



Annual Report 2023
KSB Pumps Company Limited



Solutions. For Life.

KSB Profile

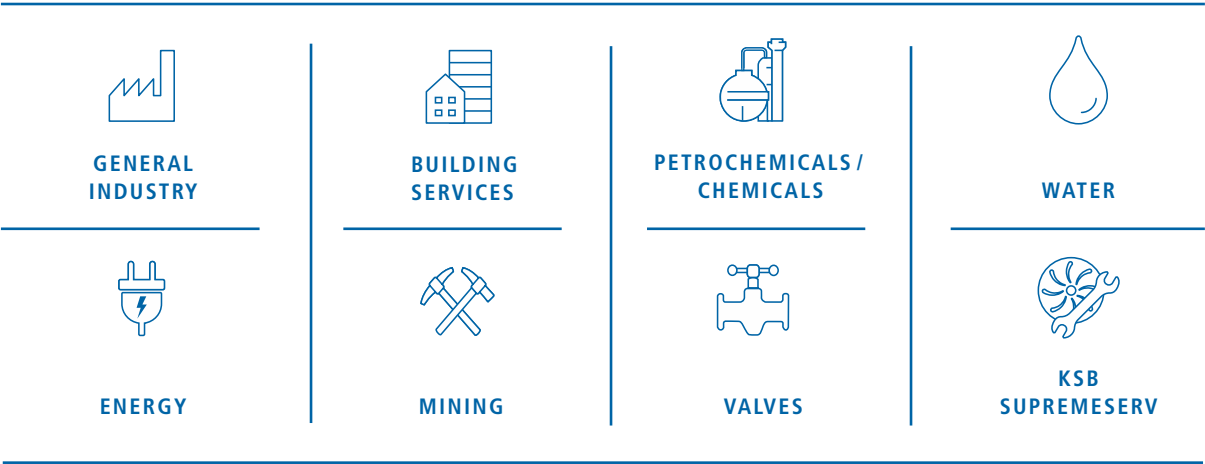
Wherever there are fluids to be transported, controlled or shut off, customers globally rely on our expertise and products. The KSB brand promises them competent advice, excellent quality and to reliability along with guaranteed after sales service that they can count on, worldwide.

In 1959, "The KSB Group" established its first Asian subsidiary in Lahore – Pakistan, while built its first factory in Hassanabdal in 1964. After becoming a Public Limited Company in 1979, KSB Pakistan received its first ISO Certification in 1997, and moved on to become the First Foundry based Engineering Company in Pakistan that was QHSE Certified for ISO 9001, ISO 14001 & ISO 18001 Certifications for complete Integrated Management System Certification by TUV, Germany. Continuing its commitment to quality and excellence, KSB Pakistan has successfully completed its six decades of operations in Pakistan.

KSB Pumps Company Limited is a leading international supplier of pumps, valves and related systems for industrial applications, building services, process engineering, energy conversion, water treatment, water transport, solids transportation and other related applications. This approach means that KSB is close to its customers, providing them with pumps, valves and service for almost all applications involving the transportation of liquids.

Over the years, KSB Pakistan has developed a diversified and motivated pool of human resource and today the Company employs more than 400 proficient people that operates through its sales offices in Lahore, Karachi, Rawalpindi and Multan. To enable easy access to its customers, KSB Pakistan has a nationwide operating network of Franchise & Dealers, also known as KSB Authorized Partners and KSB Authorized Dealers respectively. In addition to these, the Company also has an efficient Customer Service Department comprising of qualified and experienced personnel: KSB's comprehensive service includes bespoke solutions for all customer applications which ensures the running of pumps & systems efficiently.

Today KSB Pakistan stands as a market leader in its line of business and is a benchmark for new entrants. The Company's products, quality standards, people, business partners and leadership have all contributed to imprint this company's score in the history of Pakistan.



Digital Annual Report

Online Annual Report with additional functions:
<https://www.ksb.com/en-pk/investor-relations/annual-reports>

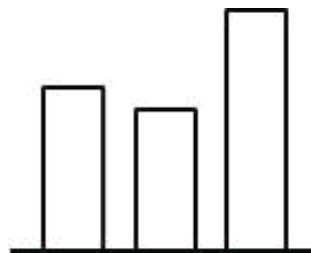
2023 in Figures

Order intake



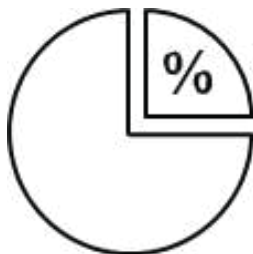
PKR **5,282** million

Sales



PKR **5,755** million

EBIT



PKR **385** million

Employees



285 as on 31st December 2023

Global Presence

Backed up by production and assembly sites around the world, as well as a tight-knit sales and service network, KSB staff are always close at hand.

EUROPE

- Austria
- Netherlands
- Belarus
- Norway
- Belgium
- Poland
- Croatia
- Portugal
- Czech Republic
- Russia
- Estonia
- Serbia
- Finland
- Slovakia
- France
- Slovenia
- Germany
- Spain
- Hungary
- Sweden
- Italy
- Switzerland
- Latvia
- Ukraine
- Lithuania
- United Kingdom
- Luxembourg

MIDDLE EAST / AFRICA

- Algeria
- Angola
- Egypt
- Ghana
- Kenya
- Morocco
- Namibia
- Nigeria
- Oman
- Qatar
- Saudi Arabia
- South Africa
- Turkey
- United Arab Emirates
- Zambia

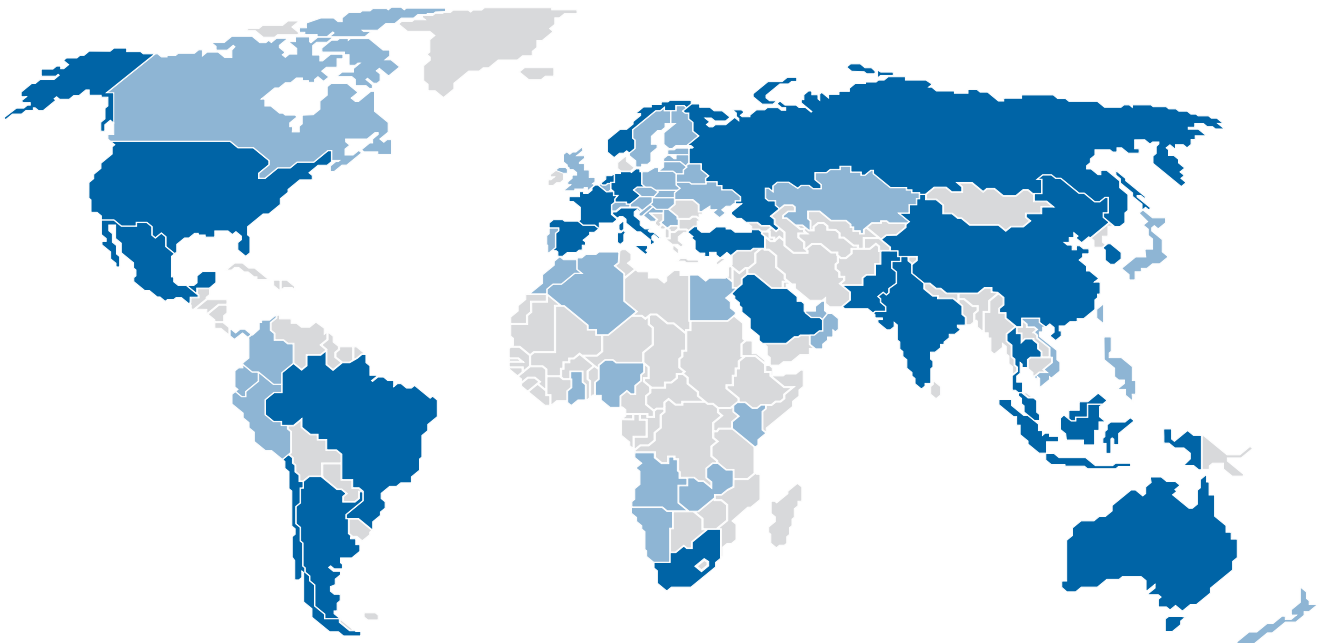
ASIA / PACIFIC

- Australia
- China
- India
- Indonesia
- Japan
- Kazakhstan
- Malaysia
- New Zealand
- Pakistan
- Philippines
- Singapore
- South Korea
- Taiwan
- Thailand
- Vietnam

AMERICAS

- Argentina
- Columbia
- Brazil
- Ecuador
- Canada
- Mexico
- Chile
- Panama
- Peru
- USA

- KSB production/assembly sites
- KSB sales/service sites



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Corporate Objectives

07	Vision
07	Mission Statement
07	Strategic Objective
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Vision

KSB provides the best solution worldwide through technology to make its mark.

Mission Statement

We aim to manufacture and market a wide range of standard and engineered pumps and castings of world class quality. Our efforts are directed to have delighted customers in the water, sewage, oil, energy, industry and construction sectors. In line with the Group's strategy, we are committed to develop into a center of excellence in water application pumps and be a strong regional player. We want to market valves, complete system solutions and foundry products including patterns for captive, automotive and other industries. We will develop a world class human resource with highly motivated and empowered employees. The measure of our success is, being a clear market leader, achieving quantum growth and providing attractive returns to stakeholders.

Strategic Objective

To defend high market share in a growing but competitive market area & continuously expand product & service offerings in order to strengthen the position as a complete solution provider in the market.



Values

Trust

Trust has to be earned. It requires a level of credibility, which each of us should seek to achieve and actively develop through reliability and professionalism in our day - to - day work.

Honesty

The overall interest of the Company has top priority in our work and ranks ahead of departmental and individual interests. What we do therefore should not serve to gain advantage at the expense of others. Integrity and appropriate level of modesty are defining elements of the way we present ourselves.

Responsibility

Responsibility means accepting the consequences of one's actions. This especially applies to each and every one of us in our work. And it also applies to our Company in its business and social relations.

Professionalism

We have a good command of the techniques and methods we need for our work, and seek to continually acquire further knowledge to improve our effectiveness and efficiency. In the search of solutions to problems we apply due care and act with foresight.

Appreciation

We are attentive to others and further our cooperation by showing respect and appreciation. Remaining receptive and open to other people and ideas enables us to learn from each other and develop together.



Sustainability at KSB

In today's world, sustainability is paramount due to its multifaceted impact on environmental, social, and economic well-being. At its core, sustainability entails meeting the needs of the present without compromising the ability of future generations to meet their own needs. Environmental sustainability is crucial as we face escalating challenges such as climate change, biodiversity loss, and resource depletion. Adopting sustainable practices mitigates these threats, preserving ecosystems and ensuring a habitable planet for future generations.

Sustainability is a cornerstone of the KSB Group's corporate ethos, where responsible action is central to our strategy, ensuring a harmonious blend of social responsibility and profitable growth for our employees and shareholders. Operating globally, we maintain stringent standards across all facets of our operations through an integrated management system encompassing quality, risk management, environmental stewardship, health, safety, compliance, and sustainability. We are committed to balancing growth with sustainability, investing accordingly to contribute to a more sustainable world for our customers and workforce.

Emulating the sustainability framework of KSB Group, KSB Pakistan has implemented a robust, sustainable management system to minimise environmental impact, reduce energy consumption, and curb carbon emissions throughout our product manufacturing processes. This ongoing endeavour drives continual enhancements in our products, procedures, and services, aligning with the principles of sustainable development and setting new benchmarks.

Our key initiatives include energy profiling and monitoring, implementing renewable energy sources such as solar power projects, transitioning to energy-efficient LED lighting, optimising production planning for peak load management, and enhancing compressed air systems. These measures are projected to significantly reduce carbon emissions, with estimated reductions totalling approximately 1300 tons per year, demonstrating our firm commitment to environmental responsibility and sustainability.

As many as 50 million people in Pakistan still live without connection to the electric grid, as the country experiences some of the world's worst power outages. The country's appetite for safe and clean energy is extremely high. Therefore, KSB Pakistan has taken substantial measures to make its factory and offices sustainable and eco-friendly and to shift its reliance on carbon-neutral alternate energy sources.

Sunlight is the most abundant and practically perpetual energy source in the world. KSB Pakistan has recently installed a 01 Mega Watt (MW) Solar PV System at its manufacturing facility rooftop at Hasanabadal. This alternate energy system aims to provide clean and renewable energy of 1398 MWh/Year and a reduction in annual carbon emissions to 870 Ton/Year approximately. Since its inception, the system has been successfully operational and has contributed by saving an amount of approximately PKR 38 Million to date. The success of the solar system at the factory motivated the company to replica the same at the head office in Lahore. As a result, a 130 kilo-watt (KW) solar system with net metering was also installed at the head office, which is expected to reduce the electricity bills by 70% in the coming months. This system provides 202 MWh/Year while measuring a reduction in Carbon emissions to approximately 42 Ton/Year.



The solar power installations reflect the company's commitment to carbon-neutral initiatives and align seamlessly with one of the key strategic global pillars defined by the KSB Group, i.e., Sustainability. Regarding supporting a sustainable economy, the belief is evident with “no compromises”. KSB believes in taking responsibility for the environment and its people, as demonstrated by our energy-efficient products, resource-saving manufacturing and high social engagement. That’s why customers worldwide choose our superior pump and valve solutions to save energy and reduce carbon emissions.

By harnessing clean, renewable energy from the sun, KSB Pakistan is making a tangible contribution to reducing its carbon footprint and environmental impact. It helps curb greenhouse gas emissions and positions itself as an industry leader committed to responsible environmental stewardship. This initiative echoes the company's dedication to meeting the needs of the present without compromising the ability of future generations for their needs.

Quality Guidelines

Achieve maximum customer satisfaction

Our customers set the standard for the quality of our products and services. We satisfy their wishes in full and on time.

Promote quality awareness

We ensure that all our employees are highly qualified by providing them with ongoing training and comprehensive information. Each of our managers champions a high-quality mindset.

All employees are focused on their customers

The principle of customer-supplier relations also applies internally: Colleagues further along the work process are also customers; work completed for them must be impeccable.

Avoid mistakes instead of remedying them

We establish causes so that we can prevent errors and put a stop to them.

Improve quality

The continuous improvement of work processes methods of work and the work environment secures our leading position in the market.

Involve suppliers

In fair and open partnership we support our suppliers in the pursuit of shared quality objectives.



Environmental Protection, Occupational Health and Safety Guidelines

Publicise environmental relevance

We talk about the environmental relevance of our products, processes and services.

Promote awareness of environmental issues, occupational health and safety

To protect the environment and our employees we implement measures that go beyond what is required by law.

Strengthen our employees' sense of responsibility

Our employees are quick to recognise situations that could harm the environment or jeopardise safety and pass on the appropriate information.

Recognise and avoid risks

We constantly and systematically review the impact of our production processes on people and the environment. By recognising risks, we can take any

preventive action that may be necessary in good time. We review the environmental impact of new production processes and products right from the development stage and minimise or avoid this as far as technologically and economically feasible. In the process, we take account of both occupational health and safety.

Comply with requirements

Using the procedures defined in the Integrated Management System, we monitor our activities to ensure compliance both with national legislation and our own policies for the environment, occupational health and safety.

Ensure third-party firms meet obligations

We require third-party firms working at our sites to observe country-specific laws in the areas of environmental protection, occupational health and safety and to comply with our own provisions and specifications.



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Management

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KSB - the brand standing for quality, expertise, reliability and a global perspective

KSB is a leading international supplier of pumps, valves and related systems for the Industrial applications, building services, process engineering, energy conversion, water treatment, water transport, solids transport and other areas of application. KSB combines innovative technology and excellent service to provide intelligent solutions. This approach means that KSB employees are close to customers all over the world, providing them with pumps, valves and systems for almost all applications involving the transportation of liquids. A comprehensive range of services rounds off this customer-focused portfolio.

KSB has been growing continuously since it was founded in 1871. Today, the Group has a presence all over the globe with its own sales and marketing companies, manufacturing facilities and service operations. KSB Pumps Company Limited, established in July 1959 in Lahore, Pakistan, is also a proud subsidiary of KSB Group. KSB Pakistan runs the largest state of the art manufacturing facility in the country in Hassanabdal and a full-fledged Foundry. The Company is ISO 9001 certified since 1994 and lately has added ISO-14001 and 45001 certifications for complete Integrated Management System certified by TUV, Germany. A range of global certifications of the company's products and locations is a proof that KSB's work in all areas is in compliance with the very latest quality standards - from energy engineering to building services.

Over the years KSB Pakistan has developed a diversified and motivated pool of human resources and today the Company employs around 300 proficient people and operates through its Sales offices in Lahore, Karachi, Rawalpindi and Multan. To enable easy access to its customers, KSB Pakistan has started operating through a Franchise network, KSB Partners, across the country and a widespread dealer network alongside. In addition, the Company has full-fledged Service Department and state of the art service facility comprising qualified and experienced personnel: KSB's comprehensive service includes bespoke solutions for all customer applications, and ensures that pumps and systems are running efficiently. KSB offers professional services under the brand name **KSB SupremeServ** at a global scale, for products by KSB but also other manufacturers. The main advantage in this is our widespread network of easy-to-reach service centre.



KSB pumps are produced strictly in accordance with the design and specifications of KSB SE & Co. KGaA, Germany, in order to maintain standards of the highest quality. Comprehensive inspection and latest test bed facilities are available at Works, Hassanabdal to ensure compliance with the global quality standards. The production facilities are also being regularly modernized and extended to cope with the challenges of new product technology. One among few KSB manufacturing facilities, our plant at Hassanabdal is MbK (Made by KSB) certified. This is the feature that ensure consistent KSB processes and products to its customers not only in Pakistan but around the globe as well. During the last 35 years, the Company has rapidly expanded its product portfolio to include a large number of pumps and valves according to the changing market needs in various segments.

KSB believes in continuous innovation; adding new products and business ideas to strengthen the portfolio and help to open up new markets. Keeping in view increasing market demand and modernization requirement, a major project of Foundry expansion has been carried out in year 2017. The newly established hilly automated state-of-the-art Foundry, with enhanced capacity, is capable of producing sophisticated automotive parts along with pump & valve castings and is a leading supplier of tractor/ automobile castings in the country.

At KSB Pumps Company Limited, Pakistan, we see Corporate Social Responsibility as the link that joins the Organization, including internal and external stakeholders to a brighter future of Pakistan. Working under the name of KSB Care, our Corporate Social Responsibility program is focused to provide a sustainable infrastructure and basic amenities to underprivileged students at schools in the rural areas of Pakistan. Our commitment towards our Country shines through the efforts we put in our business and our corporate social responsibility.

KSB Pakistan has received Merit Trophies for exports of the Federation of Pakistan Chambers of Commerce and industry (FPCCI) and Top Company Award for exemplary payment to the shareholders by Karachi Stock Exchange. Corporate & Environmental Excellence Awards have also been bestowed on the Company.

With a 62 years journey of successful operations in the country, today KSB Pakistan stands as a market leader in its line of business and is a benchmark for new entrants. The Company's products, quality standards, people, business partners and leadership have all contributed to imprint this company's score in the history of Pakistan.

Board of Directors



Dr. Sven Baumgarten

Chairman Board of Directors

Dr. Sven Baumgarten joined KSB Aktiengesellschaft (now KSB SE & Co. KGaA) in 1997 and started his career in the R&D division for Engineered Pumps in Frankenthal / Germany. After various management positions in the Global Project Business organization of KSB (Vice President Sales Energy & Desalination, 2010 - 2015), Dr. Baumgarten became Managing Director of KSB Pumps and Valves (Pty) Ltd. in South Africa as well as Vice President Sub-Saharan Africa from 2015 to 2019. Since 2019 he is in charge of the entire KSB Region Middle East, Africa & Russia as Regional Executive Officer.



Imran Ghani

Chief Executive Officer / MD

Mr. Ghani holds the office of Managing Director & CEO of KSB Pakistan. He obtained his Master's Degree in Mechanical Engineering from University of Engineering & Technology, Lahore and did his MBA from IBA – University of the Punjab, Lahore. His wide, diversified and extensive professional experience is spread over a period of above 31 years where he has performed at different key positions in multicultural environments. Mr. Ghani has an exhaustive experience related to Sales, After Sales and Engineering with a special emphasis on extremely large mechanical systems. He has attended a number of leadership & management courses, workshops and seminars in Pakistan as well as abroad, including a certification from Ken Blanchard which makes him a Certified Trainer of Situational Leadership. Mr. Ghani is also serving as the Vice President Pakistan Foundry Association.



Dieter Antonius Pott

Director

Mr. Dieter Antonius Pott is a member of Board of Directors of KSB Pakistan and also a member of its Audit Committee. After serving various senior positions of Finance & Accounting in different organizations, he joined KSB SE & Co. KGaA, Germany, in 2017 as Global Executive Officer Finance/Accounting.



Asif Malik

Director

A mechanical engineer with advance management studies, and having over 30 years of professional journey spans a diverse spectrum of fields, including manufacturing, sales, marketing, sustainability, human resources, and business management. His career has involved intricate petrochemical facilities, complex trading and distribution networks, and diverse organizations such as Engro Chemicals, ICI/AkzoNobel, Midas Safety Inc., and US Apparel & Textiles.

Mr. Malik is an alumnus of the INSEAD Business School and is privileged to have participated in the Technical Development Program at the prestigious Oxford University. He possess an unwavering passion for driving positive change, business transformation, and combining profit with purpose and takes pride in championing diversity and inclusion, firmly believing that diverse and empowered teams drive innovation and ultimately leading to business success.



Ayesha Aziz
Director

Ms. Aziz has a 28 years of financial sector experience in Project and Structured Finance, Debt Capital Markets, Asset Management and Private Equity. She has strong relationship with market participants and facilitators and a demonstrated understanding of regulations and market dynamics.



Hasan Aziz Bilgrami
Director

Mr. Hasan A. Bilgrami is Chief Executive Officer of BioMasdar (Pakistan) Limited, a biotechnology start up that focuses on processing of natural products for applications in food, pharmaceuticals and cosmetic industries. Earlier in his career he worked as founding President & CEO of BankIslami Pakistan Limited. He has also been the President of Institute of Cost & Management Accountants between 2009-2011. He is also a member of the Board of Mehran Sugar Mills, Education Committee of Institute of Bankers in Pakistan & Quality Assurance Board of Institute of Chartered Accountants of Pakistan. Mr. Bilgrami is a commerce graduate of Karachi University as well as Fellow member of Institute of Cost & Management Accountants of Pakistan and CPA Australia



Shahid Mahmood
Director

Mr. Shahid Mahmood has worked at senior levels in heavy process industry and power plants. He is a Mechanical and Marine Engineer and holds the title of 'Professional Engineer' with Pakistan Engineering Council. In the recent past he has been working as an independent consultant for Power Projects, Heavy Process Plants, Operations & Maintenance, Team Development, Project Development, and is acting as a Technical Expert for Arbitration at International Courts of Arbitration. He also holds an MBA from Heriot Watt University(UK) and a PGD in Management Sciences from University of York (UK). At present he is Managing Director & CEO of GENCO Holding Company Limited since March 2023.



Asim Rafiq
Director

Mr. Asim Rafiq is a Fellow member of the Institute of Chartered Accountants of Pakistan (ICAP). He has over 25 years of diversified experience in accounting & audits, strategy and financial planning, taxation, software/ERP development and implementation, corporate affairs & Regulators' dealings in leading private and public sector organizations. He has also been a Director (Independent/Nominee) in diversified listed companies for over a decade. He completed his Chartered Accountancy from ICAP with training from A F Ferguson & Co. Chartered Accountants (PwC Pakistan); certification in International Financial Reporting Standards (IFRS) from the Institute of Chartered Accountants in England & Wales and certification in Internal Audit from the Institute of Internal Auditors, USA. He has also attended various national and international seminars & conferences. Also, he is a Certified Director from ICAP.

Chairman's Review Report

Dr. Sven Baumgarten

Chairman Board of Directors
KSB Pumps Company Limited - Pakistan.



I am pleased to present the annual review for year ended December, 2023.

The year 2023 has also been marred by the continued political instability with caretaker government focused on day to day tasks thereby lack of governmental spending on long term projects. High inflation and significant increase in the tariffs of electricity and natural gas has added to the misery.

Despite all above challenges, KSB Pakistan has been able to achieve results above the numbers for the year 2023 in line with the defined forecast. A strong turnover of 5,755 Million PKR with 4.8% higher margins compared to year 2022 and an EBIT of 385 Million PKR in line with budget and previous year speak of the strong operational performance of the company.

The company is expanding its footprint in the country towards providing aftersales support to its valued customers. Addition of 2 Service Workshops in Lahore and Karachi speak of the commitment of the company to locally create value for its stakeholders. Additionally, the focus on export business in the form of Reverse Engineering and supply of pumps in the form of intercompany business has been the hallmark of the year 2023.

KSB Pakistan has continued its drive in Sustainability, and has successfully grown its going green focus. Lahore has been upgraded and Karachi has been added to the list thereby reducing our carbon footprint at all major locations. We also have added clean drinking water initiatives at all these locations by providing filtration plants to be able to provide safe drinking water to its employees and eliminating need of bottled water. Building on the feedback of its employees, the company has been focused on improving the engagements of its employees by instituting a culture of learning and development by conducting multiple in-house training. At the same time, physical health and mental well-being has been the core of the activities. Sports galas, orange parties, live BBQs have been carried out to bring best out of the employees in the stressful day to day work environment.

Some new faces on the board has brought added inputs to the company's decision making in addition to the new Audit and HR Committees. Fellow board members are well acquainted with the global and local economic trends in addition to having strong business acumen which helps in future investments and outreach to markets. Regular meetings of the board and evaluations of the past results and bringing in strategies for the future are hall mark of the board of KSB Pakistan.

I would like to thank the fellow board members and all stake holders for the trust in the management of the company



Dr. Sven Baumgarten
Chairman
Lahore: March 14, 2024

From the desk of CEO

Imran Ghani

Chief Executive Officer & MD
KSB Pumps Company Limited - Pakistan.



Year 2023 has been a year full of challenges related to political instability, very high inflation and interest rates. Despite these challenges, KSB Pakistan achieved an order intake of million PKR 5,282, (up by 5.4 % from Year 2022) and a sales revenue of million PKR 5,755, (up by 15.9% from Year 2022) with a very good EBIT of 6.7%.

The export sales strategy continued to pay dividends (up by 46.1% from previous year) by exporting to KSB Group in Germany, as well as South Africa and Turkey. The development of castings for the Group will reach its potential within 2025 by completing the development and qualification process in 2024. Apart from our diverse product portfolio catering different market areas, including building, water transportation & treatment and power plant processes, we strategized to focus on Marine Industry in Karachi. We have been able to reap the benefits of signing the contracts with Karachi Shipyard in 2023 and the journey is expected to continue.

Our aftersales brand KSB SupremeServ has not lagged behind and continues to deliver the customer needs 24/7, 365 days a year. We have grown our SupremeServ footprint within the country by opening KSB SupremeServ Authorized Service Centers in Karachi and Lahore in June and October respectively and fulfilled our promise to be present in these cities.

KSB Pakistan is fully committed to contributing in sustainability goals and both Hasanabdal and Lahore offices have operational Solar generation of 1000KW and 120KW respectively. We will further increase the installed base in Hasanabdal by another 1000KW while Karachi facility will also go green in 2024.

Company continued to build on the initiatives for the well-being of its employees and is committed to update the policies to meet the industry's standards and employees' aspirations. KSB Karachi facility is not lagging behind in opening "Kafe KSB" where fresh and delicious food under a well-managed and subsidized rate is being served. The facility in Karachi is housing around 35 employees with both Sales and AfterSales in the same setup and now can feel more comfortable and passionate to contribute towards the betterment of the organization.

While the year 2024 will bring its own challenges with elections leading to a new government and policies, KSB Pakistan has learnt the art of operating in uncertainties in the last few year. With a wining and committed team, I am convinced that we shall continue to grow to next levels; InshaAllah.



Imran Ghani
Chief Executive Officer / MD
Lahore: March 14, 2024

Glimpses of Customer Day & Inaugural of Service Workshop



Company Information

Board of Directors

Dr. Sven Baumgarten	Chairman
Imran Ghani	Chief Executive Officer / MD
Asif Malik	
Dieter Antonius Pott	
Ayesha Aziz	
Hasan Aziz Bilgrami	
Shahid Mahmood	
Sheikh Asim Rafiq	

Company Secretary

Faisal Aman Khan

Management

Imran Ghani	Chief Executive Officer /MD
M. Imran Malik	Chief Commercial Officer
Imran Ahmed	Chief Financial Officer
Fida Hussain	Chief Manufacturing Officer

Auditors

A.F. Ferguson & Co.	Chartered Accountants
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Internal Auditors

Tariq Abdul Ghani	Chartered Accountants
Maqbool & Co.	

Legal Advisors

Mandviwala & Zafar

Bankers

Allied Bank Limited
 BankIslami Pakistan Limited
 Bank Alfalah Limited
 Deutsche Bank AG
 Habib Bank Limited
 MCB Bank Limited
 National Bank of Pakistan
 United Bank Limited
 Meezan Bank Limited
 Bank Al Habib Limited

Audit Committee

Ayesha Aziz	Chairperson
Dieter Antonius Pott	Member
Shahid Mahmood	Member

HR & R Committee

Asif Malik	Chairman
Imran Ghani	Member
Hasan Aziz Bilgrami	Member

Registered Office

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

Manufacturing Facility

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

Share Registrar

CDC Share Registrar Services 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

Rawalpindi

Racecourse Landmark, 299-A, Main
Peshawar Road, Rawalpindi Cantt
Tel: +92 51 5491481-82 Fax: +92 51 5491237
Email: info@ksb.com.pk

Multan

Office # 15 & 16, 3rd Floor, Bomanji Square
84/2-Nusrat Road, Bomanji Chowk Multan Cantt
Ph: (061) 111 572 786 Fax: (061) 4541784
Email: info@ksb.com.pk

Karachi

Plot No. 6, Sector 24, Main Korangi Road,
Korangi Industrial Area, Karachi
Ph: (021) 111 572 786 Fax: (021) 34388302
Email: info@ksb.com.pk

KSB Authorized Partners

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Dominar Engineers	Lahore	65-A Ferozpur Road Link Samanabad Road, near LOS	Punjab	Hammad Malik/ Syed Mehdi	0302-8744449/8 042-37500078	hammad.malik@de.com.pk
2	B&I Engineering	Lahore	House # 6-E Skindar Mali Road Gulberg II, Lahore	Punjab	Imran Yousaf	0300-4056939 042-32801273	imran@biengr.com
3	Industrial Development & Engineering Associates	Karachi	20-C Mezzanine Floor, Indus Centre 14th Com st PH-II DHA	Sindh	Saqub Khawaja	0300-8203077 021-35390481/2	saquib@idea.com.pk
4	Modern Technology & Traders	Karachi	4th Floor, Building # 11-C/2 Lane-11 Bukhari Commercial DHA Phase-6	Sindh	Abdul Qayyum	0333-7299905 021-35156121-4 0311-1000953	qayoomshaikh3@gmail.com
5	Wali Muhammad & Co.	Quetta	Zonkiram Road Near Millennium Mall	Balochistan	Wali Muhammad	0300-8387668 081-2829635	gulistanmachinery@yahoo.com

KSB SupremeServ - AUTHORIZED SERVICE PARTNER

Sr.	Channel	City	Location	Province	Service Partners	Contact No.	Email
1	Faisal Engineering Services	Lahore	140-Block D, Jubilee Town Lahore.	Punjab	Waqas Ahmed	0333-5549156 042-5231151	waqas@faisalengg.com
2	MASTek Associates	Faisalabad	4-A Koh-i-Noor City, Jaranwala Road, Faisalabad.	Punjab	Altaf Hussain	0321-7060604 041-5391835	mas@mascorporation.com.pk



Notice of Annual General Meeting

Notice is hereby given that Annual General Meeting (AGM) of KSB Pumps Company Limited (the Company) will be held on 23rd April, 2024 at 1530hrs at the Registered office of the Company 16/2 Sir Agha Khan Road, Lahore to transact the following business:

Ordinary Business:

1. To confirm the minutes of the 66th Annual General Meeting held on April 26, 2023.
2. To consider and adopt the audited accounts of the Company for the year ended December 31, 2023 and report of Auditors and Directors thereon.
3. To appoint auditors for the year 2024 and fix their remuneration. M/s. A.F. Ferguson & Co., Chartered Accountants, the retiring auditors offer themselves for re-appointment as auditors of the Company

Special Business:

To consider and approve the increase in Authorized Share Capital of the Company from Rs. 150,000,000 (Rupees one hundred and fifty million only) divided into 15,000,000 ordinary shares of Rs. 10 each to Rs. 450,000,000 (Rupees four hundred and fifty million) divided into 45,000,000 Ordinary Shares of Rs. 10 each together with consequent alteration in the Memorandum and Articles of Association of the Company. In this respect, following resolutions are proposed to be passed, with or without modification, as Special Resolutions:

RESOLVED THAT

the Authorized Share Capital of the Company be and is hereby increased from Rs. 150,000,000 (Rupees one hundred and fifty million only) divided into 15,000,000 ordinary shares of Rs. 10 each to Rs. 450,000,000 (Rupees four hundred and fifty million only) divided in to 45,000,000 ordinary shares of Rs. 10 each by creation of 30,000,000 additional ordinary shares of Rs. 10 each.

FURTHER RESOLVED THAT

the additional shares created shall rank pari passu in every respect with the existing ordinary shares of the Company.

FURTHER RESOLVED THAT

existing clause V of the Memorandum of Association and Article 4 of the Articles of Association of the Company be and are hereby substituted to read as follows:

Clause V of the Memorandum of Association

The share capital of the Company is Rs. 450,000,000 (Rupees four hundred and fifty million only) divided in to 45,000,000 ordinary shares of Rs. 10 each. The Company shall have power to increase or reduce its capital and to divide the shares in its capital for the time being into several classes of ordinary shares..

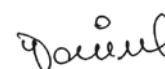
Article 4 of the Article of Association

The share capital of the Company consists of Rs. 450,000,000 (Rupees four hundred and fifty million only) divided into 45,000,000 shares of Rs. 10 each.

FURTHER RESOLVED THAT

The Chief Executive Officer and Company Secretary of the Company be and are hereby authorized singly to do all the acts, matters, deeds, and take all necessary actions including filing of requisite documents and returns with the Registrar of Companies - Securities and Exchange Commission of Pakistan and comply with all other legal requirements as may be necessary for the purpose of implementing the aforesaid resolutions.

Statement of Material Facts under section 134(3) of the Companies Act, 2017 pertaining to the aforesaid special business along with draft Special Resolutions are annexed with this Notice.



BY ORDER OF THE BOARD
Faisal Aman Khan
Company Secretary

Lahore : April 01, 2024

NOTES:

1. A member entitled to attend and vote at this meeting is entitled to appoint another member as proxy. Proxies in order to be effective must be received not later than 48 hours before the time appointed for the meeting. If a member appoints more than one proxy and more than one instruments of proxy are deposited by a member with the Company, all such instruments of proxy shall be rendered invalid. Every proxy shall have the right to attend, speak and vote in place of the member appointing him/her at the meeting.

2. The Share Transfer Books of the Company will remain closed from 16th April, 2024 to 23rd April, 2024 (both days inclusive). Transfers received in order at Company's Registrar, M/s. CDC Share Registrar Services Limited, CDC House, 99-B, Block B, S.M.C.H.S., Main Shahrah-e-Faisal, Karachi-74400, by the close of business on 15th April, 2024 will be in time to be passed for payment of dividend to the transferees.

3. The CDC account/sub account holders and/or the persons whose securities are in group account and their registration details are up-loaded as per the regulations, shall for identification purpose have to produce their original Computerized National Identity Card (CNIC) or original passport at the time of attending the meeting.

In case of corporate entity, the Board of Directors' resolution / power of attorney with specimen signature of the nominee shall be produced at the time of the meeting.

4. The Members, who are willing to attend and participate in the AGM through Video-Link, are requested to register themselves by sending an email at companysecretary@ksb.com.pk with subject registration for AGM and by providing the following particulars.

S. No.	Name of the Shareholder	CNIC No.	Folio No.	Mobile	Registered Email Address

Video-Link details and login credentials will be shared with those Members whose emails containing all the above particulars are received on or before April 20, 2024. The shareholders, who wish to send comments/suggestions on the agenda of AGM, can email the Company at companysecretary@ksb.com.pk and the same will be discussed in the meeting and made part of the minutes of the meeting.

5. WITHHOLDING TAX ON DIVIDENDS

The Government of Pakistan through Finance Act, 2019 has made certain amendments in the Income Tax Ordinance, 2001 whereby different rates are prescribed for deduction of withholding Tax on the amount of dividend paid by the companies/banks. These tax rates are as follows:

- | | |
|------------------------------------------|-------|
| (a) For filers of income tax returns | 15.0% |
| (b) For non-filers of income tax returns | 30.0% |



To enable the Company to make tax deduction on the amount of cash dividend @15% instead of 30 % all shareholders whose names are not entered into the Active Tax- payers list (ATL) provided on the website of FBR, despite the fact that they are filers, are advised to make sure that their names are entered into ATL before the date of payment of the cash dividend, otherwise tax on their cash dividend will be deducted @ 30 % instead of 15%.

The joint shareholders are requested to provide shareholding proportions of principal shareholders & joint shareholders as withholding tax will be determined separately on Filer/Non-filer status based on their shareholding proportions otherwise it will be assumed that shares are equally held.

The Corporate shareholders having CDC account are required to have their National Tax Number (NTN) updated with their respective participants, whereas physical shareholders should send a copy of their NTN Certificate to the Company or Company's Share Registrar, M/s. CDC Share Registrar Services Limited. The shareholders while sending NTN or NTN Certificate, as the case may be, must quote Company name and their respective folio numbers.

For any query/clarification/information, the shareholders may contact the Company, and/or the Share Registrar.

6. UNCLAIMED DIVIDEND/SHARES

Shareholders who could not collect their dividend / physical shares are advised to contact our Share Registrar to collect / enquire about their unclaimed dividend or shares, if any. In compliance with Section 244 of the companies Act 2017, after having completed the stipulated procedure, all such dividend and shares outstanding for a period of three (3) years or more from the date due and payable shall be deposited to the credit of the Federal Government in case of unclaimed dividend and in case of shares, shall be delivered to the SECP.

