



Eager to Grow

CONDENSED INTERIM FINANCIAL STATEMENTS (UN-AUDITED)

FOR THE NINE MONTH ENDED MARCH 31, 2023

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COMPANY'S INFORMATION

Chairman Ms. Wanda Dolores Fajardo

Chief Executive Mr. Irtaza Zafar Sheikh

Directors

Ms. Wanda Dolores Fajardo Mr. Muhammad Ashfaq Mr. Jawad Rauf Mr. Irtaza Zafar Sheikh Ms. Medina Zafar Sheikh Mr. Kamran Ahmed Mr. Owais Ali Khan

Audit Committee

Mr. Muhammad Ashfaq Mr. Jawad Rauf Ms. Wanda Dolores Fajardo

HR & Remuneration Committee

Ms. Wanda Dolores Fajardo Mr. Jawad Rauf Ms. Medina Zafar Sheikh

Chief Financial Officer Mr. Ejaz Rasool

Company Secretary Mr. Muhammad Bilal

External Auditors

S.M. Suhail & Co. Chartered Accountants

Legal Advisor

Mr. Bhagwan Das Advocate High Court

Shares Registrar

F.D. Registrar Services (Private) Limited

Bankers

Habib Metropolitan Bank Limited

OFFICE OF THE COMPANY Registered Office Karachi

23-B, Lalazar off M.T Khan Road Karachi, Pakistan

Phone: +92 42-35788604, 021-35155112 Email: <u>CFO@hallmark.pk, hallmark@bizcorei.com</u> Web: www.hiclpk.com

Chairman Independent Director Independent Director CEO / Director Non-executive Director Non-executive Director Non-executive Director

Chairman and Member Member Member

Chairman and Member Member Member

DIRECTORS REPORT

Dear Shareholders

The Directors of your Company are pleased to present you the un-audited condensed interim financial information for the nine-month ended on March 31, 2023. The Directors' report is prepared under section 227 of the Companies Act, 2017.

Intimation form Super Infrastructure Solutions (Pvt) Ltd through Manager Takeover Topline Securities Limited about acquiring 51% shares of the Company.

During the quarter ended March 31, 2023, the Company has received a notice of public announcement of intention from Super Infrastructure Solutions (Pvt) Ltd, through Manager Topline Securities Limited, to acquire more than 51% shares and control of the Company, beyond the thresholds prescribed under Section 111 of the Securities Act, 2015, read with Regulation 2017. The Due Diligence process has commenced and, it is expected to be completed by end of April 2023.

Company's Performance

We are pleased to inform you that the management is able to generate a small revenue of PKR 1.806 million from rendering of IT enabled services. The Board and the management are quite confident that the IT services will bring a new wave in the sustainability and profitability of the Company. We were continuously working hard not only to sustain this growth but, also performed facing the current market situation.

However, the new management will continue and improve the business ventures and volume, after completion of the takeover process in due course of time.

Operating Results

A summary of the operational results is as follows:

	Nine Month Ended March 31, 2023	Nine Month Ended March 31, 2022
Revenue	1,806,250	2,430,000
Gross Profit	1,268,956	1,014,500
Operating (Loss)	(2,733,946)	(6,266,600)
(Loss) After Taxation	(2,744,339)	(6,439,667)
(Loss) per Share	(5.49)	(12.88)

The Company has earned a Gross profit of Rs. 1.3 million with a net loss of Rs. 2.7 million during the period under review, which was Rs. 1.01 million and Rs. 6.3 million respectively, in the comparative period of last year. The (Loss) per share (LPS) for the period stood at Rs. (5.49) per share and Rs. (12.88) in the comparative last year.

Future Prospects

It is expected that the new management will strive and will focus on increasing the working capital of the Company with a significantly higher amount through the injection of further equity and achieving increased growth which shall hopefully be achieve. This shall be going to attributed to the following factors:

- The Company has engaged in IT and IT-enabled services and shall be initiating new ventures in near future. The injection of capital will let the Company concentrate on those unaddressed markets to increase its volume of profit.
- Through an increase in the volume of service revenue, the Company shall be able to increase its gross profit margin and earnings per share.
- We are also intended to invest in sectors other than Information Technology too, to earn profits from there and reduce the dependability of the Company in any one sector.
- The capital injected shall initially be invested in secured investments most probably debt securities of high credit ranking so that no working capital is left without generating a further return.

