



Lighten Your World WITH THE BATTERY THAT LASTS.....



Annual Report 2020



**MIPL**

Millat Industrial Products Limited  
A Millat Tractor Company

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## Vision

To be a top quality battery producing company in Pakistan.



## Mission

To produce top quality battery by using skilled labor on sophisticated machines and by utilizing best available materials to ensure entire satisfaction of customers and stakeholders.





## Corporate Information

### BOARD OF DIRECTORS

Mr. Sikandar Mustafa Khan (Chairman)  
Mr. Sohail Bashir Rana  
Mr. Latif Khalid Hashmi  
Mr. Laeeq Uddin Ansari  
Mian Muhammad Saleem  
Mr. Ahsan Imran Shaikh

### CHIEF EXECUTIVE

Mr. Raafey Zaman Durrani

### COMPANY SECRETARY

Mian Muhammad Saleem

### CHIEF FINANCIAL OFFICER

Mr. Zeeshan Yousaf

### AUDITORS

Ilyas Saeed & Co.  
Chartered Accountants

### HEAD OF INTERNAL AUDIT

Mr. Zubair Yousaf

### PRINCIPAL BANKERS

Habib Bank Limited  
United Bank Limited  
National Bank of Pakistan  
Bank Alfalah Limited  
Meezan Bank Limited



**REGISTERED ADDRESS**

8.8 K.M., Lahore,  
Sheikhupura  
Road, Shahdara, Lahore.  
Ph: 042-111 200 786

**WEBSITE**

[www.millatbatteries.com](http://www.millatbatteries.com)

**FACTORY**

49 K.M., Off Multan Road,  
Bhai Pheru Distt. Kasur.  
Ph: 049-4540128, 4540528  
Fax: 049-4540328

**EMAIL ADDRESS**

[mipl@millatbatteries.com](mailto:mipl@millatbatteries.com)



Mr. Sikandar Mustafa Khan  
Chairman



Mr. Sohail Bashir Rana  
Director



Mr. Latif Khalid Hashmi  
Director



Mr. Laeeq Uddin Ansari  
Director



Mian Muhammad Saleem  
Company Secretary / Director



Mr. Ahsan Imran Shaikh  
Director



Mr. Raafey Zaman Durrani  
Chief Executive



## NOTICE OF 19TH ANNUAL GENERAL MEETING

Notice is hereby given that 19th Annual General Meeting of Millat Industrial Products Limited will be held at the Registered Office of the Company at 8.8 K.M. Sheikhpura Road, Shahdara, Lahore, on Friday, October 30, 2020 at 3:00 PM to transact the following business:

### A. ORDINARY BUSINESS

- 1) To confirm minutes of 18th Annual General Meeting held on October 25, 2019.
- 2) To receive, consider and adopt the audited financial statements of the company for the year ended June 30, 2020 together with the Directors' and Auditors' Reports thereon.
- 3) To appoint auditors and fix their remuneration for the year ending June 30, 2021.
- 4) To elect six directors of the company for a period of three years. The retiring directors are M/s. Sikandar Mustafa Khan, Latif Khalid Hashmi, Sohail Bashir Rana, Laeeq Uddin Ansari, Mian Muhammad Saleem and Ahsan Imran Shaikh.

As resolved by the Board in its meeting held on September 07, 2020, the number of directors to be elected shall be six.

### B. SPECIAL BUSINESS

- 5) To ratify and approve transactions conducted with Related Parties for the year ended June 30, 2020 by passing the following special resolution with or without modification.

"Resolved that the following transactions conducted with Related Parties for the year ended June 30, 2020 be and are hereby ratified, approved and confirmed."

NAME(S)	2020 (AMOUNTS IN RUPEES)		
	PURCHASES	SALES	OTHERS
MILLAT TRACTORS LIMITED	-	189,921,580	2,649,382
MILLAT EQUIPMENT LIMITED	-	-	-
BOLAN CASTINGS LIMITED	-	-	-
<b>TOTAL</b>	<b>-</b>	<b>189,921,580</b>	<b>2,649,382</b>

- 6) To authorize Chief Executive of the Company to approve transactions with Related Parties for the year ending June 30, 2021 by passing the following special resolution with or without modification.



“Resolved that the Chief Executive of the Company be and is hereby authorized to approve the transactions with Related Parties during the period from July 01, 2020 till the next Annual General Meeting of the Company.

“Resolved further that these transactions shall be placed before the shareholders in the next Annual General Meeting for their ratification/approval.”

- 7) To sanction the holding of office of profit under the company by Director Mian Muhammad Saleem.

**C. ANY OTHER BUSINESS**

- 8) To transact any other business with the permission of the Chair.

By order of the Board



Mian Muhammad Saleem  
Company Secretary

Lahore:  
October 08, 2020

**NOTES**

1. The share transfer books of the Company will remain closed from October 24, 2020 to October 30, 2020 (both days inclusive) and no transfer will be accepted during this period.
2. A member entitled to attend and vote at this meeting may appoint another member as his/her proxy to attend the meeting and vote for him/her. Proxies in order to be effective must be received by the Company not less than 48 hours before the meeting.
3. Shareholders are requested to notify the change of address, if any, immediately and submit, if applicable, the CZ-50 Form (for non deduction of Zakat) to the Company at 49 K.M Off Multan Road Bhai Pheru District Kasur. This will assist in prompt receipt of Dividend.
4. Members who have not yet submitted photocopy of their computerized National Identity Card (CNIC) to the company are requested to send the same at the earliest.
5. As per regulations the dividend warrants should bear the Computerized National Identity Card (CNIC) Numbers of the registered members or the authorized person except in the case of minor(s) and corporate members. CNIC numbers of the members are, therefore, mandatory for the issuance of future dividend warrants and in the absence of such information, payment of dividend may be withheld. Therefore, the members who have not yet provided their CNICs are once again advised to provide the attested copies of their CNICs (if not already provided) to the Company.
6. The Securities and Exchange Commission of Pakistan vide SRO 787(1)/2014 dated September 08, 2014 has allowed companies to circulate annual balance sheet, profit & loss account, auditors' report and directors report along with notice of annual general meeting to its members through e-mail. Members who wish to avail this facility may give their consent to the Company Secretary.

**STATEMENT U/S 134(3) OF THE COMPANIES ACT, 2017**

This statement sets out the material facts pertaining to the special business to be transacted at the Annual General Meeting of the Company to be held on October 30, 2020.

### 1. Approval/Ratification of Related Party Transactions(RPTs) conducted during Financial year ended on June 30, 2020

Pursuant to Companies Act, the transactions conducted with group companies are to be approved/ratified by the shareholders in general meeting as the majority of Company Directors were interested in these transactions due to their common directorship and holding of shares in the group companies, the quorum of directors could not be formed for approval of these transactions, therefore the transactions with group companies for the year ended June 30, 2020 are being placed before the shareholders for their consideration and approval/ratification.

It may be noted that principal activity of the company is manufacture of batteries for tractors and other automobiles. The commercial reason for entering into RPTs was uninterrupted smooth supply throughout the year.

The information of the Related party transactions as required under Regulation 5(1) of the Companies (Related Party Transactions and Maintenance of Related Records) Regulations, 2018 is as under: -

Sr.#	Information Required	Details
1	Name of Related Parties	Millat Tractors Limited, Millat Equipment Limited and Bolan Castings Limited
2	Names of interested or concerned persons or directors	M/s. Sikandar Mustafa Khan, Latif Khalid Hashmi, Sohail Bashir Rana, Laeeq Uddin Ansari and Mian Muhammad Saleem
3	Nature of relationship, interest or concern along with complete information of financial or other interest or concern of directors, managers or key managerial personnel in related party	Common directorship and shareholding in companies.
4	Detail, description, terms and conditions of transactions	Sale of automotive batteries against confirmed orders.
5	Amount of Transactions	As disclosed in item 05 of notice of AGM.
6	Time frame or duration of the transactions or contracts or arrangements.	Throughout the financial year.
7	Pricing Policy	At mutually agreed price

The Directors are interested in the resolution to the extent of their common directorships and shareholding in the group companies.

### 2. Authorization to CEO for Related Party Transactions(RPTs)

The Company shall be conducting Related Party Transactions (RPTs) with group companies during the year ending June 30, 2021 in the normal course of business. The majority of Directors are interested in these transactions due to their common directorship and shareholding in the group companies. Therefore, these transactions with group companies have to be approved by the shareholders.

In order to ensure smooth supply during the year, the shareholders may authorize the Chief Executive to approve transactions with group on case to case basis from July 01, 2020 till the next AGM. However, these transactions shall be placed before the shareholders in the next AGM for their approval/ratification.

The Directors are interested in the resolution to the extent of their common directorships and shareholding in the group companies.

**3. Approval of Holding of office of Profit**

Section 171 (1) (c) (i) of the Companies Act, 2017 requires sanction/approval of shareholders in the general meeting for the holding of office of profit by the directors.

The Board has recommended to the members with a view to seek approval of general meeting for holding of office of profit by Mian Muhammad Saleem as Executive Director of the Company for performing extra services in pursuance of requirement contained in section 171(1) (c) (i) of the Companies Act, 2017 on the basis of his reappointment. Mian Muhammad Saleem is



interested in the resolution to the extent of remuneration and benefits etc. associated with this position while other directors are not interested in the resolution. Therefore, the following resolution is proposed to be passed as an ordinary resolution, with or without modification, addition or deletion.

“Resolved that sanction/approval be and is hereby accorded for holding of office of profit under the Company by Director Mian Muhammad Saleem for a period of three years commencing from October 30, 2020 subject to his election as director on the terms and conditions determined by the Board and that he be paid by way of remuneration comprising salary, allowances, perquisites and benefits etc., such sums as the directors may determine and approve in accordance with Articles of Association of the Company.”





## Directors' Report to the Shareholders For the Year Ended June 30, 2020

The Directors feel pleasure in presenting their 19th Annual Report together with the Audited Accounts of the Company for the year ended June 30, 2020.

### ACCOUNTS / APPROPRIATIONS

Financial results for the year are as follows:

Accumulated profit Brought Forward	Rs. 414,132,747
Profit for the year before tax	Rs. 5,714,017
Less: Current Taxation	Rs. (19,214,609)
Appropriations	Rs. -
Profit carried forward	Rs. 400,632,155

### PATTERN OF SHAREHOLDING

The pattern of shareholding as on June 30, 2020 is annexed.

## LOSS PER SHARE

The loss per share for the year was Rs. (1.51) compared to loss per share of Rs. (1.58) of the last year.

## BOARD OF DIRECTORS

The present Board consists of seven directors of which six directors were elected in the 16th Annual General Meeting of the Company held on October 30, 2017. Since last report there has been no change in the composition of the Board. The present Directors shall retire at the forthcoming Annual General Meeting and six Directors shall be elected in their place as resolved by the Board. The retiring Directors are: M/s. Sikandar Mustafa Khan, Latif Khalid Hashmi, Sohail Bashir Rana, Laeeq Uddin Ansari, Mian Muhammad Saleem and Ahsan Imran Shaikh.

During the year, four board meetings were held. The names of the directors are as under: -

### Name of Director

Mr. Sikandar M. Khan (Chairman)  
 Mr. Sohail Bashir Rana  
 Mr. Latif Khalid Hashmi  
 Mr. Laeeq Uddin Ansari  
 Mian Muhammad Saleem  
 Mr. Ahsan Imran Shaikh  
 Mr. Raafey Zaman Durrani (CEO)

## BOARD AUDIT COMMITTEE

The Board of Directors had constituted an Audit Committee comprising of the following members:

Mr. Latif Khalid Hashmi, Non-Executive Director	Chairman
Mr. Laeeq Uddin Ansari, Non-Executive Director	Member
Mr. Ahsan Imran Shaikh, Non-Executive Director	Member

The Audit Committee reviewed the quarterly, half yearly and annual financial statements before submission to the Board. The Audit Committee also reviewed internal audit findings.

## PRINCIPAL ACTIVITIES, DEVELOPMENT AND PERFORMANCE OF COMPANY'S BUSINESS

The Company is engaged in the business of manufacturing and sale of vehicular, industrial and domestic batteries. The Financial Statements of the company truly reflect the state of Company's affairs and fair review of its business. MIPL has established its brand "Millat Batteries" as a quality product.

Solar batteries with enhanced backup time are being made to meet the requirement of solar customers. Sale of deep cycle batteries also increased during the year. Keeping in view the market requirement, maintenance free battery will be marketed in near future.

### **PRINCIPAL RISKS AND UNCERTAINTIES**

The major risks and uncertainties being faced by the Company are fluctuation in prices of raw material, increased cost of imported raw material due to unprecedented devaluation of Rupee, low demand of batteries for UPS in view of improved electricity supply and entry of new competitors in the market. During the year, increase in prices in both local and imported raw materials has adversely affected the profit margin. Covid-19, pandemic situation also adversely affected sales, both local and export. No changes have occurred during the financial year concerning the nature of the business of the company.

### **FUTURE PROSPECTS OF PROFIT**

The Company aims to recover from the current after tax loss and conversion of the same in to profit by setting a challenging sales target in the next financial.

New entrant and changing market dynamics will be countered by quality and cost control.

### **ADEQUACY OF INTERNAL FINANCIAL CONTROLS**

Adequate internal financial controls are in place and being implemented by concerned personals. Additionally, the same are being monitored by internal audit department on regular basis.

### **MAIN TRENDS AND FACTORS LIKELY TO AFFECT THE FUTURE DEVELOPMENT, PERFORMANCE AND POSITION OF THE COMPANY'S BUSINESS**

Overall economic condition of the country will also affect the growth of the Company. The future depends on maintenance free and solar battery. Company has aligned itself to meet the challenging business environment by entering in to manufacturing of deep cycle battery.

### **DUTY & TAXES**

Information relating to duty & taxes has been given in the respective notes to the accounts.

### **AUDITORS**

The present Auditors, M/s Ilyas Saeed & Co., Chartered Accountants retired and offered themselves for re-appointment for the year ending June 30, 2021. The Board of Directors of the Company has endorsed their appointment for shareholder's consideration at the forth coming Annual general meeting. The external auditors have confirmed that they are registered with Audit Oversight Board

and have been given satisfactory rating under the Quality Control Review of the Institute of Chartered Accountants of Pakistan and being eligible offer themselves for re-appointment.

### NUMBER OF EMPLOYEES

There were 40 permanent employees as on June 30, 2020 compared to 40 employees as on June 30, 2019.

### SUBSEQUENT EVENTS

No material changes or commitments effecting the financial position of the Company have occurred between the end of the financial year of the company and the date of this report except as disclosed in this report.

### CORPORATE SOCIAL RESPONSIBILITY

#### I. CORPORATE PHILANTHROPY

The Company has not made any contribution towards corporate philanthropy.







