**DIRECTORS' REPORT** 

The directors are pleased to submit the audited financial statements of the company for

first quarter ended December 31, 2009.

Despite sporadic disturbances to distribution in different parts of the country due to the

prevailing security situation Sales exhibited a stable and sustained growth trend in most

of our business categories. Continued increases in the input prices in case of some of our raw materials especially Sugar compelled us to revise our prices and therefore

growth in certain business categories was adversely affected. Load shedding continued

to be a problem for the smooth operations of the company but all the same we were

able to process most of the seasonal Fruits and Vegetables that we will need for the

rest of the year.

Business volume growth for your company was over 15% whereas the company's net

sales recorded a growth of 31.33 % rising from Rs. 244.41 million to Rs. 320.99 million.

This rise was strongly supported by growth in the sales to Modern Trade and Exports.

Compared to the corresponding period last year operating profit increased from Rs.

13.16 million to Rs. 22.65 million. With reduced financial charges of Rs. 10.62 million,

as compared to Rs. 12.02 million during the same quarter last year the profit before tax improved from Rs. 1.20 million to Rs. 12.58 million during the period under review.

The Board of Directors would like to express their gratitude to all our employees who

have worked hard to achieve these results under trying circumstances.

For and on behalf of the Board of Directors

Lahore: January 28, 2010

Mujeeb Rashid
Chief Executive & Managing Director

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## **BALANCE SHEET**

As at December 31, 2009 (Un-audited)

	December 31 2009 Rupees	September 30 2009 Rupees
NON CURRENT ASSETS		
Property, Plant & Equipment Intangible Assets Long term loans and deposits Biological Assets	317,723,970 1,259,439 1,311,760 5,287,650	321,687,827 1,325,725 1,110,482 5,397,600
CURRENT ASSETS	325,582,819	329,521,634
Stores and spares Stock in trade Trade debts Advances, deposits, prepayments and other receivables Cash and bank balances  CURRENT LIABILITIES	10,550,155 238,749,054 35,677,537 44,506,790 16,948,896 346,432,432	12,781,281 260,382,527 58,674,183 53,330,558 13,217,682 398,386,231
Short term running finances Creditors, accrued and other liabilities Mark up accrued on short term running finances	251,969,315 79,360,020 5,913,997 337,243,332	307,671,564 87,816,200 12,099,523 407,587,287
	9,189,100	(9,201,056)
TOTAL FUNDS EMPLOYED	334,771,919	320,320,578
NON-CURRENT LIABILITIES		
Deferred Liabilities	52,347,876	50,478,690
NET FUNDS EMPLOYED	282,424,043	269,841,888
REPRESENTED BY		
Issued subscribed and paid up capital Reserves Unappropriated profit	50,400,000 9,635,878 222,388,165 282,424,043	50,400,000 9,635,878 209,806,010 269,841,888

S. M. Mohsin Director

## **PROFIT AND LOSS ACCOUNT**

For the First Quarter Ended December 31, 2009 (Un-audited)

	2009 Rupees	2008 Rupees
Sales	320,991,473	244,410,978
Cost of Sales	260,972,752	203,661,831
Gross Profit	60,018,721	40,749,147
Selling and distribution expenses Administrative expenses	25,048,450 12,322,985	19,031,399 8,555,252
	37,371,435	27,586,650
Operating profit Other income	22,647,286 559,751	13,162,497 851,236
	23,207,037	14,013,733
Financial charges	10,624,882	12,017,629
Profit before taxation	12,582,155	1,996,104
Provision for taxation		
Profit after taxation	12,582,155	1,996,104
Earnings per share	2.50	0.40

S. M. Mohsin Director

## **CASH FLOW STATEMENT**

For the First Quarter Ended December 31, 2009 (Un-audited)

Cash flow from operating activities	December 31 2009 Rupees	December 31 2008 Rupees
Profit before taxation	12,582,155	1,996,104
Add/(less) : Adjustment for non cash charges and other item	ıs	
Depreciation Amortization Provision for gratuity and leave salary Financial charges	7,578,357 66,286 3,194,124 10,624,882	6,625,527 82,858 1,994,155 12,017,629
Profit before working capital changes	34,045,804	22,716,273
Effect on cash flow due to working capital changes		
(Increase) / decrease in stores and spares (Increase) / decrease in stock in trade (Increase) / decrease in trade debts (Increase) / decrease in advances, deposits	2,231,125 21,633,473 22,996,646	(1,116,901) (2,776,997) 7,482,690
`excluding income tax Increase / (decrease) in creditors, accrued and	10,081,299	(1,389,548)
other liabilities	(8,456,180)	(4,734,184)
	48,486,363	(2,534,939)
Cash generated from operations	82,532,168	20,181,334
Financial charges paid Payment of Gratuity and leave salary Taxes paid	(16,810,408) (1,324,938) (1,257,531)	(10,479,036) (376,244) (1,110,290)
Net cash inflow from operating activities	63,139,291	8,215,764
Cash flow from investing activities		
Fixed capital expenditure Proceeds from sale of livestock (Increase)/ decrease in long-term deposits	(3,614,500) 109,950 (201,278)	(9,707,346) 219,600
Net cash outflow from investing activities	(3,705,828)	(9,487,746)
Cash flow from financing activities Repayment of long term loan	-	(3,684,211)
	-	(3,684,211)
Net increase / (decrease) in cash and cash equivalents	59,433,463	(4,956,193)
Cash and cash equivalents at the beginning of the period	(294,453,882)	(277,801,174)
Cash and cash equivalents at the end of the period	(235,020,419)	(282,757,367)
Cash and cash equivalents at the end of the period		
Cash and bank balances Short term running finances	16,948,896 (251,969,315)	9,163,089 (291,920,456)
	(235,020,419)	(282,757,367)

