



Half Yearly Report

December 31, 2018

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Company Information

Board of Directors

Mr. Shahid Aziz Siddiqi – Chairman
Mr. Samad Habib - Chief Executive Officer
Mr. Kashif Habib
Syed Najamuddujah Jaffri
Mr. Khalil Ahmed
Mr. Ahsan Anis
Mrs. Anna Samad

Audit Committee

Mr. Kashif Habib
Syed Najamuddujah Jaffri
Mr. Ahsan Anis

Human Resources & Remuneration Committee

Mr. Samad Habib
Syed Najamuddujah Jaffri

Chief Financial Officer

Mr. Bilal Yasin

Company Secretary

Mr. Bilal Yasin

Auditors

Naveed Zafar Ashfaq Jaffery & Co.
Chartered Accountants

Legal Advisor

Advocate Ahsan-ul-haq
Advocates and Corporate council

Bankers and Financial institutions

Bank Islami Pakistan Limited
Habib Metropolitan Bank Limited
The Bank of Punjab
Bank Alfalah Limited
First Habib Modaraba
Summit Bank Limited
Meezan Bank Limited

Registered Office

Plot # 1,6 sector # 26, Bilal Chowrangi Korangi Industrial Area, Karachi.
Tel # +92 21 35074581-84
Fax # +92 21 35074603
www.safemixlimited.com

Shares Registrar

THK Associates (Private) Limited
1st Floor, 40-C, Block 6, PECHS, Karachi.

Directors' Review

The Board of Directors of Safe Mix Concrete Limited present herewith condensed financial information for the half year ended 31st December 2018.

Over view

During the half year under review, the Company earned a Profit After Tax (PAT) of Rs 7.907 million, whereas the profit in second quarter from October to December the company has earned profit of Rs. 3.401 million. During second quarter from October to December the volumetric sales has increased by 18.96% as compared to corresponding period last year, the increase is a result of company's investment in exclusive supply contracts of specific private sector development projects.

Operating results

| | July to December 2018 | October to December 2018 | July to December 2017 | October to December 2017 |
|-------------------------------|--------------------------------------|---|--------------------------------------|---|
| Profit/(Loss) before taxation | 13,458,019 | 7,072,515 | (4,805,563) | 2,242,004 |
| Taxation | (5,551,032) | (3,671,885) | 1,642,956 | 2,289,160 |
| Profit/(Loss) after taxation | 7,906,987 | 3,400,630 | (3,162,607) | 4,531,164 |

Earnings per share

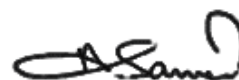
Earnings per share for the half year ended amounted to Rs. 0.32 per share as compared to Loss per share for the corresponding period of the last year of Rs. (0.13) per share.

Future Outlook

Recently, the ban on new construction of high-rise buildings has been lifted by the Honorable Supreme Court which may result in increase in ready-mix concrete demand in coming months. Further the company is intensively focusing on investing in exclusive supply contracts of specific private sector development projects.

Acknowledgement

The management of the Company would like to thank all the financial institutions, customers, individuals and staff members who have been associated with the Company for their support and cooperation. Further, we would also like to thank SECP and the management of PSX for their continued support and guidance.



For and on behalf of the Board

Samad Habib

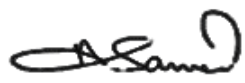
Chief Executive Officer

Karachi: February 26, 2019

Safe Mix Concrete Limited
Condensed Interim Balance Sheet (Un-audited)
For the half year ended December 31, 2018

