Quarterly Report 2010 (Un-audited March 31)







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# Corporate Information

### **BOARD OF DIRECTORS**

Mr. R.A. Chughtai Chairman
Mrs. Arjumand A. Qazi Director/CEO
Mr. Nasser Durrani Director
Mr. Mehboob Hussain\* Director
Mr. Zubair F. Tufail Director
Mr. Masood Naqi Director
Mr. Ali A. Rahim Director

\*Subject to approval of SECP

### AUDIT COMMITTEE

Mr. Ali A. Rahim Chairman Mr. Mehboob Hussain Member

Mr. Zubair F. Tufail Member

Ms. Shafque Akhtar

(Non-Executive Director)

(Non-Executive Director)

(Non-Executive Director)

Committee Secretary

### MANAGEMENT COMMITTEE

Mrs. Arjumand A. Qazi Mr. Tanveer Ul Bari Mr. Shaheen Akhtar

### **HUMAN RESOURCE COMMITTEE**

Mr. Zubair F. Tufail Chairman Mrs. Arjumand A. Qazi Member Mr. Nasser Durrani Member

### **COMPANY SECRETARY & CFO**

Mr. Tanveer Ul Bari

### **EXTERNAL AUDITORS**

Anjum Asim Shahid Rahman, Chartered Accountants

### INTERNAL AUDITORS

Ford Rhodes Sidat Hyder & Company, Chartered Accountants

### TAX CONSULTANT

A.F. Ferguson & Co., Chartered Accountants

### LEGAL ADVISOR

Mohsin Tayebaly & Company, Advocate & Legal Consultant

### CREDIT RATING

Long-term: A- Short-term: A-2

### **REGISTERED OFFICE**

40, Jang Building, A.K. Fazal-ul-Haq Road, Blue Area, Islamabad.

### MAIN OFFICE

2nd Floor, Tower-B, Finance & Trade Center (FTC), Shahra-e-Faisal, Karachi. Phone: 021-99204751-53 Fax: 021-99204754

## REGISTRAR AND SHARE TRANSFER OFFICE

Progressive Management Services (Pvt) Ltd. 10th Floor, Mehdi Towers, A-115, S.M.C.H.S., Shahra-e-Faisal, Karachi. Phone: 021-34526983-84 Fax: 021-34526985

### **BANKS AND LENDING INSTITUTIONS**

Allied Bank Limited
Emirates Global Islamic Bank Limited
Faysal Bank Limited
MCB Bank Limited
National Bank of Pakistan
Pak Oman Investment Co. Limited
United Bank Limited



### **Directors' Report**



The Board of Directors of SME Leasing Limited presents the unaudited condensed interim financial statements for the quarter ended March 31, 2010.

During the period under review social and economic state of affairs remained under pressure. With a view to contain the inflationary trend, the State Bank of Pakistan continues to maintain a focused stance on the monetary control measures. This has led the Commercial Banks to follow a risk averse approach in line with the monetary policies of the State Bank of Pakistan resulting in reduction in taking further exposure with the NBFC sector in general and leasing sector in particular. This liquidity crunch has affected the business capacity of the NBFCs and impaired the sector's performance significantly.

Owing to the ongoing liquidity crises and non-availability of funding lines for the NBFC sector, new business remained constrained during the period under review as against disbursements of Rs. 106 million in the corresponding period last year. The gross revenue of the company has decreased to Rs. 25.67 million as compared to Rs. 33.38 million in the corresponding period of the previous year. Operating expenses have substantially gone down to Rs. 25.37 million as against Rs. 40.45 million in the prior period mainly due to decrease in financial charges resulting from reduction in borrowing level as well as decline in interest rates; this accomplishment has made the operating results positive and substantially reduced the loss for the period to

Rs. 9.37 as compared to net loss of Rs. 18.87 million in the corresponding period of the previous year. Going forward further improvement in results is expected. It would be worth while to mention here that despite challenging conditions, the company carried on with its prompt repayment history and has discharged its debt obligations on due dates.

