

THIRD QUARTER REPORT 2010-11



ORIX LEASING PAKISTAN LIMITED

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COMPANY INFORMATION

Board of Directors

Mr. Kunwar Idris	Chairman
Mr. Kazunori Okimoto	Non Executive Director
Mr. Kazuhito Inoue	Non Executive Director
Mr. Shaheen Amin	Non Executive Director
Mr. Shahid Usman	Non Executive Director
Mr. Shahid Aziz Siddiqui	Nominee of State Life Insurance Corporation of Pakistan
Mr. Humayun Murad	Executive Director
Mr. Teizoon Kisat	Chief Executive

Audit Committee

Mr. Shahid Usman	Chairman
Mr. Shahid Aziz Siddiqui	Member
Mr. Shaheen Amin	Member
Mr. Kazuhito Inoue	Member

Credit Committee

Mr. Teizoon Kisat	Member
Mr. Shaheen Amin	Member
Mr. S. Saeed Reza	Member
Mr. Amjad Iqbal	Member

Chief Financial Officer

Mr. Ramon Alfrey

Company Secretary

Mr. Ali Akbar Abdullah

Head of Internal Audit

Ms. Maryam Aziz

Banks and Lending Institutions

Allied Bank Limited	JS Bank Limited
Bank Alfalah Limited	MCB Bank Limited
BankIslami Pakistan Limited	National Bank of Pakistan
Citibank N.A.	Pak Iran Joint Investment Company Limited
Citibank Japan Limited	Pakistan Poverty Alleviation Fund
HSBC Bank Middle East Limited	Standard Chartered Bank (Pakistan) Limited
ING Bank Limited, Japan Branch	The Bank of Tokyo - Mitsubishi UFJ, Limited
International Finance Corporation	United Bank Limited



Auditors

M/s KPMG Taseer Hadi & Co., Chartered Accountants

Legal Advisors

M/s Mansoor Ahmad Khan & Co.

M/s Walker Martineau & Saleem

Registrar and Share Transfer Office

Noble Computer Services (Private) Limited

Mezzanine Floor, House Of Habib Building (Siddiqsons Tower)

3 - Jinnah C.H. Society, Main Shahrah-e-Faisal, Karachi-75350

Registered Office & Head Office

Overseas Investors Chamber of Commerce Building

Talpur Road, Karachi-74000

Credit Rating by The Pakistan Credit Rating Agency

Long Term Senior Unsecured Creditors	AA
Short Term Senior Unsecured Creditors	A1+
Term Finance Certificates, Secured	AA+

Parent Company

ORIX CORPORATION

4-1-23, Shiba, Minato-ku,
Tokyo 108-0014, Japan
Tel: 81-3-5419-5000
Fax: 81-3-5419-5903

ASSOCIATED COMPANIES

Overseas Joint Ventures

Oman ORIX Leasing Company SAOG

P. O. Box 106
Postal Code 118, Muscat
Sultanate of Oman
Tel: (968) 24661900
Fax: (968) 24568106
www.omanorix.com

ORIX Leasing Egypt SAE

5th Floor, Cairo Center Building
2, Abd El Kader Hamza Street
Garden City, Cairo 11461, Egypt
Tel: (202) 27922757-9
Fax: (202) 27922760
www.orix-egypt.com

Joint Venture in Pakistan

OPP (Private) Limited

(Formerly ORIX Properties Pakistan (Private) Limited)
42, (C) E/1, Gulberg III
Lahore
Tel: (042) 35777820-1
Fax: (042) 35777819
www.orixproperties.com

MAF ORIX Finance PJSC

3rd Floor, Deira City Centre
Office Building
P.O. Box 22600, Dubai
United Arab Emirates
Tel: (9714) 2952200
Fax: (9714) 2940940
www.maforix.ae

SK Leasing JSC

(Formerly BTA ORIX Leasing JSC)
5th Floor, 38, Tulebaev Street
Almaty
Republic of Kazakhstan
Tel: 7(3272) 507979
Fax: 7(3272) 718545
www.leasing.kz

Saudi ORIX Leasing Company

P.O. Box 22890, Riyadh 11416
343 Al Ma'ather Street, Riyadh
Kingdom of Saudi Arabia.
Tel: (9661) 2997777
Fax: (9661) 2997770
www.saudiorix.com.sa



Directors' Report

The Directors of ORIX Leasing Pakistan Limited are pleased to present the unaudited condensed interim financial information for the nine months ended March 31, 2011.

Despite economic challenges and difficult business conditions in the Country, the Company has made a strong come back to record a profit before provisions and taxation of Rs. 332.1 million for the nine months to March 31, 2011 compared to Rs. 155.4 million in the corresponding period last year.

The financial results are summarised below:

	Rupees	
	Jul to Mar 2011	Jul to Mar 2010
Profit before provisions and taxation	332,120,127	155,403,156
Provisions and impairment	158,674,146	248,451,565
Profit / (loss) before taxation	173,445,981	(93,048,409)
Less: Taxation	(72,000,000)	(33,531,238)
Profit / (loss) after taxation	101,445,981	(126,579,647)
Earning / (loss) per share – basic and diluted	1.24	(1.54)

The Company earned net profit before tax of Rs. 173.4 million compared to a loss of Rs. 93.0 million in the comparative period last year. Profit after tax amounted to Rs. 101.4 million compared to an after tax loss of Rs. 126.6 million in the nine months to March 31, 2010. Tax charge was higher due to increase in the rate of turnover tax from 0.5% last year to 1% in the current year.

