



Pakistan

Annual Report  
2016



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## Vision

We deliver high quality solutions from the world's best sources to support our farmer community and the agricultural sector.

## Mission

UDL Pakistan is a dynamic company investing in the agricultural sector for the betterment of Farmer's through its unique services & high quality products so they can get the best crop yields & high quality of food for Human beings.

## Core Values

"Seeking Allah's pleasure in all that we do"

"Committing ourselves to enhancing Pakistan's image"

"Serving the needs of our customers with passion, dedication & by honoring our word"

"Striving for excellence in rural & urban marketing"

"Constantly upgrading our knowledge & skills to become better professionals"

"Enriching our work environment with high levels of performance, participation & creativity"

"Upholding the spirit of individual & collective accountability"

"Rewarding quality performance"

"Nurturing openness, trust & support to guide our business policies, individual & team conduct"

"Enhancing shareholder value through long-term profitability & improving performance ratios"

# Company Information

## Board of Directors

Mr. Rashid Abdulla  
Chairman

Mr. Asad Abdulla  
Chief Executive Officer

Mr. Zubair Palwala  
Director

Mr. Ayaz Abdulla  
Director

Mr. S. Nadeem Ahmed  
Director

Mr. Tahir Saeed  
Director

Mr. M. Salman Hussain Chawala  
Director

## Legal Advisor

Shah & Co.  
Barristers Corporate &  
Tax Counselors

## Registered Office

United Distributors Pakistan Limited  
9th Floor, NIC Building, Abbasi  
Shaheed Road, Off: Shahrah-e-Faisal,  
Karachi  
Web: [www.udpl.com.pk](http://www.udpl.com.pk)

## Company Secretary

Mr. Adnan Ahmed Feroze  
Company Secretary

## Audit Committee

Mr. Tahir Saeed  
Chairman

Mr. Zubair Palwala  
Member

Mr. Ayaz Abdulla  
Member

## Auditors

A. F. Ferguson & Co.,  
Chartered Accountants  
State Life Building No. 1-C, I.I.  
Chundrigar road, P.O. Box 4716,  
Karachi - 74000, Pakistan

## Registrar

Central Depository Company of  
Pakistan Ltd.  
CDC House # 99-B, Block 'B'  
S.M.C.H.S, Main Shahrah-e-Faisal,  
Karachi

## CFO

Mr. Sohail Hasnain Ahmed  
Chief Financial Officer

## Remuneration Committee

Mr. Ayaz Abdulla  
Chairman

Mr. Zubair Palwala  
Member

Mr. Asad Abdulla  
Member

## Bankers

Standard Chartered Bank Pakistan  
Habib Metropolitan Bank Limited  
Habib Bank Limited  
Silk Bank Limited  
Muslim Commercial Bank Limited

# Notice of Annual General Meeting

Notice is hereby given that the 34th Annual General Meeting of United Distributors Pakistan Limited will be held at The Institute of Chartered Accountants of Pakistan, Chartered Accountants Avenue, Karachi on Thursday, October 27, 2016 at 4:30 p.m. to transact the following business:

1. To confirm the minutes of the last Extraordinary General Meeting held on December 21, 2015.
2. To receive, consider and approve the audited financial statements of the Company for the year ended June 30, 2016 together with the Directors' and Auditors' reports thereon.
3. To appoint Auditors and fix their remuneration for the year 2016-2017. The present Auditors A.F Ferguson & Co., Chartered Accountants retire and being eligible, offer themselves for the re-appointment as auditors of the Company.

## SPECIAL BUSINESS

4. To approve the issue of bonus shares in the ratio of twenty shares for every hundred shares held i.e.20% as recommended by the board of directors and, if thought appropriate to pass with or without modification(s) the following resolution as ordinary resolution:

"RESOLVED that a sum of RS. 40,409,160/- out of the un-appropriated profits of the Company be capitalized and applied towards the issue of 4,040,916 ordinary shares of Rs. 10/- each and allotted as fully paid bonus shares to the members who are registered in the books of the Company as at the close of business on October 20, 2016, in proportion of twenty shares for every hundred ordinary shares held and that such new

shares shall rank pari passu with the existing ordinary shares.

FURTHER RESOLVED that in the event of any member becoming entitled to a fraction of a share, the Directors be and are hereby authorized to consolidate all such fractions and sell the shares so constituted on the Stock Market and to pay the proceeds of the sale when realized to a recognized charitable institution as may be selected by the Directors of the Company.

FURTHER RESOLVED that the Company Secretary be and is hereby authorized to take all necessary actions on behalf of the Company for allotment and distribution of the said bonus shares as he think fit."

5. To approve that the Annual Audited Accounts be circulated to the members through CD/DVD/USB as per S.E.C.P. S.R.O No. 470(1)(2016) and if thought fit, to pass the following Resolution as Ordinary Resolution:

"RESOLVED that the Company may circulate the Annual Audited Accounts to its members through CD/DVD/USB instead of in hardcopy at their registered addresses".

6. The Securities and Exchange Commission of Pakistan (S.E.C.P) has issued the Companies [E-Voting] Regulations, 2016 [the "Regulations"] on January 22, 2016 vide SRO 43(1)(2016) which allows both members and non-members to take part in decision making in the general meeting of the Company through electronic means through intermediary.

In order to comply with the Regulations the Articles of Association of the Company be and are hereby amended by inserting a new Article 51(A) immediately after the existing Article 51.

To consider, propose and if thought fit, pass with or without modification(s), the **Special Resolution** amend the existing Articles of Association to set out the members' right to exercise their votes by electronic means as prescribed by the Companies [E-Voting] Regulations, 2016 as amended or revised from time to time.

"RESOLVED that the following new Article 51(A) be inserted immediately after the existing Article 51 of the AOA of the Company to be read as follows:

# Notice of Annual General Meeting

## 51(A) Votes of Members

In addition to the voting option available to the members under this Article, the Company shall also provide the option of e-voting to the members i.e. members to vote through electronic means in accordance with the procedure prescribed under the laws for the time being in force

Further Resolved that the existing Article be and is hereby replaced and to be read as follows:

## 56: Form of Proxy

An instrument appointing a proxy shall be in the form specified in Regulation 39 of the table A in the first schedule to the Ordinance or Schedule II of the Companies (E-Voting) Regulations, 2016 or in any other form which the directors may approve.

Further Resolved that the Chief Executive / Company Secretary (any one of them) be and is hereby authorized to take or caused to be taken any and all actions necessary and incidental for the purpose of altering the Articles of Association of the Company and make necessary submission and complete legal formalities, as may be required to implement the aforesaid resolution>"

## OTHER BUSINESS

6. To transact any other business with the permission of the Chair

By Order of the Board

Karachi: October 06, 2016

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ADNAN AHMED FERZE  
Company Secretary

# Notice of Annual General Meeting

Statement of material facts under section 160(1)(b) of the Companies Ordinance, 1984 regarding the Special Business:

## ITEM 4 OF THE AGENDA

The Directors of the Company are of the view that the Company's financial position justifies issuance of bonus shares in the ratio of twenty shares for every hundred shares held

The Directors are interested in the business to the extent of the entitlement of bonus shares as shareholders

## ITEM 5 OF THE AGENDA

To give effect to the notification S.R.O. 470(I)(2016) of the Securities and Exchange Commission of Pakistan (SECP), Shareholder's approval is being sought to allow the Company to circulate its Annual Report through CD/DVD/USB to all members. The Company however, shall place on its website a standard request form to enable those members requiring a hardcopy of the Annual Report instead of through CD/DVD/USB, to intimate the Company of their requirement.

## ITEM 6 OF THE AGENDA

To give the effect of the Companies (E-Voting) Regulations, 2016, the shareholders' approval is being sought to amend the articles of association of the Company to enable e-voting which will give the members option to be part of the decision making in the general meeting of the Company through electronic means.

The Directors are not interested, directly or indirectly, in the above business except to the extent of their investment, as has been detailed in the pattern of shareholding annexed to the annual report.

## NOTES

1. The Share transfer books of the Company will remain closed from October 21, 2016 to October 27, 2016 (both days inclusive). Transfer (if any) should be received at the office of our Registrar M/s Central Depository Company of Pakistan Limited, CDC House 99 B, Block B, S.M.C.H.S, Main Shahrah-e-Faisal Karachi, latest by the close of business on October 20, 2016.

2. A member entitled to attend and vote at this meeting may appoint a proxy to attend and vote on his/ her behalf. A proxy need not be a member of the Company.
3. Proxies in order to be effective must be received by the Company's Registrar not less than 48 hours before the meeting.
4. Members are requested to notify any changes in their addresses immediately to the Company's Share Registrar, M/s Central Depository Company of Pakistan Limited.
5. In pursuance of the Circular No. 1 of 2000 of SECP dated January 26th, 2000 beneficial owners of the shares registered in the name of Central Depository Company (CDC) and / or their proxies are required to produce their Computerized National Identity Card (CNIC) or passport for identification purpose at the time of attending the meeting.
6. Proxy form must be submitted with the Company within the stipulated time, duly witnessed by two persons whose names, addresses and CNIC numbers must be mentioned on the form, along with attested copies of the CNIC or passport of the beneficial owner and the proxy.
7. In case of corporate entity, the Board of Directors' resolution/ power of attorney with the specimen signature of the proxy holder shall be submitted (unless it has been provided earlier) along with proxy form to the Company.
8. The members are requested to deposit tax equivalent to five percent of the value of the bonus shares issued to the shareholders determined on the basis of day-end price on the first day of the closure of books within fifteen days from the first day of the closure of books.
9. If a member fails to make the payment of tax within fifteen days, the Company shall deposit the Bonus Shares in the Central Depository Company of Pakistan Limited or any other entity as may be prescribed.
9. Bonus Shares deposited in the Central Depository Company of Pakistan Limited shall be disposed of in the mode and manner as may be prescribed and the proceeds thereof shall be paid to the Commissioner, by way of credit to the Federal Government



# Directors' Report

The Board of Directors of United Distributors Pakistan Limited (UDPL) takes pleasure in presenting this report, together with the Audited Financial Statements of the Company for the year ended June 30, 2016.

The Directors' Report is prepared under section 236 of the Companies Ordinance, 1984 and Clause xvi of the Code of Corporate Governance.

## FINANCIAL PERFORMANCE

	2016	(Restated) 2015
	----- (Rupees in '000') -----	
Net sales	335,352	339,619
Gross profit	98,326	66,354
Loss from operations	(6,677)	(39,006)
Profit before taxation	150,894	137,683
Profit after taxation	109,768	116,942
EPS in Rs.	5.43	5.79

This report is to be submitted to the members at the 34th Annual General Meeting of the Company to be held on October 27, 2016.

## BUSINESS OVERVIEW

During the year 2015-16, the Company's financial performance improved despite the challenges continuously faced by the agriculture sector for the last couple of years which also had an impact on the Company's business.

\* اُردو کے لئے آخری صفحات ملاحظہ فرمائیے۔

The Company registered a net sale of Rs 335.35 million as compared to Rs.339.62 million over the same period last year, thus resulted in a decrease by 1.26% for the period under review due to lower crops cultivation and limited application of pesticides and use of specialty fertilizer.

The management's focus remained on improving margins rather than revenue by marketing of high quality products, providing the best solutions and exclusive services to farmers' community. The gross margin increased significantly from 19.5% to 29.3% over the corresponding period which also includes a significant contribution of new products as well as a better product mix.

The continuous emphases and a stringent control over the operating expenses led to reduction in distribution cost registered by 4.01% over the year. The administrative and general expenses increased by 41.55% over the corresponding year, driven by significant increase in legal and professional fee, auditor's fee and depreciation of vehicles.

A sharp decline in finance cost registered over the corresponding year, as a result of efficient treasury management led to reduction in markup charges on short term borrowing and controlling of exchange fluctuations.

## EARNINGS PER SHARE

Earnings per share after taxation is Rs.5.43 (2015: Rs. 5.79). This decline in EPS is due to the decline in share of profit from associates even though the companies operating results have improved.

## SHARE OF PROFIT FROM ASSOCIATES

During the current year, the Company recognize share of profit from associate - FMC United (Private) Limited in accordance with the International Accounting Standard 28 - 'Investment in Associates and Joint Ventures', share of profit from associate and restated preceding year amount as referred in note # 31.

## EMPHASIS OF THE MATTER PARAGRAPH IN AUDITORS' REPORT

The auditors' in their report have drawn attention to Note # 6.4 that the Company is holding 7,386,568 shares of the holding company.

# Directors' Report

This was not a direct investment in the holding company. The shareholders in their meeting held on February 14, 2011, approved a special resolution for swapping of its investment from one of its associates to IBL, and the same was also approved through a scheme of arrangement approved by the Honorable High Court of Sindh.

## HOLDING COMPANY

International Brands Limited- IBL is the Holding Company of United Distributors Pakistan Ltd. As at June 30, 2016 and IBL holds 14,420,901 shares of Rs.10 each.

## DIVIDEND

The Board of Directors in its meeting held on September 21, 2016 has recommended to issue Bonus Shares in the proportion 20 shares for every 100 shares held i.e. 20% for the year ended June 30, 2016.

## CORPORATE SOCIAL RESPONSIBILITY (CSR)

Our business is driven by our core values which ensures the commitment of all those involved to everything we do. We recognize that we must integrate our business values and operations to meet the expectations of our stakeholders; employees, customers, suppliers, the community in which we work and the environment.

Further, we also continued food supports to eligible employees of the Company in order to compensate the current inflation.

## SUBSEQUENT EVENT

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

## COMPLIANCE WITH THE BEST PRACTICES OF CORPORATE GOVERNANCE AS PER CLAUSE XVI OF CODE OF CORPORATE GOVERNANCE

The Board is pleased to state that the management of the Company is compliant with the best practices of Corporate Governance. The Board acknowledges its responsibilities in respect of the corporate and

financial reporting framework and thus states that:

- 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.
- Proper books of account of the Company have been maintained.
- Appropriate accounting policies have been consistently applied in preparation of financial statements and accounting estimates are based on reasonable and prudent judgment.
- International Financial Reporting Standards, as applicable in Pakistan, have been followed in preparation of financial statements and deviation from these if any has been adequately disclosed and explained.
- The system of internal control is sound in design and has been effectively implemented and monitored.
- There are no significant doubts upon the Company's ability to continue as a going concern.
- There has been no material departure from the best practices of corporate governance as detailed in the Pakistan Stock Exchange Rule Book.
- The management of the Company is committed to good corporate governance and appropriate steps are taken to comply with best practices.
- The details of outstanding statutory payment have been adequately disclosed in the financial statements. The company had made provision against workers welfare fund but the payment has not been made due to sufficient advance tax available to set off this liability.
- There has been no material departure from the best practices of corporate governance except that the Chief Financial Officer did not comply with the qualification criteria as specified in 5.19.9 (a) of the Code. The Company has decided to approach the Securities and Exchange Commission of Pakistan to obtain approval for continuing current Chief Financial Officer.

