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CONDENSED INTERIM FINANCIAL STATEMENTS FOR THE SIX MONTHS ENDED JUNE 30, 2017

(UN-AUDITED)





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### **Board of Directors**

Syed Babar Ali Dr. Asim Jamal Yasser Pirmuhammad Syed Hyder Ali Arshad Ali Gohar Imtiaz Husain Laliwala David Khougazian Ana Arcos Thomas Rouckout Chairman Chief Executive Officer Chief Financial Officer

### **Company Secretary**

Saad Usman

### **Auditors**

EY Ford Rhodes, Chartered Accountants

### **Legal Advisors**

Hashmi & Hashmi Ghani Law Associates Saadat Yar Khan & Co.

### Registrars & Share Transfer Office

FAMCO Associates (Pvt.) Ltd. 8-F, Next to Hotel Faran, Nursery, Block-6, P.E.C.H.S. Sharah-e-Faisal, Karachi - 74000. Tel. No: +92 21 34380101-5 Fax No: +92 21 34380106 URL: www.famco.com.pk

### Contact

Tel: +92 21 35060221-35 contact.pk@sanofi.com

### URL

www.sanofi.com.pk www.sanofidiabetes.com.pk

### **Bankers**

Citibank, N.A.
Deutsche Bank AG.
MCB Bank Limited.
Allied Bank Limited.
Habib Bank Limited.
National Bank of Pakistan.
Bank of Tokyo-Mitsubishi UFJ, Limited.
Standard Chartered Bank (Pakistan)
Limited.
Industrial & Commercial Bank of China
Limited.

### **Registered Office**

Plot 23, Sector 22, Korangi Industrial Area, Karachi - 74900

### Postal Address

P.O. Box No. 4962, Karachi - 74000

### Directors' Report to the Shareholders

The Board of Directors of sanofi-aventis Pakistan limited is pleased to present the un-audited interim condensed financial statements of your company, for the half year ended June 30, 2017. These financial statements have been prepared in accordance with the requirements of the International Accounting Standard 34 – "Interim Financial Reporting" and provisions of and directives issued under the Repealed Companies Ordinance, 1984 (the Ordinance). In case where requirements differ, the provisions of or directives issued under the Ordinance have been followed.

During the year, the Companies Act, 2017 (the Act) has been promulgated effective May 30, 2017 which has repealed the old law i.e. the Ordinance. The Act, through its promulgation has introduced many changes in presentation and disclosure in the financial statements. Securities and Exchange Commission of Pakistan (SECP) through its Circular no. 17 of 2017 dated July 20, 2017 and press release dated July 20, 2017 has deferred the application of the Act in relation to preparation of the financial statements for companies whose financial year, including quarterly and other interim period closes on or before June 30, 2017. Hence, the condensed interim financial statements are prepared under the Ordinance.

The Company's net sales for the half year ended June 30, 2017 amounted to Rs.6,629 (2016: Rs. 5,716) million registering a growth of 16% over comparative prior period. The net sales of Company's pharmaceutical and vaccine businesses for the half year reached Rs.5,881 (2016: Rs. 5,344) million and Rs.611.4 (2016: Rs. 235.9) million respectively recording an increase of 10.1% and 159.1% over the comparative prior period. During the half year, exports to Afghanistan remained flat compared to prior period, to reach Rs. 137.0 (2016: Rs. 135.9) million

The gross margin also improved during the half year ended June 30, 2017 compared to the corresponding period last year.

The distribution and marketing expenses during the half year reduced by 3.7%, over the comparative prior period, whereas administrative expenses for the same period increased by 33.7% mainly due to higher personnel cost, cost incurred on IT licenses as well as fuel cost partly offset by savings in travelling and security expenses.

Other operating cost for the half year increased over the comparative prior period mainly due to increase in net exchange losses by Rs.82.0 million, increase in statutory charges by Rs. 35.7 million as well as other expenses by Rs.16 million. Owing to reduction in debt levels and better cash flows, the Company managed to reduce its financing costs during the half year by 70.7% over the comparative period.

Profit after taxes for the half year increased by Rs. 370.05 million (152.6%) over the comparative prior period because of the reasons explained above.

During the half year the Company spent Rs.65.3 million (2016: Rs.87.5) million on capital expenditure and paid Rs. 281.1 (2016: Rs. 28.8) million in dividends.

