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COMPANY INFORMATION

BOARD OF DIRECTORS

MRS NAIMA SHAHNAZ BAIG CHAIRPERSON

MANAGING DIRECTOR MR TARIO BAIG

> MR. OMER BAIG MR. MANSOOR IRFANI MR. DAVID JULIAN

MR. NAEEM NAZIR

MR. TAJAMMAL HUSSAIN BOKHAREE INDEPENDENT DIRECTOR

CHAIRMAN

CHIEF FINANCIAL OFFICER MR. WAQAR ULLAH

COMPANY SECRETARY MR. MOHSIN ALI

HUMAN RESOURCE

MR. MANSOOR IRFANI CHAIRMAN & REMUNERATION COMMITTEE MR. TARIQ BAIG **MEMBER**

MR NAFFM NAZIR **MEMBER**

AUDIT COMMITTEE MR. TAJAMMAL HUSSAIN BOKHAREE

MR. OMER BAIG **MFMBFR** MR DAVID JULIAN **MEMBER**

AUDITORS KPMG TASEER HADI & CO.

CHARTERED ACCOUNTANTS

LEGAL ADVISOR KASURI AND ASSOCIATES

LAHORE

YOUSAF ISLAM ASSOCIATES TAX CONSULTANTS

LAHORE

INFORMATION TECHNOLOGY

CONSULTANTS

CHARTAC BUSINESS SERVICES (PVT) LTD.

LAHORE

NATIONAL BANK OF PAKISTAN BANK ALFALAH LTD **BANKERS**

HABIB BANK LTD FAYSAL BANK LTD UNITED BANK LTD J.S. BANK LTD

THE BANK OF PUNJAB BANKISLAMI PAKISTAN LTD MCB BANK LTD NIB BANK LTD

THE BANK OF KHYBER SAMBA BANK LTD

ASKARI BANK LTD ALBARAKA BANK (PAK) LTD

MEEZAN BANK LTD STANDARD CHARTERED BANK (PAK) LTD

SHARES REGISTRAR SHEMAS INTERNATIONAL (PVT) LTD.

Suite No. 31, 2nd Floor, Sadig Plaza,

69 - The Mall Lahore.

Ph: 042 - 36280067, Fax: 042 - 36280068

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REGISTERED OFFICE 128-J. MODEL TOWN, LAHORE.

UAN: 042-111-34-34-34

FAX: 042-35857692 - 35857693 E MAIL: info@tariqglass.com WEB: www.tariqglass.com

WORKS 33-KM, LAHORE/SHEIKHUPURA ROAD

TEL: (042) 37925652, (056) 3500635-7

FAX: (056) 3500633

DIRECTORS' REPORT

The Directors of Tariq Glass Industries Limited are pleased to present before you the review report along with the financial information for the nine months period and third quarter ended March 31, 2017.

Operational and Financial Performance

By the grace of Almighty Allah, the Company is maintaining its trend of growth for the sales, revenue and the profitability. The Company has recorded net sales of Rs. 7,174 million with a gross profit margin of 20% for the period under report as compared to the corresponding period's figure of Rs. 6,046 million and 23% respectively. The profit after tax and EPS for the period under review is 8.43% and Rs. 8.23 whereas figures of same period of last year were 6.93% and Rs. 5.71 respectively. The lucrative profitability is attributable to remarkable acceptability of Company's value added products and sound measures undertaken by the Management to control the expenses under various heads despite the increasing price of gas which is adversely affecting the margins.

A brief summary of the financial results for the nine months period ended on March 31, 2017 are as follows:

	(Million Rupees)			
	Nine Months E	nded 31 March		
	<u>2017</u>	<u>2016</u>		
Net Sales	7,174	6,046		
Gross Profit	1,466	1,389		
Profit before Tax	839	558		
Profit after Tax	605	419		
Earnings per share (Rupees)	8.23	5.71		

The following changes took place on the Board of Directors of the Company during the period under consideration:

Mrs. Naima Shahnaz Baig has been appointed as Chairperson of the Board of Directors of M/s Tariq Glass Industries Limited w.e.f January 17, 2017 in place of Mr. Omer Baig. However, Mr. Omer Baig is a continuing Director of the Company.

Mr. Tajammal Husain Bokharee has co-opted as a Director on the Board of Directors of the Company to fill the casual vacancy following the resignation of Mr. Akbar Baig w.e.f. January 17, 2017. Mr. Bokharee being an independent director has also been appointed as Chairman of the Audit Committee in place of Mr. Naeem Nazir. However, Mr. Naeem Nazir is a continuing Director of the Company.