# Directors' Report

## DIRECTORS' TRAINING PROGRAM

The board has arranged for the requisite training of Mr. Tahir Saeed & Mr. Ayaz Abdulla during the current year from the Institute of Chartered Accountants of Pakistan and Mr. Rashid Abdulla is exempt from the training requirement in accordance with the exception criteria as mentioned in the Code. All remaining directors of the Company are appropriately certified from SECP approved institutions.

## EMPLOYEE'S RETIREMENT BENEFIT SCHEME

The Company provides retirement benefits to its employees in the form of provident fund. This funded benefit is maintained duly approved Trusts. These Trusts are managed by the trustees who get the Funds audited.

The value of investment of provident fund based on their audited accounts as on June 30, 2016 and as on June 30, 2015 respectively was as follows:

	2016	2015
	----- (Rupees in '000') -----	
Fair value of provident fund investment	107,457	117,194

## AUDIT COMMITTEE

The Committee comprises of three members all of them are non-executive Directors including the Chairman of the Committee.

The terms of reference of the Committee have been determined by the Board of Directors in accordance with guidelines provided in the Pakistan Stock Exchange Rule Book and advised to the Committee for compliance. The Committee held four meetings during the year.

S.No.	Name Of Directors	Number of Meetings Attended
01.	Mr. Tahir Saeed	4
02.	Mr. Ayaz Abdulla	2
03.	Mr. Zubair Palwala	4

## MEETINGS OF BOARD OF DIRECTORS

During the year, four meetings of the Board of Directors were held. Attendance by each Director was as under:

S.No.	Name Of Directors	Number of Meetings Attended
01.	Mr. Rashid Abdulla	4
02.	Mr. Asad Abdulla	4
03.	Mr. Zubair Palwala	4
04.	Mr. S. Nadeem Ahmed	3
05.	Mr. Ayaz Abdulla	2
06.	Mr. Tahir Saeed	4
07.	Mr. Salman Hussain Chawala	4

Further, Leave of absence was granted to the Directors who could not attend some of the Board Meetings.

## HUMAN RESOURCE AND REMUNERATION COMMITTEE

The Board in accordance with the Code of Corporate Governance has also constituted a Human Resource and Remuneration Committee, comprising of the following three Directors:

- Mr. Ayaz Abdulla
- Mr. Asad Abdulla
- Mr. Zubair Palwala

## INTERNAL AUDITORS

The internal control framework has been effectively implemented through outsource the Internal Audit function to BDO Ebrahim & Co., Chartered Accountants which is independent of the External Audit function.

## STATUTORY AUDITORS

The present auditor, A.F Ferguson & Co., Chartered Accountants, retires and being eligible, offers themselves for re-appointment. The Board of Directors endorses recommendation of the Audit Committee for their re-appointment as statutory auditors of the Company for the financial year ending June 30, 2017.

# Directors' Report

## PATTERN OF SHAREHOLDING

Pattern of Shareholding of the Company as at June 30th, 2016, along with the necessary information is annexed Page# 50 of this report.

There were 1,336 shareholders on the record of the Company as at 30th June 2016.

## FUTURE OUTLOOK

We aim to keep on our journey of sustainable and profitable growth in future. Your company continues to maintain a strong positive outlook in agriculture sector of the country. We believe that the government of Pakistan has taken bold steps to bring about a positive change in the sector through investment and elimination of sales tax that will have a positive outcome in the years to come.

We continue to focus on stability of the Company and invest on the fundamental strengths i.e. Our team, new brands, product registrations, enhancing the customer base, and improve the overall efficiency that will help us to achieve the objective set out by the management.

## ACKNOWLEDGMENTS

The Directors would like to express their gratitude to the Customer, Bankers and other Stakeholders for their continued support and encouragement and also place on record the appreciation of the valuable services rendered by the employees of the Company.

For and on behalf of the Board

Karachi: September 21, 2016

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**ASAD ABDULLA**  
Chief Executive officer

# Directors' Report

## SUMMARY OF KEY OPERATING AND FINANCIAL DATA OF SIX YEARS AT A GLANCE

Below is a summary of key operating and financial results for six years and includes the financial results for the year under review:

	2016	(Restated) 2015	(Restated) 2014	2013	2012	2011
	----- (Rupees in '000') -----					
<b>ASSETS EMPLOYED</b>						
Property, plant and equipment	19,910	35,001	39,054	36,896	38,624	89,453
Intangible assets	4,158	248	594	1,078	1,131	600
Long-term investments	1,004,720	790,774	581,908	369,734	325,745	225,533
Long-term deposits	2,550	2,325	2,766	15	1,540	5,533
Net current assets	75,261	82,332	113,997	22,399	(222,483)	(225,649)
<b>Total assets employed</b>	<b>1,106,599</b>	<b>910,680</b>	<b>738,319</b>	<b>430,122</b>	<b>144,557</b>	<b>95,470</b>
<b>FINANCED BY</b>						
Issued, subscribed and paid up capital	202,047	183,679	183,679	91,839	91,839	91,839
Reserve and unappropriated profit	831,610	676,276	525,944	317,121	42,868	(18,450)
Shareholder's equity	1,033,657	859,955	709,623	408,960	134,707	73,389
Long term and deferred liabilities	72,942	50,725	28,696	21,162	9,850	22,081
<b>Total capital employed</b>	<b>1,106,599</b>	<b>910,680</b>	<b>738,319</b>	<b>430,122</b>	<b>144,557</b>	<b>95,470</b>
Turnover	335,352	339,619	402,921	369,847	502,354	1,020,239
Profit/(loss) before tax	150,894	137,683	94,844	277,673	36,721	(99,396)
Profit/(loss) after tax	109,768	116,942	110,308	277,174	61,318	(96,627)
Earning per share - Rs.	5.43	5.79	8.23	23.58	6.68	(10.52)
Profit % of turnover	32.73%	34.43%	27.38%	74.94%	12.21%	-9.47%
Profit % of capital employed	9.92%	12.84%	14.94%	64.44%	42.42%	-101.21%
Cash Dividend (%)	0%	0%	0%	0%	0%	0%
Bonus share (%)	20%	10%	0%	0%	0%	0%
Bonus share amount	40,409	18,368	-	-	-	-

Year 2016, 2015 and 2014 have been presented as per change in accounting policy (Note 3 to the financial statements.)

# Statement of Compliance with the Code of Corporate Governance

For the year ended June 30, 2016

This statement is being presented to comply with the Code of Corporate Governance, contained in Regulation No. 5.19 of the listing regulations of Pakistan 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 the representation of independent, non-executive directors and directors representing minority interests on its Board of Directors. At present the Board includes:

Category	Name
Independent Director	Mr. Tahir Saeed
Executive Directors	Mr. Asad Abdulla
Non-Executive Directors	Mr. Rashid Abdulla Mr. Ayaz Abdulla Mr. S. Nadeem Ahmed Mr. Zubair Palwala Mr. M. Salman Hussain Chawala

The independent director meets the criteria of independence under clause 5.19.1 (b) of the Rule Book of the Pakistan Stock Exchanges Regulations.

2. The directors have confirmed that none of them is serving as a director on more than seven 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 DFI or an NBFI or, being a Broker of a stock exchange, has been declared as a defaulter by that stock exchange.
4. No Casual Vacancy occurred in the Board of Directors during the year ended June 30, 2016.
5. The Company has prepared a "Code of Conduct" and has ensured that appropriate steps have been taken to disseminate it throughout the Company along with its supporting policies and procedures.
6. The Board has developed a vision/mission statement, overall corporate strategy and significant policies of the Company. A complete record of particulars of significant policies along with the dates on which they were approved or amended has been maintained.
7. All the powers of the Board have been duly exercised and decisions on material transactions, including appointment and determination of remuneration and terms and conditions of employment of the CEO, other executive and non-executive directors, have been taken by the Board.
8. The meetings of the Board were presided over by the Chairman and the Board 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. During the year, two of the directors Mr. Ayaz Abdulla and Mr. Tahir Saeed obtained certifications of director training program from the Institute of Chartered Accountants of Pakistan.
10. There was no new appointment of CFO, Company Secretary and Head of Internal Audit during the year. The CFO does not meet the qualification criteria as specified in 5.19.9 (a) of the Code. The Company has decided to approach the Securities and Exchange Commission of Pakistan to obtain approval for continuing current CFO

# Statement of Compliance with the Code of Corporate Governance

11. The directors' report for this year has been prepared in compliance with the requirements of the Code and fully describes the salient matters required to be disclosed.
12. The financial statements of the Company were duly endorsed by CEO and CFO before approval of the Board.
13. The directors, CEO and executives do not hold any interest in the shares of the Company other than that disclosed in the pattern of shareholding.
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 of three members, of whom all are non-executive directors and the chairman of the committee is an independent director.
16. The meetings of the audit committee were held at least once 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 committee have been formed and advised to the committee for compliance.
17. The Board has formed an HR and Remuneration Committee. It comprises three members, of whom two are non-executive directors and the chairman of the committee is a non-executive director.
18. The Board has outsourced the internal audit function to M/s BDO Ebrahim & Chartered Accountants who are considered suitably qualified and experienced for the purpose and are conversant with the policies and procedures of the Company.
19. The statutory auditors of the company have confirmed that they have been given a satisfactory rating under the quality control review program of the Institute of Chartered Accountants 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 International Federation of Accountants (IFAC) guidelines on code of ethics as adopted by the Institute of Chartered Accountants of Pakistan.
20. 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.
21. The 'closed period', prior to the announcement of interim/final results, and business decisions, which may materially affect the market price of Company's securities, was determined and intimated to directors, employees and stock exchange.
22. Material/price sensitive information has been disseminated among all market participants at once through stock exchange.
23. The related party transactions have been placed before the audit committee and approved by the Board of Directors along with pricing methods for transactions carries out on terms equivalent to those that prevail in the arm's length transactions.
24. We confirm that all other material principles enshrined in the Code have been complied with.

Karachi: September 21, 2016

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**ASAD ABDULLA**  
Chief Executive Officer



# Review Report to the Members

## on Statement of Compliance with the Code of Corporate Governance

We have reviewed the enclosed Statement of Compliance with the best practices contained in the Code of Corporate Governance (the Code) prepared by the Board of Directors of United Distributors Pakistan Limited for the year ended June 30, 2016 to comply with the Code contained in regulation No. 5.19 of the Pakistan Stock Exchange Limited where the Company is listed.

The responsibility for compliance with the Code 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 and report if it does not and to highlight any non-compliance with the requirements of the Code. A review is limited primarily to inquiries of the Company's personnel and review of various documents prepared by the Company to comply with the Code.

As a part of our audit of 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 are not required to consider whether the Board of Directors' statement on internal control covers all risks and controls or to form an opinion on the effectiveness of such internal controls, the Company's corporate governance procedures and risks.

The Code required the Company to place before the Audit Committee, and upon recommendation of the Audit Committee, place before the Board of Directors for their review and approval its related party transactions distinguishing between transactions carried out on terms equivalent to those that prevail in arm's length transactions and transactions which are not executed at arm's length price and recording proper justification for using such alternate pricing mechanism. We are only required and have ensured compliance of this requirement to the extent of the approval of the related party transactions by the Board of Directors upon recommendation of the Audit Committee. We have not carried out any procedures to determine whether the related party transactions were undertaken at arm's length price or not.

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 Company's compliance, in all material respects, with the best practices contained in the Code as applicable to the Company for the year ended June 30, 2016.

Further, we highlight below instance of non-compliance with the requirement of the Code as reflected in the note reference where it is stated in the Statement of Compliance:

Note reference	Description
10	Requirement with respect to qualification of the Chief Financial Officer under clause 5.19.9 (a) of the Code has not been complied with.

Chartered Accountants  
Karachi  
Date: September 30, 2016





# Auditors' Report to the Members

We have audited the annexed balance sheet of United Distributors Pakistan Limited as at June 30, 2016 and the related profit and loss account, statement of comprehensive income, cash flow statement and statement of changes in equity 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 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 accounts 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 comprehensive income, cash flow statement and statement of changes in equity 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 affair as at June 30, 2016 and of the profit, total comprehensive income, its cash flow and changes in equity for the year then ended; and
- d) in our opinion, no Zakat was deductible at source under the Zakat and Ushr Ordinance, 1980 (XVIII of 1980)

## EMPHASIS OF MATTER

We draw attention to note 64 to the financial statements. As stated in the note, as at June 30, 2016 the Company is holding 7,386,586 shares of International Brands Limited (Holding Company), amounting to 83,663,056. Our opinion is not qualified in respect of this matter.

## OTHER MATTER

The financial statements for the year ended June 30, 2015 were audited by another firm of Chartered Accountants whose report dated September 23, 2015 expressed an unmodified opinion thereon and included an emphasis of matter paragraph in respect of holding shares of International Brands Limited (Holding Company).

Chartered Accountants  
Karachi

Date: September 30, 2016

Engagement Partner: **FARRUKH REHMAN**

# Balance Sheet

as at June 30, 2016

		(Restated)	(Restated)
	2016	2015	2014
(Rupees in '000')			
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	4	19,910	35,001
Intangible assets	5	4,158	248
Long-term investments	6	1,004,720	790,774
Long-term deposits	7	2,550	2,325
		<b>1,031,338</b>	<b>828,348</b>
<b>CURRENT ASSETS</b>			
Stock-in-trade	8	146,986	179,371
Trade debts	9	43,790	13,986
Loans, advances and prepayments	10	935	696
Other receivables	11	24,532	4,993
Short-term investment		-	-
Taxation - payments less provisions		25,247	24,914
Tax refunds due from Government - sales tax		2,906	562
Cash and bank balances	12	10,561	5,353
		<b>254,957</b>	<b>229,875</b>
<b>TOTAL ASSETS</b>		<b>1,286,295</b>	<b>1,058,223</b>
<b>SHARE CAPITAL AND RESERVES</b>			
Share capital	13	202,047	183,679
Reserves		831,610	676,276
		<b>1,033,657</b>	<b>859,955</b>
<b>NON CURRENT LIABILITIES</b>			
Liabilities against assets subject to finance lease	14	1,692	10,516
Deferred taxation	15	71,250	40,209
		<b>72,942</b>	<b>50,725</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables	16	176,169	123,466
Accrued mark-up		42	624
Current portion of liabilities against assets subject to finance lease	14	3,485	8,688
Short term borrowings		-	14,765
		<b>179,696</b>	<b>147,543</b>
<b>TOTAL LIABILITIES</b>		<b>252,638</b>	<b>198,268</b>
<b>CONTINGENCY AND COMMITMENTS</b>	17		
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>1,286,295</b>	<b>1,058,223</b>

The annexed notes 1 to 37 form an integral part of these financial statements.

