

Pak Agro Packaging Limited

Financial Statements for the period 1 July 2021 to 31 March 2022

Management Accounts

The Directors of your company are pleased to present the financial statements for the nine months ended 31 March 2022.

Significant Events of the Period

- 1. The Company changed its status from private limited company to public limited company in last month of previous financial year.
- 2. The Company was listed at the stock exchange in November 2021, the first company to be listed on the GEM Board of PSX.
- 3. The Company formally offered 8 million of its shares for public subscription. Due to the hard work of our Consultants, M/s AKD Securities Ltd., cooperation of our bankers and the staff members, our issue was handsomely over-subscribed and the strike price came to Rs 24.75, 10% higher than the base price of Rs 22.00.
- 4. The company had expected the public subscription to be take place in early part of our financial year which would have enabled us to import machinery and build new production hall for our expansion program in good time to increase our sales significantly for the current year.
- 5. Current status on expansion program is:
 - a. Construction of the new production hall has been completed.
 - b. Letters of credit have been opened for the import of the plant to manufacture fish nets. However, due to the Covid situation in Shangai, China, we are experiencing delays in delivery of the plant. We have now been informed that the plant will arrive, be installed and commissioned in June 2022.
 - c. We have concluded negotiations for purchase of another plant to manufacture fencing nets. This will be imported from Taiwan. It is hoped that a letter of credit will be established in May 2022, with expected date of plant delivery before the end of 2022.
- 6. Total funds raised through IPO were Rs 198 million. The utilization so far of these funds is as follows:
 - a. IPO Related Costs, Rs 10.7 million.
 - b. Payments for construction of new production hall Rs.10.2 million
 - c. Purchase of machinery Rs.18.5 million
 - d. Advance remittance for machinery Rs.5.5 million
 - e. Purchase of Shahzore Rs.3.1 million
 - f. Other Investments Rs 12.4 million
 - g. Funds placed in Term Deposit Receipts, Rs 60 million
 - h. Retirement of running finance facilities, Rs 70 million. These are however still available to the Company and will be availed when levels of production rise after the commissioning of two new plants.

i. Invested in higher stocks and held in cash form, Rs 7.6 million

Financial Performance

- a. Sales revenue at PKR 326.7 million was 8.2% higher than comparable period last year. This increase is well below our expectation but it has been caused by delay in IPO, and non-delivery of new plants.
- b. Gross profit margin at PKR 52.2 million was only 3% higher than the comparable period last year. Gross Profit margin dropped to 15.98% of sales as opposed to 16.76% of sales in the comparable period last year. The factors that contributed to this drop in GP margin include higher import prices of raw material, impact of increase in dollar value, and partial depreciation charges on the new production hall. It is hoped that once the new plants arrive and company's output increases, the total production overheads will be distributed over larger quantities of sales, thereby significantly improving our GP margin.
- c. Net profit at PKR 29.7 million was slightly lower than the nine months of the previous financial year, due to the factors outlined above, However, EPS on a diluted, annualized basis were Rs 1.76 per Rs 10 share, slightly better than the previous year's performance.
- d. Current ratio improved to 11.5 on 31 March 22, compared to 1.22 a year ago. This is principally due to unutilized IPO funds still held in the form of cash and short-term deposits. It will understandably drop to about 2 after the arrival and commissioning of two new plants.

Way Forward

- 1. Due to the delays in listing, caused primarily by late finalization of GEM Listing rules by PSX, and the delay in arrival of new plants, we were not able to get any additional revenue from proposed expansion plan. However, we are still optimistic that we will be able to record sales of over PKR 450 million for the year and also meet the EPS target despite the delays enumerated above.
- 2. The Company hopes to achieve sufficient profit level to pay cash dividends after June 2022, within less than eight months after the initial public issue. 5

Gratitude

The Board wishes to record its gratitude to all the workers, shareholders, consultants, suppliers and employees of the company who extended full cooperation in ensuring a successful nine months period for the company. In particular we are thankful to The Bank of Khyber and The Bank of Punjab for their continued support.

