



Pakistan

# Spirit of Growth

For the Half Year ended  
December 31, 2017

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# Company Information

## Board of Directors

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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

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Mr. Tahir Saeed  
Chairman

Mr. Zubair Palwala  
Member

Mr. Ayaz Abdulla  
Member

## Company Secretary

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Mr. Adnan Ahmed Feroze  
Company Secretary

## Remuneration Committee

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Mr. Ayaz Abdulla  
Chairman

Mr. Zubair Palwala  
Member

Mr. Asad Abdulla  
Member

## Legal Advisor

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

## Auditors

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

## CFO

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Mr. Mudassir Habib Khan  
Chief Financial Officer

## Bankers

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Standard Chartered Bank Pakistan  
Habib Metropolitan Bank Limited  
Habib Bank Limited  
Silk Bank Limited  
MCB Bank Limited

## Registrar

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

## Registered Office

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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)

# Director Report

to the Members

The Board of Directors of United Distributors Pakistan Limited (UDPL) is pleased to present the unaudited condensed interim financial statements for the half year ended December 31, 2017. This information is submitted in accordance with section 245 of the Companies Ordinance, 1984.

## OPERATING RESULTS

	July - December	
	2017	2016
	----- (Rupees in '000) -----	
Revenue	241,611	194,908
Gross profit	99,228	72,530
Profit from operations	19,750	10,885
Profit before taxation	77,964	82,791
Profit after taxation	74,735	70,667
Basic and diluted earnings per share (Rs)	2.80	2.65

UDPL is continuously striving to become a strong, dynamic and vibrant company in the agriculture sector of Pakistan. The performance of the six months ended December 31, 2017 has shown considerable improvement from the previous year and is in line with the plans and objectives of the company. Financial highlights of six months ended December 31, 2017 are summarized below:

- Net sales of the Company amounted to Rs 241.6 million, registering a growth of 24% over the corresponding period of the last year.
- Gross Profit of the Company grew by Rs 26.7 million as compared with corresponding period of the prior year.
- Operating profit of the Company increased significantly by 81%.
- Profit after tax increased by 6% compared with corresponding period of the prior year.

\* اُردو کے لئے آخری صفحہ ملاحظہ فرمائیں۔

The growth in sales and operating profit was driven by introduction of new pesticides products 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.

## SHARE OF PROFIT FROM ASSOCIATES

During the six months ended December 31, 2017, the Company recognized share of profit from associate - FMC United (Private) Limited in accordance with the International Accounting Standard 28 - 'Investment in Associates and Joint Ventures'.

## 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 products.

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.

## ACKNOWLEDGMENTS

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: February 21, 2018

# Auditors' Report to the Members

on review of Interim Financial Information



## INTRODUCTION

We have reviewed the accompanying condensed interim balance sheet of United Distributors Pakistan Limited as at December 31, 2017 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim statement of cash flows and condensed interim statement of changes in equity together with the notes forming part thereof 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 and condensed interim statement of comprehensive income for the quarters ended December 31, 2017 and 2016 have not been reviewed, as we are required to review only the cumulative figures for the half year ended December 31, 2017.

## 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 December 31, 2017 is not prepared, in all material respects, in accordance with approved accounting standards as applicable in Pakistan for interim financial reporting.

## EMPHASIS OF MATTER

We draw attention to note 5 to the condensed interim financial information. As stated in the note, as at December 31, 2017 the company is holding 11,079,852 shares of International Brands Limited (Holding Company), amounting to Rs. 83,663,056. Our conclusion is not qualified in respect of this matter.

