

Financial Information for the Quarter and Nine Months ended September 30, 2010

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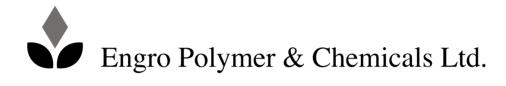
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# **COMPANY INFORMATION**

| Chairman                    | Asad Umar  |
|-----------------------------|--|
| President & Chief Executive | Asif Qadir   |
| Directors                   | Isar Ahmad<br>Kimihide Ando<br>Shahzada Dawood<br>Shabbir Hashmi<br>Waqar A. Malik<br>Khalid Mansoor<br>Khalid S. Subhani<br>Takashi Yoshida   |
| Company Secretary           | Arshaduddin Ahmed  |
| Board Audit Committee       | Isar Ahmad<br>Kimihide Ando<br>Shabbir Hashmi<br>Khalid S. Subhani   |
| Bankers / Lenders           | Allied Bank Ltd.<br>Summit Bank Ltd. (formerly Arif Habib Bank Ltd.)<br>Askari Commercial Bank Ltd.<br>Bank AI Falah Ltd.<br>Bank AI Habib Ltd.<br>Barclays Bank PLC., Pakistan<br>Citibank N.A.<br>Deutsche Bank AG<br>Dubai Islamic Bank Ltd.<br>Samba Bank Ltd.<br>Faysal Bank Ltd.<br>Habib Bank Ltd.<br>Hongkong Shanghai Banking Corporation<br>International Finance Corporation<br>International Finance Corporation<br>MCB Bank Ltd.<br>Meezan Bank Ltd.<br>National Bank of Pakistan<br>NIB Bank Ltd.<br>Standard Chartered Bank (Pakistan) Ltd.<br>United Bank Ltd. |
| Auditors                    | A. F. Ferguson & Co., Chartered Accountants<br>State Life Building No. 1-C, I.I. Chundrigar Road, Karachi.   |
| Registered Office           | First Floor, Bahria Complex I, 24 M.T. Khan Road, Karachi - 74000<br>UAN: 111-411-411  |
| Plant                       | EZ/1/P-II-1, Eastern Zone, Bin Qasim, Karachi.   |
| Share Registrar             | FAMCO Associates (Private) Limited [Formerly Ferguson Associates (Private) Limited]<br>1st Floor, State Life Building No. 1-A, I.I. Chundrigar Road, Karachi - 74000<br>Tel: (92-21) 32427012, 32426597, 32425467  |
| Website                     | www.engropolymer.com   |
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DIRECTORS' REVIEW & UNAUDITED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

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### ENGRO POLYMER & CHEMICALS LIMITED DIRECTORS' REVIEW TO THE SHAREHOLDERS ON UNAUDITED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

On behalf of the Board of Directors of Engro Polymer & Chemicals Limited, we are pleased to present the unaudited Financial Information of the Company for the nine months ended September 30, 2010.

#### **Business Review**

Vinyl Chloride Monomer (VCM) plant operations improved during the quarter and the Plant achieved commercial production in the month of September 2010. VCM scrubbers which were damaged during the fire incident in December 2009 were installed after refurbishment and successfully commissioned during the month of August 2010. VCM plant was shutdown during the month of August 2010 for maintenance. VCM production during the quarter was 22 KTons as compared to the plant's production capacity of 38 KTons. During the first nine months, VCM production was 36 KTons. Highest level of VCM production was achieved during the month of September 2010 in which 9.4 KTons of VCM was produced.

Poly Vinyl Chloride (PVC) production during 3Q 2010 was 29 KTons as compared to 31 KTons in 3Q 2009. Production was lower than capacity as the operational load had to be curtailed due to unavailability of VCM and plant shutdown taken for maintenance. Production for nine months was 80 KTons as compared to 91 K Tons in corresponding period last year.

Caustic soda production for the quarter was 23 KTons as against 14 KTons during 3Q 2009 and that for nine months was 67 KTons as compared to 14 KTons in 2009.

International prices in the Vinyl chain exhibited a rising trend on account of rising feedstock prices and supply demand situation. Average PVC price in July was around USD 880 which reached to USD 985 in September. Similarly, Ethylene prices rose from an average of USD 818 in July to USD 1000 in September 2010.

Company sold 27 KTons of PVC in 3Q 2010 as against 29 KTons in same period last year. In addition, around 4.5 KTons of resin was imported during the quarter due to earlier supply constraints. Domestic sale for nine months was 74 KTons as against 93 KTons during same period last year.

Caustic soda sales remained strong during the quarter. The Company sold 20 KTons in 3Q 2010 as against 10 KTons in 3Q 2009. Caustic soda domestic sales volume for nine months was 58 KTons as against 10 KTons for same period 2009.

EDC produced was primarily used for the production of VCM, however, 10 KTons of surplus EDC was also exported during the quarter. A total of 33 KTons of EDC were exported during the nine months as against 16 KTons in corresponding period of 2009.

Revenue for the quarter was Rs. 3,700 million, an increase of 14.6% over same period last year. During the quarter, the Company incurred a loss of Rs. 314 million as compared to a loss after tax of Rs. 29 million in 3Q 2009. Loss after tax for nine months was Rs. 791 million as against a loss after tax of Rs. 22 million in nine months of 2009. Company's loss was primarily attributable to the delay in commissioning of the VCM plant due to which the economic benefits of the integrated facility could not be obtained and therefore the incremental fixed cost and financial charges could not be recovered. As a result of the losses incurred by the Company, the Current Ratio continues to be under pressure and the Company remains in breach of this covenant in the Loan Agreements.

#### **Near Future Outlook**

International Chlor Vinyl margins are improving due to global supply demand. PVC prices have also moved higher and are expected to remain at these levels. International Caustic soda prices have already started to firm up and are likely to increase during 4Q 2010.

Domestic demand for PVC is expected to be slow due to the liquidity crunch in the market and reduced government spending. Based on the improved PVC supply situation, the Company has initiated exports of PVC, which provides good margins at the current time. Caustic soda sales of the Company are expected to remain in line with company's production.

The margins are expected to improve as the integrated facility operations smooth out, however the profitability would depend on the productivity of the entire complex.

Delayed commissioning of the VCM plant resulted in a cumulative loss of Rs. 791 million during the first nine months and therefore the profitability projections (Rights Issue) for the year 2010 will not be met and the financials of the Company would show a net loss at the end of 2010.

Asif Qadir President & Chief Executive

Kimihide Ando Director

Karachi October 25, 2010



#### ENGRO POLYMER & CHEMICALS LIMITED UNAUDITED CONDENSED INTERIM BALANCE SHEET AS AT SEPTEMBER 30, 2010

| Intangible assets         6         19,671         11,816           Long term investment         50,000         50,000           Long term loans and advances         53,530         47,475           Deferred taxation         16         313,080         19,469,977  |  | Note         | (Unaudited)<br>September 30,<br>2010                  | (Audited)<br>December 31,<br>2009   |
|--|--|--------------|---|---|
| Property, plant and equipment       5       19,420,583       19,360,686         Intangible assets       6       19,671       11,816         Long term loans and advances       50,000       50,000         Deferred taxation       16       313,080  | ASSETS   |              | Ru  | pees  |
| Intangible assets         6         19,671         11,816           Long term investment         50,000         50,000           Long term loans and advances         53,530         47,475           Deferred taxation         16         313,080         19,469,977  | Non-Current Assets   |              |   |   |
|  | Intangible assets<br>Long term investment<br>Long term loans and advances  | 6            | 19,671<br>50,000<br>53,530<br>313,080                 | 19,360,686<br>11,816<br>50,000<br>47,475                                      |
| Current Assets   | Current Assets   |              | 19,000,004  | 13,403,377  |
| Stock-in-trade         7         1,981,692         1,605,218           Trade debts - considered good         8         469,150         336,242           Loans, advances, deposits, prepayments and other receivables         9         152,657         309,224           Taxes recoverable         10         585,739         452,548           Cash and bank balances         11         115,176         190,064 | Stock-in-trade<br>Trade debts - considered good<br>Loans, advances, deposits, prepayments and other receivables<br>Taxes recoverable | 8<br>9<br>10 | 1,981,692<br>469,150<br>152,657<br>585,739<br>115,176 | 192,762<br>1,605,218<br>336,242<br>309,224<br>452,548<br>190,064<br>3,086,058 |
| TOTAL ASSETS         23,693,740         22,556,035   | TOTAL ASSETS   |              | 23,693,740  | 22,556,035  |
| EQUITY AND LIABILITIES   | EQUITY AND LIABILITIES   |              |   |   |
| Equity   | Equity   |              |   |   |
| Share premium         964,029         975,438           Employees' share compensation reserve         13         8,848         9,313           Hedging reserve         (124,428)         (12,958)           (Accumulated loss) / Unappropriated profit   | Share premium<br>Employees' share compensation reserve<br>Hedging reserve  |              | 964,029<br>8,848<br>(124,428)<br>(605,883)            | 5,203,677<br>975,438<br>9,313<br>(12,958)<br><u>184,203</u><br>6,359,673      |
| Non-Current Liabilities  | Non-Current Liabilities  |              |   |   |
| Derivative financial instruments15191,42819,935Deferred taxation16-321,520Retirement and other service benefit obligations48,45638,312   | Derivative financial instruments<br>Deferred taxation<br>Retirement and other service benefit obligations                            | 15           | 191,428<br>-<br>48,456                                | 11,135,163<br>19,935<br>321,520<br>38,312<br>11,514,930                       |
|  |  |              | ,   |   |
| Short term borrowings         17         1,485,063         394,241           Trade and other payables         18         2,478,234         2,998,097           Accrued interest / mark-up         494,408         202,207           Provisions         19         128,428         70,494   | Short term borrowings<br>Trade and other payables<br>Accrued interest / mark-up  | 18           | 1,485,063<br>2,478,234<br>494,408<br>128,428          | 1,016,393<br>394,241<br>2,998,097<br>202,207<br>70,494                        |
| 5,888,456 4,681,432  | Commitments  | 20           | <b>୦,୪୪୪,4</b> ୨୪                                     | 4,681,432   |
|  |  | 20           |   |   |
| TOTAL EQUITY AND LIABILITIES       23,693,740       22,556,035         The approved entry of the conducted integin financial information       23,693,740       22,556,035   |  |              | 23,693,740  | 22,556,035  |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director



#### ENGRO POLYMER & CHEMICALS LIMITED UNAUDITED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

(Amounts in thousand except for loss per share)

|                                     |      | Quarte                | r ended                             | Nine mont             | hs ended                            |
|-------------------------------------|------|-----------------------|-------------------------------------|-----------------------|-------------------------------------|
|                                     |      | September 30,<br>2010 | September 30,<br>2009<br>(Restated) | September 30,<br>2010 | September 30,<br>2009<br>(Restated) |
|                                     | Note |                       | Rup                                 | Rupees                |                                     |
| Net revenue                         |      | 3,700,734             | 3,229,953                           | 10,510,730            | 8,192,750                           |
| Cost of sales                       | 21   | (3,497,234)           | (2,858,116)                         | (9,874,726)           | (7,388,125)                         |
| Gross profit                        |      | 203,500               | 371,837                             | 636,004               | 804,625                             |
| Distribution and marketing expenses | 22   | (170,778)             | (141,714)                           | (450,079)             | (323,671)                           |
| Administrative expenses             | 23   | (89,093)              | (55,085)                            | (229,018)             | (133,223)                           |
| Other operating expenses            | 24   | (62,113)              | (64,376)                            | (206,565)             | (151,940)                           |
| Other operating income              |      | 2,115                 | 55,441                              | 12,800                | 93,172                              |
| Operating (loss) / profit           |      | (116,369)             | 166,103                             | (236,858)             | 288,963                             |
| Finance costs                       | 25   | (372,204)             | (222,973)                           | (1,017,019)           | (341,978)                           |
| Loss before taxation                |      | (488,573)             | (56,870)                            | (1,253,877)           | (53,015)                            |
| Taxation                            |      | 174,510               | 27,689                              | 463,326               | 30,889                              |
| Loss for the period                 |      | (314,063)             | (29,181)                            | (790,551)             | (22,126)                            |
| Loss per share - basic and diluted  |      | (0.47)                | (0.05)                              | (1.28)                | (0.04)                              |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando

Kimihide Ando

#### ENGRO POLYMER & CHEMICALS LIMITED UNAUDITED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Quarter               | ended                 | Nine months ended     |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
|  | September 30,<br>2010 | September 30,<br>2009 | September 30,<br>2010 | September 30,<br>2009 |
|  |                       | Rup                   | bees                  |                       |
| Loss for the period  | (314,063)             | (29,181)              | (790,551)             | (22,126)              |
| Other comprehensive income / (loss):   |                       |                       |                       |                       |
| Hedging reserve  |                       |                       |                       |                       |
| Loss arising during the period   | (90,567)              | (77,622)              | (232,005)             | (30,859)              |
| Less:  |                       |                       |                       |                       |
| <ul> <li>Reclassification adjustments for<br/>losses included in profit and loss</li> </ul>            | 16,669                | 9,161                 | 56,446                | 10,085                |
| <ul> <li>Adjustments for amounts transferred to<br/>initial carrying amount of hedged items</li> </ul> | -                     | 6,257                 | 4,066                 | 11,269                |
| Income tax relating to hedging reserve   | 25,865                | 21,772                | 60,023                | 3,327                 |
| Other comprehensive loss for the period - net of tax   | (48,033)              | (40,432)              | (111,470)             | (6,178)               |
| Total comprehensive loss for the period  | (362,096)             | (69,613)              | (902,021)             | (28,304)              |

The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director

#### ENGRO POLYMER & CHEMICALS LIMITED UNAUDITED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Share<br>capital | Share<br>premium | Employees'<br>share<br>compensation<br>reserve | Hedging<br>reserve | (Accumulated<br>loss) /<br>Unappropriated<br>profit | Total     |
|--|------------------|------------------|--|--------------------|---|-----------|
|  |                  |                  | Rup  | ees                |   |           |
| Balance as at January 1, 2009 (Audited)  | 5,203,677        | 975,438          | 9,858  | (39,100)           | 415,992   | 6,565,865 |
| Unvested share options lapsed during the period                                  | -                | -                | (266)  | -                  | -   | (266)     |
| Total comprehensive loss for the nine months ended September 30, 2009            | -                | -                | -  | (6,178)            | (22,126)  | (28,304)  |
| Balance as at September 30, 2009 (Unaudited)                                     | 5,203,677        | 975,438          | 9,592  | (45,278)           | 393,866   | 6,537,295 |
| Unvested share options lapsed during the period                                  | -                | -                | (279)  | -                  | -   | (279)     |
| Total comprehensive income / (loss) for the three months ended December 31, 2009 | -                | -                | -  | 32,320             | (209,663)   | (177,343) |
| Balance as at December 31, 2009 (Audited)  | 5,203,677        | 975,438          | 9,313  | (12,958)           | 184,203   | 6,359,673 |
| Vested share options lapsed during the period                                    | -                | -                | (465)  | -                  | 465   | -         |
| Total comprehensive loss for the nine months ended September 30, 2010            | -                | -                | -  | (111,470)          | (790,551)   | (902,021) |
| Share capital issued   | 1,431,011        | -                | -  | -                  | -   | 1,431,011 |
| Share issuance cost, net   | -                | (11,409)         | -  | -                  | -   | (11,409)  |
| Balance as at September 30, 2010 (Unaudited)                                     | 6,634,688        | 964,029          | 8,848  | (124,428)          | (605,883)   | 6,877,254 |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director