For the quarter January to March 2011, the Company recorded an after tax profit of Rs. 42.1 million compared to a loss of Rs. 31.4 million in the same period last year.

Disbursements of Rs. 6,288 million (2010: Rs. 6,133 million) during the nine months ended March 31, 2011 reinforced the Company's position as the market leader in the leasing sector. Disbursements for vehicle leasing comprised of 73% of total disbursements. Leases for plant and machinery contributed 21% of volume and the balance 6% went to micro credit and other sectors.

Improved lease rates resulted in finance lease income increasing to Rs. 1,572 million (2010: Rs. 1,545 million) despite reduction in the Company's portfolio of net investment in leases to Rs. 18,083 million from Rs. 19,018 million at March 31, 2010. Operating lease revenues were 6% higher at Rs. 489.8 million (2010: Rs. 464.1 million).

Lower borrowings of Rs. 13,173 million (2010: Rs. 15,548 million) were instrumental in reducing finance cost by 15% to Rs. 1,344 million (2010: Rs. 1,573 million).

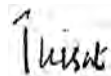
Despite inflationary pressure, austerity measures resulted in 8% reduction in administrative expenses to Rs. 406.2 million from Rs. 440.5 million in the comparative period last year.

Direct cost of leases which mainly comprise of depreciation and maintenance cost of operating leases were 14% higher at Rs. 303.8 million (2010: Rs. 266.4 million). This includes an additional depreciation charge of Rs. 13.5 million due to change in estimate of residual value detailed in Note 4.1.

Provision for potential lease and loan losses of Rs. 156.6 million was made during the period (2010: Rs. 225.7 million) to improve loss coverage ratio despite reduction in non performing portfolio.

The Company's share in the profit of associated companies was lower at Rs. 84.7 million (2010: Rs. 119.6 million) primarily due to disinvest of 75% of the Company's holding in Saudi ORIX Leasing Company (SOLC) in June 2010. Reduced profit under this head was compensated by savings in finance cost as Rs. 926 million raised from the SOLC sale helped reduce the Company's borrowings and related finance cost.

After two difficult years, the business of the Company is regaining momentum with encouraging results. The Company's focus on small and medium enterprises bodes well for the future as this sector has shown resilience and is expected to continue to grow.



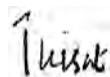
Teizoon Kisat
Chief Executive

Dated: April 26, 2011

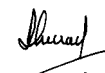
Condensed Interim Balance Sheet

	Note	31 March 2011 (Un-audited)	30 June 2010 (Audited)
ASSETS			
Non-current assets			
Property, plant and equipment	6	945,576,001	1,075,337,998
Intangible assets		80,450,000	80,450,000
Net investment in finance leases and instalment loans	7	18,083,368,477	18,205,453,195
Current maturity		7,738,919,809	8,449,082,057
Allowance for potential lease and instalment loan losses		672,082,588	626,067,078
		8,411,002,397	9,075,149,135
		9,672,366,080	9,130,304,060
Long term investments	8	1,480,013,570	1,425,768,605
Long term finances and loans		226,076,579	194,019,470
Long term deposits		14,179,766	12,615,906
		12,418,661,996	11,918,496,039
Current assets			
Short term finances		273,486,672	320,219,629
Accrued return on investments and term loans		14,829,424	14,656,041
Current maturity of non-current assets		8,213,637,281	9,011,366,752
Short term investments	9	249,485,792	1,216,428,984
Advances and prepayments		193,625,446	65,545,596
Other receivables		882,639,457	1,072,159,951
Cash and bank balances		146,317,057	130,924,469
Taxation - net		-	4,654,517
Assets classified as held for sale		16,854,916	24,574,888
		9,990,876,045	11,860,530,827
Total assets	Rupees	22,409,538,041	23,779,026,866
EQUITY AND LIABILITIES			
Share capital and reserves			
Authorised share capital 350,000,000 Ordinary shares of Rs. 10 each		3,500,000,000	3,500,000,000
Issued, subscribed and paid-up capital		820,529,300	820,529,300
Reserves		1,350,675,438	1,195,827,133
		2,171,204,738	2,016,356,433
Non-current liabilities			
Long term finances	10	2,850,693,316	4,543,262,782
Long term loans	11	2,151,297,454	3,186,109,614
Long term certificates of deposit		1,157,895,701	1,097,658,210
Long term deposits		4,782,390,650	4,016,204,598
Deferred taxation		130,009,145	120,009,145
		11,072,286,266	12,963,244,349
Current liabilities			
Trade and other payables		256,987,133	255,071,721
Accrued interest / mark-up on loans and term finances		518,318,956	716,635,393
Short term borrowings	12	1,344,360,231	622,694,809
Short term certificates of deposit		1,147,262,383	755,668,912
Current maturity of non-current liabilities		5,878,349,016	6,449,355,249
Taxation - net		20,769,318	-
		9,166,047,037	8,799,426,084
Total equity and liabilities	Rupees	22,409,538,041	23,779,026,866
Commitments	13		

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



TEIZOON KISAT
Chief Executive



HUMAYUN MURAD
Director



Condensed Interim Profit & Loss Account (Un-audited)

