



Pakistan

# Quarterly Report

For the 3<sup>rd</sup> Quarter ended  
March 31, 2017  
Un-Audited





# 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

## 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

## 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)

## Company Secretary

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Mr. Adnan Ahmed Feroze  
Company Secretary

## CFO

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Mr. Mudassir Habib Khan  
Chief Financial Officer

## Legal Advisor

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

## Remuneration Committee

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Mr. Ayaz Abdulla  
Chairman

Mr. Zubair Palwala  
Member

Mr. Asad Abdulla  
Member

## Bankers

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

# Directors' 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 nine months ended March 31, 2017. This information is submitted in accordance with section 245 of the Companies Ordinance, 1984.

## OPERATING RESULTS

	Nine months ended March 31,	
	2017	2016
	(Rupees in '000)	
Revenue	265,420	241,437
Gross profit	98,307	67,932
Profit / (loss) from operations	1,713	(12,827)
Profit before taxation	88,806	91,342
Profit after taxation	74,219	56,046
Basic and diluted EPS (Rs.)	3.06	2.31

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

- Net sales of the Company amounted to Rs 265.4 million, registering a growth of 10% over the corresponding period of the last year.
- Gross Profit margin of the company grew by 9% and stood at 37% as compared with 28% of the corresponding period of the prior year.
- Operating profit and profit after taxation of the company increased significantly by 113% and 32% respectively.

• اُردو کے لئے آخری صفحہ ملاحظہ فرمائے۔

The growth in sales and profitability was driven by introduction of five new pesticides, richer product mix by addition of five new molecules, reduction in finance cost by 70% and branding efforts by changing the outlook of the products. 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: April 27, 2017

# Condensed Interim Balance Sheet

as at March 31, 2017

		(Un-audited) March 31, 2017	(Audited) June 30, 2016
<b>ASSETS</b>	Note	----- (Rupees in '000') -----	
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	5	26,032	19,910
Intangible assets		4,104	4,158
Long-term investments	6	1,095,451	1,004,720
Long-term loans and advances		1,460	-
Long-term deposits		2,550	2,550
		1,129,597	1,031,338
<b>CURRENT ASSETS</b>			
Stock-in-trade		146,635	146,986
Trade debts		30,385	43,790
Loans, advances and prepayments		4,973	935
Short-term investments		13,099	-
Other receivables	7	1,021	24,532
Tax refunds due from Government - Sales tax		-	2,906
Taxation - payments less provisions		26,404	25,247
Cash and bank balances		4,787	10,561
		227,304	254,957
<b>TOTAL ASSETS</b>		1,356,901	1,286,295
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital		242,456	202,047
Reserves		868,106	831,610
		1,110,562	1,033,657
<b>LIABILITIES</b>			
<b>NON CURRENT LIABILITIES</b>			
Liabilities against assets subject to finance lease		7,187	1,692
Deferred taxation		77,165	71,250
		84,352	72,942
<b>CURRENT LIABILITIES</b>			
Trade and other payables	8	157,486	176,169
Accrued mark-up		-	42
Current portion of liabilities against assets subject to finance lease		4,501	3,485
		161,987	179,696
<b>TOTAL LIABILITIES</b>		246,339	252,638
<b>CONTINGENCIES AND COMMITMENTS</b>			
Total equity and liabilities	9	1,356,901	1,286,295

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



**ASAD ABDULLA**  
Chief Executive Officer



**SYED NAHEED AHMED**  
Director

# Condensed Interim Profit and Loss Account (Un-audited)

for the nine months ended March 31, 2017

	Note	Quarter ended		Nine months ended	
		March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
----- (Rupees in '000) -----					
Revenue	10	70,512	58,561	265,420	241,437
Cost of sales		(44,735)	(42,014)	(167,113)	(173,505)
Gross profit		25,777	16,547	98,307	67,932
Distribution costs		(31,906)	(25,428)	(86,038)	(72,103)
Administrative expenses		(5,445)	(4,441)	(15,424)	(12,618)
Other income		2,402	464	4,868	3,962
Profit / (loss) from operations		(9,172)	(12,858)	1,713	(12,827)
Finance cost		(322)	(863)	(958)	(3,143)
Share of profit from associate		15,509	32,353	88,051	107,312
Profit before taxation		6,015	18,632	88,806	91,342
Taxation		(2,463)	(6,518)	(14,587)	(35,296)
Profit after taxation		3,552	12,114	74,219	56,046
Basic and diluted EPS (Rupees)		Rs. 0.15	Rs. 0.50	Rs. 3.06	Rs. 2.31

