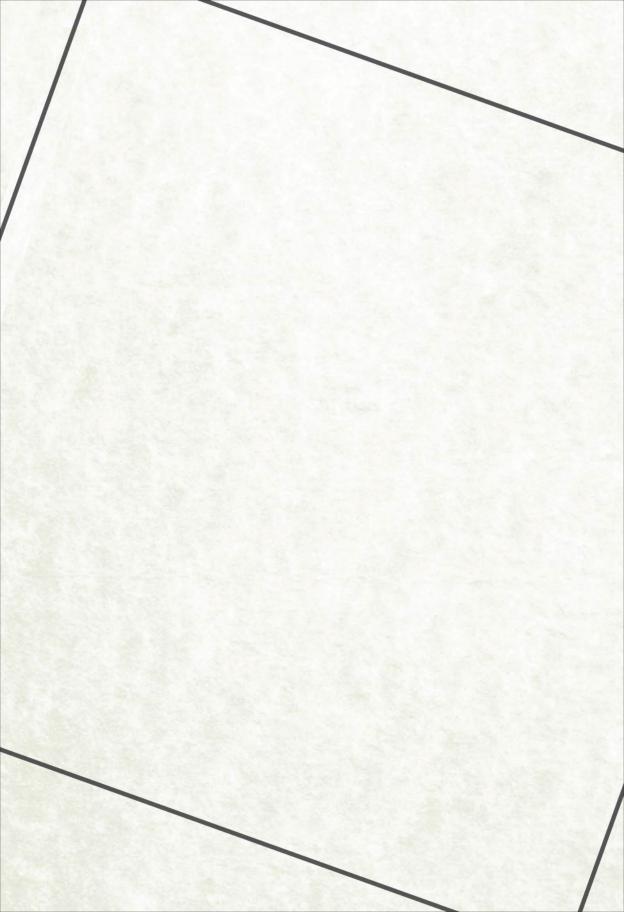
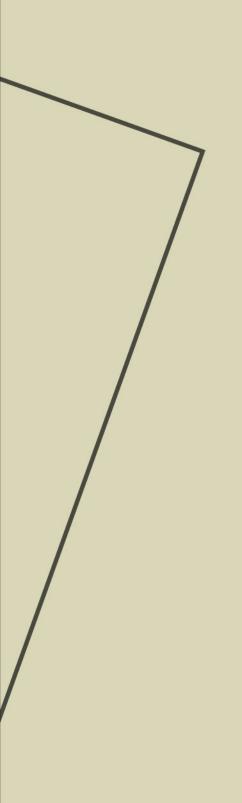


## AISHA STEEL MILLS LIMITED

SHAPING THE ECONOMY
Half Yearly Report
31 December 2012





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### COMPANY INFORMATION

### **Board of Directors**

Mr. Arif Habib, Chairman

Mr. Hasib Rehman

Mr. Yoshikazu Uda

Mr. Nasim Beg

Mr. Samad Habib

Mr. Kashif Habib

Mr. Muhammad Ejaz

Mr. Kashif Shah, Chief Executive Officer

### **Audit Committee**

Mr. Kashif Habib - Chairman

Mr. Hasib Rehman - Member

Mr. Muhammad Ejaz - Member

### **Registered Address:**

Arif Habib Centre, 23 - M.T. Khan Road,

Karachi - Pakistan

website: www.aishasteel.com

### Plant Address:

DSU-45, Pakistan Steel Down Stream Industrial Estate Bin Qasim, Karachi

### Auditors

### A.F. Ferguson & Co. **Chartered Accountants**

State Life Building No:1-C I.I Chundrigar Road, Karachi

### **Share Registrar Department**

Central Depository Company of Pakistan CDC House, 99-B, SMCHS Shahrae Faisal, Karachi

Phone: 92-21-111-111-500

### **Bankers**

Askari Bank Ltd

Bank Alfalah Ltd

Faysal Bank Ltd

Habib Metropolitan Bank Ltd

JS Bank Ltd

KASB Bank Ktd

MCB Bank Ltd

National Bank of Pakistan

Pak China Investment Company Ltd

Saudi Pak Industrial & Agricultural Investment

Company (Pvt.) Ltd

Silk Bank Ltd

Summit Bank Ltd

Sindh Bank Ltd

The Bank of Khyber

The Bank of Punjab

### **DIRECTORS' REVIEW**

### Dear Shareholders,

On behalf of the Board of Directors of Aisha Steel Mills Limited, I present the Directors' Review together with interim condensed financial statements for the half year ended December 31, 2012.