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Chartered Accountants  
Karachi

Date: February 21, 2018


Engagement Partner: SYED FAHIM UL HASAN

# Condensed Interim Balance Sheet

as at December 31, 2017

	(Un-audited) December 31, 2017	(Audited) June 30, 2017
<b>ASSETS</b>		
<b>NON CURRENT ASSETS</b>		
Property, plant and equipment	4 25,410	27,402
Intangible assets	5,297	5,317
Long-term investments	5 1,117,488	1,153,542
Long-term loans and advances	1,072	1,392
Long-term deposits	2,550	2,550
	1,151,817	1,190,203
<b>CURRENT ASSETS</b>		
Stock-in-trade	92,110	144,548
Trade debts	78,492	74,502
Loans, advances and prepayments	4,153	4,090
Other receivables	6 953	906
Taxation - payments less provision	28,149	27,320
Cash and bank balances	24,321	6,029
	228,178	257,395
	1,379,995	1,447,598
<b>TOTAL ASSETS</b>		
<b>EQUITY AND LIABILITIES</b>		
<b>EQUITY</b>		
Share capital	266,702	242,456
Reserves	896,170	929,180
	1,162,872	1,171,636
<b>LIABILITIES</b>		
<b>NON CURRENT LIABILITIES</b>		
Liabilities against assets subject to finance lease	9,055	8,677
Deferred taxation	80,448	89,196
	89,503	97,873
<b>CURRENT LIABILITIES</b>		
Trade and other payables	7 123,151	173,359
Current portion of liabilities against assets subject to finance lease	4,469	4,730
	127,620	178,089
	217,123	275,962
<b>TOTAL LIABILITIES</b>		
<b>COMMITMENTS</b>		
Total equity and liabilities	8 1,379,995	1,447,598

The annexed notes 1 to 12 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 Half Year ended December 31, 2017

	Quarter ended		Half year ended	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	(Rupees in '000')			
Note	9			
Revenue	103,517	73,740	241,611	194,908
Cost of sales	(59,349)	(47,747)	(142,383)	(122,378)
Gross profit	44,168	25,993	99,228	72,530
Distribution costs	(35,185)	(23,891)	(69,570)	(54,132)
Administrative expenses	(6,553)	(4,948)	(11,929)	(9,979)
Other expense	(27)	-	(136)	-
Other income	1,780	1,694	2,157	2,466
Profit / (loss) from operations	4,183	(1,152)	19,750	10,885
Finance cost	(914)	(128)	(1,712)	(636)
Share of profit / (loss) from associate	18,594	(6,837)	59,926	72,542
Profit / (loss) before taxation	21,863	(8,117)	77,964	82,791
Taxation	3,961	1,515	(3,229)	(12,124)
Profit / (loss) after taxation	25,824	(6,602)	74,735	70,667
Basic and diluted earnings / (loss) per share (Rupees)	Rs. 0.97	(Rs. 0.25)	Rs. 2.80	Rs. 2.65

The annexed notes 1 to 12 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 Half Year ended December 31, 2017

	Quarter ended		Half year ended	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	(Rupees in '000)			
Profit / (loss) after taxation	25,824	(6,602)	74,735	70,667
<b>OTHER COMPREHENSIVE INCOME</b>				
<b>Items that will not be reclassified to profit or loss</b>				
Share of remeasurements of post employment benefit obligations of associate	(60,506)	(59)	(60,506)	(59)
Deferred tax relating to component of other comprehensive loss	7,563	7	7,563	7
	(52,943)	(52)	(52,943)	(52)
<b>Items that may be subsequently reclassified to profit or loss</b>				
Unrealised (loss) / gain on revaluation of available-for-sale investment	(32,084)	29,238	(30,556)	35,096
<b>Total comprehensive income / (loss) for the period</b>	<b>(59,203)</b>	<b>22,584</b>	<b>(8,764)</b>	<b>105,711</b>

The annexed notes 1 to 12 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 Half Year ended December 31, 2017

	December 31, 2017	December 31, 2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
	Note ----- (Rupees in '000') -----	
Cash generated from / (used in) operations	10 22,968	(8,800)
Finance cost paid	(1,712)	(678)
Income tax paid	(5,243)	(6,710)
Decrease in long term loans and advances	320	-
Net cash generated from / (used in) operating activities	16,333	(16,188)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchase of property, plant and equipment	(4,157)	(8,011)
Sale proceeds on disposal of property, plant and equipment	-	49
Return received on deposit account	-	351
Dividend received	5,999	21,448
Net cash generated from investing activities	1,842	13,817
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Decrease in liabilities against assets subject to finance lease	117	2,949
Net increase in cash and cash equivalents	18,292	578
Cash and cash equivalents at beginning of the period	6,029	10,561
Cash and cash equivalents at the end of period	24,321	11,139