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



ASAD ABDULLA  
Chief Executive Officer



SYED NADEEM AHMED  
Director

# Condensed Interim Statement of Comprehensive Income

(Un-audited)

for the nine months ended March 31, 2017

	Quarter ended		Nine months ended	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
	----- (Rupees in '000) -----			
Profit after taxation	3,552	12,114	74,219	56,046
<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	-	-	(59)	(9,982)
Deferred tax relating to component of other comprehensive loss	-	-	7	1,248
	-	-	(52)	(8,734)
<b>Items that may be subsequently reclassified to profit or loss</b>				
Unrealised gain / (loss) on revaluation of available-for-sale investment	(32,358)	22,242	2,738	33,643
<b>Total comprehensive income / (loss) for the period</b>	<b>(28,806)</b>	<b>34,356</b>	<b>76,905</b>	<b>80,955</b>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



ASAD ABDULLA  
Chief Executive Officer



SYED NADEEM AHMED  
Director

Condensed Interim

## Statement of Cash Flow (Un-audited)

for the nine months ended March 31, 2017

		March 31, 2017	March 31, 2016
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	Note	----- [Rupees in '000] -----	
Cash (used in) / generated from operations	11	(8,490)	40,140
Finance cost paid		(1,000)	(3,415)
Income tax paid		(9,822)	(3,486)
Long term loan		(1,460)	-
Net cash (used) in /generated from operating activities		<u>(20,772)</u>	<u>33,239</u>
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(13,943)	(1,313)
Purchase of Intangible asset		-	(128)
Right Share Payment		-	(3,349)
Returns received on deposit account		431	-
Dividend received		21,448	1,340
Sale proceeds on disposal of property, plant and equipment		549	1,145
Net cash generated / (used in) from investing activities		<u>8,485</u>	<u>(2,305)</u>
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Borrowing / (payment) of liabilities against assets subject to finance leases		6,513	(7,019)
Net cash generated / (used in) financing activities		<u>6,513</u>	<u>(7,019)</u>
Net (decrease) / increase in cash and cash equivalents		<u>(5,774)</u>	<u>23,915</u>
Cash and cash equivalents at the beginning of the period		<u>10,561</u>	<u>(9,412)</u>
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>		<u><u>4,787</u></u>	<u><u>14,503</u></u>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



ASAD ABDULLA  
Chief Executive Officer



SYED NADEEM AHMED  
Director



# Condensed Interim Statement of Changes in Equity (Un-audited)

for the nine months ended March 31, 2017

	Share Capital	RESERVES			Total
		General Reserve	Unappropriated Profit	Gain on revaluation of available-for-sale investment	
----- (Rupees in '000) -----					
Balance as at July 01, 2015	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 period ended March 31, 2016	-	-	56,046	-	56,046
Other comprehensive income	-	-	(8,734)	33,643	24,909
Total comprehensive income	-	-	47,312	33,643	80,955
Balance at March 31, 2016	<u>202,047</u>	<u>28,548</u>	<u>603,947</u>	<u>106,368</u>	<u>940,910</u>
Balance as at July 01, 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 period ended March 31, 2017	-	-	74,219	-	74,219
Other comprehensive income	-	-	(52)	2,738	2,686
Total comprehensive income	-	-	74,167	2,738	76,905
Balance at March 31, 2017	<u>242,456</u>	<u>28,548</u>	<u>691,427</u>	<u>148,131</u>	<u>1,110,562</u>

The annexed notes 1 to 14 form an integral part of this condensed interim financial information.



