In the name of Allah, most Gracious, most Merciful. This is by the Grace of Allah.

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### **Company Information**



#### Chairman

Mr. Zaffar A. Khan Independent Chairman

#### **Chief Executive Officer**

Mr. Riyaz T. Chinoy Executive Director

#### Directors

Mr. Mustapha A. Chinoy Non-Executive Director Mr. Kamal A. Chinoy Non-Executive Director Mr. Fuad Azim Hashimi Non-Executive Director Mr. Azam Faruque Independent Director Mr. Tariq Ikram Independent Director Mr. Aly Noormahomed Rattansey Independent Director Ms. Nargis Ghaloo Non-Executive Director

Chief Financial Officer Mr. Nadir Akbarali Jamal

#### Company Secretary

Mr. Yasir Ali Quraishi

#### Chief Internal Auditor Mr. Haseeb Hafeezuddeen

External Auditors

M/s KPMG Taseer Hadi & Co.

Internal Auditors Ernst & Young Ford Rhodes Sidat Hyder & Co.

#### Bankers

Bank Alfalah Ltd. Faysal Bank Ltd. Habib Bank Ltd. MCB Bank Ltd. MEB Bank Ltd. NIB Bank Ltd. Samba Bank Ltd. Soneri Bank Ltd. Standard Chartered Bank (Pakistan) Ltd. United Bank Ltd.

#### Legal Advisors

Mrs. Sana Shaikh Fikree

### **Registered Office**

101, Beaumont Plaza, 10, Beaumont Road, Karachi – 75530 Telephone Nos: +9221-35680045-54 UAN: +9221-111-019-019 Fax: +9221-35680373 E-mail: yasir.quraishi@iil.com.pk

### Lahore Office

Chinoy House, 6 Bank Square, Lahore - 54000 Telephone Nos: +9242-37229752-55 UAN: +9242-111-019-019 Fax: +9242-37220384 E-Mail: lahore@iil.com.pk

#### Islamabad Office

Office No. 2, First Floor, Ahmed Centre, I-8 Markaz, Islamabad Telephone Nos: +9251-4864601-2

#### Peshawar Office

Office No. 1 & 2, First Floor, Hurmaz Plaza Opp. Airport Main University Road, Peshawar Telephone No: +9291-5845068

### Factories

Factory 1 LX 15-16, Landhi Industrial Area, Karachi – 75120 Telephone Nos: +9221-35080451-55 Fax: +9221-35082403 E-mail: factory@iil.com.pk Factory 2 Survey # 405 & 406, Rehri Road, Landhi, Karachi – 75160 Telephone Nos: +9221-35017026-28, 35017030 Fax: +9221-35013108 Factory 3 22 KM, Sheikhupura Road, Lahore

Telephone Nos: +9242-37190491-3

### Website

www.iil.com.pk

### Investors Contact

Shares Registrar Central Depository Company of Pakistan Ltd. CDC House, 99-B, Block "B", S.M.C.H.S, Shahrah-e-Faisal, Karachi. Telephone No: +9221-111-111-500 FAX: +9221-34326053 E-mail : info@cdcpak.com

#### Assistant Company Secretary

Mr. M. Irfan Bhatti 101 Beaumont Plaza, 10 Beaumont Road, Karachi. Telephone No: +9221-111-019-019 Fax: +9221-35680373 E-mail : irfan.bhatti@iil.com.pk

### **Directors' Report**

The Directors of your Company are pleased to present the condensed interim financial information for the nine month period ended March 31, 2016.

In terms of value, the Company's gross sales turnover of Rs. 11bn was 13% lower than the same period last year, whereas in terms of volume, the turnover was 6% lower than the same period last year. The main reason for this decline was slow down in export sales due to initiation of Countervailing Duty (CVD) and anti-dumping proceedings in one of our major export markets. Although a preliminary determination of CVD has been made against the company, there is no financial exposure for IIL and the company is defending its position in these proceedings and is hopeful that the said determination will be overturned at the stage of final determination by the International Trade Commission (ITC). Domestic Sales of Steel were 1% higher than same period last year.

The Plastics Division has performed very well during the first nine months of the current year. The sale of Plastics was 101% higher than same period last year in terms of value and 102% higher in terms of tonnage. As a result, the Plastics Division posted a gross profit of Rs. 184m as compared to Rs. 45m during the same period last year.

International steel prices have been continuously declining since October 2014 till about January, 2016. However since February, 2016, steel prices have firmed up and have shown an upward trend. Despite this fluctuation, your Company achieved a gross margin of 14.67% as compared to 8.73% for the same period last year.

Profit after Tax is Rs. 466mn as compared to Rs. 413mn last year. Last Year's profit figure included an amount of Rs. 245mn on account of Dividend from ISL, bringing the operational profit to Rs.168mn. For the current year to date the Company was able to post 177% increase in net operational profit as compared to same period of last year in spite of loss of Rs.72mn suffered on account of devaluation of the Pakistani Rupee. This profit translates into earnings per share of Rs. 3.89 per share.

International Steels Limited (ISL) successfully commissioned its second Galvanizing Plant and completed the upgrade of its Rolling mill during the first nine month of the current fiscal year, doubling its capacity to 500,000 tons per annum. As a result of this upgrade, ISL registered sales volume of 273,000 metric tons same period last year 171,000 metric tons) - with corresponding gross sales turnover of Rs.14.8bn compared to Rs. 12.8bn same period last year. ISL's Profit after Tax for the nine month was Rs. 347mn compared to a Loss after Tax of Rs. 1mn for the same period last year.

The Company's other subsidiaries, IIL Australia (Pty) Ltd. and IIL Stainless Steel Private Limited posted sales turnover of Rs.223mn and Rs.109mn respectively. Both entities posted losses of Rs.7.9mn and Rs.20mn respectively during the period under review as the required volumes to break even were not achieved. IIL Australia (Pty) Ltd. volumes have shown significant improvement and is expected to close the year very close to the break even point.

The Group P&L shows a Profit after Taxation of Rs. 795mn during the first nine months of the fiscal year.

Outlook for the full year is positive and is expected to be driven by sales in the domestic market, alternate export markets sales' in the wake of CVD and anti-dumping proceedings in the USA market, better gross margin percentage and better performance of ISL.

We extend our gratitude to all our stakeholders for their continued support and thank the management and staff for their dedication and hard work.

For & behalf of International Industries Limited

Tan

Zaffar.A.Khan Chairman

Third Quarter Ended March 31, 2016 03

Dated: 25 April, 2016 Karachi

### Condensed Interim Unconsolidated Balance Sheet (Un-audited)

As at 31 March 2016

ASSETS Non-current assets	Note	(Un-audited) 31 March 2016 ——— (Rupees	(Audited) 30 June 2015 <b>in '000)</b> ———
Property, plant and equipment Intangible assets	5	4,117,515 11,489	3,622,157 13,211
Investments Long-term deposits Long-term prepayments	6	2,742,705 33,266	2,742,705 6,867 833
		6,904,975	6,385,773
Current assets Stores and spares Stock-in-trade Trade debts Advances Trade deposits and short-term prepayments Other receivables Taxation - net Bank balances	7 8 9 10 11	149,972 3,541,851 2,130,635 35,971 12,763 47,173 326,514 9,502 6,254,381	138,375 3,653,153 2,314,178 153,076 11,951 38,811 417,813 24,673 6,752,030
Total assets		13,159,356	13,137,803
EQUITY AND LIABILITIES Share capital and reserves Authorised capital 200,000,000 (2015: 200,000,000) ordinary shares of Rs. 10 each Issued, subscribed and paid-up capital Reserves Total equity	12	2,000,000 1,198,926 3,655,047 4,853,973	2,000,000 1,198,926 3,583,242 4,782,168
Surplus on revaluation of property, plant and equip	ment	1,509,882	1,561,085
LIABILITIES Non-current liabilities Long-term financing - secured	13	615,789	242,992
Staff retirement benefits Deferred taxation - net Current liabilities		73,722 157,363 846,874	70,577 144,382 457,951
Trade and other payables Short-term borrowings - secured Current portion of long-term financing Sales tax payable Accrued mark-up Total liabilities	14 15 13	$\begin{array}{r} 1,367,081\\ 4,347,509\\ 155,470\\ 31,848\\ 46,719\\ \hline 5,948,627\\ 6,795,501 \end{array}$	$\begin{array}{r} 1,375,318\\ 4,664,407\\ 150,000\\ 87,689\\ 59,185\\ \hline 6,336,599\\ \hline 6,794,550\\ \end{array}$
Contingencies and commitments	16	-	-
Total equity and liabilities		13,159,356	13,137,803

The annexed notes 1 to 30 form an integral part of this condensed interim unconsolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Chief Executive Officer

### **Condensed Interim Unconsolidated Profit and Loss Account (Un-audited)**



For the nine months and quarter ended 31 March 2016

				2015	
		Nine months period ended Quarter end		nded	
		31 March	31 March	31 March	31 March
	Note	2016	2015	2016	2015
			(Rupees	in '000)	
Net sales	17	11,042,347	12,762,331	3,911,229	4,558,688
Cost of sales	18	(9,529,014)	(11,648,128)	(3,271,944)	(4,174,730)
Gross profit		1,513,333	1,114,203	639,285	383,958
Selling and distribution expenses	19	(524,035)	(425,146)	(176,177)	(141,181)
Administrative expenses	20	(167,170)	(127,086)	(51,687)	(45,472)
		(691,205)	(552,232)	(227,864)	(186,653)
Financial charges	21	(270,142)	(390,745)	(83,066)	(146,540)
Other operating charges	22	(65,650)	(61,888)	(37,417)	(9,751)
		(335,792)	(452,633)	(120,483)	(156,291)
Other income	23	145,034	367,775	45,414	39,283
Profit before taxation		631,370	477,113	336,352	80,297
Taxation	24	(165,000)	(64,145)	(68,000)	(14,845)
Profit after taxation for the period	od	466,370	412,968	268,352	65,452
			(Rup	ees)	
Earnings per share - basic and	diluted	3.89	3.44	2.24	0.55

The annexed notes 1 to 30 form an integral part of this condensed interim unconsolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Chief Executive Officer

### **Condensed Interim Unconsolidated Statement of Comprehensive Income (Un-audited)**

For the nine months and quarter ended 31 March 2016

	Nine months	Nine months period ended		nded
No	31 March ote 2016	31 March 2015	31 March 2016	31 March 2015
		(Rupees	in '000) ———	
Profit after taxation for the period	466,370	412,968	268,352	65,452
Other comprehensive income	-	-	-	-
Total comprehensive income for the period	466,370	412,968	268,352	65,452

The annexed notes 1 to 30 form an integral part of this condensed interim unconsolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

Madin

Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chief Executive Officer

### **Condensed Interim Unconsolidated Cash Flow Statement (Un-audited)**



For the nine months period ended 31 March 2016

		Nine months p	
	<b>.</b>	31 March	31 March
	Note	2016	2015
CASH FLOWS FROM OPERATING ACTIVITIES		(Rupees	s in '000) ——
Profit before taxation		631,370	477,113
Adjustments for :		001,070	477,110
Depreciation and amortisation		193,362	186,995
Provision for doubtful debts		42.393	6,644
Interest on bank deposits	23	(695)	(1,921)
Gain on disposal of property, plant and equipment	23	(32,204)	(17,299)
Dividend income	23	(7,278)	(255,972)
Amortisation of long-term prepayments	20	833	1,502
Provision for staff grauity		27,900	1,002
Financial charges	21	270,142	390,745
r manolal onargeo	21	1,125,823	787,807
Movement in:		1,120,020	101,001
Working capital	25	275,230	(29,491
Long-term deposits	20	(26,399)	(2,745
Net cash generated from operations		1,374,654	755,571
ter oden generated nom operatione		1,07 1,00 1	700,071
Financial charges paid		(282,608)	(418,520)
Payment of staff gratuity		(24,755)	(
Taxes paid		(60,720)	(5,808)
Net cash generated from operating activities		1,006,571	331,243
,		, , -	, -
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure incurred		(716,279)	(306,302
nvestment in subsidiary company		-	(150,000
Proceeds from disposal of property, plant and equipment		35,342	29,411
Dividend income received		7,278	255,972
nterest income received		695	1,921
Net cash used in investing activities		(672,964)	(168,998
CASH FLOWS FROM FINANCING ACTIVITIES			
Proceeds from long term financing		453,267	92,992
Repayment of long-term financing		(75,000)	(75,000
Dividends paid		(410,147)	(407,961
Net cash used in financing activities		(31,880)	(389,969
Net increase in cash and cash equivalents		301,727	(227,724
Cash and cash equivalents at beginning of the period		(4,639,734)	(6,204,973
Cash and cash equivalents at beginning of the period		(4,338,007)	(6,432,697
		(+,000,007)	(0,402,097
Cash and cash equivalents comprise:			
Bank balances		9,502	36,380
Short term borrowings	15	(4,347,509)	(6,469,077)
- 0-	-	(4,338,007)	(6,432,697

The annexed notes 1 to 30 form an integral part of this condensed interim unconsolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chief Executive Officer