## II. ENERGY CONSERVATION

Moving towards energy conservation, energy efficient air conditioners are being installed wherever replacement or new demand arises, excessive lights are being shut down during idle hours and most efficient electrical equipment and LED lights have been installed for energy and cost saving. Latest equipment has been installed with machinery to minimize the electricity consumptions with optimum efficiency.

## III. ENVIRONMENTAL PROTECTION MEASURES

Maximum plantation has been ensured for protection of eco system in an around factory premises. Industrial affluent is being treated and properly disposed of for environment safety and protection. Waste water treatment tank is being used to minimize the waste water pollution.

## IV. COMMUNITY INVESTMENT AND WELFARE SCHEMES

During the year no contribution was made in any welfare scheme.

## V. CONSUMER PROTECTION MEASURES

The Company aims to protect customers through quality products at affordable price. The Company offers after sale warranty through its dealer's network at district & Tehsil level along with prompt redressing of customer complaints. Company experts guide customers for economical use of products, proper maintenance and risks involved in improper usage.

## VI. WELFARE SPENDING FOR UNDER-PRIVILEGED CLASSES

The Company did not spend any money for under-privileged classes yet.

## VII. INDUSTRIAL RELATIONS

The Company ensures discharge of liabilities as stipulated in Industrial Relation Ordinance and other Labor Laws. It is also ensured that all legal dues and liabilities are being met.

## VIII. EMPLOYMENT OF SPECIAL PERSONS

The Company has not employed any special person during the year.

## IX. OCCUPATIONAL SAFETY & HEALTH

The Company at all levels recognizes the responsibility of preventing injuries, occupational illnesses, property loss, and harm to the environment and ensures personal safety & health of all its employees by taking necessary measures in order to prevent harm to them as well as to the environment.

Company is taking all necessary precautions to keep the premises free of all kinds of hazards and committed to provide safe and secure workplace. As a policy company gives top priority to the occupational health and safety of the employees.

All possible steps have been taken to recognize and eliminate occurrence of unsafe acts and conditions through continuous training and development of people along with providing them the required safety gadgets.

#### **X. BUSINESS ETHICS AND ANTI CORRUPTION MEASURES**

The Company abides by all business ethics and discourages every type of corruption and every corrupt practice.

#### **XI. NATIONAL CAUSE DONATIONS**

The Company has not yet allocated any budget towards national cause donations.

#### **XII. CONTRIBUTION TO EX-CHEQUER**

The Company has contributed Rs. 20.594 million to the national exchequer in the shape of direct taxes.

#### **XIII. RURAL DEVELOPMENT PROGRAMS**

Company has not made any contribution towards rural development programs.

#### **WEB PRESENCE**

Company's periodic financial statements for the current financial year including annual reports for the last three years are available on the Company's website [www.millatbatteries.com](http://www.millatbatteries.com) for information of the investors.



**URDU LANGUAGE VERSION**

An Urdu Language version of this Director's Report is also being published in the Annual Report as per provisions of SECP's SRO 1041(I)/2015 dated October 21, 2015.

For and on  
behalf of the Board

*Raufeq Z. Qureshi*

CHIEF EXECUTIVE  
LAHORE:

SEPTEMBER 07, 2020



DIRECTOR



10. کاروباری اخلاقیات اور انسداد بد عنوانی کے اقدامات:

کمپنی نے ہمیشہ کاروباری اخلاقیات کو ملحوظ خاطر رکھا ہے اور ساتھ ہی ساتھ بد عنوانی کی بھی حوصلہ شکنی کی ہے۔

11. عطیات برائے قومی مقاصد:

کمپنی نے عطیات برائے قومی مقاصد کے لئے کوئی رقم مختص نہیں کی۔

12. قومی خزانے میں جمع کرائی گئی رقم:

کمپنی نے 20.594 ملین روپے کی رقم براہ راست ٹیکس کی صورت میں قومی خزانے میں جمع کرائی ہے۔

13. دیہی ترقیاتی پروگرام:

کمپنی نے اس ضمن میں کوئی حصہ نہیں لیا۔

14. ویب کی موجودگی:

کمپنی کی فنانشیل اسٹیٹمنٹس برائے موجودہ مالی سال بشمول پچھلے تین سالوں کی سالانہ رپورٹس سرمایہ داروں کی معلومات کمپنی کی ویب سائٹ

[www.millatbatteries.com](http://www.millatbatteries.com) پر موجود ہیں۔

15. اردوزبان ورژن:

اس ڈائریکٹر کی رپورٹ کے ایک اردوزبان کا ورژن بھی 21 اکتوبر 2015ء کو ایس سی پی کے SRO 1041 (I) / 2015 کے دفعات کے مطابق سالانہ رپورٹ میں شائع کیا جا رہا ہے۔

بحکم بورڈ

ڈائریکٹر *Aslam* *Raufey Z. Suwani* چیف ایگزیکٹو آفیسر

لاہور

07 ستمبر 2020



## 2. توانائی کا تحفظ:

توانائی کو بچانے کے لیے، توانائی کے معیار پر پورا اترنے والے ایئر کنڈیشنرز نصب کئے گئے جہاں بھی متبادل یا نئی طلب پیدا ہوتی ہے۔ غیر فعال گھنٹوں کے دوران زائد لائٹس کو بند کر دیا جاتا ہے اور توانائی اور لاگت کو بچانے کے لیے موثر بجلی کے آلات اور ایل ای ڈی لائٹس نصب کئے جا رہے ہیں۔ جدید ترین سامان مشینری کے ساتھ نصب کر دیا گیا ہے تاکہ بجلی کی کھپت کو زیادہ سے زیادہ موثر طریقے سے کم کر سکیں۔

## 3. اقدامات برائے تحفظ ماحولیات:

فیکٹری کے احاطے کے ارد گرد ماحولیاتی نظام کے تحفظ کو یقینی بنانے کے لئے شجر کاری شروع کی گئی ہے۔ ماحول کی حفاظت اور تحفظ کے لئے صنعتی فضلے کو مناسب طریقے سے ڈسپوز کیا جاتا ہے۔ پانی کی آلودگی کی روک تھام کے لئے ویسٹ واٹر ٹینک کا استعمال کیا جاتا ہے۔

## 4. معاشرتی سرمایہ کاری اور فلاحی منصوبے:

دوران سال کمپنی نے کسی فلاحی منصوبے میں کوئی حصہ نہیں لیا۔

## 5. صارفین کے تحفظ کے لئے اقدامات:

کمپنی کا مقصد کم قیمت پر معیاری مصنوعات کے ذریعے صارفین کو تحفظ فراہم کرنا ہے۔ کمپنی اپنے تحصیل اور ضلع کی سطح پر پھیلے ہوئے ڈیلرز کے نیٹ ورک کے ذریعے وارنٹی بعد از فروخت کے ذریعے صارفین کی شکایات کا ازالہ کر رہی ہے۔ کمپنی کے ماہرین مصنوعات کے اقتصادی استعمال، مناسب دیکھ بھال اور نامناسب استعمال سے خطرات کے بارے میں رہنمائی کرتے ہیں۔

## 6. فلاح برائے پسماندہ طبقہ:

کمپنی نے اس طبقہ کے لئے کوئی رقم ادا نہیں کی۔

## 7. صنعتی تعلق:

کمپنی انڈسٹریل ریلیشن آرڈیننس اور لیبر لاء کے مطابق صنعتی تعلق کی اپنی تمام ذمہ داریاں احسن طریقے سے ادا کر رہی ہے۔ اور اپنے تمام قانونی واجبات اور ذمہ داریوں کو پورا کرنے کی یقین دہانی کراتی ہے۔

## 8. روزگار برائے معذور افراد:

دوران سال کمپنی نے کسی معذور فرد کی تقرری نہیں کی۔

## 9. پیشہ وارانہ حفاظت اور صحت:

کمپنی پیشہ وارانہ حفاظت اور صحت کے متعلق اپنی تمام ذمہ داریوں سے بخوبی واقف ہے اور اس سلسلے میں کمپنی نے کئی مثبت اقدامات اٹھائے ہیں۔ دوران ڈیوٹی حفاظتی تدابیر کا اختیار کرنا، ماحولیاتی بچاؤ اور ملازمین کے لئے مناسب حفاظتی ساز و سامان کی فراہمی، جسمانی و ذہنی تحفظ کے لئے ماحول کے تحفظ کو یقینی بنایا گیا ہے۔ کمپنی تمام قسم کے خطرات سے آزاد رکھنے کے لئے تمام ضروری احتیاطی تدابیر لے رہی ہے اور محفوظ کام کی جگہ فراہم کرنے کے لئے مصروف عمل ہے۔ ایک پالیسی کے طور پر کمپنی اپنے ملازمین کی پیشہ وارانہ صحت اور حفاظت کو بہت زیادہ ترجیح دیتی ہے۔ کسی بھی ناخوشگوار واقعے سے بچنے کے لئے تمام ملازمین اور ورکرز کو مناسب ٹریننگ اور حفاظتی آلات فراہم کئے گئے ہیں۔

## داخلی مالیاتی کنٹرول:

مناسب داخلی مالیاتی کنٹرول موجود ہیں اور متعلقہ افراد کی طرف سے احتیاط سے ان کی مانیٹرنگ کی جا رہی ہے اور باقاعدگی سے اندرونی آڈٹ ڈیپارٹمنٹ اس کی نگرانی کر رہا ہے۔

## کمپنی کے کاروبار کی کارکردگی اور پوزیشن اور مستقبل کے فروغ پر اثر انداز ہونے والے اہم رجحانات اور عوامل:

ملک کی مجموعی معاشی حالت کمپنی کی ترقی کو بھی متاثر کرے گی۔ کمپنی کے مستقبل کا انحصار مینٹیننس فری اور سولر بیٹری پر ہے۔ کمپنی نے چیلینجنگ کاروباری ماحول سے نمٹنے کے لیے اس میں داخل ہو کر ڈیپ سائیکل بیٹری کی تیاری کی صف بندی کر لی ہے۔

## ڈیوٹی اور ٹیکسز:

ٹیکس اور ڈیوٹی کے متعلق معلومات اکاؤنٹس میں متعلقہ تفصیل میں مہیا کی گئی ہیں۔

## آڈیٹرز:

موجودہ آڈیٹرز الیاس سعید اینڈ کمپنی، چارٹرڈ اکاؤنٹس سبکدوش ہو چکے ہیں اور انہوں نے اہل ہونے کی حیثیت سے خود کو دوبارہ 30 جون 2021 کی تقرری کے لیے پیش کیا ہے۔ کمپنی کے بورڈ آف ڈائریکٹرز نے ان کی تقرری کو شیئر ہولڈرز کی نظر ثانی کے لیے آنے والے سالانہ اجلاس میں پیش کیا ہے۔ بیرونی آڈیٹرز نے تصدیق کی ہے کہ وہ آڈٹ اور سائٹ بوڈ کے ساتھ رجسٹرڈ ہو چکے ہیں اور آئی کیپ سے اپنی کیوسی آر کی تسلی بخش ریٹنگ دی ہے اور تقرری کی پیش کش کے لیے اہل قرار دیا ہے۔

## ملازمین کی تعداد:

30 جون 2020 کو مستقل ملازمین کی تعداد 40 تھی جو کہ 30 جون 2019 کو 40 تھی۔

## مجوزہ بعد ازاں واقعات:

کمپنی کے مالی سال کے اختتام سے لے کر اس رپورٹ کی تاریخ تک کوئی بھی قابل ذکر تبدیلی نہیں آئی جو کہ کمپنی کی مالی حالت کو متاثر کرے۔ سوائے اس کے جو اس رپورٹ میں درج ہے۔

## کارپوریٹ سماجی ذمہ داری:

1. کارپوریٹ خدمت خلق:

کمپنی نے کسی کارپوریٹ خدمت خلق میں شرکت نہیں کی۔

## بورڈ آڈٹ کمیٹی:

بورڈ آف ڈائریکٹرز کی تشکیل کردہ آڈٹ کمیٹی کے ممبران مندرجہ ذیل ہیں۔

جناب لطیف خالد ہاشمی۔ نان ایگزیکٹو ڈائریکٹر (چیئرمین)

جناب لیسق الدین انصاری۔ نان ایگزیکٹو ڈائریکٹر (ممبر)

جناب احسن عمران شیخ۔ نان ایگزیکٹو ڈائریکٹر (ممبر)

آڈٹ کمیٹی بورڈ کو رپورٹ پیش کرنے سے پہلے مالی تفصیلات کا سہ ماہی، ششماہی اور سالانہ جائزہ لیتی ہے۔ اور اندرونی آڈٹ کے نتائج کا بھی جائزہ لیتی ہے۔

## کمپنی کے کاروبار کی بنیادی سرگرمیاں، ترقی اور کارکردگی:

کمپنی گاڑیوں، صنعتوں اور گھریلو استعمال کے لیے بیٹریز کی تیاری اور فروخت کے کاروبار میں مصروف ہے۔ کمپنی کی فنانشیل اسٹیٹمنٹس اس کے کاروباری معاملات کا درست احاطہ کرتی ہیں۔ مختصر سے عرصے کے اندر کمپنی نے اپنا برانڈ نام "ملت بیٹریز" بہتر پراڈکٹ کے طور پر متعارف کروایا ہے۔

سولر صارفین کی ضرورت کو پورا کرنے کے لیے کمپنی نے زیادہ سے زیادہ بیک اپ ٹائم کے ساتھ کچھ سولر بیٹریز کے ماڈلز کا آغاز کیا ہے۔ نیز گذشتہ سال کے مقابلے میں ڈیپ سائیکل بیٹریز کی فروخت میں اضافہ ہوا ہے۔ مارکیٹ کی ضروریات کو مد نظر رکھتے ہوئے مینسٹیننس فری بیٹری کو مستقبل قریب میں مارکیٹ میں لایا جائے گا۔

## بنیادی خدشات اور غیر یقینیاں:

کمپنی کو جو اہم خدشات اور غیر یقینی صورتحال لاحق ہے ان میں مقامی خام مال کی قیمتوں میں اتار چڑھاؤ، روپے کی قدر میں بے مثال کمی، جس کی وجہ سے درآمد شدہ خام مال کی قیمت میں اضافہ ہوا ہے۔ بہتر بجلی کی فراہمی کی وجہ سے یو۔ پی۔ ایس کی مارکیٹ میں کمی اور مارکیٹ میں نئے حریفوں کا داخلہ بھی اہم وجوہات میں شامل ہے۔ دوران سال لیڈ کی قیمت میں اضافے، جو کہ بیٹری کی لاگت کا ایک اہم عنصر ہے، نے منافع کے مارجن کو بری طرح متاثر کیا۔ کرونا وائرس کی صورت حال نے لوکل اور ایکسپورٹ سیلز کو بہت بری طرح متاثر کیا ہے۔ کمپنی کے کاروبار کی نوعیت سے متعلق مالی سال کے دوران کوئی تبدیلی نہیں ہوئی ہے۔