The NBFC sector, particularly the leasing segment is still experiencing a liquidity crunch which will remain a major impediment in the revival of the sector. Your company is working on different fund raising options and other business strategies and is optimistic about the outcome.

The Board recognizes and appreciates the support and role of the lending institutions, regulatory authorities, management team and all other staff members of the Company.

For and on behalf of the Board of Directors

R.A./Chughta

# Condensed Interim Balance Sheet as at March 31, 2010 (Un-Audited)



	Note	(Un-Audited) March 31, 2010 Rupees	(Audited) December 31, 2009 Rupees
ASSETS			
Current assets  Cash and bank balances  Mark-up accrued  Loans and advances  Deposits, prepayments and other receivables  Investments - available-for-sale  Current maturity long-term finances and loans  Current maturity of net investment in leases  Total current assets	3 4 5	21,485,133 672,766 1,882,578 1,076,311 25,008,987 74,470,725 481,982,314 606,578,814	22,447,059 404,440 1,926,959 1,914,483 36,473,714 74,504,429 495,329,024 633,000,108
<b>Non-current assets</b> Long-term finances and loans	4	27,029,691	35,344,359
Net investment in leases	5	657,944,849	907,450,890
Long-term deposits and prepayments Property and equipment	6	871,410 13,428,880	939,250 14,042,060
. ,		699,274,829	957,776,559
Total assets		1,305,853,643	1,590,776,667
LIABILITIES  Current liabilities  Trade and others payable  Mark-up accrued  Short-term borrowings  Certificates of Investment  Current maturity of long-term finances  Current maturity of liabilities against assets subject to finance leas  Current maturity of long-term deposits  Provision for compensated absences  Taxation payable  Total current liabilities  Long-term finances  Liabilities against assets subject to finance lease  Long-term deposits  Deferred liabilities  Total liabilities	7 e	8,944,516 10,181,290 126,241,709 3,022,313 190,111,657 1,179,205 166,314,684 971,960 11,616,510 518,583,844 66,683,874 535,725 376,177,667 2,446,535 445,843,801	11,559,297 12,529,336 116,739,950 3,220,781 240,870,480 1,162,884 311,703,563 785,231 11,121,234 709,692,756 98,235,310 860,305 428,317,666 2,407,266 529,820,547
NET ASSETS		341,425,998	351,263,364
FINANCED BY Authorized share capital 100,000,000 (2009: 100,000,000) ordinary shares of Rs. 10 ec	ıch	1,000,000,000	1,000,000,000
Issued, subscribed and paid-up capital Reserves Unappropriated profit		320,000,000 48,466,329 (28,223,768) 340,242,561	320,000,000 48,466,329 (18,851,129) 349,615,200
Unrealized loss on available-for-sale investments		1,183,437	1,648,164
Total shareholders' equity		341,425,998	351,263,364
Contingencies and commitments	8		







# Condensed Interim Profit and Loss Account for the Quarter ended March 31, 2010 (Un-Audited)



	March 31, 2010 Rupees	March 31, 2009 Rupees
REVENUE Income from operations Income from investments Other operating income Total revenue	25,232,356 319,609 117,530 25,669,495	33,081,729 - 306,467 33,388,196
EXPENSES Administrative Finance cost Total expenses	10,542,434 14,828,784 25,371,218	10,896,499 29,551,546 40,448,045
Operating profit/(loss) before provisions	298,277	(7,059,849)
PROVISIONS Provision for potential lease losses Provision for loans and receivables Provision for impairment on available-for-sale investments Total provisions	8,941,761 200,122 - 9,141,883	10,862,317 152,763 1,690,086 12,705,166
(Loss) before taxation	(8,843,606)	(19,765,015)
TAXATION Current Deferred	529,033 - 529,033	(899,176) (899,176)
(Loss) for the period	(9,372,639)	(18,865,839)
Earnings per share - basic and diluted	(0.29)	(0.59)







# **Statement of Comprehensive Income** for the Quarter ended March 31, 2010 (Un-Audited)

The annexed notes 1 to 12 form an integral part of these financial statements.



