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### **COMPANY INFORMATION**

### **Board of Directors**

S. M. Mohsin Chairman, Non Executive Director

Mr. Mujeeb Rashid Chief Executive Officer & Managing Director

Mrs. Sitwat Mohsin Non Executive Director
Mr. Mehdi Mohsin Executive Director

Mr. Moaz Mohiuddin Independent, Non Executive Director

Syed Faisal Imam Non Executive Director
Ms. Umme Kulsum Imam Non Executive Director

Mr. Jamal Nasim Non Executive Director (NIT Nominee)

### **Audit Committee**

Mr. Moaz Mohiuddin Chairman S. M. Mohsin Member Syed Faisal Imam Member

#### Company Secretary/CFO

Mr. Atif Fayyaz

#### **Auditors**

A.F. Ferguson & Company Chartered Accountants

### **Legal Advisors**

Minto & Mirza 78-Mozang Road, Lahore. Phone: (042) 36315469-70 Fax: (042) 36361531

## Bankers

Habib Bank Limited Askari Commercial Bank Limited Standard Chartered Bank (Pakistan) Limited MCB Bank Limited National Bank of Pakistan

## Share Registrar

Corplink (Private) Limited, Wings Arcade, 1-K (Commercial) Model Town, Lahore.

Phone: (042) 35839182, 35887262,

Fax:(042) 35869037

### **Corporate Office**

39-A, D-1, Gulberg III, Lahore. Phones: (042) 35872392-96, Fax: (042) 35872398 E-Mail: ho@mitchells.com.pk

Website: www.mitchells.com.pk

## Factory, Regional Sales Office (Central) & Farms

Renala Khurd, District Okara, Pakistan. Phones: (044) 2635907-8, 2622908

Fax: (044) 2621416

E-Mail: rnk@mitchells.com.pk, rsoc@mitchells.com.pk

### **Regional Sales Office (North)**

Plot No. 111, Street No. 10, I - 9/2, Industrial Area, Islamabad. Phones: 051-4443824-6

Fax: (051) 4443827

E-Mail: rson@mitchells.com.pk

### **Regional Sales Office (South)**

Mehran VIP II, Ground Floor, Plot 18/3 Dr. Dawood Pota Road, Karachi. Phones: (021) 35212112, 35212712

& 35219675

Fax: (021) 35673588

E-Mail: rsos@mitchells.com.pk

## **DIRECTORS' REVIEW**

The directors are pleased to submit the un-audited financial information of the company for the second quarter ended March 31, 2013.

Net sales of the company Rs.539 million show a satisfactory growth both over the corresponding period last year as well as the previous quarter.

Gross profit Rs.152 million reflects a good improvement in operating margins over last year thus resulting in growth of profit from operations to Rs.73 million from Rs.45 million last year. Profit before tax improved to Rs.69 million from Rs.38 million in the corresponding period last year.

The good operating results in the second quarter have thus helped to generate a 44 % growth in profit before tax for the half year ended 31st March from Rs.75 million last year to Rs.108 million this year.

For and on behalf of the Board of Directors

Mujeeb Rashid
Chief Executive Officer &
Managing Director

Lahore: May 27, 2013

## **CONDENSED INTERIM BALANCE SHEET**

AS AT MARCH 31, 2013 (UN-AUDITED)

Note EQUITY AND LIABILITIES	March 31 2013 Rupees	September 30 2012 Rupees
CAPITAL AND RESERVES		
Authorised capital 20,000,000 (September 30, 2012: 10,000,000) ordinary shares of Rs 10 each	200,000,000	100,000,000
Issued, subscribed and paid up capital 6,300,000 (September 30, 2012: 5,040,000) ordinary shares of Rs 10 each Reserves	63,000,000 9,635,878	50,400,000 9,635,878
Unappropriated profit	388,149,194	372,529,248
NON-CURRENT LIABILITIES	460,785,072	432,565,126
Deferred liabilities	103,532,885	93,012,838
CURRENT LIABILITIES		
Short term running finances Creditors, accrued and other liabilities	133,807,008 137,151,655	140,987,776 146,322,898
Accrued finance cost on short term running finances	2,660,408	1,197,065
CONTINGENCIES AND COMMITMENTS 5	273,619,071	288,507,739
	837,937,028	814,085,703

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

	Note	March 31 2013 Rupees	September 30 2012 Rupees
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment Intangible assets Biological assets	6	378,323,394 1,211,933 8,790,500	364,711,648 1,285,370 9,505,667
		388,325,827	375,502,685
CURRENT ASSETS			
Stores, spares and loose tools Stock in trade Trade debts Advances, deposits, prepayments and other receivables Cash and bank balances		16,794,628 311,139,522 56,241,113 35,190,092 30,245,846	12,491,433 342,532,608 59,816,430 11,387,684 12,354,863
		449,611,201	438,583,018
		837,937,028	814,085,703

