

## Half Yearly Report (Un-Audited) for the period January - June 2014



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## Company Information

### Board of Directors

Tonjes Cerovsky  
Mohammad Masud Akhtar  
Dr. Matthias Beth  
Rahat Kaunain Hassan  
Sajid Mahmood Awan  
Hasan Aziz Bilgrami  
Syed Hyder Ali  
Jamal Nasim

Chairman  
Managing Director

(Nominee NIT)

### Company Secretary

Sajid Mahmood Awan

### Management

Mohammad Masud Akhtar  
Sajid Mahmood Awan  
Nadeem Hamid Butt  
Syed Tariq Ali

Chief Executive Officer  
Finance & Administration  
Projects  
Production

### Auditors

A.F. Ferguson & Co.

Chartered Accountants

### Legal Advisors

Mandviwala & Zafar

### Bankers

Allied Bank Limited  
Bank Alfalah Limited  
Deutsche Bank AG  
Habib Bank Limited  
MCB Bank Limited  
National Bank Of Pakistan  
NIB Bank Limited  
United Bank Limited

### Audit Committee

Hasan Aziz Bilgrami  
Syed Hyder Ali  
Dr. Matthias Beth

Chairman  
Member  
Member

### Secretary Audit Committee

Saeed Hussain

### HR & R Committee

Rahat Kaunain Hassan  
Syed Hyder Ali  
Mohammad Masud Akhtar

Chairperson  
Member  
Member

### Registered Office

16/2 Sir Aga Khan Road, Lahore - 54000.  
Ph: (042) 36304173, 36370969  
Fax: (042) 36368878, 36366192  
Email: info@ksb.com.pk

### Works

Hazara Road, Hassanabdal  
Ph: (057) 2520236  
Fax: (057) 2520237  
Email: info@ksb.com.pk

### Share Registrar

Central Depository Company of Pakistan Limited  
CDC House, 99-B, Block B, SMCHS  
Shahra-e-Faisal, Karachi-74000  
Tel: (021) 111-111-500  
Fax: (021) 34326053

## Sales Offices

### Lahore

16/2 Sir Aga Khan Road Lahore.  
Ph: (042) 111 572 786, 36304173  
Fax: (042) 36366192, 36368878  
Email: info@ksb.com.pk

### Multan

Golden Heights, Nusrat Road, Multan.  
Ph: (061) 111 572 786  
Fax: (061) 4541784  
Email: ksbul@ksb.com.pk

### Rawalpindi

309, A3 Peshawar Road, Westridge 1,  
Opp. Valley Clinic, Rawalpindi.  
Ph: (051) 111 572 786  
Fax: (051) 5472612  
Email: ksbrwp@ksb.com.pk

### Karachi

307 & 308, 3rd Floor Parsa Tower, Block 6,  
PECHS Shahrah-e-Faisal, Karachi  
Ph: (021) 111 572 786 Fax: (021) 34388302  
Email: ksbkhi@ksb.com.pk

### Peshawar

3rd Floor, Mall Tower, 35 The Mall, Peshawar  
Cell: 0300-5895289 Ph: 091-5285679  
Fax: 091-5278919  
Email: franchise.kpk@ksb.com.pk

## KSB Partners

No.	FRANCHISE	ADDRESS	LOCATION	Cell #	Tele #	Fax	EMAIL
1	Standard Engineering Concern	25-Empress Road	Lahore	0321-4001255	0423- 63673881	042-36368011	kamran.razi@ksbpartners.com.pk
2	Industrial Development & Engineering Associates	20-C Mezzanine Floor, Indus Center, 14th Com st. PH-II, DHA	Karachi	0300-8203077	021-35390481-2	021-35390483	saquib@idea.com.pk
3	Wali Muhammad & Co.	Zonkiram Road near mellennium Mall,	Quetta	0300- 8387668	081-2829635	081-2839721	gulistanmachinery@yahoo.com
4	Dominar Engineers	65-A Kacha Ferozepur Road,	Lahore	0302-874449	042-37500078	042-37500078	hammad.malik@de.com.pk

## Directors' Review

I am pleased to present the Company's financial statements for the half year ended 30th June, 2014.

Economic activity picked up in financial year 2013-14. GDP growth remained at \*4.14% as compared to 3.7% in previous year. CPI inflation, although slightly higher than last year's figure, has been contained within single digit. Retirement of circular debt helped ease energy crisis, thus gave a boost to the performance in industry. Government has taken further steps to improve the situation, however timely completion of energy projects remains a challenge. Current political environment and law and order situation are other downside risks to the economic performance and investment inflow. Concrete counter-measures are needed to cope with these risks and bring economic stability in the country.