**ASAD ABDULLA**  
Chief Executive Officer

**ZUBAIR PALWALA**  
Director

# Profit and Loss Account

for the year ended June 30, 2016

		(Restated)
	2016	2015
	----- (Rupees in '000') -----	
Sales	18 335,352	339,619
Cost of goods sold	19 (237,026)	(273,265)
<b>Gross Profit</b>	<b>98,326</b>	<b>66,354</b>
Distribution cost	20 (100,367)	(104,558)
Administrative expenses	21 (20,024)	(14,146)
Other income	22 15,388	13,344
<b>Operating (loss)</b>	<b>(6,677)</b>	<b>(39,006)</b>
Finance cost	23 (3,455)	(8,552)
Share of profit from associate	6 161,026	185,241
<b>Profit before taxation</b>	<b>150,894</b>	<b>137,683</b>
Taxation	24 (41,126)	(20,741)
<b>Profit after taxation</b>	<b>109,768</b>	<b>116,942</b>
Earnings per share	25 <u>Rs 5.43</u>	<u>Rs 5.79</u>

*The annexed notes 1 to 37 form an integral part of these financial statements.*

**ASAD ABDULLA**  
Chief Executive Officer

**ZUBAIR PALWALA**  
Director

# Statement of Comprehensive Income

for the year ended June 30, 2016

	2016	(Restated) 2015
	----- (Rupees in '000') -----	
Profit after taxation	109,768	116,942
<b>OTHER COMPREHENSIVE INCOME:</b>		
Items that will not be reclassified to Profit or Loss		
Share of remeasurements of post employment benefit obligations of associate	(9,982)	(1,423)
Deferred tax relating to component of other comprehensive loss	1,248	142
	<b>(8,734)</b>	<b>(1,281)</b>
Items that may be subsequently reclassified to Profit or Loss		
Gain on revaluation of available for sale investment	72,668	32,425
<b>Total comprehensive income for the year</b>	<b>173,702</b>	<b>148,086</b>

*The annexed notes 1 to 37 form an integral part of these financial statements.*

**ASAD ABDULLA**  
Chief Executive Officer

**ZUBAIR PALWALA**  
Director

# Statement of Cash Flow

for the year ended June 30, 2016

		(Restated)	
		2016	2015
	Note	----- (Rupees in '000') -----	
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>			
Cash generated from / (used in) operations	26	47,186	(2,137)
Income tax (paid) / refund		(9,170)	1,583
Mark-up paid		(2,608)	(8,108)
(Increase) / decrease in long-term deposits		(225)	441
Net cash inflow / (outflow) from operating activities		<b>35,183</b>	<b>(8,221)</b>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(1,616)	(9,636)
Purchase of intangible asset		(4,088)	-
Proceeds from redemption of short-term investment		-	2,000
Return received on deposit account		-	32
Dividend received		1,340	11,928
Right shares purchased		(3,349)	-
Sale proceeds on disposal of property, plant and equipment		7,959	9,520
Net cash inflow from investing activities		246	13,844
<b>CASH FLOW FROM FINANCING ACTIVITY</b>			
Payment of liabilities against assets subject to finance leases		(15,456)	(4,089)
Net increase in cash and cash equivalents		<b>19,973</b>	<b>1,534</b>
Cash and cash equivalents at beginning of the year		(9,412)	(10,946)
Cash and cash equivalents at end of the year	27	<b>10,561</b>	<b>(9,412)</b>

The annexed notes 1 to 37 form an integral part of these financial statements.

ASAD ABDULLA  
Chief Executive Officer

ZUBAIR PALWALA  
Director

# Statement of Changes in Equity

for the year ended June 30, 2016

	RESERVES				Total
	Share Capital	General reserve	Unappropriated Profit	Gain on revaluation of available-for-sale investment	
	----- (Rupees in '000') -----				
Balance as at July 1, 2014	183,679	28,548	392,914	-	605,141
Impact of re-statement - note - 3	-	-	64,182	40,300	104,482
Balance as at July 1, 2014 - as re-stated	183,679	28,548	457,096	40,300	709,623
Profit for the year ended June 30, 2015	-	-	116,942	-	116,942
Other comprehensive income for the year ended June 30, 2015	-	-	(1,281)	32,425	31,144
Total comprehensive income	-	-	115,661	32,425	148,086
Balance at June 30, 2015	<b>183,679</b>	<b>28,548</b>	<b>572,757</b>	<b>72,725</b>	<b>857,709</b>
Balance as at July 1, 2015 - as previously reported	183,679	28,548	502,820	-	715,047
Impact of re-statement - note - 3	-	-	72,183	72,725	144,908
Balance as at July 1, 2015 - as restated	183,679	28,548	575,003	72,725	859,955
Bonus shares issued during the period in the ratio of 1 share for every 10 shares held	18,368	-	(18,368)	-	-
Profit for the year ended June 30, 2016	-	-	109,768	-	109,768
Other comprehensive income for the year ended June 30, 2016	-	-	(8,734)	72,668	63,934
Total comprehensive income	-	-	101,034	72,668	173,702
Balance at June 30, 2016	<b>202,047</b>	<b>28,548</b>	<b>657,669</b>	<b>145,393</b>	<b>1,033,657</b>

The annexed notes 1 to 37 form an integral part of these financial statements.

ASAD ABDULLA  
Chief Executive Officer

ZUBAIR PALWALA  
Director

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 1. THE COMPANY AND ITS OPERATIONS

United Distributors Pakistan Limited (UDPL) "the Company" was incorporated in Pakistan as a public company limited by shares and is listed on the Pakistan Stock Exchange of Pakistan. The registered office of the Company is situated at 9th Floor, NIC Building, Abbasi Shaheed Road, Karachi. Its principal business activities are manufacturing, trading and distribution of pesticides, fertilizers and other allied products.

In 2011 the IBL Group decided to adopt the holding company structure wherein International Brands Limited holds at least 55% shareholding in all the subsidiary companies. This restructuring was undertaken to provide the platform to manage the long term Group expansion strategy, corporate compliance, operational efficiency, financial arrangements and tax benefits, thereby, resulting in improved returns to the shareholders.

After the approval of the scheme of Arrangement by the Honorable Sindh High Court on May 25, 2011, International Brands Limited became the Group holding company. The operating activities of the Company were transferred to IBL Operations (Private) Limited and separate books were opened effective July 01, 2011. As a consequence of the above restructuring, United Distributors Pakistan Limited received 5,504,149 shares of International Brands Limited (the holding company).

## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

The principal accounting policies applied in the preparation of these financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

### 2.1 BASIS OF PREPARATION

These financial statements have been prepared in accordance with approved accounting standards as applicable in Pakistan. Approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) as are notified under the Companies Ordinance, 1984, provisions of and directives issued under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

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 matter involving a higher degree of judgement or complexity, or area where assumptions and estimates are significant to the financial statements is deferred taxation which is dependent on future profitability of the Company.

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

There have been no critical judgements made by the Company's management in applying the accounting policies that would have significant effect on the amounts recognised in the financial statements.

### 2.1.1 CHANGES IN ACCOUNTING STANDARDS, INTERPRETATIONS AND PRONOUNCEMENTS

#### a) New and amended standards and interpretations that are effective in the current year

Following amendments to existing standards and interpretations have been published and are mandatory for accounting periods beginning on or after January 1, 2015 and are considered to be relevant to the Company's operations.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

IFRS 12, 'Disclosures of interests in other entities' includes the disclosure requirements for all forms of interests in other entities, including joint arrangement, associates, structured entities and other off balance sheet vehicles. The application of this standard does not have an impact on these financial statements except for certain disclosures as mentioned in note.6.1.

IFRS 13, 'Fair value measurement', aims to improve consistency and reduce complexity by providing a precise definition of fair value and a single source of fair value measurement and disclosure requirement for use across IFRSs. The requirement does not extend the use of fair value accounting but provides guidance on how it should be applied where its use is already required or permitted by other standards within IFRSs. The standard has only affected the disclosures in the financial statements of the Company.

IAS 28 (Revised) – Investment in associates and joint ventures replaces the current IAS 28 'Investment in Associates' (as amended in 2003). This standard includes the requirements for joint ventures, as well as associates, to be equity accounted following the issue of IFRS 11. The Company's current accounting policy is in line with the requirements of this standard.

**b) Standards, interpretations and amendments to published approved accounting standards that are effective but not relevant**

Except as stated above, the new standards, amendments and interpretations that are mandatory for accounting periods beginning on or after January 1, 2015 are considered not to be relevant for Company's financial statements and hence have not been detailed here.

**c) Interpretations to published approved accounting standards that are not yet effective**

Following amendments to existing standards and interpretations have been published and are mandatory for accounting periods beginning on or after January 1, 2016 and may have an impact on the financial statements of the Company:

IAS 1, 'Presentation of financial statements' aims to improve presentation and disclosure in financial reports by emphasising the importance of understandability, comparability and clarity in presentation.

The amendments provide clarification on number of issues, including:

- Materiality - an entity should not aggregate or disaggregate information in a manner that obscures useful information. Where items are material, sufficient information must be provided to explain the impact on the financial position or performance.
- Disaggregation and subtotals - line items specified in IAS 1 may need to be disaggregated where this is relevant to an understanding of the entity's financial position or performance. There is also new guidance on the use of subtotals.
- Notes - confirmation that the notes do not need to be presented in a particular order.
- Other Comprehensive Income (OCI) - arising from investments accounted for under the equity method - the share of the OCI arising from equity - accounted investments is grouped based on whether the items will or will not subsequently be reclassified to profit or loss. Each group should then be presented as a single line item in the statement of comprehensive income.

The change will impact the disclosures of the Company's financial statements.



# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 2.2 OVERALL VALUATION POLICY

These financial statements have been prepared under the historical cost convention except as disclosed in the accounting policy notes.

## 2.3 PROPERTY, PLANT AND EQUIPMENT

### 2.3.1 Owned assets

These are stated at cost less accumulated depreciation and accumulated impairment losses, if any.

Depreciation on property, plant and equipment is charged to profit and loss account applying the straight-line method over the estimated useful lives of related assets. The useful life of the assets as estimated by the management is as follows:

– Leasehold improvements	10 years
– Plant and machinery	10 years
– Office equipments	3 to 10 years
– Furniture and fixtures	7 years
– Motor vehicles	5 to 10 years

Depreciation on additions to property, plant and equipment is charged from the month in which property, plant and equipment is available for use. For disposal during the year depreciation is charged up to the end of month preceding the month in which property, plant and equipment is disposed off.

Subsequent costs are included in the assets carrying amount when it is probable that future economic benefits associated with the item will increase as a result of that expenditure, will flow to the Company and the cost can be measured reliably.

Gains and losses on disposal of fixed assets are included in profit and loss account.

Maintenance and normal repairs are charged to profit and loss account as and when incurred. Major renewals and improvements are capitalised and the assets so replaced, if any, are retired.

### 2.3.2 Leased assets

Leases that transfer substantially all the risks and rewards incidental to ownership of assets are classified as finance leases. Finance leases are capitalised at the inception of the lease term at the lower of fair value of the leased assets and the present value of minimum lease payments. Subsequent to initial recognition, the asset is accounted for in accordance with the accounting policy applicable to similar owned asset. Outstanding obligations under the lease less finance cost allocated to future periods are shown as a liability.

Finance cost under lease agreements are allocated to the periods during the lease term so as to produce a constant periodic rate of finance cost on the remaining balance of principal liability for each period.

Leased assets are depreciated over the shorter of the lease term and their useful lives unless it is reasonably certain that the Company will obtain ownership by the end of the lease term.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 24 INTANGIBLE ASSETS

These are stated at cost less accumulated amortisation and impairment, if any. Generally, costs associated with maintaining computer software programmes are recognised as an expense as incurred. However, costs that are directly associated with identifiable software and have probable economic benefit exceeding one year are recognised as intangible assets. Direct costs include the purchase cost of software and related overhead cost.

Intangible assets are amortised from the point at which the asset is ready for use. Amortisation charge is based on the straight-line method whereby the cost of an intangible is written off over its estimated useful life of four years.

## 2.5 INVESTMENTS

The Company determines the appropriate classification of its investment at the time of purchase. Investments of the Company are classified into the following categories:

### 2.5.1 Available for sale investments

Investments are designated as available for sale financial assets if they do not have fixed maturities and fixed or determinable payments, and management intends to hold them for the medium to long-term. These are initially measured at fair value including the transaction costs. Subsequent measurement of investments whose fair value can be reliably measured is stated at fair value with gains or losses taken to other comprehensive income.

Available for sale investments in unlisted securities whose fair value cannot be reliably measured are carried at cost less impairment, if any.

### 2.5.2 Investments in associates

Associates are all entities over which the Company has significant influence but not control. Investment in associates are accounted for using the equity method of accounting.

Under the equity method of accounting, the investments are initially recognised at cost and adjusted thereafter to recognise the Company's share of the post-acquisition profits or losses of the investee in profit or loss, and the Company's share of movements in other comprehensive income of the investee in other comprehensive income. Dividends received or receivable from associates are recognised as a reduction in the carrying amount of the investment.

When the Company's share of losses in an equity-accounted investment equals or exceeds its interest in the entity, including any other unsecured long-term receivables, the Company does not recognise further losses, unless it has incurred obligations or made payments on behalf of the other entity.

The carrying amount of equity-accounted investments is tested for impairment in accordance with the policy described in note 2.10.

## 2.6 TRADE DEBTS AND OTHER RECEIVABLES

Trade debts are recognised at fair value of consideration receivable. Debts considered irrecoverable are written off and provision is made against those considered doubtful of recovery.

## 2.7 LOANS, DEPOSITS AND OTHER DEBTS

These are initially measured at cost which is the fair value of the consideration given and are subsequently measured at amortised cost.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 2.8 STOCK-IN-TRADE

Stock-in-trade is valued at lower of cost, determined on first-in first-out basis, and net realisable value. Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale. Cost of work in process and finished comprises direct materials, direct labour and an appropriate proportion of variable and fixed overhead expenditure.

Stock-in-transit is valued at cost accumulated to the balance sheet date. Provision is made for the slow moving and obsolete items based on management's judgement.

## 2.9 CASH AND CASH EQUIVALENTS

Cash and cash equivalents are carried in the balance sheet at cost. For the purposes of cash flow statement, cash and cash equivalents comprise cash, cheques, demand drafts in hand, running finance under markup arrangements and balances with banks on current and deposit accounts.

## 2.10 IMPAIRMENT OF ASSETS

Assets are tested for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount. The recoverable amount is the higher of an asset's fair value less costs of disposal and value in use. For the purposes of assessing impairment, assets are grouped at the lowest levels for which there are separately identifiable cash inflows which are largely independent of the cash inflows from other assets or groups of assets (cash-generating units).

An impairment loss is reversed if there is a change in the estimates used to determine the recoverable amount. An impairment loss is reversed only to the extent that the assets' carrying amount does not exceed the carrying amount that would have been determined, net of depreciation or amortisation, if no impairment loss had been recognised.