| | | Un-audited 31 December 2018 | Audited 30 June 2018 |
|---|-------------|-----------------------------------|----------------------------|
| ASSETS | | | |
| | Note | Rupees | |
| Non - current assets | | | |
| Property, plant and equipment | 5 | 251,211,817 | 258,357,963 |
| Long term deposits | | 34,222,030 | 34,078,430 |
| Deferred taxation | | 39,834,245 | 43,306,892 |
| | | 325,268,092 | 335,743,285 |
| Current assets | | | |
| Stores, spare parts and loose tools | | 4,847,761 | 5,231,438 |
| Stock in trade | | 66,514,829 | 76,725,427 |
| Trade debts | | 338,342,375 | 203,430,112 |
| Advances, prepayments and other receivables | | 67,748,877 | 84,685,953 |
| Taxation - net of provision | | 44,243,535 | 43,320,476 |
| Cash and bank balances | | 7,629,836 | 4,371,758 |
| | | 529,327,213 | 417,765,164 |
| TOTAL ASSETS | | 854,595,305 | 753,508,449 |
| EQUITY AND LIABILITIES | | | |
| Share capital and reserves | | | |
| Authorized capital | | | |
| 35,000,000 ordinary shares of Rs 10 each | | 350,000,000 | 350,000,000 |
| Issued, subscribed and paid up capital | | 250,000,000 | 250,000,000 |
| Share premium | | 14,728,576 | 14,728,576 |
| Accumulated loss | | (15,765,195) | (23,672,182) |
| | | 248,963,381 | 241,056,394 |
| LIABILITIES | | | |
| Non - current liabilities | | | |
| Long term financing - secured | 6 | 35,869,739 | 49,925,874 |
| Staff retirement benefits | | 6,410,242 | 7,687,190 |
| Deferred income | | 2,800,000 | 4,480,000 |
| | | 45,079,981 | 62,093,064 |
| Current liabilities | | | |
| Trade and other payables | | 451,684,239 | 365,384,070 |
| Current portion of deferred income | | 3,360,000 | 3,360,000 |
| Current portion of long term financing | | 29,655,288 | 20,561,688 |
| Loan from related party | | 75,000,000 | 60,000,000 |
| Accrued markup | | 852,416 | 1,053,233 |
| | | 560,551,943 | 450,358,991 |
| TOTAL EQUITY AND LIABILITIES | | 854,595,305 | 753,508,449 |
| Contingencies and commitments | | | |

The annexed notes form 1 to 12 from an integral part of these condensed interim financial information.



CEO



Director




CFO

Safe Mix Concrete Limited
Condensed Interim Profit and Loss Account (Un-audited)
For the half year ended December 31, 2018

| | Note | Half Year Ended | | Quarter Ended | |
|--|------|----------------------|---------------------|----------------------|---------------------|
| | | 31 December 2018 | 31 December 2017 | 31 December 2018 | 31 December 2017 |
| Revenue | | 516,038,233 | 166,794,094 | 268,295,292 | 122,052,087 |
| Cost of sales | 8 | (485,289,584) | (157,298,229) | (253,443,451) | (114,819,704) |
| Gross profit | | 30,748,649 | 9,495,865 | 14,851,841 | 7,232,383 |
| Selling and administrative expenses | | (15,909,075) | (15,848,199) | (7,484,859) | (7,810,295) |
| Operating profit / (loss) | | 14,839,574 | (6,352,334) | 7,366,982 | (577,912) |
| Finance cost | | (5,885,342) | (4,166,004) | (2,877,753) | (2,014,538) |
| Other operating income | | 4,503,787 | 5,712,775 | 2,583,286 | 4,834,454 |
| Profit / (Loss) before taxation | | 13,458,019 | (4,805,563) | 7,072,515 | 2,242,004 |
| Provision for taxation | | (5,551,032) | 1,642,956 | (3,671,885) | 2,289,160 |
| Profit / (Loss) after taxation | | 7,906,987 | (3,162,607) | 3,400,630 | 4,531,164 |
| Profit / (Loss) per share - basis and diluted | | 0.32 | (0.13) | 0.14 | 0.18 |

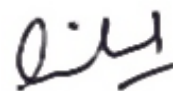
The annexed notes form 1 to 12 from an integral part of these condensed interim financial information.



CEO



Director




CFO

Safe Mix Concrete Limited
Condensed Interim Statement of Comprehensive Income (Un-audited)
For the half year ended December 31, 2018

| | Half Year Ended | | Quarter Ended | |
|---|-------------------------|---------------------------|-------------------------|-------------------------|
| | 31 December 2018 | 31 December 2017 | 31 December 2018 | 31 December 2017 |
| | -----Rupees----- | | | |
| Profit / (Loss) after taxation | 7,906,987 | (3,162,607) | 3,400,630 | 4,531,164 |
| Other comprehensive income | - | - | - | - |
| Total comprehensive income / (loss) for the period | <u>7,906,987</u> | <u>(3,162,607)</u> | <u>3,400,630</u> | <u>4,531,164</u> |

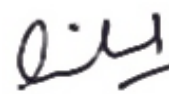
The annexed notes form 1 to 12 from an integral part of these condensed interim financial information.