	March 31, 2010 Rupees	March 31, 2009 Rupees
(Loss) after Tax	(9,372,639)	(18,865,839)
Other Comprehensive Income for the period		
Unrealized Gain/(Loss) on revaluation of available-for-sale investment	(464,727)	2,022,993
Total Comprehensive Loss for the period	(9,837,366)	(16,842,846)

Arjumand A. Qazi
Chief Executive Officer





# Condensed Interim Cash Flow Statement for the Quarter ended March 31, 2010 (Un-Audited)



	Note	March 31, 2010 Rupees	March 31, 2009 Rupees
CASH FLOW FROM OPERATING ACTIVITIES			
Cash generated from operations after working capital changes	9	13,557,872	19,970,374
(Increase)/Decrease in net investment in leases (Increase)/Decrease in loans and receivables Mark-up paid Mark-up received on loans to employees Mark-up received Financial charges paid Gratuity paid Taxes paid Long-term deposits received  Net cash used in operating activities		253,910,990 8,148,250 (16,734,093) 41,683 75,848 (62,194) (75,768) (33,757) (197,528,878) 47,742,081 61,299,953	26,776,237 (5,805,532) (28,523,921) 54,020 252,448 (81,689) (111,765) (45,960) 1,483,706 (6,002,456) 13,967,918
CASH FLOW FROM INVESTING ACTIVITIES			
Capital expenditure (Increase)/Decrease in short-term placements (Increase)/Decrease in long-term loans and advances (Increase) in investments (Increase)/Decrease in long-term deposits and prepayments Net cash from/(used-in) investing activities		(14,490) - 11,000,000 67,840 11,053,350	31,307,857 400,856 9,835 31,718,548
CASH FLOW FROM FINANCING ACTIVITIES			
Increase/(Decrease) in long-term finance Increase in Certificates of Investment Lease rentals paid Net cash from financing activities  Net increase/(decrease) in cash and cash equivalents		(82,310,259) (198,468) (308,261) (82,816,988) (10,463,685)	(93,088,239) 1,740,000 (350,079) (91,698,318) (46,011,852)
Cash and cash equivalents at beginning of the year		(94,292,891)	(33,077,589)
Cash and cash equivalents at end of the period	10	(104,756,576)	(79,089,441)







# Condensed Interim Statement of Changes in Equity for the Quarter ended March 31, 2010 (Un-Audited)



		Capital r	eserves	Revenue reserves		Revenue reserves	
	Issued, subscribed and paid-up capital	Share premium	Statutory reserve	Reserve against future losses	Un- appropriated profit	Deficit on revaluation of available-for-sale investments	Total shareholders' equity
				Rupees			
Balance as at January 1, 2009	320,000,000	10,000,000	28,019,277	10,447,052	50,897,144	(8,783,337)	410,580,136
Unrealized impairment loss on available-for- sale investment	s -	-				2,022,993	2,022,993
Total Comprehensive Income for the period		-	-		(18,865,839)	-	(18,865,839)
Provision against impairment loss on available for-sale investments		-				1,690,086	1,690,086
Transferred to reserve against future losses			-			-	
Balance as at March 31, 2009	320,000,000	10,000,000	28,019,277	10,447,052	32,031,305	(5,070,258)	395,427,376
Balance as at January 1, 2009	320,000,000	10,000,000	28,019,277	10,447,052	(18,851,129)	1,648,164	351,263,364
Unrealized gain on re-measurement of available for-sale investments							
Total Comprehensive Income for the period		-	-	-	(9,372,639)	(464,727)	(9,837,366)
Transferred to statutory reserve			-				
Transferred to reserve against future losses							-
Balance as at March 31, 2010	320,000,000	10,000,000	28,019,277	10,447,052	(28,223,768)	1,183,437	341,425,998







