



Leading the way to  
a Healthier World

Condensed Interim  
Financial Statements for the  
six months period ended  
May 31, 2018

**WYETH PAKISTAN LIMITED**

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## **Company Information**

### **BOARD OF DIRECTORS**

Iftikhar Soomro  
S. M. Wajeehuddin  
Husain Lawai  
M.Z. Moin Mohajir  
Badaruddin F. Vellani  
Iqbal Bengali  
Syed Zakwan Ahmed

Chairman  
Chief Executive

### **COMPANY SECRETARY**

Tafazzul Khan

### **CHIEF FINANCIAL OFFICER**

Kashif Shafi

### **AUDIT COMMITTEE**

M.Z. Moin Mohajir  
Iftikhar Soomro  
Badaruddin F. Vellani

Chairman

### **HUMAN RESOURCES AND REMUNERATION COMMITTEE**

M.Z. Moin Mohajir  
Badaruddin F. Vellani  
Iftikhar Soomro  
S. M. Wajeehuddin

Chairman

### **EXECUTIVE COMMITTEE**

S. M. Wajeehuddin  
Syed Zakwan Ahmed

Chairman

### **SHARE TRANSFER COMMITTEE**

S. M. Wajeehuddin  
M.Z. Moin Mohajir  
Syed Zakwan Ahmed

Chairman

### **BANKERS**

Citibank, N.A.  
Standard Chartered Bank (Pakistan) Limited

**AUDITORS**

**KPMG Taseer Hadi & Co.**

Chartered Accountants

**LEGAL ADVISORS**

Vellani & Vellani

Orr, Dignam & Co.

Mohammad Mitha

**SHARE REGISTRAR**

**THK Associates (Pvt.) Ltd.**

1st Floor, 40-C, Block-6

P.E.C.H.S., Karachi - 75400

UAN: 021 111-000-322, Fax 021-34168271

**HEAD OFFICE / REGISTERED OFFICE**

Room No. 002 & 003, PGS Admin Block,

First Floor, B-2, S.I.T.E., Karachi.

Ph. # 92-21-32570621-5

Fax # 92-21-32331045-32577023

Website: **[www.wyethpakistan.com](http://www.wyethpakistan.com)**

Note: These accounts are also available on our website.

**DIRECTORS' REVIEW**

The Board of Directors of Wyeth Pakistan Limited is pleased to present the un-audited condensed interim financial information of your Company for the half-year ended May 31, 2018. The condensed interim financial information has been prepared in accordance with applicable requirements of International Financial Reporting Standards (IAS 34- Interim Financial Reporting) and the Companies Act 2017.

Net sales for the half year period ended May 31, 2018 amounted to Rs. 721 million (2017: 684 million) registering a growth in revenue of 5% as compared to the corresponding prior period. Most of the brands reported improved sales, with higher institutional sales of Anti TB products being the major factor for this growth. However, gross profit to sales ratio has declined by 5.7% over the corresponding prior period due to the recent massive drop in the exchange parity of the Pakistan Rupee resulting in increase in the cost of sales. Overall operating expenses during the half year ended May 31, 2018 reduced by 35% as compared to the corresponding prior period mainly due to operational efficiencies and also because operating expenses last year were higher in view of the Rs. 25 million restructuring charge included last year. The increase in other income is due to profit on surplus funds held during the period. Other operating costs for the half year increased against the comparative period last year due to exchange losses over this period. Tax charge is relatively high because of tax levied under the presumptive tax regime. As a result of the above, profit after tax for the half year over the comparative prior period has declined by 22%.

We will continue our efforts to maintain the growth trend and will endeavor to improve the bottom line by managing expenses. However, the impact of unprecedented devaluation is huge, and it will be difficult to compensate for this loss through internal efforts alone. While the recently approved pricing policy, once implemented, will certainly help to some extent, what is required is an appropriate one time price adjustment to compensate for the devaluation which directly affects our costs of goods sold and which is an industry wide concern.

Finally, the Board would like to acknowledge the hard work of our colleagues for their continued dedication and endeavors to improve the results of the Company.