	Note	Nine months period ended		Quarter ended	
		31 March 2011	31 March 2010	31 March 2011	31 March 2010
INCOME					
Income from operations					
Finance leases and instalment loans	14	1,572,330,876	1,544,816,857	536,117,578	518,778,923
Operating leases		489,827,923	464,151,288	159,302,202	149,991,888
Mark-up on term / factoring finance		102,489,873	113,503,387	33,482,441	32,749,590
		2,164,648,672	2,122,471,532	728,902,221	701,520,401
Income from other operating activities					
Other income - net		136,374,451	193,951,338	46,054,913	55,961,635
Share of profit of equity accounted undertakings	15	84,732,233	119,639,628	25,633,105	35,177,534
		221,106,684	313,590,966	71,688,018	91,139,169
		2,385,755,356	2,436,062,498	800,590,239	792,659,570
EXPENSES					
Finance costs	16	1,343,558,921	1,573,716,607	452,101,311	502,080,476
Administrative and general expenses		406,239,865	440,503,788	133,273,538	146,358,606
Direct cost of leases		303,836,443	266,438,947	98,011,746	88,908,776
		2,053,635,229	2,280,659,342	683,386,595	737,347,858
Profit before allowance and impairment		332,120,127	155,403,156	117,203,644	55,311,712
Allowance for potential lease, instalment and other loan losses - net		156,605,164	225,735,358	55,039,102	76,252,358
Impairment on available for sale securities		2,068,982	22,716,207	-	-
Profit / (Loss) before tax		173,445,981	(93,048,409)	62,164,542	(20,940,646)
Taxation		72,000,000	33,531,238	20,000,000	10,500,000
Profit / (loss) for the period	Rupees	101,445,981	(126,579,647)	42,164,542	(31,440,646)
Earnings / (loss) per share - basic and diluted	Rupees	1.24	(1.54)	0.51	(0.38)

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



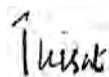
TEIZOON KISAT
Chief Executive

HUMAYUN MURAD
Director

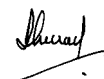
Condensed Interim Statement of Comprehensive Income (Un-audited)

	Nine months period ended		Quarter ended	
	31 March 2011	31 March 2010	31 March 2011	31 March 2010
Profit / (loss) for the period	101,445,981	(126,579,647)	42,164,542	(31,440,646)
Other comprehensive income				
Exchange difference arising on translation of foreign associates	(25,036,173)	69,912,999	(10,432,698)	(7,138,764)
Unrealized gain / (loss) due to change in fair value of available for sale securities	867,710	15,180,226	(189,772)	8,821,818
Unrealized gain due to sale of available for sale securities transferred to profit and loss account	(7,456,051)	-	-	-
Impairment on available for sale securities	868,982	22,716,207	-	-
	(5,719,359)	37,896,433	(189,772)	8,821,818
Net gain / (loss) on hedging instruments	84,157,857	(2,159,915)	57,574,254	62,665,677
	53,402,325	105,649,517	46,951,784	64,348,731
Total comprehensive income / (loss) for the period Rupees	154,848,306	(20,930,130)	89,116,326	32,908,085

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



TEIZOON KISAT
Chief Executive



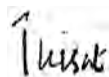
HUMAYUN MURAD
Director



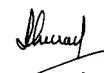
Condensed Interim Cash Flow Statement (Un-audited)

Note	Nine months period ended	
	31 March 2011	31 March 2010
Cash flows from operating activities		
Profit / (Loss) before taxation	173,445,981	(93,048,409)
Adjustments for:		
Depreciation and amortisation	184,185,402	171,285,924
Allowance for potential lease, instalment and other loan losses - net	156,605,164	225,735,358
Share of profit of equity accounted undertakings	(84,732,233)	(119,639,628)
(Loss) / gain on hedging instruments	(3,316,559)	159,911,797
Exchange gain / (loss)	3,316,559	(159,911,797)
Mark-up expenses	1,116,874,350	1,367,073,628
Profit on certificates of deposit	192,304,766	166,229,574
Dividend income	(5,712,076)	(6,472,098)
Return on investments and deposit	(42,195,681)	(46,101,872)
Gain on disposal of fixed assets	(13,948,230)	(6,690,581)
	1,503,381,462	1,751,420,305
Cash flows from operating activities before working capital changes	1,676,827,443	1,658,371,896
(Increase) / decrease in current assets		
Advances and prepayments	(128,079,850)	(133,351,410)
Other receivables	(959,406)	19,517,708
	(129,039,256)	(113,833,702)
Increase in trade and other payables	619,322	66,988,587
Cash generated from operations	1,548,407,509	1,611,526,781
(Increase) / decrease in operating assets		
Investment in finance leases and instalment loans - net	81,259,412	490,613,232
Long term finances and loans - net	(13,804,732)	127,709,130
Short term finances	46,620,210	94,144,978
Long term deposits	(1,563,860)	2,837,300
Investment in operating lease assets	(20,850,770)	(43,240,241)
Proceeds from sale of operating lease assets	14,000,000	4,496,579
	105,660,260	676,560,978
Increase / (decrease) in operating liabilities		
Deposits from lessees - net	280,444,852	264,417,362
Mark-up paid	(1,302,583,209)	(1,691,711,189)
Profit paid on certificates of deposit	(204,912,344)	(144,210,887)
	(1,227,050,701)	(1,571,504,714)
Net cash from operating activities before income tax	427,017,068	716,583,045
Income tax paid	(36,576,165)	(35,996,191)
Net cash from operating activities	390,440,903	680,586,854
Cash flows from investing activities		
Capital expenditure incurred	(19,461,067)	(36,320,923)
Proceeds from disposal of assets - own use	20,216,470	22,003,150
Investments - net	969,359,252	824,000,637
Dividend received	5,712,076	6,472,098
Interest received	42,022,298	55,697,321
Net cash from investing activities	1,017,849,029	871,852,283
Cash flows from financing activities		
Proceed from long term loans	1,088,750,000	175,120,000
Short term borrowings - net	430,000,000	100,000,000
Certificates of deposit redeemed - net	389,519,500	108,130,634
Repayment of long term loans and finances	(3,592,805,285)	(2,171,133,939)
Dividend paid	(26,981)	(2,363,778)
Net cash used in financing activities	(1,684,562,766)	(1,790,247,083)
Net decrease in cash and cash equivalents	(276,272,834)	(237,807,946)
Cash and cash equivalents as at July 01	8,229,660	316,036,878
Cash and cash equivalents as at March 31	19 Rupees (268,043,174)	78,228,932

