

Annual

# Report

2021-2022



# Contents

Description	Page No.
Introduction	2
The AFAQ Governing Body	3
Mission	4
Directors' Report	5
<b>AFAQ Departments</b>	
1 Research	8
2 Training	10
3 Leaders' Club	14
4 Counseling & Career Guidance	17
5 Encyclopedia Program	19
6 Financial Statement	21

# Introduction

Association for Academic Quality (AFAQ), is a not-for-profit company operating under Section 42 of Securities and Exchange Commission of Pakistan. It is certified by PCP (Pakistan Center of Philanthropy) for governance, transparency and program delivery. It is a movement to raise the educational standards in Pakistan. It has been established as a voluntary organization in collaboration with the leading school systems of Pakistan. This venture is supported by expatriate Pakistanis, leading scholars, educationists and professionals in Pakistan. The board of governors guides the operations of AFAQ. The general membership of this organization is open to all schools, educational systems, research organizations and training institutions with a general focus on quality.

AFAQ covers the following activities for educational systems in the Islamic Republic of Pakistan and abroad:

- AFAQ aims at developing curricula, textbooks, teacher guides and supplementary readers for the educational institutions. The curriculum documents and textbooks are developed keeping in view the guidelines of National Education Policies, Ideological Foundations, Pedagogical Requirements and International Standards.
- AFAQ in collaboration with the training institutions offers long-term as well as short-term teacher training programs which may be professional or subject-oriented.
- AFAQ has initiated a consultative series of school visits to provide guidance to them on developing self-directed school systems.
- AFAQ contributes to quality-oriented endeavors of public and private sectors.
- AFAQ has initiated a student assessment program.
- So far, AFAQ has developed school textbooks pre-primary to elementary level, after benchmarking the international curricula. AFAQ is one of the largest training organizations in Pakistan; since its impaction, it has trained more than 385,411 teachers in all districts of Pakistan. AFAQ monthly publishes of AFAQ Children Encyclopedia in three languages: Urdu, English and Arabic.
- To further augment its efforts, AFAQ is also jointly working with Punjab Education Foundation, Punjab Textbook Board and AJK Textbook Board to strengthen public-private- partnership in Pakistan.



# The AFAQ Governing Body

**Mr. Syed Waqas ur Rehman**

*Chairman*

**Mr. Shahid Warsi**

*Chief Executive Officer*

**Mr. Mian Muhammad Akram**

*Director*

**Mr. Abrar Ahmed**

*Director*

**Mr. Ghulam Mustafa**

*Director*

# Mission

AFAQ will mediate between the future and the present and will act as a forerunner in shaping the destiny of the nation. In the name of Allah and to serve the cause of Islam and Pakistan, AFAQ will contribute to holistic development of schools, teachers, and pupils. Keeping in view the contextual framework and global standards, AFAQ will generate educational resources, support services, and learning programs employing all mediums in non-governmental settings.

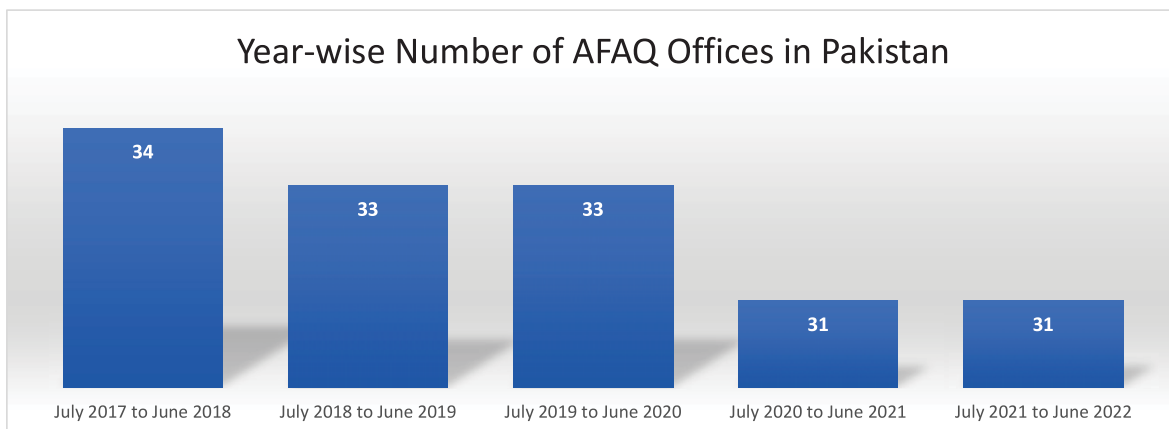
## Vision

**Strengthening  
Education  
for Change**

## AFAQ has overall 31 Offices in Pakistan Year-wise AFAQ Office

Fiscal Years	Offices
July 2017 to June 2018	34
July 2018 to June 2019	33
July 2019 to June 2020	33
July 2020 to June 2021	31
July 2021 to June 2022	31

Year-wise Number of AFAQ Offices in Pakistan



# Directors' Report



Association For  
Academic Quality

**AFAQ Head Office:**  
18, Block-A, Johar Town,  
Lahore.  
Ph: +92-42-111-AFAQ-PK  
+92-42-35171090-91  
+92-42-35166406  
Email: mail@afaq.edu.pk

**Karachi Sales Office:**  
L-1-C, Block 21, Federal-B  
Industrial Area, Karachi.  
Ph: +92-21-36821050-51  
+92-336-4858016  
Email: sales@afaq.edu.pk

**Lahore Sales Office (Main):**  
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Petrol Pump,  
Corporation Chowk,  
Out Fall Road, Lahore.  
T +92-42-37150949-50  
+92-336-4859000  
Email: publishing@afaq.edu.pk

**Other Offices:**  
Quetta, Karachi,  
Hyderabad, Sukkur,  
Nawabshah, Multan,  
Bahawalpur, Lahore,  
Gujranwala, Sheikhupura,  
Sialkot, Faisalabad, Gujrat,  
Islamabad, Muzaffarabad,  
Kashmir, Abbottabad,  
Peshawar, Gilgit, Skardu,  
Mardan, Chakdara, Swat,  
Chitral, D.I. Khan,  
Sargodha, Sahiwal,  
Rawalpindi.

Shaping the  
Future...

## DIRECTORS' REPORT

The Directors of our company take pleasure in presenting their 17<sup>th</sup> annual report together with the Audited Financial Statements and Auditors' Report thereon for the year ended 30<sup>th</sup> June, 2022.

### Financial results

The financial results of our company for the year ended 30<sup>th</sup> June, 2022 are summarized as follows:

	2022	2021
	(Rupees)	
<b>Revenue – net</b>	2,198,800,617	1,035,456,557
<b>Other Income</b>	42,598,086	12,624,240
	<u>2,241,398,704</u>	<u>1,048,080,797</u>
<b>Direct Expense</b>	1,329,786,760	659,766,987
<b>Administrative and general expenses</b>	185,452,817	157,034,917
<b>Marketing and distribution expenses</b>	366,970,310	399,125,980
<b>Finance Costs</b>	63,126,105	74,110,271
	<u>1,945,335,992</u>	<u>1,290,038,155</u>
<b>Deficit/Surplus for the year</b>	<u>296,062,712</u>	<u>(241,957,358)</u>

After the Company's operations were majorly affected due to the COVID-19 pandemic and Single National Curriculum during the FY2020-21, the business traction improved considerably in the reported financial year of FY2021-22 as the pandemic restrictions were gradually eased. AFAQ has made great success and growth after 2 years loss due to covid 19, and proved that, "every problem is a gift, without problems we would not grow". This amazing accomplishment is just one step on our journey. Our ability to relentlessly search for solutions to problems and find innovative ways to improve the world is the key to this success.

### Directors Responsibility Statement

To the best of their knowledge and belief and according to the information and explanations obtained by them, our directors make the following statement that:

(i) in the presentation of the annual accounts for the year ended Jun 30, 2022,

An ISO 9001:2015 Certified Company | "A Company set up under 42 of Companies Ordinance 1984" | www.afaq.edu.pk



Association For  
Academic Quality

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Gujranwala, Sheikhpura,  
Sialkot, Faisalabad, Gujrat,  
Islamabad, Muzaffarabad,  
Kashmir, Abbottabad,  
Peshawar, Gilgit, Skardu,  
Mardan, Chakdara, Swat,  
Chitral, D.I. Khan,  
Sargodha, Sahiwal,  
Rawalpindi.

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**Future...**

- applicable accounting standards have been followed and that there are no material departures;
- (ii) they have, in the selection of the accounting policies, consulted the statutory auditors and have applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company for the year ended Jun 30, 2022 and of the profit of the Company for the year ended on that date;
  - (iii) they have taken proper and sufficient care, to the best of their knowledge and ability, for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act. 2017 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
  - (iv) the annual accounts have been prepared on a going concern basis;
  - (v) internal financial controls followed by the Company are adequate and were operating effectively;
  - (vi) the proper systems to ensure compliance with the provisions of all applicable laws were adequate and operating effectively;

### Review of Activities and Future Development

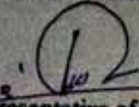
Research and development continued this year also with some major achievements. AFAQ has developed 23 Titles for Federal text book Board for class 6 to 8, 62 Title for AJK Board competition and SNC based Sun Series 57 Titles, SNC based Iqbal Series 53 Titles, SRM Nakhla Series 09 Titles, Practice Copy series 09 and SNC based Sun Series SRMs 36. This represents development of 204 Text books and 113 Support material things. During the year AFAQ got 514 NOCs for Text books from different Boards.

The training department trained teachers 14,717 and 2,089 principals across the country during the report year thereby covering 90 topics and made 1221 sessions related to school management, quality management, early childhood learning, subject teaching, and classroom management.

The AFAQ Encyclopedia offers unique information on various topics. It presents exciting new information and learning activities for children **ages 7-13**. AFAQ has developed 1014 articles in English and Urdu languages till reporting period, which are geared to various subjects and are organized into four topics per month, **Personalities, Countries, Inventions and Animals**. This encyclopedia instills a look-it-up habit and captures the imagination of young children with engaging photography, artwork, and information on the topics they love. With articles by scholars from around the world, this set takes an interdisciplinary look at the institutions and practices of societies throughout history.

AFAQ Children's Literature Department (CLD) is committed to creating interesting, useful literature for children which is compatible with their curricular activities. The CLD has developed 30 Character building books and 24 Encyclopedia readers for Mindfulness of children.

By the order of Board of Directors

  
Representative of BOD

An ISO 9001:2015 Certified Company

"A Company set up under 42 of Companies Ordinance 1984"

Chief Executive Officer  
www.afaq.edu.pk



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Sialkot, Faisalabad, Gujrat,  
Islamabad, Muzaffarabad,  
Kashmir, Abbottabad,  
Peshawar, Gilgit, Skardu,  
Mardan, Chakdara, Swat,  
Chitral, D.I. Khan,  
Sargodha, Sahiwal,  
Rawalpindi.

## COMPANY INFORMATION

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### BOARD OF DIRECTORS

Sr. No.	NAME	CNIC No.	Designation
1	Mr. Syed Waqas Ur Rehman Jafri	35200-1506979-1	Chairman
2	Mr. Shahid Warsi	42101-9596533-7	CEO
3	Mr. Abrar Ahmed	42201-9941390-1	Director
4	Mr. Ghulam Mustafa	82203-1193167-1	Director
5	Mr. Mian Muhammad Akram	35202-2573187-9	Director

### COMPANY SECRETARY

Mr. Abdul Jaleel Hasan

### AUDITORS

Malik Haroon Shahid Safdar & Co,  
Chartered Accountants  
25-G, Gulberg II,  
Lahore.

### LEGAL ADVISOR

Asad Law Associates  
41-Mozang Road  
Lahore

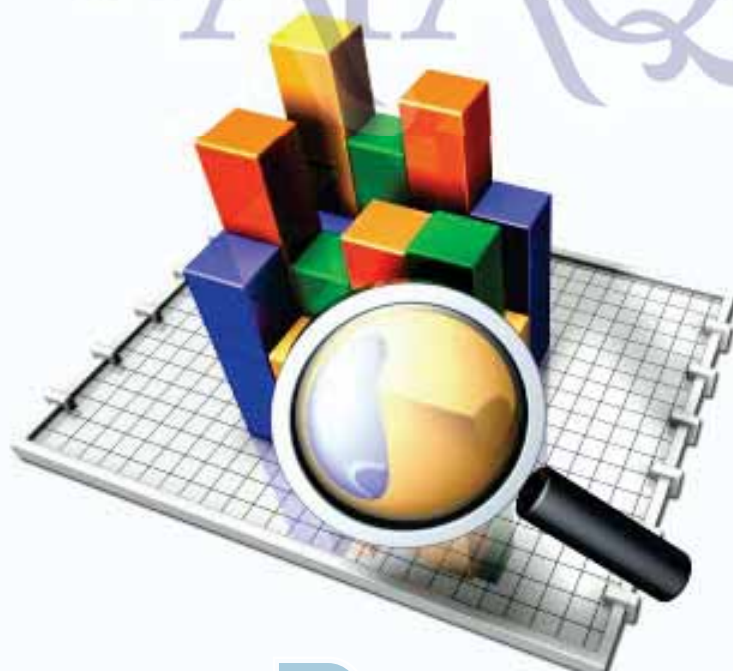
### REGISTERED ADDRESS

18 A - Johar Town, Lahore

Shahid Warsi  
Chief Executive  
Association for Academic  
Quality (AFAQ)



# AFAQ Departments



## 1 Research

At AFAQ, our Research Division is comprised of dedicated professionals who understand that research into the appropriation, content and production of educational media in its socio-cultural contexts is an ongoing process. Our researchers have successfully developed many new comprehensive textbook series and dynamic support materials which are aligned with the Single National Curriculum (SNC) to ensure young learners expand their knowledge base, are equipped with the latest information and are introduced to new innovative ideas. Our R&D team has developed over 1000 publications and is at the forefront of cutting-edge educational research that will keep AFAQ ahead of the rest. To fulfill the demand of the era, AFAQ has developed the following series:

### 1.1 Introduction to AFAQ SNC Textbooks

The Single National Curriculum (SNC) is an educational framework designed to standardize the curriculum across all schools within a nation, ensuring uniformity in the quality and content of education. Implemented with the aim of reducing educational disparities, the SNC aims to provide equal learning opportunities to students regardless of their socio-economic background or geographic location. Key features of the SNC include a unified curriculum that sets consistent educational standards and benchmarks, promoting inclusivity and national cohesion. It encompasses a wide range of subjects, integrating modern educational practices and technology to enhance learning experiences. The SNC also emphasizes critical thinking, problem-solving skills, and holistic development, preparing students to meet the demands of the globalized world. Teacher training and resource allocation are integral components, ensuring that educators are well-equipped to deliver the standardized content effectively. Overall, the SNC seeks to foster an equitable and high-quality educational environment, paving the way for national progress and development.

