## Grounds for excitement

A publication of the Corporate Communications \& Public Affairs Department ICI Pakistan Limited 5 West Wharf
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## Company Information

## Board of Directors

| M J Jaffer | Chairman (Non-Executive) | Bart Kaster | Non-Executive |
| :--- | :--- | :--- | :--- |
| Waqar A Malik | Chief Executive | Feroz Rizvi | Executive |
| Mueen Afzal * | Non-Executive | M Nawaz Tiwana | Non-Executive |
| Ali A Aga | Executive | Derek W Welch | Non-Executive |

## Audit \& Remuneration Sub Committees of the Board



## Bankers

Askari Bank Limited
Bank AI Habib Limited
Bank Alfalah Limited
Citibank N.A.
Deutsche Bank AG
Faysal Bank Limited
Habib Bank Limited
HSBC Bank Middle East Limited

## Auditors

Internal Auditors
Ernst \& Young Ford Rhodes Sidat Hyder, Chartered Accountants

Habib Metropolitan Bank Limited
MCB Bank Limited
Meezan Bank Limited
National Bank of Pakistan
Oman International Bank
Samba Bank Limited
Standard Chartered Bank (Pakistan) Limited
United Bank Limited

External Auditors
KPMG Taseer Hadi \& Co., Chartered Accountants

## Registered Office

ICI House, 5 West Wharf, Karachi-74000
Tel : 111-100-200, (021) 32313717-22
Fax : 32311739
Web: www.icipakistan.com
E-mail: ccpa_pakistan@ici.com

## Shares Registrar

FAMCO Associates (Pvt) Ltd
1st Floor, State Life Building 1-A
I. I. Chundrigar Road, Karachi-74000

Tel : (021) 32427012, 32426597, 32420755, 32475606 \& 32425467
Fax : (021) 32426752

* names in alphabetical order
** appointed with effect from July 15, 2011


## Review of the Directors

For the Quarter \& Half Year Ended June 30, 2011

The Directors are pleased to present their review together with the un-audited financial statements of the Company for the first six months ended June 30, 2011.

The rising gap between demand and supply of gas has became a serious challenge for the industrial sector in Pakistan. For the first time gas outages are being experienced in peak summer months. As a consequence the large scale manufacturing industry located in the North has been negatively affected.

Operating result and Profit after tax for HI 2011 at Rs 1,410 million and Rs 973 million were lower by 20 percent and 17 percent respectively compared to HI 2010 due to lower operating result in Q2 2011. Q2 2011 operating result was primarily impacted by (a) the additional cost of Rs 258 million for using more expensive alternative fuels due to gas outages in the Polyester and Soda Ash plants and (b) lower PSF sales volumes and margin over feedstock.

H1 2011operating results include the additional cost, over the same period last year, of using alternative fuels amounting to Rs 503 million (after tax Rs 327 million). The recently announced Rs 2 billion investment in coal fired boilers by your Company will largely address the issue of irregular gas supply and outages in the Soda ash business. This project is expected to be completed in early 2013.

## INTERIM DIVIDEND

The Board has approved an interim dividend in respect of the financial year ending December 31, 2011 at the rate of 35 percent i.e., Rs 3.50 per share of Rs 10/- each on the issued and paid up share capital of Rs $1,388,023,000$.

## FINANCIAL PERFORMANCE

HI 2011 EPS at Rs 7.01 per share was lower by 17 percent compared to the same period last year.

|  | Six Months Ended June 30 |  |
| :--- | ---: | ---: |
|  | $\mathbf{2 0 1 1}$ | $\mathbf{2 0 1 0}$ |
| Net Sales Income (Rs million) | $\mathbf{2 0 , 4 3 8}$ | 17,067 |
| Profit before taxation (Rs million) | $\mathbf{1 , 4 9 1}$ | 1,787 |
| Profit after taxation (Rs million) | $\mathbf{9 7 3}$ | $\mathbf{1 , 1 6 5}$ |
| Earnings per share (Rupees) | $\mathbf{7 . 0 1}$ | 8.39 |



## POLYESTER FIBER BUSINESS (PSF)

Net sales, commission \& toll income (Rs m)


Operating result (Rs m)


Domestic downstream market conditions remained subdued throughout Q2 2011. New York cotton futures tumbled from around 192 cents per pound at beginning of quarter to around 161 cents per pound by end of that quarter. This and forecast of a bumper domestic cotton crop led to sharp reduction in domestic cotton prices. Regional PSF price also softened. As a result there was destocking in the textile chain as traders adopted a wait and see approach.

H1 operating profit at Rs 732 million was 14 percent (Rs 122 million) lower than same period last year, due to lower operating result in Q2, partially compensated by higher earnings in Q1 2011.

Q2 2011, operating result at Rs 85 million was Rs 449 million lower than the same period last year. This was primarily due to destocking in textile chain resulting in 21 percent lower sales of PSF. In addition due to softening of PSF price, margin over feedstock were also lower than the same period last year. The business incurred an additional cost of Rs 97 million (HI 2011, Rs 223 million), over the same period last year due to gas outages on purchase of furnace oil and electricity.

Going forward domestic demand for PSF is likely to remain subdued on account of further fall forecast in cotton prices and slowdown expected in textile exports. Margins will be influenced by PSF supply and demand in the region and how feedstock prices shape up globally.

## SODA ASH BUSINESS

Net sales, commission \& toll income (Rs m)


Operating result (Rs m)


Global Soda Ash demand remained firm in most regions. However, energy shortages in China led to reduced production and tight supply. Rising input costs remained a major concern globally, resulting in across the board price increases in all regions.

Domestic Soda Ash market remained adversely affected due to gas supply issues and was 4 percent lower than last year because of lower demand by the downstream industrial consumers who are suffering from gas outages. Sales volume for Q2 2011 and HI 2011 were 13 percent and 12 percent lower due to lower exports which were minimized as production for exports is not feasible using furnace oil.

During HI 2011, the number of zero equivalent gas days increased by 41 percent to 99 days from 70 days compared with HI 2010 resulting in additional cost of Rs 280 m (Q1 2011, Rs 119 m) incurred on purchase of furnace oil. Energy conservation measures, plant optimization and higher revenue realization partially mitigated the impact of higher energy cost. As a result, operating profit for HI at Rs 297 million was 29 percent down.

## Review of the Directors

For the Quarter \& Half Year Ended June 30, 2011

The Board of Directors have recently approved a plan to carry out a major project of over Rs 2 billion to install new boilers for steam generation based on state of the art coal fired technology. This project will safeguard the business from margin erosion due to gas shortages and is expected to come online in early 2013.

National Tariff Commission has restarted its investigation against dumping of Soda Ash into Pakistan from Kenya.

Looking forward, availability of natural gas and the rising cost of alternatives are expected to influence volumes and margins.

## PAINTS BUSINESS

| Net sales, commission \& toll income (Rs m) |  | Operating result (Rs m) |
| :--- | :--- | :--- |
| 2011 | 2,464 | $2011 \llbracket 6$ |
| 2010 | 2,551 | 2010 |

Consumer sentiment in large cities remained subdued due to high inflation which has negatively impacted consumer wallet leading to down trading. Drying up of private sector investment and energy shortages has adversely affected demand from the industrial sector. In addition liquidity issues in the market and the ongoing political and security environment has also affected the business sentiment. Production levels of Japanese OEM's in Pakistan were also lower due to the effects of Tsunami in Japan. In these challenging times your business has continued to invest in product innovation, higher level of customer service and dealer engagement.

HI 2011 volumes were 15 percent lower compared to HI 2010 . Raw material prices kept margins under pressure. During the quarter advertisement and sales promotion expenses were Rs 35 m higher than the same period last year due to launch of "Weathershield Sun Reflect", which has been well received in the market. Dulux Premier Service has been launched, offering home owners color advisory by renowned interior designers.

Operating result for HI 2011 at Rs 5.7 million was 97 percent lower than the same period last year.

Going forward, demand is expected to remain subdued. Measured selling price increases were effected in Q2, to protect unit margins and consumer value.

## LIFE SCIENCES BUSINESS



Net sales income was higher by 36 percent compared to HI 2010 . All the four segments posted double digit growth driven by higher volumes and product diversification. The Pharmaceutical segment continues to launch its 'own brand' generics and maintain its leadership positions in cardiovascular and oncology

## Review of the Directors

For the Quarter \& Half Year Ended June 30, 2011
drugs. Animal Health segment almost doubled its NSI due to higher sales volumes of its live stock feeds and milk enhancer products. The seeds segment added new seeds varieties to its portfolio and also launched a new micronutrients range

Operating result for the H 12011 at Rs 200.8 m was higher by 12 percent compared with the same period last year.

In Q3, the business expects to perform well in all four segments with plans to further introduce new products and enhance its presence in the market.

## CHEMICALS BUSINESS

Net sales, commission \& toll income (Rs m)


2010

| Operating result (Rs m) |  |
| :--- | :--- |
| 2011 | $\square$ |
| 2010 | 130 |

Overall sales volume for the six months was 2 percent higher compared to the same period last year.

Net sales income and operating result for the six months at Rs $1,768.4$ million and Rs 174.5 million were higher by 22 percent and 34 percent respectively compared to the same period last year on the back of strong performance by Trading, Polyurethanes and Textile segments and better unit margins.

Going forward, a cautious view is maintained on demand since energy outages remain a big concern.

## FUTURE OUTLOOK

H2 2011 results will be influenced by the gas outages which are likely to be more pronounced than the 2010 winter .The recent weakening of sovereign ratings in the US and Europe has heightened the risk of slow down of the global economy. This will also influence the outcome in H2. Your Company will remain focused on customers, energy conservation, control of costs and an expeditious start and implementation of the coal fired boiler project.

Your company continues to make representations to the Government of Pakistan to :
a. take effective steps to reduce the high level of "unaccounted for gas" (UFG), rationalize the tariff structure and adopt an equitable policy on load shedding.
b. take appropriate fiscal and administrative measures in order to provide level playing field for all players in the paint industry. The Government is losing substantial tax revenues as a significant part of this industry is operating in the unorganised sector.
c. take appropriate and speedy measures to amend the Anti-dumping Ordinance so as to allow it to be effectively applied by removing the objections raised in the Supreme Court of Pakistan with respect to the issue of quorum of commission at NTC.