Correlated with overall progress, KSB Pakistan has posted impressive results and secured PKR 2 billion order intake, a remarkable increase of more than 70% over corresponding period last year. Notwithstanding that the execution of public sector turnkey projects remained slow and energy cost increased, the company achieved revenue of PKR 1.4 billion and profit before tax at PKR 103 million, almost equal to the figures reported for 1st half of year 2013.

During the period, increased activity has been observed in both public and private sectors. Water/Waste Water and Industry segments remained major contributors to the order intake of the company. Going forward, business prospects in energy are expected to bring about more opportunities for both our standard and engineered products. Growth in construction segment is also anticipated in coming months. Moreover, we foresee good order intake from chemical and petrochemical sectors as a result of our product line extension program for API pumps and fire fighting solution. Healthy orders in hand, combined with expected recovery in project execution, gives promising outlook for revenue growth in 2nd half of year 2014. However, it also depends upon the political and economic situation of the country in coming months.

I congratulate the entire KSB team on successful achievement of business targets so far and hope the momentum to continue in the remaining part of year 2014.



**Mohammad Masud Akhtar**  
Managing Director

August 21, 2014  
Lahore, Pakistan

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

### Introduction

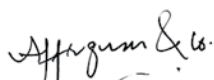
We have reviewed the accompanying condensed interim balance sheet of KSB Pumps Company Limited as at June 30, 2014 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement and condensed interim statement of changes in equity for the half year then ended (here-in-after referred to as the "condensed interim financial information"). Management is responsible for the preparation and presentation of this condensed interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this condensed interim financial information based on our review. The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended June 30, 2014 and 2013 have not been reviewed, as we are required to review only the cumulative figures for the half year ended June 30, 2014.

### Scope of review

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

### Conclusion

Based on our review nothing has come to our attention that causes us to believe that the accompanying interim financial information as of and for the half year ended June 30, 2014 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.



Chartered Accountants

**Name of engagement partner:** Hammad Ali Ahmad  
Lahore, August 21, 2014

## Condensed Interim Balance Sheet (Un-audited)

As at June 30, 2014

	Note	June 30, 2014 (Un-audited) (Rupees in thousand)	December 31, 2013 (Audited)
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised capital 15,000,000 (2013: 15,000,000) ordinary shares of Rs 10 each		150,000	150,000
Issued, subscribed and paid up capital 13,200,000 (2013: 13,200,000) ordinary shares of Rs 10 each		132,000	132,000
General reserve		787,000	682,000
Unappropriated profit		71,403	159,149
		990,403	973,149
<b>NON-CURRENT LIABILITIES</b>			
Employees' retirement and other benefits		42,026	43,860
<b>CURRENT LIABILITIES</b>			
Short term finances - secured		142,722	177,841
Trade and other payables	5	1,312,185	1,077,216
Provision for other liabilities and charges		27,500	47,189
Accrued finance cost		7,371	5,452
		1,489,778	1,307,698
<b>CONTINGENCIES AND COMMITMENTS</b>			
	6		
		2,522,207	2,324,707

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

	Note	June 30, 2014 (Un-audited) (Rupees in thousand)	December 31, 2013 (Audited) (Rupees in thousand)
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	7	307,579	297,225
Investment property		1,119	1,225
Intangible assets		1,340	1,826
Capital work in progress		15,345	6,666
Long term loans and deposits		13,276	15,644
Deferred taxation		1,325	14,734
		339,984	337,320
<b>CURRENT ASSETS</b>			
Stores, spares and loose tools		43,610	42,518
Stock-in-trade		476,632	462,773
Trade debts	8	1,142,657	1,037,397
Advances, deposits, prepayments and other receivables		427,699	366,171
Cash and bank balances		91,625	78,528
		2,182,223	1,987,387
		<u>2,522,207</u>	<u>2,324,707</u>

  
Chief Executive

  
Director



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

For the half year ended June 30, 2014

	Note	Quarter ended		Half year ended	
		June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
			(Rupees in thousand)		
Sales		771,189	713,385	1,409,869	1,422,568
Cost of sales	9	(580,153)	(550,887)	(1,067,505)	(1,106,174)
<b>Gross profit</b>		191,036	162,498	342,364	316,394
Distribution and marketing expenses		(66,055)	(57,978)	(128,286)	(120,708)
Administrative expenses		(55,127)	(37,927)	(100,024)	(77,320)
Other operating expenses		(14,229)	(6,562)	(19,746)	(13,346)
Other operating income		25,170	5,260	28,438	16,816
<b>Profit from operations</b>		80,795	65,291	122,746	121,836
Finance cost		(9,689)	(5,794)	(19,583)	(12,004)
<b>Profit before tax</b>		71,106	59,497	103,163	109,832
Taxation		(24,083)	(18,858)	(34,073)	(35,414)
<b>Profit for the period</b>		47,023	40,639	69,090	74,418
Earnings per share - basic and diluted	<b>Rupees</b>	3.56	3.08	5.23	5.64

Appropriations have been reflected in the statement of changes in equity.