## **CONDENSED INTERIM PROFIT AND LOSS ACCOUNT**

FOR THE QUARTER AND HALF YEAR ENDED MARCH 31, 2013 (UN-AUDITED)

	January to March		October	to March
	2013 2012		2013	2012
	Rupees	Rupees	Rupees	Rupees
Sales	538,960,908		1,022,576,925	964,772,021
Cost of sales	(386,788,999)	(340,419,466)	(751,182,168)	(733,207,387)
Gross profit	152,171,909	111,248,352	271,394,757	231,564,634
Administration expenses	(21,845,701)	(20,170,032)	(40,158,312)	(36,678,293)
Distribution and marketing expenses	(55,384,616)	(49,405,385)	(111,107,955)	(108,922,100)
Other operating expenses	(5,598,412)	(2,789,836)	(8,476,266)	(5,540,146)
Other operating income	4,004,218	6,004,612	6,047,614	6,991,251
Profit from operations	73,347,398	44,887,711	117,699,838	87,415,346
Finance cost	(3,607,686)	(6,524,987)	(9,725,782)	(12,512,792)
Profit before tax	69,739,712	38,362,724	107,974,056	74,902,554
Taxation	(28,572,090)	(5,334,518)	(41,954,110)	(18,123,459)
Profit for the period	41,167,622	33,028,206	66,019,946	56,779,095
Earnings per share - Basic and diluted	6.53	5.24	10.48	9.01

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

S. M. Mohsin Chairman

## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME

FOR THE QUARTER AND HALF YEAR ENDED MARCH 31, 2013 (UN-AUDITED)

	January t	o March	October to March	
	2013	2013 2012		2012
	Rupees	Rupees	Rupees	Rupees
Profit for the half year ended				
March 31, 2013	41,167,622	33,028,206	66,019,946	56,779,095
Other comprehensive Income for the period	-	-	-	-
Total comprehensive income for the period	41,167,622	33,028,206	66,019,946	56,779,095

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

**S. M. Mohsin** Chairman



## **CONDENSED INTERIM CASH FLOW STATEMENT**

FOR THE HALF YEAR ENDED MARCH 31, 2013 (UN-AUDITED)

		October to March		
Cash flow from operating activities	Note	2013 Rupees	2012 Rupees	
cash now from operating activities				
Cash from operations Finance cost paid Tax paid Retirement and other benefits paid	8	158,339,048 (8,262,439) (56,419,299) (3,028,540)	60,668,562 (12,673,243) (15,083,922) (1,202,611)	
The the time of the factories para		(5,525,5.5)	(1)202)011)	
Net cash from operating activities		90,628,770	31,708,786	
Cash flows from investing activities				
Purchase of property, plant and equipment Purchase of intangible assets		(32,372,155) (58,000)	(21,873,181)	
Sale proceeds of property, plant and equipment Sale proceeds of livestock		2,674,222 1,484,200	3,759,736 819,700	
Net cash used in investing activities		(28,271,733)	(17,293,745)	
Cash flows from financing activities				
Dividend paid		(37,285,286)	(34,971,994)	
Net cash used in financing activities		(37,285,286)	(34,971,994)	
Net Increase/(decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the period		25,071,751 (128,632,913)	(20,556,953) (141,214,810)	
Cash and cash equivalents at end of the period	9	(103,561,162)	(161,771,763)	

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

**S. M. Mohsin** Chairman

## **CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY**

FOR THE HALF YEAR ENDED MARCH 31, 2013 (UN-AUDITED)

	Share capital	Share premium	General reserve	Accumulated profit	Rupees Total
Balance as at September 30, 2011	50,400,000	9,335,878	300,000	299,459,093	359,494,971
Final dividend for the year ended September 30, 2012 Rs. 7 per share	-	-	-	(35,280,000)	(35,280,000)
Total Comprehensive Income for the period				56,779,095	56,779,095
Balance as at March 31, 2012	50,400,000	9,335,878	300,000	320,958,188	380,994,066
Total Comprehensive Income for the period	-	-	-	51,571,060	51,571,060
Balance as at September 30, 2012	50,400,000	9,335,878	300,000	372,529,248	432,565,126
Transfer to reserve for issue of bonus shares	-	-	12,600,000	(12,600,000)	-
Issuance of bonus shares	12,600,000	-	(12,600,000)	-	-
Final dividend for the year ended September 30, 2012 Rs. 7.5 per share	-	-	-	(37,800,000)	(37,800,000)
Total Comprehensive Income for the period	-	-	-	66,019,946	66,019,946
Balance as at March 31, 2013	63,000,000	9,335,878	300,000	388,149,194	460,785,072

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

**S. M. Mohsin** Chairman



- This condensed interim financial information is un-audited and is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and the listing regulations of the Karachi, Lahore and Islamabad Stock Exchanges.
- The accounting policies adopted for the preparation of this condensed interim financial information are the same as those applied in the preparation of preceding annual published financial statements of the company for the year ended September 30, 2012.
- 3. This condensed interim financial information has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 'Interim Financial Reporting' and has been reviewed by the auditors as required by the Code of Corporate Governance.
- **4.** Income Tax expense is recognised based on management's best estimate of the weighted average annual income tax rate expected for the full financial year.