### ENGRO POLYMER & CHEMICALS LIMITED UNAUDITED CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Note | (Unaudited)<br>September 30,<br>2010                     | (Unaudited)<br>September 30,<br>2009                  |
|--|------|--|---|
| CASH FLOWS FROM OPERATING ACTIVITIES   |      | Rupees   |   |
| Cash generated from operations<br>Finance costs paid<br>Long term loans and advances<br>Provisions<br>Income tax paid  | 26   | (434,521)<br>(724,818)<br>(6,055)<br>57,934<br>(238,298) | 957,213<br>(917,691)<br>42,408<br>10,968<br>(183,748) |
| Net cash outflow from operating activities   |      | (1,345,758)  | (90,850)  |
| CASH FLOWS FROM INVESTING ACTIVITIES   |      |  |   |
| Purchases of property, plant and equipment<br>Purchases of intangible assets<br>Proceeds from disposal of operating assets<br>Proceeds from sale of short term investments<br>Income on short term investments and bank deposits |      | (795,421)<br>(7,855)<br>6,583<br>-<br>10,300             | (2,269,367)<br>-<br>3,764<br>(894,556)<br>89,186      |
| Net cash outflow from investing activities   |      | (786,393)  | (3,070,973)   |
| CASH FLOWS FROM FINANCING ACTIVITIES<br>Proceeds from long term borrowings<br>Repayment of long term borrowings-net<br>Proceeds from issue of share capital<br>Share issuance cost   |      | 100,000<br>(547,017)<br>1,431,011<br>(17,553)            | 4,107,722<br>(130,000)<br>-<br>-                      |
| Net cash inflow from financing activities  |      | 966,441  | 3,977,722   |
| Net (decrease) / increase in cash and cash equivalents Cash and cash equivalents at beginning of the period  |      | (1,165,710)<br>(204,177)                                 | 815,899<br>(745,295)                                  |
| Cash and cash equivalents at end of the period   | 27   | (1,369,887)  | 70,604  |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director

## ENGRO POLYMER & CHEMICALS LIMITED NOTES TO THE UNAUDITED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

#### LEGAL STATUS AND OPERATIONS 1.

Engro Polymer & Chemicals Limited (the Company) was incorporated in Pakistan in 1997 under the Companies Ordinance, 1984 as a public unlisted company. The Company is listed on the Karachi, Lahore and Islamabad Stock Exchanges.

The Company is a subsidiary of Engro Corporation Limited (formerly Engro Chemical Pakistan Limited). The address of its registered office is 1st Floor, Bahria Complex I, M. T. Khan Road, Karachi. The Company's principal activity is to manufacture, market and sell Poly Vinyl Chloride (PVC), PVC compounds, Caustic soda and other related chemicals.

In 2006, the Company commenced work on its expansion and back-integration project comprising setting up of new PVC, Ethylene Di Chloride (EDC), Chlor-alkali, Vinyl Chloride Monomer (VCM) and Power plants. During 2009, the Company commenced commercial operations of new PVC, EDC, Chlor-alkali and Power plants (Gas turbines). The commercial operations of the VCM plant has been declared in third quarter 2010, after which the integrated chemical complex is now complete. These plants have been set up adjacent to the Company's existing PVC facilities in the Port Qasim Industrial Area. The Company is also engaged in supply of surplus power generated from its Power plants to Karachi Electric Supply Company (KESC), under an agreement.

#### **BASIS OF PREPARATION** 2.

This condensed interim financial information of the Company for the nine months ended September 30, 2010 is unaudited and has been prepared in accordance with the requirements of the International Accounting Standard 34 - Interim Financial Reporting' and provisions of and directives issued under the Companies Ordinance, 1984 (the Ordinance). In case where requirements differ, the provisions of or directives issued under the Ordinance have been followed.

This condensed interim financial information is being submitted to the shareholders in accordance with section 245 of the Ordinance and should be read in conjunction with the audited annual financial statements of the Company for the year ended December 31 2009

#### ACCOUNTING POLICIES 3.

- The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial 31 information are the same as those applied in the preparation of audited annual financial statements of the Company for the year ended December 31, 2009.
- The following new standards and amendments and interpretations to existing standards are mandatory for the financial 3.2 year beginning on or after January 1, 2010, but are either not currently relevant to the Company or do not have any significant impact on the Company's financial information:
  - IFRS 2 (Amendment), 'Group cash-settled and share-based payment transactions';
  - IFRS 3 (Revised), 'Business Combination';
  - IFRS 5 (Amendment), 'Measurement of non-current assets (or disposal groups)
  - classified as held for sale';
  - IFRS 8 (Amendment), 'Disclosure of information about segment assets'; IAS 1 (Amendment), 'Presentation of financial statements';

  - IAS 17 (Amendment), 'Classification of leases of land and buildings'; IAS 27 (Amendment), 'Classification of leases of land and buildings'; IAS 27 (Amendment), 'Consolidated and separate financial statements'; IAS 28 (Amendment), 'Investments in associates'; IAS 38 (Amendment), 'Intangible assets';

  - IFRIC 17 'Distributions of non-cash assets to owners';
  - IFRIC 18 'Transfers of assets from customers';
  - Number of other amendments in other IFRS and IAS which were part of the International Accounting Standard Board's (IASB's) annual improvement project, published in April 2009.

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#### ENGRO POLYMER & CHEMICALS LIMITED NOTES TO THE UNAUDITED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

- 3.3 The following new standards and amendments and interpretations to existing standards have been issued but are not effective for the financial year beginning January 1, 2010 and have not been early adopted by the Company:
  - IFRS 9, 'Financial Instruments' (effective from January 1, 2013). IFRS 9 addresses the classification and measurement of financial assets. The Company is yet to asses the full impact of IFRS 9.
  - IAS 24 (Revised), 'Related party disclosures' (effective from January 1, 2011). The revised standard supersedes IAS 24, 'Related party disclosures', issued in 2003. Application of the revised standard will only impact the format and extent of disclosures presented in the Company's financial statements.
  - IAS 32 (Amendment), 'Classification of rights issues' (effective for annual periods beginning on or after February 1, 2010). The amendment states that if rights issues, which are offered for a fixed amount of foreign currency, are issued pro rata to all the entity's existing shareholders in the same class for fixed amount of currency, they should be classified as equity regardless of the currency in which the exercise price is denominated. The Company currently has no right issues in offering therefore the amendment has no effect on the Company's financial statements.
  - IFRIC 14 (Amendments), 'Prepayments to minimum funding requirement' (effective from January 1, 2011). The amendments correct an unintended consequence of IFRIC 14, 'IAS 19 The limit on a defined benefit asset, minimum funding requirements and their interaction'. Without the amendments, entities are not permitted to recognize as an asset some voluntary prepayments for minimum funding contributions. This was not intended when IFRIC 14 was issued, and the amendments correct the problem. The Company's retirement benefit funds are not subject to any minimum funding requirements, hence, these amendments will have no impact on the Company's financial statements.
  - IFRIC 19, 'Extinguishing financial liabilities with equity instruments' (effective for annual periods beginning on or after July 1, 2010). The interpretation clarifies the requirements of IFRSs when an entity renegotiates the terms of a financial liability with its creditor and the creditor agrees to accept the entity's shares or other equity instruments to settle the financial liability fully or partially. The Company has not renegotiated the terms of a financial liability and offered any of its shares to its creditors, therefore, this interpretation will have no impact on the Company's financial statements.

#### 4. ACCOUNTING ESTIMATES

The preparation of this condensed interim financial information in conformity with the approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances. Actual results may differ from these estimates.

During the preparation of this condensed interim financial information, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that apply to annual audited financial statements for the year ended December 31, 2009.



|     |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|--|--------------------------------------|-----------------------------------|
| 5.  | PROPERTY, PLANT AND EQUIPMENT            | Rupe                                 | es ———                            |
|     | Operating assets, at net book value      |                                      |                                   |
|     | - notes 5.1 & 5.2                        | 19,383,006                           | 14,112,080                        |
|     | Capital work-in-progress - note 5.3      | 37,577                               | 5,248,606                         |
|     |  | 19,420,583                           | 19,360,686                        |
|     |  |                                      |                                   |
| 5.1 | Additions to operating assets during     |                                      |                                   |
|     | the period / year were as follows:       |                                      |                                   |
|     | Building on leasehold land               | 35,355                               | 168,221                           |
|     | Plant and machinery                      | 5,903,766                            | 12,076,638                        |
|     | Pipelines                                | 4,852                                | 357,309                           |
|     | Furniture, fixtures and office equipment | 12,251                               | 16,820                            |
|     | Vehicles                                 | 46,727                               | 29,811                            |
|     |  | 6,002,951                            | 12,648,799                        |

5.2 During the period, assets costing Rs. 15,306 (December 31, 2009: Rs. 13,591), having net book value of Rs. 6,131 (December 31, 2009: Rs. 4,560) were disposed off for Rs. 6,583 (December 31, 2009: Rs. 6,179)

|     |  | (Unaudited)<br>September 30,<br>2010<br>———— Rupe | (Audited)<br>December 31,<br>2009<br>es ———————————————————————————————————— |
|-----|--|---|--|
| 5.3 | Capital work-in-progress comprises of: |   |  |
|     | Plant and machinery                    | 4,378   | 3,744,783  |
|     | Building on leasehold land             | 4,690   | 33,010   |
|     | Ethylene pipeline and power cables     | -   | 292  |
|     | Water and gas pipelines                | -   | 2,793  |
|     | Furniture, fixtures and equipment      | 11,931  | 5,479  |
|     | Software                               | 8,385   | -  |
|     | Advances for vehicles                  | 8,193   | 8,315  |
|     | Other ancillary costs - note 5.3.1     | -   | 1,453,934  |
|     |  | 37,577  | 5,248,606  |

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|                                     | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-------------------------------------|--------------------------------------|-----------------------------------|
|                                     | Rup                                  | ees ———                           |
| 5.3.1 The ancillary costs comprise: |                                      |                                   |
|                                     |                                      |                                   |
| Salaries, wages and benefits        | -                                    | 213,879                           |
| Training and travelling             | -                                    | 45,051                            |
| Borrowing costs                     | -                                    | 591,810                           |
| Legal and professional              | -                                    | 31,860                            |
| Storage and handling                | -                                    | 481,667                           |
| Depreciation                        | -                                    | 15,053                            |
| Others                              | -                                    | 74,614                            |
|                                     | -                                    | 1,453,934                         |

#### 6. **INTANGIBLE ASSETS - Computer Software**

Additions made during the period amounted to Rs. 11,355 (December 31, 2009: Rs. 6,255).

|    |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|----|--|--------------------------------------|-----------------------------------|
| 7. | STOCK-IN-TRADE   | Rup                                  | ees ———                           |
|    | Raw and packing materials - note 7.1<br>Work-in-progress<br>Finished goods | 838,989<br>16,285                    | 1,168,171<br>17,579               |
|    | - own manufactured product - note 7.2<br>- purchased product               | 1,126,418<br><br>1,126,418           | 410,653<br>8,815<br>419,468       |
|    |  | 1,981,692                            | 1,605,218                         |

This includes stock-in-transit amounting to Rs. 223,650 (December 31, 2009: Rs. 248,065) and stocks held at the storage facilities of the following related parties: 7.1

|                                     | (Unaudited)   | (Audited)    |
|-------------------------------------|---------------|--------------|
|                                     | September 30, | December 31, |
|                                     | 2010          | 2009         |
|                                     | Ruj           | bees         |
| - Engro Vopak Terminal Limited      | 248,157       | 595,104      |
| - Dawood Hercules Chemicals Limited | 4,851         | 1,635        |
|                                     | 253,008       | 5 96,739     |



7.2 This represents carrying value of PVC resin, net of realizable value reduction of Rs. 18,266 (December 31, 2009: Rs. 21,084).

|    |  | (Unaudited)<br>September 30,<br>2010 | Rupees | (Audited)<br>December 31,<br>2009 |
|----|--|--------------------------------------|--------|-----------------------------------|
| 8. | TRADE DEBTS - considered good                              |                                      |        |                                   |
|    | Includes amounts due from the following related parties:   |                                      |        |                                   |
|    | - Engro Polymer Trading (Private) Limited                  | 183.004                              |        | 60,565                            |
|    | - Engro Foods Limited                                      | 1,049                                |        | -                                 |
|    |  |                                      |        |                                   |
|    |  | 184,053                              |        | 60,565                            |
| 9. | LOANS, ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABL | ES                                   |        |                                   |
|    | Includes amounts due from the following related parties:   |                                      |        |                                   |
|    | - Engro Fetillizer Limited                                 | 3,162                                |        | 1,318                             |
|    | - Engro Vopak Terminal Limited                             | 1,393                                |        | -                                 |
|    | - Engro Energy Limited                                     | 45                                   |        |                                   |
|    |  | 4,600                                |        | 1,318                             |

#### 10. TAXES RECOVERABLE

10.1 During the period, the Company received a Notice of Demand of Rs. 213,172 in respect of Tax Year 2008. The Deputy Commissioner Inland Revenue has made various additions to the returned income amounting to Rs. 207,370 and has not considered the brought forward losses amounting to Rs. 974,770 resulting in the aforementioned tax demand. The additions to income are mainly on account of trading liabilities and financial costs in relation to the expansion Project.

The Company has filed an appeal against the aforementioned demand with the Commissioner Inland Revenue (Appeals), which is currently pending. While the appeal proceedings were pending, the Officer Inland Revenue (OIR) adjusted a sum of Rs. 125,072 in the above demand against the Company's assessed refunds. Although the Company has sufficient tax refunds and recoupable minimum taxes to have the remaining demand of Rs. 88,100 adjusted, the OIR only gave a further credit, subject to further verification, of Rs. 55,696. Consequently, the Company has paid the balance amount of Rs. 32,404 'under protest'. The Company also applied for a stay order to the Commissioner Inland Revenue (Appeals) for the remaining dustanding demand as the credit of Rs. 55,696 has been given by the OIR subject to verification of taxes paid, which was granted up to June 26, 2010. Application for extension in stay order has also been filed, hearing for which is also pending.

The management of the Company is confident that the ultimate outcome of the aforementioned matter would be in its favour and consequently has not recognized the effects for the same in the condensed interim financial information.

10.2 While finalizing the assessment for the assessment year 2000-2001, the Taxation Officer had disallowed a claim of First Year Allowance (FYA) by the Company on the grounds that it had not met the criteria for claiming this allowance as required under the repealed Income Tax Ordinance, 1979. The Company had filed an appeal against this disallowance which was pending with the Income Tax Appellate Tribunal (ITAT). A similar disallowance had also been made for the assessment year 2001-2002 by the Taxation Officer in 2003. However, upon appeal this matter was ultimately decided in the Company's favour in 2005 by the Income Tax Appellate Tribunal (ITAT).

During the period, the ITAT for assessment year 2000-2001, decided the matter against the Company by departing from its previous order of ITAT for the assessment year 2001-2002. The disallowance of FYA amounts to Rs. 1,884,359.

