- 6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of the particulars of 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 Chief Executive Officer (CEO) have been taken by the Board. As on June 30, 2009, there is no other executive director of the company besides the CEO.
- 8. The meetings of the Board were presided over by the Chairman and the Board met at least once in every quarter. Written notices of the Board meetings, along with the agenda and working papers, were circulated in time before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The related party transaction have been placed before the audit committee and approved by the Board of Directors with necessary justification for non arm's length transactions and pricing methods for transactions that were made on terms equivalent to those that prevail in the arm's length transactions only if such terms can be substantiated.
- 10. The Directors have given declaration that they are aware of their duties, powers and responsibilities. The directors have confirmed that they have kept themselves abreast with the latest developments in the Code of Corporate Governance with respect to their responsibilities.
- 11. The Board has approved appointment, remuneration and terms and conditions of the employment of Chief Financial Officer and Company Secretary and Head of Internal Audit, as determined by CEO.

- 12. The director's report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
- 13. The financial statements of the Company were duly endorsed by Chief Executive Officer and Chief Financial Officer before the approval of the Board.
- 14. The Directors, Chief Executive Officer and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of the shareholdings.
- 15. The company has complied with all the corporate and financial reporting requirements of the Code.
- 16. The Board has formed an audit committee comprising of three non-executives directors including the Chairman of the committee.
- 17. The meeting of the audit committee were held at least once every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the committee have been formed and advised to the committee for compliance in the form of Audit Committee Charter.
- 18. The Board has set-up an effective internal audit function with employees who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company and they are involved in the internal audit function on a full time basis. The Internal Audit Department reports to the Audit Committee.
- 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 his partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
- 20. The statutory auditors or the person associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regards.
- 21. The quarterly un-audited financial statements of the Company were circulated along with the review of the Directors. Half yearly financial statements were subject to the limited review by the statutory auditors. Financial Statements for the year ended June 30, 2009 have been audited and will be circulated in accordance with clause (xxii) of the Code.
- 22. All material information as described in clause (xxiii) of the Code is disseminated to the stock exchanges and Securities and Exchange Commission of Pakistan in a timely fashion.
- 23. We confirm that all other material principles contained in the Code have been complied with.

On behalf of the Board

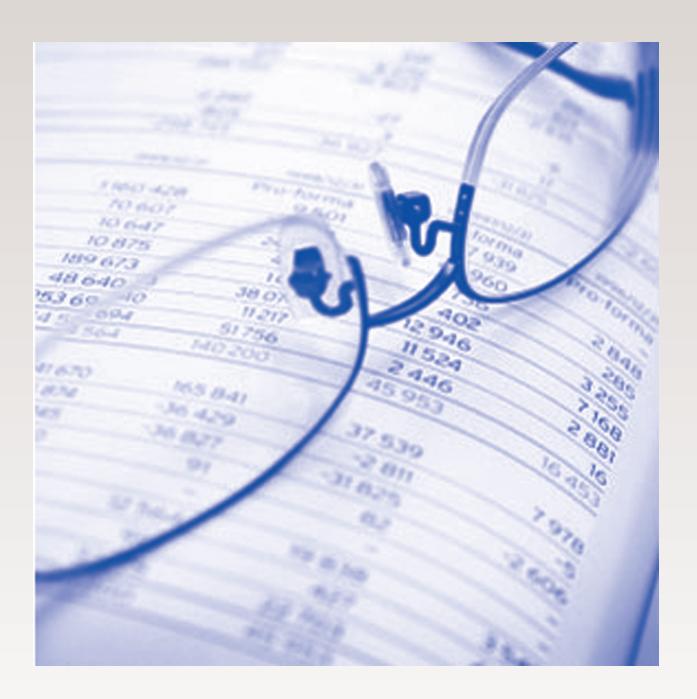
Farrukh S. Ansari

Chief Executive Officer

Muhammad Rashid Zahir

Chairman

Dated: October 6, 2009



# Deloitte.

M. Yousuf Adil Saleem & Co Chartered Accountants Cavish Court, A-35, Block 7 & 8 KCHSU, Sharea Faisal, Karachi-75350 Pakistan

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

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of the Saudi Pak Leasing Company Limited (the Company) to comply with the respective Listing Regulations of the Karachi, Lahore and Islamabad where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance 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 of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the personnel of the Company 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's 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.

Further, Sub- Regulation (xiii) of Listing Regulations 35 notified by the Karachi Stock Exchange (Guarantee) Limited vide circular KSE/N-269 dated January 19, 2009 requires the company to place before the board of directors for their consideration and approval 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 while recording proper justification for using such alternate pricing mechanism. Further, all such transactions are also required to be separately placed before the audit committee. We are only required and have ensured compliance of requirement to the extent of approval of related party transactions by the board of directors and placement of such transactions before the audit committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

Based on our review, nothing has come to our attention, which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance.

M. Yansy Day Leen - L. Chartered Accountants

Karachi

Date: 0 6 OCT 2009

Member of Deloitte Touche Tohmatsu

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#### **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed balance sheet of Saudi Pak Leasing Company Limited (the Company) as at June 30, 2009 and the related profit and loss account, cash flow statement and statement of changes in equity together with the notes forming part thereof (here-in-after referred to as the financial statements), 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 financial statements in conformity with the requirements of 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 financial statements are free of any material misstatement. An audit includes examining on a test basis, evidence supporting the amounts and disclosure in the financial statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the financial 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;

Member of **Deloitte Touche Tohmatsu** 

# Deloitte.

M. Yousuf Adil Saleem & Co Chartered Accountants

- 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, 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 Company's affairs as at June 30, 2009 and of the loss, its cash flows and changes in equity for the year then ended; and
- d) in our opinion, Zakat deductible at source under the Zakat and Ushr Ordinance, 1980(XVIII of 1980), was deducted by the Company and deposited in the Central Zakat Fund establish under Section 7 of that Ordinance.

The financial statements for the year ended June 30, 2008 were audited by another firm of Chartered Accountants who had expressed an unqualified opinion in their audit report dated September 30, 2008. However, the audit report was modified to highlight the shortfall in equity as against the minimum equity requirements prescribed under Non-banking Finance Companies and Notified Entities Regulations, 2007 and steps taken up by management to address the shortfall. During the year, the Non-banking Finance Companies and Notified Entities Regulations, 2007 have been replaced by Non-banking Finance Companies and Notified Entities Regulations, 2008 (the Regulations). Further, subsequent to year ended June 30, 2009, Securities and Exchange Commission of Pakistan through its notification S.R.O 764 (I) 2009 dated September 2, 2009 amended the schedule of the Regulations for minimum equity requirements for leasing companies. According to amended schedule, leasing companies are now required to meet the minimum equity requirements of Rs. 350 million by June 30, 2011 instead of June 30, 2009 (Refer Note 24).

M. Yansy Adir Sulem - L. Chartered Accountants

**Engagement Partner:** 

Nadeem Yousuf Adil

0 6 OCT 2009

Date.

Place: Karachi

Member of

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# BALANCE SHEET AS AT JUNE 30, 2009

,	Note	2009	Restated 2008
ASSETS		Rupees	Rupees
Current assets Cash and bank balances Short-term loans Short-term investments (a) Advances Accrued mark-up Trade deposits and short term prepayments Advance tax - net of provision Other receivables Current maturity of non- current assets  Non-current assets classified as held for sale  Total current assets	3 4 5 6 7 8 9	14,124,771 863,647,100 260,012,655 83,964,244 79,820,479 1,013,414 1,201,135 107,664,629 2,134,558,945 3,546,007,372 123,288,550 3,669,295,922	49,704,341 1,098,672,015 434,137,004 206,529,784 57,792,029 3,381,202 489,419 67,302,796 2,063,079,138 3,981,087,728 115,488,550 4,096,576,278
Non-current assets Long term loans Net investment in leases Long term investments Property, plant and equipment Total non-current assets	11 12 13 14	76,796,621 1,880,875,577 15,169,918 260,795,453 2,233,637,569	110,360,971 2,941,966,308 19,137,345 256,383,010 3,327,847,634
Total assets LIABILITIES		5,902,933,491	7,424,423,912
Current liabilities Borrowings from financial institutions Certificates of investment Accrued mark-up Accrued and other payables Current maturity of non-current liabilities  Total current liabilities	15 16 17 18 19	1,166,990,577 850,470,000 109,120,803 79,498,462 975,750,513 3,181,830,355	1,245,000,000 940,108,000 128,803,034 103,497,302 2,028,993,025 4,446,401,361
Non-current liabilities Certificates of investment Long term finances Sub-ordinated debt Deposits against leases Deferred tax Total non-current liabilities Total liabilities	16 20 21 22 23	98,324,000 1,340,704,879 333,208,499 876,652,626 - 2,648,890,004	199,469,000 1,110,722,870 - 1,070,375,836 60,411,017 2,440,978,723
NET ASSETS		<u>5,830,720,359</u> 72,213,132	<u>6,887,380,084</u> 537,043,828
FINANCED BY			
Authorized capital 100,000,000 (2008: 100,000,000) ordinary shares of Rs. 10 each		1,000,000,000	1,000,000,000
Issued, subscribed and paid-up share capital Capital Reserves Accumulated (loss) / unappropriated profit	24	451,605,000 148,257,389 (382,714,525)	451,605,000 150,857,389 71,343,624
Deficit on revaluation of asset - net (a)	25	217,147,864 (144,934,732)	673,806,013 (136,762,185)
CONTINGENCIES	26	72,213,132	537,043,828

<sup>(</sup>a) The investment in the listed equity securities and mutual funds held as available for sale are valued at prices quoted on the stock exchanges and relevant net asset value as at June 30, 2009. Out of the total decline in value of Rs.336,724,026 on such investments an amount of Rs. 168,877,727 has been recognized in the profit and loss account and remaining amount has been reflected as unrealized loss on available for sale investments in accordance with the S.R.O. 150(I)/2009 dated February 13, 2009. Had the entire amount of decline in value been recognized in the profit and loss account, the loss for the year ended June 30, 2009 and loss per share would have been increased by Rs.167,846,298 and Rs 3.72 respectively.

The annexed notes from 1 to 44 form an integral part of these financial statements.

Tourson.

Farrukh S. Ansari Chief Executive Officer



# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED JUNE 30, 2009

	Note	2009 Rupees	Restated 2008 Rupees
Revenue			
Income from: Finance leases Operating leases	27	437,131,871 62,220,534	479,904,810 74,834,950
Other operating income	28	499,352,405 177,969,854	554,739,760 316,561,540
Expenses		677,322,259	871,301,300
Financial charges Administrative, selling and other operating expenses Amount written off directly against loans, lease receivables and investments Direct cost of operating leases	29 30 31	775,875,565 112,291,266 2,904,969 44,895,161	571,465,692 105,741,856 4,069,206 29,759,970
Operating (loss)/profit before provisions		935,966,961 (258,644,702)	711,036,724 160,264,576
Provisions and fair value changes Provision for doubtful leases, loans and other receivables Impairment on available for sale investments (a) Unrealized loss in the market value of investment classified as held for trading	32 5.1	100,803,464 168,877,727 3,357	69,397,898 - 1,200
		269,684,548	69,399,098
Share of loss from associate Gain on dilution of interest in associate	13	(528,329,250) (1,397,270) 2,529,843 1,132,573	90,865,478 (6,709,514) - (6,709,514)
(Loss)/profit before taxation		(527,196,677)	84,155,964
Taxation - Current - Deferred		3,092,869 (72,230,324)	10,900,000 5,829,049
(1) - (1) - (1) - (1)	33	(69,137,455)	16,729,049
(Loss)/profit for the year (a)		(458,059,222)	67,426,915
(Loss)/earnings per share - basic and diluted (a)	34	(10.14)	1.49

<sup>(</sup>a) The investment in the listed equity securities and mutual funds held as available for sale are valued at prices quoted on the stock exchanges and relevant net asset value as at June 30, 2009. Out of the total decline in value of Rs.336,724,026 on such investments an amount of Rs. 168,877,727 has been recognized in the profit and loss account and remaining amount has been reflected as unrealized loss on available for sale investments in accordance with the S.R.O. 150(I)/2009 dated February 13, 2009. Had the entire amount of decline in value been recognized in the profit and loss account, the loss for the year ended June 30, 2009 and loss per share would have been increased by Rs.167,846,298 and Rs 3.72 respectively.

The annexed notes from 1 to 44 form an integral part of these financial statements.