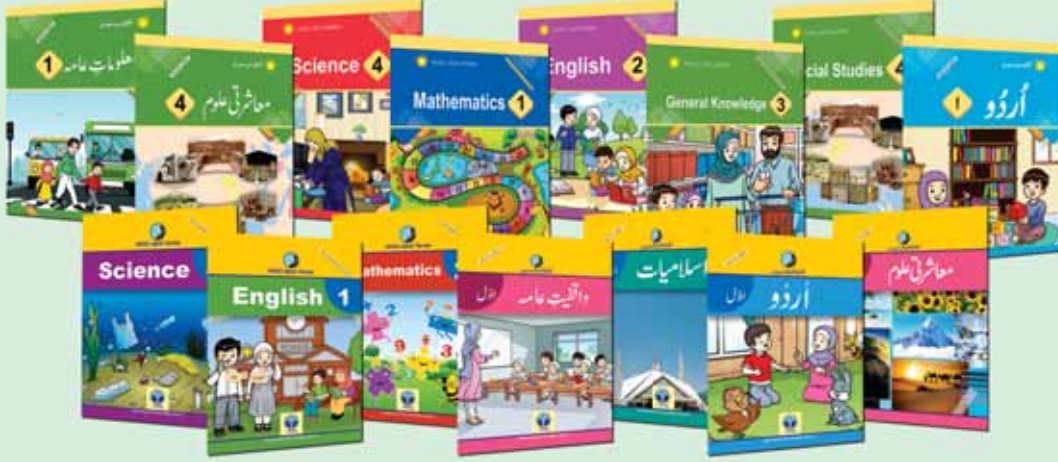
### 1.2 SUN Series and Iqbal Series (Grades 1–5)

Sun Series and Iqbal Series have been developed with an exciting theme based approach to broaden the horizon of a child at two different levels on base of Single National Curriculum (SNC). At the same time, it is very important from early childhood to inculcate the positive attitudes and practice of religious values to make the child a useful member of family and society, a good human being, a good Muslim and, of course, a good individual.

# Visuals of SNC Sun Series and Iqbal Series

## AFAQ Textbooks

AFAQ textbooks series are completely aligned with the objectives of the Single National Curriculum. Levels of Bloom's Taxonomy have been kept in mind while developing the content and activities. The child has many opportunities to develop and progress from the lower-order thinking skills (LOTS) to the higher-order thinking skills (HOTS).



## English



### About the Unit

Student learning outcomes are given at the start of each unit that represent what to learn in the unit. Brainstorming activities are given before starting a new lesson. Each unit is divided into four main and eight sub-sections.

### Listening and Speaking

This section aims to enable students to share ideas, acquire new concepts, learn new words, organize old ones, create stories and communicate in the real world.

## اسلامیات



### مثنیٰ کی مؤثر تفہیم

تصویرات کی مؤثر تفہیم اور طلبہ کی دلچسپی کے پیش نظر سیریز میں دیدہ زیب رنگوں کا استعمال کیا گیا ہے۔ بچوں کی ذہنی سطح کے مطابق سادہ، عام فہم اور معیاری مثنیٰ پیش کیا گیا ہے۔

### جدید طریقہ ہائے تدریس کا استعمال

جدید دور اور عصر حاضر کے چیلنجز کو سامنے رکھتے ہوئے روایتی طریقہ ہائے تدریس سے ہٹ کر جدید طریقہ ہائے تدریس کے ذریعے سے تصورات کے آسان فہم کی کوشش کی گئی ہے۔

## 2 Training

For the 2021-2022 period, AFAQ developed comprehensive training programs aimed at enhancing the skills of teachers and school management. These programs ranged from one-day certification courses to 15-day sessions and diploma programs. AFAQ's training services were highly regarded in both the private and public sectors, with a notable training agreement signed between the different Government sector and AFAQ, marking significant recognition in the public sector.



AFAQ provided its training services directly to schools. The AFAQ Training team, consisting of highly committed, vastly experienced, and well-trained Teacher Educators, was dedicated to improving teaching standards through effective training programs. The AFAQ Training Division also enlisted notable and well-reputed educationists and resource personnel to bring their expertise to the Teacher Training Program. During this year, the AFAQ Training Division successfully trained more than 15,214 teachers and 2,115 principals in 2,039 schools nationwide.



## 2.1 Principal Convention (Mini PC)

The main objective of Principal Convention (PC) is to provide latest management and administrative techniques to the principals and management staff of schools nationwide. The PCs conducted over the year have equipped the principals and management staff with the much needed tools and techniques to run their institutions more productively with highest standards of quality. The PCs conducted in the year 2021-2022 are detailed hereunder:

Zone	2021-22	Participants	Zone	2021-22	Participants
Abbottabad	1	15	Mardan	2	55
Attock	2	46	Mirpur	2	70
Bahawalpur	2	70	Multan	3	120
Buner and Shangla	1	60	Muzaffarabad North	2	95
Chitral	1	26	Muzaffarabad South	1	33
D.I.Khan	1	64	Okara	2	70
Faisalabad and Chiniot	2	70	Peshawar	2	90
Gilgit	1	25	Poonch	1	40
Gujranwala	1	40	Quetta	2	60
Gujrat	1	54	Rawalpindi	3	95
Hyderabad	1	45	Sahiwal	1	47
Islamabad	1	76	Sargodha North	2	55
Karachi Central & West	1	36	Sargodha South	1	30
Karachi South	1	40	Sialkot	1	40
Lahore North	1	35	Sindh	1	35
Lahore South	1	45	Sukkur - I	1	40
Malakand	1	30	Swat	1	35
<b>Total 2021-22</b>		<b>48</b>	<b>Total Participants</b>		<b>1787</b>

## 2.2 Principal Convention (Mini PC)

AFAQ Training Division also conducts 1-day to 3-day training workshops in session-based training models. There are 120+ training topics to be selected from. Principals and teachers participate in these courses to improve their skills and learn the latest tools and techniques being used in the field. The Certificate Courses conducted in the year 2021-2022 are detailed hereunder:

Fiscal Year	No. of Training Conducted	No. of Topics Taught	No. of Sessions	No. of Sessions		No. of School
				Principals	Teachers	
2021-22	1154	97	1362	2115	15214	2039

## 2.3

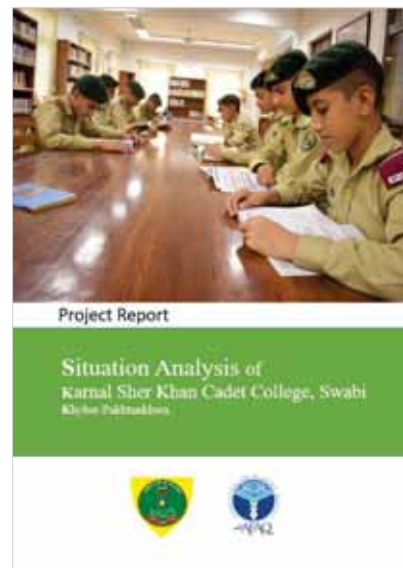
# Training Projects Description 2021-22

### Training Projects of Year 2021-22:

#### Major Projects:

#### **Project 1 = Situation Analysis of Karnal Sher Khan Cadet College, Swabi Khyber-Pakhtunkhwa.**

**(1) Objective:** The main objective of the College is to prepare Cadets for Secondary and Intermediate Examinations conducted by Board of Intermediate and Secondary Education, Mardan. In addition to this, we aim at providing quality education coupled with Islamic ideology, traditions and culture to mold the young generation into true Muslims, patriotic citizens and effective leaders in all walks of life to shoulder the responsibilities with courage, credibility and confidence. Physical Training is also a compulsory part of the routine followed in the College to make the Cadets physically fit and to prepare them for induction in Pakistan's armed forces. However, they are free to pursue any field of study and take up any career after the completion of their studies in the College.



**(2) Targeted Beneficiaries:** Teachers and Students.

**(3) Area of implementation:** Students

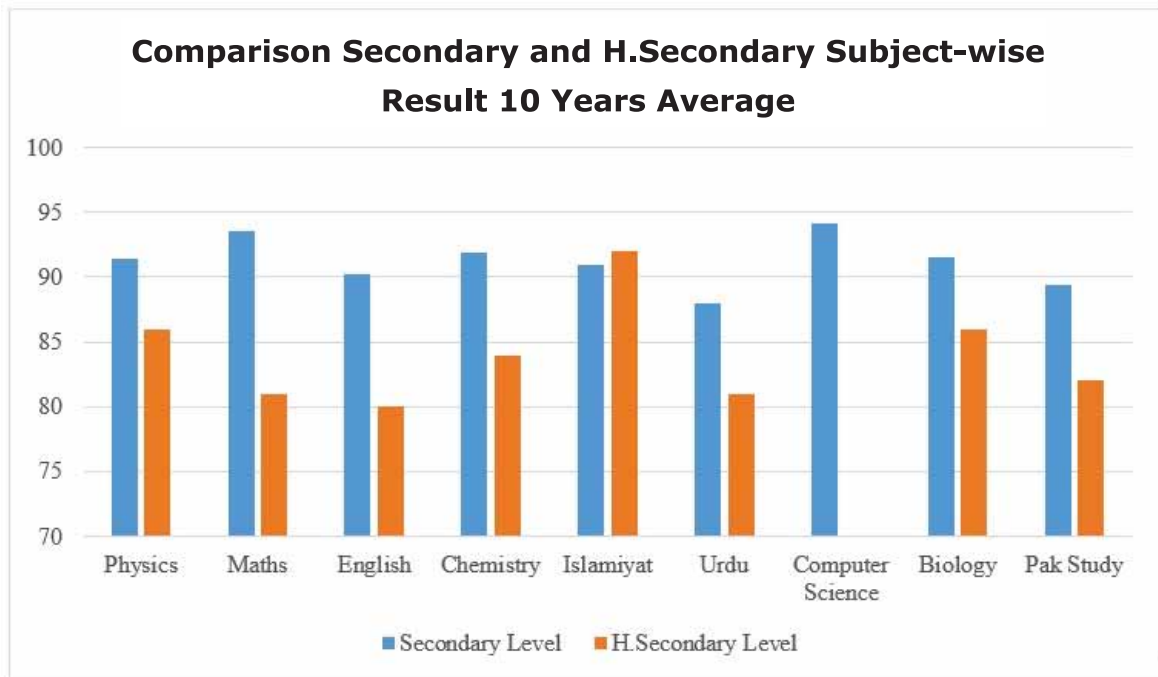
**(4) Project Donor:** Karnal Sher Khan Cadet College, Swabi Khyber-Pakhtunkhwa.

**(5) Project Timeline:** 2 Days program

**(6) Description of major activities of the Project:** A 2-day training program was arranged. At the end of each session, the participants were asked to fill up the evaluation forms especially designed to evaluate training's usefulness and relevance to their job. The participants' response to different questions shows that the courses were quite helpful for their learning.

## 2.4 Project Graphical Report

English, Urdu, Maths and Pak Studies come at bottom respectively when average result of all subjects analyzed over the period of 10 years at higher secondary level  
Comparison Secondary and Higher Secondary Level Result



## 3 Leaders' Club

AFAQ Leaders' Club provides an opportunity to students to learn life skills by engaging in activities such as, sports, debates, arts competitions, science competitions, camping and training workshops in schools and outside the schools.

### 3.1 AFAQ Leaders Club

Launched in 2009, aimed at character education for children and youth to make them future leaders.

