



Pakistan

Spirit of Growth

For the 1st Quarter ended
September 30, 2017
Un-Audited



United Distributors Pakistan Limited

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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

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, II,
Chundrigar road, P.O. Box 4716,
Karachi - 74000, Pakistan

Registered Office

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

Company Secretary

Mr. Adnan Ahmed Feroze
Company Secretary

CFO

Mr. Mudassir Habib Khan
Chief Financial Officer

Legal Advisor

M/s. Saleem & Khan
Law Associates Advocate &
Advisors

HR & 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
MCB Bank Limited

Registrar

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

Directors' Report

* اُردو کے لئے آخری صفحہ ملاحظہ فرمائیے۔

The Board of Directors of United Distributors Pakistan Limited (UDPL) is pleased to present the unaudited condensed interim financial statements for the quarter ended September 30, 2017. This information is submitted in accordance with section 245 of the Companies Ordinance, 1984.

OPERATING RESULTS

	FIRST QUARTER ENDED	
	September 30, 2017	September 30, 2016
	(Rupees in '000)	
Revenue	138,094	121,168
Gross profit	55,060	46,537
Profit from operations	15,567	12,037
Profit before taxation	56,101	90,908
Profit after taxation	48,911	77,269
Basic and diluted EPS (Rs.)	2.02	3.19

UDPL is continuously striving to become a strong, dynamic and vibrant company in the agriculture sector of Pakistan. The performance of the quarter ended September 30, 2017 has shown considerable improvement from the previous year and is in line with the plans and objectives of the company. Financial highlights of the quarter ended September 30, 2017 are summarized below:

- Net sales of the Company amounted to Rs 138 million, registering a growth of 14% over the corresponding period of the last year.
- Gross Profit margin of the Company grew by 18% as compared with corresponding period of the prior year.
- Operating profit of the Company increased significantly by 29%.

- Profit after tax decreased by 37% due to decrease in share of profit from Associate during the quarter ended September 30, 2017.

The growth in sales and operating profit was driven by introduction of new pesticides and increase in sales of existing product portfolio through effective marketing strategy. Further, strict controls over costs and expenses have also contributed in the improvement in financial performance of the Company.

FUTURE OUTLOOK

We aim to keep on our journey for the betterment of farmers through our unique services and high quality products to enable them in getting the best crop yields and high quality of food for human beings. Although, the competitive scenario of the agriculture sector has intensified, the company is taking measures to enhance its competitive position and fuel its growth.

We expect to evolve as a company with an enriched mix of pesticides and fertilizers.

We continue to focus and invest on fundamental strengths i.e. our team, new brands, product registrations, enhancing the customer base, and reduction in operating expenses which will enable us to achieve sustainable growth.

ACKNOWLEDGEMENTS

We would like to express our sincere appreciation of our customers for their confidence in our products. We would also like to express our appreciation of the support provided by our suppliers, bankers and other stakeholders for their continued support and encouragement. Finally, we wish to thank our staffs who remain committed to deliver their best for the growth of your company.

For and on behalf of the Board



ASAD ABDULLA
Chief Executive Officer

Karachi: October 26, 2017

Condensed Interim Balance Sheet

as at September 30, 2017

		(Un-audited) September 30, 2017	(Audited) June 30, 2016
ASSETS	Note	----- (Rupees in '000') -----	
NON-CURRENT ASSETS			
Property, plant and equipment	5	28,150	27,402
Intangible assets		5,307	5,317
Long-term investments	6	1,196,402	1,153,542
Long-term loans and advances		1,232	1,392
Long-term deposits		2,550	2,550
		1,233,641	1,190,203
CURRENT ASSETS			
Stock-in-trade	7	97,910	144,548
Trade debts	8	93,263	74,502
Loans, advances and prepayments		5,289	4,090
Other receivables	9	1,836	906
Taxation - payments less provisions		27,304	27,320
Cash and bank balances	10	4,090	6,029
		229,692	257,395
TOTAL ASSETS		1,463,333	1,447,598
EQUITY AND LIABILITIES			
EQUITY			
Share capital		242,456	242,456
Reserves		979,619	929,180
		1,222,075	1,171,636
LIABILITIES			
NON CURRENT LIABILITIES			
Liabilities against assets subject to finance lease		10,085	8,677
Deferred taxation		94,597	89,196
		104,682	97,873
CURRENT LIABILITIES			
Trade and other payables	11	131,582	173,359
Current portion of liabilities against assets subject to finance lease		4,994	4,730
		136,576	178,089
TOTAL LIABILITIES		241,258	275,962
COMMITMENTS			
Total equity and liabilities	12	1,463,333	1,447,598