Dr Safdar A Butt Chairman **Khalid Butt** Chief Executive

Pak Agro Packaging Limited Statement of Financial Position as at March 31, 2022

Equity and Liabilities		Management March 31, 2022 (Rupees)	Audited 2021 (Rupees)
	<u>Note</u>		
Share capital and reserves			
Share capital	4	200,000,000	120,000,000
Share Premium	5	118,000,000	-
Loan from directors	6	-	7,500,000
Revenue reserves			
Unappropriated profit		44,248,077	17,806,330
		362,248,077	145,306,330
Non-current liabilities			
Obligation against assets subject to finance lease	7	7,182,269	3,089,167
Long term loan	8	2,616,115	2,616,115
Deposit against vehicles	9	2,427,789	2,427,789
Deferred taxation	10	14,685,485	14,685,485
Employees' Gratuity Fund	11	1,246,150	1,246,150
		28,157,808	24,064,705
Current liabilities			
Running finance	12	-	65,415,932
Current maturity of long term liabilities	13	7,462,315	6,827,738
Accrued and other liabilities	14	10,876,850	9,127,025
Advance from customers	15	-	-
Taxation - net	24	1,378,568	1,013,766
		19,717,733	82,384,461
Contingencies and commitments	16	-	-
		410,123,618	251,755,496
Property and assets			
Non-current assets			
Operating fixed assets	17	163,716,256	132,136,535
Capital goods in transit	18	5,951,450	
Capital work in progress	19	-	
Long term deposits	20	3,410,336	3,410,336
IPO Charges		10,716,743	
Current assets			
Stock in trade	21	133,587,290	76,306,082
Advances and other receivables	22	4,084,781	10,472,825
Prepayments	23	1,015,961	1,109,532
Trade Debtors		4,556,898	,,
Cash and bank balances	25	83,083,903	28,320,186
		226,328,833	116,208,625
		410,123,618	251,755,497
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Chief Executive

Pak Agro Packaging Limited Statement of Profit or Loss For the period ended March 31, 2022

		Management	Audited
		March 31, 2022	<u>2021</u>
	<u>Note</u>	(Rupees)	(Rupees)
Sales	26	326,691,669	402,497,955
		, ,	, ,
Cost of sales	27	274,490,138	335,075,992
Gross profit		52,201,532	67,421,964
Operating expenses			
Administrative	28	16,831,366	12,253,226
Selling and distribution	29	37,000	52,720
		16,868,366	12,305,946
Profit/(loss) form operation		35,333,166	55,116,018
Financial expenses	30	3,186,514	8,924,163
Other charges	31	2,437,988	3,803,005
Loss of stock due to fire	32	-	-
		5,624,502	12,727,168
		29,708,663	42,388,850
Other income	32	<u> </u>	2,721,078
Profit/(loss) for the year before taxation		29,708,663	45,109,928
Taxation	33	3,266,917	11,510,485
Profit/(loss) for the year		26,441,747	33,599,443

The annexed notes 1 to 39 form an integral part of these financial statements.

Chief Executive

Pak Agro Packaging Limited Formerly Pak Agro Packaging (Private) Limited Statement of Comprehensive Income For the period ended March 31, 2022

	Management <u>March 31, 2022</u> (Rupees)	Audited 2021 (Rupees)
Profit/(loss) for the year	26,441,747	33,599,443
Other comprehensive income	-	-
Total comprehensive income for the year	26,441,747	33,599,443

The annexed notes 1 to 39 form an integral part of these financial statements.