Acknowledgments

We strongly believe that the Company's success can only be driven by the commitment and dedication of its management, employees and trust of our valued clients. We acknowledge the contribution of every member/staff for their hard work in delivering performance during such a critical situation. We do also recognize guidance and support provided by the SECP, PSX, CDC, F.D. Registerar, Auditors and thank to all our shareholders and customers for their support and confidence they reposed.

Irtaza Zdfar Sheikh Chief Executive

Wanda Dolores Fajardo Chairperson

April 12, 2023

HALLMARK COMPANY LIMITED **CONDENSED INTERIM STATEMENT OF FINANCIAL POSITION (UN-AUDITED)** AS AT MARCH 31, 2023

ASSETS	Note	(Un-Audited) 31-Mar-23 <i>Rupees</i>	(Audited) 30-Jun-22 <i>Rupees</i>
Non-Current Assets			
Property, plant and equipment	5	552,793	641,241
Intangible assets	6	1,110,000	1,245,000
	-	1,662,793	1,886,241
Current Assets			
Trade debts	7	-	4,485,000
Cash and bank balances	8	109,866	175,931
		109,866	4,660,931
TOTAL ASSETS		1,772,659	6,547,172
EQUITY AND LIABILITIES			
Share Capital And Reserves Authorized Share Capital			
1,000,000 (2022: 1,000,000) Ordinary Shares of 10/- each	Rs.	10,000,000	10,000,000
Issued, subscribed and paid-up capital	9	5,000,000	5,000,000
Accumulated loss		(3,486,238)	(1,539,900)
		1,513,762	3,460,100
Non Current Liabilities			
Deferred tax liability	10	2,965	10,635
Current Liabilities			
Accrued and other liabilities	11	155,420	2,993,987
Unclaimed dividend	12	23,150	23,150
Provision for taxation		77,363	59,300
		255,933	3,076,437
TOTAL EQUITY AND LIABILITIES		1,772,659	6,547,172
Contingencies and commitments	13	-	-

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.

Chief Executive

Director

Chief Financial Officer

HALLMARK COMPANY LIMITED CONDENSED INTERIM STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME (UN-AUDITED) FOR THE NINE MONTH AND THE QUARTER ENDED MARCH 31, 2023

		NINE MONTH ENDED		QUARTER ENDED	
	Note	31-Mar-23	31-Mar-22	31-Mar-23	31-Mar-22
		Rupees	Rupees	Rupees	Rupees
Revenue from contracts with customers	14	1,806,250	2,430,000	-	-
Cost of services	15	(537,294)	(1,415,500)	-	(49,250)
Gross profit / (loss)		1,268,956	1,014,500	-	(49,250)
Administrative expenses	16	(2,995,519)	(4,503,849)	(1,218,176)	(1,825,172)
Selling expenses	17	(805,383)	(2,465,692)	(180,651)	301,722
Other Expenses		(202,000)	(202,340)	-	-
Finance cost		-	(31,830)	-	-
		(4,002,902)	(7,203,711)	(1,398,827)	(1,523,450)
Other income / (loss)					
Loss on disposal of fixed assets		-	(77,389)	-	-
		-	(77,389)	-	-
Profit / (loss) before taxation		(2,733,946)	(6,266,600)	(1,398,827)	(1,572,700)
Taxation		(10,393)	(172,867)	2,557	-
(Loss) after taxation		(2,744,339)	(6,439,467)	(1,396,270)	(1,572,700)
OTHERE COMPREHENSIVE INCOME					
Exchange gain		798,001	-	-	-
Total comprehensive income /(loss) for the period		(1,946,338)	(6,439,467)	(1,396,270)	(1,572,700)
<i>"</i> , , ,		1		(a a-1	
(Loss) per share	18	(5.49)	(12.88)	(2.79)	(3.15)

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.

