



Board of Directors (From Left to Right) Dr. Munawar Ali Uqaili, Mr. Abdul Naseer, Mr. Khwaja Bakhtiar Ahmed, Ms. Aliya Yusuf, Mr. Arshad Rahim Khan, Mr. Behram Hasan and Mr. Javed Iqbal,



Board of Directors Meeting held on March 20, 2006 to consider and approve Audited Accounts for the year ended December 31, 2005



## Mission:

We bring to the world pharmaceutical and health care products that improve lives and deliver outstanding value to our customers and shareholders.

## Vision:

Our vision is to lead the way to a healthier world. By carrying out this vision at every level of our organization, we will be recognized by our employees, customers and shareholders as the best pharmaceutical company in the world, resulting in value for all.

We will achieve this by being accountable for:

- Leading the world in innovation through pharmaceutical, biotech and vaccine technologies.
- Making trust, quality, integrity and excellence hallmarks of the way we do business.
- Attracting, developing and motivating our people.
- Continually growing and improving our business.
- Demonstrating efficiency in how we use resources and make decisions.

## Values:

To achieve our mission and realize our vision, we must live by our values:

- Quality
- Integrity
- *Respect for People*
- Leadership
- Collaboration " Teamwork"

## Quality

We are committed to excellence - in the results we achieve and in how we achieve them:

- Do our jobs right every time.
- Focus on what's important.
- Raise the bar and deliver continuous process improvement.
- Innovate and execute flawlessly.

## Integrity

We do what is right for our customers, our communities, our shareholders and ourselves:

- Operate ethically.
- Take responsibility for our actions.
- Follow through on commitments.
- Communicate in an honest and authentic manner.
- Respect confidentiality.

## Respect for People

We promote a diverse culture and a commitment to mutually respect our employees, our customers and our communities:

- Treat others with dignity and respect.
- Embrace and encourage new ideas.
- Cultivate individual talents.
- Celebrate achievements.
- Foster an environment of trust.
- Encourage open and honest dialogue.
- Embrace diversity to drive business results.

## Leadership

We value people at every level who lead by example, take pride in what they do and inspire others:

- Model our values.
- Perform our jobs with passion and conviction.
- Bring out the best in people.
- Anticipate, plan and embrace change.
- Demonstrate personal initiative.
- Promote innovative thinking.
- Develop talent.
- Make the most of our resources.
- Improve processes to drive cost efficiencies.
- Take personal ownership for results.

## Collaboration - "Teamwork"

We value teamwork - working together to achieve common goals is the foundation of our success:

- Be flexible and responsive.
- Think and work across boundaries.
- Share knowledge and information freely.
- Seek input and listen.

Take personal ownership for collaborating with others.

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## **COMPANY INFORMATION**

## **BOARD OF DIRECTORS**

Arshad Rahim Khan Bernard Poussot Robert N. Power Mark Larsen Baldev Arora Khwaja Bakhtiar Ahmed Behram Hasan Chairman, Chief Executive & Managing Director Alternate : Aliya Yusuf Alternate : Dr. Munawar Ali Uqaili Alternate : Javed Iqbal Alternate : Abdul Naseer

Nominee of N.I.T.

## **COMPANY SECRETARY**

Khwaja Bakhtiar Ahmed

## AUDIT COMMITTEE

Javed Iqbal Aliya Yusuf Dr. Munawar Ali Uqaili

## BANKERS

Citibank, N.A. ABN-AMRO Bank Standard Chartered Bank

## AUDITORS

A.F.Ferguson & Co.

## LEGAL ADVISORS

Orr. Dignam & Company Syed Qamaruddin Hassan

## SHARE REGISTRAR

THK Associates (Pvt.) Ltd. Ground Floor, Modern Motors House, Beaumont Road, Karachi. Ph. # 5689021, 5686658 & 111-000-322

## HEAD OFFICE / REGISTERED OFFICE

S-33, Hawkes Bay Road, S.I.T.E.,
G.P.O. Box No.167, Karachi.
Ph. # 92-21-2354651-61 & 111-777-333
Fax: # 92-21-2354681
Website: www.wyethpakistan.com
Note: These accounts are also available on our website.

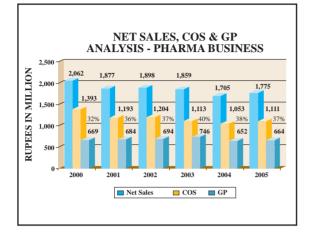
Chairman

## Key operating and financial data of six years

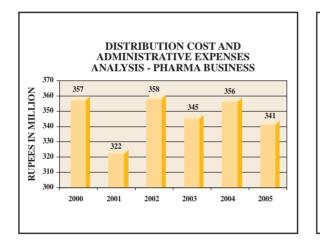
KEY INDICATORS		2000	2001	2002	2003	2004	2005
Trading results (Rs. in millions)							_
Net sales		2,101	1,877	1,898	1,859	1,705	1,776
Gross profit		623	684	694	746	652	664
Operating profit		179	361	335	402	296	323
Profit/(loss) before tax		(7)	285	336	432	161	327
Profit/(loss) after tax		(20)	86	245	302	107	227
Financial position (Rs. in million	ns)						
Shareholder's equity		248	334	543	809	916	1,071
Property, plant & equipment		101	129	134	159	175	174
Net current assets		193	214	411	666	734	896
Long-term liabilities		2	1	3	6	1	7
Profitability							
Gross profit	%	29.64	36.43	36.54	40.13	38.22	37.40
Operating profit	%	8.54	19.26	17.66	21.59	17.37	18.16
Profit/(loss) before tax	%	(0.35)	15.20	17.69	23.21	9.45	18.42
Profit/(loss) after tax	%	(0.95)	4.55	12.89	16.22	6.27	12.77
Performance							
Fixed assets turnover	Times	20.72	14.54	14.17	11.69	9.77	10.20
Avg. Inventory holding period	Days	117	148	116	154	183	169
Debtor's turnover	Times	8.95	11.79	8.44	8.12	15.10	30.81
Average collection period	Days	41	31	43	45	24	12
Return/(loss) on equity	%	(8.09)	25.64	45.09	37.28	11.68	21.16
Return/(loss) on capital employed	%	(8.00)	25.55	44.83	37.01	11.67	21.03
<b>T 1 1 1</b>							
Liquidity	<b>TP</b> '	1 1 1	1.00	1 70	2.20	2.02	2.02
Current	Times	1.11	1.28	1.78	3.30	3.03	3.63
Quick	Times	0.78	0.62	1.02	1.61	1.57	2.16
Valuation							
Earning/(loss) per share (before tax	() Rs.	(5.25)	200.69	236.13	303.57	113.31	230.10
Earning/(loss) per share (defore tax)	Rs.	(14.13)	60.18	172.19	212.12	75.25	250.10 159.48
Breakup value per share	Rs.	(14.13) 174.49	234.67	381.86	568.98	644.23	753.71
Dividend per share	Rs.	1/+.47		25.00	25.00	* 50.00	* 60.00
Dividend payout ratio (after tax)	КS. %		-	14.51	11.78	* 66.44	* 37.62
Price earning ratio	Times	10.62	3.90	3.95	7.54	17.04	12.29
Dividend yield	%	10.02	5.90	5.46	2.19	* 3.46	* 3.70
Market value per share at 31-12	Rs.	150	235	680	1,600	1,282	1,960
Market capitalization	Rs.(M)	213	334	967	2,275	1,282	2,786
warket capitalization	<b>IX5.(IVI)</b>	215	554	907	2,215	1,025	2,700

\* Post Balance Sheet Events - The Board of Directors have proposed dividend for the year ended December 31, 2005 of Rs 60 per share (2004: Rs 50 per share) at their meeting held on March 20, 2006.

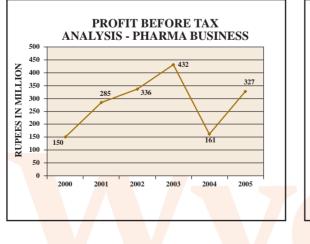
## PERFORMANCE AT A GLANCE

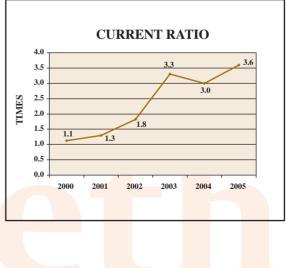














## NOTICE OF ANNUAL GENERAL MEETING

NOTICE is hereby given that the Fifty Seventh Annual General Meeting of **Wyeth Pakistan Limited** will be held on Tuesday, April 18, 2006, at 10.30 a.m. at the Registered Office of the Company, S-33, Hawkes Bay Road, SITE, Karachi, to transact the following business:

## **ORDINARY BUSINESS :**

- 1. To confirm the minutes of the Fifty Sixth Annual General Meeting of the Company held on April 28, 2005.
- 2. To receive, consider and adopt the Audited Accounts together with the Directors' and Auditors' Reports for the year ended December 31, 2005.
- 3. To approve payment of cash dividend @ 60% as recommended by the Directors.
- 4. To approve the transmission of Quarterly Accounts through Company's Website.
- 5. To appoint Auditors for the year ending December 31, 2006 and to authorize Board of Directors to fix their remuneration.

By Order of the Board

KHWAJA BAKHTIAR AHMED Director/Company Secretary

Karachi : March 24, 2006.

## NOTES :

- 1. The Share Transfer Books of the Company will remain closed from April 18, 2006 to April 24, 2006 (both days inclusive).
- 2. A member entitled to attend and vote at the above meeting may appoint a proxy to attend and vote instead of him/her. A proxy need not be a member of the Company. The completed Proxy Form must be deposited at the Registered Office of the Company not less than 48 hours before the time for holding the meeting.
- 3. Account holders and sub-account holders and/or the persons whose securities are in group account and holding book entry securities of the Company in Central Depository System of Central Depository Company of Pakistan Limited (CDC), who wish to attend the General Meeting are requested to please bring original I.D. Card with copy thereof duly attested or the original passport and account number in CDC for verification. In case of proxy, he/she must also produce attested copy of his/her NIC or original passport at the time of meeting.
- 4. In case of corporate entity, the Board of Directors' resolution/power of attorney with specimen signature shall be submitted along with proxy form to the Company.
- 5. Members are requested to promptly communicate to the Company's Registrar any change in their addresses.

## **DIRECTORS' REPORT**

It gives us pleasure to welcome you to the 57<sup>th</sup> Annual General Meeting of the Company.

## **Business Overview**

The business of your Company progressed during 2005 in the face of continuous challenges. As per our plan, we launched two new products S-26 Gold and Promil Gold during 2005. The market response and sales of these products are very encouraging. Our major therapeutic class Anti TB products performance remained under pressure due to free product supplies from Global Drug Facility (GDF). Efexor (Anti-depressant) and Tazocin (Antibiotic) continue to perform well while performance of other products also improved as compared to 2004. The Company had initiated a restructuring program in 2004 as a result of which we were able to reduce our costs and improve our operating results.

## **Operating Results**

The Company's net domestic sales and export sales for the year increased by **4.4** % and **1.2%** as compared to last year, respectively. There has been no price increase by Government of Pakistan for last four years. The performance, therefore, has come from volume only.

Cost of sales as a percent of net sales is higher due to rising cost of raw materials in international market used in some of our key products. In the absence of any price increase by Government of Pakistan, our profitability remains under pressure. Distribution cost and administrative expenses for the year have also decreased due to restructuring measures taken last year. Other income reported this year is lower than last year. Last year other income was higher as we booked higher interest income on determined tax refunds of prior years.

In view of various business improvement measures taken by the management, the working capital has significantly improved and cash generated from operations has resulted in significant increase in cash and bank balances. Your Company's management is continuously focused in taking steps to improve performance in spite of various business difficulties.