The Company expects that growth of the pharmaceutical business during the year shall be aligned with the market growth of MNC's barring major unforeseen adverse events. The Company is also closely monitoring the legal and business implications of the cases against the Drug Regulatory Authority with respect to the pricing issues and will take necessary measures to ensure that appropriate representations are made to the concerned authorities in support of a pricing policy acceptable to the industry.

On behalf of the Board of Directors, we would like to acknowledge the hard work put in by all the employees of the Company.

By order of the Board

Syed Babar Ali

Dr. Asim Jamal Chief Executive Officer

Karachi: August 24, 2017.



### ررالاللہ اللہ مسلم معنی میں فتھان کے لئے ڈائر میکٹرز کی رپورٹ اللہ اللہ اللہ

سنوفی ۔ ابیٹس پاکتان لمیٹڈ کا بورڈ آف ڈائر کیٹر زا بنی کمپنی کے 30 جون، 2017 کوختم شدہ شفہ ہی کے غیر آ ڈٹ شدہ عبوری فنانش آئیٹمٹس کی تیاری میں انٹریشنل اکاؤنٹنگ عبوری فنانش آئیٹمٹس کی تیاری میں انٹریشنل اکاؤنٹنگ اسٹینڈ رڈ - 34 ''عبوری فنانش رپورٹگ ''کی ضروریات اور منسوخ شدہ کمپنیز آرڈیننس ، 1984 (آرڈیننس) کے قوائد وضوابط پر عملدرآ مدکوئیٹنی بنایا گیا ہے۔ جہاں پرضروریات مختلف ہیں، وہاں آرڈیننس کے تحت جاری شدہ ہدایات کے ضوابط پر عملدرآ مدکوئیٹنی بنایا گیا ہے۔ جہاں پرضروریات مختلف ہیں، وہاں آرڈیننس کے تحت جاری شدہ ہدایات کے ضوابط پر عملدرآ مدکوئیٹنی بنایا گیا ہے۔

روال سال کے دوران کمپینز ایک ، 2017 (ایک ) 30 مئی، 2017 سے نافذ العمل ہوگیا ہے جس کے بعد پرانا تانون لیعنی آرؤینس منسوخ ہو چکا ہے۔ اس ایک کے نافذ العمل ہونے سے فنانش الطبخیش کی بیشش اور اعلان کرنے میں متعدد تبدیلیاں رونما ہو چکی ہیں۔ سکیورٹیز اینڈ ایجیج کمپیشن آف پاکتان (SECP) نے مورخہ 20 جولائی، 2017 کو ایک مورخہ 20 جولائی، 2017 کی پر کس ریلیز کے ذریعے ان کھینز کے فنانشل اپنے 2017 کے سرکلرنمبر 17 اورمورخہ 20 جولائی، 2017 کی پر کس ریلیز کے ذریعے ان کھینز کے فنانشل اسلیم میں مائی اوردیگر عبوری دورانیہ 30 جون، اسلیم میں کہتاری کے لیے ایک کے اطلاق کو ملتو کی کردیا ہے ، جن کا مالی سال ، مجمع سمائی اوردیگر عبوری دورانیہ 30 جون، 2017 کو یااس سے پہلختم ہوتا ہے۔ چنا چان عبوری فنانشل اسلیم میں تایاری آرڈینس کے تعمل میں آئی ہے۔

30 جون، 2017 کوختم شدہ ششاہی میں کمپنی کی خالص سیلز میں 16%اضا فدہوا ہے جو کہ گرشتہ سال (2016: Rs.) ملین کے مقابلے میں اسال (5,716 ملین تک تنج گئی گئی ہے۔ فار ماسیو ٹیکل اور دکیسین برنس کے اعتبارے مذکورہ ششاہی کے دوران خالص سیلز میں % 10.1 اور % 159.1 اضافہ ہوا ہے اس طرح پر سیلز بالتر تیب 18.5,881 اضافہ ہوا ہے اس طرح پر سیلز بالتر تیب 18.5,881 اضافہ ہوا ہے اس طرح پر سیلز بالتر تیب 2016: Rs. 5,344) ملین اور کہ 137.0 Rs. 137.0 ملین اور کہ 137.0 گؤشتہ سال اس عرصے کے مقابلے میں کیساں 137.0 Rs. 137.0 منابل بیور کیس کی برآمات گزشتہ سال اس عرصے کے مقابلے میں کیساں میں دوروں شاہدی میں کیساں میں میں دوروں کیس کے مقابلے میں کیساں میں دوروں کیساں 2016: Rs. 135.9