## 2.11 TAXATION

### i) Current

The charge for current taxation is based on the taxable income for the year, determined in accordance with the prevailing law for taxation on income, using prevailing tax rates after taking into account tax credits and rebates available, if any.

### ii) Deferred

Deferred tax is accounted for using the liability method on all temporary differences arising between tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred tax liability is generally recognised for all taxable temporary differences and deferred tax asset is recognised to the extent that it is probable that taxable profits will be available against which the deductible temporary differences, unused tax losses and tax credits can be utilised.

Deferred tax is determined using tax rates and prevailing laws for taxation on income that have been enacted or substantively enacted by the balance sheet date and are expected to apply when the related deferred tax asset is realised or the deferred tax liability is settled.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 2.12 STAFF RETIREMENT BENEFITS

Salaries, wages and benefits are accrued in the period in which the associated services are rendered by employees of the Company.

The Company operates an approved contributory provident fund scheme for all eligible employees who have completed the minimum qualifying period of service. Equal monthly contributions are made, both by the Company and the employees, to the fund at the rate of 10% of basic salary.

## 2.13 FINANCIAL ASSETS AND LIABILITIES

All financial assets and financial liabilities are initially measured at cost, which is the fair value of the consideration given and received respectively. These financial assets and liabilities are subsequently measured at fair value, amortised cost or cost, as the case may be.

A financial asset and a financial liability is offset and the net amount is reported in the balance sheet if the Company has a legally enforceable right to set-off the recognised amount and intends either to settle on a net basis or to realise the asset and settle the liability simultaneously.

## 2.14 TRADE AND OTHER PAYABLES

Trade and other payables are initially measured at cost which is the fair value of the consideration received. These are subsequently measured at amortised cost.

## 2.15 PROVISIONS

Provisions are recognised in the balance sheet when the Company has a legal or constructive obligation as a result of past events, it is probable that an outflow of economic benefits will be required to settle the obligation and a reliable estimate of the amount can be made. However, provisions are reviewed at each balance sheet date and adjusted to reflect current best estimate.

## 2.16 FOREIGN CURRENCIES

Transactions in foreign currencies are recorded in Pakistan Rupee at the rates of exchange approximating those prevailing at the date of transaction. Monetary assets and liabilities in foreign currencies are translated into Pakistan Rupee using the exchange rates approximating those prevailing at the balance sheet date. Exchange differences are included in income currently.

The financial statements are presented in Pakistan Rupee, which is the Company's functional and presentation currency and figures are rounded off to the nearest thousand of Rupees.

## 2.17 REVENUE RECOGNITION

Revenue from sale of goods is recognized when significant risks and rewards of ownership are transferred to the buyer, recovery of the consideration is probable, the associated costs and possible return of goods can be estimated reliably, there is no continuing management involvement with the goods, and the amount of revenue can be measured reliably.

Revenue from sale of goods is measured at the fair value of the consideration received or receivable, net of government levies, discounts and incentives.

Dividend income on investments is recognised when the Company's right to receive dividend is established.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 2.18 BORROWING COSTS

Borrowing costs are recognised as an expense in the period in which these are incurred except to the extent of borrowing costs that are directly attributable to the acquisition, construction or production of the qualifying asset, if any, are capitalised as part of the cost of that asset.

## 2.19 DIVIDEND DISTRIBUTION

Dividend distribution to the Company's shareholders is recognised as liability in the financial statements in the period in which the dividend is approved.

## 3. RE-STATEMENTS

### LONG-TERM INVESTMENTS

- 3.1 During the current year, the Company reviewed its position regarding the recognition of share of profit from associate - FMC United (Private) Limited and concluded that in the light of requirement of International Accounting Standard 28 - 'Investment in Associates and Joint Ventures', share of profit from associate should be recognised at each reporting period. The share of profit was previously accounted for in annual financial statements with time lag of six months (i.e. December based audited results of the associate were incorporated in annual financial statements of the Company). Accordingly the Company has re-stated the financial statements retrospectively in accordance with International Accounting Standard - 8 'Accounting Policies, Changes in Accounting Estimates and Errors' by adjusting the opening balance of Long term Investments, Deferred taxation and Reserves for the earliest prior period presented.
- 3.2 Previously, investment in IBL HealthCare Limited was treated as an investment in associate on account of common directorship, using equity method of accounting based on latest available audited accounts till June 30, 2015. During the current year, the Company revised its position regarding investment in IBL HealthCare Limited under equity method of accounting and concluded that in the light of requirement of International Accounting Standard 28 - 'Investment in Associates and Joint Ventures', IBL HealthCare Limited does not qualify as an associate, therefore, the Company decided to carry the above investment as available for sale. Accordingly, the Company has re-stated the financial statements retrospectively in accordance with International Accounting Standard - 8 'Accounting Policies, Changes in Accounting Estimates and Errors', by adjusting the opening balance of Long term investments, Deferred taxation and Reserves for the earliest prior period presented. The valuation has been done on the basis of market price of IBL Healthcare Limited quoted on the Pakistan Stock Exchange.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 3.3 EFFECT ON BALANCE SHEET

	As at July 1, 2014			As at June 30, 2015		
	As Previously Stated	As Re-stated	Re-statement	As Previously Stated	As Re-stated	Re-statement
Long term investments						
- Investment in associate - FMC United (Private) Limited - note 3.1	374,435	453,412	78,977	541,139	629,853	88,714
- Available for sale investment - IBL HealthCare Limited - note 3.2	9,811	44,833	35,022	13,044	77,258	64,214
Deferred taxation	6,321	15,838	9,517	3,2189	40,209	8,020
Reserves						
- Unappropriated profit	392,914	457,096	64,182	502,820	575,003	72,183
- Gain on revaluation of available-for-sale investments	-	40,300	40,300	-	72,725	72,725
Increase in equity	-	-	104,482	-	-	144,908

(Rupees in '000')

	For the year ended June 30, 2015		
	As Previously Stated	As Re-stated	Re-statement
Effect on profit and loss account			
Other Income	12,823	13,344	521
Share of profit from associates	179,259	185,241	5,982
Taxation	(19,993)	(20,741)	(748)
Decrease in profit after taxation			<u>5,755</u>
Effect on Other comprehensive income			
Gain on revaluation of available-for-sale investment	-	32,425	<u>32,425</u>
Effect on Earnings per share			
Earnings per share - basic and diluted	<u>5.50</u>	<u>5.79</u>	<u>0.29</u>

Further, cash flow statement has been re-stated accordingly.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 4. PROPERTY, PLANT AND EQUIPMENT

	Leasehold improvements	Plant and machinery	Office & other equipments (note 4.1)	Furniture and fixtures	Owned	Leased	Total
					Motor Vehicles (note 4.2)		
(Rupees in '000')							
<b>Net carrying value basis</b>							
<b>Year ended June 30, 2016</b>							
Opening net book value	405	2,627	1,571	182	818	29,398	35,001
Additions	-	1,189	427	-	-	-	1,616
<b>Disposals</b>							
Cost	-	-	(103)	(23)	(1,380)	(8,063)	(9,569)
Accumulated depreciation	-	-	77	19	1,311	1,478	2,885
	-	-	(26)	(4)	(69)	(6,585)	(6,684)
<b>Transfers</b>							
Cost	-	-	-	-	12,805	(12,805)	-
Accumulated depreciation	-	-	-	-	(7,470)	7,470	-
	-	-	-	-	5,335	(5,335)	-
Depreciation charge	(76)	(722)	(604)	(106)	(1,804)	(6,711)	(10,023)
	<u>329</u>	<u>3,094</u>	<u>1,368</u>	<u>72</u>	<u>4,280</u>	<u>10,767</u>	<u>19,910</u>
<b>Gross carrying value basis</b>							
<b>At June 30, 2016</b>							
Cost	762	9,475	6,828	824	22,825	21,502	62,216
Accumulated depreciation	(433)	(6,381)	(5,460)	(752)	(18,545)	(10,735)	(42,306)
Net book value	<u>329</u>	<u>3,094</u>	<u>1,368</u>	<u>72</u>	<u>4,280</u>	<u>10,767</u>	<u>19,910</u>
<b>Net carrying value basis</b>							
<b>Year ended June 30, 2015</b>							
Opening net book value	481	2,219	1,890	1,790	2,925	29,749	39,054
Additions	-	978	580	15	-	8,063	9,636
<b>Disposals</b>							
Cost	-	-	(689)	(3,294)	(6,270)	(2,010)	(12,263)
Accumulated depreciation	-	-	383	1,895	5,867	821	8,966
	-	-	(306)	(1,399)	(403)	(1,189)	(3,297)
Depreciation charge	(76)	(570)	(593)	(224)	(1,704)	(7,225)	(10,392)
Closing net book value	<u>405</u>	<u>2,627</u>	<u>1,571</u>	<u>182</u>	<u>818</u>	<u>29,398</u>	<u>35,001</u>
<b>Gross carrying value basis</b>							
<b>At June 30, 2015</b>							
Cost	762	8,286	6,504	847	11,400	42,370	70,169
Accumulated depreciation	(357)	(5,659)	(4,933)	(665)	(10,582)	(12,972)	(35,168)
Net book value	<u>405</u>	<u>2,627</u>	<u>1,571</u>	<u>182</u>	<u>818</u>	<u>29,398</u>	<u>35,001</u>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

4.1 Office and other equipments include air conditioners and computers, which were disclosed separately as at June 30, 2015.

4.2 Motor vehicles include motor cycles, which were disclosed separately as at June 30, 2015.

4.3 Details of fixed assets disposed of during the year:

	Cost	Acc. Dep	Book Value	Sale Proceeds	Mode of Disposal	Particulars of Purchaser
----- (Rupees in '000') -----						
Motor Vehicles	1,380	1,311	69	1,075	Negotiation	Mr. Raja Imran Hussain - Business Manager
Motor Vehicles	8,063	1,478	6,585	6,812	Negotiation	IBL Operations (Private) Limited

Aggregate of assets disposed of having book value less than Rs. 50,000 each:

Office equipments	103	77	26	52
Furniture and fixtures	23	19	4	20
	<u>9,569</u>	<u>2,885</u>	<u>6,684</u>	<u>7,959</u>

## 5. INTANGIBLE ASSETS

Computer software - note 5.1  
Intangible asset under development - note 5.2

	2016	2015
----- (Rupees in '000') -----		
	70	248
	<u>4,088</u>	<u>-</u>
	<u>4,158</u>	<u>248</u>
Net carrying value basis		
Opening net book value	248	594
Amortisation	(178)	(346)
Closing net book value	<u>70</u>	<u>248</u>
Gross carrying value basis		
Cost	1,386	2,186
Accumulated amortisation	(1,316)	(1,938)
Net book value	<u>70</u>	<u>248</u>
Remaining useful life in years	<u>1</u>	<u>3</u>

5.2 This represents cost of licenses and consultation fee for the implementation of SAP Enterprise Resource Planning (ERP) System.



# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 6. LONG-TERM INVESTMENTS

### Investment in associate

- FMC United (Private) Limited (FMC)- note 3.1 & 6.1  
1,639,418 (2015: 1,639,418) fully paid ordinary shares of Rs. 10 each  
Percentage holding 40% (2015: 40%)  
Cost Rs. 16,394,180 (2015: Rs. 16,394,180)

### Available for sale investments

- IBL HealthCare Limited - Listed - note 3.2, 6.2 & 6.3  
965,088 (2015: 677,708) fully paid ordinary shares of Rs. 10 each  
Percentage holding 2.27% (2015: 2.27%)  
Cost Rs. 7,882,580 (2015: Rs. 4,533,180)
- International Brands Limited (Holding Company) - Unlisted - note 6.4  
7,386,568 (2015: 7,386,568) fully paid ordinary shares of Rs. 10 each  
Percentage holding 4.71% (2015: 5%)  
Cost Rs. 83,663,056 (2015: Rs. 83,663,056)

## 6.1 MOVEMENT OF INVESTMENT IN ASSOCIATE

Balance at the beginning of the year  
Share of profit for the year  
Share of other comprehensive loss for the year  
Less: Dividend income for the year  
Balance at the end of the year

### 6.1.1 FINANCIAL DETAILS / POSITION OF ASSOCIATE

Total assets  
Total liabilities  
Revenue  
Profit after tax

	2016	(Restated) 2015
	----- (Rupees in '000) -----	
	767,782	629,853
	153,275	77,258
	83,663	83,663
	236,938	160,921
	<b>1,004,720</b>	<b>790,774</b>
	629,853	453,412
	161,026	185,241
	(9,982)	(1,423)
	(13,115)	(7,377)
	<b>767,782</b>	<b>629,853</b>
	6,506,320	5,193,950
	4,586,860	3,644,271
	5,662,780	6,278,804
	402,569	463,103

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

**6.1.2** FMC United (Private) Limited is principally engaged in the manufacturing, repacking and marketing of pesticides.

**6.2** Shares held as at June 30, 2016 include 18,840 shares (2015: 7,820 shares) withheld at the time of bonus declaration. The Company has included these shares in its portfolio pending decision of the Honourable High Court of Sindh on petitions filed by the Company in respect of tax on bonus shares.

**6.3** This includes 453,318 shares pledged with Silk Bank Limited for banking facilities.

**6.4** As explained in note 1, the Company is holding shares of International Brands Limited (Holding Company) which has been carried at cost. During the current year, the Holding Company announced issue of right shares (the Company was entitled to 443,194 shares at Rs.71 per share). Since the Company cannot buy its Holding Company's shares under the requirements of Companies Ordinance, 1984, the right issue was not subscribed.