Farrukh S. Ansari Chief Executive Officer Muhammad Rashid Zahir Chairman

Annual Report 2009

ashid Zahir

# CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2009

	Note	2009 Rupees	Restated 2008 Rupees
CASH FLOWS FROM OPERATING ACTIVITIES			
Cash generated from operations after working capital changes	38	816,265,394	516,052,295
Financial charges paid Taxes paid Deposits (paid to) / received from leases Decrease/(increase) in net investment in leases		(795,557,134) (3,804,585) (179,382,154) 985,797,497	(529,467,848) (13,224,048) 271,766,864 (679,680,112)
		7,053,624	(950,605,144)
Net cash generated from/(used in) operating activities		823,319,018	(434,552,849)
CASH FLOWS FROM INVESTING ACTIVITIES			
Acquisition of property, plant and equipment Investment in operating lease assets Proceeds from sale of property, plant and equipment Investments made Long-term loans Dividend received	14 14	(5,348,348) (51,038,500) 35,077,634 (16,623,951) (57,467,882) 9,730,152	(1,553,849) (113,613,442) 33,225,805 (123,550,394) (17,159,016) 14,898,389
Net cash used in investing activities		(85,670,895)	(207,752,507)
CASH FLOWS FROM FINANCING ACTIVITIES			
Long term finances obtained Borrowings from financial institutions Certificates of investment	39	488,093,441 (78,009,423) (1,516,478,000)	141,022,865 280,000,000 209,152,000
Sub-ordinated loan Dividend paid	39	333,208,499 (42,210)	(42,783,527)
Net cash (used in)/from financing activities		(773,227,693)	587,391,338
Net decrease in cash and cash equivalents		(35,579,570)	(54,914,018)
Cash and cash equivalents at beginning of the year		49,704,341	104,618,359
Cash and cash equivalents at end of the year		14,124,771	49,704,341

The annexed notes from 1 to 44 form an integral part of these financial statements.

Farrukh S. Ansari Chief Executive Officer Muhammad Rashid Zahir

# STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED JUNE 30, 2009

		CAPITAL F	ESERVES		_	
	Share capital	Contingency reserve	Statutory reserve	Total reserves	Accumu- lated (loss) / unappropriated profit	Total equity
			Rı	ipees ———		
Balance as at June 30, 2007 — as reported	430,100,000	2,600,000	133,564,293	136,164,293	87,377,946	653,642,239
Effect of prior period adjustment (Note 13.3)	-	-	-	-	(4,253,141)	(4,253,141)
Balance as at June 30, 2007 — restated	430,100,000	2,600,000	133,564,293	136,164,293	83,124,805	649,389,098
Changes in equity for the year 2007—2008						
Profit for the year ended June 30, 2008 — as reported	-	-	-	-	73,465,478	73,465,478
Effect of prior period adjustment (Note 13.3)	-	-	-	-	(6,038,563)	(6,038,563)
Profit for the year ended June 30, 2008 — restated	-	-	-	-	67,426,915	67,426,915
Total recognized income and expense for the year	-	-	-	-	67,426,915	67,426,915
Transfer to reserve for issue of bonus shares					(21,505,000)	(21,505,000)
Issue of bonus shares	21,505,000	-	-	-	-	21,505,000
Final dividend for the year ended June 30, 2007 declared and paid subsequent to year end		-	-	-	(43,010,000)	(43,010,000)
Transfer to statutory reserve		-	14,693,096	14,693,096	(14,693,096)	-
Balance as at June 30, 2008 — restated	451,605,000	2,600,000	148,257,389	150,857,389	71,343,624	673,806,013
Changes in equity for the year 2008—2009						
Transfer from contingency reserve to unappropriated profit		(2,600,000)		(2,600,000)	2,600,000	-
Transfer from surplus on revaluation of properties on account of incremental depreciation					4 404 072	4 404 072
·		- (2,000,000)	-	- (2,000,000)	1,401,073	1,401,073
Net income recognized directly in equity	-	(2,600,000)	-	(2,600,000)	4,001,073	1,401,073
Loss after taxation for the year ended June 30, 2009		-	-		(458,059,222)	(458,059,222)
Total recognized income and expense for the year	-	(2,600,000)	-	(2,600,000)	(454,058,149)	(456,658,149)
Balance as at June 30, 2009	451,605,000	-	148,257,389	148,257,389	(382,714,525)	217,147,864

The annexed notes from 1 to 44 form an integral part of these financial Statements.

Farrukh S. Ansari Chief Executive Officer Muhammad Rashid Zahir Chairman

## NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2009

#### 1. STATUS AND NATURE OF BUSINESS

Saudi Pak Leasing Company Limited (the company) was incorporated in Pakistan on January 08, 1991 and is listed on all the three Stock Exchanges in Pakistan. The registered office of the company is situated at 6<sup>th</sup> floor, Lakson Square Building No.1, Sarwar Shaheed Road, Saddar, Karachi. The main business activity of the company is leasing of assets. The Securities and Exchange Commission of Pakistan (SECP) has cancelled the license of the company for carrying on the business of Housing Finance Services with effect from January 23, 2009 on an application dated January 15, 2009 made by the company in this respect.

Saudi Pak Industrial and Agricultural Investment Company Limited (SAPICO) is the holding company.

#### 2. SIGNIFICANT ACCOUNTING POLICIES

#### 2.1 Statement of Compliance

These financial statements have been prepared in accordance with the approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984, the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003 (the rules) and the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (the Regulations). Wherever, the requirements differ with the requirements of IFRS, the requirements of the Ordinance, the Rules or the Regulations shall prevail.

#### 2.2 Adoption of new International Financial Reporting Standards

During the current year, IFRS -7 "Financial Instruments: Disclosures" became effective from July 1, 2008. The application of this standard has resulted in certain increased disclosures only as IFRS 7 requires extensive disclosures about the significance of financial instruments for the company's financial position and performance, and quantitative and qualitative disclosures on the nature and extent of risks. These requirements incorporate many of the requirements previously in IAS 32 - Financial Instruments: Presentation.

Other new standards, amendments and interpretations that were mandatory for accounting periods beginning on or after July 1, 2008 and are not considered to be relevant or have any significant effect on the company's operations, are not detailed in these financial statements.

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

The following standards and interpretations of approved accounting standards were effective for accounting periods beginning from the dates specified below. These standards and interpretations are either not relevant to the Company's operations or are not likely to have a significant impact on the Companies financial statements other than presentation and disclosure changes in certain cases.

#### Effective for annual periods beginning on or after

Revised IAS 1 - Presentation of financial statements	January 1, 2009
Revised IAS 23 - Borrowing costs	January 1, 2009
Amended IAS 27 - Consolidated and Separate Financial Statements	July 1, 2009
Revised IFRS 3 - Business Combinations	July 1, 2009
IFRS 4 - Insurance Contracts	January 1, 2009
IFRS 8 - Operating Segments	January 1, 2009
IFRIC 15 - Agreement for the Construction of Real Estate	October 1, 2009
IFRIC 16 - Hedge of Net Investment in a Foreign Operation	October 1, 2008
IFRIC - 17 Distributions of Non-cash Assets to Owners	July 1, 2009
IFRIC 18 - Transfer of Assets from Customers	July 1, 2009

#### 2.3 Basis of measurement

The financial statements have been prepared under the historical cost convention except for certain financial assets and liabilities which are stated at fair value or amortized cost as applicable.

#### 2.4 Use of critical accounting estimates and judgments

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical

accounting estimates, judgments and assumptions that affect the reported amounts of assets and liabilities and income and expenses. It also requires management to exercise its judgment in the process of applying the company's accounting policies. Estimates and judgments are continually evaluated and are based on historic experience and other factors, including expectations of future events that are believed to be reasonable under the circumstances. Revisions to accounting estimates are recognized in the period in which the estimate is revised and in any future periods affected. In the process of applying the company's accounting policies, management has made the following estimates and judgments which are significant to the financial statements.

In the process of applying the company's accounting policies, management has made the following estimates and judgment which are significant to the financial statement.

- a) accounting for post employment benefits (note 2.6), and
- b) recognition of taxation and deferred tax (note 2.7);
- c) determining the residual values and useful lives of the property, plant and equipment (note 2.8);
- d) classification of investments (note 2.12);
- e) allowance for potential lease and loan losses (note 2.13);
- f) provisions (note 2.17);
- g) impairment (note 2.18)

## The principle accounting policies adopted are set out below.

#### 2.5 Term Loans

These are initially recognized at cost being the fair value of the consideration received together with the associated transaction cost. Subsequently, these are recognized at amortized cost using the effective interest method.

#### 2.6 Staff retirement benefits

## Defined benefit plan

The company operates an approved gratuity fund for its permanent employees who complete the eligible period of service. Provision has been made in accordance with actuarial recommendations using the "Projected Unit Credit Method". The results of current valuation are summarized in note 35. The amount recognised in the balance sheet represents the present value of defined benefit obligations as adjusted for unrecognized actuarial gains and losses and as reduced by the fair value of plan assets.

Actuarial gains and losses are recognized as income or expense when the cumulative unrecognized actuarial gains or losses at the end of the previous reporting period exceed ten percent of the higher of defined benefit obligation and fair value of the planed assets at that date. The excess amount of gains or losses are recognized over the expected remaining working lives of the employees participating in the plans.

## **Defined contribution plan**

The company also operates a provident fund scheme for its permanent employees. Equal monthly contributions at a rate of 10 percent of basic salary are made by the company and its employees.

#### 2.7 Taxation

#### Current

The charge of current tax is based on taxable income at the applicable rate of taxation after taking into account available tax credits and exemption. Income for the purpose of computing current taxation is determined under the provisions of tax laws.

#### Deferred

Deferred tax is accounted for using the balance sheet liability method on all temporary timing differences at balance sheet date between tax base of assets and liabilities and their carrying amounts for financial reporting.

Deferred tax asset is recognized for all deductible temporary differences and carry forward of unused tax losses, if any, to the extent that it is probable that taxable profit will be available against which such temporary differences and tax losses can be utilized.

Deferred tax assets and liabilities are measured at the tax rate that are expected to apply to the period when the asset is realized or the liability is settled, based on tax rates that have been enacted or substantively enacted at the balance sheet date.

# 2.8 Property, plant and equipment

Property, plant and equipment (including assets given under operating lease arrangements) are stated at cost or revalued amount less accumulated depreciation and impairment losses, if any. Depreciation is calculated using the straight line method to write down the cost of property, plant and equipment to their residual values over their estimated useful lives.

The rates at which the fixed assets are depreciated are disclosed in note 14. The residual values, useful lives and depreciation methods are reviewed and changes, if any, are treated as change in accounting estimates, at each balance sheet date.

Depreciation on additions is charged from the month the assets are available for use, while no depreciation is charged in the month in which the assets are disposed off.

Surplus arising on revaluation of fixed assets is credited to surplus on revaluation of fixed assets account. Deficit arising on subsequent revaluation of fixed assets is adjusted against the balance in the above mentioned surplus account as allowed under the provisions of the Companies Ordinance, 1984. The surplus on revaluation of fixed assets to the extent of incremental depreciation charged on the related assets, is transferred directly to unappropriated profit (net of deferred tax).

Revaluation is carried out with sufficient regularity to ensure that the carrying amount of assets does not differ materially from their fair value.

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset is recognized in the profit and loss account in the year the asset is derecognized, except that the related surplus on revaluation of fixed assets (net of deferred tax) is transferred directly to unappropriated profit.

Subsequent cost are included in the asset's carrying amount 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 repairs and maintenance are charged to the profit and loss account.

## Capital work-in-progress

Capital work-in-progress is stated at cost less impairment loss, if any. These assets will be transferred to specific assets as and when these assets are available for use.

#### 2.9 Repossessed assets

These assets are acquired in settlement of certain loans / lease receivables. These are measured at lower of carrying amount of the related receivables and fair value less cost to sell of repossessed assets.

## 2.10 Finance Leases (as lessor)

Amounts due from lessees under finance lease are recorded as receivables at the amount of the net investment in the leases. Finance lease income is allocated to accounting periods so as to reflect a constant periodic rate of return on the net investment outstanding in respect of the leases.

#### 2.11 Loans and receivables

Loans and receivables are non-derivative financial assets with fixed or determinable payments that are not quoted in an active market. Such financial assets are carried at amortised cost using the effective interest rate method. Gains and losses are recognised in the profit and loss account when the loans and receivables are derecognised or impaired, as well as through the amortization process.

#### 2.12 Investments

All purchases and sales of securities that require delivery within the time frame established by regulation or market convention are recognised at the trade date. Trade date is the date on which the company commits to purchase or sell the asset.

The management determines the appropriate classification of its investments in accordance with the requirements of International Accounting Standard 39 "Financial Instruments: Recognition and Measurement (IAS-39)" at the time of purchase and reevaluates this classification on a regular basis. The investments of the company have been categorised as per the requirements of IAS 39 as follows:

## At fair value through profit or loss

These include investments held for trading and those that are designated at fair value through profit or loss at inception. Investments are classified as held for trading if they are acquired for the purpose of selling in the near term. They are initially measured at fair value exclusive of transaction cost and changes on re-measurement are taken to profit and loss account.

The company has not designated any investment as at fair value through profit or loss.

#### **Held-to-maturity**

Held to maturity investments are non-derivative financial assets with fixed or determinable payments and fixed maturity that the company has the positive intent and ability to hold to maturity. Held to maturity investments are initially recognized at cost inclusive of transaction cost and are subsequently carried at amortised cost using effective interest rate method, less any

impairment losses. This method uses an effective interest rate that exactly discounts estimated future cash receipts through the expected life of the investment to its net carrying amount. Gains and losses are recognized in the income statement when the investments are de-recognized or impaired, as well as through the amortization process.