کمپنی کا مجموعی منافع بھی گزشتہ سال کے مقابلے میں امسال 30 جون، 2017 کوختم شدہ ششماہی میں بہتر رہا۔

گزشتہ سال کے مقابلے میں امسال ختم شدہ ششاہی کے دوران ڈسٹریوٹن اور مارکیٹنگ اخراجات میں 3.7% کی کی ہوئی جبکہ انتظامی اخراجات میں اس دورانیے میں 33.7% فیصد کا اضافہ ریکارڈ کیا گیا۔ جو بنیادی طور پر ملاز مین کے مظاہر مشاہر ہے، . T.الائسنسوں اورایندھن کے مدمیں ہونے والے خرچوں میں اضافے جبکہ دیگر سفری اور سیکوریٹی اخراجات میں کی بنیادیر ریکارڈ کیا گیا۔

گزشتہ سال کے مقابلے ندکورہ ششاہی کے دوران دیگر آپیشل خرچوں میں اضا فدریکا رڈکیا گیا۔ جس کی بنیا دی وجو ہات میں زرمبادلہ کے خساروں میں 82 ملین ، انٹیچیوٹری چارجز میں 35.7 ملین اور دیگر اخراجات میں 16 ملین روپے کا اضافہ شامل تھا۔ قرضوں کی سطح میں کمی اور بہترکیش فلو کی مدد سے کمپنی نے اپنے مالی اخراجات میں گزشتہ سال کے مقابلے میں فدکورہ ششاہی میں % 70.7 فیصد کی کمی مکن بنائی۔

مندرجہ بالااسباب کی وجہ سے گزشتہ سال کے مقابلے میں اس ششاہی کے لیے بعد از ٹیکس منافع 370.05 ملین روپ (&152.6)اضافے تک جا پہنچاہے۔

سمینی نے ختم شدہ ششا ہی کے دوران سرمایہ جاتی اخراجات کی مدمیں 65.3 ملین روپ (2016: Rs 87.5) خرج کے بین اور 281.1 ملین روپے (2016: Rs 28.8) مشتعمہ اوا کیا ہے۔

سمپنی کوقو قعات ہیں کہ اس سال کے دوران مانی نیشنل فار ما سٹیکل بزنس مارکیٹ کے اعتبار سے فروغ حاصل کرے گالیکن کچھ نادیدہ بڑے خطرات کا بھی خدشہ ہے کمپنی ڈرگ ریگو لیٹری افغار ٹی کے ساتھ قیمتوں کے مسائل سے متعلق تا نونی اور کاروباری اثر ات کوبھی باریک بنی سے دکھیر ہی ہے اوران مسائل پر تا ہو پانے کے لیے انڈسٹری کے لیے قابل قبول پرائسگ پالیسی ک حق میں متعلقہ حکام کے سامنے مناسب نمائندگی کوبھٹی بنانے کے لیے ضروری اقدام کرے گی۔

بورڈ آف ڈائر کیٹرزی جانب ہے،ہم کمپنی کے تمام ملاز مین کی انتقک محنت کوقد رکی نگاہ ہے دیکھتے ہیں۔

بحكم بورڈ

معرساله سیدبارعلی چیزمین

4

مسمور. دُاکِرْ عاصم جمال چیف ایگزیکیو آفیسر

### Auditor's Report to the Members on Review of Condensed Interim Financial Information

#### Introduction

We have reviewed the accompanying condensed interim balance sheet of sanofi-aventis Pakistan Limited as at 30 June 2017 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement, condensed interim statement of changes in equity and notes to the accounts for the six-month period then ended (here-in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review.

### Scope of Review

We conducted our review in accordance with International Standard on Review Engagement 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity". A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with International Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

### Conclusion

Based on our review, nothing has come to our attention that causes us to believe that the accompanying interim financial information is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

**Chartered Accountants** 

Engagement Partner: Khurram Jameel

Date: 24 August 2017 Place: Karachi.