Third Quarter Ended March 31, 2016 07

### **Condensed Interim Unconsolidated Statement** of Changes in Equity (Un-audited)

### For the nine months period ended 31 March 2016

	Issued, subscribed and paid-up capital	General reserves	e Reserves – Un- appropriated profit pees in '00	Total reserves	Total
		—— (ни	pees in oo	0)	
Balance as at 1 July 2014	1,198,926	2,700,036	523,550	3,223,586	4,422,512
Changes in equity for the period ended 31 March 2015:					
Total comprehensive income for the period ended 31 March 2015					
Profit for the period Other Comprehensive income for the period	-	-	412,968 -	412,968 -	412,968 -
Total Comprehensive income for the period	-	-	412,968	412,968	412,968
Transactions with owners recorded directly in equity - distributions: Dividend -Final dividend @ 20% (Rs. 2.00 per share)					
for the year ended 30 June 2014 -Interim dividend @ 15.00 % (Rs. 1.50 per share)	-	-	(239,785)	(239,785)	(239,785
for the year ended 30 June 2015		-	(179,839)	(179,839)	(179,839
Total transactions with owners - distributions	-	-	(419,624)	(419,624)	(419,624
Transfer from surplus on revaluation of property, plant and equipment - net of deferred tax	-		12,041	12,041	12,041
Balance as at 31 March 2015	1,198,926	2,700,036	528,935	3,228,971	4,427,897
Balance as at 1 July 2015	1,198,926	2,700,036	883,206	3,583,242	4,782,168
Changes in equity for the period ended 31 March 2016:					
Total comprehensive income for the period ended 31 March 2016					
Profit for the period Other Comprehensive income for the period	-	-	466,370	466,370 -	466,370
Total Comprehensive income for the period	-	-	466,370	466,370	466,370
Transactions with owners recorded directly in equity - distributions: Dividend					
-Final dividend @ 25% (Rs. 2.50 per share) for the year ended 30 June 2015	-	-	(299,732)	(299,732)	(299,732
-Interim dividend @ 10.00% (Rs. 1.00 per share) for the year ended 30 June 2016		-	(119,893)	(119,893)	(119,893
Total transactions with owners - distributions	-	-	(419,625)	(419,625)	(419,625
Transfer from surplus on revaluation of property, plant and equipment - net of deferred tax	-	-	25,060	25,060	25,060
Balance as at 31 March 2016	1,198,926	2,700,036	955,011	3,655,047	4,853,973

The annexed notes 1 to 30 form an integral part of this condensed interim unconsolidated financial information.

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Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Chief Executive Officer



For the nine months period ended 31 March 2016

#### 1. STATUS AND NATURE OF BUSINESS

International Industries Limited ("the Company") was incorporated in Pakistan in 1948 and is quoted on the Pakistan Stock Exchange. The Company is in the business of manufacturing and marketing galvanized steel pipes, precision steel tubes, API line pipes and polyethylene pipes. Its registered office is situated at 101, Beaumont Plaza, 10, Beaumont Road, Karachi-75530.

Details of the Company's investment in subsidiaries and associated company are disclosed in note 6 to this condensed interim unconsolidated financial information.

#### 2. BASIS OF PREPARATION

#### 2.1 Statement of compliance

This condensed interim unconsolidated financial information for the nine months period ended 31 March 2016 has been prepared in accordance with the requirements of International Accounting Standards 34 "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984, have been followed.

This condensed interim unconsolidated financial information does not include all the information required for full annual financial statements and should be read in conjunction with the audited annual separate financial statements of the Company as at and for the year ended 30 June 2015.

The comparative Balance Sheet presented in this condensed interim unconsolidated financial information has been extracted from the audited annual separate financial statements of the Company for the year ended 30 June 2015, whereas the comparative condensed interim Profit and Loss Account, condensed interim Statement of Comprehensive Income, condensed interim Cash Flow Statement and condensed interim Statement of Changes in Equity are extracted from the unaudited condensed interim unconsolidated financial information for the period ended 31 March 2015.

This condensed interim financial information is un-audited and is being submitted to the shareholders as required by listing regulations of Pakistan Stock Exchange vide section 245 of the Companies Ordinance, 1984.

#### 2.2 Basis of measurement

This condensed interim unconsolidated financial information has been prepared under the historical cost convention except that land and buildings are stated at fair values determined by an independent valuer and the Company's liability under its defined benefit plan (gratuity) which is determined on the present value of defined benefit obligations determined by an independent actuary.

#### 2.3 Functional and presentation currency

This condensed interim unconsolidated financial information is presented in Pakistan Rupees which is also the Company's functional currency. All financial information presented in Pakistan Rupees has been rounded off to the nearest thousand Rupee except where stated otherwise.

#### 3. ACCOUNTING POLICIES

**3.1** The accounting policies and methods of computation adopted in the preparation of this condensed interim unconsolidated financial information are the same as those applied in the preparation of audited annual separate financial statements of the Company as at and for the year ended 30 June 2015, except for the following standards which became effective during the period.

For the nine months period ended 31 March 2016

#### 3.2 New, Amended And Revised Standards And Interpretation of IFRSs

Certain amendments and interpretation to approved accounting standards became effective during the period were not relevant to the Company's operation and do not have any impact on the accounting policies of the Company except for the application of IFRS 13 "Fair Value Measurement". IFRS 13 "Fair Value Measurement", consolidates the guidance on how to measure fair value, which was spread across various IFRSs, into one comprehensive standard. It introduces the use of an exit price, as well as extensive disclosure requirements, particularly the inclusion of non-financial instruments into the fair value hierarchy. The application of IFRS 13 did not have an impact on the condensed interim unconsolidated financial information of the Company, except certain additional disclosures (refer note 5.1 and 6.8).

#### 4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

- **4.1** The preparation of condensed interim unconsolidated financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reporting amounts of assets, liabilities, income and expenses. Actual results may differ from these estimates.
- **4.2** The significant judgements made by the management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual financial statement as at and for the year ended 30 June 2015.
- **4.3** The Company's financial risk management objectives and policies are consistent with those disclosed in the audited annual financial statements as at and for the year ended 30 June 2015.

#### 5. PROPERTY, PLANT AND EQUIPMENT

	assets	- in - progress – (Rupees in '000) –	lotai
Cost / revalued amount			
Opening balance	5,488,658	198,224	5,686,882
Additions	819,478	722,190	1,541,668
Deletions / transfers	(24,378)	(819,478)	(843,856)
	6,283,758	100,936	6,384,694
Accumulated depreciation			
Opening balance	(2,064,725)	-	(2,064,725)
Disposal / adjustments	(12,772)	-	(12,772)
Charge for the period	(189,682)	-	(189,682)
	(2,267,179)	-	(2,267,179)
Written down value as at			
31 March 2016 (Un-audited)	4,016,579	100,936	4,117,515
Written down value			
as at 30 June 2015 (Audited)	3,423,933	198,224	3,622,157

Operating

Capital work

Total

**5.1** Fair value measurement for land and buildings has been categorized as a level 3 fair value based on the inputs to the valuation technique used (details of which are disclosed in the annual financial statements as at and for the year ended 30 June 2015).

For th	For the nine months period ended 31 March 2016						
6.	INVESTMENTS						
	31 March 2016 (Un-audited) ——Number of Quoted Cor			31 March 2016 (Un-audited) —— (Rupees i	30 June 2015 (Audited) in ' <b>000)</b> ——		
	245,055,543	245,055,543	International Steels Limited (ISL) - subsidiary company at cost	2,450,555	2,450,555		
	2,425,913	2,425,913	Pakistan Cables ) Limited (PCL - associate company at cost	132,982	132,982		
	Un-quoted Co	ompanies					
	100,000	100,000	IIL Australia Pty Limited ( IIL Australia ) - subsidiary company at cost	9,168	9,168		
	15,000,000	15,000,000	IIL Stainless Steel (Pvt.) Limited (IIL SS) - subsidiary company at cost	150,000	150,000		
				2,742,705	2,742,705		
6.1	The Company ho Mirza.	olds 56.33% owr	nership interest in ISL. The Chief	Executive of ISL is	s Mr. Yousuf H.		
6.2	The Company ho Chinoy.	olds 8.52% owne	ership interest in PCL. The Chief I	Executive of PCL i	s Mr. Kamal A.		
6.3			ership interest in IIL Australia. Th ani. The Company is incorporated				
6.4	The Company ho Bari.	olds 100% owne	rship interest in IIL SS. The Chief	Executive of IIL SS	S is Mr. Khawar		
6.5	Market value of t	he aforemention	ed quoted investments is as follow	ws:			
				31 March 2016 (Un-audited) —— (Rupees i	30 June 2015 (Audited)		
	Quoted			(	,		
	International Stee			7,123,765	6,886,061		
	Pakistan Cables	Limited		340,404	403,915		
6.6			based on un-audited financial sta s. 0.147 million). [30 June 2015: A				
6.7	The book value of million (30 June 2	of IIL SS based o 2015: 143.7 milli	n un-audited financial statements on). The Company is incorporated	as at 31 March 20 d in Pakistan.	)16 is Rs.123.3		
	The market value of investments disclosed in note 6.5 above has been categorised as Level 1 fair						

### For the nine months period ended 31 March 2016

STOCK-IN-TRADE	31 March 2016 (Un-audited) ——(Rupees	30 June 2015 (Audited) <b>in '000)</b> ——
Raw materials- in hand - in transit	1,708,838 231,588 1,940,426	1,098,760 474,753 1,573,513
Work-in-process Finished goods By-product Scrap material	404,286 1,153,771 31,976 11,392 3,541,851	590,344 1,426,328 62,406 562 3,653,153

# 7.1 Raw materials amounting to Rs. 6.7 million (30 June 2015: Rs. 6.4 million) as at 31 March 2016 was held at vendor premises for the production of pipe caps.

### 8. TRADE DEBTS

7.

8.1	Considered good : - Secured - Unsecured Considered doubtful Provision for doubtful debts Related parties from whom debts are due are as under:	780,924 1,349,711 79,923 2,210,558 (79,923) 2,130,635	928,557 1,385,621 37,530 2,351,708 (37,530) 2,314,178
	Sui Southern Gas Company Limited / Sui Northern Gas Pipelines Limited IIL Australia Pty Limited Pakistan Cables Limited IIL Stainless Steel (Private) Limited Indus Motor Company Limited Greaves Pakistan (Pvt) Limited	222,389 196,177 - 60,003 3,563 27 482,159	126 84,947 830 - - 85,903
9.	ADVANCES		
	Considered good: - Suppliers - Employees for business related expenses - Workers	35,073 898 - 35,971	126,320 2,845 23,911 153,076
10.	TRADE DEPOSITS AND SHORT-TERM PREPAYMENTS		
	Trade deposits Short-term prepayments	5,994 6,769 12,763	6,928 5,023 11,951



For the nine months period ended 31 March 2016

				2015
		Note	31 March 2016 (Un-audited) ——(Rupees	30 June 2015 (Audited) in ' <b>000)</b> ———
11.	OTHER RECEIVABLES			
	Considered good: - Receivable for transmission of electricity to K-Electric - Receivable from Workers' Welfare Fund on account of excess allocation of Workers'		13,665	8,372
	Profit Participation Fund in earlier periods - Receivable from IIL Stainless Steel (Private) Limited -		25,940	25,940
	a related concern		4,651	3,729
	- Others		2,917 47.173	<u> </u>
			47,173	30,011
12.	RESERVES			
	General reserves Un-appropriated profit		2,700,036 955,011 3,655,047	2,700,036 883,206 3,583,242
13.	LONG-TERM FINANCING - secured			
	Opening balance Financing obtained during the period Repayments Long term finance utilised under mark-up arrangements	13.1 13.2	392,992 453,267 (75,000) 771,259	450,000 92,992 (150,000) 392,992
	Current portion of long-term finances shown under current liabilities		(155,470) 615,789	(150,000) 242,992

**13.1** All long-term financing utilized under mark-up arrangements is secured by way of a mortgage on all present and future lands and buildings located at Plot Number LX-15 & 16 and HX-7/4, Landhi Industrial Estate, Karachi and Survey No. 402, 405-406, Dehsharabi, Landhi Town, Karachi.

13.2 The Company has an approved financing facility under long term finance facility of an amount aggregating Rs.550 million. As at 31 March 2016 the Company has withdrawn Rs.546.3 million from a commercial bank. The facility is secured by way of a mortgage on all present and furture land and buildings, located at plot number LX-15 & 16 and HX-7/4, Landhi Industrial Estate Karachi and Survey No.402,405-406, Dehsharabi, Landhi Town, Karachi.