## مستقبل کے منافع کا امکان:

کمپنی کا ہدف اگلے مالی سال میں سیلز کے چیلینجنگ ٹارگٹ کا تعین کرتے ہوئے ٹیکس کے بعد ہونے والے نقصان کو منافع میں بدلنا ہے۔

نئی متعارف ہونے والی کمپنیز اور مارکیٹ کے بدلتے ہوئے حالات کا مقابلہ کمپنی اپنی لاگت میں کمی اور بہتر معیار سے کرے گی۔



## ڈائریکٹرز کی رپورٹ

ڈائریکٹرز انتہائی مسرت کے ساتھ کمپنی کی 19 ویں سالانہ رپورٹ بمعہ آڈیٹڈ اکاؤنٹس برائے سال 30 جون 2020 پیش کرتے ہیں۔

### منافع منقسمہ:

اس سال کے مالیاتی نتائج مندرجہ ذیل ہیں۔	
سال کے آغاز پر جمع شدہ منافع:	روپے 414,132,747
برائے سال جمع آمدنی قبل از ٹیکس:	روپے 5,714,017
موجودہ ٹیکسیشن:	روپے (19,214,609)
آئندہ سال کے لیے بجایا گیا منافع:	روپے 400,632,155

### شیر ہولڈر کا پیٹرن:

30 جون 2020 شیر ہولڈر کا پیٹرن رپورٹ میں شامل ہے۔

### فی حصص نقصان / آمدن:

سال 2020 کے لیے فی حصص نقصان 1.51 روپے رہا۔ گزشتہ سال یہ نقصان 1.58 روپے فی حصص تھا۔

### بورڈ آف ڈائریکٹرز:

موجودہ بورڈ سات ڈائریکٹرز پر مشتمل ہے جس میں سے چھ ڈائریکٹرز کمپنی کے 16 ویں سالانہ اجلاس 30 اکتوبر 2017 کو منتخب ہوئے تھے۔ اس کے علاوہ سال کے دوران بورڈ کی ساخت میں کوئی تبدیلی نہیں آئی۔ موجودہ ڈائریکٹرز آنے والے سالانہ اجلاس میں ریٹائر ہو جائیں گے اور چھ ڈائریکٹرز ان کی جگہ پر بورڈ کی قرارداد کے ذریعے منتخب ہوں گے۔ ریٹائر ہونے والے ڈائریکٹرز مندرجہ ذیل ہیں۔ جناب سکندر مصطفیٰ خان، لطیف خالد ہاشمی، سہیل بشیر رانا، لیسق الدین انصاری، میاں محمد سلیم اور احسن عمران شیخ۔ سال 2020 کے دوران بورڈ آف ڈائریکٹرز کے چار اجلاس منعقد ہوئے۔ ڈائریکٹرز کے نام درج ذیل ہیں:

جناب سکندر مصطفیٰ خان (چیئر مین)

جناب سہیل بشیر رانا

جناب لطیف خالد ہاشمی

جناب لیسق الدین انصاری

جناب میاں محمد سلیم

جناب احسن عمران شیخ

جناب رافع زمان درانی (چیف ایگزیکٹو)

An  
Effective and Dependable  
Power Solution



## Pattern of Shareholding as at June 30, 2020

No. of Shareholders	Size of Holding		Total Shares Held
	From	To	
6	1	100	519
30	101	500	8,014
58	501	1,000	45,842
50	1,001	1,500	60,731
38	1,501	2,000	68,148
22	2,001	3,000	56,790
16	3,001	5,000	60,484
55	5,001	40,000	832,215
5	40,001	100,000	251,347
4	100,001	400,000	1,287,500
1	400,001	600,000	543,750
1	600,001	6,000,000	5,737,500
<b>286</b>			<b>8,952,840</b>



## Shareholding Information

Categories of shareholders	No. of Shareholders	Shares held	Percentage
1. Directors, Chief Executive Officer, and their spouse and minor children			
<b>DIRECTORS</b>			
Mr. Sikandar M. Khan	1	543,750	6.07%
Mr. Latif Khalid Hashmi	1	362,500	4.05%
Mr. Sohail Bashir Rana	1	362,500	4.05%
Mr. Laeeq uddin Ansari	1	362,500	4.05%
Mian Muhammad Saleem	1	200,000	2.23%
Mr. Ahsan Imran Shaikh	1	33,650	0.38%
2. Associated Companies, undertakings and related parties			
a. Millat Tractors Limited	1	5,737,500	64.09%
3. NIT and ICP	-		
4. Banks Development Financial Institutions, Non Banking Financial Institutions and Pension Funds	-		
5. Insurance Companies	-		
6. Modarabas & Mutual Funds	-		
7. Shareholders Holding 10% or more Voting Interest	-	-	-
8. General Public	-	-	-
a. Local	-	-	-
b. Foreign	-	-	-
9. Others			
a. Joint Stock Companies	-	-	-
b. Trusts	-	-	-
c. Public	279	1,350,440	15.08%
<b>Total</b>	<b>286</b>	<b>8,952,840</b>	<b>100.00%</b>



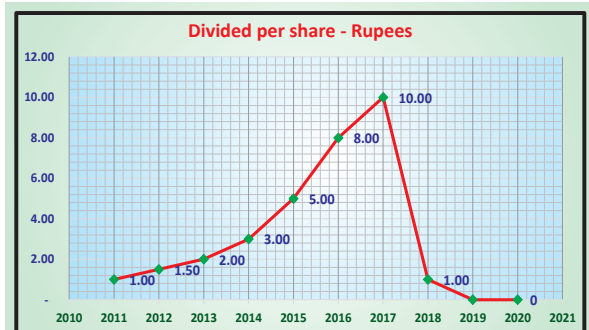
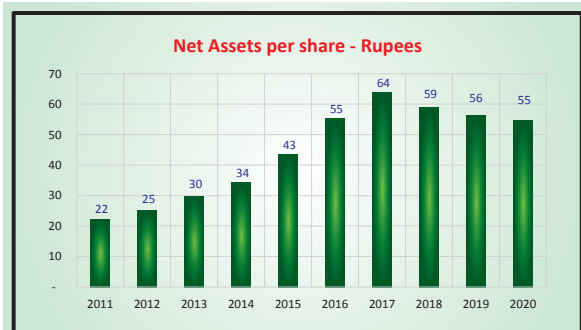
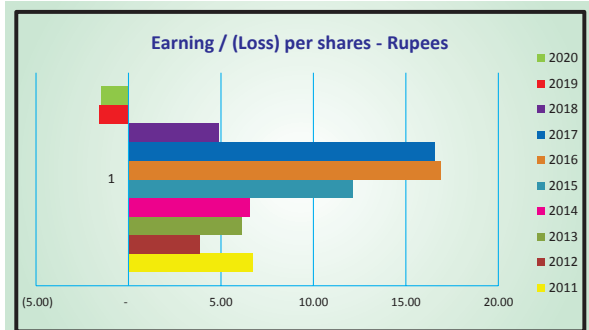
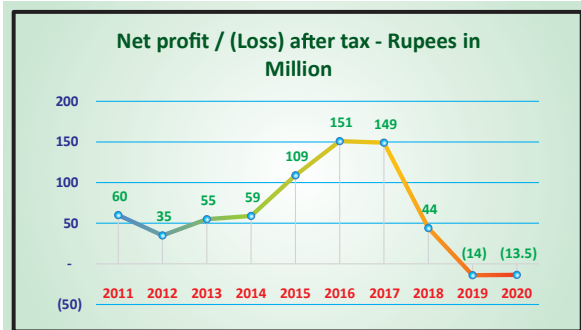
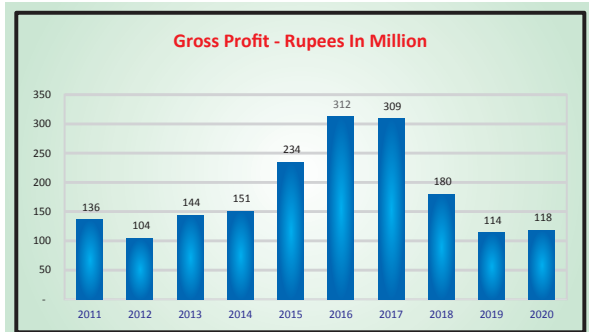
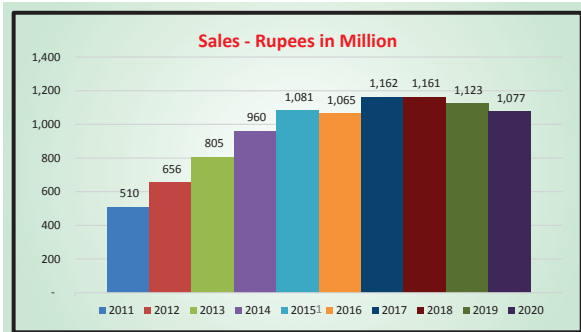
## Ten Years' Performance

<b>TRADING RESULTS</b>		<b>2020</b>	<b>2019</b>	<b>2018</b>
Sales - Net	Rs.	1,077,895,294	1,123,257,343	1,161,353,460
Gross profit	Rs.	118,541,625	114,290,657	179,816,064
Operating profit/ (Loss)	Rs.	12,878,628	6,507,586	64,383,220
Profit before tax	Rs.	5,714,017	331,779	59,008,065
Net (loss) / profit after tax	Rs.	(13,500,592)	(14,102,013)	43,582,980
	Rs.			
<b>FINANCIAL POSITION</b>				
<b>Owner's Equity:</b>				
Share capital	Rs.	89,528,400	89,528,400	89,528,400
Accumulated profit/ (loss)	Rs.	400,632,155	414,132,747	437,187,600
	Rs.	490,160,555	503,661,147	526,716,000
Operating fixed assets	Rs.	119,373,288	132,965,678	148,400,043
<b>Long term liabilities:</b>				
Deferred taxation	Rs.	8,215,489	9,595,603	11,236,259
<b>INVESTOR INFORMATION</b>				
Sales growth	%	(4.04)	(3.28)	(0.04)
Gross profit growth	%	3.72	(36.44)	(41.74)
Operating profit/ (loss) growth	%	97.90	(89.89)	(70.59)
Profit before tax growth	%	1,622.24	(99.44)	(71.74)
Net (Loss) / profit after tax growth	%	(4.26)	(132.36)	(70.68)
Gross profit ratio	%	11.00	10.17	15.48
Operating profit ratio	%	1.19	0.58	5.54
Profit before tax ratio	%	0.53	0.03	5.08
Net profit after tax ratio	%	(1.25)	(1.26)	3.75
Return on equity	%	(2.75)	(2.80)	8.27
Return on assets	%	(11.31)	(10.61)	29.37
(Loss) / Earning per share (after tax)	Rs.	(1.51)	(1.58)	4.87
Current ratio	Times	3.54 : 1	3.73:1	4.80:1
Quick ratio	Times	2.28:1	2.13:1	1.12:1
Dividend Cover (Div/Earning)	Times	-	-	4.87
Rate of Dividend	%	-	-	10.00



2017	2016	2015	2014	2013	2012	2011
1,161,867,413	1,064,935,501	1,080,636,249	959,890,273	804,847,628	655,669,714	509,874,027
308,645,829	312,281,298	234,456,063	151,332,181	144,025,698	104,986,952	136,279,955
218,887,724	240,216,150	171,785,823	96,934,151	87,435,065	57,179,174	96,916,380
208,779,587	226,590,238	161,413,311	90,309,422	84,046,474	51,639,544	89,794,210
148,623,310	151,465,503	108,884,980	58,783,896	55,121,744	34,820,531	60,359,204
89,528,400	89,528,400	89,528,400	89,528,400	89,528,400	89,528,400	89,528,400
483,133,020	406,132,430	299,431,127	217,404,667	176,526,451	134,833,969	108,966,278
572,661,420	495,660,830	388,959,527	306,933,067	266,054,851	224,362,369	198,494,678
167,350,957	117,363,717	70,775,694	63,573,975	51,500,919	49,966,031	49,063,143
15,024,863	9,787,062	5,338,463	4,799,837	3,896,672	3,892,348	3,658,215
9.10	(1.45)	12.58	19.26	22.75	28.59	53.75
(1.16)	33.19	54.93	5.07	37.18	(22.96)	37.80
(8.88)	39.83	77.22	10.86	52.91	(41.00)	41.58
(7.86)	40.38	78.73	7.45	62.76	(42.49)	39.79
(1.88)	39.11	85.23	6.64	58.30	(42.31)	38.56
26.56	29.32	21.70	15.77	17.89	16.01	26.73
18.84	22.56	15.90	10.10	10.86	8.72	19.01
17.97	21.28	14.94	9.41	10.44	7.88	17.61
12.79	14.22	10.08	6.12	6.85	5.31	11.84
25.95	30.56	27.99	19.15	20.72	15.52	30.41
88.81	129.06	153.85	92.47	107.03	69.69	123.02
16.60	16.92	12.16	6.57	6.16	3.89	6.74
6.23:1	7.70:1	6.49:1	6.57:1	5.01:1	5.75:1	5.35:1
3.14:1	5.42:1	3.93:1	3.86:1	3.09:1	3.49:1	2.86:1
1.66	2.11	2.43	2.19	3.08	2.59	6.74
100.00	80.00	50.00	30.00	20.00	15.00	10.00