S. M. Mohsin Director

## STATEMENT OF CHANGES IN EQUITY

For the First Quarter Ended December 31, 2009 (Un-audited)

	Share capital	Share premium	General reserve	Accumulated profit	Rupees Total
Balance as at September 30, 2008	50,400,000	9,335,878	300,000	200,794,368	260,830,246
Net profit for the quarter	-	-	-	1,996,104	1,996,104
Final dividend for the year ended September 30, 2008 Re. 1 per share				(5,040,000)	(5,040,000)
Balance as at December 31, 2008	50,400,000	9,335,878	300,000	197,750,472	257,786,350
Net Profit for the nine months				12,055,538	12,055,538
Balance as at September 30, 2009	50,400,000	9,335,878	300,000	209,806,010	269,841,888
Net Profit for the quarter	-	-	-	12,582,155	12,582,155
Balance as on December 31, 2009	50,400,000	9,335,878	300,000	222,388,165	282,424,043

S. M. Mohsin Director

## SELECTED NOTES TO THE ACCOUNTS

For the First Quarter Ended December 31, 2009 (Un-audited)

- Mitchell's Fruit Farms Limited is a public company incorporated in Pakistan and listed on Lahore, Karachi and Islamabad Stock Exchanges. Its primary objective is to manufacture and sell various Farm and Confectionary proudcts.
- 2. During the quarter, the impact of seasonal factors on sales remained minimal.
- 3. These accounts are unaudited and are being submitted to the shareholders, in accordance with the requirements of the Companies Ordinance, 1984.
- 4. The accounting policies adopted for the preparation of quarterly accounts for the period ended December 31, 2009 are the same which were applied in the prepartion of preceding annual published accounts of the company.
- **5.** The interim financial report has been prepared in compliance with International Accounting Standard No. 34, as applicable in Pakistan, in all material respects.
- **6.** Provision in respect of taxation is based on estimated average annual effective income tax rate consistent with the annual assessment of taxes.
- Provision in respect of Workers' Welfare Fund and Workers' Profit Participation Fund are estimated and these are subject to adjustment in the annual audited financial statements.
- **8.** Previous period's figures have restated, wherever necessary, for the purpose of comparison.

		December 31 2009	September 30 2009
9.	Cash and cash equivalents	Rupees	Rupees
	Cash and bank balances Short term running finances	16,948,896 (251,969,315)	13,217,682 (307,671,564)
		(235,020,419)	(294,453,882)

### 10. Contingencies and commitments

### 10.1 Contingencies

There has been no significant change in contingencies since September 30, 2009.

### 10.2 Commitments

Commitment in respect of capital expenditure is Rs. Nil (2008: Rs.Nil)

**11.** The company purchased from associated undertaking goods and services amounting to Rs. 6.424 million.

S. M. Mohsin Director

## **COMPANY INFORMATION**

**Board of Directors** S.M.Mohsin - Advisor Mehdi Mohsin -Chairman

> Mujeeb Rashid -Chief Executive & Managing Director

Moaz Mohiuddin Sved Faisal Imam Umme Kulsum Imam Jamal Nasim - NIT Nominee

**Audit Committee** S. M. Mohsin - Chairman Syed Faisal Imam - Member

Moaz Mohiuddin - Member

Company Secretary/CFO Atif Favyaz

**Auditors** A.F. Ferguson & Co.

Chartered Accountants.

**Legal Advisors** Minto & Mirza

> 78-Mozang Road, Lahore. Phone: (042) 36315469-70 Fax: (042) 36361531

**Bankers** Habib Bank Limited

Allied Bank Limited

Askari Commercial Bank Limited

MCB Bank Limited Citibank N.A.

