FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2010

A member firm of

PRICEWATERHOUSE COPERS @

A. F. Ferguson & Co.
Chartered Accountants
23-C, Aziz Avenue, Canal Bank
Gulberg V, P.O. Box 39,
Lahore - 54660, Pakkistan.
Telephone: (042) 3571 5864-71
Fax: (042) 3571 5872

## **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed balance sheet of Akhuwat (the Organization) as at June 30, 2010 and the related statement of income and expense, statement of changes in funds and statement of cashflows together with the notes forming part thereof (hereinafter referred to as the "financial statements") for the year then ended.

It is the responsibility of the management to establish and maintain a sound system of internal control and prepare and present the financial statements. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with generally accepted auditing standards. Those standards require that we plan and perform our audit to obtain reasonable assurance about whether the financial statements are free of material misstatements. An audit includes examining on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting policies used and significant estimates made by the management, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

In our opinion, the financial statements present fairly in all material respects the financial position of Akhuwat as at June 30, 2010 and of its deficit for the year then ended on the basis of accounting policies described in note 4 to the financial statements.

Chartered Accountants

an

Engagement Partner: Imran Farooq Mian

Lahore, June 23, 2011

# BALANCE SHEET AS AT JUNE 30, 2010

	Note	2010 Rupees	2009 Rupees
Assets			
Current assets			
Advances and other receivables	5	2,267,272	1,669,394
Micro loans portfolio	6	143,889,864	92,228,068
Cash and bank	7	29,725,141	11,240,282
		175,882,277	105,137,744
Non-current assets			
Property, plant and equipment	8	17,715,830	4,003,352
Intangibles		259,920	
Long term advances and security deposits	9	3,564,317	3,361,869
Long term portion of micro loans portfolio	10	4,676,352	3,723,194
Investments	11	21,000,000	1,000,000
Hivesunents		47,216,419	12,088,415
		223,098,696	117,226,159
Current liabilities	12	939,420	341,539
Creditors, accrued and other liabilities	12	2,000,465	1,185,761
Provident fund payable		2,939,885	1,527,300
Non-current liabilities			
Loan for credit pool		974,000	500,000
		3,913,885	2,027,300
		219,184,811	115,198,859
REPRESENTED BY			
Donated funds		233,443,722	125,375,255
General fund		(16,237,865)	(12,082,187)
Takaful fund		912,553	878,784
Rehabilitation fund		1,066,401	1,027,007
		219,184,811	115,198,859
Contingencies and commitments	13		117 100 577
		219,184,811	115,198,859

The annexed notes 1 to 21 form an integral part of these financial statements.

m

**Executive Director** 

# INCOME AND EXPENDITURE ACCOUNT FOR THE YEAR ENDED JUNE 30, 2010

			2010			2009	
	Note	Microfinance Operations Rupees	Akhuwat Health Services Rupees	Total Rupees	Microfinance Operations Rupees	Akhuwat Health Services Rupees	Total Rupees
Income Processing fee Other income Member and community donation Operational donations Income from AHS Clinic	14 15 16 17	5,507,226 3,018,388 5,994,801 7,084,117 - 21,604,532	318,310	5,507,226 3,018,388 5,994,801 7,084,117 318,310 21,922,842	8,826,478 2,082,979 144,817 774,650	79,200	8,826,478 2,082,979 144,817 774,650 79,200
Expenditure General and administrative expenses Programme assistance Loan loss provision Franchisee loans directly written off Death claims written off against Takaful Funeral charges paid from Takaful Advances written off	18 6.4 19	23,151,632 1,740,373 932,442 - 405,350 220,000 1,763 26,451,560	1,233,949 33,342	24,385,581 1,773,715 932,442 - 405,350 220,000 1,763 27,718,851	13,797,835 1,625,104 419,859 293,000 265,195 120,000 242,046 16,763,039	505,506 12,600 - - - - - 518,106	14,303,341 1,637,704 419,859 293,000 265,195 120,000 242,046
Deficit for the year		(4,847,028)	(948,981)	(5,796,009)	(4,934,115)	(438,906)	(5,373,021