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



TEIZOON KISAT
Chief Executive



HUMAYUN MURAD
Director



Condensed Interim Statement Of Changes In Equity

For the nine months period
ended March 31, 2011

	Issued, subscribed and paid-up capital	Shares to be issued due to amalgamation	Share premium	Statutory reserve	General reserve	Reserves				Total shareholders' equity
						Accumulated (loss)	Unrealised (losses) / gains on investment	Hedging reserve	Foreign currency translation reserve	
Balance as at June 30, 2009	799,002,560	21,526,740	448,603,499	604,000,000	210,000,000	(239,129,878)	(27,890,115)	(98,737,263)	360,534,942	2,077,910,485
Issuance of shares	21,526,740	(21,526,740)	-	-	-	-	-	-	-	-
Total comprehensive income for the period ended March 31, 2010										
Loss for the period						(126,579,647)	-	-	-	(126,579,647)
Other comprehensive income										
Exchange difference arising on translation of foreign associates	-	-	-	-	-	-	-	-	69,912,999	69,912,999
Unrealized gain due to change in fair value of available for sale securities	-	-	-	-	-	-	15,180,226	-	-	15,180,226
Impairment on available for sale securities	-	-	-	-	-	-	22,716,207	-	-	22,716,207
Net loss on hedging instruments	-	-	-	-	-	-	-	(2,159,915)	-	(2,159,915)
	-	-	-	-	-	-	37,896,433	(2,159,915)	69,912,999	105,649,517
Balance as at March 31, 2010	Rupees 820,529,300	-	448,603,499	604,000,000	210,000,000	(365,709,525)	10,006,318	(100,897,178)	430,447,941	2,056,980,355
Balance as at June 30, 2010	820,529,300	-	448,603,499	624,900,000	210,000,000	(155,546,045)	3,803,587	(192,545,544)	256,611,636	2,016,356,433
Total comprehensive income for the period ended March 31, 2011										
Profit for the period	-	-	-	-	-	101,445,981	-	-	-	101,445,981
Other comprehensive income										
Exchange difference arising on translation of foreign associates	-	-	-	-	-	-	-	-	(25,036,173)	(25,036,173)
Unrealized gain due to change in fair value of available for sale securities	-	-	-	-	-	-	867,710	-	-	867,710
Unrealized gain due to sale of available for sale securities transferred to profit and loss account	-	-	-	-	-	-	(7,456,051)	-	-	(7,456,051)
Impairment on available for sale securities	-	-	-	-	-	-	868,982	-	-	868,982
Net gain on hedging instruments	-	-	-	-	-	-	-	84,157,857	-	84,157,857
	-	-	-	-	-	-	(5,719,359)	84,157,857	(25,036,173)	53,402,325
Balance as at March 31, 2011	Rupees 820,529,300	-	448,603,499	624,900,000	210,000,000	(54,100,064)	(1,915,772)	(108,387,687)	231,575,463	2,171,204,738

The annexed notes 1 to 20 form an integral part of this condensed interim financial information.



TEIZOON KISAT
Chief Executive



HUMAYUN MURAD
Director



9 THIRD QUARTER REPORT 2010-11

Notes to the Condensed Interim Financial Information

1. THE COMPANY AND ITS OPERATIONS

ORIX Leasing Pakistan Limited (the Company) was incorporated in Pakistan as a private limited company on July 01, 1986 under the Companies Ordinance, 1984 and was converted into a public limited company on December 23, 1987. The Company is listed on Karachi, Lahore and Islamabad Stock Exchanges. The registered office of the Company is situated at Overseas Investors Chamber of Commerce Building, Talpur Road, Karachi. The Company is licensed to carry out leasing business as a Non-Banking Finance Company (NBFC) under the Non-Banking Finance Companies (Establishment and Regulations) Rules 2003 and the Non-Banking Finance Companies and Notified Entities Regulations, 2008 (NBFC Regulations) issued by the Securities and Exchange Commission of Pakistan (SECP).