### 3.2 Summary of 2021-22 Activities and Achievements

- **Total Activities Conducted:** 5 major events and competitions
- **Total Participants Engaged:** Over 1,300 students
- **Participant Demographics:**
  - **Cities Represented:** Participants from over 108 cities
- **Impact:**
  - **Competitions and Courses:** Enhanced leadership skills and character development through various competitions and a 15-day online course.
  - **Collaborations:** Successful partnerships with Boys Scout Association and Adventure Foundation Pakistan.
  - **Broad Reach:** Engaged a diverse group of students from schools, colleges, and universities across Pakistan.
  - **Positive Feedback:** High levels of participant satisfaction and improved skills through participation.

### 3.3 Summary of 2021-22

- 5 major events and competitions
- Over 1300 students **Participants Engaged**
- Participants from over 108 Cities





## 3.4 World Scout Day 2021-22

- **Collaboration with** Boys Scout Association
- 100+ participants



## 3.5 Pakistan Day Celebrations 2021-22

- Speech Competition.
- 16 participants
- 16 schools



## 3.6 Meaningful Ramadan Celebrations 2021-22

- **Competitions:** Online Azan, Qirat, and Art competitions.
- 1000+ entries
- 108 cities.
- 140 winners



### 3.7

## Online Ramadan Quranic Course 2021-22

- Online Course
- **Topic: Leadership: A Quranic Perspective**
- 15 days
- 112 participants
- 42 Cities

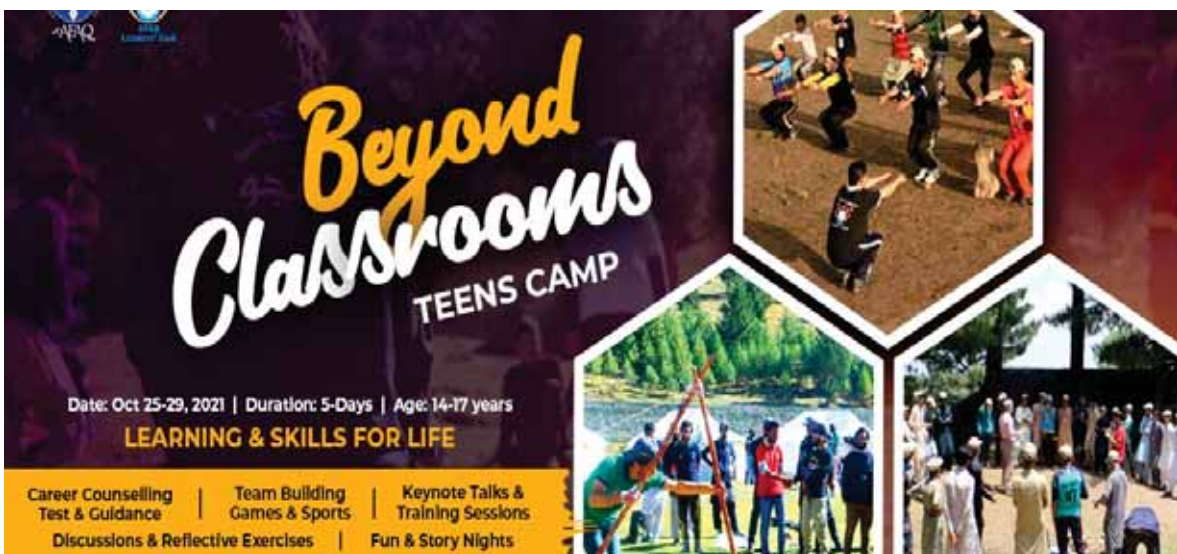


### 3.8

## Beyond Classrooms - Teens Camp 2021-22

### Beyond Classrooms - Teens Camp

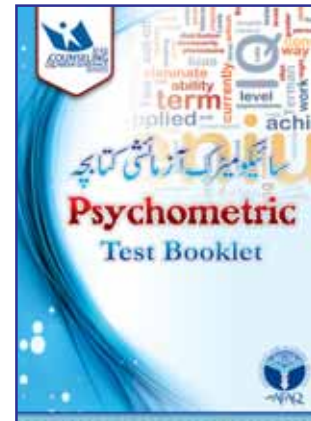
- Collaboration: Adventure Foundation Pakistan.
- Duration: 5 days.
- Participants: 34 participants from 14 cities



# 4

## Counseling & Career Guidance

Career counseling is a scientific and systematic process which helps students to discover their personality traits, intelligence, capabilities and interests. Career counseling ensures that a student chooses the career that suit them best, a career that is the beginning of a bright future for them and an assurance to their success in practical life.



### 4.1

## Five-Stage Solution To Your Career Planning and Growth

### Self-Exploration

In the first stage, students are given intelligence tests to evaluate their personality, intelligence and interests. A comprehensive report prepared on the basis of these tests identifies the strengths and weaknesses in the personality of an individual and suggests ways of improvement. This report also proposes careers compatible with the intelligence and personality of an individual.

### Career - Exploration

In the second stage, students are provided with detailed knowledge of careers all over the world, especially in Pakistan so that they could make the best possible decision about their future.

### Career Planning and Decision Making

In the third stage, students are trained to choose a career that is ideally suited to their personality and capabilities, and then make a detailed plan to pursue that career.

### Search for an Educational Institute and Job

Students are briefed about degrees and courses being offered by leading educational institutes, and taught various job-acquiring skills.

### Training Sessions

These sessions aim at personal grooming of students and improving their skills.

## 4.2

# AFAQ Counseling and Career Guidance, An Assurance to Your Bright Future!

Students often find it difficult to select the disciplines and careers that match their personality, intelligence and interests. AFAQ Counseling and Career Guidance Department has designed a comprehensive and up-to-date program that caters for this basic educational and economic needs of the youth. Prepared by top class professionals, AFAQ Counseling and Career Guidance assures an individual of success in life and lays the foundation of a bright and prosperous Pakistan.

CCG Services

CCG Psychometric Tests (Latest Version) (Personality, EI, Verbal & Non-verbal, Career Inventory, Core Values)

## 4.3

# Who Does It Benefit?

### Students

- Students are provided with clear guidance on careers that best suit their personality, intelligence and interests.
- It makes the students aware of their own self, thus enabling them to make best use of their capabilities.
- As uncertainty over the choice of a career ends, students achieve the peace of mind and march toward economic stability.

### Parents and Teachers

- Parents can now sigh with relief because AFAQ Counseling and Career Guidance is extremely useful for selecting the most appropriate disciplines and careers for their children.
- Once students have made the right choices about their careers, teachers feel their job is already half done.

### Schools

- Top-performing students lead to image-building of their schools.
- AFAQ Counseling and Career Guidance produces best results in school and board examinations. It also leads to a drastic reduction in the number of failed students.
- It helps a lot in achieving educational targets of schools and improving their overall performance.

### Society

- There is a sharp decline in unemployment with an increase in the skilled and competent workforce.
- A psychologically sound, financially stable and socially healthy society is the outcome of AFAQ Counseling and Career Guidance.

### Salient Features

- Comprehensive training programs for personal grooming
- Complete confidentiality for all psychological tests and reports



# 5

## Encyclopedia Program

The AFAQ Encyclopedia offers unique information on various topics. It presents exciting new information and learning activities for children from 7-13 years of age. This encyclopedia instills a look-it-up habit and captures the imagination of young children with engaging photography, artwork, and information on the topics they love. With articles by scholars from around the world, this set takes an interdisciplinary look at the institutions and practices of societies throughout history. Articles are geared to various subjects and are organized into four topics per month: personalities, countries, inventions and animals.

- AFAQ Encyclopedia is the perfect tool for homework assignments, building research skills, and making learning fun for children. This encyclopedia is first of its kind. This new encyclopedia presents the social, cultural and political history of the world from antiquity to the present day. AFAQ Encyclopedia is the first to document and interpret every work, major and minor, that has played a role in the history of the world. It is by no means a routine mechanical exercise in fact-finding. The creative element is especially focused on while writing this encyclopedia.

### 5.1

## Five-Stage Solution To Your Career Planning and Growth

### Animals

This topic not only provides an introduction to and interesting habits of animals but also provides information on how we can learn from them.

### Islamic Countries

This topic not only covers introduction and history of the Muslim countries but also reflects their positive values and traditions.

### Inventions

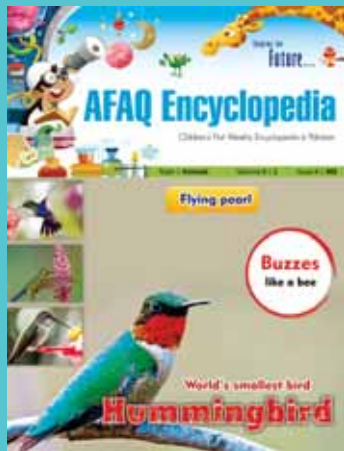
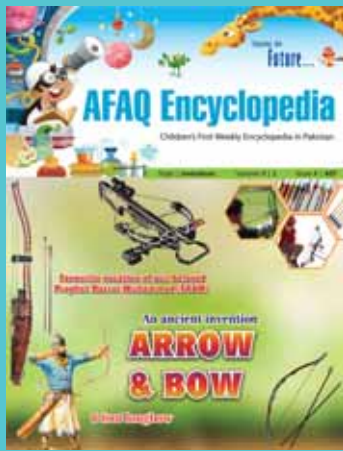
This topic throws light on all types of inventions in a novel and captivating style. It also describes the role of ancient inventions in modern scientific advancement.

### Personalities

This topic describes the life of those persons who left eternal imprints on the Muslim nation with their unmatched knowledge and glorious personalities.



# Visuals of AFAQ Encyclopedia



**ASSOCIATION FOR ACADEMIC  
QUALITY**

**Financial Statements**

For the year ended  
JUNE 30, 2022

**INDEPENDENT AUDITOR'S REPORT**

**To the members of "Association for Academic Quality"  
Report on the Audit of the Financial Statements**

**Opinion**

We have audited the annexed financial statements of **Association for Academic Quality**, which comprise the statement of financial position as at June 30, 2022, and the statement of income and expenditure, statement of comprehensive income, the statement of changes in fund, the statement of cash flows for the period then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and we state that we have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purposes of the audit.

In our opinion and to the best of our information and according to the explanations given to us, the statement of financial position, statement of income and expenditure, statement of comprehensive income, the statement of changes in funds and the statement of cash flows together with the notes forming part thereof conform with the accounting and reporting standards as applicable in Pakistan and give the information required by the Companies Act, 2017 (XIX of 2017), in the manner so required and respectively give a true and fair view of the state of the Company's affairs as at June 30, 2022 and of the surplus, total comprehensive income, the changes in funds and its cash flows for the period then ended.

**Basis for Opinion**

We conducted our audit in accordance with International Standards on Auditing (ISAs) as applicable in Pakistan. Our responsibilities under those standards are further described in the *Auditor's Responsibilities for the Audit of the Financial Statements* section of our report. We are independent of the Company in accordance with the International Ethics Standards Board for Accountants' *Code of Ethics for Professional Accountants* as adopted by the Institute of Chartered Accountants of Pakistan ("the Code") and we have fulfilled our other ethical responsibilities in accordance with the Code. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Information other than the Financial Statements and Auditors' Report thereon**

Management is responsible for the other information. The other information comprises Director's report but does not include the financial statements and our report thereon.

Our opinion on the financial statements does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial statement, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit or otherwise appears to be materially misstated. If, based on the work we have performed, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

**Responsibilities of Management and Board of Directors for the Financial Statements**

Management is responsible for the preparation and fair presentation of the financial statements in accordance with the accounting and reporting standards as applicable in Pakistan and the requirements of Companies Act, 2017(XIX of 2017) and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

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Gujrat Office: Upper Floor Shehroz Plaza, Near S.A fans Area Estate, Main Grand Trunk Rd, Small Industrial Area, Gujrat

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A Strategic Alliance  
New York - Mexico



# MALIK HAROON SHAHID SAFDER & CO.

Chartered Accountants



In preparing the financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless management either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

Board of directors are responsible for overseeing the Company's financial reporting process.

## Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs as applicable in Pakistan will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with ISAs as applicable in Pakistan, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management.
- Conclude on the appropriateness of management's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the board of directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.



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New York Mexico

# MALIK HAROON SHAHID SAFDER & CO.

Chartered Accountants

An Independent Member of



## Report on Other Legal and Regulatory Requirements

Based on our audit, we further report that in our opinion:

- proper books of account have been kept by the Company as required by the Companies Act, 2017 (XIX of 2017);
- the statement of financial position, the statement of profit or loss, statements of comprehensive income, the statement of changes in fund and the statement of cash flows together with the notes thereon have been drawn up in conformity with the Companies Act, 2017 (XIX of 2017) and are in agreement with the books of account and returns;
- investments made, expenditure incurred and guarantees extended during the period were for the purpose of the Company's business; and
- no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980).

## Other Matter Paragraph

The financial statements of **Association for Academic Quality** for the year ended June 30, 2021, were audited by another auditor who expressed an unmodified opinion on those statements on December 03, 2021.

The engagement partner on the audit resulting in this independent auditor's report is **Malik Haroon Ahmad, FCA**.