The annexed notes 1 to 12 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 Half Year ended December 31, 2017

	Share Capital	RESERVES			Total
		General reserve	Unappropriated Profit	Gain on revaluation of available-for-sale investment	
----- (Rupees in '000') -----					
<b>Balance as at July 1, 2016</b>	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 half year ended December 31, 2016	-	-	70,667	-	70,667
Other comprehensive income/(loss)	-	-	(52)	35,096	35,044
<b>Total comprehensive income</b>	-	-	70,615	35,096	105,711
<b>Balance as at December 31, 2016</b>	<b>242,456</b>	<b>28,548</b>	<b>687,875</b>	<b>180,489</b>	<b>1,139,368</b>
<b>Balance as at July 1, 2017</b>	242,456	28,548	773,457	127,175	1,171,636
Bonus shares issued during the period in the ratio of 1 share for every 10 shares held	24,246	-	(24,246)	-	-
Profit for the half year ended December 31, 2017	-	-	74,735	-	74,735
Other comprehensive income / (loss)	-	-	(52,943)	(30,556)	(83,499)
<b>Total comprehensive income / (loss)</b>	-	-	21,792	(30,556)	(8,764)
<b>Balance at December 31, 2017</b>	<b>266,702</b>	<b>28,548</b>	<b>771,003</b>	<b>96,619</b>	<b>1,162,872</b>

The annexed notes 1 to 12 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 Half Year ended December 31, 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 Honourable High Court of Sindh 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

As per the requirements of circular no. CLD/CCD/PR(11)/2017 dated October 4, 2017 issued by the Securities & Exchange Commission of Pakistan (SECP), where the financial year, including quarterly and other interim periods, of a company closes on or before December 31, 2017, the financial statements, including interim financial statements shall be prepared in accordance with the provisions of the repealed Companies Ordinance, 1984. Accordingly, this condensed interim financial information has been prepared in accordance with the requirements of the International Accounting Standard (IAS) 34, Interim Financial Reporting and provisions of and directives issued under the repealed Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the repealed Companies Ordinance, 1984 have been followed.

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

IAS 7, 'Statement of cash flows' amendments introduce an additional disclosure that will enable users of financial statements 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. In the first year of adoption, comparative information need not be provided.

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

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

The new standards, amendments and interpretations that are mandatory for accounting periods beginning on or after January 1, 2017 are considered not to be relevant to Company's condensed interim financial information and hence have not been detailed here.

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

The following are the new standards, amendments to existing approved accounting standards and new interpretations that will be effective for the periods beginning on or after July 1, 2018 that may have an impact on the financial statements of the Company.

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

for the Half Year ended December 31, 2017

- IFRS 9 'Financial instruments' - This standard replaces the guidance in IAS 39. It includes requirements on the classification and measurement of financial assets and liabilities; it also includes an expected credit loss model that replaces the current incurred loss impairment model.
- IFRS 15 'Revenue from contracts with customers' - IFRS 15 replaces the previous revenue standards: IAS 18 Revenue, IAS 11 Construction Contracts, and the related interpretations on revenue recognition.
- IFRS 15 introduces a single five-step model for revenue recognition and establishes a comprehensive framework for recognition of revenue from contracts with customers based on a core principle that an entity should recognise revenue representing the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services.
- In addition to the foregoing, the Companies Act, 2017 which is not effective on these financial statements, has added certain disclosure requirements which will be applicable in future.