# Performance Review



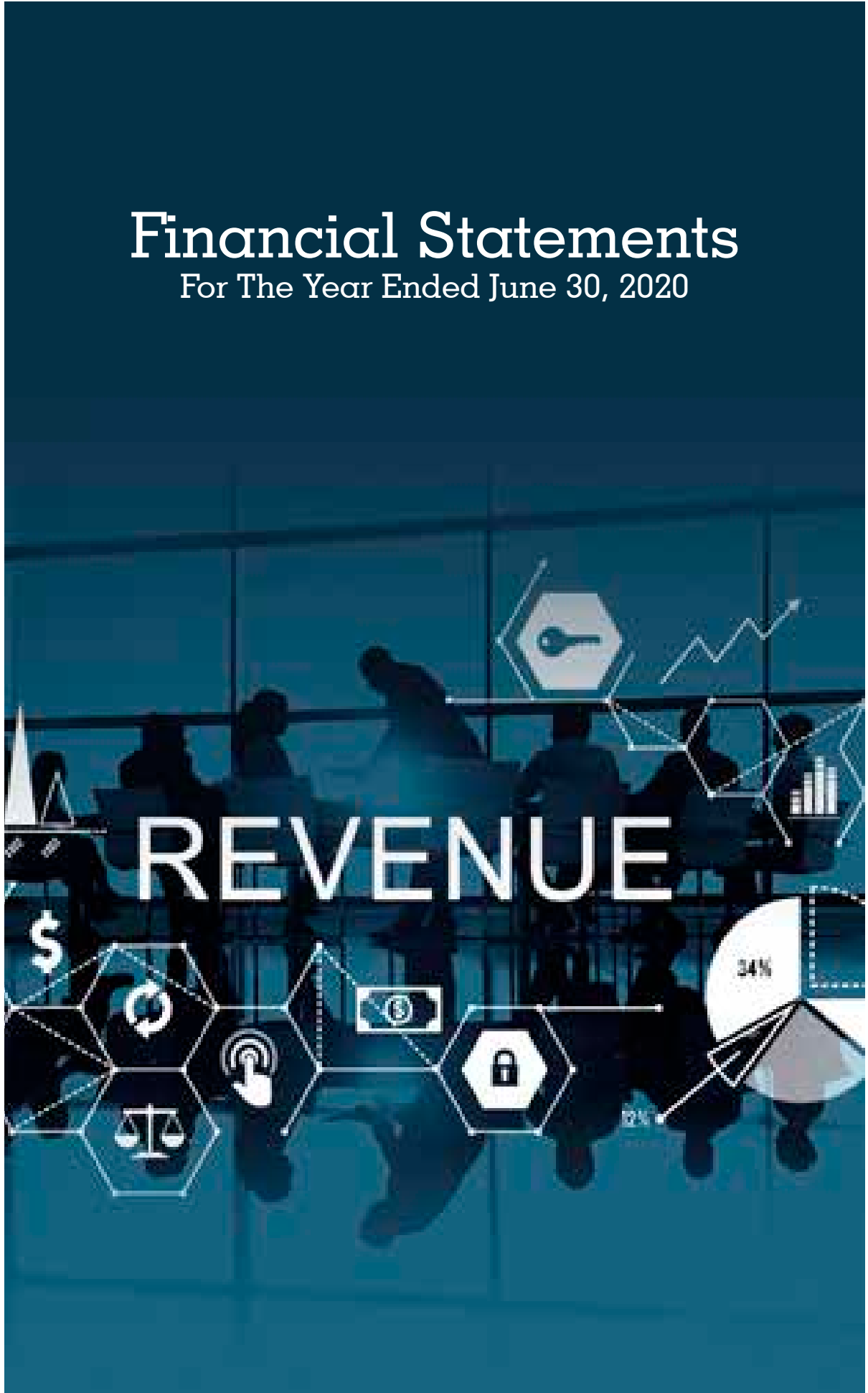
# IFS Go-Live Ceremony





# Financial Statements

For The Year Ended June 30, 2020



# INDEPENDENT AUDITOR'S REPORT

To the members of Millat Industrial Products Limited

## Report on the Audit of the Financial Statements

### Opinion

We have audited the annexed financial statements of Millat Industrial Products Limited (the Company), which comprise the statement of financial position as at June 30, 2020, and the statement of profit or loss and other comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, 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 the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2020 and of the loss and other comprehensive loss, the changes in equity and its cash flows for the year then ended.

### Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' Code of Ethics for Professional Accountants as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

### Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information obtained at the date of this auditor's report is information included in the annual report, but does not include the financial statements of the company and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion there on.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in audit, or otherwise appears to be materially misstated.

If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

### Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the

requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

### **Auditor's Responsibilities for the Audit of the Financial Statements**

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

### Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) 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 established under section 7 of that Ordinance.

The engagement partner on the audit resulting in this independent auditor's report is **Muhammad Ilyas**.

A handwritten signature in black ink, appearing to read 'Muhammad Ilyas', is written over a horizontal line.

Chartered accountants  
LAHORE  
Date: 7 September 2020


In case of any discrepancy on the Company's website and the published material, the auditors shall only be responsible in respect of the information contained in the hard copies of the audited financial statements available at the Company's registered office.

## Statement of Financial Position

As at June 30, 2020

ASSETS	Note	2020 Rupees	2019 Rupees
<b>NON CURRENT ASSETS</b>			
Property, plant and equipment	4	119,373,288	132,965,678
Capital work in progress	5	8,617,692	-
Long term deposits and prepayments	6	3,527,000	3,527,000
		131,517,980	136,492,678
<b>CURRENT ASSETS</b>			
Stores and spares	7	14,497,687	14,381,026
Stock in trade	8	167,061,785	206,902,908
Trade debts	9	116,712,765	232,775,186
Loans and advances	10	19,452,233	19,111,450
Trade deposits and short term prepayments	11	2,463,240	3,591,797
Taxation - Net	12	36,351,589	36,194,603
Short term investments	13	140,000,000	-
Cash and bank balances	14	14,837,493	1,856,280
		511,376,792	514,813,250
<b>TOTAL ASSETS</b>		<b>642,894,772</b>	<b>651,305,928</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital	15	89,528,400	89,528,400
Unappropriated profit		400,632,155	414,132,747
		490,160,555	503,661,147
<b>NON CURRENT LIABILITIES</b>			
Deferred taxation	16	8,215,489	9,595,603
<b>CURRENT LIABILITIES</b>			
Trade and other payables	17	79,333,526	97,280,009
Deposits, accrued liabilities and advances	18	64,839,357	26,454,667
Short term borrowings	19	-	13,948,646
Unclaimed dividend		345,845	365,856
		144,518,728	138,049,178
<b>CONTINGENCIES AND COMMITMENTS</b>	20	-	-
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>642,894,772</b>	<b>651,305,928</b>

(The annexed notes from 1 to 41 form an integral part of these financial statements)

  
 Chief Executive

  
 Director

# Statement of Profit or Loss and Other Comprehensive Income

## For The Year Ended June 30, 2020

	Note	2020 Rupees	2019 Rupees
Sales	21	1,077,895,294	1,123,257,343
Cost of goods sold	22	959,353,669	1,008,966,686
Gross profit		118,541,625	114,290,657
<b>Operating Expenses</b>			
Distribution cost	23	41,358,951	38,372,994
Administration and general expenses	24	64,304,046	69,410,077
		105,662,997	107,783,071
<b>Operating profit</b>		12,878,628	6,507,586
Other income	25	262,112	223,521
		13,140,740	6,731,107
Finance cost	26	7,005,691	6,374,881
Other charges	27	421,032	24,447
		7,426,723	6,399,328
<b>Profit before taxation</b>		5,714,017	331,779
Taxation	28	19,214,609	14,433,792
<b>(Loss) after taxation</b>		(13,500,592)	(14,102,013)
<b>Other comprehensive income</b>			
Items that may be reclassified to profit or loss subsequently		-	-
Items not to be reclassified to profit or loss subsequently		-	-
		-	-
<b>Total comprehensive (loss)</b>		(13,500,592)	(14,102,013)
<b>(Loss) per share - Basic and Diluted</b>	30	(1.51)	(1.58)

(The annexed notes from 1 to 41 form an integral part of these financial statements)

*Raajeev Z. Durrani*  
Chief Executive

*[Signature]*  
Director

## Statement of Changes in Equity

### For The Year Ended June 30, 2020

PARTICULARS	Share capital	Unappropriated Profit	Total
	Rupees		
Balance as at July 01, 2018	89,528,400	437,187,600	526,716,000
Dividend paid @ 10% for the year	-	(8,952,840)	(8,952,840)
Total comprehensive loss for the year	-	(14,102,013)	(14,102,013)
Balance as at June 30, 2019	89,528,400	414,132,747	503,661,147
Total comprehensive loss for the year	-	(13,500,592)	(13,500,592)
Balance as at June 30, 2020	89,528,400	400,632,155	490,160,555

(The annexed notes from 1 to 41 form an integral part of these financial statements)

*Raafay Z. Sultani*  
\_\_\_\_\_  
Chief Executive

*[Signature]*  
\_\_\_\_\_  
Director

# Statement of Cash Flows

## For The Year Ended June 30, 2020

PARTICULARS	Note	2020 Rupees	2019 Rupees
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Net profit before taxation		5,714,017	331,779
<b>Adjustments for:</b>			
Depreciation		16,425,327	18,636,834
Gain on disposal of property, plant and equipment		-	(41,872)
Workers' welfare fund		114,280	6,636
Finance cost		7,005,691	6,374,881
Cash flow before working capital changes		29,259,315	25,308,258
<b>Working capital changes:</b>			
<b>(Increase) / decrease in current assets:</b>			
Stores and spares		(116,661)	182,297
Stock in trade		39,841,123	152,678,409
Trade debts		116,062,421	(159,650,082)
Loans and advances		(340,783)	(11,107,135)
Trade deposits and short term prepayments		1,128,557	(4,173,797)
<b>Increase / (decrease) in current liabilities:</b>			
Trade and other payables		21,003,856	36,605,917
<b>Net working capital changes</b>		<b>206,837,828</b>	<b>39,843,867</b>
Finance cost paid		(7,571,340)	(5,896,721)
Taxes paid		(20,865,989)	(24,000,089)
<b>Net cash inflow from operating activities</b>		<b>178,400,499</b>	<b>9,947,057</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Capital expenditure on property, plant and equipment		(3,048,706)	(3,314,271)
Capital work in progress		(8,617,692)	(38,272)
Payments for investments		(140,000,000)	-
Sale proceeds of property, plant and equipment		215,769	312,146
<b>Net cash (outflow) from investing activities</b>		<b>(151,450,629)</b>	<b>(3,040,397)</b>
<b>CASH FLOW FROM FINANCING ACTIVITIES</b>			
Dividend paid	31.1	(20,011)	(8,964,063)
<b>Net cash (outflow) from financing activities</b>		<b>(20,011)</b>	<b>(8,964,063)</b>
Net Increase in cash and cash equivalents		26,929,859	(2,057,403)
Cash and cash equivalents at the beginning of the year		(12,092,366)	(10,034,963)
<b>Cash and cash equivalents at the end of the year</b>	31	<b>14,837,493</b>	<b>(12,092,366)</b>

(The annexed notes from 1 to 41 form an integral part of these financial statements)

*Raajay Z. Durrani*  
Chief Executive

*[Signature]*  
Director



# Notes to the Financial Statements

For the year ended June 30, 2020

## 1. CORPORATE AND GENERAL INFORMATION

### 1.1 LEGAL STATUS AND OPERATIONS

Millat Industrial Products Limited (MIPL) was registered under the repealed Companies Ordinance, 1984 (now the Companies Act, 2017), vide Registration No. L 10906 of 2001 - 2002 dated 23rd January, 2002, as a Private Limited Company. Subsequently the Company has been converted into Public Limited Company on June 27, 2005 (CUIN: 0043275). The Company is engaged in the business of manufacturing and sale of vehicular, industrial and domestic batteries.

The Company is a subsidiary of Millat Tractors Limited (the holding Company), a listed public Company incorporated in Pakistan.

The geographical location and address of the Company's business units, including mills/plant is as under:

- The registered office of the Company is situated at 8.8 k.m., Lahore- Sheikhpura Road, Shahdara, Lahore.

- The manufacturing facility of the Company is located at 49-k.m., off Multan Road, Bhai Pheru, Distt. Kasur.

### 1.2 SUMMARY OF SIGNIFICANT EVENTS AND TRANSACTIONS IN THE CURRENT REPORTING PERIOD

The Company's financial position and performance was particularly affected by the following events and transactions during the reporting period:

- Availed short-term running finance facility from Habib Bank Limited with the sanctioned limit of Rs. 100 million. Refer to note 19.

- During the current year, the Company has incurred loss due to increased competition in the market together with the reduction in demand for UPS batteries. The cost of production has increased due to high lead prices and deteriorating exchange rate.

## 2. STATEMENT OF COMPLIANCE

These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. Accounting and reporting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Act, 2017 (the Act), and provisions of and directives issued under the Companies Act, 2017. Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.

### 2.1 NEW AND AMENDED STANDARDS AND INTERPRETATIONS BECOME EFFECTIVE

The Company has adopted the following revised standards, amendments in accounting standards and interpretations of IFRS which became effective for the current year:

IAS 12	- Income Taxes – Annual Improvements 2015–2017 Cycle (Amendments).
IAS 19	- Employee Benefits – Plan amendments, curtailments or settlements. (Amendments).
IAS 23	- Borrowing Costs – Annual Improvements 2015–2017 Cycle (borrowing costs eligible for capitalisation) (Amendments).
IAS 28	- Investments in Associates and Joint Ventures – Long-term interests in associates and joint ventures (Amendments).

IAS 39	– Financial Instruments – Pre-replacement issues in the context of the IBOR reform (Amendment)
IFRS 3	– Business Combinations – Annual Improvements to IFRS Standards 2015–2017 Cycle
IFRS 9	– Financial Instruments – Prepayment Features with Negative Compensation (Amendments to IFRS 9)
IFRS 11	– Joint Arrangements – Annual Improvements to IFRS Standards 2015–2017 Cycle
IFRS 14	– Regulatory Deferral Accounts
IFRS 16	– Leases
IFRIC 23	– Uncertainty over Income Tax Treatments

### Impact of IFRS 9

IFRS 9 Financial Instruments replaces IAS 39 Financial Instruments: Recognition and Measurement for annual period ending on or after June 30, 2019 bringing together all three aspects of the accounting for financial instruments: classification and measurement, impairment, and hedge accounting.

The application of IFRS 9 has fundamentally changed the Company’s accounting for impairment losses for financial assets by replacing IAS 39’s incurred loss approach with a forward -looking expected credit loss (“ECL”) approach.

The management reviewed and assessed the Company’s existing financial assets for impairment in accordance with the guidance included in IFRS 9, to determine the credit risk associated with the respective financial assets and concluded that there is no material impact on the Company’s financial assets with regards to impairment requirements of IFRS 9.

### Impact of IFRS 15

IFRS 15 supersedes IAS 11 Construction Contracts, IAS 18 Revenue and related interpretations and it applies, with limited exceptions, to all revenue arising from contracts with customers. IFRS 15 establishes a five-step model to account for revenue arising from contracts with customers and requires that revenue be recognized at an amount that reflects the consideration to which an entity expects to be entitled in exchange for transferring goods or services to a customer.

IFRS 15 requires entities to exercise judgement, taking into consideration all of the relevant facts and circumstances when applying each step of the model to contracts with their customers. The standard also specifies the accounting for the incremental costs of obtaining a contract and the costs directly related to fulfilling a contract. In addition, the standard requires relevant disclosures. The management reviewed and assessed the Company’s existing contracts with the customers in accordance with the guidance included in IFRS 15 and concluded that there is no material impact on the revenue recognition of the Company.

### Impact of Amendment in Fourth Schedule

SECP brought certain alterations in Fourth Schedule of the Act with regard to preparation and presentation of financial statements. These alterations resulted in elimination of certain disclosures in these financial statements of the Company as at June 30, 2020.