### Selected Notes to the Condensed Interim Financial Statements

for the Quarter ended March 31, 2010 (Un-Audited)



SME Leasing Limited

### 1. THE COMPANY AND ITS OPERATIONS

SME Leasing Limited was incorporated in Pakistan on July 12, 2002 as an unlisted public company and acquired the status of a listed company on December 13, 2006. The company is a subsidiary of SME Bank Limited, who holds 73.14% (2009: 73.14%) of the shareholding of the company. At the time of incorporation, the company was a wholly owned subsidiary of SME Bank Limited, whereby under an arrangement the assets and liabilities of the leasing division of SME Bank Limited were transferred to the company on January 28, 2003. The company is listed on Lahore Stock Exchange and its registered office is situated at 40 Jang Building, A.K. Fazal-ul-Haq Road, Blue Area, Islamabad. The core objective of the company is to extend lease and working capital financing facilities to small and medium enterprises of the country.

The company is registered with the Securities and Exchange Commission of Pakistan as a leasing company under the Non-Banking Finance Companies (Establishment and Regulation) Rules, 2003. These rules were amended vide SRO No. 1131 (1)/2007 on November 21, 2007 whereby Non-Banking Finance Companies and Notified Entities Regulations, 2007 (NBFC Regulations) were issued. Subsequently NBFC Regulations were amended vide SRO No. 1203 (1)/2008 on November 21, 2008, whereby Non-Banking Finance Companies and Notified Regulations, 2008 were issued.

### 2. STATEMENT OF COMPLIANCE

These un-audited financial statements are being presented and submitted to the shareholders as required under section 245 of the Companies Ordinance, 1984 and has been presented in accordance with the requirements of International Accounting Standards 34 "Interim Financial Reporting" as applicable in Pakistan.

### 2.1. ACCOUNTING POLICIES

The accounting policies and methods of computations followed for the preparation of these accounts are same as those applied in preparing the annual accounts for the year ended December 31, 2009.

		Note	March 31, 2010 Rupees	December 31, 2009 Rupees
3.	INVESTMENTS - Available-for-Sale			
	Government Securities Mutual Funds	3.1	500,000	500,000
	- Open end - Close end		22,145,550 1,180,000 23,825,550	36,500,000 2,500,000 39,500,000
	Less: Impairment loss Less: Unrealized gain/(loss) on revaluation		1,183,437 1,183,437	(4,674,450) 1,648,164 (3,026,286)
	Fair value at the end of the period		25,008,987	36,473,714

3.1.Represents investments made as required under rule 12(3)(f) of the Non-Banking Finance Companies & Notified Entities, Regulations, 2008 to maintain liquidity against certificates of investment. These are redeemable between June 2012 to September 2012 and carries profit rate ranging from 11.60% to 14.20% (2009: 11.60% to 14.20%).

1. LONG-TERM FINANCES AND LOANS - Secured Considered good	I	
Related Parties		700 ///
Executives	658,015	729,664
Employees	2,278,606	2,341,017
	2,936,621	3,070,681
Others than Related parties		
Customers	50,282,936	66,839,999
Considered good	48,789,364	40,246,491
Considered doubtful	99,072,300	107,086,490
	(508,505)	(308,383)
Less: Provision	98,563,795	106,778,107
	101,500,416	109,848,788
Less: Current maturity		
Executives	297.008	260,525
Employees	259,862	255,743
	556,870	516,268
	73,913,855	<i>7</i> 3,988,161
	(74,470,725)	(74,504,429)
	27,029,691	35,344,359
		////