### 3. 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.

### 4. 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)	
	December 31, 2017	December 31, 2016	December 31, 2017	December 31, 2016
	(Rupees in '000)			
Plant and Machinery	241	313	-	13
Computers	357	343	-	10
Office Equipment	32	-	-	29
Furniture and Fixtures	27	27	-	-
Vehicles	3,500	7,328	-	-
<b>Total</b>	<b>4,157</b>	<b>8,011</b>	<b>-</b>	<b>52</b>

# Notes to the Condensed Interim Financial Information

(Un-audited)  
for the Half Year ended December 31, 2017

## 5. LONG-TERM INVESTMENTS

	Un-audited December 31, 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)	929,324	934,822
Available for sale investments		
– IBL HealthCare Limited - Listed - note 5.1 1,224,850 (June 30, 2017: 1,113,500) fully paid ordinary shares of Rs. 10 each Percentage holding 2.28% (June 30, 2017: 2.26%) Cost: Rs. 7,882,580 (June 30, 2017: Rs. 7,882,580)	104,501	135,057
– International Brands Limited (Holding Company) - Unlisted - note 5.2 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
	188,164	218,720
	1,117,488	1,153,542

- 5.1 During the period, IBL HealthCare Limited announced issue of bonus shares in proportion of 10 shares for every 100 shares held (the Company was entitled to 111,350 shares).
- 5.2 Consequent to the restructuring under Court order as explained in note 1, the Company holds shares of International Brands Limited (the Holding Company). These shares have been carried at cost.
- 5.3 Shares held as at December 31, 2017 include 41,057 shares (June 2017: 32,410 shares) of IBL HealthCare Limited and 184,665 shares (June 2017: 184,665 shares) of International Brands Limited 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.

Section 236 M of the Income tax Ordinance, 2001 (inserted through Finance Act, 2014), specifies that every company, quoted on stock exchange, while issuing bonus shares shall withhold five percent of the bonus shares to be issued. Bonus shares withheld shall only be issued to a shareholder, if the company collects tax equal to five percent of the value of the bonus shares issued including bonus share withheld, determined on the basis of day-end price on the first day of closure of books. The tax is to be collected within fifteen days of the first day of closure of books, after which company is required to deposit shares withheld to Central Depository Company, in favour of the Federal Government.

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

for the Half Year ended December 31, 2017

Based on the requirement mentioned above, Company is exposed to tax liability of approximately Rs. 4 million (June 2017: Rs. 3.47 million), on account of bonus shares received from JBL HealthCare Limited from 2015 onwards.

## 6. OTHER RECEIVABLES

This represents Rs. 0.82 million (June 2017: Rs. 0.56 million) receivable from related parties.

## 7. TRADE AND OTHER PAYABLES

These include Rs. 1.132 million (June 2017: Rs. 1.132 million) payable to related parties.

## 8. COMMITMENTS

The facilities for opening letter of credit as at December 31, 2017 amounted to Rs. 150 million (June 30, 2017: Rs. 150 million). The amount remaining unutilised as at December 31, 2017 is Rs. 38.62 million (June 30, 2017: Rs. 63.38 million).

## 9. REVENUE

	December 31, 2017	December 31, 2016
	----- (Rupees in '000) -----	
Gross Sales	331,446	290,845
Less:		
- trade discounts	(62,114)	(78,986)
- sales return	(14,599)	(9,599)
	254,733	202,260
Less: Sales tax	(13,122)	(7,352)
	241,611	194,908

## 10. CASH GENERATED FROM OPERATIONS

Profit before taxation	77,964	82,791
<b>Adjustment for non-cash charges and other items</b>		
Depreciation and amortisation	6,169	4,465
Loss on disposal of property, plant and equipment	-	3
Return on deposit account	-	(331)
Finance cost	1,712	636
Dividend income	(1,081)	(946)
Share of profit of associate	(59,926)	(72,542)
	(53,126)	(68,715)
Profit before changes in working capital	24,838	14,076

# Notes to the Condensed Interim Financial Information

(Un-audited)

for the Half Year ended December 31, 2017

	December 31, 2017	December 31, 2016
----- (Rupees in '000') -----		
Effect on cash flow due to working capital changes		
(Increase) / decrease in current assets:		
Stock-in-trade	52,438	35,185
Trade debts	(3,990)	10,005
Loans, advances and prepayments	(63)	(1,588)
Other receivables	(47)	2,956
Tax refunds due from Government - Sales tax	-	2,906
	48,338	49,464
Decrease in trade and other payables	(50,208)	(72,340)
Cash generated from / (used in) operations	22,968	(8,800)