This disallowance results in a tax deductible timing difference, the effects of which have been recognized in the condensed interim financial information after taking into account the consequential effects of the ITAT Order in the years subsequent to 2000 - 2001.

| 11. | CASH AND BANK BALANCES  | (Unaudited)<br>September 30,<br>2010<br>———— Rup | (Audited)<br>December 31,<br>2009<br>Dees |
|-----|---|--|---|
| 11. | CASH AND BANK BALANCES  |  |   |
|     | Cash in hand  | 936  | 970                                       |
|     | With banks on:  |  |   |
|     | - current accounts  | 105,846  | 121,621                                   |
|     | - savings accounts  | 8,394  | 67,473                                    |
|     |   | 115,176  | 190,064                                   |
|     |   | (Unaudited)<br>September 30,<br>2010             | (Audited)<br>December 31,<br>2009         |
| 12. | SHARE CAPITAL   |  | 2009<br>Dees                              |
|     | Authorized capital  |  |   |
|     | 700,000,000 (2009: 700,000,000) ordinary shares<br>of Rs. 10 each                     | 7,000,000  | 7,000,000                                 |
|     | Issued, subscribed and paid-up capital  |  |   |
|     | 663,468,788 (2009: 520,367,677) ordinary shares<br>of Rs. 10 each, fully paid in cash | 6,634,688  | 5,203,677                                 |

- 12.1 During the period, the Company issued 143,101,111 ordinary shares of Rs. 10 each at par as rights shares to the existing shareholders, ranking pari passu in all respects with the existing shares of the Company. Transaction costs, incurred during the period amounting to Rs. 11,409, net of tax, directly attributable to the issue of new shares have been recognized as a deduction from share premium.
- 12.2 As at September 30, 2010, Engro Corporation Limited (formerly Engro Chemical Pakistan Limited) holds 372,809,989 ordinary shares of Rs. 10 each (December 31, 2009: 292,399,992 ordinary shares of Rs. 10 each).

|     |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|--|--------------------------------------|-----------------------------------|
|     |  | Rup                                  | ees                               |
| 13. | EMPLOYEES' SHARE COMPENSATION RESERVE            |                                      |                                   |
|     | Balance at beginning of the period/year          | 9,313                                | 9,858                             |
|     | Less: Options lapsed due to employee resignation | (465)                                | (545)                             |
|     | Balance at end of the period/year                | 8,848                                | 9,313                             |
|     |  |                                      |                                   |
|     | 15   |                                      |                                   |



13.1 During the current period, the Company has adjusted the exercise price of the share options from Rs. 22 per share to Rs. 19.41 per share and has increased the total entitlement from 5,300,000 shares to 6,757,500 shares consequent to the issue of right shares, which have been duly approved by the Securities and Exchange Commission of Pakistan. The aforementioned reduction in exercise price has no effect on the fair value of share options recognized in the condensed interim financial information.

#### 14. LONG TERM BORROWINGS, secured

- 14.1 During the period, the Company has entered into a Master Istisna Agreement for a facility of Rs. 100,000, for a period of three years. The entire amount of the facility has been drawn down by the Company. The facility carries mark-up at the rate of 1.5% over six months KIBOR. All amounts due under the Agreement are payable in tranches by way of a series of Istisna transactions, each Istisna transaction being treated as a separate agreement. Since the management's intention is to roll over each Istisna transaction on repayment date to the expiry date of the facility, the above mentioned financing has been included in long term borrowings of the Company. The facility is secured by a joint pari passu equitable mortgage over land and buildings and a pari passu hypothecation charge over plant and machinery, stocks and receivables amounting to Rs. 134,000
- 14.2 During the period, the Company has repaid an amount of Rs. 51,744 representing the first installment against a facility obtained in 2009 under a Syndicate Finance Agreement with a consortium of local banks. Further, the Company has repaid an amount of Rs. 341,640 representing the first installment against loan agreement/facility with International Finance Corporation.

#### 15. DERIVATIVE FINANCIAL INSTRUMENTS

- 15.1 During the period, the Company has entered into a cross-currency interest rate swap agreement for a notional amount of US\$ 4,000, with a bank to hedge its interest rate exposure on floating rate local currency borrowings from a consortium of local banks under a Syndicate Finance Agreement. Under the swap agreement, the Company would receive six month KIBOR on the relevant PKR notional amount and will pay six month USD-LIBOR plus 0.95% on the relevant USD notional amount, which will be settled semi annually.
- 15.2 The Company has outstanding interest rate swap agreements for notional amounts aggregating US\$ 37,332, with banks to hedge its interest rate exposure on floating rate foreign currency borrowings from International Finance Corporation (IFC). Under the swap agreements, the Company would receive six month USD-LIBOR on respective notional amounts and will pay fix rates, which will be settled semi annually.
- 15.3 Details of the swap agreements are as follows:

| Notional<br>Amounts<br>US \$ | Effective<br>Date        | Termination<br>Date | Rate<br>%     | (Unaudited)<br>Fair value<br>as at<br>September 30, 2010 | (Audited)<br>Fair value<br>as at<br>December 31, 2009 |
|------------------------------|--------------------------|---------------------|---------------|--|---|
|                              | • •                      |                     | _             | •  | ees   |
| Interest Rate                | e Swap Agreements        |                     | Fixed Rate %  | 0  |   |
| 14,000                       | December 15, 2008        | June 15, 2017       | 3.385         | 87,819   | 23,770  |
| 4,666                        | June 15, 2009            | June 15, 2017       | 3.005         | 23,592   | 1,838   |
| 14,000                       | June 15, 2009            | June 15, 2017       | 2.795         | 61,359   | (4,570)   |
| 4,666                        | June 15, 2009            | June 15, 2017       | 2.800         | 17,478   | (1,103)   |
| 37,332                       |                          |                     |               | 190,248  | 19,935  |
|                              |                          |                     |               |  |   |
| Cross - Curi                 | rency Interest Rate Swap | Agreement           | Floating Rate | %  |   |
| 4,000                        | September 9, 2010        | June 15, 2015       | LIBOR + 0.9   | 5 1,180  | -   |
| 41,332                       |                          |                     |               | 191,428  | 19,935  |
|                              |                          |                     |               |  |   |



| 16. | DEFERRED TAXATION  | (Unaudited)<br>September 30<br>2010 | ,<br>Rupees | (Audited)<br>December 31,<br>2009 |
|-----|--|-------------------------------------|-------------|-----------------------------------|
|     | Credit balances arising due to:  |                                     |             |                                   |
|     | - accelerated tax depreciation   | 4,180,037                           |             | 3,061,376                         |
|     | - net borrowing costs capitalized  | -                                   |             | 207,133                           |
|     |  | 4,180,037                           |             | 3,268,509                         |
|     | Debit balances arising due to:   |                                     | 1           |                                   |
|     | - recoupable carried forward tax losses                                    | (4,035,780)                         |             | (2,725,269)                       |
|     | - recoupable minimum turnover tax  | (211,313)                           |             | (108,789)                         |
|     | - unrealized foreign exchange losses, unpaid liabilities and provision for |                                     |             |                                   |
|     | retirement and other service benefits                                      | (94,065)                            |             | (46,581)                          |
|     | - provision against duties   | (22,845)                            |             | (6,454)                           |
|     | - provision for stock and slow moving stores and spares                    | (4,405)                             |             | (1,353)                           |
|     | - fair value of hedging instruments  | (67,000)                            |             | (6,977)                           |
|     | - share issuance cost, net to equity                                       | (57,709)                            |             | (51,566)                          |
|     |  | (4,493,117)                         |             | (2,946,989)                       |
|     |  | (313,080)                           |             | 321,520                           |
| 17. | SHORT TERM BORROWINGS  |                                     | :           |                                   |

The aggregate facilities for running finance available from various banks, representing the sales price of all mark-up arrangements, amount to Rs. 2,000,000 (December 31, 2009: Rs. 2,000,000). The corresponding purchase price is payable on various dates during the ensuing year. Mark-up is chargeable at rates net of prompt payment rebate, ranging from relevant period KIBOR plus 1% to plus 1.5% (December 31, 2009: relevant period KIBOR plus 0.9% to plus 3%). During the period, the mark-up rates, net of prompt payment rebate, ranged from 12.93% to 14.73% per annum (December 31, 2009: 12.39% to 17.37% per annum). The facilities are secured by a floating charge over stocks and book debts of the Company.

|     |  | (Unaudited)   | (Audited)    |  |
|-----|--|---------------|--------------|--|
|     |  | September 30, | December 31, |  |
|     |  | 2010          | 2009         |  |
| 18. | TRADE AND OTHER PAYABLES                               | Ruj           | pees         |  |
|     | Includes amounts due to the following related parties: |               |              |  |
|     | - Engro Corporation Limited                            | 3,585         | -            |  |
|     | - Mitsubishi Corporation                               | 1,183,426     | 1,150,769    |  |
|     | - Engro Vopak Terminal Limited                         | 86,937        | 77,045       |  |
|     |  | 1,273,948     | 1,227,814    |  |

### 19. PROVISIONS

#### 19.1 Provision for SED on import of plant and machinery

As at September 30, 2010, the Company had paid Rs. 94,611 (December 31, 2009: Rs. 94,611) on account of Special Excise Duty (SED) on import of plant and machinery for the Project. Of this amount the Company had adjusted Rs. 57,924 (December 31, 2009: Rs. 57,924) in the monthly sales tax returns against SED on goods produced and sold by the Company. The Company had approached the Federal Board of Revenue to obtain a clarification in respect of the adjustment in the monthly sales tax returns.

Pending clarification the Company based on prudence had made a provision for the amount adjusted of Rs. 57,924 and also for the remaining balance of Rs. 36,687 included in loans, advances, deposits, prepayments and other receivables. However, in 2009, the Company received show cause notices from the Additional Collector (Adjudication) – Federal Board of Revenue, stating that the Company, by adjusting the SED, has violated the provisions of the Federal Excise Act, 2005 and the Federal Excise Rules, 2005 read with SRO 655(I)/2007 and that the amount adjusted was recoverable from the Company under the Federal Excise Act, 2005 alongwith default surcharge and penalty. During the period, the Company was granted a stay order from the Honourable High Court of Sindh against the recovery notice issued by the Additional Commissioner in respect of the demand.



The Company filed an appeal with Commissioner Inland Revenue (Appeals) against the Order issued by the Additional Commissioner. During the current quarter, the appeal has been decided against the Company. The Company has now filed an appeal with the Income Tax Appealate Tribunal against the decision of the Commissioner Inland Revenue (Appeals).

The Company is confident that the ultimate outcome of the matter will be in its favour, but, based on prudence is retaining the provision. Further, a provision for surcharge and penalty thereon amounting to Rs. 23,277 (December 31, 2009: Rs. 12,570) has also been made.

#### 19.2 Provision for duty on import of raw material

The Company in 2009 received a letter from the Assistant Collector (Survey) Large Taxpayers Unit regarding the utilization of raw materials imported under SRO 565(I)/2006 on a concessionary basis for customs duty. The letter alleged that the Company had violated the provisions of the SRO by utilizing the concessionary imports in manufacturing and selling the intermediary product Ethylene Di Chloride (EDC) rather than its utilization in the production of the final product Poly Vinyl Chloride (PVC). The Company responded to the letter explaining its view that imports under the said SRO were allowable for 'PVC Manufacturing Industry' as a whole, which includes manufacture of intermediary products. During the period, the Department has disagreed with the Company's view and has demanded further information, to which the Company has responded. Although, no formal Order creating a demand has yet been received by the Company, based on prudence, a provision amounting to Rs. 47,227 (December 31, 2009: Nil) in respect of duty on such raw materials has been made.

#### 20. COMMITMENTS

- Capital expenditure for the Project, under the contracts signed as at September 30, 2010 but not yet incurred amounts to Rs. Nil (December 31, 2009: Rs. 721,859).

- Performance guarantees issued by banks on behalf of the Company as at September 30, 2010 amount to Rs. 430,450 (December 31, 2009: Rs. 405,450).

|     |  | Unaudited             |                           |                              |                       |  |
|-----|--|-----------------------|---------------------------|------------------------------|-----------------------|--|
|     |  | Quarter e             | ended                     | Nine months ended            |                       |  |
| 21. | COST OF SALES                            | September 30,<br>2010 | September 30,<br>2009 Rup | September 30,<br>2010<br>ees | September 30,<br>2009 |  |
|     | Opening stock of work-in-progress        | 15,576                | 18,780                    | 17,579                       | 21,293                |  |
|     | Raw and packing materials consumed       | 2,356,834             | 2,602,032                 | 6,998,295                    | 5,928,825             |  |
|     | Salaries, wages and staff welfare        | 148,139               | 64,680                    | 336,246                      | 151,483               |  |
|     | Fuel, power and gas                      | 516,107               | 262,621                   | 1,258,952                    | 438,452               |  |
|     | Repairs and maintenance                  | 94,085                | 6,127                     | 204,038                      | 29,162                |  |
|     | Depreciation                             | 284,667               | 162,607                   | 716,743                      | 302,096               |  |
|     | Consumable stores                        | 110,592               | 22,775                    | 243,322                      | 42,426                |  |
|     | Purchased services                       | 36,516                | 7,569                     | 80,041                       | 17,587                |  |
|     | Storage and handling                     | 239,207               | 104,780                   | 631,794                      | 191,907               |  |
|     | Training and travelling                  | 12,140                | 1,361                     | 20,736                       | 3,089                 |  |
|     | Communication, stationery and other      |                       |                           |                              |                       |  |
|     | office expenses                          | 2,197                 | 781                       | 5,798                        | 1,697                 |  |
|     | Insurance                                | 28,482                | 18,472                    | 63,493                       | 38,902                |  |
|     | Other expenses                           | 2,596                 | 3,732                     | 5,772                        | 6,998                 |  |
|     |  | 3,831,562             | 3,257,537                 | 10,565,230                   | 7,152,624             |  |
|     | Closing stock of work-in-progress        | (16,285)              | (19,989)                  | (16,285)                     | (19,989)              |  |
|     | Cost of goods manufactured               | 3,830,853             | 3,256,328                 | 10,566,524                   | 7,153,928             |  |
|     | Opening stock of finished goods          | 792,799               | 177,946                   | 410,653                      | 810,355               |  |
|     | Closing stock of finished goods          | (1,126,418)           | (576,158)                 | (1,126,418)                  | (576,158)             |  |
|     |  | (333,619)             | (398,212)                 | (715,765)                    | 234,197               |  |
|     | Cost of sales - own manufactured product | 3,497,234             | 2,858,116                 | 9,850,759                    | 7,388,125             |  |
|     | <ul> <li>purchased product</li> </ul>    | <u> </u>              |                           | 23,967                       | -                     |  |
|     |  | 3,497,234             | 2,858,116                 | 9,874,726                    | 7,388,125             |  |