(Un-audited) (Audited) June 30, December 31, 2017 Note 2016

.....Rupees in `000.....

### **ASSETS**

### NON-CURRENT ASSETS

| Fixed assets                              |   |           |           |
|---|---|-----------|-----------|
| Property, plant and equipment             | 4 | 1,759,648 | 1,866,455 |
| Intangible asset                          |   | 723       | 873       |
|   |   | 1,760,371 | 1,867,328 |
| Long-term loans                           |   | 6,311     | 6,186     |
| Long-term deposits                        |   | 13,643    | 13,643    |
|   |   | 19,954    | 19,829    |
| CURRENT ASSETS                            |   |           |           |
| Stores and spares                         | 5 | 49,519    | 48,808    |
| Stock-in-trade                            | Э | 2,166,204 | 2,644,100 |
| Trade debts                               |   | 804,200   | 707,359   |
| Loans and advances                        |   | 92,431    | 73,517    |
| Trade deposits and short-term prepayments |   | 138,810   | 165,263   |
| Other receivables                         |   | 25,646    | 29,405    |
| Taxation - payment less provision         |   | 1,247,819 | 1,212,703 |
| Cash and bank balances                    | 6 | 286,898   | 50,440    |
|   |   | 4,811,527 | 4,931,595 |
| TOTAL ASSETS                              |   | 6,591,852 | 6,818,752 |
| EQUITY AND LIABILITIES                    |   |           |           |
| EQUITI AND LIABILITIES                    |   |           |           |
| SHARE CAPITAL AND RESERVES Share capital  |   |           |           |
| Authorized                                |   | 100,000   | 100,000   |
| Issued, subscribed and paid-up            |   | 96,448    | 96,448    |
|   |   |           |           |
| Reserves                                  |   |           |           |

### Revenue reserves

Capital reserves

| NON-CURRENT LIABILITY    |           |           |
|--------------------------|-----------|-----------|
| Long term financing      | -         | 500,000   |
| Deferred taxation        | 56,653    | 56,676    |
| CURRENT LIABILITIES      | 56,653    | 556,676   |
| Trade and other payables | 2,598,189 | 2,168,257 |
| Accrued mark-up          | 3,562     | 6,038     |

246,914

3,405,932

3,652,846

3,749,294

184,154

233,018

3,082,874

3,315,892

3,412,340

675,441

3,406,412

### Short term borrowings 2,785,905 CONTINGENCIES AND COMMITMENTS

| TOTAL EQUITY AND LIABILITIES | 6,591,852 | 6,818,752 |
|------------------------------|-----------|-----------|

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer

### Condensed Interim Profit and Loss Account For the six months ended June 30, 2017 (Un-audited)

|  | Six Mont         | hs Ended_        | Quarte           | r Ended          |  |
|--|------------------|------------------|------------------|------------------|--|
|  | June 30,<br>2017 | June 30,<br>2016 | June 30,<br>2017 | June 30,<br>2016 |  |
|  |                  | Rupees           | in `000          |                  |  |
| NET SALES  | 6,629,117        | 5,715,606        | 3,590,084        | 3,065,107        |  |
| Cost of sales                                    | (4,156,510)      | (3,779,998)      | (2,251,636)      | (2,006,624)      |  |
| GORSS PROFIT                                     | 2,472,607        | 1,935,608        | 1,338,448        | 1,058,483        |  |
| Distribution and marketing expenses              | (1,122,146)      | (1,165,334)      | (576,722)        | (618,667)        |  |
| Administrative expenses                          | (198,623)        | (148,609)        | (113,814)        | (78,754)         |  |
| Other expenses                                   | (210,656)        | (76,393)         | (146,148)        | (11,426)         |  |
| Other income                                     | 27,616           | 17,342           | 14,567           | 9,476            |  |
|  | (1,503,809)      | (1,372,994)      | (822,117)        | (699,371)        |  |
| OPERATING PROFIT                                 | 968,798          | 562,614          | 516,331          | 359,112          |  |
| Finance costs                                    | (27,388)         | (93,583)         | (12,746)         | (42,053)         |  |
| PROFIT BEFORE TAXATION                           | 941,410          | 469,031          | 503,585          | 317,059          |  |
| Taxation   |                  |                  |                  |                  |  |
| - Current  | (282,309)        | (203,245)        | (194,653)        | (104,120)        |  |
| - Prior  | (46,723)         | -                | (46,723)         | -                |  |
| - Deferred                                       | 233              | (23,231)         | 39,332           | 5,514            |  |
|  | (328,799)        | (226,476)        | (202,044)        | (98,606)         |  |
| NET PROFIT FOR THE PERIOD                        | 612,611          | 242,555          | 301,541          | 218,453          |  |
| BASIC AND DILUTED EARNINGS<br>PER SHARE (RUPEES) | 63.52            | 25.15            | 31.26            | 22.65            |  |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