### 5. Contingencies and commitments

#### 5.1 Contingencies

(i) The company has issued guarantees in favour of Sui Northern Gas Pipelines Limited on account of payment of dues against gas consumption amounting to Rs. 17.200 million (September 30, 2012: Rs. 17.200 million).

#### 5.2 Commitments

- (i) Letters of credit and purchase commitments for capital expenditure are Rs. 53.562 million (September 30, 2012: Rs. Nil).
- (ii) Letters of credit and purchase commitments other than capital expenditure are Rs. 28.209 million (September 30, 2012: Rs. 35 million).

		Note	March 31 2013 Rupees	September 30 2012 Rupees
6.	Property, plant and equipment		·	·
	Operating fixed assets Capital work-in-progress	6.1	346,188,888 32,134,506	351,429,726 13,281,922
6.1	Operating fixed assets		378,323,394	364,711,648
	Opening book value Add: Additions during the period (at cost)	6.1.1	351,429,726 13,519,572	308,925,643 80,367,191
			364,949,298	389,292,834
	Less: Disposals during the period (at book value) Depreciation charged during the period	6.1.2	(1,388,746) (17,371,664)	(2,929,760) (34,933,348)
			(18,760,410)	(37,863,108)
			346,188,888	351,429,726

6.1.1	Detail of additions during the per	iod	March 31 2013 Rupees	September 30 2012 Rupees
	Building on freehold land Plant and machinery Vehicles Furniture, fixture and office equip Electric equipment and installation Computer hardware		1,691,888 4,557,639 5,182,415 12,646 1,700,100 374,884 13,519,572	1,391,187 70,567,922 6,002,845 385,998 1,284,359 734,880 80,367,191
6.1.2	Detail of disposals during the per	iod		
	Plant and machinery Vehicles		- 1,388,746	638,183 2,291,577
			1,388,746	2,929,760
			October	to March
			2013 Rupees	2012 Rupees
7.	Transactions with related parties			
	Relationship with the Company Associated undertakings	Nature of transactions Purchase of goods Donations	4,103,136 500,000	5,632,348 481,140
			March 31 2013 Rupees	September 30 2012 Rupees
	Period end balances Receivable from related parties Payable to related parties		394,122 142,828	191,278 1,222,882

		October to March	
		2013	2012
		Rupees	Rupees
8.	Cash generated from operations		
	Profit before tax	107,974,056	74,902,554
	Adjustment for:		
	Depreciation on property, plant and equipment	17,371,664	16,583,161
	Amortization on intangibles	131,437	160,672
	Profit on disposal of property, plant and equipment	(1,285,476)	(1,186,388)
	Provision for doubtful debts	-	9,110,989
	Material write off	-	9,165,106
	Retirement and other benefits accrued	9,844,551	11,010,734
	Profit on revaluation of live stock	(769,033)	(807,200)
	Exchange gain	(622,102)	(1,070,718)
	Finance cost	9,725,782	12,512,792
	Profit before working capital changes	142,370,879	130,381,702
	Effect on cash flow due to working capital changes:		
	Increase in stores, spares and loose tools	(4,303,195)	(3,392,713)
	Decrease/(Increase) in stock-in-trade	31,393,086	(53,758,127)
	Decrease in trade debts	4,197,419	5,077,924
	(Increase)/Decrease in advances, deposits		
	prepayments and other receivables Decrease/(Increase) in creditors, accrued	(16,271,450)	10,844,990
	and other liabilities	952,309	(28,485,214)
		15,968,169	(69,713,140)
		158,339,048	60,668,562
		March 2013 Rupees	March 2012 Rupees
9.	Cash and cash equivalents		
	Cash and bank balances	30,245,846	14,974,233
	Short term running finances	(133,807,008)	(176,745,996)
		(103,561,162)	(161,771,763)

### 10. Date of authorisation

These condensed interim financial information were authorised for issue on May 27, 2013 by the board of directors of the company.

### 11. Corresponding figures

Corresponding figures have been rearranged, wherever necessary, for the purposes of comparison. However, no significant re-arrangements have been made.

## S. M. Mohsin

Chairman

## Mujeeb Rashid

Chief Executive Officer & Managing Director