Chief Executive

Pak Agro Packaging Limited Formerly Pak Agro Packaging (Private) Limited Statement of Cash Flows For the period ended March 31, 2022

Management <u>March 31, 2022</u> (Rupees)	Audited 2021 (Rupees)
Cash flow from operating activities Note	(1 /
Profit/(loss) for the period/year before taxation 29,708,663	45,109,928
Adjustments for:	
Depreciation (17.2.1) 6,560,814	15,335,675
Gain on disposal of assets	(2,721,078)
6,560,814	12,614,597
Operating profit before working capital changes 36,269,477	57,724,525
Increase/(decrease) in:	
Stock in trade (57,281,208)	(28,395,499)
Trade Debtors (4,556,898)	-
Advances and other receivables 6,388,044	(6,304,025)
Pre-payments 93,571	296,965
(55,356,491)	(34,402,559)
(19,087,014)	23,321,966
Increase /(decrease) in:	
Current liabilities 1,749,825	(13,875,684)
Cash flow from operating activities (17,337,188)	9,446,282
Tax deducted at source (2,902,114)	(8,306,752)
Net cash flow from operating activities (20,239,302)	1,139,530
Cash flow from investing activities	
Fixed capital expenditures (38,140,534)	(18,058,906)
Capital goods in transit (5,951,450)	
Capital work in progress -	
Sale proceed and insurance claim against fixed assets	4,433,000
Long term deposits -	1,163,750
Deposit against vehicles -	805,334
Net cash flow from investing activities (44,091,984)	(11,656,823)
Cash flow from financing activities	
Asset subject to finance lease 4,727,679	(1,092,294)
Loan from director (7,500,000)	(70,110,000)
Share capital 80,000,000	90,000,000
Shares premium 118,000,000	
Allotment of bouns shares -	(20,000,000)
Running finance facility (65,415,932)	21,876,836
IPO Charges (10,716,743)	-
Long term loan -	(2,617,385)
Provision for gratuity -	1,246,150
Net cash flow from financing activities 119,095,004	19,303,307
Net increase/(decrease) in cash and cash equivalents 54,763,718	8,786,014
Cash and cash equivalent in the beginning of the year 28,320,186	19,534,172
Cash and cash equivalent at the end of the year 83,083,903	28,320,186

The annexed notes 1 to 39 form an integral part of these financial statements.

Chief Executive

Pak Agro Packaging Limited Formerly Pak Agro Packaging (Private) Limited Statement of Changes in Equity For the period ended March 31, 2022

Share capital	Interest free loan from directors	Accumulated profit/(loss)	Shares premium	Total
(Rupees)	(Rupees)	(Rupees)	(Rupees)	(Rupees)
30,000,000	50,000,000	4,206,887	· · · · · · · · · · · · · · · · · · ·	84,206,887
42,500,000	(42,500,000)	-	-	-
27,500,000			-	27,500,000
20,000,000	-	(20,000,000)	20	-
-	-	33,599,443	-	33,599,443
120,000,000	7,500,000	17,806,330	-	145,306,330
	(7,500,000)			(7,500,000)
80,000,000				80,000,000
			118,000,000	118,000,000
		26,441,746		26,441,746
200,000,000	-	44,248,076	118,000,000	362,248,076
	(Rupees) 30,000,000 42,500,000 27,500,000 20,000,000 - 120,000,000 80,000,000	Share capital loan from directors (Rupees) (Rupees) 30,000,000 50,000,000 42,500,000 27,500,000 20,000,000 - - 120,000,000 7,500,000 (7,500,000) 80,000,000	Share capital loan from directors (Rupees) (Rupees) (Rupees) (Rupees) (Rupees) (30,000,000 50,000,000 4,206,887 42,500,000 (42,500,000) - (20,000,000) - (33,599,443 120,000,000 7,500,000 17,806,330 (7,500,000) (7,500,000) (26,441,746 26,441,746 (26,441,746 26,441,746 (3	Share capital loan from directors (Rupees) (Rup

The annexed notes 1 to 39 form an integral part of these financial statements.