The annexed notes 1 to 21 form an integral part of these financial statements.

an

Executive Director

Haur

AKHUWAT

STATEMENT OF CHANGES IN FUNDS FOR THE YEAR ENDED JUNE 30, 2010

	Donated funds	General	Takaful fund	Rehabilitation fund	Total
	Rupees	Rupees	Rupees	Rupees	Rupees
	Rupees	Rupees	rtupooo		
Balance as at June 30, 2008	88,704,872	(6,794,617)	421,100		82,331,355
Excess of assets over liabilities of					
microfinance operations of Decent					
Welfare Trust acquired during the year	1,332,046				1,332,046
Wellare Trust acquired during the year	1,002,010				
Deficit for the year	-	(5,708,765)	(438,906)		(6,147,671)
Donations received during the year	35,338,337		1,281,785	1,000,000	37,620,122
Income from Rehabilitation fund		4	-	63,007	63,007
Stipends paid out of Rehabilitation fund		36,000		(36,000)	-
Death claims realized during the year					
transferred from Takaful fund					
to general fund		385,195	(385,195)	-	-
Balance as at June 30, 2009	125,375,255	(12,082,187)	878,784	1,027,007	115,198,859
Excess of assets over liabilities of					
microfinance operations of Decent Welfare Trust acquired during the year	_	-			
Deficit for the year		(4,847,028)	(948,981)	-	(5,796,009
Donations received during the year	108,068,467		1,608,100	-	109,676,567
Debel Whelen find				105,394	105,394
Income from Rehabilitation fund				100,001	, 00,00
Stipends paid out of Rehabilitation fund		66,000		(66,000)	
Death claims realized during the year					
transferred from Takaful fund		625,350	(625,350)		
to general fund	222 442 722	(16,237,865)	912,553	1.066,401	219,184,811
Balance as at June 30, 2010	233,443,722	(10,237,003)	512,333	1,000,401	210,101,01

The annexed notes 1 to 21 form an integral part of these financial statements.

m

**Executive Director** 

# CASH FLOW STATEMENT FOR THE YEAR ENDED JUNE 30, 2010

	Note	2010 Rupees	2009 Rupees
Cash flow from operating activities			
Deficit for the year Adjustments for non cash items:		(5,796,009)	(6,147,671)
Depreciation on property, plant and equipment		363,333	294,745
Impairment loss on property, plant and equipment		90,000	
Loss on property, plant and equipment disposed off			405
Profit on bank deposits		(2,006,510)	(318,844)
Provision for loan loss		932,442	419,859
Franchisee loans directly written off		4 700	293,000
Advances written off		1,763	242,046
Donations received in kind		(619,072)	(94,200)
		(618,972) (6,414,981)	(5,310,660)
		(0,414,901)	(5,510,660)
Effect on cash flow due to working capital changes			
(Increase)/decrease in loan portfolio		(53,547,396)	(27,091,572)
(Increase) / decrease in advances		(799,083)	(313,621)
Increase / (decrease) in creditors, accrued and other liabi	lities	597,881	(715,484)
Increase in provident fund payable		814,704	521,753
		(52,933,894)	(27,598,924)
Net cash used in operating activities		(59,348,875)	(32,909,584)
Cash flow from investing activities			
Purchase of property, plant and equipment		(14,165,811)	(450,606)
Purchase of intangible assets		(60,000)	
Proceeds from sale of property, plant and equipment			600
Purchase of investments		(20,000,000)	(1,000,000)
Profit on bank deposits		1,908,978	381,851
Net cash used in investing activities		(32,316,833)	(1,068,155)
Cash flow from financing activities			
Donations received		109,676,567	37,620,122
Loan for credit pool		474,000	
Cash received from Decent Welfare Trust			144,654
Net cash from financing activities		110,150,567	37,764,776
Net increase/(decrease) in cash and cash equivalents		18,484,859	3,787,037
Cash and cash equivalent at the beginning of the year		11,240,282	7,453,245
Cash and cash equivalents at the end of the year		29,725,141	11,240,282