	)
Trade creditors       14.1       253,704       39,049         Bills payable       -       474,753         Accrued expenses       595,331       462,741         Provision for Infrastructure Cess       14.2       248,390       220,702         Short-term compensated absences       6,750       6,000         Advance from customers       135,459       108,073         Payable against purchase of land       16,111       16,111         Workers' Profit Participation Fund       34,200       13,900         Workers' Welfare Fund       28,250       14,550         Unclaimed dividends       23,864       14,386         Others       1,367,081       1,375,318	3 2 2 3 1 0 0 3 3

For the nine months period ended 31 March 2016

		Note	31 March 2016 (Un-audited) ——(Rupees	30 June 2015 (Audited) <b>in '000)</b> ——
14.1	Related parties to whom payments are due are as under:			
	Jubilee General Insurance Company Limited Pakistan Cables Limited		7,911 67 7,978	1,213 - 1,213
14.2	Provision for Infrastructure Cess (Refer note 16.15)			
	Opening balance Charge for the period Closing balance		220,702 27,688 248,390	172,781 47,921 220,702
15.	SHORT-TERM BORROWINGS - secured			
	Running finance under mark-up arrangement Short-term borrowing under Money Market scheme Short-term borrowing under Export Refinance Scheme Running finance under FE-25 Export and Import Scheme	15.1 15.2 15.3 15.4	1,659,673 2,540,000 30,000 117,836 4,347,509	189,315 2,884,800 1,590,292 4,664,407

- 15.1 The facilities for running finance available from various commercial banks amounted to Rs. 2,622 million (30 June 2015: Rs. 2,335 million). The rates of mark-up on these finances range from 6.39% to 8.00% per annum (30 June 2015: 9.33% to 9.45% per annum). The facilities for short-term finance mature within twelve months. Unavailed facility as at 31 March 2016 is Rs. 963 million (30 June 2015: Rs. 2,146 million).
- **15.2** The facilities for short-term borrowing through Money Market Scheme available from various commercial banks under mark-up arrangements amounted to Rs. 4,414 million (30 June 2015: Rs. 2,197 million). Unavailed facility as at 31 March 2016 is Rs. 1,874 million (30 June 2015: 2197 million). The rate of markup on these finances range from 6.45% to 6.55% per annum (30 June 2015: 6.75% to 10.62% per annum).
- 15.3 The Company has borrowed short-term running finance under the Export Refinance Scheme of the State Bank of Pakistan. The facility availed is for an amount of Rs. 3,102.5 million (30 June 2015: Rs. 2,885 million). The rates of mark-up on this facility are 3.85% to 4.0% per annum (30 June 2015: 5.50% per annum).
- **15.4** The Company has borrowed short-term running finance under Foreign Exchange Circular No. 25 dated 20 June 1998 from certain banks for the purpose of meeting import requirements. The facilities availed are for an amount USD 1.1 million equivalent to Rs. 118 million (30 June 2015: USD 15.6 million equivalent to Rs. 1,590 million). The rate of mark-up on these facilities is 4% per annum (30 June 2015: 2.0 % to 2.5% per annum).
- **15.5** All running finance and short-term borrowing facilities are secured by way of hypothecation of all present and future fixed assets (excluding lands and buildings) and present and future current and moveable assets.



For the nine months period ended 31 March 2016

#### 16. CONTINGENCIES AND COMMITMENTS

#### 16.1 Contingencies

- **16.1.1** Bank guarantees have been issued under certain supply contracts and to the Collector of Customs aggregating Rs. 335.2 million (30 June 2015: Rs. 125.6 million).
- 16.1.2 Custom duties amounting to Rs. 52 million (30 June 2015: Rs. 156 million) on import of raw material shall be payable by the Company in case of non-fulfillment of certain conditions imposed by the customs authorities under SRO 565(1) / 2006. The Company has provided post-dated cheques in favor of the Collector of Customs which are, in normal course of business, to be returned to the Company after fulfillment of stipulated conditions. The Company has fulfilled the condition for the aforementioned amounts and is making efforts to retrieve the associated post-dated cheques from the customs authorities.
- **16.1.3** An amount of Rs. 375 million was claimed by the customs authorities as duty rate differential on imports made during 2005-10 due to an anomaly in SRO 565(1) / 2006 Serial 88. Since then, the anomaly has been rectified. The Company filed a petition with the Sindh High Court in 2010 for an injunction and is awaiting the final judgment.
- **16.1.4** The customs authorities have charged a redemption fine of Rs. 83 million on the clearance of imported raw material consignments in 2006. The Company has filed an appeal before the Sindh High Court, which has set aside the examination reports including the subsequent order produced by the custom authorities, and ordered the authorities to re-examine the matter afresh. However, the custom authorities have filed an application for leave to appeal against the order of the High Court. The management anticipates that the chances of admission of such appeal are remote.
- 16.1.5 The Company has reversed the provision for the levy of Infrastructure Cess amounting to Rs. 107 million in 2009 on the basis of a decision of the Sindh High Court which declared the levy of Infrastructure Cess before 28 December 2006 as void and invalid. However, the Excise and Taxation Department (the Department) has filed an appeal before the Supreme Court of Pakistan against such order. As such the guarantee against this amount has not yet been returned. In May 2011, the Supreme Court disposed off the appeal with a joint statement of the parties that, during the pendency of the appeal, another law i.e the Fifth Version, came into existence which was not the subject matter of the appeal; hence the case was referred back to the High Court with the right to appeal to the Supreme Court. On 31 May 2011, the High Court has granted an interim relief on an application of petitioners on certain terms including discharge and return of bank guarantees / security furnished on consignments released upto 27 December 2006 and any bank guarantee / security furnished for consignments released after 27 December 2006 shall be encashed to extent of 50% of the guaranteed or secured amount only with balance kept intact till the disposal of petition. In case the High Court upholds the applicability of the Fifth Version of the law and its retrospective application, the authorities are entitled to claim the amounts due under the said law with the right to appeal available to the petitioner. Bank guarantees amounting to Rs. 374 million (30 June 2015: Rs. 338 million) which includes Rs. 107 million mentioned above have been provided to the Department in this regard. However, a provision to the extent of amount utilised from the limit of guarantee has also been provided for by the Company on prudent basis (note 14.2).
- 16.1.6 During the year 2014-15, Government passed a new law "Gas Infrastructure Development Cess Act 2015" by virtue of which all prior enactments have been declared infructuous. The said Act levies GID Cess at Rs. 200/MMBTU on captive power consumption effective 1 July 2011 and at Rs. 100/MMBTU on industrial connection from the date of passing of that Act. The Company has obtained a stay order on the retrospective application of the Act from the Honorable High Court of Sindh. The Company is confident of favorable outcome and therefore has not recorded provision of Rs. 103 million in these financial statements. However, the Company has recognised the cess after the passage of the Act.
- **16.1.7** The Company has received a demand from Deputy Collector (Manufacturing Bond) aggregating Rs 82.9 million on account of sales tax, custom duty and withholding income tax in respect of wastage generated on raw material imported under manufacturing bond license and covers the period July 2007 to December 2010.

For the nine months period ended 31 March 2016

The Company on the basis of an audit being duly completed till 31 March 2009 believes no further dues were liable to be paid. The Company has filed a Constitutional Petition in the Sindh High Court (SHC) which has granted interim stay on 9 December 2013. During the nine months period ended 31 March 2016, the SHC heard the petition in length and remanded the case back to the Collector Adjudication II, for fresh examination strictly in accordance with the law. There has been hearings in this matter and the Company has submitted its written legal arguments and based on advice of legal counsel and merits of the case, is confident that the subject demand is unjustified and the matter will be decided it its favor. Subsequent to the quarter end, Custom Adjudication Authority agreed that no amount is due from the company and the charges levied against the company are not established.

- 16.1.8 Alloy steel being imported from China under FTA with HS Code 7225 was under dispute whereby that the Customs Authorities did not recognize the said alloy steel and cleared all such consignments under HS Code 7208 as being prime hot rolled steel coils which attracted 5% customs duty and 12.5% regulatory duty. A petition was filed in Sindh High Court for clarification of such anomaly and the Company had to submit bank guarantees worth Rs. 150.6 million for 5% customs duty and 12.5% regulatory duty as per the interim order of the Sindh High Court. Since then the Sindh High Court has decided this case in favor of the Petitioners on the basis that if any consignment contains more than 0.0008% boron as inherent part of steel that the same would qualify as alloy steel which would not attract payment of any duties. The return of our bank guarantees is awaited as all our alloy steel consignments imported from China under FTA did contain more than 0.0008% boron. Subsequent to the quarter end, bank guarantees worth Rs. 21.5 million has been released and request has been forwarded by the Collectorate of Customs to the Nazir Sindh High Court to release the balance bank guarantees worth Rs. 129.1 million.
- **16.1.9** The Company has issued a corporate guarantee to a commercial bank for securing funded and unfunded facilities of Rs. 125 million each by its wholly owned Subsidiary Company. The facilities are secured by way of hypothecation of all present and future fixed assets (excluding land and building) and present and future current and moveable assets.
- 16.1.10 Relying upon the judgment by Peshawar High Court, Model Collectorate of Customs (MCC), Peshawar stopped exports of the Company goods to Afghanistan under the pretext that SRO 190(I) / 2002 dated 2 April 2002 attracts a levy of sales tax at the rate of 17%. Subsequently the goods already in transit were held at Torkham Boarder by MCC Peshawar on the account of non-payment of 17% Sales Tax. A Constitutional Petition in the Sindh High Court (SHC) on 1 October 2015 arguing that there is no sales tax on exports to Afghanistan as the same is exempted under the manufacturing bond rules SRO 450(I) / 2015. Secondly, SRO 190 was issued in 2002 and was never implemented, therefore under Section 65 of the Sales Tax Act 1990 no such liability could be raised at this stage. The SHC granted stay order whereby the Company was allowed to export its goods to Afghanistan subject to depositing bank guarantees worth Rs. 6.2 million (i.e. value of disputed sales tax amount) before the Nazir of the SHC. On 30 October 2015 FBR issued a clarification as to the applicability of SRO 190(I) / 2002 and stated that exports made to Afghanistan does not attract the levy of sales tax. The said clarification has already been filed before the SHC and disposal of the case along with return of the said bank guarantees is awaited.

#### 16.2 Commitments

- **16.2.1** Capital expenditure commitments outstanding as at 31 March 2016 amounted to Rs. 214.7 million (30 June 2015: Rs. 437.5 million).
- **16.2.2** Commitments under Letters of Credit for raw materials and stores and spares as at 31 March 2016 amounted to Rs. 1,227.6 million (30 June 2015: Rs. 1,656.5 million).
- **16.2.3** Commitments under purchase contracts as at 31 March 2016 amounted to Rs. 240.8 million (30 June 2015: Rs. 116.5 million).
- 16.2.4 Unavailed facilities for opening letters of credit and guarantees from banks as at 31 March 2016 amounted to Rs. 8,388.1 million (30 June 2015: Rs. 7,734 million) and Rs. 56.2 million (30 June 2015: Rs. 107.5 million) respectively.