#### Market Review

Margins of the domestic CRC manufacturers' are significantly affected by unscrupulous activity of various pipe mills. CRC is imported by these pipe mills under the scheme of Duty and Tax Remission for Exports (DTRE) without paying any taxes i.e. 16% Sales Tax, 5% Income Tax on the premise of re-export. Illegal gains are made on the expense of damaging the national exchequer and by distorting prices in the local CRC industry. ASML has been persuading FBR and Customs at all levels for discontinuing such practices.

Another challenge faced by CRC segment is the under-invoicing of primary grade CRC which is not subject to ITP regulations. Given the high percentage of duty on CRC the absolute impact of this under invoicing is substantial and further lowers the margin for local CRC manufacturers.

Your Company along with the other CRC manufacturers is aggressively pursuing Customs and FBR to encourage uniformity of import duties from all countries. Our domestic producers of CRC possess sufficient capabilities for catering to the entire local demand of the pipe mills therefore ASML has been actively working towards ensuring of fair ground for local CRC manufacturers.

### **Operating Results:**

The first half of the financial year 2013 contained two different periods of activity in which first quarter was pertaining to the trial run phase and second quarter was actually considered as commercial operations period. The total sales for the H1FY13 stood at Rs. 1,134 M of which Rs. 690.18 M have been recorded in the second quarter of commercial operations. Trial production sales amounting to PKR 514.8 M have been capitalized.

Due to the falling international prices of HRC and CRC during the Oct '12 – Dec'12 conversion margins in the domestic market were squeezed resulting in an after tax loss of Rs. 264.11 M in the first quarter of Commercial Operations and for the half year under review. LPS for the half year stood at Rs. 1.18.

### Operational Highlights:

- Announced Commercial Operations Date on 1st October 2012.
- Recognized as the best quality producer of CRC in Pakistan;

- · Largest producer of CRC in Pakistan
- Production of thinnest gauge of CRC (0.25mm);
- Production processes are becoming streamlined and production records are being broken;
- Procurement of HRC for the coming months has increased to record levels
- Sales have reached c. PKR 1,100 M as of December 31, 2012;

During the first quarter of commercial operations (Oct' 12 – Dec '12) we have been steadily ramping up our production capacity to achieve the targeted capacity utilization of 70% by year end. To attain this target, we will be operative at 100% monthly capacity in the upcoming months. As of Dec 2012, we were operative at 45% monthly capacity. By the half year end ASML had produced 24,968 MT CRC.

We are pleased to communicate that your Company is now supplying CRC in line with Japanese standards, to the commercial market and is ready to play a leading role in the period ahead. Going forward, fixed costs will be further absorbed with the increase in the production and sourcing of HRC at competitive prices, resulting in positive contribution margins.

Your Company has been able to secure sufficient working capital lines which have been utilized to procure adequate raw material for seamless production of CRC.

### **Future Outlook:**

Going forward as ASML takes advantage of the lower cost HRC booked in the 2nd quarter 2013 the financial indicators are expected to improve the contribution margins which will increase the gross profitability of the Company. These will also be aided by the increasing prices of CRC and higher production.

### Acknowledgement

We would also like to record our appreciation to all stakeholders for their patronage and look forward towards their continued support. We acknowledge and appreciate the hard work put in by the employees of the Company during the period.

For and on behalf of the Board

Kashif Shah

Kasnır Snan

Chief Executive Officer

Karachi 28 February 2013



### A. F. FERGUSON & CO.

## AUDITOR'S REPORT TO THE MEMBERS ON REVIEW OF INTERIM FINANCIAL INFORMATION

### Introduction

We have reviewed the accompanying condensed interim balance sheet of Aisha Steel Mills Limited as at December 31, 2012 and the related condensed interim profit and loss account, condensed interim cash flow statement and condensed interim statement of changes in equity together with the notes forming part thereof for the half year then ended (here-in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review. The figures of the condensed interim profit and loss account for the quarter ended December 31, 2012 and 2011 have not been reviewed, as we are required to review only the cumulative figures for the half year ended December 31, 2012.