Sved Babar Ali

Chairman

Dr. Asim Jamal Chief Executive Officer

Yasser Pirmuhammad Chief Financial Officer

Cor Condensed Interim Statement of Comprehensive Income

For the six months ended June 30, 2017 (Un-audited)

Six Months Ended Quarter Ended June 30, June 30, June 30, June 30, 2016 2017 .....Rupees in `000..... 612,611 242,555 301,541 218,453

Other comprehensive income

Net profit for the period

Items not be reclassified to profit and loss account in subsequent period

Actuarial gain / (loss) recognized directly

in equity Related deferred tax (210)

Total comprehensive income for the period

17

242,572

301,541

218,453

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements

Syed Babar Ali

Dr. Asim Jamal Chief Executive Officer

612,401





| Note   | June 30,<br>2017<br>Rupees i | June 30,<br>2016<br>in `000 |
|--|------------------------------|-----------------------------|
| CASH FLOWS FROM OPERATING ACTIVITES  |                              |                             |
| Profit before taxation   | 941,410                      | 469,031                     |
| Adjustment for non-cash charges and other items  | <b>.</b>                     |                             |
| Depreciation / amortization  | 167,329                      | 162,194                     |
| Loss on disposal of operating fixed assets<br>Liabilities no longer payable-written back | 286                          | 384<br>1,170                |
| Expenses arising from equity settled share<br>based payment plans                        | 13,896                       | 13,401                      |
| Retirement benefits Interest income  | 38,248<br>(13)               | 34,923 (23)                 |
| Finance costs  | 27,388                       | 93,583                      |
|  | 247,134<br>1,188,544         | 305,632<br>774,663          |
| (Increase) / decrease in current assets:<br>Store and spares                             | (711)                        | 4,129                       |
| Stock-in-trade<br>Trade debts  | 477,896<br>(96,841)          | (140,901)<br>361,470        |
| Loans and advances   | (18,914)                     | 28,564                      |
| Trade depostis and short-term prepayments Other receivables                              | 26,453<br>3,759              | 38,337<br>9,814             |
|  | 391,642                      | 301,413                     |
| Increase in current liabilities:   | 1,580,186                    | 1,076,076                   |
| Trade and other payables  Net cash generated from operations                             | 401,885<br>1,982,071         | 224,024<br>1,300,100        |
| ·  |                              |                             |
| Finance costs paid<br>Income tax paid  | (29,864)<br>(364,148)        | (120,184)<br>(318,071)      |
| Retirement benefits paid<br>Long-term deposits and loans - net                           | (18,447)<br>(125)            | (34,923)<br>53              |
| Net cash generated from operating activites  | 1,569,487                    | 826,975                     |
|  |                              |                             |
| CASH FLOWS FROM INVESTING ACTIVITIES   |                              |                             |
| Capital expenditure  | (65,331)                     | (87,553)                    |
| Sale proceeds from disposal of operating fixed assets                                    | 4,673                        | 6,648                       |
| Interest received  Net cash used in investing activities                                 | (60,645)                     | (80,882)                    |
| · ·  | (00,040)                     | (00,002)                    |
| CASH FLOWS FROM FINANCING ACTIVITIES  Long term financing                                | (500,000)                    | (670,000)                   |
| Short term borrowings  | (500,000)                    | -                           |
| Dividends paid  Net cash used in financing activities                                    | (1,281,097)                  | (28,780)                    |
| NET DECREASE IN CASH AND   |                              |                             |
| CASH EQUIVALENTS   | 227,745                      | 47,313                      |
| CASH AND CASH EQUIVALENTS AT<br>BEGINNING OF THE PERIOD                                  | (125,001)                    | (27,391)                    |
| CASH AND CASH EQUIVALENTS AT   |                              |                             |
| CASH AND CASH EQUIVALENTS AT<br>END OF THE PERIOD  | 102,744                      | 19,922                      |
|  |                              |                             |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

