

sanofi-aventis Pakistan limited

**CONDENSED INTERIM
FINANCIAL STATEMENTS**

**FOR THE HALF YEAR ENDED
JUNE 30, 2015**

(UN-AUDITED)



SANOFI



Contents

| | |
|----|--|
| 2 | Company Information |
| 3 | Directors' Report to the Shareholders |
| 5 | Auditors' Report to the Members on Review of Interim Financial Information |
| 6 | Condensed Interim Balance Sheet |
| 7 | Condensed Interim Profit & Loss Account |
| 7 | Condensed Interim Statement of Comprehensive Income |
| 8 | Condensed Interim Cash Flow Statement |
| 9 | Condensed Interim Statement of Changes in Equity |
| 10 | Notes to the Condensed Interim Financial Statements |



Company Information

Board of Directors

Syed Babar Ali
Dr. Asim Jamal
Arshad Ali Gohar
Syed Hyder Ali
Patrick Aghanian
Francois Jean Louis Briens
Jean-Marc Georges
Mohammad Ibadullah
Javed Iqbal

Chairman
Chief Executive

(Alternate Laila Khan)
(Alternate Shakeel Mapara)
(Alternate Muhammad Ali Hasani)
Chief Financial Officer

Company Secretary

Saad Usman

Auditors

Ernst & Young Ford Rhodes Sidat Hyder
Chartered Accountants

URL

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

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

Registered Office

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

Postal Address

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

Contact

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

Bankers

Bank of Tokyo-Mitsubishi UFJ, Limited
Barclays Bank PLC
Citibank, N.A
Deutsche Bank AG
Habib Bank Limited
HSBC Bank Middle East Limited
MCB Bank Limited.
National Bank of Pakistan
Standard Chartered Bank
Industrial & Commercial Bank of China



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, 2015. These financial statements have been prepared in accordance with the requirements of the International Accounting Standards (IAS) 34 - "Interim Financial Reporting" and the provisions of and the directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provision of directives issued under the Companies Ordinance, 1984 have been followed.

The Company's net sales amounted to Rs. 3,182 million and Rs. 5,426 million for the quarter and half year ended June 30, 2015 respectively registering a growth of 18.11% and 9.60% over comparative prior periods. The sales growth, despite the challenging business environment, is the result of our strategy to become "A diversified healthcare company with patient centric approach".

The Company's pharmaceutical business net sales during the quarter and half year reached Rs. 2,830 million and Rs. 4,804 million respectively, recording an increase of 18.0% and 8.4% over the comparative prior periods. During the period under review the sales growth was realized from established brands such as Lantus®, Flagyl® range, Amaryl®, Clexane® and NoSpa® partly offset by decline mainly in Claforan® due to influx of counterfeit.

The vaccines business net sales for the quarter and half year reached Rs.170.43 million and Rs. 288.77 million respectively recording healthy increase of 121.7% and 72.2% over the comparative prior periods. The increase was due to higher sales of polio vaccine as well as launch of new vaccine, Menactra®.

The consumer healthcare (CHC) business net sales for the quarter and half year reached Rs. 31.73 million and Rs. 73.07 million respectively recording a growth of 30.0% and 27.4% over the comparative prior periods. The growth was achieved backed by greater emphasis on distribution coverage, which provided the CHC product range a broader market encapsulating both pharmacies and general stores.

The Company continued on its path of exploring and materializing growth opportunities by focusing on bringing new products in the market that address patients' healthcare needs.

The Company continued to ensure its presence in the Afghanistan market through export of pharmaceutical products which stood at Rs.159.04 million and Rs. 269.67 million for the quarter & half year, registering a decline of 20.6% and 8.5% respectively over comparative prior periods. The decline in exports sales was due to adverse political situation in Afghanistan following general elections and ensuing violence leading to disruption in supplies.

Gross margin as a percentage of net sales increased to 25.5% and 28.0% for the quarter and half year respectively from 21.6% and 24.7% during the comparative prior periods. The increase in margin is primarily attributable to the increase in prices of pharmaceutical products affected last year as well as favorable exchange impact on foreign currency imports. These elements combined with the cost cutting and efficiency measures taken by the management during the period have resulted in higher gross margins.