|     |   | Unaudited  |  |  |  |
|-----|---|--|--|--|--|
|     |   | Quarter  | · ended  | Nine mo  | onths ended  |
|     |   | September 30,<br>2010  | September 30,<br>2009  | September 30,<br>2010<br>upees   | September 30,<br>2009  |
| 22. | DISTRIBUTION AND MARKETING EXPENSES   |  |  | apooo  |  |
|     | Salaries, wages and staff welfare<br>Advertising, sales promotion and   | 16,695   | 13,313   | 45,668   | 39,786   |
|     | entertainment   | 18,801   | 11,305   | 45,712   | 32,122   |
|     | Product transportation and handling   | 123,400  | 110,084  | 332,503  | 234,466  |
|     | Rent, rates and taxes   | 5,040  | 692  | 8,775  | 2,566  |
|     | Purchased services  | 1,536  | 1,598  | 2,627  | 2,388  |
|     | Insurance   | 269  | 227  | 827  | 779  |
|     | Depreciation  | 1,006  | 1,707  | 2,884  | 3,614  |
|     | Training and travelling<br>Communication, stationery and other  | 1,685  | 2,044  | 4,886  | 4,929  |
|     | office expenses   | 1,069  | 530  | 2,157  | 1,495  |
|     | Others  | 1,277  | 214  | 4,040  | 1,526  |
|     |   | 170,778  | 141,714  | 450,079  | 323,671  |
| 23. | ADMINISTRATIVE EXPENSES   |  |  |  |  |
| 23. | ADMINISTRATIVE EXPENSES<br>Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others   | 37,844<br>11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br>3,041<br>89,093 | 21,182<br>4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085                         | 100,774<br>20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br>6,778<br>229,018              | 53,972<br>12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431<br>133,223       |
| 23. | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses  | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br>3,041                     | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026   | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br>6,778                                    | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431                            |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others  | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br>3,041                     | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026   | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br>6,778                                    | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431                            |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others  | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br>3,041<br>89,093           | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085                                   | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br><u>6,778</u><br>229,018                  | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431<br>133,223                 |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others<br><b>OTHER OPERATING EXPENSES</b><br>Legal and professional charges   | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br>3,041<br>89,093           | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085<br>4,581                          | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br><u>6,778</u><br>229,018                  | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br><u>6,431</u><br>133,223          |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others<br><b>OTHER OPERATING EXPENSES</b><br>Legal and professional charges<br>Auditors' remuneration   | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br><u>3,041</u><br>89,093    | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085<br>4,581<br>524                   | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br><u>6,778</u><br>229,018<br>10,237<br>781 | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431<br>133,223<br>6,886<br>791 |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others<br><b>OTHER OPERATING EXPENSES</b><br>Legal and professional charges<br>Auditors' remuneration<br>Donations  | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br><u>3,041</u><br>89,093    | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085<br>4,581<br>524<br>2,746          | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br><u>6,778</u><br>229,018<br>10,237<br>781 | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431<br>133,223<br>6,886<br>791 |
|     | Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and<br>Other office expenses<br>Others<br><b>OTHER OPERATING EXPENSES</b><br>Legal and professional charges<br>Auditors' remuneration<br>Donations<br>Workers' profits participation fund | 11,490<br>9,568<br>25<br>4,184<br>15,258<br>7,683<br><u>3,041</u><br>89,093    | 4,791<br>3,194<br>308<br>1,385<br>15,229<br>6,970<br>2,026<br>55,085<br>4,581<br>524<br>2,746<br>(206) | 20,268<br>26,377<br>220<br>9,766<br>41,760<br>23,075<br><u>6,778</u><br>229,018<br>10,237<br>781 | 12,539<br>11,702<br>516<br>4,674<br>31,061<br>12,328<br>6,431<br>133,223<br>6,886<br>791 |

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|     |   |                       | Una     | udited                         |                       |
|-----|---|-----------------------|---------|--------------------------------|-----------------------|
|     |   | Quarte                | r ended | Nine m                         | onths ended           |
|     |   | September 30,<br>2010 | 2009    | September 30,<br>2010<br>upees | September 30,<br>2009 |
| 25. | FINANCE COSTS                             |                       | K       | upeeo                          |                       |
|     | Interest / Mark-up on:                    |                       |         |                                |                       |
|     | - long term borrowings                    | 334,145               | 219,513 | 939,431                        | 317,501               |
|     | <ul> <li>short term borrowings</li> </ul> | 32,777                | 1,314   | 62,780                         | 18,012                |
|     | Guarantee commission bank charges         |                       |         |                                |                       |
|     | and others                                | 5,282                 | 2,146   | 13,136                         | 6,465                 |
|     | Interest on Workers' Profits              |                       |         |                                |                       |
|     | Participation Fund                        | -                     | -       | 1,672                          | -                     |
|     |   | 372,204               | 222,973 | 1,017,019                      | 341,978               |

| Nine months ended         September 30, 2010       September 30, 2009       September 30, 2009         Loss before taxation       (1,253,877)       (53,015)         Adjustments for non cash charges and other items:       Provision for staff retirement and other service benefits       10,144       2,123         Depreciation and amortization       729,393       310,384       Income on deposits       (10,300)       (88,853)         Amortization of deferred employee       -       3,050       341,978         Compensation expense       -       3,050       (1561)         Working capital changes       (452)       (1,561)         Working capital changes       (339,700)       (67,814)         Stores, spares and loose tools       (339,700)       (67,814)         Stores, spares and loose tools       (339,700)       (67,814)         Stock-in-trade       (376,474)       (381,921)         Trade debts       (132,908)       (694,000)         Loans, advances, deposits, prepayments and other receivables (net)       (519,863)       (1,480,218)         Increase / (Decrease) in current liabilities:       (112,908)       (694,002)       (110,306,111)         Increase / (Decrease) in current liabilities:       (110,208,111)       (107,624)       (110,306,111)       (107,624) <th></th> <th></th> <th>Unau Nino mont</th> <th></th> |      |   | Unau Nino mont |               |  |
|---|------|---|----------------|---------------|--|
| 26. CASH GENERATED FROM OPERATIONS       Rupees         Loss before taxation       (1,253,877)       (53,015)         Adjustments for non cash charges<br>and other items:       10,144       2,123         Provision for staff retirement and other<br>service benefits       10,144       2,123         Depreciation and amortization       729,393       310,384         Income on deposits       (10,300)       (89,853)         Amortization of deferred employee<br>compensation expense       -       3,050         Finance costs       1,017,019       341,978         Profit on disposal of operating assets       (452)       (1,561)         Working capital changes - note 26.1       (926,448)       444,107   |      |   | September 30,  | September 30, |  |
| Adjustments for non cash charges<br>and other items:<br>Provision for staff retirement and other<br>service benefits       10,144       2,123         Depreciation and amortization       729,393       310,384         Income on deposits       (10,300)       (89,853)         Amortization of deferred employee       -       3,050         compensation expense       -       3,050         Finance costs       1,017,019       341,978         Profit on disposal of operating assets       (452)       (1,561)         Working capital changes - note 26.1       (926,448)       444,107         Working capital changes       -       3050         26.1       Working capital changes       (339,700)       (67,814)         Stock-in-trade       (376,474)       (381,921)         Trade debts       (132,908)       (694,000)         Loans, advances, deposits, prepayments and<br>other receivables (net)       156,567       107,624         (692,515)       (1,036,111)       Increase / (Decrease) in current liabilities:       107,624         Trade and other payables       (519,863)       1,480,218       -   | 26.  | CASH GENERATED FROM OPERATIONS                |                |               |  |
| and other items:<br>Provision for staff retirement and other<br>service benefits 10,144 2,123<br>Depreciation and amortization 729,393 310,384<br>Income on deposits (10,300) (89,853)<br>Amortization of deferred employee<br>compensation expense - 3,050<br>Finance costs 1,017,019 341,978<br>Profit on disposal of operating assets (452) (1,561)<br>Working capital changes - note 26.1 (926,448) (444,107<br>(434,521) 957,213<br>26.1 Working capital changes<br>Decrease / (Increase) in current assets:<br>Stores, spares and loose tools (339,700) (67,814)<br>Stock-in-trade (376,474) (381,921)<br>Trade debts (132,908) (694,000)<br>Loans, advances, deposits, prepayments and<br>other receivables (net) 156,567 (107,624<br>(692,515) (1,036,111)<br>Increase / (Decrease) in current liabilities:<br>Trade and other payables (519,863) 1,480,218<br>Current portion of long term borrowings 285,930 -  |      | Loss before taxation                          | (1,253,877)    | (53,015)      |  |
| Provision for staff retirement and other<br>service benefits10,1442,123Depreciation and amortization729,393310,384Income on deposits(10,300)(89,853)Amortization of deferred employee<br>compensation expense-3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107generation expense-3,050Encrease / (Increase) in current assets:<br>Stores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      | Adjustments for non cash charges              |                |               |  |
| service benefits10,1442,123Depreciation and amortization729,393310,384Income on deposits(10,300)(89,853)Amortization of deferred employee-3,050compensation expense-3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes-(926,448)444,10726.1(926,448)444,107957,21326.1Working capital changesStores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)-Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      | and other items:                              |                |               |  |
| Depreciation and amortization729,393310,384Income on deposits(10,300)(89,853)Amortization of deferred employee-3,050compensation expense-3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107  |      | Provision for staff retirement and other      |                |               |  |
| Income on deposits(10,300)(89,853)Amortization of deferred employee<br>compensation expense3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)Working capital changes - note 26.1(926,448)444,107(434,521)957,21326.1Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose toolsStores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930  |      | service benefits                              | 10,144         |               |  |
| Amortization of deferred employee<br>compensation expense-3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107(434,521)957,213957,21326.1 Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)(381,921)Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      | Depreciation and amortization                 |                | 310,384       |  |
| compensation expense3,050Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107(434,521)957,21326.1 Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose toolsStores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930   |      | Income on deposits                            | (10,300)       | (89,853)      |  |
| Finance costs1,017,019341,978Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107(434,521)(434,521)957,21326.1 Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose tools(339,700)(67,814)Stock-in-trade(376,474)(381,921)Trade debts(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      | Amortization of deferred employee             |                |               |  |
| Profit on disposal of operating assets(452)(1,561)Working capital changes - note 26.1(926,448)444,107(434,521)957,21326.1 Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose toolsStores, spares and loose tools(339,700)Stock-in-trade(376,474)(381,921)17ade debtsTrade debts(132,908)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)Increase / (Decrease) in current biabilities:<br>Trade and other payables(519,863)Loans, 285,930-  |      | compensation expense                          | -              | 3,050         |  |
| Working capital changes - note 26.1(926,448)<br>(434,521)444,107<br>957,21326.1Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose tools(339,700)<br>(67,814)<br>(376,474)Stock-in-trade<br>Trade debts(376,474)<br>(132,908)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567<br>(107,624<br>   |      | Finance costs                                 | 1,017,019      |               |  |
| 26.1 Working capital changes26.1 Working capital changesDecrease / (Increase) in current assets:<br>Stores, spares and loose toolsStock-in-trade(339,700)(67,814)Stock-in-trade(376,474)(381,921)Trade debts(132,908)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624(692,515)(1,036,111)Increase / (Decrease) in current liabilities:<br>Trade and other payables1519,863)1,480,218Current portion of long term borrowings285,930   |      | Profit on disposal of operating assets        | (452)          | (1,561)       |  |
| 26.1       Working capital changes         Decrease / (Increase) in current assets:       Stores, spares and loose tools       (339,700)       (67,814)         Stock-in-trade       (376,474)       (381,921)         Trade debts       (132,908)       (694,000)         Loans, advances, deposits, prepayments and other receivables (net)       156,567       107,624         Increase / (Decrease) in current liabilities:       1       1,480,218         Current portion of long term borrowings       285,930       -   |      | Working capital changes - note 26.1           | (926,448)      | 444,107       |  |
| Decrease / (Increase) in current assets:(339,700)(67,814)Stores, spares and loose tools(376,474)(381,921)Stock-in-trade(132,908)(694,000)Loans, advances, deposits, prepayments and<br>other receivables (net)156,567107,624Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      |   | (434,521)      | 957,213       |  |
| Stores, spares and loose tools         (339,700)         (67,814)           Stock-in-trade         (376,474)         (381,921)           Trade debts         (132,908)         (694,000)           Loans, advances, deposits, prepayments and<br>other receivables (net)         156,567         107,624           Increase / (Decrease) in current liabilities:         (519,863)         1,480,218           Current portion of long term borrowings         285,930  | 26.1 | Working capital changes                       |                |               |  |
| Stock-in-trade         (376,474)         (381,921)           Trade debts         (132,908)         (694,000)           Loans, advances, deposits, prepayments and<br>other receivables (net)         156,567         107,624           Increase / (Decrease) in current liabilities:         (100,000)         1000,000           Trade and other payables         (519,863)         1,480,218           Current portion of long term borrowings         285,930  |      | Decrease / (Increase) in current assets:      |                |               |  |
| Trade debts       (132,908)       (694,000)         Loans, advances, deposits, prepayments and       156,567       107,624         other receivables (net)       156,567       (1,036,111)         Increase / (Decrease) in current liabilities:       (519,863)       1,480,218         Current portion of long term borrowings       285,930  |      | Stores, spares and loose tools                | (339,700)      | (67,814)      |  |
| Loans, advances, deposits, prepayments and<br>other receivables (net)156,567<br>(107,624<br>(692,515)107,624<br>(1,036,111)Increase / (Decrease) in current liabilities:<br>Trade and other payables(519,863)1,480,218<br>285,930Current portion of long term borrowings285,930-  |      | Stock-in-trade                                | (376,474)      | (381,921)     |  |
| other receivables (net)         156,567         107,624           (692,515)         (1,036,111)           Increase / (Decrease) in current liabilities:         (519,863)         1,480,218           Trade and other payables         (519,863)         1,480,218           Current portion of long term borrowings         285,930  |      | Trade debts                                   | (132,908)      | (694,000)     |  |
| Increase / (Decrease) in current liabilities:(692,515)(1,036,111)Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-  |      | Loans, advances, deposits, prepayments and    |                |               |  |
| Increase / (Decrease) in current liabilities:1,480,218Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-   |      | other receivables (net)                       | 156,567        | 107,624       |  |
| Trade and other payables(519,863)1,480,218Current portion of long term borrowings285,930-   |      |   | (692,515)      | (1,036,111)   |  |
| Current portion of long term borrowings 285,930 -   |      | Increase / (Decrease) in current liabilities: |                |               |  |
|   |      | Trade and other payables                      | (519,863)      | 1,480,218     |  |
| (926,448) 444,107   |      | Current portion of long term borrowings       | 285,930        |               |  |
|   |      |   | (926,448)      | 444,107       |  |

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|     |   | Ùnau  | dited      |  |  |
|-----|---|---|------------|--|--|
| 27. | CASH AND CASH EQUIVALENTS                       | (Amounts in thousand)<br><u>Unaudited</u><br>Nine months ended<br>September 30, September 30,<br><u>2010</u> Rupees<br><u>115,176</u> 70,604<br>(1.485.063) |            |  |  |
|     | Cash and bank balances<br>Short term borrowings | 115,176<br>(1,485,063)<br>(1,369,887)   | 70,604<br> |  |  |

### 28. SEGMENT INFORMATION

28.1 The basis of segmentation and reportable segments presented in this condensed interim financial information are same as disclosed in the annual financial statements of the Company for the year ended December 31, 2009.

|  | Unaudited<br>September 30, 2010                   |  |                 |             |  |
|--|---|--|-----------------|-------------|--|
|  | Poly Vinyl<br>Chloride<br>and allied<br>chemicals | Caustic<br>soda and<br>allied<br>chemicals | Power<br>Supply | Total       |  |
|  |   | Rupees                                     | s ———           |             |  |
| Revenue  | 8,331,256   | 2,072,330                                  | 107,144         | 10,510,730  |  |
| (Loss) / Profit before<br>unallocated expenses<br>Unallocated expenses | (222,964)   | 403,582                                    | 5,307           | 185,925     |  |
| Administrative expenses  |   |  |                 | (229,018)   |  |
| Other operating expenses   |   |  |                 | (206,565)   |  |
| Other operating income   |   |  |                 | 12,800      |  |
| Finance costs  |   |  |                 | (1,017,019) |  |
| Taxation   |   |  |                 | 463,326     |  |
| Loss after taxation  |   |  |                 | (790,551)   |  |

|                      | Unaudited September 30, 2010                      |  |                 | A          | Audited December 31, 2009                         |  |                 |            |
|----------------------|---|--|-----------------|------------|---|--|-----------------|------------|
|                      | Poly Vinyl<br>Chloride and<br>Allied<br>Chemicals | Caustic<br>soda and<br>Allied<br>Chemicals | Power<br>Supply | Total      | Poly Vinyl<br>Chloride and<br>Allied<br>Chemicals | Caustic<br>soda and<br>Allied<br>Chemicals | Power<br>Supply | Total      |
|                      |   |  |                 | Rup        | ees ——  |  |                 |            |
| Total segment assets | 13,559,384  | 5,778,463                                  | 106,785         | 19,444,632 | 13,190,511  | 6,368,873                                  | 132,333         | 19,691,717 |
| Unallocated assets   |   |  |                 | 4,249,108  |   |  |                 | 2,864,318  |
| Total assets         |   |  |                 | 23,693,740 |   |  |                 | 22,556,035 |

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28.2 Segment assets consist primarily of property, plant and equipment, stock in trade and trade debts.