7. ELECTRONIC DIVIDEND MANDATE

Under section 242 of the Companies Act 2017, it is mandatory for all listed Companies to pay cash

dividend to its shareholders only through electronic mode directly into the bank account designated by the entitled shareholders.

In order to receive dividend directly into their bank account, shareholders are requested (if not already provided) to fill in Bank Mandate Form for Electronic Credit of Cash Dividend available in the Annual Report and also on the Company's website and send it duly signed along with a copy of CNIC to the Share Registrar of the Company, CDC House, 99-B, Block 'B', S.M.C.H.S, Main Sharah-e-Faisal, Karachi-74400, in case of physical shares.

In case shares are held in CDC, electronic dividend mandate form must be directly submitted to shareholder's brokers/participant/CDC account services.

In case of non-receipt of information, the Company will be constrained to withhold payment of dividend to shareholders till provision of prescribed details.

8. AUDITED FINANCIAL STATEMENT OF THE COMPANY

SECP through its notification SRO 470(1) /2016 dated May 31, 2016, SRO 389(1)/2023 has allowed the Companies circulations of annual audited accounts to the Members through CD/DVD/USB/QR enabled code at their registered addresses. The Company has sent the annual report for the year ended December 31, 2023 in the form of CD. Any member requiring printed copy of the annual report 2023 may send a request using standard request form placed on Company website.

Audited financial statements & reports can be downloaded from the website of the Company www.ksb.com.pk.

The members of the Company who wish to receive soft copy of Annual Report are requested to send their e-mail addresses. The consent form for electronic transmission could be downloaded from the Company Website: www.ksb.com.pk.

9. ATTENDANCE THROUGH VIDEO CONFERENCE

Pursuant to the provisions of the Companies Act, 2017, the shareholder(s) residing in a city holding at least 10% of the total paid up share capital may demand the Company to provide the facility of video-link for participating in the AGM. The demand for video-link facility shall be received by the Company Secretary at the head office of the Company, 16/2, Sir Agha Khan road Lahore, at least seven (7) days prior to the date of the meeting on the Standard Form which can be downloaded from the Company's website: <https://www.ksb.com/en-pk>.

10. VOTING THROUGH ELECTRONIC VOTING AND BY POST

The members of KSB Pumps Company Limited shall be provided where applicable, e-voting facility or voting by post in accordance with provisions of the Companies Act, 2017 and requirements of the Companies (Postal Ballot) Regulations, 2018.

11. INTIMATION OF CHANGES IN ADDRESS

The members are requested to notify the change of their registered addresses, if any, immediately to Company's Independent Share Registrar.

12. ATTENDANCE AT AGM

A corporation or company being a member of the Company may appoint any of its officials or any other person through a resolution of its board of directors to attend and vote at the meeting.

The members should quote their folio number/ CDS IDs in all correspondence with the Company and should bring original document at the time of attending the AGM.

For attending the meeting

- i. In case of individuals, the account holder or sub account holder and/ or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall authenticate his/her identity by showing his/ her original CNIC or original passport at the time of attending the meeting.

- ii. In case of corporate entity, the Board of Directors' resolution/ power of attorney with specimen signature of the nominee along with his original CNIC or original passport shall be produced (unless it has been provided earlier) at the time of the meeting.

For appointing proxies

- i. In case of individuals, the account holder or sub account holder and/ or the person whose securities are in group account and their registration details are uploaded as per the Regulations, shall submit the proxy form as per the requirements stated above.
- ii. Attested copies of CNIC or the passport of the beneficial owners and the proxy shall be furnished with the Proxy Form.
- iii. The proxy shall produce his/ her original CNIC or original passport at the time of the meeting.
- iv. In case of corporate entity, the Board of Directors' resolution/ power of attorney with specimen signature along with his original CNIC or original passport shall be submitted (unless it has been provided earlier) along with proxy form to the Company.

13. DEPOSIT OF PHYSICAL IN TO CDC ACCOUNT:

The Shareholders having physical shareholding may open CDC sub-account with any of the brokers or Investor Account directly with CDC to place their physical shares into script-less form. This will facilitate them in many ways including safe custody and sale of shares, any time they want, as the trading of physical shares is not permitted as per existing regulations of the Stock Exchange. Further, Section 72 of the Companies Act, 2017 (the Act), states that every company shall be required to replace its physical shares with book-entry form in a manner as may be specified and from the date notified by SECP.

STATEMENT OF MATERIAL FACTS UNDER SECTION 134(3) OF THE COMPANIES ACT, 2017

This statement sets out the material facts concerning special business to be transacted at the AGM of the Company to be held on 23rd April, 2024.

Item No. 1: Increase in Authorized Share Capital of KSB Pumps Company Limited

In order to cater for the future share issuance needs, the Board of Directors (the Board) of the Company in its meeting held on 14th March, 2024, has approved and recommended that the authorized share capital of the Company be increased from Rs. 150,000,000 (Rupees one hundred and fifty million only) divided into 15,000,000 ordinary shares of Rs. 10 each to Rs. 450,000,000 (Rupees four hundred and fifty million) divided into 45,000,000 Ordinary Shares of Rs. 10 each by creation of 30,000,000 new ordinary shares of Rs. 10 each.

The new shares, whenever issued, shall carry same voting rights and rank pari passu with the existing ordinary shares in all respect/matters in conformity with the provisions of the Companies Act, 2017.

The proposed increase in authorized share capital will also necessitate amendments in Clause V of the Memorandum of Association (MOA) and Article 4 of the Articles of Association (AOA) of the Company, of which details are as follows:

Clause V of MOA:

Existing Clause	Proposed Clause
The share capital of the Company is Rs. 150,000,000 (one hundred & fifty million) divided into 15,000,000 Ordinary Shares of Rs. 10 each, The Company shall have power to increase or reduce its capital and to divide the shares in its capital for the time being into several classes of ordinary shares.	The share capital of the Company is Rs. 450,000,000 (Rupees four hundred and fifty million) divided into 45,000,000 Ordinary Shares of Rs. 10 each, The Company shall have power to increase or reduce its capital and to divide the shares in its capital for the time being into several classes of ordinary shares.

Article 4 of AOA:

Existing Clause	Proposed Clause
The Capital of the Company consists of Rs. 150,000,000 (one hundred & fifty million) divided into 15,000,000 shares of Rs. 10 each.	The share capital of the Company consists of Rs. 450,000,000 (Rupees four hundred and fifty million) divided into 45,000,000 Ordinary Shares of Rs. 10 each.

No Director or Chief Executive of the Company or their relatives has any direct or indirect interest in the proposed increase in authorized share capital and alteration in MoA, except in their capacities as Director / Chief Executive / shareholders.

Directors' Report to the Shareholders

The Directors of KSB Pumps Company Limited are pleased to present the Annual Report along with the Audited Financial Statements for the year ended December 31, 2023 together with Auditor's report thereon.

THE ECONOMY

Global Economy

Throughout 2023, global economic activity persisted at a moderate pace, despite encountering numerous hurdles. Geopolitical instability, soaring commodity prices, climate-related challenges, and the enforcement of restrictive monetary policies in both developed and emerging economies aimed at combating escalating inflation posed obstacles to the global economic recovery. Nonetheless, amidst these adversities, there were encouraging developments. The initial inflationary pressures triggered by surges in energy and food costs are gradually subsiding, and indications of an earlier-than-anticipated rebound in the global economy are emerging. Furthermore, global headline inflation has steadily declined from its peak of 8.7% in 2022 (annual average) to 6.8% in 2023.

Moving into 2024, while the global economy is expected to continue its path to recovery, growth projections have been revised downward to approximately 3.1%. Supply chain disruptions, elevated energy prices, and lingering inflationary pressures continue to pose challenges, albeit to a lesser extent compared to the previous year. Inflation remains a concern, albeit showing signs of easing as supply chain disruptions gradually subside and demand-supply imbalances normalize over the medium term.

Although the emergence of new COVID variants continues to impact mobility and economic activity, the overall severity appears to be decreasing. Vaccination efforts have progressed, particularly in advanced economies, contributing to improved resilience and a gradual return to pre-pandemic working conditions. However, vaccination rates remain relatively low in many emerging markets and developing economies, hindering their ability to fully recover and participate in global economic activities.

Risks to global growth remain tilted to the downside, exacerbated by uncertainties surrounding the pandemic, geopolitical tensions, and climate change. Recent escalations in various regions, including East Europe, have heightened geopolitical uncertainties, impacting global trade and energy markets. Moreover, the lingering effects of the pandemic have widened the gap between developed and developing economies, underscoring the importance of multilateral cooperation and inclusive policies.

To foster a stronger and more sustainable recovery, concerted efforts are needed at the international level. Enhanced vaccine distribution, reduced trade barriers, and deeper structural reforms are imperative to bolster economic resilience and foster inclusive growth. Additionally, effective policies addressing climate change are crucial to mitigating the impact of natural disasters and ensuring long-term sustainability.

Pakistan's Economy

The past year was marked by challenges in the wake of an economic crisis exacerbated by political unrest and uncertainty. The economic cost included pressure on the currency as foreign exchange reserves remained stressed. The Government undertook diligent efforts to stabilize the situation by reinstating the ongoing IMF program. These efforts included implementing a range of policy actions such as increasing fuel and electricity prices, adopting a market-determined exchange rate policy, implementing higher taxation measures to enhance tax collection, and raising the discount rate to a decade-high of 22% to counter inflationary pressures.

In 2023, Pakistan's GDP growth remained stagnant at 0.3%, with expectations of a modest increase to 1.9% in 2024. Inflation stood at 29.7% in December 2023 and decreased slightly to 28.3% in January 2024. According to the latest Asian Development Outlook, inflation is forecasted to be around 25% in 2024.

While large-scale manufacturing experienced a slight growth in the last quarter of 2023, economic activity is anticipated to pick up pace following elections. The outlook for agriculture remains positive, and public sector activity is expected to resume and accelerate in 2024. However, risks to growth remain elevated, particularly due to geopolitical tensions, especially those in East Europe, which could further increase oil prices and contribute to already heightened inflation levels.

Fortunately, the security and law & order situation in the country remained under control, and political stability is poised to improve public sector performance and overall economic activity. Nonetheless, concerted efforts are needed to remove obstacles and facilitate structural reforms to ensure sustainable economic growth. Strong and committed actions are essential to navigate the challenges ahead and foster a resilient economic landscape

THE COMPANY

Financial Results

KSB Pakistan's top line performance remained positive in year 2023 with significant increase in revenue. Profitability was negatively impacted by sharp price pressures, supply disruptions and higher interest rates. While operating margins were robust and demonstrate the Company's ability to pass on a large part of price increase to customers, higher financial cost has reduced the bottom line. The comparative results for two years are given below;

Balance sheet	Rupees in '000	
	2023	2022
Sales	5,755,040	4,965,061
Gross Profit	1,173,629	774,749
Profit Before Interest and Tax	384,521	327,533
Profit Before Tax	12,254	73,191
Profit / (Loss) for the year	843	43,342
Earnings per share (EPS)	.06	3.28



Pumps & Valves

The year 2023 was a healthy year for Pumps & Valves business despite slow economic activity and political instability. Significant increase in company order intake was observed primarily due to KSB Pakistan export portfolio. General Industry, Petro./chemical, Building Services, & Intercompany Export business were the main areas showing growth over 2023. Export Business from the Group also exhibited an upward trend and a healthy revenue was recorded. Healthy revenue was generated from the water segment, one of the major market areas. Despite the economic & political challenges, the Company secured good business from the Corporate sector. Alternate Channel Network (KSB Authorized Partner & Distributor) remained the primary driver to sustainable sundry business with readily available stocks for standard pumps for KSB clientele.

KSB Pakistan Projects & Application department has been restructured in previous years, considering the dynamic business needs in the water filtration and treatment sector while relying on public & private sector initiatives. In 2023, KSB Pakistan focused in completing the O&M Punjab Aab-e-Pak Authority for Faisalabad and Multan Districts. Furthermore, other general contractors showed confidence in our competitive and quality plants, increasing our filtration product footprints in Rawalpindi, Lahore and Sahiwal districts.



O&M jobs for Filtration, Tube wells was completed successfully & while ongoing Disposal Stations will also be completed by Q1, 2024. Closure of in-hand projects in efficient and cost-effective manners remains our prime area of focus.

With our robust product diversification and expansion program combined with regular marketing and customer-focused campaigns, we remain committed to increasing our market share in the respective fields of business and exploring new business horizons.

Production

KSB Pakistan being part of Lean and digitization program in Collaboration with Global Operations is on its way to its Operational Excellence with a commitment to provide its customers the highest value Products and Services. As a certified supply partner to our Group

3,889
NUMBER OF PUMPS
SOLD

companies through MbK (Made by KSB) for more than two decades for pumps, KSB Pakistan is also supplying parts to Group companies all over the world with a higher level of efficiency and reliability. As part of Global Operations initiative of budget allocation for Plant and machinery upgradation under the heading of “substance Preservation”, New Machinery installation is planned in upcoming years for a sustainable future growth.

To enhance knowledge and smooth operations, KSB Pakistan along with all the Group companies is moving from traditional SAP ECC to SAP S/4HANA lead by KSB Germany. This project is a work in process at present with focus on incorporation of best practices adopted by KSB Group worldwide.

KSB Pakistan is also actively progressing in RE business (Reverse Engineering) locally as well as Globally for all kinds of Non-KSB Pumps and has improved its knowledge base extensively in this business segment of Aftermarket (SupremServ). In order to provide services more efficiently, KSB Pakistan SupremServ has launched two service workshops in Centre and South Region to improve its service level and to meet our highest level of customer satisfaction.

In order to encompass environmental, social, and economic improvement, Sustainability is an area considered as a social goal for KSB Pakistan and for all such improvements, Solar expansion Phase-II (939kW) is in progress with target completion in May 2024, similarly Energy Conservation through Energy Audits and replacement of conventional appliances with Energy efficient solutions is also an on-going endeavour in-line with carbon foot print reduction.

Quality, Environment, Occupational Health and Safety

KSB Pumps Company Limited is dedicated to enhance the safety, energy efficiency, and cost-effectiveness for our customers' satisfaction through the provision of high-quality products and exceptional services. We are committed to aims and achieve the sustainable & profitable growth effectively.

KSB is certified for the Integrated Management System, encompassing ISO 9001, ISO 14001, and ISO 45001 standards. Additionally, KSB is actively pursuing ISO 50001 certification in coming days for which, we have implemented various energy conservation projects i.e. Solar Power Projects, replacement of all conventional lights with LED lights on our site and replacement of non-inverter air conditioning system with inverter air conditioning system.



At KSB regular internal reviews are conducted for our products, processes, and services, supplemented by external evaluations from our parent company in Germany. These efforts are geared towards ensure continue improvements, and alignment with evolving standards for sustainable development and growth.

KSB Pakistan holds the prestigious 'MbK- Made by KSB' certification from its principles. This certification signifies that products manufactured in Pakistan adhere to the same high criteria and quality standards as produced in Germany.

In acknowledgment of our adherence to national and international Health, Safety, and Environmental sustainability standards, we perform regularly environmental monitoring, assessing various parameters, and conduct annual assessments of all National Environmental Quality (NEQ) standards at all our sites and head office.”.

KSB SupremeServ

The year 2023 has been a good year for Supreme SERV, especially the strong sales for spares business in the Oil and gas sector, which contributed significantly to achieving the aspired targets. The expansion in service workshop was the major development, as the target is to channelize our authorized partner in serving the customers, especially for standard and mid-size products. Our new workshop was launched in Karachi and Lahore while ensuring our commitment to KSB clientele.

The Reverse Engineering segment remained a cornerstone in 2023. It helped build a good base, especially in the EMEA region, as it secured one challenging project. All of our big service/overhauling orders for non-KSB pumps were possible because of the Reverse Engineering expertise possessed by the KSB SupremeServ team.



Human Resource

The Human Resources department successfully navigated 2023 by focusing on three key areas: talent acquisition, employee engagement, and training & development. Our efforts resulted in exceeding recruitment goals, achieving a good employee satisfaction score in the recent engagement survey, and launching a comprehensive training and development program for all team leads.

1660
TRAINING
MANHOURS

Furthermore, the department prioritized fostering a positive work environment. We implemented a new employee onboarding program, ensuring a smooth transition into the company. We also established an employee feedback platform, actively addressing concerns and implementing solutions based on employee suggestions.

Looking ahead, we are committed to building upon these achievements by focusing on diversifying the talent pool, enhancing leadership development programs, and further refining our employee engagement initiatives. We are confident that the HR department will continue to be a valuable asset in driving the company's success and fostering a thriving workplace for our employees.

“Vision 2025”

We aspire to double our revenues by year 2025.

We cannot win the battle of future with the strategies of the past. Realizing this, a New Organization with clear customer centred approach has been put in place. Front End will deliver customer needs ably supported by Back End organization which will be producing the product portfolio sold by Front End. Rest of the Shared Service organization will be offering their services to both Front End and Back End. We have clear priorities and are moving assuredly to achieve various milestones of the proposed new organizational changes. We are aligning various functions to this effect. Our proven agility and tenacity of workforce, gives us confidence that we will continue to move towards sustainable growth targets with new organizational structure

We live our motto of People, Passion and Performance. With a greater focus on employee wellbeing and increased cost of health care, life and health insurance policies have been revised to next level. Performance appraisal process has been updated and high potential candidates are being mapped with clear development plans.

In line with our commitment to develop our workforce to meet challenges in changing times, KSB Pakistan employees completed 1512 hours of training. The year rounded up with an extensive two days' workshop on “Situational Leadership II” which aims at adapting management style to each unique situation or task to meet the needs of the team. 59 senior and middle managers successfully completed the training.

Enterprise Risk Management

“Risks are potential future developments or events that can lead to damage or loss. They result from the uncertainty of future events. A risk is therefore every condition, situation or state that can, at present and/or in future, prevent the KSB Group or an individual Group company from achieving its business goals and completing its tasks.”

KSB's risk management system is designed to identify and evaluate current and potential threats to the achievement of objectives as early as possible, and prevent or at least limit business losses through adequate measures. The aim is to prevent any threat to the existence of KSB and to create lasting value through improved business decisions.

Financial Risk Factor

The Company is exposed to a spectrum of financial risks, including market risk (encompassing currency risk, other price risk, and interest rate risk), credit risk, and liquidity risk. Our overarching risk management strategy is designed to mitigate the unpredictability of financial markets and minimize potential adverse impacts on our financial performance.

Risk management operations are overseen by the Finance Department in alignment with principles and policies sanctioned by the Board of Directors. The Board sets forth overarching principles for risk management and establishes specific policies addressing areas such as foreign exchange risk, interest rate risk, credit risk, and the investment of surplus liquidity.

All treasury-related transactions are conducted within the boundaries of these policies, following guidelines provided by the Group Treasury and the State Bank of Pakistan. This ensures that our financial activities are conducted prudently and in accordance with established risk management protocols, thereby safeguarding the Company's financial stability and resilience.

Market Risk

Market risk includes currency risk, other price risk and interest rate risk.

Foreign exchange risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. The Company operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US dollar and the Euro. Foreign exchange risk arises from future commercial transactions and recognized assets and liabilities.

Other price risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Company is not exposed to equity price risk since there are no investments in equity securities. The Company is also not exposed to commodity price risk since it has a diverse portfolio of commodity suppliers.

Interest rate risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates. The Company has no significant long-term interest-bearing assets. The Company's interest rate risk arises from long term and short term borrowings. Borrowings obtained at variable rates expose the Company to cash flow interest rate risk.

Credit Risk

Credit risk represents the risk of financial loss being caused if counter party fails to discharge an obligation. Credit risk arises from deposits with banks and other receivables. Credit risk of the Company arises from cash and cash equivalents and deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. The management assesses the credit quality of the customers, taking into account their financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings in accordance with limits set by the board. The utilization of credit limits is regularly monitored and major sales to retail customers are settled in cash. For banks and financial institutions, only independently rated parties with a strong credit rating are accepted.

Liquidity Risk

Liquidity risk represents the risk that the Company will encounter difficulties in meeting obligations associated with financial liabilities.

Prudent liquidity risk management implies maintaining sufficient cash, the availability of funding through an adequate amount of committed credit facilities. Due to the dynamic nature of the Company's businesses, the Company's finance department maintains flexibility in funding by maintaining financial availability under committed credit lines.

Management monitors the forecasts of the Company's cash and cash equivalents on the basis of expected cash flow. This is generally carried out in accordance with practice and limits set by the Company. These limits vary by location to take into account the liquidity of the market in which the entity operates. In addition, the Company's liquidity management policy involves projecting cash flows in each quarter and considering the level of liquid assets necessary to meet its liabilities; monitoring statement of financial position liquidity ratios against internal and external regulatory requirements, and maintaining debt financing plans.

Capital Risk Management

The primary objective of the Company's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximize shareholders' value. The Company manages its capital structure and makes adjustments to it in the light of changes in economic conditions. Capital includes ordinary share capital and reserves.

Corporate Social Responsibility - KSB CARE

Corporate Social Responsibility (CSR) remains an integral component of our company's overarching objectives. KSB is dedicated to sustainable growth, actively contributing to the well-being of the broader community. Our parent company in Germany has outlined specific CSR goals to be achieved by 2025, and KSB Pakistan is fully aligned with these global objectives.

Operating under the banner of KSB Care, our social responsibility program focuses on active participation in welfare initiatives, particularly in the fields of Education, Health, and Disaster management. In 2023, we support GIKI and Air university students regarding their final year projects (FYP), tree plantation activity by each department and conduct diabetes awareness camp & medical tests in head office, regional sales office and works.

Additionally, we offer internships, apprenticeships, training opportunities and educational visits.”

FUTURE OUTLOOK

Pumps & Valves

Business prospects for Pumps, Valves, & Projects are optimistic in standard and high-end engineered markets for all major market areas. 1st half of the year is expected to record higher growth than the previous year. Considering the post-election development initiatives, public sector activities are anticipated to gear up in the second half of the year, and we expect new business opportunities, especially in the water market area. However, order intake will depend on the timely release of funds for subsequent tendering activities. Efforts to secure significant orders from more important projects including ADB funded development project in Public Health, WASA's and K4 will remain intact in 2024.

We also expect growth in the Steel, Sugar and Fertilizer sectors as some revamping/expansions are planned. KSB Pakistan products portfolio and infrastructure are geared to provide the best services to our clientele, considering our specialisation in this field. The auto parts business is also expected to grow, compared with 2023, which is the most difficult for the automobile sector. New product launches in the auto sector this year will strengthen our business outlook especially related to group supplies both in shape of product and pump/valve parts. The export business also has some strong prospects, and we further expect our raw casting export for the pumps in the region and some reasonable orders to be expected within 2024.

Expansion in KSB Pakistan's market share with sustainable growth in the future will remain a key focal point while relying on effective corporate communication for the key initiatives.

KSB SupremeServ

KSB SupremeServ aims to achieve volume growth in the current year by targeting business opportunities in the Reverse Engineering industry.

We are exploring new arenas in marine and industry for reverse engineering parts and service jobs. We also

expect repeat orders from the oil, gas, and fertiliser industries. KSB Pakistan, being the Hub of Reverse Engineering in the MEA region, will consolidate further with more orders from other countries in the EMEA region.

We will enhance our focus on the private sector, industry and new segments for standard business with better penetration through our authorised partners. Year 2024 is expected to be challenging yet exciting in achieving our aspired position after market services.

APPROPRIATION

RESULT FOR THE YEAR

Rupees in '000

Profit for the year before providing for taxation	12,254
Provision for taxation	(11,411)
Profit after taxation	843
Other comprehensive income/(loss) for the year - Net of Tax	1,868
Un-appropriated profit brought forward	561
Available for appropriation	3,272
Appropriated as under	
- Transfer to general reserve	0
- Proposed dividend @ Rs. 0.00 per share	0
Un appropriated profit carried forward	3,272

AUDITORS

The present auditors, A.F. Ferguson & Co., Chartered Accountants, retire and offer themselves for reappointment. As suggested by the Audit Committee the Board of Directors has recommended their reappointment as auditors of the Company for the year ending December 31, 2024.

CODE OF CONDUCT

The Board of Directors has already adopted a Code of Conduct. The compliance with the Code of Conduct is compulsory for all employees at all levels. The Code has also been placed on the Company's website.

MATERIAL CHANGES

There have been no material changes since December 31, 2023 and the company has not entered into any commitment, which would affect its financial position at the balance sheet date.

HOLDING COMPANY

The Company's holding company is KSB SE & Co. KGaA Germany.

BOARD OF DIRECTORS

The Board of Directors presently comprises eight individuals.

COMPOSITION OF BOARD OF DIRECTORS

The Board of Directors presently comprises eight individuals out of which one executive, three are non-executive, three are independent directors, including one female director and one director is nominated by NIT.

The Chairman of the Board is other than the CEO and non-executive Director.



BOARD OF DIRECTORS MEETING

During the year, four Board Meetings were held and the number of Meetings attended by each Director is given hereunder:

BOARD OF DIRECTORS

and their Chairs, as well as
number of meetings in the
reporting year

AUDIT COMMITTEE

Chair: Ms. Ayesha Aziz
No. of meetings: 7

HUMAN RESOURCE & REMUNERATION COMMITTEE

Chair: Mr. Asif Malik
No. of meetings: 2

S. No.	Name of Director	No. of Meetings Attended
01.	Dr. Sven Baumgarten	4
02.	Mr. Imran Ghani	4
03.	Mr. Dieter Antonius Pott	4
04.	Ms. Ayesha Aziz	4
05.	Mr. Hasan Aziz Bilgrami	4
06.	Mr. Shahid Mahmood	3
07.	Mr. Asim Rafiq	2
08.	Mr. Asif Malik	4
09.	Mr. Shezada Mazhar	1
10.	Mr. Jamal Nasim	1

Leave of absence was granted to Directors who could not attend the Board Meetings.

AUDIT COMMITTEE

An Audit Committee of the Board has been in existence since the enforcement of the Code of Corporate Governance which comprises three non-executive Directors. The Members of the Board Audit Committee and attendance by each member was as follows:

S. No.	Name of Director		No. of Meetings Attended
1.	Ms. Ayesha Aziz	- Chairperson	7
2.	Mr. Dieter Antonius Pott	- Member	7
3.	Mr. Shahid Mahmood	- Member	4
4.	Mr. Hasan Aziz Bilgrami	- By Invitation	1
5.	Mr. Shezada Mazhar	- Member	1

During the year, four meetings of the Committee were held. The Committee has its terms of reference which were determined by the Board of Directors in accordance with the guidelines provided in the listing regulations.



HUMAN RESOURCE & REMUNERATION COMMITTEE

The Board of Directors has constituted the Human Resource and Remuneration Committee (HR&R), which comprises three Directors. The members of the HR&R Committee and attendance by each member was as follows:

S. No.	Name of Director		No. of Meetings Attended
1.	Mr. Asif Malik	- Chairman	2
2.	Mr. Hasan Aziz Bilgrami	- Member	2
3.	Mr. Imran Ghani	- Member	2

Directors' Remuneration Policy - For Attending Meetings of the Board

1. No Director shall determine his own remuneration.
2. Meeting fee of each Director other than regularly paid Managing Director or full time working Director for attending meetings of the Board shall be determined by Board of Directors.
3. Remuneration shall be sufficient to encourage value addition.
4. Remuneration shall be sufficient to attract and retain Directors needed to govern the Company successfully.
5. Remuneration shall not be at a level that could be perceived to compromise their independence.
6. The Directors shall be entitled for travelling, boarding and lodging and other expenses for attending Board Meetings.

CORPORATE AND FINANCE REPORTING FRAME WORK

- The financial statements together with the notes thereon have been drawn up by the Management in conformity with the Companies Act, 2017. These statements present fairly the Company's state of affairs, the results of its operations, cash flow and changes in equity.
- Proper books of accounts of the Company have been maintained.
- Appropriate accounting policies have been consistently applied in the preparation of financial statements and accounting estimates are based on reasonable and prudent judgement.
- The International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departures therefrom has been adequately disclosed and explained.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the Best Practices of Corporate Governance, as detailed in the Listing Regulations.
- There has been no departure from the best practices of transfer pricing.
- The key operating and financial data for the last six years is annexed.
- The value of investments including accrued interest based on respective un-audited accounts of funds are as follows:
 1. Provident Fund 31-12-2022 : Rs. 153.352 Million.
 2. Gratuity Fund 31-12-2022 : Rs. 138.128 Million.
- To the best of our knowledge, no trading of shares of the Company by CEO, Directors, Company Secretary, CFO, their spouses and minor children has been carried out.

PATTERN OF SHAREHOLDING

The statement of pattern of the shareholding of the Company as at December 31, 2023 is annexed with the report.

PERFORMANCE REVIEW OF CHIEF EXECUTIVE OFFICER

The performance of CEO is assessed through the evaluation system developed by the KSB Group. The evaluation is conducted on financial and non-financial parameters including the KSB Values.

ACKNOWLEDGEMENT

The board would like to express gratitude to all stakeholders, valued customers, shareholders, bankers, suppliers, franchise partners and dealers of the Company for their valuable support throughout the year. They are also thankful for the excellent support and guidance provided by the parent Company, M/s. KSB SE & Co. KGaA.

The Board appreciates efforts by entire KSB team on achievement of positive results during this year and wished them all the best for year 2024.

On behalf of the Board

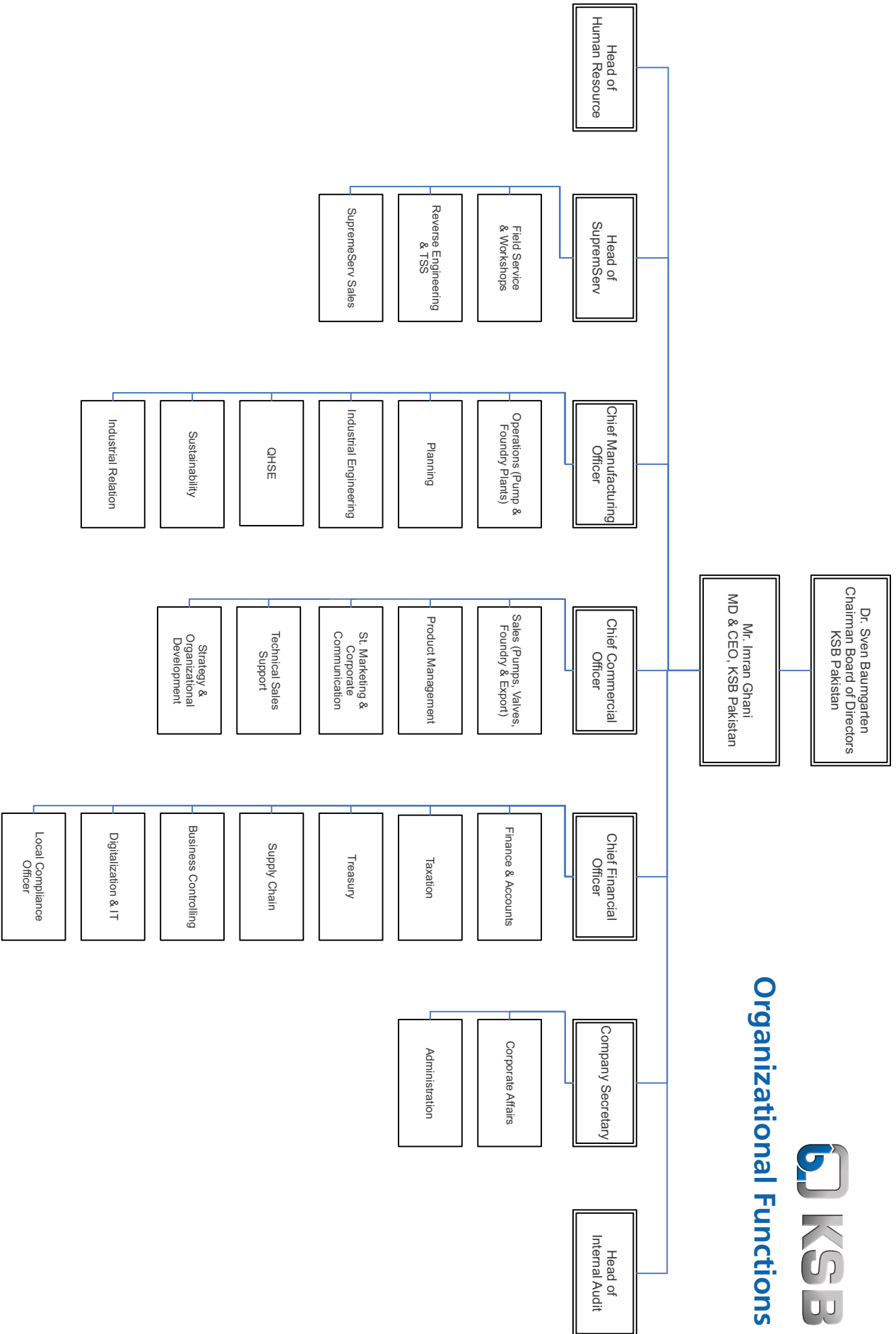
March 14, 2024
Lahore



Imran Ghani
Chief Executive Officer / MD



Shahid Mahmood
Director



KSB

Organizational Functions

3

Stakeholders' Information

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Six-years Financial Summary

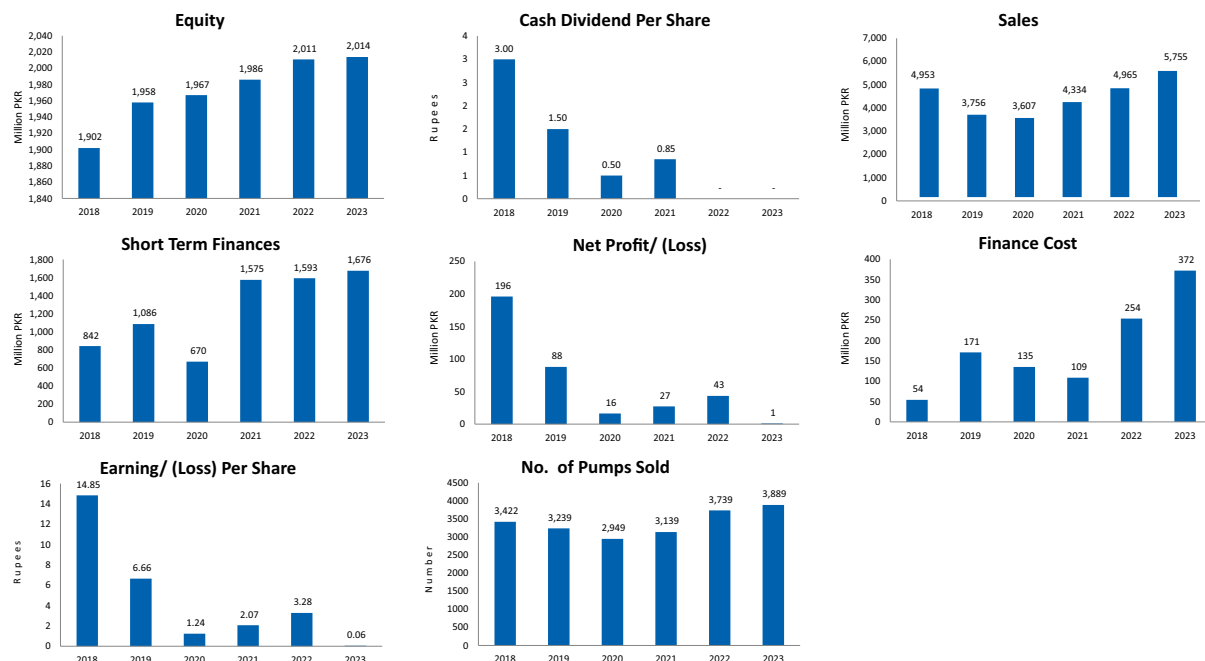
Balance sheet

Rupees in '000

	2023	2022	2021	2020	2019	2018
Paid up capital	132,000	132,000	132,000	132,000	132,000	132,000
Reserves	1,882,373	1,879,662	1,854,569	1,835,112	1,825,898	1,769,553
Net worth / shareholders equity	2,014,373	2,011,662	1,986,569	1,967,112	1,957,898	1,901,553
Non current liabilities	88,105	85,214	76,772	344,785	273,575	433,783
Short term running finances / bank borrowings	1,676,112	1,592,954	1,835,707	904,447	1,211,456	966,760
Creditors, accrued & other liabilities	2,469,084	2,053,505	1,978,835	1,476,942	1,497,734	1,819,574
Current liabilities	4,145,196	3,646,459	3,814,542	2,381,389	2,709,190	2,786,335
Total liabilities	4,233,301	3,731,673	3,891,314	2,726,174	2,982,765	3,220,117
Total Liabilities & Equity	6,247,675	5,743,335	5,877,883	4,693,286	4,940,663	5,121,670
Fixed assets	1,095,647	995,971	999,375	1,088,677	1,196,996	1,269,796
Long term loans and deposits	2,419	1,736	13,306	70,909	69,256	74,314
Deferred taxation	123,666	65,986	31,899	-	-	-
Current assets	5,025,942	4,679,642	4,833,303	3,533,700	3,674,411	3,777,560
Total assets	6,247,675	5,743,335	5,877,883	4,693,286	4,940,663	5,121,670
Inventory	1,542,693	1,322,924	1,564,143	792,327	867,928	1,068,061
Trade debts and contract assets	2,271,998	2,295,584	2,157,015	2,088,249	2,119,541	1,987,700
Trade and other payables and contract liabilities	2,388,102	1,965,687	1,893,607	1,396,106	1,411,207	1,728,239
Material consumption	3,213,316	2,952,236	2,438,882	1,895,940	1,889,247	2,927,693

Profit and loss

Sales	5,755,040	4,965,061	4,334,458	3,606,605	3,755,532	4,952,915
Cost of goods sold	(4,581,411)	(4,190,313)	(3,740,098)	(3,012,089)	(3,021,989)	(4,289,529)
Gross Profit	1,173,629	774,748	594,360	594,516	733,543	663,386
Distribution and marketing cost	(584,580)	(377,182)	(328,098)	(303,269)	(308,778)	(342,263)
Administrative expenses	(286,469)	(233,314)	(227,029)	(205,732)	(223,890)	(222,830)
Other operating expenses	(9,246)	(6,379)	(1,691)	(11,771)	(8,920)	(18,994)
Other operating income	91,187	169,660	102,879	84,849	95,498	226,665
Operating Profit	384,521	327,533	140,421	158,593	287,453	305,963
Finance Cost	(372,267)	(254,342)	(108,697)	(134,957)	(170,538)	(54,467)
Profit before tax	12,254	73,191	31,724	23,636	116,915	251,496
Taxation	(11,411)	(29,849)	(4,434)	(7,254)	(29,035)	(55,459)
Net Profit	843	43,342	27,290	16,382	87,880	196,037