CEO



Director




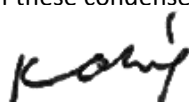
CFO


Safe Mix Concrete Limited
Condensed Interim Statement of Cash Flows (Un-audited)
For the half year ended December 31, 2018

| | 31st December 2018 | 31st December 2017 |
|--|-----------------------|-----------------------|
| | (Rupees) | |
| Cash flow from operating activities | | |
| Profit / (Loss) before taxation | 13,458,019 | (4,805,563) |
| Adjustments for: | | |
| Depreciation | 9,209,001 | 6,145,414 |
| Markup income | (476,959) | (48,565) |
| Gain on sale of fixed assets | (218,223) | - |
| Provision for staff benefits | 869,436 | 850,000 |
| Amortization of deferred income | (1,680,000) | (1,680,000) |
| Finance cost | 5,885,342 | 4,166,004 |
| | 13,588,597 | 9,432,853 |
| | 27,046,616 | 4,627,290 |
| Changes in working capital | | |
| <i>(Increase) / decrease in current assets:</i> | | |
| Stores and spares and loose tools | 383,677 | (658,138) |
| Stock in trade | 10,210,598 | (32,763,809) |
| Trade debts | (134,912,263) | (100,824,887) |
| Advances, prepayments and other receivables | 16,937,076 | (19,977,575) |
| | (107,380,912) | (154,224,409) |
| <i>Increase / (decrease) in current liabilities:</i> | | |
| Trade and other payables | 86,300,169 | 176,019,864 |
| Cash flow from operating activities | 5,965,873 | 26,422,745 |
| Taxes paid | (3,001,444) | (5,864,459) |
| Markup paid | (6,086,158) | (4,216,890) |
| Gratuity paid | (2,146,384) | (119,998) |
| | (11,233,986) | (10,201,347) |
| Net cash generated / (used) in operating activities | (5,268,113) | 16,221,398 |
| Cash flow from investing activities | | |
| Capital expenditure incurred | (2,543,630) | (79,615,847) |
| Proceeds from sale of fixed assets | 698,997 | - |
| Long term deposits paid | (143,600) | (671,500) |
| Markup received | 476,959 | 48,565 |
| Net cash used in investing activities | (1,511,274) | (80,238,782) |
| Cash flow from financing activities | | |
| Net (repayment)/ receipt of long term financing | (4,962,535) | 29,330,406 |
| Net proceeds from loan from related party | 15,000,000 | 40,000,000 |
| Net cash generated from financing activities | 10,037,465 | 69,330,406 |
| Net increase in cash and cash equivalents | 3,258,078 | 5,313,022 |
| Cash and cash equivalents at beginning of the year | 4,371,758 | 16,845,989 |
| Cash and cash equivalents at end of the year | 7,629,836 | 22,159,011 |

The annexed notes form 1 to 12 from an integral part of these condensed interim financial information.


CEO


Director


CFO

Safe Mix Concrete Limited
Condensed Interim Statement of Changes in Equity (Un-audited)
For the half year ended December 31, 2018

| | Issued, subscribed and paid up capital | Share premium reserve | Accumulated (loss) / profit | Total |
|---|--|--------------------------|--------------------------------|---------------------------|
| | -----Rupees----- | | | |
| Balance as at July 01, 2017 | 250,000,000 | 14,728,576 | (26,034,366) | 238,694,210 |
| Total comprehensive loss for the half year ended December 31, 2017 | - | - | (3,162,607) | (3,162,607) |
| Balance as at December 31, 2017 | <u><u>250,000,000</u></u> | <u><u>14,728,576</u></u> | <u><u>(29,196,973)</u></u> | <u><u>235,531,603</u></u> |
| Balance as at July 01, 2018 | 250,000,000 | 14,728,576 | (23,672,182) | 241,056,394 |
| Total comprehensive income for the half year ended December 31, 2018 | - | - | 7,906,987 | 7,906,987 |
| Balance as at December 31, 2018 | <u><u>250,000,000</u></u> | <u><u>14,728,576</u></u> | <u><u>(15,765,195)</u></u> | <u><u>248,963,381</u></u> |

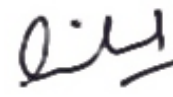
The annexed notes form 1 to 12 form an integral part of these condensed interim financial information.