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.


ASAD ABDULLA
Chief Executive Officer


SYED NADEEM AHMED
Director


MUDASSIR HABIB KHAN
Chief Financial Officer

Condensed Interim

Profit and Loss Account (Un-audited)

for the first Quarter ended September 30, 2017

	Note	QUARTER ENDED	
		September 30, 2017	September 30, 2016
		----- (Rupees in '000') -----	
Sales	13	138,094	121,168
Cost of sales		(83,034)	(74,631)
Gross profit		55,060	46,537
Distribution costs		(34,385)	(30,241)
Administrative expenses		(5,376)	(5,031)
Other expense		(109)	-
Other income		377	772
Profit from operations		15,567	12,037
Finance cost		(798)	(508)
Share of profit from associate		41,332	79,379
Profit before taxation		56,101	90,908
Taxation		(7,190)	(13,639)
Profit after taxation		48,911	77,269
Basic and diluted EPS (Rupees)	14	Rs. 2.02	Rs. 3.19

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.



ASAD ABDULLA
Chief Executive Officer



SYED NADEEM AHMED
Director



MUDASSIR HABIB KHAN
Chief Financial Officer

Condensed Interim

Statement of Comprehensive Income

(Un-audited)

for the first Quarter ended September 30, 2017

	QUARTER ENDED	
	September 30, 2017	September 30, 2016
	----- (Rupees in '000') -----	
Profit after taxation	48,911	77,269
OTHER COMPREHENSIVE INCOME		
Items that will not be reclassified to profit or loss		
Share of remeasurements of post employment benefit obligations of associate	-	-
Deferred tax relating to component of other comprehensive loss	-	-
Items that may be subsequently reclassified to profit or loss		
Unrealised gain on revaluation of available-for-sale investment	1,528	5,858
Total comprehensive income for the period	50,439	83,127

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.



ASAD ABDULLA
Chief Executive Officer



SYED NADEEM AHMED
Director



MUDASSIR HABIB KHAN
Chief Financial Officer

Condensed Interim

Statement of Cash Flow (Un-audited)

for the first Quarter ended September 30, 2017

		September 30, 2017	September 30, 2016
CASH FLOWS FROM OPERATING ACTIVITIES	Note	----- (Rupees in '000') -----	
Cash generated from operations	15	2,594	34,663
Finance cost paid		(798)	(550)
Income tax paid		(1,773)	(3,679)
Long term loan		160	-
Net cash generated from operating activities		183	30,434
CASH FLOWS FROM INVESTING ACTIVITIES			
Purchase of property, plant and equipment		(3,794)	(263)
Short term investment		-	(17,500)
Return received on deposit account		-	195
Sale proceeds on disposal of property, plant and equipment		-	35
Net cash used in from investing activities		(3,794)	(17,533)
CASH FLOWS FROM FINANCING ACTIVITIES			
Borrowing / (payment) of liabilities against assets subject to finance leases		1,672	(1,330)
Net cash generated / (used in) financing activities		1,672	(1,330)
Net (decrease) / increase in cash and cash equivalents		(1,939)	11,571
Cash and cash equivalents at the beginning of the period		6,029	10,561
CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD		4,090	22,132

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.