#### 29. TRANSACTIONS WITH RELATED PARTIES

29.1 Transactions with related parties other than those which have been disclosed elsewhere in this financial information are as follows:

|                           |                               | Unaudited             |                       |
|---------------------------|-------------------------------|-----------------------|-----------------------|
|                           |                               | Nine mont             | hs ended              |
|                           |                               | September 30,<br>2010 | September 30,<br>2009 |
| Nature of relationship    | Nature of transactions        | Rup                   | ees ———               |
| Holding company           | Purchase of services          | 14,522                | 16,152                |
|                           | Sale of goods                 | -                     | 3,195                 |
|                           | Sale of services              | -                     | 2,848                 |
|                           | Sale of steam and electricity | -                     | 37,651                |
|                           | Use of operating assets       | 2,242                 | 2,857                 |
|                           | Pension fund contribution     | 2,932                 | 2,983                 |
|                           | Provident fund contribution   | 2,134                 | 2,196                 |
|                           | Medical contribution          | 85                    | 88                    |
| Subsidiary company        | Sale of goods                 | 1,103,678             | 895,739               |
|                           | Sale of services              | 158                   | 244                   |
| Associated companies      | Purchase of goods             | 5,558,953             | 5,912,694             |
|                           | Sale of goods                 | -                     | 106,941               |
| Related parties by virtue | Purchase of goods             | 14,769                | 10,769                |
| of common directorship    | Purchase of services          | 787,918               | 652,844               |
|                           | Sale of goods                 | 17,088                | 301                   |
|                           | Sale of services              | 3,277                 | 631                   |
|                           | Sale of steam and electricity | 36,607                | -                     |
|                           | Use of operating assets       | 1,807                 | -                     |
|                           | Insurance                     | 3,515                 | 1,067                 |
|                           | Investments                   |                       | 100,000               |
|                           | Reimbursements                | 45                    | -                     |
| Directors' fee            |                               | 1,350                 | 150                   |
| Key management personnel  | Managerial remuneration       | 58,477                | 50,620                |
|                           | Retirement benefits           | 5,873                 | 4,764                 |
|                           | Other benefits                | 8,031                 | 9,125                 |
| Contribution to staff     | Pension fund                  | 4,699                 | 1,309                 |
| retirement benefits       | Provident fund                | 14,950                | 12,834                |
|                           | Gratuity fund                 | 2,583                 | 873                   |
|                           |                               |                       |                       |

#### 30. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on October 25, 2010 by the Board of Directors of the Company.

#### 31. CORRESPONDING FIGURES

31.1 In order to comply with the requirements International Accounting Standard 34 - 'Interim Financial Reporting' corresponding figures in the condensed interim balance sheet comprise of balances as per the annual audited financial statements of the Company for the year ended December 31, 2009. Corresponding figures in the condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows comprise of balances of comparable period as per the condensed interim financial information of the Company for the nine months ended September 30, 2009.

22



Rupees

29,161

31.2 For better presentation, the following major reclassification in the corresponding figures has been made:

Description

Head of account of the financial statements for the nine months ended September 30, 2009

Other operating income

23

Head of account of the financial statements for the nine months ended September 30, 2010 Net revenue

Supply of electricity

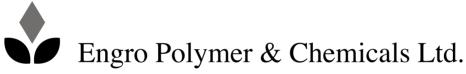
The effect of other reclassifications is not material.

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Asif Qadir President & Chief Executive

Kimihide Ando Director





AND ITS SUBSIDIARY COMPANY

DIRECTORS' REVIEW AND UNAUDITED CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

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### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY DIRECTORS' REVIEW TO THE SHAREHOLDERS ON UNAUDITED CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

On behalf of the Board of Directors of Engro Polymer & Chemicals Limited, we are pleased to present the unaudited Financial Information of the Company for the nine months ended September 30, 2010.

#### **Business Review**

Vinyl Chloride Monomer (VCM) plant operations improved during the quarter and the Plant achieved commercial production in the month of September 2010. VCM scrubbers which were damaged during the fire incident in December 2009 were installed after refurbishment and successfully commissioned during the month of August 2010. VCM plant was shutdown during the month of August 2010 for maintenance. VCM production during the quarter was 22 KTons as compared to the plant's production capacity of 38 KTons. During first nine months, VCM production was 36 KTons. Highest level of VCM production was achieved during the month of September in which 9.4 KTons of VCM was produced.

Poly Vinyl Chloride (PVC) production during 3Q 2010 was 29 KTons as compared to 31 KTons in 3Q 2009. Production was lower than capacity as the operational load had to be curtailed due to unavailability of VCM and plant shutdown taken for maintenance. Production for the nine months was 80 KTons as compared to 91 KTons in corresponding period last year.

Caustic soda production for the quarter was 23 KTons as against 14 KTons during 3Q 2009 and that for nine months was 67 KTons as compared to 14 KTons in 2009.

International prices in the Vinyl chain exhibited a rising trend on account of rising feedstock prices and supply demand situation. Average PVC price in July was around USD 880 which reached to USD 985 in September. Similarly, Ethylene prices rose from an average of USD 818 in July to USD 1000 in September 2010.

Company sold 27 KTons of PVC in 3Q 2010 as against 29 KTons in same period last year. In addition, around 4.5 KTons of resin was imported during the quarter due to earlier supply constraints. Domestic sale for nine months was 74 KTons as against 93 KTons during same period last year.

Caustic soda sales remained strong during the quarter. The Company sold 20 KTons in 3Q 2010 as against 10 KTons in 3Q 2009. Caustic soda domestic sales volume for nine months was 58 KTons as against 10 KTons for same period 2009.

EDC produced was primarily used for the production of VCM, however, 10 KTons of surplus EDC was also exported during the quarter. A total of 33 KTons of EDC were exported during the nine months as against 16 KTons in corresponding period of 2009.

Revenue for the quarter was Rs. 3,700 million, an increase of 14.6% over same period last year. During the quarter, the Company incurred a loss of Rs. 313 million as compared to a loss after tax of Rs. 32 million in 3Q 2009. Loss after tax for nine months was Rs. 762 million as against a loss after tax of Rs. 19 million in nine months of 2009. Company's loss was primarily attributable to the delay in commissioning of the VCM plant due to which the economic benefits of the integrated facility could not be obtained and therefore the incremental fixed cost and financial charges could not be recovered. As a result of the losses incurred by the Company, the Current Ratio continues to be under pressure and the Company remains in breach of this covenant in the Loan Agreements.

#### Near Future Outlook

International Chlor Vinyl margins are improving due to global supply demand. PVC prices have also moved higher and are expected to remain at these levels. International Caustic soda prices have already started to firm up and are likely to increase during 4Q 2010.

Domestic demand for PVC is expected to be slow due to the liquidity crunch in the market and reduced government spending. Based on the improved PVC supply situation, the Company has initiated exports of PVC, which provides good margins at the current time. Caustic soda sales of the Company are expected to remain in line with company's production.

The margins are expected to improve as the integrated facility operations smooth out, however the profitability would depend on the productivity of the entire complex.

Delayed commissioning of the VCM plant resulted in a cumulative loss of Rs. 762 million during the first nine months and therefore the profitability projections (Rights Issue) for the year 2010 will not be met and the financials of the Company would show a net loss at the end of 2010.

Asif Qadir President & Chief Executive

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Kimihide Ando Director

Karachi October 25, 2010



#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY UNAUDITED CONSOLIDATED CONDENSED INTERIM BALANCE SHEET AS AT SEPTEMBER 30, 2010

|  | Note                    | (Unaudited)<br>September 30,<br>2010  | (Audited)<br>December 31,<br>2009   |
|--|-------------------------|---|---|
| ASSETS   |                         | ——— Rup   | ees ———   |
| Non-Current Assets   |                         |   |   |
| Property, plant and equipment<br>Intangible assets<br>Long term loans and advances<br>Deferred taxation  | 5<br>6<br>16            | 19,420,583<br>19,671<br>53,530<br><u>313,080</u><br>19,806,864                                  | 19,360,686<br>11,816<br>47,475<br>-<br>19,419,977                                       |
| Current Assets   |                         | 10,000,001  | 10,110,011  |
| Stores, spares and loose tools<br>Stock-in-trade<br>Trade debts - considered good<br>Loans, advances, deposits, prepayments and other receivables<br>Taxes recoverable<br>Short term investments<br>Cash and bank balances | 7<br>8<br>9<br>10<br>11 | 532,462<br>1,981,726<br>479,136<br>241,778<br>584,777<br>230,452<br>117,710<br>4,168,041        | 192,762<br>1,605,438<br>439,905<br>410,881<br>451,603<br>61,398<br>217,531<br>3,379,518 |
| TOTAL ASSETS   |                         | 23,974,905  | 22,799,495  |
| EQUITY AND LIABILITIES   |                         |   |   |
| Equity   |                         |   |   |
| Share capital<br>Share premium<br>Employees' share compensation reserve<br>Hedging reserve<br>(Accumulated loss) / Unappropriated profit   | 12<br>13                | 6,634,688<br>964,029<br>8,848<br>(124,428)<br>(541,763)<br>6,941,374                            | 5,203,677<br>975,438<br>9,313<br>(12,958)<br>220,173<br>6,395,643                       |
| Non-Current Liabilities  |                         |   |   |
| Long term borrowings<br>Derivative financial instruments<br>Deferred taxation<br>Retirement and other service benefit obligations  | 14<br>15<br>16          | 10,688,146<br>191,428<br>-<br>48,456<br>10.928,030  | 11,135,163<br>19,935<br>321,520<br><u>38,312</u><br>11,514,930                          |
| Current Liabilities  |                         |   | .,  |
| Current portion of long term borrowings<br>Short term borrowings<br>Trade and other payables<br>Accrued interest / mark-up<br>Provisions   | 17<br>18<br>19          | $\begin{array}{r} 1,302,323\\ 1,685,063\\ 2,493,131\\ 496,556\\ 128,428\\ 6,105,501\end{array}$ | 1,016,393<br>594,241<br>3,002,022<br>205,772<br>70,494<br>4,888,922                     |
| Commitments  | 20                      |   |   |
| TOTAL EQUITY AND LIABILITIES   |                         | 23,974,905  | 22,799,495  |

The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director

Engro Polymer & Chemicals Ltd.

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#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY UNAUDITED CONSOLIDATED CONDENSED INTERIM PROFIT AND LOSS ACCOUNT FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

(Amounts in thousand except for loss per share)

|                                     |      | Quarter               | ended                               | Nine mont             | hs ended                            |
|-------------------------------------|------|-----------------------|-------------------------------------|-----------------------|-------------------------------------|
|                                     |      | September 30,<br>2010 | September 30,<br>2009<br>(Restated) | September 30,<br>2010 | September 30,<br>2009<br>(Restated) |
|                                     | Note |                       | Rup                                 | pees                  |                                     |
| Net revenue                         |      | 3,702,943             | 3,231,728                           | 10,557,412            | 8,214,590                           |
| Export rebate                       |      | -                     | -                                   | 102                   | -                                   |
|                                     |      | 3,702,943             | 3,231,728                           | 10,557,514            | 8,214,590                           |
| Cost of sales                       | 21   | (3,496,872)           | (2,858,145)                         | (9,874,726)           | (7,388,154)                         |
| Gross profit                        |      | 206,071               | 373,583                             | 682,788               | 826,436                             |
| Distribution and marketing expenses | 22   | (171,534)             | (141,714)                           | (454,361)             | (336,468)                           |
| Administrative expenses             | 23   | (87,361)              | (55,085)                            | (229,724)             | (133,223)                           |
| Other operating expenses            | 24   | (57,397)              | (60,537)                            | (198,608)             | (148,151)                           |
| Other operating income              |      | 4,551                 | 52,678                              | 21,012                | 95,944                              |
| Operating (loss) / profit           |      | (105,670)             | 168,925                             | (178,893)             | 304,538                             |
| Finance costs                       | 25   | (378,037)             | (223,665)                           | (1,035,077)           | (344,628)                           |
| Loss before taxation                |      | (483,707)             | (54,740)                            | (1,213,970)           | (40,090)                            |
| Taxation                            |      | 170,690               | 22,868                              | 451,569               | 21,469                              |
| Loss for the period                 |      | (313,017)             | (31,872)                            | (762,401)             | (18,621)                            |
| Loss per share - basic and diluted  |      | (0.47)                | (0.06)                              | (1.23)                | (0.03)                              |

The annexed notes 1 to 31 form an integral part of this consolidated condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director



#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY UNAUDITED CONSOLIDATED CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Quarter               | ended                 | Nine months ended     |                       |
|--|-----------------------|-----------------------|-----------------------|-----------------------|
|  | September 30,<br>2010 | September 30,<br>2009 | September 30,<br>2010 | September 30,<br>2009 |
|  |                       | Rup                   | bees                  |                       |
| Loss for the period  | (313,017)             | (31,872)              | (762,401)             | (18,621)              |
| Other comprehensive income / (loss):   |                       |                       |                       |                       |
| Hedging reserve  |                       |                       |                       |                       |
| Loss arising during the period   | (90,567)              | (77,622)              | (232,005)             | (30,859)              |
| Less:<br>- Reclassification adjustments for<br>losses included in profit and loss                      | 16,669                | 9,161                 | 56,446                | 10,085                |
| <ul> <li>Adjustments for amounts transferred to<br/>initial carrying amount of hedged items</li> </ul> | -                     | 6,257                 | 4,066                 | 11,269                |
| Income tax relating to hedging reserve   | 25,865                | 21,771                | 60,023                | 3,327                 |
| Other comprehensive loss<br>for the period - net of tax  | (48,033)              | (40,433)              | (111,470)             | (6,178)               |
| Total comprehensive loss for the period  | (361,050)             | (72,305)              | (873,871)             | (24,799)              |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director

