



Pakistan

# Spirit of Growth

For the 3<sup>rd</sup> Quarter ended  
March 31, 2018  
Un-Audited



United Distributors Pakistan Limited

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# Company Information

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## 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

## HR & Remuneration Committee

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Mr. Salman Hussain Chawala  
Chairman

Mr. Ayaz Abdulla  
Member

Mr. Zubair Palwala  
Member

## 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

# 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, 2018. This information is submitted in accordance with section 227 of the Companies Act, 2017.

\* اُردو کے لئے آخری صفحہ ملاحظہ فرمائے۔

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 nine months ended March 31, 2018, 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'.

## OPERATING RESULTS

	Nine months ended March 31,	
	2018	2017
	----- (Rupees in '000) -----	
Revenue	317,700	265,420
Gross profit	131,807	98,307
Profit from operations	19,949	1,713
Profit before taxation	67,516	88,806
Profit after taxation	60,985	74,219
Basic and diluted EPS (Rs.)	2.29	2.78

## 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.

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, 2018 has shown considerable improvement from the previous year and is in line with the plans and objectives of the company. Financial highlights of nine months ended March 31, 2018 are summarized below:

- Net sales of the Company amounted to Rs 317.7 million, registering a growth of 20% over the corresponding period of the last year.
- Gross Profit of the Company grew by Rs 33.5 million as compared with corresponding period of the prior year.
- Operating profit of the Company increased significantly by 10 times.
- Profit after tax decreased by 18% compared with corresponding period of the prior year.

## 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, 2018

# Condensed Interim Balance Sheet

as at March 31, 2018

		(Un-audited) March 31, 2018	(Audited) June 30, 2017
<b>ASSETS</b>	Note	----- [Rupees in '000'] -----	
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	4	21,505	27,402
Intangible assets		5,288	5,317
Long-term investments	5	1,128,346	1,153,542
Long-term loans and advances		975	1,392
Long-term deposits		2,933	2,550
		1,159,047	1,190,203
<b>CURRENT ASSETS</b>			
Stock-in-trade		148,798	144,548
Trade debts		54,894	74,502
Loans, advances and prepayments		6,214	4,090
Other receivables	6	7,552	906
Taxation - payments less provision		30,586	27,320
Cash and bank balances		12,783	6,029
		260,827	257,395
<b>TOTAL ASSETS</b>		1,419,874	1,447,598
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
Share capital		266,702	242,456
Reserves		898,437	929,180
		1,165,139	1,171,636
<b>LIABILITIES</b>			
<b>NON CURRENT LIABILITIES</b>			
Liabilities against assets subject to finance lease		7,071	8,677
Deferred taxation		83,822	89,196
		90,893	97,873
<b>CURRENT LIABILITIES</b>			
Trade and other payables	7	160,134	173,359
Current portion of liabilities against assets subject to finance lease		3,708	4,730
		163,842	178,089
<b>TOTAL LIABILITIES</b>		254,735	275,962
<b>COMMITMENTS</b>			
Total equity and liabilities	8	1,419,874	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 nine months ended March 31, 2018

	Note	Quarter ended		Nine months ended	
		March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
----- (Rupees in '000) -----					
Revenue	9	76,089	70,512	317,700	265,420
Cost of sales		(43,510)	(44,735)	(185,893)	(167,113)
Gross profit		32,579	25,777	131,807	98,307
Distribution costs		(33,536)	(31,906)	(103,106)	(86,038)
Administrative expenses		(6,022)	(5,445)	(17,951)	(15,424)
Other expense		22	-	(114)	-
Other income		7,156	2,402	9,313	4,868
Profit / (loss) from operations		199	(9,172)	19,949	1,713
Finance cost		(3,219)	(322)	(4,931)	(958)
Share of profit / (loss) from associate		(7,428)	15,509	52,498	88,051
Profit / (loss) before taxation		(10,448)	6,015	67,516	88,806
Taxation		(3,302)	(2,463)	(6,531)	(14,587)
Profit / (loss) after taxation		(13,750)	3,552	60,985	74,219
Basic and diluted earnings / (loss) per share (Rupees)		(Rs. 0.52)	<sup>(Restated)</sup> Rs. 0.13	Rs. 2.29	<sup>(Restated)</sup> Rs. 2.78

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 nine months ended March 31, 2018

	Quarter ended		Nine months ended	
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
	----- (Rupees in '000) -----			
Profit / (loss) after taxation	(13,750)	3,552	60,985	74,219
<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	18,152	-	(42,354)	(59)
Deferred tax relating to component of other comprehensive loss	(2,269)	-	5,294	7
	15,883	-	(37,060)	(52)
<b>Items that may be subsequently reclassified to profit or loss</b>				
Unrealised (loss) / gain on revaluation of available-for-sale investment	1,662	(32,358)	(30,422)	2,738
<b>Total comprehensive income / (loss) for the period</b>	<b>3,795</b>	<b>(28,806)</b>	<b>(6,497)</b>	<b>76,905</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 nine months ended March 31, 2018