## 7. LONG-TERM DEPOSITS

Rent deposit  
Others

	2016	2015
	----- (Rupees in '000') -----	
	2,275	2,325
	275	-
	<b>2,550</b>	<b>2,325</b>

**7.1** These deposits do not carry any mark-up arrangement.

## 8. STOCK-IN-TRADE

Raw materials - note 8.1  
Packing materials - note 8.2  
Work-in-process  
Finished goods - including in transit Rs. 18 million (2015: NIL)

	2016	2015
	----- (Rupees in '000') -----	
	5,947	32,280
	4,510	7,279
	1,063	752
	138,656	143,470
	150,176	183,781
Less: Provision for slow moving and obsolete stock-in-trade	(3,190)	(4,410)
	<b>146,986</b>	<b>179,371</b>

**8.1** This includes raw materials amounting to Rs. 4.09 million (2015: Rs. 24.82 million) held by third party.

**8.2** This includes packing materials amounting to Rs. 0.52 million (2015: Rs. 1.26 million) held by third party.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 9. TRADE DEBTS – CONSIDERED GOOD

Secured  
Unsecured

2016	2015
----- (Rupees in '000') -----	
2,836	10,259
40,954	3,727
<b>43,790</b>	<b>13,986</b>

9.1 The age analysis of trade debts is as follows:

1 to 3 months  
3 to 6 months  
More than 6 months

35,524	5,498
4,025	2,830
4,241	5,658
<b>43,790</b>	<b>13,986</b>

## 10. LOANS, ADVANCES AND PREPAYMENTS

Loans to employees  
Advances to employees against expenses  
Prepayments

2016	2015
----- (Rupees in '000') -----	
37	74
800	472
98	150
<b>935</b>	<b>696</b>

10.1 These loans and advances do not carry any mark-up arrangement.

## 11. OTHER RECEIVABLES

Receivable from related parties - note 11.1  
Others

2016	2015
----- (Rupees in '000') -----	
24,500	4,637
32	356
<b>24,532</b>	<b>4,993</b>

11.1 Other receivables include receivables from the following related parties:

International Brands Limited - note 11.2  
The Searle Company Limited  
IBL Operations (Private) Limited  
FMC United (Private) Limited - note 11.3

9,120	-
2,265	2,036
-	2,601
13,115	-
<b>24,500</b>	<b>4,637</b>

11.2 This includes dividend receivable amounting to Rs. 7.39 million (2015: NIL).

11.3 This represents dividend receivable.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 12. CASH AND BANK BALANCES

Cash at bank - current accounts - note 12.1  
Cash in hand  
Cheques in hand

2016	2015
----- (Rupees in '000') -----	
8,917	3,270
260	790
1,384	1,293
<b>10,561</b>	<b>5,353</b>

12.1 All bank accounts are maintained under conventional banking system.

## 13. SHARE CAPITAL

13.1 Authorised Share Capital  
25,000,000 ordinary shares of Rs. 10 each  
(2015: 25,000,000 ordinary shares of Rs. 10 each)

2016	2015
----- (Rupees in '000') -----	
250,000	250,000

### 13.2 ISSUED, SUBSCRIBED AND PAID UP CAPITAL

Ordinary shares of Rs 10 each		
2016	2015	
----- (Number of shares in '000') -----		
5,000	5,000	Ordinary shares of Rs. 10 each
6,021	4,184	Shares allotted as bonus shares
9,184	9,184	Right shares issued
<b>20,205</b>	<b>18,368</b>	

2016	2015
----- (Rupees in '000') -----	
50,000	50,000
60,207	41,839
91,840	91,840
<b>202,047</b>	<b>183,679</b>

### 13.3 MOVEMENT IN ISSUED, SUBSCRIBED AND PAID-UP CAPITAL

Ordinary shares of Rs 10 each		
2016	2015	
----- (Number of shares in '000') -----		
18,368	18,368	Opening shares outstanding
1,837	-	Bonus shares allotted
<b>20,205</b>	<b>18,368</b>	

2016	2015
----- (Rupees in '000') -----	
183,679	183,679
18,368	-
<b>202,047</b>	<b>183,679</b>

13.4 As at June 30, 2016 International Brands Limited, the holding company held 14,420,901 (2015: 13,169,774) shares of Rs. 10 each.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 14. LIABILITIES AGAINST ASSETS SUBJECT TO FINANCE LEASE

	2016			2015		
	Minimum lease payments	Financial charges for future periods	Principal outstanding	Minimum lease payments	Financial charges for future periods	Principal outstanding
	----- (Rupees in '000') -----					
Not later than one year	3,842	357	3,485	9,667	979	8,688
Later than one year but not later than five years	1,760	68	1,692	11,853	1,337	10,516
	<u>5,602</u>	<u>425</u>	<u>5,177</u>	<u>21,520</u>	<u>2,316</u>	<u>19,204</u>

14.1 This includes Rs. 4,433 (2015: Rs. 16,020) outstanding in respect of diminishing musharakah financing.

## 15. DEFERRED TAXATION

	(Restated)	
	2016	2015
	----- (Rupees in '000') -----	
Credit balances arising in respect of		
– Long term investments	96,158	61,345
– Assets held under finance lease	2,381	5,157
Debit balances arising in respect of		
– Obligations under finance lease	(1,145)	(1,051)
– Carried forward tax losses	(20,453)	(18,394)
– Property, plant and equipment	(4,985)	(5,393)
– Provision for slow moving and obsolete inventory	(706)	(1,455)
	<u>71,250</u>	<u>40,209</u>

## 16. TRADE AND OTHER PAYABLES

	2016	2015
	----- (Rupees in '000') -----	
Creditors - note 16.1	138,508	87,844
Accrued liabilities	11,745	17,943
Advances from customers / dealers	23,081	15,001
Taxes deducted at source	852	397
Payable to provident fund	-	298
Dividend payable	595	595
Workers' Welfare Fund	1,388	1,388
	<u>176,169</u>	<u>123,466</u>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

**16.1** Creditors include payable to the following related parties:

IBL Unisys (Private) Limited  
IBL Operations (Private) Limited  
Mycart (Private) Limited  
International Brands Limited

	2016	(Restated) 2015
	----- (Rupees in '000') -----	
	3,960	-
	10	-
	12	-
	-	1,200
	<b>3,982</b>	<b>1,200</b>

**17. CONTINGENCY AND COMMITMENTS**

**17.1 Contingency**

The Deputy Commissioner Inland revenue through the Order dated May 23, 2016 framed under section 221 of the Income Tax Ordinance, 2001 (the Ordinance) raised a demand of Rs 344 million on account of non-payment of tax on undistributed reserves under section 5A of the Ordinance. The company has filed an appeal before the appellate authority and the same is pending.

Moreover, the company has also filed a suit before the Honorable High Court of Sindh against the recovery of the above demand wherein the stay has been granted vide Order dated June 30, 2016. The Honourable Court has directed the department to restrain from taking any coercive action against the Company. The management of the Company is confident that the matter will be decided in the Company's favour and accordingly no provision has been made in these financial statements in this respect.

**Commitments**

The facilities for opening letters of credit and guarantees as at June 30, 2016 amounted to Rs. 250 million (2015: Rs. 250 million) of which unutilised balance at year end amounted to Rs. 139.54 million (2015: Rs. 169.64 million).

The above arrangements are secured by way of pledge of shares of associated companies along-with pari-passu charge against hypothecation of Company's stock-in-trade and book debts.

**18. SALES**

Gross sales  
Less: Discounts and returns  
Sales tax

	2016	2015
	----- (Rupees in '000') -----	
	439,688	520,113
	(66,014)	(114,563)
	(38,322)	(65,931)
	<b>335,352</b>	<b>339,619</b>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 19. COST OF GOODS SOLD

Raw materials and packing materials consumed	94,434	194,788
Manufacturing charges to third party	4,661	7,469
Salaries, wages and benefits	3,563	4,069
Charge for defined contribution plan	76	66
Rent, rates and taxes	4,043	3,599
Depreciation	960	780
Utilities	650	905
Repairs and maintenance	577	1,230
Others	962	1,214
Reversal of provision for slow moving and obsolete stock-in-trade	(1,220)	(5,115)

Add: Opening stock of work-in-process

Less: Closing stock of work-in-process

Cost of goods manufactured

Add: Opening stock of finished goods

Add: Purchases

Less: Closing stock of finished goods

2016	2015
----- (Rupees in '000) -----	
94,434	194,788
4,661	7,469
3,563	4,069
76	66
4,043	3,599
960	780
650	905
577	1,230
962	1,214
(1,220)	(5,115)
<b>108,706</b>	<b>209,005</b>
752	-
(1,063)	(752)
<b>108,395</b>	<b>208,253</b>
143,470	180,109
123,817	28,373
(138,656)	(143,470)
128,631	65,012
<b>237,026</b>	<b>273,265</b>

## 20. DISTRIBUTION COST

Salaries, wages and benefits	44,868	44,720
Charge for defined contribution plan	1,520	1,463
Rent, rates and taxes	3,778	4,534
Depreciation and amortisation	7,552	9,195
Safety and security	914	816
Sales promotion and advertisement	6,607	6,006
Distribution freight	9,673	13,560
Vehicle running	12,932	14,748
Utilities	438	609
Travelling and conveyance	3,752	3,226
Entertainment	682	601
Repairs and maintenance	329	480
Communication	1,104	1,580
Printing and stationery	208	273
Fee, subscription and periodicals	179	52
Commission and incentives	3,450	39
Research and development	1,086	897
Insurance	1,242	1,250
Others	53	509

2016	2015
----- (Rupees in '000) -----	
44,868	44,720
1,520	1,463
3,778	4,534
7,552	9,195
914	816
6,607	6,006
9,673	13,560
12,932	14,748
438	609
3,752	3,226
682	601
329	480
1,104	1,580
208	273
179	52
3,450	39
1,086	897
1,242	1,250
53	509
<b>100,367</b>	<b>104,558</b>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 21. ADMINISTRATIVE EXPENSES

		2016	2015
	Note	----- (Rupees in '000) -----	
Salaries, wages and benefits		6,451	5,893
Charge for defined benefit plan		321	330
Rent, rates and taxes		480	480
Depreciation and amortisation		1,689	763
Legal and professional charges		3,356	1,933
Travelling and conveyance		558	643
Communication		563	292
Vehicle running		657	534
Printing and stationery		418	338
Auditors' remuneration	21.1	1,614	453
Utilities		120	120
Entertainment		151	112
Repairs and maintenance		156	215
Fee, subscription and periodicals		930	824
Training and development		160	16
Corporate expenses		2,400	1,200
		<b>20,024</b>	<b>14,146</b>

### 21.1 AUDITORS' REMUNERATION

Audit fee	600	300
Fee for review of half yearly financial statements, special certifications and others	500	100
Taxation services	375	-
Out of pocket expenses	139	53
	<b>1,614</b>	<b>453</b>

## 22. OTHER INCOME

		2016	2015
	Note	----- (Rupees in '000) -----	
Income from financial assets			
Return on deposit accounts		-	32
Dividend income	22.1	8,727	4,550
		<b>8,727</b>	<b>4,582</b>
Income from non-financial assets			
Profit on disposal of property, plant and equipment		1,275	6,221
Others			
Scrap sales		222	1,226
Rent income		1,446	1,315
Others		3,718	-
		<b>5,386</b>	<b>2,541</b>
		<b>15,388</b>	<b>13,344</b>



# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

22.1 This represents divided income from International Brands Limited and IBL HealthCare Limited amounting to Rs. 7.39 million and 1.34 million, respectively.

## 23. FINANCE COST

	2016	2015
	----- (Rupees in '000') -----	
Finance lease charges	159	784
Diminishing musharakah financing	1,270	1,422
Bank charges and commission	415	527
Markup on short term borrowing	1,156	3,431
Exchange loss	455	2,388
	<u>3,455</u>	<u>8,552</u>

23.1 This exchange loss relates to actual currency fluctuations and not to derivative financial instruments.

## 24. TAXATION

	2016	2015
	----- (Rupees in '000') -----	
		(Restated)
Current	8,837	5,540
Deferred	32,289	26,759
Tax effect of tax loss surrendered to associate	-	(11,558)
	<u>41,126</u>	<u>20,741</u>

24.1 Relationship between tax expense and accounting profit has not been presented as tax has been computed under section 113 of Income Tax Ordinance, 2001 i.e., Minimum tax and Final Tax Regime.

## 25. EARNINGS PER SHARE

	2016	2015
	----- (Rupees in '000') -----	
		(Restated)
Profit after taxation attributable to ordinary shareholders	<u>109,768</u>	<u>116,942</u>
Weighted average number of shares in issue during the year (in thousand)	<u>20,205</u>	<u>20,205</u>
Earnings per share	<u>Rs 5.43</u>	<u>Rs 5.79</u>

25.1 A diluted earnings per share has not been presented as the Company does not have any convertible instruments in issue as at June 30, 2016 and 2015 which would have any effect on the earnings per share if the option to convert exercised.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 26. CASH GENERATED FROM OPERATIONS

	2016	2015
	----- (Rupees in '000) -----	
Profit before taxation	150,894	137,683
Add / (less): Adjustment for non-cash charges and other items		
Depreciation and amortisation	10,201	10,738
Finance cost	3,455	8,552
Gain on disposal of property, plant and equipment	(1,275)	(6,221)
Dividend income	(8,727)	(4,550)
Share of profit from associate	(161,026)	(185,241)
Provision for slow moving and obsolete stock-in-trade	(1,220)	(5,115)
Return on deposits account	-	(32)
	<b>(7,698)</b>	<b>(44,186)</b>
Effect on cash flows due to working capital changes		
Decrease / (increase) in current assets		
Stock-in-trade	33,605	63,808
Trade debts	(29,804)	47,548
Loans, advances and prepayments	(239)	1,889
Other receivables	963	(2,364)
Refunds due from the Government	(2,344)	12,962
Increase / (decrease) in current liabilities	2,181	123,843
Trade and other payables	52,703	(81,794)
	54,884	42,049
	<b>47,186</b>	<b>(2,137)</b>

## 27. CASH AND CASH EQUIVALENTS

	2016	2015
	----- (Rupees in '000) -----	
Cash in hand	260	790
Cash at Bank - Current accounts	8,917	3,270
Cheques in hand	1,384	1,293
Short-term borrowings	-	(14,765)
	<b>10,561</b>	<b>(9,412)</b>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

## 28. RELATED PARTY TRANSACTIONS

The following transactions were carried out with related parties during the year:

Nature of relationship	Nature of transactions	2016	2015
----- (Rupees in '000') -----			
i. Holding company	Payment on behalf of Holding Company	1,793	-
	Corporate service charges	2,400	1,200
	Dividend income	7,387	4,029
	Receipts from Holding Company	443	4,029
	Other expenses	84	-
ii. Associated companies	Dividend income	14,455	7,898
	Receipts from associated companies	3,219	16,482
	Group taxation relief	-	11,558
	Sale of fixed assets	6,812	4,019
	Information Technology services	120	120
	Warehouse rent	1,446	1,315
	Other income	328	-
	Other expenses	152	-
iii. Employees' provident fund	Contribution paid	4,296	3,842
iv. Key management personnel	Salaries and other employee benefits	17,066	13,932
	Directors' fee	22	22
	Sale of fixed assets	1,075	40

The status of outstanding balances with related parties as at June 30, 2016 is included in the respective notes to the financial statements. These are settled in the ordinary course of business.

## 29. REMUNERATION OF CHIEF EXECUTIVE, DIRECTORS AND EXECUTIVES

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

	Chief Executive		Director		Executives	
	2016	2015	2016	2015	2016	2015
----- (Rupees in '000') -----						
Managerial remuneration	-	-	-	-	9,435	7,401
Bonus	-	-	-	-	990	451
Company's contribution to provident fund	-	-	-	-	882	690
House rent allowance	-	-	-	-	3,774	3,819
Utilities allowance	-	-	-	-	943	955
Other benefits	-	-	-	-	1,042	616
					<u>17,066</u>	<u>13,932</u>
Number of Persons	<u>1</u>	<u>1</u>	<u>6</u>	<u>6</u>	<u>10</u>	<u>10</u>

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

There was no remuneration paid to the Chief Executive and Directors since the same has been paid to them by related parties of the Company in the capacity of them being the Chief Executive and Directors of the related parties.