*Malik Haroon Shahid Safdar SC*  
**Malik Haroon Shahid Safdar & Co**  
Chartered Accountants



**Place:** Lahore  
**Date:** September 28, 2022

**UDIN:** AR202210206xTvsPUwoy

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**ASSOCIATION FOR ACADEMIC QUALITY**  
**(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)**  
**STATEMENT OF FINANCIAL POSITION**  
**AS AT 30 JUNE 2022**

	Note	2022 Rupees	2021 Rupees
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	6	199,745,133	213,099,561
Intangible assets	7	-	2,356,023
Long term deposits	8	14,018,942	13,178,016
		213,764,075	228,633,600
<b>CURRENT ASSETS</b>			
Stock in trade	9	400,758,923	437,649,755
Right of return assets		42,765,535	34,252,876
Trade debts	10	277,152,029	183,008,840
Short term advances	11	74,710,321	47,856,556
Current portion of long term deposits		2,756,075	3,212,500
Trade deposits and short term prepayments	12	3,008,530	385,987
Profit accrued		2,332,081	13,797
Tax refunds due from Government	13	8,999,508	8,939,508
Cash and bank	14	161,193,969	64,656,271
		973,676,972	780,036,090
<b>TOTAL ASSETS</b>		<b>1,187,441,048</b>	<b>1,008,669,690</b>
<b>FUND AND LIABILITIES</b>			
<b>FUND AND RESERVE</b>			
General fund		22,845,926	22,845,926
Accumulated fund		574,218,855	278,156,143
		597,064,781	301,002,069
<b>NON-CURRENT LIABILITIES</b>			
Deferred liability - gratuity	15	123,843	123,843
Advances from employees against vehicles	16	24,423,460	23,155,994
Lease liabilities	17	99,859,114	108,911,204
		124,406,417	132,191,041
<b>CURRENT LIABILITIES</b>			
Trade creditors, accrued and other liabilities	18	242,196,243	362,598,153
Contract liabilities	19	69,040,436	75,359,192
Refund liability	20	114,054,748	95,209,339
Current portion of lease liabilities	17	40,678,423	42,309,896
		465,969,850	575,476,580
<b>CONTINGENCIES &amp; COMMITMENTS</b>			
	21		
<b>TOTAL FUND AND LIABILITIES</b>		<b>1,187,441,048</b>	<b>1,008,669,690</b>

The annexed notes from I to 36 form an integral part of these financial statements.

  
**CHIEF EXECUTIVE OFFICER**

  
**DIRECTOR**

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
STATEMENT OF INCOME AND EXPENDITURE  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
Revenue from contracts with customers - net	22	2,198,800,617	1,048,223,226
Other income	23	42,598,086	12,624,240
		<u>2,241,398,704</u>	<u>1,060,847,466</u>
Direct cost	24	1,329,786,760	672,533,656
Administrative and general expenses	25	185,452,817	157,034,917
Marketing and distribution expenses	26	366,970,310	399,125,980
Finance cost	27	63,126,105	74,110,271
		<u>1,945,335,992</u>	<u>1,302,804,824</u>
Surplus/ (Deficit) of income over expenditure before taxation		<u>296,062,712</u>	<u>(241,957,358)</u>
Taxation	28	-	-
Surplus/ (Deficit) of income over expenditure after taxation		<u>296,062,712</u>	<u>(241,957,358)</u>

The annexed notes from 1 to 36 form an integral part of these financial statements.

*MAHES & CO*

*Sh. H. J. Jagan*

CHIEF EXECUTIVE OFFICER

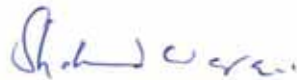
*[Signature]*

DIRECTOR

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
STATEMENT OF COMPREHENSIVE INCOME  
FOR THE YEAR ENDING JUNE 30, 2022

	<u>2022</u> Rupees	<u>2021</u> Rupees
Surplus/ (Deficit) of income over expenditure after taxation	296,062,712	(241,957,358)
<b>Other comprehensive income:</b>		
<i>Items to be reclassified to statement of income or expenditure in subsequent periods</i>	-	-
<i>Items not to be reclassified to statement of income or expenditure in subsequent periods:</i>	-	-
<b>Total comprehensive income/ (loss) for the year</b>	<u>296,062,712</u>	<u>(241,957,358)</u>

The annexed notes from 1 to 36 form an integral part of these financial statements.



CHIEF EXECUTIVE OFFICER



DIRECTOR

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
STATEMENT OF CHANGES IN FUND  
FOR THE YEAR ENDING JUNE 30, 2022

	General fund	Accumulated fund	Total
	------(Rupees)-----		
Balance as at 01 July 2020	22,845,926	520,113,501	542,959,427
Total comprehensive loss for the year	-	(241,957,358)	(241,957,358)
<b>Balance as at 30 June 2021</b>	<b>22,845,926</b>	<b>278,156,143</b>	<b>301,002,069</b>
Total comprehensive income for the year	-	296,062,712	296,062,712
<b>Balance as at 30 June 2022</b>	<b>22,845,926</b>	<b>574,218,855</b>	<b>597,064,781</b>

The annexed notes from 1 to 36 form an integral part of these financial statements.

  
CHIEF EXECUTIVE OFFICER

  
DIRECTOR

## ASSOCIATION FOR ACADEMIC QUALITY

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
STATEMENT OF CASH FLOWS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
<b>CASH FLOW FROM OPERATING ACTIVITIES</b>			
Surplus/ (Deficit) of income over expenditure before taxation		296,062,712	(241,957,358)
<b>Adjustment of non cash items:</b>			
Depreciation - owned assets	6	9,402,511	10,257,124
Depreciation - right of use assets	6	45,851,947	54,390,715
Amortization	7	-	18,471,552
Property, plant & equipment written off		189,878	-
Impairment	7	2,356,023	32,047,290
Finance costs	27	63,126,105	74,110,271
Allowance for expected credit loss	25	-	17,625,311
Net realisable value adjustment	9.1	-	40,322,085
Lease adjustments- ROU	23	31,866,549	(3,328,229)
Lease adjustments- LL		(10,164,046)	-
Gain on disposal of Lease		-	-
COVID-19 related rent concessions	23	-	(5,764,255)
Reversal of Impairment loss	23	(24,379,986)	-
Profit on investment	23	(3,281,564)	(704,310)
Cash used before working capital changes		411,030,130	(4,549,804)
<b>(Increase) / decrease in current assets:</b>			
Stock in trade		36,890,832	(109,115,114)
Right of return assets		(8,512,659)	201,350
Trade debts		(94,143,189)	164,353,361
Short term advances		(26,853,765)	15,281,417
Trade deposits and short term prepayments		(2,622,543)	4,067,982
<b>Increase / (decrease) in current liabilities:</b>			
Trade and other payables		(120,401,910)	(41,429,003)
Contract liabilities		(6,318,756)	34,538,723
Refund liability		18,845,409	25,600,025
		(203,116,582)	93,498,741
<b>Cash generated from operations</b>		<b>207,913,548</b>	<b>88,948,937</b>
Profit received		963,280	728,198
Finance costs		(42,742,948)	(47,603,121)
Advances received from employees against vehicles		1,267,466	4,185,418
		(40,512,202)	(42,689,505)
<b>Net cash generated from operating activities</b>		<b>167,401,346</b>	<b>46,259,432</b>
<b>CASH FLOW FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment	6	(10,223,360)	(3,598,925)
Long term deposits		(384,501)	1,958,483
Net cash used in investing activities		(10,607,861)	(1,640,442)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Lease rentals paid	17	(60,255,786)	(59,719,759)
Net cash used in investing activities		(60,255,786)	(59,719,759)
<b>NET INCREASE IN CASH AND CASH EQUIVALENTS</b>			
Cash and cash equivalents at the beginning of the year		96,837,699	(15,100,769)
		64,656,271	79,757,040
	14	161,193,970	64,656,271
<b>CASH AND CASH EQUIVALENTS AT END OF YEAR</b>			

The annexed notes from 1 to 36 form an integral part of these financial statements

  
CHIEF EXECUTIVE OFFICER

  
DIRECTOR

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

**1 LEGAL STATUS AND ITS OPERATIONS**

**1.1** The Association for Academic Quality (AFAQ) (hereinafter the Company) is a public company limited by guarantee and not having share capital and is incorporated in Pakistan under the provisions of the repealed Companies Ordinance, 1984 (repealed with the enactment of the Companies Act, 2017) on 6th February, 2006 while it started its operations with effect from 1st April, 2006. The Company has obtained license under section 42 of the Ordinance. The principal activity of the Company is development of syllabus content, sale of books and conducting teacher training sessions nationwide to improve standards of teaching. The registered office of the Company is located at 18-A Johar Town Lahore.

Its principal activities are promoting high quality education in Pakistan and printing of informative school text books in accordance with the rules and regulations of the "National curriculum" and to provide training to the teachers all over Pakistan.

The Company has different business units located in different cities of Pakistan. Location of all business units is given below:

<b>Business Units</b>	<b>Location and Address</b>
Head Office	18-A, Johar Town Lahore
Lahore Canal View Office	House # 626 Block D Canal View Housing Society Multan Road Lahore
Karachi Sales Office	L-1-C,Block 21 Federal B Industrial Area
Lahore Sales Office	Opp Shell Petrol Pump Corporation Chowk Out Fall Road Lahore
Quetta Regional Office	Banglow-3 Bilal Residency near Saleem Complex Quetta
Sukkur Regional Office	B-351 mezzanine Floor, Younis apartment tek chandStreet Frere Road Sukkhar
Gujranwala Regional Office	Sukh Chain Villas Kashmir Road, House #1, First Floor Gujranwala
Abbottabad Regional Office	Lalazar Colony Mohalla Umer Farooq Supply Abbottabad
Malakand Regional Office	Opp Timber Mkt Bilal Town Amirabad Chakdara Dist. Dir Lower
Karachi Regional Office South & East	Plot # E9 Block 10 Gulshan e Iqbal NIPA Churangi Karachi
Karachi Malir Office	House #RS-11, Green Park City Near Abbot Company Quaidabad Karachi.
Bahawalpur regional Office	6 C Trust Colony near Jamia Masjid Bahawalpur
Islamabad Regional Office	Ajamari Manzil II IJP Road IJP Stadium Road Junction Islamabad
Peshawar Regional Office	25 / F-A Khushal Khan Khattak Road University Town Peshawar
Swat Zonal Office	First Floor Sultan Tower Makan Bagh Mingora Swat
Multan Regional Office	St # 1 near Toyota Show Room Bosen Road Bypass Chowk Multan
Gilgit Regional Office	Near Radio Pakistan Zulfiqar Abad Pressing House Jutial Gilgit
D-I-Khan Office	WENSAM Housing Scheme, Multan Road Dera Ismail Khan
Gujrat Office	Opposite KFC, Near the Siprit School, Abdullah Campus, GT Road, Tehsil Kharian, District Gujrat



**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

Sialkot Office	House # 136, Aurangzeb Road, Mohallah Model Town, Sialkot
Faisalabad Regional Office	718-C Batala Colony near Shehryar Hotel Gates Chowk Satyana Road Faisalabad.
Sahiwal office	183-A Officers Colony Farid Town Sahiwal.
Hyderabad regional office	Bungalow # A-1/B First Floor Block E opp To Mohammedi Hospital Along with Smart College Bhatti Hospital Chowk Unit
Hyderabad Sale office	Bungalow # E/87-B Ground Floor Bloc E Unit #6 Latifabad Hyderabad
AFAQ Book Shop Lahore	110 Chatterjee Road Faqir Plaza Shop # 32 Ground Floor Urdu Bazar Lahore.
Sargodha Office	Office # F-1 Frst Floor Qureshi Arcade, Main Khushab Road Sargodha.
Muzaffarabad Office	AFAQ Office Near PSC Jalalabad.
Mardan Office	Errum Colony near Haq St Nowshera Road, Mardan.
Skardu Office	Hassan Colony Pine near by Grid Station, Clifton Pull Sardu.

**2 STATEMENT OF COMPLIANCE**

These financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan. The accounting and reporting standards applicable in Pakistan comprise of:

- International Financial Reporting Standards (IFRS Standards) issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and
- Accounting standard for Not for Profit Organizations (Accounting standards for NPOs) issued by Institute of Chartered Accountants of Pakistan (ICAP) as notified under the provisions of the Companies Act, 2017;
- Islamic financial accounting standard IFAS 2 (Accounting standards for ijarah) issued by Institute of Chartered Accountants of Pakistan (ICAP) under S.R.O; and
- Provisions of and directives issued under the Companies Act, 2017  
Where provisions of and directives issued under the Companies Act, 2017 differ from the IFRS or the Accounting Standard for NPOs, the provisions of and directives issued under the Companies Act, 2017 have been followed.

**3 CHANGES IN ACCOUNTING STANDARDS, INTERPRETATIONS AND PRONOUNCEMENT**

**3.1 Standards, amendments and interpretations to existing standards that are not yet effective and have not been early adopted by the Company:**

		<b>Effective date (annual reporting periods beginning on or after</b>
IAS 1	Amendments to 'IAS 1 and IFRS Practice Statement 2' Disclosure of Accounting Policies	01-Jan-23
	Amendments to IAS 1 'Presentation of Financial Statements' Classification of Liabilities as Current or Non-current	01-Jan-23
IAS 8	Accounting policies, changes in accounting estimates and errors (Amendments)	01-Jan-23
IAS 12	Income Taxes (Amendments)	01-Jan-23
IAS 16	Property, Plant and Equipment (Amendments)	01-Jan-22
IAS 37	Provisions, Contingent Liabilities and Contingent Assets (Amendments)	01-Jan-22
IFRS 3	Business Combinations (Amendments)	01-Jan-22
IAS 41, IFRS 1, 9 and 16) (Amendments)	Annual improvements to IFRS Standards 2018 - 2020	01-Jan-22

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

**3.2** The above standards, amendments to approved accounting standards and interpretations are not likely to have any material impact on the Company's financial statements.

