



1st Quarter Report  
For the period ended  
September 30, 2023

**2023**

**OUR  
DIVERSIFIED  
BUSINESS  
PORTFOLIO**

 **FIRST TREET  
MANUFACTURING  
MODARABA**



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## COMPANY INFORMATION

<b>BOARD OF DIRECTORS:</b>	Mr. Imran Azim Syed Shahid Ali Syed Sheharyar Ali Dr. Salman Faridi Ms. Sidra Fatima Sheikh Mr. Munir K. Bana Dr. Haroon Latif Khan	Non-Executive Director/Chairman Chief Executive Officer Non-Executive Director Independent Director Female/Independent Director Non-Executive Director Independent Director
<b>AUDIT COMMITTEE:</b>	Dr. Salman Faridi Mr. Imran Azim Mr. Munir K. Bana	Chairman/Member Member Member
<b>CHIEF ACCOUNTANTS:</b>	Mr. Moazzam Hussain Hashmi Mr. Muhammad Zubair	Modaraba Management Company Modaraba
<b>COMPANY SECRETARY:</b>	Ms. Zunaira Dar	
<b>EXTERNAL AUDITORS:</b>	M/s Rahman Sarfaraz Rahim Iqbal Rafiq	Chartered Accountants
<b>EXTERNAL AUDITORS OF MODARABA MANAGEMENT COMPANY:</b>	M/s Yousuf Adil	Chartered Accountants
<b>LEGAL ADVISORS:</b>	Asad & Asad Attorney at Law	Advocates
<b>CORPORATE ADVISORS:</b>	Cornelius, Lane & Mufti	Advocates
<b>SHARIAH ADVISOR:</b>	Mufti Muhammad Javed Hassan	
<b>BANKERS:</b>	Al-Barka Bank Pakistan Limited Allied Bank Limited Habib Metropolitan Bank Ltd BankIslami Pakistan Limited Faysal Bank Limited Habib Metropolitan Bank Limited MCB Islami Bank Limited Bank Alfalah Limited The Soneri Bank Limited	Habib Bank Limited Meezan Bank Limited Askari Bank Limited MCB Bank Limited National Bank Limited The Bank of Punjab Dubai Islami Bank Pakistan Limited JS Bank Limited United Bank Limited
<b>REGISTERED OFFICE/ PLACE OF BUSINESS:</b>	72-B, Industrial Area, Kot Lakhpat, Lahore. Tel: 042-35830881, 35156567 & 35122296 Fax: 042-35114127 & 35215825 E-mail: info@treetonline.com Home Page: www.ftmm.com.pk	
<b>SHARES REGISTRAR:</b>	Corplink (Private ) Limited Winges Arcade, 1-K, Commercial Model Town, Lahore	
<b>PACKAGING SOLUTIONS</b>	Kacha Tiba Rohi Nala, 22-KM	
<b>CORRUGATION:</b>	Ferozpur Road, Lahore	
<b>SOAP PLANT:</b>	Ghakkar 80 KM, G.T. Road, Ghakkar Mandi, Gujranwala	

## DIRECTORS' REVIEW

Board of Directors of Treet Holdings Limited (THL), the Management Company of First Treet Manufacturing Modaraba (FTMM), is pleased to present financial statements for the first quarter ending September 30, 2023.

### SUMMARY OF COMPARATIVE FINANCIAL RESULTS

(Rupees in million)

Description	Quarter Ended		Change	% Change
	30-Sep-23	30-Sep-22		
Sales (net)	1,228	938	290	31%
Gross Profit	107	97	10	10%
Operating Profit	87	73	14	19%
Net Profit after Taxation	73	64	9	14%
(Loss) from discontinued operation	-	-177		
Net Profit/(Loss) after Taxation	73	-112	185	165%
EPS (in Rupees)	0.08	-0.13	0.21	162%