CEO



Director



CFO

Safe Mix Concrete Limited
Condensed Interim Notes to the Financial Information (Un-audited)
For the half year ended December 31, 2018

1 STATUS AND NATURE OF BUSINESS

Safe Mix Concrete Limited ("the Company") was incorporated on 04 April 2005 as Private Limited Company. Subsequently, it has been converted into Public Limited Company on 21 February 2007 in accordance with the provisions of section 45 read with section 41(3) of the repealed Companies Ordinance, 1984. On 16th March 2010 the Company was listed on Karachi Stock Exchange. The principal activity of the Company is production and supply of ready mix concrete, building blocks and construction of prefabricated buildings, factories and other construction sites. The registered office of the Company is situated at plot no. 1-6, Sector 26, Korangi Industrial Area, Karachi, Pakistan.

2 BASIS OF PREPARATION

Statement of compliance

This condensed interim financial information is un-audited and has been prepared in accordance with the requirements of the International Financial Reporting Standard (IFRS) IAS 34 "Interim Financial Reporting" and provisions of and directives issued under the Companies Act, 2017. In case the requirements differ, the provisions of and directives issued under the Companies Act, 2017 shall prevail. This condensed interim financial information does not include all of the information and disclosures required for annual financial statements, and should be read in conjunction with the financial statements of the Company as at and for the year ended June 30, 2018.

This condensed interim financial information is unaudited. However, a limited scope review of this condensed interim financial information has been performed by the external auditors of the Company in accordance with the requirements of clause (26) of Listed Companies (Code of Corporate Governance) Regulations, 2017. This condensed interim financial information is being submitted to the shareholders as required by section 237 of the Companies Act 2017.

This condensed interim financial information has been presented in Pakistani Rupees, which is the functional currency of the Company. The figures are rounded off to the nearest rupee.

3 ESTIMATES

In preparing this condensed interim financial information, management makes judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expenses. Actual results may differ from these estimates.

The significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual financial statements of the Company as at and for the year ended June 30, 2018.

4 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in preparation of the financial statements for the year ended June 30, 2018.

Amendments to certain existing standards and new interpretations on approved accounting standards effective during the period were either not relevant to the Company's operations or did not have any significant impact on the accounting policies of the Company.

| | | (Un-audited) December 31, 2018 | (Audited) June 30, 2018 |
|--|------|--------------------------------------|-------------------------------|
| | Note | Rupees | |
| 5 PROPERTY, PLANT AND EQUIPMENT | | | |
| Operating fixed assets | 5.1 | 234,508,012 | 241,654,158 |
| Capital work in progress | | 16,703,805 | 16,703,805 |
| | | <u>251,211,817</u> | <u>258,357,963</u> |

5.1 Operating fixed assets

| | | | |
|--|-------|--------------------|--------------------|
| Opening book value | | 241,654,158 | 166,123,278 |
| Add: Additions during the period | 5.1.1 | 2,543,630 | 92,831,770 |
| Less: Depreciation charged during the period | | 9,209,001 | 13,375,698 |
| Disposals during the period - net book value | | 480,775 | 3,925,192 |
| | | <u>234,508,012</u> | <u>241,654,158</u> |

5.1.1 Break-up of additions - at cost

| | | | |
|-----------------------|--|------------------|-------------------|
| Building | | 291,000 | 7,316,990 |
| Plant and machinery | | 797,130 | 81,337,074 |
| Vehicles | | 1,455,500 | 851,630 |
| Computers | | - | 181,769 |
| Electrical equipment | | - | 102,000 |
| Furniture and fixture | | - | 325,207 |
| Office equipment | | - | 2,717,100 |
| | | <u>2,543,630</u> | <u>92,831,770</u> |

6 LONG TERM FINANCING - SECURED

Details of long term financing are as follows:

| | | | |
|--|-----|-------------------|-------------------|
| Diminishing musharaka - Summit Bank | 6.1 | 35,210,000 | 35,210,000 |
| Diminishing musharaka - Bank of Punjab | 6.2 | 29,397,968 | 35,277,562 |
| Diminishing musharaka - Bank Islami | 6.3 | 917,059 | - |
| Less: Current portion of long term financing | | | |
| show under current liabilities | | <u>29,655,288</u> | <u>20,561,688</u> |
| | | <u>35,869,739</u> | <u>49,925,874</u> |