Chief Executive

4	Share capital	Management March 31, 2022 (Rupees)	Audited 2021 (Rupees)
	Authorized capital 40,000,000 ordinary shares of Rs. 10/= each	400,000,000	400,000,000
	Issued, subscribed and paid-up capital	-	
	Shares issued for cash		
	17,350,000 ordinary shares of Rs.10/= each in cash	173,500,000	-
	(2021: 9,350,000 ordinary shares of Rs. 10/= each in cash	· · ·	93,500,000
	Issued as fully paid bonus shares		
	2,650,000 ordinary shares of Rs. 10/= each	26,500,000	-
	(2021: 2,650,000 ordinary shares of Rs. 10/= each)		26,500,000
		200,000,000	120,000,000
5	Shares Premium		
	8,000,000 shares issued @ 14.75/= per share	118,000,000	-
6	Loan from director		
•	Kaisera Jabeen Butt	_	3,500,000
	Khalid Butt	-	3,500,000
	Safdar Ali Butt	-	500,000
			7,500,000
7	Obligation under finance lease	_	
7.	Value of assets	4,681,912	7,988,487
	Add: Addition during the year	9,208,201	7,700,407
	radi. radition during the year	13,890,113	7,988,487
	Less: Payments made upto the year	1,862,279	3,306,575
	Present value of minimum lease payment	12,027,834	4,681,912
	Less: Current maturity	4,845,565	1,592,745
	·	7,182,269	3,089,167
	The amount of future payments and the periods in which they become due. Year ending:	e are as follows:	
	June 30, 2021		1,841,085
	June 30, 2022		1,862,444
	June 30, 2023		1,239,511
		-	4,943,040
	Less: Lease financial charges allocable for future periods		261,128
		-	4,681,912
	Less: Current maturity of finance lease	4,845,565	1,592,745

	Management March 31, 2022 (Rupees)	Audited 2021 (Rupees)
8. Long term loan		
The Bank of Khyber - Salary Refinance Facility	2,616,115	2,616,115
	<u>2,616,115</u>	2,616,115
8.1) The Bank of Khyber - Salary Refinance Facility		
Salary Refinance Facility	3,925,125	7,851,108
Current maturity	2,616,750	(5,234,993)
	6,541,875	2,616,115
9. Deposit against vehicles		
Mr Tariq Javed	994,789	994,789
Mr Umar Daraz	1,433,000	1,433,000
A CHAIN BANKE	2,427,789	2,427,789
10. <u>Deferred tax liability</u> The balance of deferred tax is in respect of following temporary difference Accelerated depreciation on property plant and equipment	14,685,485 14,685,485 14,685,485	14,685,485 14,685,485
41 F 1 10 (2 F 1		
11. Employees' Gratuity Fund Balance at beginning of the year	1,246,150	
Add: Provision for the year	1,240,130	1,246,150
Add. Flovision for the year	1,246,150	1,246,150
Less: Paid to outgoing members	1,240,130	1,240,130
2000. Faid to outgoing memoria	1,246,150	1,246,150
13 D		
12. Running finance The Bank of Khyber		65,415,932
The Bank of Knyoei		65,415,932
13. Current maturity of long term liabilities		
This represents current maturity of followings	4 9 45 5 6 5	1 502 745
- Finance lease	4,845,565	1,592,745
- Salary Refinance Facility	2,616,750	5,234,993
	7,462,315	6,827,738

	Management <u>March 31, 2022</u> (Rupees)	Audited 2020 (Rupees)
14. Accrued and other liabilities	` -	
Workers' profit participation fund	3,322,591	3,471,331
Misc Payable	17,932	3,296,358
Sales tax payable	-	1,086,195
Workers' welfare fund	1,718,534	1,047,204
Salaries payable	3,798,003	200,000
Withholding Tax Payable	1,103,332	25,937
Director's remuneration payable	916,458	-
	-	
	10,876,850	9,127,025

15. Advance from customers

This represents the amount received from customers against sale of stretch net, net bags and net shades. These are interest free and unsecured.