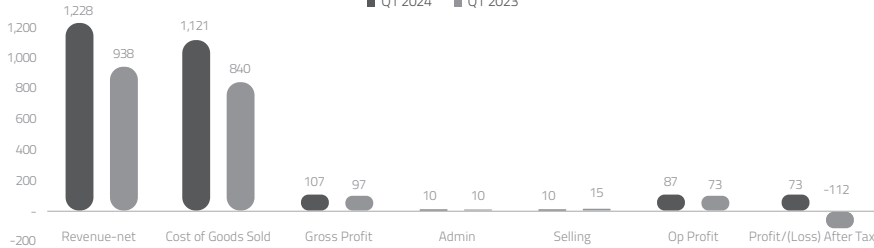
### BUSINESS REVIEW

In the first quarter of FY 2023/24, the modaraba experienced a remarkable improvement in its financial performance. It achieved a net profit after tax of Rs. 73 million, a significant turnaround from the net loss of Rs. 112 million in the same period last year. It is important to note that the net loss in the previous year included a loss from discontinued operations of Rs. 177 million due to the demerger of the battery segment. One of the key drivers behind this improvement was the notable increase in sales. Overall sales grew by 31% compared to the same period last year. This growth was primarily fueled by the exceptional performance of the soap segment, which experienced a remarkable increase of 121%. Additionally, the corrugation segment also saw a respectable 8% increase in sales. Furthermore, the modaraba's gross margin exhibited a robust increase of 10% compared to the corresponding period last year, depicting our strategy of improving margin by manage costs and adjusting the sale price to pass on the impact of inflation, thus improving its profitability. Overall, these financial results demonstrate the modaraba's ability to successfully navigate challenges and capitalize on growth opportunities. The significant increase in net profit, along with the impressive sales growth and improved gross margin, showcases the modaraba's strong performance in the first quarter of FY 2023/24.

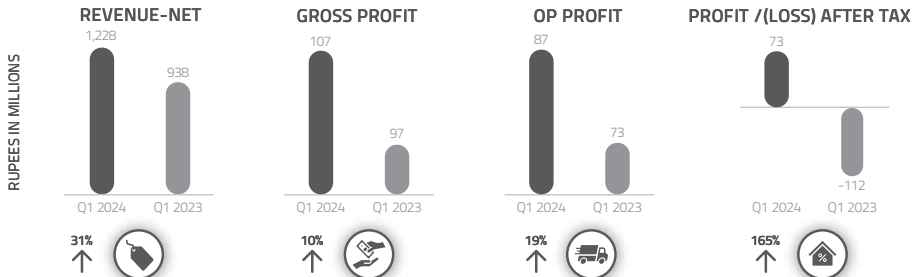
### FTMM PROFITABILITY ANALYSIS

RUPEES IN MILLIONS

■ Q1 2024 ■ Q1 2023



Last year battery segment was demerged from FTMM and became Treet Battery Limited, as a results of that, loss from discontinued operation of Rs. 177 is separately mentioned in Profit & loss.



## DIRECTORS' REVIEW

SEGMENT WISE SALES IS AS FOLLOWS:

(Rupees in Millions)

Business Segment	Sales			
	Quarter Ended		Increase / (Decrease)	% Change
	30-Sep-23	30-Sep-22		
Corrugation	806	747	59	8%
Soap	422	191	231	121%
Total	1,228	938	290	31%

### 1) CORRUGATION:

During the period under review, the corrugation segment generated a net revenue of Rs. 806 million, reflecting an 8% increase compared to the same period last year. This growth in revenue signifies the corrugation segment's ability to attract and retain customers, despite the challenges in the market. To address the existing economic challenges, the corrugation segment is actively implementing strategies to broaden its customer base through market diversification. Additionally, the corrugation segment is also rationalizing prices in line with the increased costs, ensuring that pricing remains competitive while also maintaining profitability.

It is important to acknowledge that the impact of these efforts may not be immediately apparent due to the time lag associated with implementing and realizing the full benefits of these strategies. However, the corrugation segment remains committed to these initiatives and expects them to have a positive impact on its financial performance in the long run. By diversifying the customer base and rationalizing prices, the corrugation segment aims to mitigate the impact of increased costs and position itself for sustainable growth and profitability.