Chief Executive

Director



Chief Financial Officer

HALLMARK COMPANY LIMITED CONDENSED INTERIM STATEMENT OF CASH FLOWS (UN-AUDITED) FOR THE NINE MONTH ENDED MARCH 31, 2023

	31-Mar-23	31-Mar-22
CASH FLOWS FROM OPERATING ACTIVITIES	Rupees	Rupees
	(2 722 046)	(6,266,600)
(Loss) before taxation	(2,733,946)	(0,200,000)
Adjustments for:	00 440	116 504
Depreciation	88,448	116,594
Amortization	135,000	135,000
Finance cost	-	31,830
Loss on disposal of fixed assets	-	77,389
Exchange gain	798,001	-
Bad debt expense		1,475,000
Operating Profit Before Working Capital Changes	(1,712,497)	(4,430,787)
Changes in working capital		
(Increase)/ decrease in current assets:		
Trade debts	4,485,000	1,744,925
Other receivable	-	24,000
Increase / (decrease) in current liabilities:		
Accrued and other liabilities	(2,838,568)	-
Other payable		1,655,797
Total Changes In Working Capital	(66,065)	(1,006,065)
Taxes paid		-
Net Cash Outflow From Operating Activities	(66,065)	(1,006,065)
CASH FLOWS FROM INVESTING ACTIVITIES		
Disposal proceeds	-	164,200
Security deposit for rent	-	1,500,000
Net Cash Inflow / (Outflow) From Investing Activities	-	1,664,200
CASH FLOWS FROM FINANCING ACTIVITIES		
Finance cost paid	-	(31,830)
Repayment of capital contribution		(1,403,125)
Net Cash Inflow / (Outflow) From Financing Activities	-	(1,434,955)
Net increase / (decrease) in cash and cash equivalents	(66,065)	(776,820)
Cash and cash equivalents at the beginning of the year	175,931	952,751
Cash and cash equivalents at the end of the period	109,866	175,931

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.

Chief Executive

Director

Chief Financial Officer

HALLMARK COMPANY LIMITED CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY FOR THE NINE MONTH ENDED MARCH 31, 2023

	Capital and Reserves		Revenue reserves	Total
	Issued subscribed and paid up capital	Advance subscription money	Accumulated profits / (loss)	Equity
		(Rup	ees)	
Balance as at June 30, 2021 (Audited)	5,000,000	-	1,952,035	6,952,03
Total comprehensive (loss) for the 9 month period	-	-	(6,439,467)	(6,439,46
Balance as at March 31, 2022 (Un- audited)	5,000,000	-	(4,487,432)	512,56
Total comprehensive (loss) for the 3 month period	-	-	2,947,533	2,947,53
Balance as at June 30, 2022 (Audited)	5,000,000	-	(1,539,900)	3,460,10
Total comprehensive (loss) for the 9 month period	-	-	(1,946,338)	(1,946,33
Balance as at March 31, 2023 (Un- audited)	5,000,000	-	(3,486,238)	1,513,76

The annexed notes from 1 to 22 form an integral part of these condensed interim financial statements.

Chief Executive

Director



Chief Financial Officer

HALLMARK COMPANY LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTH ENDED MARCH 31, 2023

1 CORPORATE INFORMATION, OPERATIONS AND LEGAL STATUS

The Hallmark Company Limited (HCL) was incorporated as a Public Limited Company on 31 October, 1981 under the repealed Companies Act, 1913 (now the Companies Act, 2017), and subsequently obtained registration under the repealed Insurance Act, 1938, (now the Insurance Ordinance, 2000) as an insurer. Subsequently, on application from the Company, the insurance license of the Company was got revoked from the SECP Insurance Division, vide the S.R.O.1079(I)/2016 dated 22 November, 2016. Consequently, the principal activity was changed, and the Company engaged in trading of computer and allied I.T. equipment. Currently the Company is mainly engaged in I.T. Enabled services export.

1.1 Geographical location and address of business units - Address

Purpose

23-B, Lalazar, off M.T Khan Road, Karachi, Pakistan.

Registered office

1.2 Significant events

During the quarter ended March 31, 2023, the Company has received a notice of public announcement of intention from Super Infrastructure Solutions (Pvt) Ltd, through Manager Topline Securities Limited, to acquire more than 51% shares and control of the Company, beyond the thresholds prescribed under Section 111 of the Securities Act, 2015, read with Regulation 2017. The Due Diligence process has commenced and, it is expected to be completed by the end of April 2023.

2 BASIS OF PREPARATION

2.1 Statement Of Compliance

These condensed interim financial statements have been prepared in accordance with the approved accounting and reporting standards as applicable in Pakistan. Those standards comprise of International Financial Reporting Standards (IFRSs) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017 (the Act) and provisions and directives issued under the Act. Where the provisions and directives issued under the Act differ with the requirement of IFRS standard, the provisions and directives issued under the Companies Act, 2017 have been followed.

2.2 Basis of Measurement

These condensed interim financial statements have been prepared under historical cost convention and, on an accrual basis of accounting, except for cash flow information reported in statement of cash flows.

2.3 Functional and Presentation Currency

These condensed interim financial statements are prepared and presented in Pakistani Rupees, which is also the functional currency of the Company.