16. Contingencies and commitments

a) Contingencies

Currently there are no contingencies against the company in foreseeable future.

b) Commitments

There are no commitments made by the company.

17.1) The charge of depreciation for the year has

	been allocated as follows:			
	Cost of sales	(25.4)	6,108,734	14,046,669
	Administrative expenses	(26)	452,080	1,289,006
		=	6,560,814	15,335,675
18	Capital goods in transit			
	Imported		5,951,450	-
	Local		-	-
		-	5,951,450	-
19	Capital work in progress	- =	<u> </u>	-
20	Long term deposits			
	Security deposits against:			
	Leased assets		2,227,500	2,227,500
	Utilities		1,152,836	1,152,836
	Office building		30,000	30,000
		_	3,410,336	3,410,336

			Management March 31, 2022	Audited 2021
21	Stock in trade		(Rupees)	(Rupees)
	Raw material	21.1	79,721,455	40,089,392
	Finished goods		30,298,232	22,542,525
	Raw material in transit		20,241,951	8,384,523
	Work-in-process		3,325,652	5,289,642
			133,587,290	76,306,082
	21.1 Raw material			
	Raw material		34,174,000	35,240,252
	Colors		8,408,205	3,700,980
	Chemical		139,250	1,148,160
			42,721,455	40,089,392
22	Advances and other receivables			
	Advances to:			
	Staff against salaries		2,014,185	2,218,500
	Parties against supplies		2,070,396	7,179,725
	Parties against services		200	1,074,600
	-		4,084,781	10,472,825
			4,084,781	10,472,825
23	Prepayments			
25	Insurance		803,414	1,109,532
	Rent		212,547	-
			1,015,961	1,109,532
24	Tanadian			
24	Taxation - net Tax deducted at source		5,315,003	10,455,629
	Provision for taxation			
	Provision for taxation		(3,266,917) 2,048,086	(11,469,395) (1,013,766)
			2,040,000	(1,013,700)
25	Cash and bank balances			
	Cash in hand		300,000	300,000
	TDR - The Bank of Punjab		30,000,000	
	Cash at bank - current account		52,783,903	28,020,186
			83,083,903	28,320,186

26	Sales-net Gross sales Sales tax		Management March 31, 2022 (Rupees) 326,691,669 - 326,691,669	Audited 2021 (Rupees) 465,681,350 (63,183,395) 402,497,955
27	Cost of sales			
	Raw material consumed	27.1	175,036,166	202,289,656
	Colors consumed	27.2	7,219,772	14,464,403
	Chemical consumed	27.3	2,491,777	5,656,651
	Packing material consumed		2,809,432	7,310,386
	Production overhead	27.4	92,665,042	104,546,366
			280,222,189	334,267,462
	Work in process			
	- Opening balance as on July 01,		5,289,642	3,123,652
	- Closing balance as at March 31,		(3,265,986)	(5,289,642)
			2,023,656	(2,165,990)
	Cost of goods manufactured		282,245,845	332,101,472
	Finished stocks			
	- Opening balance as on July 01,		22,542,525	25,517,045
	- Closing balance as at March 31,		(30,298,232)	(22,542,525)
			(7,755,707)	2,974,520
		0	274,490,138	335,075,992
	27.1) B			
	27.1) Raw material consumed		25 240 252	5 700 ((0
	Opening stock as on July 01,		35,240,252	5,700,660
	Add: Raw material imported		173,969,914	228,735,486
	D		209,210,166	234,436,146
	Raw material loss due to fire		(24.174.000)	(22.146.400)
	Closing stock as at March 31,		(34,174,000)	(32,146,490)
			175,036,166	202,289,656
	27.2) Colors consumed			
	Opening stock as on July 01		3,700,980	6,401,421
	Color purchased		11,926,997	11,763,962
	Color parchased		15,627,977	18,165,383
	(Less) Closing stock as at March 31,		(8,408,205)	(3,700,980)
	(Desc) closing seem as at illustration 21,		7,219,772	14,464,403
				- 1,101,100
	27.3) Chemical consumed			
	Opening stock as on July 01		1,148,160	637,422
	Add: Purchases - local		1,482,867	6,167,389
			2,631,027	6,804,811
	(Less) Closing stock as at March 31		(139,250)	(1,148,160)
			2,491,777	5,656,651