### 2) SOAP:

In the current period, the soap segment achieved a remarkable increase in net revenue, reaching Rs. 422 million. This represents a substantial growth of 121% compared to the same period last year. This impressive surge in revenue demonstrates the soap segment's ability to effectively capture market opportunities and drive sales.

Furthermore, the soap segment's gross profit for this period amounted to Rs. 76 million, showing a remarkable increase of 122% compared to the gross profit of Rs. 34 million achieved in the same period last year. This significant improvement in gross profit highlights the soap segment's success in managing costs, optimizing operations, and maximizing profitability. These outstanding financial results reflect the soap segment's strong performance and effective strategies in capturing market share and generating higher revenues. The substantial increase in net revenue and gross profit signifies the soap segment's ability to meet customer demands, deliver value, and maintain a competitive edge in the market. Moving forward, the soap segment will continue to leverage its strengths, such as market diversification and price rationalization, to sustain this positive momentum and drive further growth. By capitalizing on its current success, the soap segment is well-positioned to achieve continued financial success and deliver value to its stakeholders.

### ACKNOWLEDGEMENTS

The Board would like to take this opportunity to express gratitude and thanks to our valuable customers for their patronage and support, the Securities and Exchange Commission of Pakistan, the Pakistan Exchange Limited and Modaraba Association of Pakistan for their continuous support and guidance.

Special thanks to our certificate holders for the trust and confidence reposed in us.

For and on behalf of the Board.



Syed Shahid Ali  
Chief Executive Officer


## CONDENSED INTERIM BALANCE SHEET (UN-AUDITED)

As At September 30, 2023

	Note	September 2023 Un-audited (Rupees in thousand)	June 2023 Audited
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		688,961	693,031
Long term loans and deposits		8,782	21,724
		697,743	714,755
<b>Current assets</b>			
Stores and spares		83,897	88,102
Stock-in-trade		533,572	414,991
Trade debts - unsecured considered good		916,054	860,067
Loans, advances, deposits, prepayments and other receivables		1,233,148	1,269,391
Advance income tax		408,476	293,137
Cash and bank balances		14,293	65,313
		3,189,440	2,991,001
<b>Current liabilities</b>			
Trade and other payables		590,840	497,839
Provision for taxation		141,931	126,484
		732,771	624,323
<b>Net current assets</b>		2,456,669	2,366,678
<b>Non-current liabilities</b>			
Deferred liabilities		87,584	87,584
<b>Contingencies and commitments</b>	5	-	-
<b>Net assets</b>		3,066,828	2,993,849
<b>FINANCED BY:</b>			
Certificate capital		8,835,903	8,835,903
Deposit for purchase of certificates		1	1
Capital reserve		511,941	511,941
Demerger reserve		(6,879,903)	(6,879,903)
Unappropriated loss		50,287	(27,118)
Surplus on revaluation of fixed assets		548,599	553,025
		3,066,828	2,993,849

The attached notes 1 to 10 form an integral part of this condensed interim financial statements.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
Group Chief Financial Officer


  
Ms. Sidra Fatima Sheikh  
Director

CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS (UN-AUDITED)  
For the period ended September 30, 2023

	Note	3 months ended	
		July to September 2023	July to September 2022
		(Rupees in thousand)	
Net sales	6	1,228,341	937,753
Cost of revenue	7	(1,121,013)	(840,460)
<b>Gross Profit / (Loss)</b>		107,328	97,293
- Administrative expenses		(10,343)	(10,038)
- Distribution cost		(10,330)	(14,568)
		(20,673)	(24,606)
<b>Operating profit / (loss)</b>		86,655	72,687
Other income		2,037	4,820
		88,692	77,507
Financial expenses		(266)	(1,334)
<b>Profit / (Loss) before taxation</b>		88,426	76,173
Taxation		(15,447)	(11,742)
<b>Profit after taxation from continue operation</b>		72,979	64,431
<b>(Loss) after taxation from discontinue operation</b>		-	(176,912)
<b>Profit / (Loss) after taxation for the period</b>		72,979	(112,481)
<b>Earnings / (loss) per certificate continuing operations</b>		0.08	(0.13)