## **Future Strategies**

The Company remains committed to invest in new products, focus on key brands and introducing new therapies for the benefit of the people of Pakistan.

The consolidation, manpower rationalization and business improvement initiatives undertaken in prior years and the period under review will contribute towards improving operational efficiencies and reducing operational costs on an ongoing basis. However, in the absence of any price increase / adjustment policy and also in view of increasing trend of raw material prices in international markets it will remain a challenge to maintain, leave alone improve our results. The management of your Company is dedicated to make further investments in improving Company operations.

Besides all our efforts to make the Company strong, it is also necessary on part of the Government that they should develop a progressive market oriented regulatory framework particularly for price review without which the planning and forecasting for new investments will be impaired.



### **Donation to Earthquake Victims in 2005**

The earthquake disaster in the northern areas of Pakistan on October 8<sup>th</sup>, 2005 took a toll of thousands of lives and has rendered millions homeless. Wyeth USA, Wyeth Pakistan and its employees also mourn the tragedy and have donated in the form of cash and kind (medicines etc.) towards the relief efforts. Wyeth Pakistan has donated Rupees 1.5 million along with the medicines at a market value of Rupees 2.1 million. Wyeth USA donated US Dollars 1.1 million in cash and 1 million single unit dose of Hib Titer® (Haemophilus b Conjegate Vaccine Diphtheria CRM197 Protein Conjugate) of a value of US Dollars 28 million, which protects young children against Haemophilus influenzae type b, a major cause of invasive bacterial disease.

### Environment

Wyeth Pakistan has a well defined Corporate Environment Policy which is in practice to ensure compliance with relevant laws of National Environment Quality Standards (NEQS). We have installed a Waste Water Treatment Plant of Sequential Batch Reactor Type (SBR). In addition, we have replaced reciprocating type of chiller with Absorption chiller to eliminate use of Refrigerant gases, which are Ozone depleting.

### Directors

Since the last Annual General Meeting, the following changes took place in the constitution of the Company's Board.

- Re-election of directors
- On September 15, 2005 Mr. Humayun Nazir, an alternate Director for Mr. Baldev Arora resigned from the Board
- Mr. Baldev Arora appointed Mr. Abdul Naseer as his alternate on October 25, 2005.

The Board of Directors wish to place on record appreciation of services rendered by the outgoing alternate Director and welcomed the new alternate Director on the Board.

#### **Subsequent Events**

No material changes or commitments affecting financial position of the Company have taken place between the end of the financial year and the date of this report.

#### **Audit Committee**

Audit Committee was reconstituted with the same members.

#### Auditors

M/s A.F. Ferguson & Co., Chartered Accountants were appointed as auditors of the Company for the current year in the 56th Annual General Meeting held on April 28, 2005. The present Auditors, M/s A.F. Ferguson & Co., Chartered Accountants retire and being eligible offer themselves for reappointment. The Board of Directors on the suggestion of Audit Committee recommended the appointment of M/s. A.F. Ferguson & Co., Chartered Accountants as statutory auditors till the conclusion of next AGM.

#### Dividend

The Directors are pleased to announce the dividend of Rs. 60 being 60% on a share of Rs.100 each held at the close of the share transfer books as referred in notice of the 57<sup>th</sup> Annual General Meeting. Last dividend was declared in 2005 @ Rs.50 i.e. 50% on each share of Rs.100.



## **Parent Companies**

Wyeth incorporated in the state of Delaware, U.S.A. holds 576,470 (40.55%) shares and Wyeth Holdings Corporation, New Jersey, U.S.A. (100% owned company of Wyeth) holds 448,560 (31.55%) shares thus the total holding is 72.10%.

## **Code of Corporate Governance – Statement of Directors' Responsibilities**

The Securities and Exchange Commission of Pakistan (SECP) introduced in March 2002, Code of Corporate Governance to enhance the transparency and credibility in the corporate sector for listed Companies. In compliance of the Code of Corporate Governance, we give below statements on Corporate and Financial Reporting Framework:

- a) The financial statements prepared by the management of the company, present fairly its state of affairs, the result of its operations, cash flows and changes in equity.
- b) Proper books of accounts of the Company have been maintained.
- c) Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- **d**) International Accounting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and any departure there from has been adequately disclosed.
- e) The system of internal control is sound in design and has been effectively implemented and monitored.
- f) There are no significant doubts upon the Company's ability to continue as a going concern.
- **g**) There has been no material departure from the best practices of corporate governance, as detailed in the listing regulations.
- **h**) Key operating and financial data of last six years (including current year) are shown on page **2**.
- i) There are certain disputed demands of Income Tax which have not been accrued or paid. These have been explained in the note no. **26** on Taxation.
- j) The value of investments of pension, gratuity and provident fund were as follows:

Name of Funds	Un-audited 2005	Audited 2004
Pension Fund	Rs. 98 million	Rs. 72 million
Gratuity Fund	Rs. 84 million	Rs. 87 million
Provident Fund	Rs. 198 million	Rs. 222 million

The value of investments includes accrued interest and the audit of these funds for the year is in progress.

No. of meetings	1	2	3	4	5
Date of Meetings	16-03-05	21-03-05	28-04-05	24-08-05	25-10-05
Directors					
Arshad Rahim Khan	Р	Р	Р	Р	Р
Khwaja Bakhtiar Ahmed	Р	Р	Р	Р	Р
Javed Iqbal	Р	Р	Р	Α	Р
Dr. Munawar Ali Uqaili	Р	Р	Р	Р	Р
Aliya Yusuf	Р	Р	Р	Р	Р
Behram Hasan	Р	Р	Α	Р	Р
Humayun Nazir *	Р	Р	Р	Р	-
Abdul Naseer **	-	-	-	-	Р

**k**) During the year five board meetings were held and following were present (P) and absent (A) at the meeting.

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\* Left the board on September 15, 2005.

\*\* Joined the board on October 25, 2005.

 The Chief Executive Officer, Chief Financial Officer/ Company Secretary and all Directors have confirmed, that neither they nor their spouses and minor children carried out trading in the shares of the Company.

#### **Industrial Relations**

We are pleased to acknowledge that the relations with employees remained congenial throughout the year. The management recognizes and records its sincere appreciation to all employees for their continued dedication, commitment and hard work for the growth and prosperity of the company, without which this performance would not have been possible. Wyeth Pakistan has a very clear mission, vision and values. Our products are of highest quality and our people are dedicated and hardworking. Once again we expect the same zeal and continued commitment in years to come, as was in the past.

#### Earnings per share

Earnings per share after taxation is Rupees 159.48 (2004:Rupees 75.25).

### **Corporate Governance**

A statement of compliance with the Code of Corporate Governance is attached.

#### **Pattern of Shareholding**

The pattern of shareholding is given on page **40** of this report.

Aufued R. Chan\_\_\_\_\_By Order of the Board

Arshad Rahim Khan Chief Executive

Khwaja Bakhtiar Ahmed Director

Karachi: March 20, 2006

## STATEMENT OF COMPLIANCE WITH THE CODE OF CORPORATE GOVERNANCE

This statement is being presented to comply with the Code of Corporate Governance contained in Listing Regulation No. 37 of the Karachi Stock Exchange and Chapter XIII of the Lahore Stock Exchange for the purpose of establishing a framework of good governance, whereby a listed company is managed in compliance with the best practices of corporate governance.

The Company has applied the principles contained in the Code in the following manner:

- 1. The Company encourages representation of independent non-executive Directors and Directors representing minority interests on its Board of Directors (the Board). At present the Board includes two independent non-executive Directors. The Company also has one Director representing minority equity interest of Institutional Investor (NIT).
- 2. All the resident Directors have confirmed that none of them is serving as a Director in more than ten listed companies, including this Company.
- 3. All the resident Directors of the Company are registered as taxpayers and none of them has defaulted in payment of any loan to a banking company, a Development Financial Institution or a Non-Banking Financial Institution or, being a member of a stock exchange, has been declared as a defaulter by that stock exchange.
- 4. No casual vacancy occurred during the year.
- 5. The Company has prepared a 'Statement of Ethics and Business Practices', which has been signed by all executive Directors and management employees of the Company.
- 6. The Company has adopted a mission, vision and values statement that has been approved by the Board and the overall corporate strategy of the Company reflects the vision and values set out in the statement. Detail of significant policies for material matters are regularly being reevaluated and material changes in the significant policies will be placed before the Board for the approval.
- 7. All the powers of the Board have been duly exercised. The decisions on major transactions and the appointments of Chief Executive and Directors have been approved by the Board. The board has also approved the Directors' remuneration.
- 8. The meetings of the Board were presided over by the Chairman and the Board has met at least once in every quarter. Written notices of the Board meetings, along with agenda and working papers, were circulated at least seven days before the meetings. The minutes of the meetings were appropriately recorded and circulated.
- 9. The Board arranges orientation courses for its Directors to apprise them of their duties and responsibilities, which is an ongoing process.
- 10. The Board has approved appointment of Chief Financial Officer (CFO) / Company Secretary and Head of Internal Audit.
- 11. The Directors' report for this year has been prepared in accordance with the requirements of the Code and fully describes the salient matters that are required to be disclosed.
- 12. CEO and CFO duly endorsed the financial statements of the Company before approval of the Board.



- 13. The Directors, Chief Executive Officer (CEO) and executives do not hold any interest in the shares of the Company other than disclosed in the pattern of shareholding and the spouses of the Directors are not engaged in the business of stock brokerage.
- 14. The Company has complied with all the corporate and financial reporting requirements of the Code.
- 15. The Board has formed an audit committee. It comprises 3 members, of whom 2 are nonexecutive Directors. The Chairman of the committee is non-executive Director.
- 16. The meetings of the Audit Committee were held at least once in every quarter prior to approval of interim and final results of the Company and as required by the Code. The terms of reference of the Audit committee have been formed and approved by the Board.
- 17. The Board has set-up an effective internal audit function.
- 18. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the Quality Control Review Programme of the Institute of Chartered Accountant of Pakistan, that they or any of the partners of the firm, their spouses and minor children do not hold shares of the Company and that the firm and all its partners are in compliance with the International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by Institute of Chartered Accountant of Pakistan.
- 19. The statutory auditors or the persons associated with them have not been appointed to provide other services except in accordance with the listing regulations and the auditors have confirmed that they have observed IFAC guidelines in this regard.
- 20. All other material principles contained in the Code have been complied with.

Andrad R. Klan

ARSHAD RAHIM KHAN Chief Executive

Karachi: March 20, 2006



A.F. FERGUSON & CO.

A member firm of
PRICEWATERHOUSECOPERS

A.F. Ferguson & Co. Chartered Accountants State Life Building No. 1-C I.I. Chundrigar Road, P.O. Box 4716 Karachi-74000, Pakistan Telephone: (021) 2426682-6 / 2426711-5 Facsimile : (021) 2415007 / 2427938

## REVIEW REPORT TO THE MEMBERS ON STATEMENT OF COMPLIANCE WITH BEST PRACTICES OF CODE OF CORPORATE GOVERNANCE

We have reviewed the Statement of Compliance with the best practices contained in the Code of Corporate Governance prepared by the Board of Directors of Wyeth Pakistan Limited to comply with the Listing Regulation No. 37 of the Karachi Stock Exchange and Chapter XIII of the Lahore Stock Exchange where the Company is listed.

The responsibility for compliance with the Code of Corporate Governance is that of the Board of Directors of the Company. Our responsibility is to review, to the extent where such compliance can be objectively verified, whether the Statement of Compliance reflects the status of the Company's compliance with the provisions of the Code of Corporate Governance and report if it does not. A review is limited primarily to inquiries of the Company personnel and review of various documents prepared by the Company to comply with the Code.