Vertical Analysis

Balance sheet		Rupees in '000				
	2023	%age	2022	%age	2021	%age
Net worth / shareholders equity	2,014,373	32.24%	2,011,662	35.03%	1,986,568	33.80%
Non current liabilities	88,105	1.41%	85,214	1.48%	76,772	1.31%
Short term running finances / bank borrowings	1,676,112	26.83%	1,592,954	27.74%	1,835,706	31.23%
Creditors, accrued and other liabilities	2,469,084	39.52%	2,053,505	35.75%	1,978,836	33.67%
Total liabilities and equity	6,247,674	100.00%	5,743,335	100.00%	5,877,882	100.00%
Fixed Assets	1,095,647	17.54%	995,971	17.34%	999,375	17.00%
Long Term Loans and Deposits	2,419	0.04%	1,736	0.03%	13,306	0.23%
Deferred Taxation	123,666	1.98%	65,986	1.15%	31,899	0.54%
Current Assets	5,025,942	80.45%	4,679,642	81.48%	4,833,302	82.23%
Total Assets	6,247,674	100.00%	5,743,335	100.00%	5,877,882	100.00%
Profit and Loss Account						
Sales	5,755,040	100.00%	4,965,061	100.00%	4,334,458	100.00%
Cost of sales	(4,581,411)	-79.61%	(4,190,313)	-84.40%	(3,740,097)	-86.29%
Gross Profit / (Loss)	1,173,629	20.39%	774,748	15.60%	594,361	13.71%
Distribution and marketing costs	(584,580)	-10.16%	(377,182)	-7.60%	(328,098)	-7.57%
Administrative expenses	(286,469)	-4.98%	(233,314)	-4.70%	(227,029)	-5.24%
Other operating expenses	(9,246)	-0.16%	(6,379)	-0.13%	(1,691)	-0.04%
Other operating income	91,187	1.58%	169,660	3.42%	102,879	2.37%
Operating Profit / (Loss)	384,521	6.68%	327,533	6.60%	140,421	3.24%
Finance Cost	(372,267)	-6.47%	(254,342)	-5.12%	(108,696)	-2.51%
Profit / (Loss) before tax	12,254	0.21%	73,191	1.47%	31,725	0.73%
Taxation	(11,411)	-0.20%	(29,849)	-0.60%	(4,435)	-0.10%
Profit / (Loss) for the year	843	0.01%	43,342	0.87%	27,290	0.63%

Balance sheet		Rupees in '000				
	2020	%age	2019	%age	2018	%age
Net worth / shareholders equity	1,967,112	41.91%	1,957,898	39.63%	1,901,553	37.13%
Non current liabilities	344,785	7.35%	273,575	5.54%	433,783	8.47%
Short term running finances / bank borrowings	904,448	19.27%	1,211,456	24.52%	966,760	18.88%
Creditors, accrued and other liabilities	1,476,941	31.47%	1,497,734	30.31%	1,819,574	35.53%
Total liabilities and equity	4,693,286	100.00%	4,940,663	100.00%	5,121,670	100.00%
Fixed Assets	1,088,677	23.20%	1,196,996	24.23%	1,269,796	24.79%
Long Term Loans and Deposits	70,909	1.51%	69,256	1.40%	74,314	1.45%
Deferred Taxation	-	0.00%	-	0.00%	-	0.00%
Current Assets	3,533,700	75.29%	3,674,411	74.37%	3,777,560	73.76%
Total Assets	4,693,286	100.00%	4,940,663	100.00%	5,121,670	100.00%
Profit and Loss Account						
Sales	3,606,605	100.00%	3,755,532	100.00%	4,952,915	100.00%
Cost of sales	(3,012,089)	-83.52%	(3,021,989)	-80.47%	(4,289,529)	-86.61%
Gross Profit / (Loss)	594,516	16.48%	733,543	19.53%	663,386	13.39%
Distribution and marketing costs	(303,269)	-8.41%	(308,778)	-8.22%	(342,263)	-6.91%
Administrative expenses	(205,732)	-5.70%	(223,890)	-5.96%	(222,830)	-4.50%
Other operating expenses	(11,771)	-0.33%	(8,920)	-0.24%	(18,994)	-0.38%
Other operating income	84,849	2.35%	95,498	2.54%	226,665	4.58%
Operating Profit / (Loss)	158,593	4.40%	287,453	7.65%	305,963	6.18%
Finance Cost	(134,957)	-3.74%	(170,538)	-4.54%	(54,467)	-1.10%
Profit / (Loss) before tax	23,636	0.66%	116,915	3.11%	251,496	5.08%
Taxation	(7,254)	-0.20%	(29,035)	-0.77%	(55,459)	-1.12%
Profit / (Loss) for the year	16,382	0.45%	87,880	2.34%	196,037	3.96%

Horizontal Analysis

	Rupees in '000					
	2023	2022	Change (%)	2022	2021	Change (%)
Balance sheet						
Net worth / shareholders equity	2,014,373	2,011,662	0.13%	2,011,662	1,986,568	1.26%
Non current liabilities	88,105	85,214	3.39%	85,214	76,772	11.00%
Short term running finances / bank borrowings	1,676,112	1,592,954	5.22%	1,592,954	1,835,706	-13.22%
Creditors, accrued and other liabilities	2,469,084	2,053,505	20.24%	2,053,505	1,978,836	3.77%
Total liabilities and equity	6,247,674	5,743,335	8.78%	5,743,335	5,877,882	-2.29%
Fixed Assets	1,095,647	995,971	10.01%	995,971	999,375	-0.34%
Long Term Loans and Deposits	2,419	1,736	39.34%	1,736	13,306	-86.95%
Deferred Taxation	123,666	65,986	87.41%	65,986	31,899	107%
Current Assets	5,025,942	4,679,642	7.40%	4,679,642	4,833,302	-3.18%
Total Assets	6,247,674	5,743,335	8.78%	5,743,335	5,877,882	-2.29%
Profit and Loss Account						
Sales	5,755,040	4,965,061	15.91%	4,965,061	4,334,458	14.55%
Cost of sales	(4,581,411)	(4,190,313)	9.33%	(4,190,313)	(3,740,097)	12.04%
Gross Profit / (Loss)	1,173,629	774,748	51.49%	774,748	594,361	30.35%
Distribution and marketing costs	(584,580)	(377,181)	54.99%	(377,181)	(328,098)	12.96%
Administrative expenses	(286,469)	(233,314)	22.78%	(233,314)	(227,029)	2.77%
Other operating expenses	(9,246)	(6,379)	44.94%	(6,379)	(1,691)	277.23%
Other operating income	91,187	169,659	-46.25%	169,659	102,879	54.91%
Operating Profit / (Loss)	384,521	327,533	17.40%	327,533	140,421	133.25%
Finance Cost	(372,267)	(254,342)	46.36%	(254,342)	(108,696)	133.99%
Profit / (Loss) before tax	12,254	73,191	-83.26%	73,191	31,725	130.70%
Taxation	(11,411)	(29,849)	-61.77%	(29,849)	(4,435)	573.03%
Profit / (Loss) for the year	843	43,342	-98.06%	43,342	27,290	58.82%

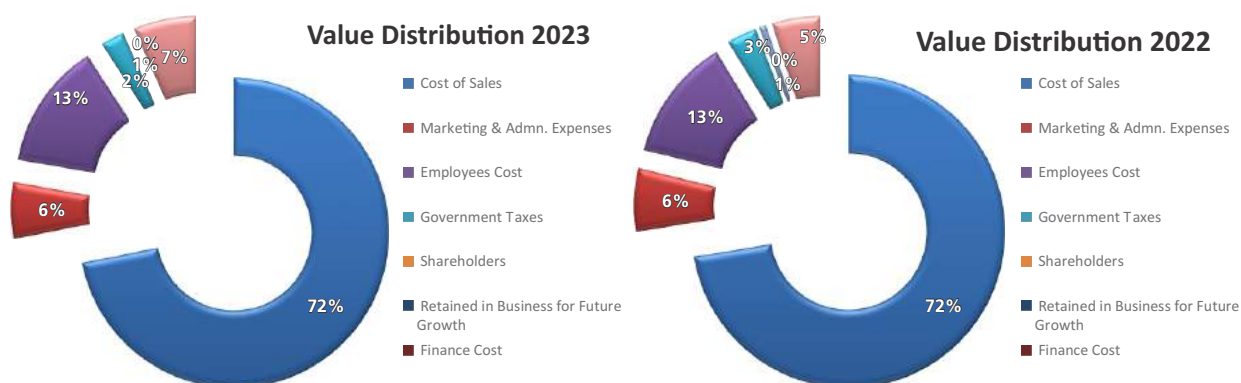
Rupees in '000

2021	2020	Change (%)	2020	2019	Change (%)	2019	2018	Change (%)
1,986,568	1,967,112	0.99%	1,967,112	1,957,898	0.47%	1,957,898	1,901,553	2.96%
76,772	344,785	-77.73%	344,785	273,575	26.03%	273,575	433,783	-36.93%
1,835,706	904,448	102.96%	904,448	1,211,456	-25.34%	1,211,456	966,760	25.31%
1,978,836	1,476,941	33.98%	1,476,941	1,497,734	-1.39%	1,497,734	1,819,574	-17.69%
5,877,882	4,693,286	25.24%	4,693,286	4,940,663	-5.01%	4,940,663	5,121,670	-3.53%
999,375	1,088,677	-8.20%	1,088,677	1,196,996	-9.05%	1,196,996	1,269,796	-5.73%
13,306	70,909	-81.24%	70,909	69,256	2.39%	69,256	74,314	-6.81%
31,899	-	0%	-	-	-	-	-	0%
4,833,302	3,533,700	36.78%	3,533,700	3,674,411	-3.83%	3,674,411	3,777,560	-2.73%
5,877,882	4,693,286	25.24%	4,693,286	4,940,663	-5.01%	4,940,663	5,121,670	-3.53%
4,334,458	3,606,605	20.18%	3,606,605	3,755,532	-3.97%	3,755,532	4,952,915	-24.18%
(3,740,097)	(3,012,089)	24.17%	(3,012,089)	(3,021,989)	-0.33%	(3,021,989)	(4,289,529)	-29.55%
594,361	594,516	-0.03%	594,516	733,543	-18.95%	733,543	663,386	10.58%
(328,098)	(303,269)	8.19%	(303,269)	(308,778)	-1.78%	(308,778)	(342,263)	-9.78%
(227,029)	(205,732)	10.35%	(205,732)	(223,890)	-8.11%	(223,890)	(222,830)	0.48%
(1,691)	(11,771)	-85.63%	(11,771)	(8,920)	31.96%	(8,920)	(18,994)	-53.04%
102,879	84,849	21.25%	84,849	95,498	-11.15%	95,498	226,665	-57.87%
140,421	158,593	-11.46%	158,593	287,453	-44.83%	287,453	305,963	-6.05%
(108,696)	(134,957)	-19.46%	(134,957)	(170,538)	-20.86%	(170,538)	(54,467)	213.11%
31,725	23,636	34.22%	23,636	116,915	-79.78%	116,915	251,496	-53.51%
(4,435)	(7,254)	-38.86%	(7,254)	(29,035)	-75.02%	(29,035)	(55,459)	-47.65%
27,290	16,382	66.59%	16,382	87,880	-81.36%	87,880	196,037	-55.17%

Statement of Value Addition

Rupees in '000

	2023	%age	2022	%age
Value Addition				
Net sales	5,755,040	98.44	4,965,061	96.70
Other income	91,187	1.56	169,660	3.30
	5,846,227	100.00	5,134,721	100.00
Value Distribution				
Cost of sales (excluding employees' cost)	4,074,311	71.93	3,718,206	72.41
Marketing, admin. & other expenses (excluding employees' cost)	329,979	5.83	329,979	6.43
Employees cost				
- Salaries, wages, amenities and staff welfare	744,719	13.15	637,007	12.41
- Workers' profit participation fund	658	0.01	3,886	0.08
	745,377	13.16	640,893	12.48
Government				
- Taxes & Duties	139,327	2.46	154,989	3.02
- Workers' welfare fund		0.00	-	0.00
	139,327	2.46	154,989	3.02
Shareholders				
- Dividend		0.00	-	0.00
- Bonus shares		0.00	-	0.00
		0.00	-	0.00
Retained in business for future growth				
- Retained profit	3,272	0.06	36,313	0.71
Finance cost	372,267	6.57	254,342	4.95
	5,664,533	100.00	5,134,722	100.00



Key Performance Indicators

		2023	2022	2021	2020	2019	2018
Gross Margin	%	20.39	15.60	13.71	16.48	19.53	13.39
Net profit to Sales	%	0.01	0.87	0.63	0.45	2.34	3.96
Return on equity	%	0.04	2.15	1.37	0.83	4.49	10.31
Return on capital employed	%	18.29	15.62	6.81	6.86	12.88	13.10
Return on assets	%	0.01	0.75	0.46	0.35	1.78	3.83
EBITDA	Rupees in '000	545,423	482,337	296,946	317,942	446,482	432,375
EBITDA margin	%	9.48	9.71	6.85	8.82	11.89	8.73
Inventory turnover ratio	Times	2.08	2.23	1.56	2.39	2.18	2.74
Inventory turnover in number of days	Days	175	164	234	153	168	133
Debtor Turnover ratio	Times	2.53	2.16	2.01	1.73	1.77	2.49
Collection period (Days)	Days	144	169	182	211	206	146
Creditor turnover	Times	1.92	2.13	1.98	2.16	2.14	2.48
Credit turnover in number of days	Days	190	171	185	169	170	147
Operating cycle	Days	129	161	231	195	203	133
Total assets turnover ratio	Times	0.92	0.86	0.74	0.77	0.76	0.97
Fixed assets turnover ratio	Times	5.25	4.99	4.34	3.31	3.14	3.90
Price earning ratio	Times	-	118	188	313	25.53	12.36
Cash dividend per share	Rupees	-	0.85	0.85	0.5	1.50	3.00
Bonus shares	%	-	-	-	-	-	-
Dividend yield ratio	Times	-	0.00	0.01	0.00	0.01	0.02
Dividend pay out ratio	Times	-	0.26	0.41	0.40	0.23	0.20
Dividend cover ratio	Times	-	3.86	2.43	2.48	4.44	4.95
Earnings Per Share	Rupees	0.06	3.28	2.07	1.24	6.66	14.85
Number of Shares	Number	13,200	13,200	13,200	13,200	13,200	13,200
Debt Equity Ratio		0.83 : 1	0.79 : 1	0.92 : 1	0.59:1	0.70:1	0.65 : 1
Interest Cover ratio	Times	1.03	1.29	1.29	1.18	1.69	5.62
Current Ratio	Times	1.21	1.28	1.27	1.48	1.36	1.36
Acid test ratio	Times	0.84	0.92	0.86	1.15	1.04	0.97
Break up value per share	Rupees	152.60	152.40	150.50	149.02	148.33	144.06
Market Value of shares - year end	Rupees	118.44	109.99	158.96	388.45	169.96	183.58
Market Value of shares - high	Rupees	140.48	186.45	469.59	402.17	182.97	415.00
Market Value of shares - low	Rupees	82.42	74.27	158.96	109.67	85.00	177.50
Summary of cash flow statement							
Operating activities	Rupees in '000	123,905	334,388	(413,140)	127,114	12,972	(630,000)
Investing activities	Rupees in '000	(254,071)	(142,973)	(64,148)	(45,362)	(82,895)	(148,948)
Financing Activities	Rupees in '000	-	(262,659)	(234,732)	217,906	(163,610)	(188,013)
Cash and cash equivalent-closing balance	Rupees in '000	(1,517,623)	(1,387,458)	(1,316,214)	(604,194)	(903,852)	(670,319)

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Corporate Governance

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Pattern of Shareholding

As at December 31, 2023

Number of Shareholders	Shareholdings' Slab			Total Shares
385	1	to	100	10,927
236	101	to	500	74,498
215	501	to	1000	141,510
165	1001	to	5000	413,446
29	5001	to	10000	214,979
6	10001	to	15000	74,600
2	15001	to	20000	36,500
4	20001	to	25000	91,849
2	25001	to	30000	59,000
2	30001	to	35000	64,703
1	35001	to	40000	38,638
2	50001	to	55000	106,200
3	55001	to	60000	165,892
1	95001	to	100000	99,500
1	135001	to	140000	137,288
1	140001	to	145000	143,863
1	145001	to	150000	150,000
1	165001	to	170000	169,000
1	270001	to	275000	272,373
1	295001	to	300000	300,000
1	330001	to	335000	334,300
1	550001	to	555000	550,400
1	685001	to	690000	690,000
1	1085001	to	1090000	1,087,559
1	7770001	to	7775000	7,772,975
1064				13,200,000

Categories of Shareholders	Shareholders	Shares Held	Percentage
Directors and their spouse(s) and minor children			
Nil	-	-	-
Associated Companies, undertakings and related parties			
M/S. KSB SE & CO. KGaA	1	7,772,975	58.89
NIT and ICP	1	1,087,559	8.24
Banks Development Financial Institutions, Non-Banking Financial Institutions, Joint Stock Companies	15	718,430	5.44
Insurance Companies	1	272,373	2.06
Modarabas and Mutual Funds	2	55,700	0.42
General Public			
a. Local	1,035	3,106,755	23.54
b. Foreign	6	12,400	0.09
Foreign Companies	-	-	-
Others	3	173,808	1.32
- Trustees Mohammad Amin Wakf Estate (31,703)			
- Trustees NBP Employees Pension Fund (137,288)			
- Trustees NNP Emp Benevolent Fund Trust (4,817)			
Total	1,064	13,200,000	100

Shareholders Holding 5% or more Voting Interest	Shares Held	Percentage
KSB SE & Co. KGaA, Germany	7,772,975	58.89
NIT and ICP	1,087,559	8.24
Umair Amanullah	690,000	5.23

Statement of Compliance

with Listed Companies (Code of Corporate Governance) Regulations, 2019

For the Year Ended December 31, 2023

KSB Pumps Company Limited has complied with the requirements of the Regulations in the following manner: -

1. The total number of directors is 8 as per the following:

- i. Male : 7
- ii. Female : 1

2. The composition of Board is as follows:

Independent Director

- i. Mr. Asif Malik
- ii. Ms. Ayesha Aziz
- iii. Mr. Shahid Mahmood

Non-Executive Directors

- i. Dr. Sven Baumgarten
- ii. Mr. Dieter Antonius Pott
- iii. Mr. Hasan Aziz Bilgrami

Executive Director

- i. Mr. Imran Ghani

Female Director

- i. Ms. Ayesha Aziz

Nominee Director (NIT)

- i. Sheikh Asim Rafiq

3. The Directors have confirmed that none of them is serving as a Director in more than seven listed companies, including this Company;

4. The Company has prepared a Code of Conduct and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures;

5. The Board has developed a vision / mission statement, overall corporate strategy and significant policies of the Company. The Board has ensured that complete record of particulars of significant policies along with their date of approval or updating is maintained by the Company;

6. All the powers of the Board have been duly exercised and decisions on relevant matters have been taken by the Board/ Shareholders as empowered by the relevant provisions of the Act and these Regulations;

7. The meetings of the Board were presided over by the Chairman and, in his absence, by a director elected by the Board for this purpose. The Board has complied with the requirements of Act and the Regulations with respect to frequency, recording and circulating minutes of meeting of Board;

8. The Board of Directors have a formal policy and transparent procedures for remuneration of Directors in accordance with the Act and these Regulations;

9. The majority of the Directors have either completed the Director's Certification from authorised institutions or have the prescribed qualification and experience pursuant to Regulation 19 of the CCG. However, no Director Training program was arranged during the year ended December 31, 2023.
10. The Board has approved appointment of Chief Financial Officer, Company Secretary and Head of Internal Audit, including their remuneration and terms and conditions of employment and complied with relevant requirements of the Regulations;
11. Chief Financial Officer and Chief Executive duly endorsed the financial statements before approval of the Board;
12. The Board has formed committees comprising of members given below, -

a) **Audit Committee**

- | | |
|----------------------------|-------------|
| • Ms. Ayesha Aziz | Chairperson |
| • Mr. Dieter Antonius Pott | Member |
| • Mr. Shahid Mahmood | Member |

b) **HR and Remuneration Committee**

- | | |
|---------------------------|----------|
| • Mr. Asif Malik | Chairman |
| • Mr. Hasan Aziz Bilgrami | Member |
| • Mr. Imran Ghani | Member |

13. The 'Terms of Reference' of the aforesaid committees have been formed, documented and advised to the committees for compliance;
14. The frequency of meetings (quarterly/half yearly/ yearly) of the committees were as per following;

Audit Committee

The meetings of Audit Committee were held at least once every quarter prior to approval of interim and final results of the Company.

HR and Remuneration Committee

Two meeting of HR&R Committee was held during the year.

15. The Board has outsourced the internal audit function to Tariq Abdul Ghani Maqbool & Co. Chartered Accountants who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company
16. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the Quality Control Review program of the Institute of Chartered Accountants of Pakistan and registered with Audit Oversight Board of Pakistan, that they and all their partners are in compliance with International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan and that they and the partners of the firm involved in the audit are not a close relative (spouse, parent, dependent and non-dependent children) of the chief executive officer, chief financial officer, head of internal audit, company secretary or director of the Company;

17. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the Companies Act, these regulations or any other regulatory requirement and the auditors have confirmed that they have observed IFAC guidelines in this regard; and
18. We confirm that all other requirements of the regulations 3, 6, 7, 8, 27, 32, 33 and 36 of the regulations have been complied.
19. Explanation for non-complines with requirements, other then regulations 3, 6, 7, 8, 27, 32, 33 and 36 are below (if applicable):
 - As per clause 10 (3) (v) of CCG, the Board annual evaluation will be carried out in the year 2024, as the Board was elected in 2023 and will complete the annual term in April 2024.

For and on behalf of the Board.

March 14, 2024
Lahore



Imran Ghani
Chief Executive Officer / MD



Shahid Mahmood
Director



A.F. FERGUSON & CO.

Independent Auditor's Review Report

To the Members of KSB Pumps Company Limited

Review Report on the Statement of Compliance contained in Listed Companies (Code of Corporate Governance) Regulations, 2019

We have reviewed the enclosed Statement of Compliance with the Listed Companies (Code of Corporate Governance) Regulations, 2019 (the Regulations) prepared by the Board of Directors of KSB Pumps Company Limited (the company) for the year ended December 31, 2023 in accordance with the requirements of regulation 36 of the Regulations.

The responsibility for compliance with the Regulations is that of the Board of Directors of the Company. Our responsibility is to review whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Regulations and report if it does not and to highlight any non-compliance with the requirements of the Regulations. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Regulations.

As a part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We are not required to consider whether the Board of Director's statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Regulations require the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval, its related party transactions. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the Company's compliance, in all material respects, with the requirements contained in the Regulations as applicable to the Company for the year ended December 31, 2023.

A.F. Ferguson & Co.
Chartered Accountants
Name of engagement partner: Amer Raza Mir
Lahore
Date: March 30, 2024
UDIN: CR202310118QD7Kzm9kY

*A. F. FERGUSON & CO., Chartered Accountants, a member firm of the PwC network
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■ KARACHI ■ LAHORE ■ ISLAMABAD

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Financial Statements

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INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF KSB PUMPS COMPANY LIMITED REPORT ON THE AUDIT OF THE FINANCIAL STATEMENTS

Opinion

We have audited the annexed financial statements of KSB Pumps Company Limited (the Company), which comprise the statement of financial position as at December 31, 2023, and the statement of profit or loss and other comprehensive income, the statement of changes in equity, the statement of cash flows for the year then ended, and notes to the financial statements, including a summary of material accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at December 31, 2023 and of the profit and other comprehensive income, the changes in equity and its cash flows for the year then ended.

Basis for Opinion

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan (the Code) and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Key Audit Matters

Key audit matters are those matters that, in our professional judgment, were of most significance in our audit of the financial statements of the current period. These matters were addressed in the context of our audit of the financial statements as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

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Following is the key audit matter:

Sr. No	Key Audit Matter	How the matter was addressed in our audit
1	<p>Revenue Recognition</p> <p>(Refer notes 4.17 and 25 to the annexed financial statements)</p> <p>The Company generates a portion of its revenue from long term projects. Revenue from such projects is recognized over a period of time by measuring progress towards complete satisfaction of the performance obligation. The extent of progress towards completion is measured by using the input method whereby actual cost incurred to date is compared with the total estimated cost of the project.</p> <p>During the year ended December 31, 2023, the Company recognized an amount of Rs. 99 million as revenue from such projects. The application of the input method requires significant management judgement when estimating the total cost to complete the project. This estimate is reviewed at the end of each reporting date to reflect current circumstances.</p> <p>We considered revenue from projects as a key audit matter due to significant management judgement and estimation involved.</p>	<p>Our audit procedures included the following:</p> <ul style="list-style-type: none"> - Obtained understanding of the internal processes used to record actual cost incurred; - Obtained understanding of the cost estimation process and techniques adopted by the management for determination of estimated total cost to complete the project; - Assessed the reliability of management's estimates by comparing the actual results of delivered projects to previous estimates; - Performed test of detail procedures over actual cost incurred during the year; - Recalculated the percentage of completion and the revenue based on the extent of progress towards completion of the project. Checked the extent of progress towards completion by comparing actual costs as per the Company's accounting records to the estimated total costs of the projects; and - Assessed the adequacy of related disclosures in the financial statements.

Information Other than the Financial Statements and Auditor's Report Thereon

Management is responsible for the other information. The other information comprises the information included in the annual report, but does not include the financial statements and our auditor's report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.



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Responsibilities of Management and Board of Directors for the Financial Statements

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017 (XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.



A.F. FERGUSON & CO.

- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the board of directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the board of directors, we determine those matters that were of most significance in the audit of the financial statements of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- a) proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- b) the statement of financial position, the statement of profit or loss and other comprehensive income, the statement of changes in equity and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- c) investments made, expenditure incurred and guarantees extended during the year were for the purpose of the Company's business; and
- d) no zakat was deductible at source under the Zakat and Usher Ordinance, 1980 (XVIII of 1980).

The engagement partner on the audit resulting in this independent auditor's report is Mr. Amer Raza Mir.

A.F. Ferguson & Co.
Chartered Accountants
Name of engagement partner: Amer Raza Mir
Lahore
Date: March 30, 2024
UDIN: AR202310118ezYXUD2aE

Statement of Financial Position

As at December 31, 2023

	Note	2023 Rupees	2022 Rupees
EQUITY AND LIABILITIES			
SHARE CAPITAL AND RESERVES			
Authorised capital			
15,000,000 (2021: 15,000,000)			
ordinary shares of Rs 10 each	5	150,000,000	150,000,000
Issued, subscribed and paid up capital			
13,200,000 (2022: 13,200,000)			
ordinary shares of Rs 10 each	5	132,000,000	132,000,000
Revenue reserves	6	1,882,372,824	1,879,661,944
		2014,372,824	2011,661,944
NON CURRENT LIABILITIES			
Employees' retirement and other benefits	7	88,105,236	85,214,420
CURRENT LIABILITIES			
Trade and other payables	8	2,378,962,988	1,961,983,014
Contract liabilities	9	9,139,484	3,703,852
Short term finances - secured	10	1,676,112,302	1,592,953,931
Provisions for other liabilities and charges	11	57,914,053	72,785,823
Unclaimed dividend		10,644,344	10,644,344
Due to provident fund	12	12,423,456	4,387,914
		4,145,196,627	3,646,458,878
CONTINGENCIES AND COMMITMENTS			
	13	6,247,674,687	5,743,335,242

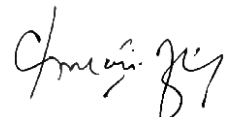
The annexed notes from 1 to 46 form an integral part of these financial statements.



Chairman



Chief Executive Officer



Chief Financial Officer

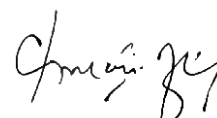
	Note	2023 Rupees	2022 Rupees
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment	14	947,121,631	986,417,014
Intangible assets	15	721,320	274,581
Capital work-in-progress	16	147,803,985	9,279,460
Long-term loans and deposits	17	2,419,437	1,735,992
Deferred tax assets	18	123,666,579	65,985,809
		1,221,732,952	1,063,692,856
CURRENT ASSETS			
Stores, spares and loose tools	19	164,263,404	128,659,249
Stock-in-trade	20	1,378,430,004	1,194,264,990
Trade debts - unsecured	21	1,761,969,272	1,672,888,409
Contract assets	22	510,028,845	622,696,148
Advances, deposits, prepayments and other receivables	23	630,077,279	449,687,754
Income Tax Recoverable		422,684,412	405,949,655
Cash and bank balances	24	158,488,519	205,496,181
		5,025,941,735	4,679,642,386
		6,247,674,687	5,743,335,242



Chairman



Chief Executive Officer



Chief Financial Officer

Statement of Profit or Loss and Other Comprehensive Income

For the year ended December 31, 2023

	Note	2023 Rupees	2022 Rupees
Sales	25	5,755,039,810	4,965,061,227
Cost of sales	26	(4,581,410,682)	(4,190,312,616)
Gross profit		1,173,629,128	774,748,611
Distribution and marketing expenses	27	(473,706,130)	(314,747,974)
Net impairment loss on financial assets	41	(110,873,524)	(62,433,526)
Administrative expenses	28	(286,469,448)	(233,314,409)
Other operating expenses	29	(9,246,141)	(6,379,251)
Operating profit		293,333,885	157,873,451
Other income	30	91,187,160	169,659,886
Finance costs	31	(372,266,650)	(254,342,393)
Profit before tax		12,254,395	73,190,944
Income tax expense	32	(11,411,399)	(29,848,942)
Profit for the year		842,996	43,342,002
Other comprehensive loss:			
Items that will not be subsequently reclassified in profit or loss:			
Remeasurement of defined benefit plans - net of tax		1,867,884	(7,028,637)
Items that may be subsequently reclassified in profit or loss		-	-
		1,867,884	(7,028,637)
Total comprehensive income for the year		2,710,880	36,313,365
Earnings per share - basic & diluted rupees	33	0.06	3.28

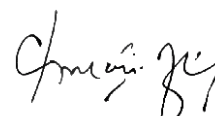
The annexed notes from 1 to 46 form an integral part of these financial statements.



Chairman



Chief Executive Officer



Chief Financial Officer

Statement of Changes in Equity

For the year ended December 31, 2023

	Revenue Reserve			
	Share Capital	General Reserves	Unappropriated Profit	Total
	Rupees	Rupees	Rupees	Rupees
Balance as at January 1, 2022	132,000,000	1,828,100,000	26,468,579	1,986,568,579
Transfer to general reserve	-	15,000,000	(15,000,000)	-
Profit for the year ended December 31, 2022	-	-	43,342,002	43,342,002
Other comprehensive loss for the year	-	-	(7,028,637)	(7,028,637)
Total comprehensive income for the year	-	-	36,313,365	36,313,365
Transactions with owners in their capacity as owners:				
Final dividend for the year ended December 31, 2021 Rs 0.85 per share	-	-	(11,220,000)	(11,220,000)
Balance as at December 31, 2022	132,000,000	1,843,100,000	36,561,944	2,011,661,944
Transfer to general reserve	-	36,000,000	(36,000,000)	-
Profit for the year ended December 31, 2023	-	-	842,996	842,996
Other comprehensive loss for the year	-	-	1,867,884	1,867,884
Total comprehensive income for the year	-	-	2,710,880	2,710,880
Balance as at December 31, 2023	132,000,000	1,879,100,000	3,272,824	2,014,372,824

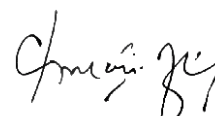
The annexed notes from 1 to 46 form an integral part of these financial statements.



Chairman



Chief Executive Officer



Chief Financial Officer

Statement of Cash Flows

For the year ended December 31, 2023

	Note	2023 Rupees	2022 Rupees
Cash flows from operating activities			
Cash generated from operations	34	578,945,044	660,920,203
Finance costs paid		(333,773,713)	(223,102,995)
Taxes paid		(86,589,864)	(79,792,482)
Employees' retirement and other benefits paid		(33,992,753)	(35,207,151)
(Increase)/decrease in long term loans and deposits - net		(683,445)	11,570,380
		(455,039,775)	(326,532,248)
Net cash generated from operating activities		123,905,269	334,387,955
Cash flows from investing activities			
Fixed capital expenditure including capital work in progress and intangibles		(262,254,766)	(179,922,016)
Proceeds from sale of property, plant and equipment		8,183,464	36,948,961
Net cash used in investing activities		(254,071,302)	(142,973,055)
Cash flows from financing activities			
Repayment of long term finances - secured		-	(251,972,370)
Dividend paid		-	(10,686,197)
Net cash generated from/(used in) financing activities		-	(262,658,567)
Net decrease in cash and cash equivalents		(130,166,033)	(71,243,667)
Cash and cash equivalents at the beginning of the year		(1,387,457,750)	(1,316,214,083)
Cash and cash equivalents at the end of the year	35	(1,517,623,783)	(1,387,457,750)

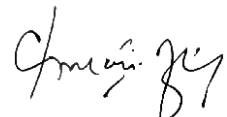
The annexed notes from 1 to 46 form an integral part of these financial statements.



Chairman



Chief Executive Officer



Chief Financial Officer

Notes to the Financial Statements

For the year ended December 31, 2023

1. Legal status and nature of business

- 1.1** KSB Pumps Company Limited (the Company) was incorporated in Pakistan on July 18, 1959 under the Companies Act, 1913 (now Companies Act, 2017) and is listed on the Pakistan Stock Exchange Limited. The Company is a subsidiary of KSB SE & Co. KGaA and principally engaged in the manufacture and sale of industrial pumps, valves, castings and related parts and provision of after market services. The registered office of the Company is situated at KSB Building, 16/2 Sir Agha Khan road, Lahore. The factory of the Company is situated at Hazara Road, Hassanabdal. The Company also has four regional offices. These regional offices are located in Lahore, Rawalpindi, Karachi and Multan.

2. Statement of compliance

- 2.1** **These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The accounting and reporting standards applicable in Pakistan comprise of:**

- I) International Financial Reporting Standards ('IFRS') issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- ii) Provisions of and directives issued under the Companies Act, 2017.

Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS, the provisions of and directives issued under the Companies Act, 2017 have been followed.

2.2 Initial application of standards, amendments or an interpretation to existing standards

The following amendments to existing standards have been published that are applicable to the Company's financial statements covering annual periods, beginning on or after the following dates:

2.2.1 Standards, amendments and interpretations to approved accounting standards that are effective in current year or have been early adopted by the Company

Certain standards, amendments and interpretations to IFRS are effective for accounting period beginning on January 01, 2023 but are considered not to be relevant to the Company's operations (although they may affect the accounting for future transactions and events) and are, therefore, not detailed in these financial statements, except for the following:

- a) Narrow scope amendments to International Accounting Standard (IAS) 1, IFRS Practice Statement 2 and IAS 8

The IASB amended IAS 1 to require entities to disclose their 'material' rather than their significant accounting policies. The amendments define what is 'material accounting policy information' and explain how to identify when accounting policy information is material. They further clarify that immaterial accounting policy information does not need to be disclosed. If it is disclosed, it should not obscure material accounting information.

To support this amendment, the IASB also amended IFRS Practice Statement 2 'Making Materiality Judgements' to provide guidance on how to apply the concept of materiality to accounting policy disclosures.

The Company adopted Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statements 2 'Making Materiality Judgements') from January 1, 2023. Although the amendments did not result in any changes to the accounting policies themselves, they impact the accounting policy information disclosed in note 4 to the financial statements.

2.2.2 Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Company

There are certain standards, amendments to the accounting standards and interpretations that are mandatory for the Company's accounting periods beginning on or after January 01, 2024 but are considered not to be relevant to the Company's operations and are, therefore, not detailed in these financial statements, except for the following:

- (a) Amendment to International Accounting Standard (IAS) 1, 'Non-current liabilities with covenants' (effective for annual period beginning on January 1, 2024)

The new amendments aim to improve the information an entity provides when its right to defer settlement of a liability is subject to compliance with covenants within twelve months after the reporting period. Covenants of loan arrangements which an entity must comply with only after the reporting date would not affect classification of a liability as current or non-current at the reporting date. However, those covenants that an entity is required to comply with on or before the reporting date would affect classification as current or non-current, even if the covenant is only assessed after the entity's reporting date.

The amendments also introduce additional disclosure requirements. When an entity classifies a liability arising from a loan arrangement as non-current and that liability is subject to the covenants which an entity is required to comply with within twelve months of the reporting date, the entity shall disclose information in the notes that enables users of financial statements to understand the risk that the liability could become repayable within twelve months of the reporting period. Such facts and circumstances could also include the fact that the entity would not have complied with the covenants based on its circumstances at the end of the reporting period.

The Company is yet to assess the impact of these amendments on its financial statements.

- (b) International Financial Reporting Standard (IFRS) S1, 'General requirements for disclosure of sustainability-related financial information and International Financial Reporting Standard (IFRS) S2, 'Climate-related disclosures' (effective for annual period beginning on January 1, 2024)

The International Sustainability Standards Board (ISSB) issued its first two sustainability reporting standards on June 26, 2023, applicable on reporting periods beginning on or after January 01, 2024, subject to endorsement of the standards by local jurisdictions. These standards include the core framework for the disclosure of material information about sustainability-related risks, opportunities across an entity's value chain and set out the requirements for entities to disclose information about climate-related risks and opportunities.

IFRS S1 requires entities to disclose information about its sustainability-related risks and opportunities that is useful to primary users of general purpose financial reporting in making decisions relating to providing resources to the entity. The standards provide guidance on identifying sustainability-related risks and opportunities, and the relevant disclosures to be made in respect of those sustainability-related risks and opportunities.