3 CRITICAL ACCOUNTING ESTIMATES AND JUDGMENTS

The preparation of these condensed interim financial statements are in conformity with approved accounting standards which requires the management to make judgments, estimates and assumptions that affect the application of accounting policies and reported amounts of assets and liabilities, income and expense. Actual results may differ from these estimates. In preparing these condensed interim financial statement, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation uncertainty were the same as those that applied to the financial statements as at and for the year ended on June 30, 2022.

4 SIGNIFICANT ACCOUNTING POLICIES

The accounting policies applied in these condensed interim financial information are same as those applied by the company in its annual financial statements for the year ended on June 30, 2022.

HALLMARK COMPANY LIMITED

NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTH ENDED MARCH 31, 2023

FOR THE MINE MONTH ENDED MARCH 31, 202

5 PROPERTY, PLANT AND EQUIPMENT

Description	Furniture and fixtures	Office equipment	Generator	Computer and allied equipment	Total
	(Rupees)
Depreciation rate	10%	10%	10%	30%	
FOR THE NINE MONTH 31 MARCH 2023					
COST					
Balance at beginning	2,807,243	-	-	499,640	3,306,883
Additions	-	-	-	-	-
Disposal		-	-	-	-
Balance as at the end	2,807,243	-	-	499,640	3,306,883
DEPRECIATION					
Accumulated depreciation at beginning	2,435,035	-	-	230,607	2,665,642
Charge for the nine month	27,916	-	-	60,532	88,448
Balance as at the nine month end	2,462,951	-	-	291,139	2,754,090
CARRYING VALUE 31 MAR 2022 (Un-Audited)	344,292	-	-	208,501	552,793
Depreciation rate	10%	10%	10%	30%	
FOR THE YEAR 30 JUNE 2022 COST					
Balance at beginning of the year	2,807,243	829,130	45,700	499,640	4,181,713
Additions during the year	-	-	-	-	-
Disposal during the year	-	(829,130)	(45,700)	-	(874,830)
Balance as at the year end	2,807,243	-	-	499,640	3,306,883
DEPRECIATION					
Accumulated depreciation at beginning of the	2 202 670	COT (222	21.412	115 207	2 126 021
year Charge for the year	2,393,678	605,633	21,413	115,307	3,136,031
Elimination on disposal	41,357	5,587	607	115,300	162,851
Balance as at the year end		(611,220)	(22,021)		(633,241)
-	2,435,035	-	-	230,607	2,665,641
CARRYING VALUE 30 JUN 2022 (Audited)	372,208	-	-	269,033	641,241

HALLMARK COMPANY LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS AND THE QUARTER ENDED MARCH 31, 2023

6	INTANGIBLE ASSETS ERP Single user license	(Un-Audited) 31-Mar-23 <i>Rupees</i>	(Audited) 30-Jun-22 <i>Rupees</i>
	COST		
	Balance at beginning of the year AMORTIZATION	1,800,000	1,800,00(
	Accumulated amortization at beginning	555,000	375,000
	Charge for the period	135,000	180,000
	Balance as at the end	690,000	555,000
	CARRYING VALUE	1,110,000	1,245,000
6.1	The amortization expense is being charged over 10 years at straight line	basis.	
7	TRADE DEBTS		
	Trade Debts - Foreign	-	4,485,000
			4,485,000
8	CASH AND BANK BALANCES		
	Cash in hand	85,950	152,01!
	Cash at bank - Current account	23,916	23,916
		109,866	175,93:
9	ISSUED, SUBSCRIBED AND PAID-UP CAPITAL		
	500,000 (2022: 500,000) Ordinary Shares of Rs. 10/- each fully paid in cash	5,000,000	5,000,000
10	DEFERRED TAX (ASSETS)/ LIABILITY		
	Relating to deductible temporary difference		
	On accelerated depreciation	60,759	68,429
	On accelerated amortization	1,800	1,80(
	Minimum tax	(59,594)	(59,594
		2,965	10,635
11	ACCRUED AND OTHER LIABILITIES		
	Audit fee payable	-	631,80(
	Salaries payable	-	818,625
	Other payables	155,420	1,543,562
		155,420	2,993,987
12	UNCLAIMED DIVIDEND		
	For the year ended 31-12-1998	5,150	5,15(
	For the year ended 31-12-1995	18,000	18,000
		23,150	23,15(

HALLMARK COMPANY LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS AND THE QUARTER ENDED MARCH 31, 2023

13 CONTINGENCIES AND COMMITMENTS

There was no contingency or commitment at the nine month end (30 June 2022: Nil).