Other than the aforesaid standards, interpretations and amendments, IASB has also issued the following standards and interpretation, which have not been notified locally or declared exempt by the SECP as at June 30, 2022:

- IFRS 1 (First Time Adoption of International Financial Reporting Standards)
- IFRS 17 (Insurance Contracts)
- IFRIC 12 (Service concession arrangements)

**4 BASIS OF PREPARATION**

**4.1 Basis of measurement**

These financial statements have been prepared under the historical cost convention, except as otherwise stated in the respective policies and notes given hereunder.

**4.2 Functional and presentation currency**

These financial statements are presented in Pak Rupee, which is the Company's functional currency. Figures have been rounded off to the nearest Pak Rupee, unless otherwise stated.

**4.3 Significant accounting judgments, estimates and assumptions**

The preparation of financial statements in conformity with the approved accounting standards requires the use of certain critical accounting estimates. It also requires the management to exercise its judgment in the process of applying the Company's accounting policies. Estimates and judgments are continually evaluated and are based on historical experience, including expectation of future events that are believed to be reasonable under the circumstances, the result of which form the basis of making the judgments about carrying values of assets and liabilities that are not readily apparent from other sources. Actual results may differ from these estimates.

The estimates and underlying assumptions are reviewed on an ongoing basis. Revision to accounting estimates are recognized in the period in which the estimates are revised if the revision affects only that period, or in the period of revision and future periods if the revision affects both current and future periods.

**5 SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES AND ESTIMATES**

**5.1 Property, plant and equipment**

**5.1.1 Owned Assets**

Property and equipment are stated at cost less accumulated depreciation and accumulated impairment loss, if any, except for freehold land which is stated at cost.

Depreciation on owned property and equipment is charged on reducing balance method at the rates stated in Note 6. Depreciation on additions to property and equipment is charged from the month in which an asset is acquired or capitalized and no depreciation is charged in the month of disposal.

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

An item of property and equipment is derecognized upon disposal or when no future economic benefits are expected from its use or disposal. Any gain or loss arising on derecognition of the asset (calculated as the difference between the net disposal proceeds and carrying amount of the asset) is included in the income and expenditure account in the year the asset is derecognized.

The Company reviews the useful lives of property and equipment on regular basis. Any change in estimates in future years might affect the carrying amounts of the respective items of property and equipment with a corresponding effect on the depreciation charge and impairment.

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

**5.1.2 Right-of-use assets**

The Company recognizes right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognized, initial direct costs incurred, and lease payments made at or before the commencement date less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease term and the estimated useful lives of the assets.

If ownership of the leased asset transfers to the Company at the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset.

**5.2 Intangible assets**

An intangible asset is recognized if it is probable that future economic benefits that are attributable to the asset will flow to the company and that the cost of such an asset can also be measured reliably. Intangible assets are stated at cost less accumulated amortization and any identified impairment loss.

Amortization is charged to income on the straight line basis so as to write off the cost of an asset over its estimated useful life. Amortization on additions is charged from the month in which an asset is acquired or capitalized while no amortization is charged for the month in which the asset is disposed off. Amortization is being charged as specified in note 7.

The Company assesses at each reporting date whether there is any indication that intangible assets may be impaired. If such indication exists, the carrying amount of such assets are reviewed to assess whether they are recorded in excess of their recoverable amount.

Where carrying values exceed the respective recoverable amount, assets are written down to their recoverable amounts and the resulting impairment is recognized in income. The recoverable amount is the higher of an asset's fair value less cost 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.

**5.3 Leases**

The Company assesses at contract inception whether a contract is, or contains, a lease that is, if the contract conveys the right to control the use of an identified asset for a period of time in exchange for consideration.

***Company as lessee***

The Company applies a single recognition and measurement approach for all leases, except for short-term leases and leases of low-value assets. The Company recognizes lease liabilities to make lease payments and right-of-use assets representing the right to use the underlying assets.

**5.3.1 Right-of-use assets**

The Company recognizes right-of-use assets at the commencement date of the lease (i.e., the date the underlying asset is available for use). Right-of-use assets are measured at cost, less any accumulated depreciation and impairment losses, and adjusted for any remeasurement of lease liabilities. The cost of right-of-use assets includes the amount of lease liabilities recognized, initial direct costs incurred, and lease payments made at or before the commencement date less any lease incentives received. Right-of-use assets are depreciated on a straight-line basis over the shorter of the lease term and the estimated useful lives of the assets.

If ownership of the leased asset transfers to the Company at the end of the lease term or the cost reflects the exercise of a purchase option, depreciation is calculated using the estimated useful life of the asset.

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

**5.3.2 Lease liabilities - rented premises**

At the commencement date of the lease, the Company recognizes lease liabilities measured at the present value of lease payments to be made over the lease term. The lease payments include fixed payments (including in-substance fixed payments) less any lease incentives receivable, variable lease payments that depend on an index or a rate, and amounts expected to be paid under residual value guarantees. The lease payments also include the exercise price of a purchase option reasonably certain to be exercised by the Company and payments of penalties for terminating the lease, if the lease term reflects the Company exercising the option to terminate. Variable lease payments that do not depend on an index or a rate are recognized as expenses (unless they are incurred to produce inventories) in the period in which the event or condition that triggers the payment occurs.

In calculating the present value of lease payments, the Company uses its incremental borrowing rate at the lease commencement date where the interest rate implicit in the lease is not readily determinable. After the commencement date, the amount of lease liabilities is increased to reflect the accretion of interest and reduced for the lease payments made. In addition, the carrying amount of lease liabilities is remeasured if there is a modification, a change in the lease term, a change in the lease payments (e.g., changes to future payments resulting from a change in an index or rate used to determine such lease payments) or a change in the assessment of an option to purchase the underlying asset.

**5.4 Stock in trade**

Inventories are stated at lower of cost and net realizable value. Cost comprises direct materials, and where applicable direct labor costs and those overheads that have been incurred in bringing the inventories to their present location and condition. Cost is calculated using "Weighted Average" basis. Net realizable value represents the estimated selling price less all estimated costs of completion and costs to be incurred in marketing, selling and distribution.

**5.5 Trade and other receivables**

A receivable is recognized if an amount of consideration that is unconditional is due from the customer (i.e., only the passage of time is required before payment of the consideration is due).

**5.6 Employee benefits**

**Defined benefit plan**

The Company operated unfunded gratuity scheme for all its permanent employees who have completed the minimum qualifying period of service as defined under the respective scheme. Provisions were made annually to cover the obligations under the schemes on the basis of internal assessment of the management based on the assumptions that such benefits were payable to all employees at the end of financial year. The Company discontinued the scheme with effect from 1 July 2015 and the benefits of gratuity shall be paid only to those employees who were eligible at discontinuation date.

**Defined contribution plan**

The Company operates a recognized provident fund for all its regular employees. Equal monthly contributions are made to the fund both by the Company and the employees at the rate of 8.33% of the basic salary. Obligation for contributions to defined contribution plan is recognized as an expense in the income and expenditure account as and when incurred.

**5.7 Trade and other payables**

Liabilities for creditors and other amounts payable are carried at cost which is the fair value of the consideration to be paid in the future for the goods and / or services received, whether or not billed to the Company. Exchange gains and losses arising on translation in respect of liabilities in foreign currency are added to the carrying amount of the respective liabilities.

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

**5.8 Provisions**

Provisions are recognized in the statement of financial position when the Company has a legal or constructive obligation as a result of past event, and it is probable that outflow of economic benefits will be required to settle the obligation. However, provisions are reviewed at each reporting date and adjusted to reflect current best estimate.

**5.9 Revenue recognition**

**Satisfaction of performance obligations**

The Company is required to assess each of its contracts with customers to determine whether performance obligations are satisfied over time or at a point in time in order to determine the appropriate method for recognizing revenue. The Company has assessed that based on the contracts entered into with customers and the provisions of relevant laws and regulations, the Company recognizes revenue at point in time.

**Transfer of control in contracts with customers**

In cases where the Company determines that performance obligations are satisfied at a point in time, revenue is recognized when control over the assets is transferred to the customer or benefits of the services being provided is received and consumed by the customer.

**Sale of books:**

The Company enters into contracts for sale of books and revenue is recognized at the point in time when control of the asset is transferred to the customer (i.e. on dispatch of the books), performance obligation is met at dispatch, therefore, the revenue is recognized at the point in time when the performance obligation is satisfied.

**Rendering of services:**

Revenue from training and consultancy income is recognized when the training or consultancy is delivered, it is probable the economic benefit will flow to the company and amount of revenue can be measured reliably.

There are no performance obligations where the conditions for recognition of revenue over time are satisfied.

**Determination of transaction prices**

The Company is required to determine the transaction price in respect of each of its contracts with customers. In determining the transaction price for the sale of books, the Company considers the effects of variable consideration, the existence of significant financing components, non-cash consideration, and consideration payable to the customer (if any).

**Variable consideration**

If the consideration in a contract includes a variable amount, the Company estimates the amount of consideration to which it will be entitled in exchange for transferring the goods to the customer. Some contracts provide customers with a right of return. The rights of return give rise to variable consideration. The Company does not give volume rebates any discounts given to customers are accounted for at the time of sale.

**Right of return**

The Company gives the customers an option to return unsold products. The Company uses the expected value method to estimate the goods that will not be returned because this method best predicts the amount of variable consideration to which the Company will be entitled. The requirements in IFRS 15 on constraining estimates of variable consideration are also applied in order to determine the amount of variable consideration that can be included in the transaction price. For goods that are expected to be returned, instead of revenue, the Company recognizes a refund liability. A right of return asset (and corresponding adjustment to cost of sales) is also recognized for the right to recover products from a customer.

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

**Contract balances**

**Trade receivables**

A receivable represents the Company's right to an amount of consideration that is unconditional (i.e. only the passage of time is required before payment of the consideration is due). Refer to accounting policies of financial assets in *Financial Instruments - Initial recognition and subsequent measurement*.

**Contract liabilities**

A contract liability is the obligation to transfer goods or services to a customer for which the Company has received consideration from the customer. If a customer pays consideration before the Company transfers goods or services to the customer, a contract liability is recognized when the payment is made. Contract liabilities are recognized as revenue when the Company performs under the contract.

**Assets and liabilities arising from**

**Right of return assets**

Right of return asset represents the Company's right to recover the goods expected to be returned by customers. The asset is measured at the former carrying amount of the inventory, less any expected costs to recover the goods, including any potential decreases in the value of the returned goods. The Company updates the measurement of the asset recorded for any revisions to its expected level of returns, as well as any additional decreases in the value of the returned products.

**Refund liabilities**

A refund liability is the obligation to refund some or all of the consideration received (or receivable) from the customer and is measured at the amount the Company ultimately expects it will have to return to the customer. The Company updates its estimates of refund liabilities (and the corresponding change in the transaction price) at the end of each reporting period. Refer to above accounting policy on variable consideration.

**Other Revenue**

Profit on Investment is recognized on accrual basis. Other miscellaneous revenues and donation are recognized as and when realized or received.

**5.10 Financial instruments**

A financial instrument is any contract that gives rise to a financial asset of one entity and a financial liability or equity instrument of another entity.

**5.10.1 Financial assets**

**Financial assets - initial recognition**

Financial assets are classified, at initial recognition, and subsequently measured at amortized cost, fair value through other comprehensive income (OCI), and fair value through profit or loss.

The classification of financial assets at initial recognition depends on the financial asset's contractual cash flow characteristics and the Company's business model for managing them. With the exception of trade debts and bank balances that do not contain a significant financing component or for which the Company has applied the practical expedient, the Company initially measures a financial asset at its fair value plus, in the case of a financial asset not at fair value through profit or loss, transaction costs. Trade debts that do not contain a significant financing component or for which the Company has applied the practical expedient are measured at the transaction price determined under IFRS 15. Refer to the accounting policy in revenue recognition.

In order for a financial asset to be classified and measured at amortized cost or fair value through OCI, it needs to give rise to cash flows that are 'solely payments of principal and interest (SPPI)' on the principal amount outstanding.

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

This assessment is referred to as the SPPI test and is performed at an instrument level.

The Company's business model for managing financial assets refers to how it manages its financial assets in order to generate cash flows. The business model determines whether cash flows will result from collecting contractual cash flows, selling the financial assets, or both.

Purchases or sales of financial assets that require delivery of assets within a time frame established by regulation or convention in the market place (regular way trades) are recognized on the trade date, i.e., the date that the Company commits to purchase or sell the asset.

The Company's financial assets include long-term deposits, trade debts, advances, trade deposits, profit accrued and bank balances.

**Financial assets - subsequent measurement**

For purposes of subsequent measurement, financial assets are classified in four categories:

- a) Financial assets at fair value through profit or loss
- b) Financial assets at amortized cost (debt instruments)
- c) Financial assets designated at fair value through OCI with no recycling of cumulative gains and losses upon derecognition (equity instruments)
- d) Financial assets at fair value through OCI with recycling of cumulative gains and losses (debt instruments)

**Financial assets at amortized cost (debt instruments)**

This category is the most relevant to the Company. The Company measures financial assets at amortized cost if both of the following conditions are met:

- The financial asset is held within a business model with the objective to hold financial assets in order to collect contractual cash flows; and
- The contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding

Financial assets at amortized cost are subsequently measured using the effective interest (EIR) method and are subject to impairment. Gains and losses are recognized in statement of income and expenditure when the asset is derecognized, modified or impaired.