The annexed notes 1 to 21 form an integral part of these financial statements.

an

**Executive Director** 

# NOTES TO THE FINANCIAL STATEMENTS FOR THE YEAR ENDED JUNE 30, 2010

#### Legal status and nature of business

Akhuwat (the Organization) was registered in Pakistan on May 13, 2003 as a society, under the Societies Registration Act,1860. It has a total of thirty-five branches in the province of Punjab.

The Organization was established to provide interest-fee micro-credit and to launch ancillary programmes of various short and long term nature. The Organization is principally engaged to carry on the following objectives.

- -Organizing women in particular and men in general into socially viable community groups called Self Help Groups.
- -Providing interest free micro credit finance services to the poor women through Self Help Groups and the individuals
- -Capacity building through interest free credit enhancement to the poor in urban areas with a view to make them self-reliant.
- -Creating avenues for self-employment and broadening scope of opportunities available to the poor.
- -Identifying people / organizations desirous of planning and executing such programmes elsewhere and providing them with necessary support and resources.
- -From November 1, 2008 the Organization has also opened a clinic, under the umbrella of Akhuwat Health Services (AHS), aimed at providing subsidized health services to the poor.

The Organization is managing four funds, out of these donated and general fund are used for providing microfinance as well as operational expenses of the Organization, at the discretion of Board of Directors, whereas Takaful Fund is only used for writing off loans of deceased borrowers, providing them funeral charges and for Akhuwat Health Services expenses, whereas Rehabilitation fund is used only for stipends to heirs of victims of suicide bomb attack.

Following assets were purchased under the terms of a micro finance scheme approved on September 18th, 2009 supported by Pakistani Italian Debt for Development Swap Agreement(PIDSA) signed in Islamabad on November 04, 2006 between the Government of the Italian Republic and the Government of the Islamic Republic of Pakistan to provide Rs. 46 million. These assets are in use of the Organization but are property of PIDSA.

Assets	Rupees
Computers	134,207
Furniture and fixture	17,500
Office equipment	118,680
Vehicles	459,000
	729 387

#### 2. Basis of Preparation

These financial statements have been prepared in accordance with generally accepted accounting principles as applicable in Pakistan.

an My

#### Basis of measurement

These financial statements have been prepared under the historical cost convention.

The preparation of financial statements in conformity with generally accepted accounting principles requires the use of certain critical accounting estimates. It also requires management to exercise its judgment in the process of applying its accounting policies. 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.

#### Significant accounting policies

The significant accounting policies adopted in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### 4.1 Property, plant and equipment

Operating fixed assets are stated at cost less accumulated depreciation and any identified impairment loss. Freehold land is carried at cost less any identified impairment loss. Depreciation on all operating fixed assets is charged to profit on reducing balance method so as to write off the historical cost of an asset over its estimated life at the rates referred to in note 8 to the financial statements.

The asset's residual values and useful lives are reviewed, at each financial year end, and adjusted if impact on depreciation is significant.

Depreciation on addition to operating fixed assets is for the whole year in the year it is acquired or capitalized, while no depreciation is charged for the year in which the asset is disposed off.

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 Organization and the cost of the item can be measured reliably. All other repair and maintenance costs are charged to income during the period in which they are incurred.

Gain or loss on disposal of an asset represented by the difference between the sale proceeds and the carrying amount of the asset is recognized as an income or expense.

## 4.2 Intangibles

Expenditures on web site development are capitalized as intangible assets and stated at cost. Web site is an intangible asset with indefinite useful life.

Intangible assets with indefinite useful life are not amortized but are assessed at each balance sheet date for any indication that intangible assets 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 amount. Where carrying amounts exceed the respective recoverable amount, assets are written down to their recoverable amounts and the resulting impairment loss is recognized in income statement. 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 amortization charge is adjusted in the future periods to allocate the asset's revised carrying amount over its estimated useful life.