2. BASIS OF PREPARATION

- 2.1 This condensed interim financial information is un-audited and has been prepared in accordance with the requirements of the International Financial Reporting Standards (IFRS) IAS - 34 "Interim Financial Reporting" as applicable in Pakistan. This condensed interim financial information does not include all of the information required for full financial statements and should be read in conjunction with the financial statements of the Company for the year ended June 30, 2010.
- 2.2 The comparative balance sheet presented in this condensed interim financial information has been extracted from the audited financial statements of the Company for the year ended June 30, 2010, whereas the comparative profit and loss account, statement of comprehensive income, statement of changes in equity and cash flow statement are stated from the unaudited condensed interim financial information for the period ended March 31, 2010.
- 2.3 This condensed interim financial information has been presented in Pakistani Rupees, which is the functional currency of the Company. The figures are rounded off to the nearest rupee.
- 2.4 This condensed interim financial information is being submitted to the shareholders as required by listing regulations of Karachi, Lahore and Islamabad Stock Exchanges and Section 245 of the Companies Ordinance, 1984.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the audited annual published financial statements of the Company for the year ended June 30, 2010.

Amendments to certain existing standards and new interpretations on approved accounting standards effective during the period were not relevant to the Company's operations and did not have any impact on the accounting policies of the Company.

4. ESTIMATES

The preparation of this 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 Company's accounting policies and the key sources of estimation and uncertainty were the same as those that were applied to the financial statements for the year ended June 30, 2010 except for the change described in note 4.1.

4.1 Change in estimate

During the current period, the Company changed its estimate by reassessing the Residual Value (RV) of Communication Equipment by reducing the RV from 20% to 7%. Had the estimate in respect of not changed the profit for the period would have been higher by Rs. 13.5 million and carrying amount of the assets would have been higher by the same amount.

5. RISK MANAGEMENT POLICIES

Risk management policies are consistent with those disclosed in the financial statements for the year ended June 30, 2010.

6. PROPERTY, PLANT AND EQUIPMENT

	31 March 2011 (Un-audited)	30 June 2010 (Audited)
Property, plant and equipment - own use	272,013,219	316,568,071
Property, plant and equipment - operating lease	673,562,782	758,769,927
Rupees	945,576,001	1,075,337,998



6.1 The Following is a statement of additions to and disposals from property, plant and equipment during the current period:

	Own use		Operating lease assets	
	Additions	Disposals / transfer	Additions / transfer	Disposals
Generators	-	14,337,000	31,252,967	8,492,350
Furniture, fittings and office equipment	1,715,067	5,031,101	-	-
Communication equipment	-	-	3,934,803	5,815,431
Vehicles	17,746,000	29,060,753	-	-
March 31, 2011	19,461,067	48,428,854	35,187,770	14,307,781
March 31, 2010	36,320,923	27,964,950	43,240,241	8,242,655

7. NET INVESTMENT IN FINANCE LEASES AND INSTALMENT LOANS

	Note	31 March 2011 (Un-audited)	30 June 2010 (Audited)
Instalment contract receivables		14,677,417,335	14,983,789,650
Residual value		6,172,786,063	5,886,631,639
Initial direct cost		30,817,489	35,267,207
		20,881,020,887	20,905,688,496
Less: unearned finance income		2,797,652,410	2,700,235,301
	Rupees	18,083,368,477	18,205,453,195

8. LONG TERM INVESTMENTS

Related parties			
Investment in equity accounted undertakings		1,280,455,405	1,220,759,350
Others			
Held to maturity investments			
Ijara sukuk-Government of Pakistan	8.1	180,000,000	180,000,000
Pakistan Investment Bonds (PIBs)	8.1	16,778,165	20,839,255
Term finance certificates (TFCs)			
- Listed		-	3,900,941
- Unlisted		4,170,000	4,170,000
		200,948,165	208,910,196
Less: Current maturity		1,390,000	3,900,941
	Rupees	1,480,013,570	1,425,768,605

8.1 These held-to-maturity investments have been made as required under Regulation 14 (4) (i) of the Non Banking Finance Companies and Notified Entities, Regulations, 2008 to maintain liquidity against certificates of deposit.

9. SHORT TERM INVESTMENTS

Held to maturity investment			
Treasury bills	9.1	117,062,500	112,732,249
Certificates of deposit		5,900,000	6,800,000
		122,962,500	119,532,249
Held for trading investments			
Ordinary shares		3,186,375	6,160,213
Term finance certificates		49,919,808	69,427,341
Units of closed end mutual funds		41,494,311	39,698,050
		94,600,494	115,285,604
Available-for-sale			
Ordinary shares		18,463,468	22,038,515
Units of open ended mutual funds		-	23,356,051
Units of closed end mutual funds		10,659,330	7,416,565
		29,122,798	52,811,131
Others - unsecured			
Term deposit receipts		-	925,000,000
Fund placements		2,800,000	3,800,000
		2,800,000	928,800,000
	Rupees	249,485,792	1,216,428,984

9.1 This held-to-maturity investment has been made as required under Regulation 14 (4) (i) of the Non Banking Finance Companies and Notified Entities, Regulations, 2008 to maintain liquidity against certificates of deposit.