### 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 inquires, primarily of people 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 indentified 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 December 31, 2012 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

to the same

Chartered Accountants

Karachi

Dated: February 28, 2013

### Name of the engagement partner: Farrukh Rehman

A.F.FERGUSON & CO., Chartered Accountants, a member firm of the PwC network
State Life Building No. 1-C, .I.I. Chundrigar Road, P.O. Box 4716, Karachi-74000, Pakistan
Tel: +92 (21) 32426682-6/32426711-5; Fax: +92 (21) 34215007/32427938/32424740; <www.pwc.com/pk>
Lahore: 23-C, Aziz Avenue, Canal Bank, Gulberg V, P.O. Box 39, Lahore-54660, Pakistan; Tel: + 92(42) 35715864-71; Fax:+92
(42)357 15872

Islamabad: PIA Building, 3rd Floor, 49 Blue Area, FazI-ul-Haq Road, P.O. Box 3021, Islamabad-44000, Pakistan; Tel: +92 (51) 2273457-60; Fax: +92 (51) 2277924 Kabul: House No. 1, Street No. 3, Darulaman Road, Ayoub Khan Meina, Opposite Ayoub Khan Mosque, Kabul, Afghanistan; Tel: +93 (779) 315320, +93 (779) 315320



### **CONDENSED INTERIM BALANCE SHEET**

As At December 31, 2012

		(Unaudited) December 31	(Audited) June 30	
	Note	2012	2012	
		(Rupees in Thousand)		
ASSETS				
Non-current assets				
Property, plant and equipment	5	9,516,660	9,491,65	
Intangibles		16,448	11,34	
Long-term loans		5,118	4,03	
Long-term deposits and prepayments		52,420	47,63	
Deferred tax		379,235 9,969,881	237,28 9,791,94	
Current assets		, ,		
Stores and spares		388,491	137,08	
Stock-in-trade		1,658,085	489,51	
Advances, deposits and prepayments		48,473	20,29	
Other receivables	6	138,655	138,85	
Tax refunds due from Government - Sales tax		385,597	285,27	
Accrued mark-up		1,098	42	
Taxation - payments less provision		108,775	46,39	
Cash and bank balances		207,726 2,936,900	37,28 1,155,13	
Total assets		12,906,781	10,947,07	
EQUITY AND LIABILITIES		=======================================	=======================================	
Equity	_			
Share capital	7			
Ordinary shares		2,680,000	2,680,00 758,20	
Cumulative preference shares		758,201 3,438,201	3,438,20	
Accumulated losses		(704,776)	(440,664	
		2,733,425	2,997,53	
Liabilities				
Non - Current Liabilities				
Long-term finance	8	6,194,557	5,912,03	
Liabilities against assets subject to finance leases Staff retirement benefit		8,264	11,37	
Starr retirement benefit		10,081 6,212,902	6,12 5,929,53	
Current liabilities		0,212,302	3,323,33	
Trade and other payables		1,762,771	592,13	
Accrued mark-up	9	615,418	864,80	
Short-term borrowings	10	1,239,858	529,38	
Current maturity of long-term finance		337,535	30,00	
Current maturity of liabilities against assets				
subject to finance leases		4,872	3,67	
		3,960,454	2,020,00	
Total Liabilities		10,173,356	7,949,53	
Contingencies and commitments	11			
Total equity and liabilities		12,906,781	10,947,07	

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.