The Company's financial assets at amortized costs includes long-term deposits, trade debts, advances, trade deposits, profit accrued and bank balances.

The Company does not have financial assets at fair value through profit or loss or fair value through OCI.

**Financial assets - Derecognition**

A financial asset (or, where applicable a part of a financial asset or part of a Company of similar financial assets) is primarily derecognized when:

- The rights to receive cash flows from the asset have expired; or
- The Company has transferred its rights to receive cash flows from the asset or has assumed an obligation to pay the received cash flows in full without material delay to a third party under a 'pass-through' arrangement; and either (a) the Company has transferred substantially all the risks and rewards of the asset, or (b) the Company has neither transferred nor retained substantially all the risks and rewards of the asset, but has transferred control of the asset.

When the Company has transferred its rights to receive cash flows from an asset or has entered into a pass-through arrangement, it evaluates if, and to what extent, it has retained the risks and rewards of ownership. When it has neither transferred nor retained substantially all the risks and rewards of the asset nor transferred control of the asset, the asset is recognized to the extent of the Company's continuing involvement in the asset. In that case, the Company also recognizes an associated liability. The transferred asset and the associated liability are measured on a basis that reflects the rights and obligations that the Company has retained.

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

Continuing involvement that takes the form of a guarantee over the transferred asset, is measured at the lower of the original carrying amount of the asset and the maximum amount of consideration that the Company could be required to repay.

**Financial assets - Impairment**

The Company recognizes an allowance for expected credit losses ("ECL") for all debt instruments not held at fair value through profit or loss. ECLs are based on the difference between the contractual cash flows due in accordance with the contract and all the cash flows that the Company expects to receive. The shortfall is then discounted at an approximation to the asset's original effective interest rate.

ECLs are recognized in two stages. For credit exposures for which there has not been a significant increase in credit risk since initial recognition, ECLs are provided for credit losses that result from default events that are possible within the next 12-months (a 12-month ECL). For those credit exposures for which there has been a significant increase in credit risk since initial recognition, a loss allowance is required for credit losses expected over the remaining life of the exposure, irrespective of the timing of the default (a lifetime ECL). A financial asset is written off when there is no reasonable expectation of recovering the contractual cash flows.

For trade debts, the Company applies a simplified approach in calculating ECLs based on lifetime expected credit losses. The Company has established a provision matrix that is based on the Company's historical credit loss experience, adjusted for forward-looking factors specific to the debtors and the economic environment. The expected credit losses are recognized in the statement of income and expenditure.

For bank balances, the Company applies a simplified approach in calculating ECLs based on lifetime expected credit losses. The Company reviews internal and external information available for each bank balance to assess expected credit loss and the likelihood to receive the outstanding contractual amount. The expected credit losses are recognized in the statement of income and expenditure.

**5.10.2 Financial liabilities**

**Financial liabilities - initial recognition**

Financial liabilities are classified, at initial recognition, as financial liabilities at fair value through profit or loss, loans and borrowings, payables, or as derivatives designated as hedging instruments in an effective hedge, as appropriate.

All financial liabilities are recognized initially at fair value and, in the case of loans and borrowings and payables, net of directly attributable transaction costs.

The Company's financial liabilities include short term borrowings utilized under mark-up arrangements, creditors, lease liabilities, accrued and other liabilities.

**Financial liabilities - subsequent measurement**

**Loans and borrowings**

After initial recognition, interest-bearing loans and borrowings are subsequently measured at amortized cost using the Effective Interest Rate (EIR) method. Gains and losses are recognized in statement of income and expenditure when the liabilities are derecognized as well as through the EIR amortization process.

Amortized cost is calculated by taking into account any discount or premium on acquisition and fees or costs that are an integral part of the EIR. The EIR amortization is included as finance costs in the statement of income and expenditure.

This category applies to short term borrowings utilized under mark-up arrangements, creditors, lease liabilities, accrued and other liabilities.



**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

**Financial liabilities - derecognition**

A financial liability is derecognized when the obligation under the liability is discharged or cancelled or expires. When an existing financial liability is replaced by another from the same lender on substantially different terms, or the terms of an existing liability are substantially modified, such an exchange or modification is treated as a derecognition of the original liability and the recognition of a new liability, and the difference in the respective carrying amounts is recognized in the statement of income and expenditure.

**5.11 Taxation**

No provision for taxation has been charged as the Company is exempt from tax under section 100c of Income Tax Ordinance, 2001 by the relevant tax authorities.

**5.12 Foreign currency transaction**

Transactions in foreign currencies are translated into presentation currency at the rates of exchange prevailing on the date of transaction. Monetary assets and liabilities denominated in foreign currencies are translated at the rates ruling on the reporting date.

Non-monetary assets and liabilities are translated using exchange rates that existed when the values were determined. Exchange differences on foreign currency translations are included in statement of income and expenditure.

**5.13 Cash and cash equivalents**

Cash and cash equivalents comprise cash in hand and cash at banks on current and deposit accounts and other short term highly liquid instruments that are readily convertible into known amounts of cash and which are subject to insignificant risk of changes in values.

**5.14 Ijarah**

Ijarah as per IFAS 2 is classified as operating lease irrespective of whether the significant risks and rewards are retained by lessor or not. Payments made under ijarah are charged to statement of income and expenditure on a straight-line basis over the ijarah term unless another systematic basis is representative of the time pattern of the Company's benefit.

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

PARTICULARS	COST			DEPRECIATION			NET BOOK VALUE		RATE %	
	As at 01 July 2021	Additions	Disposals	As at 30 June 2022	As at 01 July 2021	Charge for the year	Disposals	As at 30 June 2022		
Rupees										
<b>OWNED</b>										
Freehold land	18,313,000	-	-	18,313,000	-	-	-	-	18,313,000	-
Machinery	304,387	-	-	304,387	152,168	15,222	-	167,390	136,997	10
Furniture and fixtures	54,786,766	140,623	-	54,927,389	25,400,983	2,944,810	-	28,345,793	26,581,596	10
Vehicles	18,219,286	4,001,250	-	22,220,536	12,099,383	1,515,631	-	13,615,014	8,605,522	20
Office equipment	6,296,993	68,571	-	6,365,564	4,010,715	229,199	-	4,239,914	2,125,650	10
Computer and network equipment	47,195,774	5,075,540	(973,872)	51,297,442	37,527,586	2,580,054	(783,994)	39,323,646	11,973,796	25
Electric appliances	36,682,830	937,376	-	37,620,206	26,292,988	2,107,067	-	28,400,055	9,220,151	20
Library books	615,334	-	-	615,334	562,694	10,528	-	573,223	42,111	20
	182,414,370	10,223,360	(973,872)	191,663,858	106,046,517	9,402,511	(783,994)	114,665,035	76,998,823	
<b>RIGHT OF USE</b>										
Buildings - leasehold	224,341,708	66,754,012	(61,932,486)	229,163,234	87,609,999	45,851,947	(27,045,023)	106,416,923	122,746,311	term
2022	406,756,078	76,977,372	(62,906,358)	420,827,092	193,656,516	55,254,458	(27,829,017)	221,081,958	199,748,133	

*14/05/2022*



ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
<b>7 INTANGIBLE ASSETS</b>			
It represents development cost including salaries and other benefits to researchers / academics for development of 9 books (8 books for AJK Board and 1 book for Punjab Text Book Board) (2021: 166 books (50 books for The Knowledge School, 76 books for Cordoba Series, 8 books for AJK Board, 1 book for Punjab Text Book Board and 31 books for Read Foundation)) under 3-5 years contract to sell books to these Partners.			
<b>Cost:</b>			
Opening balance		72,543,976	72,543,976
Additions during the year		-	-
Closing balance		<u>72,543,976</u>	<u>72,543,976</u>
<b>Accumulated amortization:</b>			
Opening balance		32,376,839	13,905,287
Amortization during the year	24	-	18,471,552
Closing balance		<u>32,376,839</u>	<u>32,376,839</u>
<b>Accumulated impairment:</b>			
Opening balance		37,811,114	5,763,824
Impairment during the year	24	2,356,023	32,047,290
Closing balance		<u>40,167,137</u>	<u>37,811,114</u>
<b>Net book value</b>		<u>-</u>	<u>2,356,023</u>
<b>Rate of amortization</b>		<u>20% - 33%</u>	<u>20% - 33%</u>
- No amortization charge has been allocated to direct expenses in the current year.			
<b>8 LONG TERM DEPOSITS</b>			
Security deposits		16,775,017	16,390,516
Less : Current portion		<u>(2,756,075)</u>	<u>(3,212,500)</u>
		<u>14,018,942</u>	<u>13,178,016</u>
<b>9 STOCK IN TRADE</b>			
Raw material		12,942,426	38,124,545
Work in process		1,579,403	888,135
Printing plates		-	4,171,898
Finished goods	9.1	<u>386,237,095</u>	<u>394,465,177</u>
		<u>400,758,923</u>	<u>437,649,755</u>
9.1	During the year Rs. Nil (2021: Rs. 40,322,085) was recognised as an expense for inventories carried at net realizable value. This was recognised in cost of sales.		
<b>10 TRADE DEBTS - unsecured</b>			
Considered good	10.1	277,152,029	183,008,840
Considered doubtful		<u>9,043,167</u>	<u>47,474,021</u>
		286,195,197	230,482,861
Less: Allowance for expected credit losses	10.4	<u>(9,043,167)</u>	<u>(47,474,021)</u>
		<u>277,152,029</u>	<u>183,008,840</u>

**ASSOCIATION FOR ACADEMIC QUALITY**  
**(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>10.1</b>	This includes amount due from following related parties:		
	Read Foundation	-	3,254,814
	Ghazali Education Trust	348,066	258,370
	Green Crescent Trust	23,790	896,058
	International School of Cordoba	-	12
		<u>371,856</u>	<u>4,409,254</u>
<b>10.2</b>	Maximum aggregate amount due from related parties at the end of any month in the year are as follows. No interest has been charged on the amounts due from associated undertakings.		
	Read Foundation	8,834,463	5,168,703
	Ghazali Education Trust	580,669	252,526
	Green Crescent Trust	946,421	896,058
	International School of Cordoba	12	2,618,412
<b>10.3</b>	Age analysis of amount due from the related parties is as follows:		
	Past due 1-30 days	366,012	3,178,677
	Past due 31-90 days	-	-
	Past due 90-180 days	-	-
	Past due 181-365 days	-	896,058
	Past due 731-above days	5,844	334,519
	Total	<u>371,856</u>	<u>4,409,254</u>
<b>10.4</b>	Movement in allowance for expected credit losses is as follows:		
	At 01 July	47,474,021	29,848,711
	Charge for the year	25	17,625,310
	Bad debts written off	14,050,868	-
	Reversal of Impairment	24,379,986	-
	At 30 June	<u>9,043,167</u>	<u>47,474,021</u>
<b>11</b>	<b>SHORT TERM ADVANCES - considered good</b>		
	Advances to staff against:		
	- Expenses	22,019,844	19,470,676
	- Mobiles	533,747	784,500
	- Laptop	575,707	247,657
	- Bike	2,259,911	3,572,368
	- Salary	8,824,413	8,859,061
		<u>34,213,622</u>	<u>32,934,262</u>
	Advances to suppliers	40,496,699	14,922,294
		<u>74,710,321</u>	<u>47,856,556</u>
<b>11.1</b>	These include advance to Chief Executive Officer amounting Rs.895,000 (2021: Rs. 2,353,000). The balance is interest free and unsecured.		