		March 31, 2018	March 31, 2017
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>	Note	----- (Rupees in '000') -----	
Cash generated from / (used in) operations	10	20,671	(8,490)
Finance cost paid		(4,931)	(1,000)
Income tax paid		(9,877)	(9,822)
Increase in long term loans and deposits		34	(1,460)
Net cash generated / (used in) operating activities		5,897	(20,772)
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(4,270)	(13,943)
Sale proceeds on disposal of property, plant and equipment		1,700	549
Return received on deposit account		56	431
Dividend received		5,999	21,448
Net cash generated from investing activities		3,485	8,485
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>			
Increase/(Decrease) in liabilities against assets subject to finance lease		(2,628)	6,513
Net increase/(Decrease) in cash and cash equivalents		6,754	(5,774)
Cash and cash equivalents at beginning of the period		6,029	10,561
<b>CASH AND CASH EQUIVALENTS AT THE END OF THE PERIOD</b>		12,783	4,787

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 nine months ended March 31, 2018

	Share Capital	RESERVES			Total
		General Reserve	Unappropriated Profit	Gain/(loss) 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 period ended March 31, 2017	-	-	74,219	-	74,219
Other comprehensive income / (loss)	-	-	(52)	2,738	2,686
Total comprehensive income	-	-	74,167	2,738	76,905
Balance as 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>
Balance as at July 1, 2017	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 period ended March 31, 2018	-	-	60,985	-	60,985
Other comprehensive loss	-	-	(37,060)	(30,422)	(67,482)
Total comprehensive income/(loss)	-	-	23,925	(30,422)	(6,497)
Balance as at March 31, 2018	<u>266,702</u>	<u>28,548</u>	<u>773,136</u>	<u>96,753</u>	<u>1,165,139</u>

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 nine months ended March 31, 2018

## 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

The condensed interim financial information of the Company for the period ended March 31, 2018 has been prepared in accordance with the requirements of International Accounting Standard (IAS) 34, "Interim Financial Reporting" and provisions of and directives issued under the Companies Act, 2017. In case where requirements differ, the provisions of or directives issued under the Companies Act, 2017 have been followed. This condensed interim financial information is being presented and submitted to the shareholders as required by the Listing Regulations of the Pakistan Stock Exchange and under section 237 of the Companies Act, 2017.

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.

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

for the nine months ended March 31, 2018

- (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.

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.

### 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.

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

for the nine months ended March 31, 2018

## 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)	
	March 31, 2018	March 31, 2017	March 31, 2018	March 31, 2017
----- (Rupees in '000') -----				
Plant and Machinery	241	425	-	13
Computers	357	478	-	44
Office Equipment	145	63	-	-
Furniture and Fixtures	27	27	-	-
Vehicles	3,500	12,948	1,662	613
<b>Total</b>	<b>4,270</b>	<b>13,941</b>	<b>1,662</b>	<b>670</b>

## 5. LONG-TERM INVESTMENTS

	(Un-audited) March 31, 2018	(Audited) June 30, 2017
----- (Rupees in '000') -----		
<b>Investment in associate</b>		
– 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)	940,047	934,822
<b>Available for sale investments</b>		
– 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 2.26% (June 30, 2017: 2.26%) Cost: Rs. 7,882,580 (June 30, 2017: Rs. 7,882,580)	104,636	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
	<b>188,299</b>	<b>218,720</b>
	<b>1,128,346</b>	<b>1,153,542</b>

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

for the nine months ended March 31, 2018

- 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 March 31, 2018 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.

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 IBL HealthCare Limited from 2015 onwards.

## 6. OTHER RECEIVABLES

This represents Rs. 71 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 March 31, 2018 amounted to Rs. 150 million (June 30, 2017: Rs. 150 million). The amount remaining unutilised as at March 31, 2018 is Rs. 9.4 million (June 30, 2017: Rs. 63.38 million).

## 9. REVENUE

	March 31, 2018	March 31, 2017
	----- (Rupees in '000') -----	
Gross Sales	434,861	390,969
Less:		
- trade discounts	(74,411)	(100,001)
- sales return	(24,297)	(14,203)
	336,153	276,765
Less: Sales tax	(18,453)	(11,345)
	317,700	265,420