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

  
Chief Executive

  
Director

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

For the half year ended June 30, 2014

	Quarter ended		Half year ended	
	June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
	(Rupees in thousand)			
Profit for the period	47,023	40,639	69,090	74,418
<b>Items that will not be reclassified to profit and loss</b>				
Remeasurement of retirement benefit plans - net of tax	964	(1,677)	964	(3,353)
<b>Items that may be reclassified to profit and loss</b>				
Other comprehensive income/ (loss) - net of tax	-	-	-	-
<b>Total comprehensive income for the period</b>	<u>47,987</u>	<u>38,962</u>	<u>70,054</u>	<u>71,065</u>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



Chief Executive



Director

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

For the half year ended June 30, 2014

	Note	Half year ended	
		June 30, 2014 (Rupees in thousand)	June 30, 2013
<b>Cash flows from operating activities</b>			
Cash generated from operations	11	197,966	345,464
Finance cost paid		(17,664)	(15,888)
Taxes paid		(25,194)	(25,710)
Employees' retirement and other benefits paid		(9,760)	(10,117)
Net decrease/ (increase) in long term loans and deposits		2,368	(652)
<b>Net cash generated from operating activities</b>		<b>147,716</b>	<b>293,097</b>
<b>Cash flows from investing activities</b>			
Fixed capital expenditure		(49,860)	(16,288)
Proceeds from sale of property, plant and equipment		1,416	3,954
<b>Net cash used in investing activities</b>		<b>(48,444)</b>	<b>(12,334)</b>
<b>Cash flows from financing activities</b>			
Dividend paid		(51,056)	(52,269)
<b>Net cash used in financing activities</b>		<b>(51,056)</b>	<b>(52,269)</b>
Net increase in cash and cash equivalents		48,216	228,494
Cash and cash equivalents at beginning of the period		(99,313)	(156,796)
Cash and cash equivalents at the end of the period	12	(51,097)	71,698

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

  
Chief Executive

  
Director

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

For the half year ended June 30, 2014

	Share capital	General reserves	Unappropriated profit	Total
	(Rupees in thousand)			
<b>Balance as at December 31, 2012 (restated)</b>	132,000	678,000	64,364	874,364
Final dividend for the year ended December 31, 2012 Rs 4.00 per share	-	-	(52,800)	(52,800)
Total comprehensive income for the period	-	-	71,065	71,065
Transfer to general reserve	-	4,000	(4,000)	-
<b>Balance as at June 30, 2013 (unaudited and restated)</b>	132,000	682,000	78,629	892,629
Total comprehensive income for the period	-	-	80,520	80,520
<b>Balance as at December 31, 2013</b>	132,000	682,000	159,149	973,149
Final dividend for the year ended December 31, 2013 Rs 4.00 per share	-	-	(52,800)	(52,800)
Total comprehensive income for the period	-	-	70,054	70,054
Transfer to general reserve	-	105,000	(105,000)	-
<b>Balance as at June 30, 2014 (unaudited)</b>	132,000	787,000	71,403	990,403

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.

  
Chief Executive

  
Director

# Notes to and Forming Part of the Condensed Interim Financial Information

## For the half year ended June 30, 2014 (Un-audited)

### 1. Legal status and nature of business

KSB Pumps Company Limited (a KSB group company) was incorporated in Pakistan on July 18, 1959 under the Companies Act, 1913 (now the Companies Ordinance, 1984) and is listed on the Karachi and Lahore Stock Exchanges. The Company is principally engaged in the manufacture and sale of industrial pumps, valves, castings and related parts. The registered office of the Company is situated at KSB Building, Sir Aga Khan Road, Lahore.

### 2. Basis of preparation

This condensed interim financial information is unaudited and has been prepared and is being submitted to the shareholders in accordance with section 245 of the Companies Ordinance, 1984 and International Accounting Standards (IAS) 34 - "Interim Financial Reporting" and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed. The figures for the half year ended June 30, 2014 have been subjected to limited scope review as required by above-mentioned section of the Companies Ordinance, 1984. This condensed interim financial information does not include all the information required for annual financial statements and therefore should be read in conjunction with the annual financial statements for the year ended December 31, 2013.