Future Outlook

As reported in the previous Directors' Report, the Company has decided to launch a new state of the art project for the manufacturing of **Opal Glass Dinnerware**, capable of producing around 300,000 dinner sets (72 pieces each) per annum. It will be financed partly through long term loan from banks and internal generation of funds. The letters of credit for the import of main plant & machinery of the project are being established and it is planned that it would be put to trial / commercial production by the end of this calendar year (Insha Allah).

Simultaneously, the technical and commercial viability of the new float glass line is under active consideration keeping in view of the great acceptability, likeability viz.a.viz increasing demand of our premium quality float glass products.

The sales of Company's Tableware products are usually assertive in summer season and we foresee higher sales of tableware products in the next quarter (InshaAllah).

For and on behalf of the Board

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

ڈ ائر بکٹروں کی رپورٹ

طارق گال انڈسٹریز کے ڈائر مکٹرز مالی سال 17-2016 کی تیسری سہد مائی کی مدت جو کہ 311 مارچ 2017 کو انتقام پذیر ہو چکی ہے۔اس کے متعلق جوری جائز ہ چیٹی کرتے ہوئے مسرت جموں کرتے ہیں۔

کاروباری اور مالیاتی کار کردگی ہے متعلق نقط بنظر:۔

نوماه کی مدست اختشام	نوماه کی مدستواخشام	
2016ۇيار31	2017⊛ر31	
(ملین روپے)	(ملین روپے)	
6,046	7,174	خالص فروختگی
1,389	1,466	مجموعي منافع
558	839	فیس کی ادائیگی سے پہلے کا منافع
419	605	فیکس کی ادائیگی کے بعد کا خالص منافع
5.71	8.23	آ مدنی فی حصص بنیادی ومجموعی (رویوں میں)

تھم یافتگان کے لیے بیم معلومات ایمیت کی حال میں کہ نمورہ مدت کے دوران لیخی مورخہ 17 جنوری 2017 کو کمپنی کے بورڈ آف ڈائر میٹرز میں تبدیلیاں رونما ہوئی ہیں۔مزنجہ شہزاز بیک کو جناب عربیک کا جگہ چیئر پرین مقرر کیا گیا ہے۔ جبکہ جناب عربیک کپنی کے بدستورڈ ائر میٹر ہیں۔

جناب آگبریک صاحب پی وائز یکٹر گل نُصُت سے منتعقی مولئے تقے اوراس خالی نشت پرجناب بخل حسین بخاری کو وائز یکٹر مقرر کیا گیا ہے۔ چوککہ بخل حسین بخاری ایک آزاد وائز یکٹر ہیں۔اس لیے آئیں جناب قیم نذیر صاحب کی جگہ پڑتال کنندہ (آؤٹ) کیٹی کا پیچر بین نامرد کیا گیا ہے۔ جبکہ جناب قیم نذیر کیٹی کے پدستور وائز یکٹر ہیں۔

مستقبل كحواله سے نقطہ نظر:

جیسا کہ کپنی کی ششکانی رپورٹ بیں او پل گلاس ڈ نروئیر کے نئے پر دبیکٹ سے متعلق ڈ کر کیا گیا تھا۔ کپنی نے فیصلہ کیا ہے کہ او پل گلاس ڈ نروئیر کا نیا پلانٹ شروع کر سے جو کہ 72 پیسر پرشتل آخر بیا 3 لاکھ ڈنرمیٹ سالانہ بنانے کی صلاحیت رکھتا ہو۔ اس پر اجیکٹ کے لیے مالی وسائل جز وی طور پر کہنی خودسے مہیا کرے گی اور پچھ بیکوں سے طویل مدتی قرضہ حاصل کرے گی۔ اس پر اجیکٹ کی کلیدی مشینری کی درآ مدے لیے کہنی کیشر آف کریڈٹ سے متعلق انتظامات کوشتی شکل دے رہی ہے۔ انشاء اللہ اس پر اجیکٹ سے تھارتی پیداوار کا حصول اس تھو کی سال کے اختیا م تک کمن ہوسکے گا۔

بیک وقت شمین کے مختطمین آبی نے فلوٹ گلاس بنانے والے پلاٹ کی بابت خمینے اورگل پذیری کے امکانات کا بھی جائزہ لے رہے ہیں۔ نے فلوٹ گلاس پلاٹ کا جائزہ اس لیے چیش نظر ہے کہ کپنی نے بہت املیٰ معیار کا شیشہ بنا کر مارکیٹ بیس متعارف وفرا ہم کیا اور اس سے تعلق صارفین نے بہت پہندیوگی اور حصلہ افزاء آراء سے نوازائے۔