ASAD ABDULLA  
Chief Executive Officer



SYED NADEEM AHMED  
Director

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

for the nine months ended March 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 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 nine months ended March 31, 2017 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 Companies Ordinance, 1984. In case where requirements differ, the provisions of or directives issued under the Companies Ordinance, 1984 have been followed. This condensed interim financial information is being submitted to the shareholders as required by section 245 of the Companies Ordinance, 1984 and the Listing Regulations of the Pakistan Stock Exchange.

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, 2016.

### 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 nine months ended March 31, 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

There are certain new standards and amendments to the approved accounting standards that will be mandatory for the Company's annual periods beginning on or after January 1, 2017. However, these amendments do not have any significant impact on financial reporting of the Company and, therefore, have not been disclosed in these financial statements.

### 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, 2016.

### 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, 2016.

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, 2016.

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

for the nine months ended March 31, 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)	
	March 31, 2017	March 31, 2016	March 31, 2017	March 31, 2016
	----- (Rupees in '000') -----			
Plant and Machinery	425	947	13	-
Computers	478	233	44	-
Office Equipment	63	132	-	23
Furniture and Fixtures	27	-	-	4
Vehicles	12,948	-	613	70
	<u>13,941</u>	<u>1,312</u>	<u>670</u>	<u>97</u>

## 6. LONG-TERM INVESTMENTS

	(Un-audited) March 31, 2017	(Audited) June 30, 2016
	----- (Rupees in '000') -----	
Investment in associate		
– FMC United (Private) Limited 1,639,418 (June 30, 2016: 1,639,418) fully paid ordinary shares of Rs. 10 each Percentage holding 40% (June 30, 2016: 40%) Cost Rs. 16,394,180 (June 30, 2016: Rs. 16,394,180)	855,774	767,782
Available for sale investments		
– IBL HealthCare Limited - Listed - note 6.1 & 6.3 1,107,026 (June 30, 2016: 965,088) fully paid ordinary shares of Rs. 10 each Percentage holding 2.25% (June 30, 2016: 2.27%) Cost Rs. 7,882,580 (June 30, 2016: Rs. 7,882,580)	156,013	153,275
– International Brands Limited (Holding Company) - Unlisted - note 6.2 & 6.3 11,079,852 (June 30, 2016: 7,386,568) fully paid ordinary shares of Rs. 10 each Percentage holding 4.71% (June 30, 2016: 4.71%) Cost Rs. 83,663,056 (June 30, 2016: Rs. 83,663,056)	83,663	83,663
	<u>239,676</u>	<u>236,938</u>
	<u>1,095,450</u>	<u>1,004,720</u>

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

for the nine months ended March 31, 2017

- 6.1 During the current period, IBL HealthCare Limited announced issue of bonus shares in proportion of 15 share for every 100 share held (the Company was entitled to 141,938 shares).
- 6.2 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 period, the Holding Company announced issue of 50% of bonus shares.
- 6.3 Shares held as at March 31, 2017 include 25,936 shares (June 30, 2016: 18,840 shares) of IBL HealthCare Limited and 184,665 shares (June 30, 2016: Nil) 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.
- 6.4 This includes 453,318 shares pledged with Silk Bank Limited for banking facilities.

## 7. OTHER RECEIVABLES - UNSECURED

These include Rs.1.02 million (June 2016: Rs. 24.5 million) receivable from related parties.

## 8. TRADE AND OTHER PAYABLES

These include Rs. Nil (June 2016: Rs. 3.98 million) payable to related parties.

## 9. CONTINGENCY AND COMMITMENTS

### 9.1 Contingency

There has been no significant change in contingency since the issuance of annual financial statement for the year ended June 30, 2016.

### 9.2 Commitments

The facilities for opening letter of credit as at March 31, 2017 amounted to Rs. 250 million (June 30, 2016: Rs. 250 million). The amount remaining unutilised as at March 31, 2017 is Rs. 114.47 million (June 30, 2016: Rs. 139.54 million).