#### Available for sale

Investment securities held by the company which may be sold in response to needs for liquidity or changes in interest rates or equity prices are classified as available for sale. These investments are initially recognised at fair value plus transaction cost and subsequently re-measured at fair value. Investments in delisted / unquoted investments are carried at cost less impairment in value, if any. Gains and losses arising from re-measurement at fair value is recognised directly in the equity under fair value reserve until sold, collected, or otherwise disposed off at which time, the cumulative gain or loss previously recognised in equity is included in profit and loss account.

#### Investment in associate

Investment in associate is recorded using equity method of accounting. Under the equity method, the investment in an associate is initially recognised at cost and the carrying amount is increased or decreased to recognise the investor's share of the profit or loss of the investee after the date of acquisition. The investor's share of the profit or loss of the investee is recognised in the investor's profit or loss. Gains and losses on dilution of interest in associate are recognised in profit and loss account.

## 2.13 Allowance for potential lease and loan losses

The allowance for potential lease and loan losses are maintained at a level which, in the judgement of management, is adequate to provide for potential losses on lease and loan portfolio which can be reasonably anticipated. The adequacy of allowance is evaluated on the basis as set out in the Regulations. The allowance is increased by provisions charged to income and is decreased by charge offs, net of recoveries.

## 2.14 Cash and cash equivalents

Cash and cash equivalents comprise cash in hand and balances with banks.

## 2.15 Borrowing cost

Borrowing cost is recognised in profit and loss in the period in which they are incurred.

# 2.16 Revenue recognition

## Finance leases income

The company follows the 'financing method' in accounting for recognition of finance lease. At the commencement of a lease, the total unearned finance income i.e. the excess of aggregate installment contract receivables plus residual value over the cost of the leased asset is amortized over the term of the lease, applying the annuity method, so as to produce a constant periodic rate of return on the net investment in finance leases. Initial direct costs are deferred and amortized over the lease term as a yield adjustment.

Processing, front end and commitment fees and commission are recognized as income when received.

#### **Operating lease**

Rental income from operating leases is recognized on a straight-line basis over the term of the relevant lease.

#### Income on term loan

Income on loans is recognized using effective yield on a time proportion basis.

## Income on non-performing lease and loan receivables

Income on non-performing loan and lease receivables is recognized on receipt basis in accordance with the requirements of the Regulations.

## Return on investments

Return on debt securities is recognized using effective interest method.

Capital gain or loss arising on sale of investments are taken to income in the period in which they arise.

Dividend income from investments is recognized when the company's right to receive dividend is established.

## 2.17 Provisions

Provisions are recognized when the company has a present legal or constructive obligation as a result of past events, it is

probable that an outflow of resources will be required to settle the obligation, and a reliable estimate of the amount can be made.

#### 2.18 Impairment

#### Non-financial assets

The company assesses at each balance sheet date whether there is any indication that non-financial assets except deferred tax assets may be impaired. If such indication exists, the carrying amounts of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying values exceed the respective recoverable amount, assets are written down to their recoverable amounts and the resulting impairment loss is recognised in profit and loss account. The recoverable amount is the higher of an asset's fair value less costs to sell and value in use.

Where impairment loss subsequently reverses, the carrying amount of the asset is increased to the revised recoverable amount but limited to the extent of the carrying amount of the asset which it would have been, had no impairment loss been recognised. Reversal of impairment loss is recognised as income.

# **Financial assets**

#### Loan and net investment in lease

Impairment testing and recognition of impairment loss if any, is carried out in accordance with requirements of NBFC Regulations, 2008. (Refer note 2.13)

#### Held to maturity

If there is objective evidence that an impairment loss on held-to-maturity investments carried at amortized cost has been incurred, the amount of the loss is measured as the difference between the asset's carrying amount and the present value of estimated future cash flows (excluding future credit losses that have not been incurred) discounted at the financial asset's original effective interest rate (i.e., the effective interest rate computed at initial recognition). The carrying amount of the asset shall be reduced either directly or through use of an allowance account. The amount of the loss shall be recognized in profit or loss. If, in a subsequent period, the amount of the impairment loss decreases, the previously recognized impairment loss shall be reversed through profit and loss account.

#### Available for sale

The Company determines that available-for-sale equity investments are impaired when there has been a significant or prolonged decline in the fair value below its cost. This determination of what is significant or prolonged requires judgment. In making this judgment, the Company evaluates among other factors, the normal volatility in share price. In addition, impairment may be appropriate when there is evidence of deterioration in the financial health of the investee, industry and sector performance, changes in technology and operational and financing cash flows.

A decline in the value of equity securities determined as impairment loss is recognized in the profit and loss account except for the impairment determined as at December 31, 2008, which is recognized in accordance with SECP notification vide S.R.O 150(I)/2009 dated February 13, 2009. Refer note 5.1.3. Impairment losses recognised in profit or loss for an investment in an equity instrument classified as available for sale shall not be reversed through profit or loss. Impairment losses recognized in profit or loss for an investment in debt instrument shall be reversed, with the amount of the reversal recognized in profit or loss

#### 2.19 Financial instruments

All financial assets and liabilities are recognized at the time when the company becomes a 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 expired. Any gain or loss on derecognition of the financial assets and financial liabilities is taken to income directly.

The financial assets and liabilities carried on the balance sheet date have been disclosed in the note 41.

#### 2.20 Derivative financial instruments

Derivative financial instruments are initially recognised at fair value on the date on which the derivative contract is entered into and are subsequently remeasured at fair value. All derivative financial instruments are carried as assets when fair value is positive, and liabilities when fair value is negative. Any change in the fair value of derivative financial instrument is taken to profit and loss account.

#### 2.21 Repurchase and resale transactions

The company enters into transactions of re-purchase (repo) and re-sale (reverse repo) of securities at contracted rates for a specified period of time following the trade date accounting. These transactions are recorded as follows:

- in case of sale under re-purchase obligations, the securities remain on the balance sheet and a liability is recorded in respect of the consideration received as 'Borrowing'. Charges arising from the differential in sale and re-purchase values are accrued on a prorata basis; and
- b) in case of purchases under re-sale obligations, the securities are not recognized on the balance sheet and the consideration paid is recorded as 'Placement' and the differential of the purchase price and contracted re-sale price is recognized over the period of the contract.

## 2.22 Off-setting

Financial assets and liabilities are offset and the net amount reported in the balance sheet when there is a legally enforceable right to set off the recognized amounts and there is an intention to settle on a net basis, or realize the asset and settle the liability simultaneously.

#### 2.23 Related party transactions

Transactions with related parties are carried out by the company on agreed terms.

## 2.24 Foreign currencies

Transactions in foreign currencies are accounted for in rupees at the rates prevailing on the date of the transaction. Assets and liabilities in foreign currencies are translated into rupees at the rates of exchange prevailing at the balance sheet date. Exchange gains or losses are included in income currently.

#### 2.25 Dividend distribution

Dividend distribution to the company's shareholders is recognized in the financial statements in the period in which the dividend is approved by the Board of Directors of the company.

#### 2.26 Segmental reporting

A business segment is a distinguishable component of the company that is engaged in providing an individual product or service or a group of related products or services and that is subject to risk and returns that are different from those of other business segments. As the risk and rate of return are predominantly affected by difference in these products or services, the primary format for reporting segment information is based on business segment.

## 2.27 Functional and presentation currency

Items included in the financial statements are measured using the currency of the primary economic environment in which the company operates. The financial statements are presented in Pakistani Rupees, which is the company's functional and presentation currency.

2000

Rupees	Rupees
34,619	306,918
979,122	1,073,399
5,401	5,401
13,004,370	48,208,174
101,259	110,449
14,124,771	49,704,341
	34,619 979,122 5,401 13,004,370 101,259

2000

		Note	2009 Rupees	2008 Rupees
4.	SHORT-TERM LOANS - secured			
	Considered good		403,165,449	891,807,654
	Non-performing loans		475,348,825	211,114,361
		4.1	878,514,274	1,102,922,015
	Allowance for non-performing loans	4.2	(14,867,174)	(4,250,000)
			863,647,100	1,098,672,015

**4.1** These represents term finance facilities provided to customers on mark-up basis in the normal course of business. These are secured against charge over properties, listed securities, stocks and receivables. The rate of mark-up ranges from 14.98% to 25% (2008:11% to 25%) per annum.

			Note	2009 Rupees	2008 Rupees
	4.2	Allowance for non-performing loans			
	Charg	ce at beginning of the year e for the year ce at end of the year	32	4,250,000 10,617,174 14,867,174	1,700,000 2,550,000 4,250,000
5.	SHOR	T-TERM INVESTMENTS			
		ir value through profit and loss account - Held for the inary shares of listed companies	trading:	2,040	7,281
	Avail	able for sale	5.1	260,010,615 260,012,655	434,129,723 434,137,004
	5.1	Available for sale:			
		<ul> <li>Ordinary shares of listed companies</li> <li>Cumulative preference shares of listed companies</li> <li>Ordinary shares of unlisted companies</li> <li>Units of mutual funds</li> </ul>	5.1.1 5.1.2	455,304,334 11,250,000 69,583,330 58,234,476	451,557,432 11,250,000 35,000,000 73,084,476
		Available for sale at cost	5.1.4	594,372,140	570,891,908
		Impairment loss recognized during the year	5.1.3	(168,877,727) 425,494,413	- 570,891,908
		Deficit on revaluation of available for sale securities	5.1.3	(165,483,798)	(136,762,185)

- **5.1.1** Equity securities aggregating to Rs.56,250,000 have been pledged against short term borrowings from financial institutions.
- **5.1.2** These represent 1.125 million preference shares of Rs. 10 each subscribed through the agreement with PEL dated 15th September, 2004 and carries return at the rate of 9.5%. These are convertible at the option of the Company into ordinary shares of PEL on the last business day of each financial quarter commencing from the third anniversary of the issue/ agreement date. Conversion option is available from the third anniversary till the fifth anniversary of the issue.
- **5.1.3** The Karachi Stock Exchange (Guarantee) Limited ("KSE") placed a "Floor Mechanism" on the market value of securities based on the closing prices of securities prevailing as on August 27, 2008. Under the "Floor Mechanism", the individual

security price of equity securities could vary within normal circuit breaker limit, but not below the floor price level. The mechanism was effective from August 28, 2008 and remained in place until December 15, 2008. Consequent to the introduction of Floor Mechanism by the KSE, the market volume declined significantly during the period from August 27, 2008 to December 15, 2008.

The listed equity securities and mutual fund units were valued at prices quoted on the KSE on December 31, 2008 without any adjustment as allowed by SECP circular ENF/D-111/Misc/1/2008 dated January 29, 2009. Furthermore, SECP issued a notification vide S.R.O. 150(I)/2009 dated February 13, 2009 allowing that the impairment loss, if any, recognized as on December 31, 2008 due to valuation of listed equity investments held as "Available for Sale' to quoted market prices may be shown under the equity. The amount taken to equity including any adjustment / effect for price movements shall be taken to Profit and Loss Account on quarterly basis during the calendar year ending December 31, 2009.

The amount taken to equity at December 31, 2008 shall be treated as a charge to Profit and Loss Account for the purposes of distribution as dividend.

The impairment loss as of June 30, 2009 based on the market values as of that date have been determined at Rs.336,724,026 (December 31, 2008: Rs.336,314,742) after quarterly adjustments as required in above mentioned SECP notification.

Out of total impairment loss aggregating to Rs.336,724,026, an amount of Rs. 168,877,727 has been recognized in the profit and loss account and remaining amount has been reflected as unrealized loss on available for sale investments in accordance with S.R.O. 150(I)/2009 dated February 13, 2009. Full recognition of impairment loss based on the market values as at June 30, 2009 would have had the following effect on these financial statements:

	June 30, 2009 Rupees
Increase in 'Impairment loss' in Profit and Loss Account Increase in loss for the year	167,846,298 167,846,298
Increase in loss per share -after tax (basic and diluted)	3.72
Decrease in deficit on revaluation of available for sale securities  Decrease in unappropriated profit	167,846,298 167,846,298

**5.1.4** This includes investment made to comply with Rule 14(4)(i) of the Regulations to maintain liquidity against certificates of investment.

		2009 Rupees	2008 Rupees
6.	ADVANCES		
	Advance to suppliers	870,000	1,520,869
	Advance against leases	83,094,244	166,675,582
	Advance for investment	-	38,333,333
		83,964,244	206,529,784
7.	ACCRUED MARK-UP		
	Return on investments	161,797	232,833
	Mark-up on term loans	79,658,682	57,559,196
		79,820,479	57,792,029

		Note	2009 Rupees	2008 Rupees
8.	OTHER RECEIVABLES			
	Operating lease rentals		13,026,026	18,603,102
	Receivable on termination of lease		63,666,158	14,737,740
	Others	8.1	33,722,805	36,712,314
			110,414,989	70,053,156
	Less: Provision for doubtful other receivables		(2,750,360)	(2,750,360)
			107,664,629	67,302,796

8.1 This include balance amount aggregating to Rs.31,500,000 (2008: 34,500,000) receivable from Quality Golf Pakistan (Private) Limited in respect of consideration paid for investor quota (46 membership cards) in ACACIA Country & Golf Club. Under the agreement, the investor quota is transferable to prospective members at Company's option and any untransfered amount is to be adjusted by September 30, 2009 with a grace period of 30 days.