			Management March 31, 2022	Audited <u>2021</u>
	27.4) Production overhead		(Rupees)	(Rupees)
	Salaries and benefits	27.4.1	41,012,194	48,013,144
	Fuel and power		32,807,448	34,123,799
	Repair and maintenance		7,172,910	3,314,182
	Suigas		1,316,006	1,730,730
	Insurance		816,628	1,009,986
	Lubricants		697,040	824,965
	Vehicle running and maintenance		621,311	336,700
	Miscellaneous Entertainment		1,156,180	384,528
	Telephone and internet		243,809 394,388	298,378 175,559
	Travelling and conveyance		125,470	131,713
	Printing and stationary		67,829	86,231
	Rent, rates and taxes		81,800	53,200
	Postage and courier		17,585	8,982
	Newspaper and periodicals		15,130	7,600
	Security charges		10,580	-
	Depreciation	(17.1.1)	6,108,734	14,046,669
	Depression	(17111)	92,665,042	104,546,366
	25.4.1) Salaries and benefits			
	Salaries to staff		37,775,721	39,499,709
	Overtime		2,917,316	6,187,629
	Gratuity		335,481	1,100,150
	E.O.B.I		521,653	420,562
	Social security		637,860	387,909
	Financial assistance		-	265,000
	Leave encashment		-	118,084
	Medical		24,163	34,101
			42,212,194	48,013,144
28	Administrative expenses	20.1	4.661.052	2 275 720
	Salaries and benefits	28.1	4,661,052	2,375,720
	Director's remuneration		8,350,000	4,440,000
	Fees and subscriptions Rent, rates and taxes		350,440 680,525	1,734,930
	Telephone, mobile and internet		345,185	851,537 319,562
	Utilities		218,856	273,940
	Audit remuneration		-	200,000
	Legal and professional		47,700	169,000
	Postage and courier		297,220	146,318
	Miscellaneous		337,387	124,900
	Entertainment		149,710	89,500
	Printing and stationary		161,719	86,002
	Travelling and conveyance		74,800	83,755
	Security charges		12,195	28,121
	Repair and maintenance		72,015	25,255
	News papers and periodicals		10,580	15,680
	Director expenses		412,573	-
	Research & Development		97,329	-
	Meeting Fee		100,000	
	Depreciation	(17.1.1)	452,080	1,289,006
			16,831,366	12,253,226
	28.1) Salaries and benefits		1.004.000	1.014.000
	Salaries to staff		1,204,000	1,914,000
	Gratuity		-	146,000
	Medical		769,187	135,642
	Insurance		1 072 107	180,078
20	Selling and distribution expenses		1,973,187	2,375,720
29	Carriage outward		37,000	52,720
			37,000	52,720
				5-,9

		Management	Audited
		March 31, 2022	<u>2021</u>
30	Financial expenses	(Rupees)	(Rupees)
	Mark-up	2,231,280	8,241,547
	Share Registrar Services	139,680	
	Brokerage Commission	-	
	Lease financial charges	356,186	502,304
	Bank charges	459,368	180,312
		3,186,514	8,924,163
31	Other charges		
	Workers' profit participation fund	1,766,658	2,755,801
	Workers' welfare fund	671,330	1,047,204
		2,437,988	3,803,005
22			
32	Other income		
	Gain on sale of assets		2,721,078
			2,721,078
33	Taxation		
-	Current year		
	- Minimum tax on turnover / normal	3,266,917	11,469,395
	- Deferred tax	-	(85,534)
	Prior year taxation	-	126,624
	•	3,266,917	11,510,485

Chief Executive