Syed Babar Ali Chairman

Dr. Asim Jamal Chief Executive Officer



# Condensed Interim Statement of Changes in Equity For the six months ended June 30, 2017 (Un-audited)

|   |   | Capital Reserves                       |   | Revenue F   | Revenue Reserves |                               |           |
|---|---|--|---|-------------|------------------|-------------------------------|-----------|
|   | Issued,<br>subscribed<br>and<br>paid-up<br>share<br>capital | Long<br>term<br>liabilities<br>forgone | Difference<br>of share<br>capital<br>under<br>scheme of<br>arrangement<br>for<br>amalgamation | Other       | General reserve  | Unapprop-<br>riated<br>profit | Total     |
|   |   |  | Rup   | ees in `000 |                  |                               |           |
| Balance as at January 1, 2016   | 96,448  | 5,935                                  | 18,000  | 182,818     | 1,935,538        | 171,287                       | 2,410,026 |
| Employee benefits cost under<br>IFRS - 2 "Share based payment"                          | -   | -                                      | -   | 13,401      | -                | -                             | 13,401    |
| Final dividend @ Rs. 3/- per ordinar share for the year                                 | у   |  |   |             |                  | (00.004)                      | (00.004)  |
| ended December 31, 2015   | -   | -                                      | -   | -           | -                | (28,934)                      | (28,934)  |
| Transfer to general reserve   | -   | -                                      | -   | -           | 100,000          | (100,000)                     | -         |
| Net profit for the period   | -   | -                                      | -   | -           | -                | 242,555                       | 242,555   |
| Other comprehensive income for the period   | _   | -                                      | _   | -           | -                | 17                            | 17        |
| Total comprehensive income for the period   | -   | =                                      | -   | •           | =                | 242,572                       | 242,572   |
| Balance as at June 30, 2016   | 96,448  | 5,935                                  | 18,000  | 196,219     | 2,035,538        | 284,925                       | 2,637,065 |
| Balance as at January 1, 2017   | 96,448  | 5,935                                  | 18,000  | 209,083     | 2,035,538        | 1,047,336                     | 3,412,340 |
| Employee benefits cost under IFRS 2 - "Share based Payment"                             | -   | -                                      | _   | 13,896      | -                | -                             | 13,896    |
| Final dividend @ Rs. 30/- per<br>ordinary share for the year<br>ended December 31, 2016 | -   | -                                      | -   | -           | -                | (289,343)                     | (289,343) |
| Transfer to general reserve   | -   | -                                      | -   | -           | 700,000          | (700,000)                     | -         |
| Net profit for the period   | -   | -                                      | -   | -           | -                | 612,611                       | 612,611   |
| Other comprehensive income for the period   | -   | -                                      | _   | -           | -                | (210)                         | (210)     |
| Total comprehensive income for the period   | -   | -                                      | _   | -           | -                | 612,401                       | 612,401   |
| Balance as at June 30, 2017   | 96,448  | 5,935                                  | 18,000  | 222,979     | 2,735,538        | 670,394                       | 3,749,294 |

The annexed notes 1 to 12 form an integral part of these condensed interim financial statements.

Dr. Asim Jamal Chief Executive Officer

## Notes to the Condensed Interim Financial Statements For the six months ended June 30, 2017 (Un-audited)

### 1. THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan in 1967 as a Public Limited Company. The shares of the Company are listed on Pakistan Stock Exchange. It is engaged in the manufacturing and selling of pharmaceutical and consumer products. The registered office of the Company is located at Plot 23, Sector 22, Korangi Industrial Area, Karachi.

### 2. BASIS OF PREPARATION

2.1 During the current period, the Companies Act, 2017 (the Act) has been promulgated effective May 30, 2017 which has repealed the Companies 1984. The Act through its promulgation has introduced many changes in presentation and disclosure in the financial statements. However, the Securities and Exchange Commission of Pakistan (SECP) through its Circular no. 17 of 2017 dated July 20, 2017 and press release dated July 20, 2017 has deferred the application of the Act in relation to preparation of the financial statements for companies whose financial year, including quarterly and other interim period closes on or before June 30, 2017.