**S. M. Wajeehuddin**  
Chief Executive

Karachi: July 27 2018

## ڈائریکٹران کا جائزہ

وائٹھ پاکستان لمیٹڈ کے بورڈ آف ڈائریکٹرز آپ کی کمپنی کے غیر آڈٹ شدہ اختصاری عبوری مالیاتی نتائج برائے مختتمہ مدت 31 مئی 2018 پیش کرتے ہوئے اظہار مسرت کرتے ہیں۔ عبوری اختصاری مالیاتی نتائج کو مالیاتی رپورٹنگ کے عالمی معیارات (IAS 34) عبوری مالیاتی رپورٹنگ) اور کمپنیز ایکٹ 2017 کے مطابق تیار کیا گیا ہے۔

ششماہی مدت 31 مئی 2018 کے اختتام پر خالص فروخت 721 ملین روپے (2017: 684 ملین روپے) تھی جو کہ گزشتہ سال کی اسی مدت کی نسبت 5 فیصد نمو کی نشاندہی کرتا ہے۔ زیادہ تر برائڈز کی فروخت میں اضافہ ہوا، جس میں اینٹی TB مصنوعات کی اداروں کو فروخت میں اضافہ ایک اہم عنصر رہا۔ تاہم، گزشتہ مدت کی نسبت فروخت کے لحاظ سے خام منافع کی شرح 5.7 فیصد گر گئی جس کی بنیادی وجہ پاکستانی روپے کی مساواتی قدر میں کمی تھی جو فروخت کی لاگت بڑھنے کا سبب بنی۔ ششماہی مدت مختتمہ 31 مئی 2018 کے دوران مجموعی کاروباری اخراجات میں گزشتہ مدت کی نسبت 35 فیصد کمی ہوئی جس کی پہلی وجہ کاروباری استعداد میں بہتری تھی اور دوسری وجہ یہ کہ گزشتہ مدت میں 25 ملین کے restructuring اخراجات شامل تھے۔ فاضل فنڈز کی سرمایہ کاری سے حاصل ہونے والے منافع سے دیگر آمدنی میں اضافہ ہوا۔ ششماہی مدت کے دوران دیگر کاروباری اخراجات میں گزشتہ سال کی نسبت اضافہ ہوا جس کی وجہ مقامی کرنسی کی مساواتی قدر میں کمی کی وجہ سے exchange loss تھا۔ Presumptive tax regime کے تحت کم از کم ٹیکس کے خرچے کی وجہ سے ٹیکس کا خرچہ زیادہ رہا۔ اوپر بتائی ہوئی وجوہات کی وجہ سے، اس ششماہی کے منافع بعد از ٹیکس میں گزشتہ سال کی نسبت 22 فیصد کمی ہوئی۔

ہم نمو کی رجحان کو برقرار رکھنے کی کوشش کریں گے اور اس بات کی بھی کوشش کریں گے کہ اخراجات کے لئے بہتر انتظام سے منافع میں بہتری لائی جائے۔ تاہم خلاف معمول کرنسی کی قدر میں کمی بہت زیادہ ہے، لہذا صرف اندرونی کوششوں سے exchange loss کو قابو کرنا مشکل ہوگا۔ نئی pricing policy کسی حد تک اس نقصان کو کم کر دے گی لیکن ایک بار کی قیمتوں میں درستی ہی صحیح معنوں میں اس کا حل ہے کیونکہ کرنسی کے devaluation کا اثر براہ راست ہمارے خام منافع پر پڑتا ہے جو پوری انڈسٹری کا بھی مسئلہ ہے۔

آخر میں بورڈ ہمارے ساتھیوں کی تسلسل کے ساتھ لگن، انتھک محنت اور جدوجہد کا اعتراف کرتا ہے جس کی وجہ سے کمپنی کے نتائج بہتر ہوئے۔



ایس ایمل و جیہ الدین

چیف ایگزیکٹو

کراچی جولائی 27 2018



KPMG Taseer Hadi & Co.  
Chartered Accountants  
Sheikh Sultan Trust Building No. 2, Beaumont Road  
Karachi 75530 Pakistan  
+92 (21) 35685847, Fax +92 (21) 35685095

