

Registered Office and Factory 112-113, Phase V, Hattar Industrial

19, City Villas, Near High Court

Head Office

Road, Rawalpindi

Tel: (051) 5974098 & 99 Fax: (051) 5974097

Estate Hattar, District Haripur Khyber Pakhtunkhwa Tel: (0995) 617720-23, 617347 Fax: (0995) 617074

www.ecopack.com.pk



NINE MONTH AND THIRD QUARTER REPORT MARCH 31, 2012



JULY - MARCH 2012



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JULY - MARCH 2012



Mission Statement

To Systematically and cost effectively manufacture and supply consistently high products and services thus achieving customer satisfaction, profitably and thereby ensuring the financial well being of the company and maximum returns to the shareholders.

Corporate Strategy

Retain market share leadership through quality and price competitiveness while creating value as a low cost producer.



COMPANY INFORMATION

BOARD OF DIRECTORS

Mr. Hussain Jamil Chairman/Chief Executive Officer Mr. Shahid Jamil Mrs. Deborah Jamil Mrs. Ayesha Khan Ms. Laila Jamil

AUDIT COMMITTEE

Mr. Asad Ali Sheikh

Mr. Mohammad Raza Chinoy

Mrs. Ayesha Khan Chairperson Non-Executive Director
Mr. Asad Ali Sheikh Member Non-Executive Director
Ms. Laila Jamil Member Non-Executive Director

CHIEF FINANCIAL OFFICER

Mr. Muhammed Ali Adil

COMPANY SECRETARY

Mr. Muhammed Ali Adil

BANKERS

Askari Bank Limited Habib Bank Limited Allied Bank Limited JS Bank Limited

Faysal Bank Limited

AUDITORS

Rahman Sarfaraz Rahim Iqbal Rafiq Chartered Accountants

LEGAL ADVISOR

M/s. Ebrahim Hosain

losain Advocate & Corporate Counse

REGISTERED OFFICE AND FACTORY

112-113, Phase V, Hattar Industrial Estate Hattar, District Haripur Khyber Pakhtunkhwa Tel: (0995) 617720-23, 617347 Fax: (0995) 617074

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JULY - MARCH 2012



DIRECTORS' REPORT

The Board of Directors of the company is pleased to present the Directors Report along with the un-audited accounts for the 9-Month period ended 31st March 2012:

Overview:

As expected, the 3rd quarter of the financial year always falls in the winter season and is hence assumed to be a loss making one as sales are traditionally low in line with the slow beverage sales. Like the Beverage industry in the country, especially in the northern hemisphere where winters are quite severe, this is a time for the annual 'repair & maintenance' in timely preparation for the advent of the Spring and Summer months of high beverage sales. Your company also undertook this effort while running at a minimal capacity utilization. The unabsorbed fixed costs therefore contributed to the losses for the 9-months upto 31st March 2012. Traditionally the last quarter is set to be a profitable one as summer season sales dramatically increase and losses are substantially reduced, provided inflationary costs are in reasonable limits and are passed on to customers with minimum lag time.

Sales & Financial Highlights:

The company's emphasis was to improve margins in a widely inflationary environment. The sales in value terms increased by a significant 14% for Bottles and 15% for Preforms, reflecting both improved margins as well as higher PET resin prices, compared to the same prior period. Gross Profit increased from 3.5% to 3.7% comparatively while the Operating Loss reduced to 0.4% as compared to 1.4% in the corresponding period last year due to tighter management controls leading to lower Administrative costs. Consequently, the Operating Loss has been reduced by Pkr 10 million i.e. to a loss of Rs.5.1 million versus Rs.15.3 million in the corresponding 9-month period last year. The company has spent Rs. 12 million more than last year to get the machines & equipments well maintained for the upcoming summer season. While this has, in the short run, depressed the bottom line but it will have a positive impact at the end of the current fiscal year.

Future Outlook:

The company continues in its endeavors to preserve its working capital which is under pressure from the dual impact of firstly the inflation in its raw & packing materials, utility costs and freight charges and secondly the continuous outflow of cash to service it's long term debt (ITD) obligations. To counter this effectively, your company's management has successfully concluded a re-scheduling of its ITD repayments tenor, as well as restructured a part of short term borrowing into a term-loan payable over an extended time frame, thereby allowing space to manage it's operations more effectively. This combined with an improved seasonal sale and collection cycle is helping the company make positive strides toward profitability in the current last quarter of this financial year.

Management & Employee Relations:

Management and employee relations remain positive as your company continually strives to further reduce administrative and operational costs to become an even more lean and efficient manufacturing outfit.