Aggregate amount charged to profit and loss account for the year in respect of fee paid to five directors for attending Board of Directors meetings was Rs. 22 thousand (2015: Rs. 22 thousand).

## 30. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

### i) Financial assets and liabilities by category and their respective maturities

	Interest / Mark-up bearing			Non interest bearing			Total
	Maturity up to one year	Maturity after one year	Sub-total	Maturity up to one year	Maturity after one year	Sub-total	
<b>FINANCIAL ASSETS</b>							
Loans and receivables	----- (Rupees in '000') -----						
Trade debts	-	-	-	43,790	-	43,790	43,790
Loans, advances, prepayments and deposits	-	-	-	935	2,550	3,485	3,485
Other receivables	-	-	-	24,532	-	24,532	24,532
Cash and bank balances	-	-	-	10,561	-	10,561	10,561
Long-term investments	-	-	-	-	1,004,720	1,004,720	1,004,720
	<b>2016</b>	<b>-</b>	<b>-</b>	<b>79,818</b>	<b>1,007,270</b>	<b>1,087,088</b>	<b>1,087,088</b>
	<b>2015 (restated)</b>	<b>-</b>	<b>-</b>	<b>25,028</b>	<b>793,099</b>	<b>818,127</b>	<b>818,127</b>
<b>FINANCIAL LIABILITIES</b>							
Trade and other payables	-	-	-	176,169	-	176,169	176,169
	<b>2016</b>	<b>-</b>	<b>-</b>	<b>176,169</b>	<b>-</b>	<b>176,169</b>	<b>176,169</b>
	<b>2015</b>	<b>-</b>	<b>-</b>	<b>123,466</b>	<b>-</b>	<b>123,466</b>	<b>123,466</b>
<b>Off balance sheet items</b>							
Letters of credit and guarantee							
	<b>2016</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>110,460</b>
	<b>2015</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>80,360</b>

### ii) CONCENTRATIONS OF CREDIT RISK

Credit risk represents the accounting loss that would be recognised at the reporting date if counterparties failed to perform as contracted. Out of the total financial assets of Rs. 1,087 million (2015: Rs. 818 million) the financial assets exposed to the credit risk amount to Rs. 1,087 million (2015: Rs. 817 million) which mainly comprise of long-term investments.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

The Company attempts to control credit risk associated with the carrying amount of its receivables by reducing credit sales limits and securing credits through bank and personal guarantees.

The cash and bank balances represent low credit risk as major balances are placed with banks having credit ratings of A or above as assigned by PACRA or JCR-VIS.

Loans to employees are not exposed to any material credit risk and are secured against the retirement benefits of the respective employees.

The management does not expect any losses from non-performance by these counterparts.

## iii LIQUIDITY RISK

Liquidity risk reflects the Company's inability in raising funds to meet commitments. The company manages liquidity risk by maintaining sufficient cash and bank balances and the availability of financing through banking arrangements. As at June 30, 2016 there is no maturity mismatch between financial assets and liabilities that expose the company to liquidity problems as described in maturity table.

## iv MARKET RISK

### a) Foreign exchange risk

Foreign currency risk arises mainly where payables and receivables exist due to transactions in foreign currencies. The Company's exposure to exchange risk comprise mainly due to accounts payable in foreign currency. At June 30, 2016, trade and other payables of Rs. 97.82 million (2015: Rs. 65.16 million) are exposed to foreign currency risk.

As at June 30, 2016, if the Pakistan Rupee had weakened / strengthened by 4% against US Dollar with all other variables held constant, profit before tax for the year would have been lower / higher by Rs. 4 million (2015: Rs. 2.66 million) , mainly as a result of foreign exchange gains / losses on translation of US Dollar denominated trade and other payables, and trade debts.

The sensitivity of foreign exchange rates looks at the outstanding foreign exchange balances of the Company only as at the balance sheet date and assumes this is the position for a full twelve-month period. The volatility percentages for movement in foreign exchange rates have been used due to the fact that historically (five years) rates have moved on average basis by the mentioned percentages per annum.

### b) Interest rate risk

Interest rate risk is the risk that the value of a financial instrument will fluctuate due to changes in the market interest rates. As at June 30, 2016, the Company is not materially exposed to interest rate risk.

### c) Other price risk

Other price risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in market prices (other than those arising from interest rate risk or currency risk), whether those changes are caused by factors specific to the individual financial instrument or its issuer, or by factors affecting all similar financial instruments traded in the market.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

The Company's exposure to equity securities price risk arises from investment held by the Company in IBL HealthCare Limited and classified in the balance sheet as available-for-sale. The maximum exposure to price risk as at June 30, 2016 amounts to Rs. 153.28 million (2015: Rs. 77.26 million).

As at June 30, 2016, if the market prices of the equity securities had increased / decreased by 1% with all other variables held constant, other comprehensive income for the year would have been higher / lower by Rs. 1.53 million (2015: Rs. 0.77 million).

## V FAIR VALUES OF THE FINANCIAL INSTRUMENTS

Fair value is the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction in the principal (or most advantageous) market at the measurement date under current market conditions (i.e. an exit price) regardless of whether that price is directly observable or estimated using another valuation technique.

As at June 30, 2016, all financial assets and financial liabilities are carried at amortised cost except for investment in IBL HealthCare Limited which is being carried at fair value.

The Company classifies fair value measurements using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. The fair value hierarchy has the following levels:

- a) Quoted prices (unadjusted) in active markets for identical assets or liabilities (level 1).
- b) Inputs (other than quoted prices included within level 1) that are observable for the asset or liability, either directly (that is, as prices) or indirectly (that is, derived from prices) (level 2).
- c) Inputs for the asset or liability that are not based on observable market data (that is, unobservable inputs) (level 3).

The Company recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the transfer has occurred.

The Company's policy for determining when transfers between levels in the hierarchy have occurred includes monitoring of the following factors:

- Changes in market and trading activity (eg. significant increases / decreases in activity)
- Changes in inputs used in valuation techniques (eg. inputs becoming / ceasing to be observable in the market)

There were no transfers between level 1, 2 or 3 of the fair value hierarchy during the year.

The valuation technique used is as follows:

Level 1: Quoted prices (unadjusted) in active markets

The fair value of financial instruments traded in active markets is based on the market value of the shares at the reporting date. A market is regarded as active when it is a market in which transactions for the asset or liability take place with sufficient frequency and volume to provide pricing information on an ongoing basis.

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

The following table analysis within the fair value hierarchy of the Company's financial assets (by class) measured at fair value at June 30, 2016:

	2016			
	Level 1	Level 2	Level 3	Total
FINANCIAL ASSETS	(Rupees in '000')			
Investments - available for sale	153,275	-	-	153,275
	2015 (Restated)			
	Level 1	Level 2	Level 3	Total
FINANCIAL ASSETS	(Rupees in '000')			
Investments - available for sale	77,258	-	-	77,258

### 31. CAPITAL RISK MANAGEMENT

The Company's objectives when managing capital are to safeguard Company's ability to continue as a going concern in order to provide returns for shareholders and benefit for other stakeholders and to maintain an optimal capital structure to reduce the cost of capital.

### 32. PLANT CAPACITY AND PRODUCTION

	Annual Capacity		Annual Production	
	2016	2015	2016	2015
OWN MANUFACTURE	(Kilograms)			
Powder Products	197,127	197,127	37,383	44,517
Granular Products	1,351,728	1,351,728	357,136	242,035
	(Litres)			
Liquid Products	1,633,338	1,633,338	83,522	233,208

During the year, actual production has varied in line with shift in orientation towards trading of products.

### 33. PROVIDENT FUND RELATED DISCLOSURE

The following information is based on latest audited financial statements of the Provident Funds (the Funds):

	2016	2015
	(Rupees in '000')	
Size of the Funds - Total assets	109,401	118,108
Fair value of investments	107,457	117,194
Percentage of investments made	98.2%	99.2%

The cost of above investments amounted to Rs 424 million (2015: Rs. 58.8 million).

# Notes to and Forming Part of the Financial Statements

For the year ended June 30, 2016

The break-up of fair value of investments is as follows:

	2016	2015	2016	2015
	Percentage		Rupees in thousand	
Mutual Funds	100.0%	100.0%	107,457	117,194

The investments out of provident funds have been made in accordance with the provisions of Section 227 of the Companies Ordinance, 1984 and the rules formulated for this purpose except for non-compliances with clause (i) and (ii) of SRO 261 (I)/2002 issued by the Securities and Exchange Commissions of Pakistan which limits total investments in mutual funds at fifty percent and in any one unit trust scheme at twenty percent of the provident fund assets respectively.

## 34. NUMBER OF EMPLOYEES

Number of employees including contractual employees at the end of year

Average number of employees including contractual employees during the year

	2016	2015
Number of employees including contractual employees at the end of year	82	81
Average number of employees including contractual employees during the year	78	89

## 35. CORRESPONDING FIGURES

Following reclassifications have been made for better presentation:

Reclassification from component	Reclassification to component	2015	2014
----- (Rupees in '000') -----			
Balance sheet			
Advance from dealers	Trade and other payables	15,001	7,319
Trade and other payables	Accrued mark-up	624	179
Advances, deposits, prepayments and other receivables	- Long-term deposits	2,325	2,766
	- Trade and other payables	1,200	-
	- Tax refunds due from Government - Sales tax	562	13,524

## 36. SUBSEQUENT EVENTS

The Board of Directors in their meeting held on September 21, 2016 have proposed bonus issue at 20% (2015: 10%) amounting to Rs 40.41 million (2015: Rs 18.37 million) subject to approval of the company in the forthcoming annual general meeting.

## 37. DATE OF AUTHORISATION FOR ISSUE

These financial statements were authorised for issue on September 21, 2016 by the Board of Directors.

ASAD ABDULLA  
Chief Executive Officer

ZUBAIR PALWALA  
Director












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# Pattern of Shareholding

as at June 30, 2016

## CATEGORIES OF SHAREHOLDERS

Categories of Shareholders	Shareholders	Shares Held	% age
<b>DIRECTORS AND THEIR SPOUSE(S) AND MINOR CHILDREN</b>			
Rashid Abdulla	2	1,648	0.01
Asad Abdulla	1	7,623	0.04
Ayaz Abdulla	1	1,384	0.01
Zubair Razzak Palwala	1	1,384	0.01
Syed Nadeem Ahmed	1	1,095	0.01
Tahir Saeed	1	550	0.00
<b>ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES</b>			
International Brands Limited	1	220,020	1.09
International Brands Limited	1	14,200,881	70.29
<b>EXECUTIVES</b>			
	-	-	-
<b>PUBLIC SECTOR COMPANIES AND CORPORATIONS</b>			
	4	780	0.00
<b>BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCE COMPANIES, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS</b>			
	6	1,044,215	5.17
<b>MUTUAL FUNDS</b>			
CDC - Trustee National Investment (Unit) Trust	1	990,182	4.90
<b>GENERAL PUBLIC</b>			
a. Local	1,304	3,388,148	16.77
b. Foreign	-	-	-
<b>FOREIGN COMPANIES</b>			
	1	304	0.00
<b>OTHERS</b>			
	11	346,366	1.71
<b>Totals</b>	<b>1,336</b>	<b>20,204,580</b>	<b>100.00</b>

### Share holders holding 5% or more

International Brands Limited

### Shares Held

14,420,901

### Percentage

71.37

# Pattern of Shareholding

as at June 30, 2016

## DIRECTORS AND THEIR SPOUSE(S) AND MINOR CHILDREN

S.No.	Folio No.	Name of Shareholder	Number of Shares	% age
01.	2	Rashid Abdulla	264	0.00
02.	03277-11384	Rashid Abdulla	1,384	0.01
03.	03277-20909	Asad Abdulla	7,623	0.04
04.	03277-21385	Ayaz Abdulla	1,384	0.01
05.	02113-1037	Zubair Razzak Palwala	1,384	0.01
06.	02113-3397	Syed Nadeem Ahmed	1,095	0.01
07.	07179-5250	Tahir Saeed	550	0.00
			<b>7</b>	<b>13,684</b>
				<b>0.07</b>

## ASSOCIATED COMPANIES, UNDERTAKINGS AND RELATED PARTIES

01.	2347	International Brands Limited	220,020	1.09
02.	03277-2937	International Brands Limited	14,200,881	70.29
			<b>2</b>	<b>14,420,901</b>
				<b>71.37</b>

## EXECUTIVE

		NIL	-	-
			-	-

## PUBLIC SECTOR COMPANIES AND CORPORATIONS

01.	33	National Bank of Pakistan Trustee Wing	219	0.00
02.	1799	Industrial Development Bank of Pakistan ( ICP Unit )	219	0.00
03.	00083-36	IDBL (ICP Unit)	63	0.00
04.	03889-28	National Bank of Pakistan	279	0.00
			<b>4</b>	<b>780</b>
				<b>0.00</b>

## BANKS, DEVELOPMENT FINANCE INSTITUTIONS, NON-BANKING FINANCE COMPANIES, INSURANCE COMPANIES, TAKAFUL, MODARABAS AND PENSION FUNDS

01.	2640	Crescent Investment Bank Limited	379	0.00
02.	2520	Crescent Standard Modaraba	12,702	0.06
03.	2529	First UDL Modaraba	68	0.00
04.	2666	First IBL Modaraba	23,212	0.11
05.	03277-1651	First UDL Modaraba	962,569	4.76
06.	03277-78335	Trustee National Bank of Pakistan Employees Pension Fund	45,285	0.22
			<b>6</b>	<b>1,044,215</b>
				<b>5.17</b>

## MUTUAL FUNDS

01.	14902-21	CDC - Trustee National Investment (Unit) Trust	990,182	4.90
			<b>1</b>	<b>990,182</b>
				<b>4.90</b>

# Pattern of Shareholding

as at June 30, 2016

## GENERAL PUBLIC FOREIGN

S.No.	Folio No.	Name Of Shareholder	Number Of Shares	% age
		NIL	-	-
			-	-

## FOREIGN COMPANIES

01.	2351	Boston Safe Deposit & Trust Co	304	0.00
			<b>1</b>	<b>304</b>
				<b>0.00</b>

## OTHERS

01.	01917-33	Prudential Securities Limited	12	0.00
02.	03277-45147	Eduljee Dinshaw (Pvt.) Limited	25,254	0.12
03.	03277-82127	Trustee National Bank of Pakistan Emp Benevolent Fund Trust	1,588	0.01
04.	03293-38	S.H. Bukhari Securities (Pvt) Limited	243	0.00
05.	03525-87235	Maple Leaf Capital Limited	1	0.00
06.	03657-25	Continental Capital Management (Pvt.) Ltd	100	0.00
07.	05587-48203	Stock Master Securities (Pvt.) Limited	54	0.00
08.	05868-28	Cliktrade Limited	108	0.00
09.	06569-23	Amin Tai Securities (Private) Limited	316,250	1.57
10.	10181-24	Horizon Securities Limited	1	0.00
11.	14241-22	Fikree'S (Smc-Pvt) Ltd.	2,755	0.01
			<b>11</b>	<b>346,366</b>
				<b>1.71</b>

## GENERAL PUBLIC LOCAL

			<b>1304</b>	<b>3,388,148</b>
				<b>16.77</b>

## TOTAL

			<b>1336</b>	<b>20,204,580</b>
				<b>100.00</b>

# Pattern of Shareholding

as at June 30, 2016

No. of Shareholders	Shareholdings Slab			Total Shares Held
791	1	to	100	9,513
190	101	to	500	47,064
100	501	to	1000	67,890
182	1001	to	5000	365,914
18	5001	to	10000	125,322
16	10001	to	15000	185,004
6	15001	to	20000	98,605
5	20001	to	25000	111,601
2	25001	to	30000	53,304
3	30001	to	35000	101,467
2	40001	to	45000	86,307
2	45001	to	50000	91,785
1	50001	to	55000	53,800
1	60001	to	65000	60,880
1	65001	to	70000	65,989
3	70001	to	75000	217,959
1	95001	to	100000	100,000
1	100001	to	105000	102,500
1	110001	to	115000	111,142
1	130001	to	135000	134,000
1	140001	to	145000	141,431
1	220001	to	225000	220,020
1	260001	to	265000	263,347
1	315001	to	320000	316,250
1	390001	to	395000	394,371
1	525001	to	530000	525,483
1	960001	to	965000	962,569
1	990001	to	995000	990,182
1	14200001	to	14205000	14,200,881
1336				20,204,580

# Proxy Form

The Company Secretary

**United Distributors Pakistan Limited**

9<sup>th</sup> floor, NIC Building, Abbasi Shaheed Road,  
Karachi.