The attached notes 1 to 10 form an integral part of this condensed interim financial statements.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
Group Chief Financial Officer

  
Ms. Sidra Fatima Sheikh  
Director




CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME (UN-AUDITED)  
For the period ended September 30, 2023

	3 months ended	
	July to September 2023	July to September 2022
	(Rupees in thousand)	
Profit / (Loss) after taxation	72,979	(112,481)
Other comprehensive income	-	-
<b>Total comprehensive income / (loss) for the period</b>	<b>72,979</b>	<b>(112,481)</b>

Appropriations have been reflected in the statement of changes in equity.

The attached notes 1 to 10 form an integral part of this condensed interim financial statements.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
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Ms. Sidra Fatima Sheikh  
Director

## CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY (UN-AUDITED)

For the period ended September 30, 2023

	Certificate Capital	Deposit for purchase of Certificate	Certificate premium	Statutory Reserve	Surplus on revaluation of fixed assets	Demerger Reserve	Unappropriated Profit / (Loss)	Total
(Rupees in thousand)								
<b>Balance as at June 30, 2022</b>	8,835,903	1	1,952,870	511,941	1,212,893	-	(8,141,947)	4,371,661
Total comprehensive income / (loss) for the period	-	-	-	-	-	-	(112,481)	(112,481)
Transfer from surplus on revaluation of property, plant and equipment	-	-	-	-	(46,341)	-	46,341	-
<b>Balance as on September 30, 2022</b>	8,835,903	1	1,952,870	511,941	1,166,552	-	(8,208,087)	4,259,180
<b>Balance as at June 30, 2023</b>	8,835,903	1	-	511,941	553,025	(6,879,903)	(27,118)	2,993,849
Transfer from surplus on revaluation of property, plant and equipment	-	-	-	-	(4,426)	-	4,426	-
Total comprehensive income / (loss) for the period	-	-	-	-	-	-	72,979	72,979
<b>Balance as on September 30, 2023</b>	8,835,903	1	-	511,941	548,599	(6,879,903)	50,287	3,066,828

The attached notes 1 to 10 form an integral part of these condensed interim financial statements.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
Group Chief Financial Officer

  
Ms. Sidra Fatima Sheikh  
Director


## CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED)


For the period ended September 30, 2023

	July to September 2023	July to September 2022
	(Rupees in thousand)	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Profit / (Loss) before taxation	88,426	(72,829)
Adjustments for non-cash items:		
Financial charges for the period	266	173,193
Depreciation on property, plant and equipment	9,452	73,738
Profit on bank deposits	(4,495)	(6,109)
	5,223	240,822
<b>Operating profit / (loss) before working capital changes</b>	93,649	167,993
(Increase) / decrease in operating assets :		
Stores and spares	4,205	(5,531)
Stock-in-trade	(118,581)	(17,138)
Trade debts	(55,987)	(60,098)
Loans, advances, deposits, prepayments and other receivables	36,241	19,818
	(134,122)	(62,949)
<b>Increase / (decrease) in operating liabilities</b>		
Trade and other payables	93,001	342,901
<b>Cash generated from / (used in) from operations</b>	52,528	447,945
Financial charges paid	(266)	(219,693)
Taxes paid	(115,339)	(81,976)
	(115,605)	(301,669)
<b>Net cash inflow/(outflow) from operating activities</b>	(63,077)	146,276
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Capital expenditure incurred	(5,380)	(25,540)
Long term deposits	12,942	(560)
Profit received on bank deposits	4,495	6,109
<b>Net cash inflow/(outflow) from investing activities</b>	12,057	(19,991)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Long Term Loan	-	-
<b>Net cash inflow/(outflow) from financing activities</b>	-	-
<b>NET INCREASE/(DECREASE) IN CASH AND CASH EQUIVALENTS</b>	(51,020)	126,285
<b>CASH AND CASH EQUIVALENTS AT THE BEGINNING OF THE PERIOD</b>	65,313	(5,330,584)
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>	14,293	(5,204,299)
<b>CASH AND CASH EQUIVALENTS</b>		
Cash and bank balances	14,293	343,196
Finance under mark-up arrangements	-	(5,547,495)
	14,293	(5,204,299)