Directors' Report to the Shareholders

Distribution and marketing expenses have increased by 8.0% and 11.9%, on an overall basis, for the quarter and half year respectively over the comparative prior periods mainly due to increased staff costs, commission, depreciation and rent expenses partly offset by decrease in travelling costs as well as freight and transportation.

Administrative expenses increased by 28.6% and 16.2% for the quarter and half year respectively over the comparative prior periods mainly due to increase in staff costs and depreciation.

Other operating cost for the period mainly includes statutory charges (i.e. Workers' Profit Participation Fund, Workers' Welfare Fund and Central Research Fund), which are all related to profit. Other operating income for the half year primarily comprises of exchange gain amounting to Rs. 92.3 million compared to Rs. 68.9 million in the same period last year.

The Company's financing cost during the half year has increased by 22.9% over comparative prior period, consequent to higher borrowing levels since the beginning of the current year.

Profit before and after taxes for the half year has increased by Rs. 146.2 million (163.4%) and Rs. 89.2 million (302.6%) respectively over the comparative prior period because of the reasons explained above.

The Company bestows paramount importance to cash flow management and regularly monitors its day to day working capital and other financing requirements. During the half year the Company spent Rs.176.5 million (2014: Rs.147.9 million) on capital expenditure and paid Rs.67.1 million (2014: Rs.95.9 million) in dividends.

Nonetheless barring unforeseen events, the management expects the sales growth of the pharmaceutical business in the remaining quarters of 2015 to be in line with the market. The management further anticipates the profitability of the company in the forthcoming months will largely depend upon the exchange rate parity of PKR versus the Euro and the USD, which directly impacts the cost of imports. In addition, planned rationalization of expenses will also have a positive impact on the bottom line in the year to go.

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

Syed Babar Ali
Chairman

By order of the Board

Dr. Asim Jamal
Chief Executive

Karachi: August 25th, 2015.



Auditors' Report to the Members on Review of Interim Financial Information

Introduction

We have reviewed the accompanying condensed interim balance sheet of sanofi-aventis Pakistan Limited as at 30 June 2015 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.

Einst & young Farid Khan Akhter Huda

Chartered Accountants

Engagement Partner: Riaz A. Rehman Chamdia

Date: August 25, 2015

Place: Karachi



Condensed Interim Balance Sheet

As at June 30, 2015

| | Note | June 30, 2015 | December 31, 2014 |
|--|------|--------------------------|----------------------|
| | |Rupees in `000..... | |
| | | (Un-audited) | (Audited) |
| ASSETS | | | |
| NON-CURRENT ASSETS | | | |
| Fixed assets | | | |
| Property, plant and equipment | 4 | 2,036,232 | 2,018,562 |
| Intangible asset | | 1,257 | 220 |
| | | 2,037,489 | 2,018,782 |
| Long-term loans | | 7,557 | 7,737 |
| Long-term deposits | | 4,030 | 4,030 |
| CURRENT ASSETS | | | |
| Stores and spares | | 50,080 | 49,471 |
| Stock-in-trade | | 3,550,227 | 3,758,056 |
| Trade debts | | 1,046,612 | 733,717 |
| Short-term loans and advances | | 80,035 | 49,250 |
| Trade deposits and short-term prepayments | | 245,051 | 218,792 |
| Other receivables | | 30,387 | 178,899 |
| Taxation - payment less provision | | 894,074 | 804,733 |
| Cash and bank balances | | 18,066 | 9,280 |
| | | 5,914,532 | 5,802,198 |
| TOTAL ASSETS | | 7,963,608 | 7,832,747 |
| EQUITY AND LIABILITIES | | | |
| SHARE CAPITAL AND RESERVES | | | |
| Share capital | | | |
| Authorized | | | |
| 10,000,000 Ordinary shares of Rs. 10 each | | 100,000 | 100,000 |
| Issued, subscribed and paid-up | | 96,448 | 96,448 |
| Reserves | | | |
| Capital reserves | | 197,722 | 188,982 |
| Revenue reserves | | 2,157,851 | 2,106,717 |
| | | 2,355,573 | 2,295,699 |
| | | 2,452,021 | 2,392,147 |
| NON-CURRENT LIABILITIES | | | |
| Long term financing | | 500,000 | 500,000 |
| Deferred taxation | | 109,729 | 132,276 |
| | | 609,729 | 632,276 |
| CURRENT LIABILITIES | | | |
| Trade and other payables | | 1,980,130 | 1,991,679 |
| Accrued mark-up | | 81,700 | 67,778 |
| Short term borrowings | 5 | 900,000 | 600,000 |
| Running finances utilized under mark-up arrangements - secured | | 1,940,028 | 2,148,867 |
| | | 4,901,858 | 4,808,324 |
| | | 5,511,587 | 5,440,600 |
| CONTINGENCIES AND COMMITMENTS | 6 | | |
| TOTAL EQUITY AND LIABILITIES | | 7,963,608 | 7,832,747 |