کمپنی کیٹیل و ٹیرمصنوعات کی فرونتگی کا میزن عام طور پرگرمیوں بیل شروع ہوتا ہے۔اس حوالے ہے آئندہ سہہ مانی بیل مجموعی فرونتگی کے تجم بیل مزید بہتری متوقع ہے (انشا دانشہ)۔

برائے اور منجانب بورڈ آف ڈائر یکٹرز

مسزنعیمه شهناز بیک چنیر پرس

مورخه 28اپریل 2017، لا ہور

CONDENSED INTERIM BALANCE SHEET (UN-AUDITED)

31 March	30 June
2017	2016
(Un-audited)	(Audited)
Rupees	Rupees

EQUITY AND LIABILITIES

Share capital and reserves

Authorized share capital

100,000,000 (30 June 2016: 100,000,000)

ordinary shares of Rs. 10 each

Issued, subscribed and paid up capital
Share premium
Equity portion of shareholders' Loan
Unappropriated profit

Surplus on revaluation of freehold land

734,580,000 410,116,932 33,952,991

1,000,000,000

2,403,826,557 3,582,476,480

766,482,138 4,348,958,618 1,000,000,000

734,580,000 410,116,932 76,048,284

1,961,364,217 3,182,109,433

766,482,138 3,948,591,571

Non current liabilities

Long term finances:

- Secured
- Unsecured

Liabilities against assets subject to finance lease Long term deposits / advances Deferred taxation

Current liabilities

Lahore: April 28, 2017

Trade and other payables
Short term borrowings - secured
Accrued mark-up
Current portion of long term liabilities

Current portion of long term habilities

230,818,784	32
230,818,784 618,654,276	60
849,473,061	93
6,912,441	
252.305.023	25

416,147,780 1,524,838,305

608,218,916

66,612,847

173,585,527

2,637,078,600

1,788,661,310

ı	
ı	324,103,615
ı	608,286,497
ı	932,390,112
ı	15,288,080
ı	252,415,023
	164,221,224
	1.364.314.439

707,013,580 2,450,876,905 72,080,535 100,748,252

8,510,875,523

3,330,719,272 8,643,625,282

Contingencies and commitments

The annexed notes 1 to 5 form an integral part of these condensed interim financial information.

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Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

AS AT 31 MARCH 2017

ASSETS Non-current assets	31 March 2017 (Un-audited) Rupees	30 June 2016 (Audited) Rupees	
Non-current assets			
Property, plant and equipment	4,703,717,802	4,864,745,021	
Intangibles	4,177,718	5,222,147	
Long term deposits	48,076,183	66,771,431	
<u>Current assets</u>			
Stores and spare parts	793,341,311	618,537,598	
Stock in trade	1,561,125,914	1,492,207,643	
Trade debts - considered good	633,859,931	852,939,050	
Advances, deposits, prepayments and other receivables	613,625,244	479,994,107	
• • • • •	, ,		
Cash and bank balances	152,951,420	263,208,285	
	3,754,903,820	3,706,886,683	

8,510,875,523 8,643,625,282

CONDENSED INTERIM PROFIT AND LOSS ACCOUNT (UN-AUDITED) FOR THE NINE MONTHS AND QUARTER ENDED 31 MARCH 2017

	Nine months ended		Three mont	hs ended
	31 March	31 March	31 March	31 March
	2017	2016	2017	2016
	Rupees	Rupees	Rupees	Rupees
Sales - net	7,174,124,104	6,045,561,880	2,519,430,338	1,967,461,226
Cost of sales	(5,707,754,120)	(4,656,531,828)	(2,005,860,989)	(1,487,204,992)
Gross profit	1,466,369,984	1,389,030,052	513,569,349	480,256,234
Administrative expenses	(127,481,793)	(112,688,070)	(40,432,066)	(31,171,702)
Selling and distribution expenses	(261,287,999)	(441,376,324)	(103,240,242)	(72,172,083)
	(388,769,792)	(554,064,394)	(143,672,308)	(103,343,785)
Other income	11,464,843	4,404,758	4,958,261	1,952,640
Finance cost	(195,067,649)	(251,816,438)	(57,352,415)	(79,467,574)
Other expenses	(55,021,914)	(29,157,461)	(21,519,775)	(14,872,243)
Profit before taxation	838,975,472	558,396,517	295,983,112	284,525,272
Taxation	(234,303,237)	(139,157,111)	(82,644,908)	(101,174,027)
Profit after taxation	604,672,235	419,239,406	213,338,204	183,351,245
Earnings per share - basic and diluted	8.23	5.71	2.90	2.50

The annexed notes 1 to 5 form an integral part of these condensed interim financial information.