Chairman & Director Chief Executive Officer Chief Financial Officer

### **CONDENSED INTERIM PROFIT AND LOSS ACCOUNT**

For The Half Year Ended December 31,	, 2012	(Unaudited) Quarter December 31	(Unaudited) ended December 31	(Unaudited) Half year December 31	(Audited) ended December 31
	Note	2012	2011	2012	2011
		<b>←</b>	Rupees in	Thousand —	<b>→</b>
Sales	12	690,185	-	690,185	-
Cost of Sales		(724,112)		(724,112)	
Gross loss		(33,927)	-	(33,927)	-
Administrative expenses		(37,400)	(42,957)	(84,885)	(73,384)
Distribution Costs		(1,875)	-	(1,875)	-
Other operating income		3,438	4,751	5,337	19,220
Loss from operations		(69,764)	(38,206)	(115,350)	(54,164)
Finance costs		(286,598)	(9,125)	(290,716)	(10,421)
Loss before taxation		(356,362)	(47,331)	(406,066)	(64,585)
Taxation - deferred		124,557	22,604	141,954	22,604
Loss for the period		(231,805)	(24,727)	(264,112)	(41,981)
Other comprehensive income		-	-	-	-
Total comprehensive loss for the per	riod	(231,805)	(24,727)	(264,112)	(41,981)
Loss per share - (Rupees)	13	(0.96)	(0.42)	(1.18)	(0.62)

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.

Chairman & Director

Chief Executive Officer

## **CONDENSED INTERIM CASH FLOW STATEMENT**

For The Half Year Ended December 31, 2012		
	(Unaudited)	(Audited)
	December 31	December 31
Note	2012	2011
	(Rupees in	Thousand)
CASH INFLOW FROM OPERATING ACTIVITIES		
Loss before taxation	(406,066)	(64,585)
Add / (Less): Adjustment for non-cash and other items		
Depreciation / amortization Finance lease charges Provision for staff retirement benefits Return on deposits and funds under repo Gain on disposal of fixed assets Exchange loss Interest on loan	86,363 945 4,168 (4,967) (3) 34,088 246,599 367,193	6,369 1,140 2,175 (17,566) (17) - - (7,899)
Loss before working capital changes	(38,873)	(72,484)
Effect on cash flow due to working capital changes		
(Increase) / Decrease in current assets		
Stores and spares Stock-in-trade Advances, deposits and prepayments Other receivables Tax refunds due from Government - Sales tax	(25,599) (1,168,566) (28,179) 199 (100,323)	(7,592) - (11,752) (14) (72,344)
Increase in Current Liabilities Trade and other payables	(1,322,468) 1,136,552	(91,704) 225,026
Cash from operations	(224,789)	60,838
Income tax paid Mark-up on loans paid Return received on deposits and funds under repo Staff retirement benefits paid Increase in long-term employee loans Increase in long-term deposits and prepayments Net cash used in operating activities	(62,381) (777,138) 4,293 (212) (1,086) (4,786) (1,066,099)	(1,373) (395,207) 19,004 (1,737) (53) (318,528)
CASH USED IN INVESTING ACTIVITIES		
Purchase of property, plant and equipment Acquisition of intangible assets Sale proceeds on disposal of property, plant and equipment Net cash used in investing activities	(55,660) (5,528) 60 (61,128)	(954,421) (6,526) 237 (960,710)
CASH INFLOW FROM FINANCING ACTIVITIES		
Long-term finance obtained Increase / (decrease) in short term borrowings (Decrease) / increase in liabilities against assets subject to finance leases Net cash inflow from financing activities	590,060 710,473 (2,863) 1,297,670	957,118 (100,000) 9,308 866,426
Net increase / (decrease) in cash and cash equivalents Cash and cash equivalents at beginning of the half year Cash and cash equivalents at end of the half year	170,443 37,283 207,726	(412,812) 938,540 525,728

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.

Chairman & Director Chief Executive Officer

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

For The Half Year Ended December 31, 2012

	Share Capital	Share deposit money	Accumulated losses	Total
	<del></del>	Rupees	in Thousand	$\!$
Balance as at July 1, 2012 - Audited	3,438,201	-	(440,664)	2,997,537
Total comprehensive loss for the half year ended December 31,2012	-	-	(264,112)	(264,112)
Balance as at December 31, 2012 - Unaudited	3,438,201		(704,776)	2,733,425
Balance as at July 1, 2011 - Audited	3,200,336	3,571	(354,581)	2,849,326
Total comprehensive loss for the half year ended December 31,2011	-	-	(41,981)	(41,981)
Balance as at 31 December 2011 - Audited	3,200,336	3,571	(396,562)	2,807,345

The annexed notes 1 to 16 form an integral part of these condensed interim financial statements.