The Royal Bank of Scotland National Bank of Pakistan

**Share Registrar** Corplink (Private) Limited

Wings Arcade, 1-K (Commercial)

Model Town, Lahore

Phone: (042) 35839182, 35887262,

Fax:(042) 35869037

**Corporate Office** 39-A, D-1, Gulberg III Lahore

> Phones: (042) 35872392-96, Fax: (042) 35872398 E-Mail: ho@mitchells.com.pk Web Site:www.mitchells.com.pk

Factory, Regional Sales Office

(Central) & Farms

Renala Khurd, District Okara, Pakistan. Phones: (044) 2635907-8, 2622908,

Fax: (044) 2621416

E-Mail: rnk@mitchells.com.pk rsoc@mitchells.com.pk

Regional Sales Office (North) Plot No. 276, Street No.1, I - 9/3,

> Industrial Area ,Islamabad Phones: (051) 4443824-26,

Fax: (051) 4443827

E-Mail: rson@mitchells.com.pk

Mehran VIP II, Ground Floor, **Regional Sales Office (South)** 

Plot 18/3 Dr. Dawood Pota Road, Karachi

Phones: (021) 35212112, 35212712 & 35219675

Fax: (021) 35673588

E-Mail: rsos@mitchells.com.pk

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#### **COMPANY INFORMATION**

Board of Directors Mehdi Mohsin - Chairman

Mujeeb Rashid - Chief Executive &

Managing Director

S. M. Mohsin - Advisor

Moaz Mohiuddin Syed Faisal Imam Umme Kulsum Imam

Jamal Nasim - NIT Nominee

Audit Committee S. M. Mohsin - Chairman

Syed Faisal Imam - Member Moaz Mohiuddin - Member

Company Secretary/CFO Atif Fayyaz

Auditors A.F. Ferguson & Company

**Chartered Accountants** 

Legal Advisors Minto & Mirza

78-Mozang Road, Lahore

Phone: (042) 36315469-70 Fax: (042) 36361531

Bankers Habib Bank Limited

Allied Bank Limited

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E-Mail: ho@mitchells.com.pk Website: www.mitchells.com.pk



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Fax: (044) 2621416

E-Mail: rnk@mitchells.com.pk rsoc@mitchells.com.pk

**Regional Sales Office** Plot No.276, Street No. 1, I-9/3, (North)

Industrial Area, Islamabad.

Phones: (051) 4443824-26 Fax: (051) 4443827

E-Mail: rson@mitchells.com.pk

Mehran VIP II, Ground Floor, **Regional Sales Office** 

(South) Plot 18/3 Dr. Dawood Pota Road, Karachi

Phones: (021) 35212112, 35212712 & 35219675

Fax: (021) 35673588

E-Mail: rsos@mitchells.com.pk



#### DIRECTORS' REVIEW

The directors are pleased to submit the un-audited financial statements of the company for the half year ended March 31, 2010.

Overall business operations remained firmly stable during the half year period under review. Continuing energy crises and resulting high frequency of disruptions in electric supply adversely affected operations.

More than 60% increase in the cost of sugar compared to the corresponding period as well as cocoa products necessitated repeated increases in the prices of our products invoking consumer resistances in certain product categories.

The company's net sales recorded a growth of 12.72 % rising from Rs. 590.20 million to Rs. 665.25 million. This rise was supported by groceries and confectionery sales showing an upward trend of 25.38 % and 4.56 %, respectively. Exports increased by 42.50 % which is a positive development.

Operating-profit increased by 69.17 % from Rs. 32.46 million to Rs. 54.91 million. As a result of sound working capital management financial charges decreased by 22% to Rs.20.76 million, as compared to Rs. 26.57 million during corresponding period. Thus Profit before tax increased from Rs. 5.88 million to Rs. 34.15 million during the period under review

In the end, the Board of Directors would like to express their gratitude to all employees who have worked hard to achieve our common objectives.

For and on behalf of the Board of Directors

Mujeeb Rashid Managing Director & Chief Executive Officer

Lahore: May 21, 2010



# AUDITORS' REPORT TO THE MEMBERS ON REVIEW OF CONDENSED INTERIM FINANCIAL INFORMATION

#### Introduction

We have reviewed the accompanying condensed interim balance sheet of Mitchell's Fruit Farms Limited as at Mach 31, 2010 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement and condensed interim statement of changes in equity for the half year then ended (here –in-after referred to as the "interim financial information"). Management is responsible for the preparation and presentation of this interim financial information in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on this interim financial information based on our review. The figures of the condensed interim profit and loss account for the quarters ended March 31, 2010 and 2009 have not been reviewed, as we are required to review only the cumulative figures for the half year ended March 31, 2010.