### For the nine months period ended 31 March 2016

			2015	
	Nine months	period ended	Quarte	er ended
	31 March 2016	31 March 2015	31 March 2016 in '000)	31 March 2015
		(nupces	III 000)	
NET SALES				
Local	9,844,087	9,573,930	3,417,879	3,523,665
Export	3,291,203	5,019,133	1,226,016	1,713,858
	13,135,290	14,593,063	4,643,895	5,237,523
	(1,438,204)	(1,501,955)	(499,147)	(556,543)
Trade discounts	(376,155)	(77,024)	(133,563)	(32,106)
Sales discount and commission	(278,584)	(251,753)	(99,956)	(90,186)
	(2,092,943)	(1,830,732)	(732,666)	(678,835)
	11 040 047	10 760 001	2 011 000	4 550 600
	11,042,347	12,702,331	3,911,229	4,558,688
COST OF SALES				
Opening stock of raw material				
and work-in-process	1,689,104	4,621,796	1,664,679	2,431,851
Purchases	8,778,578	9,542,181	3,333,895	4,171,180
Salaries, wages and benefits	545,407	459,798	145,822	155,129
Rent, rates and taxes	1,649	1,167	780	737
Electricity, gas and water	260,387	203,074	88,888	65,741
Insurance	4,825	5,550	(464)	2,168
Security and janitorial	20,696	17,769	7,124	6,334
Depreciation and amortisation	171,789	170,703	63,323	60,347
•				17,818
•				26,595
• • •				2,893
, , , , , , , , , , , , , , , , , , ,		,		4,382
•			-	5,612
				319
				655
<b>a a</b>	9,207	103,359	2,228	19,858
1 0 0	(200, 204)	(405 775)	(01.000)	(140,600)
•	(309,324)	(495,775)	(91,220)	(148,638)
	(2 112 124)	(2 500 217)	(2 112 124)	(2,590,217)
•	· · · · /		,	4,232,764
	0,220,021	12,207,210	0,100,070	.,202,704
Finished goods and by-products:				
- Opening stock	1,488,734	1,441,069	1,302,321	1,939,123
- Closing stock	(1,185,747)	(1,997,157)	(1,185,747)	(1,997,157)
	000 007			
				(58,034)
	9,529,014	11,648,128	3,271,944	4,174,730
	Local Export Sales Tax Trade discounts Sales discount and commission <b>COST OF SALES</b> Opening stock of raw material and work-in-process Purchases Salaries, wages and benefits Rent, rates and taxes Electricity, gas and water Insurance Security and janitorial Depreciation and amortisation Stores and spares consumed Repairs and maintenance Postage, telephone and stationery Vehicle, travel and conveyance Internal material handling Environment controlling expenses Sundries Toll manufacturing charges Sale of scrap generated during production Closing stock of raw materials and work-in-process Cost of goods manufactured Finished goods and by-products: - Opening stock	<b>31 March</b> 2016NET SALESLocal9,844,087Export3,291,203Sales Tax13,135,290Sales discounts(1,438,204)Sales discount and commission(2,78,584)(2,092,943)(2,092,943)11,042,347COST OF SALESOpening stock of raw material and work-in-processPurchases1,689,104Salaries, wages and benefitsPurchasesSalaries, wages and benefitsPurchasesSalaries, wages and benefitsPent, rates and taxesElectricity, gas and waterInsuranceSceurity and janitorialDepreciation and amortisationStores and spares consumedRepairs and maintenancePostage, telephone and stationeryVehicle, travel and conveyanceInternal material handlingEnvironment controlling expensesSundriesSundriesSoling stock of raw materials and work-in-processVehicle, travel and conveyanceInternal material handlingEnvironment controlling expensesSundriesCost of goods manufactured9,207Sale of scrap generated during production(20,9324)(2,113,124)9,226,027Finished goods and by-products:- Opening stock1,488,734	2016         2015 (Rupees           NET SALES         9,844,087 (3,291,203         9,573,930 (5,019,133)           Local Export         9,844,087 (3,291,203         9,573,930 (1,501,955)           Sales Tax Trade discounts         (1,438,204) (376,155)         (1,501,955) (278,544)         (1,501,955) (277,024)           Sales discount and commission         (1,438,204) (26,575)         (1,501,955) (278,544)         (1,501,955) (277,024)           COST OF SALES         (2,092,943)         (1,830,732)         (1,042,347)         (1,276,2,331)           Cest of sales and benefits Rent, rates and taxes         1,689,104         4,621,796         8,778,578         9,542,181           Salaries, wages and benefits Rent, rates and taxes         1,649         1,167         260,387         203,074           Insurance         2,696         17,769         170,703         5550         117,789         170,703           Stores and spares consumed Repairs and maintenance         7,701         6,526         75,934         20,425         14,808           Postage, telephone and stationery Vehicle, travel and conveyance Internal material handling Environment controlling expenses Sundries         3,527         1,520         9,207         103,359         346 of scrap generated during production         (2,113,124)         (2,590,217)         (2,500,217)         9,206,027 <td>31 March 2016         31 March 2015         31 March 2016           NET SALES         9,844,087         9,573,930         3,417,879           Local Export         9,844,087         9,573,930         3,417,879           Sales Tax Trade discounts Sales discount and commission         (1,438,204)         (1,501,955)         (499,147)           (1,438,204)         (251,753)         (99,956)         (732,666)           (1,042,347         12,762,331         3,911,229           COST OF SALES           Opening stock of raw material and work-in-process Purchases         1,689,104         4,621,796         1,664,679           Salaries, wages and benefits Rent, rates and taxes         1,689,104         4,621,796         1,664,679           Insurance         20,387         203,074         88,88         145,822           Rent, rates and taxes         1,689,104         4,621,796         1,664,679           Insurance         20,387         203,074         88,88           Insurance         20,696         17,769         7,124           Depreciation and amortisation         171,789         15,354           Repairs and material handling Environment controlling expenses         3,527         1,520         3,144           Sorap generated during production</td>	31 March 2016         31 March 2015         31 March 2016           NET SALES         9,844,087         9,573,930         3,417,879           Local Export         9,844,087         9,573,930         3,417,879           Sales Tax Trade discounts Sales discount and commission         (1,438,204)         (1,501,955)         (499,147)           (1,438,204)         (251,753)         (99,956)         (732,666)           (1,042,347         12,762,331         3,911,229           COST OF SALES           Opening stock of raw material and work-in-process Purchases         1,689,104         4,621,796         1,664,679           Salaries, wages and benefits Rent, rates and taxes         1,689,104         4,621,796         1,664,679           Insurance         20,387         203,074         88,88         145,822           Rent, rates and taxes         1,689,104         4,621,796         1,664,679           Insurance         20,387         203,074         88,88           Insurance         20,696         17,769         7,124           Depreciation and amortisation         171,789         15,354           Repairs and material handling Environment controlling expenses         3,527         1,520         3,144           Sorap generated during production

For the nine months period ended 31 March 2016

		Nine months	period ended	Quarter	rended
		31 March 2016	31 March 2015 ——(Rupees	31 March 2016 in '000)	31 March 2015
9.	SELLING AND DISTRIBUTION EXPENSES			-	
	Freight and forwarding	320,971	305,014	102,444	99,726
	Salaries, wages and benefits	91,761	69,501	29,503	25,474
	Rent, rates and taxes	216	186	45	25
	Electricity, gas and water	3,662	3,417	972	830
	Insurance	1,158	1,836	379	350
	Depreciation and amortisation	9,183	5,977	3,393	2,057
	Repairs and maintenance	604	1,172	219	390
	Advertising and sales promotion	15,978	12,418	2,474	6,099
	Postage, telephone and stationery	4,981	3,983	1,928	1,582
	Office supplies	48	41	15	23
	Vehicle, travel and conveyance	13,305	9,538	4,342	2,700
	Provision for doubtful debts / write off	42,470	6,644	28,900	1,202
	Certification and registration charges	7,246	3,625	1,563	57
	Legal and professional charges	12,452	-	-	-
	Others	-	1,794	-	666
		524,035	425,146	176,177	141,181
20.	ADMINISTRATIVE EXPENSES				
	Salaries, wages and benefits	115,403	81,635	34,589	28,600
	Rent, rates and taxes	123	171	-	35
	Electricity, gas and water	1,878	1,390	525	317
	Insurance	1,663	203	1,272	36
	Depreciation and amortisation	12,390	10,194	4,049	3,706
	Repairs and maintenance	873	504	358	176
	Postage, telephone and stationery	6,771	5,108	2,084	1,895
	Office supplies	67	37	27	23
	Vehicle, travel and conveyance	4,160	5,147	1,706	2,191
	Legal and professional charges	12,251	10,481	3,172	3.630
	Certification and registration charges	3,318	2,366	1,353	1,347
	Others	8,273	9,850	2,552	3,516
		167,170	127,086	51,687	45,472
21.	FINANCIAL CHARGES				
	Mada a s				
	Mark-up on:		a · · - ·		10 10-
	- Long-term financing	26,592	34,451	9,158	10,100
	- Short-term borrowings	161,634	244,850	67,027	75,216
	Exchange loss on FE borrowing	71,527	102,453	3,342	58,038
	Interest on Workers' Profit	500	017		
	Participation Fund	560	317	-	-
	Bank charges	9,829	8,674	3,539	3,186
		270,142	390,745	83,066	146,540



For the nine months period ended 31 March 2016

				2015	
		Nine months	Nine months period ended		r ended
		31 March 2016	31 March 2015	31 March 2016	31 March 2015
22.	OTHER OPERATING CHARGES		(Rupees	in '000) ———	
	Auditors' remuneration Exchange loss	1,821	1,639 29,908	456	407
	Donations	12,700	8,075	8.000	425
	Workers' Profit Participation Fund	34,200	11,900	18,200	4,400
	Workers' Welfare Fund	13,700	4,750	7,400	1,750
	Project development expenses	3,229	5,616	3,361	2,769
		65,650	61,888	37,417	9,751
23.	OTHER INCOME				
	Income / return on financial assets Interest on bank deposits	695	1,921	253	755
	Income from non-financial assets				
	Income from power generation Gain on disposal of property, plant	55,459	44,184	18,546	14,920
	and equipment	32,204	17,299	8,720	7,983
	Rental income Dividend income from	10,347	7,198	3,509	2,399
	associate / subsidiary	7,278	255,972	-	-
	Exchange gain	29,116	33,762	11,384	11,489
	Others	9,935	7,439	3,002	1,737
		145,034	367,775	45,414	39,283
24.	TAXATION				
	Current	152,019	97,956	49,663	38,070
	Deferred	12,981	(33,811)	18,337	(23,225)
		165,000	64,145	68,000	14,845

24.1 The Finance Act, 2015 introduced a new tax under Section 5A of the Income Tax Ordinance, 2001 on every public company other than a scheduled bank or modaraba, that derives profits for tax year and does not distribute cash dividend within six months of the end of said tax year or distribute dividends to such an extent that its reserves, after such distribution, are in excess of 100% of its paid up capital. However, this tax on undistributed reserves is not applicable to a public company which distributes profit equal to either 40 percent of its after tax profits or 50% of its paid up capital, whichever is less, within six months of the end of the tax year.

The Company intends to distribute sufficient cash dividend for the year ending 30 June 2016 to comply with the above stated requirement. Accordingly, no provision for tax on undistributed reserves has been recognized in these condensed unconsolidated interim financial information.

		31 March 2016	31 March 2015
25.	MOVEMENT IN WORKING CAPITAL	(Rupees	
	(Increase) / decrease in current assets: Store and spares Stock-in-trade Trade debts Advances Trade deposit and short-term prepayments Other receivables (Decrease) in current liabilities: Trade and other payables	(11,597) 111,302 141,150 117,105 (812) (8,362) 348,786 (73,556) 275,230	(13,635) 2,081,937 (231,589) (128,960) (1,483) <u>329,170</u> 2,035,440 (2,064,931) (29,491)
		Third Quarte	r Ended March 31, 2016 19

For the nine months period ended 31 March 2016

### 26. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise associated undertakings, directors of the Company and its subsidiary company, key management personnel and staff retirement funds. The Company continues to have a policy whereby all transactions with related parties are entered into at commercial terms and conditions. Contributions to its defined contribution plan (Provident Fund) are made as per the terms of employment and contributions to its defined benefit plan (Gratuity Fund) are in accordance with actuarial advice. Remuneration of key management personnel is in accordance with their terms of employment and Company's policy.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the Company. The Company considers its Chief Executive Officer, Chief Financial Officer, Company Secretary, Non-Executive Directors and departmental heads to be its key management personnel. There are no transactions with key management personnel other than their terms of employment / entitlement.

Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in this condensed interim unconsolidated financial information, are as follows:

	Nine months	ine months period ended		rended
	31 March	31 March	31 March	31 March
	2016	2015 ——(Rupees	2016 in '000)	2015
Subsidiary companies			<b>,</b>	
Sales	289,712	113,798	104,302	44,379
Supply of Tolling Services	12,599	-	-	-
Purchases	1,864,277	489,603	548,569	10,227
Purchase of store items	215	-	215	-
Sales of store items	7,634	1,099	2,513	1,099
Cost of shared resources	27,928	16,240	9,830	6,360
Toll manufacturing (inclusive of sales tax)	7,540	120,930	1,435	23,234
Reimbursement of corporate affairs management expenses	10,083	2,439	3,000	335
Reimbursement of payments made on behalf of a subsidiary	5,753	78,330	4,989	22,848
Rental income	9,987	7,197	3,329	2,399
Dividend received	-	245,056	-	-
Investment in IIL Stainless Steel (Pvt) I	_td -	150,000	-	74,900



For the nine months period ended 31 March 2016

	Nine months period ended		Quarter	Quarter ended		
	31 March 2016	31 March 2015 ———(Rupees	31 March 2016 in '000)———	31 March 2015		
Associated companies			,			
Sales	1,004,378	345,200	387,720	71,542		
Purchases	201,520	197,076	61,896	64,666		
Purchase of vehicle	-	8,621	-	6,838		
Insurance premium expense	17,042	12,397	2,304	2,309		
Insurance claims / adjustments	1,911	40,836	1,517	1,706		
Donations	-	1,000	-	-		
Dividend paid	20,573	21,177	6,594	8,753		
Dividend received	7,278	10,917	-	-		
Participation fee	50	216	10	117		
Rent income	180	-	180	-		
Key management personnel						
Remuneration	150,477	140,767	49,120	47,707		
Staff retirement benefits						
Contribution paid	44,137	32,727	13,908	10,920		
Non-executive directors						
Directors' fee	2,610	3,490	750	1,380		

#### 27. SEGMENT REPORTING

The Company has identified Steel and Plastic as two reportable segments. Performance is measured based on respective segment results. Information regarding the Company's reportable segments is presented below.