Chairman & Director

Chief Executive Officer

For The Half Year Ended December 31, 2012 (Unaudited)

### 1. THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan on May 30, 2005 as a public limited company under the Companies Ordinance, 1984. The registered office of the Company is situated at Arif Habib Centre, 23 - M.T. Khan Road, Karachi.

The Company has set up a cold rolling mill complex in the downstream Industrial Estate, Pakistan Steel, Bin Qasim, Karachi, to carry out its principal business of manufacturing and selling cold rolled coils. The production capacity of the plant is 220,000 metric tons. The Company started trial production from July 2012 and declared October 1, 2012 as its Commercial Operations Date.

In June 2012 an offer for sale of shares was made by Metal One Corporation, Japan, Arif Habib Equity (Private) Limited and Mr. Hasib Rehman, existing sponsors of the Company. The principal purpose of the offer for sale of shares was to list the Company on the Karachi Stock Exchange (KSE). The subscription of these shares was made on 3rd and 4th July 2012. After the fulfillment of other formalities relating to listing, trading of Company's shares at KSE started on 6th August 2012.

### 2. BASIS OF PREPARATION

This condensed interim financial information of the Company for the half year ended December 31, 2012 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. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed.

This condensed interim financial information does not include all the information required for full financial statements and should be read in conjunction with the annual financial statements as at and for the year ended June 30, 2012.

### 3. ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the financial statements for the year ended June 30, 2012. There are no new IFRSs that are effective for the first time for this interim period that would be expected to have a material impact on the Company.

### 4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANGEMENT

The preparation of this condensed interim financial information in conformity with approved accounting standards requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets and liabilities and income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

For The Half Year Ended December 31, 2012 (Unaudited)

Judgements and estimates made by the management in the preparation of this condensed interim financial information are the same as those that were applied to financial statements as at and for the year ended June 30, 2012.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2012.

### 5. PROPERTY, PLANT AND EQUIPMENT

5.1 The Company declared commencement of commercial production of Cold Rolled Coils (CRC), effective October 1, 2012. Accordingly, the company has transferred costs relating to cold rolling mill complex of Rs 8.49 billion to operating assets in the current period. The difference of trial production sales amounting to Rs 514.8 million and related cost of Rs 624 million have been charged to the cost of plant.

Other ancillary cost transferred to operating assets during the current period include borrowing costs amounting to Rs 2.1 billion. The Company ceased capitalization of borrowing costs of the main plant on September 30, 2012 (the date when substantially all the activities necessary to prepare the main plant were completed) except for the borrowing cost on remaining plant and machinery, amounting to Rs 218 million which is still under construction phase.

The useful life of plant and machinery has been assessed between 10 to 33 years.

### 5.2 Additions to property plant and equipment during the period are as follows:

Additions (at cost)				
Unaudited	Audited			
December 31,	December 31,			
2012	2011			
(Rupees in Thousand)				

Owned		ı
Building on leasehold land	9,205	-
Plant and machinery	22,977	-
Electrical installations	10,342	-
Office Equipment	7,033	2,797
Furniture and fittings	1,270	939
Borrowing cost capitalised	293,783	403,604
Assets held under finance leases		
Motor vehicles	-	13,070
	344.610	420,410

5.3 No significant disposals were made during the period.

For The Half Year Ended December 31, 2012 (Unaudited)

### 6. OTHER RECEIVABLES

This represents amount receivable from Etimaad Engineering (Private) Limited which is under dispute. There has been no change in the status of other receivables reported in the financial statements of the Company for the year ended June 30, 2012.

#### 7. SHARE CAPITAL

- 7.1 On December 31, 2012 the Company has allotted 430,000 ordinary shares against conversion of 430,000 preference shares of the Company in accordance with the terms of issue of preference shares.
- 7.2 Dividend in respect of preference shares is only payable when Company has accumulated profits. Therefore, cumulative dividend on Preference Shares amounting to Rs 219.7 million is not accounted for in these condensed interim financial statements.

### 8. LONG-TERM FINANCE

During the period the Company obtained additional financing facility of Rs 590 million from syndicate banks, payable by February 2014, carrying mark-up rate of 1% above 6 months KIBOR. This facility is principally secured by pari passu charge over fixed assets with 25% margin coupled with additional security of pledge of shares from shareholders of the Company namely, Arif Habib Corporation Limited, Arif Habib Equity (Private) Limited, Metal One Corporation - Japan and Mr. Hasib Rehman.