		Note	2009 Rupees	2008 Rupees
9.	CURRENT MATURITY OF NON- CURRENT ASSETS			
	Current portion of:			
	Long term loans	11	208,836,931	124,424,699
	Net investment in leases	12	1,920,622,014	1,931,800,039
	Long term investments	13.2	5,100,000	6,854,400
			2,134,558,945	2,063,079,138

## 10. NON-CURRENT ASSETS CLASSIFIED AS HELD FOR SALE

These represents repossessed leased assets previously leased out to customers. The company intends to dispose off these assets to recover the balance amount outstanding against such leases.

		Note	2009 Rupees	2008 Rupees
11.	LONG TERM LOANS - secured			
	Related party			
	Due from employees - considered good	11.3	22,464,216	24,810,339
	Other than related party			
	Term loan to customers - Considered good		70,685,117	96,062,207
	- Non-performing loans		199,104,219	113,913,124
		11.2	269,789,336	209,975,331
			292,253,552	234,785,670
	Allowance for non-performing loans	11.1	6,620,000	
	Recoverable within one year shown as current		285,633,552	234,785,670
	portion of long term loans	9	208,836,931	124,424,699
			76,796,621	110,360,971

11.1	Allowance for non-performing loans	Note	2009 Rupees	2008 Rupees
	Balance at beginning of the year Charge for the year	32	- 6,620,000	- 
	Balance at end of the year		6,620,000	

**11.2** Term loan due from customers is secured against property and pledge of listed securities. The rate of return on these loans ranges from 14.55% to 22.66% (2008: 14.55% to 21.30%) per annum.

		Note	2009 Rupees	2008 Rupees
11.3	Related parties - secured			
	<b>Term loans</b> Chief executives Executives Other employees		13,847,711 6,683,423	- 12,446,918 9,068,154
		11.3.1	20,531,134	21,515,072
	Other loans Chief executives Executives Other employees		479,199 1,453,883	303,074 1,253,034 1,739,159
		11.3.1	1,933,082	3,295,267
			22,464,216	24,810,339

Reconciliation of outstanding amount of loans to Chief Executive and Executives:

	Chief Executive		Exe	cutives
	2009	2008	2009	2008
Term loans				
Opening balance	-	-	12,446,918	3,914,261
Disbursements	-	-	3,126,601	12,660,284
Repayments	-	-	(1,725,808)	(4,127,627)
	-	-	13,847,711	12,446,918
Other loans				
Opening balance	303,074	497,771	1,253,034	558,150
Disbursements	-	-	50,000	1,100,000
Repayments	(303,074)	(194,697)	(823,835)	(405,116)
	-	303,074	479,199	1,253,034

- **11.3.1** Term loans include house loan given in accordance with terms of the Company's employment policy and are repayable within a period of 15 years or retirement date whichever is earlier. Term loans are secured against property. Other loans include personal loans and these are secured against the future salaries and retirement benefits of the employees. These loans are repayable within a period of 3 years from the date of disbursement or retirement date whichever is earlier.
- **11.3.2** Maximum amount outstanding at the end of any month during the year against any loans to Chief Executive and executives were Rs.121,579 (2008: Rs.497,771) and Rs.16,262,286 (2008: Rs.12,446,918).

NET INVESTMENT IN LEASES	Note	2009 Rupees	2008 Rupees
Minimum lease payments receivable Add: Residual value of leased assets		3,725,757,147 1,141,754,478	4,611,303,800 1,326,101,505
Gross investment in leases Less: Unearned lease income	12.1	4,867,511,625 550,762,266	5,937,405,305 745,310,581
Net investment in leases	12.1	4,316,749,359	5,192,094,724
Less: Income suspended Provision for potential lease losses	12.2	242,086,290 273,165,478	127,754,841 190,573,536
		515,251,768	318,328,377
Current portion of net investment in lease	9	3,801,497,591 1,920,622,014	4,873,766,347 1,931,800,039
		1,880,875,577	2,941,966,308

**12.1** The internal rate of return on leases disbursed during the year ranges from 16.12% to 28.34% (2008: 15% to 28.34%) per annum. Certain lease rentals have been hypothecated against long term finances obtained (refer note 20.1 & 20.2).

		Gross Investr	ment in leases	Net Invest	tment in leases
		2009 Rupees	2008 Rupees	2009 Rupees	2008 Rupees
	Less than one year One year to five years	2,453,285,853 2,414,225,772 4,867,511,625	2,593,501,690 3,343,903,615 5,937,405,305	1,920,622,014 2,396,127,345 4,316,749,359	1,931,800,039 3,260,294,685 5,192,094,724
			Note	2009 Rupees	2008 Rupees
12.2	Provision for potential le	ease losses			
	Balance at beginning of the	year		190,573,536	143,598,868
	Charge for the year Reversal during the year			123,720,317 (40,154,027)	86,102,372 (32,477,103)
	Write offs against provision		32	83,566,290 (974,348)	53,625,269 (6,650,601)
	Balance at end of the year			273,165,478	190,573,536

**<sup>12.3</sup>** Net investment in lease finance includes lease contract receivables amounting to Rs. 10,580,320 (2008: Rs.15,943,226) from related parties.

12.

LONG TERM INVESTMENTS	Note	2009 Rupees	2008 Rupees
Investments in associate Held to maturity investments  13.1 Investments in associate – at equity method	13.1 13.2	15,169,918  15,169,918	14,037,345 5,100,000 19,137,345
<ul> <li>13.1.1 Number of shares held</li></ul>		2,500,000 25,000,000 7.69% 25,000,000 (12,359,925) 2,529,843 15,169,918	2,500,000 25,000,000 10% 25,000,000 (10,962,655) 
<b>13.1.3</b> Total assets Total liabilities Share in net assets		48,748,228 33,578,310 15,169,918	60,411,011 46,373,666 14,037,345

# **13.1.4** Summarized financial highlights of Saudi Pak Insurance Company Limited as at June 30, 2009 are as follows:

		June 30, 2009 Rupees	June 30, 2008 Rupees
Total assets Total liabilities Revenue Loss for the year		633,726,963 436,518,026 144,878,205 (18,164,512)	604,110,108 463,736,659 141,932,704 (67,095,144)
13.2 Held to maturity	Note	2009 Rupees	2008 Rupees
Term finance certificates - secured Less: current portion	13.2.1 9	5,100,000 5,100,000 -	11,954,400 6,854,400 5,100,000

# 13.2.1 Term Finance Certificates- secured

13.

	Number of 2009	Certificates 2008	Face value Rupees	Tenure	Profit rate	2009 Rupees	2008 Rupees
Al-Zamin Leasing Modaraba-l	-	702	5,000	5 years from Dec 24, 2003	8.00%	-	1,754,400
Al-Zamin Leasing Modaraba-II	3,000	3,000	5,000	5 years from July 01, 2005	8.50%	5,100,000	10,200,000
						5,100,000	11,954,400

13.3 During the year, the company has rectified the prior year error in respect of accounting of investment in associate. Previously, investment in associate had been carried at cost which has been corrected by recording it under equity method of accounting in accordance with the requirements of IAS 28 'Investments in Associates'. This error has been corrected retrospectively and the comparative figures has been restated in accordance with the treatment specified in IAS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' as discussed below:

	As Originally Effect of Prior Period Adjustment reported prior to		d Adjustment	Restated
	June 30, 2008	2007-2008 Rupees	2007-2008	Amount
Restatement in Balance sheet		·		
Long term investment Deferred Taxation	30,100,000 61,081,968	(4,253,141) -	(6,709,514) (670,951)	19,137,345 60,411,017
Restatement in Profit and Loss Share of loss from associate Taxation	Account - 17,400,000	- - -	6,709,514 (670,951)	6,709,514 16,729,049

# 14. PROPERTY, PLANT AND EQUIPMENT

	Cost				Accumulated Depreciation			Net Book Value	Rate
Description	As at July 1, 2008	Additions / (Disposals)	Revalua- tion surplus	As at June 30, 2009	As at July 1, 2008	For the year / (on disposals)	As at June 30, 2009	As at June 30, 2009	(%)
					- Rupees				
Own assets									
Building Improvements	3,526,371	-	_	3,526,371	3,384,059	142,312	3,526,371	0	20%
Office premises	35,548,042	-	33,769,445	69,317,487	10,648,159	3,932,895	14,581,054	54,736,433	5%
Furniture, fixtures & fittings	6,726,717	45,680	-	6,772,397	6,046,860	337,084	6,383,944	388,453	20%
Vehicles	27,860,872	5,207,169	-	30,317,041	15,162,969	4,784,500	18,365,387	11,951,654	20%
		(2,751,000)				(1,582,082)			
Office equipment	25,982,695	95,499	-	26,012,194	20,795,609	1,912,659	22,642,269	3,369,925	20%
		(66,000)				(65,999)			
	99,644,697	5,348,348	33,769,445	135,945,490	56,037,656	11,109,450	65,499,025	70,446,465	
		(2,817,000)		,,		(1,648,081)			
Operating Lease assets									
Plant and Machinery	67,000,000	-	-	67,000,000	15,135,000	6,030,000	21,165,000	45,835,000	10%
Generators	43,345,135	6,522,000	-	49,867,135	10,372,621	8,661,594	19,034,215	30,832,920	20%
Vehicles	152,965,307	44,516,500	-	156,637,307	25,026,852	29,390,732	42,956,239	113,681,068	20%
		(40,844,500)				(11,461,345)			
	263,310,442	51,038,500	-	273,504,442	50,534,473	44,082,326	83,155,454	190,348,988	
		(40,844,500)				(11,461,345)			
2009	362,955,139	56,386,848	33,769,445	409,449,932	106,572,129	55,191,776	148,654,479	260,795,453	
		(43,661,500)				(13,109,426)			
							400 4		
2008	282,618,353	115,167,291		362,955,139	73,757,807	37,498,490	106,572,129	256,383,010	
		(34,830,505)				(4,684,168)			