For the nine months period ended 31 March 2016

### 27.1 SEGMENT REVENUE AND RESULTS

	Steel Segment	Plastic Segmer	
For the period ended 31 March 2016			
Sales Cost of sales Gross Profit	9,818,619 8,489,307 1,329,312	1,223,728 1,039,707 184,021	11,042,347 9,529,014 1,513,333
For the period ended 31 March 2015			
Sales Cost of sales Gross Profit	12,154,712 <u>11,085,542</u> 1,069,170	607,619 <u>562,586</u> 45,033	12,762,331 11,648,128 1,114,203

Reconciliation of segment results with profit after tax is as follows:

_	Nine months	Nine months period ended		
	31 March	31 March		
	2016	2015		
-	(Rupees	in '000) ——		
Total results for reportable segments	1,513,333	1,114,203		
Selling, distribution and administrative expenses	(691,205)	(552,232)		
Financial charges	(270,142)	(390,745)		
Other operating expenses	(65,650)	(61,888)		
Other operating income	145,034	367,775		
Taxation	(165,000)	(64,145)		
Profit after tax	466,370	412,968		

### 27.2 SEGMENT ASSETS & LIABILITIES

	•	Plastic Segment (Rupees in '000)-	Total
As at 31 March 2016 - Un-audited		· · · /	
Segment assets	9,070,643	719,358	9,790,001
Segment liabilities	5,136,060	546,037	5,682,097
As at 30 June 2015 - Audited			
Segment assets	8,934,099	655,389	9,589,488
Segment liabilities	5,402,757	399,702	5,802,459



For the nine months period ended 31 March 2016

Reconciliation of segment assets and liabilities with total assets and liabilities in the Balance Sheet is as follows :

	31 March 2016 (Un-audited) (Rupees	30 June 2015 (Audited) <b>s in '000) ———</b>
Total reportable segments assets	9,790,001	9,589,488
Unallocated assets Total assets as per Balance Sheet	3,369,355 13,159,356	3,548,315 13,137,803
Total reportable segments liabilities	5,682,097	5,802,459
Unallocated liabilities Total liabilities as per Balance Sheet	1,113,404 6,795,501	992,091 6,794,550

#### 28. CORRESPONDING FIGURES

Corresponding figures have been rearranged for the purposes of comparision and better presentation. The effect of rearrangement is not material.

### 29. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue by the Board of Directors on 25 April 2016.

### 30. GENERAL

**30.1** All financial information has been rounded off to the nearest thousand Rupee.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Chief Executive Officer



Promising Reliability, For Now and Tomorrow

## Condensed Interim Consolidated Financial Information (Un-audited) March 31, 2016

### Condensed Interim Consolidated Balance Sheet

As at 31 March 2016



	Note	(Un-audited) 31 March 2016	(Audited) 30 June 2015
ASSETS		(Rupee	es in '000) ———
Non-current assets Property, plant and equipment Intangible assets	4	16,403,437 11,627	16,049,995 13,762
Long-term deposits Investment in equity-accounted investee Long-term prepayments	5	33,366 263,181 	6,967 260,069 <u>833</u>
		16,711,611	16,331,626
Current assets Stores and spares Stock-in-trade Trade debts Advances Trade deposits and short-term prepayments Sales Tax refundable Other receivables	6 7 8 9 10	588,411 7,935,700 2,483,350 89,843 29,093 405,115 90,278	487,952 8,187,329 2,662,620 200,994 27,701 59,031 91,977
Taxation - net Bank balances		1,617,810 80,457 13,320,057	1,763,196 64,853 13,545,653
Total assets		30,031,668	29,877,279
EQUITY AND LIABILITIES Share capital and reserves Authorised capital 200,000,000 (2015: 200,000,000) ordinary shares of Rs. 10 each		2,000,000	2,000,000
lssued, subscribed and paid-up capital Reserves Translation reserve <b>Total equity</b> Non-controlling interest	11	1,198,926 3,808,708 (1,511) 5,006,123 2,328,968 7,335,091	1,198,926 3,559,007 (1,216) 4,756,717 2,170,330 6,927,047
Surplus on revaluation of property, plant and equipme	nt	2,476,422	2,536,561
LIABILITIES Non-current liabilities Long-term financing - secured	12	5,870,068	5,983,759
Staff retirement benefits Deferred taxation - net	13	94,408 577,485 6,541,961	91,263 523,224 6,598,246
<b>Current liabilities</b> Trade and other payables Short-term borrowings - secured Current portion of long-term financing Accrued markup Sales tax payable	14 15 12	5,386,416 7,071,452 1,034,438 151,782 34,106 13,678,194	3,675,367 8,780,348 999,878 271,954 87,878 123,815,425
Total liabilities		20,220,155	<u>13,815,425</u> 20,413,671
Contingencies and commitments	16	-	-
Total equity and liabilities		30,031,668	29,877,279

The annexed notes 1 to 27 form an integral part of this condensed interim consolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

Jad

Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chies Executive Officer

### **Condensed Interim Consolidated Profit and Loss Account (Un-audited)**

For the nine months period and quarter ended 31 March 2016

	Note	Nine menth	- newled ended	Quarter en	
	Note	31 March	s period ended 31 March	31 March	31 March
		2016	2015	2016	2015
		2010	(Rupees		2013
			(nupces	11 000)	
Net sales	17	24,303,463	25,037,148	9,894,190	8,880,484
Cost of sales	18	(21,447,319)	(22,952,206)	(8,255,655)	(8,245,335)
Gross profit		2,856,144	2,084,942	1,638,535	635,149
<b>•</b> •• • • • • •			(770,000)		
Selling and distribution expenses	19	(653,057)	(558,628)	(230,431)	(177,365)
Administrative expenses	20	(301,470)	(237,538)	(104,359)	(84,627)
		(954,527)	(796,166)	(334,790)	(261,992)
Financial charges	21	(871,521)	(1,221,534)	(259,794)	(401,811)
Other operating charges	22	(201,945)	(64,517)	(88,154)	(8,222)
1 0 0		(1,073,466)	(1,286,051)	(347,948)	(410,033)
Other income	23	177,402	202,224	61,089	64,809
Share of profit in equity-					
accounted investee - net of tax		11,674	15,530	3,907	3,323
Profit before taxation		1,017,227	220,479	1,020,793	31,256
Taxation	24	(221,973)	(48,301)	(336,609)	(3,991)
Profit after taxation		795,254	172,178	684,184	27,265
		<u>,</u>			
Profit after taxation attributable to	:				
Owners of Holding Company		640,410	152,507	498,581	9,860
Non-controlling interest		154,844	19,671	185,603	17,405
-		795,254	172,178	684,184	27,265
			(Rupe	ees)	
Earnings per share - basic and	diluted	5.34	1.27	4.16	0.08

The annexed notes 1 to 27 form an integral part of this condensed interim consolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chief Executive Officer

### Condensed Interim Consolidated Statement of Comprehensive Income (Un-audited)

For the nine months period and quarter ended 31 March 2016



			2015	
Note	Nine months	s period ended	Quarter er	nded
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
		(Rupees i	in '000)	
Profit after taxation	795,254	172,178	684,184	27,265
Other comprehensive income Item to be reclassified to profit and loss accounts in subsequent periods				
Foreign operation - foreign currency translation difference Proportionate share of other comprehensive income of equity	(295)	-	(97)	-
accounted investee	(1,284)	-	-	-
Other comprehensive income	(1,579)	-	(97)	-
Total comprehensive income	793,675	172,178	684,087	27,265
Total comprehensive income attributable to:				
Owners of Holding Company	638,831	170,006	498,484	46,131
Non-controlling interest	154,844	2,172	185,603	(18,866)
Total comprehensive income	793,675	172,178	684,087	27,265

The annexed notes 1 to 27 form an integral part of this condensed interim consolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Chief Executive Officer

### Condensed Interim Consolidated Cash Flow Statement (Un-audited)

For the nine months period and quarter ended 31 March 2016

	Note	(Un-audited) 31 March 2015	(Un-audited) 31 March 2014
		(Rupee	s in '000) ———
CASH FLOWS FROM OPERATING ACTIVITIES			
Profit before taxation		1,017,227	220,479
Adjustments for:			
Depreciation and amortisation		720,336	588,739
Provision for doubtful debts		42,393	6,644
Interest on bank deposits	23	(1,390)	(1,973)
Gain on disposal of property, plant and equipment	23	(38,508)	(21,568)
Provision for staff gratuity		36,072	-
Share of profit from associated company		(11,674)	(15,530)
Translation reserve		(379)	(1,560)
Amortisation of long term prepayments		833	1,502
Financial charges	21	871,642	1,221,534
		2,636,552	1,998,267
Movement in:			
Working capital		1,701,230	(658,679)
Long-term deposits		(26,399)	(2,745)
Net cash generated from operations		4,311,382	1,336,843
Financial charges paid		(991,818)	(1,231,473)
Gratuity paid		(32,927)	-
Taxes paid		(22,247)	(292,883)
Net cash generated from / (used in) operating activities		3,264,390	(187,513)
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure incurred		(1,105,734)	(3,066,961)
Dividend income received		7,278	10,916
Proceeds from disposal of property, plant and equipment		46,460	54,835
Interest income received		1,390	1,973
Net cash used in investing activities		(1,050,606)	(2,999,237)
CASH FLOWS FROM FINANCING ACTIVITIES			
Net repayment of long-term financing - secured		(79,131)	1,923,485
Dividends paid to non controlling interest		(6)	(189,537)
Dividends paid		(410,147)	(407,961)
Net cash (used in) / generated from financing activities		(489,284)	1,325,987
Net decrease in cash and cash equivalents		1,724,500	(1,860,763)
Cash and cash equivalents at beginning of the period		(8,715,495)	(11,035,393)
Cash and cash equivalents at end of the period		(6,990,995)	(12,896,156)
CASH AND CASH EQUIVALENTS COMPRISE:			
Cash and bank balances		80,457	91,491
Short-term borrowings - secured	15	(7,071,452)	(12,987,647)
		(6,990,995)	(12,896,156)

The annexed notes 1 to 27 form an integral part of this condensed interim consolidated financial information.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chief Executive Officer

### Condensed Interim Consolidated Statement of Changes in Equity (Un-audited)



For the nine months period and quarter ended 31 March 2016

						2	2015	
		Attributable	e to owners o	f the Holdin	ig Company			
	Issued, subscribed and paid-up capital	General reserves	Un- appropriated		Total	Total	Non- controlling interest	Total
			(	Rupees	in '000)			
Balance as at 1 July 2014	1,198,926	2,991,258	337,882	159	3,329,299	4,528,225	2,270,756	6,798,981
Total comprehensive income for the nine months period ended 31 March 2015								
Profit for the period Other comprehensive income	-	-	170,006	-	170,006	170,006	2,172	172,178
Transactions with owners recorded directly in equity	-	-	170,006	-	170,006	170,006	2,172	172,178
Distribution to owners of the Holding Company:								
Final dividend @ 20.00% (Rs. 2.00 per share) for the year ended 30 June 2014			(239,785)		(239,785)	(239,785)	-	(239,785
Interim dividend @ 15.00% (Rs. 1.50 per share) for the year			( , ,		( , ,	( , ,		
ended 30 June 2015 Total transactions with owners of the Holding Company		-	(179,839) (419,624)	-	(179,839) (419,624)	(179,839) (419,624)	-	(179,839) (419,624
Re-translate to reserves	-	-		(1,560)	(1,560)	(1,560)	-	(1,56
Final dividend @ 10% (Re. 1.00 per share) attributable to non controlling interest	-	-	-		-	-	(189,944)	(189,944
Transfer from surplus on revaluation of property, plant and equipment - net of deferred tax	-	-	16,936		16,936	16,936	3,794	20,73
Balance as at 31 March 2015	1,198,926	2,991,258	105,200	(1,401)	3,095,057	4,293,983	2,086,778	6,380,76
Balance as at 1 July 2015	1,198,926	2,991,258	567,749	(1,216)	3,557,791	4,756,717	2,170,330	6,927,04
Total comprehensive income for the nine months period ended 31 March 2016								
Profit for the period	-	-	640,410	-	640,410	640,410	154,844	795,254
Other comprehensive income	-	-	(1,284)	(295)	(1,579)	(1,579)	-	(1,579
Distribution to owners of the Holding Company:	-	-	639,126	(295)	638,831	638,831	154,844	793,675
Final dividend @ 25% (Rs. 2.50 per share) for the year								
ended 30 June 2015 Interim dividend @ 10% (Rs. 1.00 per share) for the year	-	-	(299,732)	-	(299,732)	(299,732)	-	(299,732
ended 30 June 2016	-	-	(119,893)	-	(119,893)	(119,893)	-	(119,893
Total transactions with owners of the Holding Company	-	-	(419,625)	-	(419,625)	(419,625)	-	(419,62
Transfer from surplus on revaluation of property, plant and equipment - net of deferred tax	-	-	30,200	-	30,200	30,200	3,794	33,99
Balance as at 31 March 2016	1,198,926	2,991,258	817,450	(1,511)	3,807,197	5,006,123	2,328,968	7,335,09

Fuad Azim Hashimi Director & Chairman Board Audit Committee

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Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy Chief Executive Officer

Third Quarter Ended March 31, 2016 29

For the nine months ended 31 March 2016

#### 1. THE GROUP AND ITS OPERATIONS

- 1.1 The Group consists of International Industries Limited, the Holding Company, and International Steels Limited, IIL Australia PTY Limited and IIL Stainless Steel (Private) Limited (the Subsidiary Companies) (together referred to as "the Group" and individually as "Group Entities") and the Group's interest in its equity-accounted investee namely Pakistan Cables Limited.
- **1.2** International Industries Limited was incorporated in Pakistan in 1948 and is quoted on the Pakistan Stock Exchange. It is in the business of manufacturing and marketing galvanized steel pipes, precision steel tubes, API line pipes and polyethylene pipes. Its registered office is situated at 101, Beaumont Plaza, 10, Beaumont Road, Karachi 75530.
- 1.3 International Steels Limited was incorporated in Pakistan in 2007 as an unlisted company under the Companies Ordinance, 1984 and is domiciled in the province of Sindh. Subsequent to the sale of shares by the Holding Company to the general public under an Initial Public Offer, it was listed on the Karachi Stock Exchange on 1 June 2011. Its primary activity is the manufacturing of cold rolled steel coils and galvanized sheets. It commenced commercial operations on 1 January 2011. Its registered office is situated at 101, Beaumont Plaza, 10, Beaumont Road, Karachi 75530.
- 1.4 IIL Australia PTY Limited (IIL Australia) was incorporated in Victoria, Australia on 2 May 2014 and is in the business of distribution and marketing of galvanized steel pipes, precision steel tubes and pre-galvanized pipes. The registered office is situated at 101 - 103, Abbot Road, Hallam, Victoria 3803 Australia.
- **1.5** IIL Stainless Steel (Private) Limited (IIL-SS) was incorporated in Pakistan on 28 November 2014 and is in the business of manufaturing and marketing stainless steel pipe. The registered office is situated at 101, Beaumont Plaza, 10, Beaumont Road, Karachi 75530.
- **1.6** Details of the Group's equity-accounted investee are given in note 5 to this condensed interim consolidated financial information.