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

for the nine months ended March 31, 2018

## 10. CASH GENERATED FROM OPERATIONS

	March 31, 2018	March 31, 2017
	----- [Rupees in '000'] -----	
Profit before taxation	67,516	88,806
<b>Adjustment for non-cash charges and other items</b>		
Depreciation and amortisation	8,534	7,203
Loss (gain) on disposal of property, plant and equipment	[38]	120
Return on deposit account	[56]	[431]
Finance cost	4,931	958
Dividend income	[7,729]	[946]
Share of profit of associate	[52,498]	[88,051]
	<u>(46,856)</u>	<u>(81,147)</u>
Profit before changes in working capital	20,660	7,659
<b>Effect on cash flow due to working capital changes</b>		
Decrease / (increase) in current assets:		
Stock-in-trade	(4,250)	351
Trade debts	19,608	13,405
Loans, advances and prepayments	(2,124)	(4,038)
Short-term investments	-	[13,099]
Other receivables	2	3,009
Tax refunds due from Government - Sales Tax	-	2,906
	13,236	2,534
Decrease in trade and other payables	(13,225)	[18,683]
Cash generated from / (used in) operations	<u>20,671</u>	<u>[8,490]</u>

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

for the nine months ended March 31, 2018

## 11. TRANSACTIONS WITH RELATED PARTIES

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

Nature of relationship	Nature of transactions	March 31, 2018	March 31, 2017
----- (Rupees in '000') -----			
i. Holding company	Corporate service charges	3,150	1,800
	Receipts from Holding Company	6,060	-
	Dividend received	-	7,387
ii. Associated companies	Dividend received	5,999	14,061
	Receipts from associated Company	3,817	3,955
	Warehouse rent	675	1,038
	Other income	-	341
iii. Employees' provident fund	Contribution paid	4,701	3,355
iv. Key management personnel	Salaries and other employee benefits	14,555	15,124
	Directors' fee	10	15

## 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 April 27, 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 نوامیہ ختمہ ۳۱ مارچ ۲۰۱۸ء پیش کرتے ہوئے خوشی محسوس کرتا ہوں۔ ڈائریکٹرز رپورٹ کمپنیز ایکٹ ۲۰۱۷ کی دفعہ ۲۲۷ کے تحت تیار کی گئی ہے۔

متعلقہ ساتھی کمپنیوں کا منافع میں حصہ

نوامیہ ختمہ ۳۱ مارچ ۲۰۱۸ء میں کمپنی نے عالمی اکاؤنٹنگ اسٹینڈرڈز ۲۸-۱۰ یونیٹس ان ایسیو ایٹس اینڈ جوینٹ 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 نپیدوار حاصل ہو اور انسانوں / شہریوں کو اعلیٰ معیاری غذا فراہم کر سکیں۔ اگرچہ زراعت کے میدان میں مسابقت شرت اختیار کر گئی ہے، لیکن کمپنی ایسے اقدامات کر رہی ہے جس سے اس کی مسابقتی پوزیشن بہتر ہو جائے اور اپنی قوموں 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

یورڈ آف ڈائریکٹرز کی جانب سے، میں اپنے تمام کسٹمرز، بینکرز 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 یورڈ کی جانب سے



اسد اللہ  
چیف ایگزیکٹو آفیسر

کراچی، ۲۷ اپریل ۲۰۱۸ء

### آپریٹنگ نتائج

نوامیہ ختمہ ۳۱ مارچ	
2017	2018
(روپے ہزاروں میں)	
265,420	317,700
98,307	131,807
1,713	19,949
88,806	67,516
74,219	60,985
2.78	2.29

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

زراعت کے میدان میں UDPL تسلسل کے ساتھ ایک مضبوط فعال اور توانا کمپنی بننے کی جدوجہد کر رہی ہے۔ نوامیہ ختمہ ۳۱ مارچ ۲۰۱۸ء میں شروع سال سے شاندار بہتری دکھائی جو کہ کمپنی کے مقاصد اور منصوبوں سے مطابقت رکھتی ہے۔  
نوامیہ ختمہ ۳۱ مارچ ۲۰۱۸ء کی مالیاتی جھلکیاں مختصر اچیش کی گئی ہیں۔

- کمپنی کی خاص فروخت ۳۱.۷ ملین روپے رہی، جو کہ گزشتہ سال کی نسبت ۲۰ فیصد زیادہ تھی۔
- کمپنی کے تمام منافع میں گزشتہ سال کی نسبت ۳۳.۵ فیصد زیادہ اضافہ ہوا۔
- کمپنی کا آپریٹرز سے حاصل ہونے والا منافع ۱۰.۸ کروڑ روپے زیادہ رہا۔
- نوامیہ ختمہ ۳۱ مارچ ۲۰۱۸ء میں متعلقہ ساتھی کمپنی کے منافع میں کمی کی وجہ سے منافع بعد از ٹیکس ۱۸ فیصد کم ریکارڈ ہوا۔

فروخت اور منافع کاری میں اضافہ کی وجہ سے جراثیم کش کچھ زکا متعارف کرانا، نئے مالکیوں کا پروڈکٹ کس، مصنوعات کے برانڈ میں تبدیلی مزید برآں اخراجات اور لاگت میں سخت کنٹرول سے بھی کمپنی کی مالیاتی کارکردگی بہتر بنانے میں اہم کردار ادا کیا۔

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