## BOARD CHANGES

At the Fifty-Ninth Annual General Meeting of the Company held on April 27, 2011, an eight-member Board was elected by the shareholders for a three-year term commencing from April 29, 2011 namely, Messrs M J Jaffer, Waqar A Malik, Mueen Afzal, Ali A Aga, Bart Kaster, Feroz Rizvi, M Nawaz Tiwana and Derek W Welch.

At the said meeting the shareholders also authorised the holding of offices of profit by the Chief Executive and the executive directors as per their respective contracts of service. The three executive directors serving on the Board are: Messrs Waqar A Malik, Ali A Aga and Feroz Rizvi.

Subsequently, at a meeting of directors held on April 29, 2011, Mr M J Jaffer was appointed as Chairman and Mr Waqar A Malik as Chief Executive of the Company each for a term of three years commencing from April 29, 2011.

The directors also reconstituted the sub-committees of the Board with effect from April 29, 2011.

Earlier Mr James R Rees and Mr Rogier M G Roelen retired from the Board upon expiry of their terms of office as non-executive directors. The Board places on record the valuable contribution made by the two outgoing directors.

## APPOINTMENT OF NEW COMPANY SECRETARY

Ms Sakina Sibtain was appointed as Company Secretary and General Counsel with effect from July 15, 2011 in place of Ms Saira Nishtar.

## DEMERGER OF THE PAINTS BUSINESS

In May this year, the Board of Directors had approved in principle a plan to demerge the Company's Paints business into a separate listed company as Akzo Nobel Pakistan Limited effective from 1st July, 2011. The Board in its meeting held on August 24, 2011, has approved the Financial Statements as at June 30, 2011 which will form the basis of allocation of shares and reserves between ICI Pakistan Limited and Akzo Nobel Pakistan Limited. The Board has also approved a Scheme of Arrangement under section 284 to 288 of the Companies Ordinance 1984 between ICI Pakistan Limited (\& its members) and Akzo Nobel Pakistan Limited (\& its members) for reconstruction of ICI Pakistan Limited. The Scheme will be submitted to the Sindh High Court for its sanction. The Scheme will also be approved by the members at an Extra-Ordinary General Meeting to be convened in due course.


M J Jaffer
Chairman


Waqar A Malik
Chief Executive

August 24, 2011
Karachi

## Auditors' Report to Members on Review of Interim Financial Information

## Introduction

We have reviewed the accompanying condensed interim unconsolidated balance sheet of ICI Pakistan Limited ("the Company") as at 30 June 2011 and the related condensed interim unconsolidated profit and loss account, condensed interim unconsolidated statement of comprehensive income, condensed interim unconsolidated cash flow statement, condensed interim unconsolidated statement of changes in equity and a summary of significant accounting policies and the notes to the condensed interim unconsolidated financial statements for the six months period then ended (interim financial information). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review.

## Scope of Review

We conducted our review in accordance with International Standard on Review Engagements 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity." A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

## Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying condensed interim unconsolidated financial information as at 30 June 2011 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. The figures for the quarter ended 30 June 2011 in the condensed interim unconsolidated financial information have not been reviewed and we do not express a conclusion on them.

Date: 24 August 2011 Karachi


KPMG Taseer Hadi \& Co. Chartered Accountants Amir Jamil Abbasi

Condensed Interim Unconsolidated Balance Sheet (Unaudited)
As at June 30, 2011

|  | Note | Amounts in Rs '000 |  |
| :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2010 \end{gathered}$ |
| ASSETS |  |  |  |
| Non-Current Assets <br> Property, plant and equipment Intangible assets | $3$ | $\begin{array}{r} 8,691,700 \\ 164,442 \end{array}$ | $\begin{array}{r} 8,895,091 \\ 180,102 \end{array}$ |
|  |  | 8,856,142 | 9,075,193 |
| Long-term investments <br> Long-term loans <br> Long-term deposits and prepayments | 5 | $\begin{array}{r} 712,500 \\ 322,104 \\ 43,906 \end{array}$ | 712,500 324,264 40,458 |
|  |  | 1,078,510 | 1,077,222 |
|  |  | 9,934,652 | 10,152,415 |
| Current Assets |  |  |  |
| Stores and spares |  | 496,199 | 450,596 |
| Stock-in-trade | 6 | 4,914,729 | 3,786,345 |
| Trade debts |  | 946,065 | 792,867 |
| Loans and advances | 7 | 581,113 | 590,722 |
| Trade deposits and short-term prepayments |  | 406,440 | 443,674 |
| Other receivables |  | 754,737 | 606,280 |
| Taxation recoverable |  | 774,715 | 545,951 |
| Cash and bank balances |  | 2,845,025 | 4,661,822 |
|  |  | 11,719,023 | 11,878,257 |
| Total Assets |  | 21,653,675 | 22,030,672 |

EQUITY AND LIABILITIES
Share Capital and Reserves
Authorised capital

| 1,500,000,000 (December 31, 2010: 1,500,000,000) |
| :--- | :--- | :--- | :--- |
| ordinary shares of Rs 10 each |$\quad 15,000,000 \quad 15,000,000$


| Issued, subscribed and paid-up capital |  |  |
| :--- | ---: | ---: |
| 138,802,300 (December 31, 2010: $138,802,300$ ) |  |  |
| ordinary shares of Rs 10 each | $\mathbf{1 , 3 8 8 , 0 2 3}$ | $1,388,023$ |
| Capital reserves | $\mathbf{4 6 5 , 8 4 5}$ | 465,845 |
| Unappropriated profit | $\mathbf{1 2 , 0 1 1 , 3 4 9}$ | $\mathbf{1 2 , 6 9 4 , 2 2 5}$ |
| Total Equity | $\mathbf{1 3 , 8 6 5 , 2 1 7}$ | $\mathbf{1 4 , 5 4 8 , 0 9 3}$ |
| Surplus on revaluation of property, plant and equipment | $\mathbf{8 9 7 , 1 5 7}$ | $\mathbf{9 0 7 , 3 5 2}$ |

## LIABILITIES

Non-Current Liabilities
Provisions for non-management staff gratuity and eligible retired employees' medical scheme

Deferred tax liability - net

Current Liabilities
Trade and other payables
Short term financing


Contingencies and Commitments
9

| Total Equity and Liabilities | $\mathbf{2 1 , 6 5 3 , 6 7 5}$ | $\mathbf{2 2 , 0 3 0 , 6 7 2}$ |
| :--- | :--- | :--- |

The annexed notes from 1 to 18 form an integral part of these condensed interim unconsolidated financial information.


Feroz Rizvi
Chief Financial Officer

Condensed Interim Unconsolidated Profit and Loss Account (Unaudited) For the Six Months Period Ended June 30, 2011

| Polyester |  |  |  | Soda Ash |  |  |  | Paints |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the <br> 3 months <br> ended <br> June 30 <br> 2011 | For the 6 months ended June 30 2011 | For the <br> 3 months <br> ended <br> June 30 <br> 2010 | For the 6 months ended June 30 2010 | For the <br> 3 months ended June 30 2011 | For the 6 months ended June 30 2011 | For the <br> 3 months ended June 30 2010 | For the <br> 6 months <br> ended <br> June 30 <br> 2010 | For the <br> 3 months ended June 30 2011 | For the 6 months ended June 30 2011 | For the <br> 3 months <br> ended <br> June 30 <br> 2010 | For the <br> 6 months <br> ended <br> June 30 <br> 2010 |


| Turnover - note 10 | 4,632,451 | 10,895,551 | 4,439,952 | 8,435,694 | 2,188,211 | 4,286,454 | 2,048,741 | 3,957,230 | 2,100,895 | 3,476,976 | 1,865,864 | 3,589,993 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Sales tax |  |  |  |  | $(361,133)$ | $(718,678)$ | $(303,512)$ | $(582,872)$ | $(289,905)$ | $(478,007)$ | $(248,261)$ | $(477,611)$ |
| Excise duty |  |  |  |  | $(42,090)$ | $(63,352)$ | $(14,847)$ | $(28,487)$ | $(41,837)$ | $(55,882)$ | $(15,349)$ | $(29,518)$ |
| Commission and discounts to distributors and customers | $(12,179)$ | $(20,356)$ | $(12,105)$ | $(23,599)$ | $(68,428)$ | $(130,082)$ | $(72,407)$ | (142,573) | $(289,156)$ | $(479,125)$ | $(275,692)$ | $(531,810)$ |
|  | $(12,179)$ | $(20,356)$ | $(12,105)$ | $(23,599)$ | $(471,651)$ | $(912,112)$ | $(390,766)$ | $(753,932)$ | $(620,898)(1,013,014)$ |  | $(539,302)(1,038,939)$ |  |
| Net sales, commission and toll income | 4,620,272 10,875,195 |  | 4,427,847 | 8,412,095 | 1,716,560 | 3,374,342 | 1,657,975 | 3,203,298 | 1,479,997 | 2,463,962 | 1,326,562 | 2,551,054 |
| Cost of sales | $(4,446,141)(9,977,600)(3,829,546)(7,436,695)(1,347,099)(2,913,236)(1,106,671)(2,531,673)(1,108,985)(1,839,377)(928,969)(1,786,210)$ |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |
| Gross profit | 174,131 | 897,595 | 598,301 | 975,400 | 369,461 | 461,106 | 551,304 | 671,625 | 371,012 | 624,585 | 397,593 | 764,844 |
| Selling and distribution expenses | $(16,405)$ | $(31,941)$ | $(18,650)$ | $(34,356)$ | $(32,495)$ | $(57,106)$ | $(62,075)$ | $(123,233)$ | $(263,497)$ | $(411,946)$ | $(220,018)$ | $(393,801)$ |
| Administration and general expenses | $(73,055)$ | $(133,808)$ | $(45,742)$ | $(86,798)$ | $(59,522)$ | $(107,061)$ | (71,730) | $(129,960)$ | $(124,067)$ | $(206,983)$ | $(86,468)$ | $(181,971)$ |
| Operating result | 84,671 | 731,846 | 533,909 | 854,246 | 277,444 | 296,939 | 417,499 | 418,432 | $(16,552)$ | 5,656 | 91,107 | 189,072 |

Financial charges
Workers' profit participation fund
Workers' welfare fund
Other operating charges

Other operating income
Profit before taxation
Taxation - note 12
Profit after taxation

Earnings per share - Basic and Diluted
The annexed notes from 1 to 18 form an integral part of these condensed interim unconsolidated financial information.