Lahore: April 28, 2017

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED) FOR THE NINE MONTHS AND QUARTER ENDED 31 MARCH 2017

	Nine months ended		Three mon	ths ended
	31 March 2017 Rupees	31 March 2016 Rupees	31 March 2017 Rupees	31 March 2016 Rupees
Profit after taxation Other compreshensive income for the period	604,672,235	419,239,406 -	213,338,204 -	183,351,245 -
Total comprehensive income for the period	604,672,235	419,239,406	213,338,204	183,351,245

The annexed notes 1 to 5 form an integral part of these condensed interim financial information.

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

Lahore: April 28, 2017

CONDENSED INTERIM CASH FLOW STATEMENT (UN-AUDITED) FOR THE NINE MONTHS ENDED 31 MARCH 2017

	Nine months ended	
	31 March	31 March
	2017	2016
	Rupees	Rupees
Cash flows from operating activities	·	·
Profit before taxation Adjustments for:	838,975,472	558,396,517
Depreciation	385,607,316	338,297,357
Amortization of intangibles	1,044,429	1,044,429
Gain on disposal of property, plant and equipment	(9,166,942)	(969,997)
liara rentals	58,913,616	32,935,034
Finance cost	195,067,657	251,816,438
Provision for Workers' Profit Participation Fund	44,126,627	29,157,461
Provision for Workers' Welfare Fund	10,895,287	
	686,487,990	652,280,723
Operating profit before working capital changes	1,525,463,462	1,210,677,240
Changes in:		
Stores and spare parts	(174,803,713)	(88,836,906)
Advances, deposits, prepayments and other receivables	(73,931,600)	(64,101,084)
Stock in trade	(68,918,271)	(245,258,841)
Trade debts - considered good	219,079,119	118,773,611
Trade and other payables	(109,015,566)	(64,237,866)
	(207,590,031)	(343,661,086)
Cash generated from operating activities	1,317,873,431	867,016,154
B	(05.505.440)	
Payments to Workers' Profit Participation Fund	(35,585,142)	
ljara rentals paid	(58,913,616)	(32,935,034)
Income tax paid	(38,719,901)	(100,044,130)
Net cash generated from operating activities	1,184,654,772	734,036,990
Cash flows from investing activities		
Fixed capital expenditure	(231,793,146)	(188,414,542)
Proceeds from sale of property,plant and equipment	16,380,000	1,195,000
Increase/Decrease in long term deposits	18,695,248	
Net cash used in investing activities	(196,717,898)	(8,276,124)
Net cash used in investing activities	(196,717,696)	(195,495,666)
Cash flows from financing activities		
Repayment of long term finances	(71,962,903)	(211,865,021)
Payments of Liabilities against assets subject to finance lease	(8,375,639)	(9,775,754)
Proceeds of short term borrowings - net	53,588,849	431,585,791
Decrease in long term deposits	(110,000)	(10,824,414)
Finance cost paid	(147,712,405)	(186,293,900)
Dividend paid	(207,817,191)	-
Net cash used in financing activities	(382,389,289)	12,826,702
Net increase in cash and cash equivalents	605,547,585	551,368,026
Cash and cash equivalents at the beginning of the period	(1,181,263,351)	(1,238,332,280)
Cash and cash equivalents at the end of the period	(575,715,766)	(686,964,254)
Cach and each aguivalents comprise of the following:		
Cash and cash equivalents comprise of the following:	152 051 420	350 300 977
- Cash and bank balances	152,951,420 (728,667,186)	350,300,977
	152,951,420 (728,667,186) (575,715,766)	350,300,977 (1,037,265,231) (686,964,254)

The annexed notes 1 to 5 form an integral part of these condensed interim financial information.