***Auditors' Report to Members on Review of Condensed Interim Financial Statements***

***Introduction***

We have reviewed the accompanying condensed interim balance sheet of **Wyeth Pakistan Limited** ("the Company") as at May 31, 2018 and the related condensed interim profit and loss account, condensed interim statement of comprehensive income, condensed interim cash flow statement, condensed interim statement of changes in equity and notes to the accounts for the six months period then ended (here-in-after-referred to as "condensed interim financial statements"). Management is responsible for the preparation and presentation of these condensed interim financial statements in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting. Our responsibility is to express a conclusion on these condensed interim financial statements based on our review.

***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 condensed interim financial statements 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 condensed interim financial statements are not prepared, in all material respects, in accordance with accounting and reporting standards as applicable in Pakistan for interim financial reporting.

***Other matters***

The figures of the condensed interim profit and loss account and condensed interim statement of comprehensive income for the quarter ended May 31, 2018 have not been reviewed and we do not express a conclusion on them.

**Date: 27 July 2018**

**Karachi**

**KPMG Taseer Hadi & Co.  
Chartered Accountants  
Mohammad Mahmood Hussain**


KPMG Taseer Hadi & Co., a Partnership firm registered in Pakistan and a member firm of the KPMG network of independent member firms affiliated with KPMG International Cooperative ("KPMG International"), a Swiss entity.




## Condensed Interim Balance Sheet As at May 31, 2018

	Note	May 31, 2018 (Unaudited)	November 30, 2017 (Audited)
(Rupees in '000)			
<b>ASSETS</b>			
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment	5	8,745	6,650
Long-term loans to employees		1,753	1,366
Long-term deposits		4,917	4,917
<b>Total non-current assets</b>		<b>15,415</b>	<b>12,933</b>
<b>CURRENT ASSETS</b>			
Stock-in-trade		623,963	623,612
Trade debts		215,516	34,711
Loans and advances		122,433	132,747
Deposits, prepayments and other receivables		364,895	397,881
Interest accrued		3,733	2,881
Taxation - net	6	49,394	-
Cash and bank balances		824,446	1,367,165
<b>Total current assets</b>		<b>2,204,380</b>	<b>2,558,997</b>
<b>Total assets</b>		<b>2,219,795</b>	<b>2,571,930</b>
<b>EQUITY AND LIABILITIES</b>			
<b>SHARE CAPITAL AND RESERVES</b>			
Authorised capital			
5,000,000 ordinary shares of Rs. 100 each		500,000	500,000
Issued, subscribed and paid-up capital		142,161	142,161
Reserves		527,980	953,842
Unappropriated profit		618,376	615,656
<b>Total equity</b>		<b>1,288,517</b>	<b>1,711,659</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables		931,278	842,767
Taxation - net	6	-	17,504
<b>Total current liabilities</b>		<b>931,278</b>	<b>860,271</b>
<b>Total equity and liabilities</b>		<b>2,219,795</b>	<b>2,571,930</b>
<b>CONTINGENCIES AND COMMITMENTS</b>			
	7		

The annexed notes 1 to 13 form an integral part of the condensed interim financial statements.

  
S. M. Wajeehuddin  
Chief Executive

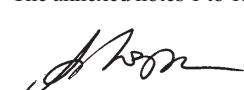
  
M. Z. Moin Mohajir  
Director

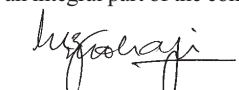
  
Kashif Shafi  
Chief Financial Officer

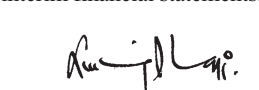
**Condensed Interim Profit and Loss Account (Unaudited)**  
**For the six months period ended May 31, 2018**