#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY UNAUDITED CONSOLIDATED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Share<br>capital | Share<br>premium | Employees'<br>share<br>compensation<br>reserve | Hedging<br>reserve | (Accumulated<br>loss) /<br>Unappropriated<br>profit | Total     |
|--|------------------|------------------|--|--------------------|---|-----------|
|  |                  |                  | Rup  | ees                |   |           |
| Balance as at January 1, 2009 (Audited)  | 5,203,677        | 975,438          | 9,858  | (39,100)           | 413,869   | 6,563,742 |
| Unvested share options lapsed during the period                                  | -                | -                | (266)  | -                  | -   | (266)     |
| Total comprehensive loss for the nine months ended September 30, 2009            | -                | -                | -  | (6,178)            | (18,621)  | (24,799)  |
| Balance as at September 30, 2009 (Unaudited)                                     | 5,203,677        | 975,438          | 9,592  | (45,278)           | 395,248   | 6,538,677 |
| Unvested share options lapsed during the period                                  | -                | -                | (279)  | -                  | -   | (279)     |
| Total comprehensive income / (loss) for the three months ended December 31, 2009 | -                | -                | -  | 32,320             | (175,075)   | (142,755) |
| Balance as at December 31, 2009 (Audited)  | 5,203,677        | 975,438          | 9,313  | (12,958)           | 220,173   | 6,395,643 |
| Vested share options lapsed during the period                                    | -                | -                | (465)  | -                  | 465   | -         |
| Total comprehensive loss for the nine months ended September 30, 2010            | -                | -                | -  | (111,470)          | (762,401)   | (873,871) |
| Share capital issued   | 1,431,011        | -                | -  | -                  | -   | 1,431,011 |
| Share issuance cost, net   | -                | (11,409)         | -  | -                  | -   | (11,409)  |
| Balance as at September 30, 2010 (Unaudited)                                     | 6,634,688        | 964,029          | 8,848  | (124,428)          | (541,763)   | 6,941,374 |

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The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando

Director

#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY UNAUDITED CONSOLIDATED CONDENSED INTERIM STATEMENT OF CASH FLOWS FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

|  | Note | Unaudited<br>Nine months<br>ended<br>September 30,<br>2010 | Unaudited<br>Nine months<br>ended<br>September 30,<br>2009 |
|--|------|--|--|
| CASH FLOWS FROM OPERATING ACTIVITIES   |      | Ruj  | pees   |
| Cash generated from operations<br>Finance costs paid<br>Long term loans and advances<br>Provisions<br>Income tax paid  | 26   | (436,451)<br>(744,293)<br>(6,055)<br>57,934<br>(250,038)   | 871,948<br>(920,341)<br>42,408<br>10,968<br>(188,482)      |
| Net cash outflow from operating activities   |      | (1,378,903)  | (183,499)  |
| CASH FLOWS FROM INVESTING ACTIVITIES   |      |  |  |
| Purchases of property, plant and equipment<br>Purchases of intangible assets<br>Proceeds from disposal of operating assets<br>Proceeds from sale of short term investments<br>Income on short term investments and bank deposits |      | (795,421)<br>(7,855)<br>6,583<br>-<br>18,512               | (2,269,367)<br>3,764<br>(850,908)<br>91,958                |
| Net cash outflow from investing activities   |      | (778,181)  | (3,024,553)  |
| CASH FLOWS FROM FINANCING ACTIVITIES   |      |  |  |
| Proceeds from long term borrowings<br>Repayment of long term borrowings - net<br>Proceeds from issue of share capital<br>Share issuance cost   |      | 100,000<br>(547,017)<br>1,431,011<br>(17,553)              | 4,107,722<br>(130,000)<br>-<br>-                           |
| Net cash inflow from financing activities  |      | 966,441  | 3,977,722  |
| Net (decrease) / increase in cash and cash equivalents<br>Cash and cash equivalents at beginning of the period   |      | (1,190,643)<br>(376,710)                                   | 769,670<br>(743,183)                                       |
| Cash and cash equivalents at end of the period   | 27   | (1,567,353)  | 26,487   |

The annexed notes 1 to 31 form an integral part of this condensed interim financial information.

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Asif Qadir President & Chief Executive

Kimihide Ando Director

Engro Polymer & Chemicals Ltd.

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#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY NOTES TO THE UNAUDITED CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

#### LEGAL STATUS AND OPERATIONS 1

The Group consists of Engro Polymer and Chemicals Limited (the Company) and its wholly owned subsidiary company, Engro Polymer Trading (Private) Limited. The Company was incorporated in Pakistan in 1997 under the Companies Ordinance, 1984 as a public unlisted company. The Company is listed on the Karachi, Lahore and Islamabad Stock Exchanges.

The Company is a subsidiary of Engro Corporation Limited (formerly Engro Chemical Pakistan Limited). The address of its registered office is 1st Floor, Bahria Complex I, M. T. Khan Road, Karachi. The Company's principal activity is to manufacture, market and sell Poly Vinyl Chloride (PVC), PVC compounds, Caustic soda and other related chemicals.

In 2006, the Company commenced work on its expansion and back-integration project comprising setting up of new PVC, Ethylene Di Chloride (EDC), Chlor-alkali, Vinyl Chloride Monomer (VCM) and Power plants. During 2009, the Company commenced commercial operations of new PVC, EDC, Chlor-alkali and Power plants (Gas turbines). The commercial operations of the VCM plant has been declared in third quarter 2010, after which the integrated chemical complex is now complete. These plants have been set up adjacent to the Company's existing PVC facilities in the Port Qasim Industrial Area. The Company is also engaged in supply of surplus power generated from its Power plants to Karachi Electric Supply Company (KESC), under an agreement.

#### 2. **BASIS OF PREPARATION**

This consolidated condensed interim financial information of the Company for the nine months ended September 30, 2010 is unaudited and has been prepared in accordance with the requirements of the International Accounting Standard 34 -Interim Financial Reporting' and provisions of and directives issued under the Companies Ordinance, 1984 (the Ordinance). In case where requirements differ, the provisions of or directives issued under the Ordinance have been followed.

This consolidated condensed interim financial information is being submitted to the shareholders in accordance with section 245 of the Ordinance and should be read in conjunction with the audited annual financial statements of the Company for the year ended December 31, 2009.

#### **ACCOUNTING POLICIES** 3

- The accounting policies and the methods of computation adopted in the preparation of this consolidated condensed interim 3.1 financial information are the same as those applied in the preparation of audited annual financial statements of the Company for the year ended December 31, 2009.
- The following new standards and amendments and interpretations to existing standards are mandatory for the financial 3.2 year beginning on or after January 1, 2010, but are either not currently relevant to the Company or do not have any significant impact on the Company's financial information:
  - IFRS 2 (Amendment), 'Group cash-settled and share-based payment transactions';
  - IFRS 3 (Revised), 'Business Combination';
  - IFRS 5 (Amendment), 'Measurement of non-current assets (or disposal groups) classified as held for sale';
  - IFRS 8 (Amendment), 'Disclosure of information about segment assets';
     IAS 1 (Amendment), 'Presentation of financial statements';

  - IAS 17 (Amendment), 'Classification of leases of land and buildings';
    IAS 27 (Amendment), 'Consolidated and separate financial statements';
    IAS 28 (Amendment), 'Investments in associates';
    IAS 38 (Amendment), 'Intangible assets';

  - IFRIC 17 'Distributions of non-cash assets to owners';
     IFRIC 18 'Transfers of assets from customers';

  - Number of other amendments in other IFRS and IAS which were part of the International Accounting Standard Board's (IASB's) annual improvement project, published in April 2009.



#### ENGRO POLYMER & CHEMICALS LIMITED AND ITS SUBSIDIARY COMPANY NOTES TO THE UNAUDITED CONSOLIDATED CONDENSED INTERIM FINANCIAL INFORMATION FOR THE NINE MONTHS ENDED SEPTEMBER 30, 2010

- 3.3 The following new standards and amendments and interpretations to existing standards have been issued but are not effective for the financial year beginning January 1, 2010 and have not been early adopted by the Company:
  - IFRS 9, 'Financial Instruments' (effective from January 1, 2013). IFRS 9 addresses the classification and measurement of financial assets. The Company is yet to asses the full impact of IFRS 9.
  - IAS 24 (Revised), 'Related party disclosures' (effective from January 1, 2011). The revised standard supersedes IAS 24, 'Related party disclosures', issued in 2003. Application of the revised standard will only impact the format and extent of disclosures presented in the Company's financial statements.
  - IAS 32 (Amendment), 'Classification of rights issues' (effective for annual periods beginning on or after February 1, 2010). The amendment states that if rights issues, which are offered for a fixed amount of foreign currency, are issued pro rata to all the entity's existing shareholders in the same class for fixed amount of currency, they should be classified as equity regardless of the currency in which the exercise price is denominated. The Company currently has no right issues in offering therefore the amendment has no effect on the Company's financial statements.
  - IFRIC 14 (Amendments), 'Prepayments to minimum funding requirement' (effective from January 1, 2011). The amendments correct an unintended consequence of IFRIC 14, 'IAS 19 The limit on a defined benefit asset, minimum funding requirements and their interaction'. Without the amendments, entities are not permitted to recognize as an asset some voluntary prepayments for minimum funding contributions. This was not intended when IFRIC 14 was issued, and the amendments correct the problem. The Company's retirement benefit funds are not subject to any minimum funding requirements, hence, these amendments will have no impact on the Company's financial statements.
  - IFRIC 19, 'Extinguishing financial liabilities with equity instruments' (effective for annual periods beginning on or after July 1, 2010). The interpretation clarifies the requirements of IFRSs when an entity renegotiates the terms of a financial liability with its creditor and the creditor agrees to accept the entity's shares or other equity instruments to settle the financial liability fully or partially. The Company has not renegotiated the terms of a financial liability and offered any of its shares to its creditors, therefore, this interpretation will have no impact on the Company's financial statements.

#### 4. ACCOUNTING ESTIMATES

The preparation of this consolidated condensed interim financial information in conformity with the approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances. Actual results may differ from these estimates.

During the preparation of this consolidated condensed interim financial information, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that apply to annual audited financial statements for the year ended December 31, 2009.

|     |   | (Unaudited)<br>September 30, | (Audited)<br>December 31, |
|-----|---|------------------------------|---------------------------|
|     |   | 2010                         | 2009                      |
|     |   | Ruj                          | pees                      |
| 5.  | PROPERTY, PLANT AND EQUIPMENT   |                              |                           |
|     | Operating assets, at net book value                                     |                              |                           |
|     | - notes 5.1 & 5.2   | 19,383,006                   | 14,112,080                |
|     | Capital work-in-progress - note 5.3                                     | 37,577                       | 5,248,606                 |
|     |   | 19,420,583                   | 19,360,686                |
| 5.1 | Additions to operating assets during the period / year were as follows: |                              |                           |
|     | Building on leasehold land  | 35,355                       | 168,221                   |
|     | Plant and machinery   | 5,903,766                    | 12,076,638                |
|     | Pipelines   | 4,852                        | 357,309                   |
|     | Furniture, fixtures and office equipment                                | 12,251                       | 16,820                    |
|     | Vehicles  | 46,727                       | 29,811                    |
|     |   | 6,002,951                    | 12,648,799                |

5.2 During the period, assets costing Rs. 15,306 (December 31, 2009: Rs. 13,591), having net book value of Rs. 6,131 (December 31, 2009: Rs. 4,560) were disposed off for Rs. 6,583 (December 31, 2009: Rs. 6,179).

|  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|--|--------------------------------------|-----------------------------------|
|  | Ruj                                  | pees ———                          |
| 5.3 Capital work-in-progress comprises of: |                                      |                                   |
| Plant and machinery                        | 4,378                                | 3,744,783                         |
| Building on leasehold land                 | 4,690                                | 33,010                            |
| Ethylene pipeline and power cables         | -                                    | 292                               |
| Water and gas pipelines                    | -                                    | 2,793                             |
| Furniture, fixtures and equipment          | 11,931                               | 5,479                             |
| Software                                   | 8,385                                | -                                 |
| Advances for vehicles                      | 8,193                                | 8,315                             |
| Other ancillary costs - note 5.3.1         | -                                    | 1,453,934                         |
|  | 37,577                               | 5,248,606                         |

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|         |   | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|---------|---|--------------------------------------|-----------------------------------|
|         |   | Rup                                  | bees ———                          |
| 5.3.1 T | The ancillary costs, directly attributable to the |                                      |                                   |
|         | VCM plant, comprise:                              |                                      |                                   |
| S       | Salaries, wages and benefits                      | -                                    | 213,879                           |
| Т       | raining and travelling                            | -                                    | 45,051                            |
| E       | Borrowing costs                                   | -                                    | 591,810                           |
| L       | egal and professional                             | -                                    | 31,860                            |
| S       | Storage and handling                              | -                                    | 481,667                           |
| 0       | Depreciation                                      | -                                    | 15,053                            |
| C       | Dthers  | -                                    | 74,614                            |
|         |   | <del>_</del>                         | 1,453,934                         |

#### 6. INTANGIBLE ASSETS - Computer Software

Additions made during the period amounted to Rs. 11,355 (December 31, 2009: Rs. 6,255).

|    |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|----|--|--------------------------------------|-----------------------------------|
| 7. | STOCK-IN-TRADE   | Rup                                  | ees ———                           |
|    | Raw and packing materials - note 7.1<br>Work-in-progress<br>Finished goods         | 839,023<br>16,285                    | 1,168,171<br>17,579               |
|    | <ul> <li>own manufactured product - note 7.2</li> <li>purchased product</li> </ul> | 1,126,418<br>-<br>1,126,418          | 410,653<br>9,035<br>419,688       |
|    |  | 1,981,726                            | 1,605,438                         |

7.1 This includes stock-in-transit amounting to Rs. 223,650 (December 31, 2009: Rs. 248,065) and stocks held at the storage facilities of the following related parties:

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|                                     | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |  |
|-------------------------------------|--------------------------------------|-----------------------------------|--|
|                                     | Rupees                               |                                   |  |
| - Engro Vopak Terminal Limited      | 248,157                              | 595,104                           |  |
| - Dawood Hercules Chemicals Limited | 4,851                                | 1,635                             |  |
|                                     | 253,008                              | 596,739                           |  |

7.2 This represents carrying value of PVC resin, net of realizable value reduction of Rs. 18,266 (December 31, 2009: Rs. 21,084).

|    |  | (Unaudited)<br>September 30,<br>2010 |        | (Audited)<br>December 31,<br>2009 |
|----|--|--------------------------------------|--------|-----------------------------------|
| 8. | TRADE DEBTS - considered good                                |                                      | Rupees |                                   |
|    | Includes amounts due from the following related parties:     |                                      |        |                                   |
|    | - Mitsubishi Corporation                                     | 193,058                              |        | 164,228                           |
|    | - Engro Foods Limited  | 1,049                                |        | -                                 |
|    |  | 194,107                              |        | 164,228                           |
|    |  | (Unaudited)<br>September 30,<br>2010 |        | (Audited)<br>December 31,<br>2009 |
| 9. | LOANS, ADVANCES, DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES | ;                                    | Rupees |                                   |
|    | Includes amounts due from the following related parties:     |                                      |        |                                   |
|    | - Engro Fertilizer Limited                                   | 3,162                                |        | 1,318                             |
|    | - Engro Vopak Terminal Limited                               | 1,393                                |        | -                                 |
|    | - Engro Energy Limited                                       | 45                                   |        | -                                 |
|    |  | 4,600                                |        | 1,318                             |
|    |  |                                      |        |                                   |

### 10. TAXES RECOVERABLE

10.1 During the period, the Company received a Notice of Demand of Rs. 213,172 in respect of Tax Year 2008. The Deputy Commissioner Inland Revenue has made various additions to the returned income amounting to Rs. 207,370 and has not considered the brought forward losses amounting to Rs. 974,770 resulting in the aforementioned tax demand. The additions to income are mainly on account of trading liabilities and financial costs in relation to the expansion Project.