IFRS S2 is a thematic standard that builds on the requirements of IFRS S1 and is focussed on climate-related disclosures. IFRS S2 requires an entity to identify and disclose climate-related risks and opportunities that could affect the entity's prospects over the short, medium and long term. In addition, IFRS S2 requires entities to consider other industry-based metrics and seven cross-industry metrics when disclosing qualitative and quantitative components on how the entity uses metrics and targets to measure, monitor and manage the identified material climate-related risks and opportunities. The cross-industry metrics include disclosures on greenhouse gas (GHG) emissions, transition risks, physical risks, climate-related opportunities, capital deployment, internal carbon prices and remuneration.

The aforementioned standards have not been notified locally or declared exempt, in relation to the Company, by the Securities and Exchange Commission of Pakistan (SECP) as at December 31, 2023.

3. Basis of preparation

3.1 Basis of measurement

These financial statements have been prepared under the historical cost convention except as otherwise stated.

3.1.1 Significant accounting judgements, estimates and assumptions

The Company's material accounting policies are stated in note 4. Not all of these material accounting policies require the management to make difficult, subjective or complex judgments or estimates. The following is intended to provide an understanding of the policies the management considers critical because of their complexity, judgment of estimation involved in their application and their impact on these financial statements. Estimates and judgments are continually evaluated and are based on historical experience, including expectations of future events that are believed to be reasonable under the circumstances. These judgments involve assumptions or estimates in respect of future events and the actual results may differ from these estimates. The areas involving a higher degree of judgments or complexity or areas where assumptions and estimates are significant to the financial statements, are as follows:

- Provision for taxation - Note 4.1.
- Employees' retirement and other benefits - Note 4.2.
- Useful lives and residual values of Property, plant and equipment - Note 4.3.
- Stock-in-trade - Note 4.7.
- Impairment of financial assets - Note 4.14.1.4.
- Revenue recognition - Note 4.17.

3.2 Functional and presentation currency

The financial statements are presented in Pak Rupees which is the Company's functional and presentation currency.

4. Summary of significant accounting policies

The Company adopted Disclosure of Accounting Policies (Amendments to IAS 1 and IFRS Practice Statement 2 'Making Materiality Judgements') from January 1, 2023. Although the amendments did not result in any changes to the accounting policies themselves, they impact the accounting policy information disclosed in the financial statements.

The material accounting policies set out below have been applied consistently to all periods presented in these financial statements.

4.1 Taxation

Income tax expense comprises current and deferred tax. Income tax is recognized in the statement of profit or loss except to the extent that it relates to items recognized directly in equity or other comprehensive income, in which case it is recognized in equity or other comprehensive income as the case may be.

4.1.1 Current tax

Provision of current tax is based on the taxable income for the year determined in accordance with the prevailing law for taxation of income. The charge for current tax is calculated using prevailing tax rates or tax rates expected to apply to the profit for the year, if enacted after taking into account tax credits, rebates and exemptions, if any. The charge for current tax also includes adjustments, where considered necessary, to provision for tax made in previous years arising from assessments framed during the year for such years. Where there is uncertainty in income tax accounting i.e. when it is not probable that the tax authorities will accept the treatment, the impact of the uncertainty is measured using either the most likely amount or the expected value method, depending on which method better predicts the resolution of the uncertainty. Such Judgements are reassessed whenever circumstances have changed or there is new information that affects the judgement. Where, at the assessment stage, the taxation authorities have adopted a different tax treatment and the Company considers that the most likely outcome will be in favor of the Company, the amounts are shown as contingent liabilities. In making a judgment and / or estimate relating to probability of outcome, the management considers laws, statutory rules, regulations and their interpretations. Where, based on management's estimate, a provision is required, the same is recorded in the financial statements.

4.1.2 Deferred tax

Deferred tax is accounted for using the liability method in respect of all temporary differences arising from differences between the carrying amount of assets and liabilities in the financial statements and the corresponding tax bases used in the computation of the taxable profit. Deferred tax liabilities are generally recognized for all taxable temporary differences and deferred tax assets are recognized to the extent that it is probable that future taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilized.

Deferred tax assets and liabilities are calculated at the rates that are expected to apply to the period when the asset is realized or the liability is settled, based on the tax rates and tax laws that have been enacted or substantively enacted by the reporting date. Deferred tax is charged or credited to the profit or loss, except in the case of items charged or credited to equity or other comprehensive income, in which case it is included in the statement of changes in equity or other comprehensive income as the case may be.

4.2 Employees' retirement and other benefits

The Company uses the valuation performed by an independent actuary as the present value of its retirement benefit obligations. The valuation is based on various assumptions which are mentioned below. Any changes in these assumptions in future years might affect gains and losses in those years.

The main features of the schemes operated by the Company for its employees are as follows:

4.2.1 Defined benefit plans

- 4.2.1.1** The supervisory and managerial staff with minimum five years of continuous service with the Company are entitled to participate in an approved funded gratuity scheme. The actual return on the plan assets was Rs. 28.75 million (2022: Rs 10.33 million). The actual return on plan assets represent the difference between the fair value of plan assets at beginning and end of the year after adjustments for contributions made by the Company as reduced by benefits paid during the year.

The latest actuarial valuation for the approved funded gratuity scheme was carried out as at December 31, 2023. Projected Unit Credit Method, using the following significant assumptions is used for valuation of

	2023	2022
Discount rate per annum	16.00%	14.25%
Expected rate of increase in salary level per annum	15.00%	13.25%
Expected rate of return per annum	16.00%	14.25%
Average duration of the defined benefit obligation	7 years	7 years
Basis of mortality rates used	SLIC 2001 - 2005 Setback 1 Year	SLIC 2001 - 2005 Setback 1 Year

The Company is expected to contribute Rs. 20.96 million to the gratuity fund for the year ending December 31, 2024.

- 4.2.1.2** The Company operates an un-funded benefit scheme (ex-gratia) for its unionized staff. Under the scheme, members who have completed prescribed years of service with the Company are entitled to receive 20 days last drawn basic pay for each completed year of service. Provision has been made to cover the obligation on the basis of actuarial valuation. The amount recognized in the statement of financial position represents the present value of defined benefit obligation adjusted for unrecognized actuarial gains and losses.

The latest actuarial valuation for the un-funded gratuity scheme (ex-gratia) was carried out as at December 31, 2023. Projected Unit Credit Method, using the following significant assumptions is used for valuation of the scheme:

	2023	2022
Discount rate per annum	16.00%	14.25%
Expected rate of increase in salary level per annum	15.00%	13.25%
Expected rate of return per annum	16.00%	14.25%
Average duration of the defined benefit obligation	2 year	2 years
Basis of mortality rates used	SLIC 2001 - 2005 Setback 1 Year	SLIC 2001 - 2005 Setback 1 Year

4.2.1.3 The Company provides for the expected cost of accumulated compensated absences, when the employee renders the service that increases the entitlement to future compensated absences. Provision has been made to cover the obligation on the basis of actuarial valuation and charged to statement of profit or loss. The amount recognized in the statement of financial position represents the present value of defined benefit obligation. Actuarial gains/losses are recognized immediately under IAS 19 "Employee benefits" in statement of profit or loss. Projected unit credit method, using the following significant assumptions, is used for valuation of the scheme:

The latest actuarial valuation was carried out as at December 31, 2023. Projected Unit Credit Method, using the following significant assumptions is used for valuation of the scheme:

	2023	2022
Discount rate per annum	16.00%	14.50%
Expected rate of increase in salary level per annum	15.00%	13.50%
Expected rate of return per annum	16.00%	14.50%
Average duration of the defined benefit obligation	7 years	7 years
Basis of mortality rates used	SLIC 2001 - 2005 Setback 1 Year	SLIC 2001 - 2005 Setback 1 Year

4.2.2 Defined contribution plans

The Company operates an approved contributory provident fund for all employees. Equal monthly contributions are made by the Company and employees to the fund at the rate of 10% of basic salary. Retirement benefits are payable to staff on completion of prescribed qualifying period of service under these schemes.

4.3 Property, plant and equipment

Property, plant and equipment except freehold land and leasehold land with superstructure are stated at cost less accumulated depreciation and any identified accumulated impairment loss. Freehold land leasehold land with superstructure is stated at cost less any identified impairment loss. Cost in relation to Company's manufactured assets includes direct cost of materials, labour and applicable manufacturing overheads.

Depreciation on property, plant and equipment is charged to the statement of profit or loss using the straight line method so as to write off the depreciable amount of the assets over their estimated useful lives at the rates mentioned in note 14 after taking into account their residual values.

The assets' residual values and useful lives are reviewed at each financial year end, and adjusted if impact on depreciation is significant. The Company's estimate of the residual value and useful life of its operating fixed assets as at December 31, 2023 has not required any adjustment.

Depreciation on additions to property, plant and equipment is charged from the month in which an asset is acquired or capitalized, while no depreciation is charged for the month in which the asset is disposed off or retired from active use

An asset's carrying amount is written down immediately to its recoverable amount if the asset's carrying amount is greater than its estimated recoverable amount.

Subsequent costs are included in the asset's carrying amount or recognized as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repair and maintenance costs are charged to statement of profit or loss during the year in which they are incurred.

The Company assesses at each reporting date whether there is any indication that property, plant and equipment may be impaired. If such indication exists, the carrying amounts of such assets are reviewed to assess whether they are recorded in excess of their recoverable amounts. Where carrying values exceed the respective recoverable amounts, assets are written down to their recoverable amounts and the resulting impairment loss is recognized in income currently. The recoverable amount is the higher of an asset's fair value less costs to sell and value-in-use. Where an impairment loss is recognized, the depreciation charge is adjusted in the future periods to allocate the asset's revised carrying amount over its estimated useful life.

An item of property, plant and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. The gain or loss on disposal or retirement of an asset represented by the difference between the sale proceeds and the carrying amount of the asset is recognized in the statement of profit or loss.

4.4 Intangible assets

An intangible asset is recognized if it is probable that future economic benefits that are attributable to the asset will flow to the entity and that the cost of such an asset can also be measured reliably. Intangible assets are stated at cost less accumulated amortisation and any identified accumulated impairment loss.

Amortization is charged to statement of profit or loss on straight line basis so as to write off the cost of an asset over its estimated useful life. Amortization on additions is charged from the month in which an asset is acquired or capitalized while no amortisation is charged for the month in which the asset is disposed off. Amortization is being charged at the annual rate of 33.33 %.

Useful lives of intangible operating assets are reviewed, at each date of statement of financial position and adjusted if the impact of amortisation is significant.

The Company assesses at each reporting date whether there is any indication that intangible assets may be impaired. If such indication exists, the carrying amount of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount. Where carrying values exceed the respective recoverable amount, assets are written down to their recoverable amounts and the resulting impairment loss is recognized in income currently. The recoverable amount is the higher of an asset's fair value less cost to sell and value-in-use. Where an impairment loss is recognized, the amortisation charge is adjusted in the future periods to allocate the asset's revised carrying amount over its estimated useful life.

4.5 Capital work in progress

All expenditure connected with specific assets incurred during installation and construction period and/or in transit are carried under capital work in progress. These are transferred to specific assets as and when assets are available for use. Capital work in progress is stated at cost, less any identified impairment loss.

4.6 Stores, spares and loose tools

Stores, spares and loose tools are valued at the lower of moving weighted average cost and net realizable value. Items in transit are valued at cost comprising invoice value plus any other charges associated with buying the inventory for its intended use.

Net realizable value signifies the estimated selling price in the ordinary course of business less estimated costs necessarily to be incurred to make the sale. Provision is made in the financial statements for obsolete and slow moving stores, spares and loose tools based on management's best estimate. The Company reviews the carrying amount of stores and spare parts on a regular basis for provision for obsolescence.

4.7 Stock-in-trade

Stock of raw materials except for those in transit and work-in-process are valued principally at the lower of moving weighted average cost and net realizable value. The net realizable value of stock-in-trade is assessed for any diminution in their respective values. The net realizable value is determined with respect to estimated selling price less estimated expenditure to make the sale. Any change in the estimates in future years might affect the carrying amounts of stock-in-trade with the corresponding effect on the impairment.

Cost of work-in-process and finished goods comprise cost of direct materials, labour and appropriate manufacturing overheads. Materials in transit are stated at cost comprising invoice value and other charges paid thereon.

Net realizable value signifies the estimated selling price in the ordinary course of business less costs necessary to be incurred in order to make the sale. If the expected net realizable value is lower than the carrying amount, a write-down is recognized for the amount by which the carrying amount exceeds its net realizable value. Provision is made in the financial statements for obsolete and slow moving stock in trade based on management's best estimate.

4.8 Trade debts and other receivables

Trade debts and other receivables are recognised initially at the amount of consideration that is unconditional, unless they contain significant financing component in which case such are recognised at fair value. The Company holds the trade debts with the objective of collecting the contractual cash flows and therefore measures the trade debts subsequently at amortized cost using the effective interest rate method. The normal credit period of the trade debtors is 60 to 90 days.

The Company writes off trade debts, in whole or in part, when it has exhausted all practical recovery efforts and has concluded there is no reasonable expectation of recovery. The assessment of no reasonable expectation of recovery is based on unavailability of debtor's sources of income or assets to generate sufficient future cash flows to repay the amount. Subsequent recoveries of amounts previously written off will result in impairment gains.

4.9 Cash and cash equivalents

Cash and cash equivalents are carried in the statement of financial position at cost. For the purposes of statement of cash flows, cash and cash equivalents comprise cash in hand, bank balances, cheques in hand, deposits held at call with banks, and other short term highly liquid investments that are readily convertible to known amounts of cash and which are subject to an insignificant risk of change in value and short term finances/overdrafts.

4.10 Borrowings

Borrowings are recognized initially at fair value, net of transaction costs incurred. Borrowings are subsequently stated at amortized cost, any difference between the proceeds (net of transaction costs) and the redemption value is recognized in the statement of profit or loss over the period of the borrowings using the effective interest method. Finance costs are accounted for on an accrual basis and are reported under accrued finance costs to the extent of the amount remaining unpaid.

Borrowings are classified as current liabilities unless the Company has an unconditional right to defer settlement of the liability for at least twelve months after the statement of financial position date.

4.11 Borrowing costs

General and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such time as the assets are substantially ready for their intended use or sale. Investment income earned on the temporary investment of specific borrowings pending their expenditure on qualifying assets is deducted from the borrowing costs eligible for capitalization.

4.12 Trade and other payables

Trade payables are obligations to pay for goods or services that have been acquired in the ordinary course of business from suppliers. Accounts payable are classified as current liabilities if payment is due within one year or less (or in the normal operating cycle of the business if longer). If not, they are presented as non-current liabilities.

Liabilities for trade and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for the goods and/or services received, whether or not billed to the Company.

4.13 Provisions

Provisions are recognized when the Company has a present legal or constructive obligation as a result of past events and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. Provisions are reviewed at each reporting date and adjusted to reflect the current best estimate.

4.14 Financial instruments

4.14.1 Financial assets

In accordance with the requirements of IFRS 9, the Company classifies its financial assets at amortised cost, fair value through other comprehensive income or fair value through profit or loss on the basis of the Company's business model for managing the financial assets and the contractual cash flow characteristics of the financial asset.

4.14.1.1 Financial assets at amortized cost

Financial assets at amortized cost are held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Interest income from these financial assets, impairment losses, foreign exchange gains and losses, and gain or loss arising on derecognition are recognised directly in statement of profit or loss.

4.14.1.2 Financial assets at fair value through other comprehensive income

Financial assets at fair value through other comprehensive income are held within a business model whose objective is achieved by both collecting contractual cash flows and selling financial assets and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding. Income from such assets are recognized directly in other comprehensive income.

4.14.1.3 Financial assets at fair value through profit or loss

Financial assets at fair value through profit or loss are those financial assets which are either designated in this category or not classified in any of the other categories. A gain or loss on debt investment that is subsequently measured at fair value through profit or loss is recognised in statement of profit or loss in the period in which it arises.

Financial assets are initially measured at cost, which is the fair value of the consideration given and received respectively. These financial assets and liabilities are subsequently remeasured to fair value, amortized cost or cost as the case may be. Any gain or loss on the recognition and de-recognition of the financial assets and liabilities is included in the statement of profit or loss for the period in which it arises.

Equity instrument financial assets / mutual funds are measured at fair value at and subsequent to initial recognition. Changes in fair value of these financial assets are normally recognised in statement of profit or loss. Dividends from such investments continue to be recognised in statement of profit or loss when the Company's right to receive payment is established. Where an election is made to present fair value gains and losses on equity instruments in other comprehensive income there is no subsequent reclassification of fair value gains and losses to statement of profit or loss following the derecognition of the investment.

Financial assets are derecognised when the rights to receive cash flows from the assets have expired or have been transferred and the Company has transferred substantially all risks and rewards of ownership. Assets or liabilities that are not contractual in nature and that are created as a result of statutory requirements imposed by the Government are not the financial instruments of the Company.

4.14.1.4 Financial assets at fair value through other comprehensive income

The Company assesses on a forward looking basis the expected credit losses associated with its financial assets carried at amortized cost and fair value through other comprehensive income. The Company computes historical loss rates using the historical credit losses which are then adjusted to reflect current and forward looking information on macroeconomic factors affecting the ability of the customers to settle the receivables. For trade debts other than Government and related party receivables, the Company applies the simplified approach, which requires expected lifetime losses to be recognised from initial recognition of the receivables. To measure the expected credit losses, trade receivables have been grouped based on shared credit risk characteristics and the days past due. The Company has established a provision matrix for determining loss allowance on such balances that is based on its historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. In case of government receivables and contract assets, other than the running projects, the Company determines the credit default swap, which is adjusted with forward-looking factors. In case of related party receivables, the Company does not record impairment loss since there is no history of default against such balances and these are normally recovered within the credit period. The Company recognises in statement of profit or loss, as an impairment gain or loss, the amount of expected credit losses (or reversal) that is required to adjust the loss allowance at the reporting date.

The measurement of ECL reflects:

- an unbiased and probability-weighted amount that is determined by evaluating a range of possible outcomes;
- the time value of money; and
- reasonable and supportable information that is available at the reporting date about past events, current conditions and forecasts of future economic conditions.

The Company writes off financial assets, in whole or in part, when it has exhausted all practical recovery efforts and has concluded that there is no reasonable expectation of recovery. The assessment of no reasonable expectation of recovery is based on unavailability of debtor's sources of income or assets to generate sufficient future cash flows to repay the amount. The Company may write-off financial assets that are still subject to enforcement activity. Subsequent recoveries of amounts previously written off will result in impairment gains.

4.14.2 Financial liabilities

All financial liabilities are recognized at the time when the Company becomes a party to the contractual provisions of the instrument.

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expired. Where an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in respective carrying amounts is recognized in the statement of profit or loss .

4.15 Offsetting of financial assets and financial liabilities

Financial assets and financial liabilities are offset and the net amount is reported in the financial statements only when there is a legally enforceable right to set off the recognized amount and the Company intends either to settle on a net basis or to realize the assets and to settle the liabilities simultaneously.

4.16 Foreign currency transactions and translation

Foreign currency transactions are translated into Pakistan Rupees (functional and presentation currency) using the exchange rates prevailing at the dates of the transactions. All monetary assets and liabilities in foreign currencies are translated into Pakistan Rupees at the rates of exchange prevailing at the reporting date. Foreign exchange gains and losses on translation are recognised in the statement of profit or loss. All non-monetary items are translated into Pakistan Rupees at exchange rates prevailing on the date of transaction or on the date when fair values are determined.

4.17 Revenue recognition

Revenue is recognised either at a point in time or over time, when the Company satisfies performance obligations by transferring the promised goods or services to its customers. Revenue is measured at fair value of the consideration received or receivable excluding discounts allowed to customers. A contract liability is recorded for advances received from customers against which performance obligations have not been satisfied.

Revenue is earned from sale of products and provision of after market services. Revenue associated with such transactions is recognized at a point in time upon satisfaction of the performance obligation by transfer of control of goods or when services are rendered to the customers. Sales of products include industrial pumps, valves, castings and related parts.

Revenue from projects is recognized over time using the input method to determine the stage of completion of the project and the appropriate amount of revenue to be recognized at each reporting date. The stage of completion is measured by reference to the project costs incurred up to the reporting date as a percentage of total estimated costs for each project. The resultant percentage is then applied to estimated revenue from each project to determine the accumulated revenue up to the reporting date.

This method requires management judgement and estimation in determining the total estimated cost of the projects. The total cost estimates are based on the prices of materials and services applicable at each reporting date adjusted by taking impact of forecasted increases and expected completion date. Such estimates are reviewed at each reporting date to reflect current circumstances. Any subsequent increases or decreases in total estimated cost are reflected in profit or loss in the period in which they occur.

Project costs are recognized when incurred. When the outcome of a project cannot be estimated reliably, project revenue is recognized only to the extent of project costs incurred that are likely to be recoverable. When the outcome of a project can be estimated reliably and it is probable that the contract will be profitable, project revenue is recognized over time. When it is probable that total project costs will exceed total project revenue, the expected loss is recognized as an expense immediately in statement of profit or loss.

Where the consideration received or the unconditional right to receive the consideration is in excess of the amount of performance obligations satisfied, the differential is recognized as "contract liabilities". In case the performance obligations are satisfied before the consideration is received or the right to consideration is established, the Company recognizes either a contract asset or a receivable in its statement of financial position, depending on whether something other than the passage of time is required before the consideration is due.

The Company provides only standard-type warranties, accounted for under IAS 37. Extended-type warranties, which treated as separate performance obligations under IFRS 15, are not provided. When determining the nature of warranty-related promises, the Company considers:

- whether the customer has the option to separately purchase the warranty; and
- whether all or part of the warranty provides the customer with an additional service beyond the basic assurance that it will perform in accordance with published specifications.

Return on bank deposits is accrued on a time proportion basis, by reference to the principal outstanding, at the applicable rate of return.

4.18 Leases

4.18.1 Lessee accounting

At inception of a contract, the Company assesses whether a contract is, or contains, a lease based on whether the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration. Lease terms are negotiated on an individual basis and contain a wide range of different terms and conditions. Leases having lease term of less than 12 months are accounted for as short-term leases and the expense charged to statement of profit or loss on straight line basis over the lease term.

The lessee at the commencement of lease term shall recognize right of use asset and a lease liability. The lease liability is initially measured at the present value of the lease payments that are not paid at the commencement date, discounted using the interest rate implicit in the lease, or if that rate cannot be readily determined, the Company's incremental borrowing rate.

Lease payments include fixed payments, variable lease payments that are based on an index or a rate, amounts expected to be payable by the lessee under residual value guarantees, the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option, less any lease incentives receivable. The extension and termination options are incorporated in determination of lease term only when the Company is reasonably certain to exercise these options.

The lease liability is subsequently measured at amortized cost using the effective interest rate method. It is remeasured when there is a change in future lease payments arising from a change in fixed lease payments or an index or rate, change in the Company's estimate of the amount expected to be payable under a residual value guarantee, or if the Company changes its assessment of whether it will exercise a purchase, extension or termination option. The corresponding adjustment is made to the carrying amount of the right-of-use asset or is recorded in the statement of profit or loss if the carrying amount of right-of-use asset has been reduced to zero.

The right-of-use asset is initially measured based on the initial amount of the lease liability adjusted for any lease payments made at or before the commencement date, plus any initial direct costs incurred and an estimate of costs to dismantle and remove the underlying asset or to restore the underlying asset or the site on which it is located, less any lease incentive received. The right-of-use asset is depreciated on a straight-line method over the lease term as this method most closely reflects the expected pattern of consumption of future economic benefits. The right-of-use asset is reduced by impairment losses, if any, and adjusted for certain remeasurements of the lease liability.

4.18.2 Lessor accounting

Lease income from operating leases where the Company is a lessor is recognized in income on a straight-line basis over the lease term. Initial direct costs incurred in obtaining an operating lease are added to the carrying amount of the underlying asset and recognized as expense over the lease term on the same basis as lease income. The respective leased assets are included in the statement of financial position based on their nature.

4.19 Contingencies and commitments

Contingent liability is disclosed when:

- there is a possible obligation that arises from past events and whose existence will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company; or
- there is present obligation that arises from past events but it is not probable that an outflow of resources embodying economic benefits will be required to settle the obligation or the amount of the obligation cannot be measured with sufficient reliability.

4.20 Dividend and other appropriations

Dividend distribution to the Company's shareholders is recognized as a liability in the period in which the dividends are declared and approved. Appropriations of profit are reflected in the statement of changes in equity in the period in which such appropriations are approved.

4.21 Government grants

Grants from the government are recognised at their fair value where there is a reasonable assurance that the grant will be received and the Company will comply with all attached conditions. Government grants relating to costs are deferred and recognised in the statement of profit or loss over the period necessary to match them with the costs that they are intended to compensate.

5. Share capital

5.1 Authorised share capital

2023 (Number of shares)	2022 (Number of shares)		2023 Rupees	2022 Rupees
15,000,000	15,000,000	Ordinary shares of Rs 10 each fully paid in cash	150,000,000	150,000,000

5.2 Issued, subscribed and paid - up share capital

2023 (Number of shares)	2022 (Number of shares)		2023 Rupees	2022 Rupees
973,100	973,100	Ordinary shares of Rs 10 each fully paid in cash	9,731,000	9,731,000
8,000	8,000	Ordinary shares of Rs 10 each issued for consideration other than cash	80,000	80,000
12,218,900	12,218,900	Ordinary shares of Rs 10 each issued as fully paid bonus shares	122,189,000	122,189,000
13,200,000	13,200,000		132,000,000	132,000,000

5.2.1 As at December 31, 2023, the holding Company KSB SE & Co. KGaA, having its registered office at 67227 Johann-Klein-Street 09, Frankenthal, Germany, held 7,772,975 (2022: 7,772,975) shares of the Company of Rs 10 each representing 58.89% of the issued, subscribed and paid up share capital of the Company. The Chief Executive Officer of KSB SE & Co. KGaA is Dr.-Ing. Stephan Timmermann and holding Company is operational as at December 31, 2023.

5.2.2 Shares issued for consideration other than cash were issued against property.

5.3 There has been no movement in ordinary share capital issued subscribed and paid up during the year ended December 31, 2023.

6. Revenue reserves	Note	2023 Rupees	2022 Rupees
General Reserve:			
Opening balance		1,843,100,000	1,828,100,000
Transfer from unappropriated profit		36,000,000	15,000,000
		1,879,100,000	1,843,100,000
Unappropriated profit		3,272,824	36,561,944
		1,882,372,824	1,879,661,944

7 Employees' retirement and other benefits

	Note	2023 Rupees	2022 Rupees
These are composed of:			
Ex-gratia	7.1	18,916,416	28,243,295
Gratuity	7.2	23,050,075	18,193,480
Accumulated compensated absences	7.3	46,138,745	38,777,645
		88,105,236	85,214,420

7.1 Ex-gratia

The amounts recognized in Statement of Financial Position is as follows:

Present value of defined benefit obligation	7.1.1	18,916,416	28,243,295
Closing net liability		18,916,416	28,243,295

7.1.1 The movement in the present value of the defined benefit obligation is as follows:

Present value of defined benefit obligation as at start of the year		28,243,295	30,022,503
Current service cost		1,084,703	1,066,774
Interest cost		3,254,049	3,061,576
Benefits paid		(10,815,723)	(7,933,068)
Remeasurement adjustments charged to other comprehensive loss:			
- Actuarial loss / (gain) from changes in financial assumptions		4,418	7,866
- Experience adjustment		(2,854,326)	2,017,644
		(2,849,908)	2,025,510

Present value of defined benefit obligation as at year end		18,916,416	28,243,295
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The amounts recognized in the statement of profit or loss are as follows:

Current service cost		1,084,703	1,066,774
Net interest cost for the year		3,254,049	3,061,576
Total included in salaries, wages and amenities		4,338,752	4,128,350

The amounts recognized in the other comprehensive loss are as follows:

Actuarial loss / (gain) from changes in financial assumptions		4,418	7,866
Experience adjustments		(2,854,326)	2,017,644
Total remeasurements chargeable in other comprehensive loss		(2,849,908)	2,025,510

Present value of defined benefit obligation as at start of the year		28,243,295	30,022,503
Expense chargeable to P&L		4,338,752	4,128,350
Remeasurements chargeable in other comprehensive loss		(2,849,908)	2,025,510
Benefits paid		(10,815,723)	(7,933,068)
Present value of defined benefit obligation as at year end		18,916,416	28,243,295

7.1.2 Sensitivity analysis - Ex-gratia

Significant assumptions for the determination of the defined obligation are discount rate and expected salary increase. The sensitivity analysis below have been determined based on reasonably possible changes of the respective assumptions occurring at the end of the reporting period, while holding all other assumptions constant.

Year end sensitivity analysis (\pm 100 bps) on defined benefit obligation

	Impact on defined benefit obligation		
	Change in Assumption	Increase in Assumption	Decrease in Assumption
		Rupees	Rupees
Discount Rate	1.00%	18,638,905	19,211,692
Salary Rate	1.00%	19,211,692	18,634,183

7.1.3 Risk exposure

The Company is exposed to a number of risks, the most significant of which are detailed below:

Final salary risk (linked to inflation risk) – the risk that the final salary at the time of cessation of service is greater than what we assumed. Since the benefit is calculated on the final salary (which will closely reflect inflation and other macroeconomic factors), the benefit amount increases as salary increases.

Mortality risk - The risk that the actual mortality experience is different than the assumed mortality. This effect is more pronounced in schemes where the age and service distribution is on the higher side.

Withdrawal risk - The risk of actual withdrawals experience is different from assumed withdrawal probability. The significance of the withdrawal risk varies with the age, service and the entitled benefits of the beneficiary.

7.2 Gratuity

	Note	2023 Rupees	2022 Rupees
Present value of defined benefit obligation	7.2.1	167,397,051	159,172,581
Fair value of plan assets	7.2.2	(144,346,976)	140,979,101
Liability as at December 31		23,050,075	18,193,480
Liability as at January 1		18,193,480	13,406,275
Charged to statement of profit or loss		19,637,509	17,913,226
Contribution by the Company		(15,000,000)	(21,000,000)
Remeasurement income/loss chargeable in other comprehensive loss		219,086	7,873,979
Liability as at December 31		23,050,075	18,193,480

7.2.1 The movement in the present value of defined benefit obligation is as follows:

Present value of defined benefit obligation as at start of the year	159,172,581	166,669,411
Current service cost	18,302,423	17,890,232
Interest cost	19,804,648	17,021,280
Benefits payable	(2,648,901)	(5,421,169)
Benefits paid	(37,736,284)	(38,193,737)

Remeasurement adjustments charged to other comprehensive loss:		
- Actuarial gain from changes in financial assumptions	637,327	859,117
- Experience adjustment	9,865,257	347,447
	10,502,584	1,206,564
Present value as at year end	167,397,051	159,172,581

7.2.1.1 Actuarial gain from changes in demographic assumptions amounts to Rs. Nill (2022: Rs. Nill).

7.2.2 The movement in fair value of plan assets is as follows:

Balance of plan assets as at December 31, 2022	140,979,101	153,263,136
Total Company's contribution during the year	15,000,000	21,000,000
Interest income during the period	18,469,562	16,998,286
Benefits paid	(37,736,284)	(38,193,737)
Benefits due but not paid	(2,648,901)	(5,421,169)
Return on plan assets, excluding interest income	10,283,498	(6,667,415)
Balance of plan assets as at December 31, 2023	144,346,976	140,979,101

The amounts recognized in the statement of profit or loss are as follows:

Current service cost	18,302,423	17,890,232
Interest cost on defined benefit obligation	19,804,648	17,021,280
Less: Interest income on plan assets	(18,469,562)	(16,998,286)
Total included in salaries, wages and amenities	19,637,509	17,913,226

Total remeasurement chargeable to other comprehensive loss

Actuarial gain from changes in demographic assumptions		
Actuarial gain from changes in financial assumptions	637,327	859,117
Experience adjustments	9,865,257	347,447
	10,502,584	1,206,564
Return on plan asset, excluding interest income	10,283,498	6,667,415
Total remeasurement chargeable to other comprehensive loss	20,786,082	7,873,979

7.2.3 The present value of defined benefit obligation, the fair value of plan assets and the surplus or deficit of gratuity fund is as follows:

As at December 31	2023	2022	2021	2020	2019
Rupees					
Present value of defined benefit obligation	167,397,051	159,172,581	166,669,411	183,507,387	197,213,194
Less:					
Fair value of plan assets	144,346,976	140,979,101	153,263,136	173,716,612	174,735,861
Deficit	23,050,075	18,193,480	13,406,275	9,790,775	22,477,333
Experience adjustment on obligation	5.89%	0.22%	0%	-10%	5%
Experience adjustment on plan assets	6.83%	0.25%	2.30%	0.13%	0%

7.2.4 Sensitivity analysis - Gratuity

Significant assumptions for the determination of the defined benefit obligations are discount rate and expected salary increase as disclosed in note 4.2.1. The sensitivity analysis below has been determined based on reasonably possible changes of the respective assumptions occurring at the end of the reporting period, while holding all other assumptions constant.

	Impact on defined benefit obligation		
	Change in Assumption	Increase in Assumption	Decrease in Assumption
		Rupees	Rupees
Discount Rate	1.00%	156,626,421	179,505,362
Salary Rate	1.00%	179,779,589	156,196,255

7.2.5 Risk exposure

Though its defined benefit gratuity scheme, the Company is exposed to a number of risks, the most significant of which are detailed below:

Changes in market yields on Government bonds - The discount rate used to compute the plan liabilities is based on the Government bond yields. A decrease in Government bond yields will increase the plan liabilities.

Inflation risk - The Company's gratuity obligation is linked to the salary of the members of the scheme. Therefore, increases in the salaries due to higher inflation will increase the plan liabilities.

Employee turnover - The plan obligations are to provide benefits for the period of employment of the members. Therefore, lower employee turnover will increase the plan liabilities.

'Life expectancy - The plan obligations are to provide benefits for the period of employment of the members, so increases in life expectancy will result in an increase in plan liabilities.

7.2.2.1 Plan assets are comprised of as follows:

	Note	2023 Rupees	2022 Rupees
Mutual fund		146,039,737	137,929,273
Balance at bank		956,140	8,470,997
Balance payable		(2,648,901)	(5,421,169)
		144,346,976	140,979,101

7.3 Accumulated compensated absences

The amounts recognized in Statement of Financial Position is as follows:

Present value of defined benefit obligation	7.3.1	46,138,745	37,531,136
Benefits payable		-	1,246,509
Closing net liability		46,138,745	38,777,645

7.3.1 The movement in the present value of the defined benefit obligation is as follows:

	2023 Rupees	2022 Rupees
Present value of defined benefit obligation as at start of the year	37,531,136	33,343,689
Current service cost	1,275,130	1,253,332
Past service cost	-	1,080,614
Interest cost	4,921,967	3,550,007
Benefits paid	(7,173,071)	(6,274,083)
Reversal of last year's payables	242,550	-
Benefits payable	-	(1,246,509)
Actuarial gain from changes in financial assumptions	50,316	56,468
Experience adjustment	9,290,717	5,767,618
Present value of defined benefit obligation as at year end	46,138,745	37,531,136
The amounts recognized in the statement of profit or loss are as follows:		
Current service cost	1,275,130	1,253,332
Net interest cost for the year	4,921,967	3,550,007
Past service cost	-	1,080,614
Actuarial gain from changes in financial assumptions	50,316	56,468
Experience adjustment	9,290,717	5,767,618
Total included in salaries, wages and amenities	15,538,130	11,708,039
Present value of defined benefit obligation as at start of the year	38,777,645	33,343,689
Expense chargeable to profit and loss	15,538,130	11,708,039
Benefits paid	(8,177,030)	(6,274,083)
Present value of defined benefit obligation as at year end	46,138,745	38,777,645

7.3.2 Sensitivity Analysis - Accumulated compensated absences

Significant assumptions for the determination of the defined obligation are discount rate and expected salary increase. The sensitivity analysis below have been determined based on reasonably possible changes of the respective assumptions occurring at the end of the reporting period, while holding all other assumptions constant.

Year and sensitivity analysis (\pm 100 bps) on defined benefit obligation

	Change in Assumption	Impact on defined benefit obligation	
		Increase in Assumption	Decrease in Assumption
		Rupees	Rupees
Discount Rate	1.00%	43,207,234	49,451,667
Salary Rate	1.00%	49,451,667	43,158,869

7.3.3 Risk exposure

The Company is exposed to a number of risks, the most significant of which are detailed below:

Final salary risk (linked to inflation risk) – the risk that the final salary at the time of cessation of service is greater than what we assumed. Since the benefit is calculated on the final salary (which will closely reflect inflation and other macroeconomic factors), the benefit amount increases as salary increases.

Mortality risk - The risk that the actual mortality experience is different than the assumed mortality. This effect is more pronounced in schemes where the age and service distribution is on the higher side.

Withdrawal risk - The risk of actual withdrawals experience is different from assumed withdrawal probability. The significance of the withdrawal risk varies with the age, service and the entitled benefits of the beneficiary.

8 Trade & Other Payables

	Note	2023 Rupees	2022 Rupees
Trade creditors	8.1	1,546,489,934	1,010,156,157
Accrued liabilities		358,896,976	280,165,861
Advances from customers	8.2	346,411,071	589,702,915
Workers' profits participation fund	8.3	658,131	3,886,106
Workers' welfare fund	8.4	250,090	2,386,026
Accrued finance cost		102,822,267	64,329,330
Other liabilities		23,434,519	11,356,619
		<u>2,378,962,988</u>	<u>1,961,983,014</u>

8.1 Trade creditors include amount due to holding Company of Rs 648.33 million (2022: Rs 455.50 million) and associated undertakings of Rs 129.17 million (2022: Rs 105.13 million).

8.2 These represent advances received from customers other than projects relating to sales against which revenue is recognized at a point in time.