ASAD ABDULLA
Chief Executive Officer


SYED NADEEM AHMED
Director


MUDASSIR HABIB KHAN
Chief Financial Officer


Condensed Interim

Statement of Changes in Equity (Un-audited)

for the first Quarter ended September 30, 2017

	Share Capital	RESERVES			Total
		General Reserve	Unappropriated Profit	Gain on revaluation of available-for-sale investment	
----- (Rupees in '000') -----					
Balance as at July 1, 2016	202,047	28,548	657,669	145,393	1,033,657
Bonus shares issued during the period in the ratio of 2 share for every 10 shares held	40,409	-	(40,409)	-	-
Profit for the year ended June 30, 2017	-	-	156,249	-	156,249
Other comprehensive income	-	-	(52)	(18,218)	(18,270)
Total comprehensive income	-	-	156,197	(18,218)	137,979
Balance at June 30, 2017	<u>242,456</u>	<u>28,548</u>	<u>773,457</u>	<u>127,175</u>	<u>1,171,636</u>
Balance as at July 1, 2017	242,456	28,548	773,457	127,175	1,171,636
Profit for the quarter ended September 30, 2017	-	-	48,911	-	48,911
Other comprehensive income for the quarter ended September 30, 2017	-	-	-	1,528	1,528
Total comprehensive income	-	-	48,911	1,528	50,439
Balance at September 30, 2017	<u>242,456</u>	<u>28,548</u>	<u>822,368</u>	<u>128,703</u>	<u>1,222,075</u>

The annexed notes 1 to 18 form an integral part of this condensed interim financial information.



ASAD ABDULLA
Chief Executive Officer



SYED NADEEM AHMED
Director



MUDASSIR HABIB KHAN
Chief Financial Officer

Notes to the Condensed Interim Financial Information (Un-audited)

for the first Quarter ended September 30, 2017

1. THE COMPANY AND ITS OPERATIONS

United Distributors Pakistan Limited (UDPL) 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. BASIS OF PREPARATION

This condensed interim financial information of the Company for the quarter ended September 30, 2017 has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34, 'Interim Financial Reporting'. As per the requirements of circular No. 23 of 2017 (CLD/CCD/PR(11)/2017) dated October 04, 2017 issued by the Securities & Exchange Commission of Pakistan (SECP) that the companies whose financial year closes on or before December 31, 2017 shall prepare their financial statement in accordance with the provisions of the repealed Companies Ordinance, 1984.

Accordingly, approved accounting standards comprise of such International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board as are notified under the Companies Ordinance, 1984. In case requirements differ, the provisions or directives of the Companies Ordinance, 1984 shall prevail.

This condensed interim financial information does not include all the information required for full financial statements and should be read in conjunction with the annual financial statements for the year ended June 30, 2017.

2.1 Changes in accounting standards, interpretations and pronouncements

- (a) Standards, interpretations and amendments to published approved accounting standards that are effective and relevant

Following amendments to existing standards and interpretations have been published and are mandatory for accounting periods beginning on or after January 1, 2016 and are considered to be relevant to the Company's operations.

'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 provides 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.

Notes to the Condensed Interim Financial Information (Un-audited)

for the first Quarter ended September 30, 2017

- '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.

(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, 2016 are considered not to be relevant for Company's financial statements and hence have not been detailed here.

(c) Standards, interpretations and amendments to published approved accounting standards that are not yet effective but relevant

IAS7, 'Statement of cashflows' amendments introduce an additional disclosure that will enable users of financial statement to evaluate changes in liabilities arising from financing activities. The amendment is part of the IASB's Disclosure Initiative, which continues to explore how financial statement disclosure can be improved.

3. SIGNIFICANT ACCOUNTING POLICIES

The accounting policies adopted in the preparation of this condensed interim financial information are the same as those applied in the preparation of the preceding annual financial statements of the Company for the year ended June 30, 2017.