The Company has filed an appeal against the aforementioned demand with the Commissioner Inland Revenue (Appeals), which is currently pending. While the appeal proceedings were pending, the Officer Inland Revenue (OIR) adjusted a sum of Rs. 125,072 in the above demand against the Company's assessed refunds. Although the Company has sufficient tax refunds and recoupable minimum taxes to have the remaining demand of Rs. 88,100 adjusted, the OIR only gave a further credit, subject to further verification, of Rs. 55,696. Consequently, the Company has paid the balance amount of Rs. 32,404 'under protest'. The Company also applied for a stay order to the Commissioner Inland Revenue (Appeals) for the remaining outstanding demand as the credit of Rs. 55,696 has been given by the OIR subject to verification of taxes paid, which was granted up to June 26, 2010. Application for extension in stay order has also been filed, hearing for which is also pending.

The management of the Company is confident that the ultimate outcome of the aforementioned matter would be in its favour and consequently has not recognized the effects for the same in the condensed interim financial information.

10.2 While finalizing the assessment for the assessment year 2000-2001, the Taxation Officer had disallowed a claim of First Year Allowance (FYA) by the Company on the grounds that it had not met the criteria for claiming this allowance as required under the repealed Income Tax Ordinance, 1979. The Company had filed an appeal against this disallowance which was pending with the Income Tax Appellate Tribunal (ITAT). A similar disallowance had also been made for the assessment year 2001-2002 by the Taxation Officer in 2003. However, upon appeal this matter was ultimately decided in the Company's favour in 2005 by the Income Tax Appellate Tribunal (ITAT).

During the period, the ITAT for assessment year 2000-2001, decided the matter against the Company by departing from its previous order of ITAT for the assessment year 2001-2002. The disallowance of FYA amounts to Rs. 1,884,359.

This disallowance results in a tax deductible timing difference, the effects of which have been recognized in the condensed interim financial information after taking into account the consequential effects of the ITAT Order in the years subsequent to 2000 - 2001.

|     |   | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|---|--------------------------------------|-----------------------------------|
| 11. | CASH AND BANK BALANCES  | Rup                                  | ees ———                           |
|     | Cash in hand  | 936                                  | 970                               |
|     | With banks on:  |                                      |                                   |
|     | - current accounts  | 105,966                              | 129,269                           |
|     | - savings accounts  | 10,808                               | 68,292                            |
|     | Short term deposits   | -                                    | 19,000                            |
|     |   | 117,710                              | 217,531                           |
| 40  |   | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
| 12. | SHARE CAPITAL   | Rup                                  | ees ———                           |
|     | Authorized capital  |                                      |                                   |
|     | 700,000,000 (2009: 700,000,000) ordinary shares<br>of Rs. 10 each | 7 000 000                            | 7 000 000                         |
|     | orks. To each   | 7,000,000                            | 7,000,000                         |
|     | Issued, subscribed and paid-up capital                            |                                      |                                   |
|     | 663,468,788 (2009: 520,367,677) ordinary shares                   |                                      |                                   |
|     | of Rs. 10 each, fully paid in cash                                | 6,634,688                            | 5,203,677                         |
|     |   |                                      |                                   |

- 12.1 During the period, the Company issued 143,101,111 ordinary shares of Rs. 10 each at par as rights shares to the existing shareholders, ranking pari passu in all respects with the existing shares of the Company. Transaction costs, incurred during the period amounting to Rs. 11,409, net of tax, directly attributable to the issue of new shares have been recognized as a deduction from share premium.
- 12.2 As at September 30, 2010, Engro Corporation Limited (formerly Engro Chemical Pakistan Limited) holds 372,809,989 ordinary shares of Rs. 10 each (December 31, 2009: 292,399,992 ordinary shares of Rs. 10 each).



|     |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|--|--------------------------------------|-----------------------------------|
| 13. | EMPLOYEES' SHARE COMPENSATION RESERVE            | Ru                                   | pees ———                          |
|     | Balance at beginning of the period/year          | 9,313                                | 9,858                             |
|     | Less: Options lapsed due to employee resignation | (465)                                | (545)                             |
|     | Balance at end of the period/year                | 8,848                                | 9,313                             |

13.1 During the current period, the Company has adjusted the exercise price of the share options from Rs. 22 per share to Rs. 19.41 per share and has increased the total entitlement from 5,300,000 shares to 6,757,500 shares consequent to the issue of right shares, which have been duly approved by the Securities and Exchange Commission of Pakistan. The aforementioned reduction in exercise price has no effect on the fair value of share options recognized in the condensed interim financial information.

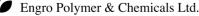
#### 14. LONG TERM BORROWINGS, secured

- 14.1 During the period, the Company has entered into a Master Istisna Agreement for a facility of Rs. 100,000, for a period of three years. The entire amount of the facility has been drawn down by the Company. The facility carries mark-up at the rate of 1.5% over six months KIBOR. All amounts due under the Agreement are payable in tranches by way of a series of Istisna transactions, each Istisna transaction being treated as a separate agreement. Since the management's intention is to roll over each Istisna transaction on repayment date to the expiry date of the facility, the above mentioned financing has been included in long term borrowings of the Company. The facility is secured by a joint pari passu equitable mortgage over land and buildings and a pari passu hypothecation charge over plant and machinery, stocks and receivables amounting to Rs. 134,000
- 14.2 During the period, the Company has repaid an amount of Rs. 51,744 representing the first installment against a facility obtained in 2009 under a Syndicate Finance Agreement with a consortium of local banks. Further, the Company has repaid an amount of Rs. 341,640 representing the first installment against loan agreement/facility with International Finance Corporation.

#### 15. DERIVATIVE FINANCIAL INSTRUMENTS

- 15.1 During the period, the Company has entered into a cross-currency interest rate swap agreement for a notional amount of US\$ 4,000, with a bank to hedge its interest rate exposure on floating rate local currency borrowings from a consortium of local banks under a Syndicate Finance Agreement. Under the swap agreement, the Company would receive six month KIBOR on the relevant PKR notional amount and will pay six month USD-LIBOR plus 0.95% on the relevant USD notional amount, which will be settled semi annually.
- 15.2 The Company has outstanding interest rate swap agreements for notional amounts aggregating US\$ 37,332, with banks to hedge its interest rate exposure on floating rate foreign currency borrowings from International Finance Corporation (IFC). Under the swap agreements, the Company would receive six month USD-LIBOR on respective notional amounts and will pay fix rates, which will be settled semi annually.
- 15.3 Details of the swap agreements are as follows:

| (Unaudited)<br>Fair value<br>as at<br>September 30, 2010 | (Audited)<br>Fair value<br>as at<br>December 31, 2009 |
|--|---|
| Rup  | bees ———  |
| 87,819<br>23,592<br>61,359<br>17,478                     | 23,770<br>1,838<br>(4,570)<br>(1,103)                 |
| 190,248  | 19,935  |
| %  |   |
| 5 1,180  | -   |
| 191,428  | 19,935  |
|  | 191,428   |



| 16. | DEFERRED TAXATION   | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|---|--------------------------------------|-----------------------------------|
|     | Credit balances arising due to:   | F                                    | Rupees ———                        |
|     | <ul> <li>accelerated tax depreciation</li> <li>net borrowing costs capitalized</li> </ul>   | 4,180,037                            | 3,061,376<br>207,133<br>3,268,509 |
|     | Debit balances arising due to:<br>- recoupable carried forward tax losses   | (4,035,780)                          | (2,725,260)                       |
|     | <ul> <li>recoupable minimum turnover tax</li> <li>unrealized foreign exchange losses, unpaid liabilities and provision for</li> </ul> | (4,035,780)<br>(211,313)             | (2,725,269)<br>(108,789)          |
|     | retirement and other service benefits   | (94,065)                             | (46,581)                          |
|     | <ul> <li>provision against duties</li> <li>provision for stocks and slow moving stores and spares</li> </ul>                          | (22,845)<br>(4,405)                  | (6,454)<br>(1,353)                |
|     | <ul> <li>fair value of hedging instruments</li> <li>share issuance cost, net to equity</li> </ul>                                     | (67,000)<br>(57,709)                 | (6,977)<br>(51,566)               |
|     |   | (4,493,117)                          | (2,946,989)                       |
|     |   | (313,080)                            | 321,520                           |

#### 17. SHORT TERM BORROWINGS

The aggregate facilities for running finance available from various banks, representing the sales price of all mark-up arrangements, amount to Rs. 2,200,000 (December 31, 2009: Rs. 2,000,000). The corresponding purchase price is payable on various dates during the ensuing year. Mark-up is chargeable at rates net of prompt payment rebate, ranging from relevant period KIBOR plus 1% to plus 1.5% (December 31, 2009: relevant period KIBOR plus 0.9% to plus 3%). During the period, the mark-up rates, net of prompt payment rebate, ranged from 12.93% to 14.73% per annum (December 31, 2009: 12.39% to 17.37% per annum). The facilities are secured by a floating charge over stocks and book debts of the Company.

|     |  | (Unaudited)<br>September 30,<br>2010 | (Audited)<br>December 31,<br>2009 |
|-----|--|--------------------------------------|-----------------------------------|
| 18. | TRADE AND OTHER PAYABLES                               | Ruj                                  | bees ———                          |
|     | Includes amounts due to the following related parties: |                                      |                                   |
|     | - Engro Corporation Limited                            | 3,585                                | -                                 |
|     | - Mitsubishi Corporation                               | 1,210,680                            | 1,152,402                         |
|     | - Engro Vopak Terminal Limited                         | 86,937                               | 77,045                            |
|     |  | 1,301,202                            | 1,229,447                         |

#### 19. PROVISIONS

#### 19.1 Provision for SED on import of plant and machinery

As at September 30, 2010, the Company had paid Rs. 94,611 (December 31, 2009: Rs. 94,611) on account of Special Excise Duty (SED) on import of plant and machinery for the Project. Of this amount the Company had adjusted Rs. 57,924 (December 31, 2009: Rs. 57,924) in the monthly sales tax returns against SED on goods produced and sold by the Company. The Company had approached the Federal Board of Revenue to obtain a clarification in respect of the adjustment in the monthly sales tax returns.

Pending clarification the Company based on prudence had made a provision for the amount adjusted of Rs. 57,924 and also for the remaining balance of Rs. 36,687 included in loans, advances, deposits, prepayments and other receivables. However, in 2009, the Company received show cause notices from the Additional Collector (Adjudication) – Federal Board of Revenue, stating that the Company, by adjusting the SED, has violated the provisions of the Federal Excise Act, 2005 and the Federal Excise Rules, 2005 read with SRO 655(I)/2007 and that the amount adjusted was recoverable from the Company under the Federal Excise Act, 2005 alongwith default surcharge and penalty. During the period, the Company was granted a stay order from the Honourable High Court of Sindh against the recovery notice issued by the Additional Commissioner in respect of the demand.

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The Company filed an appeal with Commissioner Inland Revenue (Appeals) against the Order issued by the Additional Commissioner. During the current quarter, the appeal has been decided against the Company. The Company has now filed an appeal with the Income Tax Appealate Tribunal against the decision of the Commissioner Inland Revenue (Appeals).

The Company is confident that the ultimate outcome of the matter will be in its favour, but, based on prudence is retaining the provision. Further, a provision for surcharge and penalty thereon amounting to Rs. 23,277 (December 31, 2009: Rs. 12,570) has also been made.

#### 19.2 Provision for duty on import of raw material

The Company in 2009 received a letter from the Assistant Collector (Survey) Large Taxpayers Unit regarding the utilization of raw materials imported under SRO 565(I)/2006 on a concessionary basis for customs duty. The letter alleged that the Company had violated the provisions of the SRO by utilizing the concessionary imports in manufacturing and selling the intermediary product Ethylene Di Chloride (EDC) rather than its utilization in the production of the final product Poly Vinyl Chloride (PVC). The Company responded to the letter explaining its view that imports under the said SRO were allowable for 'PVC Manufacturing Industry' as a whole, which includes manufacture of intermediary products. During the period, the Department has disagreed with the Company's view and has demanded further information, to which the Company has responded. Although, no formal Order creating a demand has yet been received by the Company, based on prudence, a provision amounting to Rs. 47,227 (December 31, 2009: Nil) in respect of duty on such raw materials has been made.

#### 20 COMMITMENTS

- Capital expenditure for the Project, under the contracts signed as at September 30, 2010 but not yet incurred amounts to Rs. Nil (December 31, 2009: Rs. 721,859).
- Performance guarantees issued by banks on behalf of the Company as at September 30, 2010 amount to Rs. 609,570 (December 31, 2009: Rs. 581,111).

|     |  | Unaudited             |                       |                                |                       |
|-----|--|-----------------------|-----------------------|--------------------------------|-----------------------|
|     |  | Quarte                | er ended              | Nine m                         | onths ended           |
| 21. | COST OF SALES                            | September 30,<br>2010 | September 30,<br>2009 | September 30,<br>2010<br>upees | September 30,<br>2009 |
|     | Opening stock of work-in-progress        | 15,576                | 18,780                | 17,579                         | 21,293                |
|     | Raw and packing materials consumed       | 2,356,472             | 2,602,281             | 6,997,933                      | 5,929,074             |
|     | Salaries, wages and staff welfare        | 148,139               | 64,680                | 336,246                        | 151,483               |
|     | Fuel, power and gas                      | 516,107               | 262,621               | 1,258,952                      | 438,452               |
|     | Repairs and maintenance                  | 94,085                | 5,041                 | 204,038                        | 26,484                |
|     | Depreciation                             | 284,667               | 162,607               | 716,743                        | 302,096               |
|     | Consumable stores                        | 110,592               | 22,775                | 243,322                        | 42,426                |
|     | Purchased services                       | 36,516                | 7,569                 | 80,041                         | 17,587                |
|     | Storage and handling                     | 239,207               | 104,780               | 631,794                        | 191,907               |
|     | Training and travelling                  | 12,140                | 1,361                 | 20,736                         | 3,089                 |
|     | Communication, stationery and other      |                       |                       |                                |                       |
|     | office expenses                          | 2,197                 | 743                   | 5,798                          | 1,599                 |
|     | Insurance                                | 28,482                | 18,472                | 63,493                         | 38,902                |
|     | Other expenses                           | 2,596                 | 4,856                 | 5,772                          | 9,774                 |
|     |  | 3,831,200             | 3,257,786             | 10,564,868                     | 7,152,873             |
|     | Closing stock of work-in-progress        | (16,285)              | (19,989)              | (16,285)                       | (19,989)              |
|     | Cost of goods manufactured               | 3,830,491             | 3,256,577             | 10,566,162                     | 7,154,177             |
|     | Opening stock of finished goods          | 792,799               | 177,946               | 410,653                        | 810,355               |
|     | Closing stock of finished goods          | (1,126,418)           | (576,378)             | (1,126,418)                    | (576,378)             |
|     |  | (333,619)             | (398,432)             | (715,765)                      | 233,977               |
|     | Cost of sales - own manufactured product | 3,496,872             | 2,858,145             | 9,850,397                      | 7,388,154             |
|     | <ul> <li>purchased product</li> </ul>    |                       |                       | 24,329                         |                       |
|     |  | 3,496,872             | 2,858,145             | 9,874,726                      | 7,388,154             |