Accordingly these condensed interim financial statements of the Company for the six months ended June 30, 2017 are prepared in accordance with the provisions of and directives issued under the repealed Companies Ordinance, 1984 and requirements of the International Accounting Standard 34 — "Interim Financial Reporting". In case where requirements differ, the provisions of or directives issued under the repealed Companies Ordinance, 1984 have been followed.

- 2.2 These condensed interim financial statements do not include all the information and disclosures as required in the annual financial statements and should be read in conjunction with the Company's annual financial statements for the year ended December 31, 2016.
- 2.3 These condensed interim financial statements are unaudited but subject to limited scope review by the auditors except for the figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended June 30, 2017 and June 30, 2016.

### 3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computation used in the preparation of this condensed interim financial statements are the same as those applied in the preparation of the financial statements for the year ended December 31, 2016 except as disclosed below:

The Company has adopted the following amendment to IFRSs which became effective for the current period:

IAS 7 - Statement of Cash flows - Disclosure Initiative - (Amendment) IAS 12 - Income Taxes – Recognition of Deferred Tax Assets for Unrealised losses (Amendments)

The adoption of the above amendments and improvements to accounting standards did not have any material effect on these condensed interim financial statements.

(Up audited)

4.1

4.2

|      | (On-addited)     | (Addited)            |
|------|------------------|----------------------|
| Note | June 30,<br>2017 | December 31,<br>2016 |
|      | Rupees           | in `000              |

1.703.331

163,124

1,665,842

93,806

### PROPERTY, PLANT AND EQUIPMENT Operating fixed assets Capital work-in-progress

|     |  |                | 1,759,648                       | 1,866,455                        |
|-----|--|----------------|---------------------------------|----------------------------------|
| 4.1 | Operating fixed assets   |                |                                 |                                  |
|     | Opening book value Additions during the period / year Disposals during the period / year Depreciation charged during the | 4.1.1<br>4.1.1 | 1,703,331<br>134,840<br>(4,958) | 1,842,490<br>198,043<br>(12,534) |
|     | period / year  |                | (167,011)                       | (324,668)                        |
|     |  |                | 1,665,842                       | 1,703,331                        |

# Notes to the Condensed Interim Financial Statements For the six months ended June 30, 2017 (Un-audited) 1-444ions and disposals are as follows Disposals

|    |   | Addition                         | s (at cost)                       | Disposals (at book value)   |   |  |  |
|----|---|----------------------------------|-----------------------------------|---|---|--|--|
|    |   | (Un-audited)<br>June 30,<br>2017 | (Audited)<br>December 31,<br>2016 | (Un-audited)<br>June 30,<br>2017  | (Audited)<br>December 31,<br>2016                                       |  |  |
|    |   |                                  | Rupe                              | ees in `000   |   |  |  |
|    | Building Plant and machinery Furniture and fixture Factory and office |                                  | 11,351<br>104,738<br>3,047        | -<br>-<br>-   | -<br>-<br>-   |  |  |
|    | equipment<br>Motor vehicles   | 10,568<br>7,811<br>134,480       | 39,440<br>39,467<br>198,043       | 4,914<br>44<br>4,958  | 714<br>11,820<br>12,534   |  |  |
|    |   |                                  |                                   | (Un-audited)<br>June 30,<br>2017  | December 31,<br>2016  |  |  |
|    | 4.2 Capital work-in-p   | rogress                          |                                   | Rupees  | s in `000   |  |  |
|    | Building<br>Pland and machi<br>Others                                 | nery                             |                                   | 10,717<br>69,763<br>13,326<br>93,806                                    | 11,222<br>125,610<br>26,292<br>163,124                                  |  |  |
| 5. | STOCK-IN-TRADE  |                                  |                                   |   |   |  |  |
|    | Raw materials<br>Work-in-process<br>Finished goods<br>Provision again | st stock-in-tra                  | ade                               | 1,226,167<br>68,802<br>1,094,213<br>2,389,182<br>(222,978)<br>2,166,204 | 1,447,485<br>64,145<br>1,362,251<br>2,873,881<br>(229,781)<br>2,644,100 |  |  |
| 6. | CASH AND BANK BA  | LANCES                           |                                   |   |   |  |  |
|    | Cash in hand<br>Cheque in hand<br>Bank balances in                    | current acco                     | unts                              | 95<br>-<br>286,803<br>(286,898)   | 159<br>17,145<br>33,136<br>50,440                                       |  |  |