# 14.1 The following assets were disposed off during the year:

Particulars	Cost	Accumulated depreciation	Book value	Sale pro- ceeds	Gain/ (loss) on sale	Particulars of purchaser	Mode of disposal
Assets - Own use Vehicles			Rupees			1	
	438,000	182,960	255,040	326,000	70,960	Mr. Salman Altaf	Negotiation
	559,000	452,790	106,210	355,000	248,790	Mr. Muhammad Nadeem Farooqui	Negotiation
	560,000	184,800	375,200	490,000	114,800	Mr. Mian Iqbal Nasir	Negotiation
	54,000	13,770	40,230	47,000	6,770	M/s. Saudi Pak Insurance Company Limited	Insurance claim
	579,000	486,361	92,639	391,100	298,461	(Related party) Mr. Mudassir	Negotiation
	560,000	260,401	299,599	565,000	265,401	Mr. Adeel Ahmed	Negotiation
Book value not exceeding Rs. 50,000 each	2,750,000	1,581,082	1,168,918	2,174,100	1,005,182		Negotiation
NS. 30,000 each	1,000	1,000	-	-	-		
000	2,751,000	1,582,082	1,168,918	2,174,100	1,005,182		
Office equipment & applian Book value not exceeding Rs. 50,000 each	66,000	65,999	1	10,000	9,999	M/s. Future Technologies	Negotiation
13. 30,000 cacii	66,000	65,999	1	10,000	9,999		
Operating lease assets							
Vehicles	630,000	472.520	466 470	F2F 0F0	CO 400	A Mahamad Vana Khar Sta Mahaa Khar	Manadadaa
	639,000	172,530	466,470	535,959	69,489	Mr. Muhammad Yaroo Khan S/o Makoo Khan	Negotiation
	1,422,000	127,980	1,294,020 869,325	1,505,308 914,763	211,288 45,438	Mr. Fayyaz — UI — Moazzam S/o Qazi Muhammad yousuf Mr. Mohammad Zafar Abdur Rehman S/o Abdur Rehman	Negotiation
	1,005,000	135,675					Negotiation
	1,340,000	582,900	757,100	977,918	220,818	Mr. Syed Riaz Ahmed S/O Syed Darbar Ahmed	Negotiation
	999,000	44,955	954,045	984,058	30,013	Mr. Syed Riaz Ahmed S/o Syed Darbar Ahmed	Negotiation
	969,000 901,000	247,095 256,785	721,905 644,215	842,776 851,968	120,871 207,753	Mr. Harris Munir S/o Muhammad Munir Mr. Atif Khalid S/O Khalid Imam Ghani	Negotiation Negotiation
	455,000	54,600	400,400	441,575	41,175	Mr. Liaquat Ali S/o Razi Margul	Negotiation
	1,370,000	246,600	1,123,400	1,383,966	260,566	M/S Reliance Financial Product (Pvt) Ltd	Negotiation
	879,000	355,995	523,005	584,708	61,703	Mrs. Rubina Begum W/o M. Mujeeb-ur-Rehman Siddiqui	Negotiation
	879,000	355,995	523,005	584,708	61,703	Mr. Adnan Alam S/o Siraj Alam	Negotiation
	857,500	128,625	728,875	751,814	22,939	Mr. Mudasar Kausar W/o Mohammad Tariq	Negotiation
	857,500	128,625	728,875	726,936	(1,939)	Mr. Syed Mehdi Ishtiaq S/o Syed Ishtiaq Hussain	Negotiation
	969,000	334,305	634,695	671,881	37,186	Mr. Aamir A. Shamsi	Negotiation
	1,383,000	394,155	988,845	1,427,831	438,986	Mr. Ahsan Abdul Qayyum S/o Mohsin Abdul Wadood	Negotiation
	1,370,500	431,708	938,792	1,100,687	161,895	M/s. ICI (Pakistan) Limited	Negotiation
	895,500	402,975	492,525	573,917	81,392	Mr. Tariq Hamid Qureshi S/o Hamid Qureshi	Negotiation
	1,519,500	273,510	1,245,990	1,346,555	100,565	Mr. Hassan Aftab S/o Aftab Ahmed Khan	Negotiation
	694,000	176,970	517,030	519,665	2,635	M/s. ICI (Pakistan) Limited	Negotiation
	969,000	305,235	663,765	747,834	84,069	Mr. Yasir Aman Jumani S/o Aman Ullah Jumani	Negotiation
	879,000 1,388,000	421,920 249,840	457,080 1,138,160	537,936 1,157,527	80,856 19,367	Mr. Aamir Sagheer Chaudhary S/o Sagheer Ahmed Chaudhary Mr. Muhammad Arif S/o Khuda Buksh	Negotiation Negotiation
	1,500,500	562,688	937,812	1,031,244	93,432	Mr. Pervaiz Ahmed Khan S/o Malik Muhammad Ibrahim	Negotiation
	1,370,500	555,053	815,447	945,772	130,325	Mr. Mohsin Ali S/o Hashmat Ali	Negotiation
	879,000	355,995	523,005	577,525	54,520	Mr. Adeel Ahmed Hashmi S/o Tanveer Ahmed Hashmi	Negotiation
	1,205,000	216,900	988,100	1,045,951	57,851	Mr. Muhammad Iqbal S/o Ghulam Rasool	Negotiation
	1,428,500	364,268	1,064,232	1,067,019	2,787	Mr. Syed Riaz Ahmed S/o Syed Darbar Ahmed	Negotiation
	1,557,000	397,035	1,159,965	1,281,814	121,849	Mr. Raza Mehni Zaidi	Negotiation
	1,422,000	319,950	1,102,050	1,152,509	50,459	Mr. Mohammed Ahmed Ghaffar S/o Mohammed Ghaffar	Negotiation
	950,000	166,500	783,500	874,859	91,359	Mr. Tayyab Akram S/o Muhammad Akram	Negotiation
	1,519,500	250,718	1,268,782	1,326,688	57,906	Mr. Shahid Ali Malik S/o Bashart Ali Malik	Negotiation
	879,000	461,475	417,525	483,637	66,112	Mr. Khawaja Abdul Sami S/o Khawaja Abdul Jalil	Negotiation
	1,370,500	575,610	794,890	932,995	138,105	Mr. Matin Amjad S/o Aijaz Ahmed	Negotiation
	1,370,500	534,495	836,005	1,019,967	183,962	Mr. Shehroze Sattar S/o Abdul Sattar	Negotiation
	846,000	304,560	541,440	623,491	82,051	Mr. Asif Zaheer S/o Zaheer Ahmed Khan	Negotiation
	901,000	310,845 256,275	590,155 748,725	611,651 748,122	21,496 (603)	Mr. Atif Izhar Siddiqui S/o Mohammed Izhar Siddiqui Mr. Moona Faisal W/o Faisal Munawar	Negotiation Negotiation
	40,844,500	11,461,345	29,383,155	32,893,534	3,510,379	Mil. Mooria raisai vi/o raisai Mallavvai	rvegotiation
	43,661,500	13,109,426	30,552,074	35,077,634	4,525,560	-	
	.5,551,550	.5,.05,420	55,552,614	55,5.7,654	.,525,500	:	

15.	BORROWINGS FROM FINANCIAL INSTITUTIONS	Note	2009 Rupees	2008 Rupees
	Secured Short Term Borrowings	15.1	525,490,577	-
	Unsecured Letter of placements	15.2	641,500,000 1,166,990,577	1,245,000,000 1,245,000,000

- 15.1 These facilities are availed from banking companies and financial institutions and are secured against hypothecation of leased assets and pledge of shares. These carry mark-up at rate ranging from of 14.6% to 17.7% and maturing on various dates latest by July 5, 2009.
- 15.2 These represents unsecured borrowing from banking companies and financial institutions carrying mark-up at rates ranging from 12% to 19.7% (2008:10.45% to 18%) and maturing on various dates latest by June 19, 2010.

4.6	CERTIFICATES OF INVESTMENT	Note	2009 Rupees	2008 Rupees
16.	CERTIFICATES OF INVESTMENT			
	<b>Long term certificates of investment</b> Less :Current maturity	16.1	225,019,000 (126,695,000)	1,651,859,000 (1,452,390,000)
			98,324,000	199,469,000
	Short term certificates of investment	16.1 & 16.2	850,470,000	940,108,000

- **16.1** These certificates of investment are for periods ranging from 1 months to 5 years and return on these certificates ranges from 6.5 % to 18.5% (2008: 8.75% to 15%) per annum.
- Short term certificates of investment includes certificates issued to related parties amounting to Rs.162,006,000 (2008: Rs.45,892,000).

	Rupees	Rupees
17. ACCRUED MARK-UP		
Accrued return on certificates of investment Accrued mark-up on:	38,806,031	66,001,542
- long term finances	29,461,017	16,734,704
- term finance certificates	31,126,165	26,401,239
<ul> <li>short term borrowings from financial institutions</li> </ul>	9,727,590	19,665,549
	109,120,803	128,803,034
18. ACCRUED AND OTHER PAYABLES		
Rentals received in advance	6,156,081	14,675,342
Accrued expenses	2,018,029	7,761,707
Tax deducted at source	793,231	1,018,177
Unclaimed dividend	1,686,897	1,729,107
Payable against investment in securities	-	672,634
Payable on termination / maturity of leases	17,447,873	14,075,094
Payable in respect of undisbursed leases	21,387,748	49,262,901
Payable in respect of operating leases	15,694,301	3,854,657
Payable to defined benefit plan	243,898	245,414
Payable to defined contribution plan	665,555	-
Others	13,404,849	10,202,269
	79,498,462	103,497,302

19.	CURRENT MATURITY OF NON- CURRENT LIABILITIES	Note	2009 Rupees	2008 Rupees
20.	Current portion of: Certificates of investment Long term finances Deposits against leases  LONG TERM FINANCES	16 20 22	126,695,000 597,578,100 251,477,413 975,750,513	1,452,390,000 339,466,668 237,136,357 2,028,993,025
	Long term finance - secured Term finance certificates - secured Less: Current maturity shown under current liabilities	20.1 20.2 19	1,198,246,260 740,036,719 1,938,282,979 597,578,100 1,340,704,879	712,500,003 737,689,535 1,450,189,538 339,466,668 1,110,722,870

## 20.1 Long term finances-secured

Evam Panking Companies	Tenure		Price	Principal outstanding		
From Banking Companies	from	to	Price	Principal of	itstanding	
National Bank of Pakistan -I	Jun-04	Jul-08	6 month KIBOR+1.5% (payable semi annually)	-	25,000,000	
National Bank of Pakistan -II	Mar-05	Sep-09	6 month KIBOR+1.5% (payable semi annually)	12,500,000	25,000,000	
Allied Bank Limited - II	Dec-05	Dec-08	6 month KIBOR+2.0% (payable semi annually)	-	33,333,335	
Allied Bank Limited - IV	Feb-09	Feb-11	3 month KIBOR+2.0% (payable monthly)	123,000,000	-	
Standard Chartered Bank (Pakistan) Limited	Sep-05	Sep-08	3 month KIBOR+1.5% (payable quarterly)	-	29,166,667	
HSBC Bank Middle East Limited -I	Aug-06	Jul-09	3 month KIBOR+1.75% (payable quarterly)	20,000,000	100,000,000	
HSBC Bank Middle East LimitedII	Dec-07	Dec-10	3 month KIBOR+1.25% (payable quarterly)	120,000,000	200,000,000	
Soneri Bank Limited	Jun-09	Jan-11	6 month KIBOR+2.00% (payable monthly)	90,476,000	-	
Faysal Bank Limited	Jun-08	Jun-12	6 month KIBOR+1.75% (payable semi annually)	200,000,000	200,000,000	
Pak Brunei Investment Company Limited	Feb-09	Aug-11	6 month KIBOR+1.75% (payable monthly)	90,000,000	-	
First Credit and Investment Bank Limited	Apr-09	Oct-10	6 month KIBOR+2.75% (payable monthly)	79,270,260	-	
Bank Of Khyber	May-09	May-11	3 month KIBOR+1.85% (payable monthly)	463,000,000	-	
				1 ,198,246,260	612,500,002	

# From related party for equity

audi Pak Industrial and Agricultural Com- any Limited  Jun-06  Jan-10  6 month KIBOR+2.0% (payable semi annually)		-	100,000,001	
			1,198,246,260	712,500,003

The above are secured by hypothecation of specific leased assets and associated lease rentals. These facilities were utilized mainly for lease financing activities.

**20.2** This represents third issue of registered and listed TFCs issued by the Company to financial institutions, trusts and general public. These are secured by way of a first exclusive charge on specific leases including lease rental and receivables against lease with 25% margin available at all times to the TFCs holders on total outstanding amount of the issue.

Profit on these TFCs is payable on a semi-annual basis at the rate of six month KIBOR plus 1.50% per annum without any Floor or Cap. The principal to be repaid in eight (8) semi-annual installments in arrears after a grace period of 12 months from the date of issuance.

## 21. SUB-ORDINATED DEBT

23.

This represents long term financing obtained from the holding company. Through a resolution passed by board of directors of holding company and endorsed by board of directors of the company, the long term finance aggregating to Rs. 333,208,499 has been converted into an interest free, unsecured debt sub-ordinate to all other debts of the company.

22	DEDOCITE ACAINET LEAGE	Note	2009 Rupees	2008 Rupees
22.	DEPOSITS AGAINST LEASES			
	Security deposits against finance leases Less: Current maturity of security deposits	22.1 19	1,128,130,039 251,477,413	1,307,512,193 237,136,357
			876,652,626	1,070,375,836

**22.1** These represent security deposits received from lessees under lease contracts and are adjustable on expiry of the respective lease periods.

	periods.		Restated
	Note	2009 Rupees	2008 Rupees
3.	DEFERRED TAX	·	·
	Deferred tax liability on taxable temporary differences arising due to:		
	Excess of net investment in leases over written down value of leases Accelerated tax depreciation Surplus on revaluation of property, plant and equipment	310,945,532 51,946,769 11,064,881	490,599,418 61,660,932 -
	Deferred tax asset on	373,957,182	552,260,350
	-Deductible temporary differences arising in respect of:		
	Provision against term loans Provision against other receivables Investment in associate	6,033,010 962,626 983,008	1,487,500 962,626 670,952
	- Unabsorbed depreciation and carry forward losses 23.1	(7,978,644) (365,978,538)	(3,121,078) (488,728,255)
			60,411,017

**23.1** Deferred tax asset on carryforward losses aggregating to Rs.134,941,459 has not been recognized as per management decision.

## 24. ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

<b>2009</b> Number o	2008 f shares		2009 Rupe	2008 es
25,180,000	25,180,000	Ordinary shares of Rs. 10 each fully paid in cash	251,800,000	251,800,000
19,980,500	19,980,500	Ordinary shares of Rs. 10 each issued as fully paid bonus shares	199,805,000	199,805,000
45,160,500	45,160,500		451,605,000	451,605,000

**24.1** Saudi Pak Industrial & Agricultural Investment Company Limited holds 35.06% (2008: 35.06%) of the issued, subscribed and paid-up share capital of the company.

#### 24.2 CAPITAL MANAGEMENT POLICIES AND PROCEDURES

The Company's objective for managing capital is to safeguard its ability to continue as a going concern in order to continue providing returns to its shareholders. Further the Company ensures to comply with all the regulatory requirements regarding capital and its management.

Capital requirement applicable to Company are set and regulated by Securities and Exchange Commission of Pakistan (SECP). These requirements are put in place to ensure sufficient solvency margins. The Company manages its Capital requirements by assessing its capital structure against the required capital level on a regular basis.

The minimum equity requirement applicable to company (Leasing License) under NBFC regulations, 2007 was Rs. 200 million while the company was required to comply with the enhanced requirement of Rs. 350 million by June 30, 2008. Under NBFC regulations, 2008 deadline for meeting the equity of Rs. 350 million was extended till June 30, 2009. Subsequent to year end Securities and Exchange Commission of Pakistan through its notification S.R.O. 764 (I) 2009 dated September 2, 2009 amended the Schedule of regulations 2008 for minimum equity requirements of leasing companies. According to amended schedule, leasing companies are now required to meet the minimum equity requirements of Rs. 350 million by June 30, 2011 instead of June 30, 2009.