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



Condensed Interim Profit and Loss Account

For the six months ended June 30, 2015 (Un-audited)

| Note | Six Months Ended | | Quarter Ended | |
|---|--------------------------|------------------|------------------|------------------|
| | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| |Rupees in `000..... | | | |
| NET SALES | 5,426,446 | 4,951,062 | 3,182,170 | 2,694,270 |
| Cost of sales | (3,904,920) | (3,725,922) | (2,369,403) | (2,113,377) |
| GROSS PROFIT | <u>1,521,526</u> | <u>1,225,140</u> | <u>812,767</u> | <u>580,893</u> |
| Distribution and marketing expenses | (1,044,092) | (933,055) | (545,550) | (504,914) |
| Administrative expenses | (144,380) | (124,239) | (87,419) | (67,967) |
| Other operating expenses | (31,343) | (20,986) | (73,935) | (5,847) |
| Other income | 103,151 | 80,238 | 5,265 | 13,642 |
| | (1,116,664) | (998,042) | (701,639) | (565,086) |
| OPERATING PROFIT | <u>404,862</u> | <u>277,098</u> | <u>111,128</u> | <u>15,807</u> |
| Finance costs | (169,161) | (137,621) | (79,442) | (68,732) |
| PROFIT / (LOSS) BEFORE TAXATION FOR THE PERIOD | <u>235,701</u> | <u>89,477</u> | <u>31,686</u> | <u>(52,925)</u> |
| Taxation - Current | (139,600) | (79,168) | (68,187) | (37,834) |
| - Prior | - | - | - | 11,663 |
| - Deferred | 22,546 | 19,160 | 23,178 | 32,017 |
| | (117,054) | (60,008) | (45,009) | 5,846 |
| NET PROFIT / (LOSS) FOR THE PERIOD | <u>118,647</u> | <u>29,469</u> | <u>(13,323)</u> | <u>(47,079)</u> |
| BASIC AND DILUTED EARNINGS / (LOSS) PER SHARE (Rupees) | <u>12.30</u> | <u>3.06</u> | <u>(1.38)</u> | <u>(4.88)</u> |

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

Karachi: April 28, 2015.



Condensed Interim Statement of Comprehensive Income

For the six months ended June 30, 2015 (Un-audited)

| | Six Months Ended | | Quarter Ended | |
|--|--------------------------|------------------|------------------|------------------|
| | June 30, 2015 | June 30, 2014 | June 30, 2015 | June 30, 2014 |
| |Rupees in `000..... | | | |
| Net profit / (loss) for the period | 118,647 | 29,469 | (13,323) | (47,079) |
| Other comprehensive income for the period | - | - | - | - |
| Total comprehensive income for the period | <u>118,647</u> | <u>29,469</u> | <u>(13,323)</u> | <u>(47,079)</u> |

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



Condensed Interim Cash Flow Statement

For the six months ended June 30, 2015 (Un-audited)

| | Note | June 30, 2015 | June 30, 2014 |
|---|------|---------------------------|---------------------------|
| | |Rupees in `000..... | |
| CASH FLOWS FROM OPERATING ACTIVITIES | | | |
| Cash generated from operations | 8 | 570,528 | 661,493 |
| Finance costs paid | | (155,239) | (142,595) |
| Income tax (paid) / received | | (228,942) | 49,550 |
| Retirement benefits paid | | (28,203) | (21,584) |
| Long-term loans and advances (net) | | 180 | 296 |
| Net Cash generated from operating activities | | <u>158,324</u> | <u>547,160</u> |
| CASH FLOWS FROM INVESTING ACTIVITIES | | | |
| Capital expenditure | | (176,467) | (147,933) |
| Sale proceeds from disposal of operating fixed assets | | 2,868 | 3,494 |
| Net cash used in investing activities | | <u>(173,599)</u> | <u>(144,439)</u> |
| CASH FLOWS FROM FINANCING ACTIVITIES | | | |
| Short term borrowing obtained | | 300,000 | - |
| Dividends paid | | (67,100) | (95,931) |
| Net cash generated from / (used in) financing activities | | <u>232,900</u> | <u>(95,931)</u> |
| NET INCREASE IN CASH AND CASH EQUIVALENTS | | <u>217,625</u> | <u>306,790</u> |
| CASH AND CASH EQUIVALENTS AT BEGINNING OF THE PERIOD | | <u>(2,139,587)</u> | <u>(1,558,937)</u> |
| CASH AND CASH EQUIVALENTS AT END OF THE PERIOD | 9 | <u><u>(1,921,962)</u></u> | <u><u>(1,252,147)</u></u> |