4. ACCOUNTING ESTIMATES, JUDGMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of interim financial information requires management to make judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts. Actual results may differ from these judgements, estimates and assumptions.

However, management believes that the change in outcome of judgements, estimates and assumptions would not have a material impact on the amounts disclosed in this condensed interim financial information.

Judgments and estimates made by the management in the preparation of this condensed interim financial information are the same as those that were applied to the financial statements as at and for the year ended June 30, 2017.

The Company's financial risk management objectives and policies are consistent with those disclosed in the financial statements as at and for the year ended June 30, 2017.

Notes to the Condensed Interim Financial Information (Un-audited)

for the first Quarter ended September 30, 2017

5. PROPERTY, PLANT AND EQUIPMENT

Following are additions to / disposals of property, plant and equipment during the period:

	Additions (at cost)		Disposals (at net book value)	
	September 30, 2017	September 30, 2016	September 30, 2017	September 30, 2016
	----- (Rupees in '000') -----			
Plant and Machinery	29	177	-	13
Computers	237	71	-	-
Office Equipment	-	15	-	28
Furniture and Fixtures	28	-	-	-
Vehicles	3,501	-	-	-
	<u>3,795</u>	<u>263</u>	<u>-</u>	<u>41</u>

6. LONG-TERM INVESTMENTS

	(Un-audited) September 30, 2017	(Audited) June 30, 2017
	----- (Rupees in '000') -----	
Investment in associate		
– FMC United (Private) Limited 1,639,418 (June 30, 2017: 1,639,418) fully paid ordinary shares of Rs. 10 each Percentage holding 40% (June 30, 2017: 40%) Cost Rs. 16,394,180 (June 30, 2017: Rs. 16,394,180)	976,154	934,822
Available for sale investments		
– IBL HealthCare Limited - Listed 1,107,026 (June 30, 2017: 1,107,026) fully paid ordinary shares of Rs. 10 each Percentage holding 2.25% (June 30, 2017: 2.25%) Cost Rs. 7,882,580 (June 30, 2017: Rs. 7,882,580)	136,585	135,057
– International Brands Limited (Holding Company) - Unlisted 11,079,852 (June 30, 2017: 11,079,852) fully paid ordinary shares of Rs. 10 each Percentage holding 4.71% (June 30, 2017: 4.71%) Cost Rs. 83,663,056 (June 30, 2017: Rs. 83,663,056)	83,663	83,663
	<u>220,248</u>	<u>218,720</u>
	<u>1,196,402</u>	<u>1,153,542</u>

Notes to the Condensed Interim Financial Information (Un-audited)

for the first Quarter ended September 30, 2017

7. STOCK-IN-TRADE

	(Un-audited) September 30, 2017	(Audited) June 30, 2017
----- (Rupees in '000') -----		
Raw materials - including in transit Rs. Nil (June 2017: Rs. 1.5 million)	8,644	9,349
Packing materials	4,355	5,620
Finished goods - including in transit Rs. Nil (June 2017: Rs. 5.3 million)	91,603	133,818
	104,602	148,787
Less: Provision for slow moving and obsolete stock-in-trade	(6,692)	(4,239)
	97,910	144,548

8. TRADE DEBTS – considered good

Secured	6,296	3,610
Unsecured	86,967	70,892
	93,263	74,502

9. OTHER RECEIVABLES

Receivable from related parties	1,404	560
Others	432	346
	1,836	906

10. CASH AND BANK BALANCES

Cash at bank - current accounts	2,468	5,201
Cash in hand	690	97
Cheques in hand	932	731
	4,090	6,029

11. TRADE AND OTHER PAYABLES

These include Rs. 1.1 million (June 2017: Rs. 1.13 million) payable to related parties.

12. CONTINGENCY AND COMMITMENTS

12.1 Contingency

There has been no significant change in contingency since the issuance of annual financial statement for the year ended June 30, 2017.