The adoption of the above standards, amendments, improvements to accounting standards and interpretations did not have any effect on the financial statements.

## 2.2 STANDARDS, INTERPRETATIONS AND AMENDMENTS TO PUBLISHED APPROVED ACCOUNTING STANDARDS THAT ARE NOT YET EFFECTIVE

The following standards, amendments and interpretations with respect to the approved accounting standards as applicable in Pakistan would be effective from the dates mentioned below against the respective standard or interpretation:

Standard or Interpretation	Effective date (Annual periods beginning on or after)
IAS 1 - Presentation of Financial Statements – definition of ‘material’ and classification of liabilities (Amendments)	01 January 2023
IAS 8 - Accounting Policies, Changes in Accounting Estimates and Errors – definition of ‘material’ (Amendments)	01 January 2020
IAS 16 - Property, Plant and Equipment – Prohibiting a company from deducting from the cost of property, plant and equipment amounts received from selling items produced while the company is preparing the asset for its intended use. (Amendments).	01 January 2022
IAS 37 - Provisions, Contingent Liabilities and Contingent Assets – costs to include when assessing whether a contract is onerous (Amendments)	01 January 2022
IAS 41 - Agriculture – Annual Improvements to IFRS Standards 2018–2020 (taxation in fair value measurements).	01 January 2020
IFRS 1 - First-time Adoption of International Financial Reporting Standards – Annual Improvements to IFRS Standards 2018–2020).	01 January 2022
IFRS 3 - Business Combination – Amendments to clarify the definition of a business	01 January 2020
IFRS 3 - Business Combination – Amendments to clarify reference to the Conceptual Framework	01 January 2022
IFRS 4 - Insurance Contracts – Extension of the Temporary Exemption from Applying IFRS 9 (Amended)	01 January 2023
IFRS 7 - Financial Instrument (Disclosure) – Pre-replacement issues in the context of the IBOR reform (Amendment)	01 January 2020
IFRS 9 - Financial Instrument – Pre-replacement issues in the context of the IBOR reform (Amendment)	01 January 2020
IFRS 9 - Financial Instruments – Annual Improvements to IFRS Standards 2018–2020 (Amended)	01 January 2022
IFRS 16- Leases – Amendment to provide lessees with an exemption from assessing whether a COVID-19-related rent concession is a lease modification.	01 January 2020
IFRS 17- Insurance Contracts.	01 January 2023

### Conceptual Framework for Financial Reporting

IFRS -1	First - Adoption of International Financial Reporting Standards	01 January 2020
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In addition to the above, the following new standards have been issued by IASB which are yet to be notified by the SECP for the purpose of applicability in Pakistan:

Standard or Interpretation	Effective date (Annual periods beginning on or after)
IFRS 17- Insurance Contracts	01 January 2023

The Company expects that the adoption of the above standards will have no material effect on the Company’s financial statements, in the period of initial application.

### 2.3 BASIS OF MEASUREMENT

These financial statements have been prepared under the historical cost convention.

### 2.4 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of financial statements in conformity with approved accounting standards requires management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amount of assets, liabilities, income and expenses. The estimates and associated assumptions and judgments are based on historical experience and various other factors that are believed to be reasonable under the circumstances.

Actual results may differ from these estimates. Estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates is recognized

prospectively in the period in which the estimate is revised and in any future periods affected.

The areas involving a higher degree of judgment or complexity, or areas where assumption and estimates are significant to the financial statements are as follows:-

- Useful lives of property, plant and equipment and method of depreciation (Note 3.1)
- Provision for warranty claims (Note 3.9).
- Provision for taxation (3.12)

### **3 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The significant accounting policies applied in the preparation of these financial statement are set out below. These polices have been consistently applied to all the years presented.

#### **3.1 PROPERTY, PLANT AND EQUIPMENT**

All the Property, Plant and Equipment have been valued at cost less accumulated depreciation and accumulated impairment losses (if any), except Freehold Land and Capital work in progress which are stated at cost. Cost includes purchase price and all incidental expenses incurred up to the date of operation. The capital work in progress is transferred to fixed assets as and when assets are available for intended use. All expenses including borrowing costs, if any, as per IAS-23, will be capitalized at the time when these assets will start commercial production.

Depreciation on Property, Plant and Equipment is charged to profit on reducing balance method over its estimated useful life so as to write off the historical cost of an asset at the rates specified in note 4. Depreciation on additions is charged on the basis of number of days commencing from the day at which assets become available for use, while on disposals depreciation is charged up to the day of deletion. The assets' residual values and useful lives are reviewed at each financial year end and adjusted if impact on depreciation is significant.

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

An item of property, plant 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 (calculated as the difference between the net disposal proceeds and carrying amount of the asset) is included in the income statement in the year the asset is derecognized.

#### **3.2 IMPAIRMENT**

An assessment is made at each statement of financial position date to determine whether there is any indication of impairment or reversal of previous impairment, including items of property, plant and equipment, intangible assets and long-term investments. In the event that an asset's carrying amount exceeds its recoverable amount, the carrying amount is reduced to recoverable amount and an impairment loss is recognized in the statement of comprehensive income.

A previously recognized impairment loss is reversed only if there has been a change in the estimates used to determine the recoverable amount, however not to an amount higher than the carrying amount that would have been determined (net of amortization or depreciation), had no impairment losses been recognized for the asset in prior years. Reversal of impairment loss is restricted to the original cost of the asset.

### **3.3 STORES AND STOCKS**

#### **3.3.1 STORES, SPARES AND LOOSE TOOLS**

These are valued at the lower of cost and net realizable value except for items in transit, which are valued at invoice price and related expenses incurred up to the balance sheet date. For items which are slow moving and / or identified as surplus to the Company's requirement, a provision is made for excess of book value over estimated realizable value.

#### **3.3.2 STOCK IN TRADE**

The cost is determined as follows:-

- Raw materials            At weighted average cost.
- Work in Process        At raw material costs, labor and appropriate manufacturing over-heads.
- Finished goods         At lower of cost or Net Realizable Value.

Net realizable value signifies the estimated selling price in the ordinary course of the business less the estimated costs of completion and the estimated costs necessary to make the sale.

### **3.4 INVESTMENTS**

Investments with fixed or determinable payments and fixed maturity, which the Company has the positive intent and ability to hold to maturity, are carried at amortized cost, using the effective interest rate method less impairment losses, if so determined.

### **3.5 TRADE DEBTORS AND RECEIVABLES**

Trade debtors and receivables are carried at invoice amount less an estimate made for doubtful debts based on review of outstanding amounts at year end. Bad debts are written off when identified.

### **3.6 TRADE AND OTHER PAYABLES**

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

### **3.7 BORROWING COST**

Borrowing costs are recognized as an expense in the period in which these are incurred except to the extent of borrowing cost that is directly attributable to the acquisition, construction or production of a qualifying asset. Such borrowing costs, if any, are capitalized as part of the cost of the asset.

### **3.8 PROVISIONS**

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events, and it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate of the obligation can be made.

### **3.9 WARRANTY CLAIMS**

The Company provides after sales warranty for its products for a specified period. Accrual is made in the financial statements for this warranty based on previous trends.

### **3.10 RELATED PARTY TRANSACTIONS**

Parties are considered to be related if one party has the ability to control the other party or exercise significant influence over the other party in making financial or operational decisions and include holding Company, associated companies with or without common directors, directors and major shareholders and their close family members, key management personnel and staff and retirement benefit funds.

All transactions with related parties are made at prices determined in accordance with comparable uncontrolled price method except for the assets sold to employees at Written down Value under the employees' car scheme as approved by the Board of Directors.

### 3.11 REVENUE RECOGNITION

The company recognizes revenue from contract with customer based on a five step model as set out in IFRS 15.

- i) Identify contract with customer(s): A contract is defined as an agreement between two or more parties that creates enforceable rights and obligations and sets out the criteria for every contract that must be met.
- ii) Determine the transaction price: The transaction price is the amount of consideration to which the company expects to be entitled in exchange for transferring promised goods or services to a customer, excluding amounts collected on behalf of third parties.
- iii) Identify performance obligations in the contract: A performance obligation is a promise in a contract a customer to transfer a good or service to the customer.
- iv) Allocate the transaction price to the performance obligations in the contract: For a contract that has more than one performance obligation, the Company allocates the transaction price to each performance obligation in an amount that depicts the amount of consideration to which the Company expects to be entitled in exchange for satisfying each performance obligation.
- v) Recognize revenue when (or as) the Company satisfies a performance obligation.

The Company satisfies a performance obligation and recognizes revenue over time, if one of the following criteria is met

- a) The Company's performance does not create an asset with an alternate use to the Company and the Company has as an enforceable right to payment for performance completed to date.
- b) The Company's performance creates or enhances an asset that the customer controls as the asset that the customer controls as the asset is created or enhanced.
- c) The customer simultaneously receives and consumes the benefits provided by the Company's performance as the Company performs.

For performance obligations where one of the above conditions are not met, revenue is recognized at the point in time at which the performance obligation is satisfied.

When the Company satisfies a performance obligation by delivering the promised goods or services it creates a contract based asset on the amount of consideration earned by the performance. Where the amount of consideration received from a customer exceeds the amount of revenue recognized this gives rise to a contract liability.

Revenue is measured at the fair value of the consideration received or receivable, taking into account contractually defined terms of payment and excluding taxes and duty. The Company assesses its revenue arrangements against specific criteria to determine if it is acting as principal or agent.

Revenue is recognized to the extent it is probable that the economic benefits will flow to the Company and the revenue and costs, if applicable, can be measured reliably.

Revenue shall be recognized when (or as) the entity satisfies a performance obligation by transferring a promised good or service (i.e. an asset) to a customer. An asset is transferred when (or as) the customer obtains control of that asset and thus has the ability to direct the use and obtain the benefits from the good or service.

In case of the Company, sales of batteries are recognized as revenue when goods are dispatched and invoiced to the customers. Revenue is measured at the transaction price agreed under the contract, adjusted for variable consideration such as discount, if any. In most cases, the consideration is received before the goods are dispatched/ invoiced. Deferred payment terms may also be agreed in case of sales to certain categories of customers. Transaction price is adjusted for time value of money in case of significant financing component.

The Company's contracts with customers include promises to transfer goods or services without charges such as free inspections. Such promised goods or services are generally considered performance obligations and related sales revenue is deferred under IFRS 15, if it is deemed material.

The Company also has a performance obligation to arrange for delivery of goods at locations specified by the customers. However, the Company acts as an agent in satisfaction of this performance obligation and net income/(expense) in this respect is recognized in the statement of profit or loss.

Amount received on account of sale of extended warranty is recognized initially as deferred revenue and is credited to the statement of profit or loss and other comprehensive income in the relevant period covered by the warranty.

### **3.12 TAXATION**

#### **Current**

Provision for current taxation is based on taxable income at current tax rates after taking into account applicable tax rebates and credits, if any.

#### **Deferred**

Deferred taxation is recognized using the balance sheet liability method on all major temporary differences arising between the carrying amount of assets and liabilities for financial reporting purposes and the amounts used for taxation purposes. Deferred tax liabilities are recognized for all taxable temporary differences. A deferred tax asset is recognized only to the extent that it is probable that future taxable profits will be available against which the asset can be utilized.

### **3.13 CASH AND CASH EQUIVALENTS**

Cash and cash equivalents are carried in the statement of financial position at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash balances, bank deposits, term deposit receipts and short term borrowings.

### **3.14 FOREIGN CURRENCY TRANSACTIONS**

Transactions in foreign currencies are translated into Pak rupees at the rates of exchange approximating those prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into rupees at the exchange rates prevailing at the balance sheet date. Current exchange differences are included in profit and loss account.

### **3.15 FINANCIAL INSTRUMENTS**

#### **3.15.1 FINANCIAL ASSETS**

##### **a) Initial recognition and measurement**

Financial assets are classified, at initial recognition, as subsequently measured at fair value through Profit or loss and other comprehensive income. The classification of financial asset at initial recognition depends on the financial assets contractual cash flows characteristics and the company's business model for managing them. With the exception of trade receivables that do not contain a significant financial component or for which the company has applied the practical expedient, the company initially measures financial asset at its fair value plus, in case of financial asset not at fair value through profit or loss, transaction costs. Trade receivables that do not contain a significant financing component or for which the company has applied the practical expedient are measured at the transaction price determined under IFRS 15.

In order for a financial asset to be classified and measured at amortized cost or fair value through OCI. It needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding. This assessment is referred to as the SPPI test and is performed at it an instrument level. The company's business model for managing financial asset refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets or both. Purchases or sales of the financial assets that require delivery of assets within a time frame established by regulation or convention in a market place (regular way trades) are recognized on the trade date, i.e. the date that the company commits to purchase or sell the assets.

### b) Subsequent measurement

For purposes of subsequent measurement financial assets are classified in two categories:

- i) Financial assets at amortized cost (debt instruments).
- ii) Financial assets at fair value through profit or loss

Financial assets at amortised cost (debt instruments)

This category is the most relevant to the Company. The Company measures financial assets at amortised cost if both of the following conditions are met:

The financial asset is held within a business model with The objective to held financial assets in order to collect contractual cash flows; and

The contractual terms of The financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on The principal amount outstanding financial assets at amortised cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognised in profit or loss when the asset is derecognised, modified or impaired.

The Company's financial assets at amortised cost includes trade and other receivables.

### c) Derecognition

A financial asset (or where applicable, a part of a financial asset or part of a group of similar financial assets) is primarily derecognized (i.e., removed from the Company's statement of financial position) when:

- The rights to receive cash flows from the asset have expired Or
- The Company has transferred its rights to receive cash flows from The asset Or has assumed an obligation to pay  
The received cash flows in full rwithout material delay to a third parry under a 'pass-through'
- a) the Company has transferred substantially all the risks and rewards of the asset, or
- b) the Company has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all of the risks and rewards of the asset, nor transferred control of the asset, the Company continues to recognise the transferred asset to the extent of its continuing involvement. In that case, the company also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Company has retained.

Continuing involvement that takes the form of a guarantee over the transferred asset is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Company could be required to repay.



### 3.15.2 FINANCIAL LIABILITIES

#### a) Initial recognition and measurement

Financial Liabilities are classifying, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Company's financial liabilities include trade and other payables, loans and borrowings including bank overdrafts and derivative financial instruments.

#### b) Subsequent measurement

Financial Liabilities at fair value through profit or loss include financial liabilities held for trading and financial liabilities designated upon initial recognition as at fair value through profit or loss. Financial Liabilities are classified as held for trading if they are incurred for the purpose of repurchasing in the near term. This category also includes derivative financial instruments entered into by the company that are not designated as hedging instruments in hedge relationships as defined by IFRS 9. Separated embedded derivatives are also classified as held for trading unless they are designated as effective hedge instruments

Gains or losses on liabilities held for trading are recognized in statement of profit or loss. Financial Liabilities designated upon initial recognition at fair value through profit or loss are designated at the initial date of recognition and only if the criteria in IFRS 9 are satisfied. The company has not designated any financial liability as at fair value through profit or loss.