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



Condensed Interim Statement of Changes in Equity

For the six months ended June 30, 2015 (Un-audited)

| | Capital Reserves | | | | Revenue Reserves | | Total |
|--|---|--|---|----------------|--------------------|-------------------------------|------------------|
| | Issued, subscribed and paid-up share capital | Long term liabilities forgone | Difference of share capital under scheme of arrangement for amalgamation | Other | General reserve | Unappropri- ated profit | |
| | Rupees in '000 | | | | | | |
| Balance as at January 1, 2014 | 96,448 | 5,935 | 18,000 | 129,403 | 1,535,538 | 441,289 | 2,226,613 |
| Employee benefits cost under IFRS - 2 "Share based payment" | - | - | - | 18,297 | - | - | 18,297 |
| Final dividend @ Rs. 10/- per ordinary share for the year ended December 31,2013 | - | - | - | - | - | (96,448) | (96,448) |
| Transfer to general reserve | - | - | - | - | 200,000 | (200,000) | - |
| Net profit for the period | - | - | - | - | - | 29,469 | 29,469 |
| Other comprehensive income for the period | - | - | - | - | - | - | - |
| Total comprehensive income for the period | - | - | - | - | - | 29,469 | 29,469 |
| Balance as at June 30, 2014 | <u>96,448</u> | <u>5,935</u> | <u>18,000</u> | <u>147,700</u> | <u>1,735,538</u> | <u>174,310</u> | <u>2,177,931</u> |
| Balance as at January 1, 2015 | 96,448 | 5,935 | 18,000 | 165,047 | 1,735,538 | 371,179 | 2,392,147 |
| Employee benefit cost under IFRS 2 - "Share based Payment" | - | - | - | 8,740 | - | - | 8,740 |
| Final dividend @ Rs. 7/- per ordinary share for the year ended December 31,2014 | - | - | - | - | - | (67,513) | (67,513) |
| Transfer to general reserve | - | - | - | - | 200,000 | (200,000) | - |
| Net profit for the period | - | - | - | - | - | 118,647 | 118,647 |
| Other comprehensive income for the period | - | - | - | - | - | - | - |
| Total comprehensive income for the period | - | - | - | - | - | 118,647 | 118,647 |
| Balance as at June 30, 2015 | <u>96,448</u> | <u>5,935</u> | <u>18,000</u> | <u>173,787</u> | <u>1,935,538</u> | <u>222,313</u> | <u>2,452,021</u> |

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



Notes to the Condensed Interim Financial Statements

For the six months ended June 30, 2015 (Un-audited)

1. THE COMPANY AND ITS OPERATIONS

The Company was incorporated in Pakistan in 1967 under the Companies Act, VII of 1913 (now the Companies Ordinance, 1984), as a Public Limited Company. The shares of the Company are listed on Karachi, Lahore and Islamabad Stock Exchanges. 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 These condensed interim financial statements of the company for the six months ended June 30, 2015 have been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 – “Interim Financial Reporting” and provisions of and directives issued under the Companies Ordinance, 1984. In case where requirements differ, the provisions of and directives issued under the Companies Ordinance, 1984 have been followed. These are required to be presented to the shareholders under Section 245 of the Companies Ordinance, 1984.

2.2 These condensed interim financial statements are unaudited and 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, 2014.