12.2 Commitments

The facilities for opening letter of credit as at September 30, 2017 amounted to Rs. 150 million (June 30, 2017: Rs. 150 million). The amount remaining unutilised as at September 30, 2017 is Rs. 111.46 million (June 30, 2017: Rs. 63.38 million).

Notes to the Condensed Interim Financial Information (Un-audited)

for the first Quarter ended September 30, 2017

13. REVENUE

	September 30, 2017	September 30, 2016
	----- (Rupees in '000') -----	
Gross Sales	193,438	189,707
Less:		
- trade discounts	(46,603)	(59,680)
- sales return	(3,387)	(5,085)
	143,448	124,942
Less: Sales tax	(5,354)	(3,774)
	138,094	121,168

14. EARNINGS PER SHARE

Profit after taxation attributable to ordinary shareholders	48,911	77,269
Weighted average number of shares in issue during the year (in thousand)	24,246	24,246
Earnings per share	Rs. 2.02	Rs. 3.19

15. CASH GENERATED FROM OPERATIONS

Profit before taxation	56,101	90,908
Adjustment for non-cash charges and other items		
Depreciation and amortisation	3,055	2,178
Loss on disposal of property, plant and equipment	-	6
Return on deposit account	-	(195)
Finance costs	798	508
Share of profit of associates	(41,332)	(79,379)
	(37,479)	(76,882)
Profit before changes in working capital	18,622	14,026
Effect on cash flow due to working capital changes (Increase) / decrease in current assets:		
Stock-in-trade	46,638	50,590
Trade debts	(18,760)	(3,084)
Loans, advances and prepayments	(1,199)	109
Other receivables	(930)	20,221
Tax refunds due from Government - Sales tax	-	2,268
	25,749	70,104
Decrease in trade and other payables	(41,777)	(49,467)
Cash generated from operations	2,594	34,663

Notes to the Condensed Interim Financial Information

(Un-audited)

for the first Quarter ended September 30, 2017

16. TRANSACTIONS WITH RELATED PARTIES

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

Nature of relationship	Nature of transactions	September 30, 2017	September 30, 2016
----- (Rupees in '000') -----			
i. Holding company	Corporate service charges	600	600
	Dividend received	-	7,387
ii. Associated companies	Dividend received	-	13,115
	Receipts from associated Company	1,563	-
	Warehouse rent	217	377
iii. Employees' provident fund	Contribution paid	1,372	1,102
iv. Key management personnel	Salaries and other employee benefits	9,765	4,776
	Directors' fee	3	5

17. DATE OF AUTHORISATION FOR ISSUE

This condensed interim financial information was approved and authorised for issue by the Board of Directors of the Company on October 26, 2017.

18. GENERAL

Figures have been rounded off to the nearest thousand rupees unless otherwise stated.



ASAD ABDULLA
Chief Executive Officer



SYED NADEEM AHMED
Director



MUDASSIR HABIB KHAN
Chief Financial Officer

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ڈائریکٹرز رپورٹ

یونائیٹڈ سٹری بیوٹرز پاکستان لمیٹڈ (یو ڈی پی ایل) کے بورڈ آف ڈائریکٹرز کی جانب سے میں غیر آڈٹ شدہ غیر مخصوصاتی عبوری مالیاتی حسابات برائے پہلی سہ ماہی ختم شدہ ۳۰ ستمبر ۲۰۱۷ء پیش کرتے ہوئے خوشی محسوس کرتا ہوں۔ ڈائریکٹرز کی رپورٹ کمپنیز آرڈیننس ۱۹۸۴ء کی دفعہ ۲۳۵ کے تحت تیار کی گئی ہے۔

آپریٹنگ نتائج

پہلی سہ ماہی ختم شدہ	
30 ستمبر 2016	30 ستمبر 2017
(روپے ہزاروں میں)	
121,168	138,094
46,537	55,060
12,037	15,567
90,908	56,101
77,269	48,911
3.19	2.02