8.3 Workers' profit participation fund

	Note	2023 Rupees	2022 Rupees
Balance at beginning of the year		3,886,106	1,697,216
Allocation for the period	29	658,131	3,886,106
		<u>4,544,237</u>	<u>5,583,322</u>
Less: Amount paid during the period		(3,886,106)	(1,697,216)
Balance at the end of the period		<u>658,131</u>	<u>3,886,106</u>

8.4 Workers' welfare fund

Balance at beginning of the year		2,386,026	2,386,026
Allocation for the period	29	250,090	-
		<u>2,636,116</u>	<u>2,386,026</u>
Less: Amount paid during the period		(2,386,026)	-
Balance at the end of the period		<u>250,090</u>	<u>2,386,026</u>

9 Contract liabilities

Opening contract liabilities		3,703,852	21,615,056
Revenue recognised that was included in the contract liabilities balance at the beginning of the period		(4,105,000)	(17,911,204)
Contract liabilities aroused during the year		9,540,632	-
Closing contract liabilities	9.1	<u>9,139,484</u>	<u>3,703,852</u>

9.1 This represents contract liabilities related to projects for which revenue is recognized over a period of time.

10 Short term finances - secured

The credit facilities available to the Company from various commercial banks aggregate to Rs 4,000 million (2022: Rs 3,691.23 million). These include letters of guarantee, letters of credit and cash finance facilities, which can be used interchangeably. These include a guidance limit amounting to Rs 66 million (2022: Rs 41.23 million). Moreover, as at December 31, 2023, the Company has unutilized credit facilities amounting to Rs 1,751.63 million (2022: Rs 1,146.69 million).

Mark up on cash finance ranges from 17.58% to 22.89% (2022: 10.00% to 17.58%) per annum as per agreements with banks. While mark up on export finance is charged at SBP rate plus 1.00% (2022: 1.00%) per annum.

The credit facilities are secured by way of first pari passu charge over all present and future current assets of the Company amounting to Rs 4,448 million (2022: Rs 4,448 million) and the guidance limit is secured by way of ranking charge amounting to Rs 556 million (2022: Rs 556 million).

11	Provisions for other liabilities & charges	Note	2023 Rupees	2022 Rupees
	Bonus to employees	11.1	57,914,053	72,785,823
		11.2	57,914,053	72,785,823
11.1	Movement in provisions for other liabilities and charges during the year is as follows:			Bonus to employees Rupees
	Balance as at January 1, 2023			72,785,823
	Provisions made during the year			61,841,448
	Less: payments/adjustments made during the year			(76,713,218)
	Balance as at December 31, 2023			57,914,053

11.2 This provision represents bonus to unionized and management staff as approved by the Board of Directors.

12	Due to provident fund	Note	2023 Rupees	2022 Rupees
	Balance at beginning of the year		4,387,914	5,109,849
	Contribution due		50,135,190	47,487,646
	Less: Amount paid during the year		(42,099,648)	(48,209,581)
	Balance at the end of the year	12.1	12,423,456	4,387,914

12.1 Investments out of provident fund have been made in accordance with the provision of the section 218 of the Companies Act, 2017 and the rules formulated for this purpose.

13 Contingencies and commitments

13.1 Contingencies

13.1.1 The Company has obtained bank guarantees of Rs. 547.14 million (December 2022: Rs. 508.87 million) against the performance of various contracts.

- 13.1.2** The Deputy Commissioner Inland Revenue ('DCIR') has issued order relating to tax year 2017 and raised demands, including default surcharge aggregating to Rs 35.60 million against the Company under sections 161 of Income Tax Ordinance 2001 ('ITO 2001') on account of non-withholding of taxes while making certain payments. Being aggrieved the Company filed appeals with the Commissioner Inland Revenue Appeals, which was remanded back to DCIR for fresh proceedings vide order dated May 14, 2019 . The management and the taxation expert of the Company believe that there are meritorious ground available to defend the foregoing demand. Consequently, no provision has been recorded in these financial statements.
- 13.1.3** The Deputy Commissioner Inland Revenue ('DCIR') has issued various orders relating to tax year 2015, 2016 and raised demands, including default surcharge aggregating to Rs 13.90 million against the Company under sections 161 of Income Tax Ordinance 2001 ('ITO 2001') on account of non-withholding of taxes while making certain payments. Being aggrieved the Company filed appeals with the Commissioner Inland Revenue Appeals, which was partially decided in favour of the Company and certain issues have been remanded back vide orders dated November 27, 2020 and January 29, 2021 relating to tax year 2016 and 2015 respectively. An amount of Rs 2.00 million has been confirmed vide the aforesaid orders out which the Company has filed an appeal before Appellate Tribunal Inland Revenue (ATIR) vide letter dated March 30, 2021 against a demand of Rs 1.80 million confirmed in the said order in respect of Tax year 2015 and conceded the remaining amount with respect to the tax year 2016. The management and the taxation expert of the Company believes that there are meritorious ground available to defend the foregoing demand. Consequently, no additional provision has been recorded in these financial statements.
- 13.1.4** The additional Commissioner Inland Revenue raised demand of Rs. 352.80 million vide order dated January 12, 2021 in respect of Tax year 2015 under section 122 of ITO 2001 on account of disallowances of certain expenditures and proration of expenses. Being aggrieved the Company filed an appeal before Commissioner Inland Revenue (Appeals). Consequently the Commissioner Inland Revenue (Appeals) annulled order in the Company's favour vide order dated August 13, 2021. Being aggrieved, the tax department filed an appeal before the Appellate Tribunal Inland Revenue (Appeals) which is still pending. The management and the taxation expert of the Company believe that there are meritorious ground available to defend the position of the Company. Consequently, no provision has been recorded in these financial statements.
- 13.1.5** The Deputy Commissioner Inland Revenue ('DCIR') issued order under section 161 for the tax year 2018 vide order dated November 26, 2021 and raised demand of Rs 69.18 million, including default surcharge aggregating to Rs 18.30 million against the Company under sections 161 of Income Tax Ordinance 2001 ('ITO 2001') on account of non-withholding of taxes while making certain payments. The Company filed an appeal with the Commissioner Inland Revenue Appeals ('CIR-A'), which was remanded back to the Tax Department. Being aggrieved, the Company filed an appeal on May 16, 2022 with the Appellate Tribunal Inland Revenue ('ATIR'), which is pending adjudication. The management and the taxation expert of the Company believe that there are meritorious ground available to defend the foregoing demand. Consequently, no provision has been recorded in these financial statements.

13.2 Commitments

Letters of credit other than for capital expenditure approximately Rs 25.11 million (2022: Rs 241.52 million).

14 Property, plant and equipment

	Freehold land	Buildings on freehold land	Plant and machinery	Tools, jigs and attachments	Patterns	Other equipment	Furniture and fixtures	Office machines and appliances	Vehicles	Rupees Total
Net carrying value basis										
Period ended December 31, 2023										
Opening net book value (NBV)	1,372,520	217,496,979	461,347,546	3,996,186	29,546,271	167,629,209	5,210,651	24,678,579	75,139,073	986,417,014
Additions (at cost)	-	-	12,617,151	2,699,698	38,638,571	38,471,848	2,728,100	27,733,693	229,900	123,118,961
Disposals (at NBV)	-	-	(421)	-	-	-	-	(16,538)	(1,659,500)	(1,676,459)
Depreciation charge	-	(9,280,922)	(81,507,368)	(1,075,028)	(10,953,980)	(33,286,502)	(1,574,895)	(9,965,724)	(13,093,466)	(160,737,885)
Closing net book value (NBV)	1,372,520	208,216,057	392,456,908	5,620,856	57,230,862	172,814,555	6,363,856	42,430,010	60,616,007	947,121,631
Gross carrying value basis										
As at December 31, 2023										
Cost	1,372,520	305,706,954	1,027,429,781	62,660,737	218,925,270	362,675,279	35,887,126	125,812,538	96,638,281	2,237,108,486
Accumulated depreciation	(97,490,897)	(97,490,897)	(634,972,873)	(57,039,881)	(161,694,408)	(189,860,724)	(29,523,270)	(83,382,528)	(36,022,274)	(1,289,986,855)
Net book value (NBV)	1,372,520	208,216,057	392,456,908	5,620,856	57,230,862	172,814,555	6,363,856	42,430,010	60,616,007	947,121,631
Depreciation rate % per annum	-	3.33	6.67 - 10.00	10.00	16.67	12.50	12.50	20.00	25.00	
Net carrying value basis										
Year ended December 31, 2022										
Opening net book value (NBV)	1,372,520	208,169,829	518,116,093	5,254,230	41,802,233	81,125,684	4,526,476	19,632,624	45,374,332	925,374,021
Additions (at cost)	-	18,420,449	26,786,152	-	-	109,723,285	3,025,009	13,589,058	67,241,785	238,785,738
Disposals (at NBV)	-	-	-	-	-	-	-	(4,632)	(28,516,908)	(28,521,541)
Depreciation charge	-	(9,093,299)	(83,554,699)	(1,258,044)	(12,255,962)	(23,219,760)	(2,340,834)	(8,538,470)	(8,960,136)	(149,221,204)
Closing net book value (NBV)	1,372,520	217,496,979	461,347,546	3,996,186	29,546,271	167,629,209	5,210,651	24,678,579	75,139,073	986,417,014
Gross carrying value basis										
As at December 31, 2022										
Cost	1,372,520	305,706,954	1,024,151,258	59,961,039	180,286,700	324,814,479	33,159,026	104,876,240	99,727,381	2,134,055,597
Accumulated depreciation	-	(88,209,975)	(562,803,712)	(55,964,853)	(150,740,429)	(157,185,270)	(27,948,375)	(80,197,661)	(24,588,308)	(1,147,638,583)
Net book value (NBV)	1,372,520	217,496,979	461,347,546	3,996,186	29,546,271	167,629,209	5,210,651	24,678,579	75,139,073	986,417,014
Depreciation rate % per annum	-	3.33	6.67 - 10.00	10.00	16.67	12.50	12.50	20.00	25.00	

14.1 The cost of fully depreciated property, plant and equipment which are still in use as at December 31, 2023 is Rs 565.04 million (2022: Rs 471.56 million).

14.2 The depreciation charge for the year has been allocated as follows:			
	Note	2023 Rupees	2022 Rupees
Cost of sales	26	144,897,379	137,932,381
Distribution and marketing expenses	27	4,855,081	2,487,203
Administration expenses	28	10,985,425	8,801,620
		160,737,885	149,221,204

14.3 Freehold land and building on owned land represents 89,157 square meters of factory land situated at Hazara Road, Hassanabdal and 1,163 square meters of head office situated at 16/2 Sir Agha Khan Road, Lahore.

14.4 Disposal of certain items of property, plant and equipment

Year ended December 31, 2023

Particulars of assets	Sold to	Cost	Accumulated depreciation	Book value	Sale proceeds	Gain/(Loss on disposal)	Mode of Disposal
Rupees							
Fixed assets sold having book value greater than Rs 500,000							
	Employees						
Suzuki Wagon R Ali Faizan BKR-909	Ali Faizan	1,094,000	547,000	547,000	650,020	103,020	Company Policy
	Third Parties						
KingLong - Services Karachi JF-8707	Muzammal Third Party	2,225,000	1,112,500	1,112,500	1,500,000	387,500	Company Policy
Fixed assets sold having book value less than Rs 500,000							
Other equipment	Irshad Ahmad-Scrap dealer	611,048	611,048	-	270,048	270,048	Company Policy
Office machines and appliances	Shaukat mehmood-Scrap dealer	7,107,835	7,091,297	16,538	1,539,386	1,522,848	Company Policy
Plant and machinery	Khurram shehzad-Scrap dealer	9,338,627	9,338,206	421	4,224,010	4,223,589	Company Policy
		20,376,510	18,700,051	1,676,459	8,183,464	6,507,005	

Year ended December 31, 2022		Sold to		Cost	Accumulated depreciation	Book value	Sale proceeds	Gain/(Loss on disposal)	Mode of Disposal
Particulars of assets		Sold to		Rupees	Rupees	Rupees	Rupees	Rupees	
Fixed assets sold having book value greater than Rs 500,000									
TOYOTA Fortuner Imran Malik LEF-16-6005		Imran Malik Director Sales		5,401,800	4,591,530	810,270	1,759,000	948,730	Company policy
		Directors							
		Employees							
Honda Civic VTI 1800CC Omer Siddiqi LEB-17-8781		Omer Siddiqi		2,727,260	1,363,630	1,363,630	1,918,070	554,440	Company Policy
Honda Civic Asim Maqbool LEA-18-124		Asim Maqbool		2,664,475	1,332,238	1,332,238	2,017,260	685,022	Company Policy
Toyota Corolla GLI Junaid Khalid LEC-18-4203		Junaid Khalid		2,096,319	1,048,160	1,048,160	1,544,728	496,568	Company Policy
Toyota Corolla 1600CC Rashida Majeed LEA-17-2856		Rashida Majeed		2,086,410	1,043,205	1,043,205	1,487,752	444,547	Company Policy
Honda City Aspire Imran Siddique LEE-18-1622		Imran Siddique		1,978,185	989,093	989,093	1,297,120	308,027	Company Policy
Honda City Rizwan Saeed LED-18-2212		Rizwan Saeed		1,846,293	923,147	923,147	1,152,820	229,673	Company Policy
Honda City Prosmatec M. Farooq LEC-18-6133		M. Farooq		1,846,293	923,147	923,147	1,152,820	229,673	Company Policy
Honda City Prosmatec Imran Ali HR LEA-17-5014		Imran Ali		1,791,260	895,630	895,630	1,260,006	364,376	Company Policy
Honda City 1500CC Waqas Wakeel LE-18-2401		Waqas Wakeel		1,786,260	893,130	893,130	1,269,988	376,858	Company Policy
Honda City 1300CC Ali Amjad LE-17-4927		Ali Amjad		1,706,810	853,405	853,405	1,124,930	271,525	Company Policy
Toyota Fortuner Tariq Ali RIA-17-765		Tariq Ali		5,510,034	4,683,529	826,505	1,882,500	1,055,995	Company Policy
Honda City 1300CC Badar Munir LE-18-3010		Badar Munir		1,591,960	795,980	795,980	1,058,328	262,348	Company Policy
Suzuki Swift DLX Fareed Yousef LE-18-2916		Fareed Yousef		1,411,400	705,700	705,700	860,036	154,336	Company Policy
Suzuki Cultus 1000CC Azhar Shah LE-16-4969		Azhar Shah		1,164,890	582,445	582,445	564,500	(17,945)	Company Policy
Suzuki Wagon R Firzoke Ahmad RIA-18-301		Firzoke Ahmad		1,117,490	558,745	558,745	547,000	(11,745)	Company Policy
		Third Parties							
Hyundai Tucson ABA-313		Khurram Imtiaz		6,193,476	1,096,761	5,096,715	5,900,000	803,285	Company Policy
Suzuki WagonR		Insurance Claim Received		2,099,000	65,596	2,033,404	2,100,000	66,596	Company Policy
Toyota Corolla Altis 1.8 Dhabeeji Project BCK-991		Transfer of Project Vehicle to Customer		2,399,000	1,199,500	1,199,500	1,199,500	-	Company Policy
Toyota Corolla XLI For Dhabeeji Project BLM-740		Transfer of Project Vehicle to Customer		1,759,000	879,500	879,500	879,500	-	Company Policy
Toyota Corolla XLI 1300 CC Dhabeeji Project BJU-479		Transfer of Project Vehicle to Customer		1,664,000	832,000	832,000	832,000	-	Company Policy
Toyota Corolla XLI 1300 CC Dhabeeji Project BJU-240		Transfer of Project Vehicle to Customer		1,664,000	832,000	832,000	832,000	-	Company Policy
Toyota Corolla XLI-Leb-10-9147		Khurram Imtiaz Third Party		1,331,718	665,859	665,859	1,300,000	634,141	Company Policy
Swift (DLX) 1300cc Dhabeeji Project BHV-605		Transfer of Project Vehicle to Customer		1,327,000	663,500	663,500	663,500	-	Company Policy
Suzuki Swift DLX LEF-14-3038		Khurram Imtiaz Third Party		1,282,000	641,000	641,000	1,100,000	459,000	Company Policy
Cultus 1000cc Dhabeeji Project BHW-482		Transfer of Project Vehicle to Customer		1,129,000	564,500	564,500	564,500	-	Company Policy
Cultus 1000cc Dhabeeji Project BJB-931		Transfer of Project Vehicle to Customer		1,129,000	564,500	564,500	564,500	-	Company Policy
Fixed assets sold having book value less than Rs 500,000									
Computer Equipment		Employees & Third Parties		4,371,613	4,366,980	4,633	116,603	111,970	
				63,075,946	34,554,410	28,521,541	36,948,961	8,427,420	

15 Intangible Assets

	Note		Rupees
Net carrying value basis			
Year ended December 31, 2023			
Opening net book value (NBV)			274,581
Additions (at cost)			611,280
Disposals (at NBV)			-
Amortization charge	15.1		(164,541)
Closing net book value (NBV)			721,320
Gross carrying value basis			
As at December 31, 2023			
Cost			42,992,582
Accumulated amortisation			(42,271,262)
Net book value (NBV)			721,320
Amortization Rate % per annum			33.33%
Net carrying value basis			
Year ended December 31, 2022			
Opening net book value (NBV)			5,533,712
Additions (at cost)			324,000
Disposals (at NBV)			-
Amortization charge			(5,583,131)
Closing net book value (NBV)			274,581
Gross carrying value basis			
As at December 31, 2022			
Cost			42,381,302
Accumulated amortisation			(42,106,721)
Net book value (NBV)			274,581
Amortization Rate % per annum			33.33%
	Note	2023 Rupees	2022 Rupees

15.1 The amortisation charge for the year has been allocated as follows:

Cost of sales	26	-	3,724,875
Distribution and marketing	27	-	1,695,933
Administration expenses	28	164,541	162,323
		164,541	5,583,131

15.2 The cost of fully amortized software which are still in use as at December 31, 2023 is Rs 42.06 million (2022: Rs 41.79 million).

16 Capital work in progress

	Note	2023 Rupees	2022 Rupees
Advance for land		229,800	229,800
Plant & Machinery		1,175,629	1,050,000
Pattern			6,650,660
Others		146,398,556	1,349,000
	16.1	147,803,985	9,279,460

16.1 Reconciliation of the carrying amount of capital work in progress to:

2023				
	Balance as at December 31,2022	Additions	Transfers to PPE	Balance as at December 31,2023
	Rupees	Rupees	Rupees	Rupees
Building	-	-	-	-
Intangibles	360,000	821,280	(611,280)	570,000
Plant & Machinery	1,050,000	9,433,857	(9,308,228)	1,175,629
Patterns	6,650,660	34,687,610	(41,338,270)	-
Advance for vehicles	-	229,900	(229,900)	-
Advance for land	229,800	-	-	229,800
Other equipments	989,000	217,082,121	(72,242,565)	145,828,556
Balance as at December 31	9,279,460	262,254,768	(123,730,243)	147,803,985
2022				
	Balance as at December 31,2021	Additions	Transfers	Balance as at December 31,2022
	Rupees	Rupees	Rupees	Rupees
Building	22,270,315	248,438	(22,518,753)	-
Intangibles	-	684,000	(324,000)	360,000
Plant & Machinery	4,659,858	22,026,294	(25,636,152)	1,050,000
Patterns	3,776,661	2,873,999	-	6,650,660
Advance for vehicles	31,157,776	14,256,344	(45,414,120)	-
Advance for land	229,800	-	-	229,800
Other equipments	6,372,772	104,705,639	(110,089,411)	989,000
Balance as at December 31	68,467,182	144,794,714	(203,982,436)	9,279,460

17 Long term loans and deposits

	Note	2023 Rupees	2022 Rupees
Loans to employees - considered good			
Executives	17.1	479,735	862,475
Others		4,130,496	3,836,228
		4,610,231	4,698,703
Less: Receivable within one year	23	(2,190,794)	(2,962,711)
		2,419,437	1,735,992
		2,419,437	1,735,992

17.1 Reconciliation of the carrying amount of loans to:

	Executives	
	2023 Rupees	2022 Rupees
Balance as at January 1	862,475	2,661,710
Disbursements during the year	276,000	70,000
Less: Repayments during the year	(658,740)	(1,869,235)
Balance as at December 31	479,735	862,475

17.1.1 These represent interest free loans to Executives. Loans are given for house building, purchase of vehicles and for use in marriages of employees and their dependents. These are repayable in monthly installments over a period of 24 to 36 months (2022: 24 to 36 months).

17.1.2 The maximum aggregate amount due from Executives at any time during the year was Rs 1.71 million (2022: Rs 1.13 million) respectively.

18**Deferred tax assets**

	2023 Rupees	2022 Rupees
The assets / (liabilities) for deferred tax comprises temporary differences relating to:		
Accelerated tax depreciation	(64,302,633)	(71,404,442)
Provision for doubtful debts	60,612,740	27,608,101
Accumulated compensated absences	14,677,131	15,750,012
Ex-gratia and other adjustment	2,479,341	3,242,279
Unused tax losses	110,200,000	90,789,859
Net deferred tax asset at the year end	123,666,579	65,985,809
The gross movement in net deferred tax asset during the year is as follows:		
Opening Balance	65,985,809	31,898,873
Credited to profit or loss	55,201,429	30,844,656
Charged to other comprehensive income - net of other adjustment	2,479,341	3,242,280
Closing balance	123,666,579	65,985,809

- 18.1** The Company has not recognized deferred tax asset amounting to Rs 277.19 million (2022: Rs 228.21 million) in respect of minimum tax under section 113 of the Income Tax Ordinance, 2001, as sufficient taxable profits may not be available to set off before these are set to expire from the tax year 2025 to 2027. The Company has also not recognized deferred tax asset amounting to Rs 368.00 million (2022: Rs 250.45 million) in respect of taxable losses as sufficient taxable profits may not be available. Included in the taxable losses is an amount of Rs 224.53 million (2022: Rs 135.89 million) relating to business losses, which are set to expire in the tax year 2030.

19 Stores, spares and loose tools

	Note	2023 Rupees	2022 Rupees
Stores, spares and loose tools	19.1	164,263,404	128,659,249
		164,263,404	128,659,249

- 19.1** Most of the items of stores, spare parts and loose tools are of inter-changeable nature and can be used as machine spares or consumed as stores. Accordingly, it is not practical to distinguish stores from spares until their actual usage.

20 Stock-in-trade

	Note	2023 Rupees	2022 Rupees
Raw materials	20.1	808,136,338	747,505,649
Work in process		510,026,948	444,420,681
Finished goods		78,222,721	50,294,663
		1,396,386,007	1,242,220,993
Less: Provision for obsolescence	20.2	(17,956,003)	(47,956,003)
		1,378,430,004	1,194,264,990

- 20.1** This includes stock in transit amounting to Rs 118.76 million (2022: Rs 82.94 million).

20.2 Provision for obsolescence

	Note	2023 Rupees	2022 Rupees
Opening provision		47,956,003	51,956,003
Less: reversal of specific provision	20.2.1	(30,000,000)	(4,000,000)
Closing provision		17,956,003	47,956,003

- 20.2.1** The reversal of provision pertains to the reduction in slow moving stock which has either been sold or consumed during the year.

21 Trade debts - unsecured

	Note	2023 Rupees	2022 Rupees
Considered good			
Related parties - KSB group companies	21.1	595,527,772	608,476,197
Related parties - common directorship	21.1	-	67,305
Others		1,166,441,500	1,064,344,907
		1,761,969,272	1,672,888,409
Considered doubtful		209,009,448	117,480,599
		1,970,978,720	1,790,369,008
Less: Loss allowance	21.3	(209,009,448)	(117,480,599)
		1,761,969,272	1,672,888,409

21.1 Due from related parties - considered good

	Note	2023 Rupees	2022 Rupees
Related parties - KSB group companies			
KSB Finland Oy		112,288,962	-
KSB ITUR ,Spain		101,282,800	3,034,309
KSB Pumps And Valves (Pty), South Africa		73,999,040	53,961,189
KSB Italia		52,687,594	2,577,989
KSB Taiwan Co., Limited		49,920,025	2,465,784
KSB SE & Co. KGaA, Germany		35,477,699	30,747,889
KSB Pumps Inc.		33,966,030	19,750,743
KSB Service GmbH		25,369,541	4,886,105
KSB Malaysia Pumps & Valves Sdn Bhd		21,463,575	4,465,701
KSB Service LLC		17,830,340	18,041,463
KSB Pumps and valves L.t.d.		15,686,983	-
KSB Pumps Arabia Ltd.		12,936,930	3,756,589
KSB ZAMBIA LIMITED		10,457,522	35,169,891
KSB Singapore (Asia Pacific), Singapore		8,672,771	8,280,154
KSB Pumps Co. Ltd.		7,629,808	-
KSB Pompes et Robinetteries		7,484,797	-
KSB Polska Sp.		5,987,522	8,359,348
KSB Shanghai Pump Co., Ltd.		2,067,367	2,949,904
PT KSB Indonesia		296,157	25,584,398
KSB Australia		22,309	58,905,954
KSB Pumps Co. Ltd. Thailand		-	124,574,144
KSB Chile S.A.		-	56,046,589
KSB Pompa, Armatür Sanayi, Turkey		-	48,896,178
KSB SAS		-	36,969,787
KSB Ecuador S.A.		-	21,579,683
KSB Sverige AB,Sweden		-	19,297,365
KSB Pumps and valves Limited, Slovenia		-	12,568,407
KSB Colombia SAS		-	2,371,269
KSB PUMPS AND VALVES Limited-keniya		-	1,302,044

PT. KSB Sales Indonesia		-	1,040,408
KSB PHILIPPINES, INC.		-	802,147
KSB Inc.		-	90,766
		595,527,772	608,476,197
Related parties - common directorship			
Security Papers Limited		-	67,305
		-	67,305
		595,527,772	608,543,502

21.1.1 The maximum aggregate amount of trade receivable from related parties at the end of any month during the year was Rs 603.49 million (2022: Rs 608.54 million). No interest has been charged on the amounts due from related parties.

21.2 These customers have no history of default.

21.3 Movement of loss allowance recognized in profit or loss during the year is as follows:

	Note	2023 Rupees	2022 Rupees
Opening as at January 1		117,480,599	113,109,366
Increase during the year	21.3.1	109,582,032	40,649,581
Less: Write offs during the year		(18,053,183)	(778,348)
Less: Specific provision written back during the year		-	(35,500,000)
Closing as at December 31		209,009,448	117,480,599

21.3.1 The write back of provision pertains to reversal of specific provision made in the prior period.

21.3.2 For age analysis of trade debts refer to note 41.1.2.1.1.

21.4 Included in trade debts is an amount of Rs 101.20 million (2022: Rs 101.20 million) receivable from Punjab Saaf Pani Company. The Company had filed writ petition in the Honorable Lahore High Court on September 16, 2020 for recovery of the outstanding balances from the aforementioned Company, which is pending adjudication.

22

Contract assets

	Note	2023 Rupees	2022 Rupees
Contract assets	22.1	603,873,612	715,249,423
Less: Loss allowance	22.2	(93,844,767)	(92,553,275)
		510,028,845	622,696,148

22.1 The closing loss allowances for contract assets as at December 31, 2023 reconcile to the opening loss allowances as follows:

	Note	2023 Rupees	2022 Rupees
Opening loss allowance as at January 1		92,553,275	37,129,330
(Decrease) / Increase in loss allowance recognised in profit or loss during the year		1,291,492	55,423,945
Closing loss allowance as at December 31		93,844,767	92,553,275

22.2 This represents contract assets related to long term government projects.

23 Advances, deposits, prepayments and other receivables

	Note	2023 Rupees	2022 Rupees
Current portion of long term loans to employees	17	2,190,794	2,962,711
Short term advances to employees- considered good	23.1 & 23.2	6,603,387	16,581,582
Advances to suppliers and contractors			
Considered good		237,710,781	141,730,305
Considered doubtful		2,401,119	1,431,619
		240,111,900	143,161,924
Due from related parties	23.3	19,884,962	16,080,661
Trade deposits and prepayments			
Considered good		73,040,926	68,457,313
Considered doubtful		18,831,727	19,801,227
		91,872,653	88,258,540
Letters of credit, deposits and opening charges		4,302,038	18,695,431
Claims Recoverable from Government			
Sales tax receivable		282,611,887	181,377,247
Other receivables			
Considered good		3,732,504	3,802,504
Considered doubtful		275,000	275,000
		4,007,504	4,077,504
		651,585,125	471,195,600
Less: Provision for doubtful amounts	23.4	(21,507,846)	(21,507,846)
		630,077,279	449,687,754

23.1 Short term advances to employees are given without any collateral security. These represent interest free advances to employees for the purpose of the site expenses, local travels and foreign tours . Advances to employees exceeding rupees one million includes advances to Mr. Khalid Yousifi (Procurement head) of Rs Nil (2022: Rs 3.00 million), Mr. Umar Siddique (Technical accounts manager, sales and marketing) of Rs 1.11 million (2022: Rs 2.40 million), and Mr. Matraf Rasul (Deputy general manager, services) of Rs Nil (2022: Rs 4.00 million).

23.2 Short term advances to employees includes the amount due from executives of Rs 1.23 million (2022: Rs 5.19 million).

23.3 Due from related parties

	Note	2023 Rupees	2022 Rupees
Holding Company			
KSB SE & Co. KGaA, Germany		7,062,455	7,380,777
Associated undertakings			
KSB SAS, France		1,193,936	111,191
KSB Middle East FZE, UAE		6,428,258	4,634,163
KSB Service LLC		3,057,222	2,487,676
PT. KSB Indonesia		1,453,456	1,182,707
KSB Service GmbH		689,635	284,147
		12,822,507	8,699,884
		19,884,962	16,080,661

23.4 Provision for doubtful advances

Opening balance		21,507,846	19,647,846
Provision made during the year		-	1,860,000
		21,507,846	21,507,846

24 Cash and bank balances

At banks			
Saving accounts	24.1 & 24.2	96,694,421	119,813,940
Current accounts		61,722,617	85,522,740
		158,417,038	205,336,680
Cash in hand		71,481	159,501
		158,488,519	205,496,181

24.1 The balances in saving accounts bear mark-up which ranges from 16.25% to 20.50% (2022: 7.25% to 14.50%) per annum.

24.2 Included in the balance are Term deposit receipts amounting Rs 20.00 million (2022: Rs 20.00 million) bearing interest rate from 9.10% to 15.00% (2022: 6.00% to 11.00%) per annum.

25 Sales

	Note	2023 Rupees	2022 Rupees
Local Sales			
Product Sales		4,287,047,358	3,493,783,293
Project Sales		375,549,757	813,824,877
	25.1	4,662,597,115	4,307,608,170
Less: Sales tax		(744,444,256)	(599,933,241)
		3,918,152,859	3,707,674,929
Export sales			
		1,836,886,951	1,257,386,298
	25.2	5,755,039,810	4,965,061,227

25.1 This represents revenue from contracts with customers.

25.2 Disaggregation of revenue

25.2.1 The details of export sales made in each foreign jurisdiction along with break up into significant categories are as follows:

	Export sales via confirmed LC		Export sales via contract		Total	
	2023 Rupees	2022 Rupees	2023 Rupees	2022 Rupees	2023 Rupees	2022 Rupees
Foreign jurisdiction wise sales						
Asia	-	-	528,460,439	371,479,270	528,460,439	371,479,270
Australia	-	-	17,381,142	63,606,657	17,381,142	63,606,657
Africa	44,723,337	-	166,322,119	209,101,944	211,045,456	209,101,944
Europe	-	-	943,160,494	452,443,660	943,160,494	452,443,660
South America	-	-	89,229,648	85,573,580	89,229,648	85,573,580
North America	-	-	47,609,772	75,181,187	47,609,772	75,181,187
	44,723,337	-	1,792,163,614	1,257,386,298	1,836,886,951	1,257,386,298

25.2.2 The Company's net revenue disaggregated by pattern of revenue recognition is as follows:

	Note	2023 Rupees	2022 Rupees
Revenue recognized at a point in time		5,655,876,800	4,482,537,008
Revenue recognized over time		99,163,010	482,524,219
		5,755,039,810	4,965,061,227

25.2.3 The Company's net revenue disaggregated by major product lines is as follows:

Product Sales			
Pumps and valves		4,265,556,808	3,300,516,412
Castings		658,803,723	689,628,778
		4,924,360,531	3,990,145,190
Services		731,516,269	492,391,818
Project sales - revenue recognized over time		99,163,010	482,524,219
		5,755,039,810	4,965,061,227

25.3 The following aggregated amounts of transaction prices relate to the performance obligations from existing contracts that are unsatisfied or partially unsatisfied as at December 31, 2023:

	2024 Rupees	2025 Rupees	2026 Rupees	Total Rupees
Revenue expected to be recognised	29,572,634	3,013,000	-	32,585,634

26 Cost of goods sold

	Note	2023 Rupees	2022 Rupees
Raw material consumed		2,995,305,443	2,388,744,131
Salaries, wages, amenities and staff welfare	26.2	378,384,652	346,740,538
Staff training		798,883	227,106
Electricity and power		172,631,077	207,432,531
Stores and spares consumed		311,545,147	279,355,705
Insurance		19,230,399	6,998,558
Travelling and conveyance		75,261,692	47,027,906
Postage and telephone		6,724,988	4,750,253
Printing and stationery		4,303,807	6,384,468
Rent, rates and taxes		3,958,974	4,524,723
Repairs and maintenance		33,981,754	30,201,723
Legal & professional charges		5,658,500	10,463,801
SAP user licence fee & other IT services		68,487,778	44,603,463
Packing expenses		3,831,018	56,043,805
Outside services	26.1	435,149,317	324,996,504
Depreciation on property, plant and equipment	14.2	144,897,379	137,932,381
Amortization of intangible assets	15.1	-	3,724,875
Warranties		9,748,753	-
Other expenses		5,045,446	6,023,719
		4,674,945,007	3,906,176,190
Opening work-in-process		444,420,681	648,779,233
Less: Closing work-in-process		(510,026,948)	(444,420,681)
Less: (Increase) / decrease in work-in-process		(65,606,267)	204,358,552
Cost of goods manufactured		4,609,338,740	4,110,534,742
Opening stock of finished goods		50,294,663	130,072,537
Less: Closing stock of finished goods		(78,222,721)	(50,294,663)
Less: (Increase) / decrease in finished goods		(27,928,058)	79,777,874
		4,581,410,682	4,190,312,616

26.1 Outside cost includes contract cost amounting to Rs 223.00 million (2022: Rs 325.00 million).

26.2 Salaries, wages, amenities and staff welfare

Salaries, wages, amenities and staff welfare include following in respect of retirement and other benefits:

	Note	2023 Rupees	2022 Rupees
Gratuity fund			
Current service cost		9,317,764	8,766,214
Interest cost		10,082,546	8,340,428
Expected return on plan assets		(9,402,854)	(8,329,160)
		9,997,456	8,777,482
Ex-gratia			
Current service cost		1,084,703	1,066,774
Interest cost		3,254,049	3,061,576
		4,338,752	4,128,350
Accumulated compensated absences			
Current service cost		649,169	463,733
Past service cost		-	399,827
Interest cost		2,505,773	1,313,502
Loss arising on present value of defined benefit obligation		4,755,520	2,154,912
		7,910,462	4,331,974

26.2.1 In addition to above, salaries, wages, amenities and staff welfare include Rs 9.21 million (2022: Rs 11.76 million) in respect of provident fund contribution by the Company.

27 Distribution and marketing expenses

	Note	2023 Rupees	2022 Rupees
Salaries, wages, amenities and staff welfare	27.1	209,277,744	146,102,562
Staff training		70,650	-
Insurance		1,495,698	544,332
Travelling, conveyance and representations		44,672,967	25,527,718
Rent, rates and taxes		5,818,076	4,689,844
Publicity charges		19,981,135	6,705,039
Electricity, gas and water		7,147,898	6,304,120
Postage and telephone		2,638,436	1,545,285
Printing and stationery		2,257,612	1,355,317
Repairs and maintenance		13,923,710	2,259,504
Legal and professional charges		1,525	107,272
SAP user license fee and other IT services		29,469,784	19,192,540
Contract services		8,648,855	5,498,067
Forwarding expenses		81,081,646	62,779,512
Commission expenses		-	12,041,533
Depreciation on property, plant and equipment	14.2	4,855,081	2,487,203
Amortization of intangible assets	15.1	-	1,695,933
Royalty and trademark	27.2	33,760,686	12,849,695
Other expenses		8,604,627	3,062,498
		473,706,130	314,747,974

27.1 Salaries, wages, amenities and staff welfare

Salaries, wages, amenities and staff welfare include following in respect of retirement and other benefits:

	Note	2023 Rupees	2022 Rupees
Gratuity fund			
Current service cost		5,152,132	4,830,362
Interest cost		5,575,009	4,595,745
Expected return on plan assets		(5,199,182)	(4,589,537)
		5,527,959	4,836,570
Accumulated compensated absences			
Current service cost		267,012	275,733
Past Service cost		-	237,735
Interest cost		1,030,660	781,002
Loss arising on present value of defined benefit obligation		1,956,012	1,281,299
		3,253,684	2,575,769

27.1.1 In addition to above, salaries, wages, amenities and staff welfare include Rs 14.71 million (2022: Rs 5.99 million) in respect of provident fund contribution by the Company.

27.2 This represents amount due to KSB SE & Co. KGaA, having its registered office situated at 67227 Johann-Klein-Street 09, Frankenthal, Germany, on account of royalty and trademark fee. Under the trademark agreement KSB SE & Co. KGaA grants exclusive rights to the Company for use of its brand name with certain terms and conditions.

28 Administration expenses

	Note	2023 Rupees	2022 Rupees
Salaries, wages, amenities and staff welfare	28.1	155,623,017	136,687,768
Staff training		564,109	220,000
Insurance		1,141,941	733,361
Travelling, conveyance and representations		27,101,617	14,838,220
Rent, rates and taxes		566,403	2,318,876
Electricity, gas and water		9,246,259	9,684,526
Postage and telephone		6,077,454	7,606,388
Printing and stationery		2,669,829	2,397,945
Repairs and maintenance		7,678,903	12,112,940
Contract services		9,758,198	9,080,821
Professional services	28.2	28,503,347	11,383,515
SAP user licence fee & other IT services		19,921,574	12,974,157
Depreciation on property, plant and equipment	14.2	10,985,425	8,801,620
Amortization of Intangible assets	15.1	164,541	162,323
Other expenses		6,466,831	4,311,949
		286,469,448	233,314,409

28.1 Salaries, wages, amenities and staff welfare

Salaries, wages, amenities and staff welfare include following in respect of retirement and other benefits:

	Note	2023 Rupees	2022 Rupees
Gratuity fund			
Current service cost		3,832,527	4,293,656
Interest cost		4,147,093	4,085,107
Expected return on plan assets		(3,867,526)	(4,079,589)
		4,112,094	4,299,174
Accumulated compensated absences			
Current service cost		358,949	513,866
Interest cost		1,385,534	1,455,503
Past service cost		-	443,052
Loss arising on present value of defined benefit obligation		2,629,501	2,387,875
		4,373,984	4,800,296

28.1.1 In addition to above, salaries, wages, amenities and staff welfare include Rs 4.19 million (2022: Rs 5.30 million) in respect of provident fund contribution by the Company.