## 10. REVENUE

	March 31, 2017	March 31, 2016
	----- (Rupees in '000) -----	
Gross Sales	390,969	292,299
Less:		
- trade discounts	(100,001)	(5,987)
- sales return	(14,203)	(15,387)
	276,765	270,925
Less: Sales tax	(11,345)	(29,488)
	265,420	241,437

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

for the nine months ended March 31, 2017

## 11. CASH GENERATED FROM OPERATIONS

	March 31, 2017	March 31, 2016
----- (Rupees in '000) -----		
Profit before taxation	88,806	91,342
Adjustment for non-cash charges and other items		
Depreciation and amortisation	7,203	6,702
Loss / (gain) on disposal of property, plant and equipment	120	(1,048)
Return on deposit account	(431)	-
Finance costs	958	3,143
Dividend income	(946)	(1,340)
Share of profit of associates	(88,051)	(107,312)
	<u>(81,147)</u>	<u>(99,855)</u>
Profit / (loss) before changes in working capital	7,659	(8,513)
Effect on cash flow due to working capital changes (Increase) / decrease in current assets:		
Stock-in-trade	351	91,244
Trade debts	13,405	(24,316)
Loans, advances and prepayments	(4,038)	2,550
Other receivables	3,009	(4,583)
Tax refunds due from Government - Sales tax	2,906	562
	2,534	61,776
Decrease in trade and other payables	(18,683)	(13,123)
Cash (used in) / generated from operations	<u>(8,490)</u>	<u>40,140</u>

## 12. TRANSACTIONS WITH RELATED PARTIES

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

Nature of relationship	Nature of transactions	March 31, 2017	March 31, 2016
----- (Rupees in '000) -----			
i. Holding company	Corporate service charges	1,800	1,800
	Payments on behalf of Holding Company	-	1,635
	Dividend received	7,387	-
ii. Associated companies	Dividend received	14,061	1,340
	Receipts from associated Company	3,955	856
	IT services	-	276
	Warehouse rent	1,038	1,069
	Other income	341	328
	Other expense	-	25
iii. Employees' provident fund	Contribution paid	3,355	2,890
iv. Key management personnel	Salaries and other employee benefits	15,124	10,872
	Directors' fee	15	17

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

for the nine months ended March 31, 2017

## 13. 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 April 27, 2017.

## 14. GENERAL

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



ASAD ABDULLA  
Chief Executive Officer



SYED NADEEM AHMED  
Director

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## ڈائریکٹرز رپورٹ

یونائیٹڈ سٹری بیوٹرز پاکستان لمیٹڈ (یو ڈی پی ایل) کے بورڈ آف ڈائریکٹرز ۳۱ مارچ ۲۰۱۷ء کو ختم ہونے والی نو ماہ کے غیر آڈٹ شدہ مجموعی مالیاتی حسابات پیش کرنے میں خوشی محسوس کرتے ہیں۔ یہ معلومات کمپنیز آرڈیننس ۱۹۸۴ کے سیکشن ۲۳۵ کے مطابق ہے۔

### آپریٹنگ نتائج

نو ماہ ختمہ ۳۱ مارچ	
2016	2017
(روپے ہزاروں میں)	
241,437	265,420
67,932	98,307
[12,827]	1,713
91,342	88,806
56,046	74,219
2.31	3.06

آمدنی  
مجموعی منافع جات  
آپریٹنگ سے منافع جات  
منافع قبل از ٹیکس  
منافع بعد از ٹیکس  
نفاذی اور اخلاص آمدنی فی شیئر روپے میں

میں تبدیلی کے ذریعے برآمدگی کی کوششوں کے ذریعے ممکن ہو سکی۔ مزید برآں اخراجات اور لاگت میں سخت کنٹرول نے بھی کمپنی کی مالیاتی کارکردگی بہتر بنانے میں اہم کردار ادا کیا۔