10. LONG TERM FINANCES - secured

	31 March 2011 (Un-audited)	30 June 2010 (Audited)
Long term finances utilised under mark-up arrangements - financial institutions	1,750,000,000	1,475,000,000
Term finance certificates - listed	1,249,010,000	1,665,340,000
Term finance certificates - unlisted	3,333,333,333	5,000,000,000
	6,332,343,333	8,140,340,000
Less: Unamortised transaction cost in respect of		
Long term finances utilised under mark-up arrangements - financial institutions	5,827,457	3,337,009
Term finance certificates	9,819,226	19,413,542
	15,646,683	22,750,551
Less: Current maturity		
Long term finances utilised under mark-up arrangements - financial institutions	966,666,667	1,075,000,000
Term finance certificates	2,499,336,667	2,499,326,667
	3,466,003,334	3,574,326,667
	3,481,650,017	3,597,077,218
Rupees	2,850,693,316	4,543,262,782

11. LONG TERM LOANS

Name of lending institution	Commencement of repayment	Mode of loan repayment	Rate (%)		
Secured					
International Finance Corporation	Jul 15, 2008	11 equal semi annual instalments after 24 months grace period	US\$ six month LIBOR+1.5	660,682,098	926,036,550
Citibank Japan Limited, Syndicated loan	Jan 31, 2008	14 equal semi annual instalments	US\$ six month LIBOR+0.675	2,137,499,829	2,751,428,474
International Finance Corporation	Jul 15, 2007	10 equal semi annual instalments	US\$ six month LIBOR+1.65	85,500,000	171,200,000
Pakistan Poverty Alleviation Fund (PPAF)	Mar 18, 2010	12 quarterly instalments	10.00	164,019,812	149,424,000
Pakistan Poverty Alleviation Fund (PPAF)	Jan 01, 2009	12 quarterly instalments	10.00	-	9,226,050
Unsecured					
CDC Trustee - AMZ Plus Income Fund	Mar 13, 2011	2 semi annual instalments	Six months KIBOR -2.5	90,000,000	100,000,000
Total long term loans				3,137,701,739	4,107,315,074
Less: Unamortised transaction cost				48,061,097	68,232,034
Less: Current maturity				938,343,188	852,973,426
Rupees				2,151,297,454	3,186,109,614

12. SHORT TERM BORROWINGS

From Banking Companies		
Under mark-up arrangements - secured	414,360,231	122,694,809
Short term loans	930,000,000	500,000,000
Rupees	1,344,360,231	622,694,809

13. COMMITMENTS

13.1 Leasing and instalment loans contracts committed but not executed at the balance sheet date amounted to Rs. 30.42 million (June 30, 2010 : Rs. 12.39 million).

14. INCOME FROM FINANCE LEASES AND INSTALMENT LOANS

	For the nine months period ended	
	31 March 2011 (Un-audited)	31 March 2010 (Un-audited)
Income from finance leases	1,570,954,727	1,539,186,261
Income from instalment loans	1,376,149	5,630,596
Rupees	1,572,330,876	1,544,816,857

15. SHARE OF PROFIT OF EQUITY ACCOUNTED UNDERTAKINGS

Name of associates	For the nine months period ended 31 March 2011 (Un-audited)		For the nine months period ended 31 March 2010 (Un-audited)	
	Associates' profit / (loss) after tax	Share of associates' profit / (loss) after tax	Associates' profit / (loss) after tax	Share of associates' profit / (loss) after tax
	Listed			
Oman ORIX Leasing Company SAOG	393,505,721	45,810,756	350,228,956	40,772,604
	393,505,721	45,810,756	350,228,956	40,772,604
Un-listed				
Saudi ORIX Leasing Company	933,710,862	18,674,216	798,285,770	63,862,862
MAF ORIX Finance PJSC	114,307,522	3,429,226	186,980,291	5,609,409
SK Leasing JSC (Formerly BTA ORIX Leasing JSC)	(52,957,369)	(5,295,737)	(173,907,271)	(17,390,726)
ORIX Leasing Egypt SAE	111,082,308	25,548,931	121,200,852	27,876,196
OPP (Private) Limited (Formerly ORIX Properties Pakistan (Private) Limited)	(7,633,687)	(3,435,159)	(2,423,816)	(1,090,717)
	1,098,509,636	38,921,477	930,135,826	78,867,024
Rupees	1,492,015,357	84,732,233	1,280,364,782	119,639,628

16. FINANCE COSTS

	For the nine months period ended	
	31 March 2011 (Un-audited)	31 March 2010 (Un-audited)
Interest / mark-up on:		
- Long term finances	734,588,867	965,606,851
- Long term loans	248,067,981	331,283,993
- Short term borrowings	110,872,887	54,988,035
Profit on certificates of deposit	192,304,766	166,229,574
Amortisation of transaction costs	34,379,805	40,358,405
Bank charges and commission	23,344,615	15,249,749
Rupees	1,343,558,921	1,573,716,607

17. SEGMENT INFORMATION

The Company has two primary reporting segments namely, 'Finance lease' and 'Operating lease', based on the nature of business and the related risks and returns associated with these segments. The finance lease operations are primarily for long term leases of movable assets to corporate entities and individuals, while under operating lease, the Company provides assets on short term rentals. Other operations, which are not deemed by management to be sufficiently significant to disclose as separate items and do not fall into the above segment categories, are reported under 'Others'.