#### Scope of Review

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

#### Conclusion

Based on our review nothing has come to our attention that causes us to believe that the accompanying interim financial information as of and for the half year ended March 31, 2010 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

Lahore: May 21, 2010

A. F. Ferguson & Co. Chartered Accountants

Name of engagement partner: Imran Faroog Mian



## **CONDENSED INTERIM BALANCE SHEET**

As at March 31, 2010 (Un-audited)

	Note	March 31 2010 Rupees	September 30 2009 Rupees
EQUITY AND LIABILITIES			
CAPITAL AND RESERVES			
Authorised capital 10,000,000 (September 30, 2009: 10,000,000) ordinary shares of Rs 10 each		100,000,000	100,000,000
Issued, subscribed and paid up capital			
5,040,000 (September 30, 2009: 5,040,000) ordinary shares of Rs 10 each Reserves Unappropriated profit		50,400,000 9,635,878 222,310,106	50,400,000 9,635,878 209,806,010
NON-CURRENT LIABILITIES		282,345,984	269,841,888
Deferred liabilities		61,222,806	50,478,690
CURRENT LIABILITIES			
Short term running finances Creditors, accrued and other liabilities Accrued finance cost on short term running finances		244,884,467 87,877,679 4,408,681 337,170,827	307,671,564 87,816,200 12,099,523 407,587,287
CONTINGENCIES AND COMMITMENTS	5		
		680,739,617	727,907,865

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

Chairman



	Note	March 31 2010 Rupees	September 30 2009 Rupees
ASSETS			
NON-CURRENT ASSETS			
Property, plant and equipment Intangible Assets Capital work in progress Long term loans and deposits Biological assets	6	311,574,086 1,193,152 103,425 911,755 5,321,000 319,103,418	316,490,986 1,325,725 5,196,841 1,110,482 5,397,600 329,521,634

#### **CURRENT ASSETS**

Stores, spares and loose tools Stock in trade Trade debts Advances, deposits, prepayments and other receivables Cash and bank balances	12,434,076 250,277,147 41,309,913 50,896,332 6,718,731	12,781,281 260,382,527 58,674,183 53,330,558 13,217,682
	361,636,199	398,386,231

12,434,076 12,781,281

680,739,617 727,907,865



## **CONDENSED INTERIM PROFIT AND LOSS ACCOUNT**

For the Quarter and Half Year Ended March 31, 2010 (Un-audited)

	January to March		January to March October t	
	2010	2009	2010	2009
	Rupees	Rupees	Rupees	Rupees
	344,256,859 263,646,547			
Gross profit	80,610,312	55,778,424	140,629,033	96,527,571
Administration expenses	(15,913,495)	(12,236,041)	(28,236,480)	(20,791,293)
Distribution and marketing expenses	(32,613,984)	(31,488,186)	(57,662,434)	(50,519,585)
Other operating expenses	(3,025,859)	(727,140)	(3,025,859)	(727,140)
Other operating income	2,649,678	7,118,936	3,209,429	7,970,172
Profit from operations	31,706,652	18,445,993	54,913,689	32,459,725
Finance cost	(10,139,424)	(14,557,257)	(20,764,306)	(26,574,886)
Profit before tax	21,567,228	3,888,736	34,149,383	5,884,839
Taxation	(11,565,287)	(500,000)	(11,565,287)	(500,000)
Profit for the period	10,001,941	3,388,736	22,584,096	5,384,839
Earnings per share - Basic and diluted	1.98	0.67	4.48	1.07

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

Chairman



## CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME

For the Half Year Ended March 31, 2010 (Un-audited)

	January 1	to March	October to March	
	2010 2009		2010	2009
	Rupees	Rupees	Rupees	Rupees
Profit for the half year ended March 31, 2010	10,001,941	3,388,736	22,584,096	5,384,839
Other comprehensive Income for the period	-	-	-	-
Total comprehensive income for the period	10,001,941	3,388,736	22,584,096	5,384,839

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

Chairman



## **CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY**

For the Half Year Ended March 31, 2010 (Un-audited)

	Share capital	Share premium	General reserve	Accumulated profit	Rupees Total
Balance as at September 30, 2008	50,400,000	9,335,878	300,000	200,794,368	260,830,246
Final dividend for the year ended September 30, 2008 Re. 1 per share	-	-	-	(5,040,000)	(5,040,000)
Total Comprehensive Income for the period	-			5,384,839	5,384,839
Balance as at March 31, 2009	50,400,000	9,335,878	300,000	201,139,207	261,175,085
Total Comprehensive Income for the period	-	-	-	8,666,803	8,666,803
Balance as at September 30, 2009	50,400,000	9,335,878	300,000	209,806,010	269,841,888
Final dividend for the year ended September 30, 2009 Rs. 2 per share	-	-	-	(10,080,000)	(10,080,000)
Total Comprehensive Income for the period				22,584,096	22,584,096
Balance as at March 31, 2010	50,400,000	9,335,878	300,000	222,310,106	282,345,984

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

Chairman



## **CONDENSED INTERIM CASH FLOW STATEMENT**

For the Half Year Ended March 31, 2010 (Un-audited)