### 7. CONTINGENCIES AND COMMENTS

### 7.1 Contingencies

There is no material change in the status of contingencies as disclosed in note 19.1 to the annual financial statements of the Company for the year ended December 31, 2016.

| 7.2 Commitments                        | June 30,<br>2017 | December 31,<br>2016 |  |
|--|------------------|----------------------|--|
|  | Rupees           | in 000               |  |
| Commitments for capital expenditure    | 9,788            | 67,848               |  |
| Post-dated cheques issued to Collector |                  |                      |  |
| of Customs                             | 21,440           | 21,440               |  |
| Outstanding letters of credit          | 232,418          | 57,196               |  |
| Outstanding bank guarantees            | 315,503          | 352,498              |  |
| Outstanding bank contracts             | 139,063          | 692,437              |  |
|  |                  |                      |  |

## Notes to the Condensed Interim Financial Statements

For the six months ended June 30, 2017 (Un-audited)

### 8. OTHER EXPENSES

Include exchange loss amounting to Rs. 105.429 million (June 30, 2016: Rs. 23.404 million) arising on revaluation of foreign currency financial assets and liabilities and on transactions in foreign currencies.

### 9. TRANSACTIONS WITH RELATED PARTIES

Related parties of the Company comprise of the associates, retirement funds, directors and key management personnel. Details of transactions with related parties during the period are as follows:

|   | June 30, 2017 (Unaudited) |                          |                                |                          | J           | une 30, 201                | 6 (Unaudited)                  |                            |
|---|---------------------------|--------------------------|--------------------------------|--------------------------|-------------|----------------------------|--------------------------------|----------------------------|
| _   | Associates                | Retirement<br>Funds      | Key<br>management<br>personnel | Total                    | Associates  | Retirement<br>Funds        | Key<br>management<br>personnel | Total                      |
|   |                           | Rupess                   | s in '000                      |                          |             | Rupes                      | s in `000                      |                            |
| Sales   | 11,576                    | -                        |                                | 11,576                   | 18,337      | -                          | •                              | 18,337                     |
| Purchase of goods   | 1,731,205                 | -                        | -                              | 1,731,205                | 1,956,163   | -                          | -                              | 1,956,163                  |
| Purchase of services  | 8,623                     | -                        | -                              | 8,623                    | 9,267       | -                          | -                              | 9,267                      |
| Insurance claim received                                    | 6,736                     | -                        | -                              | 6,736                    | -           | -                          | -                              | -                          |
| Contribution paid Provident fund Gratuity fund Pension fund | :                         | 25,677<br>9,563<br>8,884 | :                              | 25,677<br>9,563<br>8,884 | -<br>-<br>- | 23,744<br>19,637<br>15,287 | :                              | 23,744<br>19,637<br>15,287 |
| Remuneration of key<br>management personne                  |                           |                          | 100,639                        | 100,639                  |             | -                          | 104,424                        | 104,424                    |

### 10. ENTITY WIDE INFORMATION

- 10.1 The Company constitutes a single reportable segment, the principle classes of products provided are pharmaceutical and vaccine products.
- 10.2 Information about classes of products net sales

|      |  | (Un-Audited) June 30, 2017Rupees            | (Un-Audited) June 30, 2016 s in `000        |
|------|--|---|---|
|      | Pharmaceutical Vaccine                           | 6,017,757<br>611,360                        | 5,479,695<br>235,911                        |
|      |  | 6,629,117                                   | 5,715,606                                   |
| 10.3 | Information about geographical areas - net sales | 3   |   |
|      | Pakistan<br>Afghanistan<br>Others                | 6,492,129<br>125,412<br>11,576<br>6,629,117 | 5,579,731<br>117,538<br>18,337<br>5,715,606 |

### 11. DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial statements were authorized for issue on August 24, 2017 by the Board of Directors of the Company.

### 12. GENERAL

Figures presented in these condensed interim financial statements have been rounded off to the nearest thousand rupees, unless otherwise stated.

Syed Babar Ali

Dr. Asim Jamal Chief Executive Officer