As part of our audit of the financial statements we are required to obtain an understanding of the accounting and internal control systems sufficient to plan the audit and develop an effective audit approach. We have not carried out any special review of the internal control system to enable us to express an opinion as to whether the Board's statement on internal control covers all controls and the effectiveness of such internal controls.

Based on our review, nothing has come to our attention which causes us to believe that the Statement of Compliance does not appropriately reflect the status of company's compliance, in all material respects, with the best practices contained in the Code of Corporate Governance as applicable to the Company for the year ended December 31, 2005.

Afferegen Los

**Chartered Accountants** 

Karachi: March 20, 2006

Lahore Office: 505-509, 5th Floor, Alfalah Building, P.O. Box 39, Shahrah-e-Quaid-e-Azam, Lahore, Pakistan Tel: (92-42) 6301796-7/ 6307127-30 Fax: (92-42) 6361954 Islamabad Office: PIA Building, 49 Blue Area, P.O.Box 3021, Islamabad, Pakistan Tel: (92-21) 2273457-60 Fax: (92-51) 2277924 A.F. FERGUSON & CO.

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## **AUDITORS' REPORT TO THE MEMBERS**

We have audited the annexed balance sheet of Wyeth Pakistan Limited as at December 31, 2005 and the related profit and loss account, statement of changes in equity and cash flow statement together with the notes forming part thereof, for the year then ended 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 our audit.

It is the responsibility of the company's management to establish and maintain a system of internal control, and prepare and present the above said statements in conformity with the approved accounting standards and the requirements of the Companies Ordinance, 1984. Our responsibility is to express an opinion on these statements based on our audit.

We conducted our audit in accordance with the auditing standards as applicable in Pakistan. These standards require that we plan and perform the audit to obtain reasonable assurance about whether the above said statements are free of any material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the above said statements. An audit also includes assessing the accounting policies and significant estimates made by management, as well as, evaluating the overall presentation of the above said statements. We believe that our audit provides a reasonable basis for our opinion and, after due verification, we report that-

- (a) in our opinion, proper books of accounts have been kept by the company as required by the Companies Ordinance, 1984:
- (b) in our opinion-
  - (i) the balance sheet and profit and loss account together with the notes thereon have been drawn up in conformity with the Companies Ordinance, 1984, and are in agreement with the books of account and are further in accordance with accounting policies consistently applied;
  - (ii) the expenditure incurred during the year was for the purpose of the company's business; and
  - (iii) the business conducted, investments made and the expenditure incurred during the year were in accordance with the objects of the company;
- (c) in our opinion and to the best of our information and according to the explanations given to us, the balance sheet, profit and loss account, statement of changes in equity and cash flow statement together with the notes forming part thereof conform with approved accounting standards as applicable in Pakistan, and, give the information required by the Companies Ordinance, 1984, in the manner so required and respectively give a true and fair view of the state of the company's affairs as at December 31, 2005 and of the profit, its changes in equity and cash flows for the year then ended; and
- (d) in our opinion, zakat deductible at source under the Zakat and Ushr Ordinance, 1980 was deducted by the company and deposited in the Central Zakat Fund established under section 7 of that Ordinance.

**Chartered Accountants** 

Karachi: March 20, 2006

Lahore Office: 505-509, 5th Floor, Alfalah Building, P.O. Box 39, Shahrah-e-Quaid-e-Azam, Lahore, Pakistan Tel: (92-42) 6301796-7/ 6307127-30 Fax: (92-42) 6361954 Islamabad Office: PIA Building, 49 Blue Area, P.O.Box 3021, Islamabad, Pakistan Tel: (92-21) 2273457-60 Fax: (92-51) 2277924

## **BALANCE SHEET AS AT DECEMBER 31, 2005**

(Rupees '000)NON-CURRENT ASSETSProperty, plant and equipment4174,000174,544Long-term loans56,2595,583	588
Property, plant and equipment 4 174,000 174,544	588
	588
	588
Long-term loans 5 6,259 5,580	859
Long-term deposits 1,779 1,859	
	192
182,038 182,183	183
CURRENT ASSETS	
Spares [1,935] 1,915	915
Stocks 7 498,684 527,910	
Trade debts         8         71,915         43,330	
Loans and advances 9 79,671 9,300	306
Deposits and prepayments 10 9,295 6,240	
Other receivables         11         31,059         13,830	
Taxation - net         147,580         182,933	
Cash and bank balances         12         397,411         309,999           1         227,550         1         205,450	
1,237,550 $1,095,469$ $1,277,650$	
<u>1,419,588</u> <u>1,277,652</u>	<u> </u>
SHARE CAPITAL AND RESERVES	
Share capital 13 142,161 142,16	161
Reserves 14 700,000 666,000	
Unappropriated profit         229,326         107,68	
1,071,487 915,842	842
NON-CURRENT LIABILITIES	
Liabilities against assets subject to finance leases 15 - 1,039	039
Deferred taxation 6 6,753 -	-
6,753 1,039	039
CURRENT LIABILITIES	
Trade and other payables 16 340,338 359,22	227
Current maturity of liabilities against assets	
subject to finance leases 15 1,010 1,54	
CONTINCENCIES AND COMMITMENTS 18 341,348 360,77	771
CONTINGENCIES AND COMMITMENTS         18           1,419,588         1,277,652	652

The annexed notes 1 to 35 form an integral part of these financial statements.

alubad R. Klan

Arshad Rahim Khan Chief Executive

## **PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED DECEMBER 31, 2005**

	Note	2005	2004
		(Rupe	es '000)
Net sales	19	1,775,514	1,705,256
Cost of sales	20	1,111,472	1,053,427
Gross profit		664,042	651,829
Distribution cost	21	250,292	252,883
Administrative expenses	22	91,154	102,739
		341,446	355,622
Operating profit		322,596	296,207
Other operating income	23	39,439	46,199
		362,035	342,406
Finance costs	24	1,611	2,221
Voluntary separation scheme		-	165,707
Other operating expenses	25	33,315	13,391
		34,926	181,319
Profit before taxation		327,109	161,087
Taxation	26		
Current - for the year		95,474	51,112
- for prior years'		(2,035)	6,469
Deferred		6,945	(3,469)
		100,384	54,112
Profit after taxation		226,725	106,975
Profit after taxation attributable to:			
- the parent company		163,477	77,133
- other equity holders		63,248	29,842
		226,725	106,975
		Ruj	pees
Earnings per share - basic and diluted	27	159.48	75.25

Note: The appropriations from profits are setout in the statement of changes in equity.

The annexed notes 1 to 35 form an integral part of these financial statements.

Arshad R. Khan

Arshad Rahim Khan Chief Executive



## **STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED DECEMBER 31, 2005**

	Reserves						
	Issued, subcribed and paid up share capital	reserve (Tax	General reserve	Sub total	Unappro- priated profit	Total	
			(Rupee	s '000)			
Balance at January 1, 2004	142,161	215	665,785	666,000	706	808,867	
Net profit for the year	-	-	-	-	106,975	106,975	
Balance at January 1, 2005	142,161	215	665,785	666,000	107,681	915,842	
Increase in unappropriated profit is atributable to: - the parent company - other equity holders					77,133 29,842 106,975		
Balance at January 1, 2005	142,161	215	665,785	666,000	107,681	915,842	
Transfer to general reserve	-	-	34,000	34,000	(34,000)	-	
Dividend for the year ended December 31, 2004	-	-	-	-	(71,080)	(71,080)	
Net profit for the year	-	-	-	-	226,725	226,725	
Balance at December 31, 2005	142,161	215	699,785	700,000	229,326	1,071,487	
Increase in reserves attributable to: - the parent company - other equity holders					87,710 33,935 121,645		

The annexed notes 1 to 35 form an integral part of these financial statements.

autod R. Kha

Arshad Rahim Khan Chief Executive



## CASH FLOW STATEMENT FOR THE YEAR ENDED DECEMBER 31, 2005

	Note	2005	2004
		(Rupe	es '000)
CASH FLOWS FROM OPERATING ACTIVI	TIES		
Cash generated from operations	31	232,135	407,069
Mark-up on running finances paid		(4)	(4)
Profit received on deposit accounts		8,227	3,642
Finance lease charges paid		(251)	(462)
(Increase) / decrease in long-term loans		(671)	2,708
Decrease in long-term deposits		80	1,080
Taxes paid		(58,086)	(109,988)
Net cash inflow from operating activities		181,430	304,045
CASH FLOWS FROM INVESTING ACTIVIT	TIES		
Fixed capital expenditure		(27,755)	(41,150)
Proceeds from disposal of property, plant and equi	pment	6,332	3,269
Net cash outflow from investing activities	<b>P</b>	(21,423)	(37,881)
		(,,	(=:,===)
CASH FLOWS FROM FINANCING ACTIVIT	ΓIES		
Dividend paid		(71,022)	(35,295)
Liabilities against assets subject to			
finance leases (net)		(1,573)	(1,571)
Net cash outflow from financing activities		(72,595)	(36,866)
C .			
Net increase in cash and cash equivalents		87,412	229,298
Cash and cash equivalents at the beginning of the	year	309,999	80,701
Cash and cash equivalents at the end of the year	32	397,411	309,999
A J			

The annexed notes 1 to 35 form an integral part of these financial statements.

Rubad R. Ka Arshad Rahim Khan



## **NOTES TO THE FINANCIAL STATEMENTS** for the year ended December 31, 2005

## 1. STATUS AND NATURE OF BUSINESS

Wyeth Pakistan Limited (the company) is a public limited company incorporated in 1949 in Pakistan. The address of its registered office is S-33, Hawkes Bay road, S.I.T.E., Karachi, Pakistan. The company is listed on the Karachi and Lahore Stock Exchanges. The company is engaged in manufacturing and marketing of research based ethical specialties and other pharmaceutical products.

## 2. BASIS OF PREPARATION

These financial statements have been prepared in accordance with the requirements of the Companies Ordinance, 1984 (the Ordinance) and the International Accounting Standards (IASs) issued by the International Accounting Standards Committee (IASC) and interpretations issued by Standing Interpretations Committee of IASC (the interpretations), as adopted in Pakistan. However, the requirements of the Ordinance and the directives of the Securities and Exchange Commission of Pakistan have been followed in case where their requirements are not consistent with the requirements of the IASS and the interpretations.

## Standards, interpretations and amendments to published accounting standards, as adopted in Pakistan, that are not yet effective:

Following amendments to existing standards applicable to the company have been published that are mandatory for the company's accounting periods beginning on or after January 1, 2006:

- i. IAS 19 (Amendments) Employee Benefits Effective from January 1, 2006
- ii. IAS 1 Presentation of Financial Statements Effective from January 1, 2007 – Capital Disclosures

## 3. SIGNIFICANT ACCOUNTING POLICIES

#### **3.1** Accounting convention

These financial statements have been prepared under the historical cost convention except that certain financial instruments have been accounted for on the basis of their fair values.

## 3.2 Property, plant and equipment

#### Owned

These assets are stated at cost less accumulated depreciation except for leasehold land and capital work-in-progress which are stated at cost. Consistent with prior years, assets having cost exceeding the minimum threshold as determined by the management are capitalised. All other assets are charged in the year when acquired.

As of December 31, 2005 the management of the company has revised the minimum threshold for capitalisation. Accordingly, the aggregate net book value of assets having cost below the threshold as at December 31, 2005 has been written off.

Had the threshold of capitalisation not been revised the profit after taxation for the year ended December 31, 2005 and the net book values of the fixed assets as at that date would have been higher by Rs 4.222 million and Rs 6.313 million respectively and the profit after taxation for future periods would have been lower by Rs 4.222 million. This revision in the threshold for capitalisation has been accounted for as a change in estimate in these financial statements.