Note	For the six months period ended		For the three months period ended	
	May 31, 2018	May 31, 2017	May 31, 2018	May 31, 2017
<b>(Rupees in '000)</b>				
<b>CONTINUING OPERATIONS</b>				
Net sales	721,077	684,401	311,803	389,723
Cost of sales	(623,326)	(551,980)	(295,690)	(306,248)
Gross profit	97,751	132,421	16,113	83,475
Selling, marketing and distribution expenses	(66,116)	(85,613)	(40,516)	(54,728)
Administrative expenses	(23,463)	(52,703)	(9,151)	(14,298)
	(89,579)	(138,316)	(49,667)	(69,026)
	8,172	(5,895)	(33,554)	14,449
Other income	41,571	11,700	23,566	8,970
Other expenses	(20,411)	(462)	(9,472)	(462)
Finance cost	(464)	(488)	(284)	(308)
	20,696	10,750	13,810	8,200
Profit / (loss) before taxation	28,868	4,855	(19,744)	22,649
Taxation				
- current	(26,148)	(7,971)	(510)	188
- deferred	-	6,606	-	2,397
	(26,148)	(1,365)	(510)	2,585
Profit / (loss) after tax from continuing operations	2,720	3,490	(20,254)	25,234
<b>DISCONTINUED OPERATIONS</b>				
Profit from discontinued operations - net of tax	-	74,215	-	40,721
Profit / (loss) for the period	2,720	77,705	(20,254)	65,955
<b>(Rupees)</b>				
Earnings / (loss) per share - basic and diluted	1.91	54.65	(14.25)	46.39
Earnings / (loss) per share - basic and diluted - continuing operations	1.91	2.45	(14.25)	17.75

The annexed notes 1 to 13 form an integral part of the condensed interim financial statements.

  
**S. M. Wajeehuddin**  
Chief Executive


  
**M. Z. Moin Mohajir**  
Director

  
**Kashif Shafi**  
Chief Financial Officer

**Condensed Interim Statement  
of Comprehensive Income (Unaudited)  
For the six months period ended May 31, 2018**

	<u>For the six months period ended</u>		<u>For the three months period ended</u>	
	<u>May 31, 2018</u>	<u>May 31, 2017</u>	<u>May 31, 2018</u>	<u>May 31, 2017</u>
	<b>----- (Rupees in '000) -----</b>			
Profit / (loss) for the period	<b>2,720</b>	77,705	<b>(20,254)</b>	65,955
Other comprehensive income	-	-	-	-
Total comprehensive income / (loss) for the period	<u><b>2,720</b></u>	<u>77,705</u>	<u><b>(20,254)</b></u>	<u>65,955</u>

The annexed notes 1 to 13 form an integral part of the condensed interim financial statements.

  
**S. M. Wajeehuddin**  
Chief Executive


  
**M. Z. Moin Mohajir**  
Director

  
**Kashif Shafi**  
Chief Financial Officer

**Condensed Interim  
Cash Flow Statement (Unaudited)  
For the six months period ended May 31, 2018**

		For the six months period ended	
	Note	May 31, 2018	May 31, 2017
CASH FLOWS FROM OPERATING ACTIVITIES		(Rupees in '000)	
Cash (used in) / generated from operations	10	(55,781)	182,869
Profit received on deposit accounts		30,725	1,209
Increase in long-term loans to employees		(387)	(661)
Taxes paid		(93,046)	(43,038)
Net cash (outflow) / inflow from operating activities		(118,489)	140,379
CASH FLOWS FROM INVESTING ACTIVITIES			
Capital expenditure incurred		(5,000)	(1,622)
Proceeds from disposal of property, plant and equipment		1,692	727
Net cash outflow from investing activities		(3,308)	(895)
CASH FLOWS FROM FINANCING ACTIVITIES			
Net cash used in financing activities - Dividends paid		(420,922)	(49,262)
Net (decrease) / increase in cash and cash equivalents		(542,719)	90,222
Cash and cash equivalents at beginning of the period		1,367,165	10,549
Cash and cash equivalents at end of the period		824,446	100,771

The annexed notes 1 to 13 form an integral part of the condensed interim financial statements.