## Condensed Interim Unconsolidated

 Profit and Loss Account (Unaudited) For the Six Months Period Ended June 30, 2011Amounts in Rs '000

| Life Sciences |  |  |  | Chemicals |  |  |  | Company |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the 3 months ended June 30 2011 | For the 6 months ended June 30 2011 | For the 3 months ended June 30 2010 | For the <br> 6 months <br> ended <br> June 30 <br> 2010 | For the 3 months ended June 30 2011 | For the <br> 6 months <br> ended <br> June 30 <br> 2011 | For the 3 months ended June 30 2010 | For the <br> 6 months <br> ended <br> June 30 <br> 2010 | For the <br> 3 months <br> ended <br> June 30 <br> 2011 | For the 6 months ended June 30 2011 | For the <br> 3 months <br> ended <br> June 30 <br> 2010 | For the <br> 6 months ended June 30 2010 |
| 1,223,264 | 2,466,357 | 902,617 | 1,816,670 | 1,199,153 | 2,103,968 | 1,027,184 | 1,704,476 | 11,179,776 | 22,921,334 | 10,145,306 | 19,295,066 |
| $\begin{gathered} (1,511) \\ - \\ \\ (100,860) \end{gathered}$ |  | $\begin{array}{\|r} \hline(436) \\ - \\ \\ (73,374) \\ \hline \end{array}$ | $\begin{array}{r} \hline(436) \\ - \\ \\ (153,040) \end{array}$ | $\begin{array}{r} (130,829) \\ (8,888) \\ \\ (61,454) \end{array}$ | $\begin{array}{r} (221,328) \\ (12,335) \\ \\ (101,887) \\ \hline \end{array}$ | $\begin{array}{r} (99,916) \\ (2,612) \\ \\ (48,043) \\ \hline \end{array}$ | $\begin{array}{r} (170,256) \\ (4,926) \\ \\ (83,022) \\ \hline \end{array}$ | $\begin{array}{r} (783,378) \\ (92,815) \\ \\ (532,077) \\ \hline \end{array}$ | $\begin{array}{\|r\|} \hline(1,419,796) \\ (131,569) \\ \\ \\ (931,559) \\ \hline \end{array}$ | $\begin{array}{r} (652,125) \\ (32,808) \\ \\ (481,621) \\ \hline \end{array}$ | $\begin{array}{r} \hline(1,231,175) \\ (62,931) \\ \\ (934,044) \\ \hline \end{array}$ |
| $(102,371)$ | $(201,892)$ | $(73,810)$ | $(153,476)$ | $(201,171)$ | $(335,550)$ | $(150,571)$ | $(258,204)$ | $(1,408,270)$ | $(2,482,924)$ | $(1,166,554)$ | $(2,228,150)$ |
| 1,120,893 | 2,264,465 | 828,807 | 1,663,194 | 997,982 | 1,768,418 | 876,613 | 1,446,272 | 9,771,506 | 20,438,410 | 8,978,752 | 17,066,916 |
| $(813,610)$ | $(1,651,228)$ | $(594,196)$ | $(1,196,560)$ | $(803,372)$ | $(1,411,607)$ | $(721,372)$ | $(1,178,288)$ | $(8,355,009)$ | $(17,485,076)$ | $(7,041,702)$ | $(13,920,429)$ |
| 307,283 | 613,237 | 234,611 | 466,634 | 194,610 | 356,811 | 155,241 | 267,984 | 1,416,497 | 2,953,334 | 1,937,050 | 3,146,487 |
| $(155,637)$ | $(298,571)$ | $(103,779)$ | $(219,460)$ | $(56,603)$ | $(98,140)$ | $(35,735)$ | $(68,684)$ | $(524,637)$ | $(897,704)$ | $(440,257)$ | $(839,534)$ |
| $(68,389)$ | $(113,886)$ | $(37,975)$ | $(67,136)$ | $(50,669)$ | $(84,167)$ | $(37,866)$ | $(69,435)$ | $(375,702)$ | $(645,905)$ | $(279,781)$ | $(535,300)$ |
| 83,257 | 200,780 | 92,857 | 180,038 | 87,338 | 174,504 | 81,640 | 129,865 | 516,158 | 1,409,725 | 1,217,012 | 1,771,653 |




M J Jaffer
Chairman / Director


Waqar A Malik
Chief Executive


Feroz Rizvi Chief Financial Officer

Condensed Interim Unconsolidated
Statement of Comprehensive Income (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000


The annexed notes from 1 to 18 form an integral part of these condensed interim unconsolidated financial information.


M J Jaffer
Chairman / Director


Waqar A Malik Chief Executive


Feroz Rizvi Chief Financial Officer

Condensed Interim Unconsolidated
Cash Flow Statement (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000

|  | June $\mathbf{3 0}$ | June 30 |
| :--- | ---: | ---: |
| 2011 | 2010 |  |
| Cash Flows from Operating Activities |  |  |
| Profit before taxation | $\mathbf{1 , 4 9 1 , 4 7 1}$ | $\mathbf{1 , 7 8 7 , 2 4 2}$ |
| Adjustments for: |  |  |
| Depreciation and amortisation <br> Loss / (Gain) on disposal of property, plant and equipment <br> Provision for non-management staff gratuity <br> and eligible retired employees' medical scheme <br> Mark-up on bank deposits and loan to subsidiary <br> Interest / mark-up expense | $\mathbf{5 1 4 , 3 1 9}$ | 457,689 |
|  | $\mathbf{2 , 1 6 8}$ | $(20,066)$ |
| Movement in: | $\mathbf{4 7 , 8 6 0}$ | 23,417 |
| Working capital | $\mathbf{( 2 1 0 , 9 0 3 )}$ | $(175,777)$ |
| Long-term loans | $\mathbf{3 9 , 5 8 4}$ | 31,622 |
| Long-term deposits and prepayments | $\mathbf{1 , 8 8 4 , 4 9 9}$ | $2,104,127$ |
| Cash generated from / (used in) operations | $\mathbf{( 1 , 0 0 3 , 6 1 2 )}$ | $(2,348,720)$ |

Payments for:
Non-management staff gratuity
and eligible retired employees' medical scheme
$(6,902)$
$(8,902)$

## Taxation

$\begin{array}{rr}(837,079) & (600,499) \\ (39,584) & (31,622)\end{array}$

| Profit / mark-up received on bank deposits | $\mathbf{1 6 8 , 7 5 0}$ | $\mathbf{1 3 7 , 9 4 2}$ |
| :--- | :--- | :--- |

Net cash generated from / (used in) operating activities
140,562
$(778,986)$

## Cash Flows from Investing Activities

Payments for capital expenditure
Proceeds from disposal of property, plant and equipment Profit / mark-up received from Subsidiary

Net cash used in investing activities

| $(\mathbf{3 3 8 , 1 3 3}$ <br> $\mathbf{4 , 1 6 3}$ <br> $\mathbf{3 6 , 2 6 5}$ | $(370,602)$ <br> 25,434 <br> 34,347 |
| ---: | ---: |
| $\mathbf{( 2 9 7 , 7 0 5 )}$ | $(310,821)$ |

## Cash Flows from Financing Activities

| Dividend paid | (1,665,628) | $(624,613)$ |
| :---: | :---: | :---: |
| Net cash used in financing activities | (1,665,628) | $(624,613)$ |
| Net decrease in cash and cash equivalents | $(1,822,771)$ | (1,714,420) |
| Cash and cash equivalents at January 1 | 4,661,822 | 4,468,251 |
| Cash and cash equivalents at June 30 | 2,839,051 | 2,753,831 |
| Movement in Working Capital (Increase) / Decrease in current assets |  |  |
|  | $(45,603)$ | $(42,884)$ |
| Stock-in-trade | $(1,128,384)$ | $(505,462)$ |
| Trade debts | $(153,198)$ | $(528,764)$ |
| Loans and advances | 31,831 | 25,976 |
| Trade deposits and short-term prepayments | 37,234 | $(112,869)$ |
| Other receivables | $(142,569)$ | $(197,058)$ |
| Increase /(Decrease) in current liability Trade and other payables | $(1,400,689)$ | $(1,361,061)$ |
|  | 397,077 | $(987,659)$ |
|  | $(1,003,612)$ | $(2,348,720)$ |
| Cash and cash equivalents at June 30 comprise of: Cash and bank balances <br> Running finances utilised under mark-up arrangements |  |  |
|  | $\begin{array}{r} 2,845,025 \\ (5,974) \end{array}$ | $\begin{gathered} 2,892,040 \\ (138,209) \end{gathered}$ |
|  | 2,839,051 | 2,753,831 |

The annexed notes from 1 to 18 form an integral part of these condensed interim unconsolidated financial information.