I / We \_\_\_\_\_  
son / daughter / wife / husband of \_\_\_\_\_,  
shareholder of **United Distributors Pakistan Limited** holding \_\_\_\_\_  
ordinary shares hereby appoint \_\_\_\_\_  
who is my \_\_\_\_\_ [state relationship (if any) with the proxy; required by Government regulations]  
and the son / daughter / wife / husband of \_\_\_\_\_, (holding \_\_\_\_\_  
ordinary shares in the Company under Folio No. \_\_\_\_\_ ) [required by Government] as my / our proxy, to  
attend and vote for me / us and on my / our behalf at the Annual General Meeting of the Company to be held on October 27, 2016  
and / or any adjournment thereof.

Signed this \_\_\_\_\_ day of \_\_\_\_\_ 2016.

Witnesses: (A)

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

CNIC / Passport No. \_\_\_\_\_

Witnesses: (B)

Signature \_\_\_\_\_

Name \_\_\_\_\_

Address \_\_\_\_\_

CNIC / Passport No. \_\_\_\_\_

Signature on Revenue  
Stamp of Rs. 5/-

\_\_\_\_\_  
Signature of Member(s)

Folio No. \_\_\_\_\_

CDC Participation I.D. No. \_\_\_\_\_

Sub Account No. \_\_\_\_\_

## IMPORTANT:

- The member is requested:
  - To affix Revenue Stamp of Rs. 5/- at the place indicated above.
  - To sign across the revenue Stamp in the same style of signature as is registered with the Company.
  - To write down his Folio Number.
- In order to be valid, this proxy must be received at the registered office of the Company at least 48 hours before the time fixed for the Meeting, duly completed in all respects.
- CDC Shareholders or their proxies should bring their original Computerized National Identity Card or Passport along with the Participant's ID Number and their Account Number to facilitate their identification. Detailed procedure is given in the Notes to the Notice of AGM.



Pakistan

AFFIX  
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The Company Secretary  
**United Distributors Pakistan Limited**  
9<sup>th</sup> floor, NIC Building, Abbasi Shaheed Road,  
Off: Shahrah-e-Faisal, Karachi.



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دی کمپنی سیکریٹری  
یونائیٹڈ سٹری بیوٹرز پاکستان لمیٹڈ  
۹ ویں منزل، این آئی سی بلڈنگ، عباسی شہید روڈ  
شاہراہ فیصل، کراچی۔



# پراکسی فارم

دی کمپنی سیکریٹری

یونائیٹڈ سٹری پیوٹرز پاکستان لمیٹڈ

۹ ویں منزل، این آئی سی بلڈنگ، عباسی شہید روڈ

کراچی۔

میں / ہم

پسر / دختر / زوجہ / خاوند

شیرز ہولڈر

بابت یونائیٹڈ سٹری پیوٹرز پاکستان لمیٹڈ حامل

عمومی شیرز ہولڈر / عوامی شیرز ہولڈر

جو میرا / میری (رشتے کی نوعیت بیان کریں) (اگر کوئی ہو) مع پراکسی حکومتی ضوابط کے

مطابق (ضروری) اور پسر / دختر / زوجہ / خاوند

فولیو نمبر [حکومت کی جانب سے درکار] بطور میرا / ہمارا پراکسی کمپنی کے مورخہ ۱۲ اکتوبر ۲۰۱۶ کو منعقد ہونے والے

سالانہ اجلاس عام اور اس کے کسی ملتوی شدہ اجلاس میں میرے / ہمارے لئے اور میری / ہماری جانب سے شرکت اور ووٹ ڈالنے کا اور اپنا کسی دوسری کاروائی میں حصہ لے گا / گی۔

دستخط آج بروز \_\_\_\_\_ بتاریخ \_\_\_\_\_ ۲۰۱۶ء

گواہ (اے):

دستخط:

نام:

پتہ:

سی این آئی سی / پاسپورٹ نمبر:

گواہ (بی):

دستخط:

نام:

پتہ:

سی این آئی سی / پاسپورٹ نمبر:

اہم نکات:

۱۔ ممبران سے درخواست ہے کہ:

i. جس مذکورہ بالا جگہ پر نشاندہی کی گئی ہے وہاں - ۵ روپے کار یونیوا اسٹیٹ چیکوں کی

ii. ریونیوا اسٹیٹ پراسی طرح دستخط کریں جس طرز میں کمپنی کے پاس رجسٹرڈ ہو۔

iii. اس کا فولیو نمبر درج کریں۔

۲۔ منوثر بنانے کے لئے یہ پراکسی لازماً کمپنی کے رجسٹرڈ آفس میں ہر طرح سے مکمل صورت میں اجلاس کے لئے طے شدہ وقت سے کم از کم ۳۸ گھنٹے قبل موصول ہو جائے۔

۳۔ سی ڈی سی شیرز ہولڈرز یا ان کے پراکسیز اپنی شناخت میں سہولت کے لئے اصل کمپیوٹرائزڈ قومی شناختی کارڈ یا پاسپورٹ بشمول پارٹنر شپ کا آئی ڈی نمبر اور ان کے اکاؤنٹ نمبر لازماً ساتھ لائیں۔

مفصل طریقہ کار غیر معمولی اجلاس عام کی اطلاع کے نوٹس میں دیا گیا ہے۔

۵ روپے کار یونیوا اسٹیٹ چیک

دستخط ممبر (ممبران)

شیرز ہولڈر (ہولڈرز) فولیو نمبر \_\_\_\_\_ اور / یا

سی ڈی سی پارٹنر شپ آئی ڈی نمبر \_\_\_\_\_ اور

ذیلی اکاؤنٹ نمبر \_\_\_\_\_

# ڈائریکٹرز رپورٹ

## ۶ سال کا مالیاتی اور اہم آپریٹنگ کی سمری ایک نظر میں

ذیل میں اہم آپریٹنگ اور مالیاتی نتائج برائے ۶ سال اور زیر جائزہ سال کے لئے مالیاتی نتائج کی تفصیل دی گئی ہے:

2011	2012	2013	2014	2015	2016
(دو بارہ بیان کردہ)					
(دو بارہ بیان کردہ)					
(دو بارہ بیان کردہ)					
(روپے، ہزاروں میں) -----					
89,453	38,624	36,896	39,054	35,001	19,910
600	1,131	1,078	594	248	4,158
225,533	325,745	369,734	581,908	790,774	1,004,720
5,533	1,540	15	2,766	2,325	2,550
(225,649)	(222,483)	22,399	113,997	82,332	75,261
95,470	144,557	430,122	738,319	910,680	1,106,599
91,839	91,839	91,839	183,679	183,679	202,047
(18,450)	42,868	317,121	525,944	676,276	831,610
73,389	134,707	408,960	709,623	859,955	1,033,657
22,081	9,850	21,162	28,696	50,725	72,942
95,470	144,557	430,122	738,319	910,680	1,106,599
1,020,239	502,354	369,847	402,921	339,619	335,352
(99,396)	36,721	277,673	94,844	137,683	150,894
(96,627)	61,318	277,174	110,308	116,942	109,768
(10.52)	6.68	23.58	8.23	5.79	5.43
-9.47%	12.21%	74.94%	27.38%	34.43%	32.73%
-101.21%	42.42%	64.44%	14.94%	12.84%	9.92%
0%	0%	0%	0%	0%	0%
0%	0%	0%	0%	10%	20%
-	-	-	-	18,368	40,409

### لاگو کردہ اثاثہ جات

املاک، پائپس اور ایکویٹمنٹ  
غیر محسوس اثاثہ جات  
طویل مدتی سرمایہ کاری  
طویل مدتی ڈپازٹس  
خالص موجودہ اثاثہ جات  
مجموعی لاگو کردہ اثاثہ جات

### مناس کردہ منجانب

جاری کردہ سیکر اینڈ اور ادا شدہ سرمایہ  
ریزرو اور غیر مختص شدہ منافع جات  
شیر ہولڈرز کی ایکویٹی  
طویل مدتی اور غیر محسوس شدہ مالیاتی ذمے داریاں  
مجموعی سرمایہ لاگو کردہ

ٹرن اوور

منافع / (نقصان) قبل از ٹیکس

منافع / (نقصان) بعد از ٹیکس

آمدنی فی شیئر

ٹرن اوور کا فیصد

لاگو شدہ سرمائے کا فیصد

نقد (فیصد)

بونس (فیصد)

بونس شیئر کی رقم

# ڈائریکٹرز رپورٹ

## انٹرنل آڈیٹرز

انٹرنل کنٹرول فریم ورک موثر طور پر آڈٹ سروس کے ذریعے پی ڈی او ابراہیم اینڈ کمپنی چارٹرڈ اکاؤنٹنٹس کے انٹرنل آڈٹ کے تحت نافذ کیا گیا جو کہ ایکسٹرنل آڈٹ کے کام کے لئے آزاد ہیں۔

## اعتراف

ڈائریکٹرز اپنے صارفین، بینکرز اور دیگر اسٹیک ہولڈرز کا ان کی بھرپور معاونت اور حوصلہ افزائی کے لئے ممنون و مشکور ہیں اور کمپنی کے ملازمین کی گرانقدر خدمات پر انہیں زبردست خراج تحسین پیش کرتے ہیں۔

## قانونی آڈیٹرز

موجودہ آڈیٹرز اے ایف فرگن اینڈ کمپنی، چارٹرڈ اکاؤنٹنٹس سبکدوش ہو رہے ہیں اور اہل ہونے کی بنا پر انہوں نے خود کو دوبارہ تقرر کے لئے پیش کیا ہے۔ بورڈ آف ڈائریکٹرز نے ۳۰ جون ۲۰۱۷ء کو ختم ہونے والے مالی سال کے لئے باہمی طے شدہ فیس پر ان کی بحیثیت کمپنی کے قانونی آڈیٹرز دوبارہ تقرر کے لئے آڈٹ کمیٹی کی سفارشات کی توثیق کی ہے۔

برائے اور بورڈ کی جانب سے

## شیئر ہولڈنگ کا طریقہ کار

۳۰ جون ۲۰۱۶ء کے مطابق کمپنی کی شیئر ہولڈنگ کا طریقہ کار بشمول ضروری معلومات اس رپورٹ کے ساتھ منسلک ہے۔

۳۰ جون ۲۰۱۶ء کے مطابق کمپنی کے ریکارڈ پر ۳۳۶،۱۰۱ شیئر ہولڈرز موجود تھے۔

## مستقبل پر ایک نظر

ہم مستقبل میں ایک قابل اعتماد اور منافع بخش ترقی کے اپنے سفر پر نگاہ رکھے ہوئے ہیں۔ آپ کی کمپنی ملک کے زرعی شعبے میں مستحکم و مثبت نقطہ نگاہ برقرار رکھتی ہے۔ ہم اس امر پر یقین رکھتے ہیں کہ حکومت پاکستان سرمایہ کاری اور سہولتوں کے خاتمے کے ذریعے اس شعبے میں ایک مثبت تبدیلی لانے کے لئے ٹھوس اقدامات کرے گی جن سے آنے والے سالوں میں یقینی طور پر مثبت نتائج سامنے آئیں گے۔

ہم کمپنی کو مضبوط بنانے اور بنیادی استحکام یعنی اپنی ٹیم، نئے برانڈز، پروڈکٹ کی رجسٹریشن، صارفین کا دائرہ کار وسیع کرنے اور مجموعی کارکردگی میں اضافے پر مسلسل خصوصی توجہ دے رہے ہیں جس سے ہمیں انتظامیہ کی جانب سے طے کردے اہداف کے حصول میں مدد ملے گی۔

اسد عبداللہ  
چیف ایگزیکٹو آفیسر

کراچی ۲۱ ستمبر ۲۰۱۶ء

# ڈائریکٹرز رپورٹ

نمبر شمارہ	ڈائریکٹر کا نام	اجلاس میں حاضری
01.	جناب طاہر سعید	4
02.	جناب ایاز عبداللہ	2
03.	جناب زبیر پال والا	4

## بورڈ آف ڈائریکٹرز کے اجلاس

سال کے دوران بورڈ آف ڈائریکٹرز کے ۴ اجلاس منعقد ہوئے اور ہر ایک ڈائریکٹر کی شرکت درج ذیل کے مطابق تھی:

نمبر شمارہ	ڈائریکٹر کا نام	اجلاس میں حاضری
01.	جناب راشد عبداللہ	4
02.	جناب اسد عبداللہ	4
03.	جناب زبیر پال والا	4
04.	جناب ایس ندیم احمد	3
05.	جناب ایاز عبداللہ	2
06.	جناب طاہر سعید	4
07.	جناب سلمان حسین چاؤلہ	4

مزید برآں ان ڈائریکٹرز کو غیر حاضری پر چھٹی منظور کر دی گئی تھی جو بورڈ کے چند اجلاسوں میں شرکت نہ کر سکے۔

## ہیومن ریسورس اور ریویو نیشن کمیٹی

بورڈ نے کوڈ آف کارپوریٹ گورننس کے مطابق ایک ہیومن ریسورس اور ریویو نیشن کمیٹی بھی تشکیل دی ہے جو درج ذیل ۳ ڈائریکٹرز پر مشتمل ہے:

- جناب ایاز عبداللہ
- جناب اسد عبداللہ
- جناب زبیر پال والا

یہ کہ چیف فنانشل آفیسر قابلیت کے معیار پر پورا نہیں اُترتے جیسا کہ کوڈ کے 5.19.9(a) میں درج ہے۔ کمپنی نے فیصلہ کیا ہے کہ چیف فنانشل آفیسر کو برقرار رکھنے کے لئے اجازت حاصل کرنے کی غرض سے سیکورٹیز اینڈ ایکسچینج کمیشن آف پاکستان سے رجوع کیا جائے گا۔

## ڈائریکٹرز کا تربیتی پروگرام

بورڈ نے سال رواں کے دوران جناب طاہر سعید اور جناب ایاز عبداللہ کی مطلوبہ تربیت کے لئے انسٹی ٹیوٹ آف چارٹرڈ اکاؤنٹنٹس آف پاکستان میں انتظام کرایا اور جناب راشد عبداللہ کو انسٹی ٹیوٹ آف چارٹرڈ اکاؤنٹنٹس آف پاکستان سے منسٹی شراٹھ سے منسٹی قرار دیا جیسا کہ کوڈ میں درج ہے۔ کمپنی کے باقی ماندہ ڈائریکٹرز ایس ای سی پی کے منظور شدہ اداروں سے باقاعدہ سرٹیفیکیشنڈ ہیں۔

## ملازمین کی ریٹائرمنٹ کے لئے مراعات کی اسکیم

کمپنی اپنے ملازمین کو ریٹائرمنٹ پر پراویڈنڈ فنڈ کی شکل میں مراعات دیتی ہے۔ یہ فنڈ بنی فٹ باقاعدہ منظور شدہ ٹرسٹ میں قائم رہتا ہے۔ یہ ٹرسٹ ٹریڈز کے زیر انتظام میں جو فنڈز کا آڈٹ کرواتے ہیں۔

۳۰ جون ۲۰۱۶ء اور ۳۰ جون ۲۰۱۵ء کے مطابق ان کے آڈٹ شدہ اکاؤنٹس پر پراویڈنڈ فنڈ کی سرمایہ کاری کی قدر درج ذیل کے مطابق تھی:

2015	2016
117,194	107,457

----- (روپے، ہزاروں میں) -----

پراویڈنڈ فنڈ کی درست قدر/ مالیت

## آڈٹ کمیٹی

کمیٹی ۳ ممبران پر مشتمل ہے اور کمیٹی چیئرمین سمیت تمام نان ایگزیکٹو ڈائریکٹرز ہیں۔

کمیٹی کے ٹرمز آف ریفرنس کا تعین بورڈ آف ڈائریکٹرز کی جانب سے پاکستان اسٹاک ایکسچینج رول بک میں درج رہنما ہدایات اور عملدرآمد کے لئے کمیٹی کے مشورے سے کیا جاتا ہے۔ کمیٹی نے سال کے دوران ۴ اجلاس بلائے:

# ڈائریکٹرز رپورٹ

۲۸، ۲۷، ۲۶، ۲۵، ۲۴، ۲۳، ۲۲، ۲۱، ۲۰، ۱۹، ۱۸، ۱۷، ۱۶، ۱۵، ۱۴، ۱۳، ۱۲، ۱۱، ۱۰، ۹، ۸، ۷، ۶، ۵، ۴، ۳، ۲، ۱۔ یہ ہولڈنگ کمپنی میں براہ راست سرمایہ کاری نہیں تھی۔ شیئرز ہولڈرز نے اپنے اجلاس منعقدہ ۱۳ فروری ۲۰۱۱ء میں اپنی سرمایہ کاری ایک کمپنی سے اپنی دوسری منسلک کمپنی آئی بی ایل میں منتقل کرنے کے لئے خصوصی قرارداد منظور کی تھی اور اس قرارداد کو معزز عدالت عالیہ سندھ کی جانب سے آکٹیم آف ارتجمنٹ کے ذریعے بھی منظور کر لیا گیا تھا۔

## ہولڈنگ کمپنی

انٹرنیشنل برانڈز لمیٹڈ۔ آئی بی ایل یونائیٹڈ سٹریٹیجی بیورٹرز پاکستان لمیٹڈ کی ہولڈنگ کمپنی ہے۔ ۳۰ جون ۲۰۱۶ء کے مطابق آئی بی ایل ہر ایک ۱۰ روپے مالیت کے ۱۳،۴۲۰،۹۰۱ شیئرز کی حامل ہے۔

## منافعہ منقسمہ

بورڈ آف ڈائریکٹرز نے اپنے اجلاس منعقدہ ۲۱ ستمبر ۲۰۱۶ء میں ۳۰ جون ۲۰۱۶ء کو ختم ہونے والے سال کے لئے موجودہ ۱۰۰ شیئرز کے لئے ۲۰ فیصد سے ۲۰ فیصد کے تناسب سے بولس شیئرز کے اجراء کی تجویز پیش کی ہے۔

## کارپوریٹ سوشل ریسپانسیبلٹی (سی ایس آر)

ہمارا کاروبار ہماری بنیادی اقدار کے ذریعے چلایا جا رہا ہے جو اس میں شامل ہر فرد کے لئے تمام معاملات پر عمل درآمد کو یقینی بناتا ہے۔ ہم تسلیم کرتے ہیں کہ ہمیں لازمی طور پر اپنے کاروباری اقدار اور آپریشنز کو اپنے اسٹیک ہولڈرز، ملازمین، صارفین، سپلائرز کی توقعات کو پورا کرنے کے لئے اس سماج اور ماحول کے لئے بھی کام کرنا چاہیے جس میں ہم کام کر رہے ہیں۔ مزید برآں ہم موجودہ مہنگائی کی کسی طور تلافی کے ضمن میں کمپنی کے مستحق ملازمین کو راشن بھی تقسیم کرتے ہیں۔

## بعد ازاں ہونے والے واقعات

اس رپورٹ کی تاریخ اور کمپنی کے مالیاتی سال کے اختتام کے دوران کمپنی کی مالیاتی حیثیت پر اثر انداز ہونے والی کوئی تبدیلی معاہدے انجام نہیں دیے گئے۔ کوڈ آف کارپوریٹ گورننس کی شیق XVI کے مطابق کارپوریٹ گورننس کے بہترین طریقہ کار پر عملدرآمد

بورڈ بمسرت آگاہ کرتا ہے کہ کمپنی کی انتظامیہ کارپوریٹ گورننس کے بہترین طریقہ کار پر عملدرآمد کر رہی ہے بورڈ کارپوریٹ اور مالیاتی رپورٹنگ کے فریم ورک کے ضمن میں اپنی ذمہ داریوں کو بخوبی سمجھتا ہے لہذا اس کے لئے بیان کیا جاتا ہے کہ:

- کمپنی کی انتظامیہ کی جانب سے تیار کردہ مالیاتی حسابات اس کے تمام امور، اس کے آپریشن کے نتائج، نقد رقم کے بہاؤ اور ایکویٹی میں تبدیلیوں کو شفاف انداز میں واضح کرتے ہیں۔
- کمپنی کے حسابات کی باقاعدہ کتب تیار کی جاتی ہے۔
- مالیاتی حسابات اور اکاؤنٹنگ تخمینہ جات کی تیاری میں موزوں ترین اکاؤنٹنگ پالیسیوں مستقل طور پر لاگو کی جاتی ہیں اور یہ کھاتے درست ترین اور محتاط فیصلوں پر مبنی ہوتے ہیں۔
- مالیاتی حسابات پاکستان میں لاگو انٹرنیشنل فنانشل رپورٹنگ اسٹینڈرڈز کے معیار کی بنیاد پر تیاری کیے جاتے ہیں اور ان سے کسی بھی روگردانی کے بارے میں مناسب جواز اور وضاحت پیش کر دی جاتی ہے۔
- اندرونی کنٹرول کا نظام مستحکم انداز میں تیار کیا گیا ہے اور موثر طور پر نافذ العمل ہونے کے ساتھ اس کی مسلسل نگرانی کی جاتی ہے۔
- اس امر میں کسی قسم کا کوئی شبہ نہیں کہ کمپنی میں مستقل طور پر آگے بڑھنے کی صلاحیت موجود ہے۔
- کارپوریٹ گورننس کے بہترین طریقہ کار سے کسی طور پر روگردانی کرنے کا امکان نہیں جیسا کہ پاکستان اسٹاک ایکسچینج کی رول بک میں اس کی تفصیل درج ہے۔
- کمپنی کی انتظامیہ بہترین کارپوریٹ گورننس پر کاربند ہے اور بہترین طریقہ کار پر عمل درآمد کے لئے موزوں ترین اقدامات کئے جاتے ہیں۔
- واجب الادا ضروری ادائیگیوں کی تفصیلات باقاعدگی سے مالیاتی حسابات میں ظاہر کی جاتی ہیں۔ کمپنی نے ورکرز ویلفیئر فنڈ کے تحت شق تیار کی تھی تاہم مناسب ایڈوانس کی موجودگی کی وجہ سے ادائیگی ممکن نہیں ہوئی۔
- کارپوریٹ گورننس کے بہترین طریقہ کار سے کوئی انحراف نہیں کیا گیا مع سوائے

# ڈائریکٹرز رپورٹ

یونائیٹڈ ڈسٹری بیوٹرز پاکستان لمیٹڈ (یو ڈی پی ایل) کے

بورڈ آف ڈائریکٹرز کی جانب سے رپورٹ

مع سال مختتمہ ۳۰ جون ۲۰۱۶ء کے لئے کمپنی کے آڈٹ

شدہ مالیاتی حسابات پیش کرتے ہوئے خوشی محسوس کرتے ہیں۔

ڈائریکٹرز کی رپورٹ کمپنیز آرڈیننس ۱۹۸۴ کی دفعہ ۲۳۶

اور کوڈ آف کارپوریٹ گورننس کی شق XVI

کے تحت تیار کی گئی ہے

مالیاتی کارکردگی

دو بارہ بیان کردہ

2015	2016
339,619	335,352
66,354	98,326
(39,006)	(6,677)
137,683	150,894
116,942	109,768
5.79	5.43

----- (روپے، ہزاروں میں) -----

خالص سیلز  
مجموعی منافع  
آپریٹنگ سے نقصانات  
منافع قبل از ٹیکس  
منافع بعد از ٹیکس  
آمدنی فی شیئر روپے میں

یہ رپورٹ کمپنی کے ۳۳ ویں سالانہ اجلاس عام منعقدہ ۱۲ اکتوبر ۲۰۱۶ء میں ممبران کو پیش کی جائے گی۔

کاروباری جائزہ

سال ۲۰۱۵ء-۲۰۱۶ء کے دوران کمپنی کی مالیاتی کارکردگی گزشتہ ۲ سالوں کے دوران زرعی شعبہ کو روپوش مستقل چیلنجوں کے باوجود خاصی بہتر رہی جبکہ زرعی شعبے کی وجہ سے کمپنی کے کاروبار پر بھی اثرات مرتب ہوئے۔

کمپنی نے اس سال ۳۵،۳۳۵ ملین روپے کا خالص سیلز حاصل کیا جبکہ گزشتہ سال کی اس مدت کے دوران ۶۲،۳۳۹ ملین روپے تھا جس کے نتیجے میں فصلوں کو نقصان اور زراعت کے لئے جراثیم کش اشیاء کے محدود استعمال کے باعث زیر جائزہ مدت میں ۲۶ فیصد خسارہ ہوا۔

انتظامیہ کی توجہ اعلیٰ معیار کی مصنوعات کی مارکیٹنگ کے ذریعے آمدنی کے بجائے مارجنز بہتر بنانے، کاشت کار برادری کے لئے ان کے مسائل کے حل اور خصوصی سروسز کی فراہمی پر مرکوز رہی۔ مجموعی مارجن نمایاں اضافے کے ساتھ ۱۹.۵ فیصد سے بڑھ کر سال رواں میں ۲۹.۳ فیصد ہو گیا جس میں ایک اہم شراکت نئی مصنوعات کے ساتھ ساتھ ایک بہترین پروڈکٹ مکس (mix) کی بھی تھی۔

مستقل توجہ دینے اور آپریٹنگ اخراجات پر سخت کنٹرول کے باعث ڈسٹری بیوٹنگ لاگت سال کے دوران ۱۰.۱ فیصد کم ہوئی۔ انتظامی اور عمومی اخراجات گزشتہ سال کے مقابلہ میں ۵۵.۵ فیصد بڑھے جس کی وجہ قانونی اور پیشہ ورانہ اخراجات، آڈیٹرز کی فیس اور گاڑیوں کی فرسودگی تھی۔

فنانس کی مالیت میں گزشتہ سال کے مقابلہ میں نمایاں کمی ہوئی جس کی وجہ موثر ٹریڈرری انتظام تھا جس کے نتیجے میں مختصر مدتی قرضے پر ماک اپ کی شرح میں کمی اور زر مبادلہ کے اتار چڑھاؤ پر کنٹرول کیا جاسکا۔

آمدنی فی شیئر

آمدنی فی شیئر بعد از ٹیکس ۲۳.۵ روپے ہے (۲۰۱۵ء: ۹.۵ روپے)۔ آمدنی فی شیئر میں یہ کمی منسلکہ اداروں سے شیئر کے منافع میں کمی کی وجہ سے ہوئی اگرچہ کمپنیوں کے آپریٹنگ نتائج مثبت ظاہر ہوئے تھے۔

منسلکہ اداروں سے منافع جات کا حصہ

رواں سال کے دوران کمپنی نے منسلکہ ادارے۔ ایف ایم سی یونائیٹڈ (پرائیویٹ) لمیٹڈ سے منافع کا حصہ انٹرنیشنل اکاؤنٹنگ اسٹینڈرڈز ۲۸۔ ”منسلکہ اداروں اور جو انٹ ڈیپنڈنٹ میں سرمایہ کاری“ کے مطابق تسلیم کیا۔ منسلکہ ادارے سے منافع کا حصہ اور سال رواں کی رقم کا دوبارہ بیان کا حوالہ نوٹ نمبر ۳ میں دیا گیا ہے۔

آڈیٹرز کی رپورٹ میں زیر تذکرہ پیرا گراف پر زور

آڈیٹرز نے اپنی رپورٹ میں نوٹ نمبر ۴ پر توجہ دلائی ہے کہ کمپنی ہولڈنگ کمپنی کے

*Spirit of Growth*



9<sup>th</sup> Floor, NIC Building, Abbasi  
Shaheed Road, Karachi-75530  
Tel: +92-21-35116823  
+92-21-35635514-15  
Fax: +92-21-35635518  
e-mail: [info@udpl.com.pk](mailto:info@udpl.com.pk)  
web: [www.udpl.com.pk](http://www.udpl.com.pk)