  
**S. M. Wajeehuddin**  
Chief Executive

  
**M. Z. Moin Mohajir**  
Director


  
**Kashif Shafi**  
Chief Financial Officer

## Condensed Interim Statement of Changes in Equity (Unaudited) For the six months period ended May 31, 2018

	Issued, subscribed and paid- up capital	Reserves			Unappro- priated profit	Total
		General reserve	* Others	Sub total		
(Rupees in '000)						
Balance as at December 1, 2016	142,161	931,753	20,848	952,601	129,764	1,224,526
Total comprehensive income for the period						
Profit for the period	-	-	-	-	77,705	77,705
Transactions with owners recognised directly in equity						
Final dividend for the year ended November 30, 2016 at Rs. 35 per share	-	-	-	-	(49,757)	(49,757)
Share-based payments	-	-	711	711	-	711
	-	-	711	711	(49,757)	(49,046)
Balance as at May 31, 2017	142,161	931,753	21,559	953,312	157,712	1,253,185
Balance as at December 1, 2017	142,161	931,753	22,089	953,842	615,656	1,711,659
Total comprehensive income for the period						
Profit for the period	-	-	-	-	2,720	2,720
Transactions with owners recognised directly in equity						
Final dividend for the year ended November 30, 2017 at Rs. 300 per share	-	(426,483)	-	(426,483)	-	(426,483)
Share-based payments	-	-	621	621	-	621
	-	(426,483)	621	(425,862)	-	(425,862)
Balance as at May 31, 2018	142,161	505,270	22,710	527,980	618,376	1,288,517

\* Others represent reserve for share based payment plan.

The annexed notes 1 to 13 form an integral part of the condensed interim financial statements.

  
S. M. Wajeehuddin  
Chief Executive

  
M. Z. Moin Mohajir  
Director

  
Kashif Shafi  
Chief Financial Officer

**Notes to the Condensed Interim  
Financial Statements (Unaudited)  
For the six months period ended May 31, 2018**

**1. STATUS AND NATURE OF BUSINESS**

Wyeth Pakistan Limited ("the Company") is a public limited Company incorporated in 1949 in Pakistan. The Company's registered office is situated at Room No. 002 and 003, PGS Admin Block B-2, S.I.T.E., Karachi, Pakistan. The Company is listed on the Pakistan Stock Exchange and is engaged in import, marketing, distribution and sale of research based ethical specialties and other pharmaceutical products.

Pfizer Inc. is the ultimate parent of the Company. Wyeth LLC, USA and Wyeth Holding Corporation USA, which are subsidiaries of Pfizer Inc., are the principal shareholders of the Company.

**2. BASIS OF PREPARATION**

These condensed interim financial statements have been prepared in accordance with the accounting and reporting standards as applicable in Pakistan for interim financial reporting. The accounting and reporting standards as applicable in Pakistan for interim financial reporting comprise of:

- International Accounting Standard (IAS) 34, Interim Financial Reporting, issued by the International Accounting Standards Board (IASB) as notified under the Companies Act, 2017; and

- Provisions of and directives issued under the Companies Act, 2017.

Where the provisions of and directives issued under the Companies Act, 2017 differ with the requirements of IAS 34, the provisions of and directives issued under the Companies Act, 2017 have been followed.

**3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

The accounting policies and methods of computation adopted in the preparation of these condensed interim financial statements are the same as those applied in preparation of the financial statements of the Company for the year ended November 30, 2017. The Companies Act, 2017 applicable for financial statements for the year ending 30 November 2018 requires certain additional disclosures which will be reflected in financial statements of the Company for the year ending November 30, 2018.

Further, the Securities and Exchange Commission of Pakistan has notified IFRS 9 'Financial Instruments' replacing IAS 39 'Financial Instruments: Recognition and Measurement', IFRS 15 'Revenue from Contracts with Customers' replacing IAS 18 'Revenue' and IAS 11 'Construction Contracts' and IFRS 16 - 'Leases' replacing IAS 17 - 'Leases' which are effective from annual reporting period beginning on or after July 1, 2018 except for IFRS 16 which is applicable from reporting period beginning on or after January 1, 2019. Currently management is assessing the potential impact of these Standards.