	Note	October to March 2010 2009 Rupees Rupees	
Cash flows from operating activities			
Cash generated from operations Finance cost paid Tax paid Retirement and other benefits paid	8	119,367,158 (28,455,148) (18,999,918) (2,148,840)	41,162,303 (23,620,088) (13,982,489) (891,015)
Net cash generated from operating activities		69,763,252	2,668,711
Cash flows from investing activities			
Purchase of property, plant and equipment Sale proceeds of property, plant and equipment Increase in long term loans and security deposits Proceeds from sale of livestock		(5,478,740) 925,774 198,727 959,133	(17,227,787) 1,560,086 (344,916) 630,000
Net cash used in investing activities		(3,395,106)	(15,382,617)
Cash flows from financing activities			
Repayment of long term loans Dividend paid		(10,080,000)	(7,368,421) (5,040,000)
Net cash used in financing activities		(10,080,000)	(12,408,421)
Net increase in cash and cash equivalents Cash and cash equivalents at beginning		56,288,146	(25,122,327)
of the period		(294,453,882)	(277,801,174)
Cash and cash equivalents at end of the period		(238,165,736)	(302,923,501)

The annexed notes 1 to 11 form an integral part of these condensed interim financial information.

Chairman



## NOTES TO AND FORMING PART OF THE CONDENSED INTERIM FINANCIAL INFORMATION

For the Quarter and Half Year Ended March 31, 2010 (Un-audited)

- 1. This condensed interim financial information is un-audited and is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and the listing regulations of the Karachi, Lahore and Islamabad Stock Exchanges.
- 2. The accounting policies adopted for the preparation of this condensed interim financial information are the same as those applied in the preparation of preceding annual published financial statements of the company for the year ended September 30, 2009.
- This condensed interim financial information have been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34 'Interim Financial Reporting' and have been reviewed by the auditors as required by the Code of Corporate Governance.
- 4. Income Tax expense is recognised based on management's best estimate of the weighted average annual income tax rate expected for the full financial year.
- 5. Contingencies and commitments

#### 5.1 Contingencies

(i) The company has issued guarantee in favour of Sui Nothern Gas Pipelines Limited on account of payment of dues against gas consumption amounting to Rs. 17.2 million (September 30, 2009: Rs 19.022 million).

#### 5.2 Commitments

(i) Letters of credit other than capital expenditure are Rs 3.791 million (September 30, 2009: Rs 6.884 million).

		Note	March 31 2010 Rupees	September 30 2009 Rupees
6.	Property, plant and equipment			
	Opening book value Add: Additions during the period	6.1	316,490,986 10,450,830	304,357,015 49,609,648
			326,941,816	353,966,663
	Less: Disposals during the period (at book value) Depreciation charged during the period	6.2	1,034,508 14,333,222	7,596,644 29,879,033
			15,367,730	37,475,677
			311,574,086	316,490,986



			March 31 2010 Rupees	September 30 2009 Rupees
6.1	Following is the detail o during the period	f additions		
	Building on freehold land Plant and machinery Vehicles Furniture, fixture and office Electrical installations Computer hardware	e equipment	6,904,464 3,048,314 103,923 226,529 167,600	9,510,784 43,700 1,586,833 369,975
6.2	Following is the detail o	f disposals during the perio	d	
	Plant and machinery Vehicles Furniture, fixture and office equipment Electrical installations Computer hardware		492,798 496,456 - 18,622 26,632 1,034,508	2,066,789 5,433,859 200 58,996 36,800 7,596,644
		Ξ	October	r to March
		-	2010	2009
7.	Transactions with related	parties	Rupees	Rupees
	Relationship with the Company	Nature of transactions		
	i) Associated undertakings	Purchase of goods Insurance premium paid Insurance claim received Donations	76,525,998 - - 281,140	6,148,180 4,730,659 58,570 281,140
			March 31 2010 Rupees	September 30 2009 Rupees
	Period end balances		2010	2009



	October	to March
	2010	2009
	Rupees	Rupees
Cash generated from operations		-
Profit before tax	34,149,383	5,884,839
Adjustment for: - Depreciation on property, plant and equipment	14,333,222	14,350,805
- Amortization on intangibles	132,573	165,716
- CWIP Expensed out	121,326	,
<ul> <li>Loss/(profit) on disposal of property,</li> </ul>	,	
plant and equipment	108,734	(583,678
- Provision for doubtful debts	4,128,207	, .
- Retirement and other benefits accrued	6,388,248	3,983,56
- Profit on sale of live stock	(347,083)	
- Profit on revaluation of livestock	(535,450)	(1,340,266
- Exchange loss	105,042	(1,919,249
- Finance cost	20,764,306	26,574,88
Profit before working capital changes	79,348,508	47,116,61
Effect on cash flow due to working capital changes: - (Increase)/ decrease in stores, spares and loose tools	347,205	(1,400,272
- Decrease/ (Increase) in stock-in-trade	10,105,380	4,593,34
- (Increase)/ decrease in trade debts	13,131,021	(9,426,285
<ul> <li>(Increase) in advances, deposits     prepayments and other receivables</li> <li>Increase/ (decrease)in creditors, accrued</li> </ul>	16,373,565	(11,471,800
and other liabilities	61,479	11,750,70
	40,018,650	(5,954,312
	119,367,158	41,162,30
	March 31 2010 Rupees	March 31 2009 Rupees
Cash and cash equivalents	Nupees	Rupees
Cash and bank balances	6,718,731	15,338,29
Short term running finances	(244,884,467)	(318,261,795
	(238,165,736)	(302,923,501