Useful life of such an asset should be reviewed each reporting period to determine whether events and circumstances continue to support an indefinite useful life assessment for that asset.

m by

The change in the useful life assessment from indefinite to finite should be accounted for as a change in an accounting estimate.

#### 4.3 Loan loss provision

A provision is made at the rate of 1% of the total outstanding balance of individual loans portfolio on year end. Individual loan outstanding for more than 90 days after its expiry is written off.

#### 4.4 Cash and cash equivalents

Cash and cash equivalents are carried in the balance sheet at cost. For the purpose of cash flow statement, cash and cash equivalents comprise cash in hand, demand deposits, 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.

## 4.5 Creditors, accrued and other liabilities

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

#### 4.6 Staff retirement benefits

The Organization operates an unapproved defined contribution provident fund scheme for its permanent employees, who opt for the scheme. Monthly deductions are made from the salaries of the employees at the rate of 10 % of basic salary. The Organization recognizes an equal charge in the income of the Organization. The accumulated amount has been recognized as a liability in the balance sheet.

### 4.7 Recognition of grants and donations

Grants received for providing loans are directly recognized in the donated fund. Other funds provided by the donor to subsidize operating and administrative expenses are recognized directly as income, in the period of receipt.

## 4.8 Taxation

The Organization has been granted exemption from tax by the Commissioner of Income Tax under clause 58 Part I of the Second Schedule of the Income Tax Ordinance, 2001.

## 4.9 Revenue recognition

Processing fee for micro credit loans collected from members is recognized on receipt basis.

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

#### 4.10 Investments

Investments with fixed maturity that the management has the intent and ability to hold to maturity are classified as held to maturity and are measured at cost.



		2010 Rupees	2009 Rupees
5. Advances and other receivables			
Advance tax		850,817	504,616
Advances for website development			199,920
Other advances		502,320	123,653
Advances to staff			
- Motorcycle loans - unsecured	5.1	972,100	814,850
- Housing loans - unsecured	5.2	2,405,065	2,601,264
- Personal loans - unsecured	5.3	983,287	681,960
		4,360,452	4,098,074
Less: Long term portion of advances to staff	9	(3,446,317)	(3,256,869)
		914,135	841,205
		2,267,272	1,669,394

- 5.1 These represent long term loans to employees for purchase of motorcycles. This amount is payable over a period of 3 to 7 years by way of equal installments ranging from Rs 750 to Rs 1,000 per month.
- 5.2 Housing loans are provided to employees for purchase of house in a housing scheme, construction of house and repair and maintenance of an existing house.
- 5.3 This represents long term loans given to permanent employees of Akhuwat for personal use. This amount is payable in unequal installments over a period of more than one year.

		2010 Rupees	2009 Rupees
6. Micro loans portfolio - unsecured co	nsidered good		
Educational loans	6.1	415,750	248,250
Franchisee loans	6.2	2,354,000	1,684,000
Individual loans	6.3	147,269,158	94,968,699
		150,038,908	96,900,949
Less: Loan loss provision	6.4	(1,472,692)	(949,687)
		148,566,216	95,951,262
Less: Long term portion	10	(4,676,352)	(3,723,194)
		143,889,864	92,228,068

6.1 These are long term interest-free micro loans given to needy students to meet their educational expenses.

an ly

This represents interest-free loans given to enterprise cum training institutes in different areas of Pakistan as part of the Organization's franchise programme developed to promote its objectives through partner organizations. Though these loans are treated as Qarz-e-Hasana with repayment terms of 1.5 years to 5 years; however, some of these loans do not have a specific repayment term. Details of franchisee loans are as follows:

2000

	2010 Rupees	Rupees
Franchisee organizations		
Farz foundation Muslim Aid ECI (Private) Limited Kawish Welfare Trust Help Line	300,000 240,000 - 1,614,000	240,000 300,000 864,000 80,000
Sojhro-Kherpur	200,000 2,354,000	200,000 <b>1,684,000</b>