#### c) Derecognition

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expired. When an existing financial liability is replaced by another from the same lender on substantially different terms, for the terms of existing liability are substantially modified, such an exchange or modification is treated as the derecognition of the original liability and the recognition a new liability. The differences in the respective carrying amounts is recognized in the statement of profit or loss.

### 3.16 STAFF RETIREMENT BENEFITS

#### Defined Contribution Plan

The Company operates an approved funded provident fund scheme for its permanent employees eligible under the Employees Provident Fund Rules of the Company. The employees and Company make equal monthly contributions at the rate of 10% of basic salary.

No other staff retirement benefit plan is maintained by the Company.

### 3.17 OFFSETTING

Financial assets and liabilities are set off and the net amount is reported in the statement of financial position, if the Company has a legally enforceable right to set off the recognized amounts and the Company intends to settle either on a net basis or realize the asset and settle the liability simultaneously.

4 Property, Plant and Equipment

2020											
PARTICULARS	COST			RATE %	DEPRECIATION			WRITTEN DOWN VALUE AS ON 30-06-2020			
	AS ON 01-07-2019	ADDITION	(DELETION)		AS ON 30-06-2020	AS ON 01-07-2019	ADJUSTMENT ON DISPOSAL		FOR THE YEAR	AS ON 30-06-2020	
Land - Freehold	10,455,396	-	-	10,455,396	-	-	-	10,455,396			
Buildings - Freehold	81,648,748	-	-	81,648,748	10	26,985,416	5,466,333	32,451,749			
Plant and machinery	86,226,796	-	-	86,226,796	15	41,594,104	6,694,904	48,289,008			
Tools and equipment	33,433,194	2,694,993	-	36,128,187	15	21,802,978	1,979,225	23,782,203			
Furniture and fixture	3,395,880	-	-	3,395,880	15	2,235,019	174,129	2,409,148			
Vehicles	19,659,251	65,500	(260,400)	19,464,351	20	11,070,087	(44,631)	12,719,750			
Office equipment	2,451,500	152,334	-	2,603,834	15	1,334,257	171,317	1,098,260			
Computer hardware	2,613,413	135,879	-	2,749,292	30	1,896,639	245,125	2,141,764			
<b>Total</b>	<b>239,884,178</b>	<b>3,048,706</b>	<b>(260,400)</b>	<b>242,672,484</b>		<b>106,918,500</b>	<b>(44,631)</b>	<b>123,299,196</b>			

2019											
PARTICULARS	COST			RATE %	DEPRECIATION			WRITTEN DOWN VALUE AS ON 30-06-2019			
	AS ON 01-07-2018	ADDITION	(DELETION)		AS ON 30-06-2019	AS ON 01-07-2018	ADJUSTMENT ON DISPOSAL		FOR THE YEAR	AS ON 30-06-2019	
Land - Freehold	10,455,396	-	-	10,455,396	-	-	-	10,455,396			
Buildings - Freehold	81,496,126	152,622	-	81,648,748	10	20,919,024	6,066,392	26,985,416			
Plant and machinery	84,562,816	1,663,980	-	86,226,796	15	33,875,402	7,718,702	41,594,104			
Tools and equipment	33,433,194	-	-	33,433,194	15	19,750,587	2,052,391	21,802,978			
Furniture and fixture	3,283,615	112,265	-	3,395,880	15	2,034,426	200,593	2,235,019			
Vehicles	19,597,751	993,400	(931,900)	19,659,251	20	9,591,872	(679,067)	11,070,087			
Office equipment	2,128,192	323,308	-	2,451,500	15	1,175,035	159,222	1,334,257			
Computer hardware	2,495,049	227,168	(108,804)	2,613,413	30	1,705,750	(91,363)	1,896,639			
<b>Total</b>	<b>237,452,139</b>	<b>3,472,743</b>	<b>(1,040,704)</b>	<b>239,884,178</b>		<b>89,052,096</b>	<b>(770,430)</b>	<b>106,918,500</b>			

4.1 Tools and equipment includes dies and moulds having book value of Rs 2,596,664/- (2019: Rs. 3,054,899/-) which are in possession of vendors and these dies and moulds are used by the vendors for producing certain parts for supply to the Company.

4.2 Freehold land of the Company is located at 49-k.m., off Multan Road, Bhai Pheru, Distt. Kasur. with an area of 52 Kamals and 10 Marlas.



	Note	2020 Rupees	2019 Rupees
<b>5 CAPITAL WORK IN PROGRESS</b>			
Opening balance		-	-
Addition during the year	5.1	8,617,692	-
		8,617,692	-
<b>Less: Transferred to</b>			
Intangible - IFS implementation		-	-
		8,617,692	-

5.1 This includes implementation of new ERP (IFS), total cost comprises of Rs. 5,968,310 license fee paid to IFS (Pvt.) Ltd., Sri Lanka and implementation cost partially payable to MTL (the holding company) amounting to Rs.2,649,382. The management intends to transfer the total cost to intangible assets as per IAS 38.

<b>6 LONG TERM DEPOSITS AND PREPAYMENTS</b>			
Security deposits - Unsecured and considered good		3,527,000	3,527,000

<b>7 STORES AND SPARES</b>			
General stores		14,497,687	14,381,026

<b>8 STOCK IN TRADE</b>			
Raw material			
-Stock at company premises		48,712,665	58,226,554
-Stock held with third parties		961,537	2,040,152
		49,674,202	60,266,706
Work in process		102,235,598	106,162,015
Finished goods		15,151,985	40,474,187
		167,061,785	206,902,908

<b>9 TRADE DEBTS</b>			
Trade debts - Unsecured and considered good	9.1	10,814,679	751,479
Dealers - Secured against guarantee cheques		105,898,086	232,023,707
		116,712,765	232,775,186

9.1 Trade debts include balances due from the following related parties:

Millat Tractors Limited	9.2	10,814,679	2,677,141
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	2020		2019	
	Neither past due nor impaired	Past due 1-6 months but not impaired	Neither past due nor impaired	Past due 1-6 months but not impaired
Millat Tractors Limited	-	10,814,679	-	751,479

9.3 The maximum aggregate amount receivable from Millat Tractors Limited at the end of any month during the year was Rs. 26,518,643. (2019: Rs 34,376,022).

9.4 The management believes that no impairment / provision is necessary in respect of trade debts as there are reasonable grounds to believe that amount will be recovered in the future, having being secured against receipt of undated cheques of equal amount and obtained coverage by means of fidelity insurance policy of Rs. 30 million from East West Insurance Co. Ltd.

	Note	2020 Rupees	2019 Rupees
<b>10. LOANS AND ADVANCES - CONSIDERED GOOD</b>			
Import in transit - Secured		31,721	7,339,747
Advances to suppliers - Unsecured	10.1	3,731,751	8,352,556
Forced payment of sales tax to FBR	20.1.5	2,439,468	2,439,468
Sales Tax carried forward		13,007,301	-
Other receivables - unsecured		61,523	603,377
Insurance claims receivable		180,469	376,302
		<u>19,452,233</u>	<u>19,111,450</u>
<b>10.1</b>	These include an advance of Rs. Nil (2019: Rs. 5,968,310) to IFS (Pvt.) Ltd for ERP (IFS). Also refer Note 5.1.		
<b>11. TRADE DEPOSITS AND SHORT TERM PREPAYMENTS</b>			
Security deposits - Unsecured and considered good		2,463,240	3,591,797
<b>12. TAXATION - NET</b>			
Opening balance		36,194,603	28,275,598
Add: Paid / deducted during the year		20,758,345	25,173,614
		56,952,948	53,449,212
<b>Adjusted against current liability</b>			
Current taxation		(20,671,851)	(15,090,017)
Workers' Welfare Fund		(6,636)	(1,180,161)
Prior year adjustment		77,128	(984,431)
		<u>(20,601,359)</u>	<u>(17,254,609)</u>
		<u>36,351,589</u>	<u>36,194,603</u>
<b>13. SHORT TERM INVESTMENTS</b>			
Investments in Term deposit receipts - At Amortised Cost		140,000,000	-
<b>13.1</b>	The term deposits are made under conventional mode and carry profit at the average rate of 6.78% (2019: 0.00%) per annum.		
<b>14. CASH AND BANK BALANCES</b>			
Cash in hand		481,952	367,385
Cash in hand - Imprest account		362,988	83,374
Cash at bank			
- Current account		5,618,970	1,375,475
- Deposit account (daily munafa account)		33,187	30,046
- Running finance facility account	19.1	8,340,396	-
		<u>14,837,493</u>	<u>1,856,280</u>
<b>15. SHARE CAPITAL</b>			
<b>Authorised Capital</b>			
11,000,000 (2019: 11,000,000) Ordinary shares of Rs.10/- (2019: Rs. 10/-) each		110,000,000	110,000,000
<b>Issued, subscribed and paid up Capital</b>			
8,952,840 (2019: 8,952,840) Ordinary shares of Rs. 10/- (2019: Rs. 10/-) each fully paid in cash		89,528,400	89,528,400

	Note	2020 Rupees	2019 Rupees
<b>15.1</b>	Shares held by the related parties of the Company	-----Number of Shares-----	
<b>Parent company</b>			
	Millat Tractors Limited	5,737,500	5,737,500
<b>Directors</b>			
	Mr. Sikandar M. Khan	543,750	543,750
	Mr. Latif Khalid Hashmi	362,500	362,500
	Mr. Sohail Bashir Rana	362,500	362,500
	Mr. Laeeq uddin Ansari	362,500	362,500
	Mian Muhammad Saleem	200,000	200,000
	Mr. Ahsan Imran Shaikh	33,650	33,650
<b>Executives</b>			
	Mr. Javed Aslam	10,000	10,000
<b>16.</b>	<b>DEFERRED TAXATION</b>		
	Deferred tax liability comprises temporary differences related to:		
<b>Taxable temporary differences</b>			
	Accelerated depreciation for the tax purposes	11,104,875	12,206,858
<b>Deductible temporary differences</b>			
	Provision for Warranty	(2,889,386)	(2,611,255)
	Net deferred tax liability at the end of the year.	8,215,489	9,595,603
		Deferred Tax Liability	Deferred Tax Assets
		----- Rupees -----	
	Balance as at July 01, 2018	13,427,988	(2,191,729)
	Charged to statement of comprehensive income	(1,221,130)	(419,526)
	Balance as at June 30, 2019	12,206,858	(2,611,255)
	Charged/(Credited) to statement of comprehensive income	(1,101,983)	(278,131)
	<b>Balance as at June 30, 2020</b>	<b>11,104,875</b>	<b>(2,889,386)</b>
<b>17.</b>	<b>TRADE AND OTHER PAYABLES</b>		
	Trade creditors	55,752,015	68,347,181
	General suppliers	6,382,324	14,655,840
	Provision for warranty claims	9,963,401	9,004,326
	Workers' profit participation fund	306,752	17,811
	Workers' welfare fund	114,280	6,636
	Payable to holding company	4,715,993	-
	Other payables	2,098,761	5,248,215
		79,333,526	97,280,009

	Note	2020 Rupees	2019 Rupees
<b>17.1 Workers' profit participation fund</b>			
Opening balance		17,811	3,167,801
Payments made during the year		(17,811)	(3,167,801)
Allocation for the year		306,752	17,811
Closing balance		306,752	17,811
<b>17.2</b>			
These include balances payable to MTL (the holding company) amounting to Rs. 4,715,993 (2019: Nil), in respect of IFS implementation cost and CEO (MIPL) remuneration.			

## 18. DEPOSITS, ACCRUED LIABILITIES AND ADVANCES

Accrued liabilities		23,379,550	20,487,766
Advance from customers	18.1	39,459,176	4,090,965
Advance from staff	18.2	2,000,631	1,875,936
		64,839,357	26,454,667

**18.1** These represent amount received in advance from customers against performance obligations / sales made in subsequent periods i.e. sale of batteries, and carry no mark-up and are unsecured.

**18.2** These represent the amounts received from employees of the company against the future sale of vehicles as per company policy, these carry no markup and are unsecured.

## 19. SHORT TERM BORROWINGS

Running finance - secured			
Habib Bank Limited	19.1	-	13,948,646

**19.1** The Company has obtained running finance facility to finance its working capital requirements from Habib Bank Limited. The same is secured against first charge of PKR 133.4 M on land, building, plant & machinery and current assets of the Company. The rate of mark up during the year has been 3 month KIBOR + 0.40% (2019: 3 month KIBOR + 0.40%). The total limit is Rs. 100 million (2019: Rs. 100 million). At year end, the unutilized facility aggregated to million Rs. 100 million (2019: Rs. 57 million). Also refer notes 20.2.1 & 20.2.2.

## 20. CONTINGENCIES AND COMMITMENTS

### 20.1 Contingencies

**20.1.1** Withholding tax proceedings u/s 161/205 were finalized for tax year 2011 vide order dated 18.08.2014 creating demand of Rs. 11,407,595. Out of total demand, department has adjusted the demand of Rs. 3,340,806 against refunds available from previous tax years. Consequently, company filed appeal and stay application to CIR(A) against the outstanding demand of Rs. 8,066,789. Stay was granted by CIR(A) subject to payment of Rs. 2,000,000. In the appellant order, CIR(A) confirmed the demand of Rs. 13,024 while remaining issues were remanded back with direction for fresh assessment. On this instance, the company is under appeal before ATIR and appeal has not been heard till date.

Re-assessment proceedings u/s 124/129 read with 161/2015 were finalized for tax year 2011 vide order dated 30.06.2016 creating demand of Rs 5,926,565. Company had filed appeal to CIR(A) which was finalized vide order dated 22.09.2016 granting relief of Rs. 5,903,542. After appeal effect, company shall have net tax payable of Rs. 13,024. Department is under appeal before ATIR and the appeal has not been fixed for hearing till date.