### 9. ACCRUED MARK-UP

Out of total accrued mark-up of Rs 615.42 million, mark-up amounting to Rs 306.44 million and Rs 66.44 million were due as at December 31, 2012 against Syndicate Term Finance Facility I & III respectively. Subsequent to the balance sheet date, the Company has paid the mark-up payable on Syndicate Term Finance Facility I amounting to Rs 306.44 million which was due on October 22, 2012

### 10. SHORT-TERM BORROWINGS

As at December 31, 2012, the Company has working capital finance facilities (including unfunded lines for letters of credit and guarantee) amounting to Rs 3.8 billion (June 30, 2012: Rs 1 billion). The rates of mark-up range between 3 months KIBOR + 2.5% to 3 months KIBOR + 3% (June 30, 2012: 3 months KIBOR + 2.5% to 3 months KIBOR + 3%). These facilities are secured against ranking pari passu charge over the current assets of the Company.

For The Half Year Ended December 31, 2012 (Unaudited)

### 11. CONTINGENCIES AND COMMITMENT

### 11.1 Contingencies

There has been no change in status of contingencies reported in the financial statements for the year ended June 30, 2012.

### 11.2 Commitments

- 11.2.1 Commitments for capital expenditure outstanding as at December 31, 2012 amounted to Rs 149.7 million (June 30, 2012: Rs 77.86 million).
- 11.2.2Commitments for rentals under ijarah arrangements amounted to Rs 18.09 million (June 30, 2012: Rs 1.38 million) payable as follows:

Unaudited Audited December 31. June 30. 2012 2012 (Rupees in Thousand)

Not later than 1 year Later than 1 year but not later than 5 years 14.406

3.686 377 1.004 18,092 1,381

For The Half Year Ended December 31, 2012 (Unaudited)

		Unaudited December 31, 2012 (Rupee	Audited December 31, 2011 es in Thousand)	
12.	SALES			
	Gross Sales Less: Sales tax	815,083 (112,425) 702,658	-	
	Less: Commission	(12,473) 690,185		
		Unaudited December 31, 2012 (Rupe	Audited December 31, 2011 es in Thousand)	
13.	LOSS PER SHARE			
	Loss after taxation attributable to ordinary shareholders Adjustment for cumulative preference share dividend	(264,112) 53,185	(41,981) 110,329	
	"Loss after taxation for calculation of basic earnings per share"	(317,297)	(152,310)	
	Weighted average number of ordinary shares outstanding at the end of period			
	Ordinary shares in issue	268,000	244,571	
	Loss per share - Rupees	(1.18)	(0.62)	
13.1	A diluted earnings per share has not been presented as it has anti-dilutive effect on the earnings per			

Chairman & Director Chief Executive Officer

Chief Financial Officer

share.

For The Half Year Ended December 31, 2012 (Unaudited)

### 14. TRANSACTIONS WITH RELATED PARTIES

Disclosure of transactions with related parties during the period were as follows:

Relationship	Nature of transaction	Unaudited December 31 2012 (Rupees ir	
Associated companies:	Purchase of construction materials     Purchase of raw material     Consultancy charges paid     Recovery of expenses	1,659 1,477,908 - 372	9,758 - 3,191 372
Key management	Salaries and other short-term compensation employee benefits     Post retirement benefits	8,233 1,086	8,157 744
Other related Parties	Sponsors' loan - Interest free	60,224	-

### 15. SUBSEQUENT EVENT

Subsequent to the balance sheet date the Company has achieved successful financial close of its six months privately placed rated and secured Sukuk Issue amounting to Rs 500 million on January 11, 2013. The Sukuk is priced at 6 months KIBOR + 2.15% per annum. This Sukuk will mature on July 11, 2013. The subject Sukuk has been raised in line with the Company's ongoing working capital raising exercise.

### 16. DATE OF AUTHORISATION FOR ISSUE

These condensed interim financial statements were approved and authorised for issue by the Board of Directors of the Company on February 28, 2013.

Chairman & Director

Chief Executive Officer