6.1 During the financial year 2016, the Company converted its short term running finance facility from Bank of Punjab to Islamic mode of financing and entered into a diminishing musharka of Rs. 47.037 million for plant and machinery with the Bank of Punjab Taqwa Islamic Banking. The arrangement carry profit at the rate of 1 year KIBOR + 2.5% and with quarterly rental repayments. The arrangement is for a tenure of five years from the date of disbursement and are structured in such a way first principal repayment installment will commence from the fifth installment. Arrangement is secured against 1st charge of PKR 160 million over all present and future fixed assets (plant and machinery) of the Company registered with SECP.

6.2 During the financial year 2018, the Company entered into a diminishing musharka of Rs.35.2 million for plant and machinery with the Summit Bank Limited- Islamic Banking. The arrangement carry profit at the rate of 1 year KIBOR + 4% and with monthly rental repayments. The arrangement is for a tenure of three years from the date of disbursement and are structured in such a way first principal repayment installment will commence from the thirteenth installment. Arrangement is secured against exclusive charge of PKR 50.75 million over plant and machinery of the Company located at Nooriabad, registered with SECP.

- 6.3** During the year, the company entered into a diminishing musharka of Rs.1.4 million for motor vehicles with the Bank Islami Limited. The arrangement carry profit at the rate of KIBOR + 2.5% and with monthly rental repayments. The arrangement is for a tenure of four years from the date of disbursement. Arrangement is secured against the subject motor vehicles.

7 CONTINGENCIES AND COMMITMENTS

7.1 Contingencies

- 7.1.1** There are no significant changes in the status of contingencies as reported in note 19 to the annual audited financial statements of the Company for the year ended June 30, 2018.

| | (Un-audited) December 31, 2018 Rupees | (Audited) June 30, 2018 Rupees |
|--|--|---|
| 7.2 Commitments | | |
| Bank guaranty issued on behalf of the Company. | 6,434,368 | 18,750,002 |

8 COST OF SALES

| | Half Year Ended | | Quarter Ended | |
|-------------------------------------|--|--|--|--|
| | Un-audited December 31, 2018 Rupees | Un-audited December 31, 2017 Rupees | Un-audited December 31, 2018 Rupees | Un-audited December 31, 2017 Rupees |
| Raw material and stores consumed | 379,868,306 | 63,455,261 | 204,517,060 | 61,961,695 |
| Salaries, wages and other benefits | 41,733,584 | 25,240,789 | 20,537,990 | 16,310,702 |
| Depreciation | 8,462,698 | 5,530,873 | 5,253,109 | 3,842,125 |
| Fuel and power | 25,062,431 | 13,399,661 | 10,579,112 | 7,274,302 |
| Fleet outsourcing charges | - | 16,133,841 | - | 6,442,310 |
| Equipment hiring charges | 2,337,589 | 13,974,365 | 818,629 | 8,984,679 |
| Ijarah rentals | 13,803,376 | 14,068,308 | 6,901,688 | 7,034,154 |
| Repair and maintenance | 9,479,597 | 953,747 | 2,684,735 | 640,542 |
| Site preparation and sample testing | 689,765 | 645,755 | 372,745 | 332,475 |
| Land rent | 1,705,002 | 1,549,998 | 852,501 | 774,999 |
| Insurance expenses | 2,147,236 | 2,345,631 | 925,882 | 1,221,721 |
| | 485,289,584 | 157,298,229 | 253,443,451 | 114,819,704 |

9 TRANSACTIONS WITH RELATED PARTIES

Related parties comprise associated undertakings, directors of the Company and key management personnel. The Company in the normal course of business carries out transactions with various related parties.