9.

8.

#### 10. Date of authorisation

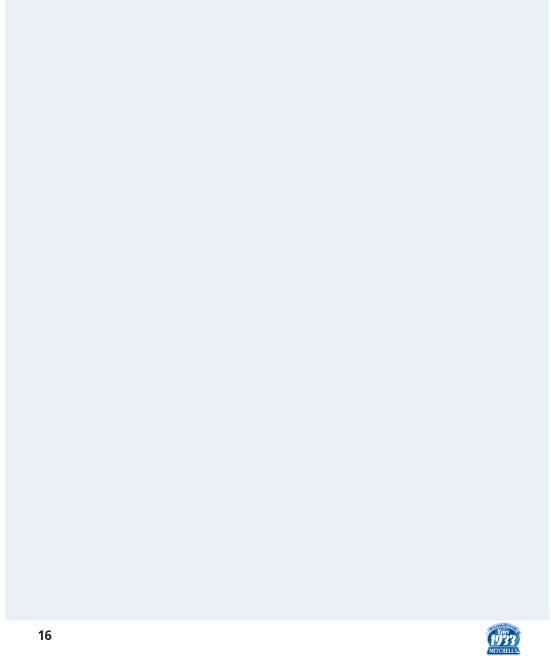
These condensed interim financial information were authorised for issue on May 21, 2010 by the board of directors of the company.

### 11. Corresponding figures

Corresponding figures have been rearranged, wherever necessary, for the purposes of comparison. However, no significant re-arrangements have been made.

Chairman







## **DIRECTORS' REVIEW**

The directors are pleased to submit the un-audited financial statements of the company for nine months ended June 30, 2010.

Overall business operations were in line with expectations during the period under review. Unforeseen changes in weather patterns this year had a negative impact on the availability and prices of some of our agricultural inputs. Market conditions remained extremely competitive in the wake of frequent price adjustments that had to be implemented during this period on account of the ongoing sugar crisis. Thus, business volume growth was reasonable as compared to the corresponding period.

Despite steep cost increases in our most important inputs e.g., Sugar, Milk Powder, Cocoa products and Packaging Materials the Total cost of sales increase was limited to only 7.25 % from Rs. 762.85 million to Rs. 818.18 million, thanks to company wide mitigating efforts by our staff to improve productivity, save energy and rationalize the use of packaging materials.

The company's net sales recorded a growth of 20.40% rising from Rs. 920.55 million to Rs. 1041.29 million. This rise was supported by groceries and confectionery sales showing an upward trend of 20.40% and 6.43%, respectively. Exports increased by 43.85% which is a positive development.

Operating-profit increased by 38.41 % from Rs. 55.24 million to Rs. 76.46 million. As a result of sound working capital management financial charges decreased by 27.83% to Rs. 29.31 million, as compared to Rs. 40.61 million during corresponding period. Thus Profit before tax increased from Rs. 14.63 million to Rs. 47.15 million during the period under review.

In the end, the Board of Directors would like to express their gratitude to all employees who have worked hard to achieve our common objectives.

For and on behalf of the Board of Directors

Mujeeb Rashid
Chief Executive Officer

Lahore: July 29, 2010

## **CONDENSED INTERIM BALANCE SHEET**As at June 30, 2010 (Un-audited)

NON CURRENT ASSETS	June 30 2010 Rupees	September 30 2009 Rupees
NON CORRENT ASSETS		
Property, Plant & Equipment Intangibles Assets Capital work in progress Long term loans and deposits Biological Assets	306,269,526 1,126,866 920,869 1,151,758 5,321,000	316,490,986 1,325,725 5,196,841 1,110,482 5,397,600
	314,790,019	329,521,634
CURRENT ASSETS		
Stores and spares Stock in trade Trade debts Advances, deposits, prepayments and other receivables	13,309,283 232,645,465 56,633,253 29,457,378	12,781,281 260,382,527 58,674,183 53,330,558
Cash and bank balances	12,910,513	13,217,682
	344,955,892	398,386,231
CURRENT LIABILITIES  Short term running finances  Creditors, accrued and other liabilities  Mark up accrued on short term running finances	234,774,153 74,858,999 3,345,794 312,978,946	307,671,564 87,816,200 12,099,523 407,587,287
l	312,970,940	407,307,207
	31,976,946	(9,201,056)
TOTAL FUNDS EMPLOYED	346,766,965	320,320,578
NON-CURRENT LIABILITIES		
Deferred Liabilities	55,885,558	50,478,690
NET FUNDS EMPLOYED	290,881,407	269,841,888
REPRESENTED BY		
Issued subscribed and paid up capital	50,400,000	50,400,000
Reserves	9,635,878	9,635,878
Unappropriated profit	230,845,529	209,806,010
	290,881,407	269,841,888