M J Jaffer Chairman / Director


Waqar A Malik
Chief Executive


Feroz Rizvi Chief Financial Officer

## Condensed Interim Unconsolidated

## Statement of Changes in Equity (Unaudited)

For the Six Months Period Ended June 30, 2011

|  | Issued, subscribed and paid-up share capital | Capital reserves | Unappropriated profit | Total |
| :---: | :---: | :---: | :---: | :---: |
| Balance as on January 1, 2010 | 1,388,023 | 465,845 | 11,628,928 | 13,482,796 |
| Changes in equity for 2010 |  |  |  |  |
| Final dividend for the year ended December 31, 2009 @ Rs 4.50 per share, transactions with owners, recorded directly in equity | - | - | $(624,610)$ | $(624,610)$ |
| Total comprehensive income for the six months ended June 30, 2010 <br> Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred taxation | - | - | 1,165,022 | 1,165,022 |
|  | - | - | 11,986 | 11,986 |
|  | - | - | 1,177,008 | 1,177,008 |
| Balance as on June 30, 2010 | 1,388,023 | 465,845 | 12,181,326 | 14,035,194 |
| Interim dividend for the year 2010 @ Rs 5.50 per share, transactions with owners, recorded directly in equity | - | - | $(763,413)$ | $(763,413)$ |
| Total comprehensive income for the six months ended December 31, 2010 <br> Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred taxation | - | - | 1,263,804 | 1,263,804 |
|  | - | - | $12,508$ | 12,508 |
|  | - | - | 1,276,312 | 1,276,312 |
| Balance as on December 31, 2010 | 1,388,023 | 465,845 | 12,694,225 | 14,548,093 |

## Changes in equity for 2011

Final dividend for the year ended December
31, 2010 @ Rs 12.00 per share, transactions
with owners, recorded directly in equity
Total comprehensive income for the six months ended June 30, 2011

Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period

- net of deferred taxation

| - | - | $(1,665,628)$ | $(1,665,628)$ |
| :---: | :---: | :---: | :---: |
|  | - | 972,557 | 972,557 |
| - | - | 10,195 | 10,195 |
| - | - | 982,752 | 982,752 |
| 1,388,023 | 465,845 | 12,011,349 | 13,865,217 |

The annexed notes from 1 to 18 form an integral part of these condensed interim unconsolidated financial information.



Waqar A Malik Chief Executive


Feroz Rizvi Chief Financial Officer

## Notes to the Condensed Interim Unconsolidated Financial Information (Unaudited)

For the Six Months Period Ended June 30, 2011

## Amounts in Rs ‘000

1. The condensed interim unconsolidated financial information has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 - Interim Financial Reporting and is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and the Listing Regulations of Karachi, Lahore and Islamabad Stock Exchanges. The condensed interim unconsolidated financial information does not include all of the information required for full annual financial statements and should be read in conjunction with the annual financial statements as at and for the year ended December 31, 2010.
1.1 The Board of Directors of ICI Pakistan Limited on April 29, 2011 received a proposal from its ultimate holding company Akzo Nobel N.V. to restructure its interest in ICI Pakistan Limited. The Board of Directors of the Company on May 12, 2011 after taking advice from legal and tax consultant decided that the Company should be demerged into two entities, both of which will be listed on the Karachi, Lahore and Islamabad Stock Exchanges. Demerger would be approved by the shareholders and by the High Court of Sindh.

One such entity will be Akzo Nobel Pakistan Limited (comprising the Paints Business) and the other will be ICI Pakistan Limited (retaining all other businesses of ICI Pakistan).

The Board of Directors has also approved the Scheme of Arrangement for Demerger on August 24, 2011.
1.2 The accounting policies and methods of computation adopted for the preparation of this condensed interim unconsolidated financial information are the same as those applied in the preparation of the financial statements for the preceding year ended December 31, 2010.
2. PROPERTY, PLANT AND EQUIPMENT

| PROPERTY, PLANT AND EQUIPMENT | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2010 \end{gathered}$ |
| :---: | :---: | :---: |
| Operating assets - at net book value | 8,449,665 | 8,677,493 |
| Capital work-in-progress - at cost |  |  |
| Civil works and buildings | 54,392 | 39,836 |
| Plant and machinery | 70,535 | 130,655 |
| Miscellaneous equipment | 67,727 | 8,993 |
| Advances to suppliers / contractors | 49,381 | 38,114 |
|  | 242,035 | 217,598 |
| Total Property, plant and equipment | 8,691,700 | 8,895,091 |

2.1 Following is the cost of operating property, plant and equipment that have been added / disposed off during the six months period ended June 30, 2011:

|  | Additions / Transfers |  | Disposals |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2010 \end{gathered}$ | $\begin{gathered} \hline \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2010 \end{gathered}$ |
| Buildings on freehold land | 11,437 | 18,540 | - |  |
| Buildings on leasehold land | 23,681 | 16,303 | - | - |
| Plant and machinery | 194,149 | 143,799 | 7,357 | 8,461 |
| Vehicles | 85 | 1,416 | 1,132 | 1,960 |
| Furniture and equipment | 35,400 | 51,582 | 134,815 | 33,353 |
| Total | 264,752 | 231,640 | 143,304 | 43,774 |

3. INTANGIBLE ASSETS

| INTANGIBLE ASSETS | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{array}{\|c} \text { December } 31 \\ 2010 \end{array}$ |
| :---: | :---: | :---: |
| Intangible assets - at net book value | 97,265 | 114,750 |
| Under development - at cost | 67,177 | 65,352 |
| Total Intangible assets | 164,442 | 180,102 |

3.1 This includes additions of intangible assets and transfers from capital work in progress of Rs 12.410 million during the period.

Notes to the Condensed Interim Unconsolidated
Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

|  | Amounts in Rs '000 |  |
| :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { December } 31 \\ 2010 \end{gathered}$ |
| 4. LONG-TERM INVESTMENTS |  |  |
| Unquoted |  |  |
| Subsidiary - ICI Pakistan PowerGen Limited (wholly owned) - note 4.1 |  |  |
| 7,100,000 ordinary shares (December 31, 2010: 7,100,000) |  |  |
| of Rs 100 each | 710,000 | 710,000 |
| Others |  |  |
| Equity security available for sale - Arabian Sea Country Club Limited | 2,500 | 2,500 |
| Total Long-term investments | 712,500 | 712,500 |
| 4.1 The value of the Company's investment on the basis of net assets of unaudited condensed interim financial information for the six mont amounted to Rs 316.396 million (December 31, 2010: Rs 306.706 mil | unaudited condensed interim financial information for the six months period ended June 30, 2011 |  |
| 5. LONG-TERM LOANS - considered go |  |  |
| Due from Subsidiary - Unsecured loan - note $5.1 \quad \mathbf{2 0 0 , 0 0 0} 200,000$ |  |  |
| Due from Directors, Executives and Employees - note 5.2 247,085 219,177 |  |  |
|  | 447,085 | 419,177 |
| Less: Current portions shown under current assets |  |  |
| Due from Subsidiary - note 5.1 44,444 $\quad 22,222$ |  |  |
| Due from Directors, Executives and Employees - note 5.2 | 124,981 | 94,913 |
| Total Long-term loans | 322,104 | 324,264 |

5.1 This represents loan given to ICI Pakistan PowerGen Limited (wholly owned subsidiary) carrying a markup at 3 months KIBOR $+2 \%$. This loan is repayable in nine equal semi annual installments commencing from October 1, 2011.
5.2 These include loans to key management personnel for the purchase of motor cars and house building assistance and are repayable between two to ten years. These loans are interest free and granted to the employees of the Company in accordance with their terms of employment.

## 6. STOCK-IN-TRADE

Out of the total carrying value of inventories Rs 812.84 million (December 31, 2010: Rs Nil) are measured at net realisable value. As at June 30, 2011 stock has been written down by Rs 7.22 million (December 31, 2010: Rs Nil) to arrive at its net realisable value.

## 7. LOANS AND ADVANCES

A standby finance facility of Rs 300 million (December 31, 2010: Rs 300 million) is provided to ICI Pakistan PowerGen Limited (wholly owned subsidiary) repayable on demand at a markup rate of 3 months KIBOR + 1.65\% (December 31, 2010: 3 months KIBOR + 1.65\%). The amount utilized under this facility as at June 30, 2011 amounted to Rs 283 million (December 31, 2010: Rs 283 million).
8. SHORT-TERM FINANCING
8.1 The facilities for running finance available from various banks amounted to Rs 2,471 million (December 31, 2010: Rs 2,471 million) and carry mark-up during the period ranging from relevant KIBOR +0.50 to 1.50 percent per annum with an average mark-up rate as on June 30, 2011 at relevant KIBOR + $1.18 \%$ per annum (December 31, 2010: KIBOR $+0.75 \%$ to $3.47 \%$ per annum with an average markup rate as on December 31, 2010 at relevant KIBOR + 1.30\% per annum). The facilities are secured by hypothecation charge over the present and future stock-in-trade and book debts of the Company and first pari passu charge over plant and machinery of Soda Ash Business of the Company.

Notes to the Condensed Interim Unconsolidated
Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

## 9. CONTINGENCIES AND COMMITMENTS

9.1 Claims against the Company not acknowledged as debts are as follows:

| Local bodies | $\mathbf{1 4 , 2 7 8}$ | 14,178 |
| :--- | ---: | ---: |
| Sales Tax authorities | $91, \mathbf{3 3 6}$ | 91,336 |
| Others | $\mathbf{1 7 2 , 0 4 6}$ | 137,934 |
| Total | $\mathbf{2 7 7 , 6 6 0}$ | $\mathbf{2 4 3 , 4 4 8}$ |

9.2 Guarantees issued by the Company in respect of financial and operational obligations of Lotte Pakistan PTA Limited pursuant to the Scheme of Arrangement, against which Lotte Pakistan PTA Limited and KP Chemicals Corporation Limited have issued counter guarantees to the Company.

2,100,000
2,190,000
9.3 Guarantees issued by the Company to a bank in respect of financing obtained by Senior Executives, in accordance with the terms of employment.