Detail of transactions and balances with related parties are as follows:

| | Un-audited December 31, 2018 Rupees | Un-audited December 31, 2017 Rupees |
|--|--|--|
| 9.1 Transactions with related parties | | |
| Associated Companies: | | |
| <i>Power Cement Limited</i> | | |
| Purchase of cement | 199,593,042 | 161,499,172 |
| <i>Javedan Corporation Limited</i> | | |
| Sale of goods | 27,387,190 | 10,745,607 |
| <i>Mr. Arif Habib</i> | | |
| Loan | 15,000,000 | 40,000,000 |
| | Un-audited December 31, 2018 Rupees | Audited June 30, 2018 Rupees |
| 9.2 Balances with related parties | | |
| Associated companies: | | |
| Payable to Power Cement Limited | 255,238,799 | 118,327,269 |
| Receivable from Javedan Corporation Limited | 2,530,837 | 9,008,633 |
| Payable to Arif Habib Limited | 75,000,000 | 60,000,000 |

10 OPERATING SEGMENTS

The financial information has been prepared on the basis of a single reportable segment.

10.1 100% (2017: 100%) of the gross sales of the Company were made to customers located in Pakistan.

10.2 All non-current assets of the Company as at December 31, 2018 are located in Pakistan.

11 DATE OF AUTHORIZATION FOR ISSUE

The condensed interim financial information was authorized for issue on **26th February 2019** by the Board of Directors of the Company.

12 CORRESPONDING FIGURES

Corresponding figures have been re-arranged, where necessary, for the purpose of comparison.



CEO



Director



CFO

ڈائریکٹر کا جائزہ

سیف مکس کنکریٹ لمیٹڈ کے بورڈ آف ڈائریکٹران اپنی تفصیلی مالی معلومات برائے اختتام ششماہی 31 دسمبر 2018 پیش کرتے ہیں۔

جائزہ:

زیر جائزہ نصف سال کے دوران، کمپنی نے بعد از ٹیکس Rs.7.907 ملین منافع کمایا ہے جبکہ اکتوبر تا دسمبر 2018 کمپنی نے Rs.3.401 ملین منافع ہوا تھا۔ اس مدت کے دوران معیاری حجم کی سیلز میں گزشتہ سال کی مدت کے مقابلے میں %18.96 اضافہ ہوا ہے۔ جس کی بنیادی وجہ کمپنی کی خصوصی شعبوں کے ترقیاتی منصوبوں میں سرمایہ کاری ہے۔

افعالی نتائج:

| جولائی تا دسمبر 2018 | اکتوبر تا دسمبر 2018 | جولائی تا دسمبر 2017 | اکتوبر تا دسمبر 2017 |
|-------------------------------------|-------------------------|-------------------------|-------------------------|
| منافع / (نقصان) قبل از ادائیگی ٹیکس | 13,458,019 | 7,072,515 | (4,805,563) |
| ٹیکس | (5,551,032) | (3,671,885) | 1,642,956 |
| منافع / (نقصان) بعد از ٹیکس | 7,906,987 | 3,400,630 | (3,162,607) |

فی شیئر آمدنی:

فی شیئر منافع برائے اختتام نصف سال شمار کردہ Rs.0.32 فی شیئر ہوا۔ جبکہ مواز کے مطابق فی شیئر نقصان گزشتہ سال اسی مدت کے دوران (0.13) Rs. فی شیئر تھا۔

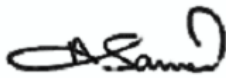
مستقبل کے امکانات:

حال ہی میں قابل احترام سپریم کورٹ نے اونچی عمارتوں کی تعمیر کے اوپر عائد پابندی ختم کر دی تھی، جس کے نتیجے میں آنے والے مہینوں میں کنکریٹ مکس کی مانگ میں اضافہ متوقع ہے۔ مزید یہ کہ کمپنی مخصوص پرائیویٹ سیکٹر کے ترقیاتی منصوبوں کے حامل منفرد سپلائی کنکریٹ پر سرمایہ لگانے پر شدید توجہ دے رہی ہے۔

اعتراف:

کمپنی کی انتظامیہ تمام شیئر ہولڈرز، مالیاتی اداروں، صارفین، فرد، اور اسٹاف اراکین کا شکریہ ادا کرنا چاہے گی جو اپنی حمایت اور تعاون کیلئے کمپنی سے منسلک رہے۔ مزید یہ کہ، ہم SEC اور PSX کی انتظامیہ کا ان کی مسلسل حمایت اور رہنمائی کیلئے بھی شکریہ ادا کرنا چاہیں گے۔

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