خاص فروخت
نامہ نتائج
منافع آپریٹرز سے
منافع قبل از ٹیکس
منافع بعد از ٹیکس
فی شخص منافع (روپے میں)

مستقبل پر ایک نظر
ہمارا عزم ہے کہ ہم منفرد اور اعلیٰ معیاری مصنوعات متعارف کروا کر کسانوں کی فلاح و بہبود کا سفر جاری رکھیں گے تاکہ انہیں فصلوں سے بہترین نئی پیداوار حاصل ہو اور انسانوں / شہریوں کو اعلیٰ معیاری غذا فراہم کر سکیں۔ اگرچہ کھد زراعت کے میدان میں مسابقت شدت اختیار کر گئی ہے، لیکن کمپنی ایسے اقدامات کر رہی ہے جس سے اس کی مسابقتی پوزیشن بہتر ہو جائے اور اپنی قوم میں اضافہ کر سکے۔

ہمیں امید ہے کہ کمپنی بہترین جراثیم کش ادویات اور کھاد کی مصنوعات کا مرکب سامنے لائے گی۔ ہم اپنی مسلسل توجہ اور سرمایہ بنیادی قوتوں پر مرکوز رکھیں گے جیسے کہ ہماری ٹیم، نئے برانڈ، مصنوعات کی رجسٹریشن، کسٹمرز کی تعداد میں اضافہ اور کاروبار چلانے کے اخراجات میں کمی لائیں گی جس سے ہمیں پائیدار نمو حاصل ہوگی۔

اعتراف

بورڈ آف ڈائریکٹرز کی جانب سے، میں اپنے تمام کسٹمرز، بینکرز اور دیگر مستفیدان کا شکریہ ادا کرتا ہوں جنہوں نے صرف ہم سے مسلسل تعاون کیا بلکہ ہماری حوصلہ افزائی بھی کی اور میں کمپنی کے تمام ملازمین کی انتھک محنت کی قدر دانی کرتا ہوں۔

برائے اور بورڈ کی جانب سے



اسد عیاد اللہ
چیف ایگزیکٹو آفیسر

کراچی، ۲۶ اکتوبر ۲۰۱۷ء

زراعت کے میدان میں UDPL تسلسل کے ساتھ ایک مضبوط، فعال اور توانا کمپنی بننے کی جدوجہد کر رہی ہے۔ پہلی سہ ماہی ختم شدہ ۳۰ ستمبر ۲۰۱۷ء میں شروع سال سے ہی شاندار بہتری دکھائی جو کہ کمپنی کے مقاصد اور منصوبوں سے مطابقت رکھتی ہے۔
پہلی سہ ماہی ختم شدہ ۳۰ ستمبر ۲۰۱۷ء کی مالیاتی جھلکیاں مختصر اچھڑاؤ کی گئی ہیں۔

- کمپنی کی خاص فروخت ۱۳۸ ملین روپے رہی، جو کہ گزشتہ سال کی نسبت ۴ فیصد زیادہ تھی۔
- کمپنی کے تمام نتائج میں گزشتہ سال کی نسبت ۱۸ فیصد زیادہ اضافہ ہوا۔
- کمپنی کے آپریٹرز سے حاصل ہونے والے ۲۹ فیصد کا منافع قابل ذکر رہا۔
- پہلی سہ ماہی ختم شدہ ۳۰ ستمبر ۲۰۱۷ء میں متعلقہ ساتھی کمپنی کے مقابلے میں کمی کی وجہ سے منافع بعد از ٹیکس ۳۷ فیصد کم رہا کارڈ ہوا۔

فروخت اور منافع کاری میں اضافہ کی وجہ سے جراثیم کش کھد زراعت کے متعارف کراؤ، نئے مالکیول کا پروڈکٹس، مصنوعات کے برانڈ میں تبدیلی مزید برآں اخراجات اور لاگت میں سخت کنٹرول نے بھی کمپنی کی مالیاتی کارکردگی بہتر بنانے میں اہم کردار ادا کیا۔

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