Wyeth

#### Leased

The company recognises finance leases as assets and liabilities in the balance sheet at amounts equal to the present value of the minimum lease payments. In calculating the present value of the minimum lease payments, the discount factor used is the interest rate implicit in the lease. Initial direct costs incurred are included as part of the cost of the asset. Lease payments are apportioned between the finance charge and the reduction of the outstanding liability. The finance charge is allocated to periods during the lease term so as to produce a constant periodic rate of interest on the remaining balance of the liability for each period.

Depreciation with respect to owned and leased assets is charged to income applying the straight line method whereby the cost less residual value of an asset is written off over its estimated useful life. Residual values are reviewed at each balance sheet date and adjusted if the impact on depreciation is significant.

As of December 31, 2005 the company has reassessed the residual values of its plant and machinery and vehicles and accordingly their depreciable amounts has been revised. This revision has been accounted for as a change in estimate in these financial statements.

Had the residual values of the plant and machinery and vehicles not being revised for charging depreciation the profit after taxation for the year ended December 31, 2005 and the net book values of the fixed assets as at that date would have been lower by Rs 4.202 million and Rs 6.470 million respectively and the profit after taxation for future periods would have been higher by Rs 4.202 million.

Depreciation on additions is charged from the month in which the asset is put to use while depreciation on assets disposed of is charged till the month of disposal at the rates stated in note 4.4 to the financial statements. Depreciation rates and method are reviewed at each balance sheet date.

Gains or losses on disposal of property, plant and equipment are included in income currently.

Maintenance and normal repairs are charged to income as and when incurred. Major renewals and improvements are capitalised.

All expenditure connected with specific assets incurred during installation and construction period are carried under capital work in progress. These are transferred to specific assets as and when assets are available for use.

#### 3.3 Spares

Spares are valued at cost using average method. Items in transit are valued at cost comprising invoice value and other charges incurred thereon. Provision, if any, for obsolete items is based on management's judgements.

Stores and loose tools are charged to income as and when purchased as their inventory is generally not significant.

## 3.4 Stocks

These have been valued as follows:

Finished goods, raw and packing materials and work-in-process	: Lower of cost, determined on a first-in-first- out basis and net realisable value (NRV).
	In respect of finished goods and work-in- process, cost includes direct material, direct labour and appropriate production overheads.
Physician's samples	: At cost, determined on first-in-first-out basis.
Stock-in-transit	: At invoice value plus other charges incurred thereon.

Provision for slow moving and obsolete stock is made on management's judgement regarding future use of the inventory.

NRV signifies the estimated selling price in the ordinary course of business less estimated costs of completion and the costs necessary to be incurred to make the sale.

## 3.5 Trade debts

Trade debts are stated net of provision for doubtful debts and reserve for potential expired stock claims. Provision for doubtful debts is based on management's assessment of customers' outstandings and credit worthiness. Known bad debts, if any, are written off as and when identified.

Reserve for potential expired stock claims is based on previous trends of claims made by the customers on return of expired inventory.

## 3.6 Cash and cash equivalents

For the purpose of cash flow statement, cash and cash equivalents comprise of cash in hand and current and deposit account balances with banks.

## 3.7 Provisions

Provisions are recognised when, the company has a present legal or constructive obligation as a result of past events, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate of the obligation can be made. Provisions are reviewed periodically and adjusted to reflect the current best estimates.

## 3.8 Liability for employees' compensated absences

The company provides for employees' compensated absences to the extent of value of accrued leaves of the employees based on their current salary levels.

## 3.9 **Revenue recognition**

Sales are recorded on despatch of goods to customers.



### 3.10 Staff retirement benefits

#### **Defined benefit schemes**

The company operates the following defined benefit schemes:

- An approved and funded pension scheme for management staff. Pension is payable for life and thereafter to surviving spouses and / or dependent children; and
- An approved and funded gratuity scheme for all its permanent employees.

The contributions to the above schemes are made as per the actuarial valuations carried out every year using the Projected Unit Credit Method.

Actuarial gains and losses are recognised if the net cummulative unrecognised actuarial gains and losses at the end of the previous year exceeded the greater of:

- i) 10% of the present value of the defined benefit obligations; and
- ii) 10% of the fair value of plan assets.

Actuarial gains and losses are expected to spread over the average remaining working lives of employees.

Defined contributory provident fund

The company also operates an approved defined contributory provident fund for all eligible employees who have completed the minimum qualifying period of service. Equal contributions are made to the fund by the company and the employees.

## 3.11 Taxation

#### Current

Provision for current taxation is based on applicable taxable income for the year at the current rate of taxation and tax on presumptive basis or minimum tax at the rate of 0.5% of turnover, whichever is higher.

#### Deferred

The company accounts for deferred taxation using the balance sheet liability method on all major temporary differences between the amounts attributed to assets and liabilities for financial reporting purposes and their tax base. This is recognised on the basis of expected manner of settlement of carrying amounts of assets and liabilities using the tax rate enacted or substantially enacted at the balance sheet date. A deferred tax asset is recognised only to the extent that future taxable profits will be available against which the asset can be utilised.

#### **3.12** Borrowing costs

Borrowing costs are charged to income as and when incurred.

#### 3.13 Foreign currency transactions

Transactions in foreign currencies are accounted for in rupees at the rates prevailing on the date of transaction. Monetary assets and liabilities in foreign currencies are translated into rupees at the rates of exchange prevailing at the balance sheet date except for liabilities covered under forward exchange contracts which are marked to market. Any resulting gain or loss from changes in exchange rates is recognised in the profit and loss account.



### **3.14** Financial instruments

### **Financial assets**

Financial assets are trade debts, loans and advances, deposits, other receivables and cash and bank balances. These are stated at their nominal values as reduced by appropriate allowances for estimated irrecoverable amounts, if any.

#### **Financial liabilities**

Financial liabilities are classified according to the substance of the contractual agreements entered into. Significant financial liabilities are liabilities against assets subject to finance leases and trade and other payables.

#### **Financial derivatives**

These include foreign exchange forward contracts entered into by the company for repayment of its foreign currency liabilities. These contracts are stated at fair market values and the gain / loss arising on marking them to market is taken to the profit and loss account.

### **Off setting**

Financial assets and liabilities are offset when the company has a legally enforceable right to offset the recognized amounts and intends to settle either on a net basis, or to realise the asset and settle the liability simultaneously.

### 3.15 Dividends

Dividend is recognised as a liability in the period in which it is approved by the shareholders.

### 3.16 Critical accounting estimates and judgements

The preparation of financial statements in conformity with approved accounting standards requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the company's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements are as follows:

- (a) Assumptions and estimations used in determining the residual values of property, plant and equipment (note 4).
- (b) Assumptions and estimations used in writing down items of stock-in-trade to their net realisable values (note 7).
- (c) Assumptions and estimations used in recognition of provision for expired stock claims (note 8).
- (d) Assumptions and estimations used in accounting for defined benefit plans (note 29).
- (e) Assumptions and estimation used in recognition of deferred taxation (note 6).

Estimates and judgements are continually evaluated and are based on historical experience and other factors, including expectation of future events that are believed to be reasonable under the circumstances.

## 4. **PROPERTY, PLANT AND EQUIPMENT**

		Note	2005 (Rupe	2004 es '000)
4.1	Operating fixed assets Capital work in progress	4.2 4.3	171,578 2,422 174,000	155 <mark>,514</mark> 19,030 174,544