35,000
35,000
9.4 Guarantee issued by the Company to a bank on behalf of its $\begin{array}{llll}\text { subsidiary ICI Pakistan PowerGen Limited for availing funded facility. } & \mathbf{1 3 3 , 0 0 0} & 133,000\end{array}$

| 9.5 | Commitments in respect of capital expenditure | $\mathbf{1 0 3 , 1 8 1}$ | 138,350 |
| :--- | :--- | :--- | :--- |

9.6 A notice was issued by the Environmental Protection Authority (EPA) against the Paints factory located at Ferozpur road, Lahore. Pursuant to this an order was passed by the EPA for violation of certain provisions of the 'Act'. The Company is of the opinion that the order was not justified and has filed an appeal against the order in the Environmental Tribunal in Lahore, which is pending.
9.7 Commitments for rentals under operating lease / Ijarah contracts in respect of vehicles are as follows:

| Year |  |  |
| :--- | ---: | ---: |
|  |  |  |
| 2011 | $\mathbf{3 6 , 2 0 1}$ | 67,470 |
| 2012 | 63,669 | 56,785 |
| 2013 | $\mathbf{4 7 , 9 0 5}$ | 32,769 |
| 2014 | $\mathbf{2 6 , 7 6 8}$ | 7,135 |
| 2015 | $\mathbf{7 , 7 4 0}$ | - |
| Total | $\mathbf{1 8 2 , 2 8 3}$ | $\mathbf{1 6 4 , 1 5 9}$ |
| Payable not later than one year | $\mathbf{6 8 , 9 7 7}$ | 67,470 |
| Payable later than one year but not later than five years | $\mathbf{1 1 3 , 3 0 6}$ | 96,689 |
| Total | $\mathbf{1 8 2 , 2 8 3}$ | 164,159 |


| June 30, 2011 |  | June 30, 2010 |  |
| :---: | :---: | :---: | :---: |
| For the 3 months ended | For the 6 months ended | For the 3 months ended | For the 6 months ended |

10. TURNOVER
10.1 INTER-SEGMENT SALES AND PURCHASES

Inter-segment sales and purchases between Chemicals and Paints have been eliminated from the total

| 164,198 | 307,972 | 139,052 | 208,997 |
| :--- | :--- | :--- | :--- |

10.2 Transactions among the business segments are recorded at arm's length prices using admissible valuation methods.
10.3 Turnover includes export sales of Rs 178.24 million made to various countries during the six month period.

Notes to the Condensed Interim Unconsolidated
Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

|  | Amounts in Rs '000 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | June 30, 2011 |  | June 30, 2010 |  |
|  | For the 3 months ended | For the 6 months ended | For the 3 months ended | For the 6 months ended |
| 11. COST OF SALES |  |  |  |  |
| Opening stock of raw and packing materials Purchases | $\begin{aligned} & \hline \text { 1,813,378 } \\ & 6,023,162 \end{aligned}$ | $\begin{array}{\|r\|} \hline 1,698,629 \\ 12,901,088 \\ \hline \end{array}$ | $\begin{aligned} & \hline 1,417,102 \\ & 5,073,150 \end{aligned}$ | $\begin{aligned} & \hline 1,218,757 \\ & 9,907,342 \end{aligned}$ |
| Closing stock of raw and packing materials | $\begin{array}{\|c\|} \hline 7,836,540 \\ (2,058,184) \\ \hline \end{array}$ | $\begin{array}{l\|} \hline 14,599,717 \\ (2,058,184) \\ \hline \end{array}$ | $\begin{array}{r} \hline 6,490,252 \\ (1,488,652) \\ \hline \end{array}$ | $\begin{array}{\|l\|} \hline 11,126,099 \\ (1,488,652) \\ \hline \end{array}$ |
| Raw and packing materials consumption Manufacturing costs | $\begin{aligned} & \hline 5,778,356 \\ & 1,695,795 \\ & \hline \end{aligned}$ | $\begin{array}{r} \hline 12,541,533 \\ 3,620,101 \\ \hline \end{array}$ | $\begin{aligned} & 5,001,600 \\ & 1,400,317 \\ & \hline \end{aligned}$ | $\begin{aligned} & \hline 9,637,447 \\ & 3,020,688 \\ & \hline \end{aligned}$ |
| Opening stock of work-in-process | $\begin{array}{r} 7,474,151 \\ 181,696 \end{array}$ | $\begin{array}{r} 16,161,634 \\ 48,553 \end{array}$ | $\begin{array}{r} \hline 6,401,917 \\ 117,428 \end{array}$ | $\begin{array}{\|r\|} \hline 12,658,135 \\ 83,229 \\ \hline \end{array}$ |
| Closing stock of work-in-process | $\begin{gathered} 7,655,847 \\ (226,475) \\ \hline \end{gathered}$ | $\begin{array}{\|r\|} \hline 16,210,187 \\ (226,475) \\ \hline \end{array}$ | $\begin{array}{r} 6,519,345 \\ (89,685) \\ \hline \end{array}$ | $\begin{array}{\|r\|} \hline 12,741,364 \\ (89,685) \\ \hline \end{array}$ |
| Cost of goods manufactured | 7,429,372 | 15,983,712 | 6,429,660 | 12,651,679 |
| Opening stock of finished goods | 2,368,072 | 2,039,163 | 2,172,875 | 1,942,539 |
| Finished goods purchased | 1,187,635 | 2,092,271 | 610,817 | 1,497,861 |
| Closing stock of finished goods | $\begin{array}{\|l\|} \hline 10,985,079 \\ (2,630,070) \\ \hline \end{array}$ | $\begin{array}{\|l\|} \hline 20,115,146 \\ (2,630,070) \\ \hline \end{array}$ | $\begin{gathered} \hline 9,213,352 \\ (2,171,650) \\ \hline \end{gathered}$ | $\begin{array}{\|l\|} \hline 16,092,079 \\ (2,171,650) \\ \hline \end{array}$ |
| Cost of sales | 8,355,009 | 17,485,076 | 7,041,702 | 13,920,429 |

12. TAXATION

| Current | $\mathbf{2 4 3 , 7 3 5}$ | $\mathbf{6 0 8 , 3 1 5}$ | 398,110 | 668,110 |
| :--- | ---: | ---: | ---: | ---: |
| Deferred | $(49,687)$ | $(89,401)$ | 11,110 | $(45,890)$ |
| Total | 194,048 | 518,914 | 409,220 | 622,220 |

13. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise parent company (ICI Omicron B.V.), ultimate parent company (AkzoNobel N.V.), related group companies, local associated company, directors of the Company, companies where directors also hold directorship, key employees and staff retirement funds. Details of transactions with related parties, other than those which have been specifically disclosed elsewhere in these financial statements are as follows:

## Subsidiary Company

| Purchase of goods, materials and services | $\mathbf{2 2 4 , 8 6 8}$ | $\mathbf{5 1 0 , 7 6 2}$ | 251,412 | 476,809 |
| :--- | ---: | ---: | ---: | ---: |
| Provision of services and other receipts | $\mathbf{4 9 5}$ | $\mathbf{9 9 0}$ | 495 | 990 |
| Return on loan to subsidiary and <br> running finance facility | $\mathbf{1 8 , 4 4 2}$ | $\mathbf{3 6 , 6 1 0}$ | 17,021 | 33,843 |
|  |  |  |  |  |
| Associated Companies | $\mathbf{2 7 , 7 8 3}$ | $\mathbf{7 1 , 9 4 8}$ | 50,629 | 76,986 |
| Purchase of goods, materials and services | $\mathbf{3 3 5}$ | $\mathbf{4 4 9}$ | 399 | 3,296 |
| Provision of services and other receipts | $\mathbf{3 6 , 2 7 8}$ | $\mathbf{7 4 , 7 6 9}$ | 30,571 | 57,884 |
| Sale of goods and materials | $\mathbf{5 3 , 3 7 2}$ | $\mathbf{9 9 , 8 8 2}$ | 148,682 | 181,109 |
| Contribution to staff retirement benefit plans | $\mathbf{1 , 2 6 2 , 7 5 0}$ | $\mathbf{1 , 2 6 2 , 7 5 0}$ | - | 473,517 |

Notes to the Condensed Interim Unconsolidated Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

### 13.1 Transaction with key management personnel

Key management personnel received an amount of Rs 137.491 million (June 30, 2010: Rs 122.988 million) on account of remuneration out of which Rs 14.529 million (June 30, 2010: Rs 13.224 million) relates to post employment benefits.
14. ESTIMATES

Judgments and estimates made by the management in the preparation of the condensed interim unconsolidated financial information were the same as those that were applied to the financial statements as at and for the year ended December 31, 2010.
15. FINANCIAL RISK MANAGEMENT

The Company's financial risk management objective and policies are consistent with that disclosed in the financial statements as at and for the year ended December 31, 2010.
16. DIVIDEND

The Directors in their meeting held on August 24, 2011 have declared an interim dividend of Rs 3.50 per share in respect of six months period ended June 30, 2011. The condensed interim unconsolidated financial information for six months period ended June 30, 2011 does not include the effect of the above interim cash dividend which will be accounted for in the period in which it is declared.

## 17. DATE OF AUTHORISATION

This condensed interim unconsolidated financial information was authorised for issue in the Board of Directors meeting held on August 24, 2011.
18. GENERAL
18.1 Figures have been rounded off to the nearest thousand rupees except as stated otherwise.
18.2 The charge for defined benefit has been recognized on the basis of actuarial valuation carried out at June 30, 2011.



Waqar A Malik
Chief Executive


Feroz Rizvi Chief Financial Officer
Prer

## ICI Pakistan Limited and its Subsidiary Company

## Review of the Directors

For the Quarter \& Half Year Ended June 30, 2011

The Directors are pleased to present their review together with the un-audited Group results of ICI Pakistan Limited for the quarter and half year ended June 30, 2011. The ICI Pakistan Group comprises of ICI Pakistan Limited and ICI Pakistan PowerGen Limited, a wholly owned subsidiary

The Directors review, giving a commentary on the performance of ICI Pakistan Limited for the quarter and half year ended June 30, 2011 has been presented separately.

In wake of global demand supply dynamics, the crude oil prices fell during the quarter, however it remained above the average prices of Q1 2011 and same period last year. Gas prices remained stable during the quarter.

Electricity sales volume for HI 2011 was 21 percent lower than same period last year due to lower demand from Polyester business of ICI Pakistan Limited.

Operating result for HI 2011 at Rs 46.74 million was 19 percent lower than the same period last year mainly due to lower sales volumes and frequent gas curtailment resulting in use of expensive alternative fuels.