### 2. BASIS OF PREPARATION

2.1 This condensed interim consolidated financial information has been prepared from the information available in the condensed un-audited separate financial information of the Holding Company for the nine month period ended 31 March 2016 and the condensed un-audited financial information of the Subsidiary Companies for the nine months period ended 31 March 2016.

Detail regarding the financial information of the equity-accounted investee used in the preparation of this condensed interim consolidated financial information is given in note 5.

### 2.2 Statement of Compliance

This interim consolidated financial information has been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and Islamic Financial Accounting Standards (IFAS) issued by the Institute of Chartered Accountants of Pakistan (ICAP) as are notified under the Companies Ordinance, 1984 and the provisions of and directives issued under the Ordinance. In case requirements differ, the provisions of or directive issued under the Ordinance shall prevail.

**2.3** This condensed interim consolidated financial information is presented in Pakistan Rupees which is also the Group's functional currency. All financial information presented has been rounded off to the nearest thousand Rupee.



For the nine months ended 31 March 2016

- 2.4 This condensed interim consolidated financial information is being submitted to the shareholders as required by listing regulations of the Pakistan Stock Exchange and Section 245 of the Companies Ordinance, 1984.
- **2.5** Estimates and judgements made by the Group in the preparation of this condensed interim consolidated financial information are the same as those that were applied to the audited annual separate financial statements of the Group Entities as at and for the year ended 30 June 2015.

### 3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### 3.1 Basis of consolidation

#### 3.1.1 Investment in subsidiaries

Subsidiaries are entities controlled by the Group. Subsidiaries are those entities over which the Group has the power to govern the financial and operating policies generally accompanying a shareholding of more than fifty percent of the voting rights. The financial statements of subsdiaries are included in the consolidated financial information from the date that control commences until the date that controls ceases.

The financial information of subsidiaries is prepared for the same reporting period as the Holding Company, using consistent accounting policies and changes are made where necessary to align them with the policies adopted by the Holding Company.

The assets and liabilities of subsidiaries are consolidated on a line by line basis. The carrying value of the investments held by the Holding Company is eliminated against the subsidiaries' hareholders' equity in the consolidated financial statements. All material intra-group balances, transactions and unrealised gains and losses resulting from intra-group transactions and dividends are eliminated in full.

Non-controlling interest is that portion of equity in a subsidiary that is not attributable, directly or indirectly, to the Holding Company. Non-controlling interests are presented as a separate item in the condensed interim consolidated financial information.

### 3.1.2 Investment in associate

Associates are those entities in which the Group has significant influence, but not control, over the financial and operating policies. Significant influence is presumed to exist when the Group holds between 20 and 50 percent of the voting power of another entity.

Investments in associates are accounted for by using the equity method (equity-accounted investees) and are recognised initially at cost. The cost of the investment includes transaction costs. The consolidated financial information include the Group's share of an associate's post- acquisition profit or loss and other comprehensive income, after adjustments to align the accounting policies with those of the Group, from the date that significant influence commences until the date that significant influence ceases. Where there has been a change recognised directly in the equity of an associate, the Group recognises its share of any changes and discloses this, when applicable, in the Statement of Changes in Equity.

The financial statements of associates used for equity-accounting are prepared with a difference of three months from the reporting period of the Group.

For the nine months ended 31 March 2016

### 4. PROPERTY, PLANT AND EQUIPMENT

PROPERTY, PLANT AND EQUIPMENT	Operating assets	Capital work - - in - progress —(Rupees in '000)–	Total
Cost / revalued amount		(Паросо III сос)	
Opening balance	18,295,706	1,808,256	20,103,962
Additions	2,635,497	1,141,340	3,776,837
Translate reserve	4	-	4
Disposals / transfers	(68,187)	(2,635,678)	(2,703,865)
	20,863,020	313,918	21,176,938
Accumulated depreciation			
Opening balance	(4,053,967)	-	(4,053,967)
Disposals / adjustments	(3,291)	-	(3,291
Charge for the period	(716,243)	-	(716,243)
- ·	(4,773,501)	-	(4,773,501)
Written down value as at			
31 March 2016 (Un-audited)	16,089,519	313,918	16,403,437
Written down value			
as at 30 June 2015 (Audited)	14,241,739	1,808,256	16,049,995
		31 March	30 June
		2016	2015
		(Un-audited)	(Audited)
	N	lote (Rupees	s in '000) ——
INVESTMENT IN EQUITY - accounted inv	restee		
Pakistan Cables Limited - Associate Comp	anv 5	.1 263,181	260,069

5.1 This represents the Holding Company's investment in Pakistan Cables Limited (PCL), a company incorporated in Pakistan. The Holding Company has invested in 2,425,913 shares (30 June 2015: 2,425,913 shares) of the Associate Company and holds 8.52% (30 June 2015: 8.52%) ownership interest in PCL.

The Chief Executive Officer of PCL is Mr. Kamal A. Chinoy. The market value as at 31 March 2016 was Rs. 340.404 million (30 June 2015: Rs. 403.915 million). The share of profit after acquisition is recognised based on PCL's unaudited financial statements as at 31 December 2015. The latest financial statements of the Associated Company as at 31 March 2016 are not presently available.

6.	STOCK-IN-TRADE	31 March 2016 (Un-audited) (Rupees	30 June 2015 (Audited) in '000)
	Raw material - in hand - in transit	3,585,563 1,528,630 5,114,193	3,353,839 773,716 4,127,555
	Work-in-process Finished goods By-products Scrap material	746,684 2,015,735 31,976 27,112 7,935,700	962,394 3,019,255 62,406 15,719 8,187,329

**6.1** Raw material of Holding Company amounting to Rs.6.7 million (30 June 2015: Rs.6.4 million) as at 31 March 2016 was held at vendor premises for the production of pipe caps.

32 International Industries Limited

5.

For the nine months ended 31 March 2016



Con - Se - Ur Con Prov	ADE DEBTS nsidered good: ecured nsecured nsidered doubtful		31 March 2016 (Un-audited) (Rupee	30 June 2015 (Audited) s in '000)
Con - Se - Ur Con Prov	nsidered good: ecured nsecured		2016 (Un-audited) (Rupee	2015 (Audited)
Con - Se - Ur Con Prov	nsidered good: ecured nsecured		(Rupee	
Con - Se - Ur Con Prov	nsidered good: ecured nsecured		(Rupee	
Con - Se - Ur Con Prov	nsidered good: ecured nsecured			• ••••,
- Se - Ur Con Prov	ecured nsecured		1 100 000	
- Ur Con Prov	nsecured		4 400 000	
Con Prov			1,108,866	1,233,009
Prov	nsidered doubtful		1,374,484	1,429,611
Prov	nsidered doubtful		2,483,350	2,662,620
			79,923	37,529
			2,563,273	2,700,149
	vision for doubtful debts		(79,923)	(37,529)
			2,483,350	2,662,620
8. AD\	VANCES			
Con	nsidered good:			
	uppliers and service providers		87,954	174,238
	mployees for business related expenses		1,889	-
	mployees		-	26,756
			89,843	200,994
9. TRA	ADE DEPOSITS AND SHORT-TERM PREPAYMENTS			
Trac	de deposits		14,743	18,610
	prt-term prepayments		14,350	9,091
			29,093	27,701
10. OTH	HER RECEIVABLES			
Con	nsidered good:			
	eceivable for transmission of electricity			
	to K - Electric Limited		61,421	65,267
	eceivable from Workers' Welfare Fund		01,421	00,207
	on account of excess allocation of Workers'			
	Profit Participation Fund in earlier periods		25,940	25,940
	thers		2,917	770
			90,278	91,977
11. RES	SERVES			
Ger	neral Reserves		2,991,258	2,991,258
	appropriated profit		817,450	567,749
ona	appropriation prom		3,808,708	3,559,007
			0,000,700	0,000,001
12. LON	NG-TERM FINANCING - secured			
	g-term finances utilised under mark-up arrangements	12.1	771,259	300,000
	•	/ 12.3	3,927,323	2,341,715
Long	ig-term finance	12.4	2,205,924	4,341,922
			6,904,506	6,983,637
Curr	rent portion of long-term financing shown under			
	rrent liabilities		(1,034,438)	(999,878)
CUI			5,870,068	5,983,759

For the nine months ended 31 March 2016

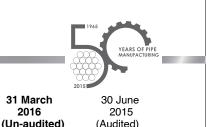
- **12.1** The above long term financing utilised under mark-up arrangement is secured by way of a mortgage on all present and furture land and buildings, located at Plot Number LX-15 &16 and HX-7/4, Landhi Industrial Estate, Karachi and Survey No.402, 405-406, Dehsharabi, Landhi Town, Karachi.
- **12.2** The Syndicated term financing is obtained for plant and machinery of Cold Rolling Mill and Galvanising Plant by Subsidiary Company (ISL) and is secured by way of mortgage of land located at Survey No. 399-401 and 403-404 Landhi Town, Karachi, and joint hypothecation of all present and future fixed assets (exlcuding land and building) as per the terms of syndicated term financing agreement.
- **12.3** This finance is obtained by Subsidiary Company (ISL) for plant and machinery and is secured by way of first pari passu charge over fixed assets of the Subsidiary Company.
- **12.4** This finance is obtained by Subsidiary Company (ISL) from various banks for plant and machinery and is secured way of first pari passu charged over fixed assets of the Subsidiary Company.

### 13. DEFERRED TAXATION - net

Deferred tax liability comprises of taxable/ (deductible) temporary differences in respect of the following: **31 March** 30 June

			31 March	30 June
			2016	2015
			(Un-audited)	
		ote	(Rupe	es in '000) ———
	Taxable temporary differences:			
	Accelerated tax depreciation		1,813,279	1,738,208
	Share of profit from equity accounted investee		7,367	7,367
	Surplus on revaluation of buildings		103,587	111,501
			1,924,233	1,857,076
	Deductible temporary differences:			
	Provision for doubtful debts		(23,977)	(9,876)
	Provision for compensated absences		(2,367)	(2,533)
	Unrealised exchange gain/ (losses)		(1,343.00)	(24)
	Provision for Infrastructure Cess		(61,859)	(43,037)
	Staff retirement benefits		(19,329)	(21,808)
	Tax loss		(1,237,873)	(1,256,574)
			577,485	523,224
14.	TRADE AND OTHER PAYABLES			
	Trade creditors	4.1	3,144,768	1,665,097
	Bills payable		-, , , -	474,754
	Provision for Government Levies		409	568
	Accrued expenses		1,013,888	652,504
	Provision for Infrastructure Cess 14	4.2	585,786	508,210
	Short-term compensated absences		9,400	18,759
	Advances from customers		456,088	267,183
	Payable against purchase of land		16,111	16,111
	Workers' Profit Participation Fund		55,911	26,564
	Workers' Welfare Fund		42,686	20,302
	Unclaimed dividends		23,864	14,386
	Unclaimed dividend attributable to non controlling interest		385	391
	Others		37,120	10,538
			5,386,416	3,675,367
14.1	This includes an amount of Rs. 2,757.4 million payable to Grou 1,197.9 million).	ıps's	associated co	omapanies (2015:
14.2	Provision for Infrastructure Cess (Refer note 16.1.8)			
	Opening balance		508,210	384,581
	Charge for the period		77,576	123,629
	Closing balance		585,786	508,210
<b>34</b> Internation	al Industries Limited			

Notes to the C	ondensed Interi	m Consolidated
<b>Financial Infor</b>	mation (Un-audi	ited)