### 3. Accounting Policies

The accounting policies adopted for the preparation of this condensed interim financial information are the same as those applied in the preparation of preceding annual published financial statements of the company for the year ended December 31, 2013 except as described below:

#### 3.1 Standards, amendments and interpretations to published standards effective in current period

The following standards are effective from current period but do not have a material impact on the company's interim financial information:

- IFRIC 21, An interpretation of IAS 37, 'Provisions, contingent liabilities and contingent assets'
- Amendment to IAS 36, 'Impairment of assets' on recoverable amount disclosures
- IAS 32, 'Financial instruments: Presentation, on offsetting financial assets and financial liabilities'

#### 3.2 Standards, amendments and interpretations to existing standards applicable to the company not yet effective

Standards or interpretation:	Effective date (accounting periods beginning on or after)
- IAS 19 (Amendment), 'Employee Benefits'	July 01, 2014
- IAS 24 (Amendment), 'Related parties'	July 01, 2014
- Annual improvements 2012; IFRS 13, 'Fair value measurement'; IAS 16, 'Property, plant and equipment'; IAS 38, 'Intangible assets'	July 01, 2014
- Annual improvements 2013; IFRS 13, 'Fair value measurement'; IAS 40, 'Investment property'	July 01, 2014
- IFRS 9, 'Financial Instruments'	January 01, 2015
- IFRS 15, 'Revenue from contracts'	January 01, 2017

#### 3.3 Standards, amendments and interpretations to published standards effective in the current period not relevant to the company

There are certain standards, amendments to the approved accounting standards and interpretations that are mandatory for the company's accounting periods beginning on or after January 1, 2014 but are considered not to be relevant or to have any significant effect on the company's operations and are, therefore, not detailed in this condensed interim financial information.

4. Income tax expense is recognised based on management's best estimate of the weighted average annual income tax rate expected for the full financial year.

### 5. Trade and other payables

Trade creditors include amount due to holding company of Rs 44.057 million (December 2013: Rs 110.030 million) and associated undertakings of Rs 15.321 million (December 2013: Rs 8.637 million).

## 6. Contingencies and commitments

### 6.1 Contingencies

The company has obtained bank guarantees of Rs 514.322 million (December 2013: Rs 175.994 million) against the performance of various contracts.

### 6.2 Commitments

Letters of credit other than for capital expenditure amount to Rs 74.388 million (December 2013: Rs 25.709 million).

## 7. Property, plant and equipment

		June 30, 2014 (Un-audited) (Rupees in thousand)	December 31, 2013 (Audited)
Opening book value		297,225	306,305
Add: Additions/transfers during the period	note - 7.1	41,181	51,900
		<u>338,406</u>	<u>358,205</u>
Less: Disposals during the period (at book value)		(1,702)	(11,212)
Written off during the period		-	(3,092)
Depreciation charged during the period	note - 7.2	(29,125)	(46,676)
		<u>(30,827)</u>	<u>(60,980)</u>
		<u>307,579</u>	<u>297,225</u>

### 7.1 Following is the detail of additions/transfers during the period

Buildings on freehold land		14,938	-
Plant and machinery		-	3,492
Tools, jigs and attachments		521	1,671
Patterns		-	7,410
Other equipments		446	5,255
Furniture and fixtures		7,699	1,128
Office machine and appliances		3,271	10,203
Vehicles		14,306	22,741
		<u>41,181</u>	<u>51,900</u>

### 7.2 Changes in estimates

During the half year ended June 30, 2014, the company revised its estimates of residual values of "vehicles" and "Furniture and Fixtures" and estimated useful lives of "vehicles". Had these estimates not been revised, the depreciation expense during the period would have been higher by, the profit for the said period would have been lower by and the book value of property, plant and equipment as at June 30, 2014 would have been lower by Rs. 3.2 million.