Segment analysis for the nine months period ended March 31, 2011

		Finance Lease	Operating Lease	Others	Leasing Business	Investment Financial Services	Total
Segment revenues	Rupees	1,570,954,727	489,827,923	214,517,662	2,275,300,312	25,722,811	2,301,023,123
Share of profit of equity accounted undertakings		-	-	84,732,233	84,732,233	-	84,732,233
Total segment revenue	Rupees	1,570,954,727	489,827,923	299,249,895	2,360,032,545	25,722,811	2,385,755,356
Administrative and general expenses		151,319,303	36,660,482	24,451,655	212,431,440	3,215,628	215,647,068
Direct cost of leases		7,490,547	296,345,896	-	303,836,443	-	303,836,443
Allowance for potential lease, instalment and other loan losses - net		88,163,887	1,524,625	38,622,898	128,311,410	28,293,754	156,605,164
Impairment on available for sale securities		-	-	868,982	868,982	1,200,000	2,068,982
Segment result	Rupees	1,323,980,990	155,296,920	235,306,360	1,714,584,270	(6,986,571)	1,707,597,699
Unallocated expenses		-	-	-	(190,592,798)	-	(190,592,798)
Result from operating activities		-	-	-	1,523,991,472	(6,986,571)	1,517,004,901
Finance costs		-	-	(1,294,611,188)	(48,947,733)	-	(1,343,558,921)
Provision for taxation		-	-	-	(72,000,000)	-	(72,000,000)
Profit / (loss) for the period	Rupees	-	-	-	157,380,284	(55,934,304)	101,445,981
Other information							
Segment assets		17,374,376,583	673,562,782	1,141,077,762	19,189,017,127	431,000,262	19,620,017,389
Investment in equity accounted undertakings		-	-	1,280,455,405	1,280,455,405	-	1,280,455,405
Unallocated assets		-	-	-	1,509,065,247	-	1,509,065,247
Total assets	Rupees	-	-	-	21,978,537,779	431,000,262	22,409,538,041
Segment liabilities		6,139,496,409	-	-	6,139,496,409	431,000,262	6,570,496,671
Unallocated liabilities		-	-	-	13,667,836,632	-	13,667,836,632
Total liabilities	Rupees	-	-	-	19,807,333,041	431,000,262	20,238,333,303
Capital expenditure	Rupees	-	20,850,770	19,461,067	40,311,837	-	40,311,837
Depreciation	Rupees	-	111,897,791	37,907,806	149,805,597	-	149,805,597

Segment analysis for the nine months period ended March 31, 2010

Segment revenues	Rupees	1,539,186,261	464,151,288	238,680,336	2,242,017,885	74,404,985	2,316,422,870
Share of profit of equity accounted undertakings		-	-	119,639,628	119,639,628	-	119,639,628
Total segment revenue	Rupees	1,539,186,261	464,151,288	358,319,964	2,361,657,513	74,404,985	2,436,062,498
Administrative and general expenses		150,789,851	43,810,720	12,882,835	207,483,406	11,453,555	218,936,961
Direct cost of leases		8,597,289	257,841,658	-	266,438,947	-	266,438,947
Allowance for potential lease, instalment and other loan losses - net		185,194,621	3,500,000	37,040,737	225,735,358	-	225,735,358
Impairment on available for sale equity securities		-	-	22,716,207	22,716,207	-	22,716,207
Segment result	Rupees	1,194,604,500	158,998,910	285,680,185	1,639,283,595	62,951,430	1,702,235,025
Unallocated expenses		-	-	-	(221,566,827)	-	(221,566,827)
Result from operating activities		-	-	-	1,417,716,768	62,951,430	1,480,668,198
Finance costs		-	-	(1,448,973,460)	(124,743,147)	-	(1,573,716,607)
Provision for taxation		-	-	-	(33,531,238)	-	(33,531,238)
Loss for the period	Rupees	-	-	-	(64,787,930)	(61,791,717)	(126,579,647)
Other information							
Segment assets		18,351,600,709	719,975,172	1,243,024,673	20,314,600,554	1,134,008,277	21,448,608,831
Investment in equity accounted undertakings		-	-	1,833,782,531	1,833,782,531	-	1,833,782,531
Unallocated assets		-	-	-	2,040,154,124	-	2,040,154,124
Total assets	Rupees	-	-	-	24,188,537,209	1,134,008,277	25,322,545,486
Segment liabilities		6,590,336,176	-	-	6,590,336,176	1,134,008,277	7,724,344,453
Unallocated liabilities		-	-	-	15,541,220,678	-	15,541,220,678
Total liabilities	Rupees	-	-	-	22,131,556,854	-	23,265,565,131
Capital expenditure	Rupees	-	43,240,241	36,320,923	79,561,164	-	79,561,164
Depreciation	Rupees	-	92,346,753	41,702,668	134,049,421	2,503,097	136,552,518

18. TRANSACTIONS WITH RELATED PARTIES

The following table provides details of transactions which have been entered into with related parties.

		31 March 2011 (Un-audited)	31 March 2010 (Un-audited)
ORIX Properties Pakistan Private Limited Associate / common directorship			
Received against certificates of deposit	Rupees	-	85,000,000
Repayment against certificates of deposit	Rupees	-	85,000,000
Interest paid	Rupees	-	7,769,950
Hino Pak Motors Limited Common directorship / Independent director			
Purchases made	Rupees	264,725,000	464,990,000
Compensation of Key Management Personnel			
Short term employee benefit		16,621,350	20,918,203
Termination benefits		3,087,911	2,094,362
	Rupees	19,709,261	23,012,565
19. CASH AND CASH EQUIVALENT			
Cash at bank		144,132,284	210,755,127
Cash in hand		2,184,773	3,520,907
		146,317,057	214,276,034
Overdraft		(414,360,231)	(136,047,102)
	Rupees	(268,043,174)	78,228,932

20. DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was authorised for issue on April 26, 2011 by the Board of Directors of the Company.