		NINE MONTH ENDED		QUARTER	R ENDED
		(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)
		31-Mar-23	31-Mar-22	31-Mar-23	31-Mar-22
		Rupees	Rupees	Rupees	Rupees
14	REVENUE FROM CONTRACT WIT	H CUSTOMERS			
	Export of IT enabled services	1,806,250	2,430,000		
		1,806,250	2,430,000		
15	COST OF SERVICES				
	Cost of services (Note 15.1)	537,294	1,415,500	-	49,25(
		537,294	1,415,500	-	49,250
15.1	Cost of Services				
	I.T. Developer charges	450,249	1,215,197		
	Travel and transportation	28,920	136,396	-	
	Entertainment expenses	40,814	44,874	-	
	Printing and stationery	17,310	19,032	-	
		537,294	1,415,500	<u> </u>	
16	ADMINISTRATIVE EXPENSES				
	Salaries	1,198,007	165,375	495,720	(150,000
	Printing and stationery	40,944	25,976	16,944	5,65!
	Advertisement	69,168	78,225	23,258	
	Rent and utilities	296,055	1,349,600	99,000	3,00(
	Repair and maintenance	97,620	-	61,620	
	Travelling and conveyance	108,549	255,328	29,169	95,328
	Entertainment	67,220	91,385	10,453	(10,089
	Legal and professional charges	328,060	957,000	155,420	622,000
	Security expenses	306,280	719,366	116,280	329,14(
	Depreciation	88,448	116,954	29,483	34,852
	Auditor's remuneration	200,000	400,000	-	200,000
	Amortization	135,000	135,000	45,000	45,00(
	Miscellaneous	60,168	209,640	60,168	111,64(
		2,995,519	4,503,849	1,142,515	1,286,532

HALLMARK COMPANY LIMITED NOTES TO THE CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE NINE MONTHS AND THE QUARTER ENDED MARCH 31, 2023

		NINE MONTH ENDED		QUARTER	RENDED
		(Un-Audited)	(Un-Audited)	(Un-Audited)	(Un-Audited)
		31-Mar-23	31-Mar-22	31-Mar-23	31-Mar-22
		Rupees	Rupees	Rupees	Rupees
17	SELLING EXPENSE				
	Salaries	442,523	359,625	149,810	150,000
	Printing and stationery	27,296	15,854	11,296	3,452
	Advertisement	62,962	96,775	21,172	-
	Travelling and conveyance	88,016	367,423	23,651	261,423
	Entertainment	87,866	151,015	13,663	82,189
	Security expenses	96,720	-	36,720	(260,14(
	Bad debt expense	-	1,475,000	-	
		805,383	2,465,692	256,312	236,918
18	(LOSS) PER SHARE				
	(Loss) after taxation	(2,744,339)	(6,439,467)	(1,396,270)	(1,572,700
	Weighted average number of Ordinary Shares	500,000	500,000	500,000	500,000
	Basic (loss)/ earnings per share	(5.49)	(12.88)	(2.79)	(3.1

Diluted earnings per share has not been presented as the Company does not have any convertibl instruments in issue as at March 31, 2023 and March 31, 2022, which could have any effect on th earnings per share.

19 REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND OTHER EXECUTIVES

As the Company is in a phase of business development and striving hard to improve it, the Directors an Chief Executive have decided that the remuneration shall neither be paid nor to be charged in th condensed interim financial statements. Further, there is no employee of the Company who meets th criteria of the executives, as defined in the Companies Act, 2017, thus no remuneration is payable by th Company.

20 TRANSACTIONS WITH RELATED PARTIES

Parties are considered to be related if one party has the ability to control the other party or exercis significant influence over the other party in making financial or operational decisions and includes th parent company, subsidiary companies, associated companies, directors, and key management personne There is a nil balance with the related party at the end of the nine month.

21 FINANCIAL RISK MANAGEMENT

The Company's financial risk management objectives and policies are consistent with those disclosed i the financial statements as at and for the year ended June 30, 2022.

22 GENERAL

- 22.1 Figures in the financial statement have been rounded off to the nearest of Rupee.
- 22.2 These condensed interim financial statements were authorized for issue in accordance with a resolution of the Board of Directors on ______.

Chief Executive

Director

Chief rinancial Officer