The equity of the company qualifying for ensuring compliance with minimum equity requirement comprises the following:

	nupees
Issued, subscribed and paidup capital	451,605,000
Capital reserves	148,257,389
Accumulated loss	(382,714,525)
Sub-ordinated debt	333,208,499
	550,356,363

As at June 30, 2009, the equity of the company (excluding unrealized loss on revaluation of available for sale as allowed by SECP) as noted above aggregates to Rs.550,356,363 as against the required minimum equity requirement of Rs.200 million.

		, 33 3 , , ,	'	1 , 1	
			Note	2009 Rupees	2008 Rupees
25.	DEFIC	IT ON REVALUATION OF ASSETS - NET			•
		s on revaluation of property, plant and equipment lised loss on available for sale investments	25.1 5.1	20,549,066 (165,483,798)	(136,762,185)
				(144,934,732)	(136,762,185)
	25.1	Surplus on revaluation of property, plant and equipment as at the beginning of the year		-	-
		Effect of revaluation carried out during the year		33,769,445	-
		Transferred to unappropriated profit on account of: - incremental depreciation - net of deferred tax - disposals - net of deferred tax		(1,401,073)	-
		Related deferred tax liability		(754,423)	-
				(2,155,496)	-
		Surplus on revaluation of property, plant and equipment as at June 30, 2009		31,613,949	-
		Related deferred tax liability on: Revaluation as at the beginning of the year Revaluation carried out during the year		- (11,819,306)	-
		Transferred to profit and loss account on account of: - incremental depreciation - net of deferred tax - disposal - net of deferred tax		754,423 -	-
		and the second second second second		(11,064,883)	
				20,549,066	-

**25.2** The properties of the Company have been revalued as at September 28, 2008. The revaluation is carried out by an independent valuer, Messer Tracom (Private) Limited on the basis of professional assessment of present market values and resulted in surplus of Rs. 33,769,445, over the written down value.

Had there been no revaluation the carrying amount of the revalued assets would have been as follows;

		Note	2009 Rupees	2008 Rupees
	Premises		24,011,185	24,899,883
26.	CONTINGENCIES			
	Liabilities in respect of guarantees	26.1	26,645,000	84,792,648

These represent guarantees given on behalf of the customers and include guarantees against letters of credit aggregating to Rs.8,000,000 (2008: Rs.46,147,648).

27.	INCOME FROM FINANCE LEASES	2009 Rupees	2008 Rupees
21.	INCOME FROM FINANCE LEASES		
	Income on finance lease contracts  Document fee, front end fee and other charges  Gain on cancellation of lease contracts  Syndicate lease income	415,233,817 15,775,529 4,714,600 1,407,925	439,945,398 31,874,446 4,693,391 3,391,575
		437,131,871	479,904,810
28.	OTHER OPERATING INCOME		
	Income from financial assets:		
	- Available for sale		
	Dividend income	9,180,027	15,049,514
	Gain on sale of investments from: - derivates	-	28,972,728
	- investment in equity securities	4,290,601	43,028,688
		13,470,628	87,050,930
	- Held to maturity	4 020 045	5.056.733
	Income on Term Finance Certificates	1,930,015	5,056,723
	- Loans and receivables		
	Short-term loans	112,285,320	139,264,997
	Return on placements	762,381	9,429,490
	Long-term loan Income from savings accounts	31,994,818 2,616,996	40,337,638 7,127,080
	Advance against lease	8,486,265	18,842,441
		156,145,780	215,001,646
	Income from non-financial assets:		
	Mark-up, commission and fee income	362,455	3,245,031
	Rental income	4 525 560	1,652,000
	Gain on sale of property, plant and equipment Others	4,525,560 1,535,416	3,079,468 1,475,742
	Ouleis		
		6,423,431	9,452,241
		177,969,854	316,561,540

		Note	2009 Rupees	2008 Rupees
29.	FINANCIAL CHARGES			
	Mark-up on:			
	- Long term loans	29.1	121,648,199	105,365,196
	- Term finance certificates		109,510,107	68,323,061
	- Short-term borrowings		307,514,103	112,130,949
	Return on certificates of investment		229,212,244	285,228,187
	Arrangement fee		6,750,000	-
	Bank charges		1,240,912	418,299
			775,875,565	571,465,692

**29.1** Mark-up on long term loans include markup of Rs.24,283,470 (2008: Rs.19,026,325) on finance availed from a related party.

		Note	2009 Rupees	2008 Rupees
30.	ADMINISTRATIVE, SELLING AND OTHER OPERATING E	XPENSES		
	Salaries, allowances and benefits	30.1	67,323,083	63,359,636
	Rent		2,677,213	2,550,037
	Repairs and maintenance		956,518	1,198,894
	Utilities		1,812,428	1,607,354
	Depreciation	14	11,109,450	8,646,010
	Insurance		2,134,502	1,764,675
	Vehicle running expenses		7,470,049	6,079,226
	Printing and stationery		773,403	1,558,811
	Telephone and postage		2,751,589	2,857,926
	Traveling and conveyance		1,706,956	3,450,679
	Fees and subscriptions		4,115,807	2,120,656
	Legal and professional charges		5,404,039	3,845,654
	Training and development		48,480	164,082
	Brokerage		473,748	2,799,822
	Advertising and entertainment		491,997	851,589
	Auditors' remuneration	30.2	535,275	595,135
	Miscellaneous		2,506,729	2,291,670
			112,291,266	105,741,856

**30.1** Salaries, allowances and benefits include Rs.6,243,932 (2008: Rs.5,238,675) in respect of staff retirement benefits.

	2009 Rupees	2008 Rupees
30.2 Auditors' remuneration		
Annual audit fee	300,000	250,000
Half yearly review	100,000	100,000
Special certifications	50,000	50,000
Taxation services	-	130,000
Out of pocket expenses	85,275	65,135
	535,275	595,135

		Note	2009 Rupees	2008 Rupees
31.	DIRECT COST OF OPERATING LEASES		napees	napees
	Insurance and other expenses Depreciation on operating lease assets	14	812,835 44,082,326 44,895,161	907,488 28,852,482 29,759,970
32.	PROVISION FOR DOUBTFUL LEASES, LOANS AND OTHE	R RECEIVABLES		
	Provision for potential lease losses Provision for non-performing short term loans Provision for non-performing long term loans Provision for other doubtful receivables	12.2 4.2 11.1	83,566,290 10,617,174 6,620,000 	53,625,269 2,550,000 13,222,629 69,397,898
33.	TAXATION			
	Taxation - Current - Deferred		3,092,869 (72,230,324)	10,900,000 5,829,049
			(69,137,455)	16,729,049

## 33.1 Current tax liability

The tax charge for the current year represents tax liability under Final Tax Regime.

## 33.2 Effective tax rate reconciliation

Numerical reconciliation between the average tax rate and the applicable tax rate has not been presented as the company's tax computation results in a tax loss.

## 33.3 Current status of tax assessments

Tax assessments of the company relating to assessment years before tax year 2003 have been completed and no appeal is pending in any appellete forums. Returns for the tax years 2003 to 2008 have been filed and deemed to be assessed under section 120 of the Income Tax Ordinance, 2001.

		2009 Rupees	2008 Rupees
34.	(LOSS)/EARNINGS PER SHARE - BASIC AND DILUTED		
	(Loss)/profit after taxation attributable to ordinary shareholders- Rupees	(458,059,222)	67,426,915
	Weighted average number of ordinary shares issued and subscribed	45,160,500	45,160,500
	(Loss)/profit per share- Rupees	(10.14)	1.49

Corresponding figure of weighted average number of shares have been adjusted to take affect of bonus shares issued during the year 2008.

# 35. STAFF RETIREMENT GRATUITY

# 35.1 General description

The scheme provides for terminal benefits for all permanent employees who complete qualifying period of service with the company at last drawn salary multiplied by year of services.

The latest actuarial valuation of the gratuity fund was carried out as at June 30, 2009.

		2009	2008
35.2	Principal actuarial assumptions		
	Following principal actuarial assumptions were used for the valuation.		
	Discount rate	12%	12%
	Expected long-term rate of increase in salary level	11%	11%
	Expected long-term rate of interest	12%	12%
	Expected remaining working life time of employees  Number of employees	7 years 82	7 years 74
	Number of employees	02	74
		2009	2008
		Rupees	Rupees
35.3	Reconciliation of provision for gratuity scheme		
	Present value of defined benefit obligation	14,145,554	10,328,338
	Less: fair value of plan assets	(9,982,014)	(7,754,353)
	Deficit	4,163,540	2,573,985
	Unrecognized net actuarial loss	(3,919,642)	(2,328,571)
		243,898	245,414
35.4	Movement in the balance sheet liability		
	Balance at beginning of the year	245,414	3,141,506
	Add: Charge for the year Payments made during the year	2,926,864 (2,928,380)	2,557,334 (5,453,426)
	Balance at end of the year	243,898	245,414
	balance at end of the year	243,036	
35.5	Changes in present value of Defined Benefit Obligations		
	Present value of Defined Benefit Obligation at beginning of the year	10,328,338	7,909,082
	Current service cost for the year	2,432,880	2,085,498
	Interest cost for the year	1,239,401	790,908
	Benefit paid during the year	(537,442)	(1,321,576)
	Acturial (gain) / loss on present value of Defined Benefit Obligation	682,377	864,426
	Present value of Defined Benefit Obligation at end of the year	14,145,554	10,328,338
35.6	Changes in Fair value of Plan Assets		
	, and the second		
	Fair value of Plan Assets at beginning of the year	7,754,353	3,653,041
	Expected return on Plan Assets Contribution during the year	930,522	365,304 5.453.426
	Benefit paid during the year	2,928,380 (537,442)	5,453,426 (1,321,576)
	Acturial loss on Plan Assets	(1,093,799)	(395,842)
	Fair value of Plan Assets at end of the year	9,982,014	7,754,353
	Tail value of Flati Assets at effu of the year	3,302,014	

25.7	Custoity ashomo ovnous	2009 Rupees	2008 Rupees
35.7	Gratuity scheme expense		
	Current service cost Interest cost Expected return on plan assets Actuarial loss recognised	2,432,880 1,239,401 (930,522) 185,105	2,085,498 790,908 (365,304) 46,232
		2,926,864	2,557,334
	Past service cost due to change in benefits during the year	-	-
		2,926,864	2,557,334

**35.8** Actual return on plan assets during the year was Rs.(163,277) (2008: Rs.30,538).

# 35.9 Five years data on surplus /deficit of the plans and experience adjustment

	2009	2008	2007 Rupees	2006	2005
Present value of defined benefit obligation Fair value of plan assets	(14,145,554) 9,982,014	(10,328,338) 7,754,353	(7,909,082) 3,653,041	(3,046,433) 2,822,993	(2,370,116) 2,818,553
(Deficit)/surplus	(4,163,540)	(2,573,985)	(4,256,041)	(223,440)	448,437
Experience adjustments on plan liabilities Loss	(682,377)	(864,426)	(940,958)	(41,186)	(563,690)
Experience adjustments on plan assets (Loss)/gain	(1,093,799)	(395,842)	49,863	(274,592)	201,944

## 36. TRANSACTIONS WITH RELATED PARTIES

The related parties comprises Saudi Pak Industrial & Agricultural Investment Company Limited (the holding company), other group companies (including associated company), key management personnel and employee benefit plans.

Transactions with related parties are carried out as per agreed terms.

Aggregate transactions with related parties and associated undertakings which are not disclosed in respective notes are as follows:

	2009					
	Holding company	Other Group Companies	Key manage- ment Personnel	Other related parties		
			Rupees			
Rent Paid	544,575	-	-			
Rental received on property	-	-	-			
Lease money disbursed	-	-	-	-		
Rentals received	-	6,633,569	-	-		
Mark-up income on term loans	32,474,045		-	-		
Contribuations to provident fund	-		-	3,317,068		
Lease key money received	-	-	-	-		
Payments to gratuity fund	-	-	-	2,928,380		
Remuneration to key management personnel		-	Refer Note 37	-		

			2008	
	Holding company	Other Group Companies	Key management Personnel	Other related parties
			Rupees	
Rent Paid	355,935	-	-	-
Rental received on property		1,652,000	-	
Lease money disbursed	-	6,194,650	-	-
Rentals received	-	17,424,014	-	-
Mark-up income on term loans	529,659	-	-	
Contribuations to provident fund	-	-	-	2,681,341
Lease key money received	-	487,280	-	-
Payments to gratuity fund	-	-	-	5,453,426
Remuneration to key management personnel	-	-	Refer Note 37	-

## 37. REMUNERATION OF CHIEF EXECUTIVE AND EXECUTIVES

The aggregate amount charged in financial statements for remuneration including all benefits, to the Chief Executive and Executives is as follows:

	Chief Executive		Exec	utives	Total	
	2009	2008	2009	2008	2009	2008
		Rupees				
Managerial remuneration	5,221,236	5,066,111	11,675,975	8,084,012	16,897,211	13,150,123
Bonus	1,957,962	567,525	1,751,125	1,310,735	3,709,087	1,878,260
House rent, utilities etc	3,263,266	2,533,050	7,658,415	4,909,989	10,921,681	7,443,039
Retirement benefits	970,295	916,978	2,169,806	1,463,241	3,140,101	2,380,219
Leave passage	206,650	831,150	1,045,500	568,800	1,252,150	1,399,950
	11,619,409	9,914,814	24,300,821	16,336,777	35,920,230	26,251,591
Number of persons	1	1	13	10	14	11

Chief Executive and Executives are provided with free use of company maintained cars.