### 4. ACCOUNTING ESTIMATES, JUDGEMENTS AND FINANCIAL RISK MANAGEMENT

The preparation of the condensed interim financial statements in conformity with approved accounting standards as applicable in Pakistan requires management to make estimates, assumptions and use judgments that affect the application of policies and reported amounts of assets, liabilities, income and expenses. Estimates, assumptions and judgments are continually evaluated and are based on historical experience and other factors, including reasonable expectations of future events. Revisions to accounting estimates are recognised prospectively commencing from the period of revision.

In preparing the condensed interim financial statements, the significant judgments made by management in applying the Company's accounting policies and the key sources of estimation and uncertainty were the same as those that applied to the financial statements as at and for the year ended November 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 November 30, 2017.

	May 31, 2018 (Unaudited)	November 30, 2017 (Audited)
<b>5. PROPERTY, PLANT AND EQUIPMENT</b>	<b>(Rupees in '000)</b>	
Operating property, plant and equipment - at net book value	3,745	6,650
Capital work in progress - at cost	5,000	-
	<b>8,745</b>	<b>6,650</b>

#### 5.1 Operating property, plant and equipment includes following additions and disposals during the period:

	<b>Six months period ended</b>	
	May 31, 2018 (Unaudited)	May 31, 2017 (Audited)
	<b>(Rupees in '000)</b>	
<b>Additions:</b>		
Vehicles	-	1,129
Office equipment	-	954
	<b>-</b>	<b>2,083</b>
Disposal of vehicles - sale proceeds [having a net book value of Rs. 0.664 million (2017: Rs. 0.237 million)]	<b>1,692</b>	<b>1,950</b>

### 6. TAXATION - NET

Under section 5A of the Income Tax Ordinance, 2001 (as amended by Finance Act, 2018), tax shall be imposed at the rate of 5% of the accounting profit before tax on every public company, other than schedule bank and modarba, that derives profit for a tax year but does not distribute atleast 20% of its profits within six months of the tax year through cash. The Board of Directors of the Company will consider this matter before the authorization of annual financial statements for the year ending 30 November 2018. Hence, no tax consequence applicable on undistributed profit are recognized in these condensed interim financial statements.

### 7. CONTINGENCIES AND COMMITMENTS

#### 7.1 Contingencies

There is no change in the status of contingencies as disclosed under notes 16 of the annual financial statements of the Company for the year ended November 30, 2017.

#### 7.2 Commitments

	May 31, 2018 (Unaudited)	November 30, 2017 (Audited)
	(Rupees in '000)	
Commitments for capital expenditure	3,739	7,196
Outstanding letters of credit	16,388	27,543

### 8. OTHER INCOME

	May 31, 2018	May 31, 2017
	(Rupees in '000)	
Profit on saving accounts and term deposits	31,577	1,063
<i>Income from non-financial assets</i>		
Gain on disposal of property, plant and equipment	1,028	490
Exchange gain	-	1,862
Liabilities no longer payable written back	8,966	7,621
Export rebate claim & recovery of export freights	-	664
	41,571	11,700



### 9. DISCONTINUED OPERATIONS

In May 2017, the Company entered into agreement with ICI Pakistan Limited for disposal of certain specified assets of the Company including land, building, plant and machinery along with manufacturing licences, pharmaceutical products and its market authorisations, etc. The related revenues and expenses of six months period ended 31 May 2017 were presented as discontinued operations. The transaction was completed on 11 August 2017.

Note	Six months period ended	
	May 31, 2018	May 31, 2017
	(Rupees in '000)	
<b>Results of discontinued operations</b>		
Net sales	-	590,435
Expenses	-	484,414
Results from operating activities	-	106,021
Taxation	-	31,806
<b>Profit from discontinued operations - net of tax</b>	-	74,215
	(Rupees)	
Earning per share - basic and diluted	-	52.20
<b>9.1 Cash flows from discontinued operation</b>		
	(Rupees in '000)	
Net cash generated from operating activities	-	208,657