## 4.2 Operating fixed assets

## **4.2.1** The following is a statement of operating fixed assets:

Attany         Intensity         I		Leasehold	0	easehold land		Furniture	Vehicles	Office	Sub total	Assets	Total
At January 1, 2004         Series in '000		land –	Factory	Warehouse	machinery	and fittings		equipment		finance	
At January 1, 2004         Cost       258       38,328       2,160       224,963       12,911       19,667       46,062       34,349       8,962       353,311         Accumulated depreciation       20,799       1,608       131,385       9,417       9,338       34,209       206,756       3,383       210,139         Net book value       258       17,529       552       93,578       3,494       10,329       11,853       137,593       5,579       143,172         Year ended December 31, 2004       258       17,529       552       93,578       3,494       10,329       11,853       137,593       5,579       143,172         Additions       9,906       175       14,931       2,743       4,511       5,669       8,682       -       8,682         Depreciation       -       -       4,957       42       2,015       1,614       8,599       -       8,589         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Cost       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804 <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th>. ,</th> <th></th>										. ,	
Accumulated depreciation         -         20,799         1,608         131,385         9,417         9,338         34,209         206,756         3,383         210,139           Net book value         258         17,529         552         93,578         3,494         10,329         11,853         137,593         5,579         143,172           Vear ended December 31, 2004         -         9,906         175         14,931         2,743         4,511         5,669         37,962         -         37,962           Disposals         -         -         4,957         42         2,054         1,629         8,682         -         8,682           Cost         -         -         4,928         42         2,015         1,614         8,599         -         8,682           Depreciation         -         -         4,928         42         2,015         1,614         8,599         -         8,562           Net book value of disposals         -         -         -         (29)         -         (39)         (15)         (83)         -         (83)           Depreciation charge for the year         -         1,650         41         13,146         1,037         3,504	At January 1, 2004					Rupees in '0	00				
Accumulated depreciation         -         20,799         1,608         131,385         9,417         9,338         34,209         206,756         3,383         210,139           Net book value         258         17,529         552         93,578         3,494         10,329         11,853         137,593         5,579         143,172           Vear ended December 31, 2004         -         9,906         175         14,931         2,743         4,511         5,669         37,962         -         37,962           Disposals         -         -         4,957         42         2,054         1,629         8,682         -         8,682           Cost         -         -         4,928         42         2,015         1,614         8,599         -         8,682           Depreciation         -         -         4,928         42         2,015         1,614         8,599         -         8,562           Net book value of disposals         -         -         -         (29)         -         (39)         (15)         (83)         -         (83)           Depreciation charge for the year         -         1,650         41         13,146         1,037         3,504	Cost	258	38.328	2,160	224,963	12.911	19.667	46.062	344.349	8.962	353,311
Vear ended December 31, 2004         258         17,529         552         93,578         3,494         10,329         11,853         137,593         5,579         143,172           Additions         -         9,906         175         14,931         2,743         4,511         5,696         37,962         -         37,962           Disposals         -         -         -         4,957         42         2,054         1,629         8,682         -         8,682           Depreciation         -         -         4,957         42         2,054         1,629         8,682         -         8,682           Depreciation         -         -         4,928         42         2,015         1,614         8,599         -         8,589           Net book value of disposals         -         -         (29)         -         (39)         (15)         (83)         -         (83)           Depreciation charge for the year         -         1,650         41         13,146         1,037         3,504         4,384         23,762         1,775         25,537           Cost         -         258         25,785         686         95,334         5,200         11,297											
Opening net book value       258       17,529       552       93,578       3,494       10,329       11,853       137,593       5,579       143,172         Additions       -       9,906       175       14,911       2,743       4,511       5,696       37,962       -       37,962         Disposals       -       -       4,957       42       2,054       1,629       8,682       -       8,682         Depreciation       -       -       4,928       42       2,015       1,614       8,599       -       8,682         Depreciation charge for the year       -       1,650       41       13,146       1,037       3,504       4,384       23,762       1,775       25,537         Closing net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         At December 31, 2004       -       22,849       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514	Net book value	258	17,529	552	93,578	3,494	10,329	0 11,853	137,593	5,579	143,172
Additions       -       9,906       175       14,931       2,743       4,511       5,696       37,962       -       37,962         Disposals       -       -       4,957       42       2,054       1,629       8,682       -       8,683       -       -       -       -       -       8,083       -       -       8,083       -<	Year ended December 31, 2004										
Disposals         -         -         4,957         42         2,054         1,629         8,682         -         8,682           Depreciation         -         -         4,928         42         2,015         1,614         8,599         -         8,589           Net book value of disposals         -         -         -         (29)         -         (39)         (15)         (83)         -         (83)           Depreciation charge for the year         -         1,650         41         13,146         1,037         3,504         4,384         23,762         1,775         25,537           Closing net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           At December 31, 2004         -         22,849         1,649         139,603         10,412         10,827         36,979         221,919         5,158         227,077           Net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Accumulated depreciation         -         22,815         686         95,	Opening net book value	258	17,529	552	93,578	3,494	10,329	11,853	137,593	5,579	143,172
Cost $4,957$ $42$ $2,054$ $1,629$ $8,682$ - $8,682$ Depreciation $4,928$ $42$ $2,015$ $1,614$ $8,599$ - $8,599$ Net book value of disposals(29)-(39)(15)(83)-(83)Depreciation charge for the year- $1,650$ $41$ $13,146$ $1,037$ $3,504$ $4,384$ $23,762$ $1,775$ $25,537$ Closing net book value $258$ $25,785$ $686$ $95,334$ $5,200$ $11,297$ $13,150$ $151,710$ $3,804$ $155,514$ At December 31, 2004- $22,449$ $1,649$ $139,603$ $10,412$ $10,827$ $36,979$ $221,919$ $5,158$ $227,077$ Net book value $258$ $25,785$ $686$ $95,334$ $5,200$ $11,297$ $13,150$ $151,710$ $3,804$ $155,514$ Year ended December 31, 2005Opening net book value $258$ $25,785$ $686$ $95,334$ $5,200$ $11,297$ $13,150$ $151,710$ $3,804$ $155,514$ Additions / *transfers-940- $26,029$ $523$ $5,560$ $11,311$ $44,363$ - $44,363$ * $3,037$ - $*3,037$ - $*3,037$ Depreciation on *transfers* $2,810$ - $*2,810$ * $*2,810$ <td>Additions</td> <td>-</td> <td>9,906</td> <td>175</td> <td>14,931</td> <td>2,743</td> <td>4,511</td> <td>5,696</td> <td>37,962</td> <td>-</td> <td>37,962</td>	Additions	-	9,906	175	14,931	2,743	4,511	5,696	37,962	-	37,962
Depreciation         -         -         4,928         42         2,015         1,614         8,599         -         8,599           Net book value of disposals         -         -         -         (29)         -         (39)         (15)         (83)         -         (83)           Depreciation charge for the year         -         1,650         41         13,146         1,037         3,504         4,384         23,762         1,775         25,537           Closing net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           At December 31, 2004         -         22,449         1,649         139,603         10,412         10,827         36,979         221,919         5,158         227,077           Net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Accumulated depreciation         -         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Additions / *transfers	Disposals										
Net book value of disposals       -       -       (29)       -       (39)       (15)       (83)       -       (83)         Depreciation charge for the year       -       1,650       41       13,146       1,037       3,504       4,384       23,762       1,775       25,537         Closing net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         At December 31, 2004       Cost       258       25,785       686       95,334       5,200       11,297       37,629       8,962       382,591         Accumulated depreciation       -       22,449       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Year ended December 31, 2005       Opening net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Additions / *transfers       -       940       -       26,029       523	Cost	-	-	-	4,957	42	2,054	1,629	8,682	-	8,682
Depreciation charge for the year       -       1,650       41       13,146       1,037       3,504       4,384       23,762       1,775       25,537         Closing net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         At December 31, 2004       258       48,234       2,335       234,937       15,612       22,124       50,129       373,629       8,962       382,591         Accumulated depreciation       -       22,449       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Year ended December 31, 2005       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Additions / *transfers       -       940       -       26,029       523       5,560       11,311       44,363       -       44,363         -       -       -       -       -       *       3,037       - <td>Depreciation</td> <td>-</td> <td>-</td> <td>-</td> <td>4,928</td> <td>42</td> <td>2,015</td> <td>5 1,614</td> <td>8,599</td> <td>-</td> <td>8,599</td>	Depreciation	-	-	-	4,928	42	2,015	5 1,614	8,599	-	8,599
Closing net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         At December 31, 2004       Cost       258       48,234       2,335       234,937       15,612       22,124       50,129       373,629       8,962       382,591         Accumulated depreciation       -       22,449       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Year ended December 31, 2005       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Additions / *transfers       -       940       -       26,029       523       5,560       11,311       44,363       -       44,363         Depreciation on *transfers       -       -       -       -       * 3,037       -       * 3,037       -       * 3,037	Net book value of disposals	-	-	-	(29)		(39)	) (15)	(83)	-	(83)
At December 31, 2004         Cost       258       48,234       2,335       234,937       15,612       22,124       50,129       373,629       8,962       382,591         Accumulated depreciation       -       22,449       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Year ended December 31, 2005         Opening net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Additions / *transfers       -       940       -       26,029       523       5,560       11,311       44,363       -       44,363         -       -       -       -       -       *       3,037       -       *3,037         Depreciation on *transfers       -       -       -       -       *       2,810       -       *2,810	Depreciation charge for the year	-	1,650	41	13,146	1,037	3,504	4,384	23,762	1,775	25,537
Cost         258         48,234         2,335         234,937         15,612         22,124         50,129         373,629         8,962         382,591           Accumulated depreciation         -         22,449         1,649         139,603         10,412         10,827         36,979         221,919         5,158         227,077           Net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Year ended December 31, 2005         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Additions / *transfers         -         940         -         26,029         523         5,560         11,311         44,363         -         44,363           -         -         -         -         -         *         3,037         -         *3,037           Depreciation on *transfers         -         -         -         -         * 2,810         -         2,810         -         *2,810	Closing net book value	258	25,785	686	95,334	5,200	11,297	13,150	151,710	3,804	155,514
Accumulated depreciation       -       22,449       1,649       139,603       10,412       10,827       36,979       221,919       5,158       227,077         Net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Year ended December 31, 2005       Opening net book value       258       25,785       686       95,334       5,200       11,297       13,150       151,710       3,804       155,514         Additions / *transfers       -       940       -       26,029       523       5,560       11,311       44,363       -       44,363         -       -       -       -       *       3,037       -       *3,037         Depreciation on *transfers       -       -       -       *       2,810       -       *2,810	At December 31, 2004										
Net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Year ended December 31, 2005           Opening net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Additions / *transfers         -         940         -         26,029         523         5,560         11,311         44,363         -         44,363           Depreciation on *transfers         -         -         -         -         -         * 3,037         -         * 3,037           Depreciation on *transfers         -         -         -         -         -         * 2,810         -         * 2,810		258									
Year ended December 31, 2005           Opening net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Additions / *transfers         -         940         -         26,029         523         5,560         11,311         44,363         -         44,363           -         -         -         -         *         3,037         -         *3,037           Depreciation on *transfers         -         -         -         -         *         2,810         -         *2,810	-										
Opening net book value         258         25,785         686         95,334         5,200         11,297         13,150         151,710         3,804         155,514           Additions / *transfers         -         940         -         26,029         523         5,560         11,311         44,363         -         44,363           -         -         -         *         3,037         -         *3,037           Depreciation on *transfers         -         -         -         *         2,810         -         *2,810	Net book value	258	25,785	686	95,334	5,200	11,297	13,150	151,710	3,804	155,514
Additions / *transfers       -       940       -       26,029       523       5,560       11,311       44,363       -       44,363         -       -       -       -       *       3,037       -       *3,037         Depreciation on *transfers       -       -       -       *       2,810       -       *2,810	Year ended December 31, 2005										
-       -       -       * 3,037       -       * 3,037       -       * 3,037         Depreciation on *transfers       -       -       -       * 2,810       -       2,810       -       * 2,810	Opening net book value	258	25,785	686	95,334	5,200	11,297	13,150	151,710	3,804	155,514
Depreciation on *transfers * 2,810 - 2,810 - *2,810	Additions / *transfers	-	940	-	26,029	523	5,560	) 11,311	44,363	-	44,363
		-	-	-	-	-	* 3,037		3,037		* 3,037
	Depreciation on *transfers	-	-	-	-	-	* 2,810	) -	2,810		*2,810
Disposals	Disposals										
Cost 100 - 8,387 138 8,625 - 8,625	Cost	-	-	-	100		8,387	/ 138	8,625	-	8,625
Depreciation 53 - 7,460 138 7,651 - 7,651	Depreciation	-	-	-	53	-	7,460	) 138	7,651	-	7,651
47 - 927 - 974 - 974	TT 1. 00	-	-	-	47	-	927		974	-	974
Write off         Cost         3,316         75         18,822         5,199         279         14,559         42,250         -         42,250			2 216	75	10 000	5 100	270	) 14.550	42 250		42.250
Depreciation         1,694         27         15,972         4,839         279         13,126         35,937         -         35,937								,			
1,622         48         2,850         360         -         1,433         6,313         -         6,313										-	
Transfers	Transfers										
Cost * (3,037) * (3,037)	Cost									* (3,037)	
Depreciation * (2,810) * (2,810)	Depreciation										
(227) (227)										(227)	(227)
Depreciation charge for the year - 1,804 56 10,651 1,067 494 5,748 19,820 1,192 21,012	Depreciation charge for the year	_	1,804	56	10,651	1,067	494	5,748	19,820	1,192	21,012
Closing net book value         258         23,299         582         107,815         4,296         15,663         17,280         169,193         2,385         171,578		258	23,299								
At December 31, 2005	At December 31, 2005										
Cost 258 45,858 2,260 242,044 10,936 22,055 46,743 370,154 5,925 376,079		258	45,858	2,260	242,044	10,936	22,055	46,743	370,154	5,925	376,079
Accumulated depreciation - 22,559 1,678 134,229 6,640 6,392 29,463 200,961 3,540 204,501	Accumulated depreciation				134,229				200,961		
Net book value         258         23,299         582         107,815         4,296         15,663         17,280         169,193         2,385         171,578	Net book value	258	23,299	582	107,815	4,296	15,663	<u> </u>	169,193	2,385	171,578

## 4.3 Capital work in progress

	Plant and	Adva	pliers	Total	
	machinery	Plant and machinery	Vehicles	Furniture and fixtures	
Balance as at					
January 1, 2004	12,846	2,237	-	759	15,842
Additions	37,795	10,980	1,198	-	49,973
Transfers Balance as at	43,400	2,626	-	759	46,785
December 31, 2004	7,241	10,591	1,198	-	19,030
Balance as at					
January 1, 2005	7,241	10,591	1,198	-	19,030
Additions	6,799	2,969	4,922	-	14,690
Transfers Balance as at	12,390	13,348	5,560	-	31,298
December 31, 2005	1,650	212	560	-	2,422

4.4 Depreciation on operating fixed assets is charged at the following rates:

Building on leasehold land	Annual rate of depreciation (%)
- Factory	2.5 to 10
- Warehouse	2.5
Plant and machinery	10
Furniture and fittings	10 to 33
Vehicles	20
Office equipment	20

## 4.5 The depreciation charge for the year has been allocated as under:

	Note	2005	2004
		(Rupees	; '000)
Cost of sales	20	13,790	15,940
Distribution cost	21	1,647	833
Administrative expenses	22	5,575	8,764
		21,012	25,537

- **4.6** The operating fixed assets (note 4.2.1) include certain items of plant and machinery and equipment costing Rs 2.157 million (2004: Rs 6.044 million), which are no longer in use and are now held for disposal. The management is confident that the realisable values of these items are more than their net book values.
- **4.7** The operating fixed assets (note 4.2.1) include items costing Rs 113.798 million (2004: Rs 145.037 million) which are fully depreciated as of December 31, 2005 but are still in active use.