28.2 Audit and taxation services

	Note	2023 Rupees	2022 Rupees
The professional services include the following amounts relating to audit and taxation services:			
Statutory audit		1,572,165	1,001,039
Review of half yearly financial statements		511,875	305,078
Audit of funds, consolidation forms and sundry services		1,808,625	1,300,000
Taxation services		386,945	1,050,000
Out of pocket expenses		569,702	518,883
		4,849,312	4,175,000

29 Other operating expenses

Workers' profits participation fund		658,131	3,886,106
Workers' welfare fund		250,090	-
Donations	29.1	50,000	2,493,145
Donations		8,287,920	-
		9,246,141	6,379,251

29.1 Party wise breakup of donations (net of receipts) where donation to a single party exceeds 10% of total donations or Rs 1.00 million, whichever is higher, is as follows:

Particulars

German Embassy		50,000	-
Alkhidmat Foundation		-	1,050,544
Taryaq Welfare Organization		-	186,763
Akhuwat Foundation		-	1,068,052
	29.1.1	50,000	2,305,359

29.1.1 The figures have been adjusted with contributions received relating to donations for flood affectees from the Holding Company as well as the employees amounting to Rs Nil (2022: Rs 4.70 million) and Rs Nil respectively (2022: Rs 2.90 million).

29.1.2 The Company's Directors and their spouses have no interest in the donees at the reporting date.

30 Other operating income

	Note	2023 Rupees	2022 Rupees
Income from financial assets:			
Profit on bank accounts		8,669,824	4,960,765
Exchange gain - net		-	92,217,460
		8,669,824	97,178,225
Income from non-financial assets:			
Commission		5,576,614	1,938,566
Interest on long term deposits	30.1	-	21,884,638
Sale of scrap		29,790,280	30,998,557
Profit on sale of property, plant and equipment		6,507,005	8,427,420
Amortization of deferred government grant		-	4,219,302
Reversal of provision for obsolete and slow moving stock - net of provision		30,000,000	4,000,000
Sundry income		10,643,437	1,013,178
		82,517,336	72,481,661
		91,187,160	169,659,886

30.1 This includes interest income on Term Deposit received amounting to Rs. 3.22 million (2022 : Rs. 1.63 million).

30.2 This represents interest income on security deposit of Rs 60.00 million received on account of post arrest bail of former Managing Director of the Company in the prior year.

31 Finance cost

	Note	2023 Rupees	2022 Rupees
Mark-up on short term finances - secured	31.1	356,653,253	230,202,496
Mark-up on long term loan - secured	31.2	-	7,562,224
Mark-up on long term loan - secured	31.3	-	4,719,193
Bank and other charges		15,613,397	11,858,480
		372,266,650	254,342,393

31.1 This represents mark-up paid under conventional mode of financing arrangements.

31.1.2 This represents mark-up paid under islamic mode of financing arrangements in prior year.

31.3 The company has repaid the loan in the year 2022.

32 Income tax expense

	Note	2023 Rupees	2022 Rupees
Current tax			
- Current year		69,855,107	61,065,026
- Prior year		-	-
		69,855,107	61,065,026
Deferred tax			
		(58,443,708)	(31,216,084)
		11,411,399	29,848,942

32.1 Tax expense on items recognized in other comprehensive loss

Remeasurements of defined benefit liability		762,938	2,870,852
		762,938	2,870,852

32.2 Relationship between tax expense and accounting profit

	2023 %	2022 %
Applicable tax rate	29.00%	29.00%
Tax effect under presumptive tax regime and others	-598.97%	-131.99%
Effect of deferred tax not recognized on minimum tax	399.67%	63.32%
Effect of deferred tax not recognized on tax losses	339.53%	99.23%
Permanent differences and others	-262.28%	-18.78%
Average effective tax rate charged to statement of profit or loss	-93.05%	40.78%

33 Earnings per share

33.1 Basic earnings per share

		Note	2023 Rupees	2022 Rupees
Profit for the year	Rupees		842,996	43,342,002
Weighted average number of ordinary shares	Numbers	5.2	13,200,000	13,200,000
Earnings per share	Rupees		0.06	3.28

33.2 Diluted earnings per share

A diluted earnings per share has not been presented as the Company does not have any convertible instruments in issue as at December 31, 2023 which would have any effect on the earnings per share if the option to convert is exercised.

34 Cash generated from operations

	Note	2023 Rupees	2022 Rupees
Profit before taxation		12,254,395	73,190,944
Adjustment for:			
Depreciation of property, plant and equipment	14.2	160,737,885	149,221,204
Amortization of intangible assets	15	164,541	5,583,131
Loss allowance	41	110,873,524	62,433,526
Profit on sale of property, plant and equipment	30	(6,507,005)	(8,427,420)
Amortization of deferred government grant	30	-	(4,219,302)
Reversal of provision for obsolete and slow moving stock	30	(30,000,000)	(4,000,000)
Exchange loss - net	29	8,287,920	-
Exchange gain - net		-	(92,217,460)
Finance cost	31	372,266,650	254,342,393
Provision for employees' retirement and other benefits	7	39,514,391	33,749,615
Working capital changes	34.1	(88,647,257)	191,263,572
		578,945,044	660,920,203

34.1 Working capital changes

	Note	2023 Rupees	2022 Rupees
Decrease / (increase) in current assets:			
Stores, spares and loose tools		(35,604,155)	(9,025,307)
Stock-in-trade		(154,165,014)	254,244,589
Trade debts		23,558,413	113,745,438
Contract asset		111,375,811	(108,057,677)
Advances, deposits, prepayments and other receivables		(180,389,525)	13,845,925
		(235,224,470)	264,752,968
(Decrease) / increase in current liabilities:			
Trade and other payables		147,977,809	(57,634,739)
Contract liabilities		5,435,632	(17,911,204)
Due to provident fund		8,035,542	(721,935)
Provisions for other liabilities and charges		(14,871,770)	2,778,482
		146,577,213	(73,489,396)
		(88,647,257)	191,263,572

39.1 Transactions with related parties

		Note	2023 Rupees	2022 Rupees
Relationship with the Company	Nature of Transactions			
Holding Company	Sale of products		181,778,913	78,648,915
	Purchase of products		622,139,329	348,699,605
	Commission income		3,803,716	1,076,674
	Royalty and Trademark		33,760,686	12,849,695
	SAP user fee		117,879,136	76,770,160
	Dividend Paid		-	6,607,029
Associated Companies	Sale of products		1,609,917,327	1,131,875,846
	Purchase of products		243,929,704	101,451,828
	Commission income		1,772,898	861,892
	Commission expense		-	9,603,534
Staff retirement benefits	Expense charged in respect of			
	Ex-gratia scheme	7.1	4,338,752	4,128,350
	Gratuity fund	7.2	19,637,509	17,913,226
	Accumulated compensated absences	7.3	15,538,130	11,708,039
	Provident fund		26,665,181	23,052,067

39.2 Related parties incorporated outside Pakistan

Information about the related parties incorporated outside Pakistan with whom the Company had entered into transactions during the year is as follows:

39.2.1 Associated Companies

Name of Company	Country of incorporation	Basis of Association	Aggregate percentage of shareholding
KSB SE & Co. KGaA	Germany	Holding Company	58.89%
KSB Service LLC	United Arab Emirates	Common Control	Nil
KSB Pumps Inc.	Canada	Common Control	Nil
KSB BV	Netherlands	Common Control	Nil
KSB Pumps Co. Ltd.	Thailand	Common Control	Nil
KSB-Pumpy+Armaturny s.r.o., Koncern	Czech Republic	Common Control	Nil
KSB Pumps Arabia Ltd.	Saudi Arabia	Common Control	Nil
KSB Taiwan Co., Ltd.	Taiwan	Common Control	Nil
KSB Hungary Kft.	Hungary	Common Control	Nil
KSB Limited	Great Britain	Common Control	Nil
KSB Pompy I Armaturny Sp. z o.o	Poland	Common Control	Nil
KSB Service GmbH	Germany	Common Control	Nil
KSB-Pompa, Armatür Sanayi	Turkey	Common Control	Nil
KSB Philippines, Inc.	Philippines	Common Control	Nil
PT. KSB Indonesia	Indonesia	Common Control	Nil

Name of Company	Country of incorporation	Basis of Association	Aggregate percentage of shareholding
KSB Italia S.p.A.	Italy	Common Control	Nil
KSB Pumps and Valves (Pty) Ltd.	South Africa	Common Control	Nil
KSB Chile S.A.	Chile	Common Control	Nil
KSB Australia Pty Ltd	Australia	Common Control	Nil
KSB Sverige AB	Sweden	Common Control	Nil
KSB Singapore	Singapore	Common Control	Nil
KSB Middle East FZE	United Arab Emirates	Common Control	Nil
KSB Algérie Eurl	Algeria	Common Control	Nil
KSB Malaysia Pumps & Valves Sdn Bhd	Malaysia	Common Control	Nil
KSB Pumps and valves L.t.d.	Slovenia	Common Control	Nil
KSB Vietnam Co., Ltd.	Vietnam	Common Control	Nil
KSB SA Chateauroux France	France	Common Control	Nil
KSB S.A.S.	France	Common Control	Nil
KSB Shanghai Pump Co., LTD	China	Common Control	Nil
KSB ITUR Spain S.A.	Spain	Common Control	Nil
KSB Bombas Hidraulicas S.A.	Brazil	Common Control	Nil
Dalian KSB Amr'l	China	Common Control	Nil
KSB Valves (Changzhou) Co.,Ltd.	China	Common Control	Nil

40 Remuneration of Chief Executive, Directors and Executives

40.1 'The aggregate amount charged in the financial statements for the year for remuneration, including certain benefits, to the Chief Executive, full time working Director and Executives of the Company is as follows:

	Chief Executive		Director		Executives	
	2023 Rupees	2022 Rupees	2023 Rupees	2022 Rupees	2023 Rupees	2022 Rupees
Short term employee benefits						
Managerial remuneration	29,400,000	27,400,000	-	-	125,802,898	151,576,656
Bonus / sales incentive	8,086,488	2,985,000	-	-	22,119,643	12,631,388
Leave fare assistance	2,450,000	2,250,000	-	-	10,483,575	12,631,388
House rent	-	-	-	-	56,611,294	68,209,512
Utilities	1,290,513	1,140,282	-	-	12,580,338	15,157,666
Meeting fee	-	-	950,000	750,000	-	-
Medical and other expenses	2,088,680	2,031,273	-	-	27,869,695	20,374,478
	43,315,681	35,806,555	950,000	750,000	255,467,443	280,581,088
Post employment benefits						
Contribution to gratuity and provident fund	5,390,000	5,190,000	-	-	23,063,865	27,789,054
	48,705,681	40,996,555	950,000	-	278,531,308	308,370,142
Number of persons	1	1	5	5	57	96

- 40.2** The Company also provides its Chief Executive and some of its Executives, Company maintained cars and mobile phones.
- 40.2.1** Furthermore, the Company provides security guards, insurance and leave fair assistance benefits to the existing Chief Executive Officer of the Company.
- 40.3** Bonus was paid to the Chief Executive Officer amounting to Rs 11.42 million (2022: Rs 3.38 million), which was duly approved by the Board of Directors of the Company.
- 40.4** Aggregate amount charged in the financial statements for the year for fee to 5 directors (2022: 5 directors) was Rs 0.95 million (2022: Rs 0.75 million).

41 Financial risk management objectives and policies

41.1 Financial risk factors

The Company's activities expose it to a variety of financial risks: market risk (including currency risk, other price risk and interest rate risk), credit risk and liquidity risk. The Company's overall risk management program focuses on the unpredictability of financial markets and seeks to minimize potential adverse effects on the financial performance.

Risk management is carried out by the Board of Directors (the Board). The Board has the overall responsibility for the establishment of a financial risk governance frame work. They provide assurance that the financial risk-taking activities are governed by appropriate policies and procedures and that financial risks are identified, measured and managed in accordance with the Company's risk management policies.

The Company's overall risk management procedures to minimise the potential adverse effects of financial market on the Company's performance are as follows:

41.1.1 Market risk

41.1.1.1 Foreign exchange risk

Foreign exchange risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates.

The Company operates internationally and is exposed to foreign exchange risk arising from various currency exposures, primarily with respect to the US dollar and the Euro. Foreign exchange risk arises from future commercial transactions and recognized assets and liabilities.

	2023	2022
Trade and other payables - AED	(15,358)	(19,481)
Net exposure - AED	(15,358)	(19,481)
Trade debts - USD	1,707,681	1,585,783
Trade and other payables - USD	(936,784)	(1,086,838)
Net exposure - USD	770,897	498,945
Trade and other payables - CNY	(690,868)	(929,659)
Net exposure - CNY	(690,868)	(929,659)
Trade debts - EURO	590,226	441,638
Trade and other payables - EURO	(1,640,754)	(1,233,321)
Net exposure - EURO	(1,050,528)	(791,683)

Trade and other payables - CAD	(31,203)	-
Net exposure - CAD	(31,203)	-
Trade and other payables - GBP	62	-
Net exposure - GBP	62	-

The following significant exchange rates were applied during the year:

Rupees per AED	2023 Rupees	2022 Rupees
Average rate	64.96	55.68
Reporting date rate	76.00	62.15

If the functional currency, at reporting date, had fluctuated by 5% against the AED with all other variables held constant, the impact on profit before taxation for the year would have been Rs 0.06 million (2022: Rs 0.06 million) higher/ lower, mainly as a result of exchange gains/ losses on translation of foreign exchange denominated financial instruments. Currency risk sensitivity to foreign exchange movements has been calculated on a symmetric basis.

Rupees per USD	2023 Rupees	2022 Rupees
Average rate	257.02	204.52
Reporting date rate	278.87	226.65

If the functional currency, at reporting date, had fluctuated by 5% against the USD with all other variables held constant, the impact on profit before taxation for the year would have been Rs 10.75 million (2022: Rs 5.65 million) higher/ lower, mainly as a result of exchange gains/ losses on translation of foreign exchange denominated financial instruments. Currency risk sensitivity to foreign exchange movements has been calculated on a symmetric basis.

Rupees per CNY	2023 Rupees	2022 Rupees
Average rate	38.14	30.32
Reporting date rate	39.25	32.67

If the functional currency, at reporting date, had fluctuated by 5% against the CNY with all other variables held constant, the impact on profit before taxation for the year would have been Rs 1.36 million (2022: Rs 1.52 million) higher/ lower, mainly as a result of exchange gains/ losses on translation of foreign exchange denominated financial instruments. Currency risk sensitivity to foreign exchange movements has been calculated on a symmetric basis.

Rupees per EURO	2023 Rupees	2022 Rupees
Average rate	271.33	214.53
Reporting date rate	308.15	242.07

If the functional currency, at reporting date, had fluctuated by 5% against the Euro with all other variables held constant, the impact on profit before taxation for the year would have been Rs 16.18 million (2022: Rs 9.58 million) higher/ lower, mainly as a result of exchange gains/ losses on translation of foreign exchange denominated financial instruments. Currency risk sensitivity to foreign exchange movements has been calculated on a symmetric basis.

Rupees per GBP	2023 Rupees	2022 Rupees
Average rate	359.04	-
Reporting date rate	354.58	-

If the functional currency, at reporting date, had fluctuated by 5% against the Euro with all other variables held constant, the impact on profit before taxation for the year would have been Rs 1,100 (2022: Rs Nil) higher/ lower, mainly as a result of exchange gains/ losses on translation of foreign exchange denominated financial instruments. Currency risk sensitivity to foreign exchange movements has been calculated on a symmetric basis.

41.1.1.2 Other price risk

'Other price risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or factors affecting all similar financial instruments traded in the market. The Company is not exposed to equity price risk since there are no investments in equity securities. The Company is also not exposed to commodity price risk since it has a diverse portfolio of commodity suppliers.

41.1.1.3 Interest rate risk

Interest rate risk represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.

The Company has no significant long term interest-bearing assets. The Company's interest rate risk arises from long term and short term borrowings. Borrowings obtained at variable rates expose the Company to cash flow interest rate risk.

The Company's interest rate risk arises mainly from short term borrowings. These borrowings obtained at variable rates expose the Company to cash flow interest rate risk. At the reporting date the interest rate profile of the Company's significant interest bearing financial instruments was as follows:

	Effective rate		Carrying amount	
	2023	2022	2023	2022
	--- (Percentage) ---		Rupees	Rupees
Variable rate instruments				
Financial assets				
Bank balances - saving	16.25% to 20.50%	7.25% to 14.5%	96,694,421	119,813,940
Financial liabilities				
Short term borrowing - secured	10.00% to 23.61%	10.02% to 17.08%	1,676,112,302	1,592,953,931
Interest / markup accrued on borrowings	10.00% to 23.61%	10.02% to 17.08%	102,822,267	64,329,330
Fixed rate instruments				
Financial assets				
Term deposit receipt	9.10% to 15.00%	6.00% to 11.00%	20,000,000	20,000,000

Fair value sensitivity analysis for fixed rate instruments

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss, therefore, a change in interest rate at the statement of financial position date would not affect profit or loss of the Company.

Cash flow sensitivity analysis for floating rate instruments

If interest rates on short term running finance, at the year end date, fluctuate by 1% higher/ lower with all other variables held constant, profit before taxation for the year would have been Rs 16.76 million (2022: Rs 38.04 million) higher/ lower, mainly as a result of higher/ lower interest expense on floating rate borrowings.

41.1.2 Credit risk

'Credit risk represents the risk of financial loss being caused if counter party fails to discharge an obligation. Credit risk arises from deposits with banks and other receivables.

Credit risk of the Company arises from cash and cash equivalents and deposits with banks and financial institutions, as well as credit exposures to customers, including outstanding receivables and committed transactions. The management assesses the credit quality of the customers, taking into account their financial position, past experience and other factors. Individual risk limits are set based on internal or external ratings in accordance with limits set by the Board. The utilization of credit limits is regularly monitored and major sales to retail customers are settled in cash. For banks and financial institutions, only independently rated parties with a strong credit rating are accepted.

41.1.2.1 Exposure to credit risk

The carrying amount of financial assets represents the maximum credit exposure. The maximum exposure to credit risk at the reporting date was as follows:

	Note	2023 Rupees	2022 Rupees
Long term loans and deposits		2,419,437	1,735,992
Trade debts - unsecured		1,970,978,720	1,790,369,008
Contract assets		603,873,612	715,249,423
Advances, deposits, prepayments and other receivables		125,355,563	123,872,883
Cash and bank balances		131,937,284	205,336,680
		2,834,564,616	2,836,563,986

Impairment of financial assets

The Company's financial assets including bank balances, loans, advances, deposits and other receivables are also subject to the impairment requirements of IFRS-9. During the year ended December 31, 2023, the Company recorded net impairment losses on financial assets amounting to Rs 110.87 million (2022: Rs 62.43 million). The breakup of impairment loss is as follows:

	Note	2023 Rupees	2022 Rupees
Loss allowance on trade debts	21.3	109,582,032	40,649,581
Loss allowance on contract assets	22.1	1,291,492	55,423,945
Provision for doubtful advances		-	1,860,000
		110,873,524	97,933,526
Less: Reversal of specific provision	21.3	-	(35,500,000)
		110,873,524	62,433,526

41.12.1.1 The age of trade debts and related impairment loss at statement of financial position date is as follows:

The loss allowance for trade debts from Government was determined as follows:

	2023			2022		
	Expected loss rate %	Gross carrying amount Rupees	Loss Allowance Rupees	Expected loss rate %	Gross carrying amount Rupees	Loss Allowance Rupees
Impaired and not overdue	41.04%	-	-	12.94%	1,360,579	176,058
0 - 30 days	41.04%	13,592,269	5,578,267	12.94%	26,480,833	3,426,619
31 - 90 days	41.04%	23,199,819	9,521,205	12.94%	38,402,597	4,969,296
91 - 180 days	41.04%	23,368,961	9,590,621	12.94%	5,500,554	711,771
181 - 360 days	41.04%	27,940,436	11,466,754	12.94%	52,677,596	6,816,480
over 360 days	35.03%	477,152,496	167,132,883	17.45%	461,859,648	80,617,418
		565,253,981	203,289,730		586,281,807	96,717,642

The loss allowance for trade debts other than Government and exclusive of related parties was determined as follows:

	2023			2022		
	Expected loss rate %	Gross carrying amount Rupees	Loss Allowance Rupees	Expected loss rate %	Gross carrying amount Rupees	Loss Allowance Rupees
Impaired and not overdue	0.24%	145,307,484	348,737	0.08%	184,221,753	147,473
0 - 30 days	0.46%	310,323,390	1,427,487	0.17%	142,674,632	242,488
31 - 90 days	0.72%	133,201,570	959,051	0.22%	69,620,098	153,368
91 - 180 days	1.08%	58,374,213	630,441	0.34%	61,626,230	209,126
181 - 360 days	1.43%	31,403,813	449,074	0.47%	37,968,101	178,450
over 360 days	1.45%	131,519,192	1,907,028	19.95%	99,432,885	19,832,052
		810,129,662	5,719,718		595,543,699	20,762,957

The loss allowance for trade debts pertaining to related parties was determined as follows:

	2023	2022
	Gross carrying amount Rupees	Gross carrying amount Rupees
Impaired and not overdue	312,133,880	464,799,424
0 - 30 days	240,386,402	116,347,513
31 - 90 days	34,625,071	3,051,568
91 - 180 days	4,634,106	16,010,933
181 - 360 days	77,270	5,153,840
over 360 days	3,738,348	3,180,224
	595,595,077	608,543,502

The related party balances have not been impaired since these are expected to be recovered within next six months and there is no history of default against these balances. Consequently, no loss allowance has been recorded in the financial statements.

41.1.2.1.2 The age of advances, deposits, prepayments and other receivables and related impairment loss at statement of financial position date is as follows:

	2023 Rupees	2022 Rupees
The age of loans, advances, deposits, prepayments and other receivables		
- Past due 0 - 180 days	10,275,416	14,961,516
- Past due 181 - 365 days	12,753,359	24,454,032
- Over 365 days	102,326,788	84,457,335
	125,355,563	123,872,883

	2023 Rupees	2022 Rupees
The age of loans, advances, deposits, prepayments and other receivables		
- Over 365 days	19,106,727	19,587,846
	19,106,727	19,587,846
The age of loans, advances, deposits, prepayments and other receivables from related parties		
- Past due 0 - 180 days	1,566,759	5,197,653
- Past due 181 - 365 days	3,815,294	3,283,364
- Over 365 days	14,502,909	7,599,644
	19,884,962	16,080,661

41.1.2.1.3 Credit quality of major financial assets

The credit quality of major financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (if available) or to historical information about counterparty default rate:

	Rating			2023 Rupees	2022 Rupees
	Short term	Long term	Rating Agency		
	National Bank of Pakistan	A-1+	AAA		
MCB Bank Limited	A1+	AAA	PACRA	37,664,994	38,367,180
United Bank Limited	A-1+	AAA	VIS	14,345,588	587,886
Deutsche Bank A.G.	A-2	A-	S&P's	766,052	1,563,383
Habib Bank Limited	A-1+	AAA	VIS	64,528,435	140,926,935
BankIslami Limited	A1	A+	PACRA	14,603,707	20,000,000
Bank AL Falah Limited	A-1+	AA+	PACRA	-	3,872,630
				131,937,284	205,336,680

Due to the Company's long standing business relationships with these counterparties and after giving due consideration to their strong financial standing, management does not expect non-performance by these counterparties on their obligations to the Company. Accordingly, the credit risk is minimal.

41.1.3 Liquidity risk

Liquidity risk represents the risk that the Company will encounter difficulties in meeting obligations associated with financial liabilities.

Prudent liquidity risk management implies maintaining sufficient cash, the availability of funding through an adequate amount of committed credit facilities. Due to the dynamic nature of the Company's businesses, the Company's finance department maintains flexibility in funding by maintaining availability under committed credit lines.

Management monitors the forecasts of the Company's cash and cash equivalents on the basis of expected cash flow. This is generally carried out in accordance with practice and limits set by the Company. These limits vary by location to take into account the liquidity of the market in which the entity operates. In addition, the Company's liquidity management policy involves projecting cash flows in each quarter and considering the level of liquid assets necessary to meet its liabilities; monitoring statement of financial position liquidity ratios against internal and external regulatory requirements; and maintaining debt financing plans.

The table below analyses the Company's financial liabilities into relevant maturity groupings based on the remaining period at the statement of financial position to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows as the impact of discounting is not significant.

The following are the contractual maturities of financial liabilities as at December 31, 2023

	Carrying amount	Less than one year	One to five years	More than five years
	Rupees	Rupees	Rupees	Rupees
Trade and other payables	2,378,962,988	2,378,962,988	-	-
Unclaimed dividends	10,644,344	10,644,344	-	-
Short term finances - secured	1,676,112,302	1,676,112,302	-	-
	4,065,719,634	4,065,719,634	-	-

The following are the contractual maturities of financial liabilities as at December 31, 2022.

	Carrying amount	Less than one year	One to five years	More than five years
	Rupees	Rupees	Rupees	Rupees
Trade and other payables	1,961,983,014	1,961,983,014	-	-
Unclaimed dividends	10,644,344	10,644,344	-	-
Short term finances - secured	1,592,953,931	1,592,953,931	-	-
	3,565,581,289	3,565,581,289	-	-

41.2 Fair values of financial assets and liabilities

The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair values. Fair value is determined on the basis of objective evidence at each reporting date.

41.3 Financial instruments by categories

	Financial assets at amortized cost	
	2023 Rupees	2022 Rupees
Assets as per statement of financial position		
Long term loans and deposits	2,419,437	1,735,992
Trade debts - unsecured	1,761,969,272	1,672,888,409
Advances, deposits, prepayments and other receivables	630,077,279	449,687,754
Cash and bank balances	158,488,519	205,496,181
	2,552,954,507	2,329,808,336
Financial liabilities at amortized cost		
	2023 Rupees	2022 Rupees
Liabilities as per statement of financial position		
Trade and other payables	2,378,962,988	1,961,983,014
Unclaimed dividends	10,644,344	10,644,344
Short term finances - secured	1,676,112,302	1,592,953,931
	4,065,719,634	3,565,581,289

41.4 Fair value estimation

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date.

Specific valuation techniques used to value financial instruments include:

- Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- Inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

As of reporting date, there are no Level 1, 2 or 3 assets or liabilities during the current year.

42 Subsequent events after reporting date

42.1 There were no other subsequent events other than those disclosed elsewhere in these financial statements.

43 Capital risk management

The primary objective of the Company's capital management is to ensure that it maintains a strong credit rating and healthy capital ratios in order to support its business and maximize shareholders' value. The Company manages its capital structure and makes adjustments to it in the light of changes in economic conditions. Capital includes ordinary share capital and reserves.

The Company monitors capital using a gearing ratio, which is total debt divided by total capital plus debt. Debt is calculated as total loans and borrowings including any finance cost thereon. Capital signifies equity as shown in the statement of financial position.

	2023 Rupees	2022 Rupees
Short term finances - secured	1,676,112,302	1,592,953,931
Accrued finance cost	102,822,267	64,329,330
Total Debt	1,778,934,569	1,657,283,261
Share capital	132,000,000	132,000,000
Reserves	1,882,372,824	1,879,661,944
Total Equity	2,014,372,824	2,011,661,944
Total equity and liability	3,793,307,393	3,668,945,205
Gearing ratio	47%	45%

44 Number of employees	2023	2022
Number of employees at year end	285	306
Average number of employees during the year	283	294

45 Date of authorization for issue

These financial statements were authorized for issue on 14 March, 2024 by the Board of Directors of the Company.

46 Corresponding figures

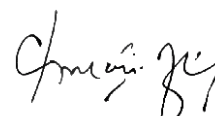
The corresponding figures have been rearranged and reclassified, wherever considered necessary. However, no significant reclassifications have been made.



Chairman



Chief Executive Officer



Chief Financial Officer

Dividend Bank Mandate Form

I, Mr. / Mrs. / Ms. _____ s/o., w/o., d/o. _____ hereby authorize KSB Pumps Company Limited to directly credit cash dividend declared by it, if any, in the below mentioned bank account:

i) Personal Information

Name of Shareholder	
Folio No./CDC Participant ID A/c. No.	
CNIC No.	
Passport No. (in case of foreign shareholder)	
Land Line Phone Number	
Cell Number	
Email Address	

ii) Bank Details

Title of Bank Account	
Name of Bank	
Branch Name & Address	
IBAN	
ISO Country Code	
IBAN Check Digit	
BBAN	
Bank Identifier	
Account Number	
SEPA Member	

Signature of shareholder

Date

KSB PUMPS COMPANY LIMITED

FORM OF PROXY ANNUAL GENERAL MEETING

The Company Secretary
 KSB Pumps Company Limited
 16/2, Sir Aga Khan Road
 Lahore-54000.

I/We of being a member of
KSB Pumps Company Limited (the Company) and holder of (No.) Ordinary shares as per
Share Register Folio No. and/or **CDC Participant I.D. No.** and **Sub Account**
No. hereby appoint of, another member of the Company having
Folio No. and/or **CDC Participant I.D. No.** and **Sub Account No.**
 (or upon failing him of having **Folio No.** and/or **CDC**
Participant I.D. No. and **Sub Account No.** as my/our proxy to attend and vote
 for me/us and on my/our behalf at the Annual General Meeting of the Company to be held on
 (date) at (time) at the registered office of the Company, (name)
 (address) and at any adjourned meeting thereof.

Signed this _____ day of _____ 2024. Signature: _____

Witnesses:

Witnesses:

1 Signature: _____ Name: _____ Address: _____ CNIC _____ or Passport No: _____	2 Signature: _____ Name: _____ Address: _____ CNIC _____ or Passport No: _____
--------------------------------------------------------------------------------------------	--------------------------------------------------------------------------------------------

Please affix
 Rupees Ten
 revenue stamp

Note:

- In order to be effective, a proxy, duly stamped and signed, and the power of attorney or other authority (if any) under which it is signed or a notarially certified copy of the power of attorney or authority must be deposited at the Head Office of the Company, _____ (address) not later than 48 hours (excluding non-working days) before the time of the meeting. No person shall be appointed as a proxy who is not a member of the Company qualified to vote except that a Company/ Corporation being a member may appoint a person who is not a member for attending and voting at the meeting.
- Shareholders and their proxies are requested to attach an attested photocopy of their CNIC or Passport with this proxy form before submission to the company.

پراکسی فارم

کمپنی سیکریٹری
کے ایس بی پیس کمپنی لمیٹڈ

16/2 سر آغا خان روڈ، لاہور۔ 54000

میں/ہم
ساکن
بہیشت رکن KSB پیس کمپنی لمیٹڈ (دی کمپنی) اور حامل
عام حصص برطانوی شیئرز رجسٹرڈ لیو نمبر
اور/یا
سی ڈی سی پارٹنہرسٹ آئی ڈی نمبر
اور سب اکاؤنٹ نمبر
بذریعہ
محترم/محترمہ
ساکن
کمپنی کے دیگر رکن حامل فولیو نمبر
اور/یا سی ڈی سی پارٹنہرسٹ آئی ڈی نمبر
اور سب اکاؤنٹ نمبر
(یا ایسی غیر موجودگی میں محترم/محترمہ
ساکن
فولیو نمبر
اور/یا سی ڈی سی پارٹنہرسٹ آئی ڈی نمبر
اور سب اکاؤنٹ نمبر

کو اپنے/ہمارے ایماء پر مورخہ 2024ء صبح

کمپنی کے رجسٹرڈ دفتر بمقام

منعقد ہونے والے سالانہ اجلاس عام میں حق رائے دہی استعمال کرنے، باقی رکنوں کو مطلع کرنے یا کسی بھی التوا کی صورت میں اپنا/ہمارا بطور مختار (پراکسی) مقرر کرتا ہوں/کرتے ہیں۔

آج بروز تاریخ 2024ء کو میرے/ہمارے دستخط سے گواہوں کی تصدیق سے جاری ہوا۔

براہ مہربانی
دس (10 روپے)
کارسیدی ٹکٹ
چسپاں کریں

گواہان

1- _____ دستخط: _____
نام: _____
پتہ: _____
کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر: _____

2- _____ دستخط: _____
نام: _____
پتہ: _____
کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ نمبر: _____

اہم نوٹ:

- 1- تاکہ موثر ہو سکیں، باقاعدہ مہر اور دستخط شدہ پراکسی، اور پاور آف اٹارنی یا دیگر اتھارٹی (اگر کوئی ہے) جس کے نیچے دستخط کیے گئے ہوں یا پاور آف اٹارنی یا اتھارٹی کی نوٹریلی تصدیق شدہ کاپی کمپنی کے ہیڈ آفس، (پتہ) پراگلاس کے وقت سے کم از کم 48 گھنٹے (علاوہ غیر یوم کار) قبل جمع کرانا ضروری ہے۔ کسی بھی ایسے شخص کو پراکسی مقرر نہیں کیا جائے گا جو ووٹ دینے کے لئے کمپنی کا اہل رکن نہیں ہے سوائے اس کے کہ ممبر کمپنی/کارپوریشن کسی ایسے شخص کو مقرر کر سکتی ہے جو اجلاس میں شرکت اور ووٹ دینے کے لئے اہل رکن نہیں ہے۔
- 2- شیئرز بولڈرز اور ان کے پراکسیز سے درخواست ہے کہ کمپنی کو مطلع کرانے سے قبل اس پراکسی فارم کے ہمراہ اپنے CNIC یا پاسپورٹ کی مصدقہ کاپی منسلک کریں۔

کمپنیز ایکٹ، 2017 کی دفعہ (3) 134 کے تحت مادی حقائق کا بیان

بیان بذمہ 23 اپریل، 2024 کو منعقد ہونے والے کمپنی کے AGM میں سرانجام دیئے جانے والے خصوصی امور سے متعلق مادی حقائق کی وضاحت کرتا ہے۔

آئٹم نمبر 1: KSB پیمس کمپنی لمیٹڈ کے مجاز حصص سرمایہ میں اضافہ

مستقبل میں حصص کے اجراء کی ضروریات کو پورا کرنے کے لئے کمپنی کے بورڈ آف ڈائریکٹرز (بورڈ) نے 14 مارچ 2024 کو منعقدہ اپنے اجلاس میں منظوری دی اور سفارش کی ہے کہ کمپنی کے مجاز حصص سرمایہ کو 150,000,000 روپے (صرف ایک سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 15,000,000 عام حصص میں تقسیم شدہ سے بڑھا کر ہر ایک 10 روپے کے 30,000,000 نئے عام حصص کی تخلیق کر کے 450,000,000 (صرف چار سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم شدہ کیا جائے۔ نئے حصص، جب بھی جاری کیے جائیں گے، کمپنیز ایکٹ، 2017 کی دفعات کے مطابق تمام معاملات/ امور میں موجودہ عام حصص کے برابر ووٹنگ کے حقوق اور درجہ بندی کے ہوں گے۔

مجاز حصص سرمائے میں مجوزہ اضافہ کے لئے میمورنڈم آف ایسوسی ایشن (MOA) کی شق V اور کمپنی کے آرٹیکل آف ایسوسی ایشن (AOA) کے آرٹیکل 4 میں ترمیم بھی ضروری ہوگی، جس کی تفصیلات درج ذیل ہیں:

MOA کی شق V:

موجودہ شق	مجوزہ شق
کمپنی کا حصص سرمایہ 150,000,000 روپے (ایک سو پچاس ملین) ہے جو ہر ایک 10 روپے کے 15,000,000 عام حصص میں تقسیم کیا گیا ہے، کمپنی کے پاس اپنے سرمائے میں اضافہ یا کمی کرنے اور اپنے سرمائے میں حصص کو کافی الوقت عام حصص کے متعدد درجوں میں تقسیم کرنے کا اختیار ہوگا۔	کمپنی کا حصص سرمایہ 450,000,000 روپے (چار سو اور پچاس ملین روپے) ہے جو ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم کیا گیا ہے، کمپنی کے پاس اپنے سرمائے میں اضافہ یا کمی کرنے اور اپنے سرمائے میں حصص کو کافی الوقت عام حصص کے متعدد درجوں میں تقسیم کرنے کا اختیار ہوگا۔

AOA کا آرٹیکل 4:

موجودہ شق	مجوزہ شق
کمپنی کا سرمایہ 150,000,000 روپے (ایک سو اور پچاس ملین) پر مشتمل ہے جو ہر ایک 10 روپے کے 15,000,000 عام حصص میں تقسیم کیا گیا ہے۔	کمپنی کا سرمایہ 450,000,000 روپے (چار سو اور پچاس ملین روپے) پر مشتمل ہے جو ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم کیا گیا ہے۔

کمپنی کے کسی بھی ڈائریکٹر یا چیف ایگزیکٹو یا ان کے رشتہ داروں کو، ڈائریکٹر/ چیف ایگزیکٹو/ شیئر ہولڈرز کی اپنی حیثیت کے سوائے مجاز حصص سرمایہ میں مجوزہ اضافہ اور MoA کی تبدیلی میں کوئی براہ راست یا بالواسطہ دلچسپی نہیں ہے۔

11- ایڈریس میں تبدیلیوں کی اطلاع

ممبران سے درخواست ہے کہ وہ اپنے رجسٹرڈ پتوں کی تبدیلی، اگر کوئی ہو، فوری طور پر کمپنی کے شیئرز رجسٹرار کو مطلع کریں۔

12- اے جی ایم میں حاضری

کارپوریشن یا کمپنی کمپنی کے رکن کی حیثیت سے اپنے بورڈ آف ڈائریکٹرز کی قرارداد کے ذریعے اپنے کسی بھی عہدیدار یا کسی دوسرے شخص کو اجلاس میں شرکت اور ووٹ دینے کے لئے مقرر کر سکتا ہے۔