# Selected Notes to the Condensed Interim Financial Statements for the Quarter ended March 31, 2010 (Un-Audited)

□ SME Leasing Limited

21,885,715

15,371,697

5.	NET INVESTMENT IN LEASES	March 31, 2010 Rupees	December 31, 2009 Rupees
	Minimum lease payments receivable	835,366,415	909,931,436
	Add: Residual value of leased assets	<u>542,492,351</u>	740,021,229
	Lease contract receivable	1,377,858,766	1,649,952,665
	Less: Unearned lease income Less: Provision for potential lease losses	164,778,090 73,153,513 237,931,603	182,960,999 64,211,752 247,172,751
	Net investment in leases	1,139,927,163	1,402,779,914
	Less: Current maturity of net investment in leases	481,982,314	495,329,024
	Net investment in leases	657,944,849	907,450,890

	2033. Trovision for polerinar leas	3 103303		237,931,603	247,172,751
	Net investment in leases			1,139,927,163	1,402,779,914
	Less: Current maturity of net inve	etment in leases		481,982,314	495,329,024
	Net investment in leases	simem in leases		657,944,849	907,450,890
	Nei ilivesililetti ili leases			037,744,047	707,430,070
6.	PROPERTY AND EQUIPMENTS				
	The following is the detail of add	ditions disposals in the	e operating assets	during the current per	riod.
	· ·	•			
	_	March 3 Additions	1, 2010 Deletions	December	, .
	Owned	Additions	Deletions	Additions	Deletions
	Office premises		-	5,550,000	-
	Building improvements		-	139,710	-
	Furniture and fixtures	14,490	-	54,150	-
	Office equipment & others	· ·	-	54,150 43,900	-
	Computers	-	-	13.182	-
	Vehicles	-	-	1,155,000	-
		14,490	-	6,955,942	-
	Leased Assets				
	Vehicles			898,800	1,155,000
		14,490	-	7,854,742	1,155,000
				March 31, 2010	March 31, 2009
7.	LONG-TERM FINANCES			Rupees	Rupees
	Long-term Loans				
	SME Bank Limited (holding com	pany) - related party		12,801,787	13,561,137
	Other financial institutions			70,062,490	122,660,483
				82,864,277	136,221,620
					, ,
	Privately Placed Term Finance C	Certificates		173,931,254	202,884,170
				256,795,531	339,105,790
		1			10 / 000 01 /
	Less: Current maturity - Long-ter	m loans	C .:f: .	73,444,991	124,203,814
	Current maturity - Private	ly placed lerm Finan	ce Certiticates	116,666,666	116,666,666
				190,111,657	240,870,480
				44 400 074	00 225 210
				66,683,874	98,235,310
8.	CONTINGENCIES AND COMMI	TMENTS			
٠.	Contingencies				
	None			-	•
	Commitments				
	Lease disbursements			<u>•</u>	· · · ·
9.	CASH GENERATED FROM OPERATI	ONS AFTER WORKING	CAPITAL CHANGES		
	n va til t				
	(Loss)/Profit before income tax e	expense		(8,843,606)	(19,765,015)
	Adjustment for non-cash charge	es and other items			
	Depreciation	- July Suiter Hells		627,672	565,300
	Gratuity expense			115,037	
	Mark-up expense			14,386,047	28,605,042
	Mark-up income			(75,847)	(252,447)
	Financial charges on leased ass	ets	***************************************	62,194	81,689
	Interest income on loans to emp	ovees		(41,683)	(54,020)
	Provision for potential lease loss	es		8,941,761	(54,020) 10,862,317
	Provision for loans and receivab	les		200,122	152,763
	Provision for impairment on ava		nents	200/122	1,690,086
	Total adjustments for non-cash			24,215,303	41,650,730

Cash generated from operations before working capital changes

# Selected Notes to the Condensed Interim Financial Statements for the Quarter ended March 31, 2010 (Un-Audited)

related parties during the period under review are as follows:

SME Leasing Limited

December 31, 2009 Working capital changes March 31, 2010 Rupees Rupees (Increase)/Decrease in current assets (268,326) (668,565) Mark-up accrued (72,907) Deposits, prepayments and other receivables 838,172 44,381 ,092,814) Loans and advances (1,834,286) 614,227 Increase/(Decrease) in current liabilities (81,055) (2,614,781)Trade and other payables 186,729 Provision for compensated absences (81,055) (2,428,052)Cash generated from operations after working capital changes 19,970,374 13,557,872 10. CASH AND CASH EQUIVALENTS Cash and bank balances 27,697,819 21,485,133 Short-term borrowings (106,787,260) (126,241,709) (104,756,576) (79,089,441) 11. TRANSACTIONS WITH RELATED PARTIES

A4	^1	001	ı

The related parties comprise SME Bank Limited and key management personnel. The aggregate transactions with

	March 31, 2010		December	r 31, 2009
Borrowings	Key management personnel	SME Bank Limited (Holding Company)	Key management personnel	SME Bank Limited (Holding Company)
Balance as at January 1 Add: Borrowings during the period Less: Repayments during the period Balance at the end of the period		101,894,472 20,000,000 (19,092,685) 102,801,787	-	97,513,918 60,000,000 (55,619,446) 101,894,472
Loans and advances Balance as at January 1 Add: Advances given during the period Less: Repayments during the period Balance at the end of the period	129,749 - (43,251) 86,498	- - - - -	120,834 323,000 (314,085) 129,749	- - - -
Mark-up expense for the period Mark-up income for the period	-	1,199,332	-	13,009,354
Other transactions Lease facility provided to holding company Deposit margin by holding company for the lease fac Total rentals receivables (for the entire lease period) Total rentals received during the period Rent expense Remuneration and salaries paid Post retirement benefits Provident fund - company's contribution	- 	19,202,066 9,882,723 11,577,021 664,173 100,665	6,019,935 784,971 120,132	19,202,066 9,882,723 11,577,021 2,724,010 402,660

All transactions with the holding company are carried out on commercial terms and conditions.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity. The company considers all departmental heads, chief executives and directors to be key management personnel other than under their terms of employment.

### 12. DATE OF AUTHORIZATION FOR ISSUE

These financial statements were authorized for issue on April 29, 2010 by the Board of Directors of the company.

Ariumand A. Qazi Chief Executive Officer

zubam



# Notes SME Leasing Limited



# Branch **Network**

### KARACHI

### Main Branch

2nd Floor, Tower "B", Finance & Trade Center (FTC), Shahra-e-Faisal. Phone: 021-99204751-53 Fax: 021-99204754

### F.B. Area Branch

Shop No. 9, Rahimabad, Block-14, F.B. Area, Shahra-e-Pakistan. Phone: 021-99246458, 36807584 Fax: 021-36806940

### HYDERABAD

M-06, Mezzanine Floor, Rabi Shopping Center, Cantonment Area, Saddar. Phone: 022-9200747 Fax: 022-9201060

### LAHORE

### **Gulberg Branch**

13-L, Mini Market, Gulberg-II. Phone: 042-35714499 Fax: 042-35714499

labal Town Branch Office No. 17, 2nd Floor, Sky Centre, Karim Block, Allama Iabal Town Road. Phone: 042-35295423

Fax: 042-35295424

### ISLAMABAD

Office No. 2, 1st Floor, Rehmat Centre, I-8 Markaz. Phone: 051-9257524 Fax: 051-9257520

### SIALKOT

Small Industrial Estate Uggoki Road, Shahabpura. Phone: 052-3257138 Fax: 052-3257138

### **PESHAWAR**

34, Ground Floor, State Life Building, The Mall, Peshawar Cantt. Phone: 091-9211683 Fax: 091-9211683

### MARDAN

The Mall Office No. 26, Adjacent Allied Bank Limited, Mardan Cantt. Phone: 0937-9230800 Fax: 0937-9230800

### **MIRPURKHAS**

Office No. 403/2, New Town. Phone: 0233-9290411 Fax: 0233-9290411



Main Office: 2nd Floor, Tower "B", Finance & Trade Centre, Shahra-e-Faisal, Karachi. Tel: (021) 99204751-53 Fax: (021) 99204754 Website: www.smelease.com