	Cost	Accumulated depreciation	Book value	Sale proceeds	(Loss)/gain	Mode of disposal	Particulars of purchaser
		(Ru	ipees '000	)			
lant and machinery	31	28	3		(3)	Negotiation	Dinshaw P. Daruwala (Ex-employee), 21 E.D. Block,
	51	28	5	-	(3)	regonation	Preedy Street, Karachi.
	35	15	20	5	(15)	Negotiation	Humayun Nazir (Ex-employee)
	34	10	24	8	(16)	Negotiation	C-17, Block - A, K.D.A. Officers Society, Karachi. Dr. Tayyab Mohyuddin (Ex-employee)
l	100	53	47	13	(34)	]	172-D, Navy Housing Scheme, Zamzama, Clifton, Karachi.
ehicles							
[	634	634	-	641	641	Tender	Mr. Abid Ali, Qasim Decoration Service, UBL St. Gulistan Colony, Karachi.
	434	434	-	355	355	Tender	Mr. Salman Kareem, House No. 450, Liaquat Ashraf Colony # 1, Mahmoodabad, Karachi.
	717	717	-	633	633	Tender	Mr. Zeeshan Kareem, II-E-2/12, Nazimabad, Karachi.
	805	805	-	531	531	Tender	Mr. M. Yousuf, House No. 302, Fahad Palace, Street No.3, Plot No. 51, Sharfabad, Karachi.
	865	865	-	632	632	Tender	Mr. S. M. Asif Quddus, House # 68/1/17, Hyder Town, Malir Halt, Karachi.
	540	513	27	407	380	Tender	Mr. Abdul Rehman, 2-E, 2/12, Nazimabad No. 2, Karachi.
	795	636	159	365	206	Tender	Mr. Raheel Methani, Methani Automobiles, Near Islamia Boys College, Karachi.
	560	47	513	431	(82)	Negotiation	Mr. M. Jamil (Ex-employee), A-23 Block B.P.B.S Housing Society, North Nazimabad, Karachi.
	1,052	1,052	-	670	670	Tender	Mr. Murtaza Ali, C-74, Block 10, F.B. Area, Karachi.
	779	779	-	665	665	Tender	Mr. Haroon Rashid, Flat No. 5, Subhan Manzil, D. Mellow Road, Burns Road, Karachi.
	779	779	-	620	620	Negotiation	Mr. Jamil Anwer (Ex-employee), 345, St-16, Sector -I Airport Employees Co-operative Housing Society, Rawalpindi.
	427	199	228	294	66	Negotiation	Mr. Naseem Khalil (Ex-employee), U-2,
	8,387	7,460	927	6,244	5,317		Hasan Extension Appartment, Gulshan-e-Iqbal, Karacl
ffice equipment	138	138	-	75	75	Insurance clai	m
L	138	138	-	75	75	L	
2005	8,625	7,651	974	6,332	5,358	=	
2004	8,682	8,599	83	3,269	3,186	=	
LONG - TE	ERM	LOANS					
						Note	2005 2004
							(Rupees '000)
<b>•</b>	1	• 1	1	1			
Long-term			red go	ood,		51	0 700 0 0 0 0
		nployees				5.1	9,790 8,868 3,531 3,280
Less: Recei	TTO LE L						

## 4.8 The following fixed assets were disposed of during the year:

**5.1** These represent interest free loans to employees for purchase of motor cars, motor cycles, home appliances and for house building in accordance with the company's policy and are recoverable in two to six years in monthly installments. Vehicles purchased under this scheme are registered in the name of the company and the title is transferred when the loan is fully repaid. The remaining loans are secured against employees' retirement benefits.

5.

		Note	2005	2004
			(Rupe	es '000)
6.	DEFERRED TAXATION			
	Accelerated tax depreciation Provision for slow moving and obsolete stocks Provision for doubtful debts Reserve for potential expired stock claims Others		(18,550) 2,622 2,602 6,765 (192) (6,753)	(8,767) 2,314 1,816 4,251 578 192
7.	STOCKS			
	Raw and packing materials	7.1	267,447	242,513
	Work-in-process	7.1	27,271	28,213
	Finished goods			
	- At cost	7.2	71,948	176,417
	- At net realisable value [Cost Rs. 3.374 millio	n		
	(2004: Rs. 6.741 million)]		3,284	5,065
	Stock-in-transit		138,037	86,591
			507,987	538,799
	Less: Provision for slow moving and obsolete st	ocks	9,303	10,889
			498,684	527,910

- 7.1 Raw and packing materials and work-in-process include Rs 50.129 million (2004: Rs 65.873 million) and Rs 3.342 million (2004: Rs 5.511 million) respectively held with Macter International (Private) Limited, Spencer Pharma (Private) Limited and Reko Pharmacal (Private) Limited for toll manufacturing purposes.
- 7.2 Includes physician's samples of Rs 3.142 million (2004: Rs 10.045 million).

## 8 TRADE DEBTS

	Note	2005 (Rupee	2004 es '000)
Considered good - unsecured			
From related parties	8.1	22,104	_
Others		73,811	63,330
		95,915	63,330
Considered doubtful		9,232	8,545
		105,147	71,875
Less: Provision for doubtful debts		9,232	8,545
Res <mark>erve</mark> for potential expired stock clai	ims	24,000	20,000
		33,232	28,545
		71,915	43,330

8.1 This represents amount due from Wyeth Philippines, Inc. (2004: Rs Nil).



		Note	2005	2004
9.	LOANS AND ADVANCES		(Rupe	es '000)
	Current portion of long-term loans - consider	ered		
	good, due from employees	5	3,531	3,280
	Loans - unsecured, considered good			
	Provident Fund	9.1	40,738	-
	Gratuity Fund	9.1 & 29.1	27,354	-
			68,092	-
	Advances - unsecured, considered good			
	Suppliers		2,811	1,678
	For expenses	9.2 & 9.3	3,977	3,278
	Employees		995	843
	Others		265	227
			8,048	6,026
			79,671	9,306

**9.1** These represent loans given to the Provident Fund and the Gratuity Fund. These loans were given to the Funds to meet the cash requirements for settlement of employees under Voluntary Separation Scheme announced by the company. These loans are repayable by December 31, 2006. Profit is charged at the rate ranging from 4.25% to 7.6% per annum on loan to the Provident Fund whereas loan advanced to the Gratuity Fund is interest free.

9.2	This includes amounts due from:	2005	2004
		(Rupe	es '000)
	Chief executive Executives	157	<u>3</u> <u>48</u>

**9.3** The maximum aggregate amounts of advances due at the end of any month during the year are as follows:

	Note	2005	2004
		(Rupe	es '000)
	Chief executive	680	873
	Director	218	270
	Executives	534	822
10.	DEPOSITS AND PREPAYMENTS		
	Deposits	6,218	5,297
	Prepayments	3,077	949
		9,295	6,246
			- 7 -
11.	OTHER RECEIVABLES		
	Sales tax refundable on pharmaceutical products	3,982	4,367
	Margin deposits for guarantees and letters of credit	14,405	5,899
	Insurance claims receivable	877	362
	Balances with statutory authorities for customs and excise duty	999	2,120
	Profit receivable on		,
	- deposit accounts	5,770	-
	- loan to the Provident Fund 9.1	3,573	-
	Others	1,453	1,082
		31,059	13,830

			Note	2005	2004		
				(Rupe	es '000)		
12.	. CASH AND BANK BALANCES						
	With banks						
		ent accounts		3	9		
		osit accounts	33.2	397,117	309,634		
	Cash in han		55.2	291	356		
	Cushi in huiv	u .		397,411	309,999		
13.	SHARE CA	PITAL					
	Authorised						
	5 000 000 o	rdinary shares o	f Rs 100 each	500,000	500,000		
	5,000,000 0	Idinary shares o					
	Issued, subscribed and paid-up capital						
		*					
	2005	2004	Ordinary shares of Rs 100 each				
	386,711	386,711	Shares fully paid in cash	38,671	38,671		
	477,493	477,493	Shares issued as fully				
			paid for consideration				
			other than cash - note 13.2	47,749	47,749		
	557,405	557,405	Shares issued as fully				
_			paid bonus shares	55,741	55,741		
-	1,421,609	1,421,609		142,161	142,161		
-							

- **13.1** Wyeth, USA and Wyeth Holdings Corporation, USA held 576,470 (2004: 576,470) and 448,560 (2004: 448,560) shares of Rs 100 each respectively as on December 31, 2005. The ultimate parent company is Wyeth, USA.
- **13.2** These shares include 473,529 shares issued under the scheme of arrangement for amalgamation of Wyeth Laboratories (Pakistan) Limited and Cynamid (Pakistan) Limited in the year 1996.

## 14. RESERVES

	Revenue	Capital	2005	2004
	reserves	reserve	1000)	
		(Rupe	es '000)	
		015	666.000	666 000
Balance at beginning of the year	665,785	215	666,000	6 <mark>66,00</mark> 0
Transferred from profit and loss account	34,000	-	34,000	-
Balance at end of the year	<mark>6</mark> 99,785	215	700,000	6 <mark>66,00</mark> 0



#### 15. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASES

The company has entered into leasing arrangements with various leasing companies for acquisition of vehicles. The total lease rentals due under the various lease agreements aggregated Rs 1.010 million (2004: Rs 2.583 million) and are payable in quarterly installments latest by October 2006. Finance charge for these leases range from 11.9 to 15.4 percent per annum. The company intends to exercise its option to purchase the leased vehicles after the end of the respective lease terms.

	2005	2004
	(Rupe	es '000)
The movement in the finance lease liability is as follows:		
Balance at January 1	2,583	4,154
Less: Payments made during the year Less: Adjustments	1,616 (43) 1,573	1,571 - 1,571
Less: Current portion of liabilities	1,010 1,010	2,583 1,544
Balance at December 31		1,039

**15.1** The future minimum lease payments and their present value, to which the company is committed under lease agreements, are as follows:

	As at December 31, 2005			As at I	December 31	, 2004
Year	Future lease rentals	Future financial charges	Present value	Future lease rentals	Future financial charges	Present value
			(Rupee	es '000)		
2005	-	-	-	1,804	260	1,544
2006	1,074	64	1,010	1,104	65	1,039
	1,074	64	1,010	2,908	325	2,583

#### 16. **TRADE AND OTHER PAYABLES**

TRADE AND OTHER PAYABLES Note	2005	2004
	(Rupe	es '000)
Creditors 16.1 Accrued liabilities Advances from customers Amounts payable under the voluntary	230,358 74,222 3,043	134,940 65,140 -
separation scheme Mark-up on short-term running finance	-	129,437
Payable to gratuity fund 29	-	993
Payable to pension fund29Accumulated compensated absencesWorkers' welfare fundContribution payable to employees old age	20,370 5,396	222 21,264
benefits institution	11	11
Workers' profit participation fund Central research fund 25	2,456 3,271	3,497 1,627
Unclaimed dividend	943	885
Others	268 340,338	<u>1,207</u> 359,227



	Note	2005	2004	
		(Rupees '000)		
	Wyeth Medica Ireland	24,463	13,150	
	Wyeth Ayerst International	12,018	441	
	Wyeth Nutritionals Ireland	26,107	2,965	
	Wyeth (Hongkong) Limited	-	251	
	Wyeth Ayerst Lederle, Inc.	40,848	14,338	
	Wyeth Farma, S.A.	-	12,146	
	Wyeth Nutritional Singapore (PTE) Ltd.	22,447	-	
	Wyeth Ayerst Pharmaceuticals	949	943	
		126,832	44,234	
16.2	Workers' profit participation fund			
	Balance at January 1	3,497	23,039	
	Allocation for the year 25	17,531	8,572	
	5	21,028	31,611	
	Interest on funds utilised in the company's business 24	58	25	
		21,086	31,636	
	Less: Payments made during the year	18,630	28,139	
	Balance at December 31	2,456	3,497	

## 16.1 Creditors include the following amounts due to related parties:

## **17. SHORT-TERM RUNNING FINANCE**

- 17.1 The company has obtained a running finance facility amounting to Rs 384.900 million (2004: Rs 384.900 million) from a commercial bank under mark-up arrangement. The facility carries mark-up at 22 paisas per Rs 1,000 per day. The facility will expire in March 2006 and is renewable subject to payment of repurchase price by the specified dates. The arrangement is secured by way of letter of comfort from the parent company. The facility was unutilised as at December 31, 2005.
- 17.2 The company has obtained another finance facility amounting to Rs 50 million (2004: Rs. 50 million) from a commercial bank under mark-up arrangement. The facility carries mark-up at 22 paisas per Rs 1,000 per day. The facility will expire in July 2006 and is renewable subject to payment of repurchase price by the specified dates. The arrangement is secured by way of letter of comfort from the parent company. The facility was unutilised as at December 31, 2005.
- **17.3** The facilities for opening letters of credit as at December 31, 2005 amount to Rs 382.570 million (2004: Rs 381.065 million) of which the amount remaining unutilised at the year end was Rs 299.678 million (2004: Rs 338.093 million).