For and on behalf of the Board of Directors

Hussain Jamil
Chief Executive Officer

Dated: April 26, 2012



CONDENSED INTERIM BALANCE SHEET

AS AT MARCH, 31, 2012

Note Un-audited Mar 31,(Rupees in '000)..... Audited 2011 Jun 30,

ASSETS

NON-CURRENT ASSETS

Property, Plant & Equipment Long term security deposits

1,161,133 8,090 1,169,222

1,237,519 8,274 1,245,793

CURRENT ASSETS

Stores, Spares and loose tools

Cash and bank balances Short term deposits, prepayments & other receivables Stock in trade Sales tax refundable Loans and advances Trade debts - Unsecured considered good Taxation recoverable - Net

53,753 121,836 99,726 42,540 8,927 3,978

146,759 168,292

51,423

43,549

8,500

1,533,962	364,740	7,663	26,317	3,978	
1,703,092	457,299	10,129	24,669	3,978	

TOTAL ASSETS

EQUITY AND LIABILITIES

SHARE CAPITAL AND RESERVES

50,000,000 (June 2011 : 50,000,000) Ordinary shares of Rs. 10 each

Unappropriatead Loss Issued, subscribed and paid-up Capital

229,770 (179,388)

(101,661)

229,770

500,000

500,000

225,255

240,988 128,109

50,381

Surplus on revaluation of

Property, Plant & Equipment

NON-CURRENT LIABILITIES

Liabilities against assets subject to finance lease Deferred liabilities Long term Loans

334,088 15,590 156,734

161,653

342,302

159,999 20,650

506,412

CURRENT LIABILITIES

Short term borrowings Current portion of long term liabilities Trade and other payables Accrued Mark-up on Loans

389,700 33,779 234,026 94,409

391,028 179,666

411,939

9,060

991,693

CONTINGENCIES AND COMMITMENTS

1,533,962

1,703,092

TOTAL EQUITY AND LIABILITIES

The annexed notes from 1 to 13 form an integral part of these financial statements.

CHIEF EXECUTIVE OFFICER

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CHIEF FINANCIAL OFFICER

CHIEF EXECUTIVE OFFICER

DIRECTOR

CHIEF FINANCIAL OFFICER

DIRECTOR

JULY - MARCH 2012



CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UNAUDITED) FOR THE NINE MONTHS & QUARTER ENDED

MARCH 31, 2012

2012	NOTE Jul - Mar
2011	Jul - Mar
2012	Jan - Mar
2011	Jan - Ma

.....(Rupees in '000').....

	ĺ			
Sales - Net	8 1,233,047	1,074,026	275,403	324,681
Less: Cost of sales	9 (1,187,340)	(1,036,384)	(274,101)	(323,461)
Gross Profit	45,707	37,642	1,302	1,220
Operating expenses:				
Administrative	(29,268)	(30,781)	(9,731)	(9,402)
Distribution cost	(32,534)	(33,372)	(7,505)	(10,777)
Other Operating Expenses		(94)	,	(68)
Other Operating Income	10,914	11,304	1,308	800
	(50,889)	(52,942)	(15,929)	(19,446)
Operating Loss	(5,182)	(15,300)	(14,627)	(18,226)
Finance Cost	(85,376)	(79,487)	(34,896)	(28,547)
Loss Before Taxation	(90,557)	(94,787)	(49,522)	(46,773)
Taxation - Current	(12,016))	(2,354)	(3,253)
- Deletted	(11.377)	(7.822)	(2.354)	(930)
Loss After Taxation	(101,934)	(1	(51,877)	(47,704)
Loss per share - basic and diluted	(4.44)	(4.48)	(2.26)	(2.10)

The annexed notes from 1 to 13 form an integral part of these financial statements.



CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)

FOR THE NINE MONTHS & QUARTER ENDED MARCH 31, 2012

		CARL ACRES MAN AND ACRES	
	2012	2011	2012
Jan - Ma	Jan - Mar	Jul - Mar	Jul - Mar

for the period transferred to equity Total comprehensive income Other comprehensive income Loss for the period (101,934) (101,934) (102,609) (102,609) (51,877)(51,877 (47,704)(47,704)

The annexed notes from 1 to 13 form an integral part of these financial stateme

CHIEF EXECUTIVE OFFICER

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DIRECTOR

CHIEF FINANCIAL OFFICER

JULY - MARCH 2012



CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)