## FUTURE OUTLOOK

Furnace oil prices are expected to remain stable to firm and are currently at Rs 62,588 per ton.


M J Jaffer
Chairman

## August 24, 2011

Karachi

Condensed Interim Consolidated Balance Sheet (Unaudited)
As at June 30, 2011

Amounts in Rs '000
Note June $30 \quad$ December 31

ASSETS

| Non-Current Assets |  |  |  |
| :---: | :---: | :---: | :---: |
| Property, plant and equipment | 2 | 9,294,788 | 9,510,300 |
| Intangible assets | 3 | 164,442 | 180,103 |
|  |  | 9,459,230 | 9,690,403 |
| Long-term investment <br> Long-term loans <br> Long-term deposits and prepayments | 4 | 2,500 | 2,500 |
|  | 5 | 171,859 | 148,265 |
|  |  | 43,906 | 40,458 |
|  |  | 218,265 | 191,223 |
|  |  | 9,677,495 | 9,881,626 |
| Current Assets |  |  |  |
| Stores and spares |  | 564,881 | 518,978 |
| $\begin{array}{ll}\text { Stock-in-trade } & 6\end{array}$ |  | 4,944,139 | 3,816,680 |
|  |  | 971,521 | 818,351 |
| Loans and advances |  | 255,295 | 286,655 |
| Trade deposits and short-term prepayments |  | 415,218 | 455,232 |
| Other receivables |  | 790,825 | 647,669 |
| Taxation recoverable |  | 774,715 | 545,951 |
| Cash and bank balances |  | 2,959,186 | 4,739,557 |
|  |  | 11,675,780 | 11,829,073 |
| Total Assets |  | 21,353,275 | 21,710,699 |

## EQUITY AND LIABILITIES

Share Capital and Reserves
Authorised capital
$\begin{array}{llll}\text { 1,500,000,000 (December 31, 2010: 1,500,000,000) } \\ \text { ordinary shares of Rs } 10 \text { each }\end{array} \quad 15,000,000 \quad 15,000,000$

| Issued, subscribed and paid-up capital |  |  |
| :--- | ---: | ---: |
| 138,80,300 (December 31,2010: $138,802,300$ ) |  |  |
| ordinary shares of Rs 10 each | $\mathbf{1 , 3 8 8 , 0 2 3}$ | $1,388,023$ |
| Capital reserves | $465, \mathbf{8 4 5}$ | 465,845 |
| Unappropriated profit | $\mathbf{1 1 , 6 0 7 , 3 4 1}$ | $12,279,401$ |
| Total Equity | $\mathbf{1 3 , 4 6 1 , 2 0 9}$ | $14,133,269$ |
| Surplus on revaluation of property, plant and equipment | $\mathbf{9 0 6 , 0 6 0}$ | 917,380 |

## LIABILITIES

Non-Current Liabilities
Provisions for non-management staff gratuity and eligible retired employees' medical scheme

## Deferred liability

Current Liabilities
Trade and other payables
Short term financing


Contingencies and Commitments
8

| Total Equity and Liabilities | $\mathbf{2 1 , 3 5 3 , 2 7 5}$ | $21,710,699$ |
| :--- | :--- | :--- | :--- |

The annexed notes 1 to 17 form an integral part of the condensed interim consolidated financial information.



Waqar A Malik Chief Executive


Feroz Rizvi Chief Financial Officer

## Condensed Interim Consolidated

 Profit and Loss Account (Unaudited) For the Six Months Period Ended June 30, 2011|  | Polyester |  |  |  | Soda Ash |  |  |  | Paints |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | For the <br> 3 months <br> ended <br> June 30 <br> 2011 | For the <br> 6 months ended June 30 2011 | For the <br> 3 months ended <br> June 30 <br> 2010 | For the 6 months ended June 30 2010 | For the 3 months ended June 30 2011 | For the <br> 6 months <br> ended <br> June 30 <br> 2011 | For the 3 months ended June 30 2010 | For the <br> 6 months ended <br> June 30 <br> 2010 | For the <br> 3 months ended June 30 2011 | For the <br> 6 months <br> ended <br> June 30 <br> 2011 | For the <br> 3 months ended June 30 2010 | For the <br> 6 months ended June 30 2010 |
| Turnover - note 9 | 4,632,451 | 10,895,551 | 4,439,952 | 8,435,694 | 2,188,211 | 4,286,454 | 2,048,741 | 3,957,230 | 2,100,895 | 3,476,976 | 1,865,864 | 3,589,993 |
| Sales tax | - |  |  |  | $(361,133)$ | (718,678) | (303,512) | (582,872) | $(289,905)$ | $(478,007)$ | (248,261) | (477,611) |
| Excise duty | - |  | - |  | $(42,090)$ | $(63,352)$ | $(14,847)$ | $(28,487)$ | $(41,837)$ | $(55,882)$ | $(15,349)$ | $(29,518)$ |
| Commission and discounts to distributors and customers |  | $(20,356)$ | $(12,105)$ | $(23,599)$ | (68,428) | $(130,082)$ | (72,407) | (142,573) | $(289,156)$ | (479,125) | $(275,692)$ | (531,810) |
|  | $(12,179)$ | $(20,356)$ | $(12,105)$ | $(23,599)$ | $(471,651)$ | $(912,112)$ | $(390,766)$ | (753,932) | $(620,898)$ | $(1,013,014)$ | $(539,302)$ | $(1,038,939)$ |
| Net sales, commission and toll income | 4,620,272 | 10,875,195 | 4,427,847 | 8,412,095 | 1,716,560 | 3,374,342 | 1,657,975 | 3,203,298 | 1,479,997 | 2,463,962 | 1,326,562 | 2,551,054 |
| Cost of sales - note 9 and 10 | $(4,446,141)$ | $(9,977,600)$ | $(3,829,546)$ | $(7,436,695)$ | $(1,347,099)$ | $(2,913,236)$ | $(1,106,671)$ | $(2,531,673)$ | $(1,108,985)$ | $(1,839,377)$ | $(928,969)$ | $(1,786,210)$ |
| Gross profit | 174,131 | 897,595 | 598,301 | 975,400 | 369,461 | 461,106 | 551,304 | 671,625 | 371,012 | 624,585 | 397,593 | 764,844 |
| Selling and distribution expenses | $(16,405)$ | $(31,941)$ | $(18,650)$ | $(34,356)$ | $(32,495)$ | $(57,106)$ | $(62,075)$ | $(123,233)$ | $(263,497)$ | $(411,946)$ | $(220,018)$ | (393,801) |
| Administration and general expenses | $(73,055)$ | $(133,808)$ | (45,742) | (86,798) | $(59,522)$ | $(107,061)$ | (71,730) | $(129,960)$ | $(124,067)$ | $(206,983)$ | (86,468) | (181,971) |
| Operating result | 84,671 | 731,846 | 533,909 | 854,246 | 277,444 | 296,939 | 417,499 | 418,432 | $(16,552)$ | 5,656 | 91,107 | 189,072 |

Financial charges
Workers' profit participation fund
Workers' welfare fund
Other operating charges

Sther operating income
Profit before taxation
Taxation - note 11
Profit after taxation

## Earnings per share - Basic and Diluted

## Condensed Interim Consolidated

Profit and Loss Account (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000






M J Jaffer Chairman / Director


Waqar A Malik Chief Executive


Feroz Rizvi Chief Financial Officer

Condensed Interim Consolidated
Statement of Comprehensive Income (Unaudited)
For the Six Months Period Ended June 30, 2011


The annexed notes from 1 to 17 form an integral part of the condensed interim consolidated financial information.


M J Safer Chairman / Director


Waqar A Malik Chief Executive Chief Financial Officer Chief Financial Officer

## Condensed Interim Consolidated

Cash Flow Statement (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000

|  | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2010 \end{gathered}$ |
| :---: | :---: | :---: |
| Cash Flows from Operating Activities |  |  |
| Profit before taxation | 1,501,162 | 1,809,266 |
| Adjustments for: |  |  |
| Depreciation and amortisation | 559,798 | 498,850 |
| Loss / (Gain) on disposal of property, plant and equipment | 2,168 | $(20,066)$ |
| Provision for non-management staff gratuity and eligible retired employees' medical scheme | 47,860 | 23,417 |
| Mark-up on bank deposits | $(174,293)$ | $(141,934)$ |
| Interest / mark-up expense | 39,300 | 32,977 |
|  | 1,975,995 | 2,202,510 |
| Movement in: |  |  |
| Working capital | $(985,709)$ | $(2,343,445)$ |
| Long-term loans | $(23,594)$ | $(19,147)$ |
| Long-term deposits and prepayments | $(3,448)$ | $(14,287)$ |
| Cash generated from / (used in) operations | 963,244 | $(174,369)$ |
| Payments for : |  |  |
| Non-management staff gratuity and eligible retired employees' medical scheme | $(8,902)$ | $(6,954)$ |
| Taxation | $(837,079)$ | $(600,499)$ |
| Interest / mark-up | $(39,462)$ | $(33,542)$ |
| Profit / mark-up received on bank deposits | 168,750 | 137,942 |
| Net cash generated from / (used in) opearting activities | 246,551 | $(677,422)$ |

## Cash Flows from Investing Activities

Payments for capital expenditure
Proceeds from disposal of property, plant and equipment
Net cash used in investing activities

| $\mathbf{( 3 7 1 , 4 8 7})$ <br> $\mathbf{4 , 1 6 3}$ | $(391,974)$ <br> 25,434 |
| ---: | ---: |
| $\mathbf{( 3 6 7 , 3 2 4 )}$ | $(366,540)$ |


| Cash Flows from Financing Activities |  |  |
| :--- | ---: | ---: |
| Dividend paid | $(\mathbf{1 , 6 6 5 , 6 2 8})$ | $(624,613)$ |
| Net cash used in financing activities | $(\mathbf{1 , 6 6 5 , 6 2 8 )}$ | $(624,613)$ |
| Net decrease in cash and cash equivalents | $\mathbf{( 1 , 7 8 6 , 4 0 1 )}$ | $(1,668,575)$ |
| Cash and cash equivalents at January 1 | $\mathbf{4 , 7 3 9 , 5 5 7}$ | $4,511,675$ |
| Cash and cash equivalents at June 30 | $\mathbf{2 , 9 5 3 , 1 5 6}$ | $2,843,100$ |