Mehdi Mohsin Chairman

# CONDENSED INTERIM PROFIT AND LOSS ACCOUNT

For the Quarter and Nine Months Ended June 30, 2010 (Un-audited)

	April to June		October t	to June	
	2010 Rupees	2009 Rupees	2010 Rupees	2009 Rupees	
Sales	376,045,003	330,354,307	1,041,293,335	920,552,512	
Cost of Sales	293,559,343	269,184,181	818,178,642	762,854,815	
Gross Profit	82,485,660	61,170,126	223,114,693	157,697,697	
Administration expenses	(15,146,533)	(11,565,815)	(43,383,013)	(32,357,108)	
Distribution and marketing expenses	(46,503,483)	(27,663,773)	(104,165,917)	(78,183,358)	
Other operating expenses	(1,030,991)	(141,570)	(4,056,850)	(868,710)	
Other operating income	1,742,607	982,728	4,952,036	8,952,900	
Profit from operations	21,547,261	22,781,696	76,460,950	55,241,421	
Finance cost	(8,545,856)	(14,036,961)	(29,310,162)	(40,611,847)	
Profit before taxation	13,001,404	8,744,735	47,150,787	14,629,574	
Taxation	(4,465,981)		(16,031,268)	(500,000)	
Profit after taxation	8,535,423	8,744,735	31,119,519	14,129,574	
Earnings per share	1.69	1.74	6.17	2.80	

Mehdi Mohsin Chairman Mujeeb Rashid
Managing Director & Chief Executive Officer

# CONDENSED INTERIM STATEMENT OF COMPREHENSIVE INCOME

For the Quarter and Nine Months Ended June 30, 2010 (Un-audited)

	April to June		April to June October to 3	
	2010 Rupees	2009 Rupees	2010 Rupees	2009 Rupees
Profit for the nine months ended June 30, 2010	8,535,423	8,744,735	31,119,519	14,129,574
Other comprehensive income for the period				
Total comprehensive income for the period	8,535,423	8,744,735	31,119,519	14,129,574

Mehdi Mohsin Chairman

## **CONDENSED INTERIM CASH FLOW STATEMENT**For the Nine Months Ended June 30, 2010 (Un-audited)

	Octo	br to June
Not	2010 Rupees	2009 Rupees
Cash flow from operating activities		
Profit before taxation	47,150,787	7 14,629,574
Add/(less): Adjustment for non cash charges and other	ritems	
Depreciation Amortization Loss on sale of fixed assets Provision for gratuity and leave salary Exchange loss Profit on revauluation of livestock Financial charges	21,685,800 198,859 108,734 10,589,12 86,156 (535,450 29,310,162	331,432 4 (583,678) 1 4,727,102 6 (1,919,249) ) (1,340,266)
Profit before working capital changes	108,594,169	77,282,738
Effect on cash flow due to working capital changes		
(Increase) / decrease in stores and spares (Increase) / decrease in stock in trade (Increase) / decrease in trade debts (Increase) / decrease in advances, deposits	(528,003 27,737,062 2,040,930	9,362,654
excluding income tax Increase / (decrease) in creditors, accrued	2,371,685	5 (12,146,744)
and other liabilities	12,957,201	(5,182,743)
	44,578,875	5 (24,050,649)
Cash generated from operations	153,173,045	53,232,089
Financial charges paid Payment of Gratuity and leave salary Taxes paid	(38,063,891 (5,194,590 (21,501,495	(2,485,322)
Net cash inflow from operating activities	88,413,069	(4,751,072)
Cash flow from investing activities		
Fixed capital expenditure Proceeds from sale of fixed assets Proceeds from sale of livestock (Increase)/ decrease in long-term deposits	(8,634,957 1,974,274 959,133 (41,276	3 2,102,000 638,900
Net cash outflow from investing activities	(5,742,826	) (21,463,600)
Cash flow from financing activities		
Dividend paid Repayment of long term loan	(10,080,000	(5,040,000) (22,105,260)
Net cash out flow from financing activities	(10,080,000	(27,145,260)
Net increase / (decrease) in cash and cash equivalents	72,590,242	2 (53,359,932)
Cash and cash equivalents at the beginning of the period	(294,453,882	(277,801,174)
Cash and cash equivalents at the end of the period 9	(221,863,640	(331,161,106)