## 8. Trade debts

		June 30, 2014 (Un-audited) (Rupees in thousand)	December 31, 2013 (Audited)
Trade debts		1,197,484	1,091,234
Less: Provision for doubtful debts		(54,827)	(53,837)
		<u>1,142,657</u>	<u>1,037,397</u>

	Quarter ended		Half year ended	
	June 30, 2014	June 30, 2013	June 30, 2014	June 30, 2013
	----- Unaudited ----- (Rupees in thousand)			
<b>9. Cost of sales</b>				
Raw material consumed	326,274	279,664	537,974	639,606
Salaries, wages, amenities and staff welfare	60,680	54,903	127,732	111,511
Staff training	1,134	148	1,973	579
Electricity and power	22,399	15,113	43,389	31,215
Stores and spares consumed	36,602	31,161	70,489	65,348
Insurance	1,209	482	2,300	1,352
Travelling and conveyance	11,415	9,800	20,069	17,659
Postage and telephone	1,037	1,084	2,103	2,049
Printing and stationery	894	457	1,753	914
Rent, rates and taxes	929	700	1,871	1,439
Repairs and maintenance	2,824	816	2,824	3,001
Legal and Professional charges	4,345	457	9,750	896
SAP user license fee and other IT services	3,042	4,679	12,448	7,753
Packing expenses	6,197	6,056	16,612	13,400
Outside services	139,840	82,508	208,407	146,979
Depreciation on property, plant and equipment	10,742	8,856	20,212	17,638
Provision for obsolete stores and stocks	6,500	1,500	8,000	5,500
Royalty and Trademark	3,950	1,854	7,387	2,590
Other expenses	1,801	820	1,930	1,442
	641,814	501,058	1,097,223	1,070,871
Opening work-in-process	154,287	224,196	182,002	204,835
Less: Closing work-in-process	219,774	177,835	219,774	177,835
(Increase)/decrease in work in process	(65,487)	46,361	(37,772)	27,000
Cost of goods manufactured	576,327	547,419	1,059,451	1,097,871
Opening stock of finished goods	26,634	39,329	30,862	44,164
Less: Closing stock of finished goods	22,808	35,861	22,808	35,861
Decrease in finished goods	3,826	3,468	8,054	8,303
	580,153	550,887	1,067,505	1,106,174

9.1 This includes amount of Rs. 5.99 million (June 2013: Nil) charged by the parent company (KSB Aktiengesellschaft) on account of various services provided to the company.

	Half year ended		
	June 30, 2014	June 30, 2013	
	----- Unaudited ----- (Rupees in thousand)		
<b>10. Transactions with related parties</b>			
<b>Relationship with the Company</b>	<b>Nature of transaction</b>		
i. Associated undertakings	Purchase of goods and services	108,004	223,253
	Sale of goods and services	106,543	175,053
	Commission income	19,409	45
	Commission expense	7,243	14,807
	Royalty and Trademark	7,387	2,590
ii. Post retirement benefit plans	Expense charged	4,991	4,613
iii. Key management personnel	Compensation	32,016	28,854

	<b>June 30, 2014 Unaudited</b> (Rupees in thousand)	December 31, 2013 Audited
<b>Period end balances</b>		
Receivable from related parties	88,547	77,502
Payable to related parties	69,004	180,031

These are in the normal course of business and are interest free.

	<b>Half year ended</b>	
	<b>June 30, 2014</b>	June 30, 2013
	----- Unaudited ----- (Rupees in thousand)	
<b>11. Cash generated from operations</b>		
Profit before tax	103,163	109,832
Adjustments for:		
Depreciation on		
- Property, plant and equipment	29,125	22,553
- Investment property	106	106
- Intangible assets	486	782
Loss/ (Profit) on sale of property, plant and equipment	286	(732)
Employee's retirement and other benefits	9,145	7,434
Exchange loss/ (gain)	6,102	(1,632)
Finance cost	19,583	12,004
Provision for doubtful debts and receivables	1,920	5,304
Provision for obsolete stocks and stores	8,000	5,500
<b>Profit before working capital changes</b>	<b>177,916</b>	<b>161,151</b>
<b>Effect on cash flow due to working capital changes:</b>		
<b>(Increase)/decrease in current assets</b>		
- Stores and spares	(1,092)	493
- Stock-in-trade	(21,859)	93,645
- Trade debts	(106,250)	11,236
- Loans, advances, deposits, prepayments and other receivables	(58,182)	(11,808)
	(187,383)	93,566
<b>Increase/(decrease) in current liabilities</b>		
- Trade and other payables	227,122	108,042
- Provision for other liabilities and charges	(19,689)	(17,295)
	207,433	90,747
	<b>197,966</b>	<b>345,464</b>
<b>12. Cash and cash equivalents</b>		
Cash and bank balances	91,625	149,323
Finances under mark up arrangements - secured	(142,722)	(77,625)
	<b>(51,097)</b>	<b>71,698</b>



**13. Date of authorisation for issue**

This condensed interim financial information was authorised for issue on August 21, 2014 by the Board of Directors of the Company.

**14. Corresponding figures**

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



Chief Executive



Director

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TO:



**KSB Pumps Company Limited**  
16/2, Sir Aga Khan Road, Lahore  
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