FOR THE NINE MONTHS ENDED MARCH 31, 2012

50,382	(179,388)	229,770	Balance as at March 31 , 2012
24,207	24,207	1	Transfer from surplus on revaluation of property, plant & equipment - net of deferred tax
(101,934)	(101,934)	1	Total comprehensive income for the nine months ended March 31, 2012
128,109	(101,661)	229,770	Balance as at July 1, 2011
128,109	(101,661)	229,770	Balance as at June 30, 2011
14,341	14,341		Transfer from surplus on revaluation of property, plant & equipment - net of deferred tax
22,866	22,866	ı.	Total comprehensive income for the quarter ended June 30, 2011
90,902	(138,868)	229,770	Balance as at April 1, 2011
90,902	(138,868)	229,770	Balance as at March 31 , 2011
13,056	13,056	,	Transfer from surplus on revaluation of property, plant & equipment - net of deferred tax
(102,609)	(102,609)	x	Total comprehensive income for the nine months ended March 31, 2011
180,455	(49,315)	229,770	Balance as at July 1, 2010
IOTAL	PROFIT TO(Rupees in '000)	CAPITAL	
	UNAPPROPRAITED	SHARE	

The annexed notes from 1 to 13 form an integral part of these financial statements.

CHIEF EXECUTIVE OFFICER DIRECTOR CHIEF FINANCIAL OFFICER



JULY - MARCH 2012

CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE NINE MONTHS ENDED MARCH 31, 2012

Cash and cash equivalents at the end of the period Cash and cash equivalents at the beginning of the period Loss before taxation **CASH FLOW FROM OPERATING ACTIVITIES** Net Increase in cash and cash equivalents Net cash outflow from financing activities Re payment of finance lease Conversion of short term loan into long term Repayment of long term finance **CASH FLOW FROM FINANCING ACTIVITIES** Long term security deposits Proceeds from disposal of Fixed Assets Capital work-in-progress CASH FLOW FROM INVESTING ACTIVITIES Net cash (Outflow) / inflow from operating activities **Gratuity** paid Finance cost paid Trade and other payables Increase / (decrease) in current liabilities: Cash flow before working capital changes Finance cost Loss / (gain) on disposal of property, plant & equipment Impairment on property, plant & equipments Depreciation Net cash outflow from investing activities Fixed capital expenditure Net (increase)/ decrease in current assets (Increase) / decrease in current assets : Provision for gratuity Adjustment Store, spares & loose tools Short term deposits, prepayments & other receivables Stock in trade Loans & advances Note 10 Jul - Mar 2012 (226,364) (380,899) 154,535 171,000 171,393 73,657 (76,681 (13,618 (60,656 (22,239 (90,557)83,772 (82,168 (2,330) 46,456 47,033 1,009 (427) 85,376 (2,406) 91,741 80,835 (2,893 71,330 (Rupees in '000') (5,060 (2,623) 6,598 8,090 (455 Jul - Mar 2011 (323,552)(340,257)(11,403)(77,790)(48, 295)157,578 8,098 79,487 (94,787)(8,352)(69,437) (3,760)(5,001) 526 (55, 169)(3,130)13,687 76,946 (6,766)(7,800) 102,356 62,792 70,596 16,705 98,256 (3,743)(602)715 559

The annexed notes from 1 to 13 form an integral part of these financial statements.

CHIEF EXECUTIVE OFFICER DIRECTOR **CHIEF FINANCIAL OFFICER**

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JULY - MARCH 2012



NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS & QUARTER ENDED MARCH 31, 2012 (UN-AUDITED)

STATUS AND NATURE OF BUSINESS

and registered office is situated at 112-113, Phase-V, Industrial Estate Hattar, district Haripur, Khyber Pakhtunkhwa. Terepthalat (PET) bottles and preforms for beverage and non-beverage industry. The Company's manufacturing facility Karachi Stock Exchange. The principal activity of the company is to manufacture and sell of Poly Ethylene 1984. It was converted as a public limited company on April 29, 1992 and subsequently in March 1994 was listed at The company was incorporated on 25 August 1991 as a private limited company under the Companies Ordinance,

2 **BASIS OF PREPARATION**

Company's annual financial statements for the year ended June 30, 2011. information and disclosures required in the annual financial statements, and should be read in conjunction with the auditors, as required by the Code of Corporate Governance. The interim financial information do not include all the 1984, have been followed. This interim financial information has however been subject to limited scope review by the International Accounting Standard differ, the provisions of, and directives issued under the Companies Ordinance provisions of, and directives issued under the Companies Ordinance 1984; in case, where the requirements of the This condensed interim financial information is unaudited and has been prepared in accordance with the requirements of the International Accounting Standard - 34 "Interim Financial Reporting" as applicable in Pakistan and

from the unaudited interim financial information for the nine months ended March 31, 2011. account, statement of changes in equity, statement of comprehensive income and cash flow statement are extracted financial statements of the Company for the year ended June 30, 2011, whereas the comparative profit and loss The comparative balance sheet presented in these interim financial information has been extracted from the audited

SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted by the Company in the preparation of these interim financial information are the same as those applied in preparation of the preceding published financial statements of the Company for the year

3.1 Adoption of new accounting standards

The company has adopted the following amended IFRS and related interpretations which became effective during the

IAS 24: Related Party Disclosures (Revised)

IFRIC 14: Prepayments of a Minimum funding Requirement (Amendment)

a view to removing inconsistencies and clarifying wording. These improvements are listed below: In May 2010, International Accounting Standards Board (IASB) issued amendments to various standards primarily with

IFRS 7: Financial Instruments Disclosures

- Clarification of disclosures
- IAS 1: Presentation of Financial Statements
- Clarification of Statement of changes in equity
- IFRIC 13: Presentation of Financial Statements
- Fair Value of award credits

these condensed interim financial statements The adoption of the above standards, amendments, interpretations and improvements did not have any effect on

effect on the condensed interim financial information of the company. The adoption of the above standards, amendments / improvements and interpretations did not have any material

NET SALES Sales

Less:

Sales return/discount/commission Special Excise Duty Sales tax

COST OF SALES

	(Burpage in 1000)		
2011	2012	2011	2012
Jan - Mar	Jan - Mar	Jul - Mar	Jul - Mar
arter End	For the Quarter Ended	onths Ended	For the Nine Months Ended

1,233,047 1,074,026 275	(190,769) (177,927) (44	- (784)	- (11,782)	(190,769) (165,360) (44	
275,403	(44,069)			(44,069)	
324,681	(60,498)	T.	(5,302)	(55,196)	

1,187,340	(4,260)	(56,130)	51,870	1,191,599	29,464	(28,559)	58,023	1,162,135	8,090	294	19,889	6,077	67,763	1,670	64,612	4,608	19	292	761	858	3,490	7,469	5,345	430	1,192	56,135	40,936	872,206
1,036,384	24,786	(55,150)	79,936	1,011,598	59,685	(42,324)	102,009	951,914	,	554	7,236	4,940	67,081	4,125	52,667	4,673	50	1,837	691	844	3,951	9,050	5,576	757	2,363	59,626	33,908	691,986
274,101	(5,765)	(56,130)	50,365	279,866	13,564	(28,559)	42,123	266,301	,	87	2,735	1,950	22,314	444	20,060	1,536		84	100	265	863	2,326	1,430	64	318	17,589	9,114	185,023
323,461	3,673	(55,150)	58,823	319,788	23,080	(42,324)	65,404	296,709	x	161	2,099	1,613	22,664	1,947	17,180	1,536	49	581	183	39	1,456	2,277	1,992	538	529	19,078	9,156	213,632

Advertisement

Printing, postage & stationery Communication charges Repair & maintenance

Rent, rate & taxes

Vehicle repair & maintenance Professional charges Travelling & conveyance Packing material consumed Raw material consumed

Salaries, wages & other benefits

10

CASH & CASH EQUIVALENT

March 31, 2012

March 31, 2011

(234,026) (226,363)

(323,552)(330,900)

11

7,663

Finished goods
Opening
Closing

COST OF GOODS MANUFACTURED

Work in process

Opening Closing

Impairment Loss on Fixed Assets

Consumable store Transportation factory workers

Depreciation Freight, octroi & toll tax Electricity, gas & water Insurance Entertainment

COST OF SALES

Short Term Borrowings Cash & Bank Balances

SEGMENT REPORTING	
Sales - Net	
Cost of sales	
Gross Profit	
Operating expenses:	
Administrative	
Distribution cost	