				Wyeth
		Note	2005 (Rupe	2004 ees '000)
18.	CONTINGENCIES AND COMMITMENTS			
	Claims against the company not acknowledged as debts		253,705	261,242
	Commitments for capital expenditure		2,084	14,066
	Guarantees issued for Collector of Customs against duty on imported raw materials and other guarantees		21,166	25,628
	Letters of credit outstanding		38,969	29,933
19.	NET SALES			
	Sales - Domestic - Export		1,731,707 154,194 1,885,901	1,632,321 152,322 1,784,643
	Less: Discounts and commission Returns and provision for expired stocks Sales tax	19.1	59,217 29,506 21,664 110,387 1,775,514	44,740 12,041 22,606 79,387 1,705,256
19.1	Sales tax is paid on taxable supplies.			
20.	COST OF SALES			
	Opening stock of finished goods Cost of goods manufactured Purchase of finished goods Closing stock of finished goods Physician samples charged to advertising and sales promotion	20.1	181,482 883,638 134,994 (75,232) (13,410)	$ \begin{array}{r}     133,079 \\     1,050,801 \\     67,244 \\     (181,482) \\     \hline     \underbrace{(16,215)}_{1,052,4027} \end{array} $
20.1	Cost of goods manufactured		1,111,472	
	Opening stock of raw and packing materials Purchases of raw and packing materials Closing stock of raw and packing materials Raw and packing materials consumed		242,513 716,812 (267,447) 691,878	294,867 744,242 (242,513) 796,596
	Stores and spare parts consumed Salaries, wages and other benefits Fuel and power Rent, rates and taxes Insurance Repairs and maintenance Production and other supplies Postage, communication and stationery Depreciation Travelling and vehicles running expenses Provision for slow moving and obsolete stocks Outside manufacturing charges Others	22.1 4.5	4,255 87,804 14,232 1,155 849 9,888 8,377 1,482 13,790 4,112 43,632 1,242	9,322 145,293 15,783 1,081 1,095 13,218 10,501 1,712 15,940 4,523 2,140 39,422 2,972
	Opening stock of work-in-process Closing stock of work-in-process Cost of goods manufactured		1,242 190,818 882,696 28,213 (27,271) 883,638	2,972 263,002 1,059,598 19,416 (28,213) 1,050,801

		Note	2005	2004	
			(Rupees '000)		
21.	DISTRIBUTION COST				
	Salaries, wages and other benefits	22.1	74,731	83,910	
	Fuel and power		867	1,294	
	Rent, rates and taxes		1,015	1,817	
	Insurance		1,519	1,757	
	Repairs and maintenance		602	540	
	Dues and subscription		7,875	8,600	
	Transportation Travelling and living		16,446 35,957	12,052 35,287	
	Postage, communication and stationery		1,667	1,743	
	Depreciation	4.5	1,647	833	
	Training and development	4.5	6,619	1,521	
	Advertising and sales promotion		87,370	90,582	
	Shipping and packing cartons consumed		12,873	11,568	
	Others		1,104	1,379	
			250,292	252,883	
22.	ADMINISTRATIVE EXPENSES				
	Salaries, wages and other benefits	22.1	51,020	58,903	
	Fuel and power		2,275	2,514	
	Rent, rates and taxes		207	233	
	Insurance		1,555	1,735	
	Repairs and maintenance		2,191	4,201	
	Dues and subscription		826	773	
	Travelling and living		8,110	6,612	
	Postage, communication and stationery		6,494	9,624	
	Provision for doubtful debts		2,302	-	
	Legal and professional charges		3,402	4,499	
	Auditors' remuneration	22.2	2,201	2,128	
	Depreciation	4.5	5,575	8,764	
	Training and development		186	104	
	Donations	22.3	2,109	-	
	Others		2,701	2,649	
			91,154	102,739	

## 22.1 Salaries, wages and other benefits include the following in respect of employee benefits:

	2005			2004				
	Cost of sales	bution	Admin- istrative expenses		Cost of sales		Admin- istrative expenses	
				- (Rupee	es '000)			
Defined benefit pension fund Defined benefit gratuity fund Defined contributory provident fund	236 1,382 2,097	458 1,547 2,151	294 990 1,239	988 3,919 5,487	1,018 4,364 3,680	1,730 3,684 2,529	936 1,987 1,352	3,684 10,035 7,5 <mark>6</mark> 1
Accumulated compensated								
absences	1,983	1,193		4,126	5,910	3,093	2,353	11,356
	5,698	5,349	3,473	14,520	14,972	11,036	6,628	32,636

	Note	2005	2004
		(Rupe	es '000)
22.2	Auditors' remuneration		
	Audit fee - annual	400	400
	Audit fee - half yearly review	165	150
	Audit of employees' funds, special certification and	1.50	
	advisory services Tax services	158	167
	Out of pocket expenses	1,353 125	1,300 111
	out of pocket expenses	2,201	2,128
22.3	No directors and their spouses were interested in the donees.		
23.	OTHER OPERATING INCOME		
23.	OTHER OF ERATING INCOME		
	Gain on disposal of property, plant and equipment 4.8	5,358	3,186
	Scrap sales Compensation on income tax refunds	1,922	2,637 22,724
	Profit on		22,724
	- deposit accounts	13,997	3,642
	- loan to the Provident Fund 9.1 Export rebate claims	3,573 4,606	6,216
	Refund of late delivery charges	1,165	- 0,210
	Liabilities no longer payable written back	1,385	-
	Recovery of export freight	7,433	7,794
		39,439	46,199
24.	FINANCE COST		
	Finance lease charges	251	462
	Mark-up on running finance	-	402
	Interest on workers' profit participation fund 16.2	58	25
	Bank charges	$\frac{1,302}{1,611}$	1,728 2,221
25.	OTHER OPERATING EXPENSES		
	Workers' profit participation fund 16.2	17,531	8,572
	Workers' welfare fund	5,921	1,759
	Central research fund16Fixed assets written off4.2.1	3,271	1,611
	Net exchange loss 4.2.1	6,313 279	1,449
		33,315	13,391

#### 26. TAXATION

The income tax assessments of the company have been finalised upto and including the year ended December 31, 2004. While finalising the assessments of the company, the tax authorities have made arbitrary additions and disallowances to taxable income in various tax assessments upto the year ended December 31, 2001 which have resulted in tax demand of Rs 245.980 million. The tax demand has arisen mainly due to the following:



- The assessing officer has made additions to the income based on the contention that the company has allegedly paid excessive amount on import of raw materials.
- The assessing officer charged tax on purchases related to agriculture business of the company under presumptive tax regime by treating all purchases as commercial imports.
- The assessing officer also charged tax on gain on sale of the company's agriculture business and has also arbitrarily disallowed certain expenses attributed to that segment of this business.

Although the company has filed appeals with various appellate authorities, it has, as a matter of prudence, made a provision of Rs 167.413 million against the above demands. The management is confident that the ultimate decision of the appeals will be in the company's favour.

		2005	2004		
		(Rupe	es '000)		
26.1	Relationship between tax expense and accounting profit				
	Profit before taxation	327,109	161,087		
	<ul> <li>Tax at the applicable rate of 35% (2004: 35%)</li> <li>Tax (reversal) / charge for prior years</li> <li>Tax effect of expenses that are not allowable in determining taxable income</li> <li>Tax effect on income under presumptive tax regime</li> <li>Tax effect of export rebate and exchange gain on exports</li> <li>Tax effect of others items</li> </ul>	114,488 (2,035) 2,800 (10,151) (4,249) (469) 100,384	56,380 6,469 2,450 3,205 (5,032) (9,360) 54,112		
27.	EARNINGS PER SHARE - BASIC AND DILUTED				
	Profit after taxation	226,725	106,975		
		Nu	mber		
	Average number of ordinary shares	1,421,609	1,421,609		
	Rupees				
	Earnings per share - basic and diluted	159.48	75.25		

#### 28. REMUNERATION OF CHIEF EXECUTIVE, DIRECTOR AND EXECUTIVES

The aggregate amounts charged in the financial statements for remuneration including certain benefits, to the chief executive, director and executives of the company are as follows :

	2005			2004				
	Chief Director Executives Chief executive		Chief executive	Director	Executives			
		(Rupees '000)						
Managerial remuneration	4,475	2,708	17,110	5,397	2,822	17,2 <mark>6</mark> 0		
Bonus	-	521	3,363	-	478	3,599		
Utilities	348	84	833	280	76	<mark>79</mark> 7		
Medical expenses	52	111	541	77	107	402		
Retirement benefits	497	286	1,573	625	352	2,257		
	5,372	3,710	23,420	6,379	3,835	24,315		
Number of persons	1	1	14	1	1	14		



In addition to the above, the chief executive, a director and some of the executives are provided with company owned and maintained cars and their residential telephone bills are also paid by the company.

**28.1** Aggregate amount charged in these financial statements for fees to three (3) directors was Rs 0.120 million (2004: Rs 0.135 million).

#### **29. DEFINED BENEFIT PLANS**

As mentioned in note 3.10, the company operates approved funded pension and gratuity schemes. The latest actuarial valuations of the schemes were carried out as at December 31, 2005. Projected Unit Credit Method using the following significant assumptions was used for these valuations:

	2005	2004
Discount rate	9% per annum	8% per annum
Expected rate of return on plan assets	9% per annum	8% per annum
Expected rate of increase in salary	9% per annum	8% per annum

**29.1** The movements in the liability recognised in the balance sheet were as follows:

	Note	2005		2004	
		Gratuity	Pension (Rupe	Gratuity es '000)	Pension
			(Rupe	<b>c</b> <sup>5</sup> 000)	
Opening liability		993	222	5,480	-
Expense recognised during the year		3,919	988	10,035	3,684
Contribution during the year		(4,912)	(1, 210)	(14,522)	(3,462)
Loan to the Fund	9	(27,354)	-	-	-
Closing (receivable)/ liability		(27,354)	-	993	222

**29.2** The fair value of the schemes' assets and liabilities for past services of the employees at the latest valuation date were as follows:

	2005		2004		
	Gratuity	Pension (Rupe	Gratuity Pension es '000)		
Present value of defined benefit obligation Fair value of plan assets	64,574 (92,599) (28,025)	79,744 (104,599) (24,855)	62,988 (67,215) (4,227)	79,595 (99,349) (19,754)	
Unrecognised actuarial gain Net (receivable) / liability recognised at the balance sheet date	671 (27,354)	24,855	5,220 	19,976       222	

**29.3** The following costs were recognised during the year:

	2005		2004		
	Gratuity	Pension	<b>Gra<mark>tuity</mark></b>	Pension	
		(Rupe	<mark>es '00</mark> 0)		
Current service cost	4,244	3,197	5,673	3,687	
Interest cost	5,076	6,373	6,787	6,710	
Expected return on plan assets	(5,401)	(7,865)	(6 <mark>,164</mark> )	(6,713)	
Amortisation of (gain) / loss	-	(717)	3,739	-	
	3,919	988	10,035	3,684	

#### 30. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise the parent company (Wyeth, USA), related group companies, staff retirement benefits, directors, key management personnel and close members of the family of all the aforementioned related parties. The company in the normal course of business carries out transactions with various related parties. Significant balances and transactions with related parties are as follows:

	Note	2005	2004		
Nature of transaction		( <b>Rupees '000</b> )			
Sales to associated undertakings Purchases from associated undertakings Dividend to parent Contribution to the Pension Fund Contribution to the Gratuity Fund Contribution to the Provident Fund Loan to the Provident Fund Loan to the Gratuity Fund	30.1 30.2 9.1 9.1	132,939 159,021 51,251 1,210 4,912 5,487 40,738 27,354	141,089 78,871 3,462 14,522 7,561		
Profit charged on loan to the Provident Fund Remuneration of key management personnel		3,573 21,840	24,595		

- **30.1** This includes Rs 22.104 million outstanding as at December 31, 2005 from associated undertaking.
- **30.2** This includes Rs 126.832 million payable as at December 31, 2005 to associated undertakings.