ممبران کو کمپنی کے ساتھ تمام خط و کتابت میں اپنے فولیو نمبر/سی ڈی ایس آئی ڈی کا حوالہ دینا چاہئے اور AGM میں شرکت کے وقت اصل دستاویز لانا چاہئے۔

سی ڈی سی اکاؤنٹ ہولڈرز کو PSX کی جانب سے جاری کردہ 26 جنوری 2000 کے سرکل نمبر 1 میں درج ذیل ہدایات پر عمل کرنا ہوگا۔

اجلاس میں شرکت کے لئے

- i- بصورت افراد، اکاؤنٹ ہولڈر یا ذیلی اکاؤنٹ ہولڈر اور/یا وہ شخص جس کی سیکورٹیز گروپ اکاؤنٹ میں ہیں اور ان کی رجسٹریشن کی تفصیلات قواعد کے مطابق اپ لوڈ کی گئی ہیں، اجلاس میں شرکت کے وقت اپنا اصل شناختی کارڈ یا اصل پاسپورٹ دکھا کر اپنی شناخت کی تصدیق کریں گے۔
- ii- کارپوریٹ ادارہ کی صورت میں، بورڈ آف ڈائریکٹرز کی قرارداد/پاور آف اٹارنی جس پر نامزد شخص کے نمونہ کے دستخط ہوں مع اس کے اصل شناختی کارڈ یا اصل پاسپورٹ (بشرطیکہ یہ پہلے فراہم نہ کیا گیا ہو) اجلاس کے وقت پیش کیا جائے گا۔

پراسیور کی تقرری کے لئے

- i- بصورت افراد، اکاؤنٹ ہولڈر یا ذیلی اکاؤنٹ ہولڈر اور/یا وہ شخص جس کی سیکورٹیز گروپ اکاؤنٹ میں ہیں اور ان کی رجسٹریشن کی تفصیلات قواعد کے مطابق اپ لوڈ کی گئی ہیں، مذکورہ بالا ضروریات کے مطابق پراسیور فارم جمع کرائیں گے۔
- ii- بینیفٹل مالکان اور پراسیور کے شناختی کارڈ یا پاسپورٹ کی تصدیق شدہ کاپیاں پراسیور فارم کے ساتھ پیش کی جائیں گی۔
- iii- پراسیور اجلاس کے وقت اپنا اصل شناختی کارڈ یا اصل پاسپورٹ فراہم کرے گا۔
- iv- کارپوریٹ ادارہ کی صورت میں، بورڈ آف ڈائریکٹرز کی قرارداد/پاور آف اٹارنی مع نمونہ دستخط اپنے اصل شناختی کارڈ یا اصل پاسپورٹ کے ساتھ کمپنی کو پراسیور فارم کے ساتھ جمع کرایا جائے گا (بشرطیکہ یہ پہلے فراہم نہ کیا گیا ہو)۔

13- سی ڈی سی اکاؤنٹ میں فزیکل شیئرز کا جمع کرنا:

فزیکل شیئرز ہولڈنگ رکھنے والے شیئرز ہولڈرز کسی بھی بروکر کے ہاں سی ڈی سی ذیلی اکاؤنٹ یا براہ راست سی ڈی سی کے ہاں سرمایہ کار اکاؤنٹ کھول سکتے ہیں تاکہ ان کے مادہ حصص کو اسکرپٹ لیس شکل میں رکھا جاسکے۔ اس سے انہیں کئی طریقوں سے سہولت ملے گی جس میں محفوظ تحویل اور حصص کی فروخت جب وہ چاہیں، بھی شامل ہے، کیونکہ اسٹاک ایکسچینج کے موجودہ قواعد و ضوابط کے مطابق فزیکل حصص کی تجارت کی اجازت نہیں ہے۔ مزید برآں کمپنی ایکٹ 2017 (ایکٹ) کے سیکشن 72 میں کہا گیا ہے کہ ہر کمپنی کو اپنے فزیکل شیئرز کو SECP کی جانب سے اعلان کردہ طریقے سے بک انٹری فارم میں تبدیل کرنا ہوگا۔

7- الیکٹرانک ڈیویڈنڈ مینڈیٹ

کمپنیز ایکٹ 2017 کی دفعہ 242 کے تحت تمام لسٹڈ کمپنیوں کے لیے لازمی ہے کہ وہ اپنے شیئرز ہولڈرز کو نقد منافع کی ادائیگی صرف الیکٹرانک طریقے سے براہ راست اہل شیئرز ہولڈرز کی جانب سے نامزد کردہ بینک اکاؤنٹ میں کریں۔ اپنے بینک اکاؤنٹ میں براہ راست ڈیویڈنڈ حاصل کرنے کے لئے، شیئرز ہولڈرز کو ہدایت کی جاتی ہے سالانہ رپورٹ اور کمپنی کی ویب سائٹ پر دستیاب نقد ڈیویڈنڈ کے الیکٹرانک کریڈٹ کے لئے بینک مینڈیٹ فارم پر کر کے اسے شناختی کارڈ کی کاپی کے ساتھ کمپنی کے شیئرز رجسٹرار، فزیکل شیئرز کی صورت میں سی ڈی سی ہاؤس، 99-بی، بلاک لابی، ایس ایم سی ایچ ایس، مین شارع فیصل، کراچی-74400 کو بھیجیں (اگر پہلے فراہم نہیں کیا گیا ہے)۔

اگر حصص سی ڈی سی میں رکھے گئے ہیں تو، الیکٹرانک ڈیویڈنڈ مینڈیٹ فارم براہ راست شیئرز ہولڈرز کے بروکرز/پارٹنیشن/سی ڈی سی اکاؤنٹ سروسز کو جمع کرانا ہوگا۔

معلومات کی عدم وصولی کی صورت میں کمپنی مقررہ تفصیلات کی فراہمی تک شیئرز ہولڈرز کو ڈیویڈنڈ کی ادائیگی روکنے پر مجبور ہوگی۔

8- کمپنی کے نظر ثانی شدہ مالیاتی گوشوارے

SECP نے اپنے نوٹیفکیشن 2016/470(1) SRO مورخہ 31 مئی 2016ء، SRO 389(1)/2023 کے ذریعے کمپنیوں کو سالانہ نظر ثانی شدہ اکاؤنٹس ممبران کے رجسٹرڈ پتوں پر سی ڈی/ڈی وی ڈی/یو ایس بی/کیو آر فعال کوڈ کے ذریعے ترسیل کرنے کی اجازت دی ہے۔ کمپنی نے 31 دسمبر 2023 کو ختم ہونے والے سال کی سالانہ رپورٹ سی ڈی اور کیو آر فعال کوڈ کی شکل میں ارسال کی ہے۔ سالانہ رپورٹ 2023 کی پرنٹ شدہ کاپی حاصل کرنے کا خواہشمند کوئی بھی رکن کمپنی کی ویب سائٹ پر رکھے گئے درخواست فارم کا استعمال کرتے ہوئے درخواست بھیج سکتا ہے۔

نظر ثانی شدہ مالی گوشوارے اور رپورٹس کمپنی کی ویب سائٹ www.ksb.com.pk سے ڈاؤن لوڈ کی جاسکتی ہیں۔

کمپنی کے ارکان جو سالانہ رپورٹ کی سافٹ کاپی حاصل کرنا چاہتے ہیں ان کو ہدایت کی جاتی ہے کہ وہ اپنے ای میل ایڈریس بھیجیں۔ الیکٹرانک ٹرانسمیشن کے لئے رضامندی فارم کمپنی کی ویب سائٹ: www.ksb.com.pk سے ڈاؤن لوڈ کیا جاسکتا ہے۔

9- ویڈیو کانفرنس کے ذریعے حاضری

کمپنیز ایکٹ، 2017 کی دفعات کے مطابق، کسی ایسے شہر میں سکونت یافتہ ہولڈرز جو کل ادا شدہ حصص کے سرمایہ کا کم از کم 10 فیصد رکھتے ہیں، کمپنی سے AGM میں شرکت کے لئے ویڈیو لنک کی سہولت فراہم کرنے کا مطالبہ کر سکتے ہیں۔ ویڈیو لنک کی سہولت کا مطالبہ اسٹینڈرڈ فارم جو کمپنی کی ویب سائٹ <https://www.ksb.com/en-pk> سے ڈاؤن لوڈ کیا جاسکتا ہے کمپنی کے ہیڈ آفس 16/2، سر آغا خان روڈ لاہور میں کمپنی سیکرٹری کو اجلاس کی تاریخ سے کم از کم سات (7) دن قبل موصول ہو جانا چاہئے۔

10- الیکٹرانک ووٹنگ اور ڈاک کے ذریعے ووٹنگ

KSB ہپس کمپنی لمیٹڈ کے ممبران کو کمپنیز ایکٹ 2017 کی دفعات اور کمپنیز (پوشل بیلٹ) ریگولیشنز 2018 کی ضروریات کے مطابق جہاں قابل اطلاق ہو، ای ووٹنگ کی سہولت یا ڈاک کے ذریعے ووٹنگ کی سہولت فراہم کی جائے گی۔

ویڈیو لنک کی تفصیلات اور لاگ ان کی تفصیل ان اراکین کے ساتھ شیئر کی جائیں گی جن کی امی میلز 20 اپریل 2024 کو یا اس سے پہلے موصول ہو چکی ہوں گی۔

شیئر ہولڈرز، جو AGM کے ایجنڈے پر تبصرے/تجاویز بھیجنا چاہتے ہیں، companysecretary@ksb.com.pk پر کمپنی کو امی میل کر سکتے ہیں اور ان پر اجلاس میں تبادلہ خیال کیا جائے گا اور اجلاس کی کارروائی کا حصہ بنایا جائے گا۔

5- ڈیویڈنڈ پروڈیوڈ ہولڈنگ ٹیکس کی کٹوتی

حکومت پاکستان نے فنانس ایکٹ 2019 کے ذریعے اکم ٹیکس آرڈیننس 2001 میں کچھ ترامیم کی ہیں جس کے تحت کمپنیوں/بینکوں کی جانب سے ادا کیے جانے والے ڈیویڈنڈ کی رقم پر ڈیویڈنڈ ہولڈنگ ٹیکس کی کٹوتی کے لیے مختلف شرحیں مقرر کی گئی ہیں۔ ٹیکس کی یہ شرحیں درج ذیل ہیں: (الف) اکم ٹیکس گوشوارے جمع کرانے والوں کے لیے 15.0 فیصد (ب) اکم ٹیکس گوشوارے جمع نہ کرانے والوں کے لیے 30.0 فیصد کمپنی کو نقد ڈیویڈنڈ کی رقم پر ٹیکس کٹوتی 30 فیصد کے بجائے 15 فیصد کرنے کے قابل بنانے کے لئے تمام شیئر ہولڈرز جن کے نام ایف بی آر کی ویب سائٹ پر فراہم کردہ ایکٹو ٹیکس دہندگان کی فہرست (ATL) میں درج نہیں ہیں، اس حقیقت کے باوجود کہ وہ فائلرز ہیں، کو مشورہ دیا جاتا ہے کہ وہ نقد ڈیویڈنڈ کی ادائیگی کی تاریخ سے پہلے ATL میں اپنے ناموں کا اندراج یقینی بنائیں۔ بصورت دیگر ان کے نقد ڈیویڈنڈ پر ٹیکس 15 فیصد کے بجائے 30 فیصد کی شرح سے منہا کیا جائے گا۔

جو اسٹ شیئر ہولڈرز سے درخواست کی جاتی ہے کہ وہ پرنسپل شیئر ہولڈرز اور جو اسٹ شیئر ہولڈرز کے شیئر ہولڈنگ تناسب فراہم کریں کیونکہ وہ ہولڈنگ ٹیکس کا تعین فائلر/نان فائلر اسٹیٹس پر ان کے شیئر ہولڈنگ تناسب کی بنیاد پر الگ سے کیا جائے گا بصورت دیگر یہ فرض کیا جائے گا کہ شیئر برابر ہیں۔

سی ڈی سی اکاؤنٹ رکھنے والے کارپوریٹ شیئر ہولڈرز کو اپنے متعلقہ پارٹنیشنٹ کے ہاں اپنے نیشنل ٹیکس نمبر (NTN) کو اپ ڈیٹ کرنا ضروری ہے، جبکہ فزیکل شیئر ہولڈرز کو اپنے NTN سرٹیفکیٹ کی کاپی کمپنی یا کمپنی کے شیئر رجسٹرار، میسرز سی ڈی سی شیئر رجسٹرار سروسز لمیٹڈ کو بھیجنا چاہئے۔ شیئر ہولڈرز کو NTN یا NTN سرٹیفکیٹ بھیجنے وقت، جیسا بھی معاملہ ہو، کمپنی کا نام اور اپنے متعلقہ فونو نمبروں کا حوالہ دینا ہوگا۔ کسی بھی سوال/وضاحت/معلومات کے لئے، حصص دار کمپنی، اور/یا شیئر رجسٹرار سے رابطہ کر سکتے ہیں۔

6- غیر دعوی دار ڈیویڈنڈ/حصص

شیئر ہولڈرز جو اپنے ڈیویڈنڈ/فزیکل حصص حاصل نہیں کر سکتے ہیں انہیں ہدایت کی ہے کہ وہ اپنے غیر دعوی دار ڈیویڈنڈ یا حصص، اگر کوئی ہوں حاصل کرنے کے بارے میں دریافت کے لئے ہمارے شیئر رجسٹرار سے رابطہ کریں۔ کمپنی ایکٹ 2017ء کی دفعہ 244 کی تعمیل میں مقررہ طریقہ کار مکمل کرنے کے بعد ایسے تمام ڈیویڈنڈ اور شیئر جو واجب الادا اور قابل ادائیگی تاریخ سے تین (3) سال یا اس سے زائد کی مدت کے لئے واجب الادا غیر دعوی دار ڈیویڈنڈ کی صورت میں وفاقی حکومت کے کریڈٹ میں جمع کرائے جائیں گے اور اور حصص کی صورت میں اسے SECP کے حوالے کر دیا جائے گا۔

مزید قرار پایا کہ کمپنی کے چیف ایگزیکٹو آفیسر اور کمپنی سیکرٹری کو تمام اقدامات، معاملات، کام کرنے اور رجسٹر آف کمپنیز سیکریٹریز اینڈ ایکسچینج کمیشن آف پاکستان کے ہاں مطلوبہ دستاویزات اور گوشوارے جمع کرانے سمیت تمام ضروری اقدامات کرنے اور مذکورہ قراردادوں پر عمل درآمد کے مقصد کے لئے ضروری دیگر تمام قانونی تقاضوں کی تعمیل کرنے کا اختیار حاصل ہے۔

مذکورہ بالا خصوصی امور سے متعلق کمپنیز ایکٹ 2017 کی دفعہ (3) 134 کے تحت مادی حقائق کا بیان اور خصوصی قراردادوں کا مسودہ نوٹس ہذا کے ساتھ منسلک ہے۔

بحکم بورڈ
فیصل امان خان
کمپنی سیکرٹری

1 اپریل 2024ء، لاہور

نوٹ:

1- اجلاس ہذا میں شرکت اور ووٹ دینے کا اہل رکن کسی دیگر رکن کو اپنا پراکسی مقرر کرنے کا اہل ہے۔ پراکسیز یا نکتہ مؤثر ہو سکیں اجلاس کے مقررہ وقت سے کم از کم 48 گھنٹے پہلے موصول ہو جانی چاہئیں۔ اگر کوئی رکن ایک سے زیادہ پراکسی مقرر کرتا ہے اور کسی رکن کی طرف سے پراکسی کے ایک سے زیادہ آلات کمپنی کے ہاں جمع کر دئے جاتے ہیں تو پراکسی کے ایسے تمام آلات غیر قانونی قرار دیئے جائیں گے۔ ہر پراکسی کو اجلاس میں اسے مقرر کرنے والے رکن کی جگہ شرکت، بولنے اور ووٹ دینے کا حق ہوگا۔

2- کمپنی کے حصص منتقلی کھاتے 16 اپریل 2024 تا 23 اپریل 2024 تک بند رہیں گے۔ کمپنی کے رجسٹرار، میسرز ڈی سی شیئرز رجسٹرار سروسز لمیٹڈ، سی ڈی سی ہاؤس 99، بی، بلاک بی، ایس ایم سی ایچ ایس، مین شاہراہ فیصل، کراچی-74400 پر 15 اپریل 2024 کو کاروبار کے اختتام تک موصول ہونے والی مستقلیاں ٹرانسفریز کوڈ یو بی ڈی اینڈ کی ادائیگی کے لیے بروقت تصوری کی جائیں گی۔

3- سی ڈی سی اکاؤنٹ / ذیلی اکاؤنٹ ہولڈرز اور / یا وہ افراد جن کی سیکورٹیز گروپ اکاؤنٹ میں ہیں اور قواعد و ضوابط کے مطابق ان کی رجسٹریشن کی تفصیلات اپ لوڈ کی گئی ہیں، شناخت کے مقصد کے لئے اجلاس میں شرکت کے وقت اپنا اصل کمپیوٹرائزڈ قومی شناختی کارڈ (سی این آئی سی) یا اصل پاسپورٹ پیش کرنا ہوگا۔

کارپوریٹ ادارہ کی صورت میں، بورڈ آف ڈائریکٹرز کی قرارداد / پاور آف اٹارنی جس پر نامزد کے نمونہ دستخط ہوں، اجلاس کے وقت پیش کیا جائے گا۔

4- ممبران، جو ویڈیو لنک کے ذریعے AGM میں حاضر ہونے اور شرکت کے خواہاں ہیں، ان سے درخواست ہے کہ وہ عنوان رجسٹریشن برائے AGM کے ساتھ companysecretary@ksb.com.pk پر ای میل بھیج کر اور مندرجہ ذیل تفصیلات فراہم کر کے اپنا اندراج کروائیں۔

نمبر شمار	شیئرز ہولڈر کا نام	CNIC نمبر	فولیو نمبر	موبائل	رجسٹرڈ ای میل ایڈریس

سالانہ اجلاس عام کی اطلاع

بذریعہ نوٹس ہذا ممبران کو مطلع کیا جاتا ہے کہ KSB بچس کمپنی لمیٹڈ (کمپنی) کا 67 واں سالانہ اجلاس عام (AGM) 23 اپریل 2024ء کو 15:30 بجے کمپنی کے رجسٹرڈ دفتر 16/2 سر آغا خان روڈ، لاہور میں مندرجہ ذیل امور کی انجام دہی کے لئے منعقد ہوگا:

عام امور:

- 1- 26 اپریل 2023 کو منعقدہ 66 ویں سالانہ اجلاس عام کی کارروائی کی توثیق کرنا۔
- 2- 31 دسمبر 2023 کو ختم ہونے والے سال کے کمپنی کے نظر ثانی شدہ اکاؤنٹس اور اس پر آڈیٹرز اور ڈائریکٹرز کی رپورٹ پر غور و خوض اور منظوری دینا۔
- 3- سال 2024 کے لئے آڈیٹرز کا تقرر اور ان کے معاوضہ کا تعین کرنا۔ میسرز اے ایف فرگوسن اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس، ریٹائر ہو گئے ہیں، وہ کمپنی کے آڈیٹرز کے طور پر دوبارہ تقرری کے لئے خود کو پیش کرتے ہیں۔

خصوصی امور:

کمپنی کے مجاز حصص سرمایہ 150,000,000 روپے (صرف ایک سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 15,000,000 عام حصص میں تقسیم شدہ سے بڑھا کر 450,000,000 روپے (صرف چار سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم شدہ اور اس کے نتیجے میں کمپنی کے میمورنڈم اور آرٹیکلز آف ایسوسی ایشن میں تبدیلی کرنے پر غور و خوض اور منظوری دینا۔ اس سلسلے میں مندرجہ ذیل قراردادوں کو ترمیم کے ساتھ یا ترمیم کے بغیر خصوصی قراردادوں کے طور پر منظور کرنے کی تجویز دی گئی ہے:

قراردادوں کے مجاز حصص کے سرمایہ کو 150,000,000 روپے (صرف ایک سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 15,000,000 عام حصص میں تقسیم شدہ سے بڑھا کر ہر ایک 10 روپے کے 30,000,000 اضافی عام حصص کی تخلیق سے 450,000,000 روپے (صرف چار سو اور پچاس ملین روپے) جو کہ ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم شدہ کیا جاتا ہے۔ مزید قراردادوں کی تخلیق کردہ اضافی حصص کمپنی کے موجودہ عام حصص کے ساتھ ہر لحاظ سے مساوی درجہ کے ہوں گے۔ مزید قراردادوں کی تخلیق کردہ اضافی حصص کمپنی کے موجودہ 15 اور کمپنی کے آرٹیکلز آف ایسوسی ایشن کے آرٹیکل 4 کی جگہ مندرجہ ذیل کے مطابق پڑھا جائے:

میمورنڈم آف ایسوسی ایشن کی شق V

کمپنی کا حصص سرمایہ 450,000,000 روپے (صرف چار سو اور پچاس ملین روپے) ہے جو کہ ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم شدہ ہے۔ کمپنی کے پاس اپنے سرمایہ میں اضافہ یا کمی کرنے اور فی الوقت اپنے سرمایہ میں حصص کو عام حصص کی متعدد کلاسوں میں تقسیم کرنے کا اختیار ہوگا۔

آرٹیکلز آف ایسوسی ایشن کا آرٹیکل 4

کمپنی کا حصص سرمایہ 450,000,000 روپے (صرف چار سو اور پچاس ملین روپے) ہے جو کہ ہر ایک 10 روپے کے 45,000,000 عام حصص میں تقسیم شدہ ہے۔

- قیمت کی منتقلی کے بہترین عوامل سے کوئی انحراف نہیں ہے۔
- گذشتہ چھ سالوں کا کلیدی اور مالی اعداد و شمار رپورٹ کے ہمراہ منسلک ہے۔
- فنڈز سے متعلقہ غیر نظر ثانی شدہ حسابات پر مبنی مجموعی سود سمیت سرمایہ کاری کی قدر حسب ذیل ہے:
 - 1- پراویڈنٹ فنڈ 31 دسمبر 2022: 153.352 ملین روپے
 - 2- گریجویٹ فنڈ 31 دسمبر 2022: 138.128 ملین روپے
- ہمارے بہترین علم کے مطابق، سی ای او، ڈائریکٹرز، کمپنی سیکرٹری، سی ایف او اور ان کے زوج اور نابالغ بچوں کی طرف سے کمپنی کے حصص کی کوئی ٹریڈنگ نہیں کی گئی ہے۔

نمونہ حصص داری

31 دسمبر 2023ء کو کمپنی کے نمونہ حصص داری کی وضاحت رپورٹ کے ہمراہ منسلک ہے۔

چیف ایگزیکٹو آفیسر کی کارکردگی کا جائزہ


سی ای او کی کارکردگی کا تعین KSB گروپ کی طرف سے جدید تشخیصی نظام کے ذریعے کیا جاتا ہے۔ تشخیص KSB اقدار سمیت مالی اور غیر مالی پیرامیٹرز پر کی جاتی ہے۔

اظہار تشکر

بورڈ آف ڈائریکٹرز اپنے تمام اسٹیک ہولڈرز، قابل قدر صارفین، حصص یافتگان، بینکاروں، سپلائرز، فرنیچر پارٹنرز اور ڈیلرز کا کمپنی کی سال بھر قابل قدر حمایت فراہم کرنے کا شکریہ ادا کرتے ہیں۔ بورڈ اپنی پیرنٹ کمپنی میسرز KSB SE & Co. KGaA کی طرف سے بہترین حمایت اور رہنمائی فراہم کرنے کا بھی شکر گزار ہے۔

بورڈ اس سال کے دوران مثبت نتائج کے حصول پر تمام KSB ٹیم کی کوششوں کو سراہتا ہے اور سال 2024 کے لئے نیک خواہشات کا اظہار کرتا ہے۔

منجانب بورڈ



شاہد محمود
ڈائریکٹر



عمران غنی
چیف ایگزیکٹو

14 مارچ 2024ء

لاہور

سال کے دوران کمیٹی کے چار اجلاس منعقد ہوئے۔ کمیٹی نے فہرستی قواعد و ضوابط میں فراہم کی گئی ہدایات کے مطابق بورڈ آف ڈائریکٹرز کی طرف سے مقرر ریفرنس کی شرائط کا تعین کیا۔

انسانی وسائل اور معاوضے کی کمیٹی

بورڈ آف ڈائریکٹرز نے انسانی وسائل اور معاوضہ کمیٹی (ایچ آر & آر) تشکیل دی ہے، جو تین ڈائریکٹرز پر مشتمل ہے۔ HR&R کمیٹی کے ارکان اور ہر رکن کی حاضری حسب ذیل تھی:

نمبر شمار	نام ڈائریکٹر	حاضری کی تعداد
1	جناب آصف ملک - چیئر مین	2
2	جناب حسن عزیز بلگرامی - رکن	2
3	جناب عمران غنی - رکن	2

بورڈ کے اجلاسوں میں شرکت کے لئے ڈائریکٹرز کی معاوضہ پالیسی

- 1۔ کوئی ڈائریکٹر اپنا خود کا مشاہرہ تعین نہیں کرے گا۔
- 2۔ بورڈ کے اجلاسوں میں شرکت کے لئے باقاعدہ پیڈ مینیجنگ ڈائریکٹر یا کل وقتی کام کرنے والے ڈائریکٹر کے علاوہ ہر ایک ڈائریکٹر کی اجلاس فیس بورڈ آف ڈائریکٹرز کی طرف سے متعین کی جائے گی۔
- 3۔ مشاہرہ ویلویو ایڈیشن کی حوصلہ افزائی کے لئے کافی ہوگا۔
- 4۔ مشاہرہ کمپنی کو کامیابی سے چلانے کے لئے ضروری ڈائریکٹرز کو اپنی طرف متوجہ کرنے اور برقرار رکھنے کے لئے کافی ہوگا۔
- 5۔ مشاہرہ ایسی سطح پر نہیں ہوگا جو ان کی آزادی کو سلب کرنے کے قابل تصور کیا جاسکے۔
- 6۔ ڈائریکٹرز اجلاس میں شرکت کے لئے سفری، بورڈنگ اور رہائشی اور دیگر اخراجات کے حقدار ہوں گے۔

کارپوریٹ اور مالیاتی رپورٹنگ فریم ورک

- کمپنی کی انتظامیہ نے مالی حسابات اور ان کی وضاحت کمپنیز ایکٹ 2017 کی توثیق میں تیار کئے ہیں۔ یہ حسابات کمپنی کے امور، آپریشنز کے نتائج، نقدی بہاؤ اور ایکویٹی میں تبدیلیوں کو منصفانہ طور پر ظاہر کرتے ہیں۔
- کمپنی کے کھاتہ جات بالکل صحیح طور سے بنائے گئے ہیں۔
- مالی حسابات کی تیاری میں مناسب اکاؤنٹنگ پالیسیوں کو تسلسل کے ساتھ لاگو کیا گیا ہے اور اکاؤنٹنگ کے تخمینہ جات مناسب اور دانشمندانہ فیصلوں پر مبنی ہیں۔
- مالی حسابات کی تیاری میں پاکستان میں لاگو بین الاقوامی اکاؤنٹنگ معیارات کی پیروی کی گئی ہے، اور کسی بھی انحراف کا موزوں انکشاف اور وضاحت کی گئی ہے۔
- اندرونی کنٹرول کے نظام کا ڈیزائن مستحکم ہے اور اسکی مؤثر طریقے سے عملدرآمد اور نگرانی کی جاتی ہے۔
- کمپنی کے گونگ کنسرن ہونے کی صلاحیت پر کوئی قابل ذکر شکوک و شبہات نہیں ہیں۔
- فہرستی قواعد و ضوابط میں تفصیلی کارپوریٹ گورننس کے بہترین عوامل سے کوئی مادی انحراف نہیں ہے۔

مجلس نطماء کی کمپوزیشن

موجودہ مجلس نطماء آٹھ افراد پر مشتمل ہے جس میں سے ایک خاتون ڈائریکٹر سمیت، ایک ایگزیکٹو، تین نان ایگزیکٹو، تین آزاد ڈائریکٹرز اور NIT کے نامزدہ ایک ڈائریکٹر ہیں۔
بورڈ کے چیئرمین سی ای او کے علاوہ اور نان ایگزیکٹو ڈائریکٹر ہیں۔

مجلس نطماء کے اجلاس

سال کے دوران، بورڈ کے چار اجلاس منعقد ہوئے اور ہر ایک ڈائریکٹر کی حاضری کی تعداد حسب ذیل میں دی گئی ہے:

نمبر شمار	نام ڈائریکٹر	تعداد حاضری
01	Dr. Sven Baumgarten	4
02	جناب عمران غنی	4
03	Mr. Dieter Antonius Pott	4
04	محترمہ عائشہ عزیز	4
05	جناب حسن عزیز بلگرامی	4
06	جناب شاہد محمود	3
07	جناب عاصم رفیق	2
08	جناب آصف ملک	4
09	جناب شہزادہ مظہر	1
10	جناب جمال نسیم	1

ڈائریکٹرز جو بورڈ کے اجلاس میں شرکت نہیں کر سکے کو غیر حاضری کی رخصت عطا کی گئی۔

آڈٹ کمیٹی

کارپوریٹ گورننس کے ضابطہ اخلاق کے نفاذ کے تحت بورڈ کی آڈٹ کمیٹی تشکیل دی گئی جو تین نان ایگزیکٹو ڈائریکٹرز پر مشتمل ہے۔ بورڈ کی آڈٹ کمیٹی کے ارکان اور ہر رکن کی حاضری حسب ذیل تھی:

نمبر شمار	نام ڈائریکٹر	حاضری کی تعداد
1	محترمہ عائشہ عزیز - چیئرمین	7
2	Mr. Dieter Antonius Pott - رکن	7
3	جناب شاہد محمود - رکن	4
4	جناب حسن عزیز بلگرامی - مہمان	1
5	جناب شہزادہ مظہر - رکن	1

تصرفات

روپے '000'	سالانہ نتائج
12,254	قبل از ٹیکس سالانہ منافع
(11,411)	ٹیکس کی فراہمی
843	بعد از ٹیکس منافع
1,868	دیگر مجموعی سالانہ آمدن / (نقصان)۔ ٹیکس کے بغیر
561	غیر تصرفاتی منافع جو آگے آیا
3,272	تصرفات کی دستیابی
	تصرف
0	عام ریزرو کے لئے منتقل
0	تجویز کردہ منافع منقسمہ بشرح 0.0 روپے فی شیئر
3,272	غیر موزوں منافع جو آگے گیا

محاسب

موجودہ محاسب، اے ایف فرگوسن اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس، ریٹائر ہو گئے ہیں اور دوبارہ تقرری کے لئے خود کو پیش کرتے ہیں۔ آڈٹ کمیٹی کی تجویز کے مطابق بورڈ آف ڈائریکٹرز نے 31 دسمبر 2024 کو ختم ہونے والے سال کے لئے کمپنی کے محاسب کے طور پر ان کی دوبارہ تقرری کی سفارش کی ہے۔

ضابطہ اخلاق

بورڈ آف ڈائریکٹرز پہلے ہی ضابطہ اخلاق پر عمل کرتے ہیں۔ ہر سطح پر تمام ملازمین کے لئے ضابطہ اخلاق کی تعمیل لازمی ہے۔ ضابطہ اخلاق کمپنی کی ویب سائٹ پر بھی رکھ دیا گیا ہے۔

مادی تبدیلیاں

31 دسمبر 2023 کے بعد کوئی مادی تبدیلیاں نہیں ہوئی ہیں اور کمپنی کسی بھی وعدہ میں داخل نہیں ہوئی، جو بیلنس شیٹ کی تاریخ تک اس کی مالی پوزیشن کو متاثر کرے گا۔

ہولڈنگ کمپنی

کمپنی کی ہولڈنگ کمپنی KSB SE & Co. KGaA جرمنی ہے۔

مجلس نظام

موجودہ مجلس نظام آٹھ افراد پر مشتمل ہے۔

(FYP)، ہر محکمہ کی طرف سے ٹری پلانٹیشن سرگرمی کے بارے میں مدد اور ہیڈ آفس، علاقائی سیلز دفتر اور ورکس میں ذیابیطس آگاہی کیپ اور طبی ٹیسٹ منعقد کراتے ہیں۔

اس کے علاوہ، ہم انٹرنشپ، اپریٹنس شپ، تربیت اور تعلیمی دوروں کے مواقعوں کی پیشکش کرتے ہیں۔

مستقبل کا نقطہ نظر

پمپس اور والوز

پمپس اور والوز کے کاروبار کے امکانات اور منصوبے، تمام اہم مارکیٹ شعبوں کے لئے معیاری اور اعلیٰ انجینئر ڈمارکیٹ دونوں میں پُر امید ہیں۔ سال کی پہلی ششماہی میں پچھلے سال کے مقابلے میں زیادہ نمو کی توقع ہے۔ انتخابات کے بعد کے ترقیاتی اقدامات پر غور کرتے ہوئے، سال کی دوسری ششماہی میں پبلک سیکٹر کی سرگرمیاں تیز ہونے کی توقع ہے، اور ہم توقع کرتے ہیں کہ، خاص طور پر واٹر مارکیٹ کے علاقے میں کاروبار کے نئے مواقع حاصل ہوں گے۔ تاہم، آرڈر کی مقدار کا انحصار بعد ازاں ٹینڈرنگ سرگرمیوں کے لیے فنڈز کے بروقت اجراء پر ہوگا۔ پبلک ہیلتھ، واسا اور K4 میں ADB کے فنڈ ڈو ویلپمنٹ پروجیکٹ سمیت مزید اہم منصوبوں سے اہم آرڈرز حاصل کرنے کی کوششیں 2024 میں برقرار رہیں گی۔

ہم اسٹیل، شوگر اور فرٹیلائزر کے شعبوں میں بھی نمو کی توقع رکھتے ہیں کیونکہ کچھ اصلاح/توسیع کی منصوبہ بندی کی گئی ہے۔ KSB پاکستان پروڈکٹس پورٹ فولیو اور انفراسٹرکچر اس شعبے میں ہماری مہارت کو مد نظر رکھتے ہوئے ہمارے گاہکوں کو بہترین خدمات فراہم کرنے کے لیے تیار ہے۔ آٹو پارٹس کے کاروبار میں بھی 2023 کے مقابلے میں اضافہ متوقع ہے، جو آٹوموبائل سیکٹر کے لیے سب سے مشکل ہے۔ اس سال آٹو سیکٹر میں نئی مصنوعات کی رونمائی خاص طور پر پروڈکٹ اور پمپ/والو پرزوں کی شکل میں گروپ سپلائرز سے متعلق ہمارے کاروباری نقطہ نظر کو مضبوط کرے گی۔ برآمدی کاروبار کے بھی کچھ مضبوط امکانات ہیں، اور ہم مزید توقع کرتے ہیں کہ خطے میں پمپس کے لیے ہماری خام کاسٹنگ برآمد اور 2024 کے اندر کچھ معقول آرڈرز متوقع ہیں۔

مستقبل میں پائیدار نمو کے ساتھ KSB پاکستان کے مارکیٹ شیئر میں توسیع کلیدی اقدامات کے لیے مؤثر کارپوریٹ کمیونیکیشن پر انحصار کرتے ہوئے ایک اہم فوکل پوائنٹ رہے گا۔

KSB Supreme Serv کا مقصد ریورس انجینئرنگ انڈسٹری میں کاروباری مواقع کو ہدف بنا کر موجودہ سال کے حجم میں اضافہ حاصل کرنا ہے۔

ہم ریورس انجینئرنگ کے پرزہ جات اور سروس جابز کے لیے میرین اینڈ انڈسٹری میں نئے مواقع تلاش کر رہے ہیں۔ ہم تیل، گیس اور کھاد کی صنعتوں سے دوبارہ آرڈرز کی بھی توقع کرتے ہیں۔ KSB پاکستان، MEA خطے میں ریورس انجینئرنگ کا مرکز ہونے کے ناطے، EMEA خطے میں دیگر ممالک کے مزید آرڈرز کے ساتھ مزید مضبوط ہوگا۔

ہم اپنے مجاز شراکت داروں کے ذریعے بہتر رسائی کے ساتھ نجی شعبے، صنعت اور معیاری کاروبار کے لیے نئے سیکمنٹس پر اپنی توجہ بڑھائیں گے۔ سال 2024 میں توقع ہے کہ مارکیٹ سروسز کے بعد اپنی مطلوبہ پوزیشن حاصل کرنے میں مشکل لیکن دلچسپ ہوگا۔

قرض کا خطرہ

قرض کا خطرہ نمائندگی کرتا ہے کہ اگر کاؤنٹر پارٹی اپنی ذمہ داری پوری کرنے میں ناکام رہتی ہے تو مالی نقصان کا خطرہ موجود رہے گا۔ کریڈٹ رسک بینکوں اور دیگر وصولی کے ذخائر سے پیدا ہوتا ہے۔ کمپنی کا کریڈٹ رسک بینکوں اور مالی اداروں کے پاس نقد رقم اور نقدی کے مساوی اور ذخائر، کے ساتھ ساتھ صارفین کے لئے کریڈٹ کی سرمایہ کاری، سمیت بقا یا وصولی اور مخصوص لین دین سے پیدا ہوتا ہے۔ انتظامیہ، صارفین کے کریڈٹ کے معیار کی جانچ پڑتال، اکاؤنٹ میں ان کی مالی پوزیشن، ماضی کے تجربات اور دوسرے عوامل کا تخمینہ لگاتی ہے۔ انفرادی خطرے کی حدود بورڈ کی مقررہ حدود کے مطابق اندرونی یا بیرونی درجہ بندی کی بنیاد قائم کر رہے ہیں۔ کریڈٹ حدود کے استعمال کی باقاعدگی سے نگرانی کی جاتی ہے اور خوردہ گاہکوں کو بڑے سیلر نقد میں پیش کر رہے ہیں۔ بینکوں اور مالی اداروں کے لئے ایک مضبوط کریڈٹ ریٹنگ کے ساتھ صرف آزادانہ شرح کی پارٹیوں کو قبول کر رہے ہیں۔