### 10. CASH (USED IN) / GENERATED FROM OPERATIONS

Profit for the period	2,720	77,705
<b>Adjustments for non-cash charges and other items:</b>		
Net increase in reserve for equity-settled share-based payment plans	621	711
Depreciation	2,242	5,431
Provision for slow moving and obsolete stock - net	41,313	32,444
Gain on disposal of property, plant and equipment	(1,028)	(490)
Reversal of provision for doubtful debts	-	(18,199)
Profit on deposit accounts	(31,577)	(1,063)
Tax expense	26,148	33,170
Liabilities written back	(8,966)	(7,621)
Provision for WWF, WPPF and CRF	3,956	10,559
Working capital changes	(91,210)	50,222
	(55,781)	182,869

	Six months period ended	
	May 31, 2018	May 31, 2017
	(Rupees in '000)	
<b>10.1 Working capital changes</b>		
(Increase) / decrease in current assets:		
Spares	-	9,030
Stock-in-trade	(41,664)	364,212
Trade debts	(180,805)	(46,636)
Loans and advances	10,314	2,916
Deposits, prepayments and other receivables	32,986	(15,804)
	(179,169)	313,718
Increase / (decrease) in current liabilities:		
Trade and other payables	87,959	(263,496)
	(91,210)	50,222

## 11. TRANSACTIONS WITH RELATED PARTIES

The related parties comprise the ultimate parent company (Pfizer Inc., USA), related group companies, staff retirement benefits plans, directors, key management personnel and close members of the family of all the aforementioned related parties. The Company in the normal course of business carries out transactions with various related parties. Details of transactions with related parties are as follows:

	Six months period ended	
	May 31, 2018	May 31, 2017
	(Rupees in '000)	
<b>Transactions for the period</b>		
Sale of goods to associated companies	23,144	109,005
Goods purchased from associated companies	388,045	182,070
Services from associated companies*	7,197	19,962
Services to associated companies	46,645	29,851
Reimbursement of expenses	9,630	-
Dividend to Parent Company	307,509	35,876
Contribution to the retirement benefit scheme	11,423	14,879
Legal and professional charges	418	370

\* This amount includes allocation of remuneration to key management personnel of Rs. 1,576 (2017: 7,440)

	May 31, 2018 (Unaudited)	November 30, 2017 (Audited)
	(Rupees in '000)	
<b>Balance receivable from / payable to associated companies</b>		
Trade receivables in respect of sale of goods to associated companies	23,144	-
Trade payable in respect of goods from associated companies	154,930	63,020
Other receivables from associated companies	3,933	18,459
Receivable from retirement benefit scheme	45,653	45,835
Loan receivable from retirement benefit scheme	60,000	60,000
Payable to the retirement benefit scheme	129,668	113,912


### 12. FINANCIAL ASSETS AND LIABILITIES

May 31, 2018				
Carrying Amount				
	Loans and receivables	Other financial assets	Financial liabilities	Total
	(Rupees in '000)			
<b>Financial assets not measured at fair value</b>				
Long-term loans to employees	1,753	-	-	1,753
Trade debts	215,516	-	-	215,516
Loans and advances	65,490	-	-	65,490
Other receivables	353,486	-	-	353,486
Interest accrued	3,733	-	-	3,733
Cash and bank balances	-	824,446	-	824,446
<b>Financial liabilities not measured at fair value</b>				
Trade and other payables	-	-	870,330	870,330
November 30, 2017				
Carrying Amount				
	Loans and receivables	Other financial assets	Financial liabilities	Total
	(Rupees in '000)			
<b>Financial assets not measured at fair value</b>				
Long-term loans to employees	1,366	-	-	1,366
Trade debts	34,711	-	-	34,711
Loans and advances	65,367	-	-	65,367
Other receivables	393,197	-	-	393,197
Interest accrued	2,881	-	-	2,881
Cash and bank balances	-	1,367,165	-	1,367,165
<b>Financial liabilities not measured at fair value</b>				
Trade and other payables	-	-	682,231	682,231

These financial assets and liabilities are for short term or repriced over short term. Therefore their carrying amounts are reasonable approximation of fair value.

**13. DATE OF AUTHORISATION FOR ISSUE**

These condensed interim financial statements were authorised for issue in the Board of Directors meeting held on July 27, 2018.



**S. M. Wajeehuddin**  
Chief Executive



**M. Z. Moin Mohajir**  
Director



**Kashif Shafi**  
Chief Financial Officer