#### 31. CASH GENERATED FROM OPERATIONS

	Note	2005	2004			
		(Rupe				
	Profit before taxation	327,109	161,087			
	Adjustments for non-cash charges and other items:					
	Depreciation Provision for slow moving and obsolete stock Provision for doubtful debts/(provision written back) Reserve for potential expired stock claims/ (reserves written back) Fixed assets written off Gain on disposal of property, plant and equipment Finance lease charges	21,012 2,302 4,000 6,313 (5,358) 251	25,537 2,140 (344) (563) (3,186) 462			
31.1	Mark-up on running finance Profit on - deposit accounts - loan to the Provident Fund Working capital changes 31.1 Working capital changes	(13,997) $(3,573)$ $(105,924)$ $232,135$	$ \begin{array}{r} 462 \\ 6 \\ (3,642) \\ \underline{225,572} \\ 407,069 \\ \end{array} $			
	(Increase)/decrease in current assets:					
	Spares Stocks Trade debts Loans and advances Deposits and prepayments Other receivables (Decrease)/increase in current liabilities:	$(20) \\ 29,226 \\ (34,887) \\ (70,365) \\ (3,049) \\ (7,886) \\ (86,981)$	203 (58,987) 140,039 6,288 3,218 18,338 109,099			
	Trade and other payables	(18,943) (105,924)	<u>116,473</u> 225,572			

				Wyeth
		Note	2005 (Ruped	2004 es '000)
32.	CASH AND CASH EQUIVALENTS			
	Cash and bank balances	12	397,411	309,999

#### 33. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

#### 33.1 Interest rate risk exposure

The information relating to the company's exposure to interest rate risk based on maturity dates is as follows:

	2005 Interest bearing Non-interest bearing					2004	
	•	Maturity after one year	Total	upto one year	Maturity after one year es '000) -	Total	Total
Financial assets				` <b>`</b>	,		
Loans and advances Deposits Trade debts Other receivables Cash and bank balances	68,092 - - - - - - - - - - - - - - - - - - -		68,092 - - - - - - - - - - - - - - - - - - -	3,796 6,218 71,915 16,735 <u>294</u> <u>98,958</u>	6,259 1,779 - - - - 8,038	 78,147 7,997 71,915 16,735 <u>397,411</u> <u>572,205</u>	
Financial liabilities							
Liabilities against assets subject to finance leases Trade and other payables	1,010 		1,010	<u>305,791</u> <u>305,791</u>	- - -	 1,010 <u>305,791</u> <u>306,801</u>	

**33.2** The effective interest/mark-up rates as at December 31, for financial instruments are as follows:

		2005	2004
	Bank deposits	5.42%	1.87%
33.3	Off-balance sheet items		
		2005	2004
		(Rupe	es '0 <mark>00)</mark>
	Letters of credit	38,969	29,933
	Letters of guarantee	21,166	25,628

#### 33.4 Concentration of credit risk

Credit risk represents the accounting loss that would be recognised at the reporting date if the counterparty failed completely to perform as contracted. Financial instruments that potentially subject the company to concentration of credit risk are trade debts. The company's products are sold to distributors and Government organisations. The company continuously assesses the credit worthiness of its customers. Due to the large number and diversity of the company's customer base, concentration of credit risk with respect to trade debts is limited.

The company invests its available cash and cash equivalents with banks.

#### 33.5 Foreign exchange risk management

Foreign currency risk arises mainly when receivables and payables exist due to transactions entered in foreign currencies. The company's foreign currency risk relates to buying and selling in currencies other than Pak Rupees. The risk is managed by obtaining foreign exchange contracts with banks where considered necessary by the management based on its assessment of fluctuation in rates.

#### 33.6 Liquidity risk

The company implies prudent risk management policies by maintaining sufficient cash and bank balances and by keeping committed credit lines.

#### 33.7 Fair value of financial instruments

The major portion of the company's financial instruments are short term in nature and would be settled in the near future. The fair values of these instruments are not materially different from their carrying values.

#### 34. DATE OF AUTHORISATION FOR ISSUE AND DIVIDEND

- **34.1** These financial statements were authorised for issue on March 20, 2006 by the board of directors of the company.
- **34.2** The board of directors have proposed dividend for the year ended December 31, 2005 of Rs. **60** per share (2004: Rs 50 per share), amounting to Rs. **85.297** million (2004: Rs 71.080 million) at their meeting held on March 20, 2006 subject to the approval of members at the annual general meeting to be held on April 18, 2006.



#### 35. CORRESPONDING FIGURES

Corresponding figures of the following have been reclassified / restated for the purposes of comparison and better presentation:

- Sales tax payable included in others has been reclassified as creditors note 16.
- Contingencies with respect to claims not acknowledged as debt has been restated note 18.
- Domestic sales has been reduced which included sales tax on free goods accordingly, sales tax shown as deduction has been reduced note 19.
- Exchange loss was netted off with recovery of export freight has been reclassified to other operating charges note 23 and 25.

Aufed R. Khan

Arshad Rahim Khan Chief Executive

Khwaja Bakhtiar Ahmed Director



## SIX YEARS AT A GLANCE from 2000 to 2005

					(R	upees '000)
	2000	2001	2002	2003	2004	2005
Sales	2,100,840	1,876,558	1,897,671	1,859,037	1,705,256	1,775,514
Cost of sales	1,477,746	1,192,858	1,204,111	1,112,969	1,053,427	1,111,472
Gross profit	623,094	683,700	693,560	746,068	651,829	664,042
Distribution cost and administrative expenses	443,474	322,222	358,370	344,547	355,622	341,446
Other operating expenses including finance cost & voluntary separation scheme	192,874	122,866	81,976	40,441	181,319	34,926
Other operating income	5,785	46,698	82,472	70,491	46,199	39,439
Profit / (loss) before taxation	(7,469)	285,310	335,686	431,571	161,087	327,109
Taxation	12,613	199,753	90,902	130,018	54,112	100,384
Profit / (loss) after taxation	(20,082)	85,557	244,784	301,553	106,975	226,725
Shareholders' equity	248,053	333,610	542,854	808,867	915,842	1,071,487
Property, plant and equipment	101,402	129,063	133,911	159,014	174,544	174,000
Current assets	1,677,155	962,128	937,847	924,096	1,095,469	1,237,550
Current liabilities	1,484,304	710,441	526,421	279,618	360,771	341,348
Current ratio (no. of times)	1.13	1.35	1.78	3.30	3.04	3.63
Dividend pay out percentage	NIL	NIL	25%	25%	50%	60%





NO. OF	NO. OF HAVING SHARI				
SHAREHOLDERS	FROM	ТО	SHARES HELD	PERCENTAGE	
559	1	100	13152	0.93	
81	101	500	18642	1.31	
16	501	1000	10774	0.76	
15	1001	5000	27391	1.93	
1	5001	10000	7140	0.50	
2	10001	15000	22209	1.56	
1	25001	30000	29260	2.06	
1	40001	45000	41505	2.92	
1	225001	230000	226506	15.93	
1	445001	450000	448560	31.55	
1	575001	580000	576470	40.55	
679			1421609	100.00	

## **PATTERN OF SHAREHOLDING** as of December 31, 2005

### CATEGORIES OF SHAREHOLDERS as of December 31, 2005

PARTICULARS	SHAREHOLDERS	SHAREHOLDING	PERCENTAGE
INDIVIDUALS	657	67095	4.72
INVESTMENT COMPANIE	S 3	3280	0.23
INSURANCE COMPANIES	4	59129	4.16
JOINT STOCK COMPANIES	5 2	1025030	72.10
FINANCIAL INSTITUTION	S 6	262867	18.49
OTHERS	5	3916	0.28
NON-RESIDENT	2	292	0.02
COMPANY TOTAL	679	1421609	100.00



### **CATEGORIES OF SHAREHOLDERS** as of December 31, 2005

Information under clause xix (i) of the Code of Corporate Governance

Category No.	Categories of Shareholders	Number of shares held	Percentage
1	Associated Companies, undertakings and related parties	Nil	Nil
2	NIT and ICP		
	National Bank of Pakistan (Trustee Department)	232677	16.3672
3	Directors, Chief Executive and their spouses and minor children		
	Khwaja Bakhtiar Ahmed	20	0.0014
4	Executives Niloufer Shroff	29	0.0020
5	Public Sectors Companies and Corporations	Nil	Nil
6	Banks, Development Financial Institutions, Non-Banking Financial Institutions, Insurance Companies, Modarabas and Mutual Funds		
	New Jubilee Insurance Co. Ltd EFU General Insurance Company Ltd. State Life Insurance Corporation of Pakistan First Dawood Investment Bank Limited Trustee - Unit Trust of Pakistan	275 7140 51714 930 29260	0.0193 0.5022 3.6377 0.0654 2.0582
7	Shareholders holding ten percent or more voting interest in the Listed Company		
	Wyeth Wyeth Holdings Corporation, U.S.A National Bank of Pakistan	576470 448560	40.5505 31.5529
	(Trustee Department)	232677	16.3672

The Chief Executive, Directors, CFO, their spouse and minor children have made no sale / purchase of Company's shares during the year ended December 31, 2005.

### FORM OF PROXY

I, W	/e	of	of		
	(full a	ddress) being a member o	f Wyeth Pakistan Limited		
here	by appoint				
	(full address) or failing				
addr Ann	ress) as my/our Proxy to attend and vote nual General Meeting of the Company to ny adjournment thereof.	e for me/us and on my/ou	r behalf at the Fifty Seven		
As v	witness my/our hand this	day of	2006 signed		
by_		in presence of			
			Please affix Revenue Stamp of Rs. 5.00		
Signature and address of Witness		Sig	Signature of Member		
	o No. / CDC Account and icipant's ID Number	Nur	nber of Shares held		
1.		r entitled to attend and vote at Annual General Meeting is entitled to appoint a proxy and vote instead of him. A proxy need not be a member of the Company.			
2.	The instrument appointing a proxy should be signed by the member or by his attorney duly authorized in writing. If the member is a corporation it's common seal should be affixed to the instrument.				
3.	The instrument appointing a proxy, together with the Power of Attorney if any under which it is signed or a notarilly certified copy thereof, should be deposited at the Registered Office of the Company not less that 48 hours before the time for holding the meeting.				

4. In case of Proxy for any individual beneficial owner of CDC, entitled to attend and vote at this meeting it is necessary to deposit the attested copies of beneficial owner's national identity card, Account and Participant's ID numbers. The Proxy shall produce his original national identity card at the time of the meeting. Representative of corporate members should bring the usual documents for such purpose.