2.3 These condensed interim financial statements are un-audited but subject to limited scope review by the auditors.

3. ACCOUNTING POLICIES

SIGNIFICANT ACCOUNTING POLICIES

The accounting policies and the methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in the preparation of the annual financial statements for the year ended December 31, 2014 except other than those disclosed below:

The Company has adopted the following revised standards and amendments of IFRSs which became effective for the current period:

- IFRS 10 - Consolidated Financial Statements
- IFRS 11 - Joint Arrangements
- IFRS 12 - Disclosure of Interests in Other Entities
- IFRS 13 - Fair Value Measurement
- IAS 19 - Employee Benefits – (Amendment)- Defined Benefit Plans: Employee Contributions

The adoption of the above revisions and amendments do not have any material effect on the condensed interim financial statements.

In addition to above, improvements to various accounting standards have also been issued by the IASB and are generally effective for current period. The Company expects that such improvements to the standards do not have any impact on the condensed interim financial statements.

| | | June 30, 2015 | December 31, 2014 |
|---|------|--|----------------------|
| | Note |Rupees in `000..... (Un-audited) | (Audited) |
| 4. PROPERTY, PLANT AND EQUIPMENT | | | |
| Operating fixed assets | 4.1 | 1,892,027 | 1,822,726 |
| Capital work-in-progress | | 144,205 | 195,836 |
| | | <u>2,036,232</u> | <u>2,018,562</u> |

4.1 Operating fixed assets

Following were the additions and disposals of operating fixed assets during the current period:

| | Additions | Disposals | |
|------------------------------|--------------------------|---------------|-----------------------------|
| | | Cost | Accumulated Depreciation |
| |Rupees in `000..... | | |
| Building | 1,422 | - | - |
| Plant and machinery | 161,816 | - | - |
| Furniture and fixtures | 2,186 | - | - |
| Factory and office equipment | 31,615 | 8,197 | 8,160 |
| Motor vehicles - owned | 28,010 | 6,497 | 5,581 |
| | <u>225,049</u> | <u>14,694</u> | <u>13,741</u> |



Notes to the Condensed Interim Financial Statements

For the six months ended June 30, 2015 (Un-audited)

5. SHORT TERM BORROWINGS

During the period, the Company has obtained short term loan from a bank amounting to Rs. 300 million. This loan carries mark-up rate of KIBOR plus 30 basis points, repayable by November 01, 2015. This loan is secured by first pari passu hypothecation charge over all present and future stocks and receivables of the Company amounting to Rs. 375 million.

6. CONTINGENCIES AND COMMITMENTS

Contingencies

- 6.1 There is no change in the status of contingencies as disclosed in note 20 to the audited financial statements of the Company for the year ended December 31, 2014, except for the following:

During the period, the Deputy Commissioner Inland Revenue, Enforcement & Collection has passed an order under section 122(5) of the Income Tax Ordinance, 2001 for the tax year 2013, whereby the tax liability of the Company for the said tax year has been increased by Rs. 178,153 million. Against the above order, the Company has filed an appeal before the Commissioner Inland Revenue (Appeals), which is pending for hearing. The Company, based on the advice of its tax advisor, is confident of the favorable outcome and accordingly no provision has been made in these condensed interim financial statements, against the aforesaid demand.

Commitments

- 6.2 Commitments in respect of capital expenditure contracted for amounted to Rs. 55.724 million (December 31, 2014: Rs. 36.581 million) as at June 30, 2015.
- 6.3 Post-dated cheques aggregating to Rs. 21,383 million (December 31, 2014: Rs. 27.634 million) at the end of the current period have been given to Collector of Customs in respect of exemption of levies on import of machine accessories.

| | June 30, 2015 | December 31, 2014 |
|-----------------------------------|--------------------------|----------------------|
| |Rupees in `000..... | |
| | (Un-audited) | (Audited) |
| 6.4 Outstanding letters of credit | <u>34,226</u> | <u>112,817</u> |
| 6.5 Outstanding bank contracts | <u>166,165</u> | <u>225,944</u> |

7. OTHER INCOME

Includes net exchange gain amounting to Rs. 92.305 million (June 30, 2014: Rs. 68.949 million).

| | Six months ended June 30, 2015 | Six months ended June 30, 2014 |
|------|--------------------------------------|--------------------------------------|
| Note |Rupees in `000..... | |