2016

For the nine months ended 31 March 2016

		Note	(Bunea	es in '000)
15.	SHORT-TERM BORROWINGS - secured	Note	(nuped	
	Running finance under mark-up arrangement	15.1	3,857,207	239,820
	Short-term borrowing under Money Market Scheme	15.2	2,540,000	-
	Short-term running finance under			
	Export Refinance Scheme	15.3	30,000	4,109,800
	Running finance under FE-25 Import Scheme	15.4	117,836	3,181,016
	Short-term finance under running Musharakah	15.5	-	6,021
	Short-term finance under Murabaha and Istisna	15.5	8,134	445,589
	Short-term finance under Musharaka	15.6	518,275	798,102
			7,071,452	8,780,348

- 15 1 The facilities for running finance under mark-up arrangements, available to the Group Entities from various commercial banks, amounted to Rs. 11,422 million (30 June 2015: Rs.3,589 million) and are for the purpose of meeting working capital requirements The rates of mark-up on these finances obtained by the Holding company range from 6.39% to 8.00% per annum (2015: 7.33% to 9.45% per annum). The rates of mark-up on these finances obtained by Subsidiary Company (ISL) range from KIBOR +0.05% to KIBOR +1.75% per annum (2015: KIBOR+0.2% to KIBOR+1.75% per annum).
- The Holding Company has obtained facilities for short-term borrowing under Money Market Scheme 15.2 financing from various commercial banks under mark-up arrangements amounted to Rs. 4,414 million (30 June 2015: Rs. 2,197 million). Unavailed facilty as at 31 March 2016 is 1,874 million (30 June 2015: 2197 million). The rate of markup on these finances ranges from 6.45% - 6.55% per annum (30 June 2015: 6.75% - 10.62%) per annum.
- 15.3 The Group Entities have borrowed short-term running finance under Export Refinance Scheme offered by the State Bank of Pakistan. The facilities availed are for an amount of Rs. 30.0 ( 30 June 2015: Rs.4,110 million ). The rates of mark-up on these facilities range from 3.85% to 4.00 % per annum (30 June 2015: 5.30% to 5.50% per annum).
- 15.4 The Holding Company has borrowed short-term running finance under Foreign Exchange Circular No.25 dated 20 June 1998 from various commercial banks for the purpose of meeting import requirements. The facilities availed is for an amount of Rs.118 million (30 June 2015: Rs. 3,181 million). The rates of markup on these facilities is 4.00% per annum. (30 June 2015: 2.0% to 4.0% per annum). The facilities mature within six months and are renewable.
- 15 5 The Subsidiary Company has entered into an agreement for Istisna and Murahaba financing facilities with a Islamic Bank. The aggregate amount of facility is Rs. 125 million. The unavailed facility as at 31 March 2016 is 117 million. The rate of mark-up ranges from 7.03% to 7.2% per annum.
- 15.6 The Subsidiary Company has obtained Islamic Term Musharakah under Islamic financing for the purpose of meeting working requirements. It carries mark-up at the rate of KIBOR + 0.1% per annum.
- 15.7 All running finances and short-term borrowing facilities availed by the Holding Company are secured by way of hypothecation of all its present and future fixed assets (excluding lands and buildings) and present and future current and moveable assets.
- 15.8 The Holding Company has issued a corporate guarantee to commercial bank for securing funded and unfunded facilities of Rs.125 million each for its wholly owned Subsidiary Company IIL Stainless Steels (Private) Limited. The facilities are secured by way of hypothecation of all present and future current and moveable assets.
- 15.9 As at 31 March 2016, the unavailed facilities from the above borrowings amounted to Rs.15,398 million. (30 June 2015: Rs 12,763.6 million).

For the nine months ended 31 March 2016

**15.10** The aforementioned facilities of the Subsidiary Company (ISL) are secured by way of joint and first pari passu charges over its current assets.

#### 16. CONTINGENCIES AND COMMITMENTS

#### 16.1 Contingencies

- **16.1.1** Bank guarantees have been issued by the Holding Company under certain supply contracts and to the Collector of Customs aggregating Rs. 335.2 million (30 June 2015: Rs.125.6 million).
- 16.1.2 Bank guarantees have been issued by the Subsidiary Company (ISL) to Sui Southern Gas Company Limited of Rs. 226.7 million (30 June 2015: Rs. 222.7 million) as a security for supply of gas.
- **16.1.3** Bank guarantees have been issued by the Subsidiary Company (ISL) to Pakistan State Oil of Rs.5.5 million (30 June 2015: 2.5 million).
- **16.1.4** Bank guarantees have been issued by the Subsidiary Company (ISL) to Nazir High Court of Rs.2.7 million (30 June 2015: Nil).
- 16.1.5 Custom duties amounting to Rs.52 million (30 June 2015: Rs. 156 million) on import of raw material shall be payable by the Holding Company in case of non-fulfillment of certain conditions imposed by the customs authorities under SRO 565(1) / 2006. The Holding Company has provided post-dated cheques to Collector of Customs which are, in normal course of business, to be returned to the Company after fulfilment of stipulated conditions. The Holding Company has fulfilled the conditions for the aforementioned amounts and is making effort to retrieve the associated post-dated cheques from the custom authorities.
- 16.1.6 An amount of Rs. 375 million was claimed by the customs authorities as duty rate differential on imports made by the Holding Company during 2005-10 due to an anomaly in SRO 565(1) / 2006 Serial 88. Since then, the anomoly has been rectified. The Holding Company filed a petition with the Sindh High Court in 2010 for an injunction and as is awaiting the final judgement.
- 16.1.7 The customs authorities have charged a redemption fine of Rs. 83 million on the clearance of an imported raw material consignment in 2006 by the Holding Company. It has filed an appeal before the Sindh High Court, which has set aside the examination reports including the subsequent order produced by the customs authorities, and ordered the authorities to re-examine the matter afresh. However, the customs authorities have filed an application for leave to appeal against the order of the High Court. The management anticipates that the chances of admission of such appeal are remote.
- 16.1.8 The Holding Company has reversed a provision for the levy of Infrastructure Cess amounting to Rs. 107 million in 2009 on the basis of a decision of the Sindh High Court which declared the levy of Infrastructure Cess before 28 December 2006 as void and invalid. However, the Excise and Taxation Department (the Department) has filed an appeal before the Supreme Court of Pakistan against such order. In May 2011, the Supreme Court disposed off the appeal with a joint statement of the parties that, during the pendency of the appeal, another law i.e Fifth Version came into existence which was not the subject matter of the appeal. Hence the case was referred back to the High Court with the right to appeal to the Supreme Court. On 31 May 2011, the High Court granted interim relief on an application of petitioners on certain terms including discharge and return of bank guarantees / security furnished on consignments released upto 27 December 2006 and any bank guarantee / security furnished for consignments released after 27 December 2006 shall be encashed to extent of 50% of the guaranteed or secured amount only with the balance kept intact till the disposal of the petition. In case the High Court upholds the applicability of Fifth Version of the law and its retrospective application, the authorities are entitled to claim the amounts due under the said law with the right to appeal available to the petitioner. Bank guarantees amounting to Rs. 740.5 million (2015: 484 million) have been provided to the Department in this regard by the Holding and Subsidiary Company. However, a provision to the extent of amount utilized from the limit of guarantee has also been provided for by the Group on purdent basis (note 14.2).



For the nine months ended 31 March 2016

- 16.1.9 During the year 2014-15, Government passed a new law "Gas Infrastructure Development Cess Act 2015" by virtue of which all prior enactments have been declared infructuous. The said Act levies GID Cess at Rs. 200/MMBTU on captive power consumption effective 1 July 2011 and at Rs. 100/MMBTU on industrial connection from the date of passing of that Act. The Company has obtained a stay order on the retrospective application of the Act from the Honourable High Court of Sindh. The Group is confident of favourable outcome and therefore has not recorded provision of Rs. 483.8 million in these financial statements. However, the applicable cess has recognised after the passage of the Act.
- **16.1.10** The Holding Company has received a demand from Deputy Collector (Manufacturing Bond) aggregating Rs.82.9 million on account of Sales Tax, custom duty and withholding income tax in respect of wastage generated on raw material imported under manufacturing bond license and covers the period July 2007 to December 2010.The Holding Company on the basis of an audit being duly completed till 31 March 2009 believes no further dues were liable to be paid. The Holding Company has filed a Constitutional Petition in the Sindh High Court (SHC) which has granted interim stay on 9 December 2013. During the nine months period ended 31 March 2016, the SHC heard the petiton in length and remanded the case back to the Collector Adjudication II, for fresh examination strictly in accordance with the law. There has been hearings in this matter and the Holding Company has submitted its written legal arguments and based on advice of legal counsel and merits of the case, the Holding Company is confident that the subject demand is unjustified and the matter will be decided in its favor. Subsequent to the quarter end, Custom Adjudication Authority agreed that no amount is due from the company and the charges levied against the company are not established.
- 16.1.11 Alloy steel being imported by the Holding Company from China under FTA with HS Code 7225 was under dispute whereby the Customs Authorities did not recognize the said alloy steel and cleared all such consignments under HS Code 7208 as being prime hot rolled steel coils which attracted 5% customs duty and 12.5% regulatory duty. A petition was filed in Sindh High Court for clarification of such anomaly and the Holding Company had to submit bank guarantees worth Rs. 150.6 million for 5% customs duty and 12.5% regulatory duty as per the interim order of the Sindh High Court. Since then the Sindh High Court has decided this case in favour of the Petitioners on the basis that if any consignment contains more than 0.0008% boron as inherent part of steel that the same would qualify as alloy steel which would not attract payment of any duties. The return of our bank guarantees is awaited as all our alloy steel consignments imported from China under FTA did contain more than 0.0008% boron. Subsequent to the quarter end, bank guarantees worth Rs. 21.5 million has been released and request has been forwarded by the Collectorate of Customs to the Nazir Sindh High Court to release the balance bank guarantees worth Rs. 129.1 million.
- 16.1.12 Relying upon the judgment by Peshawar High Court, Model Collectorate of Customs (MCC), Peshawar stopped exports of the Holding Company's goods to Afghanistan under the pretext that SRO 190(I)/2002 dated 02/04/2002 attracts a levy of sales tax at the rate of 17%. Subsequently the goods already in transit were held at Torkham Boarder by MCC Peshawar on the account of non-payment of 17% Sales Tax. A Constitutional Petition in the Sindh High Court (SHC) on 1/10/2015 arguing that there is no sales tax on exports to Afghanistan as the same is exempted under the manufacturing bond rules SRO 450(I)/2015. Secondly, SRO 190 was issued in 2002 and was never implemented, therefore under Section 65 of the Sales Tax Act 1990 no such liability could be raised at this stage. The SHC granted stay order whereby Holding Company was allowed to export its goods to Afghanistan subject to depositing bank guarantees worth Rs.6.2 million (i.e. value of disputed sales tax amount) before the Nazir of the SHC. On October 30, 2015 FBR issued a clarification as to the applicability of SRO 190(I)/2002 and stated that exports made to Afghanistan does not attract the levy of sales tax. The said clarification has already been filed before the SHC and disposal of the case along with return of the said bank guarantees is awaited.

#### Subsidiary Company, ISL

16.1.13 Section 113(2)(c) was interpreted by a Divisional Bench of the Sindh High Court (SHC) in the Income Tax Reference Application (ITRA) No. 132 of 2011 dated 7 May 2013, whereby it was held that the benefit of carry forward of Minimum Tax is only available in the situation where the actual tax payable (on the basis of net income) in a tax year is less than Minimum Tax. Therefore, where there is no tax payable due to brought forward tax losses, minimum tax could not be carried forward for adjustment with future tax liability.

For the nine months ended 31 March 2016

The Subsidiary Company (ISL), based on legal counsel's advice considers that certain strong grounds are available whereby the aforesaid decision can be challenged in a Larger Bench of the Sindh High Court or the Supreme Court of Pakistan. A leave to appeal against the aforesaid decision has already been filed before the Supreme Court by other companies which is pending for hearing. In view of above, the Subsidiary Company is confident that the ultimate outcome in this regard would be favourable. Accumulated minimum tax liability of Rs. 219.51 million was determined for the tax years 2012 and 2013.

However based on the assessment and estimation for availability of sufficient taxable profits on the basis of 5 years projection and tax credits available to the Subsidiary Company under section 65B of the Income Tax Ordinance 2001. Accordingly, accumulated minimum tax liability amounting to Rs.714.7 million has not been recorded on the same basis in these condensed interim financial information.

16.1.14 The Group's share of associate's contigent liability is Rs.46.6 million (30 June 2015: Rs.22.6 million).

### 16.2 Commitments

#### Group

- **16.2.1** Capital expenditure commitments of the Group Entities outstanding as at 31 March 2016 amounted to Rs.293.3 million (30 June 2015: Rs.845 million).
- **16.2.2** Commitments under letters of credit established by the Group Entities for raw material and spares as at 31 March 2016 to Rs. 6,024.8 million (30 June 2015: Rs.4,209 million).
- **16.2.3** Commitments under purchase contracts entered into by the Holding Company as at 31 March 2016 amounted to Rs. 116.5 million (30 June 2015: Rs.117 million).
- 16.2.4 The unavailed facilities of the Group Entities for opening letters of credit and guarantees from banks as at 31 March 2016 amounted to Rs. 19,287.1 million (30 June 2015: 16,432 million) and Rs. 234.1 million (30 June 2015: 421 million) respectively.