- 20.1.2** Withholding tax proceedings u/s 161 were initiated for tax year 2012 vide notice dated 28.09.15. Show Cause proceedings were initiated vide notice dated 27.01.16 and the same have been complied in totality. Final order is being awaited.
- 20.1.3** Audit proceeding u/s 177(1) were initiated for tax year 2013 vide notice dated 13.06.2014. Company has filed written representation before Chief Commissioner Inland Revenue vide letter dated 26.09.2014 for dropping the selection of case. Assessment Proceedings u/s 122(1) were finalized vide order dated 22.06.2018 creating demand of Rs. 17,297,370. Company had filed appeal to CIR(A) which was finalized vide order dated 27-09-2018 granting relief of Rs. 17,297,370 by ordering that the contention of the company is found correct and the OIR is directed to adjust / correct his order on the basis of documentary evidence furnished by company to CIR(A).
- 20.1.4** Withholding tax proceedings u/s 161 were initiated for tax year 2015 on 07.12.2016. Proceedings have been complied in totality.
- 20.1.5** The Company received notice from the Directorate of Intelligence and Investigation – Federal Board of Revenue (FBR), Karachi on April 28, 2017. In the said notice it was alleged that the Company had purchased goods from a dummy / fake supplier who got registered with the Regional Tax Officers at Karachi and issued fake sales tax invoices to the Company and accordingly the Company has claimed illegal / inadmissible input tax adjustment amounting to Rs 2,439,468. As a result the name of the Company was included in the First Information Report (FIR) No. 678(931)/I&I/IR/KHI(AB-521)/2016/3617 dated 28-04-2017 registered by the Additional Director, Intelligence and Investigation - FBR, Karachi. Total demand raised against the company is Rs. 2,439,468 which the FBR allowed to deposit in two equal instalments of which first instalment of Rs. 1,219,734 was deposited on June 16, 2017 and second Installment of Rs. 1,219,734 was deposited on September 25, 2017 by the company. The legal advisor of the company has stated that the company has "Good case & chances of success are bright".
- 20.1.6** "Sales tax audit u/s 25 of the Sales Tax Act, 1990 for the period from July 01,2015 to June 30,2016 has been initiated by FBR on dated 03-05-2018. Proceeding was finalized vide order dated 22.3.2019 creating demand of Rs. 939,033. Company filled appeal to CIR(A) dated 15.04.2019 and CIR discharged the appeal by upheld of sales tax amounting to Rs. 935,613. Company filed appeals to the Appellate Tribunal Inland Revenue u/s 46 of the Sales Tax Act, 1990. The legal advisor of the company has stated that the company has ""Good case & chances of success are bright""."
- 20.1.7** The Competition Commission of Pakistan has imposed a penalty of Rs 1 million on the company for being purportedly involved in deceptive marketing practice vide it's order dated 30 March 2018. The company challenged the same before the competition Appellate Tribunal Islamabad submitting, "That the petitioner is not involved in any deceptive marketing practice". The Appellate Tribunal has admitted the case for hearing and during the pendency of appeal, the operation of impugned order dated 30 March 2018 is suspended till the final decision of the order.



## 20.2 Commitments

20.2.1 Guarantee issued by the HBL on behalf of company in the normal course of business amount to Rs. 1,435,183 (2019: Rs.1,435,183) in favor of Sui Northern Gas Pipelines Limited.

20.2.2 Commitment in respect of outstanding letter of credit amount to Rs. 13,854,355 (2019: Rs.27,554,338) at the date of financial position.

20.2.3 The Company has no other contingencies and commitments as on June 30, 2020.

	Note	2020 Rupees	2019 Rupees
<b>21. SALES</b>			
-Local		1,165,626,820	1,454,052,737
-Export		185,899,650	71,877,678
		1,351,526,470	1,525,930,415
-Sales tax		(169,930,385)	(196,983,685)
-Discount		(103,700,791)	(205,689,387)
		1,077,895,294	1,123,257,343
<b>22. COST OF GOODS SOLD</b>			
Raw material consumed	22.1	773,272,130	775,900,126
Salaries, wages and benefits	22.2	59,477,415	56,307,199
<b>Manufacturing expenses:</b>			
Fuel and power		46,981,275	42,763,257
Communication		240,211	247,692
Stores and spares consumed	22.3	16,990,905	19,047,413
Warranty claims		20,885,876	28,714,929
Repair and maintenance		823,508	4,011,995
Insurance		3,294,438	3,465,514
Screen printing		3,075,267	2,607,156
Traveling and vehicle running		581,129	836,375
Entertainment		595,163	536,790
Depreciation		14,099,967	15,977,112
Other manufacturing overheads		764,479	1,997,447
		108,332,218	120,205,680
<b>Total factory cost</b>		941,081,763	952,413,005
Add: Opening work in process		106,162,015	112,777,089
		1,047,243,778	1,065,190,094
Less: Closing work in process		102,235,598	106,162,015
<b>Cost of goods manufactured</b>		945,008,180	959,028,079
Add: Opening finished goods		40,474,187	113,021,611
<b>Cost of goods available for sale</b>		985,482,367	1,072,049,690
Less: Closing finished goods		26,128,698	63,083,004
<b>Cost of goods sold</b>		959,353,669	1,008,966,686

	Note	2020 Rupees	2019 Rupees
<b>22.1 Raw material consumed</b>			
Opening stock		58,226,554	132,078,892
Add: Purchases - net		767,050,619	704,658,160
		825,277,173	836,737,052
Less: Closing stock		48,712,665	58,226,554
		776,564,508	778,510,498
Less: Sale of waste material		3,292,378	2,610,372
Raw material consumed		773,272,130	775,900,126
<b>22.2</b>			
Salaries, wages and benefits include Rs.558,483 (2019: Rs. 563,346) in respect of Provident Fund contributions.			
<b>22.3 Stores and spares consumed</b>			
Opening stock		14,381,026	14,563,323
Add: Purchases - net		17,107,566	18,865,116
		31,488,592	33,428,439
Less: Closing stock		14,497,687	14,381,026
Stores and spares consumed		16,990,905	19,047,413
<b>23. DISTRIBUTION COST</b>			
Salaries, wages and benefits	23.1	16,060,162	10,442,924
Fuel and power		1,566,044	1,425,441
Communication		170,795	204,414
Traveling & vehicle running		6,075,191	6,835,658
Freight charges		8,664,647	7,579,557
Advertisement		760,443	2,611,398
Printing and stationery		1,655,105	1,263,391
Entertainment		1,211,455	1,018,887
Rent, rates and taxes		1,265,650	1,903,084
Insurance		2,630,029	4,057,274
Depreciation		775,120	886,574
Miscellaneous		524,310	144,392
		41,358,951	38,372,994
<b>23.1</b>			
Salaries, wages and benefits include Rs. 328,981 (2019: Rs. 225,050) in respect of Provident Fund contributions.			
<b>24. ADMINISTRATION AND GENERAL EXPENSES</b>			
Salaries, wages and benefits	24.1	39,299,354	42,609,218
Fuel and power		3,654,097	3,326,032
Communication		631,997	642,801
Traveling and vehicle running		7,724,207	7,373,937
Printing and stationery		788,080	717,328
Newspapers and periodicals		15,295	13,287
Repairs and maintenance		395,862	742,083
Security expenses		3,628,466	3,505,051

	Note	2020 Rupees	2019 Rupees
Legal and professional charges		785,372	1,645,856
Auditors' remuneration	24.2	483,000	460,000
Entertainment		1,971,911	1,987,172
Rent, rates and taxes		211,805	175,452
Fee and subscription		408,084	1,901,787
Insurance		1,310,572	1,119,903
Depreciation		1,550,240	1,773,148
Other expenses		1,445,704	1,417,022
		<b>64,304,046</b>	<b>69,410,077</b>
<b>24.1</b> Salaries, wages and benefits include Rs. 418,955 (2019: Rs. 441,880) in respect of Provident Fund contributions.			
<b>24.2 Auditors' remuneration</b>			
Annual Audit fee		483,000	460,000
<b>25. OTHER INCOME</b>			
Income from financial assets:			
Interest Income		251,828	3,349
Income from assets other than financial assets:			
Misc. income		10,284	178,300
Gain on disposal of property, plant and equipment		-	41,872
		<b>262,112</b>	<b>223,521</b>
<b>26. FINANCE COST</b>			
Mark-up on short term running finance - Secured		5,865,451	5,385,093
Mark-up on early settlement - MTL	26.1	-	185,194
Bank charges		1,140,240	804,594
		<b>7,005,691</b>	<b>6,374,881</b>
<b>26.1</b> This represents markup charged by Millat Tractors Limited, the holding company, against early settlement of invoices.			
<b>27. OTHER CHARGES</b>			
Workers' profit participation fund		306,752	17,811
Workers' welfare fund		114,280	6,636
		<b>421,032</b>	<b>24,447</b>
<b>28. TAXATION</b>			
For the year			
-Current		20,671,851	15,090,017
-Deferred		(1,380,114)	(1,266,114)
		<b>19,291,737</b>	<b>13,823,903</b>
Prior Years			
-Current		(77,128)	984,431
-Deferred		-	(374,542)
		<b>(77,128)</b>	<b>609,889</b>
		<b>19,214,609</b>	<b>14,433,792</b>

28.1 The provision for current year's tax is based on minimum tax @ 1.50% (2019: 1.25%) of turnover u/s 113 of the Income Tax Ordinance, 2001. Hence, the numerical reconciliation between average effective tax rate and the applicable tax rate is not presented. According to management, the tax provision made in the financial statements is sufficient. A comparison of last three years of income tax provision with tax assessed is presented below:

Years	Provision for taxation	Income tax as per tax assessment	Excess / (shortage)
-----RUPEES-----			
2019	15,083,381	15,006,253	77,128
2018	19,109,611	20,094,042	(984,431)
2017	55,374,675	55,478,752	(104,077)

## 29. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

	Chief Executive		Directors		Executives	
	2020	2019	2020	2019	2020	2019
-----Rs.-----						
Remuneration	4,681,218	5,265,088	10,834,962	10,056,270	6,977,489	6,572,118
Medical	225,317	297,231	288,336	144,290	165,876	168,000
Reimbursement expenses	1,156,454	1,006,946	1,197,605	1,093,360	1,026,631	942,336
LFA/ Bonus	287,711	526,893	340,531	1,210,776	391,360	1,456,224
Contribution to provident fund	-	-	-	-	158,028	147,000
Utilities	287,106	232,966	581,540	630,885	481,212	453,252
	6,637,806	7,329,124	13,242,974	13,135,581	9,200,596	9,738,930
Number of person	1	1	1	1	2	2

29.1 The Chief Executive Officer has been provided with company maintained vehicle for official as well as personal use.

## 30. EARNING PER SHARE - BASIC AND DILUTED

### 30.1 Basic earnings per share

(Loss) after taxation attributable to ordinary shareholders - Rupees	(13,500,592)	(14,102,013)
Weighted average number of ordinary shares in issue - Numbers	8,952,840	8,952,840
(Loss) per share - Rupees	(1.51)	(1.58)

### 30.2 Diluted earnings per share

No figure for diluted earning per share has been presented as the company has not issued any instrument carrying options which would have an impact on earning per share when exercised.

## 31. CASH AND CASH EQUIVALENTS

Cash and cash equivalents included in the statement of cash flows comprise of the following statement of financial position amounts:

	Note	2020 Rupees	2019 Rupees
Cash and bank balances	14	14,837,493	1,856,280
Short-term borrowings	19	-	(13,948,646)
		14,837,493	(12,092,366)

	Note	2020 Rupees	2019 Rupees
<b>31.1 Reconciliation of liabilities arising from financing activities</b>			
	As at June 30, 2019	Non Cash Changes	Cash flows
			As at June 30, 2020
	-----RUPEES-----		
Un claimed dividend	365,856	-	(20,011)
Dividend payable	-	-	-
<b>Total liabilities from financing activities</b>	<b>365,856</b>	<b>-</b>	<b>(20,011)</b>

## 32. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

DESCRIPTION	INTEREST / MARK UP BEARING			NON INTEREST / MARK-UP BEARING			TOTAL	
	Maturity up to one year	Maturity after one year	Sub Total	Maturity up to one year	Maturity after one year	Sub Total	2020	2019
	-----Rs.-----							
<b>FINANCIAL ASSETS</b>								
Trade Deposits				2,463,240		2,463,240	2,463,240	7,118,797
Trade debts	-	-	-	116,712,765	-	116,712,765	116,712,765	232,775,186
Loan & Advances	-	-	-	241,992	-	241,992	241,992	979,679
Short term investments	140,000,000	-	140,000,000	-	-	-	140,000,000	-
Cash and bank balances	33,187	-	33,187	6,463,910	-	6,463,910	6,497,097	1,856,280
	140,033,187	-	140,033,187	125,881,907	-	125,881,907	265,915,094	242,729,942
<b>FINANCIAL LIABILITIES</b>								
Trade and other payables	-	-	-	37,873,719	-	37,873,719	37,873,719	117,767,775
Short term borrowings	-	-	-	-	-	-	-	13,948,646
Unclaimed Dividend	-	-	-	345,845	-	345,845	345,845	365,856
	-	-	-	38,219,564	-	38,219,564	38,219,564	132,082,277
<b>Off - balance sheet financial instruments</b>								
Guarantees	-	-	-	1,435,183	-	-	1,435,183	1,435,183
	-	-	-	1,435,183	-	-	1,435,183	1,435,183

### 32.1 Financial Instruments and Financial risk management

The company's activities are exposed to a variety of financial risks namely credit risk, interest rate risk, foreign exchange risk and liquidity risk. Overall, risks arising from the Company's financial instruments are limited. Risk management is carried out by the Board of Directors (the Board). The Board provides for overall risk management, as well as policies covering specific areas in the following manner:

#### 32.1.1 Credit Risk

Credit risk represents the accounting loss that would be recognized at the reporting date if counter parties failed completely to perform as contracted. The company is exposed to a concentration of credit risk on its trade debts amounting to Rs.116,712,765 (2019: Rs. 232,775,186). However, this risk is mitigated by applying individual credit limits, fidelity insurance cover and by securing the majority of trade debts against post dated cheques.

#### 32.1.2 Interest Rate Risk

Interest rate risk arises from the possibility that changes in interest rates will effect the value of financial instruments. The Company has no significant long-term interest-bearing assets. The Company's interest rate risk arises from short term borrowings.

Note	2020 Rupees	2019 Rupees
At the balance sheet date the interest rate profile of the Company's interest bearing financial instruments was:		
<b>Fixed rate instruments:</b>		
<b>Financial assets</b>		
Bank balances - deposit accounts	33,187	30,046
Short term investments	140,000,000	-
<b>Financial liabilities</b>		
Short term borrowings	-	-
<b>Floating rate instruments:</b>		
<b>Financial assets</b>		
Bank balances - deposit accounts	-	-
<b>Financial liabilities</b>		
Short term borrowings	-	13,948,646

#### Fair value sensitivity analysis for fixed rate instruments

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

#### Cash flow sensitivity analysis for variable rate instruments

If interest rates, at the year end date, fluctuates by 1% higher / lower with all other variables held constant, profit after taxation for the year would have been Rupees 0.00 million lower / higher (2019: 13.9 million) respectively. This analysis is prepared assuming the amounts of floating rate instruments outstanding at balance sheet dates were outstanding for the whole year.