Movement in Working Capital
(Increase) / Decrease in current assets
Stores and spares
Stock-in-trade
Trade debts
Loans and advances
Trade deposits and short-term prepayments
Other receivables

| $\mathbf{( 4 5 , 9 0 3 )}$ |  |
| ---: | ---: |
| $(1,127,459)$ | $(46,968)$ |
| $(153,170)$ | $(512,693)$ |
| 31,360 | $(528,809)$ |
| 40,014 | 25,893 |
| $(137,613)$ | $(113,136)$ |
| $\mathbf{( 1 , 3 9 2 , 7 7 1 )}$ | $(1,374,064)$ |
| $\mathbf{4 0 7 , 0 6 2}$ | $(969,381)$ |
| $\mathbf{( 9 8 5 , 7 0 9 )}$ | $(2,343,445)$ |


| Increase /(Decrease) in current liability | $(1,392,771)$ | $(1,374,064)$ |
| :--- | ---: | ---: |
| Trade and other payables | $\mathbf{4 0 7 , 0 6 2}$ | $(969,381)$ |
|  | $(985,709)$ | $(2,343,445)$ |

Cash and cash equivalents at June $\mathbf{3 0}$ comprise of:

| Cash and bank balances <br> Running finances utilised under mark-up arrangements | $\mathbf{2 , 9 5 9 , 1 8 6}$ <br> $(6,030)$ | $2,981,309$ <br> $(138,209)$ |
| :--- | ---: | ---: |
|  | $\mathbf{2 , 9 5 3 , 1 5 6}$ | $2,843,100$ |

The annexed notes 1 to 17 form an integral part of the condensed interim consolidated financial information.


M J Jaffer
Chairman / Director


Waqar A Malik
Chief Executive


Feroz Rizvi Chief Financial Officer

## Condensed Interim Consolidated

## Statement of Changes in Equity (Unaudited)

For the Six Months Period Ended June 30, 2011

Amounts in Rs '000

|  | Issued, subscribed and paid-up share capital | Capital reserves | Unappropriated profit | Total |
| :---: | :---: | :---: | :---: | :---: |
| Balance as on January 1, 2010 | 1,388,023 | 465,845 | 11,163,577 | 13,017,445 |
| Changes in equity for 2010 |  |  |  |  |
| Final dividend for the year ended December 31, 2009 @ Rs 4.50 per share, transactions with owners, recorded directly in equity | - | - | $(624,610)$ | $(624,610)$ |
| Total comprehensive income for the six months ended June 30, 2010 <br> Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred taxation | - | - | 1,187,046 | 1,187,046 |
|  | - | - | $13,111$ | $13,111$ |
|  | - | - | 1,200,157 | 1,200,157 |
| Balance as on June 30, 2010 | 1,388,023 | 465,845 | 11,739,124 | 13,592,992 |
| Interim dividend for the year 2010 @ Rs 5.50 per share, transactions with owners, recorded directly in equity | - | - | $(763,413)$ | $(763,413)$ |
| Total comprehensive income for the six months ended December 31, 2010 | - | - | 1,290,057 | 1,290,057 |
| Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred taxation | - | - | $13,633$ | $13,633$ |
|  | - | - | 1,303,690 | 1,303,690 |
| Balance as on December 31, 2010 | 1,388,023 | 465,845 | 12,279,401 | 14,133,269 |
| Changes in equity for 2011 |  |  |  |  |
| Final dividend for the year ended December 31, 2010 @ Rs 12.00 per share, transactions with owners, recorded directly in equity | - | - | $(1,665,628)$ | $(1,665,628)$ |
| Total comprehensive income for the six months ended June 30, 2011 | - | - | 982,248 | 982,248 |
| Transfer from surplus on revaluation of property, plant and equipment incremental depreciation for the period - net of deferred taxation | . | - | $11,320$ | $11,320$ |
|  | - | - | 993,568 | 993,568 |
| Balance as on June 30, 2011 | 1,388,023 | 465,845 | 11,607,341 | 13,461,209 |

The annexed notes 1 to 17 form an integral part of the condensed interim consolidated financial information.


Feroz Rizvi Chief Financial Officer

Notes to the Condensed Interim
Consolidated Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

## Amounts in Rs ‘000

1. The condensed interim consolidated financial information comprises the consolidated balance sheet of ICI Pakistan Limited and its subsidiary company, ICI Pakistan PowerGen Limited, as at June 30, 2011 and the related consolidated profit and loss account, consolidated statement of comprehensive income, consolidated cash flow statement and consolidated statement of changes in equity together with the notes forming part thereof.
1.1 The condensed interim consolidated financial information has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 - Interim Financial Reporting and is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984. This condensed interim consolidated financial information does not include all of the information required for full annual financial statements and should be read in conjunction with the annual financial statements as at and for the year ended December 31, 2010.
1.2 The Board of Directors of ICI Pakistan Limited on April 29, 2011 received a proposal from its ultimate holding company Akzo Nobel N.V. to restructure its interest in ICI Pakistan Limited. The Board of Directors of the Company on May 12, 2011 after taking advice from legal and tax consultant decided that the Company should be demerged into two entities, both of which will be listed on the Karachi, Lahore and Islamabad Stock Exchanges. Demerger would be approved by the shareholders and by the High Court of Sindh.

One such entity will be Akzo Nobel Pakistan Limited (comprising the Paints Business) and the other will be ICI Pakistan Limited (retaining all other businesses of ICI Pakistan).

The Board of Directors has also approved the Scheme of Arrangement for Demerger on August 24, 2011.
1.3 The accounting policies and methods of computation adopted for the preparation of this condensed interim consolidated financial information are the same as those applied in the preparation of the financial statements for the preceding year ended December 31, 2010.
2. PROPERTY, PLANT AND EQUIPMENT

2.1 Following is the cost of operating property, plant and equipment that have been added / disposed off during the six months ended June 30, 2011:

|  | Additions / Transfers |  | Disposals |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | June 30 2010 | $\begin{gathered} \text { June } 30 \\ 2011 \end{gathered}$ | $\begin{gathered} \text { June } 30 \\ 2010 \end{gathered}$ |
| Buildings on freehold land | 11,937 | 18,540 | - | - |
| Buildings on leasehold land | 23,681 | 16,303 | - | - |
| Plant and machinery | 281,640 | 160,537 | 7,357 | 8,461 |
| Vehicles | 85 | 1,416 | 1,132 | 1,960 |
| Furniture and equipment | 35,400 | 51,582 | 134,815 | 33,353 |
| Total | 352,743 | 248,378 | 143,304 | 43,774 |

3. INTANGIBLE ASSETS

3.1 This includes additions of intangible assets and transfers from capital work in progress of Rs 12.410 million during the period.

Notes to the Condensed Interim
Consolidated Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

|  | Amounts in Rs '000 |  |
| :---: | :---: | :---: |
|  | $\begin{aligned} & \text { June } 30 \\ & 2011 \end{aligned}$ | $\begin{array}{\|c} \text { December } 31 \\ 2010 \\ \hline \end{array}$ |
| 4. LONG-TERM INVESTMENT |  |  |
| Unquoted <br> Equity security available for sale - Arabian Sea Country Club Limited | 2,500 | 2,500 |

5. LONG-TERM LOANS - considered good

| Due from Directors, Executives and Employees - note 5.1 | $\mathbf{2 5 2 , 6 3 3}$ | $\mathbf{2 2 1 , 1 9 3}$ |
| :--- | ---: | ---: |
| Less: Current portion shown under current assets <br> Due from Directors, Executives and Employees - note 5.1 | $\mathbf{8 0 , 7 7 4}$ | $\mathbf{7 2 , 9 2 8}$ |
| Total Long-term loans | $\mathbf{1 7 1 , 8 5 9}$ | $\mathbf{1 4 8 , 2 6 5}$ |

5.1 These include loans to key management personnel for the purchase of motor cars and house building assistance and are repayable between two to ten years. These loans are interest free and granted to the employees of the Group in accordance with their terms of employment.

## 6. STOCK-IN-TRADE

Out of the total carrying value of inventories Rs 812.84 million (December 31, 2010: Rs Nil) is measured at net realisable value. As at June 30, 2011 stock has been written down by Rs 7.22 million (December 31, 2010: Rs Nil) to arrive at its net realisable value.
7. SHORT-TERM FINANCING

The facilities for running finance available from various banks amounted to Rs 2,806 million (December 31, 2010: Rs 2,806 million) and carry mark-up during the period ranging from relevant KIBOR $+0.50 \%$ to $1.50 \%$ per annum with an average markup rate of relevant KIBOR $+1.16 \%$ per annum as at June 30, 2011 (December 31, 2010: KIBOR + 0.75\% to $3.47 \%$ per annum with an average markup rate as on December 31, 2010 at relevant KIBOR + 1.26\% per annum). The facilities are secured by hypothecation charge over the present and future stock-in-trade and book debts of the Group and first pari passu charge over plant and machinery of Soda Ash Business of the Group.

## 8. CONTINGENCIES AND COMMITMENTS

8.1 Claims against the Group not acknowledged as debts are as follows:

| Local bodies | $\mathbf{3 1 , 9 8 9}$ | 31,889 |
| :--- | ---: | ---: |
| Sales Tax authorities | $91, \mathbf{3 3 6}$ | 91,336 |
| Others | $\mathbf{1 7 2 , 0 4 6}$ | 137,934 |
| Total | $\mathbf{2 9 5 , 3 7 1}$ | $\mathbf{2 6 1 , 1 5 9}$ |

8.2 A notice was issued by the Environmental Protection Authority (EPA) against the Paints factory located at Ferozpur road, Lahore. Pursuant to this an order was passed by the EPA for violation of certain provisions of the 'Act'. The Company is of the opinion that the order was not justified and filed an appeal against the order in the Environmental Tribunal in Lahore, which is pending.
8.3 Guarantees issued by the Group in respect of financial and operational obligations of Lotte Pakistan PTA Limited pursuant to the Scheme of Arrangement, against which Lotte Pakistan PTA Limited and KP Chemicals Corporation Limited have issued counter guarantees to the Group.