6.3 This represents loans given to individuals for productive / income generating activities against a personal guarantee. Upto March 31, 2009, a membership fee of 5.5% and insurance fee of 1% of the principal amount was received up front. Loans less than or equal to Rs 5,000 were exempt from processing fee. Instead, the Organization now charges Rs 100 as fee for the application form and encourages its borrowers to contribute voluntarily out of their own savings / income towards Community Donation Programme boxes provided at the time of disbursement of loans voluntarily. These loans have a repayment term ranging from 1 years to 5 years.

Included in these loans is an amount of Rs 149,640 (2009: Rs.85,964) representing loans given to the employees of the Organization on similar terms as to other borrowers.

	2010 Rupees	2009 Rupees
6.4 Loan loss provision		
Balance as at July 1	949,687	683,074
Charge for the year	932,442	419,859
	1,882,129	1,102,933
Written off against Individual loans	(409,437)	(153,246)
Balance as at June 30	1,472,692	949,687
7. Cash and bank		
At bank		
In current accounts	9,721,820	7,578,212
In saving accounts	19,824,293	3,509,640
III daving addeding	29,546,113	11,087,852
In hand	179,028	152,430

29,725,141

11,240,282



8 Property, plant and equipment						
	Freehold land	Building on freehold land	Computers	Furniture and fixture	Office equipment	Total
			(Rupees in th	ousands)		
Net carrying value basis Year ended June 30, 2010						
Opening net book value (NBV) Additions (at cost)	2,590,000 13,530,035	681,615	361,033 327,755	258,825 191,781	111,879 116,240	4,003,352 14,165,811
Disposals (at NBV) Depreciation charge	(90,000)	(68,162)	(227,299)	(45,060)	(22,812)	(363,333) (90,000)
Impairment loss Closing net book value (NBV)	16,030,035	613,453	461,489	405,546	205,307	17,715,830
Gross carrying value basis As at 30 June, 2010						
Cost Accumulated depreciation	16,120,035	935,000 (321,547)	1,014,613 (553,124)	541,011 (135,465)	254,040 (48,733)	18,864,699 (1,058,869) (90,000)
Accumulated impairment loss Net Book value (NBV)	(90,000) 16,030,035	613,453	461,489	405,546	205,307	17,715,830
Depreciation rate % per annum		10%	33%	10%	10% -	
Net carrying value basis						
Year ended June 30, 2009						
Opening net book value (NBV) Additions (at cost)	2,590,000	757,350 -	102,201 437,658	223,298 64,284	81,447 42,864	3,754,296 544,806 (1,005)
Disposals (at NBV) Depreciation charge		(75,735)	(1,005) (177,821)	(28,757)	(12,432)	(294,745)
Closing net book value (NBV)	2,590,000	681,615	361,033	258,825	111,879	4,003,352
Gross carrying value basis						
As at 30 June, 2009						
Cost Accumulated depreciation	2,590,000	935,000 (253,385)	686,858 (325,825)	349,230 (90,405)	137,800 (25,921)	4,698,888 (695,536) 4,003,352
Net Book value (NBV)	2,590,000	681,615	361,033	258,825	111,879	4,003,332
Depreciation rate % per annum		10%	33%	10%	. 10%	

Long term advances and security deposits		2010 Rupees	2009 Rupees
Long term advances to staff - considered good			
- Motor cycle loans		676,900	533.850
- Housing loans - Personal loans		2,219,257	2,349,264
- Personal loans		550,160	373,755
Long term security deposits	5	3,446,317	3,256,869
Long term security deposits		118,000	105,000
10. Long term portion of micro loans portfolio		3,564,317	3,361,869
Educational loans Franchisee loans		409,750	239,250
Individual loans		-	1,304,000
marvida ibalia		4,266,602	2,179,944
11. Investments	6	4,676,352	3,723,194