**ASSOCIATION FOR ACADEMIC QUALITY**  
**(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>12 TRADE DEPOSITS, PREPAYMENTS AND OTHER RECEIVABLES</b>			
Receivable from Character Education Foundation, B1	12.1	-	-
Short term prepayments		<u>3,008,530</u>	<u>385,987</u>
		<u>3,008,530</u>	<u>385,987</u>
12.1	Maximum aggregate amount due from Character Education Foundation at the end of any month in the year was Rs. Nil (2021: Rs. 4,255,857). No interest has been charged on the amounts due from the related party.		
<b>13 TAX REFUNDS DUE FROM GOVERNMENT</b>			
Income tax refunds due from the Government		<u>11,388,023</u>	<u>11,388,023</u>
Less: Provision for doubtful receivable	13.1	<u>(2,388,515)</u>	<u>(2,388,515)</u>
		<u>8,999,508</u>	<u>8,999,508</u>
13.1	This comprises of an amount forfeited to Federal Board of Revenue in March 2011. The Company has filed an appeal before Appellate Tribunal Inland Revenue, Lahore in this regard.		
<b>14 CASH AND BANK</b>			
Cash in hand		85,060	85,060
Balance with banks:			
- Current account		<u>158,050,781</u>	<u>62,156,694</u>
- Savings account	14.1	<u>3,058,129</u>	<u>2,414,517</u>
		<u>161,108,909</u>	<u>64,571,211</u>
		<u>161,193,969</u>	<u>64,656,271</u>
14.1	These carry profit rate ranging from 4% to 5% (2021: 4% to 5.5%) per annum.		
<b>15 DEFERRED LIABILITY - GRATUITY</b>			
Balance at the beginning of the year		<u>123,843</u>	<u>123,843</u>
Less: Benefits paid during the year		<u>-</u>	<u>-</u>
		<u>123,843</u>	<u>123,843</u>
<b>16 ADVANCES FROM EMPLOYEES AGAINST VEHICLES</b>			
This includes monthly deduction from salary of employees against the vehicles provided to them, it is Company's policy to deduct 65% of cost of vehicle over the tenure of ijarah from employees' salary and legal entitlement is transferred to employee at the end of the ijarah tenure.			
<b>17 LEASE LIABILITIES</b>			
The effective interest rates used as the discounting factor is 15%. Related leased assets, expenses and movement in lease liabilities are disclosed in note 5, note 26 and note 16.1 respectively. The amount of future payments and the period during which they will become due are:			
Lease liabilities		<u>140,537,537</u>	<u>151,221,100</u>
Less: Current maturity shown under current liabilities		<u>(40,678,423)</u>	<u>42,309,896</u>
		<u>99,859,114</u>	<u>108,911,204</u>

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>17.1</b>	Set out below are the carrying amounts of lease liabilities and the movements during the year:		
	Opening balance	151,221,100	228,152,075
	Addition	66,231,012	14,139,937
	Deletion	(37,041,947)	(47,553,484)
	Modification	-	(4,540,564)
	Mark-up on lease liabilities	20,383,158	26,507,150
		<u>200,793,323</u>	<u>216,705,114</u>
	Lease rentals paid	(60,255,786)	(59,719,759)
	COVID-19 related rent concessions	-	(5,764,255)
	Closing balance	<u>140,537,537</u>	<u>151,221,100</u>
<b>18</b>	<b>TRADE CREDITORS, ACCRUED AND OTHER LIABILITIES</b>		
	Trade creditors	88,530,107	158,715,036
	Payable to Institute of Policy Studies	100,000,000	150,000,000
	Payable to related party	50,039	-
	Provident fund payable	2,308,184	2,125,948
	Accrued liabilities	41,060,634	45,591,918
	Advances from employees	4,300,000	4,300,000
	Tax deducted at source	5,947,279	1,865,251
		<u>242,196,243</u>	<u>362,598,153</u>
<b>18.1</b>	This represents consideration received from Institute of Policy Studies, a related party, for the purpose of meeting working capital requirements. This carries markup at rate of 15% per annum.		
<b>18.2</b>	It represents amount payable to related party namely "International School of Cordoba". No interest has been charged on it.		
<b>18.3</b>	This represents Employees' Contributory Provident Fund which was established on 10 June 2014. It has made investment in Al-Meezan Investment Management in accordance with the provisions of section 218 of the Companies Act, 2017 and the rules formulated for this purpose.		
<b>18.4</b>	This represents Rs. 4.3 million received in advance for sale of land to an employee. However, due to dispute arising during legal transfer of land, sale of land has not been recognized and consideration received from the employee is recognized as advance.		
<b>19</b>	<b>CONTRACT LIABILITIES</b>		
	Advance from customers	67,565,080	73,055,526
	Encyclopedia advance subscription	1,475,356	2,303,666
		<u>69,040,436</u>	<u>75,359,192</u>

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
19.1	This represents advance consideration received from customers in ordinary course of business. This includes Rs. Nil payable to Character Education Foundation, a related party (2021: 73,055,526).		
19.2	This represents Encyclopedia advance subscription received from customers in ordinary course of business.		
19.3	Revenue recognized in the reporting period that was included in the contract liabilities balance at the beginning of the period amounts to Rs.32,280,873 (2021: Rs. 40,820,469)		
<b>20</b>	<b>REFUND LIABILITIES</b>		
	Arising from rights of return	<u>114,054,748</u>	<u>95,209,339</u>
	The Company estimates variable considerations to be included in the transaction price for the sale of books with rights of return. The Company forecasts sales returns using historical return data of products to come up with expected return percentages. These percentages are applied to determine the expected value of the variable consideration. Any significant changes in experience as compared to historical return pattern will impact the expected return percentages estimated by the Company.		
<b>21</b>	<b>CONTINGENCIES &amp; COMMITMENTS</b>		
<b>21.1</b>	<b>Contingencies</b>		
	The company had entered into agreement with its employee for sale of land as disclosed in note 14 and in this regard advance amounting Rs. 4.3 million had been received from the employee as disclosed in note 17.3. However during legal proceeding for transfer of land, a dispute has been identified over the land. In accordance with the sale agreement, in case any dispute is raised relating to the land, the Company will be liable to refund the amount received along with surcharge of an equal amount. Management of the Company, based on facts of the case, is confident that the outcome of the case will be in favor of the Company.		
<b>21.2</b>	<b>Commitments</b>		
	Commitment at year end are Nil (2021: Rs. Nil).		
<b>22</b>	<b>REVENUE FROM CONTRACTS WITH CUSTOMERS - NET</b>		
	Gross sales	3,638,961,651	1,783,974,797
	Less:		
	Discount allowed	(1,357,866,686)	(645,481,818)
	Books returned during the year	(87,835,230)	(93,268,136)
	Refund liability	(25,112,802)	(25,600,025)
		<u>(1,470,814,718)</u>	<u>(764,349,979)</u>
	<b>22.1</b>	<b>2,168,146,933</b>	<b>1,019,624,818</b>
	Encyclopedia income	9,452,231	6,047,708
	Workshops, trainings, meetings and seminars	21,201,453	22,550,700
		<u>30,653,684</u>	<u>28,598,408</u>
		<u>2,198,800,617</u>	<u>1,048,223,226</u>



**ASSOCIATION FOR ACADEMIC QUALITY**  
**(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)**  
**NOTES TO THE FINANCIAL STATEMENTS**  
**FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>22.1</b>	Set out below is the disaggregation of the Company's revenue from contracts with		
	Locally produced	2,034,877,329	1,045,224,843
	Imported Books	55,373,302	-
		<u>2,090,250,631</u>	<u>1,045,224,843</u>
<b>22.2</b>	Revenue is recognized as follows:		
	At a point in time	2,168,146,933	1,019,624,818
	Over period of time	30,653,684	28,598,408
		<u>2,198,800,617</u>	<u>1,048,223,226</u>
<b>23</b>	<b>OTHER INCOME</b>		
	<b>Income from financial assets</b>		
	Profit on bank accounts	3,281,564	704,310
	<b>Income from non-financial assets</b>		
	COVID-19 related rent concessions	-	5,764,255
	Miscellaneous	11,141,755	2,827,446
	Reversal of Impairment loss	24,379,986	-
	Gain on disposal of lease liability	3,794,782	3,328,229
		<u>42,598,086</u>	<u>12,624,240</u>
<b>24</b>	<b>DIRECT COST</b>		
	Raw material consumed	24.1 214,682,346	84,027,374
	Printing cost local	924,439,597	460,207,133
	Workshop, training, meetings and seminars expenses	27,718,644	12,766,669
	Encyclopedia printing	794,882	989,806
	Salaries, wages and benefits	24.2 86,220,181	80,641,357
	Outsourcing research cost	49,949,892	26,538,472
	Packing expenses	3,791,906	2,625,868
	Plates consumed	12,050,660	2,170,863
	Insurance	245,814	117,329
	Amortization	7 -	18,471,552
	Impairment of intangible assets	7 2,356,023	32,047,290
		<u>1,322,249,946</u>	<u>720,603,713</u>
	Opening work in process	888,135	3,712,034
	Closing work in process	(1,579,403)	(888,135)
		<u>(691,268)</u>	<u>2,823,899</u>
	Cost of goods manufactured	1,321,558,678	723,427,612
	Opening finished goods	394,465,177	343,571,221
	Closing finished goods	(386,237,095)	(394,465,177)
		<u>8,228,082</u>	<u>(50,893,956)</u>
	Direct cost - manufactured books and imports	<u>1,329,786,760</u>	<u>672,533,656</u>

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>24.1 Raw material consumed</b>			
Opening stock		38,124,545	16,348,310
Add : Purchases during the year		189,500,227	105,803,609
		<u>227,624,772</u>	<u>122,151,919</u>
Closing stock		(12,942,426)	(38,124,545)
		<u>214,682,346</u>	<u>84,027,374</u>
<b>24.2</b>	This includes contribution made to provident fund by the Company amounting to Rs. 2,832,511 (2021: Rs. 3,233,028).		
<b>25 ADMINISTRATIVE AND GENERAL EXPENSES</b>			
Salaries, wages and benefits	25.1	29,892,282	27,958,120
Training expenses		10,790,813	5,646,709
Utilities		5,417,056	6,458,536
Office supplies		1,797,820	1,715,227
Computer expenses		930,633	139,521
Travelling and conveyance		13,227,019	4,374,348
Entertainment		11,960,015	3,703,996
Printing, stationery and photocopies		6,197,252	1,726,082
Postage and courier		3,147,535	2,173,601
Newspaper and periodicals		57,390	64,729
Legal and professional charges		1,442,500	1,417,500
Auditor's remuneration	25.2	800,000	550,000
Rent, rates and taxes		77,000	1,526,700
Repairs and maintenance		5,457,542	1,425,328
Communication charges		6,347,959	1,338,433
Insurance		2,381,627	1,123,164
Fee and subscription		3,138,698	4,636,318
Royalty	25.3	6,194,730	4,957,973
Donations	29	38,807,169	41,946,357
Allowance for expected credit losses	10.4	-	17,625,311
Depreciation - owned assets	6.2	5,641,507	6,142,274
Depreciation - right of use assets	6.2	27,511,168	16,188,330
Miscellaneous		4,235,102	4,196,360
		<u>185,452,817</u>	<u>157,034,917</u>
<b>25.1</b>	This includes contribution made to provident fund by the Company amounting to Rs. 982,023 (2021: Rs. 2,290,061).		
<b>25.2 Auditors' remuneration</b>			
Audit fee		750,000	500,000
Out of pocket expenses		50,000	50,000
		<u>800,000</u>	<u>550,000</u>

*WISS & CO*

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>25.3 Royalty paid to Companies / Individuals:</b>			
<b>Name of the Company / Individual</b>	<b>Registered Address</b>		<b>Relationship with Company</b>
AJK Text Book Board	New Civil Secretariat Upper Chater Muzaffarabad		None
Emman Series	PO Box 4096. Doha , Qatar		None
Punjab Curriculum and Text Book Solution Tree	E 2 Gulberg 3 Lahore 555 North Morton Street Bloomington		None
<b>26 MARKETING AND DISTRIBUTION EXPENSES</b>			
Salaries, wages and other benefits	26.1	279,494,515	261,409,993
Utilities		2,321,596	7,893,766
Office supplies		770,494	4,002,196
Computer expenses		398,843	790,622
Communication		2,720,554	7,584,456
Postage and courier		1,348,944	2,173,602
Travelling and conveyance		5,668,722	10,206,811
Entertainment		5,125,721	8,642,656
Printing, stationery and photocopies		2,655,965	4,027,523
Newspaper and periodicals		24,596	27,741
Advertisement and promotional expense		4,973,801	8,614,815
Rent, rates and taxes		33,000	654,300
Loading unloading charges		4,364,483	3,490,788
Vehicle running and maintenance		29,497,325	25,015,507
General repairs and maintenance		2,338,947	5,701,312
Insurance		1,020,697	2,620,715
Depreciation - owned assets	6.2	3,761,004	4,094,850
Depreciation - right of use assets	6.2	18,340,779	38,202,385
Miscellaneous		2,110,326	3,971,942
		<u>366,970,310</u>	<u>399,125,980</u>
<b>26.1</b>	This includes contribution made to provident fund by the Company amounting to Rs. 9,181,973 (2021: Rs. 7,947,860).		
<b>27 FINANCE COSTS</b>			
Profit paid on financing arrangements		23,040,000	23,460,000
Ijarah rentals		19,601,318	23,948,481
Bank charges		101,630	194,640
Mark-up on lease liabilities	17	20,383,158	26,507,150
		<u>63,126,105</u>	<u>74,110,271</u>

*LAHS & CO*

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

	Note	2022 Rupees	2021 Rupees
<b>28 TAXATION</b>			
No provision for taxation has been charged as the Company is exempt from tax under section 100c of Income Tax Ordinance, 2001.			

**29 RELATED PARTY TRANSACTIONS**

The related parties comprise associated undertakings, directors of the Company, key management personnel and post employment benefit plans. Amounts due from and to related parties, if any, are shown under respective notes to the financial statements. The Company enters into transactions with related parties at arm's length price.

Transaction with key management personnel are disclosed in note 31 to these financial statements.