### مستقبل کا جائزہ

ہم اپنی انفرادی خدمات اور مصنوعات کے اعلیٰ معیار کے ذریعے کاشتکاروں کی بہتری کیلئے سفر جاری رکھنے پر کاربند ہیں تاکہ انہیں شاندار فصل کے حصول اور انسانی زندگیوں کیلئے بہتر معیار کی خوراک کی فراہمی کے قابل بنائیں۔ اگرچہ زرعی شعبے میں مسابقتی صورتحال بڑھ چکی ہے تاہم کمپنی اپنی مسابقتی پوزیشن اور اس کی ترقی کے لئے کوششوں کا سلسلہ جاری رکھے ہوئے ہے۔ ہم بحیثیت ایک کمپنی پُر امید ہیں کہ جراثیم کش ادویہ اور کھاد کے بھرپور امتزاج اور پروڈکٹس کی ایک وسیع تر ترقی کے ساتھ کام جاری رکھیں گے۔

ہم بنیادی استحکام یعنی ہماری ٹیم، نئے براہِ عملہ، پروڈکٹ کی رجسٹریشن، صارفین کا دائرہ کار وسیع کرنے اور آپریٹنگ اخراجات کو کم کرنے اور کمپنی کو مضبوط بنانے کا سلسلہ جاری رکھیں گے جس سے ہمیں پائیدار ترقی کے حصول میں مدد ملے گی۔

### اظہار تشکر

ہم اپنے صارفین کے اپنی مصنوعات پر بھرپور اعتماد کیلئے ان کے بے حد مشکور ہیں۔ ہم اپنے سپلائرز، ڈیلرز اور دیگر اسٹیک ہولڈرز کی جانب سے ان کے مستقل تعاون اور حوصلہ افزائی کے ذریعے ہمیں ملنے والی معاونت پر بھی ان کو خراج تحسین پیش کرتے ہیں۔ آخر میں ہم اپنے ملازمین کا شکریہ ادا کرتے ہیں جنہوں نے اپنی کمپنی کی ترقی کیلئے ہمیشہ اٹھک خدمات پیش کیں۔

برائے اور بورڈ کی جانب سے



اسد اللہ  
چیف ایگزیکٹو آفیسر

کراچی، ۲۷ اپریل ۲۰۱۷ء

یو ڈی پی ایل پاکستان کے زرعی شعبے میں مسلسل ایک مستحکم، محترم اور پُر عزم کمپنی بننے کیلئے کوشاں ہے۔ ۳۱ مارچ ۲۰۱۷ء کو ختم ہونے والی نو ماہ کی کارکردگی گزشتہ سال کے مقابلے میں غیر معمولی حد تک شاندار رہی اور نو ماہ ختمہ ۳۱ مارچ ۲۰۱۷ء کیلئے کمپنی کے نمایاں مالیاتی نکات کے پائیز اور اغراض و مقاصد کو ذیل میں مختصر آئٹمز کیا جا رہا ہے:

- کمپنی کی خاص فروخت کا حجم ۳۶۵.۴ ملین روپے رہا جبکہ گزشتہ سال کی اسی مدت کے مقابلے میں ۱۰ فیصد بہتر شرح ظاہر کی گئی۔
- کمپنی کے مجموعی منافع جات کی حد ۹ فیصد تک بڑھ گئی اور یہ ۳۷ فیصد پر موجود ہیں جبکہ گزشتہ سال کی اسی مدت میں ۲۸ فیصد تھے۔
- کمپنی کے آپریٹنگ منافع جات اور منافع بعد از ٹیکس نمایاں حد تک باہر ترقی ۱۱۳ مرتبہ اور ۳۲ فیصد تک بڑھ گئے۔

سیلز اور منافع جات میں بہتری ۵ فی زرعی ادویہ اور نئے مالکیوں کے اضافے کے ذریعے بہترین پروڈکٹ کے تعارف، انھاس کی لاگت میں ۷۰ فیصد تک کمی اور پروڈکٹس کے آؤٹ لگ

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