Investments include 3-Years maturity Term Deposit Receipts (TDRs) classified as held to maturity at profit rates ranging from 10.00% to 11.25% per annum (2009: 9.60% to 10.56% per annum)

12. Creditors, accrued and other liabilities	2010 Rupees	2009 Rupees
Accrued expenses Other liabilities	567,525	249,447
Other habilities	371,895	92,092
13. Contingencies and commitments	939,420	341,539

Nil (2009 : Nil)

## Processing fee

This represents loan application fee of Rs.100 and optional insurance fee of 1% of the principal amount, charged up front from the borrowers of individual loans. Loans less than or equal to Rs 5,000 are not considered for insurance option. From April 1, 2009, the Organization has discontinued charging membership fee of 5.5% of loan amount.

15. Other income		2010 Rupees	2009 Rupees
Profit on bank deposits Sale of books and compact disks Income from hide collection Income from fine Miscellaneous	15.1	2,006,510 14,665 174,517 59,120 763,576 3,018,388	318,844 15,050 92,370 - 199,565 625,829

Effective profit rate on these deposits ranges from 4.98% to 9.09% per annum (2009 : 5.02% to 11.72% per annum) and profit rate on TDRs 10.00% to 11.25% per annum (2009 : 9.6% to 10.56% per annum)

# Member and community donation

This represents donations collected from borrowers(members) and donations boxes placed at different community centers and retail stores.

an ly

# 17. Operational donations

These represent donations given by donors for day to day operational expenses

	2010		2009			
	Operations	Health	Total	Operations	Health	Total
	Rupees	Rupees	Rupees	Rupees	Rupees	Rupees
18. General and administrative expenses						
O Live was and other hopefits	16,136,173	815,330	16,951,503	9,272,995	320,750	9,593,745
Salaries, wages and other benefits	475.889	1.548	477,437	318,075	-	318,075
Contribution to provident fund	1.684.190	22,748	1,706,938	1,108,597	2,250	1,110,847
Traveling and conveyance	400,919	658	401,577	355,478	- 1	355,478
Printing and photocopy	154,060	4,949	159,009	83,210	1,734	84,944
Stationery	93.861		93,861	64,210	-	64,210
Communication	201,628	19.844	221,472	60,484	11,056	71,540
Office supplies	103.200		103,200	148,032	-	148,032
Consultancy charges	65.525		65,525	8,200	-	8,200
Fee and subscription	175.171	_	175,171	151,374	-	151,374
Bank charges	363.333		363,333	294,745		294,745
Depreciation	90.000	24.5	90,000		-	-
Impairment loss	100,000		100,000	100,000	-	100,000
Audit	333,867	29.539	363,406	142,924	7,517	150,441
Utilities	297.635	34,428	332,063	142,176	15,686	157,862
Repair and maintenance	867.543	179,200	1,046,743	366,070	112,000	478,070
Rent	137,270	-	137,270	33,645	-	33,645
Staff training	1,187,500		1,187,500	1,012,150	- 1	1,012,150
Donations to IDPs	66,000		66,000	36,000	-	36,000
Rehabilitation expense Miscellaneous	217,868	125,705	343,573	99,470	34,513	133,983
	23,151,632	1.233,949	24,385,581	13,797,835	505,506	14,303,341



	Rupees	Rupees
19. Franchisee loans directly written off during the year		
Muqadar Seep Katti Program Village Mid Ranjha	-	101,000 96,000 78,000 18,000 293,000

## 20. Date of authorization for issue

These financial statements were authorized for issue on  $\frac{\text{JUNE } 23, 2011}{\text{Organization}}$  by the board of directors of the Organization.

# 21. Corresponding figures

Corresponding figures have been re-arranged, wherever necessary, for the purposes of comparison. However, no significant re-arrangements have been made during the year except for the following:

				2009	
	Note	From	То	Rupees	
Member Donations	16	Other Income	Member and Community donations	144,817	
Three year TDRs	11	Cash and Bank	Investments	1,000,000	

an

**Executive Director**