		Nine months	period ended	Quarte	er ended
		31 March	31 March	31 March	31 March
		2016	2015	2016	2015
			(Rupees	in '000) ——	
17.	NET SALES				
	Local	23,883,452	21,745,061	9,895,559	8,097,305
	Export	4,881,391	7,143,935	1,817,409	2,220,602
		28,764,843	28,888,996	11,712,968	10,317,907
	Toll Manufacturing	2,657	523	615	523
	a				
	Sales Tax	(3,613,348)	(3,268,102)	(1,491,161)	(1,216,248)
	Trade discounts	(404,153)	(225,117)	(148,879)	(117,490)
	Sales discount and commission	(446,536)	(359,152)	(179,353)	(104,208)
		(4,464,037)	(3,852,371)	(1,819,393)	(1,437,946)
		24,303,463	25,037,148	9,894,190	8,880,484





				:	2015
		Nine months	period ended	Quarte	er ended
		31 March 2016	31 March 2015 ——(Rupees	31 March 2016 in '000)	31 March 2015
8.	COST OF SALES		(nupees	iii 000)	
	Opening stock of raw material and				
	work-in-process	4,321,027	7,003,663	3,194,047	4,326,132
	Purchases	18,503,241	21,366,474	8,248,873	9,333,267
	Salaries, wages and benefits	790,090	665,292	236,167	230,423
	Rent, rates and taxes	1,651	1,167	780	737
	Electricity, gas and water	882,295	523,022	363,899	173,412
	Insurance	17,697	19,756	4,276	7,149
	Security and janitorial	36,017	31,801	12,170	11,462
	Depreciation and amortisation	641,183	514,019	231,842	175,469
	Stores and spares consumed	123,038	85,398	46,045	31,813
	Repairs and maintenance	140,175	131,597	53,447	44,991
	Postage, telephone and stationery	13,710	12,947	5,407	4,698
	Vehicle, travel and conveyance	24,995	22,994	9,205	8,114
	Internal material handling	27,426	19,699	10,731	7,351
	Environment controlling expense	1,249	1,213	414	586
	Sundries	10,620	6,471	5,381	2,798
	Toll manufacturing charges	2,762	-	1,002	-
	Stock written down to NRV	10,473	-	10,473	-
	Sale of scrap generated	(701 501)	(740.007)	(005 404)	(017.070)
	during production	(791,561) 24,756,088	(740,697)	(295,491)	(317,076)
		24,750,000	29,664,816	12,138,667	14,041,327
	Closing stock of raw material				
	and work-in-process	(4,327,300)	(5,366,357)	(4,327,300)	(5,366,357)
	Cost of goods manufactured	20,428,788	24,298,459	7,811,367	8,674,970
	Finished goods and by-products :				
	Opening stock	3,081,662	2,724,971	2,507,419	3,641,590
	Closing stock	(2,063,131)	(4,071,224)	(2,063,131)	(4,071,224)
		1,018,531	(1,346,253)	444,288	(429,635)
		21,447,319	22,952,206	8,255,655	8,245,335
9.	SELLING & DISTRIBUTION EXPENSES				
	Freight and forwarding expenses	384,822	386,629	130,610	118,321
	Salaries, wages and benefits	126,697	103,390	41,649	35,069
	Rent, rates and taxes	1,765	310	390	149
	Electricity, gas and water	4,383	3,877	1,166	945
	Insurance	1,511	2,401	540	494
	Depreciation and amortisation	11,690	7,986	4,238	2,815
	Repair and maintenance	1,067	1,172	358	390
	Advertising and sales promotion	27,321	19,457	10,949	9,979
	Postage, telephone and stationery	6,276	4,962	2,449	2,021
	Office supplies	48	41	15	23
	Vehicle, travel and conveyance Provision for doubtful debts-net	21,489 42,470	12,693	6,427	3,519
	E TOVISION TOF OCHONINE DEDIS-DEC	42.470	6,644	28,900	1,202
				1 562	57
	Certification and registration charges Others	7,246 16,272	3,625 5,441	1,563 1,177	57 2,381

### For the nine months ended 31 March 2016

		Nine months period ended		Quarter ended	
		31 March 2016	31 March 2015	31 March 2016	31 March 2015
20.	ADMINISTRATIVE EXPENSES		(Rupees	in '000)———	
	Salaries, wages and benefits	198,405	161,147	61,497	55,171
	Rent, rates and taxes	1,441	993	125	472
	Electricity, gas and water	2,672	2,468	720	555
	Insurance	2,950	789	1,731	202
	Depreciation and amortisation	16,718	15,888	5,653	7,027
	Repair and maintenance	873	504	290	176
	Postage, telephone and stationery	8,700	6,662	2,294	2,192
	Office supplies	67	37	27	23
	Vehicle, travel and conveyance	7,976	9,373	3,005	3,487
	Legal and professional charges	42,919	21,756	22,348	9,032
	Certifications and registration charges	3,787	2,784	1,502	1,585
	Directors' fees	4,710	5,290	1,350	1,740
	Others	10,252	9,847	3,817	2,965
		301,470	237,538	104,359	84,627
1.	FINANCIAL CHARGES				
	Markunan				
	Mark-up on: - Long-term financing	365,014	301,120	123,131	101,667
	- Short-term borrowings	347,405	632,763	123,131	202,751
	- Short-term borrowings	712,419	933,883	250,415	304,418
	Exchange loss on FE borrowing	140,616	272,568	3,342	92,500
	Interest on Workers' Profit	140,010	272,500	0,042	32,500
	Participation Fund	560	317		_
	Bank charges	17,926	14,766	6,037	4,893
	Dank charges	871,521	1,221,534	259,794	401,811
22.	OTHER OPERATING CHARGES				
	Auditors' remuneration	3,539	3,132	919	797
	Loss on derivative	0,000	0,102	515	151
	financial instruments	10,524	-	_	-
	Donations	14,890	8,400	8,000	475
	Exchange loss	91,468	30,095	19,879	187
	Workers' Profit Participation Fund	55,911	11,900	39,911	2,414
	Workers' Welfare Fund	22,384	4,750	16,084	956
	Project development expenses	3,229	5,616	3,361	2,769
	Pre incorporation expenses	0,220	0,010	0,001	2,700
	- subsidiary	_	624	-	624
		201,945	64,517	88,154	8,222



For the nine months ended 31 March 2016

				2	015
		Nine months	period ended	Quarter ended	
		31 March 2016	31 March 2015 ——(Rupees	31 March 2016 in '000)	31 March 2015
23.	OTHER INCOME		(hupees	III 000)	
	Income / return on financial assets				
	Interest on bank deposits	1,390	1,973	455	807
	Income from non-financial assets	00.450	04.004	40 50 4	11.000
	Income from power generation - 18MW	30,459	34,881	10,594	14,809
	Income from power generation - 4MW	55,459	44,184	18,546	14,920
	Gain on disposal of property, plant				
	and equipment	38,508	21,568	12,084	8,432
	Rental income	1,849	1,287	811	429
	Exchange gain	29,116	75,629	11,384	22,500
	Others	20,621	22,702	7,215	2,912
		177,402	202,224	61,089	64,809
24.	TAXATION				
24.	TAXATION				
	Current				
	for the year	167,712	120,588	55,623	46,824
	Deferred	54,261	(72,287)	280,986	(42,833)
		221,973	48,301	336,609	3,991
			10,001		0,001

#### 25. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise associate entities, directors of the Holding Company and its Subsdidiary companies, key management employees and staff retirement funds. The Group Entities continues to have a policy whereby all transactions with related parties are entered into at commerical terms and conditions. Contributions to the defined contribution plan (Provident Fund) are made as per the terms of employment and contributions to the defined benefit plan (Gratuity Scheme) are in accordance with actuarial advice. Remuneration of key management personnel is in accordance with their terms of engagement and company policy. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in this condensed interim consolidated financial information, are as follows:

	Nine months period ended		Quarte	r ended
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
Transactions with related parties		(Rupees	in '000)——	
Associated companies				
Sales	1,204,781	422,043	526,273	124,395
Purchases	7,494,115	9,891,283	3,641,945	3,582,222
Purchase of vehicle	-	8,621	-	6,838
nsurance premium expense	37,581	34,195	6,601	8,021
nsurance claim / adjustments	4,180	74,127	2,848	1,706
Rental income	1,489	1,287	631	429
Rent paid	2,593	-	1,323	-
Donations paid	-	1,000	-	-
Dividend paid	20,573	21,177	6,594	8,753
Dividend received	7,278	10,917	-	-
Sales commission expense	-	1,680	-	756
Participation fee	50	216	10	117
Marketing services	1,751	-	1,751	-
Mark-up expenses	11,815	-	3,321	-
Rent income	180	-	180	-

### For the nine months ended 31 March 2016

	Nine months	period ended	Quarte	r ended
	31 March 2016	31 March 2015	31 March 2016	31 March 2015
		(Rupees	in 000)——	
Associated person				
Sales commission expense	446	3,725	-	1,763
Key management personnel and their spouses				
Remuneration	240,899	238,566	79,339	80,552
Staff retirement benefits	5,360	4,205	2,291	1,453
Staff retirement benefit plans				
Contribution paid	71,266	48,676	23,166	16,346
Non-executive directors' fees	4,710	5,290	1,350	1,740
			31 March	30 June
Balances with related parties			2016 ——(Rupee	2015 es in <b>'000) —</b>
Trade debts				
Sui Southern Gas Company Limited			-	126
Sui Northern Gas Pipelines Limited			222,389	-
Pakistan Cables Limited			-	830
Indus Motor Company Limited			3,563	-
Doogood Enterprises (Pty) Limited			60,182	37,254
Greaves Pakistan (Pvt) Limited.			27	-
Sumitomo Corporation			38,200	-

#### 26. SEGMENT REPORTING

The Group Entities have identified Steel Coils & Sheets, Steel Pipes and Plastic Pipes as three reportable segments. Performance is measured based on respective segment results. Information regarding the Group Entities' segments is presented below.

### 26.1 SEGMENT REVENUE AND RESULTS

	Steel Coils & Sheets	Steel Pipes ——(Rupees	Plastic Pipes in 000) ——	Total
For the nine months period ended 31 I	March 2016			
Sales	13,009,699	10,070,036	1,223,728	24,303,463
Cost of sales (excluding depreciation)	11,228,240	8,559,110	1,018,786	20,806,136
Depreciation	464,198	156,064	20,921	641,183
Gross Profit	1,317,261	1,354,862	184,021	2,856,144
For the nine months period ended 31 I	March 2015			
·	10 000 071	11 505 550	607 610	05 007 140
Sales	12,833,971	11,595,558	607,619	25,037,148
Sales Cost of sales (excluding depreciation) Depreciation	12,833,971 11,541,508 343,316	11,595,558 10,354,201 150,595	607,619 542,478 20,108	25,037,148 22,438,187 514,019



For the nine months ended 31 March 2016

Reconciliation of segment results with profit after tax is as follows:

	Nine months period ended           31 March         31 March           2016         2015		
Total results for reportable segments	2,856,144	2,084,942	
Selling, distribution and administrative expenses Financial charges Other operating expenses Other operating income Share of profit in equity-accounted investee - net of tax Taxation <b>Profit after tax</b>	(954,527) (871,521) (201,945) 177,402 11,674 (221,973) 795,254	(796,166) (1,221,534) (64,517) 202,224 15,530 (48,301) 172,178	

#### 26.2 SEGMENT ASSETS & LIABILITIES

As at 31 March 2016 - Un-audited	Steel Coils & Sheets	Steel Pipes —— (Rupees	Plastic Pipes in 000) ——	Total
Segment assets	16,949,195	9,153,934	719,358	26,822,487
Segment liabilities	12,200,253	5,158,383	546,037	17,904,673
As at 30 June 2015 - Audited				
Segment assets	17,310,456	8,934,099	655,389	26,899,944
Segment liabilities	12,728,415	5,402,757	399,702	18,530,874

Reconciliation of segment assets and liabilities with total assets and liabilities in the balance sheet is as follow:

	31 March 2016 (Un-audited) (Rupees	30 June 2015 (Audited) <b>in '000)</b> ———
Total reportable segments assets	26,822,487	26,899,944
Unallocated assets Total assets as per Balance Sheet	3,209,181 30,031,668	2,977,335 29,877,279
Total reportable segments liabilities	17,904,673	18,530,874
Unallocated liabilities Total liabilities as per Balance Sheet	2,315,482 20,220,155	1,882,797 20,413,671

This condensed interim consolidated financial information was authorised for issue by the Board of

### 27. GENERAL

27.1

Directors of the Holding Company on 25 April 2016.

Fuad Azim Hashimi Director & Chairman Board Audit Committee

Jad

Nadir Akbarali Jamal Chief Financial Officer

Riyaz T. Chinoy

Riyaz T. Chinoy Chief Executive Officer

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Third Quarter ended March 31, 2016