> 2,100,000

2,190,000

|  | Guarantees issued by the Company in respect of financing obtained by Senior Executives, in accordance with the terms of employment. | 35,000 | 35,000 |
| :---: | :---: | :---: | :---: |
| 8.5 | Commitments in respect of capital expenditure | 109,237 | 152,646 |
| 8.6 | Guarantee issued by the Company to a bank on behalf of its subsidiary ICI Pakistan PowerGen Limited for availing funded facility. | 133,000 | 133,000 |

## Notes to the Condensed Interim

Consolidated Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000

| June 30 <br> 2011 | December 31 <br> 2010 |
| :---: | :---: |

8.7 Commitments for rentals under operating lease / Ijarah contracts in respect of vehicles are as follows:

| Year |  |  |
| :--- | ---: | ---: |
| 2011 | $\mathbf{3 6 , 4 2 5}$ | 67,908 |
| 2012 | 64,118 | 57,223 |
| 2013 | $\mathbf{4 8 , 0 1 7}$ | 32,878 |
| 2014 | $\mathbf{2 6 , 7 6 8}$ | 7,135 |
| 2015 | $\mathbf{7 , 7 4 0}$ | - |
| Total | $\mathbf{1 8 3 , 0 6 8}$ | $\mathbf{1 6 5 , 1 4 4}$ |
|  |  |  |
| Payable not later than one year | $\mathbf{6 9 , 4 2 6}$ | 67,908 |
| Payable later than one year but not later than five years | $\mathbf{1 1 3 , 6 4 2}$ | 97,236 |
| Total | $\mathbf{1 8 3 , 0 6 8}$ | 165,144 |


| June 30, 2011 |  | June 30, 2010 |  |
| :---: | :---: | :---: | :---: |
| For the 3 months ended | For the 6 months ended | For the 3 months ended | For the 6 months ended |

9. INTER-SEGMENT SALES AND PURCHASES

| Inter-segment sales and purchases have <br> been eliminated from the total. | $\mathbf{3 8 9 , 0 6 5}$ | $\mathbf{8 1 8 , 7 3 4}$ | 390,464 | 685,806 |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- |

9.1 Transactions among the business segments are recorded at arm's length prices using admissible valuation methods.
9.2 Turnover includes export sales of Rs 178.248 million made to various countries during the period ended June 30, 2011
10. COST OF SALES

|  | Opening stock of raw and packing materials | $\mathbf{1 , 8 3 3 , 9 5 3}$ | $\mathbf{1 , 7 2 8 , 9 6 4}$ | $1,432,648$ | $1,227,577$ |
| :--- | ---: | ---: | ---: | ---: | ---: |
| Purchases | $\mathbf{6 , 0 3 1 , 9 9 7}$ | $\mathbf{1 2 , 9 0 0 , 1 6 2}$ | $4,986,995$ | $9,914,573$ |  |
|  | $\mathbf{7 , 8 6 5 , 9 5 0}$ | $\mathbf{1 4 , 6 2 9 , 1 2 6}$ | $6,419,643$ | $11,142,150$ |  |
| Closing stock of raw and packing materials | $\mathbf{( 2 , 0 8 7 , 5 9 4 )}$ | $\mathbf{( 2 , 0 8 7 , 5 9 4 )}$ | $(1,504,703)$ | $(1,504,703)$ |  |
| Raw and packing materials consumption | $\mathbf{5 , 7 7 8 , 3 5 6}$ | $\mathbf{1 2 , 5 4 1 , 5 3 2}$ | $4,914,940$ | $9,637,447$ |  |
| Manufacturing costs | $\mathbf{1 , 6 3 9 , 0 8 2}$ | $\mathbf{3 , 4 9 6 , 8 0 0}$ | $1,419,757$ | $2,895,281$ |  |
|  | $\mathbf{7 , 4 1 7 , 4 3 8}$ | $\mathbf{1 6 , 0 3 8 , 3 3 2}$ | $6,334,697$ | $12,532,728$ |  |
| Opening stock of work-in-process | $\mathbf{1 8 1 , 6 9 6}$ | $\mathbf{4 8 , 5 5 3}$ | 117,428 | 83,229 |  |
|  | $\mathbf{7 , 5 9 9 , 1 3 4}$ | $\mathbf{1 6 , 0 8 6 , 8 8 5}$ | $6,452,125$ | $12,615,957$ |  |
| Closing stock of work-in-process | $\mathbf{( 2 2 6 , 4 7 5 )}$ | $\mathbf{( 2 2 6 , 4 7 5 )}$ | $(89,685)$ | $(89,685)$ |  |
| Cost of goods manufactured | $\mathbf{7 , 3 7 2 , 6 5 9}$ | $\mathbf{1 5 , 8 6 0 , 4 1 0}$ | $6,362,440$ | $12,526,272$ |  |
| Opening stock of finished goods | $\mathbf{2 , 3 6 8 , 0 7 2}$ | $\mathbf{2 , 0 3 9 , 1 6 3}$ | $2,172,875$ | $1,942,539$ |  |
| Finished goods purchased | $\mathbf{1 , 1 8 7 , 6 3 5}$ | $\mathbf{2 , 0 9 2 , 2 7 1}$ | 610,817 | $1,497,861$ |  |
|  | $\mathbf{1 0 , 9 2 8 , 3 6 6}$ | $\mathbf{1 9 , 9 9 1 , 8 4 4}$ | $9,146,132$ | $15,966,672$ |  |
| Closing stock of finished goods | $\mathbf{( 2 , 6 3 0 , 0 7 0 )}$ | $\mathbf{( 2 , 6 3 0 , 0 7 0 )}$ | $(2,171,650)$ | $(2,171,650)$ |  |
| Cost of sales | $\mathbf{8 , 2 9 8 , 2 9 6}$ | $\mathbf{1 7 , 3 6 1 , 7 7 4}$ | $6,974,482$ | $13,795,022$ |  |

11. TAXATION

| Current | 243,735 <br> $(49,687)$ | $\mathbf{6 0 8 , 3 1 5}$ <br> $(89,401)$ | 398,110 <br> 11,110 | 668,110 <br> $(45,890)$ |
| :--- | :---: | :---: | ---: | ---: |
| Deferred | $\mathbf{1 9 4 , 0 4 8}$ | $\mathbf{5 1 8 , 9 1 4}$ | 409,220 | 622,220 |
| Total |  |  |  |  |

Notes to the Condensed Interim
Consolidated Financial Information (Unaudited)
For the Six Months Period Ended June 30, 2011

Amounts in Rs '000

| June 30, 2011 |  |
| :---: | :---: |
| For the <br> 3 months <br> ended | For the <br> 6 months <br> ended |


| June 30, 2010 |  |
| :---: | :---: |
| For the <br> 3 months <br> ended | For the <br> 6 months <br> ended |

## 12. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise parent company (ICl Omicron B.V.), ultimate parent company (AkzoNobel N.V.), related group companies, local associated company, directors of the Company, companies where directors also hold directorship, key employees and staff retirement funds. 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:

## Associated Companies

| Purchase of goods, materials and services | 27,783 | 71,948 | 50,629 | 76,986 |
| :--- | ---: | ---: | ---: | ---: |
| Provision of services and other receipts | 335 | 449 | 399 | 3,296 |
| Sale of goods and materials | 36,278 | 74,769 | 30,571 | 57,884 |
| Contribution to staff retirement benefit plans | 53,372 | 99,882 | 148,682 | 181,109 |


| Dividends | $1,262,750$ | $1,262,750$ | - | 473,517 |
| :--- | :--- | :--- | :--- | :--- | :--- |

### 12.1 Transaction with key management personnel

Key management personnel received an amount of Rs 137.491 million (June 30, 2010: Rs 122.988 million) on account of remuneration out of which Rs 14.529 million (June 30, 2010: Rs 13.224 million) relates to post employment benefits.
13. ESTIMATES

Judgments and estimates made by the management in the preparation of the condensed interim consolidated financial information are the same as those that were applied to the financial statements as at and for the year ended December 31, 2010.
14. FINANCIAL RISK MANAGEMENT

The Group's financial risk management objective and policies are consistent with that disclosed in the financial statements as at and for the year ended December 31, 2010.
15. POST BALANCE SHEET EVENTS
15.1 DIVIDEND

The Directors in their meeting held on August 24, 2011 have declared an interim dividend of Rs 3.50 per share in respect of six months period ended June 30, 2011. The condensed interim consolidated financial information for the six months period ended June 30, 2011 does not include the effect of the above interim cash dividend which will be accounted for in the period in which it is declared.

## 16. DATE OF AUTHORISATION

This condensed interim consolidated financial information was authorised for issue in the Board of Directors meeting held on August 24, 2011.

## 17. GENERAL

17.1 Figures have been rounded off to the nearest thousand rupees except as stated otherwise.
17.2 The charge for defined benefit has been recognized on the basis of actuarial valuation carried out at June 30, 2011.


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## ICI Pakistan Limited is now part of the AkzoNobel Group.

AkzoNobel is the largest global paints and coatings company and a major producer of specialty chemicals. We supply industries and consumers worldwide with innovative products and are passionate about developing sustainable answers for our customers.

Our portfolio includes well known brands such as Dulux, Sikkens, International and Eka. Headquartered in Amsterdam, the Netherlands, we are a Global Fortune 500 company and are consistently ranked as one of the leaders on the Dow Jones Sustainability Indexes. With operations in more than 80 countries, our 55,000 people around the world are committed to excellence and delivering Tomorrow's Answers Today ${ }^{\text {TM }}$