Mehdi Mohsin Chairman

# CONDENSED INTERIM STATEMENT OF CHANGES IN EQUITY

For the Nine Months Ended June 30, 2010 (Un-audited)

	Share capital	Share premium	General reserve	Accumulated profit	Rupees Total
Balance as at September 30, 2008	50,400,000	9,335,878	300,000	200,794,368	260,830,246
Final dividend for the year ended September 30, 2008 Re. 1 per share				(5,040,000)	(5,040,000)
Total Comprehensive Income for nine months				14,129,574	14,129,574
Balance as at June 30, 2009	50,400,000	9,335,878	300,000	209,883,942	269,919,820
Total Comprehensive Income for three months	-	-	-	(77,932)	(77,932)
Balance as at September 30, 2009	50,400,000	9,335,878	300,000	209,806,010	269,841,888
Final dividend for the year ended September 30, 2009 Rs. 2 per share				(10,080,000)	(10,080,000)
Total Comprehensive Income for nine months	-		_	31,119,519	31,119,519
Balance as at June 30, 2010	50,400,000	9,335,878	300,000	230,845,529	290,881,407

# SELECTED NOTES TO THE CONDENSED INTERIM FINANCIAL INFORMATION

For the Quarter and Nine Months Ended June 30, 2010 (Un-audited)

- 1. Mitchell's Fruit Farms Limited is a public company incorporated in Pakistan and listed on Lahore, Karachi and Islamabad Stock Exchanges. Its primary objective is to manufacture and sell various Farm and Confectionary proudcts.
- 2. During the quarter, the impact of seasonal factors on sales remained minimal.
- 3. These accounts are unaudited and are being submitted to the shareholders, in accordance with the requirements of the Companies Ordinance, 1984.
- 4. The accounting policies adopted for the preparation of quarterly accounts for the period ended June 30, 2010 are the same which were applied in the prepartion of preceding annual published accounts of the company.
- **5.** The interim financial report has been prepared in compliance with International Accounting Standard No. 34, as applicable in Pakistan, in all material respects.
- **6.** Provision in respect of taxation is based on estimated average annual effective income tax rate consistent with the annual assessment of taxes.
- Provision in respect of Workers' Welfare Fund and Workers' Profit Participation Fund are estimated and these are subject to adjustment in the annual audited financial statements.
- 8. Previous period's figures have been restated, wherever necessary, for the purpose of comparison.

		June 30 2010 Rupees	June 30 2009 Rupees
9.	Cash and cash equivalents	·	•
	Cash and bank balances	12,910,513	17,005,344
	Short term running finances	(234,774,153)	(348,166,450)
		(221,868,640)	(331,161,106)

### 10. Contingencies and commitments

### 10.1 Contingencies

There has been no significant change in contingencies since September 30, 2009

#### 10.2 Commitments

Commitment in respect of capital expenditure is Rs. Nil (2009: Rs.Nil)

**11.** The company purchased from associated undertaking goods and services amounting to Rs. 96.034 million.

Mehdi Mohsin Chairman

## **COMPANY INFORMATION**

**Board of Directors** Mehdi Mohsin - Chairman

> - Chief Executive & Mujeeb Rashid

Managing Director

S.M.Mohsin

Moaz Mohiuddin Sved Faisal Imam Umme Kulsum Imam Jamal Nasim - NIT Nominee - Advisor

- Chairman

**Audit Committee** S. M. Mohsin

> Syed Faisal Imam - Member Moaz Mohiuddin - Member

**Company Secretary/CFO** Atif Fayyaz

A.F. Ferguson & Co. **Auditors** 

Chartered Accountants.

**Legal Advisors** Minto & Mirza

> 78-Mozang Road, Lahore. Phone: (042) 36315469-70 Fax: (042) 36361531

**Bankers** Habib Bank Limited

Allied Bank Limited Askari Bank Limited MCB Bank Limited National Bank of Pakistan Barclays Bank plc, Pakistan The Royal Bank of Scotland

**Share Registrar** Corplink (Private) Limited

Wings Arcade, 1-K (Commercial)

Model Town, Lahore.

Phone: (042) 35839182, 35887262,

Fax:(042) 35869037

**Corporate Office** 39-A, D-1, Gulberg III, Lahore.

> Phones: (042) 35872392-96, Fax: (042) 35872398 E-Mail: ho@mitchells.com.pk Web Site:www.mitchells.com.pk

Factory, Regional Sales Office

(Central) & Farms

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Fax: (044) 2621416

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rsoc@mitchells.com.pk

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Fax: (051) 4443827

E-Mail: rson@mitchells.com.pk

**Regional Sales Office (South)** Mehran VIP II, Ground Floor,

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E-Mail: rsos@mitchells.com.pk