|                                     | Unaudited  |  |   |   |  |
|-------------------------------------|--|--|---|---|--|
|                                     | Quarter  | ended  | Nine m  | onths ended   |  |
|                                     | September 30,<br>2010  | 2009   | 2010  | September 30<br>2009  |  |
| DISTRIBUTION AND MARKETING EXPENSES |  |  | <b>P</b>  |   |  |
| Salaries, wages and staff welfare   | 16,695   | 13,313   | 45,668  | 39,786  |  |
| Advertising, sales promotion and    |  |  |   |   |  |
| entertainment                       | 18,801   | 11,305   | 45,712  | 32,122  |  |
| Product transportation and handling | 124,111  | 110,084  | 336,740   | 247,263   |  |
| Rent rates and taxes                | 5,040  | 692  | 8,775   | 2,566   |  |
| Purchased services                  | 1,581  | 1,598  | 2,672   | 2,388   |  |
| Insurance                           | 269  | 227  | 827   | 779   |  |
|                                     |  |  |   | 3,614   |  |
| •                                   | -  | -  |   | 4,929   |  |
| • •                                 | 1,000  | 2,011  | 1,000   | 1,020   |  |
| -                                   | 1 001  | 530  | 2 080   | 1,495   |  |
|                                     | -  |  | -   | 1,435   |  |
| Others                              |  |  |   |   |  |
|                                     | 171,534  | 141,714  | 454,361   | 336,468   |  |
|                                     |  |  |   |   |  |
| Salaries, wages and staff welfare   | 37,844   | 21,182   | 100,774   | 53,972  |  |
| Rent, rates and taxes               | 11,920   | 4,791  | 20,698  | 12,539  |  |
| Purchased services                  | 7,242  | 3,194  | 26,489  | 11,702  |  |
| Insurance                           | 183  | 308  | 378   | 516   |  |
| Depreciation and amortization       | 4,184  | 1,385  | 9,766   | 4,674   |  |
|                                     |  | -  | 41,760  | 31,061  |  |
|                                     |  |  |   |   |  |
| -                                   | 7.689  | 6.970  | 23.081  | 12,328  |  |
| •                                   | -  | -  |   | 6,431   |  |
|                                     | 87,361   | 55,085   | 229,724   | 133,223   |  |
| OTHER OPERATING EXPENSES            |  |  |   |   |  |
| Legal and professional charges      | 2,899  | 4,717  | 12,287  | 7,562   |  |
| 5 I 6                               | 211  | 474  | 771   | 791   |  |
|                                     | 3.608  | 2.746  | 9.395   | 4,121   |  |
|                                     | -  |  | -   | -   |  |
|                                     | -  | . ,  | -   | -   |  |
|                                     | 50,679   | . ,  | 176,155   | 135,677   |  |
|                                     | 57,397   | 60,537   | 198,608   | 148,151   |  |
| FINANCE COSTS                       |  |  |   |   |  |
| Interest / Mark-up on:              |  |  |   |   |  |
| •                                   | 334 145  | 210 513  | 030 /31   | 317,501   |  |
|                                     | -  | -  |   | 18,690  |  |
| 0                                   |  |  |   |   |  |
| -                                   | 0,010  | 2,100  |   | 8,437<br>-  |  |
|                                     | 378,037  | 223,665  | 1,035,077   | 344,628   |  |
| -                                   |  |  |   |   |  |
|                                     | Salaries, wages and staff welfare<br>Advertising, sales promotion and<br>entertainment<br>Product transportation and handling<br>Rent rates and taxes<br>Purchased services<br>Insurance<br>Depreciation<br>Training and travelling<br>Communication, stationery and other<br>office expenses<br>Others<br><b>ADMINISTRATIVE EXPENSES</b><br>Salaries, wages and staff welfare<br>Rent, rates and taxes<br>Purchased services<br>Insurance<br>Depreciation and amortization<br>Training and travelling expenses<br>Communication, stationery and other<br>office expenses<br>Others<br><b>DEPRECIATIONE EXPENSES</b><br><b>Communication</b> , stationery and other<br>office expenses<br>Others | September 30,<br>2010DISTRIBUTION AND MARKETING EXPENSESSalaries, wages and staff welfare16,695Advertising, sales promotion and<br>entertainment18,801Product transportation and handling124,111Rent rates and taxes5,040Purchased services1,581Insurance269Depreciation1,006Training and travelling1,685Communication, stationery and other<br>office expenses1,001Others1,345ADMINISTRATIVE EXPENSES7,242Salaries, wages and staff welfare37,844Rent, rates and taxes11,920Purchased services7,242Insurance183Depreciation and amortization4,184Training and travelling expenses15,258Communication, stationery and other<br>office expenses7,689Others3,041Others3,041Others3,041Others3,041Others3,041Others3,041Others2,899Auditors' remuneration211Donations3,608Workers' profits participation fund-Vorkers' welfare fund-FINANCE COSTS57,397Interest / Mark-up on:<br>- long term borrowings334,145- short term borrowings37,274Guarantee commission, bank charges and others6,618 | Quarter ended           September 30, 2009         September 30, 2009         Ru           DISTRIBUTION AND MARKETING EXPENSES         Ru           Salaries, wages and staff welfare         16,695         13,313           Advertising, sales promotion and<br>entertainment         18,801         11,305           Product transportation and handling         124,111         110,084           Rent rates and taxes         5,040         692           Purchased services         1,581         1,598           Insurance         269         227           Depreciation         1,006         1,707           Training and travelling         1,685         2,044           Communication, stationery and other<br>office expenses         1,001         530           Others         1,345         214           Administrative EXPENSES         11,920         4,791           Salaries, wages and staff welfare         37,844         21,182           Rent, rates and taxes         11,920         4,791           Purchased services         7,242         3,194           Insurance         183         308           Depreciation and amortization         4,184         1,385           Training and travelling expenses         7,689 <td>Quarter ended         Nine m           September 30, 2010         September 30, 2009         Rupees           DISTRIBUTION AND MARKETING EXPENSES         Salaries, wages and staff welfare         16,695         13,313         45,668           Advertising, sales promotion and entertainment         18,801         11,305         45,712           Product transportation and handling         124,111         110,084         336,740           Rent rates and taxes         5,040         692         8,775           Purchased services         1,581         1,598         2,672           Insurance         269         227         827           Depreciation         1,006         1,707         2,884           Communication, stationery and other         0ftice expenses         1,011         530         2,089           Others         1,345         214         4,108         171,534         141,714         454,361           ADMINISTRATIVE EXPENSES         Salaries, wages and staff welfare         37,844         21,182         100,774           Rent, rates and taxes         7,242         3,194         26,489         Insurance           Depreciation and amotization         4,184         1,385         9,766           Training and travelling expenses</td> | Quarter ended         Nine m           September 30, 2010         September 30, 2009         Rupees           DISTRIBUTION AND MARKETING EXPENSES         Salaries, wages and staff welfare         16,695         13,313         45,668           Advertising, sales promotion and entertainment         18,801         11,305         45,712           Product transportation and handling         124,111         110,084         336,740           Rent rates and taxes         5,040         692         8,775           Purchased services         1,581         1,598         2,672           Insurance         269         227         827           Depreciation         1,006         1,707         2,884           Communication, stationery and other         0ftice expenses         1,011         530         2,089           Others         1,345         214         4,108         171,534         141,714         454,361           ADMINISTRATIVE EXPENSES         Salaries, wages and staff welfare         37,844         21,182         100,774           Rent, rates and taxes         7,242         3,194         26,489         Insurance           Depreciation and amotization         4,184         1,385         9,766           Training and travelling expenses |  |

|      |  | Unauc                               | lited                             |
|------|--|-------------------------------------|-----------------------------------|
|      |  | Nine mont                           |                                   |
| 26.  | CASH GENERATED FROM OPERATIONS                                     | September 30,<br>2010 Rup           | September 30, 2009                |
| 20.  |  | Кир                                 | 662                               |
|      | Loss before taxation   | (1,213,970)                         | (40,090)                          |
|      | Adjustments for non cash charges and other items:                  |                                     |                                   |
|      | Provision for staff retirement and other                           |                                     |                                   |
|      | service benefits   | 10,144                              | 2,123                             |
|      | Depreciation and amortization                                      | 729,393                             | 310,384                           |
|      | Income on deposits   | (18,512)                            | (92,625)                          |
|      | Amortization of deferred employee                                  |                                     |                                   |
|      | compensation expense   | -                                   | 3,050                             |
|      | Finance costs  | 1,035,077                           | 344,628                           |
|      | Profit on disposal of operating assets                             | (452)                               | (1,561)                           |
|      | Working capital changes - note 26.1                                | (978,131)                           | 346,039                           |
|      |  | (436,451)                           | 871,948                           |
|      |  |                                     |                                   |
|      |  | Unauc                               |                                   |
|      |  | Nine montl<br>September 30,<br>2010 | ns ended<br>September 30,<br>2009 |
| 26.1 | Working capital changes  | Rup                                 |                                   |
| 20.1 | Working capital changes  |                                     |                                   |
|      | Decrease / (Increase) in current assets:                           |                                     |                                   |
|      | Stores, spares and loose tools                                     | (339,700)                           | (67,814)                          |
|      | Stock-in-trade   | (376,288)                           | (381,986)                         |
|      | Trade debts  | (39,231)                            | (717,739)                         |
|      | Loans, advances, deposits, prepayments and other receivables - net | 169,103                             | 8,896                             |
|      | Short term investments   | (169,054)                           | -                                 |
|      |  | (755,170)                           | (1,158,643)                       |
|      | Increase / (Decrease) in current liabilities:                      |                                     |                                   |
|      | Trade and other payables   | (508,891)                           | 1,504,682                         |
|      | Current portion of long term borrowings                            | 285,930                             |                                   |
|      |  | (978,131)                           | 346,039                           |
| 27.  | CASH AND CASH EQUIVALENTS  |                                     |                                   |
|      | Cash and bank balances   | 117,710                             | 176,487                           |
|      | Short term borrowings  | (1,685,063)                         | (150,000)                         |
|      | Ŭ  | (1,567,353)                         | 26,487                            |
|      |  | (.,,                                |                                   |

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#### 28. SEGMENT INFORMATION

28.1 The basis of segmentation and reportable segments presented in this condensed interim financial information are same as disclosed in the annual financial statements of the Company for the year ended December 31, 2009.

|  | Unaudited<br>September 30, 2010                   |   |                 |             |
|--|---|---|-----------------|-------------|
|  | Poly Vinyl<br>Chloride and<br>Allied<br>Chemicals | Caustic<br>soda and<br>Allied<br>Chemicals<br>—— Rupees | Power<br>Supply | Total       |
| Revenue  | 8,378,040   | 2,072,330   |                 | 10,557,514  |
| (Loss) / Profit before<br>unallocated expenses | (174,665)   | 397,785   | 5,307           | 228,427     |
| Unallocated expenses                           |   |   |                 |             |
| Administrative expenses                        |   |   |                 | (229,724)   |
| Other operating expenses                       |   |   |                 | (198,608)   |
| Other operating income                         |   |   |                 | 21,012      |
| Finance costs                                  |   |   |                 | (1,035,077) |
| Taxation                                       |   |   |                 | 451,569     |
| Loss after taxation                            |   |   |                 | (762,401)   |

|                      | Unaudited September 30, 2010                      |  |                 | Α          | udited Decemi                                     | oer 31, 2009                               |                 |            |
|----------------------|---|--|-----------------|------------|---|--|-----------------|------------|
|                      | Poly Vinyl<br>Chloride and<br>Allied<br>Chemicals | Caustic<br>soda and<br>Allied<br>Chemicals | Power<br>Supply | Total      | Poly Vinyl<br>Chloride and<br>Allied<br>Chemicals | Caustic<br>soda and<br>Allied<br>Chemicals | Power<br>Supply | Total      |
|                      |   |  |                 | Rup        | ees ———   |  |                 |            |
| Total segment assets | 13,559,384  | 5,778,463                                  | 106,785         | 19,444,632 | 13,190,511  | 6,368,873                                  | 132,333         | 19,691,717 |
| Unallocated assets   |   |  |                 | 4,530,273  |   |  |                 | 3,107,778  |
| Total assets         |   |  |                 | 23,974,905 |   |  |                 | 22,799,495 |

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28.2 Segment assets consist primarily of property, plant and equipment, stock in trade and trade debts.



#### 29. TRANSACTIONS WITH RELATED PARTIES

29.1 Transactions with related parties other than those which have been disclosed elsewhere in this consolidated condensed interim financial information are as follows: Unaudited

|                           |                               | Nine months ended  |                    |
|---------------------------|-------------------------------|--------------------|--------------------|
|                           |                               |                    |                    |
|                           |                               | September 30, 2010 | September 30, 2009 |
|                           |                               | Rup                | bees —             |
| Nature of relationship    | Nature of transactions        |                    |                    |
| Holding company           | Purchase of services          | 14,522             | 16,152             |
|                           | Sale of goods                 | -                  | 3,195              |
|                           | Sale of services              | -                  | 2,848              |
|                           | Sale of steam and electricity | -                  | 37,651             |
|                           | Use of operating assets       | 2,242              | 2,857              |
|                           | Pension fund contribution     | 2,932              | 2,983              |
|                           | Provident fund contribution   | 2,134              | 2,196              |
|                           | Medical contribution          | 85                 | 88                 |
| Associated companies      | Purchase of goods             | 5,558,953          | 5,912,694          |
| ·                         | Sale of goods                 | 1,024,561          | 106,941            |
| Related parties by virtue | Purchase of goods             | 14,769             | 10,769             |
| of common directorship    | Purchase of services          | 787,918            | 652,844            |
|                           | Sale of goods                 | 17,088             | 301                |
|                           | Sale of services              | 3,277              | 631                |
|                           | Sale of steam and electricity | 36,607             | -                  |
|                           | Use of operating assets       | 1,807              | -                  |
|                           | Insurance                     | 3,515              | 1,067              |
|                           | Investments                   | 99,000             | 100,000            |
|                           | Reimbursements                | 45                 | -                  |
| Directors' fee            |                               | 1,350              | 150                |
| Key management            | Managerial remuneration       | 58,477             | 50,620             |
| personnel                 | Retirement benefits           | 5,873              | 4,764              |
| •                         | Other benefits                | 8,031              | 9,125              |
| Contribution to staff     | Pension fund                  | 4,699              | 1,309              |
| retirement benefits       | Provident fund                | 14,950             | 12,834             |
|                           | Gratuity fund                 | 2,583              | 873                |
|                           |                               |                    |                    |

#### 30. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on October 25, 2010 by the Board of Directors of the Company.

#### 31. CORRESPONDING FIGURES

31.1 In order to comply with the requirements International Accounting Standard 34 - 'Interim Financial Reporting' corresponding figures in the condensed interim balance sheet comprise of balances as per the annual audited financial statements of the Company for the year ended December 31, 2009. Corresponding figures in the condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of changes in equity and condensed interim statement of cash flows comprise of balances of comparable period as per the condensed interim financial information of the Company for the nine months ended September 30, 2009.

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31.2 For better presentation, the following major reclassification in the corresponding figures has been made:

| D | Description           | Head of account of the<br>financial statements for the<br>nine months ended<br>September 30, 2009 | Head of account of the<br>financial statement for the<br>nine months ended<br>September 30, 2010 | Rupees |
|---|-----------------------|---|--|--------|
| S | Supply of electricity | Other operating income  | Net revenue  | 29,161 |

The effect of other reclassifications is not material.

hay Radi

Asif Qadir President & Chief Executive

Kimihide Ando Director



# Engro Polymer & Chemicals Ltd.

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