The annexed notes 1 to 10 form an integral part of these condensed interim financial statements.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
Group Chief Financial Officer

  
Ms. Sidra Fatima Sheikh  
Director

## NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT (UN-AUDITED)

For the period ended September 30, 2023

### 1. LEGAL STATUS AND NATURE OF BUSINESS

First Treet Manufacturing Modaraba ("the Modaraba") is a multipurpose, perpetual and multi dimensional Modaraba formed on 27 July 2005 under the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980 and rules framed there-under and is managed by Treet Holdings Limited (a wholly owned subsidiary of Treet Corporation Limited), incorporated in Pakistan under the Companies Ordinance, 1984 and registered with the Registrar of Modaraba Companies. The registered office of the Modaraba is situated at 72 - B, Kot Lakhpat, Industrial Area, Lahore. The Modaraba is listed on Pakistan Stock Exchange Limited (Formerly Lahore Stock Exchange (Guarantee) Limited). The Modaraba is engaged in the manufacture and sale of corrugated boxes and Soap.

### 2. BASIS OF PREPARATION

These condensed interim financial statements are un-audited and have been prepared in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting and the requirements of the Modaraba Companies and Modaraba (Floatation and Control) Ordinance, 1980, Modaraba Companies and Modaraba Rules, 1981 and Prudential Regulations for Modarabas issued by the Securities and Exchange Commission of Pakistan (the Modaraba Regulations). In cases where the requirements differ, the provisions of or directives issued under the Ordinance or Regulations shall prevail. The disclosures in the condensed interim financial statements do not include all the information reported in audited annual financial statements and should therefore be read in conjunction with the financial statements for the year ended June 30, 2023.

### 3. SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES

The accounting policies adopted in the preparation of these interim condensed financial statements are consistent with those followed in the preparation of the Modaraba's annual financial statements for the year ended June 30, 2023.

### 4. SIGNIFICANT ESTIMATES

The preparation of condensed interim financial information requires management to make judgments, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. The significant judgments made by management in applying the Modaraba's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the annual audited and published financial statements for the year ended June 30, 2023.

### 5. CONTINGENCIES AND COMMITMENTS

There is no material change in the position of contingent liabilities since the last annual balance sheet.

	3 Months ended	
	July to September 2023	July to September 2022
<b>6. SALES</b>		
Packaging products	806,592	746,658
Soaps	421,749	191,095
	<b>1,228,341</b>	<b>937,753</b>

NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENT (UN-AUDITED)

For the period ended September 30, 2023

	3 Months ended	
	July to September 2023	July to September 2022
	(Rupees in thousand)	
<b>7. COST OF REVENUE</b>		
Packaging products	780,881	684,270
Soaps	340,132	156,190
	<b>1,121,013</b>	<b>840,460</b>
<b>8. TRANSACTIONS WITH RELATED PARTIES</b>		
Purchases and services received	51,324	49,833
Goods sold and services rendered	18,354	27,594

The Company enters into transactions with related parties in the normal course of business on an arm's length basis. Prices for transactions with related parties are determined using admissible valuation methods.

9. These condensed interim financial statements were authorized for issue by the board of directors of the Modaraba Company on October 27, 2023.

10. GENERAL

10.1 Amounts have been rounded off to thousand rupees.

LAHORE  
October 27, 2023

  
Syed Shahid Ali  
Chief Executive Officer

  
Mohtashim Aftab  
Group Chief Financial Officer

  
Ms. Sidra Fatima Sheikh  
Director



treetonline.com



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