#### 32.1.3 Foreign Exchange Risk

Foreign exchange risk arises mainly where the receivables and payables exist due to transactions with foreign undertakings. The Company is not subject to any foreign exchange risk as all the sales are made to local dealers. The company is, however, exposed to foreign exchange risk in respect of imports which are settled on the date when documents relating to letter of credit in respect of imports are received by bank. At year end, no foreign currency financial assets and financial liabilities were existed.

#### 32.1.4 Liquidity Risk

Liquidity risk is the risk that an enterprise will encounter difficulties in raising funds to meet commitments associated with financial instruments. Prudent liquidity risk management implies maintaining sufficient cash and bank balances and availability of funding through an adequate amount of committed credit facilities. The Company aims to maintain flexibility in funding by keeping committed credit lines available. At year end, the Company has Rs. Nil (2019: Rs. 57 million) available borrowing limits from financial institutions and Rs. 14,837,493 (2019: Rs.1,856,280) cash and bank balances.

Financial liabilities in accordance with their contractual maturities are presented below:

	2020		
	Carrying amount	Contractual cash flows	Less than 1 year
	-----Rs.-----		
Trade and other payables	37,873,719	37,873,719	37,873,719
Short term borrowings	-	-	-
Unclaimed Dividend	345,845	345,845	345,845
	<b>38,219,564</b>	<b>38,219,564</b>	<b>38,219,564</b>
	-----Rs.-----		
	2019		
	Carrying amount	Contractual cash flows	Less than 1 year
	-----Rs.-----		
Trade and other payables	117,767,775	117,767,775	117,767,775
Short term borrowings	13,948,646	13,948,646	13,948,646
Unclaimed Dividend	365,856	365,856	365,856
	<b>132,082,277</b>	<b>132,082,277</b>	<b>132,082,277</b>

### 32.2 Capital Risk Management

The company's prime objectives when managing capital is to safeguard its ability to continue as a going concern so that it can continue to provide returns for shareholders and benefits for other stakeholders and to maintain a strong capital base to support the sustained development of its business. The capital structure of the Company is mainly equity based with minimal level of financing. In order to maintain or adjust the capital structure, the company may adjust the amount of dividend paid to shareholders, issue new shares or sell assets to reduce debts. The gearing ratio as at years ended June 30, 2020 and June 30, 2019 are as follows:-

	2020 Rs.	2019 Rs.
Net debt / (Surplus)	-	12,092,366
Total Equity	<u>490,160,555</u>	503,661,147
Total Capital	<u>490,160,555</u>	<u>515,753,513</u>
Gearing Ratio	<u>0%</u>	2%

### 32.3 Fair Value of Financial Instruments

The Carrying amounts of financial assets and financial liabilities approximate their fair values.

### 33. RELATED PARTY TRANSACTIONS

Amounts due from and due to related parties are shown under Note 9.1 and 17.2 respectively of the financial statements. Remuneration of directors and key management personnel is disclosed in Note 29. Markup received from related party is shown in Note 26.1 Other significant transactions with related parties are as follows:

	Note	2020 Rupees	2019 Rupees
<b>Relation with the Company</b>	<b>Nature of transaction</b>		
Holding Company	Sales of goods	189,921,580	271,949,914
Associated Companies	Sales of goods	-	50,866
Staff Provident Fund	Provident Fund Contribution	1,306,419	1,230,276

**33.1** Following are the related parties with whom the Company had entered into transactions or have arrangement / agreement in place:

Name of the Entity	Basis of Relationship	Description
Millat Tractors Limited	Holding Company	64% Shareholding
Millat Equipment Limited	Associated Company	Common Directorship
Bolan Casting Limited	Associated Company	Common Directorship
MIPL Staff Provident Fund	Staff Provident Fund	Staff

The Company intends to take the approval of the transactions with related parties from the shareholders in General Meeting.

<b>34</b>	<b>NUMBER OF EMPLOYEES</b>	2020 Rupees	2019 Rupees
	Total number of employees (including contractual labour) as at June 30	225	243
	Total number of factory employees (including contractual labour) as at June 30	215	233
	Average number of employees during the year (including contractual labour)	231	246
	Average number of factory employees during the year (including contractual labour)	222	237

**35** **CAPACITY AND PRODUCTION**

The actual production capacity of the plant cannot be determined as it depends on the proportion of different types of batteries produced which varies in relation to the consumers' demand. The actual production during the year was according to market demand. During the year, the actual production capacity attained was 194,462 batteries {Standard 15 plates 157,431 batteries compared with (2019: 192,921 standard 15 plates 168,923 batteries} against annual manufacturing capacity of 300,000 standard 15 plates batteries (2019: 300,000).

There has been low market demand of batteries which lead to under utilization of our production capacity.

**36** **DISCLOSURES RELATING TO PROVIDENT FUND**

Size of the fund	14,918,214	12,808,520
Cost of investment made	11,207,595	10,254,715
Percentage of investment made	76%	80%
Fair value of investments	11,207,595	10,254,715



	Note	2020 Rupees	2019 Rupees
<b>36.1 Break up of investments</b>			
Special accounts in a scheduled bank		3,207,595	2,254,715
Term finance certificates		8,000,000	8,000,000
		<b>11,207,595</b>	<b>10,254,715</b>
<b>36.2 % age of investments made in terms of the size of the fund</b>			
Special accounts in a scheduled bank		22%	18%
Term finance certificates		54%	62%
		<b>76%</b>	<b>80%</b>

**36.3** The figures for 2019 and 2020 are based on the audited financial statements of the provident fund. Investments out of provident fund have been made in accordance with the provisions of section 218 of the Companies Act, 2017, and the rules formulated for this purpose.

**37 SUMMARY OF SIGNIFICANT TRANSACTIONS AND EVENTS**

All significant transactions and events that have affected the Company's financial position and performance during the year have been adequately disclosed in the notes to these financial statements.

**38 EVENT AFTER THE REPORTING DATE**

The Board of Directors has proposed the payment of dividend of Rs. Nil per share (2019 : Nil per share) on the ordinary share capital of the company in their meeting held on 07 September 2020.

**39 DATE OF AUTHORISATION FOR ISSUE**

These financial statements were authorised for issue by the Board of Directors on 07 September 2020.

**40 CORRESPONDING FIGURES**

The following corresponding figures have been rearranged for the purpose of disclosures as per "Amended Fourth Schedule to the Companies Act 2017" and for better presentation in the financial statements for the year ended June 30, 2020 as follows:

Reclassified from	Reclassified to	Note	Rupees
Trade deposits and short term prepayments	Long term deposits and prepayments	6	3,527,000
Trade and other payables	Deposits, accrued liabilities and advances	18	64,839,357

**41 GENERAL**

Figures have been rounded off to the nearest rupee.

*Raajay Z. Sulemani*  
\_\_\_\_\_  
Chief Executive

*[Signature]*  
\_\_\_\_\_  
Director

# Proxy Form

## 19th Annual General Meeting

I / We \_\_\_\_\_  
of \_\_\_\_\_ being a member of Millat Industrial Products Limited  
and holder of \_\_\_\_\_ Ordinary shares as per Shares Register Folio No. \_\_\_\_\_  
hereby appoint \_\_\_\_\_ of \_\_\_\_\_ or failing him/her \_\_\_\_\_  
of \_\_\_\_\_ or failing him / her \_\_\_\_\_ of \_\_\_\_\_ as my proxy to vote for me  
and on my behalf at the Annual General Meeting of the Company to be held on Friday, October 30,  
2020 at 03:00 p.m. at Company's Registered Office, 8.8 km Sheikhpura Road, Lahore and at any  
adjournment thereof.

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2020.

Witness:

1. Signature : \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

CNIC or  
Passport No: \_\_\_\_\_

Signature

Please affix  
Rupees fifty  
revenue stamp

(Signature should agree  
with the specimen signature  
registered with the  
Company)

2. Signature : \_\_\_\_\_  
Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
\_\_\_\_\_

CNIC or  
Passport No: \_\_\_\_\_

**Important:**

1. A member entitled to attend and vote at the Annual General Meeting of the Company is entitled to appoint a proxy to attend and vote instead of him/her. No person shall act as a proxy who is not a member of the Company except that a corporation may appoint a person who is not a member.
2. The instrument appointing a proxy should be signed by the member(s) or by his / her attorney duly authorized in writing. If the member is a corporation, its common seal should be affixed to the instrument.
3. This Proxy Form, duly completed, must be deposited at the Company's Registered Office, 8.8 km Sheikhpura Road, Lahore, not less than 48 hours before the time of holding the meeting.

## تشکیل نیابت داری

19 واں سالانہ اجلاس عام

میں / ہم \_\_\_\_\_ ساکن \_\_\_\_\_  
 رکن و حاصل \_\_\_\_\_ عام حصص بمطابق شیئر رجسٹر فو لیو نمبر \_\_\_\_\_،  
 ساکن \_\_\_\_\_ یا بصورت دیگر \_\_\_\_\_ ساکن \_\_\_\_\_  
 کو اپنی جگہ بروز جمعہ مورخہ 30 اکتوبر 2020ء بوقت 03:00 بجے سہ پہر، بمقام رجسٹرڈ آفس 8.8 کلومیٹر شیٹو پورہ روڈ  
 لاہور میں منعقد یا ملتوی ہونے والے سالانہ اجلاس عام میں رائے دہندگی کے لئے اپنا نمائندہ مقرر کرتا ہوں۔

دستخط کئے گئے مورخہ \_\_\_\_\_ 2020

گواہان:

براہ کرم پچاس روپے مالیت  
 کے ریونیوٹکٹ چسپا کریں۔

دستخط

(دستخط کمپنی میں درج نمونہ کے  
 دستخط کے مطابق ہونے چاہئے)

1 دستخط: \_\_\_\_\_

نام: \_\_\_\_\_

پتہ: \_\_\_\_\_

سی این آئی سی یا پاسپورٹ نمبر: \_\_\_\_\_

2 دستخط: \_\_\_\_\_

نام: \_\_\_\_\_

پتہ: \_\_\_\_\_

سی این آئی سی یا پاسپورٹ نمبر: \_\_\_\_\_

نوٹ:

- ۱- پراکسی کا کمپنی کا ممبر ہونا لازمی ہے، البتہ کارپوریشن ایک ایسے شخص کو منتخب کر سکتی ہے جو ممبر نہ ہو۔
- ۲- ضروری ہے کہ فارم برائے منتخب پراکسی دستخط شدہ ہو ممبر سے یا اس کے وکیل سے۔
- ۳- پراکسی کے مؤثر ہونے کے لئے لازم ہے کہ وہ اجلاس سے کم از کم 48 گھنٹے قبل کمپنی کو اس کے رجسٹرڈ آفس 8.8 کلومیٹر شیٹو پورہ روڈ لاہور پر موصول ہوں۔

## Electronic Transmission Consent

Pursuant to the allowance granted through SRO 787(I)/2014 of September 08, 2014, by the Securities Exchange Commission of Pakistan, the Company can circulate its annual balance sheet and profit and loss accounts, auditors' report and directors' report etc. ("Audited Financial Statements") along with the Company's Notice of Annual General Meeting through email to its shareholders. Those shareholders who wish to receive the Company's Annual Report via email are requested to provide a completed consent form to the Company Secretary.

PLEASE NOTE THAT RECEIPT OF THE ANNUAL REPORT VIA EMAIL IS OPTIONAL AND NOT COMPULSORY.

## Electronic Transmission Consent Form

The Company Secretary,

Dated: \_\_\_\_\_

8.8 km Sheikhpura Road,  
Lahore.

Pursuant to the directions given by the Securities Exchange Commission of Pakistan through its SRO 787(I)/2014 of September 08, 2014, I, Mr./Mrs. \_\_\_\_\_ S/o,D/o,W/o

\_\_\_\_\_ hereby consent to have Millat Industrial Products Limited's audited financial statements and Notice of Annual General Meeting delivered to me via email on my email address provided below:

Name \_\_\_\_\_ of \_\_\_\_\_ Member \_\_\_\_\_ /

Shareholder \_\_\_\_\_

Folio Number \_\_\_\_\_

Email Address \_\_\_\_\_

It is stated that the above mentioned information is true and correct and that I shall notify the Company in writing of any change in my email address or withdrawal of my consent to email delivery of the Company's audited financial statements and Notice of Annual General Meeting.

\_\_\_\_\_  
Signature of the Member / Shareholder

## اظہار رضامندی بابت ترسیل برق روی

سیکیورٹیز اینڈ ایکسچینج آف پاکستان کے ایس آر او 2014/787(1) مورخہ 8 ستمبر 2014 کے بموجب سہولت مہیا کی گئی ہے کہ کمپنی اپنی سالانہ بیلنس شیٹ اور نفع و نقصان کے گوشوارے محاسب و نظمہ کی مرتب کردہ اطلاعاتی معلومات (پڑتال شدہ مالیاتی حسابات) بشمول سالانہ اجلاس عام کی اطلاع اپنے حصص یافتگان کو بذریعہ ای میل ارسال کر سکتی ہے۔ وہ تمام حصص داران جو کمپنی کی سالانہ رپورٹ بذریعہ ای میل حاصل کرنے کے خواہشمند ہیں ان سے التماس ہے کہ تکمیل شدہ رضامندی کے فارم کمپنی سیکرٹری کو مہیا کریں۔

یاد دہانی رہے کہ سالانہ رپورٹ کی بذریعہ ای میل وصولی اختیاری ہے لازمی نہیں ہے۔

## اظہار رضامندی بابت ترسیل برق روی فارم

کمپنی سیکرٹری

تاریخ:

8.8 کلومیٹر شیخوپورہ روڈ،  
لاہور

سیکیورٹیز اینڈ ایکسچینج آف پاکستان کے ایس آر او 2014/787(1) مورخہ 8 ستمبر 2014 کی تعمیل کرتے ہوئے میں مسمی / مسماة ولدیت / زوجیت

ملت انڈسٹریل پروڈکٹس لمیٹڈ کے پڑتال شدہ مالیاتی گوشوارے اور سالانہ اجلاس عام کی اطلاع بذریعہ ای میل مندرجہ ذیل ای میل پتے پر حاصل کرنا چاہتا / چاہتی ہوں

ممبر / حصص دار کا نام:

فولیو نمبر:

ای میل ایڈریس:

ہر گاہ اقرار کیا جاتا ہے کہ مندرجہ ذیل بالا معلومات صحیح اور درست ہیں اور یہ کہ میں کمپنی کو تحریری طور پر ای میل ایڈریس میں تبدیلی یا بذریعہ ای میل کمپنی کے پڑتال شدہ حسابات اور سالانہ اجلاس عام کی اطلاع کی وصولی یا منسوخی کے بارے میں مطلع کروں گا۔

ممبر / حصص دار کے دستخط:



49 K.M.,Off Multan Road,Bhai, Pheru.

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Email: [mipl@millatbatteries.com](mailto:mipl@millatbatteries.com)