	Note	2009 Rupees	Restated 2008 Rupees
CASH GENERATED FROM OPERATIONS AFTER WORKING	CAPITAL CHAN	GES	
Profit for the year before taxation		(527,196,677)	84,155,964
Adjustment for non-cash charges and other items:  Depreciation - owned assets  Depreciation - assets under operating lease Financial charges Provision for doubtful leases, loans and other receivables Dividend income Impairment on available-for-sale investments Unrealized loss/(gain) in market value of investments classified as held for trading Amount written off directly against loans, lease receivables and investments Share of loss from associate Gain on dilution of interest in associate Gain on sale of property, plant and equipment	14 14 29 32 28 5.1	11,109,450 44,082,326 775,875,565 100,803,464 (9,180,027) 168,877,727 3,357 2,904,969 1,397,270 (2,529,843) (4,525,560) 1,088,818,698	8,646,010 28,852,482 571,465,692 69,397,898 (15,049,514) - 1,200 4,069,206 6,709,514 - (3,079,468)
Profit before working capital changes		561,622,021	755,168,984
Working capital changes			
Advances, deposits, prepayments and other receivable Accrued mark-up Short-term loans Accrued and other payables		76,220,706 (22,028,450) 224,407,741 278,599,997 (23,956,624) 254,643,373	(17,172,572) (14,895,725) (250,152,628) (282,220,925) 43,104,236 (239,116,689)
Cash generated from operations after working capital changes		816,265,394	516,052,295

#### 39. NON-CASH TRANSACTIONS

38.

Increase of Rs.333,208,499 in sub-ordinated debt represents conversion of long term finance from holding company into sub-ordinated debt.

# 40. SEGMENT INFORMATION

The business of the company is divided into four primary reporting segments namely Finance lease operations, Operating lease operations, Term loans and Investments based on the nature of business and the related risks and returns associated with these segments. Other operations, which are not considered by management to be sufficiently significant to disclose as separate items and do not fall into the above segment category, are reported as 'Others'.

Finance and operating lease operations include leasing of moveable assets. Term loans include secured loans for tenure ranging from 3 months to 5 years whereas investments include securities and derivative transactions.

Segment assets and liabilities include all assets and liabilities related to the segment and relevant proportion of the assets and liabilities allocated to the segment on a reasonable basis.

Segment revenues and expenses include all revenues and expenses related to the segment and relevant proportion of the revenues and expenses allocated to the segment on a reasonable basis.

			June 30,					
			Rupe	es				
	Finance Lease	Operating lease	Term loans	Investment	Others	Total		
Segment revenue	437,131,871	62,220,534	144,280,138	16,533,216	18,289,073	678,454,832		
Direct cost of operating lease	-	44,895,161	-		-	44,895,161		
Provisions and fair value changes	83,566,290	-	17,237,174	168,881,084	-	269,684,548		
Segment results	353,565,581	17,325,373	127,042,964	(152,347,868)	18,289,073	363,875,123		
Unallocated cost								
Financial and bank charges						775,875,565		
Administrative, selling and other operating						112,291,266		
Write-offs						2,904,969		
						891,071,800		
Loss before taxation						(527,196,677)		
Taxation						(69,137,455)		
Loss for the year						(458,059,222)		
Other information								
Segment assets	3,801,497,591	190,348,988	1,149,280,652	265,112,655	-	5,406,239,886		
Unallocated assets					496,693,605	496,693,605		
Total assets						5,902,933,491		
Segment liabilities	1,128,130,039	15,694,301	-	-	-	1,143,824,340		
Unallocated liabilities					4,686,896,019	4,686,896,019		
Total liabilities						5,830,720,359		
Net assets						72,213,132		
			June 30,					
			Rupe	es				
	Finance Lease	Operating lease	Term loans	Investment	Others	Total		
Segment revenue	479,904,810	74,834,950	179,602,635	85,398,139	44,851,252	864,591,786		
Direct cost of operating lease		29,759,970				29,759,970		
Provisions and fair value changes	53,625,269	-	2,550,000	1,200	13,222,629	69,399,098		
Segment results	426,279,541	45,074,980	177,052,635	85,396,939	31,628,623	765,432,718		
Unallocated cost								
Financial and bank charges						571,465,692		
Administrative, selling and other operating						105,741,856		
Write-offs						4,069,206		
					L	681,276,754		
Profit before taxation					-	84,155,964		
Taxation						16,729,049		
Profit for the year					_	67,426,915		
Other information					-			
Segment assets	4,873,766,347	212,775,967	1,333,457,685	460,128,749	-	6,880,128,748		
Unallocated assets					544,295,164	544,295,164		
Total assets						7,424,423,912		
Segment liabilities	1,307,512,193	3,854,657	-	672,634	-	1,312,039,484		
Unallocated liabilities					5,575,340,600	5,575,340,600		
Total liabilities					-	6,887,380,084		
Net assets						537,043,828		
					_	-5.,015,020		

## 41. FINANCIAL INSTRUMENT AND RELATED DISCLOSURES

## 41.1 Financial instruments by category

	June 30, 2009		June 30, 2008		
	<b>Carrying Amount</b>	Fair value	<b>Carrying Amount</b>	Fair value	
		Rup	ees		
Financial assets					
Held for trading					
Short term investment	2,040	2,040	7,281	7,281	
Available for sale					
Short term investment	260,010,615	260,010,615	434,129,723	434,129,723	
Held to maturity	5,100,000	4,782,765	11,954,400	11,954,400	
Investment in associate	15,169,918	15,169,918	14,037,345	14,037,345	
Loans and receivables					
Cash and bank balance	14,124,771	14,124,771	49,704,341	49,704,341	
Short-term loans	863,647,100	863,647,100	1,098,672,015	1,098,672,015	
Long term loans	285,633,552	285,633,552	234,785,670	234,785,670	
Advances	83,094,244	83,094,244	205,008,915	205,008,915	
Net investment in leases	3,801,497,591	3,801,497,591	4,873,766,347	4,873,766,347	
Accrued mark-up	79,820,479	79,820,479	57,792,029	57,792,029	
Trade Deposits	544,045	544,045	620,045	620,045	
Other Receivables	107,664,629	107,664,629	67,302,796	67,302,796	
	5,236,026,411	5,236,026,411	6,587,652,158	6,587,652,158	
	5,516,308,984	5,515,991,749	7,047,780,907	7,047,780,907	
Financial liabilities					
At Amortized Cost					
Borrowings from financial institutions	1,166,990,577	1,166,990,577	1,245,000,000	1,245,000,000	
Certificates of investment	1,075,489,000	1,075,489,000	2,591,967,000	2,591,967,000	
Accrued mark-up	109,120,803	109,120,803	128,803,034	128,803,034	
Accrued and other payables	72,549,150	72,549,150	87,803,783	87,803,783	
Long term Finance	1,938,282,979	1,938,282,979	1,450,189,538	1,450,189,538	
Sub-ordinated debt	333,208,499	333,208,499	-	-	
Deposit against Lease	1,128,130,039	1,128,130,039	1,307,512,193	1,307,512,193	
	5,823,771,047	5,823,771,047	6,811,275,548	6,811,275,548	

41.1.1 Fair values of held for trading, available for sale and held-to-maturity securities except for investment in unquoted securities are based on the quoted market values.

Except for investment in unquoted securities, fixed term loans and leases of over one year, staff loans and fixed term certificates of investment of over one year, the fair value of other on balance sheet financial assets and liabilities are not significantly different from their book value as these assets and liabilities are either short term in nature or are frequently re-priced.

The fair values of unquoted securities, fixed term loans and leases of over one year, staff loans and fixed term certificates of investment of over one year cannot be calculated with sufficient reliability due to non-availability of relevant active markets for similar assets and liabilities.

#### 41.1.2 Reconciliation of Financial Assets and Liabilities with Total Assets and Liabilities

	2009	2008
Total financial assets as per note 41.1	5,516,308,984	7,047,780,907
Add: Non Financial Assets Advance tax - net of provision Non-current assets classified as held for sale Property, plant and equipment Prepayments Advance to suppliers	1,201,135 123,288,550 260,795,453 469,369 870,000	489,419 115,488,550 256,383,010 2,761,157 1,520,869
	386,624,507	376,643,005
Total Assets	5,902,933,491	7,424,423,912
Total Financial liabilities as per note 41.1	5,823,771,047	6,811,275,548
Add: Non Financial Liabilities		
Deferred tax Rental received in advance Tax deducted at source	- 6,156,081 793,231	60,411,017 14,675,342 1,018,177
	6,949,312	76,104,536
Total Liabilities	5,830,720,359	6,887,380,084

## 41.2 FINANCIAL RISK MANAGEMENT

The Company's directors and ALCO are responsible for ensuring that financial risk-taking activities are governed by appropriate policies and procedures and that financial risks are identified, measured and managed in accordance with company policies and company risk appetite. The Board of Directors reviews and agrees policies for managing each of these risk. The Company's exposure to the risks associated with the financial instruments and the risk management policies and procedures are summarised as follows.

## 41.2.1 Credit Risk

**41.2.1.1** The objective of the credit risk management is to ensure that the risk of default by a client or counterparty is reduced to a minimum, keeping in view the risk management policies of the Company. The company manages the credit risk by operating a sound credit-granting process, maintaining an appropriate credit administration, measurement and monitoring process and ensuring adequate controls. The controls include monitoring credit exposure, limiting transactions with specific counter party and continually assessing the credit worthiness of counter parties.

The Company's exposure to credit risk is inherent in lease and loan receivables, deposits with banks and contingent liabilities.

# 41.2.1.2 Exposure to credit risk - on balance sheet

	Net Investment in Lease		Long Term Loan		Short Term Loan	
	June 30,	June 30,	June 30,	June 30,	June 30,	June 30,
	2009	2008	2009	2008	2009	2008
			Rupe	es		
Past due but not impaired:						
- upto 29 days	74,409,519	64,145,045	3,477,464	-	67,473,018	-
-30 to 89 days	121,167,696	92,886,704	10,013,905	-	163,565,477	-
Past due and impaired						
- 90 to 179	309,327,319	270,184,128	54,550,088	-	88,539,701	-
- 180 to 364	453,750,471	308,155,881	41,053,581	-	250,538,474	-
- 365 to 729	492,892,023	388,191,193	45,696,732	83,054,408	97,795,637	146,389,351
- 730 to 1095	265,927,079	187,239,089	53,637,153	28,983,717	8,552,836	34,802,836
-more than 1095	309,331,752	124,311,742	4,166,666	1,874,999	29,922,174	29,922,174
Neither past due nor individually	2 200 042 500	2.756.000.042	F7 402 747	00 000 207	472 426 057	001 007 054
impaired	2,289,943,500	3,756,980,942	57,193,747	96,062,207	172,126,957	891,807,654
Total gross amount	4,316,749,359	5,192,094,724	269,789,336	209,975,331	878,514,274	1,102,922,015

# 41.2.1.3 Exposure to credit risk - off balance sheet

Refer Note 26

## 41.2.1.4 Restructured lease receivables

The carrying amount of restructured lease receivables included in on balance sheet credit risk exposure as noted above aggregates to Rs. 415,616,215 .

# 41.2.1.5 Concentration of Credit Risk

	Lease and loan receivables				
	Percentage		Gros	s amount	
Sector	2009 2008		2009	2008	
		_			
Sugar and Allied	2.07	2.36	113,149,410	153,372,918	
Cement	2.35	1.37	128,517,293	89,413,148	
Energy Oils and Gas	5.64	5.83	308,260,156	379,190,065	
Steel and Engineering & Auto Mobiles	6.08	5.75	332,083,316	373,968,859	
Electric and Electric Goods	0.90	1.12	49,288,264	73,096,880	
Transport and Communications	10.10	10.87	551,844,338	706,820,723	
Chemicals / Fertilizer / Pharmaceutical	2.11	2.56	115,502,997	166,425,932	
Textile	19.32	18.83	1,055,591,640	1,225,025,391	
Paper and Boards	4.01	4.01	218,896,527	261,060,286	
Construction	5.31	4.92	290,401,786	319,798,850	
Food, Tobacco and Beverages	3.47	4.75	189,732,781	308,703,788	
Glass and Ceramics	1.41	1.62	76,911,346	105,076,765	
Hotels	4.14	3.89	225,991,580	253,228,477	
Health Care	1.09	1.36	59,400,519	88,760,497	
Dairy and Poultry	1.15	1.09	62,635,309	71,138,928	
Services	2.95	2.70	161,425,222	175,563,042	
Miscellaneous	11.57	12.97	632,084,553	843,899,775	
Consumer	16.35	14.00	893,335,932	910,447,746	
	100.00	100.00	5,465,052,969	6,504,992,070	

## 41.2.1.6 Analysis of financial assets that are neither past due nor impaired

#### - Lease and loan receivables

To further strengthen the credit monitoring controls ,the Company is in the process of establishing an internal credit grading system with the objective of assigning appropriate risk rating for each customer. These ratings will be assigned after taking into account various factors including the financial condition, ownership structure, management quality and industry pattern that impact the business of customers.