TEIZOON KISAT
Chief Executive


HUMAYUN MURAD
Director


ORIX

OFFICES IN PAKISTAN

ORIX Leasing Pakistan Limited

Karachi

Registered Office & Head Office
Overseas Investors Chamber of
Commerce Building
Talpur Road, Karachi-74000, Pakistan
Tel: 021-32426020-9
Fax: 021-32432604, 32425897, 32424315

UAN: 111-24-24-24
E-mail: olp@orixpakistan.com
Website: www.orixpakistan.com

Korangi Office

Plot No 16, Sector 24,
Korangi Industrial Area, Karachi.
Tel: 021-35078891-8
Fax: 021-35078875, 35071973, 35071972

E-Business Division

49 D, PECHS Block 6 Karachi.
UAN: 111-767-657
Fax: 021-34376911

North Karachi

Ground Floor, Plot No. R-14
Sector 11-K, North Karachi
Tel: 021-36996812
Fax: 021-36996812

Lahore

4-J, Gulberg-111,
Near Firdous Market, Lahore
Tel: 042-35842560-1, 35842171, 35842964
Fax: 042-35845975, 35845974

Shah Alam Market

35/155, Circular Road
Shah Alam Market, Lahore
Tel: 042-37351986

Batapur / Jallo More

Main G.T. Road, Batapur, Lahore
Tel: 042-36584511

Chunian

W-1 370/26, Shop RH,
Cantt Road, Chunian
Tel: 049-4014809

Kot Abdul Malik

11 Kilometers, Lahore-Sheikhupura Road
Kot Abdul Malik, Distt. Sheikhupura
Tel: 042-7919722

Renala Khurd

Ghalla Mandi, Opp. Zaka Hospital
Renala Khurd, Distt. Okara
Tel: 0442-635185

District Kasur / Pattoki

Al Rehman Center, Main Multan Road, Pattoki
Tel: 049-4420356, 4422064

Manga Mandi

Main Multan Road, Madina Market,
Kalma Chowk
Tel: 0322-4669499

Faisalabad

3rd Floor, Sitar Towers
Bilal Chowk, Civil Lines, Faisalabad
Tel: 041-2633926, 2633811-3
Fax: 041-2633927

Sargodha

A. R. Tower, Adjacent Q's International Hotel
University Road, Sargodha
Tel: 048-3729521
Fax: 048-3729522

Sahiwal

Near Five Ways Hotel, Five Ways Chowk
Stadium Road, Sahiwal
Tel: 040-4227613-5
Fax: 040-4227615

Jhang

Government Girls College Chowk Church
Road, Civil Lines, Jhang
Tel: 047-7650421
Fax: 047-7650422

Sialkot

1st Floor, Ghoolam Kadir Arcade
Aziz Shaheed Road, Sialkot Cantt
Tel: 052-4260767, 4260616, 4260877
Fax: 052-4269548

Mandi Bahauddin

1st Floor PJA Building
Kachery Road, Mandi Bahauddin
Tel: 0546-500506
Fax: 0546-500507

Gujrat

4th Floor, State Life Building
G.T. Road, Gujrat
Tel: 0433-515282
Fax: 0433-536854

Gujranwala

76-ABC, Block-P, Trust Plaza
G.T. Road, Gujranwala
Tel: 055-3731021-22
Fax: 055-3731022

Islamabad

Ground Floor, Phase 1
State Life Building No. 5
Nizamuddin Road
Blue Area, Islamabad
Tel: 051-2821706, 2821748, 2821960
Fax: 051-2821917

Rawalpindi

Plot No. 7-G 55 & 55-A
2nd Floor, Green Building, Haider Road
Saddar, Rawalpindi
Tel: 051-5120070
Fax: 051-5120071

Talagang

Sheikh Centre, Near Eid Gah, Mainwali Road
Talagang, District Chakwal
Tel: 0543-413916
Fax: 0543-413917

Mirpur A. K.

1st Floor, Jarral Plaza, 63/F, Sector F-1
Kotli Road, Mirpur A. K
Tel: 0300-5006188

Chakwal

1st Floor, Abbas Khan Gulsher Khan Firm
Talagang Road, Chakwal
Tel: 0543-543523
Fax: 0543-602048

Hyderabad

1st Floor, State Life Building
Thandi Sarak, Hyderabad
Tel: 022-2784143, 2720397
Fax: 022-2781178

Sukkur

Dr.Sarfraz Clinic
1st Floor, Near State Life Building
Minara Road, Sukkur
Tel: 071-5627907-8
Fax : 071-5627907

Multan

Ground Floor, Trust Plaza, LMQ Road, Multan
Tel: 061-4580435, 4518431-3
Fax: 061-4580321

Rahim Yar Khan

20-21, Ground Floor, City Centre Plaza
Shahi Road, Rahim Yar Khan
Tel: 068-588565
Fax: 068-587610

Bahawalpur

Ground Floor, Near Cantonment Office Board,
Ahmed Pur East Road, Bahawalpur
Tel: 062-9255494, 0300-8680164

Peshawar

1st Floor, State Life Building
The Mall, Peshawar
Tel: 091-5279789, 5278647
Fax: 091-5273389

Abbotabad

Ground Floor, Opposite GPO Cantt Bazar,
Abbotabad
Tel: 0992-343888
Fax: 0992-340370

Mingora

First Floor Swat Market
G.T. Road Mingora Swat
Tel: 0946-722620, 0300-5749249