8. CASH GENERATED FROM OPERATIONS

| | | |
|--|----------------|----------------|
| Profit before taxation | 235,701 | 89,477 |
| Adjustment for non-cash charges and other items: | | |
| Depreciation / amortization | 153,692 | 118,594 |
| Fixed assets written off | 3,115 | - |
| Gain on disposal of operating fixed assets | (1,915) | (1,326) |
| Expenses arising from equity settled share based payment plans | 8,740 | 18,297 |
| Retirement benefits | 31,797 | 25,293 |
| Finance costs | 169,161 | 137,621 |
| Working capital changes | 8.1 (29,763) | 273,537 |
| | <u>570,528</u> | <u>661,493</u> |

8.1 Working capital changes

(Increase) / Decrease in current assets:

| | | |
|---|-----------------|----------------|
| Stores and spares | (609) | 711 |
| Stock-in-trade | 207,829 | (67,522) |
| Trade debts | (312,895) | 27,115 |
| Short-term loans and advances | (30,785) | (12,876) |
| Trade deposits and short-term prepayments | (26,259) | (7,053) |
| Other receivables - net | 148,512 | 325,337 |
| | <u>(14,207)</u> | <u>265,712</u> |

(Decrease) / increase in current liabilities:

| | | |
|---|-----------------|----------------|
| Trade and other payables - net (excluding unclaimed dividend) | <u>(15,556)</u> | <u>7,825</u> |
| | <u>(29,763)</u> | <u>273,537</u> |



Notes to the Condensed Interim Financial Statements

For the six months ended June 30, 2015 (Un-audited)

9. CASH AND CASH EQUIVALENTS

Cash and cash equivalents comprise of the following items:

| | | |
|---|--------------------|--------------------|
| Cash and bank balance | 18,066 | 29,100 |
| Running finance utilized under mark-up arrangements | (1,940,028) | (1,281,247) |
| | <u>(1,921,962)</u> | <u>(1,252,147)</u> |

10. TRANSACTIONS WITH RELATED PARTIES

Related parties comprise of associated undertakings, employees' provident fund, employees' gratuity fund, employees' pension fund, directors and key management personnel of the Company. The Company in the normal course of business carries out transactions with various related parties.

There are no transactions with key management personnel other than under the terms of employment.

Details of transactions with related parties during the period are as follows:

| | June 30, 2015 | | | | | June 30, 2014 | | | | |
|---|-----------------|--|---------------------------|--------------------------|-----------|-----------------|--|---------------------------|--------------------------|-----------|
| | Group companies | Related parties by virtue of common directorship | Retirement benefits plans | Key management personnel | Total | Group companies | Related parties by virtue of common directorship | Retirement benefits plans | Key management personnel | Total |
| | Rupees in '000 | | | | | Rupees in '000 | | | | |
| i) Net Sales | 11,451 | - | - | - | 11,451 | 12,865 | - | - | - | 12,865 |
| ii) Purchase of goods | 1,805,678 | - | - | - | 1,805,678 | 1,920,496 | - | - | - | 1,920,496 |
| iii) Purchase of services | - | 8,206 | - | - | 8,206 | - | 11,379 | - | - | 11,379 |
| iv) Contribution paid | | | | | | | | | | |
| - Provident fund | - | - | 22,570 | - | 22,570 | - | - | 19,830 | - | 19,830 |
| - Gratuity fund | - | - | 16,947 | - | 16,947 | - | - | 6,582 | - | 6,582 |
| - Pension fund | - | - | 11,256 | - | 11,256 | - | - | 15,000 | - | 15,000 |
| v) Remuneration of key management personnel | - | - | - | 90,371 | 90,371 | - | - | - | 68,030 | 68,030 |

Further, the impact of benefits available to the Chief Executive and others recognized by the Company in the expenses during the period on account of share-based payment plans aggregated to Rs. 0.808 million (June 30, 2014: Rs. 2.822 million) and Rs. 7.932 million (June 30, 2014: Rs. 15.475 million) respectively.

11. DATE OF AUTHORIZATION FOR ISSUE

These condensed interim financial statements were authorized for issue on August 25, 2015 by the Board of Directors of the Company.

12. GENERAL

12.1 The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarters ended June 30, 2015 and June 30, 2014 have not been subject to a limited scope review, as the scope of the review covered only cumulative figures for the six months ended June 30, 2015 and June 30, 2014.

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

Syed Babar Ali
Chairman

Dr. Asim Jamal
Chief Executive