#### - Other financial assets

The Company limits its exposure to credit risk by only investing in liquid securities and only with counterparties that have a optimal credit rating.

## 41.2.2 Liquidity risk

The Company's objective of liquidity management is to ensure the availability of sufficient liquidity to meet its liabilities when due without risking sustained damage to its operations. ALCO is responsible for ensuring that the Company maintains its liquidity by keeping a level of liquid assets in such amount which is considered sufficient to anticipate payment of borrowings. For managing liquidity risk, the company carries out an analysis of maturities of financial assets and financial liabilities to identify on and off-balance sheet funding gaps. The analysis for the year ended June 30, 2009 is given below:

			2009		
		Maturity		No soutus stud	
	Upto 1 year	1-5 years	More than 5 years	No contractual maturity	Total
			Rupees		
Financial assets					
Cash and bank balances	-	-	-	14,124,771	14,124,771
Short-term loans	863,647,100	-	-	-	863,647,100
Long-term loans	208,836,931	68,930,955	14,485,666	-	292,253,552
Short term investments	-	-	-	260,012,655	260,012,655
Long-term investment (including cur- rent maturity)	5,100,000	-	-	15,169,918	20,269,918
Advances	83,094,244	-	-	-	83,094,244
Net investment in leases	1,920,622,014	2,396,127,345	-	-	4,316,749,359
Accrued mark-up Trade deposits	79,820,479	-	-	- 544,045	79,820,479 544,045
Other receivables	107,664,629	-	-	-	107,664,629
	3,268,785,397	2,465,058,300	14,485,666	289,851,389	6,038,180,752
Provisions / suspended income against long term loans and lease receivables					521,871,768 5,516,308,984
Financial liabilities					
Borrowings from financial					
institutions	1,166,990,577	-	-	-	1,166,990,577
Certificates of investment	977,165,000	98,324,000	-	-	1,075,489,000
Accrued mark-up	109,120,803	-	-	-	109,120,803
Accrued and other payables	72,549,150	-	-	-	72,549,150
Long-term finances	597,578,100	1,340,704,879	-	-	1,938,282,979
Sub-ordinated debt	-	-	-	333,208,499	333,208,499
Deposits against leases	251,477,413	876,652,626	-	-	1,128,130,039
	3,174,881,043	2,315,681,505	-	333,208,499	5,823,771,047
On balance sheet gap	93,904,354	149,376,795	14,485,666	(43,357,110)	214,409,705
Contingencies	26,645,000				
Off balance sheet gap	26,645,000	-	-	-	-
Total gap	120,549,354	149,376,795	14,485,666	(43,357,110)	214,409,705

The above analysis is based on contractual maturities and not on their expected realisation, hence the actual gaps based on expected realization may reduce significantly.

			2008		
		Maturity		No contractual	
	Upto 1 year	1-5 years	More than 5 years	maturity	Total
			Rupees		
Financial assets					
Cash and bank balances	-	-	-	49,704,341	49,704,341
Short-term loans	1,098,672,015	-	-	-	1,098,672,015
Long-term loans	124,424,699	110,360,971	-	-	234,785,670
Short Term Investments	-	-	-	434,137,004	434,137,004
Long-term investment (including current maturity)	6,854,400	5,100,000	-	14,037,345	25,991,745
Advances	205,008,915	-	-	-	205,008,915
Net investment in leases	1,931,800,039	3,260,294,685	-	-	5,192,094,724
Accrued mark-up	57,792,029	-	-	-	57,792,029
Trade Deposits	620,045	-	-	-	620,045
Other Receivables	67,302,796	-	-	-	67,302,796
	3,492,474,938	3,375,755,656	-	497,878,690	7,366,109,284
Provisions / suspended income against long term loans and lease receivables				-	318,328,377 7,047,780,907
Financial liabilities					
Borrowings from financial					
institutions	1,245,000,000	-	-	-	1,245,000,000
Certificate of investment Accrued mark-up	2,392,498,000 128,803,034	199,469,000	-	-	2,591,967,000 128,803,034
Accrued mark-up Accrued and other payables	87,803,783	-	-	-	87,803,783
Long-term finances	339,466,668	1,110,722,870	_		1,450,189,538
Sub-ordinated debt	-	-	_	_	-
Deposits against leases	237,136,357	1,070,375,836	-		1,307,512,193
. 3	4,430,707,842	2,380,567,706	-	-	6,811,275,548
On balance sheet gap	(938,232,904)	995,187,950	-	497,878,690	554,833,736
Contingencies	84,792,648				
Off balance sheet gap	84,792,648	-	-	-	-
Total gap	(853,440,256)	995,187,950	-	497,878,690	554,833,736

## 41.2.3 Market risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market prices. Market risk comprise three types of risk: interest rate risk, currency risk and other price risk, such as equity risk.

## 41.2.3.1 Interest rate risk

Interest rate risk arises from the effects of fluctuations in the prevailing levels of markets interest rates on the fair value of financial assets and liabilities and future cash flow. The Company's exposure to fair value interest rate risk is limited as it does not hold significant fixed interest based financial instruments. However, the Company is exposed to cash flow interest rate risk and currently, it is in the process of developing parameters, methods and a system for preparing sensitivity analysis for such risk.

## 41.2.3.2 Foreign exchange risk

Foreign exchange risk is the risk that the value of financial instruments will fluctuate due to changes in foreign exchange rates. The Company's exposure to foreign exchange risk is limited as there are no significant financial instruments in foreign currency

## 41.2.3.3 Equity price risk

There is a risk that the value of a security or portfolio of securities will decline in future. The investment in listed equity securities are made in accordance with the established guidelines which include ensuring compliance with regulations, diversification and selection of securities after careful financial analysis of the issuer.

## Price sensitivity analysis

The sensitivity analysis below have been determined based on the exposure to valuation gains and losses for investment portfolio of the Company. The analysis is prepared on the amount of investments at the balance sheet date. 15% increase or decrease in equity instrument prices are used when reporting price risk internally to key management personnel and represents management's assessment of the reasonably possible change in equity instruments rates.

If prices in equity instruments had been 15 percent higher/lower, the Company's loss for the year ended June 30, 2009 would decrease/increase by Rs.8,914,677 and deficit on revaluation of available-for-sale investments would increase/ decrease by Rs.19,611,855.

The Company's sensitivity to price risk has increased during the current year mainly due to the unprecedented and significant decline in equity instruments prices.

#### 42. RECLASSIFICATION

Corresponding figures of following line items in balance sheet and profit and loss account have been reclassified to reflect more appropriate presentation of events and transactions for the purpose of comparison.

From	То	Amount reported / restated in June 30, 2008
Advances, deposits, prepayments and other receivables	Advances Accrued mark-up Trade deposits and short term prepayments Advance tax - net of provision	206,529,784 57,792,029 3,381,202 489,419
	Assets classified as held for sale Other receivable	115,488,550 67,302,796
Loans and receivable Short term investments	Long term loans Short term investments Other receivable	3,295,267 11,250,000 34,500,000
Accrued and other payables Financial and other charges	Long term investments Accrued mark-up Financial charges	14,037,345 128,803,034 571,047,393
	Administrative, selling and other operating expenses	649,921
Administrative, selling and other operating expenses	Amount written off directly against loans, lease receivables and investments Amount written off directly against loans and leas	3,878,157 e 191,049

#### 43. DATE OF AUTHORIZATION

These financial statements were authorized for issue by the Board of Directors on **October 06, 2009**.

#### 44. GENERAL

Figures have been rounded-off to nearest Rupee.

Farrukh S. Ansari Chief Executive Officer Muhammad Rashid Zahir Chairman

# PATTERN OF SHAREHOLDING AS ON JUNE 30,2009

NO. OF SHAREHOLDERS	FROM	HAVING SHARES	то	SHARES HELD	PERCENTAGE
428	1		100	13,937	0.0308
369	101		500	98,341	0.2177
181	501		1000	135,973	0.3010
455	1001		5000	1,079,824	2.3910
87	5001		10000	620,327	1.3736
52	10001		15000	649,567	1.4383
22	15001		20000	381,649	0.8450
12	20001		25000	268,728	0.5950
9	25001		30000	248,205	0.5496
3	30001		35000	94,700	0.2096
5	35001		40000	180,282	0.3992
4	40001		45000	171,475	0.3797
2	45001		50000	91,031	0.2015
3	50001		55000	153,044	0.3388
2	55001		60000	112,091	0.2482
3	60001		65000	189,508	0.4196
2	70001		75000	147,516	0.3266
2	75001		80000	158,445	0.3508
2	80001		85000	166,856	0.3694
2	85001		90000	173,500	0.3841
	90001				0.2103
1			95000	95,000	
2	100001		105000	210,000	0.4650
1	105001		110000	109,018	0.2414
2	115001		120000	235,531	0.5215
2	120001		125000	243,195	0.5385
1	125001		130000	126,925	0.2810
1	130001		135000	130,835	0.2897
1	155001		160000	157,796	0.3494
2	165001		170000	331,662	0.7344
1	180001		185000	184,553	0.4086
1	210001		215000	210,745	0.4666
1	215001		220000	215,261	0.4766
1	220001		225000	222,075	0.4917
2	225001		230000	451,604	0.9999
1	235001		240000	235,675	0.5218
2	245001		250000	496,764	1.0999
1	260001		265000	263,431	0.5833
1	315001		320000	318,255	0.7047
1	450001		455000	451,080	0.9988
1	510001		515000	511,432	1.1324
1	585001		590000	585,945	1.2974
1	1035001		1040000	1,038,211	2.2989
1	1215001		1220000	1,218,536	2.6982
1	1520001		1525000	1,522,920	3.3722
1	1805001		1810000	1,806,420	4.0000
1	1995001		2000000	1,997,822	4.4238
1	3105001		3110000	3,105,752	6.8771
1	3195001		3200000	3,199,182	7.0840
1	4510001		4515000	4,514,473	9.9965
1	15835001		15840000	15,835,403	35.0647
1681				45,160,500	100

# CATEGORIES OF SHARE HOLDERS

	SHAREHOLDERS	SHAREHOLDING	PERCENTAGE
Individuals	1628	8,776,279	19.4335
Shares held by Associated Companies, undertakings and related parties:			
Saudi Pak Industrial & Agricultural Investment Co. Ltd.	1	15,835,403	35.0647
Saudi Pak Insurance Company Ltd.	1	16,065	0.0356
Premier Mercantile Services (Pvt) Ltd	1	4,516,048	10.0000
Marine Services (Pvt) Ltd	1	64,352	0.1425
Investment Corporation of Pakistan	1	500	0.0011
National Investment Trust	1	6,304,934	13.9612
Directors, Chief Executive Officer and their spouse and minor children			
Senator(R) Ihsanul Haq Piracha	1	2,032,222	4.5000
Mr. Haroon Ihsan	1	2,421,847	5.3628
Mrs. Khurshid Ihsan Piracha	1	1,748,722	3.8722
INSURANCE COMPANIES	2	1,997,822	4.4238
PUBLIC SECTOR COMPANIES & CORPORATIONS	2	9,016	0.0200
FINANCIAL INSTITUTION	13	304,176	0.6735
MODARABAS	1	12,132	0.0269
OTHERS	25	1,035,482	2.2929
NON RESIDENT	1	85,500	0.1893
	1681	45,160,500	100.000
Shareholders holding ten percent or more voting interest in the Company.			_
Saudi Pak Industrial & Agricultural Investment Co.Ltd.		15,835,403	35.0647
Premier Mercantile Services (Pvt) Ltd		4,516,048	10.0000
National Bank of Pakistan, Trustee Deptt		6,304,934	13.9612



# PROXY FORM

l/we	of	
		(full address)
being member(s) of Saudi Pak Leasing Company Limited he	ereby appoint	
Mr./Ms		
of		(full address)
of failing him/her		
Mr./Ms	of	
		(full address)
being member of the Company) as my/our Proxy to attend of the Company to be held on October 30, 2009 and at an	The state of the s	the 19th Annual General Meeting
As witness my/our hand this	day of	2009
Signed by		
in presence of		
Signature and address of witness		Please affix Rs. 5/- revenue
	Signature of Member(s)	stamp
Shareholder's Folio No		
Number of Shares held		

A member entitled to attend and vote at a General Meeting is entitled to appoint a proxy to attend and vote for him/her. A proxy must be a member of the Company.

The instrument appointing a proxy hall be in written under the hand of the appointer or of his/her attorney duly authorised in writing, if the appointer is a corporation, under its common seal of the hand of any officer or attorney duly authorised.

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

AFFIX CORRECT POSTAGE

The Company Secretary **SAUDI PAK LEASING COMPANY LIMITED**6th Floor, Lakson Square, Building # 1,
Sarwar Shaheed Road, Saddar
Karachi-74200, Pakistan



improvising strategies for the future

# www.saudipakleasing.com