Lahore: April 28, 2017

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

TARIQ BAIG

MANAGING DIRECTOR

CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED) FOR THE NINE MONTHS ENDED 31 MARCH 2017

		Capital Reserve		Capital Reserve Reveune Res		Reveune Reserve	
	Share Share Equity Portion of			Unappropriated	Total		
	capital	premium	Shareholder's Loan	Subtotal	profit		
· ·				-Rupees			
Balance as at 30 June 2015	734,580,000	410,116,932	135,008,111	545,125,043	1,421,943,134	2,701,648,177	
Total comprehenisve income							
Profit for the nine months period ended 31 March 2016	-	-	-	-	419,239,406	419,239,406	
Other comprehensive income for the period	-	-	-	-	-	-	
Total comprehensive income	-	-	-	-	419,239,406	419,239,406	
Transactions with the owners of the company:							
Transferred on unwinding for the nine months ended	-	-	(37,359,521)	(37,359,521)	37,359,521	-	
31 March 2016 - net of tax							
Balance as at 31 March 2016	734,580,000	410,116,932	97,648,590	507,765,522	1,878,542,061	3,120,887,583	
Total comprehenisve income							
Profit for the period ended 30 June 2016	-		-	-	70,826,918	70,826,918	
Other comprehensive income for the period	-	-	-	-	-	-	
Total comprehensive income	-	-	-	-	70,826,918	70,826,918	
Transactions with the owners of the company:							
Transferred on unwinding for the period ended 30 June							
2016 - net of tax	-	-	(11,995,238)	(11,995,238)	11,995,238	-	
Tax rate adjustment	-	-	(9,605,068)	(9,605,068)	-	(9,605,068)	
Balance as at 30 June 2016	734,580,000	410,116,932	76,048,284	486,165,216	1,961,364,217	3,182,109,433	
Total comprehenisve income							
Profit for the nine months period ended 31 March 2017	-	-	-	-	604,672,235	604,672,235	
Other comprehensive income for the period	-	-	-	-	-	-	
Total comprehensive income	-	-	-	-	604,672,235	604,672,235	
F: 1 F: 1 16 H							
Final dividend for the year ended 30 June 2016 at the rate of Rs 2.70 (27%) per ordinary share							
rate of 163 2.7 6 (27 70) per ordinary share	-	-	-	-	(198,336,750)	(198,336,750)	
Transactions with the owners of the company:							
Transferred on unwinding for the nine months period							
ended 31 March 2017 - net of tax	-	_	(36,126,855)	(36,126,855)	36,126,855	_	
Tax rate adjustment	_	_	(5,968,438)	(5,968,438)		(5,968,438)	
Balance as at 31 March 2017	734.580.000	410.116.932	33.952.991	444.069.923	2.403.826.557	3,582,476,480	
Dalatice as at 31 march 2017	134,380,000	410,110,932	33,952,991	444,069,923	2,403,828,337	3,302,470,460	

The annexed notes 1 to 5 form an integral part of these condensed interim financial information.

Lahore: April 28, 2017

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON

NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION FOR THE PERIOD ENDED 31 MARCH 2017

 This condensed interim financial information for the nine months and quarter ended 31 March 2017 is un-audited, being circulated to the shareholders in accordance with section 245 of the Companies Ordinance, 1984 and have been prepared in accordance with the requirements of International Accounting Standard (IAS) - 34 "Interim Financial Reporting" as applicable in Pakistan.

The condensed interim financial information do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Company's annual financial statements as at 30 June 2016.

The accounting policies adopted for the preparation of this financial information are the same as those applied in the preparation of preceding annual Audited Financial Statements for the year ended 30 June 2016.

3. Contingencies and commitments

3.1 Contingencies

There is no change in the status of contingencies as highlighted in the financial statements of the Company for the year ended 30 June 2016 except the following:

The commercial banks have issued following guarantees on behalf of the Company in favour of:

- Sui Northern Gas Pipelines Limited against supply of gas for furnace amounting to Rs. 325.2 million (30 June 2016: Rs. 360.20 million).
- Sui Northern Gas Pipelines Limited against supply of gas for captive power amounting to Rs. 23.38 million (30 June 2016 : Rs. 18.80 million).
- Collector of Customs, Karachi against import of gas cylinders amounting to Rs. NIL (30 June 2016: Rs. 1.39 million). The said guarantee was secured by way of 100% cash margin.

3.2 Commitments

Lahore: April 28, 2017

- Letters of credit for capital expenditure amounting to Rs. 233.08 million (2016: Rs. 9.74 million).
- Letters of credit for other than capital expenditure amounting to Rs. 25.47 million (2016: Rs. 28.80 million).
- The amount of future Ijarah rentals for Ijarah financing and the period in which these payments will become due are as follows:

	Un-audited	Audited
	31 March	30 June
	2017	2016
	Rupees	Rupees
Not later than one year	54,811,126	76,833,078
Later than one year but not later than five years	64,159,853	102,069,167
	118,970,979	178,902,245

- These financial statements were autorized for issuance by the Board of Directors on April 28, 2017.
- 5. Figures have been rounded off to the nearest rupee.

Mrs. NAIMA SHAHNAZ BAIG CHAIRPERSON