Name and Relationship with the Company	Description	2022 Rupees	2021 Rupees
International School of Cordoba (Common directorship)	Sales during the year	203,748	11,916,326
	Collection during the year	203,760	15,151,256
Read Foundation (Common directorship)	Sales during the year	3,980,600	1,747,000
	Collection during the year	3,674,612	2,142,842
	Donation	15,048,357	12,690,500
	Amount written off	3,560,802	-
Green Crescent Trust (Common directorship)	Sales during the year	1,596,273	1,043,380
	Collection during the year	2,468,541	1,043,205
Ghazali Education Trust (Common directorship)	Sales during the year	330,043	-
	Collection during the year	240,347	
Character Education Foundation (Common directorship)	Donations	12,293,517	29,255,857
Institute of Policy Studies (Common directorship)	Payable at year end	100,000,000	150,000,000
	Profit on Investment Paid	22,500,000	22,500,000

**30 FINANCIAL RISK MANAGEMENT**

The Company finances its operations through management of its working capital with a view to obtain maximum output without using the external sources of finance which minimizes the dependence on external parties.

The Company has exposure to the following risks:

- Credit risk
- Liquidity risk
- Market risk

The Board of Directors has overall responsibility for the establishment and oversight of Company's risk Management framework. The Board is also responsible for developing and monitoring the Company's risk

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
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**30.1 Credit risk**

Credit risk represents the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The carrying amount of financial assets represents the maximum credit exposure. The Company's credit risk is attributable to its deposits, trade and other receivables, profit accrued and bank balances. The maximum exposure to credit risk at the reporting date was as follows:

**Exposure to credit risk**

The carrying values of financial assets represent the maximum credit exposure. The maximum exposure to credit risk at the reporting date was:

	2022 Rupees	2021 Rupees
Deposits	16,775,017	16,390,516
Trade debts	286,195,197	230,482,861
Profit accrued	2,332,081	13,797
Bank balances	161,108,909	64,571,211
	<u>466,411,204</u>	<u>311,458,385</u>

Credit risk related to trade debts is managed by established procedures and controls relating to customers credit risk management. Outstanding receivables are regularly monitored.

Set out below is the information about the credit risk exposure on the Company's trade debts using a provision

	Outstanding Exposure	Expected credit loss rate	Expected credit loss
<i>As at 30 June 2022</i>			
Past due 1-30 days	241,676,668	0.02%	44,983
Past due 31-60 days	10,908,251	0.06%	6,682
Past due 61-90 days	3,970,745	0.24%	9,418
Past due 91-180 days	4,136,605	0.92%	38,186
Past due 181-365 days	3,580,713	4.93%	176,480
Past due 366-730 days	18,240,264	27.88%	5,085,885
Past due 731-above days	3,681,951	100.00%	3,681,951
Total	<u>286,195,197</u>		<u>9,043,584</u>
<i>As at 30 June 2021</i>			
Past due 1-30 days	164,725,258	1.48%	2,445,039
Past due 31-60 days	1,883,714	14.05%	264,718
Past due 61-90 days	9,562,855	29.70%	2,839,694
Past due 91-180 days	5,158,095	27.24%	1,405,151
Past due 181-365 days	16,964,019	51.53%	8,742,069
Past due 366-above days	9,554,908	96.14%	9,186,255
Past due 731-above days	22,634,012	99.81%	22,591,096
Total	<u>230,482,861</u>		<u>47,474,022</u>

**ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022**

Note

2022  
Rupees

2021  
Rupees

The credit quality of financial assets that are neither past due nor impaired can be assessed by reference to external credit ratings (If available) or to historical information about counterparty default rate. The table below shows the bank balances held with some major counterparties at the reporting date:

	Rating			2022	2021
	Short term	Long term	Agency	Rupees	Rupees
United Bank Limited	A1+	AAA	JCR-VIS	14,044,596	7,638,611
Meezan Bank Limited	A1+	AAA	JCR-VIS	40,668,076	42,209,164
Bank Alfalah Limited	A1+	AA+	PACRA	47,046	10,765,114
BankIslami Pakistan Limited	A1	A+	PACRA	9,776	700,118
Bank Al-Habib	A1+	AAA	PACRA	3,289,578	1,542,320
Albaraka Bank (Pakistan) Limited	A1	A+	VIS	103,049,838	1,715,884
				<b>161,108,909</b>	<b>64,571,211</b>

Due to the Company's long standing business relationships with these counterparties and after giving due consideration to their strong financial standing, the management does not expect non-performance by these counter parties on their obligations to the Company. Accordingly the credit risk is minimal.

**30.2 Liquidity risk**

Liquidity risk is the risk that the Company will not be able to meet its financial obligations as they fall due. The Company's approach to managing liquidity is to ensure, as far as possible, that it will always have sufficient liquidity to meet its liabilities when due, under both normal and stressed conditions.

The table below analyses the Company's financial liabilities into relevant maturity groupings based on the remaining period at the reporting date to the contractual maturity date. The amounts disclosed in the table are the contractual undiscounted cash flows:

	Carrying amount	Contractual cash flows	Less than 1 year	Between 1 and 5 years
	------(Rupees)-----			
<b>30 June 2022</b>				
Trade creditors, accrued and other liabilities	231,948,964	231,948,964	231,948,964	-
Lease liabilities	140,537,537	140,537,537	40,678,423	99,859,114
	<b>372,486,501</b>	<b>372,486,501</b>	<b>272,627,387</b>	<b>99,859,114</b>
<b>30 June 2021</b>				
Trade creditors, accrued and other liabilities	356,432,902	356,432,902	356,432,902	-
Lease liabilities	151,221,100	194,324,963	59,926,958	134,398,005
	<b>507,654,002</b>	<b>550,757,865</b>	<b>416,359,860</b>	<b>134,398,005</b>

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
-			
-			

Contractual cash flows of lease liabilities include future finance charges of Rs. 37,320,726 (2021: Rs. 43,103,863).  
No financial liabilities are payable on demand.

**30.3 RECONCILIATION OF MOVEMENTS OF LIABILITIES TO CASH FLOWS ARISING FROM FINANCING ACTIVITIES**

	2022				30 June 2022
	01 July 2021	Addition / Deletion	Cashflows	Other	
	(Rupees)				
Lease liability	151,221,100	29,189,065	(60,255,786)	20,383,158	140,537,537
	2021				
	01 July 2020	Addition	Cashflows	Other	30 June 2021
	(Rupees)				
Lease liability	228,152,075	(33,413,547)	(59,719,759)	16,202,331	151,221,100

**30.3.1 Breakup of other is as follows:**

	2022 Rupees	2021 Rupees
Modification	-	(4,540,564)
COVID-19 related rent concessions	-	(5,764,255)
Mark-up on lease liabilities	20,383,158	26,507,150
	<u>20,383,158</u>	<u>16,202,331</u>

**30.4 Market risk**

Market risk is the risk that changes in market prices, such as foreign exchange rates, interest rates and equity prices will affect the Company's income or the value of its holdings of financial instruments. The objective of market risk management is to manage and control market risk exposures within acceptable parameters, while optimizing the return.

**(a) Currency risk**

Currency risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in foreign exchange rates. Currency risk arises mainly from future commercial transactions or receivables and payables that exist due to transactions in foreign currencies.

Monetary Items, including financial assets and financial liabilities, denominated in currency other than functional currency of the Company are periodically restated to Pak rupee equivalent and the associated gain or loss is taken to the statement of income and expenditure. The Company's exposure to the risk of changes in foreign exchange rates relates primarily to the foreign trade payables. However at the year end, there are no material foreign currency balances.

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
<b>(b) Interest rate risk</b>			
This represents the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market interest rates.			
The Company has no significant long-term interest-bearing financial instruments. The Company's interest rate risk arises from bank balances only. There are no financial instruments obtained at variable rates so the Company is not exposed to cash flow interest rate risk. Saving accounts are carried at fixed rate which expose the Company			
At the reporting date the interest rate profile of the Company's interest bearing financial instruments was:			

	2022 Rupees	2021 Rupees
<b>Fixed rate instruments</b>		
Financial assets		
Saving bank accounts	3,058,129	2,414,517

**Fair value sensitivity analysis for fixed rate instruments**

The Company does not account for any fixed rate financial assets and liabilities at fair value through profit or loss. Therefore, a change in interest rate at the reporting date would not affect income or expenditure of the Company.

**(c) Other price risk**

Other price risk represents the risk that the fair value or future cash flows of a financial instruments will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk). Whether those changes are caused by factors specific to the individual financial instruments or its issuer, or factors affecting all similar financial instruments traded in the market. The Company is not exposed to equity price risk as it does not have any investment in equity securities of company.

**30.5 Financial instruments by categories**

	2022		
	Cash and cash equivalents	Amortized cost	Total
	Rupees	Rupees	Rupees
<b>Financial assets</b>			
Long term deposits	-	16,775,017	16,775,017
Trade debts	-	286,195,197	286,195,197
Profit accrued	-	2,332,081	2,332,081
Bank balances	161,108,909	-	161,108,909
	<u>161,108,909</u>	<u>305,302,295</u>	<u>466,411,204</u>



ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

Note	2022 Rupees 2022	2021 Rupees
	<u>Amortized cost</u>	
		Rupees
<b>Financial liabilities</b>		
Trade creditors, accrued and other liabilities		231,948,964
Lease liabilities		140,537,537
		<u>372,486,501</u>
	2021	
	Cash and cash equivalents	Amortized cost Total
	Rupees	Rupees Rupees
<b>Financial assets</b>		
Long term deposits	-	16,390,516
Trade debts	-	230,482,861
Profit accrued	-	13,797
Bank balances	64,571,211	64,571,211
	<u>64,571,211</u>	<u>311,458,385</u>
	2021	
	<u>Amortized cost</u>	
		Rupees
<b>Financial liabilities</b>		
Trade creditors, accrued and other liabilities		356,432,902
Lease liabilities		151,221,100
		<u>507,654,002</u>

**30.6 Fair values of financial assets and liabilities**

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date. The carrying values of all financial assets and liabilities reflected in the financial statements approximate their fair values. The following table provides an analysis of financial instruments that are measured subsequent to initial recognition at fair value, grouped into Levels 1 to 3 based on the degree to which the fair value is observable.

Level 1: quoted (unadjusted) prices in active markets for identical assets or liabilities.

Level 2: other techniques for which all inputs which have a significant effect on the recorded fair values are observable either, directly or indirectly.

Level 3: techniques which use inputs that have a significant effect on the recorded fair value that are not based on observable market data.

As at June 30, 2022, the Company has no financial instruments that falls into any of the above category. *1,115 CV*

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

	Note	2022 Rupees	2021 Rupees
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**30.7 Fund risk management**

The Company's objectives when managing funds are to safeguard the Company's ability to continue as a going concern in order to provide return for shareholders and benefits for other stakeholders and to maintain healthier capital ratios in order to support its business and maximize shareholders value. The Company manages its fund structure and makes adjustments to it, in the light of changes in economic conditions. To maintain or adjust the fund structure, the Company may adjust dividend payments to the shareholders, return on fund to shareholders.

The Company's strategy, which was unchanged from last year, was to maintain optimal fund structure in order to minimize cost of fund.

**31 REMUNERATION OF CHIEF EXECUTIVE OFFICER, DIRECTORS AND EXECUTIVES**

The aggregate amount charged in these financial statements for remuneration including all benefits to Chief Executive Officer, Directors and Executives of the Company is as follows:

	2022		2021	
	Chief Executive	Executives	Chief Executive	Executives
	----- Rupees -----			
Managerial remuneration	7,776,000	61,935,660	7,776,000	54,970,667
Reimbursable expenses	279,248	7,025,633	341,260	10,710,645
Contribution to provident fund	441,040	3,373,726	433,992	2,860,688
	<u>8,496,288</u>	<u>72,335,019</u>	<u>8,551,252</u>	<u>68,542,000</u>
Number of persons	1	48	1	31

**31.1** Chief Executive Officer and certain Executives of the Company are provided with Company maintained vehicles.

**31.2** No remuneration was paid to directors of the Company.

**32 PROVIDENT FUND**

The Company has maintained an employee provident fund and investments has been made in accordance with the provisions of section 218 of the Companies Act, 2017 and the conditions specified thereunder.

	Note	2022 Rupees (Audited)	2021 Rupees (Audited)
Size of the fund		59,520,380	56,081,051
Cost of investment made	32.1	49,817,450	48,095,294
Percentage of investment made		100%	100%
Fair value of investment		49,817,450	48,095,294

ASSOCIATION FOR ACADEMIC QUALITY  
(A COMPANY SETUP UNDER SECTION 42 OF THE COMPANIES ACT, 2017)  
NOTES TO THE FINANCIAL STATEMENTS  
FOR THE YEAR ENDING JUNE 30, 2022

32.1 Breakup of investment	2022		2021	
	Investments Rupees	Investment as % of size	Investments Rupees	Investment as % of size
Bank balance in scheduled bank	49,817,450	100%	48,095,294	100%

33 NUMBER OF EMPLOYEES	2022	2021
At the year end	442	459
Average number of employees during the year	440	493

34 CORRESPONDING FIGURES

Corresponding figures have been rearranged wherever necessary, for the purpose of comparison and better presentation.

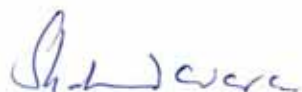
Re-classification/Restated from Component	Re-classification to Component	Amount
Trade and Other Payables	General expenses	401,855
Income from workshops, trainings, meetings and seminars	Direct Expenses	25,082,348

35 DATE OF AUTHORIZATION

These financial statements were authorized for issue by the Board of Directors of the Company on 28-09-2022

36 GENERAL

Figures have been rounded off to the nearest rupee, unless otherwise stated.



CHIEF EXECUTIVE OFFICER



DIRECTOR