لیکوئیڈیٹی رسک

لیکوئیڈیٹی رسک نمائندگی کرتا ہے کہ کمپنی مالی واجبات سے وابستہ ذمہ داریوں کو پورا کرنے میں مشکلات کا سامنا کرے گی۔ محتاط لیکوئیڈیٹی رسک مینجمنٹ تفویض کریڈٹ کی سہولیات کی کافی رقم کے ذریعے فنڈز کی دستیابی، کافی نقدی کی برقراری پر عمل کرتی ہے۔ کمپنی کے کاروبار کی متحرک نوعیت کی وجہ سے، کمپنی کا فنانس ڈیپارٹمنٹ تفویض کریڈٹ لائسنز کے تحت مالی دستیابی کو برقرار رکھ کر فنڈز کی فراہمی میں چلک پذیری کو برقرار رکھتا ہے۔

مینجمنٹ متوقع نقد بہاؤ کی بنیاد پر کمپنی کے کیش اور نقدی کے مساوی کی پیشن گوئی پر نظر رکھتی ہے۔ یہ عام طور پر کمپنی کی پریکٹس اور حدود کے مطابق کیا جاتا ہے۔ یہ حدود محل وقوع کی مارکیٹ کی لیکوئیڈیٹی کے لئے مختلف ہوتی ہیں۔ اس کے علاوہ، کمپنی کی لیکوئیڈیٹی کے انتظام کی پالیسی ہر سہ ماہی میں نقد بہاؤ کو شامل اور اس کے واجبات کو پورا کرنے کے لئے ضروری سیال اثاثوں کی سطح پر غور، داخلی اور خارجی انضباطی تقاضوں کے خلاف بیلنس شیٹ لیکوئیڈیٹی تناسب کی نگرانی، اور قرض فنانسنگ منصوبوں کو برقرار رکھتی ہے۔

کیپٹل رسک مینجمنٹ

کمپنی کے کیپٹل رسک مینجمنٹ کا بنیادی مقصد یہ یقینی بنانا ہے کہ یہ اپنے کاروبار کی حمایت اور حصص یافتگان کی قدر کو زیادہ سے زیادہ کرنے کے لئے ایک مضبوط کریڈٹ ریٹنگ اور صحت مند سرمایہ کے تناسب کو برقرار رکھتی ہے۔ کمپنی اپنے بنیادی ڈھانچے کو منظم اور اقتصادی حالات میں تبدیلی کی روشنی میں اس پر تصفیہ کرتی ہے۔ کیپٹل میں عام شیئر کیپٹل اور ذخائر بھی شامل ہیں۔

کارپوریٹ سوشل ذمہ داری - KSB کیئر

کارپوریٹ سماجی ذمہ داری (سی ایس آر) کمپنی کے مجموعی مقاصد کا لازمی حصہ اور KSB کی بنیادی اقدار میں سے ایک ہے۔ KSB بڑے پیمانے پر کمیونٹی کی بھلائی میں مؤثر شراکت داری کرتے ہوئے پائیدار نمونے یقین رکھتی ہے۔ جرمنی میں ہماری پیرنٹ کمپنی نے 2025 تک حاصل کیے جانے والے کچھ CSR مقاصد بھی قائم کیے ہیں۔ KSB پاکستان گروپ کے ان وسیع مقاصد کے ساتھ منسلک ہے۔

KSB کیئر کے تحت کام کرتے ہوئے، ہم سماجی فلاح خاص طور پر تعلیم، صحت، اور ڈیزاسٹر مینجمنٹ کے شعبوں میں شرکت کرتے ہوئے ایک ذمہ دار کارپوریٹ ادارہ کی حیثیت سے اپنا کردار ادا کرتے ہیں۔ 2023 میں، ہم GIKI اور ایئر یونیورسٹی کے طلباء کو ان کے آخری سال کے منصوبوں

KSB کارسک مینجمنٹ نظام جتنی جلدی ممکن ہو مقاصد کے حصول کے لئے موجودہ اور ممکنہ خطرات کی شناخت اور اندازہ لگانے اور مناسب اقدامات کے ذریعے کم از کم کاروباری حد میں نقصان کو روکنے کے لئے ڈیزائن کیا گیا ہے۔ جس کا مقصد KSB کے وجود کو کسی خطرہ کو روکنا اور بہتر کاروباری فیصلے کے ذریعے پائیدار قدر پیدا کرنا ہے۔

مالی خطرات کا عنصر

کمپنی کی سرگرمیاں متعدد قسم کے مالی خطرات مارکیٹ رسک (بشمول کرنسی رسک، دیگر پرائس رسک اور سود کی شرح کا رسک)، کریڈٹ رسک اور لیکویڈیٹی رسک کو اجاگر کرتی ہیں۔ ہماری وسیع تر رسک مینجمنٹ حکمت عملی مالیاتی مارکیٹوں کی غیر یقینی صورتحال کو کم کرنے اور ہماری مالی کارکردگی پر ممکنہ منفی اثرات کو کم سے کم کرنے کے لئے ڈیزائن کی گئی ہے۔

رسک مینجمنٹ آپریٹنگ بورڈ آف ڈائریکٹرز کی طرف سے منظور کردہ اصولوں اور پالیسیوں کے تحت فنانس ڈیپارٹمنٹ چلاتا ہے۔ بورڈ غیر ملکی کرنسی رسک، سود کی شرح کا خطرہ، کریڈٹ رسک اور اضافی لیکویڈیٹی کی سرمایہ کاری کی طرح کے مخصوص شعبوں کو سنبھالنے کی پالیسیوں کے ساتھ ساتھ مجموعی رسک مینجمنٹ کے اصولوں کا تعین کرتا ہے۔

ٹریڈری سے متعلق تمام لین دین گروپ ٹریڈری اور اسٹیٹ بینک آف پاکستان کی طرف سے فراہم کردہ ان پالیسیوں، مندرجہ ذیل گائیڈ لائنز کی حدود کے اندر اندر کیا جاتا ہے۔ یہ اس بات کو یقینی بناتا ہے کہ ہماری مالی سرگرمیاں دانشمندانہ طور پر اور قائم کردہ رسک مینجمنٹ پروٹوکول کے مطابق سرانجام دی جاتی ہیں، اس طرح کمپنی کے مالی استحکام اور لچک کی حفاظت ہوتی ہے۔

مارکیٹ رسک

مارکیٹ رسک میں کرنسی رسک، دیگر پرائس رسک اور سود کی شرح کا رسک شامل ہے۔

فارن ایکسچینج رسک ایک خطرہ ہے کہ مالی آلہ کی مناسب قدر یا مستقبل کے نقدی کے بہاؤ میں غیر ملکی زرمبادلہ کی شرح میں تبدیلی کی وجہ سے اتار چڑھاؤ آئے گا۔ کمپنی بین الاقوامی سطح پر چلتی ہے اور بنیادی طور پر امریکی ڈالر اور یورو کے ساتھ مختلف کرنسی کی سرمایہ کاری سے پیدا ہونے والے زرمبادلہ کے خطرے کا سامنا کرتی ہے۔ فارن ایکسچینج رسک مستقبل کے تجارتی لین دین اور تسلیم شدہ اثاثوں اور واجبات سے پیدا ہوتا ہے۔

دیگر پرائس رسک خطرہ ظاہر کرتے ہیں کہ مالی آلہ کی مناسب قدر یا مستقبل کا نقدی کا بہاؤ مارکیٹ کی قیمتوں میں تبدیلی (سود کی شرح کے خطرے یا کرنسی خطرے سے پیدا ہونے والے کے مقابلے میں دیگر) آیا کہ یہ تبدیلیاں انفرادی مالی آلہ یا اس کے جاری کرنے والے، یا مارکیٹ میں ٹریڈ کئے جانے والے تمام اسی طرح کے مالی آلات کو متاثر کرنے والے عوامل کے باعث ہوں کی وجہ سے اتار چڑھاؤ آئے گا۔ اب تک کمپنی کو ایکویٹی قیمت کا کوئی خطرہ پیش نہیں آیا ہے لہذا ایکویٹی سیکورٹیز میں کوئی سرمایہ کاری نہیں کی گئی ہے۔ کمپنی کو اب تک اشیاء کی قیمت کا بھی کوئی خطرہ پیش نہیں آیا ہے اس لئے یہ کموڈٹیز سپلائرز کی ایک متنوع پورٹ فولیو رکھتا ہے۔

سود کی شرح کا خطرہ مالی آلہ کی مناسب قدر یا مستقبل کا نقدی کا بہاؤ مارکیٹ کی شرح سود میں تبدیلی کے باعث تبدیلی کے خطرے کی نمائندگی کرتا ہے۔ کمپنی کوئی اہم طویل مدتی انٹریسٹ بیرنگ اثاثہ نہیں رکھتی ہے۔ کمپنی کو شرح سود کا خطرہ طویل مدتی اور قلیل مدتی قرض سے پیدا ہوتا ہے۔ متغیر شرح پر قرض کا حاصل کرنا کمپنی کے نقد بہاؤ شرح سود کے خطرے کو بے نقاب کرتا ہے۔

کامیابی کے ساتھ مکمل کیا۔ ہماری کوششوں کا نتیجہ ریکروٹمنٹ کے اہداف سے تجاوز، حالیہ مشغولیت سروے میں ملازمین کے اطمینان کا اچھا اسکور حاصل کرنے، اور تمام ٹیم لیڈرز کے لیے ایک جامع تربیتی اور ترقیاتی پروگرام شروع کرنے کی صورت میں نکلا۔ مزید برآں، محکمہ نے مثبت کام کے ماحول کو فروغ دینے کو ترجیح دی۔ ہم نے کمپنی میں ایک ہموار منتقلی کو یقینی بناتے ہوئے ایک نیا ایمپلائی آن بورڈنگ پروگرام نافذ کیا۔ ہم نے ایک ایمپلائی فیڈ بیک پلیٹ فارم بھی قائم کیا، جو فعال طور پر خدشات کو دور اور ملازمین کی تجاوز پر مبنی حل کو نافذ کرتا ہے۔

آگے دیکھتے ہوئے، ہم ٹیلنٹ پول کو متنوع بنانے، لیڈرشپ ڈویلپمنٹ پروگراموں کو بڑھانے، اور اپنے ملازمین کی مشغولیت کے اقدامات کو مزید بہتر بنانے پر توجہ دے کر ان کامیابیوں کو حاصل کرنے کے لیے پُر عزم ہیں۔ ہمیں یقین ہے کہ HR محکمہ کمپنی کی کامیابی کو آگے بڑھانے اور ہمارے ملازمین کے لیے کام کے ایک ترقی پذیر مقام کو فروغ دینے میں ایک قیمتی اثاثہ بن کر رہے گا۔

"وژن 2025"

ہم سال 2025 تک اپنی آمدنی کو دوگنا کرنے کے خواہاں ہیں۔

ہم ماضی کی حکمت عملیوں سے مستقبل کی جنگ نہیں جیت سکتے۔ اس کا احساس کرتے ہوئے، صارفین پر مرکوز واضح نقطہ نظر کے ساتھ ایک نئی تنظیم کا قیام عمل میں لایا گیا ہے۔ فرنٹ اینڈ بیک اینڈ آرگنائزیشن کی مدد سے صارف کی ضروریات کو پورا کرے گا جو فرنٹ اینڈ کی طرف سے فروخت کردہ مصنوعات کا پورٹ فولیو تیار کرے گا۔ باقی مشن کہ سروس آرگنائزیشن دونوں فرنٹ اینڈ اور بیک اینڈ کو اپنی خدمات پیش کرے گی۔ ہماری واضح ترجیحات ہیں اور مجوزہ نئی تنظیمی تبدیلیوں کے مختلف سنگ میلوں کو حاصل کرنے کے لیے یقینی طور پر آگے بڑھ رہے ہیں۔ ہم اس اثر کے لیے مختلف افعال کو ترتیب دے رہے ہیں۔ ہماری ثابت شدہ چستی اور افرادی قوت کی استقامت، ہمیں یہ اعتماد دیتی ہے کہ ہم نئے تنظیمی ڈھانچے کے ساتھ پائیدار نمو کے اہداف کی طرف بڑھتے رہیں گے۔

ہم اپنے نصب العین لوگ، جذبہ اور کارکردگی پر زندہ ہیں۔ ملازمین کی فلاح و بہبود اور صحت کی دیکھ بھال کی بڑھتی ہوئی لاگت پر زیادہ توجہ کے ساتھ، زندگی اور صحت کی بیمہ کی پالیسیوں کو اگلے درجہ تک تبدیل کر دیا گیا ہے۔ کارکردگی کی جانچ کے عمل کو اپ ڈیٹ کر دیا گیا ہے اور اعلیٰ ممکنہ امیدواروں کو واضح ترقیاتی منصوبوں کے ساتھ تیار کیا جا رہا ہے۔

بدلتے حالات میں مشکلات کا مقابلہ کرنے کے لیے اپنی افرادی قوت کو تیار کرنے کے اپنے عزم کے مطابق، KSB پاکستان کے ملازمین نے 1512 گھنٹوں کی تربیت مکمل کی۔ سال سچو شٹل لیڈرشپ II "پرایک جامع دوروزہ ورکشاپ کے ساتھ مکمل ہوا جس کا مقصد ٹیم کی ضروریات کو پورا کرنے کے لیے ہر ایک منفرد صورتحال یا کام کے لیے انتظامی انداز کو ڈھالنا ہے۔ 59 سینئر اور مڈل مینجرز نے کامیابی سے تربیت مکمل کی۔

کاروباری انتظامات کے خطرات

"خطرات ممکنہ مستقبل کی پیش رفت یا واقعات جو نقصان دہ یا نقصان کا باعث بن سکتے ہیں۔ وہ مستقبل کے واقعات کی غیر یقینی صورتحال کا نتیجہ ہیں۔ ایک خطرہ کی وجہ سے ہر حالت، صورت حال یا ریاست جو اس وقت اور/یا مستقبل میں، اپنے کاروباری مقاصد کو حاصل کرنے اور اپنے کاموں کو مکمل کرنے سے KSB گروپ یا انفرادی گروپ کی کمپنی کو روک سکتی ہے۔"

سطح کو بہتر بنایا جاسکے اور ہمارے اعلیٰ ترین درجے کے صارفین کے اطمینان کو پورا کیا جاسکے۔
 ماحولیاتی، سماجی اور اقتصادی بہتری کو سمیٹنے کے لیے، پائیداری کو KSB پاکستان کے لیے ایک سماجی ہدف کے طور پر خیال کیا جاتا ہے اور اس طرح کی تمام بہتری کے لیے، شمسی توانائی کی توسیع فیز-939kWII) مئی 2024 میں ہدف کی تکمیل کے ساتھ جاری ہے، اسی طرح انرجی آڈٹ کے ذریعے کاربن فٹ پرنٹ میں کمی کے ساتھ توانائی کے تحفظ اور توانائی کے مؤثر صل کے ساتھ روایتی آلات کی تبدیلی کی بھی کوشش جاری ہے۔

معیار، ماحولیات، پیشہ ورانہ صحت اور تحفظ

"KSB پاکستان اول درجہ کی مصنوعات اور شاندار خدمات فراہم کر کے اپنے صارفین، پلائس کو محفوظ، زیادہ بجلی کی بچت اور لاگت کم کرنے کی کوشش کرتی ہے۔ اس عہد کے ساتھ ہم مستحکم اور منافع بخش نمونہ حاصل کرنے کی کوشش کرتے ہیں۔
 KSB انٹیگریٹڈ مینجمنٹ سسٹم کے لئے، ISO 9001, ISO 14001 & ISO 45001 معیارات کے تحت سرٹیفائیڈ ہے۔ اس کے علاوہ، کمپنی آئندہ سالوں میں ISO 50001 سرٹیفیکیشن بھی حاصل کرنے کی کوشش کر رہی ہے، جس کے لئے، ہم نے مختلف انرجی کنزرویشن پروجیکٹس یعنی سولر پاور پروجیکٹس کا نفاذ، اپنی سائٹ پر تمام روایتی لائٹس کو LED لائٹس کے ساتھ تبدیل اور نان انورٹرایز کنڈیشننگ سسٹم کی انورٹرایز کنڈیشننگ سسٹم کے ساتھ تبدیل کر دیا ہے۔

KSB پاکستان میں جرمنی میں ہماری بیزنس کمپنی کے بیرونی جائزہ کے علاوہ اپنی مصنوعات، عوامل اور خدمات کے باقاعدگی سے اندرونی جائزے لئے جاتے ہیں۔ ان کوششوں کا مقصد پائیدار ترقی اور نمونہ کے نئے معیارات کے ساتھ مسلسل بہتری اور ہم آہنگی کو یقینی بنانا ہے۔
 KSB پاکستان اپنے پرنسپلز سے مصدقہ "KSB کی ساختہ MbK" رکھتا ہے۔ اس سرٹیفیکیشن کا مطلب یہ ہے کہ پاکستان میں تیار کی جانے والی مصنوعات معیار اور کوالٹی میں ایسا پورا کرتی ہیں گویا کہ وہ جرمنی میں بنائی گئی ہیں۔

صحت، حفاظت اور ماحول کی پائیداری کے قومی اور بین الاقوامی معیارات کی تعمیل کے اعتراف میں، ہم باقاعدگی سے ماحولیاتی نگرانی، مختلف پیرامیٹرز کا جائزہ، اور اپنی تمام سائٹوں اور ہیڈ آفس میں تمام قومی ماحولیاتی معیار (NEQ) معیارات کا سالانہ جائزہ لیتے ہیں۔
 سال 2023 سپریم SERV کے لیے ایک اچھا سال رہا ہے، خاص طور پر تیل اور گیس کے شعبہ میں اسپرینز کے کاروبار کی مضبوط فروخت، جس نے مطلوبہ اہداف کو حاصل کرنے میں اہم کردار ادا کیا۔ سروس ورکشاپ میں توسیع ایک اہم پیشرفت تھی، کیونکہ ہدف صارفین کی خدمت کے لیے اپنے مجاز پارٹنر کو چیلنجز کرنا ہے، خاص طور پر معیاری اور درمیانے سائز کی مصنوعات کے لیے۔ KSB کلائنٹ کے ساتھ ہماری وابستگی کو یقینی بناتے ہوئے ہماری نئی ورکشاپ کراچی اور لاہور میں شروع کی گئی۔

ریورس انجینئرنگ سیگمنٹ 2023 میں ایک بنیاد بنا رہا۔ اس نے خاص طور پر EMEA ریجن میں، ایک اچھی بنیاد بنانے میں مدد کی، کیونکہ اس نے ایک مشکل پروجیکٹ حاصل کیا۔ نان KSB پمپس کے لیے ہمارے تمام بڑے سروس/اور ہالنگ آرڈرز KSB Supreme Serv ٹیم کے پاس ریورس انجینئرنگ کی مہارت کی وجہ سے ممکن ہوئے۔

انسانی وسائل

ہیومن ریورس ڈیپارٹمنٹ نے تین اہم شعبوں: ٹیلنٹ کا حصول، ملازمین کی مشغولیت، اور تربیت اور ترقی پر توجہ مرکوز کرتے ہوئے 2023 کو

پمپس اور والوز

سیاسی عدم استحکام اور کم اقتصادی سرگرمی کے باوجود سال 2023 پمپس اور والوز کے کاروبار کے لیے صحت مند سال تھا۔ تاہم، KSB پاکستان ایکسپورٹ پورٹ فولیو کے باعث کمپنی کے آرڈر کی مقدار میں بنیادی طور پر نمایاں اضافہ دیکھا گیا۔ جنرل انڈسٹری، پیٹر و کیمیکل اور بلڈنگ سروسز اور انٹرکمپنی ایکسپورٹ کاروبار اہم شعبے رہے جنہوں نے سال 2023 میں نمونہ ہر کی ہے۔ وہ پ سے ایکسپورٹ کاروبار نے بہتری کارخانہ ظاہر کیا اور صحت مند آمدنی درج کرائی ہے۔ صحت مند آمدنی مارکیٹ کے اہم شعبوں میں سے ایک، واٹر سیکمنٹ سے حاصل ہوئی۔ اقتصادی اور سیاسی مشکلات کے باوجود، کمپنی نے کارپوریٹ سیکلر سے اچھا کاروبار حاصل کیا۔ متبادل چینل نیٹ ورک (KSB مجاز پارٹنر اور ڈسٹری بیوٹر) KSB کے صارفین کے لیے معیاری پمپس کے آسانی سے دستیاب اسٹاک کے ساتھ مختلف پائیدار کاروبار کا بنیادی محرک رہا۔

KSB پاکستان کے پروڈیکٹس اینڈ اپیلیکیشن ڈیپارٹمنٹ کی پچھلے سالوں میں تشکیل نو کی گئی ہے، جس میں واٹر فلٹریشن اور ٹریٹمنٹ کے شعبے میں عوامی اور نجی شعبہ کے اقدامات پر انحصار کرتے ہوئے متحرک کاروباری ضروریات کو مد نظر رکھا گیا ہے۔ 2023 میں، KSB پاکستان نے فیصل آباد اور ملتان اضلاع کے لیے O&M پنجاب آب پاک اتھارٹی کو مکمل کرنے پر توجہ مرکوز کی۔ مزید برآں، دیگر جنرل کنٹریکٹرز نے ہمارے مسابقتی اور معیاری پلانٹس پر اعتماد ظاہر کیا، جس سے راولپنڈی، لاہور اور ساہیوال اضلاع میں ہمارے فلٹریشن پروڈکٹ کے اثرات میں اضافہ ہوا۔ فلٹریشن، ٹیوب ویلوں کے لیے O&M کام کامیابی کے ساتھ مکمل ہو گئے ہیں اور جاری ڈسپوزل سٹیشن بھی 2024 کی پہلی سہ ماہی تک مکمل ہو جائیں گے۔ مؤثر اور کم لاگت کے ساتھ زبردست منصوبوں کی تکمیل پر ہماری توجہ مرکوز رہی ہے۔ ہمارے مضبوط مصنوعات کے تنوع اور توسیعی پروگرام کے ساتھ باقاعدہ مارکیٹنگ اور صارف پر مرکوز مہمات کے ساتھ، ہم کاروبار کے متعلقہ شعبوں میں اپنے مارکیٹ شیئر کو مزید بڑھانے اور نئے کاروباری انفرکس کو تلاش کرنے کے لیے پرعزم ہیں۔

پیداوار

KSB پاکستان عالمی آپریشنز کے تعاون سے لیٹن اور ڈیجیٹائزیشن پروگرام کے حصہ کے طور پر اپنے صارفین کو اعلیٰ قیمتی مصنوعات اور خدمات فراہم کرنے کے عزم کے ساتھ اپنی آپریشنل مہارت پر گامزن ہے۔ پمپس کے لیے دو دہائیوں سے زائد عرصہ سے MbK (Made by KSB) کے ذریعے ہماری گروپ کمپنیوں کو ایک مصدقہ سپلائی پارٹنر کے طور پر، KSB پاکستان پوری دنیا میں گروپ کمپنیوں کو اعلیٰ کارکردگی اور بھروسے کے ساتھ پرزے بھی فراہم کر رہا ہے۔ پلانٹ اور مشینری کی اپ گریڈیشن کے لیے بجٹ مختص کرنے کے عالمی آپریشنز اقدام کے حصہ کے طور پر "مادہ کے تحفظ" کے عنوان کے تحت، آئندہ برسوں میں مستقبل میں پائیدار نمونہ کے لیے نئی مشینری کی تنصیب کا منصوبہ ہے۔

علم کو بڑھانے اور ہموار آپریشنز کے لیے، KSB پاکستان تمام گروپ کمپنیوں کے ساتھ روایتی SAP ECC سے KSB جرمنی کی قیادت میں SAP S/4HANA کی طرف بڑھ رہا ہے۔ اس پروڈیکٹ پر فی الحال کام جاری ہے جس میں KSB گروپ کی طرف سے دنیا بھر میں اختیار کیے گئے بہترین طریقوں کو شامل کرنے پر توجہ دی گئی ہے۔

KSB پاکستان تمام قسم کے نان KSB پمپس کے لیے مقامی طور پر اور عالمی سطح پر RE کاروبار (ریورس انجینئرنگ) میں بھی فعال ترقی کر رہا ہے اور اس نے آفٹر مارکیٹ (SupremServ) کے اس کاروباری شعبہ میں اپنے علم کی بنیاد کو وسیع پیمانے پر بہتر کیا ہے۔ مزید مؤثر طریقے سے خدمات فراہم کرنے کے لیے، KSB پاکستان SupremServ نے سینئر اور سائٹ تھریگن میں دوسروں ورکشاپس کا آغاز کیا ہے تاکہ اپنی سروس کی

پاکستان کی معیشت

سیاسی بد امنی اور غیر یقینی صورتحال کی وجہ سے بڑھے ہوئے معاشی بحران کے تناظر میں گزشتہ سال مشکلات سے دوچار رہا۔ اقتصادی لاگت میں کرنسی

پر دباؤ شامل تھا کیونکہ غیر ملکی زرمبادلہ کے ذخائر دباؤ میں رہے۔ حکومت نے آئی ایم ایف کے جاری پروگرام کو بحال کر کے صورتحال کو مستحکم کرنے کے لیے متعدد کوششیں کیں۔ ان کوششوں میں متعدد پالیسی اقدامات کو نافذ کرنا جیسے کہ ایندھن اور بجلی کی قیمتوں میں اضافہ، مارکیٹ - معینہ شرح مبادلہ پالیسی اپنانا، ٹیکس وصولی کو بڑھانے کے لیے زیادہ ٹیکس کے اقدامات کو نافذ کرنا، افراط زر کے دباؤ کو کم کرنے کے لئے ڈسکاؤنٹ شرح کو ایک دہائی کی بلند ترین شرح 22 فیصد تک بڑھانا شامل ہے۔

2023 میں، پاکستان کی جی ڈی پی کی شرح نمو 0.3 فیصد پر جمود کا شکار رہی، جبکہ 2024 میں 1.9 فیصد تک معمولی اضافہ کی توقع تھی۔ مہنگائی دسمبر 2023 میں 29.7 فیصد رہی اور جنوری 2024 میں معمولی کم ہو کر 28.3 فیصد رہ گئی۔ ایشین ڈویلپمنٹ کے تازہ ترین نقطہ نظر کے مطابق، 2024 میں افراط زر کی شرح تقریباً 25 فیصد رہنے کی پیش گوئی کی گئی ہے۔

جبکہ بڑے پیمانے پر مینوفیکچرنگ نے 2023 کی آخری سہ ماہی میں معمولی نمو کا اضافہ دیکھا گیا، انتخابات کے بعد اقتصادی سرگرمیوں میں تیزی آنے کی توقع ہے۔ زراعت کے لیے نقطہ نظر مثبت رہا، اور 2024 میں عوامی شعبے کی سرگرمیاں دوبارہ شروع اور تیز ہونے کی توقع ہے۔ تاہم، خاص طور پر مشرقی یورپ میں، بالخصوص جغرافیائی سیاسی تناؤ کی وجہ سے، نمو کے خطرات بڑھ گئے ہیں جو تیل کی قیمتوں میں مزید اضافہ کر سکتے ہیں۔ خوش قسمتی سے، ملک میں سلامتی اور امن و امان کی صورتحال قابو میں رہی، اور سیاسی استحکام پبلک سیکٹر کی کارکردگی اور مجموعی اقتصادی سرگرمیوں کو بہتر بنانے کے لیے تیار ہے۔ بہر حال، پائیدار اقتصادی نمو کو یقینی بنانے کے لیے رکاوٹوں کو دور کرنے اور ساختی اصلاحات کو آسان بنانے کے لیے ٹھوس کوششوں کی ضرورت ہے مضبوط اور پُر عزم اقدامات آنے والی مشکلات سے نمٹنے اور ایک لچکدار معاشی منظر نامہ کو فروغ دینے کے لیے ضروری ہیں۔

کمپنی

مالیاتی نتائج

KSB پاکستان کی ٹاپ لائن کارکردگی سال 2023 میں ریونیو میں نمایاں اضافے کے ساتھ مثبت رہی۔ قیمتوں کے زبردست دباؤ، سپلائی میں رکاوٹوں اور زیادہ شرح سود کے باعث منافع پر منفی اثر پڑا۔ اگرچہ آپریٹنگ مارجن پائیدار تھے اور قیمتوں میں اضافہ کا ایک بڑا حصہ صارفین تک پہنچانے کی کمپنی کی صلاحیت کو ظاہر کرتے ہیں، زیادہ مالی لاگت نے زیریں لائن کو کم کر دیا ہے۔ دو سالوں کے تقابلی نتائج ذیل میں دیئے گئے ہیں:-

سال 2022 روپے، 000، میں	سال 2023 روپے، 000، میں	
4,965,061	5,755,040	فروخت
774,749	1,173,629	مجموعی منافع
327,533	384,521	سود اور ٹیکس سے پہلے منافع
73,191	12,254	ٹیکس سے پہلے منافع
43,342	843	سالانہ منافع / (نقصان)
3.28	0.06	فی شیئر آمدنی (EPS)

حصص داران کے لئے مجلس نظام کی رپورٹ

KSB پیپس کمپنی لمیٹڈ کے نظام 31 دسمبر 2023 کو ختم ہونے والے سال کی سالانہ رپورٹ معہ نظر ثانی شدہ مالیاتی کھاتوں اور اس پر محاسب کی رپورٹ پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

اقتصادیات

عالمی معیشت

2023 کے دوران، متعدد رکاوٹوں کا سامنا کرنے کے باوجود، عالمی اقتصادی سرگرمی معتدل رفتار سے جاری رہی۔ جغرافیائی سیاسی عدم استحکام، اجناس کی بڑھتی ہوئی قیمتیں، آب و ہوا سے متعلق مشکلات، اور دونوں ترقی یافتہ اور ترقی پذیر معیشتوں میں محدود مالیاتی پالیسیوں کا نفاذ جس کا مقصد بڑھتی ہوئی افراط زر کا مقابلہ کرنا ہے، عالمی اقتصادی بحالی میں رکاوٹیں کھڑی کر رہا ہے۔ بہر حال، ان مشکلات کے درمیان، حوصلہ افزاء پیش رفت ہوئی۔ توانائی اور خوراک کی قیمتوں میں اضافہ سے شروع ہونے والے ابتدائی افراط زر کا دباؤ بتدریج کم ہو رہا ہے، اور عالمی معیشت میں توقع سے پہلے کی بحالی کے اشارے سامنے آرہے ہیں۔ مزید برآں، عالمی ہیڈ لائن افراط زر 2022 میں 8.7 فیصد کی بلند ترین سطح (سالانہ اوسط) سے 2023 میں 6.8 فیصد تک مسلسل کم ہوا ہے۔

2024 میں آگے بڑھتے ہوئے، جب کہ عالمی معیشت کی بحالی اپنے راستہ پر گامزن رہنے کی توقع ہے، نمو کے تخمینہ کو تقریباً 3.1 فیصد تک کم نظر ثانی کیا گیا ہے۔ سپلائی چین میں رکاوٹیں، توانائی کی قیمتوں میں اضافہ، اور مہنگائی کا طویل دباؤ پچھلے سال کے مقابلے میں کسی حد تک کم مشکلات کا باعث بنے ہوئے ہیں۔ افراط زر تشویش کا باعث ہے، اگرچہ سپلائی چین میں رکاوٹیں آہستہ آہستہ کم ہونے اور طلب اور رسد میں عدم توازن درمیانی مدت میں معمول پر آنے کے باوجود زہری کے آثار ظاہر کر رہے ہیں۔

اگرچہ COVID نئی صورتوں کا ابھرنے اور معاشی سرگرمیوں کو متاثر کر رہا ہے، لیکن مجموعی طور پر اس کی شدت کم ہوتی دکھائی دیتی ہے۔ ویکسینیشن کی کوششوں میں ترقی ہوئی ہے، خاص طور پر ترقی یافتہ معیشتوں میں، لچک کو بہتر بنانے اور وبائی بیماری سے پہلے کے کام کے حالات میں بتدریج واپسی میں معاون ہے۔ تاہم، بہت سی ابھرتی ہوئی مارکیٹوں اور ترقی پذیر معیشتوں میں ویکسینیشن کی شرح نسبتاً کم ہے، جو ان کی پوری طرح سے صحت یاب ہونے اور عالمی اقتصادی سرگرمیوں میں حصہ لینے کی صلاحیت کو روکتی ہے۔

عالمی نمو کے خطرات جن کا جھکاؤ منفی پہلو کی طرف ہے، وبائی بیماری، جغرافیائی سیاسی تناؤ اور موسمیاتی تبدیلی کی اردگرد کی غیر یقینی صورتحال سے بڑھ گئے ہیں۔ مشرقی یورپ سمیت مختلف خطوں میں حالیہ اضافہ نے جغرافیائی سیاسی غیر یقینی صورتحال کو بڑھا دیا ہے، جو عالمی تجارت اور انرجی مارکیٹس کو متاثر کر رہی ہیں۔ مزید برآں، وبائی بیماری کے دیرپا اثرات نے ترقی یافتہ اور ترقی پذیر معیشتوں کے درمیان فاصلہ بڑھا دیا ہے، جس سے کثیرالجہتی تعاون اور جامع پالیسیوں کی اہمیت آ جا رہی ہے۔

ایک مضبوط اور زیادہ پائیدار بحالی کو فروغ دینے کے لیے، بین الاقوامی سطح پر ٹھوس کوششوں کی ضرورت ہے۔ بہتر ویکسین کی تقسیم، تجارتی رکاوٹوں میں کمی، اور گہری ساختی اصلاحات معاشی لچک کو بڑھانے اور جامع ترقی کو فروغ دینے کے لیے ناگزیر ہیں۔ مزید برآں، قدرتی آفات کے اثرات کو کم کرنے اور طویل مدتی پائیداری کو یقینی بنانے کے لیے ماحولیاتی تبدیلیوں سے نمٹنے والی مؤثر پالیسیاں اہم ہیں۔

چیئر مین کی جائزہ رپورٹ

میں دسمبر 2023 کو ختم ہونے والے سال کا سالانہ جائزہ پیش کرتے ہوئے خوشی محسوس کرتا ہوں۔

سال 2023 بھی مسلسل سیاسی عدم استحکام کا شکار رہا ہے جس میں نگران حکومت کی توجہ روزمرہ کے کاموں پر مرکوز رہی ہے جس وجہ سے طویل مدتی منصوبوں پر حکومتی اخراجات کا فقدان رہا ہے۔ افراط زر میں اضافہ اور بجلی اور قدرتی گیس کے نرخوں میں نمایاں اضافہ نے بد حالی میں مزید اضافہ کر دیا ہے۔

مندرجہ بالا تمام مشکلات کے باوجود، KSB پاکستان نے سال 2023 کی پیشگوئی کے اعداد و شمار سے زیادہ نتائج حاصل کرنے میں کامیاب رہا ہے۔ سال 2022 کے مقابلے میں 4.8 فیصد زیادہ مارجن کے ساتھ 5,755 ملین روپے کا مضبوط ٹرن اوور اور کمپنی کے بجٹ اور پچھلے سال کی مضبوط آپریشنل کارکردگی کے مطابق 385 ملین روپے کا EBIT درج کرایا ہے۔

کمپنی اپنے قابل قدر صارفین کو فروخت کے بعد سپورٹ فراہم کرنے کے لیے ملک میں اپنے فٹ پرنٹ کو وسعت دے رہی ہے۔ اپنے اسٹیک ہولڈرز کے لئے مقامی قدر پیدا کرنے کے لیے، کمپنی کے عزم کے مطابق لاہور اور کراچی میں 02 سروس ورکشاپس کا اضافہ کیا گیا ہے۔ اس کے علاوہ، ریورس انجینئرنگ کی صورت میں برآمدی کاروبار اور انٹرکمپنی کاروبار کی صورت میں پمپس کی فراہمی پر مرکوز توجہ سال 2023 کی پہچان رہی ہے۔

KSB پاکستان نے استحکام میں اپنی مہم کو جاری رکھا ہوا ہے، اور کامیابی کے ساتھ مسلسل اپنی توجہ مرکوز کر رہی ہے۔ تمام اہم مقامات پر ہمارے کاربن فٹ پرنٹ کو کم کرتے ہوئے لاہور کو اپ گریڈ اور کراچی کو بھی اس فہرست میں شامل کیا گیا ہے۔ ہم نے ان تمام مقامات پر پینے کے صاف پانی کے اقدامات بھی کئے ہیں تاکہ فلٹریشن پلانٹس اپنے ملازمین کو پینے کا صاف پانی فراہم اور بوتل بند پانی کی ضرورت کو ختم کر سکیں۔

اپنے ملازمین کے تاثرات کی بنیاد پر، کمپنی نے اپنے ملازمین کی مصروفیات کو بہتر بنانے پر توجہ مرکوز کی ہے اور اندرون ملک متعدد تربیت کے ذریعے سیکھنے اور ترقی کے کلچر کو قائم کیا ہے۔ اسی اثناء میں، جسمانی صحت اور ذہنی تندرستی ان سرگرمیوں کا مرکز رہی ہے۔ روزمرہ کے دباؤ والے کام کے ماحول میں ملازمین کو بہترین طریقے سے نکلنے کے لیے سپورٹس گالا، اورنج پارٹیز اور لائیو باربی کیو کا انعقاد کیا گیا ہے۔

بورڈ میں کچھ نئے چہروں نے نئی آڈٹ اور ایچ آر کمیٹیوں کے علاوہ کمپنی کے فیصلہ سازی میں مزید اضافہ کیا ہے۔ فیلو بورڈ ممبران عالمی اور مقامی معاشی رجحانات سے بخوبی واقف ہیں اور ساتھ ہی وہ مضبوط کاروباری ذہانت کے حامل ہیں جو مستقبل میں سرمایہ کاری اور مارکیٹوں تک رسائی میں مدد دیتے ہیں۔ بورڈ کے باقاعدہ اجلاس اور ماضی کے نتائج کا جائزہ اور مستقبل کے لیے حکمت عملی تیار کرنا KSB پاکستان کے بورڈ کا خاصہ ہے۔

میں اپنے فیلو بورڈ ممبران اور تمام اسٹیک ہولڈرز کے اعتماد اور انتظامیہ اور کمپنی کے ساتھ مسلسل تعاون کے لیے ان کا شکریہ ادا کرتا ہوں۔



Dr. Sven Baumgarten

چیئر مین

لاہور: 14 مارچ 2024ء



Solutions. For Life.



KSB

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