		INJECTI	ON			RFOMI	NG			lota	ļ.	
	For the Nine Mo	onths Ended	For the Quar	ter Ended	For the Nine M	lonths Ended	For the Quar	ter Ended	For the Nine M	onths Ended	For the Qua	rter Ended
	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011
		(Rupees in	'000)			(Rupees in	'000)			(Rupees in	1'000)	
Sales - Net	720,617	626,313	138,299	174,090	512,430	447,713	137,104	150,591	1,233,047	1,074,026	275,403	324,681
Cost of sales	(693,727)	(599,257)	(136,315)	(166,633)	(493,613)	(437,127)	(137,786)	(156,828)	(1,187,340)	(1,036,384)	(274,101)	(323,461)
Gross Profit	26,890	27,057	1,984	7,457	18,817	10,585	(682)	(6,237)	45,707	37,642	1,302	1,220
Operating expenses:												
Administrative	(17,105)	(17,950)	(5,148)	(5,041)	(12,163)	(12,831)	(4,583)	(4,361)	(29,268)	(30,781)	(9,731)	(9,402)
Distribution cost	(19,014)	(19,461)	(3,796)	(5,778)	(13,521)	(13,911)	(3,710)	(4,998)	(32,534)	(33,372)	(7,505)	(10,777)
	(36,119)	(37,410)	(8,944)	(10,819)	(25,684)	(26,742)	(8,293)	(9,359)	(61,803)	(64,152)	(17,237)	(20,178)
Operating Profit / (Loss)	(9,229)	(10,353)	(6,960)	(3,363)	(6,867)	(16,157)	(8,975)	(15,596)	(16,096)	(26,510)	(15,935)	(18,958)

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	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011	JUL-MAR 2012	JUL-MAR 2011	JAN-MAR 2012	JAN-MAR 2011
-	-	(Rupees in	'000)	3		(Rupees in	(000)			(Rupees i	n '000)	
Sales - Net	720,617	626,313	138,299	174,090	512,430	447,713	137,104	150,591	1,233,047	1,074,026	275,403	324,681
Cost of sales	(693,727)	(599,257)	(136,315)	(166,633)	(493,613)	(437,127)	(137,786)	(156,828)	(1,187,340)	(1,036,384)	(274,101)	(323,461)
Gross Profit	26,890	27,057	1,984	7,457	18,817	10,585	(682)	(6,237)	45,707	37,642	1,302	1,220
Operating expenses:												
Administrative	(17,105)	(17,950)	(5,148)	(5,041)	(12,163)	(12,831)	(4,583)	(4,361)	(29,268)	(30,781)	(9,731)	(9,402)
Distribution cost	(19,014)	(19,461)	(3,796)	(5,778)	(13,521)	(13,911)	(3,710)	(4,998)	(32,534)	(33,372)	(7,505)	(10,777)
	(36,119)	(37,410)	(8,944)	(10,819)	(25,684)	(26,742)	(8,293)	(9,359)	(61,803)	(64,152)	(17,237)	(20,178)
Operating Profit / (Loss)	(9,229)	(10,353)	(6,960)	(3,363)	(6,867)	(16,157)	(8,975)	(15,596)	(16,096)	(26,510)	(15,935)	(18,958)
Finance costs Exchange Gain Other expenses Other income									(85,376) - - 10,914	(79,487) - (94) 11,304	(34,896) - - - 1,308	(28,547) - (68) 800
Loss before taxation									(74,462) (90,557)	(68,277) (94,786)	(33,588) (49,522)	(27,815) (46,773)
Taxation - Current - Deferred									(12,016) 639	(10,838) 3,016	(2,354)	(3,253) 2,323
Loss after taxation									(11,377)	(7,822)	(2,354) (51,877)	(930) (47,704)



12 DATE OF AUTHORIZATION

These financial statements have been authorized for issue on **April 26, 2012** by the Board of Directors of the Company.

13 GENERAL

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CHIEF EXECUTIVE OFFICER DIRECTOR CHIEF FINANCIAL OFFICER



4 ESTIMATES AND JUDGMENTS

The preparation of the condensed interim financial information in conformity with approved accounting standards require management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities, income and expenses. The estimates and underlying assumptions are reviewed on an ongoing basis. Revisions to accounting estimates are recognised in the period in which the estimate is revised if the revision affects only that period, or in the period of the revision and future periods if the revision affects both current and future periods.

In preparing the condensed interim financial information, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the preceding published annual financial statements of the Company as at and for the year ended June 30, 2011.

5	PROPERTY, PLANT & EQUIPMENT	March,31 2012	June 30, 2011
5.1	Additions in property, plant & equipment during the period	(Rupees in '000)	
	Factory building	-	-
	Plant & Machinery	-	
	- Local	517	-
	- Imported	496	7,391
	Factory Equipment	133	3,124
	Furniture & Fixture	6	85
	Office Equipment	153	542
	Vehicles	-	-
	Computer Accessories	190	×
	Capital Spares	1,128	-
	Capital Work in Progress		-
		2,623	11,142

5.2 The additions disclosed are inclusive of transfers from capital work in progress amounting to Rs. 763 thousand.

6 LONG TERM LOANS

Long term loans worth Rs. 82.16 million have been repaid during the period.

7 CONTINGENCIES AND COMMITMENTS

Contingencies as at March 31,2012 remain same as disclosed in the audited financial statements for the year ended June 30, 2011.