## 11. TRANSACTIONS WITH RELATED PARTIES

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

Nature of relationship	Nature of transactions	December 31, 2017	December 31, 2016
----- (Rupees in '000') -----			
i. Holding company	Corporate service charges	2,100	1,200
	Receipts from Holding Company	781	1,133
	Dividend received	-	7,387
ii. Associated companies	Dividend received	5,999	14,061
	Receipts from associated Company	3,578	2,493
	Warehouse rent	442	755
	Other income	-	256
iii. Employees' provident fund	Contribution paid	2,663	1,834
iv. Key management personnel	Salaries and other employee benefits	16,101	9,696
	Directors' fee	6	10

## 12. 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 February 21, 2018.

  
ASAD ABDULLA  
Chief Executive Officer

  
SYED NADEEM AHMED  
Director

  
MUDASSIR HABIB KHAN  
Chief Financial Officer

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## ڈائریکٹرز رپورٹ

یونائیٹڈ ڈسٹری بیوٹرز پاکستان لمیٹڈ (یو ڈی پی ایل) کے بورڈ آف ڈائریکٹرز کی جانب سے میں غیر آڈٹ شدہ عبوری مالیاتی حسابات برائے ششماہی تختہ ۳۱ دسمبر ۲۰۱۷ء پیش کرتے ہوئے خوشی محسوس کرتا ہوں۔ ڈائریکٹرز کی رپورٹ کمپنیز آرڈیننس ۱۹۸۴ء کی دفعہ ۲۴۵ کے تحت تیار کی گئی ہے۔

### متعلقہ ساتھی کمپنیوں کا منافع میں حصہ

ششماہی تختہ ۳۱ دسمبر ۲۰۱۷ء میں کمپنی نے عالمی کارڈنگ اسٹیٹرز ۲۸-۲۸ انوسٹمنٹ ان ایسوسی ایشن اینڈ جوائنٹ وینچرز کے تحت اپنی ساتھی کمپنی ایف ایم سی یونائیٹڈ (پرائیویٹ) لمیٹڈ کا منافع میں اپنا حصہ دکھایا۔

### 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 پیداوار حاصل ہو اور انسانوں / شہریوں کو اعلیٰ معیاری غذا فراہم کر سکیں۔ اگرچہ 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، ڈیلرز اور دیگر مستفیدان کا شکریہ ادا کرتا ہوں جنہوں نے نہ 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 یو ڈی پی ایل کی جانب سے



اسد عبداللہ  
چیف ایگزیکٹو آفیسر

کراچی: ۲۱ فروری ۲۰۱۸ء

جولائی - دسمبر

2016	2017
194,908	241,611
72,530	99,228
10,885	19,750
82,791	77,964
70,667	74,735
2.65	2.80

(روپے ہزاروں میں)

### آپریٹنگ نتائج

زراعت کے میدان میں UDPL تسلسل کے ساتھ ایک مضبوط، فعال اور توانا کمپنی بننے کی جدوجہد کر رہی ہے۔ ششماہی ۳۱ دسمبر ۲۰۱۷ء میں شروع سال سے ہی شاندار بہتری دکھائی جو کہ کمپنی کے مقاصد اور مضبوطی سے مطابقت رکھتی ہے۔ ششماہی ۳۱ دسمبر ۲۰۱۷ء کی مالیاتی جھلکیاں مختصر آپریٹنگ کی ہیں۔

- کمپنی کی خالص فروخت ۲۴۱.۶ ملین روپے رہی، جو کہ گزشتہ سال کی نسبت ۲۴ فیصد زیادہ تھی۔
- کمپنی کے خام منافع میں گزشتہ سال کی نسبت ۳۶ فیصد زیادہ اضافہ ہوا۔
- کمپنی کے آپریٹنگ منافع حاصل ہونے والے ۸۱ فیصد کا منافع قابل ذکر رہا۔
- کمپنی کا منافع بعد از ٹیکس گزشتہ سال کی نسبت سے ۶ فیصد زیادہ اضافہ ہوا۔

فروخت اور منافع کاری میں اضافہ کی وجہ سے جراثیم کش کیمیکلز کا متعارف کرانا، نئے مالکیول کا پراڈکٹس، 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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